



万德国际集团



# Presentation at Annual General Meeting

25 April 2019





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# Contents



**Overview**

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**Financial Review**

A white magnifying glass icon, centered within a dark blue hexagon.

**Challenges & Opportunities**

A white line graph icon showing an upward trend, centered within a white hexagon.



# Overview



# Products Application

## Automotive

### Climate & Audio Controller



### Key Fobs



### Other Plastic Parts



# Products Application

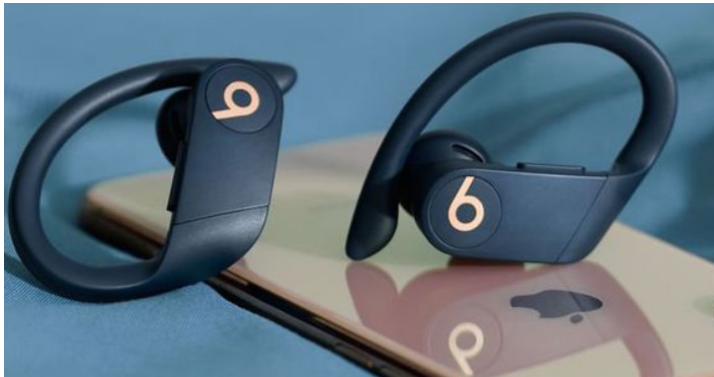
## Automotive Product Samples



# Products Application

## Consumer Electronics

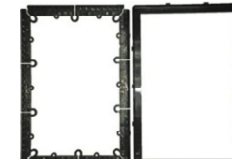
### Headphones



### Router & Smart Speaker Housings



### Infrared (IR) Guide Light



### Streaming Devices



# Products Application

## Telecommunications

### Keypads



### Window & Anti-Reflective Lens



### Waterproof Housing



### Protective Cover





# Products Application

## Industrial & Medical

### Bar Code Scanner



### Medical



### Others





# Financial Review





## FY2018 Financial Highlights

(US\$'m)	FY2018	FY2017	Change
Revenue	192.5	170.0	13.2%
Gross Profit	31.2	30.9	0.8%
Profit From Continuing Operations	9.7	14.2	-32.1%
Profit Attributable to Owners	9.6	14.1	-32.0%
EPS (US cents)*	6.9	10.0	-31.6%

\* Earnings per share is based on weighted average no. of shares of 140,080,878 (2017: 140,880,878).



## FY2018 Financial Highlights

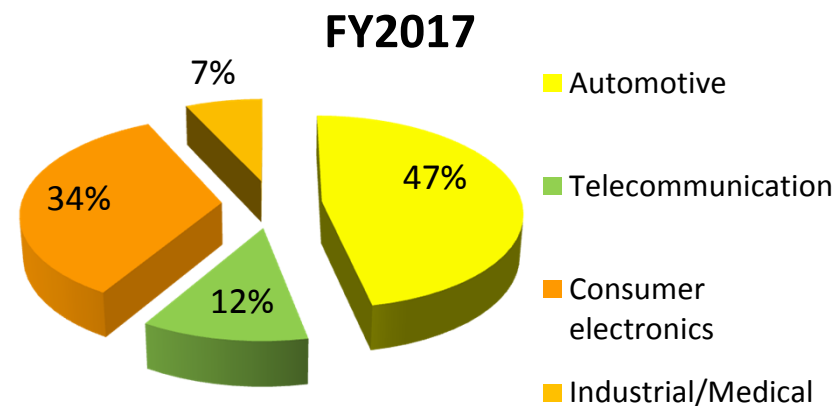
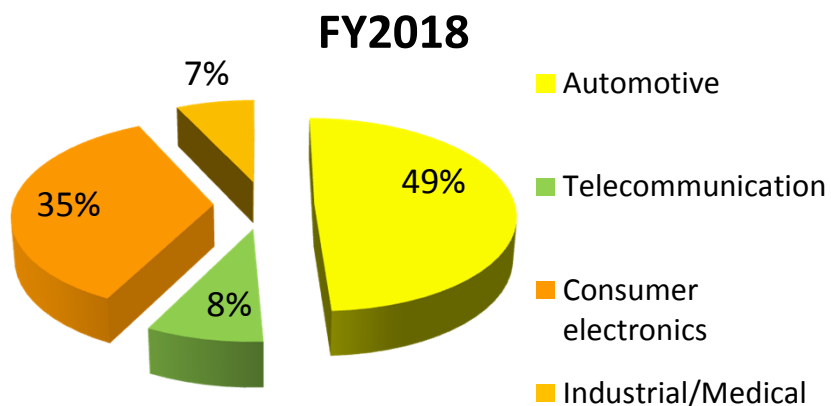
- Revenue increased 13.2% to US\$192.5 million
  - Despite the turbulent year in 2017, we accomplished positive growth thanks to our continuous growth in the automotive and CE segments
- Gross profit increased to US\$31.2 million
  - GP margin declined to 16.2%
  - Decline in GPM attributed to:
    - (1) rising labour costs
    - (2) rising raw material costs
    - (3) increases in packaging costs
    - (4) rising utility costs to meet new environmental standards and
    - (5) lower manufacturing yield during the initial ramp up phase with new customers



## FY2018 Financial Highlights

- Net Profit of US\$9.6 million
  - The core earnings net profit million declined by 32.0% to US\$9.6 compared to US\$14.1 million last year
  - FY2017 net profit included the one-off disposal gain amounting to US\$3.2 million from the sale of the Group's land and factory in Huzhou, China
- Proposed dividend of 3.0 Singapore cents per share
  - Dividend payout of S\$4.2million (2017 : S\$7.7 million)

# 产品类别占比 Revenue by Business Segment

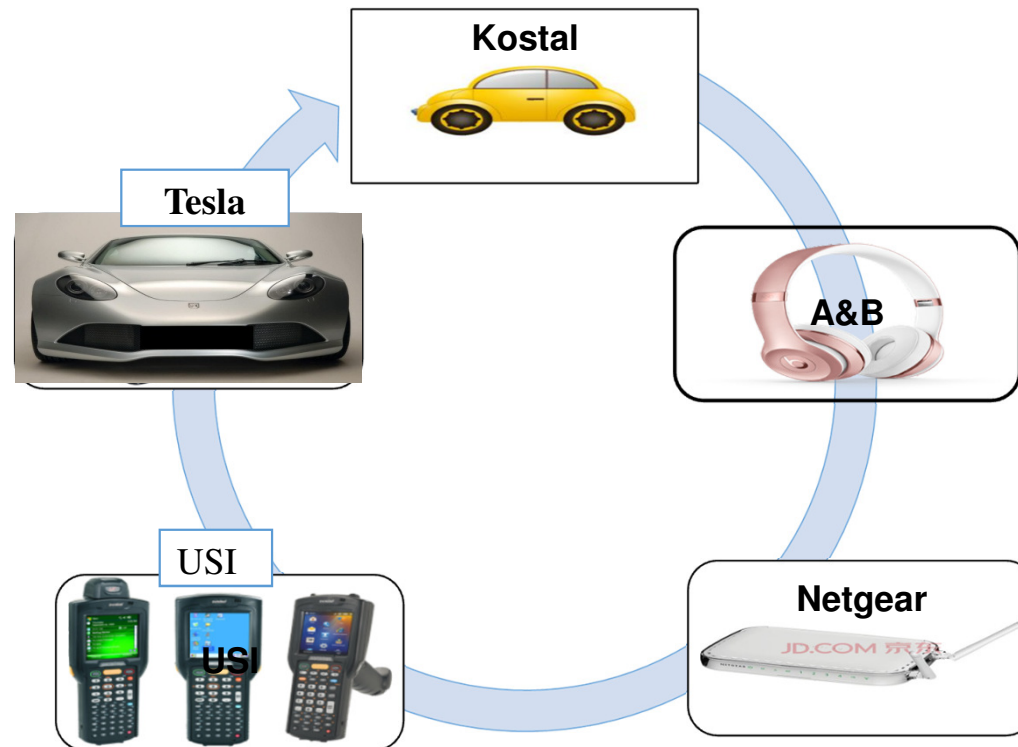


Business segment	FY2018	
	(US\$'m)	%
Automotive	94.6	49.2%
Telecommunication	15.9	8.3%
Consumer electronics	68.2	35.4%
Industrial/Medical	13.7	7.1%
<b>Total</b>	<b>192.5</b>	

Business segment	FY2017	
	(US\$'m)	%
Automotive	79.6	46.8%
Telecommunication	20.0	11.8%
Consumer electronics	58.6	34.4%
Industrial/Medical	11.9	7.0%
<b>Total</b>	<b>170.0</b>	

# Revenue Contribution

Top 5 customers in 2018





## Selected Balance Sheet Highlights

31 December	2018 (US\$'m)	2017 (US\$'m)	Variance
Shareholders' equity	125.7	127.0	-1.0%
Property, plant and equipment	45.4	43.8	3.6%
Net current assets	80.1	87.3	-8.2%
Trade Receivables	74.8	69.9	7.0%
Cash & cash equivalent	22.2	34.9	-36.5%
Trade Payables	41.6	39.7	4.8%
Total assets	187.4	187.4	0.0%
Total liabilities	61.4	60.1	2.1%
NAV per share (US cents)*	89.7	90.1	-0.4%
Cash per share (US cents)*	15.8	24.8	-36.3%

\* NAV per share is based on issued share capital of 140,080,878 (2017: 140,880,878 ) shares at the end of the financial year.





# Challenges & Opportunities





## Challenges & Opportunities

- Expect long-term trade tensions between major countries to continue
- Automotive: Continues to be the largest business segment despite the downturn in China's auto market
- Consumer Electronics: To play a more important role as the main growth driver in FY2019; Major projects to enter production; Volatility factor remains
- Industrial/Medical: Maintains steady growth
- Operational Updates: Vietnam factory by FY2019/2020



**Thank you.**

