

Aztech



AZ e-lite



Aztech

2Q / 1H 2015 Financial Results Announcement

16 July 2015

Az United



Az Marine



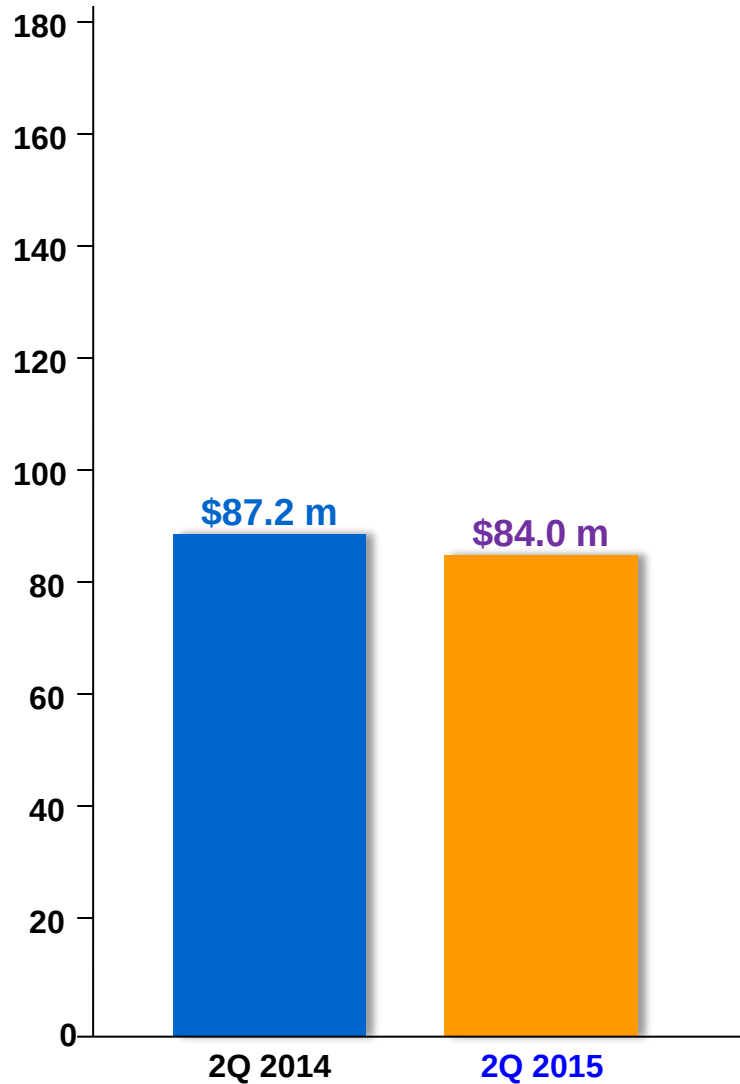
GROUP PROFILE

- Global Player with 8 Sales Offices, 4 R&D Centres and over 2,500 employees worldwide
- State-of-the-Art Electronics and LED Lighting Manufacturing facilities
- Quality & Safety – TL9000, TS16949, ISO9001, ISO14001, BizSAFE, OHSAS18001
- Food Safety – ISO22000, HACCP SS444, SS590

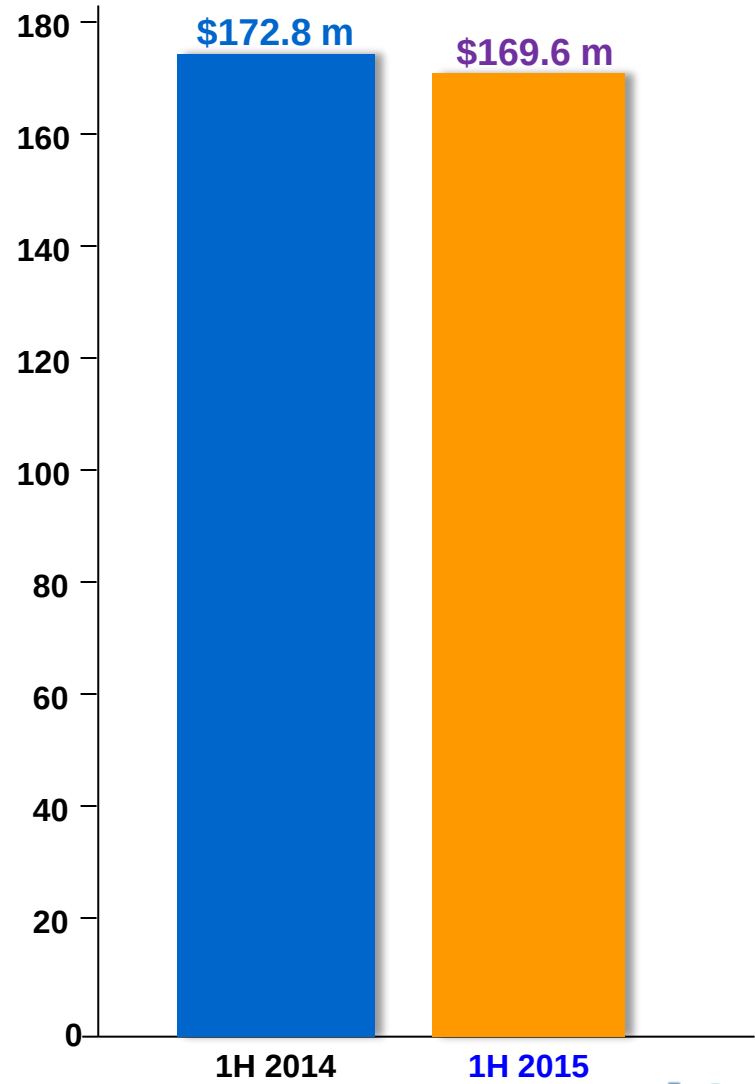


2Q / 1H 2015 TURNOVER

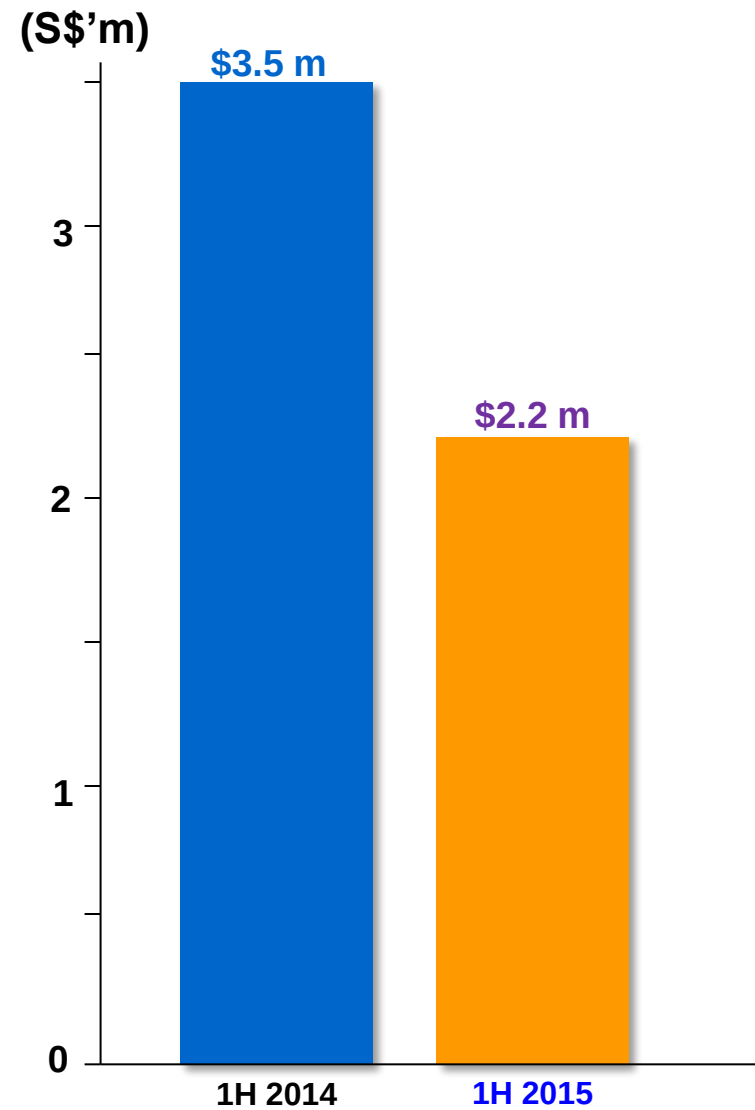
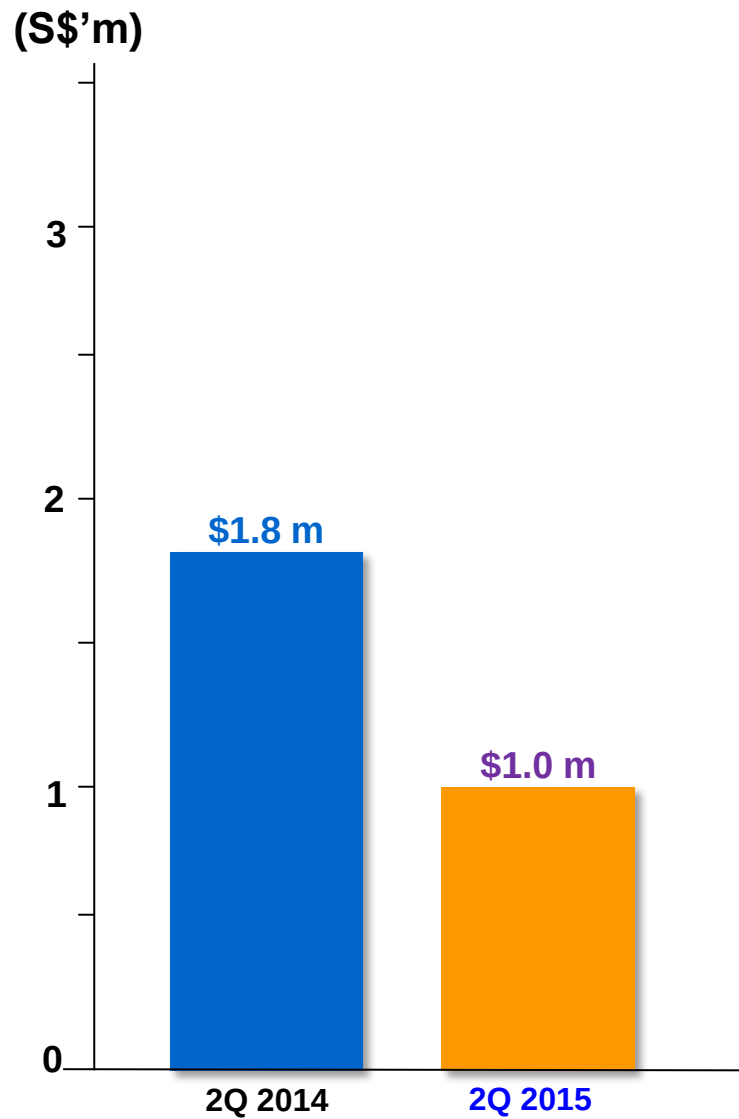
(S\$m)



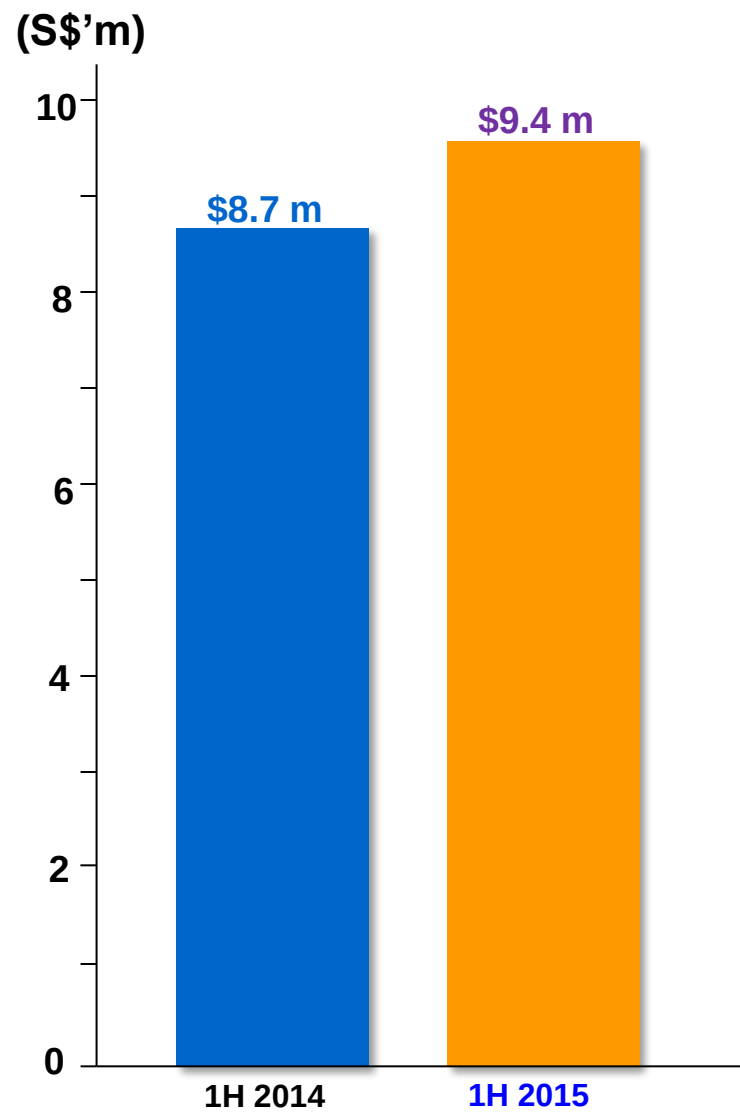
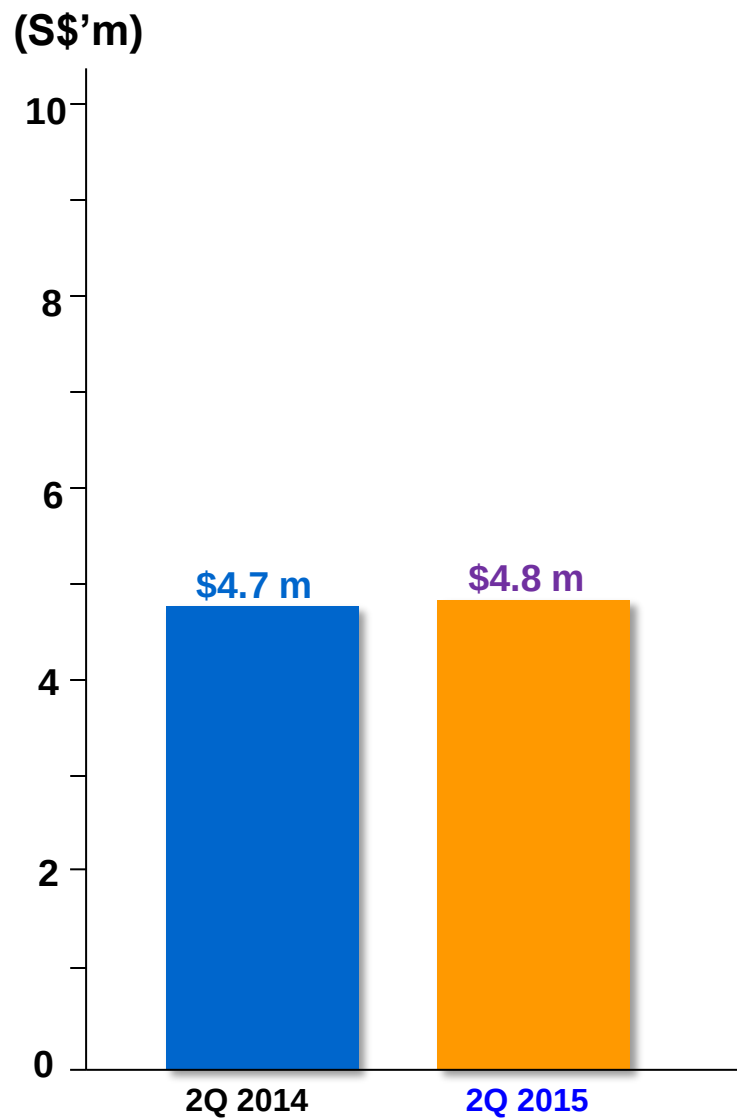
(S\$m)



2Q / 1H 2015 NET PROFIT



2Q / 1H 2015 EBITDA



FINANCIAL HIGHLIGHTS

S\$'m	1H 2015	1H 2014	% change
Turnover	169.6	172.8	(1.8)
Gross Profit	15.7	17.6	(10.7)
Gross Profit Margin	9.3%	10.2%	(0.9)
EBITDA	9.4	8.7	8.0
Net Profit After Tax	2.2	3.5	(36.4)
Net Profit Margin	1.3%	2.0%	(0.7)
Earnings Per Share (cents)	4.56 cts	7.18 cts	(36.5)

BALANCE SHEET SUMMARY

S\$'m	30 Jun 2015	31 Dec 2014	% change
Current Assets	156.6	143.0	9.5
>> including Cash & ST Investment	36.5	25.0	46.2
Current Liabilities	129.5	119.2	8.7
Net Working Capital	27.1	23.8	13.7
Non-Current Assets	76.7	76.9	(0.2)
Non-Current Liabilities	17.3	14.3	20.8
Total Assets	233.3	219.9	6.1
Total Liabilities	146.8	133.5	10.0
Shareholders' Equity	86.5	86.4	0.1

KEY INDICATORS

	30 Jun 2015	31 Dec 2014	change
Debtors (S\$'m)	68.9	65.2	5.7%
Debtor Turnover (Days)	71	61	10 Days
Creditors (S\$'m)	66.2	54.2	22.1%
Creditor Turnover (Days)	83	58	25 Days
Inventory (S\$'m)	46.6	48.4	(3.7%)
Inventory Turnover (Days)	66	59	7 Days
Capital Expenditure (S\$'m)	5.3	17.0	(68.8%)
Current Ratio (x)	1.2	1.2	-
Quick Ratio (x)	0.9	0.8	12.5%
Gearing Ratio (x)	0.5	0.6	(16.7%)

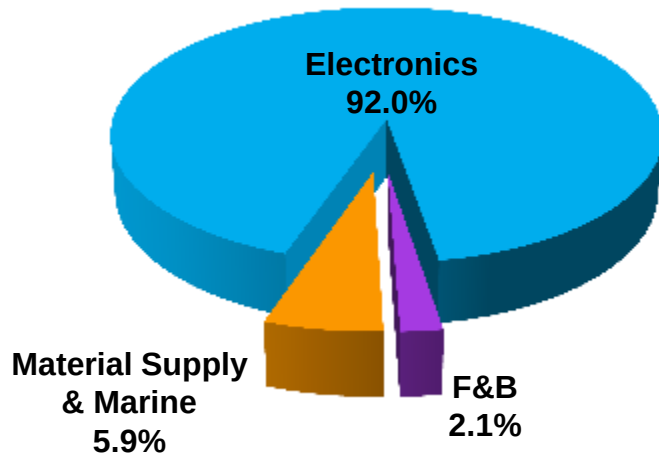
OPERATING CASH FLOW SUMMARY

S\$'m	1H 2015	1H 2014	% change
Profit before Income Tax	2.7	4.3	(37.4)
Depreciation & Amortisation	6.1	3.9	58.4
Other Non Cash-Flow Adjustments	-	1.3	n.m.
Operating Cash Flows before Movement in Working Capital	8.8	9.4	(5.7)
Changes in Working Capital	8.2	(5.7)	n.m.
Interest & Income Tax Paid	1.2	0.9	45.3
Net Cash from Operating Activities	15.8	2.8	470.4

n.m. - not meaningful

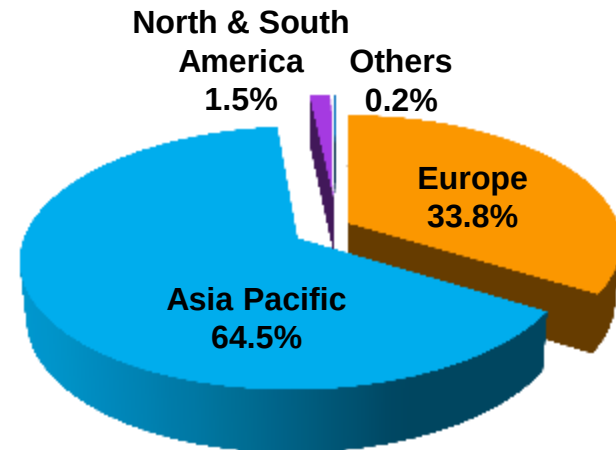
1H 2015 TURNOVER

By Business Segment



Business Segment	S\$'m	%
Electronics	156.1	92.0
Material Supply & Marine	9.9	5.9
F&B Retail & Supplies	3.6	2.1
Total	169.6	100.0

By Region



Region	S\$'m	%
Asia Pacific	109.3	64.5
Europe	57.4	33.8
North & South America	2.6	1.5
Others	0.3	0.2
Total	169.6	100.0

Aztech

ELECTRONICS BUSINESS



ELECTRONICS BUSINESS

Operational Update

- Electronics Sales in 1H 2015: S\$156.1m (increase of 85.1%)
- Expanded range of Aztech HOME products with Bread Maker, Soup Maker etc.
- Introduced networking products – Aztech WIPC410HD Enhanced HD IP Camera etc.

Moving Forward

- Continue to promote Aztech as the leading broadband and networking brand
- Continue to innovate on faster speed HomePlug and Wireless Fibre Gateway
- Expand Aztech HOME range of home appliances

AZTECH NETWORKING PRODUCTS

Powerline Networking

**200
Mbps**



HL113E
HomePlug AV
200Mbps Mini
Ethernet Adapter



HL113EP
HomePlug AV 200Mbps
Ethernet Adapter with
AC Pass Through

**500
Mbps**



HL125G
HomePlug AV
500Mbps 4-
port Gigabit
Switch



HL115EP
HomePlug AV
500Mbps Gigabit
Ethernet Adapter
with AC Pass
Through



HL117E
HomePlug AV
500Mbps Fast
Ethernet
Adapter



HL117EP
HomePlug AV
500Mbps Gigabit
Ethernet Adapter
with AC Pass
Through

**600
Mbps**



HL119EP
HomePlug AV2 600Mbps
Gigabit Ethernet Adapter
with Smart Link

**1200
Mbps**



HL129EP
HomePlug AV2 1200Mbps
Gigabit Ethernet Adapter
with Smart Link

Wireless



HL110EW
HomePlug AV
200Mbps
2-Port Wi-Fi
Extender



HL113EW
HomePlug AV
200Mbps with
150Mbps Wi-Fi
Extender



HL117EW
HomePlug AV
500Mbps with
300Mbps Dual-band
Wi-Fi Extender



Coming Soon!
HL129EW
HomePlug AV
1200Mbps with
300Mbps Dual-band
Wi-Fi Extender

AZTECH NETWORKING PRODUCTS

Wireless-N

**300
Mbps**



WL576E
Wall-plugged
300Mbps High-
Speed Wireless-N
Access Point



WL559E
Wall-Plugged
300Mbps
Wireless-N
Range Extender



WL580E
Dual Band
300Mbps
Wireless-N
Extender



WL590E
Dual Band
300Mbps
Wireless-AC
Extender

Coming Soon!

**150
Mbps**



WL886RT4
150Mbps
Wireless-N Router

Wireless-N IP Camera



WIPC409HD
HD Wireless -N
IP Camera with
Pan/Tilt



WIPC410HD
Enhanced HD
Wireless-N IP
Camera with
Pan/Tilt



HIPC700
HomePlug
IP Camera

AZTECH BROADBAND PRODUCTS

Fibre Gateway



FG7008GR(AC)

Dual Band Wireless-AC
2400Mbps MU-MIMO
Gigabit Router



FG8800GRV

4-Port Gigabit Dual-
Frequency Wireless-N
Fibre Gateway



FG7003GRV

4-Port Gigabit Dual-
Frequency Wireless-
AC Fibre Gateway
with Voice Over IP

ADSL / VDSL

DSL5028EN(1T1R)

4-Port ADSL2/2+
150Mbps Wireless-N
Modem Router with
USB Host



DSL5028EN(2T2R)

4-Port ADSL2/2+ 300Mbps
Wireless-N Modem
Router with USB host



VDSL5038GRV

4-Port VDSL2 300Mbps
Wireless-N Gateway with
USB 2.0 Host



AZTECH HOME PRODUCTS

Home Appliances



Coming Soon!

VC2000 / VC3000
Smart Robotic Vacuum Cleaner

NEW Colour!



SJ1000
JuiceMAX Slow Juicer



AEK1700
Electric Kettle

Coming Soon!



ASF40C / ASF40D
Stand Fan



MT400
Air Purifier



MT402
Air Purifier



MF801
8-in-1 Multi Function Cooker



ABM750
Bread Maker



ASM800
Soup Maker

AZ e-lite™

LED LIGHTING BUSINESS



LED LIGHTING BUSINESS

Operational Update

- New initiative in LED lighting through collaborative joint development programme
- Expanded factory facilities in China to cater for manufacturing of LED lighting
- New products – MONO Lamp, Moon Nite Lite Torch, AZPOSE XL2 LED Floodlight etc

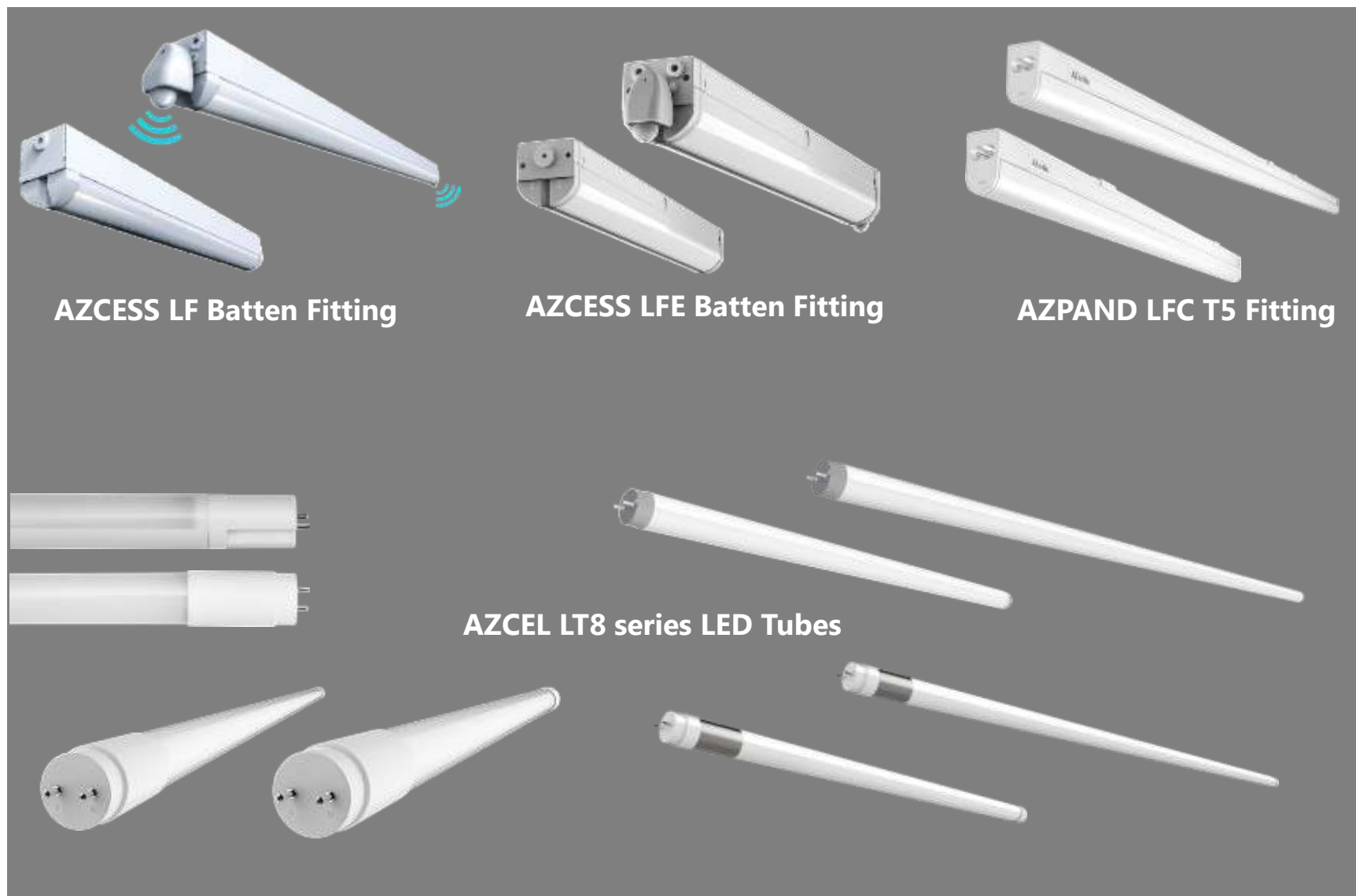
Moving Forward

- Expand product offerings for retail market
- Continue to increase brand awareness through international trade shows
- Continue to expand business in re-lamping and new projects



SG50 MONO LED Lamp

LED LIGHTING PRODUCTS



AZCESS LF Batten Fitting

AZCESS LFE Batten Fitting

AZPAND LFC T5 Fitting

AZCEL LT8 series LED Tubes

LED LIGHTING PRODUCTS



AZPRESS LCR LED Ceiling Light / AZPLORE LBHR LED Bulkhead



AZSENCE LDR / LDS / LDRA / LDSA LED Downlights





MATERIAL SUPPLY & MARINE

Az Marine Az United

MATERIAL SUPPLY & MARINE BUSINESS

Operational Update

- Contributed S\$9.9m to Group Turnover in 1H 2015
- Completion of infrastructure materials project
- Major sand importer with multiple sourcing capabilities, supported by sizable fleet of marine vessels

Moving Forward

- Continue to explore new business opportunities and expand service offerings
- Provide full-fledged marine transportation & offshore services



MATERIAL SUPPLY & MARINE BUSINESS

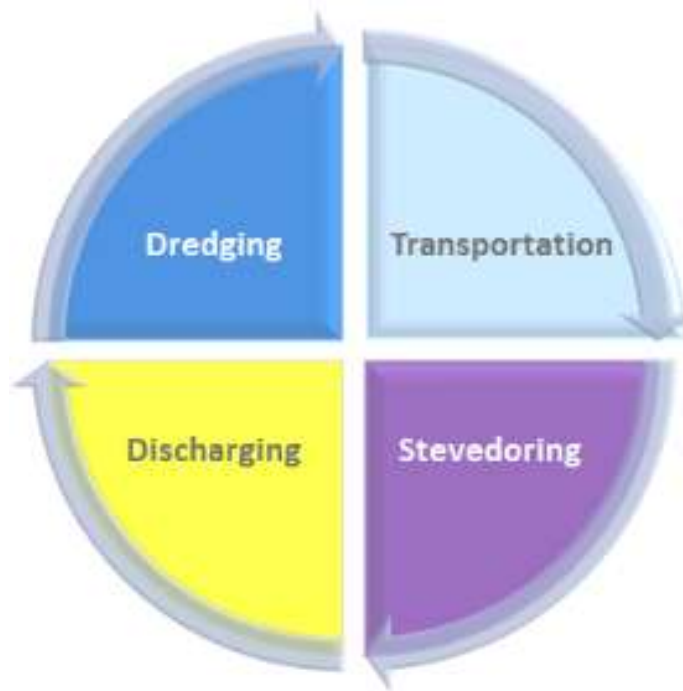
Services

- One-stop centre with vertically integrated system
- Bulk import of construction materials
- Reclamation work
- Material supply chain management
- Comprehensive maritime logistics and husbanding support
- Ship repair and maintenance
- Customised fabrication works for oil & gas and offshore sector
- Provision of tugs and barges



MATERIAL SUPPLY & MARINE BUSINESS

Supply Chain Management



MATERIAL SUPPLY & MARINE BUSINESS

Marine Fleet

11 Tugboats

- Az Rose
- Az Sakura
- Az Orchid
- Az Lily
- Az Sunflower
- Az Tulip
- Az Peony
- Az Lavender
- Az Carnation
- Az Iris
- Az Marigold

12 Barges

- Az Chengdu
- Az Xiamen
- Az Qingdao
- Az Fuzhou
- Az Kunming
- Az Guangzhou
- Az Tianjin
- Az Dalian
- Az Shanghai
- Az Changi 9
- Az Nusa 14
- Az CHT

2 Conveyor Barges

- Aiden
- Biden

2 Mooring Boats

- Az Xavier
- Az Zoey

1 Launch Boat

- Ciden

3 Ferry Boats

- Az Jupiter
- Az Mars
- Az Pluto



Az Marigold



Az Xiamen



Biden

A close-up photograph of a seafood dish on a white plate. The dish includes a large piece of cooked lobster, several scallops, and a clam. The seafood is garnished with green herbs. A teal-colored diagonal overlay covers the left side of the image, containing the text 'F&B RETAIL & SUPPLY'.

**F&B
RETAIL & SUPPLY**

Shiro
simply delectable

SHIRO F&B

Operational Update

- Purveyor of premium frozen food products and wine
- Distribution for brands such as Gourmet Chef Packers, Aux Champs d'Élisé and Junta
- Set up Shiro Kitchen to expand into catering business

Moving Forward

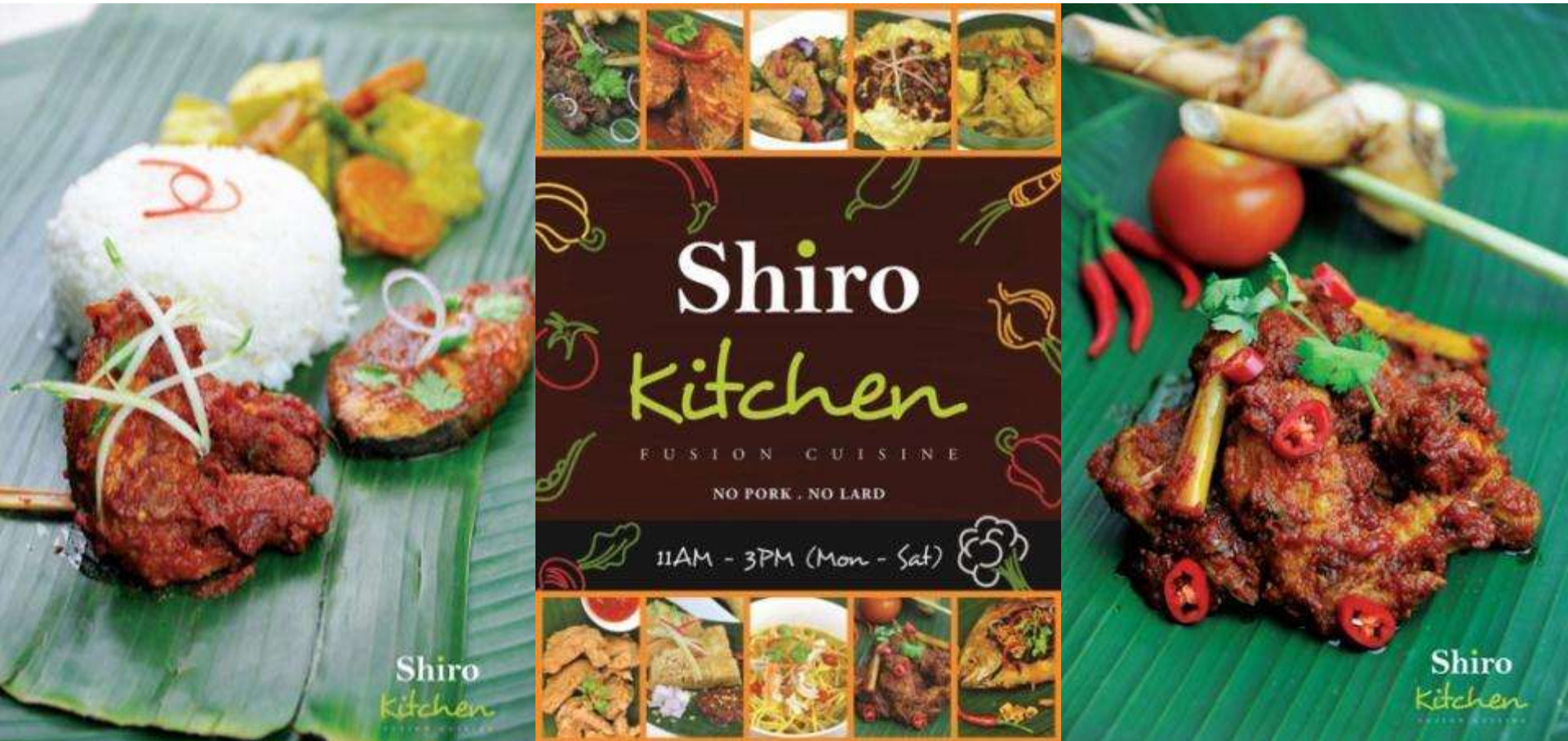
- Continue to widen product offerings and distribution services
- Focus on promoting product range to food services and retail market in Singapore
- Together with Kay Lee, to expand and drive revenue growth for the Group's F&B Division



Shiro Kitchen at 15D Pandan Road, Singapore

SHIRO KITCHEN

Fusion Cuisine

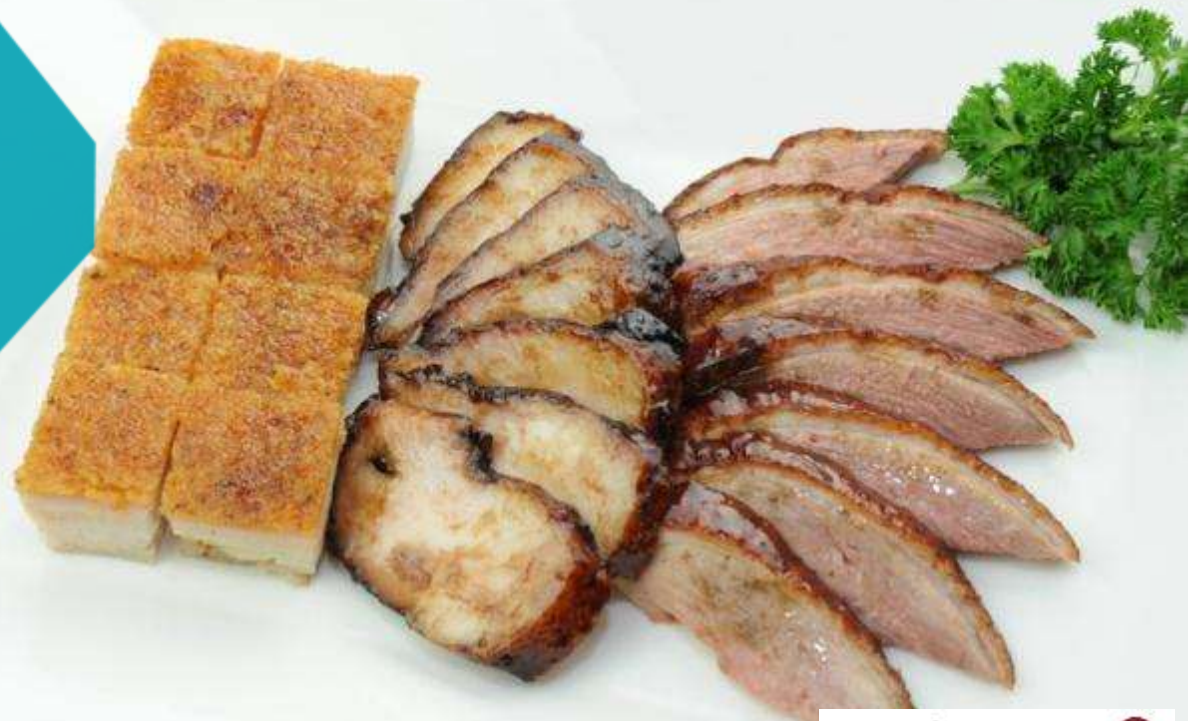


SHIRO F&B

Distributor of Premium Food Products



**F&B
RETAIL & SUPPLY**



琪利
KAY LEE
珠江燒臘

Operational Update

- Four outlets at Upper Paya Lebar, Suntec City, Ubi and Tanjong Katong
- Offers a variety of roast meat and other food items (soup, noodles, congee, breakfast, dim sum, finger food etc)
- Central Kitchen in Senoko for roast meat preparation – ensures food hygiene and enhances productivity

Moving Forward

- Continue to expand outlet presence in strategic location in Singapore
- Focus on enhancing Kay Lee brand name

KAY LEE OPERATIONS

Upper Paya Lebar

125 Upper Paya Lebar Road
Singapore 534838



Kay Lee Upper Paya Lebar

Suntec City

3 Temasek Boulevard, #02-609/610
Singapore 038983



Kay Lee Suntec

Ubi

31 Ubi Road 1, #01-06
Singapore 408694



Kay Lee Ubi

Tanjong Katong

283 Tanjong Katong Road
Singapore 437066

Central Kitchen

1 Senoko Avenue, #03-06/07,
FoodAxis, Singapore 758297

Opening Soon!

KAY LEE FOOD ITEMS



KAY LEE CENTRAL KITCHEN



EVENTS & EXHIBITIONS

HOMEDEC, Malaysia – May 2015



PC Show, Singapore – Jun 2015



CSR ACTIVITIES

Donation to Nepal Earthquake – Apr 2015



Blood Donative Drive – May 2015



DISCLAIMER

This presentation should be read in conjunction with Aztech Group's Results for the period ended 30 June 2015 in the SGXNET announcement.

This presentation may contain certain forward-looking statements which are based on Aztech Group's current views, intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside Aztech Group's control and that could cause actual results, performance or achievements for the Group to differ materially from such statements. Such risks and uncertainties include industry and economic conditions, competition, and legal, governmental and regulatory changes.

Consequently, readers are cautioned not to place undue reliance on any forward-looking statements.

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Aztech



AZ e-lite



Aztech

THANK YOU!

Az United



Az Marine

