



One Venture
Infinite
Possibilities

1Q 2012 RESULTS ANNOUNCEMENT



**1Q 2012
YEAR-ON-YEAR
PERFORMANCE
REVIEW**



1Q 2012 RESULTS ANNOUNCEMENT



1Q 2012 RESULTS SUMMARY



	1Q 2012
Revenue (S\$'m)	574.3
Net Profit (S\$'m)	35.5
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EPS (cents)	12.9

* Net Profit refers to net profit attributable to owners of the Company

1Q 2012 RESULTS ANNOUNCEMENT



1Q 2012 RESULTS SUMMARY

- YoY COMPARISON



	1Q 2012	1Q 2011	%
Revenue (S\$m)	574.3	587.6	(2.3)
Net Profit (S\$m)	35.5	41.2	(13.7)
EPS (cents)	12.9	15.0	(14.0)

1Q 2012 RESULTS ANNOUNCEMENT



PERFORMANCE ANALYSIS



1Q 2012 RESULTS ANNOUNCEMENT



1Q 2012 SEGMENTAL REVENUE CONTRIBUTION

	1Q 2012 Revenue S\$m	% of Total Revenue
Test & Measurement/Medical/Others	144.1	25%
Networking & Communications	109.0	19%
Computer Peripherals & Data Storage	58.1	10%
Retail Store Solutions & Industrial Products	168.6	29%
Printing & Imaging	94.5	17%
Total	574.3	100%

1Q 2012 RESULTS ANNOUNCEMENT



MARGIN SUSTAINED WITHIN TARGET BAND

(S\$m)	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012
Revenue	587.6	628.7	583.6	632.5	574.3
Net Profit	41.2	42.0	35.4	38.0	35.5
Net Margin	7.0%	6.7	6.1%	6.0%	6.2%

- Achieved sequentially better net margin of 6.2%
- Margin sustained within target margin band of 6 – 8 %

1Q 2012 RESULTS ANNOUNCEMENT



NET CASH POSITION



(S\$m)	As at 31.03.2012	As at 31.12.2011	As at 31.03.2011
Cash & Cash Equivalents	476.4	513.2	454.5
Total Loans	(170.0)	(204.1)	(199.6)
Net Cash	306.4	309.1	254.9

WORKING CAPITAL



(S\$m)	As at 31.03.2012	As at 31.12.2011	As at 31.03.2011
Trade Receivables	422.7	479.3	451.6
Inventories	535.6	513.7	598.1
Trade Payables	(315.3)	(331.6)	(372.4)
Working Capital	643.0	661.4	677.3

OUTLOOK



1Q 2012 RESULTS ANNOUNCEMENT



OUTLOOK



Business sentiment of the Group's customers remains encouraging with several customers anticipating improvements in the second half of the year. The Group is confident of supporting the business momentum of these customers and to build further traction with several others. These customers span multiple product segments including test and measurement, medical and life sciences, networking, retail store solutions and industrial.

The Group expects to capture additional revenue stream from a number of new opportunities. These programmes will likely stream-in towards the end of the year with more meaningful revenue contributions beyond FY 2012.

With strong fundamentals and long-term strategy in place, the Group continues to be well-positioned for the future.

CAUTION CONCERNING FORWARD-LOOKING STATEMENTS



This presentation may contain certain forward-looking statements including, but not limited to, statements as to future operating results and plans.

These statements are based on our assumptions and estimates and are subject to known and unknown risks and uncertainties and other factors which may cause the actual results, performance or achievements of the Group to differ materially from any future results, performance or achievements expressed or implied by those projected in the forward-looking statements.

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