

**1Q 2012 RESULTS ANNOUNCEMENT** 







#### **1Q 2012 RESULTS SUMMARY**



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

<sup>\*</sup> Net Profit refers to net profit attributable to owners of the Company



# 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 SEGMENTAL REVENUE CONTRIBUTION

|  | 1Q 2012<br>Revenue<br>S\$'m | % of Total<br>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%                  |



### 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 %



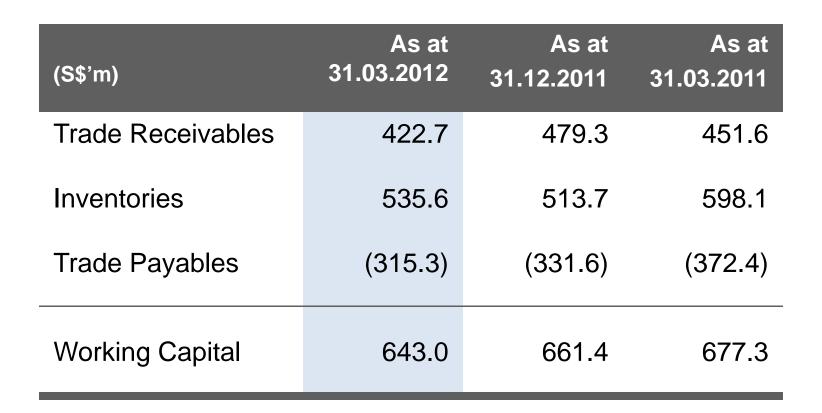
#### **NET CASH POSITION**



| (S\$'m)                 | As at<br>31.03.2012 | As at<br>31.12.2011 | As at<br>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**









#### 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.

