



One Venture  
Infinite  
Possibilities

3Q 2012 RESULTS ANNOUNCEMENT



3Q 2012

PERFORMANCE  
REVIEW



3Q 2012 RESULTS ANNOUNCEMENT



# 3Q 2012 RESULTS SUMMARY



	3Q 2012
<b>Revenue (S\$m)</b>	<b>608.9</b>
<b>Net Profit (S\$m)</b>	<b>32.6</b>
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<b>EPS (cents)</b>	<b>11.9</b>

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

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**3Q 2012 RESULTS ANNOUNCEMENT**



# 3Q 2012 RESULTS SUMMARY

## - YoY COMPARISON



	3Q 2012	3Q 2011	%
Revenue (S\$m)	608.9	583.6	4.3
Net Profit (S\$m)	32.6	35.4	(8.1)
EPS (cents)	11.9	12.9	(7.8)

3Q 2012 RESULTS ANNOUNCEMENT



# 3Q 2012 RESULTS SUMMARY

## - QoQ COMPARISON



	3Q 2012	2Q 2012	%
Revenue (S\$m)	608.9	611.8	(0.5)
Net Profit (S\$m)	32.6	33.6	(3.0)
EPS (cents)	11.9	12.2	(2.5)

3Q 2012 RESULTS ANNOUNCEMENT



**9M 2012  
YEAR-ON-YEAR  
PERFORMANCE  
REVIEW**



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**3Q 2012 RESULTS ANNOUNCEMENT**



# 9M 2012 RESULTS SUMMARY



	9M 2012
<b>Revenue (S\$m)</b>	<b>1,795.0</b>
<b>Net Profit (S\$m)</b>	<b>101.7</b>
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<b>EPS (cents)</b>	<b>37.0</b>

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

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**3Q 2012 RESULTS ANNOUNCEMENT**



# 9M 2012 RESULTS SUMMARY

## - YoY COMPARISON



	9M 2012	9M 2011	%
Revenue (S\$m)	1,795.0	1,799.9	(0.3)
Net Profit (S\$m)	101.7	118.5	(14.2)
EPS (cents)	37.0	43.2	(14.4)

3Q 2012 RESULTS ANNOUNCEMENT





# YTD 2012 QUARTERLY RESULTS SUMMARY

	1Q 2012	2Q 2012	3Q 2012	9M 2012
Revenue (S\$m)	574.3	611.8	608.9	1,795.0
Net Profit (S\$m)	35.5	33.6	32.6	101.7
EPS (cents)	12.9	12.2	11.9	37.0

3Q 2012 RESULTS ANNOUNCEMENT



# PERFORMANCE ANALYSIS



3Q 2012 RESULTS ANNOUNCEMENT



# 3Q 2012 SEGMENTAL REVENUE CONTRIBUTION

	3Q 2012 Revenue S\$m	% of Total Revenue
Test & Measurement/Medical/Others	145.2	24%
Networking & Communications	101.0	17%
Computer Peripherals & Data Storage	68.5	11%
Retail Store Solutions & Industrial Products	185.6	30%
Printing & Imaging	108.6	18%
<b>Total</b>	<b>608.9</b>	<b>100%</b>

# REVENUE DISTRIBUTION BY PRODUCT SEGMENTS: 1Q 2012 – 3Q 2012 COMPARISON IN SGD



	1Q 2012	2Q 2012	3Q 2012	9M 2012
T&M/Med/ Others	144.1	147.1	145.2	436.4
N&C	109.0	109.5	101.0	319.5
CP&DS	58.1	59.9	68.5	186.5
RSSI	168.6	196.3	185.6	550.5
P&I	94.5	99.0	108.6	302.1
	<b>574.3</b>	<b>611.8</b>	<b>608.9</b>	<b>1,795.0</b>

# YTD MARGIN PERFORMANCE



(S\$m)	1Q 2012	2Q 2012	3Q 2012		9M 2012
Revenue	574.3	611.8	608.9	→	1,795.0
Net Profit	35.5	33.6	32.6	→	101.7
Net Margin	6.2%	5.5%	5.3%	→	5.7%

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3Q 2012 RESULTS ANNOUNCEMENT



# YTD CASH GENERATION



(S\$m)	1Q 2012	2Q 2012	3Q 2012		9M 2012
Operating profit before working capital changes	46.5	44.3	44.0	→	134.8
Cash generated from operations	9.8	47.0	44.7	→	101.5
<u>Less</u> Capex	(3.7)	(3.5)	(1.4)	→	(8.6)
Free cash flow	6.1	43.5	43.3	→	92.9

3Q 2012 RESULTS ANNOUNCEMENT



# EBITDA



(S\$m)	1Q 2012	2Q 2012	3Q 2012		9M 2012
EBIT	34.1	35.4	33.7	→	103.2
Depreciation & Amortisation	11.6	11.3	11.1	→	33.9
<b>EBITDA</b>	<b>45.7</b>	<b>46.7</b>	<b>44.8</b>	<b>→</b>	<b>137.1</b>

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3Q 2012 RESULTS ANNOUNCEMENT



# NET CASH POSITION



(S\$m)	As at 30.09.2012	As at 30.06.2012	As at 31.03.2012	As at 31.12.2011	As at 30.09.2011
Cash & Cash Equivalents	<b>433.6</b>	<b>398.5</b>	<b>476.4</b>	<b>513.2</b>	<b>437.0</b>
Total Loans	<b>(169.2)</b>	<b>(171.1)</b>	<b>(170.0)</b>	<b>(204.1)</b>	<b>(204.3)</b>
Net Cash	<b>264.4</b>	<b>227.4</b>	<b>306.4</b>	<b>309.1</b>	<b>232.7</b>



# WORKING CAPITAL



(S\$m)	As at 30.09.2012	As at 30.06.2012	As at 31.03.2012	As at 31.12.2011	As at 30.09.2011
Trade Receivables	414.9	445.7	422.7	479.3	429.4
Inventories	528.8	545.6	535.6	513.7	550.5
Trade Payables	(310.2)	(339.2)	(315.3)	(331.6)	(311.7)
Working Capital	633.5	652.1	643.0	661.4	668.2

# OUTLOOK



3Q 2012 RESULTS ANNOUNCEMENT



# OUTLOOK



Most of the Group's customers anticipate end market demand to remain weak amid the current operating environment. The Group's main priorities continue to be the solid execution of its ongoing key initiatives which include operational excellence, TCS (total customer satisfaction) management and alliance management. These have enabled the Group to continue to grow its market share with several of its key customers. Ongoing prototyping and NPI (new product introduction) programmes are expected to translate into additional revenue in future periods.

With its growing competitiveness and technical competency, the Group has acquired a number of new customers in several market segments. However meaningful revenue contribution is only expected next year.

The Group continues to invest in selected domain technology and engineering capabilities, as well as in existing and new centres of excellence. These investments will further enhance the Group's capabilities and competitiveness to deliver exceptional service and innovative solutions to its customers.

# 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.