



**Venture Corporation Limited**

# **2005 Full-Year Results Briefing**

*20 February 2006*





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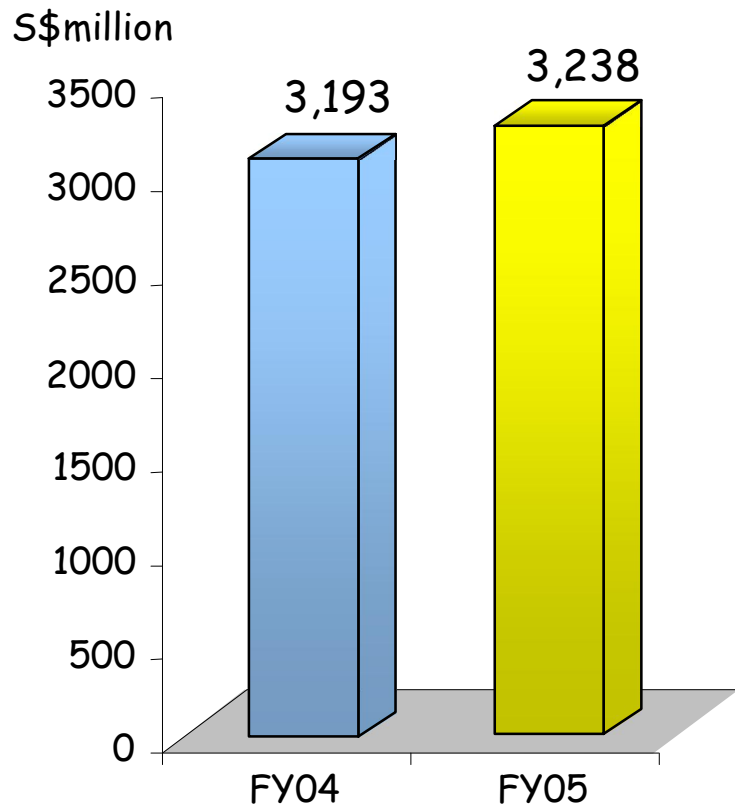
## FY05 Performance Review

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# Group Revenue & Profit Attributable to Shareholders

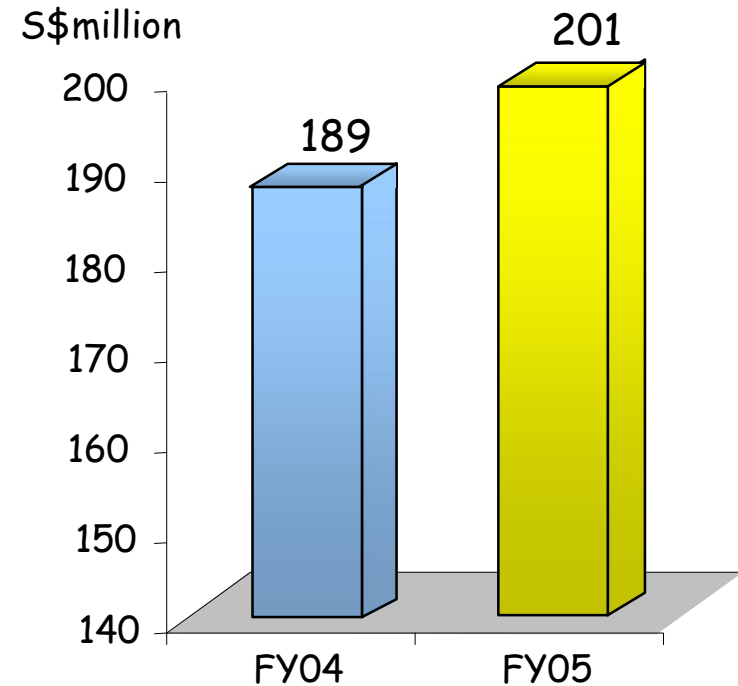


## Group Revenue



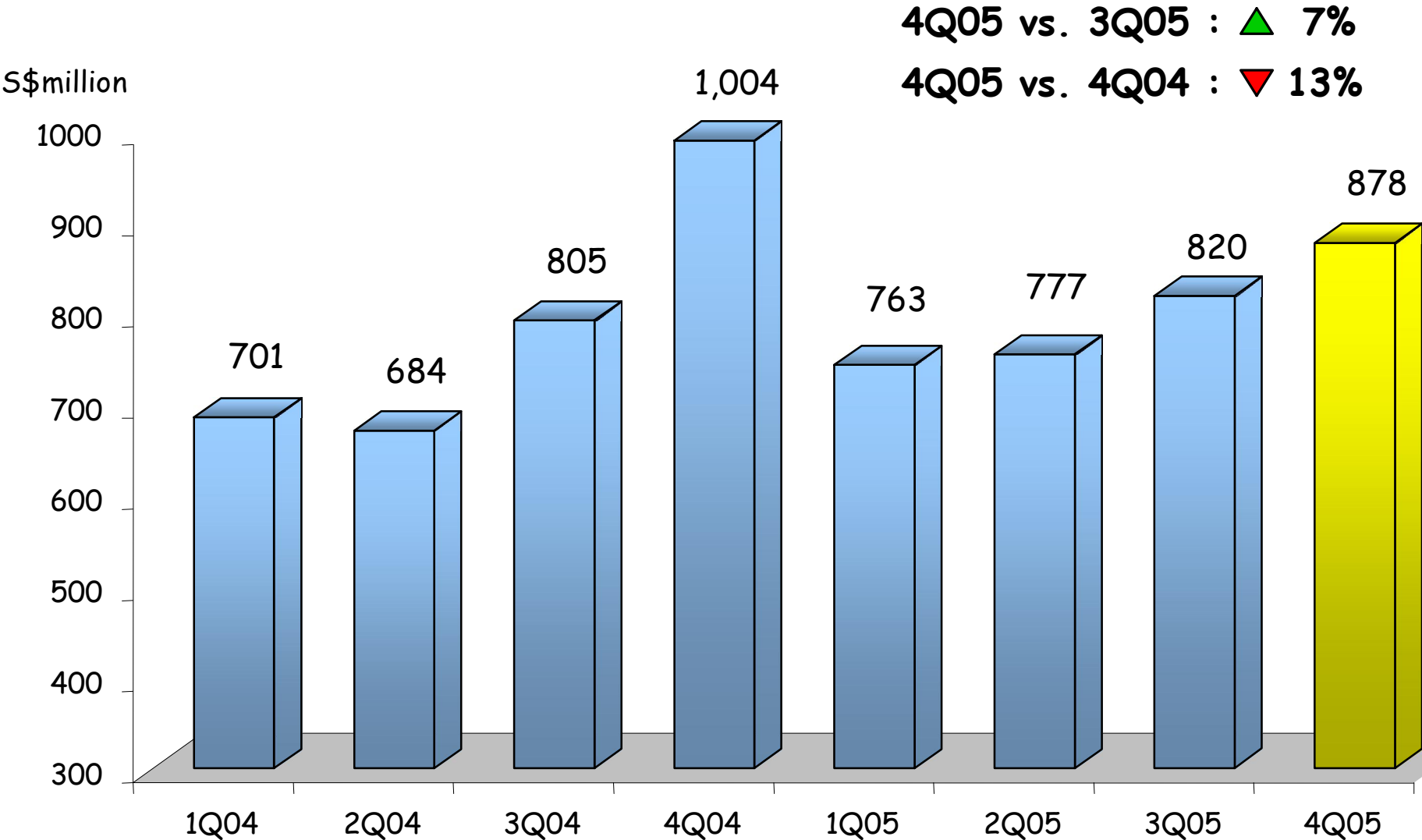
**FY05 vs. FY04 : ▲ 1%**

## Profit Attributable to Shareholders



**FY05 vs. FY04 : ▲ 7%**

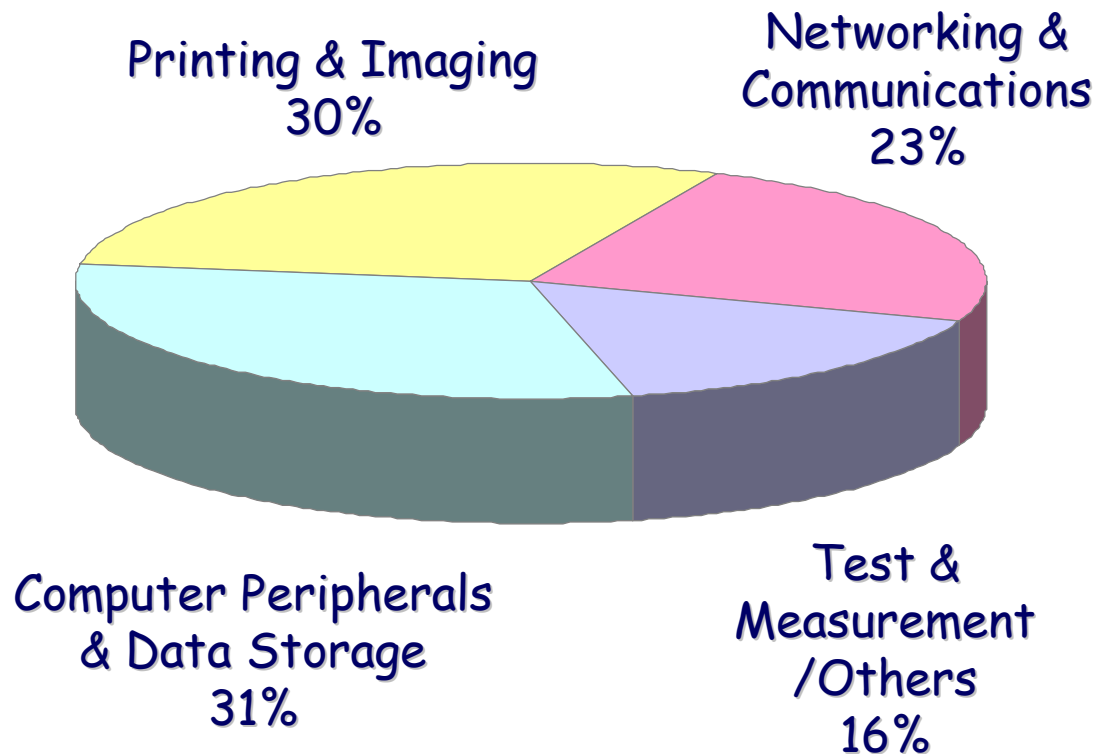
# Revenue by Quarter



# FY05 Revenue Breakdown by Product Segments



Total Revenue : S\$3.24b

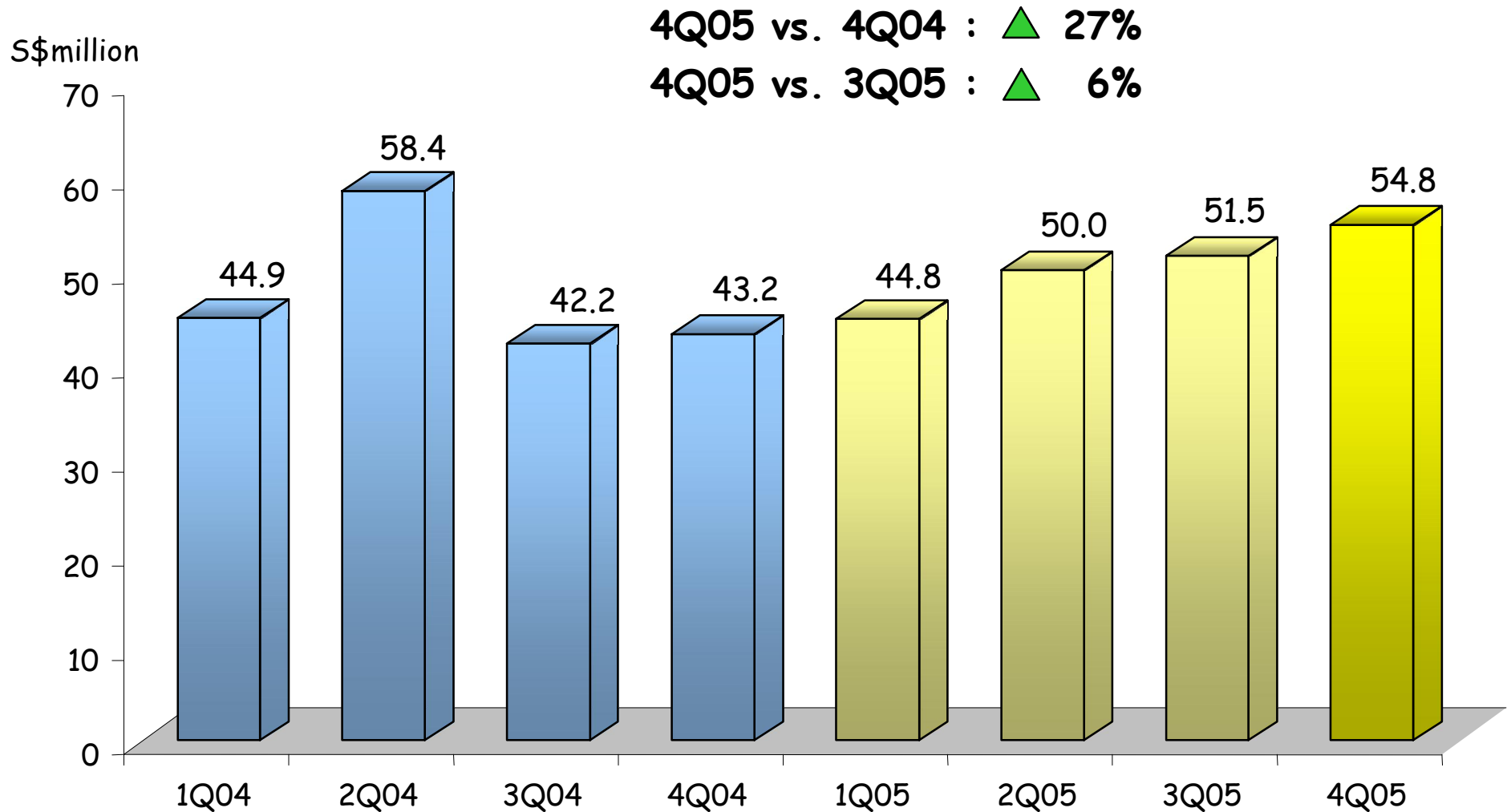


- More balanced portfolio of products
- More than 3,500 products handled in FY05

*\*includes medical & automotive products*

- Balanced portfolio, with good contribution from each product segment
  - *reduced proportion of low-margin activities in favour of high-mix, high value-added business*
- Broader, more diversified spread of customers in terms of geography and industry
  - *increased activity with newer customers in network storage business*
  - *steady contribution from new customers in infrastructure-related and medical industry*
- Increase in NPI activities, particularly for high-end, high-mix products

# Profit Attributable to Shareholders by Quarter



**Sequential improvement in profitability throughout the year**

- FY05 profitability lifted by 27% rise in 4Q profit
- Greater proportion of higher value-added activities in 2H providing for overall margin stability
- Overall improvement reflects success of initiatives adopted since 2004 :
  - *focus on balanced revenue contribution*
  - *improvement in customer mix to reduce earnings volatility*
  - *addition of substantial capabilities and knowledge to handle more niche products*



# Net Profit Margin Analysis

	<u>2H05</u>	<u>1H05</u>	<u>2H04</u>	<u>1H04</u>
Revenue	\$ 1,698 m	\$ 1,540 m	\$ 1,809 m	\$ 1,385 m
Net Profit	\$106.3 m	\$ 94.8 m	\$ 85.4 m	\$103.4 m
Net Profit Margin	6.2%	6.2%	4.7%	7.5%*

*\*Net profit margin excluding non-recurring gain of S\$11m = 6.7%*

	<u>4Q05</u>	<u>3Q05</u>	<u>2Q05</u>	<u>1Q05</u>
Revenue	\$ 878 m	\$ 820 m	\$ 777 m	\$ 763 m
Net Profit	\$54.8 m	\$ 51.5 m	\$ 50.0 m	\$44.8 m
Net Profit Margin	6.2%	6.3%	6.4%	5.9%

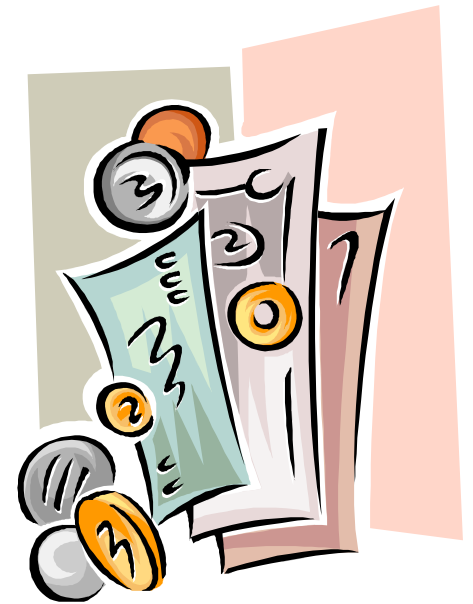
*Note : "Net Profit" → after tax & attributable to shareholders*

# Summary of Other Ratios

	<u>FY05</u>	<u>FY04</u>	<u>Change</u>
➤ EPS (fully diluted)	74.5 cts	70.5 cts	6%
➤ Net Assets per Share	\$ 6.17	\$ 5.96	4%
➤ Shareholders' Equity	\$ 1,663 m	\$ 1,570 m	6%
➤ Cash & Equivalents*	\$ 590 m	\$ 602 m	(2%)
➤ Long-Term Investments	\$ 274 m	\$ 292 m	(6%)
➤ Capital Expenditure	\$ 38 m	\$ 53 m	(28%)

*\* includes investments in short-term, available-for-sale fixed income instruments*

**S\$0.25 Final + S\$0.25 Bonus**  
**(Tax - exempt)**





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## Operations Review

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## Reinforcement of cluster strategy

- Re-aligned activities within each cluster to enhance operational excellence and optimize capabilities

e.g. :

- *added R&D capabilities in Shanghai*
- *added Scinetic Engineering in Singapore*
- *acquired new freehold facility in Johor Bahru*
- *relocated all activities in S. California to larger site in Anaheim*
- *added new facility in N. California to cater for new platform of products*

- Purchased a variety of advanced equipment
  - *to enable advancement beyond high-mix PCBA into precision mechanical assembly and the entire supply chain for high-mix business*
- Purchased IT operational tools, and enhancements to IT infrastructure
  - *to better support e-fulfillment and other value chain activities*

## Strengthening of customer relationships

- Expanded scope of activities across a wide spectrum of products, including :
  - *NPI engagement for storage blade cards*
  - *expansion of engineering support activities for customer in storage business*
- Strengthened NPI capabilities for seamless transition from design of complex products to manufacturing, and throughout the entire product life cycle
- Established a focus factory in Shanghai to support a customer in the test & instrumentation business

## R&D

- Globalized network of design centres
  - *design activities now carried out in all four clusters*
  - *improved capability-to-cost ratio*
  - *scalability*
- Continued expansion of technological capabilities
  - *e.g., laser technology, telemetry, communication, retail systems solutions (RSS)*
  - *will provide basis for recurring manufacturing income and help maintain gross margin going forward*





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## Outlook

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## The Group is cautiously optimistic of its prospects for 2006

- Increasing proportion of higher value-added, higher-mix activities bodes well for future
- Continued growth with customers
  - *deepening partnership*
  - *engagement with more business units*
- Medium-sized customers generally leaders in their respective fields
  - *promising growth prospects*
  - *opportunities to participate in entire value chain*
- Strong pipeline of ODM / CDM activities
  - *will translate into recurring manufacturing income*

- Continuous capability enhancements :
  - *RF / microwave / optical communication and instrumentation technologies*
  - *storage test development*
  - *IT systems for advanced planning and materials management*
  - *acquisition of Scinetic Engineering creates yet another core competency*
  - *acquisition of DMX allows for stretching of value chain activities, and expansion of service offerings for our customers*

- Venture has now established a solid and diversified customer base
- With our commitment towards operational excellence and proven capabilities, we are well-positioned to face the challenges of 2006



Venture Corporation Limited

End of Presentation

