



R I S I N G   A B O V E   A N D   B E Y O N D



# FY2007 RESULTS ANNOUNCEMENT

15 FEBRUARY 2008

- Performance Review**
- Review of Operations**
- Outlook**
- Dividend Recommended**



# PERFORMANCE REVIEW



# 2007 PERFORMANCE HIGHLIGHTS



**Record Revenue of  
S\$3.9 billion**

**Another exceptional year of market and customer  
base expansion with revenue growth of 23.9%**

**Record PAT of  
S\$302.7 million**

**Posted 25.6% earnings growth**

**Robust Net Margin  
of 7.8%**

**Sustained net margin which is significantly  
above industry average**

**EBITDA of  
S\$354.2 million**

**Strong cash generating capability**

**EPS of 109.6 cents,  
a new high**

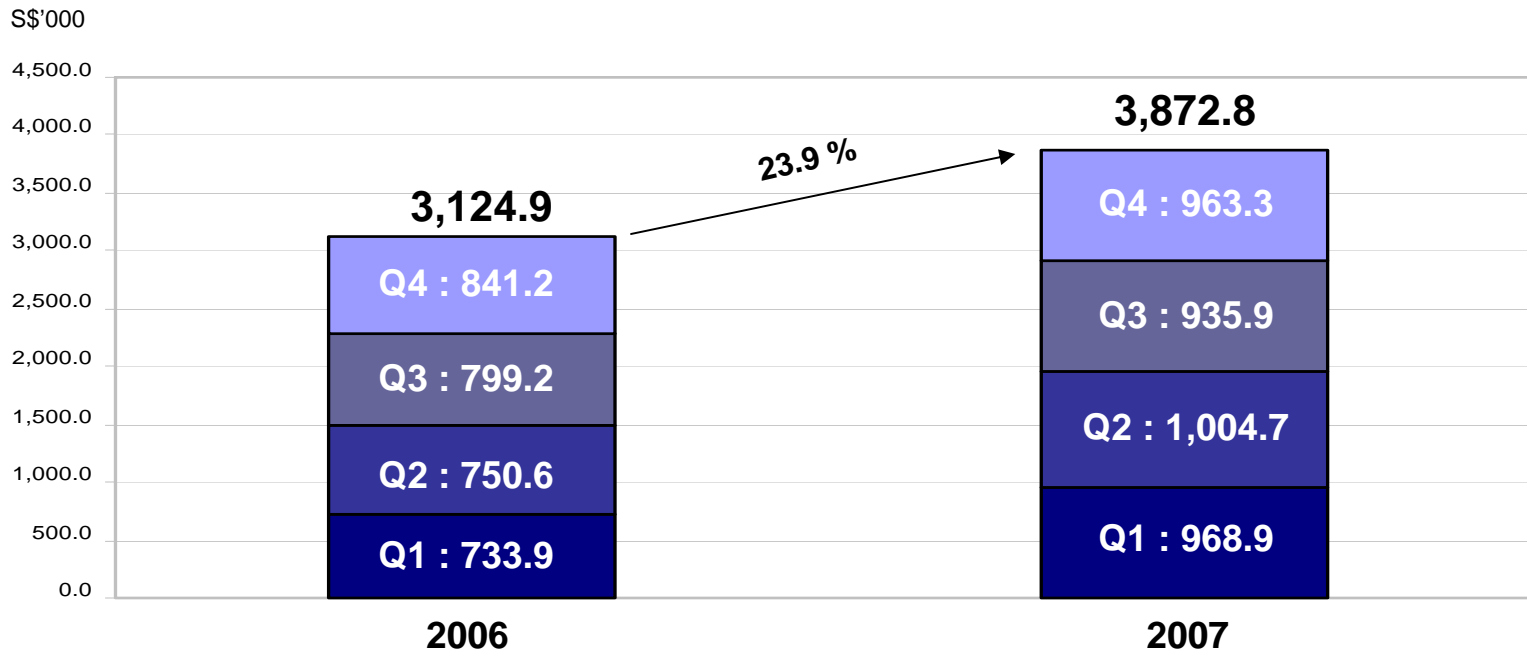
**Y-o-Y EPS growth of 24.3%**

**Another  
exceptional year**

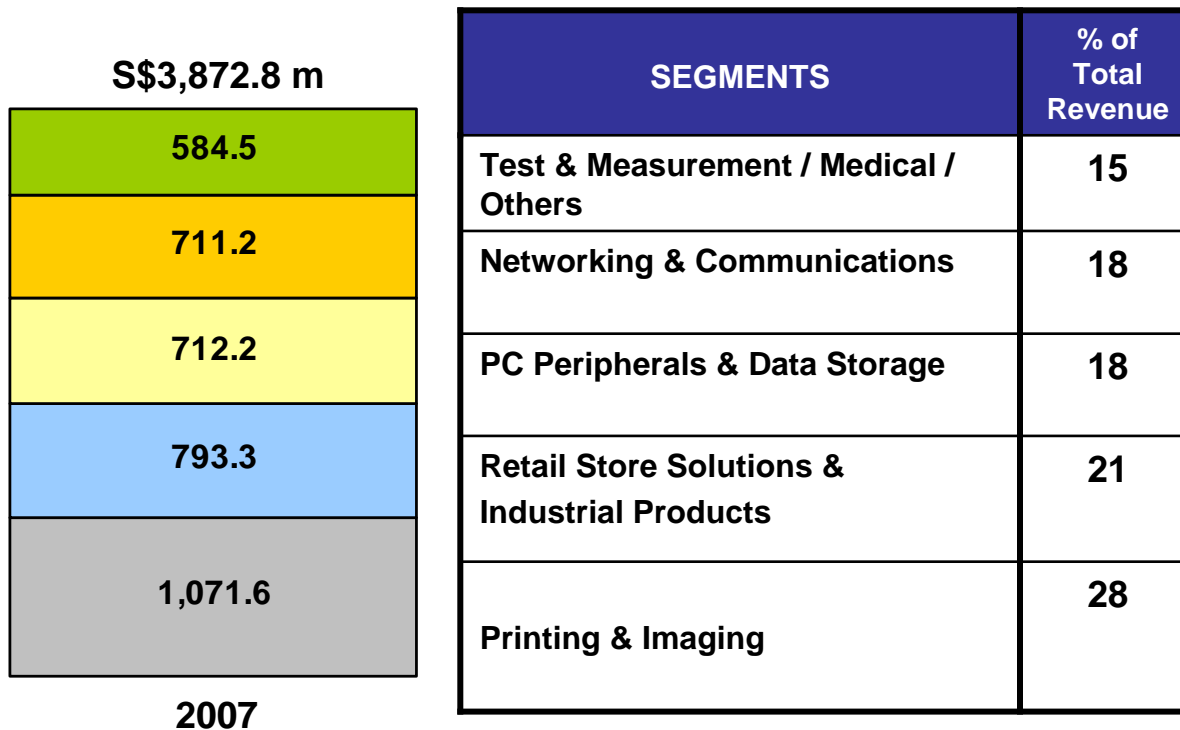
**The Group secured a set of good results through  
superior and continued advancement in technology,  
innovation as well as the Group's relentless pursuit of  
excellence**



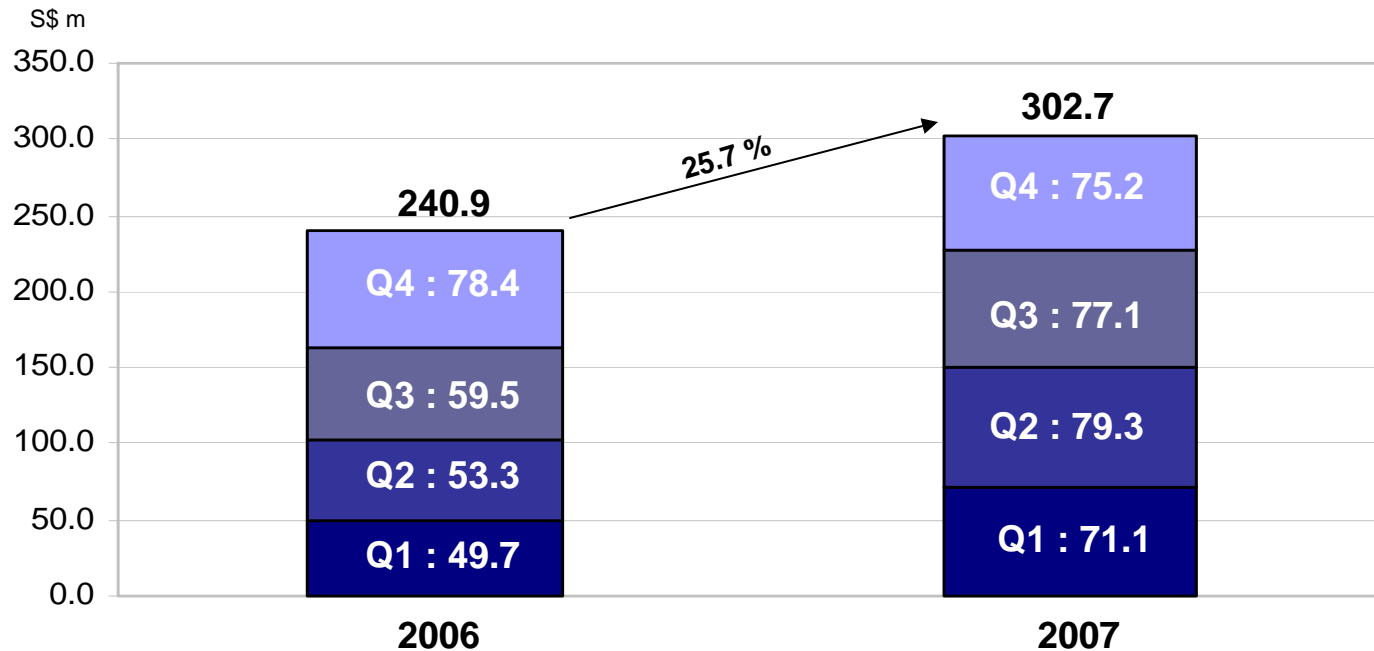
**Quarterly YoY revenue expansion  
culminating in record revenue for FY2007**



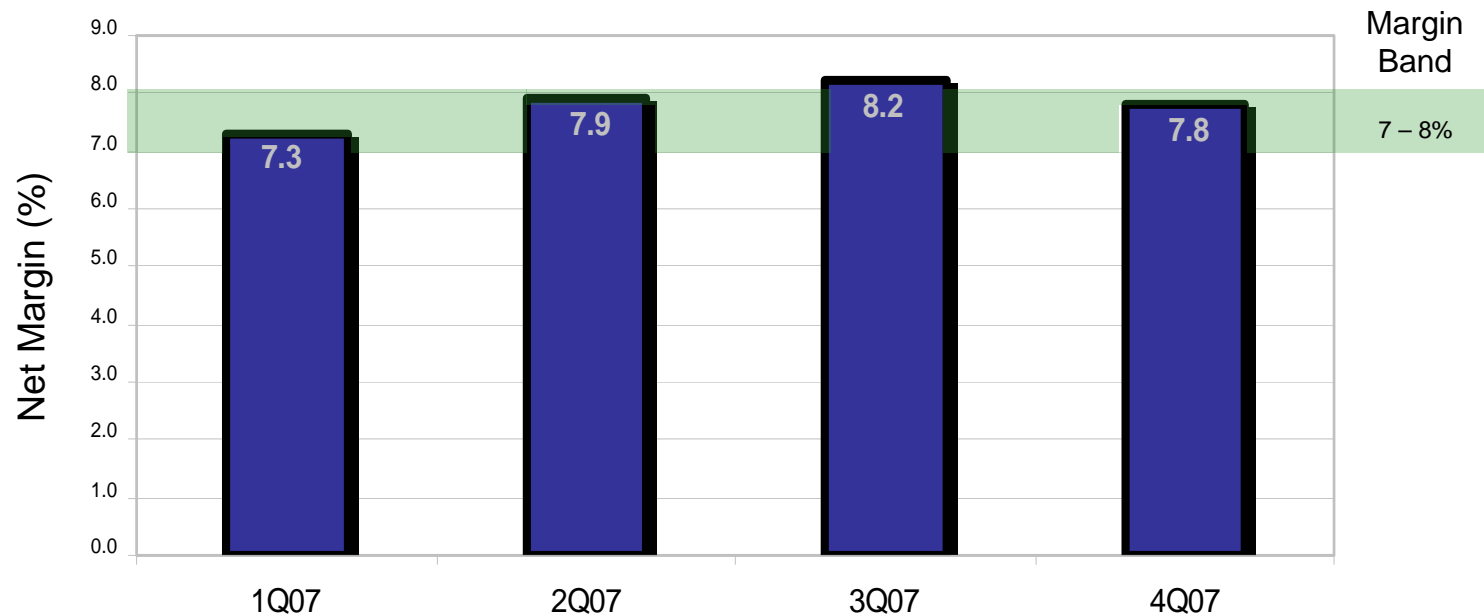
## Strong contributions from all segments



## Record PAT of above S\$300m through substantial value creation



**Quarterly margins sustained above 7% consistently  
for all four quarters of 2007**





## Key Income Statement Items

S\$m	12mths ended 31.12.07	12mths ended 31.12.06	%	4Q 2007	4Q 2006	%
Revenue	3,872.8	3,124.9	↑ 23.9	963.4	841.2	↑ 14.5
Net Profit	302.7	240.9	↑ 25.6	75.2	78.4	↓ 4.0
Net Margin (%)	7.8	7.7		7.8	9.3	
PATMI	300.0	239.2	↑ 25.4	74.3	78.3	↓ 5.1

## Key Financial Indicators

	12mths ended 31.12.07	12mths ended 31.12.06	%
EBITDA (S\$m)	354.2	269.4	31.5
EPS (fully diluted basis – cents)	109.6	88.2	24.3
ROE (annualised - %)	16.5	14.0	n.a
Net Asset Value per share (cents)	687.1	645.1	6.5
Debt-Equity Ratio	0.27	35.9	n.a
Free Cash Flow (S\$m)	314.5	230.7	36.3
Capex	39.7	38.7	2.6
Cash & Investments	746.0	611.0	22.1
Shareholders' Funds	1,884.5	1,759.0	7.1



# REVIEW OF OPERATIONS



- Efficient Cost Structure & Operational Excellence**
- Technology Competencies & Innovation**
- Creative Business Models & Strategic Partnership**
- Global Clusters of Excellence**
- Management & Technical Expertise**

**These differentiating factors enabled the expansion of market share and customer base**

## ❑ **Operational Excellence**

- High Mix Capabilities to deliver cost improvements and flexibility
- Effective management of product and process knowledge
- Rapid production ramp up/down
- Regional procurement network for competitive components
- Meet or exceed customers' operational objectives

## ❑ **Technical Capabilities**

- Strong NPI and test capabilities
- Complex products and processes
- Innovative factory processes and software solutions

## ❑ **Value Chain Management**

- Deliver end-to-end solutions
- Strong e-fulfillment capabilities



## □ Track Record

- > 15 years design experience
- > 3 million units of varied POS devices designed and/or manufactured
- A dominant player in retail, hospitability, F&B and commercial segments in the US and Asia
- Experienced design teams in Asia

## □ ODM Capabilities

- Exceptional reliability and innovative solutions
- Latest duo core computing platform
- Broad connectivity including serial, parallel, SDIO, PCI Express, Virtual Com Port etc
- Excellent thermal and power management
- Integrated design solutions for compactness
- Modular design for serviceability
- Comprehensive product development life cycle service



## ❑ Track Record

- > 8 years design experience
- An experienced ODM provider in the logistic, retail and industrial segments
- Experienced design teams in Asia

## ❑ ODM Capabilities

- Exceptional reliability and innovative solutions including military specifications
- Wireless connectivity including WLAN, Bluetooth, FIR and GPRS
- Latest RISC computing platform
- Full PC compatible CPU platform
- Broad wireless connectivity WLAN, FIR and GPRS
- Excellent battery power management
- Integrated design for robustness and compactness
- Comprehensive product development life cycle service



## ❑ Accomplishments

- > 300% growth YoY in Filed Invention Disclosures for FY2007
- Best in class Performance/Price Ratio
- Capabilities/Cost Ratio through judicious network of global design centres
- Made inroads into core medical segments
- US MSHA approved Minetracer for installation in US facilities

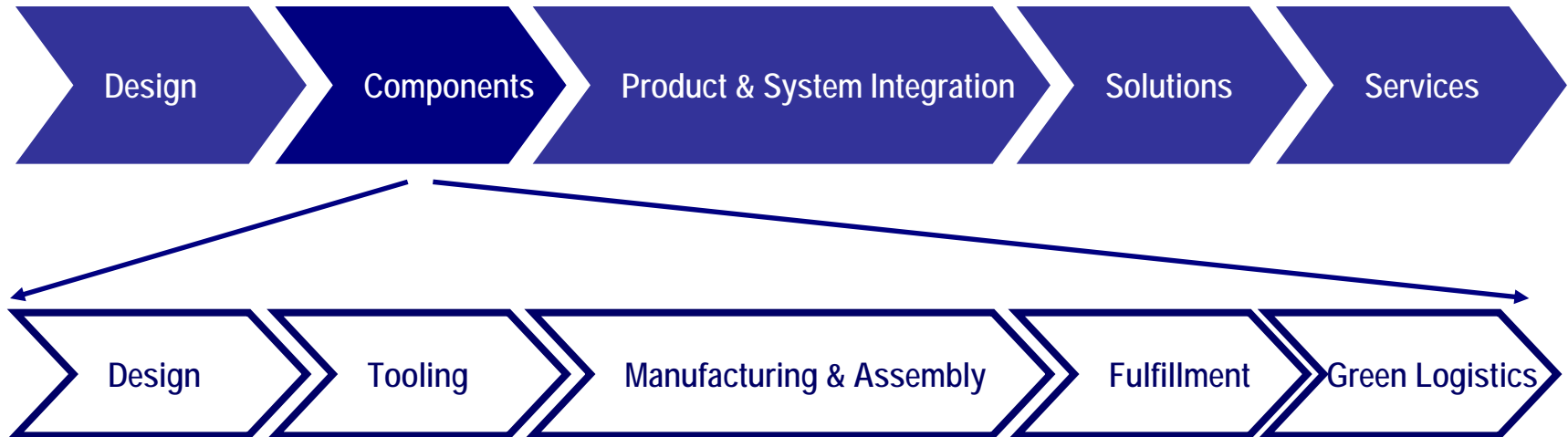
## ❑ Core Capabilities

- Precision electro-mechanical systems with cross segment applications
- Advanced electronic systems
- RF and embedded software
- Enhanced and proven design process and methodology
- Proven IP protection procedures





## Venture Group Value Chain

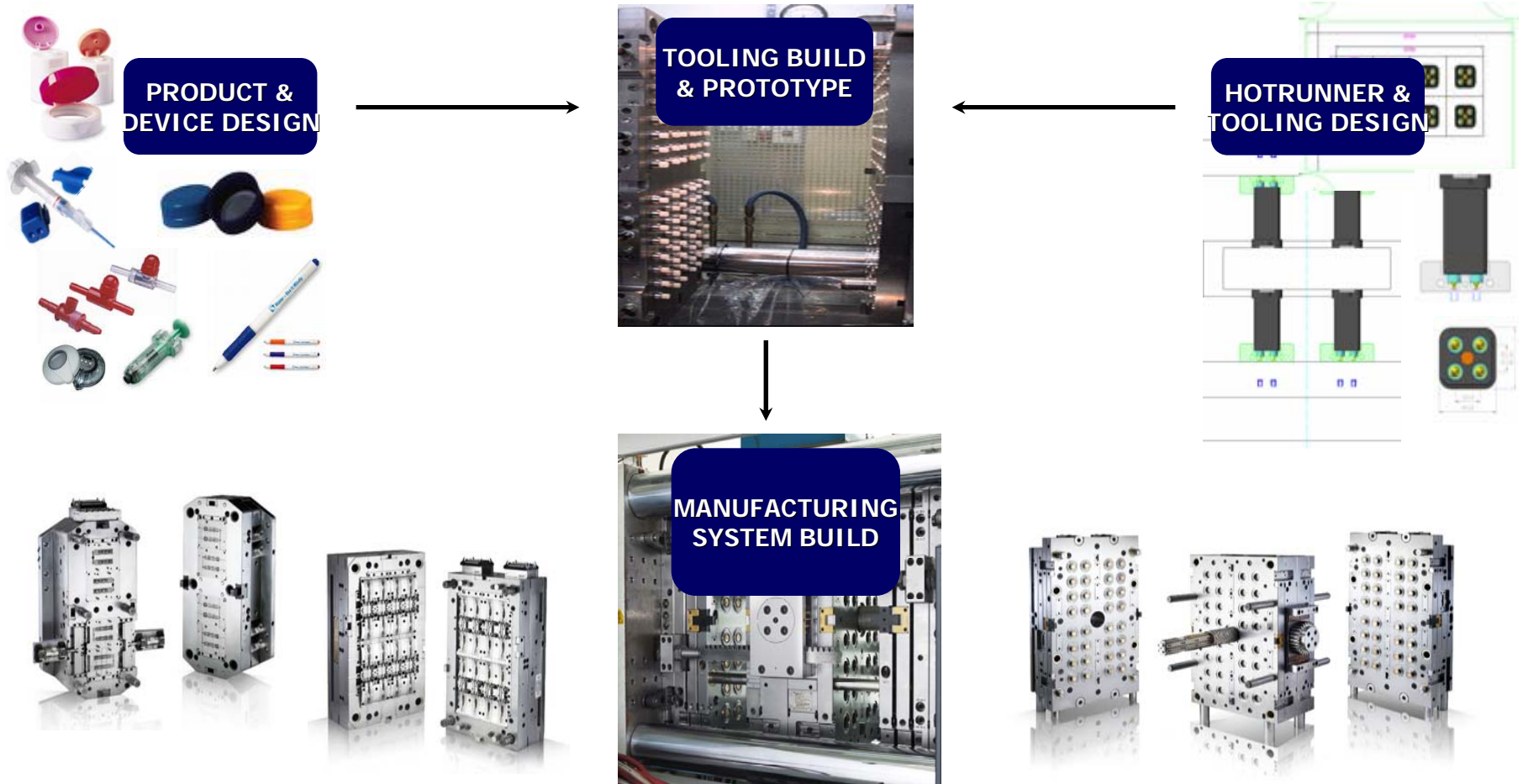


## Component Technology Business Value Chain

- Expand towards precision manufacturing and consumables business
- Support Venture Group value-chain with upstream strategic and precision components
- Complement Venture Group value-chain with downstream consumables and devices



# PRODUCT-TO-TOOLING DESIGN





# OUTLOOK



The Group has made outstanding progress towards its vision to be a leading ESP driven by innovation, technology and excellence. It has built strengths in diverse areas. This diversity provides business stability and creates growth opportunities.

Outsourcing remains a strong value proposition for the OEMs. In a challenging economic climate, it is anticipated that more OEMs will seek innovative business arrangements including outsourcing to strengthen their competitiveness and maintain their leadership positions. With its broad-based strength and operational excellence, Venture is well-placed to seize these outsourcing opportunities.

However, the environment remains challenging in view of the current volatile financial and uncertain economic outlook.



**DIVIDEND**



**The Board of Directors has recommended  
a final dividend of 50 cents per share  
on a one-tier tax-exempt basis**

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Name of Dividend	Final
Dividend Type	Cash
Dividend Amount Per Share	50 cents
Tax Rate	Exempt

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## 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.