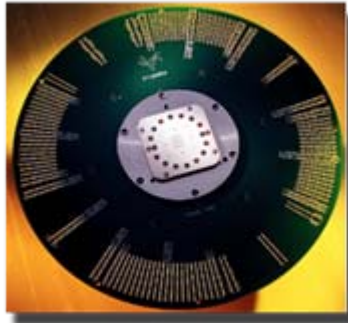


# ellipsiz



## **1HFY08 Results Presentation**

for Six Months Ended 31 Dec 07

14<sup>th</sup> February 2008

This presentation and the following discussion may contain forward looking statements by Ellipsiz Ltd ("Ellipsiz") relating to financial trends for future periods.

Some of the statements contained in this presentation or arising from this discussion which are not of historical facts are statements of future expectations with respect to financial conditions, results of operations and businesses, and related plans and objectives. Such forward looking statements are based on Ellipsiz's current views and assumptions including, but not limited to, prevailing economic and market conditions and currently available information. These statements involve known and unknown risks and uncertainties that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation (express or implied) as to future performance or achievements of Ellipsiz. In particular, such statements should not be regarded as a forecast or projection of future performance of Ellipsiz and must not be relied upon for any particular purpose whatsoever. It should be noted that the actual performance or achievements of Ellipsiz may vary significantly from such statements.

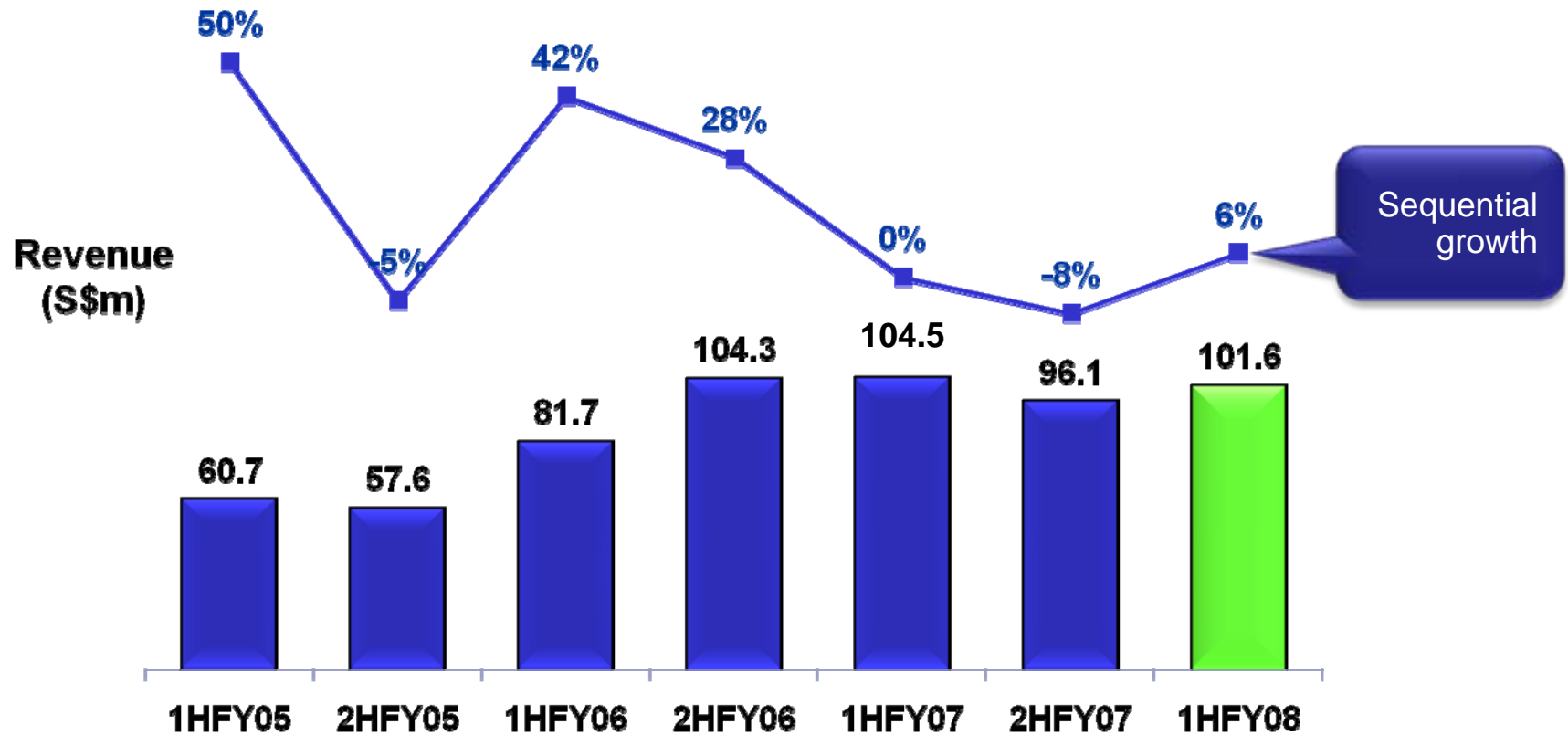


# 1HFY08 results summary

Results highlights (S\$m)	1HFY08	Year on Year		Sequential	
		1HFY07	Change	2HFY07	Change
<b>Revenue</b>	<b>101.6</b>	<b>104.5</b>	<b>-3%</b>	<b>96.1</b>	<b>+6%</b>
<b>Gross Profit</b> Gross Profit Margin	<b>22.6</b> 22.2%	<b>34.5</b> 32.9%	<b>-34%</b> -10.7ppt	<b>22.4</b> 23.3%	<b>+1%</b> -1.1ppt
<b>Net Profit after Taxes &amp; MI</b> NPATMI Margin	<b>3.0</b> 2.9%	<b>10.9</b> 10.4%	<b>-73%</b> -7.5ppt	<b>4.1</b> 4.3%	<b>-28%</b> -1.4ppt
<b>Basic EPS (cts)</b>	<b>1.17</b>	<b>4.33</b>	<b>-73%</b>	<b>1.62</b>	<b>-28%</b>
<b>Diluted EPS (cts)</b>	<b>1.17</b>	<b>4.33</b>	<b>-73%</b>	<b>1.62</b>	<b>-28%</b>
<b>Shareholders' equity</b>	<b>121.8</b>	<b>118.9</b>	<b>+2%</b>	<b>122.9</b>	<b>-1%</b>
<b>NAV per share (cts)</b>	<b>47.6</b>	<b>46.6</b>	<b>+2%</b>	<b>48.1</b>	<b>-1%</b>

Half Year Financial Year End Dec 31, Full Year Financial Year End Jun 30

**1HFY08 revenue S\$101.6m**  
**+6% sequentially, -3% year on year**



Half Year Financial Year End Dec 31, Full Year Financial Year End Jun 30

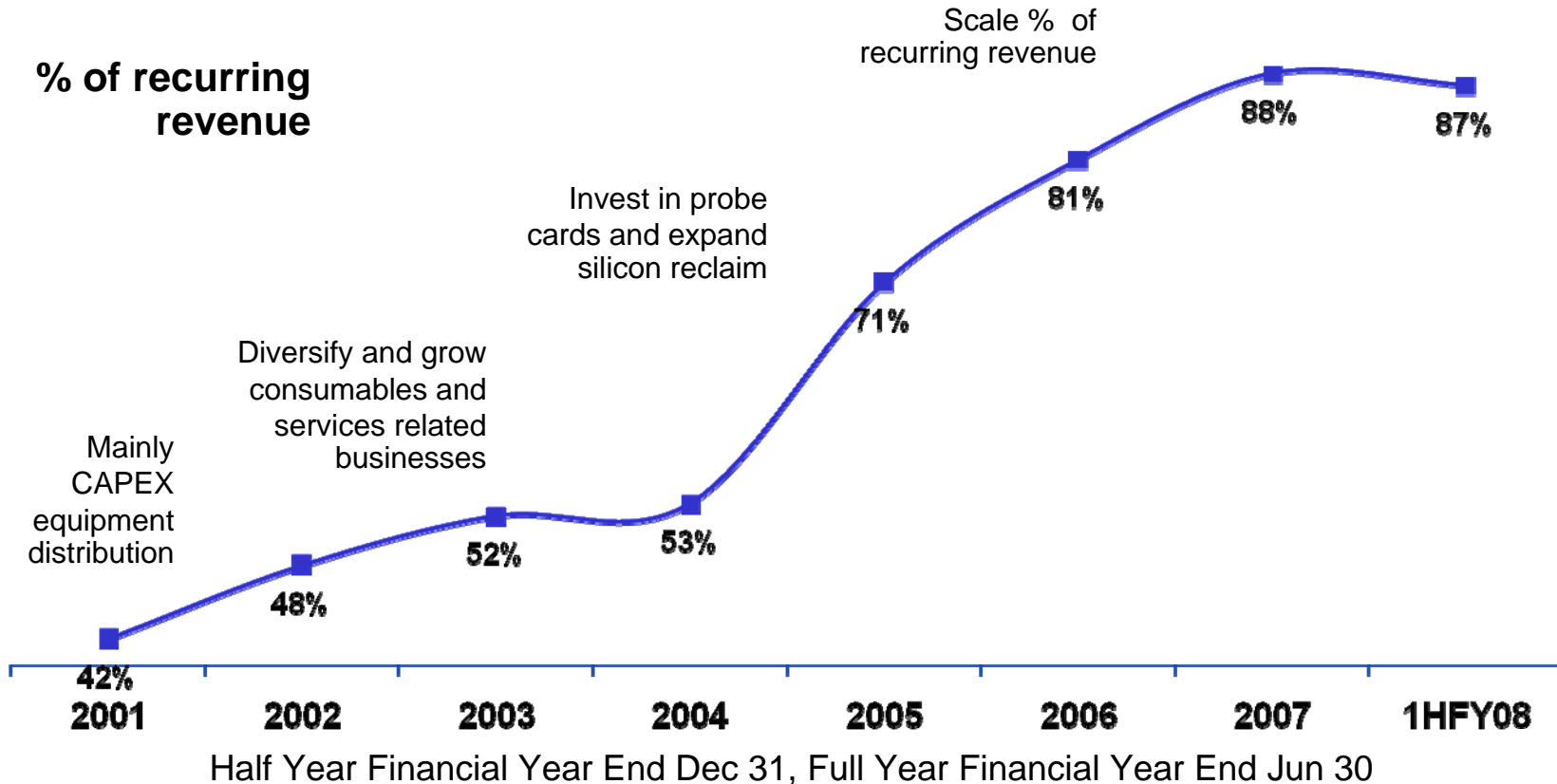
# Segmental Performance

Revenue (\$m)	1HFY08	% of total revenue	Year on Year		Sequential	
			1HFY07	Change	2HFY07	Change
<b>Probe Card</b>	45.0	44.3%	59.3	-24%	44.3	+2%
<b>Distribution and Services*</b>	56.6	55.7%	45.2	+25%	51.8	+9%
<b>Total</b>	<b>101.6</b>	<b>100%</b>	<b>104.5</b>	<b>-3%</b>	<b>96.1</b>	<b>+6%</b>

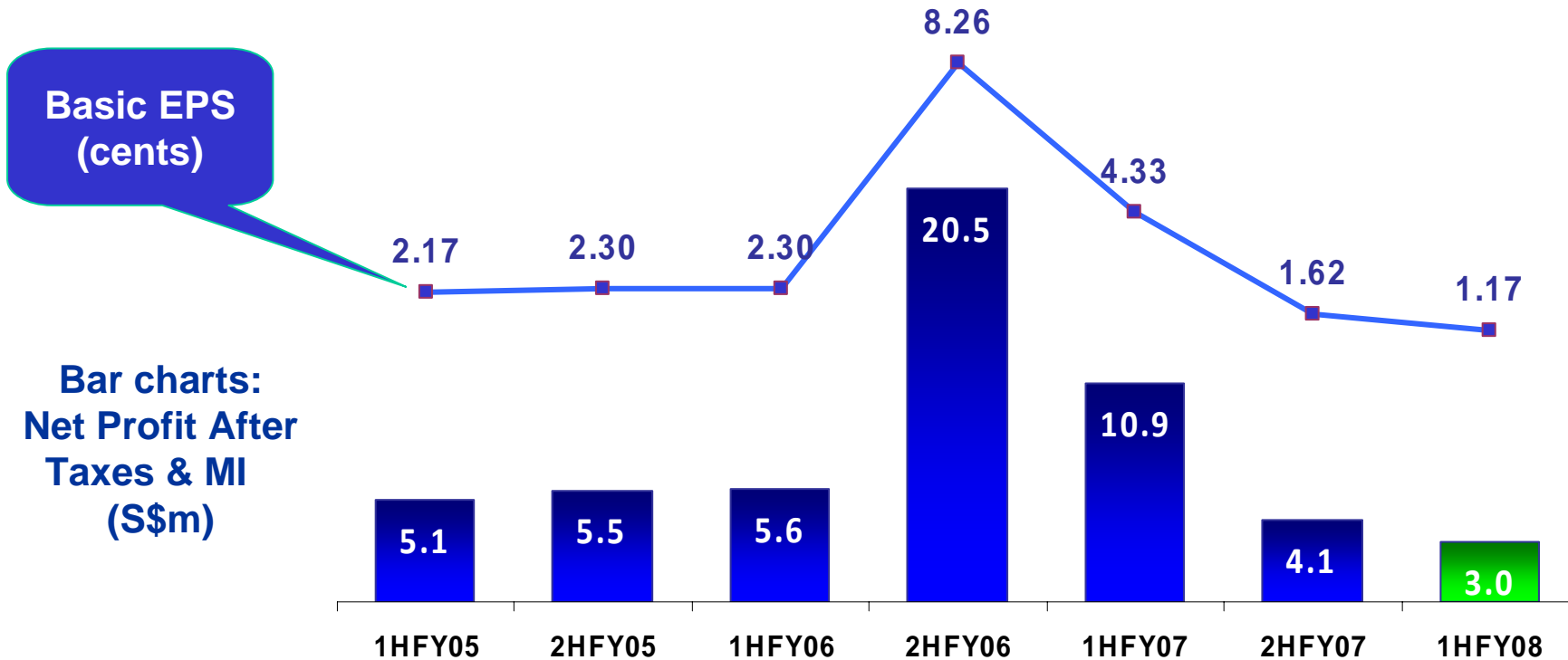
\*Silicon reclaim has been integrated into Distribution and Services segment

Half Year Financial Year End Dec 31, Full Year Financial Year End Jun 30

## Maintaining healthy base of recurring revenue



## 1HFY08 Net Profit after Taxes and MI S\$3.0m -28% sequentially, -73% year on year

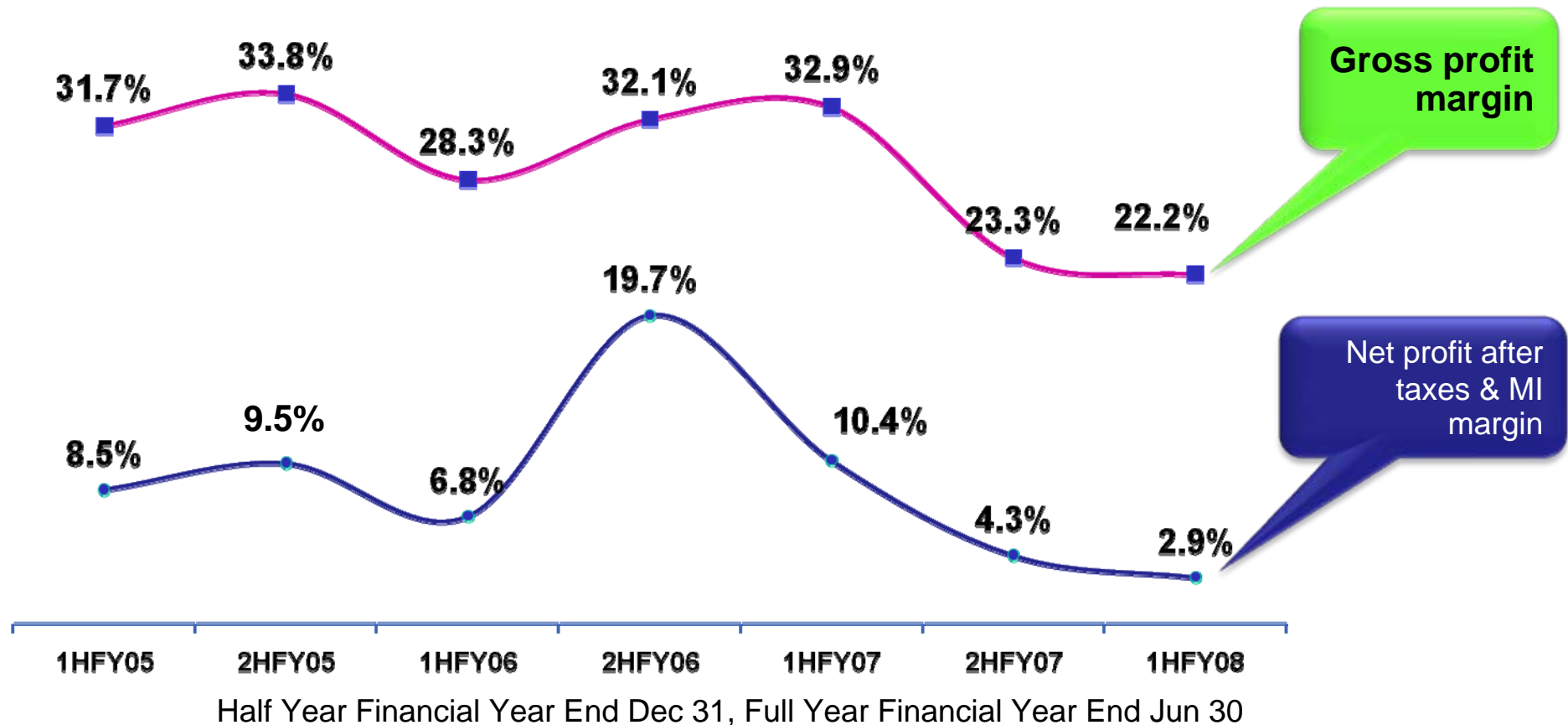


Half Year Financial Year End Dec 31, Full Year Financial Year End Jun 30

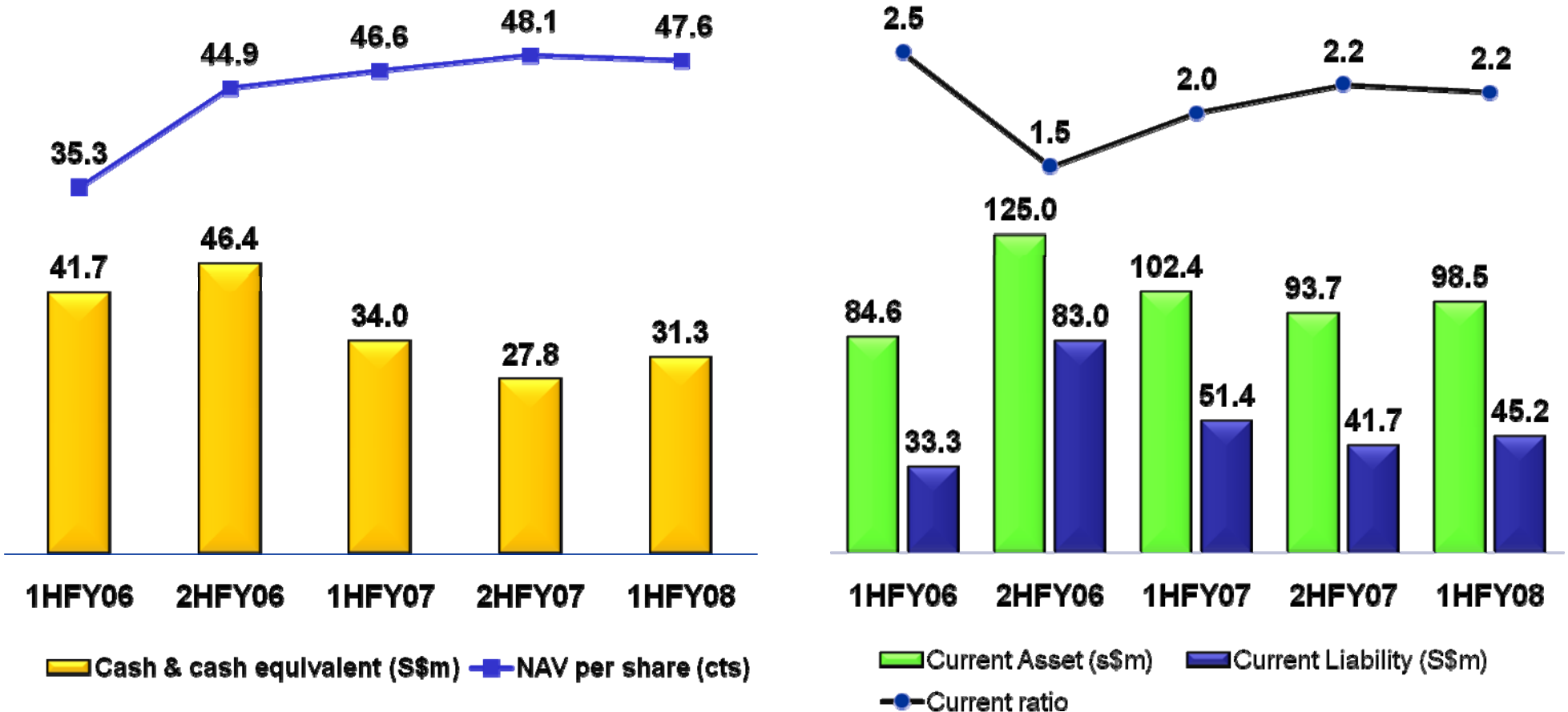
Net Profit in 1HFY08 was affected by the following key factors:

- Intensifying pricing pressures
- Product mix shifts
- Margin decline due weakening in USD exchange rates

**Gross margin declined 10.7 ppt year on year**  
**Net margin declined 7.5 ppt year on year**

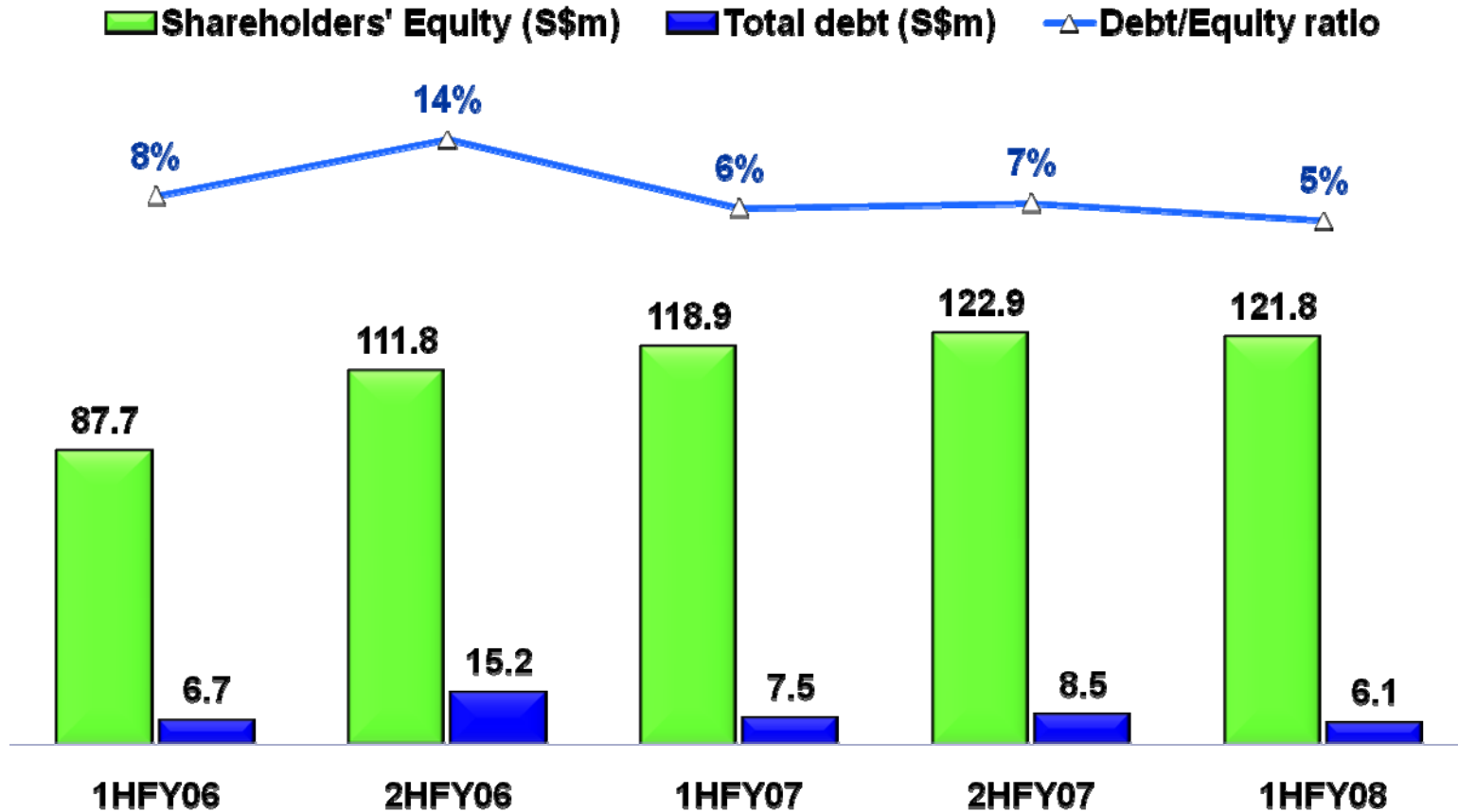


## Maintaining healthy balance sheet



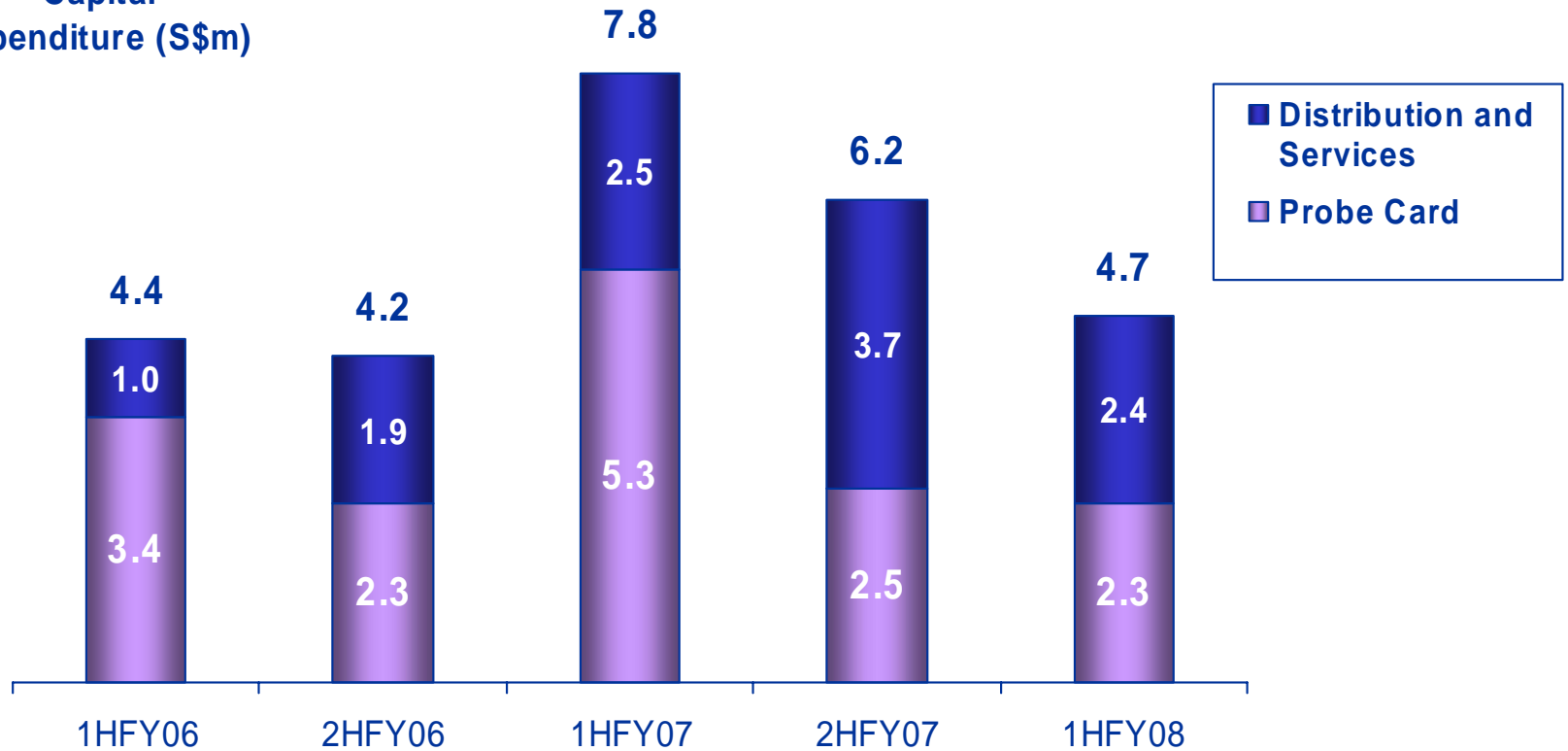
Half Year Financial Year End Dec 31, Full Year Financial Year End Jun 30

## Maintaining low debt to equity ratio



Half Year Financial Year End Dec 31, Full Year Financial Year End Jun 30

Capital Expenditure (\$m)



Half Year Financial Year End Dec 31, Full Year Financial Year End Jun 30

- Melvin Chan appointed CEO of Ellipsiz on 4 Jan 08, Xavier Chong remains as Executive Chairman.
- Dr Foo See Liang rejoins the Board as independent Board member on 14 Nov 07.
- Official opening of new SV Probe Vietnam facility on 12 Nov 07 – SV’s biggest facility to date.



Melvin Chan  
CEO



Dr Foo See Liang  
Independent Board Member



## Probe cards

- 1H FY08 revenue S\$45.0m, +2% sequentially but -24% year-on-year
- Challenges:
  - Rapid pricing erosion continues, especially for matured cantilever products, putting pressure on margins. ASP erosion on blended basis around 15-20% compared to a year ago
  - Limited customer demand visibility due to lack of visibility in end market demand
  - Slower market demand resulting in excess supply capacity for traditional cantilever in the market
- Probe card output in 1HFY08 was 2.09 million points, compared to 2.37 million points in 1HFY07 (-12% y-o-y) and 1.55 million points in 2HFY07 (+35% sequentially)
- Advanced probe cards make up 35% of total probe card revenue 1HFY08 compared to 41% in 1HFY07 and 30% in 2HFY07.
- Continuing to shift production of matured products to SV Vietnam for cost optimization – SV Vietnam now accounts for ~50% of total cantilever output, up from 30% a year ago.
- Executing internal cost reduction strategies to maintain cost competitiveness.

## Distribution and Services

(includes silicon reclaim)

- 1H FY08 revenue S\$56.6m, +9% sequentially and +25% year-on-year
- Growth mainly driven by higher contributions from its test jigs and fixture and facilities business units in China.
- Challenges:
  - Slower demand for Capital Equipment in the semiconductor industry due to industry slow down.
  - Weaker overseas demand and intensifying pricing pressure for silicon reclaim
  - Impact from weakening USD to SGD exchange rate.
- Executing internal cost reduction strategies to maintain cost competitiveness.

- Ellipsiz will transit from current half yearly reporting to quarterly report from March 2008 onwards.

Next results release will be for 3Q FY08. The actual date of results release will be announced in due course.

Semiconductor market outlook for calendar year 2008 is mixed and cautious due to challenging macroeconomic situations:

- Slower demand and pricing pressure in the growing consumer markets – this will likely continue the pricing pressure on our businesses.
- US subprime crisis and risk of US economic recession – this will likely impact the global economy, financial and semiconductor markets, which will in turn affect our businesses.
- Persistent high oil prices – this is likely to impact our cost of operations (higher energy cost , raw materials etc).
- Weak US dollar – likely to continue to impact our profit margins for operations based in Asia.

- 4<sup>th</sup> largest Probe card company by revenue, well positioned in the growing probe card market which is expected to grow 13% CAGR from US\$1.1B (2007) to US\$1.95B (2012)\*.
- Diversified global customer base that includes top IDMs, foundries and fabless customers.
- Healthy “recurring” revenue base, target to maintain at 70%~80% of total revenue.
- Healthy balance sheet – net cash position.

\*: VLSI research, Jun 2007

# Thank you!

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