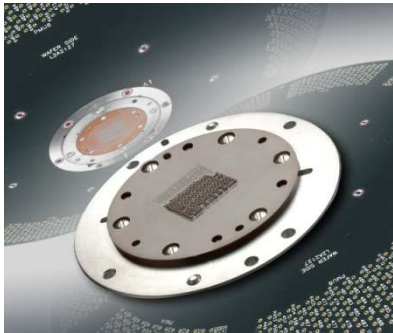


ellipsiz



# 1QFY11 Results Presentation

For Financial Period Ended 30 Sep 10

9 November 2010



## Safe Harbor

---

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.



# 1QFY11 Results Summary

Results highlights S\$'million	1QFY11	Year on Year		Sequential	
		1QFY10	Change	4QFY10	Change
Revenue	44.6	32.1	39%	45.8	(2%)
Gross Profit	10.3	7.3	41%	11.2	(8%)
Gross Profit Margin	23%	23%	0 ppt	25%	(2 ppt)
Net Profit after Tax & MI	3.5	(0.8)	516%	5.7	(39%)
Net Profit after Tax & MI Margin	8%	(3%)	11 ppt	13%	(5 ppt)
Basic EPS (cts)	0.68	(0.17)	500%	1.11	(39%)
Diluted EPS (cts)	0.64	(0.17)	476%	1.05	(39%)
Shareholders' equity	99.9	75.5	32%	96.7	3%
NAV per share (cts)	19.17	14.78	30%	18.81	2%

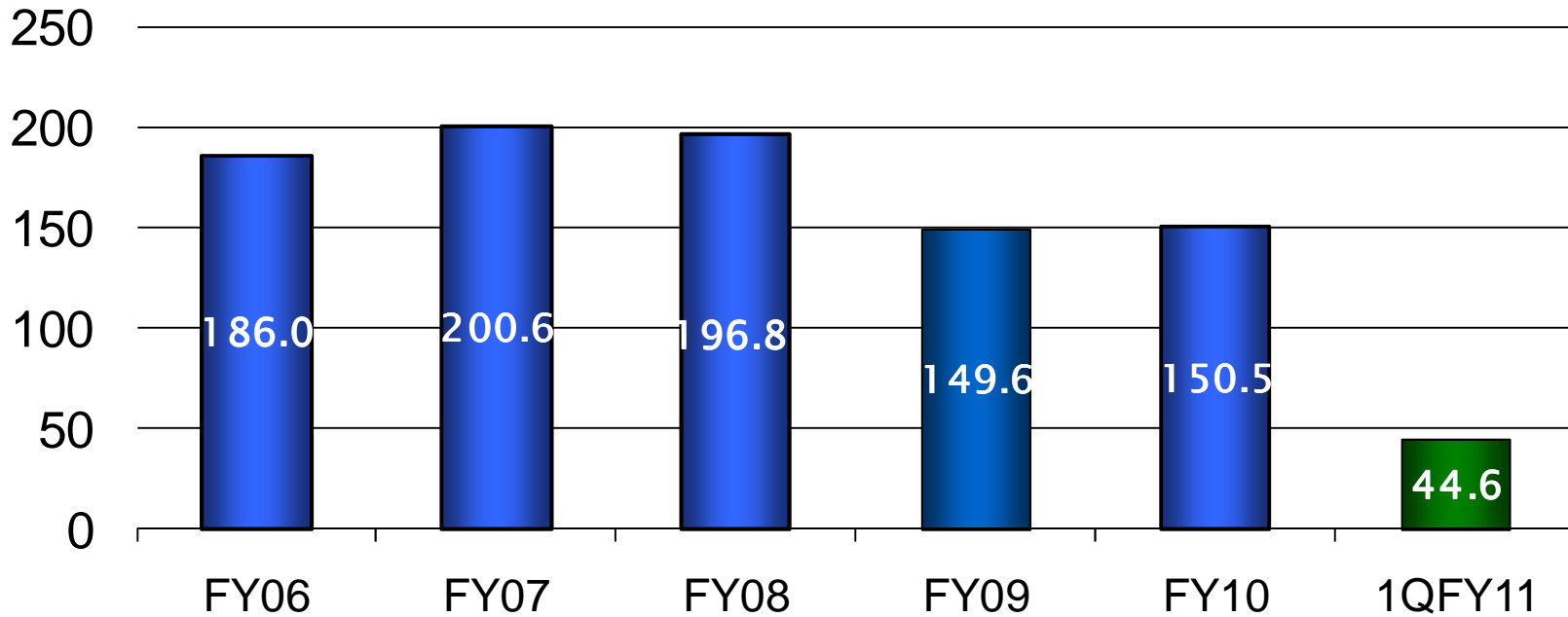


# 1QFY11 Results Summary

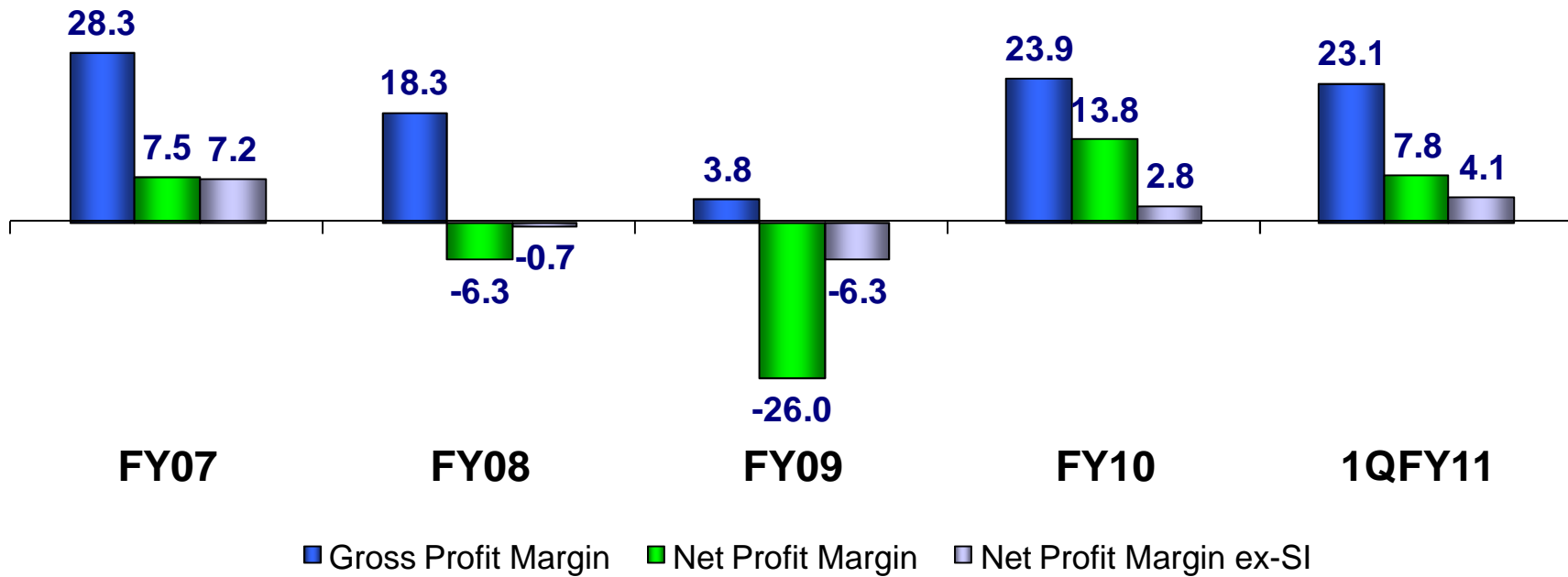
Results highlights S\$'million	1QFY11 (excl SI)*	Year on Year		Sequential	
		1QFY10 (excl SI)	Change	4QFY10 (excl SI)	Change
Revenue	44.6	32.1	39%	45.8	(2%)
Gross Profit	10.3	7.3	41%	11.9	(13%)
Gross Profit Margin	23%	23%	0 ppt	26%	(3 ppt)
Net Profit after Tax & MI	1.8	(1.1)	260%	4.5	(60%)
Net Profit after Tax & MI Margin	4%	(4%)	8 ppt	10%	(6 ppt)
Basic EPS (cts)	0.35	(0.22)	259%	0.89	(61%)
Diluted EPS (cts)	0.33	(0.22)	250%	0.83	(60%)
Shareholders' equity	99.9	75.5	32%	96.7	3%
NAV per share (cts)	19.17	14.78	30%	18.81	2%

\* Special item (SI) in 1Q FY11 was one-time gain on disposal of property amounting to \$1.7 million

## Revenue (S\$m)



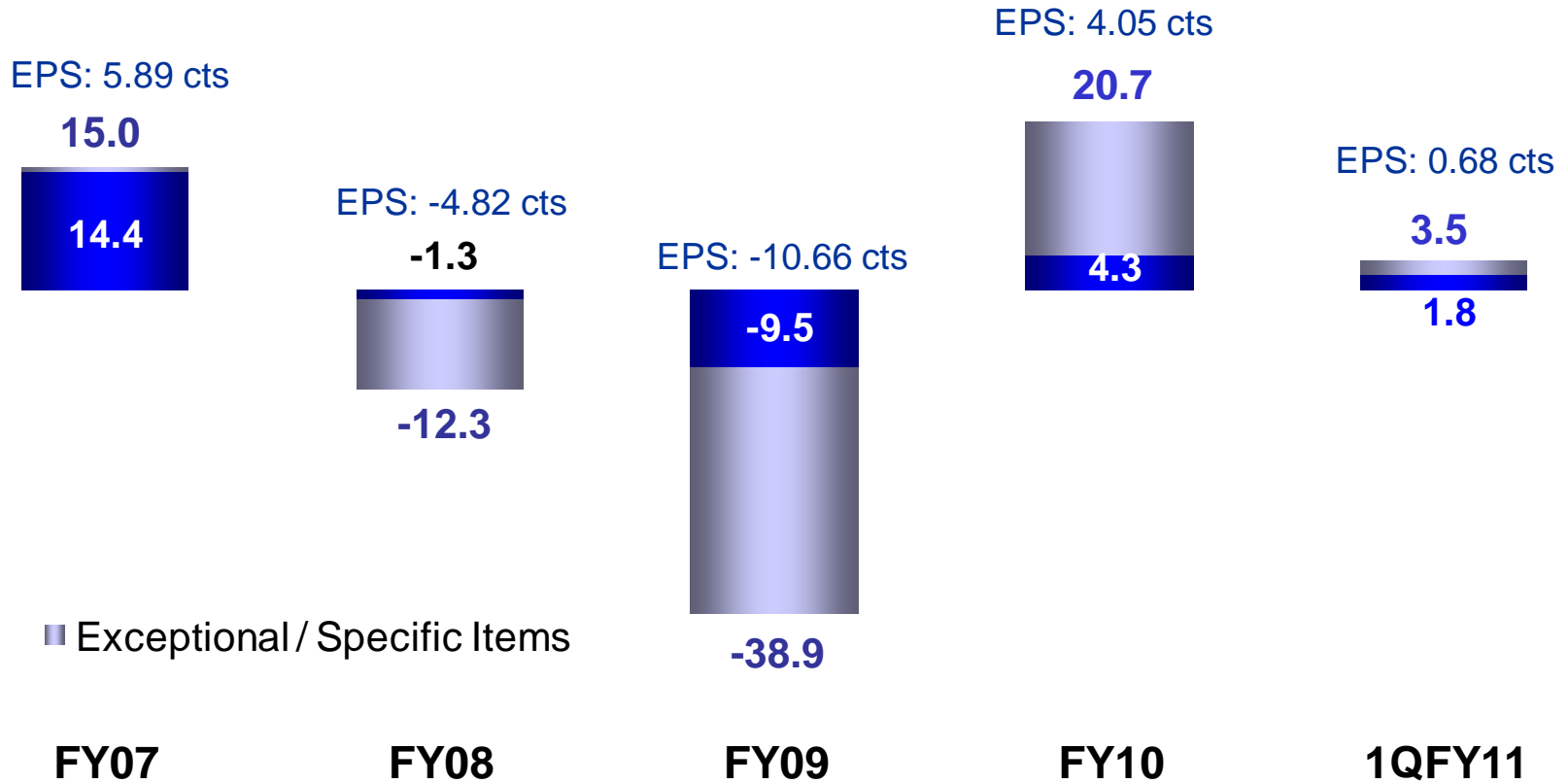
## Margin as % of Revenue





# NPATMI Trend

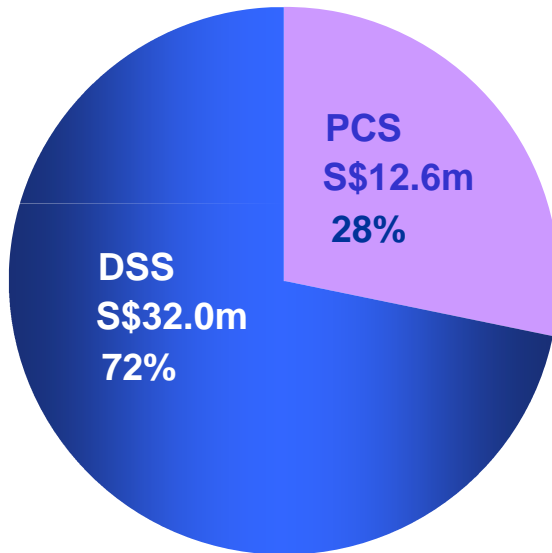
S\$ million



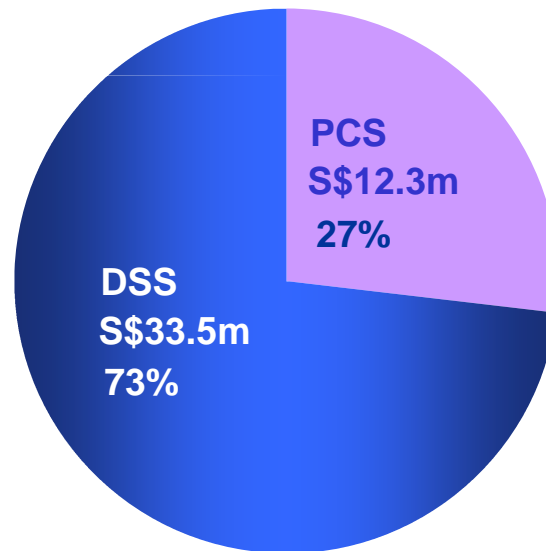
\*FY10 EPS based on weighted average of approximately 511 million shares

### Revenue (S\$m)

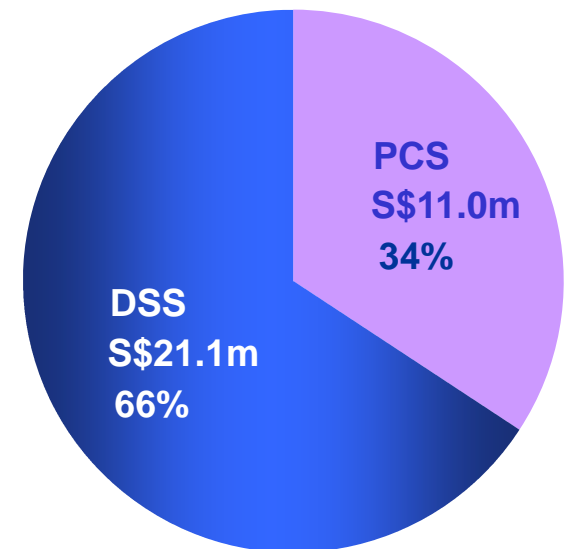
#### 1QFY11



#### 4QFY10



#### 1QFY10



DSS : Distribution and Services solutions  
PCS : Probe Card solutions

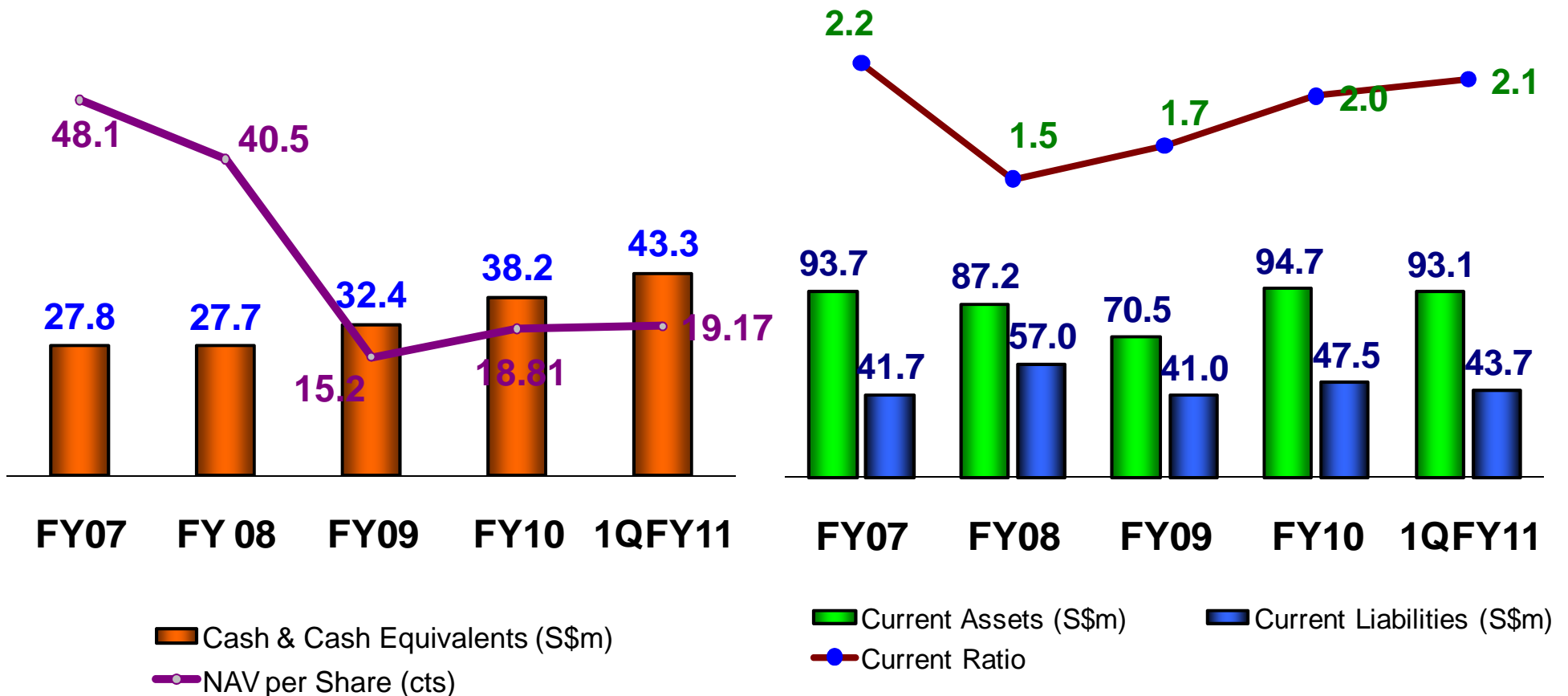




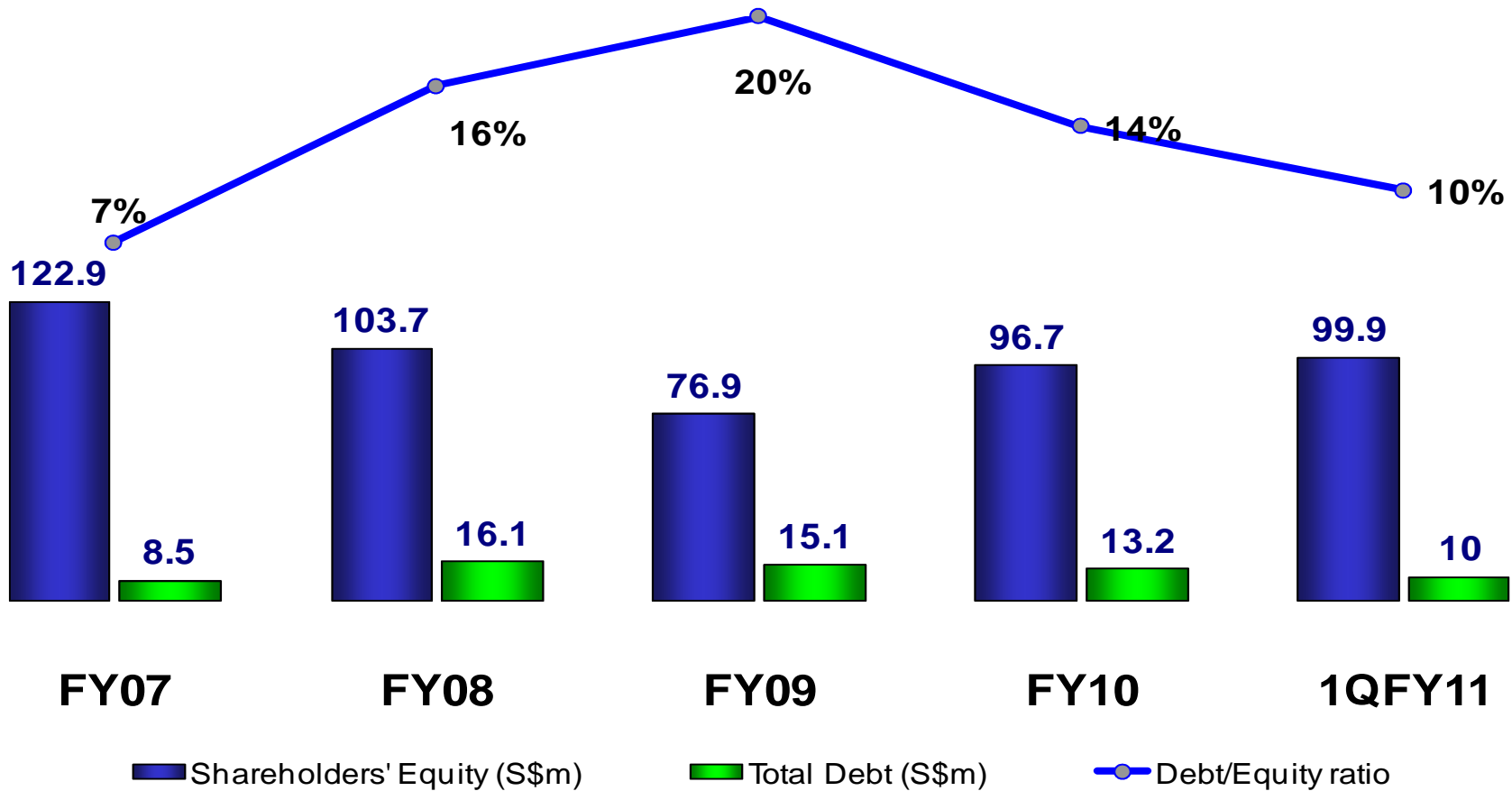
# Segmental Performance

		Year on Year		Sequential	
Revenue (S\$m)	1QFY11	1QFY10	Change	4QFY10	Change
Probe Card solutions	12.6	11.0	14%	12.3	3%
Distribution & Services solutions	32.0	21.1	52%	33.5	(4%)
Total	44.6	32.1	39%	45.8	(2%)

## Maintaining healthy balance sheet



## Debt to equity ratio



ellipsiz

---

# 1QFY11

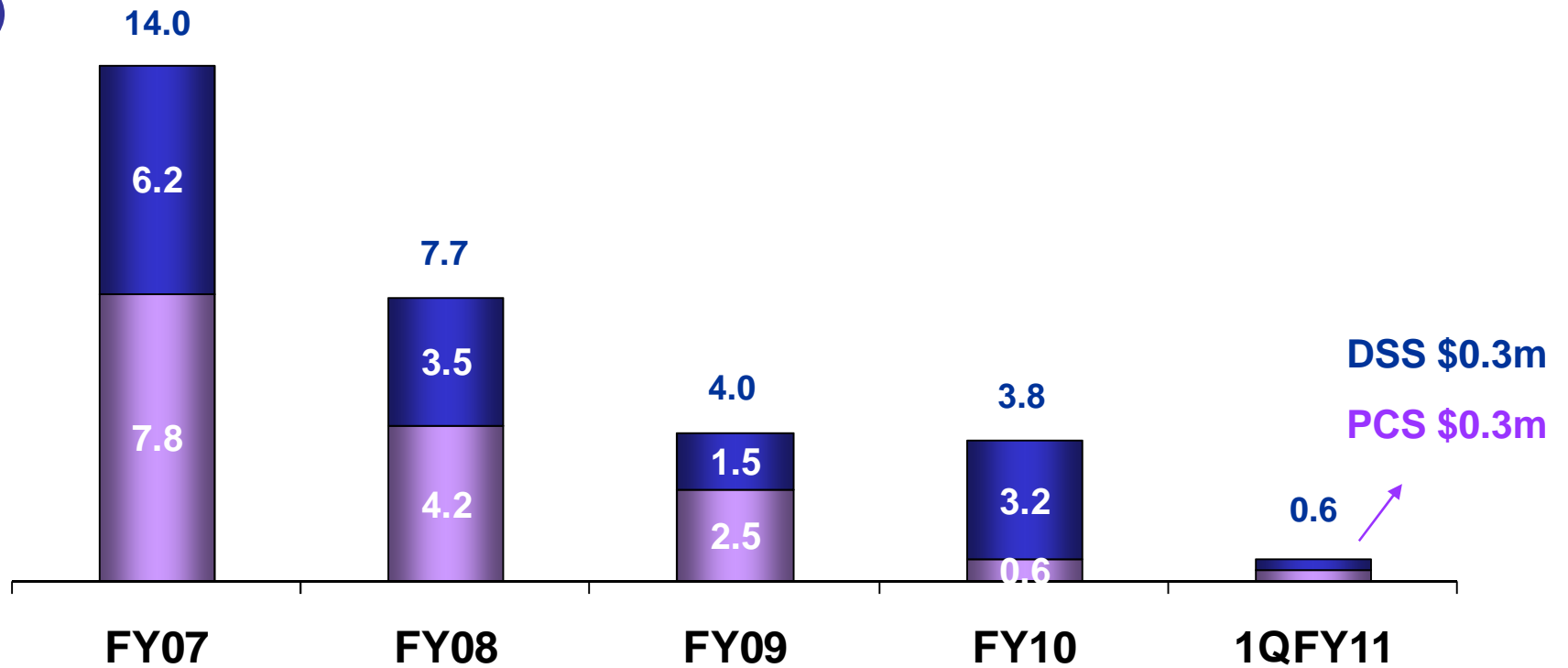
## Capital Expenditure



# Capital Expenditure

Capital Expenditure (S\$m)

- Distribution & Services Solutions
- Probe Card Solutions



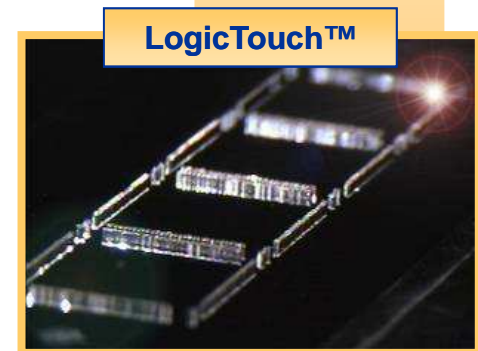
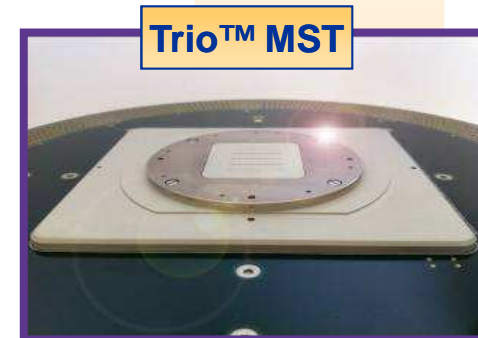
ellipsiz

---

**1QFY11**  
**Business Updates**  
**&**  
**Outlook**

## Probe Card Solutions

- Better sales performance and well-controlled costs led to continued improvement in profitability
- Focus to drive business and profitability via low cost manufacturing & development of advanced & cost-effective probe card solutions for more complex IC devices via on-going R&D investment
  - ***Trio™ Vertical Probe Card Modular Space Transformer***
    - Developments to Reduce Signal Noise & Increase Speed
    - Introduction of a New Low Force, High Current Needle to Support Flip Chip Devices Down to 160µm Pitch
  - ***LogicTouch™ Fine Pitch Vertical***
    - Successful Study Conducted Testing Copper Pillar Bumps – Awarded *Most Inspirational Presentation* at Semiconductor Wafer Test Workshop 2010
    - 50µm Pitch Card Evaluation in Process
    - In Qualification Phase with 2 Major Customers



## Distribution & Services Solutions

- Order push outs/cancellation following inventory replenishment in earlier quarters and reduced commission income led to sequential sales decline of 4%
- Growth initiatives to expand and fortify our revenue streams include
  - **Continued diversification of activities into LED, medical and food industries;**
  - **Continued penetration efforts in existing markets such as AOI/AXI equipment market, enhancement of our pump refurbishment services into other pump types into China market as well as the expansion of our fixturing solutions into one of the leading notebook brand in China; and**
  - **Provision of competitive network assurance solutions through working with network equipment manufacturers**
- Consolidation and collaboration efforts would continue to achieve an optimal team structure with cross-IP knowledge and capability to carve our competitive niche







# Industry Outlook

---

We remained cautiously optimistic of our business prospects arising from:

- 1) Uncertain global economic and financial development that could potentially impact consumer confidence, and possibly, limit consumer spending
- 2) Threat of further weakening in the US dollar
- 3) Normalisation of inventories across the semiconductor and electronics manufacturing industries that could possibly moderate budget for capital expenditure



**Thank you!**  
**[www.ellipsiz.com](http://www.ellipsiz.com)**

Investor Relations Contact:

Clarie Lim



: +65 63118500



: [lim.clarie@ellipsiz.com](mailto:lim.clarie@ellipsiz.com)