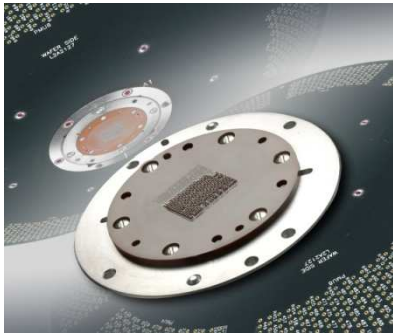


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## **2QFY13 Results Presentation** For Financial Period Ended 31 Dec 12

6 February 2013



## Safe Harbor

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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.



**1H FY2013**  
**Financial Highlights**  
**&**  
**Results Summary**



# 1HFY13 Results Summary

Results highlights S\$'million	1HFY13	Year on Year		Sequential	
		1HFY12*	Change	2HFY12*	Change
<b>Revenue</b>	<b>65.7</b>	<b>68.4</b>	<b>(4%)</b>	<b>75.9</b>	<b>(13%)</b>
<b>Gross Profit</b>	<b>15.2</b>	<b>13.7</b>	<b>11%</b>	<b>15.7</b>	<b>(3%)</b>
Gross Profit Margin	23%	20%	3 ppt	21%	2 ppt
<b>Net Profit/(Loss) after Tax &amp; MI*</b>	<b>1.5</b>	<b>(1.3)</b>	<b>221%</b>	<b>3.5</b>	<b>(57%)</b>
Net Profit/(Loss) Profit after Tax & MI Margin	2%	(2%)	4 ppt	5%	(3 ppt)
<b>Basic EPS (cts)</b>	<b>0.27</b>	<b>(0.23)</b>	<b>217%</b>	<b>0.63</b>	<b>(57%)</b>
<b>Diluted EPS (cts)</b>	<b>0.27</b>	<b>(0.23)</b>	<b>217%</b>	<b>0.63</b>	<b>(57%)</b>
<b>Shareholders' equity</b>	<b>100.0</b>	<b>97.0</b>	<b>3%</b>	<b>101.5</b>	<b>(1%)</b>
<b>NAV per share (cts)</b>	<b>18.09</b>	<b>17.73</b>	<b>2%</b>	<b>18.36</b>	<b>(1%)</b>

\*Included in the net (loss)/profits were some Specific Items (SI) that one-time expenses/income. Details are listed in slide 6.



# 1HFY13 Results Summary

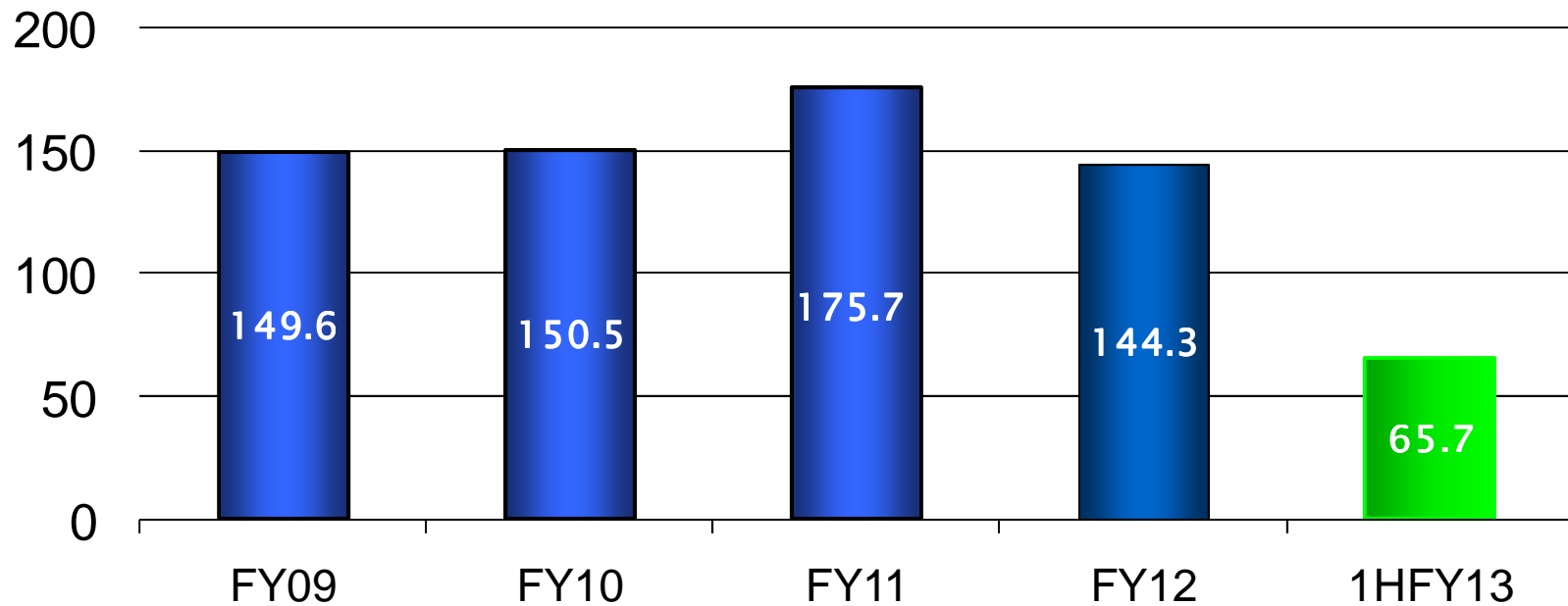
Results highlights S\$'million	1HFY12 (excl SI)	Year on Year		Sequential	
		1HFY12 (excl SI)	Change	2HFY12 (excl SI)	Change
Revenue	65.7	68.4	(4%)	75.9	(13%)
Gross Profit	15.2	15.4	(1%)	16.0	(5%)
Gross Profit Margin	23%	22%	1 ppt	21%	2 ppt
Net Profit after Tax & MI	1.5	0.9	62%	3.5	(57%)
Net Profit after Tax & MI Margin	2%	1%	1 ppt	5%	(3 ppt)
Basic EPS (cts)	0.27	0.17	59%	0.63	(57%)
Diluted EPS (cts)	0.27	0.17	59%	0.63	(57%)
Shareholders' equity	100.0	97.0	3%	101.5	(1%)
NAV per share (cts)	18.09	17.73	2%	18.36	(1%)



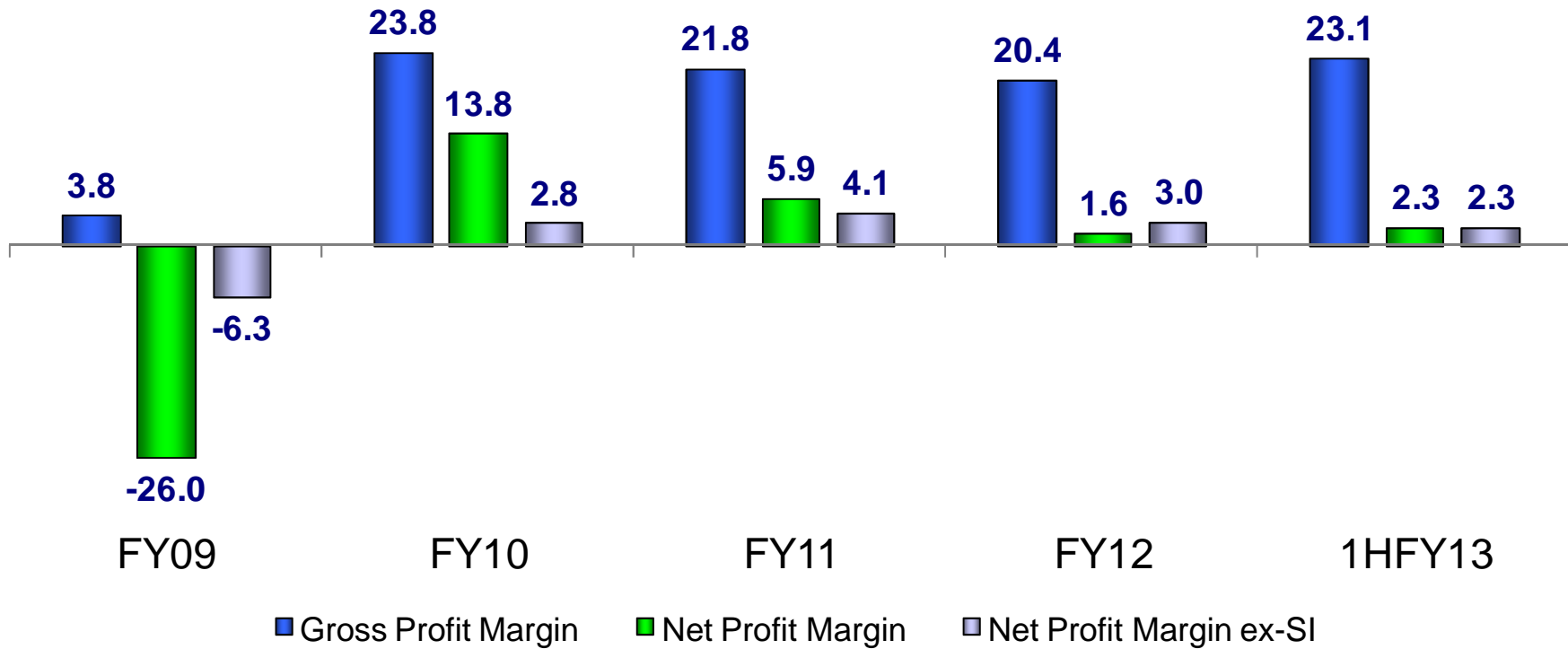
# 1HFY13 Results Summary

<b>Material One-Time Charges (“Special Items or “SI”) Summary S\$’million</b>	<b>1HFY13</b>	<b>1HFY12</b>	<b>2HFY12</b>
Relating to cessation of pump refurbishment activity in Taiwan			
- Impairment provision on carrying amounts of inventories	-	1.3	(0.2)
- Impairment provision on carrying amounts of plant and equipment as well as intangible assets	-	0.2	0
- Employees severance costs and other related expenses	-	0.7	0.2
<b>Total</b>	<b>-</b>	<b>2.2</b>	<b>0.0</b>

## Revenue (S\$m)



## Margin as % of Revenue

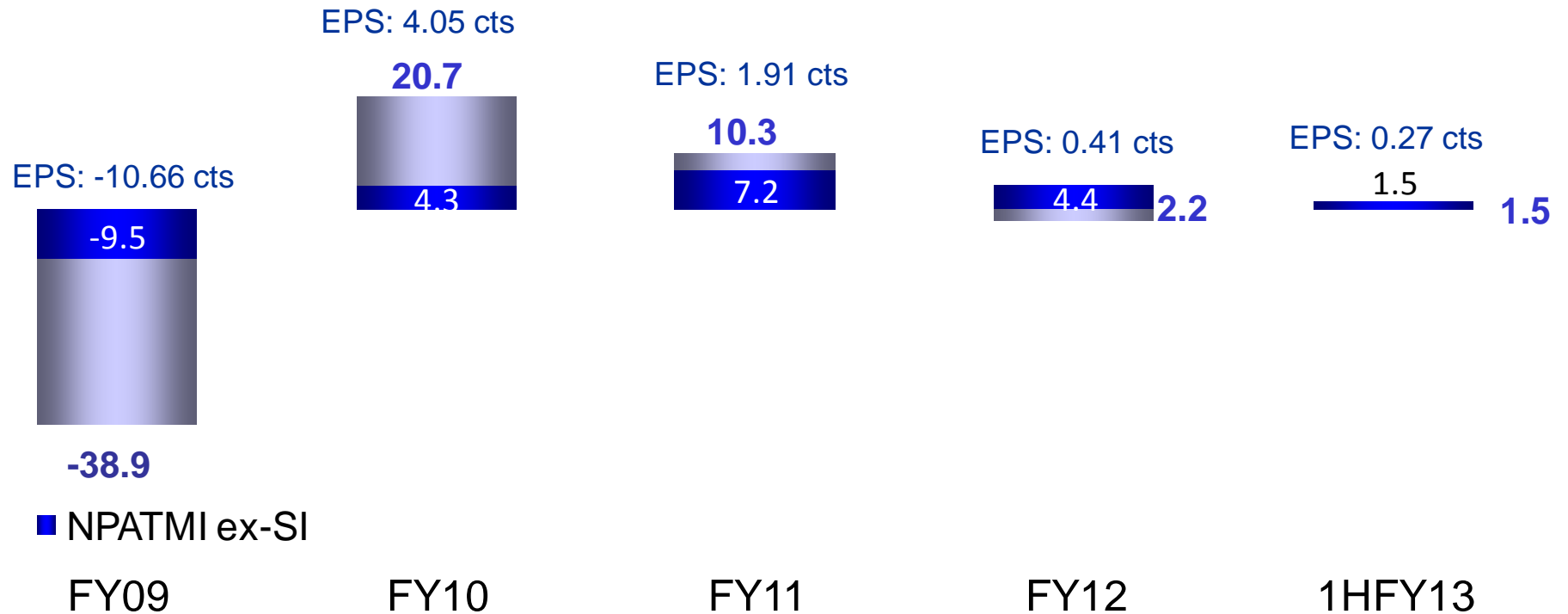






# NPATMI Trends

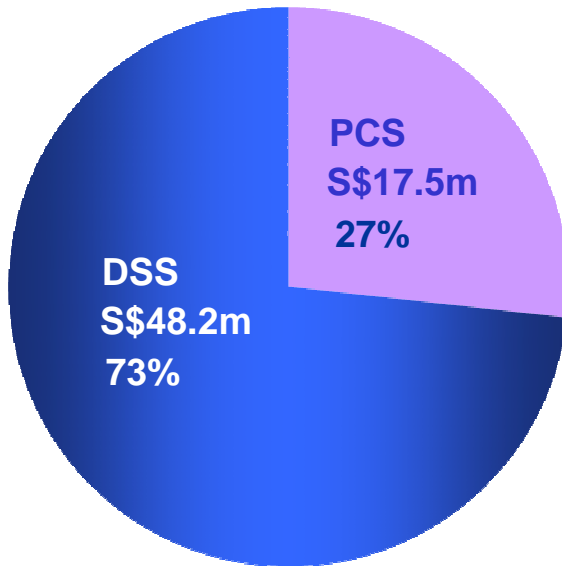
\$ million



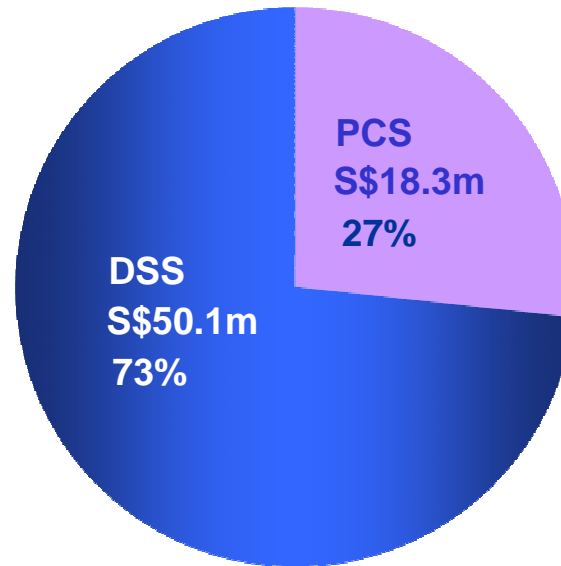
\*1HFY13 EPS based on weighted average of approximately 553 million shares  
 FY12 EPS based on weighted average of approximately 551 million shares

### Revenue (S\$m)

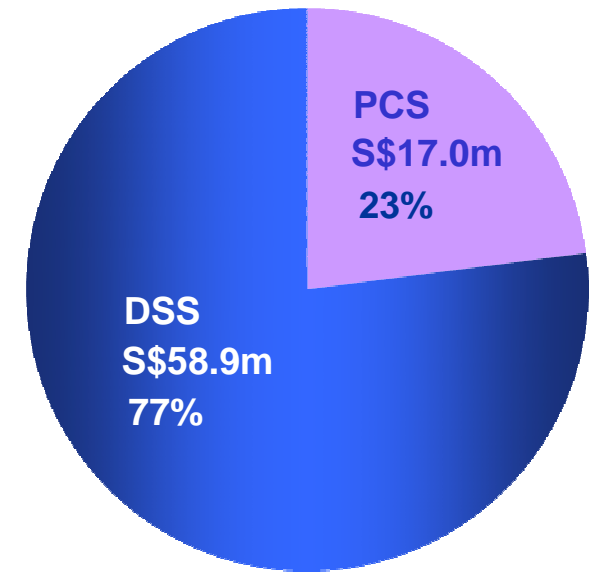
#### 1HFY13



#### 1HFY12



#### 2HFY12



DSS : Distribution and Services solutions  
PCS : Probe Card solutions



# Segment Performance

		Year on Year		Sequential	
		1HFY12	Change	2HFY12	Change
Revenue (S\$m)	1HFY13	1HFY12	Change	2HFY12	Change
Probe Card solutions	17.5	18.3	(5%)	17.0	3%
Distribution & Services solutions	48.2	50.1	(4%)	58.9	(18%)
Total	65.7	68.4	(4%)	75.9	(13%)

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# **2Q FY2013**

## Financial Performance



# 2QFY12 Results Summary

Results highlights S\$'million	2QFY13	Year on Year		Sequential	
		2QFY12	Change	1QFY13	Change
Revenue	36.1	31.7	14%	29.6	22%
Gross Profit	7.7	5.5	39%	7.5	3%
Gross Profit Margin	21%	18%	3 ppt	25%	(4 ppt)
Net Profit/(Loss) after Tax & MI	1.2	(2.3)	151%	0.3	253%
Net Profit /(Loss) after Tax & MI Margin	3%	(7%)	10 ppt	1%	2 ppt
Basic EPS (cts)	0.21	(0.42)	150%	0.06	250%
Diluted EPS (cts)	0.21	(0.42)	150%	0.06	250%
Shareholders' equity	100.0	97.0	3%	99.8	0%
NAV per share (cts)	18.09	17.73	2%	18.05	0%



# 2QFY12 Results Summary

Results highlights S\$'million	2QFY13 (excl SI)	Year on Year		Sequential	
		2QFY12 (excl SI)*	Change	1QFY13 (excl SI)	Change
<b>Revenue</b>	<b>36.1</b>	<b>31.7</b>	<b>14%</b>	<b>29.6</b>	<b>22%</b>
<b>Gross Profit</b>	<b>7.7</b>	<b>7.2</b>	<b>7%</b>	<b>7.5</b>	<b>3%</b>
Gross Profit Margin	21%	23%	(2 ppt)	25%	(4 ppt)
<b>Net Profit after Tax &amp; MI</b>	<b>1.2</b>	<b>(0.1)</b>	<b>1,217%</b>	<b>0.3</b>	<b>253%</b>
Net Profit after Tax & MI Margin	3%	(0%)	3 ppt	1%	2 ppt
<b>Basic EPS (cts)</b>	<b>0.21</b>	<b>(0.02)</b>	<b>1,150%</b>	<b>0.06</b>	<b>250%</b>
<b>Diluted EPS (cts)</b>	<b>0.21</b>	<b>(0.02)</b>	<b>1,150%</b>	<b>0.06</b>	<b>250%</b>
<b>Shareholders' equity</b>	<b>100.0</b>	<b>97.0</b>	<b>3%</b>	<b>99.8</b>	<b>0%</b>
<b>NAV per share (cts)</b>	<b>18.09</b>	<b>17.73</b>	<b>2%</b>	<b>18.05</b>	<b>0%</b>

\* Special items (SI) in 2Q FY12 were some one-time provisions recorded during the financial period. Refer to slide 6 for details.

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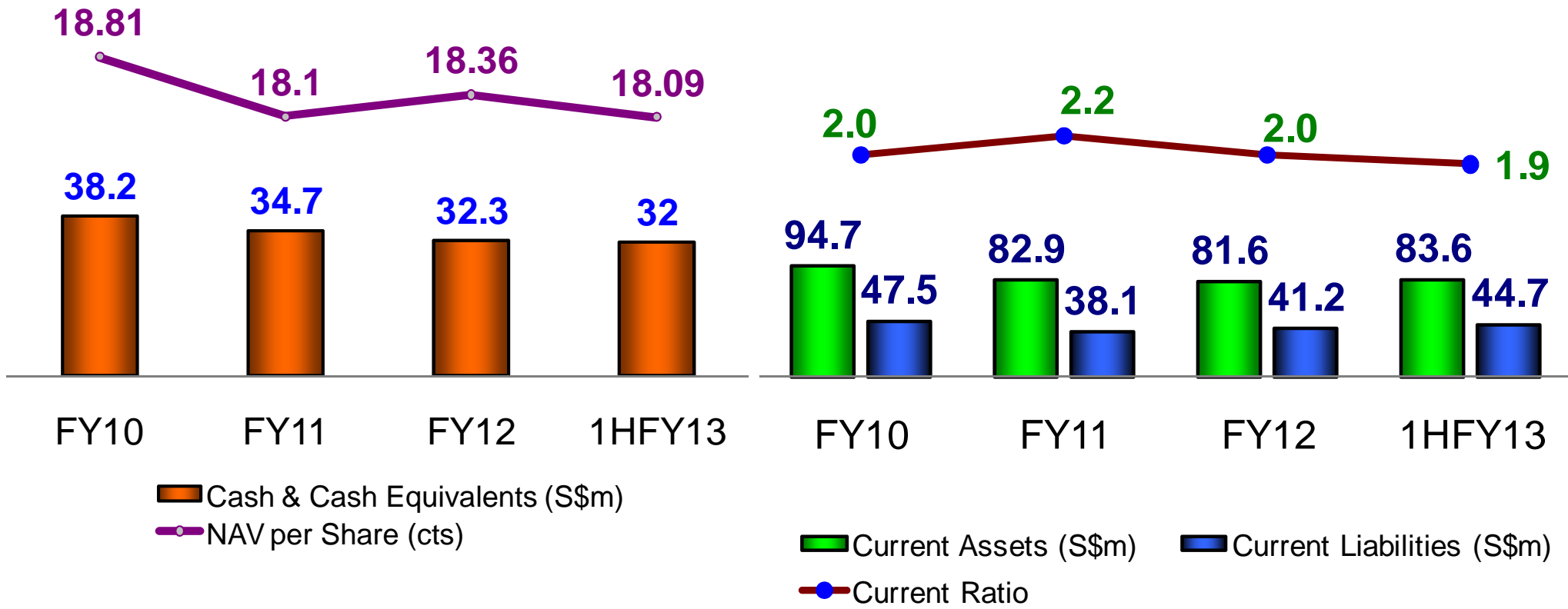


# **Balance Sheet Highlights**



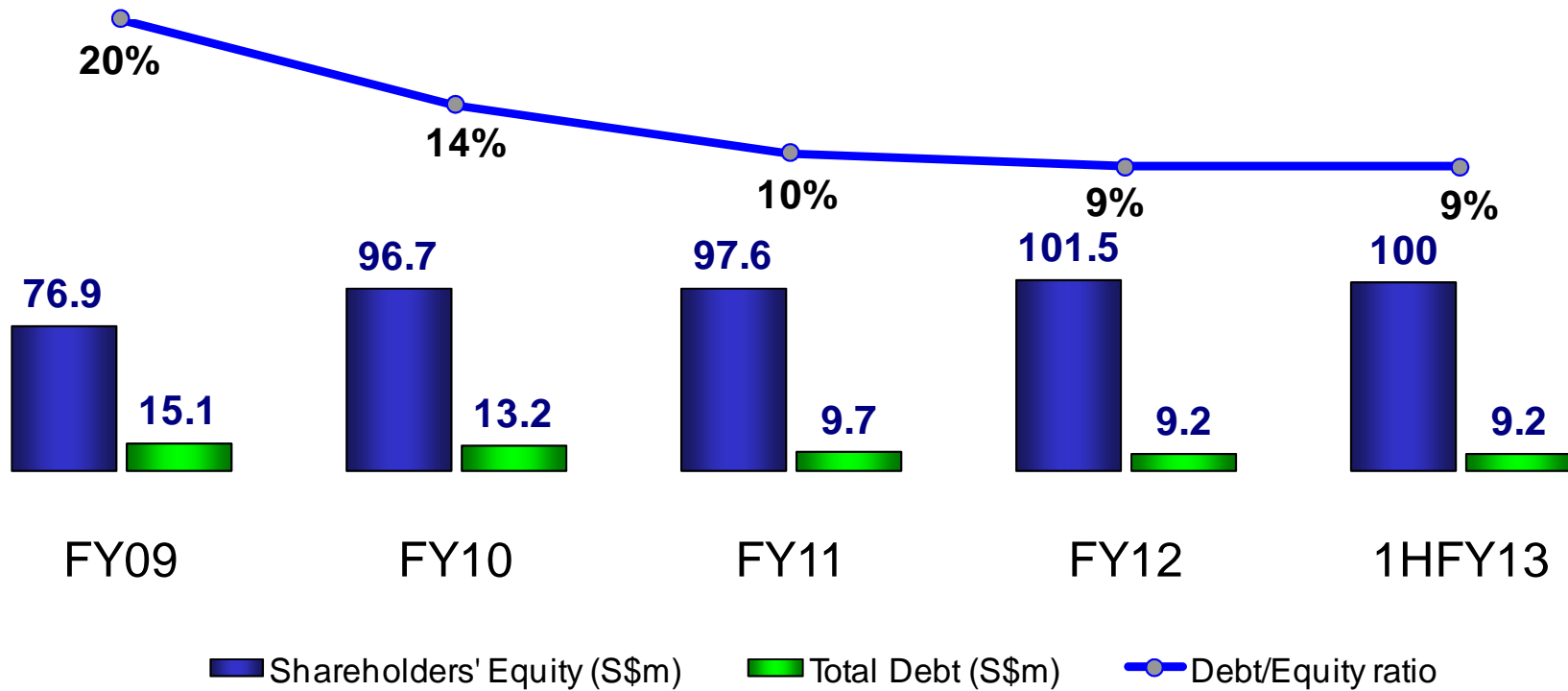
# Balance Sheet Highlights

## Maintaining healthy balance sheet





## Debt to equity ratio



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# 1HFY13

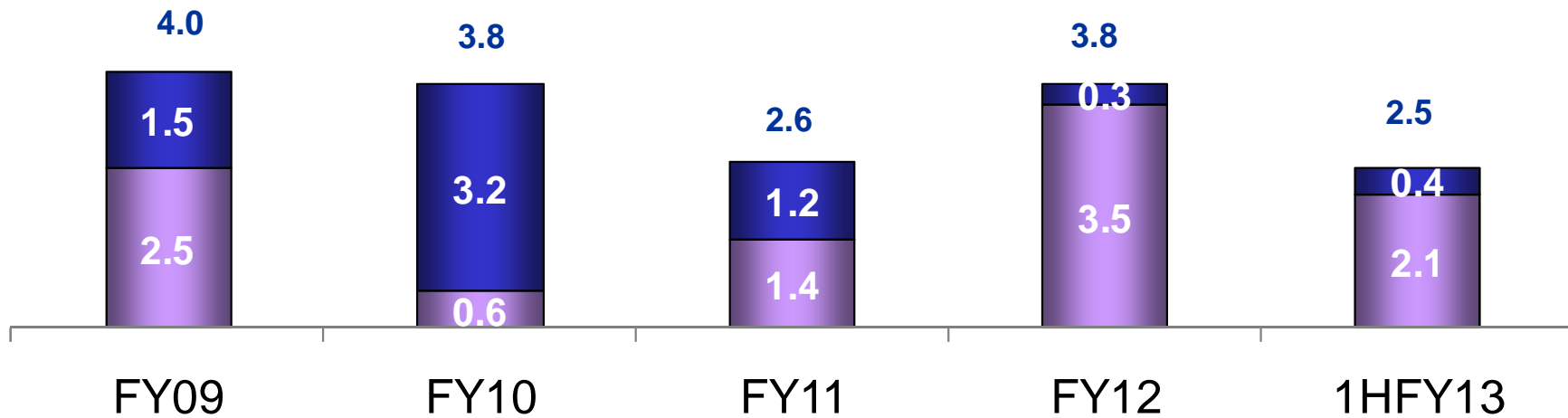
## Capital Expenditure



# Capital Expenditure

Capital Expenditure (S\$m)

- Distribution & Services Solutions
- Probe Card Solutions

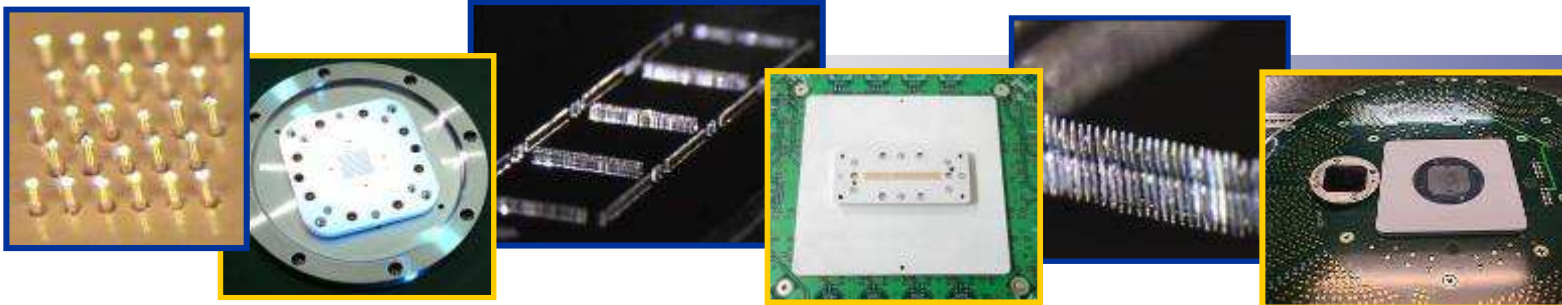




**2QFY13**  
**Business Updates**  
**&**  
**Outlook**

## Probe Card Solutions

- Revenue (in US dollar terms) was relatively flat compared with the corresponding quarter of the previous financial year but increased by 3% quarter-on-quarter (q-o-q)
- Maintaining focus on our advanced product line of probe cards
  - Advanced probe card point production grew almost 12% q-o-q, driven by an increase in demand for SpringTouch™ spring-pin cards
  - Advanced probe card revenue up 21% q-o-q
- Completed installation of 3 new Direct Dock probe card analyzers in the US, Taiwan and Vietnam
  - Enhances SV's ability to test customers' Advanced Probe Cards



Advanced Probe Card  
Technologies

## Distribution & Services Solutions

- Sales grew 31% sequentially and 21% year-on-year
- Improvement was as a result of deliverance of some major projects during the quarter partially offset by loss of revenues arising from the cessation of fixturing and pump refurbishment activities
- DSS will continue to cultivate recurring sales, build right partnerships & products and enhance cost-sales efficiencies



MediDispense Cart



Optical Inspection System



Furnance & Heating Elements



X-ray & VUV Metrology Solutions

We remain cautious over our business prospects for the first half of 2013 and would continue to be vigilant of our market environment. The Group would continue to focus on building business resiliency and sustainability.

- 1) Uncertain macroeconomic conditions such as the fiscal and credit issues as well as accompanying policies in the US and Europe to continue to limit spending/production across the supply chain and consumer demand. World Bank had cut its growth forecast for the world economy to 2.4% in 2013 from 3% estimated in June 2012.
- 2) Weakness in PC demand and inventories rationalisation across the semiconductor industry are expected to impact orders at our customers.
- 3) Cautious over the sustainability of November's above typical seasonal growth rates for worldwide semiconductor sales reported by Semiconductor Industry Association on 4 January 2013 following second consecutive month of strong growth seen in the Americas region. The higher payroll taxes and continuing economic uncertainty in the US, for instance, are expected to impact market demand.



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

Investor Relations Contact:

Ong Suat Lian



: +65 63118500



: [ir@ellipsiz.com](mailto:ir@ellipsiz.com)