

# ellipsiz

## 1QFY14 Results Presentation For Financial Period Ended 30 Sep 13

6 November 2013



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# 1QFY14 Results Summary

| Results highlights<br>S\$'million | 1QFY14* | Year on Year |        | Sequential |         |
|-----------------------------------|---------|--------------|--------|------------|---------|
|                                   |         | 1QFY13       | Change | 4QFY13*    | Change  |
| Revenue                           | 34.2    | 29.6         | 16%    | 30.7       | 11%     |
| Gross Profit                      | 8.7     | 7.5          | 16%    | 8.2        | 6%      |
| Gross Profit Margin               | 25%     | 25%          | 0 ppt  | 27%        | (2 ppt) |
| Net Profit after Tax & MI         | 6.3     | 0.3          | 1777%  | 2.8        | 123%    |
| Net Profit after Tax & MI Margin  | 18%     | 1%           | 17 ppt | 9%         | 9 ppt   |
| Basic EPS (cts)                   | 1.14    | 0.06         | 1800%  | 0.51       | 124%    |
| Diluted EPS (cts)                 | 1.14    | 0.06         | 1800%  | 0.51       | 124%    |
| Shareholders' equity              | 111.1   | 99.8         | 11%    | 104.5      | 6%      |
| NAV per share (cts)               | 20.09   | 18.05        | 11%    | 18.90      | 6%      |

\*Included in the net profits for 1QFY14 and 4QFY13 were some Specific Items (SI). Please refer to slide 5 for details.



# 1QFY14 Results Summary

| Results highlights<br>S\$'million    | 1QFY14<br>(excl SI) | Year on Year        |             | Sequential          |              |
|--------------------------------------|---------------------|---------------------|-------------|---------------------|--------------|
|                                      |                     | 1QFY13<br>(excl SI) | Change      | 4QFY13<br>(excl SI) | Change       |
| <b>Revenue</b>                       | <b>34.2</b>         | <b>29.6</b>         | <b>16%</b>  | <b>30.7</b>         | <b>11%</b>   |
| <b>Gross Profit</b>                  | <b>8.7</b>          | <b>7.5</b>          | <b>16%</b>  | <b>8.2</b>          | <b>6%</b>    |
| Gross Profit Margin                  | 25%                 | 25%                 | 0 ppt       | 27%                 | (2 ppt)      |
| <b>Net Profit after Tax &amp; MI</b> | <b>1.1</b>          | <b>0.3</b>          | <b>227%</b> | <b>3.1</b>          | <b>(64%)</b> |
| Net Profit after Tax & MI Margin     | 3%                  | 1%                  | 2 ppt       | 10%                 | (7 ppt)      |
| <b>Basic EPS (cts)</b>               | <b>0.20</b>         | <b>0.06</b>         | <b>233%</b> | <b>0.56</b>         | <b>(64%)</b> |
| <b>Diluted EPS (cts)</b>             | <b>0.20</b>         | <b>0.06</b>         | <b>233%</b> | <b>0.56</b>         | <b>(64%)</b> |
| <b>Shareholders' equity</b>          | <b>111.1</b>        | <b>99.8</b>         | <b>11%</b>  | <b>104.5</b>        | <b>6%</b>    |
| <b>NAV per share (cts)</b>           | <b>20.09</b>        | <b>18.05</b>        | <b>11%</b>  | <b>18.90</b>        | <b>6%</b>    |

Specific Items (SI) were listed in slide 5.

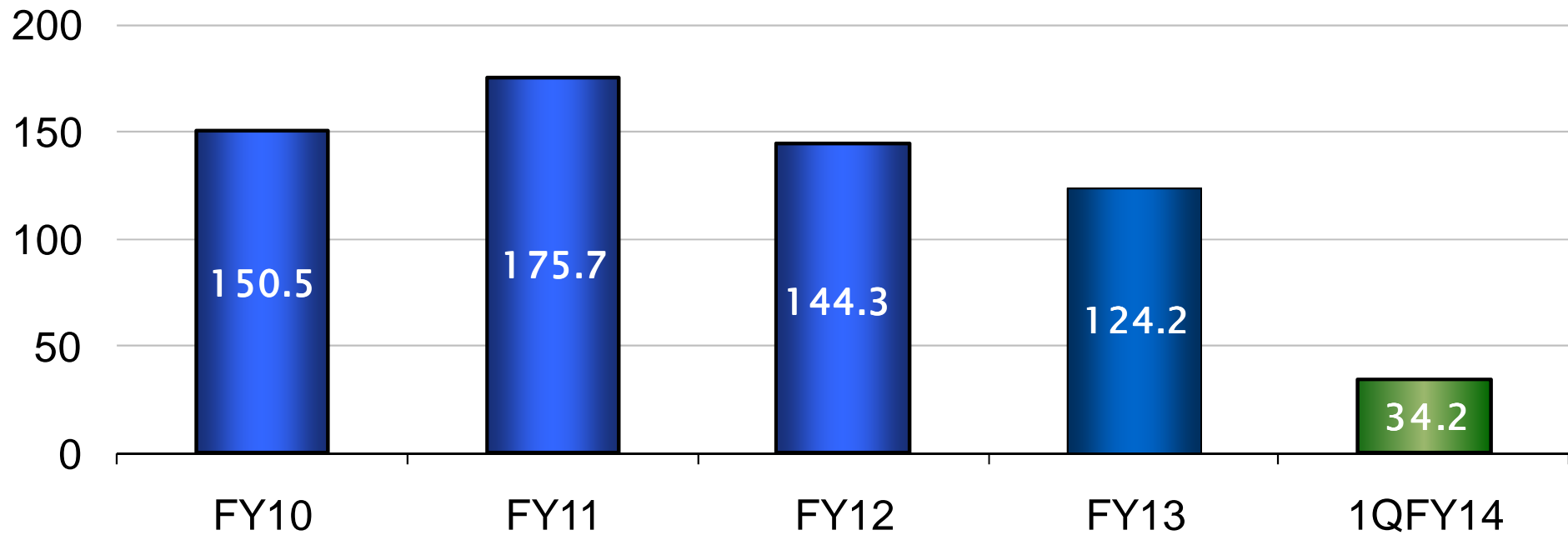


# 1QFY14 Results Summary

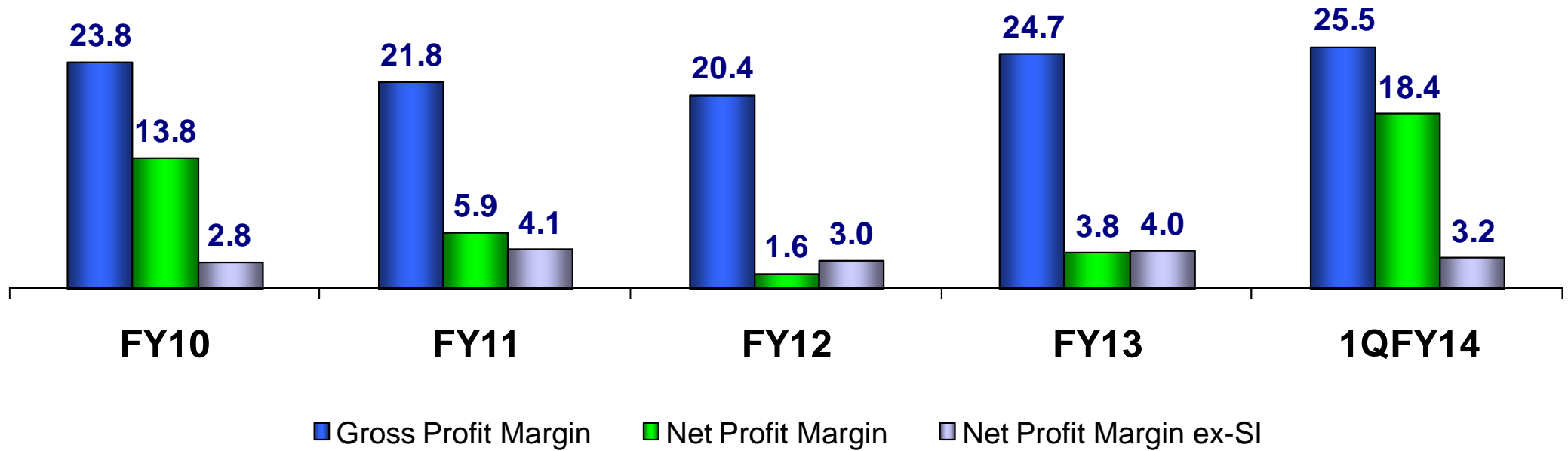
| Specific Items* (S\$ million)   | 1QFY14       | 4QFY13     |
|---|--------------|------------|
| Relating to the business acquisition of Tokyo Cathode Laboratory (TCL)                          |              |            |
| - Negative goodwill   | (11.5)       | -          |
| - Post-acquisition integration and restructuring cost   | 5.2          | -          |
| - Business acquisition cost during the quarter  | 1.1          | -          |
| Project cost relating to TCL acquisition project that has not been completed as at 30 June 2013 | -            | 0.3        |
| <b>Total</b>  | <b>(5.2)</b> | <b>0.3</b> |

*\* For ease of analysing the operating results, the above (income) / charges (hereinafter known as “Specific Items” or “SI”) were excluded.*

## Revenue (S\$m)

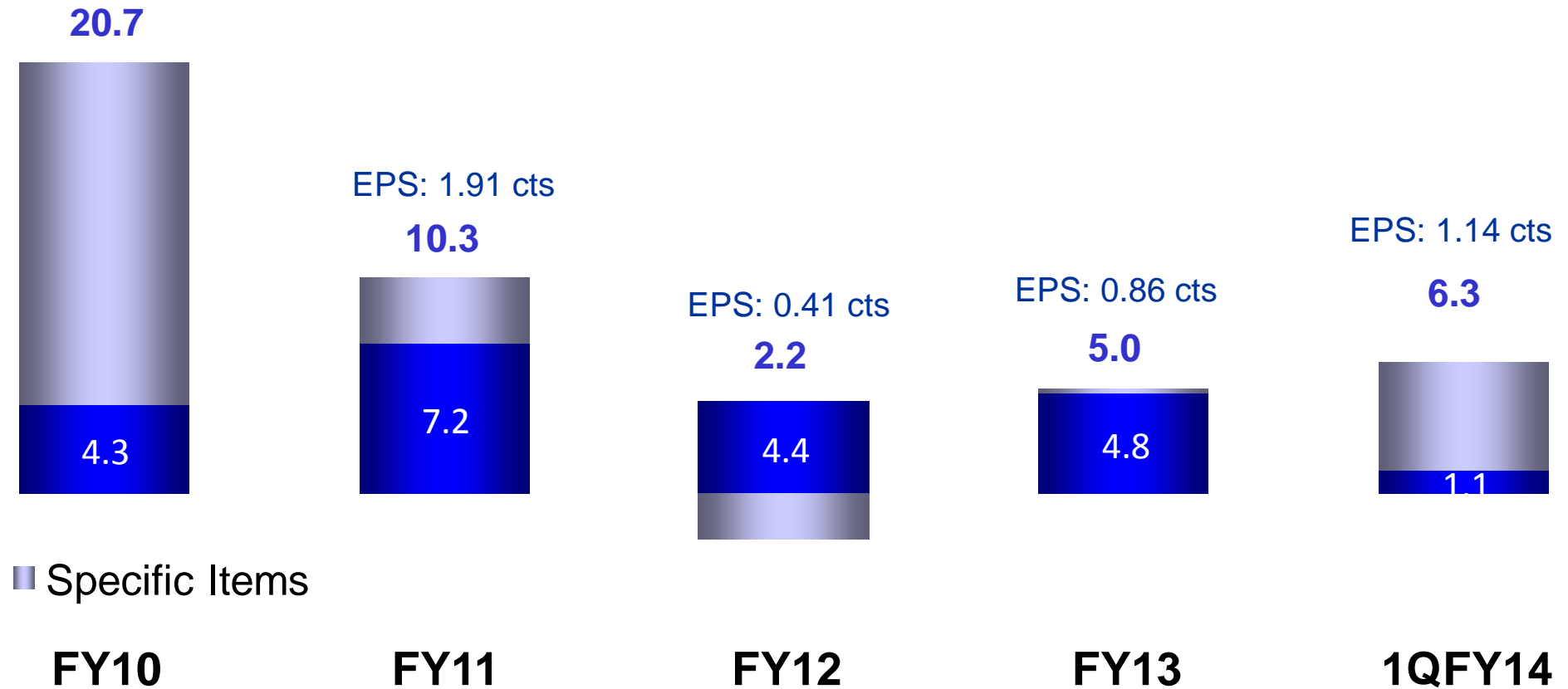


## Margin as % of Revenue



S\$ million

EPS: 4.05 cts

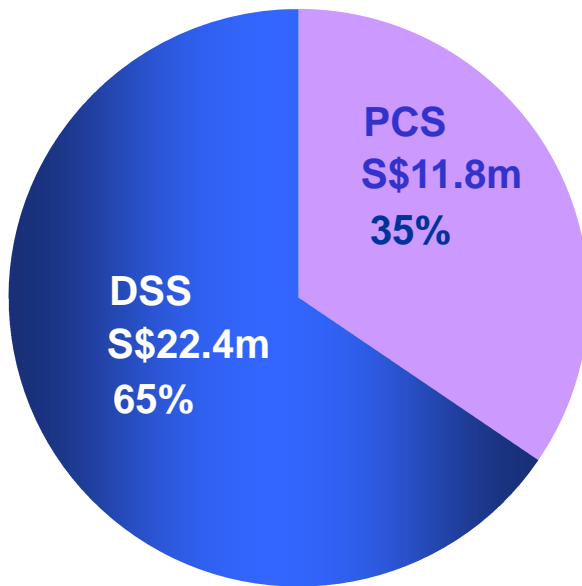


\* 1QFY14 & FY13 EPS based on weighted average of approximately 553 million shares



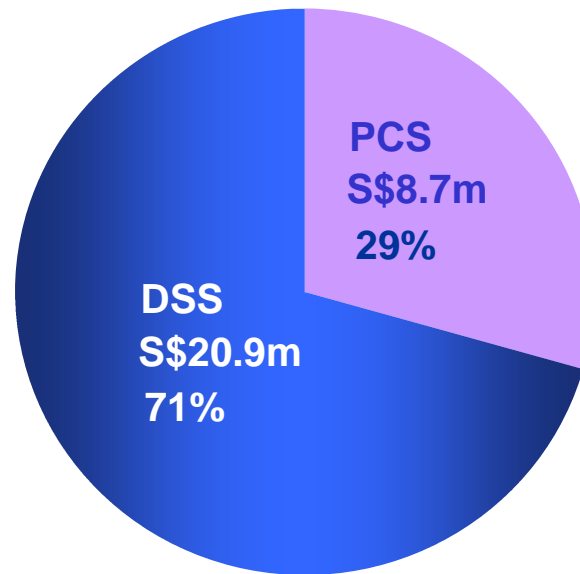
## Revenue (S\$m)

### 1QFY14



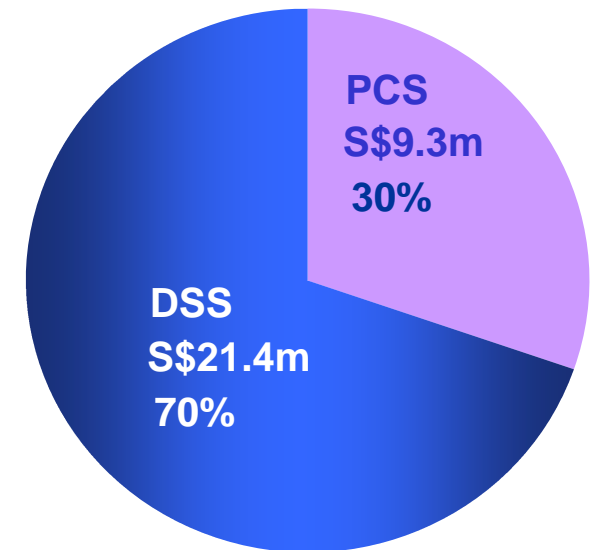
**S\$34.2 million**

### 1QFY13



**S\$29.6 million**

### 4QFY13



**S\$30.7 million**

**DSS : Distribution and Services solutions**  
**PCS : Probe Card solutions**

# Segment Performance

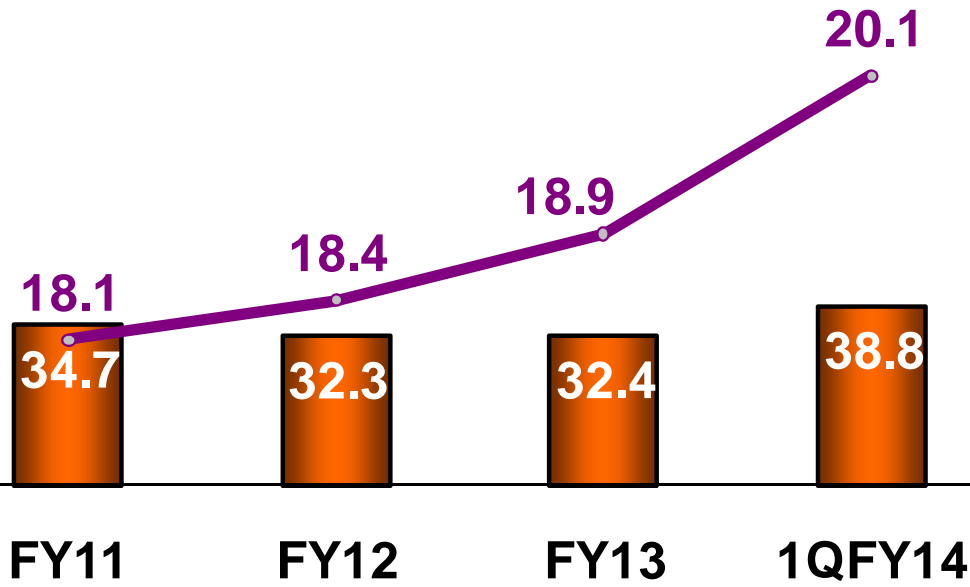
|  |               | Year on Year |            | Sequential  |            |
|--|---------------|--------------|------------|-------------|------------|
|  |               | 1QFY13       | Change     | 4QFY13      | Change     |
| <b>Revenue (S\$m)</b>                        | <b>1QFY14</b> |              |            |             |            |
| <b>Probe Card solutions</b>                  | <b>11.8</b>   | <b>8.7</b>   | <b>35%</b> | <b>9.3</b>  | <b>27%</b> |
| <b>Distribution &amp; Services solutions</b> | <b>22.4</b>   | <b>20.9</b>  | <b>7%</b>  | <b>21.4</b> | <b>5%</b>  |
| <b>Total</b>                                 | <b>34.2</b>   | <b>29.6</b>  | <b>16%</b> | <b>30.7</b> | <b>11%</b> |

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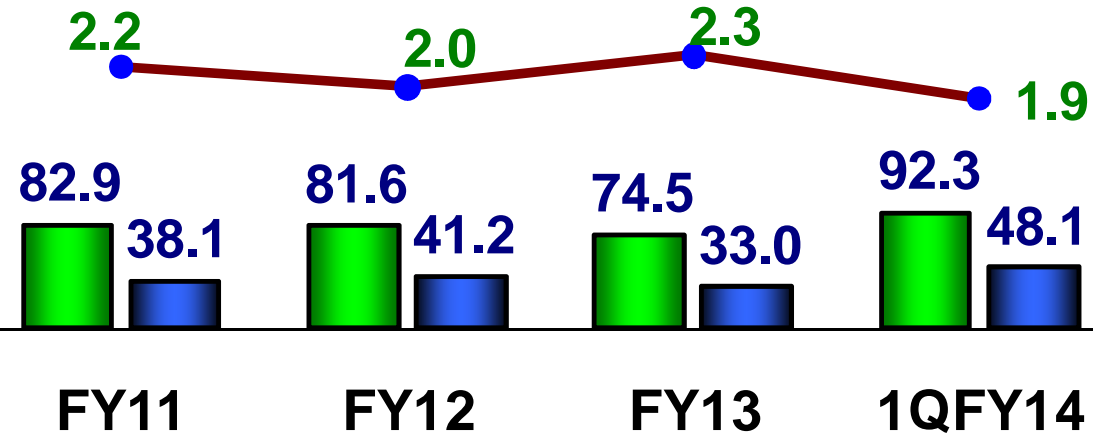
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# Balance Sheet Highlights

## Maintaining healthy balance sheet

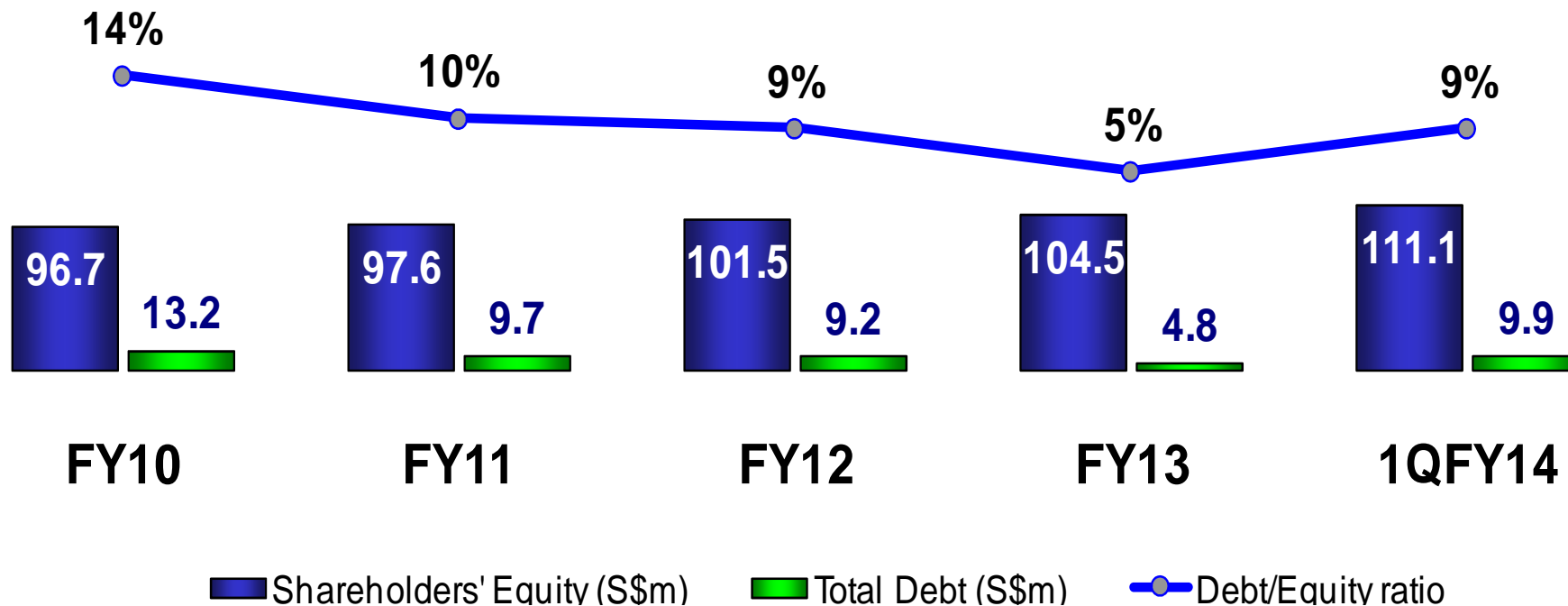


■ Cash & Cash Equivalents (S\$m)  
—●— NAV per Share (cts)



■ Current Assets (S\$m)    ■ Current Liabilities (S\$m)  
—●— Current Ratio

## Debt to equity ratio



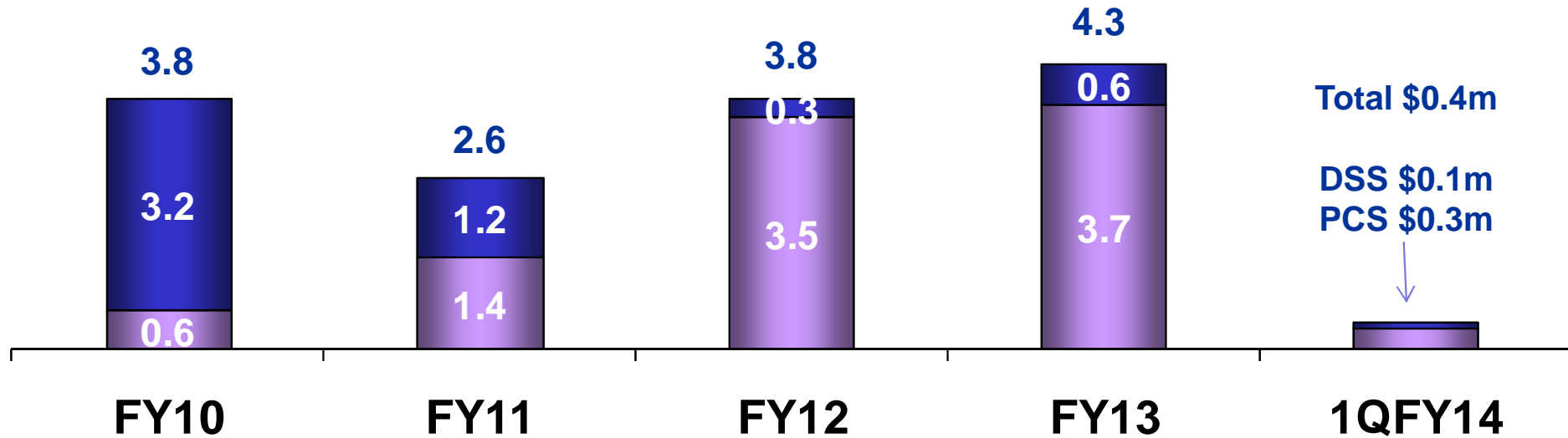
# 1QFY14

## Capital Expenditure

# Capital Expenditure

Capital Expenditure (\$m)

- Distribution & Services Solutions
- Probe Card Solutions



**1QFY14**  
Business Updates  
&  
Outlook



# ellipsiz 1QFY2014 Business Updates

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## Probe Card Solutions

- Revenue (in US dollar terms) increased by 34% compared to the corresponding quarter of the previous financial year, mainly due to the revenue contribution from newly acquired business and activity.
- Widespread uncertainty still exists in the semiconductor equipment market
  - SEMI reports that the industry is experiencing “lower bookings due to seasonal softening and near-term deferral in capital spending” (semi.org, October 21, 2013)
- Completed the business transfer agreement with Tokyo Cathode Laboratory (TCL) on August 30
  - Integration of PCS and newly acquired facilities and products on track per integration schedule
- Increasing orders for full turnkey Direct Dock projects which includes PCB design, probe head and probe card assembly
- Developing an 80µm probe for lower force, full array Copper Pillar applications - driving SV TCL leadership within this emerging market

## Distribution & Services Solutions

- Sales increased by 5% sequentially and 7% year-on-year (y-o-y)
- Growth momentum in 4QFY13 continued into 1QFY14 supported by trading activities and DSS' focus on recurring revenues
- Increase y-o-y came amidst a low base comparison in 1QFY13 owing to conservative capex at our customers and loss of revenues from fixturing & pump refurbishment activities
- Focus on enhancing recurring sales and efficiency through proactive inventory management and rigorous costs control



**Consumable Specialities & Solutions**

We are cautious over our operating and performance prospects for the rest of 2013. Global economic, financial and geopolitical development remains volatile.

- 1) IMF had shaved its 2013 global growth forecast by 0.3 percentage point to 2.9% and 2014 forecast by 0.2 percentage points to 3.6% in its latest World Economic Outlook. It warned that the outlook could get bleaker if the US political stand-off over finances drags on
- 2) Inventory correction in the IC supply chain, weakening demand for certain high-end mobile devices and slow seasonal demand are factors expected to negate our performance
- 3) Nevertheless, we remained committed to sustain growth and performance for FY14.

**Thank you!**  
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