

For Immediate Release

EXCELPOINT POSTS REVENUE OF US\$977.0 MILLION FOR FY2019

- *The Group has stayed resilient for FY2019 and continues to pursue new business opportunities while closely monitoring market developments.*
- *While the trade tensions have cooled, business environment remains uncertain due to coronavirus outbreak but the Group is putting in place business continuity plans.*
- *Business potentials stemming from the rise of 5G.*

<i>(US\$ million)</i>	<i>4Q2019</i>	<i>4Q2018</i>	<i>Change (%)</i>	<i>FY2019</i>	<i>FY2018</i>	<i>Change (%)</i>
<i>Revenue</i>	<i>258.9</i>	<i>271.7</i>	<i>(4.7)</i>	<i>977.0</i>	<i>1,256.0</i>	<i>(22.2)</i>
<i>Gross Profit</i>	<i>11.7</i>	<i>14.0</i>	<i>(16.3)</i>	<i>54.2</i>	<i>67.8</i>	<i>(20.1)</i>
<i>Gross Margin (%)</i>	<i>4.5</i>	<i>5.2</i>	<i>(0.7)</i>	<i>5.5</i>	<i>5.4</i>	<i>0.1</i>
<i>Net Profit</i>	<i>0.3</i>	<i>1.9</i>	<i>(83.8)</i>	<i>1.6</i>	<i>8.1</i>	<i>(80.3)</i>
(US cents)						
	<i>As at 31 Dec 19</i>	<i>As at 31 Dec 18</i>	<i>Change (%)</i>			
<i>Net Assets Value per Ordinary share</i>	<i>64.06</i>	<i>65.33</i>	<i>(1.9)</i>			

Singapore, 12 February 2020 - SGX Mainboard-listed Excelpoint Technology Ltd ("*Excelpoint*" or "*the Group*") announces a revenue of US\$977.0 million and a profit after tax of US\$1.6 million for FY2019.

Commenting on the Group's performance for FY2019, Mr. Albert Phuai Yong Hen, Chairman and Group Chief Executive Officer, said, "2019 was a challenging year for our industry with ongoing US-China trade tensions and geopolitical uncertainties. Notwithstanding these headwinds, our team has stayed resilient with a vigilant approach in managing our costs and cash flows, while seeking for new opportunities in the market. Excelpoint continues to stay focused on enhancing our core capabilities to provide more value added services to our partners. We are also seeing new potentials in our focused segments such as infrastructure and industrial with the rise of 5G. As we enter the new year with strategies in place, we believe the team is strengthened to capture new businesses and emerge stronger."

INCOME STATEMENT

The Group's revenue decreased by 22.2% from US\$1,256.0 million to US\$977.0 million, and gross profit decreased by 20.1% from US\$67.8 million to US\$54.2 million, due to lower sales from the Singapore and Hong Kong business units.

Other income increased by 69.0% from US\$0.9 million to US\$1.6 million mainly due to non-recurring engineering income recognised in FY2019.

Sales and distribution costs decreased by 8.1% from US\$34.7 million to US\$31.9 million, and general and administrative expenses decreased by 20.8% from US\$18.6 million to US\$14.7 million, mainly due to lower staff costs including directors' remuneration, lower foreign exchange loss arising from the translation of foreign currency denominated balances into functional currency and reduced travelling expenses from cost savings initiatives.

Interest expense decreased by 17.7% from US\$6.8 million to US\$5.6 million mainly due to lower borrowings.

Overall, the Group reported profit after taxation of US\$1.6 million for FY2019.

CASHFLOW AND FINANCIAL POSITION

The Group's net cash flows generated from operating activities was US\$45.6 million in FY2019 as compared to US\$11.2 million in FY2018. This was mainly due to lower working capital requirements.

Net cash flows used in investing activities was US\$1.1 million in FY2019 as compared to US\$2.8 million in FY2018. This was mainly due to lower purchase of property, plant and equipment.

Net cash flows used in financing activities was US\$50.6 million in FY2019 as compared to net cash flows generated from financing activities of US\$2.2 million in FY2018. This was mainly due to lower borrowings.

Cash and short-term deposits was US\$14.5 million as at 31 December 2019 as compared to US\$20.6 million as at 31 December 2018.

Non-current assets increased from US\$6.7 million to US\$10.5 million as at 31 December 2019 mainly due to the recognition of right-of-use assets upon adoption of SFRS(I) 16 on 1 January 2019 and purchase of other investment. This was partially offset by the disposal of investment security.

Current assets decreased from US\$377.4 million to US\$320.7 million as at 31 December 2019 mainly due to decrease in trade and other debtors of US\$33.1 million due to lower sales, decrease in stocks of US\$17.0 million due to lower purchase of stocks and decrease in cash and short-term deposits of US\$6.1 million.

Current liabilities decreased from US\$306.2 million to US\$253.2 million as at 31 December 2019 mainly due to decrease in interest-bearing loans and borrowings of US\$44.3 million, decrease in trade and other creditors of US\$10.8 million and partially offset by increase in current lease liabilities of US\$2.4 million due to recognition of lease liabilities upon adoption of SFRS(I) 16.

Non-current liabilities of US\$1.3 million as at 31 December 2019 was mainly due to the recognition of lease liabilities upon adoption of SFRS(I) 16.

Overall, shareholders' equity decreased from US\$77.9 million to US\$76.7 million as at 31 December 2019, mainly due to the dividend on ordinary shares of US\$3.5 million. This was partially offset by net profit of US\$1.6 million and fair value changes on equity instrument of US\$0.5 million.

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This press release is to be read in conjunction with Excelpoint's exchange filings on 12 February 2020, which can be downloaded via www.sgx.com.

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About Excelpoint Technology Ltd (Registration No. 200103280C)

Bloomberg Code: EXLP:SP / Reuters Code: EXCE.SI / SGX Code: BDF.SI

Excelpoint Technology Ltd. (the "Company") and its subsidiaries ("Excelpoint" or the "Group") are one of the leading regional business-to-business ("B2B") platforms providing quality electronic components, engineering design services and supply chain management to original equipment manufacturers ("OEMs"), original design manufacturers ("ODMs") and electronics manufacturing services ("EMS") in the Asia Pacific region. Excelpoint Technology Ltd. has been recognised in the Top 25 Global Electronics Distributors and Top Global Distributors lists by EBN (a premier online community for global supply chain professionals) and EPSNews (a US premier news, information and data portal and resource centre for electronics and supply chain industries) respectively.

Excelpoint works closely with its principals to create innovative solutions to complement its customers' products and solutions. Aimed at improving its customers' operational efficiency and cost competitiveness, the Group has set up research and development ("R&D") centres in Singapore, China and Vietnam that are helmed by its dedicated team of professional engineers.

Established in 1987 and headquartered in Singapore, Excelpoint's business presence spans over 40 cities in more than 10 countries with a workforce of more than 700 people from different nationalities and cultural backgrounds.

For more information about Excelpoint, please visit www.excelpoint.com