



## NEWS RELEASE

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### EXCELPOINT REPORTS 30% RISE IN THIRD QUARTER'S NET PROFIT

- Revenue up by 4.8% to US\$176.6 million.
- Net profit after tax rose by 30.3% to US\$1.8 million.
- Cash and short term deposits totalled US\$10.6 million.
- Group expects to be profitable in 4Q FY2013.

**SINGAPORE, 31 October 2013** – Mainboard listed Excelpoint Technology Ltd (“Excelpoint” or the “Group” today announced another profitable quarter with US\$1.8 million in net profit after tax and revenue of US\$176.6 million.

The higher business activities across all markets gave rise to the Group’s improved performance, including better gross and net profit margins. Compared to the same quarter last financial year, net profit was 30.3% higher, increasing from US\$1.4 million to US\$1.8 million. Gross profit margin rose from 6.7% to 7.0% and net profit after tax margin improved from 0.8% to 1.0%. Revenue rose by approximately 4.8% from US\$168.6 million to US\$176.6 million.

Total operating expenses were up by 5.9%, rising from US\$9.9 million to US\$10.5 million, due to higher sales and distribution costs and interest costs incurred during the quarter. The Group’s working capital requirements gave rise to a net cash outflow of US\$11.0 million. This is lower than the US\$13.3 million used in the same quarter last year due mainly to profit contributions and better management of receivables and payables.

The Group's balance sheet remained healthy with net assets of US\$49.4 million. This is due largely to higher debtors balance and stock balance, offset by an increase in creditors balance and interest-bearing loans and borrowings. At the close of the quarter, the Group has US\$10.6 million in cash and short term deposits compared to US\$13.8 million in 3Q FY2012 due to deployment of cash for working capital requirements.

Into the final quarter of the financial year, the Group is optimistic about its prospects. It is confident that it will continue to operate profitably in the fourth quarter and that FY2013 will be another profitable year, barring unforeseen circumstances.

"Despite the current concerns surrounding the economic uncertainties in the US, we are confident about our prospects in the markets in China, South East Asia and India," said Mr Albert Phuai, Chairman and Group CEO of Excelpoint Technology Ltd. "We expect to see growth in all our markets in South East Asia, India and China, although the growth propensity is relatively higher in China given our extensive network there and the government's increasing focus on the country's domestic market."

### **About Excelpoint Technology Ltd (Registration No. 200103280C)**

Established in 1987, Excelpoint Technology Ltd is a total solutions provider of quality electronics components, engineering designs and supply chain services to original equipment manufacturers ("OEM"), original design manufacturers ("ODM") and electronics manufacturing services providers ("EMS") in the electronics industry.

Excelpoint has been working closely with its principals and customers to identify new trends and technologies, and to create and test new technical features that will complement their customers' products. The Group has three research and development ("R&D") centres supported by a team of dedicated R&D professionals to create innovative solutions that will help customers go to market quickly and efficiently. The total solutions and reference designs created by Excelpoint are found in a number of products and applications such as industrial instrumentation, wireless communications and consumer electronics equipment.

Headquartered in Singapore, Excelpoint has facilities and offices located in over 25 cities across the Asia Pacific region including Malaysia, Thailand, Vietnam, China, India, Indonesia, Korea, the Philippines, New Zealand and Australia. Listed on the Main-Board of the Singapore Exchange Securities Trading Limited ("SGX-ST") the Group has a workforce of more than 500 employees.

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