



## NEWS RELEASE

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### EXCELPOINT SCORES AGAIN IN ITS 3RD QUARTER PERFORMANCE

- Revenue rose to US\$200.6 million
- Net profit after tax rose to US\$1.9 million
- Group expects to be profitable in Q4 and FY2014

**SINGAPORE, 27 October 2014** - Mainboard listed Excelpoint Technology Ltd ("Excelpoint" or the "Group") today announced year-on-year increase in revenue and net profit after tax for the third quarter ended 30 September 2014 ("3Q FY2014").

At the close of the quarter under review, revenue rose to US\$200.6 million compared to US\$176.6 million in 3Q FY2013. Net profit after tax totalled US\$1.9 million compared to US\$1.8 million in the same quarter last year. The strong demand for memory products shifted the Group's product mix in 3Q FY2014, giving rise to lower gross profit margin this quarter.

Corresponding to the Group's rigorous cost-efficiency management efforts, total operating costs were lower this quarter despite high business activities. As a result, despite the lower gross profit margin, net profit margin this quarter remained unchanged.

Preparing itself for the year-end demand, the Group's inventory balance rose to US\$97.5 million (4Q FY2013: US\$76.4 million). Trade debtors balance were also higher, reflecting the higher level of business activities this quarter. Correspondingly, bank borrowings, comprising mainly trade financing facilities, rose from US\$59.3 million to US\$88.3 million due to higher working capital needs.

At the close of the quarter, cash and short-term deposits amounted to US\$7.5 million.

Commenting on the Group's prospects in the fourth quarter of this year, Mr Albert Phuay, Chairman and Group CEO said: "The positive developments in the ASEAN markets and India will create more opportunities for our business. We are optimistic about our prospects this year and will do our best to deliver another good year to our shareholders."

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

Excelpoint Technology Ltd ("Excelpoint" or the "Group") is a leading regional electronics components distributor providing quality components, engineering design services and supply chain management to original equipment manufacturers ("OEM"), original design manufacturers ("ODM") and electronics manufacturing services ("EMS") in the Asia Pacific region.

Excelpoint works closely with its principals to create innovative solutions to complement its customer's products. The Group has three research and development ("R&D") centres supported by a team of professional engineers aimed at helping customers improve operational efficiency and cost effectiveness.

Established in 1987 and headquartered in Singapore, Excelpoint's presence spans more than 25 cities across Asia Pacific. Currently, we provide employment to more than 500 people of different nationalities. Our shares are quoted on the Main-Board of the Singapore Exchange ("SGX").

For more information about Excelpoint, please visit [www.excelpoint.com](http://www.excelpoint.com)

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