



## NEWS RELEASE

### EXCELPOINT DELIVERS A STRONG FY2016 WITH A 19.3% GROWTH IN REVENUE AND A 62% INCREASE IN NET PROFIT AFTER TAX

	Fourth Quarter			Full Year		
	4Q2016	4Q2015	Increase/ (Decrease) (%)	FY 2016	FY 2015	Increase/ (Decrease) (%)
Revenue (US\$'000)	250,220	222,881	12.3%	988,240	828,283	19.3%
Net Profit After Taxation (US\$'000)	2,554	1,119	128.2%	7,053	4,355	62.0%

**SINGAPORE, 15 February 2017** - Main board listed Excelpoint Technology Ltd ("Excelpoint" or "the Group") today announced a 12.3% increase in the Group's revenue from US\$222.9 million in 4Q2015 to US\$250.2 million in 4Q2016. Net profit after tax increased by 128.2% from US\$1.1 million in 4Q2015 to US\$2.6 million in 4Q2016.

Total expenses decreased by 1.8% from US\$11.4 million in 4Q2015 to US\$11.2 million in 4Q2016. Interest expense increased by 49.2% from US\$0.5 million in 4Q2015 to US\$0.8 million in 4Q2016 mainly due to higher borrowings arising from the increase in working capital needs.

#### Comparing FY2016 to FY2015

The Group's revenue increased by 19.3% from US\$828.3 million in FY2015 to US\$988.2 million in FY2016. Net profit after tax increased by 62.0% from US\$4.4 million in FY2015 to US\$7.1 million in FY2016.

Total expenses increased by 8.6% from US\$41.1 million in FY2015 to US\$44.7 million in FY2016, mainly due to net foreign exchange loss arising from the translation of balances denominated in foreign currency into functional currency, higher rental and staff costs. The interest expense increased by 38.4% from US\$1.8 million in FY2015 to US\$2.5 million in FY2016 mainly due to higher borrowings arising from the increase in working capital needs.

As at 31 December 2016, the Group's net current assets increased to US\$63.4 million from US\$53.2 million as at 31 December 2015. This was mainly due to the increase in stock and trade debtors, which was partially offset by the increase in interest-bearing loans and borrowings and trade creditors and accruals. The Group's cash and short term deposits was US\$16.6 million as at 31 December 2016 as compared to US\$10.7 million as at 31 December 2015.

Overall, shareholders' equity increased to US\$68.3 million from US\$57.2 million as at 31 December 2015, mainly due to the profit for the year of US\$7.1 million and issuance of new shares of US\$5.8 million. This was partially offset by the payment of dividends of US\$1.9 million during the year.

Commenting on the Group's performance, Mr Albert Phuay, Chairman and Group CEO said: "2016 was a challenging year with the slowdown of the economy. Despite this, the Group's commitment in capturing new businesses and new product lines have contributed to the growth in our business."

On his outlook for the new financial year, Mr. Phuay said: "The challenging economic climate will prevail due to political uncertainties across the globe. However, the electronics industry will continue to see more opportunities arising, especially with the announcements of new developments in the recent Consumer Electronics Show 2017 by global leaders. With many government projects kick starting and the recent spotlight on the Internet of Things, we see increasing demand for our solutions and products. We have recently set up a lab in India to enhance our value-added services in applications designing so as to strengthen our positioning. We are also actively seeking more product lines to broaden our offering. Notwithstanding the challenging business environment, the Group will continue to capture new business opportunities and focus on delivering sustainable growth."

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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. It ranks among the Top 25 Global Franchised Distributors List from EBN in 2016.

Excelpoint works closely with its principals to create innovative solutions to complement its customer's products. The Group has research and development ("R&D") centres in both Singapore and China 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 600 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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