



## NEWS RELEASE

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### EXCELPOINT POSTS STRONG NET PROFITS IN Q1

- Revenue rose 15.7% to US\$205.7 million
- Net profit after tax rose 23.5% to US\$0.8 million
- The Group optimistic about its prospects in the second quarter

**SINGAPORE, 4 May 2016** - Main board listed Excelpoint Technology Ltd ("Excelpoint" or "the Group") today announced a 15.7% increase in revenue which rose from US\$177.8 million in 1Q2015 to US\$205.7 million in 1Q2016. Net profit after tax for the same corresponding period rose from US\$0.7 million (1Q2015) to US\$0.8 million (1Q2016), representing an increase of approximately 23.5%.

Operationally, expenses increased from US\$9.5 million to US\$10.9 million due to increase in sales generated from 1Q2016 led to increase in distribution expenses and interest costs. The Group is constantly vigilant in improving operational and internal efficiencies processes that result in the positive financial results.

The Group generated a net cash flow surplus from operating activities of US\$18.8 million, an improvement from the US\$0.2 million reported in the same corresponding period. Underlying the improvement was the significantly good monitoring of stocks level, trade debtors and trade creditors this quarter.

As at 31 March 2016, net current assets rose from US\$53.2 million in 4Q2015 to US\$54.1 million due to higher cash balances, timely management of trade debtors and inventories. Similarly, net assets rose from US\$57.2 million (4Q2015) to US\$58.3 million mainly due to the decrease in trade creditors, accruals and interest-bearing loans. Cash and short-term deposits balances rose from US\$10.7 million (4Q2015) to US\$11.1 million at the close of 1Q2016.

Commenting on the Group's performance in the first quarter, Mr. Albert Phuyay, Chairman and Group CEO said: "Our strong position in the market has enabled us to stay abreast of competition and this is reflected in our performance in the first quarter. We will continue to monitor our business carefully in view of the uncertain economic climate."

On the prospects ahead, the Group is optimistic that it will still see business growth in the next quarter, albeit the uncertain global economic conditions. Demand from the China market will continue to grow and the Group will explore new opportunities in India and Sri Lanka in the areas of green energy, rail and automotive segments. The new product lines that have been brought into the Group have received good response from customers and will continue to contribute to the Group's performance.

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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 2015.

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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