



News Release

EXCELPOINT DELIVERS 231% RISE IN 3Q NET PROFIT AFTER TAX

- Revenue rose 38.7% to US\$168.6 million
- Net profit after tax up by 231.3% to US\$1.4 million
- Balance sheet remains strong with cash and cash equivalents of US\$10.0 million
- Group expects a profitable FY2012, barring unforeseen circumstances

SINGAPORE, 31 October 2012 – Main board listed Excelpoint Technology Ltd (“Excelpoint” or the “Group”) reported strong third quarter performance with a 231.3% year-on-year increase in net profit after tax.

Revenue rose by 38.7% from US\$121.5 million (3Q FY2011) to US\$168.6 million at the close of the third quarter (3Q FY2012). Gross profit margins were lower this quarter due to the higher contribution from lower margin products. Nonetheless, with the higher revenue, the Group closed the quarter with gross profit of US\$11.3 million.

Operating expenses rose from US\$8.7 million to US\$9.9 million this quarter due to higher sales, administrative and human resource expenses.

Operating activities this quarter used a total of US\$13.3 million compared to US\$3.9 million in the same quarter last year. This is due mainly to increase of US\$11.9 million in trade debtors and decrease of US\$5.5 million in trade creditors and accruals, offset by the profit contribution of US\$1.8 million and decrease of US\$2.3 million in inventory.

The Group’s balance sheet remains strong with approximately US\$10.0 million in cash and short-term deposits. Trade creditors and accruals were lower but bank borrowings were higher this quarter due to inventory financing needs.

The Group is cautiously optimistic about its prospects in the fourth quarter of FY2012 in view of the uncertainties in many Asian economies and the economic slow-down in China.

On his expectations for the final quarter of the year, Mr. Albert Phuay, Chairman and Group CEO of Excelpoint said: "Our earlier efforts in ASEAN markets are now yielding results. As government-related projects in some of the ASEAN countries pick up speed, we are now seeing higher contributions from these markets. For FY2012, we expect that this will likely be a profitable year, barring unforeseen circumstances."

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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