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WILLAS-ARRAY ELECTRONICS (HOLDINGS) LIMITED

威雅利電子(集團)有限公司

(Incorporated in Bermuda with limited liability)

(Hong Kong stock code: 854)

(Singapore stock code: BDR)

OVERSEAS REGULATORY ANNOUNCEMENT

This overseas regulatory announcement is issued pursuant to Rule 13.10B of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

Please refer to the following pages for the document which has been published by Willas-Array Electronics (Holdings) Limited (the “Company”) on the website of Singapore Exchange Securities Trading Limited on November 16, 2017.

For and on behalf of

Willas-Array Electronics (Holdings) Limited

Leung Chun Wah

Chairman and Executive Director

Hong Kong, November 16, 2017

As at the date of this announcement, the Board comprises four Executive Directors, namely Leung Chun Wah (Chairman), Kwok Chan Cheung (Deputy Chairman), Hon Kar Chun (Managing Director) and Leung Hon Shing; and three Independent Non-executive Directors, namely Jovenal R. Santiago, Wong Kwan Seng, Robert and Iu Po Chan, Eugene.



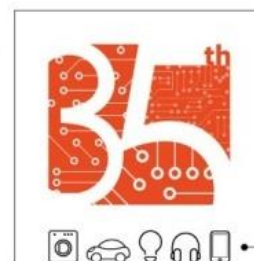
Interim Results Briefing for the first 6 months ended 30 Sep 2017

Date: 16 Nov 2017

Contents

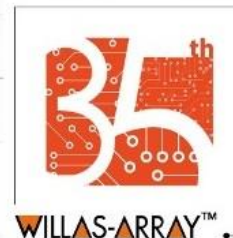


- Results Highlights
- Business Review & Corporate Update



Results Highlights

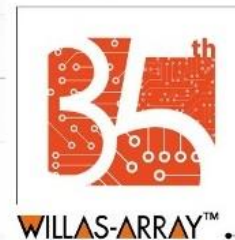
Profit And Loss



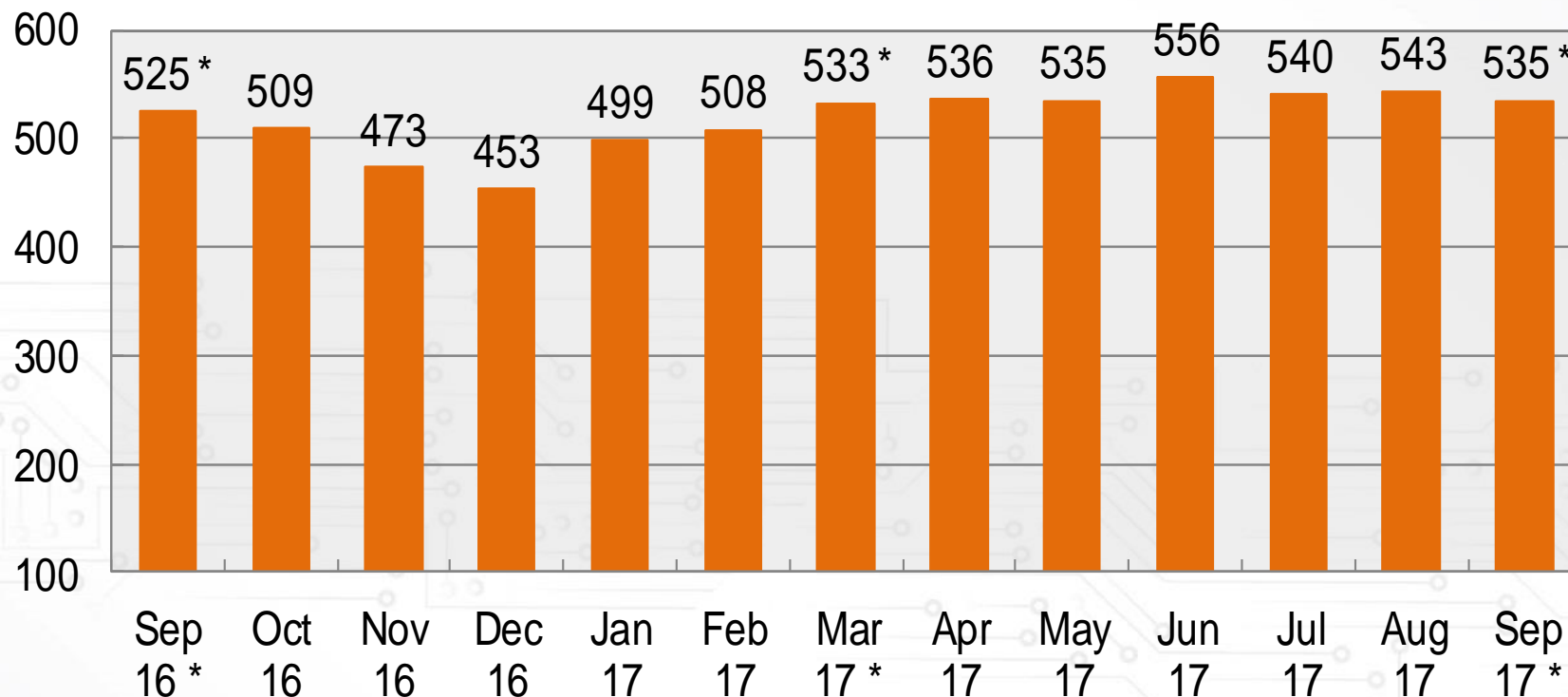
	1H FY 18 HK\$'M	1H FY 17 HK\$'M	Difference HK\$'M	% Change %
Continuing operations				
Turnover	2,354.8	2,069.9	284.9	13.8%
EBITDA	88.7	38.8	49.9	128.8%
Depreciation & Amortization	(5.4)	(6.3)	0.9	-14.7%
Finance costs	(13.9)	(11.6)	(2.3)	20.0%
Profit before tax	69.4	20.9	48.5	232.5%
Income tax expenses	(9.2)	(5.0)	(4.2)	85.9%
Profit after tax from continuing operations	60.2	15.9	44.3	278.3%
Discontinued operations				
Loss after tax from discontinued operations	–	(1.8)	1.8	NM
Profit after tax	60.2	14.1	46.1	327.9%
Non-controlling interests	–	0.5	(0.5)	NM
Profit attributable to shareholders	60.2	14.6	45.6	312.8%
EPS (HK cents)	79.21	19.30	59.91	310.4%

NM : Not meaningful

Inventory Level

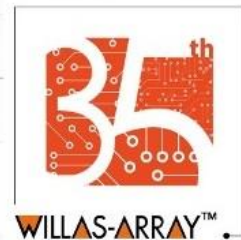


In HK\$'M

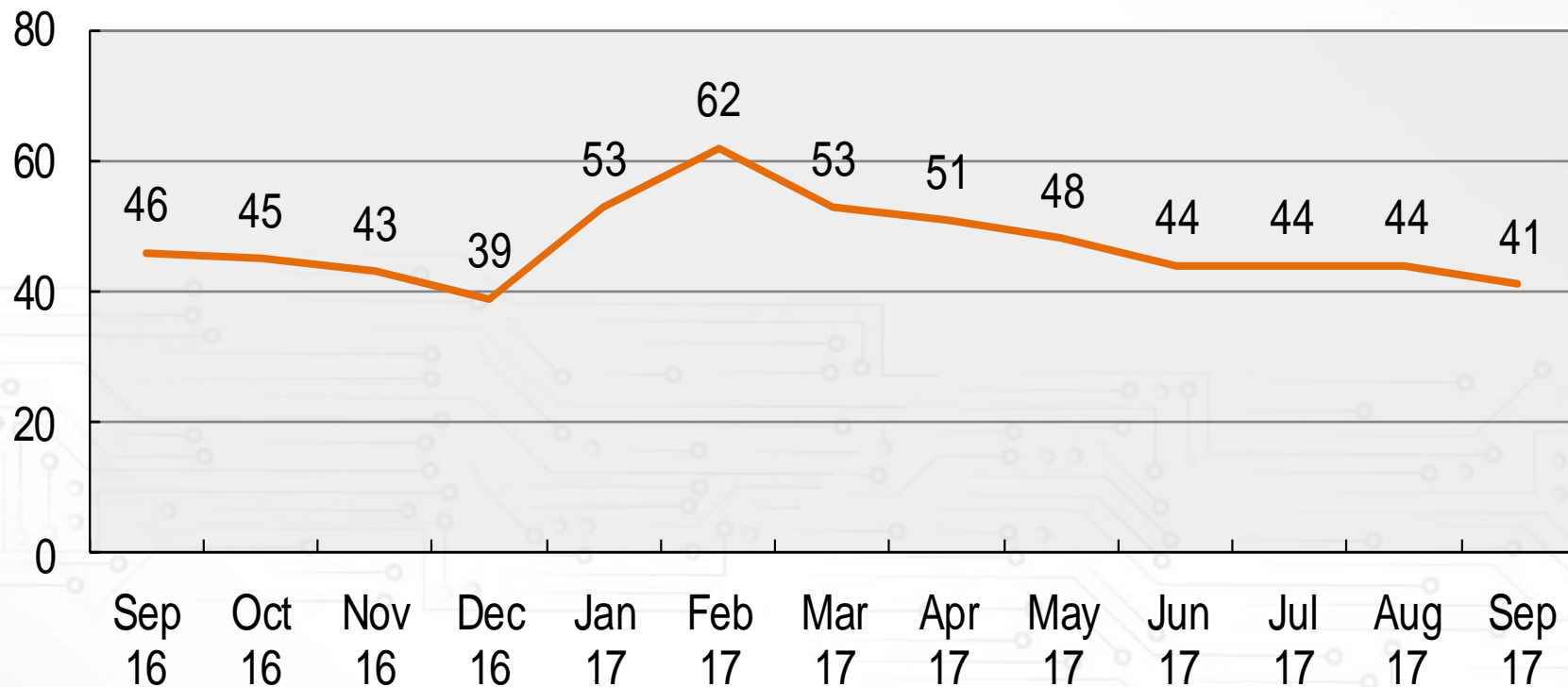


* Excluding Goods-in-Transit

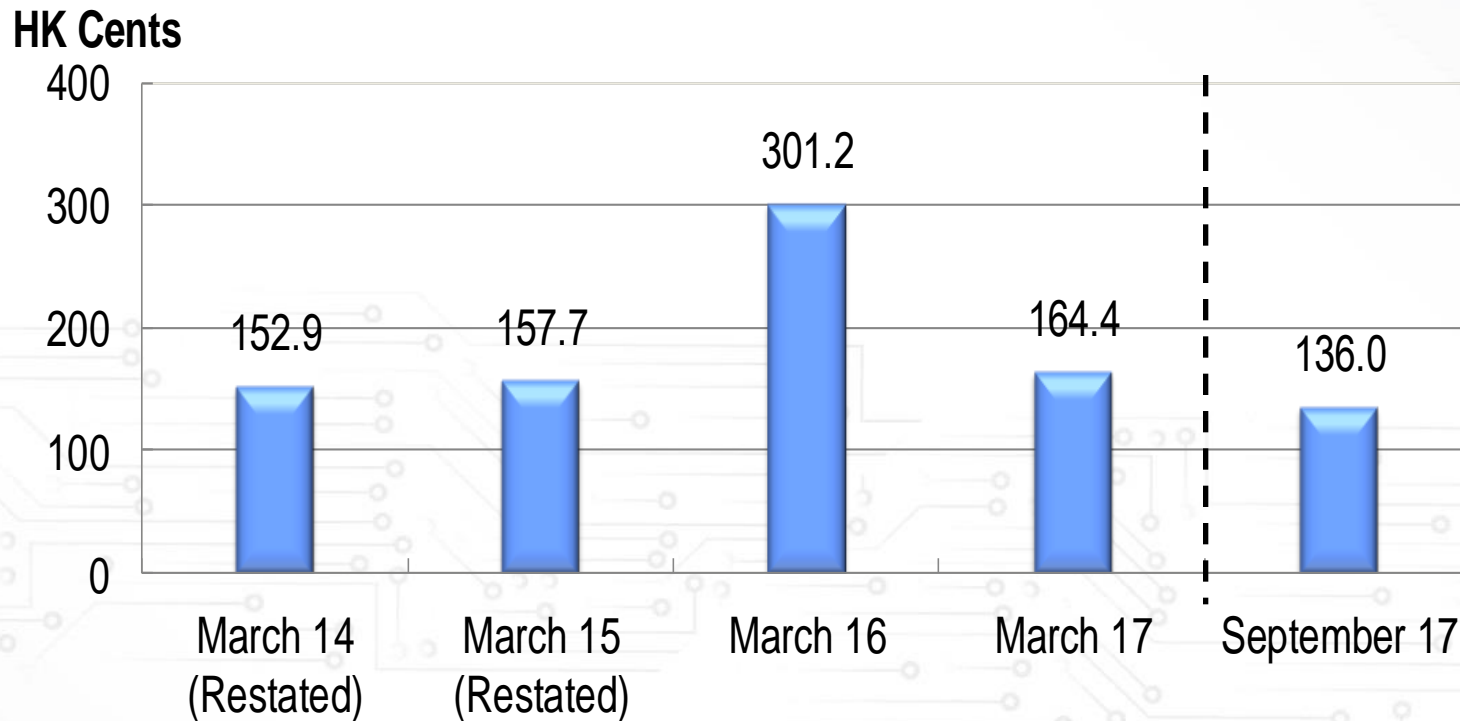
Inventory Turnover Ratio



No. of days



Net Cash Per Share



Net Cash: Cash and bank balances less bank borrowings

March 14 and March 15 figures are restated after taking the effect of 5-for-1 share consolidation effective on August 17, 2015.



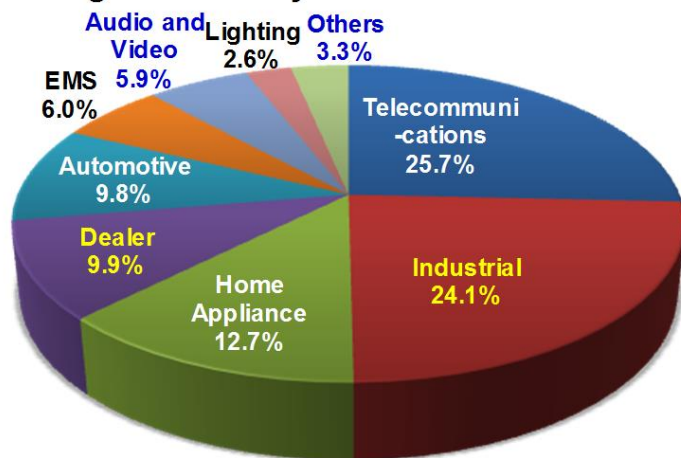
Business Review & Corporate Update

Business Segment Review

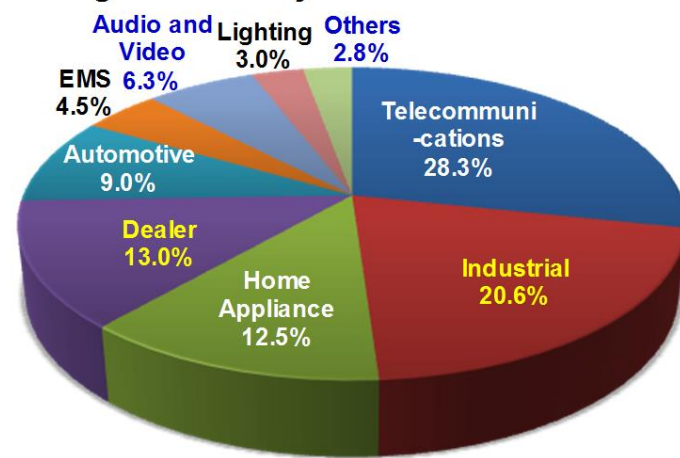
(in HK\$'000)

	1H FY2018			1H FY2017		Increase (Decrease)	
Turnover		%			%		%
Telecommunications	604,410	25.7%		586,061	28.3%	18,349	3.1%
Industrial	567,429	24.1%		426,648	20.6%	140,781	33.0%
Home Appliance	300,266	12.7%		258,848	12.5%	41,418	16.0%
Dealer	232,770	9.9%		269,925	13.0%	(37,155)	(13.8%)
Automotive	230,301	9.8%		185,143	9.0%	45,158	24.4%
EMS	140,824	6.0%		92,216	4.5%	48,608	52.7%
Audio and Video	140,468	5.9%		130,786	6.3%	9,682	7.4%
Lighting	61,126	2.6%		61,905	3.0%	(779)	(1.3%)
Others	77,158	3.3%		58,405	2.8%	18,753	32.1%
	2,354,752	100.0%		2,069,937	100.0%	284,815	13.8%

Segmental Analysis 1H FY2018



Segmental Analysis 1H FY2017





Corporate Update

Milestones



2017

Listed on the Main Board of the Stock Exchange of Hong Kong

Established Product Technical Support & Services in major cities in China. Created a win-win situation with customer via innovative solutions

2013

2008-2010

Business expanded rapidly in the Greater China Area and established the Taiwan Office.

Setup the headquarters offices of Southern and Northern China respectively in the company owned premises in Shenzhen and Shanghai.

2005

2002-2003

Listed on the Main Board of the Singapore Exchange. Willas-Array built the Application & Design Division in Hong Kong and China

Willas-Array established subsidiaries in Shanghai and Shenzhen. Also established a Bonded Warehouse in Waigaoqiao Free Trade Zone.

2001

1994-2000

Established Singapore office for Southeast-Asia market development

Group restructured and formed Willas-Array Electronics (Holdings) Limited. Hong Kong Corporate Headquarters focus to improve management efficiency. Business footprint extended to major cities in China.

1993

1990

Established Willas Company Limited and Array Electronics Limited, distributing reputable brands of electronic components

Established Array Electronics (China) Limited for China market development

1981-1982



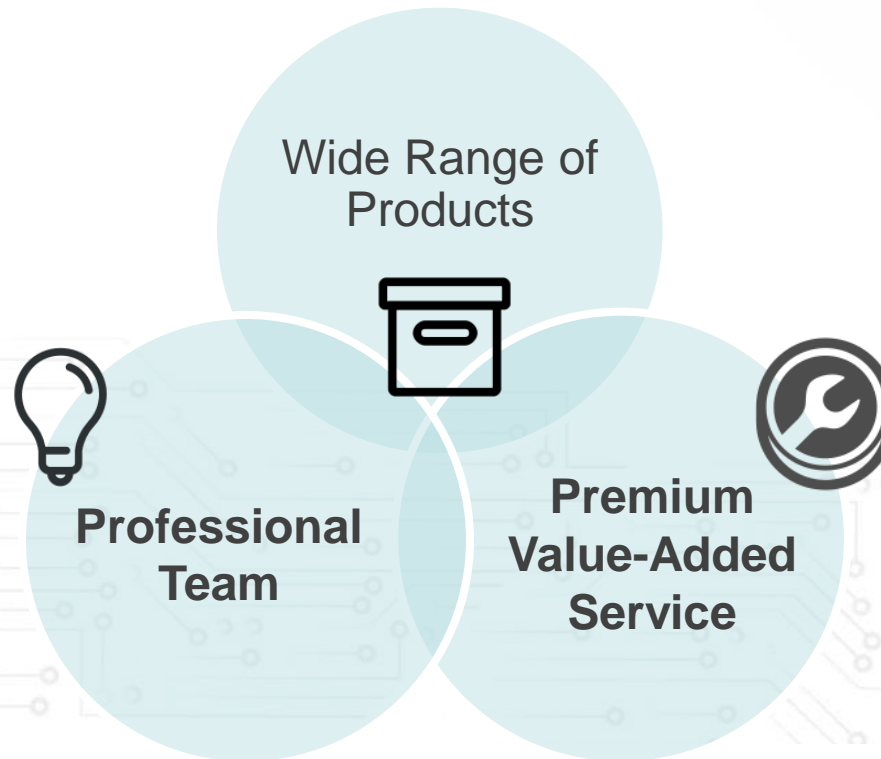
Products and Services



Suppliers

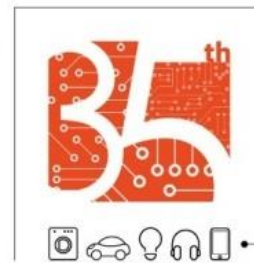


Business Scope



Our Vision 抱负

Convert Tomorrow's Innovation into Today's Opportunity
创新潜能拓展未来 • 瞻望中华掌握先机



Strengthen Our Position in China Distribution Market

Distribution Model



Distributor

Customers

Suppliers

Coverage

Connection

Local Market Knowledge

Product Bundle

Technical Support

Finance

Logistic & IT

Stock & Buffer

长安汽车
CHANGAN

GENVICT 金溢

Haier

TRULY®

vivo

AKM

muRata

JRC

New Japan Radio Co., Ltd.

ST

life.augmented

VISHAY

Distribution Model - Differentiate

Distributor

Customers

Suppliers

Coverage

Connection

Local Market Knowledge

Product Bundle

Technical Support

Finance

Logistic & IT

Stock & Buffer

Value-added Supply Chain

长安汽车
CHANGAN

GENVICT 金溢

Haier

TRULY®

vivo

AKM

muRata

JRC

New Japan Radio Co., Ltd.

ST

life.augmented

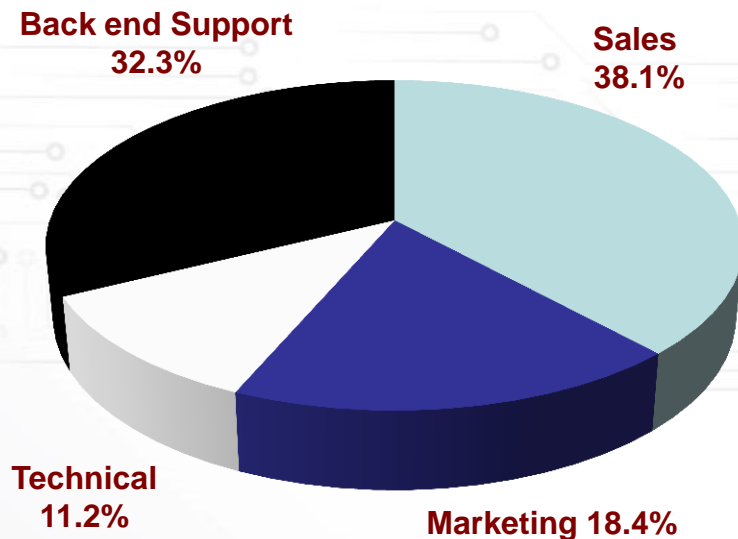
VISHAY

Strengthen Our Position in China Distribution Market

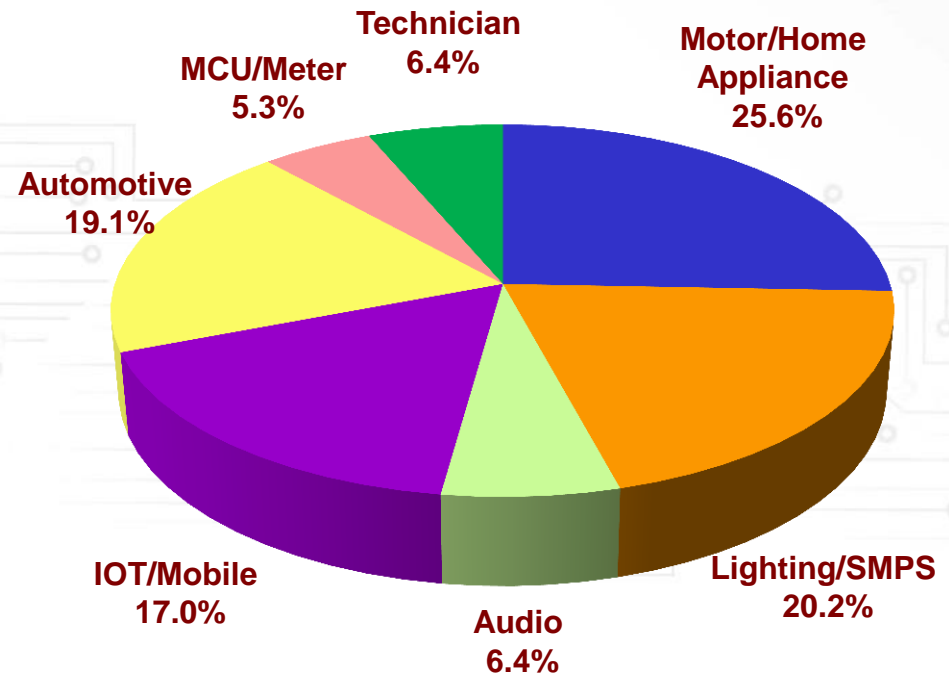


2. People

Total Staff



Total Technical Staff



**Focus on high value-added
Mid – Long term project**

Strengthen Our Position in China Distribution Market



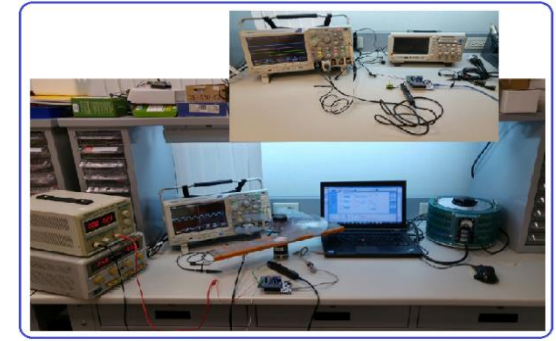
3. Engineering Facility



Shenzhen Laboratory



Shanghai Laboratory



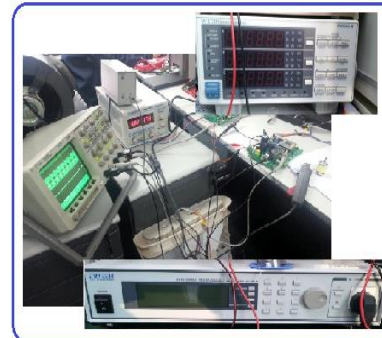
Taiwan Laboratory



**EMI Testing
Equipment**



**Loading Machines
And Analyzer**



**High Volt. DC Power
Supply Oscilloscope
& Current Probe**



**Audio Testing Room
& Equipment**

Strengthen Our Position in China Distribution Market

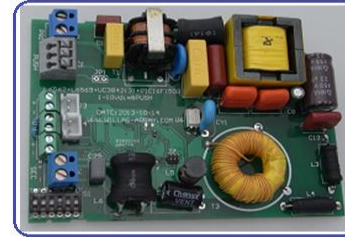
4. Production Ready Solution



E Scooter



50W LED Driver



**50W Multi-function
LED Driver**

**Consumer
Products**



Hi-end Audio



90W / 120W LED Driver



Wireless Charging

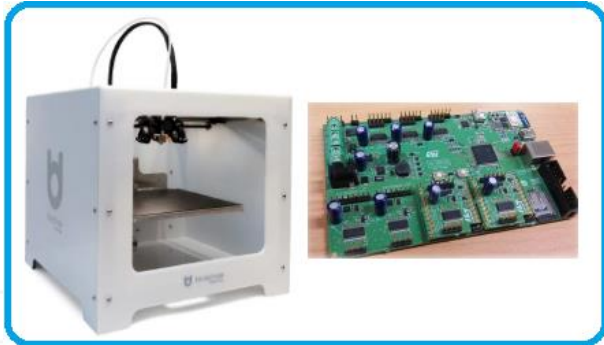


Home Appliances

Strengthen Our Position in China Distribution Market



4. Production Ready Solution



3D Printing



EV Charger



Terminal SMPS



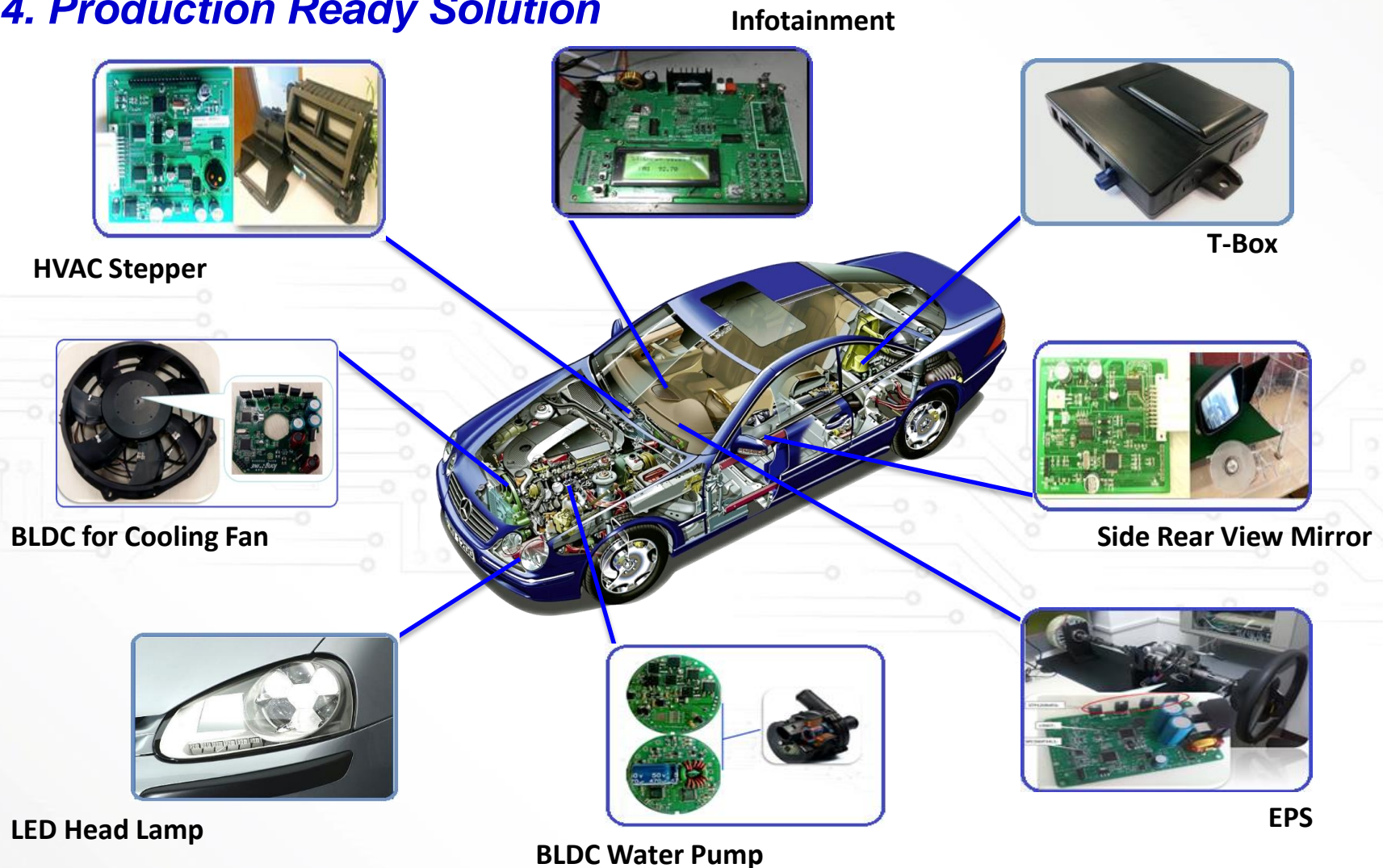
Industrials



Industrial Pump

Strengthen Our Position in China Distribution Market

4. Production Ready Solution



Target



- Differentiate ourselves to be an Engineering Professional Distributor
- Raise our Value in the Supply Chain
- Develop High value-added business
- Improve the Investment Return for our Investors



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Thank You !