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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 June 1, 2017.

By Order of the Board

Willas-Array Electronics (Holdings) Limited

Leung Chun Wah

Chairman and Executive Director

Hong Kong, June 1, 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.



FY2017 Results Briefing

June 1, 2017

Contents



- **About Us**
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 - Our Customers
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 - Strengthen Our Position in China Distribution Market

About Us

- Corporate Profile
- Products & Services - Our Principals
- Our Customers
- Investment Merits
- Business Structure

Corporate Profile



- Sales Offices
- Headquarters

- One of the largest HK-based electronics company involved in the global sourcing and regional distribution of electronics components
- Established in 1981 and listed on the Mainboard of the Singapore Exchange in 2001
- Strong network of offices in the Greater China region as well as Singapore
- Successfully achieved a dual primary listing on The Hong Kong Stock Exchange on Dec 6, 2013

Products & Services

- Our Principals



Our Customers



We have a growing pool of
over 3,000 active customers
in Hong Kong, China and
Taiwan

Investment Merits



Market insight and strong fundamentals

- Leading components distributor with a wide product range for different sectors
- Long-standing and excellent capabilities in sales and engineering
- **Extensive and growing network in China**
- **Stable and well-developed relationships** with suppliers, customers and banks

Sound management policies

- Strict financial discipline and tight capital management

Demonstrated resilience

- **Profitable since established in 1981** (except in FY09 and FY16)

Good dividend payouts and attractive dividend yield

- At least **45% payout** since listing

Business Structure



Willas-Array Electronics (Holdings) Limited

Greater China

Hong Kong

Willas-Array
Electronics
(Hong Kong)
Limited

Array
Electronics
(China)
Limited

Northern
China

Willas-Array
Electronics
(Shanghai)
Limited

Shanghai
Beijing
Qingdao
Chengdu
Chongqing

Southern
China

Willas-Array
Electronics
(Shenzhen)
Limited

Shenzhen
Guangzhou
Xiamen
Zhongshan

Taiwan

Willas-Array
Electronics
(Taiwan)
Inc.

Technical Sales & Marketing Total

Hong Kong	4	66	154
China	43	175	272
Taiwan	2	12	18
Total Staff	49	253	444

As of March 31, 2017

FY2017 Results Highlights

WILLAS-ARRAY™
Willas-Array Electronics (Holdings) Limited
威雅利電子(集團)有限公司

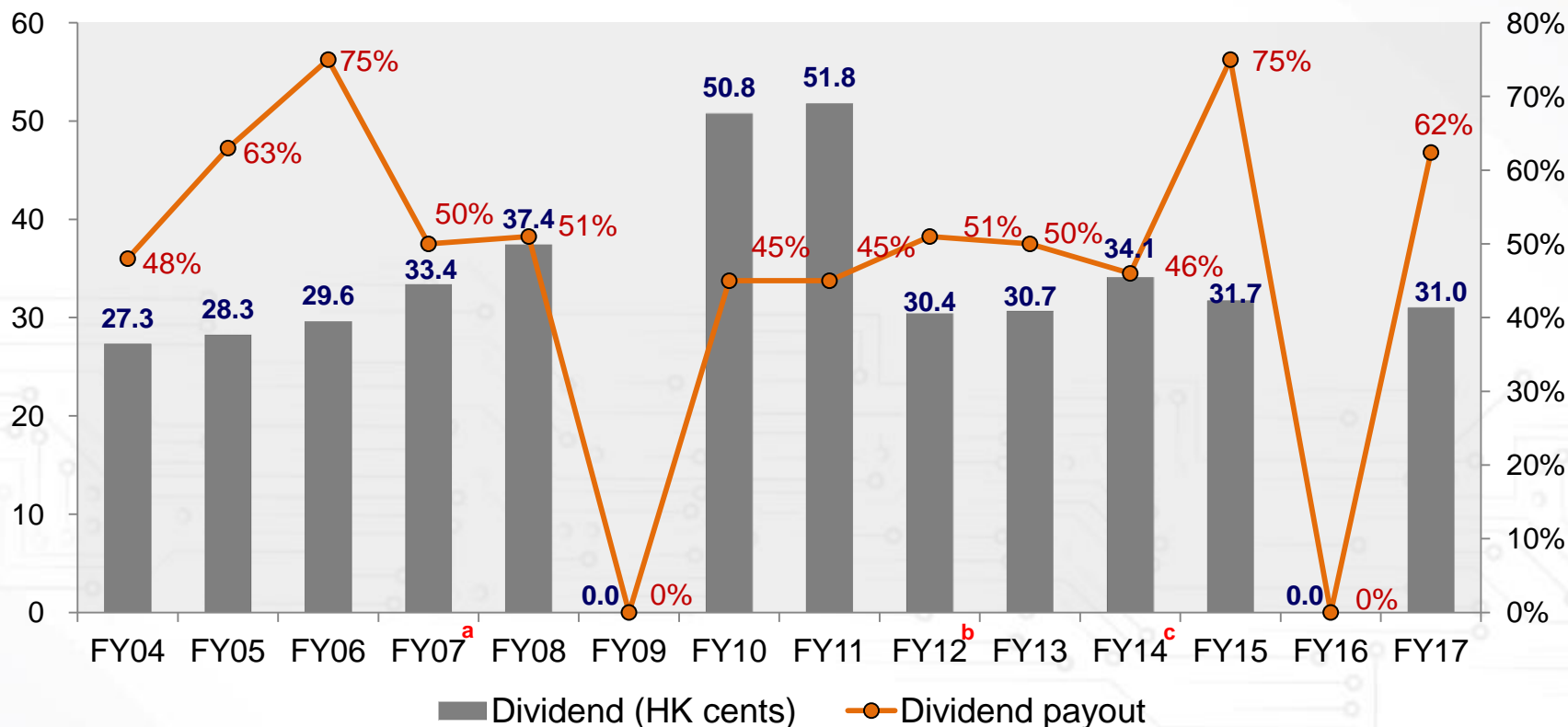


Dividend & Dividend Payout



HK cents

Dividend Payout



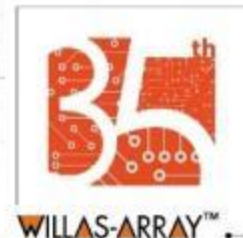
^a FY07's dividend payout excludes special dividend of 7.705 HK cents

^b FY12's dividend payout excludes special dividend of 9.132 HK cents

^c FY14's dividend payout excludes the one-off dual listing expenses

FY04's - FY16's dividend are restated after taking the effect of 5-for-1 share consolidation effective on August 17, 2015.

Profit And Loss



	FY2017 HK\$'M	FY2016 HK\$'M	Inc (Dec) HK\$'M	% Change %
Continuing operations				
Turnover	3,883.1	3,635.6	247.5	6.8%
EBITDA*	84.4	85.6	(1.2)	-1.3%
Depreciation & Amortization	(11.7)	(14.3)	2.6	-17.9%
Finance costs	(24.5)	(20.8)	(3.7)	17.8%
Profit before tax*	48.2	50.5	(2.3)	-4.5%
Income tax expenses	(9.4)	(12.1)	2.7	-22.3%
Profit after tax from continuing operations*	38.8	38.4	0.4	1.1%
Discontinued operations				
Loss after tax from discontinued operations	(1.8)	(0.1)	(1.7)	NM
Profit after tax	37.0	38.3	(1.3)	-3.4%
Minority interests	0.5	(1.5)	2.0	132.9%
Profit attributable to shareholders*	37.5	36.8	0.7	2.1%
Share of loss of associates	0.0	(38.3)	38.3	NM
Impairment loss recognised in respect of interests in associates	0.0	(70.1)	70.1	NM
Profit (loss) attributable to shareholders including associates' result	37.5	(71.6)	109.1	152.4%
EPS (LPS) (HK cents)	49.68	(94.90)	144.58	152.4%

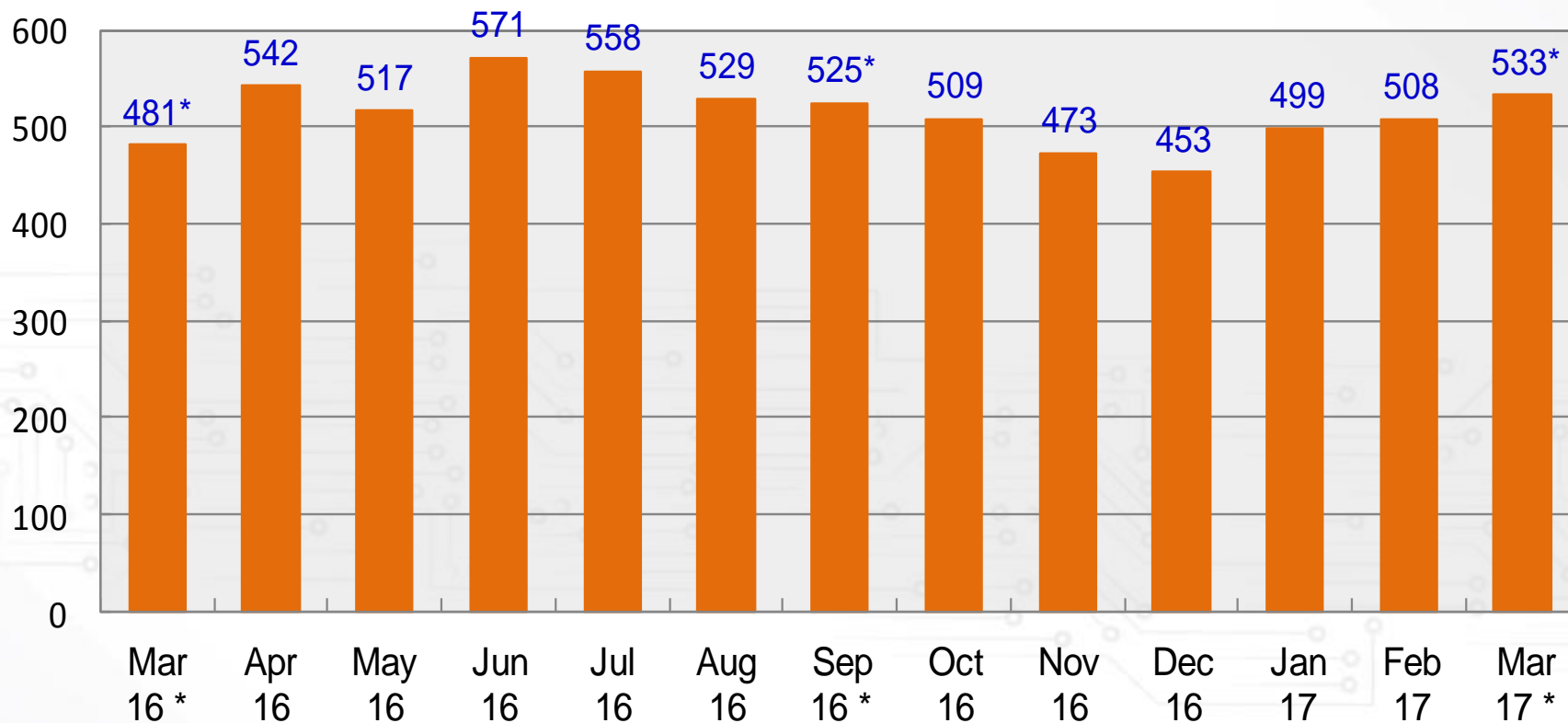
* Figures excluding associates' result

NM : Not meaningful

Inventory Level



In HK\$'M

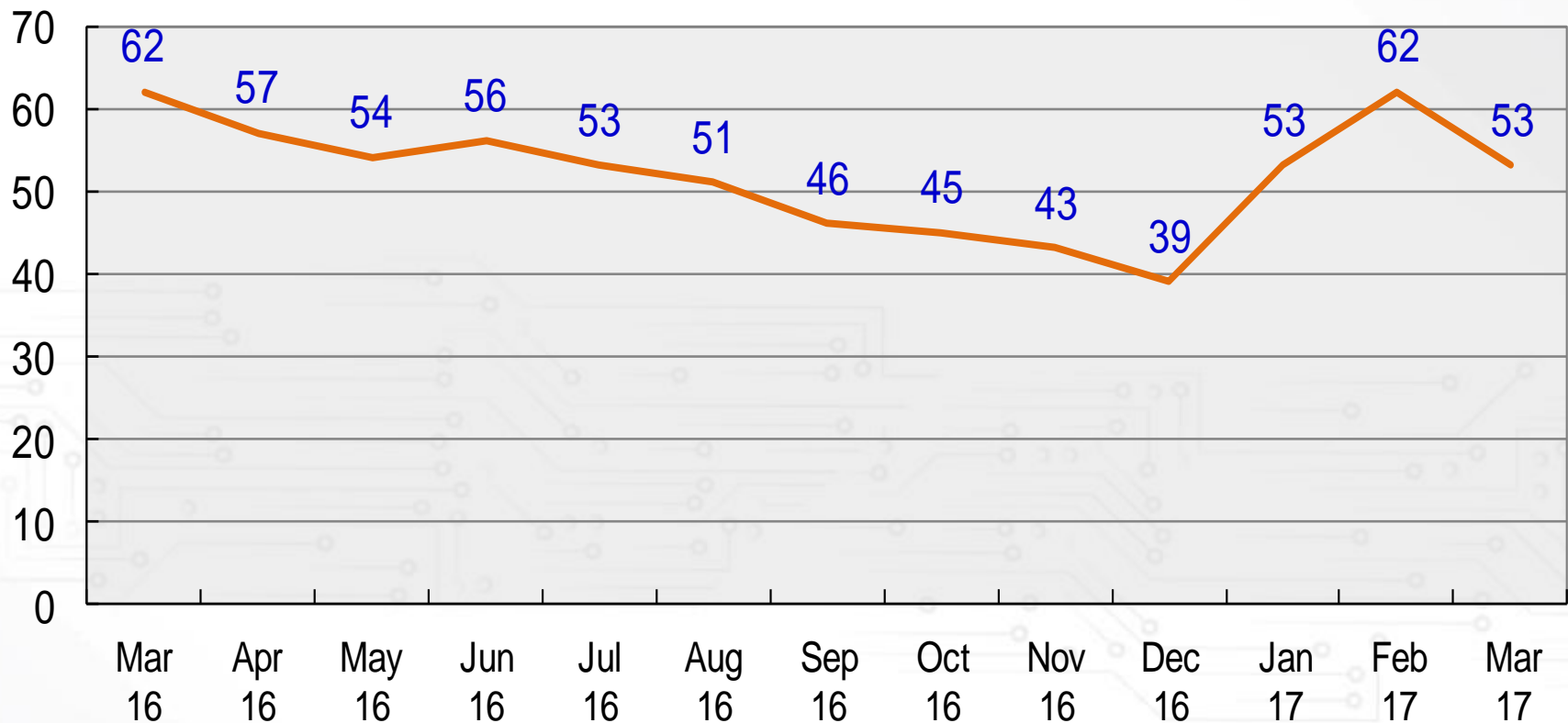


* Excluding Goods-in-Transit

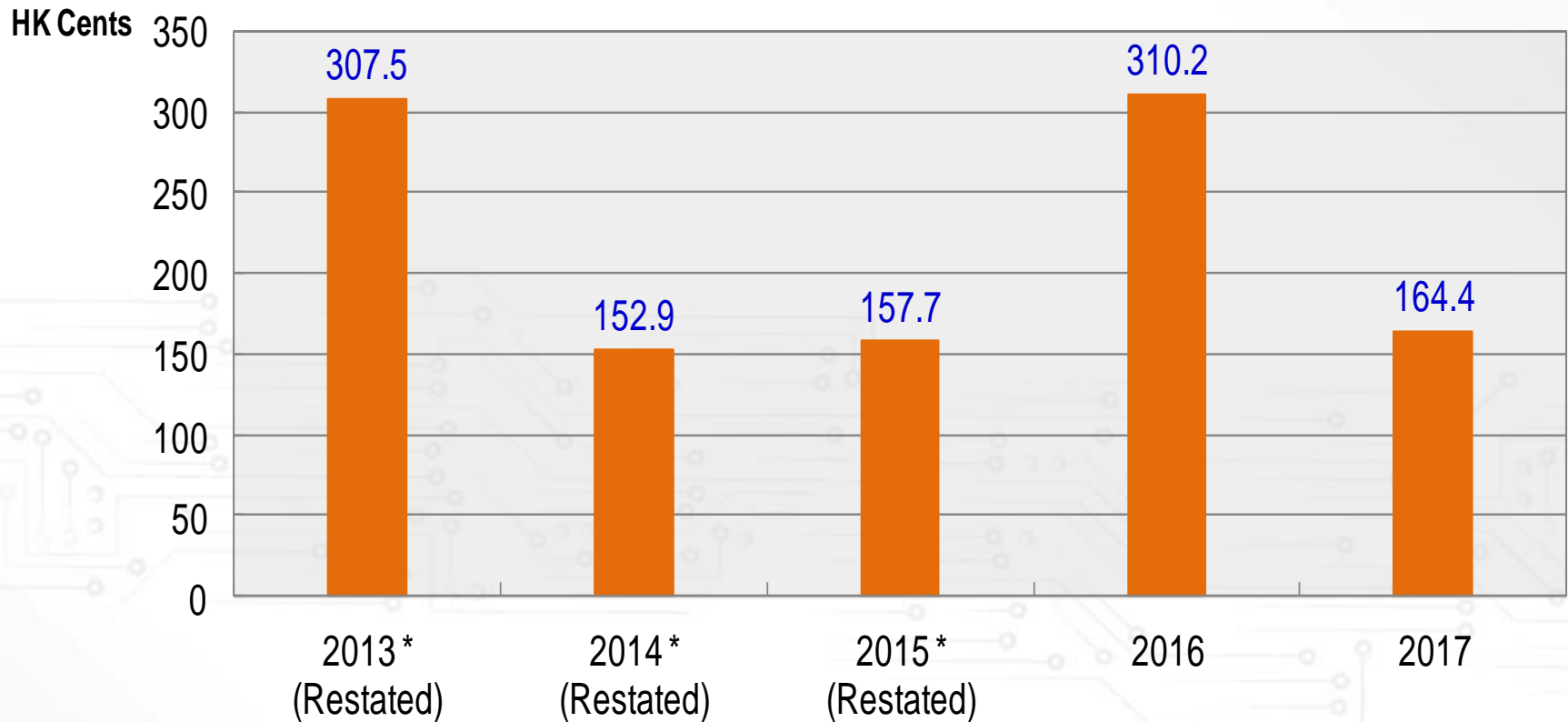
Inventory Turnover Ratio



No. of days



Net Cash Per Share



Net Cash: Cash and bank balances less bank borrowings

* 2013, 2014, and 2015's figures are restated after taking the effect of 5-for-1 share consolidation effective on August 17, 2015.

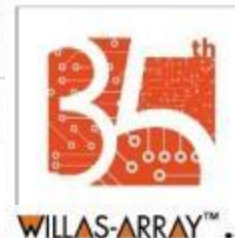
Business Review

- Business Segment Review
- Strengthen Our Position in China Distribution Market

Business Review

- Business Segment Review

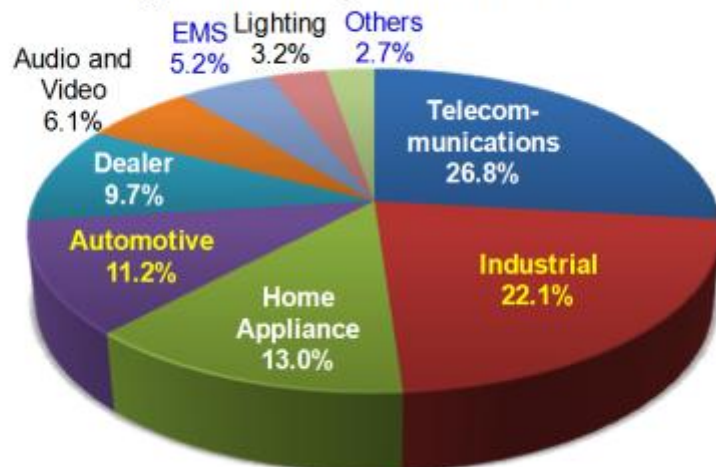
Business Segment Review



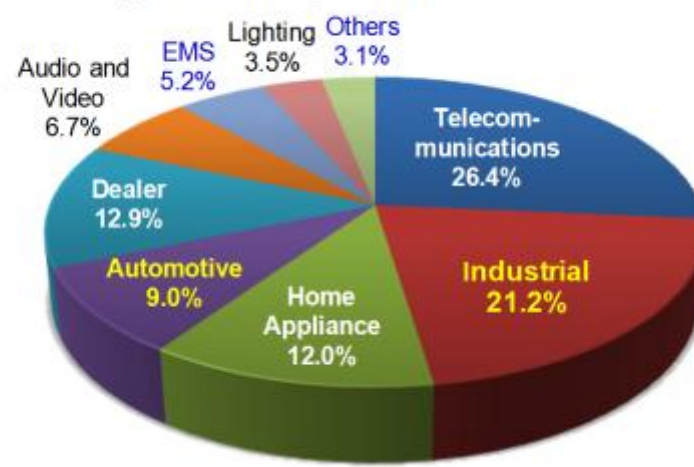
(in HK\$'000)

	FY2017			FY2016			Increase (Decrease)	
Turnover		%			%			%
Telecommunications	1,041,889	26.8%		959,746	26.4%		82,143	8.6%
Industrial	859,543	22.1%		771,287	21.2%		88,256	11.4%
Home Appliance	506,182	13.0%		437,693	12.0%		68,489	15.6%
Automotive	433,383	11.2%		327,447	9.0%		105,936	32.4%
Dealer	376,447	9.7%		470,369	12.9%		(93,922)	-20.0%
Audio and Video	236,765	6.1%		244,655	6.7%		(7,890)	-3.2%
EMS	201,326	5.2%		189,177	5.2%		12,149	6.4%
Lighting	122,732	3.2%		123,220	3.5%		(488)	-0.4%
Others	104,873	2.7%		112,032	3.1%		(7,159)	-6.4%
	3,883,140	100.0%		3,635,626	100.0%		247,514	6.8%

Segmental Analysis for FY2017



Segmental Analysis for FY2016



Business Review

- Strengthen Our Position in China Distribution Market

Distribution Model



Distributor

Customers



Coverage

Connection

Local Market Knowledge

Product Bundle

Technical Support

Finance

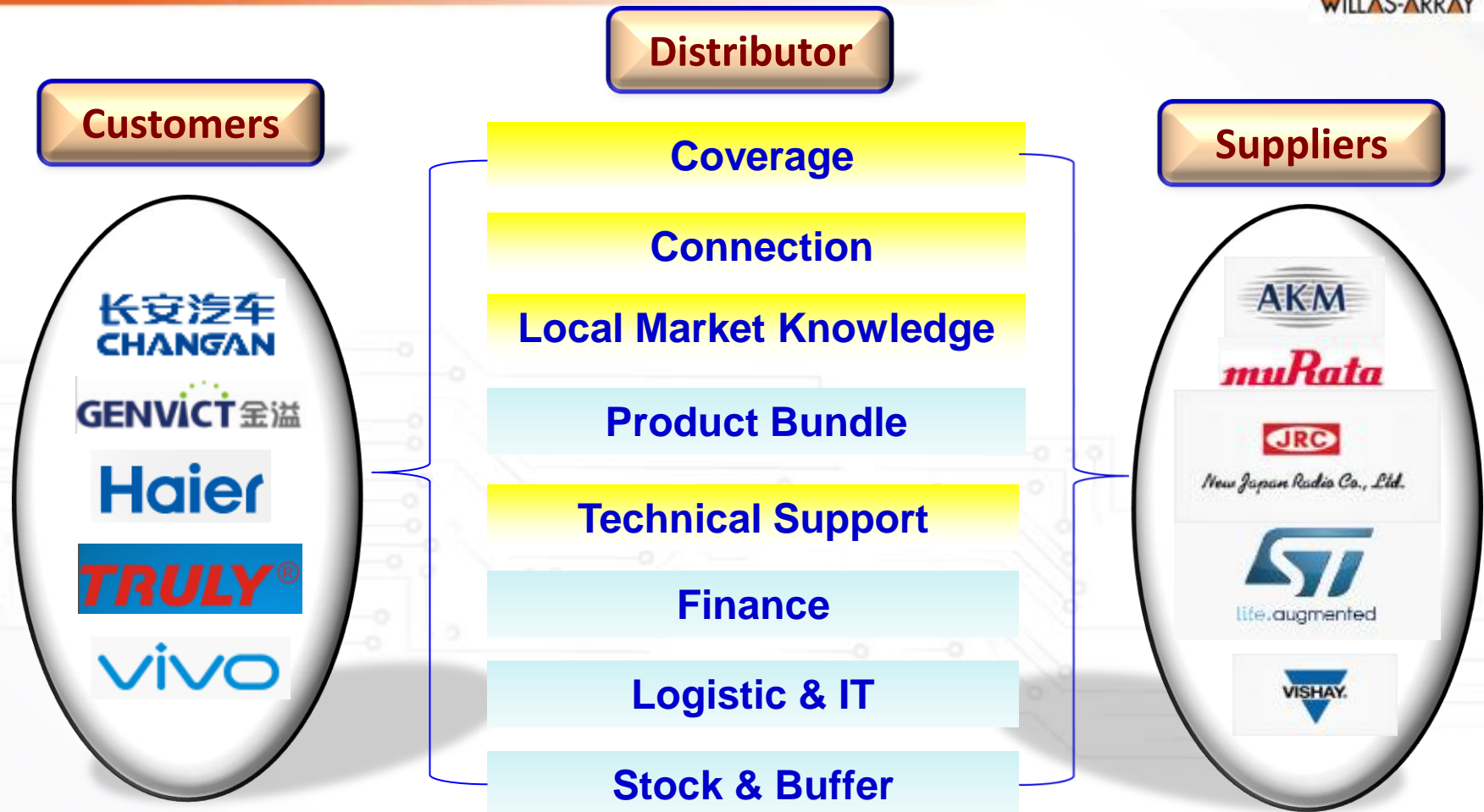
Logistic & IT

Stock & Buffer

Suppliers



Distribution Model - Differentiate



Value-added Supply Chain

Strengthen Our Position in China Distribution Market



1. Coverage & Connection

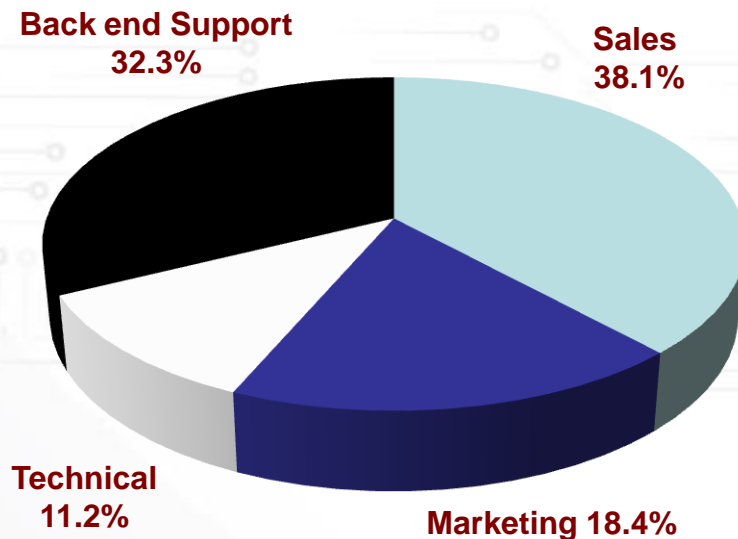


Strengthen Our Position in China Distribution Market

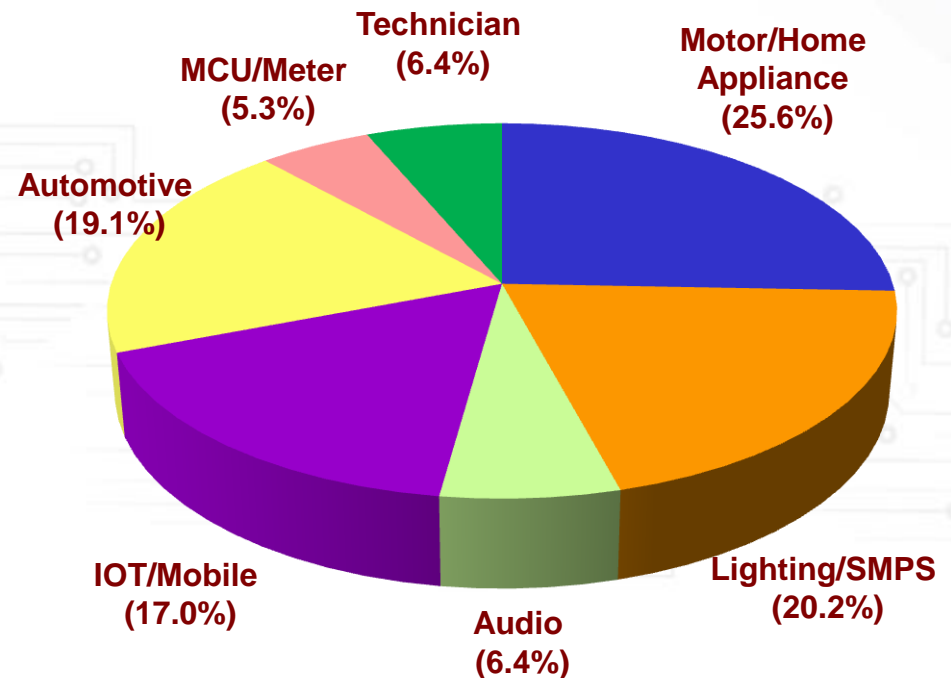


2. People

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

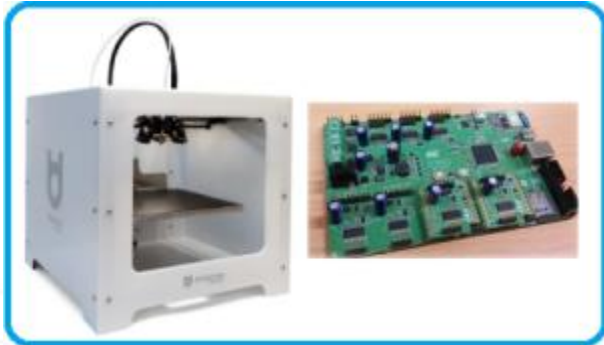


Home Appliances

Strengthen Our Position in China Distribution Market



4. Production Ready Solution



3D Printing



EV Charger



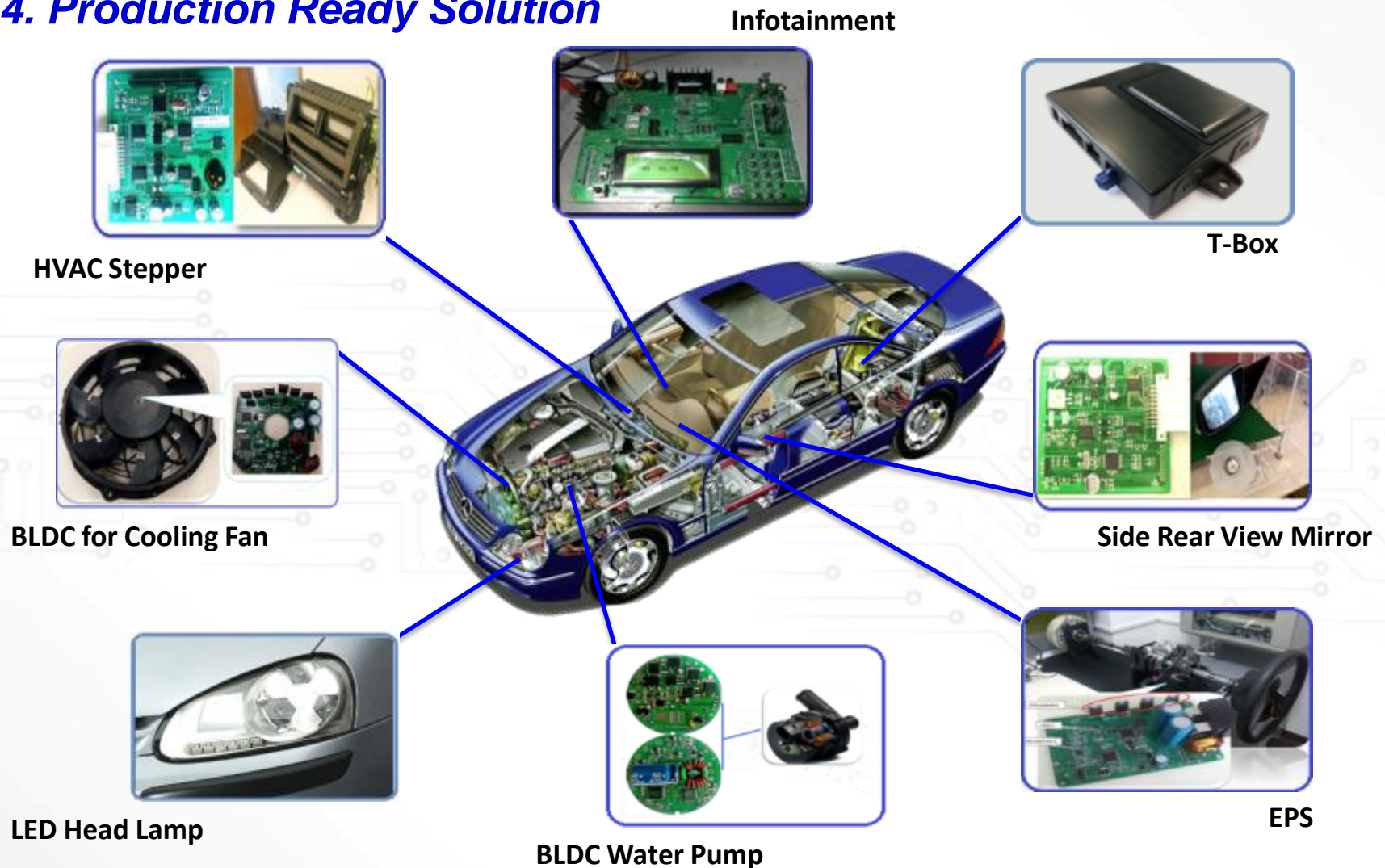
Terminal SMPS



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



Thank You!