

Hong Kong Exchanges and Clearing Limited, The Stock Exchange of Hong Kong Limited and Singapore Exchange Securities Trading Limited take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.

Singapore Exchange Securities Trading Limited assumes no responsibility for the correctness of any of the statements made, reports contained or opinions expressed in this announcement.



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, 2018.

For and on behalf of

Willas-Array Electronics (Holdings) Limited

Leung Chun Wah

Chairman and Executive Director

Hong Kong, June 1, 2018

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.



FY2018 Results Briefing

June 1, 2018

Contents

- **About Us**

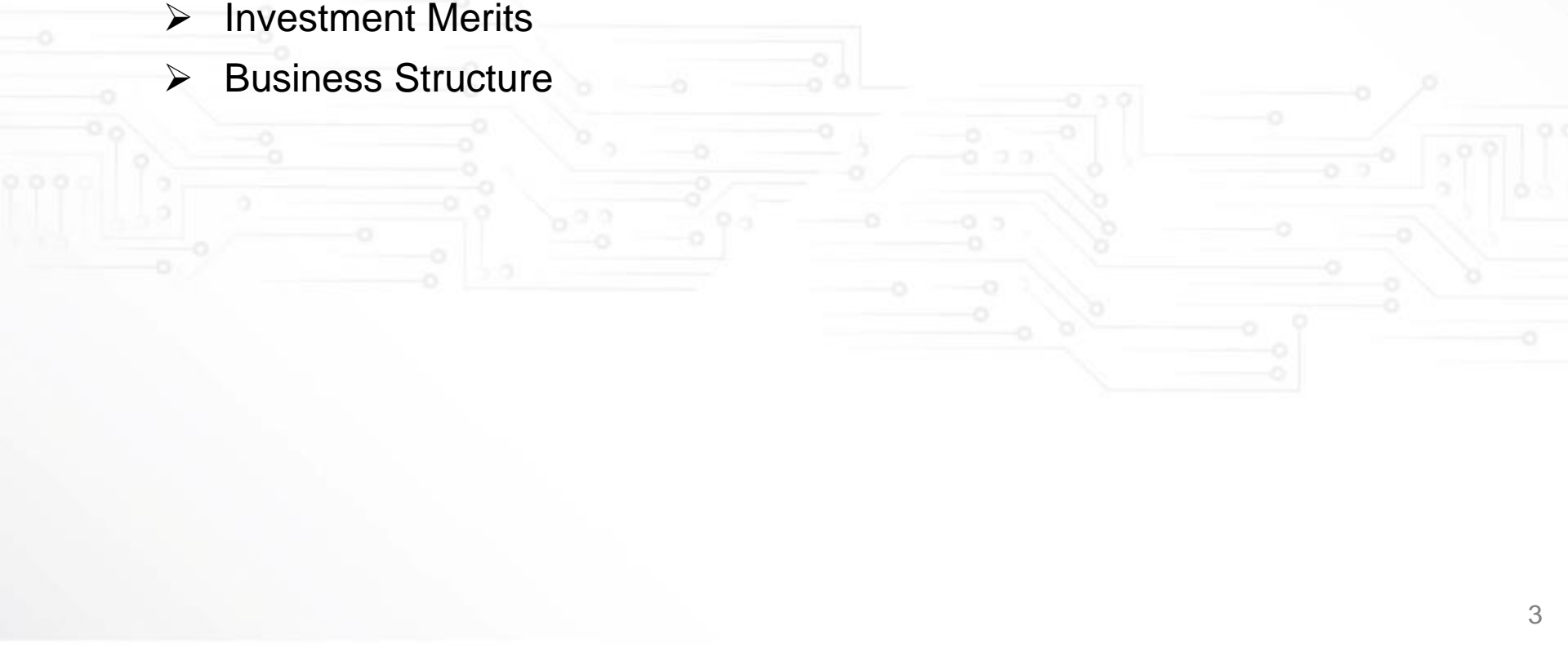
- Corporate Profile
- Products & Services - Our Principals
- Our Customers
- Investment Merits
- Business Structure

- **FY2018 Results Highlights**

- **Business Review**

- Business Segment Review
- Snapshot of China Economy
- Update of Automotive and Home Appliance Market in China

About Us

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

Corporate Profile



- 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
- Successfully achieved a dual primary listing on The Hong Kong Stock Exchange on Dec 6, 2013

Products & Services

- Our Principals

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



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

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	60	150
China	49	183	287
Taiwan	2	11	17
Total Staff	55	254	454

As of March 31, 2018

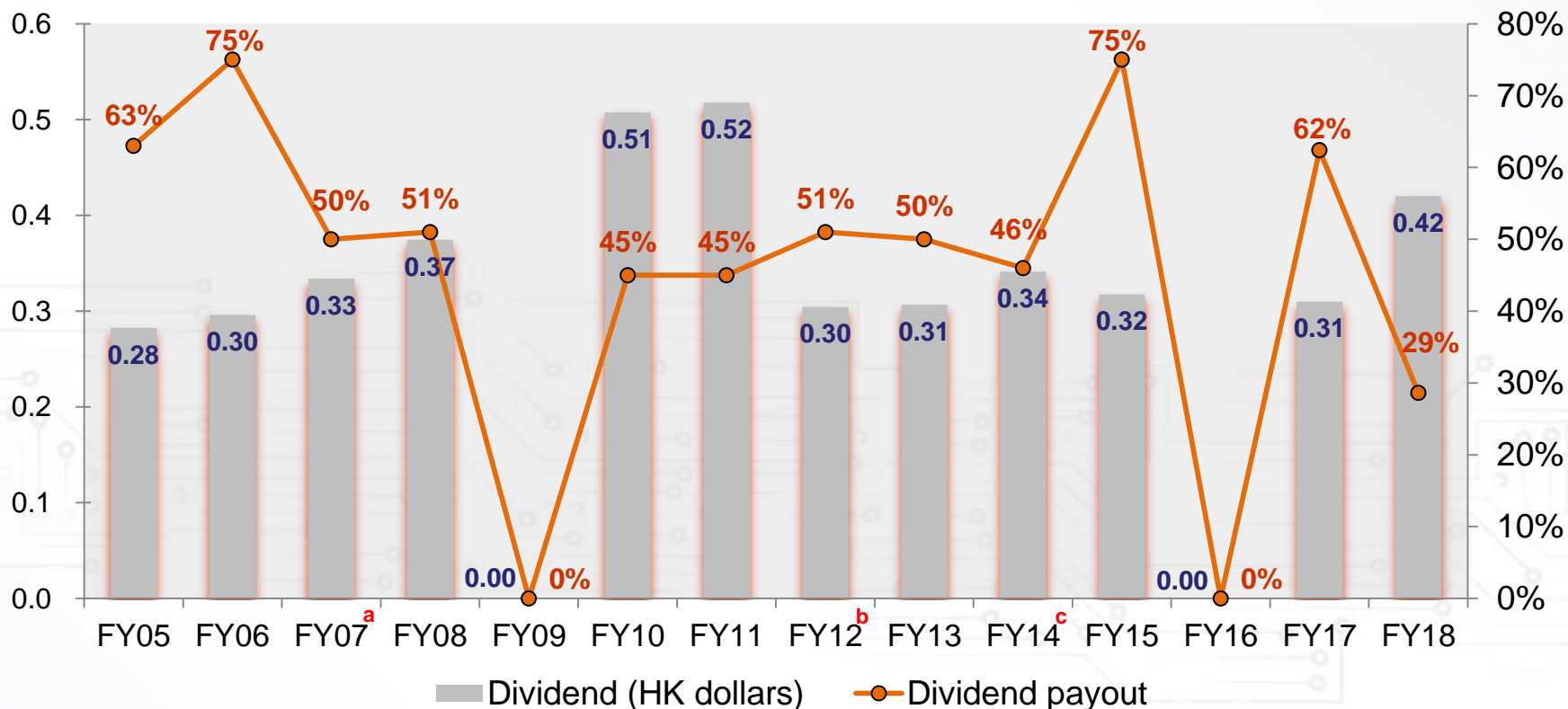


FY2018 Results Highlights

Dividend & Dividend Payout

HK dollars

Dividend Payout



^a FY07's dividend payout excludes special dividend of 0.08 HK dollars

^b FY12's dividend payout excludes special dividend of 0.09 HK dollars

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

FY05's - FY16's dividend are restated after taking the effect of 5-for-1 share consolidation effective on August 17, 2015.

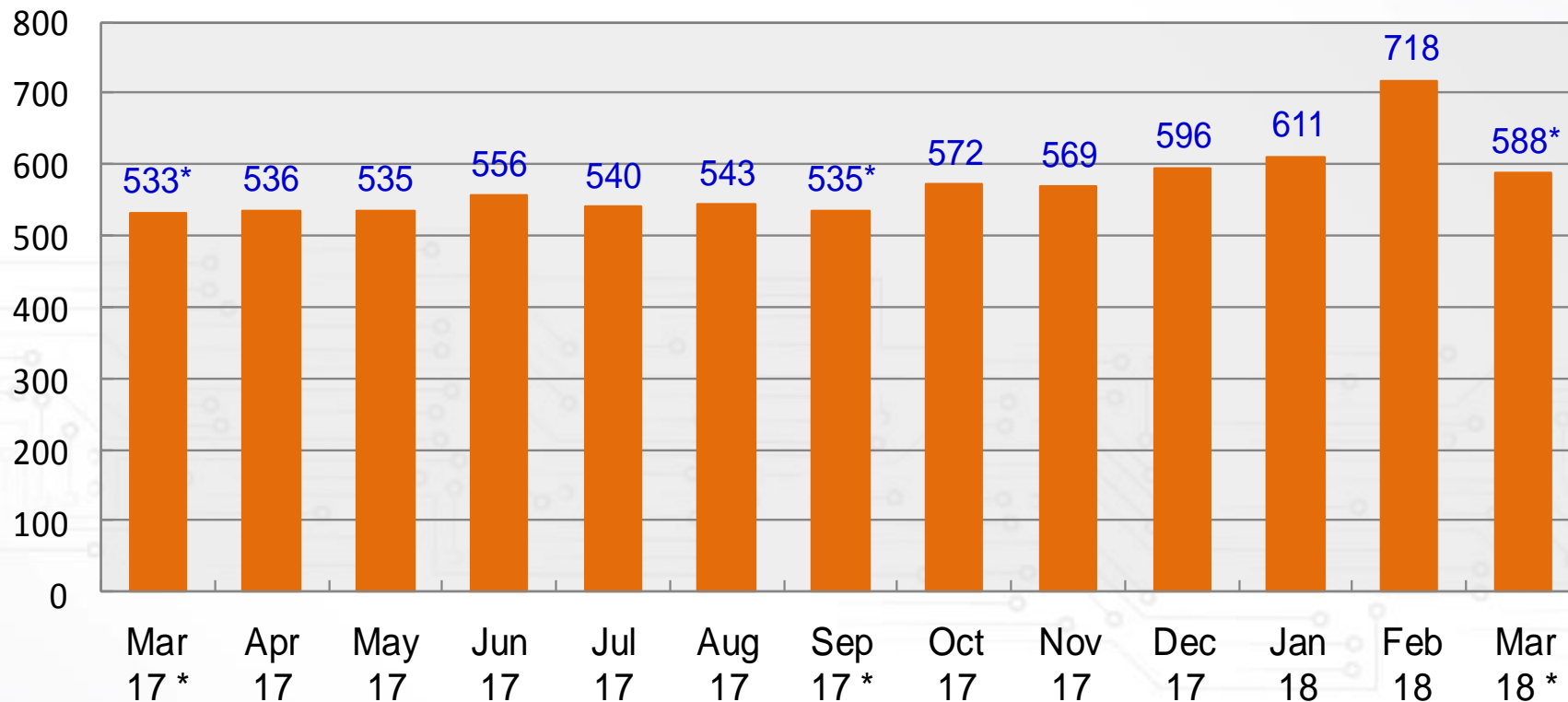
Profit And Loss

	FY2018 HK\$'M	FY2017 HK\$'M	Inc (Dec) HK\$'M	% Change %
Continuing operations				
Turnover	4,556.4	3,883.1	673.3	17.3%
EBITDA	173.6	84.4	89.2	105.5%
Depreciation & Amortization	(10.8)	(11.7)	0.9	-8.0%
Finance costs	(30.8)	(24.5)	(6.3)	25.9%
Profit before tax	132.0	48.2	83.8	173.6%
Income tax expense	(20.0)	(9.4)	(10.6)	113.2%
Profit after tax from continuing operations	112.0	38.8	73.2	188.2%
Discontinued operations				
Loss after tax from discontinued operations	0.0	(1.8)	1.8	NM
Profit after tax	112.0	37.0	75.0	202.6%
Non-controlling interests	0.0	0.5	(0.5)	NM
Profit attributable to shareholders	112.0	37.5	74.5	198.4%
EPS (HK dollars)	1.47	0.50	0.97	194.0%

NM : Not meaningful

Inventory Level

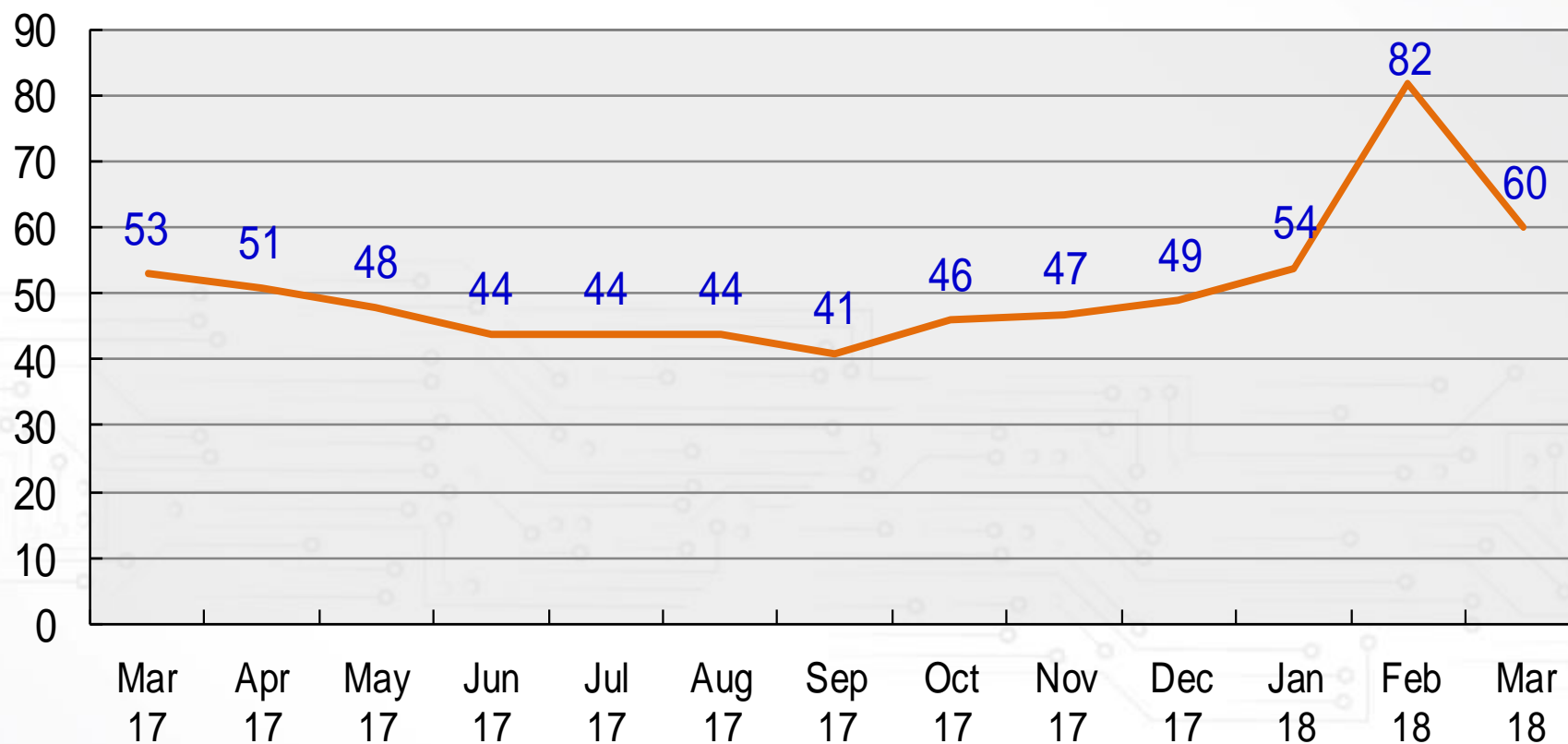
In HK\$'M



* Excluding Goods-in-Transit

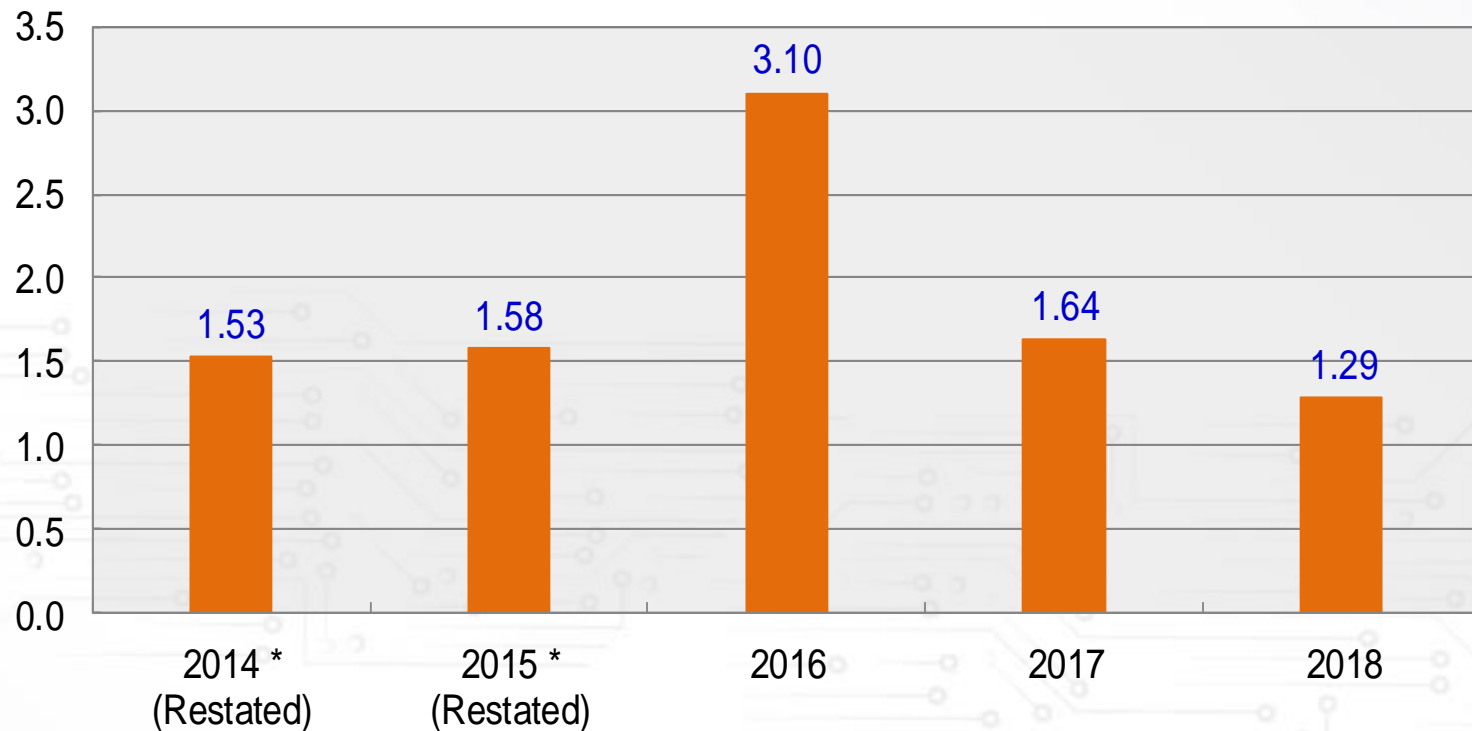
Inventory Turnover Ratio

No. of days



Net Cash Per Share

HK Dollars



Net Cash: Cash and bank balances less bank borrowings

* 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 Review

- Business Segment Review
- Snapshot of China Economy
- Update of Automotive and Home Appliance Market in China

Business Review

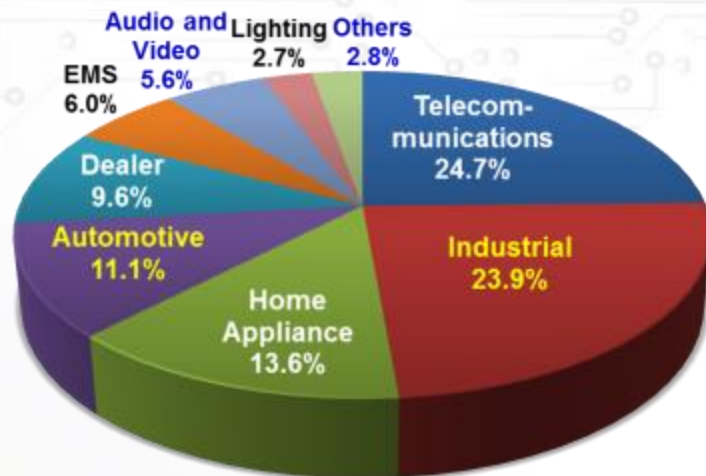
- Business Segment Review
- Snapshot of China Economy
- Update of Automotive and Home Appliance Market in China

Business Segment Review

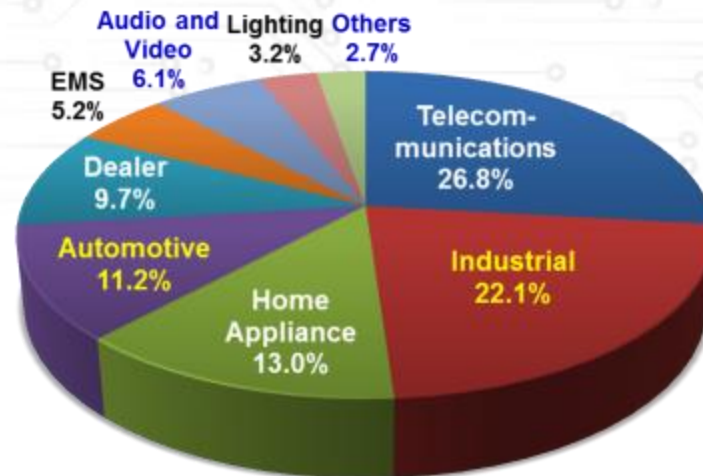
(in HK\$'000)

	FY2018			FY2017		Increase (Decrease)	
Turnover		%			%		%
Telecommunications	1,124,965	24.7%		1,041,889	26.8%	83,076	8.0%
Industrial	1,089,557	23.9%		859,543	22.1%	230,014	26.8%
Home Appliance	619,743	13.6%		506,182	13.0%	113,561	22.4%
Automotive	507,134	11.1%		433,383	11.2%	73,751	17.0%
Dealer	437,191	9.6%		376,447	9.7%	60,744	16.1%
EMS	271,777	6.0%		201,326	5.2%	70,451	35.0%
Audio and Video	256,528	5.6%		236,765	6.1%	19,763	8.3%
Lighting	122,444	2.7%		122,732	3.2%	(288)	-0.2%
Others	127,051	2.8%		104,873	2.7%	22,178	21.1%
	4,556,390	100.0%		3,883,140	100.0%	673,250	17.3%

Segmental Analysis for FY2018



Segmental Analysis for FY2017



EMS: Electronic Manufacturing Services

Business Review

- Business Segment Review
- Snapshot of China Economy
- Update of Automotive and Home Appliance Market in China

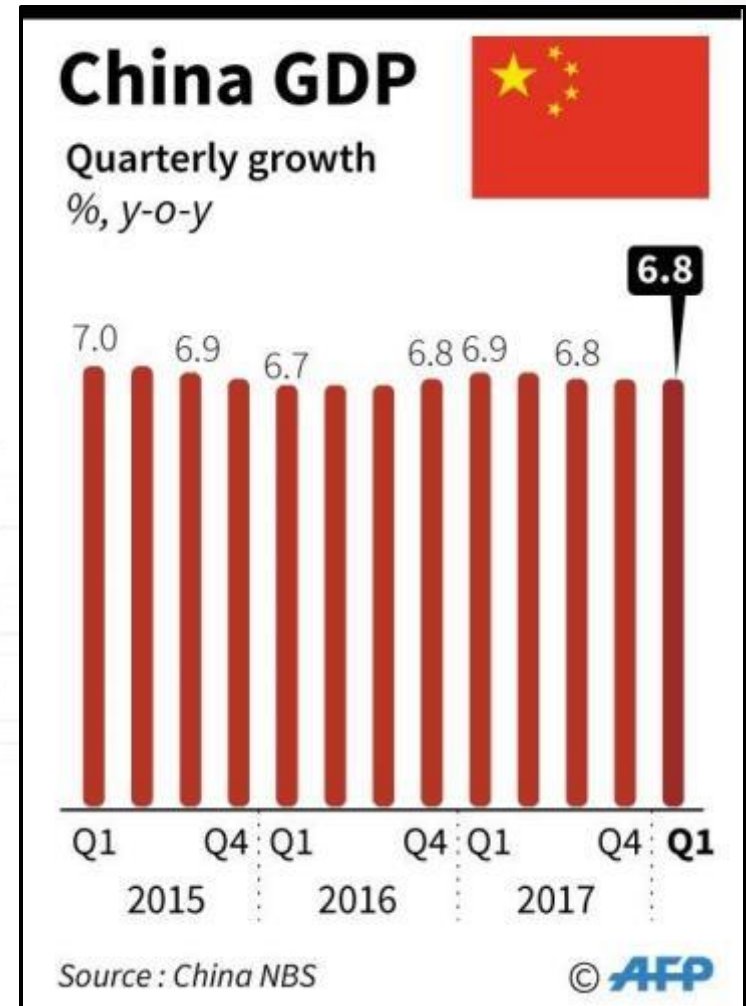
China Economy GDP :2017 & Q1/2018

2017

- China's year-on-year GDP growth reached 6.9% in 2017, exceeding previous forecasts of around 6.5% and up from 6.7% in 2016, the fastest since 2015.

Q1/2018

- China 2018 Q1 GDP grows 6.8% year-on-year. GDP reached 19.88 trillion yuan (about US\$3.2 trillion), and IMF has put its growth forecast for the country at 6.6%



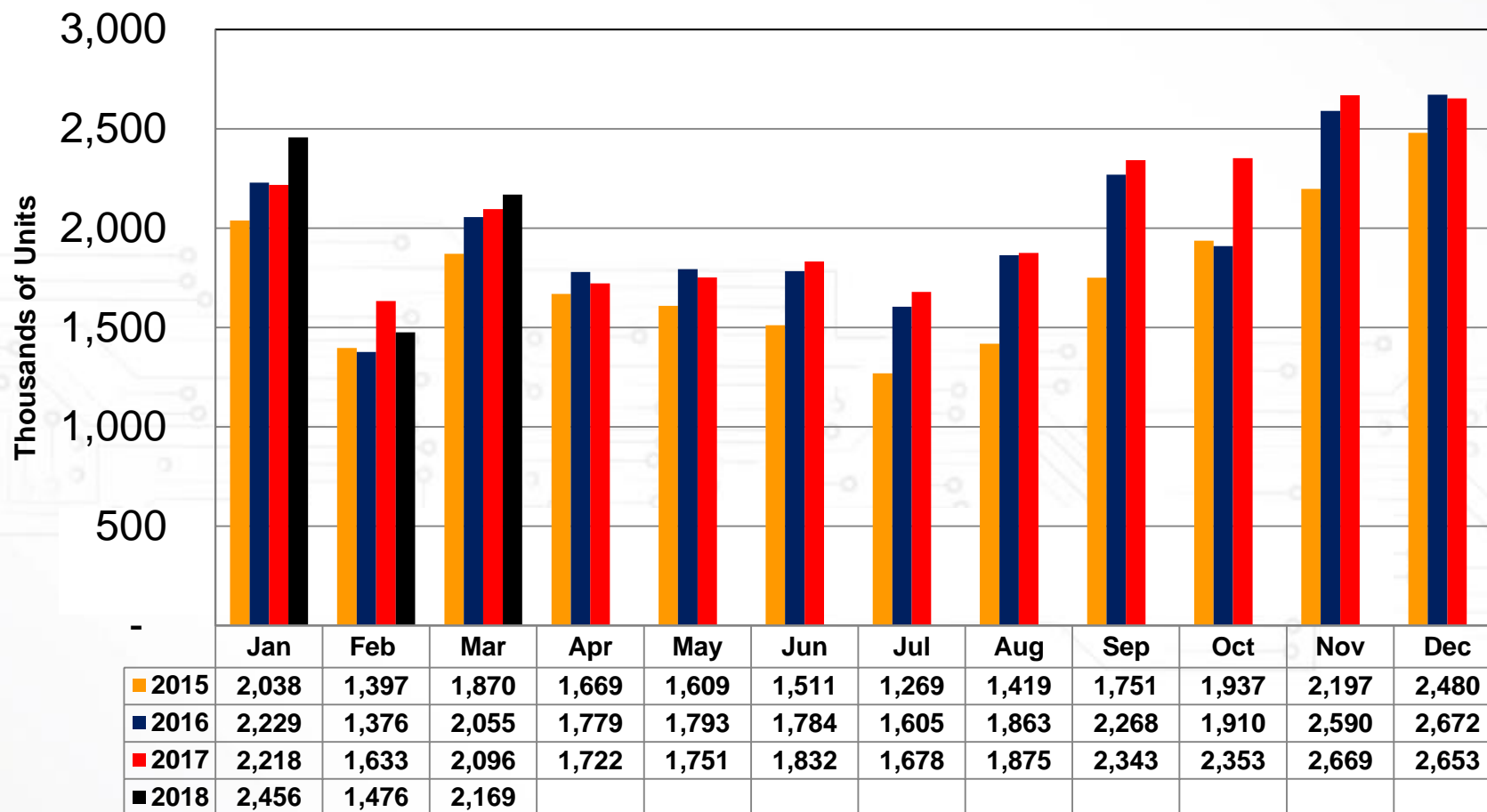
Business Review

- Business Segment Review
- Snapshot of China Economy
- **Update of Automotive and Home Appliance Market in China**

China Passenger Vehicle Sales

2015-2017 & Q1/2018

China Passenger Vehicle Sales

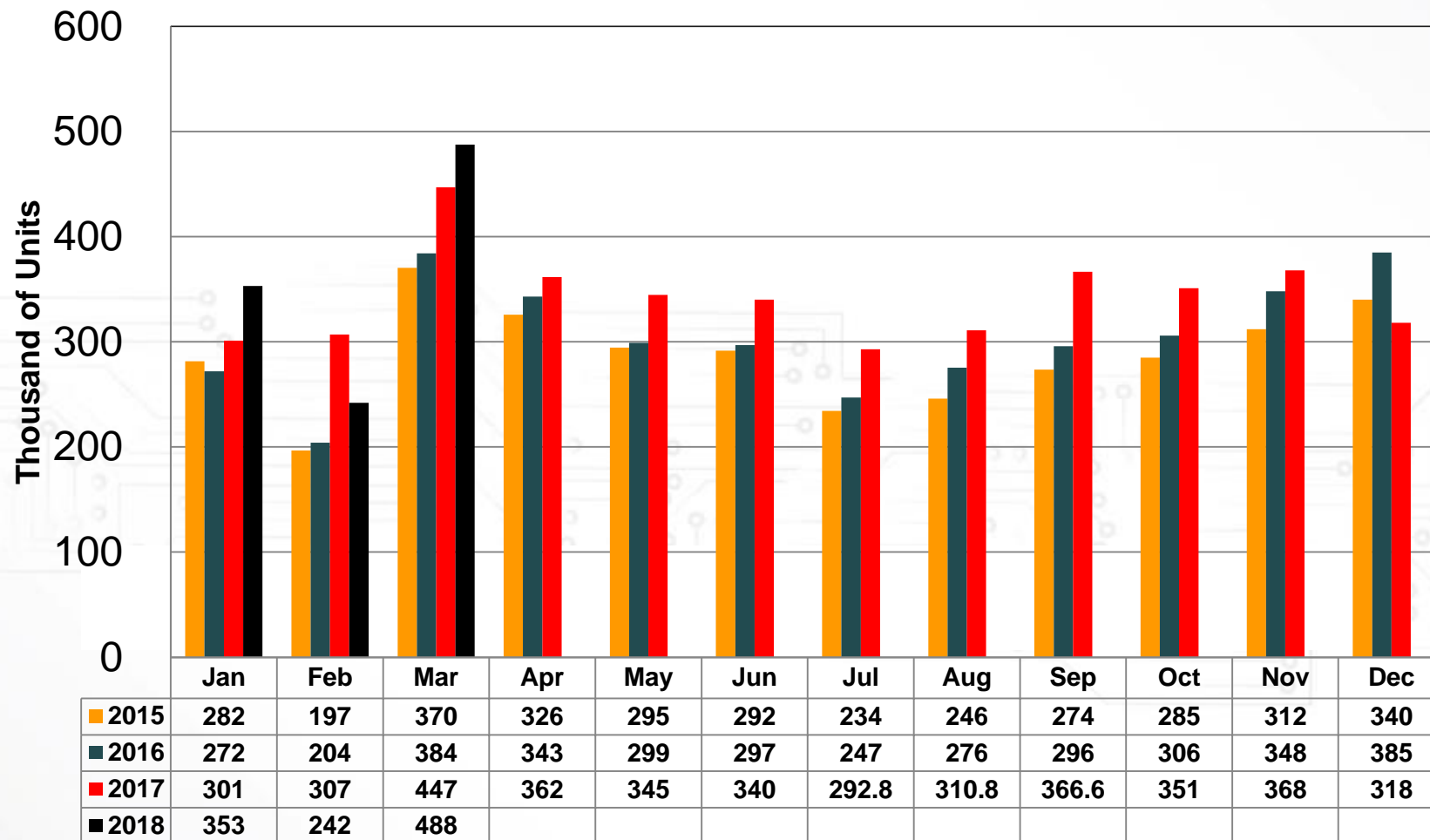


2015 Total : 21,146,900
2016 Total : 23,923,900
2017 Total : 24,824,000

Q1/2018 : 6,101,000

China Commercial Vehicle Sales 2015-2017 & Q1/2018

China Commercial Vehicle Sales

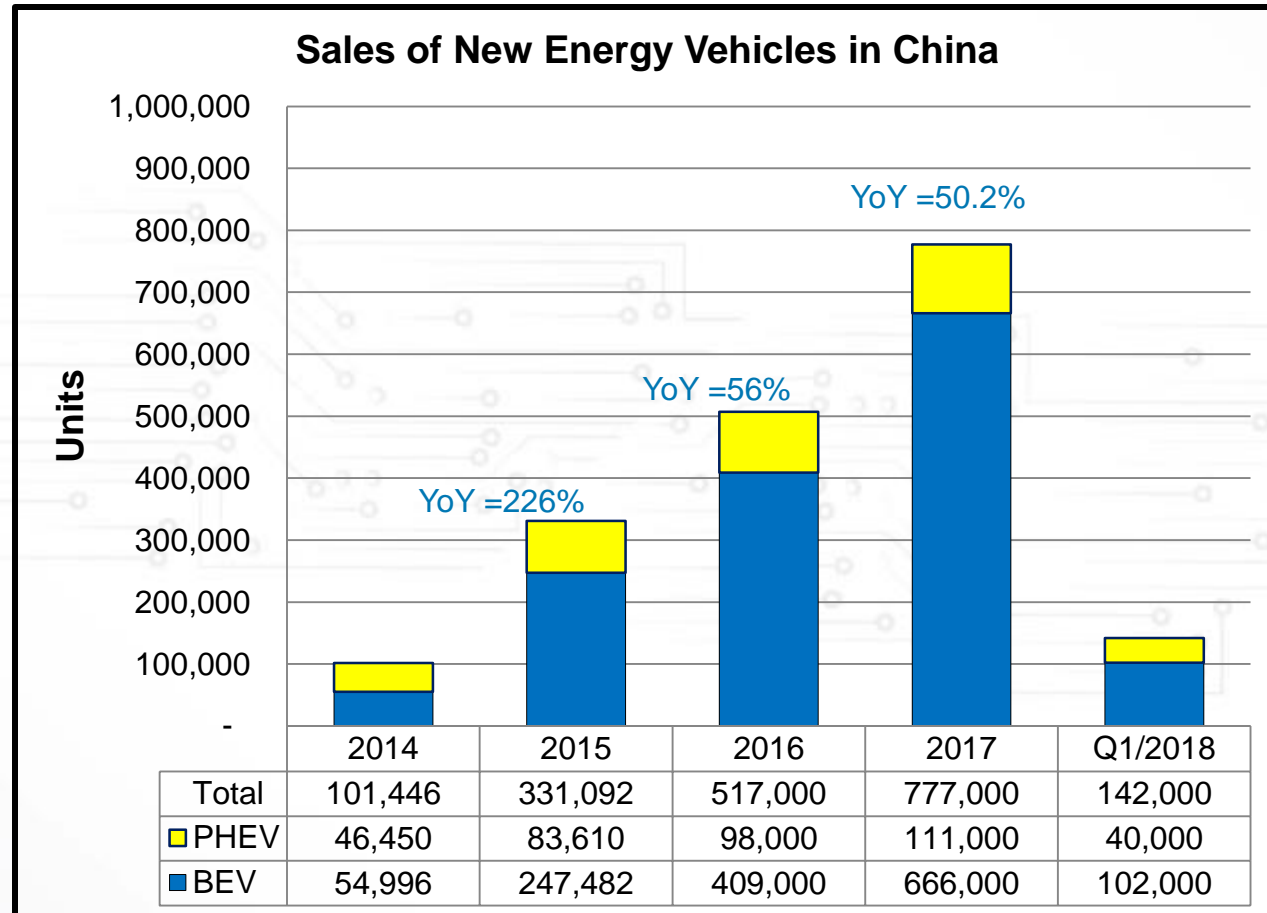


2015 Total : 3,451,300
2016 Total : 3,565,300
2017 Total : 4,108,700

Q1/2018 : 1,082,700

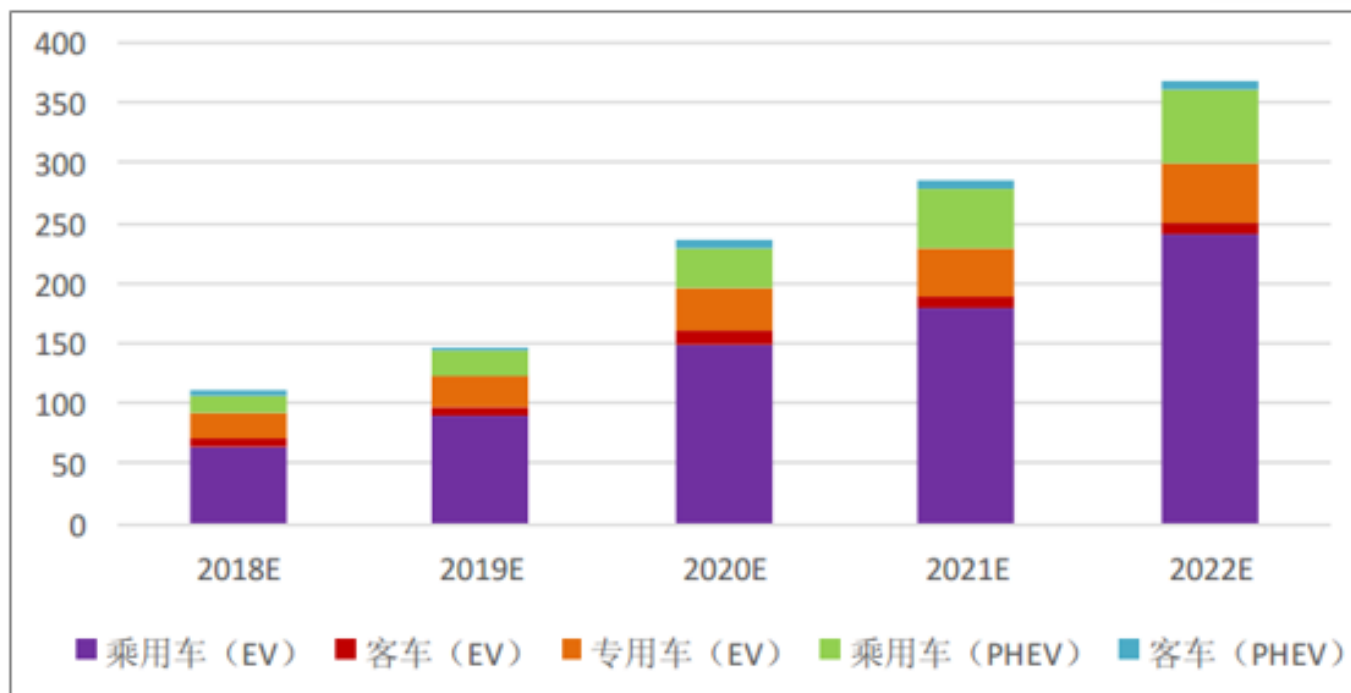
China – New Energy Vehicles

- New energy vehicles kept a high-speed growth since 2015

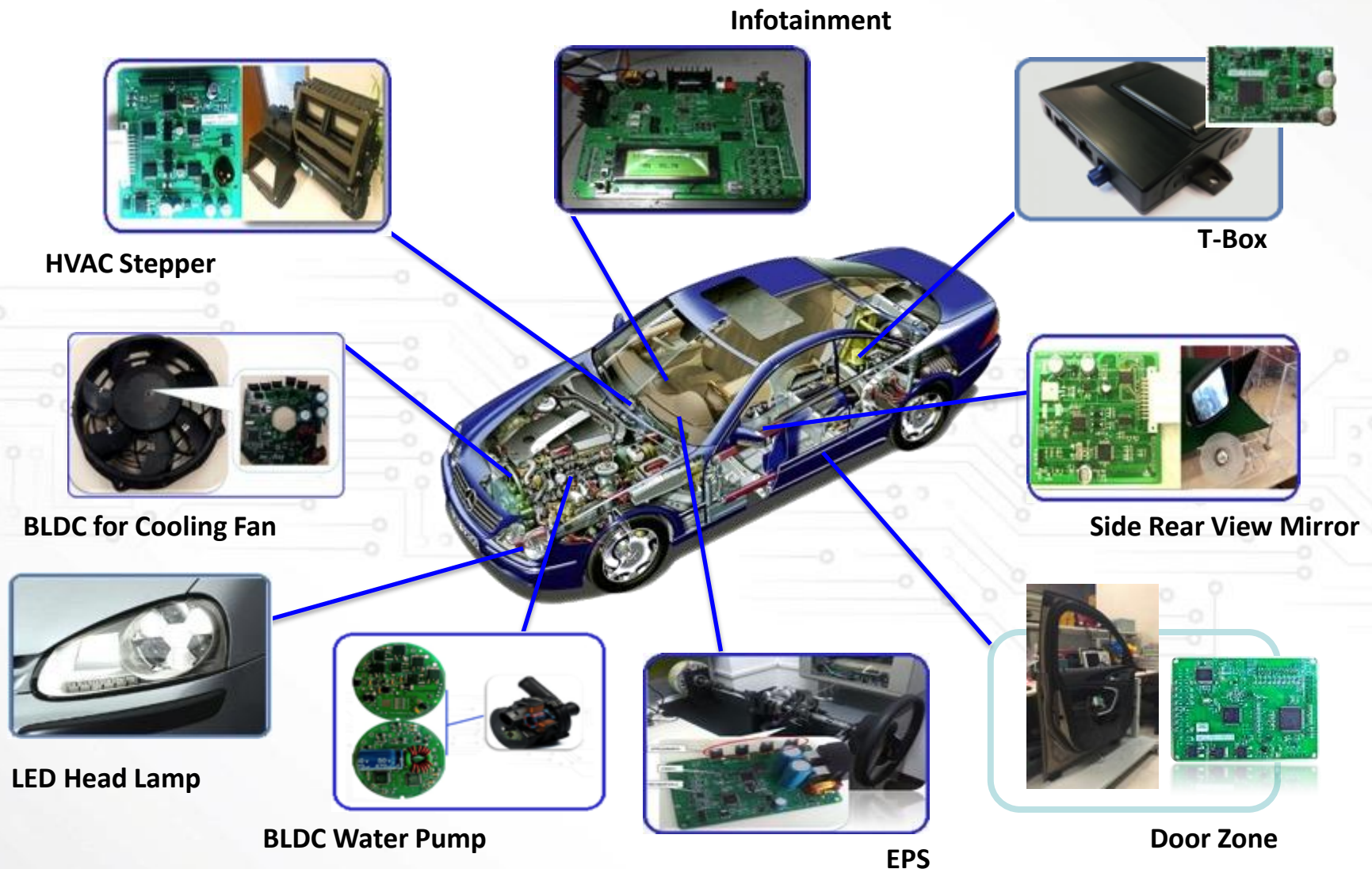


China – New Energy Vehicles 2018-2022

- 2018-2022 China's new energy output forecast (10 thousand units)
2018-2022中国新能源产量预测（单位：万台）



Focus Automotive Application – Traditional Car



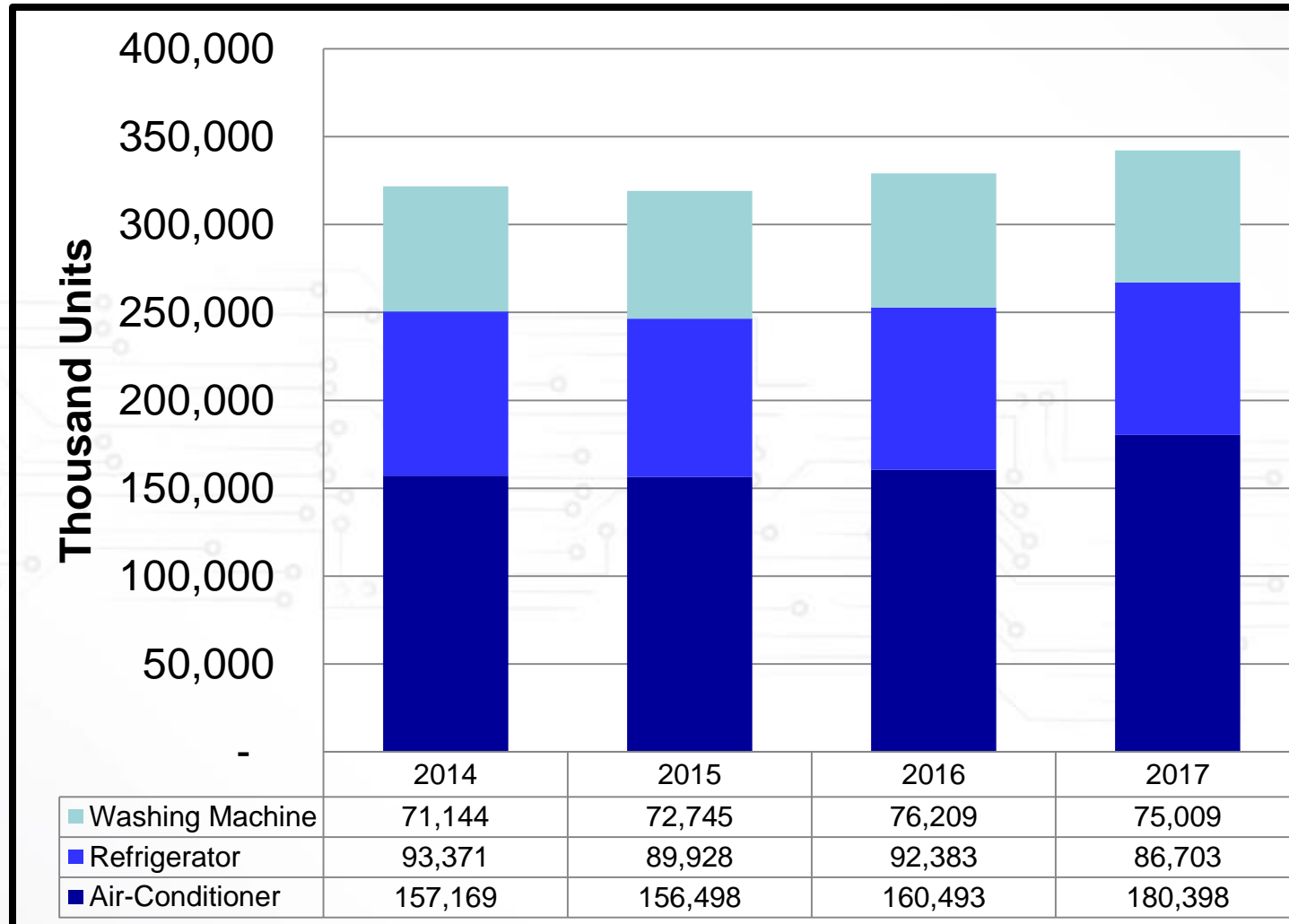
Focus Automotive Application – New Energy Car

New in EV-CAR

- Battery Cells 、 Battery Package 、 BMS
- Motor 、 Motor Controller
- EV-Powertrain
- TCU (Transmission Control Unit)
- VCU (Vehicle Control Unit)
- OBC (On-Board Charger)
- E-compressor, HVAC
- IoV (Internet of Vehicle)



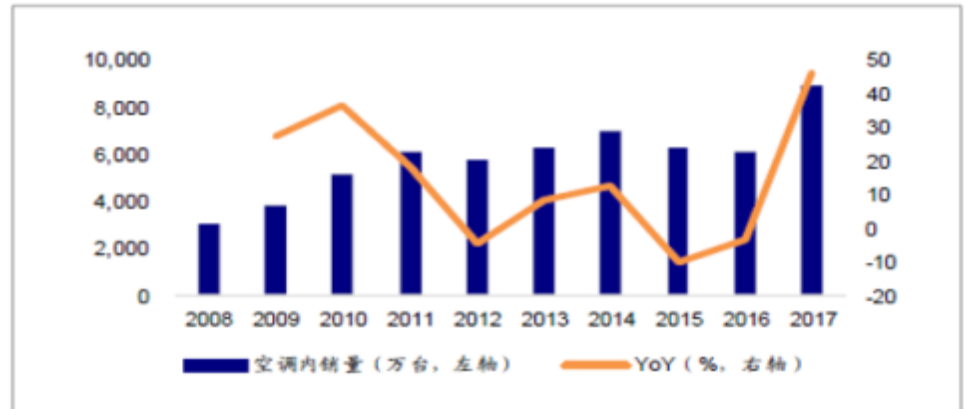
China Main Home Appliance Production



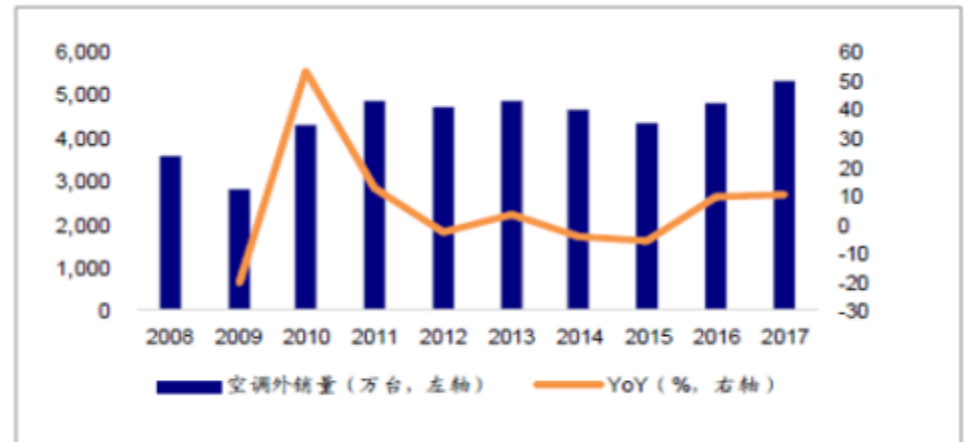
China Air-conditioner Sales

- 2017 China Air-conditioner annual domestic sales exceeded expectations.
- The air conditioner industry sold 141.7 million units in 2017, up 31% year-on-year.
- The total domestic sales volume was 88.75 million, an increase of 47% over the same period, and the export volume of 52.95 million units, an increase of 11% over the same period last year.
- The air conditioner export market has maintained a steady growth of more than 10% for two consecutive years.

2008-2017 年空调内销量及增速



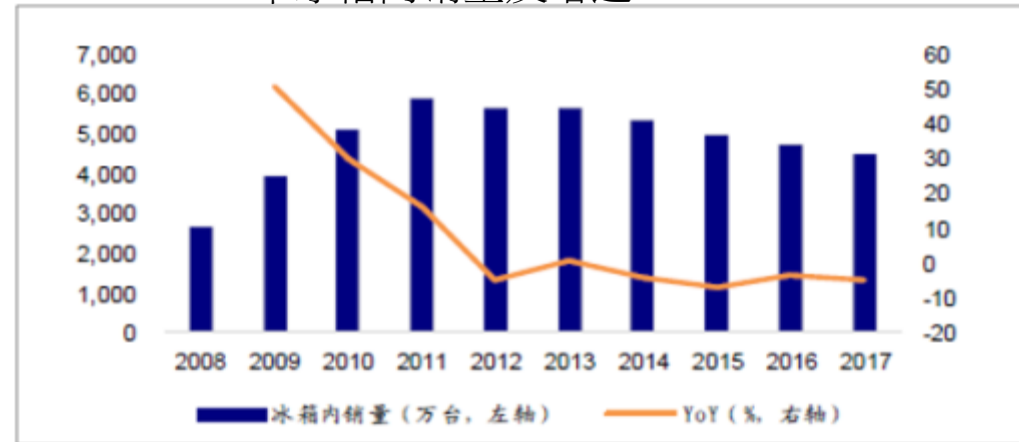
2008-2017 年空调外销量及增速



China Refrigerator Sales

- In 2017, the total sales of household refrigerators was 75.07 million, an increase of 1.2% over the same period last year.
- The annual domestic shipments of 44.8 million units, down 5.3% compared to the same period, and export shipments of 30.27 million units, an increase of 12.7% over the same period.
- The sluggish domestic demand is still a major drag on refrigerator sales.

2008-2017 年冰箱内销量及增速



2008-2017 年冰箱外销量及增速



China Washing Machine Sales

- The sales of household washing machine continued to grow steadily in 2017, with a total sales volume of 64.07 million, a year-on-year increase of 7.7%
- 44.14 million in domestic sales, 7.3% increase year-on-year, 19.93 million in export, 8.6% increase over the same period.
- Over the past two years, the steady growth of sales volume has been mainly driven by the upgrading of product structure: that is, the substitution of drum washing machines for wave washing machines.

2008-2017 年洗衣机内销量及增速

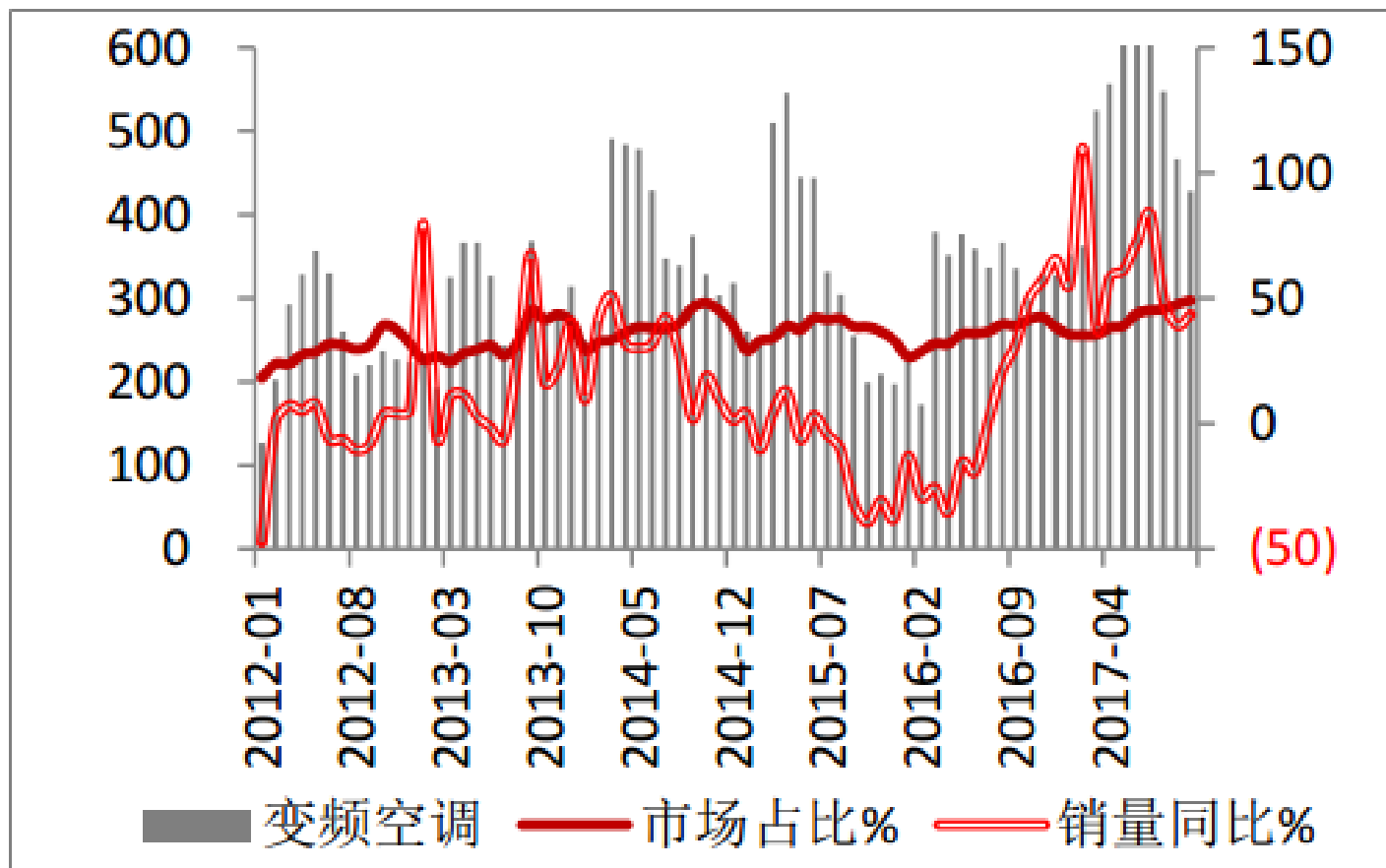


2008-2017 年洗衣机外销量及增速



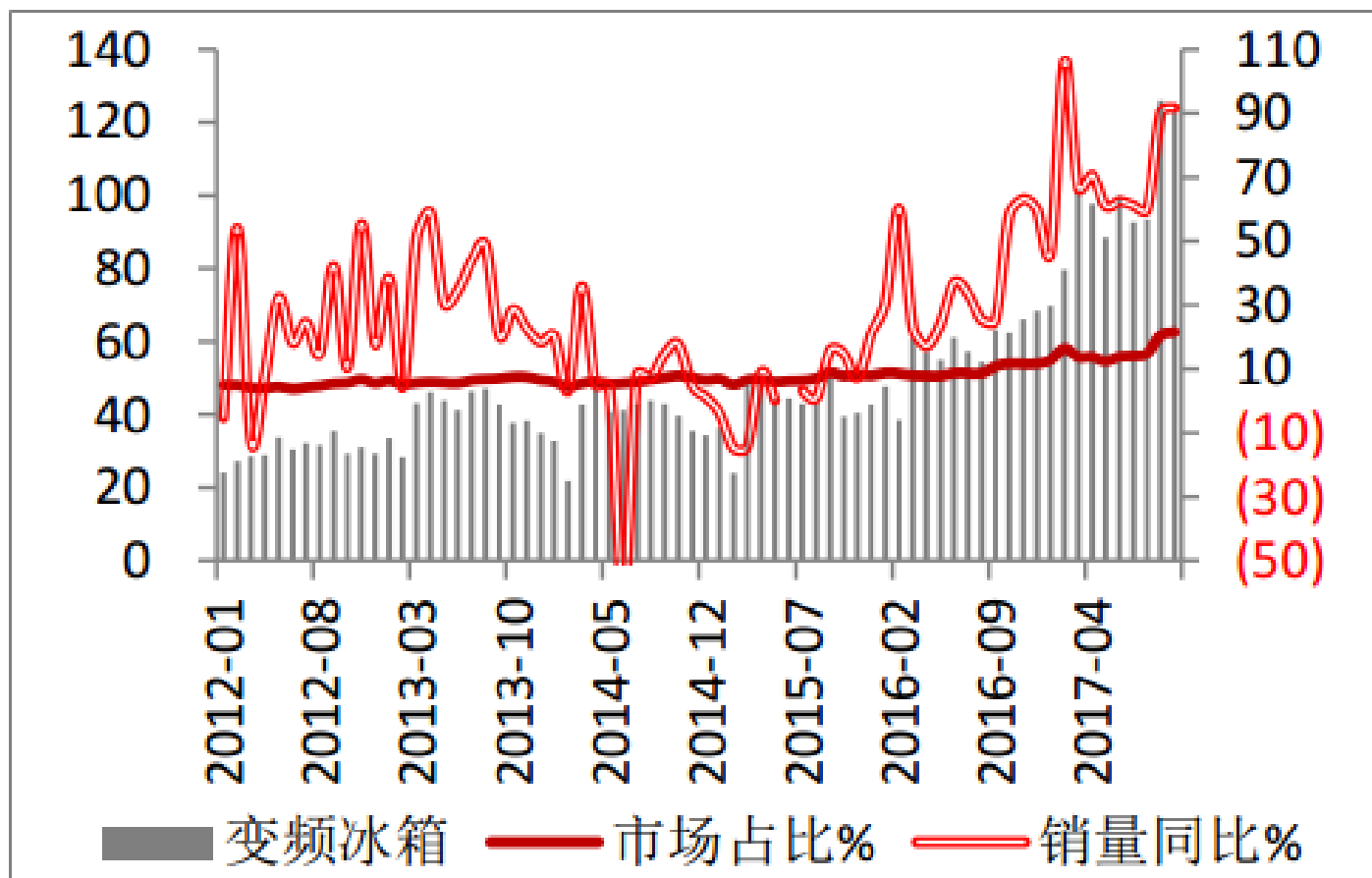
China Air-Conditioner-Inverter Type

变频空调销量增速及占比增加（万台）



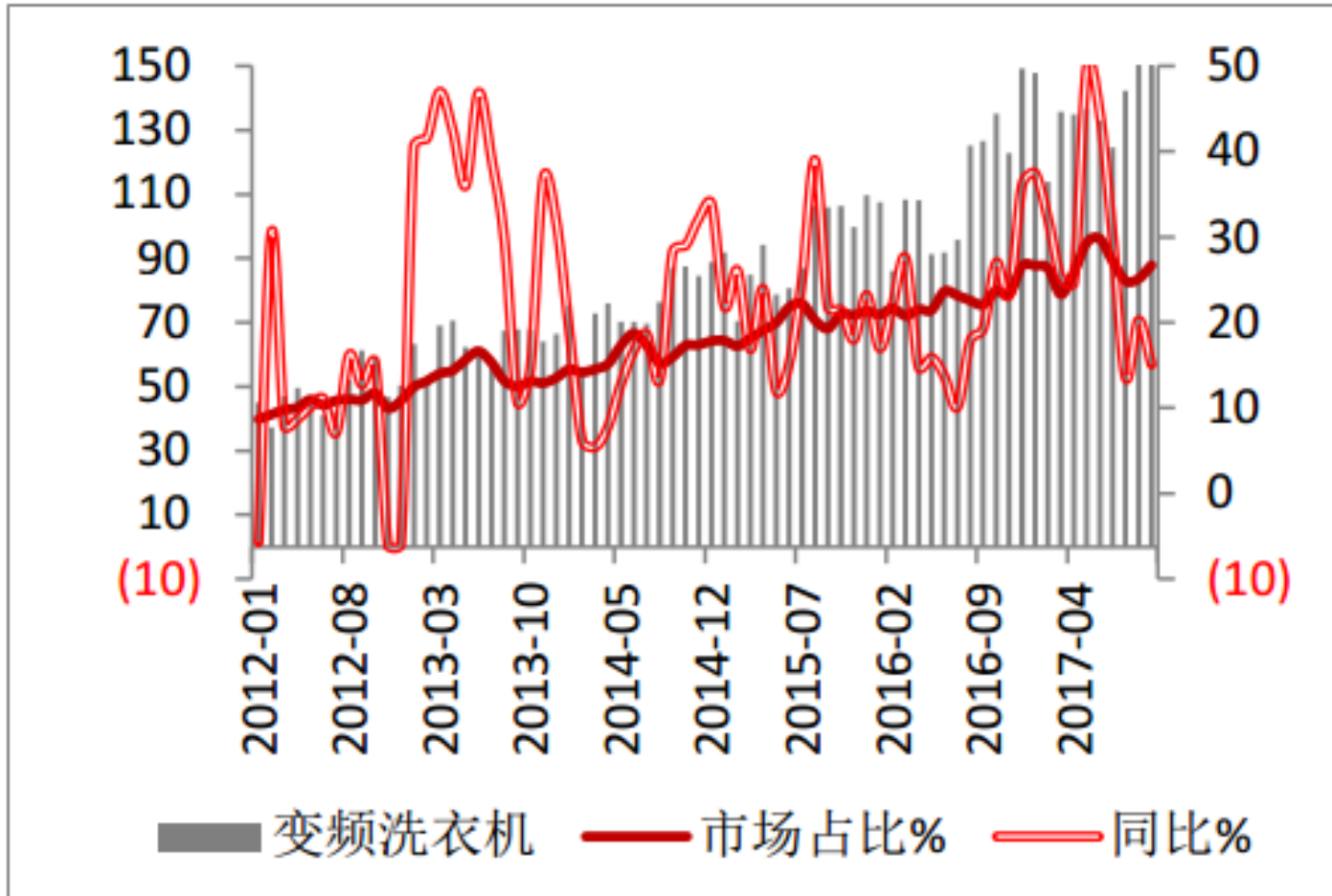
China Refrigerator-Inverter Type

变频冰箱销量增速及占比增加（万台）



China Washing Machine-Inverter Type

变频洗衣机销量增速持续增加（万台）



China Home Appliance-Inverter Type

- The proportion of high-end and intelligent products has gradually increased.
Besides upgrading in terms of price, the upgrading of household appliances has also undergone structural reforms, and the market share of high-end products has gradually increased.
- From the sales data, we can see that the market share of the high value-added inverter-type air conditioner and inverter-type washing machine has been promoted continuously.

Focus Home Appliance Application



Disclaimer

This presentation is for information purposes only and does not constitute or form part of an offer, invitation or solicitation of any offer to purchase or subscribe for any securities of Willas-Array Electronics (Holdings) Limited (hereinafter “Willas-Array”) in Singapore / Hong Kong or other jurisdictions nor should it or any part of it form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.

This presentation may contain forward-looking statements and/or financial information regarding Willas-Array’s future business, financial position and results of operations that involve risks and uncertainties. These forward-looking statements and/or financial information speak only as at the date of this presentation. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements and/or financial information as a result of a number of risks, uncertainties and assumptions. Investors are cautioned not to place undue reliance on these forward-looking statements and/or financial information, which are based on the current assumptions and beliefs of Willas-Array in light of the information currently available to it.



Thank you!