



Excelpoint announced 3Q08 revenue of US\$118.0 million

SINGAPORE – Wednesday, 29 October 2008 – Main board-listed Excelpoint Technology Limited (“ETL together with its subsidiaries” or “the Group”), one of the region’s established electronics component distributors and an emerging player in the design innovation and technology development industry, today announced its financial results for the third quarter (“3Q08”) ended 30 September 2008.

Financial snapshot of Group’s performance

In US\$’000	3Q08	3Q07	+/- %	3Q08	2Q08	+/- %
Revenue	118.0	132.4	(10.9)	118.0	115.5	2.2
Profit/(loss) after tax (“PAT”)	0.1	0.2	(52.4)	0.1	(1.8)	N.M
Earnings per share (cents) based on weighted average number of ordinary shares (in cents)	0.02	0.04		0.02	(0.4)	
Cash and cash equivalents	10.9	13.2	(17.3)	10.9	17.2	(36.5)
	As at 30 Sep 08	As at 31 Dec 07		As at 30 Sep 08	As at 30 Jun 08	
Total equity for the Group	41.7	44.2		41.7	41.6	
Net asset value per share (in cents)	8.6	9.1		8.6	8.6	

Results analysis

The Group’s revenue stood at US\$118.0 million in 3Q08 compared to US\$132.4 million in 3Q07. The decrease in revenue was mainly due to challenging business environment and lower average selling prices. Consequently, gross profit stood at US\$7.4 million in 3Q08, a decline of 17.0% from US\$8.9 million in 3Q07. Gross profit margin was at 6.3% in 3Q08 compared with 6.7% in 3Q07.

Arising from the implementation of cost saving measures, total operating expenses – which comprise sales and distribution costs, general and administrative expenses and finance costs – decreased by 4.1% to US\$8.0 million in 3Q08 from US\$8.3 million in 3Q07. Overall, the Group generated a net profit after tax of US\$0.1 million in 3Q08 compared with a net profit after tax of US\$0.2 million in 3Q07.

Mr. Albert Phuay, Chairman and Group CEO said, "In spite of the very challenging business environment, Excelpoint registered revenue of US\$118.0 million. We will continue with our cost containment measures, streamline our operations to drive greater efficiencies and improve customer satisfaction as their total solutions provider."

Cash flow from operating activities for 3Q08 improved to US\$4.0 million due mainly to decrease in stocks and trade debtors. On the Group's balance sheet, its cash position stood at US\$10.9 million, as compared to US\$9.6 million as at end of FY07.

Commented Mr. Phuay, "The continuing uncertainty surrounding the global economy coupled with waning consumer confidence and reduced spending, will impact the electronic industry. We expect the business environment to continue to be challenging."

This release may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other companies and venues for the sale/distribution of goods and services, shifts in customer demands, customers and partners, changes in operating expenses, including employee wages, benefits and training, and governmental and public policy changes. You are cautioned not to place undue reliance on these forward looking statements, which are based on current view of management on future events.

About Excelpoint Technology Ltd (Registration No. 200103280C)

Excelpoint Technology Limited is a total solutions provider of quality components, engineering designs and supply chain services to Asia's electronics manufacturers. Since 1987, 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 total solutions and reference designs created by Excelpoint are found in industrial instrumentation, wireless communications and consumer electronics equipment made by Asia's top OEM, ODM and EMS. Headquartered in Singapore, Excelpoint has a strong team of dedicated R&D professionals located in major cities to create the innovation solutions and to deliver the full range of supply chain services to help customers go to market quickly and efficiently. Excelpoint is listed on the Mainboard of Singapore Stock Exchange. The company employs over 400 staff and has facilities and offices in over 25 cities in 9 countries throughout Asia Pacific.

For more information, please visit our website at www.excelpoint.com

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