



Excelpoint Technology Ltd

SOARING AHEAD

2016

ANNUAL REPORT



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CORPORATE PROFILE

About EXCELPOINT TECHNOLOGY LTD

(Company Registration No. 200103280C)

Excelpoint Technology Ltd (“Excelpoint” or the “Company”), together with its subsidiaries (the “Group”) is a leading regional electronics components distributor providing quality components, engineering design services and supply chain management to original equipment manufacturers (“OEM”), original design manufacturers (“ODM”) and electronics manufacturing services (“EMS”) in the Asia Pacific region. It ranks among the Top 25 Global Franchised Distributors List from EBN in 2016.

Excelpoint works closely with its principals to create innovative solutions to complement its customers’ products. The Group has research and development (“R&D”) centres in both Singapore and China supported by a team of professional engineers aimed at helping customers improve operational efficiency and cost effectiveness.

Established in 1987 and headquartered in Singapore, Excelpoint’s presence spans more than 25 cities across Asia Pacific. Currently, we provide employment to more than 600 people of different nationalities. Our shares are quoted on the Main-Board of the Singapore Exchange (“SGX”).

For more information about Excelpoint, please visit www.excelpoint.com



A LETTER TO SHAREHOLDERS

“Our dedicated team, together with our extensive network and deep customer relationships have contributed to the strong results this year.”



Dear Shareholders,

On behalf of our Board of Directors, I am pleased to announce that our team delivered a 19.3% growth in revenue, which rose from US\$828.3 million in FY2015 to US\$988.2 million at the close of FY2016. Our profit after tax of US\$7.1 million for FY2016 was an increase of 62.0% from US\$4.4 million in the previous year.

Our revenue for the Hong Kong (including China) and Singapore (including ASEAN and India) business units grew by 11.9% and 30.1% respectively.

In view of our results for the year 2016, the Board proposes an ordinary dividend of 2.5 Singapore cents per share, and a special dividend of 1.5 Singapore cents per share, subject to your approval at the forthcoming Annual General Meeting.

THE YEAR IN RETROSPECT

Given the challenging business environment, our teams in both regions have worked hard to overcome headwinds and grow the business.

North Asia

This region remains the largest revenue contributor for Excelpoint, accounting for about US\$551.1 million, which is approximately 55.8% of Excelpoint's aggregated revenue.

Despite the slowdown of the economy and challenges faced in the business operating environment such as the depreciation of the Renminbi (“RMB”), China saw growth in the field of electronics manufacturing, especially with the advent of the Internet of Things (“IoT”), Robotics and more. China's smartphone labels have gained popularity, giving rise to increased domestic demand, and this contributed to our revenue growth in the mobile segment. China's ‘Made in China 2025’ initiative with the goal to upgrade its domestic manufacturing chain also gave rise to the emergence of new opportunities in the industrial and instrumentation space, which is a key segment for us.

We saw more opportunities coming from the smart home sector in China, which led to the increase in adoption of new reference solutions for smart audio and smart lighting developed by our R&D team.

A LETTER TO SHAREHOLDERS

South East Asia and India

This region accounted for about US\$437.2 million at the close of FY2016, which is equivalent to approximately 44.2% of the Excelpoint's aggregated revenue.

Despite the political uncertainties in this region, we continue to see growth led by globalisation and infrastructure developments. Our close working relationship with our partners in these markets have positioned us well to capture opportunities that arise.

We continue to be optimistic about the potential of the market in India. With the government's initiatives such as 'Make in India', it is a rising platform for the growth of technology-related manufacturing companies. The recent direction from the government to provide a cashless economy has shown the importance of integrating hardware and software capabilities, which presents an opportunity for us. With India now placed in high growth trajectory, we foresee growth in the IoT related segments such as smart security, green energy for sustainability, and connectivity.

With the advent of opportunities coming from the emerging markets, we have also expanded our footprints into new territories such as Sri Lanka, Pakistan and Bangladesh.

Our Strategy

As a regional distributor who seeks to add value to our partners, innovation is vital. In 2016, we signed a partnership with Tata Elxsi as our software partner, as well as obtained the distributorship of Xilinx in India to enhance our solutions offering. To capture opportunities in the IoT segment, we set-up a dedicated team with the expertise and market knowledge to design solutions that can be applied to a broad range of applications. Ultimately, we strive to create an ecosystem that can take Excelpoint to greater heights and strengthen our position in the market.

As we continue to grow our business organically, the Group is also looking for partnerships that can bring Excelpoint to the next level. We have, on 5 October 2016, completed a share placement raising S\$7.8 million, which will be used mainly for our business expansion plans.

PROSPECTS

The electronics industry will continue to see more opportunities arising, especially with new developments from our suppliers at the recent Consumer Electronics Show in Las Vegas in January 2017. In addition, the increasing attention on IoT and the rise of government initiatives across the markets we operate in present new business opportunities, and we are well-positioned to capture them.

We continue to see more mergers and acquisitions in the semiconductor industry. These consolidations have led to new opportunities such as increasing our product range offering, as well as new business prospects. As the global growth remains uncertain and challenges in the business environment persists, we will remain nimble and focused in order to ensure business sustainability and growth.

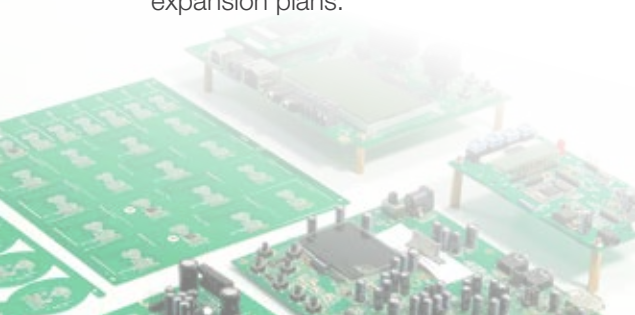
IN APPRECIATION

I would like to welcome Mr. Herbert Kwok Fei Lung (as an Executive Director), Mr. Tonny Phuay Yong Choon (as an Executive Director) and Ms. Joanne Khoo Su Nee (as an Independent Director) to the Board of Directors, and extend my appreciation to Mr. David Kok Fat Keung, who has stepped down as an Executive Director to focus on his personal commitments. I would like to thank Mr. Kok for his service to the Board and wish him all the best in all his future endeavours.

I would also like to thank all our Directors for their guidance in navigating the Group throughout the year. It is truly this concerted effort to work together as a team that will overcome challenges and propel Excelpoint to greater heights. Together with the members of the Board, I would like to thank my fellow employees, principals, customers, bankers, business associates and shareholders for your continued trust, support and confidence in Excelpoint.

Yours sincerely,

Albert Phuay Yong Hen
Chairman and Group CEO



OPERATIONS REVIEW

NORTH ASIA

Mobile and Computing Segment

This segment remains the top revenue contributor for the North Asia region. With the increasing popularity of the China smartphone labels in the domestic market, we saw an increase in demand coming from Memory components. We also saw an increase in the demand for the product line Qorvo, a key player in the Radio Frequency market, and it is highly used in majority of the China smartphone labels.

Industrial and Instrumentation Segment

We saw growth in mainly 3 sub-segments – Transmission and Distribution, Chemical Analyser and Environmental Instrumentation and Process Control. In 2016, there was an increase in new customers due to the recognition of our reference designs. Our value-add service allowed for more product mix, generating higher revenue in this segment. We also saw new applications that required our solutions and components in the industrial automation area, mainly in IoT and Robotics. As we see potential in this segment due to the increase in infrastructure and industrial projects, we stay focused at growing this segment.

Consumer Segment

Several new applications such as the True Wireless Stereo Drive by Apple's new airpods and Smart Speakers for Smart Homes usage contributed to the increase in this segment. In addition, our strong expertise in this field has garnered recognition and we see increased demand for our solutions. This segment will continue to grow as we improve on our reference designs to fulfil market needs.

Lighting Segment

We saw growth in this area due to the focus across the region in infrastructure projects. These projects require Smart Lighting for Smart Homes and for energy conservation purposes. With a strong portfolio of product lines in this segment to cater to market needs, we expect the demand to continue in the following year.

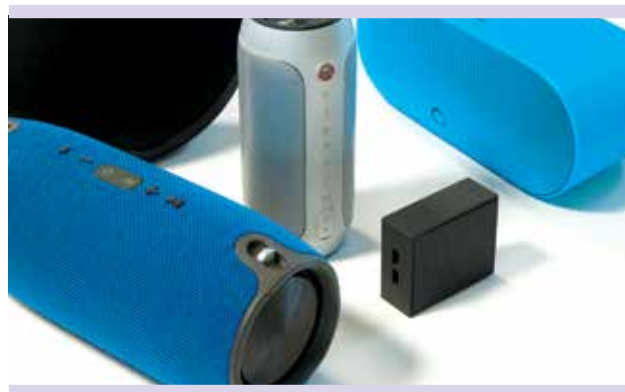
SOUTH EAST ASIA AND INDIA

Consumer Segment

This segment is our top revenue contributor in this region contributed by the increased adoption of our solutions. With our strong expertise in the Bluetooth and Bluetooth Low Energy applications, which are used in automation and communication applications, we continuously improve our solutions for our audio customers. Our strong footprints in the region allowed us to retain our top customers in the wireless audio market and grow the demand for our wireless Bluetooth solutions.

Mobile and Computing Segment

The 'Make in India' government initiative has started to gain momentum with some of the local key players getting ready to build their own local PCBA. With our strong engagement with the local players and their ODMs, we have started designing-in to new products to gain market share, especially in the memory components. We believe that the market will continue to see growth as the demand for smart phones is on the rise with competitive 3G and 4G services now being made available by local service providers.



OPERATIONS REVIEW

Industrial and Instrumentation Segment

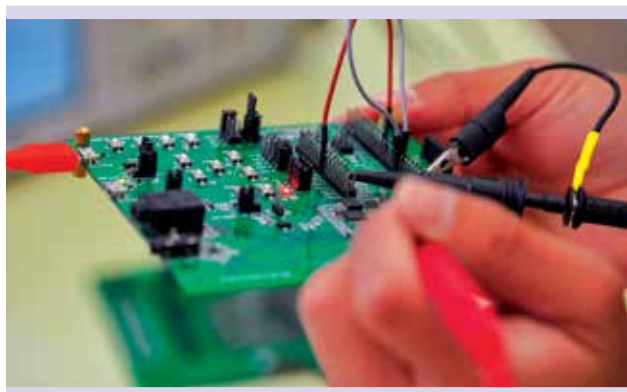
This segment remained resilient for FY2016 with our strong product portfolio. There are 3 key sub-segments that contributed to the segment growth:-

› Infrastructure

The growth of this segment is due to the rise in government initiatives to improve and enhance the nation's infrastructure. We have also added Xilinx into our product portfolio to enhance our offering for the industrial IoT segment. With the continued directions from the government for this segment, we foresee growth in this segment moving forward, especially with power adapters, embedded wireless-connected end products for infrastructure and automation applications.

› e-Government Projects

With several government initiatives being announced in 2016, we saw growth in this segment. After the recent initiatives by India's government on Digital India and demonetisation, India is moving towards a cashless economy, giving rise to the digitalising of the banking sector. This led to increase in the demand for our NXP's smart card chips. Also, we saw a rise in our Point-of-Sale terminal demand, mainly in micro-ATMs for the retail sector. With our strong positioning in the India's market and with ongoing collaborations with key customers to provide solutions in this region, we believe we are able to grow this segment.



› Energy Harvesting

This segment saw continued growth as our strengths in Metering, Power and Connectivity remained strong. Our product lines have expanded significantly to meet the rising need for green energy in the emerging markets, and we believe we will see continued growth in this segment. Particularly in India, the government has recently launched a program called Ujwal Bharat with a vision of 24 hours power for all in order to illuminate the life of every Indian by 2022. With these initiatives, we see potential and will remain focused at growing our revenue in this segment.

Lighting Segment

This segment saw growth due to the rise in government's infrastructure projects. With the continued price erosion and existing strong competition in this segment, the Group have taken caution in the selection of product lines to ensure that businesses are profitable. Moving forward, we will focus on niche segments like LED display demand for Railway projects, Lighting control gears and Drivers. We believe that the Lighting segment will continue to see more market demand owing to the increase in government-related projects.

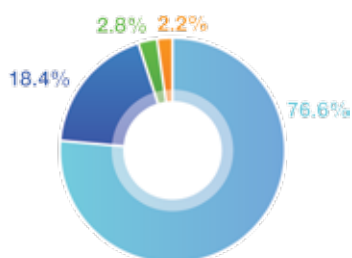


FINANCIAL HIGHLIGHTS

	2016	2015	2014	2013	2012
Result of Operations (US\$'000)					
Total revenue	988,240	828,283	728,968	651,857	584,852
Profit before taxation	8,505	5,499	7,457	7,535	6,098
Profit after taxation attributable to equity holders	7,053	4,355	7,083	6,226	5,046
Earnings per share (cent)	6.65	4.26	6.97*	1.23	1.00
Return on equity (%)	10.33	7.62	12.60	12.01	10.42
Balance Sheets (US\$'000)					
Shareholders' equity	68,258	57,183	56,227	51,860	48,420
Fixed assets	2,577	1,870	2,322	4,409	4,624
Intangibles	519	326	326	326	326
Current assets	303,936	258,761	221,501	183,269	159,903
Current liabilities	240,585	205,560	170,086	137,924	117,837
Net current assets	63,351	53,201	51,415	45,345	42,066
Borrowings	123,501	99,445	80,951	59,326	45,876
Net assets value per share (cent)	57.94	55.83	55.12*	10.22	9.59
Weighted average number of ordinary shares	105,999,041	102,214,069	101,573,225*	505,003,082	504,659,200
Number of ordinary shares	117,810,940	102,423,440	102,004,440*	507,578,200	504,659,200

* On 11 August 2015, the Company completed the consolidation of every five existing issued shares in the capital of the Company into one ordinary share in the capital of the Company. The weighted average number of ordinary shares used for the calculation of earnings per share for the comparatives have been adjusted for the effect of the share consolidation.

Revenue By Geographical Locations



Revenue By Business Segments

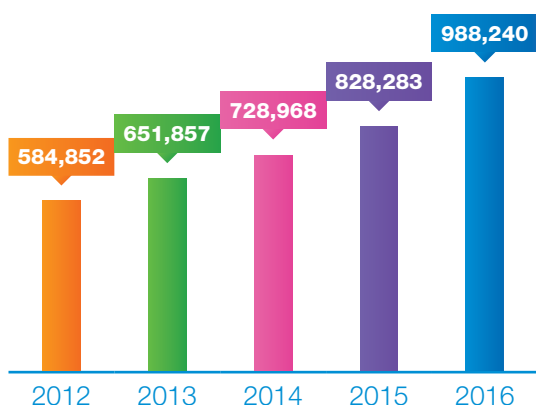


	2016		2016		
	US\$'000	%	US\$'000	%	
● Hong Kong/ PRC	757,768	76.6%	551,086	55.8%	
● Southeast Asia	181,549	18.4%	(comprising Hong Kong and the PRC)		
● India	27,284	2.8%	● Southeast Asia	437,154	44.2%
● Others	21,639	2.2%	(comprising Singapore, Malaysia, Thailand, Philippines, Vietnam, India, Indonesia, New Zealand and Australia)		
	988,240	100.0%	988,240	100.0%	

FINANCIAL REVIEW

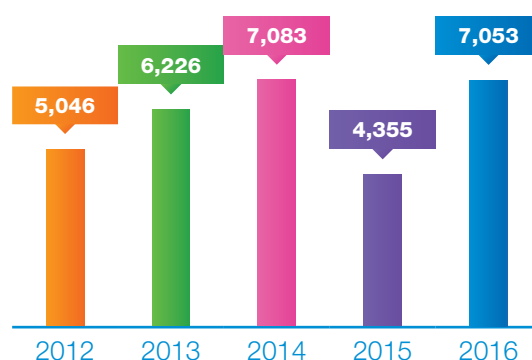
Revenue (US\$'000)

The Group reported a 19.3% growth in total revenue, from US\$828.3 million in FY2015 to US\$988.2 million in FY2016. This is due to the higher revenue contributed by the North Asian, Southeast Asian and Indian markets.



Profit After Taxation (US\$'000)

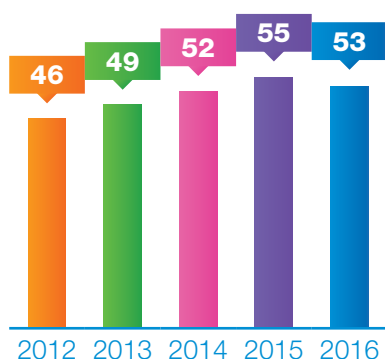
Net profit after tax amounted to US\$7.1 million this year, which was higher than the US\$4.4 million reported in FY2015. This was due to higher sales arising from stronger demand in FY2016.



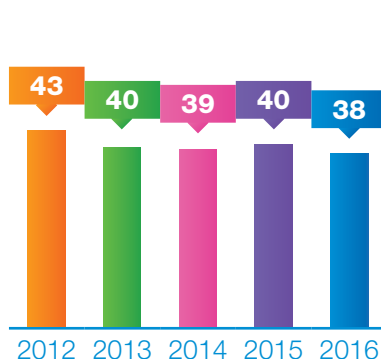
Operational Efficiency

Overall operational efficiency improved in FY2016 due to the Group's on-going efforts in managing its credit and inventory risk. Debtors' turnover decreased from 55 days in FY2015 to 53 days in FY2016. Creditors' turnover decreased from 40 days in FY2015 to 38 days in FY2016 reflecting the Group's sound financial position. Inventory turnover decreased from 48 days to 47 days.

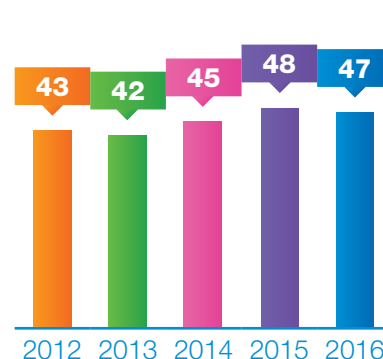
Debtors T/O (DAYS)



Creditors T/O (DAYS)



Inventory T/O (DAYS)



SUSTAINABILITY REPORT



Excelpoint is committed to improving the economic and social well-being of our stakeholders. Being responsible in our operations and delivering sustainable growth has been a fundamental value embedded in our business practices both internally and externally.

We aim to create sustainable value in everything we do and our 4 key sustainability drivers to achieving this are:-

**MANAGING
RISKS IN OUR
BUSINESS**

**STAKEHOLDER
ENGAGEMENT**

**SUPPORTING
OUR
COMMUNITIES**

**ENSURING
RESPONSIBLE
BUSINESS
OPERATIONS**

By effectively reviewing these key sustainability drivers, we make our business more resilient and our team more competent.

A) MANAGING RISKS IN OUR BUSINESS

Excelpoint believes strongly in the importance of identifying, analysing and managing risks in the organisation. With a strong risk management framework in place, it gives the business the ability to focus on its core, and it gives our stakeholders the confidence that the business is sustainable.

› Enterprise Risk Management (“ERM”)

Risk management is a pertinent exercise that Excelpoint engages yearly. The Company has an ERM Framework and a risk management committee in place for the Group. The said Framework is reviewed by the Audit Committee (“AC”) and approved by the Board. The AC and the Board will assess the adequacy and effectiveness of the ERM framework and processes. With the feedback given, the committee, together with the management work on strategies to prioritise and mitigate the risks that are existent.

SUSTAINABILITY REPORT

B) STAKEHOLDER ENGAGEMENT

Stakeholder engagement is a very important element of sustainability governance as it ensures the Group is well positioned to identify, review and prioritise our sustainability efforts. We ensure our sustainability strategies and programs are in line with our shareholders' perspectives and expectations. To achieve this, we promote various dialogues with a wide spectrum of stakeholders.

Excelpoint's Stakeholders



HOW WE ENGAGE

Our Stakeholders	Key Matters	What We Do
Employees	<ul style="list-style-type: none"> - Remuneration - Welfare - Diversity - Communication 	<ul style="list-style-type: none"> - Performance bonus and sales incentive - Long service awards - Employee share allocation programme (Excelpoint performance share scheme and Excelpoint share option scheme) - Annual performance management (self and employer appraisal) - Performance improvement programme - Training and development opportunities - Recreation club - Ensuring diversity (62% of the workforce are males and 38% of the workforce are females) - Safety and health (Excelpoint has achieved bizSAFE Level 3 certification)
Customers/ Suppliers	<ul style="list-style-type: none"> - Building Relationships - Value-added Services - Customer Relationship Management 	<ul style="list-style-type: none"> - Timely feedback through quarterly (or more) reviews - Internal management reviews (to ensure we are fulfilling the needs of both our suppliers and customers)

SUSTAINABILITY REPORT

Our Stakeholders	Key Matters	What We Do
Shareholders and Investor Groups	<ul style="list-style-type: none"> - Communication - Timely Reporting of Announcements - Transparency - Compliance 	<ul style="list-style-type: none"> - Dedicated Investor Relations page on website - Annual General Meetings/ Extraordinary General Meetings - Quarterly updated financial reports and annual reports - Press Releases on business related news - Information on new regulations are communicated to the Board to ensure compliance
Government Bodies	<ul style="list-style-type: none"> - Communication 	<ul style="list-style-type: none"> - Participation in consultations, surveys, forums and roundtables - Participation in networking sessions held by the government - Attending talks and networking sessions held by government bodies to understand the industry and share our perspectives

C) SUPPORTING OUR COMMUNITIES

Year 2016 was another fruitful year as we were able to grow our contributions in different ways. As we continue to explore new opportunities to give back to the society, we have also focused our efforts on helping children and youths, and building the next generation of leaders.

SINGAPORE

- The Excelpoint Bursary, in collaboration with the Singapore Management University (“SMU”) continues in its third year (a total of S\$52,000 dispersed annually for 5 years for the unprivileged students which started in 2014).
- Sponsorship of S\$10,000 for Halogen Foundation’s Golf Charity Event in November 2016, whereby the proceeds will go to several programs that the foundation is building upon to help the youths in need. Excelpoint has worked closely with Halogen to play a part in the Network For Teaching Entrepreneurship (“NFTE”) Program, which is a core program under Halogen Foundation, to educate underprivileged children, aged between 15-19 years old about leadership and entrepreneurship.
- We have donated S\$5,000 to the annual UOB Heartbeat Run/ Walk, whereby partners are invited to participate in their Annual Charity Run/ Walk to raise funds to help the needy.



SUSTAINABILITY REPORT

CHINA

This year, Excelpoint worked with Sowers Action on their Sending Love program, a continuation of the previous year. We donated approximately S\$6,574 (HKD\$36,000) to distribute 300 jackets to the disadvantaged children in the rural regions of China. This was a meaningful activity as the jackets were able to provide children with warmth and to tide them through the harsh winter.



D) ENSURING RESPONSIBLE BUSINESS OPERATIONS

Excelpoint is committed to our environment, people and our stakeholders. We believe that being responsible in what we do can add value to our business.

› Health and Safety

Excelpoint Systems (Pte) Ltd has attained bizSAFE Level 3 in 2014.

We are committed to continuously improve our health and safety management to eliminate injuries and illnesses at our workplace. We are in compliance with the regulatory requirements of the Workplace Safety Health Act ("WSHA").

› Standards and Compliances

All operations in Excelpoint implement Quality Management Systems ("QMS"), which is third party certified to the International Organisation for Standardisation ("ISO"). Excelpoint has achieved ISO 9001:2015 certification in June 2016 and it addresses all the management processes, key processes and support processes that are relevant in our operations (warehousing, stocking and supply of electronic components).

This standard set the requirements necessary for our employees to ensure our customers' satisfaction through the supply of high quality products and delivering the most professional services.

› Personal Data Protection Act

Excelpoint respects employees', suppliers' and customers' data privacy, and has a stringent process in place to ensure data is accessed only by authorised personnel and for authorised use only. With this policy, we are able to safeguard data and prevent them from being misused.

BOARD OF DIRECTORS



1. Kwah Thiam Hock
2. Albert Phuay Yong Hen
3. Alan Kwan Wai Loen
4. Joanne Khoo Su Nee

5. Sunny Wong Fook Choy
6. Herbert Kwok Fei Lung
7. Tonny Phuay Yong Choon
8. Professor Low Teck Seng

BOARD OF DIRECTORS



ALBERT PHUAY YONG HEN is the founder, Chairman and Group Chief Executive Officer. He was appointed as an Executive Director on 18 May 2001 and was last re-elected on 6 April 2016. He is also a member of the Nominating Committee.

He oversees the general management of our business and is also responsible for our Group's strategic direction, planning and business development.

Prior to forming Excelpoint Systems (Pte) Ltd ("ESPL"), Mr. Phuay held various management positions in several companies from 1977 to 1986.

Mr. Phuay holds a Technical Certificate in Electronics from the Institute of Technical Education in Singapore. He also received a Long Service Award certificate from the Ministry of Community Development and Sports in recognition of his voluntary contributions as a Probation Officer since 1985.

ALAN KWAN WAI LOEN was appointed as an Executive Director on 18 May 2001 and was last re-elected on 8 April 2015. He advises and assists the business units on the strategic alliance within the Group.



Mr. Kwan holds a Diploma in Production Engineering from the Singapore Polytechnic, a Diploma in Marketing Management from the Ngee Ann Polytechnic and a Diploma from the Chartered Institute of Marketing in the United Kingdom.



HERBERT KWOK FEI LUNG was appointed as an Executive Director on 28 September 2016. He manages the businesses and operations in the North Asia region, which includes Hong Kong and the PRC.

Mr. Kwok holds a Higher Diploma in Marine Electronics from the Hong Kong Polytechnic.

TONNY PHUAY YONG CHOON was appointed as an Executive Director on 28 September 2016. He oversees the Group's sales, and the overall businesses and operations in the ASEAN region, including India, Australia and New Zealand.



Mr. Phuay holds a Diploma in Electronics and Communications from the Singapore Polytechnic and a Postgraduate Diploma in Sales and Marketing from the Chartered Institute of Marketing in the United Kingdom.



KWAH THIAM HOCK was appointed as an Independent Director on 18 April 2007 and was re-elected on 6 April 2016. He is the Chairman of the Audit Committee and also a member of the Remuneration Committee and Nominating Committee. He was appointed as Lead Independent Director on 28 February 2014 and a member of the Nominating Committee on 5 March 2015.

Presently, Mr. Kwah also holds Independent Directorships at Wilmar International Limited, Teho International Inc Ltd, and IFS Capital Limited.

Mr. Kwah holds a Bachelor in Accountancy from the National University of Singapore. He is a Fellow CPA of Australian Society of Accountants and also a Fellow Member of both the Institute of Singapore Chartered Accountants and ACCA (UK).

BOARD OF DIRECTORS



SUNNY WONG FOOK CHOY was appointed as an Independent Director on 13 November 2003 and was re-elected on 17 April 2014. He is the Chairman of the Remuneration Committee and a member of the Audit Committee and Nominating Committee.

He is a practising advocate and solicitor of the Supreme Court of Singapore. He started his legal career in 1982. He is currently the Managing Director and shareholder of Wong Tan & Molly Lim LLC and WTML Management Services Pte Ltd.

Mr. Wong is a Director in the following public listed companies in Singapore: China Medical (International) Group Limited, Mencast Holdings Ltd, KTL Global Limited, Civmec Limited and Innotek Limited.

He holds a Bachelor of Laws (Honours) from the National University of Singapore.

PROFESSOR LOW TECK SENG was appointed as an Independent Director on 19 April 2006 and was re-elected on 8 April 2015. He is the Chairman of the Nominating Committee and a member of the Audit Committee and Remuneration Committee.



Professor Low is currently the Chief Executive Officer of the National Research Foundation, Singapore, an Independent Director at Singapore Post Limited and ISEC Ltd, and a tenured Professor at both the Nanyang Technological University and the National University of Singapore. He has also been appointed to the Board of Advisors of CORFO, Chile.

He holds a Bachelor of Science (First Class, 1978) and Ph.D (1982) from Southampton University, United Kingdom.



JOANNE KHOO SU NEE was appointed as an Independent Director on 28 September 2016. She is a member of the Audit Committee.

She has more than 20 years of experience in corporate finance and business advisory services and is currently a Director of Bowmen Capital Private Limited, a company that provides business and management consultancy services. From February 2008 to October 2012, she was a Director of corporate finance at Canaccord Genuity Singapore Pte. Ltd. (formerly known as Collins Stewart Pte. Limited). Prior to this, she was involved in a wide range of corporate finance activities in the employment of Phillip Securities Pte Ltd and Hong Leong Finance Limited. From 2000 to 2004, she was with Stone Forest Consulting Pte Ltd where she was involved in providing consultancy services to companies seeking public listings in Singapore. From 1997 to 2000, she was with PricewaterhouseCoopers. During that period, she was involved in both the corporate finance and recovery department as well as the audit and business advisory services department.

Presently, Ms. Khoo also holds Independent Directorships at Teho International Inc Ltd and Kitchen Culture Holdings Ltd.

Ms. Khoo graduated with a Bachelor of Business in Accountancy from the Royal Melbourne Institute of Technology University in 1996. She was admitted as a Certified Public Accountant by the CPA Australia in 1999 and a Chartered Accountant under the Malaysian Institute of Accountants in 2000.

KEY MANAGEMENT



1. STANLEY CHAN TUNG HONG is the Senior Vice President of Operations of ESPL, and Assistant to CEO. He is responsible for ESPL's overall business activities in the ASEAN region, India and Australia/New Zealand. He is also assisting the CEO in overall business strategies.

Mr. Chan holds a Bachelor Degree in Engineering (Electrical) awarded with Second Class Honours from the Nanyang Technological University, Singapore.

2. GE YI XIN is the Senior Vice President of Field Applications of ESHK. He is the head of Field Applications team in Hong Kong and China region, responsible for providing technical designs assistance, technical support and engineering consultancy services for customers.

Mr. Ge holds a degree in Automatic Manufacturing Systems from the Shanghai University of Technology and a Master of Engineering degree awarded by the same university.

3. ALAN TAN JING TIONG is the Vice President of Sales for the Hong Kong and China region. He is responsible for the overall sales performance and manages the sales teams in the region.

Mr. Tan holds a Diploma in Electrical Engineering from Singapore Polytechnic.

4. WANG QING SHENG is the Director of Research and Development (R&D) for the Group. He oversees the R&D teams in Singapore and China, who are responsible for our reference solutions and application designs.

Mr. Wang holds a Master Degree in IEEE (Institute of Electrical and Electronics Engineers) from Tsinghua University. After graduation, he lectured in Tsinghua University for two years. Since 1991, he has been in the electronics engineering industry working for several high-tech companies to design and develop wireless products and solutions.

5. PHUAY YONG HUA is the Group Senior Vice President of HR & Admin and oversees the human resources and administrative departments of the Group.

Mr. Phuay holds an Electronics Servicing Certificate from the Institute of Technical Education in Singapore.

6. IVAN LEE SEE THIAM is the Group Chief Financial Officer and oversees the overall financial activities of the Group.

Mr. Lee holds a Masters of Commerce (Accounting and Finance) from The University of Sydney, Australia and a Bachelor of Business Administration awarded with Merit from the National University of Singapore.

CORPORATE STRUCTURE



Excelpoint™

Excelpoint Technology Ltd



* This company was struck-off during the year and deregistration is expected to be completed by March 2017.

REGIONAL PRESENCE



SINGAPORE

Headquarters

AUSTRALIA

Sydney

INDIA

Bangalore
Chennai
Hyderabad
Mumbai
New Delhi
Pune

INDONESIA

Jakarta

MALAYSIA

Kuala Lumpur
Penang

PHILIPPINES

Manila

THAILAND

Bangkok

VIETNAM

Ho Chi Minh City

CHINA

Beijing
Chengdu
Guangzhou
Hong Kong
Nanjing
Qingdao
Shanghai
Shenzhen
Wuhan
Xiamen
Xi'an

CORPORATE INFORMATION

BOARD OF DIRECTORS

Executive

Albert Phuay Yong Hen
(Chairman and Group Chief Executive Officer)
Alan Kwan Wai Loen
Herbert Kwok Fei Lung[#]
Tony Phuay Yong Choon[#]
David Kok Fat Keung^{*}

Non-Executive

Kwah Thiam Hock (Lead Independent)
Sunny Wong Fook Choy (Independent)
Professor Low Teck Seng (Independent)
Joanne Khoo Su Nee (Independent)[#]

AUDIT COMMITTEE

Kwah Thiam Hock (Chairman)
Sunny Wong Fook Choy (Member)
Professor Low Teck Seng (Member)
Joanne Khoo Su Nee (Member)[#]

NOMINATING COMMITTEE

Professor Low Teck Seng (Chairman)
Albert Phuay Yong Hen (Member)
Sunny Wong Fook Choy (Member)
Kwah Thiam Hock (Member)

REMUNERATION COMMITTEE

Sunny Wong Fook Choy (Chairman)
Kwah Thiam Hock (Member)
Professor Low Teck Seng (Member)

[#] Appointed on 28 September 2016

^{*} Resigned on 6 February 2016

COMPANY SECRETARIES

Tan Cher Liang
Wong Yoen Har

REGISTERED OFFICE AND BUSINESS ADDRESS

15 Changi Business Park Central 1
#06-00
Singapore 486057
Tel: 65-6741 8966
Fax: 65-6741 8980
Website: www.excelpoint.com
Company Registration No. 200103280C

SHARE REGISTRAR

Boardroom Corporate & Advisory Services Pte Ltd
50 Raffles Place
#32-01 Singapore Land Tower
Singapore 048623
Tel: 65-6536 5355
Fax: 65-6536 1360

AUDITORS

Ernst & Young LLP
Public Accountants and Chartered Accountants
One Raffles Quay
North Tower Level 18
Singapore 048583

AUDIT PARTNER-IN-CHARGE

Tham Chee Soon
(Since financial year ended 31 December 2014)



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