

ENG TEKNOLOGI HOLDINGS BHD



Investment Briefing
4Q10 & FY2011/12 Review

28 February 2011
Hotel Equatorial, Kuala Lumpur



Contents

- ENGTEK GROUP OVERVIEW
- REVENUE
- SALES QUANTITY
- FINANCIALS
- HDD MARKET
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- Q&A

Products

- Data Storage Group - HDD

Separators/Dampers
(Malaysia, Philippines)



Baseplate
(Malaysia, Thailand)



Spindle Components
(Philippines)



Actuators
(China, Philippines, Thailand)



Products

- Industrial Product Group

Gas Control Components
Temperature Control Components
Engine Blocks, etc.
(Malaysia, Philippines, China)

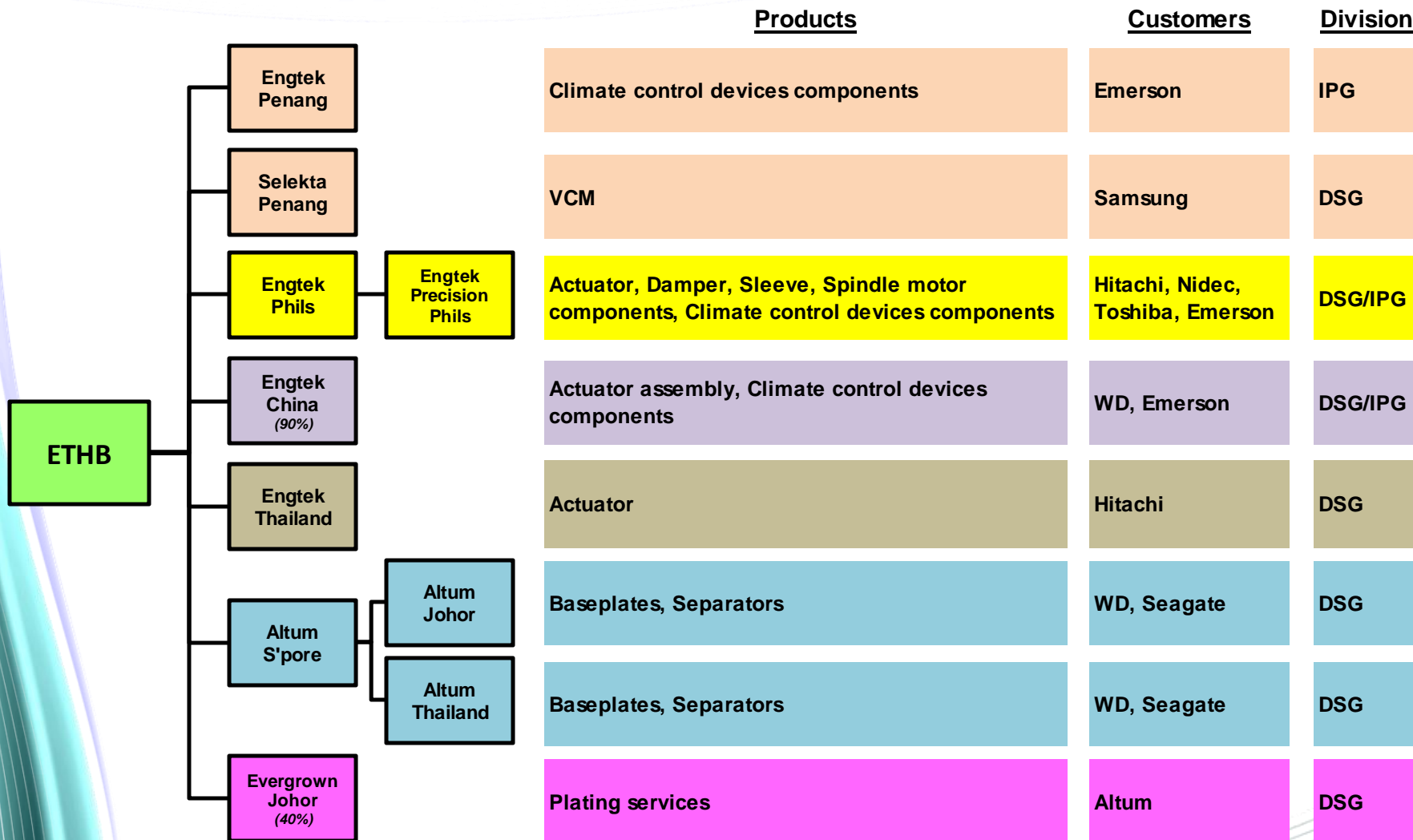


Products - Associated Companies

Evergrown Coating - ED coating services

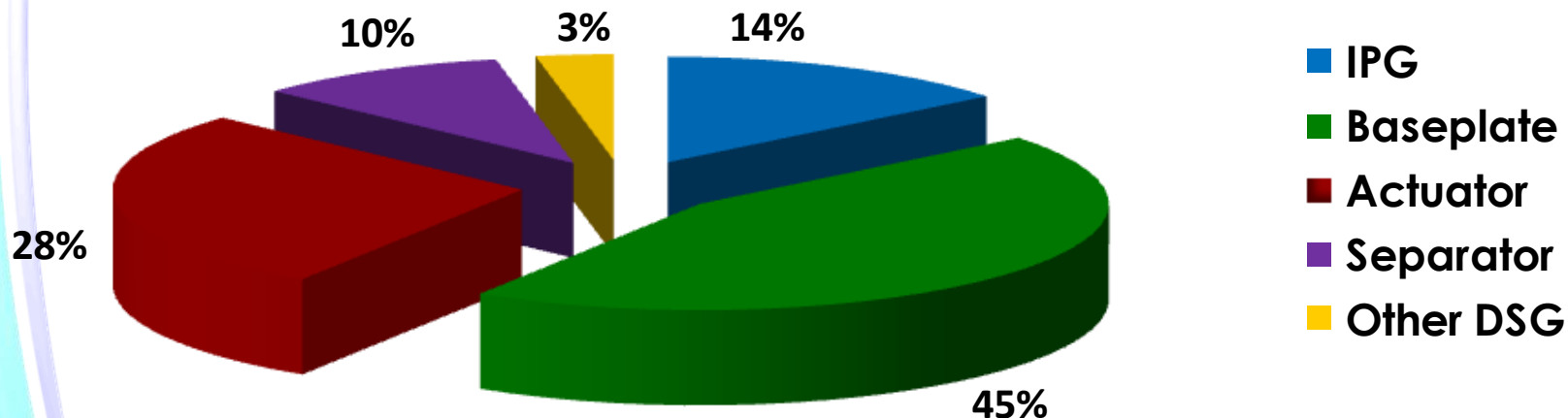


Organization Structure

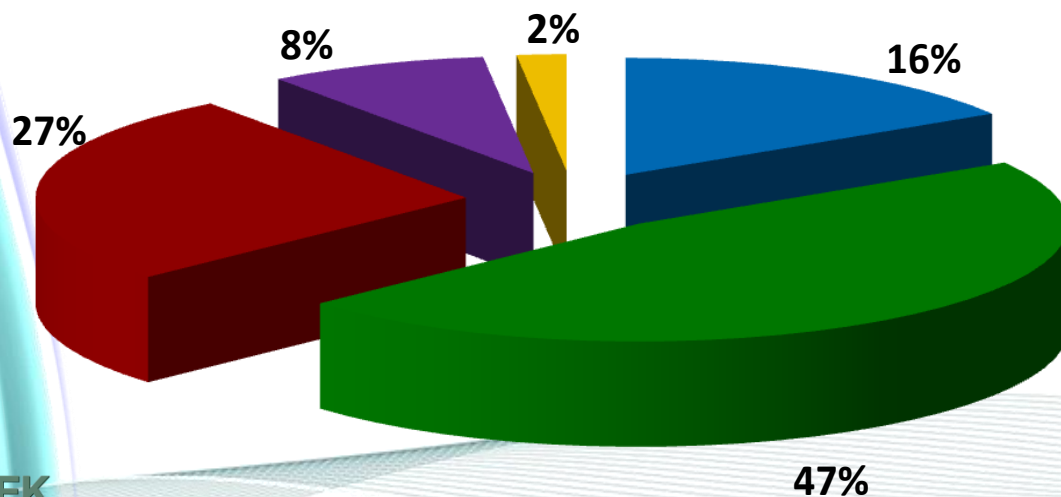


Revenue By Products – YTD Q4'10

Q3'10



Q4'10



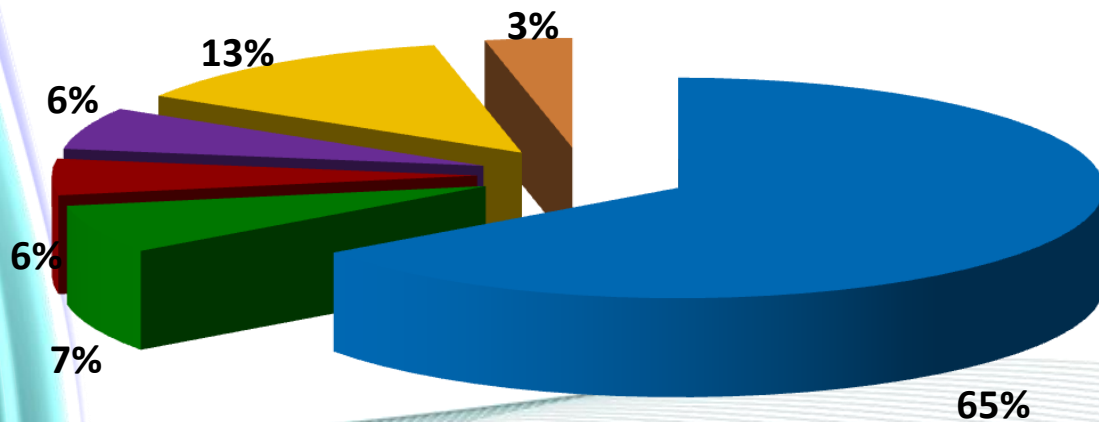
FY2010
RM557.3 mil

Revenue By Customers – YTD Q4'10

Q3'10

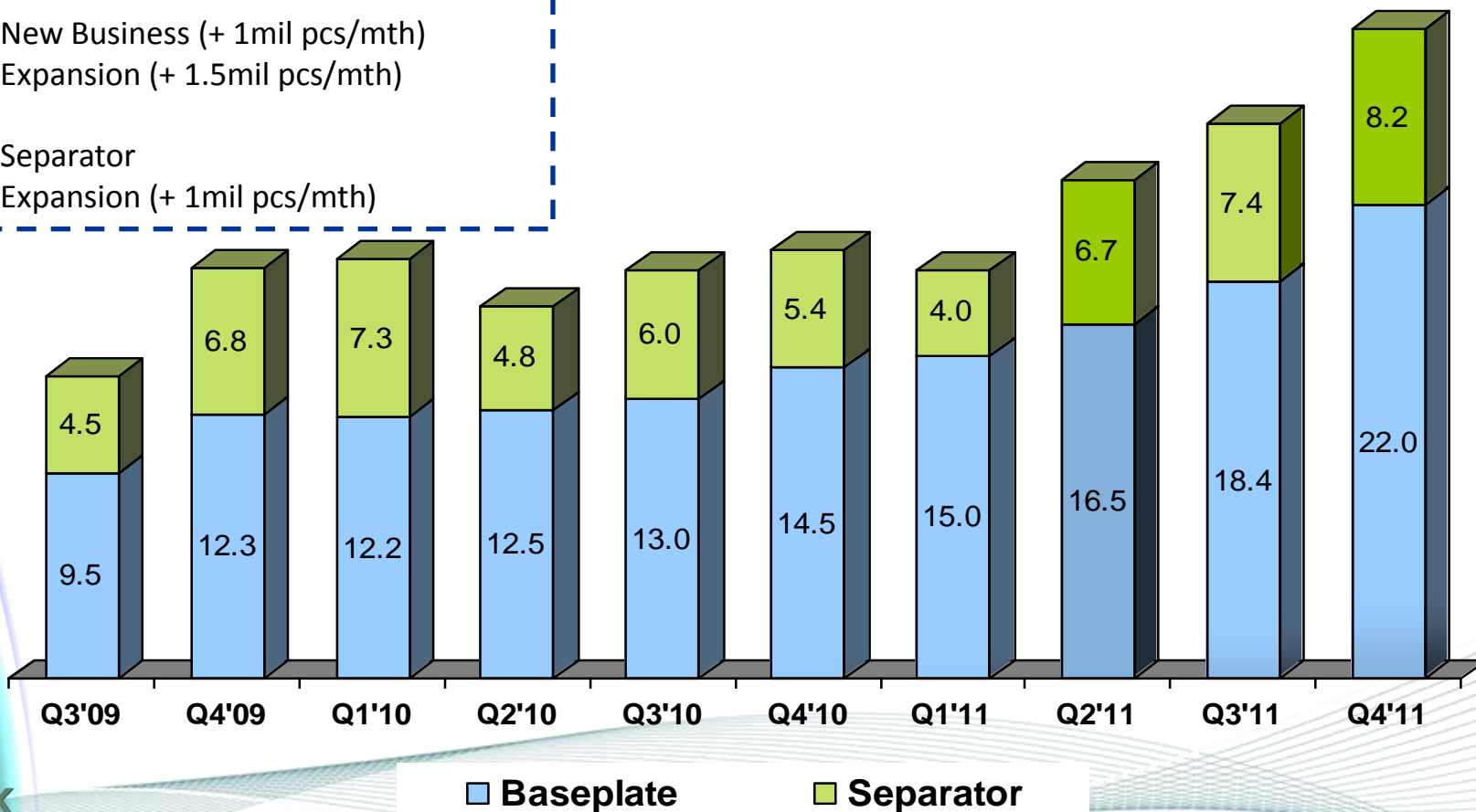
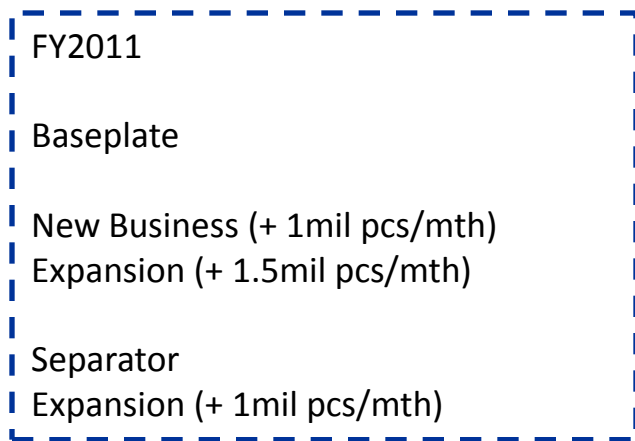


Q4'10



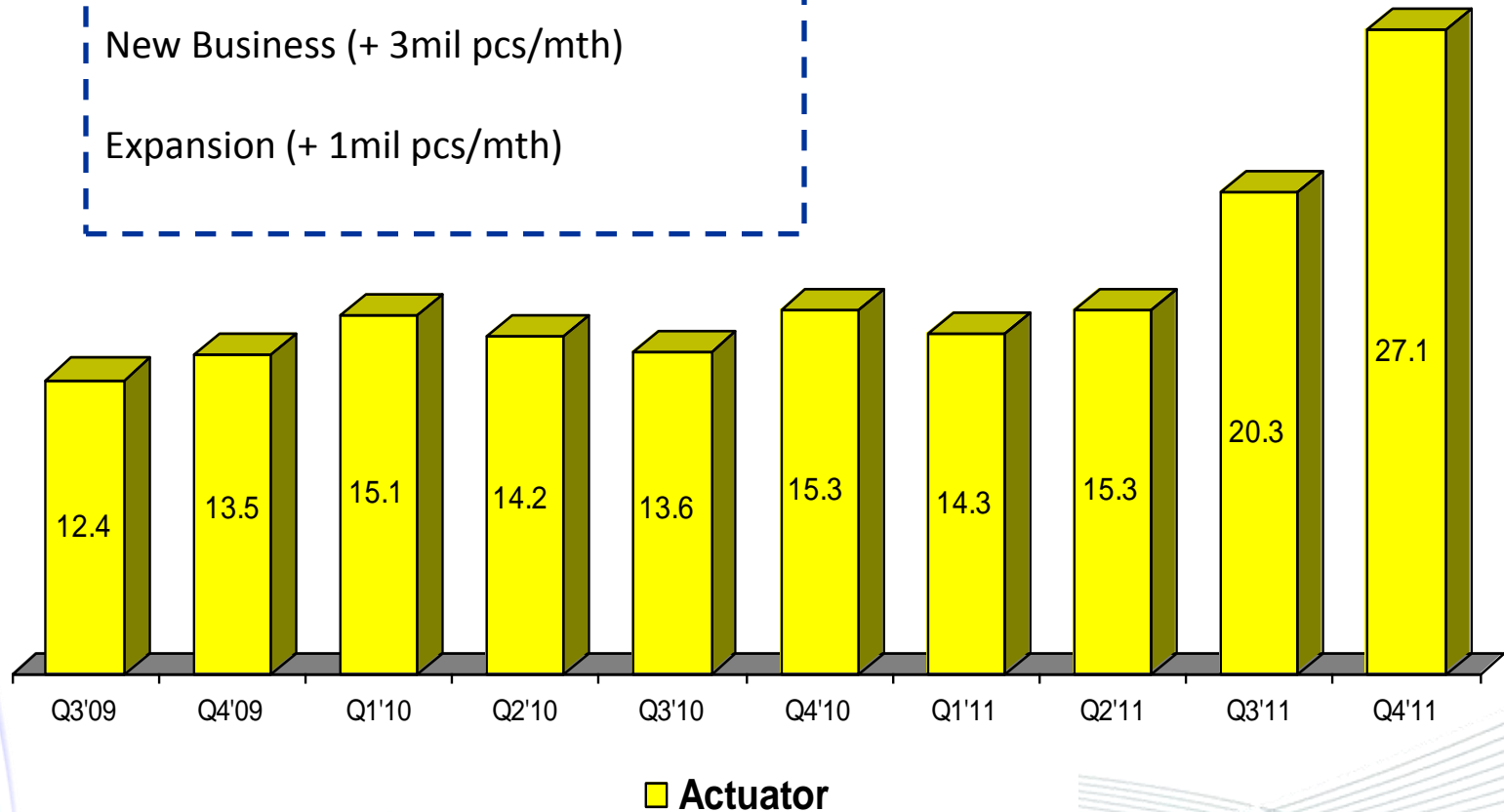
**FY2010
RM557.3 mil**

Engtek - Baseplate & Separator unit sales (mil pcs)



Engtek - Actuator unit sales (mil pcs)

FY2011
New Business (+ 3mil pcs/mth)
Expansion (+ 1mil pcs/mth)



Q4'10 Report – Income Statements

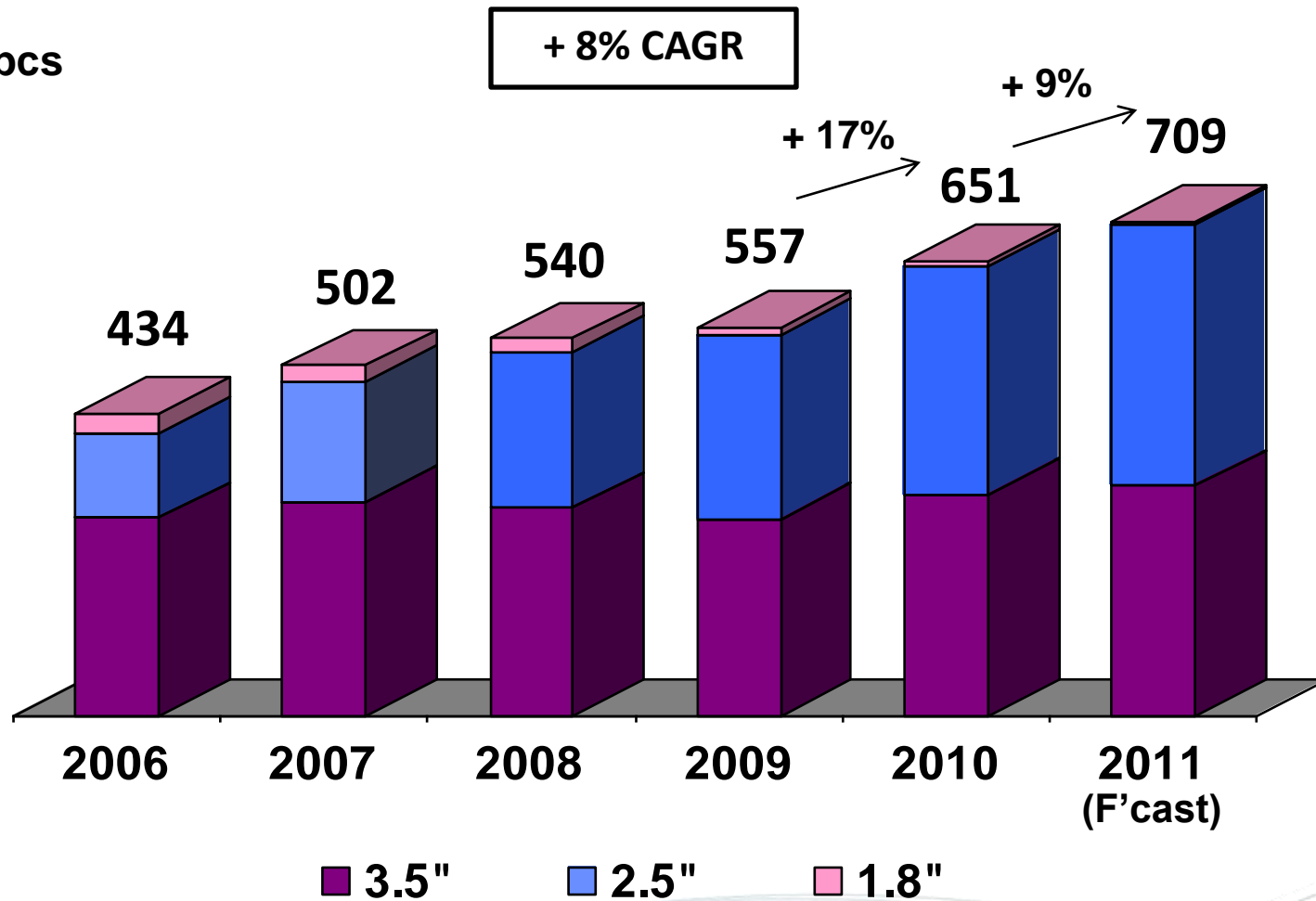
RM mil	Q4'10	Q3'10	2010	VAR % 2010 vs 2009	Q4'09	Q3'09	2009
REVENUE	136.5	132.6	557.3	+17%	143.1	125.1	474.9
PBT	9.6	8.8	51.3	+4%	22.8	13.6	49.2
NET PROFIT	9.3	8.2	48.3	+11%	21.1	11.0	43.5
EBITDA	17.1	16.0	83.5	-12%	33.6	24.5	94.4
EPS (sen)	7.7	6.7	40.0	+10%	17.7	9.3	36.5
ROCE (%)	3%	3%	18%	+0%	8%	5%	18%
DIVIDEND (%)	4%	-	10%		6%	-	9%

Q4'10 Report – Balance Sheets

RM mil	Q4'10	Q3'10	Q2'10	Q1'10
PPE	116.8	117.9	113.9	112.2
OTHER NON-CURRENT ASSETS	35.3	38.3	36.4	35.9
CURRENT ASSETS	256.3	256.3	248.5	249.8
CURRENT LIABILITIES	(125.8)	(138.0)	(120.2)	(122.4)
NON-CURRENT LIABILITIES	(11.1)	(12.8)	(16.3)	(20.0)
	271.5	261.5	262.4	255.5
SHAREHOLDERS' FUNDS	269.4	259.5	260.2	253.2
MINORITY INTERESTS	2.1	2.0	2.2	2.3
	271.5	261.5	262.4	255.5
CURRENT RATIO	2.04	1.86	2.07	2.04
NET GEARING	Net Cash	Net Cash	Net Cash	Net Cash

HDD Market - Global Shipments

Mil pcs



(Source : Trendfocus, Feb 2011)

HDD Market - Global Market Share

	<u>Q1'10</u>	<u>Q2'10</u>	<u>Q3'10</u>	<u>Q4'10</u>
WDC	31.5%	31.5%	30.9%	31.2%
STX	31.0%	29.6%	30.0%	29.2%
HGST	16.4%	17.9%	17.5%	18.1%
TOSHIBA	10.8%	10.9%	11.3%	10.8%
SAMSUNG	10.3%	10.1%	10.3%	10.7%
Total Shipments (mil pcs)	162	158	164	167

(Source : Trendfocus, Feb 2011)

OUTLOOK

- GLOBAL HDD DEMAND $\sim +10\%$ y-o-y
- HDD TECHNOLOGY STILL FOREFRONT (DATA STORAGE)
- WD CONTINUE TO THRIVE
- HITACHI WILL IMPROVE WITH 2.5"
- ASPs REDUCTION WILL BE MINIMAL
- TABLET NOT EXPECTED TO HAVE MAJOR IMPACT
- ENGTEK – NEW BUSINESSES FROM HITACHI (BP), TOSHIBA (ACT), LEICA (IPG), AGILENT (NM)

STRATEGIES

- PRIORITY TO RAMP UP NEW BUSINESSES
- FY12/2011 Capex - RM50 million
- REVOLUTIONARY PROCESS IMPROVEMENTS – ENGINEERING CAPABILITIES
- PLAN TO INCREASE 2.5” FORM FACTOR PRODUCTION
- COST REDUCTIONS
- CONTINUE THRUST INTO NM

Q & A Session - Thank You

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