

*International Contract Manufacturer to Capital
Equipment and Consumer Industries*

ELECTROTECH INVESTMENTS LIMITED

3Q FY2007 Results Presentation

This presentation contains certain statements that are not statements of historical fact, i.e. forward-looking statements. Investors can identify some of these statements by forward-looking items such as 'expect', 'believe', 'plan', 'intend', 'estimate', 'anticipate', 'may', 'will', 'would', and 'could' or similar words. However, you should note that these words are not the exclusive means of identifying forward-looking statements. These forward-looking statements are based on current expectations, projections and assumptions about future events. Although ElectroTech Investments Limited believes that these expectations, projections, and assumptions are reasonable, these forward-looking statements are subject to the risks (whether known or unknown), uncertainties and assumptions about ElectroTech Investments Limited and its business operations.

Some of the key factors that could cause such differences are, among others, the following:

- changes in the political, social and economic conditions and regulatory environment in the jurisdictions where we conduct business or expect to conduct business;
- the risk that we may be unable to realise our anticipated growth strategies and expected internal growth;
- changes in and new developments in technologies and trends;
- changes in currency exchange rates;
- changes in customer preferences and needs;
- changes in competitive conditions in our customers' industries and our ability to compete under these conditions;
- changes in pricing for our products; and
- changes in our future capital needs and the availability of financing and capital to fund these needs.

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- ❖ **Financial Review**
 - ❖ **3Q FY2007**
 - ❖ **YTD Sept 2007**

- ❖ **Business Review and Outlook**
 - ❖ **Mechatronics Division**
 - ❖ **EMS Division**

- ❖ **Questions and Answers**

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3Q FY2007 – Financial Highlights



3Q FY2007 Results Briefing

(S\$m)	3Q FY2007	3Q FY2006	Chg YoY
Revenue	64.3	54.4	18%
Gross Profit	10.2	12.0	-15%
Profit before Tax	7.4	8.6	-14%
Net Profit	6.1	6.3	-4%
<i>Net Profit Margin</i>	<i>10%</i>	<i>12%</i>	<i>-19%</i>
<i>Effective Tax Rate</i>	<i>18%</i>	<i>26%</i>	<i>-33%</i>

Mechatronics Division's revenue growth affected by higher production costs and new product introduction as well as soft pricing of keypads at EMS

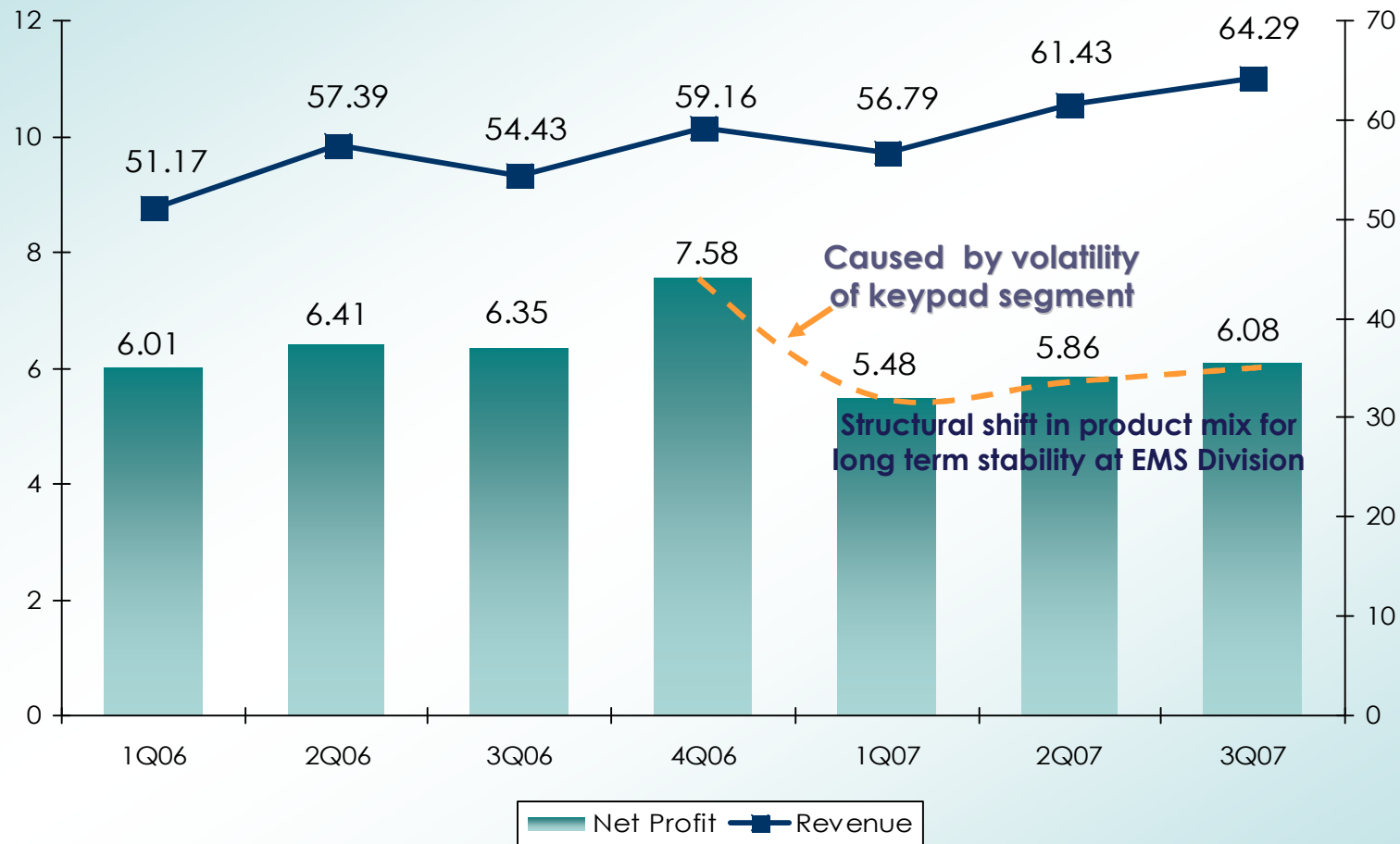
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Sequential Performance



3Q FY2007 Results Briefing

(\$ million)



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3Q FY2007 – Division Highlights



3Q FY2007 Results Briefing

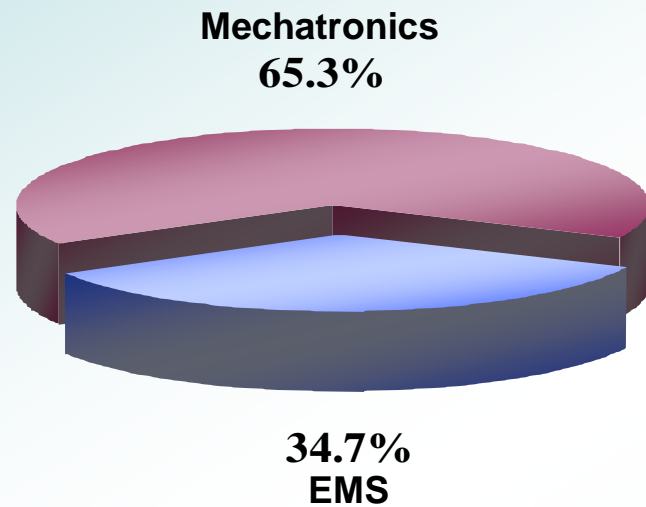
Mechatronics (S\$m)	3Q FY2007	3Q FY2006	% Change
Revenue	42.0	33.9	+ 24%
NPAT	4.1	3.5	+ 17%
Net Profit Margin	9.7%	10.3%	

Revenue Breakdown by Business Segment		
	% Change	% Contribution to Mechatronics Division
Semiconductor	+ 12%	30%
Medical	+ 44%	36%
Analytical	+ 29%	27%

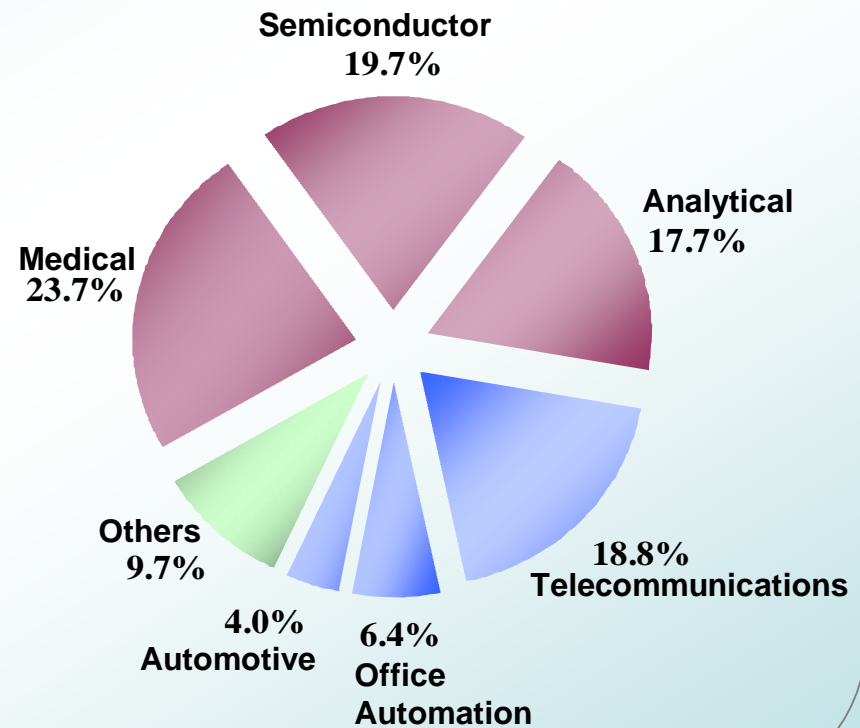
EMS (S\$m)	3Q FY2007	3Q FY2006	% Change
Revenue	22.3	20.6	+ 8%
NPAT	2.1	3.0	- 30%
Net Profit Margin	9.5%	14.7%	

Revenue Breakdown by Business Segment		
	% Change	% Contribution to EMS Division
Telco - Keypad	- 22%	48%
- Others	- 3%	7%
Office Automation	+ 86%	18%
Automotive	+ 185%	11%

Revenue Breakdown by Division



Revenue Breakdown by Business Segment



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YTD Sept 2007 – Financial Highlights



3Q FY2007 Results Briefing

(S\$m)	YTD Sept 2007	YTD Sept 2006	Chg YOY
Revenue	182.5	163.0	12%
Gross Profit	30.9	34.7	-11%
Profit before Tax	21.7	24.7	-12%
Net Profit	17.4	18.8	-7%
Net Profit Margin	10%	12%	-17%
Effective Tax Rate	20%	24%	-17%

Mechatronics Division's revenue and net profit growth on track while EMS undergoes shift in sales mix for longer term earnings stability

Mechatronics (S\$m)	YTD Sept 2007	YTD Sept 2006	% Change
Revenue	125.9	103.6	+ 22%
NPAT	13.6	11.0	+ 24%
Net Profit Margin	10.8%	10.6%	

Revenue Breakdown by Business Segment		
	% Change	% Contribution to Mechatronics Division
Semiconductor	+ 26%	34%
Medical	+ 28%	32%
Analytical	+ 24%	27%

EMS (S\$m)	YTD Sept 2007	YTD Sept 2006	% Change
Revenue	56.6	59.4	- 5%
NPAT	3.9	8.1	- 52%
Net Profit Margin	7.0%	13.6%	

Revenue Breakdown by Business Segment		
	% Change	% Contribution to EMS Division
Telco - Keypad	- 27%	50%
- Others	- 25%	6%
Office Automation	+ 52%	19%
Automotive	+ 150%	9%

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Financial Highlights



3Q FY2007 Results Briefing

Balance Sheet Highlights (S\$m)	30 Sep 2007	31 Dec 2006	% Change
Shareholders' Equity	171.3	159.8	7%
Cash & Cash Equivalents *	38.8	46.2	-16%
Total Borrowings	1.5	1.0	50%

* Include short term funds with a financial institution

Balance Sheet Highlights (Days)	30 Sep 2007	31 Dec 2006
Inventories Turnover	87	77
Accounts Receivables Turnover	85	75
Accounts Payables Turnover	82	88

Cash Flow Highlights (S\$m)	YTD Sep 07	YTD Sep 06	% Change
Net cash flow from operations	3.0	17.4	-83%
Capital expenditure	5.6	5.7	-2%

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Key Financial Indicators

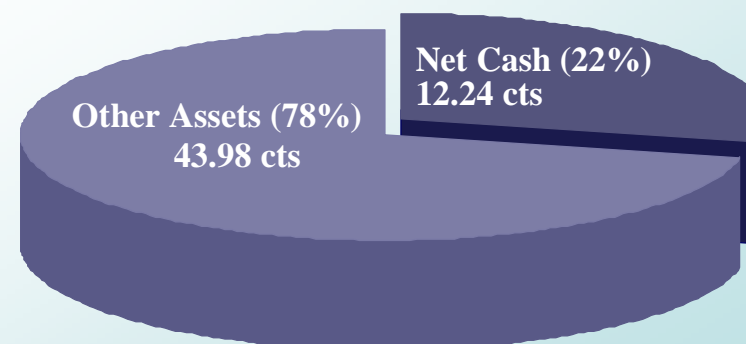


3Q FY2007 Results Briefing

Key Financial Indicators	YTD Sep 07	YTD Sep 06	% Change
ROAE (%) - Annualised	14.0	17.2	-19%
ROAE (ex-Net Cash) (%) - Annualised	18.7	23.4	-20%
EBIT interest coverage *	290.2	278.2	4%
Earnings per share (cents)	5.71	6.16	-7%
Net assets per share (cents)	56.22	49.57	13%

* EBIT interest coverage = Profit before interest & tax / Interest on borrowings

Represented by





Business Review

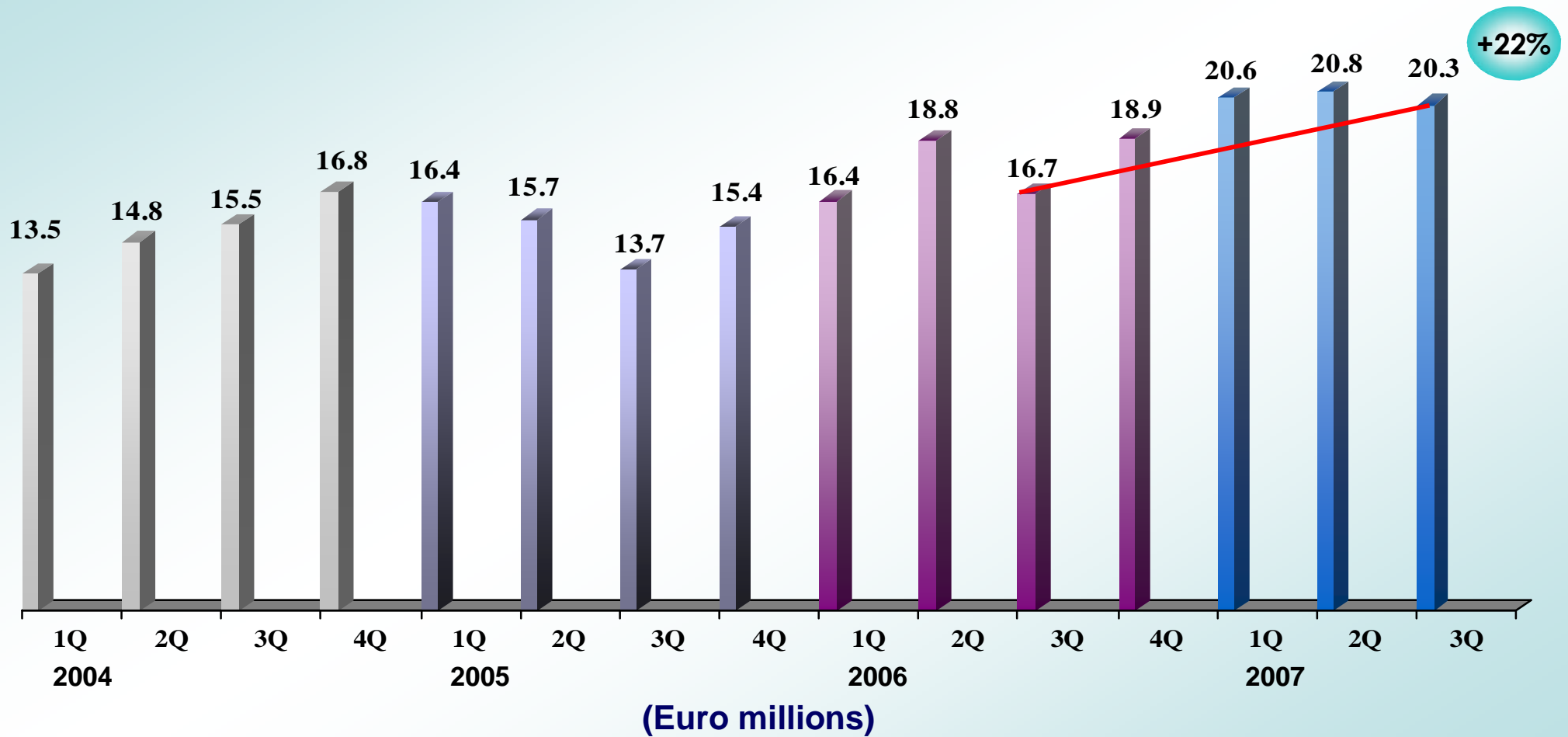
Mechatronics Division

Mechatronics Division

Sales – Quarterly Performance



3Q FY2007 Results Briefing

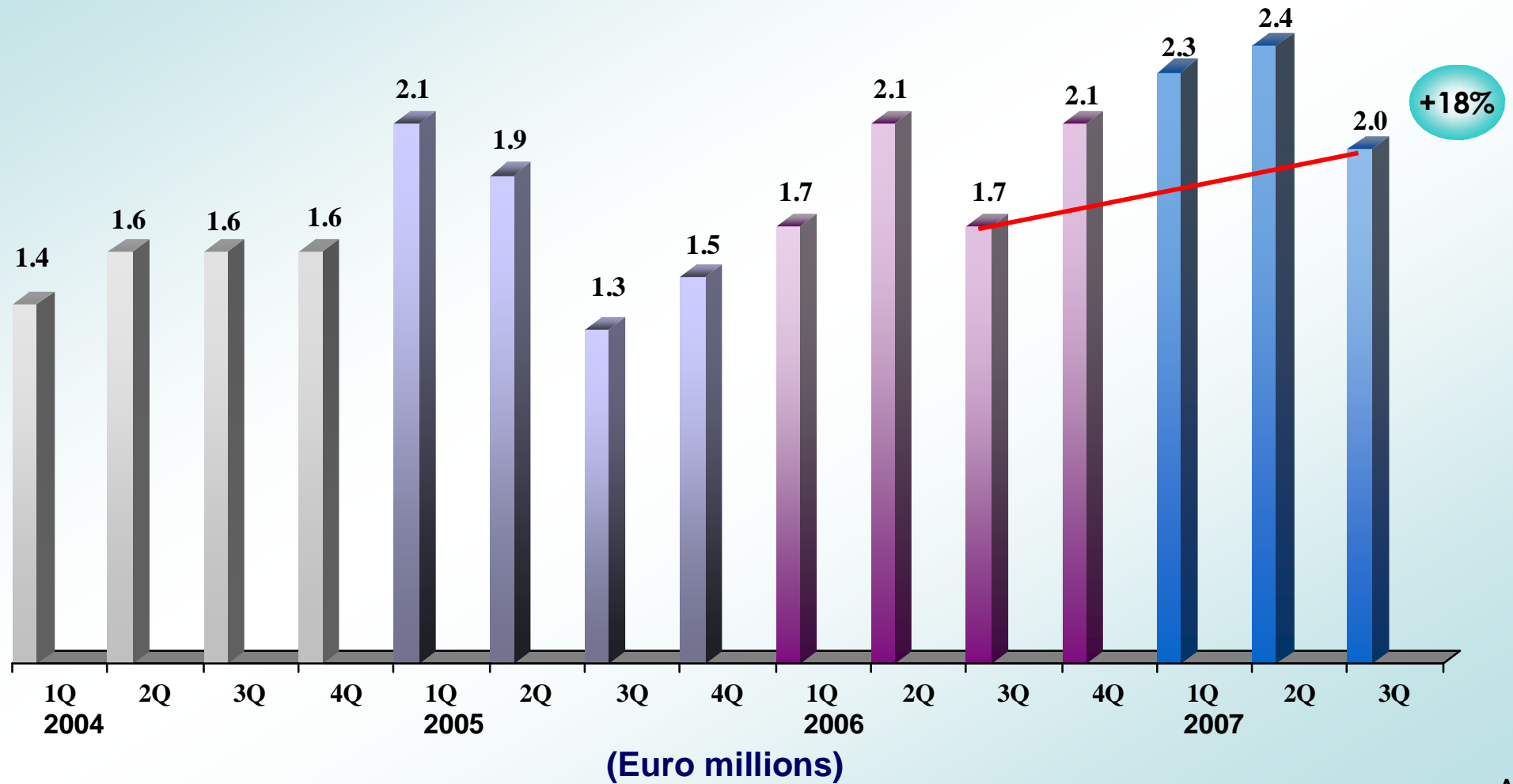


Mechatronics Division

Net Profit After Tax – Quarterly Performance



3Q FY2007 Results Briefing



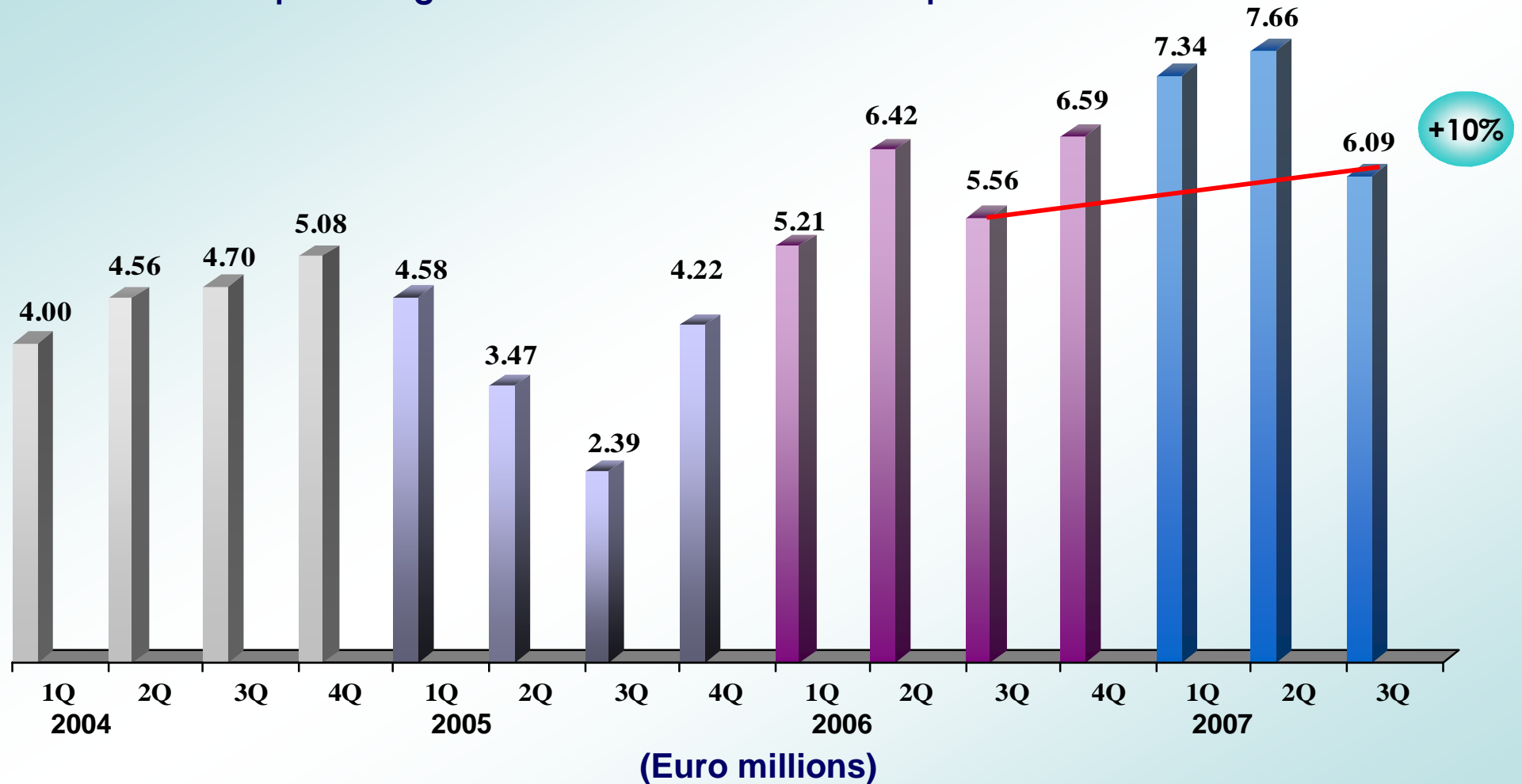
Mechatronics Division

Sales Analysis – Semiconductor Segment



3Q FY2007 Results Briefing

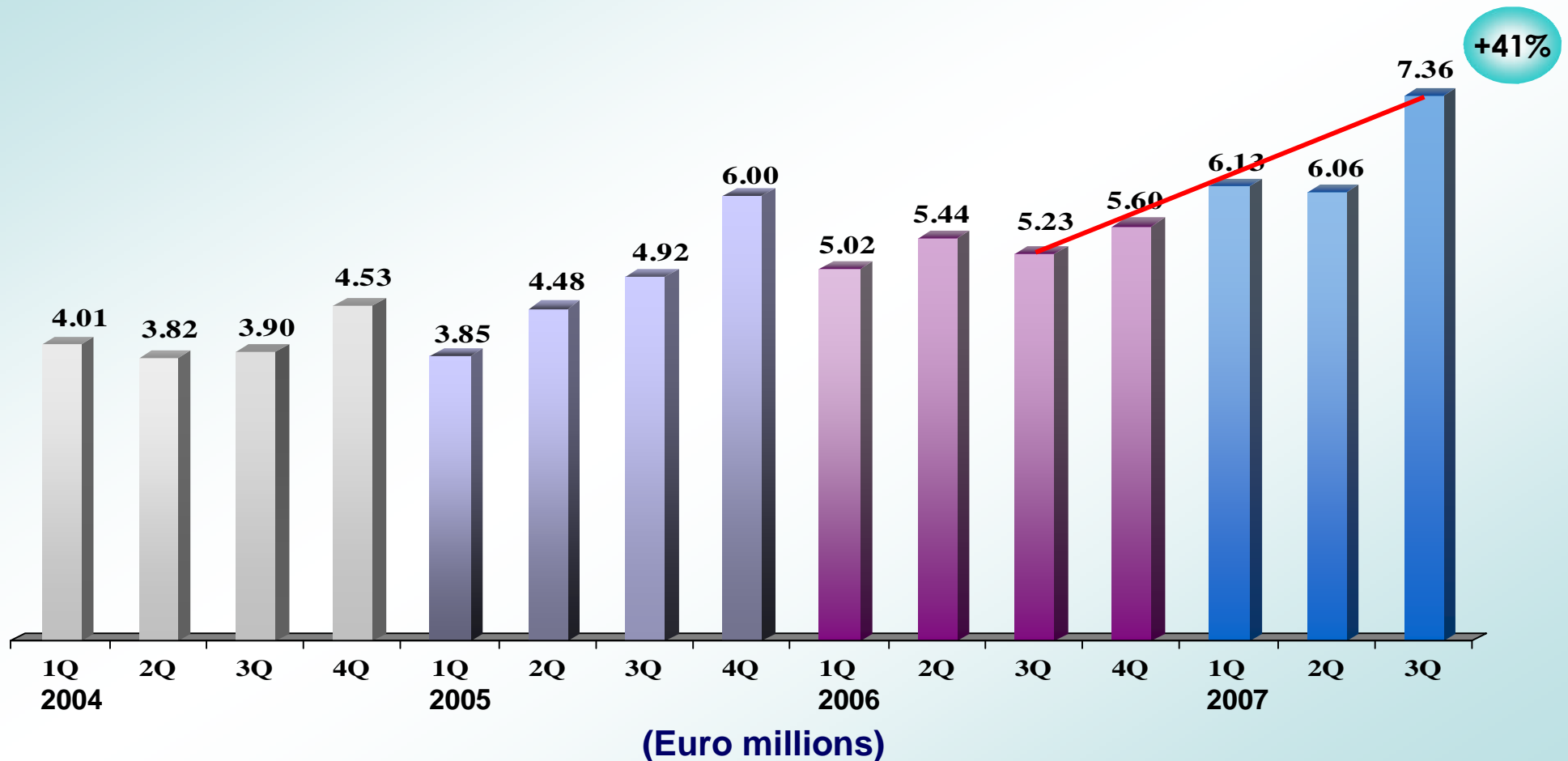
- Revenue growth of +10% yoy and -20% over the previous quarter
- In line with previous guidance that 2H FY2007 sales expected to be lower than 1H FY2007



Mechatronics Division

Sales Analysis – Medical Segment

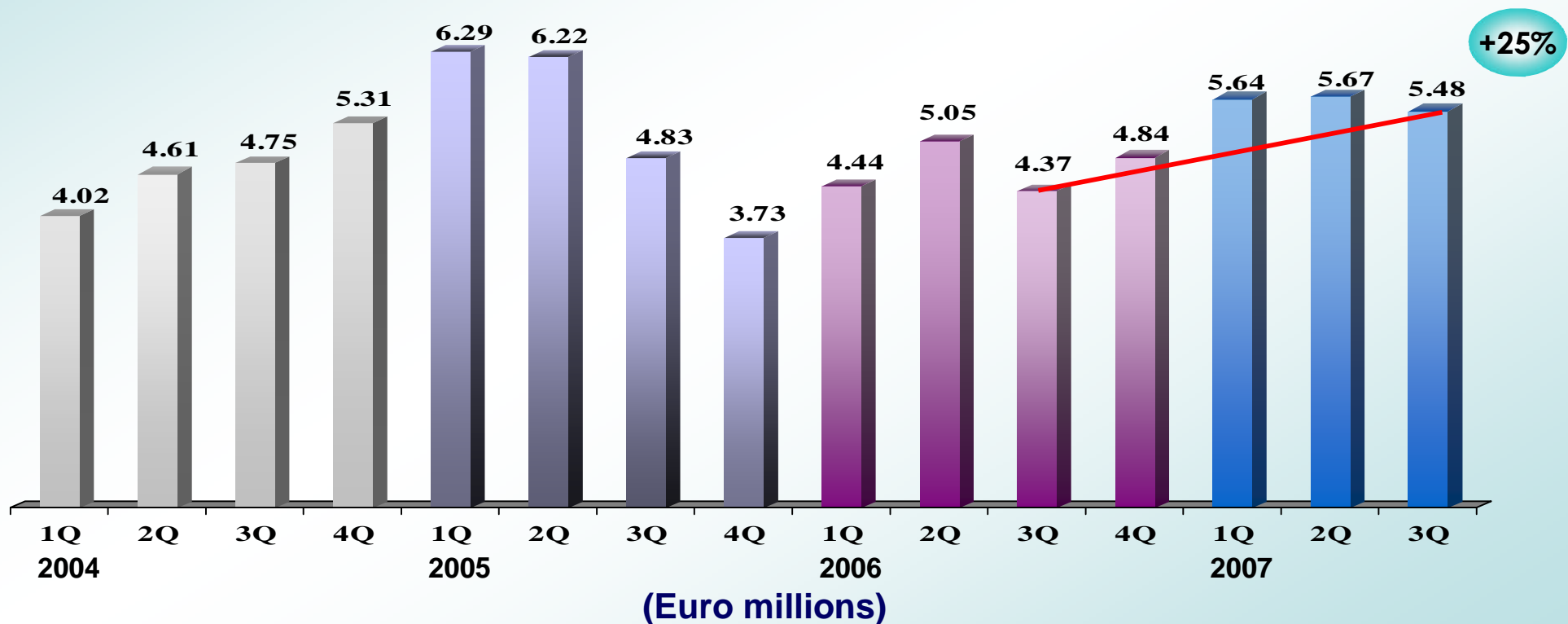
- Revenue growth of +41% yoy and +21% over the previous quarter
- Launched mass production of major project for existing customer



Mechatronics Division

Sales Analysis – Analytical Segment

- Revenue growth of +25% yoy and -3% over the previous quarter



Expanded Assembly and Warehouse Facilities at Frencken Mechatronics

- Fully operational since June 2007
- New facility is fully dedicated to the expanding medical business segment

Completed Renovation and Expansion of Frencken Malaysia

- Commercial production launch of assembly modules for the medical business segment has started in Oct 2007, with volume expected to grow gradually from 4Q FY2007 onwards
- Various new assembly projects are planned to be launched over the next few years

Operational and Capital Investments

- **Upgrading ERP system** for optimized planning, inventory control and overall delivery performance
- **Expanding “turning” process capacity** to fulfill expectations of higher requirements from existing customer
- **New investment in sheet metal CNC laser cutting machine** to improve productivity, precision and automation of operations

Outlook remains good

- Revenue in FY2007 expected to be around 15% to 20% higher than FY2006
- Near-term concern that weakening USD could translate into selling price pressure

Based on current visibility,

Semiconductor

- Sales revenue in 4Q FY2007 is expected to be marginally higher than 3Q FY2007
- Revenue in FY2007 to be higher than FY2006

Medical

- Strong growth in 3Q FY2007 is expected to continue into 4Q FY2007
- Orders for a new customer and mass production launch of a major project for an existing customer
- Revenue in FY2007 expected to be significantly higher than FY2006

Analytical

- Current visibility indicates revenue in 4Q FY2007 to be at similar level to 3Q FY2007
- Revenue in FY2007 to be higher than FY2006

Mission Statement

- To be the first choice *design, development and production partner* of high accuracy industrial systems/equipment for OEMs
- To do our utmost to enable our clients to be successful in their market

Strategy

- Market Focus:
 - *Semiconductor*
 - *Medical*
 - *Analytical*
 - *Others – such as energy and environment*
- Sustainable revenue growth of 10% to 20% year-on-year
- Growth based on development and re-engineering products for existing and new customers
 - *Focus on assembly projects to expand revenue, while increasing outsourcing of machined components*
- Focus on the 3 Best OEM companies in each business and market segment
- Aim to be the *Best in Class Mechatronics* company and stay ahead of our competitors



Business Review

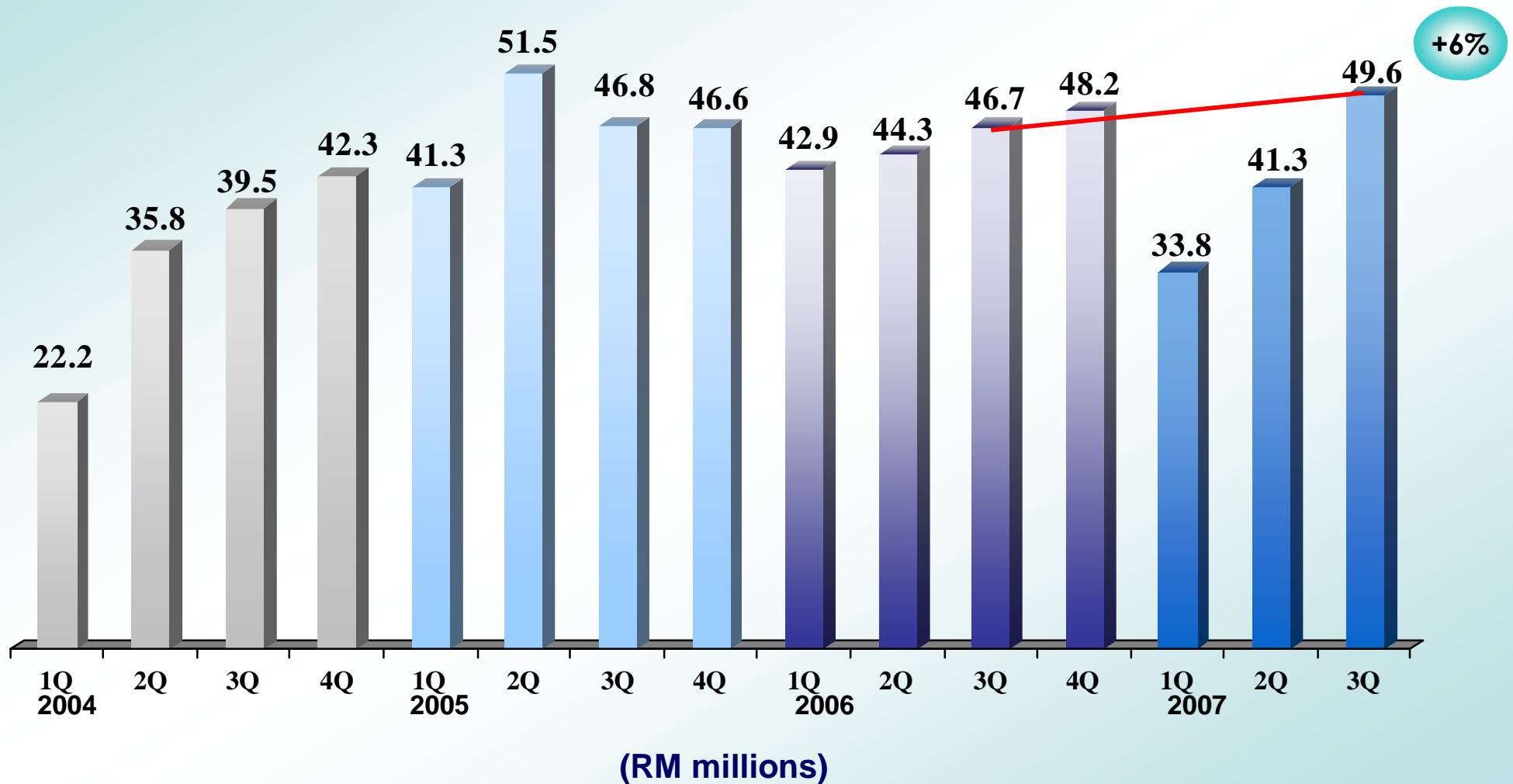
EMS Division

EMS Division

Sales – Quarterly Performance



3Q FY2007 Results Briefing

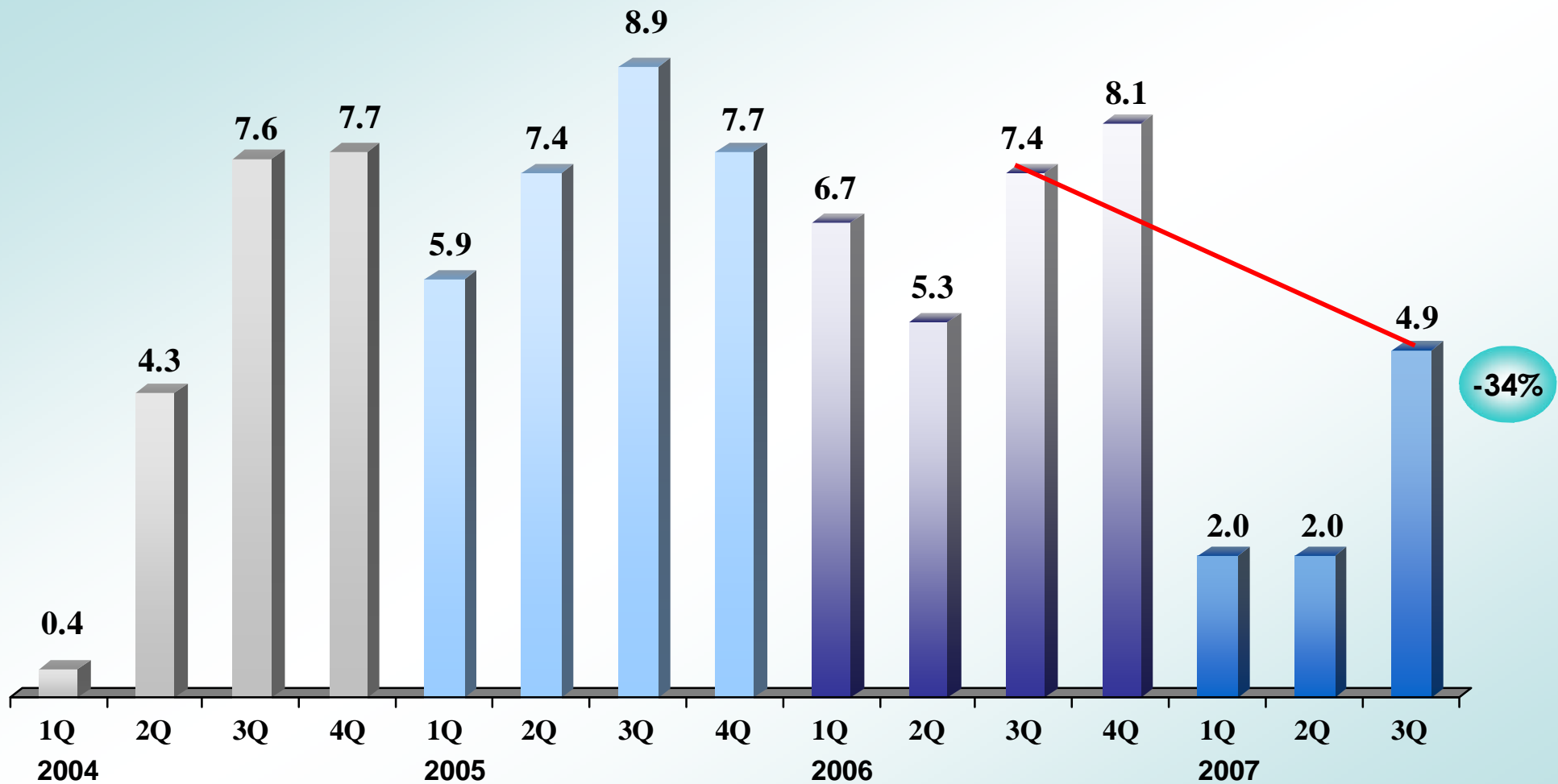


EMS Division

Net Profit After Tax – Quarterly Performance



3Q FY2007 Results Briefing



(RM millions)

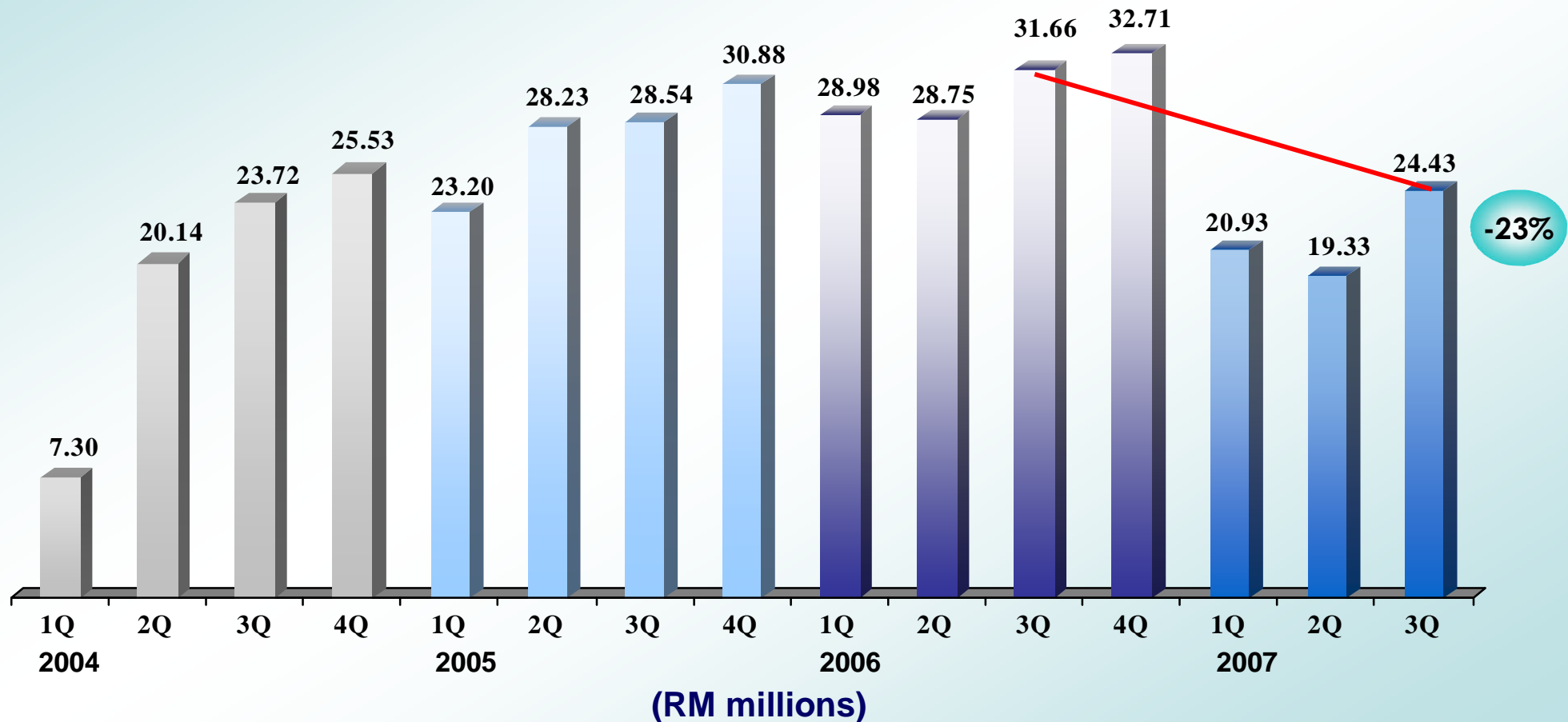
EMS Division

Sales Analysis – Keypad Segment

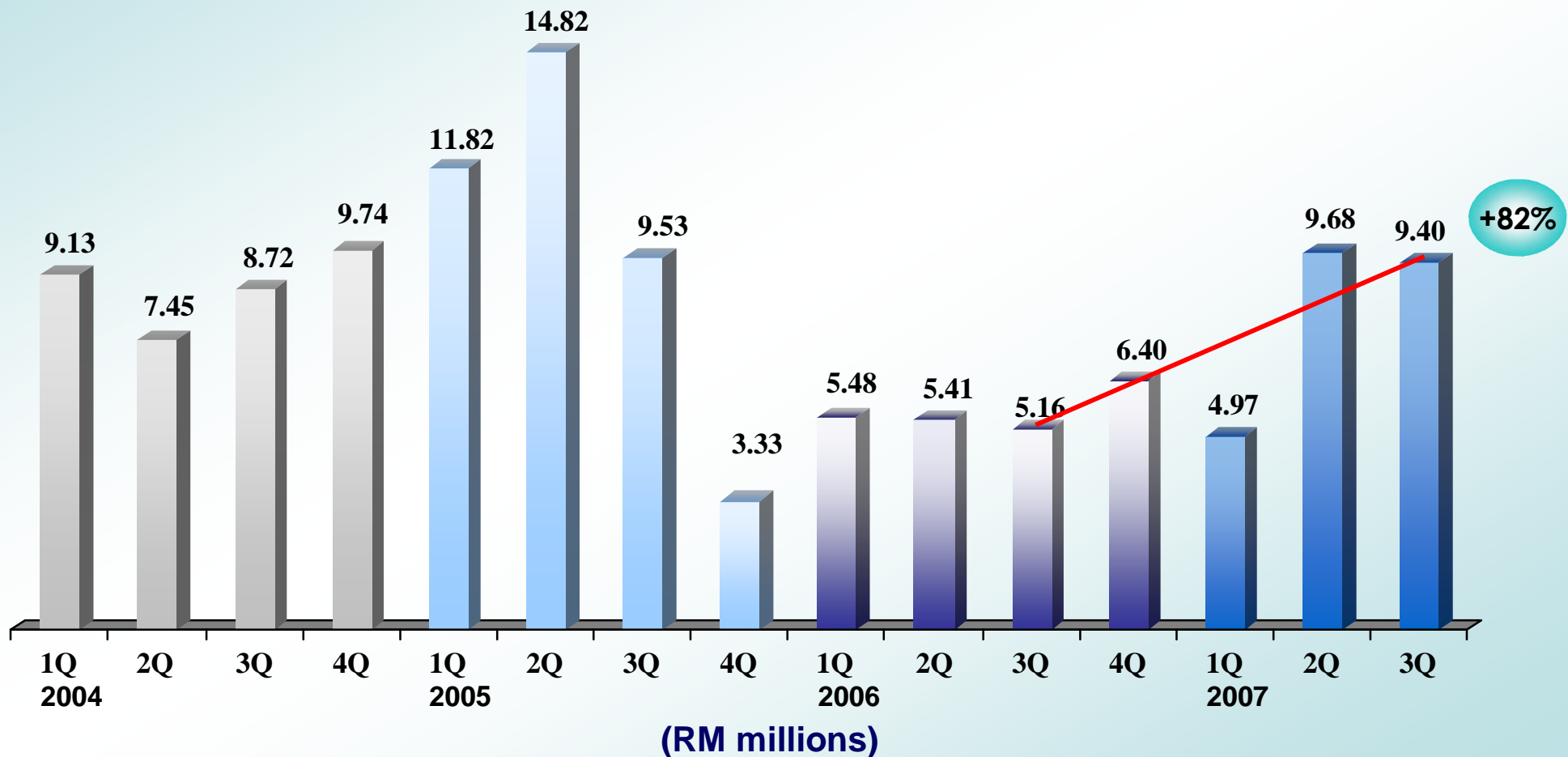


3Q FY2007 Results Briefing

- Dip of 23% yoy and +26% as compared to the previous quarter
- Improved turnover over the previous quarters of 2007 but market conditions remain challenging due to volatile revenue, short visibility and lower margins



- Revenue growth of 82% yoy and -3% as compared to the previous quarter
- Revenue growth in FY2007 derived from existing products and customers



Integrated Manufacturing Services (IMS)

- Target date of official integration may be delayed, subject to readiness of the ERP system.
- Completed consolidation of the Technical & Engineering departments which are undergoing expansion to cater for new projects in the automotive and office automation business segments.
- Supply Chain, Human Resource and Quality Departments – transiting towards the consolidated group structure.

Continuous Upgrading of Facilities to match Future Business Needs

- New final test and assembly area with ESD flooring completed in October 2007.
- Planning further expansion of the assembly area to cater for expected growth of electro-mechanical products in the coming years.
- New production area for “sputtering” process expected to be completed and operational by December 2007.

Capital Investments to Expand our Service Offerings

- Two (2) units of sputtering machines together with supporting facilities will be commissioned and tested in Dec 2007/Jan 2008. Commercial production scheduled to commence in 1QFY2008.
- Additional 2 units of double injection moulding machine commissioned in early November 2007 (bringing the total no. to 4) to cater for additional demand from the automotive business segment.

- **FY2007 revenue estimated to be lower than FY2006**
- **Current visibility indicates 2H FY2007 revenue to be higher than 1H FY2007**

Keypads

- Anticipate slight improvement in sales revenue in 2H FY2007 as compared to 1H FY2007
- Revenue in FY2007 estimated to be about 25% lower than FY2006
- Envisage a more stable start in 1H FY2008 based on new models secured/under negotiation

Office Automation

- Revenue in FY2007 expected to be higher than FY2006
- Mass production of one current development project to launch in Dec 2007.
- New industrialisation programmes in the pipeline
- Optimistic of longer term growth prospects

Automotive

- Steady revenue growth in FY2007, compared to FY2006
- Progressive mass production launch of various new projects over the next 12 months will enhance revenue growth in 2008 and beyond

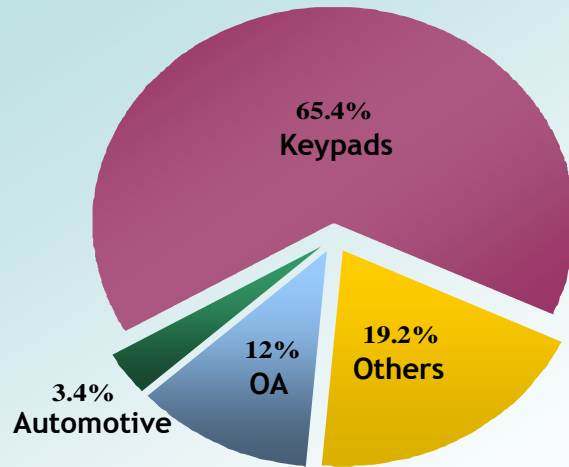
Mission Statement

- To be the first choice supplier to our customers
- Continuously strive to be the *Best in Class* in the markets we operate in

Strategy

- Market Focus:
 - *Telecommunications*
 - *Office Automation*
 - *Automotive*
- In the midst of transition to achieve longer term stability
- Continued focus on the automotive and high end office automation business segments
 - requires longer industrialisation and qualification period for stable revenue and longer product life cycles
- Shaping these two segments as the key growth drivers of the EMS Division in coming years
- Short term decline – transiting to longer term stability

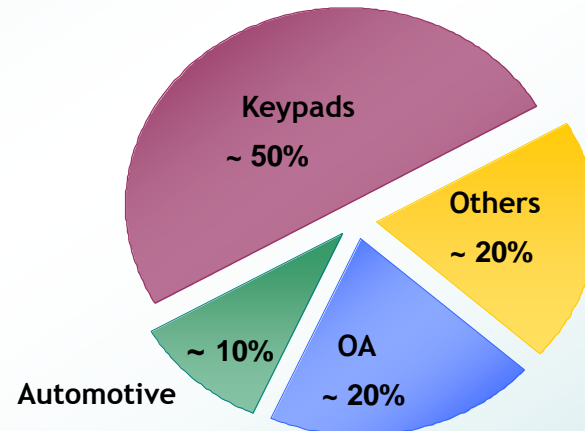
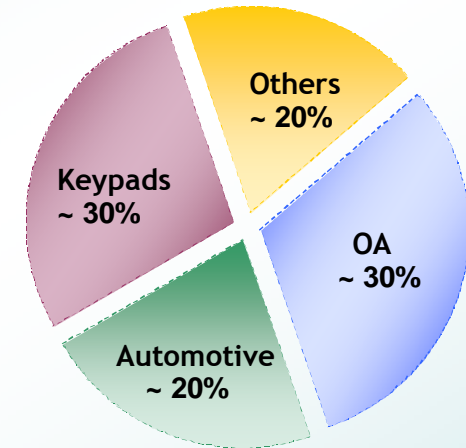
FY2006 (Actual)



ENHANCE LONG-TERM STABILITY
WITH A MORE BALANCED
REVENUE MIX

TRANSITIONAL
DIP

FY2010 (Projected)

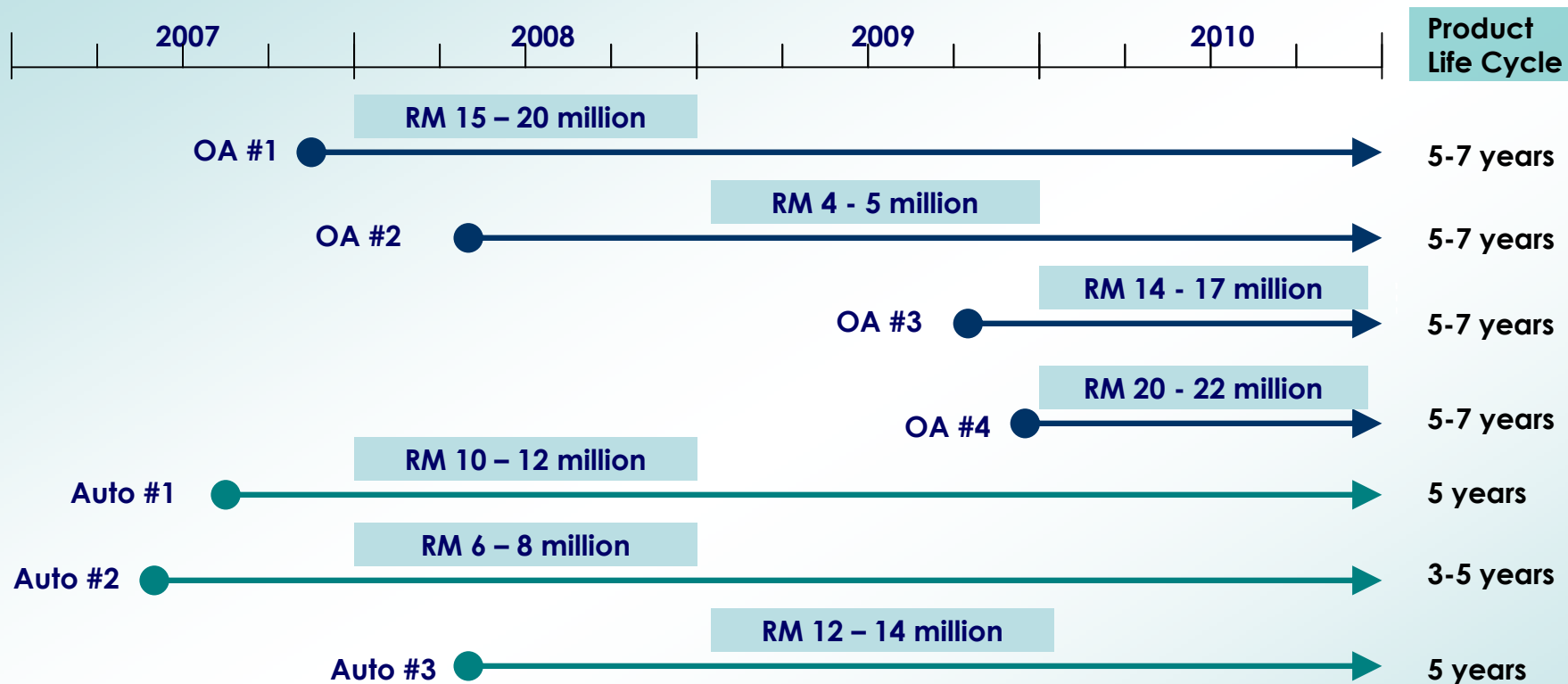


FY2007 (Estimated)

EMS Division

Projects in OA and Automotive segments

Some of the industrialisation programs include :



**Estimated start of production and revenues are subject to change*

Thank You

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