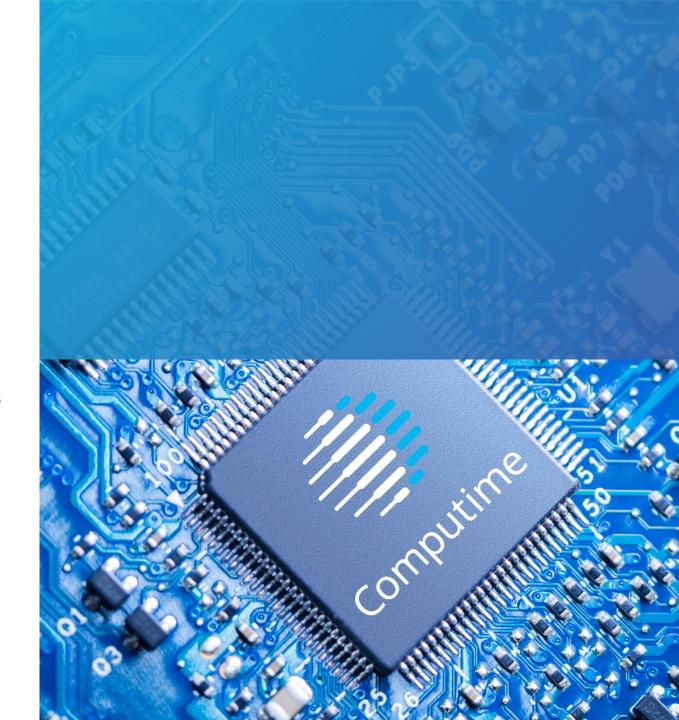


Computime Group Limited (Stock Code: 320.HK)

2021/22 Interim Results Presentation

30 November 2021





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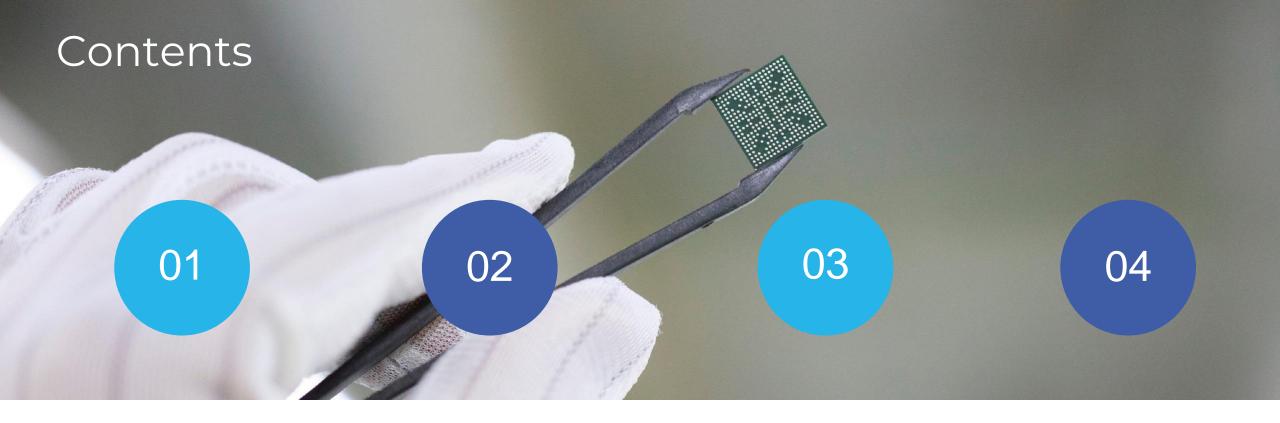
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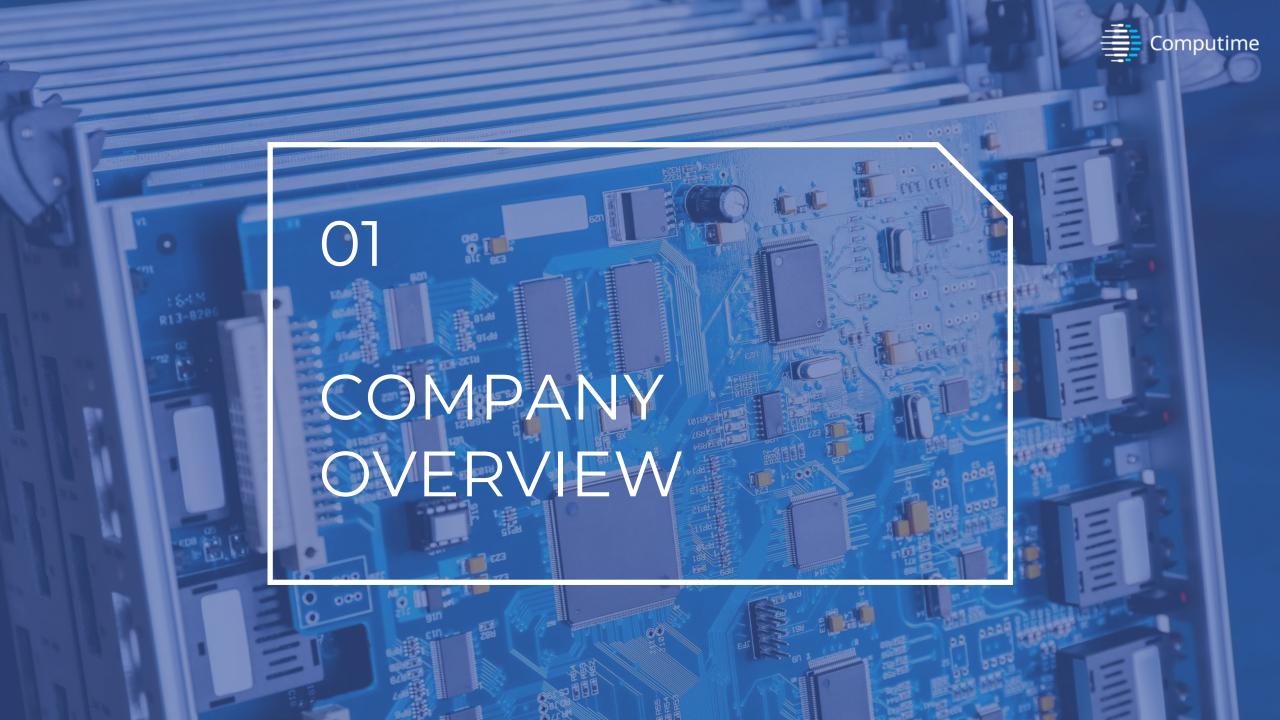
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Company Overview 2021/22 Interim Results Review 2021/22 Interim Results Operational Highlights

Outlook





Who We Are



COMPUTIME IS A TECHNOLOGY AND MANUFACTURING COMPANY THAT ENABLES AND ADVANCES SMART AND SUSTAINABLE LIVING FOR EVERYONE.

We focus on AI and ML that promote connected homes and buildings, evolving robotic automation technologies, and innovating renewable energy and water saving technologies.

Stock Code: 0320.HK

Listing Date: 9 October 2006

Stock Price:

As at 29 Nov 2021

HK\$0.870







What We Do









- Technology and Manufacturing Company
- Specializes in Appliance Control, HVAC systems, Home Controls, and Industrial Controls

- Established in 2004
- B2B IoT Technology-based Company
- Offers branded energy efficiency and environmental control products
- Operations cover over +30 countries

- B2C global brand and product leader in home and baby markets
- Innovative DTC solutions through online and offline retail channels



2021/22 Financial Highlights

- 1). Strong profit uplift by 15.2 times to HK\$34M despite severe global shortage in components, COVID-19 disruption in manufacturing operation and global logistics
 - +22.3% yoy revenue growth
 - +2.4 % pt gross margin vs LY
 - SG&A cost ratio stays flat vs LY
- 2). Healthy Financial Position Maintained
 - Net Cash landed at HK\$316M, still managed higher than LY despite strategic inventory build up of selected critical components to fulfil strong order pipeline secured



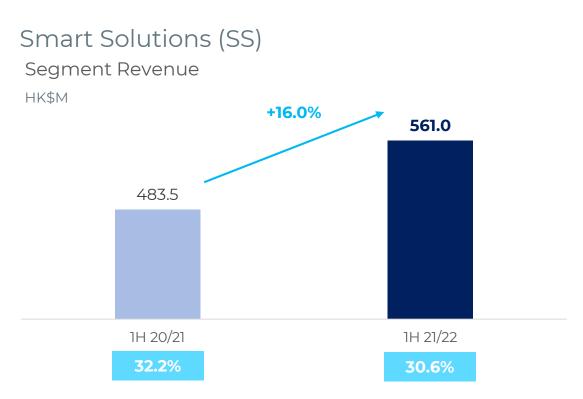
Summary of Key P/L Items



(HK\$ million)	1H 20/21	1H 21/22	Change		
Revenue	1,501.9	1,836.2	+22.3%	New business won from both existing & new customers	
Gross profit	172.2	255.8	+48.5%		
Gross profit margin	11.5%	13.9%	+2.4 % pt	Favourable sales mix and better leveraging of factory overheads	
Total SG&A expenses & others	174.1	211.2	+21.3%		
Total SG&A expenses & others to revenue ratio	11.6%	11.5%	-0.1 % pt	Re-engineered cost base	
Finance costs	7.6	5.7	-25.0%		
Other Operating income(net)	15.2	2.7	-82.2%	Less Government subsidies	
Tax	3.6	7.4	+105.6%	received	
Profit for the Period	2.1	34.2	+1,521.8%		
Net profit margin	0.1%	1.9%	+1.8 % pt		
Basic earnings per share (HK Cents)	0.25	4.06	+1,524%		

Strong Topline Growth Driven by Market Demand Recovery and Favourable Customer Mix

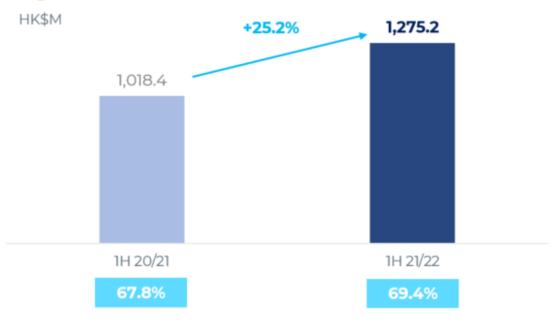




Segment Dynamics

- Revenue growth contributed by recovery in customer demand in the US & Europe while still adversely impacted by severe component shortage
- Own brand Salus enjoyed strong growth in both sales & profit contributed by high customer demand and our ability to raise price

Contract Manufacturing Services (CMS) Segment Revenue



Segment Dynamics

- Increase in revenue driven by strong demand on home usage of appliances, power tools, fireplace and gardening devices, etc.
- Strong order pipeline and good inflow of new projects from existing and new customers

Resilient Balance Sheet and Financial Position



(HK\$ Million)		As at 30 September 2020	As at 30 September 2021	Change
Trade receival Days sales Days sales Overdue as Net cash* Trade and bil Trade paya	Inventories	773.9	1,075.4	+39.0%
	Inventory turnover days	102	116	+14 days
	Trade receivables	346.4	485.8	+40.2%
	Days sales outstanding	35 days	45 days	+10 days
	Overdue as % of receivables (> 1 month)	3.8%	2.7%	-1.1 % pt
	Net cash*	282.8	315.5	+11.6%
	Trade and bills payables	709.1	1,003.8	+41.6%
	Trade payable turnover days	93 days	108 days	+15 days
	Interest-bearing bank borrowings	116.8	90.2	-22.8%
Cash Conversion Cycle	CCC	44 days	53 days	+9 days

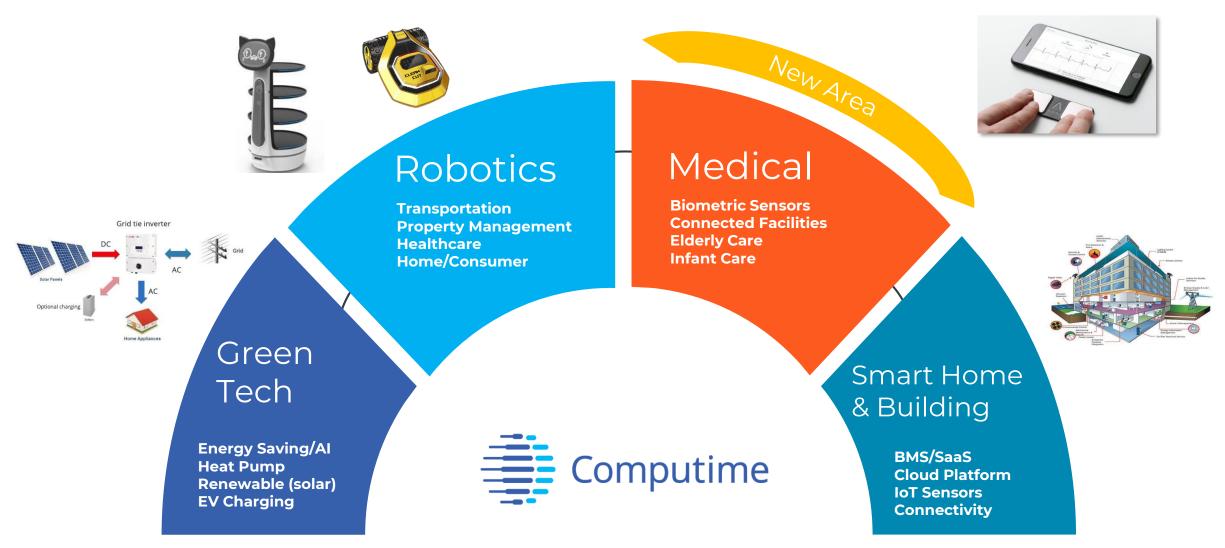
^{*}Net cash = total cash and cash equivalents less total interest-bearing bank borrowings



Technology Innovations



Expanding capabilities in 4 major categories



Globalizing Manufacturing Footprint





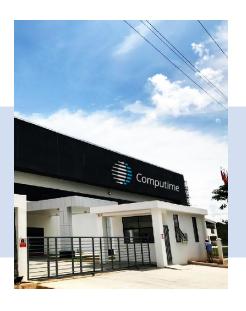
Shenzhen, China



Yunfu, China (VM)



Penang, Malaysia



HCM, Vietnam (VM)



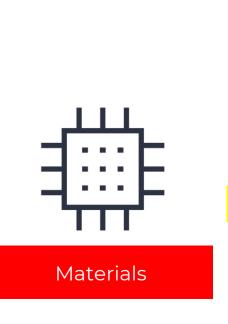
Guadalajara, Mexico

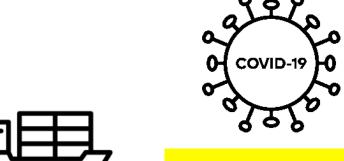
FUTURE FOOTPRINT: EASTERN EUROPE



Current Challenges







Logistics

Power Stoppage



COVID

2H Preview

- Strong order book
- Challenges in material supplies
- Challenges in fulfillment rate
- SAP implementation
- Open Mexican Plant
- Finalize own B2C brand/product













Our key objective is to accelerate our transformation into a technology, manufacturing and brand company through strategic M&A activities.

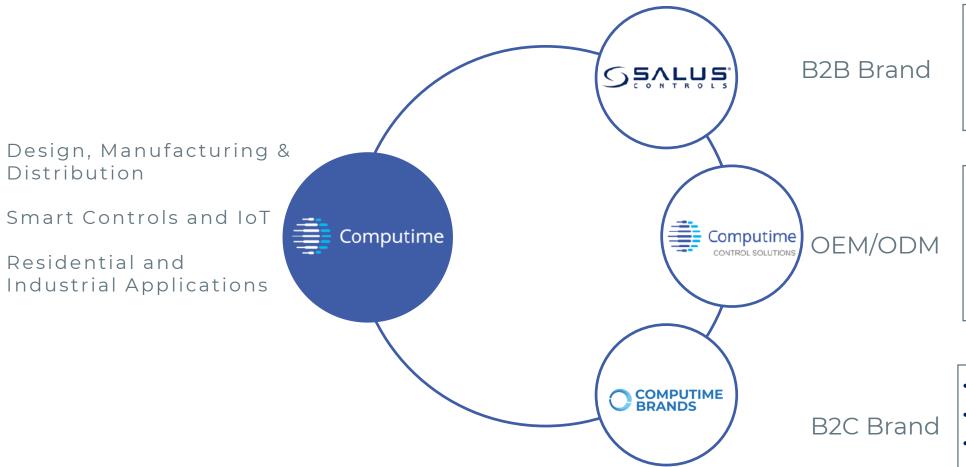
- Transform from hardware to ecosystem/subscription model
- Product line expansion
- Geographical expansion
- IP acquisition

- Transform from OEM to
 ODM (design capabilities)
- Economies of scale and growth acceleration
- Global footprint setup
- New market entry

- Establish own brand
- New product area
- New online business model

Strategic Plan





- Geographical Expansion
- Product Expansion
- Channel Expansion
- M&A for North America
- Big Fish + Hi Po
- New Customers
- New ODM Platform
- Global Footprint
- Commodity Mgt
- Grow Licensing Business
- Geographical Expansion
- New Product Platforms
- M&A (Own Brand)

