



# SUGA INTERNATIONAL HOLDINGS LIMITED

## 信佳國際集團有限公司

(Incorporated in Bermuda with limited liability)(於百慕達註冊成立之有限公司)  
Stock Code 股份代號 : 912

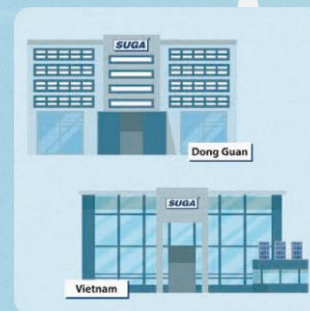
# FY2023/24 Interim Results Announcement Corporate Presentation





**SUGA INTERNATIONAL HOLDINGS LIMITED**  
信佳國際集團有限公司

# Financial Highlights





# Financial Highlights

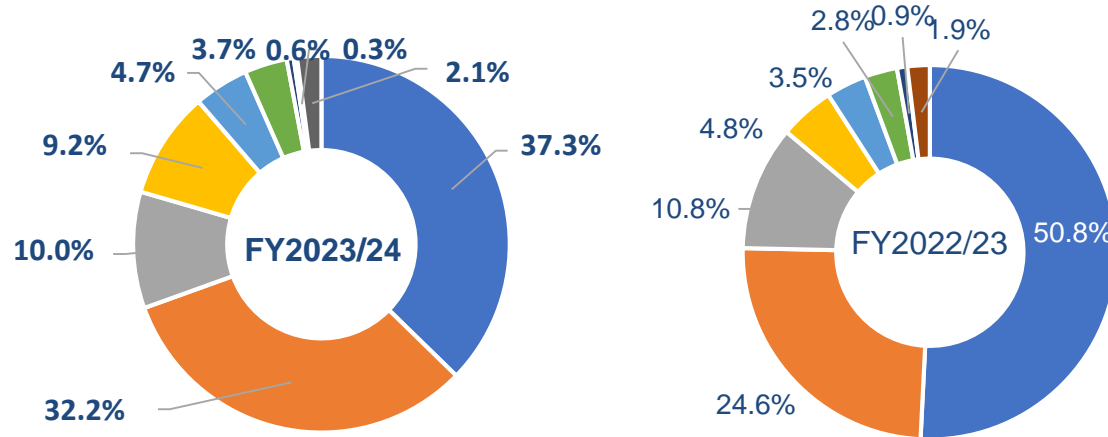
Six Months ended 30 September

HK\$ million	FY2023/24	FY2022/23	Change
<b>Revenue</b>	<b>717.5</b>	743.6	<b>(3.5%)</b>
- Electronic products	<b>590.2</b>	640.8	<b>(7.9%)</b>
- Pet business	<b>127.3</b>	102.8	<b>23.8%</b>
<b>Gross profit</b>	<b>104.1</b>	107.9	<b>(3.5%)</b>
<b>Gross profit margin</b>	<b>14.5%</b>	14.5%	-
<b>Profit attributable to owners of the Company</b>	<b>19.7</b>	26.7	<b>(26.3%)</b>
<b>Net profit margin</b>	<b>2.7%</b>	3.6%	<b>(0.9%)</b>
<b>Earnings per share</b>	<b>6.90</b>		
- Basic (HK cents)	<b>6.90</b>	9.36	<b>(25.5%)</b>
- Diluted (HK cents)	<b>6.90</b>	9.36	<b>(25.5%)</b>
<b>Interim dividend per share (HK cents)</b>	<b>4.0</b>	5.0	<b>(20%)</b>



# Financial Highlights

- USA
- PRC
- Japan
- UK
- France
- Australia
- Singapore
- Germany
- Others



Six Months ended 30 September

HK\$'000	FY2023/24	FY2022/23
USA	267,609	377,689
PRC	231,061	182,627
Japan	71,749	80,039
UK	65,923	35,378
France	33,702	25,863
Australia	26,248	21,011
Singapore	4,314	-
Germany	2,061	6,579
Others	14,854	14,390
<b>Total</b>	<b>717,521</b>	<b>743,576</b>



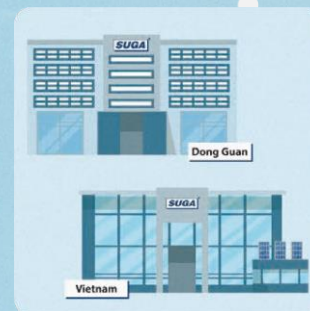
# Key Financial Ratios

	<i>As at 30/9/2023</i>	<i>As at 31/3/2023</i>
<b>Liquidity</b>		
<b>Current ratio (times)</b> <i>(current assets / current liabilities)</i>	<b>2.31</b>	<b>2.13</b>
<b>Cash and bank balances (HK\$)</b>	<b>170.3 million</b>	<b>138.2 million</b>
<b>Bank borrowings (HK\$)</b>	<b>104.4 million</b>	<b>137.3 million</b>
<b>Gearing ratio</b> <i>(total bank borrowings / total equity)</i>	<b>13.3%</b>	<b>17.1%</b>
<b>Turnover ratio</b>		
<b>Inventory turnover (days)</b>	<b>113</b>	<b>129</b>
<b>Debtors turnover (days)</b>	<b>65</b>	<b>65</b>
<b>Net asset value per share (HK\$)</b>	<b>2.75</b>	<b>2.82</b>



**SUGA INTERNATIONAL HOLDINGS LIMITED**  
信佳國際集團有限公司

# Business Review

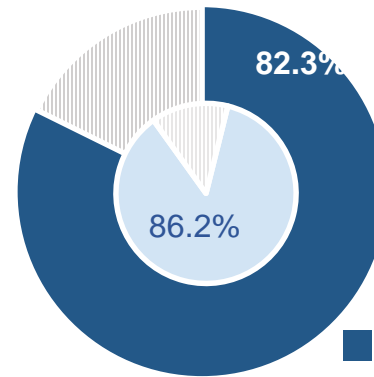




# Electronic Products

- Revenue from professional audio equipment products **rebounded**.
- Orders for communications products and telephones for the hearing-impaired from Japanese customers saw a slight decline.
- As for the cooperation with a customer to produce **electronic paper displays, a new IoT product**, at the Vietnam plant since the end of the previous financial year, **the production line has operated smoothly and pushed up relevant revenue**.

## Segment Revenue



■ 1HFY24: HK\$590.2 million

■ 1HFY23: HK\$640.8 million

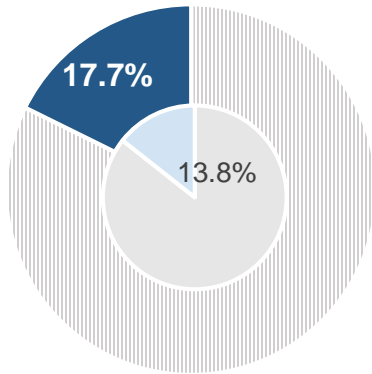


- In recent years, SUGA has strengthened its IoT equipment product layout, establishing an **IoT department**, which is mainly responsible for developing a diversified **IoT product portfolio**.
- SUGA is able to provide business partners with one-stop solutions **covering design, development, production, assembly and shipment to fully meet their needs**.



# Pet Business

## Segment Revenue



■ 1HFY24: HK\$127.3 million

■ 1HFY23 : HK\$102.8 million



## Pet electronic products

- The Group received **new orders from customers** with inventories built-up during the pandemic all digested by the consumption market.
- As a result, production of pet electronic products moved on a **growth track during the period.**

## Pet food business

- Recorded a stable performance



- Sales in Hong Kong and Japan have been **steadily improving.**
- The pet foods **containing CS4 polysaccharide selenium nanoparticles (CS4 SeNP)** launched this year have gained market recognition and afforded satisfactory sales performance.





**SUGA INTERNATIONAL HOLDINGS LIMITED**  
信佳國際集團有限公司

# Prospects





# Cautiously Optimistic Prospects

Suga remains cautiously optimistic about the business prospects in the second half of the financial year

## Positive signs

Social and economic activities resumed

More opportunities for global communication

Global consumption sentiment is improving

Geopolitical Tension

Interest Rate Hikes

High Inflation

## Uncertainties

### Advantages of Suga

“China Plus One” production capacity layout



Strong R&D capabilities





## Electronic Products - Grow Steadily

- Electronic products, the Group's core business, are expected to continue to grow steadily and contribute stable revenue.
- The effort of the Group to deploy ahead for IoT technology and related business in recent years has started to bear fruit.

Electronic paper displays related orders have become an important revenue source

Vietnam factory boasts markedly improved production efficiency

China plus one" strategy to prevail, enables Suga to consolidate its edges while exploring ties with more new customers

**Vietnam factory**



# Pet Products - Premium Pet Nutrition Products

Build a pet health ecosystem through investing in and developing advanced technologies.



The group will continue to promote pet food products containing CS4 polysaccharide selenium nanoparticles (CS4 senp), a key active ingredient of caterpillar fungus.

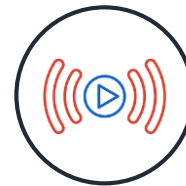


# Diversified Product Portfolio - Streaming Hardware Equipment

## Stream Desk

- SUGA looks forward to making professional audio and recording equipment more popular
- Consumers can enjoy audio experiences of recording studio quality

### Electronics Goals



### Stream Desk

- Developed the audio and video streaming interface stream desk
- Made its debut recently at the Hong Kong Electronics Fair
- Received positive initial market response



# Strong Cash Flow & Healthy Inventory

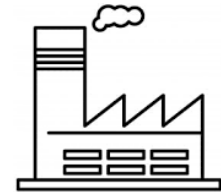
The Group has healthy financial cash flow and will seize appropriate investment opportunities



Sufficient cash flow and the capability



Inventory effectively reduced



Factories hold sufficient production capacities





**SUGA INTERNATIONAL HOLDINGS LIMITED**  
**信佳國際集團有限公司**

# Q&A

