



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 Annual Results
Announcement
Corporate Presentation**





SUGA INTERNATIONAL HOLDINGS LIMITED
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Financial Highlights





Financial Highlights

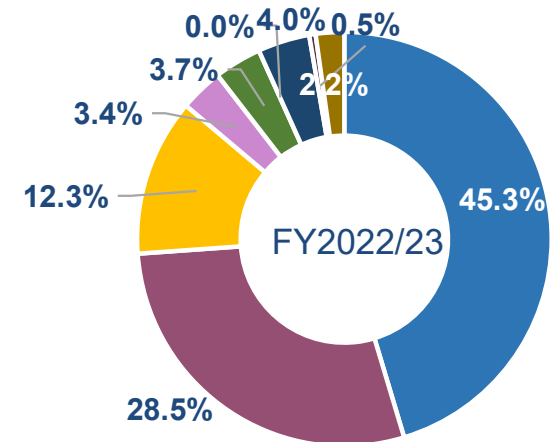
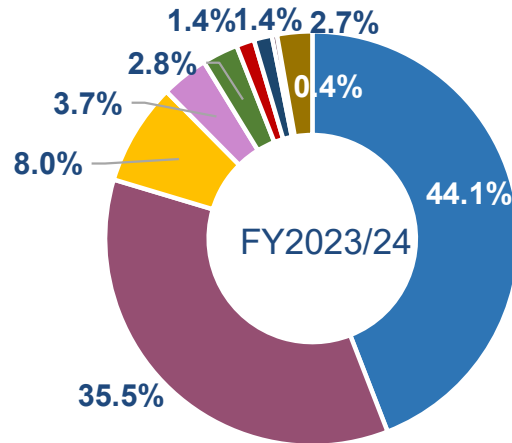
Year ended 31 Mar

HK\$ million	FY2023/24	FY2022/23	Change
Revenue	1,400.3	1,443.5	-3.0%
- Electronic products	1,160.2	1,243.9	-6.7%
- Pet business	240.1	199.6	+20.3%
Gross profit	203.3	202.9	+0.2%
Gross profit margin	14.5%	14.1%	+0.4ppts
Profit attributable to owners of the Company	32.1	59.8	-46.3%
Net profit margin	2.3%	4.2%	-1.9ppts
Earnings per share			
- Basic (HK cents)	11.26	21.00	-46.4%
- Diluted (HK cents)	11.26	21.00	-46.4%
Total dividend per ordinary share (HK cents)	8.0	12.0	-33.3%
- Interim, paid	4.0	5.0	-20.0%
- Final	4.0	4.0	-
- Special dividend	Nil	3.0	-



Revenue by Country of Destination

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



HK\$'000	Year ended 31 Mar	
	FY2023/24	FY2022/23
The United States of America (the "USA")	617,211	654,433
The People's Republic of China (the "PRC")*	497,281	411,843
Japan	111,523	177,171
France	51,387	48,817
Australia	39,463	53,363
Singapore	19,730	70
United Kingdom	19,604	58,349
Germany	5,883	7,458
Others	38,211	31,978
Total	1,400,293	1,443,482

* The PRC, including Hong Kong and Taiwan



Dividend

- Dividend payout: **HK\$22.8 million** (FY2022/23: HK\$34.2 million)
- Final dividend: **HK4.0 cents per ordinary share** (FY2022/23: final dividend of HK4.0 cents per ordinary share and a special dividend of HK3.0 cents per ordinary share)
- Together with an interim dividend of HK4.0 cents per ordinary share previously paid, total dividend for the year amounts to **HK8.0 cents** per ordinary share (FY2022/23: HK12.0 cents)



Key Financial Ratios

	As at 31/3/2024	As at 31/3/2023
Liquidity		
Current ratio (times) <i>(current assets / current liabilities)</i>	2.61	2.13
Cash and cash equivalents (HK\$)	161.9 million	138.2 million
Bank borrowings (HK\$)	40.8 million	137.3 million
Gearing ratio <i>(total bank borrowings / total equity)</i>	5.2%	17.1%
Turnover ratio		
Inventory turnover (days)	107	129
Debtors turnover (days)	68	65
Net asset value per share (HK\$)	2.75	2.82



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Business Review

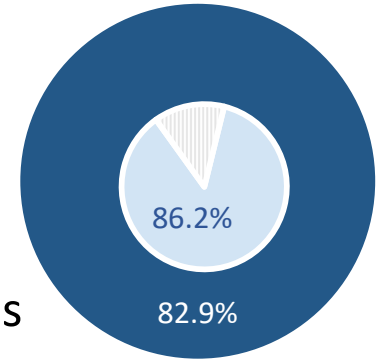




Electronic Products

- Production of electronic paper displays at Vietnam plant achieving steady progress
- Principal partnership built with the customer
- Weak economic trend hampered growth in demand for certain products

Segment Revenue



■ FY24 HK\$1,160.2 million
 ■ FY23 HK\$1,243.9 million



- ✓ Diversified product portfolio
- ✓ “China Plus One” production advantages
- ✓ Vietnam production efficiency increased
- ✓ China plant received incremental rise in orders
- ✓ Effective production management system

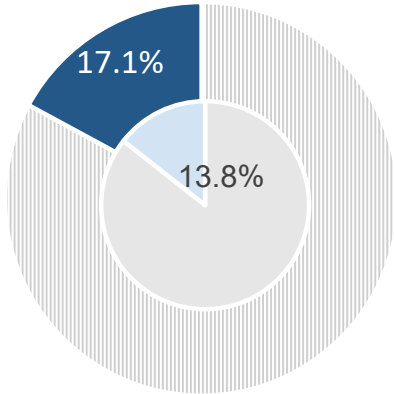


Top 10 Internet of Things (“IoT”) Solutions Providers 2023 by CIO Applications magazine



Pet Business

Segment Revenue



FY24: HK\$240.1 million

FY23 : HK\$199.6 million



Performance of pet-related electronic products achieved growth



“Brabanconne” maintained upward trajectory in HK and Japanese markets



CS4 SeNP pet food performed encouragingly



Product R&D further bolstered



Tapped online and offline markets



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Prospects





Business Prospects

Positive developments

- ✓ *Business exchanges on the rise*
- ✓ *Consumer sentiment improving*
- ✓ *Macroeconomic recovery underway*

Uncertainties

- ▷ *Geopolitical tensions*
- ▷ *Interest rate risk*
- ▷ *Lackluster trade growth*



**Diversified
Business
Strategies**



“China Plus One”



**Strong R&D
Capabilities**



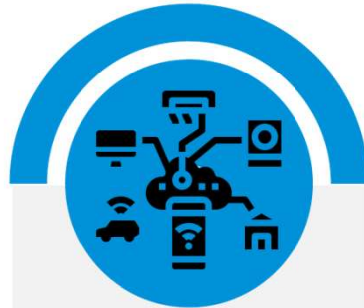
**Effective Cost
Control Measures**



Electronics Segment – Tremendous Market Potential



Professional audio equipment can sustain recovery following destocking



Business expansion in LoT technology



Improvement in plant efficiency



Flexible deployment of production capacity



Encouraging prospects associated with **5G application** and development



Diversified LoT products: smart homes, smart cities, mobile assets, etc.



Creating a Healthy Pet Ecosystem



- Quality pet food for maintaining a healthy diet
- Premium pet nutrition
- Pet food products containing CS4 polysaccharide selenium nanoparticles (CS4 SeNP)



- Precise and effective marketing strategies
- Leverage omni-channel retailing
- Drive business development at key sales locations



Healthy Cash Flow and Inventory Position

- ◆ Increasingly robust cash flow position
- ◆ Inventory level on a declining trend
- ◆ Sufficient production capacity in China and Vietnam
- ◆ Year-on-year improvement in plant efficiency



Seize investment opportunities



Fully equipped for incoming orders



Facilitate future performance growth





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Q&A

