

The background of the slide is a low-angle, upward-looking photograph of several modern skyscrapers with glass facades, set against a clear blue sky. The buildings are arranged in a circular pattern, creating a sense of height and architectural grandeur.

PBH

Port Bristol
Holdings Ltd.

For Reference – Sample Only

Financial Performance Analysis

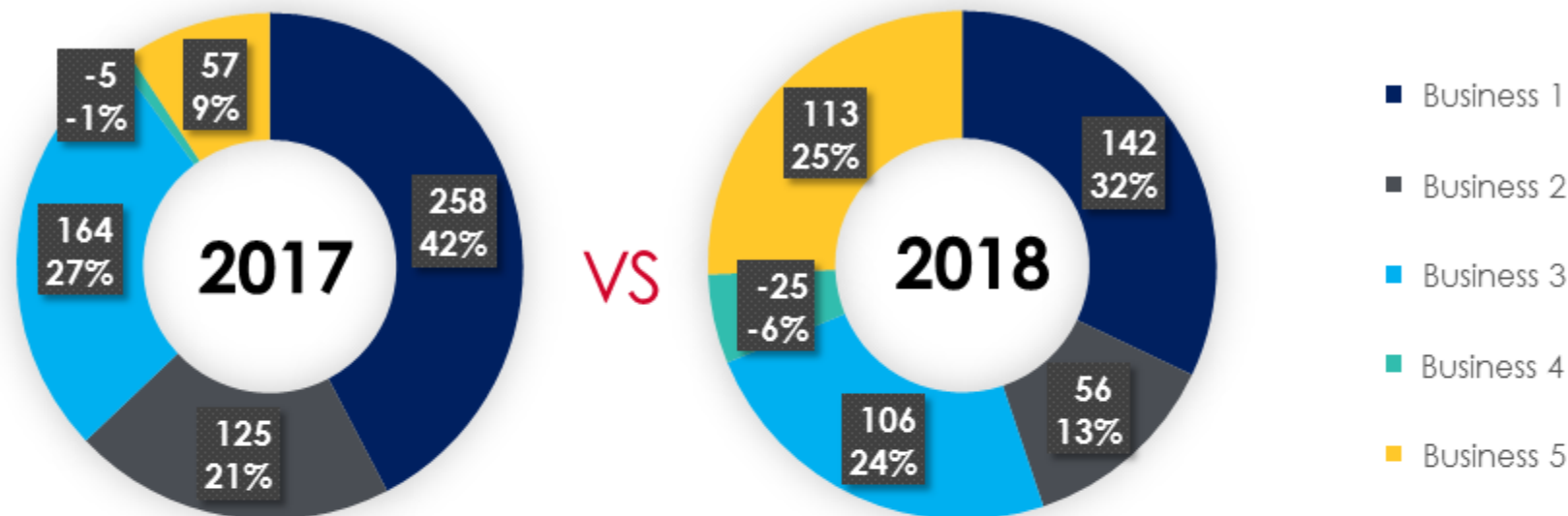
10th January 2020

Financial Performance High-Level Summary

For Reference - Sample Only

OVERALL: Contribution of 2017 vs. 2018 cont.

EBITDA CONTRIBUTION



COMMENT

- Business 1 set to take the crown from Business 2 in regards to largest contributor to EBITDA
- Business 1 EBITDA% has decreased from 5.5% to 4.9% YoY
- Business 1, Business 2 & Business 3 have EBITDA contribution of 4-5% with Business 4 at 2%

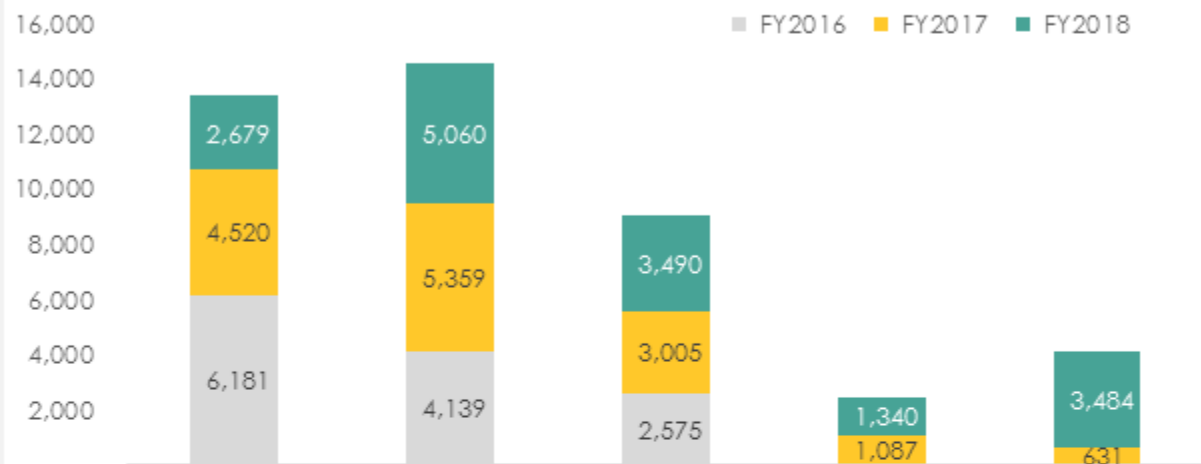
NWC USAGE

COMMENT

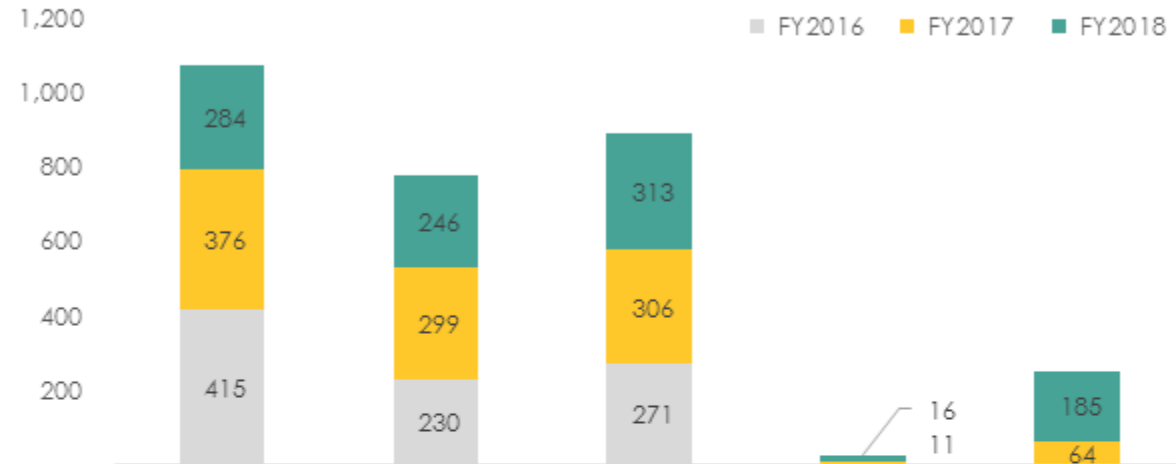
- Business 1 still near half of NWC requirement

OVERALL: Financial Performance 2016-18 (USD MN)

REVENUE



GROSS PROFIT



COMMENT

REVENUE

• Revenue has continued to grow in revenue for consumer, but EOP has dropped, which partly offset revenue gains

• Enterprise has managed to maintain GP% throughout the last 3 years while Networks has dropped significantly and remains more cyclical

GROSS PROFIT

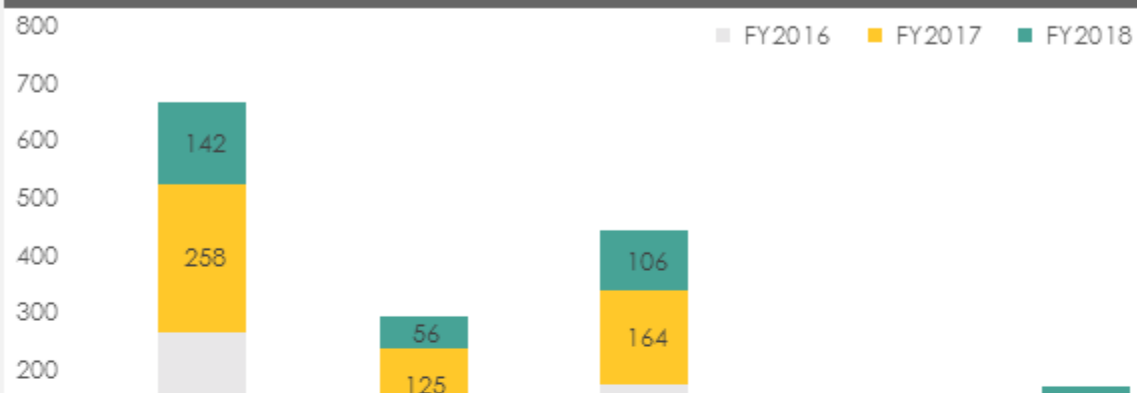
• EOP trends generally follow the same pattern as GP

• NPIC is up and ROIC is down across the board with exception of Networks

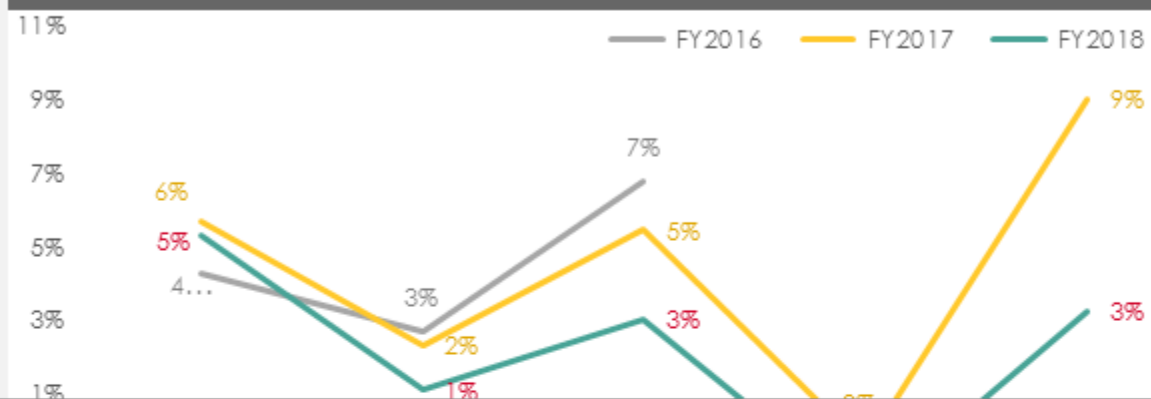
For Reference - Sample Only

OVERALL: Financial Performance 2016-18 (USD MN) (2)

EBITDA

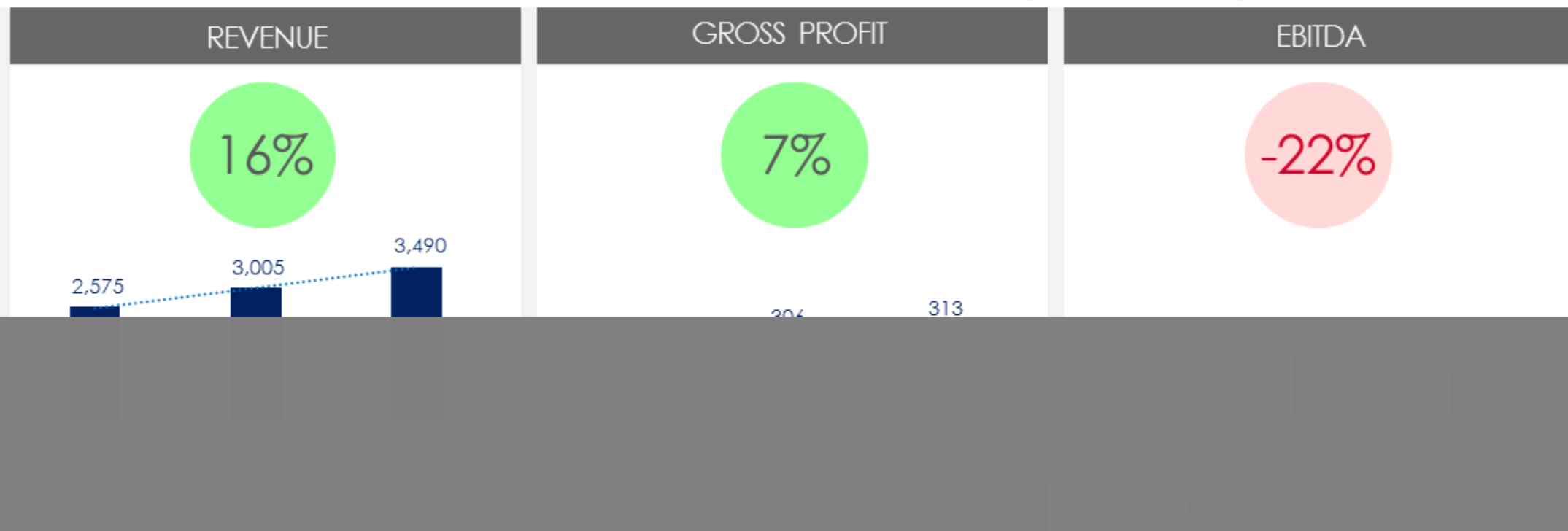


%EBITDA TO REVENUE



For Reference - Sample Only

BUSINESS 1: Financial Performance 2016-18 (USD MN)



COMMENT

- Steady growth trends in revenue & GP
- EBITDA following the trend as well, which helps in investments, cost in R&D, and dividends/profits
- Significant increase in WOC from 16 to 17, but relatively stable thereafter
- WOC will have an inverse relation to WVC, hence an opp from 16 to 17