



14 May 2012

Press Release 【FOR IMMEDIATE RELEASE】

EXCEL TECHNOLOGY INTERNATIONAL HOLDINGS LIMITED
RESULTS ANNOUNCEMENT FOR THE THREE MONTHS ENDED 31 MARCH 2012

Financial Summary

Unaudited Consolidated Results	Three months ended 31 March 2012 HK\$'000	Three months ended 31 March 2011 HK\$'000
Revenue	57,441	101,446
Profit attributable to owners of the Company	102	600
Earnings per share for the profit attributable to the owners of the Company - Basic and diluted	0.01 HK cents	0.06 HK cents

(14 May 2012, HONG KONG) - Excel Technology International Holdings Limited ('Excel' or the 'Company', together with its subsidiaries, the 'Group'; stock code: 8048) announces its unaudited consolidated results for the three-month period ended 31 March 2012.

The Group's profit attributable to owners of the Company for the three months ended 31 March 2012 was HK\$102,000, comparing with a profit of HK\$600,000 in the same period of 2011.

During the period ended 31 March 2012, the Group recorded a turnover of HK\$57,441,000, representing a decrease of 43% compared with a turnover of HK\$101,446,000 in the same period of last year.

We saw mixed results in our business lines in the first quarter of 2012. Systems integration has dropped significantly, but enterprise software was doing well. In addition, our profit margin in the professional services area is being squeezed by the increasing people cost, therefore we have to be vigilant in controlling the people cost to maintain our profit margin.

We are expanding our service and product portfolio to include servicing and implementation of enterprise software of selected third party vendors; and to leverage on their sales network to reach out for more potential customers. The Company has also started to diversify our client base to industries beyond the banking and finance sector. We are getting some modest success with our effort selling to the retail and hotel industry, and we will step up our push in this direction with more research and development efforts as well as a stronger sales force.

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Company Background:

Excel Technology International Holdings Limited [stock code: 8048] is a leading enterprise software solutions provider with a primary focus in the banking, finance, and logistics sectors in Asia. Excel's major business includes enterprise software development and deployment, IT strategy planning and consulting, development outsourcing, ERP system implementation, systems integration and Application Service Provider (ASP) services. Excel has around 530 employees with offices in Hong Kong, Beijing, Shanghai, Shenzhen, Dongguan, Hangzhou, Taiwan, Singapore and Malaysia. Excel's clients include various monetary authorities and central banks, major international and Chinese banks, multinational financial institutions and companies with cross border operations that require regional support.

Company Website: www.excel.com.hk.

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