



Unisem (M) Berhad

2015 Third Quarter Analysts Briefing

29 October 2015

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3Q 2015 Summary

- Revenue RM329.6m vs RM298.8m in Q2 (+ 10.3%)
- Revenue USD81.4m vs USD82.1m in Q2 (- 0.9%)
- Net Profit RM40.7m vs RM31.6m in Q2 (+ 28.6%)
- Gross Profit RM70.0m (+ 42.2%)
- EBITDA RM90.9m; EBITDA margin 27.6%



Consolidated Statements of Profit or Loss

Sequential Quarterly Comparison

(RM Thousand except EPS)	3Q 2015	%	2Q 2015	%	Change
Revenue	329,610	100.0	298,790	100.0	10.3%
<i>Revenue in USD '000</i>	<i>81,362</i>		<i>82,103</i>		<i>-0.9%</i>
Cost of Sales	259,657	78.8	249,611	83.5	4.0%
Gross Profit	69,953	21.2	49,179	16.5	42.2%
Operating profit	47,060	14.3	36,637	12.3	28.4%
Net profit	40,655	12.3	31,619	10.6	28.6%
EPS – Basic (sen)	5.50		4.59		
EBITDA	90,927	27.6	78,705	26.3	15.5%
Depreciation	43,867	13.3	42,068	14.1	4.3%
Forex loss	7,961	2.4	327	0.1	2334%



Consolidated Statements of Profit or Loss

Corresponding Quarterly Comparison

(RM Thousand except EPS)	3Q 2015	%	3Q 2014	%	Change
Revenue	329,610	100.0	273,273	100.0	20.6%
<i>Revenue in USD '000</i>	<i>81,362</i>		<i>85,591</i>		<i>-4.9%</i>
Cost of Sales	259,657	78.8	223,273	81.7	16.3%
Gross Profit	69,953	21.2	50,000	18.3	39.9%
Operating profit	47,060	14.3	35,708	13.1	31.8%
Net profit	40,655	12.3	27,127	9.9	49.9%
EPS – Basic (sen)	5.50		4.02		
EBITDA	90,927	27.6	74,854	27.4	21.5%
Depreciation	43,867	13.3	39,146	14.3	12.0%
Forex loss	7,961	2.4	647	0.2	1130%



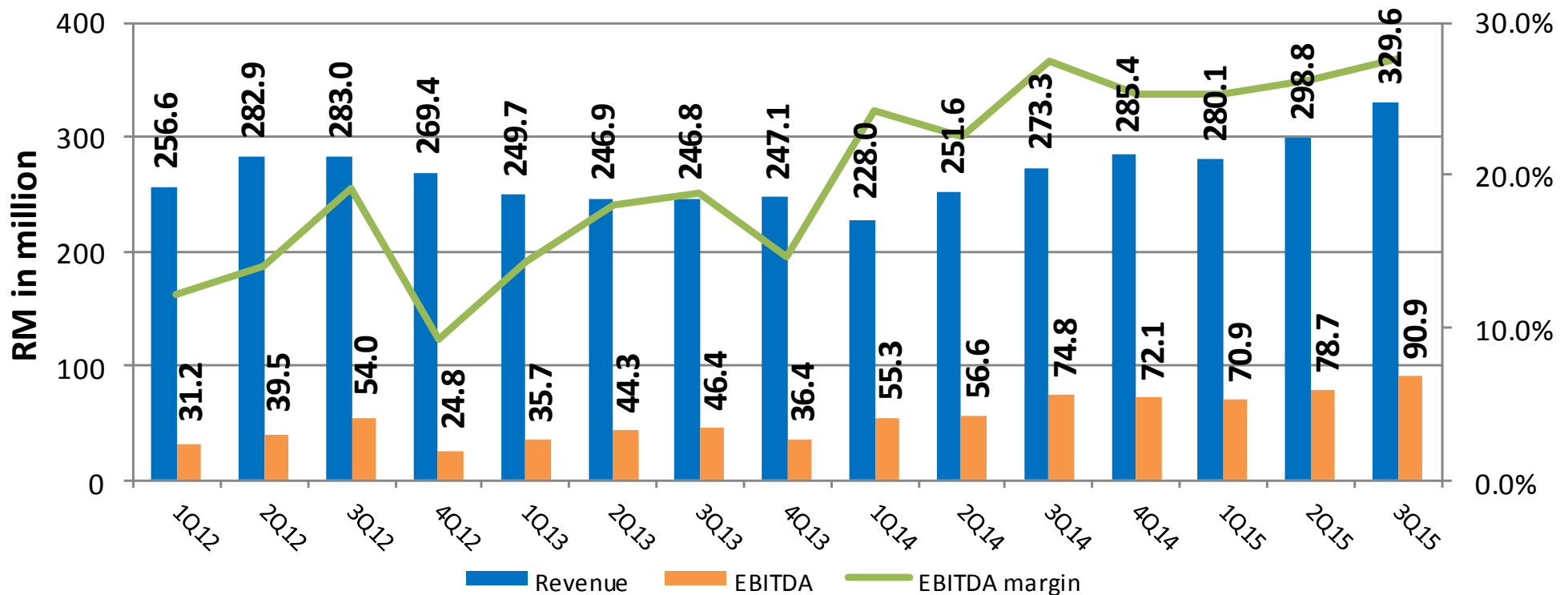
Consolidated Statements of Profit or Loss

Corresponding 9-month Comparison

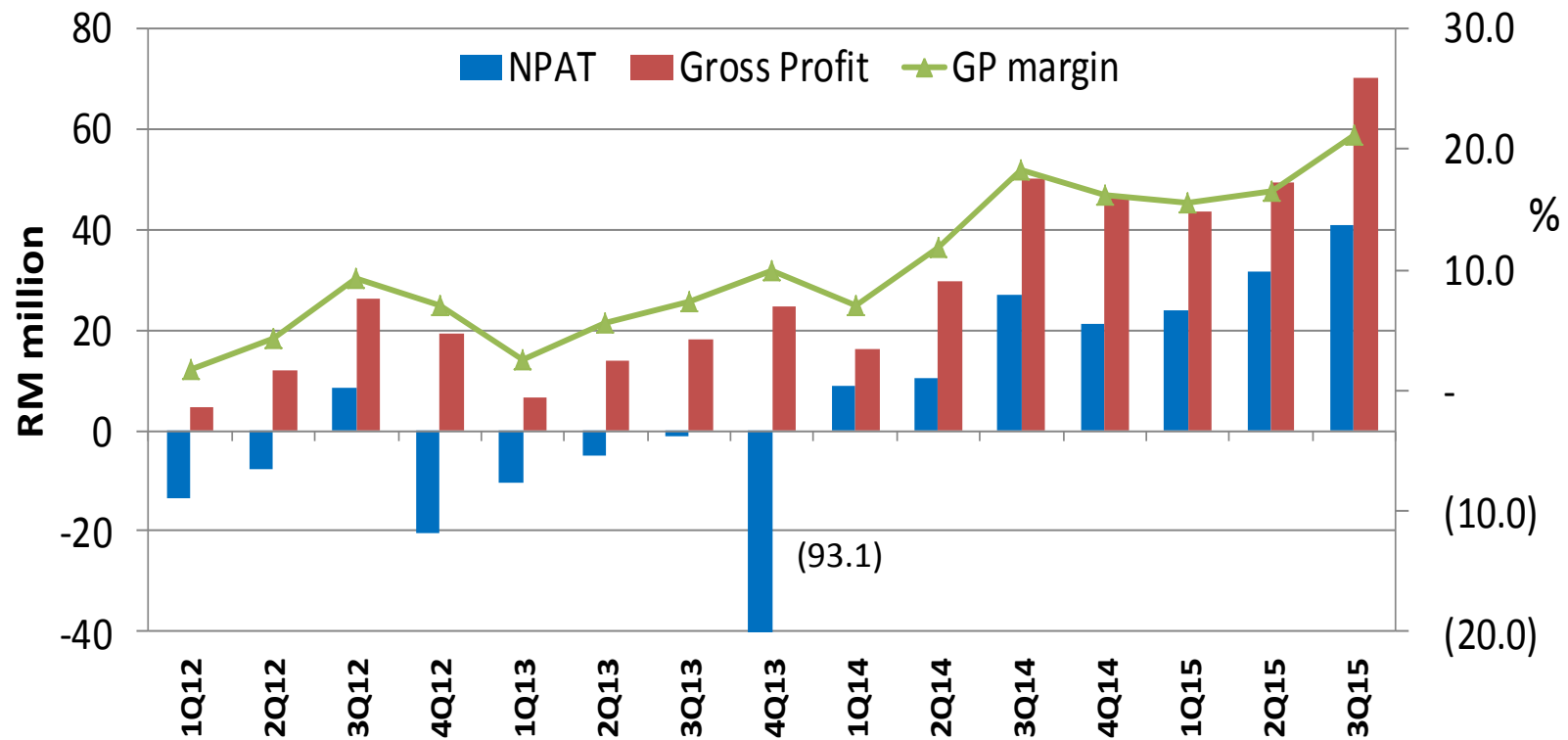
(RM Thousand except EPS)	9m 2015	%	9m 2014	%	Change
Revenue	908,457	100.0	752,902	100.0	20.7%
<i>Revenue in USD '000</i>	<i>241,571</i>		<i>232,526</i>		<i>3.9%</i>
Cost of Sales	745,791	82.1	656,805	87.2	13.5%
Gross Profit	162,666	17.9	96,097	12.8	69.3%
Operating profit	112,885	12.4	67,498	9.0	67.2%
Net profit	96,136	10.6	46,474	6.2	106.9%
EPS – Basic (sen)	13.66		7.00		
EBITDA	240,489	26.5	186,725	24.8	28.8%
Depreciation	127,604	14.0	119,227	15.8	7.0%
Forex loss	8,610	0.9	1,396	0.2	516.8%

3Q 2015 Revenue & EBITDA

- RM Revenue : ↑ 10.3% q-on-q; ↑ 20.6% y-on-y
- USD revenue : ↓ 0.9% q-on-q; ↓ 4.9% y-on-y
- EBITDA : ↑ 15.5% q-on-q; ↑ 21.5% y-on-y
- EBITDA margin : 3Q15 : 27.6%; 3Q14 : 27.4%



- Gross Profit : RM 70.0m ; 2Q15 : RM 49.2m
- GP margin : 21.2% ; 2Q15 : 16.5%
- Net income : RM 40.7m ; 2Q15 : RM 31.6m
- Forex loss : RM7.961m



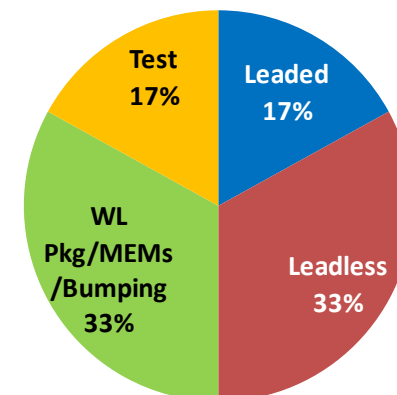
Revenue Breakdown

Contribution from wafer level packaging and bumping continue to grow

By Products & Services

(%)	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15
Leaded	31	31	27	28	29	26	22	21	22	21	17
Leadless	31	30	33	34	33	35	34	33	31	32	33
WL pkg/ MEMs Bump	21	23	22	21	20	22	26	28	30	31	33
Test	17	16	17	17	18	17	18	18	17	16	17

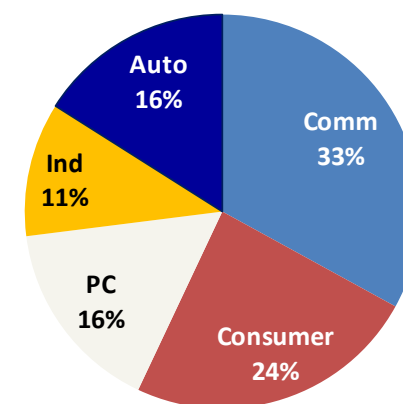
3Q15



By Market Segments

(%)	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15
Comm	28	28	28	28	29	29	30	32	32	32	33
Consum	26	27	29	28	27	27	27	25	25	25	24
PC	17	18	16	16	15	15	15	15	15	15	16
Industrial	13	12	12	12	12	11	11	11	12	12	11
Auto	16	15	15	16	17	18	17	17	16	16	16

3Q15



Selective Information from Consolidated Statements of Financial Position

Net Debt improved from RM200.8m to RM30.3m

(in RM Thousand)	30 Sep 2015	31 Dec 2014	Change
Property plant & equipment	1,255,322	1,109,554	13.1%
Cash and Bank Balances	134,767	51,032	164.1%
Group term loan & bank borrowings	165,090	251,838	-34.4%
Net Assets per share (RM)	1.8296	1.5206	20.3%
Current ratio	1.30	0.93	39.8%
Debt/equity ratio	0.12	0.25	-52.0%

- Revenue RM329.6m vs RM298.8m in Q2 (up 10.3%)
- Net Profit RM40.7m vs RM31.6m in Q2 (up 28.6%)
- Capex incurred in 3Q15: RM47.2m
- Group Headcount was at 7,474 in end September 2015 (-53)

	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15
Capex (in RM million)	13.6	11.9	6.8	5.3	6.4	10.2	24.2	19.5	37.5	39.3	47.2
Headcount	7976	7819	7472	6897	6945	6906	7102	7245	7422	7527	7474



Thank You