

## 2022 3rd Quarter Analyst Briefing

27 October 2022



#### Disclaimer

This presentation has been prepared by Unisem (M) Berhad ("Unisem" or the "Company") solely for use at the Company's quarterly analyst briefing held virtually on 27 October 2022. The information contained in this presentation has not been independently verified. No representation, warranty or undertaking, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or the opinions contained herein. The Company or any of its affiliates, advisors or representatives expressly disclaims any and all liability (whether direct or indirect, contract, tort or otherwise) for any losses or liabilities howsoever arising from any use of this presentation or its contents or otherwise arising in connection with the presentation. The contents of this presentation may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, in whole or in part, for any purpose.

This presentation made by representatives of the Company includes certain statements that are not descriptions of historical facts, but are forward-looking statements. These forward-looking statements may include statements about our plans and objectives for future expansion and operations, and other statements containing forward looking terminology such as "may," "believes," "anticipates," "intends," "expects," "projects," "looking forward," "targets," "plans," or similar terms, variations of such terms or the negative of such terms. Such information is based upon various assumptions made by, and expectations of, our management that were reasonable when made but may prove to be incorrect. All of such assumptions are inherently subject to uncertainties and contingencies beyond our control and upon assumptions with respect to future business decisions which are subject to change. Accordingly, there can be no assurance that actual results will meet expectations and actual results may vary (perhaps materially) from certain of the results anticipated herein. The Company undertakes no obligation, and disclaims any obligation, to publicly update or alter any forward-looking statements, whether as a result of new information, future events or otherwise.



# Consolidated Statements of Profit or Loss (From Continuing Operations)

#### Sequential Quarterly Comparison

(in RM Thousand except EPS)	3Q 2022	%	2Q 2022	%	Change
Revenue	439,686	100.0	464,060	100.0	-5.3%
Revenue in USD '000	98,313		106,769		-7.9%
Cost of Sales	361,042	82.1	371,347	80.0	-2.8%
<b>Gross Profit</b>	78,644	17.9	92,713	20.0	-15.2%
Operating profit	63,308	14.4	79,929	17.2	-20.8%
Net profit	56,311	12.8	70,397	15.2	-20.0%
EPS – Basic (sen)	3.49		4.36		
EBITDA	115,621	26.3	131,683	28.4	-12.2%
Depreciation	52,314	11.9	51,755	11.2	1.1%
Forex loss	(432)	(0.1)	(227)	(0.05)	90.3%

Unisem (M) Berhad 3Q 2022 Analyst Briefing 27 October 2022



# Consolidated Statements of Profit or Loss (From Continuing Operations)

#### **Corresponding Quarterly Comparison**

(in RM Thousand except EPS)	3Q 2022	%	3Q 2021	%	Change
Revenue	439,686	100.0	366,356	100.0	20.0%
Revenue in USD '000	98,313		87,394		12.5%
Cost of Sales	361,042	82.1	307,990	84.1	17.2%
<b>Gross Profit</b>	78,644	17.9	58,366	15.9	34.7%
Operating profit	63,308	14.4	45,710	12.5	38.5%
Net profit	56,311	12.8	40,422	11.0	39.3%
EPS – Basic (sen)	3.49		2.51*		
EBITDA	115,621	26.3	94,207	25.7	22.7%
Depreciation	52,314	11.9	48,497	13.2	7.9%
Forex (loss)/gain	(432)	(0.1)	517	0.1	-183.6%

<sup>\*</sup> Adjusted for bonus issue



# Consolidated Statements of Profit or Loss (From Continuing Operations)

Corresponding 9-month Comparison

(in RM Thousand except EPS)	9M 2022	%	9M 2021	%	Change
Revenue	1,328,191	100.0	1,142,527	100.0	16.3%
Revenue in USD '000	306,265		276,814		10.6%
Cost of Sales	1,085,411	81.7	945,723	82.8	14.8%
<b>Gross Profit</b>	242,780	18.3	196,804	17.2	23.4%
Operating profit	200,446	15.1	156,663	13.7	27.9%
Net profit	177,888	13.4	140,969	12.3	26.2%
EPS – Basic (sen)	11.03		8.81*		
EBITDA	354,213	26.7	300,839	26.3	17.7%
Depreciation	153,769	11.6	144,176	12.6	6.7%
Forex loss	(1,233)	(0.1)	(1,279)	(0.1)	-3.6%

<sup>\*</sup> Adjusted for bonus issue



### 3Q 2022 Revenue & EBITDA

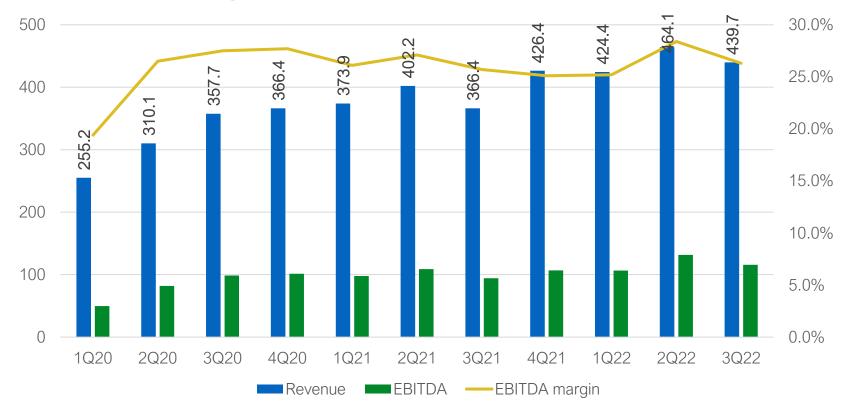
(From Continuing Operations)

• RM Revenue : RM439.7m vs RM464.1m (- 5.3%)

USD revenue: USD98.3m vs USD106.8m (- 7.9%)

EBITDA: RM115.6m vs RM131.7m (- 12.2%)

EBITDA margin : 26.3% vs 28.4% (- 7.4%)





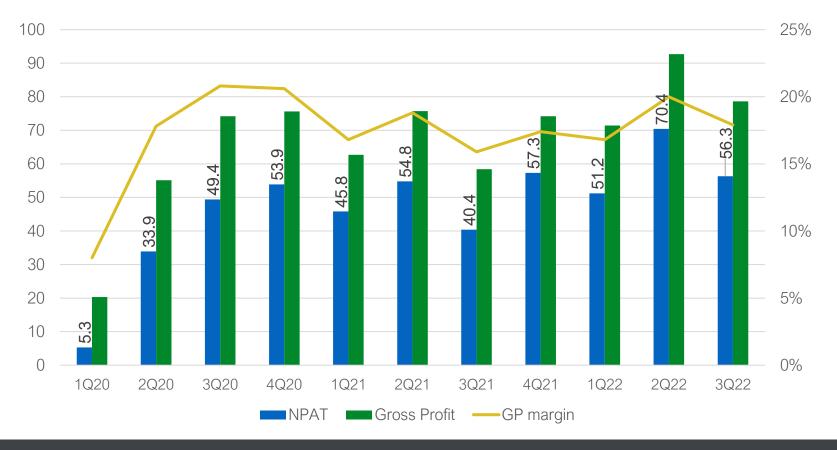
## 3Q 2022 Earnings

(From Continuing Operations)

Gross Profit: RM78.6m vs RM92.7m (- 15.2%)

• GP margin : 17.9% vs 20.0% (- 10.5%)

Net profit : RM56.3m vs RM70.4m (- 20.0%)



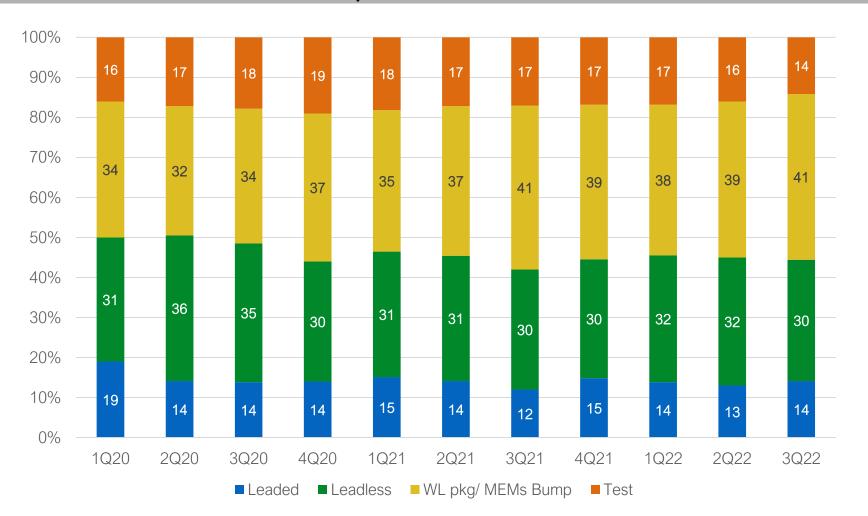


#### Revenue Breakdown

No major changes

8

#### **By Products & Services**



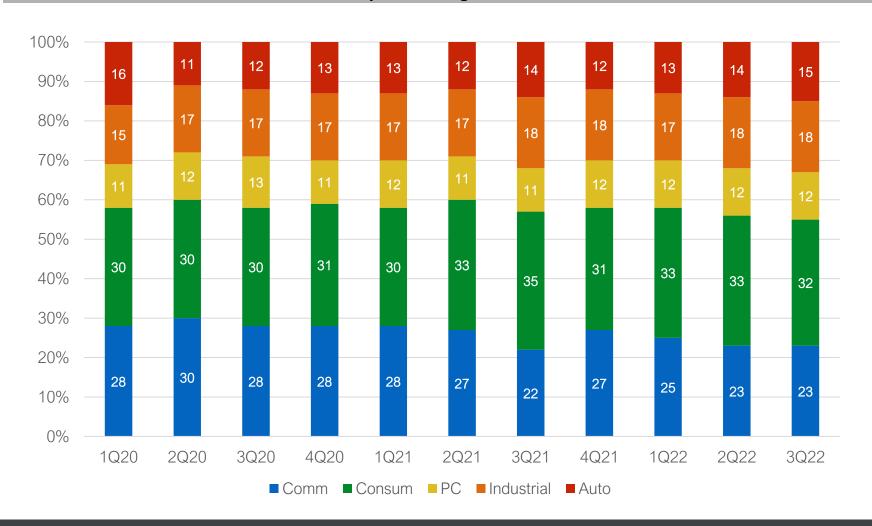


#### Revenue Breakdown

No major changes

9

#### **By Market Segments**





# Selective Information from Consolidated Statements of Financial Position

Net cash at end Sept 2022: RM389.1 million

(in RM Thousand)	30 Sept 2022	31 Dec 2021	Change
Property plant & equipment	1,923,970	1,637,477	17.5%
Cash and Bank Balances	579,441	655,959	-11.7%
Group term loan & bank borrowings	190,375	174,925	8.8%
Net Assets per share (RM)	1.4940	1.3428	11.3%
Current ratio	2.25	2.43	-7.4%
Debt/equity ratio	0.08	0.08	-

Unisem (M) Berhad 3Q 2022 Analyst Briefing 27 October 2022 <sub>10</sub>



## Capex & Headcount

- Capex incurred in 3Q22: RM120.1m mainly for the construction of Phase 3 building in Chengdu
- Group Headcount was at 6,004 in end Sept 2022.

	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
Capex (RM 'mil)	49.9	54.5	137.7	156.0	134.3	143.1	182.2	146.3	120.1
Headcount	5,892	5,738	6,135	6,144	6,074	5,968	6,148	6,152	6,004



## 3Q 2022 Highlight

- From discontinued operations
  - Write back of tax provision RM3.7 million
- Utilisation rates remain high in Chengdu plant, both in wafer bumping and assembly & test. Affected by power restriction and Covid lockdown in Chengdu. Construction of Phase 3 plant progressing according to schedule.
- Assembly & test operations in Ipoh plant were affected by headcount shortage. Gopeng Plant construction progressing as plan.
- Utilisation rates at wafer bumping operations in UAT below optimal due to wafer shortage.



## Thank You