

2023 3rd Quarter Analyst Briefing

26 October 2023



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 26 October 2023. 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 2023 | % | 2Q 2023 | % | Change |
|-----------------------------|---------|-------|---------|-------|---------|
| Revenue | 356,186 | 100.0 | 378,660 | 100.0 | -5.9% |
| Revenue in USD '000 | 77,355 | | 83,708 | | -7.6% |
| Cost of Sales | 317,747 | 89.2 | 341,045 | 90.1 | -6.8% |
| Gross Profit | 38,439 | 10.8 | 37,615 | 9.9 | 2.2% |
| Operating profit | 22,816 | 6.4 | 27,044 | 7.1 | -15.6% |
| Net profit | 18,965 | 5.3 | 24,024 | 6.3 | -21.1% |
| EPS – Basic (sen) | 1.18 | | 1.49 | | |
| EBITDA | 75,950 | 21.3 | 80,348 | 21.2 | -5.5% |
| Depreciation | 53,134 | 14.9 | 53,304 | 14.1 | -0.3% |
| Forex gain /(loss) | (3,246) | (0.9) | 3,854 | 1.0 | -184.2% |

Unisem (M) Berhad 3Q 2023 Analyst Briefing 26 Oct 2023



Consolidated Statements of Profit or Loss (From Continuing Operations)

| Corresponding | ()ulartarly | $I \cap M$ | narican |
|-----------------|--------------|---------------------|-----------------|
| | , juan en | , , , , , , , , , , | ualisoii |
| COLLEGEDITATING | Qual tell | , | 20112011 |

| (in RM Thousand except EPS) | 3Q 2023 | % | 3Q 2022 | % | Change |
|-----------------------------|---------|-------|---------|-------|---------|
| Revenue | 356,186 | 100.0 | 439,686 | 100.0 | -19.0% |
| Revenue in USD '000 | 77,355 | | 98,313 | | -21.3% |
| Cost of Sales | 317,747 | 89.2 | 361,042 | 82.1 | -12.0% |
| Gross Profit | 38,439 | 10.8 | 78,644 | 17.9 | -51.1% |
| Operating profit | 22,816 | 6.4 | 63,308 | 14.4 | -64.0% |
| Net profit | 18,965 | 5.3 | 56,311 | 12.8 | -66.3% |
| EPS – Basic (sen) | 1.18 | | 3.49 | | |
| EBITDA | 75,950 | 21.3 | 115,621 | 26.3 | -34.5% |
| Depreciation | 53,134 | 14.9 | 52,314 | 11.9 | 1.6% |
| Forex gain /(loss) | (3,246) | (0.9) | (432) | (0.1) | -651.4% |

Unisem (M) Berhad 3Q 2023 Analyst Briefing 26 Oct 2023



Consolidated Statements of Profit or Loss (From Continuing Operations)

Corresponding 9-month Comparison

| (in RM Thousand except EPS) | 9M 2023 | % | 9M 2022 | % | Change |
|-----------------------------|-----------|-------|-----------|-------|--------|
| Revenue | 1,088,893 | 100.0 | 1,328,191 | 100.0 | -18.0% |
| Revenue in USD '000 | 241,596 | | 306,265 | | -21.1% |
| Cost of Sales | 986,190 | 90.6 | 1,085,411 | 81.7 | -9.1% |
| Gross Profit | 102,703 | 9.4 | 242,780 | 18.3 | -57.7% |
| Operating profit | 62,446 | 5.7 | 200,446 | 15.1 | -68.8% |
| Net profit | 52,887 | 4.9 | 177,888 | 13.4 | -70.3% |
| EPS – Basic (sen) | 3.28 | | 11.03 | | |
| EBITDA | 221,367 | 20.3 | 354,213 | 26.7 | -37.5% |
| Depreciation | 158,920 | 14.6 | 153,769 | 11.6 | 3.3% |
| Forex gain /(loss) | (1,138) | (0.1) | (1,233) | (0.1) | 7.7% |

Unisem (M) Berhad 3Q 2023 Analyst Briefing 26 Oct 2023



3Q 2023 Revenue & EBITDA

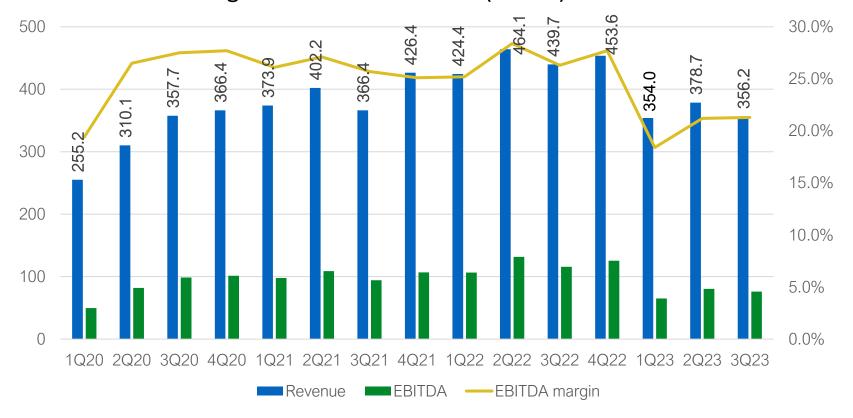
(From Continuing Operations)

RM Revenue : RM356.2m vs RM378.7m (-5.9%)

USD revenue : USD77.4m vs USD83.7m (-7.6%)

EBITDA: RM76.0m vs RM80.3m (-5.5%)

EBITDA margin: 21.3% vs 21.2 % (+0.5%)





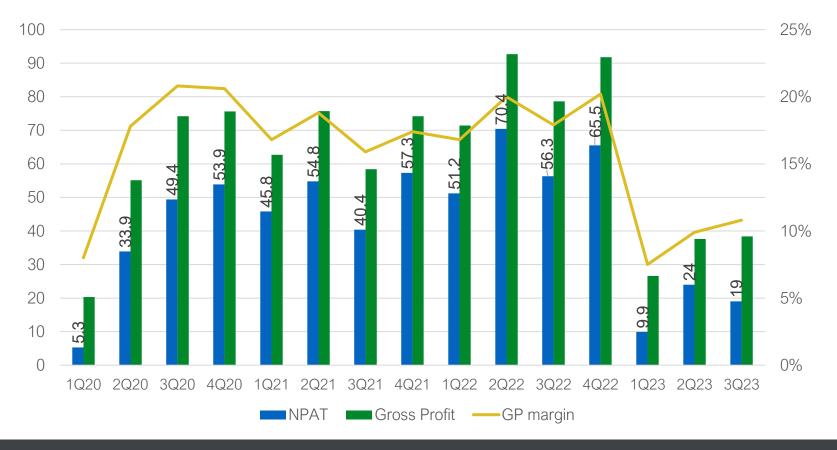
3Q 2023 Earnings

(From Continuing Operations)

Gross Profit: RM38.4m vs RM37.6m (+2.2%)

• GP margin : 10.8% vs 9.9 % (+9.1%)

Net profit : RM19.0m vs RM24.0m (-21.1%)





Revenue Breakdown

Decline in contribution from leaded & leadless packages

By Products & Services

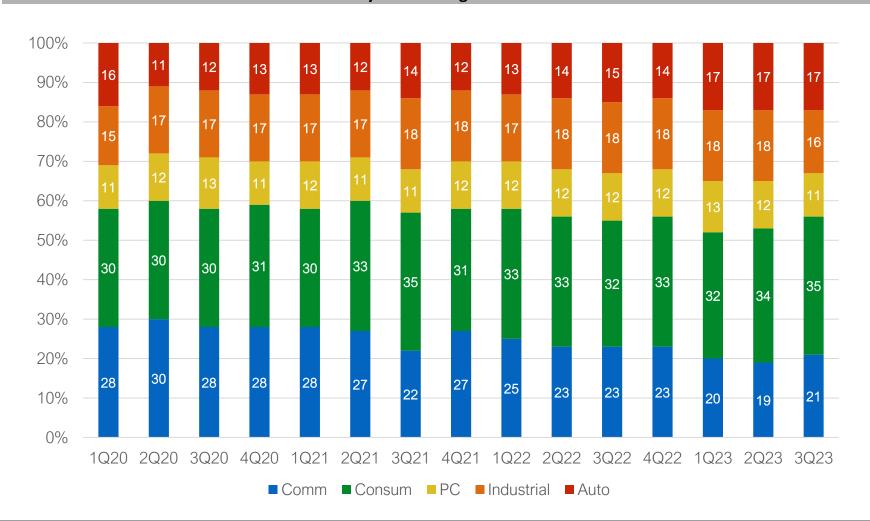




Revenue Breakdown

No major changes

By Market Segments





Selective Information from Consolidated Statements of Financial Position

Net cash at end September 2023 RM271.4 million

| (in RM Thousand) | 30 Sept 2023 | 31 Dec 2022 | Change |
|-----------------------------------|--------------|-------------|--------|
| Property plant & equipment | 2,032,162 | 1,949,547 | 4.2% |
| Cash and Bank Balances | 584,965 | 556,044 | 5.2% |
| Group term loan & bank borrowings | 313,577 | 196,477 | 59.6% |
| Net Assets per share (RM) | 1.4798 | 1.4980 | -1.2% |
| Current ratio | 2.52 | 2.32 | 8.6% |
| Debt/equity ratio | 0.13 | 0.08 | 62.5% |

Unisem (M) Berhad 3Q 2023 Analyst Briefing 26 Oct 2023 10



Capex & Headcount

- Capex incurred in 3Q23: RM77.0 m mainly for the construction of Gopeng Plant in Ipoh
- Group Headcount was at 5,675 in end Sept 2023.

| | 3Q21 | 4Q21 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Capex (RM 'mil) | 134.3 | 143.1 | 182.2 | 146.3 | 120.1 | 101.7 | 87.9 | 62.9 | 77.0 |
| Headcount | 6,074 | 5,968 | 6,148 | 6,152 | 6,004 | 6,105 | 5,821 | 5,746 | 5,675 |

26 Oct 2023 Unisem (M) Berhad 11



3Q 2023 Highlight

- Sentiment in the industry remains weak and utilisation rates for both wafer bumping and assembly & test in our facilities in Chengdu and Ipoh continue to be adversely affected by soft demand.
- Chengdu Installation of equipment and qualification in Phase 3 plant in progress.
- Gopeng Plant construction progressing and will be completed in Q4 2023.



Thank You