



Unisem (M) Berhad

2014 First Quarter Analysts Briefing

8 May 2014



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Consolidated Income Statements

Sequential Quarterly Comparison

(RM Thousand except EPS)

	1Q 2014	%	4Q 2013	%	Change
Revenue	228,048	100.0	247,120	100.0	-7.7%
Cost of Sales	211,773	92.9	222,600	90.1	-4.9%
Gross Profit	16,275	7.1	24,520	9.9	-33.6%
Operating profit/(loss)	14,528	6.4	(78,320)	(31.7)	118.5%
Net profit/(loss)	8,855	3.9	(93,124)	(37.7)	109.5%
EPS – Basic (sen)	1.37		(13.46)		
EBITDA	55,279	24.2	36,437	14.7	51.7%
Depreciation	40,751	17.9	41,475	16.8	-1.7%
Forex (loss)/gain	(976)	(0.4)	3,838	1.6	-125.4%
Impairment / Write-off	-	-	91,496	37.0	-100.0%



Consolidated Income Statements

Corresponding Quarterly Comparison

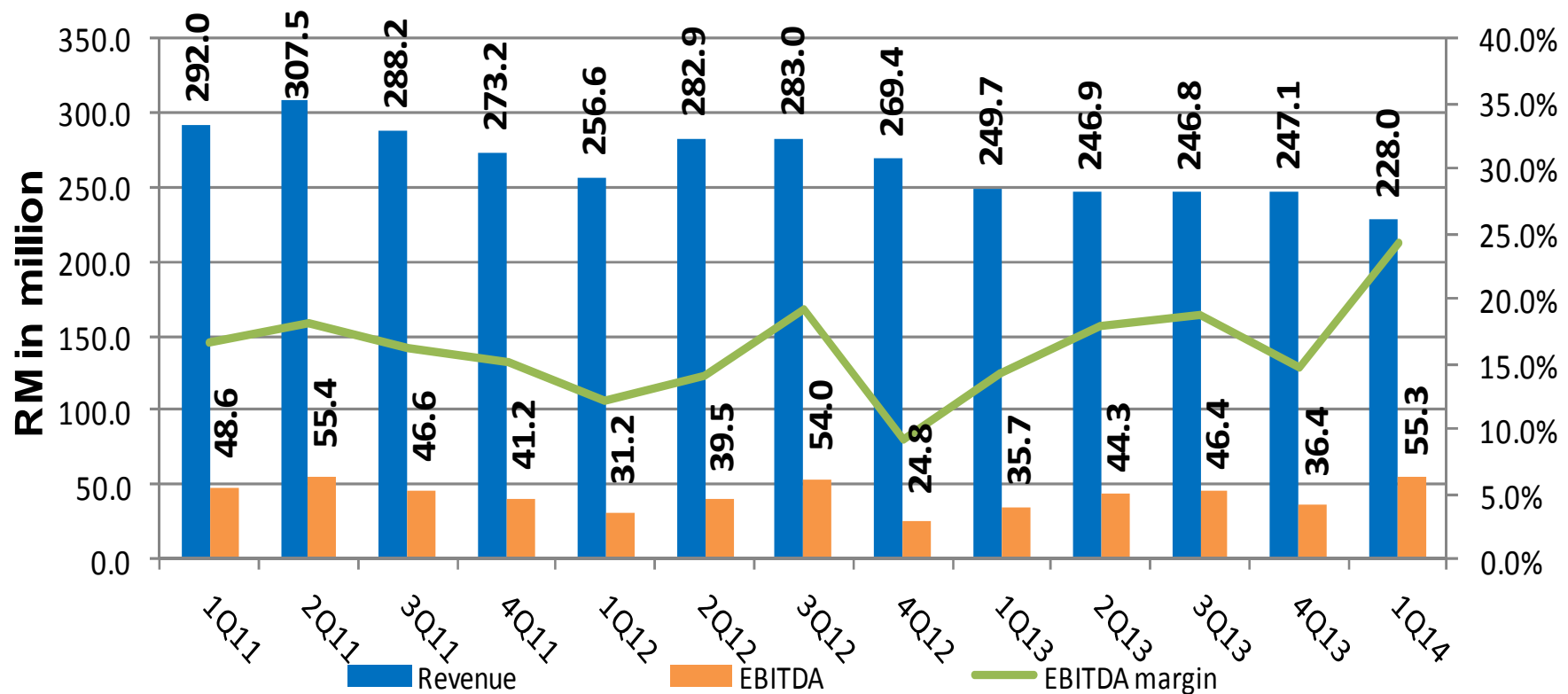
(RM Thousand except EPS)

	1Q 2014	%	1Q 2013	%	Change
Revenue	228,048	100.0	249,723	100.0	-8.7%
Cost of Sales	211,773	92.9	243,174	97.4	-12.9%
Gross Profit	16,275	7.1	6,549	2.6	148.5%
Operating profit/(loss)	14,528	6.4	(5,588)	(2.2)	360.0%
Net profit/(loss)	8,855	3.9	(10,283)	(4.1)	186.1%
EPS – Basic (sen)	1.37		(1.45)		
EBITDA	55,279	24.2	35,671	14.3	55.0%
Depreciation	40,751	17.9	41,259	16.5	-1.2%
Forex (loss)/gain	(976)	(0.4)	350	0.1	-378.9%



1Q 2014 Revenue & EBITDA

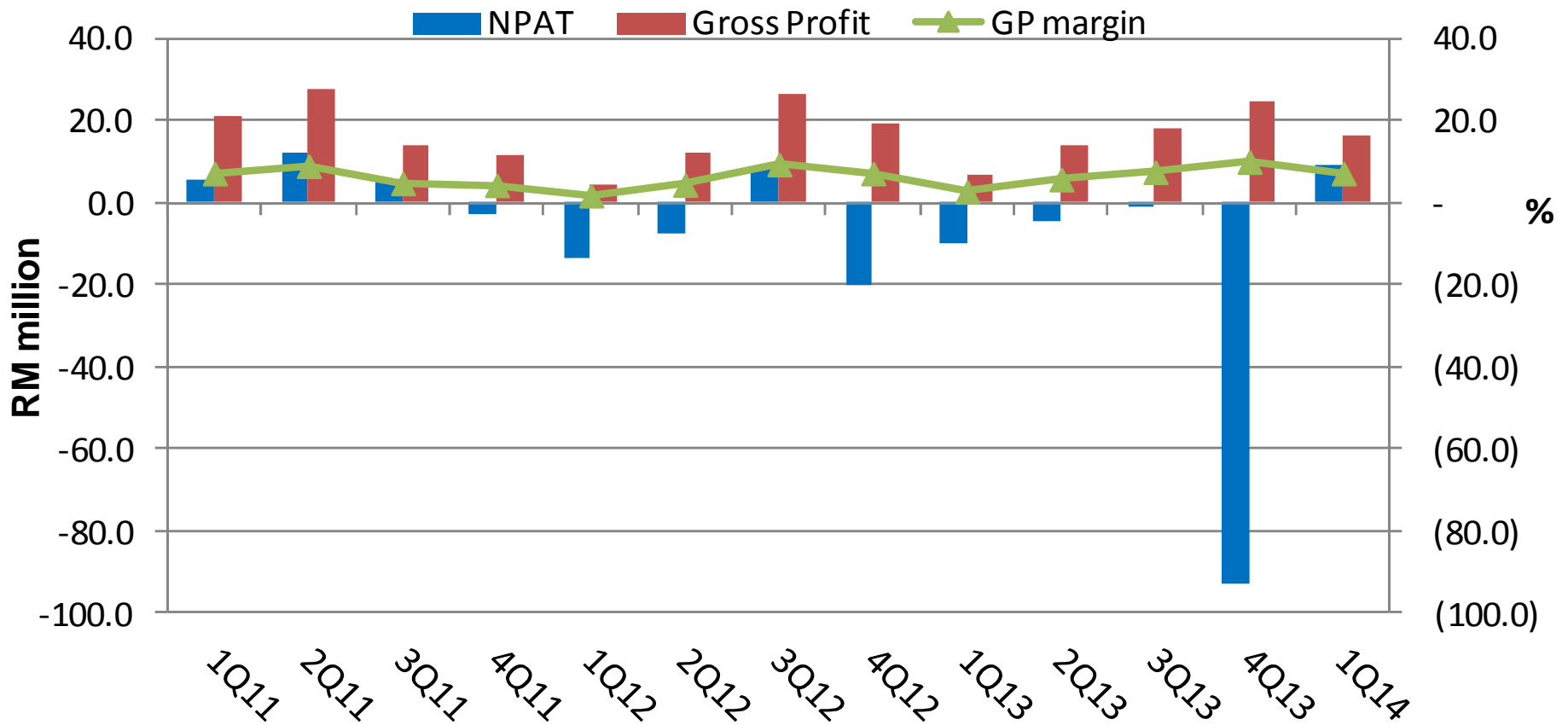
- RM Revenue : ↓ 7.7% q-on-q; ↓ 8.7% y-on-y
- USD revenue : ↓ 10.2% q-on-q; ↓ 14.9% y-on-y
- EBITDA : ↑ 51.7% q-on-q; ↑ 55.0% y-on-y
- EBITDA margin : 1Q14 : 24.2%; 1Q13 : 14.3%





1Q 2014 Earnings

- Gross Profit : RM 16.3m ; 4Q13 : RM 24.5m
- Net income : RM 8.9m ; 4Q13 net loss : RM 93.1m
- Subsidy received by a foreign subsidi: RM 10.4m
- Gain on disposal of PPE : RM2.4m

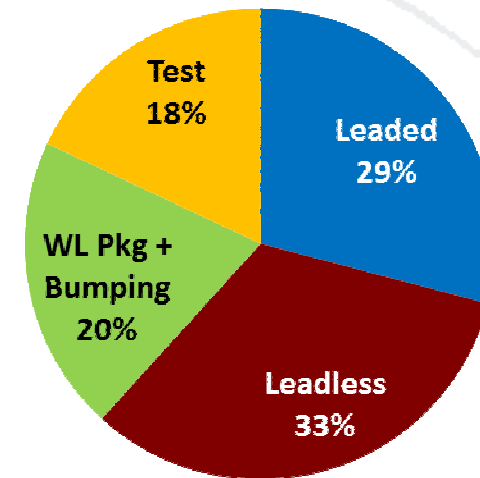


Revenue Breakdown

By Products & Services

	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	1Q14
Leaded	34.6	31.9	30.8	31.0	30.6	27.4	27.6	29.1
Leadless	33.8	33.4	31.7	31.5	30.0	33.2	33.6	32.6
WL pkg + bumping	13.7	17.2	19.6	20.6	23.1	22.3	21.3	20.3
Test	17.1	17.4	17.9	16.9	16.3	17.1	17.5	18.0

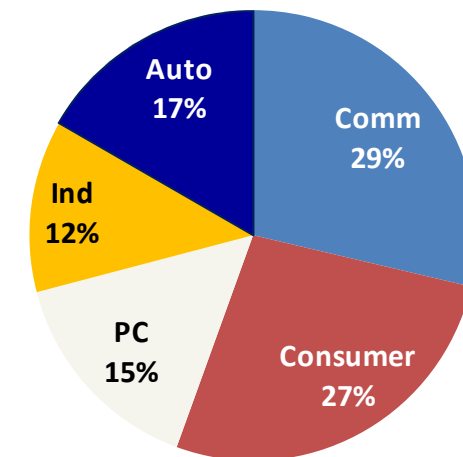
1Q14



By Market Segment

	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	1Q14
Comm	24	26	27	28	28	28	28	29
Consumer	32	30	29	26	27	29	28	27
PC	19	18	18	17	18	16	16	15
Industrial	12	12	11	13	12	12	12	12
Auto	12	12	14	16	15	15	16	17

1Q14





Selective Consolidated Statements of Financial Position Information

(in RM Thousand)	31 Mar 2014	31 Dec 2013	<i>Change</i>
Property plant & equipment	1,138,938	1,193,942	-4.6%
Cash and Bank Balances	40,728	95,884	-57.5%
Group term loan & bank borrowings	350,874	436,771	-19.7%
Net Assets per share (RM)	1.4192	1.4246	-0.4%
Current ratio	0.82	0.82	0.0%
Debt/equity ratio	0.37	0.45	-17.8%

1Q 2014 Highlights

- Revenue RM228.0m vs RM247.1m in Q4 (decline by 7.7%)
- Capex incurred in 1Q14: RM6.4m,
 - 1Q13: RM13.6m, 2Q13: RM11.9m, 3Q13: RM6.7m, 4Q13: RM5.3m
- Group Headcount was at 6,945 in end Mar 2014
 - 1Q13: 7,976, 2Q13: 7,819, 3Q13: 7,472, 4Q13: 6,897
- Supplier of the Year 2013 Awards
 - RF wireless company
 - Power management company
- 1 Customer returned





Thank You