



Unisem (M) Berhad

2015 First Quarter Analysts Briefing

28 April 2015

This presentation has been prepared by Unisem (M) Berhad ("Unisem" or the "Company") solely for use at the Company's quarterly analyst briefing held in Kuala Lumpur on 28 April 2015. 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 Income Statements

Sequential Quarterly Comparison

(RM Thousand except EPS)	1Q 2015	%	4Q 2014	%	Change
Revenue	280,057	100.0	285,377	100.0	-1.9%
<i>Revenue in USD '000</i>	<i>78,106</i>		<i>86,060</i>		<i>-9.2%</i>
Cost of Sales	236,523	84.5	239,222	83.8	-1.1%
Gross Profit	43,534	15.5	46,155	16.2	-5.7%
Operating profit	29,188	10.4	28,523	10.0	2.3%
Net profit	23,862	8.5	21,276	7.5	12.2%
EPS – Basic (sen)	3.49		3.14		
EBITDA	70,857	25.3	72,064	25.3	-1.7%
Depreciation	41,669	14.9	40,558	14.2	2.7%
Forex (loss)/ Gain	(322)	(0.1)	531	0.2	-160.6%
Impairment / Write-off	-	-	4,294	1.5	



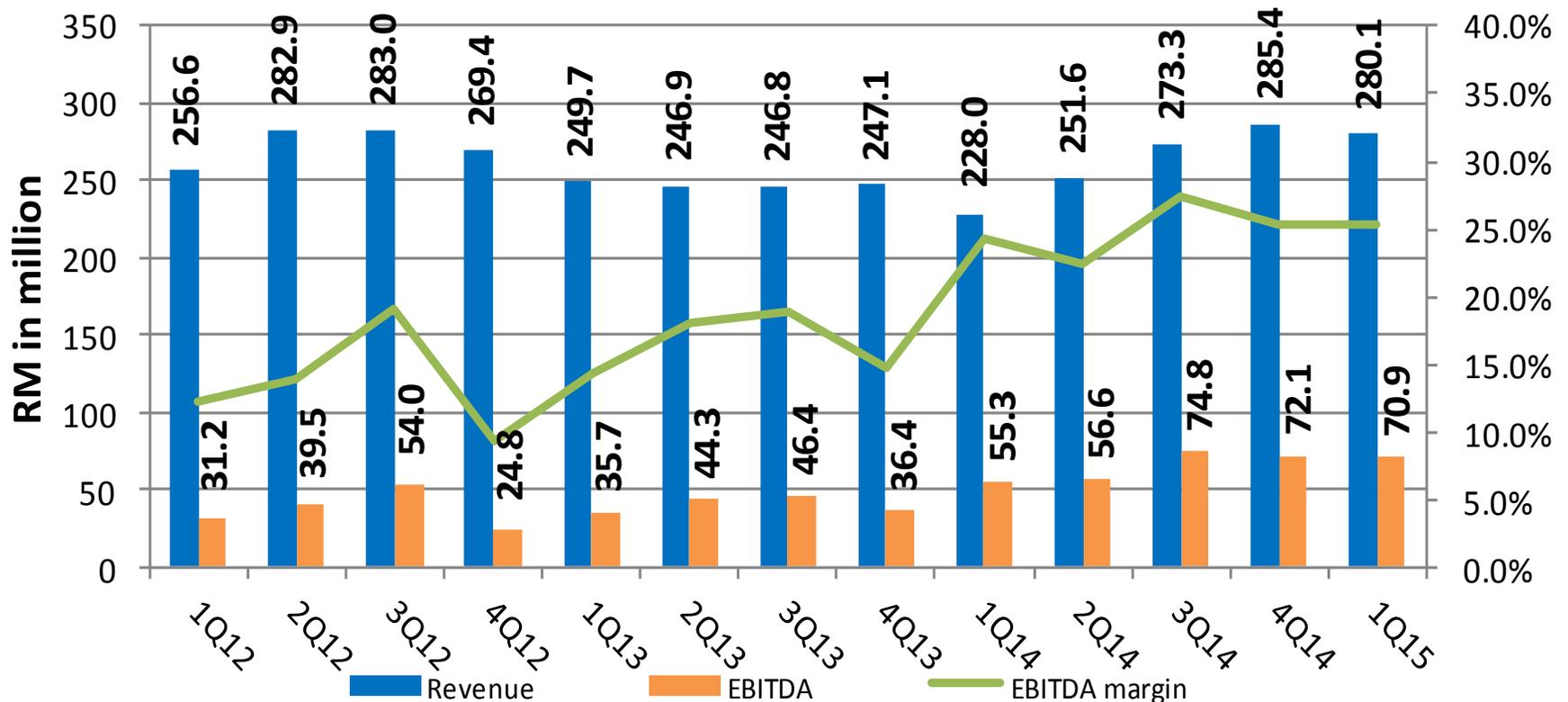
Consolidated Income Statements

Corresponding Quarterly Comparison

(RM Thousand except EPS)	1Q 2015	%	1Q 2014	%	Change
Revenue	280,057	100.0	228,048	100.0	22.8%
<i>Revenue in USD '000</i>	<i>78,106</i>		<i>69,155</i>		<i>12.9%</i>
Cost of Sales	236,523	84.5	211,773	92.9	11.7%
Gross Profit	43,534	15.5	16,275	7.1	167.5%
Operating profit	29,188	10.4	14,528	6.4	100.9%
Net profit	23,862	8.5	8,855	3.9	169.5%
EPS – Basic (sen)	3.49		1.37		
EBITDA	70,857	25.3	55,279	24.2	28.2%
Depreciation	41,669	14.9	40,751	17.9	2.3%
Forex loss	(322)	(0.1)	(976)	(0.4)	-67.0%

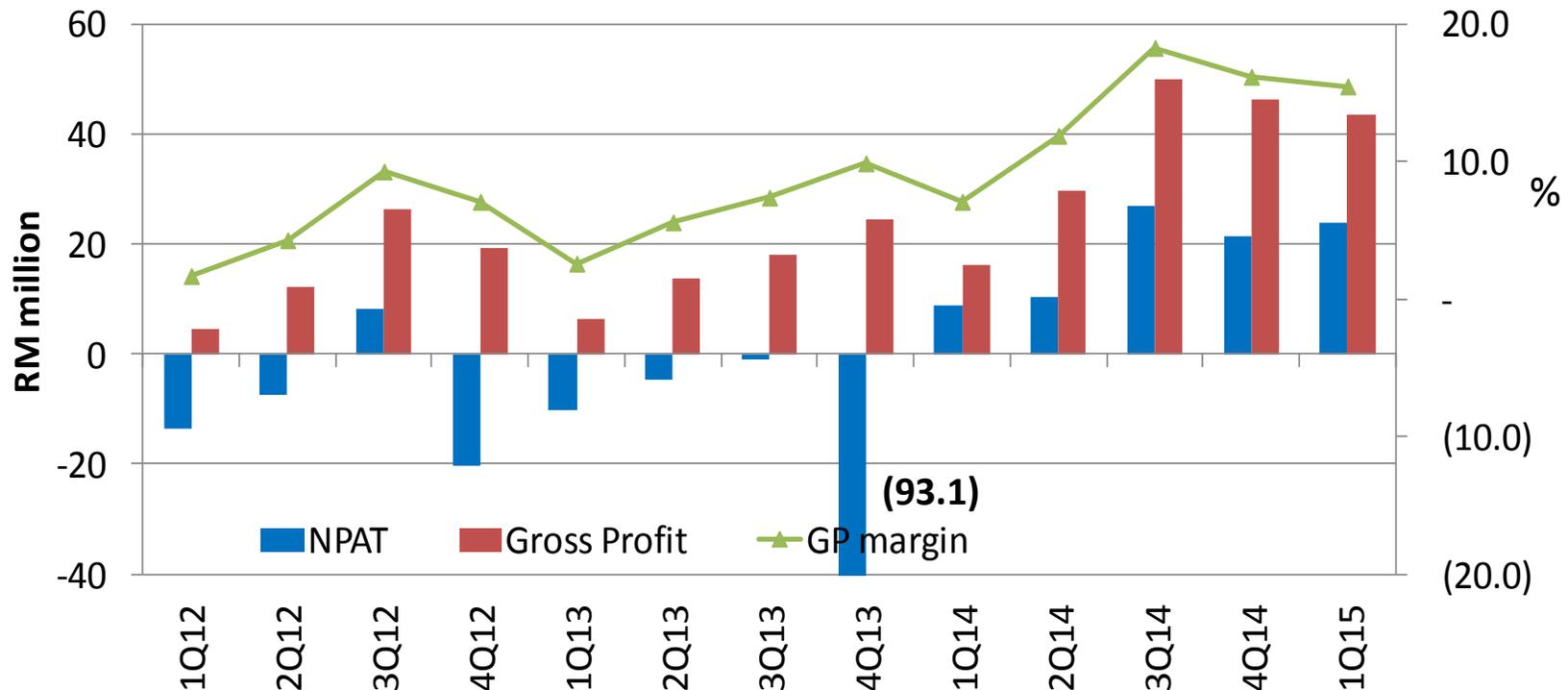
1Q 2015 Revenue & EBITDA

- RM Revenue : ↓ 1.9% q-on-q; ↑ 22.8% y-on-y
- USD revenue : ↓ 9.2% q-on-q; ↑ 12.9% y-on-y
- EBITDA : ↓ 1.7% q-on-q; ↑ 28.2% y-on-y
- EBITDA margin : 1Q15 : 25.3%; 1Q14 : 24.2%



1Q 2015 Earnings

- Gross Profit : RM 43.5m ; 4Q14 : RM 46.2m
- GP margin : 15.5%; 4Q14 : 16.2%
- Net income : RM 23.9m ; 4Q14 : RM 21.3m
- Gain on disposal of fixed assets : RM2.0 m
- Forex loss : RM322k



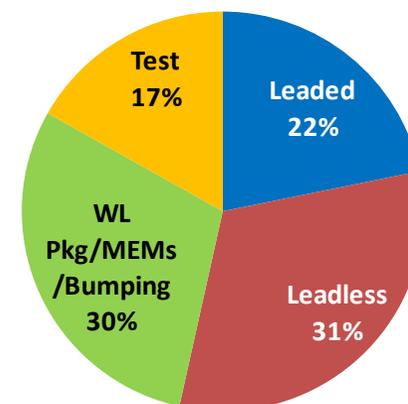
Revenue Breakdown

Contribution from wafer level packaging and bumping continue to grow

By Products & Services

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

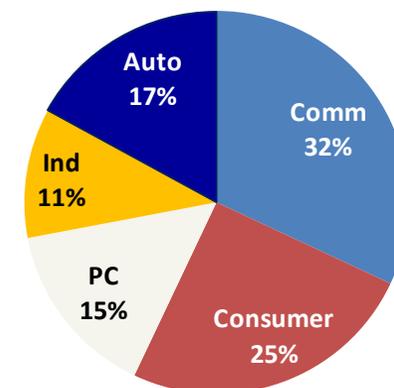
1Q15



By Market Segments

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

1Q15





Selective Consolidated Statements of Financial Position Information

(in RM Thousand)

	31 Mar 2015	31 Dec 2014	Change
Property plant & equipment	1,151,055	1,109,554	3.7%
Cash and Bank Balances	46,859	51,032	-8.2%
Group term loan & bank borrowings	214,501	251,838	-14.8%
Net Assets per share (RM)	1.6076	1.5206	5.7%

Current ratio	1.00	0.93	7.5%
Debt/equity ratio	0.20	0.25	-20.0%

1Q 2015 Highlights

- Revenue : RM280.1m vs RM285.4m in 4Q14 (down 1.9%)
- Net profit : RM23.9m vs RM21.3m in 4Q14 (up 12.2%)
- Capex incurred in 1Q15: RM37.5m
 - Bumping, wLCSP, FlipChip Bonders, Low-Loop Advanced WireBonders
 - 2013 : RM37.5m, 2014 : RM60.3m
- Group Headcount was at 7,422 in end Mar 2015
 - 1Q14 : 6,945, 2Q14 : 6,906, 3Q14 : 7,102, 4Q14 : 7,245



Thank You