



Unisem (M) Berhad

2013 second quarter analysts briefing

24 July 2013



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Consolidated Income Statements

Sequential quarterly Comparison

(RM Thousand except EPS)

	2Q 2013	%	1Q 2013	%	Change
Revenue	246,931	100.0	249,723	100.0	-1.1%
Cost of Sales	233,085	94.4	243,174	97.4	-4.1%
Gross Profit	13,846	5.6	6,549	2.6	111.4%
Operating Profit/(Loss)	3,351	1.3	(5,588)	(2.2)	160.0%
Net loss	(4,769)	(1.9)	(10,283)	(4.1)	53.6%
EPS – Basic (sen)	(0.62)		(1.45)		
EBITDA	44,347	18.0	35,671	14.3	24.3%
Depreciation	40,996	16.6	41,259	16.5	-0.6%
Forex gain	2,110	0.8	350	0.1	502.8%



Consolidated Income Statements

Corresponding quarterly Comparison

(RM Thousand except EPS)

	2Q 2013	%	2Q 2012	%	Change
Revenue	246,931	100.0	282,945	100.0	-12.7%
Cost of Sales	233,085	94.4	270,847	95.7	-13.9%
Gross Profit	13,846	5.6	12,098	4.3	14.4%
Operating Profit/(Loss)	3,351	1.3	(3,130)	(1.1)	207.1%
Net loss	(4,769)	(1.9)	(7,762)	(2.7)	38.6%
EPS – Basic (sen)	(0.62)		(1.12)		
EBITDA	44,347	18.0	39,538	14.0	12.2%
Depreciation	40,996	16.6	42,756	15.1	-4.1%
Forex gain/(loss)	2,110	0.8	(2,450)	(0.9)	186.1%



Consolidated Income Statements

Corresponding Half-Yearly Comparison

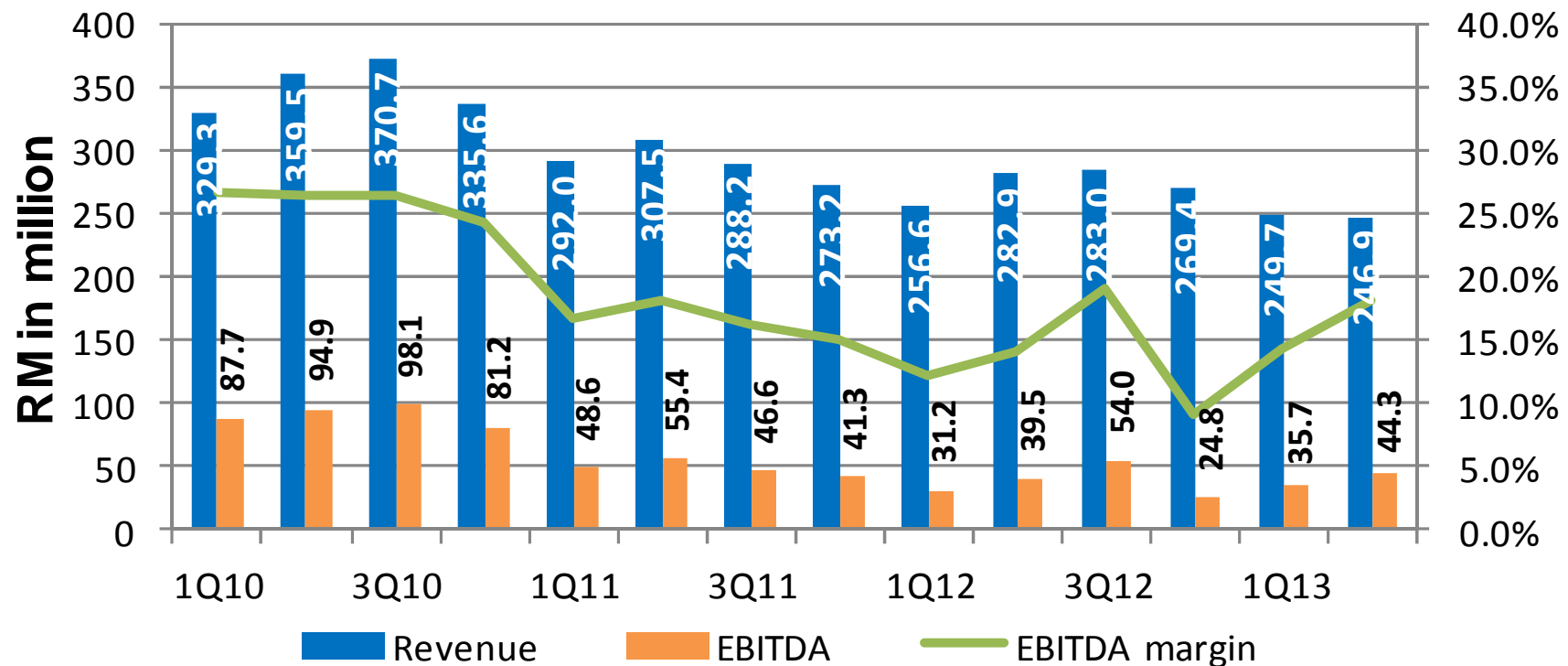
(RM Thousand except EPS)

	1H 2013	%	1H 2012	%	Change
Revenue	496,654	100.0	539,556	100.0	-8.0%
Cost of Sales	476,259	95.9	522,984	96.9	-8.9%
Gross Profit	20,395	4.1	16,572	3.1	23.1%
Operating Loss	(2,237)	(0.4)	(14,378)	(2.7)	84.4%
Net loss	(15,052)	(3.0)	(21,448)	(4.0)	29.8%
EPS – Basic (sen)	(2.07)		(3.13)		
EBITDA	80,018	16.1	70,718	13.1	13.2%
Depreciation	82,255	16.5	85,272	15.8	-3.5%
Forex gain	2,460	0.5	842	0.1	192.2%



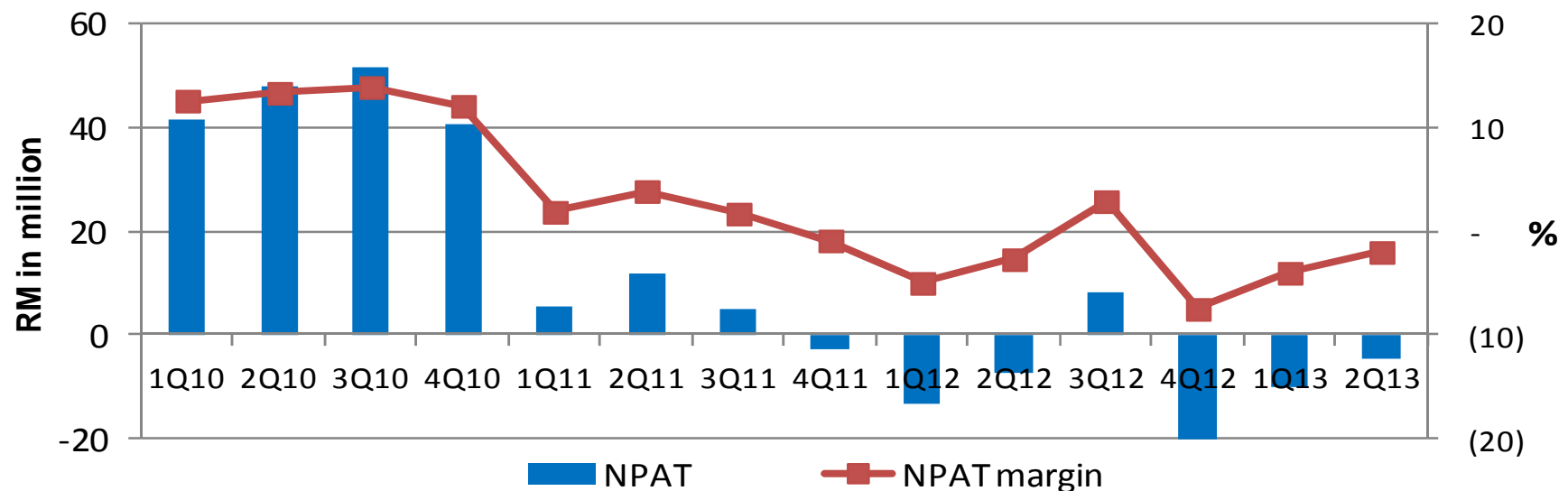
2Q 2013 Revenue & EBITDA

- RM Revenue : ↓ 1.1% q-on-q ; ↓ 12.7% y-on-y
- USD revenue : ↓ 0.6% q-on-q ; ↓ 11.9% y-on-y
- EBITDA : ↑ 24.3% q-on-q ; ↑ 12.2% y-on-y
- EBITDA margin : 2Q13 : 18.0%, 2Q12 : 14.0%



2Q 2013 Earnings

- Gross Profit : RM 13.8m ; 1Q13 : RM 6.5m
- Net loss : RM 4.8m ; 1Q13 net loss : RM 10.3m
- Forex gain : RM2.1 m
- Operating Expense include Finance charges and minimum wages

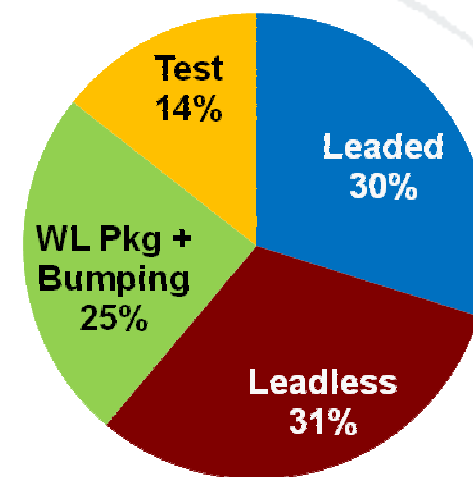


Revenue Breakdown

By Products & Services

	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13
Leaded	36.2	34.6	31.9	30.8	31.4	29.9
Leadless	35.3	33.8	33.4	31.7	32.7	31.2
WL packaging + bumping	11.4	13.7	17.2	19.6	20.9	24.5
Test	17.1	17.1	17.4	17.9	15.0	14.4

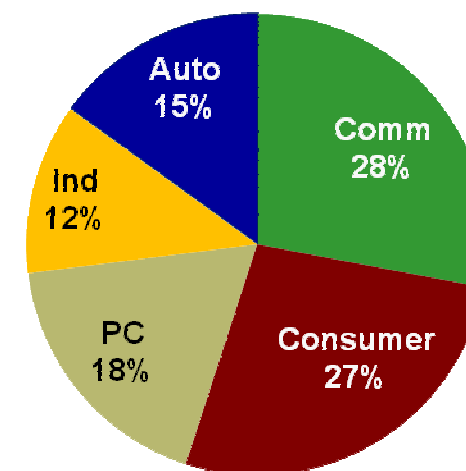
2Q13



By Market Segment

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

2Q13





Selective Consolidated Statements of Financial Position Information

(in RM Thousand)	30 Jun 2013	31 Dec 2012	<i>Change</i>
Property plant & equipment	1,242,284	1,272,707	-2.4%
Cash and Bank Balances	107,343	73,005	47.0%
Group term loan & bank borrowings	497,134	516,622	-3.8%
Net Assets per share (RM)	1.5190	1.5246	-0.4%
Current ratio	0.86	0.83	3.6%
Debt/equity ratio	0.49	0.50	-2.0%

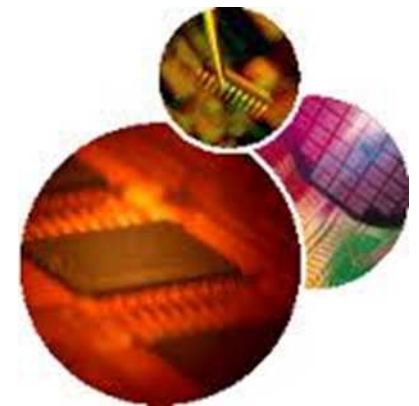


2Q 2013 Highlights

- Revenue in line with guidance RM246.9m vs RM249.7m Q1
- Capex incurred in 2Q13 : RM 11.9m, focusing on leadless and wafer level packaging for smartphone and tablet markets
 - 1Q12 : RM17.8m, 2Q12 : RM33.1m, 3Q12 : RM48.8m, 4Q12 : RM33.1m
 - 1Q13 : RM13.6m, 2Q13 : RM11.9m
- Group Headcount reduced to 7,819 in June 2013
 - 1Q12 : 9069 , 2Q12 : 8924 , 3Q12 : 8437 , 4Q12 : 8085
 - 1Q13 : 7976, 2Q13 : 7819
- New business model is in progress - Prune & PDN old products whilst focus on growth products

3Q 2013 Outlook

- Expect 3Q to be challenging.
- **NO CLEAR INDICATIONS OF MARKET RECOVERY**
- Although better US Indices, Global economic conditions not indicating a recovery anytime soon.
- **NO KILLER APPLICATION**
- Strengths – Wafer Level and Mems packaging demand
- Weakness – Computer and General Commodity Electronics
- **FOCUS ON OPERATIONAL EXCELLENCE**
- **CASH CONSERVATION**





Thank You