



Unisem (M) Berhad 2014 Second Quarter Analysts Briefing

24 July 2014



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Consolidated Income Statements

Sequential Quarterly Comparison

(RM Thousand except EPS)

	2Q 2014	%	1Q 2014	%	Change
Revenue	251,581	100.0	228,048	100.0	10.3%
Cost of Sales	221,759	88.1	211,773	92.9	4.7%
Gross Profit	29,822	11.9	16,275	7.1	83.2%
Operating profit	17,262	6.9	14,528	6.4	18.8%
Net profit	10,492	4.2	8,855	3.9	18.5%
EPS – Basic (sen)	1.61		1.37		
EBITDA	56,592	22.5	55,279	24.2	2.4%
Depreciation	39,330	15.6	40,751	17.9	-3.5%
Forex gain/(loss)	227	0.1	(976)	(0.4)	123.3%

Consolidated Income Statements

Corresponding Quarterly Comparison

(RM Thousand except EPS)

	2Q 2014	%	2Q 2013	%	Change
Revenue	251,581	100.0	246,931	100.0	1.9%
Cost of Sales	221,759	88.1	233,085	94.4	-4.9%
Gross Profit	29,822	11.9	13,846	5.6	115.4%
Operating profit	17,262	6.9	3,351	1.3	415.1%
Net profit	10,492	4.2	(4,769)	(1.9)	320.0%
EPS – Basic (sen)	1.61		(0.62)		
EBITDA	56,592	22.5	44,347	18.0	27.6%
Depreciation	39,330	15.6	40,996	16.6	-4.1%
Forex gain/(loss)	227	0.1	2,110	0.8	-89.2%

Consolidated Income Statements

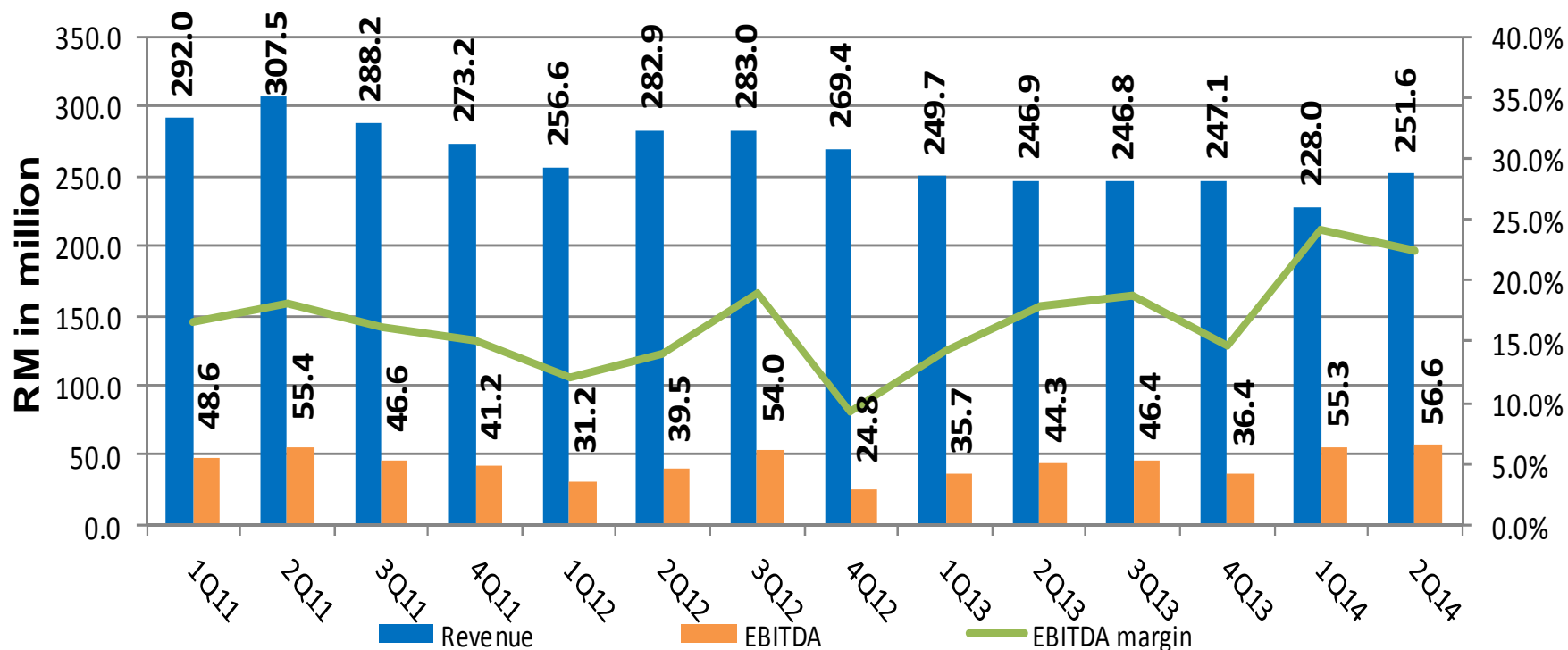
Corresponding Half-Yearly Comparison

(RM Thousand except EPS)

	1H 2014	%	1H 2013	%	Change
Revenue	479,629	100.0	496,654	100.0	-3.4%
Cost of Sales	433,532	90.4	476,259	95.9	-9.0%
Gross Profit	46,097	9.6	20,395	4.1	126.0%
Operating profit/(loss)	31,790	6.6	(2,237)	(0.4)	1521.1%
Net profit/(loss)	19,347	4.0	(15,052)	(3.0)	228.5%
EPS – Basic (sen)	2.98		(2.07)		
EBITDA	111,871	23.3	80,018	16.1	39.8%
Depreciation	80,081	16.7	82,255	16.5	-2.6%
Forex (loss)/gain	(749)	(0.1)	2,460	0.5	-130.4%

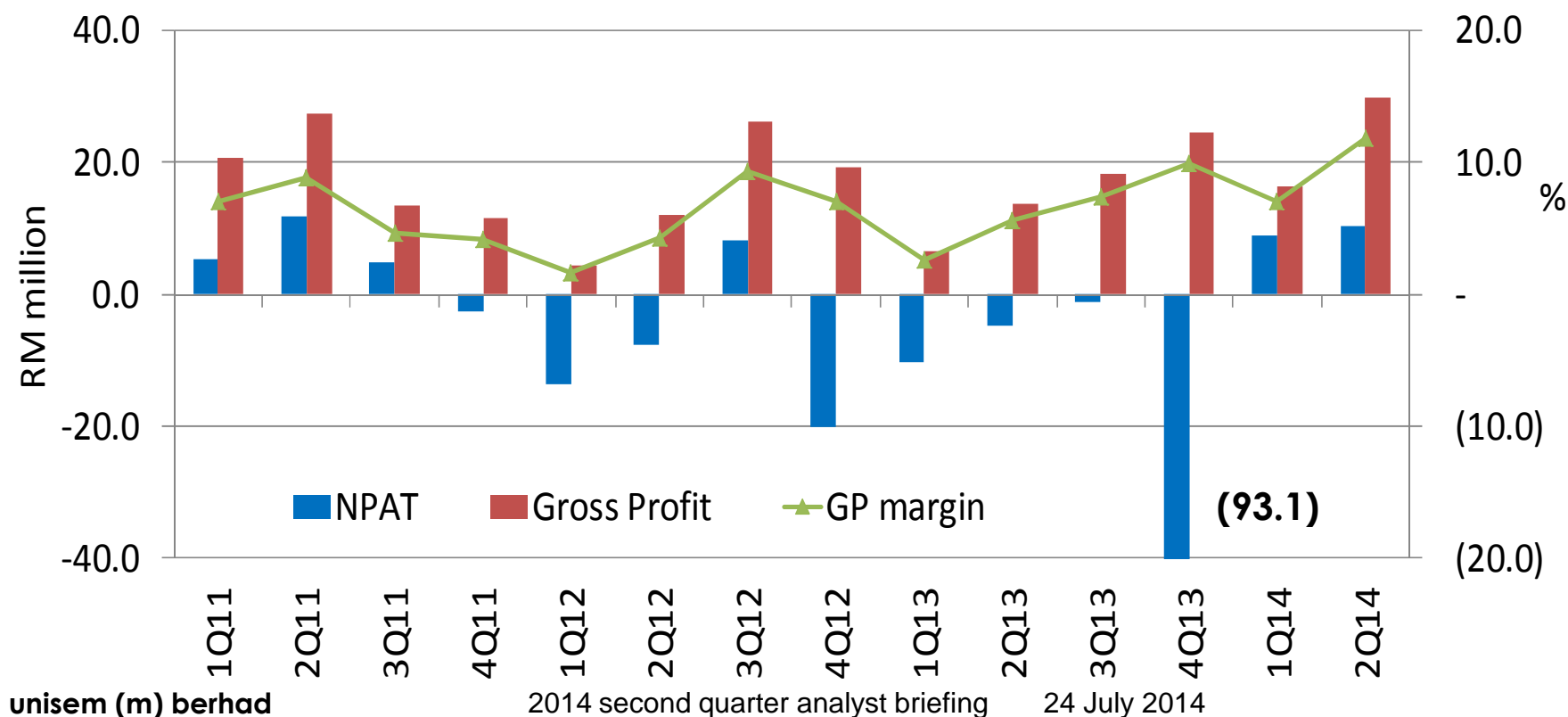
2Q 2014 Revenue & EBITDA

- RM Revenue : \uparrow 10.3% q-on-q; \uparrow 1.9% y-on-y
- USD revenue : \uparrow 12.5% q-on-q; \downarrow 3.6% y-on-y
- EBITDA : \uparrow 2.4% q-on-q; \uparrow 27.6% y-on-y
- EBITDA margin : 2Q14 : 22.5%; 2Q13 : 18.0%



2Q 2014 Earnings

- Gross Profit : 2Q14: RM 29.8m 1Q14 : RM 16.3m
- GP margin : 2Q14: 11.9% 1Q14 : 7.1%
- Net income : 2Q14: RM 10.5m 1Q14 : RM 8.9m
- Forex gain : 2Q14: RM 227k 1Q14 : (RM976k)

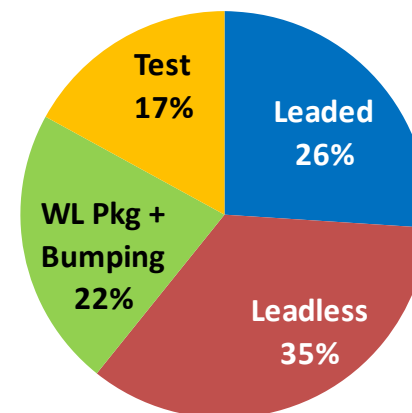


Revenue Breakdown

By Products & Services

	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14
Leaded	31.9	30.8	31.0	30.6	27.4	27.6	29.1	26.0
Leadless	33.4	31.7	31.5	30.0	33.2	33.6	32.6	34.7
WL pkg + bumping	17.2	19.6	20.6	23.1	22.3	21.3	20.3	22.2
Test	17.4	17.9	16.9	16.3	17.1	17.5	18.0	17.1

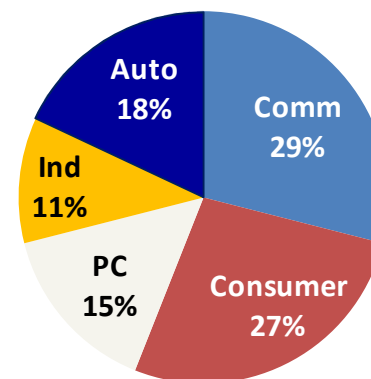
2Q14



By Market Segments

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

2Q14





Selective Consolidated Statements of Financial Position Information

	30 June 2014	31 Dec 2013	Change
(in RM Thousand)			
Property plant & equipment	1,102,094	1,193,942	-7.7%
Cash and Bank Balances	22,977	95,884	-76.0%
Group term loan & bank borrowings	316,882	436,771	-27.4%
Net Assets per share (RM)	1.4007	1.4246	-1.7%
Current ratio	0.80	0.82	-2.4%
Debt/equity ratio	0.34	0.45	-24.4%

2Q 2014 Highlights

- Revenue RM251.6m vs RM228.1m in Q1 (up 10%)
- Capex incurred in 2Q14: RM10.2m
 - Testers, FlipChip Bonders, Low-Loop Advanced WireBonders
 - 1Q13 : RM13.6m, 2Q13 : RM11.9m, 3Q13 : RM6.7m, 4Q13 : RM5.3m
 - 1Q14: RM6.4m
- Group Headcount was at 6,906 in end June 2014
 - 1Q13 : 7,976, 2Q13 : 7,819, 3Q13 : 7,472, 4Q13 : 6,897
 - 1Q14 : 6,945
- Outstanding Service Award
 - Samsung Electro Mechanics





Thank You