



# **Unisem (M) Berhad**

## **2012 third quarter analysts briefing**

9 November 2012



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# Consolidated Income Statements

## Sequential quarterly Comparison

(RM Thousand except EPS)

|                          | <b>3Q 2012</b> | <b>%</b> | <b>2Q 2012</b> | <b>%</b> | <b>Change</b> |
|--------------------------|----------------|----------|----------------|----------|---------------|
| <b>Packaging</b>         | 224,383        | 79.3     | 225,195        | 79.6     | 0.4%          |
| <b>Testing</b>           | 49,354         | 17.4     | 48,273         | 17.1     | 2.2%          |
| <b>Wafer bumping</b>     | 9,215          | 3.3      | 9,477          | 3.3      | -2.8%         |
| <b>Total Revenue</b>     | 282,952        | 100.0    | 282,945        | 100.0    | 0.0%          |
| <b>EBIT/(LBIT)</b>       | 14,576         | 5.2      | (3,130)        | (1.1)    | 565.7         |
| <b>Net income/(loss)</b> | 8,330          | 2.9      | (7,762)        | (2.7)    | 207.3%        |
| <b>EPS – Basic (sen)</b> | 1.23           |          | (1.12)         |          |               |
| <b>EBITDA</b>            | 53,989         | 19.1     | 39,535         | 14.0     | 36.6%         |
| <b>Depreciation</b>      | 39,513         | 13.9     | 42,755         | 15.1     | -7.6%         |
| <b>Forex gain/(loss)</b> | 1,955          | 0.7      | (2,450)        | (0.9)    | 179.8%        |



# Consolidated Income Statements

Corresponding quarterly Comparison

(RM Thousand except EPS)

|                          | <b>3Q 2012</b> | <b>%</b> | <b>3Q 2011</b> | <b>%</b> | <b>Change</b> |
|--------------------------|----------------|----------|----------------|----------|---------------|
| <b>Packaging</b>         | 224,383        | 79.3     | 228,448        | 79.3     | -1.8%         |
| <b>Testing</b>           | 49,354         | 17.4     | 51,370         | 17.8     | -3.9%         |
| <b>Wafer bumping</b>     | 9,215          | 3.3      | 8,373          | 2.9      | 10.1%         |
| <b>Total Revenue</b>     | 282,952        | 100.0    | 288,191        | 100.0    | -1.8%         |
| <b>EBIT</b>              | 14,576         | 5.2      | 6,745          | 2.3      | 116.1%        |
| <b>Net income</b>        | 8,330          | 2.9      | 4,890          | 1.7      | 70.3%         |
| <b>EPS – Basic (sen)</b> | 1.23           |          | 0.78           |          |               |
| <b>EBITDA</b>            | 53,989         | 19.1     | 46,570         | 16.2     | 15.9%         |
| <b>Depreciation</b>      | 39,513         | 13.9     | 40,229         | 14.0     | -1.8%         |
| <b>Forex gain/(loss)</b> | 1,955          | 0.7      | (1,623)        | (0.6)    | 220.5%        |



# Consolidated Income Statements

Corresponding 9-month Comparison

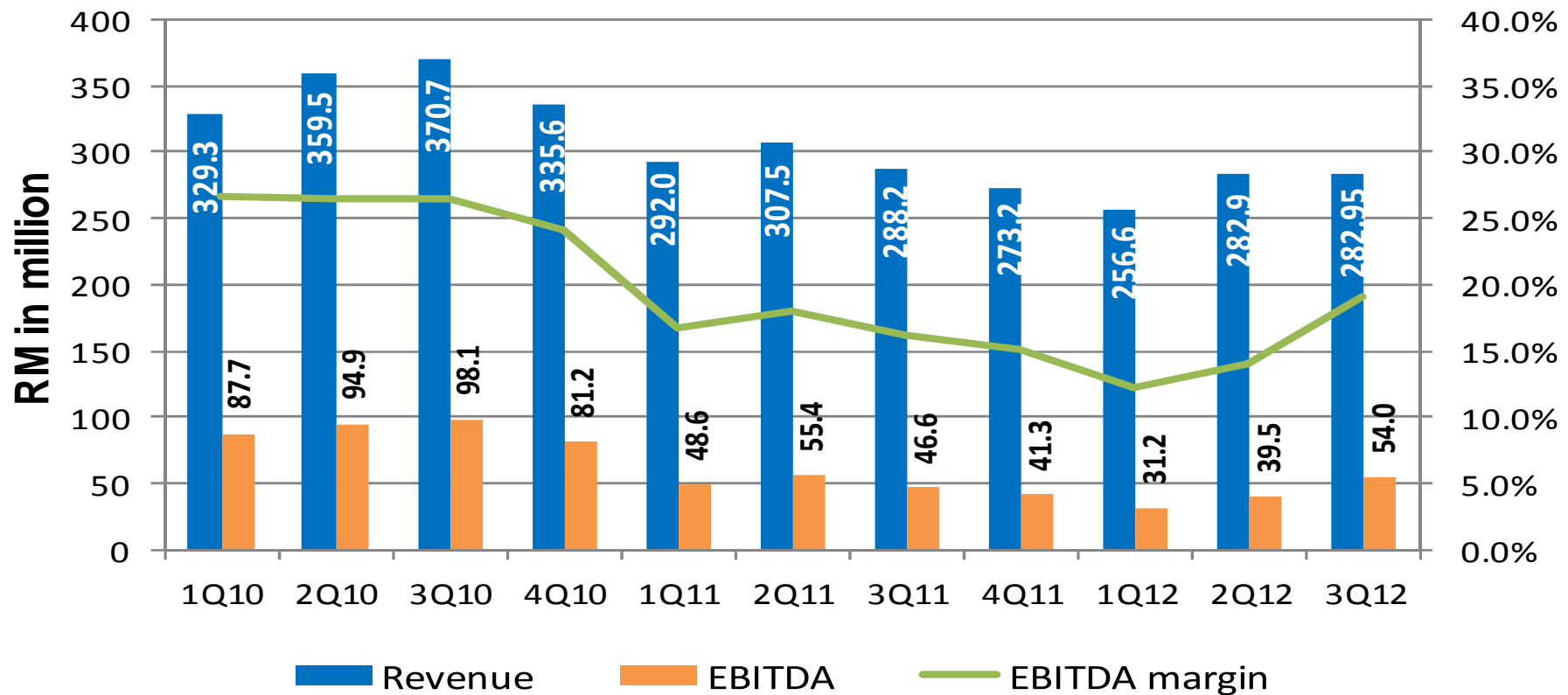
(RM Thousand except EPS)

|                          | <b>9m 2012</b> | <b>%</b> | <b>9m 2011</b> | <b>%</b> | <b>Change</b> |
|--------------------------|----------------|----------|----------------|----------|---------------|
| <b>Packaging</b>         | 656,854        | 79.8     | 704,015        | 79.3     | -6.7%         |
| <b>Testing</b>           | 140,284        | 17.1     | 155,499        | 17.5     | -9.8%         |
| <b>Wafer bumping</b>     | 25,370         | 3.1      | 28,169         | 3.2      | -9.9%         |
| <b>Total Revenue</b>     | 822,508        | 100.0    | 887,683        | 100.0    | -7.3%         |
| <b>EBIT</b>              | 198            | 0.0      | 31,276         | 3.5      | -99.4%        |
| <b>Net income/(loss)</b> | (13,118)       | (1.6)    | 22,229         | 2.5      | -159.0%       |
| <b>EPS – Basic (sen)</b> | (1.90)         |          | 3.32           |          |               |
| <b>EBITDA</b>            | 124,704        | 15.2     | 150,617        | 17.0     | -17.2%        |
| <b>Depreciation</b>      | 124,784        | 15.2     | 120,200        | 13.5     | 3.8%          |
| <b>Forex gain</b>        | 2,797          | 0.3      | 3,882          | 0.4      | -27.9%        |



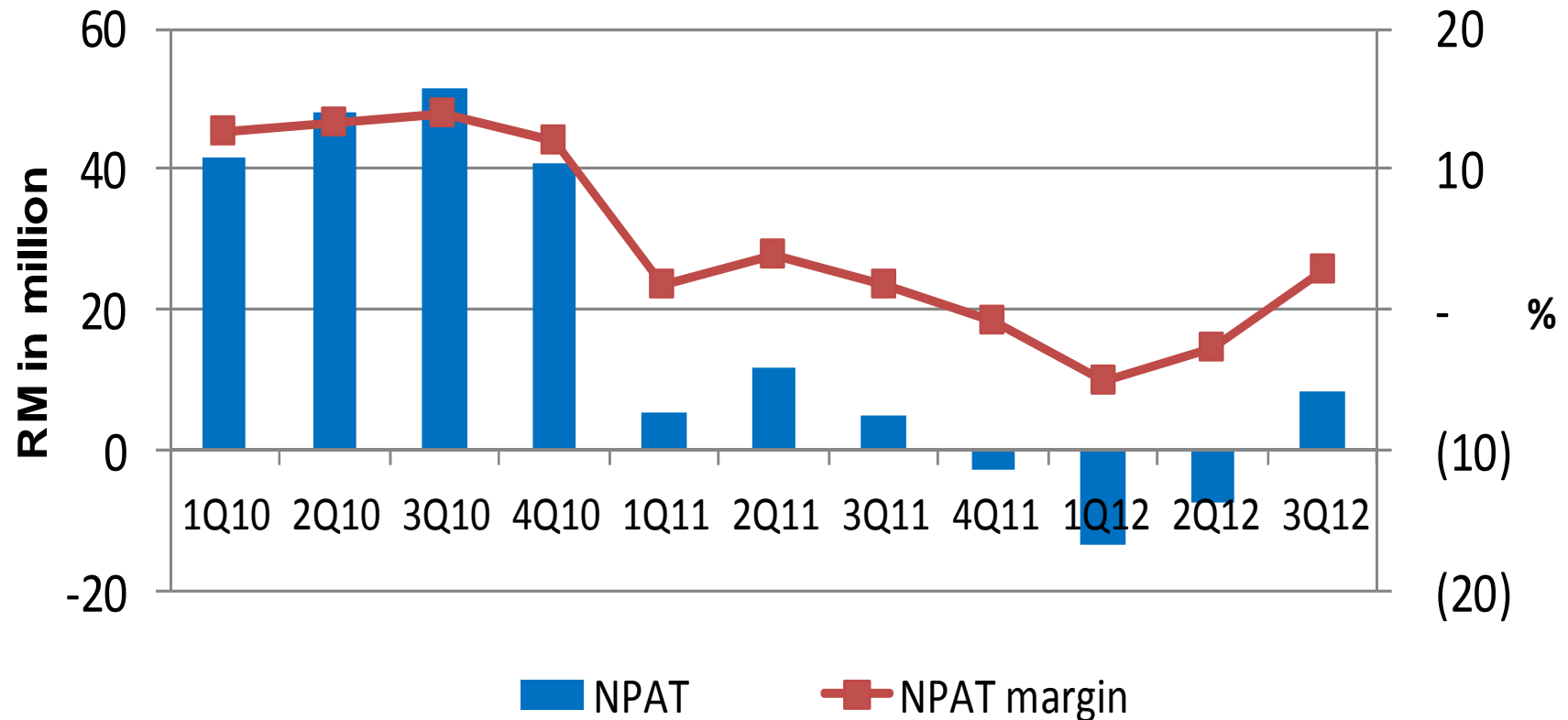
# Quarterly Revenue & EBITDA

- Revenue in 3Q12 was flat q-on-q and decline 1.8% y-on-y
- EBITDA in 3Q12 increase 37% q-on-q and 16% y-on-y
- EBITDA margin improved to 19%



# Quarterly Earnings

- Quarterly Net Income (RM 8.3m / 2.9%)
- Increase 207% q-on-q and 70% y-on-y

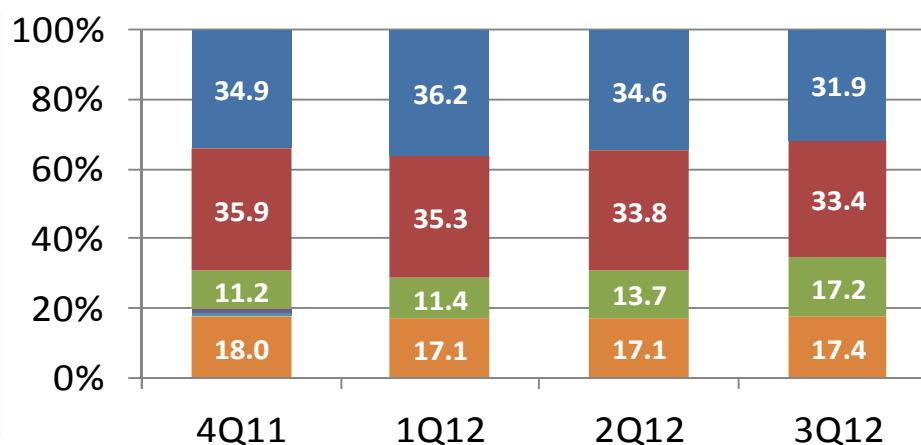




# Quarterly Revenue Breakdown

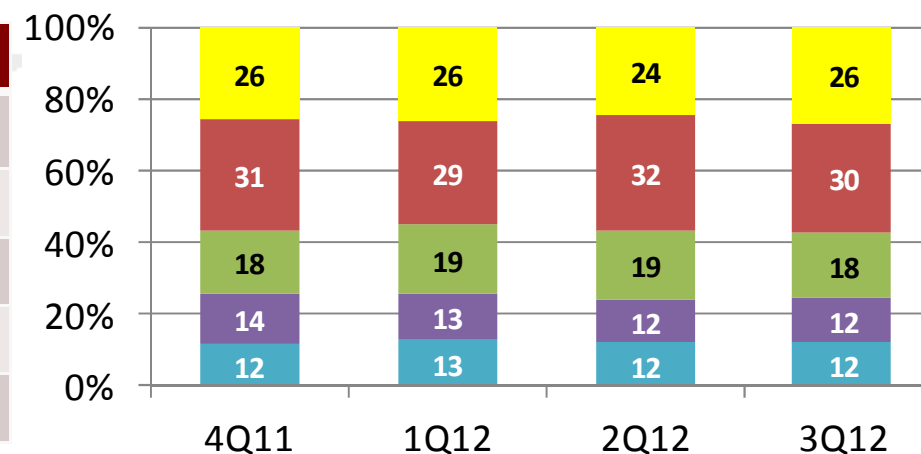
## By Products & Services

|              | 4Q11  | 1Q12  | 2Q12  | 3Q12  |
|--------------|-------|-------|-------|-------|
| Leaded       | 34.9% | 36.2% | 34.6% | 31.9% |
| Leadless     | 35.9% | 35.3% | 33.8% | 33.4% |
| WL pkg/ bump | 11.2% | 11.4% | 13.7% | 17.2% |
| Test         | 18.0% | 17.1% | 17.1% | 17.4% |



## By Market Segment

|               | 4Q11 | 1Q12 | 2Q12 | 3Q12 |
|---------------|------|------|------|------|
| Communication | 26%  | 26%  | 24%  | 26%  |
| Consumer      | 31%  | 29%  | 32%  | 30%  |
| PC            | 18%  | 19%  | 19%  | 18%  |
| Industrial    | 14%  | 13%  | 12%  | 12%  |
| Auto          | 12%  | 13%  | 12%  | 12%  |







## Selective Consolidated Statements of Financial Position Information

| (in RM Thousand)                             | 30 Sept 2012 | 31 Dec 2011 | <i>Change</i> |
|--|--------------|-------------|---------------|
| <b>Property plant &amp; equipment</b>        | 1,286,032    | 1,331,997   | -3.4%         |
| <b>Cash and Bank Balances</b>                | 35,927       | 63,528      | -43.4%        |
| <b>Group term loan &amp; bank borrowings</b> | 486,819      | 515,431     | -5.5%         |
| <b>Net Assets per share (RM)</b>             | 1.5475       | 1.6157      | -4.2%         |
| <b>Current ratio</b>                         | 0.83         | 0.81        | 2.5%          |
| <b>Debt/equity ratio</b>                     | 0.46         | 0.47        | -2.1%         |



## Q3 2012 Highlights

- Revenue achieved within guidance
- Group capacity utilization average ~ 67%
- Capex incurred in 3Q : RM48.8 mil, focusing on leadless and wafer level packaging for smartphone and tablet markets
- Group headcount has reduced from about 10000 a year ago to about 8450 in 3Q12
- New business model is in progress
  - New products / Rationalize product portfolio
  - Cost improvement
  - Minimum business volume agreements



## Q4 2012 Outlook

- We expect Q4 to be subdued due to inventory adjustments
- Global economic conditions make the operating environment a challenging one
- Strengths – Wafer level and MEMS packaging for smartphone & tablets
- Weakness – Computer and general commodity electronics



**Thank You**