



Unisem (M) Berhad 2014 Third Quarter Analysts Briefing

30 Oct 2014





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Consolidated Income Statements

Sequential Quarterly Comparison

(RM Thousand except EPS)

	3Q 2014	%	2Q 2014	%	Change
Revenue	273,273	100.0	251,581	100.0	8.6%
Cost of Sales	223,273	81.7	221,759	88.1	0.7%
Gross Profit	50,000	18.3	29,822	11.9	67.7%
Operating profit	35,708	13.1	17,262	6.9	106.9%
Net profit	27,127	9.9	10,492	4.2	158.5%
EPS – Basic (sen)	4.02		1.61		
EBITDA	74,854	27.4	56,592	22.5	32.3%
Depreciation	39,146	14.3	39,330	15.6	-0.5%
Forex gain/(loss)	(647)	(0.2)	227	0.1	-385.0%



Consolidated Income Statements

Corresponding Quarterly Comparison

(RM Thousand except EPS)

	3Q 2014	%	3Q 2013	%	Change
Revenue	273,273	100.0	246,780	100.0	10.7%
Cost of Sales	223,273	81.7	228,584	92.6	-2.3%
Gross Profit	50,000	18.3	18,196	7.4	174.8%
Operating profit	35,708	13.1	4,079	1.6	775.4%
Net profit	27,127	9.9	(1,113)	(0.4)	2537.3%
EPS – Basic (sen)	4.02		(0.10)		
EBITDA	74,854	27.4	46,362	18.8	61.5%
Depreciation	39,146	14.3	42,283	17.1	-7.4%
Forex gain/(loss)	(647)	(0.2)	(262)	(0.1)	-146.9%



Consolidated Income Statements

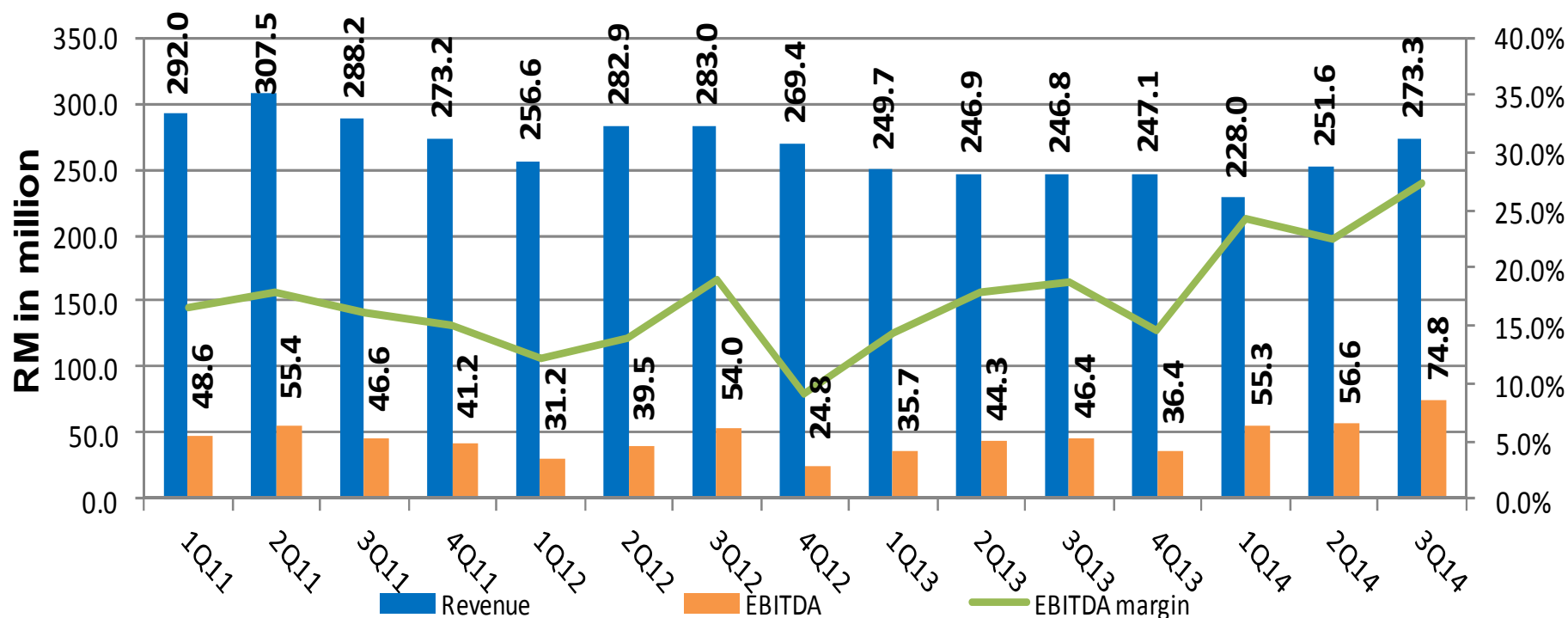
Corresponding 9-Month Comparison

(RM Thousand except EPS)

	9m 2014	%	9m 2013	%	Change
Revenue	752,902	100.0	743,434	100.0	1.3%
Cost of Sales	656,805	87.2	704,843	94.8	-6.8%
Gross Profit	96,097	12.8	38,591	5.2	149.0%
Operating profit/(loss)	67,498	9.0	1,842	0.2	3564.3%
Net profit/(loss)	46,474	6.2	(16,165)	(2.2)	387.5%
EPS – Basic (sen)	7.00		(2.16)		
EBITDA	186,725	24.8	126,380	17.0	47.7%
Depreciation	119,227	15.8	124,538	16.7	-4.3%
Forex (loss)/gain	(1,396)	(0.2)	2,198	0.3	-163.5%

3Q 2014 Revenue & EBITDA

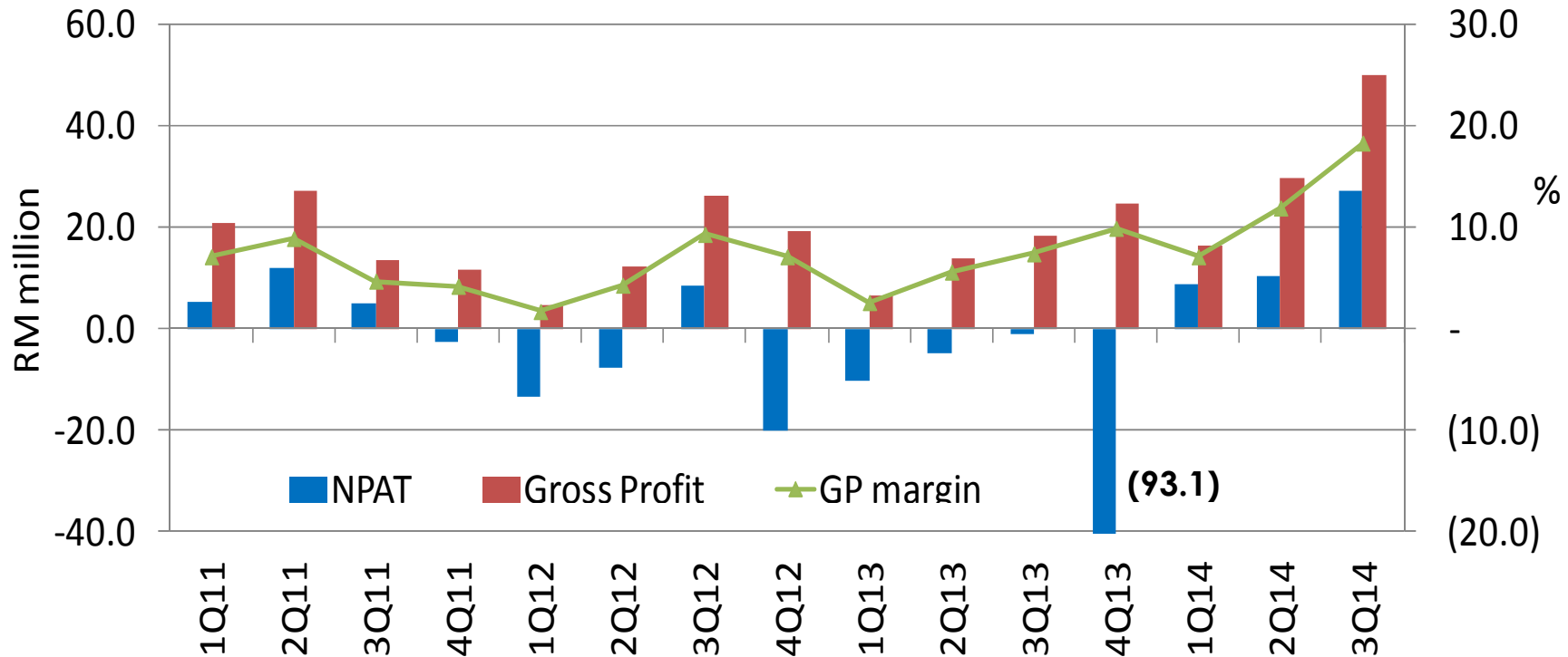
- RM Revenue : ↑ 8.6% q-on-q; ↑ 10.7% y-on-y
- USD revenue : ↑ 10.0% q-on-q; ↑ 12.2% y-on-y
- EBITDA : ↑ 32.3% q-on-q; ↑ 61.5% y-on-y
- EBITDA margin : 3Q14 : 27.4%; 3Q13 : 18.8%





3Q 2014 Earnings

- Gross Profit : 3Q14: RM 50.0m 2Q14 : RM 29.8m
- GP margin : 3Q14: 18.3% 2Q14 : 11.9%
- Net income : 3Q14: RM 27.1m 2Q14 : RM 10.5m
- Forex gain/(loss) : 3Q14: (RM 647k) 2Q14 : RM227k



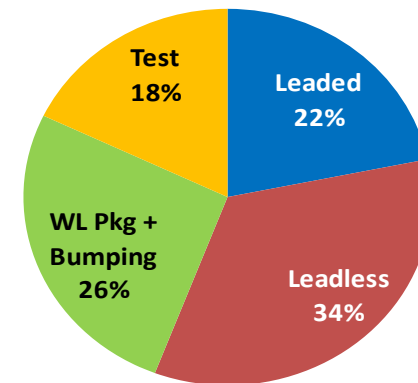


Revenue Breakdown

By Products & Services

	4Q12	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14
Leaded	30.8	31.0	30.6	27.4	27.6	29.1	26.0	21.8
Leadless	31.7	31.5	30.0	33.2	33.6	32.6	34.7	34.0
WL pkg + bumping	19.6	20.6	23.1	22.3	21.3	20.3	22.2	26.3
Test	17.9	16.9	16.3	17.1	17.5	18.0	17.1	17.9

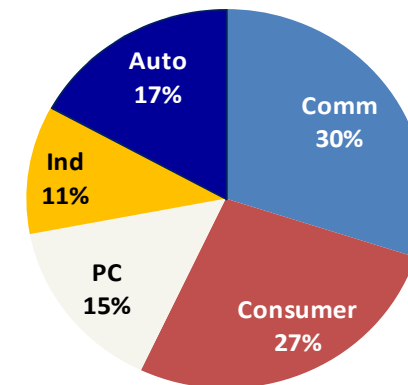
3Q14



By Market Segments

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

3Q14





Selective Consolidated Statements of Financial Position Information

(in RM Thousand)	30 Sep 2014	31 Dec 2013	Change
Property plant & equipment	1,105,783	1,193,942	-7.4%
Cash and Bank Balances	30,760	95,884	-67.9%
Group term loan & bank borrowings	289,886	436,771	-33.6%
Net Assets per share (RM)	1.4645	1.4246	-2.8%
Current ratio	0.87	0.82	6.1%
Debt/equity ratio	0.29	0.45	-35.6%



3Q 2014 Highlights

- Revenue RM273.3m vs RM251.6m in 2Q14 (up 8.6%)
- Capex incurred in 3Q14: RM24.2m
 - Testers, FlipChip Bonders, Low-Loop Advanced WireBonders
 - 3Q13 : RM6.7m, 4Q13 : RM5.3m, 1Q14: RM6.4m, 2Q14: RM10.2m
- Group Headcount was at 7,102 in end Sept 2014
 - 3Q13 : 7,472, 4Q13 : 6,897, 1Q14 : 6,945, 2Q14 : 6,906



Thank You