



UNISEM (M) BERHAD
2015 4th Quarter Analysts Briefing

23 February 2016

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- Revenue RM352.0m vs RM329.6m in 3Q (+ 6.8%)
- Revenue USD81.8m vs USD81.4m in 3Q (+ 0.5%)
- Net Profit RM61.1m vs RM40.7m in 3Q (+ 50.3%)
- Gross Profit RM82.0m vs RM70.0m in 3Q (+ 17.2%)
- EBITDA RM115.1m; EBITDA margin 32.7%

2015 vs 2014 Summary

- Revenue RM1260.5m vs RM1038.3m (+ 21.4%)
- Revenue USD323.4m vs USD318.6m (+ 1.5%)
- Gross Profit RM244.6m vs RM142.3m (+ 71.8%)
- Net Profit RM157.3m vs RM67.8m (+ 132.1%)
- EBITDA RM355.6m vs RM258.8m (+37.4%)
- EBITDA margin 28.2% vs 24.9%



Consolidated Statements of Profit or Loss

Sequential Quarterly Comparison

(RM Thousand except EPS)	4Q 2015	%	3Q 2015	%	Change
Revenue	351,968	100.0	329,610	100.0	6.8%
<i>Revenue in USD '000</i>	<i>81,809</i>		<i>81,362</i>		<i>0.5%</i>
Cost of Sales	269,992	76.7	259,657	78.8	4.0%
Gross Profit	81,976	23.3	69,953	21.2	17.2%
Operating profit	65,327	18.6	47,060	14.3	38.8%
Net profit	61,112	17.4	40,655	12.3	50.3%
EPS – Basic (sen)	8.23		5.50		
EBITDA	115,131	32.7	90,927	27.6	26.6%
Depreciation	48,838	13.9	43,867	13.3	11.3%
Forex gain/(loss)	1,037	0.3	(7,961)	-2.4	113.0%
Impairment losses/ Write-off	1,207	0.3	-	-	



Consolidated Statements of Profit or Loss

Corresponding Quarterly Comparison

(RM Thousand except EPS)	4Q 2015	%	4Q 2014	%	Change
Revenue	351,968	100.0	285,377	100.0	23.3%
<i>Revenue in USD '000</i>	<i>81,809</i>		<i>86,060</i>		<i>-4.9%</i>
Cost of Sales	269,992	76.7	239,222	83.8	12.9%
Gross Profit	81,976	23.3	46,155	16.2	77.6%
Operating profit	65,327	18.6	28,523	10.0	129.0%
Net profit	61,112	17.4	21,276	7.5	187.2%
EPS – Basic (sen)	8.23		3.14		
EBITDA	115,131	32.7	72,063	25.3	59.8%
Depreciation	48,838	13.9	40,660	14.2	20.1%
Forex gain	1,037	0.3	531	0.2	95.3%
Impairment losses/ Write-off	1,207	0.3	4,294	1.5	-71.9%



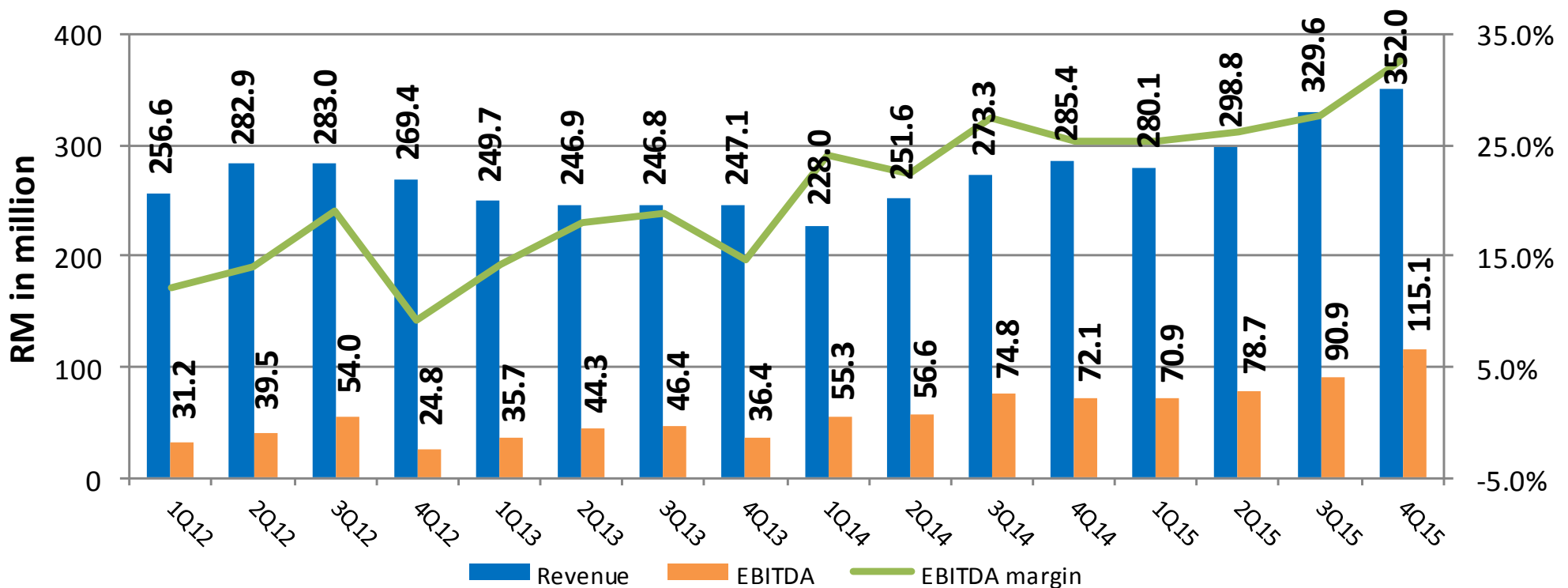
Consolidated Statements of Profit or Loss

Corresponding Yearly Comparison

(RM Thousand except EPS)	FY 2015	%	FY 2014	%	Change
Revenue	1,260,425	100.0	1,038,279	100.0	21.4%
<i>Revenue in USD '000</i>	<i>323,381</i>		<i>318,586</i>		<i>1.5%</i>
Cost of Sales	1,015,783	80.6	896,027	86.3	13.4%
Gross Profit	244,642	19.4	142,252	13.7	72.0%
Operating profit	178,212	14.1	96,021	9.2	85.6%
Net profit	157,248	12.5	67,750	6.5	132.1%
EPS – Basic (sen)	22.04		10.15		
EBITDA	355,620	28.2	258,788	24.9	37.4%
Depreciation	176,442	14.0	159,887	15.4	10.4%
Forex loss	(7,573)	-0.6	(865)	-0.1	775.5%
Impairment losses/ Write-off	1,757	0.1	4,340	0.4	-59.5%

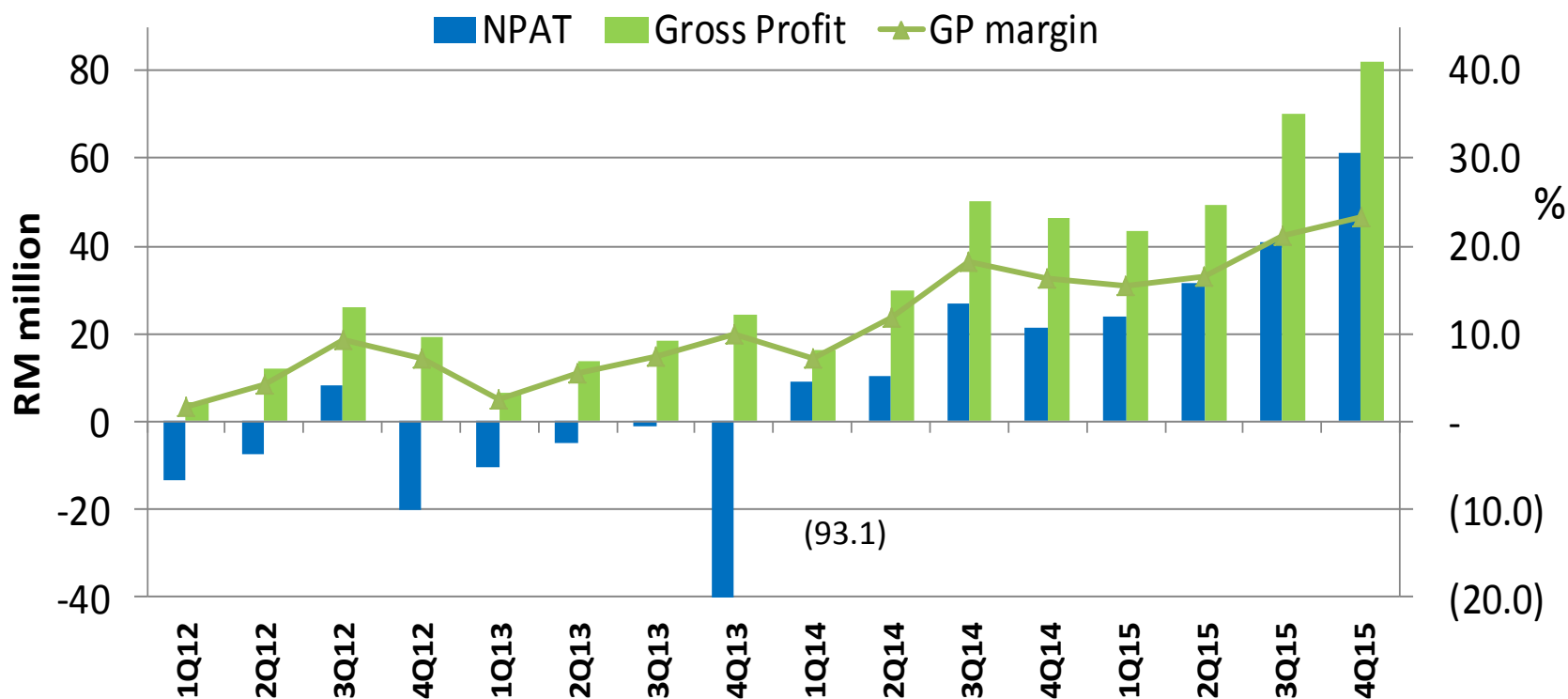
4Q 2015 Revenue & EBITDA

- RM Revenue : ↑ 6.8% q-on-q; ↑ 23.3% y-on-y
- USD revenue : ↑ 0.5% q-on-q; ↓ 4.9% y-on-y
- EBITDA : ↑ 26.6% q-on-q; ↑ 59.8% y-on-y
- EBITDA margin : 4Q15 : 32.7%; 4Q14 : 25.3%



4Q 2015 Earnings

- Gross Profit : RM 82.0m ; 3Q15 : RM 70.0m
- GP margin : 23.3%; 3Q15 : 21.2%
- Net income : RM 61.1m ; 3Q15 : RM 40.7m
- Forex gain : RM1.0m, Impairment on FA : RM 966k, Write-offs : RM 241k
- Depreciation : RM48.8m, included RM4.2m on write down of equipment residual value



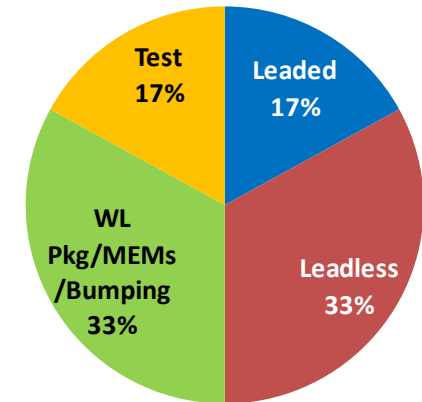
Revenue Breakdown

Contribution from wafer level packaging and bumping continue to grow

By Products & Services

(%)	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15
Leaded	31	31	27	28	29	26	22	21	22	21	17	17
Leadless	31	30	33	34	33	35	34	33	31	32	33	33
WL pkg/ MEMs Bump	21	23	22	21	20	22	26	28	30	31	33	33
Test	17	16	17	17	18	17	18	18	17	16	17	17

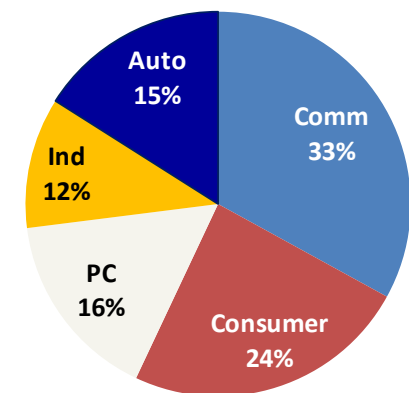
4Q15



By Market Segments

(%)	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15
Comm	28	28	28	28	29	29	30	32	32	32	33	33
Consum	26	27	29	28	27	27	27	25	25	25	24	24
PC	17	18	16	16	15	15	15	15	15	15	16	16
Industrial	13	12	12	12	12	11	11	11	12	12	11	12
Auto	16	15	15	16	17	18	17	17	16	16	16	15

4Q15



Selective Information from Consolidated Statements of Financial Position

Improved from RM200.8m Net Debt to RM23.2m Net Cash

(in RM Thousand)	31 Dec 2015	31 Dec 2014	Change
Property plant & equipment	1,177,693	1,109,554	6.1%
Cash and Bank Balances	133,008	51,032	160.6%
Group term loan & bank borrowings	109,776	251,838	-56.4%
Net Assets per share (RM)	1.8422	1.5206	21.1%

Current ratio	1.74	0.93	87.1%
Debt/equity ratio	0.08	0.25	-68.0%

4Q 2015 Highlights

- Revenue RM352.0m vs RM329.6m in Q3 (+ 6.8%)
- Net Profit RM61.1m vs RM40.7m in Q3 (+ 50.3%)
- Capex incurred in 4Q15: RM8.3m, FY2015 : RM132.4m (37% Ebitda)
- Group Headcount was at 7,497 in end Dec 2015 (+23)

	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15
Capex (in RM million)	13.6	11.9	6.8	5.3	6.4	10.2	24.2	19.5	37.5	39.3	47.2	8.3
Headcount	7976	7819	7472	6897	6945	6906	7102	7245	7422	7527	7474	7497



Thank You