



UNISEM (M) BERHAD
2016 3rd Quarter Analysts Briefing

3 Nov 2016

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3Q 2016 Summary

3Q vs 2Q 2016

- Revenue USD79.4m vs USD80.0m (-0.7%)
- Revenue RM322.0m vs RM320.9m (0.3%)
- Net Profit RM38.8m vs RM37.8m (2.8%)
- Gross Profit RM53.2m vs RM53.7m (-0.9%)
- EBITDA RM85.6m; EBITDA margin 26.6%



Consolidated Statements of Profit or Loss

Sequential Quarterly Comparison

(RM Thousand except EPS)	3Q 2016	%	2Q 2016	%	Change
Revenue	321,950	100.0	320,890	100.0	0.3%
<i>Revenue in USD '000</i>	<i>79,395</i>		<i>79,968</i>		<i>-0.7%</i>
Cost of Sales	268,758	83.5	267,192	83.3	0.6%
Gross Profit	53,192	16.5	53,698	16.7	-0.9%
Operating profit	43,849	13.6	42,207	13.2	3.9%
Net profit	38,809	12.1	37,757	11.8	2.8%
EPS – Basic (sen)	5.26		5.13		
EBITDA	85,602	26.6	84,661	26.4	1.1%
Depreciation	41,753	13.0	42,454	13.2	-1.7%
Forex gain	5,238	1.6	3,566	1.1	46.9%



Consolidated Statements of Profit or Loss

Corresponding Quarterly Comparison

(RM Thousand except EPS)	3Q 2016	%	3Q 2015	%	Change
Revenue	321,950	100.0	329,610	100.0	-2.3%
<i>Revenue in USD '000</i>	<i>79,395</i>		<i>81,362</i>		<i>-2.4%</i>
Cost of Sales	268,758	83.5	259,657	78.8	3.5%
Gross Profit	53,192	16.5	69,953	21.2	-24.0%
Operating profit	43,849	13.6	47,060	14.3	-6.8%
Net profit	38,809	12.1	40,655	12.3	-4.5%
EPS – Basic (sen)	5.26		5.50		-4.4%
EBITDA	85,602	26.6	90,927	27.6	-5.9%
Depreciation	41,753	13.0	43,867	13.3	-4.8%
Forex gain/(loss)	5,238	1.6	(7,961)	(2.4)	165.8%



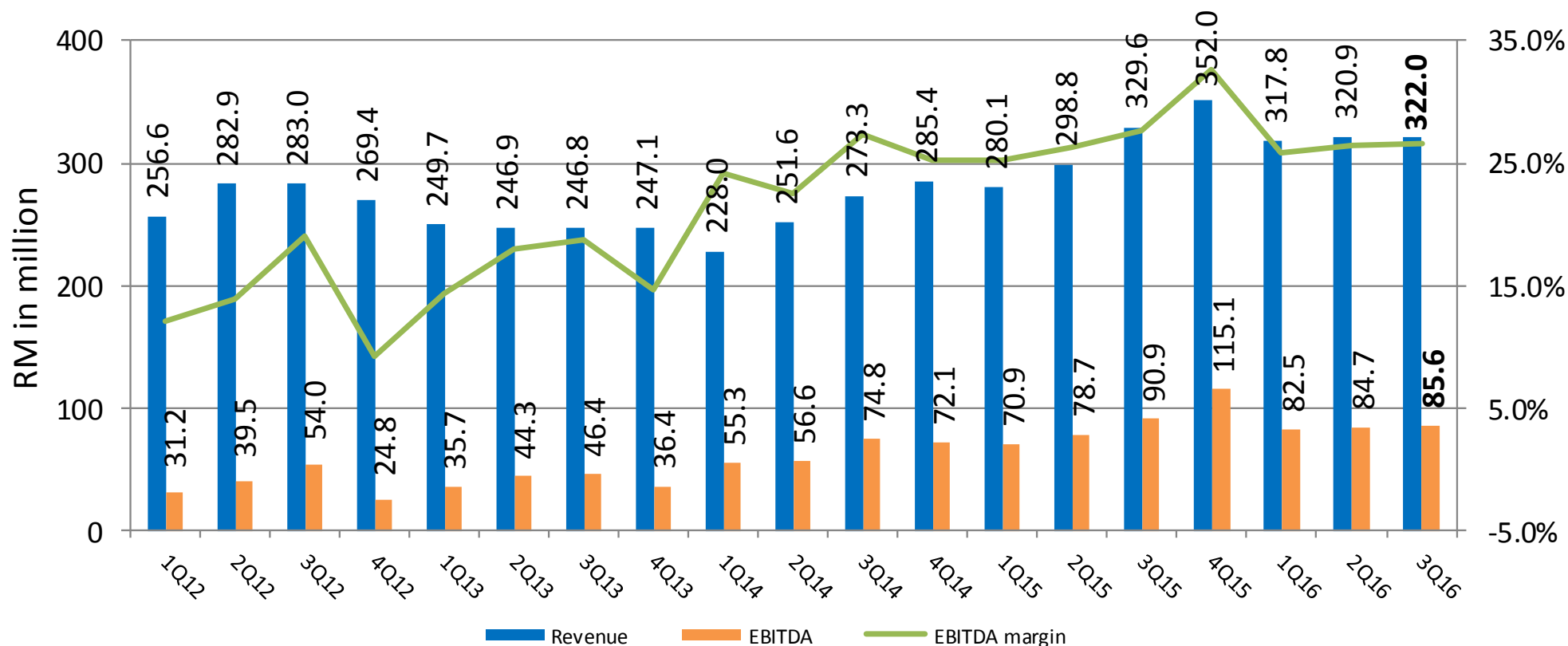
Consolidated Statements of Profit or Loss

Corresponding 9-months Comparison

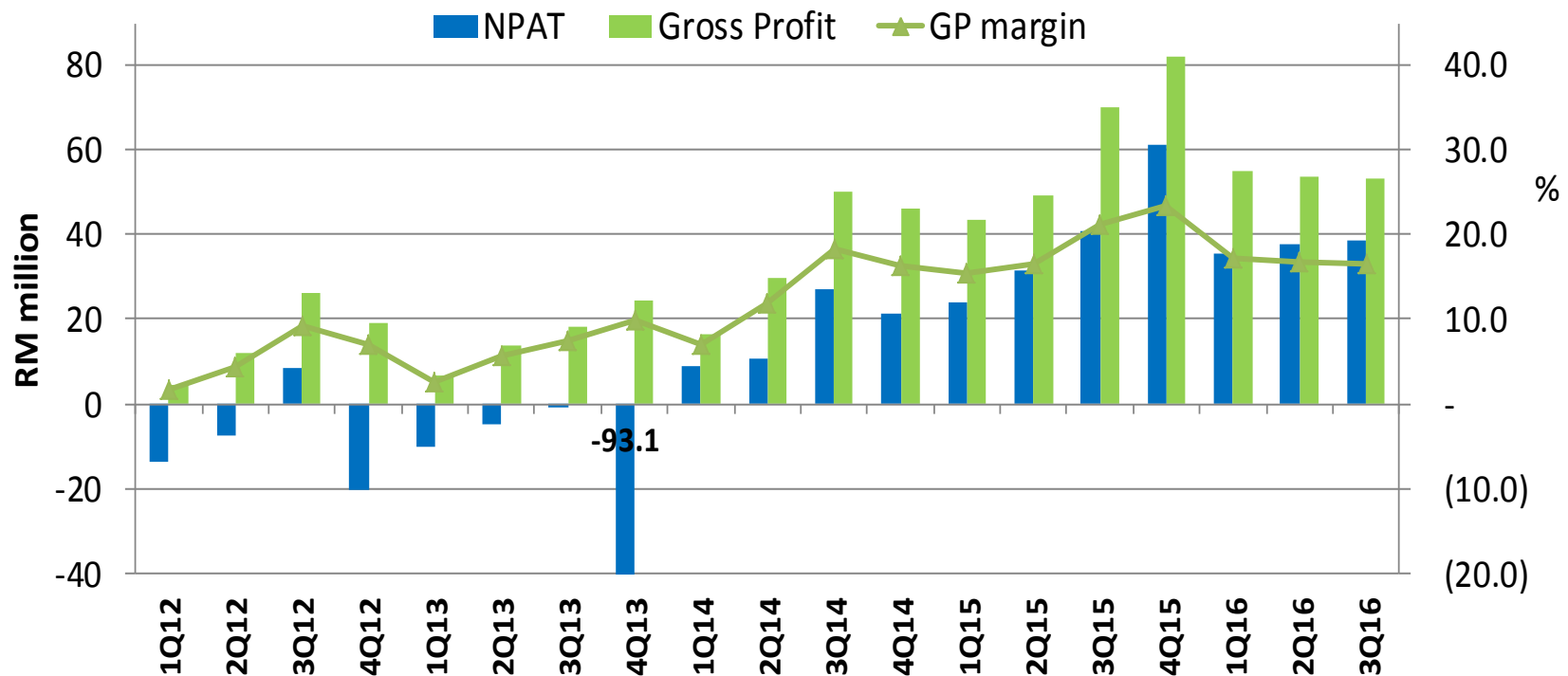
(RM Thousand except EPS)	9m 2016	%	9m 2015	%	Change
Revenue	960,648	100.0	908,457	100.0	5.7%
<i>Revenue in USD '000</i>	<i>235,253</i>		<i>241,571</i>		<i>-2.6%</i>
Cost of Sales	798,672	83.1	745,791	82.1	7.1%
Gross Profit	161,976	16.9	162,666	17.9	-0.4%
Operating profit	124,859	13.0	112,885	12.4	10.6%
Net profit	111,830	11.6	96,136	10.6	16.3%
EPS – Basic (sen)	15.12		13.66		10.7%
EBITDA	252,717	26.3	240,489	26.5	5.1%
Depreciation	127,858	13.3	127,604	14.0	0.2%
Forex gain/(loss)	9,498	1.0	(8,610)	(0.9)	210.3%

3Q 2016 Revenue & EBITDA

- RM Revenue : ↑ 0.3% q-on-q; ↓ 2.3% y-on-y
- USD revenue : ↓ 0.7% q-on-q; ↓ 2.4% y-on-y
- EBITDA : ↑ 1.1% q-on-q; ↓ 5.9% y-on-y
- EBITDA margin : 3Q16 : 26.6%; 3Q15 : 27.6%



- Gross Profit : RM 53.2m ; 2Q16 : RM 53.7m
- GP margin : 16.5%; 2Q16 : 16.7%
- Net income : RM 38.8m ; 2Q16 : RM 37.8m
- Forex gain : RM5.2m
- Depreciation : RM41.8m



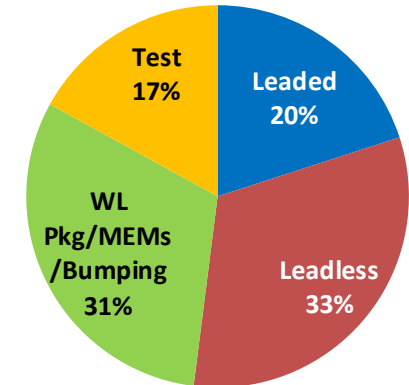
Revenue Breakdown

Contribution from wafer level packaging and bumping continue to grow

By Products & Services

(%)	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16
Leaded	31	27	28	29	26	22	21	22	21	17	17	19	20	20
Leadless	30	33	34	33	35	34	33	31	32	33	33	33	34	32
WL pkg/ MEMs Bump	23	22	21	20	22	26	28	30	31	33	33	31	29	31
Test	16	17	17	18	17	18	18	17	16	17	17	17	17	17

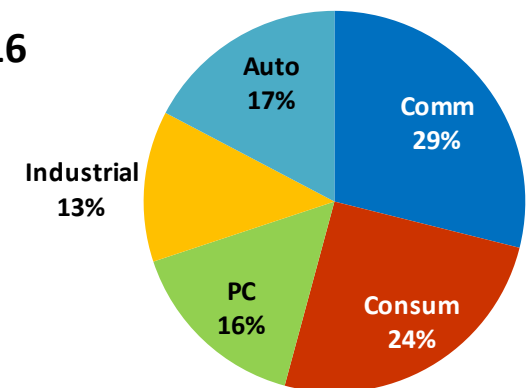
3Q16



By Market Segments

(%)	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16
Comm	28	28	28	29	29	30	32	32	32	33	33	31	31	29
Consum	27	29	28	27	27	27	25	25	25	24	24	24	23	25
PC	18	16	16	15	15	15	15	15	15	16	16	16	16	16
Industrial	12	12	12	12	11	11	11	12	12	11	12	12	13	13
Auto	15	15	16	17	18	17	17	16	16	16	15	17	17	17

3Q16





Selective Information from Consolidated Statements of Financial Position

Net cash Improved to RM109.5m

(in RM Thousand)	30 Sep 2016	31 Dec 2015	Change
Property plant & equipment	1,118,753	1,177,693	-5.0%
Cash and Bank Balances	161,146	133,008	21.2%
Group term loan & bank borrowings	51,635	109,776	-53.0%
Net Assets per share (RM)	1.8501	1.8422	0.4%
Current ratio	2.17	1.74	24.7%
Debt/equity ratio	0.04	0.08	-50.0%

- Capex incurred in 3Q16: RM29.8m
 - YTD 106.3m
- Group Headcount was at 7,494 in end Sept 2016

	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16
Capex (in RM mil)	6.4	10.2	24.2	19.5	37.5	39.3	47.2	8.3	48.9	27.6	29.8
Headcount	6945	6906	7102	7245	7422	7527	7474	7497	7438	7515	7494

- Closed 3Q flat vs 2Q
- Too early to tell about Tier1 smartphones situation
 - Ramp for new US phone.
 - Recall not affecting new business for Korean phone
- Expect 4Q to be flat vs 3Q revenue in USD terms



Thank You