



UNISEM (M) BERHAD  
2016 4th Quarter Analysts Briefing

23 Feb 2017

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## 4Q 2016 Summary 4Q vs 3Q 2016

- Revenue USD83.7m vs USD79.4m (5.4%)
- Revenue RM362.1m vs RM322.0m (12.5%)
- Net Profit RM51.5m vs RM38.8m (32.7%)
- Gross Profit RM73.7m vs RM53.2m (38.6%)
- EBITDA RM104.1m vs RM85.6m (21.6%)
- EBITDA margin 28.7% vs 26.6% (2.1%)



# Consolidated Statements of Profit or Loss

Sequential Quarterly Comparison

(RM Thousand except EPS)	<b>4Q 2016</b>	<b>%</b>	<b>3Q 2016</b>	<b>%</b>	<b>Change</b>
<b>Revenue</b>	362,132	100.0	321,950	100.0	12.5%
<i>Revenue in USD '000</i>	<i>83,741</i>		<i>79,395</i>		<i>5.5%</i>
<b>Cost of Sales</b>	288,413	79.6	268,758	83.5	7.3%
<b>Gross Profit</b>	73,719	20.4	53,192	16.5	38.6%
<b>Operating profit</b>	62,236	17.2	43,849	13.6	41.9%
<b>Net profit</b>	51,513	14.2	38,809	12.1	32.7%
<b>EPS – Basic (sen)</b>	7.00		5.26		
<b>EBITDA</b>	104,095	28.7	85,602	26.6	21.6%
<b>Depreciation</b>	41,859	11.6	41,753	13.0	0.3%
<b>Forex gain</b>	4,435	1.2	5,238	1.6	-15.3%



# Consolidated Statements of Profit or Loss

Corresponding Quarterly Comparison

(RM Thousand except EPS)	<b>4Q 2016</b>	<b>%</b>	<b>4Q 2015</b>	<b>%</b>	<b>Change</b>
<b>Revenue</b>	362,132	100.0	351,968	100.0	2.9%
<i>Revenue in USD '000</i>	<i>83,741</i>		<i>81,809</i>		<i>2.4%</i>
<b>Cost of Sales</b>	288,413	79.6	269,992	76.7	6.8%
<b>Gross Profit</b>	73,719	20.4	81,976	23.3	-10.1%
<b>Operating profit</b>	62,236	17.2	65,328	18.6	-4.7%
<b>Net profit</b>	51,513	14.2	61,112	17.4	-15.7%
<b>EPS – Basic (sen)</b>	7.00		8.23		-14.9%
<b>EBITDA</b>	104,095	28.7	115,132	32.7	-9.6%
<b>Depreciation</b>	41,859	11.6	48,838	13.9	-14.3%
<b>Forex gain</b>	4,435	1.2	1,037	0.3	327.8%
<b>Impairment losses/ Write-off</b>	0	0.0	1,207	0.3	-100.0%



# Consolidated Statements of Profit or Loss

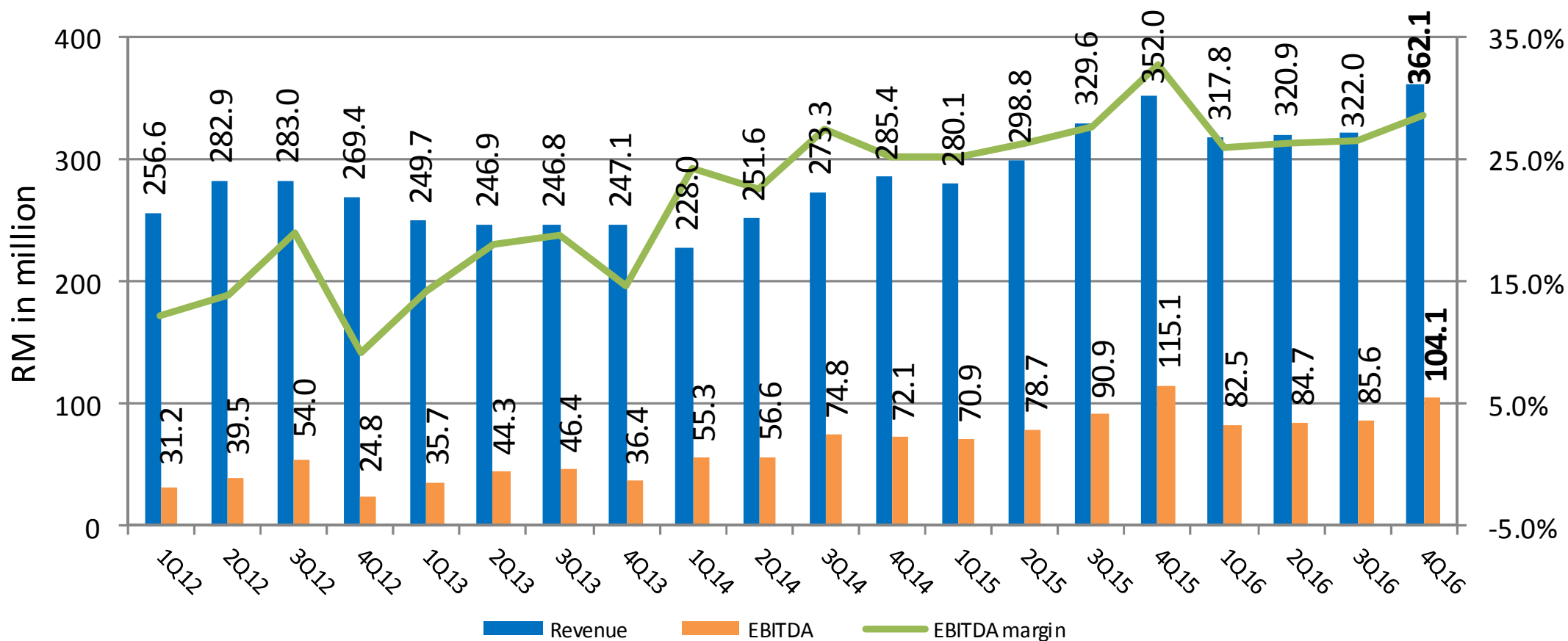
Corresponding Yearly Comparison

(RM Thousand except EPS)	<b>FY 2016</b>	<b>%</b>	<b>FY 2015</b>	<b>%</b>	<b>Change</b>
<b>Revenue</b>	1,322,780	100.0	1,260,425	100.0	4.9%
<i>Revenue in USD '000</i>	<i>318,994</i>		<i>323,381</i>		<i>-1.4%</i>
<b>Cost of Sales</b>	1,087,085	82.2	1,015,783	80.6	7.0%
<b>Gross Profit</b>	235,695	17.8	244,642	19.4	-3.7%
<b>Operating profit</b>	187,095	14.1	178,213	14.1	5.0%
<b>Net profit</b>	163,343	12.3	157,248	12.5	3.9%
<b>EPS – Basic (sen)</b>	22.12		22.04		0.4%
<b>EBITDA</b>	356,812	27.0	355,621	28.2	0.3%
<b>Depreciation</b>	169,717	12.8	176,442	14.0	-3.8%
<b>Forex gain/(loss)</b>	13,933	1.1	(7,573)	-0.6	284.0%
<b>Impairment losses/ Write-off</b>	0	0.0	1,757	0.1	-100.0%



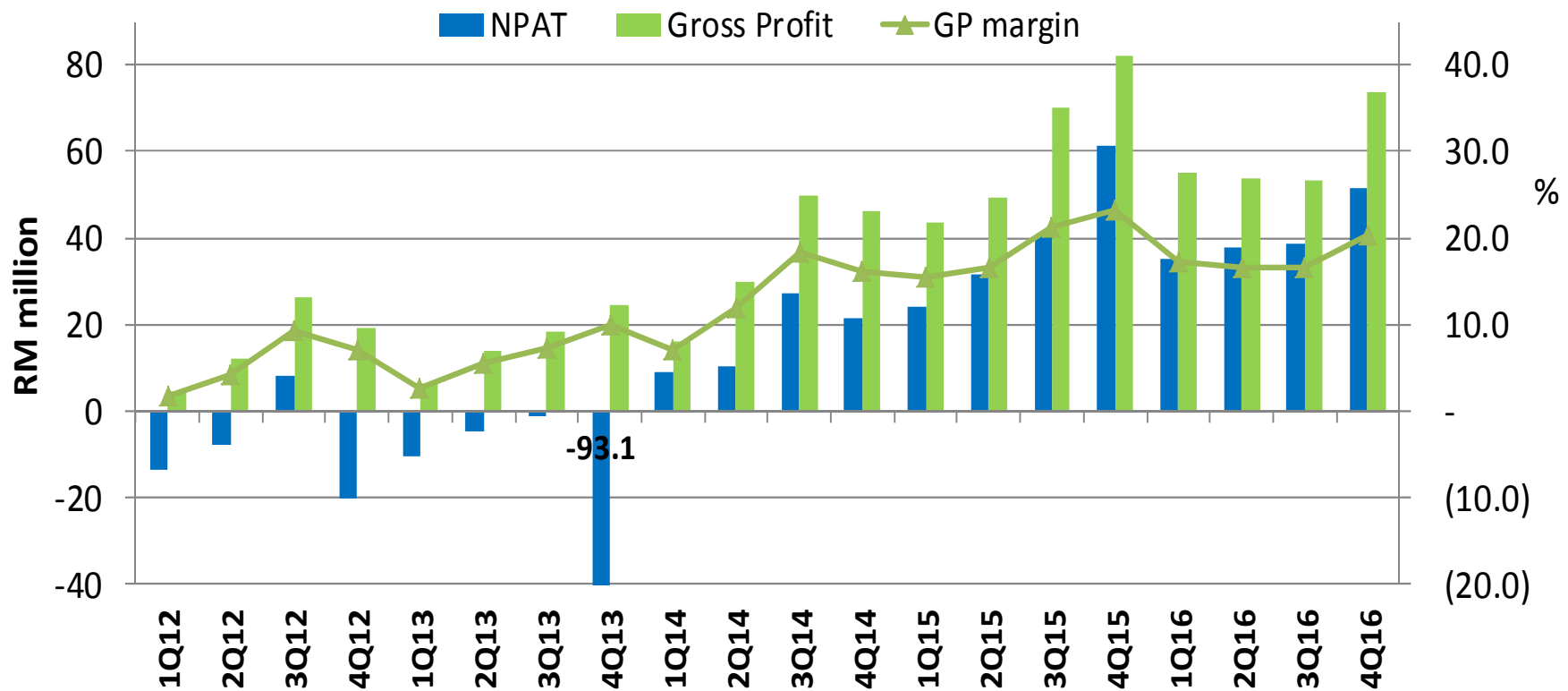
# 4Q 2016 Revenue & EBITDA

- RM Revenue : ↑ 12.5% q-on-q; ↑ 2.9% y-on-y
- USD revenue : ↑ 5.5% q-on-q; ↑ 2.4% y-on-y
- EBITDA : ↑ 21.6% q-on-q; ↓ 9.6% y-on-y
- EBITDA margin : 4Q16 : 28.7%; 4Q15 : 32.7%



# 4Q 2016 Earnings

- Gross Profit : RM 73.7m ; 3Q16 : RM 53.2m
- GP margin : 20.4%; 3Q16 : 16.5%
- Net income : RM 51.5m ; 3Q16 : RM 38.8m
- Forex gain : RM4.4m
- Depreciation : RM41.9m





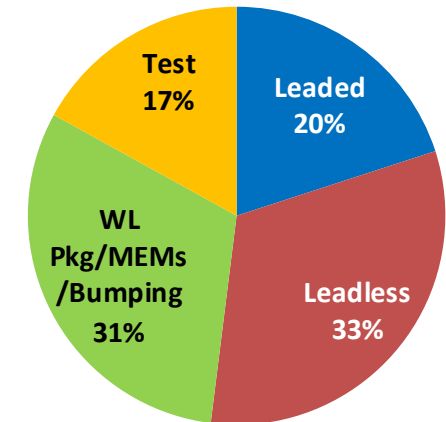
# Revenue Breakdown

Contribution from wafer level packaging and bumping continue to grow

## By Products & Services

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

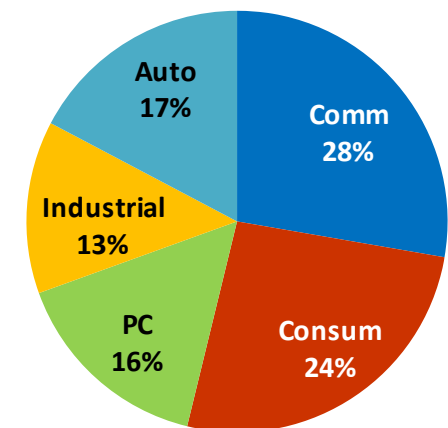
4Q16



## By Market Segments

(%)	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Comm	29	29	30	32	32	32	33	33	31	31	29	28
Consum	27	27	27	25	25	25	24	24	24	23	25	26
PC	15	15	15	15	15	15	16	16	16	16	16	16
Industrial	12	11	11	11	12	12	11	12	12	13	13	13
Auto	17	18	17	17	16	16	16	15	17	17	17	17

3Q16





# Selective Information from Consolidated Statements of Financial Position

Net cash Improved to RM202.2m

(in RM Thousand)

	<b>31 Dec 2016</b>	<b>31 Dec 2015</b>	<b>Change</b>
<b>Property plant &amp; equipment</b>	1,128,975	1,177,693	-4.1%
<b>Cash and cash equivalents</b>	253,788	133,008	90.8%
<b>Group term loan &amp; bank borrowings</b>	51,618	109,776	-53.0%
<b>Net Assets per share (RM)</b>	1.9264	1.8422	4.6%

<b>Current ratio</b>	2.09	1.74	20.1%
<b>Debt/equity ratio</b>	0.04	0.08	-50.0%

- Capex incurred in 4Q16: RM23.2m
- Total 2016 is 129.5m vs 132.4m in 2015
- Group Headcount was at 7,502 in end Dec 2016

	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
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	23.2
Headcount	6945	6906	7102	7245	7422	7527	7474	7497	7438	7515	7494	7502



Thank You