



UNISEM (M) BERHAD  
2017 1st Quarter Analysts Briefing

25 Apr 2017

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- Revenue USD81.0m vs USD83.7m (-3.2%)
- Revenue RM360.2m vs RM362.1 (-0.5%)
- Net Profit RM45.4m vs RM51.5m (-11.9%)
- Gross Profit RM68.2m vs RM73.7m (-7.5%)
- EBITDA RM92.4m vs RM104.1m (-11.2%)
- EBITDA margin 25.7% vs 28.7% (-3.0%)



# Consolidated Statements of Profit or Loss

Sequential Quarterly Comparison

(RM Thousand except EPS)	<b>1Q 2017</b>	<b>%</b>	<b>4Q 2016</b>	<b>%</b>	<b>Change</b>
<b>Revenue</b>	360,248	100.0	362,132	100.0	-0.5%
<i>Revenue in USD '000</i>	<i>81,026</i>		<i>83,741</i>		<i>-3.2%</i>
<b>Cost of Sales</b>	292,079	81.1	288,413	79.6	1.3%
<b>Gross Profit</b>	68,169	18.9	73,719	20.4	-7.5%
<b>Operating profit</b>	50,267	14.0	62,236	17.2	-19.2%
<b>Net profit</b>	45,379	12.6	51,513	14.2	-11.9%
<b>EPS – Basic (sen)</b>	6.12		7.00		
<b>EBITDA</b>	92,437	25.7	104,095	28.7	-11.2%
<b>Depreciation</b>	42,170	11.7	41,859	11.6	0.7%
<b>Forex (loss)/gain</b>	(289)	-0.1	4,435	1.2	-106.5%



# Consolidated Statements of Profit or Loss

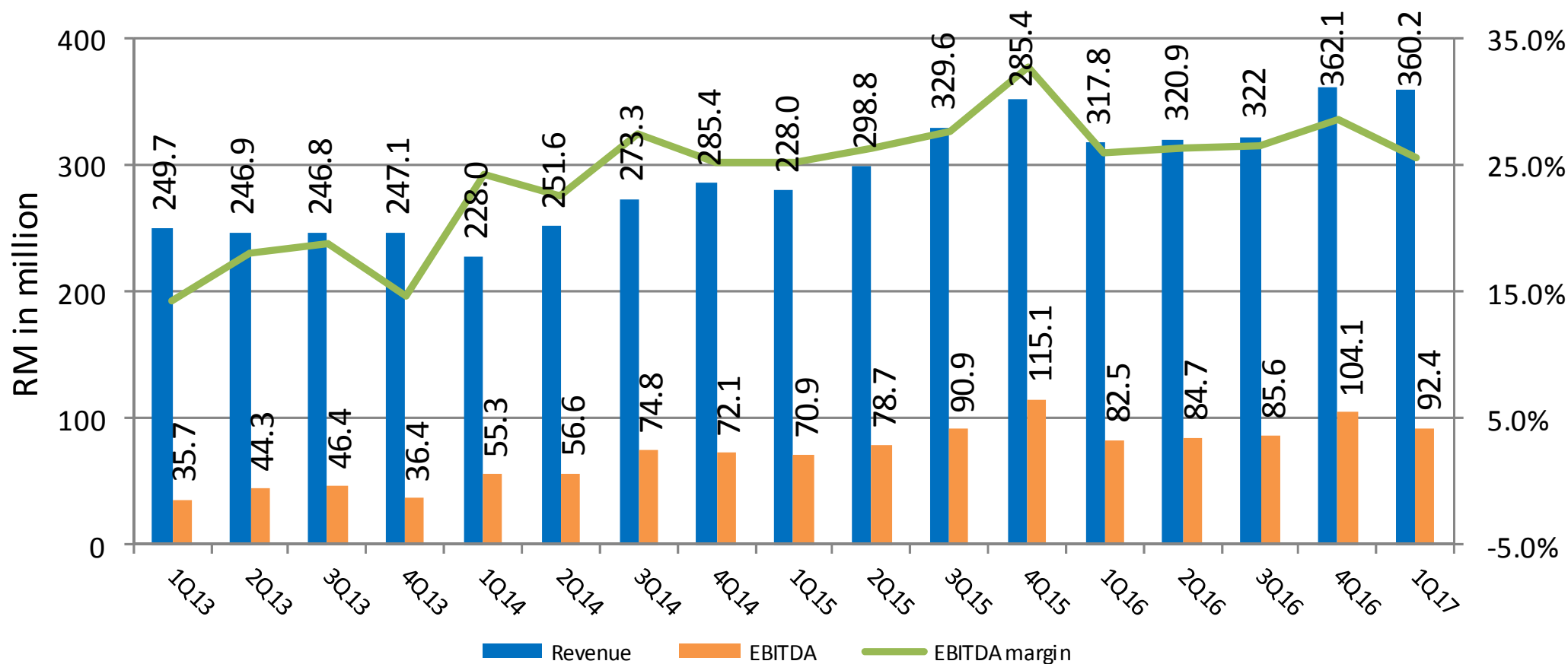
Corresponding Quarterly Comparison

(RM Thousand except EPS)	<b>1Q 2017</b>	<b>%</b>	<b>1Q 2016</b>	<b>%</b>	<b>Change</b>
<b>Revenue</b>	360,248	100.0	317,808	100.0	13.4%
<i>Revenue in USD '000</i>	<i>81,026</i>		<i>75,890</i>		<i>6.8%</i>
<b>Cost of Sales</b>	292,079	81.1	262,722	82.7	11.2%
<b>Gross Profit</b>	68,169	18.9	55,086	17.3	23.8%
<b>Operating profit</b>	50,267	14.0	38,803	12.2	29.5%
<b>Net profit</b>	45,379	12.6	35,264	11.1	28.7%
<b>EPS – Basic (sen)</b>	6.12		4.73		
<b>EBITDA</b>	92,437	25.7	82,454	25.9	12.1%
<b>Depreciation</b>	42,170	11.7	43,651	13.7	-3.4%
<b>Forex (loss)/gain</b>	(289)	-0.1	694	0.2	-141.6%



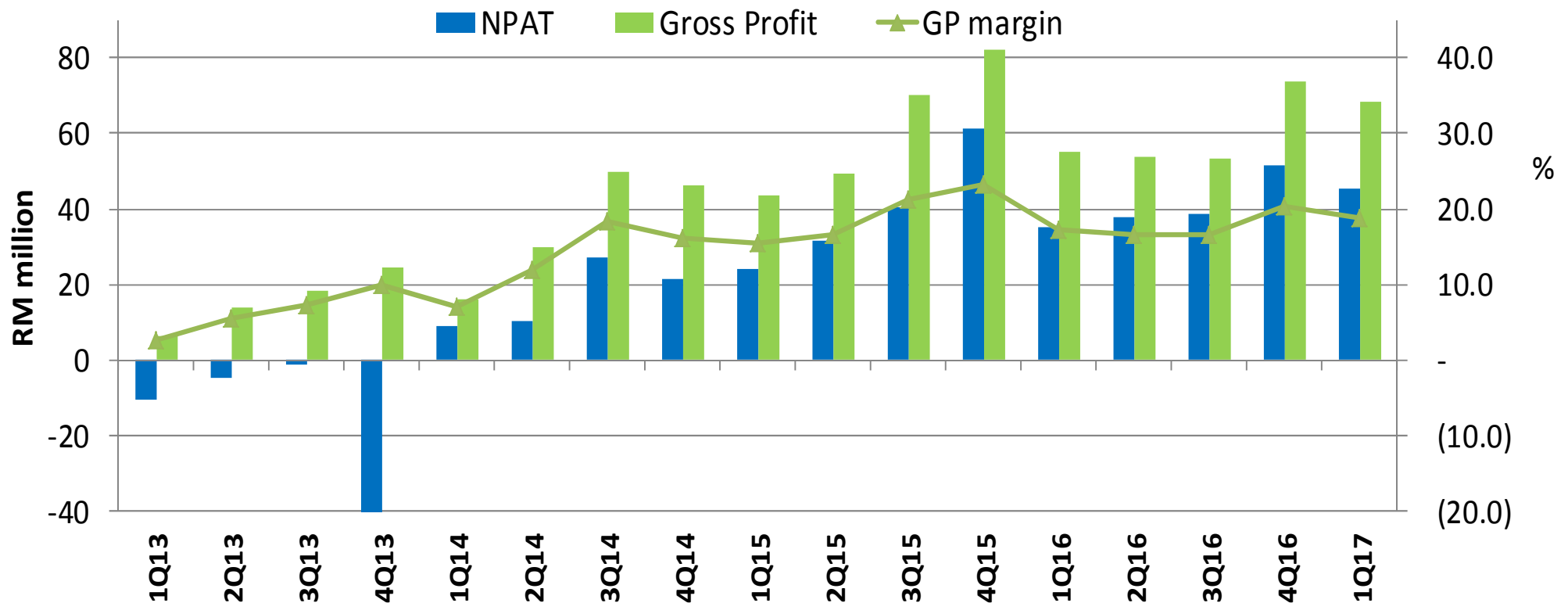
# 1Q 2017 Revenue & EBITDA

- RM Revenue : ↓ 0.5% q-on-q; ↑ 13.4% y-on-y
- USD revenue : ↓ 3.2% q-on-q; ↑ 6.8% y-on-y
- EBITDA : ↓ 11.2% q-on-q; ↑ 12.1% y-on-y
- EBITDA margin : 1Q17 : 25.7%; 1Q16 : 25.9%



# 1Q 2017 Earnings

- Gross Profit : RM 68.2m ; 4Q16 : RM 73.7m
- GP margin : 18.9%; 4Q16 : 20.4%
- Net income : RM 45.4m ; 4Q16 : RM 51.5m
- Forex loss : RM289K
- Depreciation : RM42.2m

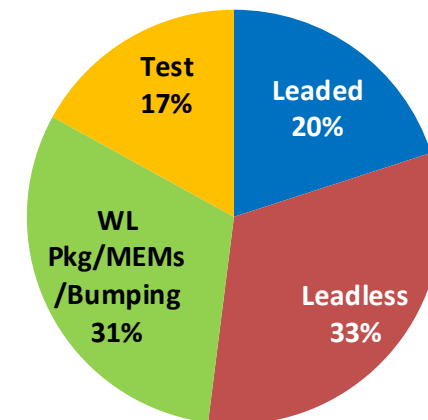


# Revenue Breakdown

## By Products & Services

(%)	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17
Leaded	22	21	17	17	19	20	20	20	20
Leadless	31	32	33	33	33	34	32	32	32
WL pkg/ MEMs Bump	30	31	33	33	31	29	31	31	31
Test	17	16	17	17	17	17	17	17	17

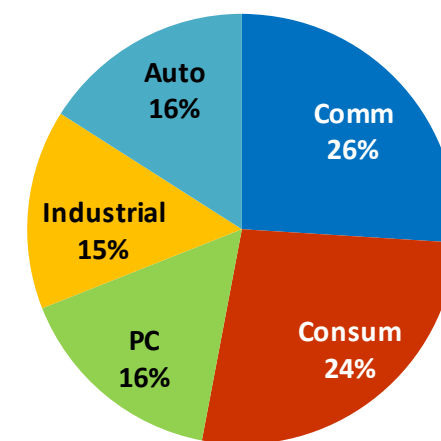
1Q17



## By Market Segments

(%)	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17
Comm	32	32	33	33	31	31	29	28	26
Consum	25	25	24	24	24	23	25	26	27
PC	15	15	16	16	16	16	16	16	16
Industrial	12	12	11	12	12	13	13	13	15
Auto	16	16	16	15	17	17	17	17	16

1Q17







# Selective Information from Consolidated Statements of Financial Position

Net cash at end March 2017: RM193.9m

(in RM Thousand)	31 Mar 2017	31 Dec 2016	Change
<b>Property plant &amp; equipment</b>	1,154,804	1,128,975	2.3%
<b>Cash and Bank Balances</b>	244,756	253,788	-3.6%
<b>Group term loan &amp; bank borrowings</b>	50,869	51,618	-1.5%
<b>Net Assets per share (RM)</b>	1.9820	1.9264	2.9%
<b>Current ratio</b>	2.21	2.09	5.7%
<b>Debt/equity ratio</b>	0.03	0.04	-25.0%

- Capex incurred in 1Q17: RM71.2m
  - FlipChip Bonders
  - Cu and Low Loop wire-bonders
  - Bumping & Wafer Level equipment
  - Probers for test
  
- Group Headcount was at 7,708 in end Mar 2017

	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17
Capex (in RM mil)	37.5	39.3	47.2	8.3	48.9	27.6	29.8	23.2	71.2
Headcount	7422	7527	7474	7497	7438	7515	7494	7502	7708



Thank You