

2017 3rd Quarter Analyst Briefing

1 November 2017





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3Q 2017 Summary

3Q17 vs 2Q17

- Revenue USD89.7m vs USD84.4m (+6.3%)
- Revenue RM382.3m vs RM365.7m (+4.5%)
- Net Profit RM40.9m vs RM42.5m (-3.7%)
- Gross Profit RM63.7m vs RM62.6m (+1.8%)
- EBITDA RM87.4m vs RM89.7m (-2.5%)
- EBITDA margin 22.9% vs 24.5% (-1.6%)



Consolidated Statements of Profit or Loss

Sequential Quarterly Comparison

(RM Thousand except EPS)	3Q 2017	%	2Q 2017	%	Change
Revenue	382,323	100.0	365,743	100.0	4.5%
Revenue in USD '000	89,667		84,366		6.3%
Cost of Sales	318,646	83.3	303,177	82.9	5.1%
Gross Profit	63,677	16.7	62,566	17.1	1.8%
Operating profit	44,753	11.7	47,235	12.9	-5.3%
Net profit	40,949	10.7	42,511	11.6	-3.7%
EPS – Basic (sen)	5.51		5.74		
EBITDA	87,378	22.9	89,661	24.5	-2.5%
Depreciation	42,625	11.1	42,426	11.6	0.5%
Forex loss	(3,086)	-0.8	(2,380)	-0.7	-29.7%



Consolidated Statements of Profit or Loss

Corresponding Quarterly Comparison

(RM Thousand except EPS)	3Q 2017	%	3Q 2016	%	Change
Revenue	382,323	100.0	321,950	100.0	18.8%
Revenue in USD '000	89,667		79,395		12.9%
Cost of Sales	318,646	83.3	268,758	83.5	18.6%
Gross Profit	63,677	16.7	53,192	16.5	19.7%
Operating profit	44,753	11.7	43,849	13.6	2.1%
Net profit	40,949	10.7	38,809	12.1	5.5%
EPS – Basic (sen)	5.51		5.26		
EBITDA	87,378	22.9	85,602	26.6	2.1%
Depreciation	42,625	11.1	41,753	13.0	2.1%
Forex (loss)/gain	(3,086)	-0.8	5,238	1.6	-158.9%



Consolidated Statements of Profit or Loss

Corresponding 9-month Comparison

(RM Thousand except EPS)	9M 2017	%	9M 2016	%	Change
Revenue	1,108,314	100.0	960,648	100.0	15.4%
Revenue in USD '000	255,059		235,253		8.4%
Cost of Sales	913,902	82.5	798,672	83.1	14.4%
Gross Profit	194,412	17.5	161,976	16.9	20.0%
Operating profit	142,255	12.8	124,859	13.0	13.9%
Net profit	128,839	11.6	111,830	11.6	15.2%
EPS – Basic (sen)	17.37		15.12		
EBITDA	269,476	24.3	252,717	26.3	6.6%
Depreciation	127,221	11.5	127,858	13.3	-0.5%
Forex (loss)/gain	(5 <i>,</i> 755)	-0.5	9,498	1.0	-160.6%



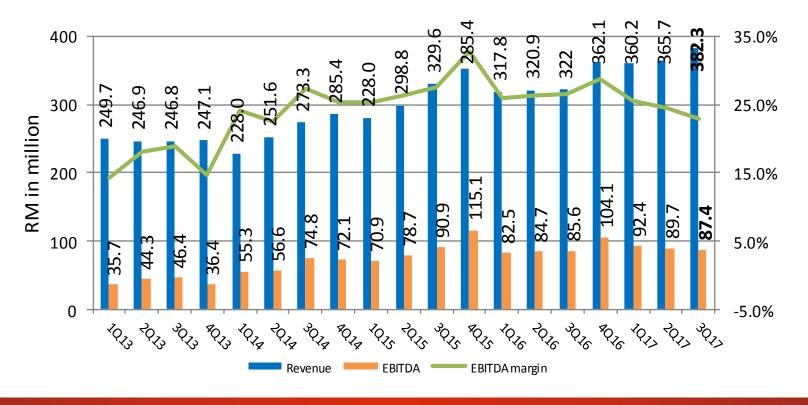
3Q 2017 Revenue & EBITDA

- RM Revenue :
- USD revenue :
- EBITDA :
- EBITDA margin :

- 1.5% q-on-q;
- 1 6.3% q-on-q;
- ↓ 2.5% q-on-q;
 - 3Q17 : 22.9%;

- 18.8% y-on-y
- 12.9% y-on-y
- 1 2.1% y-on-y

3Q16:26.6%





3Q 2017 Earnings

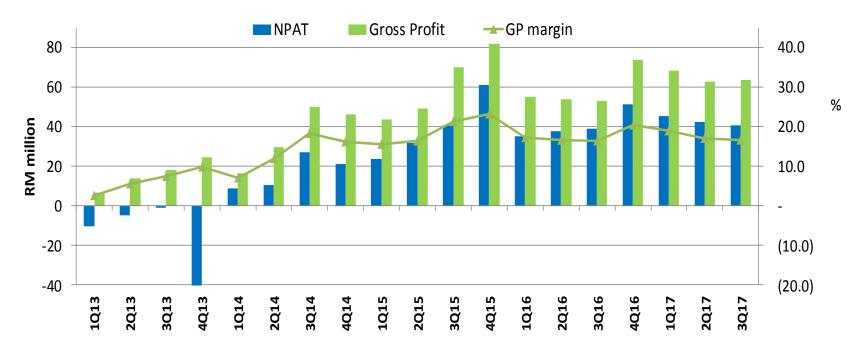
Gross Profit: RM 63.7m; 2Q17: RM 62.6m

• GP margin: 16.7%; 2Q17: 17.1%

Net income: RM 40.9m; 2Q17: RM 42.5m

Forex loss : RM 3.1m

Depreciation : RM 42.6m





Revenue Breakdown

No major changes

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

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



Selective Information from Consolidated Statements of Financial Position

Net cash at end Sept 2017: RM213.2 million

(in RM Thousand)	30 Sept 2017	31 Dec 2016	Change
Property plant & equipment	1,122,606	1,128,975	-0.6%
Cash and Bank Balances	257,691	253,788	1.5%
Group term loan & bank borrowings	44,470	51,618	-13.8%
Net Assets per share (RM)	2.0051	1.9264	4.1%
Current ratio	2.42	2.09	15.8%
Debt/equity ratio	0.03	0.04	-25.0%



3Q 2017 Highlight

- Capex incurred in 3Q17: RM23.3m; 9M17: RM135.7m
 - Growing base / demand for flip chip packages

• Group Headcount was at 7,874 in end Sept 2017

	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17
Capex (in RM mil)	37.5	39.3	47.2	8.3	48.9	27.6	29.8	23.2	71.2	41.1	23.3
Headcount	7,422	7,527	7,474	7,497	7,438	7,515	7,494	7,502	7,708	7,822	7,874



Thank You

"Proven Technologies, Innovative Processes"