

# **2019 Q4 Financial Review**

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Mar. 30, 2020

# Disclaimer

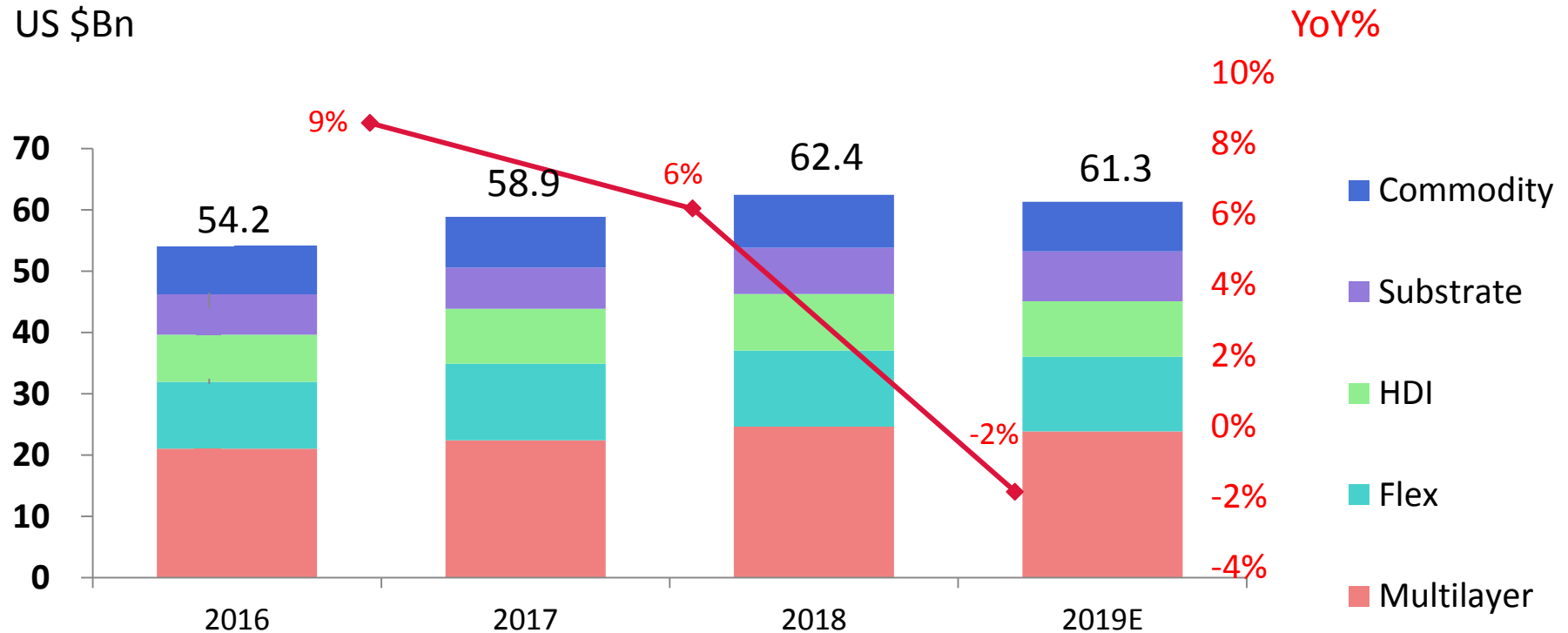
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- Except for statements in respect of historical matters, the statements in this release are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual performance, financial condition or results of operations of Unimicron to be materially different from what may be implied by such forward-looking statements.
- The financial forecasts and forward-looking statements in this release reflect the current belief of Unimicron as of the date of this release and Unimicron undertakes no obligation to update these forecasts and forward-looking statements for events or circumstances that occur subsequent to such date.
- The statements in respect of historical matters may contain unaudited information, which may have certain deficiency or weakness so as not to fairly present financial condition or the result of operations of Unimicron.

# Industry Outlook

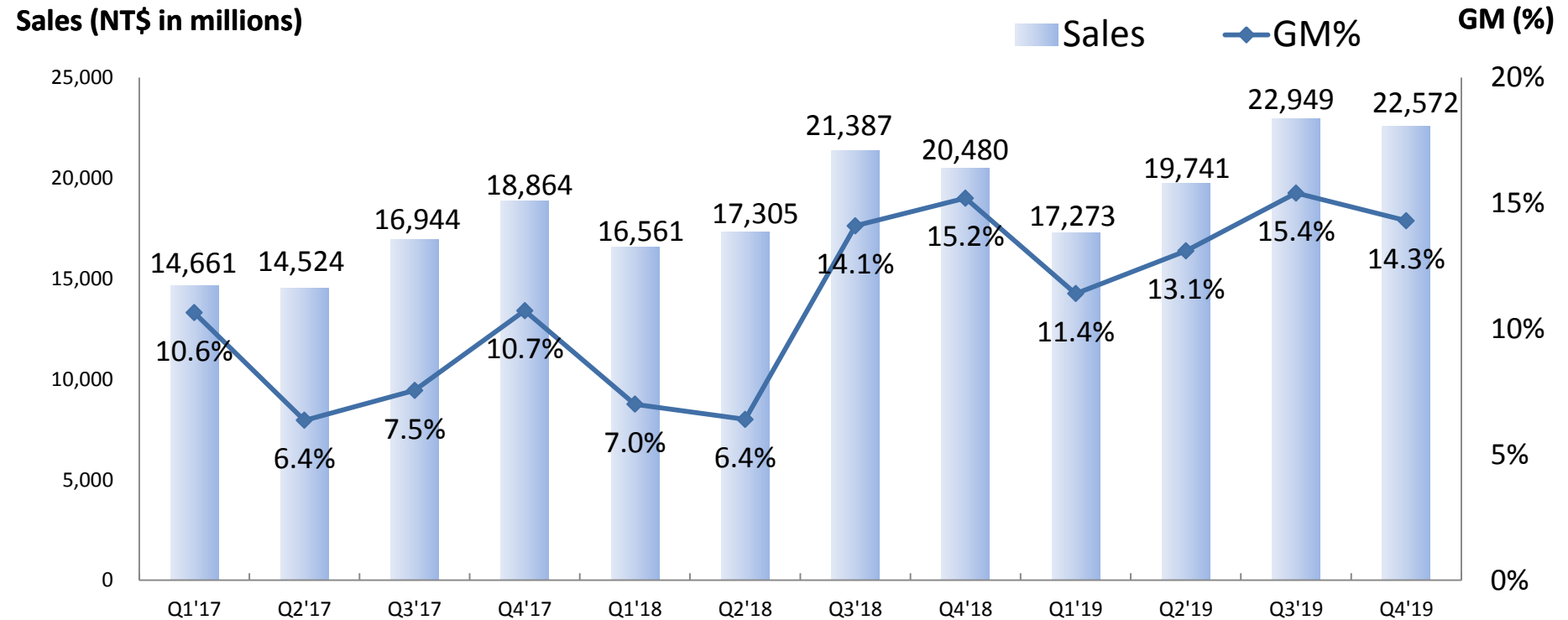
➤ Prismark's estimate of the PCB market by year.

US \$Bn



	Commodity	Multilayer	HDI	Substrate	Flex	TTL
2019 YoY	-7%	-3%	-2%	8%	-2%	-2%

# Consolidated Sales & Gross Margin Trend



# Consolidated Statements of Comprehensive Income – QoQ

	Q4-19		Q3-19		NTD:M
		%		%	QoQ %
Net Sales	22,572	100.0	22,949	100.0	(2)
Cost of sales	(19,340)	(85.7)	(19,424)	(84.6)	0
<b>Gross Profit</b>	<b>3,232</b>	<b>14.3</b>	<b>3,525</b>	<b>15.4</b>	<b>(8)</b>
Operating Expenses	(2,105)	(9.3)	(2,083)	(9.1)	1
Other Income and Expenses	(2)	0.0	(1)	0.0	(100)
<b>Operating Income</b>	<b>1,125</b>	<b>5.0</b>	<b>1,441</b>	<b>6.3</b>	<b>(22)</b>
Net Non-operating Income and Expenses	77	0.3	168	0.7	(54)
<b>Income before tax</b>	<b>1,202</b>	<b>5.3</b>	<b>1,609</b>	<b>7.0</b>	<b>(25)</b>
Income Tax Expense	(100)	(0.4)	(290)	(1.3)	(66)
<b>Net Income</b>	<b>1,102</b>	<b>4.9</b>	<b>1,319</b>	<b>5.7</b>	<b>(16)</b>
Other Comprehensive Income and Losses	14	0.0	(679)	(2.9)	102
<b>Comprehensive Income</b>	<b>1,116</b>	<b>4.9</b>	<b>640</b>	<b>2.8</b>	<b>74</b>
Net Income (Loss) Attributable to:					
Shareholders of the Parent	1,080	4.8	1,261	5.5	
Non-controlling Interests	22	0.1	58	0.2	
<b>Net Income</b>	<b>1,102</b>	<b>4.9</b>	<b>1,319</b>	<b>5.7</b>	
<b>EBITDA</b>	<b>3,511</b>		<b>3,890</b>		
<b>%(Sales)</b>	<b>16%</b>		<b>17%</b>		
<b>EPS (Basic)</b>	<b>0.74</b>		<b>0.87</b>		
<b>(Diluted)</b>	<b>0.72</b>		<b>0.86</b>		

# Consolidated Statements of Comprehensive Income – YoY

	Q1~Q4-19		Q1~Q4-18		NTD:M
		%		%	YoY %
Net Sales	82,536	100.0	75,733	100.0	9
Cost of sales	(71,223)	(86.3)	(67,350)	(88.9)	6
<b>Gross Profit</b>	<b>11,313</b>	<b>13.7</b>	<b>8,383</b>	<b>11.1</b>	<b>35</b>
Operating Expenses	(7,811)	(9.5)	(7,001)	(9.3)	12
Other Income and Expenses	(9)	0.0	8	0.0	(213)
<b>Operating Income</b>	<b>3,493</b>	<b>4.2</b>	<b>1,390</b>	<b>1.8</b>	<b>151</b>
Net Non-operating Income and Expenses	545	0.7	892	1.2	(39)
<b>Income before tax</b>	<b>4,038</b>	<b>4.9</b>	<b>2,282</b>	<b>3.0</b>	<b>77</b>
Income Tax Expense	(762)	(0.9)	(452)	(0.6)	69
<b>Net Income</b>	<b>3,276</b>	<b>4.0</b>	<b>1,830</b>	<b>2.4</b>	<b>79</b>
Other Comprehensive Income and Losses	(551)	(0.7)	(566)	(0.7)	3
<b>Comprehensive Income</b>	<b>2,725</b>	<b>3.3</b>	<b>1,264</b>	<b>1.7</b>	<b>116</b>
Net Income (Loss) Attributable to:					
Shareholders of the Parent	3,260	3.9	1,705	2.3	
Non-controlling Interests	16	0.1	125	0.1	
<b>Net Income</b>	<b>3,276</b>	<b>4.0</b>	<b>1,830</b>	<b>2.4</b>	
<b>EBITDA</b>	<b>13,225</b>		<b>11,369</b>		
<b>%(Sales)</b>	<b>16%</b>		<b>15%</b>		
<b>EPS (Basic)</b>	<b>2.24</b>		<b>1.15</b>		
<b>(Diluted)</b>	<b>2.20</b>		<b>1.13</b>		

# Consolidated Balance Sheets

	2019 DEC.31	%	2019 SEP.30	%	2019 JUN.30	NTD:M %
Cash	20,586	18.7	21,581	19.4	22,097	20.5
Accounts Receivable	17,983	16.3	18,380	16.5	16,022	14.8
Inventories	8,718	7.9	8,696	7.8	8,243	7.6
Other Current Assets	2,675	2.4	3,040	2.7	2,644	2.4
Long-term Investments	5,611	5.1	5,229	4.7	5,094	4.7
Fixed Assets & Investment Property	50,386	45.7	50,377	45.2	49,801	46.1
<b>Total Assets</b>	<b>110,202</b>	<b>100.0</b>	<b>111,402</b>	<b>100.0</b>	<b>108,022</b>	<b>100.0</b>
Short-term Loans	11,150	10.1	11,819	10.6	12,283	11.4
Long-term Liabilities-Current	3,011	2.7	3,066	2.8	3,714	3.4
Other Current Liabilities	22,045	20.0	24,327	21.8	21,959	20.3
Long-term Liabilities	21,653	19.6	21,011	18.9	19,894	18.4
Shareholders' Equity	48,351	43.9	47,336	42.5	46,675	43.2
<b>Net Inventory</b>						
<b>Turnover Days</b>	<b>43</b>		<b>44</b>		<b>46</b>	
<b>Net Accounts Receivable</b>						
<b>Turnover Days</b>	<b>75</b>		<b>78</b>		<b>78</b>	



# Consolidated Statements Of Cash Flows – QoQ

	NTD:M	
	Q4-19	Q3-19
Income before tax	1,202	1,609
Depreciation and Amortization	2,117	2,130
Others	(1,531)	(224)
<b>Net Cash Provided by Operating Activities</b>	<b>1,788</b>	<b>3,515</b>
Acquisition of Fix Assets & Investment Property	(2,244)	(2,923)
Decrease (Increase) in Investments	(373)	61
Others	36	(2)
<b>Net Cash Used by Investing Activities</b>	<b>(2,581)</b>	<b>(2,864)</b>
Cash Dividends	0	(1,165)
Increase in Loans	27	61
Others	(280)	(34)
<b>Net Cash Used by Financing Activities</b>	<b>(253)</b>	<b>(1,138)</b>
Effect of Exchange Rates Changes	51	(29)
<b>Decrease in Cash</b>	<b>(995)</b>	<b>(516)</b>
<b>Cash at End of Period</b>	<b>20,586</b>	<b>21,581</b>



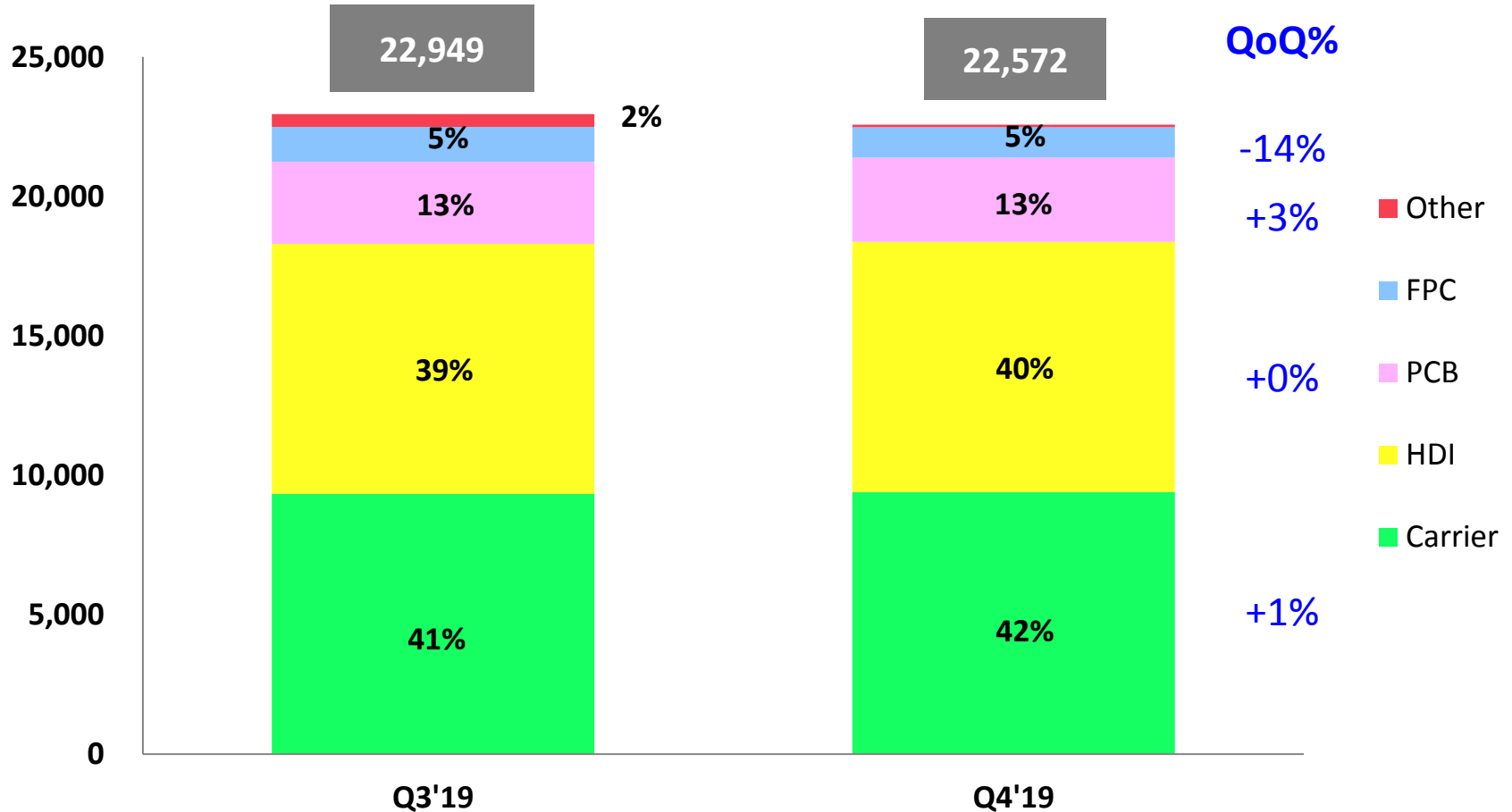
# Consolidated Statements Of Cash Flows – YoY

		NTD:M
	Q1~Q4-19	Q1~Q4-18
Income before tax	4,038	2,282
Depreciation and Amortization	8,524	8,468
Others	(2,285)	2,785
<b>Net Cash Provided by Operating Activities</b>	<b>10,277</b>	<b>13,535</b>
Acquisition of Fix Assets & Investment Property	(11,010)	(8,846)
Decrease (Increase) in Investments	(777)	328
Others	202	(464)
<b>Net Cash Used by Investing Activities</b>	<b>(11,585)</b>	<b>(8,982)</b>
Cash Dividends	(1,165)	(747)
Increase (Decrease) in Loans	555	(1,786)
Others	(276)	(616)
<b>Net Cash Used by Financing Activities</b>	<b>(886)</b>	<b>(3,149)</b>
Effect of Exchange Rates Changes	(32)	(320)
<b>Increase (Decrease) in Cash</b>	<b>(2,226)</b>	<b>1,084</b>
<b>Cash at End of Period</b>	<b>20,586</b>	<b>22,812</b>

# Sales Breakdown by Technology - QoQ

Sales (NT\$ millions)

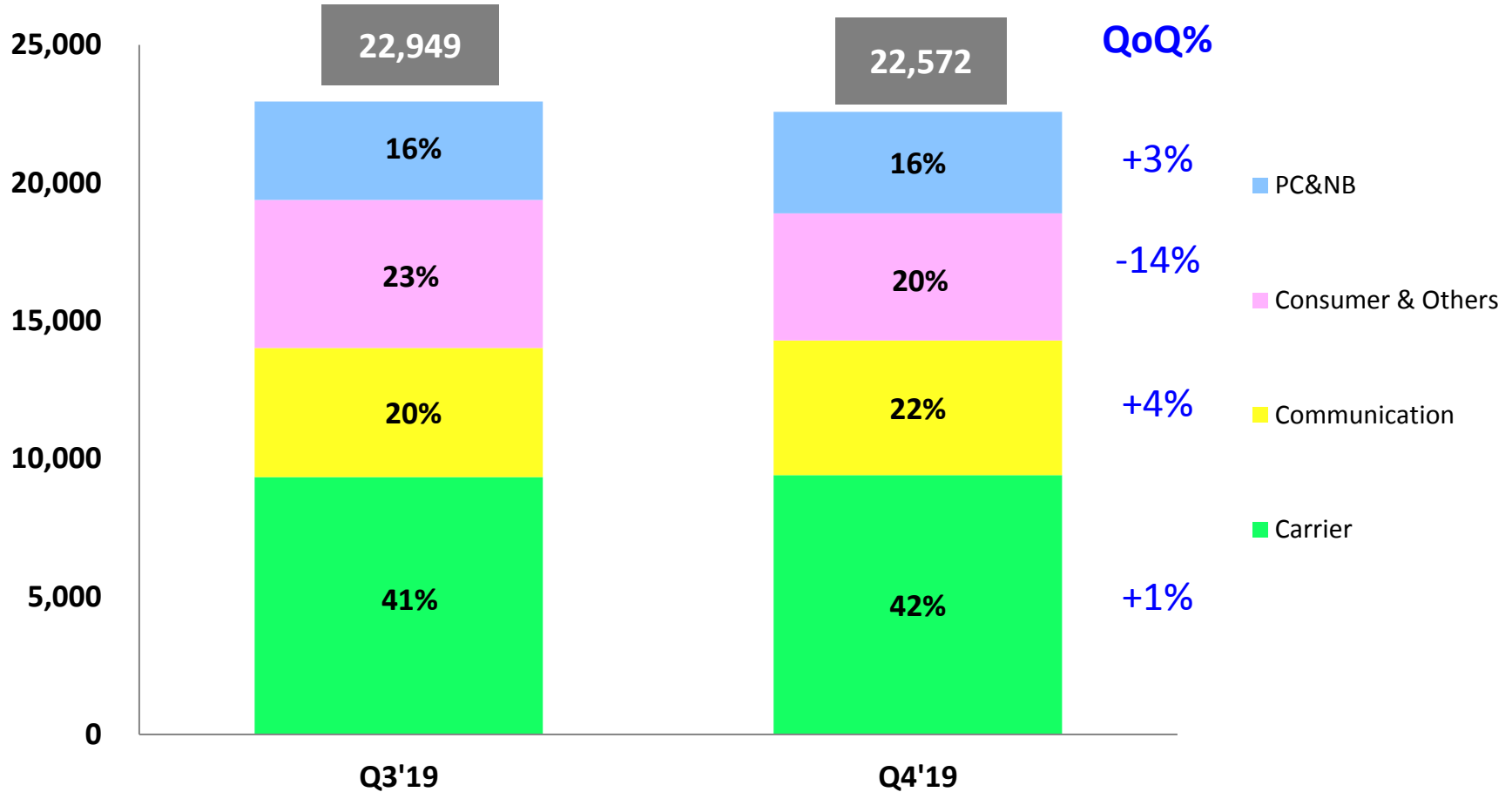
-377M (-1.6%)↓



# Sales Breakdown by Application - QoQ

Sales (NT\$ millions)

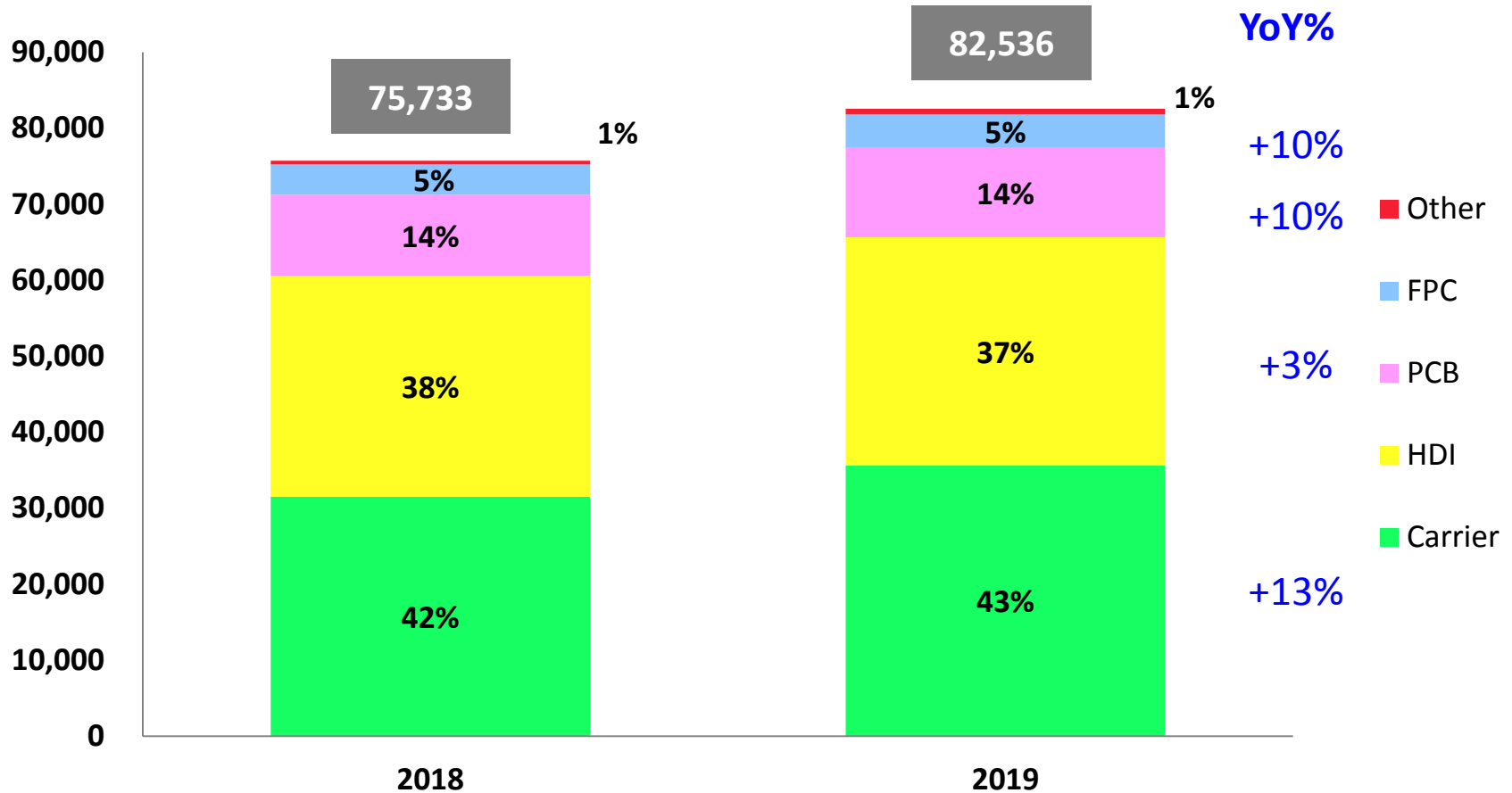
-377M (-1.6%) ↓



# Sales Breakdown by Technology - YoY

Sales (NT\$ millions)

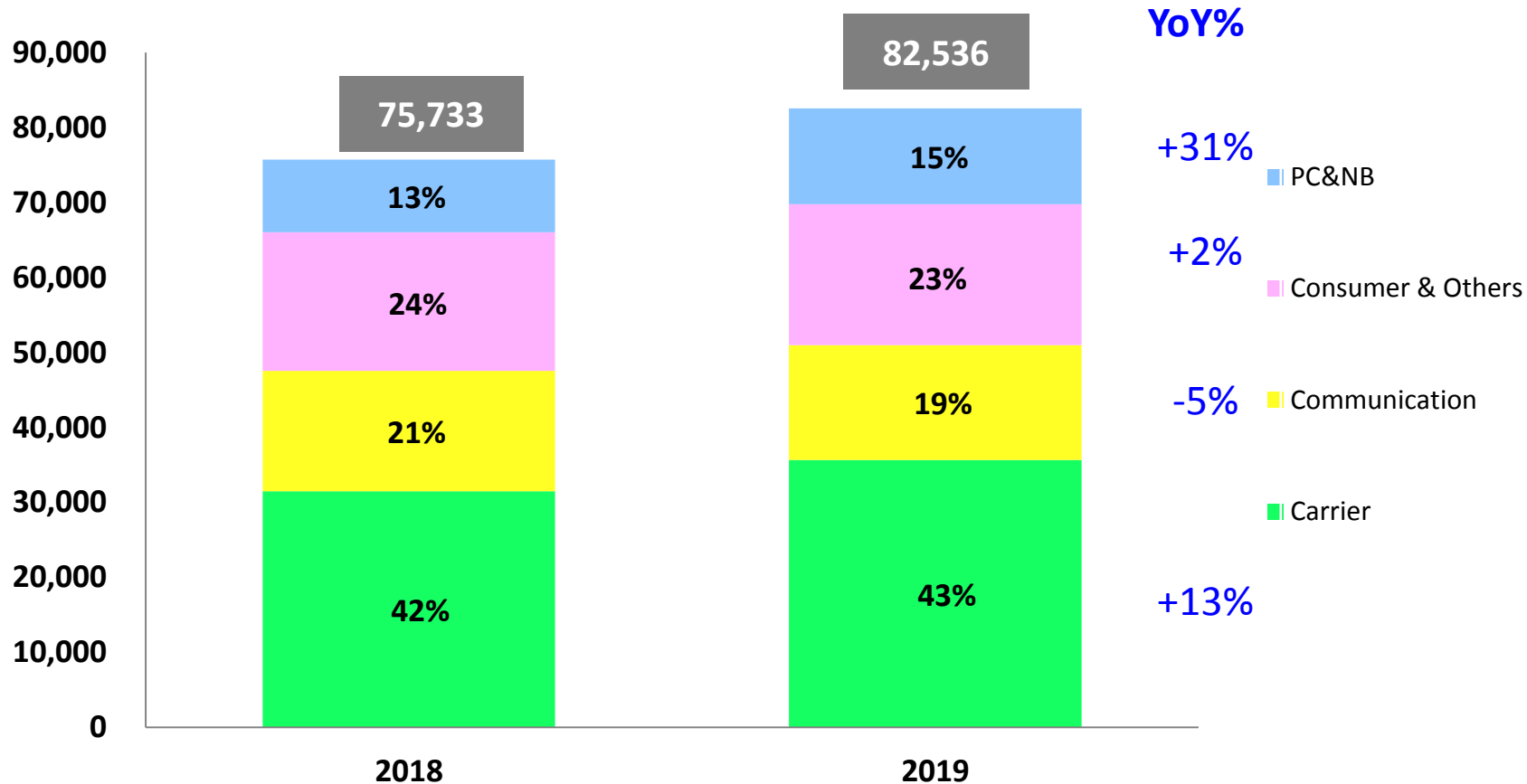
+6,803M (+9.0%) ↑



# Sales Breakdown by Application - YoY

Sales (NT\$ millions)

6,803M (+9.0%) ↑



# Recent Major Events and Outlook

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- Q1'20 Carrier relatively stable; though, COVID-19 some impact on FPC, PCB and HDI.
- Utilization rate of reopened plants getting improved.
- Expanding with leading customers for future market.
- Stay aware of COVID-19 impact influence.

**謝謝您的聆聽**

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**Thank you**