



# **Global Unichip Corp.**

## **2018 First Quarter Results**

**May 3, 2018**



# Agenda

- 1Q18 Financial Results
- Business Update

# Safe Harbor Notice

- **GUC's statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.**
- **Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.**

# 1Q18 Result Highlights

(Unit: NT\$M)

	1Q18	QoQ	4Q17	1Q17	YoY
Revenues	2,758	-24%	3,639	2,409	14%
Net Income	207	-44%	372	143	45%
EPS (NT\$)	1.54	-44%	2.78	1.07	45%
ROE (%) <sup>(1)</sup>	4.98		9.63	3.82	

(1) Quarterly net income divided by average equity

# Statements of Comprehensive Income

(Unit: NT\$M)

	1Q18	QoQ	4Q17	1Q17	YoY
<b>Revenues</b>	<b>2,758</b>	<b>-24%</b>	<b>3,639</b>	<b>2,409</b>	<b>14%</b>
NRE	992	-19%	1,231	609	63%
Turn Key	1,741	-25%	2,317	1,740	0%
Others	25	-73%	91	60	-58%
<b>Gross Margin</b>	<b>931</b>	<b>-16%</b>	<b>1,106</b>	<b>587</b>	<b>59%</b>
%	<b>33.8%</b>		<b>30.4%</b>	<b>24.4%</b>	
SG&A Exp	(149)	-14%	(174)	(132)	13%
R&D Exp	(547)	8%	(507)	(316)	73%
<b>Operating Income</b>	<b>235</b>	<b>-45%</b>	<b>425</b>	<b>139</b>	<b>69%</b>
%	<b>8.5%</b>		<b>11.7%</b>	<b>5.8%</b>	
<b>Non-Operating Items</b>	<b>3</b>		<b>(1)</b>	<b>30</b>	
<b>Income Tax</b>	<b>(31)</b>		<b>(52)</b>	<b>(26)</b>	
<b>Net Income</b>	<b>207</b>	<b>-44%</b>	<b>372</b>	<b>143</b>	<b>45%</b>
%	<b>7.5%</b>		<b>10.2%</b>	<b>5.9%</b>	
<b>EPS (NT\$)</b>	<b>1.54</b>		<b>2.78</b>	<b>1.07</b>	

# Statements of Comprehensive Income

(Unit: NT\$M)

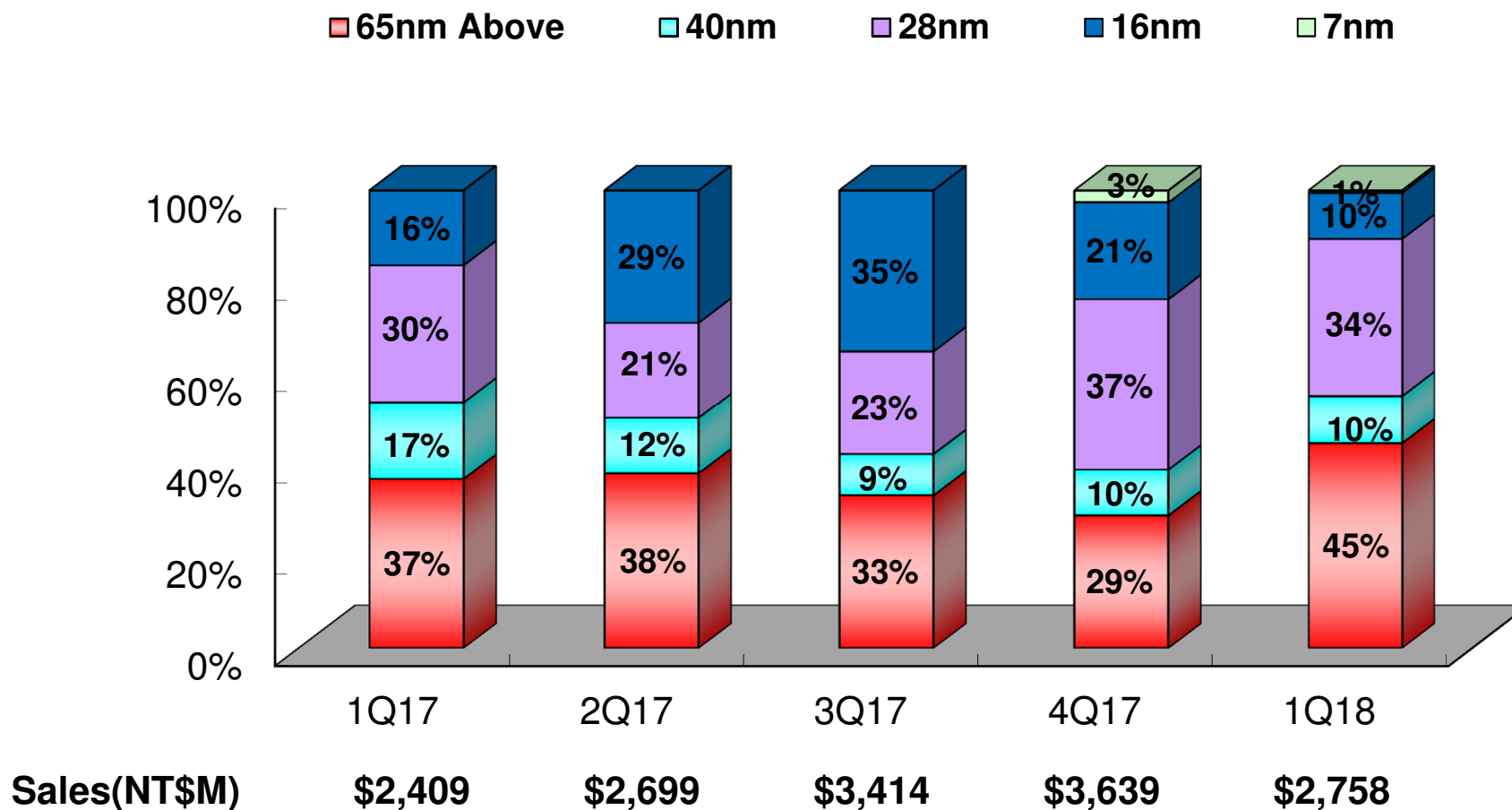
	2015		2016		2017		1Q 2018	
	Amount	%	Amount	%	Amount	%	Amount	%
<b>Revenues</b>	<b>7,762</b>	<b>12% *</b>	<b>9,290</b>	<b>20% *</b>	<b>12,161</b>	<b>31% *</b>	<b>2,758</b>	<b>14% *</b>
NRE	1,664	22%	2,529	27%	2,642	22%	992	36%
Turn Key	5,605	72%	6,564	71%	9,266	76%	1,741	63%
Others	493	6%	197	2%	253	2%	25	1%
<b>Gross Margin</b>	<b>2,194</b>	<b>28.3%</b>	<b>2,390</b>	<b>25.7%</b>	<b>3,165</b>	<b>26.0%</b>	<b>931</b>	<b>33.8%</b>
SG&A Exp	(507)	-6.6%	(571)	-6.1%	(606)	-5.0%	(149)	-5.5%
R&D Exp	(1,125)	-14.5%	(1,196)	-12.9%	(1,628)	-13.3%	(547)	-19.8%
<b>Operating Income</b>	<b>562</b>	<b>7.2%</b>	<b>623</b>	<b>6.7%</b>	<b>931</b>	<b>7.7%</b>	<b>235</b>	<b>8.5%</b>
<b>Non-Operating Items</b>	<b>20</b>	<b>0.3%</b>	<b>11</b>	<b>0.1%</b>	<b>58</b>	<b>0.4%</b>	<b>3</b>	<b>0.1%</b>
<b>Income Tax</b>	<b>(88)</b>	<b>-1.1%</b>	<b>(83)</b>	<b>-0.9%</b>	<b>(134)</b>	<b>-1.1%</b>	<b>(31)</b>	<b>-1.1%</b>
<b>Net Income</b>	<b>494</b>	<b>6.4%</b>	<b>551</b>	<b>5.9%</b>	<b>855</b>	<b>7.0%</b>	<b>207</b>	<b>7.5%</b>
<b>EPS (NT\$)</b>	<b>3.69</b>		<b>4.11</b>		<b>6.38</b>		<b>1.54</b>	

\* YoY revenue growth rate



# Business Update

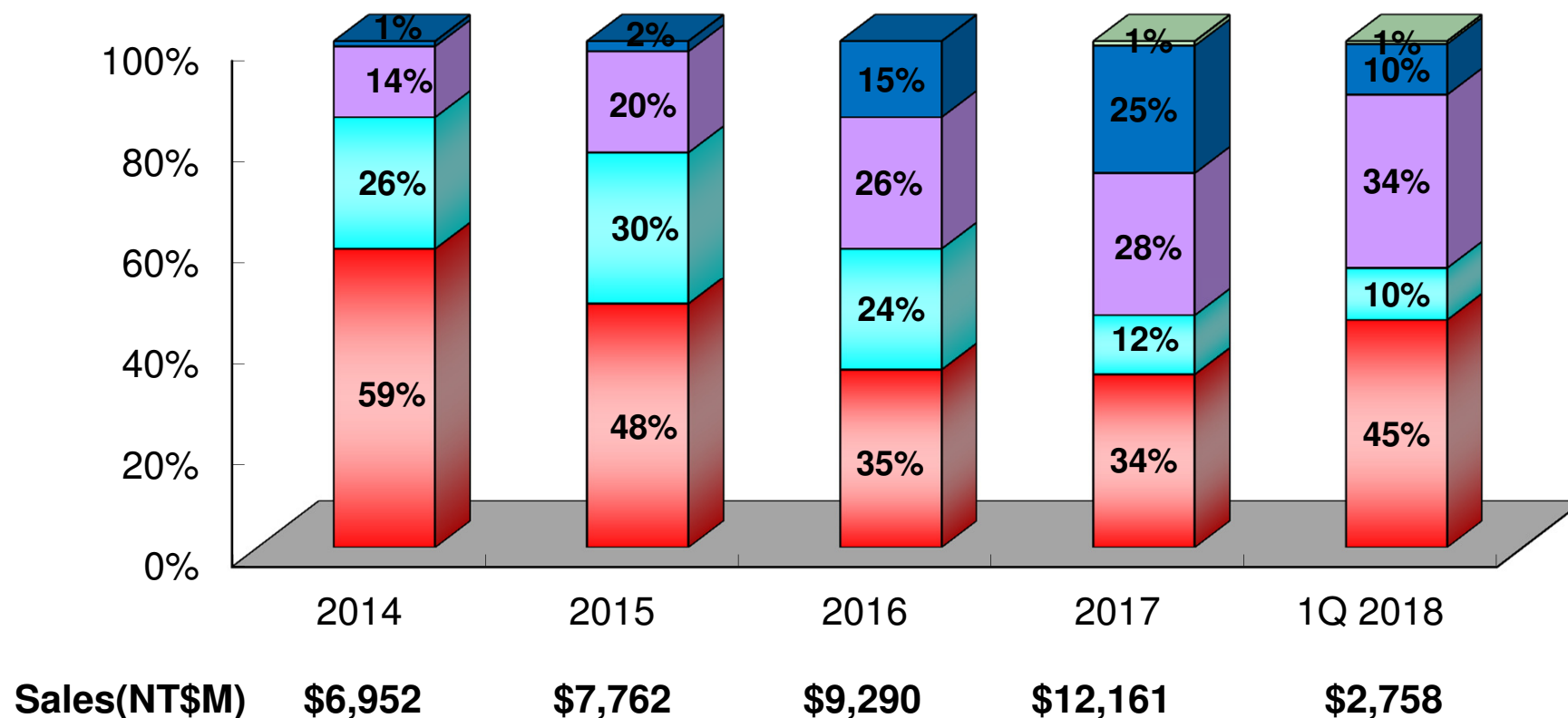
# Quarterly Sales Breakdown by Technology





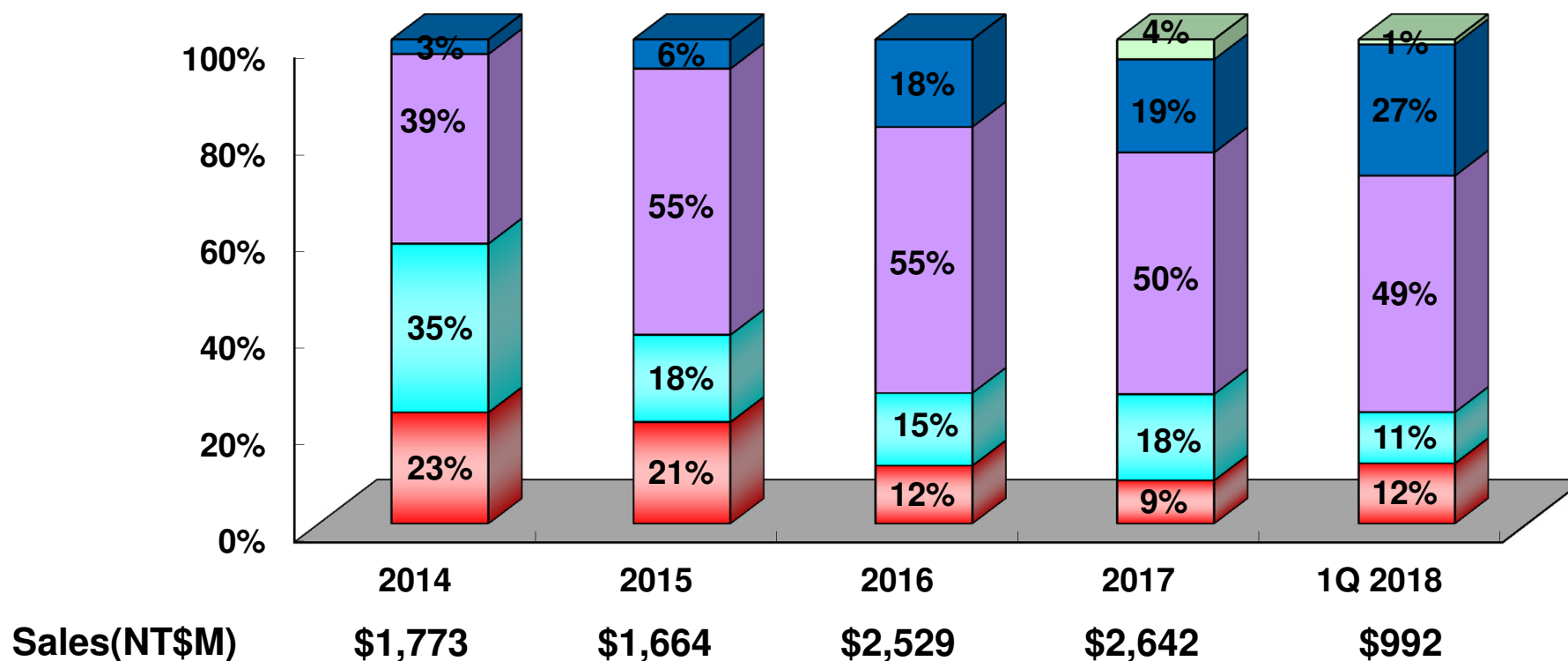
# Annual Sales Breakdown by Technology

65nm above 40nm 28nm 16nm 7nm

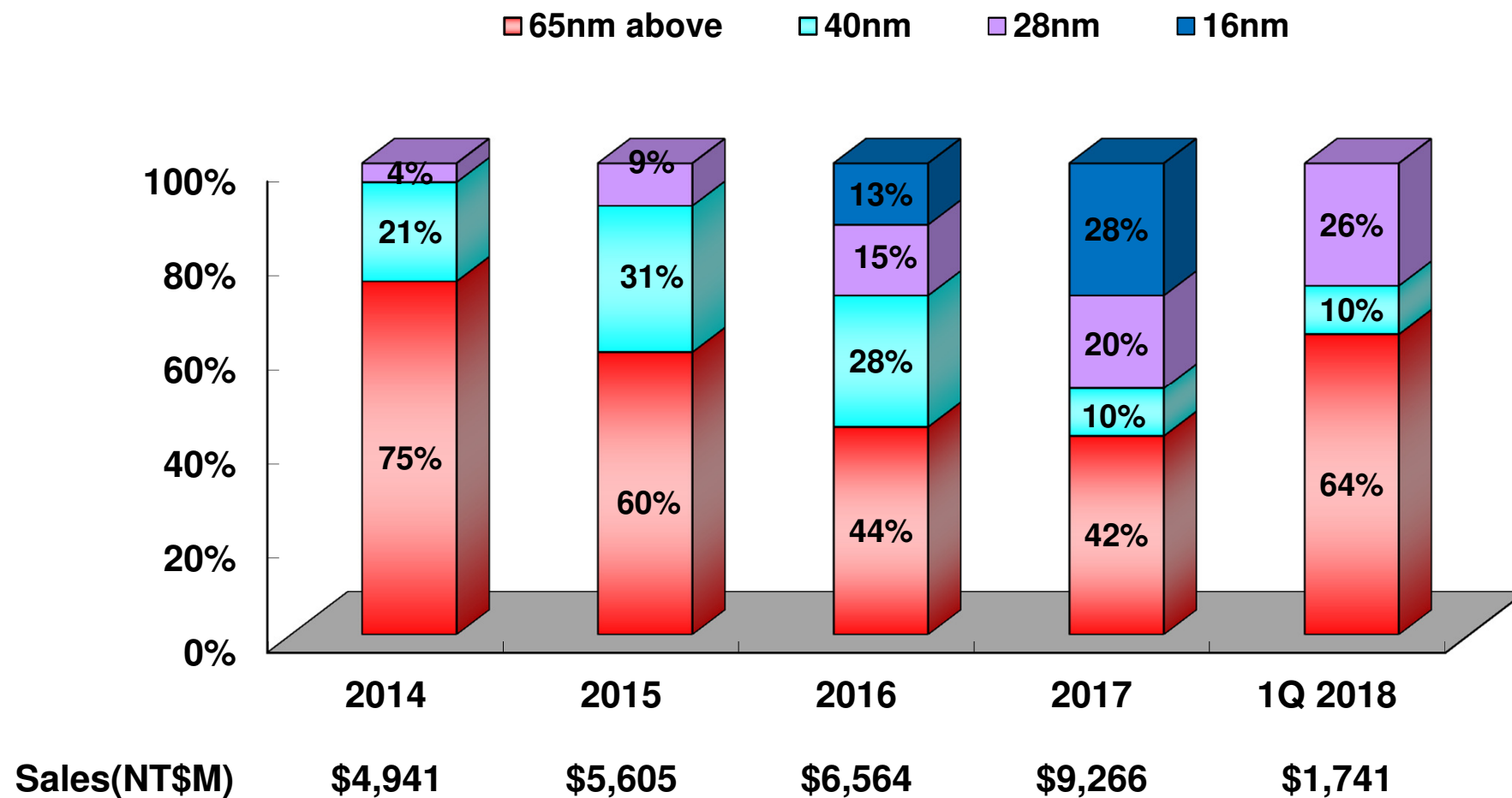


# Annual **NRE** Breakdown by Technology

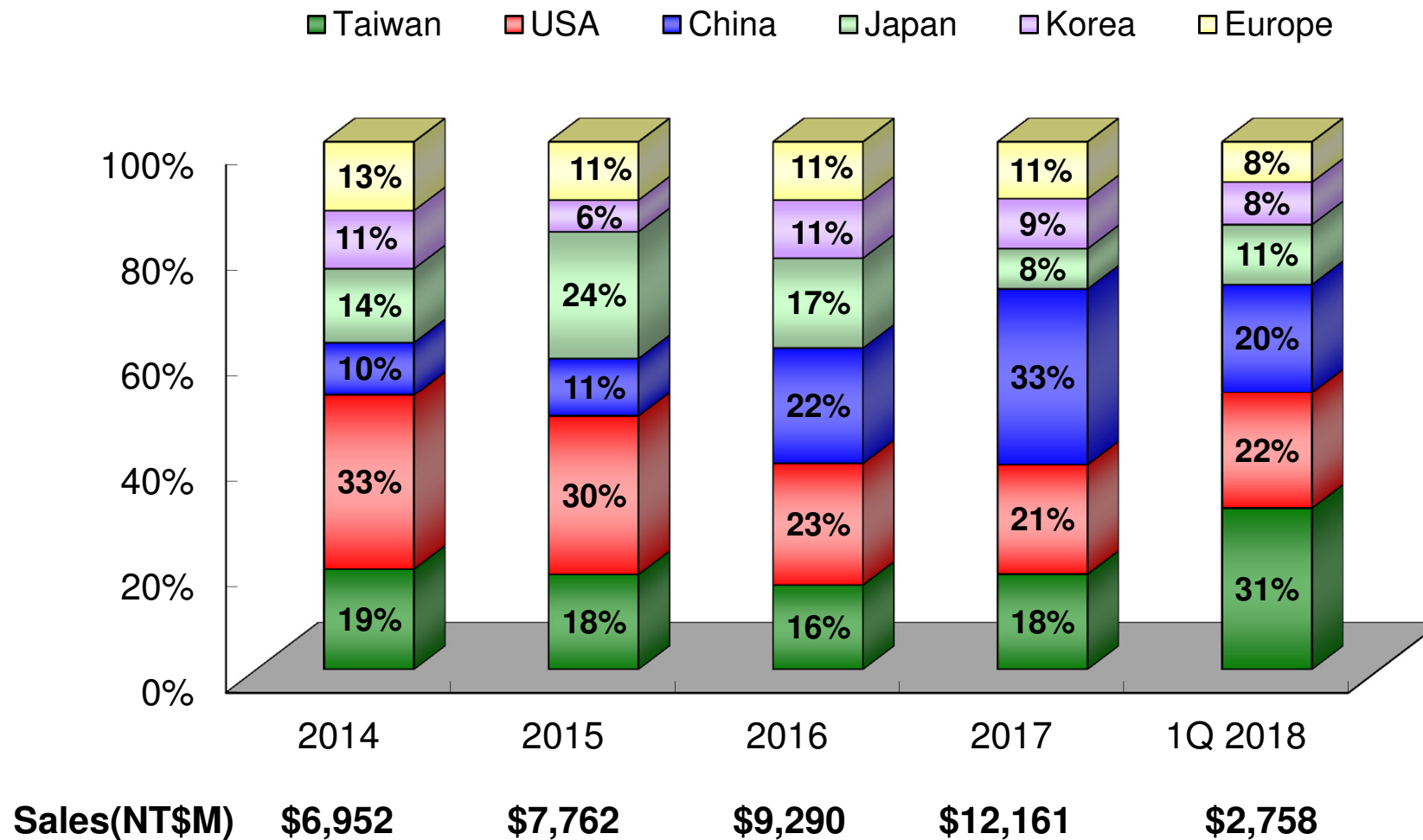
65nm above 40nm 28nm 16nm 7nm



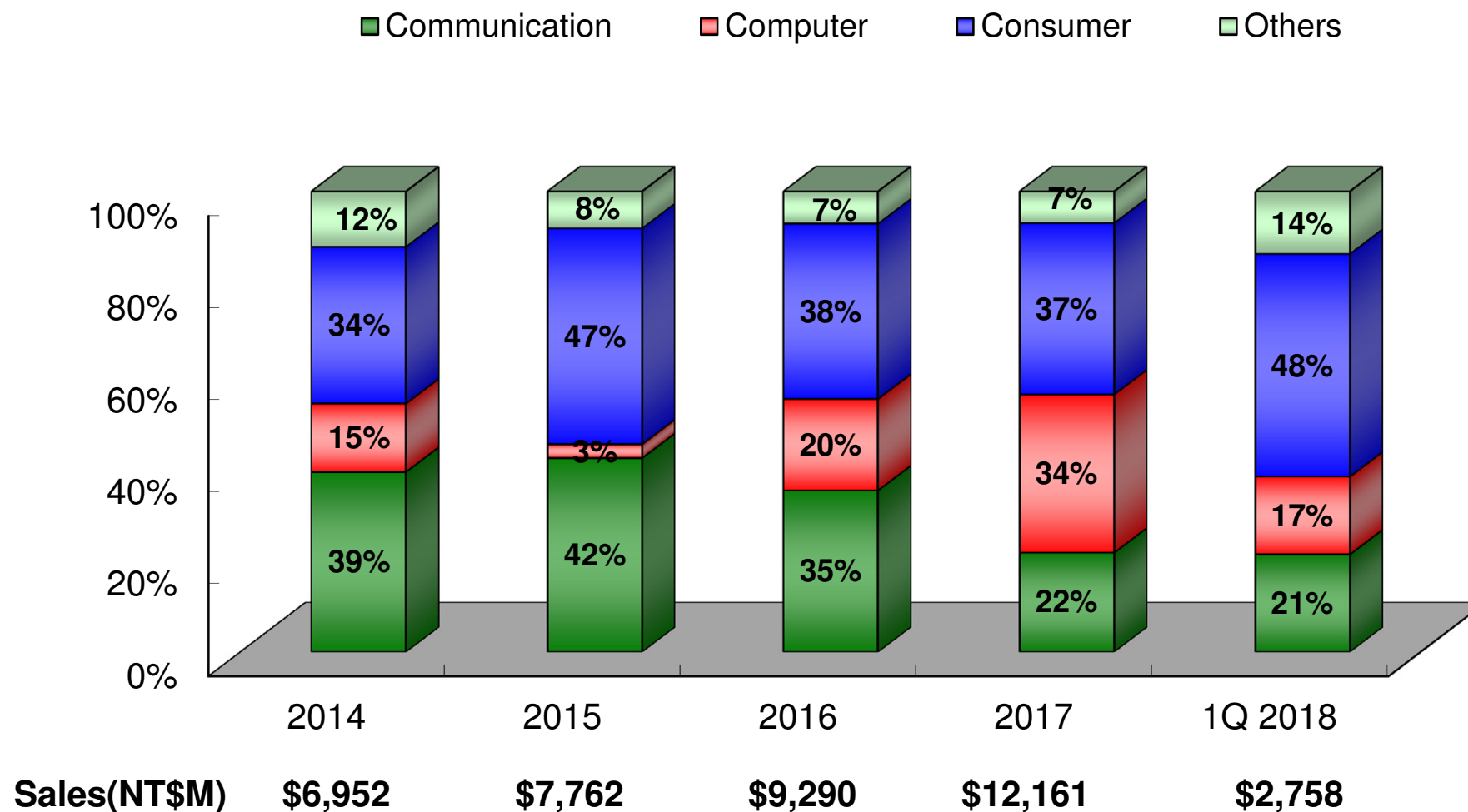
# Annual **Turnkey** Breakdown by Technology



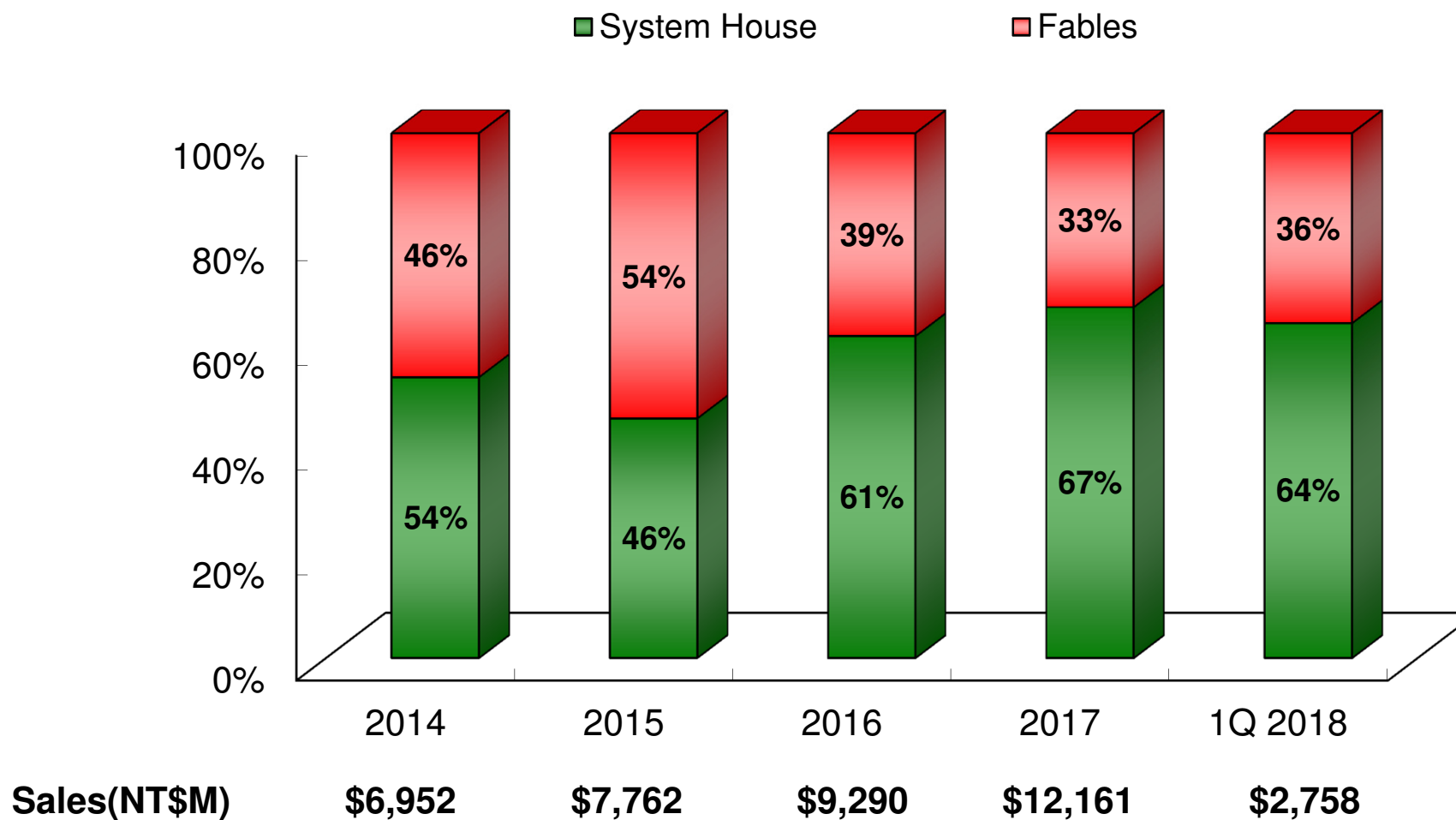
# Annual Sales Breakdown by Region



# Annual Sales Breakdown by Application



# Annual Sales Breakdown by Customer Type



***Thank you !***



**<http://www.guc-asic.com>**

**[irinfo@guc-asic.com](mailto:irinfo@guc-asic.com)**