



The Flexible ASIC Leader

# Global Unichip Corp.

# 2018 Third Quarter Results

Nov 1, 2018



# Agenda

- 3Q18 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.**

# 3Q18 Result Highlights

(Unit: NT\$M)

	3Q18	QoQ	2Q18	3Q17	YoY
<b>Revenues</b>	<b>3,916</b>	<b>21%</b>	<b>3,234</b>	<b>3,414</b>	<b>15%</b>
<b>Net Income</b>	<b>281</b>	<b>25%</b>	<b>224</b>	<b>166</b>	<b>69%</b>
<b>EPS (NT\$)</b>	<b>2.09</b>	<b>25%</b>	<b>1.68</b>	<b>1.24</b>	<b>69%</b>
<b>ROE (%)<sup>(1)</sup></b>	<b>7.10</b>		<b>5.57</b>	<b>4.62</b>	

**(1) Quarterly net income divided by average equity**

# Statements of Comprehensive Income

(Unit: NT\$M)	3Q18	QoQ	2Q18	3Q17	YoY
<b>Revenues</b>	<b>3,916</b>	<b>21%</b>	<b>3,234</b>	<b>3,414</b>	<b>15%</b>
NRE	999	1%	991	345	190%
Turn Key	2,836	30%	2,182	3,007	-6%
Others	81	33%	61	62	31%
<b>Gross Margin</b>	<b>1,099</b>	<b>10%</b>	<b>1,002</b>	<b>751</b>	<b>46%</b>
%	<b>28.1%</b>		<b>31.0%</b>	<b>22.0%</b>	
SG&A Exp	(174)	5%	(166)	(149)	17%
R&D Exp	(610)	8%	(564)	(424)	44%
<b>Operating Income</b>	<b>315</b>	<b>16%</b>	<b>272</b>	<b>178</b>	<b>77%</b>
%	<b>8.0%</b>		<b>8.4%</b>	<b>5.2%</b>	
<b>Non-Operating Items</b>	<b>12</b>		<b>(6)</b>	<b>16</b>	
<b>Income Tax</b>	<b>(46)</b>		<b>(42)</b>	<b>(28)</b>	
<b>Net Income</b>	<b>281</b>	<b>25%</b>	<b>224</b>	<b>166</b>	<b>69%</b>
%	<b>7.2%</b>		<b>6.9%</b>	<b>4.9%</b>	
<b>EPS (NT\$)</b>	<b>2.09</b>		<b>1.68</b>	<b>1.24</b>	

# Statements of Comprehensive Income

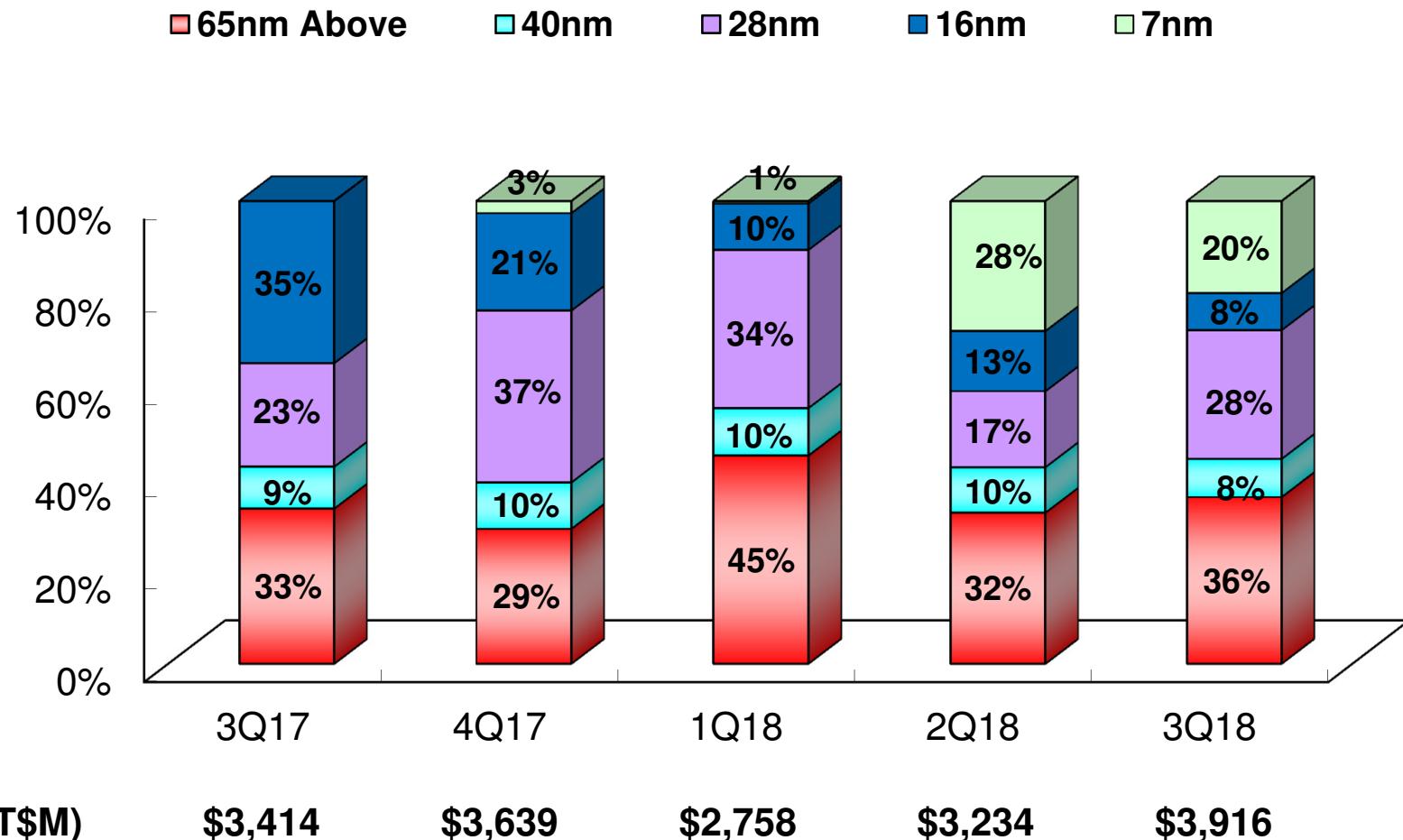
(Unit: NT\$M)	2015		2016		2017		1Q-3Q 2018	
	Amount	%	Amount	%	Amount	%	Amount	%
<b>Revenues</b>	<b>7,762</b>	<b>12% *</b>	<b>9,290</b>	<b>20% *</b>	<b>12,161</b>	<b>31% *</b>	<b>9,908</b>	<b>16% *</b>
NRE	1,664	22%	2,529	27%	2,642	22%	2,982	30%
Turn Key	5,605	72%	6,564	71%	9,266	76%	6,759	68%
Others	493	6%	197	2%	253	2%	167	2%
<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>3,032</b>	<b>30.6%</b>
SG&A Exp	(507)	-6.6%	(571)	-6.1%	(606)	-5.0%	(489)	-4.9%
R&D Exp	(1,125)	-14.5%	(1,196)	-12.9%	(1,628)	-13.3%	(1,721)	-17.4%
<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>822</b>	<b>8.3%</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>9</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>(119)</b>	<b>-1.2%</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>712</b>	<b>7.2%</b>
<b>EPS (NT\$)</b>	<b>3.69</b>		<b>4.11</b>		<b>6.38</b>		<b>5.31</b>	

\* YoY revenue growth rate

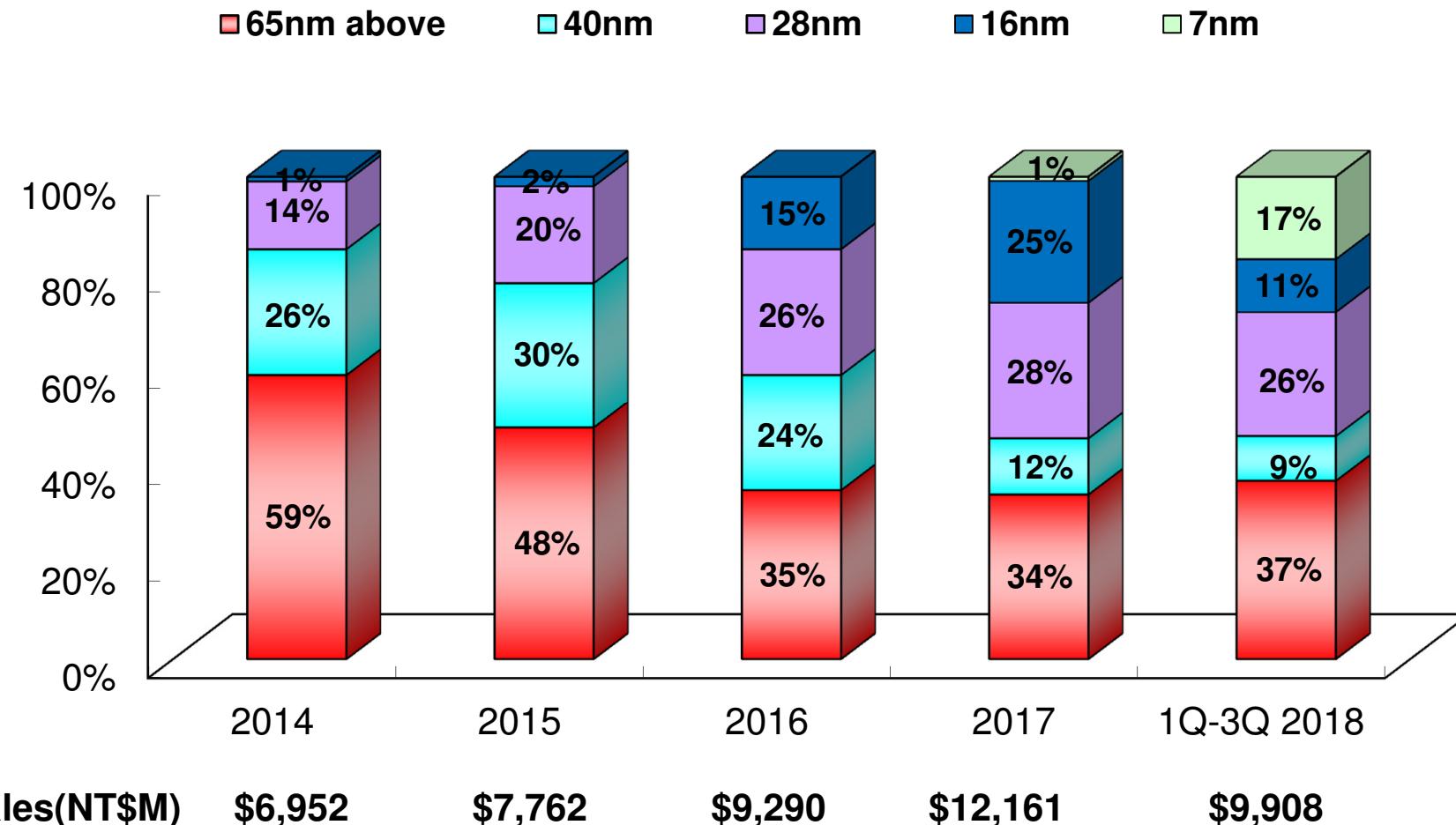


# Business Update

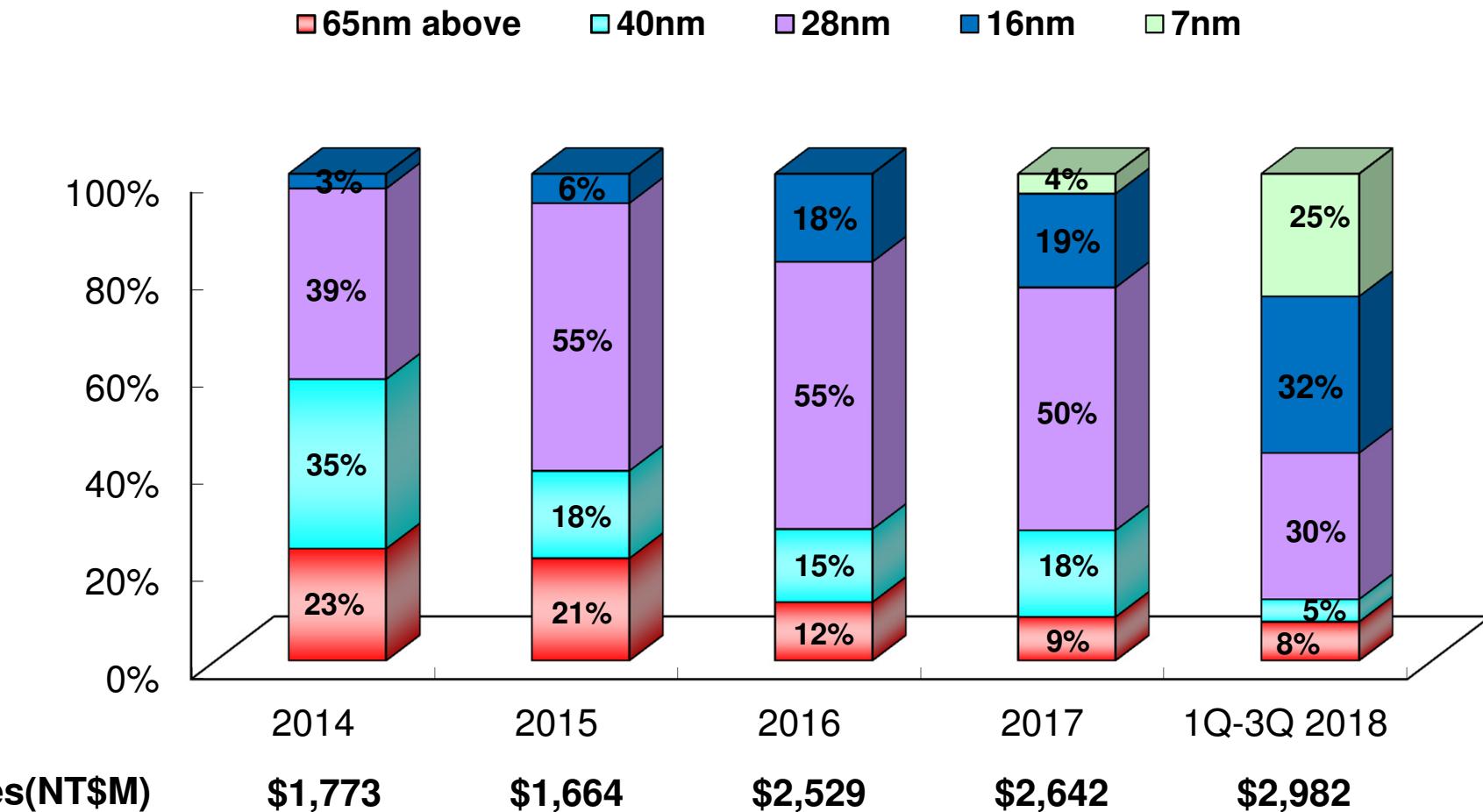
# Quarterly Sales Breakdown by Technology



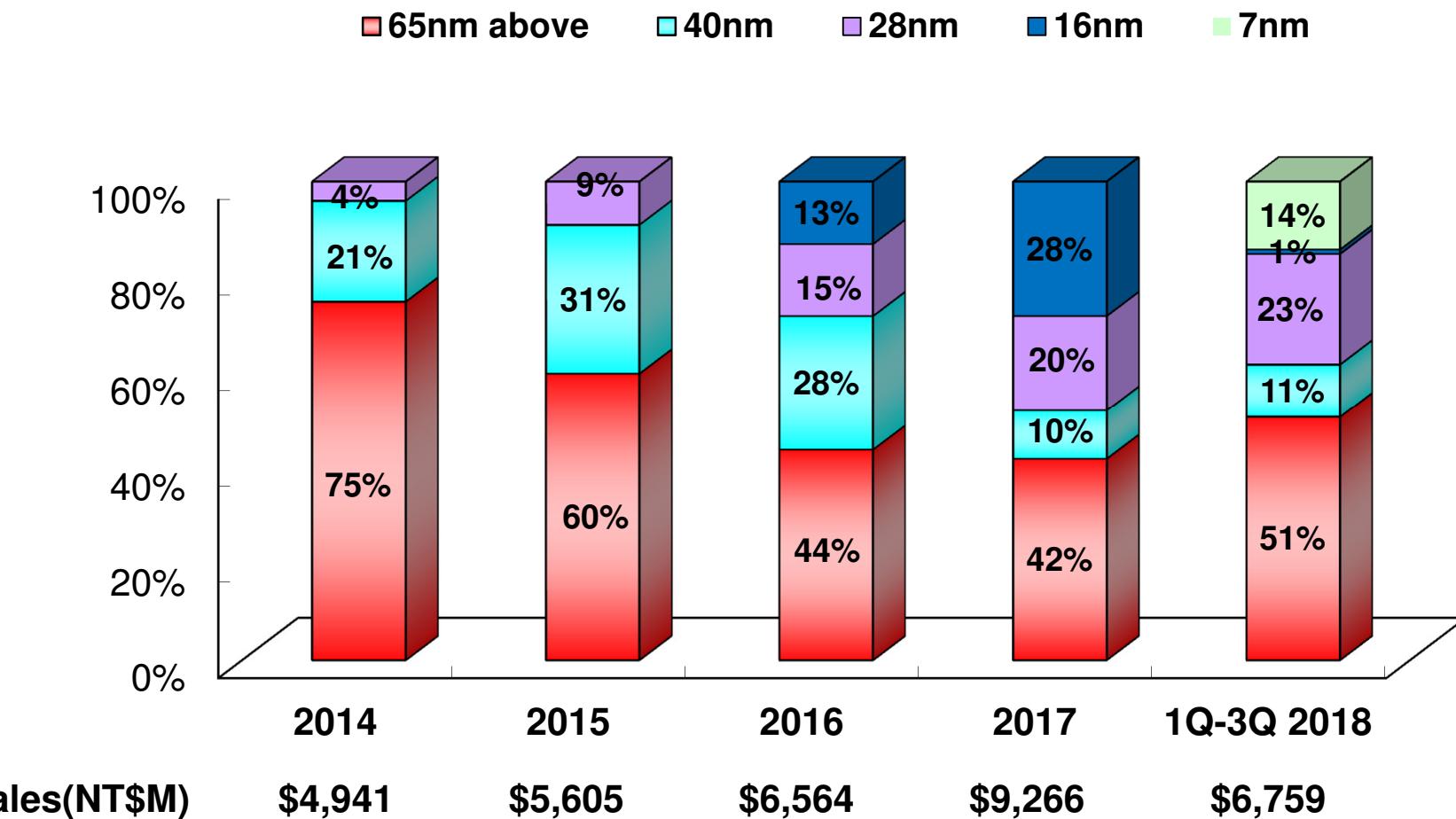
# Annual Sales Breakdown by Technology



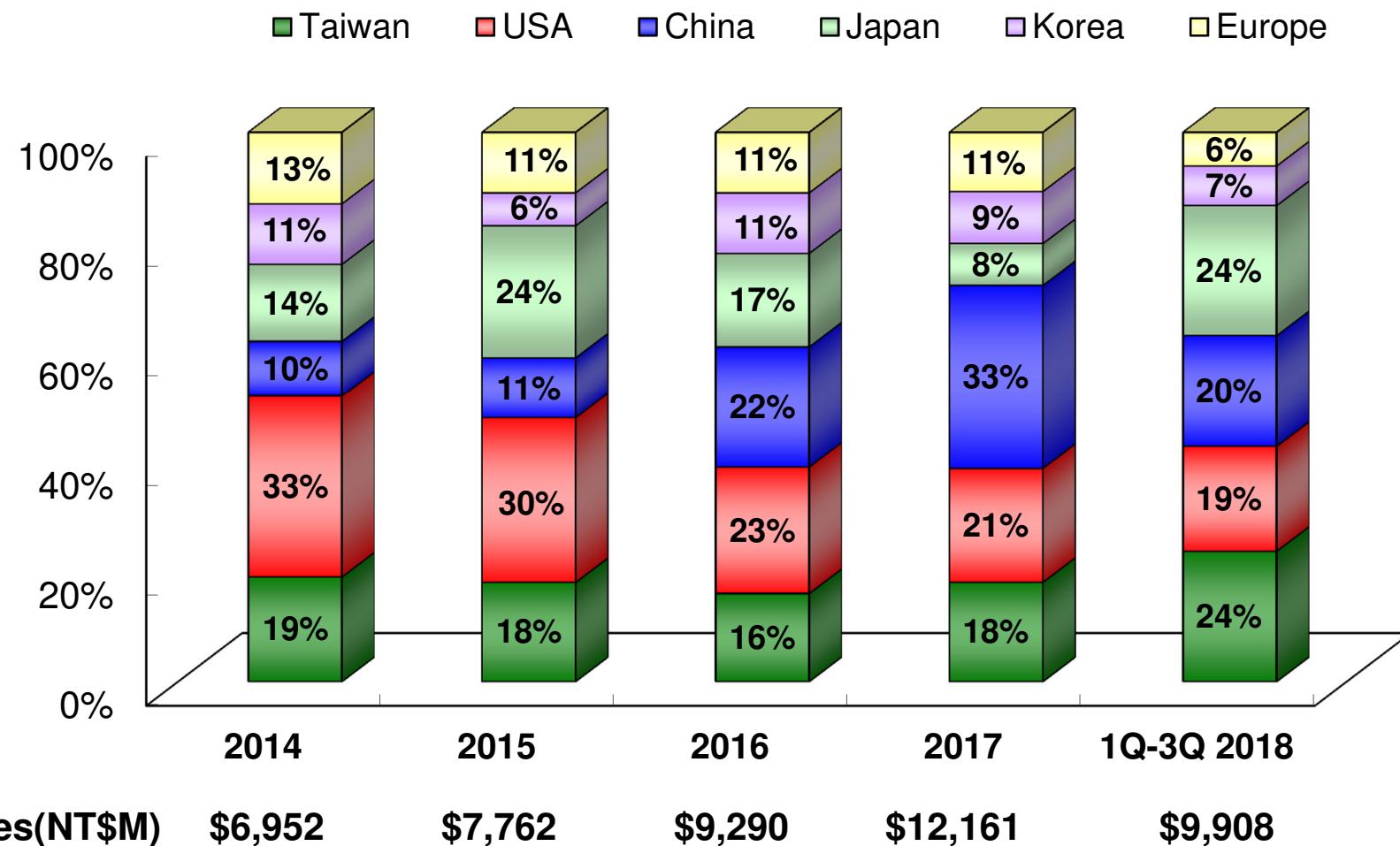
# Annual NRE Breakdown by Technology



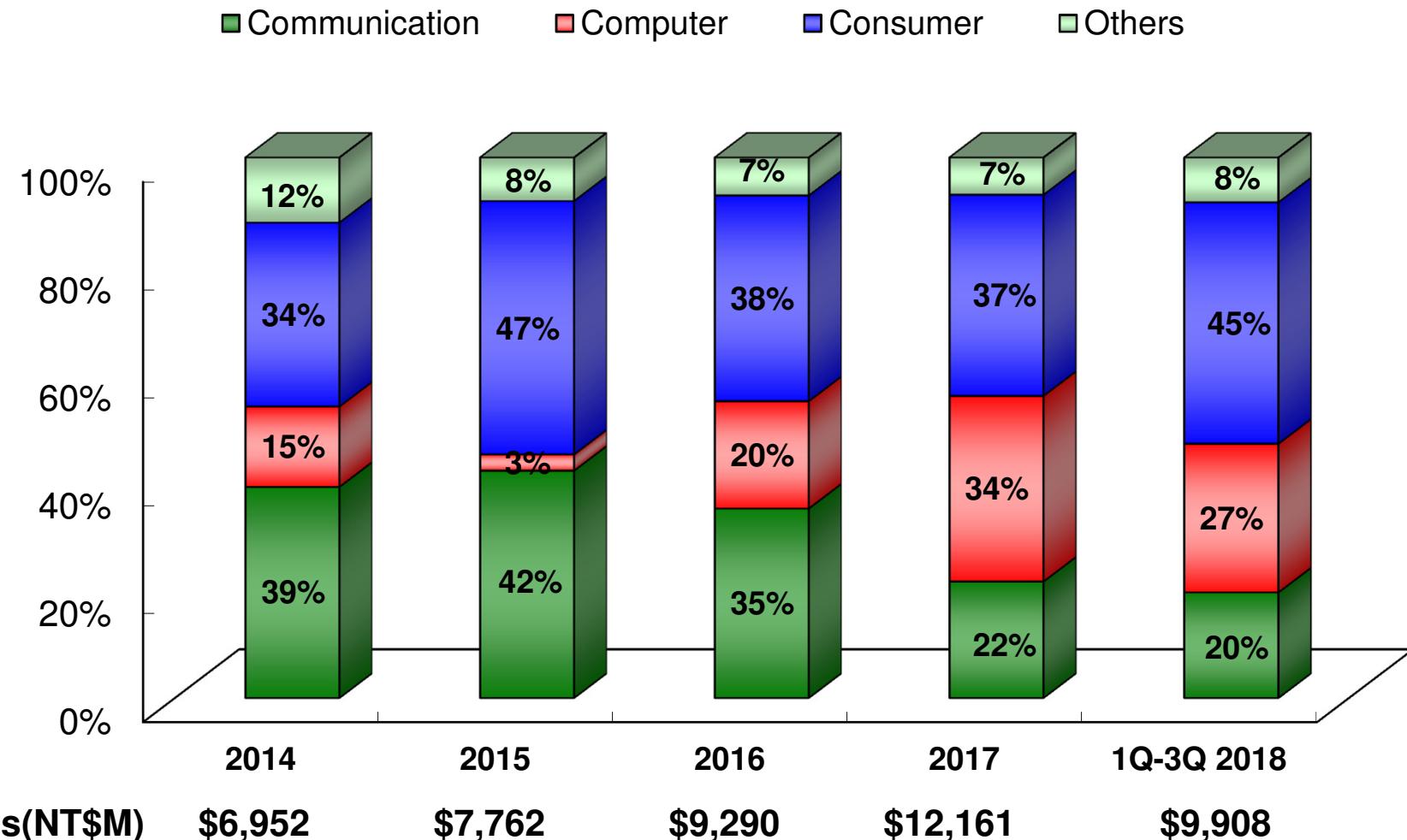
# Annual Turnkey Breakdown by Technology



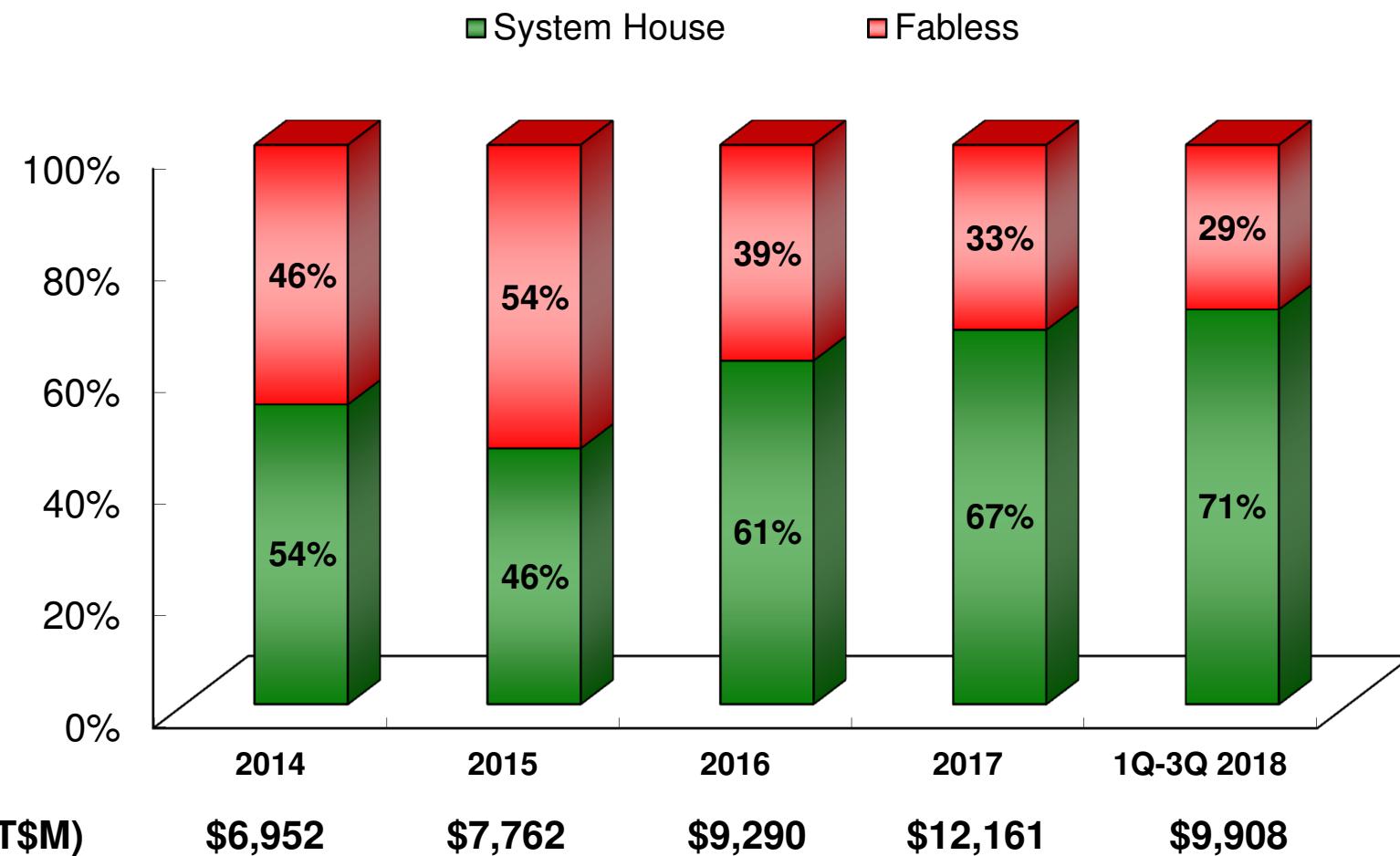
# Annual Sales Breakdown by Region



# Annual Sales Breakdown by Application



# Annual Sales Breakdown by Customer Type



# *Thank you !*



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