



# Global Unichip Corp.

# 2018 Fourth Quarter Results

Feb, 2019



# Agenda

- 4Q18 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.**

# 4Q18 Result Highlights

(Unit: NT\$M)	4Q18	QoQ	3Q18	4Q17	YoY
<b>Revenues</b>	<b>3,552</b>	<b>-9%</b>	<b>3,916</b>	<b>3,639</b>	<b>-2%</b>
<b>Net Income</b>	<b>276</b>	<b>-2%</b>	<b>281</b>	<b>372</b>	<b>-26%</b>
<b>EPS (NT\$)</b>	<b>2.06</b>	<b>-2%</b>	<b>2.09</b>	<b>2.78</b>	<b>-26%</b>
<b>ROE (%)<sup>(1)</sup></b>	<b>6.54</b>		<b>7.10</b>	<b>9.63</b>	

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

# Statements of Comprehensive Income

(Unit: NT\$M)	4Q18	QoQ	3Q18	4Q17	YoY
<b>Revenues</b>					
NRE	3,552	-9%	3,916	3,639	-2%
Turn Key	1,097	10%	999	1,231	-11%
Others	2,409	-15%	2,836	2,317	4%
	46	-43%	81	91	-49%
<b>Gross Margin</b>	<b>985</b>	<b>-10%</b>	<b>1,099</b>	<b>1,106</b>	<b>-11%</b>
%	<b>27.7%</b>		<b>28.1%</b>	<b>30.4%</b>	
SG&A Exp	(158)	-9%	(174)	(174)	-9%
R&D Exp	(553)	-9%	(610)	(507)	9%
<b>Operating Income</b>	<b>274</b>	<b>-13%</b>	<b>315</b>	<b>425</b>	<b>-36%</b>
%	<b>7.7%</b>		<b>8.0%</b>	<b>11.7%</b>	
<b>Non-Operating Items</b>	<b>30</b>		<b>12</b>	<b>(1)</b>	
<b>Income Tax</b>	<b>(28)</b>		<b>(46)</b>	<b>(52)</b>	
<b>Net Income</b>	<b>276</b>	<b>-2%</b>	<b>281</b>	<b>372</b>	<b>-26%</b>
%	<b>7.8%</b>		<b>7.2%</b>	<b>10.2%</b>	
<b>EPS (NT\$)</b>	<b>2.06</b>		<b>2.09</b>	<b>2.78</b>	

# Statements of Comprehensive Income

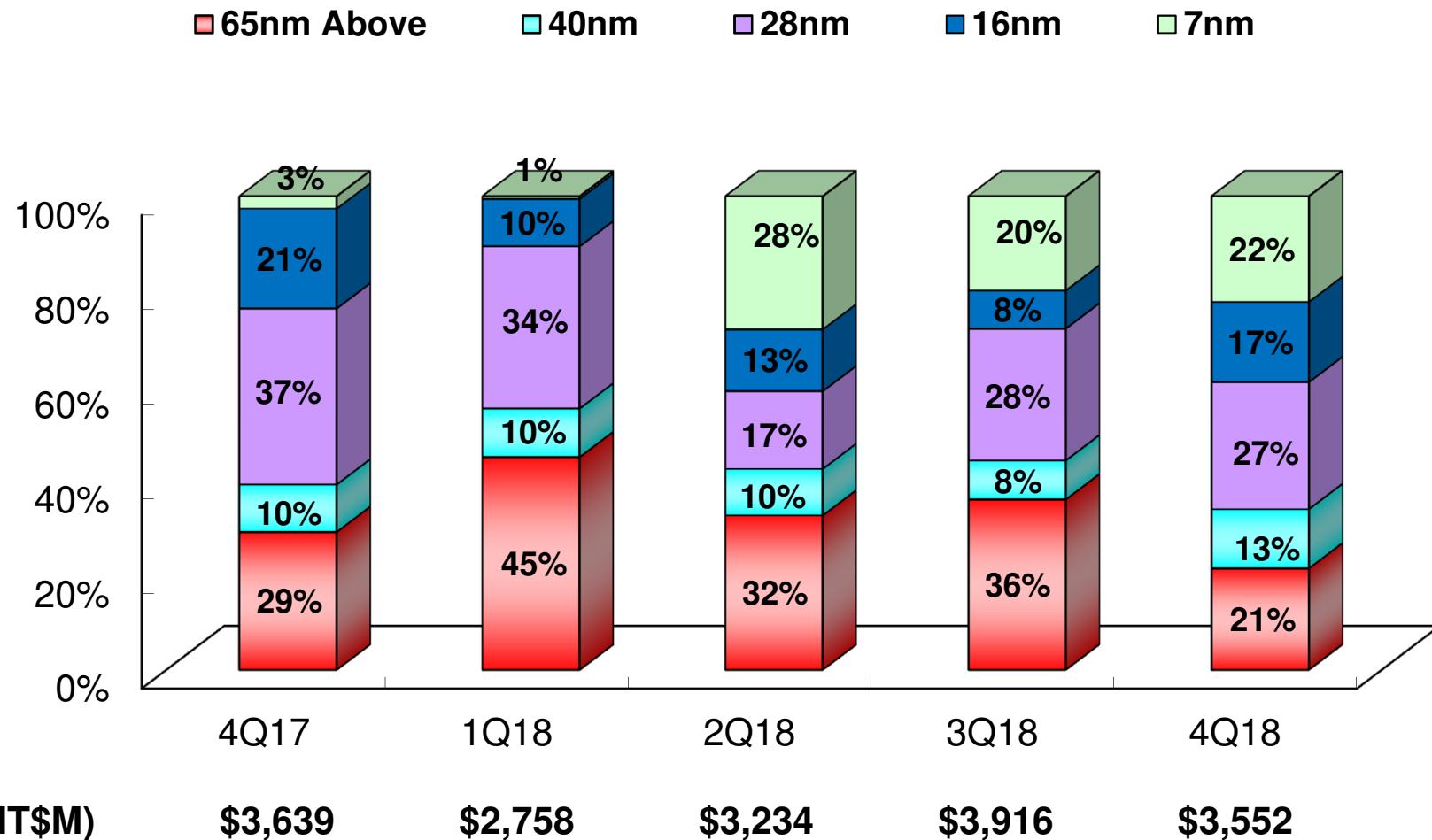
(Unit: NT\$M)	2015		2016		2017		2018	
	Amount	%	Amount	%	Amount	%	Amount	%
<b>Revenues</b>	<b>7,762</b>	<b>12% *</b>	<b>9,290</b>	<b>20% *</b>	<b>12,161</b>	<b>31% *</b>	<b>13,460</b>	<b>11% *</b>
NRE	1,664	22%	2,529	27%	2,642	22%	4,079	30%
Turn Key	5,605	72%	6,564	71%	9,266	76%	9,168	68%
Others	493	6%	197	2%	253	2%	213	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>4,017</b>	<b>29.8%</b>
SG&A Exp	(507)	-6.6%	(571)	-6.1%	(606)	-5.0%	(647)	-4.8%
R&D Exp	(1,125)	-14.5%	(1,196)	-12.9%	(1,628)	-13.3%	(2,274)	-16.9%
<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>1,096</b>	<b>8.1%</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>39</b>	<b>0.3%</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>(147)</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>988</b>	<b>7.3%</b>
<b>EPS (NT\$)</b>	<b>3.69</b>		<b>4.11</b>		<b>6.38</b>		<b>7.37</b>	

\* YoY revenue growth rate

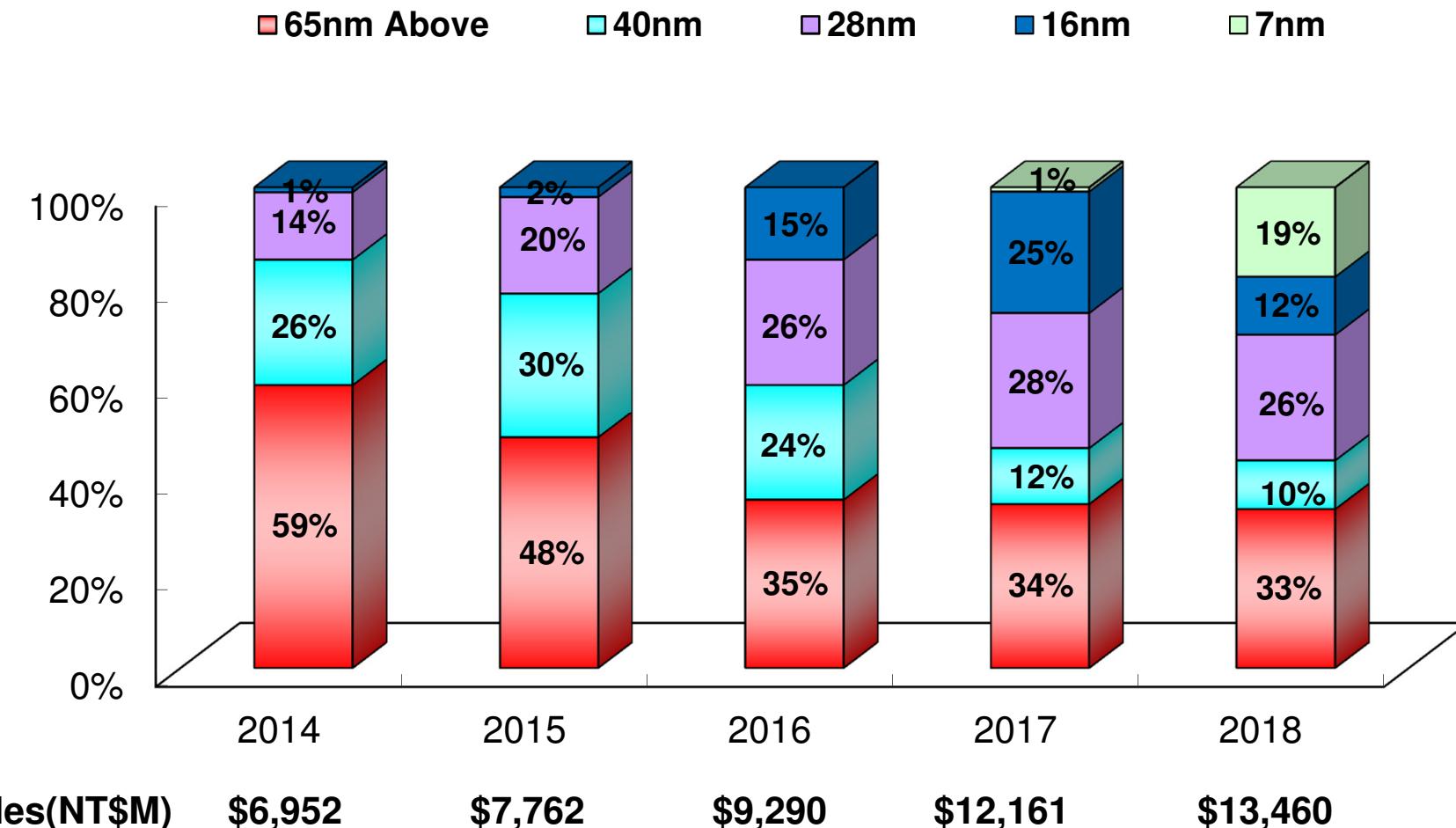


# Business Update

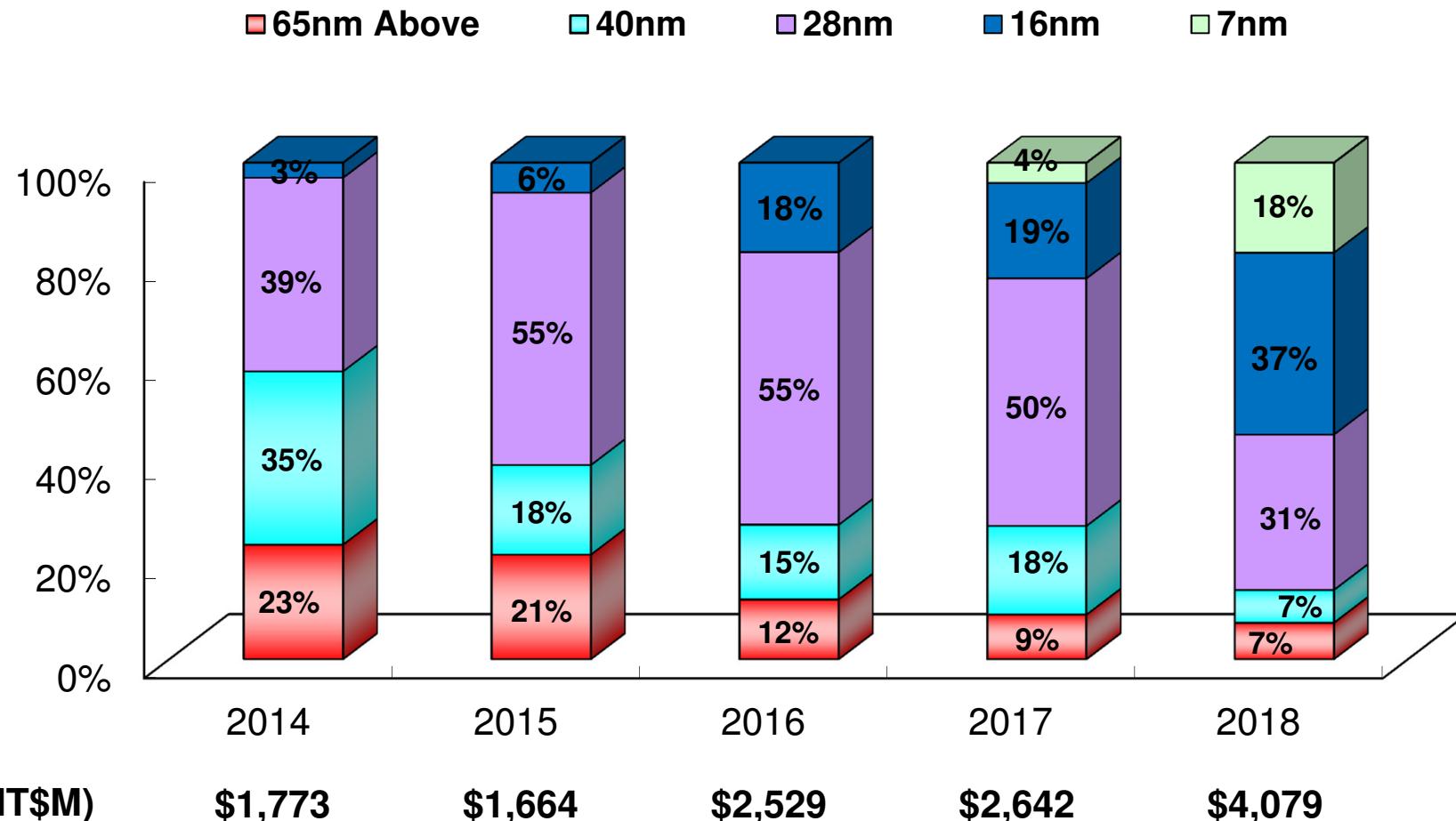
# Quarterly Sales Breakdown by Technology



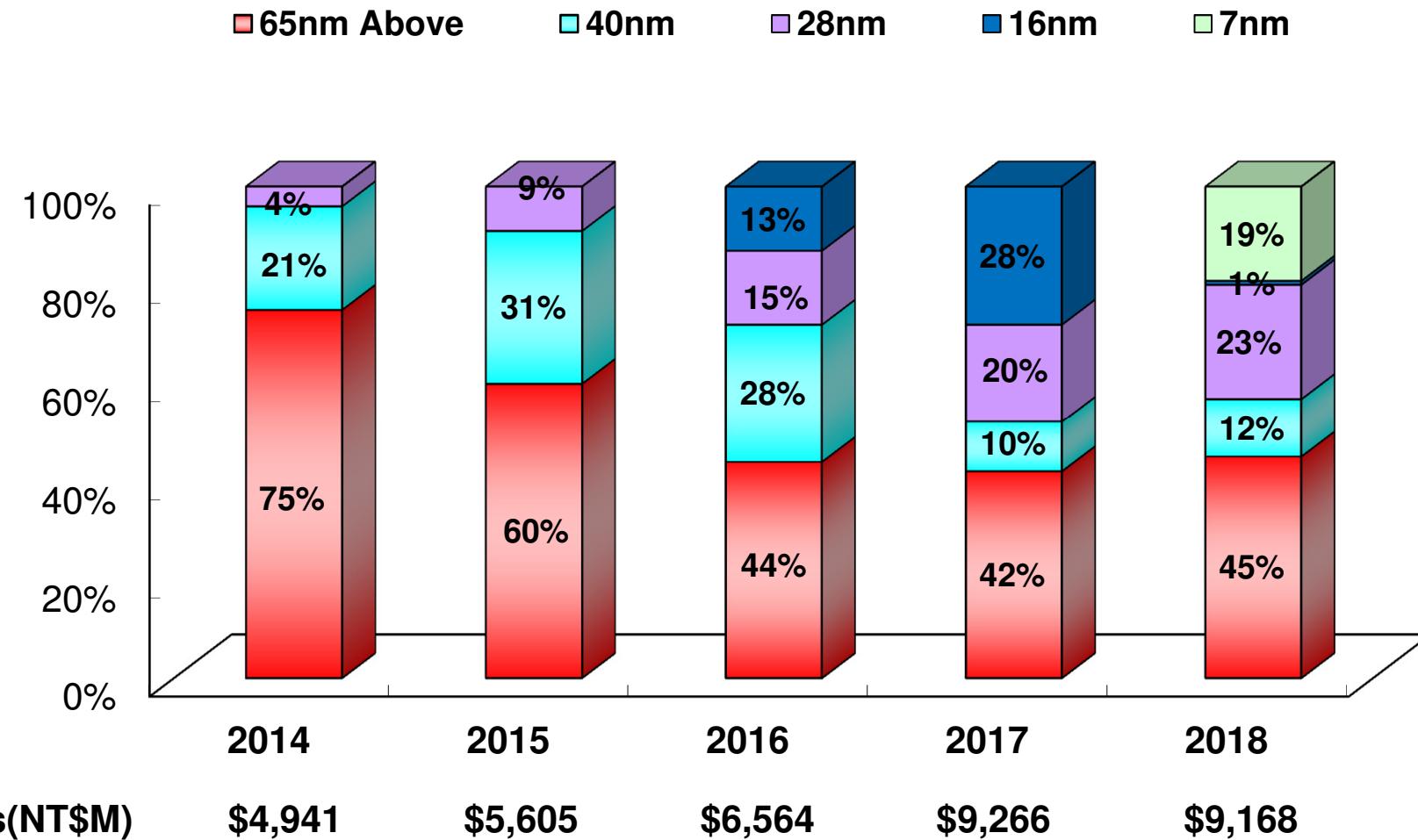
# Annual Sales Breakdown by Technology



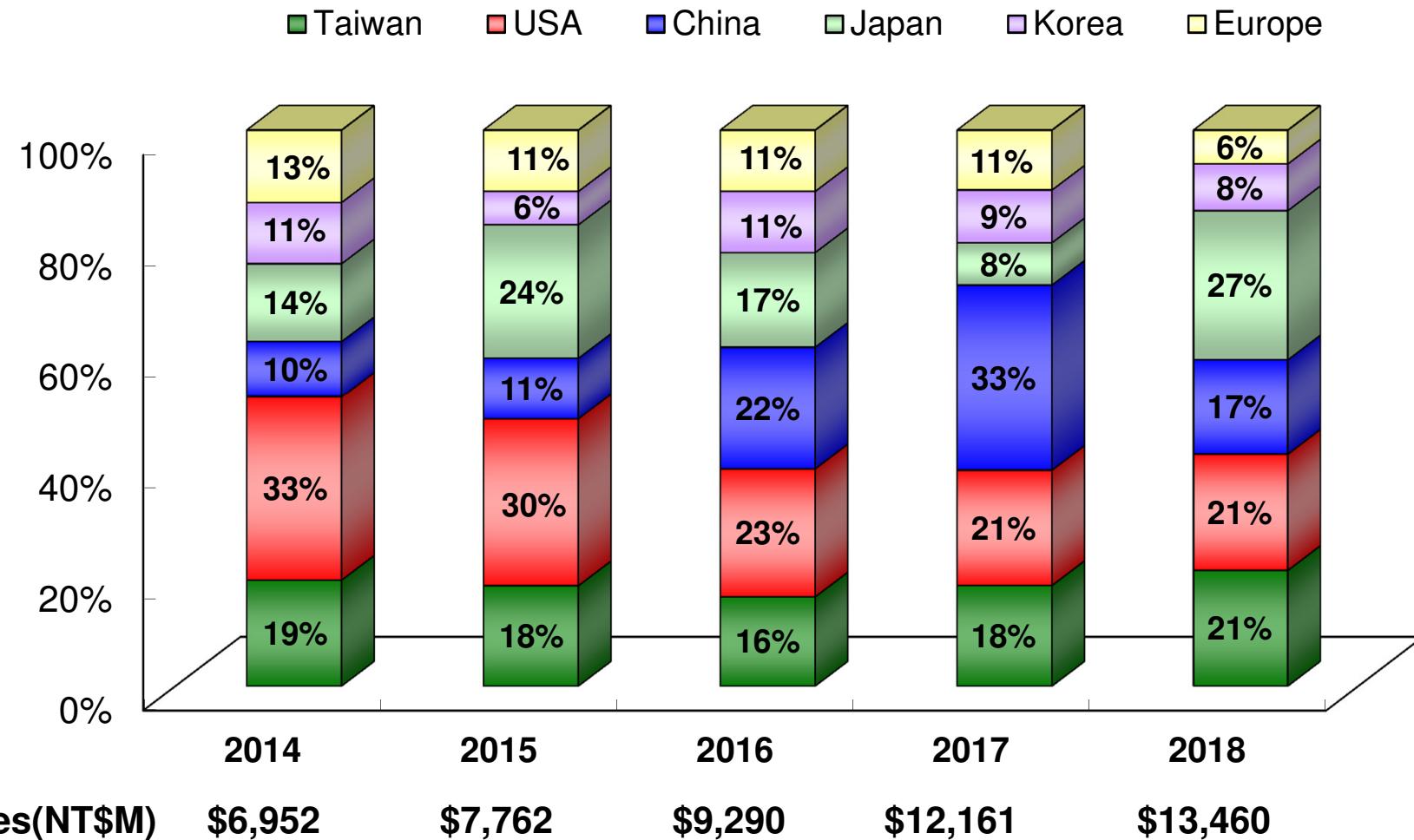
# Annual NRE Breakdown by Technology



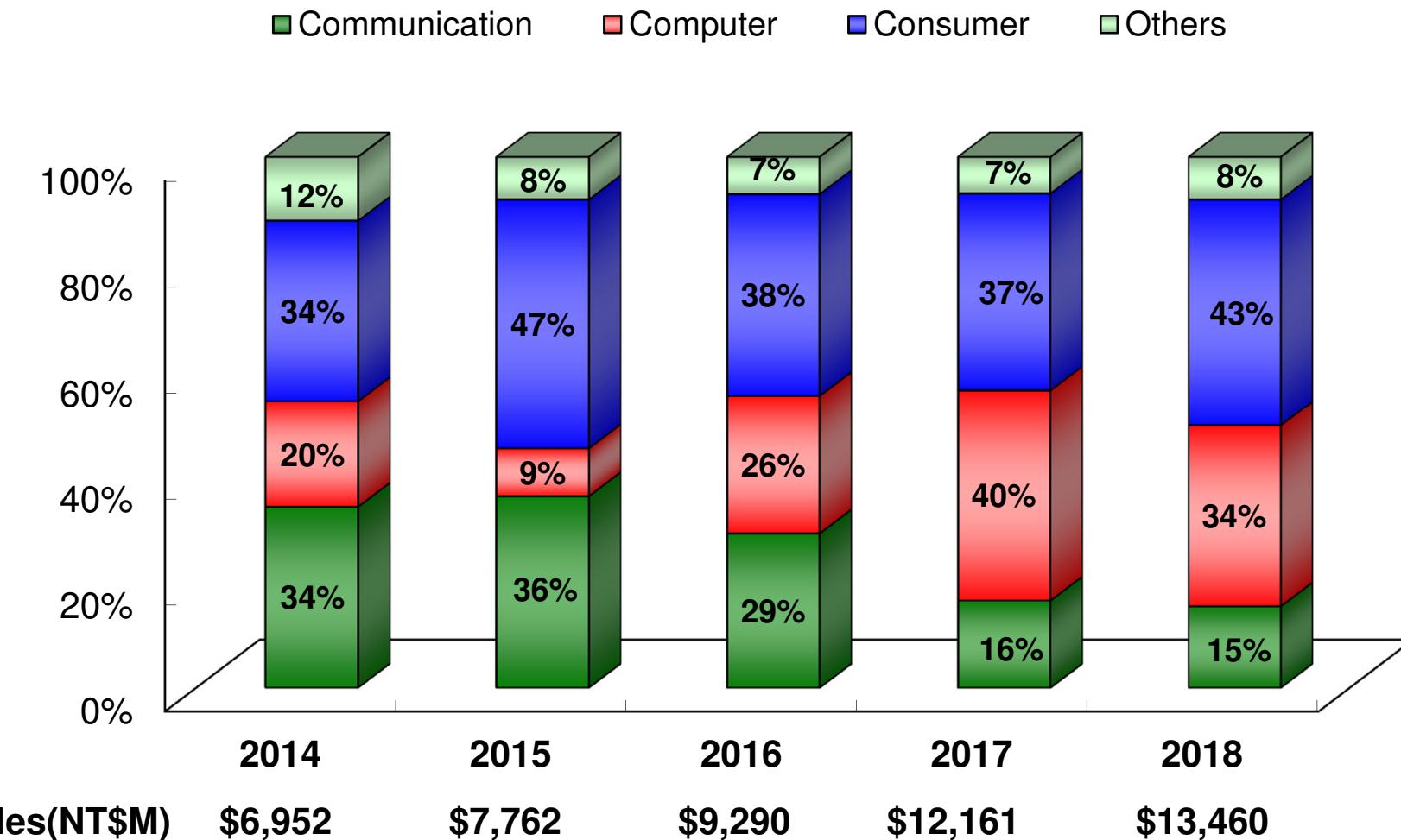
# Annual Turnkey Breakdown by Technology



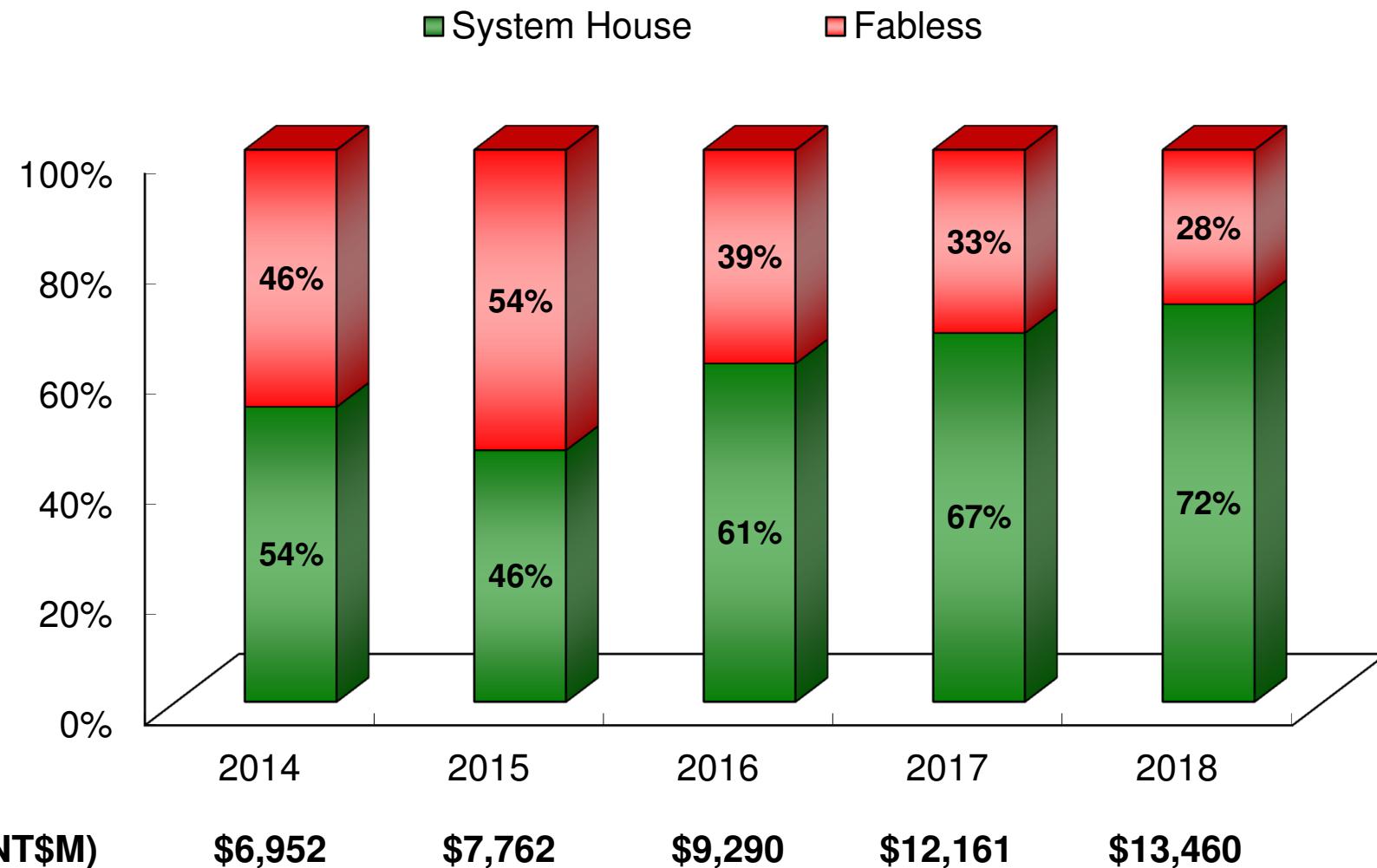
# Annual Sales Breakdown by Region



# Annual Sales Breakdown by Application



# Annual Sales Breakdown by Customer Type



# *Thank you !*



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

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