

Malaysian Pacific Industries Berhad Investors' Briefing

Q4 FY18

DIFFERENTIATION THROUGH INNOVATION



 **Carsem**
A Member of the Hong Leong Group

Differentiation
Thru Innovation





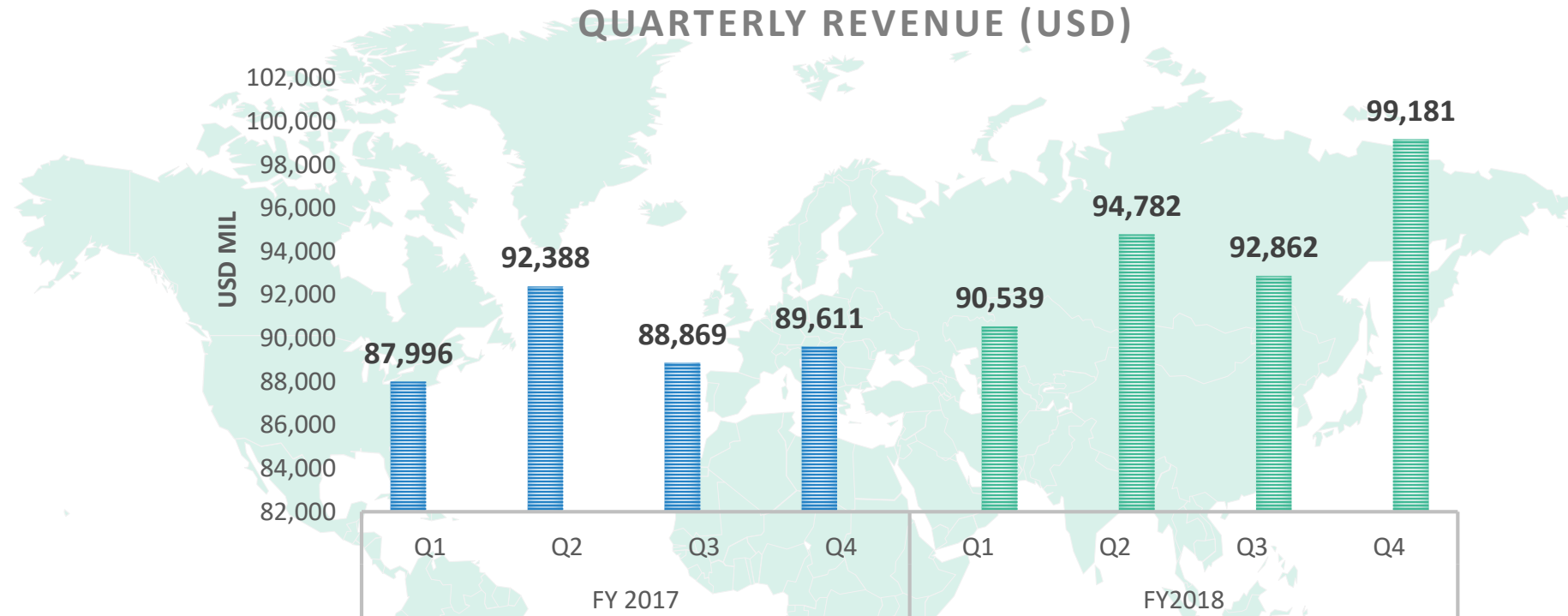
Q4 FY18 SUMMARY

REVENUE	Sequential Revenue UP 7% (USD), 7% (RM)	↑
PAT	Q4 PAT higher by 50% Vs Q3 to close at RM48.1M	↑
PORTFOLIO TRANSFORMATION	Portfolio rationalization in Q4, where low margin products are being replaced with products of high margin such as sensors.	↑
CHALLENGES	Over the previous Quarter, Commodity material prices have increased (Gold +9.3% & Copper +10.9%)	
EPS	Q4 EPS at 20.55c vs 13.68c of Q3	↑
DIVIDEND	FY1718 Div 29 sen > FY1617 Div 27 sen	↑
CASH	Net cash increased to RM573M vs RM554M of Q3	↑
SEGMENTS	Automotive segment is strengthening; Automotive (30%); Industrial (25%); Consumer (35%)	↑





REVENUE BY QUARTER



MPI saw 11% growth in Q4 2018 Vs Q4 2017

MPI grew 7% from Q3 to Q4 in FY 2018

MPI up by 5% from FY 2017 to FY 2018





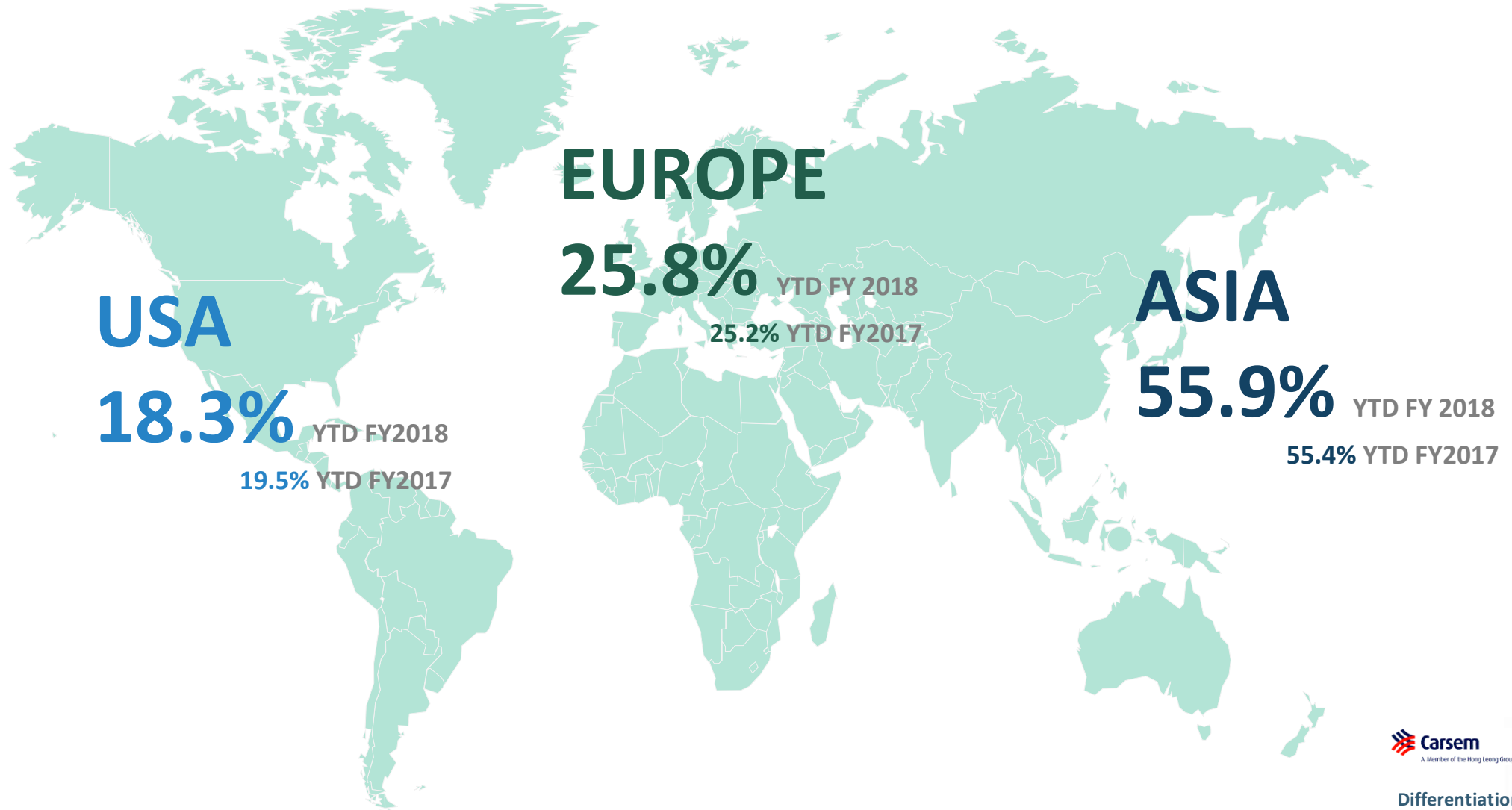
MPI GROUP RESULTS AT A GLANCE

	Q4 FY18	Q3 FY18	Q4 FY17	Q4 vs Q3	Q4 vs Q4	YTD FY18	YTD FY17	YoY
	RM mil	RM mil	RM mil	%	%	RM mil	RM mil	%
Revenue	393.1	366.3	389.1	7%	1%	1542.3	1544.5	-0.1%
PAT	48.1	31.7	48.7	52%	-1%	172.4	218.7	-21%
PATAMI	39.0	26.0	40.0	50%	-2%	142.5	177.9	-20%
EPS (sen)	20.55	13.68	21.06	50%	-2%	74.99	93.68	-20%
EBITDA %	25%	23%	27%			25%	29%	
Capex	24.5	56.2	34.3	-56%	-28%	170.7	129.0	32%
Dividend	38	0	38			58	54	
Net Cash	572.6	554.3	443.8			572.6	443.8	
EDR	100 : 0	100 : 0	100 : 0			100 : 0	100 : 0	
ROSF	3.5%	2.3%	4.1%			12.7%	18.2%	





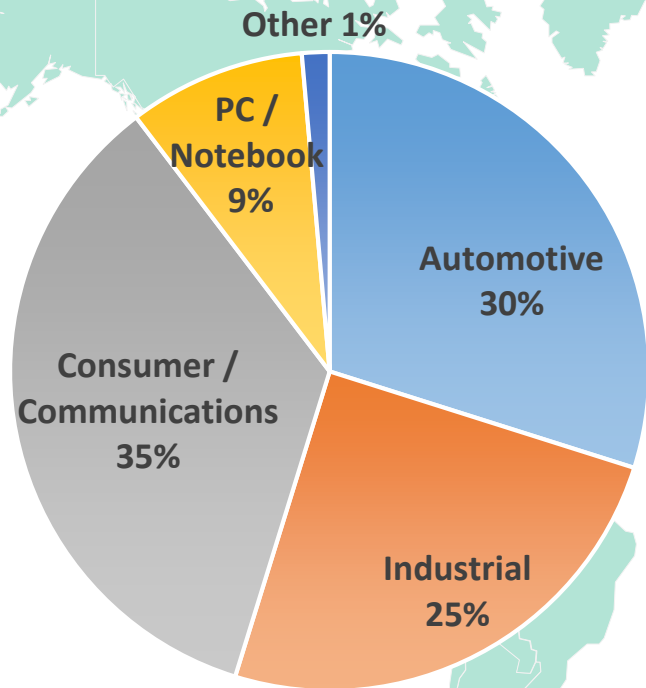
MPI GROUP – REVENUE BY GEOGRAPHICAL LOCATION OF CUSTOMERS



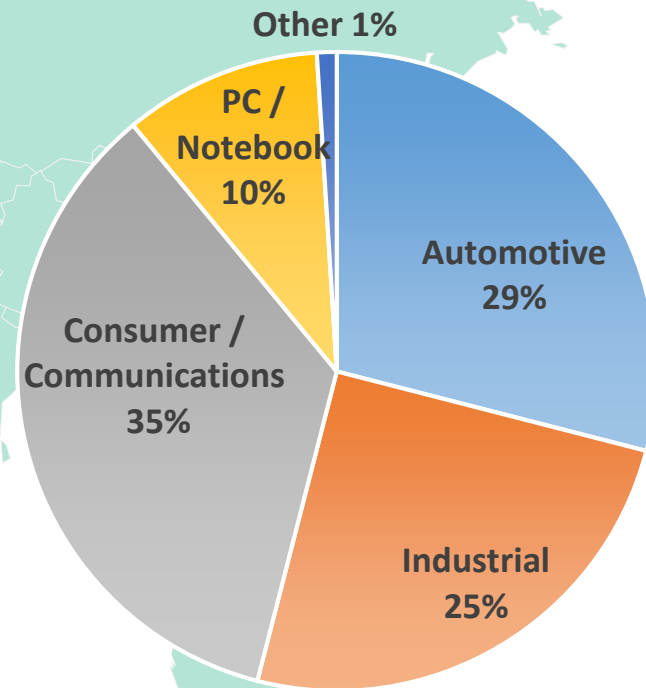


REVENUE BY END USER MARKET

REVENUE BY END USER MARKET Q4 FY18

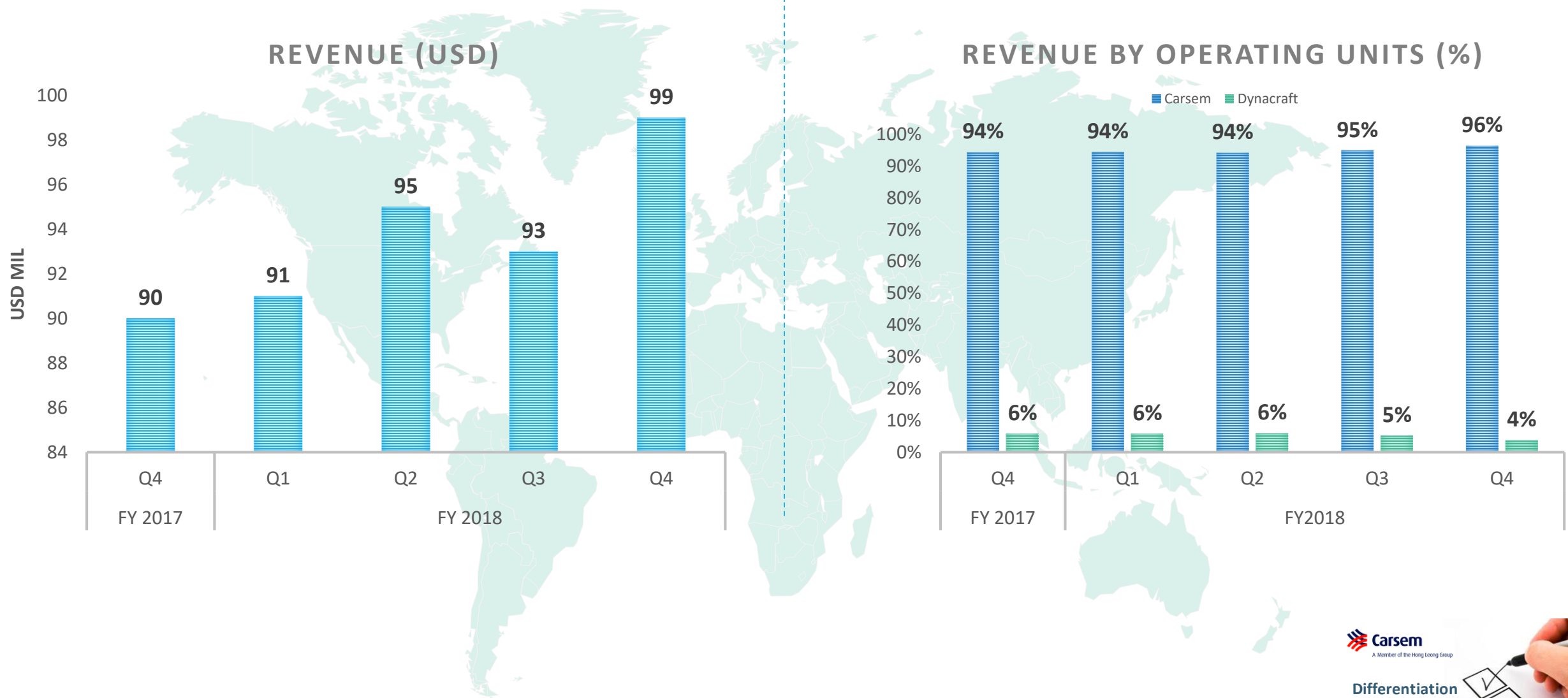


REVENUE BY END USER MARKET Q3 FY18





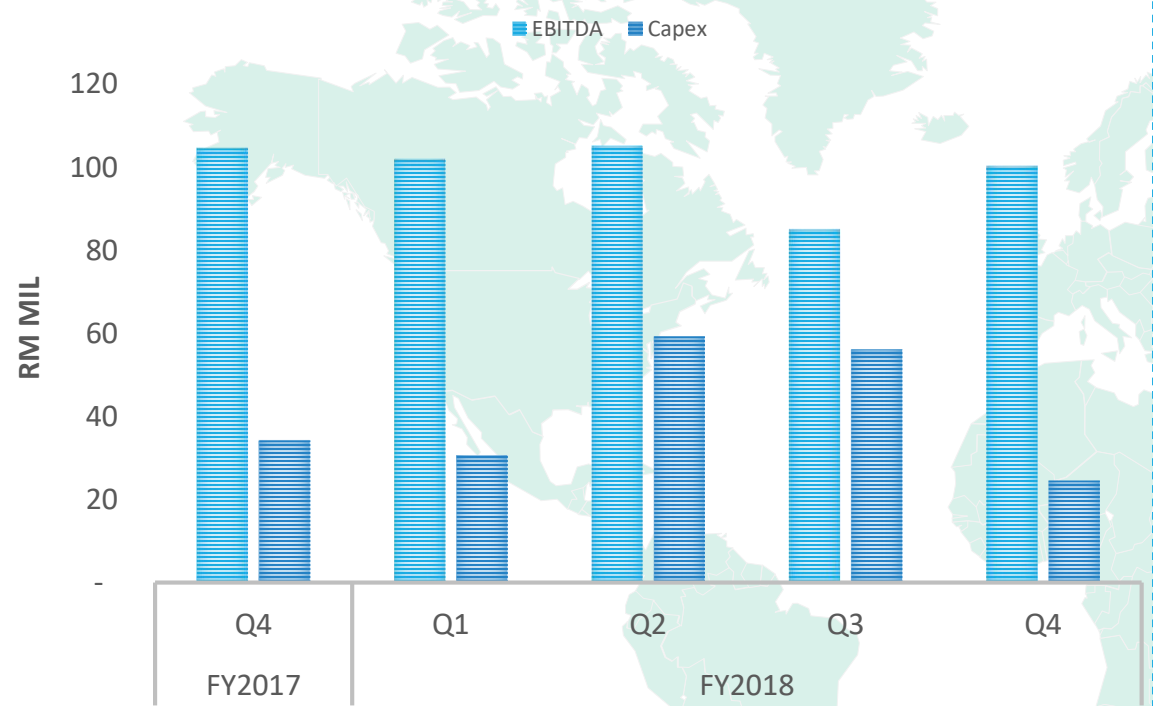
MPI GROUP – REVENUE BY OPERATING UNITS



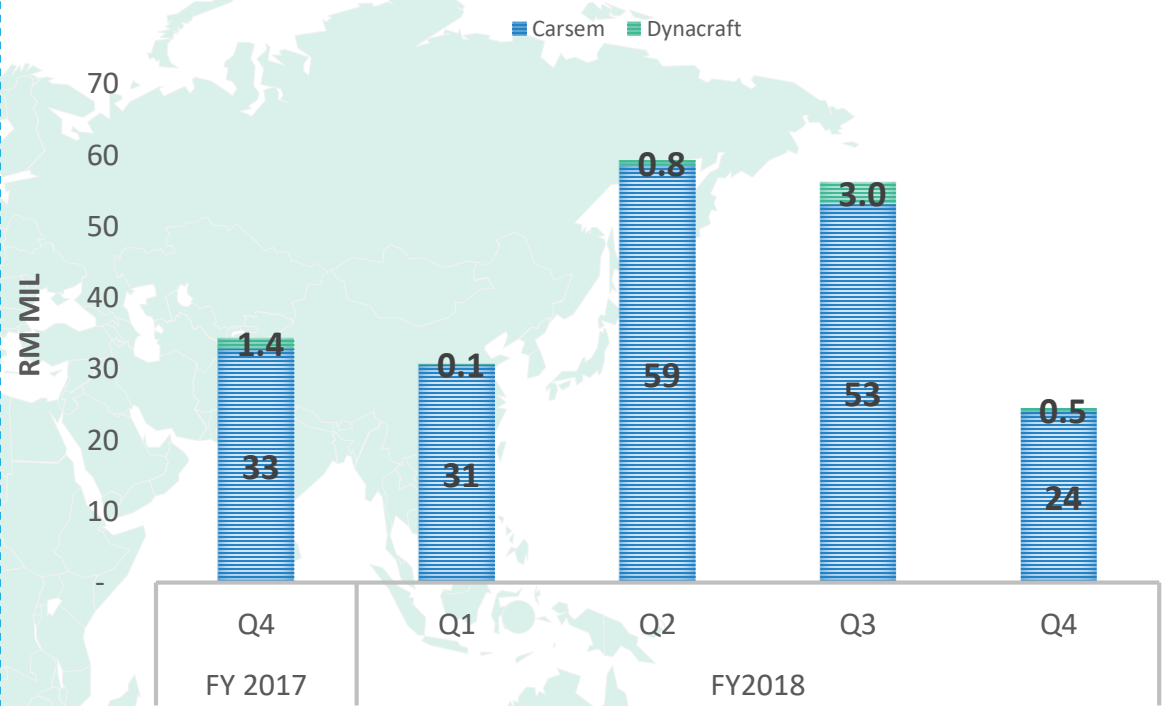


MPI GROUP – CAPEX

MPI EBITDA VS CAPEX (RM M)



MPI CAPEX





CARSEM – BUSINESS UNITS

M



Automotive

SOIC

MICRO

MSU

S



Industrial

PMG

MLP

TEST

SZ



Automotive & Consumer

TVS

MLP

Cu CLIP

LGA

FC





SUMMARY

- ✓ Portfolio Transformation is underway where products with weak margins are being replaced by high margin products
- ✓ Automotive segment is strengthening and we are seeing positive traction
- ✓ Increasing automation to drive higher quality, investing in Industrial 4.0 starting with MEMS Sensors
- ✓ Introducing new products in key segments – Automotive (SENSORS) & Servers
- ✓ Battling external challenges of Fx and rising commodity metal prices
- ✓ Dynacraft's QFN lead-frame business outlook remains positive
- ✓ Net Cash (RM573M for investment & M&A)





THANK YOU!





MPI GROUP - VISION

GLOBALLY PREFERRED OSAT PARTNER FOR AUTOMOTIVE



- ACQUIRING CAPABILITIES
- UPSTREAM BUSINESSES
- MIS SIP/MCM CAPABLE WITH MIS

EXISTING CAPABILITIES	ACQUIRING TECHNOLOGIES
Basic MEMS testing	FO-WLP
Room Temp Strip Testing	Module level assembly capable
MIS (single & Multi Die)	Thermal material (>100 W/mK)
Thermal material (40mW/K)	2.5D & 3D Packaging capability
Cavity Package (Pre-molded)	Cavity Package (Film Insert mold)
Automotive grade 0 capability	Tri-Temp Automotive Strip Test
	New Automotive requirement (AEQ100-06 & higher temp)



GLOBALLY PREFERRED OSAT PARTNER FOR AUTOMOTIVE

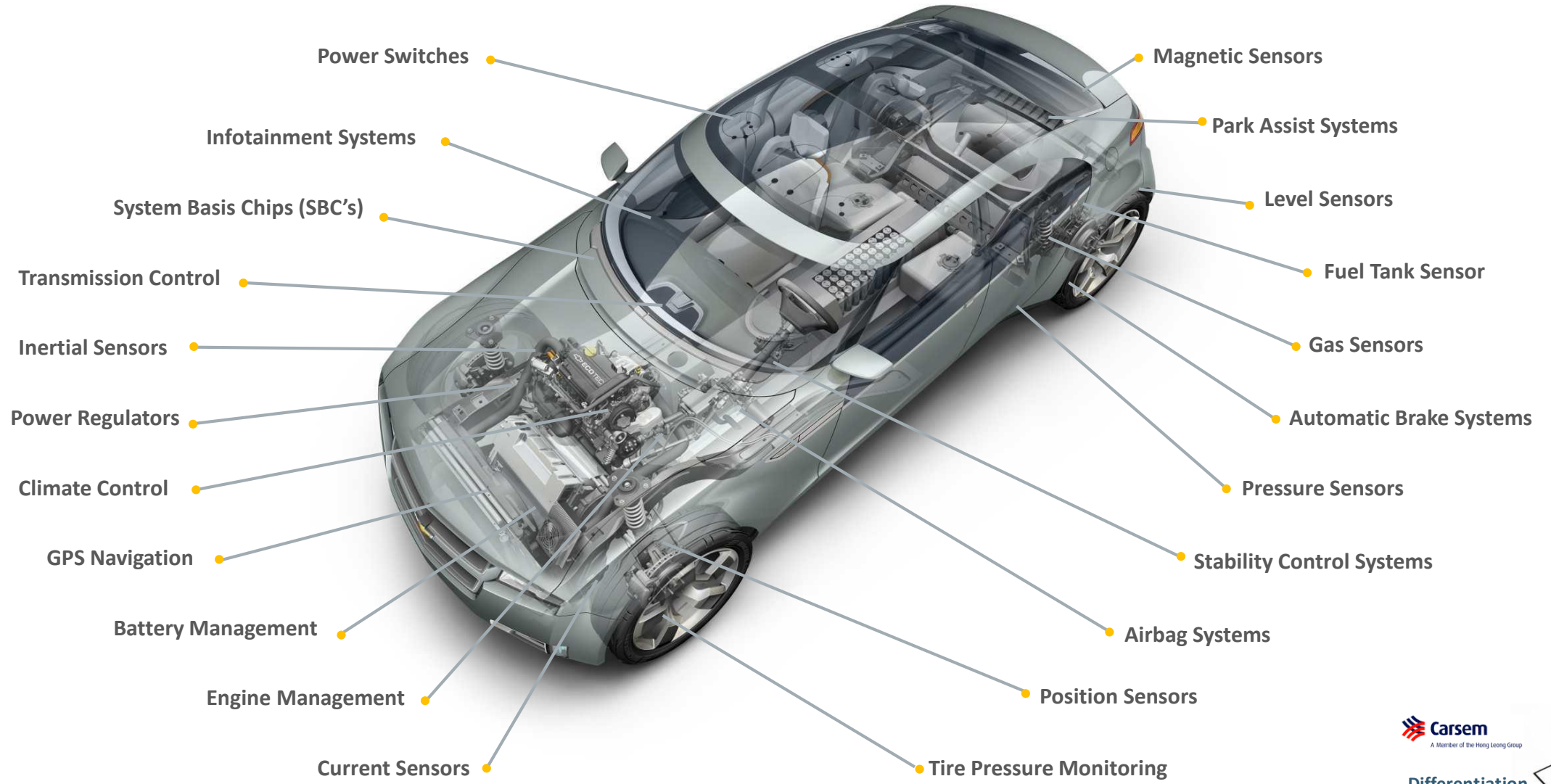


Differentiation Thru Innovation



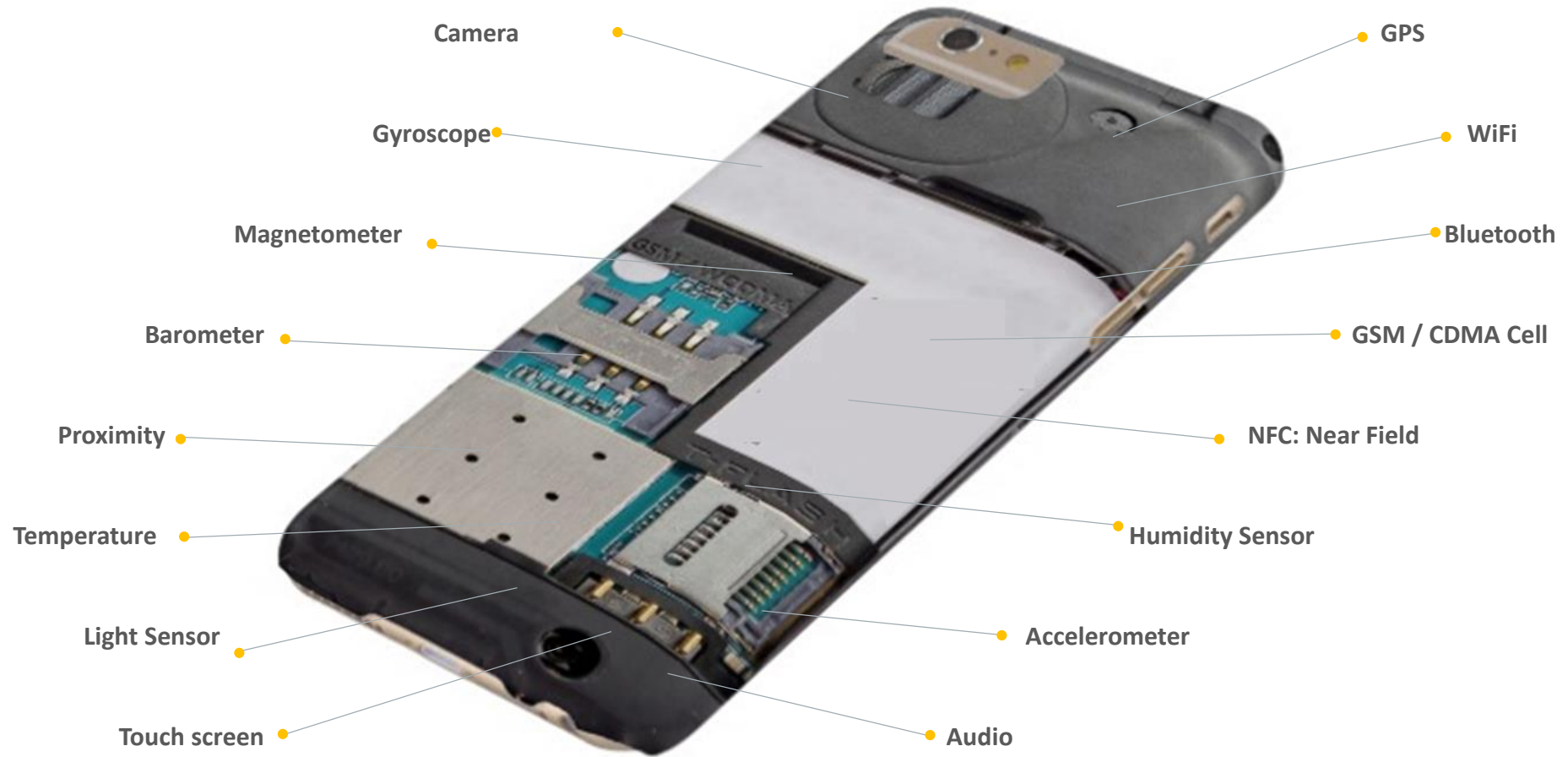


CARSEM IN AUTOMOTIVE – APPLICATION & SYSTEM INVOLVEMENT





CARSEM IN COMMUNICATION



Carsem Participates in these areas

- Devices that can be found in both “Fan In” & “Fan Out” WLP
- Devices that can be found in both Fan Out” WLP & “Flip Chip”
- Devices that can be found in both WLP or “Flip Chip”



Differentiation
Thru Innovation





CARSEM – SENSORS USED IN SERVER SYSTEMS / IT ROOMS

Temperature

Humidity

Liquid Detection

Locks



Vibration

Door contact

Smoke Detection

Alarm

