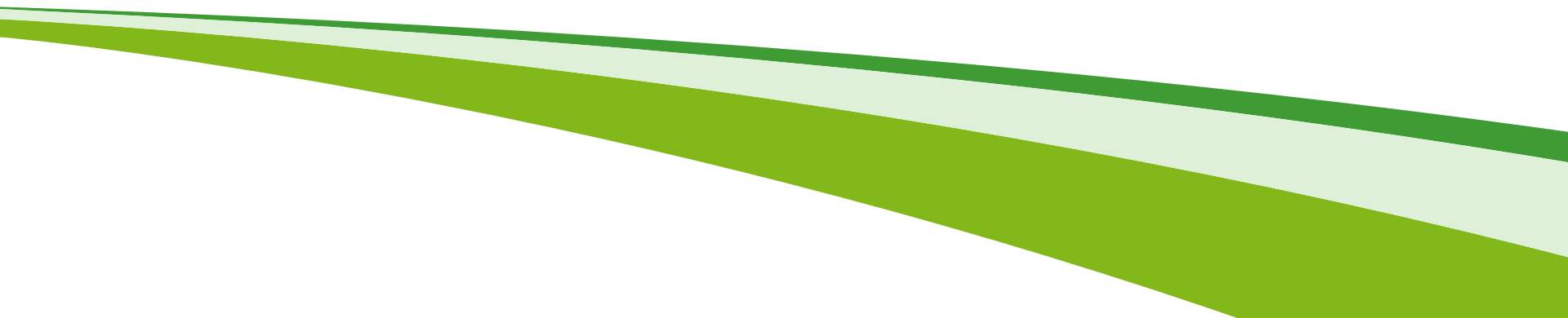




# 2016 Second Quarter Earnings

August 2016



# Disclaimer

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# Statements of Comprehensive Income – 2Q 2016

(NT\$ million)	2Q16		1Q16		QoQ Change	2Q15		YoY Change
<b>Revenue</b>	<b>56,162</b>	<b>100.0%</b>	<b>56,316</b>	<b>100.0%</b>	<b>-0.3%</b>	<b>60,206</b>	<b>100.0%</b>	<b>-6.7%</b>
<b>Realized Gross Profit</b>	<b>5,400</b>	<b>9.6%</b>	<b>6,671</b>	<b>11.8%</b>	<b>-19.0%</b>	<b>6,318</b>	<b>10.5%</b>	<b>-14.5%</b>
Operating Expenses	5,724	10.2%	5,919	10.5%	-3.3%	5,478	9.1%	4.5%
<b>Operating Income</b>	<b>(279)</b>	<b>-0.5%</b>	<b>866</b>	<b>1.5%</b>	<b>-</b>	<b>890</b>	<b>1.5%</b>	<b>-</b>
Non-Operating Income	1,054	1.9%	(789)	-1.4%	-	(856)	-1.4%	-
<b>Profit Before Tax</b>	<b>775</b>	<b>1.4%</b>	<b>77</b>	<b>0.1%</b>	<b>907.3%</b>	<b>34</b>	<b>0.1%</b>	<b>2172.7%</b>
<b>Profit After Tax</b>	<b>538</b>	<b>1.0%</b>	<b>46</b>	<b>0.1%</b>	<b>1067.9%</b>	<b>2</b>	<b>0.0%</b>	<b>21904.4%</b>
<b>EPS (NT\$)</b>	<b>0.18</b>		<b>0.02</b>			<b>0.0008</b>		

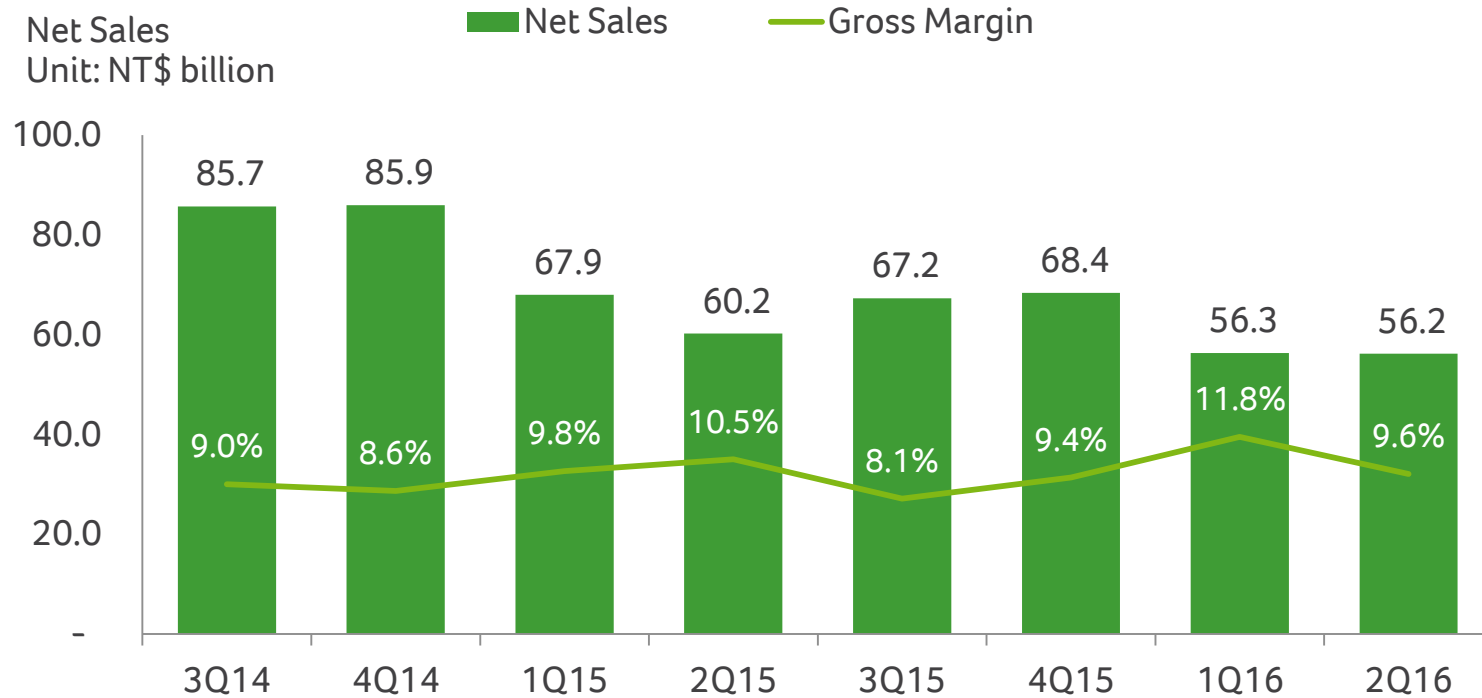
Note: Realized Gross Profit includes warranty

# Statements of Comprehensive Income – 1H 2016

(NT\$ million)	1H 2016		1H 2015		YoY Change
<b>Revenue</b>	<b>112,478</b>	<b>100.0%</b>	<b>128,153</b>	<b>100.0%</b>	<b>-12.2%</b>
<b>Realized Gross Profit</b>	<b>12,072</b>	<b>10.7%</b>	<b>12,981</b>	<b>10.1%</b>	<b>-7.0%</b>
Operating Expenses	11,643	10.4%	11,869	9.3%	-1.9%
<b>Operating Income</b>	<b>588</b>	<b>0.5%</b>	<b>1,194</b>	<b>0.9%</b>	<b>-50.8%</b>
Non-Operating Income	264	0.2%	(826)	-0.6%	-
<b>Profit Before Tax</b>	<b>852</b>	<b>0.8%</b>	<b>368</b>	<b>0.3%</b>	<b>131.6%</b>
<b>Profit After Tax</b>	<b>585</b>	<b>0.5%</b>	<b>176</b>	<b>0.1%</b>	<b>232.6%</b>
<b>EPS (NT\$)</b>	<b>0.19</b>		<b>0.06</b>		

Note: Realized Gross Profit includes warranty

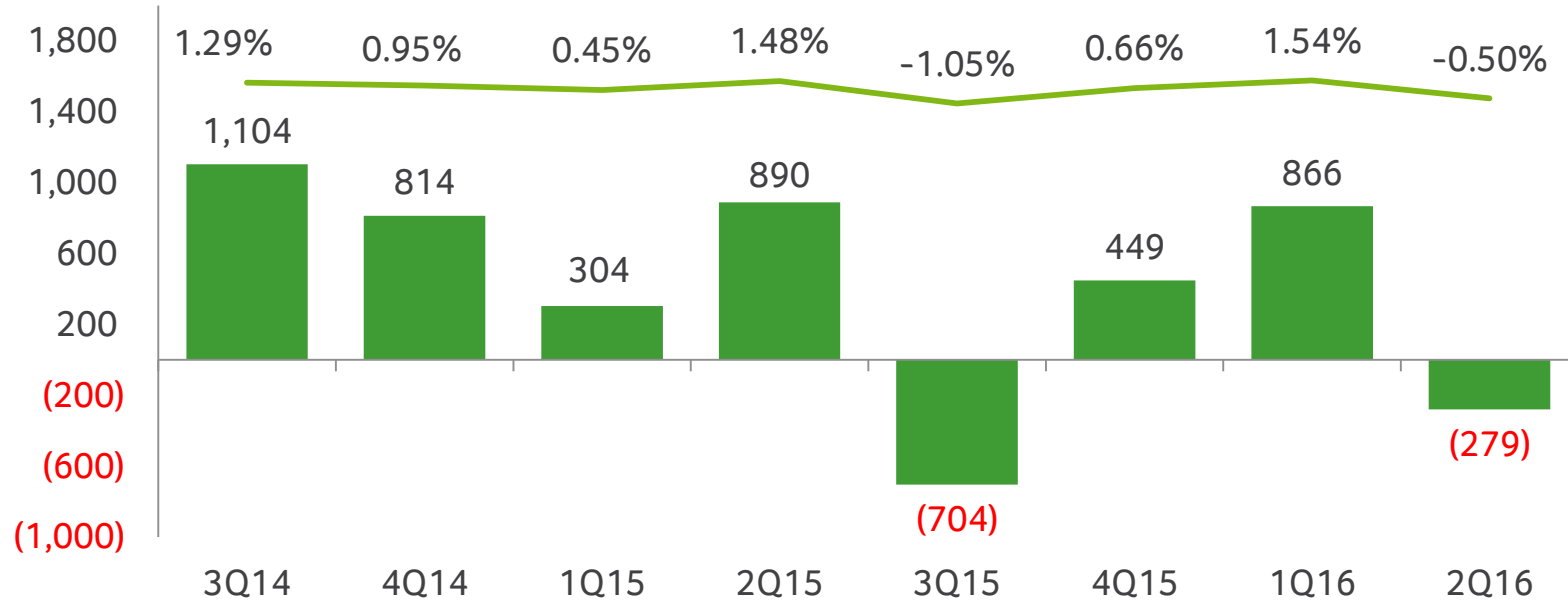
# Net Sales and Gross Margin Trend



# Operating Income and Operating Margin Trend

Operating Income  
Unit: NT\$ million

■ Operating Income    — Operating Margin



# Consolidated Balance Sheet

(新台幣 百萬元)	Jun-16		Mar-16		Jun-15	
現金與約當現金	41,667	26%	39,199	25%	36,401	22%
應收帳款與應收票據	42,389	27%	42,990	28%	48,425	29%
存貨	29,589	19%	30,114	19%	38,932	23%
長期投資	4,126	3%	3,887	2%	3,552	2%
淨固定資產	4,597	3%	4,739	3%	4,989	3%
無形資產	25,577	16%	25,890	17%	25,712	15%
其他資產	4,325	3%	4,033	3%	3,996	2%
<b>資產總計</b>	<b>157,770</b>	<b>100%</b>	<b>155,818</b>	<b>100%</b>	<b>167,564</b>	<b>100%</b>
短期借款	20	0%	8,814	6%	9,998	6%
應付帳款	35,687	23%	31,886	20%	42,238	25%
<b>流動負債總計</b>	<b>84,568</b>	<b>54%</b>	<b>87,223</b>	<b>56%</b>	<b>99,512</b>	<b>59%</b>
長期借款	6,000	4%	-	-	1,800	1%
<b>負債總計</b>	<b>93,870</b>	<b>59%</b>	<b>90,541</b>	<b>58%</b>	<b>104,379</b>	<b>62%</b>
<b>股東權益*總計</b>	<b>63,901</b>	<b>41%</b>	<b>65,277</b>	<b>42%</b>	<b>63,185</b>	<b>38%</b>

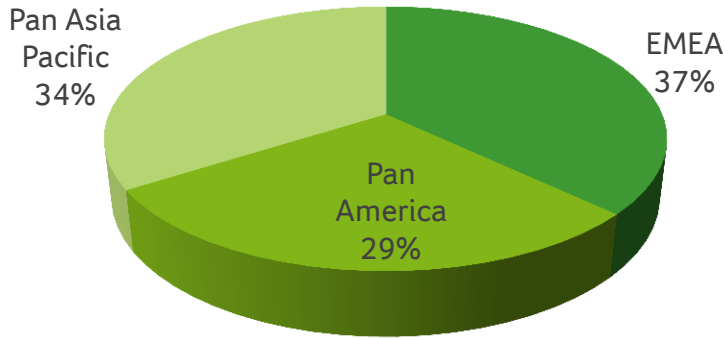
Notes:

1. Total outstanding common shares: 3,034,256,538 shares; Book value per share NT\$ 21.1
2. Total Shareholders' Equity includes Non-Controlling Interests

# Quarterly Revenue Breakdown by Geography

## IT Hardware Product in Q2 2016

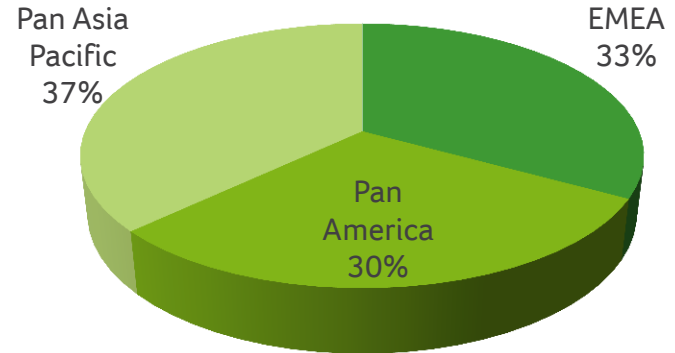
■ EMEA   ■ Pan America   ■ Pan Asia Pacific



**NT\$ 53,065 Million**

## IT Hardware Product in Q2 2015

■ EMEA   ■ Pan America   ■ Pan Asia Pacific



**NT\$ 57,037 Million**

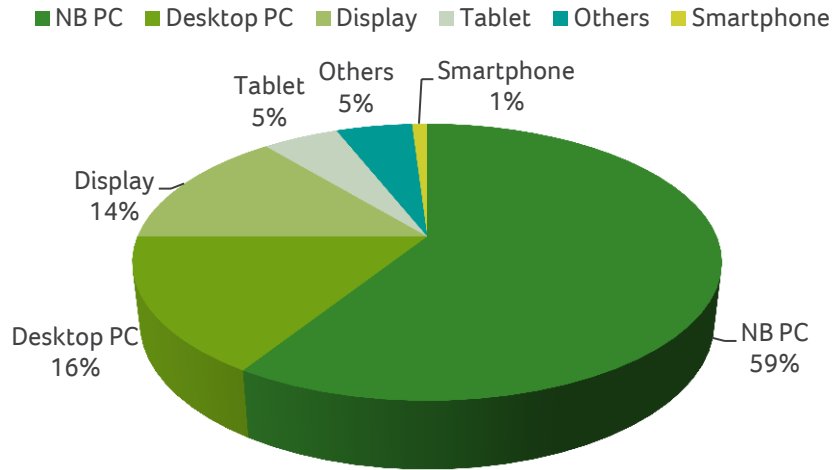
Notes:

1. Pan Asia Pacific includes Asia Pacific, Japan, Taiwan, Hong Kong, and Mainland China.
2. EMEA includes Europe, Middle East and Africa



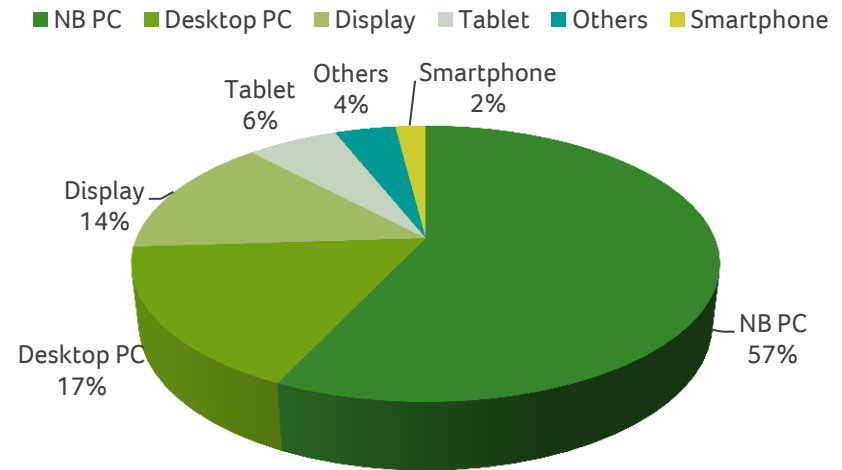
# Quarterly Revenue Breakdown by Application

## IT Hardware Product in Q2 2016



**NT\$ 53,065 Million**

## IT Hardware Product in Q2 2015



**NT\$ 57,037 Million**

Notes:

1. Desktop PC excludes displays
2. Display includes desktop monitor and projector
3. Others include servers and accessories



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