



2017 Third Quarter Earnings

November 2017

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Statements of Comprehensive Income - 3Q 2017

(NT\$ million)	3Q 17		2Q 17		QoQ Change	3Q 16		YoY Change
Revenue	60,579	100%	53,604	100%	13.0%	58,593	100%	3.4%
Realized Gross Profit	6,702	11.1%	6,087	11.4%	10.1%	5,577	9.5%	20.2%
Operating Expenses	5,825	9.6%	5,167	9.6%	12.7%	5,138	8.8%	13.4%
Operating Income	933	1.5%	992	1.8%	-5.9%	471	0.8%	98%
Non-Operating Income	867	1.4%	(696)	-1.3%	N.A.	(111)	-0.2%	N.A.
Profit Before Tax	1,800	3.0%	296	0.6%	509%	360	0.6%	399%
Profit After Tax	1,449	2.4%	244	0.5%	494%	249	0.4%	482%
EPS (NT\$)	0.48		0.08			0.08		

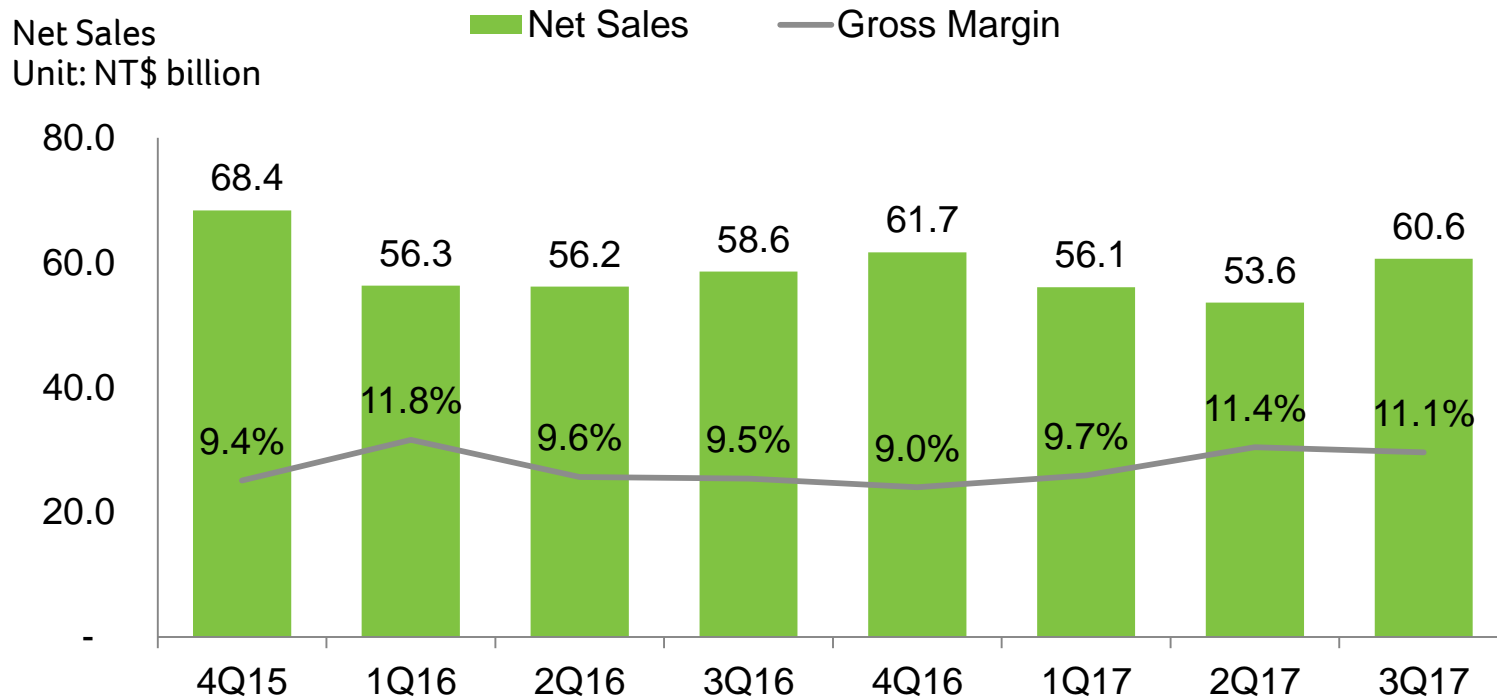
Note: Realized Gross Profit includes warranty

Statements of Comprehensive Income Year to Date 2017

(NT\$ million)	Nine months ended Sep 30, 2017		Nine months ended Sep 30, 2016		YoY Change
Revenue	170,236	100%	171,070	100%	-0.5%
Realized Gross Profit	18,214	10.7%	17,649	10.3%	3.2%
Operating Expenses	15,989	9.4%	16,780	9.8%	-4.7%
Operating Income	2,380	1.4%	1,059	0.6%	125%
Non-Operating Income	(342)	-0.2%	153	0.1%	N.A
Profit Before Tax	2,038	1.2%	1,212	0.7%	68%
Profit After Tax	1,755	1.0%	833	0.5%	111%
EPS (NT\$)	0.58		0.28		

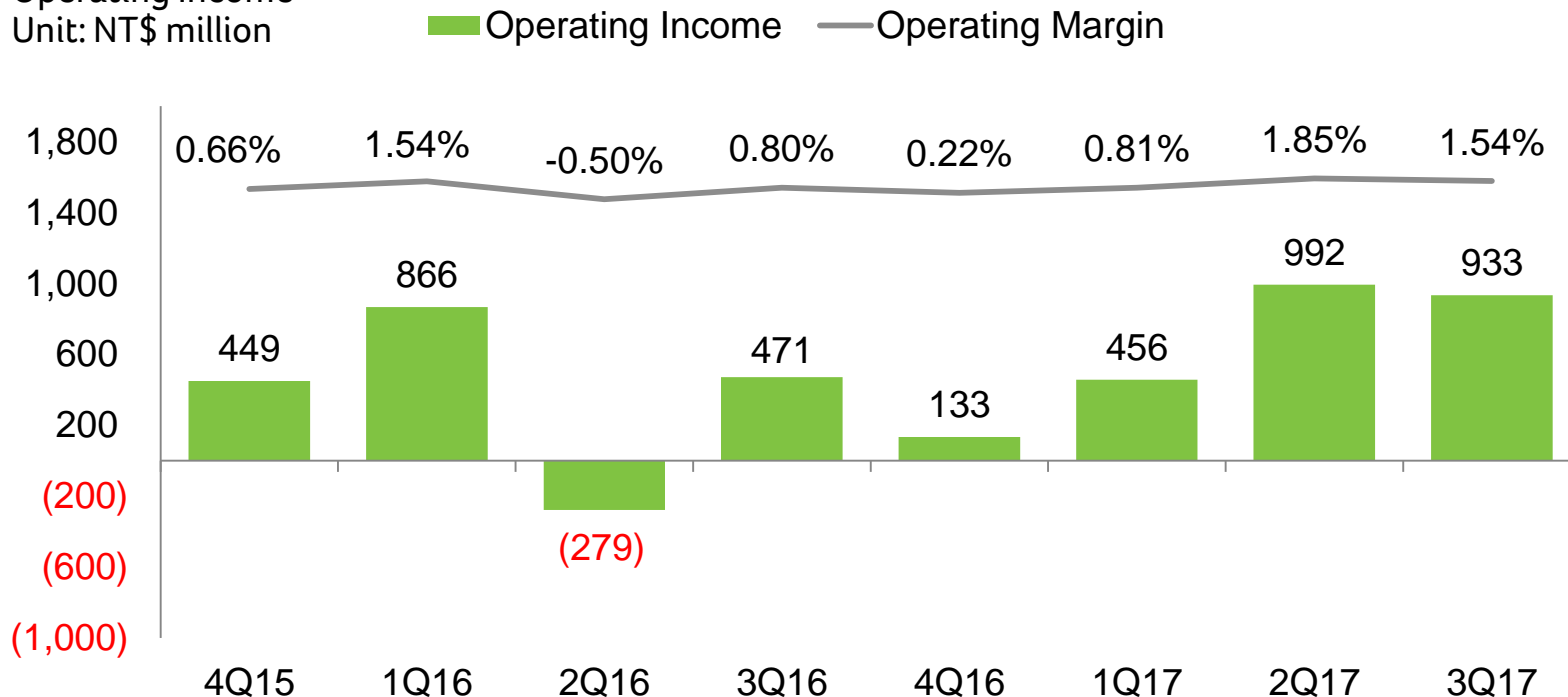
Note: Realized Gross Profit includes warranty

Net Sales and Gross Margin Trend



Operating Income and Operating Margin Trend

Operating Income
Unit: NT\$ million



Consolidated Balance Sheet

(NT\$ million)	Sep-17		Jun-17		Sep-16	
Cash and equivalents	27,532	18%	21,117	14%	36,622	23%
Notes & Accounts Receivable	43,904	29%	42,454	29%	44,230	28%
Inventories	43,765	29%	47,873	32%	32,155	21%
Long-term Investment	5,487	4%	6,247	4%	4,690	3%
Property, plant and equipment	4,110	3%	4,134	3%	4,444	3%
Intangible asset	17,442	12%	17,542	12%	24,714	16%
Others	4,206	3%	4,131	3%	4,306	3%
Total Assets	151,509	100%	148,564	100%	156,385	100%
Short-term loan	2,912	2%	3,358	2%	290	0%
Notes & Accounts payable	37,299	25%	34,911	23%	37,785	24%
Total Current Liabilities	88,576	58%	86,117	58%	84,511	54%
Long-term loan	3,301	2%	4,203	3%	6,000	4%
Total Liabilities	94,722	63%	93,080	63%	93,793	60%
Total Shareholders' Equity*	56,788	37%	55,485	37%	62,592	40%

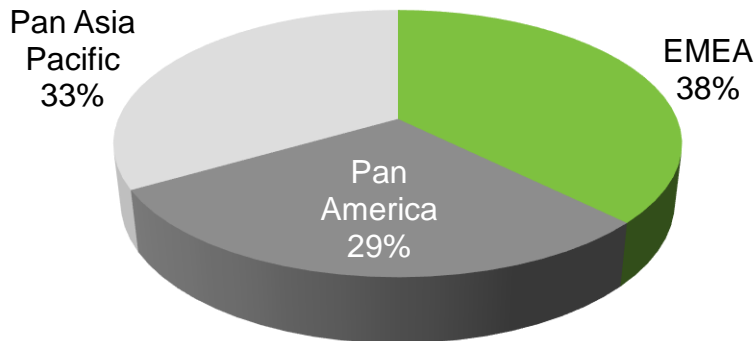
Notes:

1. Total outstanding common shares: 3,030,011,538 shares; Book value per share NT\$ 18.74
2. *Total Shareholders' Equity includes Non-Controlling Interests

Quarterly Revenue Breakdown by Geography

IT Hardware Product in Q3 2017

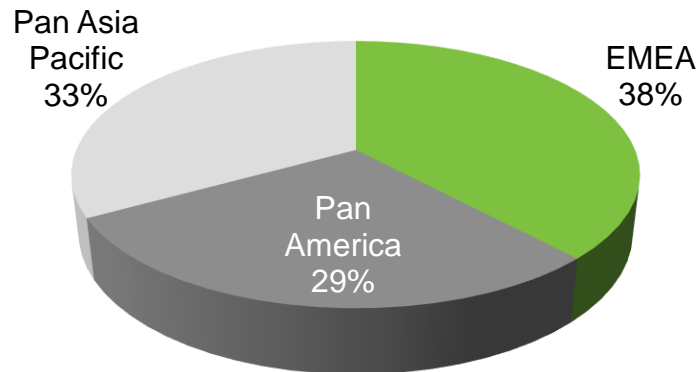
■ EMEA ■ Pan America ■ Pan Asia Pacific



NT\$ 56,794 Million

IT Hardware Product in Q3 2016

■ EMEA ■ Pan America ■ Pan Asia Pacific



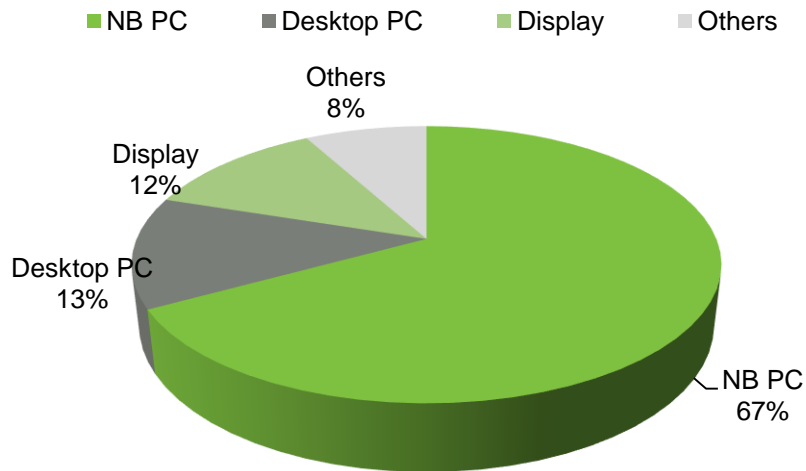
NT\$ 55,239 Million

Notes:

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

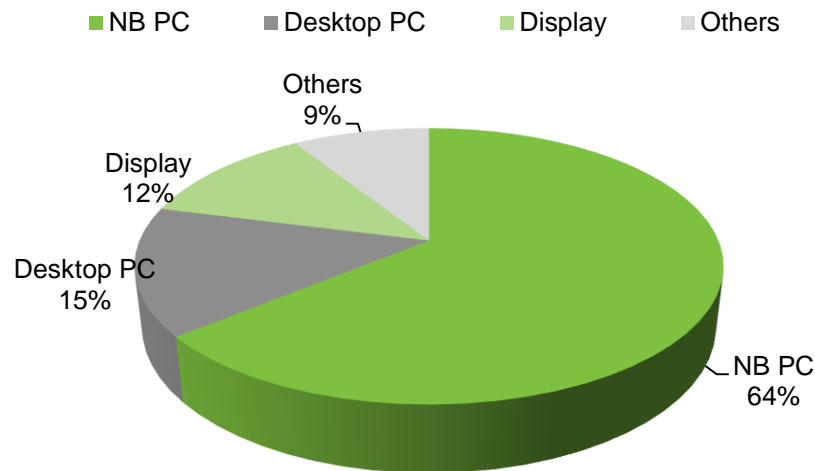
Quarterly Revenue Breakdown by Application

IT Hardware Product in Q3 2017



NT\$ 56,794 Million

IT Hardware Product in Q3 2016



NT\$ 55,239 Million

Notes:

1. NB includes detachable 2-in-1 NB PC.
2. Desktop PC excludes displays.
3. Display includes desktop monitor and projector.
4. Others include servers, android tablet, smartphone, service, and accessories.



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