



2017 Fourth Quarter Earnings

March 2018

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Statements of Comprehensive Income - 4Q 2017

(NT\$ million)	4Q 17		3Q 17		QoQ Change	4Q 16		YoY Change
Revenue	67,039	100%	60,579	100%	10.7%	61,654	100%	8.7%
Realized Gross Profit	7,148	10.7%	6,702	11.1%	6.6%	5,564	9.0%	28.5%
Operating Expenses	5,912	8.8%	5,825	9.6%	1.5%	5,519	9.0%	7.1%
Operating Income	1,290	1.9%	933	1.5%	38%	133	0.2%	867%
Non-Operating Income	111	0.2%	867	1.4%	-87%	(6,070)	-9.8%	N.A.
Profit Before Tax	1,401	2.1%	1,800	3.0%	-22%	(5,937)	-9.6%	N.A.
Profit After Tax	1,060	1.6%	1,449	2.4%	-27%	(5,734)	-9.3%	N.A.
EPS (NT\$)	0.35		0.48			(1.89)		

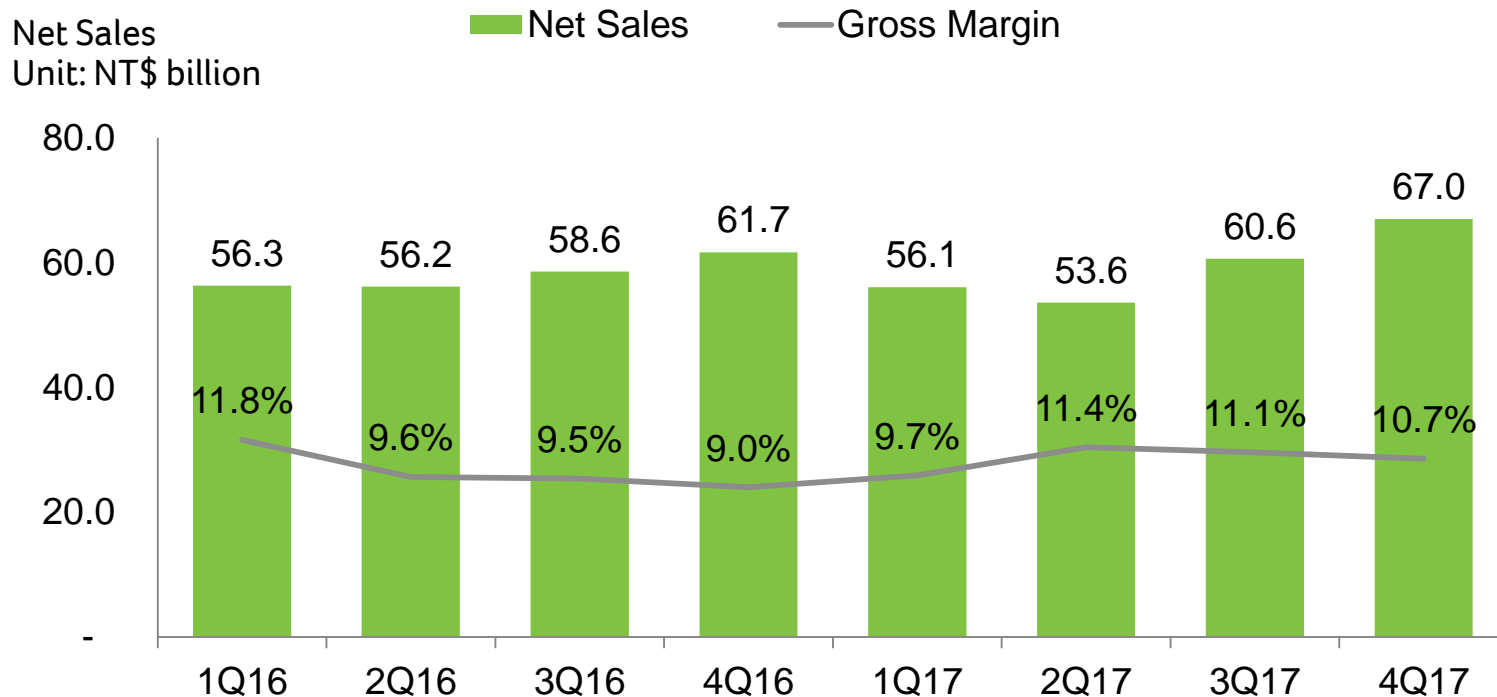
Note: Realized Gross Profit includes warranty

Statements of Comprehensive Income - 2017

(NT\$ million)	2017		2016		YoY Change
Revenue	237,275	100%	232,724	100%	2.0%
Realized Gross Profit	25,361	10.7%	23,212	10.0%	9.3%
Operating Expenses	21,900	9.2%	22,300	9.6%	-1.8%
Operating Income	3,670	1.5%	1,193	0.5%	208%
Non-Operating Income	(231)	-0.1%	(5,917)	-2.5%	N.A
Profit Before Tax	3,439	1.4%	(4,724)	-2.0%	N.A
Profit After Tax	2,816	1.2%	(4,900)	-2.1%	N.A
EPS (NT\$)	0.93		(1.62)		

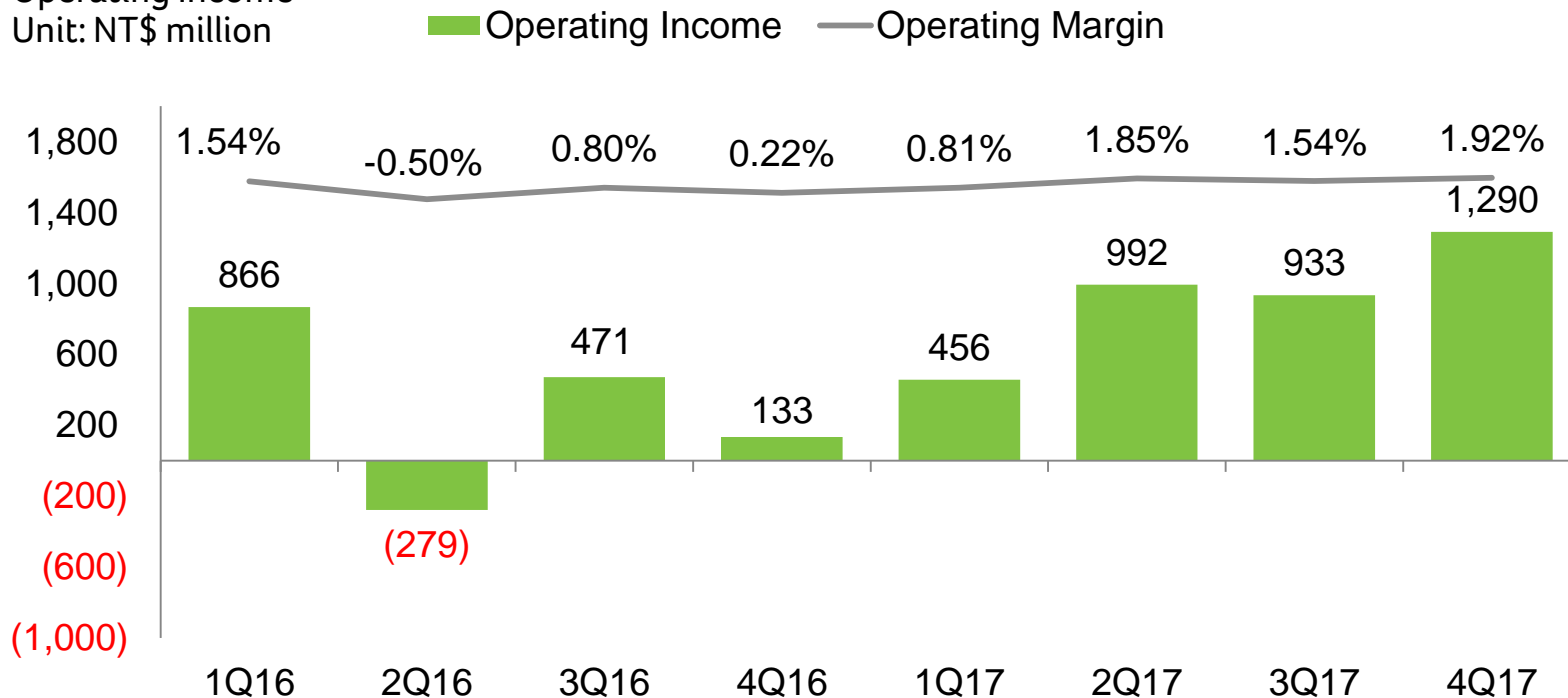
Note: Realized Gross Profit includes warranty

Net Sales and Gross Margin Trend



Operating Income and Operating Margin Trend

Operating Income
Unit: NT\$ million



Consolidated Balance Sheet

(NT\$ million)	Dec-17		Sep-17		Dec-16	
Cash and Cash Equivalents	33,970	22%	27,532	18%	44,290	27%
Notes & Accounts Receivable	46,888	30%	43,904	29%	44,312	27%
Inventories	40,079	25%	43,765	29%	39,095	24%
Long-term Investment	6,130	4%	5,487	4%	4,938	3%
Property, plant and equipment	4,107	3%	4,110	3%	4,321	3%
Intangible asset	17,184	11%	17,442	12%	18,596	11%
Total Assets	157,613	100%	151,509	100%	165,674	100%
Short-term loan	3,185	2%	2,912	2%	6,103	4%
Notes & Accounts Payable	42,751	27%	37,299	25%	52,870	32%
Total Current Liabilities	93,240	59%	88,576	58%	105,422	64%
Long-term loan	3,300	2%	3,301	2%	-	-
Total Liabilities	99,637	63%	94,722	63%	107,996	65%
Total Shareholders' Equity*	57,975	37%	56,788	37%	57,678	35%

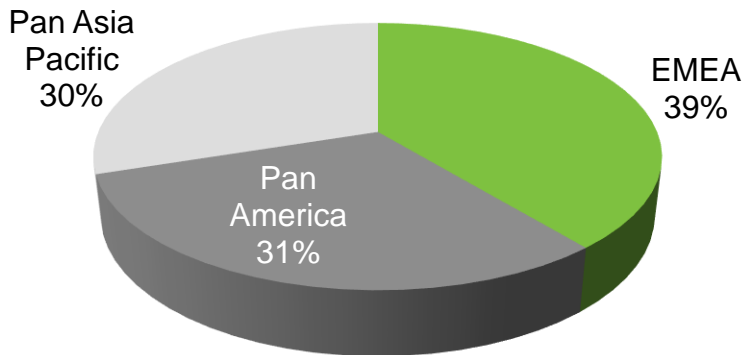
Notes:

1. Total outstanding common shares: 3,030,011,538 shares; Book value per share NT\$ 18.92
2. *Total Shareholders' Equity includes Non-Controlling Interests

Quarterly Revenue Breakdown by Geography

IT Hardware Product in Q4 2017

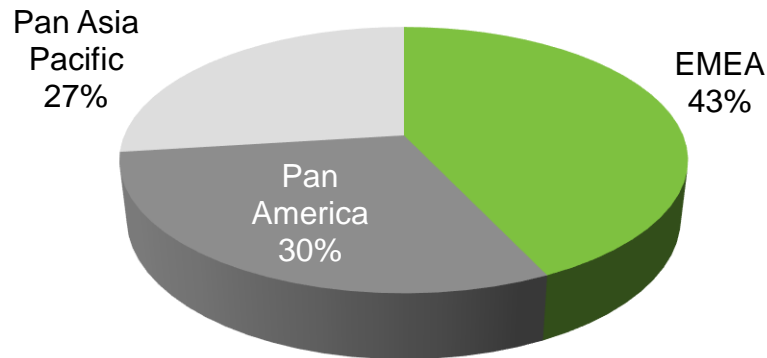
■ EMEA ■ Pan America ■ Pan Asia Pacific



NT\$ 62,351 Million

IT Hardware Product in Q4 2016

■ EMEA ■ Pan America ■ Pan Asia Pacific



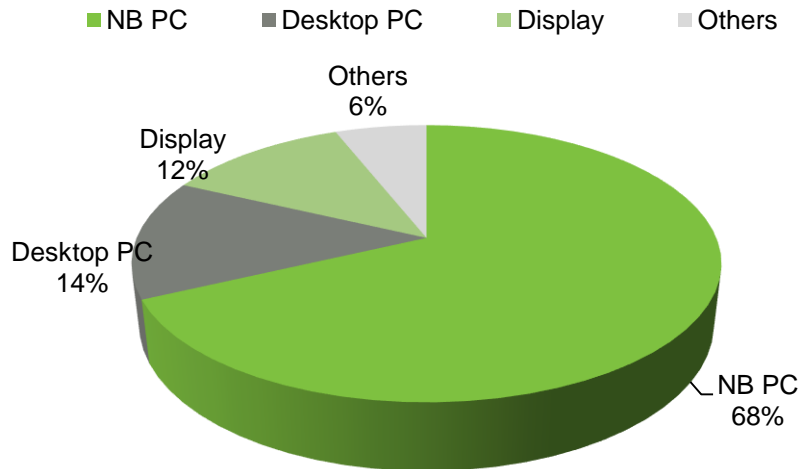
NT\$ 57,952 Million

Notes:

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

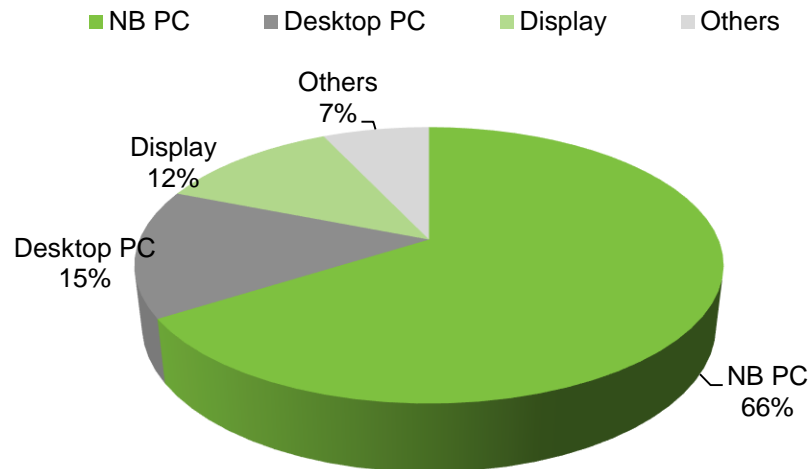
Quarterly Revenue Breakdown by Application

IT Hardware Product in Q4 2017



NT\$ 62,351 Million

IT Hardware Product in Q4 2016



NT\$ 57,952 Million

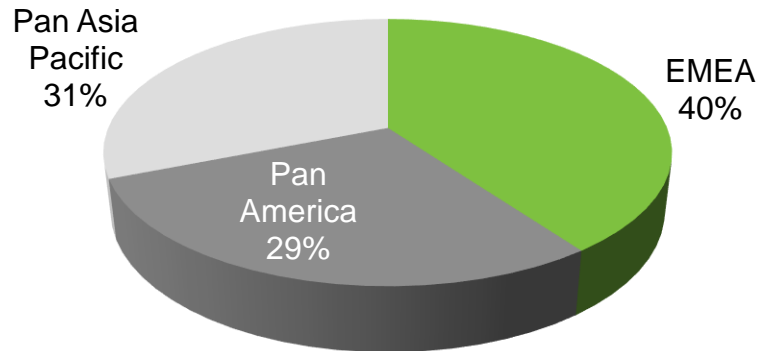
Notes:

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.

Annual Revenue Breakdown by Geography

IT Hardware Product in 2017

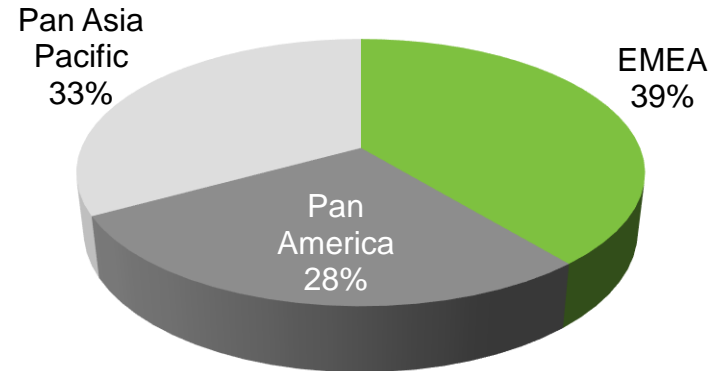
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NT\$ 222,063 Million

IT Hardware Product in 2016

■ EMEA ■ Pan America ■ Pan Asia Pacific



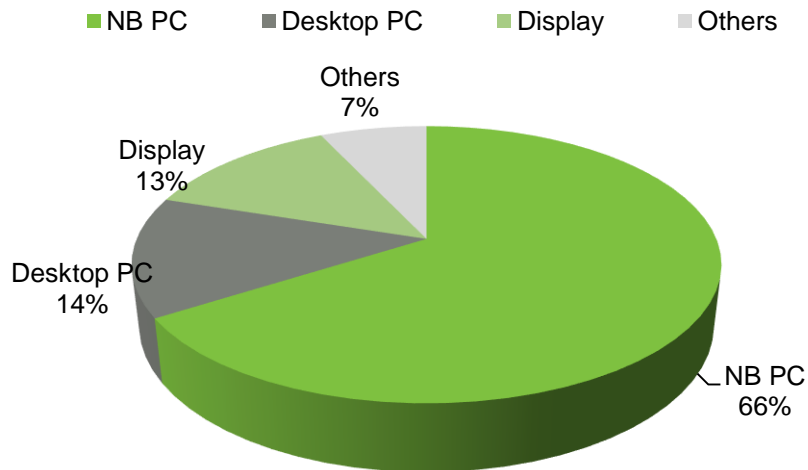
NT\$ 219,581 Million

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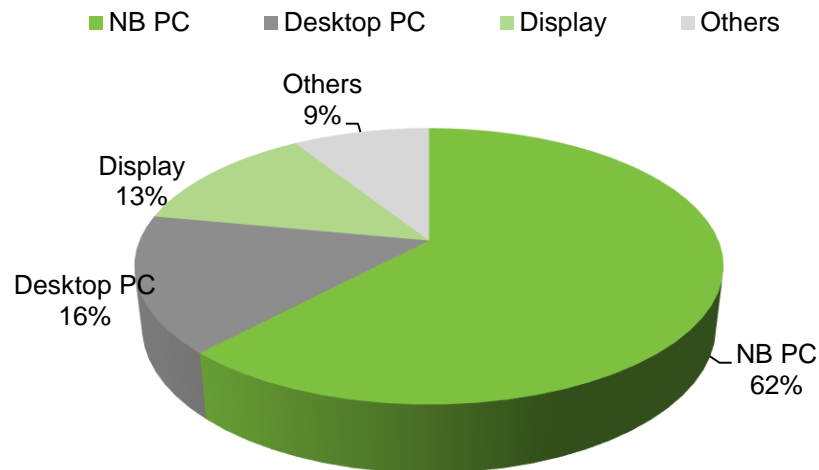
Annual Revenue Breakdown by Application

IT Hardware Product in 2017



NT\$ 222,063 Million

IT Hardware Product in 2016



NT\$ 219,581 Million

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