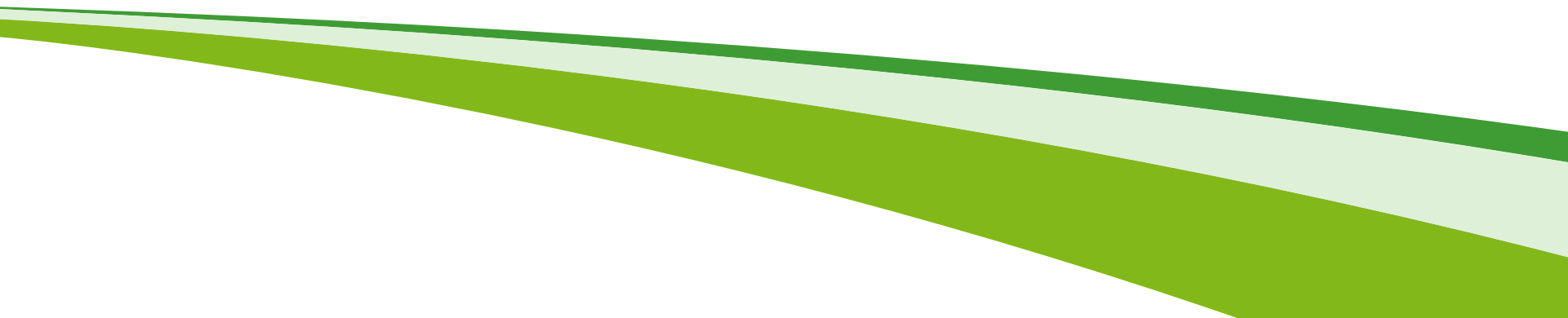




# 2016 Third Quarter Earnings

November 2016



# Disclaimer

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# Statements of Comprehensive Income – 3Q 2016

(NT\$ million)	3Q16		2Q16		QoQ Change	3Q15		YoY Change
Revenue	58,593	100.0%	56,162	100.0%	4.3%	67,239	100.0%	-12.9%
Realized Gross Profit	5,577	9.5%	5,400	9.6%	3.3%	5,470	8.1%	2.0%
Operating Expenses	5,138	8.8%	5,724	10.2%	-10.2%	6,336	9.4%	-18.9%
Operating Income	471	0.8%	-279	-0.5%	-	-704	-1.0%	-
Non-Operating Income	(111)	-0.2%	1,054	1.9%	-	1,032	1.5%	-
Profit Before Tax	360	0.6%	775	1.4%	-53.5%	327	0.5%	10.0%
Profit After Tax	249	0.4%	538	1.0%	-53.8%	191	0.3%	30.3%
EPS (NT\$)	0.08	0.0%	0.18			0.06		

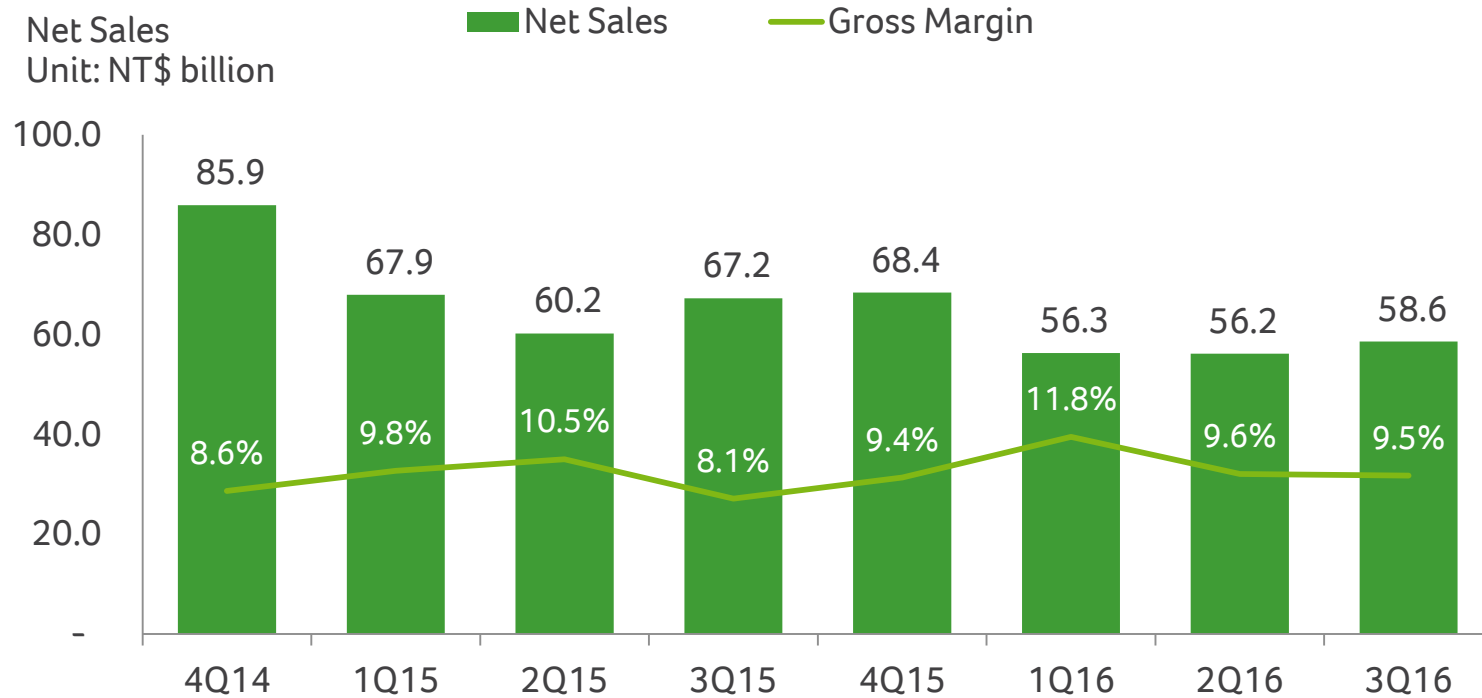
Note: Realized Gross Profit includes warranty

# Statements of Comprehensive Income – First 9M 2016

(NT\$ million)	First 9 month 2016		First 9 month 2015		YoY Change
<b>Revenue</b>	<b>171,070</b>	<b>100.0%</b>	<b>195,392</b>	<b>100.0%</b>	<b>-12.4%</b>
<b>Realized Gross Profit</b>	<b>17,649</b>	<b>10.3%</b>	<b>18,452</b>	<b>9.4%</b>	<b>-4.4%</b>
Operating Expenses	16,780	9.8%	18,205	9.3%	-7.8%
<b>Operating Income</b>	<b>1,059</b>	<b>0.6%</b>	<b>490</b>	<b>0.3%</b>	<b>116.3%</b>
Non-Operating Income	153	0.1%	206	0.1%	-25.6%
<b>Profit Before Tax</b>	<b>1,212</b>	<b>0.7%</b>	<b>695</b>	<b>0.4%</b>	<b>74.3%</b>
<b>Profit After Tax</b>	<b>833</b>	<b>0.5%</b>	<b>367</b>	<b>0.2%</b>	<b>127.3%</b>
<b>EPS (NT\$)</b>	<b>0.28</b>		<b>0.12</b>		

Note: Realized Gross Profit includes warranty

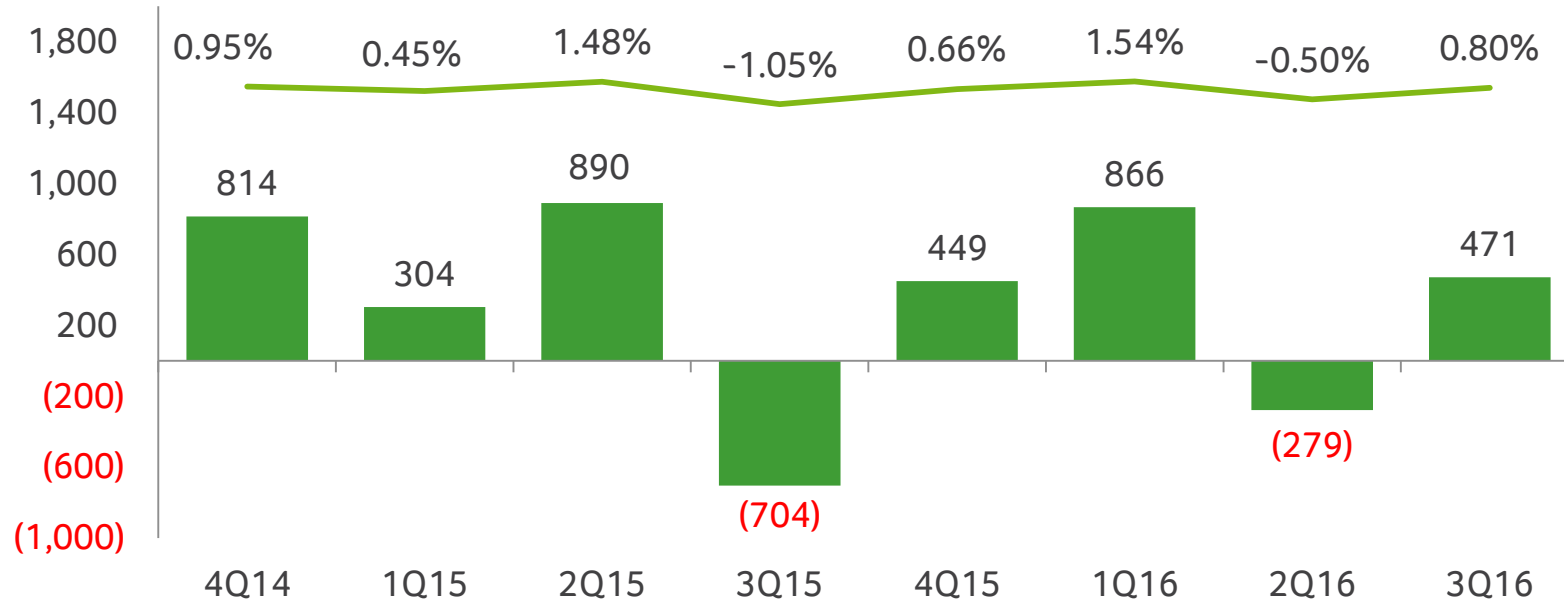
# Net Sales and Gross Margin Trend



# Operating Income and Operating Margin Trend

Operating Income  
Unit: NT\$ million

■ Operating Income    — Operating Margin



# Consolidated Balance Sheet

(NT\$ million)	Sep-16		Jun-16		Sep-15	
Cash and cash equivalents	36,622	23%	41,667	26%	36,375	21%
Notes & Accounts receivable	44,230	28%	42,389	27%	57,778	33%
Inventories	32,155	21%	29,589	19%	37,327	21%
Long-term Investment	4,515	3%	4,126	3%	3,148	2%
Property, plant and equipment	4,444	3%	4,597	3%	4,904	3%
Intangible asset	24,714	16%	25,577	16%	26,985	15%
Others	4,306	3%	4,325	3%	4,019	2%
<b>Total Assets</b>	<b>156,385</b>	<b>100%</b>	<b>157,770</b>	<b>100%</b>	<b>176,441</b>	<b>100%</b>
Short-term loan	290	0%	20	0%	10,037	6%
Notes & Accounts payable	37,785	24%	35,687	23%	42,275	24%
<b>Total Current Liabilities</b>	<b>84,511</b>	<b>54%</b>	<b>84,568</b>	<b>54%</b>	<b>105,375</b>	<b>60%</b>
Long-term loan	6,000	4%	6,000	4%	1,800	1%
<b>Total Liabilities</b>	<b>93,793</b>	<b>60%</b>	<b>93,870</b>	<b>59%</b>	<b>110,294</b>	<b>63%</b>
<b>Total Shareholders' Equity*</b>	<b>62,592</b>	<b>40%</b>	<b>63,901</b>	<b>41%</b>	<b>66,147</b>	<b>37%</b>

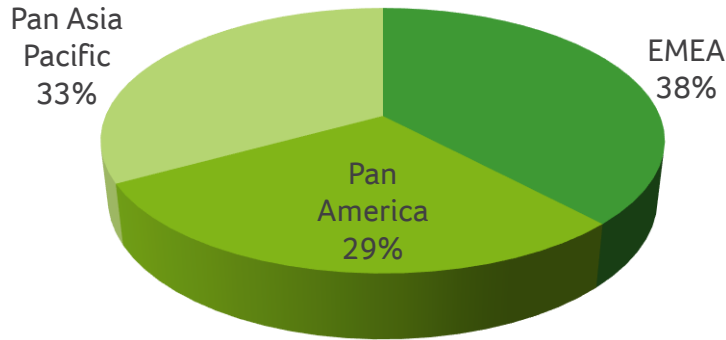
Notes:

1. Total outstanding common shares: 3,034,256,538 shares; Book value per share NT\$ 20.6
2. Total Shareholders' Equity includes Non-Controlling Interests

# Quarterly Revenue Breakdown by Geography

## IT Hardware Product in Q3 2016

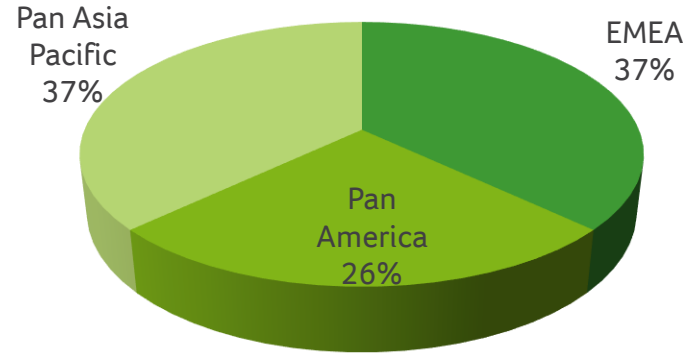
■ EMEA   ■ Pan America   ■ Pan Asia Pacific



**NT\$ 55,239 Million**

## IT Hardware Product in Q3 2015

■ EMEA   ■ Pan America   ■ Pan Asia Pacific



**NT\$ 63,896 Million**

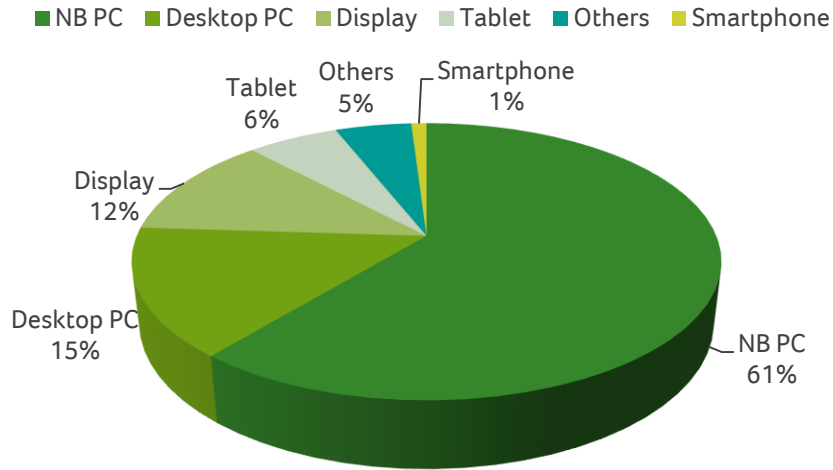
Notes:

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



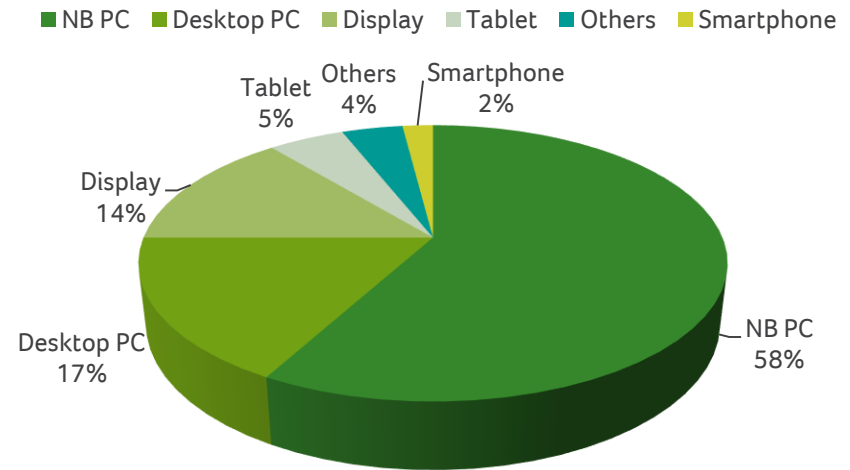
# Quarterly Revenue Breakdown by Application

## IT Hardware Product in Q3 2016



**NT\$ 55,239 Million**

## IT Hardware Product in Q3 2015



**NT\$ 63,896 Million**

Notes:

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



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