



# 2018 Third Quarter Earnings

November 2018

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# Statements of Comprehensive Income - 3Q 2018

(NT\$ million)	3Q18		2Q18		QoQ Change	3Q17		YoY Change
<b>Revenue</b>	<b>65,326</b>	<b>100%</b>	<b>58,476</b>	<b>100%</b>	<b>11.7%</b>	<b>60,579</b>	<b>100%</b>	<b>7.8%</b>
<b>Realized Gross Profit</b>	<b>6,893</b>	<b>10.6%</b>	<b>6,432</b>	<b>11.0%</b>	<b>7.2%</b>	<b>6,702</b>	<b>11.1%</b>	<b>2.8%</b>
Operating Expenses	5,807	8.9%	5,524	9.4%	5.1%	5,825	9.6%	-0.3%
<b>Operating Income</b>	<b>1,170</b>	<b>1.8%</b>	<b>930</b>	<b>1.6%</b>	<b>25.8%</b>	<b>933</b>	<b>1.5%</b>	<b>25.4%</b>
Non-Operating Income	17	0.0%	256	0.4%	-93%	867	1.4%	-98%
<b>Profit Before Tax</b>	<b>1,187</b>	<b>1.8%</b>	<b>1,186</b>	<b>2.0%</b>	<b>0%</b>	<b>1,800</b>	<b>3.0%</b>	<b>-34%</b>
<b>Profit After Tax</b>	<b>912</b>	<b>1.4%</b>	<b>881</b>	<b>1.5%</b>	<b>3.5%</b>	<b>1,449</b>	<b>2.4%</b>	<b>-37%</b>
<b>EPS (NT\$)</b>	<b>0.30</b>		<b>0.29</b>			<b>0.48</b>		

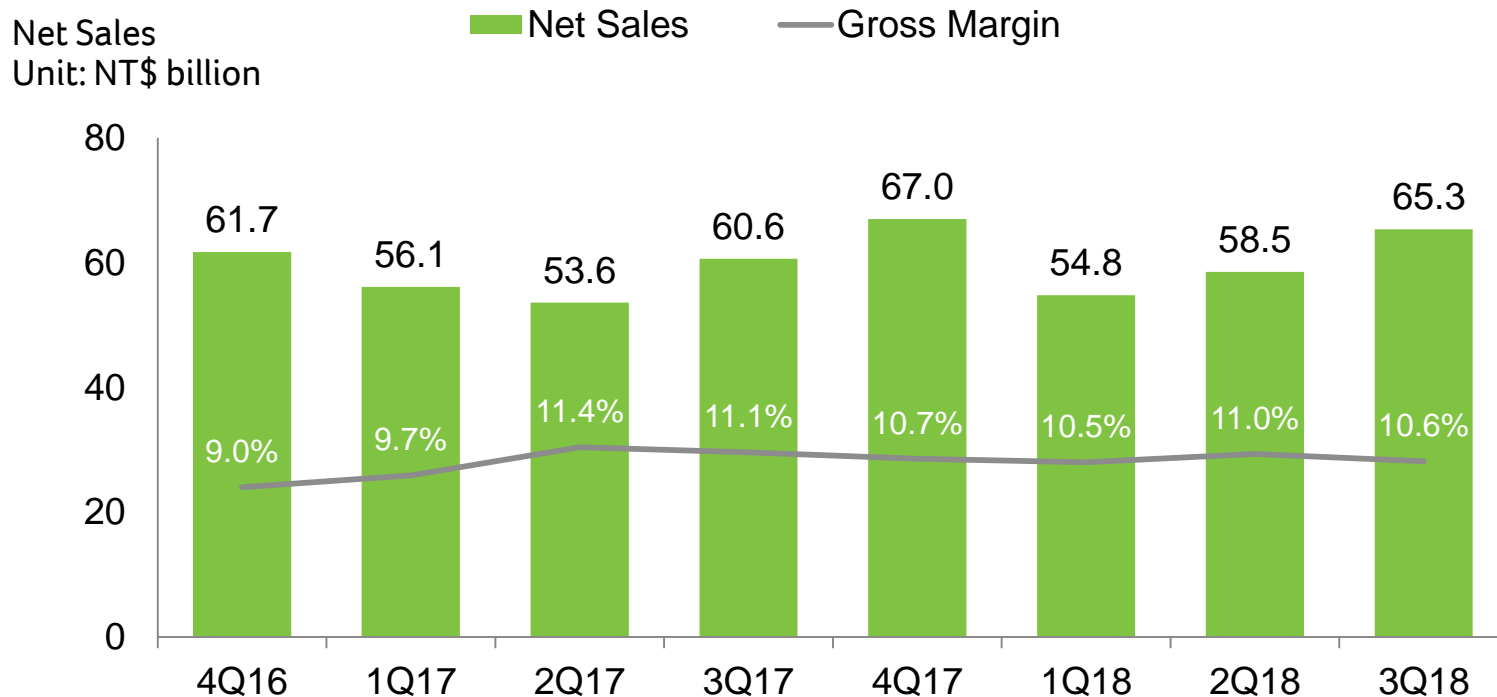
Note: Realized Gross Profit includes warranty

# Statements of Comprehensive Income - 9M 2018

(NT\$ million)	Nine months ended Sep 30, 2018		Nine months ended Sep 30, 2017		YoY Change
<b>Revenue</b>	<b>178,605</b>	<b>100.0%</b>	<b>170,236</b>	<b>100.0%</b>	<b>4.9%</b>
<b>Realized Gross Profit</b>	<b>19,083</b>	<b>10.7%</b>	<b>18,214</b>	<b>10.7%</b>	<b>4.8%</b>
Operating Expenses	16,563	9.3%	15,989	9.4%	3.6%
<b>Operating Income</b>	<b>2,647</b>	<b>1.5%</b>	<b>2,380</b>	<b>1.4%</b>	<b>11.2%</b>
Non-Operating Income	750	0.4%	(342)	-0.2%	N.A.
<b>Profit Before Tax</b>	<b>3,398</b>	<b>1.9%</b>	<b>2,038</b>	<b>1.2%</b>	<b>67%</b>
<b>Profit After Tax</b>	<b>2,501</b>	<b>1.4%</b>	<b>1,755</b>	<b>1.0%</b>	<b>42%</b>
<b>EPS (NT\$)</b>	<b>0.83</b>		<b>0.58</b>		

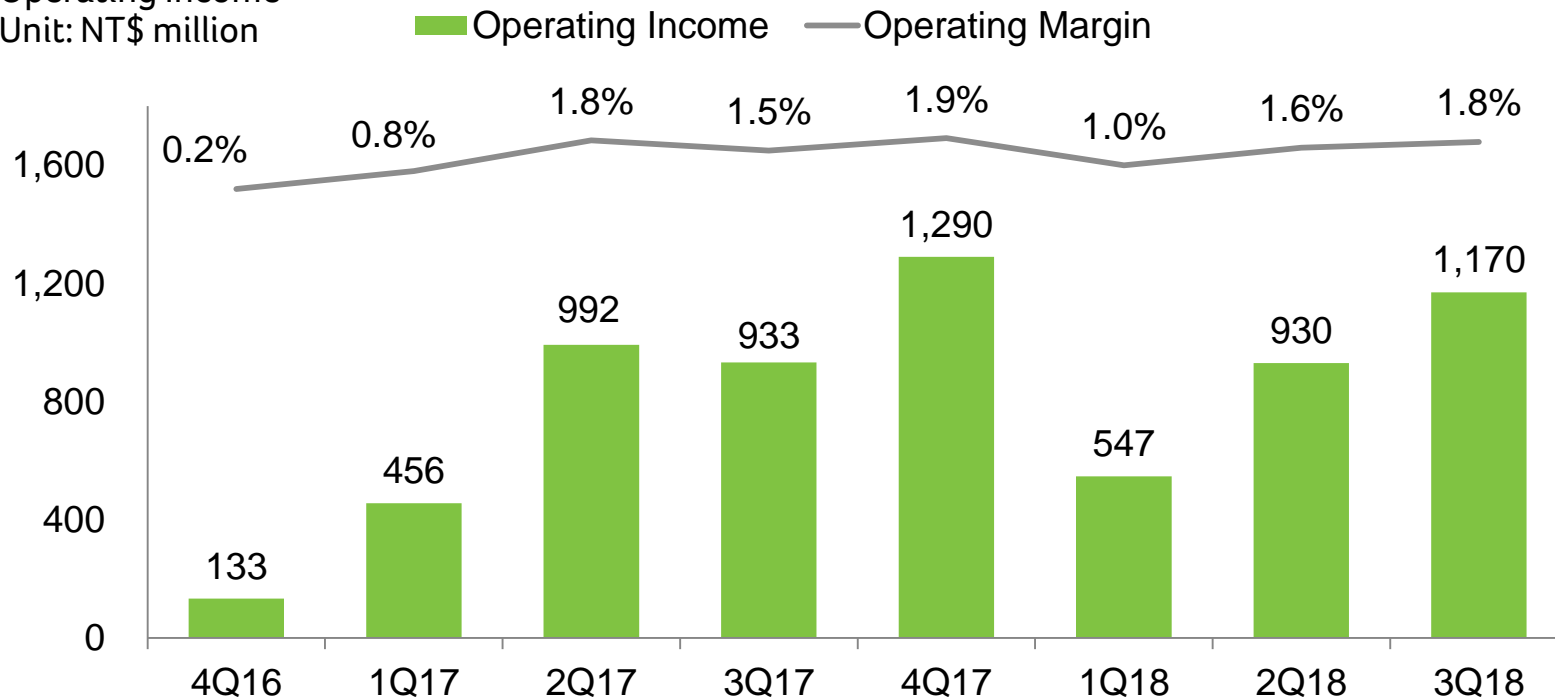
Note: Realized Gross Profit includes warranty

# Net Sales and Gross Margin Trend



# Operating Income and Operating Margin Trend

Operating Income  
Unit: NT\$ million



# Consolidated Balance Sheet

(NT\$ million)	Sep-18		Jun-18		Sep-17	
Cash and cash equivalents	30,416	19%	30,802	20%	27,532	18%
Notes & Accounts receivable	47,252	30%	44,711	29%	43,904	29%
Inventories	43,109	27%	42,308	27%	43,765	29%
Long-term Investment	5,487	3%	5,896	4%	5,487	4%
Property, plant and equipment	3,960	3%	4,007	3%	4,110	3%
Intangible asset	17,305	11%	17,345	11%	17,442	12%
<b>Total Assets</b>	<b>157,827</b>	<b>100%</b>	<b>155,924</b>	<b>100%</b>	<b>151,509</b>	<b>100%</b>
Short-term loan	3,582	2%	1,000	1%	2,912	2%
Notes & Accounts payable	44,354	28%	41,450	27%	37,299	25%
<b>Total Current Liabilities</b>	<b>95,795</b>	<b>61%</b>	<b>91,076</b>	<b>58%</b>	<b>88,576</b>	<b>58%</b>
Long-term loan	17	0%	3,318	2%	3,301	2%
<b>Total Liabilities</b>	<b>99,204</b>	<b>63%</b>	<b>97,758</b>	<b>63%</b>	<b>94,722</b>	<b>63%</b>
<b>Total Shareholders' Equity*</b>	<b>58,623</b>	<b>37%</b>	<b>58,166</b>	<b>37%</b>	<b>56,788</b>	<b>37%</b>

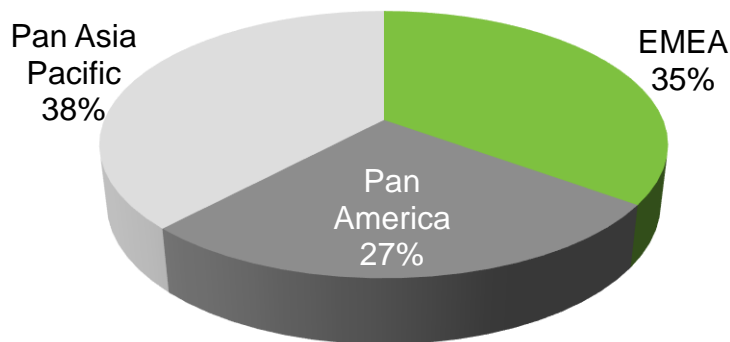
Notes:

1. Total outstanding common shares: 3,029,756,538 shares; Book value per share NT\$ 19.05
2. \*Total Shareholders' Equity includes Non-Controlling Interests

# Quarterly Revenue Breakdown by Geography

Q3 2018

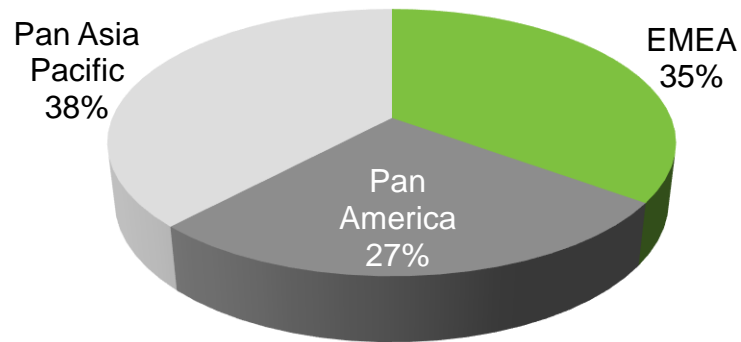
■ EMEA ■ Pan America ■ Pan Asia Pacific



**NT\$ 65,326 Million**

Q3 2017

■ EMEA ■ Pan America ■ Pan Asia Pacific



**NT\$ 60,579 Million**

Notes:

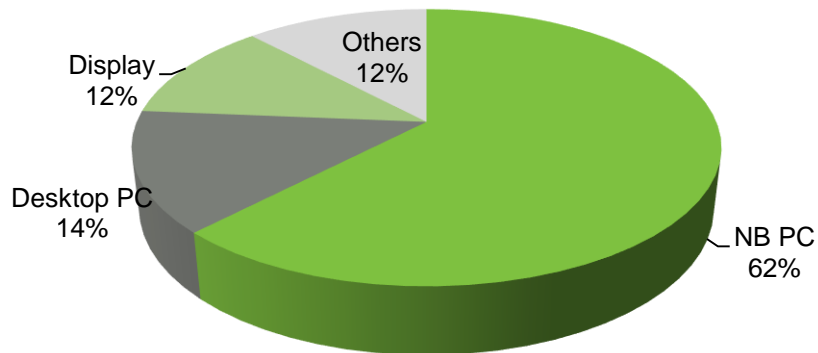
1. Pan Asia Pacific includes Asia Pacific, Japan, Taiwan, Hong Kong, and Mainland China.
2. EMEA includes Europe, Middle East and Africa



# Quarterly Revenue Breakdown by Application

Q3 2018

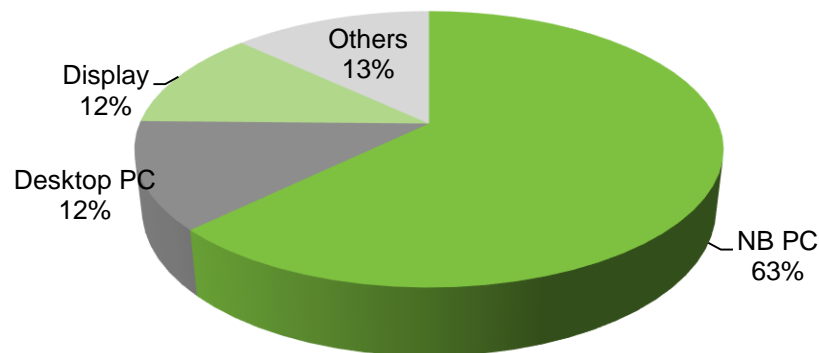
■ NB PC   ■ Desktop PC   ■ Display   ■ Others



**NT\$ 65,326 Million**

Q3 2017

■ NB PC   ■ Desktop PC   ■ Display   ■ Others



**NT\$ 60,579 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 device, service, accessories, and subsidiaries.



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