



2018 Fourth Quarter Earnings

March 2019

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Statements of Comprehensive Income - 4Q 2018

(NT\$ million)	4Q18		3Q18		QoQ Change	4Q17		YoY Change
Revenue	63,665	100%	65,326	100%	-2.5%	67,039	100%	-5.0%
Realized Gross Profit	6,745	10.6%	6,893	10.6%	-2.2%	7,148	10.7%	-5.6%
Operating Expenses	5,693	8.9%	5,807	8.9%	-2.0%	5,912	8.8%	-3.7%
Operating Income	1,091	1.7%	1,170	1.8%	-6.7%	1,290	1.9%	-15.4%
Non-Operating Income	(236)	-0.4%	17	0.0%	-	111	0.2%	-
Profit Before Tax	855	1.3%	1,187	1.8%	-28%	1,401	2.1%	-39%
Profit After Tax	560	0.9%	912	1.4%	-38.6%	1,060	1.6%	-47%
EPS (NT\$)	0.18		0.30			0.35		

Note: Realized Gross Profit includes warranty

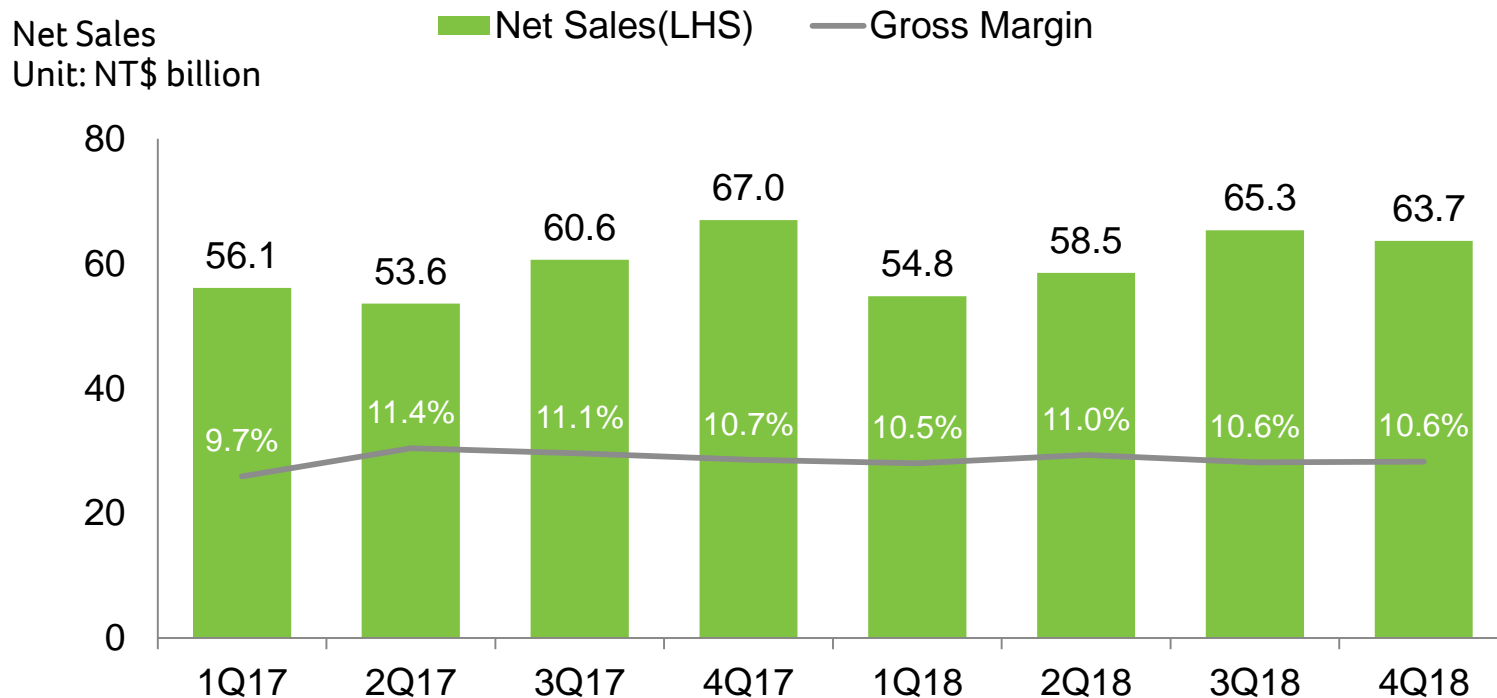
Statements of Comprehensive Income -2018

(NT\$ million)	2018		2017		YoY Change
Revenue	242,270	100.0%	237,275	100.0%	2.1%
Realized Gross Profit	25,828	10.7%	25,361	10.7%	1.8%
Operating Expenses	22,257	9.2%	21,900	9.2%	1.6%
Operating Income	3,738	1.5%	3,670	1.5%	1.9%
Non-Operating Income	514	0.2%	(231)	-0.1%	N.A.
Profit Before Tax	4,252	1.8%	3,439	1.4%	24%
Profit After Tax	3,060	1.3%	2,816	1.2%	9%
EPS (NT\$)	1.01		0.93		

Note:

1. Realized Gross Profit includes warranty
2. Taiwan corporate income tax rate increases from 17% to 20% effective from January 1 2018.

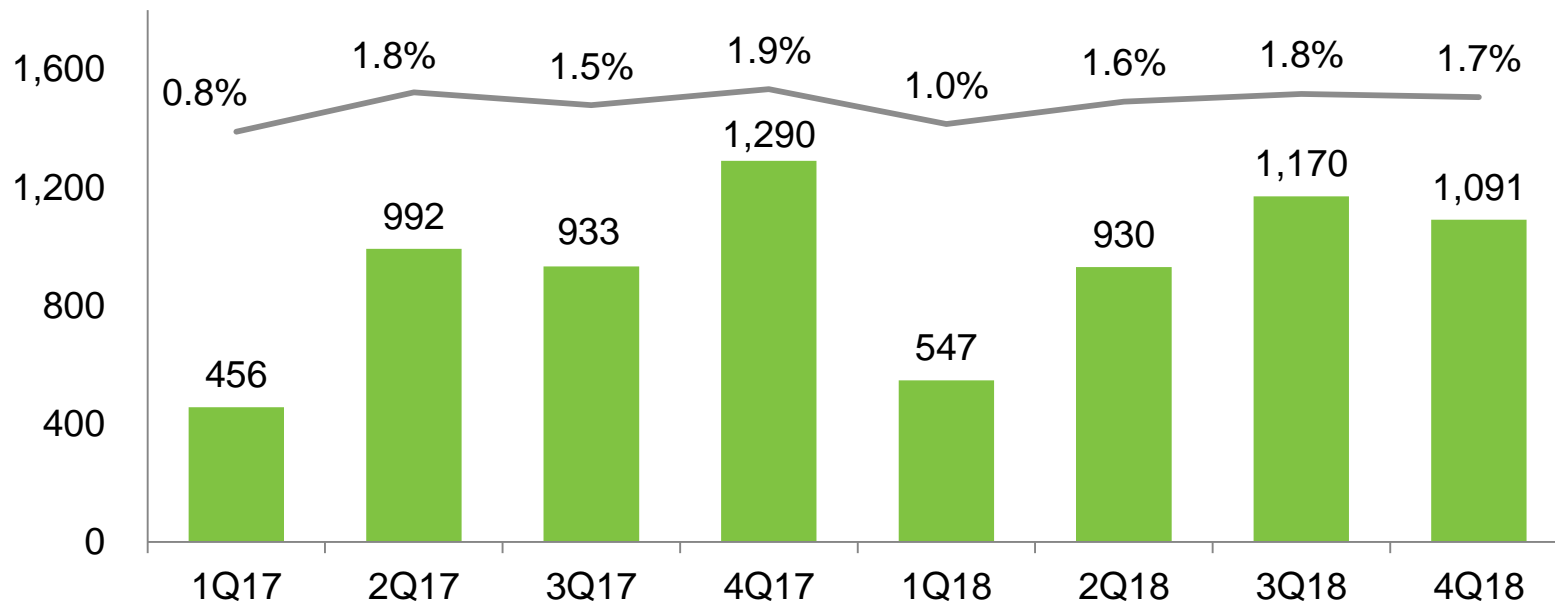
Net Sales and Gross Margin Trend



Operating Income and Operating Margin Trend

Operating Income
Unit: NT\$ million

■ Operating Income(LHS) — Operating Margin



Consolidated Balance Sheet

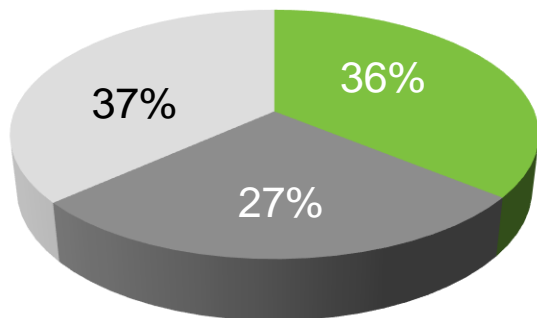
(NT\$ million)	Dec-18		Sep-18		Dec-17	
Cash and cash equivalents	27,283	18%	30,416	19%	33,970	22%
Notes & Accounts receivable	47,526	31%	47,252	30%	46,888	30%
Inventories	42,076	27%	43,109	27%	40,079	25%
Long-term Investment	5,261	3%	5,487	3%	6,130	4%
Property, plant and equipment	3,847	2%	3,960	3%	4,107	3%
Intangible asset	17,311	11%	17,305	11%	17,184	11%
Total Assets	153,989	100%	157,827	100%	157,613	100%
Short-term loan	661	0%	3,582	2%	3,185	2%
Notes & Accounts payable	40,079	26%	44,354	28%	42,751	27%
Total Current Liabilities	86,817	56%	95,795	61%	93,240	59%
Long-term loan	3,316	2%	17	0%	3,300	2%
Total Liabilities	95,003	62%	99,204	63%	99,637	63%
Total Shareholders' Equity*	58,986	38%	58,623	37%	57,975	37%

Notes:

1. Total outstanding common shares: 3,028,181,538 shares; Book value per share NT\$ 19.24
2. Total Shareholders' Equity includes Non-Controlling Interests

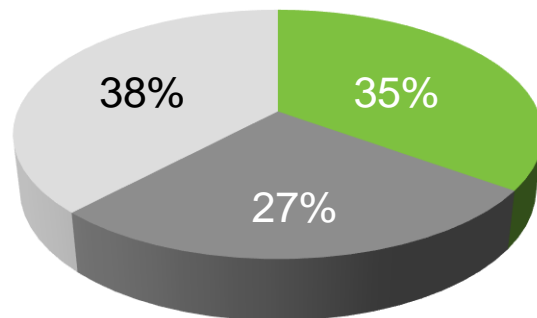
Revenue Breakdown by Geography

4Q 2018



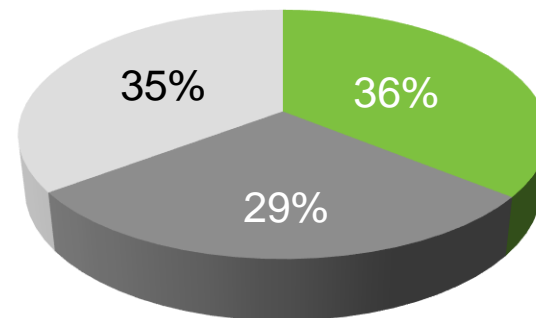
NT\$ 63,665 Million

3Q 2018



NT\$ 65,326 Million

4Q 2017



NT\$ 67,039 Million

■ Pan Asia Pacific

■ Pan America

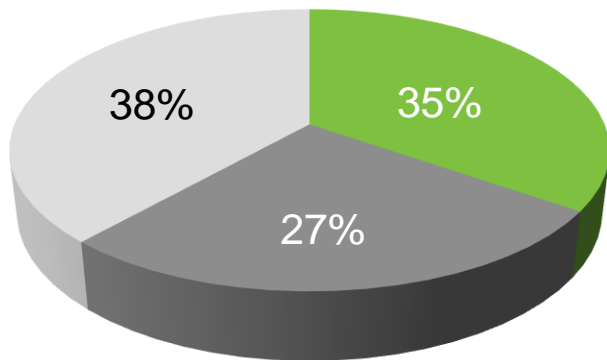
■ EMEA

Notes:

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

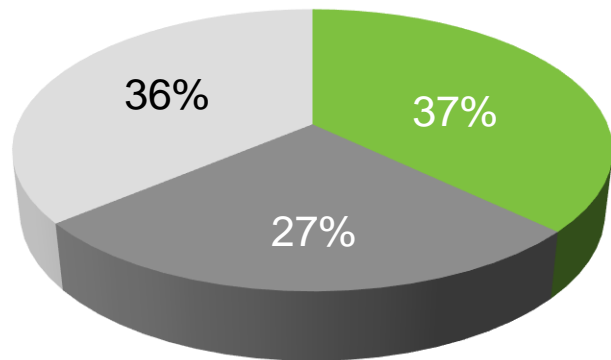
Revenue Breakdown by Geography

2018



NT\$ 242.3 Billion

2017



NT\$ 237.3 Billion

■ Pan Asia Pacific

■ Pan America

■ EMEA

Notes:

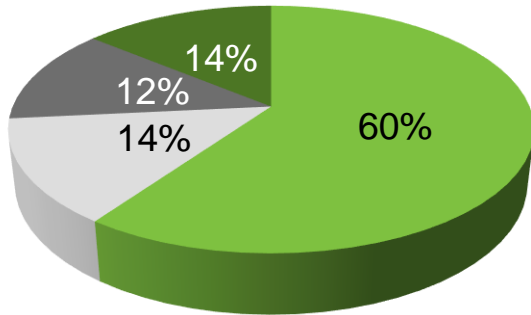
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Revenue Breakdown by Application

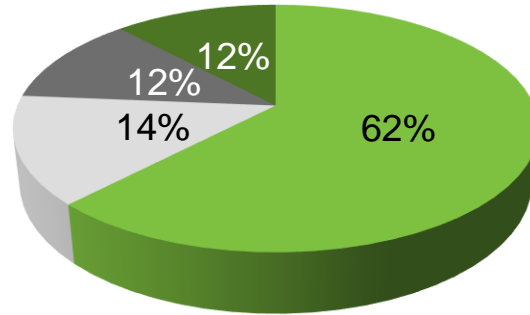
4Q 2018

3Q 2018

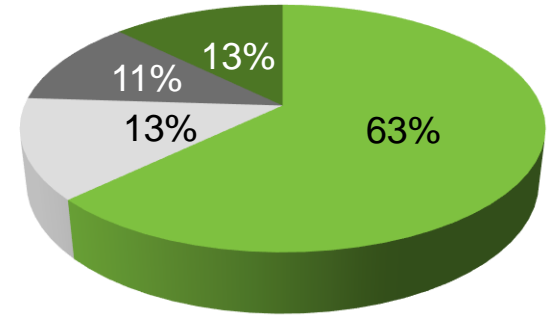
4Q 2017



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NT\$ 65,326 Million



NT\$ 67,039 Million

■ Others

■ Display

■ Desktop PC

■ Notebook

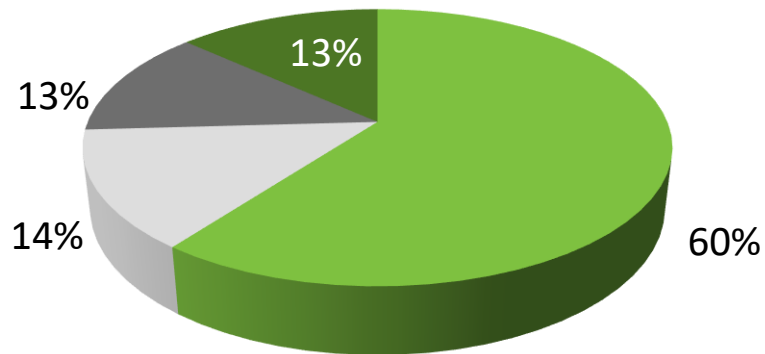
Notes:

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.

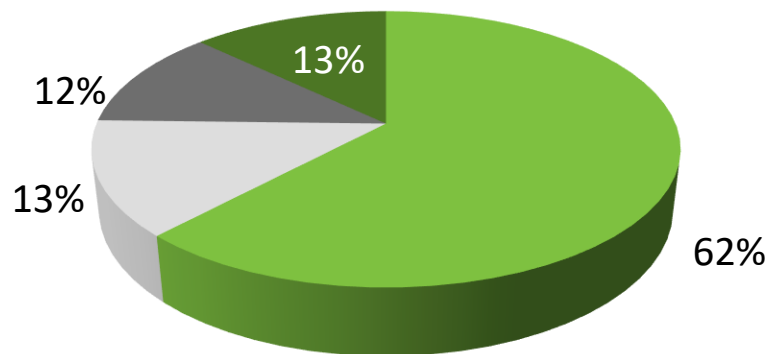
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