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## 2015 First Quarter Earnings

May 12, 2015

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## 1Q 2015 Consolidated Income Statement

| (NT\$ million) | 1 Q 15 |  | 4Q14 |  | QoQ <br> Change | 1 Q14 |  | YoY <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 67,948 | 100.0\% | 85,937 | 100.0\% | -20.9\% | 76,724 | 100.0\% | -11.4\% |
| Realized Gross Profit | 6,663 | 9.8\% | 7,361 | 8.6\% | -9.5\% | 6,374 | 8.3\% | 4.5\% |
| Operating Expenses | 6,390 | 9.4\% | 6,640 | 7.7\% | -3.8\% | 6,384 | 8.3\% | 0.1\% |
| Operating Income | 304 | 0.4\% | 814 | 0.9\% | -62.6\% | 127 | 0.2\% | 139.0\% |
| Non-Operating Income | 30 | 0.0\% | 77 | 0.1\% | -61.4\% | 19 | 0.0\% | 58.2\% |
| Profit Before Tax | 334 | 0.5\% | 890 | 1.0\% | -62.5\% | 146 | 0.2\% | 128.7\% |
| Profit After Tax | 173 | 0.3\% | 654 | 0.8\% | -73.5\% | 1 | 0.0\% | 15412.7\% |
| EPS (NT\$) | 0.06 |  | 0.24 |  |  | 0.00 |  |  |

Note: Realized Gross Profit includes warranty

## Net Sales and Gross Margin Trend

Net Sales
Unit: NT\$ billion

- Net Sales
—Gross Margin



## Operating Income and Operating Margin Trend

Operating Income Unit: NT\$ million

Operating Income —Operating Margin


## Consolidated Balance Sheet

| (NTS million) | Mar-15 |  | Dec-14 |  | Mar-14 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | 44,199 | 25\% | 47,559 | 25\% | 42,747 | 24\% |
| Notes \& Accounts receivable | 49,787 | 28\% | 59,192 | 31\% | 60,534 | 33\% |
| Inventories | 37,997 | 21\% | 36,600 | 19\% | 28,223 | 16\% |
| Total Current Assets | 139,825 | 78\% | 150,885 | 79\% | 137,659 | 76\% |
| Long-term Investment | 3,925 | 2\% | 4,002 | 2\% | 3,410 | 2\% |
| Property, plant and equipment | 5,114 | 3\% | 5,484 | 3\% | 6,036 | 3\% |
| Intangible asset | 26,131 | 15\% | 26,728 | 14\% | 28,819 | 16\% |
| Others | 3,983 | 2\% | 3,996 | 2\% | 5,603 | 3\% |
| Total Assets | 178,978 | 100\% | 191,095 | 100\% | 181,527 | 100\% |
| Short-term loan | 7,283 | 4\% | 7,552 | 4\% | 2,880 | 2\% |
| Notes \& Accounts payable | 44,232 | 25\% | 54,838 | 29\% | 45,991 | 25\% |
| Total Current Liabilities | 102,622 | 57\% | 117,756 | 62\% | 103,388 | 57\% |
| Total Liabilities | 115,229 | 64\% | 130,465 | 68\% | 123,876 | 68\% |
| Total Shareholders' Equity | 63,749 | 36\% | 60,630 | 32\% | 57,651 | 32\% |

[^0]
## Quarterly Revenue Breakdown by Geography

## IT Hardware Product in Q1, 2015

■ EMEA
■ Pan America

\author{

- Pan Asia Pacific
}



## NT\$ 64,901 Million

## IT Hardware Product in Q1, 2014

$\square$ EMEA $\quad$ Pan America $\quad$ Pan Asia Pacific



NT\$ 73,262 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 Q1, 2015



NT\$ 64,901 Million

## IT Hardware Product in Q1, 2014



NT\$ 73,262 Million

Notes:

1. Desktop PC excludes Displays
2. Others include servers, projector, and IA Products

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[^0]:    Notes: Total outstanding common shares: 3,039,821,538 shares; Book value per share NT\$ 20.97

