

# **2016 First Quarter Earnings**

May, 2016

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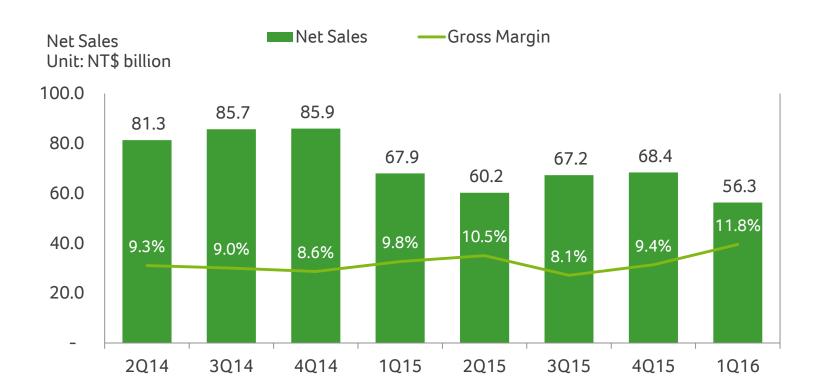
# **Statements of Comprehensive Income – 1Q 2016**

(NT\$ million)	1Q16		4Q15		QoQ Change	1Q15		YoY Change
Revenue	56,316	100.0%	68,383	100.0%	-17.6%	67,948	100.0%	-17.1%
Realized Gross Profit	6,671	11.8%	6,432	9.4%	3.7%	6,663	9.8%	0.1%
Operating Expenses	5,919	10.5%	6,017	8.8%	-1.6%	6,390	9.4%	-7.4%
Operating Income	866	1.5%	449	0.7%	93.0%	304	0.4%	184.9%
Non-Operating Income	(789)	-1.4%	(298)	-0.4%	-	30	0.0%	-
<b>Profit Before Tax</b>	77	0.1%	151	0.2%	-49.1%	334	0.5%	-76.9%
Profit After Tax	46	0.1%	237	0.3%	-80.6%	173	0.3%	-73.4%
EPS (NT\$)	0.02	-	0.08			0.06		

Note: Realized Gross Profit includes warranty

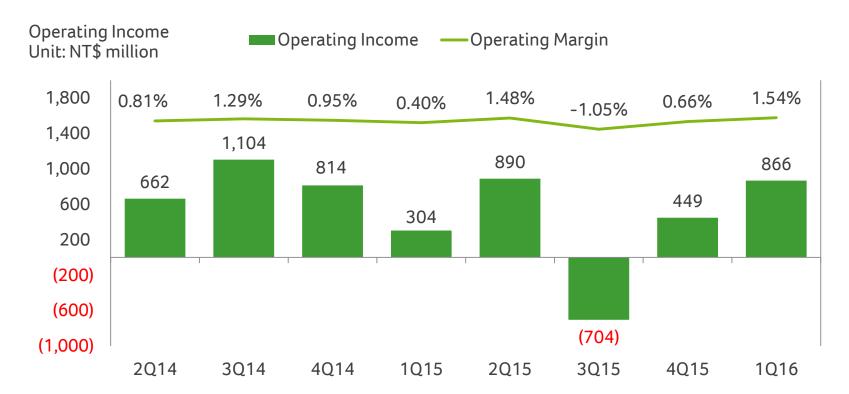


# **Net Sales and Gross Margin Trend**





# **Operating Income and Operating Margin Trend**





### **Consolidated Balance Sheet**

(NT\$ million)	Mar-	16	Dec-15		Mar-15	
Cash and cash equivalents	39,199	25%	44,622	26%	44,199	25%
Notes & Accounts receivable	42,990	28%	48,226	28%	49,787	28%
Inventories	30,114	19%	34,044	20%	37,997	21%
<b>Total Current Assets</b>	117,268	<b>75%</b>	132,950	77%	139,825	78%
Long-term Investment	3,887	2%	3,316	2%	3,925	2%
Property, plant and equipment	4,739	3%	4,827	3%	5,114	3%
Intangible asset	25,890	17%	26,609	15%	26,131	15%
Others	4,033	3%	4,040	2%	3,983	2%
Total Assets	155,818	100%	171,742	100%	178,978	100%
Short-term loan	8,814	6%	10,351	6%	7,283	4%
Notes & Accounts payable	31,886	20%	42,747	25%	44,232	25%
<b>Total Current Liabilities</b>	87,223	56%	102,576	60%	102,622	57%
Total Liabilities	90,541	58%	105,887	62%	115,229	64%
Total Shareholders' Equity	65,274	42%	65,853	38%	63,747	36%

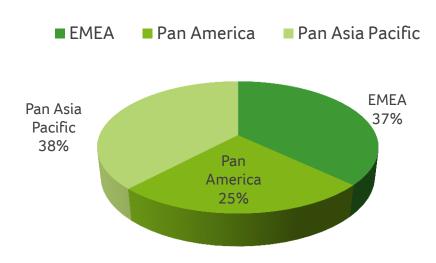
Notes: Total outstanding common shares: 3,038,696,538 shares; Book value per share NT\$ 21.48

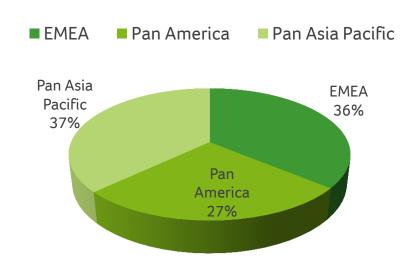


# **Quarterly Revenue Breakdown by Geography**

IT Hardware Product in Q1, 2016

IT Hardware Product in Q1, 2015





NT\$ 53,325 Million

NT\$ 64,901 Million

#### Notes:

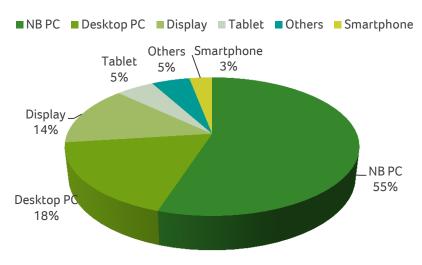
- 1. Pan Asia Pacific includes Asia Pacific, Japan, Taiwan, Hong Kong, and Mainland China.
- 2. EMEA includes Europe, Middle East and Africa



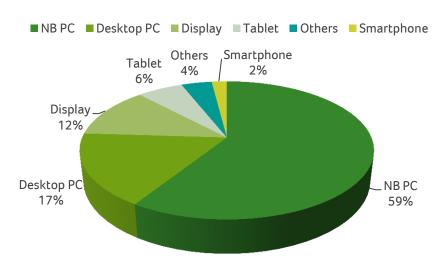
# **Quarterly Revenue Breakdown by Application**

IT Hardware Product in Q1, 2016

IT Hardware Product in Q1, 2015







NT\$ 64,901 Million

#### Notes:

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





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