



# 2018 Second Quarter Earnings

August 2018

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# Statements of Comprehensive Income - 2Q 2018

(NT\$ million)	2Q 18		1Q 18		QoQ Change	2Q 17		YoY Change
<b>Revenue</b>	<b>58,476</b>	<b>100%</b>	<b>54,804</b>	<b>100%</b>	<b>6.7%</b>	<b>53,604</b>	<b>100%</b>	<b>9.1%</b>
<b>Realized Gross Profit</b>	<b>6,432</b>	<b>11.0%</b>	<b>5,758</b>	<b>10.5%</b>	<b>11.7%</b>	<b>6,087</b>	<b>11.4%</b>	<b>5.7%</b>
Operating Expenses	5,524	9.4%	5,232	9.5%	5.6%	5,167	9.6%	6.9%
<b>Operating Income</b>	<b>930</b>	<b>1.6%</b>	<b>547</b>	<b>1.0%</b>	<b>70%</b>	<b>992</b>	<b>1.8%</b>	<b>-6.2%</b>
Non-Operating Income	256	0.4%	477	0.9%	-46%	(696)	-1.3%	N.A.
<b>Profit Before Tax</b>	<b>1,186</b>	<b>2.0%</b>	<b>1,024</b>	<b>1.9%</b>	<b>16%</b>	<b>296</b>	<b>0.6%</b>	<b>301%</b>
<b>Profit After Tax</b>	<b>881</b>	<b>1.5%</b>	<b>708</b>	<b>1.3%</b>	<b>24%</b>	<b>244</b>	<b>0.5%</b>	<b>261%</b>
<b>EPS (NT\$)</b>	<b>0.29</b>		<b>0.23</b>			<b>0.08</b>		

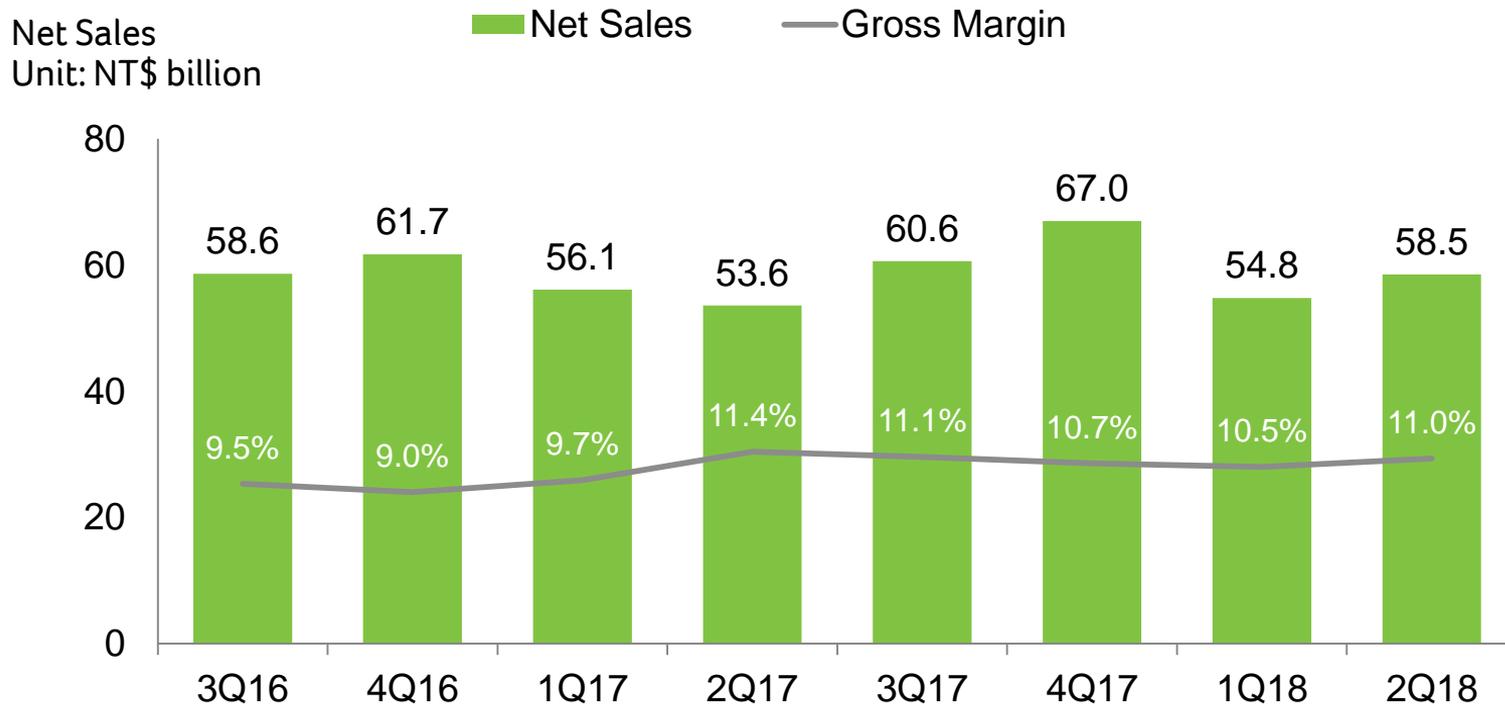
Note: Realized Gross Profit includes warranty

# Statements of Comprehensive Income - 1H 2018

(NT\$ million)	Six months ended		Six months ended		YoY Change
	June 30, 2018		June 30, 2017		
<b>Revenue</b>	<b>113,279</b>	<b>100%</b>	<b>109,657</b>	<b>100%</b>	<b>3.3%</b>
<b>Realized Gross Profit</b>	<b>12,190</b>	<b>10.8%</b>	<b>11,511</b>	<b>10.5%</b>	<b>5.9%</b>
Operating Expenses	10,756	9.5%	10,164	9.3%	5.8%
<b>Operating Income</b>	<b>1,477</b>	<b>1.3%</b>	<b>1,447</b>	<b>1.3%</b>	<b>2.1%</b>
Non-Operating Income	733	0.6%	(1,209)	-1.1%	N.A
<b>Profit Before Tax</b>	<b>2,211</b>	<b>2.0%</b>	<b>239</b>	<b>0.2%</b>	<b>827%</b>
<b>Profit After Tax</b>	<b>1,589</b>	<b>1.4%</b>	<b>307</b>	<b>0.3%</b>	<b>418%</b>
<b>EPS (NT\$)</b>	<b>0.53</b>		<b>0.10</b>		

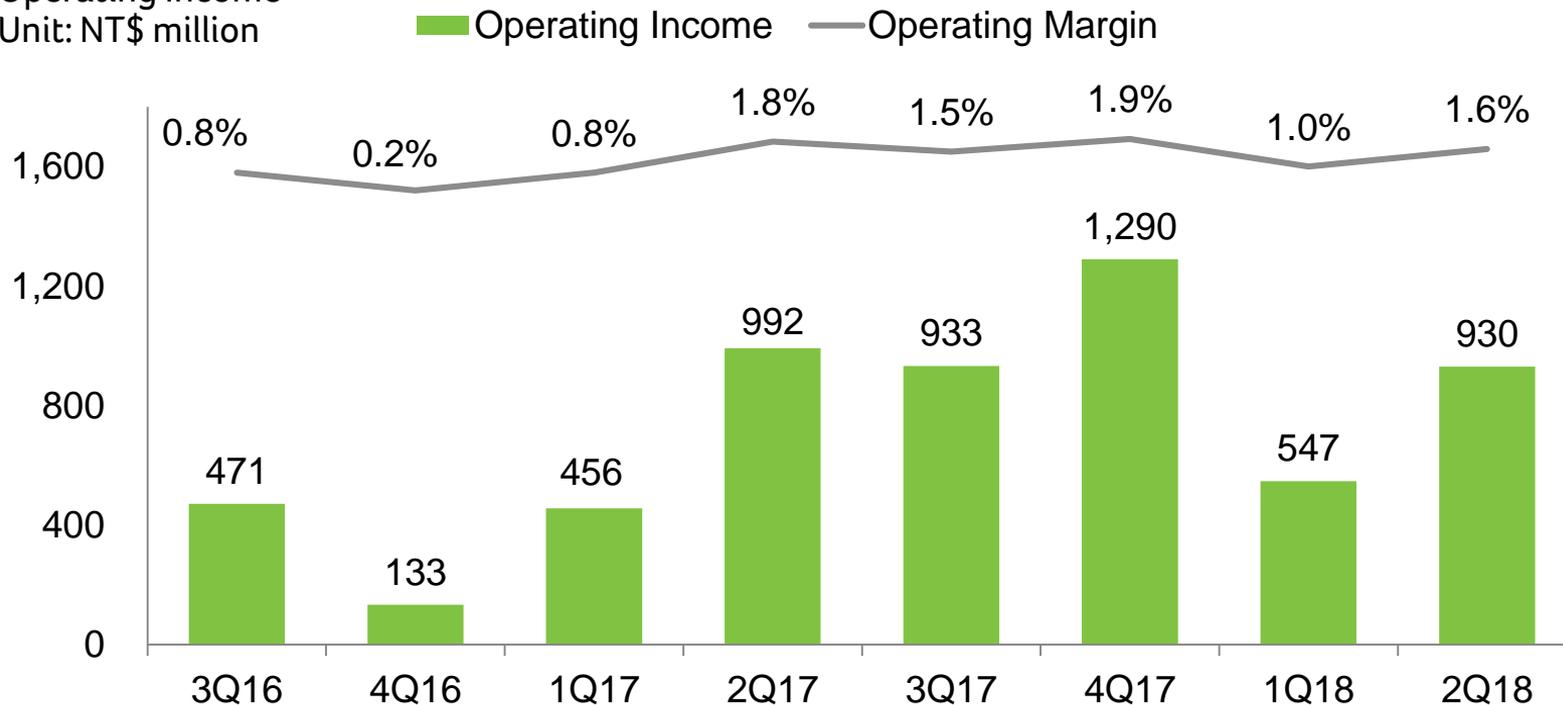
Note: Realized Gross Profit includes warranty

# Net Sales and Gross Margin Trend



# Operating Income and Operating Margin Trend

Operating Income  
Unit: NT\$ million



# Consolidated Balance Sheet

(NT\$ million)	June 30, 2018		March 31, 2018		June 30, 2017	
Cash and Cash Equivalents	30,802	20%	29,382	20%	21,117	14%
Notes & Accounts Receivable	44,711	29%	40,642	28%	42,454	29%
Inventories	42,308	27%	39,653	27%	47,873	32%
Long-term Investment	5,896	4%	6,126	4%	6,247	4%
Property, plant and equipment	4,007	3%	4,063	3%	4,134	3%
Intangible asset	17,345	11%	16,847	11%	17,542	12%
<b>Total Assets</b>	<b>155,924</b>	<b>100%</b>	<b>146,804</b>	<b>100%</b>	<b>148,564</b>	<b>100%</b>
Short-term loan	1,000	1%	1,994	1%	3,358	2%
Notes & Accounts Payable	41,450	27%	35,768	24%	34,911	23%
Total Current Liabilities	91,076	58%	82,072	56%	86,117	58%
Long-term loan	3,318	2%	3,300	2%	4,203	3%
<b>Total Liabilities</b>	<b>97,758</b>	<b>63%</b>	<b>88,673</b>	<b>60%</b>	<b>93,080</b>	<b>63%</b>
<b>Total Shareholders' Equity*</b>	<b>58,166</b>	<b>37%</b>	<b>58,131</b>	<b>40%</b>	<b>55,485</b>	<b>37%</b>

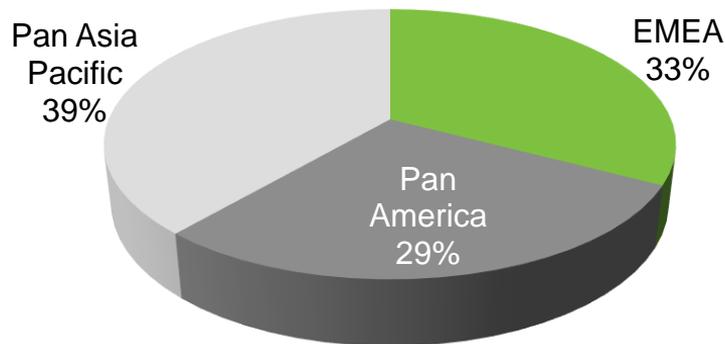
Notes:

1. Total outstanding common shares: 3,029,756,538 shares; Book value per share NT\$ 18.95
2. \*Total Shareholders' Equity includes Non-Controlling Interests

# Quarterly Revenue Breakdown by Geography

Q2 2018

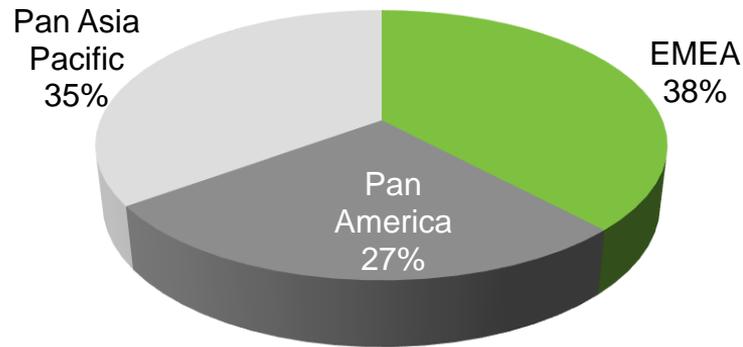
■ EMEA   ■ Pan America   ■ Pan Asia Pacific



**NT\$ 58,476 Million**

Q2 2017

■ EMEA   ■ Pan America   ■ Pan Asia Pacific



**NT\$ 53,604 Million**

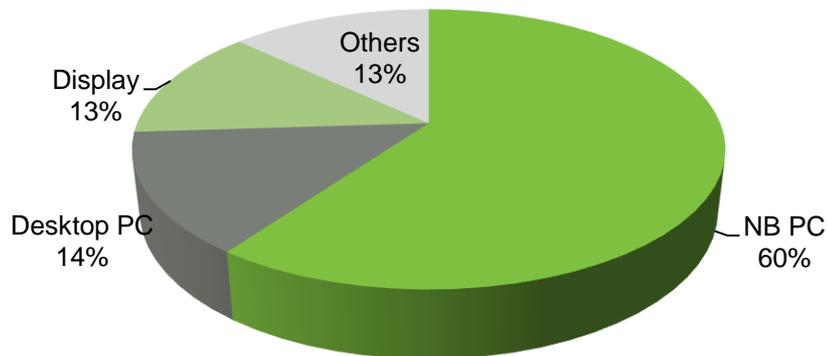
Notes:

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

Q2 2018

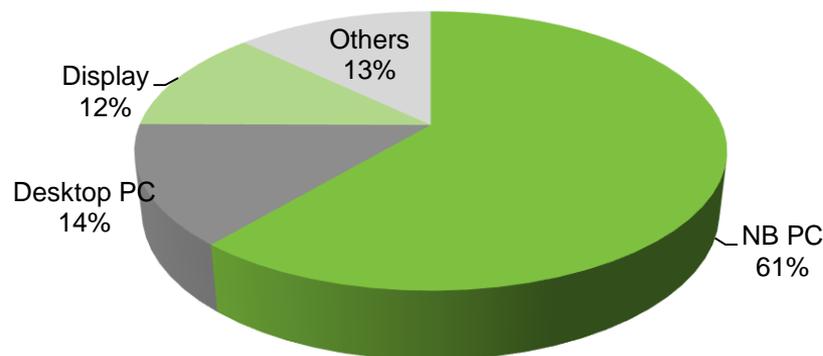
■ NB PC ■ Desktop PC ■ Display ■ Others



**NT\$ 58,476 Million**

Q2 2017

■ NB PC ■ Desktop PC ■ Display ■ Others



**NT\$ 53,604 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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