

補充資料

2018年第4季自結品牌損益 (擬制報表 - 排除舊手機機種)

(unaudited brand consolidated financials)

| in NT\$ Mn | 2018 4Q | Phone | W/O Phone |
|----------------------------|----------------|----------------|---------------|
| Net Revenue | 88,099 | 8,646 | 79,453 |
| COGS | (84,446) | (14,844) | (69,603) |
| Gross Profit | 3,653 | (6,197) | 9,850 |
| Operating Expenses | (9,998) | (2,486) | (7,511) |
| Operating Profit* | (6,345) | (8,684) | 2,339 |
| Non-OP Items | 2,510 | 420 | 2,090 |
| Pre-Tax Profit | (3,835) | (8,264) | 4,429 |
| Tax | 1,016 | 1,490 | (475) |
| Net Profit | (2,819) | (6,773) | 3,954 |
| EPS | (3.8) | (9.1) | 5.3 |
| Gross Margin % | 4.1% | -71.7% | 12.4% |
| Operating Margin % | -7.2% | -100.4% | 2.9% |
| *One time write-off | (6,049) | (6,049) | - |

2018年第3季自結品牌損益 (擬制報表 - 排除舊手機機種)

(unaudited brand consolidated financials)

| in NT\$ Mn | 2018 3Q | Phone | W/O Phone |
|---------------------------|---------------|----------------|---------------|
| Net Revenue | 93,771 | 13,218 | 80,553 |
| COGS | (82,814) | (12,899) | (69,915) |
| Gross Profit | 10,958 | 319 | 10,638 |
| Operating Expenses | (8,716) | (1,792) | (6,924) |
| Operating Profit* | 2,242 | (1,472) | 3,714 |
| Non-OP Items | 2,174 | (504) | 2,678 |
| Pre-Tax Profit | 4,416 | (1,976) | 6,392 |
| Tax | (1,073) | 163 | (1,236) |
| Net Profit | 3,343 | (1,813) | 5,156 |
| EPS | 4.5 | (2.4) | 6.9 |
| Gross Margin % | 11.7% | 2.4% | 13.2% |
| Operating Margin % | 2.4% | -11.1% | 4.6% |

2018年第2季自結品牌損益 (擬制報表 - 排除舊手機機種)

(unaudited brand consolidated financials)

| in NT\$ Mn | 2018 2Q | Phone | W/O Phone |
|---------------------------|---------------|----------------|---------------|
| Net Revenue | 80,525 | 9,123 | 71,402 |
| COGS | (70,291) | (8,588) | (61,702) |
| Gross Profit | 10,234 | 535 | 9,699 |
| Operating Expenses | (7,411) | (1,731) | (5,680) |
| Operating Profit* | 2,823 | (1,196) | 4,019 |
| Non-OP Items | (996) | 560 | (1,556) |
| Pre-Tax Profit | 1,827 | (636) | 2,463 |
| Tax | (496) | (133) | (363) |
| Net Profit | 1,332 | (768) | 2,100 |
| EPS | 1.8 | (1.0) | 2.8 |
| Gross Margin % | 12.7% | 5.9% | 13.6% |
| Operating Margin % | 3.5% | -13.1% | 5.6% |

2018年第1季自結品牌損益 (擬制報表 - 排除舊手機機種)

(unaudited brand consolidated financials)

| in NT\$ Mn | 2018 1Q | Phone | W/O Phone |
|---------------------------|---------------|----------------|---------------|
| Net Revenue | 90,056 | 6,375 | 83,681 |
| COGS | (77,480) | (7,331) | (70,149) |
| Gross Profit | 12,577 | (955) | 13,532 |
| Operating Expenses | (8,517) | (1,855) | (6,661) |
| Operating Profit* | 4,060 | (2,811) | 6,871 |
| Non-OP Items | (760) | (319) | (442) |
| Pre-Tax Profit | 3,300 | (3,129) | 6,429 |
| Tax | (920) | 414 | (1,334) |
| Net Profit | 2,380 | (2,715) | 5,094 |
| EPS | 3.2 | (3.7) | 6.9 |
| Gross Margin % | 14.0% | -15.0% | 16.2% |
| Operating Margin % | 4.5% | -44.1% | 8.2% |

2018年全年自結品牌損益 (擬制報表 - 排除舊手機機種)

(unaudited brand consolidated financials)

| in NT\$ Mn | 2018 1~12 | Phone 2018 | W/O Phone |
|----------------------------|----------------|-----------------|----------------|
| Net Revenue | 352,452 | 37,363 | 315,088 |
| COGS | (315,030) | (43,661) | (271,369) |
| Gross Profit | 37,422 | (6,298) | 43,720 |
| Operating Expenses | (34,641) | (7,864) | (26,777) |
| Operating Profit* | 2,780 | (14,162) | 16,942 |
| Non-OP Items | 2,928 | 157 | 2,771 |
| Pre-Tax Profit | 5,709 | (14,005) | 19,713 |
| Tax | (1,474) | 1,935 | (3,408) |
| Net Profit | 4,235 | (12,070) | 16,305 |
| EPS | 5.7 | (16.2) | 22.0 |
| Gross Margin % | 10.6% | -16.9% | 13.9% |
| Operating Margin % | 0.8% | -37.9% | 5.4% |
| *One time write-off | (6,049) | (6,049) | - |

2017年全年自結品牌損益 (擬制報表 - 排除舊手機機種)

(unaudited brand consolidated financials)

| in NT\$ Mn | 2017 1~12 | Phone 2017 | W/O Phone |
|---------------------------|----------------|----------------|----------------|
| Net Revenue | 392,899 | 47,548 | 345,351 |
| COGS | (340,562) | (43,046) | (297,517) |
| Gross Profit | 52,337 | 4,502 | 47,834 |
| Operating Expenses | (39,819) | (9,052) | (30,766) |
| Operating Profit* | 12,518 | (4,550) | 17,068 |
| Non-OP Items | 6,821 | 793 | 6,028 |
| Pre-Tax Profit | 19,339 | (3,757) | 23,096 |
| Tax | (3,794) | 241 | (4,035) |
| Net Profit | 15,545 | (3,516) | 19,061 |
| EPS | 20.9 | (4.7) | 25.7 |
| Gross Margin % | 13.3% | 9.5% | 13.9% |
| Operating Margin % | 3.2% | -9.6% | 4.9% |

2018 營收組合

| Product Mix | 1Q | 2Q | 3Q | 4Q | 2018 |
|-------------|-----|-----|-----|-----|------|
| PC | 66% | 68% | 72% | 74% | 70% |
| Component | 27% | 24% | 21% | 21% | 23% |
| Others | 7% | 8% | 7% | 5% | 7% |

* excluding old phones, reclassified

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|-----------|-----|-----|-----|-----|-----|
| PC | 61% | 60% | 62% | 67% | 63% |
| Component | 25% | 21% | 18% | 19% | 21% |
| Mobile | 11% | 15% | 16% | 11% | 13% |
| IOT | 3% | 4% | 4% | 3% | 3% |

* including discontinued smartphone models

| Region Mix | 1Q | 2Q | 3Q | 4Q | 2018 |
|------------|-----|-----|-----|-----|------|
| EURP | 35% | 30% | 29% | 34% | 32% |
| ASIA | 47% | 46% | 49% | 42% | 46% |
| Americas | 18% | 24% | 22% | 24% | 22% |

* excluding old phones, reclassified

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|----------|-----|-----|-----|-----|-----|
| EURP | 34% | 29% | 27% | 31% | 30% |
| ASIA | 47% | 47% | 51% | 44% | 47% |
| Americas | 19% | 24% | 22% | 25% | 23% |

* including discontinued smartphone models