華碩電腦

2018年第3季投資人說明會

IN SEARCH OF INCREDIBLE

問與答

1. When do you expect Intel CPU shortage to be solved? 2Q19 or 3Q19?

2. How does the trade war between China and US impact in 4Q18 and 1H19? Do you consider moving out the production from China or marking up the price in US or other markets to reflect cost?

3. Can you talk about the current mobile business profitability and the plan in the future?

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4. What is the proportion of commercial PC and consumer PC? Do you expect win10 upgrade to trigger enterprise demand in 2019?

5. What is the earnings contribution and YoY growth on gaming-related products? How do you expect the growth on gaming segment in 2019?

6. What is the reason for higher tax rate this year? Can you comment on the range of tax rate in 2018-19?

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7. How does the trade war between China and US impact on ASUS? What is the percentage of MB and VGA shipments to US? What is the strategy on the supply chain?

8. Will ASUS sustain the cash dividend payout?

9. Regarding loss on Askey, how can we look at the company in the future? How is ASUS handling the situation?

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10. What is the market acceptance after the price of NB-related products increased in 2H18? What is the growth rate of NB shipments this year compared with the industry? Can you comment on the PC industry and goals of company next year?

11. Does ASUS consider offseting Intel CPU shortage with using more AMD?

12. how is tariffs on component (MB, VGA) being absorbed now, through ASUS, supplier or raising end pricing? How is it being shared?

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13. Why is pricing pressure more severe in EU and US, less so in Asia?

14. Does the decrease of key component price make positive impact on gross margin?

15. When can we see positive sales YoY growth?

16. As demand in cryptocurrency declining, will MB and VGA business move toward AI and blockchain area?

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17. Regarding phone business, the competition is intensified from leading companies. How is ASUS positioning your phone business?

18. How does the Intel CPU shortage impact on gaming NB?

19. The P/B ratio is low. Do you consider share buyback?

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20. Regarding suppliers moving out of China, what is your expectation on the shifting based on discussion with your suppliers? Can you comment on the proportion and the target of China and non-China production?

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