

Supplemental Information

4Q 2018 Brand P&L (pro forma – excluding old phones)

(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)	-

3Q 2018 Brand P&L (pro forma – excluding old phones)

(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%

2Q 2018 Brand P&L (pro forma – excluding old phones)

(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%

1Q 2018 Brand P&L (pro forma – excluding old phones)

(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 Brand P&L (pro forma – excluding old phones)

(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 Brand P&L (pro forma – excluding old phones)

(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 Revenue Mix

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

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

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

* including discontinued smartphone models