

# ASUSTeK

## 2Q 2017 Investor Conference

# Q & A

# Arthur Hsieh, UBS-Analyst

- Can you share the OPM guidance for 3Q and 2H2017? Or in compare to 1Q2017 OPM level?
- As this result is unexpected and if any unusual stock volatilities occur in the market, are you going to announce stock repurchase program? Can we assume dividend of NTD 15 per share as the minimum?
- Any expense impact after the corporate restructuring?
- Since the OEMS may not have the resources to support smaller scale of gaming volume, what's your views on the own production house?
- Razer Chroma's lighting effect is being manufactured in-house. How long will it take for you to bring AURA sync to the market?
- How does ROG attract gamers? Can you comment on the positions and the selling point?

# William Yang, Citi-Analyst

- In regards to Windows on ARM, can it bring any opportunities and pose any challenges for the company?
- Windows RT was not very successful in the past. Do you see any impacts on the supply-chains for Windows on ARM?
- Any thoughts that you can share in regards to the settlement case with VIA Technologies Inc.?

# Melrose Chiu, Morgan Stanley-Analyst

- With stable PC demand and increasing component cost, shouldn't the Brand company be more conservative in the pricing and yet pricing competition is increasing? Can you comment more on this?
- Currently, gaming PC as of sales mix is around 20-25% and with the improvement on the product mix, at what percentage of sales mix on the premium segment can we expect the OPM to return to the historical level?

# Arthur Liao, Fubon-Analyst

- 2Q operating expense is not any different from 1Q, what's dragging the overall OPM? Is it the smartphone business? Can you share the amount of loss from the smartphone business?
- In regards to the corporate restructuring, gaming and gaming PC are relatively in the same segment, why do you separate those two?
- How you see view the business in next two years with increasing smartphone competitions in Malaysia and Indonesia?

# Huang, Topology Research Institute-Analyst

- What's your smartphone strategy for the dual-cam module?

# Webcast Questions

- Jean-Louis Lafayeedney, Haitong-Analyst: What is earnings visibility of components business?
- Jeffrey Ohlweiler, Macquarie-Analyst: What is gaming PC growth in 2Q?