

ASUSTeK

1Q 2018 Investor Conference

Q & A

Melrose, Morgan Stanley-Analyst

- Regarding smart enterprise, please share with us the strategy to transfer the focus from consumer to enterprise? Will it require innovating new products?
- As you mentioned the demand for ZenFone 5 is very high, what is your expectation for your performance in the smartphone market?

Arthur Liao, Fubon Security-Analyst

- Why Askey is still experiencing loss and when we can see it turn a profit in 2018?

Calvin Wei, Yuanta-Analyst

- You mentioned the 63 million Euros for the settlement, will you be able to get that money back sometime in the future?
- Your April performance was not good. Even though you mentioned it's due to the transition between old and new products to the market, is it possible that the decrease in bitcoin prices or demand for GPU had any affect?
- Recently there has been a lack of materials and resources, how much of an affect does this have on your PC or smartphone supply chains? What other product lines are affected?
- Gaming has been doing very well this year so far and even Nvidia will launch a new platform in Q3. Does ASUS have plans to launch any particularly strong gaming products or expect any positive growth in gaming shipments

Angela Hsiang, KGI-Analyst

- Company's 1Q18 OPM has surpassed over 4% to 4.5%. Will company still target the OPM over 4% in the coming quarters or will see higher target?
- What's the earnings contribution from gaming NB and components in 1Q18?