



2018Q3 Earnings Conference Edimax Technology

November 16, 2018



Safe Harbor Notice



Edimax Technology's statements of its current expectations are forward-looking statements which are subject to significant risks and uncertainties. Actual results may differ materially from those contained in any forward-looking statements.



Agenda



- ✓ Introduction of EDIMAX Group
- ✓ Financial Result
- ✓ Revenue and Profit by Segment
- ✓ Q & A

Introduction of Edimax Group

Communication



carrier grade solutions

networking
Application &
cloud-based solutions

system integration in
communication & IoT
solutions

Agenda



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- ✓ **Financial Result**
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Statements of comprehensive income for 2018Q3

In NTD Thousands

Subjects	2017Q3	2018Q1	2018Q2	2018Q3	YoY	QoQ
Operating Revenue	1,511,807	1,337,955	1,874,925	1,876,667	364,860	1,742
Gross Profit	359,375	288,822	443,816	470,465	111,090	26,649
Operating Expense	365,933	338,964	373,829	359,713	(6,220)	(14,116)
Operating Profit	(6,558)	(50,142)	69,987	110,752	117,310	40,765
Non-operating Income & Expense	16,343	(11,191)	32,454	(37,455)	(53,798)	(69,909)
Income before Tax	9,785	(61,333)	102,441	73,297	63,513	(29,144)
Income Tax	(14,469)	(6,269)	(35,532)	(20,245)	(5,776)	15,287
Income after Tax	(4,684)	(67,602)	66,909	53,052	57,736	(13,857)
Income Attributable to Parent	(21,934)	(92,724)	(3,206)	18,653	40,587	21,859

Statements of comprehensive income for 201809YTD

In NTD Thousands

Subjects	201709YTD	201809YTD	YoY
Operating Revenue	4,173,357	5,089,547	916,190
Gross Profit	1,083,762	1,203,103	119,341
Operating Expense	1,074,780	1,072,506	(2,274)
Operating Profit	8,982	130,597	121,615
Non-operating Income & Expense	(45,806)	(16,192)	29,614
Income before Tax	(36,824)	114,405	151,229
Income Tax	(27,675)	(62,046)	(34,371)
Income after Tax	(64,499)	52,359	116,858
Income Attributable to Parent	(82,869)	(77,277)	5,592
EPS (in NTD)	-0.45	-0.42	—

Balance Sheet for 201809

In NTD Thousands

Subjects	2017/9/30	%	2017/12/31	%	2018/9/30	%
Cash & cash equivalents ^(*)	729,715	11	708,374	11	960,686	13
Accounts/Notes receivable	1,238,428	19	1,260,968	20	1,515,597	21
Inventories	1,568,739	24	1,412,987	22	2,038,484	28
Property, plant and eqips	2,490,477	37	2,478,439	38	2,412,734	33
Other assets	612,801	9	586,810	9	357,381	5
Total assets	6,640,160	100	6,447,578	100	7,284,882	100
Short-term borrowings	677,150	10	774,791	12	1,125,213	15
Accounts/Notes payable	1,259,944	19	1,041,726	24	1,500,499	21
Long-term borrowings ^(**)	1,538,754	23	1,517,866	16	1,455,202	20
Bonds payable ^(**)	297,292	4	289,959	5	0	0
Other liabilities	574,927	9	602,109	9	856,017	12
Total liabilities	4,348,067	65	4,226,451	66	4,936,931	68
Total equity	2,292,093	35	2,221,127	34	2,347,951	32

Note * : Cash & cash equivalents subject above includes short-term bonds.

Note **: reclassification of the above subjects is made for better understanding and comparison,

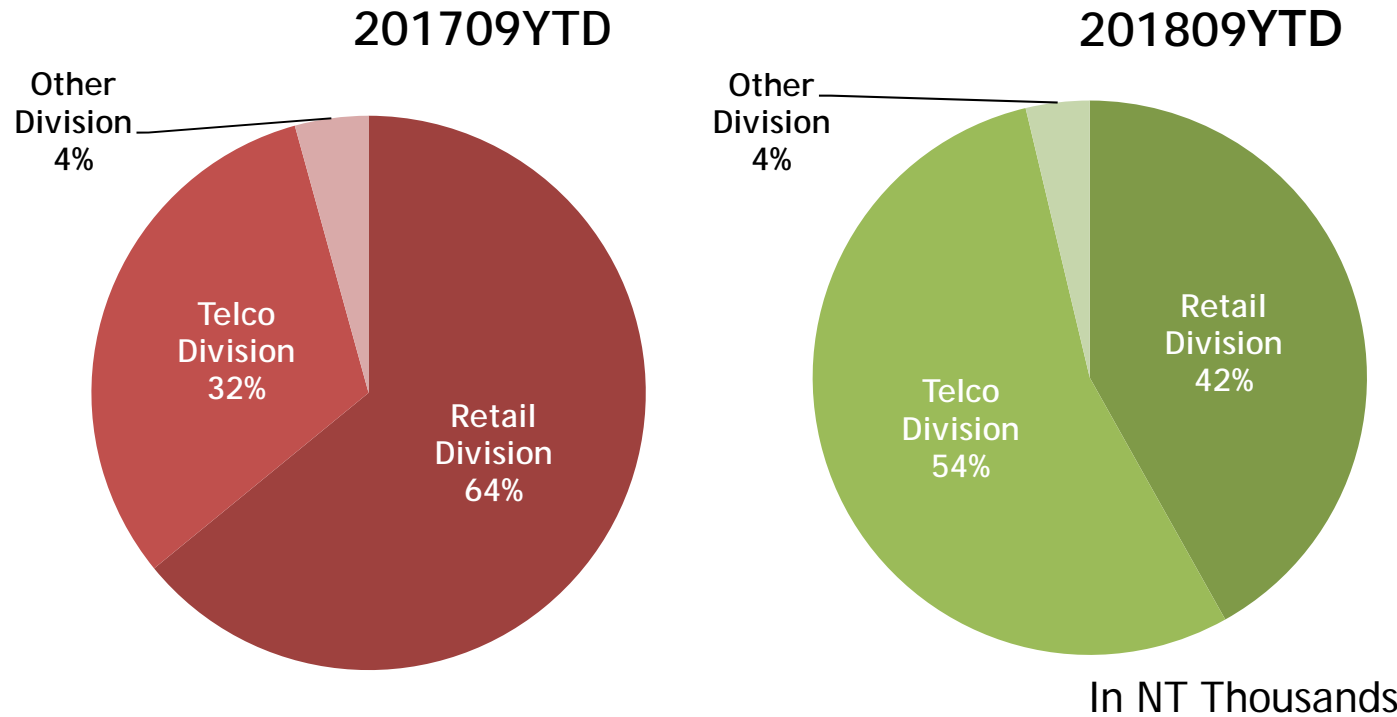
such as long-term borrowings, bonds payable, property and etc.

Agenda



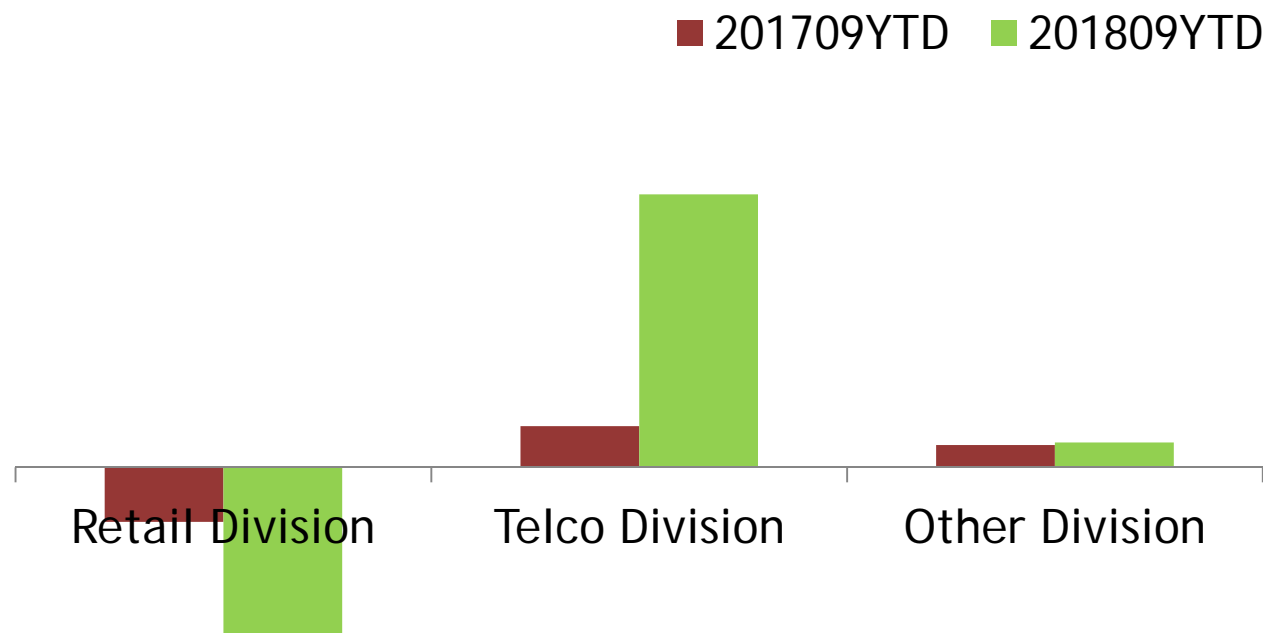
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Sales & contribution by segment



	201709YTD	201809YTD	Growth %
Retail BU	2,674,667	2,131,227	-20%
Telco BU	1,319,684	2,769,009	110%
Others	179,006	189,311	6%
Total	4,173,357	5,089,547	22%

Operating Profit by segment



In NT Thousands

	201709YTD	201809YTD	Growth %
Retail BU	(56,142)	(174,984)	-212%
Telco BU	42,252	280,197	563%
Others	22,872	25,384	11%
Total	8,982	130,597	1354%

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For more information regarding Edimax, please visit
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For all inquiries, suggestions and comments, please write to
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Thank you