



# 1Q, 2018 Operating Rpt.

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**PBI** Pro Broadband Inc.

# 1Q18 Consolidated B/S-YoY

# 1Q17 Consolidated B/S-QoQ

Selected Items Unit : NTD  
thousand

	3/31, 2017		12/31, 2016		QoQ	%
Cash and Cash equivalents	1,418,412	21.3%	1,490,097	21.7%	(71,685)	-4.8%
Accounts Receivable, net	2,074,736	31.1%	2,367,756	34.5%	(293,020)	-12.4%
Inventories	1,440,143	21.6%	1,255,058	18.3%	185,085	14.7%
Total Current Assets	5,383,375	80.7%	5,477,992	79.9%	(94,617)	-1.7%
Funds and Investments	42,275	0.6%	49,485	0.7%	(7,210)	-14.6%
Property, plant and equipment	1,145,276	17.2%	1,230,595	17.9%	(85,319)	-6.9%
<b>Total Assets</b>	<b>6,669,433</b>	<b>100%</b>	<b>6,859,529</b>	<b>100%</b>	<b>(190,096)</b>	<b>-2.8%</b>
Short-term borrowings	1,618,747	24.3%	1,457,052	21.2%	161,695	11.1%
Accounts Payable	2,108,188	31.6%	2,321,845	33.8%	(213,657)	-9.2%
Other payables	387,309	5.8%	462,153	6.7%	(74,844)	-16.2%
Within one-year long term loans	147,490	2.2%	164,675	2.4%	(17,185)	-10.4%
Total Current Liabilities	4,376,303	65.6%	4,518,795	65.9%	(142,492)	-3.2%
Long-term Loans	83,805	1.3%	95,301	1.4%	(11,496)	-12.1%
<b>Total Liabilities</b>	<b>4,532,250</b>	<b>68.0%</b>	<b>4,695,819</b>	<b>68.5%</b>	<b>(163,569)</b>	<b>-3.5%</b>
<b>Total Shareholders' Equity</b>	<b>2,137,183</b>	<b>32.0%</b>	<b>2,163,710</b>	<b>31.5%</b>	<b>(26,527)</b>	<b>-1.2%</b>

# 1Q17 Comprehensive I/S-YoY

Unit : NTD thousand

	1Q17		1Q16		YoY	
<b>Net Sales</b>	<b>1,902,295</b>	<b>100.0%</b>	<b>1,977,489</b>	<b>100.0%</b>	<b>(75,194)</b>	<b>-4%</b>
COGS	1,633,517	85.9%	1,728,910	87.4%	(95,393)	-6%
<b>Gross Profit</b>	<b>268,778</b>	<b>14.1%</b>	<b>248,579</b>	<b>12.6%</b>	<b>20,199</b>	<b>8%</b>
Operating Expense	262,515	13.8%	292,252	14.8%	(29,737)	-10%
Selling & Marketing Exp.	60,373	3.2%	45,790	2.3%	14,583	32%
General & Administrative Exp.	115,754	6.1%	160,414	8.1%	(44,660)	-28%
Research & Development Exp.	86,388	4.5%	86,048	4.4%	340	0%
<b>Operating Income(Loss)</b>	<b>6,263</b>	<b>0.3%</b>	<b>(43,673)</b>	<b>-2.2%</b>	<b>49,936</b>	<b>-114%</b>
Non-operating Income and Exp.	(2,981)	-0.2%	(12,465)	-0.6%	9,484	-76%
Profit(Loss) before Tax	3,282	0.2%	(56,138)	-2.8%	59,420	-106%
Income Tax Expense	(52)	0.0%	563	0.0%	(615)	-109%
<b>Net Income(Loss)</b>	<b>3,230</b>	<b>0.2%</b>	<b>(55,575)</b>	<b>-2.8%</b>	<b>58,805</b>	<b>-106%</b>
<b>EPS(NT\$)</b>	<b>0.02</b>		<b>(0.33)</b>			

# 1Q17 Comprehensive I/S-QoQ

Unit : NTD thousand

	1Q17		4Q16		QoQ	
<b>Net Sales</b>	<b>1,902,295</b>	<b>100.0%</b>	<b>2,455,933</b>	<b>100.0%</b>	<b>(553,638)</b>	<b>-23%</b>
COGS	1,633,517	85.9%	2,141,561	87.2%	(508,044)	-24%
<b>Gross Profit</b>	<b>268,778</b>	<b>14.1%</b>	<b>314,372</b>	<b>12.8%</b>	<b>(45,594)</b>	<b>-15%</b>
Operating Expense	262,515	13.8%	297,575	12.1%	(35,060)	-12%
Selling & Marketing Exp.	60,373	3.2%	78,571	3.2%	(18,198)	-23%
General & Administrative Exp.	115,754	6.1%	127,407	5.2%	(11,653)	-9%
Research & Development Exp.	86,388	4.5%	91,597	3.7%	(5,209)	-6%
<b>Operating Income(Loss)</b>	<b>6,263</b>	<b>0.3%</b>	<b>16,797</b>	<b>0.7%</b>	<b>(10,534)</b>	<b>-63%</b>
Non-operating Income and Exp.	(2,981)	-0.2%	4,907	0.2%	(7,888)	-161%
Profit(Loss) before Tax	3,282	0.2%	21,704	0.9%	(18,422)	-85%
Income Tax Expense	(52)	0.0%	5,708	0.2%	(5,760)	-101%
<b>Net Income(Loss)</b>	<b>3,230</b>	<b>0.2%</b>	<b>27,412</b>	<b>1.1%</b>	<b>(24,182)</b>	<b>-88%</b>
<b>EPS(NT\$)</b>	<b>0.02</b>		<b>0.17</b>			

# Consolidated Cash Flow

Selected Item Unit : NTD thousands	1Q,2017	4Q,2016	1Q,2016
Net Income before tax	3,282	21,704	(56,138)
Depreciation & Amortization	40,614	42,558	48,038
Net A/R (Increase)/Decrease	250,645	(253,992)	385,216
Inventories (Increase)/Decrease	(185,085)	23,161	44,677
A/P Increase/(Decrease)	(213,657)	290,789	(220,355)
<b>From Operation</b>	<b>(214,977)</b>	<b>134,256</b>	<b>276,665</b>
Buy property, plant and equipment	(10,214)	(8,388)	(8,916)
Sold property, plant and equipment	2,479	1,397	0
<b>From Investment</b>	<b>(5,806)</b>	<b>(33,075)</b>	<b>(28,458)</b>
Short & Long Term Loans	133,014	(62,892)	(85,451)
<b>From Financing</b>	<b>143,201</b>	<b>(62,206)</b>	<b>(82,313)</b>
exchange influence	5,897	(80,976)	11,947
Net Cash Position Change	(71,685)	(42,001)	177,841
Beginning Cash & Cash Equivalents	1,490,097	1,532,098	1,386,490
<b>Ending Cash Balance</b>	<b>1,418,412</b>	<b>1,490,097</b>	<b>1,564,331</b>



***Thank you !***