



Better work, better life

Aurora Group Presentation

The Greater China Leader in Integrated Office Solutions



- ✓ Taiwan's **No.1** office automation product distributor with 700+ company-operated and dealer stores
- ✓ Taiwan's **No.1** office furniture brand
- ✓ Taiwan's top retailer of telecom products and services with 700+ own and dealer shops
- ✓ **Widely Recognized** office furniture brand in China targeting mid-range to high-end segment
- ✓ The **National Demonstration Enterprise for Product and Service Quality** for MFP brand¹ in China with an extensive network of 350 own and dealer stores
- ✓ Industry honors include:
 - China Famous Trademark both in OF & OA Fields²
 - Winner of IF Design Award China
 - Iconic Brand of China Office Furniture Industry³

Sources:

1. Rated by China Quality Inspection Association

2. Approved by Trademark Office of the State Administration for Industry & Commerce

3. Rated by China Brand Research Institute

Aurora Makes Office More Productive



With 6,000 employees, more than 2,000 company-operated and dealer stores across Taiwan and China, we reach and serve customers with our broad portfolio of copiers, printers, managed print service, office equipment and furniture that serve businesses of all sizes in any industry.



Quick Facts

History	1965
Chairman	Lo-Ping Lin
Ticker	TWSE 2373
Shares	236,202,518
Market cap.	NT\$20,526mn

*Data as of 2018/04/27

In million NT\$	2017
Consolidated sales	14,371
Operating profit	1,221
Net income	1,811
EPS (NT\$)	6.67



Aurora in the Everyday Workplace



As the preferred distributor for top office automation brands , Aurora offers a broad selection of copiers, printers, fax machines and multi-function devices, as well as document solutions that allow more efficient sharing of information and simplify how print jobs are managed. In China, we sell and market digital photocopiers with our “Aurora” brand.



From desk suites, cabinets, office screens to layout planning, our vast collection of innovative, configurable product and services enables us to address evolving business demand and growing space challenges in the work place.

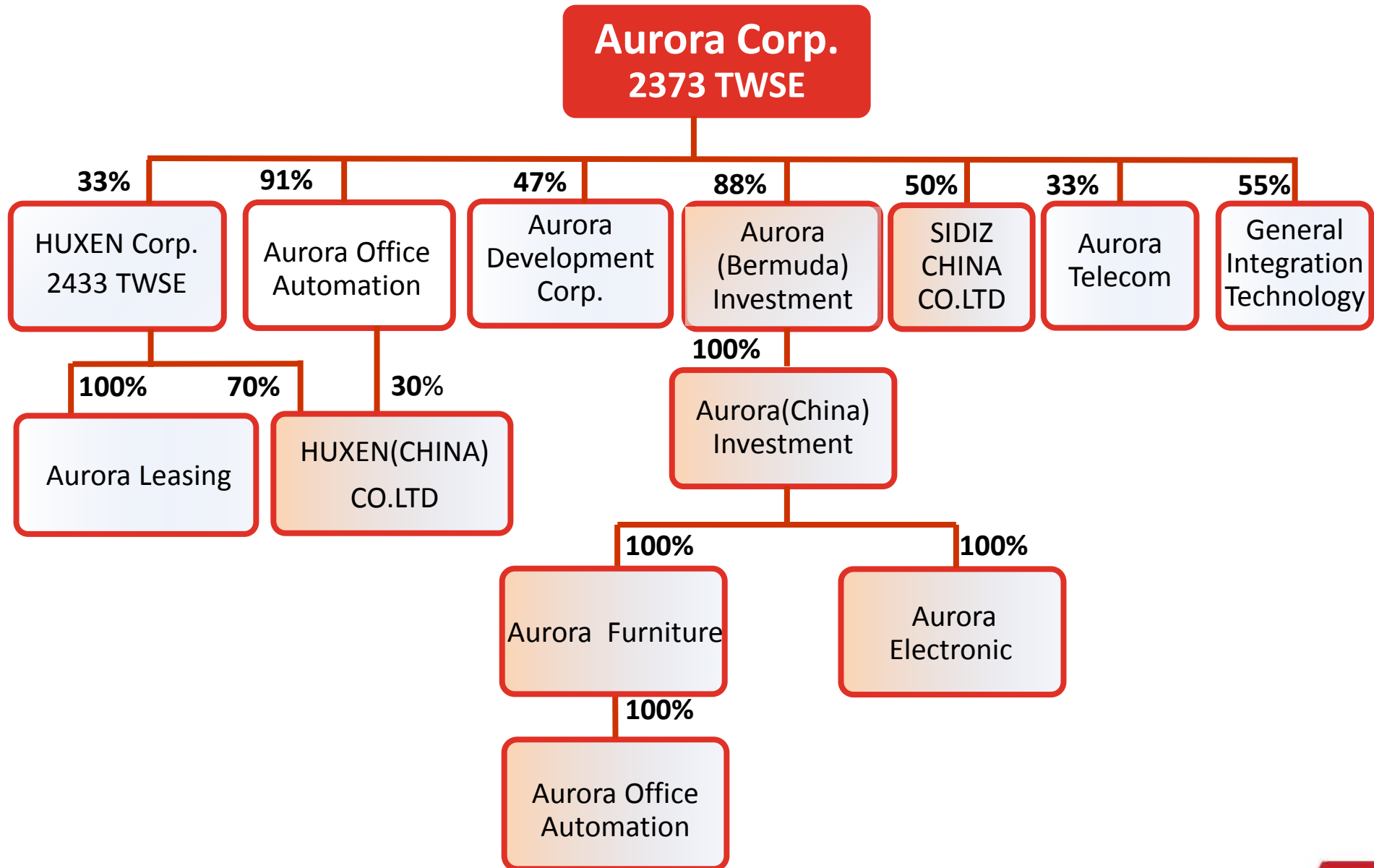


With a national network of more than 700 own and dealer stores, we are Taiwan’s largest retailer for telecom products, including mobile devices, plans and accessories, as well as items for home technology and power supply needs. Cooperated with Honhai-Sharp In October 2017.



We export from China a diverse array of paper shredders, time attendance recorders, calculators and other office machines to more than 50 countries around the world.

Aurora Group Structure

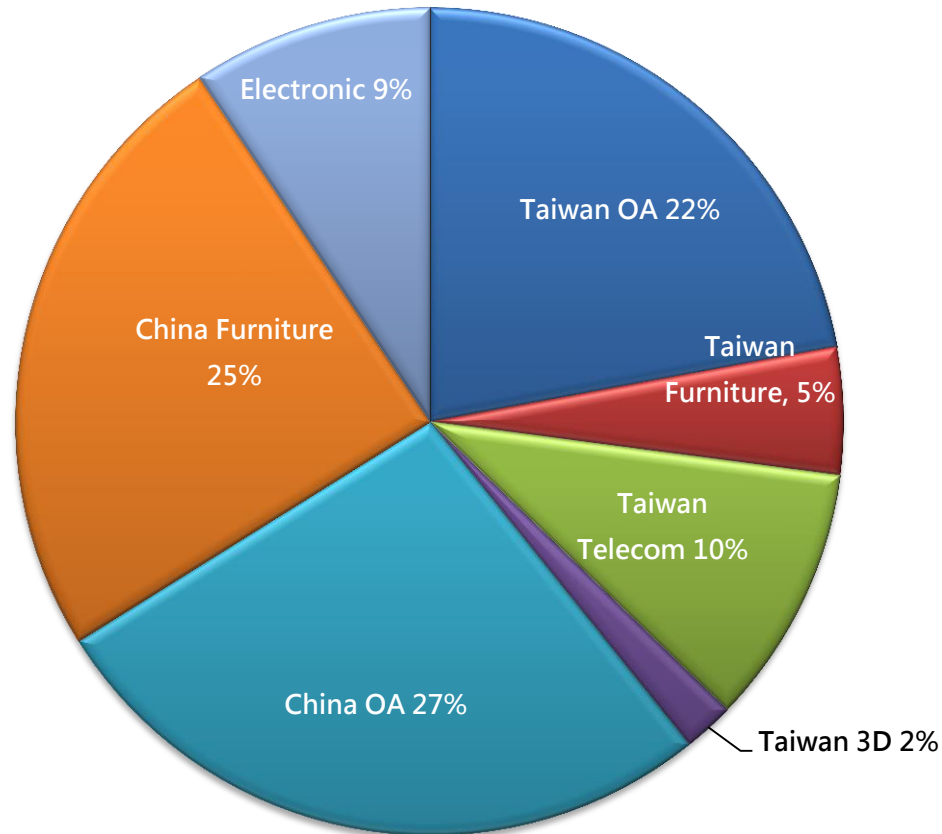


Why Invest in Aurora

- ✓ Differentiated in the market place through a well-respected brand, diverse offerings and integrated service solutions
- ✓ “Twin growth engines” – office automation and office furniture – that capture cross-selling opportunities for the work environment
- ✓ Wide distribution coverage in China, the world’s second largest office furniture destination and one of fastest growing markets for office products
- ✓ Revenue increasingly weighted toward services, maintenance and supplies, yielding stable cash flow
- ✓ Sustainable value creation through attractive shareholder return

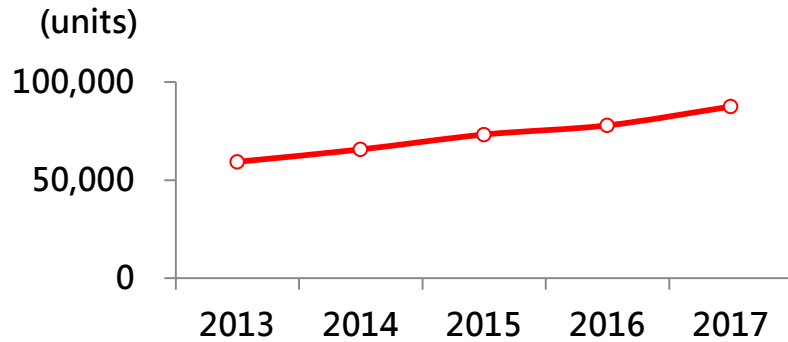
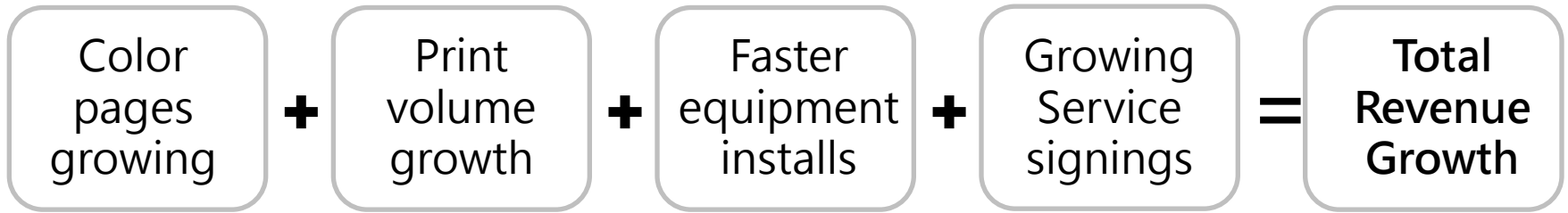
Mix of Sales by Segment

2017 Revenue by Segment

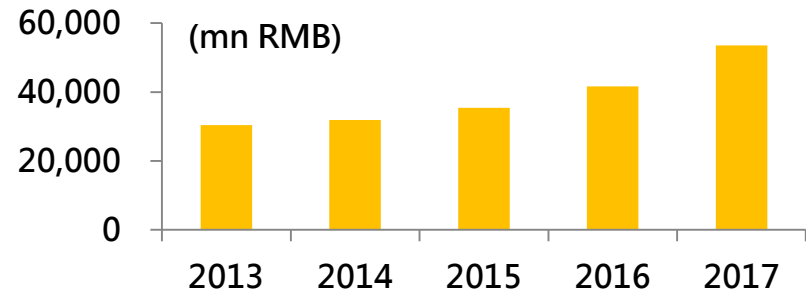


Revenue in China accounts for 61% of total revenue

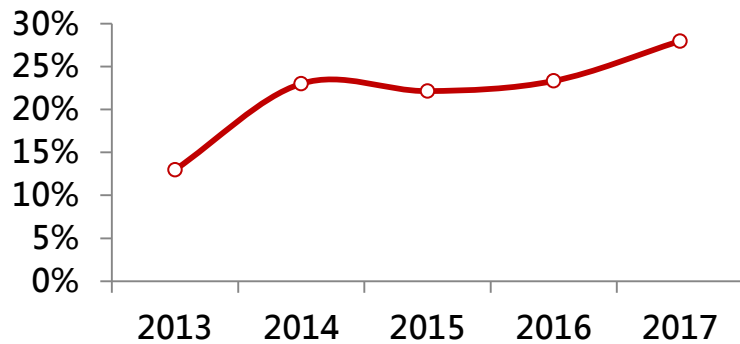
China OA Business Driven by Transition to Color and Recurring Service Revenue



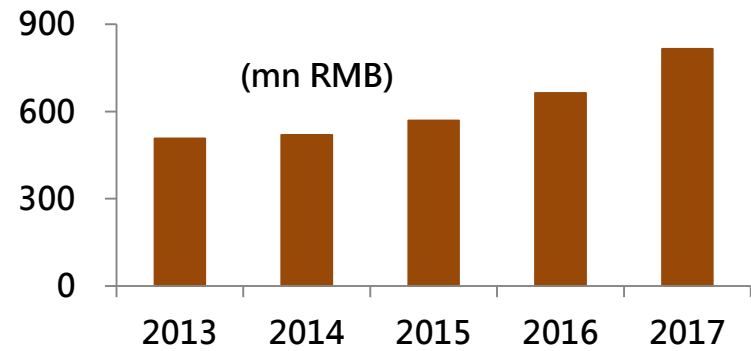
—○— Aurora's machine-in-field base in China



■ Aurora's copier sales in China



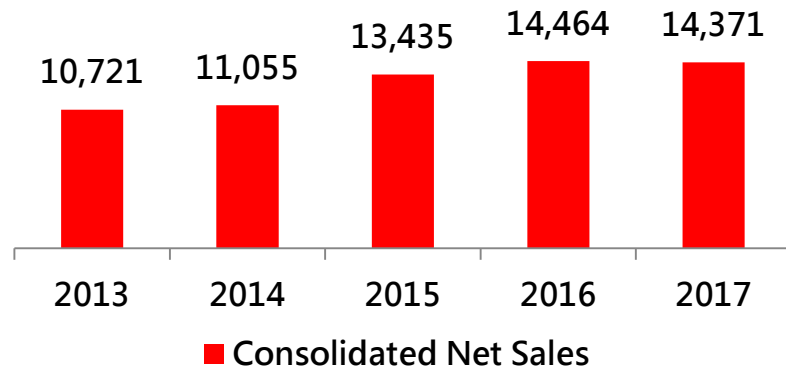
—○— Color % of Aurora's China copier sales



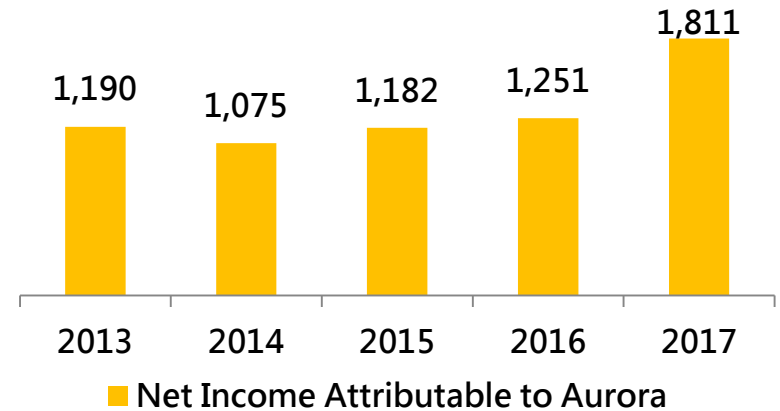
■ Aurora's copier revenue in China

Five-year Financial Highlights

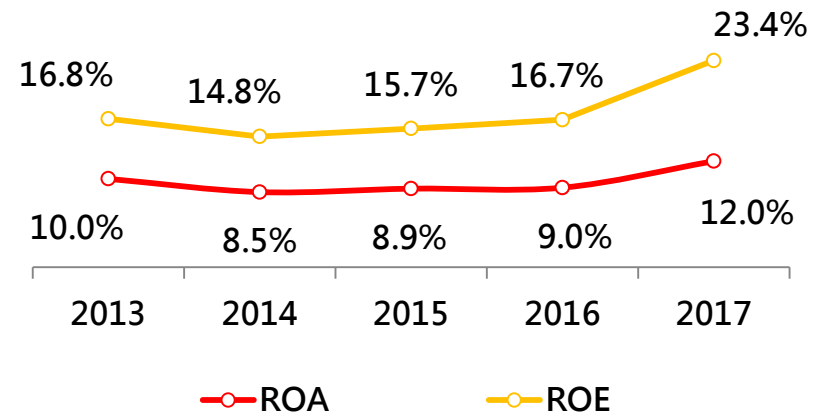
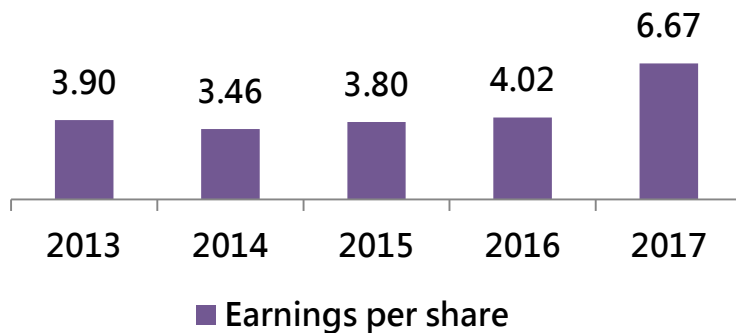
(NT\$ million)



(NT\$ million)

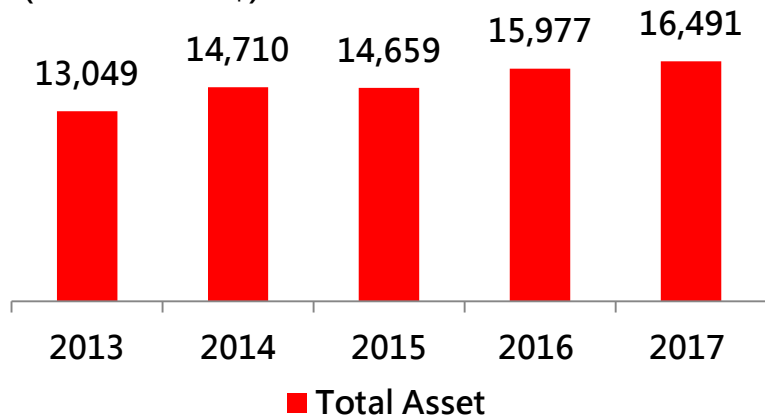


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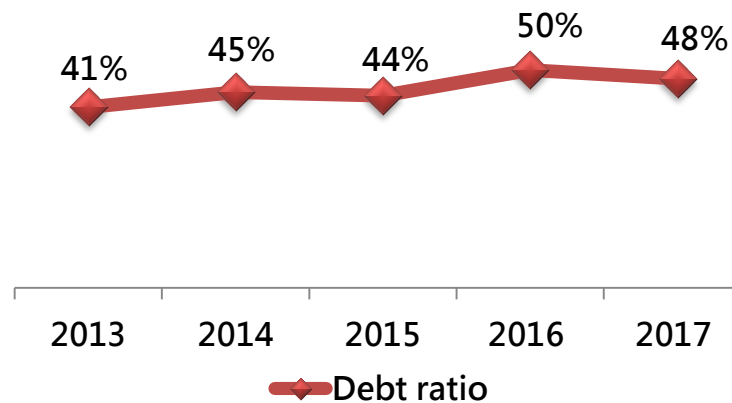
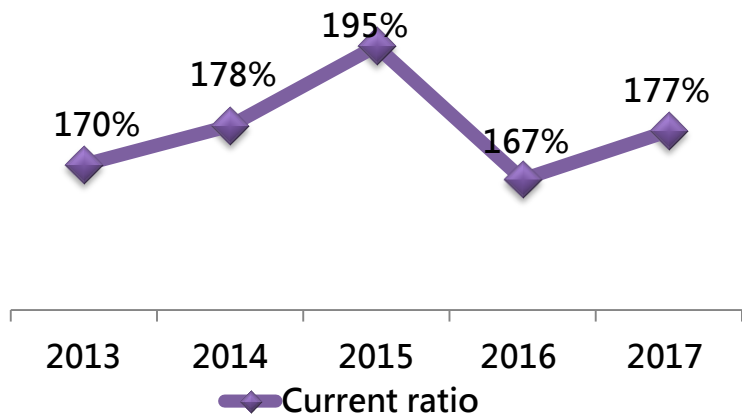
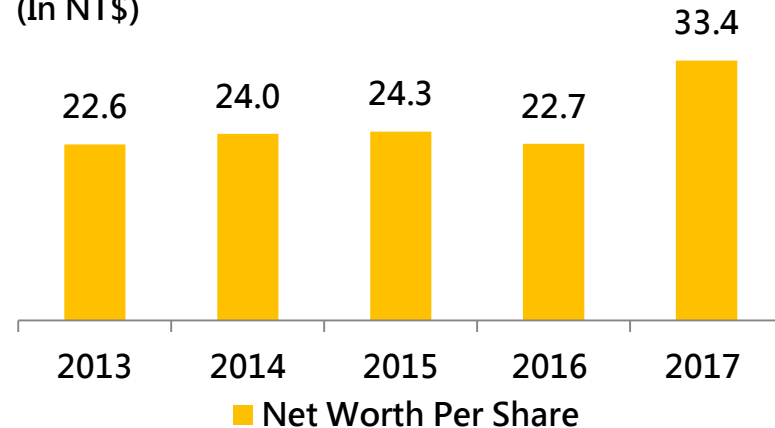


Balance Sheet Highlights

(In million NT\$)



(In NT\$)

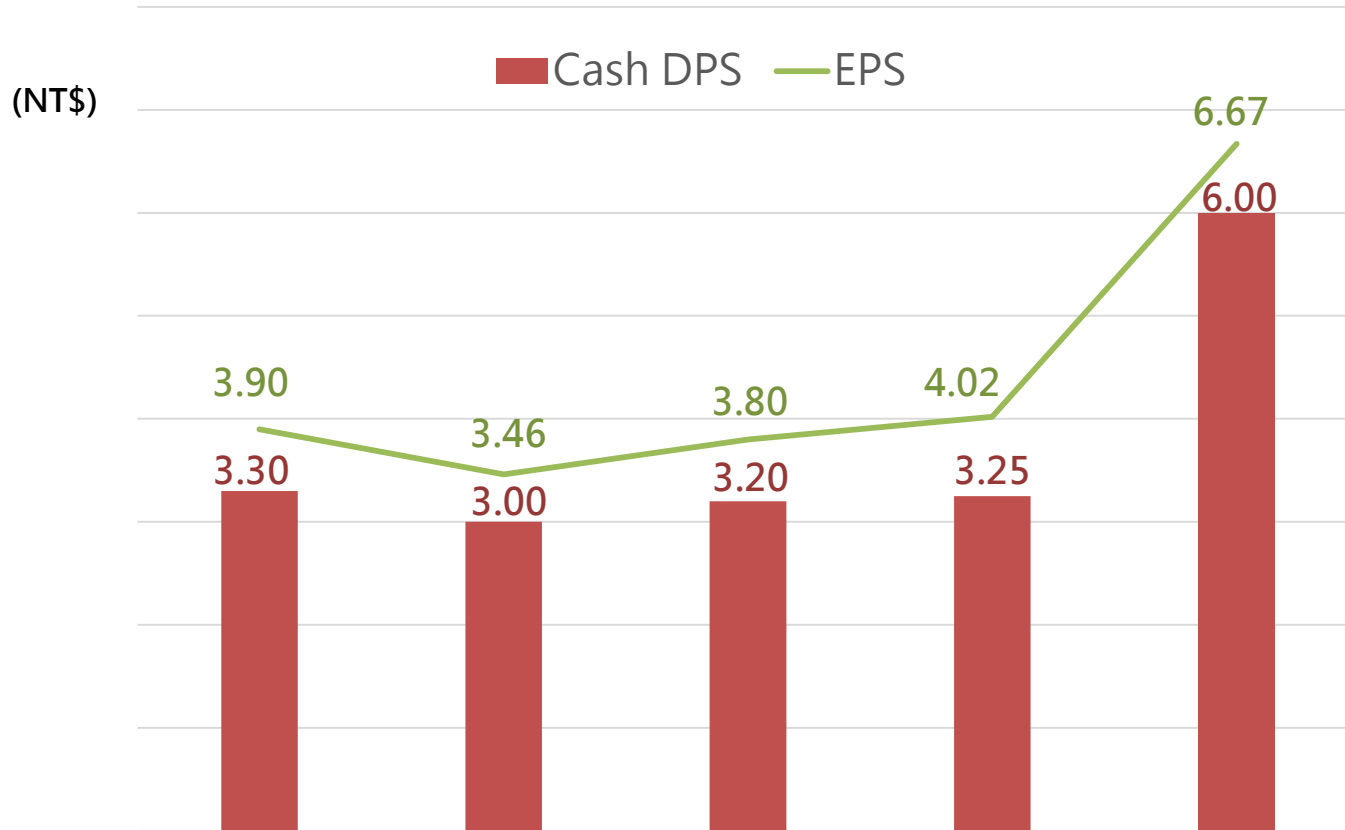


Geographic and Segment Performance

(in million NT\$)

Summary of Group Operations	2017	Change	2016	Change	2015
Consolidated sales	14,371	-0.6%	14,464	7.7%	13,435
Gross profit	6,084	1.8%	5,979	7.5%	5,562
Operating Profit	1,221	19.8%	1,019	41.5%	720
Income before Taxes	2,221	39.7%	1,590	5.9%	1,502
Net income attributable to Aurora	1,811	44.8%	1,251	5.7%	1,183
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Sales by Geographic Area	2017	Change	2016	Change	2015
Taiwan	5,669	-10.2%	6,316	11.9%	5,642
China	8,702	6.8%	8,147	4.5%	7,793
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Net Profit by Geographic Area	2017	Change	2016	Change	2015
Taiwan	1,149	58.3%	726	-2.3%	743
China	662	26.1%	525	19.3%	440
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Sales by Business Segment	2017	Change	2016	Change	2015
Office automation	3,103	1.1%	3,069	2.7%	2,989
Taiwan Office furniture	868	2.8%	844	13.6%	743
Taiwan Telecom	1,448	-32.9%	2,160	27.7%	1,692
Taiwan 3D	204	-4.7%	214	-1.8%	218
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China Office automation	3,677	12.5%	3,268	14.0%	2,866
China Office furniture	3,492	6.1%	3,291	-8.1%	3,580
China Electronic	1,336	-4.0%	1,391	3.2%	1,348

Shareholder Value Creation through Sustainable Return





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