

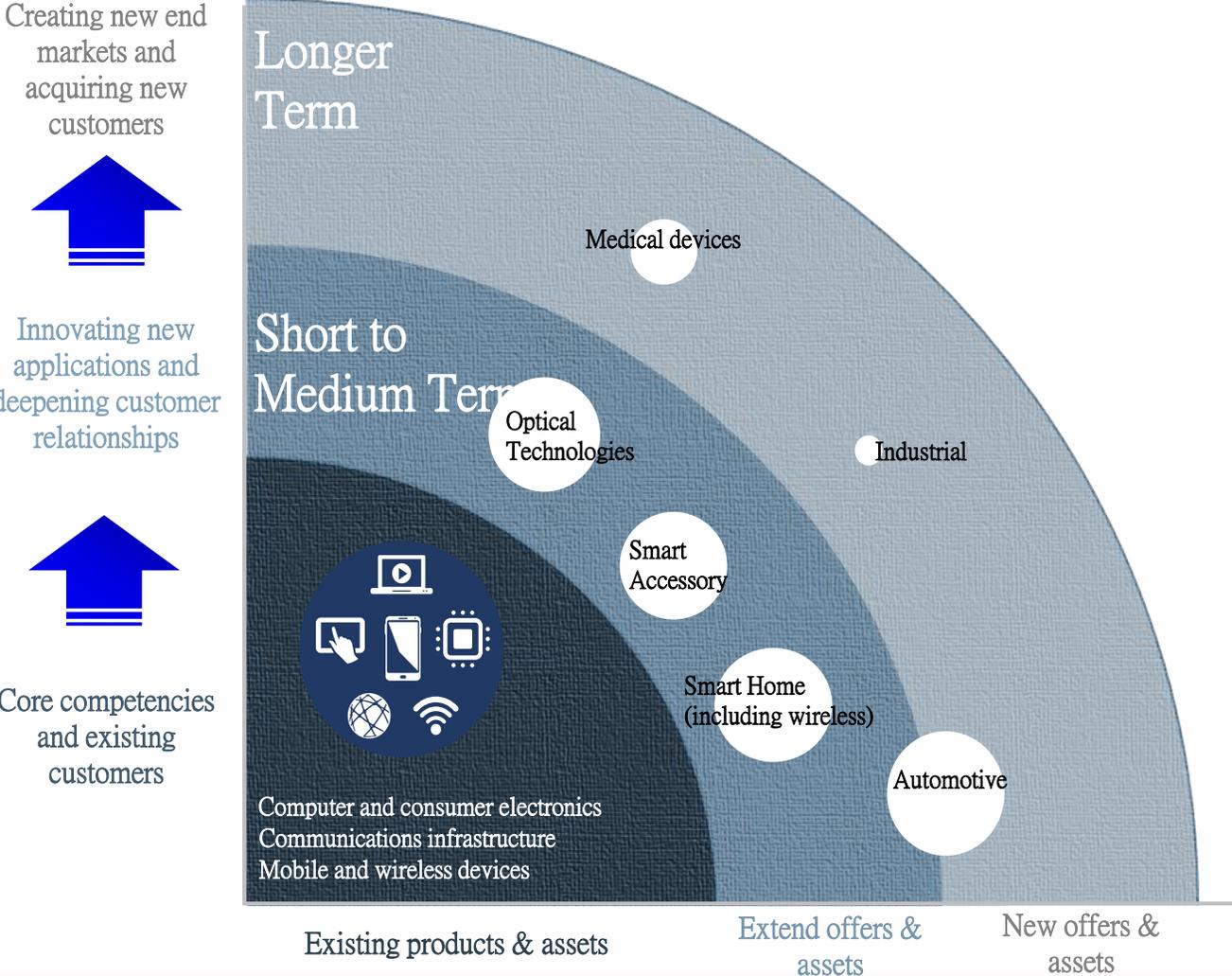


Annual Results Announcement

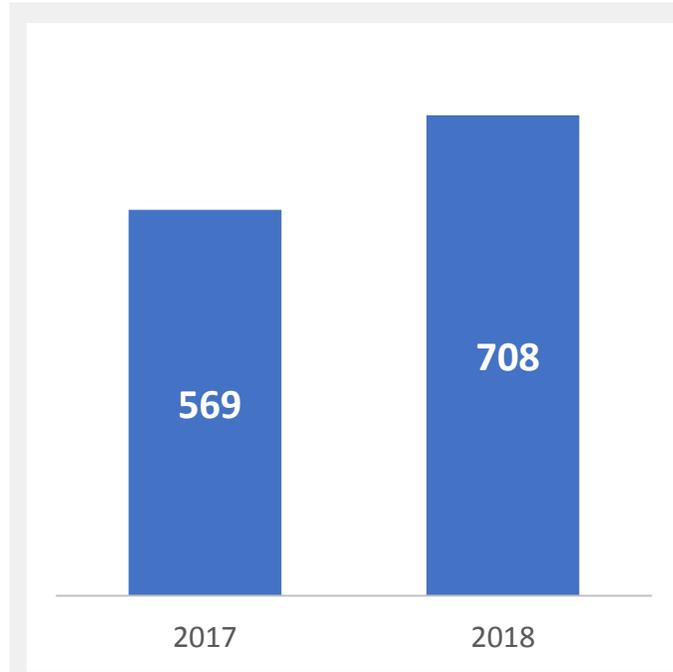
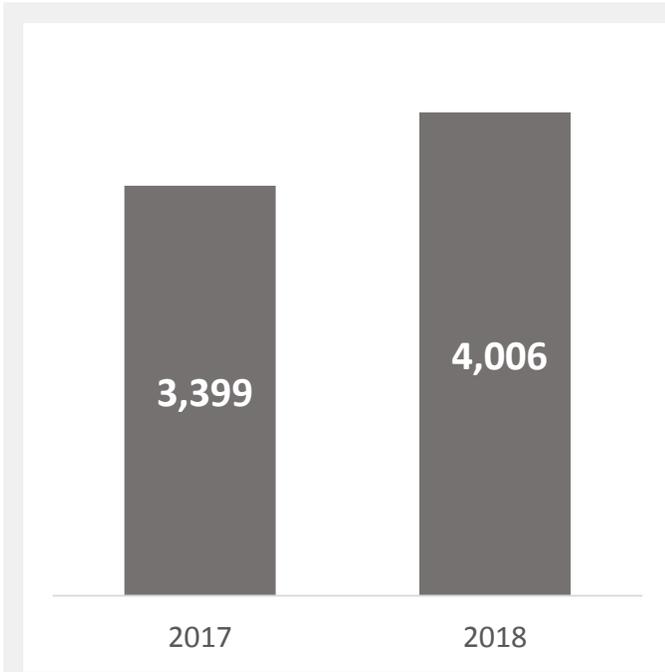
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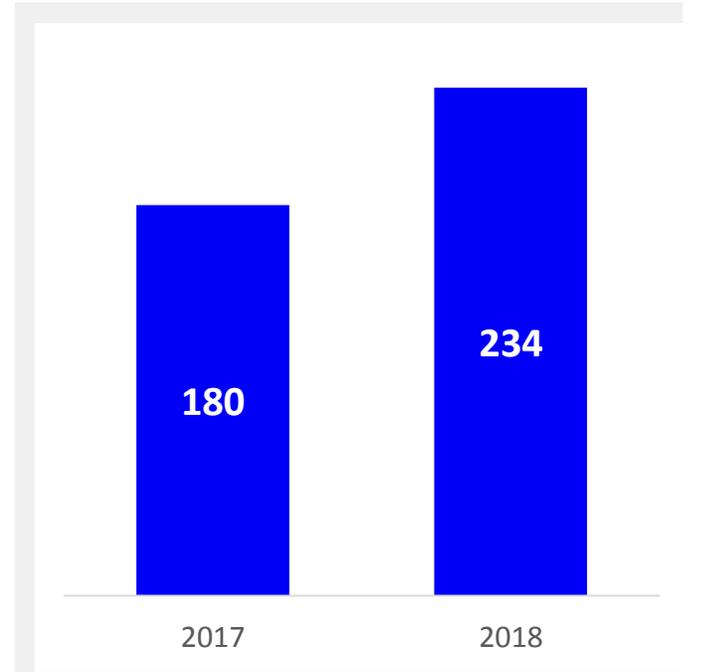
Short Term / Long Term Strategy



Financial Overview – FY2018



16.8% Gross Margin 17.7%



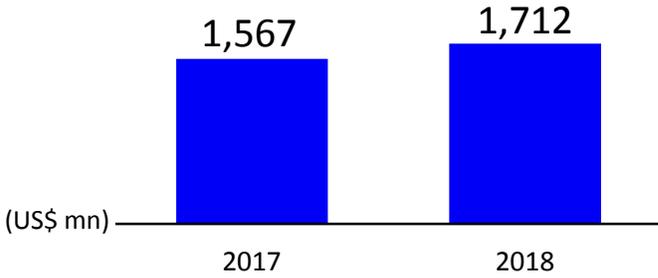
5.3% Net Margin 5.8%

* Net income: Profit attributable to shareholders

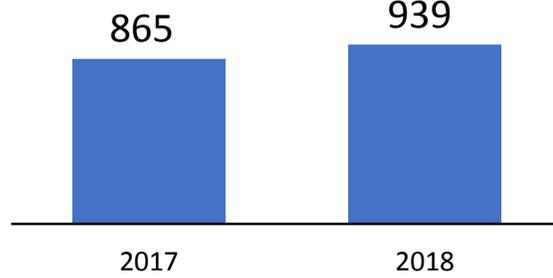


Revenue Mix

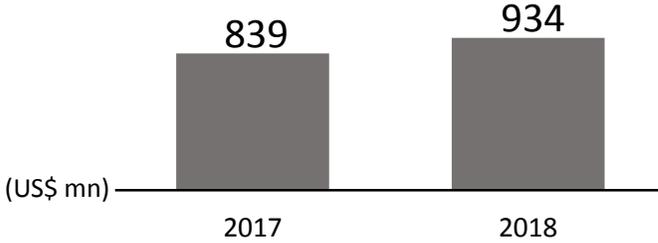
Mobile Devices



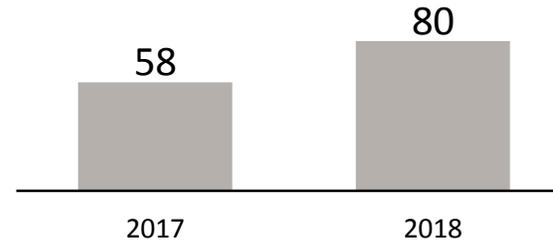
Communications Infrastructure



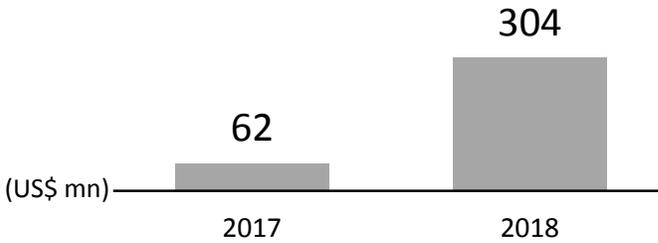
Computer and Consumer Electronics



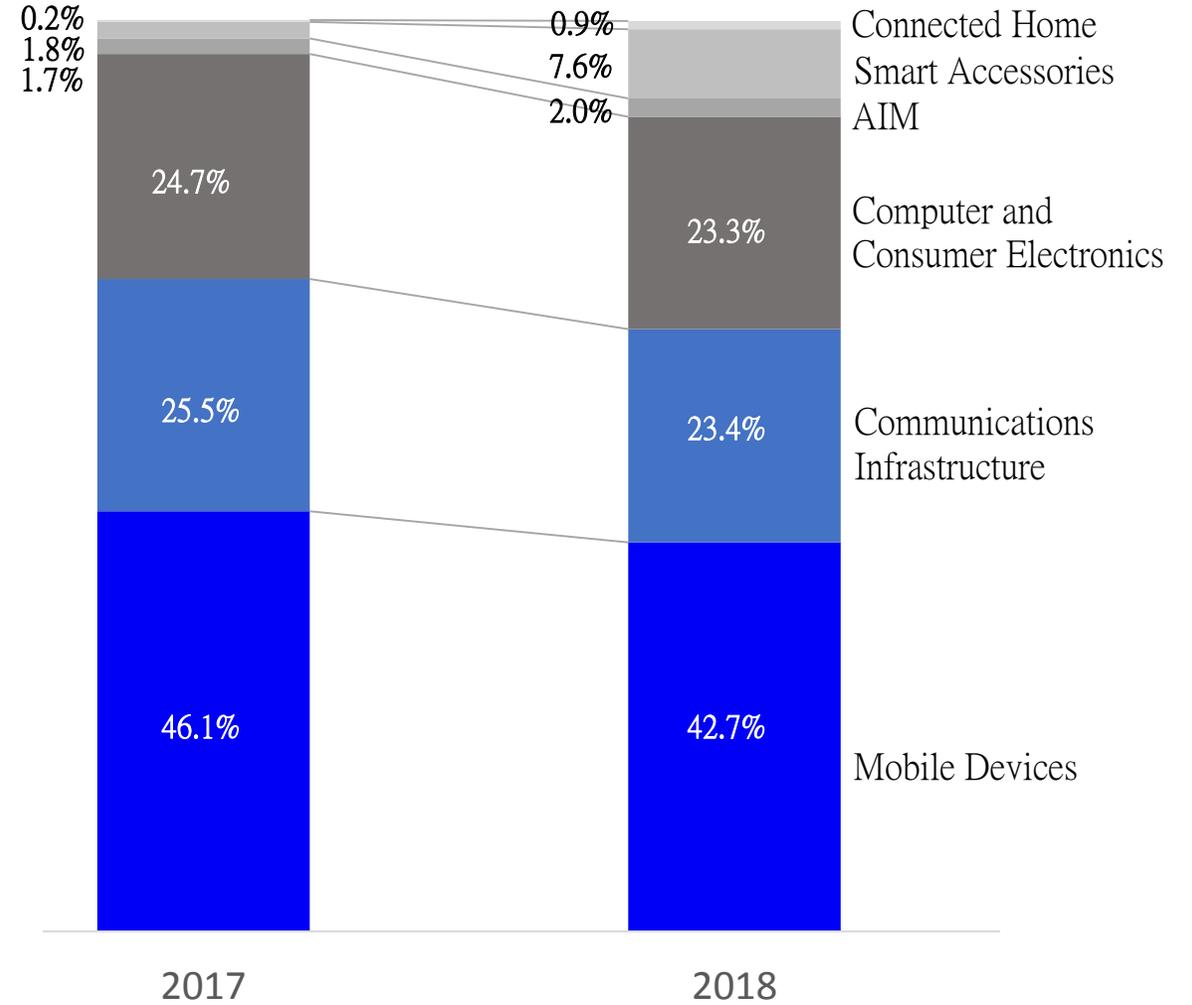
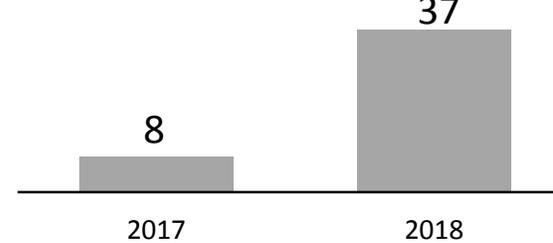
Automotive, industry and medical



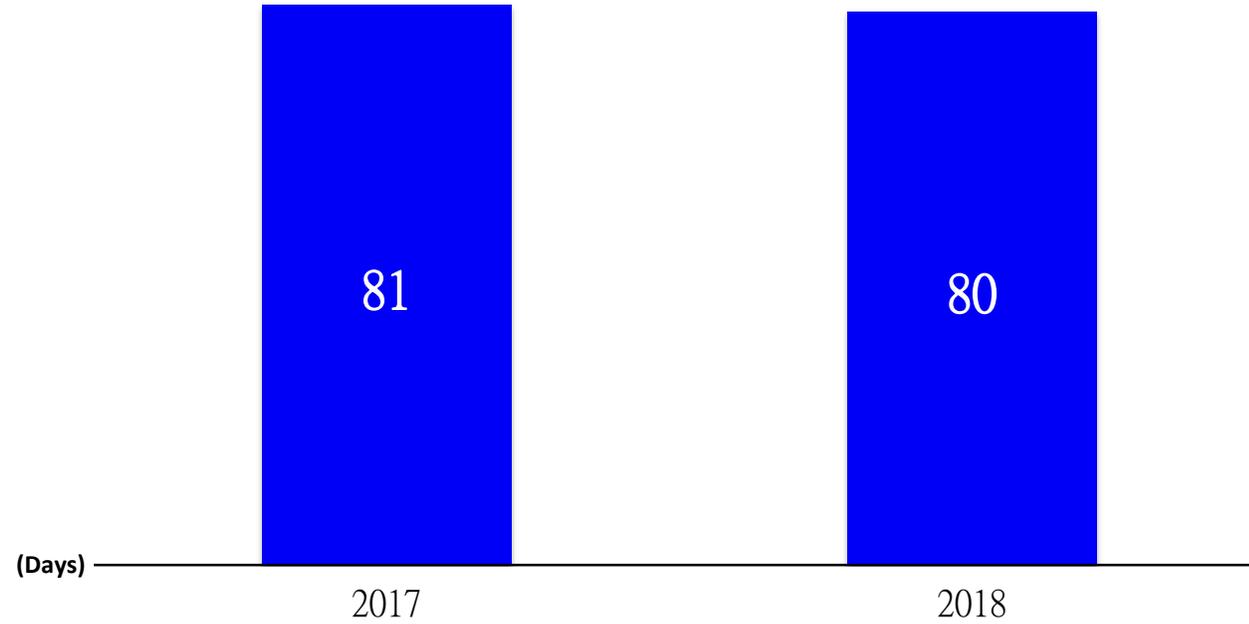
Smart Accessories



Connected Home



Financial Highlight



Inventory turnover days	58	65
Trade receivables turnover days	97	88
Trade payables turnover days	74	73

12.7%

EBITDA Margin

(2017: 11.9%)

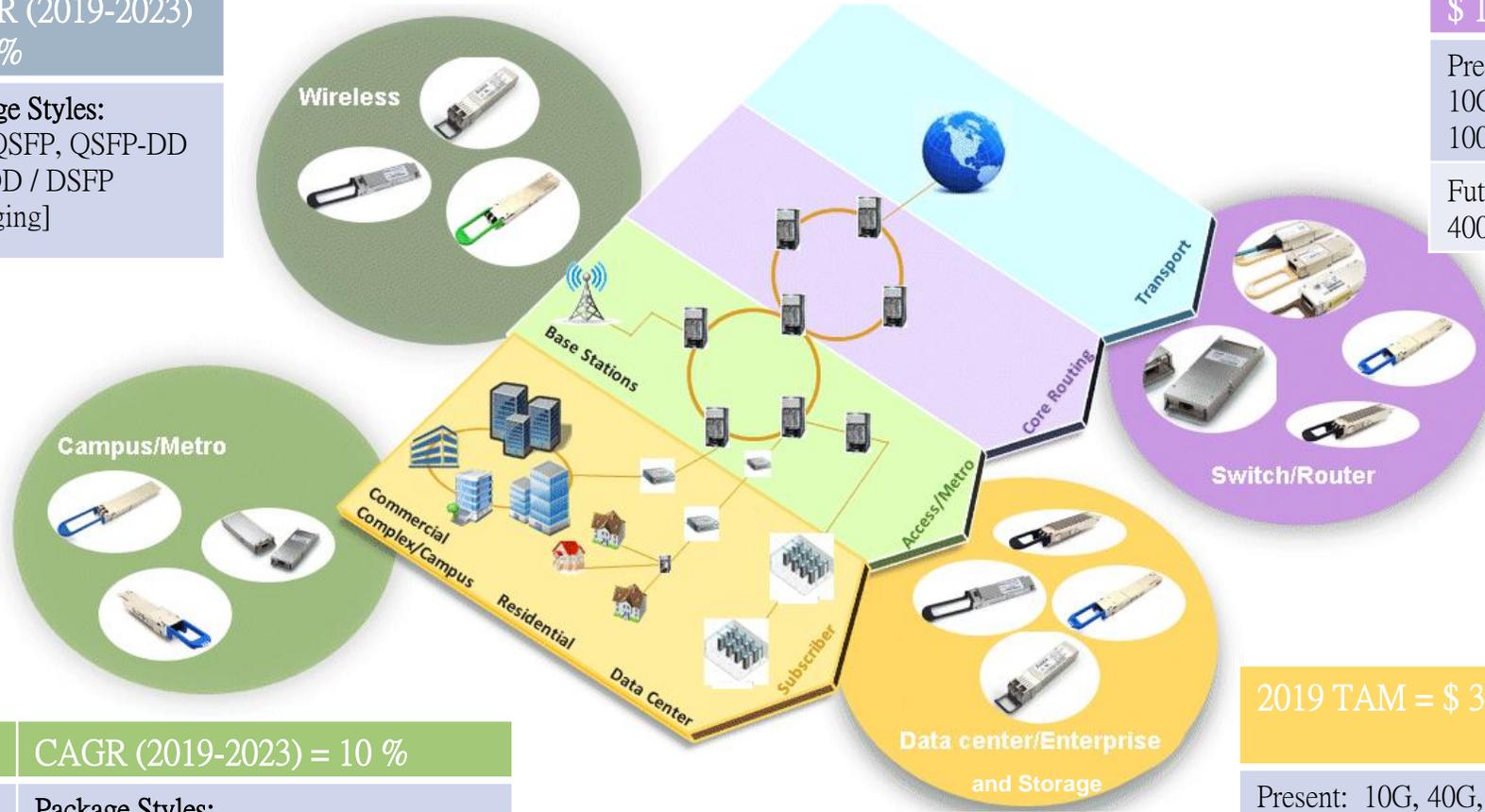
697 MUSD

Cash flow
from operations
(2017: 156 MUSD)



Solutions for Optical Network Connectivity

2019 TAM = \$ 355M	CAGR (2019-2023) = 21 %
Present: 3G, 6G, 9.8G	Package Styles: SFP, QSFP, QSFP-DD SFP-DD / DSFP [emerging]
Future : 25G, 50G, 100G	



2019 TAM = \$ 1,607M	CAGR (2019-2023) = 12 %
Present: 1G, 10G, 25G, 40G, 100G	Package Styles: SFP, QSFP, QSFP-DD, OSFP CPAK, CFP, CFP2, CFP4 CXP, Embedded
Future : 50G, 400G, 800G	

2019 TAM = \$ 1,053M	CAGR (2019-2023) = 10 %
Present: 10G, 40G, 100G	Package Styles: SFP, QSFP, QSFP-DD, OSFP CPAK, CFP, CFP2 COBO, Line Card Components
Future : 200G, 400G, 600G	

2019 TAM = \$ 3659M	CAGR (2019-2023) = 15 %
Present: 10G, 40G, 100G SAN: 8G, 16G, 32G	Package Styles: SFP, QSFP QSFP-DD, OSFP SFP-DD [server]
Future : 200G, 400G, 800G SAN: 64G, 128G	

Achieving improved net profit margins

SG&A

FIT / Belkin
back office integration

Belkin manufacturing
transitioning to FIT

Supply chain
management
integration

COGS

Transition of Belkin
products
to FIT

Leverage Foxconn
buying power

Cost reduction
platform

Shielding component
costs from
competitors

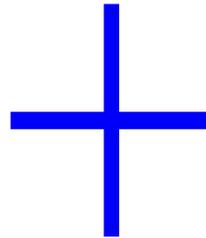
Consolidate to fewer
suppliers





Contract Manufacturing

- Advanced R&D capabilities
- Vertically integrated
- Large scale manufacturing
- Asia expertise
- Longstanding customer relationships
- Strong engineering capabilities



People Inspired Products

- Consumer Insight-to-Experience
- 35 years of user-centered product development
- Connecting software & hardware platforms
- Worldwide retail distribution
- Longstanding customer relationships
- Strong engineering capabilities



Belkin's brands

Leaders in Connected Home and Connected Things



Connected Things



Connected Things Product Pillars



Power



Connectivity



Screen Protection



Audio



Connected Home

LINKSYS®



PHYN 



belkin



LINKSYS®

PHYN 

Connected Home Roadmap

LINKSYS™

The future of Linksys

- Every smart home requires outstanding wired and wireless connectivity throughout the home.
- We deliver this through our Linksys Velop Mesh WiFi Platform.
- The Linksys brand has pioneered wireless connectivity since its inception in 1988.
- Linksys ranked highest for overall customer satisfaction by J.D. Power.



Linksys MR8300
Mesh WiFi Router

Connected Home Roadmap



The future of Wemo

- Award-winning home automation brand and its products let users control their lights and appliances from anywhere.
- Wemo is the market leader in smart plugs and smart light switches.
- Works with voice assistants, including Alexa, Google Assistant and Apple HomeKit, with more on the way.



Connected Home Roadmap



The future of Phyn

- Phyn brings intelligent water solutions to market that help people protect their homes, conserve water and save money.
- Single device, whole home monitoring.
- Control your water from anywhere.
- Unparalleled water insights, such as usage and frozen pipe alerts.
- Launched in Europe this month.



FIT/Belkin Integration Going Well

Belkin facilitating and driving total FIT growth and profitability.

Belkin has increased responsibilities for key sales accounts globally.

Belkin and FIT prioritizing best customers, opportunities, and products.

We have identified Belkin / FIT synergies for 2020 and beyond.



Belkin's rich history in audio space



Key channel relationships

Expansion in strategic distribution channels – key global partners, ISP' s/mobile carriers and private label.

Retailers



ISP' s / mobile carriers



Summary

FIT investing in many new areas of profitable growth, including 400G and smart home.

FIT/Belkin integration going well.

Belkin facilitating and driving total FIT growth and profitability.



Thank you!

