

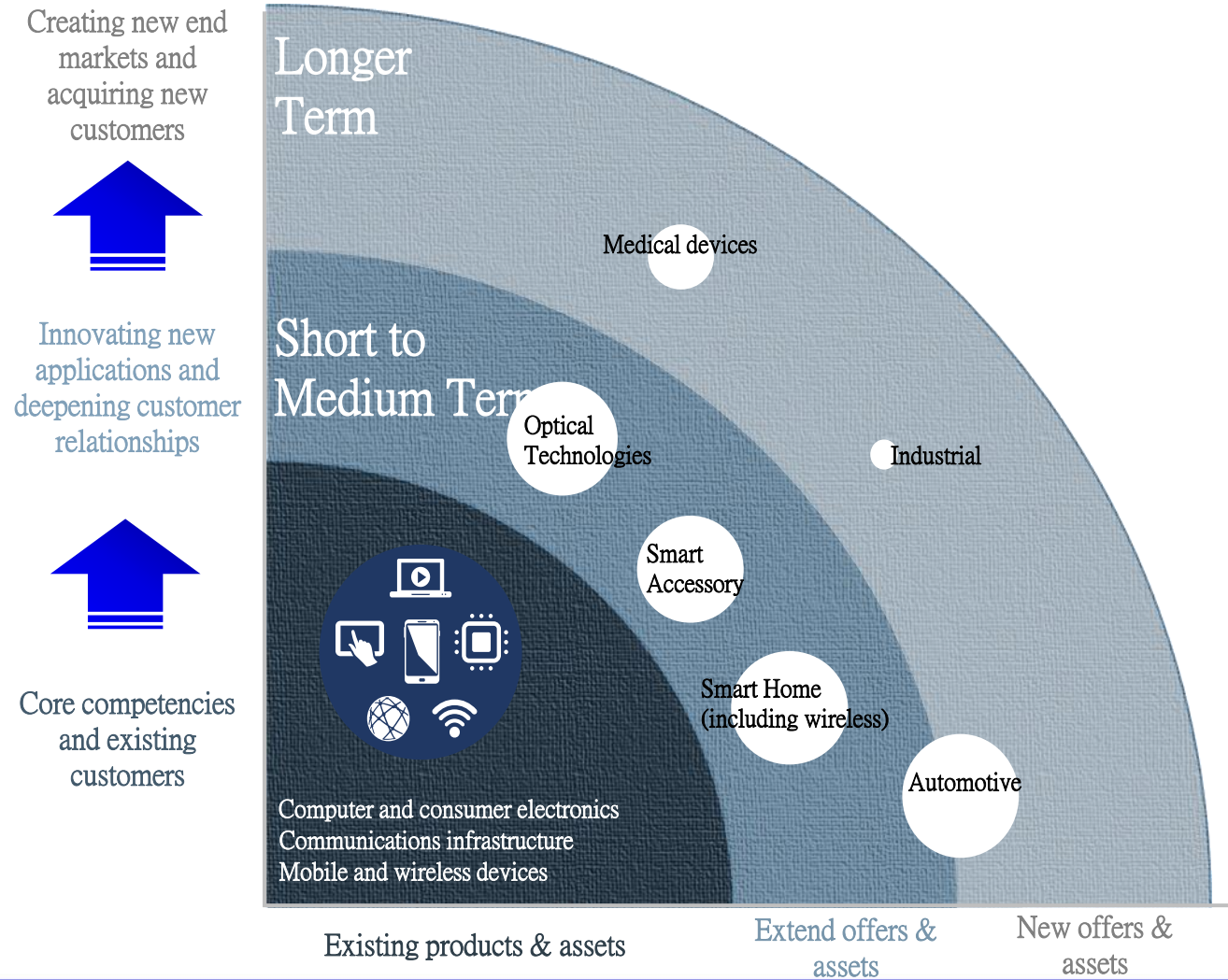


# Annual Results Announcement

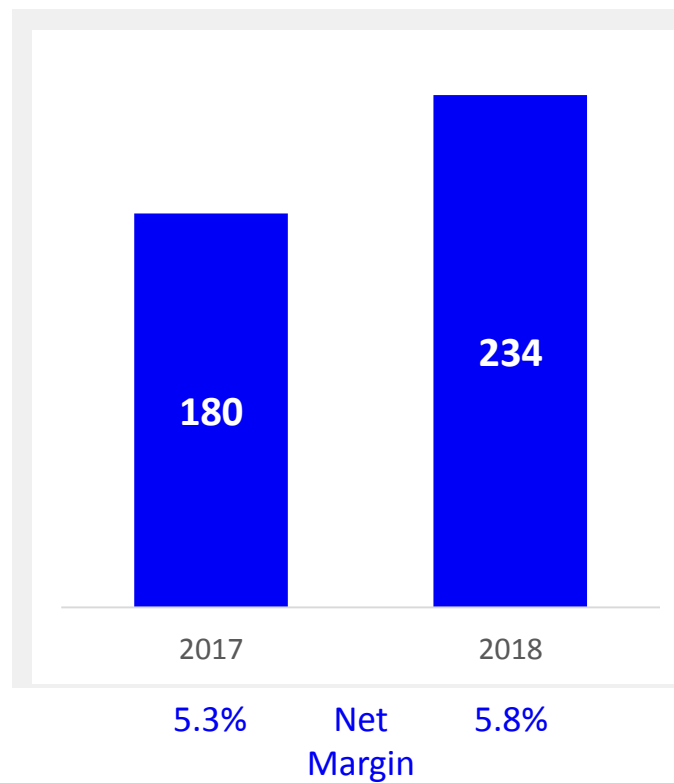
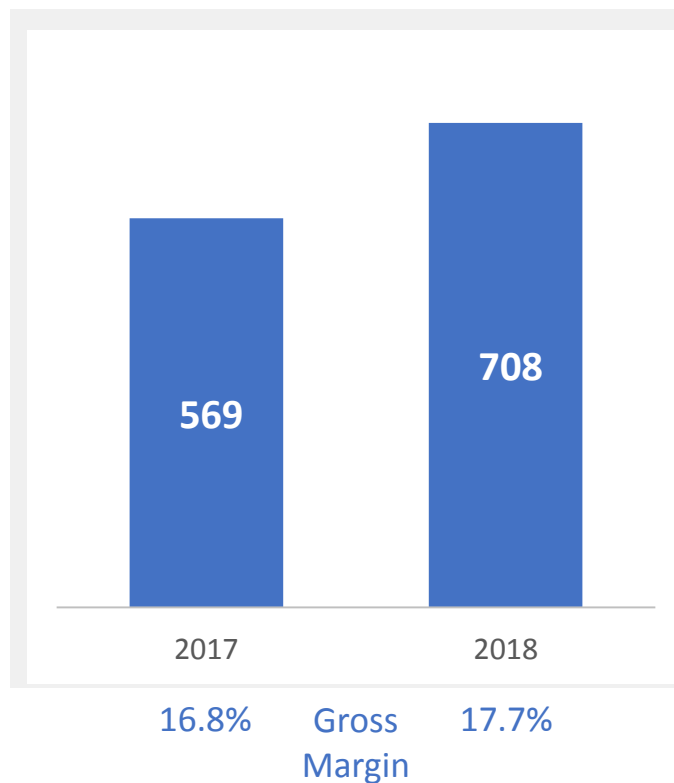
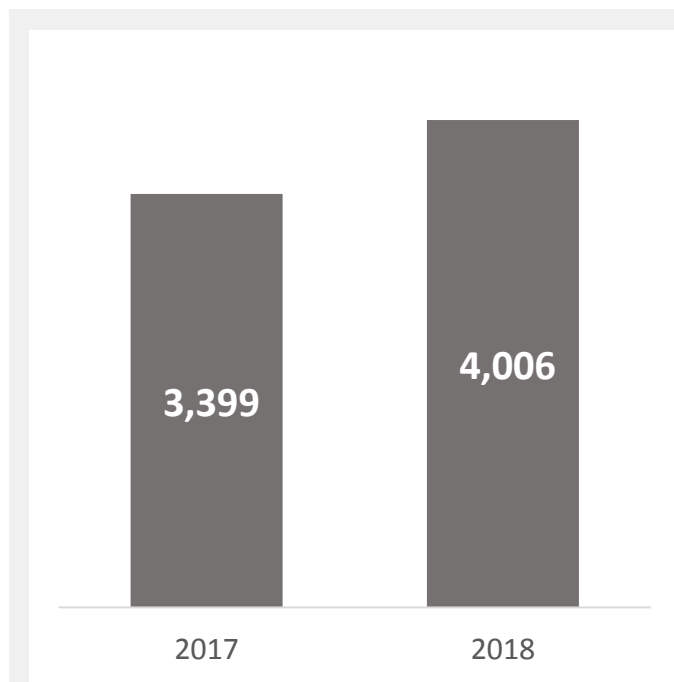
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# Short Term / Long Term Strategy



# Financial Overview – FY2018

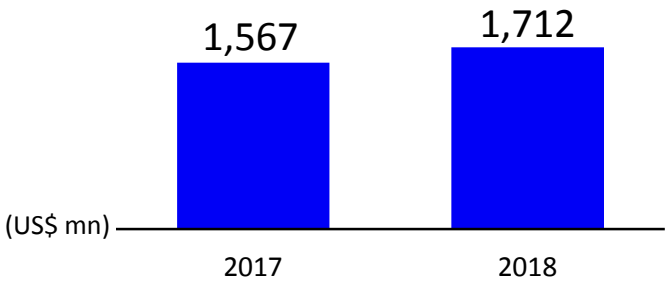


\* Net income: Profit attributable to shareholders

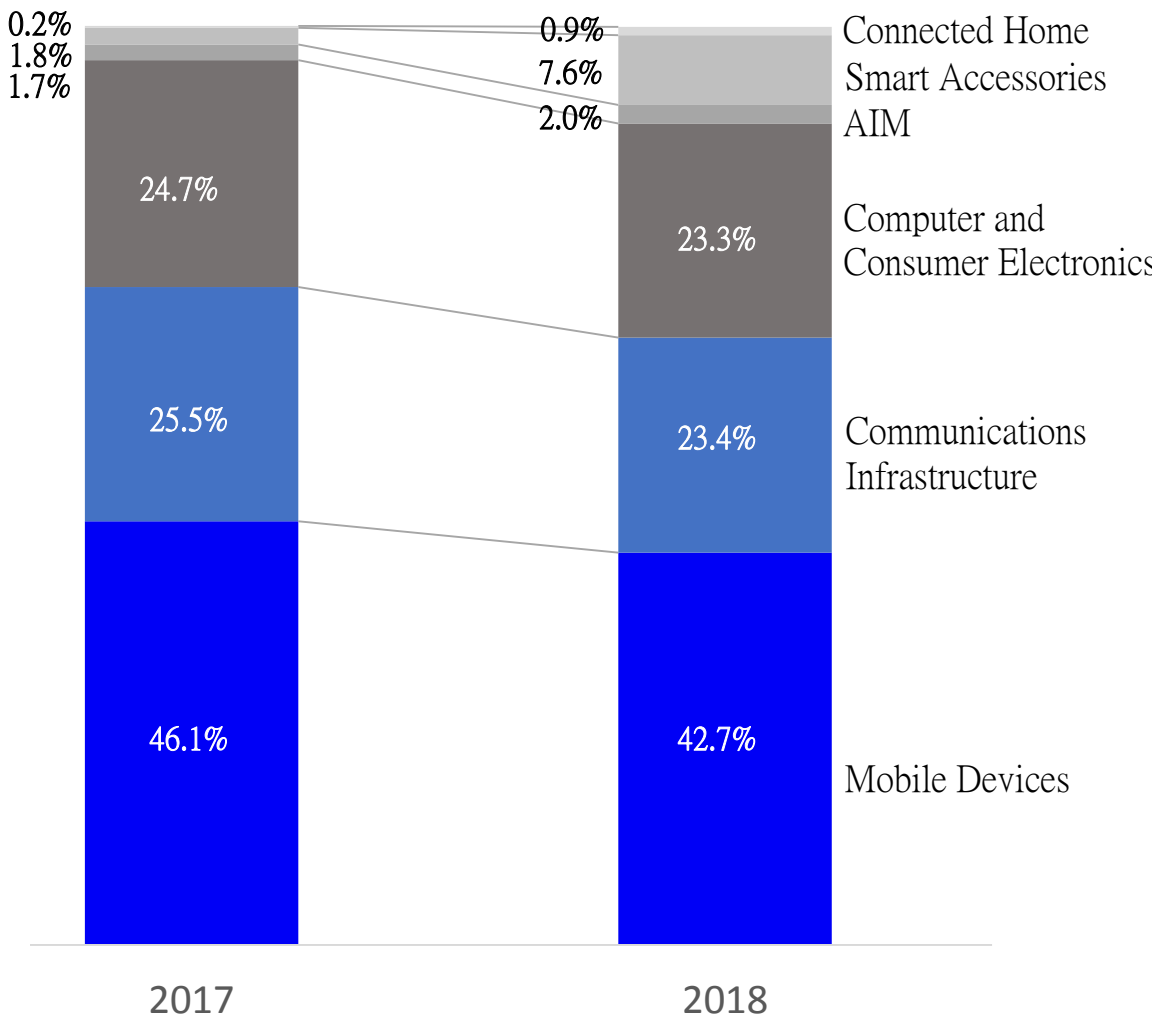
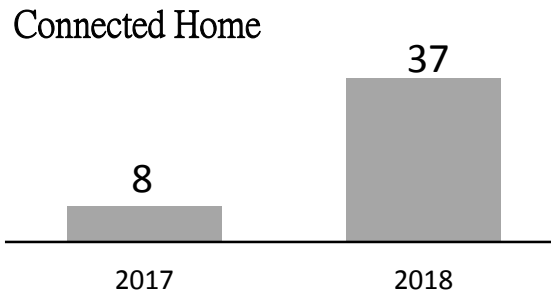
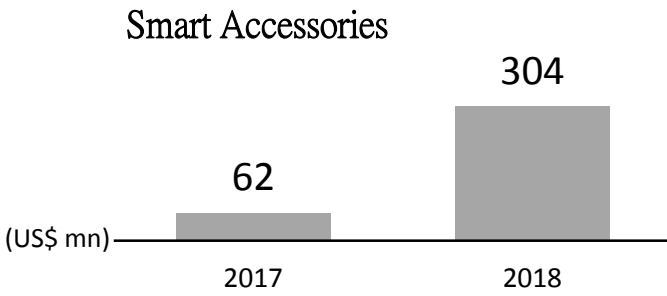
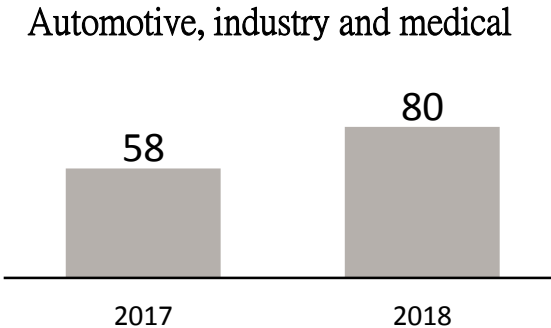
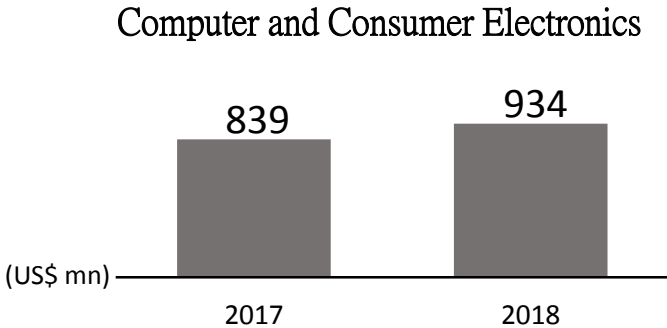
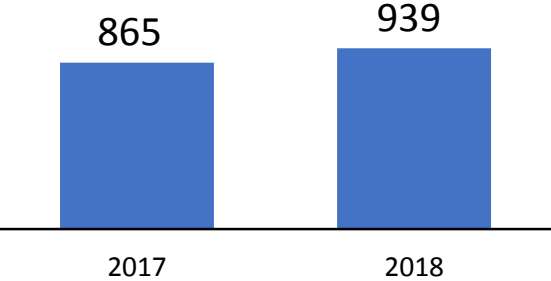


# Revenue Mix

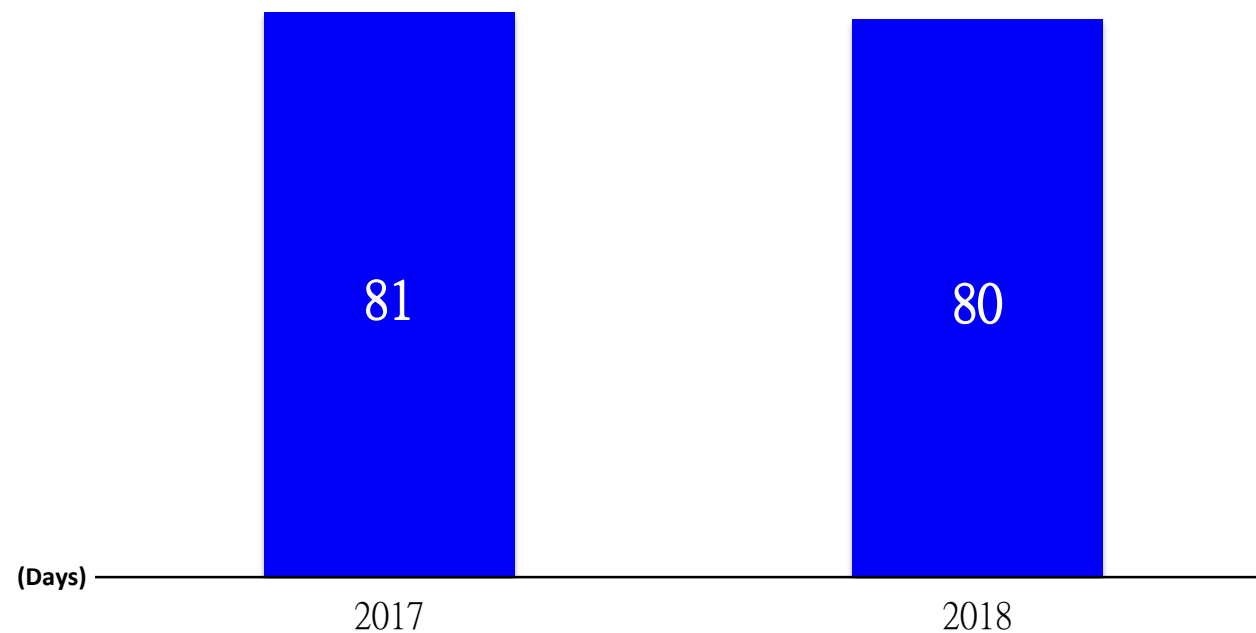
Mobile Devices



Communications Infrastructure



# Financial Highlight



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

12.7%

EBITDA Margin

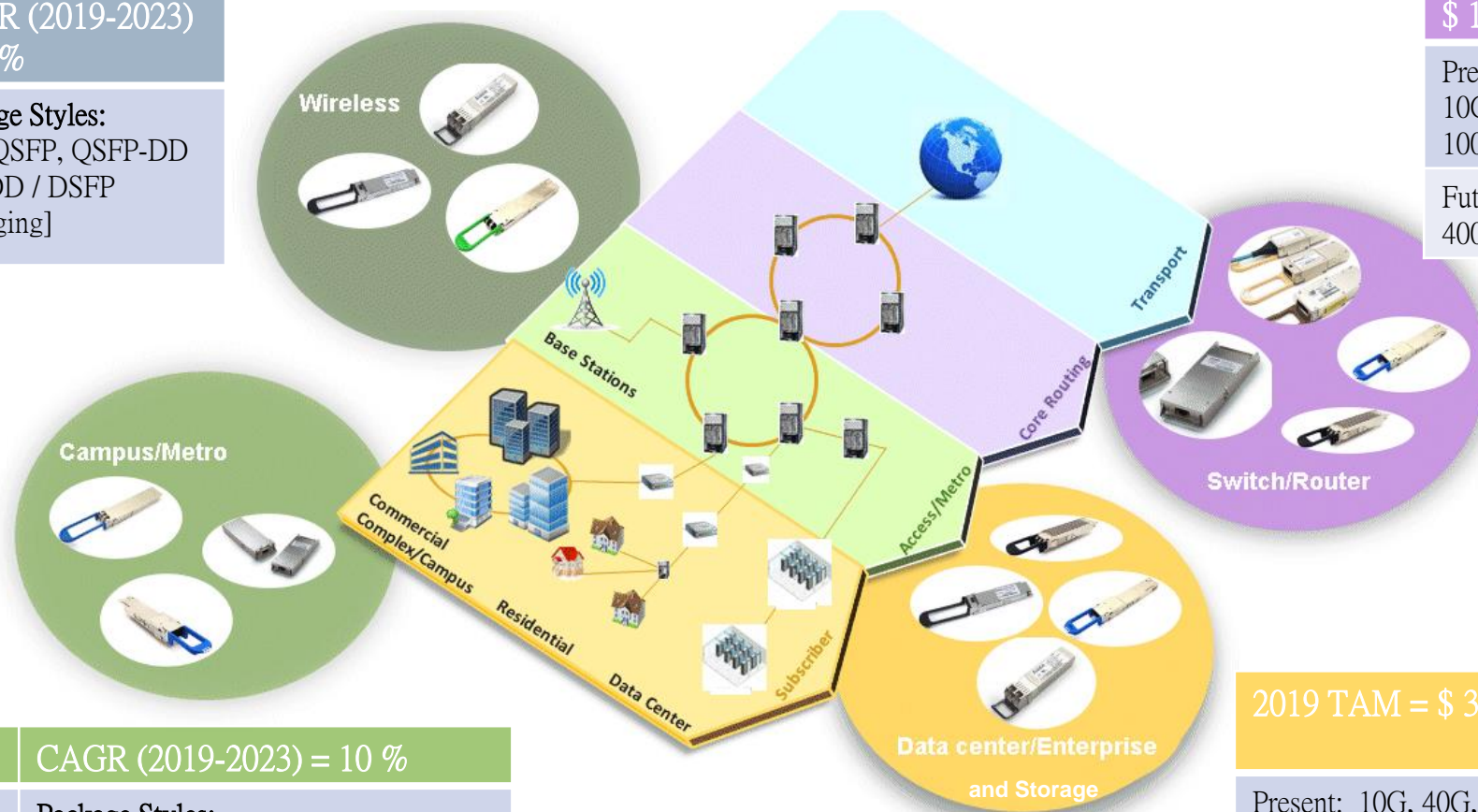
(2017: 11.9%)

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	<b>Package Styles:</b> 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	<b>Package Styles:</b> 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	<b>Package Styles:</b> 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	<b>Package Styles:</b> 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

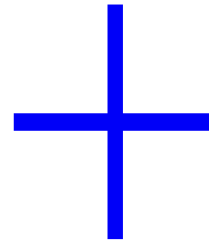
Vertically integrated

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 



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!

