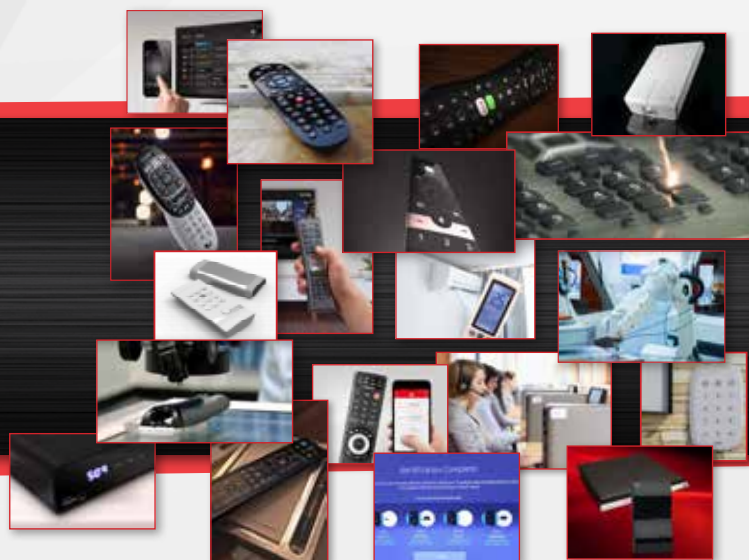


UNIVERSAL ELECTRONICS



QUICKSET



Universal Electronics Inc. (NASDAQ: UEIC) is the worldwide leader in universal control and sensing technologies for the smart home. The company designs, develops, and manufactures innovative products used by the world's leading brands in the audio-video, subscription broadcasting, intelligent sensing and security, and connected device markets. Its broad portfolio of pending and current patents also includes the QuickSet family of software and services that enable automatic discovery and seamless interaction with connected home devices, services and their content. With a global network of design and development services, UEI's many first-to-market innovations have helped transform the home entertainment control and home automation industries. More information is available at www.uei.com.

AS OF FEBRUARY 23, 2018

Nasdaq GS Symbol:	UEIC	Recent Price:	\$54.25	Shares Outstanding:	14.10 M
Fiscal Year-end:	Dec. 31	52 Week Price Range:	\$41.95 - 72.50	Public Float:	13.59 M

TURNING TECHNOLOGY INTO SOLUTIONS

Continued emphasis on simplifying the control of advanced technology in the home through focused investments in innovative product development and continuous improvements in core development efforts.

- Our advanced control products give consumers the ability to talk to their television, to search for new shows and movies or to browse the web using a touchpad designed right into their remote control.
- Investing to grow our intellectual property and technology innovation maintains our strong leadership position.
- UEI is positioned as the only complete end-to-end remote control solution provider in the industry offering the largest product, technology, and development services portfolio.

MARKET OPPORTUNITIES ARE HIGH

Home entertainment, monitoring and life safety are fast growing segments in consumer electronics. Universal Electronics continues to lead as innovators, pursuing growth in existing and new markets.

- There are approximately 600 million subscription broadcast subscribers worldwide. UEI customers, representing around 60 million subscribers, have already begun rolling out advanced remote control technologies incorporating UEI's technology.
- According to MarketsandMarkets, the global home security solutions market is estimated to grow to nearly \$50 billion by 2020.
- According to Statista, the average TV viewing time in the U.S. per day is nearly 5 hours. Demand for content on the TV remains strong and the availability of content continues to swell as Internet, cable, and satellite providers battle for viewers.

LONG TERM FINANCIAL STRENGTH

Our strong customer relationships in multiple channels, markets, and regions combined with our experienced management team; sound financial performance; and quality products, services, and technologies position us as a global leader with long-term financial strength.

- Our company has maintained long-term success with a compound annual growth rate of 14% in earnings* over the last 15 years.
- In 2015, we acquired Ecolink Intelligent Technology, and in 2017 RCS Technology, expanding our already robust portfolio into the growing home security and energy monitoring segments.
- Solid financial performance:
 - December 31, 2017 cash and cash equivalents of \$62.4 million
 - Reported Adjusted Non-GAAP* EPS of \$0.60 for Q4 2017

* Adjusted metrics (non-GAAP)

ADVANCED REMOTES ARE TAKING HOLD

Our subscription broadcasting business continues to benefit from the increasing adoption of advanced products and technologies by the world's largest home entertainment companies. Companies like Comcast have started to adopt highly successful voice remotes to showcase more user friendly platforms and guides.



SELECT CUSTOMERS

SUBSCRIPTION BROADCASTING

Airtel	Claro	Foxtel	Sky Brasil
Arris	Comcast	Liberty Global	Sky Italia
Astro	Cox Communications	Mediacom	Sky PerfecTV!
BSkyB	DIRECTV	Multichoice	Sonifi Telefonica
Cablevision	Dish Network	Rogers	UPC
Charter	Echostar	Rostelecom	Yes HD
Chungwa Telecom	Embratel	Shaw	Ziggo

CONSUMER ELECTRONICS

Bose	Onkyo	Vox
Daikin	Panasonic	Vizio
Denon	Philips	Yamaha
JVC	Pioneer	
Microsoft	Samsung	
Mitsubishi	Sony	
Nintendo	Toshiba	

MOBILE

Huawei
Koobee
LeTV
LG
Oppo
Sony
ZTE

SUMMARY FINANCIALS

(In thousands, except per share amounts) (Unaudited)

CONSOLIDATED INCOME STATEMENT	THREE MONTHS ENDED		TWELVE MONTHS ENDED	
	12/31/17	12/31/16	12/31/17	12/31/16
Net sales*	\$180,713	\$160,051	\$696,473	\$654,099
Gross profit*	42,705	42,975	178,301	171,279
Net income attributable to UEI*	8,658	10,998	41,083	42,497
Earnings per share attributable to UEI (diluted) *	0.60	0.74	2.81	2.88
Weighted average common shares outstanding (diluted)	14,395	14,833	14,615	14,764

CONSOLIDATED BALANCE SHEET	AS OF:	
	12/31/17	12/31/16
Cash and cash equivalents	\$ 62,438	\$ 50,611
Total current assets	407,297	324,158
Total assets	608,430	521,036
Total liabilities	354,881	240,526
Stockholders' equity	253,549	280,510

* Adjusted Non-GAAP Financial Measures

COMPANY CONTACTS

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Bryan Hackworth
Senior Vice President and CFO

INVESTOR RELATIONS CONTACT

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Hong Kong, China

EUROPEAN HEADQUARTERS

Universal Electronics BV
Colosseum 2
7521 PT, Enschede
The Netherlands

UNIVERSAL ELECTRONICS INC. (UEI)

RECONCILIATION OF ADJUSTED NON-GAAP FINANCIAL RESULTS

(In thousands, except per share amounts) (Unaudited)

	THREE MONTHS ENDED DECEMBER 31		TWELVE MONTHS ENDED DECEMBER 31	
	2017	2016	2017	2016
NET SALES				
Net sales - GAAP	\$ 181,152	\$ 160,542	\$ 695,790	\$ 651,371
Stock-based compensation for performance-based warrants	(439)	(491)	683	2,728
Adjusted Non-GAAP net sales	\$ 180,713	\$ 160,051	\$ 696,473	\$ 654,099
COST OF SALES				
Cost of sales - GAAP	\$ 143,300	\$ 119,306	\$ 530,083	\$ 487,247
Adjustments to acquired tangible assets ⁽¹⁾	(162)	(265)	(1,185)	(1,157)
Stock-based compensation expense	(18)	(14)	(71)	(57)
Factory transition costs ⁽²⁾	(5,074)	—	(5,074)	—
Excess manufacturing overhead ⁽³⁾	—	(1,951)	(5,468)	3,213
Amortization of acquired intangible assets	(38)	—	(113)	—
Adjusted Non-GAAP cost of sales	138,008	117,076	518,172	482,820
Adjusted Non-GAAP gross profit	\$ 42,705	\$ 42,975	\$ 178,301	\$ 171,279
NET INCOME (LOSS) ATTRIBUTABLE TO UEI				
Net income (loss) attributable to UEI - GAAP	\$ (16,854)	\$ 3,236	\$ (10,323)	\$ 20,354
Stock-based compensation for performance-based warrants	(439)	(491)	683	2,728
Adjustments to acquired tangible assets ⁽¹⁾	162	265	1,185	1,157
Factory transition costs ⁽²⁾	5,074	—	5,074	—
Excess manufacturing overhead ⁽³⁾	—	1,951	5,468	3,213
Amortization of acquired intangible assets	1,439	1,268	5,585	4,977
Stock-based compensation expense	2,467	2,686	11,943	10,324
Employee related restructuring costs	—	3,052	7,008	4,977
Litigation settlement costs	—	—	—	2,000
Change in contingent consideration	(200)	(1,100)	3,000	(1,251)
Transition costs related to sale of Guangzhou factory	1,912	—	1,912	—
Foreign currency (gain) loss	1,089	901	1,429	(660)
Other	483	—	849	(11)
Income tax provision on adjustments	(2,532)	(1,656)	(9,705)	(6,888)
Other income tax adjustments ⁽⁴⁾	16,057	886	16,975	1,577
Adjusted Non-GAAP net income attributable to UEI	\$ 8,658	\$ 10,998	\$ 41,083	\$ 42,497
DILUTED EARNINGS (LOSS) PER SHARE ATTRIBUTABLE TO UEI				
Diluted earnings (loss) per share attributable to UEI - GAAP	\$ (1.19)	\$ 0.22	\$ (0.72)	\$ 1.38
Total adjustments	\$ 1.79	\$ 0.52	\$ 3.53	\$ 1.50
Adjusted Non-GAAP diluted earnings per share attributable to UEI	\$ 0.60	\$ 0.74	\$ 2.81	\$ 2.88

(1) CONSISTS OF DEPRECIATION RELATED TO THE MARK-UP FROM COST TO FAIR MARKET VALUE OF FIXED ASSETS ACQUIRED IN BUSINESS COMBINATIONS AS WELL AS THE EFFECT OF FAIR VALUE ADJUSTMENTS TO INVENTORIES ACQUIRED IN BUSINESS COMBINATIONS THAT SOLD THROUGH DURING THE PERIOD.

(2) INCLUDES \$3.9 MILLION OF FACTORY EQUIPMENT IMPAIRMENT CHARGES AND \$0.2 MILLION IN INVENTORY WRITE-OFFS INCURRED DURING THE THREE MONTHS ENDED DECEMBER 31, 2017 AS A RESULT OF THE TRANSITION OF MANUFACTURING ACTIVITIES FROM OUR NOW CLOSED GUANGZHOU FACTORY TO OUR OTHER FACTORIES. ALSO INCLUDES \$0.9 MILLION OF AIR FREIGHT INCURRED DUE TO MANUFACTURING DELAYS CAUSED BY THIS FACTORY TRANSITION.

(3) EXCESS MANUFACTURING COSTS INCURRED RESULTING FROM THE TRANSITION OF MANUFACTURING ACTIVITIES FROM OUR GUANGZHOU FACTORY TO OUR OTHER CHINA FACTORIES.

(4) THE THREE AND TWELVE MONTHS ENDED DECEMBER 31, 2017 INCLUDE \$16.6 MILLION OF INCOME TAX EXPENSE REPRESENTING THE ESTIMATED TAX IMPACT OF THE U.S. TAX CUTS AND JOBS ACT THAT WAS ENACTED IN DECEMBER 2017. ADDITIONALLY, THE THREE MONTHS ENDED DECEMBER 31, 2017 INCLUDES \$0.5 MILLION OF NET OTHER INCOME TAX BENEFITS, AND THE TWELVE MONTHS ENDED DECEMBER 31, 2017 INCLUDES \$0.4 MILLION OF NET OTHER INCOME TAX EXPENSE. THE THREE AND TWELVE MONTHS ENDED DECEMBER 31, 2016 INCLUDE A \$0.9 MILLION DEFERRED TAX VALUATION ALLOWANCE ADJUSTMENT RELATED TO THE PENDING SALE OF OUR GUANGZHOU FACTORY. THE TWELVE MONTHS ENDED DECEMBER 31, 2016 ALSO INCLUDES A \$0.7 MILLION DEFERRED TAX ADJUSTMENT RESULTING FROM A LOWER STATUTORY TAX RATE DUE TO TAX INCENTIVES AT ONE OF OUR CHINA FACTORIES.

In addition to reporting financial results in accordance with generally accepted accounting principles, or GAAP, the company provides Adjusted Non-GAAP information as additional information for its operating results. References to Adjusted Non-GAAP information, including Adjusted Non-GAAP net sales, Adjusted Non-GAAP gross profit, Adjusted Non-GAAP net income, and Adjusted Non-GAAP diluted earnings per share, are to non-GAAP measures. These measures are not in accordance with, or an alternative for, GAAP and may be different from non GAAP measures used by other companies. The company's management believes that this presentation of Adjusted Non-GAAP financial information provides useful information to management and investors regarding certain additional financial and business trends relating to its financial condition and results of operations. In addition, management uses these measures for reviewing the financial results of the company and for budget planning purposes. In addition, certain statements made within this document may be "forward-looking" within the meaning of federal securities laws, and words and expressions reflecting something other than historical fact are intended to identify forward-looking statements. These forward-looking statements involve a number of risks and uncertainties, including the company's ability to maintain and build its relationships with its customers, such as Comcast and DIRECTV; the company's ability to anticipate the needs and wants of its customers and timely develop and deliver products and technologies that will meet those needs and wants; the continued trend of the home entertainment industry in providing consumers with more advanced products and technologies; the continued development, growth and importance of our intellectual property and technologies; the continued growth of the home entertainment and global home control and security solutions markets; the continued growth of Ecolink Intelligent Technology business and products as expected; the successful integration and growth of recently acquired RCS Technology; management's ability to continue growing the company's earnings as expected and in line with historical averages; and the other factors described in the company's filings with the U.S. Securities and Exchange Commission. The actual results that the Company achieves may differ materially from any forward-looking statement due to such risks and uncertainties. The Company undertakes no obligations to revise or update any forward-looking statements in order to reflect events or circumstances that may arise after the date of this document.