

Acer 3Q11 Investor Conference



October 28th 2011



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Consolidated Financial Results



Lilia Wang
CFO



Consolidated Income Statement (YoY Comparison)

(R.O.C. GAAP-comparison base)



(NT\$ mn)	3Q11		3Q10		YoY Change
Revenue	117,891	100.0%	167,552	100.0%	-29.6%
Gross Profit	10,562	9.0%	16,742	10.0%	-36.9%
Operating Expenses	11,883	10.1%	11,451	6.8%	3.8%
Operating Income	-1,320	-1.1%	5,291	3.2%	-124.9%
Non-Operating Income	244		146		
PBT	-1,076	-0.9%	5,437	3.2%	-119.8%
PAT	-1,092	-0.9%	4,299	2.6%	-125.4%
EPS (NT\$)	-0.43		1.62		

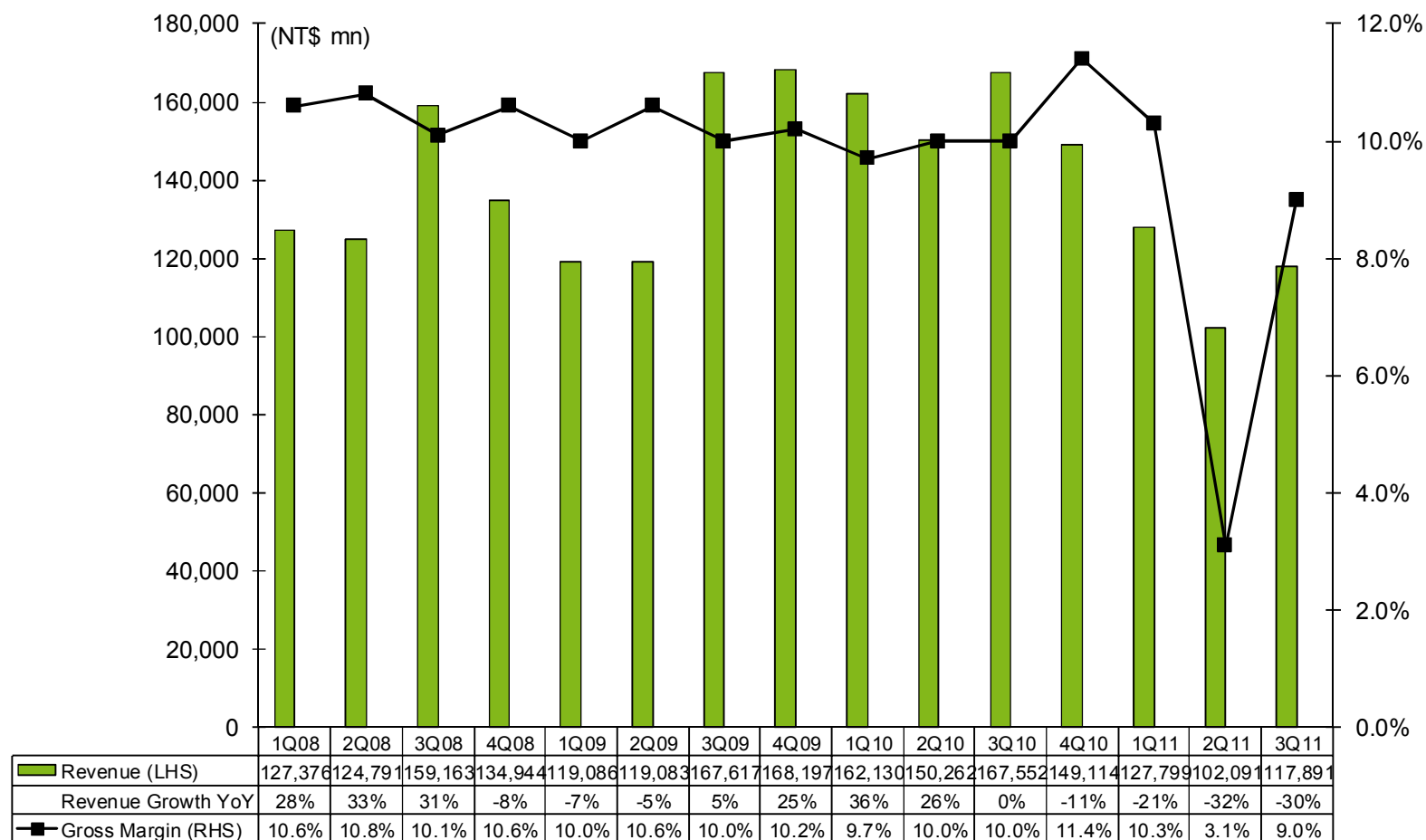
Consolidated Income Statement (QoQ Comparison)

(R.O.C. GAAP-comparison base)

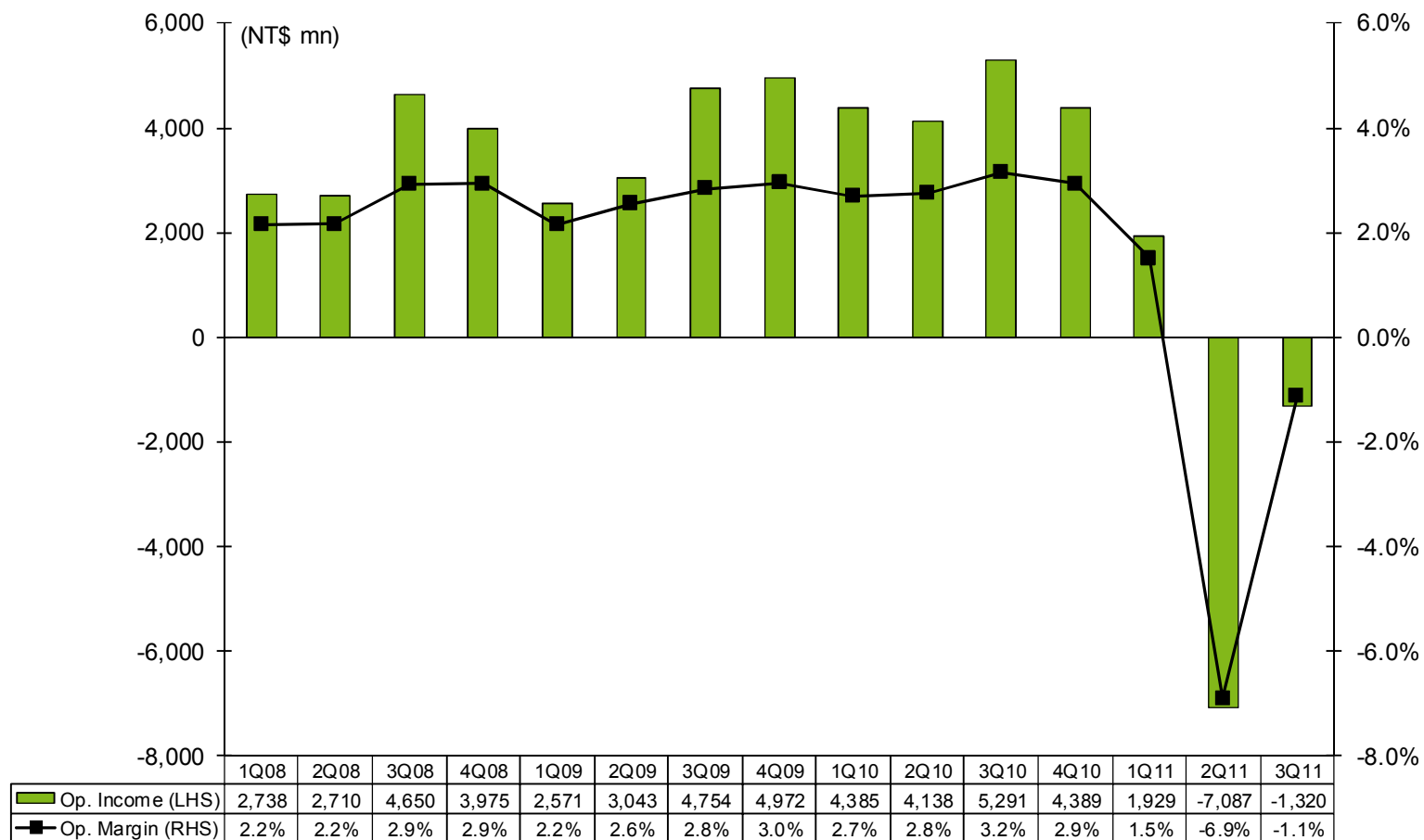


(NT\$ mn)	3Q11		2Q11		QoQ Change
Revenue	117,891	100.0%	102,091	100.0%	15.5%
Gross Profit	10,562	9.0%	3,161	3.1%	234.1%
Operating Expenses	11,883	10.1%	10,248	10.0%	16.0%
Operating Income	-1,320	-1.1%	-7,087	-6.9%	81.4%
Non-Operating Income	244		-510		
PBT	-1,076	-0.9%	-7,598	-7.4%	85.8%
PAT	-1,092	-0.9%	-6,789	-6.6%	83.9%
EPS (NT\$)	-0.43		-2.57		

Consolidated Revenue and GM Trend



Consolidated Operating Income



Consolidated Balance Sheet (YoY Comparison)



(NT\$ mn)	3Q11		3Q10	
Current Assets				
Cash and cash equivalence	37,797	15.8%	33,521	10.7%
Notes & Account receivable	87,205	36.6%	148,615	47.5%
Financial Assets-Current	2,165	0.9%	698	0.2%
Inventory	40,105	16.8%	57,000	18.2%
Others	17,327	7.3%	15,803	5.0%
Total Current Assets	184,599	77.4%	255,638	81.7%
Long-term Investment	4,641	1.9%	8,031	2.6%
Property, plant and equipment, net	7,211	3.0%	8,622	2.8%
Intangible asset	36,183	15.2%	33,919	10.8%
Others	5,859	2.5%	6,842	2.2%
Total Asset	238,493	100.0%	313,051	100.0%
Short-term borrowings	9,534	4.0%	5,574	1.8%
Account payable	65,362	27.4%	104,916	33.5%
Other current liabilities	68,373	28.7%	78,046	24.9%
Total Current Liabilities	143,269	60.1%	188,537	60.2%
Long-term Debt	15,444	6.5%	24,658	7.9%
Total Liabilities	161,086	67.5%	219,141	70.0%
Total Shareholders' Equity	77,407	32.5%	93,910	30.0%

Consolidated Balance Sheet (QoQ Comparison)



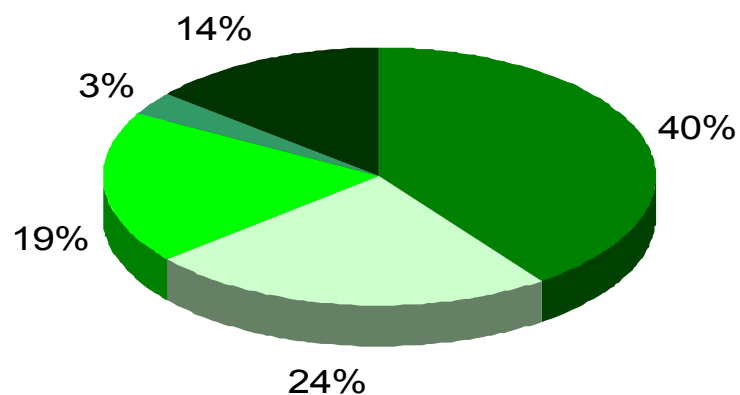
(NT\$ mn)	3Q11		2Q11	
Current Assets				
Cash and cash equivalence	37,797	15.8%	50,567	20.0%
Notes & Account receivable	87,205	36.6%	88,020	34.8%
Financial Assets-Current	2,165	0.9%	369	0.1%
Inventory	40,105	16.8%	43,191	17.1%
Others	17,327	7.3%	17,183	6.8%
Total Current Assets	184,599	77.4%	199,330	78.8%
Long-term Investment	4,641	1.9%	5,625	2.2%
Property, plant and equipment, net	7,211	3.0%	6,911	2.7%
Intangible asset	36,183	15.2%	35,540	14.0%
Others	5,859	2.5%	5,666	2.2%
Total Asset	238,493	100.0%	253,071	100.0%
Short-term borrowings	9,534	4.0%	9,740	3.8%
Account payable	65,362	27.4%	72,097	28.5%
Other current liabilities	68,373	28.7%	77,293	30.5%
Total Current Liabilities	143,269	60.1%	159,130	62.9%
Long-term Debt	15,444	6.5%	14,661	5.8%
Total Liabilities	161,086	67.5%	176,221	69.6%
Total Shareholders' Equity	77,407	32.5%	76,850	30.4%

IT Product Revenue Breakdown by Geography



Q3, 2011

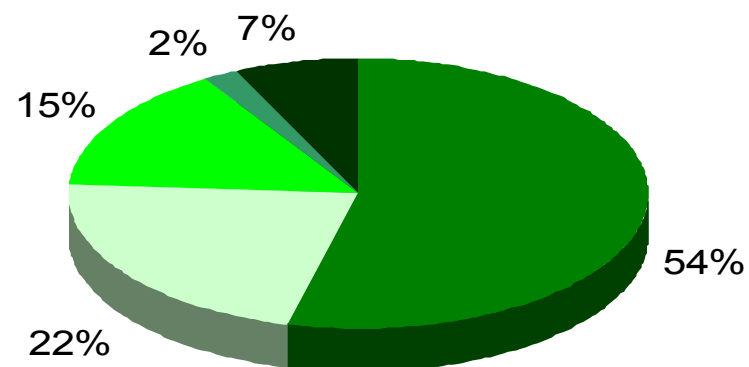
NT\$115,229 M



■ EMEA
■ Asia Pacific
■ China
■ Pan America
■ Taiwan

Q3, 2010

NT\$163,981 M



■ EMEA
■ Asia Pacific
■ China
■ Pan America
■ Taiwan

Note: (a) Asia Pacific excluding Greater China (Taiwan, HK, and Mainland China)

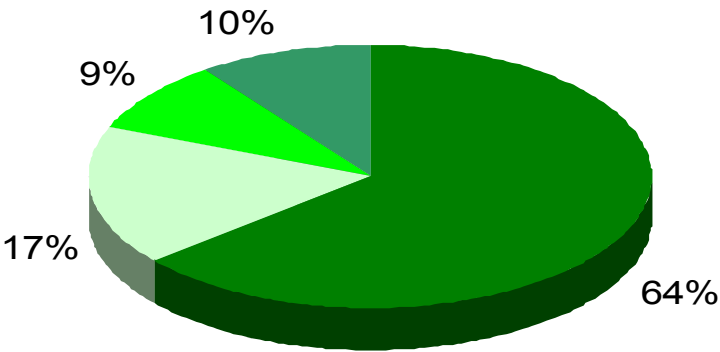
(b) EMEA stands for Europe, Middle East and Africa

IT Product Revenue Breakdown

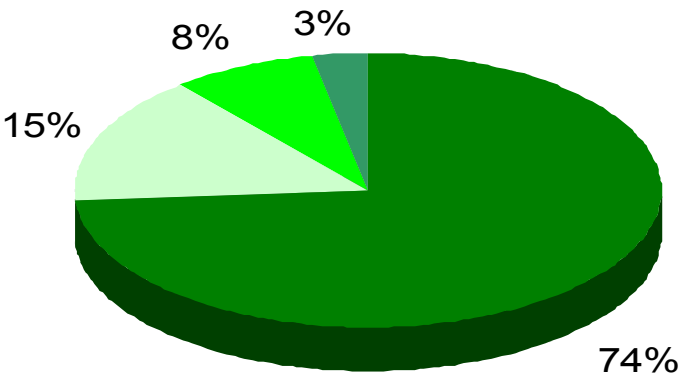


Q3, 2011
NT\$115,229 M

Q3, 2010
NT\$163,981 M



- Notebook
- Desktop PC
- Display
- Others



- Notebook
- Desktop PC
- Display
- Others

Note: Others include tablets, servers, projector and IA products

Business Update

Jim Wong
Corporate President



EMEA Restructuring Status



- US\$150mn restructuring fund and actions have been accomplished by 65%, in line with the plan, and are projected to finish by the end of 2011.
- Channel inventory level has been reduced by more than 70%. We expect to reduce another ~10% before the end of 2011, complying with original plan.



Acer's PC Position Worldwide in Q311



2011/Q3 : #4 (Total PC Shipment) / #2 (Notebook Shipment)

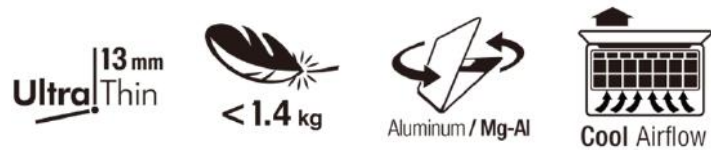


Source: Gartner preliminary, October. 2011

Aspire S3 User Value Messaging



- Instant On (2 Sec./50 days standby mode) & Instant Connect (Internet 4X faster/2.5 Sec.)



- Slim (13mm) & Light (1.4g)



- Ultra Smart- HDD SSD, 2nd generation Intel Core, Up to 7 hrs of Battery life (7hrs SSD/6hrs HDD)

- Beautifully Rich Dolby Sound V4



Acer Strategy and Action

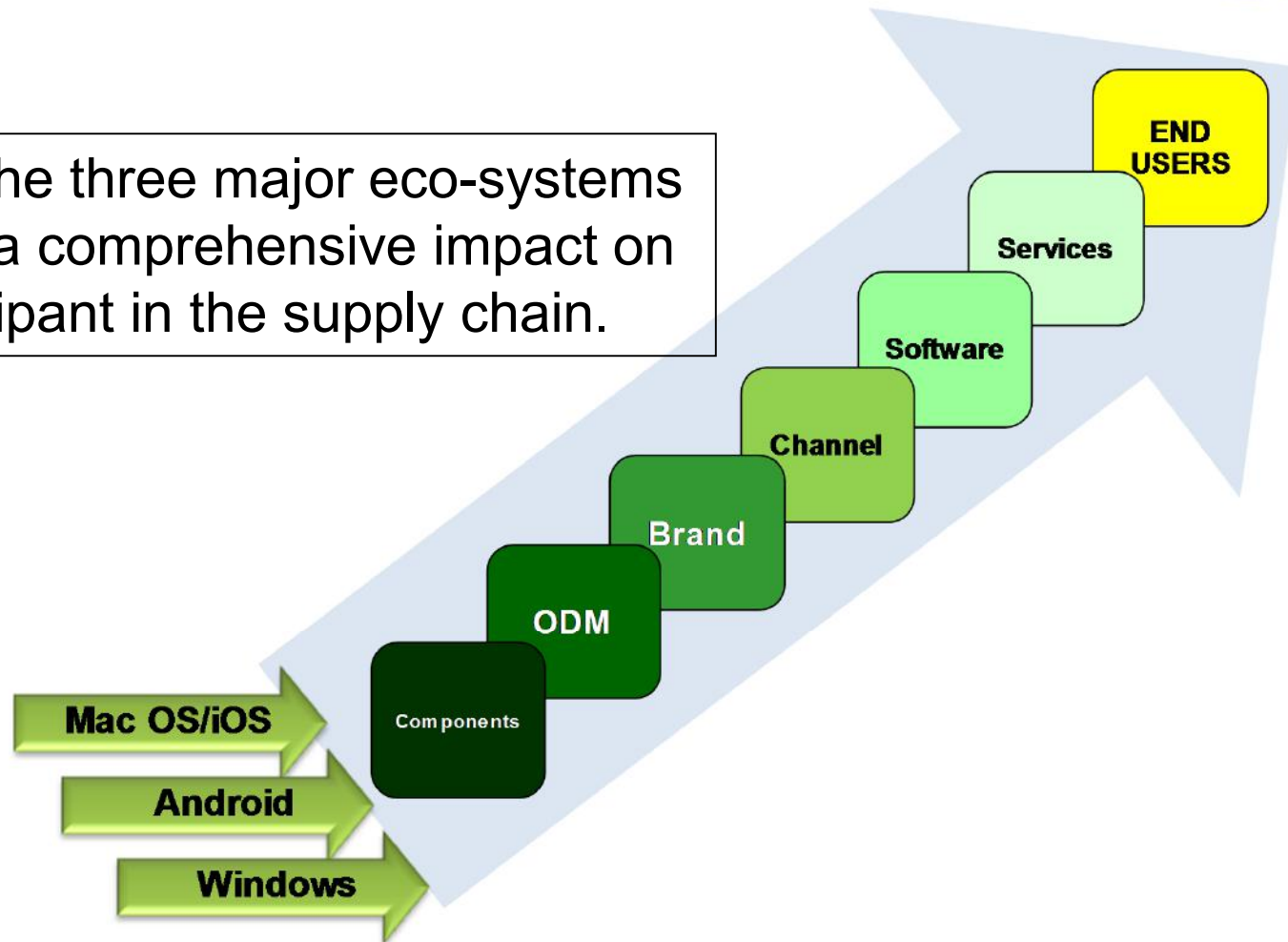
J.T. Wang
Chairman & CEO



Competition among three major eco-systems



Formation of the three major eco-systems has provided a comprehensive impact on each participant in the supply chain.



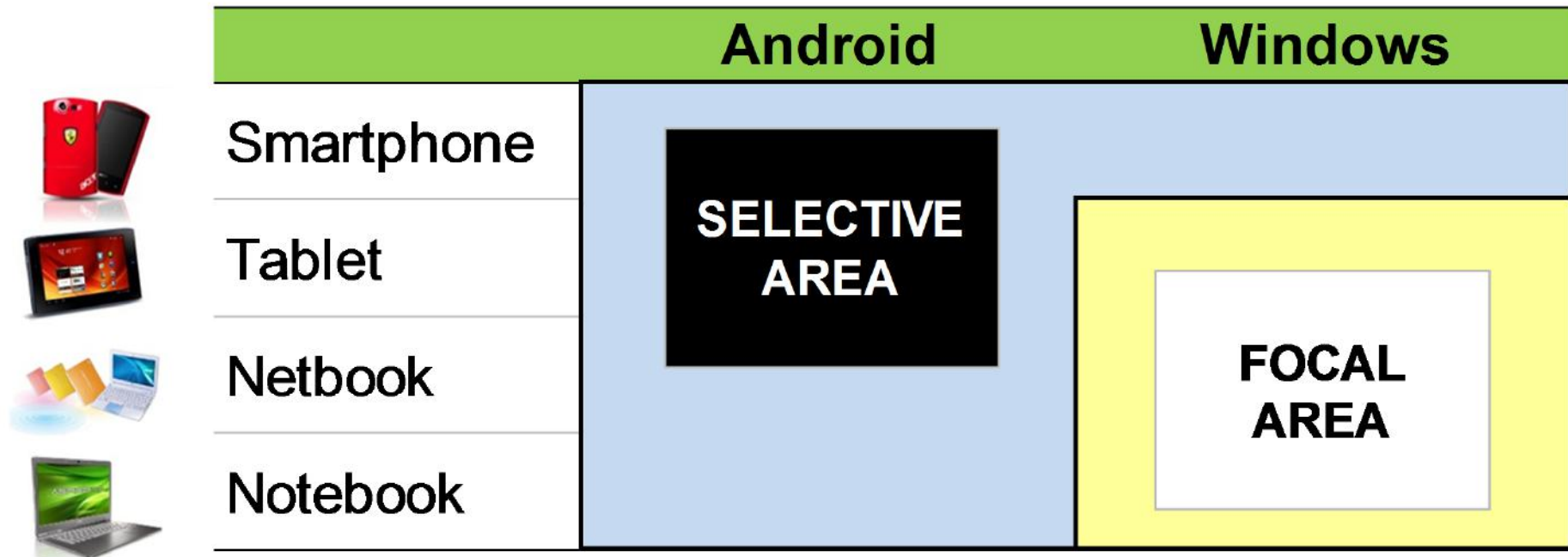
Eco-system trend in the past two years



Eco-system trend in the next two years

	Mac OS/iOS	Android	Windows
Next 2 years	↑	→	↑
Past 2 years	↑ ↑	↑	↓

Acer's strategy focus



Acer cloud



Acer Cloud works for open platform eco-systems including Android and Windows. Acer will provide services to help Acer users effectively manage their resources including hardware, software and content to make life easier and more enjoyable.



Thank You