explore beyond limits ${ }^{\text {TM }}$

## Acer 2Q13 Investor Conference

Aug 82013

## Legal Disclaimer

- The information is provided for informational purposes only, and is not an offer to buy or sell or a solicitation of an offer to buy or sell any security issued by Acer or other parties.
- Acer's statements that are not historical facts are forward-looking statements that indicate actions or results of actions that may occur in the future, based on current available information and underlying assumptions.
- Acer does not warranty their accuracy, reliability and completeness. There are a number of factors such as economic conditions, firms abilities, industry environment that could cause actual results and developments to differ materially from those expressed or implied by forward looking statements. Investors should not place undue reliance on them.


## Consolidated Income Statement (QoQ Comparison) (IFRS-comparison base)

| (NT\$ mn) | 2 Q 13 |  | 1 Q 13 |  | QoQ <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 89,378 | 100.0\% | 91,973 | 100.0\% | -2.8\% |
| Gross Profit (IFRS) | 7,478 | 8.4\% | 7,832 | 8.5\% | -4.5\% |
| Gross Profit (ROC GAAP) | 8,630 | 9.7\% | 9,581 | 10.4\% | -9.9\% |
| Operating Expenses | 8,091 | 9.1\% | 7,804 | 8.5\% | 3.7\% |
| Operating Income | (613) | -0.7\% | 29 | 0.0\% | N.A. |
| Non-Operating Income | 80 | 0.1\% | 421 | 0.5\% | -81.0\% |
| PBT | (533) | -0.6\% | 450 | 0.5\% | N.A. |
| PAT | (343) | -0.4\% | 515 | 0.6\% | N.A. |
| EPS (NT\$) | (0.13) |  | 0.19 |  | N.A. |

## Consolidated Income Statement (YoY Comparison) (IFRS-comparison base)

| (NT\$ mn) | 2Q13 |  | 2 Q 12 |  | YoY Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 89,378 | 100.0\% | 110,573 | 100.0\% | -19.2\% |
| Gross Profit (IFRS) | 7,478 | 8.4\% | 9,267 | 8.4\% | -19.3\% |
| Gross Profit (ROC GAAP) | 8,630 | 9.7\% | 11,230 | 10.2\% | -23.2\% |
| Operating Expenses | 8,091 | 9.1\% | 9,079 | 8.2\% | -10.9\% |
| Operating Income | (613) | -0.7\% | 188 | 0.2\% | N.A. |
| Non-Operating Income | 80 | 0.1\% | 799 | 0.7\% | -90.0\% |
| PBT | (533) | -0.6\% | 987 | 0.9\% | N.A. |
| PAT | (343) | -0.4\% | 552 | 0.5\% | N.A. |
| EPS (NT\$) | (0.13) |  | 0.20 |  | N.A. |

## Consolidated Revenue and GM Trend



## Consolidated Operating Income



## Consolidated Balance Sheet (QoQ Comparison) (IFRS-comparison base)

| (NT\$ mn) | 2 Q13 |  | 1013 |  |
| :---: | :---: | :---: | :---: | :---: |
| Current Assets |  |  |  |  |
| Cash and cash equivalents | 52,046 | 22.3\% | 47,374 | 21.6\% |
| Notes \& Accounts receivable | 66,505 | 28.5\% | 66,983 | 30.5\% |
| Financial Assets-Current | 1,195 | 0.5\% | 692 | 0.3\% |
| Inventories | 50,111 | 21.5\% | 39,857 | 18.2\% |
| Other current assets | 6,751 | 2.9\% | 7,565 | 3.4\% |
| Total Current Assets | 176,608 | 75.8\% | 162,471 | 74.0\% |
| Long-term Investment | 3,258 | 1.4\% | 3,540 | 1.6\% |
| Property, plant and equipment, net | 6,478 | 2.8\% | 6,584 | 3.0\% |
| Intangible asset | 39,465 | 16.9\% | 39,535 | 18.0\% |
| Others | 7,307 | 3.1\% | 7,310 | 3.3\% |
| Total Assets | 233,116 | 100.0\% | 219,440 | 100.0\% |
| Short-term loan | 5,089 | 2.2\% | 6,353 | 2.9\% |
| Notes \& Accounts payable | 69,631 | 29.9\% | 62,869 | 28.6\% |
| Other current liabilities | 57,196 | 24.5\% | 54,921 | 25.0\% |
| Total Current Liabilities | 131,916 | 56.6\% | 124,143 | 56.6\% |
| Total non-current liabilities | 24,468 | 10.5\% | 18,602 | 8.5\% |
| Total Liabilities | 156,384 | 67.1\% | 142,745 | 65.0\% |
| Total Shareholders' Equity | 76,731 | 32.9\% | 76,696 | 35.0\% |

## Consolidated Balance Sheet (YoY Comparison) (IFRS-comparison base)

| (NTS mn) | 2 Q13 |  | 2 Q 12 |  |
| :---: | :---: | :---: | :---: | :---: |
| Current Assets |  |  |  |  |
| Cash and cash equivalents | 52,046 | 22.3\% | 44,928 | 17.6\% |
| Notes \& Accounts receivable | 66,505 | 28.5\% | 89,543 | 35.0\% |
| Financial Assets-Current | 1,195 | 0.5\% | 1,555 | 0.6\% |
| Inventories | 50,111 | 21.5\% | 49,424 | 19.3\% |
| Other current assets | 6,751 | 2.9\% | 5,807 | 2.3\% |
| Total Current Assets | 176,608 | 75.8\% | 191,257 | 74.8\% |
| Long-term Investment | 3,258 | 1.4\% | 4,158 | 1.6\% |
| Property, plant and equipment, net | 6,478 | 2.8\% | 6,615 | 2.6\% |
| Intangible asset | 39,465 | 16.9\% | 44,187 | 17.3\% |
| Others | 7,307 | 3.1\% | 9,464 | 3.7\% |
| Total Assets | 233,116 | 100.0\% | 255,681 | 100.0\% |
| Short-term loan | 5,089 | 2.2\% | - | 0.0\% |
| Notes \& Accounts payable | 69,631 | 29.9\% | 86,320 | 33.8\% |
| Other current liabilities | 57,196 | 24.5\% | 62,775 | 24.6\% |
| Total Current Liabilities | 131,916 | 56.6\% | 149,095 | 58.3\% |
| Total non-current liabilities | 24,468 | 10.5\% | 27,310 | 10.7\% |
| Total Liabilities | 156,384 | 67.1\% | 176,405 | 69.0\% |
| Total Shareholders' Equity | 76,731 | 32.9\% | 79,276 | 31.0\% |

## IT Product Revenue Breakdown by Geography



$$
\begin{gathered}
\text { Q2, } 2012 \\
\text { US } \$ 3,634 M \\
\text { (NT } \$ 107,925 M \text { ) }
\end{gathered}
$$



## IT Product Revenue Breakdown



$$
\begin{gathered}
\text { Q2, } 2012 \\
\text { US } \$ 3,634 M \\
\text { (NT } \$ 107,925 M \text { ) }
\end{gathered}
$$



## acer <br> explore beyond limits

## Thank you

