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## 2016 First Quarter Earnings

May, 2016

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## Statements of Comprehensive Income - 1Q 2016

| (NT\$ million) | 1 Q16 |  | 4Q15 |  | QoQ <br> Change | 1 Q15 |  | YoY <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 56,316 | 100.0\% | 68,383 | 100.0\% | -17.6\% | 67,948 | 100.0\% | -17.1\% |
| Realized Gross Profit | 6,671 | 11.8\% | 6,432 | 9.4\% | 3.7\% | 6,663 | 9.8\% | 0.1\% |
| Operating Expenses | 5,919 | 10.5\% | 6,017 | 8.8\% | -1.6\% | 6,390 | 9.4\% | -7.4\% |
| Operating Income | 866 | 1.5\% | 449 | 0.7\% | 93.0\% | 304 | 0.4\% | 184.9\% |
| Non-Operating Income | (789) | -1.4\% | (298) | -0.4\% | - | 30 | 0.0\% | - |
| Profit Before Tax | 77 | 0.1\% | 151 | 0.2\% | -49.1\% | 334 | 0.5\% | -76.9\% |
| Profit After Tax | 46 | 0.1\% | 237 | 0.3\% | -80.6\% | 173 | 0.3\% | -73.4\% |
| EPS (NT\$) | 0.02 |  | 0.08 |  |  | 0.06 |  |  |

[^0]
## Net Sales and Gross Margin Trend

Net Sales Net Sales -Gross Margin

Unit: NT\$ billion


## Operating Income and Operating Margin Trend

Operating Income Unit: NT\$ million

Operating Income -Operating Margin


## Consolidated Balance Sheet

| (NTS million) | Mar-16 |  | Dec-15 |  | Mar-15 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | 39,199 | 25\% | 44,622 | 26\% | 44,199 | 25\% |
| Notes \& Accounts receivable | 42,990 | 28\% | 48,226 | 28\% | 49,787 | 28\% |
| Inventories | 30,114 | 19\% | 34,044 | 20\% | 37,997 | 21\% |
| Total Current Assets | 117,268 | 75\% | 132,950 | 77\% | 139,825 | 78\% |
| Long-term Investment | 3,887 | 2\% | 3,316 | 2\% | 3,925 | 2\% |
| Property, plant and equipment | 4,739 | 3\% | 4,827 | 3\% | 5,114 | 3\% |
| Intangible asset | 25,890 | 17\% | 26,609 | 15\% | 26,131 | 15\% |
| Others | 4,033 | 3\% | 4,040 | 2\% | 3,983 | 2\% |
| Total Assets | 155,818 | 100\% | 171,742 | 100\% | 178,978 | 100\% |
| Short-term loan | 8,814 | 6\% | 10,351 | 6\% | 7,283 | 4\% |
| Notes \& Accounts payable | 31,886 | 20\% | 42,747 | 25\% | 44,232 | 25\% |
| Total Current Liabilities | 87,223 | 56\% | 102,576 | 60\% | 102,622 | 57\% |
| Total Liabilities | 90,541 | 58\% | 105,887 | 62\% | 115,229 | 64\% |
| Total Shareholders' Equity | 65,274 | 42\% | 65,853 | 38\% | 63,747 | 36\% |

[^1]
## Quarterly Revenue Breakdown by Geography

## IT Hardware Product in Q1, 2016

■ EMEA
■ Pan America

- Pan Asia Pacific



## NT\$ 53,325 Million



NT\$ 64,901 Million

Notes:

1. Pan Asia Pacific includes Asia Pacific, Japan, Taiwan, Hong Kong, and Mainland China.
2. EMEA includes Europe, Middle East and Africa

## Quarterly Revenue Breakdown by Application

## IT Hardware Product in Q1, 2016



## NT\$ 53,325 Million

## Notes:

1. Desktop PC excludes displays
2. Display includes desktop monitor and projector
3. Others include servers and accessories

## IT Hardware Product in Q1, 2015



NT\$ 64,901 Million

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http://acer-group.com Investor.relations@acer.com


[^0]:    Note: Realized Gross Profit includes warranty

[^1]:    Notes: Total outstanding common shares: 3,038,696,538 shares; Book value per share NT\$ 21.48

