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## 2017 Second Quarter Earnings

August 2017

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## Statements of Comprehensive Income - 2Q 2017

| (NT\$ million) | 2Q17 |  | 1Q17 |  | QoQ <br> Change | 2Q16 |  | YoY <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 53,604 | 100\% | 56,052 | 100\% | -4.4\% | 56,162 | 100\% | -4.6\% |
| Realized Gross Profit | 6,087 | 11.4\% | 5,425 | 9.7\% | 12.2\% | 5,400 | 9.6\% | 12.7\% |
| Operating Expenses | 5,167 | 9.6\% | 4,997 | 8.9\% | 3.4\% | 5,724 | 10.2\% | -9.7\% |
| Operating Income | 992 | 1.8\% | 456 | 0.8\% | 117.7\% | (279) | -0.5\% | N.A. |
| Non-Operating Income | (696) | -1.3\% | (513) | -0.9\% | N.A. | 1,054 | 1.9\% | N.A. |
| Profit Before Tax | 296 | 0.6\% | (57) | -0.1\% | N.A. | 775 | 1.4\% | -61.9\% |
| Profit After Tax | 244 | 0.5\% | 63 | 0.1\% | 289.2\% | 538 | 1.0\% | -54.7\% |
| EPS (NT\$) | 0.08 |  | 0.02 |  |  | 0.18 |  |  |

## Statements of Comprehensive Income - 1H 2017

| (NT\$ million) | Six months ended30-Jun-17 |  | Six months ended 30-Jun-16 |  | YoY <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 109,657 | 100.0\% | 112,478 | 100.0\% | -2.5\% |
| Realized Gross Profit | 11,511 | 10.5\% | 12,072 | 10.7\% | -4.6\% |
| Operating Expenses | 10,164 | 9.3\% | 11,643 | 10.4\% | -12.7\% |
| Operating Income | 1,447 | 1.3\% | 588 | 0.5\% | 146.1\% |
| Non-Operating Income | $(1,209)$ | -1.1\% | 264 | 0.2\% | N.A. |
| Profit Before Tax | 239 | 0.2\% | 852 | 0.8\% | -72.0\% |
| Profit After Tax | 307 | 0.3\% | 585 | 0.5\% | -47.6\% |
| EPS (NT\$) | 0.10 |  | 0.19 |  |  |

## Net Sales and Gross Margin Trend

Net Sales $\quad$ 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

| (NT\$ million) | Jun-17 |  | Mar-17 |  | Jun-16 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | 21,117 | 14\% | 28,781 | 20\% | 41,667 | 26\% |
| Notes \& Accounts receivable | 42,454 | 29\% | 39,026 | 27\% | 42,389 | 27\% |
| Inventories | 47,873 | 32\% | 41,792 | 29\% | 29,589 | 19\% |
| Long-term Investment | 6,247 | 4\% | 5,433 | 4\% | 4,126 | 3\% |
| Property, plant and equipment | 4,134 | 3\% | 4,182 | 3\% | 4,597 | 3\% |
| Intangible asset | 17,542 | 12\% | 17,500 | 12\% | 25,577 | 16\% |
| Others | 4,131 | 3\% | 4,001 | 3\% | 4,325 | 3\% |
| Total Assets | 148,564 | 100\% | 146,014 | 100\% | 157,770 | 100\% |
| Short-term loan | 3,358 | 2\% | 4,878 | 3\% | 20 | 0\% |
| Notes \& Accounts payable | 34,911 | 23\% | 33,820 | 23\% | 35,687 | 23\% |
| Total Current Liabilities | 86,117 | 58\% | 83,275 | 57\% | 84,568 | 54\% |
| Long-term loan | 4,203 | 3\% | 5,100 | 3\% | 6,000 | 4\% |
| Total Liabilities | 93,080 | 63\% | 91,011 | 62\% | 93,870 | 59\% |
| Total Shareholders' Equity* | 55,485 | 37\% | 55,003 | 38\% | 63,901 | 41\% |

## Notes:

1. Total outstanding common shares: $3,030,011,538$ shares; Book value per share NT $\$ 18.31$.
2. *Total Shareholders' Equity includes Non-Controlling Interests

## Quarterly Revenue Breakdown by Geography

## IT Hardware Product in Q2 2017

■ EMEA
$\square$ Pan America

- Pan Asia Pacific


NT\$ 50,144 Million

## IT Hardware Product in Q2 2016

$\square$ EMEA $\quad$ Pan America $\quad$ Pan Asia Pacific

NT\$ 53,065 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 Q2 2017

## IT Hardware Product in Q2 2016



NT\$ 53,065 Million

Notes:

1. NB includes detachable 2-in-1 NB PC.
2. Desktop PC excludes displays.

8 3. Display includes desktop monitor and projector.
4. Others include servers, android tablet, smartphone, VR, service, and accessories.

## acer

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