

2020

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ACER GROUP BUSINESS UPDATE

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Chairman & CEO
Acer Inc.
October 23rd, 2020

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VBET HELLO 你好
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Recap the Acer Global Press Conference



 XBOX
GAME PASS



And, Cater to Lifestyles

- Extend antimicrobial offers
- Initiate SigridWave on the Planet9
- Launch AcerPure line-up
- Box the FrostBlade
- Sell the European Predator Shot
- Peek on Packard Bell e-Scooter
- Partner with the Porsche Design

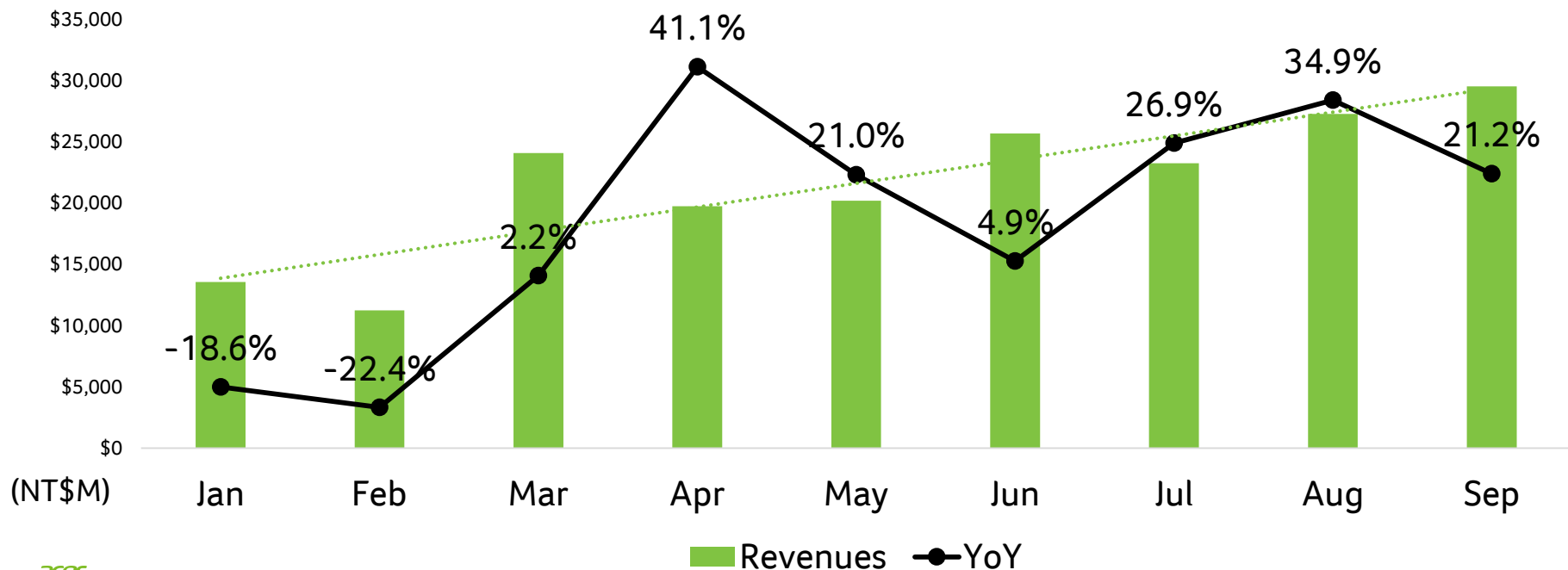


Acer Group Financial Results

(NTD M)	Q3 '19	Q4 '19	Q1 '20	Q2 '20	Q3 '20
Revenue	62,870	61,584	48,855	65,576	80,029
GP	6,663	6,347	4,951	7,138	
OPEX	5,910	5,215	4,956	5,039	
OI	775	1,165	19	2,127	
PAT	1,176	341	558	1,195	
GP%	10.6%	10.3%	10.1%	10.9%	
OPEX%	9.4%	8.5%	10.1%	7.7%	
OI%	1.2%	1.9%	0.04%	3.2%	
PAT%	1.9%	0.6%	1.1%	1.8%	

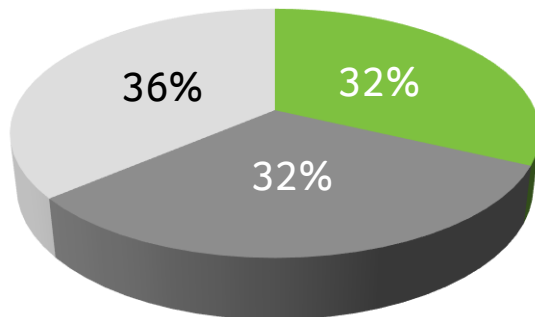
The Momentum Continues

- Only approximately 30% of October orders can be fulfilled



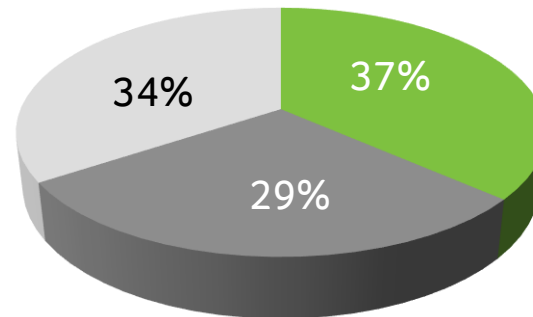
Revenue Breakdown by Geography

Q3 2020



NT\$ 80,029 Million

Q2 2020



NT\$ 65,602 Million

■ Pan Asia Pacific

■ Pan America

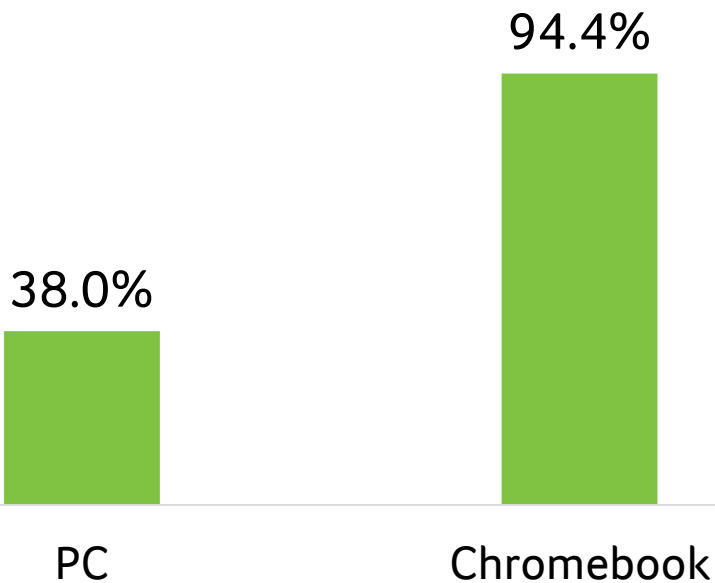
■ EMEA

Notes:

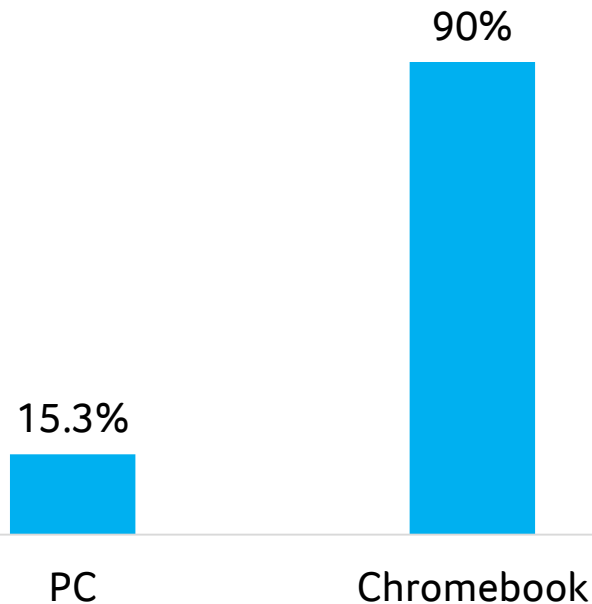
1. Pan Asia Pacific includes Asia Pacific, Japan, Taiwan, Hong Kong, and Mainland China.
2. EMEA includes Europe, Middle East and Africa

Grew Business through WFH/e-Learning Usage

**Acer Q3 Revenue YoY
by Products**

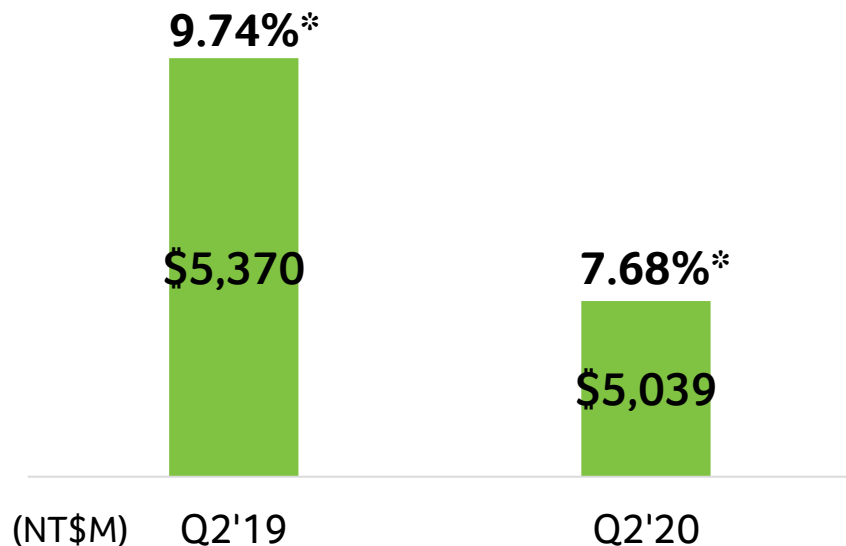


**Q3 Industry Shipment
(units) YoY by Product***



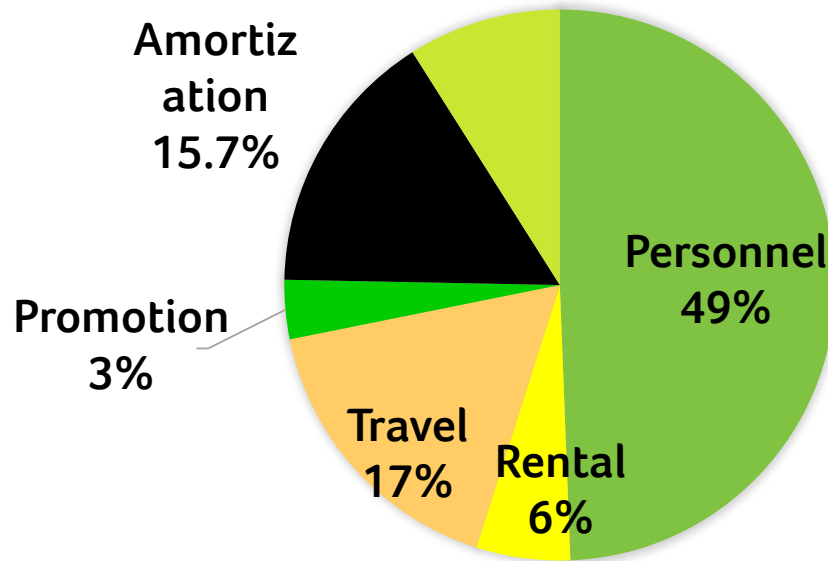
Set the Baseline for Operation Expenses

Q2 OPEX
(Q2 Revenue YoY 19%)



*to revenue

Q2 YoY OPEX Reduction Contributors



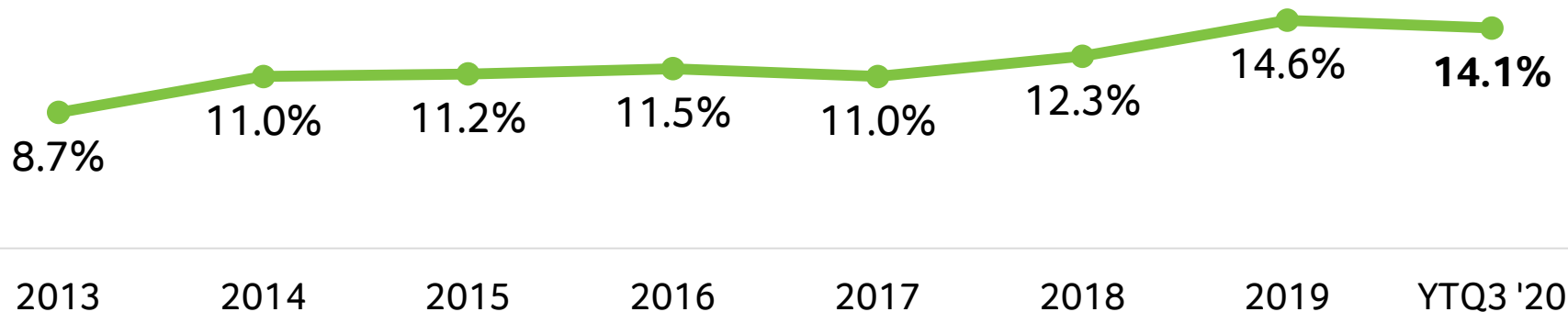
- Increases in professional service and selling variable

Build Intrapreneurship and Multiple Business Engines



Establish Multiple Business Engines

New Business Contribution to Revenue



- AOpen (3046)
- Acer Cyber Security Inc. (6990)
- Acer Synergy Technology (6751)
- Weblink (6776)
- Acer e-Enabling Service Business (6811)

THE BEST IS YET TO COME