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## 2020 Fourth Quarter Earnings

March 2021

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## Statements of Comprehensive Income - 4Q 2020

| (NT\$ million) | 4 Q 20 |  | 3020 |  | QoQ <br> Change | 4Q1 |  | YoY <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 82,619 | 100\% | 80,064 | 100\% | 3.2\% | 61,584 | 100\% | 34\% |
| Realized Gross Profit | 9,631 | 11.7\% | 8,400 | 10.5\% | 15\% | 6,347 | 10.3\% | 52\% |
| Operating Expenses | 5,780 | 7.0\% | 5,638 | 7.0\% | 2.5\% | 5,215 | 8.5\% | 10.8\% |
| Operating Income | 3,879 | 4.7\% | 2,911 | 3.6\% | 33\% | 1,165 | 1.9\% | 233\% |
| Non-Operating Income | (647) | -0.8\% | 336 | 0.4\% | N.A. | (549) | -0.9\% | N.A. |
| Profit Before Tax | 3,232 | 3.9\% | 3,247 | 4.1\% | 0\% | 616 | 1.0\% | 424\% |
| Profit After Tax | 1,992 | 2.4\% | 2,285 | 2.9\% | -13\% | 341 | 0.6\% | 484\% |
| EPS (NT\$) | 0.67 |  | 0.76 |  | -12\% | 0.11 |  | 509\% |

Note: Year-on-year revenue growth for the gaming line was up by $43.9 \%$, for Chromebooks by $253.5 \%$, for Thin and light notebooks by $165.9 \%$, and for Monitors by 38.9\%

## Statements of Comprehensive Income - 2020

| (NT\$ million) | 2020 |  | 2019 |  | YoY <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 277,112 | 100.0\% | 234,285 | 100.0\% | 18.3\% |
| Realized Gross Profit | 30,120 | 10.9\% | 24,717 | 10.5\% | 21.9\% |
| Operating Expenses | 21,413 | 7.7\% | 21,734 | 9.3\% | -1.5\% |
| Operating Income | 8,936 | 3.2\% | 3,078 | 1.3\% | 190\% |
| Non-Operating Income | (31) | 0.0\% | 634 | 0.3\% | - |
| Profit Before Tax | 8,905 | 3.2\% | 3,712 | 1.6\% | 140\% |
| Profit After Tax | 6,029 | 2.2\% | 2,633 | 1.1\% | 129\% |
| EPS (NT\$) | 2.01 |  | 0.87 |  | 131\% |

Note: Year-on-year revenue growth for the gaming line was up by $30.5 \%$, for Chromebooks by $95.4 \%$, for Thin and light notebooks by $62.3 \%$, and for Monitors by $21.3 \%$

## Net Sales and Gross Margin Trend

Net Sales Unit: NT\$ billion

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- Net Sales(LHS) —Gross Margin
}



## Operating Income and Operating Margin Trend

Operating Income Unit: NT\$ million
-Operating Income(LHS) —Operating Margin


## Consolidated Balance Sheet

| (NT\$ million) | Dec-20 |  | Sep-20 |  | Dec-19 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | 39,181 | 21\% | 34,246 | 20\% | 24,184 | 15\% |
| Notes \& Accounts receivable | 55,198 | 30\% | 58,361 | 34\% | 49,439 | 32\% |
| Inventories | 42,983 | 23\% | 37,698 | 22\% | 41,034 | 26\% |
| Long-term Investment | 7,118 | 4\% | 6,340 | 4\% | 6,092 | 4\% |
| Property, plant and equipment | 3,866 | 2\% | 3,504 | 2\% | 3,562 | 2\% |
| Intangible asset | 16,293 | 9\% | 16,528 | 10\% | 16,930 | 11\% |
| Total Assets | 183,909 | 100\% | 171,016 | 100\% | 156,097 | 100\% |
| Short-term loan | 1,047 | 1\% | 1,271 | 1\% | 1,515 | 1\% |
| Notes \& Accounts payable | 49,406 | 27\% | 44,717 | 26\% | 35,224 | 23\% |
| Total Current Liabilities | 110,720 | 60\% | 101,873 | 60\% | 84,473 | 54\% |
| Long-term loan | 3,395 | 2\% | 3,397 | 2\% | 5,834 | 4\% |
| Total Liabilities | 121,967 | 66\% | 112,056 | 66\% | 96,901 | 62\% |
| Total Shareholders' Equity* | 61,942 | 34\% | 58,960 | 34\% | 59,195 | 38\% |

Notes:

1. Total outstanding common shares: $3,001,107,538$ shares; Book value per share NT\$ 20.09
2. Total Shareholders' Equity includes Non-Controlling Interests

## Revenue Breakdown by Geography

## Q4 2019



Q4 2020


NT\$ 61,584 Million


NT\$ 80,064 Million


## NT\$ 82,619 Million

Notes:

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

## Revenue Breakdown by Application

## Q4 2019

Q3 2020
Q4 2020


NT\$ 61,584 Million
$\square$ Others


NT\$ 80,064 Million
Display
Desktop PC


NT\$ 82,619 Million
$\square$ Notebook

Notes:

1. NB includes detachable 2-in-1 NB PC.
2. Desktop PC excludes displays.
acer 3. Display includes desktop monitor and projector.
3. Others include servers, android device, service, accessories, and subsidiaries.

## Revenue Breakdown by Geography

## 2019



NT\$ 234,285 Million


NT\$ 277,112 Million

Pan Asia Pacific
Notes:

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

## Revenue Breakdown by Application

## 2019

## 2020



NT\$ 234,285 Million
$\square$ Others $\square$ Display


## NT\$ 277,112 Million

Desktop PCNotebook

Notes:

1. NB includes detachable 2-in-1 NB PC.
2. Desktop PC excludes displays.
3. Display includes desktop monitor and projector.
4. Others include servers, android device, service, accessories, and subsidiaries.

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