

宏碁公司

95年第三季 法人說明會

94年10月27日

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合併財務報告

第三季簡易合併損益表

(新台幣百萬)	2006年 第三季		2005年 第三季		成長
營業收入	94,726	100%	82,518	100%	+15%
毛利率	9,475	10.0%	8,135	9.9%	+16%
營業費用	7,499	7.9%	6,357	7.7%	+18%
營業淨利	1,976	2.1%	1,778	2.2%	+11%
營業外淨利	221	0.2%	761	0.9%	
稅前淨利	2,196	2.3%	2,539	3.1%	
稅後淨利	<u>1,851</u>	2.0%	<u>1,966</u>	2.4%	
EPS	0.81		0.86		

註: 2006年第三季數據未經會計師正式審核

第一季至第三季簡易合併損益表

(新台幣百萬)	2006年 一至三季		2005年 一至三季		成長
營業收入	250,577	100%	213,904	100%	+17%
毛利率	26,138	10.4%	23,360	10.9%	+12%
營業費用	20,722	8.3%	17,983	8.4%	+15%
營業淨利	5,416	2.2%	5,377	2.5%	
營業外淨利	5,662	2.3%	2,419	1.1%	
稅前淨利	11,078	4.4%	7,797	3.6%	
稅後淨利	<u>8,953</u>	3.6%	<u>6,375</u>	3.0%	
EPS	3.9		2.78		

註: 2006年第三季數據未經會計師正式審核

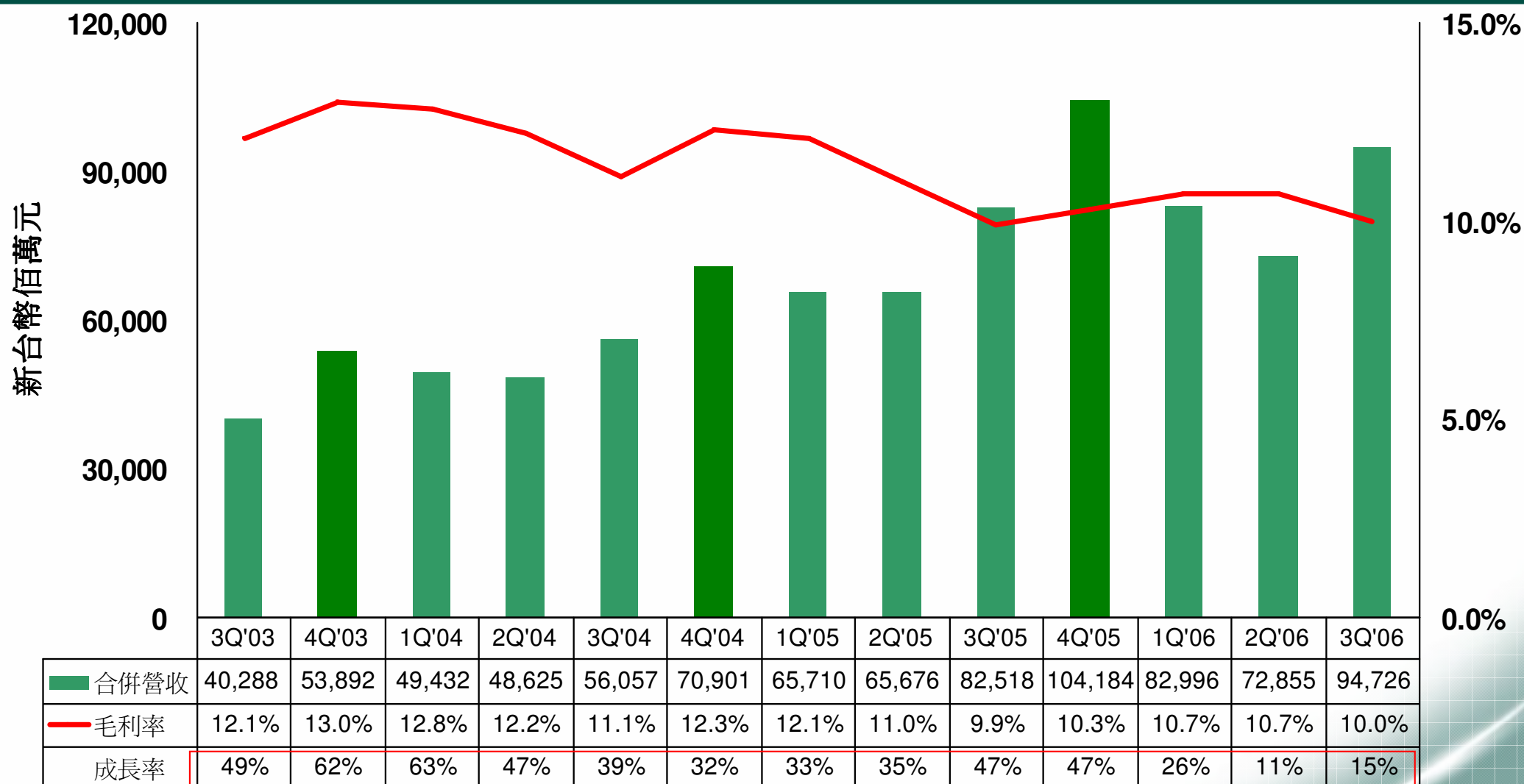
財務預測達成率

(新台幣百萬)	實際數據 2006年第 三季	財務預測 2006年第 三季	達成率 %	實際數據 一至三季	財務預測 2006年	達成率 %
營業收入	94,726	105,402	89.9%	250,577	400,029	62.6%
營業淨利	1,976	2,749	71.9%	5,416	10,779	50.2%
營業外淨利	221	63		5,662	2,535	
稅前淨利	<u>2,196</u>	<u>2,812</u>	78%	<u>11,078</u>	<u>13,314</u>	83%
稅後淨利	<u><u>1,851</u></u>	<u><u>2,054</u></u>	90%	<u><u>8,953</u></u>	<u><u>10,018</u></u>	89%

註: 2005年第三季數據未經會計師正式審核

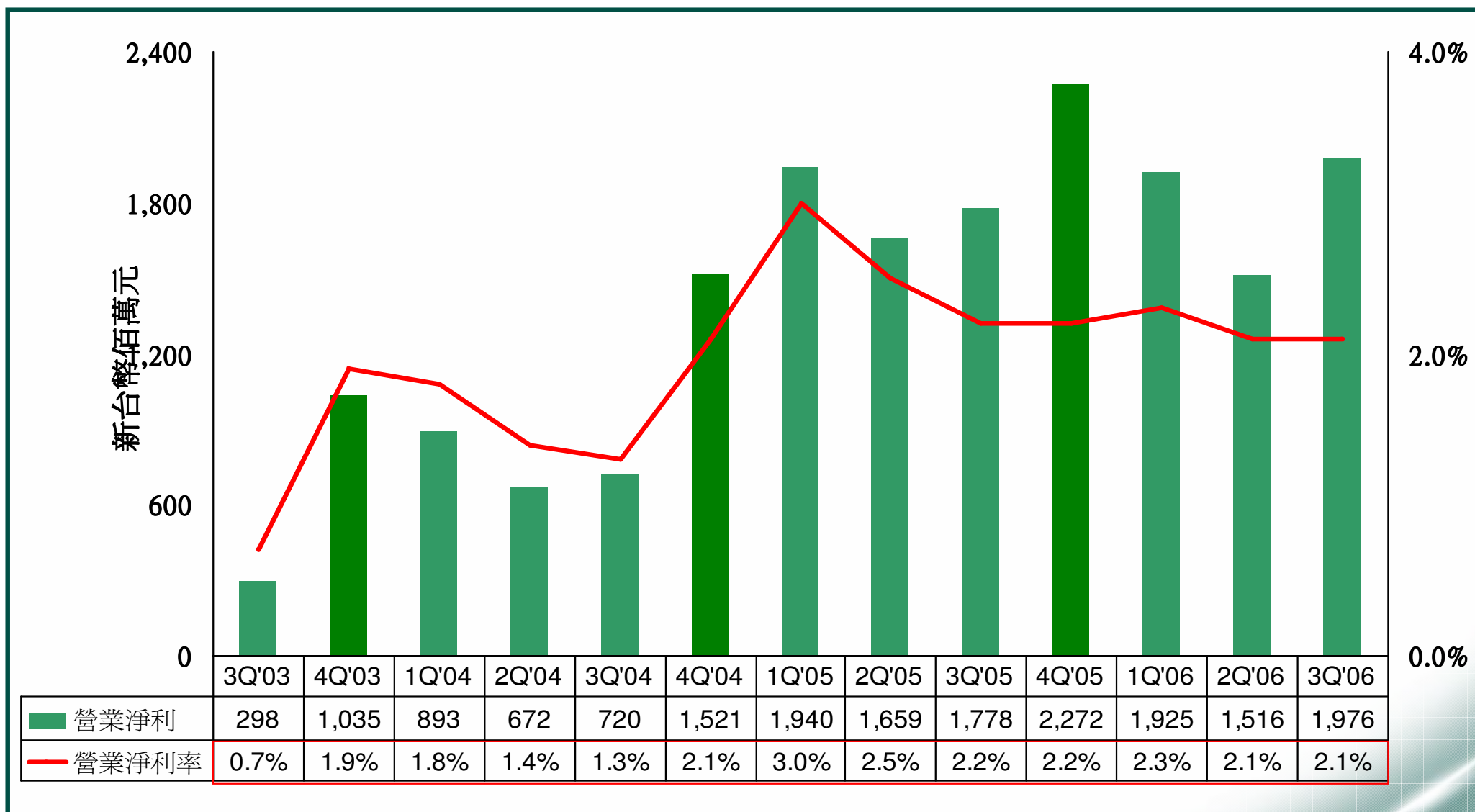
合併營收與毛利率

2006年第三季營收年成長率: +15% Y/Y



註: 2006年第三季數據未經會計師正式審核

合併營業淨利



註: (a) 2006年第一季數據含一次特別交易

(b) 2006年第三季數據未經會計師正式審核

合併資產負債表

(新台幣百萬)

2006年9月30日

流動資產

現金及約當現金	37,537	21%
短期投資	71,489	41%
應收帳款	11,912	7%
存貨	19,938	11%
其他	7,012	4%

流動資產總計 **147,888** 84%

長期投資 14,607 8%

不動產及機器設備廠房 11,349 6%

其他 2,340 1%

總資產 **176,184** 100%

應付帳款 64,565 37%

其他流動負債 35,487 20%

流動負債總計 **100,052** 57%

總負債 **102,662** 58%

股東權益 **73,522** 42%

財務比率

- ◆ 流動比率 : 148%
- ◆ 速動比率 : 126%
- ◆ 負債比率 : 58%
- ◆ 負債/股東權益比率: 140%

註: 數據未經會計師正式審核

轉投資事業

	持股比重 %	市值 (新台幣百萬)	淨值 (新台幣百萬)	潛在獲利 (2006年10月25日)
主要持股				
明基	5.0%	2,108	1,445	663
緯創	14.9%	6,955	3,940	3,015
台積電	0.1%	2,311	706	1,604
鴻海	0.1%	1,008	132	876
開發金控	0.8%	1,214	1,021	193
台灣固網	3.3%	1,140*	2,100	(960)
其他*		8,019	6,693	1,326
總計		22,755	16,037	6,717

註: 以上數字以2006年10月25日為基準日

* 其他含創投基金

盈餘分配及員工分紅

◆股利政策 (每股元)

年度	每股盈餘	股票股利	現金股利
2002	4.46	1.033	2.066
2003	3.61	0.505	2.525
2004	3.38	0.6	2.3
2005	3.83	0.2	3.0

◆員工分紅

年度	股票	現金
2002	7%	1%
2003	6.4%	1.6%
2004	6.4%	1.6%
2005	4.0%	4.0%

Business Review

Gianfranco Lanci

President

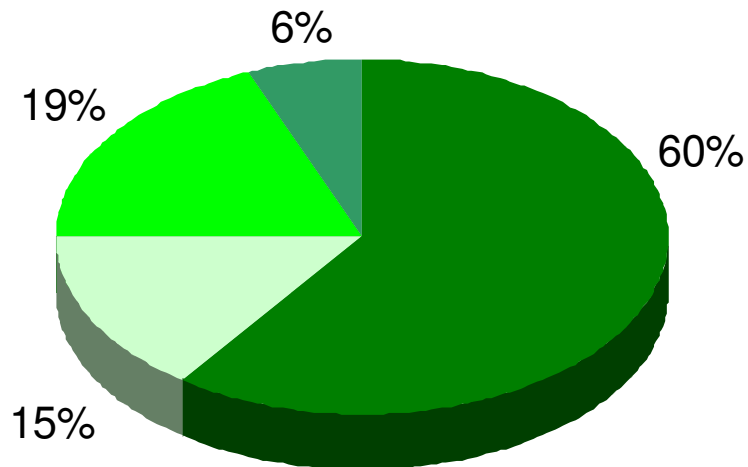
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IT Product Business Highlights

IT Product Revenue Breakdown (Q1-Q3)

Q1-Q3, Y2006

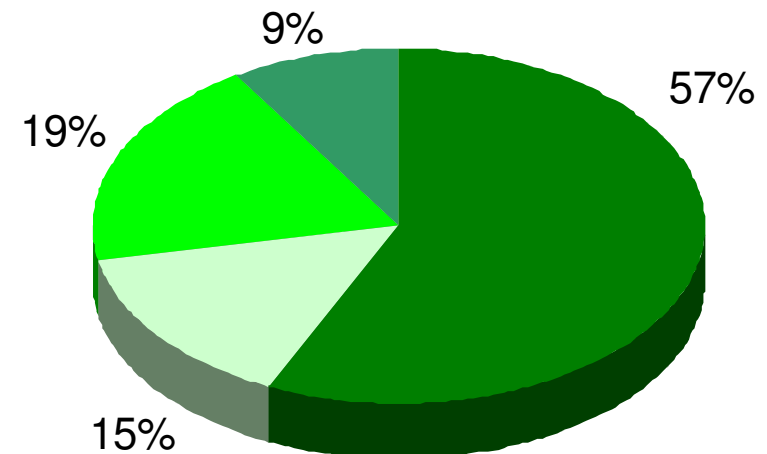
NT\$215,456 Million



■ Notebook ■ Desktop PC
■ Display ■ Others

Q1-Q3, Y2005

NT\$178,008 Million



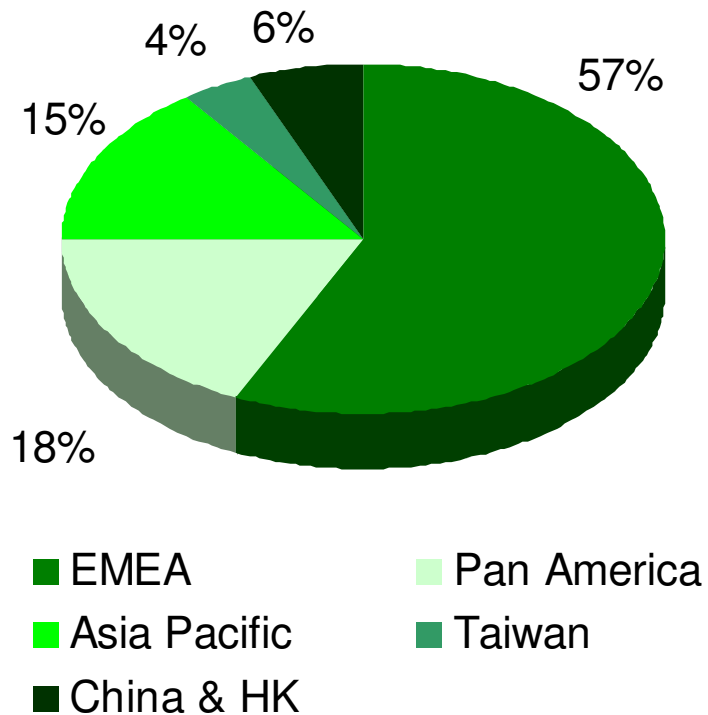
■ Notebook ■ Desktop PC
■ Display ■ Others

Note: Others include servers, projector and IA products

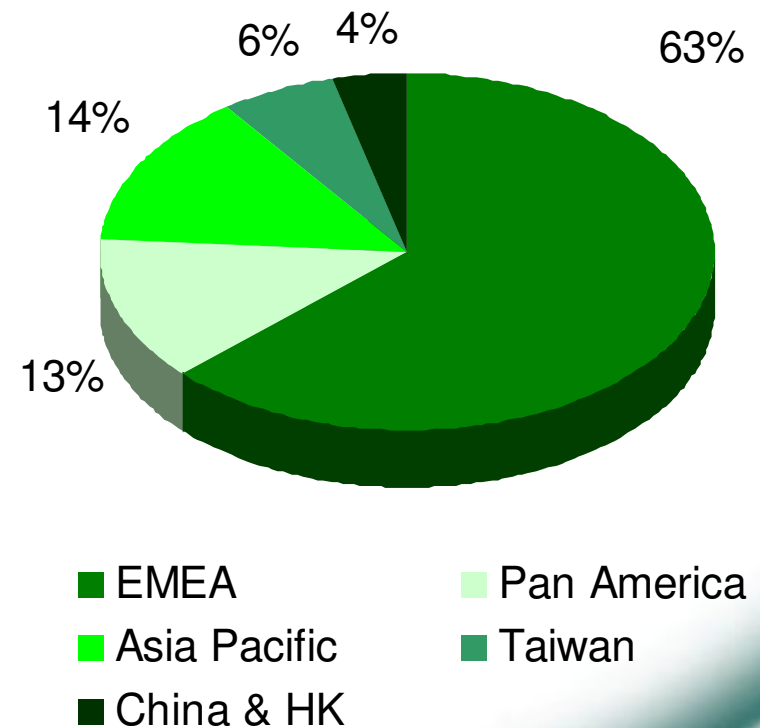
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IT Product Revenue Breakdown by Geography (Q1-Q3)

Q1-Q3, Y2006
NT\$215,456 Million



Q1-Q3, Y2005
NT\$178,008 Million

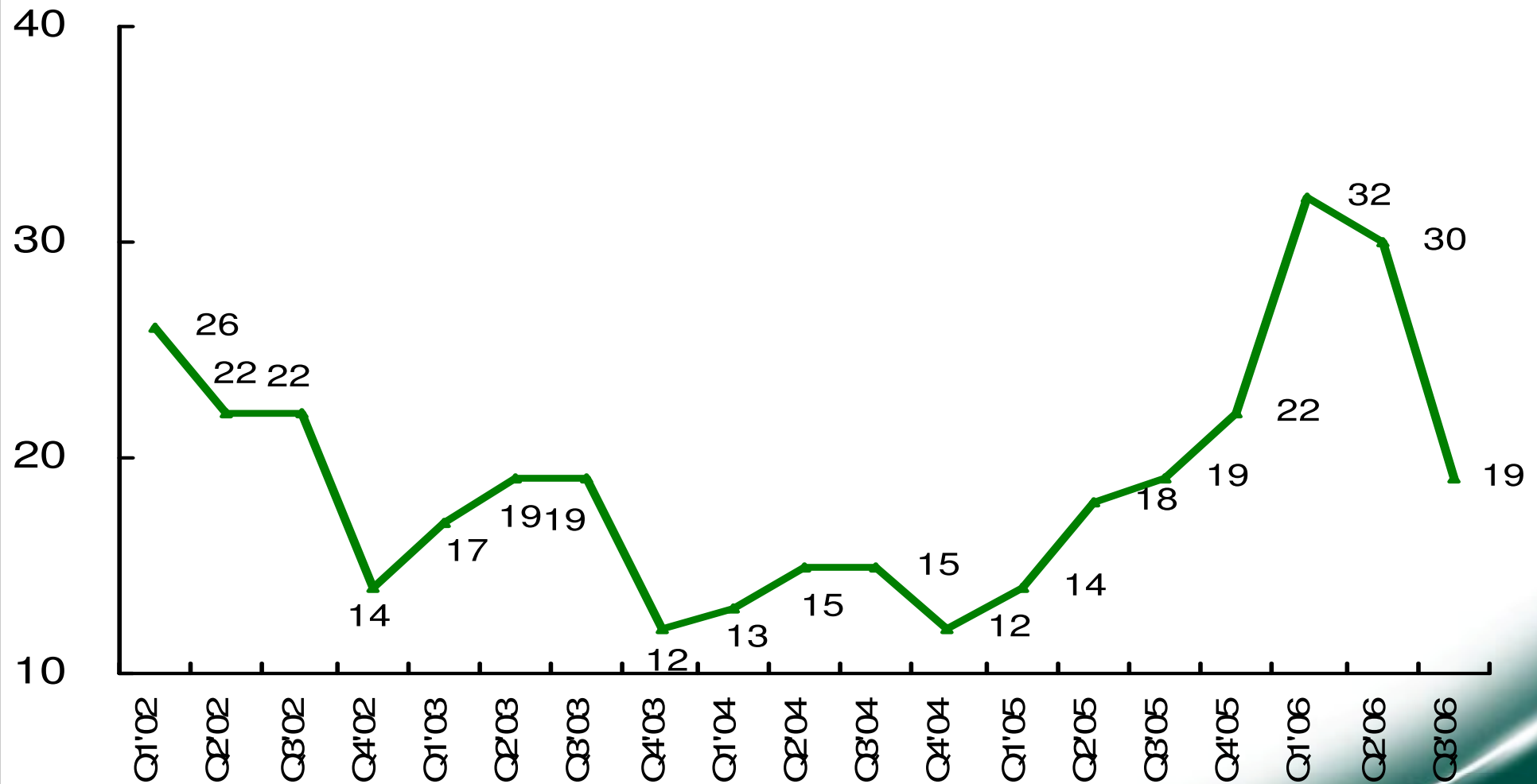


Note: (a) Asia Pacific excludes Greater China (Taiwan, HK, and Mainland China)

(b) EMEA stands for Europe, Middle East and Africa

Inventory Turnover Days (ADS)

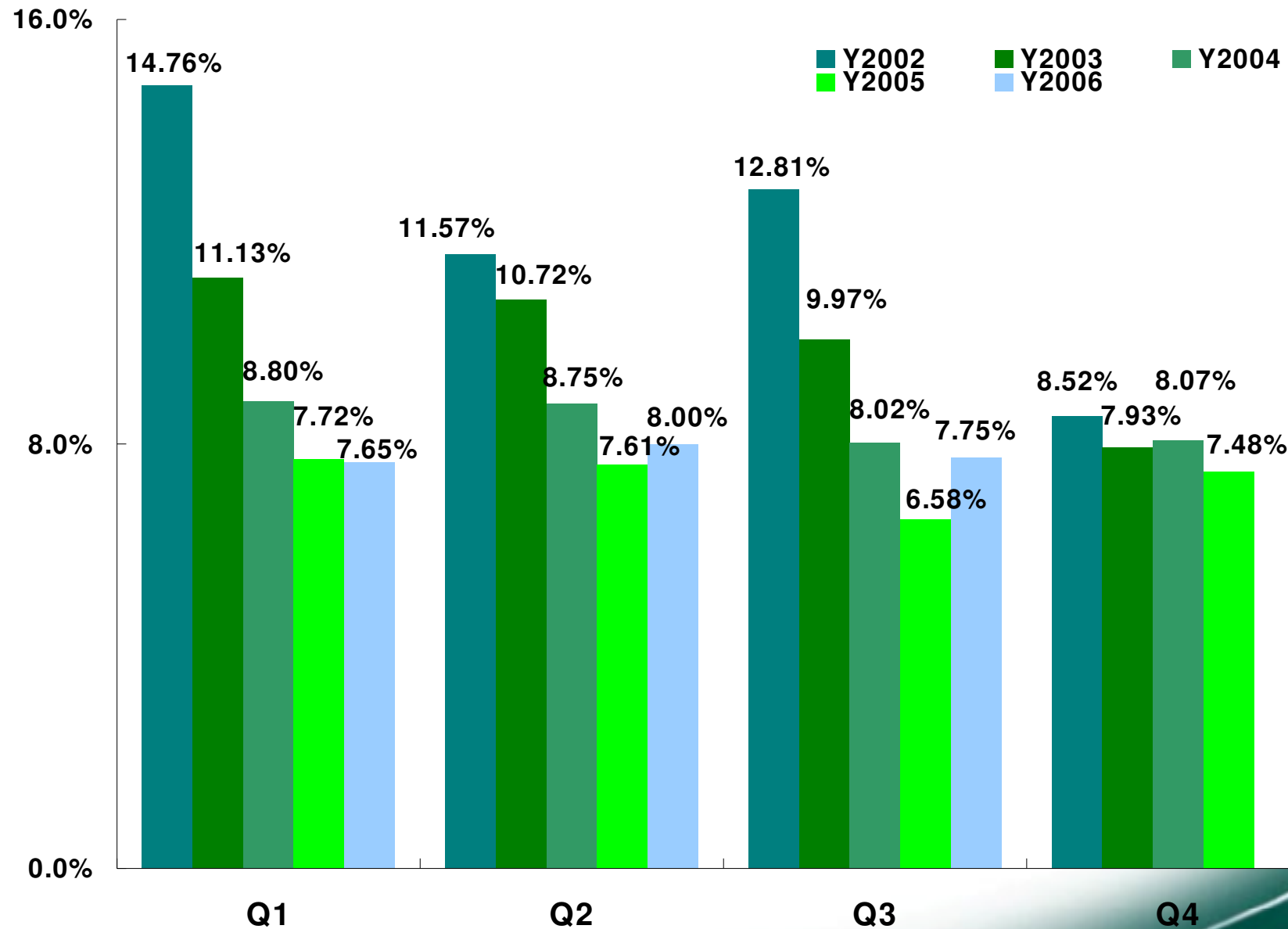
IT Products Business



Note: Q2' 03 and Q3' 03 inventory rose due to increased sourcing of key components in order to avoid anticipated shortages

Operating Expenses as % of Total Revenue

IT Product Business




Acer's Channel Business Model Works for Future Success

J.T. Wang
Chairman & CEO



Top 5 PC Brands Worldwide (3Q'06)

Rank		Market Share			Unit Growth
		3Q'06	2Q'06	3Q'05	YoY
1	HPQ	16.3%	14.9%	15.1%	15.4%
2	Dell	16.1%	17.8%	16.6%	3.6%
3	Lenovo	7.5%	7.3%	7.3%	10.1%
4		5.9%	5.2%	4.7%	33.4%
5	Toshiba	4.3%	3.5%	3.5%	30.5%
Overall Market					6.7%

Gartner Source (October, 2006)

Top 5 PC Brands EMEA (3Q'06)

Rank		Market Share			Unit Growth
		3Q'06	2Q'06	3Q'05	YoY
1	HPQ	17.8%	16.4%	16.1%	20.7%
2	<i>acer</i>	11.2%	9.8%	9.0%	36.7%
3	Dell	11.2%	13.2%	11.5%	6.9%
4	F/S	6.3%	6.5%	7.5%	-8.2%
5	Toshiba	4.6%	4.0%	3.5%	43.1%
Overall Market					9.1%

Source: Gartner Dataquest (October, 2006)

*: EMEA market includes Europe, Middle East and Africa

Mainstream PC Industry Opinions

Year 2001	Year 2006
Direct model will kill all kinds of channels	Both channel and direct models are excellent

- ❑ Acer contributed strategically to this change in the past five years.

Channel Remains its Dominant Position

- ❑ In the future, the PC industry will further consolidated. PC products will become more commoditized.
- ❑ The channel business model will likely gain more share — and eventually the dominant share.
- ❑ Even in the U.S. market, more consumers prefer to buy a notebook PC in retail channels instead of shopping on the web.
- ❑ Acer's mini-desktop PC is as small and easy-to-carry as a notebook; we see the possibility to run our desktop PC business like notebook successfully.

Acer is Ready to Win with Channel

- ❑ Sticking with channel business, Acer is sure to continue its phenomenal growth in the coming few years, based upon the current product lines, such as notebook, desktop PC and LCD monitor.
- ❑ Digital home solution (including LCD TV) and smart phones will be Acer's "Star" products within the next few years.
- ❑ Acer is ready to accommodate the accelerating consolidation of the PC industry.
- ❑ Acer is committed to being the best choice of PC brand companies for supply and channel partners; we strongly believe that "the winner needs the winning partner to be successful".

ODM Consolidation Brings the Advantages to Each Other

- ❑ ODM companies will soon consolidated to a small quantity of winners. The winners will become vertically integrated, global operations with full capabilities.
- ❑ Acer would like to cooperate with these few ODM winners.
- ❑ For ODM suppliers, Acer is truly the good customer because of its finished goods and 100% outsourcing strategy.
- ❑ We have already started communicating with our ODM suppliers to get ready for a great year in 2007

Acer-plus-Channel Partnership

- ❑ From Acer's point of views, channel partners today have already evolved to be strong in both the cyber and real worlds, in terms of sale as well as service.
- ❑ We are convinced that Acer-plus-channel-partners is more competitive than direct model players.
- ❑ Channel partners also recognize that Acer always penetrates into certain market segments through their solid support in that area.
- ❑ Even for corporate accounts, we'd like to work with these partners, such as distributors and IT outsourcing service providers.
- ❑ One thing is for sure: **“we do not go direct”**.

Win-Win Mechanism



- ❑ The PC industry needs a new, efficient, balanced ecosystem that allows all parties to contribute and enjoy sharing successful results.

- ❑ Acer would like to continually participate in and contribute to building a healthy, sustainable ecosystem in the coming decade.
- ❑ We see a high possibility of success through partnership, and accurate execution of the channel business model.
- ❑ Acer's “**top 3 PC brand**” target will be achieved during the process of contributing to and sharing in shaping the new, healthy ecosystem.
- ❑ We hope to reach this goal in 2007.

問題與回答

93年11月3日

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