

# 宏碁公司

## 96年第一季 法人說明會

95年04月27日

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# 公開聲明

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- ❑ 本簡報所提供之公司營運及策略相關資訊，並不作為股東及投資人買賣宏碁及其子公司有價證券之投資建議。
- ❑ 本簡報內容所提及公司對未來營運之預測與看法，主要以目前市場已知或可得到的資訊、數據為依據。
- ❑ 宏碁對於本簡報之資訊內容，並不保證其完整性與正確性。公司對於營運之預測與看法，將可能受到未來整體經濟環境改變、公司實際營運情況以及產業環境變遷等因素影響而有所差異。投資人應依照本身所搜集之資訊作為投資買賣決策之依據，不應完全依賴本簡報所提供之內容。

# 合併財務報告

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# 第一季簡易合併損益表

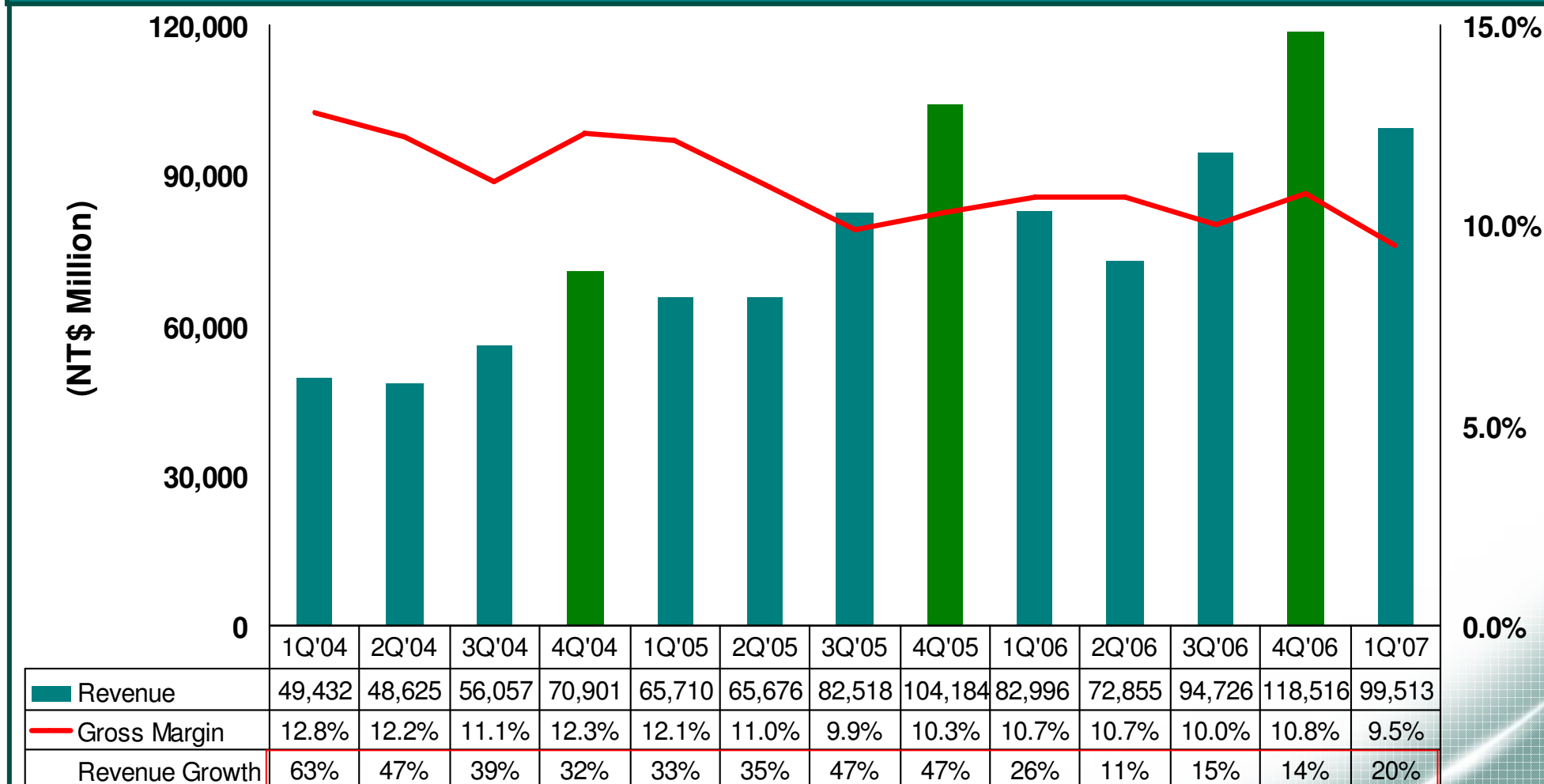
(新台幣百萬)	2007年 第一季		2006年 第一季		成長
營業收入	99,513	(b) 100%	82,996	100%	+20%
毛利率	9,458	9.5%	8,844	10.7%	+ 7%
營業費用	7,510	7.5%	6,919	8.3%	+ 9%
營業淨利	1,947	2.0%	1,925	2.3%	+ 1%
營業外淨利	4,341	4.4%	3,307	4.0%	
稅前淨利	<u>6,289</u>	6.3%	<u>5,232</u>	6.3%	
稅後淨利	<u><u>5,663</u></u>	5.7%	<u><u>4,021</u></u>	4.8%	
EPS	2.47		1.82		

Note: (a) 2007年第一季數據未經會計師正式審核

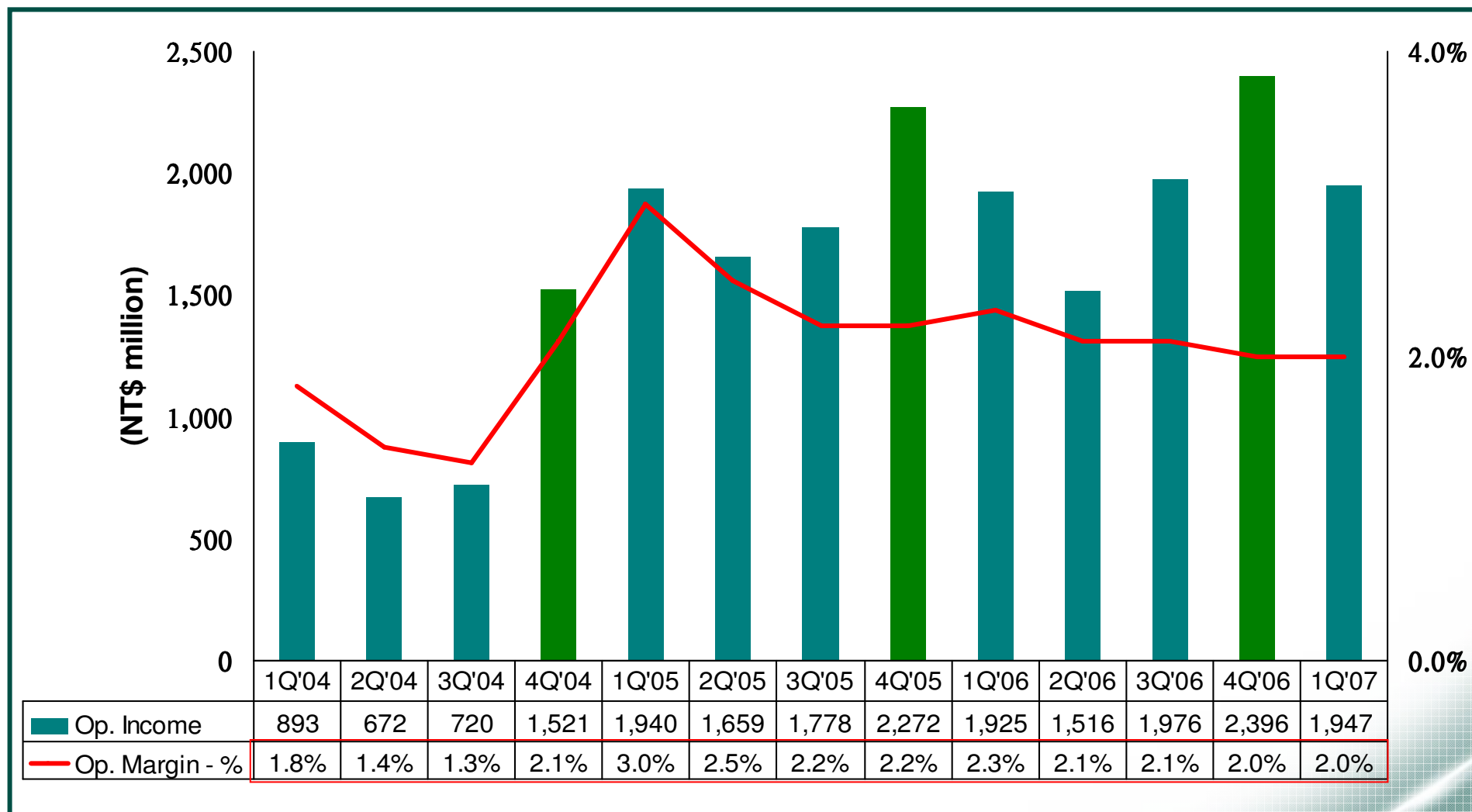
(b) 2007年第一季營收未含建智

# 合併營收與毛利率

2007年第一季營收年成長率: +20% Y/Y



# 合併營業淨利



# 合併資產負債表

(新台幣百萬)

2007年3月31日

## 流動資產

現金及約當現金	48,743	25%
短期投資	68,685	35%
應收帳款	12,314	6%
存貨	25,361	13%
其他	19,121	10%

**流動資產總計** **174,224** 89%

**長期投資** 9,356 5%

**不動產及機器設備廠房** 10,091 5%

**其他** 2,283 1%

**總資產** **195,955** 100%

應付帳款 66,166 34%

其他流動負債 47,670 24%

**流動負債總計** **113,836** 58%

**總負債** **116,921** 60%

**股東權益** **79,034** 40%

## 財務比率

- ◆ 流動比率 : 153%
- ◆ 速動比率 : 123%
- ◆ 負債比率 : 60%
- ◆ 負債/股東權益比率: 148%

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 (Apr. 24,2007)
主要持股				
明基	4.71%	1,552	1,384	168
緯創	9.35%	6,057	2,718	3,339
台積電	0.04%	797	217	580
鴻海	0.04%	508	65	443
中華開發	0.51%	759	623	136
其他*		7,868	5,290	2,578
總計		17,541	10,297	7,244

註: 以上數字以2007年4月24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
2006	4.45	0.15	3.85

## ◆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%
2006	3.52%	4.48%

# **Business Review**

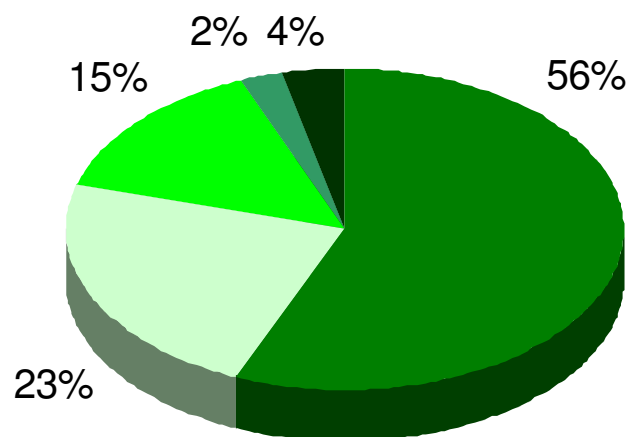
**Gianfranco Lanci**

**President**

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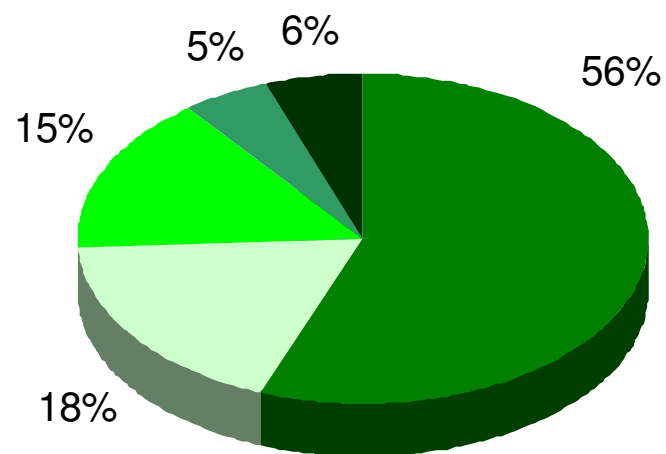
# IT Product Revenue Breakdown by Geography

**Q1, 2007**  
**US\$2,791M**  
**(NT\$91,856 M)**



■ EMEA  
 ■ Pan America  
 ■ Asia Pacific  
 ■ Taiwan  
 ■ China

**Q1, 2006**  
**US\$2,222M**  
**(NT\$71,782 M)**



■ EMEA  
 ■ Pan America  
 ■ Asia Pacific  
 ■ Taiwan & HK  
 ■ China

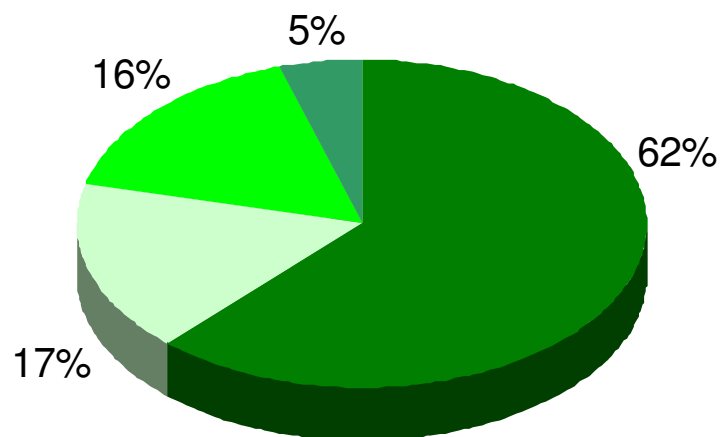
Note: (a) Asia Pacific excludes Greater China (Taiwan, HK, and Mainland China)

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

(c) China includes HK from Q3 '06

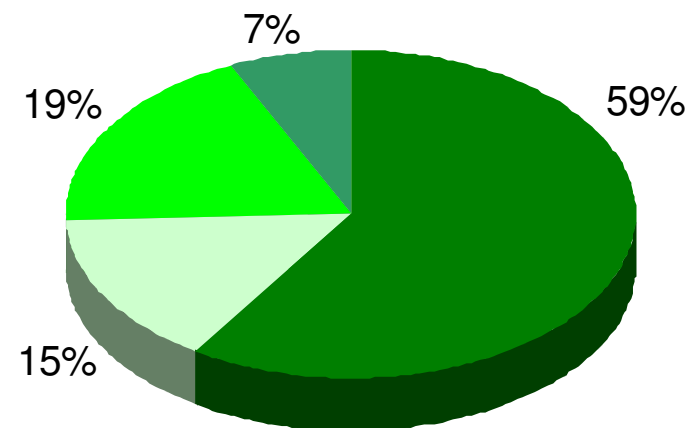
# IT Product Revenue Breakdown

**Q1, 2007**  
**US\$2,791M**  
**(NT\$91,856 M)**



■ Notebook      ■ Desktop PC  
■ Display      ■ Others

**Q1, 2006**  
**US\$2,222M**  
**(NT\$71,782 M)**

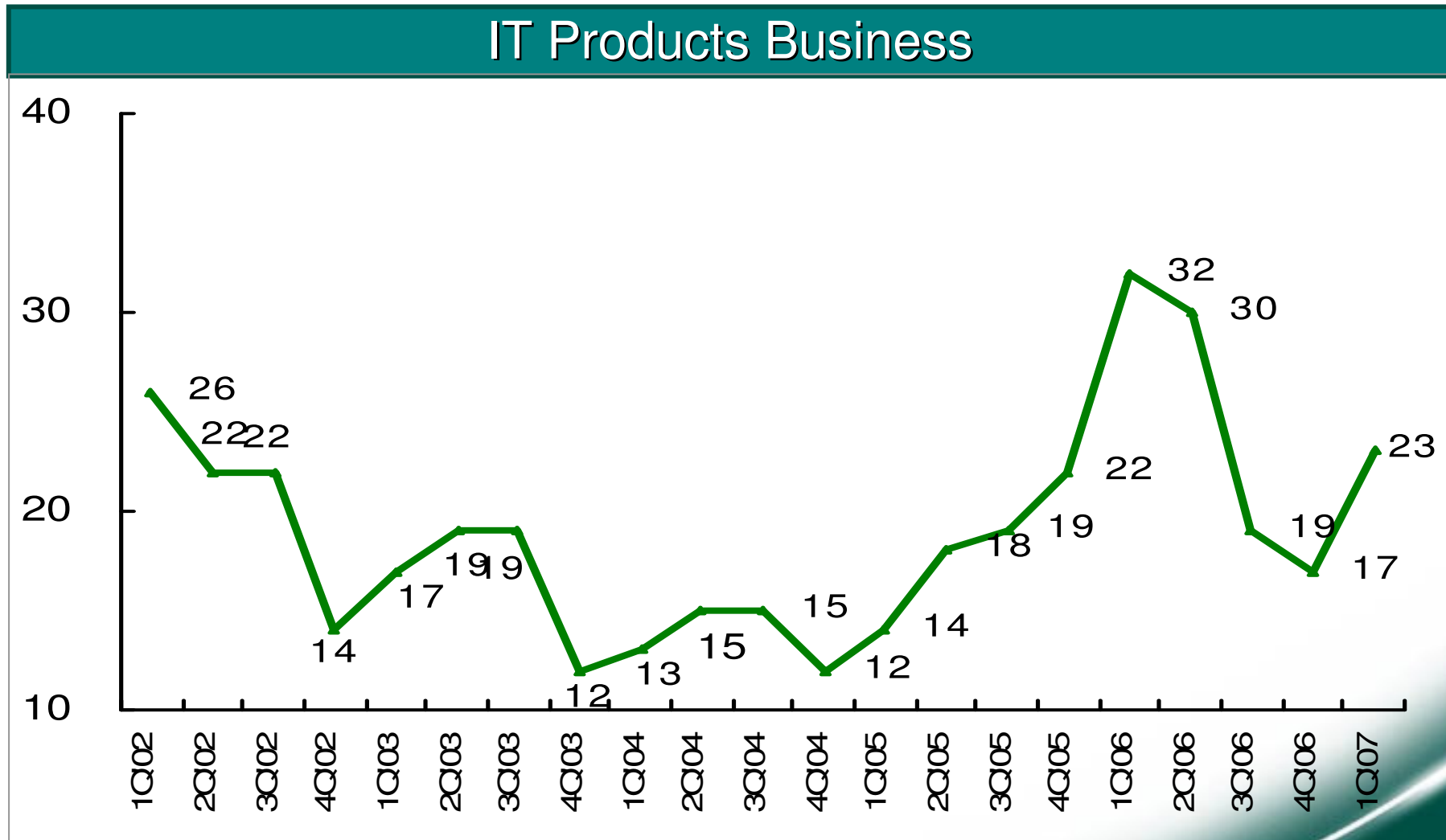


■ Notebook      ■ Desktop PC  
■ Display      ■ Others

Note: Others include servers, projector and IA products

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# Inventory Turnover Days (ADS)

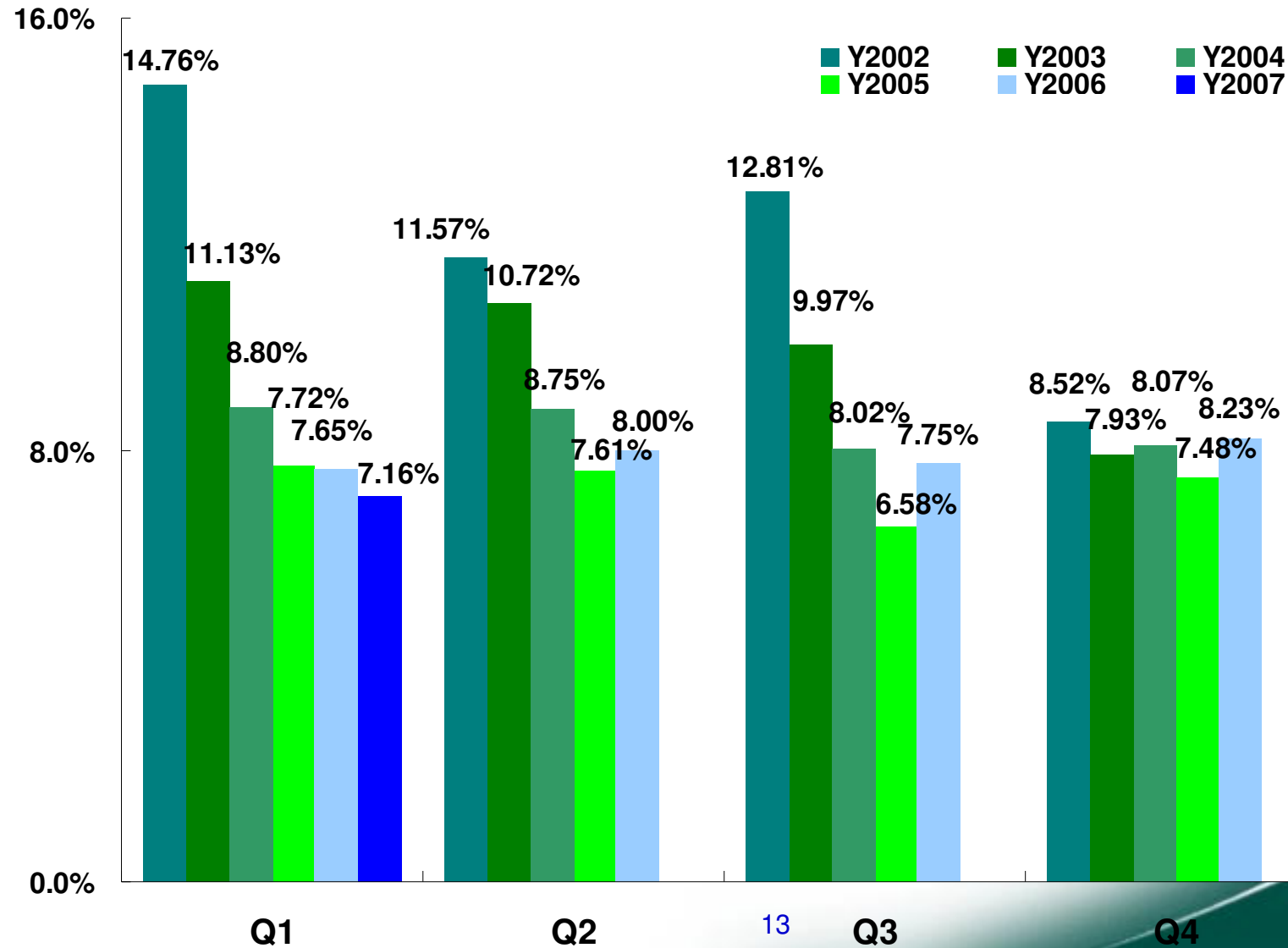


Note: Q2' 03 and Q3' 03 inventory rose due to increased sourcing of key components in order to avoid anticipated shortages

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# Operating Expenses as % of Total Revenue

## IT Product Business



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# Acer Business Status & Strategy

**J.T. Wang**

**Chairman & CEO**

The Acer logo, featuring the word "acer" in a stylized, lowercase, italicized font, is positioned in the bottom right corner of the slide. The background of the slide is white with a dark green curved gradient at the bottom right.

# Top 5 PC Brands Worldwide (1Q'07)

Rank		Market Share		Unit Growth	
		1Q'07	4Q'06	1Q'06	YoY
1	HP	17.6%	17.4%	14.9%	28.7%
2	Dell	13.9%	14.0%	16.4%	- 7.8%
3	<b>acer</b>	6.8%	7.1%	5.1%	<b>46.1%</b>
4	Lenovo	6.3%	7.1%	5.9%	16.1%
5	Toshiba	4.1%	3.9%	3.8%	15.3%
Overall Market					8.9%

Source: Gartner Source

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# Top 5 PC Brands Worldwide (1Q'07)

Rank		Market Share			Unit Growth
		1Q'07	4Q'06	1Q'06	YoY
1	HP	19.1%	18.4%	16.5%	28.2%
2	Dell	15.2%	14.9%	18.2%	- 6.9%
3	Lenovo	6.7%	7.4%	6.4%	17.4%
4	<i>acer</i>	6.7%	7.1%	5.3%	<b>41.4%</b>
5	Toshiba	4.3%	3.9%	4.3%	12.8%
Overall Market					10.9%

Source: IDC Source

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# Acer Strategy after Top 3 Achieved

1. Continued growth through organic growth, M&A and strategic alliances.
2. Emphasize growth in the desktop PC market more aggressively by investing more resources while sustaining strong growth in the notebook PC market.
3. No set target date to achieve strategic point No. 2. Our priority is to enhance operation efficiency, profitability and sustainability.
4. High priority of balance sheet optimization.

# HP Patent Law Suits

## Facts

1. Acer emphasizes the development of its own intellectual property and respects the intellectual property rights of others. Acer owns approximately one thousand worldwide PC related patents.
2. Acer products are designed following open industrial standards. Acer buys fully assembled products from the same group of ODM manufacturers & key component suppliers as the other major PC brand companies.

3. Acer's ODM manufacturers are obligated to indemnify Acer from claims of patent infringement.
4. Notwithstanding our opinion discussed above, Acer will be subject to legal proceedings carried out in the US.

# HP Patent Law Suits

## Present Assessment

Acer Products should continue to be available through its established sales channels in the U.S.A. to serve US consumers.

# 問題與回答

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