

宏碁公司

96年第三季 法人說明會 簡報

96年10月26日

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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。
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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)	2007年 第三季		2006年 第三季		成長
營業收入	121,934	100%	94,726	100%	+29%
毛利率	12,517	10.3%	9,475	10.0%	+32%
營業費用	9,710	8.0%	7,499	7.9%	+30%
營業淨利	2,807	2.3%	1,976	2.1%	+42%
營業外淨利	340	0.3%	221	4.0%	
稅前淨利	<u>3,147</u>	2.6%	<u>2,196</u>	6.3%	
稅後淨利	<u><u>2,917</u></u>	2.4%	<u><u>1,851</u></u>	4.8%	
EPS	1.24		0.78		

Note: 2007年第三季數據未經會計師正式審核

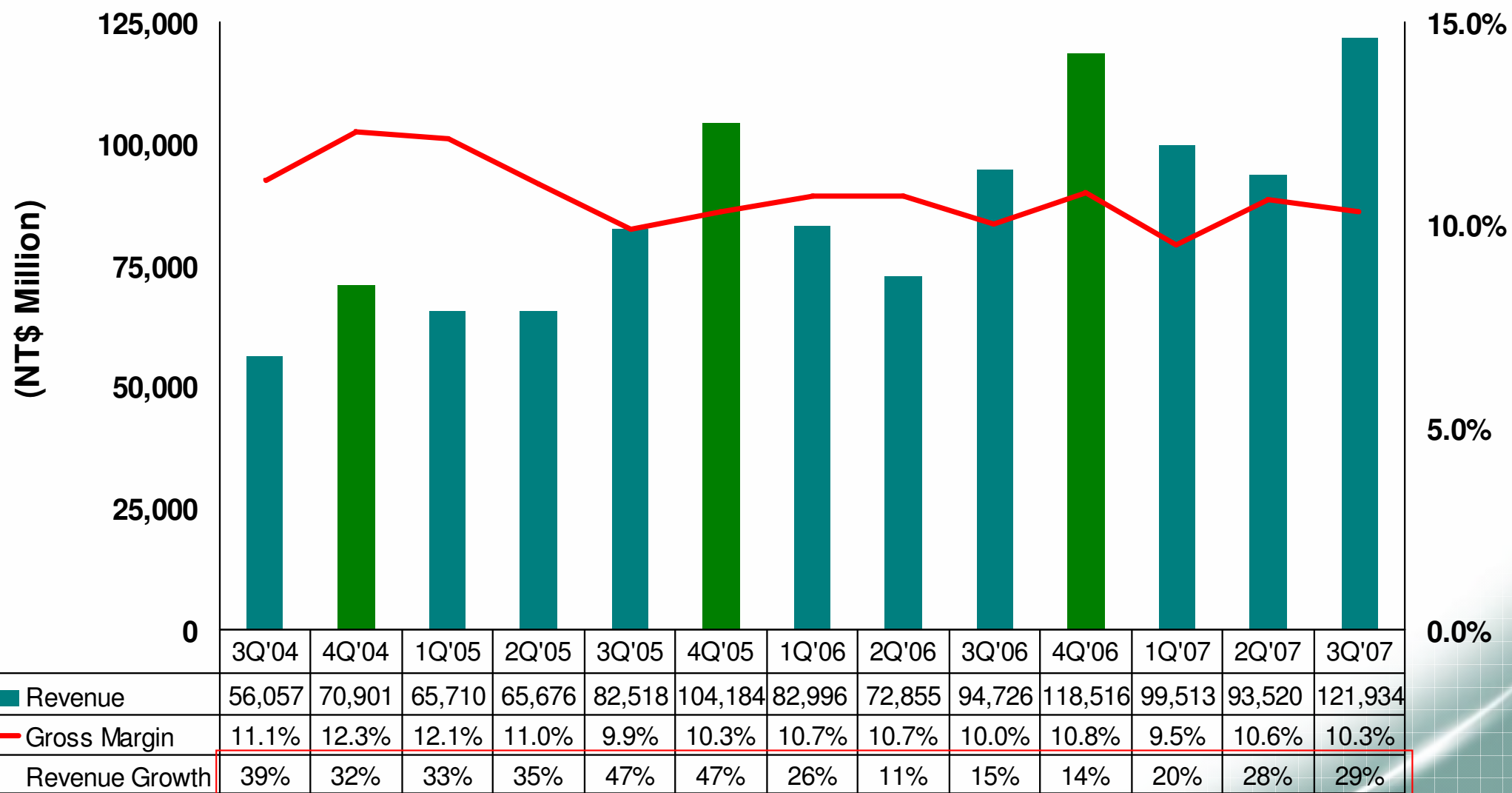
第一季至第三季簡易合併損益表

(新台幣百萬)	2007年 一至三季		2006年 一至三季		成長
營業收入	314,967	100%	250,577	100%	+17%
毛利率	31,879	10.1%	26,138	10.4%	+12%
營業費用	25,163	8.0%	20,722	8.3%	+15%
營業淨利	6,716	2.1%	5,416	2.2%	+24%
營業外淨利	5,213	1.7%	5,662	2.3%	
稅前淨利	11,929	3.8%	11,078	4.4%	
稅後淨利	<u>10,562</u>	3.4%	<u>8,953</u>	3.6%	
EPS	4.47		3.9		

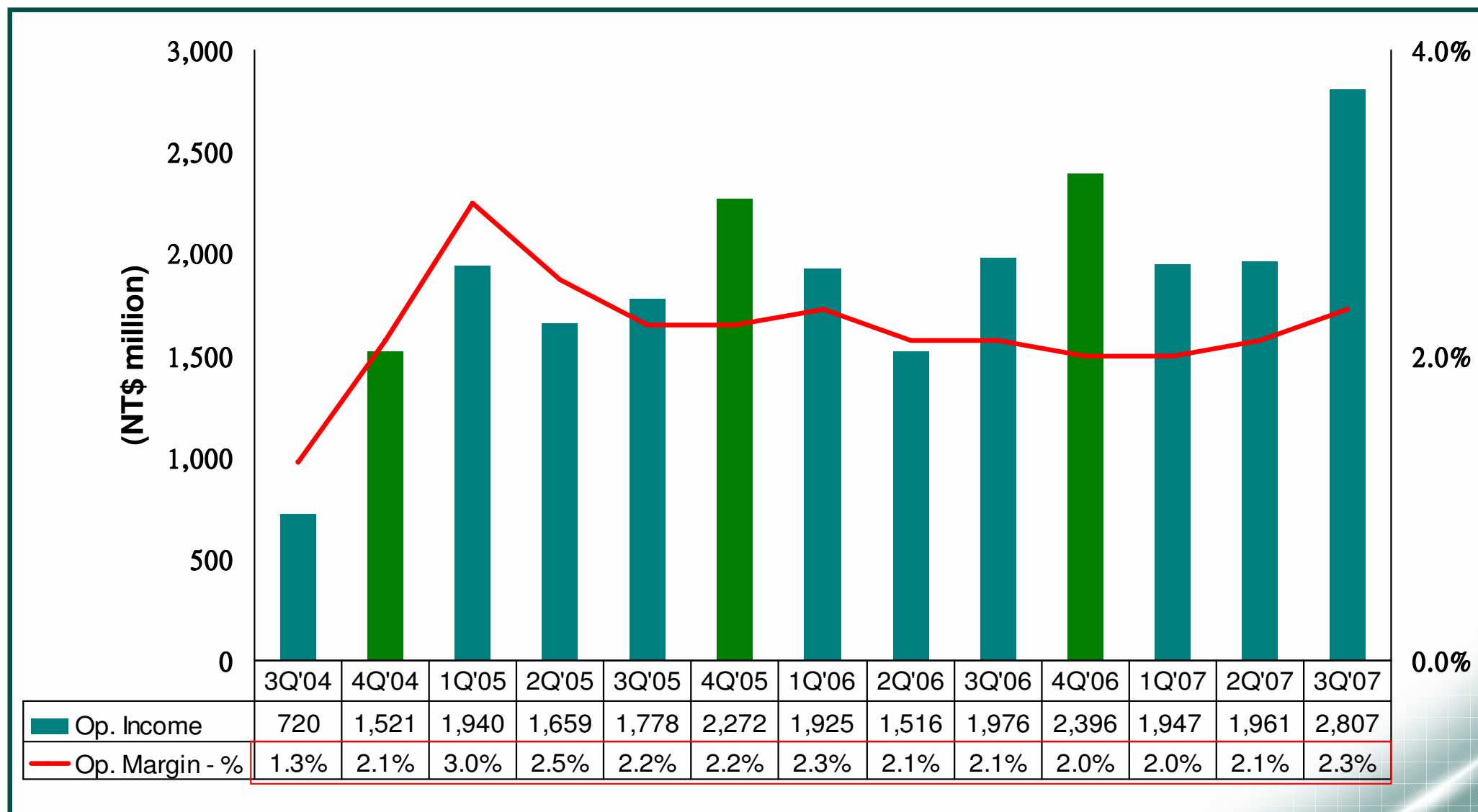
註: 2006年第三季數據未經會計師正式審核

合併營收與毛利率

2007年第三季營收年成長率: +29% Y/Y



合併營業淨利



Note: (a) Operating Income in 1Q'05 includes one-time special gains

合併資產負債表

(新台幣百萬)

2007年9月30日

流動資產

現金及約當現金	42,745	20%
應收票券及帳款	89,843	43%
備供出售金融資產-流動	7,661	4%
存貨	33,828	16%
其他	11,558	6%

流動資產總計 **185,635** 89%

長期投資 10,883 5%

不動產及機器設備廠房 10,408 5%

其他 2,499 1%

總資產 **209,425** 100%

應付帳款 81,162 39%

其他流動負債 51,061 24%

流動負債總計 **132,223** 63%

總負債 **135,623** 65%

股東權益 **73,802** 35%

Healthy Financial Ratio

- ◆ 流動比率 : 140%
- ◆ 速動比率 : 112%
- ◆ 負債比率 : 65%
- ◆ 負債/股東權益比率: 184%

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 (Oct. 23,2007)
主要持股				
佳世達	4.82%	3,093	1,384	1,709
緯創	9.13%	8,488	2,717	5,771
台積電	0.04%	706	217	489
鴻海	0.04%	670	65	605
中華開發	0.38%	524	450	74
其他*		8,086	5,372	2,714
總計		21,567	10,205	11,361

註: 以上數字以2007年10月23日為基準日

* 其他含創投基金

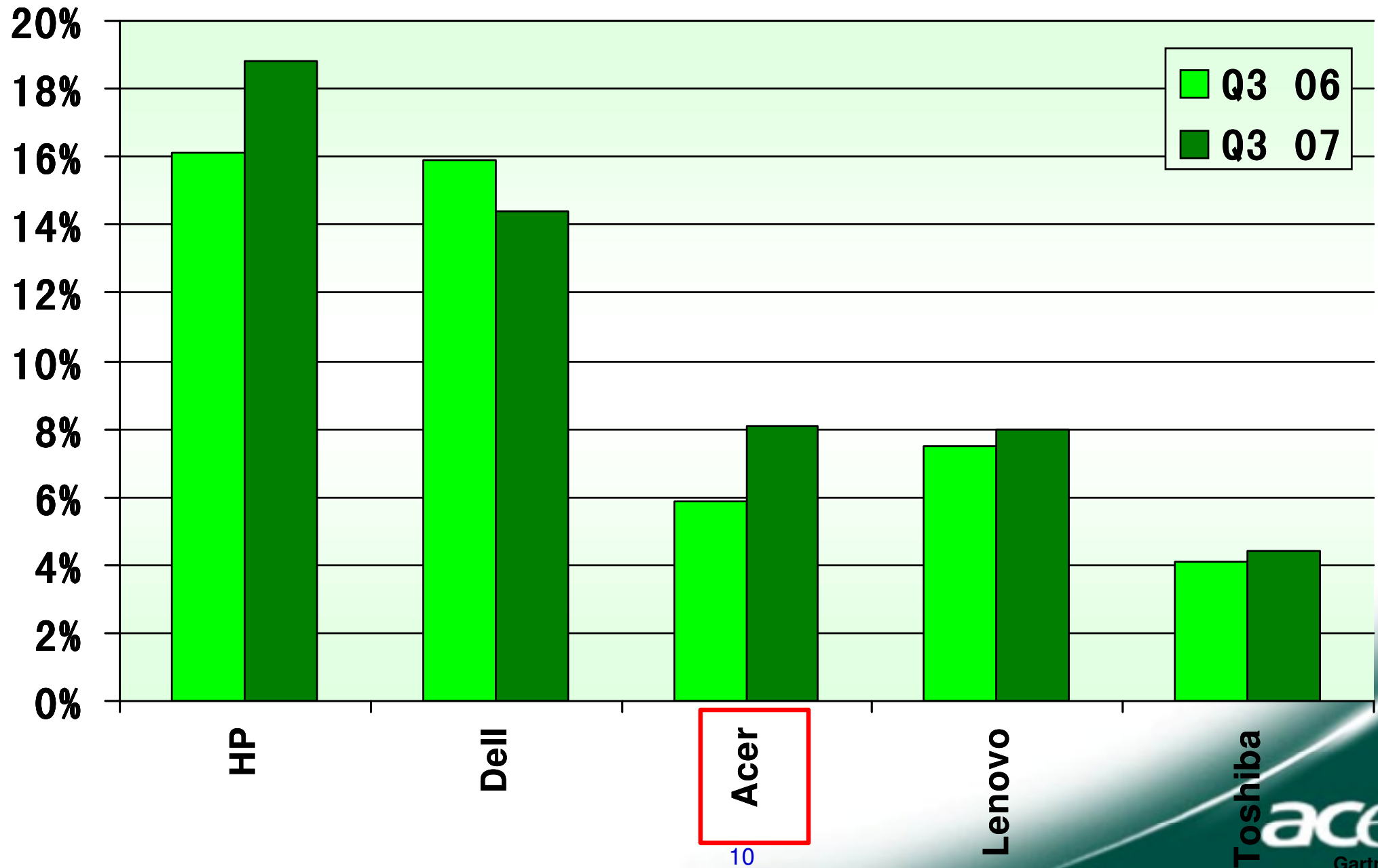
Business Review

Gianfranco Lanci

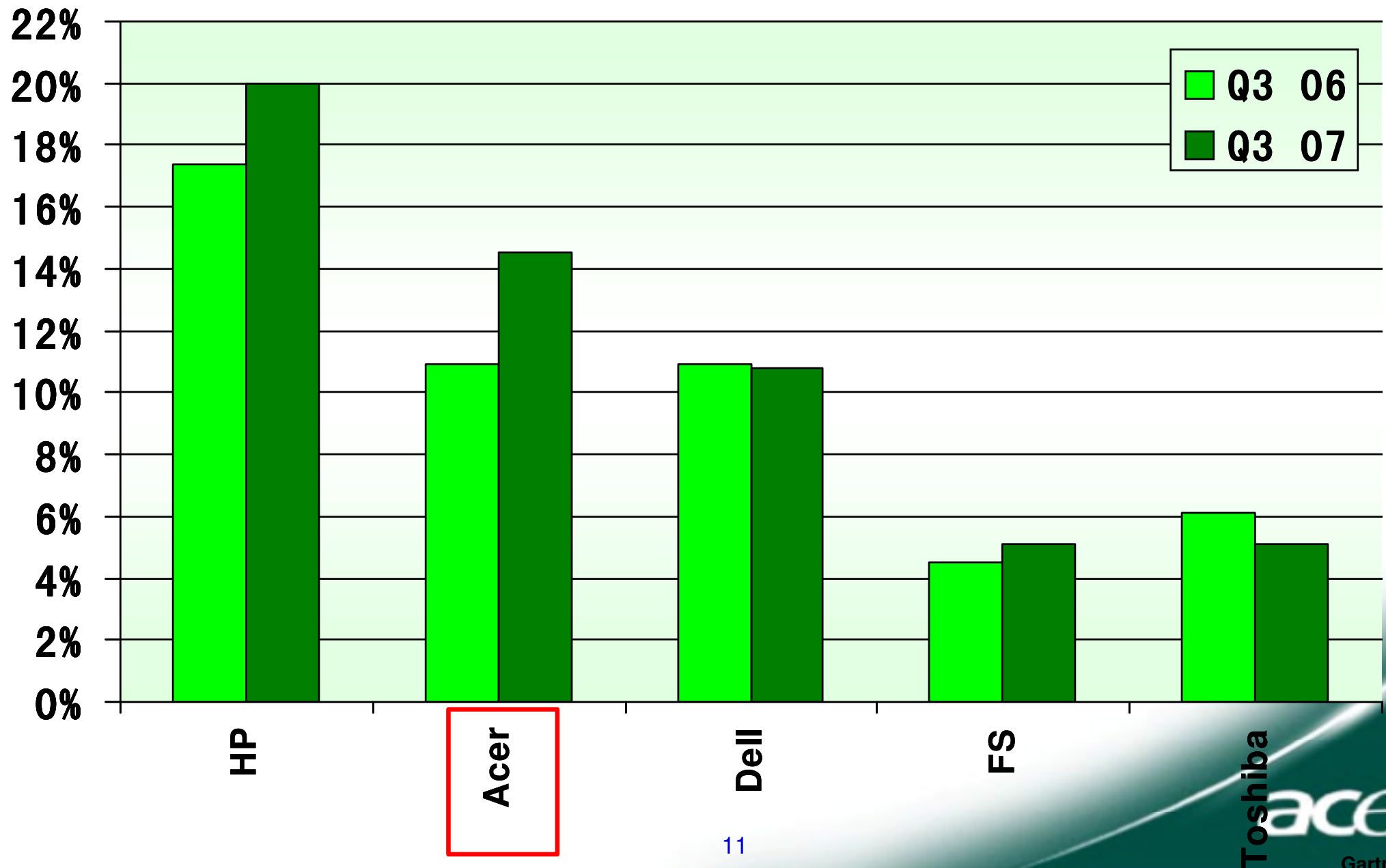
President

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WW Total PC Market: Top Vendors

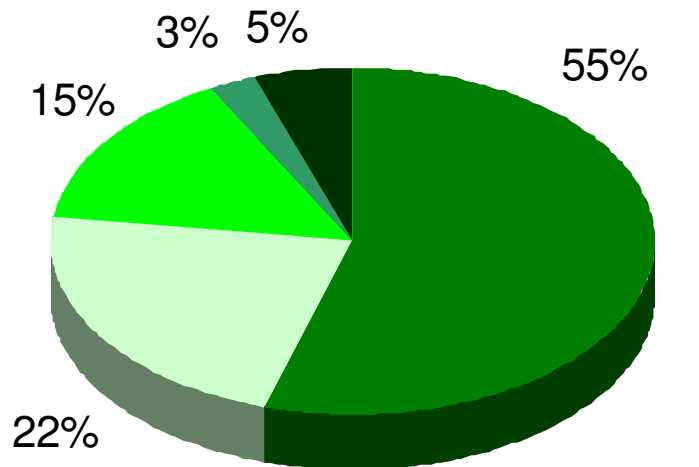


EMEA Total PC Market: Top Vendors



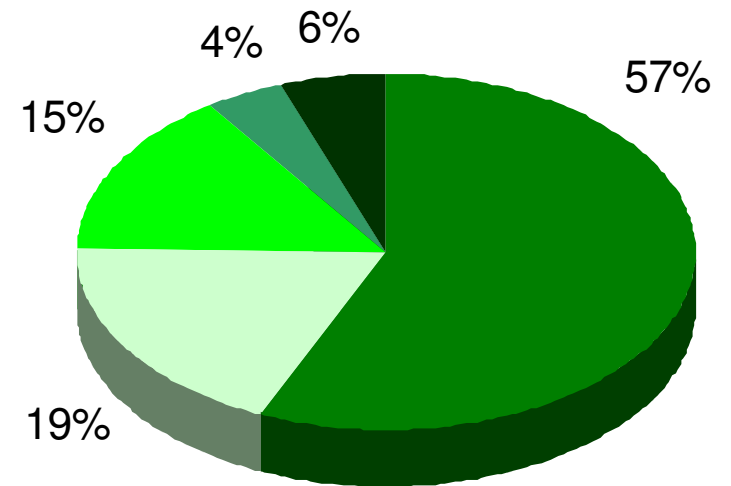
IT Product Revenue Breakdown by Geography

Q1-Q3, 2007
US\$8,859M
(NT\$292,184 M)



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

Q1-Q3, 2006
US\$6,642M
(NT\$215,456 M)



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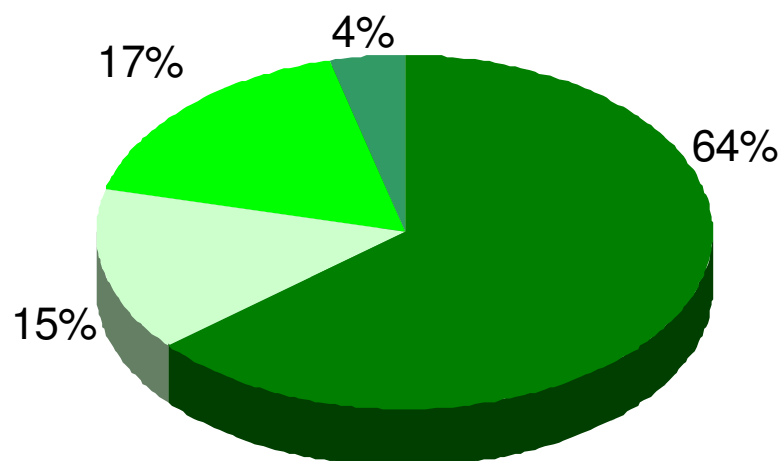
Note: (a) Asia Pacific excludes Greater China (Taiwan, HK, and Mainland China)

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

(c) China includes HK from Q3 '06

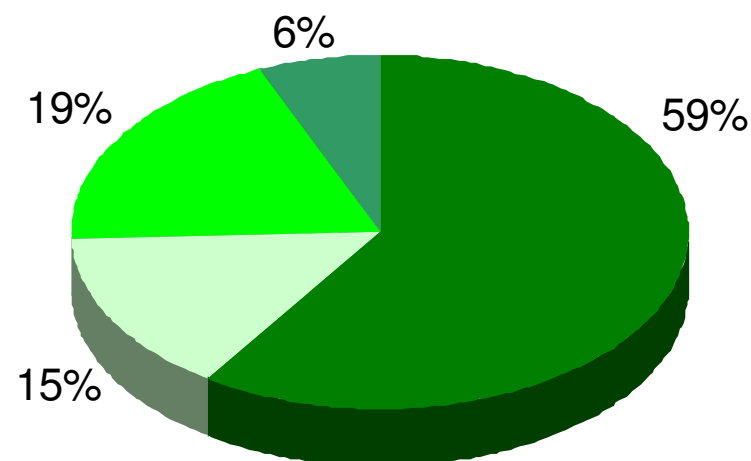
IT Product Revenue Breakdown

Q1-Q3, 2007
US\$8,859M
(NT\$292,184 M)



■ Notebook ■ Desktop PC
■ Display ■ Others

Q1-Q3, 2006
US\$6,642M
(NT\$215,456 M)

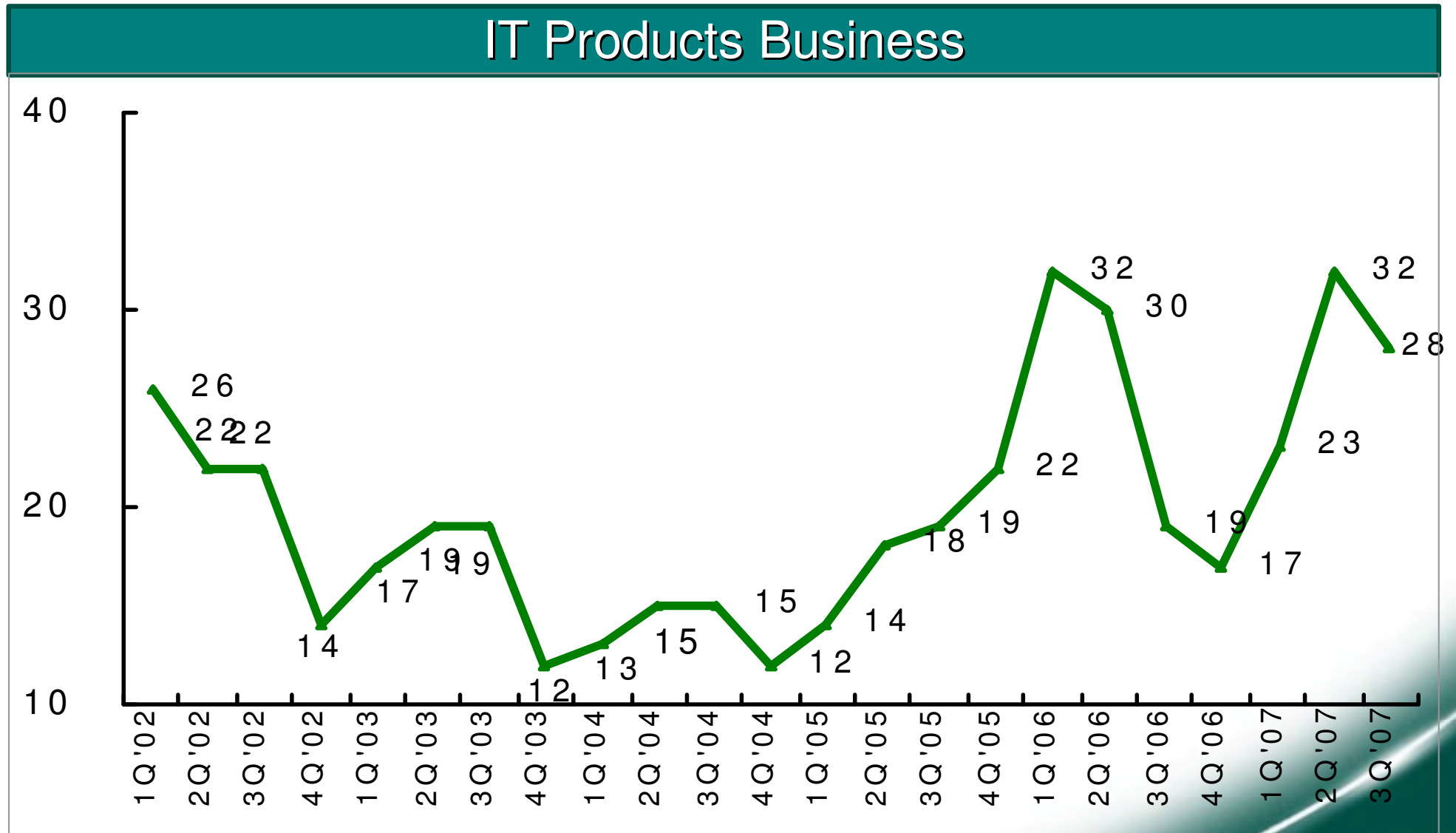


■ Notebook ■ Desktop PC
■ Display ■ Others

Note: Others include servers, projector and IA products

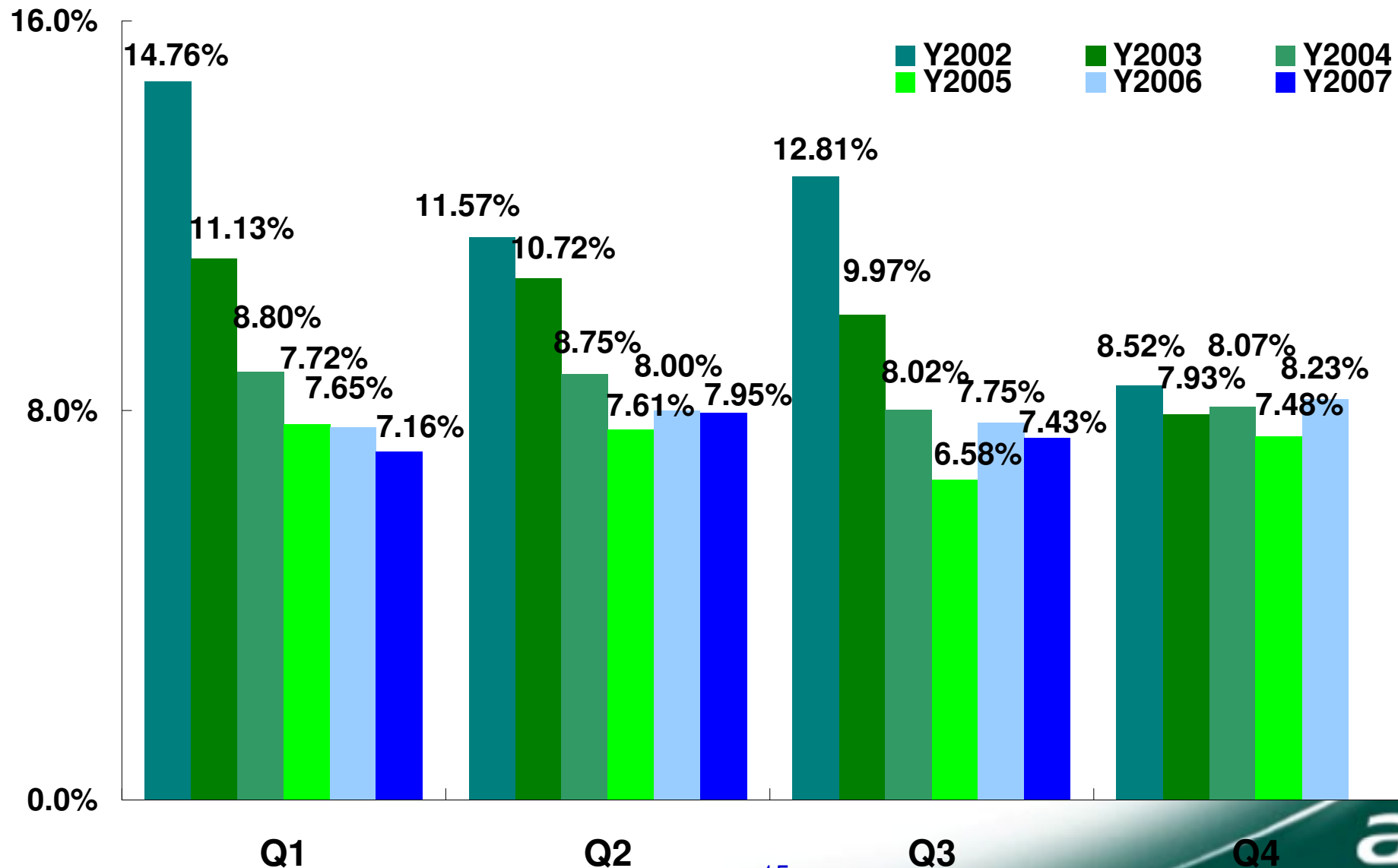
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Inventory Turnover Days (ADS)



Operating Expenses as % of Total Revenue

IT Product Business



Acquisition Update

Since We Last Spoke...



■ September 4, 2007

- **Start of tender offer** – Acer's wholly owned subsidiary, Galaxy Acquisition Corp., commenced a tender offer for all of the outstanding shares of common stock, including the associated preferred stock purchase rights, of Gateway at a purchase price of US\$1.90 per share in cash

■ October 10, 2007

- **Successful completion of tender offer** – approximately 86.09% of Gateway's outstanding common stock on a fully diluted basis was validly tendered and not properly withdrawn

■ October 17, 2007

- **Merger completed** – all outstanding shares of Gateway common stock, other than shares for which appraisal rights are perfected under Delaware law, were converted into the right to receive US\$1.90 per share in cash

Why Are We Doing This?

Reminder Of Strategic Rationale For Merger

❑ REMINDER

- ❑ Increases scale and solidifies position as 3rd largest PC company in the world
- ❑ Establishes foundation for a multiple-brand strategy
- ❑ Completes global footprint with US market share and strong Gateway brand
- ❑ Potential for significant synergies



Completes Global Footprint With US Market Share

USA

%	acer	Gateway	Packard Bell	Total
Desktop	2.9%	6.8%	--	9.7%
Notebook	9.2	6.0	--	15.2
PC	5.6	6.1	--	11.7

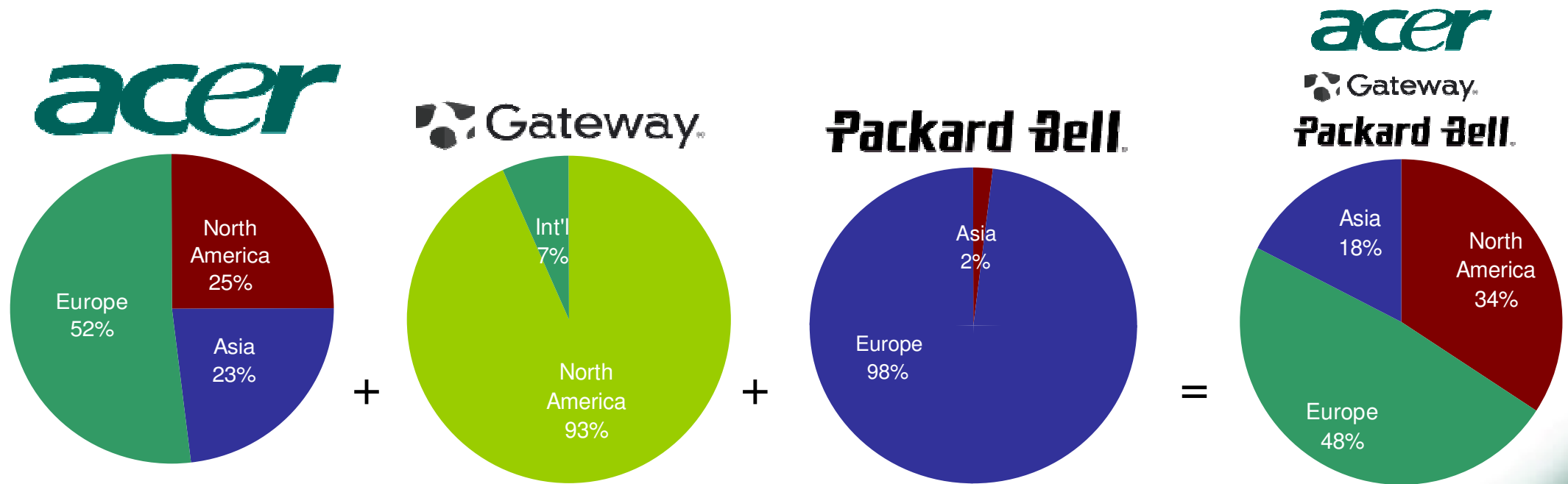
EMEA

%	acer	Gateway	Packard Bell	Total
Desktop	5.7%	0.3%	1.7%	7.7%
Notebook	20.3	0.1	2.4	22.8
PC	11.7	0.2	1.9	13.8

Asia-Pacific

%	acer	Gateway	Packard Bell	Total
Desktop	3.0%	--	--	3.0%
Notebook	13.1	--	--	13.1
PC	5.6	--	--	5.6

Pro Forma Revenues by Geography



Acer Business Status & Strategy

J.T. Wang

Chairman & CEO



Q3'07 Top 5 PC Brands Worldwide (Gartner)

Rank		Market Share			Unit Growth
		Q3'07	Q2'07	Q3'06	YOY
1	HP	18.8%	18.0%	16.1%	33.1%
2	Dell	14.4%	14.8%	15.9%	3.5%
3	<i>acer</i>	8.1%	7.1%	5.9%	58.0%
4	Lenovo	8.0%	7.9%	7.5%	22.8%
5	Toshiba	4.4%	3.9%	4.1%	22.6%
Overall Market					14.4%

Q3'07 Top 5 PC Brands Worldwide (IDC)

Rank		Market Share			Unit Growth
		Q3'07	Q2'07	Q3'06	YOY
1	HP	19.6%	19.2%	17.0%	33.0%
2	Dell	15.2%	16.1%	16.9%	3.8%
3	Lenovo	8.2%	8.3%	7.7%	22.9%
4	acer	8.1%	7.0%	5.9%	59.2%
5	Toshiba	4.4%	4.1%	4.3%	17.3%
Overall Market					15.5%

Remarks on Q4'07

1. Acer's on-hand orders for Q4'07 are good
2. Two critical issues to overcome:
 - Key component shortages worldwide
 - Labor shortage in China
3. Efforts to overcome the challenges are encouraging

Acquisition of Gateway

1. Decision on Aug. 27 to acquire Gateway is a good strategic move for Acer
2. The integration synergies are expected to deliver pleasing results in 2008
3. To design a multi-brand strategy that creates synergy, and avoids high expenditure

Acer's Choice

Acer is focusing on the mainstream market and responding to users' dissatisfaction by delivering product innovations. The resulting business success helps reinforce Acer's position in the global PC market. Dolby® Surround sound built into Aspire consumer notebooks is a good example of product innovation.

問題與回答

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