

# Acer Inc.

Q1, 2009

Investor Conference

April 29, 2009

[www.acer.com](http://www.acer.com)

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# Consolidated Financial Results

**Howard Chan**

CFO

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# Consolidated Income Statement (1<sup>st</sup> Quarter)

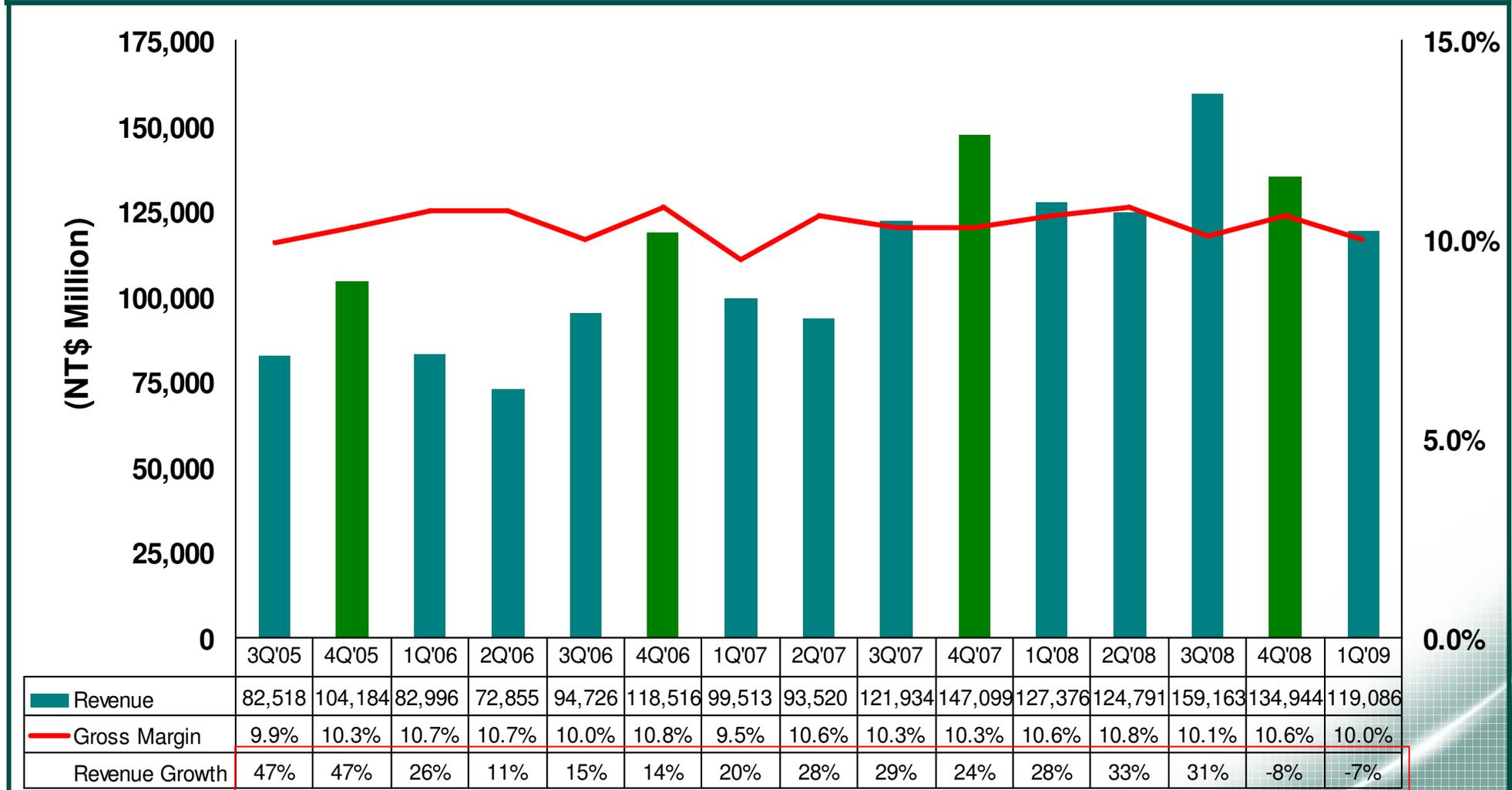
(ROC GAAP-comparison base)

(NT\$ Million)	1Q'09		1Q'08		Change
Revenue	119,086	100%	127,376	100%	- 7%
Gross Profit	11,918	10.0%	13,465	10.6%	-11%
Operating Expenses	9,348	7.8%	10,727	8.4%	-13%
<b>Operating Income - GAAP</b>	<b>2,571</b>	<b>2.2%</b>	<b>2,738</b>	<b>2.2%</b>	<b>- 6%</b>
Non-Operating Income	185	0.2%	565	0.4%	
PBT	2,755	2.4%	3,303	2.6%	
PAT	<u>2,026</u>	1.7%	<u>2,952</u>	2.3%	
EPS	<u>0.78</u>		<u>1.21</u>		

Note: Figures in 1Q'09 are un-audited

# Consolidated Revenue and Gross Margin

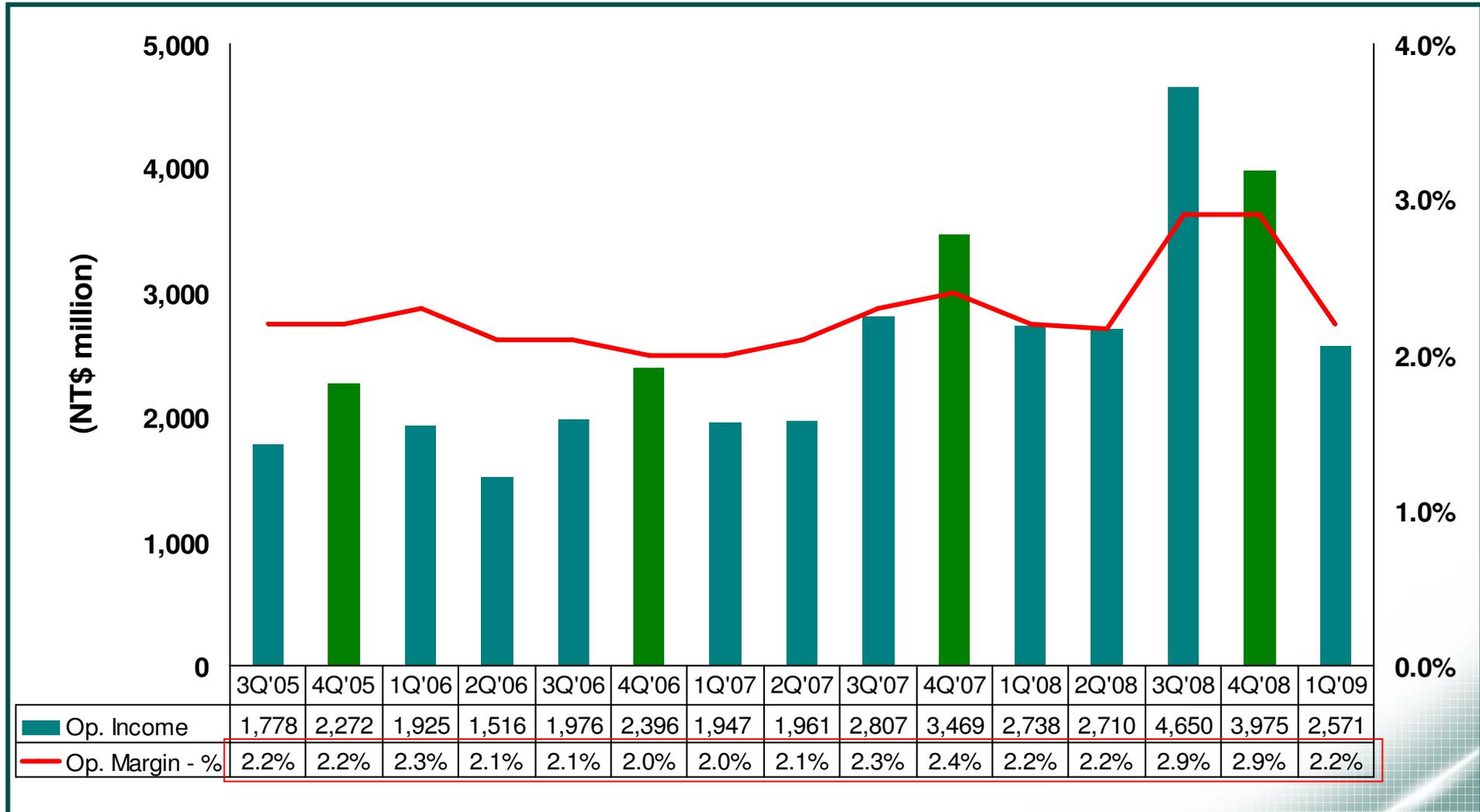
1Q, 2009 Revenue Growth: -7% Y/Y



Note: The figures include Gateway since 4Q'07, Packard Bell since 1Q '08 and E-ten since 3Q'08



# Consolidated Operating Income



Note: (a) The figures include Gateway since 4Q'07, Packard Bell since 1Q '08, and E-ten since 3Q'08

(b) The figures have expensed employee bonuses and board of directors' remuneration since 2008.

# Consolidated Balance Sheet

(NT\$ Million)

Mar. 31, 2009

Dec. 31, 2008

## Current Assets

Cash and cash equivalence	53,914	21%	22,142	9%
Notes & Account receivable	98,058	37%	108,713	45%
Financial Assets-Current	622	0%	1,969	1%
Inventory	33,622	13%	40,028	16%
Others	15,525	6%	13,539	6%
<b>Total Current Assets</b>	<b>201,741</b>	<b>77%</b>	<b>186,391</b>	<b>77%</b>

## Long-term Investment

7,446	3%	6,774	3%
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## Property, plant and equipment

12,252	5%	12,333	5%
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## Intangible asset

37,656	14%	34,747	14%
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## Others

3,383	1%	3,197	1%
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## Total Asset

<b>262,478</b>	<b>100%</b>	<b>243,442</b>	<b>100%</b>
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## Short-term borrowings

10,331	4%	9,337	4%
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## Account payable

80,509	31%	72,306	30%
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## Other current liabilities

73,848	28%	67,672	27%
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## Current Liabilities

<b>164,688</b>	<b>63%</b>	<b>149,315</b>	<b>61%</b>
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## Long-term Debt

4,119	2%	4,135	2%
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## Total Liabilities

<b>176,236</b>	<b>67%</b>	<b>160,565</b>	<b>66%</b>
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## Total Shareholders' Equity

<b>86,242</b>	<b>33%</b>	<b>82,878</b>	<b>34%</b>
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# Dividend Policy (NT\$ per share)

Year	EPS	Stock	Cash
2005	3.83	0.2	3.0
2006	4.45	0.15	3.85
2007	5.48	0.15	3.60
<b>2008</b>	<b>4.72</b>	<b>0.10</b>	<b>2.00</b>

# Business Review

**Gianfranco Lanci**

Acer Inc. CEO & President

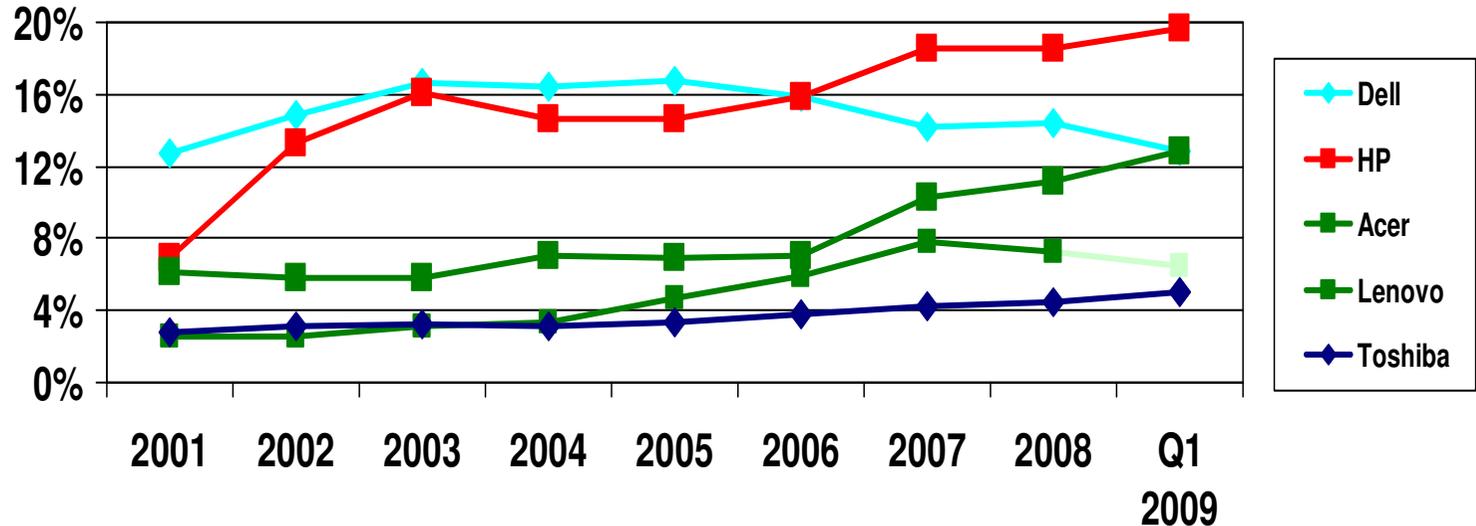
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# **Acer Brand Market Position (Q1 '09 Preliminary)**

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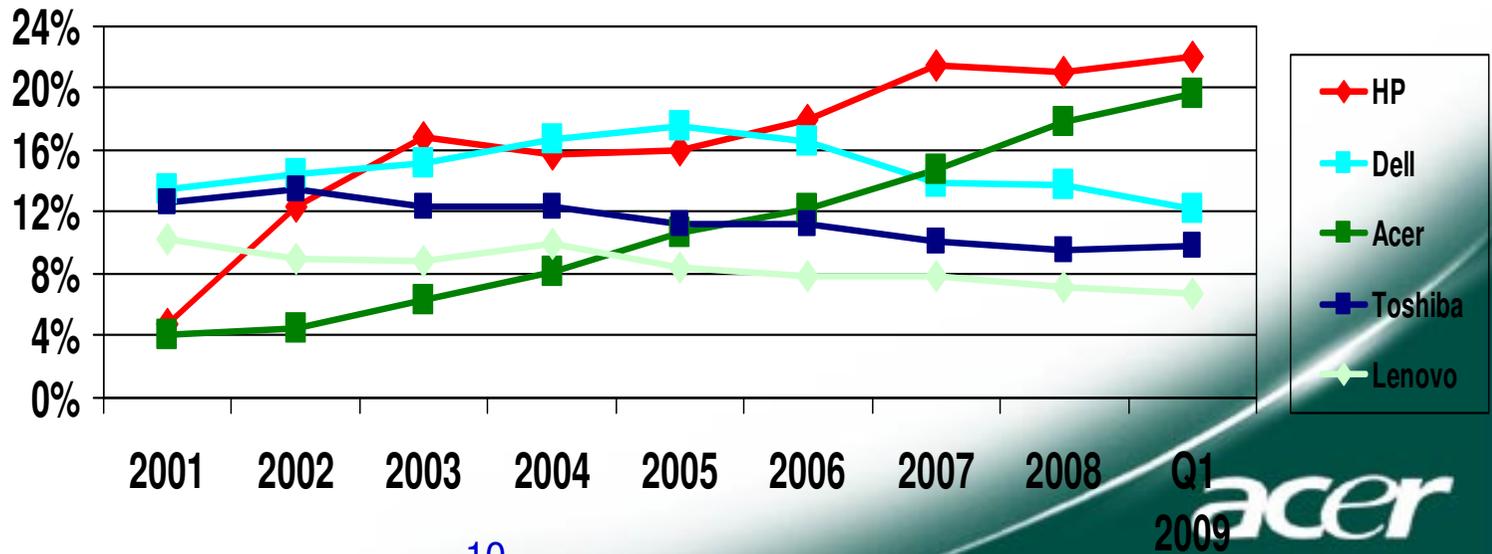
# WW TOTAL PC MARKET: TOP VENDORS

**#3**  
12.8% Market Share



# WW NOTEBOOK MARKET: TOP VENDORS

**#2**  
19.6% Market Share

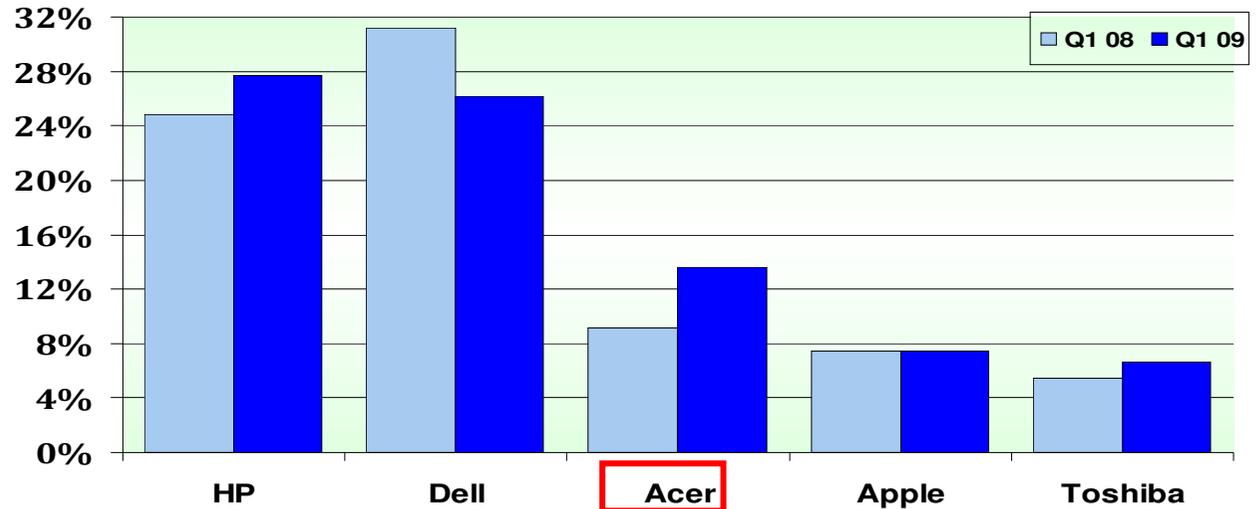


Gartner Q1 09



# US PC MARKET: TOP VENDORS

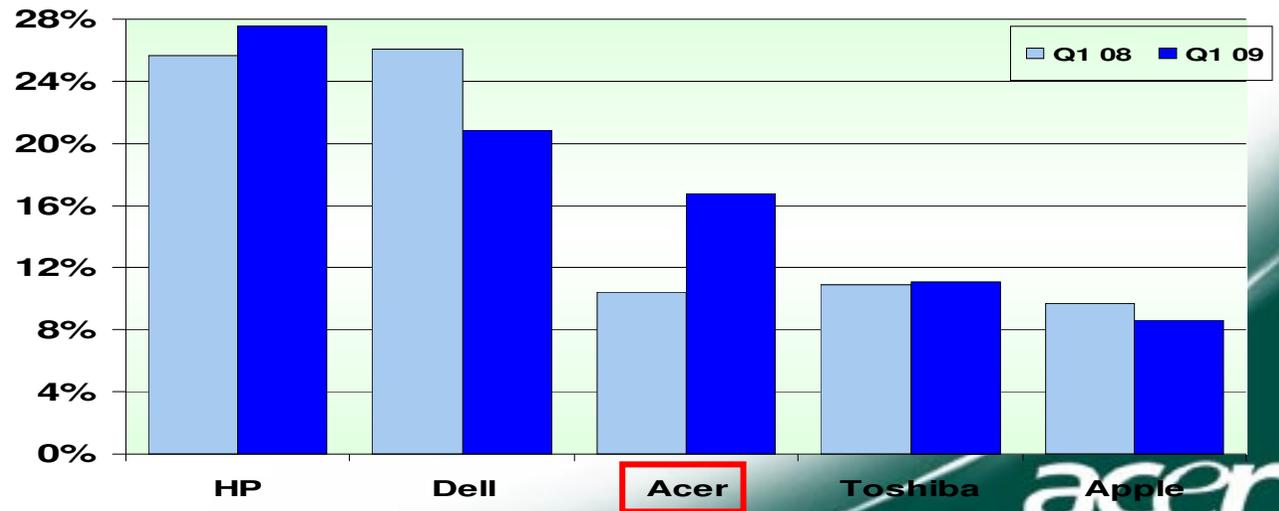
**#3**  
13.6% Market Share



# US NOTEBOOK MARKET: TOP VENDORS

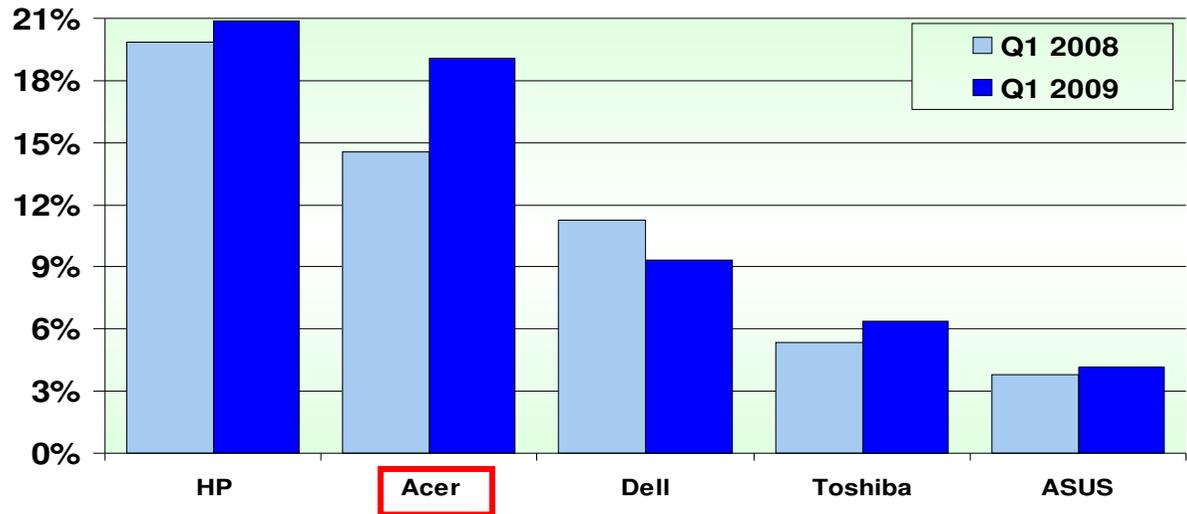
**#3**  
16.8% Market Share

Gartner Q1 09



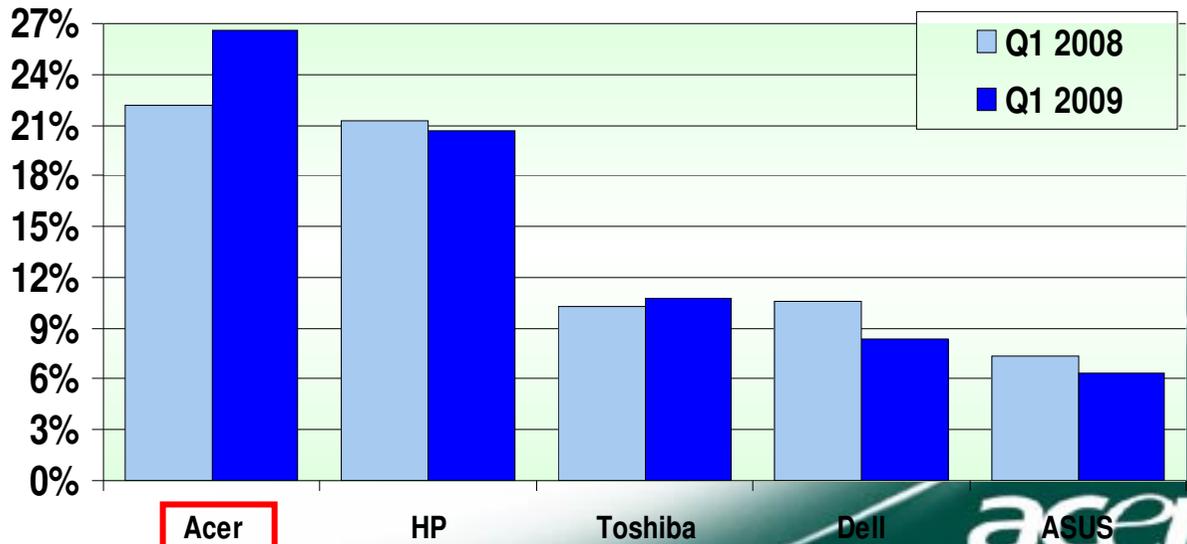
# EMEA PC MARKET: TOP VENDORS

**#2**  
19.1% Market Share



# EMEA NOTEBOOK MARKET: TOP VENDORS

**#1**  
26.6% Market Share

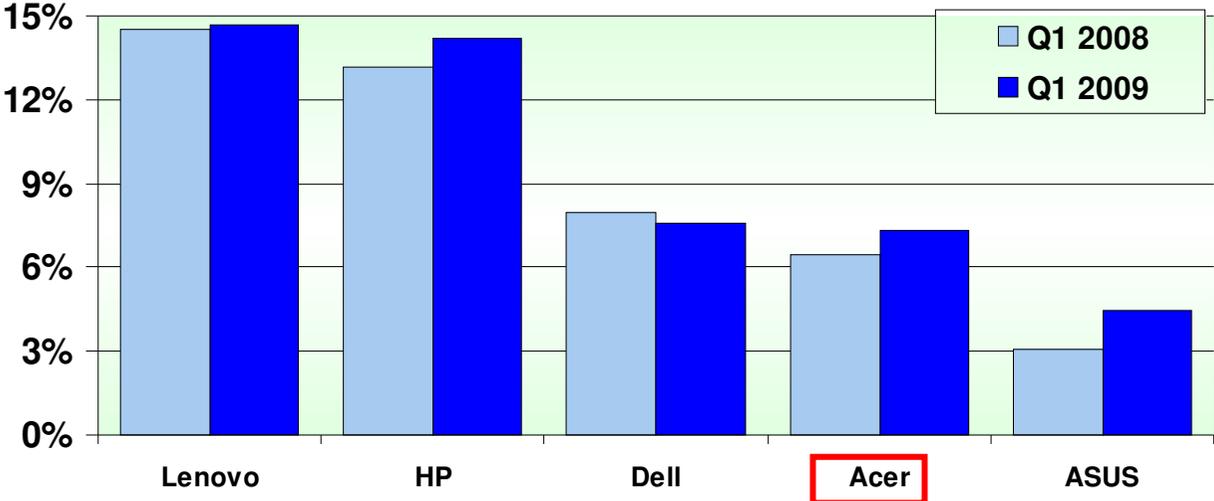


Gartner Q1 09



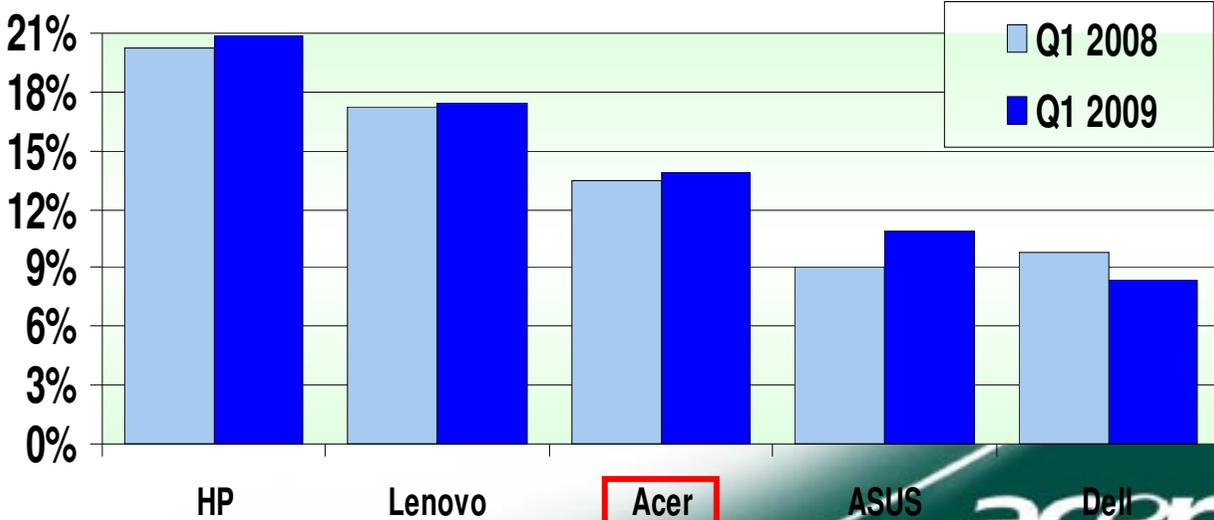
# ASIA PC MARKET: TOP VENDORS

**#4**  
7.3% Market Share



# ASIA NOTEBOOK MARKET: TOP VENDORS

**#3**  
13.9% Market Share

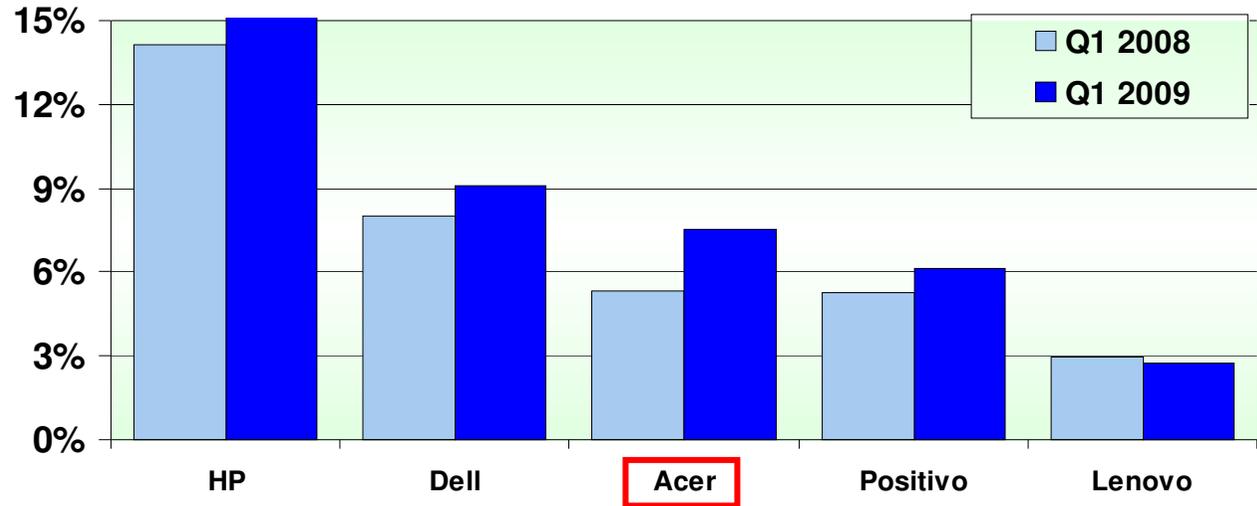


Gartner Q1 09



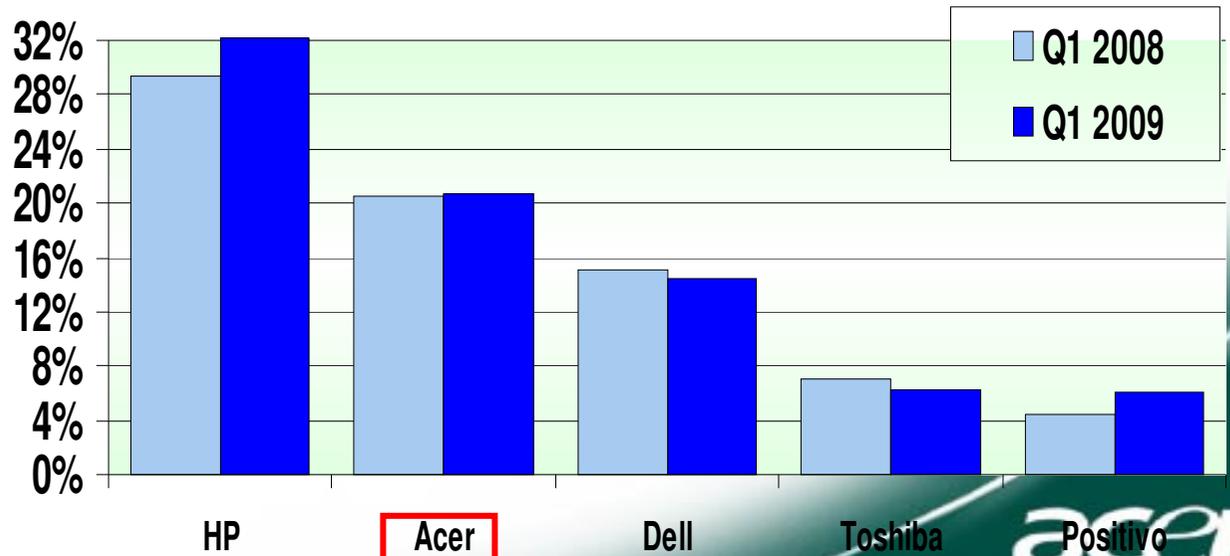
# LA PC MARKET: TOP VENDORS

**#3**  
7.6% Market Share



# LA NOTEBOOK MARKET: TOP VENDORS

**#2**  
20.7% Market Share

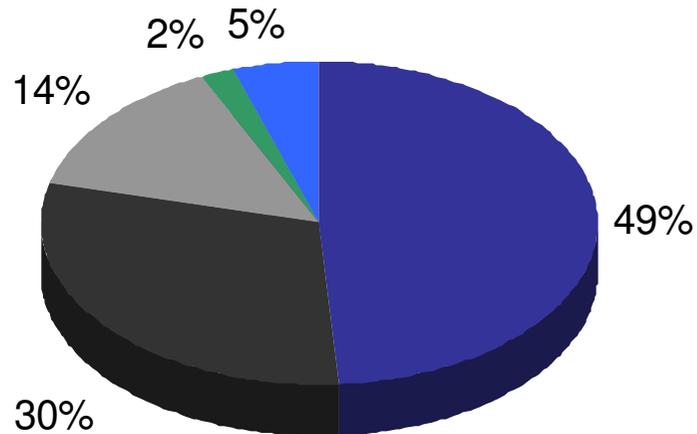


Gartner Q1 09



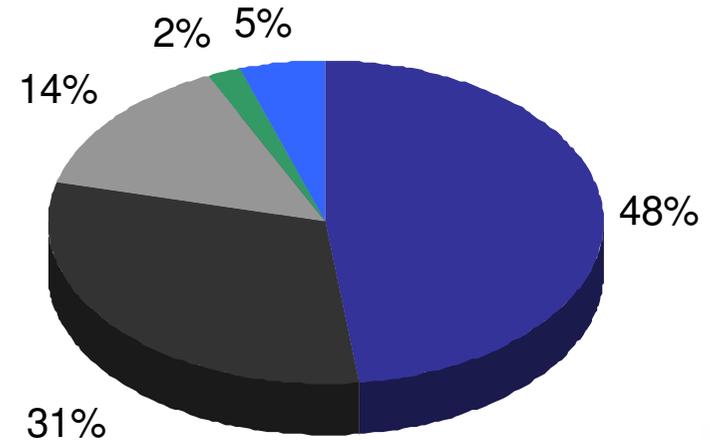
# IT Product Revenue Breakdown by Geography

Q1, 2009  
US\$3,400M  
(NT\$115,701 M)



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

Q1, 2008  
US\$3,912M  
(NT\$123,245 M)



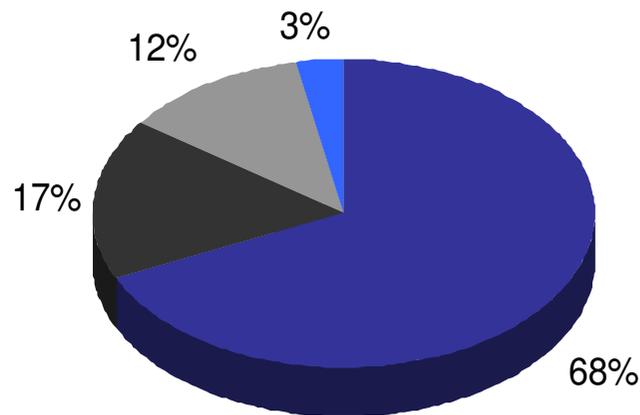
■ EMEA                      ■ Pan America  
■ Asia Pacific              ■ Taiwan  
■ China

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

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

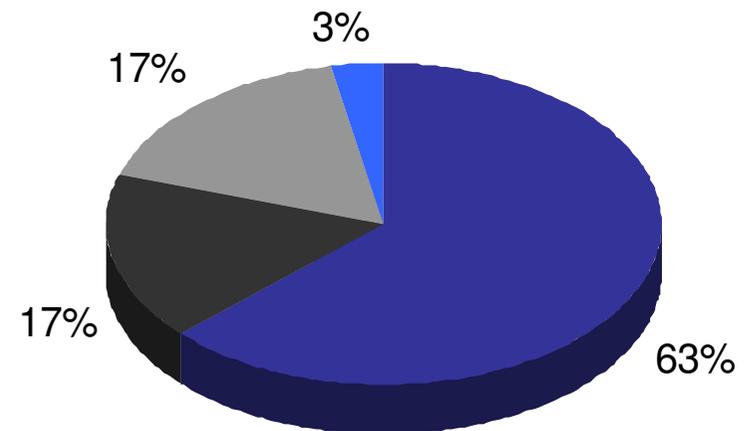
# IT Product Revenue Breakdown (Netbook Combined)

Q1, 2009  
US\$3,400M  
(NT\$115,701 M)



■ Notebook      ■ Desktop PC  
■ Display      ■ Others

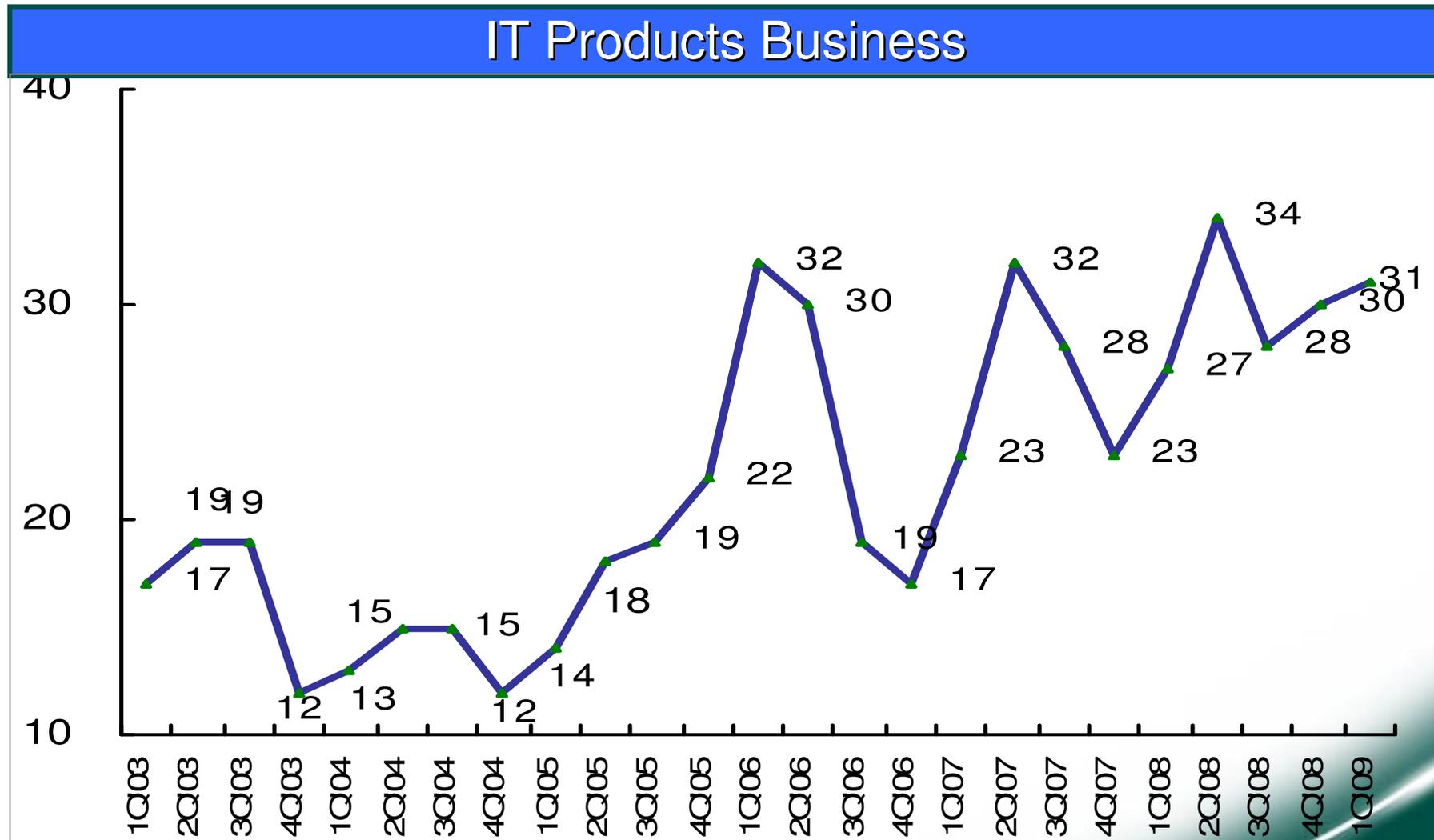
Q1, 2008  
US\$3,912M  
(NT\$123,245 M)



■ Notebook      ■ Desktop PC  
■ Display      ■ Others

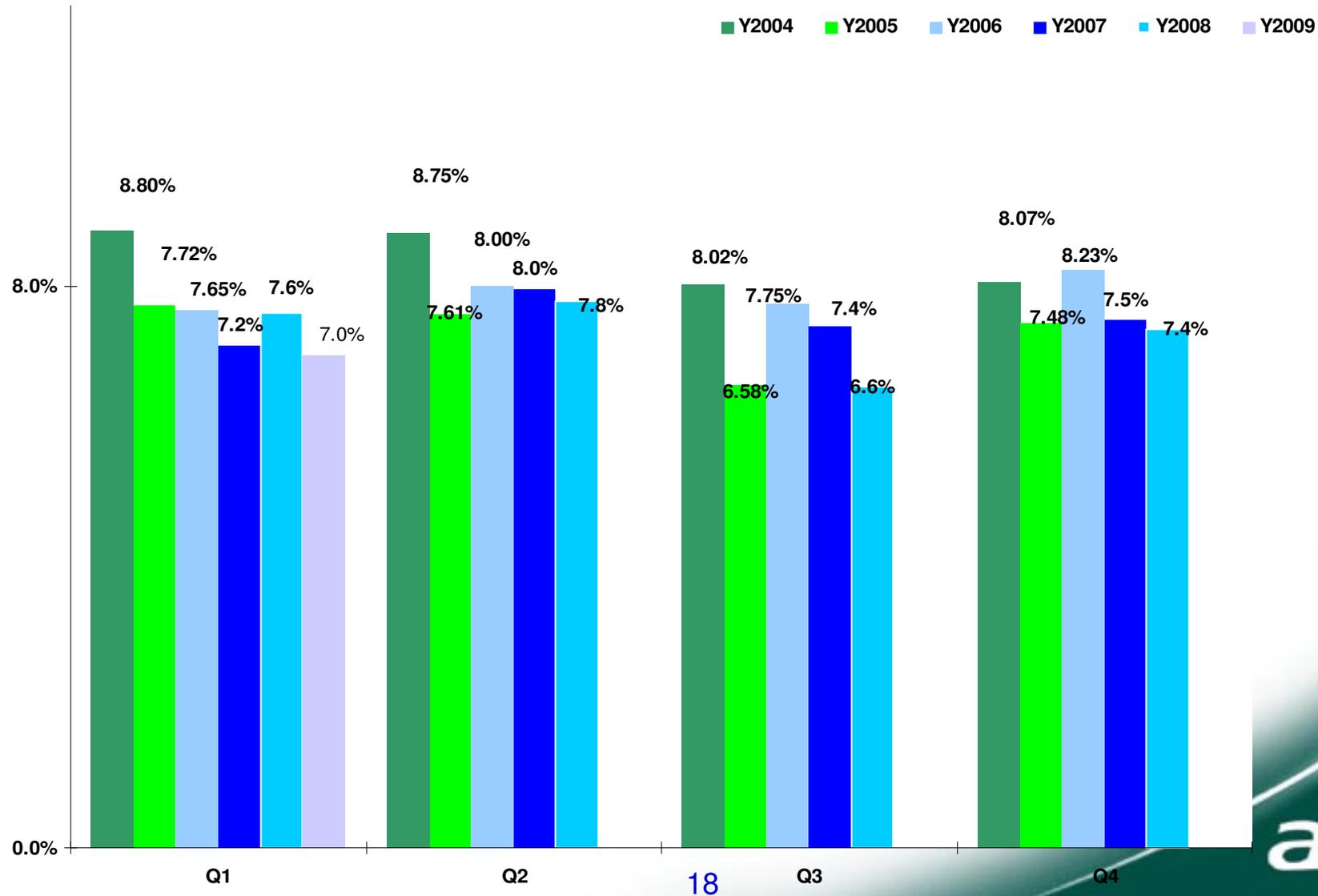
Note: Others include servers, projector and IA products

# Inventory Turnover Days (ADS)



# Operating Expenses as % of Total Revenue

## IT Product Business



# How to Keep Acer's Growing Momentum

**J.T. Wang**

Chairman & Acer Group CEO

*acer*

# Two Strategic Approaches in My Mind

1. Multi-brand
2. Technology set of Aspire Timeline

# Conclusion

Continually growing quantity and gaining market share is highly possible in 2009.