

# Acer 4Q10

March 11<sup>th</sup> 2011



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# Consolidated Financial Results



**Che-Min Tu**  
**CFO**



WORLDWIDE PARTNER

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## Consolidated Income Statement (YoY Comparison)

(R.O.C. GAAP-comparison base)



(NT\$ mn)	4Q10		4Q09		YoY Change
Revenue	149,114	100.0%	168,197	100.0%	-11.3%
Gross Profit	16,977	11.4%	17,122	10.2%	-0.8%
Operating Expenses	12,588	8.4%	12,150	7.2%	3.6%
Operating Income	4,389	2.9%	4,972	3.0%	-11.7%
Non-Operating Income	870		(304)		
PBT	5,259	3.5%	4,668	2.8%	12.7%
PAT	3,899	2.6%	3,518	2.1%	10.8%
EPS (NT\$)	1.47		1.36		

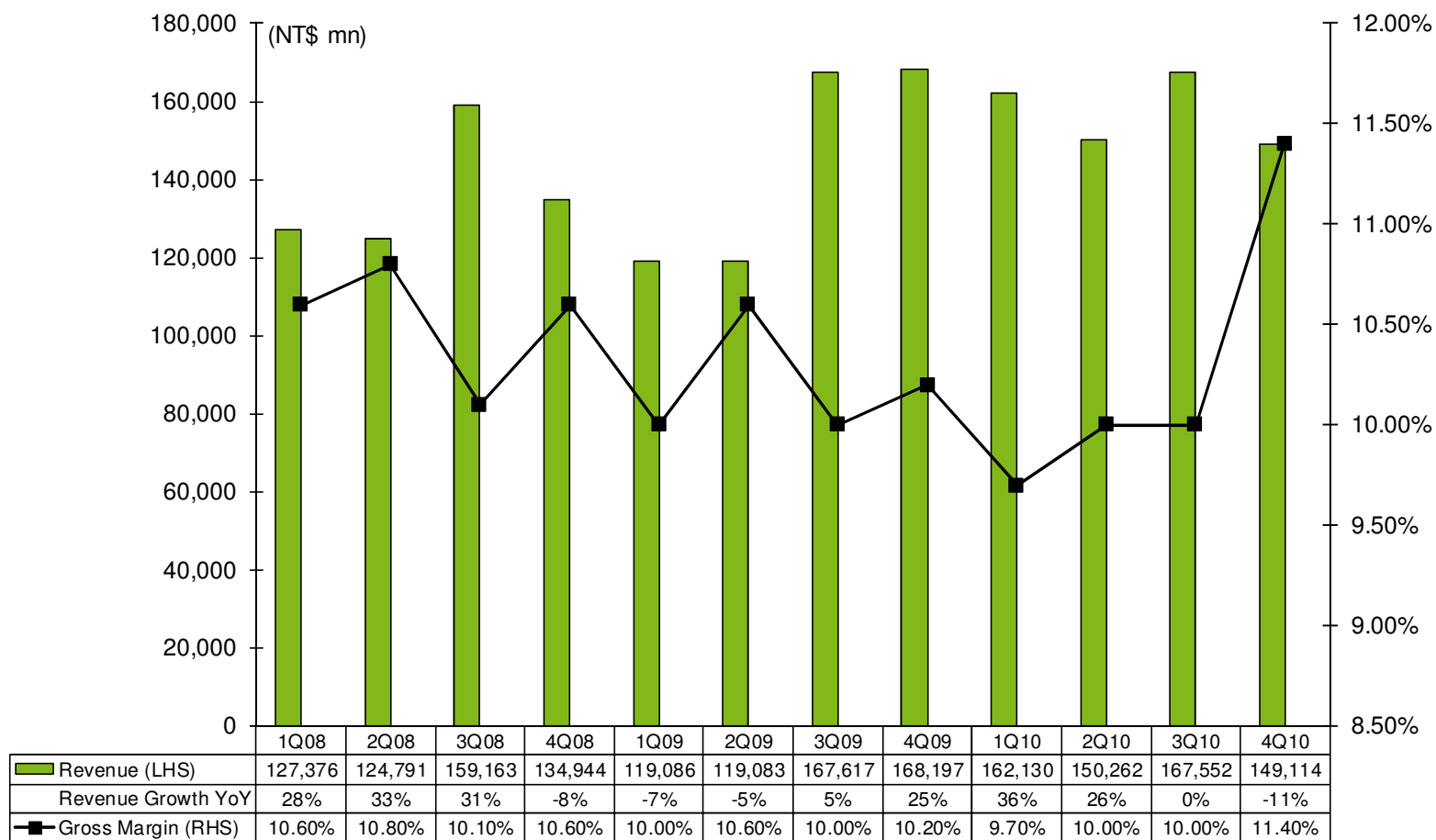
## Consolidated Income Statement (QoQ Comparison)

(R.O.C. GAAP-comparison base)

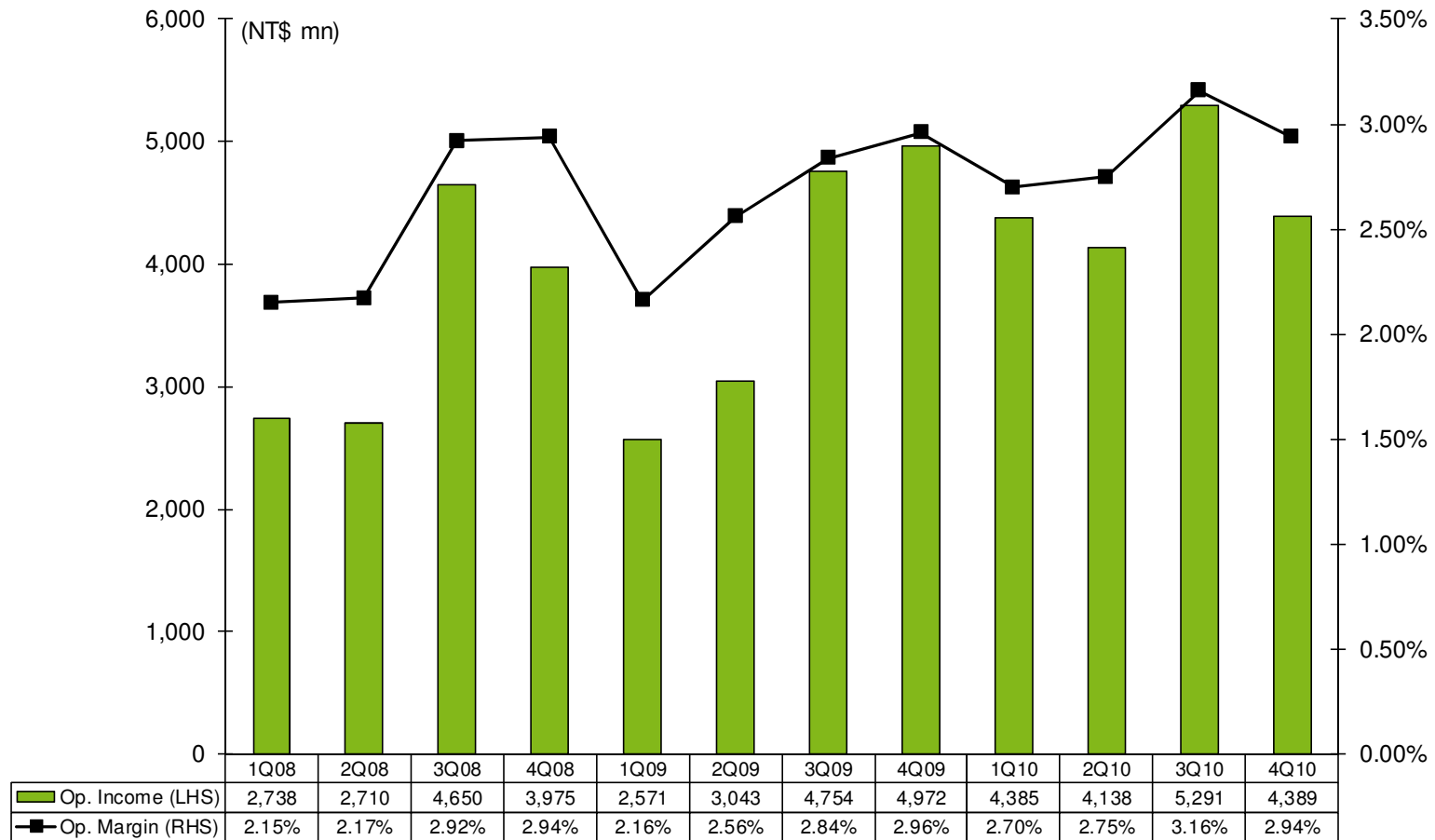


(NT\$ mn)	4Q10		3Q10		QoQ Change
Revenue	149,114	100.0%	167,552	100.0%	-11.0%
Gross Profit	16,977	11.4%	16,742	10.0%	1.4%
Operating Expenses	12,588	8.4%	11,451	6.8%	9.9%
Operating Income	4,389	2.9%	5,291	3.2%	-17.0%
Non-Operating Income	870		146		
PBT	5,259	3.5%	5,437	3.2%	-3.3%
PAT	3,899	2.6%	4,299	2.6%	-9.3%
EPS (NT\$)	1.47		1.62		

# Consolidated Revenue and GM Trend



# Consolidated Operating Income



## Consolidated Balance Sheet (YoY Comparison)



(NT\$ mn)	4Q10		4Q09	
<b>Current Assets</b>				
Cash and cash equivalence	68,456	24%	53,616	18%
Notes & Account receivable	102,497	37%	112,480	39%
Financial Assets-Current	353	0%	1,656	1%
Inventory	41,240	15%	51,185	18%
Others	13,215	5%	13,171	4%
<b>Total Current Assets</b>	<b>225,761</b>	<b>80%</b>	<b>232,108</b>	<b>80%</b>
Long-term Investment	6,233	2%	8,873	3%
Property, plant and equipment	6,939	2%	11,648	4%
Intangible asset	36,393	13%	35,444	12%
Others	5,172	2%	2,952	1%
<b>Total Asset</b>	<b>280,499</b>	<b>100%</b>	<b>291,025</b>	<b>100%</b>
Short-term borrowings	7,752	3%	548	0%
Account payable	92,538	33%	106,156	37%
Other current liabilities	62,269	22%	73,143	25%
<b>Current Liabilities</b>	<b>162,559</b>	<b>58%</b>	<b>179,847</b>	<b>62%</b>
Long-term Debt	20,666	7%	12,374	4%
<b>Total Liabilities</b>	<b>186,390</b>	<b>66%</b>	<b>198,147</b>	<b>68%</b>
<b>Total Shareholders' Equity</b>	<b>94,108</b>	<b>34%</b>	<b>92,878</b>	<b>32%</b>



## Consolidated Balance Sheet (QoQ Comparison)

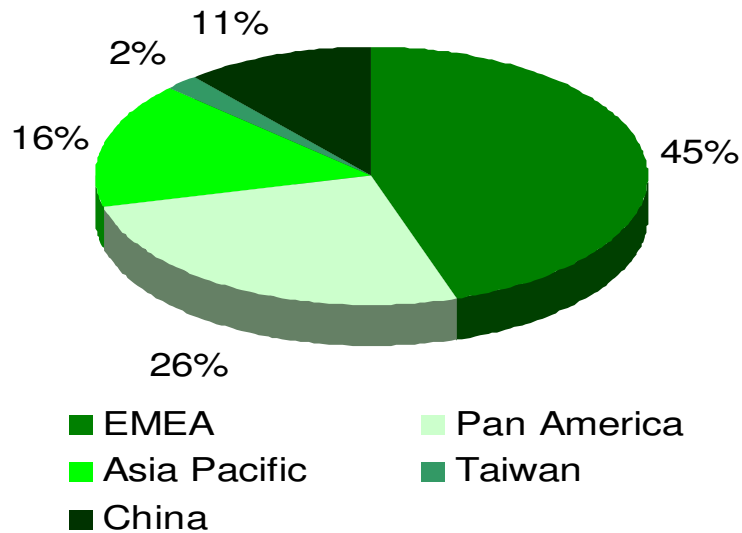


(NT\$ mn)	4Q10		3Q10	
<b>Current Assets</b>				
Cash and cash equivalence	68,456	24%	33,521	11%
Notes & Account receivable	102,497	37%	148,615	47%
Financial Assets-Current	353	0%	698	0%
Inventory	41,240	15%	57,000	18%
Others	13,215	5%	15,803	5%
<b>Total Current Assets</b>	<b>225,761</b>	<b>80%</b>	<b>255,638</b>	<b>82%</b>
Long-term Investment	6,233	2%	8,031	3%
Property, plant and equipment	6,939	2%	11,190	4%
Intangible asset	36,393	13%	33,919	11%
Others	5,172	2%	4,274	1%
<b>Total Asset</b>	<b>280,499</b>	<b>100%</b>	<b>313,051</b>	<b>100%</b>
Short-term borrowings	7,752	3%	5,574	2%
Account payable	92,538	33%	104,916	34%
Other current liabilities	62,269	22%	78,046	25%
<b>Current Liabilities</b>	<b>162,559</b>	<b>58%</b>	<b>188,537</b>	<b>60%</b>
Long-term Debt	20,666	7%	23,311	7%
<b>Total Liabilities</b>	<b>186,390</b>	<b>66%</b>	<b>219,141</b>	<b>70%</b>
<b>Total Shareholders' Equity</b>	<b>94,108</b>	<b>34%</b>	<b>93,910</b>	<b>30%</b>

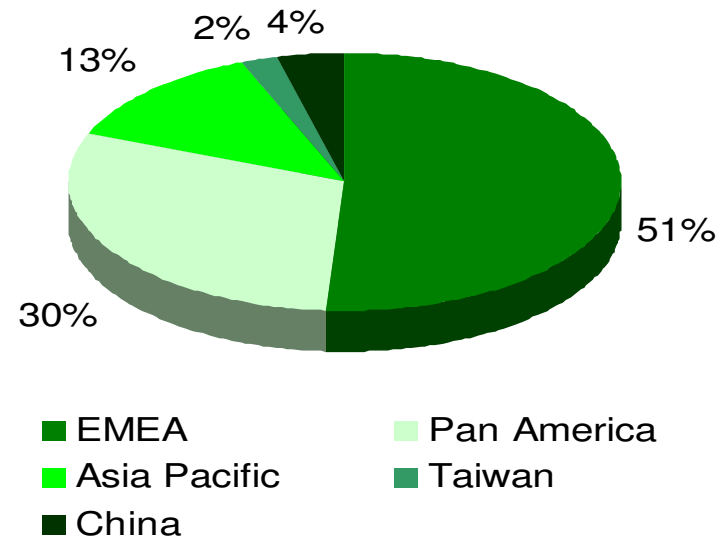
# IT Product Revenue Breakdown by Geography



**Q4, 2010**  
**US\$4,717M**  
**(NT\$145,034 M)**



**Q4, 2009**  
**US\$5,076M**  
**(NT\$164,043 M)**



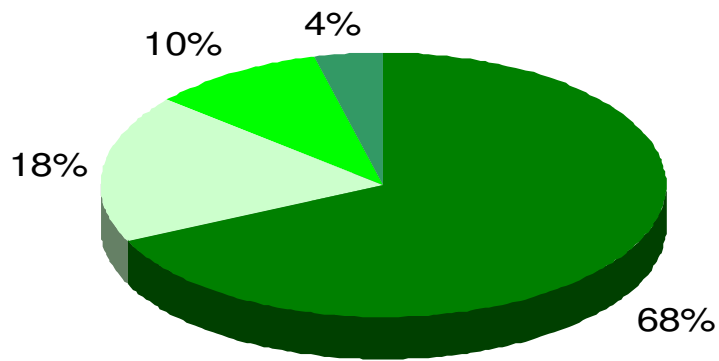
Note: (a) Asia Pacific excluding Greater China (Taiwan, HK, and Mainland China)

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

# IT Product Revenue Breakdown

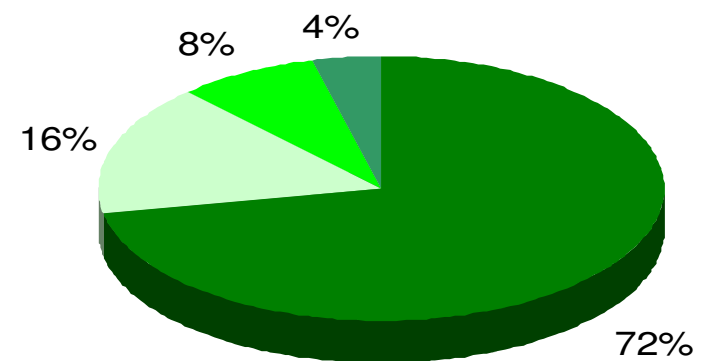


**Q4, 2010**  
**US\$4,717M**  
**(NT\$145,034 M)**



■ Notebook      ■ Desktop PC  
■ Display      ■ Others

**Q4, 2009**  
**US\$5,076M**  
**(NT\$164,043 M)**



■ Notebook      ■ Desktop PC  
■ Display      ■ Others

Note: Others include servers, projector and IA products



**Thank You**