

# Acer 4Q11 Investor Conference



*February 15<sup>th</sup> 2012*

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## Consolidated Income Statement (YoY Comparison)

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



(NT\$ mn)	4Q11		4Q10		YoY Change
Revenue	127,562	100.0%	149,114	100.0%	-14.5%
Gross Profit	11,670	9.1%	16,977	11.4%	-31.3%
Operating Expenses	11,588	9.1%	12,588	8.4%	-7.9%
Operating Income	82	0.1%	4,389	2.9%	-98.1%
Non-Operating Income	(326)		870		
PBT	(244)	-0.2%	5,259	3.5%	-104.6%
PAT	94	0.1%	3,899	2.6%	-97.6%
EPS (NT\$)	0.03		1.47		

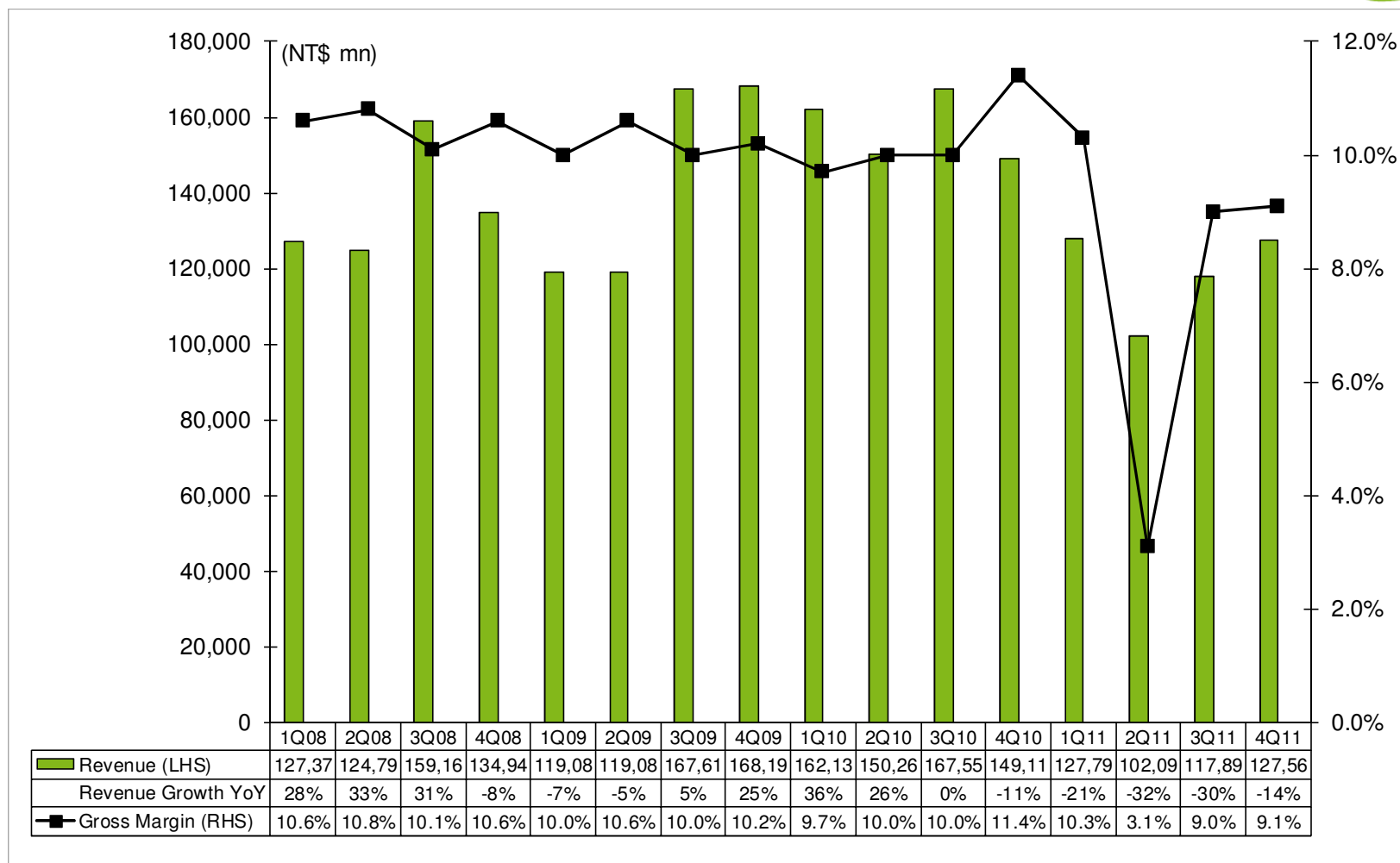
## Consolidated Income Statement (QoQ Comparison)

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

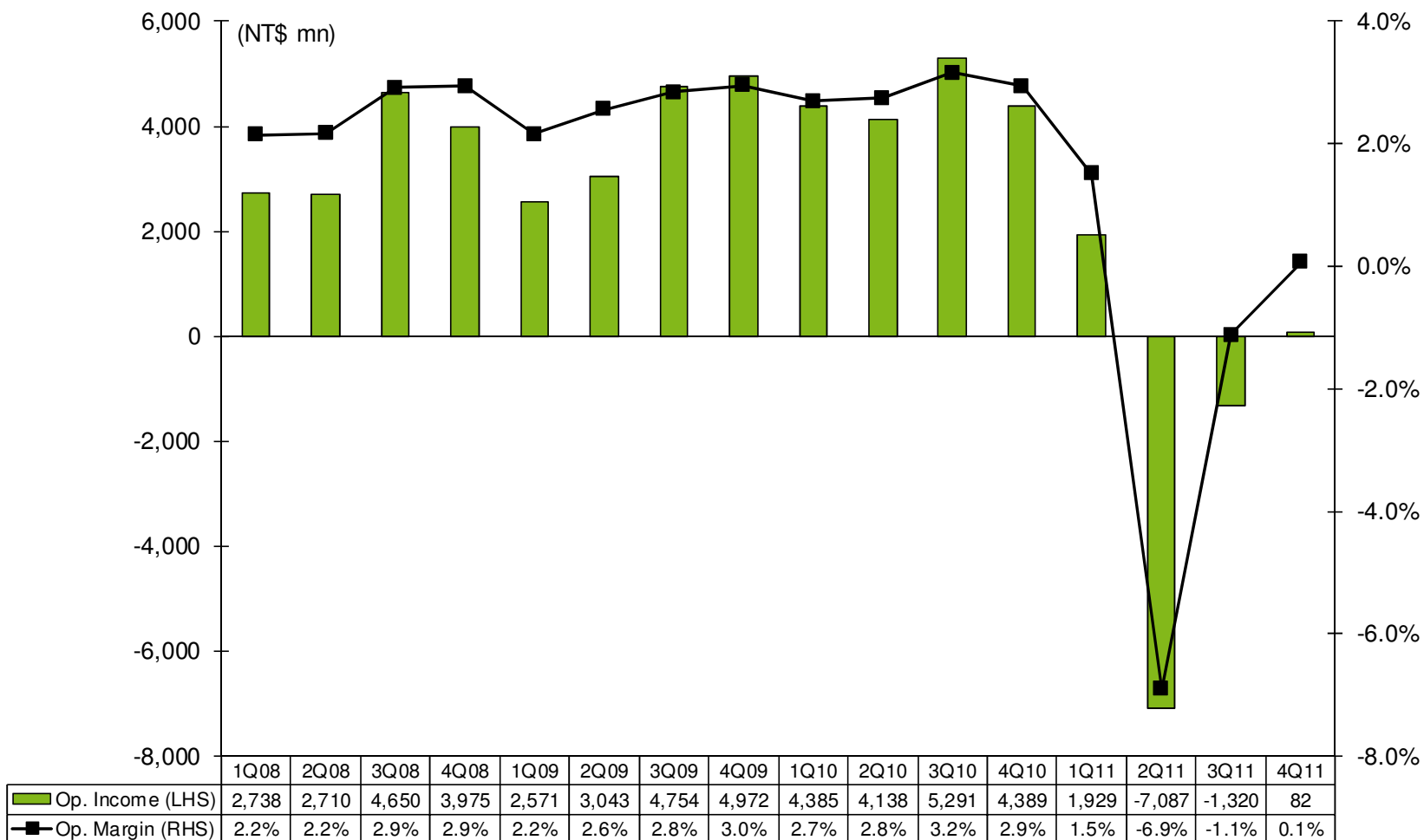


(NT\$ mn)	4Q11		3Q11		QoQ Change
Revenue	127,562	100.0%	117,891	100.0%	8.2%
Gross Profit	11,670	9.1%	10,562	9.0%	10.5%
Operating Expenses	11,588	9.1%	11,883	10.1%	-2.5%
Operating Income	82	0.1%	(1,320)	-1.1%	106.2%
Non-Operating Income	(326)		244		
PBT	(244)	-0.2%	(1,076)	-0.9%	77.3%
PAT	94	0.1%	(1,092)	-0.9%	108.6%
EPS (NT\$)	0.03		(0.43)		

# Consolidated Revenue and GM Trend



# Consolidated Operating Income



## Consolidated Balance Sheet (YoY Comparison)



(NT\$ mn)	4Q11		4Q10	
<b>Current Assets</b>				
Cash and cash equivalence	58,093	23.4%	68,456	24.4%
Notes & Account receivable	83,628	33.7%	102,450	36.5%
Financial Assets-Current	1,220	0.5%	353	0.1%
Inventory	39,994	16.1%	41,240	14.7%
Others	12,795	5.2%	13,261	4.7%
<b>Total Current Assets</b>	<b>195,730</b>	<b>78.8%</b>	<b>225,761</b>	<b>80.5%</b>
Long-term Investment	3,795	1.5%	6,233	2.2%
Property, plant and equipment, net	6,764	2.7%	5,818	2.1%
Intangible asset	35,351	14.2%	36,393	13.0%
Others	6,668	2.7%	6,293	2.2%
<b>Total Asset</b>	<b>248,308</b>	<b>100.0%</b>	<b>280,499</b>	<b>100.0%</b>
Short-term borrowings	358	0.1%	7,752	2.8%
Account payable	84,539	34.0%	92,538	33.0%
Other current liabilities	61,143	24.6%	62,269	22.2%
<b>Total Current Liabilities</b>	<b>146,040</b>	<b>58.8%</b>	<b>162,559</b>	<b>58.0%</b>
Long-term Debt	26,516	10.7%	23,831	8.5%
<b>Total Liabilities</b>	<b>172,556</b>	<b>69.5%</b>	<b>186,390</b>	<b>66.4%</b>
<b>Total Shareholders' Equity</b>	<b>75,752</b>	<b>30.5%</b>	<b>94,108</b>	<b>33.6%</b>

## Consolidated Balance Sheet (QoQ Comparison)



(NT\$ mn)	4Q11		3Q11	
<b>Current Assets</b>				
Cash and cash equivalence	58,093	23.4%	37,797	15.8%
Notes & Account receivable	83,628	33.7%	87,205	36.6%
Financial Assets-Current	1,220	0.5%	2,165	0.9%
Inventory	39,994	16.1%	40,105	16.8%
Others	12,795	5.2%	17,327	7.3%
<b>Total Current Assets</b>	<b>195,730</b>	<b>78.8%</b>	<b>184,599</b>	<b>77.4%</b>
Long-term Investment	3,795	1.5%	4,641	1.9%
Property, plant and equipment, net	6,764	2.7%	7,211	3.0%
Intangible asset	35,351	14.2%	36,183	15.2%
Others	6,668	2.7%	5,859	2.5%
<b>Total Asset</b>	<b>248,308</b>	<b>100.0%</b>	<b>238,493</b>	<b>100.0%</b>
Short-term borrowings	358	0.1%	9,534	4.0%
Account payable	84,539	34.0%	65,362	27.4%
Other current liabilities	61,143	24.6%	68,373	28.7%
<b>Total Current Liabilities</b>	<b>146,040</b>	<b>58.8%</b>	<b>143,269</b>	<b>60.1%</b>
Long-term Debt	26,516	10.7%	15,444	6.5%
<b>Total Liabilities</b>	<b>172,556</b>	<b>69.5%</b>	<b>161,086</b>	<b>67.5%</b>
<b>Total Shareholders' Equity</b>	<b>75,752</b>	<b>30.5%</b>	<b>77,407</b>	<b>32.5%</b>

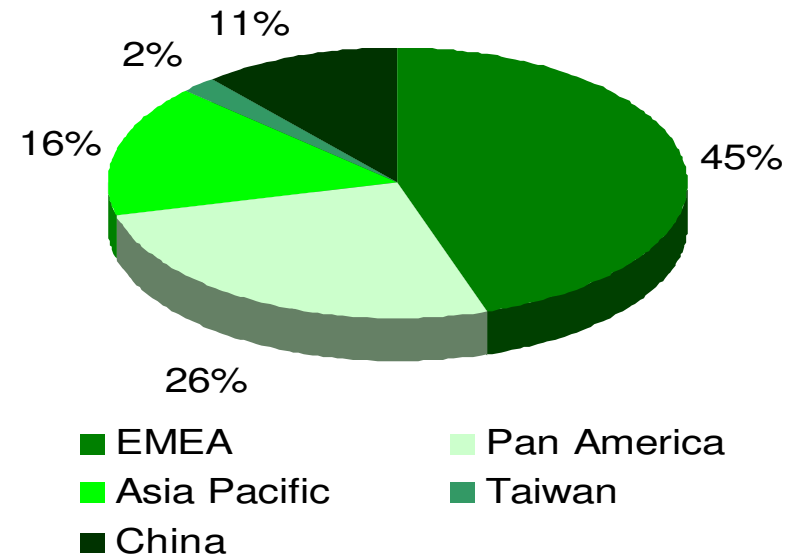
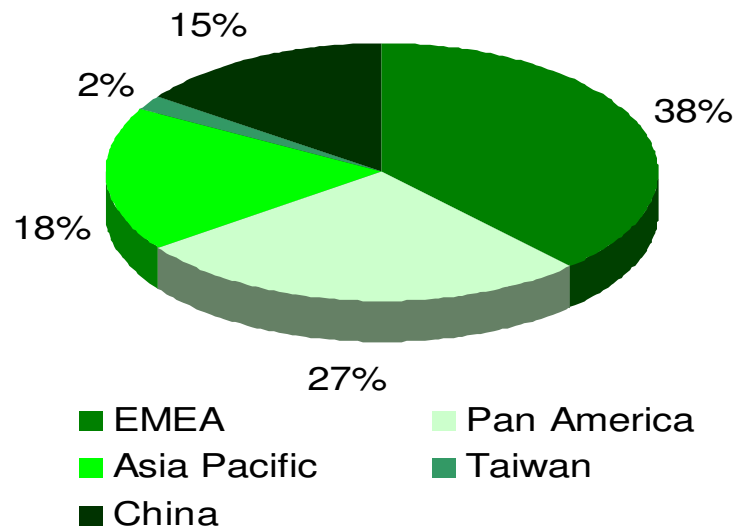


# IT Product Revenue Breakdown by Geography



**Q4, 2011**  
**NT\$124,166 M**

**Q4, 2010**  
**NT\$146,236 M**



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

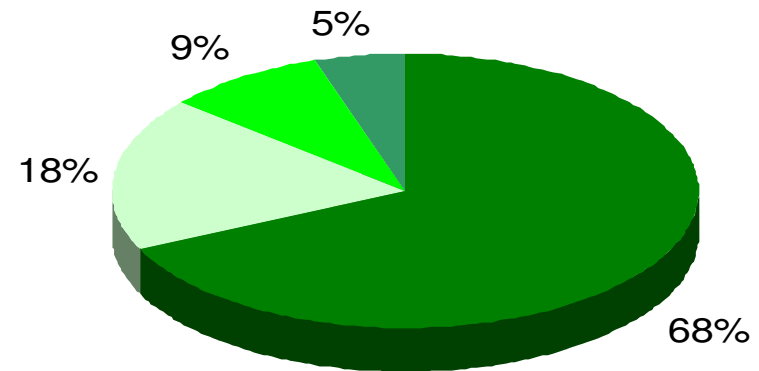
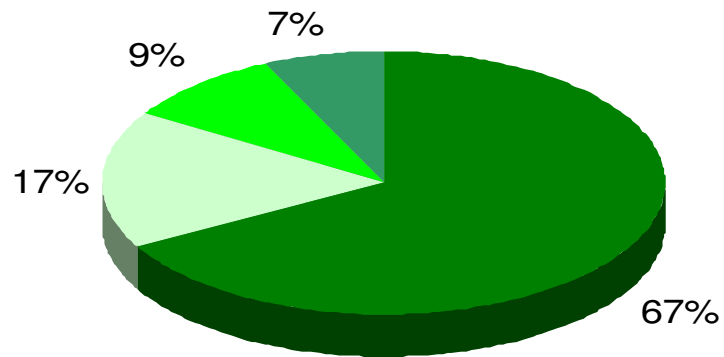
(b) EMEA stands for Europe, Middle East and Africa

# IT Product Revenue Breakdown



**Q4, 2011**  
**NT\$124,166 M**

**Q4, 2010**  
**NT\$146,236 M**



- Notebook
- Desktop PC
- Display
- Others

- Notebook
- Desktop PC
- Display
- Others

Note: Others include tablets, servers, projector and IA products



**Thank You**