

Acer 1Q12 Investor Conference



April 26th 2012

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Consolidated Financial Results



Eva Ho
CFO

Consolidated Income Statement (QoQ Comparison)

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



(NT\$ mn)	1Q12		4Q11		QoQ Change
Revenue	113,039	100.0%	127,562	100.0%	-11.4%
Gross Profit	10,607	9.4%	11,670	9.1%	-9.1%
Operating Expenses	10,469	9.3%	11,588	9.1%	-9.7%
Operating Income	138	0.1%	82	0.1%	67.3%
Non-Operating Income	474		-326		
PBT	612	0.5%	-244	-0.2%	351.0%
PAT	331	0.3%	94	0.1%	251.3%
EPS (NT\$)	0.12		0.03		

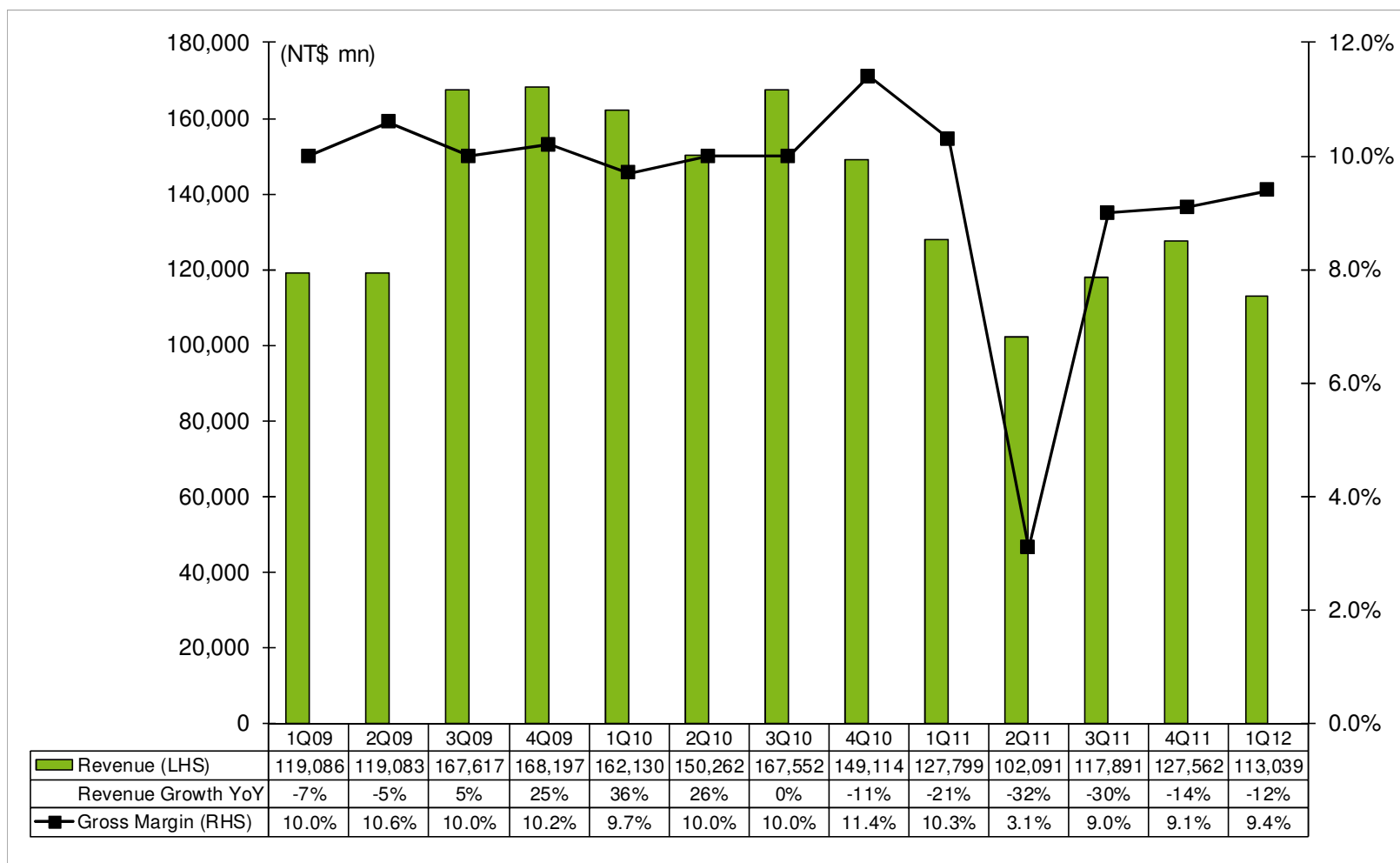
Consolidated Income Statement (YoY Comparison)

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

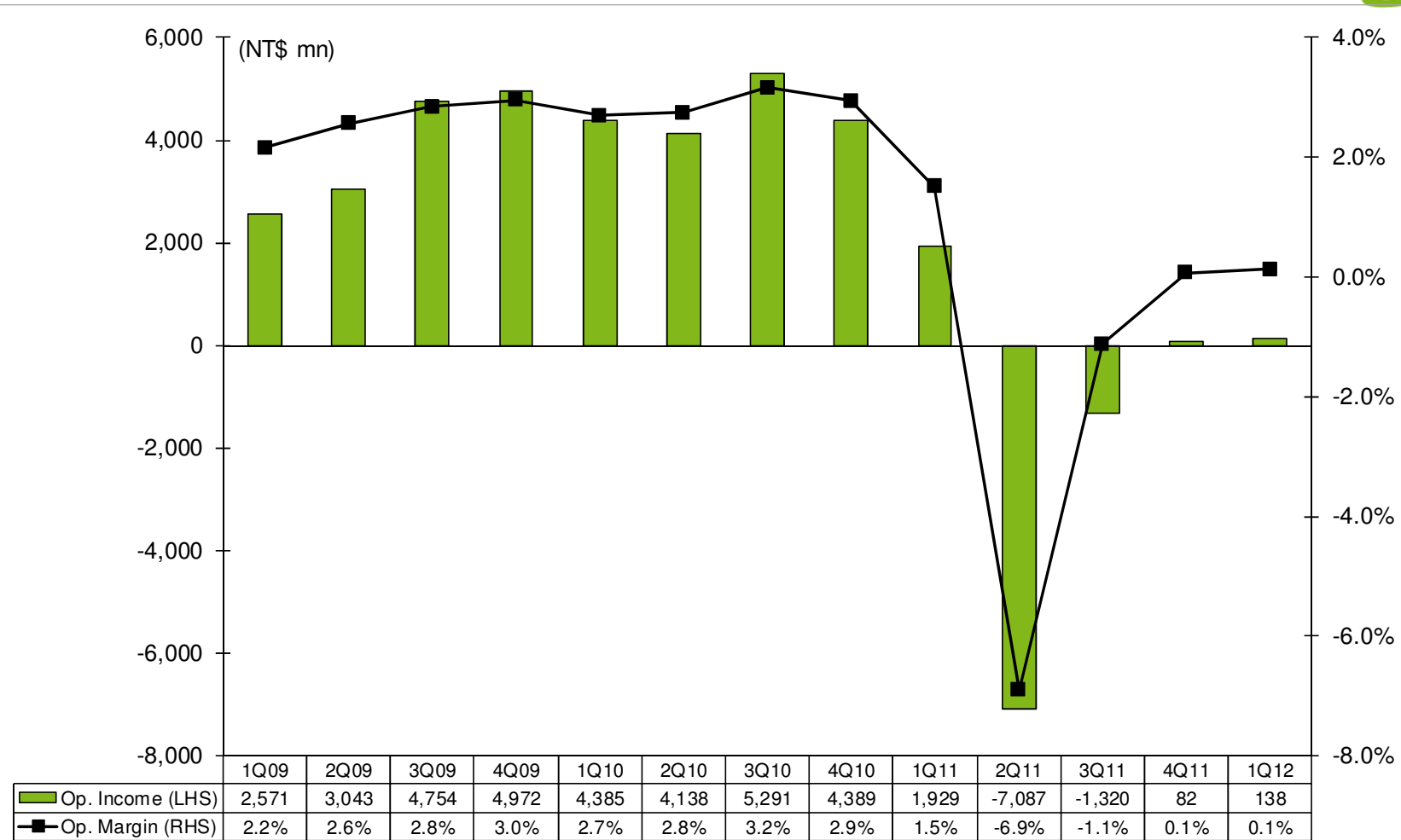


(NT\$ mn)	1Q12		1Q11		YoY Change
Revenue	113,039	100.0%	127,778	100.0%	-11.5%
Gross Profit	10,607	9.4%	13,192	10.3%	-19.6%
Operating Expenses	10,469	9.3%	11,284	8.8%	-7.2%
Operating Income	138	0.1%	1,908	1.5%	-92.8%
Non-Operating Income	474		(414)		
PBT	612	0.5%	1,494	1.2%	-59.0%
PAT	331	0.3%	1,185	0.9%	-72.1%
EPS (NT\$)	0.12		0.44		

Consolidated Revenue and GM Trend



Consolidated Operating Income



Consolidated Balance Sheet (QoQ Comparison)



(NT\$ mn)	1Q12		4Q11	
Current Assets				
Cash and cash equivalence	60,098	23.8%	58,093	23.4%
Notes & Account receivable	77,220	30.6%	83,628	33.7%
Financial Assets-Current	370	0.1%	1,220	0.5%
Inventory	43,404	17.2%	39,994	16.1%
Others	9,467	3.8%	12,795	5.2%
Total Current Assets	190,558	75.6%	195,730	78.8%
Long-term Investment	3,878	1.5%	3,795	1.5%
Property, plant and equipment, net	7,004	2.8%	6,764	2.7%
Intangible asset	43,590	17.3%	35,351	14.2%
Others	6,979	2.8%	6,668	2.7%
Total Asset	252,009	100.0%	248,308	100.0%
Short-term borrowings	109	0.0%	358	0.1%
Account payable	83,607	33.2%	84,539	34.0%
Other current liabilities	61,686	24.5%	61,143	24.6%
Total Current Liabilities	145,401	57.7%	146,040	58.8%
Long-term Debt	26,754	10.6%	26,516	10.7%
Total Liabilities	172,156	68.3%	172,556	69.5%
Total Shareholders' Equity	79,853	31.7%	75,752	30.5%

Consolidated Balance Sheet (YoY Comparison)



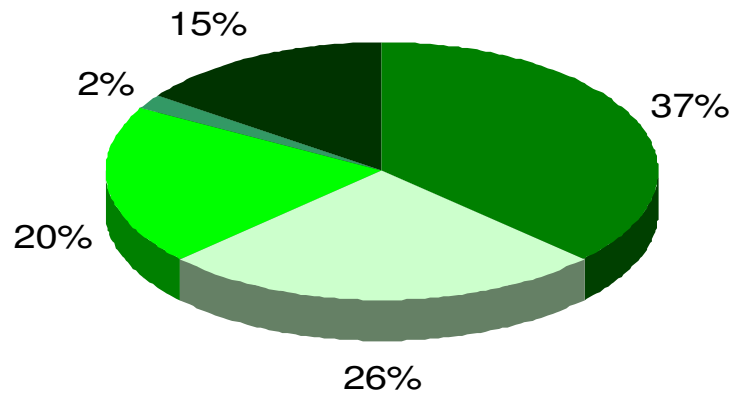
(NT\$ mn)	1Q12		1Q11	
Current Assets				
Cash and cash equivalence	60,098	23.8%	50,809	18.9%
Notes & Account receivable	77,220	30.6%	109,421	40.8%
Financial Assets-Current	370	0.1%	367	0.1%
Inventory	43,404	17.2%	38,127	14.2%
Others	9,467	3.8%	14,532	5.4%
Total Current Assets	190,558	75.6%	213,256	79.5%
Long-term Investment	3,878	1.5%	6,196	2.3%
Property, plant and equipment, net	7,004	2.8%	6,616	2.5%
Intangible asset	43,590	17.3%	36,354	13.5%
Others	6,979	2.8%	5,887	2.2%
Total Asset	252,009	100.0%	268,310	100.0%
Short-term borrowings	109	0.0%	7,611	2.8%
Account payable	83,607	33.2%	75,477	28.1%
Other current liabilities	61,686	24.5%	63,880	23.8%
Total Current Liabilities	145,401	57.7%	146,967	54.8%
Long-term Debt	26,754	10.6%	24,532	9.1%
Total Liabilities	172,156	68.3%	171,500	63.9%
Total Shareholders' Equity	79,853	31.7%	96,810	36.1%

IT Product Revenue Breakdown by Geography



Q1, 2012

NT\$110,320 M



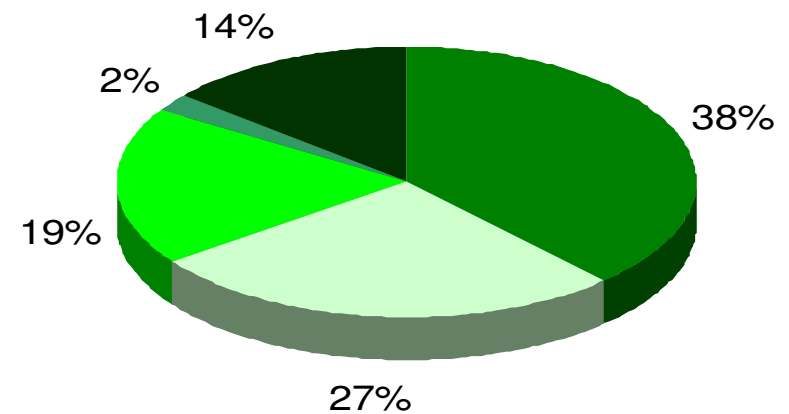
■ EMEA
■ Asia Pacific
■ China
■ Pan America
■ Taiwan

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

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

Q1, 2011

NT\$123,987 M



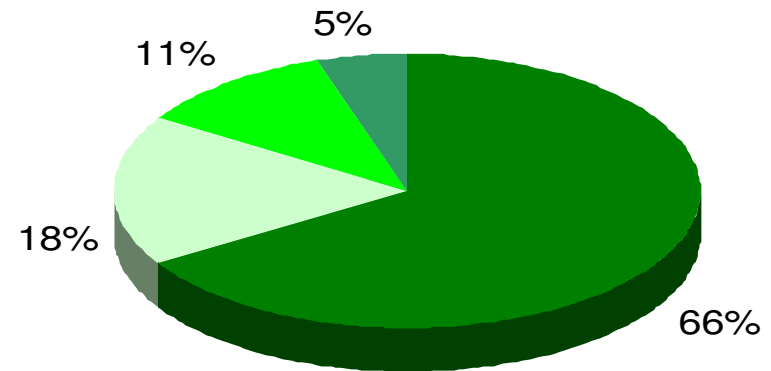
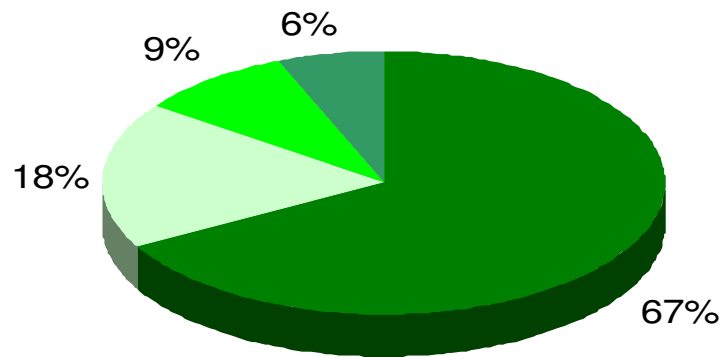
■ EMEA
■ Asia Pacific
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■ Taiwan

IT Product Revenue Breakdown



Q1, 2012
NT\$110,320 M

Q1, 2011
NT\$123,987 M



- Notebook
- Desktop PC
- Display
- Others

- Notebook
- Desktop PC
- Display
- Others

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

Business Review

Jim Wong
Corporate President



Q1 Performance in Summary



	GUIDANCE	RESULT
PC Shipments	-10% to -15% QoQ	Reached better than -10% QoQ
Operating Income	1) better than breakeven 2) improvement from last quarter	Reached NT\$138mn vs. NT\$82mn in 4Q11
Channel Inventory	Continous management	Complied with Acer's target : 4-6 weeks
PC Market Share	Gradual recovery	Met the guidance

- Windows 8 will change the supply chain:
 - Touch sensors and glass
 - Lithium polymer battery
 - DRAM, both technology and on board
 - Storages
 - Enclosures
 - Applications(e.g. touch apps) and solutions(e.g. all YOUR data)
- Android:
 - Not only smartphones, tablet continues to grow too, with good continuous innovation

Acer Strategy and Action

J.T. Wang
Chairman & CEO





Acer believes Ultrabook is the new trend


Acer delivers 4 models from Q2'12



Ultrabooks (2Q12)	Aspire S3	Aspire S5	Aspire Timeline Ultra 14"	Aspire Timeline Ultra 15"
Screen size	13"	13"	14"	15"

Acer's Q2'12 Ultrabook shipments will be more than double from Q1'12 quantity.

25-35% penetration rate will be possible with a delay of 1-2 quarters

- 1. More brand companies will launch various new Ultrabook models.**
 - 2. Industry's marketing efforts keep increasing.**
 - 3. Most new notebooks with Windows 8 will be within the Ultrabook specifications in 2H'12 .**
- 
- A thick, solid green horizontal bar spans the width of the slide at the bottom, with rounded ends on the right side.



Acer commits to maintain the leadership in the Ultrabook market

Time to market leadership

More form factors

More new innovations





Thank You