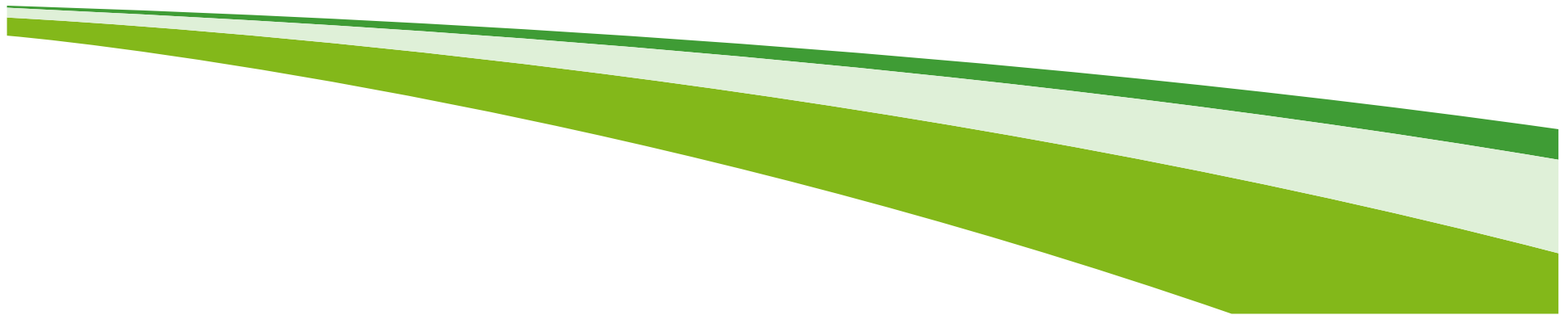




Acer 3Q12 Investor Conference

Oct 25th 2012



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Consolidated Financial Results

Eva Ho
CFO

Unaudited Consolidated Income Statement (QoQ Comparison)

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

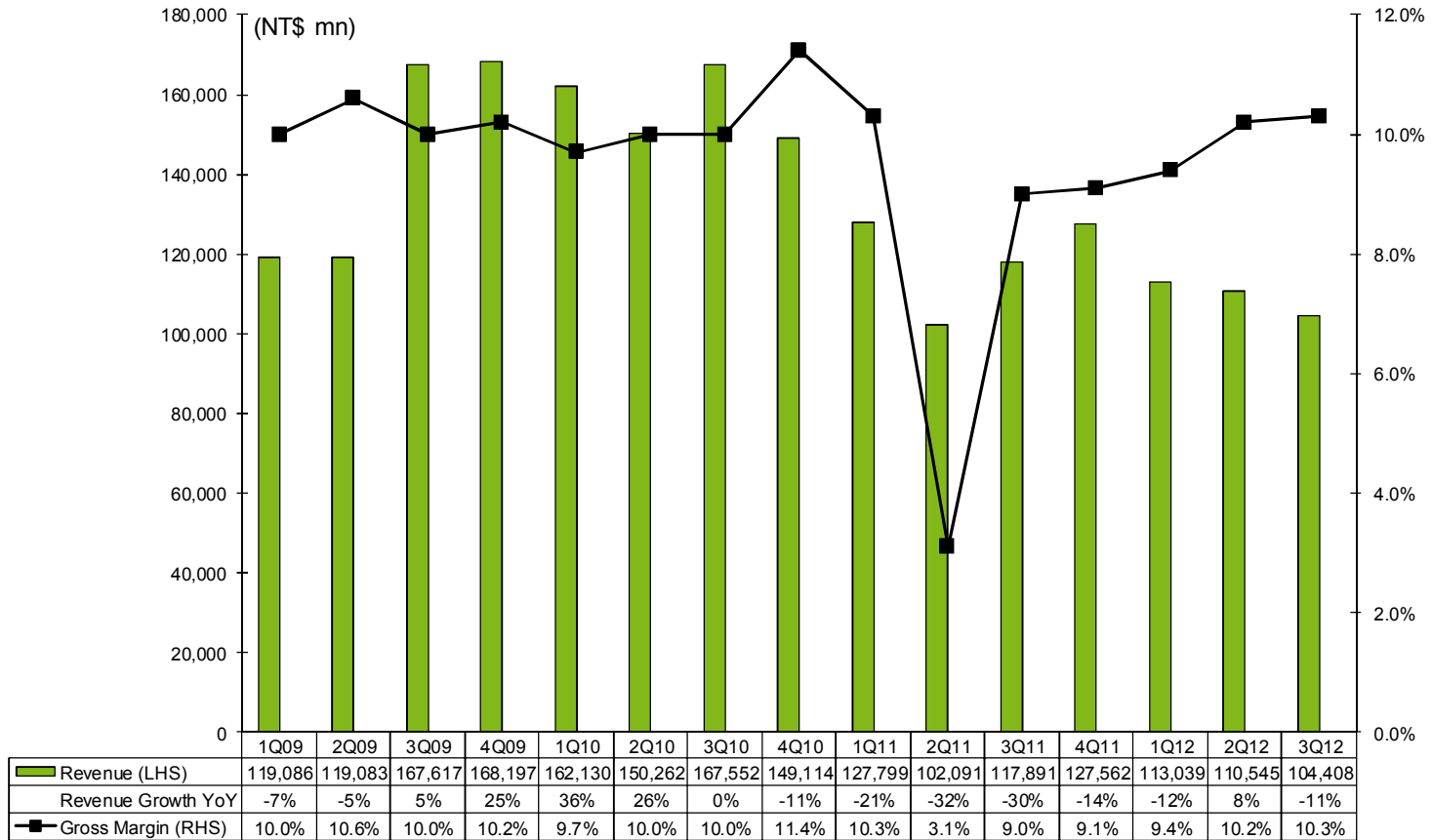
(NT\$ mn)	3Q12		2Q12		QoQ Change
Revenue	104,408	100.0%	110,545	100.0%	-6%
Gross Profit	10,751	10.3%	11,230	10.2%	-4%
Operating Expenses	10,406	10.0%	10,797	9.8%	-4%
Operating Income	345	0.3%	433	0.4%	-20%
PBT	223	0.2%	586	0.5%	-62%
PAT	68	0.1%	56	0.1%	21%
EPS, reported (NT\$)	0.03		0.02		

Unaudited Consolidated Income Statement (YoY Comparison)

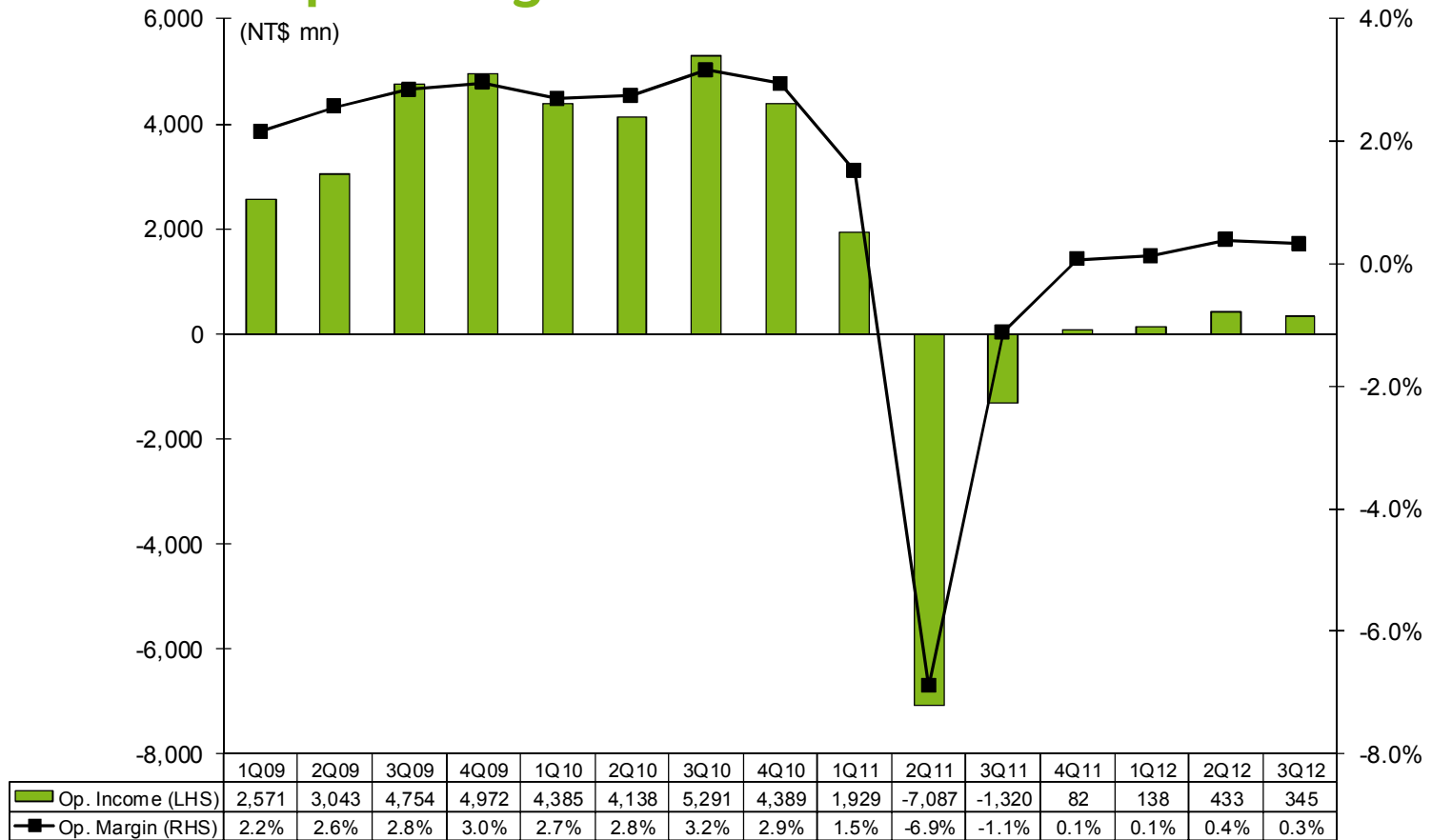
(R.O.C. GAAP-comparison base)

(NT\$ mn)	3Q12		3Q11		YoY Change
Revenue	104,408	100.0%	117,891	100.0%	-11%
Gross Profit	10,751	10.3%	10,562	9.0%	2%
Operating Expenses	10,406	10.0%	11,883	10.1%	-12%
Operating Income	345	0.3%	(1,320)	-1.1%	N.A.
PBT	223	0.2%	(1,076)	-0.9%	N.A.
PAT	68	0.1%	(1,092)	-0.9%	N.A.
EPS, reported (NT\$)	0.03		(0.43)		

Consolidated Revenue and GM Trend



Consolidated Operating Income



Unaudited Consolidated Balance Sheet (QoQ Comparison)

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

(NT\$ mn)	3Q12		2Q12	
Current Assets				
Cash and cash equivalence	33,554	14.4%	44,928	17.5%
Notes & Account receivable	81,551	35.0%	88,405	34.5%
Financial Assets-Current	180	0.1%	1,555	0.6%
Inventory	48,047	20.6%	49,424	19.3%
Others	8,650	3.7%	9,036	3.5%
Total Current Assets	171,982	73.7%	193,348	75.4%
Long-term Investment	3,934	1.7%	4,122	1.6%
Property, plant and equipment, net	6,718	2.9%	6,839	2.7%
Intangible asset	43,298	18.6%	44,359	17.3%
Others	7,293	3.1%	7,603	3.0%
Total Asset	233,225	100.0%	256,271	100.0%
Short-term borrowings	5,107	2.2%	-	0.0%
Account payable	68,708	29.5%	86,322	33.7%
Other current liabilities	62,568	26.8%	62,873	24.5%
Total Current Liabilities	136,383	58.5%	149,195	58.2%
Long-term Debt	13,838	5.9%	22,283	8.7%
Other Liabilities	4,512	1.9%	4,515	1.8%
Total Liabilities	154,733	66.3%	175,993	68.7%
Total Shareholders' Equity	78,492	33.7%	80,278	31.3%

Unaudited Consolidated Balance Sheet (YoY Comparison)

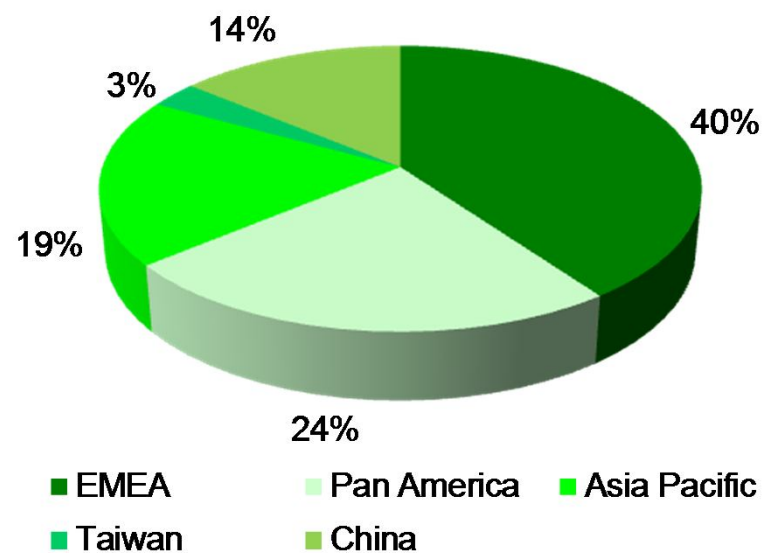
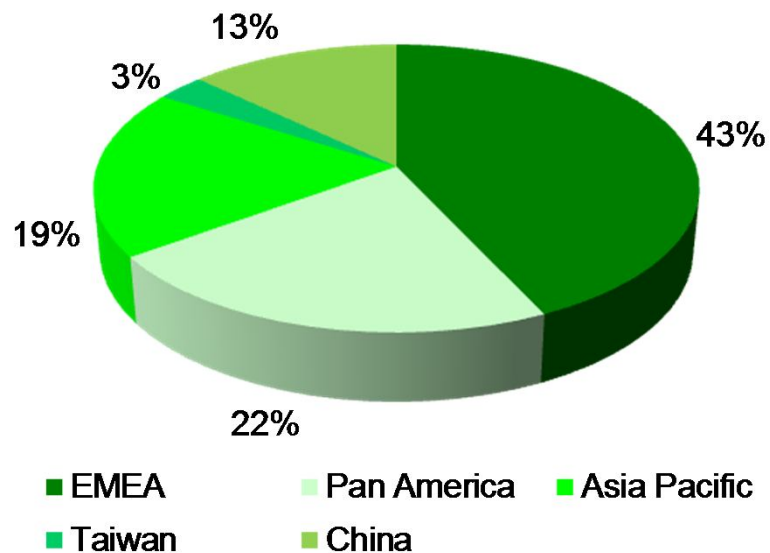
(R.O.C. GAAP-comparison base)

(NT\$ mn)	3Q12		3Q11	
Current Assets				
Cash and cash equivalence	33,554	14.4%	37,797	15.8%
Notes & Account receivable	81,551	35.0%	87,205	36.6%
Financial Assets-Current	180	0.1%	2,165	0.9%
Inventory	48,047	20.6%	40,105	16.8%
Others	8,650	3.7%	17,327	7.3%
Total Current Assets	171,982	73.7%	184,599	77.4%
Long-term Investment	3,934	1.7%	4,641	1.9%
Property, plant and equipment, net	6,718	2.9%	7,211	3.0%
Intangible asset	43,298	18.6%	36,183	15.2%
Others	7,293	3.1%	5,859	2.5%
Total Asset	233,225	100.0%	238,493	100.0%
Short-term borrowings	5,107	2.2%	9,534	4.0%
Account payable	68,708	29.5%	65,362	27.4%
Other current liabilities	62,568	26.8%	68,373	28.7%
Total Current Liabilities	136,383	58.5%	143,269	60.1%
Long-term Debt	13,838	5.9%	15,444	6.5%
Other Liabilities	4,512	1.9%	2,373	1.0%
Total Liabilities	154,733	66.3%	161,086	67.5%
Total Shareholders' Equity	78,492	33.7%	77,407	32.5%

IT Product Revenue Breakdown by Geography

Q3, 2012
US\$3,389M
(NT\$101,133 M)

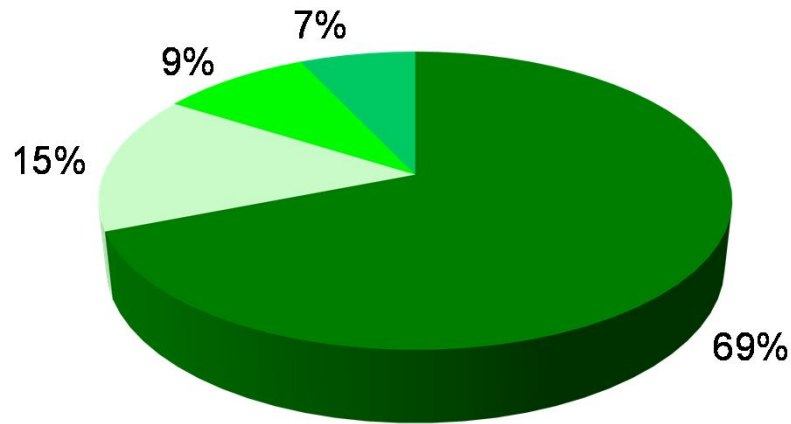
Q3, 2011
US\$3,943M
(NT\$115,229 M)



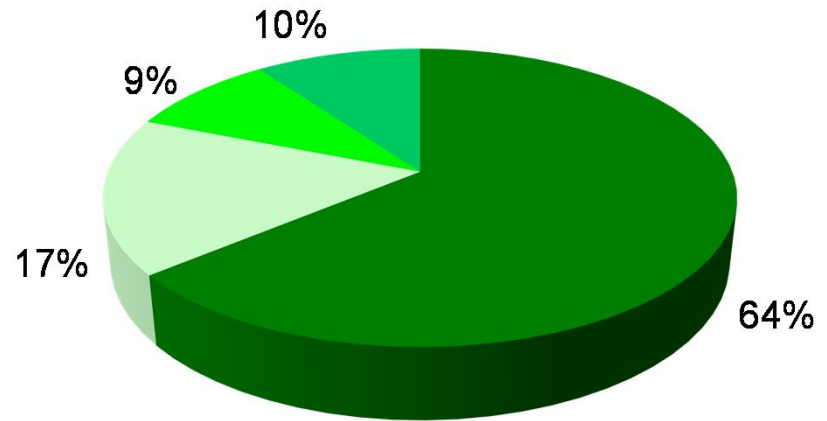
IT Product Revenue Breakdown

Q3, 2012
US\$3,389M
(NT\$101,133 M)

Q3, 2011
US\$3,943M
(NT\$115,229 M)



■ Notebook ■ Desktop
■ Display ■ Others



■ Notebook ■ Desktop
■ Display ■ Others



Business Review

Jim Wong
Corporate President

Q3 Performance Summary

Title	Guidance	Result
PC shipment	Flat QoQ	QoQ -11%
Operating Income	Similar level QoQ	0.33% vs. 0.39%, decline QoQ
Channel Inventory	Comply with Acer target	Meet the guidance, with Win7 channel inventory extremely low by management
PC market share	Maintain	Decline by 0.3% total PC, i.e. from 10.1% to 9.8% (<i>Gartner</i>)

Remark: sales revenues QoQ down by 5.6%

Outlook

- UP side - *We believe in Windows 8's opportunity to offer users good new experience*
 - ✓ Touch+type complies with user's behaviors
 - ✓ OS is easy and attractive to use
 - ✓ New form factors provide additional attraction
- DOWN side – *how soon users can experience the products*
 - ❑ Effective marketing to bring customers to try products
 - ❑ Applications and Store's operation efficiency
 - ❑ Supply side's availability(e.g. touch) and cost
- Concern : *market opportunity delays to late Q1 next year*

Q4 Guidance

Title	Guidance	Result
PC shipment	-5% - +5% QoQ	
Operating Income	Similar level QoQ	
Channel Inventory	Comply with Acer target	
OPEX Level	Continue to improve absolute amount saving QoQ	

Touch + Type: The “Duality” Era Has Come - *and will continue to evolve*



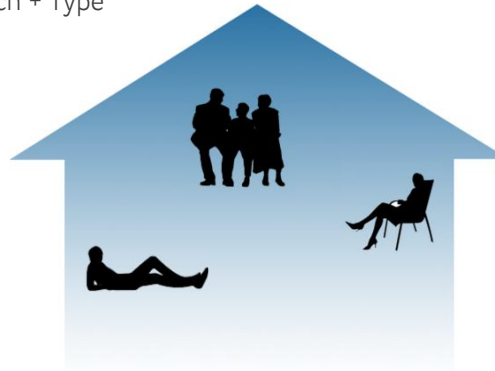
Type



Type + Mouse



Touch + Type



In the Duality Era, Acer continues providing the best user experience to fulfill different life styles for customers.

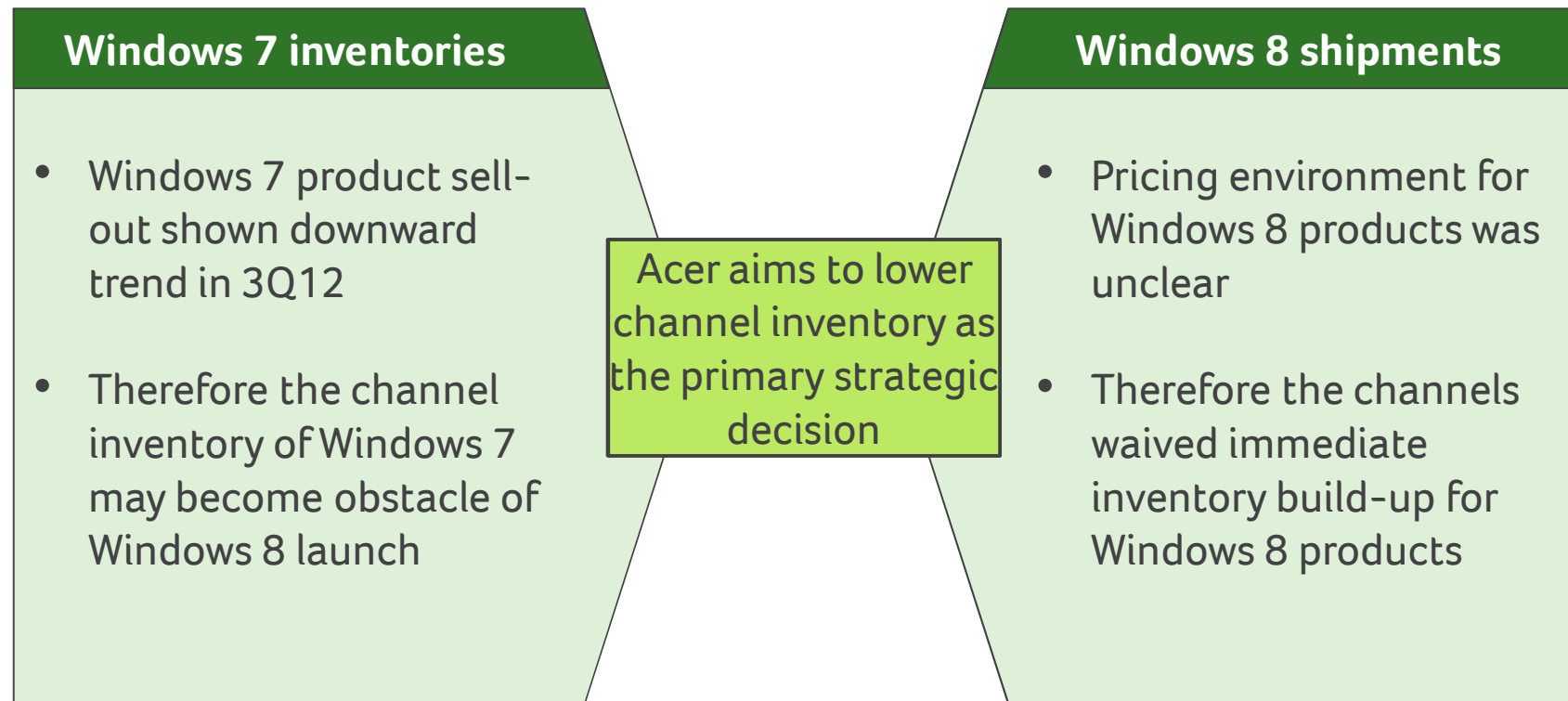
acer

The slide features a background with a diagonal split. The left side is a solid, vibrant green, while the right side is a lighter, semi-transparent green. A dark green triangular shape is positioned in the top right corner, overlapping the lighter green area.

Acer's Challenge and Opportunity

J.T. Wang
Chairman & CEO

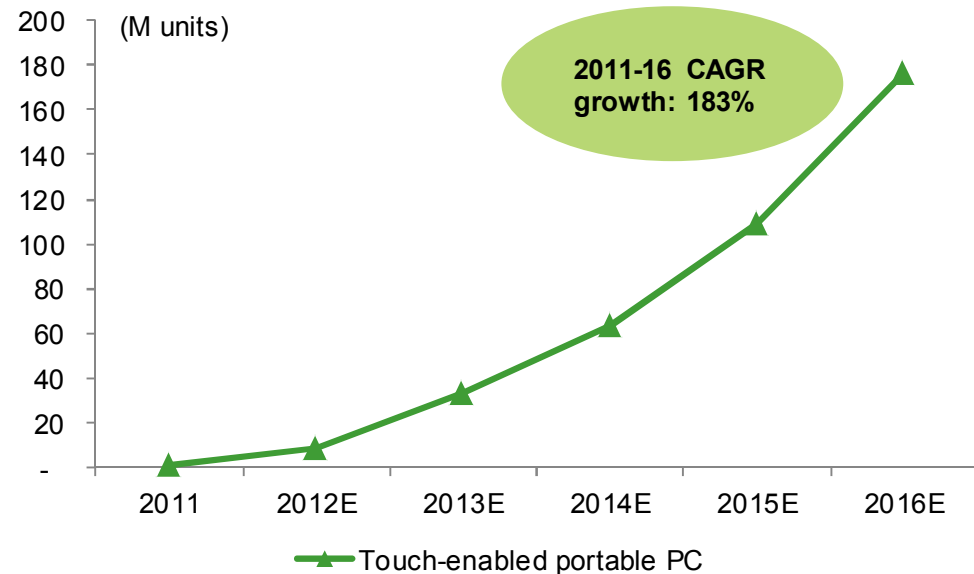
Consumer Channel 3Q12 Updates



Acer: Opportunity

- Acer expects the touch feature to stimulate PC shipment growth, particularly after the Windows 8 introduction.
- Acer has endeavored to improve the user experience in touch and is ready to embrace the new opportunity from touch and type in both supply and demand fronts.

Touch-enabled portable PC shipment



Source: IDC (Oct, 2012)



Acer: Prospect





Thank you

