



Acer 4Q12 Investor Conference

Mar 19 2013

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Unaudited Consolidated Income Statement

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

(NT\$ mn)	2012		2011		YoY Change
Revenue	429,511	100.0%	475,342	100.0%	-10%
Gross Profit	43,196	10.1%	38,607	8.1%	12%
Operating Expenses	42,171	9.8%	45,003	9.5%	-6%
Operating Income	1,025	0.2%	(6,396)	-1.3%	N.A.
PBT (before impairment)	862	0.2%	(7,424)	-1.6%	N.A.
PAT (before impairment)	586	0.1%	(6,602)	-1.4%	N.A.
PAT (after impairment)	(2,910)	-0.7%			
EPS (before impairment) (NT\$)	0.22		(2.52)		
EPS (after impairment) (NT\$)	(1.07)				

Unaudited Consolidated Income Statement (QoQ Comparison)

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

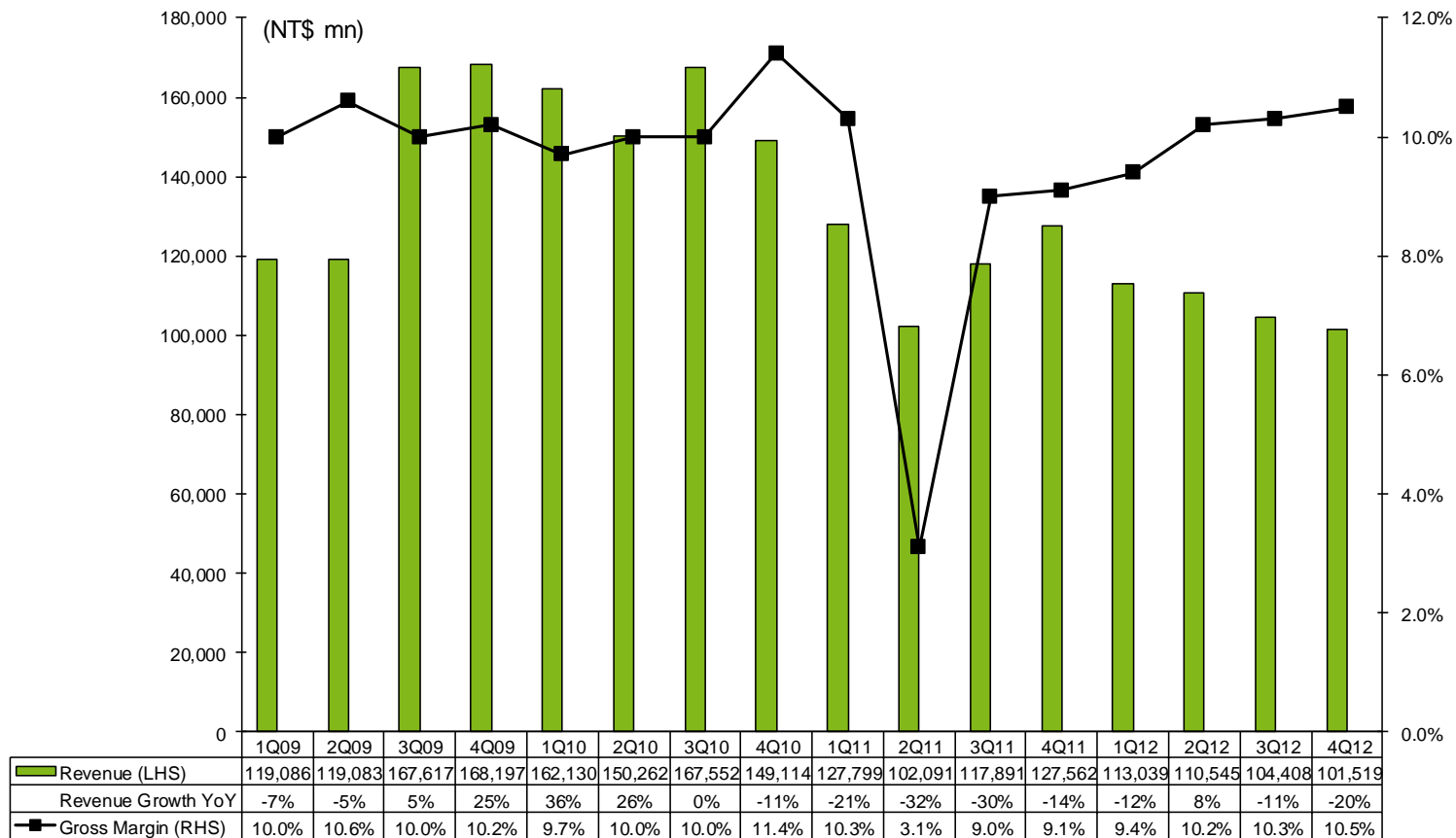
(NT\$ mn)	4Q12		3Q12		QoQ Change
Revenue	101,519	100.0%	104,408	100.0%	-3%
Gross Profit	10,609	10.5%	10,751	10.3%	-1%
Operating Expenses	10,500	10.3%	10,406	10.0%	1%
Operating Income	109	0.1%	345	0.3%	-68%
PBT (before impairment)	(558)	-0.5%	223	0.2%	-350%
PAT (before impairment)	131	0.1%	68	0.1%	93%
PAT (after impairment)	(3,365)	-3.3%			
EPS (before impairment) (NT\$)	0.05		0.03		
EPS (after impairment) (NT\$)	(1.24)				

Unaudited Consolidated Income Statement (YoY Comparison)

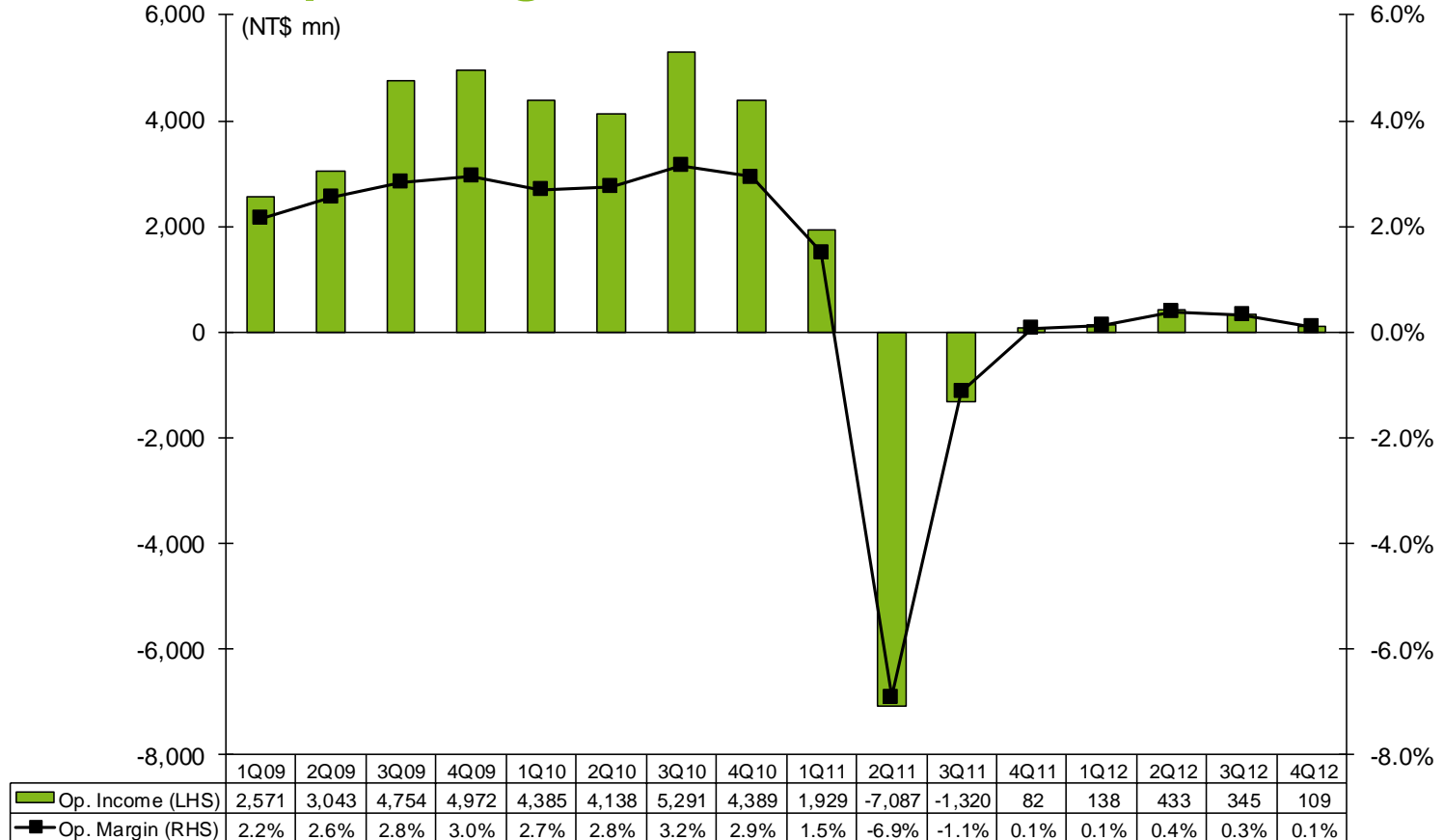
(R.O.C. GAAP-comparison base)

(NT\$ mn)	4Q12		4Q11		YoY Change
Revenue	101,519	100.0%	127,562	100.0%	-20%
Gross Profit	10,609	10.5%	11,670	9.1%	-9%
Operating Expenses	10,500	10.3%	11,588	9.1%	-9%
Operating Income	109	0.1%	82	0.1%	33%
PBT (before impairment)	(558)	-0.5%	(244)	-0.2%	N.A.
PAT (before impairment)	131	0.1%	94	0.1%	39%
PAT (after impairment)	(3,365)	-3.3%			
EPS (before impairment) (NT\$)	0.05		0.03		
EPS (after impairment) (NT\$)	(1.24)				

Consolidated Revenue and GM Trend



Consolidated Operating Income



Unaudited Consolidated Balance Sheet (QoQ Comparison)

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

(NT\$ mn)	4Q12		3Q12	
Current Assets				
Cash and cash equivalence	50,613	22.3%	33,554	14.4%
Notes & Account receivable	68,474	30.2%	81,551	35.0%
Financial Assets-Current	387	0.2%	180	0.1%
Inventory	43,337	19.1%	48,047	20.6%
Others	8,030	3.5%	8,650	3.7%
Total Current Assets	170,841	75.4%	171,982	73.7%
Long-term Investment	3,450	1.5%	3,934	1.7%
Property, plant and equipment, net	6,572	2.9%	6,718	2.9%
Intangible asset	39,317	17.3%	43,298	18.6%
Others	6,480	2.9%	7,293	3.1%
Total Asset	226,660	100.0%	233,225	100.0%
Short-term borrowings	14,243	6.3%	5,107	2.2%
Account payable	71,641	31.6%	68,708	29.5%
Other current liabilities	57,135	25.2%	62,568	26.8%
Total Current Liabilities	143,019	63.1%	136,383	58.5%
Long-term Debt	4,903	2.2%	13,838	5.9%
Other Liabilities	3,705	1.6%	4,512	1.9%
Total Liabilities	151,628	66.9%	154,733	66.3%
Total Shareholders' Equity	75,032	33.1%	78,492	33.7%

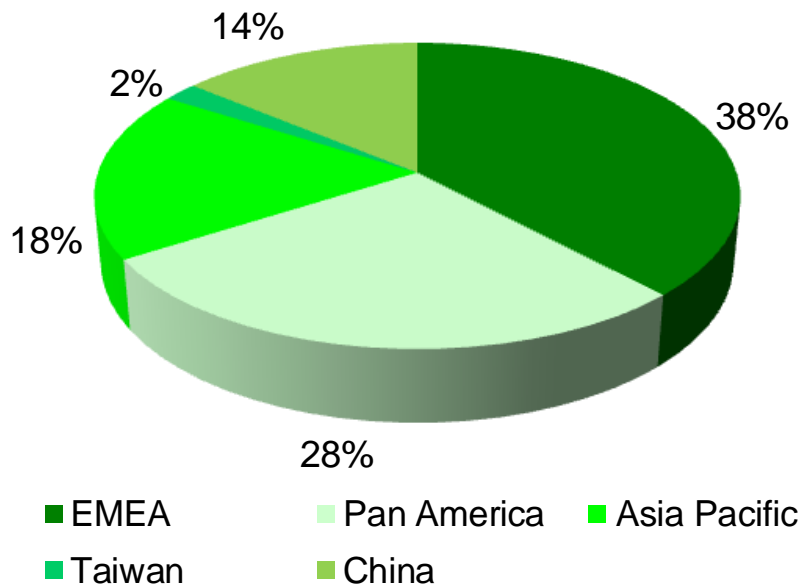
Unaudited Consolidated Balance Sheet (YoY Comparison)

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

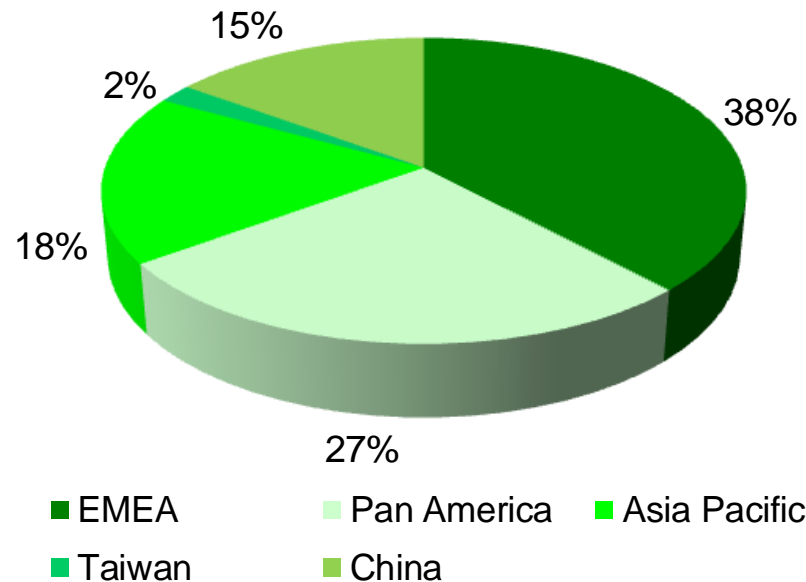
(NT\$ mn)	4Q12		4Q11	
Current Assets				
Cash and cash equivalence	50,613	22.3%	58,093	23.4%
Notes & Account receivable	68,474	30.2%	83,643	33.7%
Financial Assets-Current	387	0.2%	1,220	0.5%
Inventory	43,337	19.1%	39,994	16.1%
Others	8,030	3.5%	12,780	5.1%
Total Current Assets	170,841	75.4%	195,730	78.8%
Long-term Investment	3,450	1.5%	3,795	1.5%
Property, plant and equipment, net	6,572	2.9%	6,763	2.7%
Intangible asset	39,317	17.3%	35,351	14.2%
Others	6,480	2.9%	6,669	2.7%
Total Asset	226,660	100.0%	248,308	100.0%
Short-term borrowings	14,243	6.3%	358	0.1%
Account payable	71,641	31.6%	84,539	34.0%
Other current liabilities	57,135	25.2%	61,143	24.6%
Total Current Liabilities	143,019	63.1%	146,040	58.8%
Long-term Debt	4,903	2.2%	24,405	9.8%
Other Liabilities	3,705	1.6%	2,112	0.9%
Total Liabilities	151,628	66.9%	172,556	69.5%
Total Shareholders' Equity	75,032	33.1%	75,752	30.5%

IT Product Revenue Breakdown by Geography

Q4, 2012
US\$3,367M
(NT\$98,363 M)



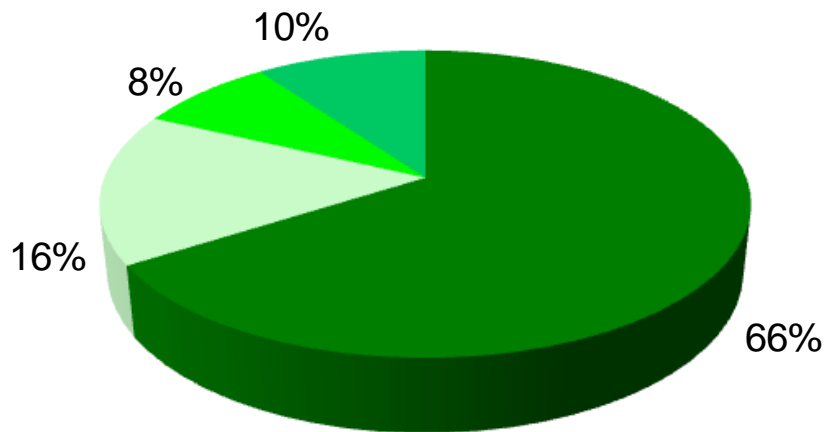
Q4, 2011
US\$4,103M
(NT\$124,166 M)



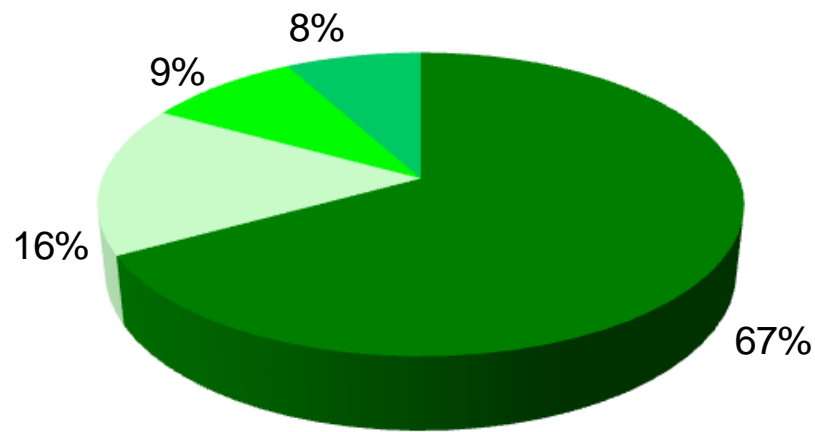
IT Product Revenue Breakdown

Q4, 2012
US\$3,367M
(NT\$98,363 M)

Q4, 2011
US\$4,103M
(NT\$124,166 M)



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Thank you

