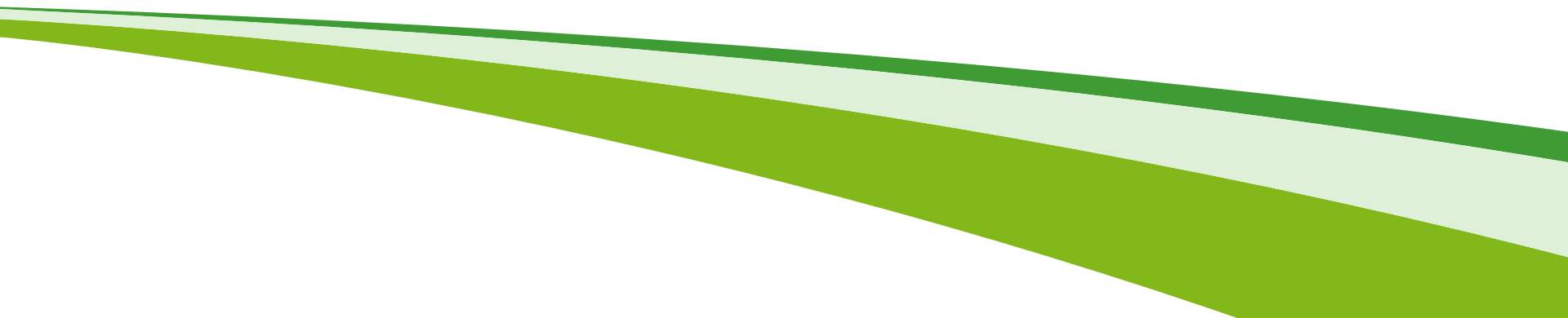




# 2014 Fourth Quarter Earnings

March 30, 2015



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# 4Q 2014 Consolidated Income Statement

(NT\$ million)	4Q14		3Q14		QoQ Change	4Q13		YoY Change
<b>Revenue</b>	<b>85,937</b>	<b>100.0%</b>	<b>85,686</b>	<b>100.0%</b>	<b>0.3%</b>	<b>86,636</b>	<b>100.0%</b>	<b>-0.8%</b>
<b>Realized Gross Profit</b>	<b>7,361</b>	<b>8.6%</b>	<b>7,679</b>	<b>9.0%</b>	<b>-4.1%</b>	<b>966</b>	<b>1.1%</b>	<b>661.7%</b>
Operating Expenses	6,640	7.7%	6,607	7.7%	0.5%	9,336	10.8%	-28.9%
<b>Operating Income</b>	<b>814</b>	<b>0.9%</b>	<b>1,104</b>	<b>1.3%</b>	<b>-26.2%</b>	<b>(8,255)</b>	<b>-9.5%</b>	<b>N.A.</b>
Non-Operating Income	76	0.1%	(54)	-0.1%	N.A.	(99)	-0.1%	N.A.
<b>Profit Before Tax</b>	<b>890</b>	<b>1.0%</b>	<b>1,050</b>	<b>1.2%</b>	<b>-15.2%</b>	<b>(8,355)</b>	<b>-9.6%</b>	<b>N.A.</b>
<b>Profit After Tax</b>	<b>654</b>	<b>0.8%</b>	<b>651</b>	<b>0.8%</b>	<b>0.5%</b>	<b>(7,571)</b>	<b>-8.7%</b>	<b>N.A.</b>
<b>EPS (NT\$)</b>	<b>0.24</b>		<b>0.24</b>			<b>(2.78)</b>		

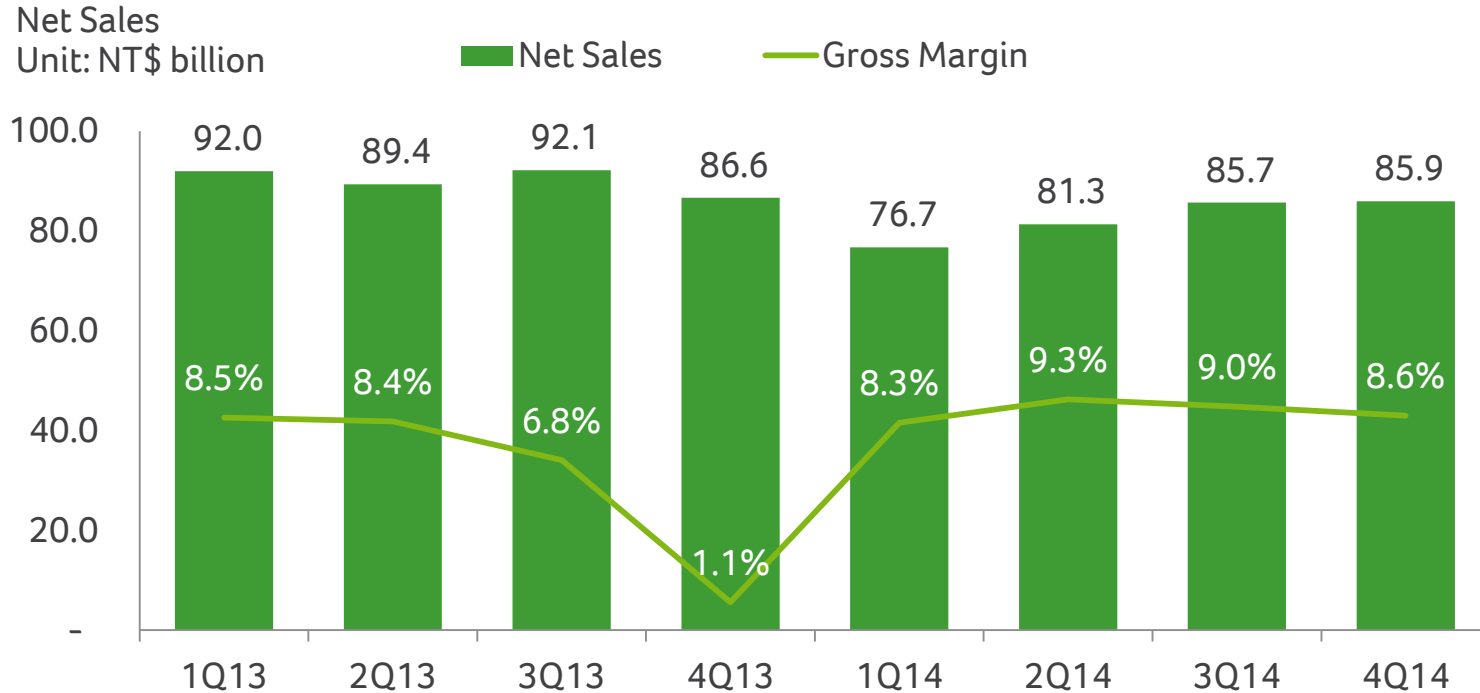
Note: Realized Gross Profit includes warranty

# 2014 Consolidated Income Statement

(NT\$ million)	2014		2013		YoY Change
<b>Revenue</b>	<b>329,684</b>	<b>100.0%</b>	<b>360,132</b>	<b>100.0%</b>	<b>-8.5%</b>
<b>Realized Gross Profit</b>	<b>28,942</b>	<b>8.8%</b>	<b>22,550</b>	<b>6.3%</b>	<b>28.3%</b>
<b>Operating Expenses</b>	<b>26,567</b>	<b>8.1%</b>	<b>34,194</b>	<b>9.5%</b>	<b>-22.3%</b>
Operating Income	2,708	0.8%	(11,410)	-3.2%	N.A.
<b>Non-Operating Income</b>	<b>(93)</b>	<b>0.0%</b>	<b>(9,654)</b>	<b>-2.7%</b>	<b>N.A.</b>
Profit Before Tax	2,614	0.8%	(21,064)	-5.8%	N.A.
<b>Profit After Tax</b>	<b>1,791</b>	<b>0.5%</b>	<b>(20,519)</b>	<b>-5.7%</b>	<b>N.A.</b>
<b>EPS (NT\$)</b>	<b>0.66</b>		<b>(7.54)</b>		

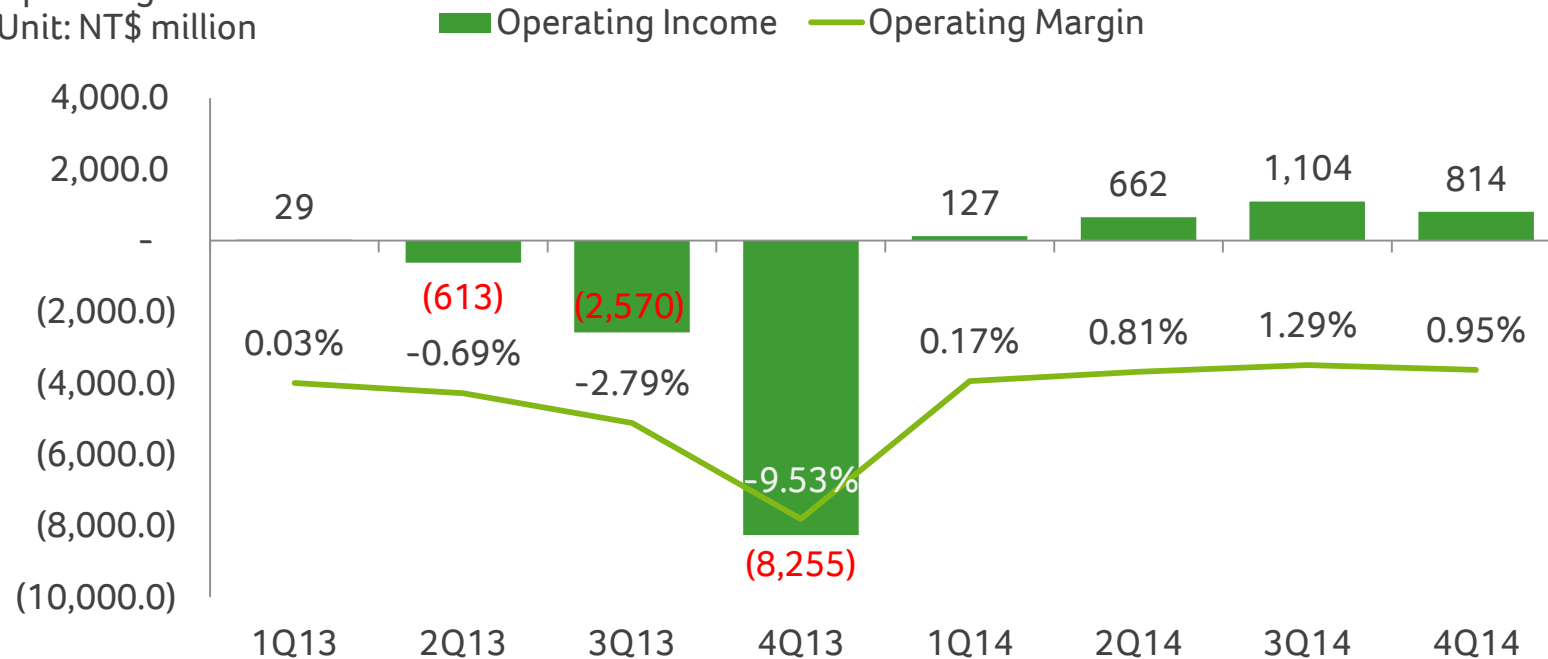
Note: Realized Gross Profit includes warranty

# Net Sales and Gross Margin Trend



# Operating Income and Operating Margin Trend

Operating Income  
Unit: NT\$ million



# Consolidated Balance Sheet

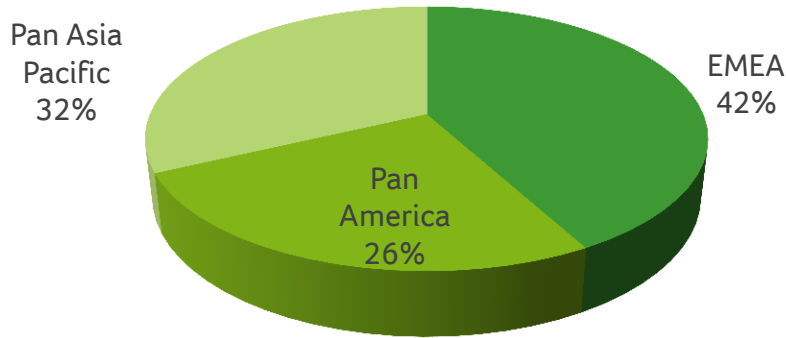
(NT\$ million)	Dec-14		Sep-14		Dec-13	
Cash and cash equivalents	47,559	25%	39,245	20%	42,984	23%
Notes & Accounts receivable	59,192	31%	66,812	34%	62,104	33%
Inventories	36,600	19%	39,795	20%	35,566	19%
<b>Total Current Assets</b>	<b>150,885</b>	<b>79%</b>	<b>153,850</b>	<b>79%</b>	<b>147,089</b>	<b>77%</b>
Long-term Investment	4,002	2%	3,977	2%	3,077	2%
Property, plant and equipment	5,484	3%	5,604	3%	6,134	3%
Intangible asset	26,728	14%	26,057	13%	28,720	15%
Others	3,996	2%	4,868	3%	5,480	3%
<b>Total Assets</b>	<b>191,095</b>	<b>100%</b>	<b>194,356</b>	<b>100%</b>	<b>190,500</b>	<b>100%</b>
Short-term loan	7,552	4%	7,202	4%	2,190	1%
Notes & Accounts payable	54,838	29%	58,925	30%	55,218	29%
<b>Total Current Liabilities</b>	<b>117,756</b>	<b>62%</b>	<b>121,471</b>	<b>62%</b>	<b>113,688</b>	<b>60%</b>
<b>Total Liabilities</b>	<b>130,465</b>	<b>68%</b>	<b>136,404</b>	<b>70%</b>	<b>134,248</b>	<b>70%</b>
<b>Total Shareholders' Equity</b>	<b>60,628</b>	<b>32%</b>	<b>57,949</b>	<b>30%</b>	<b>56,249</b>	<b>30%</b>

Notes: Total outstanding common shares: 2,739,821,538 shares; Book value per share NT\$ 22.13

# Quarterly Revenue Breakdown by Geography

## IT Product in Q4, 2014

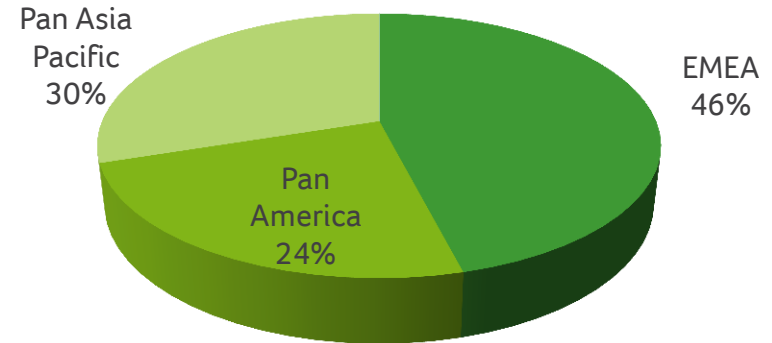
■ EMEA   ■ Pan America   ■ Pan Asia Pacific



**NT\$ 82,416 Million**

## IT Product in Q4, 2013

■ EMEA   ■ Pan America   ■ Pan Asia Pacific



**NT\$ 83,267 Million**

Notes:

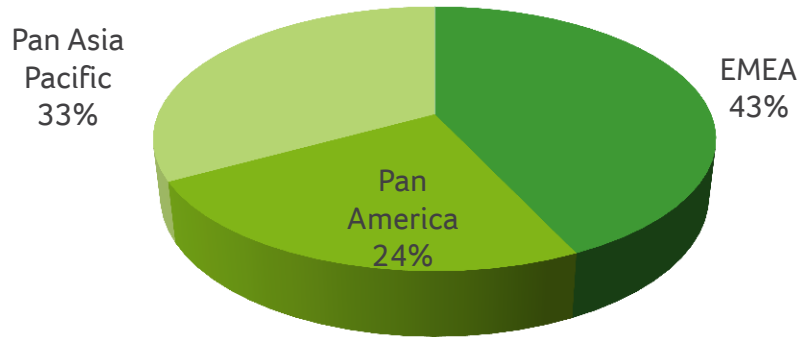
1. Pan Asia Pacific included Asia Pacific, Taiwan, HK, and Mainland China.
2. EMEA means Europe, Middle East and Africa



# Annual Revenue Breakdown by Geography

## IT Product in 2014

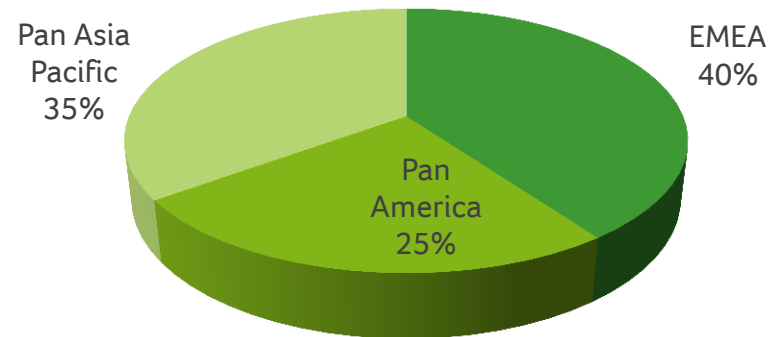
■ EMEA   ■ Pan America   ■ Pan Asia Pacific



**NT\$311.3 Billion**

## IT Product in 2013

■ EMEA   ■ Pan America   ■ Pan Asia Pacific



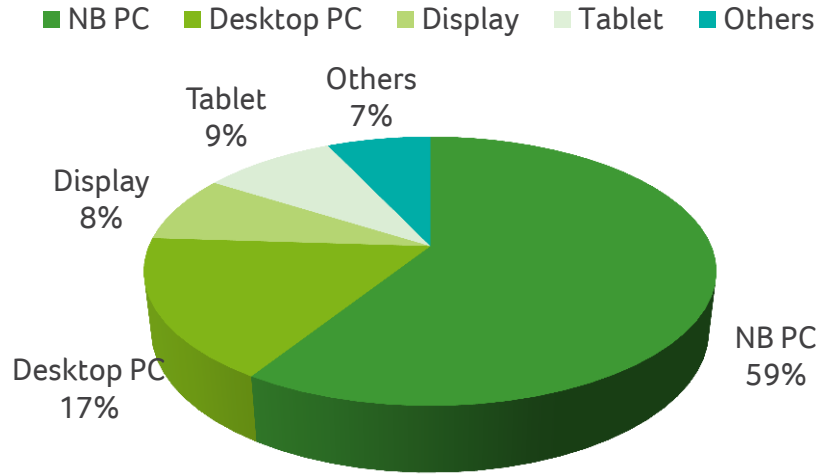
**NT\$346.9 Billion**

### Notes:

1. Pan Asia Pacific included Asia Pacific, Taiwan, HK, and Mainland China.
2. EMEA means Europe, Middle East and Africa

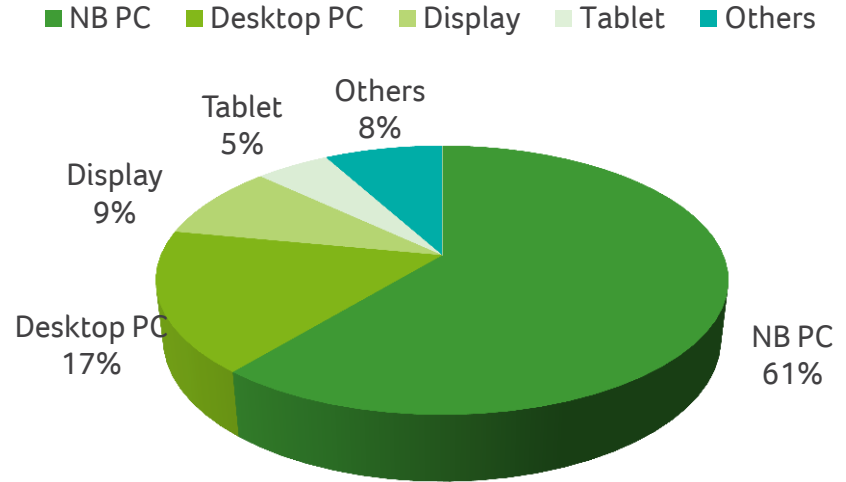
# Quarterly Revenue Breakdown by Application

## IT Product in Q4, 2014



**NT\$ 82,416 Million**

## IT Product in Q4, 2013



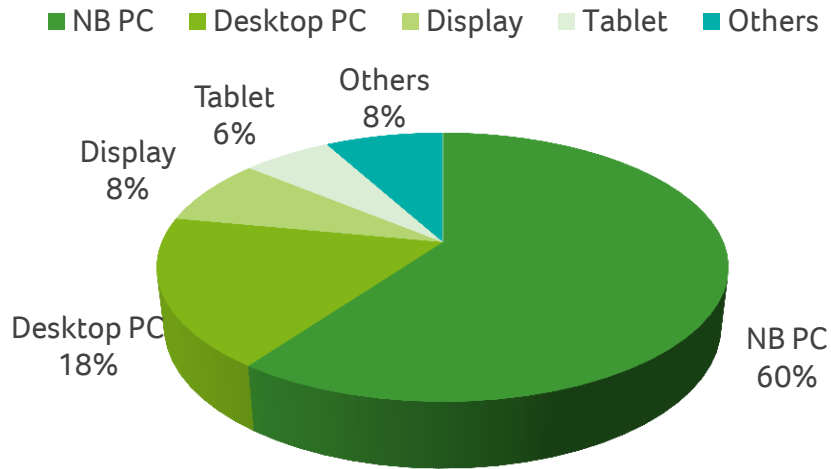
**NT\$ 83,267 Million**

Notes:

1. Desktop PC excludes Displays
2. Others include servers, projector, and IA Products

# Annual Revenue Breakdown by Application

## IT Product in 2014

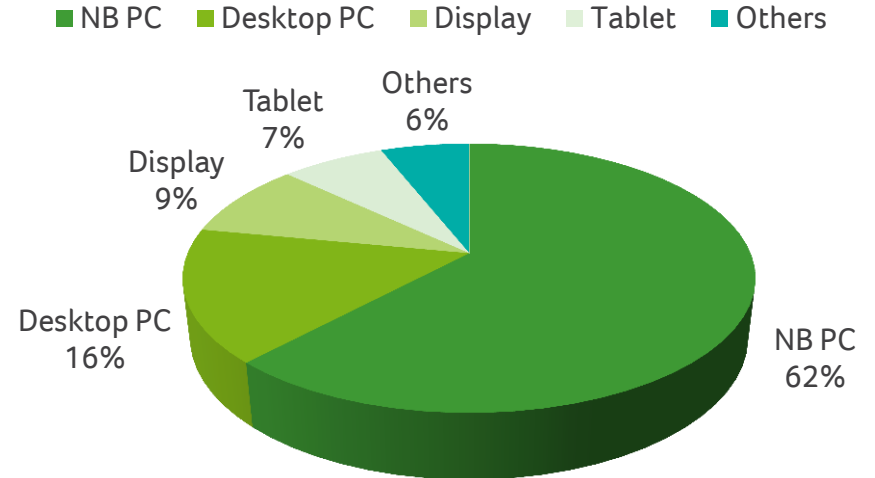


**NT\$311.3 Billion**

Notes:

1. Desktop PC excludes Displays
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## IT Product in 2013



**NT\$346.9 Billion**



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[Investor.relations@acer.com](mailto:Investor.relations@acer.com)