

宏碁公司

97年第一季 法人說明會

97年04月23日

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公開聲明

- ❑ 本簡報所提供之公司營運及策略相關資訊，並不作為股東及投資人買賣宏碁及其子公司有價證券之投資建議。
- ❑ 本簡報內容所提及公司對未來營運之預測與看法，主要以目前市場已知或可得到的資訊、數據為依據。
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合併財務報告

第一季簡易合併損益表

(ROC GAAP比較基礎)

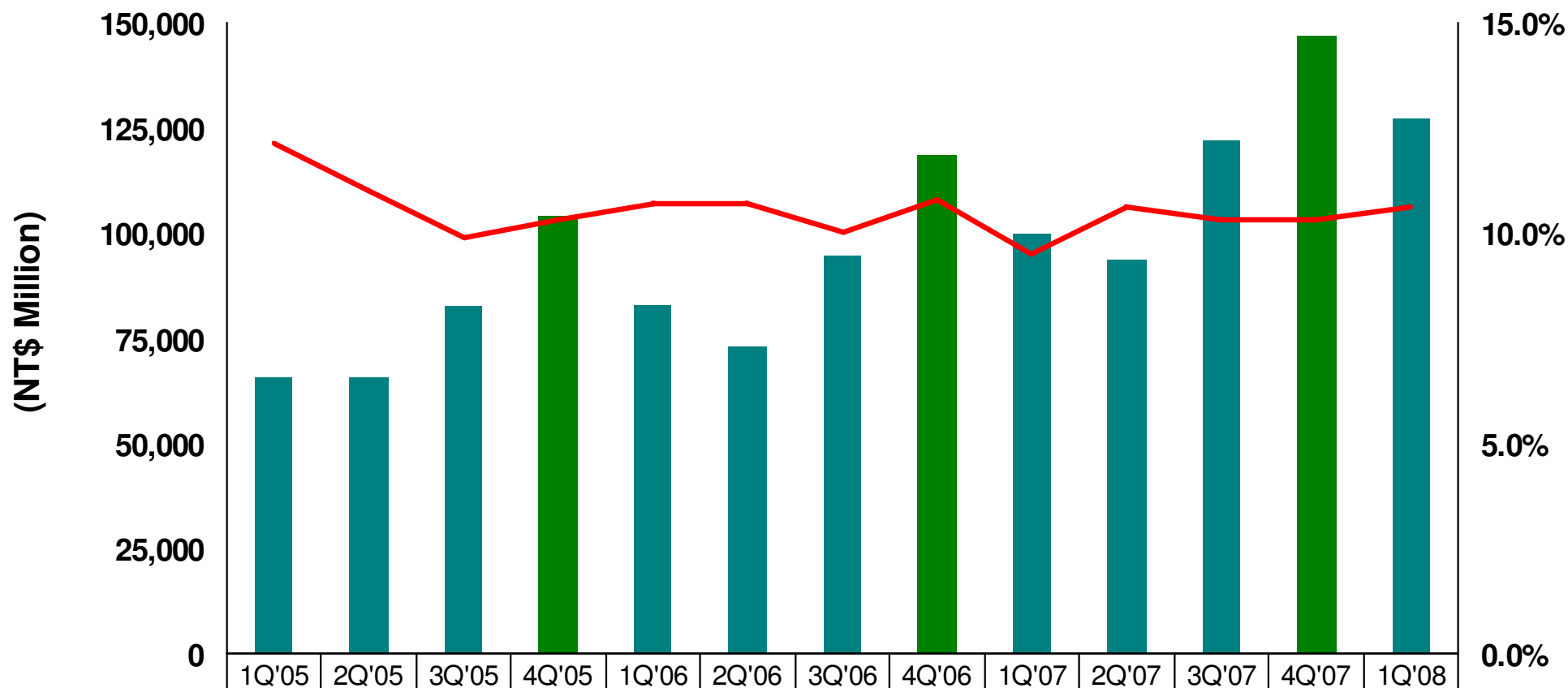
(新台幣百萬)	2008年 第一季		2007年 第一季		成長
營業收入	127,376	100%	99,513	100%	+28%
毛利	13,465	10.6%	9,458	9.5%	+42%
營業費用	10,727	8.4%	7,510	7.5%	+43%
營業淨利- GAAP	2,738	2.2%	1,947	2.0%	+41%
營業淨利- 不考慮員工分紅及董監酬勞費用化	3,256	2.6%			+67%
營業外淨利	565	0.4%	4,341	4.4%	
稅前淨利	3,303	2.6%	6,289	6.3%	
稅後淨利	<u>2,952</u>	2.3%	<u>5,663</u>	5.7%	
EPS	<u>1.25</u>		<u>2.40</u>		

Note: (a) 2008年第一季數據未經會計師正式審核, 且含 Gateway

(b) 2008年第一季費用在不考慮員工分紅及董監酬勞費用化, 營業淨利為NT\$3,256M, 稅後淨利為NT\$3,470M

合併營收與毛利率

2008年第一季營收年成長率: +28% Y/Y

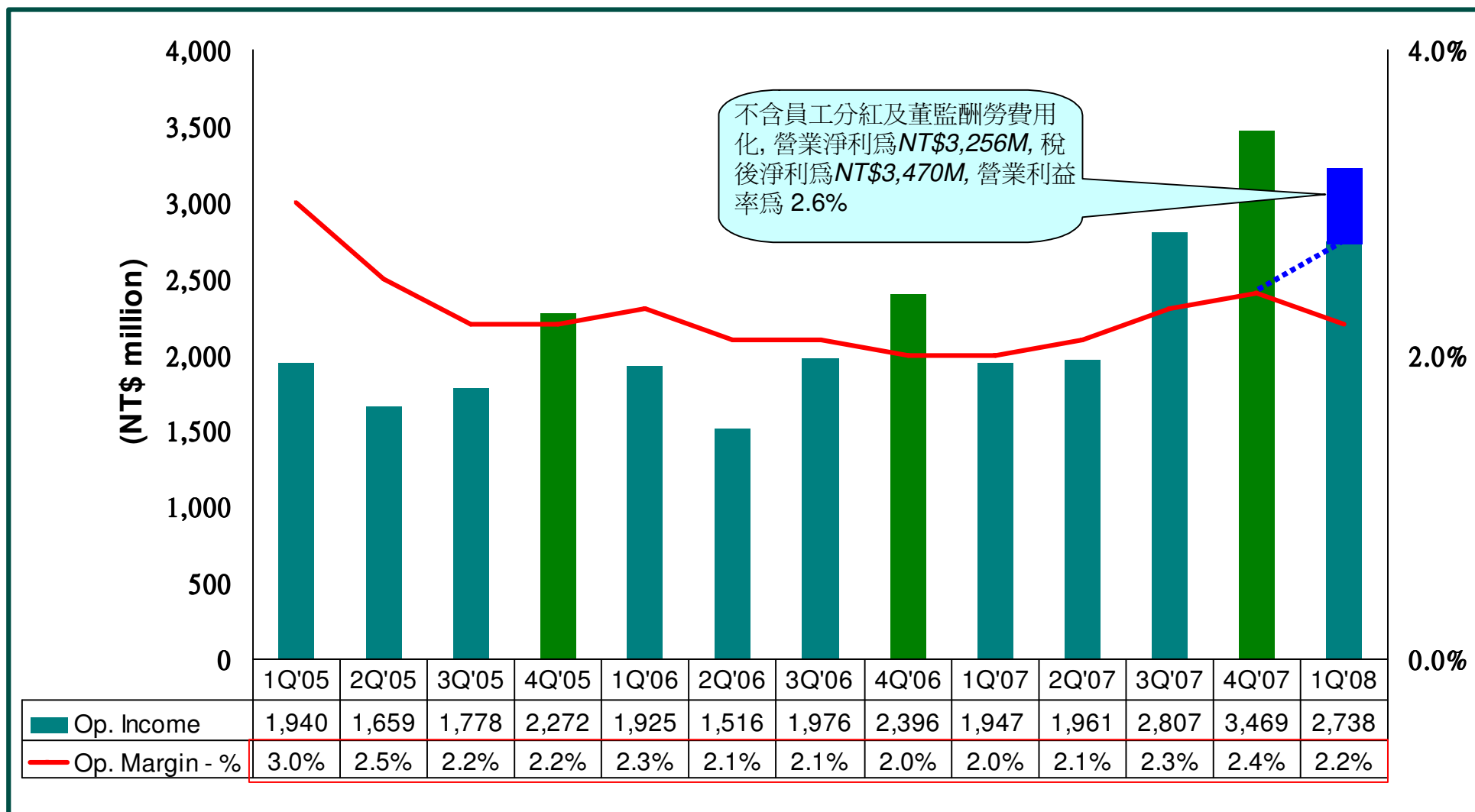


	1Q'05	2Q'05	3Q'05	4Q'05	1Q'06	2Q'06	3Q'06	4Q'06	1Q'07	2Q'07	3Q'07	4Q'07	1Q'08
Revenue	65,710	65,676	82,518	104,184	82,996	72,855	94,726	118,516	99,513	93,520	121,934	147,099	127,376
Gross Margin	12.1%	11.0%	9.9%	10.3%	10.7%	10.7%	10.0%	10.8%	9.5%	10.6%	10.3%	10.3%	10.6%
Revenue Growth	33%	35%	47%	47%	26%	11%	15%	14%	20%	28%	29%	24%	28%

Note: The figures include Gateway since 4Q'07



合併營業淨利



Note: (a)2005年第一季含一特別交易

(b) 從2007年第四季起, 含Gateway

合併資產負債表

(新台幣百萬)

2008年3月31日

2008年12月31日

流動資產

現金及約當現金	32,988	14%	37,945	16%
應收票券及帳款	103,230	43%	102,406	42%
備供出售金融資產-流動	2,152	1%	3,107	1%
存貨	37,465	16%	33,816	14%
其他	12,258	5%	14,352	6%
流動資產總計	188,093	79%	191,626	79%

長期投資

長期投資	10,391	4%	11,203	5%
不動產及機器設備廠房	11,250	5%	12,442	5%
無形資產	25,389	11%	25,926	11%
其他	2,466	1%	2,086	

總資產

總資產	237,589	100%	243,283	100%
應付帳款	80,890	34%	81,453	33%
其他流動負債	61,607	26%	61,390	25%
流動負債總計	142,497	60%	142,843	59%
長期負債	12,407	5%	16,791	7%
總負債	161,198	68%	165,874	68%
股東權益	76,390	32%	77,409	32%



轉投資事業

	持股比重 %	市值 (新台幣百萬)	淨值 (新台幣百萬)	潛在獲利 (Apr. 22,2008)
主要持股				
明基	4.82%	1,977	1,384	593
緯創	9.13%	7,227	3,000	4,227
鴻海	0.01%	171	21	149
中華開發	0.12%	185	140	46
其他*		6,837	4,853	1,984
總計		16,397	9,398	6,999

註: 以上數字以2008年4月22日為基準日

* 其他含創投基金

盈餘分配及員工分紅

◆ 股利政策 (每股元)

年度	每股盈餘	股票股利	現金股利
2003	3.61	0.505	2.525
2004	3.38	0.6	2.3
2005	3.83	0.2	3.0
2006	4.45	0.15	3.85
2007	5.48	0.15	3.60

◆ 員工分紅

年度	總計	股票	現金
2003	8.0%	6.4%	1.6%
2004	8.0%	6.4%	1.6%
2005	8.0%	4.0%	4.0%
2006	8.0%	3.52%	4.48%
2007	7.5%	2.83%	4.67%

Business Review

Gianfranco Lanci

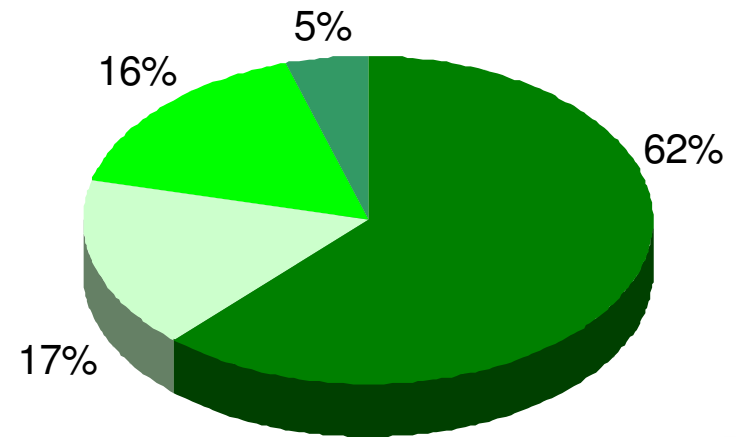
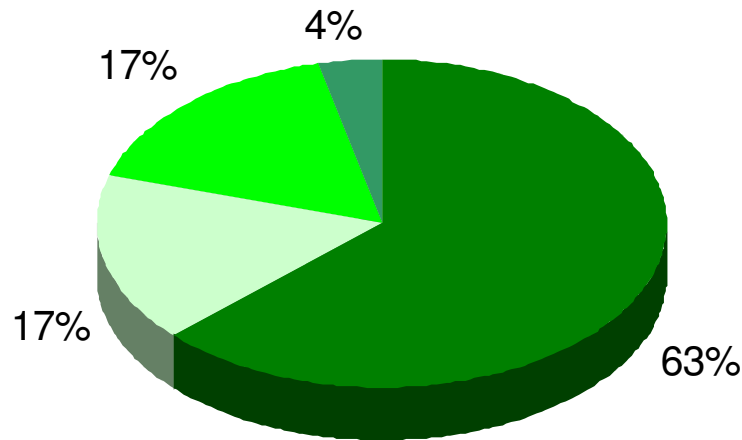
President

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Brand Products Revenue Breakdown

Q1, 2008
US\$3,912M
(NT\$123,245 M)

Q1, 2007
US\$2,791M
(NT\$91,856 M)



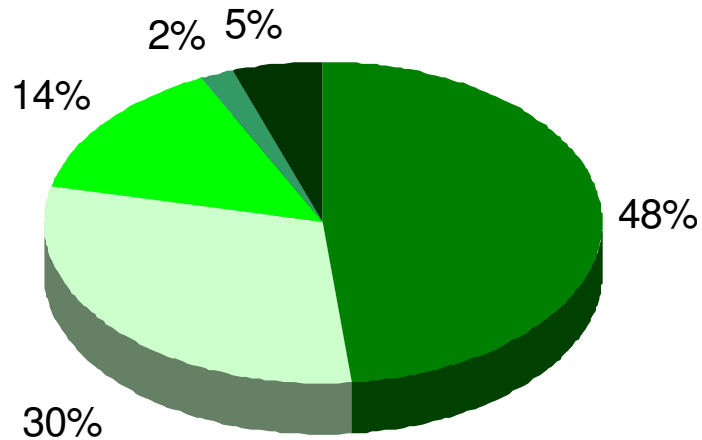
■ Notebook ■ Desktop PC
■ Display ■ Others

■ Notebook ■ Desktop PC
■ Display ■ Others

Note: Others include servers, projector and IA products
IT Product is included Gateway

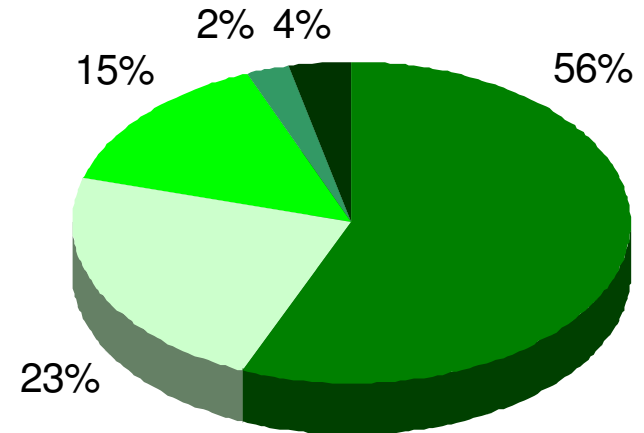
Brand Products Revenue by Geography

Q1, 2008
US\$3,912M
(NT\$123,245 M)



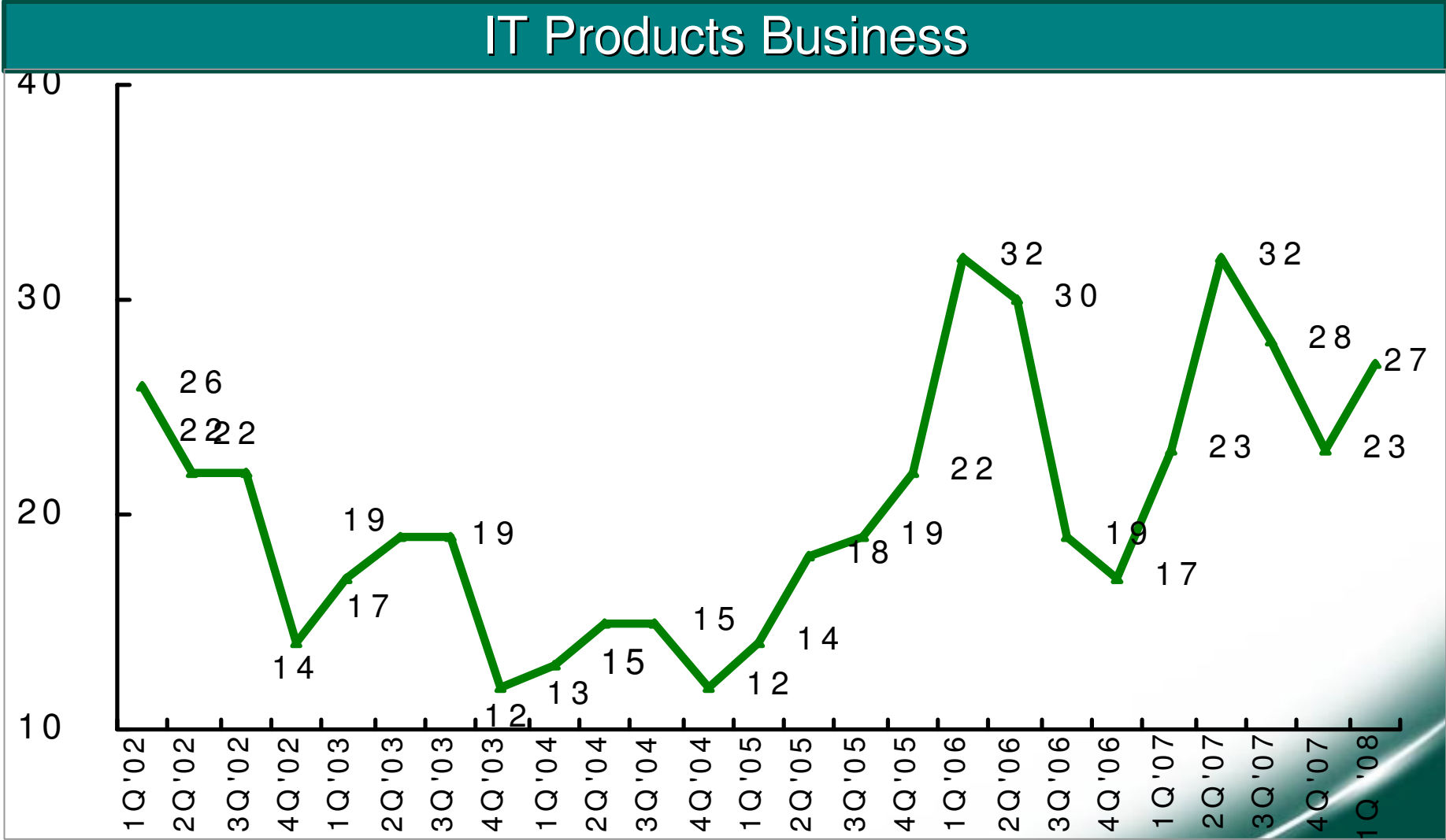
■ EMEA ■ Pan America
 ■ Asia Pacific ■ Taiwan
 ■ China

Q1, 2007
US\$2,791M
(NT\$91,856 M)



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

Inventory Turnover Days (ADS)




Acer Business Status & Strategy

J.T. Wang

Chairman & CEO

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Q1'08 Top 5 PC Brands Worldwide (Gartner)


Rank		Market Share			Unit Growth
		Q1'08	Q4'07	Q1'07	YOY
1	HP	18.3%	18.7%	17.5%	17.5%
2	Dell	14.9%	14.2%	13.7%	21.8%
3		9.5%	9.5%	8.5%	25.2%
4	Lenovo	6.7%	7.5%	6.3%	20.8%
5	Toshiba	4.3%	3.9%	4.1%	19.3%
Overall Market					12.3%

Source: Gartner Q1'08 preliminary data

Note: Acer data includes Gateway's consumer shipments and Packard Bell's shipments.



Q1'08 Top 5 PC Brands Worldwide (IDC)

Rank		Market Share			Unit Growth
		Q1'08	Q4'07	Q1'07	YOY
1	HP	19.1%	19.1%	18.6%	17.4%
2	Dell	15.7%	14.7%	14.8%	21.6%
3		9.9%	9.4%	8.7%	31.0%
4	Lenovo	6.9%	7.5%	6.6%	21.0%
5	Toshiba	4.4%	3.9%	4.2%	20.6%
Overall Market					14.6%

Source: IDC Q1'08 preliminary data

Note: Acer data includes Gateway's shipments.



Acer Merges E-ten to Enter Mobility Market

1. Merger of E-ten announced on Mar 3, 2008.
2. E-ten has complete competence on smart handheld devices. After merger completion, the synergy gained will be huge – on sales volume and material cost-down. Acer can become a credible alternative vendor for all channels and telecommunication operators in the worldwide market.

3. Notebook PCs and smart handheld devices are going to converge in the coming few years. This M&A will help Acer get ready before the convergence trend gives us pressure. We believe there are a lot of good opportunities for product innovation.
4. The smart handheld device market size is expected to generate more than US\$200B in the foreseeable future. The technology and marketing barriers for this business are considered as high.

Gemstone *Blue* Notebook

Another excellent performance to demonstrate Acer's winning strategy
– Transforming market know-how into mainstream business success.

Gemstone *Blue* Notebook

Key factors of success:

- Acer's innovation has been implemented in a fast and effective way.
- Long-term strategic partnerships with key component suppliers.
- Acer's marketing competence in channel business model works well.

Gemstone *Blue* Notebook

Results:

- Good revenue and profit.
- Gain image as leader of Full HD, 16:9, Blu-ray, 2nd generation Dolby surround sound notebook vendor.
- Acer brand position enhanced.

Expenditure Accrual for Bonus

1. Principle for 2008 accounting accrual

18% of PAT but no more than NT\$500M/quarter.

For example: PAT NT\$2.0B accrual: NT\$360M

PAT NT\$3.5B accrual: NT\$500M

2. We are working on some proposal to further reduce the percentage of PAT by adding stock option program. The support and approval of shareholders will be solicited.