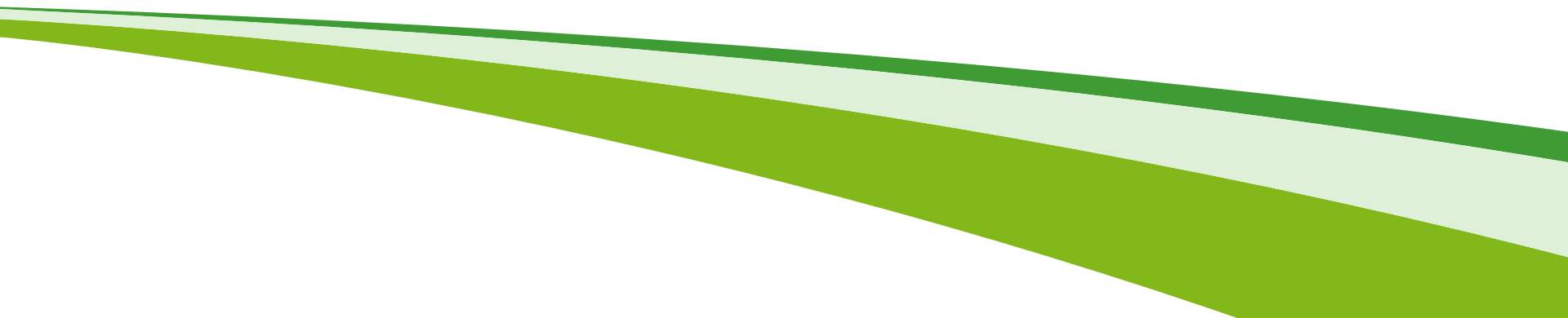




# 2017 First Quarter Earnings

May 2017



# Disclaimer

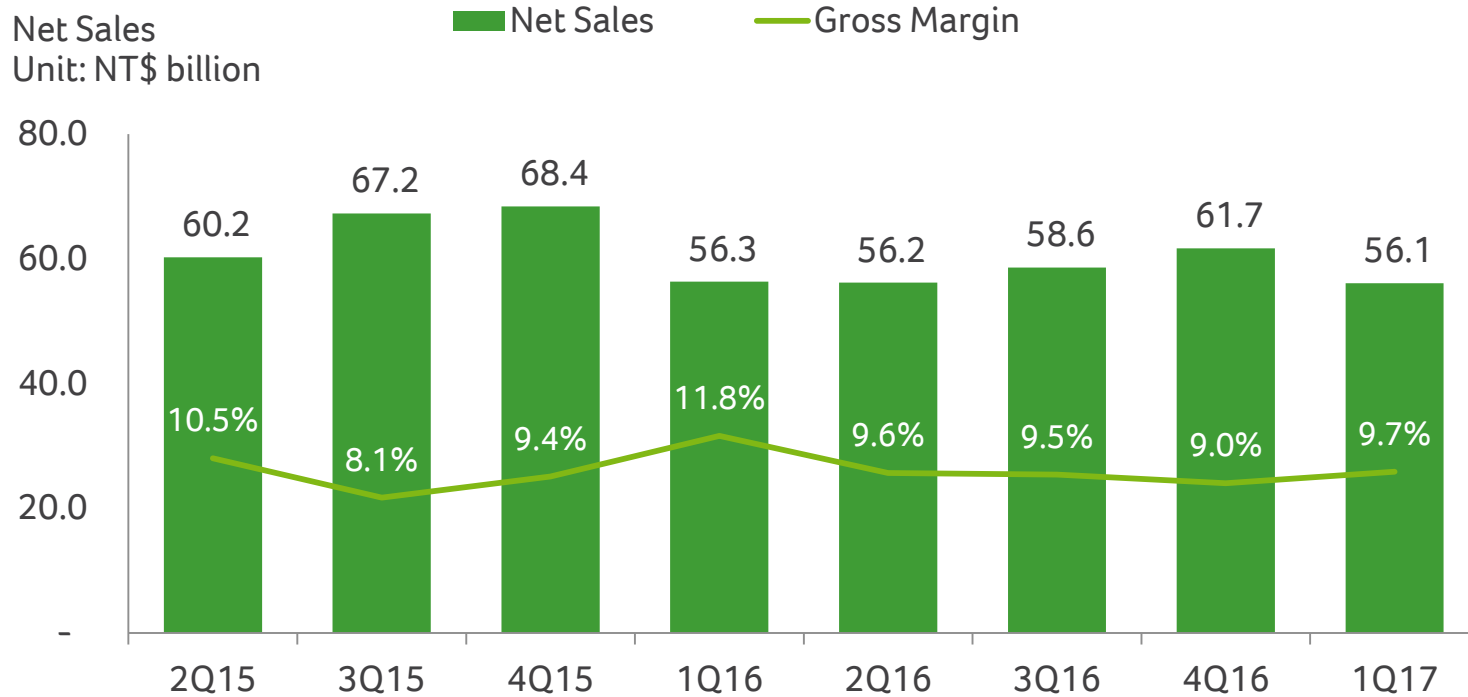
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# Statements of Comprehensive Income – 1Q 2017

(NT\$ million)	1Q17		4Q16		QoQ Change	1Q16		YoY Change
<b>Revenue</b>	<b>56,052</b>	<b>100%</b>	<b>61,654</b>	<b>100%</b>	<b>-9.1%</b>	<b>56,316</b>	<b>100%</b>	<b>-0.5%</b>
<b>Realized Gross Profit</b>	<b>5,425</b>	<b>9.7%</b>	<b>5,564</b>	<b>9.0%</b>	<b>-2.5%</b>	<b>6,671</b>	<b>11.8%</b>	<b>-18.7%</b>
Operating Expenses	4,997	8.9%	5,519	9.0%	-9.5%	5,919	10.5%	-15.6%
<b>Operating Income</b>	<b>456</b>	<b>0.8%</b>	<b>133</b>	<b>0.2%</b>	<b>241.9%</b>	<b>866</b>	<b>1.5%</b>	<b>-47.4%</b>
Non-Operating Income	(513)	-0.9%	(6,070)	-9.8%	N.A.	(789)	-1.4%	N.A.
<b>Profit Before Tax</b>	<b>(57)</b>	<b>-0.1%</b>	<b>(5,937)</b>	<b>-9.6%</b>	<b>N.A.</b>	<b>77</b>	<b>0.1%</b>	<b>N.A.</b>
<b>Profit After Tax</b>	<b>63</b>	<b>0.1%</b>	<b>(5,734)</b>	<b>-9.3%</b>	<b>N.A.</b>	<b>46</b>	<b>0.1%</b>	<b>35.9%</b>
<b>EPS (NT\$)</b>	<b>0.02</b>		<b>(1.89)</b>			<b>0.02</b>		

Note: Realized Gross Profit includes warranty

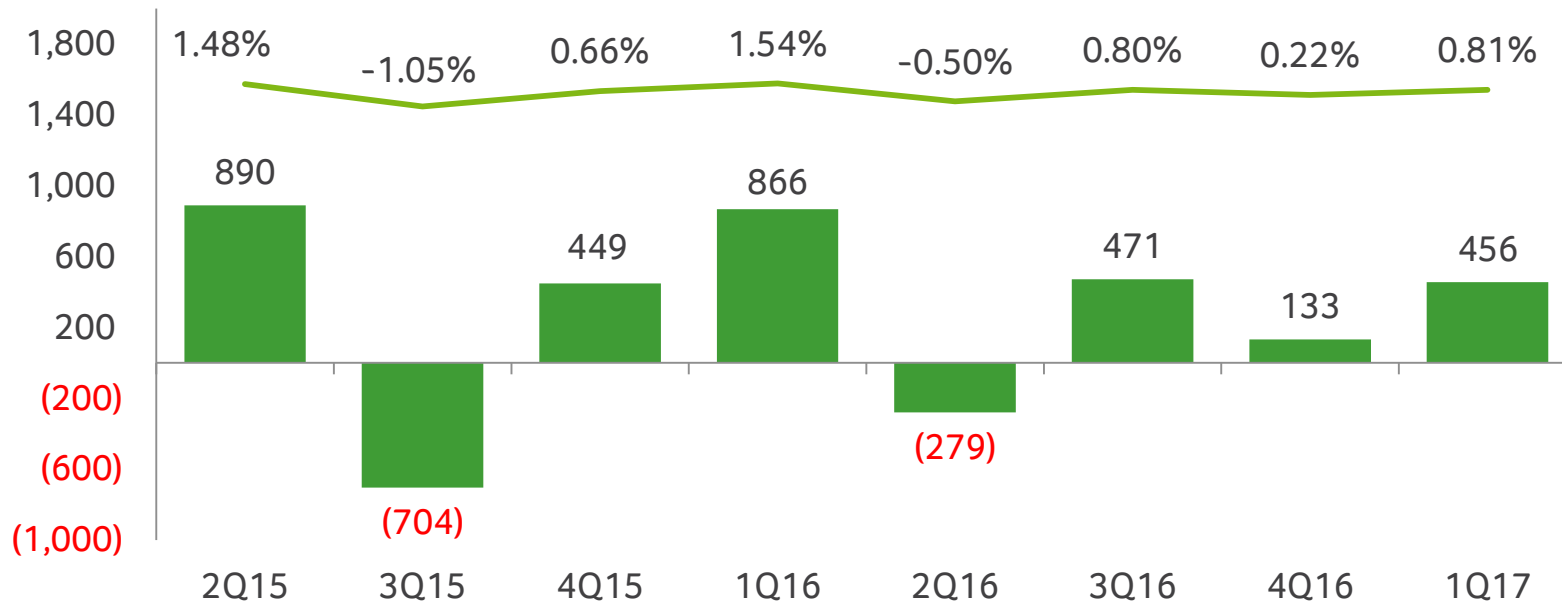
# Net Sales and Gross Margin Trend



# Operating Income and Operating Margin Trend

Operating Income  
Unit: NT\$ million

Operating Income    Operating Margin



# Consolidated Balance Sheet

(NT\$ million)	Mar-17		Dec-16		Mar-16	
Cash and cash equivalents	28,781	20%	44,290	27%	39,199	25%
Notes & Accounts receivable	39,026	27%	44,312	27%	42,990	28%
Inventories	41,792	29%	39,095	24%	30,114	19%
Long-term Investment	5,433	4%	4,938	3%	3,887	2%
Property, plant and equipment	4,182	3%	4,321	3%	4,739	3%
Intangible asset	17,500	12%	18,596	11%	25,890	17%
Others	4,001	3%	3,956	2%	4,033	3%
<b>Total Assets</b>	<b>146,014</b>	<b>100%</b>	<b>165,674</b>	<b>100%</b>	<b>155,818</b>	<b>100%</b>
Short-term loan	4,878	3%	6,103	4%	8,814	6%
Notes & Accounts payable	33,820	23%	52,870	32%	31,886	20%
<b>Total Current Liabilities</b>	<b>83,275</b>	<b>57%</b>	<b>105,422</b>	<b>64%</b>	<b>87,223</b>	<b>56%</b>
Long-term loan	5,100	3%	-	-	-	-
<b>Total Liabilities</b>	<b>91,011</b>	<b>62%</b>	<b>107,996</b>	<b>65%</b>	<b>90,541</b>	<b>58%</b>
<b>Total Shareholders' Equity*</b>	<b>55,003</b>	<b>38%</b>	<b>57,678</b>	<b>35%</b>	<b>65,277</b>	<b>42%</b>

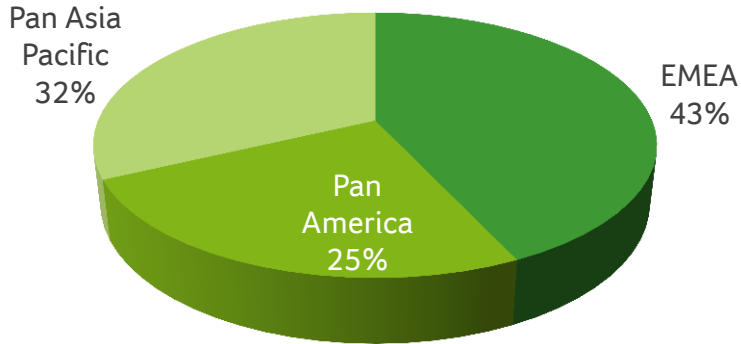
Notes:

1. Total outstanding common shares: 3,034,256,538 shares; Book value per share NT\$ 18.13
2. \*Total Shareholders' Equity includes Non-Controlling Interests

# Quarterly Revenue Breakdown by Geography

## IT Hardware Product in Q1 2017

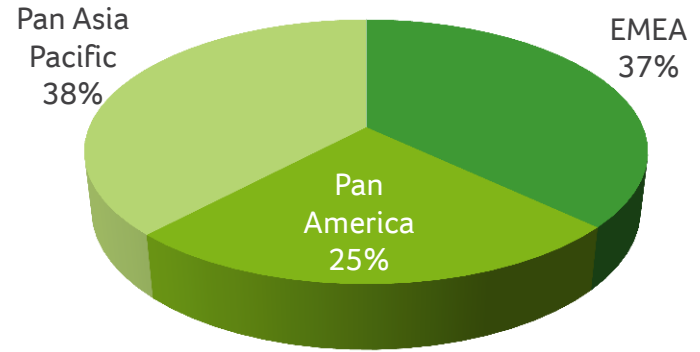
■ EMEA   ■ Pan America   ■ Pan Asia Pacific



**NT\$ 52,775 Million**

## IT Hardware Product in Q1 2016

■ EMEA   ■ Pan America   ■ Pan Asia Pacific



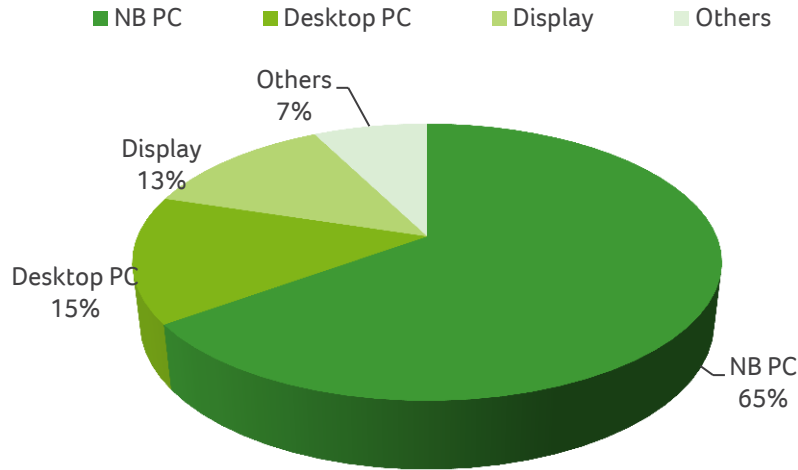
**NT\$ 53,325 Million**

Notes:

1. Pan Asia Pacific includes Asia Pacific, Japan, Taiwan, Hong Kong, and Mainland China.
2. EMEA includes Europe, Middle East and Africa

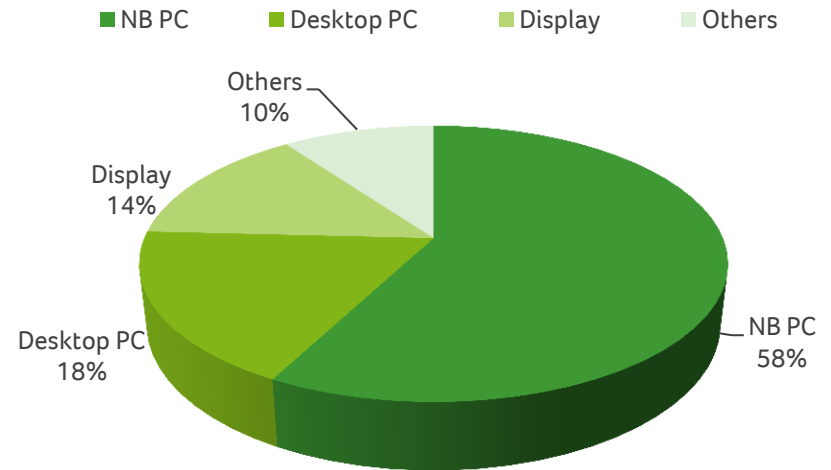
# Quarterly Revenue Breakdown by Application

## IT Hardware Product in Q1 2017



**NT\$ 52,775 Million**

## IT Hardware Product in Q1 2016



**NT\$ 53,325 Million**

### Notes:

1. NB includes detachable 2-in-1 NB PC.
2. Desktop PC excludes displays.
3. Display includes desktop monitor and projector.
4. Others include servers, android tablet, smartphone, service, and accessories.





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