



# 2018 First Quarter Earnings

May 2018

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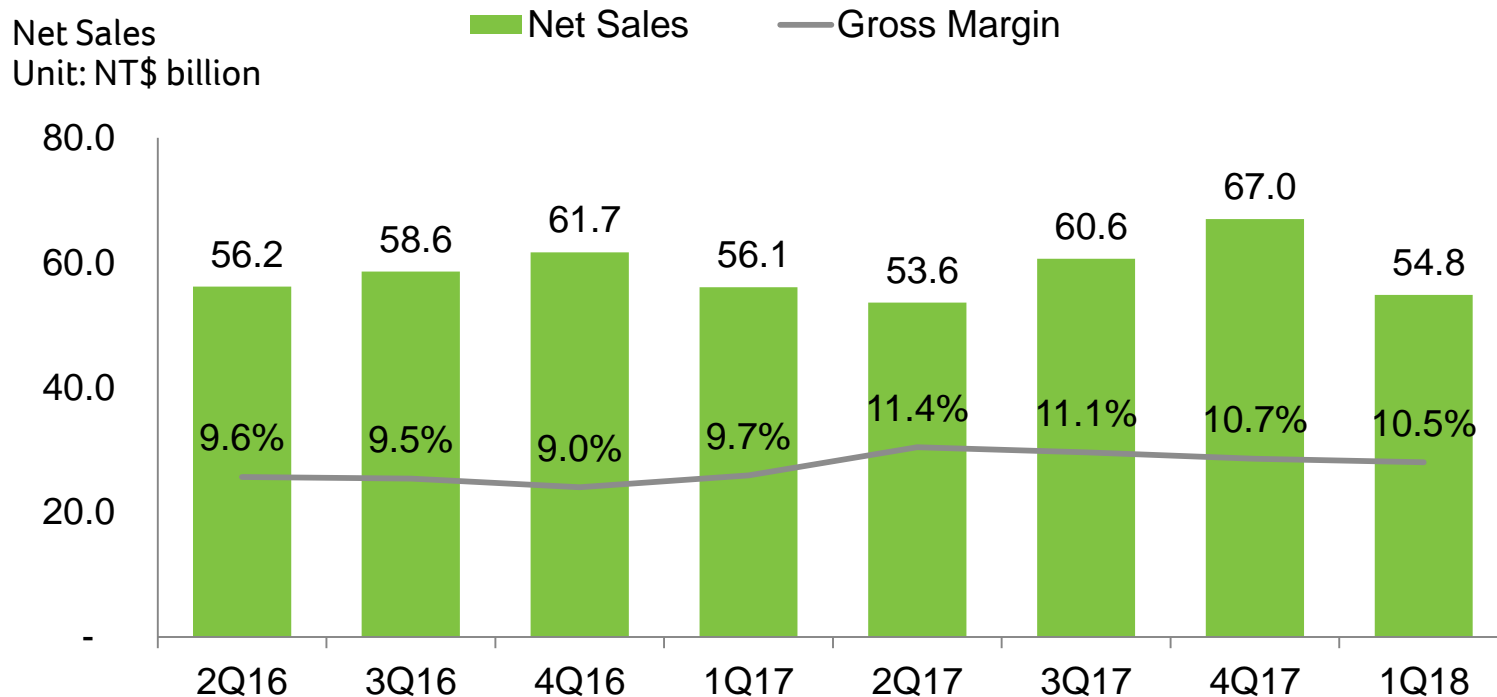
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# Statements of Comprehensive Income - 1Q 2018

(NT\$ million)	1Q18		4Q17		QoQ Change	1Q17		YoY Change
<b>Revenue</b>	<b>54,804</b>	<b>100%</b>	<b>67,039</b>	<b>100%</b>	<b>-18.3%</b>	<b>56,052</b>	<b>100%</b>	<b>-2.2%</b>
<b>Realized Gross Profit</b>	<b>5,758</b>	<b>10.5%</b>	<b>7,148</b>	<b>10.7%</b>	<b>-19.4%</b>	<b>5,425</b>	<b>9.7%</b>	<b>6.1%</b>
Operating Expenses	5,232	9.5%	5,912	8.8%	-11.5%	4,997	8.9%	4.7%
<b>Operating Income</b>	<b>547</b>	<b>1.0%</b>	<b>1,290</b>	<b>1.9%</b>	<b>-57.6%</b>	<b>456</b>	<b>0.8%</b>	<b>20%</b>
Non-Operating Income	477	0.9%	111	0.2%	329.7%	(513)	-0.9%	N.A.
<b>Profit Before Tax</b>	<b>1,024</b>	<b>1.9%</b>	<b>1,401</b>	<b>2.1%</b>	<b>-27%</b>	<b>(57)</b>	<b>-0.1%</b>	<b>N.A.</b>
<b>Profit After Tax</b>	<b>708</b>	<b>1.3%</b>	<b>1,060</b>	<b>1.6%</b>	<b>-33%</b>	<b>63</b>	<b>0.1%</b>	<b>1030%</b>
<b>EPS (NT\$)</b>	<b>0.23</b>		<b>0.35</b>			<b>0.02</b>		

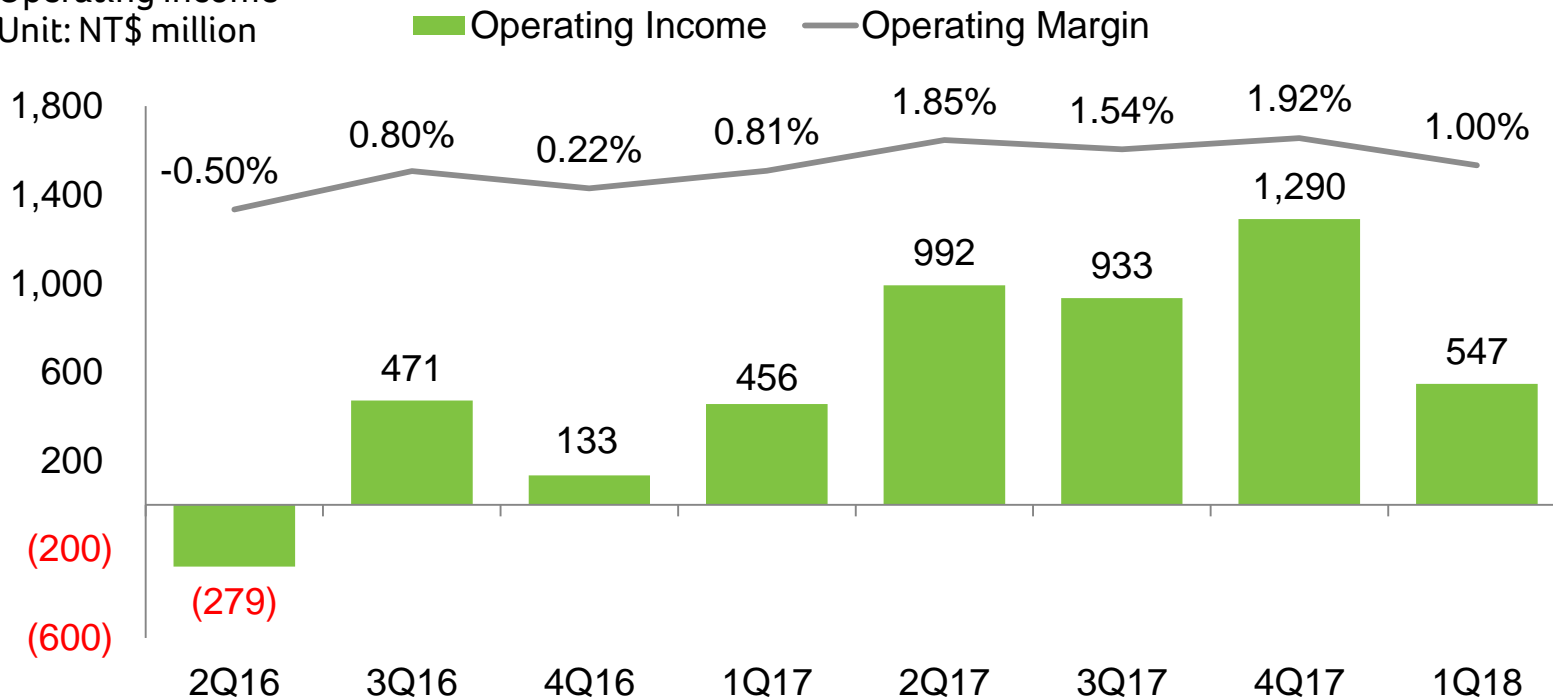
Note: Realized Gross Profit includes warranty

# Net Sales and Gross Margin Trend



# Operating Income and Operating Margin Trend

Operating Income  
Unit: NT\$ million



# Consolidated Balance Sheet

(NT\$ million)	Mar-18		Dec-17		Mar-17	
Cash and cash equivalents	29,382	20%	33,970	22%	28,781	20%
Notes & Accounts receivable	40,759	28%	46,888	30%	39,026	27%
Inventories	39,653	27%	40,079	25%	41,792	29%
Long-term Investment	6,126	4%	6,130	4%	5,433	4%
Property, plant and equipment	4,063	3%	4,107	3%	4,182	3%
Intangible asset	16,847	11%	17,184	11%	17,500	12%
<b>Total Assets</b>	<b>146,804</b>	<b>100%</b>	<b>157,613</b>	<b>100%</b>	<b>146,014</b>	<b>100%</b>
Short-term loan	1,994	1%	3,185	2%	4,878	3%
Notes & Accounts payable	35,768	24%	42,751	27%	33,820	23%
<b>Total Current Liabilities</b>	<b>82,072</b>	<b>56%</b>	<b>93,240</b>	<b>59%</b>	<b>83,275</b>	<b>57%</b>
Long-term loan	3,300	2%	3,300	2%	5,100	3%
<b>Total Liabilities</b>	<b>88,673</b>	<b>60%</b>	<b>99,637</b>	<b>63%</b>	<b>91,011</b>	<b>62%</b>
<b>Total Shareholders' Equity*</b>	<b>58,131</b>	<b>40%</b>	<b>57,975</b>	<b>37%</b>	<b>55,003</b>	<b>38%</b>

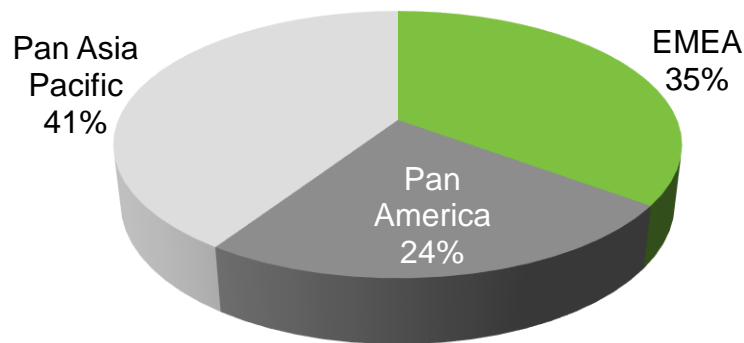
Notes:

1. Total outstanding common shares: 3,029,756,538 shares; Book value per share NT\$ 18.95
2. \*Total Shareholders' Equity includes Non-Controlling Interests

# Quarterly Revenue Breakdown by Geography

Q1 2018

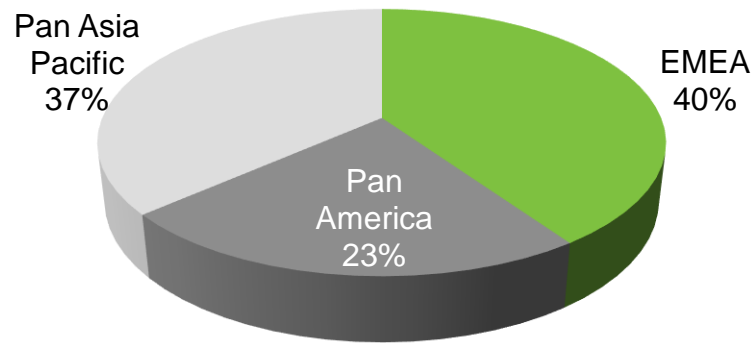
■ EMEA ■ Pan America ■ Pan Asia Pacific



**NT\$ 54,804 Million**

Q1 2017

■ EMEA ■ Pan America ■ Pan Asia Pacific



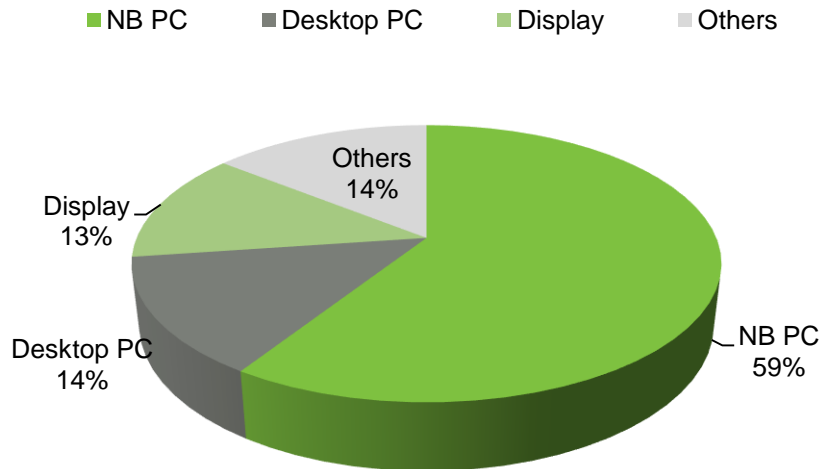
**NT\$ 56,052 Million**

Notes:

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

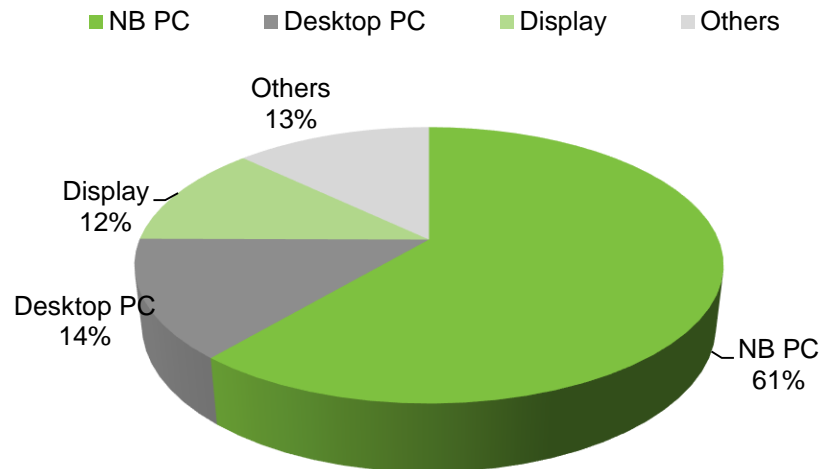
# Quarterly Revenue Breakdown by Application

Q1 2018



**NT\$ 54,804 Million**

Q1 2017



**NT\$ 56,052 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 device, service, accessories, and subsidiaries.





<http://www.acer-group.com>  
[Investor.relations@acer.com](mailto:Investor.relations@acer.com)