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Acer Analyst Debriefing

Taipei July 10, 2020
14:00 - 15:30 [UTC +8]



ACER GROUP BUSINESS UPDATE

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Chairman & CEO
Acer Inc.
July 10th, 2020



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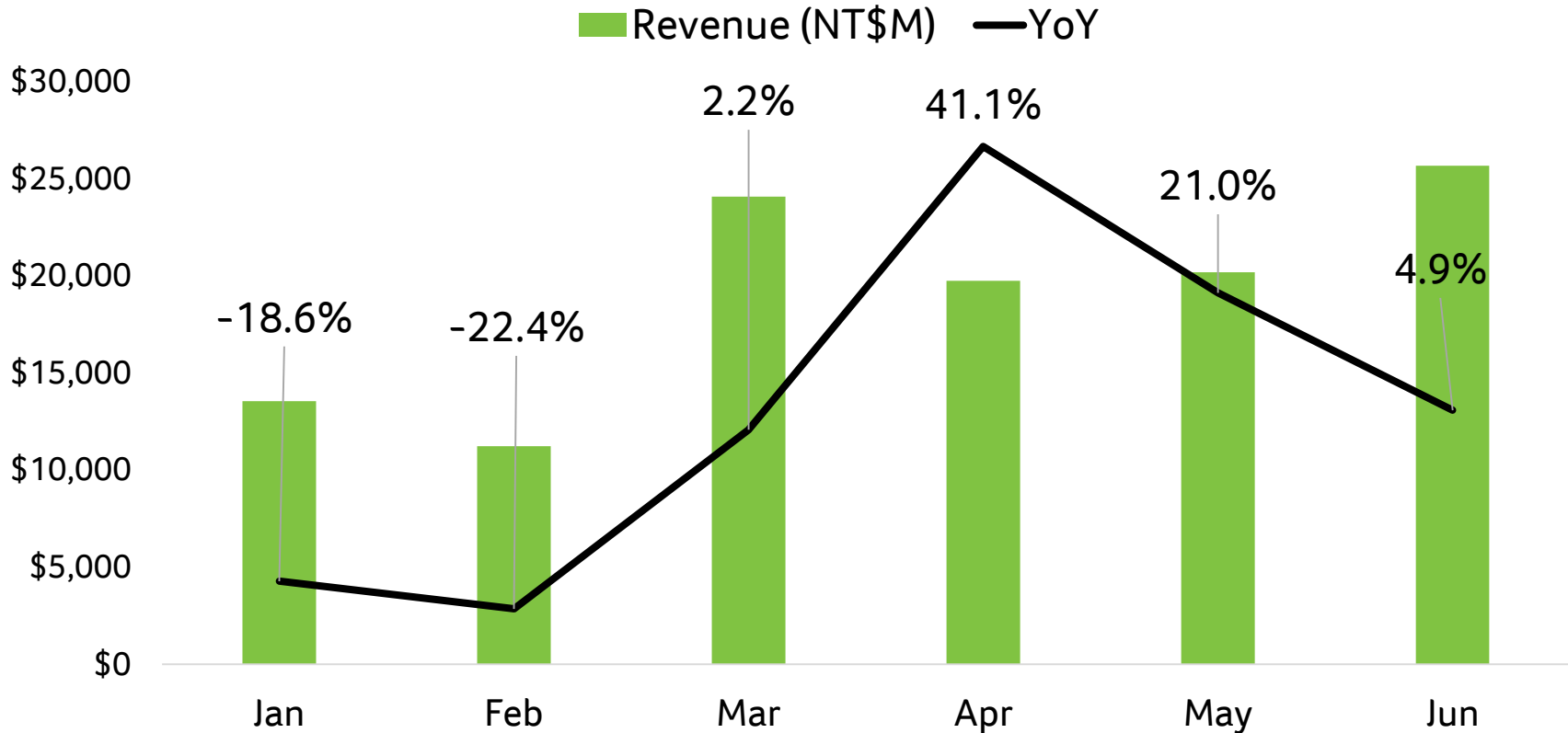
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Financial Results

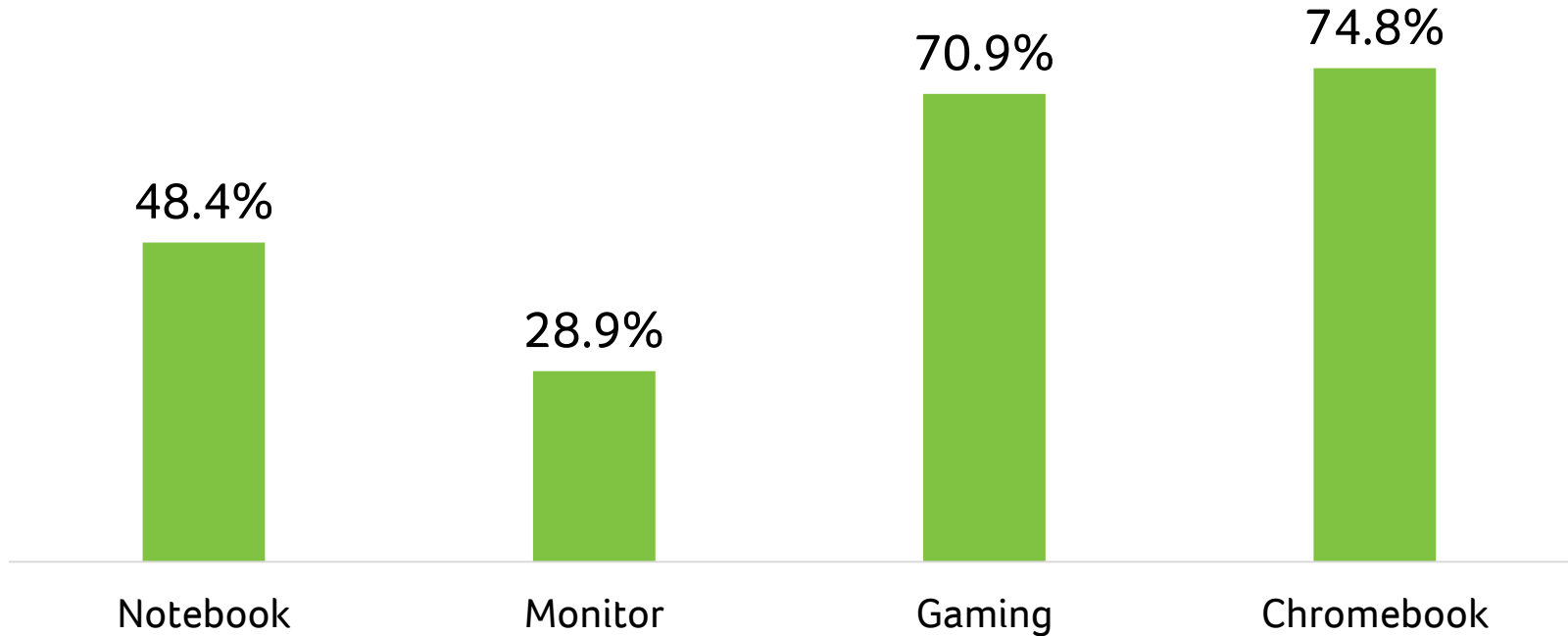
(NTD M)	Q2 '19	Q3 '19	Q4 '19	Q1 '20	Q2 '20
Revenue	55,127	62,870	61,584	48,855	65,602
GP	5,934	6,663	6,347	4,951	
OPEX	5,370	5,910	5,215	4,956	
OI	584	775	1,165	19	
PAT	409	1,176	341	558	
GP%	10.8%	10.6%	10.3%	10.1%	
OPEX%	9.7%	9.4%	8.5%	10.1%	
OI%	1.1%	1.2%	1.9%	0.04%	
PAT%	0.7%	1.9%	0.6%	1.1%	

Velocity of Recovery and Growth



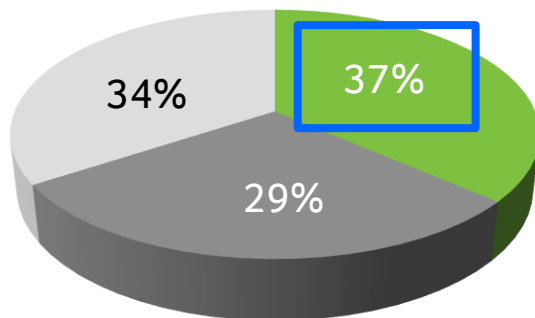
Business Grew across the Board

Q2 Rev. QoQ by Products



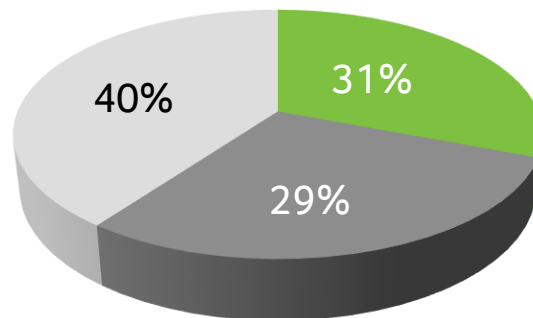
Revenue Breakdown by Geography

Q2 2020



NT\$ 65,602 Million

Q1 2020



NT\$ 48,855 Million

■ Pan Asia Pacific ■ Pan America ■ EMEA

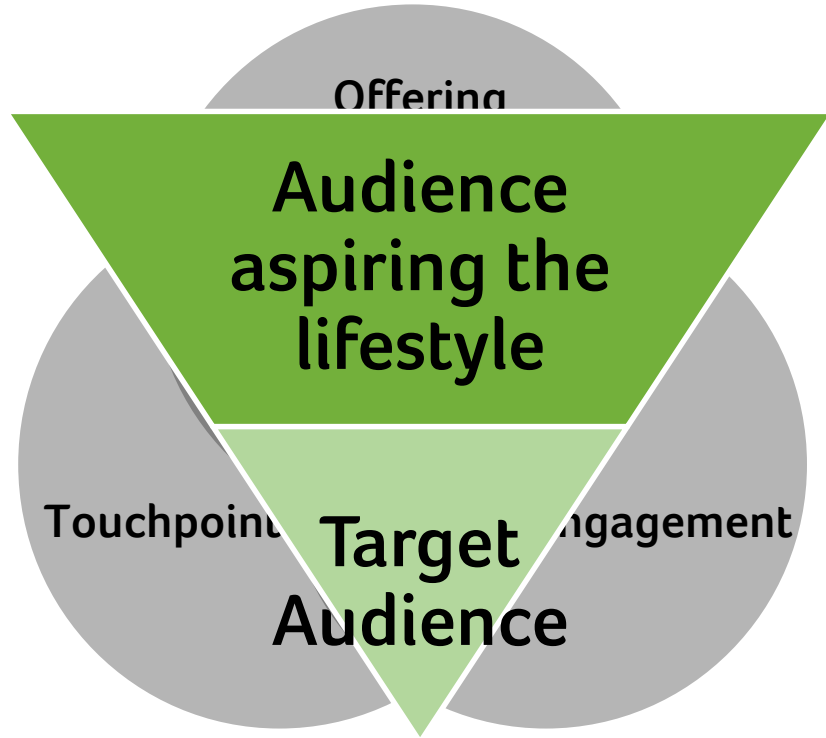
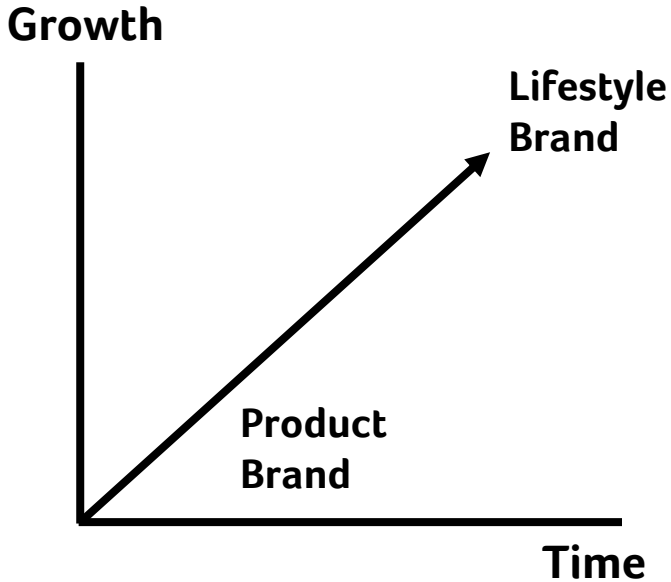
Notes:

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

Opportunities during Crisis

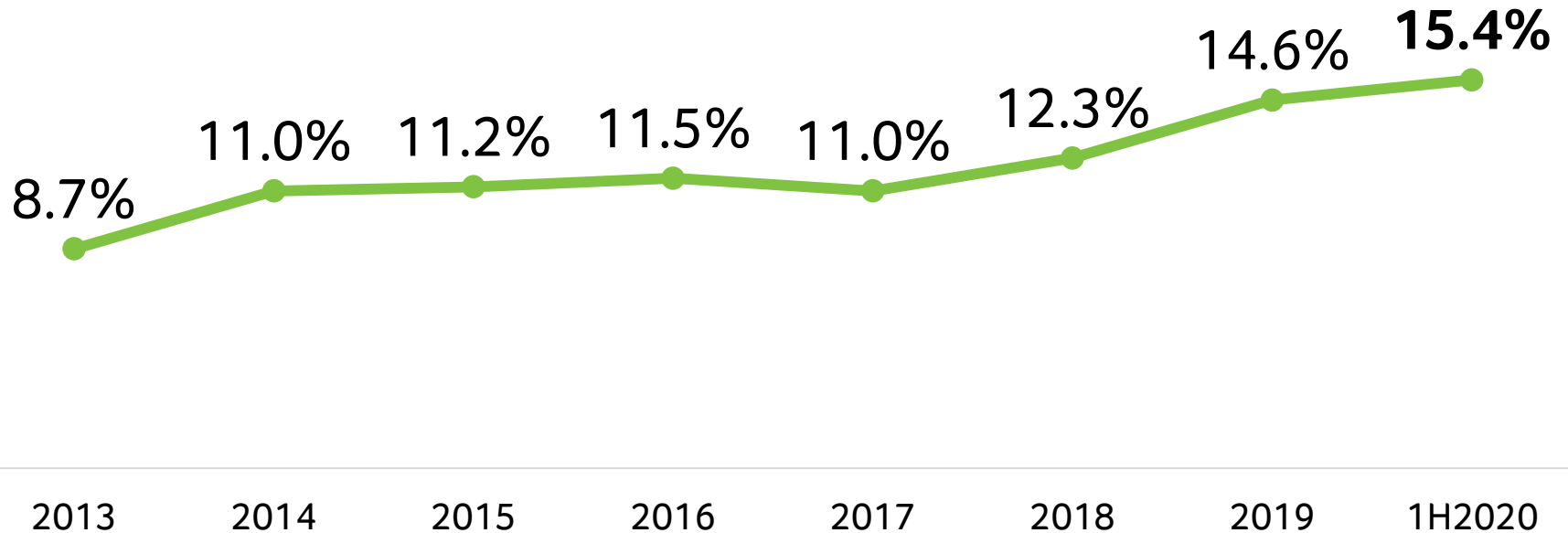
- Capture work-from-home/study-from-home demands
- Reduce OPEX
- Implement antimicrobial materials to accommodate evolving lifestyles
- Launch lifestyle brands with new offers e.g. Enduro, Predator Shot...etc.

Build Lifestyle Brands



Establish Multiple Business Engines

New Business Contribution to Acer Con. Reve.



THE BEST IS YET TO COME

NB兩大拉貨動能一熄火一續強 3Q ODM出貨僅廣達看增

李立達 / 台北 2020-07-10

其中，惠普(HP)、宏碁(Acer)等猛攻Chormebook市場品牌將受惠，搭配的代工廠廣達，也是4大代工廠唯一預估第3季將成長的業者。

Inventory

NT\$M

