

宏碁公司

97年第三季 法人說明會

97年10月31日

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公開聲明

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合併財務報告

第三季簡易合併損益表

(ROC GAAP比較基礎)

(NT\$ Million)	3Q'08		3Q'07		Change
Revenue	159,163	100%	121,934	100%	+31%
Gross Profit	16,065	10.1%	12,517	10.3%	+28%
Operating Expenses	11,415	7.2%	9,710	8.0%	+18%
Operating Income - GAAP	4,650	2.9%	2,807	2.3%	+66%
Operating Income - w/o bonus and board of director remuneration	5,168	3.3%			+84%
Non-Operating Income	(503)		340		
PBT	<u>4,147</u>	2.6%	<u>3,147</u>	2.6%	
PAT	<u>3,043</u>	1.9%	<u>2,917</u>	2.4%	
EPS	1.22		1.20		

Note: (a) Figures in September 2008 include E-ten

(b) Excluding employee bonus and Board of Director remuneration as the expense in Q3'08, operating income would be NT\$5,168M.

前三季簡易合併損益表

(ROC GAAP比較基礎)

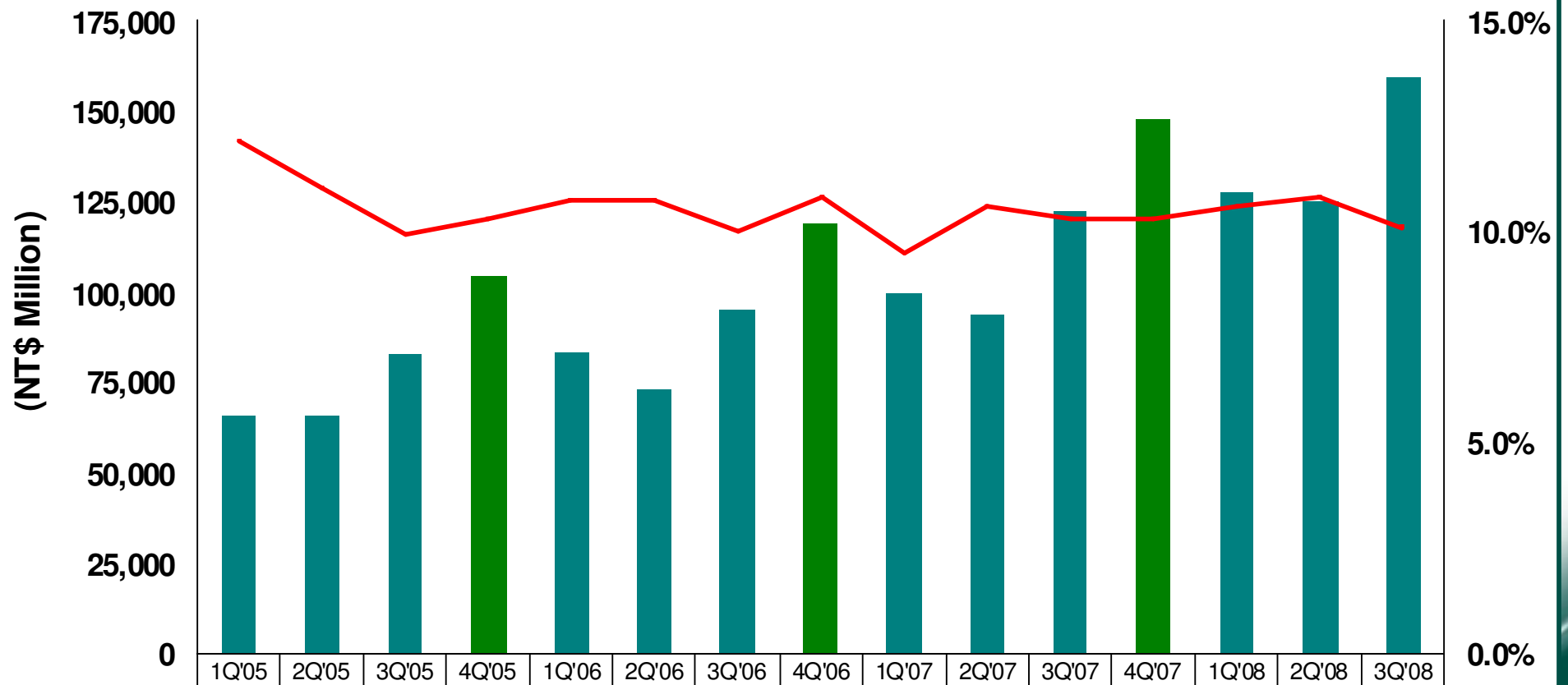
(NT\$ Million)	2008 Q1-Q3		2007 Q1-Q3		Change
Revenue	411,330	100%	314,967	100%	+31%
Gross Profit	42,975	10.4%	31,879	10.1%	+35%
Operating Expenses	32,877	8.0%	25,163	8.0%	+31%
Operating Income - GAAP	10,097	2.5%	6,716	2.1%	+50%
Operating Income - w/o bonus and board of director remuneration	11,652	2.8%			+73%
Non-Operating Income	1,401	0.3%	5,213	1.7%	
PBT	<u>11,498</u>	2.8%	<u>11,929</u>	3.8%	
PAT	<u>8,929</u>	2.2%	<u>10,562</u>	3.4%	
EPS	3.64		4.34		

Note: (a) Figures in September 2008 include E-ten

(b) Excluding employee bonus and Board of Director remuneration as the expense in Q1-Q3,2008,
operating income would be NT\$11,652M.

合併營收與毛利率

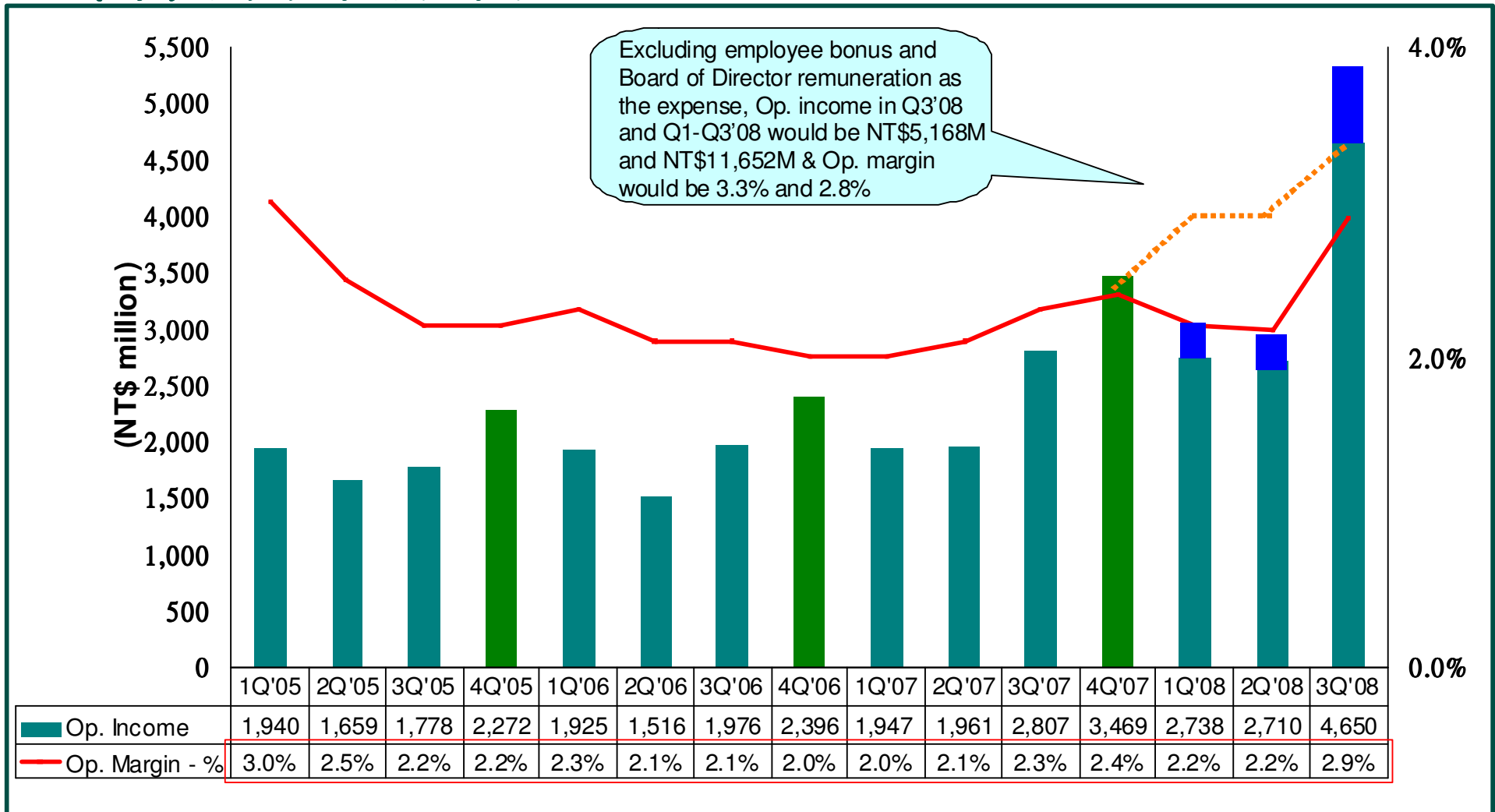
Q3, 2008 Revenue Growth: +31% Y/Y



	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	2Q'08	3Q'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	124,791	159,163
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%	10.8%	10.1%
Revenue Growth	33%	35%	47%	47%	26%	11%	15%	14%	20%	28%	29%	24%	28%	33%	31%

Note: The figures include Gateway since 4Q'07, Packard Bell since 1Q '08 and E-ten since 3Q'08

合併營業淨利



Note: (a) Operating Income in 1Q'05 includes one-time special gains

(b) The figures include Gateway since 4Q'07, Packard Bell since 1Q '08, E-ten since 3Q'08

合併資產負債表

(NT\$ Million)	Sept. 30, 2008		Jun. 30, 2008	
Current Assets				
Cash and cash equivalence	28,232	10%	25,144	10%
Notes & Account receivable	132,160	47%	105,872	44%
Financial Assets-Current	4,490	2%	2,031	1%
Inventory	44,602	16%	49,282	20%
Others	12,869	5%	9,977	4%
Total Current Assets	222,353	80%	192,306	80%
Long-term Investment	7,714	3%	8,206	3%
Property, plant and equipment	12,711	5%	10,531	4%
Intangible asset	32,877	12%	27,268	11%
Others	3,174	1%	3,123	1%
Total Asset	278,829	100%	241,434	100%
Short-term borrowings	7,943	3%	9,878	4%
Account payable	106,891	38%	83,129	34%
Other current liabilities	67,168	24%	64,252	27%
Current Liabilities	182,002	65%	157,259	65%
Long-term Debt	8,848	3%	8,283	3%
Total Liabilities	197,962	71%	172,072	71%
Total Shareholders' Equity	80,868	29%	69,362	29%

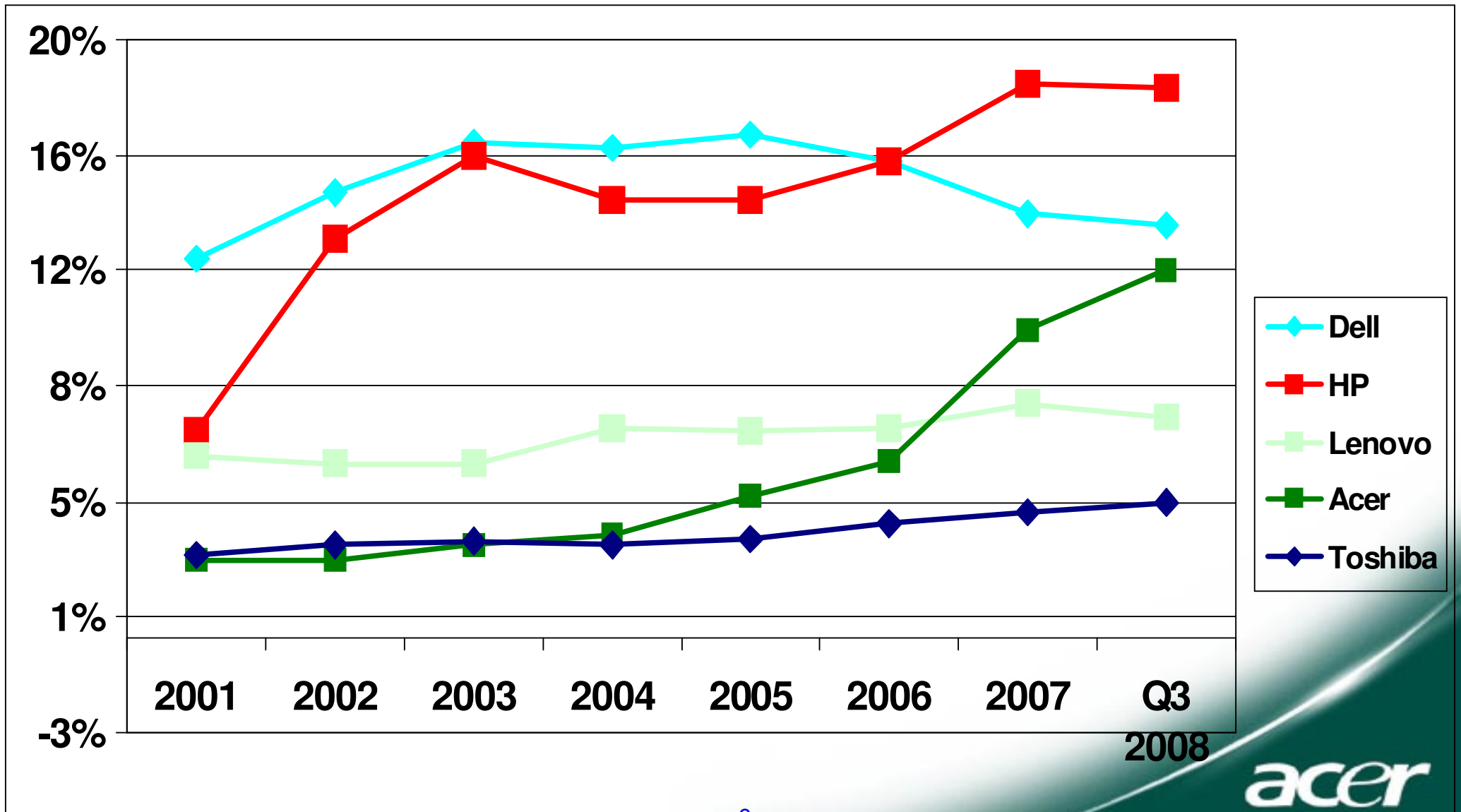
Business Review

Gianfranco Lanci

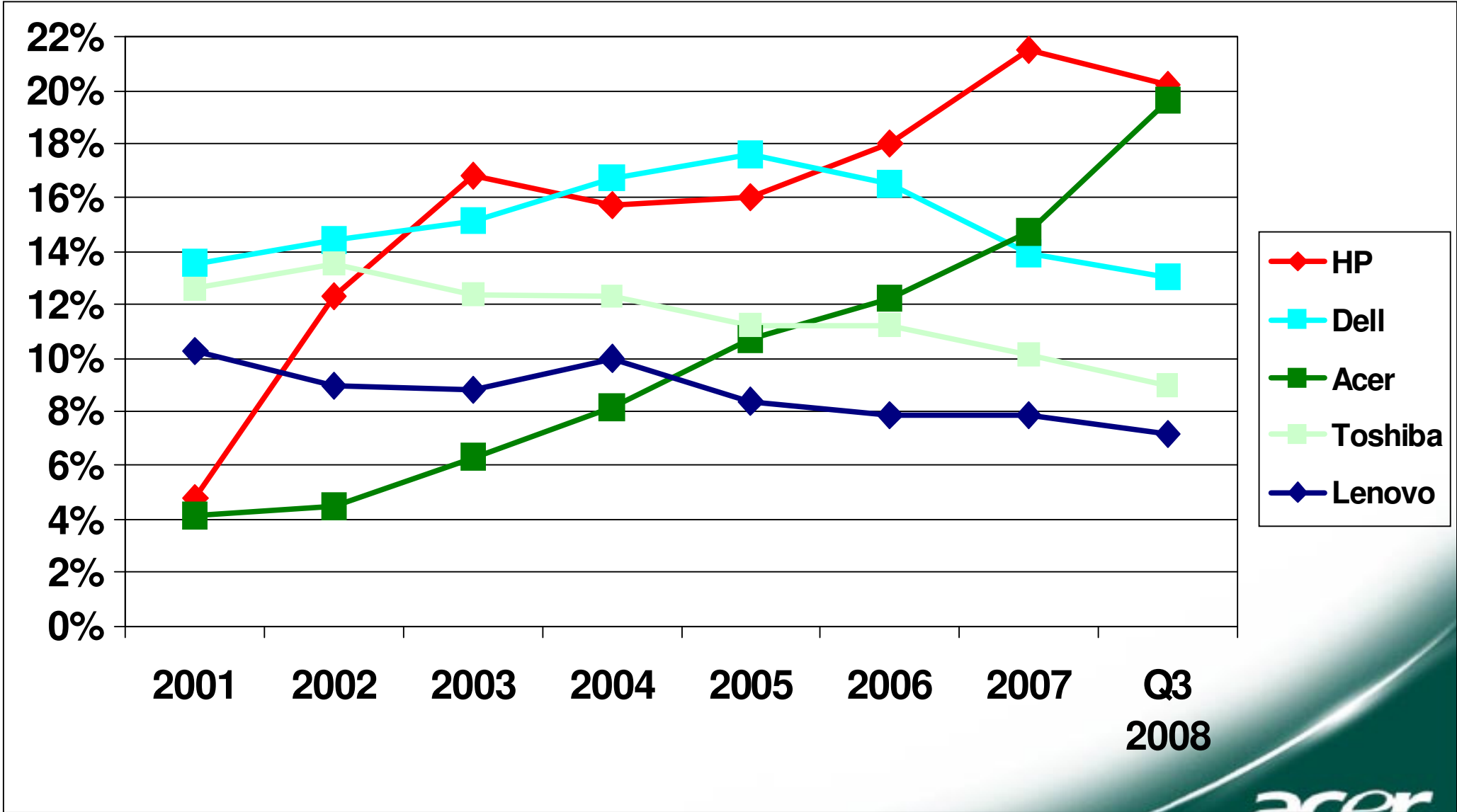
President

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WW Total PC Market: Top Vendors



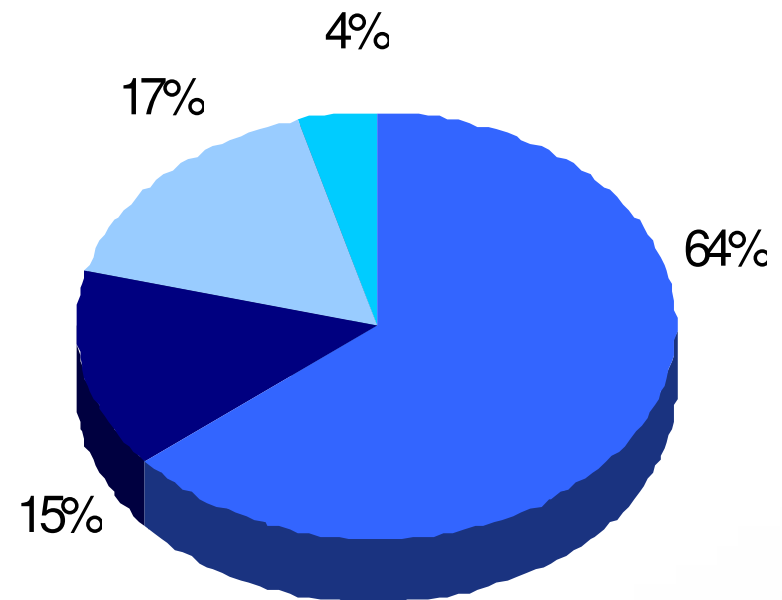
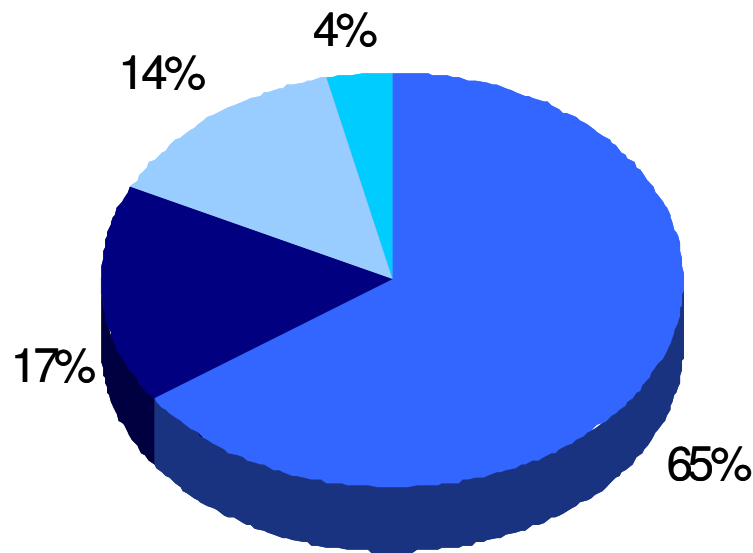
WW NB Market: Top Vendors



IT Product Revenue Breakdown

YTD, 2008
US\$ 12,939M

YTD, 2007
US\$ 8,859M



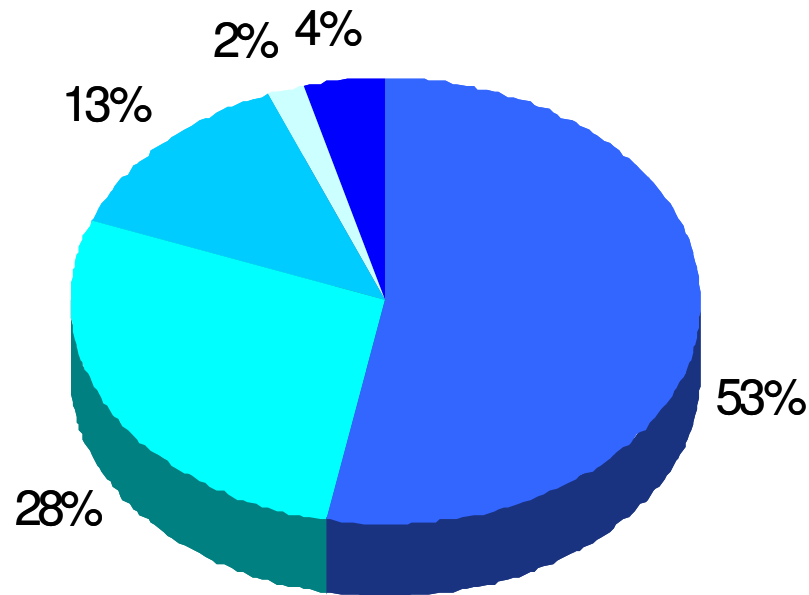
■ Notebook & Netbook ■ Desktop PC ■ Display ■ Others

■ Notebook ■ Desktop PC ■ Display ■ Others

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

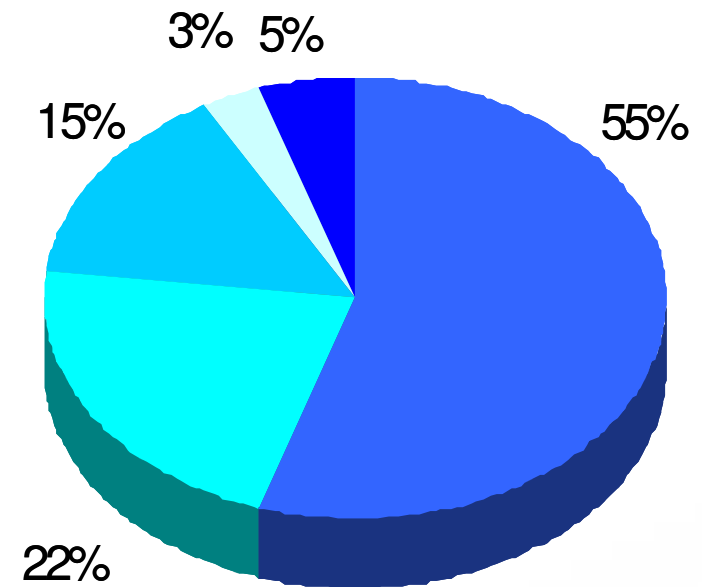
IT Product Revenue Breakdown by Geography

YTD, 2008
US\$ 12,939M



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

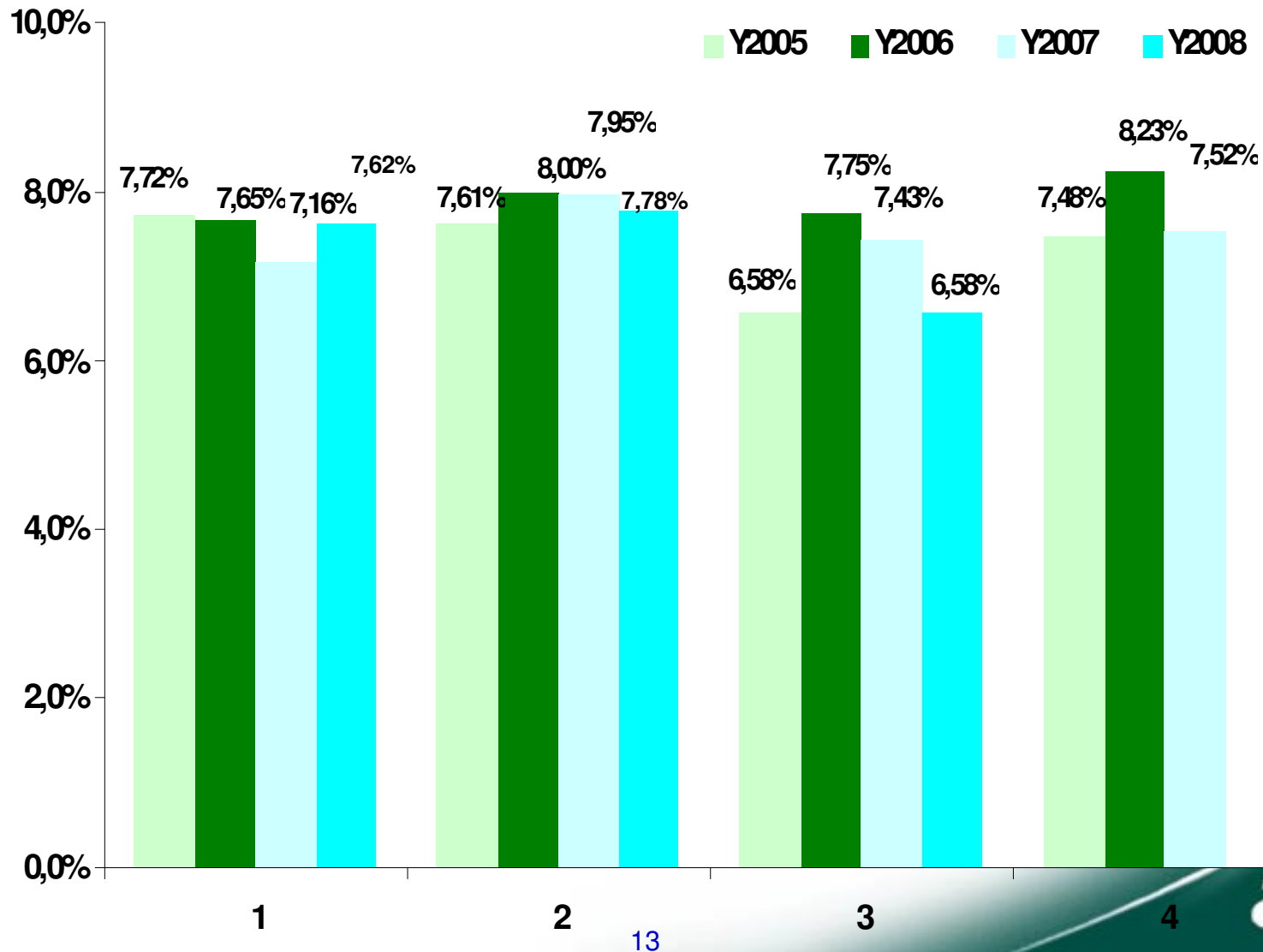
YTD, 2007
US\$ 8,859M



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

Operating Expenses as % of Total Revenue

IT Product Business



Acer Business Status & Strategy

J.T. Wang

Chairman & CEO

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Acer is in better position to face the global financial crisis

1. Global notebook PC market continues to grow.
2. SME & home market are least impacted.
3. Acer is financially sound, OPEX is under strict control.
4. Acer's multi-brand strategy contributes to business growth and defines clear brand positioning at the same time.

Acer will intelligently manage and emerge from global financial storm in winning form

1. Continue to manage foreign exchange and aim for zero P&L on this.
2. Minimize the risk of A/R, increase insurance coverage.
3. Aim to keep higher net cash on hand at all times.

Acer continues to gain market share

1. Aspire One proves to be great success in the worldwide market.
2. Regular notebook PC business still grows healthily.
3. Our desktop PC business model becomes more solid and competitive.

Acer Inc.

Investor Conference

Q & A

October 31, 2008

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