



華碩電腦

2024年第2季投資人說明會

聲明

本簡報及同時發佈之相關訊息內含有從公司內部與外部來源所取得的預測性資訊。

本公司未來實際所發生的營運結果、財務狀況以及業務展望，可能與這些預測性資訊所明示或暗示的預估有所差異，其原因可能來自於各種本公司所不能掌控的風險。

本簡報中對未來的展望，反應本公司截至目前為止對於未來的看法。對於這些看法，未來若有任何變更或調整時，本公司並不負責隨時提醒或更新。

議程

- 2024年第2季財務結果
- 策略與展望
- 問與答



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2024年第2季財務結果

2024 2Q Brand Income Statement

in NT\$ Mn	2024 2Q	2024 1Q	QoQ	2023 2Q	YoY
Net Revenue	136,260	114,106	19%	107,488	27%
COGS	(111,376)	(97,153)	15%	(94,040)	18%
Gross Profit	24,884	16,953	47%	13,448	85%
Operating Expenses	(14,200)	(12,317)	15%	(12,229)	16%
Operating Profit	10,684	4,636	130%	1,219	776%
Non-OP Items	4,005	1,666	140%	1,202	233%
Pre-Tax Profit	14,688	6,302	133%	2,421	507%
Tax	(2,885)	(855)	237%	165	-1846%
Net Profit	11,804	5,447	117%	2,586	356%
EPS	15.9	7.3		3.5	
Gross Margin %	18.3%	14.9%		12.5%	
Operating Margin %	7.8%	4.1%		1.1%	

(unaudited brand consolidated financials)

2024 2Q Non-OP Items

in NT\$ Mn	2024 2Q	2024 1Q	QoQ	2023 2Q	YoY
Interest Income (net)	682	694	-2%	571	20%
Investment Income	668	286	133%	351	90%
<i>Askey</i>	<i>(146)</i>	<i>(376)</i>	<i>61%</i>	<i>(118)</i>	<i>-24%</i>
<i>Others</i>	<i>814</i>	<i>663</i>	<i>23%</i>	<i>469</i>	<i>74%</i>
Exchange Gain/(Loss)	805	578	39%	<i>(73)</i>	1207%
Dividend Income	1,806				-
Other Income (net)	44	95	-54%	351	-88%
Total Non-OP items	4,005	1,666	140%	1,202	233%

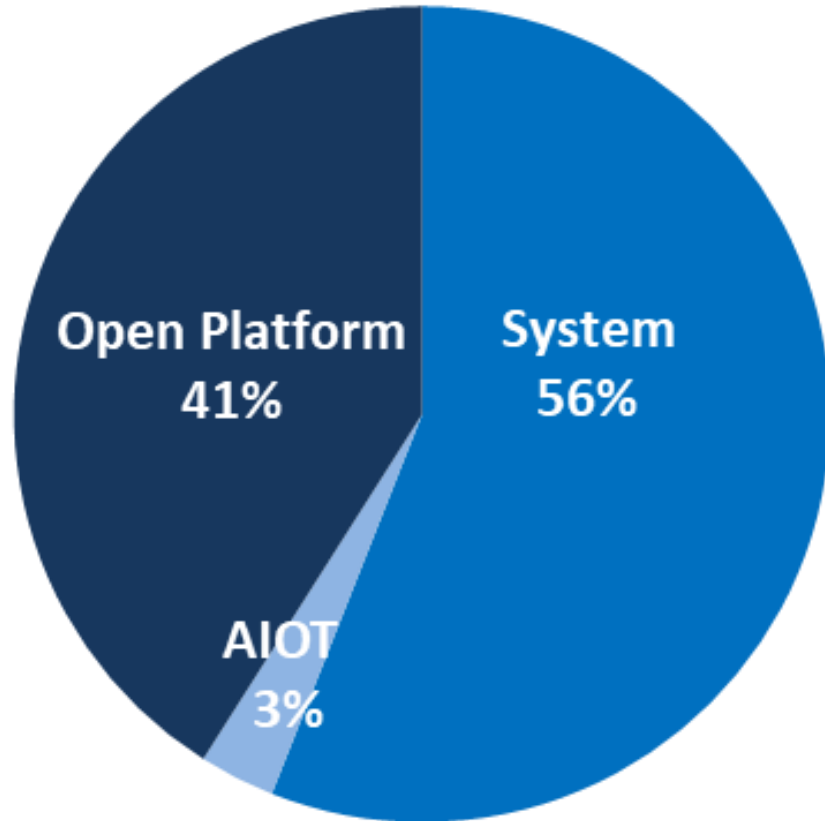
(unaudited brand consolidated financials)

2024 2Q Brand Balance Sheet

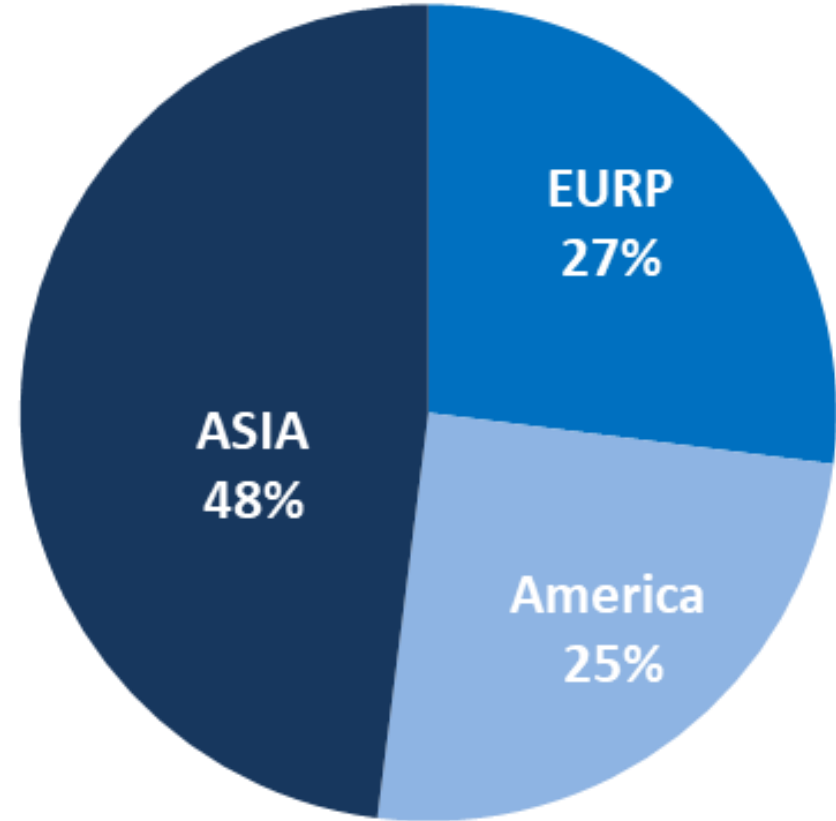
in NT\$ Mn	Jun 30, 2024	Mar 31, 2024	QoQ	Jun 30, 2023	YoY
Cash & equivalents	40,882	58,355	-30%	54,704	-25%
Accounts receivable	103,036	80,835	27%	91,352	13%
Inventories	145,361	128,251	13%	117,520	24%
Current Assets	310,489	284,539	9%	277,642	12%
Long-term investments	139,145	134,992	3%	115,245	21%
Fixed assets	14,637	14,628	0%	14,500	1%
Total Assets	490,923	461,624	6%	437,651	12%
Accounts payable	64,168	52,805	22%	62,780	2%
Current Liabilities	205,033	178,812	15%	197,660	4%
Total Liabilities	227,779	201,542	13%	218,341	4%
Paid-in capital	7,428	7,428		7,428	
Stockholders' equity	263,144	260,082	1%	219,311	20%
Avg. Days of Inventory	123	114		103	
Avg. Days of AR	69	64		71	
Avg. Days of AP	55	52		55	
Avg. CCC Days	136	127		119	

2024 2Q Revenue Mix

Business Group



Region



System BG: PC & smartphone.

AIoT BG: Mini PC, IPC & AI solution

Open Platform BG: MB, Graphic Card, Server & other component products

2024 3Q Business Outlook

- PC QoQ +15% ~ +20%
- Component & Server QoQ +5% ~ +10%



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策略與展望

2024 Roadmap

2024 H1

Effective and Robust Execution

Enhanced operation and efficiency

Initiated AI enterprise transformation

Achieved outstanding results

2024 H2

Enter the AI growth cycle

Lead the first AI PC product cycle

Develop multiple AI platforms and solutions

Foster growth and contribute to AI evolution

ASUS AI

The Most Comprehensive and Optimized AI Solution



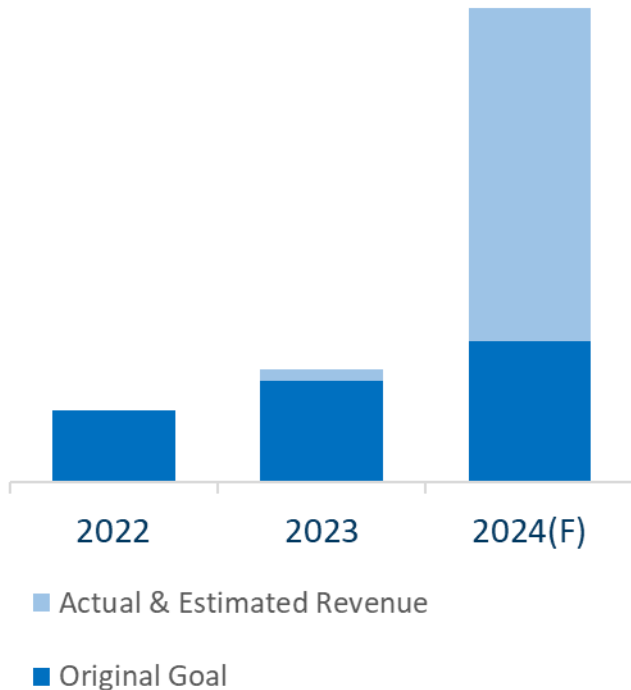
ASUS Copilot+ PC



Windows 11 AI PCs will receive a free update to Copilot+ PC experiences when available

ASUS AI Server

Server Revenue Growth



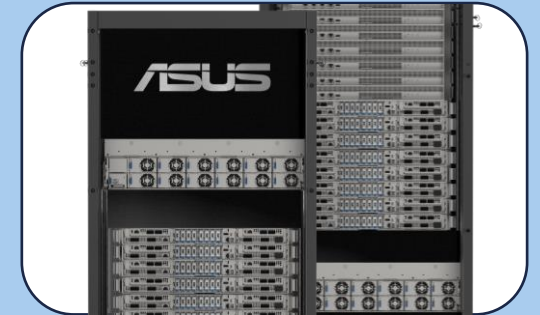
Comprehensive AI server solutions for next generation



ESC N8-E11 (H100)/I8-E11 (Gaudi 3)/
A8A-E11 (MI300)



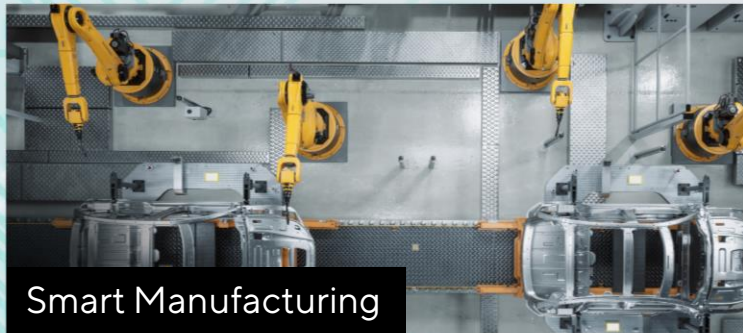
ESC NM1-E1



ESC AI POD (GB200 NVL72)

Server Business achievement

- ASUS's server business has shown robust performance and to deliver 5X revenue target in advance in 2024.
- ASUS persistently invests in AI server across all fronts, aiming to achieve a stronger position in the next product cycle.

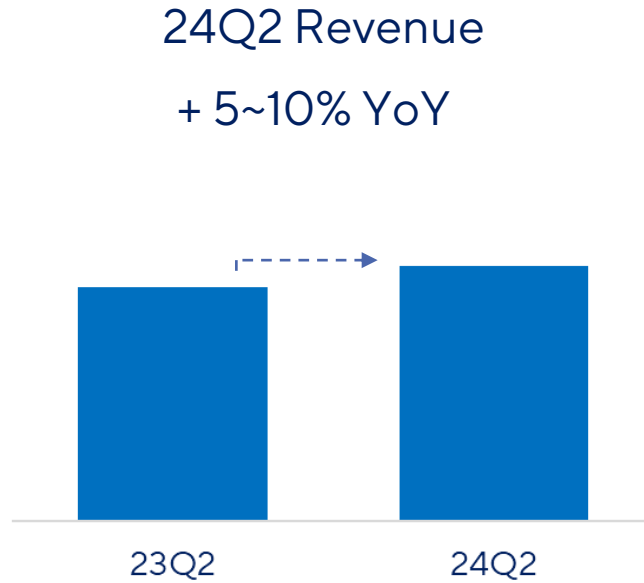


ASUS AIoT x Smart Our life

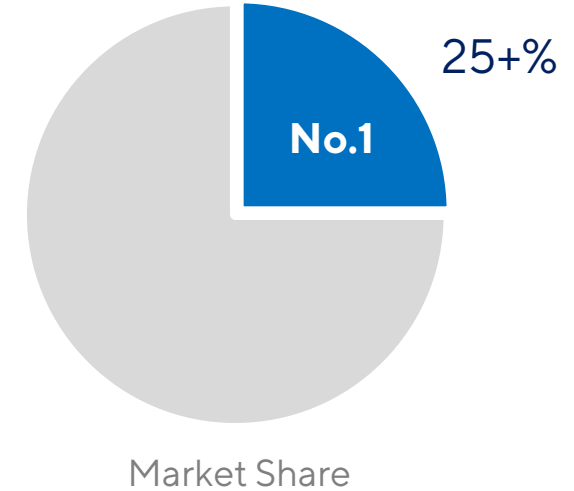
- AI Leading Industry Breakthroughs

System Business Group

2024 Q2 Performance



Gaming NB Leadership



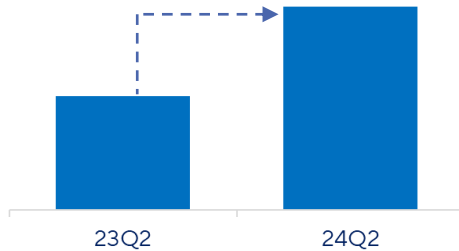
Business Highlights

- ASUS stays ahead as the leading brand in gaming NB.
- AI PC will shape a new era, driving the PC industry into a long-term growth cycle.
- ASUS is committed to seizing more market share and leading the way in AI PCs.

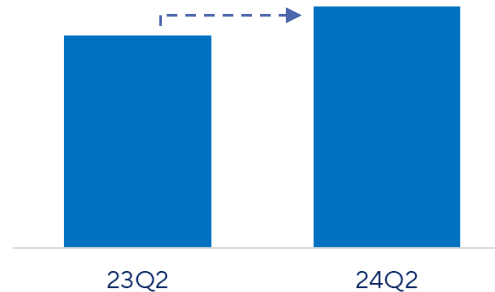
Open Platform Business Group

2024 Q2 Performance

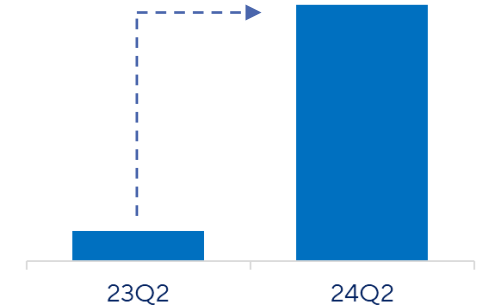
24Q2 Revenue
+50~% YoY



Motherboard & Graphics Card
Revenue +10~15% YoY



Server Business Revenue
Multiple-fold Growth



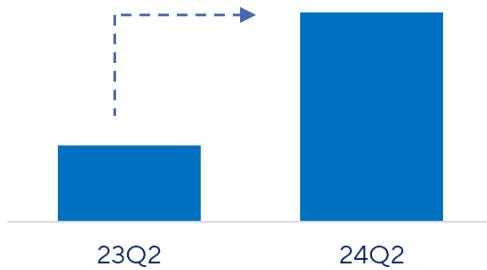
Business Highlights

- Dominant leadership in motherboards and graphics cards.
- Delivered stronger growth in premium segments such as gamer, power user and creators.
- ASUS server revenue reached a record high in 2Q 2024.

AIoT Business Group

2024 Q2 Performance

24Q2 Revenue
+150~% YoY



ASUS Introducing AI NUC:
Redefining Versatility and
Innovation during Computex



ASUS EndoAim Endoscopy AI
Solution won the "Best AI-
Assisted Software Solution"



Business Highlights

- ASUS NUC contributed incremental revenue growth and channel coverage.
- ASUS AIoT has rolled out a comprehensive range of AI-enabled NUC products to a wide range of users, from general consumers to high-end prosumers, gamers and industrial applications.
- ASUS EndoAim Endoscopy AI Solution won the 'Best AI-Assisted Software Solution' award from the American MedTech Breakthrough.

No.1 Gaming Brand and Ecosystem



LEADERSHIP

- ROG Zephyrus gaming laptop reached around 70% market share in the thin & light gaming segment.
- ROG announced new line-up at Computex 2024 and have won over 30 media awards.



- Featuring an 80Wh battery, M.2 2280-sized 1TB storage, and 24GB of memory, the ROG Ally X takes everything that made the ROG Ally great and improves it.
- ROG unveiled the cutting edge Extreme Series peripherals. The ROG Azoth Extreme keyboard offers superior quality and customization, while the ROG Harpe Ace Extreme features a 47g carbon fiber build for precision and control.

INNOVATION



Community

- Driving integration of gaming, entertainment, sports, music, and lifestyle.
- Co-branding with PUBG M with ROG Phone and ROG SAGA.
- Powering by AI tech, ROG engaged the community with MBTI Gamer cards.



Sustaining an Incredible Future



CLEAN200
Corporate Knights

Selected as Clean 200
(2023-2024)



Rated Leadership level scores from CDP Climate
Change report and Supplier Engagement Rating (2024)

**Climate
Leaders**

Asia-Pacific

Selected as Climate Leaders
Asia-Pacific (2022-2023)

Climate Action

- Use **30%** renewable energy in global operations centers in 2023
- Key suppliers' carbon emission intensity reduced by **26%** in 2023 compared to the base year (2020)
- ASUS Near-term Science-based Emissions Reduction Targets **Validated by SBTi**

Circular Economy

- Eco-friendly product revenue exceeded qualified revenue **90%** in 2023
- Average energy efficiency of key products exceeded ENERGY STAR® by **42%** in 2023

Responsible Manufacturing

- **100%** of the key metals (tantalum, tin, tungsten, gold) are from qualified smelters

Value Creation

- Establish more than 500 digital opportunity centers in **39 countries**, cumulatively since 2008, and donated **more than 20,000** new and refurbished computers



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問與答