



華碩電腦

2024年第3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3季財務結果
- 策略與展望
- 問與答



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2024年第3季財務結果

2024 3Q Brand Income Statement

in NT\$ Mn	2024 3Q	2024 2Q	QoQ	2023 3Q	YoY
Net Revenue	156,743	136,260	15%	126,236	24%
COGS	(129,910)	(111,376)	17%	(104,305)	25%
Gross Profit	26,833	24,884	8%	21,932	22%
Operating Expenses	(15,696)	(14,200)	11%	(13,490)	16%
Operating Profit	11,137	10,684	4%	8,442	32%
Non-OP Items	4,054	4,005	1%	4,903	-17%
Pre-Tax Profit	15,191	14,688	3%	13,345	14%
Tax	(2,687)	(2,885)	-7%	(2,248)	20%
Net Profit	12,504	11,804	6%	11,097	13%
EPS	16.8	15.9		14.9	
Gross Margin %	17.1%	18.3%		17.4%	
Operating Margin %	7.1%	7.8%		6.7%	

2024 3Q Brand Non-OP Items

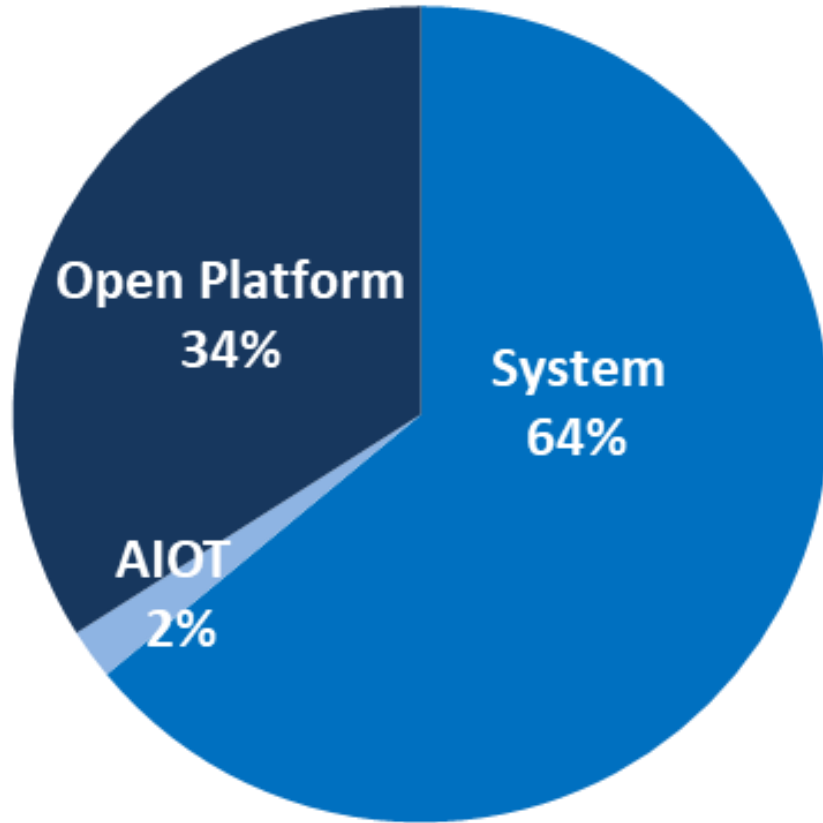
in NT\$ Mn	2024 3Q	2024 2Q	QoQ	2023 3Q	YoY
Interest Income (net)	357	682	-48%	500	-28%
Investment Income	566	668	-15%	446	27%
<i>Askey</i>	<i>(55)</i>	<i>(146)</i>	<i>62%</i>	<i>(66)</i>	<i>16%</i>
<i>Others</i>	<i>622</i>	<i>814</i>	<i>-24%</i>	<i>512</i>	<i>21%</i>
Exchange Gain/(Loss)	2,330	805	189%	1,023	128%
Dividend Income	1,090	1,806	-40%	2,847	-62%
Other Income (net)	<i>(290)</i>	44	-765%	88	-429%
Total Non-OP items	4,054	4,005	1%	4,903	-17%

2024 3Q Brand Balance Sheet

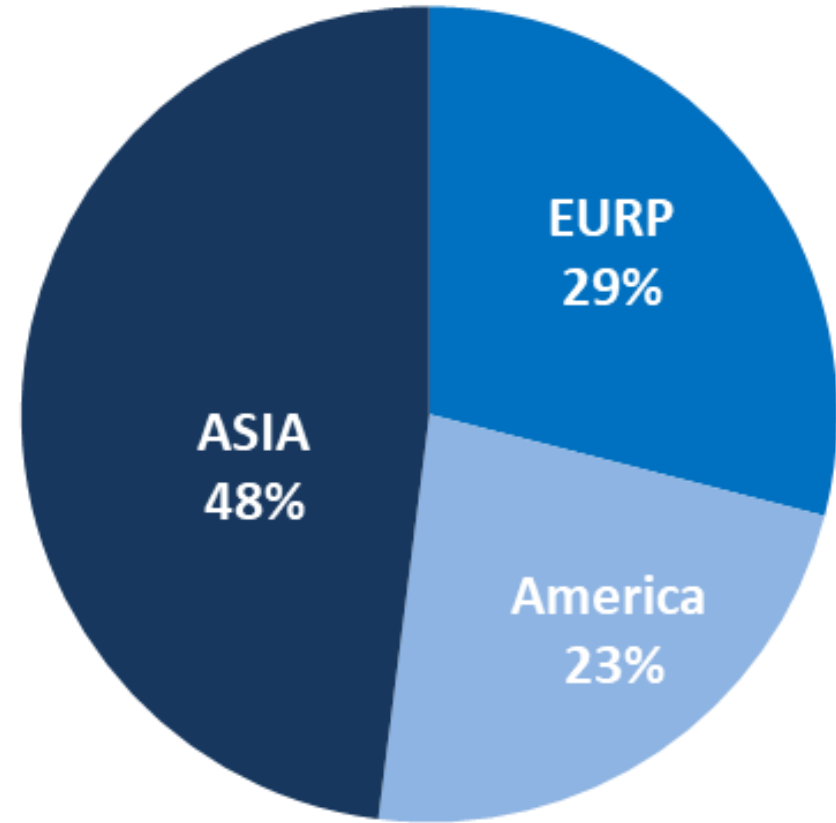
in NT\$ Mn	Sep 30, 2024	Jun 30, 2024	QoQ	Sep 30, 2023	YoY
Cash & equivalents	55,674	40,882	36%	58,407	-5%
Accounts receivable	113,109	103,036	10%	96,826	17%
Inventories	138,638	145,361	-5%	120,296	15%
Current Assets	325,726	310,489	5%	290,896	12%
Long-term investments	130,702	139,145	-6%	113,785	15%
Fixed assets	14,785	14,637	1%	14,652	1%
Total Assets	497,507	490,923	1%	449,816	11%
Accounts payable	66,340	64,168	3%	60,389	10%
Current Liabilities	209,348	205,033	2%	195,536	7%
Total Liabilities	231,412	227,779	2%	216,938	7%
Paid-in capital	7,428	7,428		7,428	
Stockholders' equity	266,095	263,144	1%	232,878	14%
Avg. Days of Inventory	120	123		108	
Avg. Days of AR	76	69		76	
Avg. Days of AP	58	55		59	
Avg. CCC Days	138	136		125	

2024 3Q 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 4Q Outlook

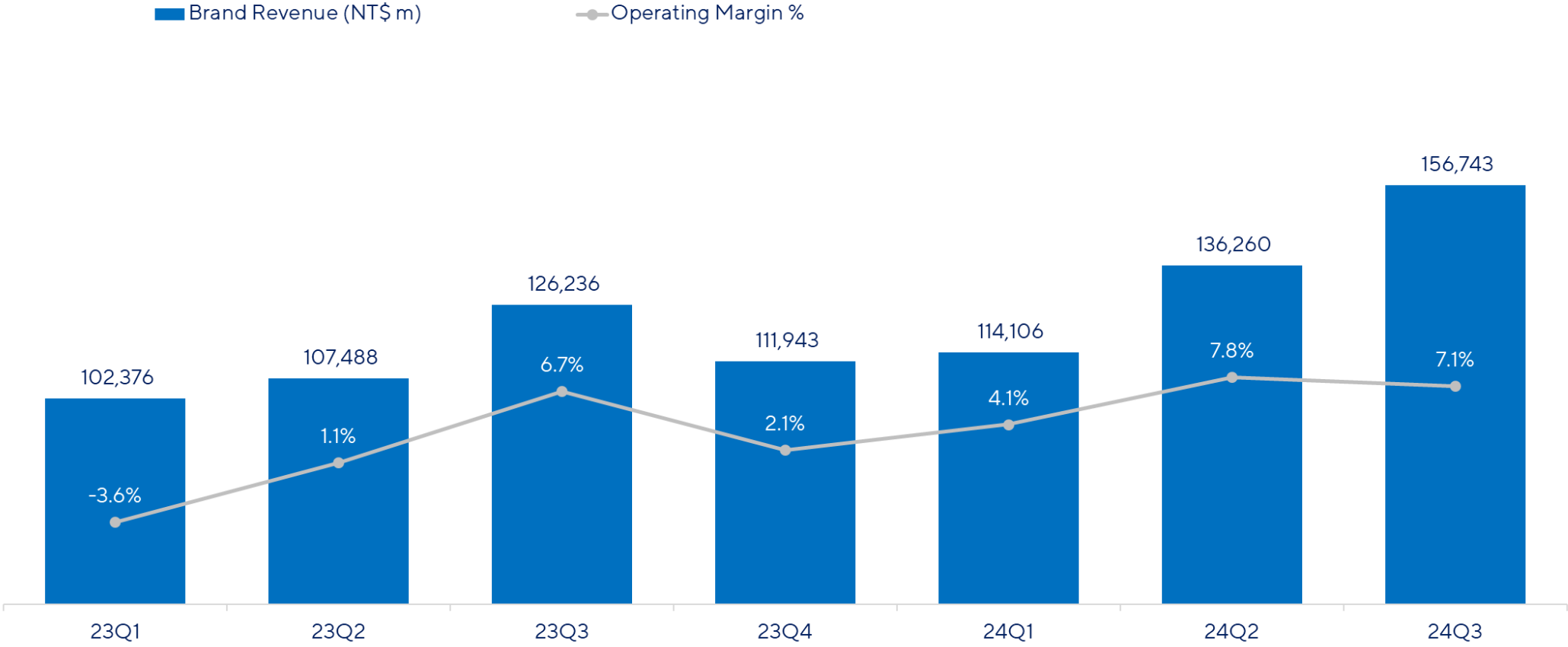
- PC QoQ -15%, YoY >20%
- Component & Server QoQ +5%~+10%, YoY >30%



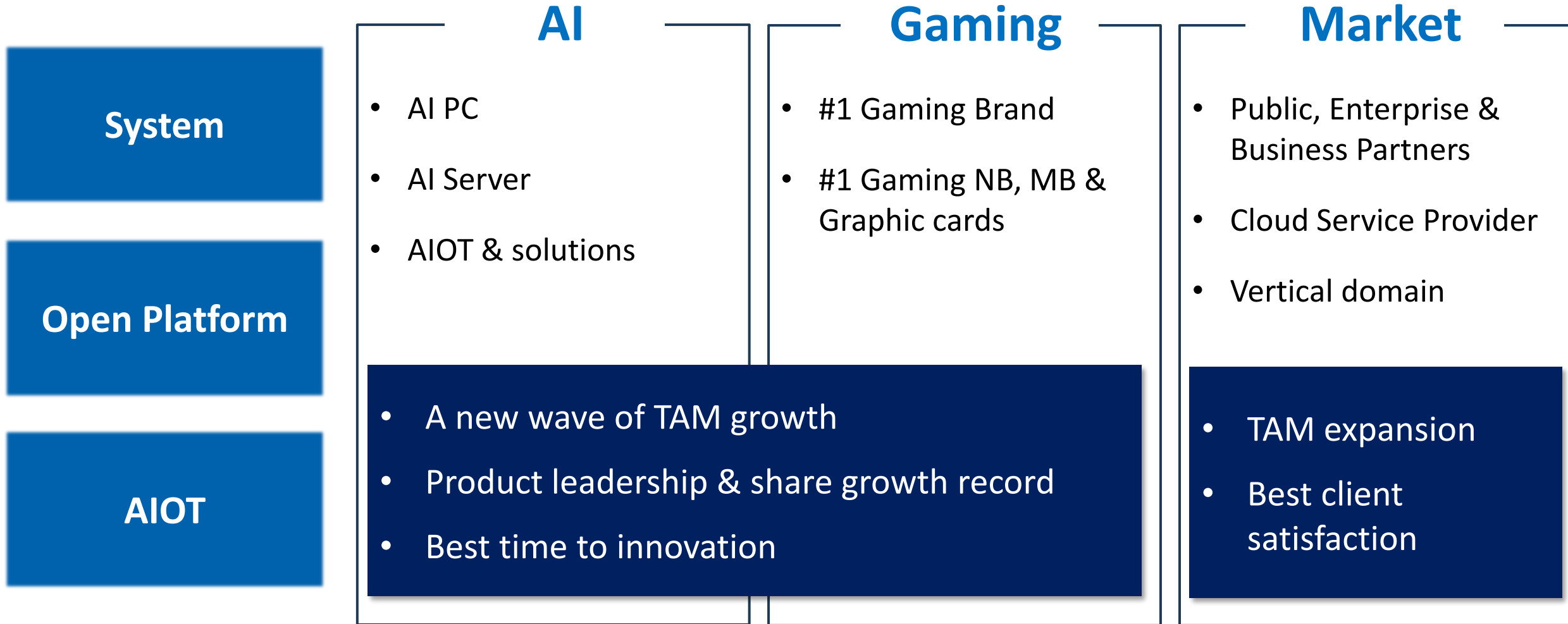
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策略與展望

Solid Operating Results



Strategy and Objectives



Copilot+ PC leadership

- >25% Copilot+ PC market share
- Best time to innovation
- User-Centric product lineup



Always
Incredible

Gaming PC Leadership

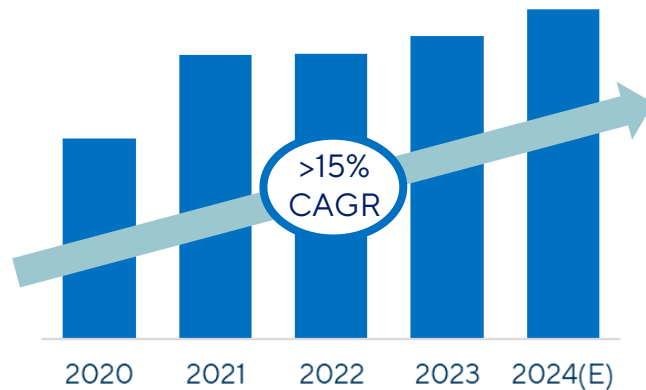


BRAND

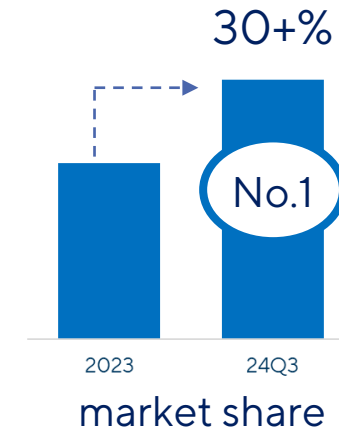
PRODUCT

COMMUNITY

Solid Revenue Growth



Strong Share Gain YoY+20%

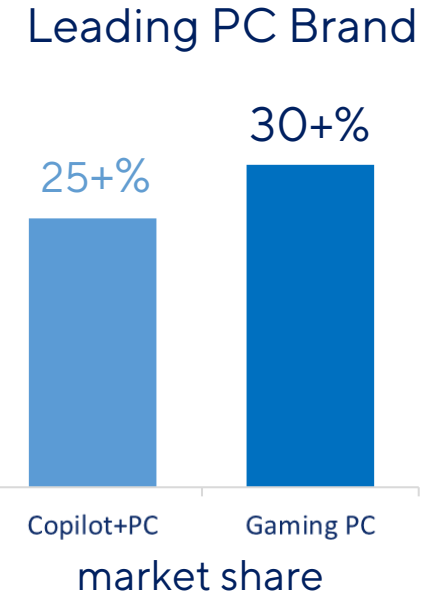
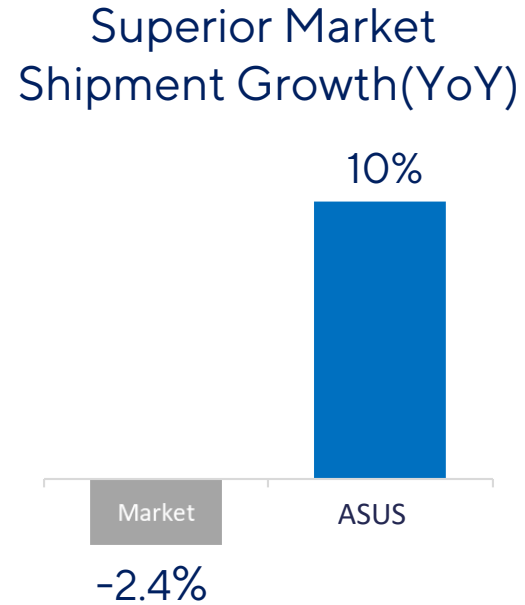
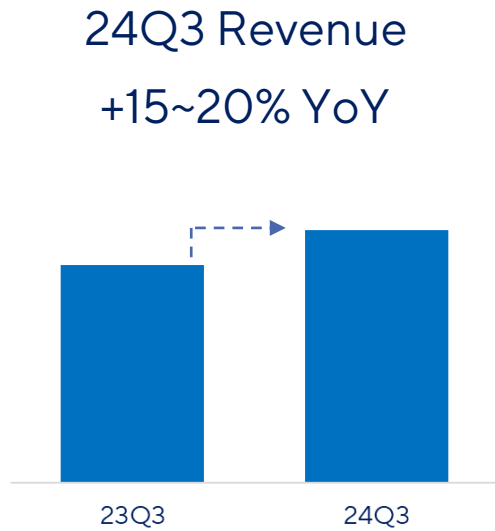


- Q3 Gaming PC revenue and market share reached new high.
- Gaming revenue grew at >15% CAGR from 2020 to 2024.
- Expand user recognition and the ecosystem to strengthen brand leadership.

(Source: market research and internal data)

System Business Group

2024 Q3 Performance



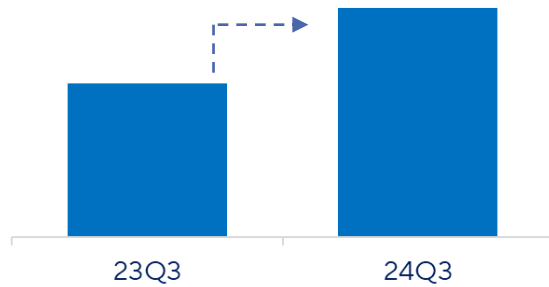
Business Highlights

- ~30% QoQ and ~10% YoY growth in PC shipment and market share in Q3 2024.
- Copilot+ PC market share > 25%, driving stronger ASP and margins.
- ASUS is positioned to lead the AI PC evolution over the next three to five years.

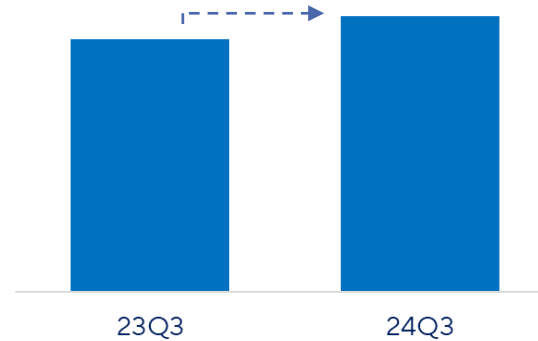
Open Platform Business Group

2024 Q3 Performance

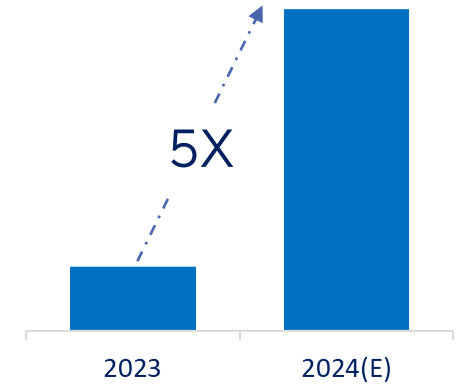
24Q3 Revenue
+35~40% YoY



Motherboard & Graphics Card
Revenue +5~10% YoY



Server Business Revenue
Five-times Growth in 2024



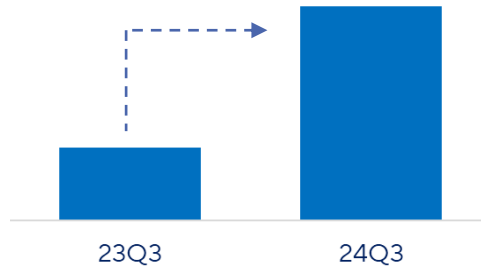
Business Highlights

- Motherboard and graphics card have established unrivaled leadership.
- Enhanced product lines with cutting-edge AI and gaming features, outpacing peers.
- Five-times growth of server business in 2024, with initial GB200 orders secured.

AIoT Business Group

2024 Q3 Performance

24Q3 Revenue
+150~% YoY



ASUS Marks One Year of NUC Portfolio with Major Milestones and AI Innovations



ASUS IoT and Intel Co-Develop High-Performance Server Platform for Semiconductor Testing Equipment



Business Highlights

- Advancing Intel's NUC technology with AI, expanding its vertical applications.
- Top semiconductor testing equipment manufacturers have adopted ASUS IoT's high-performance server-grade edge platform.
- Collaborating with partners to develop edge AI applications in smart cities, healthcare, retail, and manufacturing.

No.1 Gaming Brand and Ecosystem



LEADERSHIP

- Gaming laptops occupy more than 30% of the worldwide market share and dominate around 50% of the RTX 4080/4090 gaming laptop segment.
- ROG has been recognized by TIME as one of the World's Best Brands 2024, as well as The Best Gaming Laptops from worldwide media.



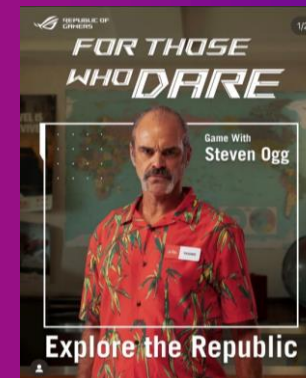
- ROG released the Virtual Assistant on the laptop models with AMD Ryzen™ AI 300 Series processors including ROG Zephyrus G16. The new AI module provides multiple new features elevate the user experience on this powerful AI laptop tool.
- ROG launched the first ROG NUC, offering an unparalleled combination of performance and immersive graphics, all with fast and flexible connectivity for gamers.

INNOVATION



Community

- Explore the Republic - ROG worked with Steven Ogg, Ned Luke, and Samantha Beart, perhaps better known as Trevor and Michael from Grand Theft Auto V, and Karlach from Baldur's Gate III, to join in a fun new video series with tongue-in-cheek portrayals of these famous characters.





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問與答