

華碩電腦

2022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

- 2022年第2季財務結果
- 策略與展望
- 問與答



IN SEARCH OF INCREDIBLE

2022年第2季財務結果

2022年第2季自結品牌損益

in NT\$ Mn	2022 2Q	2022 1Q	QoQ	2021 2Q	YoY
Net Revenue	115,210	127,962	-10%	120,376	-4%
COGS	(101,157)	(104,074)	-3%	(94,581)	7%
Gross Profit	14,053	23,888	-41%	25,795	-46%
Operating Expenses	(12,093)	(13,817)	-12%	(12,262)	-1%
Operating Profit	1,961	10,072	-81%	13,533	-86%
Non-OP Items	459	2,927	-84%	1,423	-68%
Pre-Tax Profit	2,420	12,999	-81%	14,956	-84%
Tax	(524)	(2,569)	-80%	(3,587)	-85%
Net Profit	1,896	10,430	-82%	11,370	-83%
EPS	2.6	14.0		15.3	
Gross Margin %	12.2%	18.7%		21.4%	
Operating Margin %	1.7%	7.9%		11.2%	

2022年第2季自結品牌業外損益

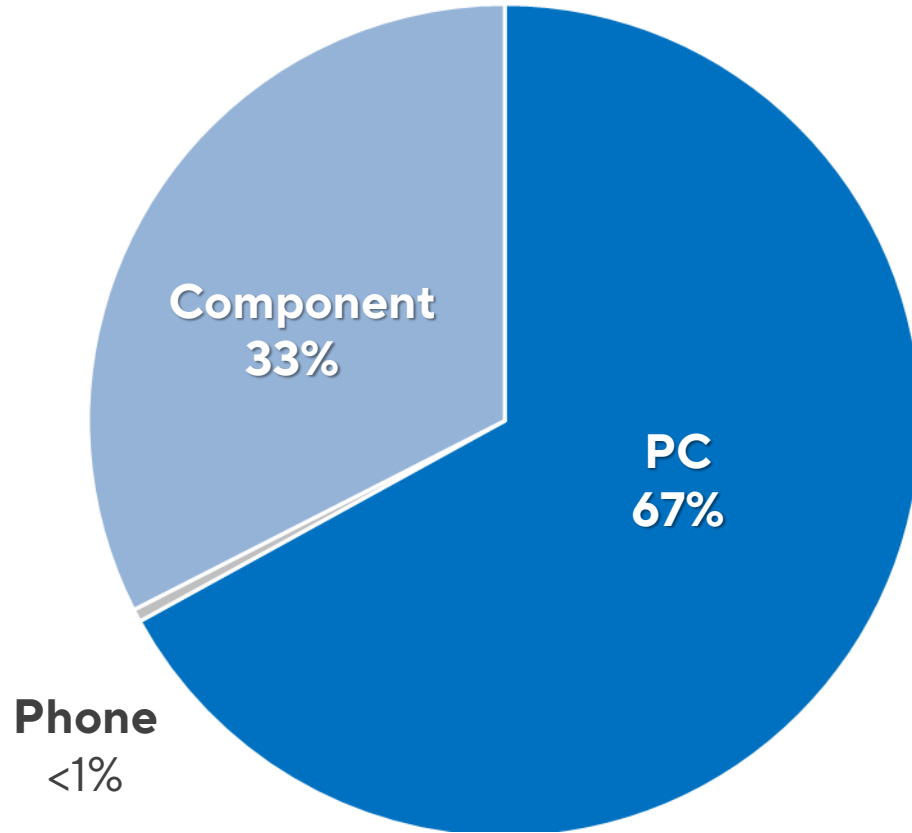
in NT\$ Mn	2022 2Q	2022 1Q	QoQ	2021 2Q	YoY
Interest Income (net)	120	138	-13%	140	-14%
Investment Income	562	862	-35%	(348)	261%
<i>Askey</i>	(1)	(182)	99%	(884)	100%
<i>Others</i>	564	1,045	-46%	536	5%
Exchange Gain/(Loss)	(699)	1,091	-164%	1,625	-143%
Dividend Income	7				
Other Income (net)	469	837	-44%	7	6668%
Total Non-OP items	459	2,927	-84%	1,423	-68%

2022年第2季自結品牌資產負債表

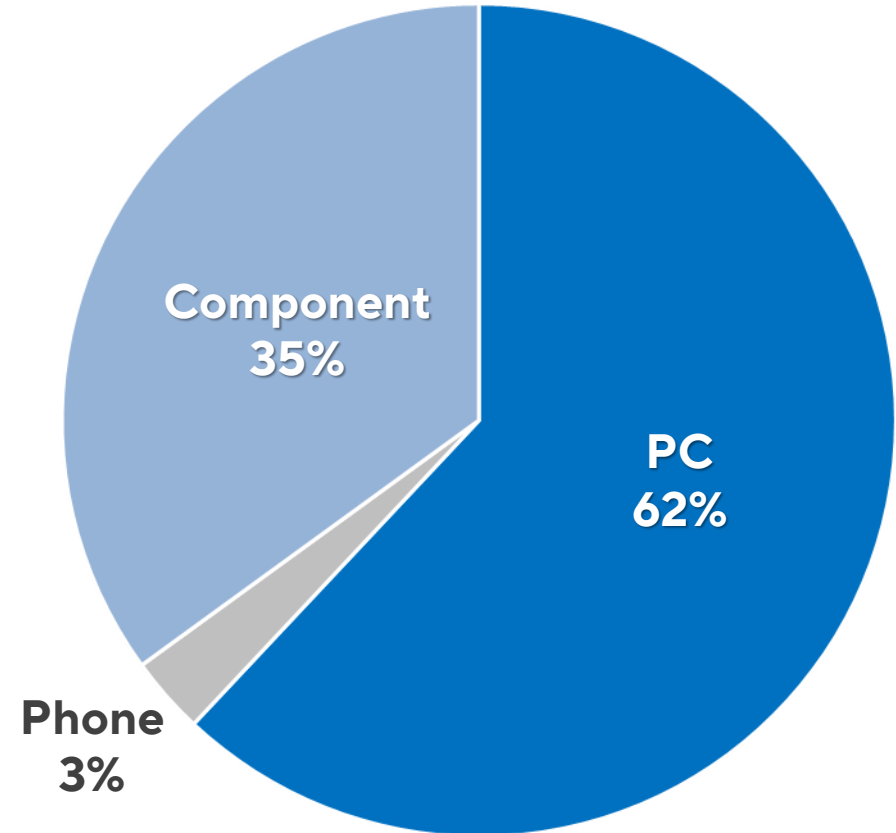
in NT\$ Mn	Jun 30, 2022	Mar 31, 2022	QoQ	Jun 30, 2021	YoY
Cash & equivalents	24,290	28,794	-16%	59,153	-59%
Accounts receivable	92,629	90,070	3%	80,580	15%
Inventories	206,193	193,379	7%	129,447	59%
Current Assets	338,062	326,091	4%	287,046	18%
Long-term investments	100,533	109,052	-8%	101,851	-1%
Fixed assets	14,335	14,293	0%	15,764	-9%
Total Assets	479,758	476,341	1%	427,276	12%
Accounts payable	65,015	84,010	-23%	77,975	-17%
Current Liabilities	252,552	212,221	19%	208,624	21%
Total Liabilities	270,417	230,478	17%	223,779	21%
Paid-in capital	7,428	7,428		7,428	
Stockholders' equity	209,341	245,863	-15%	203,497	3%
Avg. Days of Inventory	180	154		114	
Avg. Days of AR	72	62		57	
Avg. Days of AP	71	80		76	
Avg. CCC Days	182	136		95	

營收產品組合

2Q 2022

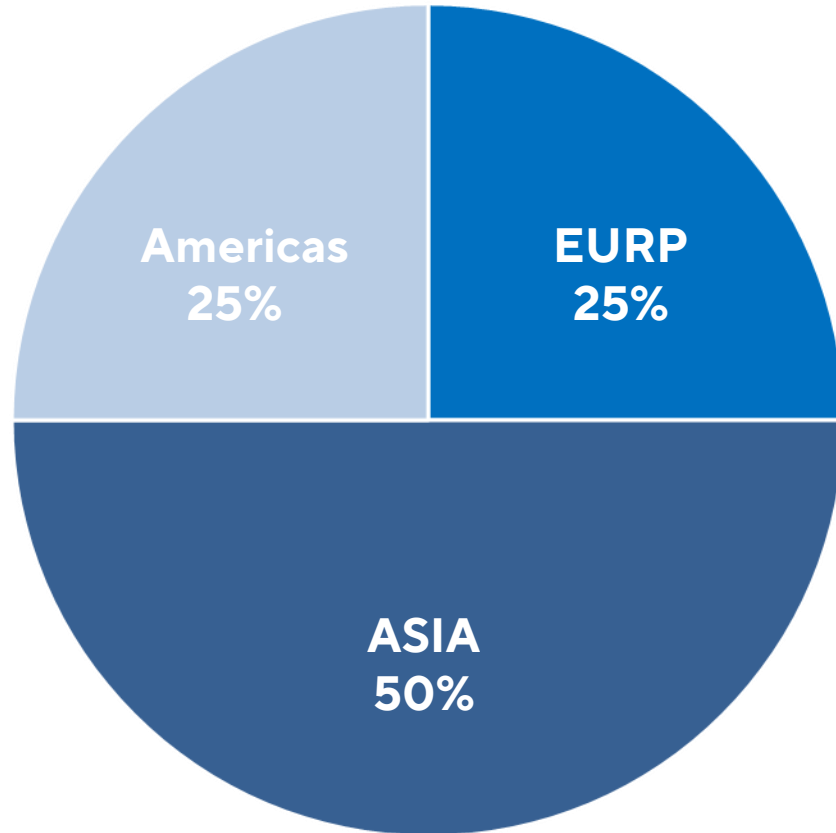


2Q 2021

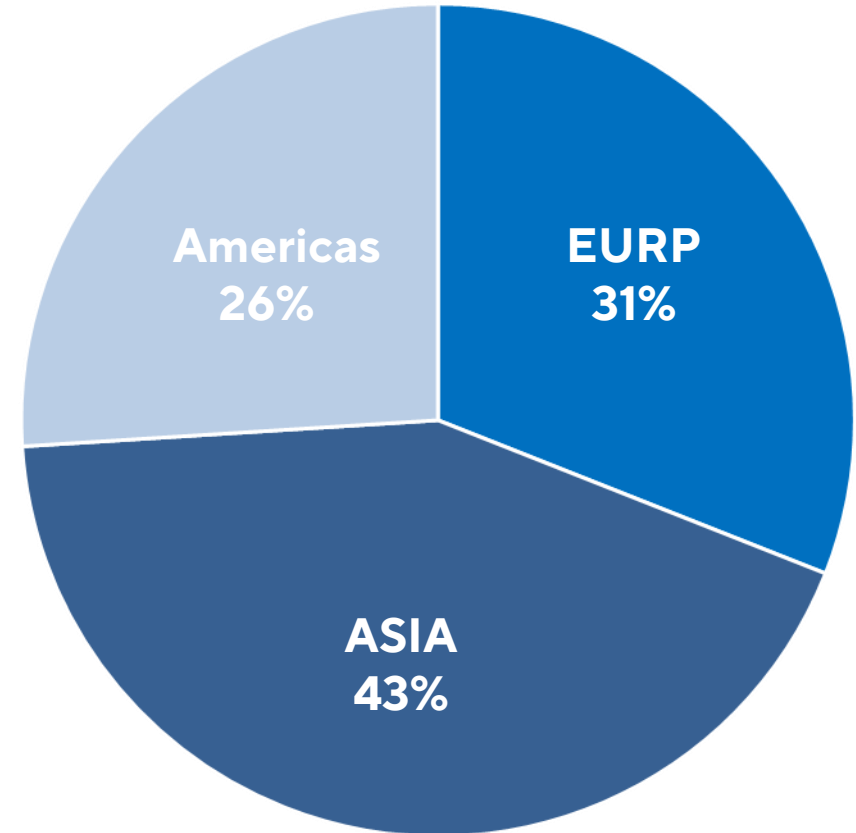


營收區域組合

2Q 2022



2Q 2021



3Q 2022 營運展望

- PC QoQ +15%~+20%
- Component QoQ +0~5%



IN SEARCH OF INCREDIBLE

策略與展望

Key Business Objectives

One ASUS

A unified team that trusts in radical truth and transparency, leveraging collective wisdom to achieve synergies across all business segments

Next Era of Innovation

Fostering product, process and operational innovation

Aspirational Targets

Setting aspirational growth targets that are respected by the industry

Executive Summary

Managing Market Dynamics

- Monitor and respond to widening impacts of macroeconomic uncertainties and weakening PC demand in near-term.

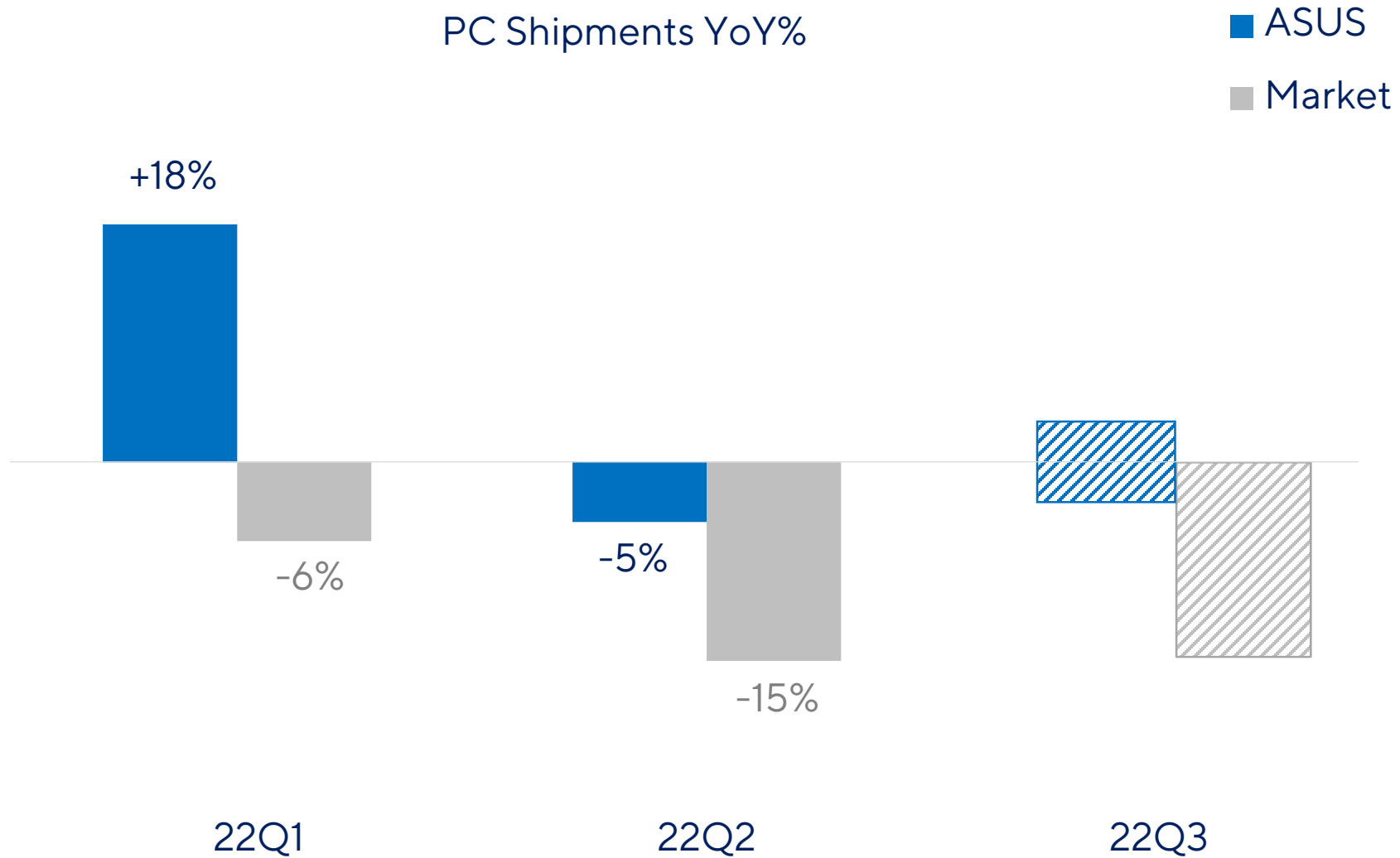
Strengthening Competiveness

- Despite macro headwinds, ASUS PC shipments were up 5% YoY in 1H 2022, outperforming the market by 15%.

Creating Long-term Value

- Execute a proactive expansion strategy to address post-pandemic market.

Consistent Outperformance



Execution Strategy



System Products

Execute portfolio optimization with resilient management and disciplined sales strategy. Revenue was up 5% in Q2 2022 and outpaced the industry.



Open Platform Products

Solidify leading market positions through industry-leading R&D and innovation capabilities. Motherboard market share was up mid-single digit in Q2 2022.



AIoT Solutions

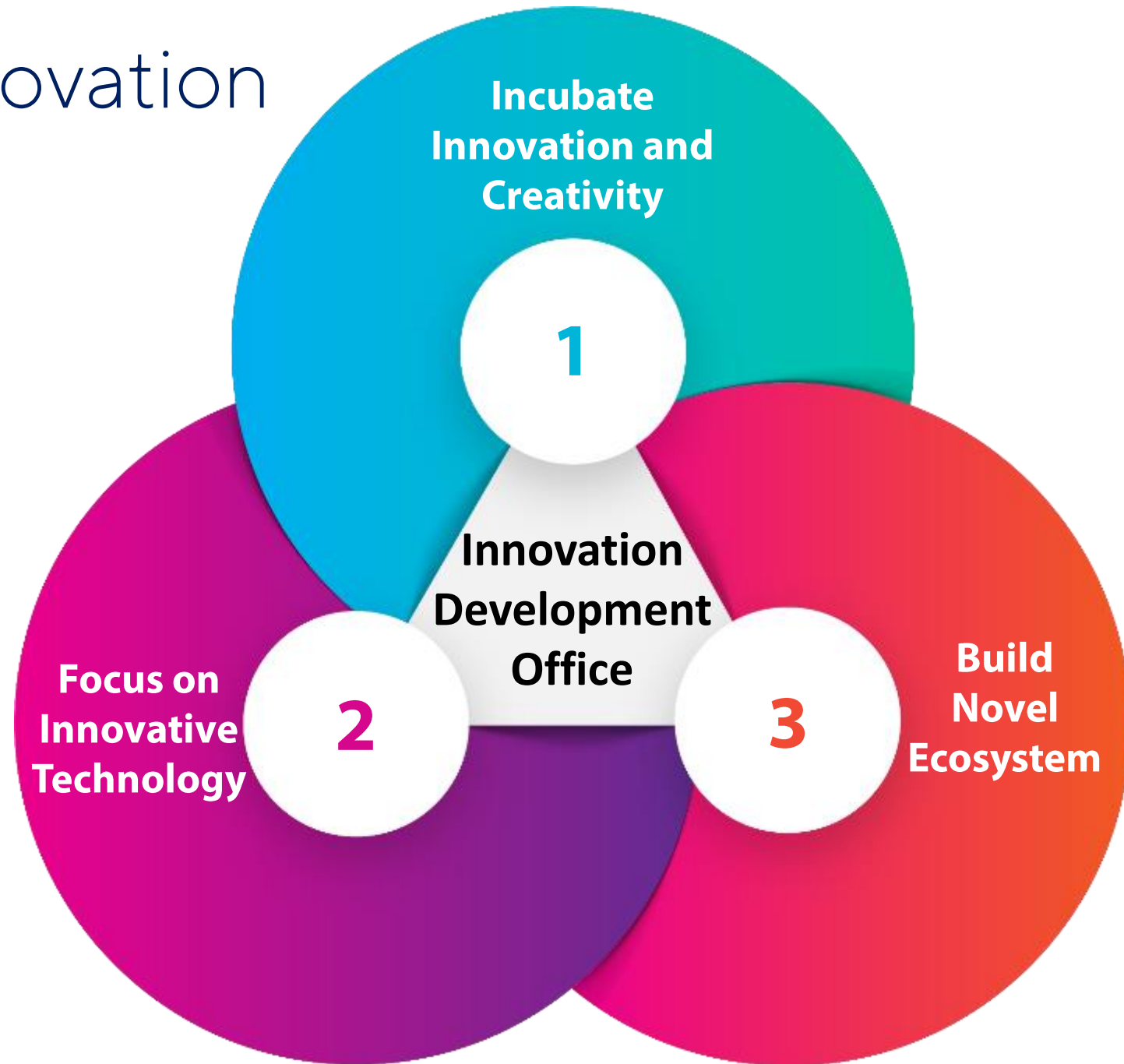
Invest in ecosystem, technology and talent to enable AIoT transformation.



ESG

Digitize data, adopt scientific management practices, and optimize core competencies.

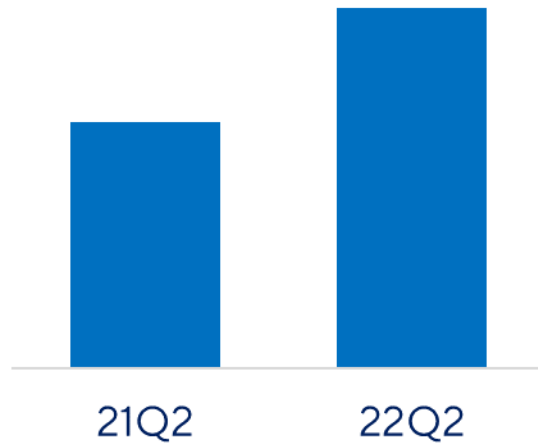
New Era of Innovation



AIoT Business Group

2022 Q2 Performance

~ +25% YoY Revenue Growth



Three-year Partnership with Tan Tock Seng Hospital in Singapore



VivoWatch ECG App Certified by TFDA



Strategic Drivers

- Increase R&D investment and strengthen domain knowledge to accelerate the advancement of applications and expand AIoT solution offerings
- Build an evolving ecosystem with industry partners to create in-depth synergies and value enhancement for customers

Development in Blood Film Analysis

Successful clinical partnership



Partnered with
2 public hospitals



Featured in major
news media

Blade's features

**Differential
count**

Locate & classify
white blood cells



RBC viewer

Assist red blood-
cell grading



PLT estimate

Estimate count
for platelets



Value for users

1

Pre-classification of
cells for users' review
reduces fatigue

2

Common frame of
reference on cell-
image for operators

3

Time saving of up
to 50% over manual
process

4

Remote analysis so
slide can be **reviewed
anywhere**

High performance attained

Accuracy of differential count: **91.4 %**

Accuracy of PLT estimate: **85.3 %**

User feedback:



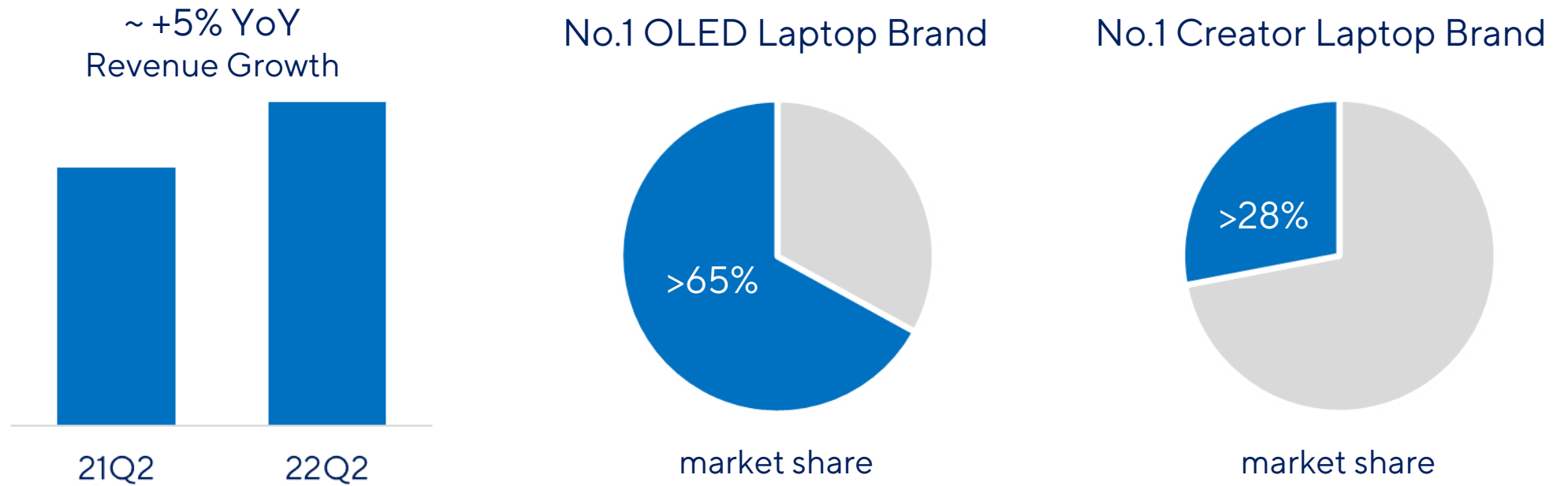
Good that it's user
friendly.
Straightforward.



Identifies cells with
95% accuracy.

System Business Group

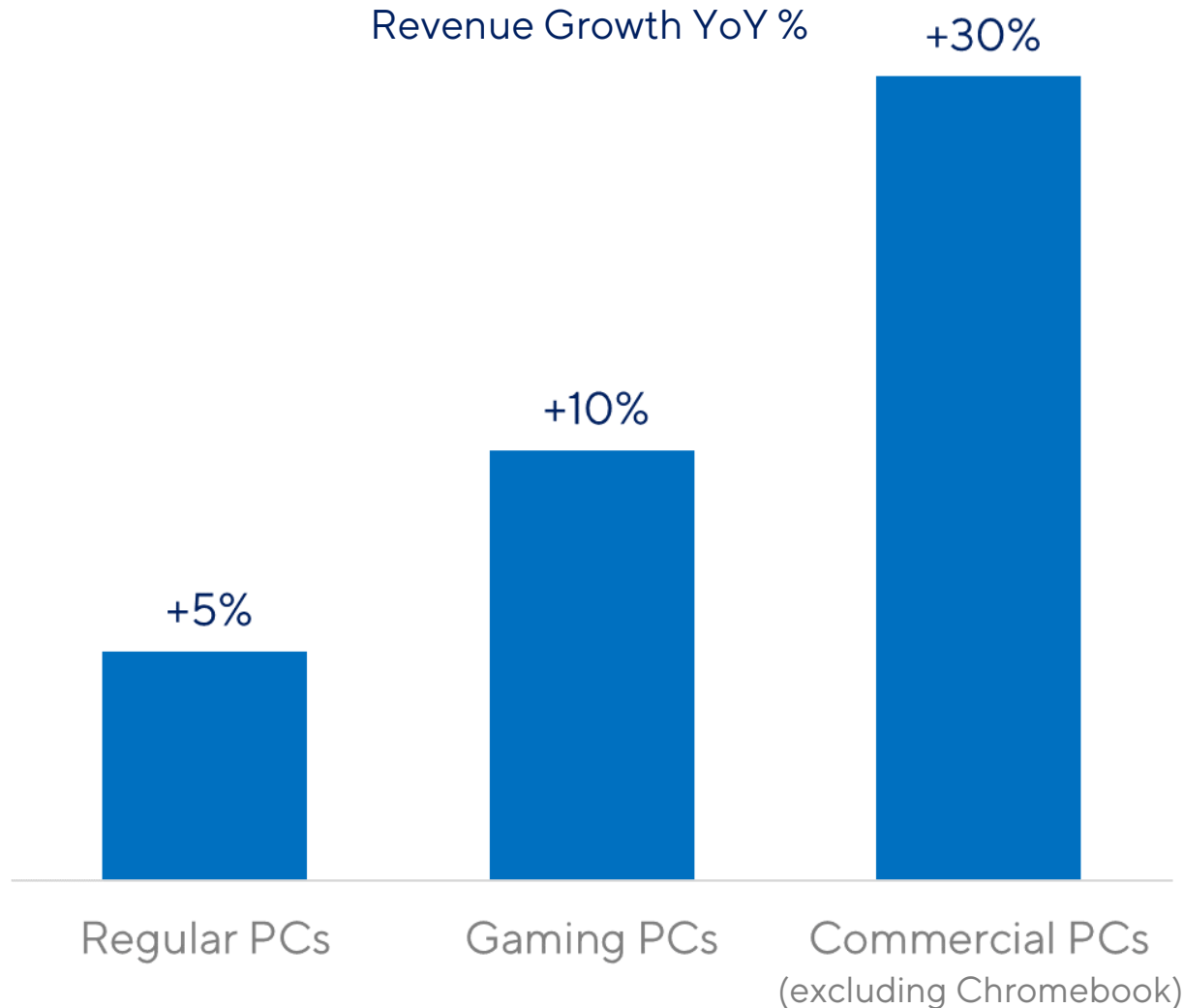
2022 Q2 Performance



Strategic Drivers

- Execute product segmentation, while staying alert and responding to changing market conditions
- Define a clear roadmap to reinforce ASUS leadership in OLED and creator laptops
- Leverage ASUS strengths in R&D and design to meet growing demand for high-performance PCs
- Incorporate the concept of circular economy into product design to bring more eco-friendly products

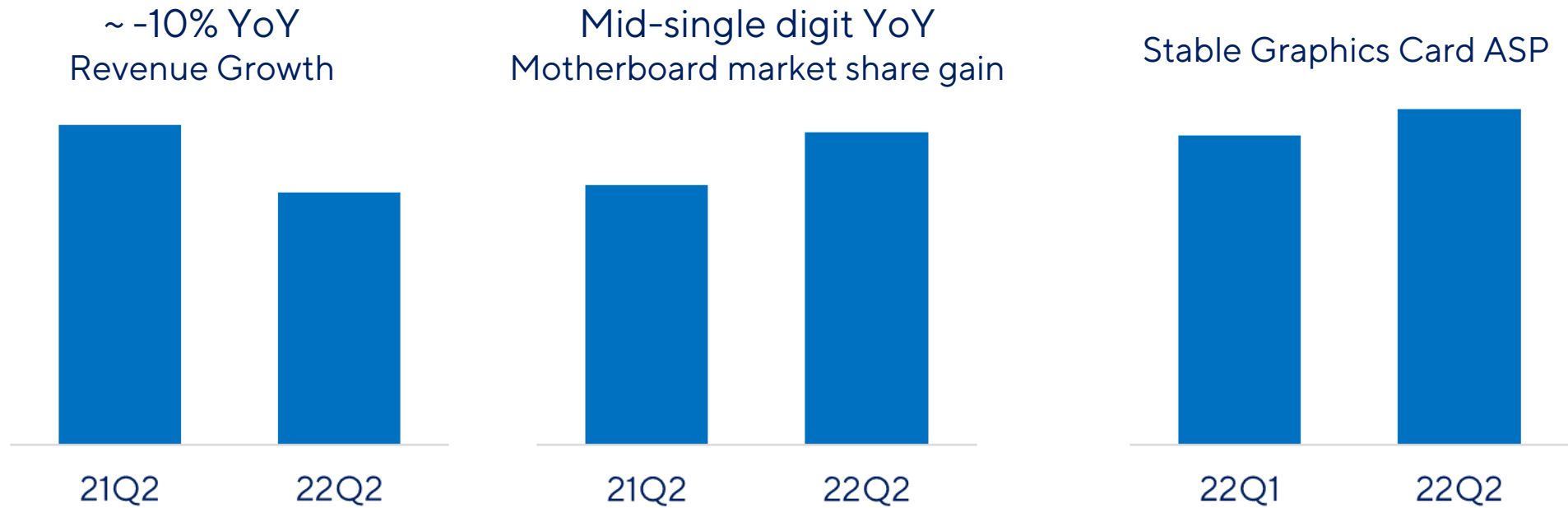
PC Growth by Segment in 2022 Q2



- Revenue of regular PCs up 40% YoY in APAC with strong market share gains in Japan, Korea, India, Vietnam, Thailand and Malaysia
- Creator PCs revenue up 95% YoY
- Gaming PCs saw market share gains in Europe, China and APAC, outperforming the market as the No.1 gaming PC brand worldwide (excluding China)
- Increased the investment in commercial PCs development and delivered strong +30% YoY revenue growth

Open Platform Business Group

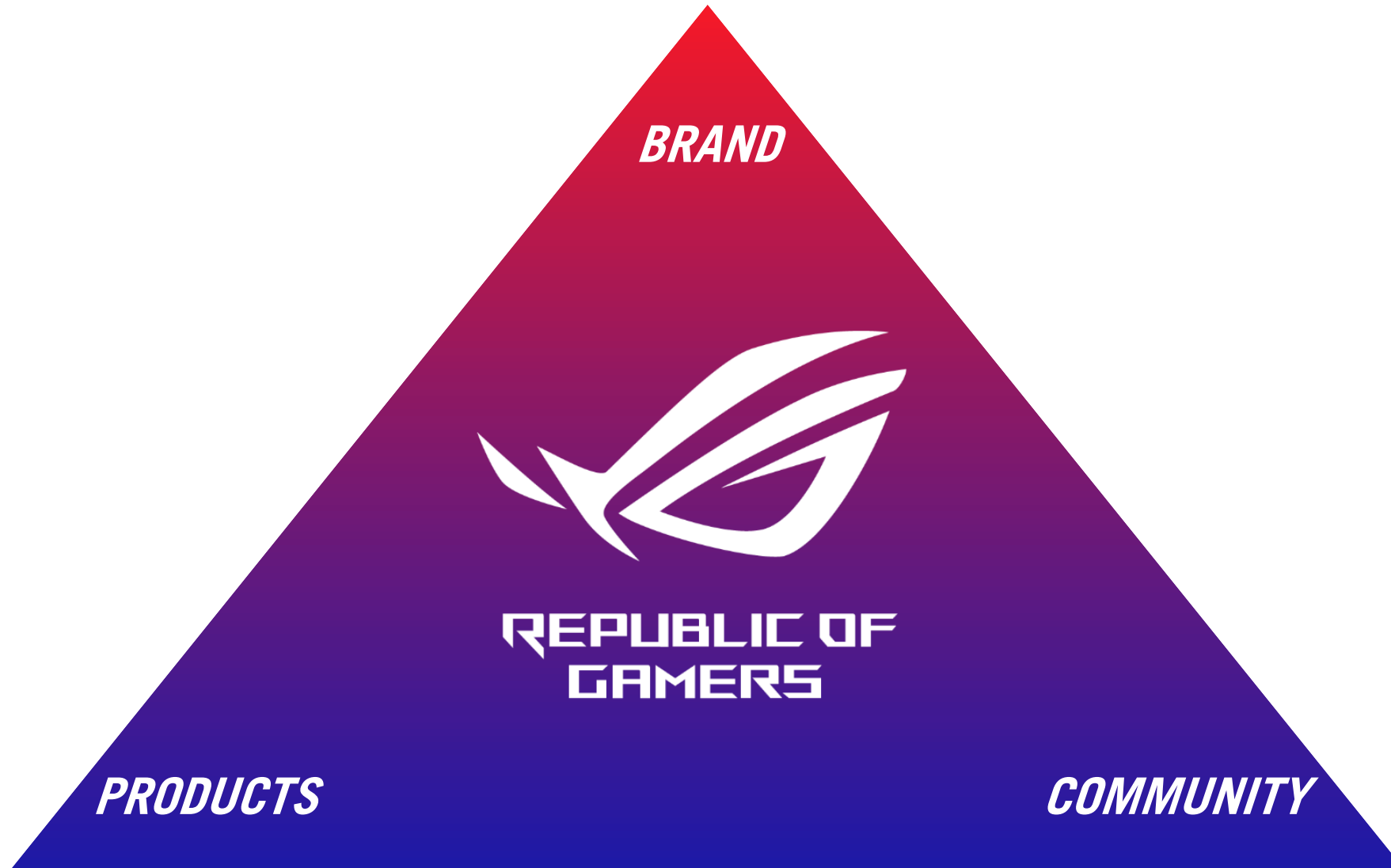
2022 Q2 Performance



Strategic Drivers

- Continue to execute product segmentation, focusing on gaming for long-term growth momentum
- Expand ecosystem and partnerships to jointly unleash the power of open platform solutions
- Leverage ASUS strengths in R&D to build even more powerful, intelligent AI-enabled products

No.1 Gaming Brand and Ecosystem



No.1 Gaming Portfolio

Gaming products account for more than 40% of revenue

ROG Strix LC
GeForce RTX™ 3090 Ti



ROG Strix SCAR 17 SE

ROG Flow X16



ROG Phone 6/6 Pro
Series



ROG SWIFT OLED
PG42UQ & PG48UQ



ROG Crosshair X670E Extreme



ROG Rapture GT-
AXE16000



ROG Archer Series



ROG Slash
Series



ROG Strix Flare II Animate



ROG Fusion II 500



ROG Chakram X

ROG X EVANGELION

A True IP Collab and Communication between Anime & PC DIY Community



ROG Phone 6 – Serious Mobile Gaming



ASUS ROG Designed with Versatility

ROG Flow X16



Versatile Gaming

**ULTRAVERSATILE.
ULTRAPOWERSFUL.**

ROG Strix SCAR 17 SE



Ultra Gaming Flagship

PEERLESS PERFORMANCE.

ROG Slash



Stylish ROG Design Accents

ROAM TWO REALITIES.

Our ESG Commitment

Climate Action



- Carbon emissions from operational electricity consumption dropped by 15.8% YoY in 2021

Circular Economy



- Eco-friendly products accounted for 86.6% of product revenue in 2021
- Average energy efficiency of notebook PCs exceeded Energy Star by 37.6% in 2021

Responsible Manufacturing



- Responsible mineral use included sourcing 100% tantalum, tin, tungsten and gold from qualified smelters
- Conducted sustainability audits, having protected more than 390,000 workers since 2013

Value Creation



- Established digital opportunity centers in 39 countries and donated 20,000+ computers

Worldwide Recognition

Climate Leaders Asia-Pacific 2022

*By Financial Times,
Nikkei Asia and Statista*



2022 Most Thoughtful Employers

*By the Taipei City
Government*



IN SEARCH OF INCREDIBLE

問與答