



ASUSTEK

1Q 2024 Investor Conference

Disclaimer

ASUSTeK's presentation contains forward-looking statements subject to significant risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements.

The forward-looking statements in this release reflect the current belief of ASUS as of the date of this release, we undertake no obligation to update these forward-looking statements for new information, future events, or otherwise.

Agenda

- *1Q 2024 Financial Result*
- *Strategy & Outlook*
- *Q & A*



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1Q 2024 Financial Result

2024 1Q Brand Income Statement

in NT\$ Mn	2024 1Q	2023 4Q	QoQ	2023 1Q	YoY
Net Revenue	114,106	111,943	2%	102,376	11%
COGS	(97,153)	(94,660)	3%	(94,128)	3%
Gross Profit	16,953	17,283	-2%	8,247	106%
Operating Expenses	(12,317)	(14,943)	-18%	(11,900)	3%
Operating Profit	4,636	2,341	98%	(3,653)	227%
Non-OP Items	1,666	3,251	-49%	1,703	-2%
Pre-Tax Profit	6,302	5,591	13%	(1,950)	423%
Tax	(855)	(1,664)	-49%	268	-419%
Net Profit	5,447	3,927	39%	(1,682)	424%
EPS	7.3	5.3		(2.3)	
Gross Margin %	14.9%	15.4%		8.1%	
Operating Margin %	4.1%	2.1%		-3.6%	

2024 1Q Non-OP Items

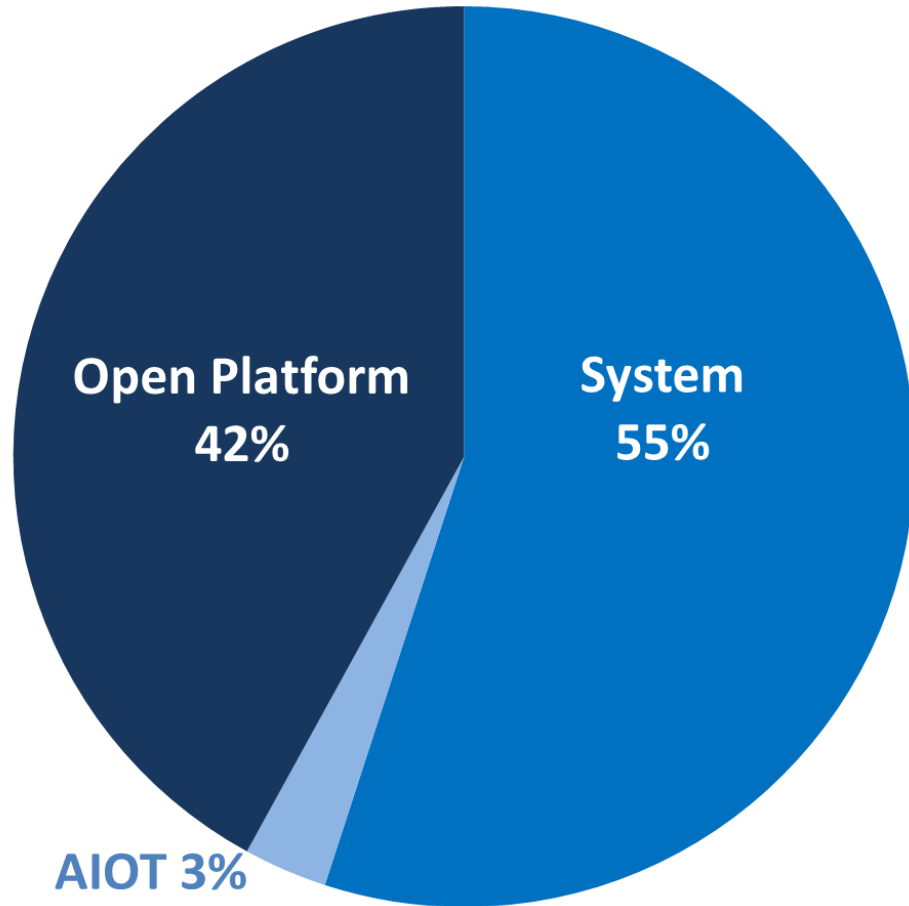
in NT\$ Mn	2024 1Q	2023 4Q	QoQ	2023 1Q	YoY
Interest Income (net)	694	696	0%	482	44%
Investment Income	286	605	-53%	290	-1%
<i>Askey</i>	<i>(376)</i>	<i>(222)</i>	<i>-70%</i>	<i>(49)</i>	<i>-670%</i>
<i>Others</i>	<i>663</i>	<i>827</i>	<i>-20%</i>	<i>339</i>	<i>96%</i>
Exchange Gain/(Loss)	578	1,411	-59%	990	-42%
Dividend Income	13				-
Other Income (net)	95	538	-82%	<i>(67)</i>	241%
Total Non-OP items	1,666	3,251	-49%	1,703	-2%

2024 1Q Brand Balance Sheet

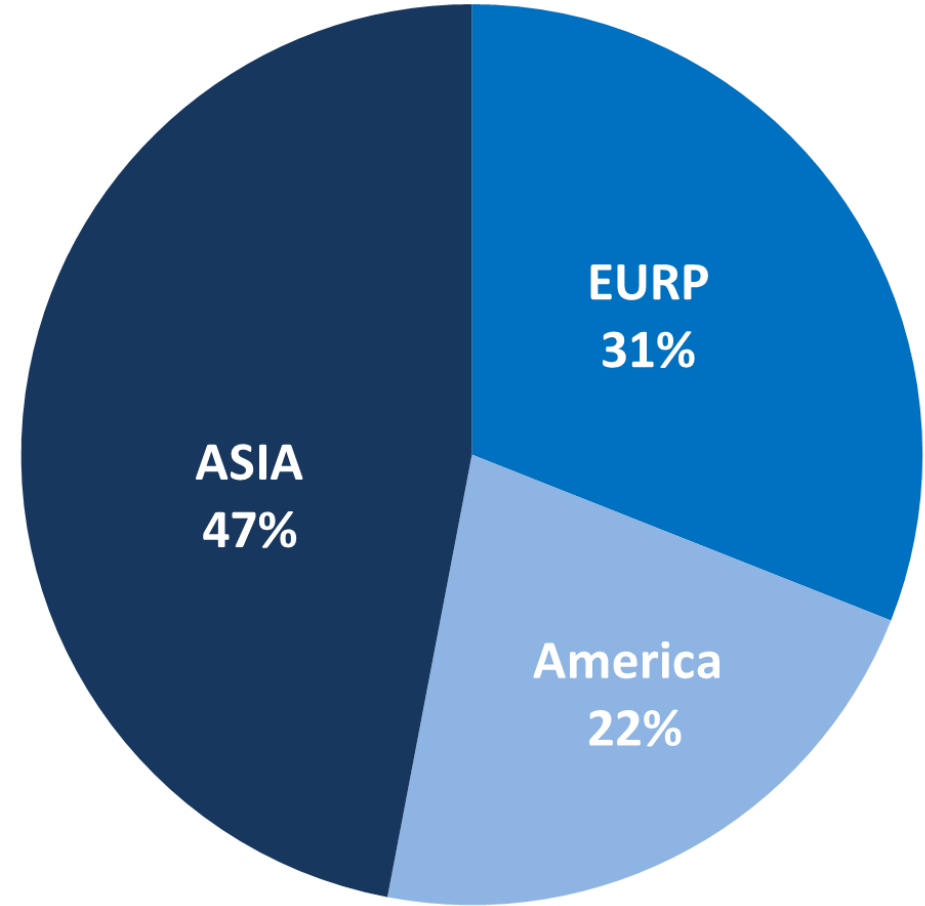
in NT\$ Mn	Mar 31, 2024	Dec 31, 2023	QoQ	Mar 31, 2023	YoY
Cash & equivalents	58,355	66,399	-12%	58,829	-1%
Accounts receivable	80,835	81,519	-1%	86,539	-7%
Inventories	128,251	116,388	10%	115,845	11%
Current Assets	284,539	278,975	2%	275,101	3%
Long-term investments	134,992	122,314	10%	107,611	25%
Fixed assets	14,628	14,540	1%	14,450	1%
Total Assets	461,624	443,052	4%	427,370	8%
Accounts payable	52,805	52,992	-0%	56,113	-6%
Current Liabilities	178,812	181,453	-1%	187,857	-5%
Total Liabilities	201,542	203,236	-1%	208,237	-3%
Paid-in capital	7,428	7,428		7,428	
Stockholders' equity	260,082	239,816	8%	219,132	19%
Avg. Days of Inventory	114	112		108	
Avg. Days of AR	64	73		66	
Avg. Days of AP	52	56		46	
Avg. CCC Days	127	128		128	

1Q 2024 Revenue Mix

Business Group



Region



System BG: PC & smartphone

AIOT BG: Mini PC, IPC & AI solution

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

2Q 2024 Business Outlook

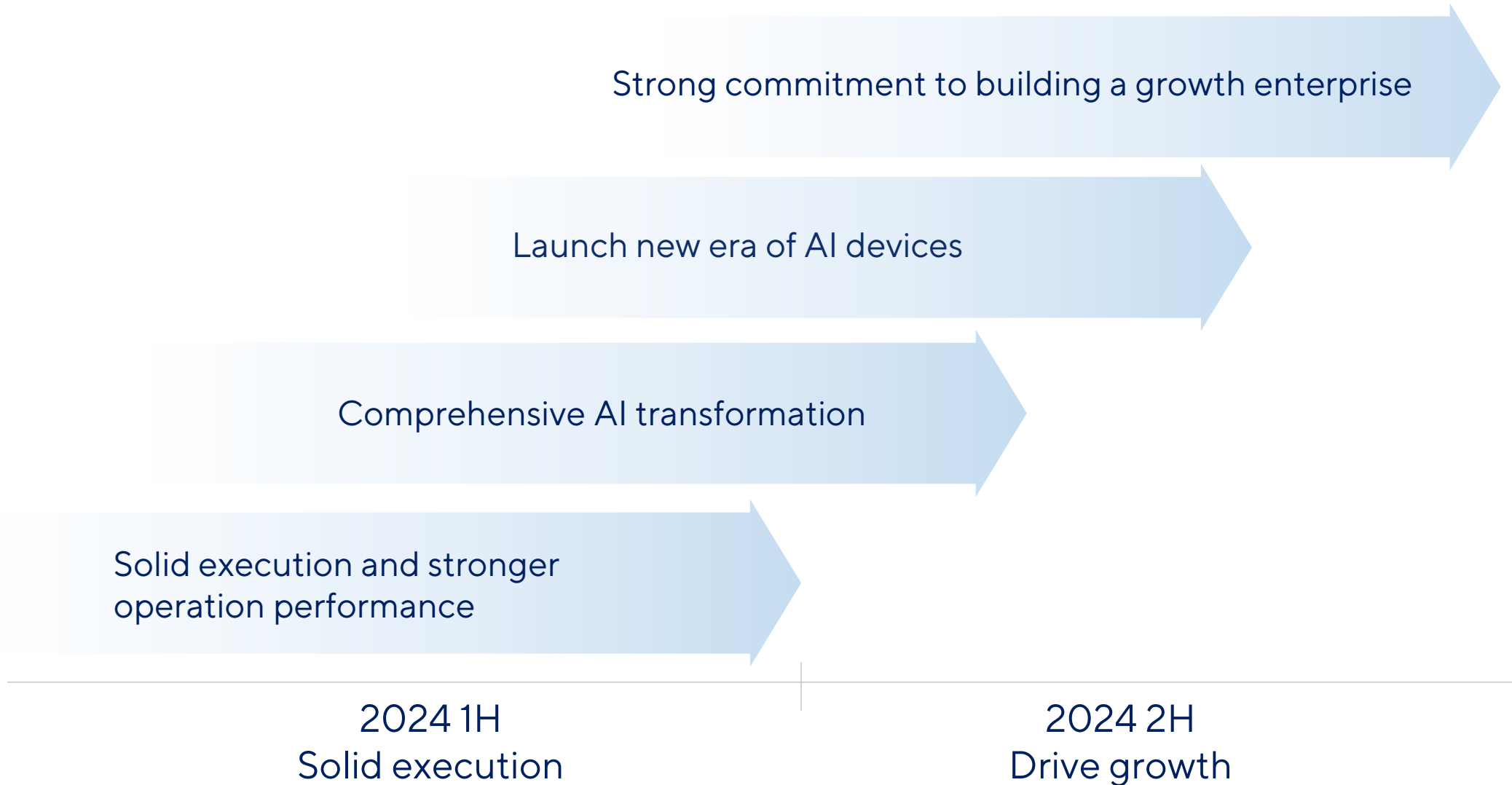
- **PC QoQ +10%~15%**
- **Component QoQ Flattish**



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Strategy & Outlook

2024 Business Outlook



The Most Comprehensive AI Solution



AI Cloud

AI Server



AI on Personal Client

AI PC, AI Smartphone



AI on the Edge

IPC, AIoT



ASUS' Key Initiatives in the AI Era

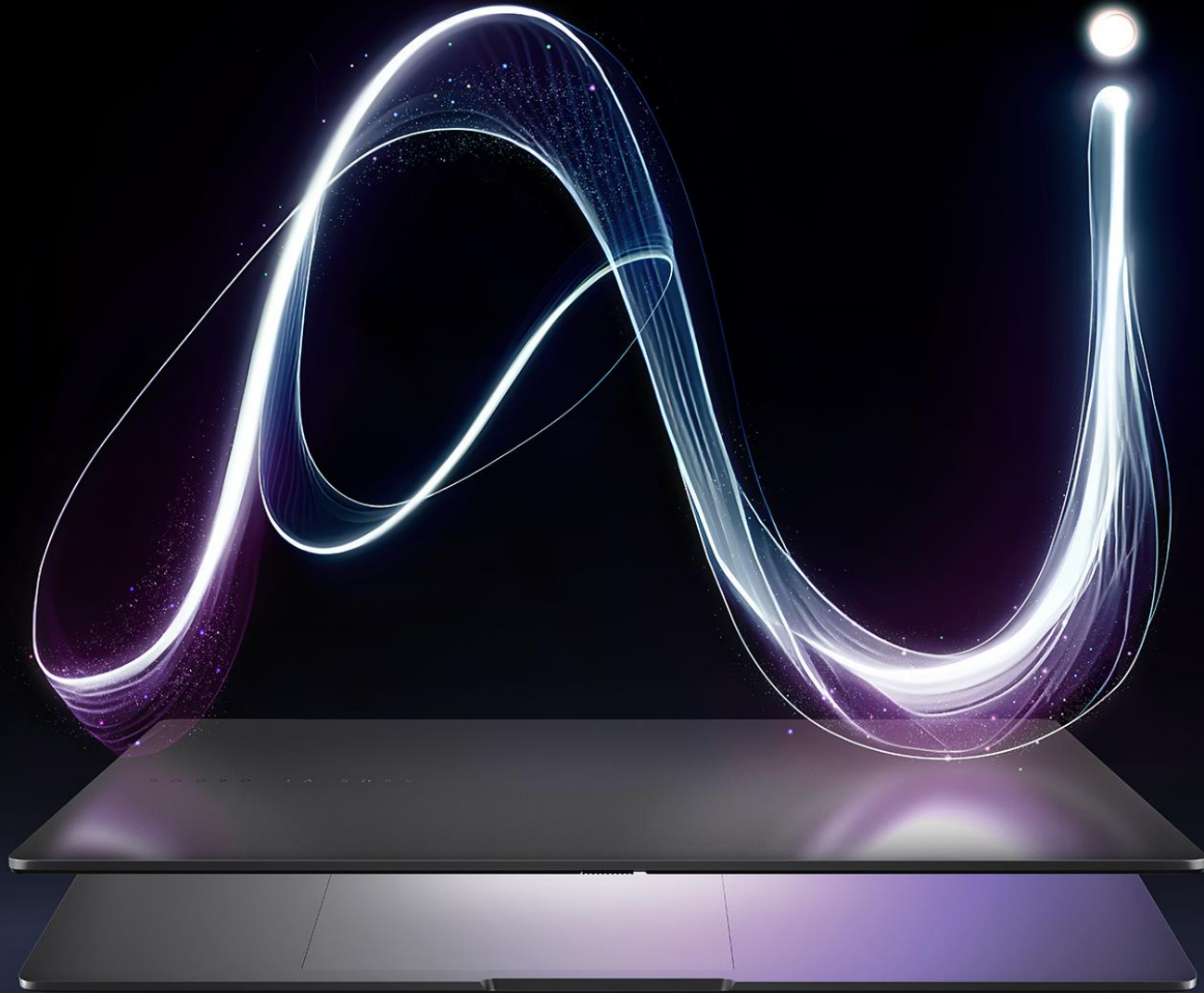
Design Thinking

Ubiquitous AI



Time to Innovation

Ecosystem Architect

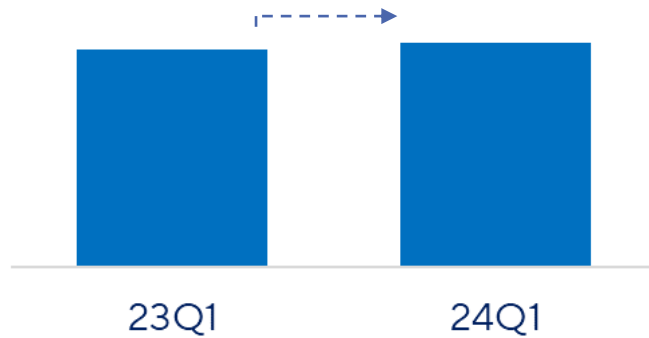


**Next Level.
AI Incredible.**

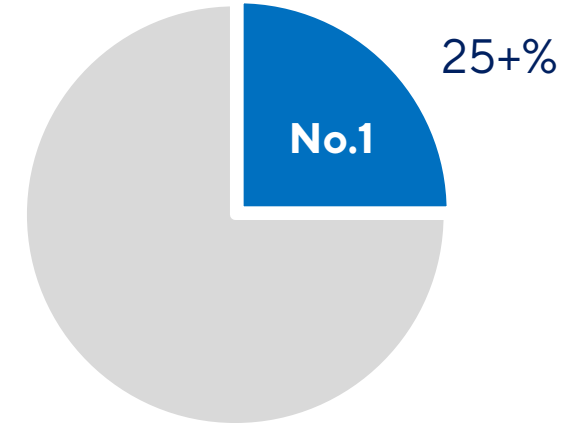
System Business Group

2024 Q1 Performance

24Q1 Revenue
+ 0~5% YoY



Gaming NB Leadership



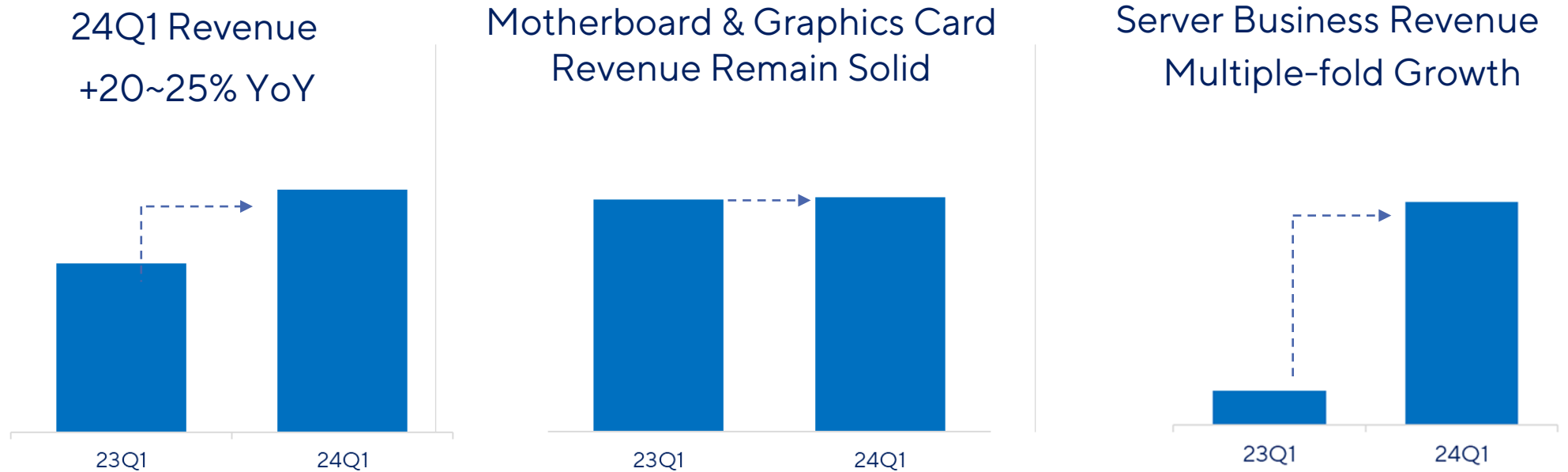
Market Share

Business Highlights

- ASUS continues to excel as the top gaming notebook brand.
- With the launch of AI PC, the PC industry is entering a long-term growth phase.
- ASUS is ready to shape this new era and become the leader in AI PC .

Open Platform Business Group

2024 Q1 Performance

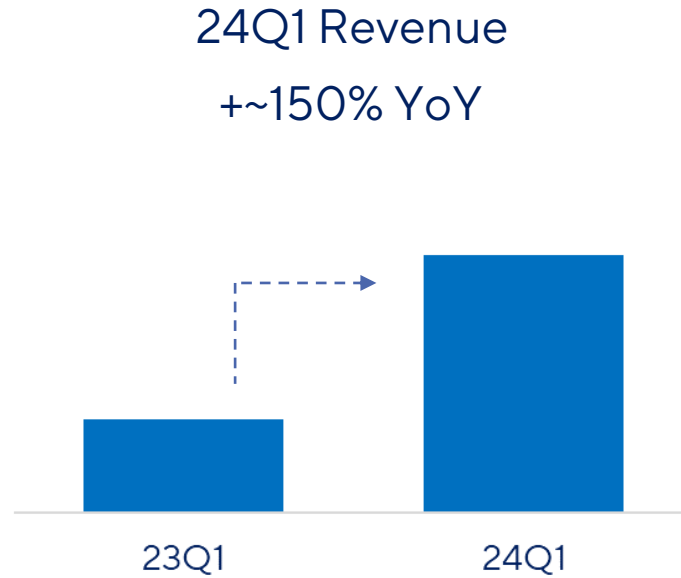


Business Highlights

- Solid leadership in motherboards and graphics cards with No.1 market share in the global market.
- Continuously expanding the ASUS gaming ecosystem with incremental revenue streams.
- ASUS's server business has achieved greater recognition and stronger business traction.

AIoT Business Group

2024 Q1 Performance



ASUS Handheld Ultrasound LU800 Honored
with National Medical Quality Award



Business Highlights

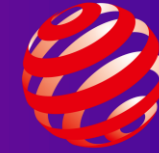
- ASUS introduced new NUC products to the market and various verticals.
- The ASUS Handheld Ultrasound LU800 receives a National Medical Quality Award for its exceptional product design, aiming to be the premier diagnostic tool for doctors.

No.1 Gaming Brand and Ecosystem



LEADERSHIP

- ROG Zephyrus gaming laptop reached around 60% market share in the thin & light gaming segment. (Feb, 2024)
- ROG products have been recognized with multiple design awards including iF and Red Dot awards.



reddot winner 2024

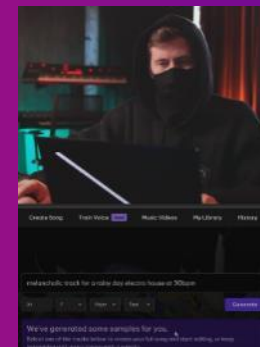
- ROG Zephyrus G16 is the first 16" laptop featuring OLED display with G-Sync support, tailor-made for gaming perfection.
- With AI-driven pattern recognition, the ROG Phone 8 series features powerful gaming capabilities to aid gamers in achieving triumph.



INNOVATION

DIVERSITY

- Driving integration of gaming, entertainment, sports, music, and lifestyle.





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Q & A