



ASUSTEK

3Q 2024 Investor Conference



IN SEARCH OF INCREDIBLE

Q & A

1. What are the company's projections for gross profit margin and operating profit margin in Q4 2024?

A: Please refer to webcast 21:34.

2. What was the revenue contribution of servers in the third quarter? How much of that was from AI servers? Has the company benefited from order transfers from SMCI?

A: Please refer to webcast 24:06.

3. When is the GB200 expected to ship, and are there different customer combinations? Will the shipment of the GB200 enhance the profitability of the server business?

A: Please refer to webcast 25:41.

4. How is ASUS's sales momentum and performance in the gaming and consumer PC products in the three major markets of Europe, America, and China?

A: Please refer to webcast 27:03.

5. Has the replacement cycle for commercial PCs begun? What is the outlook for the overall PC market in 2025?

A: Please refer to webcast 28:42.

6. Is ASUS considering using mergers and acquisitions to drive the growth of its server business? What is the manufacturing strategy for servers? Are the GB200 orders being manufactured to the NVL72 or NVL36 specifications?

A: Please refer to webcast 30:21.

7. Regarding the potential impacts of the new U.S. President Trump's policies, particularly in terms of tariffs and the supply chain, how is ASUS responding?

A: Please refer to webcast 32:40.

8. What are your views on the growth of global PC shipments in 2025? How do you foresee the AI PC penetration rate next year?

A: Please refer to webcast 34:57.

9. What is the company's view on Arm-based AI PCs

A: Please refer to webcast 38:01.

10. What is the company's outlook on the overall PC ASP (Average Selling Price) for next year?

A: Please refer to webcast 39:47.

11. Intel's Luna Lake CPU, with built-in LPDDR5, offers considerable low power consumption advantages. Will future x86 architecture processors follow this direction in terms of product architecture and design development? What impact will such a design have on the profitability of PC products?

A: Please refer to webcast 41:42.

12. What is the growth rate for the server business in 2025? Will it exceed the current market growth estimates?

A: Please refer to webcast 44:44.