



# ASUSTEK

*3Q 2023 Investor Conference*



IN SEARCH OF INCREDIBLE

Q & A

1. Could you provide an update on the current shipping progress and order visibility for the H100 servers and L40s system products that have started shipping gradually? Additionally, how is the company affected by the recent wave of U.S. chip export restrictions?

**A:** Please refer to webcast 24:43.

2. Regarding the integration of generative AI models into PCs and smartphones, what is the timeline and process? How does ASUS view the current landscape, especially considering its advantages in AI computing services, LLM model development, and a range of end products (PCs, smartphones, servers, etc.)? Could you provide more specific details on the strategic planning in this area?

[A: Please refer to webcast 27:06.](#)

3. What is the market size for the AI PC market in 2024 and 2025? Will the AI market primarily come from the enterprise/corporate sector? What will be Asustek's strategy in the AI PC market? Do AI PCs have higher margins than regular PCs?

A: Please refer to webcast 33:39.

4. What is Asustek's long-term operating margin target? (at 4-5%? )  
What will be the margin on server and AI server side?

A: Please refer to webcast 37:31.

5. In 23Q3, servers delivered a remarkable 40% year-over-year growth. Could you please provide insights into the primary customer types and key markets, such as CSPs (Cloud Service Providers) or SMBs (Small and Medium-sized Businesses)? Regarding the ambitious goal of achieving five times growth in five years, are there specific strategies that can be shared? What is the revenue contribution between AI servers and regular servers?

A: Please refer to [webcast 38:38](#).

6. How is the current demand recovery situation in the PC market, considering various types of devices such as gaming, business, consumer, and Chromebooks? Which type of laptops are experiencing a faster demand recovery? What is the outlook for the global PC market in 2024, and what are the company's shipment targets for 2024? Could you provide insights into the growth ranking of gaming, commercial, and consumer PC markets in 2024?

A: Please refer to webcast 40:09.



7. May we know how much AI server revenue contribution was in 3Q and what is the expectation for 4Q and 2024?

A: Please refer to webcast 45:29.

8. What is the company's outlook for the PC market in Q1 2024? Is it expected to experience growth or decline?

A: Please refer to webcast 46:19.

9. Could you provide an update on the current status of ROG Ally? What are the revenue contributions on a quarterly basis, and what is the outlook for the future?

A: Please refer to [webcast 46:54](#).

10. Any view on PC with ARM solutions?

A: Please refer to webcast 48:01.