



ASUSTEK

1Q 2022 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 2022 Financial Result*
- *Strategy & Outlook*
- *Q & A*



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1Q 2022 Financial Result

2022 1Q Brand P&L

in NT\$ Mn	2022 1Q	2021 4Q	QoQ	2021 1Q	YoY
Net Revenue	127,962	141,829	-10%	108,104	18%
COGS	(104,074)	(114,062)	-9%	(84,310)	23%
Gross Profit	23,888	27,767	-14%	23,794	0.4%
Operating Expenses	(13,817)	(15,442)	-11%	(12,233)	13%
Operating Profit	10,072	12,326	-18%	11,561	-13%
Non-OP Items	2,927	1,700	72%	684	328%
Pre-Tax Profit	12,999	14,026	-7%	12,245	6%
Tax	(2,569)	(1,968)	31%	(2,454)	5%
Net Profit	10,430	12,058	-14%	9,791	7%
EPS	14.0	16.2		13.2	
Gross Margin %	18.7%	19.6%		22.0%	
Operating Margin %	7.9%	8.7%		10.7%	

2022 1Q Brand Non-OP Items

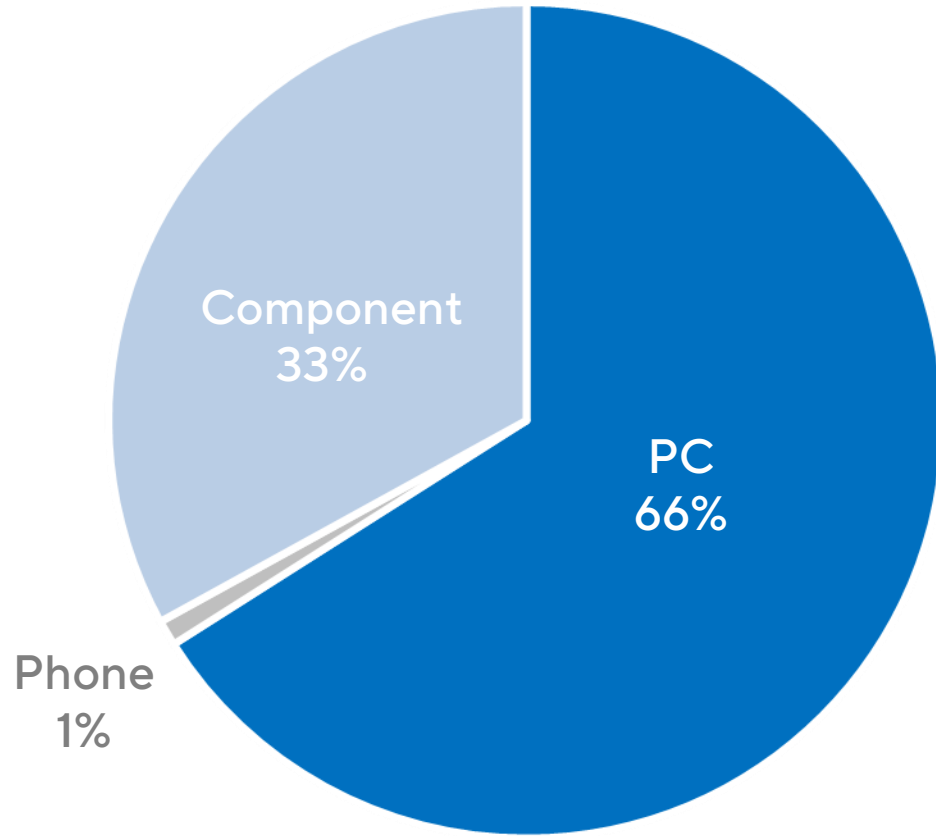
Non-OP Items	2022 1Q	2021 4Q	QoQ	2021 1Q	YoY
Interest Income (net)	138	150	-8%	81	71%
Investment Income	862	664	30%	(200)	530%
<i>Askey</i>	(182)	34	-630%	(688)	73%
<i>Others</i>	1,045	629	66%	487	114%
Exchange Gain/(Loss)	1,091	936	17%	665	64%
Other Income (net)	837	(49)	1795%	126	564%
Total Non-OP items	2,927	1,700	72%	684	328%

2022 1Q Brand Balance Sheet

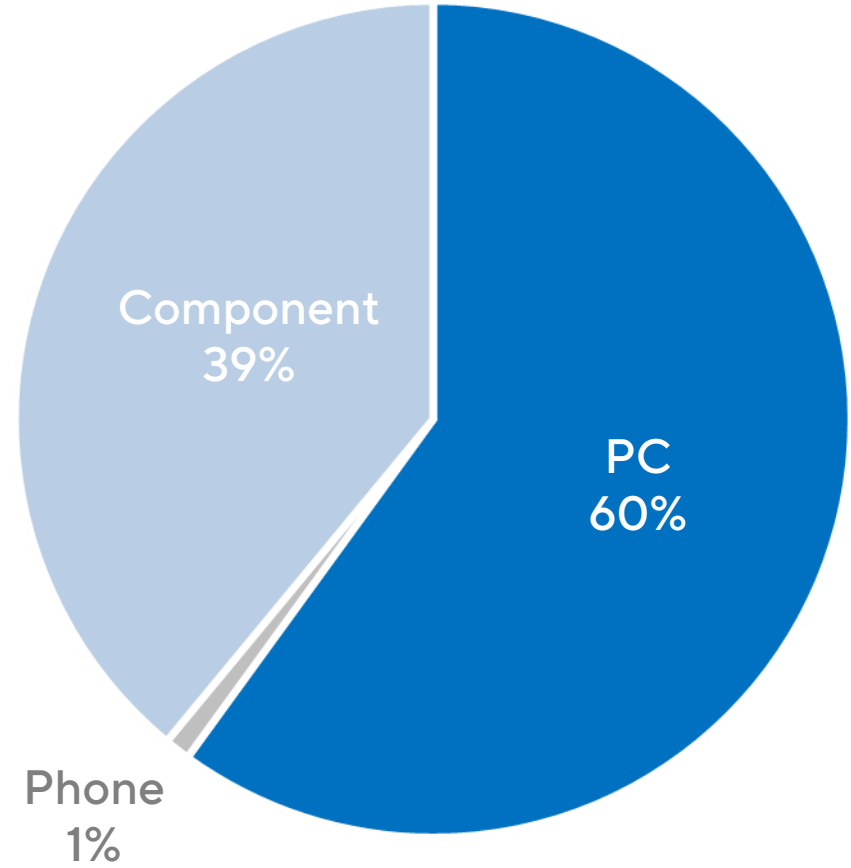
in NT\$ Mn	Mar 31, 2022	Dec 31, 2021	QoQ	Mar 31, 2021	YoY
Cash & equivalents	28,794	62,513	-54%	79,666	-64%
Accounts receivable	90,070	84,892	6%	68,996	31%
Inventories	193,379	158,154	22%	106,437	82%
Current Assets	326,091	319,877	2%	265,914	23%
Long-term investments	109,052	107,377	2%	100,573	8%
Fixed assets	14,293	14,215	1%	16,179	-12%
Total Assets	476,341	468,110	2%	402,420	18%
Accounts payable	84,010	89,512	-6%	69,903	20%
Current Liabilities	212,221	217,591	-2%	170,592	24%
Total Liabilities	230,478	235,779	-2%	185,633	24%
Paid-in capital	7,428	7,428		7,428	
Stockholders' equity	245,863	232,331	6%	216,787	13%
Avg. Days of Inventory	154	123		107	
Avg. Days of AR	62	55		58	
Avg. Days of AP	80	69		68	
Avg. CCC Days	136	110		97	

Product Mix

1Q 2022

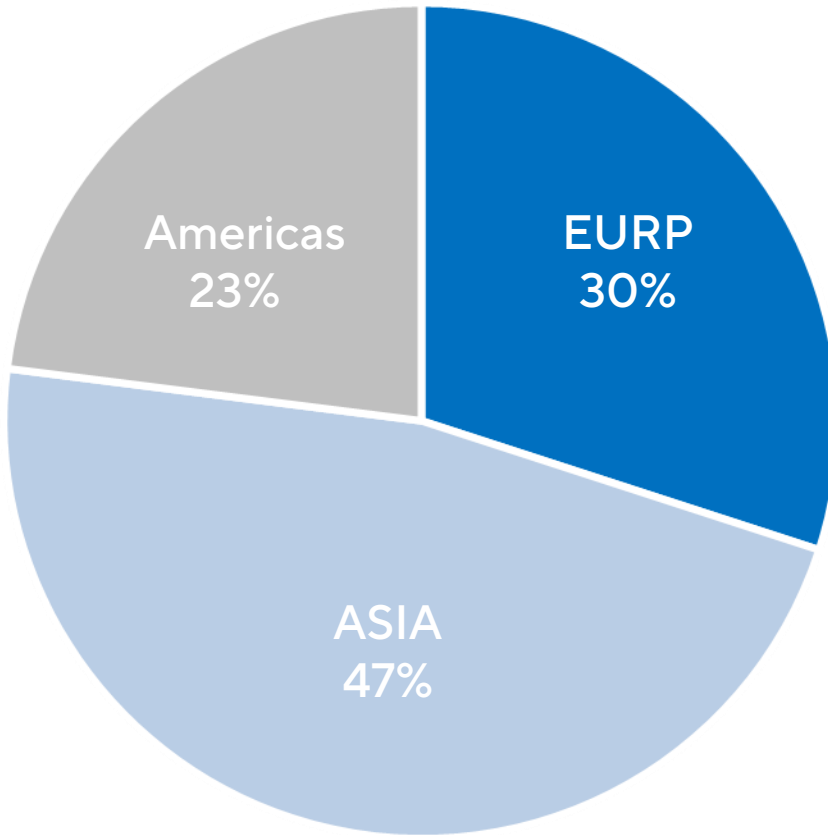


1Q 2021

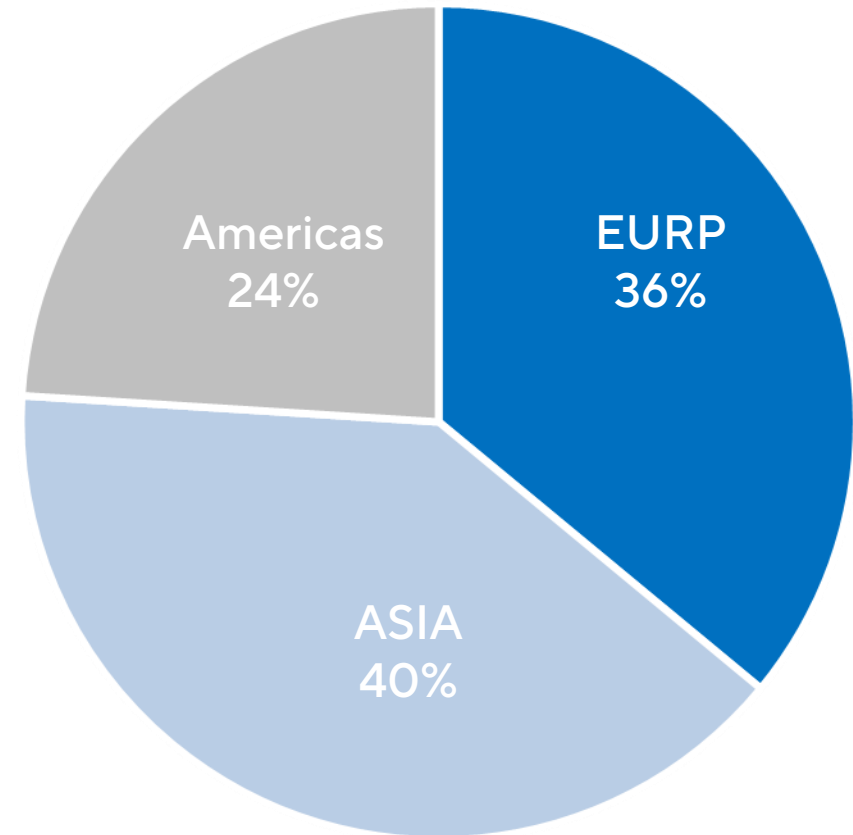


Region Mix

1Q 2022



1Q 2021



2Q 2022 Business Outlook

- **PC QoQ down 10%**
- **Component QoQ down 10%~15%**



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Strategy & Outlook

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

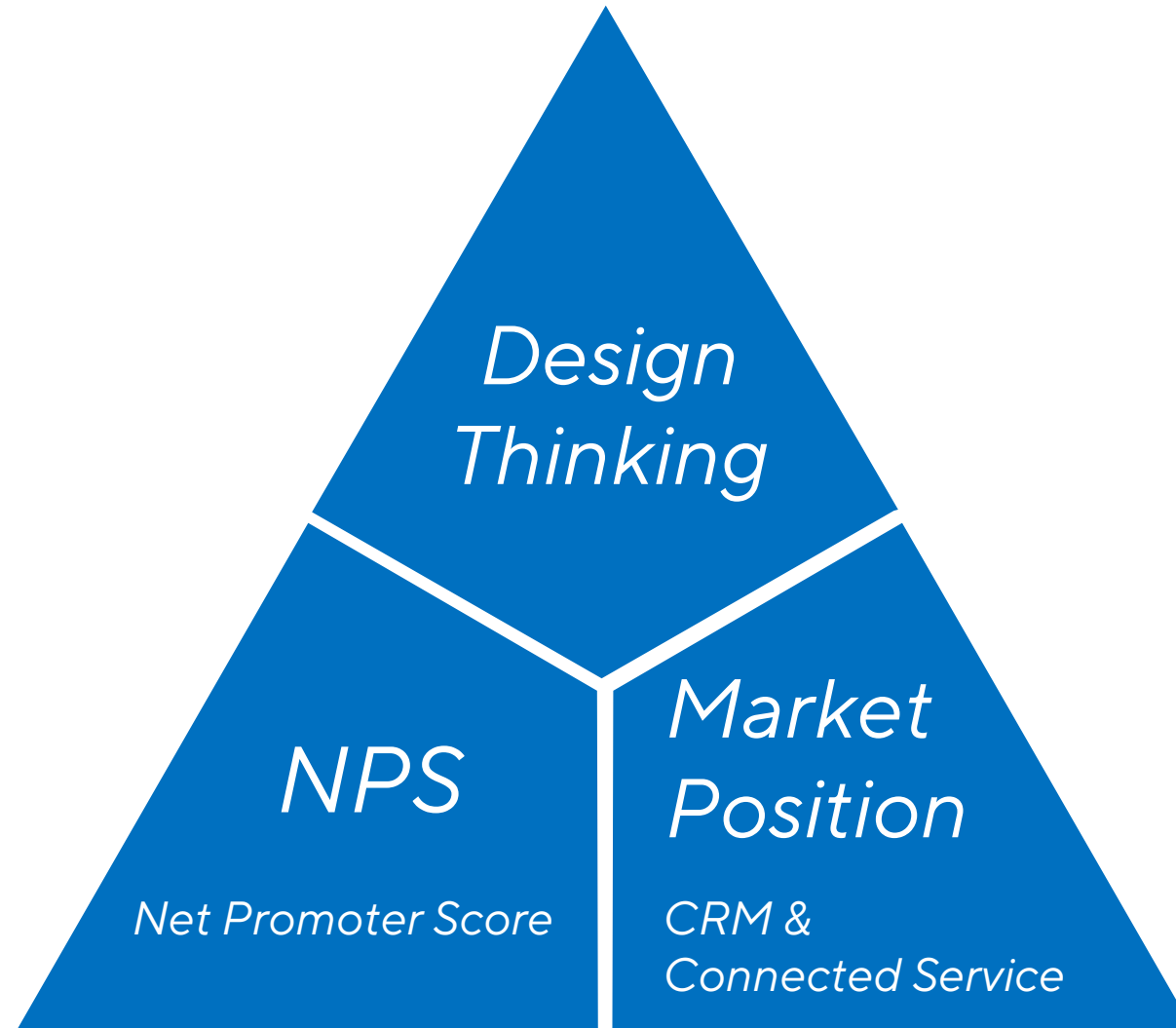
Next Era of Innovation

Fostering product, process and operational innovation

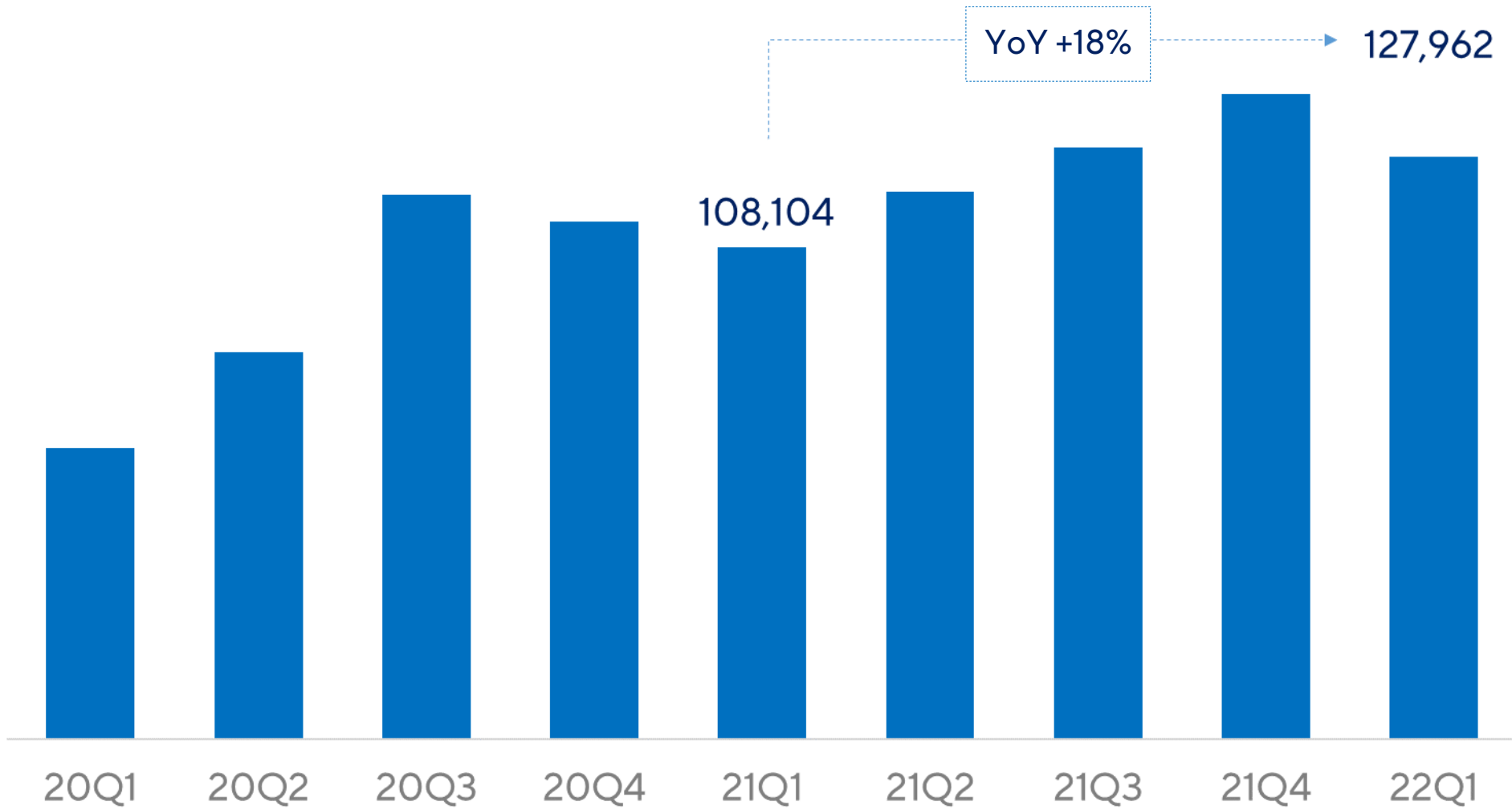
Aspirational Targets

Setting aspirational growth targets that are respected by the industry

Golden Triangle of the ASUS Brand



Performance in Q1 2022



Brand Consolidated Revenue
(NT\$ million)

Performance in Q1 2022

Open Platform Products

- Sustained leadership in Open Platform products with strong ASP growth in Q1 2022
- Dominated in Intel Z690 & AMD X570 high-end motherboards with 55% market share worldwide
- Workstation motherboard revenue was up 50% YoY in Q1 2022

System Products

- System products revenue was up 30% YoY in Q1 2022 with significant growth across regular PCs, gaming PCs and commercial PCs
- Innovation and better product mix drove double-digit ASP growth in Q1 2022
- Executed product segmentation and resilient operational management strategies to reach aspirational targets and outperform the market

Worldwide Recognition



red**dot** winner 2022

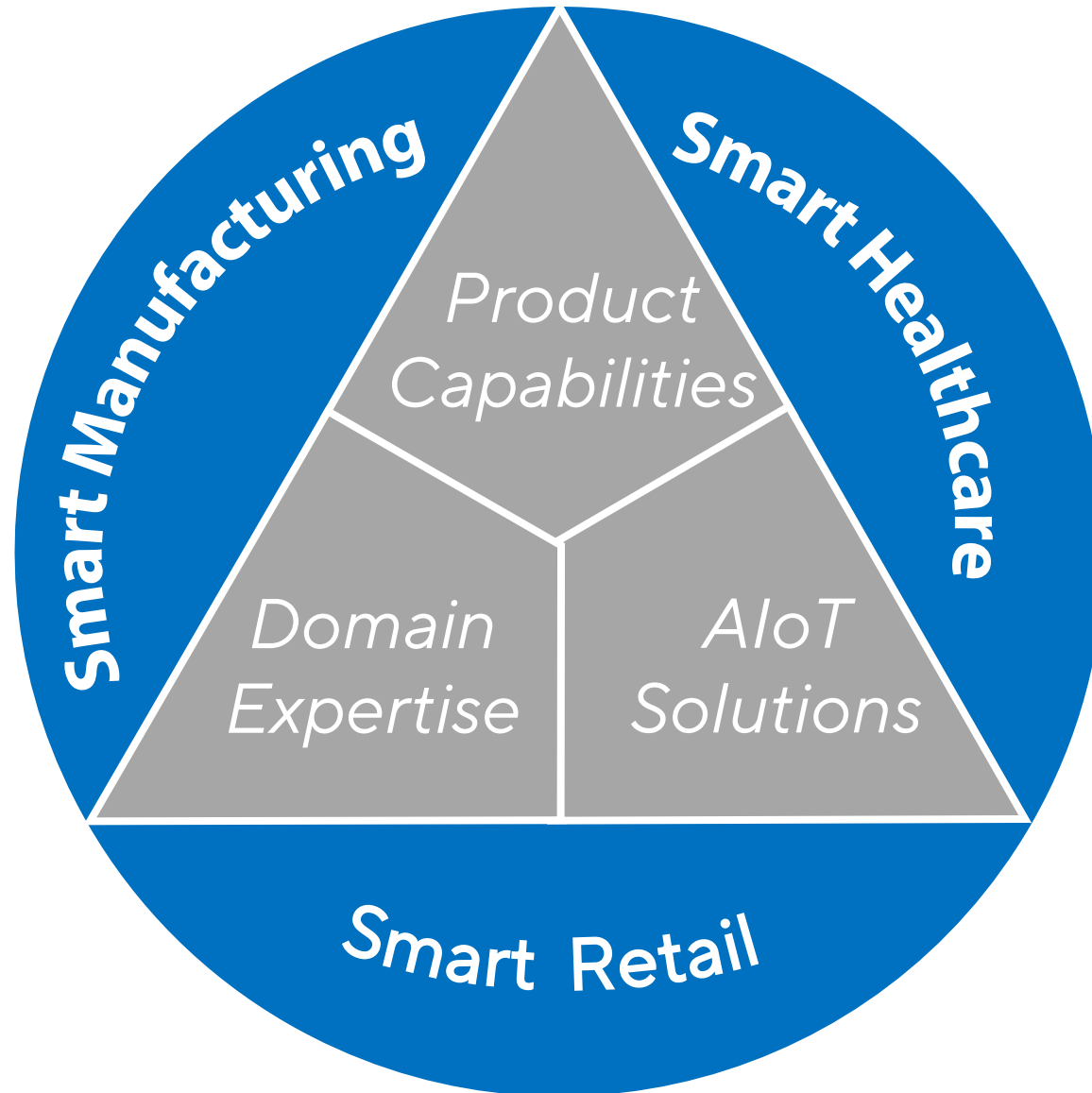


Red Dot: Product Design



iF Design Awards

ASUS AIoT Ecosystem

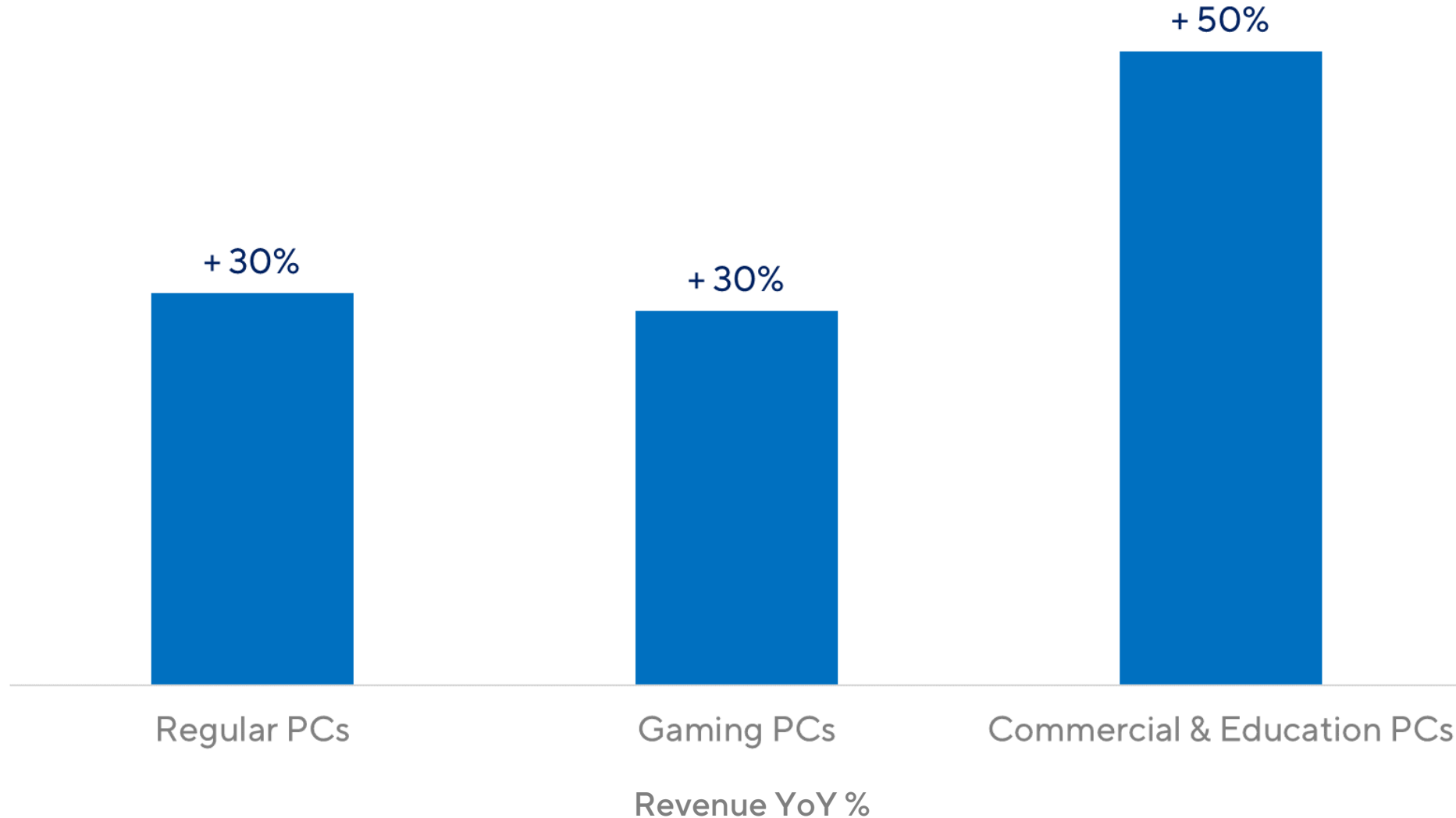


ASUS Advanced AIoT Solutions

- Continued development in healthcare innovation
 - Released latest LU710 phased array & endocavity portable ultrasound probe
 - Showcased Vivowatch series
 - Performed on-site demos of latest healthcare solutions in multiple hospitals in Taiwan
- Began ASUS IoT Telemedicine Cart partnership with Taipei City government
- Leveraged ASUS IoT PE400D solution for 5G Smart Pole Standard Promotion Alliance
- ASUS AIoT revenue was up 55% YoY in Q1 2022



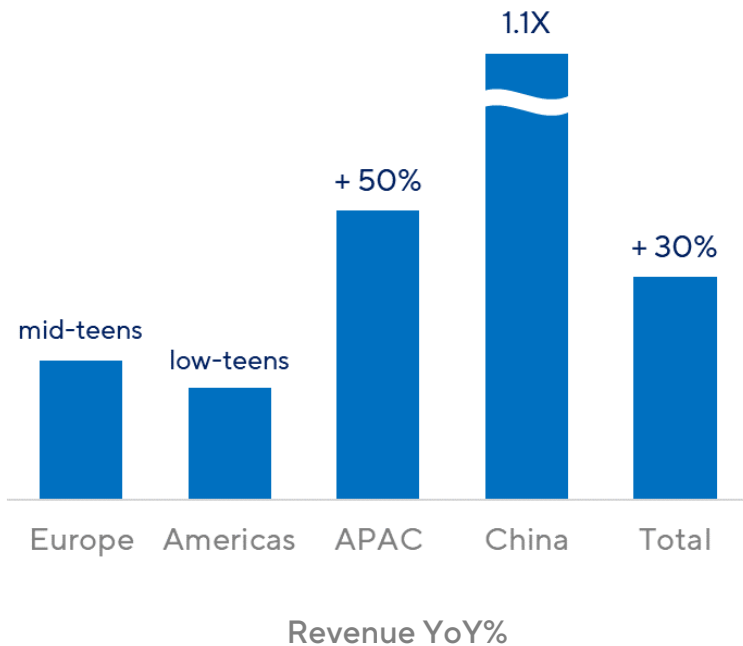
PC Growth by Segment in Q1 2022



PC Regional Growth in Q1 2022

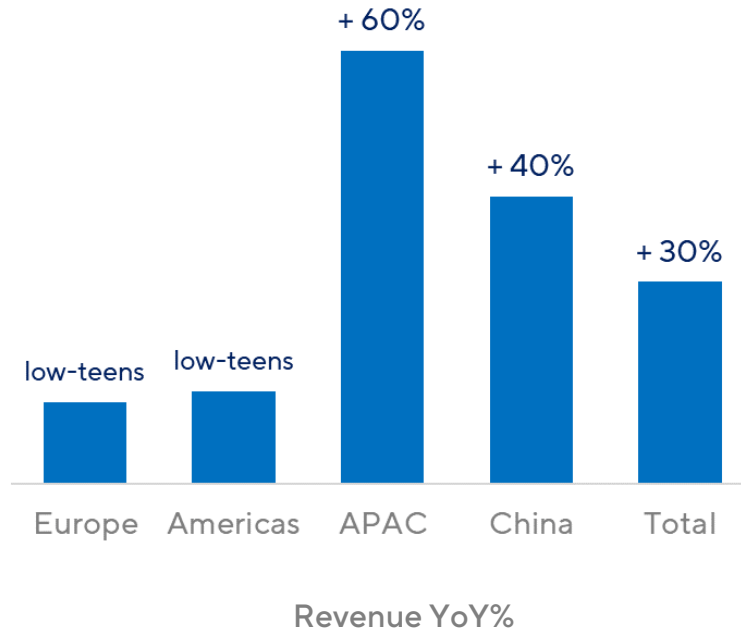
Regular PCs

- Focused on areas of growth including premium PCs, creator PCs
- Creator PCs revenue was up >300% in 1Q22



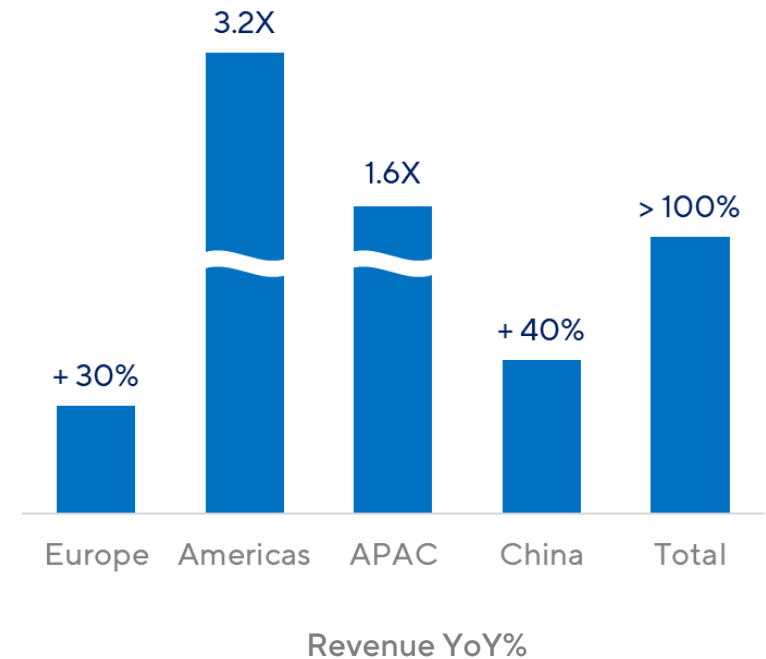
Gaming PCs

- Consistently outperformed the market as the No.1 gaming brand worldwide(outside China)



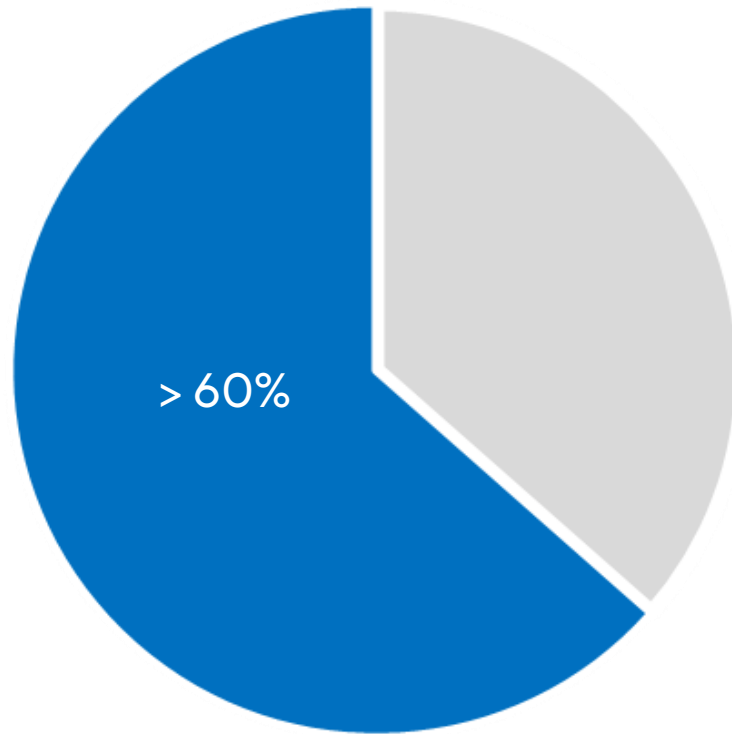
Commercial PCs (excluding Chromebooks)

- Expanded commercial footprints across various regions

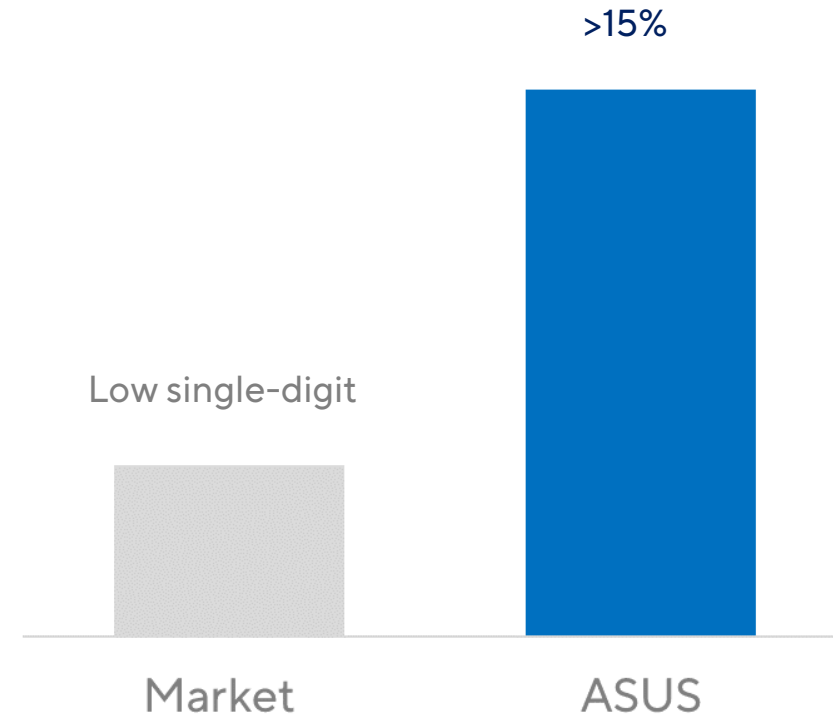


Leadership in OLED Laptop Solutions

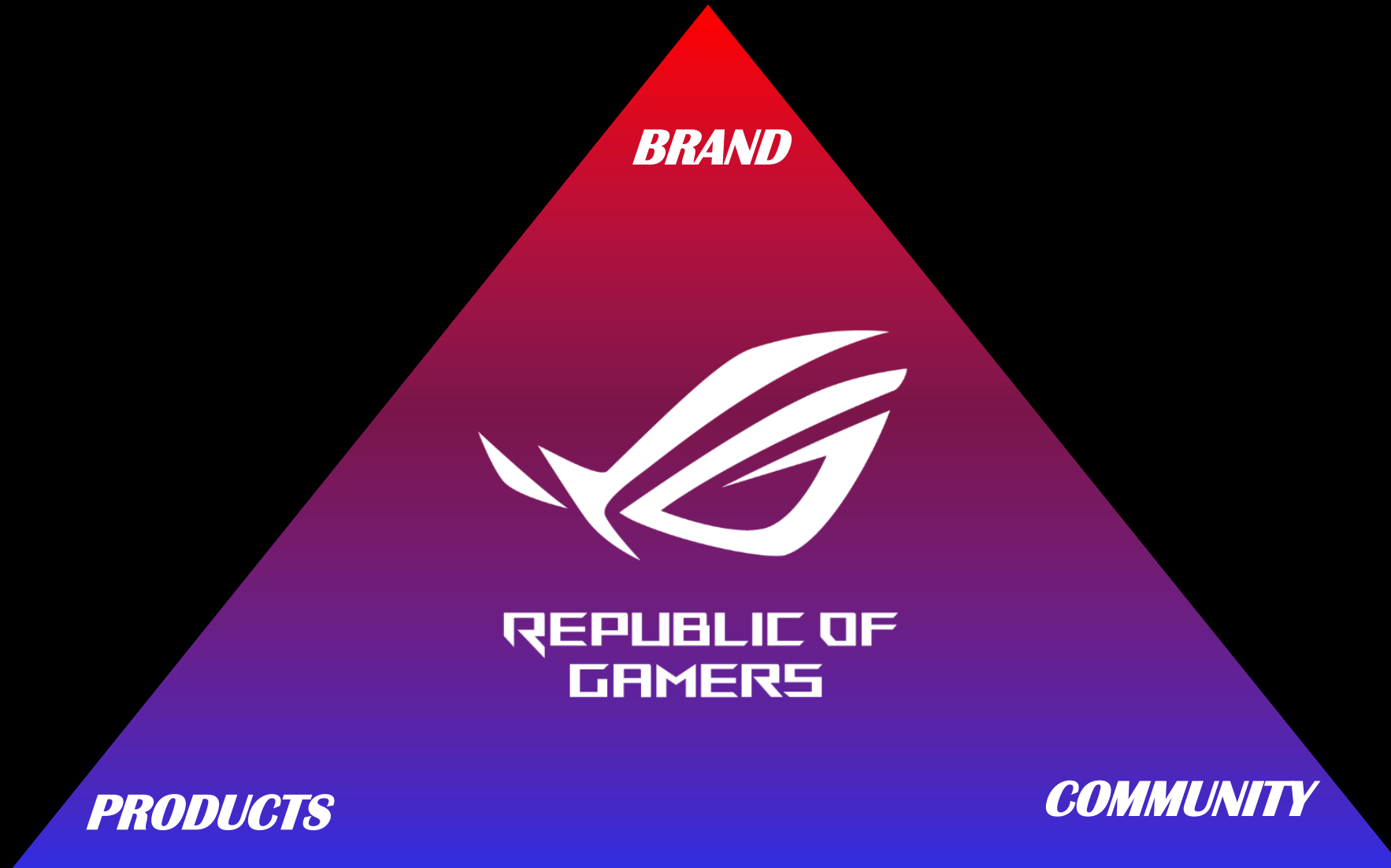
- No.1 brand, with more than 60% market share for OLED NB



OLED NB as % of total NB revenue



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 Flow Z13



ROG Phone 5/5s Series



**ROG SWIFT OLED
PG42UQ & PG48UQ**



ROG Archer Series



**ROG MAXIMUS Z690
EXTREME GLACIAL**



**ROG Rapture GT-
AXE16000**



ROG Fusion II 500



ROG Strix Flare II Animate



ROG Chakram X



ROG Flow Z13



An All-New Form Factor with Infinite Ways to Play



Rethink the Form Factor

**Tablet. Laptop. 2-in-1.
Play Your Way.**

ROG Rapture GT-AXE16000



World's First WiFi 6E Quad-Band Gaming Router

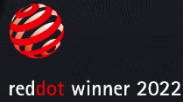


WiFi 6E Ecosystem



Complete Creator Ecosystem

ProArt Display OLED
PA32DC



ProArt Studiobook Pro 16 OLED



ProArt Station PD5



ProArt Projector A1



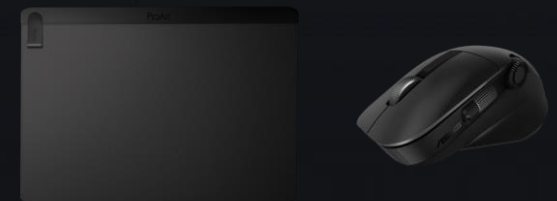
ProArt Z690 Creator WiFi



ASUS Zenbook Pro Duo 15 OLED
ASUS Vivobook Pro 16X OLED

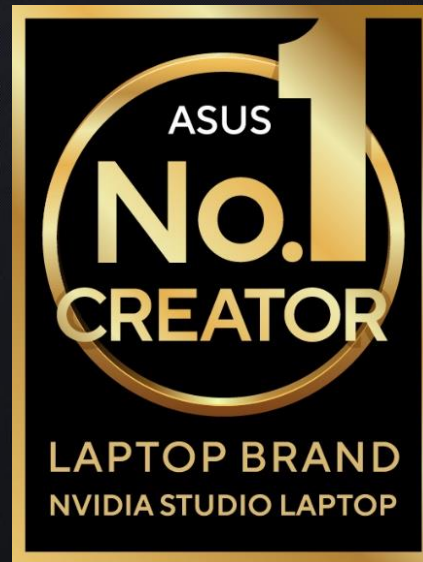
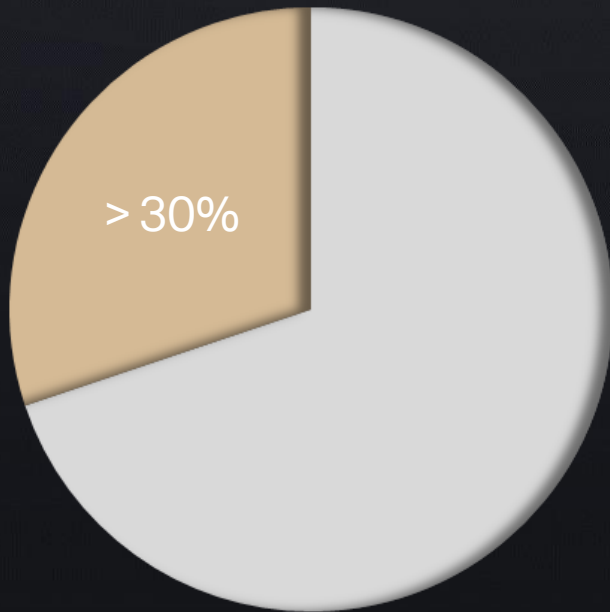


ProArt Mouse & Mousepad



ASUS No.1 Creator Laptop Brand

- No.1 creator laptop brand with more than 30% market share in Q1 2022



ProArt Studiobook
Performance for
Professional Creators



Vivobook Pro
Style for Everyday Creators



Zenbook Pro
Mobility for Advanced Creators

ESG Recognition



2021 Asia Sustainability Reporting Awards

- Asia's Best Sustainability Report (Large Company) - SILVER
- Asia's Best Environmental Impact Reporting - GOLD
- Asia's Best Supply Chain Reporting - SILVER



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Q & A