



ASUSTEK

2Q 2022 Investor Conference



IN SEARCH OF INCREDIBLE

Q & A

1. What is the operating margin guidance for Q3 and Q4 2022?
2. The Q3 2022 growth target of PC and Component business set by ASUS is obviously better than industries. What is the growth momentum for ASUS? How would you expect the inventory adjustments in Q3 2022?
3. As we see headwinds in industry, is there any opportunity for ASUS to optimize procurement cost by management on supply chain or cost reduction?

4. Based on the inventory ASUS currently booked, how much can be used for the next-generation Intel new platform?
5. What is the composition of the current inventory? How many finished goods, raw materials or key parts are there?
6. Although ASUS shipment growth target is beyond the industry, investors may be more concerned about the company's profits. As the company is more active in purchasing raw materials and inventories in order to achieve shipment growth, it might put pressure on profits. Please explain on the company's strategy.

7. As ASUS is facing pressure on earnings in 2022, will the company consider increasing the dividend payout ratio next year? What is the dividend policy?

8. The average selling price of ASUS graphics card is stable and slightly upward. However, we have seen the graphics card price reduction in the channel, and even the retail price has been lower than the MSRP price suggested by the manufacturer. How would the company respond and manage on it?

9. The PC industry is facing headwinds in 2022. Other company pointed out that the PC market can still maintain a stable scale of more than 300 million units in the longer term. What is your long-term view on the PC industry and profit target?