

AEB 宏碁資訊

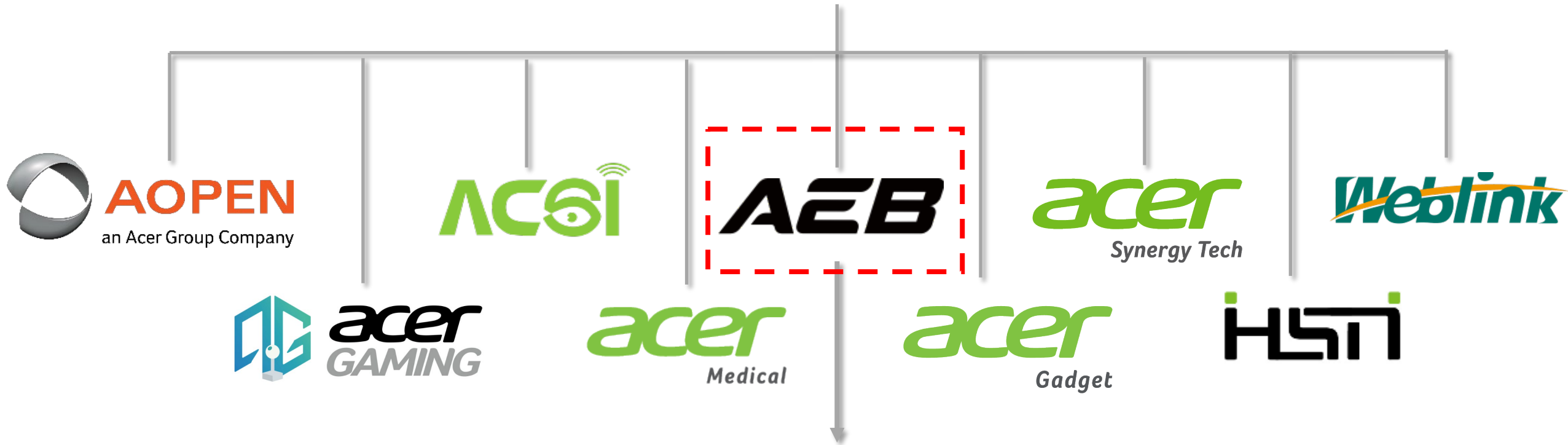
6811 AEB

**Acer e-Enabling
Service Business Inc.**

Sep. 6, 2023



Acer Subsidiary-Listed Companies



Acer e-Enabling Service Business Inc.
IT service/ B2B Focus

Position/ Mission

Position: **Digital Enterprise Enabler**

Mission: **Align global best practice solutions,**

Achieve Enterprise digital transformation.

Teams and Management

320⁺ professionals

60 +

**Client Success
Managers**

Jason Chen Chairman

Biz Strategy/ Co. Governance
University of Missouri MBA

TSMC, Senior Vice President
Intel, Corporate Vice President

30 +

**Business and IT
Consultants**

Sandy Chou President

Client Success/ Biz Growth
NTU EMBA

Acer, Biz Software BU, GM
Acer, Key Account, Director

180 +

**Platform and Tech.
Architect/ Developers**

Kevin Cheng CFO

Biz Model/ Financial MGT.
UC Riverside MBA

Acer Global Fin., Chief Tax Officer
Lottery Tech. Services Corp., CFO

AEB – Core Competences

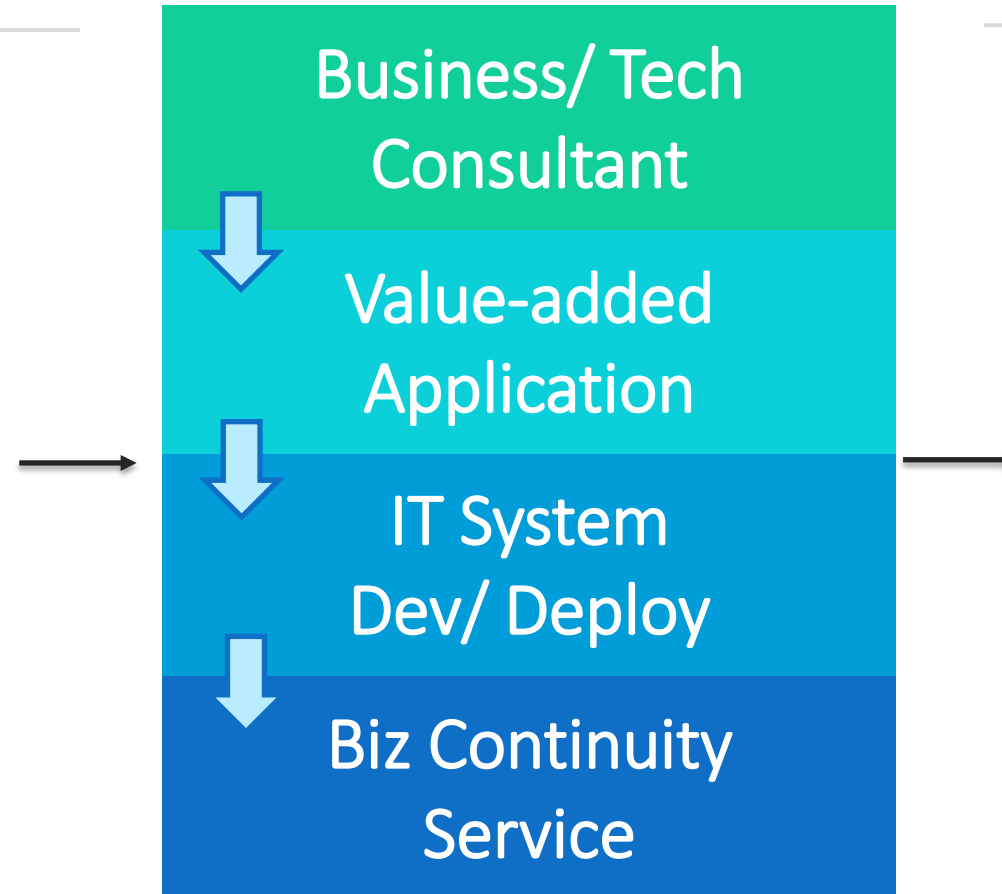
- Missioned to Align global best practice solutions and Achieve corporate digital transformation, the team in AEB is built around C3A+P competences:
 - Cloud_Service: Private Cloud/ Public Cloud/ Hybrid Cloud/ Cloud Managed Service
 - AIoT: Smart Retail/ AI Ward/ Smart Inspection/ AI Factory
 - Application: Mobile/ Web/ Commercial/ e-Commerce/ Value-added system integration/ Turnkey develop & deploy
 - Appliance: Network and Edge Computing/Edge devices
 - PaaS: iCMP Platform/eBook Platform/ ePayment Platform/ Ticketing Platform

AEB – Key Accounts Focus

200⁺ partners



• Key Offerings



2000⁺ clients

- High-tech
- Gov./ SOE
- Financial
- Tradition/SME
- Manufacture
- Medical
- Healthcare

AEB – Platform as a Service Provider

AEB PaaS Portfolio



iCMP-MSP service



eBook Platform



ePayment



eTicketing Platform

Innovation

Business Model

R&D

Integr
ation

Comm
ercial

Go Big Strategy

New PaaS

New Field/Market

Recognitions/ Awards

#1 Taiwan Microsoft Certified

- Microsoft Solutions Partner in 6 fields*
- Microsoft Specialization – Security (ASP)
- Microsoft Azure Expert Managed Provider (MSP)
- Microsoft License Solution Partner (LSP) & Cloud Service Provider (CSP)

* Data & AI (Azure), Digital & App Innovation (Azure), Infrastructure (Azure), Modern Work, Security, Business Applications



台灣微軟解決方案合作夥伴
Azure - 資料與 AI
Azure - 數位和應用程式創新
Azure - 基礎結構
現代工作
安全性
商務應用程式



台灣微軟進階專長合作夥伴
身分識別與存取管理
資訊保護與管理
威脅防護
雲端安全性



台灣微軟Azure 專家/受管理的服務提供者
Azure Expert Managed Service Provider
Program (MSP)



台灣微軟授權解決方案合作夥伴
License Solution Partner (LSP)
Cloud Solution Provider (CSP)
Surface PC Authorized Reseller
Surface Hub Authorized Reseller

500+ Cert. 180 Engineers



| VMware Enterprise Partner



| Veeam Platinum Partner



| Autodesk 授權經銷商

| Veeam Partner



IT Security



PMP



Dep.
Management



ISO

Recognitions/ Awards

3 Consecutive Years Global ICT Award

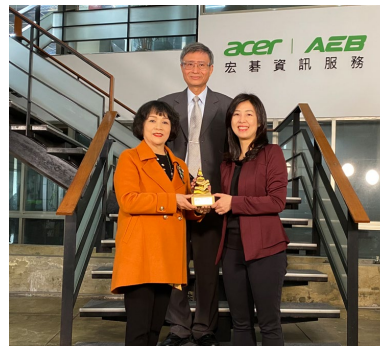
➤ WITSA Public/Private Partnership Award

2022 Taiwan i-Registration Platform of Cultural Events for Taiwan Ministry of Culture

2021 Taiwan i-Sports Information Platform for Taiwan Sports Administration

➤ WITSA Covid-19 Best Industry Solution

2020 Taiwan Healthcare Associated Infection and Antimicrobial Resistance Surveillance System (THAS)



2022 IDC Future Enterprise Awards AEB | AUO

➤ Best in Future of Intelligence AUO Industry 4.0 - Data Management Platform



Recognitions/ Awards

Cloud



Taiwan Microsoft
Best of Cloud Management
Service Provider



Taiwan Microsoft
Best of Cloud Service
Provider



Taiwan Microsoft
Best of DX Service Provider



Autodesk



HPE



Adobe



Quest



Commvault



Trend Micro



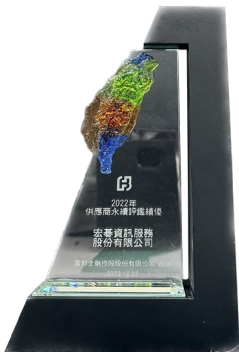
ForeScout



Veeam

Top Vendor

ESG



Fubon
Sustainable Supplier



Taiwan Mobile
Sustainable Supplier



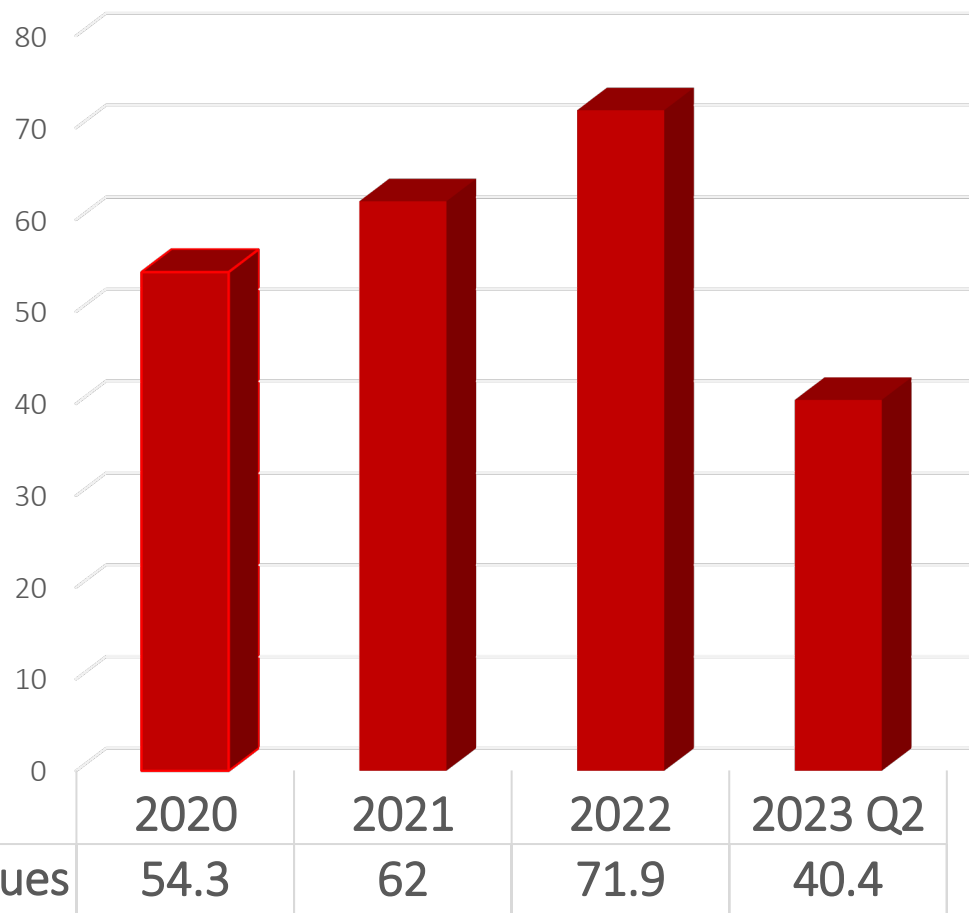
FarEast
Sustainable Supplier



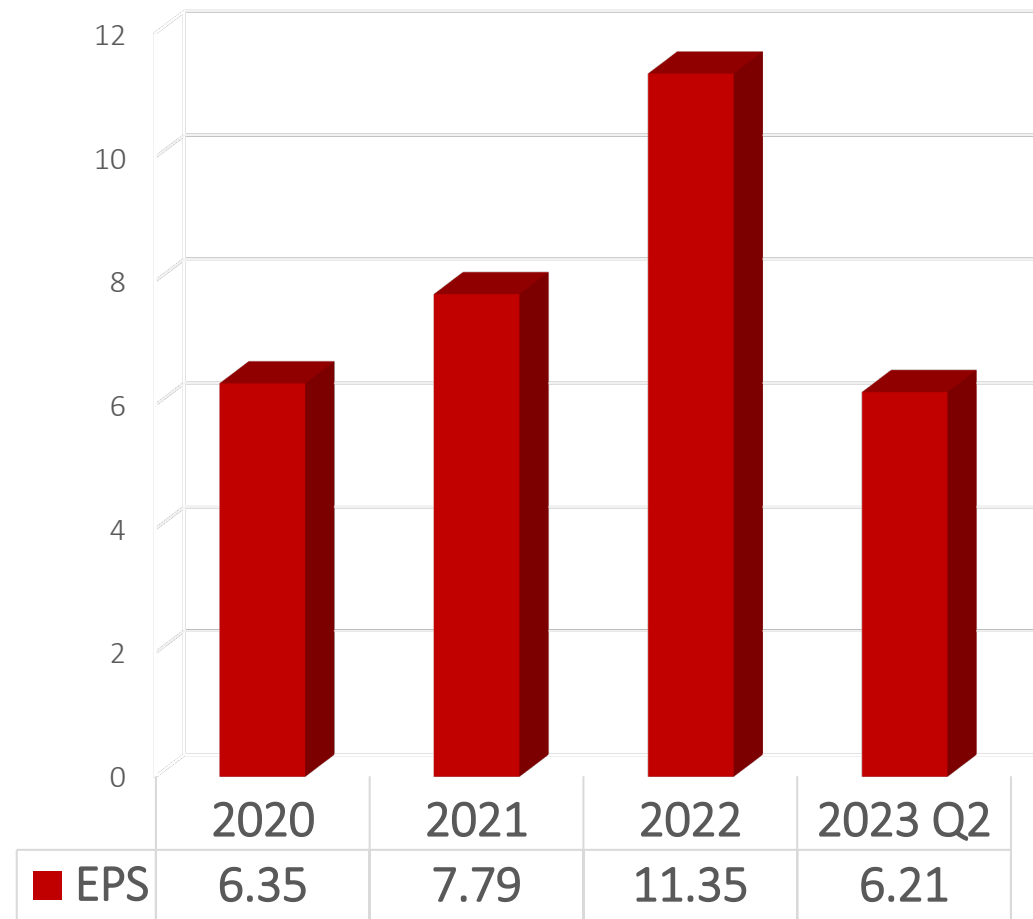
AEB Won The 2023 Elite Vendor Award
by Taiwan CIO IT Magazine Survey Report

Financial- Revenues/EPS

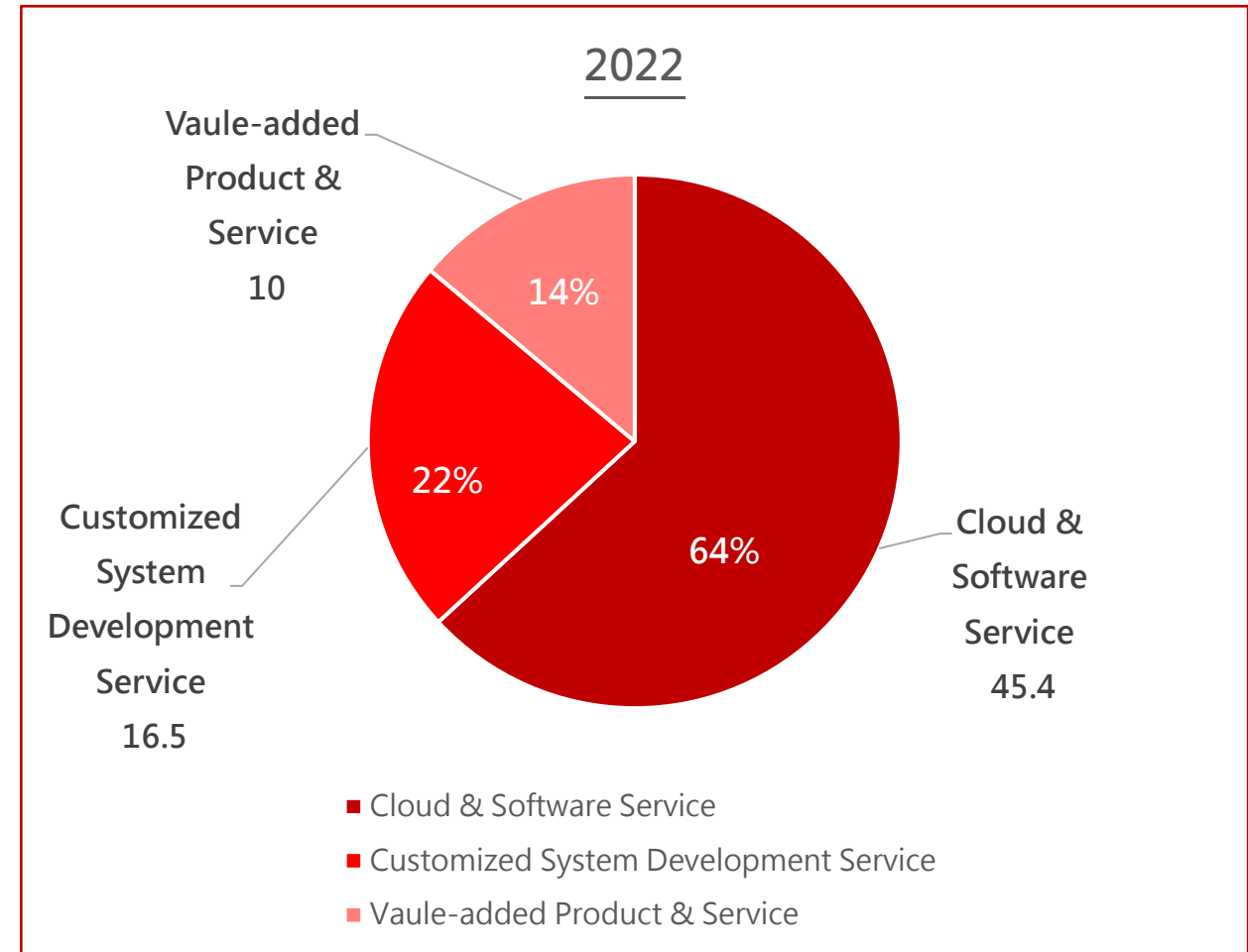
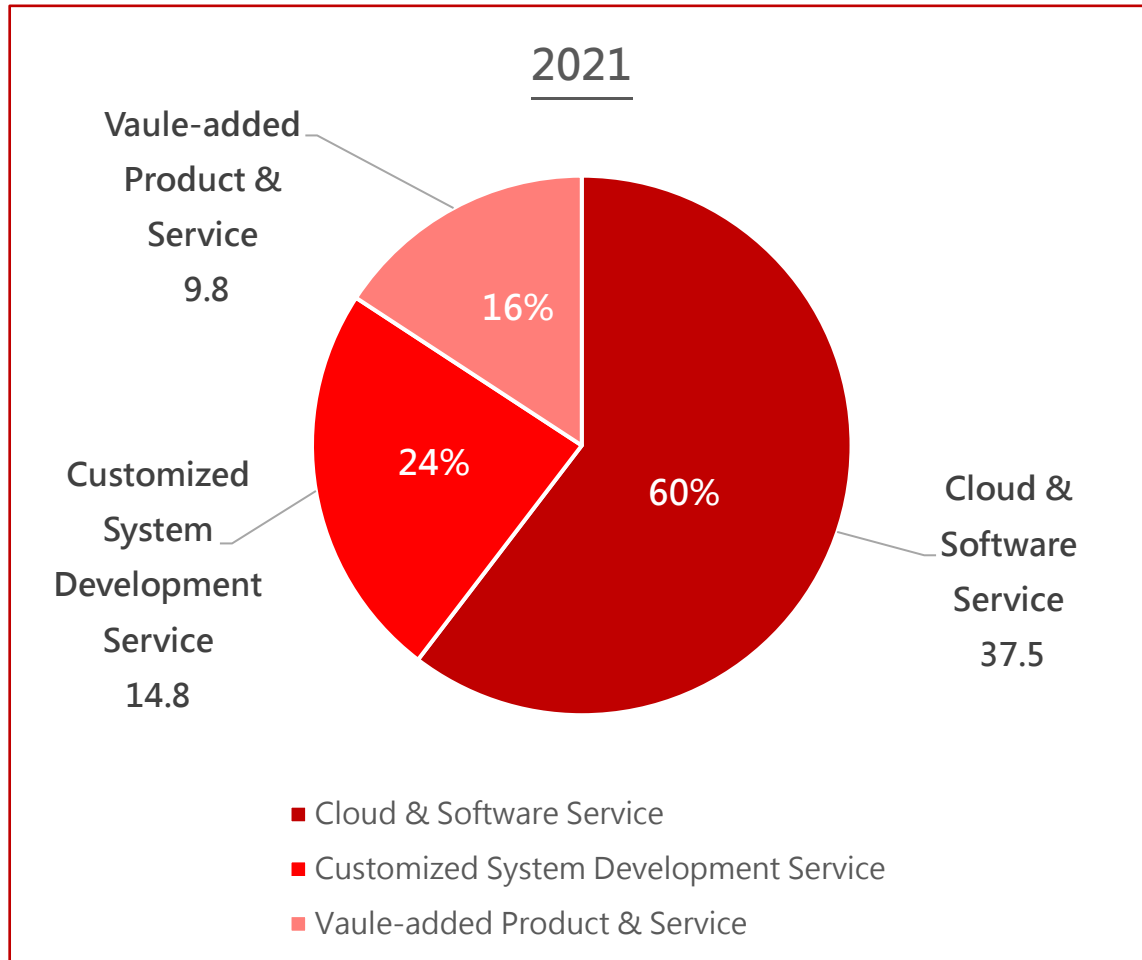
REVENUES (NT 100 M)



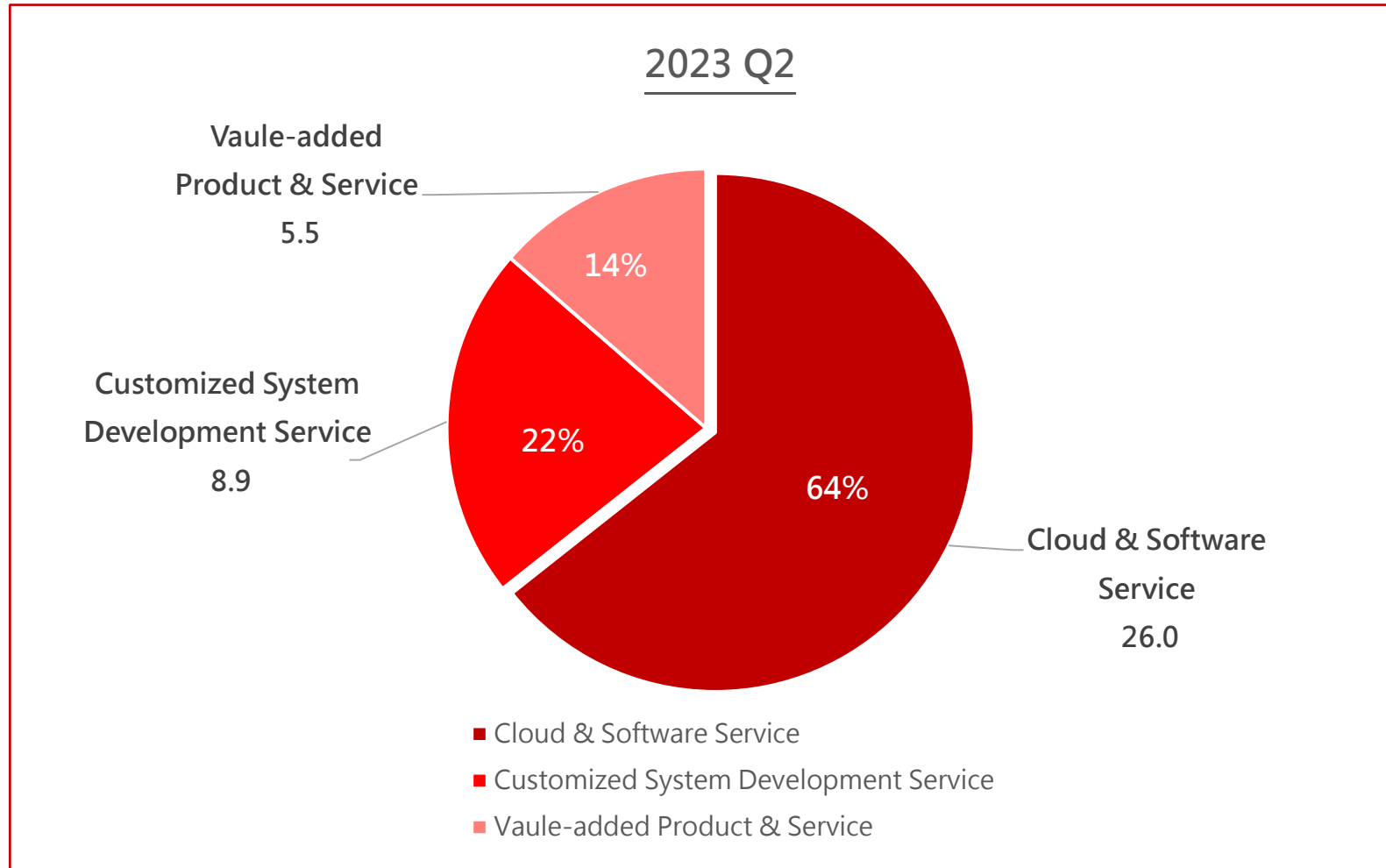
EPS (NT)



Financial- Revenue by Product lines

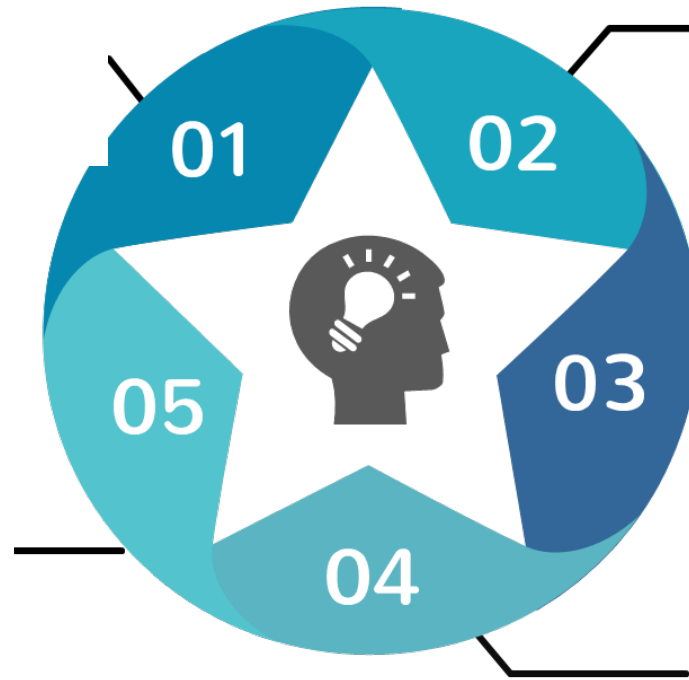


Financial- Revenue by Product lines (2023.Q2)



Next Step

- Increase Product Portfolio
- Rollout Overseas Markets



- Customer Base Expansion
- Continue Investing Platform as a Service business
- Mergers and Acquisitions

Growth Strategy

Continued Focus on Cloud Strategy



Investing in IT Security Solutions



International Market Development



Summary



AEB
an Acer Group Company

Digital Enterprise Enabler.
Achieve Enterprise digital transformation

AI 2.0
Focusing on Intelligent
Solutions

Data Governance
The Last Mile in
IT Security



Q & A