

AEB

an Acer Group Company

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股票代號

Acer E-Enabling Service Business Inc.

May. 23 2024



Company Profile



Enterprise AI Accelerator

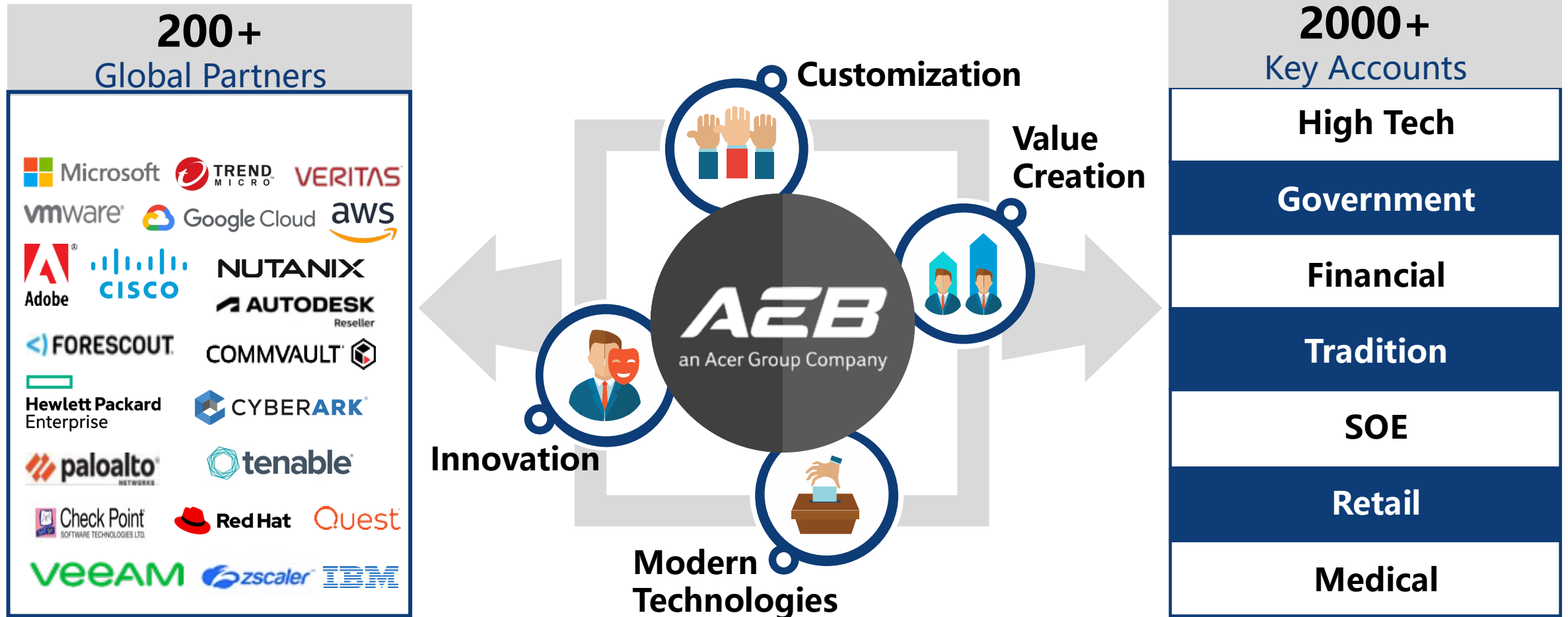
Align global best practices Enable business transformation

AEB (Acer e-Enabling Service Business Co., Ltd) was incorporated in 2012 as a key strategic investment of global IT leader Acer Inc. in the cloud and IT service segment. AEB aims to be the smart partner of enterprises in pursuit of digital transformation.

Ally with over 200 global top technology vendors, AEB is committed to bring corporates with proven and best-in-class solutions using Gen AI, big data, AR/VR/MR, blockchain, AIoT, etc. It serves more than 2,000 companies across diversified industries, including high-tech, public sector, finance, tradition, telecommunications, manufacturing, retail, logistics and healthcare.

Company	Acer E-Enabling Service Business Inc.
Office	Taipei, Taichung, Kaohsiung, Shanghai
Date of Incorporation	2012/2/22
Capital Stock	414,490 (NT\$K)
2023 Net Revenues	7,550,746 (NT\$K)
Management Team	Chairman: Jason Chen President: Sandy Chou CFO: Kevin Cheng
# of Employees	310

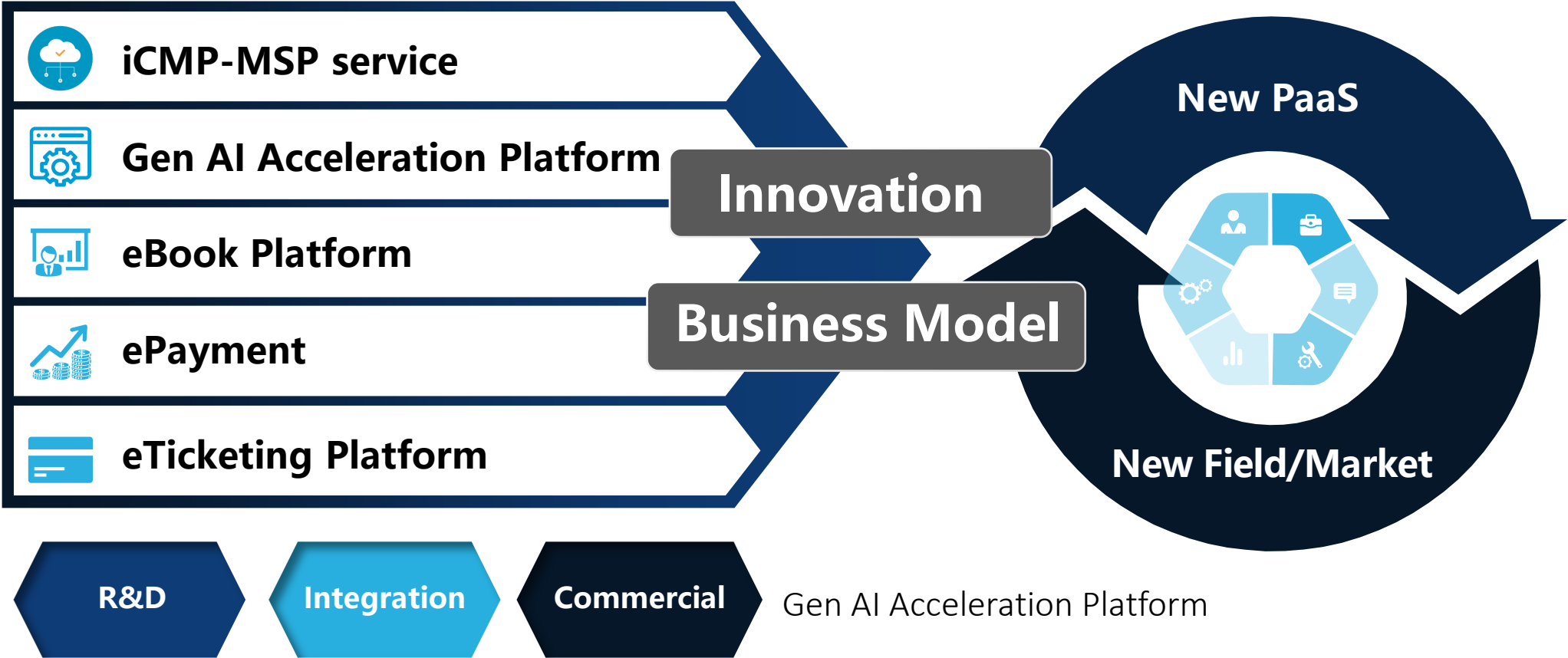
Business Model



Platform as a Service Provider

AEB PaaS Portfolio

Go Big Strategy



Awards/Achievement

Cloud

Data Governance

Modern Work

Microsoft

- Partner of the year awards 2023



TrendMicro

- Partner of year award

Veeam

- Gold reseller Y23 platinum partner award

Commvault

- Top reseller award

CyberArk

- Top growth reseller award

Adobe

- Best reseller award
- Platinum partner award
- Top ETLA reseller award
- Best product manager award
- Best reseller of DC award

Autodesk

- Best reseller award
- Gold partner award
- Best contract renew award



3 Consecutive Years

**AEB was honored with the
2024 Elite Vendor**

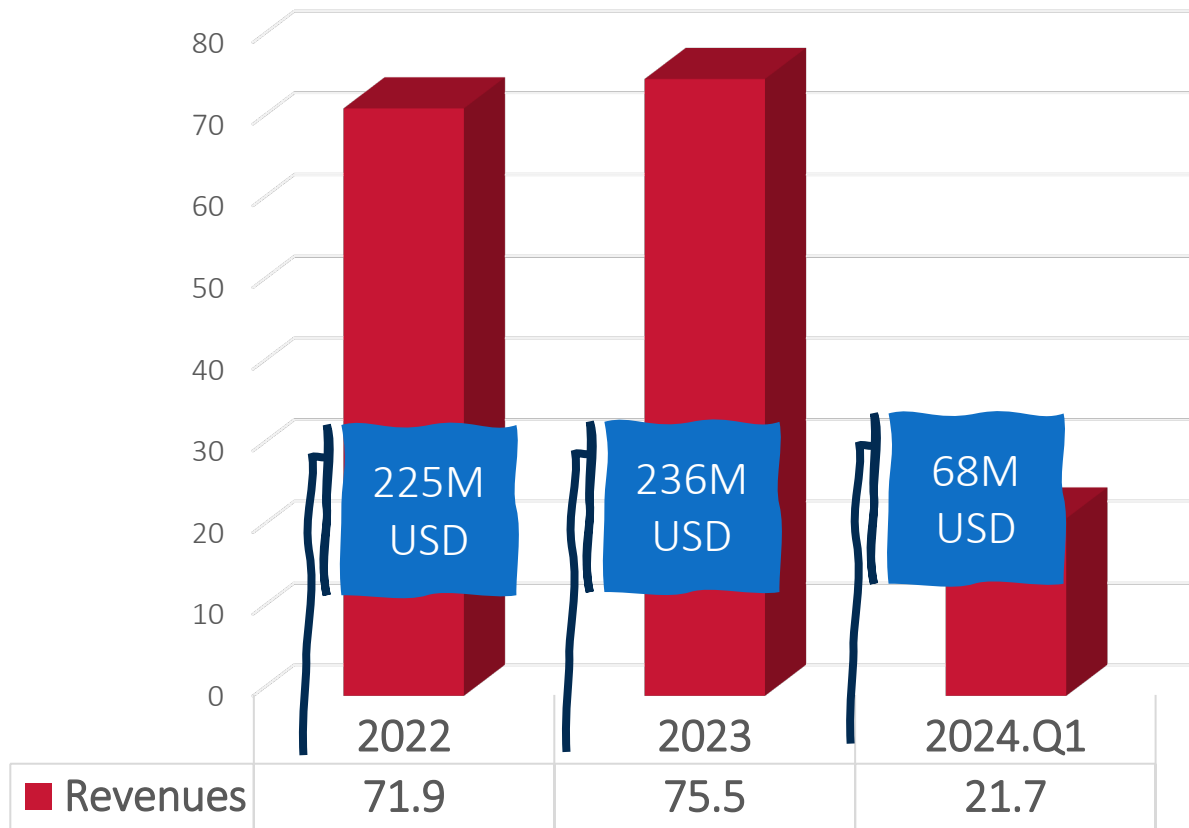
Recognize brands that are trustworthy and long-term partners by *CIO Taiwan Magazine*



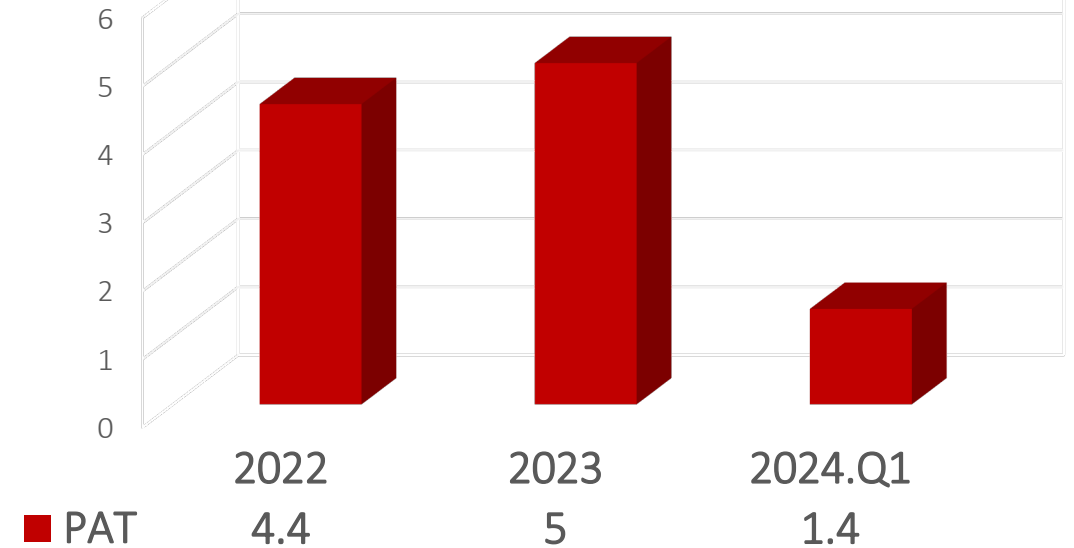
[Winners List](#)

Financial- Revenues/EPS

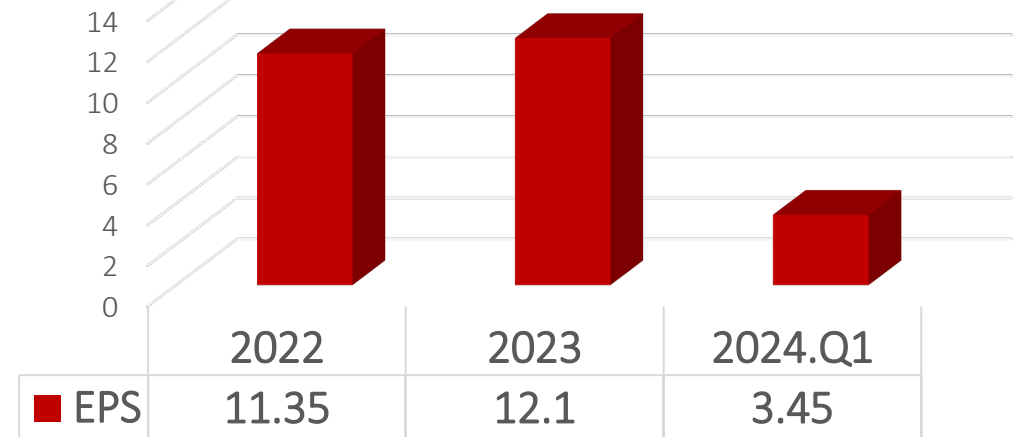
REVENUES (100 M NT)



PAT(100 M NT)

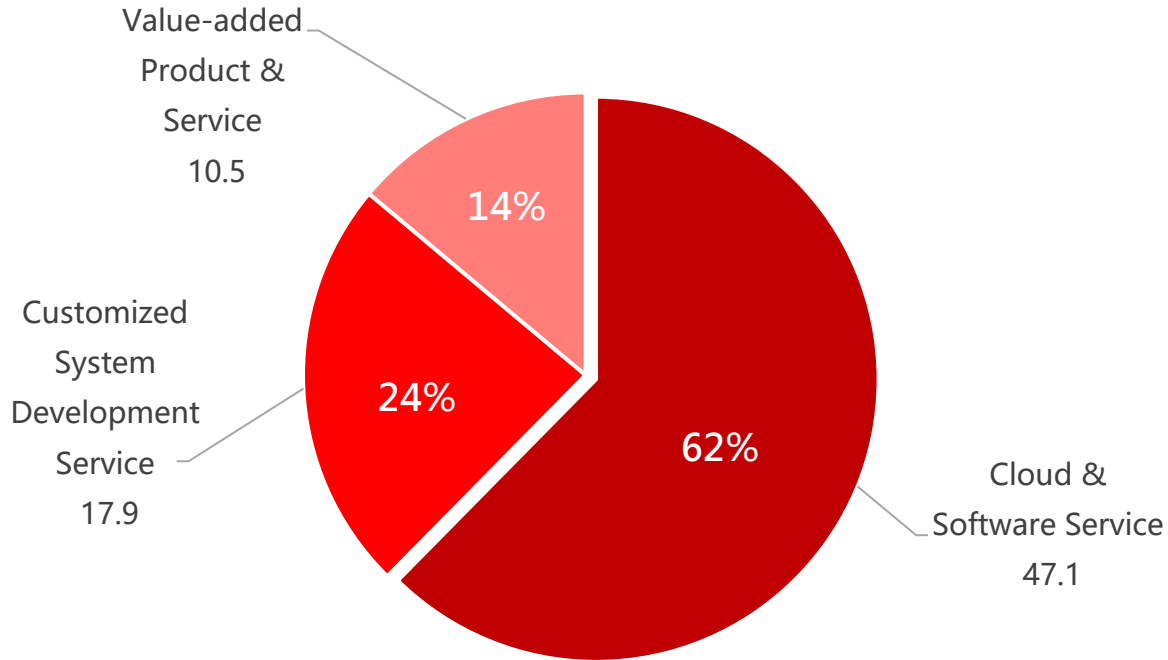


EPS (NT)



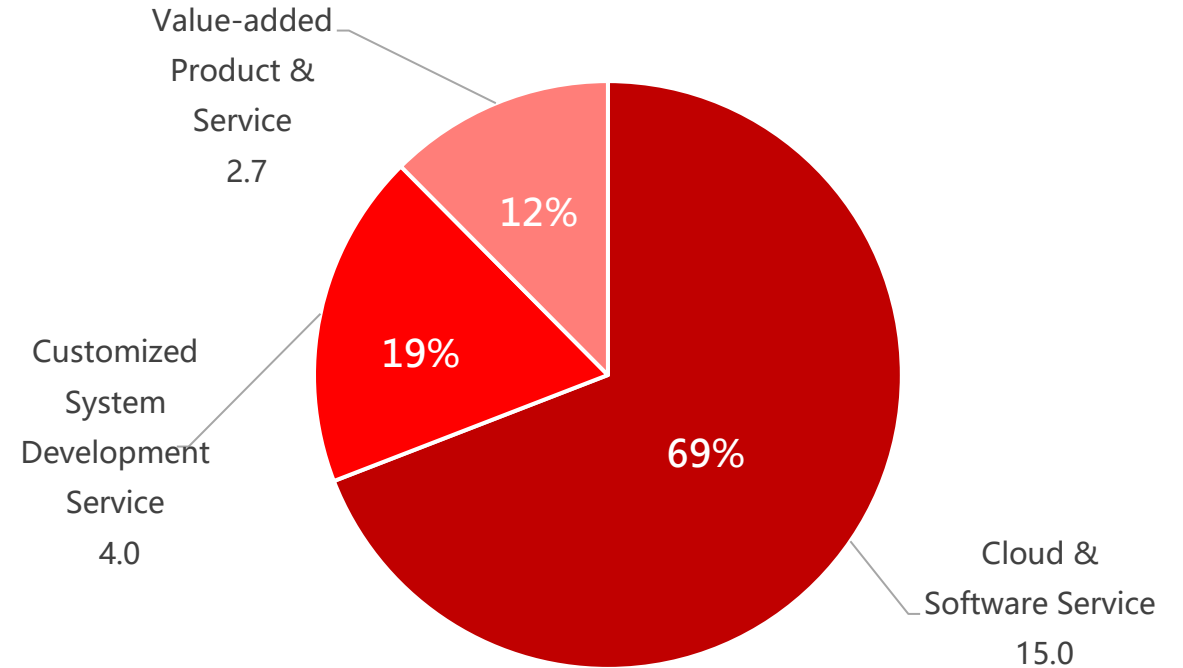
Financial - Revenue by Product lines

2023



- Cloud & Software Service
- Customized System Development Service
- Value-added Product & Service

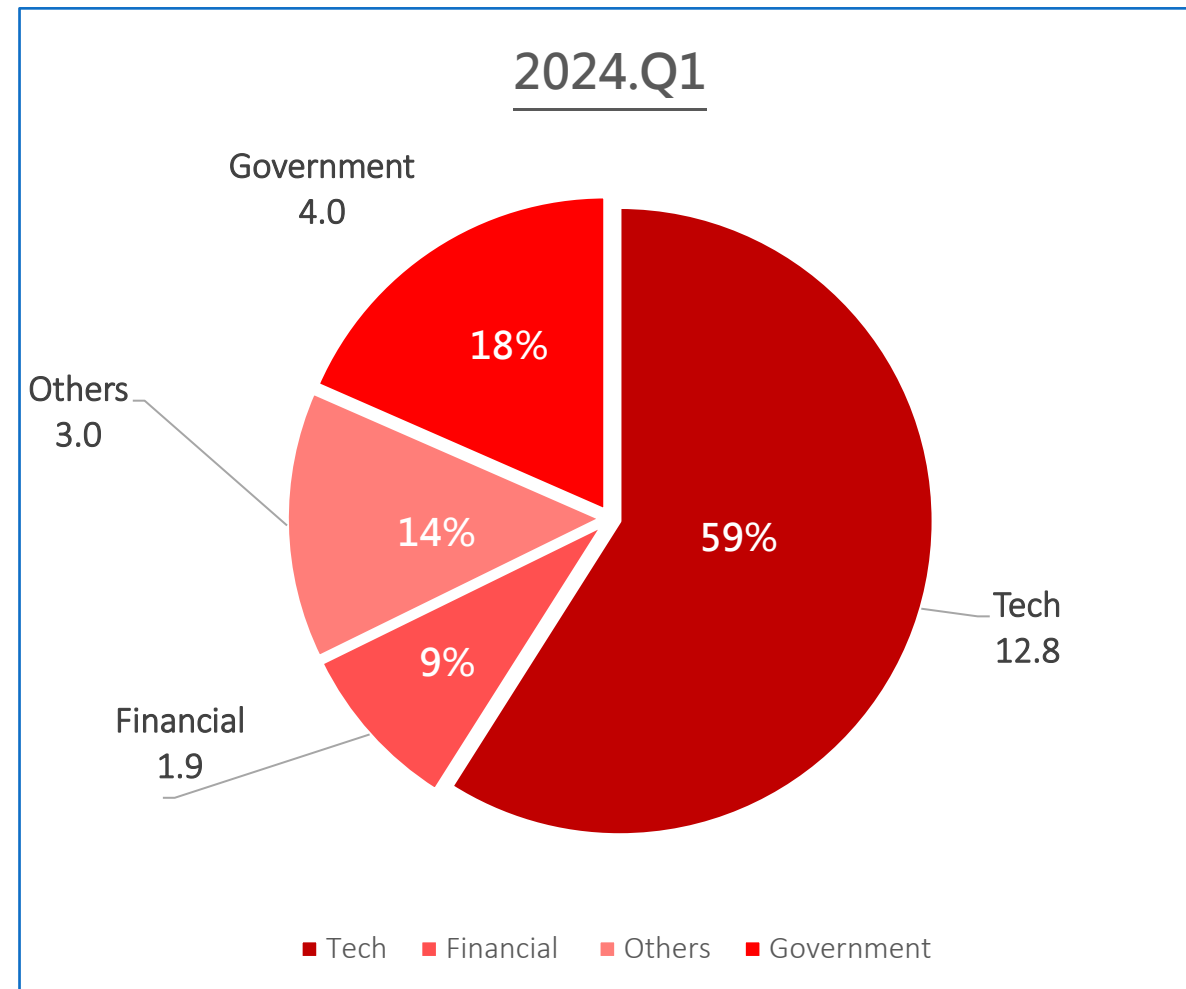
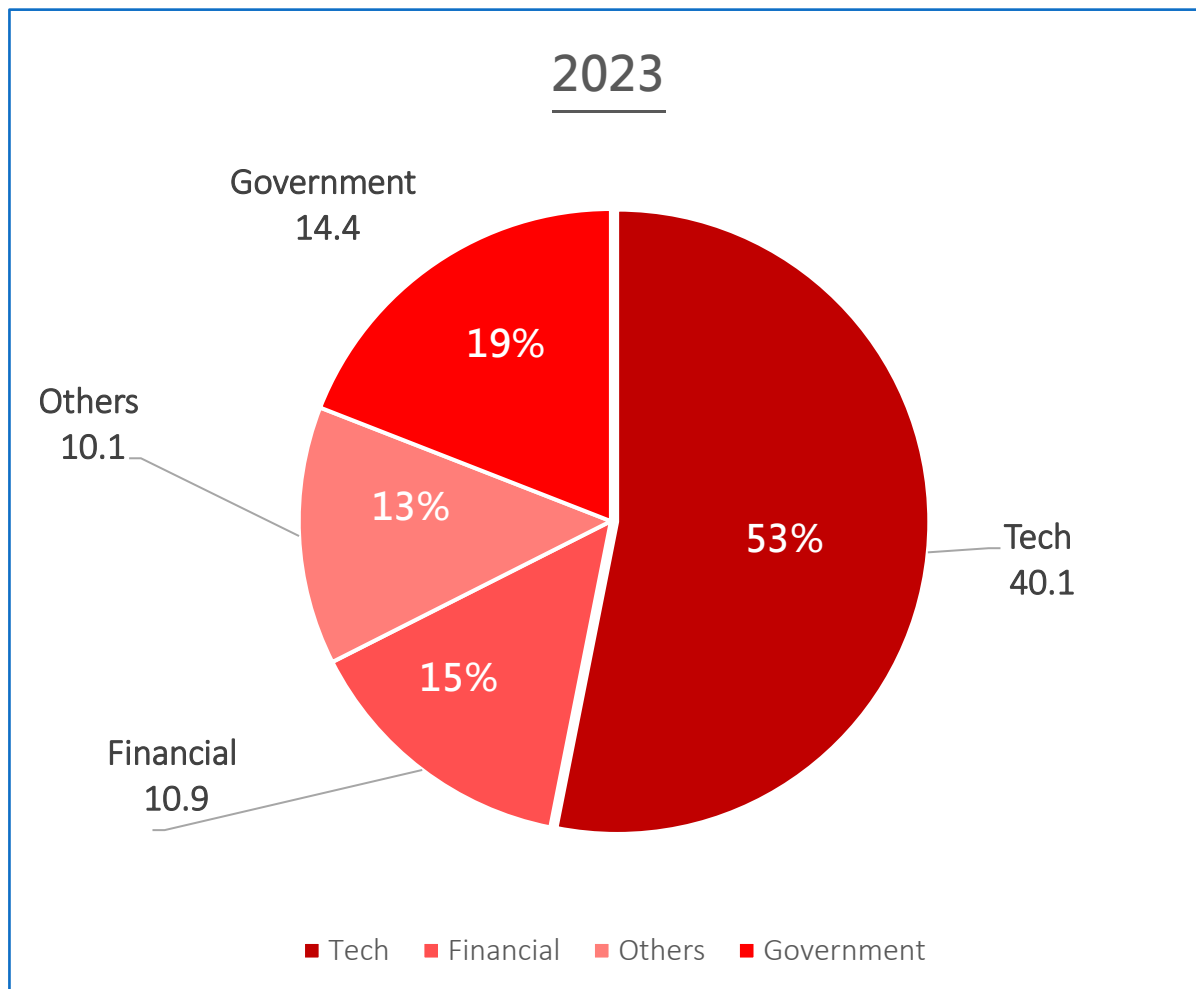
2024 Q1



- Cloud & Software Service
- Customized System Development Service
- Value-added Product & Service

(UNIT : 100 Million NTD ; %)

Financial - Revenue by Sector



(UNIT : 100 Million NTD ; %)

ICT Industry Trends



Trends

- The global market for information software and services is estimated to reach US\$2.2 trillion by 2024, featuring a CAGR of 6.5%. Taiwan's revenue reached NT\$562.3 billion, with a CAGR of 13.4. *Source: Taiwan Institute for Information Industry.*
- Gartner projects global public cloud spending to reach US\$490 billion by the end of 2022, with a CAGR of 19% from 2022 to 2027. The growth rate in the Asia-Pacific region (excluding Japan) surpasses that of Europe and the United States, boasting a CAGR of 24%. Taiwan's performance is particularly outstanding, with a CAGR of 27%. *Source: Gartner*
- The global hybrid cloud market soared to US\$104.2 billion in 2022 and is expected to hit US\$312.6 billion by 2028, with an impressive CAGR of 19.1% from 2023 to 2028. — *Source: IMARC Group*
- Hybrid Cloud Market Skyrockets to US\$104.2 Billion in 2022, Aiming for an Astounding 19.1% CAGR Growth by 2028
- By 2032, generative AI is expected to account for 10% to 12% of IT hardware, software services, advertising expenditures, and gaming market expenditures, which is currently less than 1%. *Source: Bloomberg Intelligence*
- Worldwide spending on AI solutions will grow to more than US\$500 billion in 2027. In Taiwan, the AI platform market is forecasted to grow from US\$66.9 million in 2023 to \$83.9 million in 2024, with a remarkable 25.4% annual growth rate." - — *Source: IDC*

Business Strategy

Grow with Cloud

Cloud Service

- MSP
- Multi/Hybrid Cloud
- Sustainability Cloud



Grow with Partners

Data / AI

- Vertical Application
- Azure Open AI
- Copilot Deployment
- Data Governance/
Platform

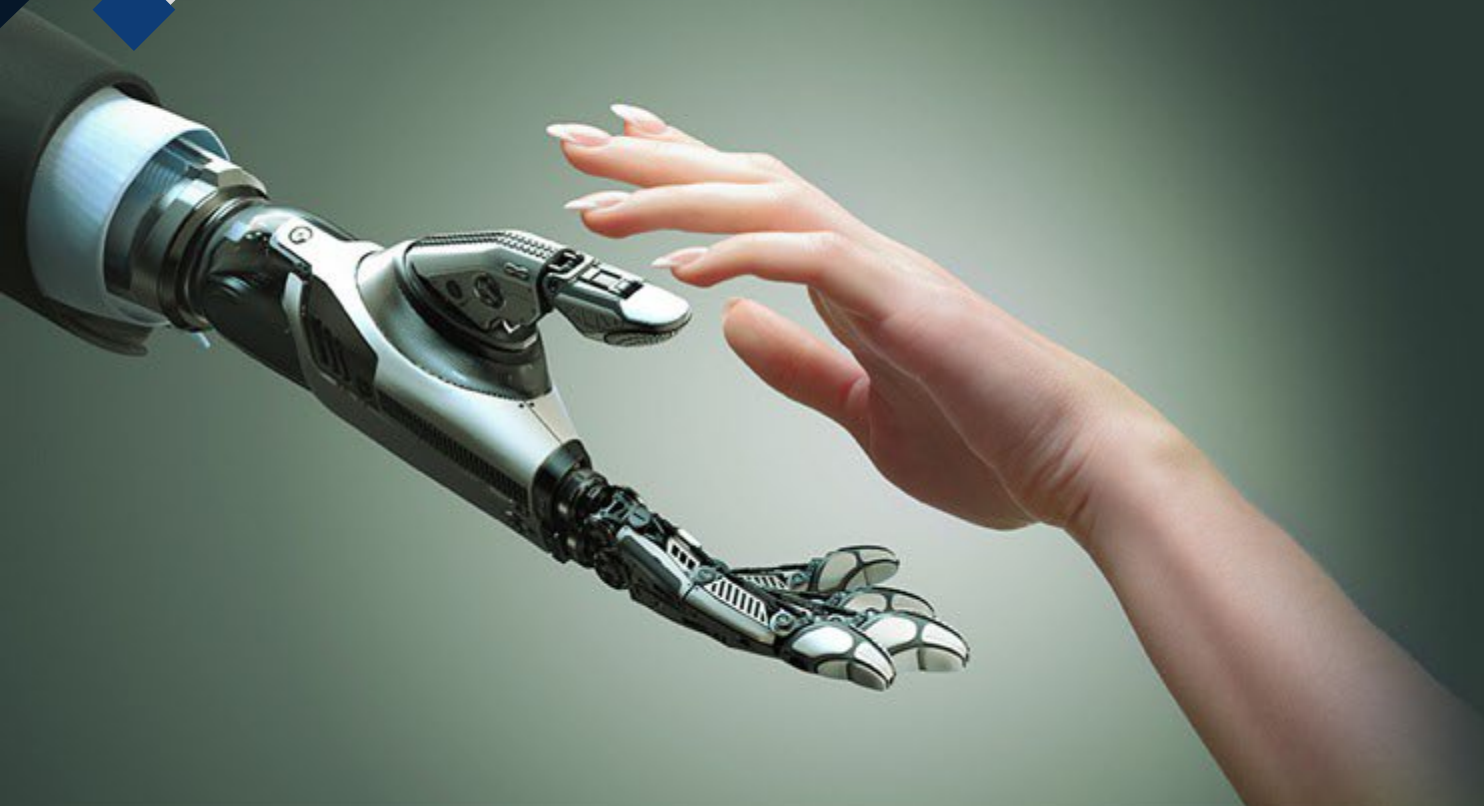
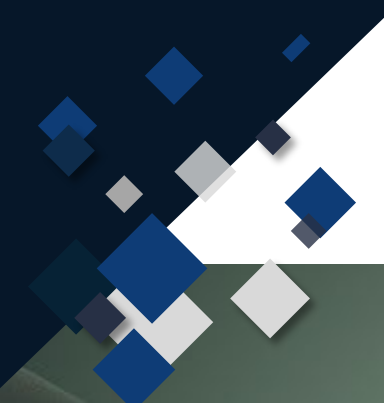


Grow with Clients

Go Regional

- China market
- SEA market





Q & A

