

Stock Symbol : 6811

AI

AEB

an Acer Group Company

Acer E-Enabling Service Business Inc.

Sep, 2024

Mission

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 Profile

Company	ACER E-ENABLING SERVICE BUSINESS INC.
Office	Taipei, Taichung, Kaohsiung, Shanghai, Hanoi
Date of Incorporation	2012 / 2 / 22
Capital Stock	4.14 (100 Million NTD)
2023 Net Revenues	75.5 (100 Million NTD)
Management Team	Chairman: Jason Chen / President: Sandy Chou / CFO: Kevin Cheng
# of Employees	320

Business Model



AEB Platform Services

AEB PaaS Portfolio



AI Accelerator Platform



MDR Platform



iCMP-MSP service



eBook Platform



ePayment Platform



eTicketing Platform

Innovation

Business Model

R&D

**Integr
ation**

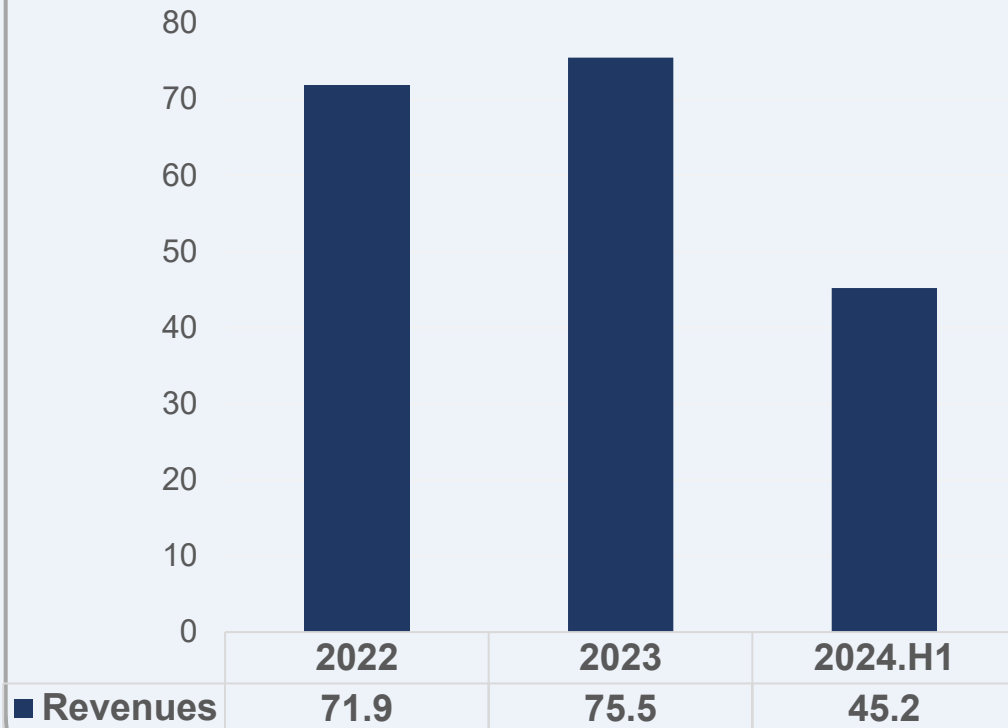
**Com
merci
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Go Big Strategy

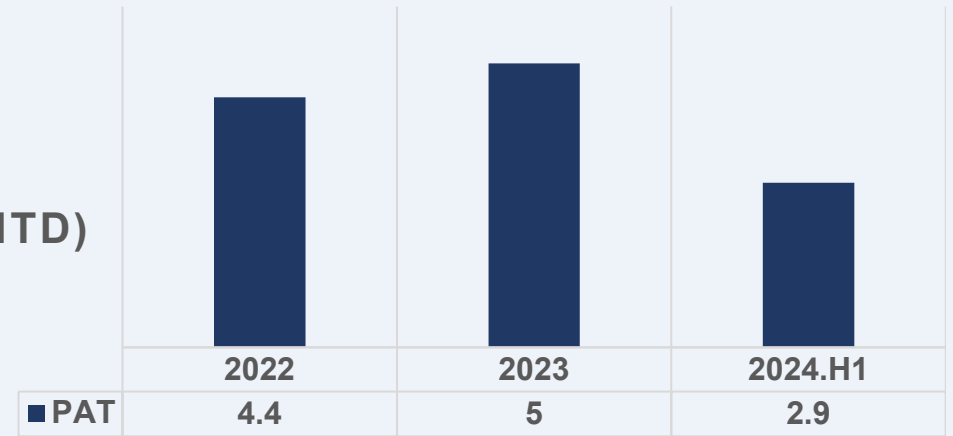


Financial- Revenues/EPS

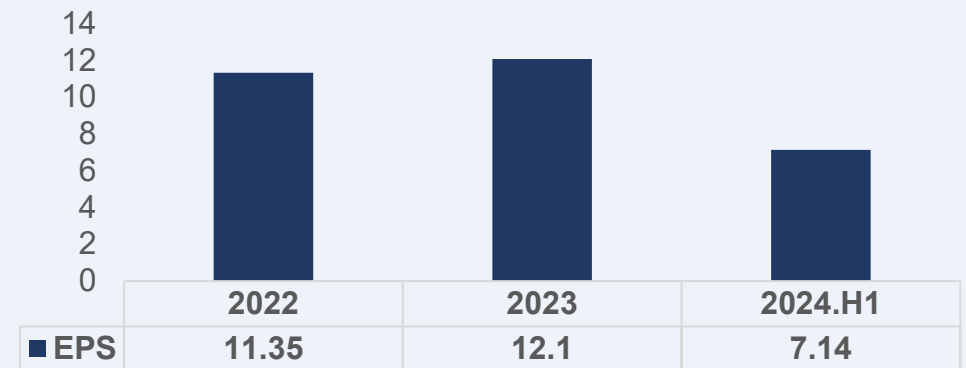
REVENUES (100 M NTD)



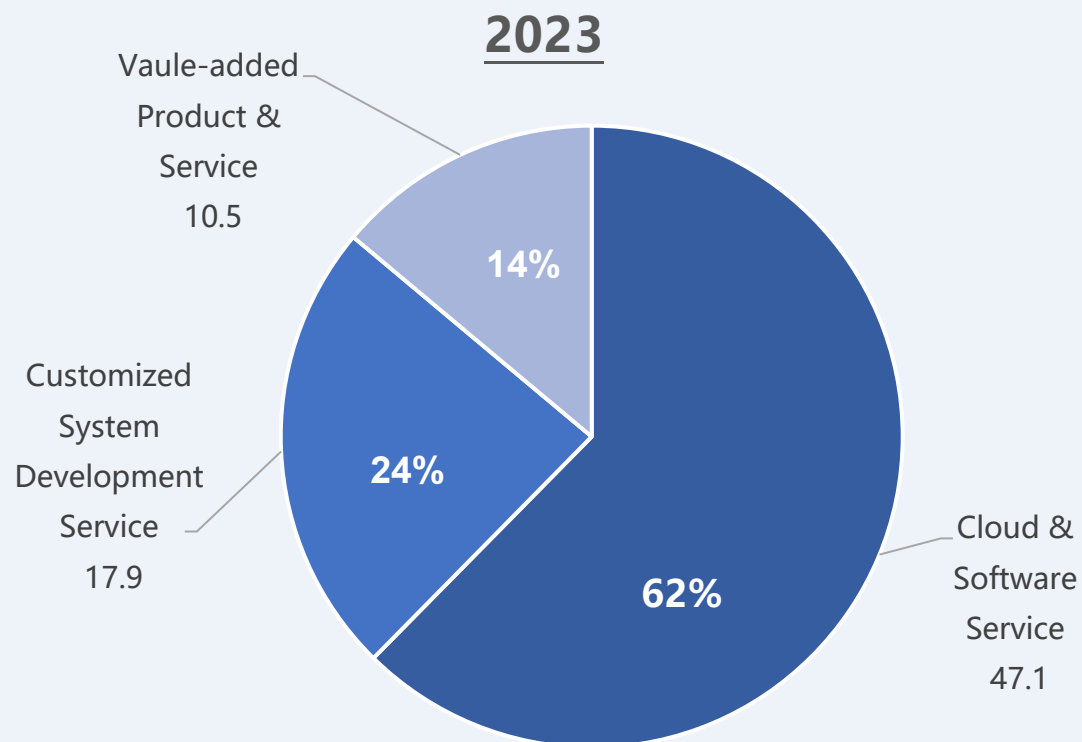
PAT (100 M NTD)



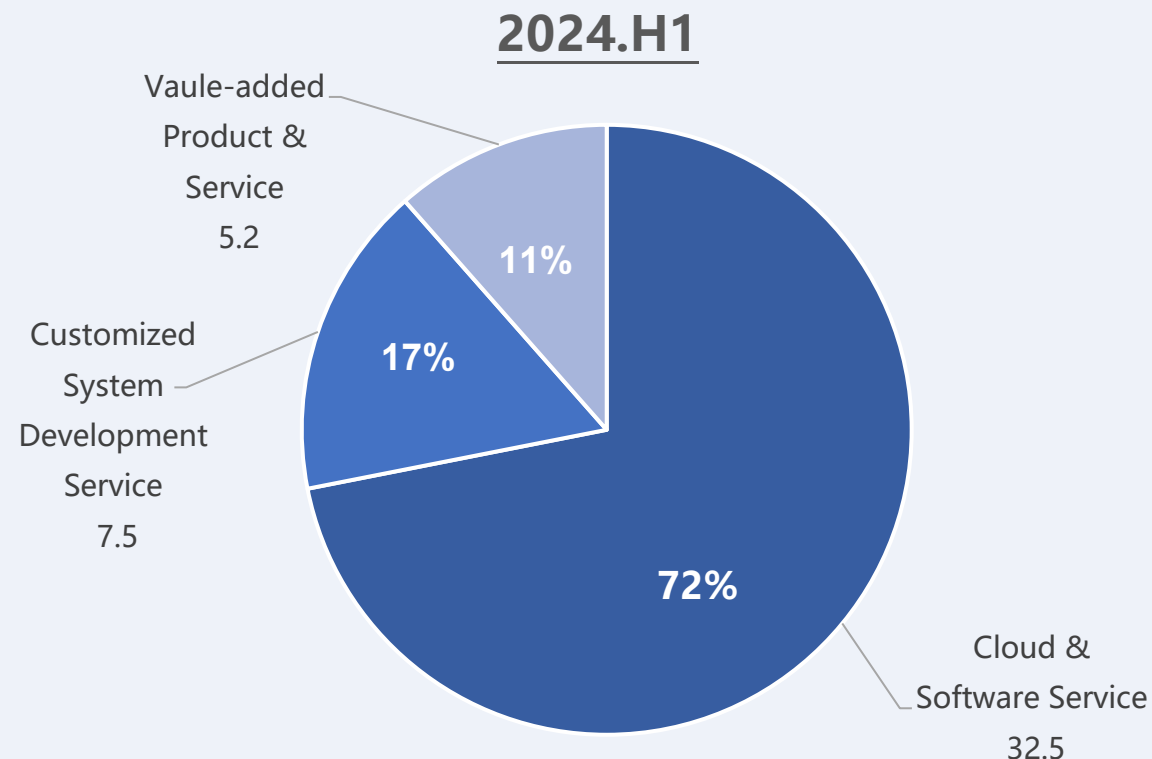
EPS (NTD)



Financial - Revenue by Product lines



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

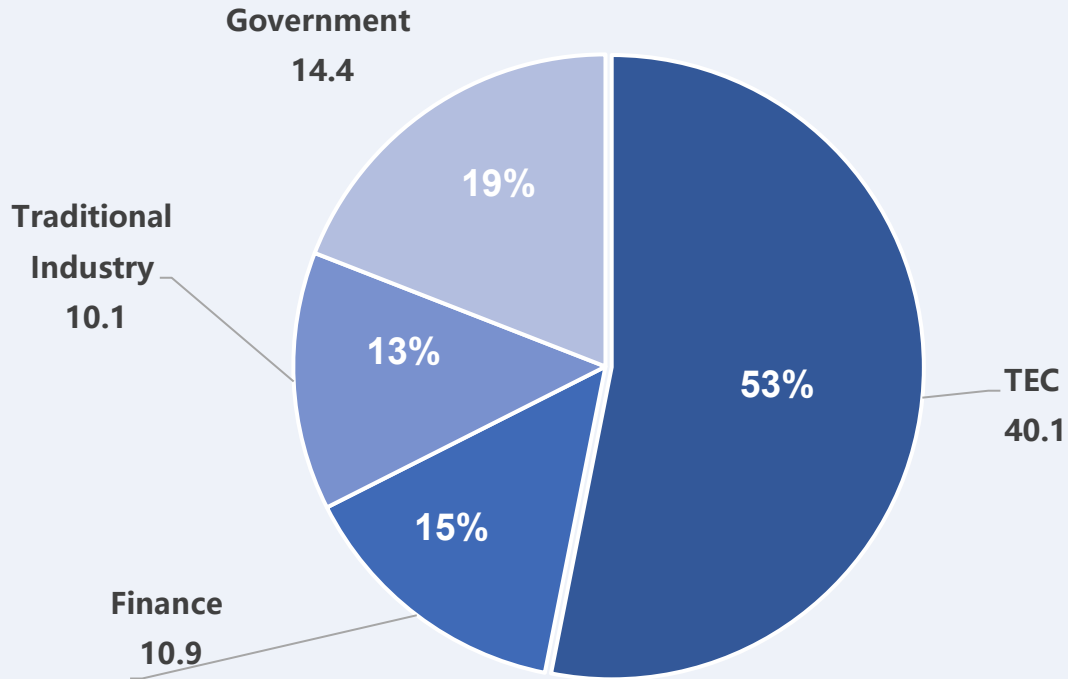


- Cloud & Software Service
- Customized System Development Service
- Vaule-added Product & Service

(UNIT : 100 Million NTD ; %)

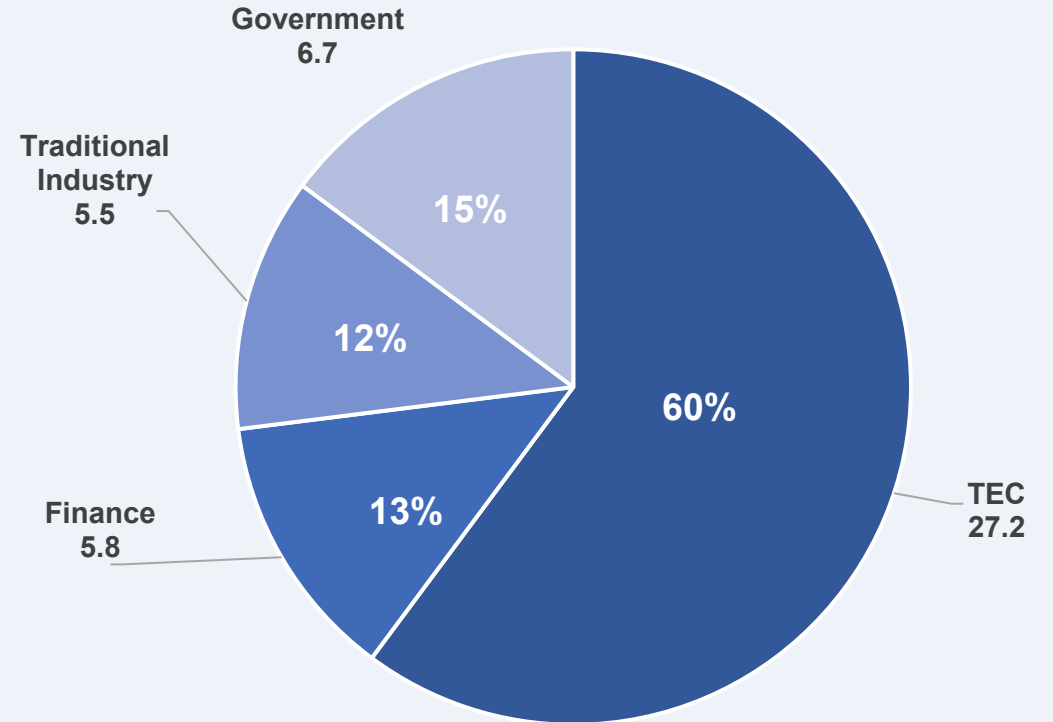
Financial - Revenue by Sector

2023



■ TEC ■ Finance ■ Traditional Industry ■ Government

2024.H1



■ TEC ■ Finance ■ Traditional Industry ■ Government

(UNIT : 100 Million NTD ; %)

Recognitions / Awards

Cloud Service

Won the Taiwan Microsoft FY24 3 Awards

- ✓ Copilot Partners
- ✓ Modern Work Partner
- ✓ Copilot for Microsoft 365 partners - Runner-up in Excellence in Sales Skills Competition

Microsoft Partner of the Year Awards 2023



Cyber Security

TrendMicro

- Best Partner of the Year

Veeam

- Platinum Level Top Sales Partner

Commvault

- Excellent Partner

CyberArk

- Best Growth Dealer

Check Point

- Partner of the Year Best Harmony Email Sales Partner

Tenable

- Outstanding Distribution Partner Award



Creativity Tools

Adobe

- Best Distribution
- Partner Best Selling
- Platinum Dealer Best
- ETLA Add-on Dealer
- Best Product Manager
- Best DC Sales

Autodesk

- Best Partner
- Gold Distributor
- Best Renewal Partner

3 Consecutive Years

Selected by over 600 CIOs as 2024 Taiwan Elite Vendor



Awards / Achievement

3 Consecutive Years Global ICT Award

- **2021 & 2022 WITSA : Public/Private Partnership Award**
 - 「 Taiwan i-Registration Platform of Cultural Events 」 Built for Taiwan Ministry of Culture
 - 「 Taiwan i-Sports Information Platform 」 Built for Taiwan Sports Administration
- **2020 WITSA : Covid-19 Best Industry Solution**
 - 「 The Taiwan Healthcare-Associated Infection and Antimicrobial Resistance Surveillance System (THAS) 」 Built for Taiwan CDC



2022

Taiwan Ministry of Culture



2021

Taiwan Sport Administration, Ministry of Education.



2020

Taiwan Centers for Disease Control

*The Global Innovation and Tech Excellence Awards of the World Information Technology and Services Alliance (WITSA) are often referred to as the 'Oscars of the ICT industry'.

2023 ASOCIO ICT Award

AEB was honored with the 2023 ASOCIO ICT Award -
Ed Tech

「Taiwan National Exam Digital Platform」

Built for Taiwan Ministry of Examination



The Asian-Oceanian computing industry organization (ASOCIO) is an ICT federation organized by ICT associations representing 24 economies throughout the Asia Pacific.

ICT Industry 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*

Future Plan – Cloud / AI

Grow with Cloud

Cloud Service

- MSP / Security
- Multi / Hybrid Cloud
- Sustainability Cloud



Grow with Partners

Data / AI

- Vertical Application
- Enterprise GenAI
Deployment
- Microsoft 365 Copilot
Deployment
- Data Governance / Platform



Grow with Clients

Go Regional

- China Market
- Southeast Asian Market





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***The Best
is Yet to Come !***