

Wistron Corporation

Investor Presentation

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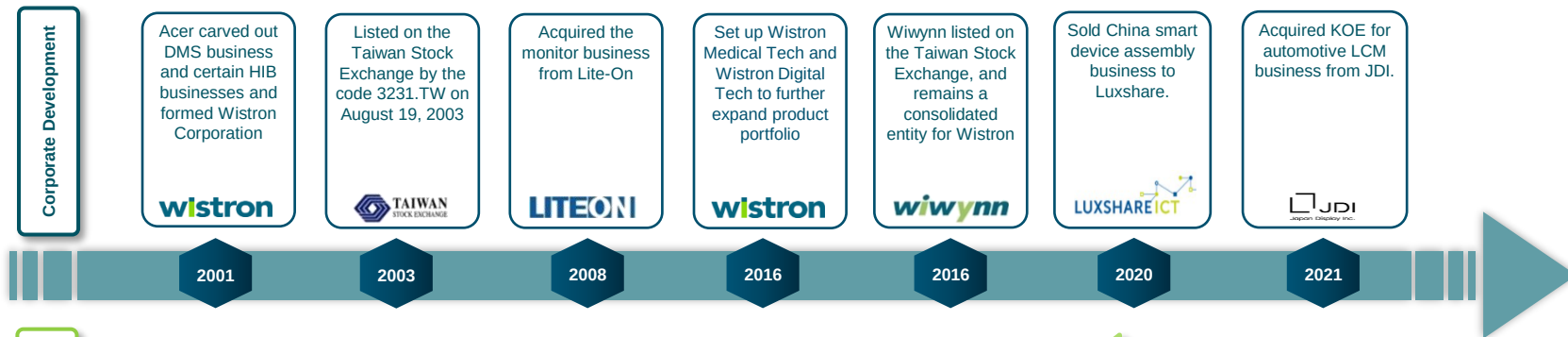
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Corporate Overview



Financial Snapshot

NT\$ B	2017	2018	2019	2020	2021	2022
Revenue	836.1	889.5	878.3	845.0	862.0	984.6
Gross Profit	31.6 3.8%	37.6 4.2%	42.2 4.8%	46.0 5.4%	51.1 5.9%	69.7 7.1%
Operating Profit	5.9 0.7%	10.8 1.2%	13.3 1.5%	14.4 1.7%	16.4 1.9%	27.4 2.8%
Net Profit	3.9 0.5%	4.9 0.6%	6.8 0.8%	8.6 1.0%	10.5 1.2%	11.1 1.1%

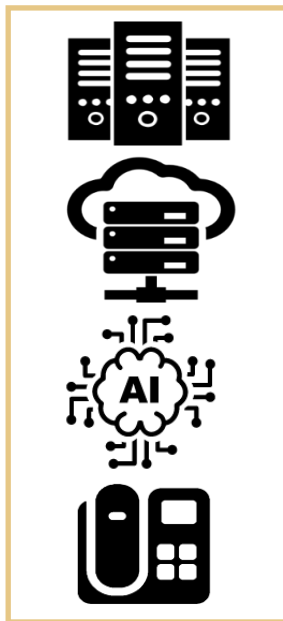
► A Technology Powerhouse for ICT Products

Client Products



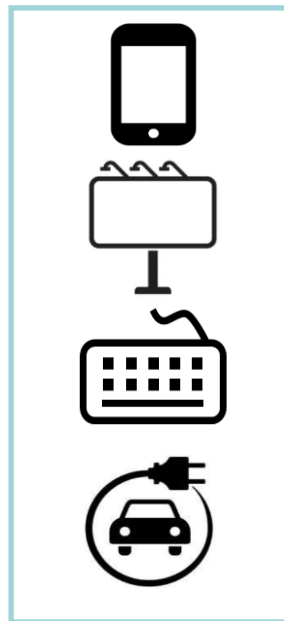
NB, DT, Monitor,
Peripherals, Audio Devices

Enterprise & Networking



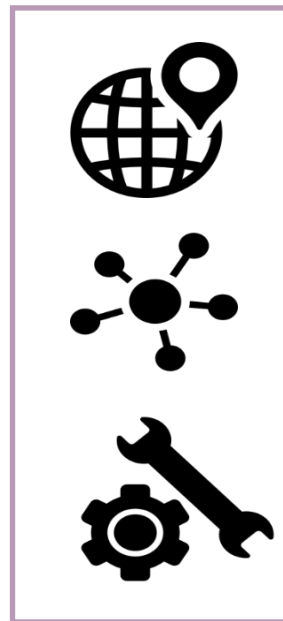
Server, Storage, GPU Server,
GPU Accelerator Card
Switch, Router, VoIP

Industrial & Automotive



Smart devices, IPC,
Enterprise Mobility,
Professional Display
Automotive, Components

Service & Recycling



Repair and
Spare Parts Services
Technical support
Recycling Solutions

► Wistron Business & Product Strategies

Core Business



Client Compute

Notebook
Desktop
Display Monitor
Docking, VoIP & Peripherals



Enterprise Compute

Server
Storage

Growth Platforms



AI Compute

GPU Server, Baseboard, Module



Network Compute

Switch & Network Security Devices



Industrial Compute

IPC & Enterprise Mobility



After Services

Repair and Spare Parts Services

Next Engines



Recycling

Plastic & Battery Recycling



Smart Life Compute

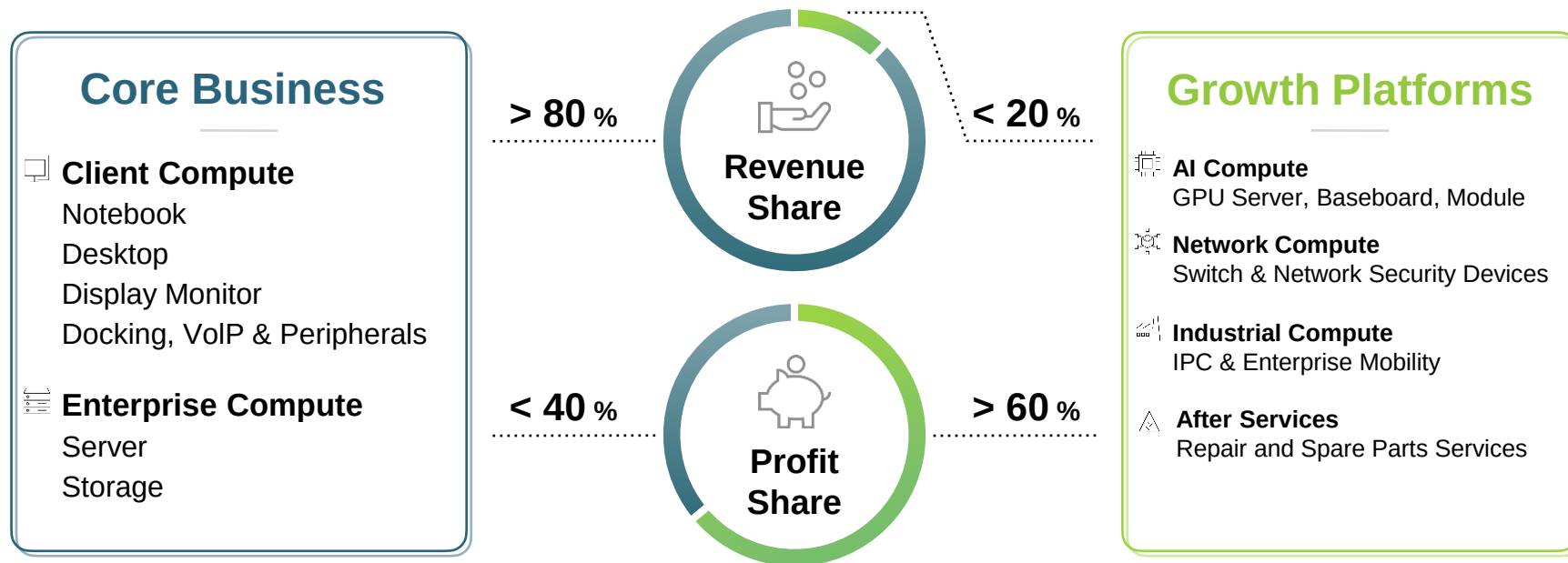
Smart Home, Smart Retail,
Smart Energy



Automotive Compute

Smart Cockpits

► Wistron Business & Product Strategies



► Wistron's Resilient Business Positions

Top 3



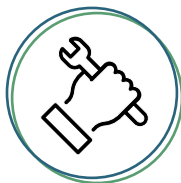
Notebook PC



Display Monitor



Enterprise
Server MB



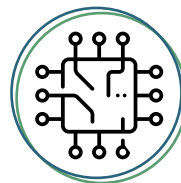
ICT Industry
After-sales Services
(by Revenue)

Top 2



Desktop PC

Top 1



AI Server
Baseboard



Network
Security Device



Enterprise Mobility
(Industrial Handheld)
Device

► End-to-End Solutions Offering One-Stop Shop

Design

- Software
- Industrial design
- Electronic / mechanical engineering



Manufacturing & Logistics

- Assembly services
- Quality management and control services
- Global supply chain management



After-Sales Services

- Managed customer support services
 - Project / program planning



Technical Services

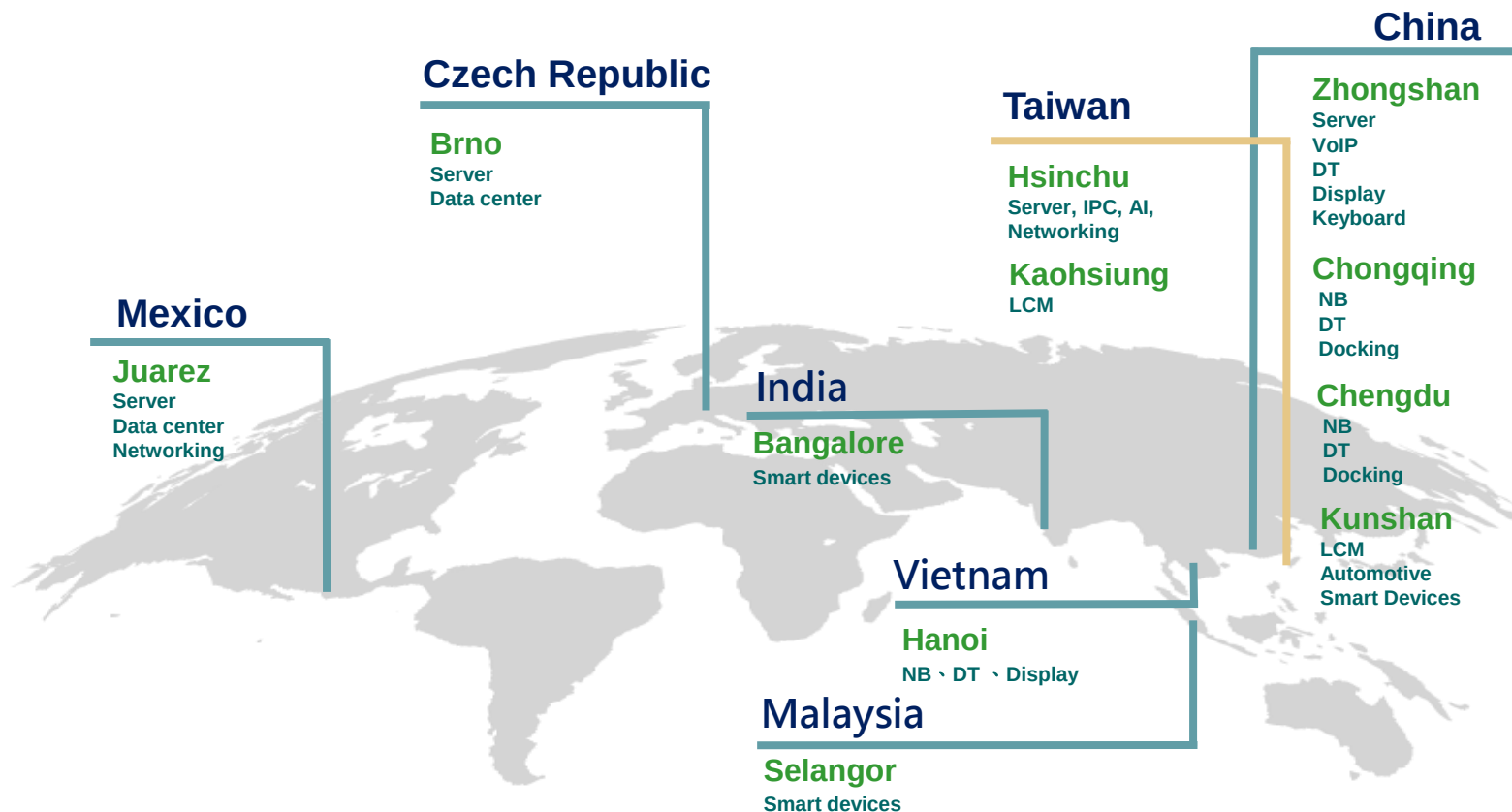
- LCM modules
- Recycling
- Industrial computers
- Enterprise storage



End-to-End Extensive Services from Product Concept to After-Sales Support



► Global Manufacturing Footprint



► Global Coverage – R&D and Service Centers



► Wistron Group Companies

wistron

**Wistron
Corporation**

Industry-leading provider
of ICT products, services
and systems



**Wiwynn
Corporation**

The best solution
provider
for customer in cloud
services business

wistron
Wistron ITS

**Wistron Information
Technology & Services
Corporation**

A leader in contract
software development

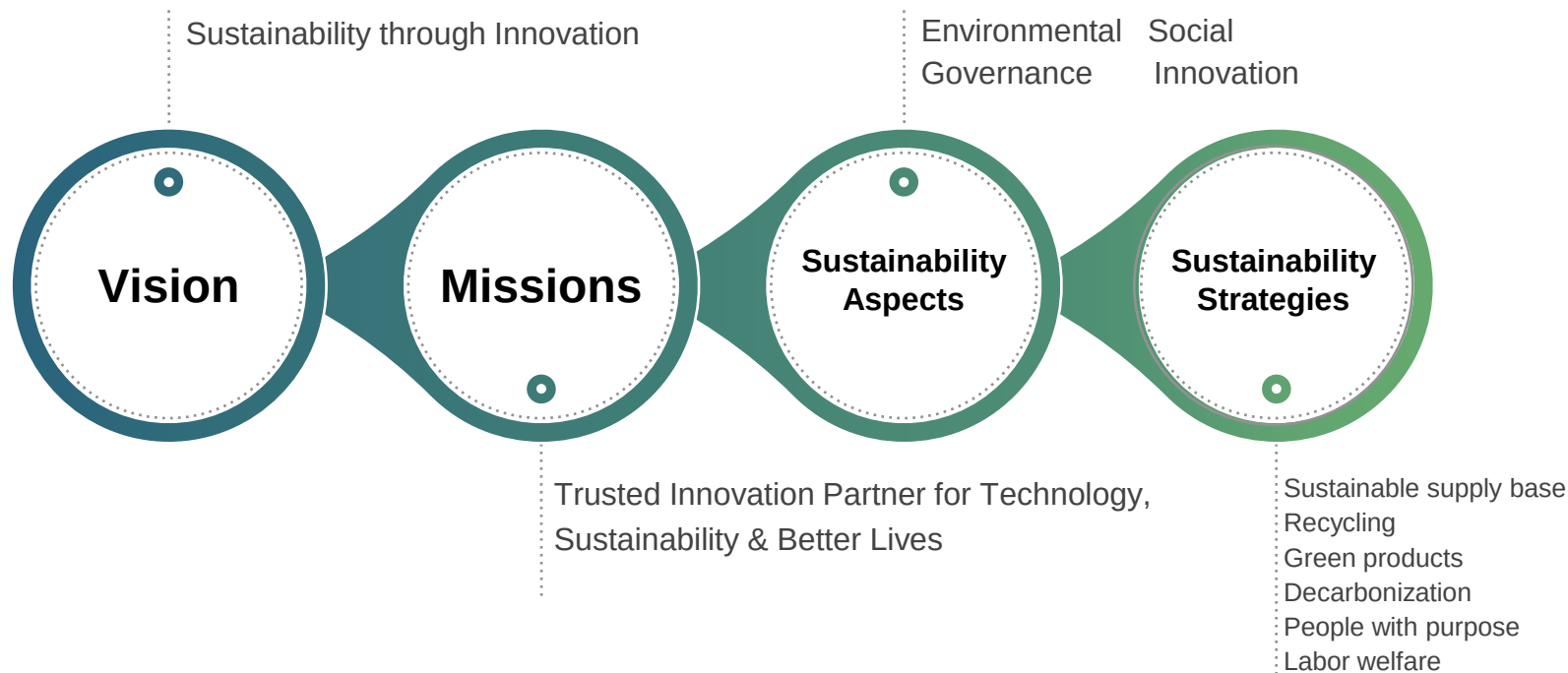
WNC
Wistron NeWeb Corp.

**Wistron NeWeb
Corporation**

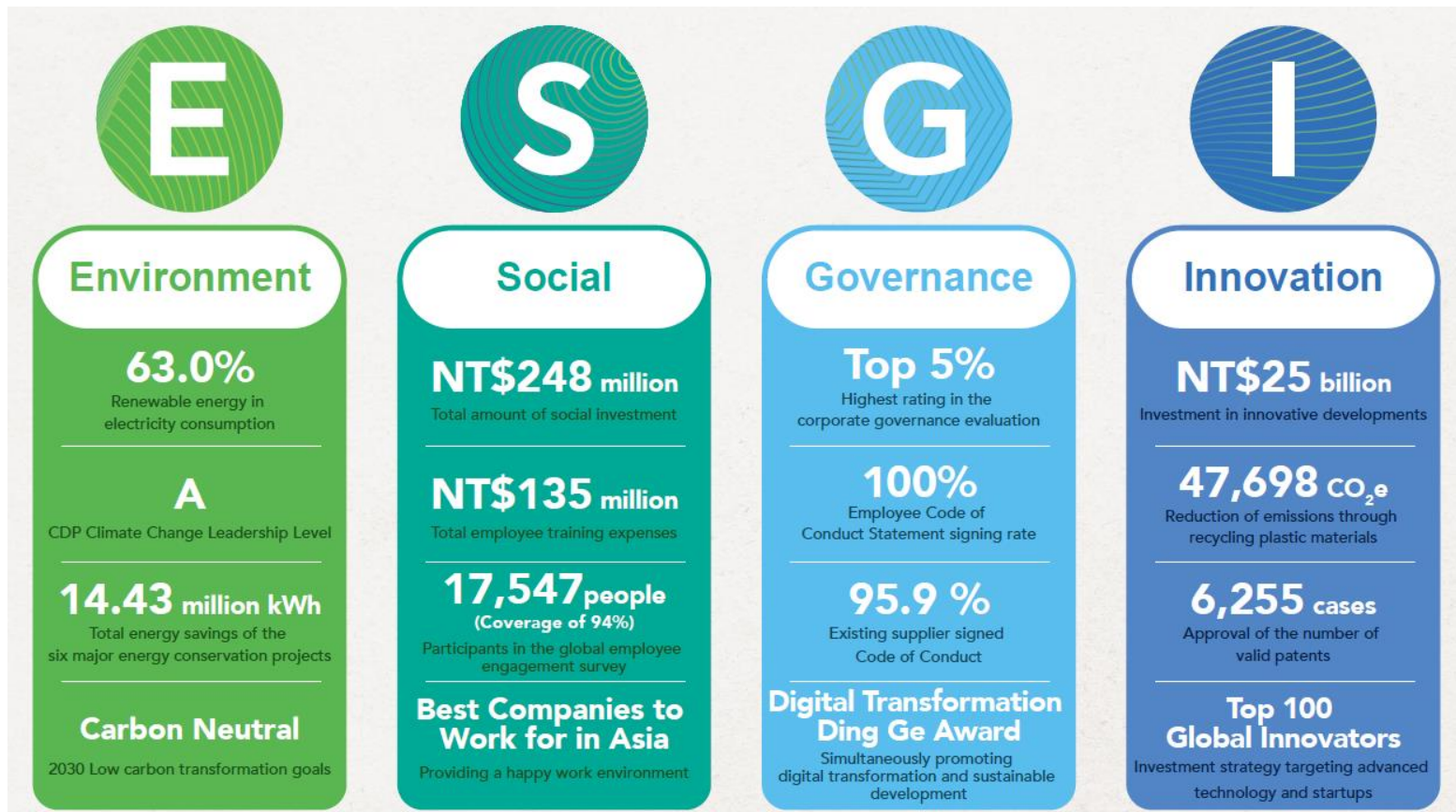
Industry-leading provider of
broadband communications, IoT,
and automotive products



► Wistron's Vision and Missions



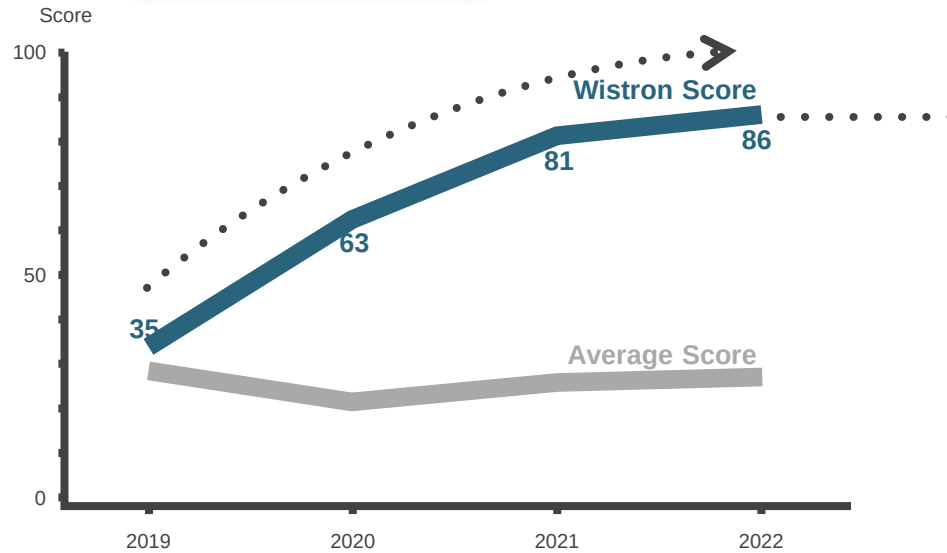
► Sustainability performance highlight



ESG & Digital Transformation Recognitions



► Constituent of Dow Jones Sustainability Indices

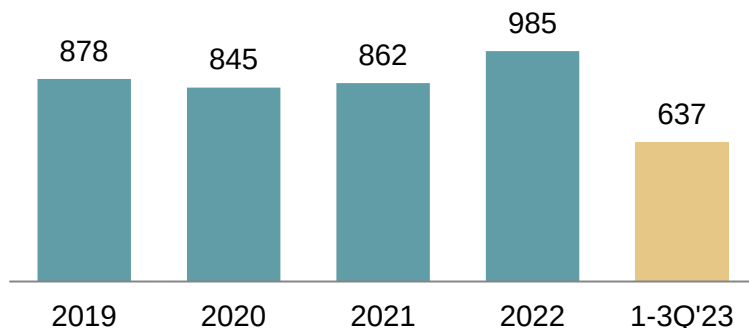


Score	Company Name
88	HP Inc.
86	Wistron Corporation
86	Acer Incorporated
86	Hewlett Packard Enterprise Company
86	Ricoh Company, Ltd.
84	Lite-On Technology Corporation
82	Konica Minolta, Inc.
76	FUJIFILM Holdings Corporation
71	ASUSTeK Computer Inc.
69	Xerox Holdings Corporation

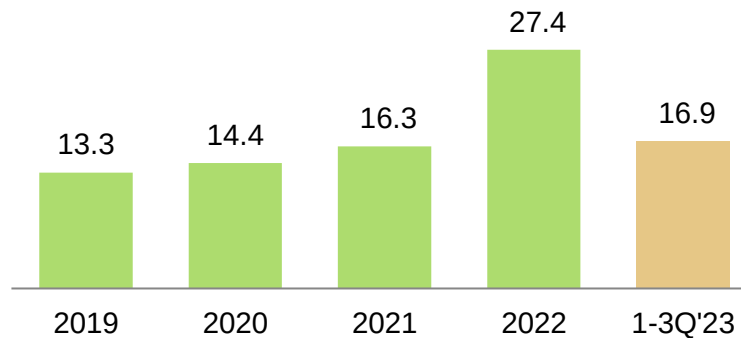


Financial Highlights - 1

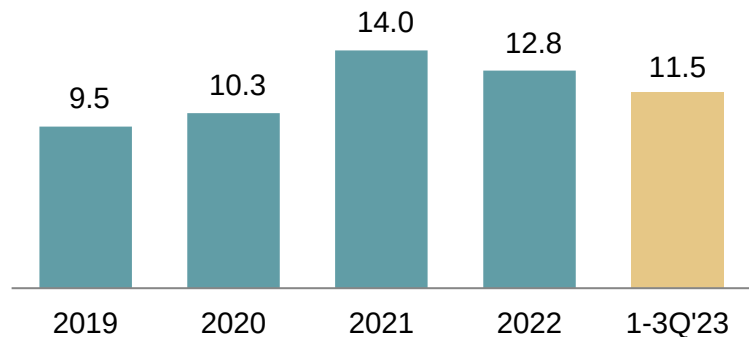
Revenue (NT\$ B)



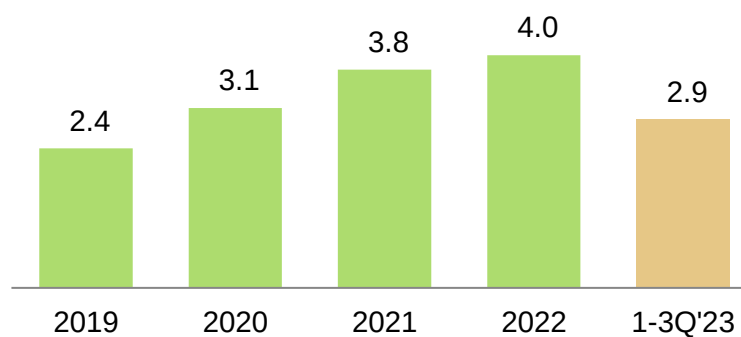
Operating Income (NT\$ B)



ROE (%)

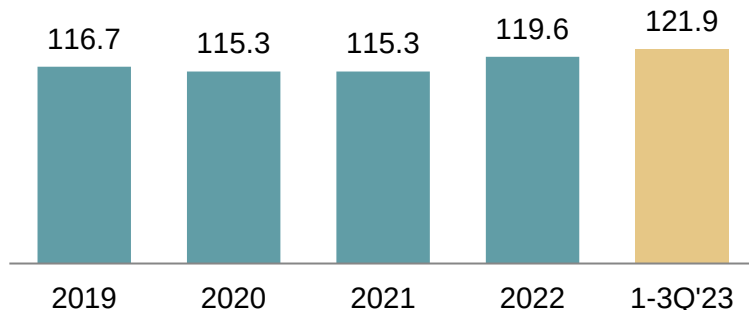


EPS (NT\$)

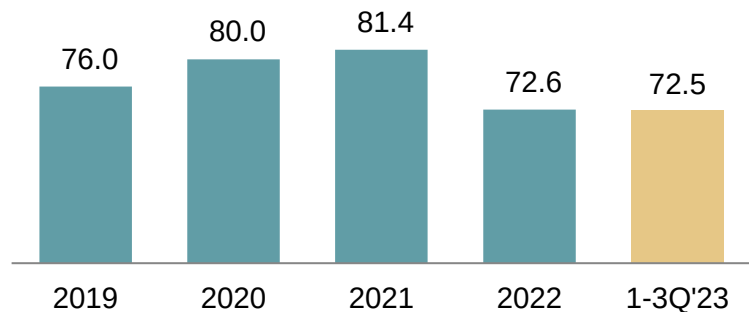


Financial Highlights - 2

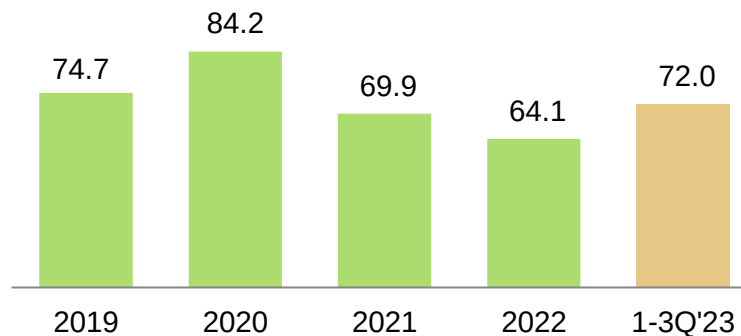
Current Ratio (%)



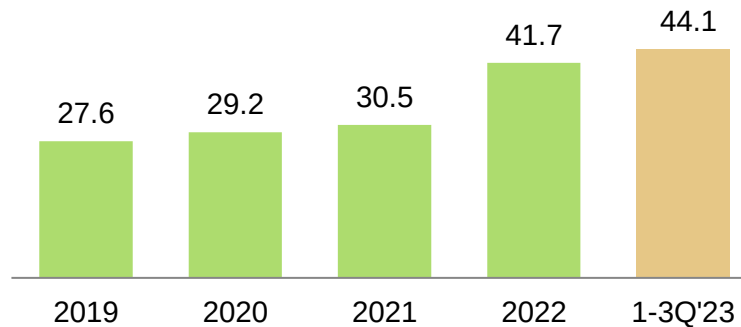
Debt Ratio (%)



Quick Ratio (%)



EBITDA (NTD\$ B)





Historical Income Statement

NT\$ M	2022		2021		2020		2019		2018	
Net Revenue	984,619		862,083		845,012		878,255		889,536	
Realized gross profit	69,729	7.1%	51,135	5.9%	46,053	5.4%	42,158	4.8%	37,559	4.2%
Selling	(11,433)	-1.2%	(9,467)	-1.1%	(8,866)	-1.0%	(9,243)	-1.1%	(9,226)	-1.1%
Administrative	(5,815)	-0.6%	(4,531)	-0.5%	(3,667)	-0.4%	(3,417)	-0.4%	(3,164)	-0.4%
Research and development	(25,008)	-2.5%	(20,761)	-2.4%	(19,049)	-2.3%	(16,198)	-1.8%	(14,404)	-1.7%
Total operating expenses	(42,257)	-4.3%	(34,760)	-4.0%	(31,582)	-3.7%	(28,858)	-3.3%	(26,793)	-3.2%
Operating income	27,472	2.8%	16,375	1.9%	14,471	1.7%	13,300	1.5%	10,766	1.2%
Non-operating income/(expenses)										
Interest income/(expense), net	(3,998)		(573)		(460)		(2,757)		(3,676)	
LT investment income/(expense), net	776		117		447		339		409	
Exchange gain/(loss), net	3,664		1,350		1,230		761		1,386	
Other income/(expense)	(3,203)		1,965		1,157		1,133		774	
PBT	24,711		19,234		16,845		12,776		9,659	
Tax	(5,693)	-23.0%	(4,506)	-23.4%	(3,937)	-23.4%	(3,050)	-23.9%	(2,374)	-24.6%
Minority interest	(7,855)		(4,260)		(4,226)		(2,925)		(2,377)	
PAT	11,162		10,468		8,682		6,801		4,908	
Outstanding shares (M)	2,901		2,782		2,840		2,840		2,842	
EPS	4.01		3.76		3.10		2.40		1.76	

Income Statement (1-3Q'23 vs. 1-3Q'22)

NT\$ M	1-3Q 2023		1-3Q 2022		YoY
Net revenue	636,517		720,765		-11.7%
Realized gross profit	47,571	7.47%	47,051	6.53%	1.1%
Selling	(8,103)	-1.27%	(8,355)	-1.16%	-3.0%
Administrative	(5,036)	-0.79%	(4,039)	-0.56%	24.7%
Research & development	(17,577)	-2.76%	(17,879)	-2.48%	-1.7%
Total operating expenses	(30,716)	-4.83%	(30,273)	-4.20%	1.5%
Operating Income	16,855	2.65%	16,778	2.33%	0.5%
Non-operating Income/(Expenses)					
Interest income/(expense), net	(4,755)		(2,181)		
LT investment income/(expense), net	417		483		
Exchange gain/(loss), net	4,214		5,470		
Other income/(expense)	467 *		(4,040) *		
PBT	17,198		16,510		4.2%
Tax	(4,248)	-24.70%	(3,791)	-22.96%	12.1%
Minority interest	(4,815)		(5,632)		
PAT	8,134		7,086		14.8%
EPS	2.90		2.55		13.7%

Note: The company recognized revaluation losses of NT\$251 million from Luxshare investments in 1Q-3Q 2023 and NT\$4.9 billion in 1Q-3Q 2022.

Income Statement (Q3'23 vs. Q2'23 and Q3'22)

NT\$ M	Q3 2023		Q2 2023		QoQ	Q3 2022		YoY
Net revenue	217,040		207,477		4.6%	250,103		-13.2%
Realized gross profit	17,042	7.85%	15,677	7.56%	8.7%	17,874	7.15%	-4.7%
Selling	(2,749)	-1.27%	(2,665)	-1.28%	3.2%	(2,973)	-1.19%	-7.5%
Administrative	(1,744)	-0.80%	(1,586)	-0.76%	10.0%	(1,591)	-0.64%	9.6%
Research & development	(5,753)	-2.65%	(6,091)	-2.94%	-5.5%	(6,474)	-2.59%	-11.1%
Total operating expenses	(10,246)	-4.72%	(10,342)	-4.98%	-0.9%	(11,038)	-4.41%	-7.2%
Operating Income	6,796	3.13%	5,335	2.57%	27.4%	6,837	2.73%	-0.6%
Non-operating Income/(Expenses)								
Interest income/(expense), net	(1,522)		(1,567)			(1,367)		
LT investment income/(expense), net	159		183			266		
Exchange gain/(loss), net	3,013		1,517			2,804		
Other income/(expense)	(52) *		709 *			(603) *		
PBT	8,394		6,177		35.9%	7,937		5.8%
Tax	(2,201)	-26.22%	(1,441)	-23.33%	52.7%	(1,817)	-22.89%	21.1%
Minority interest	(1,491)		(1,478)			(2,423)		
PAT	4,702		3,258		44.3%	3,696		27.2%
EPS	1.67		1.16		44.0%	1.33		25.6%

Note: The company recognized a revaluation loss of NT\$425 million from Luxshare investments in Q3 2023 and NT\$1.1 billion in Q3 2022. Additionally, a revaluation gain of NT\$535 million was recorded in Q2 2023.



Balance Sheets

NT\$ M	2023/09/30		2023/06/30		2022/09/30	
Cash & ST Investments	57,014	12%	61,765	14%	70,392	15%
A/R	143,702	31%	126,166	28%	102,450	22%
Inventory	133,647	29%	139,237	31%	189,360	40%
Non-current assets classified as held for sale	25,964	6%	-	0%	-	0%
Other current Assets	17,601	4%	23,839	5%	28,046	6%
Total Current Assets	377,928	81%	351,006	79%	390,248	82%
LT equity investments	17,346	4%	16,678	4%	14,686	3%
Property, plant and equipment	47,103	10%	54,205	12%	49,936	10%
Other assets	22,920	5%	24,635	6%	20,730	4%
Total Assets	465,297	100%	446,524	100%	475,600	100%
ST Borrowing	103,965	22%	110,922	25%	120,650	25%
Current Portion of LT Debt	8,326	2%	8,011	2%	8,591	2%
A/P	126,585	27%	105,584	24%	141,392	30%
Liabilities related to Non-current assets classified as held for sale	7,616		-	0%	-	0%
Other current liabilities	55,675	12%	68,071	15%	59,872	13%
Total Current Liabilities	302,167	65%	292,588	66%	330,505	69%
LT Debt	16,936	2%	19,894	4%	13,397	3%
Bonds payable	9,442	2%	9,441	2%	9,439	2%
Other liabilities	8,742	2%	8,252	2%	7,477	2%
Total Liabilities	337,287	72%	330,175	74%	360,818	76%
Shareholders' Equity	128,010	28%	116,349	26%	114,782	24%



Cash Flows

NT\$ M	1Q-3Q 2023	1Q-3Q 2022
Cash* (Beginning of period)	66,337	70,154
Cash flow from Operation		
Consolidated PBT	17,198	16,510
Depreciation & amortization	9,252	8,368
Profit/loss of financial assets & liabilities at fair value	360	4,052
Changes in A/R	(42,859)	66,504
Changes in A/P	15,833	(40,650)
Changes in inventories	17,406	(10,113)
Others	(4,169)	(2,513)
Cash provided by operating activities	13,021	42,158
Cash flow from Investment		
Capex	(11,415)	(10,434)
Others	3,151	24
Cash provided by investing activities	(8,264)	(10,410)
Cash flow from Finance		
Increase (decrease) in ST borrowings	(13,280)	(32,745)
LT debt	8,477	(5,409)
Payment on cash dividends	(7,401)	(6,257)
Partial disposal of interests in subsidiaries without loss of control	1,364	7,383
Treasury stock transferred to employees	498	113
Change in non-controlling interests	(5,208)	(2,511)
Others	(75)	(515)
Cash provided by financing activities	(15,625)	(39,942)
Effect of exchange rate change & subsidiaries consolidated	1,882	8,432
Cash (End of period)	57,351	70,392

* Capex = Acquisition to property, plant and equipments + Addition to equity-accounted investees
+ Acquisition of financial assets at fair value through other comprehensive income

Dividend History

	2018	2019	2020	2021	2022
Cash (NT\$)	1.5	2.0	2.2	2.2	2.6
Stock (NT\$)	-	-	-	-	-
EPS (NT\$)	1.76	2.40	3.10	3.76	4.01
Cash Dividend Payout (%)	85%	83%	71%	59%	65%
Total Dividend Payout (%)	85%	83%	71%	59%	65%