

Wistron Corporation

Investor Presentation

Disclaimer

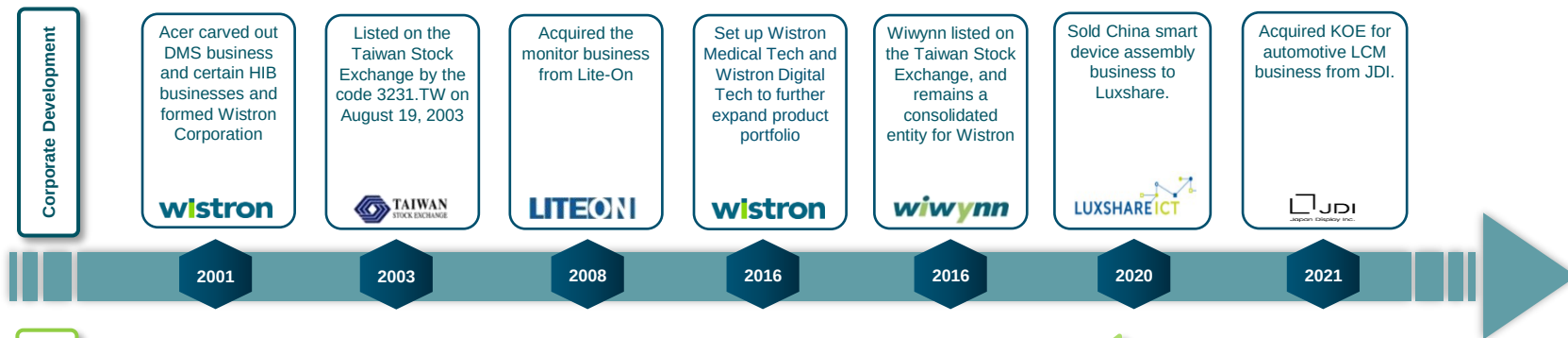
▪This presentation is private and confidential and is being made available to the recipient on the express understanding that it will be kept confidential and that the recipient shall not copy, reproduce, distribute or pass to third parties this presentation in whole or in part at any time. This presentation is the property of Wistron Corporation (“Wistron”) and the recipient agrees that it will, on request, promptly return this presentation and all other information supplied in connection with the ideas and concepts presented herein, without retaining any copies.

▪This presentation has been prepared by Wistron and is being delivered to the recipient and is for general reference only. The sole purpose of this presentation is to assist the recipient in understanding Wistron. This presentation is not intended to form the basis of a decision to purchase securities or any other investment decision and does not constitute an offer, invitation or recommendation for the sale or purchase of securities. Any decision to purchase securities in any offering of Wistron should be made solely on the basis of the information contained in a prospectus which may be published or distributed in due course in connection with such offering, if any. Neither the information contained in this presentation nor any further information made available in connection with the subject matter contained herein will form the basis of any contract.

▪This presentation does not purport to be comprehensive or to contain all the information about Wistron, its business, its current or historical operating results or its future business prospects. The information contained herein is based on publicly available information and sources, which we believe to be reliable, but we do not represent it is accurate or complete. The recipient of this presentation must make its own investigation and assessment of the ideas and concepts presented herein. No representation, warranty or undertaking, express or implied, is or will be made or given and no responsibility or liability is or will be accepted by Wistron or by any of its directors, officers, employees, agents or advisers, in relation to the accuracy or completeness of this presentation or any other written or oral information made available in connection with the ideas and concepts presented herein. Any responsibility or liability for any such information is expressly disclaimed.

▪In furnishing this presentation, Wistron undertakes no obligation to provide the recipient with access to any additional information, or to update, or to correct any inaccuracies which may become apparent in, this presentation or any other information made available in connection with the ideas and concepts presented herein.

Corporate Overview

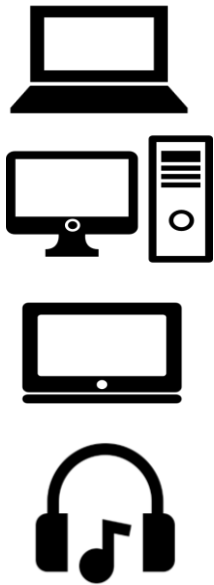


Financial Snapshot

NT\$ B	2018	2019	2020	2021	2022	2023
Revenue	889.5	878.3	845.0	862.0	984.6	867.1
Gross Profit	37.6 4.2%	42.2 4.8%	46.0 5.4%	51.1 5.9%	69.7 7.1%	69.0 8.0%
Operating Profit	10.8 1.2%	13.3 1.5%	14.4 1.7%	16.4 1.9%	27.4 2.8%	27.4 3.2%
Net Profit	4.9 0.6%	6.8 0.8%	8.6 1.0%	10.5 1.2%	11.1 1.1%	11.5 1.3%

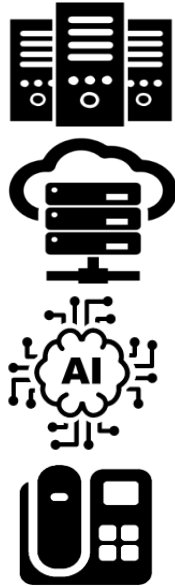
► A Technology Powerhouse for ICT Products

Client Products



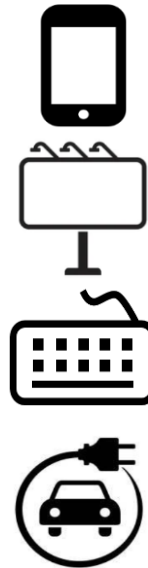
NB, DT, Monitor,
Peripherals, Audio Devices

Enterprise & Networking



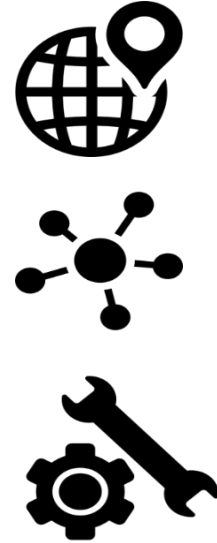
Server, Storage, GPU Server,
GPU Accelerator Card
Switch, Router, VoIP

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

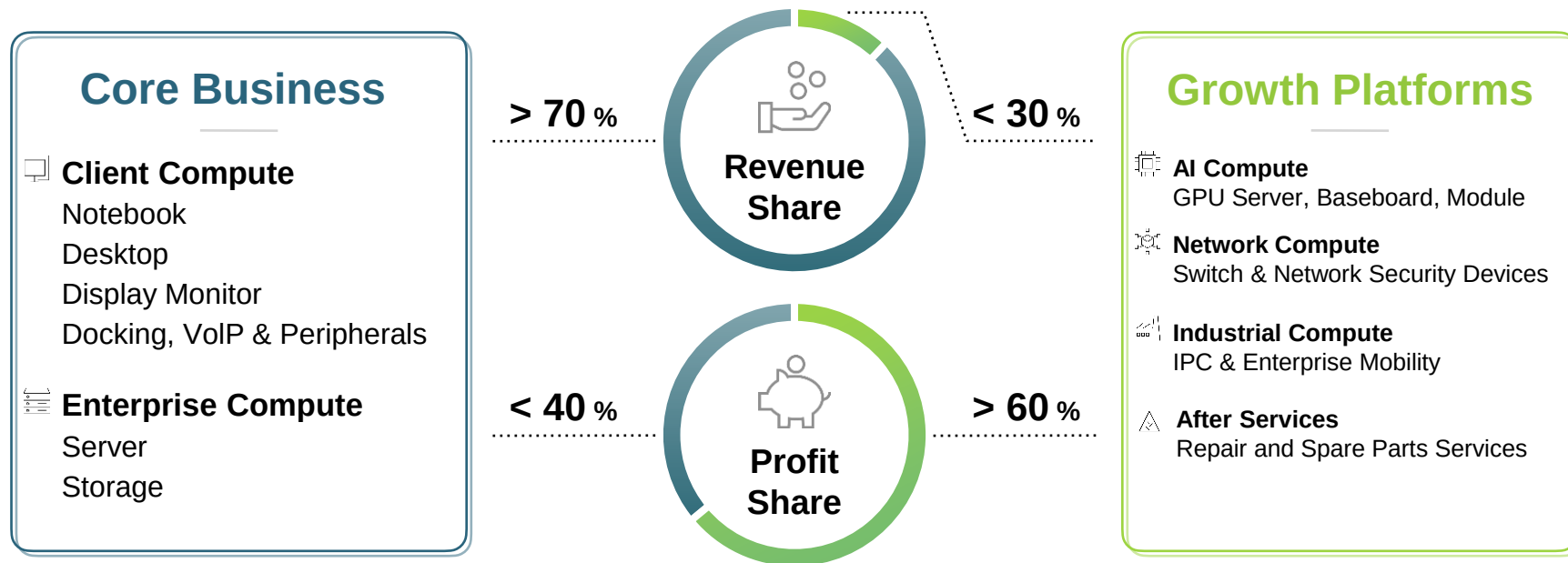
Smart Home, Smart Retail,
Smart Energy



Automotive Compute

Smart Cockpits

► Wistron Business & Product Strategies



► Wistron's Resilient Business Positions

Top 3



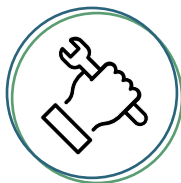
Notebook PC



Display Monitor



Enterprise
Server MB



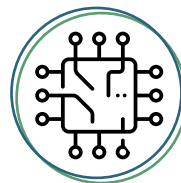
ICT Industry
After-sales Services
(by Revenue)

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

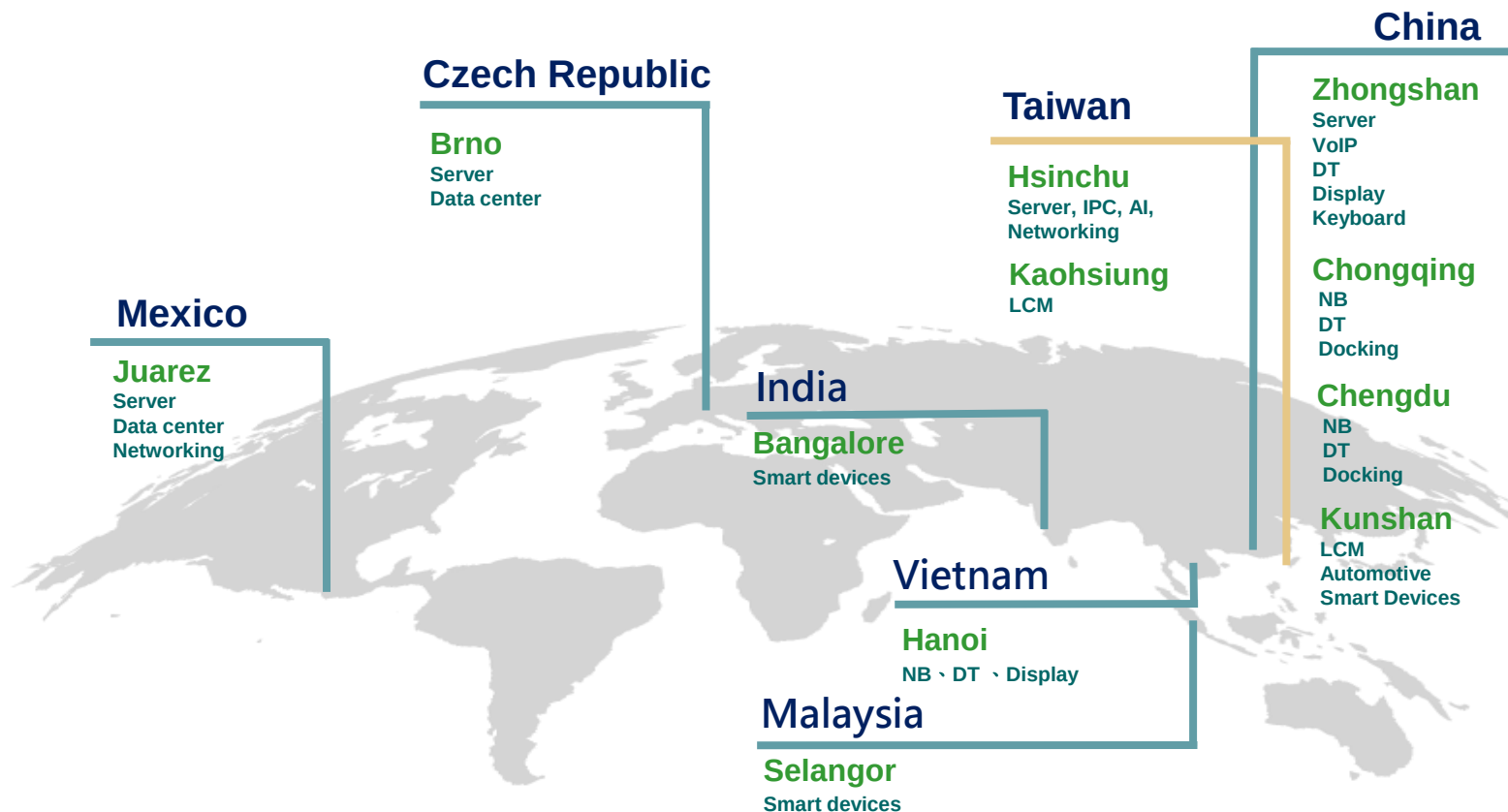
- LCM modules
- Recycling
- Industrial computers
- Enterprise storage



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

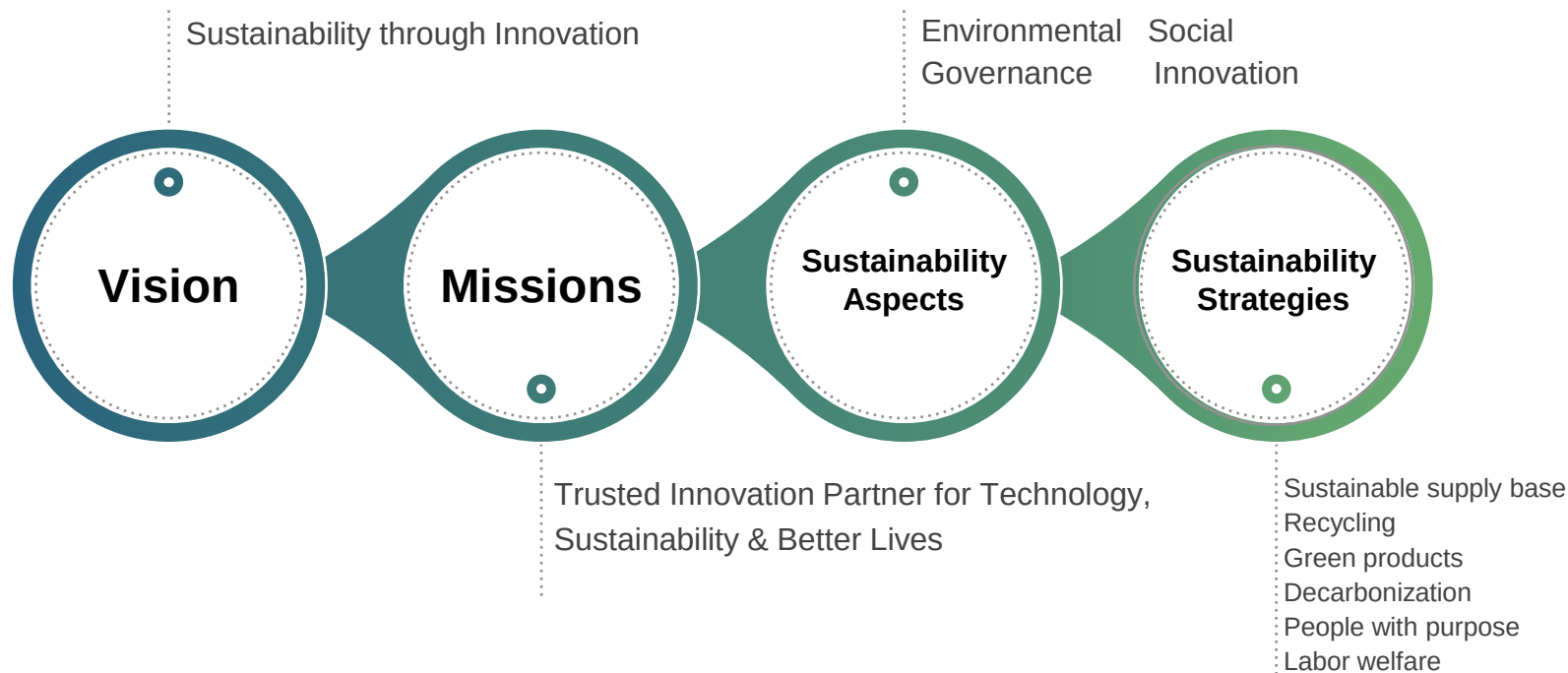
WNC
Wistron NeWeb Corp.

**Wistron NeWeb
Corporation**

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



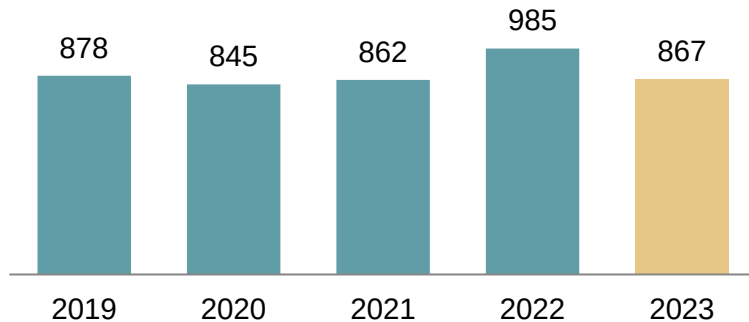
► Wistron's Vision and Missions



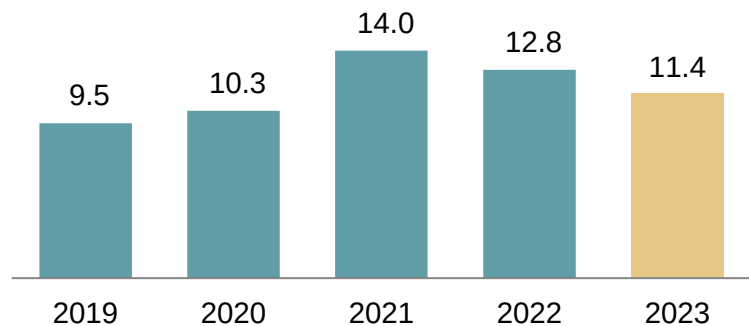


Financial Highlights - 1

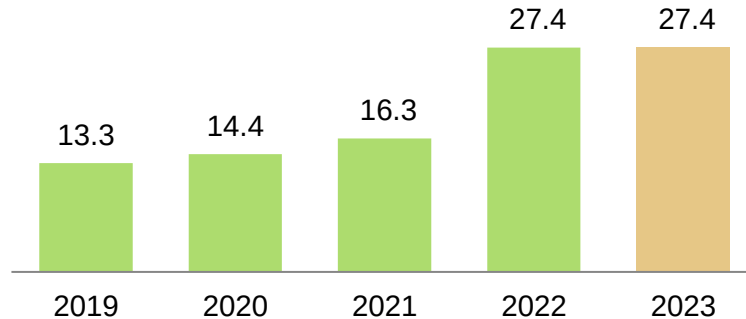
Revenue (NT\$ B)



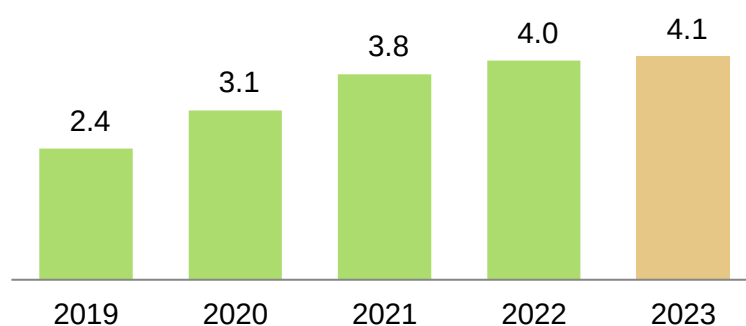
ROE (%)



Operating Income (NT\$ B)



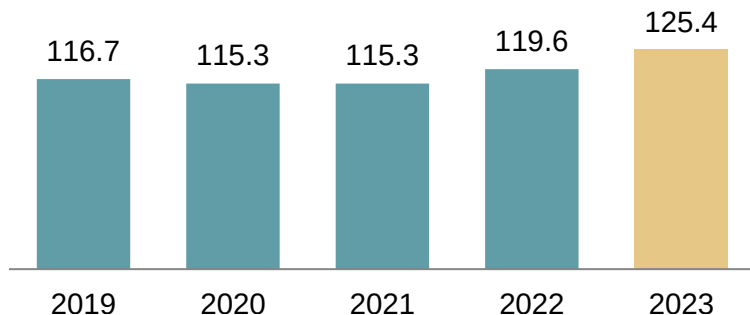
EPS (NT\$)



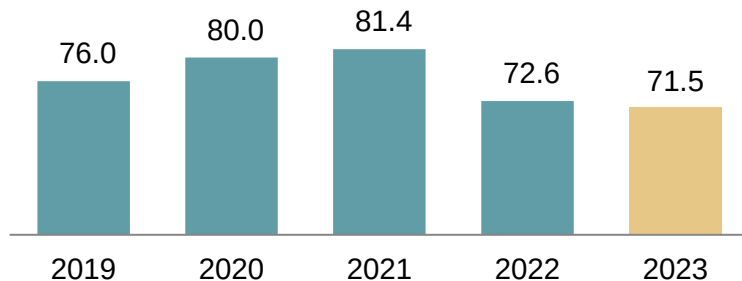


Financial Highlights - 2

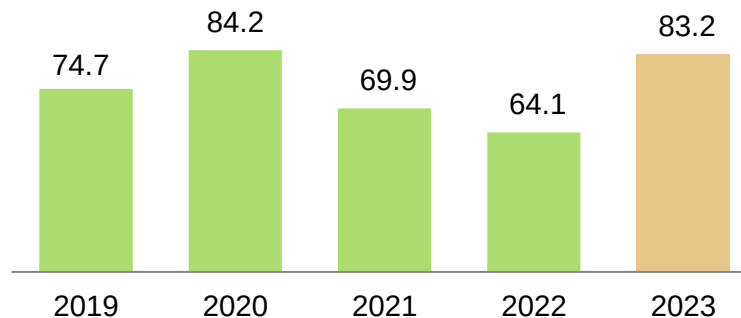
Current Ratio (%)



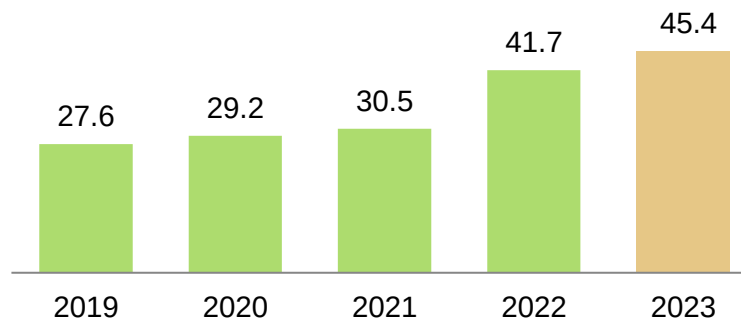
Debt Ratio (%)



Quick Ratio (%)



EBITDA (NTD\$ B)



Historical Income Statement

NT\$ M	2023		2022		2021		2020		2019	
Net Revenue	867,057		984,619		862,083		845,012		878,255	
Realized gross profit	68,983	8.0%	69,729	7.1%	51,135	5.9%	46,053	5.4%	42,158	4.8%
Selling	(10,828)	-1.2%	(11,433)	-1.2%	(9,467)	-1.1%	(8,866)	-1.0%	(9,243)	-1.1%
Administrative	(6,870)	-0.8%	(5,815)	-0.6%	(4,531)	-0.5%	(3,667)	-0.4%	(3,417)	-0.4%
Research and development	(23,894)	-2.8%	(25,008)	-2.5%	(20,761)	-2.4%	(19,049)	-2.3%	(16,198)	-1.8%
Total operating expenses	(41,593)	-4.8%	(42,257)	-4.3%	(34,760)	-4.0%	(31,582)	-3.7%	(28,858)	-3.3%
Operating income	27,390	3.2%	27,472	2.8%	16,375	1.9%	14,471	1.7%	13,300	1.5%
Non-operating income/(expenses)										
Interest income/(expense), net	(6,237)		(3,998)		(573)		(460)		(2,757)	
LT investment income/(expense), net	764		776		117		447		339	
Exchange gain/(loss), net	1,477		3,664		1,350		1,230		761	
Other income/(expense)	927		(3,203)		1,965		1,157		1,133	
PBT	24,321		24,711		19,234		16,845		12,776	
Tax	(6,055)	-23.0%	(5,693)	-23.0%	(4,506)	-23.4%	(3,937)	-23.4%	(3,050)	-23.9%
Minority interest	(6,794)		(7,855)		(4,260)		(4,226)		(2,925)	
PAT	11,472		11,162		10,468		8,682		6,801	
Outstanding shares (M)	2,900		2,901		2,782		2,840		2,840	
EPS	4.08		4.01		3.76		3.10		2.40	

Income Statement (2023 vs. 2022)

NT\$ M	2023		2022		YoY
Net revenue	867,057		984,619		-11.9%
Realized gross profit	68,983	7.96%	69,729	7.08%	-1.1%
Selling	(10,828)	-1.25%	(11,433)	-1.16%	-5.3%
Administrative	(6,870)	-0.79%	(5,815)	-0.59%	18.1%
Research & development	(23,894)	-2.76%	(25,008)	-2.54%	-4.5%
Total operating expenses	(41,593)	-4.80%	(42,257)	-4.29%	-1.6%
Operating Income	27,390	3.16%	27,472	2.79%	-0.3%
Non-operating Income/(Expenses)					
Interest income/(expense), net	(6,237)		(3,998)		
LT investment income/(expense), net	764		776		
Exchange gain/(loss), net	1,477		3,664		
Other income/(expense)	927 *		(3,203) *		
PBT	24,321		24,711		-1.6%
Tax	(6,055)	-24.90%	(5,693)	-23.04%	6.4%
Minority interest	(6,794)		(7,855)		
PAT	11,472		11,162		2.8%
EPS	4.08		4.01		1.7%

Note: Company recognized NT\$251 million and NT\$4.4 billion stock revaluation losses from Luxshare investments in both 2023 and 2022.

Income Statement (Q4'23 vs. Q3'23 and Q4'22)

NT\$ M	Q4 2023		Q3 2023		QoQ	Q4 2022		YoY
Net revenue	230,540		217,040		6.2%	263,854		-12.6%
Realized gross profit	21,412	9.29%	17,042	7.85%	25.6%	22,678	8.59%	-5.6%
Selling	(2,725)	-1.18%	(2,749)	-1.27%	-0.9%	(3,078)	-1.17%	-11.5%
Administrative	(1,834)	-0.80%	(1,744)	-0.80%	5.2%	(1,776)	-0.67%	3.3%
Research & development	(6,318)	-2.74%	(5,753)	-2.65%	9.8%	(7,129)	-2.70%	-11.4%
Total operating expenses	(10,877)	-4.72%	(10,246)	-4.72%	6.2%	(11,984)	-4.54%	-9.2%
Operating Income	10,535	4.57%	6,796	3.13%	55.0%	10,694	4.05%	-1.5%
Non-operating Income/(Expenses)								
Interest income/(expense), net	(1,482)		(1,522)			(1,817)		
LT investment income/(expense), ne	347		159			293		
Exchange gain/(loss), net	(2,736)		3,013			(1,806)		
Other income/(expense)	458		(52) *			837 *		
PBT	7,122		8,394		-15.2%	8,201		-13.2%
Tax	(1,807)	-25.37%	(2,201)	-26.22%	-17.9%	(1,902)	-23.19%	-5.0%
Minority interest	(1,978)		(1,491)			(2,222)		
PAT	3,337		4,702		-29.0%	4,076		-18.1%
EPS	1.18		1.67		-29.3%	1.46		-19.2%

Note: Company recognized NT\$ 595 million revaluation gain from Luxshare investments in Q4 2022 and NT\$ 425 million revaluation loss in Q3 2023.



Balance Sheets

NT\$ M	2023/12/31		2023/09/30		2022/12/31	
Cash & ST Investments	75,232	17%	57,014	12%	66,337	15%
A/R	121,342	27%	143,702	31%	100,234	23%
Inventory	119,720	26%	133,647	29%	156,889	36%
Non-current assets classified as held for sale	29,384	6%	25,964	6%		0%
Other current Assets	15,783	3%	17,601	4%	19,526	5%
Total Current Assets	361,461	80%	377,928	81%	342,986	79%
LT equity investments	18,849	4%	17,346	4%	15,256	4%
Property, plant and equipment	46,598	10%	47,103	10%	51,515	12%
Other assets	25,483	6%	22,920	5%	23,151	5%
Total Assets	452,391	100%	465,297	100%	432,908	100%
ST Borrowing	95,940	21%	103,965	22%	114,279	26%
Current Portion of LT Debt	4,498	1%	8,326	2%	5,527	1%
A/P	119,394	26%	126,585	27%	108,850	25%
Liabilities related to Non-current assets classified as held for sale	8,464		7,616	2%		0%
Other current liabilities	59,956	13%	55,675	12%	58,069	13%
Total Current Liabilities	288,252	64%	302,167	65%	286,725	66%
LT Debt	19,582	2%	16,936	4%	10,949	3%
Bonds payable	6,943	2%	9,442	2%	9,439	2%
Other liabilities	8,851	2%	8,742	2%	7,142	2%
Total Liabilities	323,628	72%	337,287	72%	314,255	73%
Shareholders' Equity	128,763	28%	128,010	28%	118,653	27%

Cash Flows

NT\$ M	2023	2022
Cash* (Beginning of period)	66,337	70,154
Cash flow from Operation		
Consolidated PBT	24,321	24,711
Depreciation & amortization	12,345	11,016
Profit/loss of financial assets & liabilities at fair value	345	4,131
Changes in A/R	(21,126)	68,884
Changes in A/P	12,860	(71,078)
Changes in inventories	20,882	17,308
Others	(1,408)	(1,532)
Cash provided by operating activities	48,219	53,440
Cash flow from Investment		
Capex	(15,059)	(16,082)
Others	605	(657)
Cash provided by investing activities	(14,454)	(16,739)
Cash flow from Finance		
Increase (decrease) in ST borrowings	(17,834)	(37,371)
LT debt	5,145	(10,176)
Payment on cash dividends	(7,401)	(6,257)
Partial disposal of interests in subsidiaries without loss of control	1,625	7,391
Treasury stock transferred to employees	568	113
Change in non-controlling interests	(4,858)	(2,498)
Others	(450)	432
Cash provided by financing activities	(23,205)	(48,366)
Effect of exchange rate change & subsidiaries consolidated	(857)	7,849
Cash (End of period)	76,041	66,337

* Capex = Acquisition to property, plant and equipments + Addition to equity-accounted investees
+ Additons to intangible assets

► Dividend History

	2019	2020	2021	2022	2023
Cash (NT\$)	2.0	2.2	2.2	2.6	2.6
Stock (NT\$)	-	-	-	-	-
EPS (NT\$)	2.40	3.10	3.76	4.01	4.08
Cash Dividend Payout (%)	83%	71%	59%	65%	64%
Total Dividend Payout (%)	83%	71%	59%	65%	64%