

# ***2020 Investor Conference***

November 2020



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# Agenda

- Financial Information
- Business Development Update
- Summary



# 3Q 2020 Income Statement QoQ (Consolidated)

(in NT\$ million)

	3Q 2020		2Q 2020		QoQ
	Amount	%	Amount	%	%
<b>Net Revenue</b>	17,108	100.0	15,080	100.0	13.4
<b>Realized Gross Profit</b>	1,906	11.1	1,764	11.7	8.0
<b>Operating Expense</b>	1,369	8.0	1,392	9.2	-1.7
<b>Operating Income</b>	537	3.1	372	2.5	44.4
<b>Non-operating Income/(Loss)</b>	36	0.2	120	0.8	
<b>PBT</b>	573	3.3	492	3.3	16.5
<b>PAT</b>	474	2.8	401	2.7	18.2
<b>Total shares (M)</b>	397.62		390.23		
<b>Outstanding shares (M)</b>	390.13		390.08		
<b>EPS (@NTD/share)</b>	1.21		1.03		



# 1-3Q 2020 Income Statement YoY (Consolidated)

(in NT\$ million)

	1-3Q 2020		1-3Q 2019		YoY
	Amount	%	Amount	%	%
<b>Net Revenue</b>	45,554	100.0	46,182	100.0	-1.4
<b>Realized Gross Profit</b>	5,142	11.3	5,325	11.5	-3.4
<b>Operating Expense</b>	3,995	8.8	4,062	8.8	-1.6
<b>Operating Income</b>	1,147	2.5	1,263	2.7	-9.2
<b>Non-operating Income/(Loss)</b>	180	0.4	267	0.6	
<hr/>					
<b>PBT</b>	1,327	2.9	1,530	3.3	-13.3
<hr/>					
<b>PAT</b>	1,126	2.5	1,185	2.6	-5.0
<hr/>					
<b>Total shares (M)</b>	397.62		390.33		
<b>Outstanding shares (M)</b>	390.13		387.92		
<b>EPS (@NTD/share)</b>	2.89		3.06		



# 2020/09/30 Balance Sheet (Consolidated)

(in NT\$ million)	2020/09/30		2020/06/30		QoQ		2019/09/30		YoY	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Cash & ST Investments	4,793	13	3,788	10	1,005	27	4,133	12	660	16
A/R	14,885	39	13,169	37	1,716	13	13,598	38	1,287	9
Inventory	8,176	22	9,062	26	(886)	-10	7,943	22	233	3
Other Current Assets	433	1	431	1	2	0.5	600	2	(167)	-28
<b>Total Current Assets</b>	<b>28,287</b>	<b>75</b>	<b>26,450</b>	<b>74</b>	<b>1,837</b>	<b>7</b>	<b>26,274</b>	<b>74</b>	<b>2,013</b>	<b>8</b>
LT Equity Investments	174	0	176	0	(2)	-1	168	0	6	4
Property, Plant and Equipment	6,868	18	6,893	19	(25)	-0.4	6,618	19	250	4
Others Assets	2,648	7	2,440	7	208	9	2,393	7	255	11
<b>Total Assets</b>	<b>37,977</b>	<b>100</b>	<b>35,959</b>	<b>100</b>	<b>2,018</b>	<b>6</b>	<b>35,453</b>	<b>100</b>	<b>2,524</b>	<b>7</b>
ST Borrowing	3,770	10	3,029	8	741	24	3,162	9	608	19
A/P	10,173	27	8,605	24	1,568	18	10,457	29	(284)	-3
Other Current Liabilities	4,514	12	5,294	15	(780)	-15	4,192	12	322	8
Other Liabilities	3,207	8	3,136	9	71	2	1,795	5	1,412	79
<b>Total Liabilities</b>	<b>21,664</b>	<b>57</b>	<b>20,064</b>	<b>56</b>	<b>1,600</b>	<b>8</b>	<b>19,606</b>	<b>55</b>	<b>2,058</b>	<b>10</b>
Shareholder's Equity	16,313	43	15,895	44	418	3	15,847	45	466	3



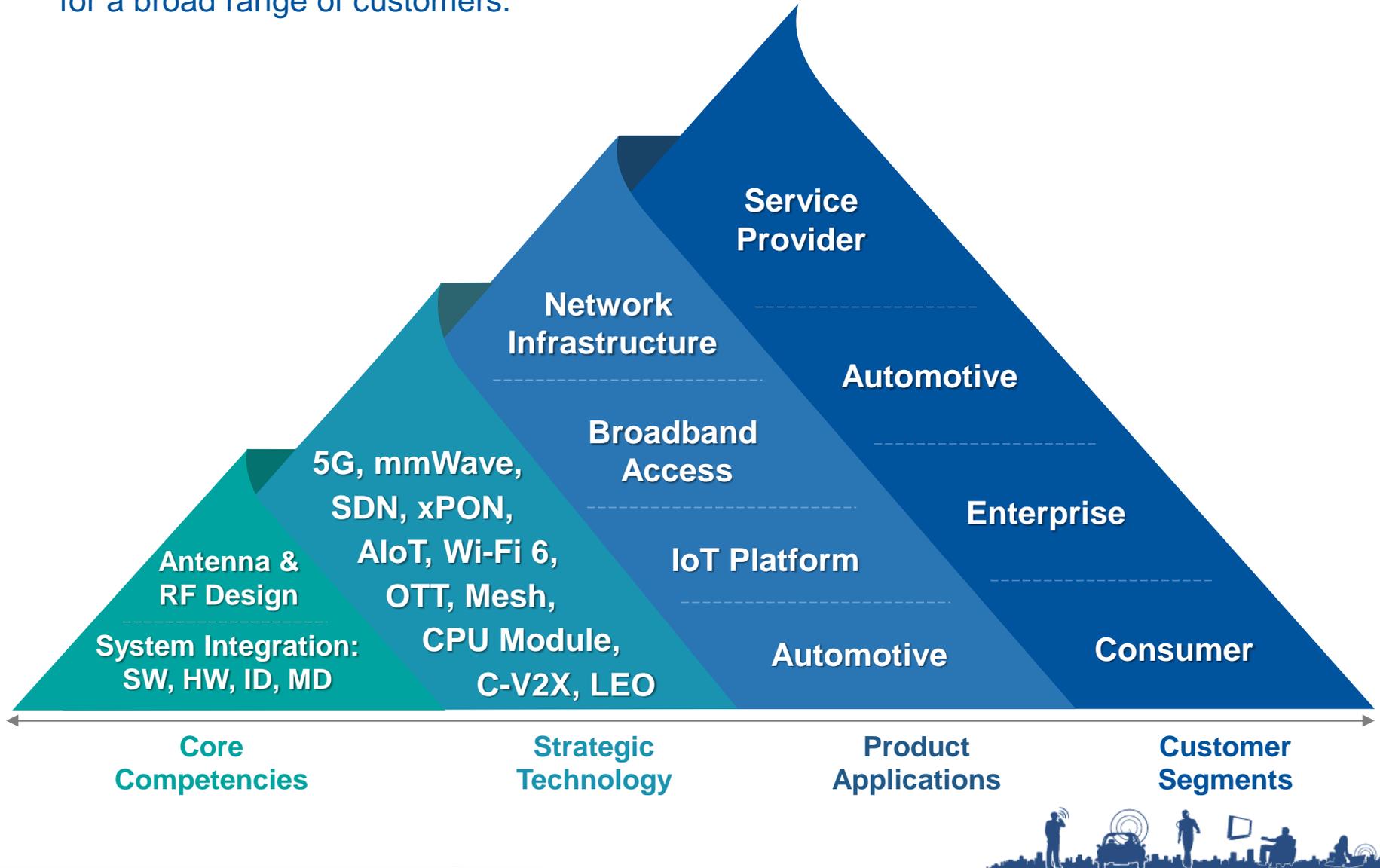
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# Business Strategy

- ✓ Strong Antenna/RF design capabilities; we have developed a complete product portfolio for a broad range of customers.



# Product Category



# Revenue by Region



# Core Competencies

✓ 3 diverse competencies help us achieve optimal solutions. Software engineering has been WNC's focus in recent years.



## Research & Development

- Wide-ranging RF/antenna design and testing
- Excellence in software development
- Connectivity product integration



## Manufacturing

- Superior automated production
- Optimized SiP module design and manufacturing
- "3P" (Predict, Protect, Prevent) quality management



## Global Supply Chain Management

- Strong partnership with the leading chipset providers
- Agile, lean supply chain



# WNC Global Manufacturing Sites Overview



**Wistron NeWeb (Kunshan)**



**WNC (Kunshan)**



**WebCom Communication (Kunshan)**



**Brazil Site**  
(Manufacturing partner)

*Kunshan, China*

*Hsinchu, Taiwan*

*Bac Ninh, Vietnam*



**S1 Hsinchu Site**

*Manaus, Brazil*

*Tainan, Taiwan*

**New**



**V1 Vietnam Site**

**New**



**S2 Tainan Site**



# ESG Performance

- **EcoVadis** assessment of suppliers' environmental and social performance for global supply chains  
2019 rating: Gold
- **TIA (QuEST)** assessment of global ICT companies for sustainable supply chains  
2020 rating: Silver
- **CDP** ratings in the “climate change”, “water security” and “supply chain management” categories exceed the industry average.



# Patents & Achievements

- ✓ WNC not only focuses on R&D investment but also values sustainability in its long-term operations.

## R&D

- IT World Awards *2019, 2018*
- CES Innovation Awards *2016*
- Hsinchu Science Park R&D Accomplishment Award *2018, 2017*
- Hsinchu Science Park Innovative Product Award *2018, 2017*

## Corporate Governance

- Taiwan Corporate Sustainability Report Award  
*Gold Medal 2019, Top 50–Platinum Medal 2018*
- Excellence in Corporate Social Responsibility Top 50  
*2020, 2019*
- Asiamoney's Overall Most Outstanding Company in Taiwan  
*2020*



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# *Thank You*



*Smarter Solutions for a Smarter Future*