



**WNC**

# 2022 Investor Conference

November 2022

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# Agenda

- Financial Information
- Business Development Update
- Summary
- Q&A

# Q3 2022 Income Statement QoQ (Consolidated)

(in NT\$ million)

	Q3 2022		Q2 2022		QoQ
	Amount	%	Amount	%	%
<b>Net Revenue</b>	26,531	100.0	20,175	100.0	31.5
<b>Realized Gross Profit</b>	3,374	12.7	2,531	12.5	33.3
<b>Operating Expense</b>	2,161	8.1	1,922	9.5	12.4
<b>Operating Income</b>	1,213	4.6	609	3.0	99.2
<b>Non-operating Income/(Loss)</b>	277	1.0	77	0.4	259.7
<b>PBT</b>	1,490	5.6	686	3.4	117.2
<b>PAT</b>	1,231	4.6	559	2.8	120.2
<b>Total shares (M)</b>	395.81		396.43		
<b>Outstanding shares (M)</b>	392.37		392.02		
<b>EPS (@NTD/share)</b>	3.13		1.43		

# Q1-3 2022 Income Statement YoY (Consolidated)

(in NT\$ million)

	Q1-3 2022		Q1-3 2021		YoY
	Amount	%	Amount	%	%
<b>Net Revenue</b>	66,163	100.0	48,176	100.0	37.3
<b>Realized Gross Profit</b>	7,945	12.0	5,315	11.0	49.5
<b>Operating Expense</b>	5,883	8.9	4,629	9.6	27.1
<b>Operating Income</b>	2,062	3.1	686	1.4	200.6
<b>Non-operating Income/(Loss)</b>	474	0.7	327	0.7	45.0
<b>PBT</b>	2,536	3.8	1,013	2.1	150.3
<b>PAT</b>	2,091	3.2	900	1.9	132.3
<b>Total shares (M)</b>	395.81		397.34		
<b>Outstanding shares (M)</b>	392.37		390.61		
<b>EPS (@NTD/share)</b>	5.33		2.30		

# 2022/9/30 Balance Sheet (Consolidated)

(in NT\$ million)	2022/9/30		2022/6/30		QoQ		2021/9/30		YoY	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Cash & ST Investments	3,708	6	3,074	6	634	21	3,710	9	(2)	0
A/R	21,558	35	17,454	33	4,104	24	12,963	31	8,595	66
Inventory	22,392	36	18,692	36	3,700	20	14,157	34	8,235	58
Other Current Assets	1,119	2	988	2	131	13	647	1	472	73
<b>Total Current Assets</b>	<b>48,777</b>	<b>79</b>	<b>40,208</b>	<b>77</b>	<b>8,569</b>	<b>21</b>	<b>31,477</b>	<b>75</b>	<b>17,300</b>	<b>55</b>
LT Equity Investments	175	0	115	0	60	52	152	0	23	15
Property, Plant and Equipment	9,960	17	8,821	17	1,139	13	7,772	19	2,188	28
Others Assets	2,742	4	2,988	6	(246)	-8	2,597	6	145	6
<b>Total Assets</b>	<b>61,654</b>	<b>100</b>	<b>52,132</b>	<b>100</b>	<b>9,522</b>	<b>18</b>	<b>41,998</b>	<b>100</b>	<b>19,656</b>	<b>47</b>
ST Borrowing	10,292	17	6,600	13	3,692	56	5,282	13	5,010	95
A/P	19,065	30	14,982	28	4,083	27	11,643	28	7,422	64
Other Current Liabilities	7,052	12	6,720	13	332	5	5,055	12	1,997	40
Other Liabilities	6,568	11	6,523	13	45	1	3,439	8	3,129	91
<b>Total Liabilities</b>	<b>42,977</b>	<b>70</b>	<b>34,825</b>	<b>67</b>	<b>8,152</b>	<b>23</b>	<b>25,419</b>	<b>61</b>	<b>17,558</b>	<b>69</b>
Shareholder's Equity	18,677	30	17,307	33	1,370	8	16,579	39	2,098	13



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# Product Category

## Networking



Enterprise and Infrastructure Networking

(Enterprise APs & Switches / Mesh Routers / SD WAN / 5G RU / 5G Smart NIC / 5G Edge Server)

Consumer Connectivity

(Wireless Modules / Cellular Connectivity)



## Automotive & Industrial Solutions



Car Connectivity (CPU / Cellular / Wi-Fi / Bluetooth Modules)

Satellite / Digital Radio

ADAS (Radar / Automotive Camera)

Vehicle tracker / C-V2X RSU solution/ Smart Meters



## Connected Home



Broadband Access (Cellular / PON) / Repeater

Connected TV / OTT STB

Smart Home / IoT / Medical

Satellite TV / Satellite Broadband

Home Security

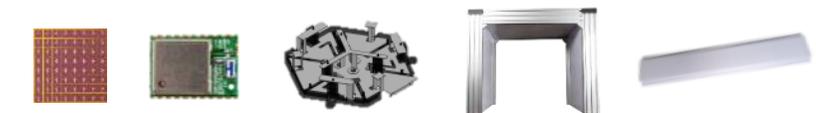


## Others



Antenna Solutions (Laptop / Mobile / Broadband)

RFID Solutions ( Tunnel / Portal )



# Growth Strategy – Enterprise

- Maintain technology and market share leadership
- Expand product portfolio from Wi-Fi to cellular and edge infrastructure products



Enterprise AP Wi-Fi 6/6E, Wi-Fi 7



5G ORAN Private Network

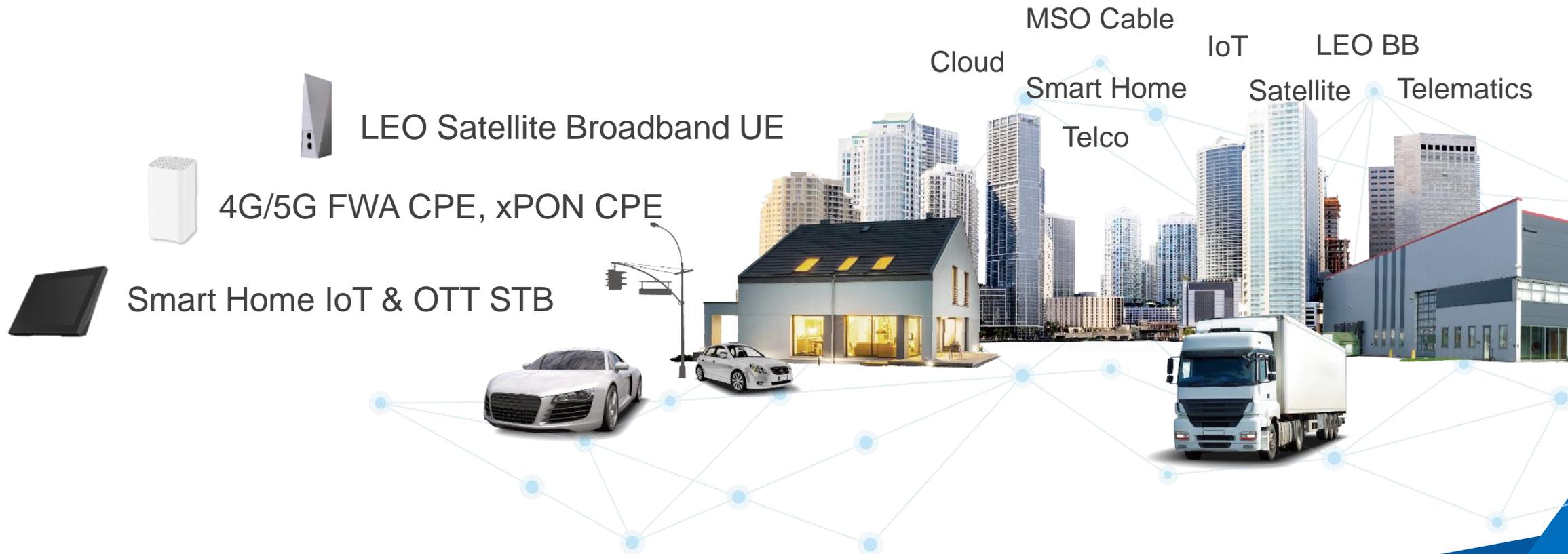


SD-WAN, Switch



# Growth Strategy – Service Providers

- Adopt go-direct business model to reduce margin stacking
- Acquire more service provider customers to grow business
- Expand product portfolio from end-user to infrastructure products



# Growth Strategy – Automotive

- Develop and expand business in key automotive modules and sensors
- Become a Tier-1 supplier to EV OEMs



Automotive 4G/5G,  
CPU Modules, TCU



ADAS Camera & Radar



# Revenue Trend

# Revenue Structure

# New Manufacturing Sites to Support Growth



Wistron NeWeb  
(Kunshan) Corp.



WNC (Kunshan) Corp.



WebCom Communication  
(Kunshan) Corp.



Hsinchu S1 Site



**NEWEB VIETNAM CO., LTD.**



Tainan S2 Site



**Tainan S3 Site**  
Opening: Q1 2023



New

New

# WNC's 7 Directions of ESG

## Environmental

Sustainable Products

Environmental Management

## Social

Social Welfare

Talent Cultivation

Friendly Workplace

## Governance

Financial Health

Value Chain Management

WNC  
啓碁科技股份有限公司  
Wistron NeWeb Corporation

# 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 *2022*
- Hsinchu Science Park R&D Accomplishment Award *2020, 2018*
- Hsinchu Science Park Innovative Product Award *2021, 2018*

## Patents

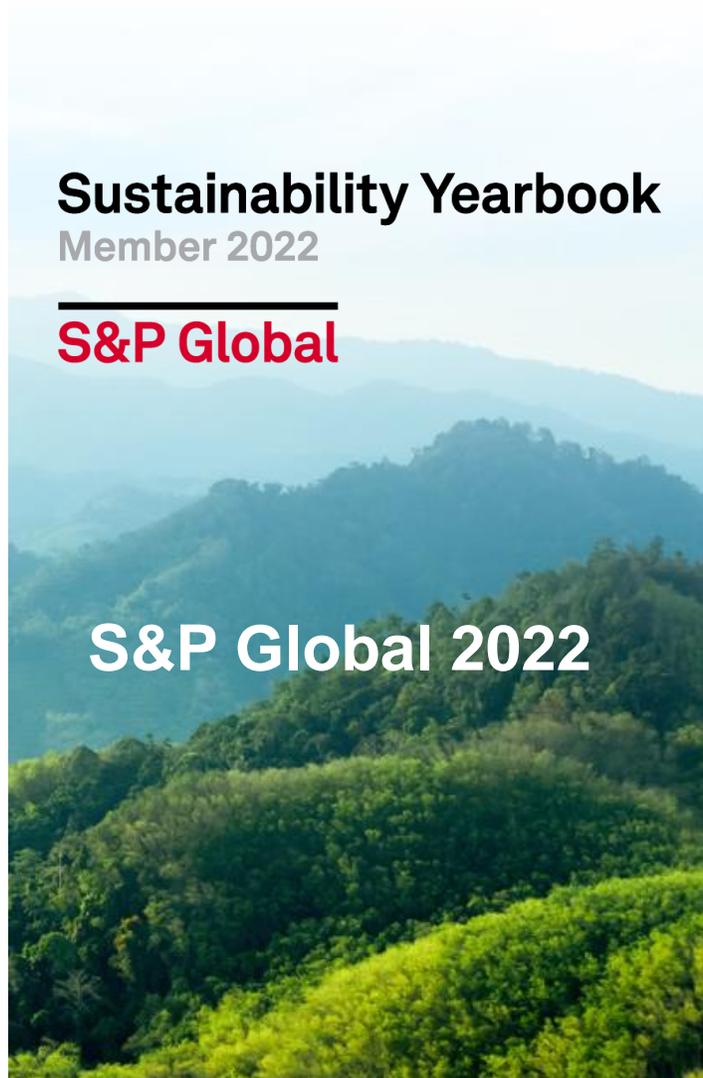
**2,162** patents / **346** applications (As of Oct 2022)

## ESG

- S&P Global Sustainability Yearbook *2022*
- Taiwan Corporate Sustainability Report Award *Bronze Medal 2021, Platinum Medal 2020*
- Excellence in Corporate Social Responsibility Top 50 *2020, 2019*
- Asiamoney's Overall Most Outstanding Company in Taiwan *2022, 2021, 2020, 2018*
- SGS CSR Awards – People Development Excellence Awards *2020*



# Business Performance – Awards





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# Summary

The logo for WNC, consisting of the letters 'WNC' in a bold, blue, italicized sans-serif font.

**WNC**

***Wistron NeWeb Corp.***

**Q&A**

