



WNC

2023 Investor Conference

May 2023

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Agenda

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

Q1 2023 Income Statement QoQ (Consolidated)

(in NT\$ million)

	Q1 2023		Q4 2022		QoQ
	Amount	%	Amount	%	%
Net Revenue	25,266	100.0	29,095	100.0	-13.2
Realized Gross Profit	2,804	11.1	3,650	12.5	-23.2
Operating Expense	1,978	7.8	2,474	8.5	-20.0
Operating Income	826	3.3	1,176	4.0	-29.8
Non-operating Income/(Loss)	(107)	-0.5	49	0.2	-318.4
PBT	719	2.8	1,225	4.2	-41.3
PAT	575	2.3	1,030	3.5	-44.2
Total shares (M)	404.81		395.81		
Outstanding shares (M)	403.12		393.61		
EPS (@NTD/share)	1.43		2.60		

Q1 2023 Income Statement YoY (Consolidated)

(in NT\$ million)

	Q1 2023		Q1 2022		YoY
	Amount	%	Amount	%	%
Net Revenue	25,266	100.0	19,456	100.0	29.9
Realized Gross Profit	2,804	11.1	2,039	10.5	37.5
Operating Expense	1,978	7.8	1,800	9.3	9.9
Operating Income	826	3.3	239	1.2	245.6
Non-operating Income/(Loss)	(107)	-0.5	120	0.6	-189.2
PBT	719	2.8	359	1.8	100.3
PAT	575	2.3	302	1.6	90.4
Total shares (M)	404.81		396.56		
Outstanding shares (M)	403.12		392.02		
EPS (@NTD/share)	1.43		0.77		

2023/3/31 Balance Sheet (Consolidated)

(in NT\$ million)	2023/3/31		2022/12/31		QoQ		2022/3/31		YoY	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Cash & ST Investments	5,556	9	5,195	9	361	7	4,442	9	1,114	25
A/R	18,799	30	21,708	33	(2,909)	-13	16,235	34	2,564	16
Inventory	23,376	38	24,649	37	(1,273)	-5	15,111	31	8,265	55
Other Current Assets	826	1	854	1	(28)	-3	880	2	(54)	-6
Total Current Assets	48,557	78	52,406	80	(3,849)	-7	36,668	76	11,889	32
LT Equity Investments	171	0	170	0	1	1	131	0	40	31
Property, Plant and Equipment	10,687	18	10,543	16	144	1	8,572	19	2,115	25
Others Assets	2,789	4	2,759	4	30	1	2,793	5	(4)	0
Total Assets	62,204	100	65,878	100	(3,674)	-6	48,164	100	14,040	29
ST Borrowing	11,741	19	12,514	19	(773)	-6	7,668	16	4,073	53
A/P	15,919	25	18,611	28	(2,692)	-14	13,758	29	2,161	16
Other Current Liabilities	7,285	12	8,479	13	(1,194)	-14	5,437	11	1,848	34
Other Liabilities	5,508	9	5,918	9	(410)	-7	3,702	7	1,806	49
Total Liabilities	40,453	65	45,522	69	(5,069)	-11	30,565	63	9,888	32
Shareholder's Equity	21,751	35	20,356	31	1,395	7	17,599	37	4,152	24



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Product Category

Networking



- Wireless Network (Enterprise Access Point / Mesh Router / Extender)
- Network Infrastructure (Switch / SD-WAN / 5G RU / Smart NIC / 5G Edge Server)
- Cellular Connectivity (4G, 5G CPE / Mobile Hotspot)
- Application Network (OTT STB / Streaming TV Stick / Doorbell Camera / AIoT Hub)



Automotive, Module and Antenna Solutions



- Telematics and Infotainment (4G, 5G CPE, CV2X Module/ Wi-Fi, Bluetooth Module / CPU Module / TCU / RSU)
- Satellite Radio / Digital Radio
- ADAS Solutions (Radar Sensor / Automotive Camera Module)
- Module and Antenna Solutions (Automotive / AIoT / Mobile / Broadband / Laptop)



Connected Home

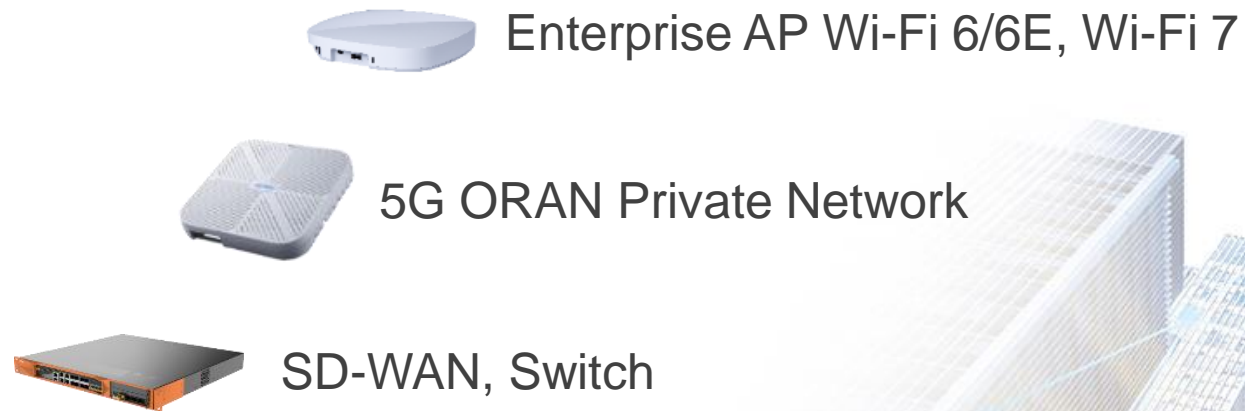


- Broadband Access (4G, 5G CPE / Repeater / Small Cell / PON Gateway / VSAT)
- Smart Home (Mesh Router / Home Gateway / Smart Display / IP Camera)
- Connected TV (4K, OTT STB / Outdoor Units / LNBF)
- IoT (Matter Hub / Vehicle Tracker / Asset Tracker / IoT Module)
- Smart Energy (Smart Meter Communication Board)



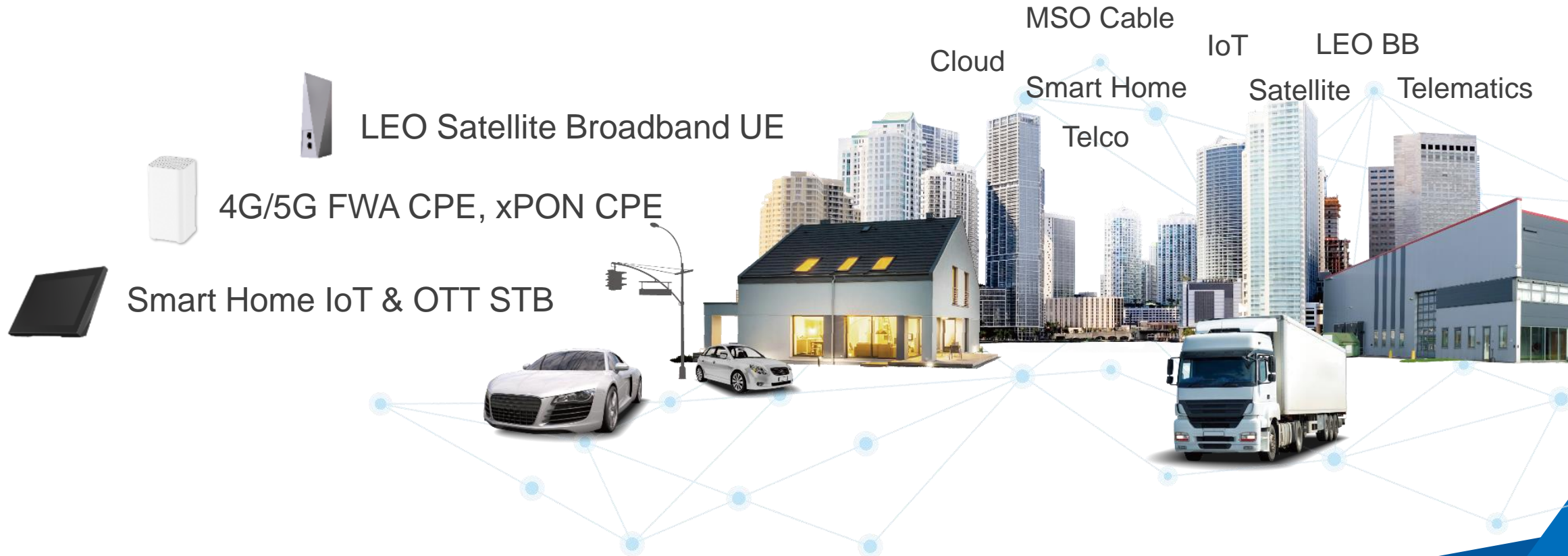
Growth Strategy – Enterprise

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




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



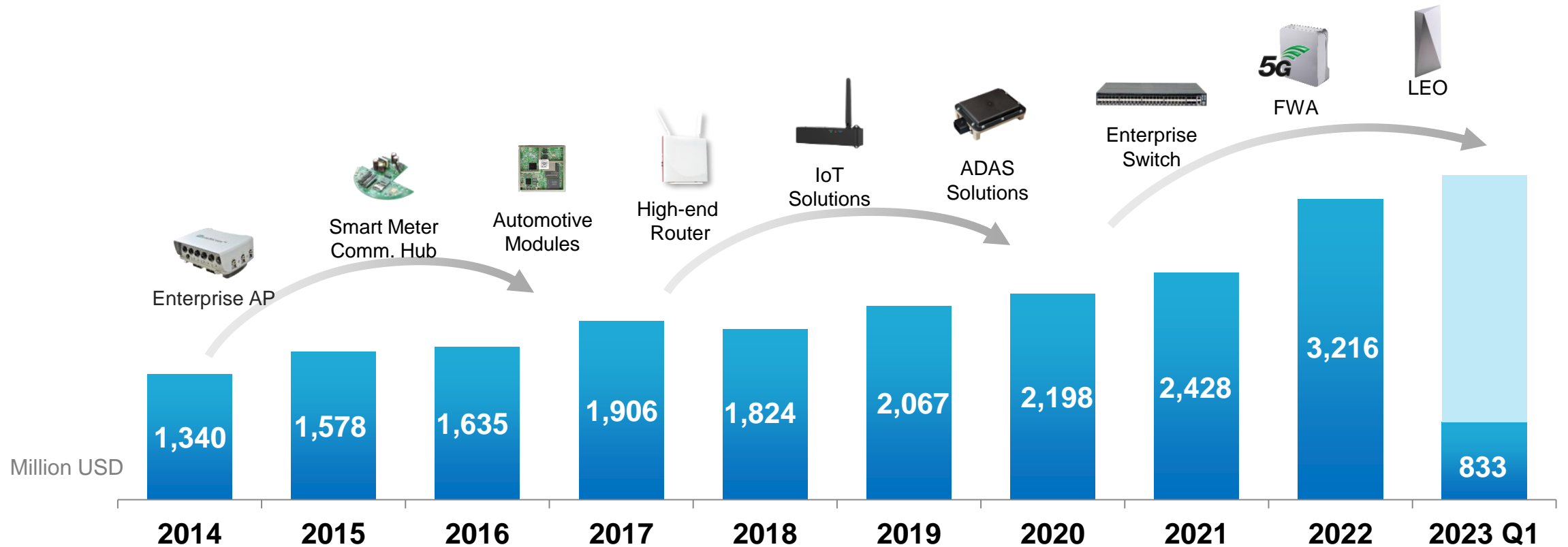
Automotive 4G/5G,
CPU Modules, TCU



ADAS Camera & Radar



Revenue Performance & Key Milestones

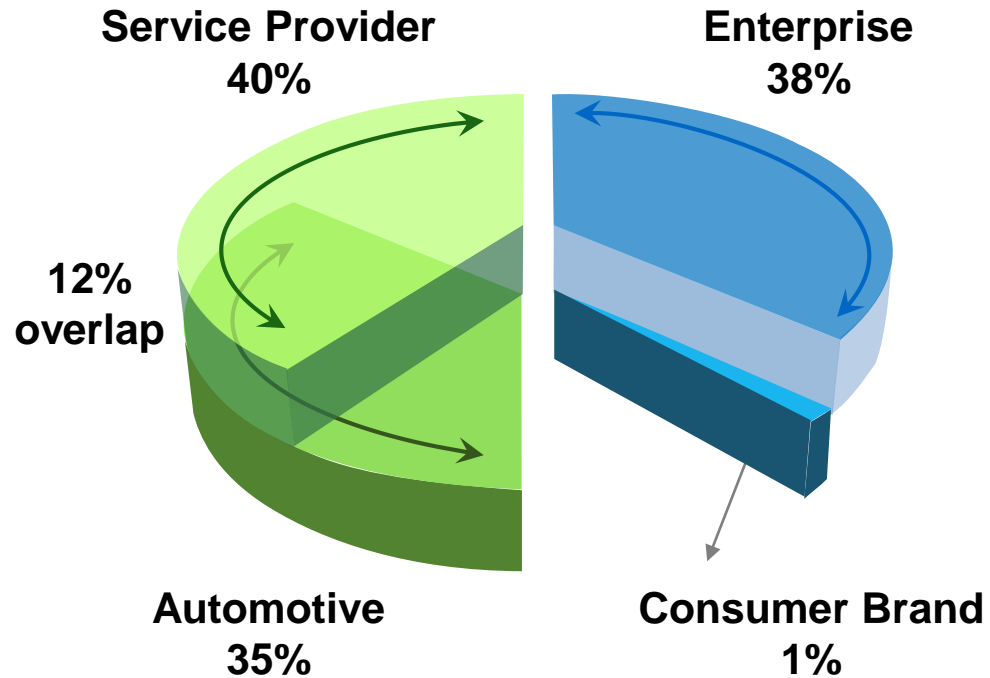


- Primary mmW 5G home FWA supplier in the U.S. and a major player in the 5G module market
- Major supplier of automotive satellite radio/connectivity/computing modules and ADAS sensors for tier-1 and EV customers
- Leading enterprise Wi-Fi AP provider; currently developing switch and edge infrastructure business
- Major provider of satellite TV, radio and broadband modules as well as end user devices
- An early engagement alpha site partner for leading SOC suppliers worldwide
- Highest global market share for laptop built-in antennas

Revenue Structure

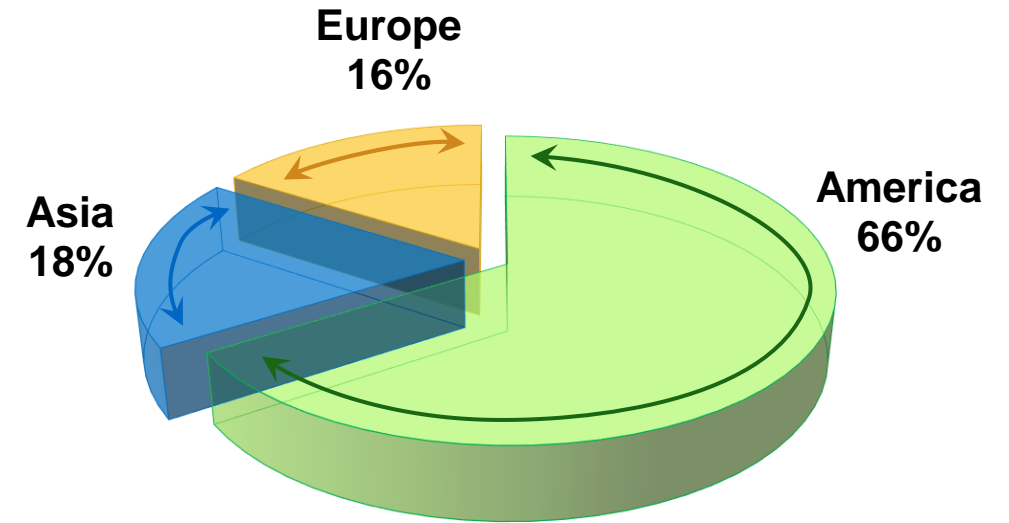
Q1 2023

Revenue by Customer Segment



Q1 2023

Revenue by Region



Global Manufacturing Campus Overview



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

2,208 patents / **367** applications (As of April 30, 2023)

ESG

- S&P Global CSA *ranked #3 in the Communication Equipment Industry, 2022*
- Taiwan Corporate Sustainability Report Award *Silver Medal 2022, Bronze Medal 2021*
- Excellence in Corporate Social Responsibility Top 50 *2020, 2019*
- Asiamoney Asia's Outstanding Companies Poll *2022, 2021, 2020*
- Most Outstanding Company in Taiwan
- SGS CSR Awards – People Development Excellence Awards *2020*



ESG Evaluation Results



**FTSE
Russell**

2022 Ranked
Top 15% in the
Telecommunications
Equipment Industry



2023 Rating : Gold
Ranked Top 5%
of all companies
rated by EcoVadis



**S&P Global
CSA 2022**

Ranked No.3
in the 2022 CMT
Communications
Equipment Industry



2022 CDP
Climate Change
B (Management)



2022 CDP
Water Security
B (Management)



2022 Taiwan Corporate
Sustainability Awards
Silver Medal

* CDP sector average rating in Climate Change : C
CDP sector average rating in Water Security : B-



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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

