



WNC

2023 Investor Conference

November 2023



WNC Wistron NeWeb Corp.

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Agenda

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

Q3 2023 Income Statement QoQ (Consolidated)

(in NT\$ million)

| | Q3 2023 | | Q2 2023 | | QoQ |
|------------------------------------|---------|-------|---------|-------|------|
| | Amount | % | Amount | % | % |
| Net Revenue | 29,210 | 100.0 | 26,627 | 100.0 | 9.7 |
| Realized Gross Profit | 3,938 | 13.5 | 3,231 | 12.1 | 21.9 |
| Operating Expense | 2,442 | 8.4 | 2,187 | 8.2 | 11.7 |
| Operating Income | 1,496 | 5.1 | 1,044 | 3.9 | 43.3 |
| Non-operating Income/(Loss) | 288 | 1.0 | 162 | 0.6 | 77.8 |
| PBT | 1,784 | 6.1 | 1,206 | 4.5 | 47.9 |
| PAT | 1,412 | 4.8 | 946 | 3.6 | 49.3 |
| Total shares (M) | 432.46 | | 418.07 | | |
| Outstanding shares (M) | 426.95 | | 414.96 | | |
| EPS (@NTD/share) | 3.31 | | 2.28 | | |

Q1-3 2023 Income Statement YoY (Consolidated)

(in NT\$ million)

| | Q1-3 2023 | | Q1-3 2022 | | YoY |
|------------------------------------|-----------|-------|-----------|-------|-------|
| | Amount | % | Amount | % | % |
| Net Revenue | 81,103 | 100.0 | 66,163 | 100.0 | 22.6 |
| Realized Gross Profit | 9,974 | 12.3 | 7,945 | 12.0 | 25.5 |
| Operating Expense | 6,607 | 8.1 | 5,883 | 8.9 | 12.3 |
| Operating Income | 3,367 | 4.2 | 2,062 | 3.1 | 63.3 |
| Non-operating Income/(Loss) | 343 | 0.4 | 474 | 0.7 | -27.6 |
| PBT | 3,710 | 4.6 | 2,536 | 3.8 | 46.3 |
| PAT | 2,934 | 3.6 | 2,091 | 3.2 | 40.3 |
| Total shares (M) | 432.46 | | 395.81 | | |
| Outstanding shares (M) | 415.10 | | 392.37 | | |
| EPS (@NTD/share) | 7.07 | | 5.33 | | |

2023/9/30 Balance Sheet (Consolidated)

| (in NT\$ million) | 2023/9/30 | | 2023/6/30 | | QoQ | | 2022/9/30 | | YoY | |
|-------------------------------|---------------|------------|---------------|------------|--------------|----------|---------------|------------|--------------|-----------|
| | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % |
| Cash & ST Investments | 8,473 | 12 | 8,152 | 13 | 321 | 4 | 3,708 | 6 | 4,765 | 129 |
| A/R | 21,595 | 31 | 20,642 | 31 | 953 | 5 | 21,558 | 35 | 37 | 0 |
| Inventory | 23,661 | 34 | 22,646 | 34 | 1,015 | 4 | 22,392 | 36 | 1,269 | 6 |
| Other Current Assets | 942 | 2 | 588 | 1 | 354 | 60 | 1,119 | 2 | (177) | -16 |
| Total Current Assets | 54,671 | 79 | 52,028 | 79 | 2,643 | 5 | 48,777 | 79 | 5,894 | 12 |
| LT Equity Investments | 63 | 0 | 152 | 0 | (89) | -59 | 175 | 0 | (112) | -64 |
| Property, Plant and Equipment | 10,717 | 16 | 10,954 | 17 | (237) | -2 | 9,960 | 17 | 757 | 8 |
| Others Assets | 3,577 | 5 | 2,797 | 4 | 780 | 28 | 2,742 | 4 | 835 | 30 |
| Total Assets | 69,028 | 100 | 65,931 | 100 | 3,097 | 5 | 61,654 | 100 | 7,374 | 12 |
| ST Borrowing | 10,182 | 15 | 10,817 | 17 | (635) | -6 | 10,292 | 17 | (110) | -1 |
| A/P | 20,057 | 29 | 17,443 | 26 | 2,614 | 15 | 19,065 | 30 | 992 | 5 |
| Other Current Liabilities | 9,366 | 13 | 10,226 | 15 | (860) | -8 | 7,052 | 12 | 2,314 | 33 |
| Other Liabilities | 3,963 | 6 | 4,936 | 8 | (973) | -20 | 6,568 | 11 | (2,605) | -40 |
| Total Liabilities | 43,568 | 63 | 43,422 | 66 | 146 | 0 | 42,977 | 70 | 591 | 1 |
| Shareholder's Equity | 25,460 | 37 | 22,509 | 34 | 2,951 | 13 | 18,677 | 30 | 6,783 | 36 |



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Product Category

Networking



- Wireless Network (Wi-Fi 7 Enterprise Access Point / Mesh Router / Repeater)
- Network Infrastructure (Switch / SD-WAN / 5G RU / Smart NIC / 5G Edge Server / Small Cell)
- Broadband Connectivity (Cellular CPE / Cable Modem / LEO UT)
- Application Network (OTT STB / Streaming TV Stick / Doorbell Camera / AIoT Hub / EV Charger)



Automotive, Module and Antenna Solutions



- Telematics and Infotainment (4G, 5G, 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 / Optical Transceiver)
- 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)



Broad Communication Product Portfolio

User Devices & Modules

Edge Infra Equipment

Wireless

- ⊙ Connectivity & Compute Modules
- ⊙ 4G/5G Cellular Router
- ⊙ Wi-Fi AP Router
- ⊙ LEO UT
- ⊙ IoT & ADAS Sensors
- ⊙ Antennas

- 5G ORAN ⊙
- Repeater ⊙
- Small Cell ⊙
- MEC ⊙
- RSU ⊙

Wireline

- ⊙ xPON
- ⊙ Optical Transceiver
- ⊙ Cable Modem

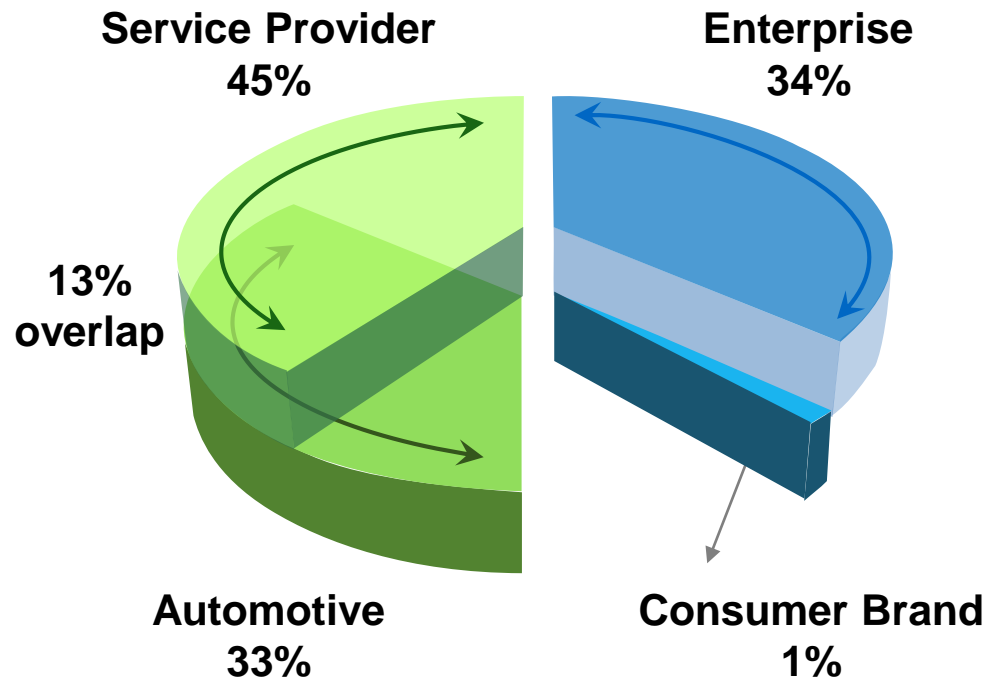
- Switch ⊙
- SD-WAN ⊙
- Edge Router ⊙
- EV Charging Products ⊙
- Automotive Compute Unit ⊙

**Automotive
Service Provider
Enterprise**

Revenue Structure

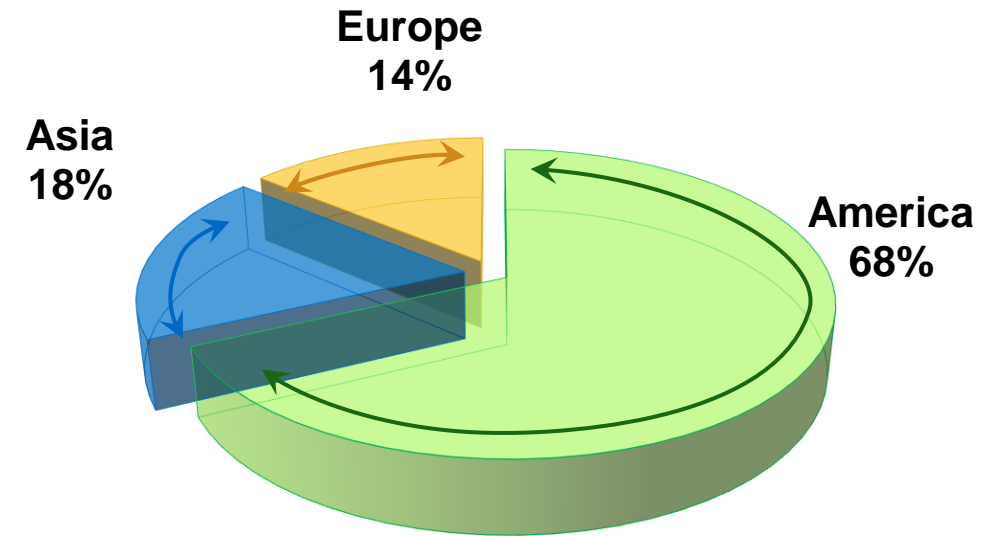
1-3Q 2023

Revenue by Customer Segment



1-3Q 2023

Revenue by Region



WNC Global Manufacturing Campus Overview



Patents & Achievements

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

Patents

2,303 patents / **409** applications (As of October 31, 2023)

R&D Achievements

- CES Innovation Awards *2022*
- Hsinchu Science Park Innovative Product Award *2021, 2018*
- Hsinchu Science Park R&D Accomplishment Award *2020, 2018*
- IT World Awards *2019, 2018*



2023 ESG Milestones

RE100

SBTi

GHG Inventory

WNC Forest Park
(2,480 native trees)

Educational support for children in remote areas

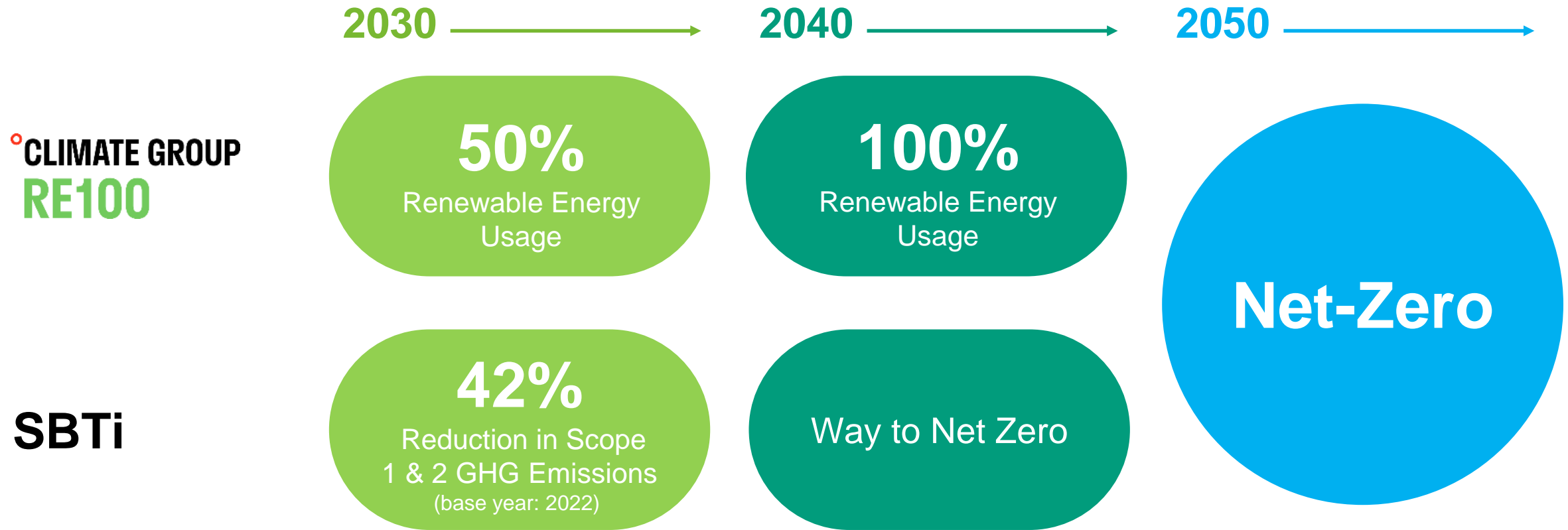
1/3
of board members are female directors

Supply Chain Management Platform

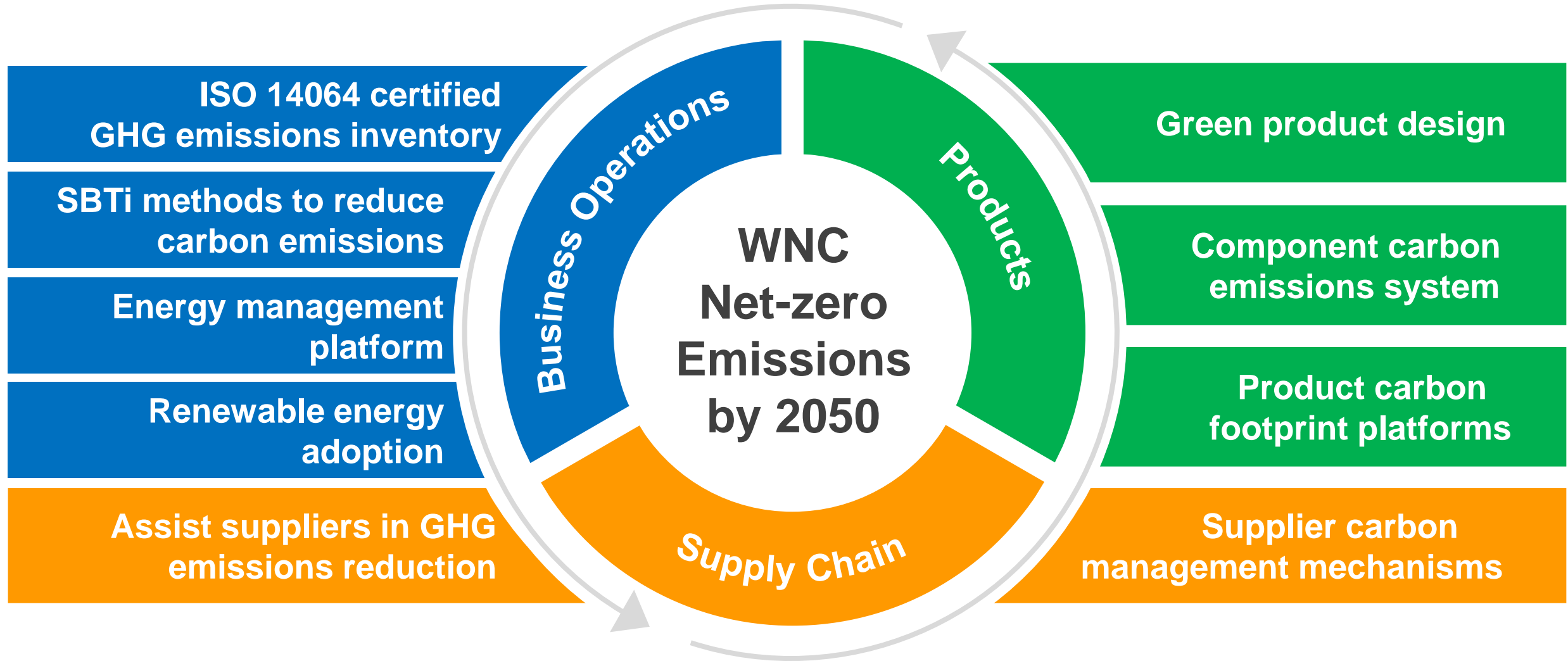


Net-Zero Emissions Goal

- Increased use of renewables in recent years to reduce emissions
- Joined RE100 and SBTi in 2023



Achieving Net-Zero: Our Actions



ESG Recognition - Overall



**S&P Global
CSA 2022**

Third highest score
in the **Communications Equipment
Industry category**



**FTSE
Russell**

Top 15%
in **Telecommunications Equipment
Industry**



Gold
EcoVadis Sustainability Rating

ESG Recognition

ESG

Southern Taiwan
Science Park



**Outstanding Enterprises
in Saving Energy**
2022

Ministry of Labor
Taiwan



Employee Care Award
2022 Work-Life Balance Awards

Asiamoney



**Most Outstanding
Company in Taiwan**
Asia's Outstanding Companies Poll 2023

Reporting



B(Management)
2022 Climate Change



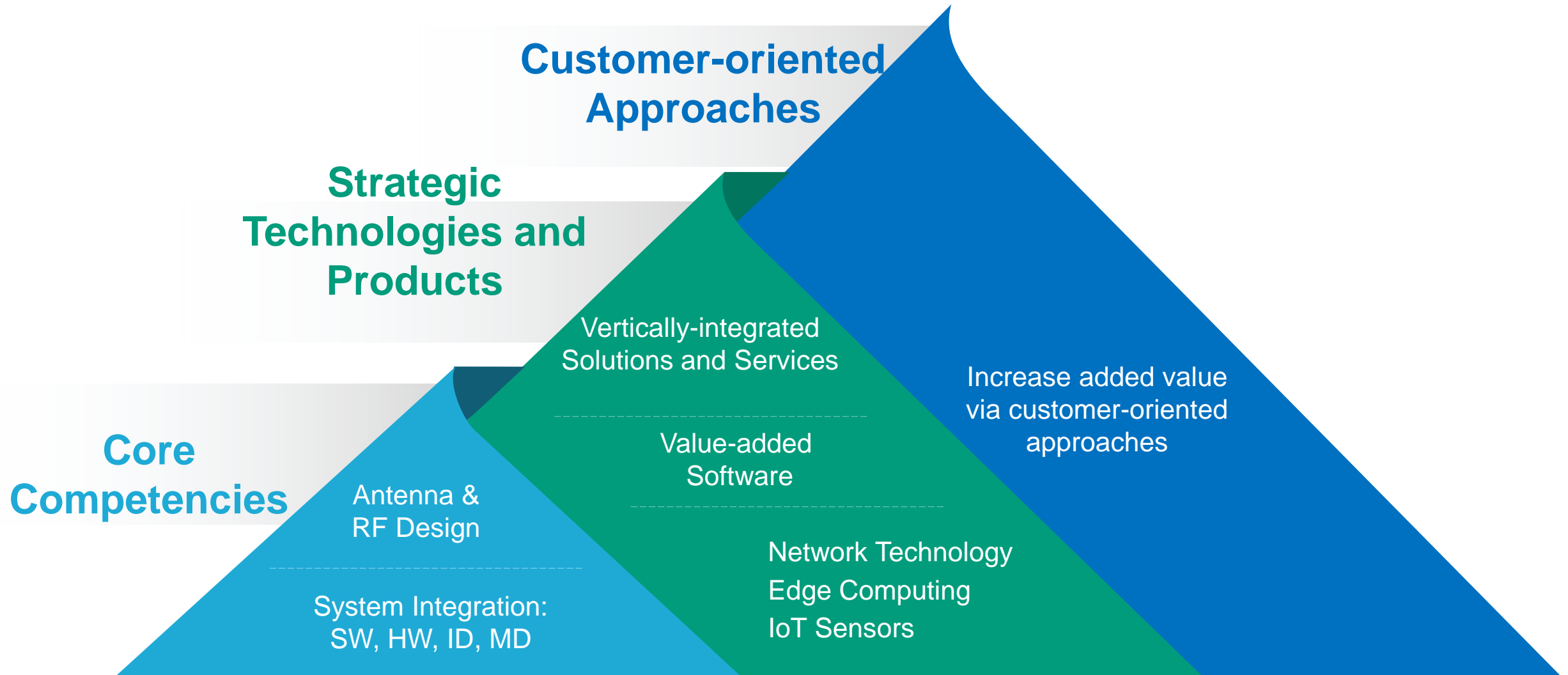
B(Management)
2022 Water Security

Taiwan Corporate
Sustainability Awards

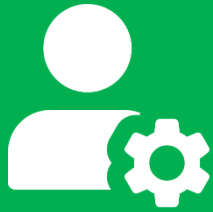


**Corporate Sustainability
Reports Award – Platinum**
**Social Inclusion
Leadership Award**
2023

Business Transformation



Digital Transformation



**Boost R&D
Efficiency**
Smart R&D



**Enhance Employee
Experience**
Workday



**Build Smart
Factories**
Smart 5G



**Become Customer
Oriented**
Work process
optimization

Business Process Improvement as a Catalyst

Data Governance as a Foundation



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Summary

The image features a large, stylized blue logo for Wistron NeWeb Corp. (WNC) at the top center. Below the logo, the company name is written in a bold, black, sans-serif font. The background is a photograph of a modern glass skyscraper under a clear blue sky. In the foreground, there are out-of-focus green leaves on the left side. A smaller version of the WNC logo is visible on a grey pillar in the lower-left part of the building's facade.

WNC

Wistron NeWeb Corp.

Q&A