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Stock Code : 4953 TT

# Wistron ITS Investor Conference

The Partner You Can Trust

2023/3/8

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- The financial numbers hereby are based on International Financial Reporting Standards (IFRSs).
- Cumulative consolidated numbers were audited (reviewed) by CPA.

# Agenda

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- **About Wistron ITS**
- **Financial Results**
- **Outlook**
- **Q&A**

## About Wistron ITS



# About Wistron ITS



**IT**

Services  
Provider



**30**

Years of  
Experiences



**8800**

Employees



**17**

Delivery  
Offices



**3**

Innovation &  
Development  
Centers

# Wistron ITS Quick Facts



**Top 10** Leading Digital  
Service Provider in China (IDC)



Certification Achieved

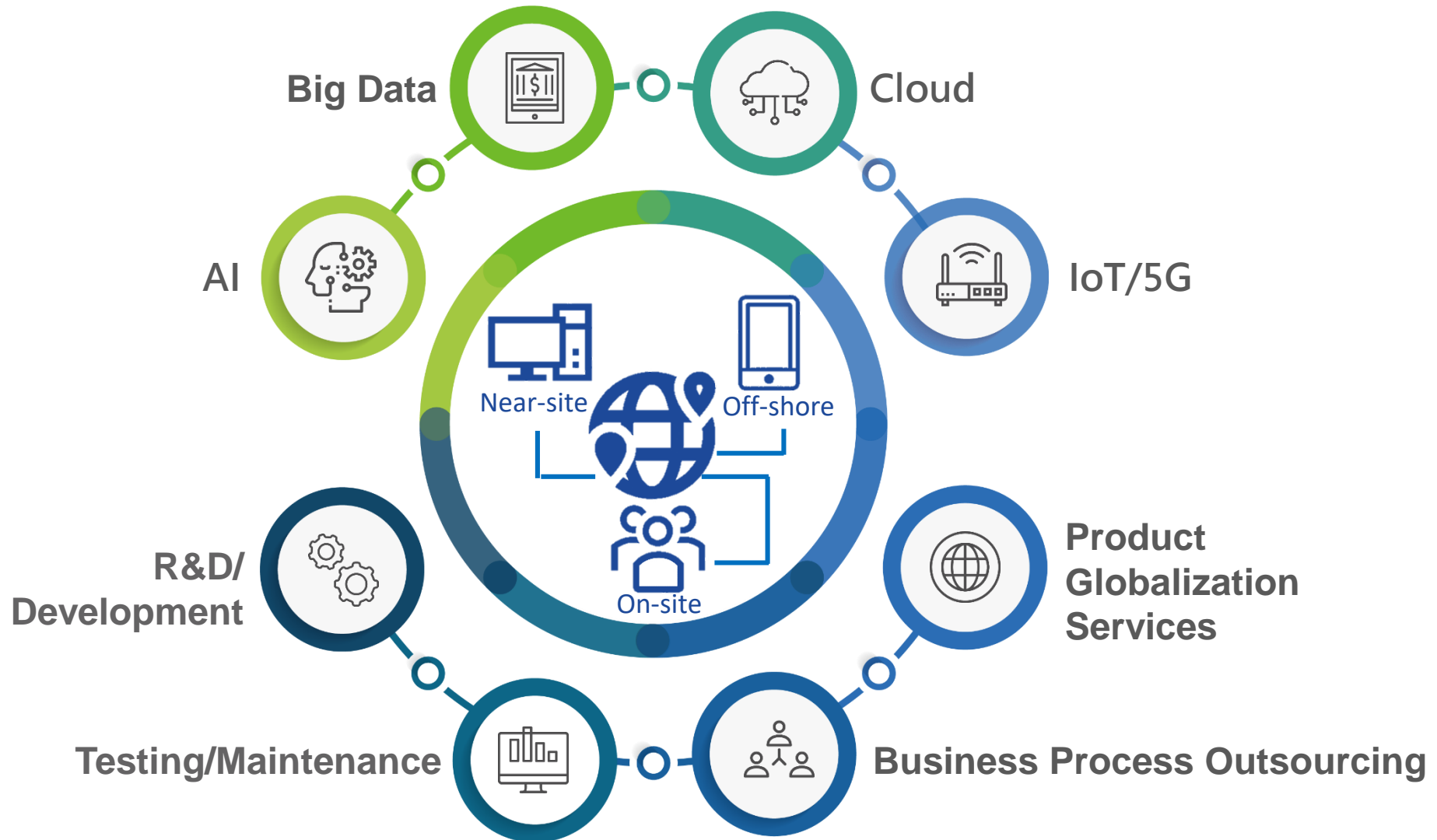
**No.1** IT Outsourcing  
Services Provider in Taiwan



## Clients

Top 10 Contributed **40%+** of Total Revenue  
**50%** Partnered with Wistron ITS for **5+** Years  
**30+** of clients are Fortune 500 Companies

# Professional Services



# Financial Results



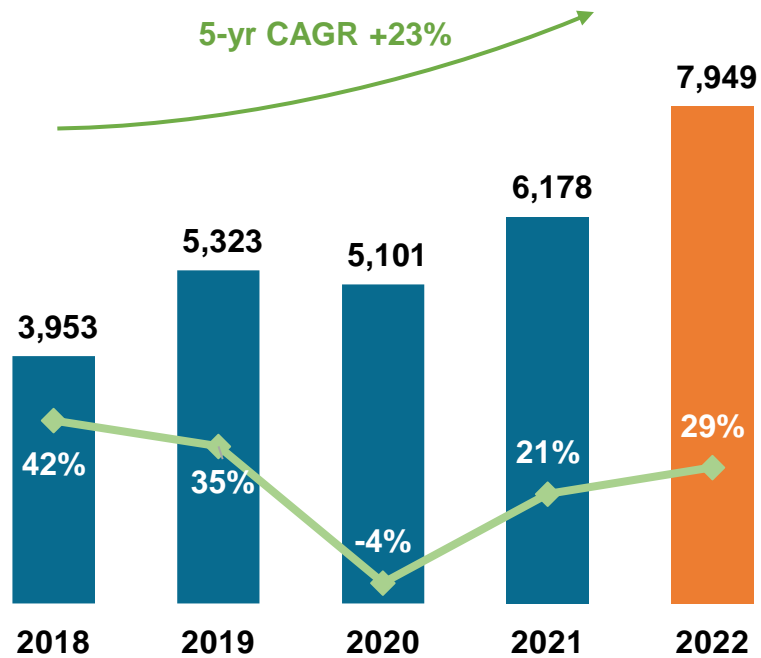


# Revenue Performance

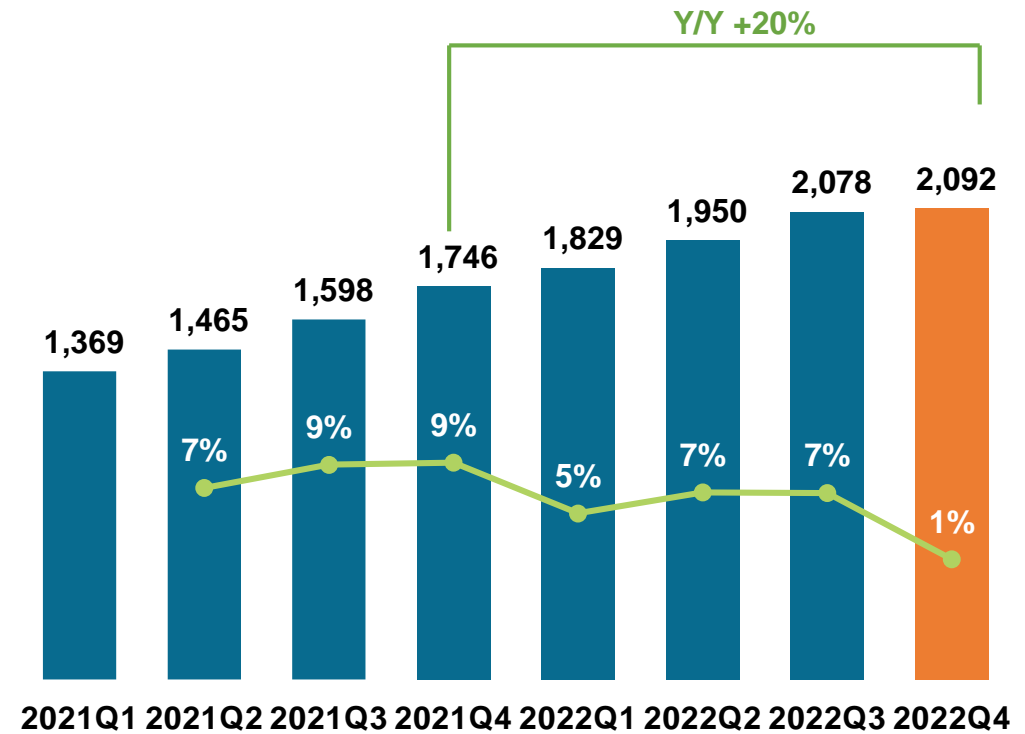


(in NT\$ millions)

### Annual Revenue & Y/Y



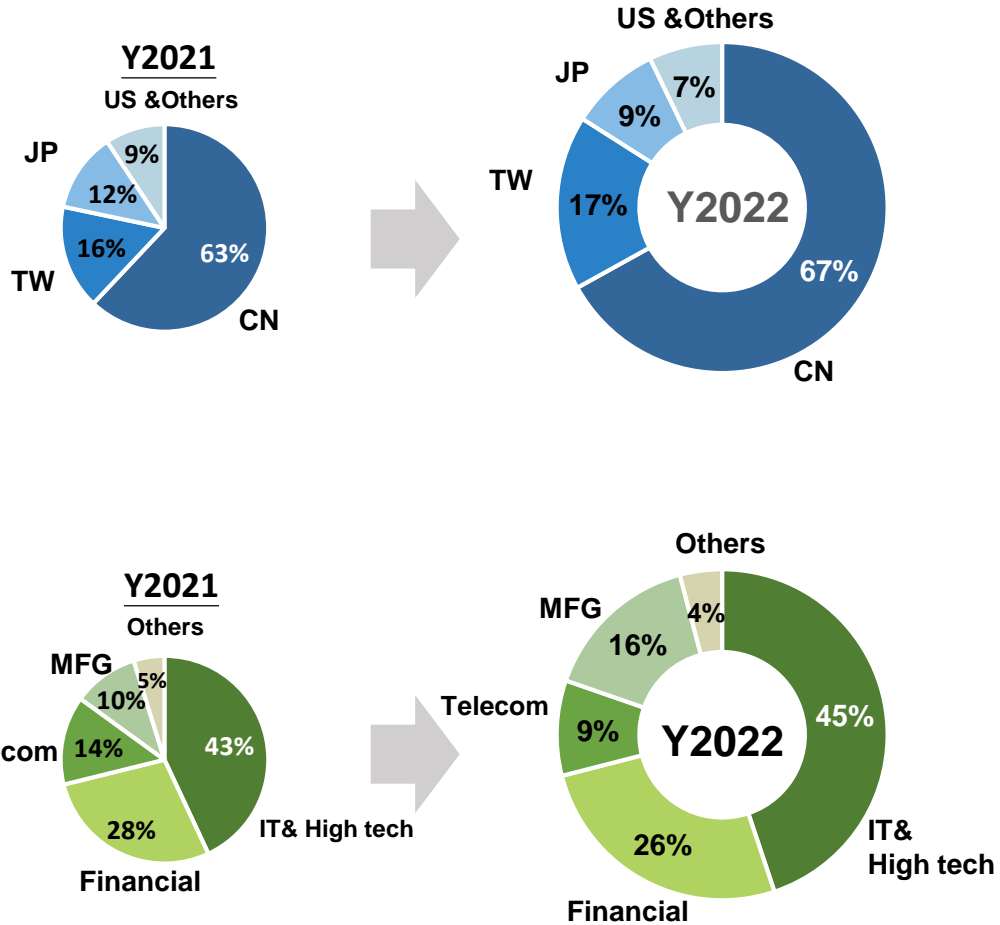
### Quarterly Revenue & Q/Q



# Revenue by Business Segment

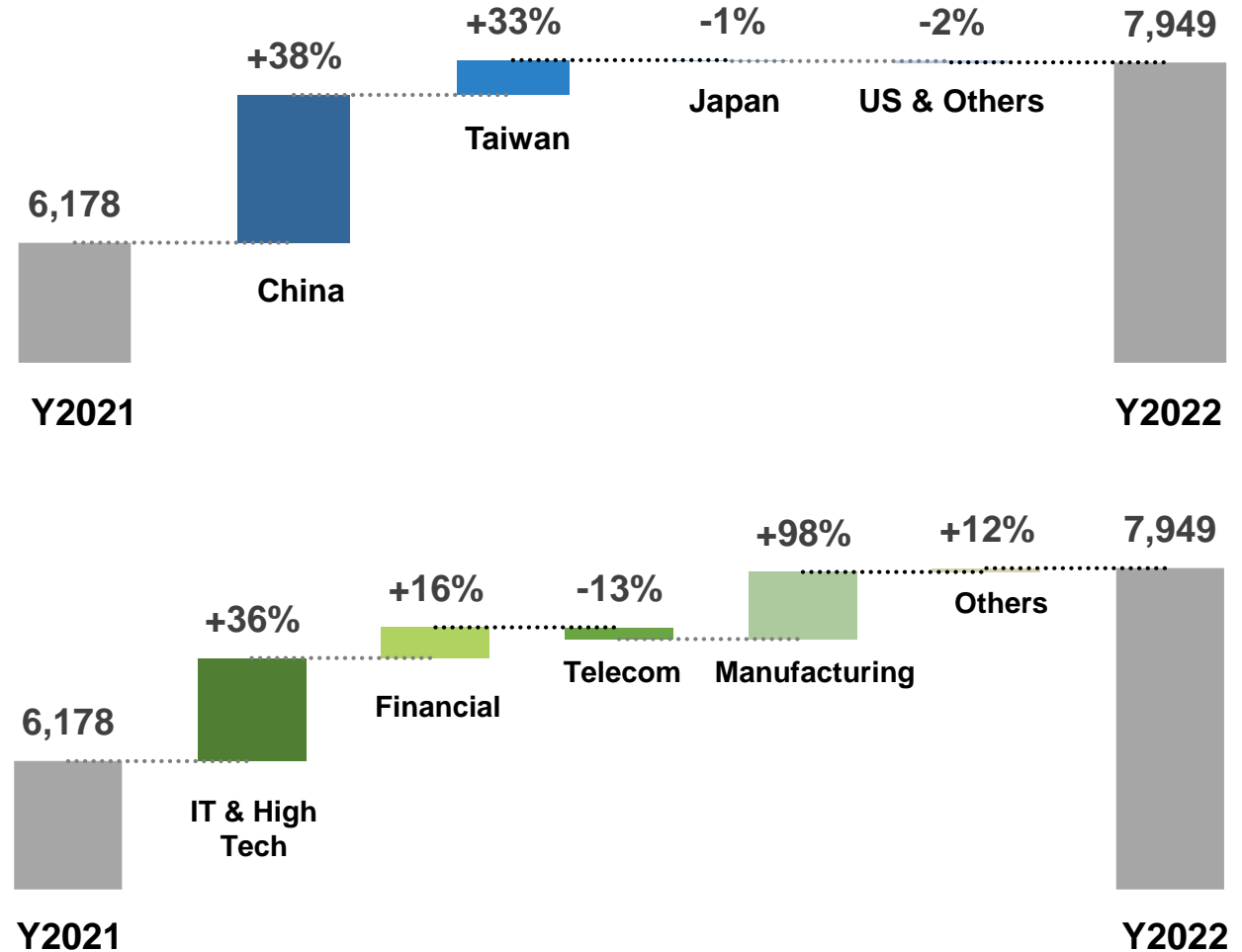


Revenue Contribution



YoY Changes by Business Segment in 2022

(in NT\$ millions)

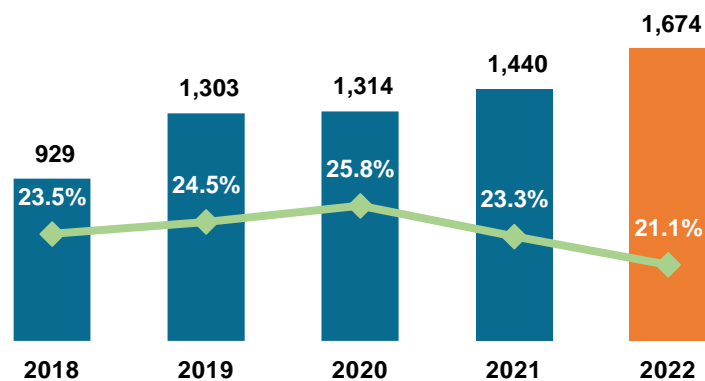


# Profitability

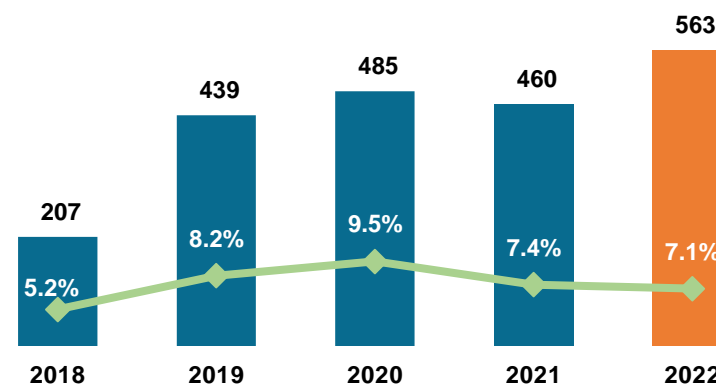


(in NT\$ millions)

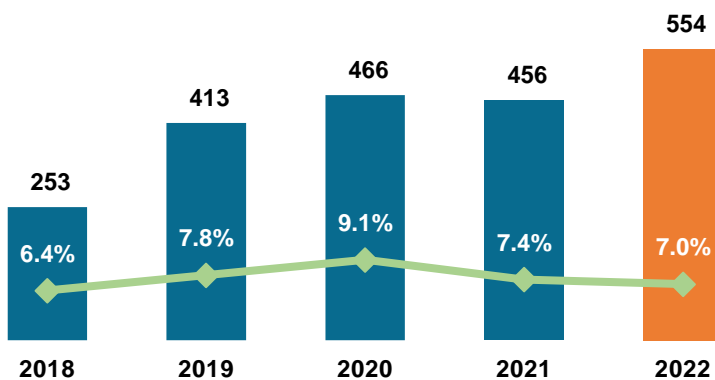
## Gross Profit & GM%



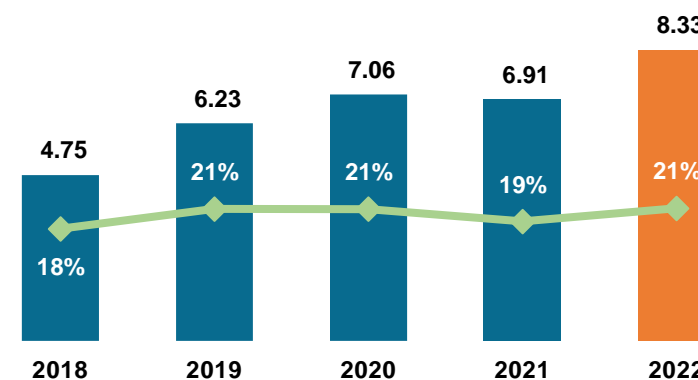
## Net Operating Income & OPI%



## Net Profit & NP%



## EPS(NTD) & ROE%



# Dividend Payout



	2018	2019	2020	2021	2022*
Cash Dividend (NT\$)	1.70	3.20	5.00	4.60	5.00
Stock Dividend (NT\$)	1.00	-	-	-	-
EPS (NT\$)	5.22	6.23	7.06	6.91	8.33
<b>Total Dividend Payout</b>	<b>52%</b>	<b>51%</b>	<b>71%</b>	<b>67%</b>	<b>60%</b>
<b>Cash Dividend Payout</b>	<b>32%</b>	<b>51%</b>	<b>71%</b>	<b>67%</b>	<b>60%</b>

\*The actual dividend distribution for 2022 is subject to shareholders meeting's ratification.

# Outlook



Q&A





Together, with our clients,  
we are primed to make the world better.

# Appendix

2022 Consolidated Financial Report





# Consolidated Income Statements



Expressed in thousands of New Taiwan Dollars, except for earnings per share amounts

	Y2022		Y2021		Y/Y		
Net revenue	\$	7,948,886	100%	\$	6,177,820	100%	28.7%
Cost of sales		(6,274,972)	(79%)		(4,737,757)	(77%)	32.4%
Gross profit		1,673,914	21%		1,440,063	23%	16.2%
Operating expenses		(1,111,097)	(14%)		(980,246)	(16%)	13.3%
Net operating income		562,817	7%		459,817	7%	22.4%
Non-operating income and expenses		70,316	1%		55,315	1%	27.1%
Profit before tax		633,133	8%		515,132	8%	22.9%
Net profit		554,202	7%		455,634	7%	21.6%
Basic earnings per share (in NTD)	\$	8.33		\$	6.91		

# Consolidated Income Statements (Q4)



Expressed in thousands of New Taiwan Dollars, except for earnings per share amounts

	2022Q4		2022Q3		Q/Q	2021Q4		Y/Y
Net revenue	\$ 2,092,088	100%	\$ 2,078,248	100%	0.7%	\$ 1,745,790	100%	19.8%
Cost of sales	(1,677,465)	(80%)	(1,629,157)	(78%)	3.0%	(1,371,935)	(79%)	22.3%
Gross profit	414,623	20%	449,091	22%	(7.7%)	373,855	21%	10.9%
Operating expenses	(287,765)	(14%)	(290,749)	(14%)	(1.0%)	(276,846)	(16%)	3.9%
Net operating income	126,858	6%	158,342	8%	(19.9%)	97,009	5%	30.8%
Non-operating income and expenses	50,371	3%	6,256	0%	705%	12,662	1%	(298%)
Profit before tax	177,229	9%	164,598	8%	7.7%	109,671	6%	61.6%
Net profit	163,650	8%	144,744	7%	13.1%	113,968	7%	43.6%
Basic earnings per share (in NTD)	\$ 2.46		\$ 2.17			\$ 1.73		

# Consolidated Balance Sheets



Expressed in thousands of New Taiwan Dollars, except for book value per share amounts

	2022/12/31		2022/9/30		2021/12/31	
<b>Items from Balance Sheets</b>						
Cash and cash equivalents	1,184,815	26%	699,573	16%	877,245	22%
Notes and accounts receivable, net (including related parties)	2,424,753	53%	2,654,510	61%	2,131,059	53%
Property, plant and equipment	782,090	17%	795,993	19%	813,853	20%
Other assets	170,100	4%	170,756	4%	195,310	5%
<b>Total assets</b>	<b>4,561,758</b>	<b>100%</b>	<b>4,320,832</b>	<b>100%</b>	<b>4,017,467</b>	<b>100%</b>
Short term borrowings	166,889	4%	373,336	8%	115,504	3%
Accounts payable and other payables (including related parties)	1,299,148	29%	1,004,713	24%	1,142,861	29%
Long-term loans	47,594	1%	50,539	1%	55,543	1%
Other liabilities	249,747	5%	232,838	5%	245,837	6%
<b>Total liabilities</b>	<b>1,763,378</b>	<b>39%</b>	<b>1,661,426</b>	<b>38%</b>	<b>1,559,745</b>	<b>39%</b>
<b>Total equity</b>	<b>2,798,380</b>	<b>61%</b>	<b>2,659,406</b>	<b>62%</b>	<b>2,457,722</b>	<b>61%</b>
<b>Key Indices</b>						
Book value per share (in NTD)	\$	41.97	\$	39.89	\$	37.26
DSO (Days)		106		114		108