



Customer centric. Integrity. Innovation.

# Wistron ITS Corp.

## Investor Conference

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

# Statements of Consolidated Income (Quarterly)



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

	2020Q2		2020Q1		QoQ	2019Q2		YoY
<b>Operating revenue</b>	\$ 1,288,037	100%	\$ 1,139,262	100%	13.1%	\$ 1,408,536	100%	(8.6%)
Operating costs	(911,266)	(70.7%)	(893,605)	(78.4%)	2.0%	(1,041,494)	(73.9%)	(12.5%)
<b>Net operating margin</b>	<b>376,771</b>	<b>29.3%</b>	<b>245,657</b>	<b>21.6%</b>	<b>53.4%</b>	<b>367,042</b>	<b>26.1%</b>	<b>2.7%</b>
Operating expenses	(211,613)	(16.5%)	(179,035)	(15.8%)	18.2%	(228,324)	(16.3%)	(7.3%)
<b>Operating profit</b>	<b>165,158</b>	<b>12.8%</b>	<b>66,622</b>	<b>5.8%</b>	<b>147.9%</b>	<b>138,718</b>	<b>9.8%</b>	<b>19.1%</b>
Non-operating income and expenses	(393)	(0.0%)	13,213	1.2%	(103.0%)	17,768	1.3%	(102.2%)
<b>Profit before income tax</b>	<b>164,765</b>	<b>12.8%</b>	<b>79,835</b>	<b>7.0%</b>	<b>106.4%</b>	<b>156,486</b>	<b>11.1%</b>	<b>5.3%</b>
<b>Profit for the period</b>	<b>146,696</b>	<b>11.4%</b>	<b>64,014</b>	<b>5.6%</b>	<b>129.2%</b>	<b>143,098</b>	<b>10.2%</b>	<b>2.5%</b>
<b>Basic earnings per share (in NTD)</b>	\$ 2.22		\$ 0.96			\$ 2.16		

# Statements of Consolidated Income (Semi-annual)

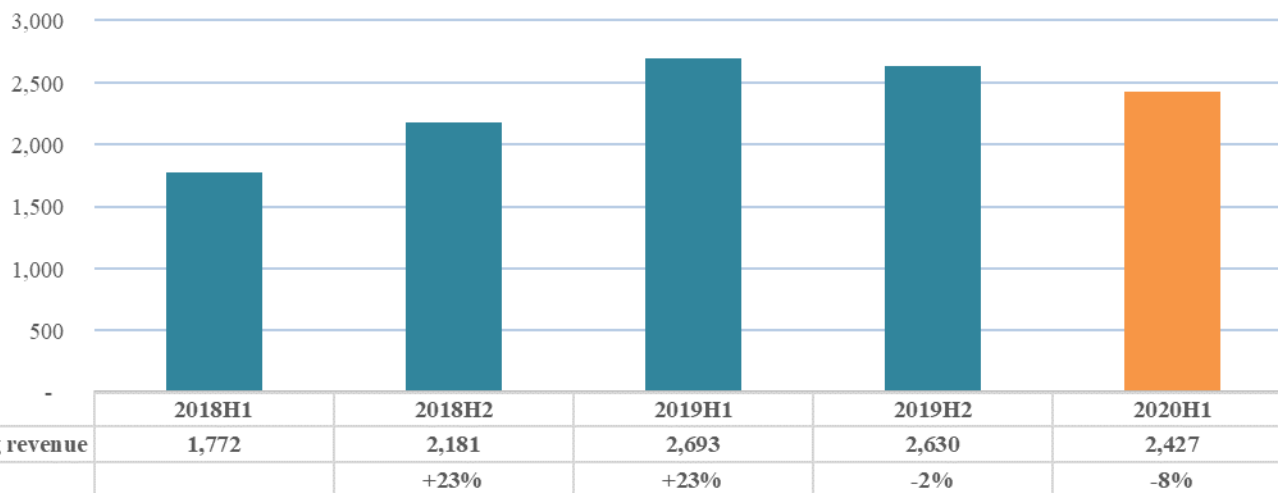


Expressed in thousands of New Taiwan Dollars, except for earnings per share amounts

	2020H1		2019H1		YoY
<b>Operating revenue</b>	\$ 2,427,299	100%	\$ 2,693,228	100%	(9.9%)
Operating costs	(1,804,871)	(74.4%)	(2,018,855)	(75.0%)	(10.6%)
<b>Net operating margin</b>	<b>622,428</b>	<b>25.6%</b>	<b>674,373</b>	<b>25.0%</b>	<b>(7.7%)</b>
Operating expenses	(390,648)	(16.1%)	(436,900)	(16.2%)	(10.6%)
<b>Operating profit</b>	<b>231,780</b>	<b>9.5%</b>	<b>237,473</b>	<b>8.8%</b>	<b>(2.4%)</b>
Non-operating income and expenses	12,820	0.6%	17,694	0.7%	(27.5%)
<b>Profit before income tax</b>	<b>244,600</b>	<b>10.1%</b>	<b>255,167</b>	<b>9.5%</b>	<b>(4.1%)</b>
<b>Profit for the period</b>	<b>210,710</b>	<b>8.7%</b>	<b>225,512</b>	<b>8.4%</b>	<b>(6.6%)</b>
<b>Basic earnings per share (in NTD)</b>	\$ 3.18		\$ 3.40		

# Operating Revenue

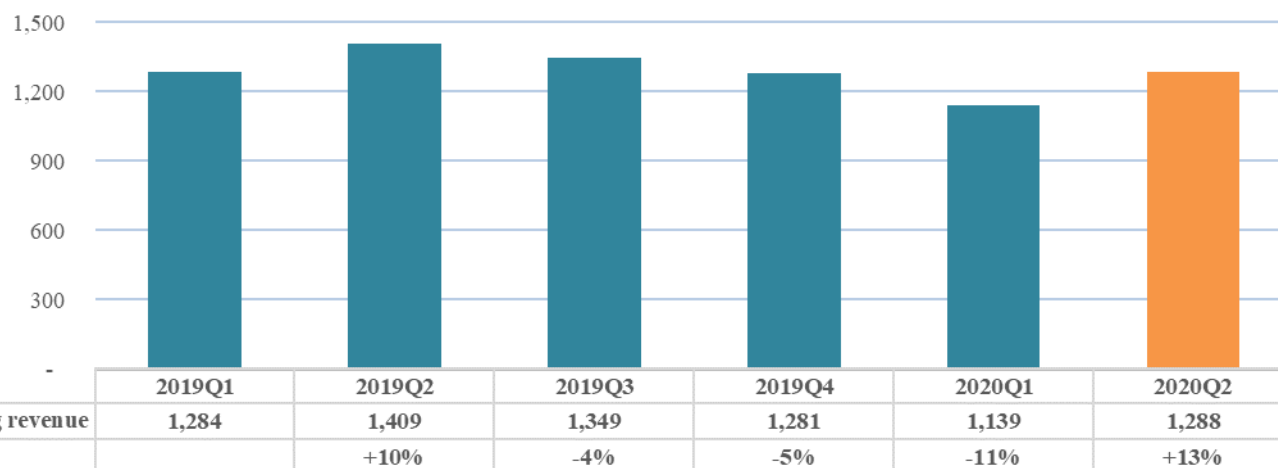
Millions of NTD



2020H1 vs 2019H1

-266

-10%



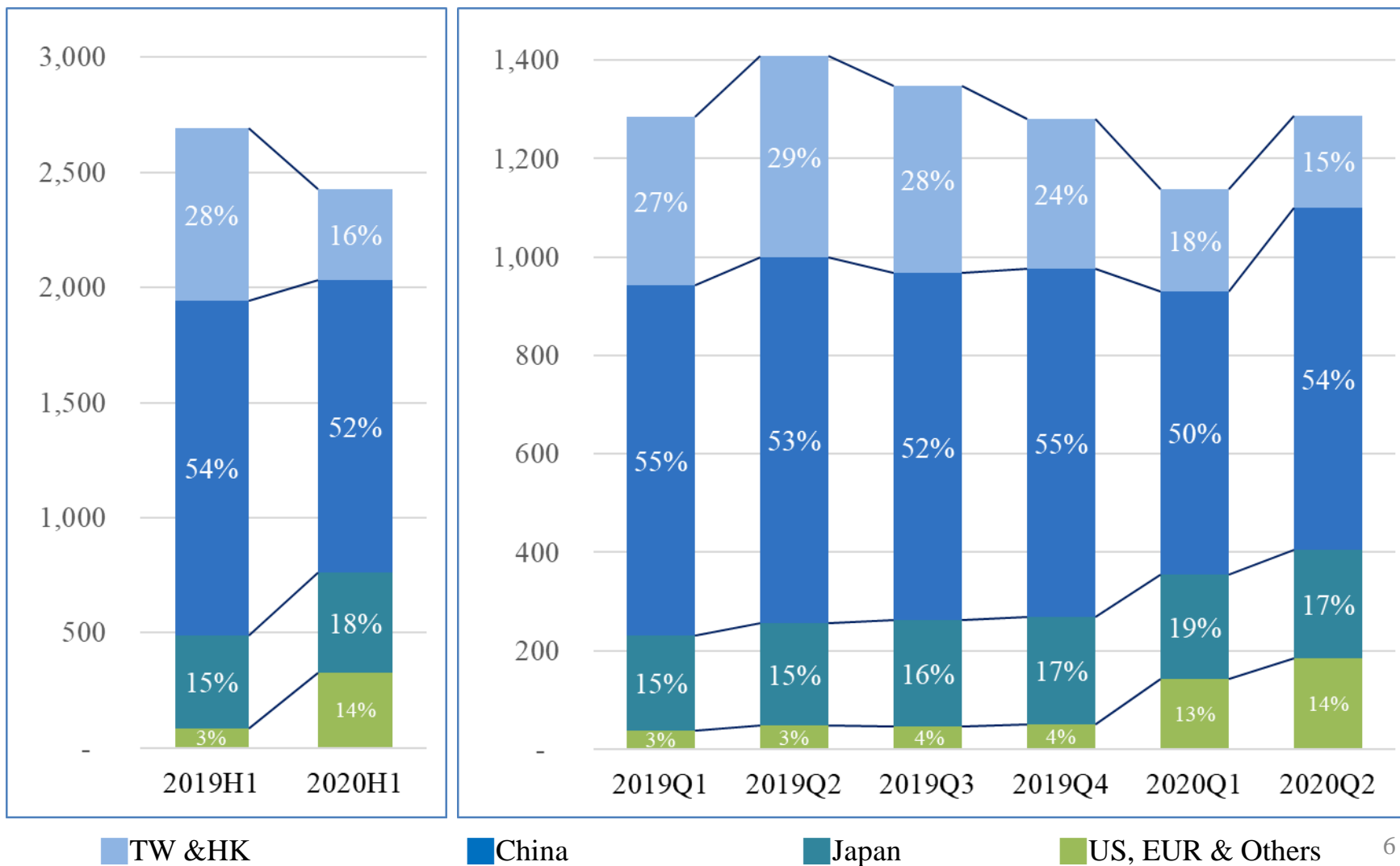
2020Q2 vs 2019Q2

-121

-9%

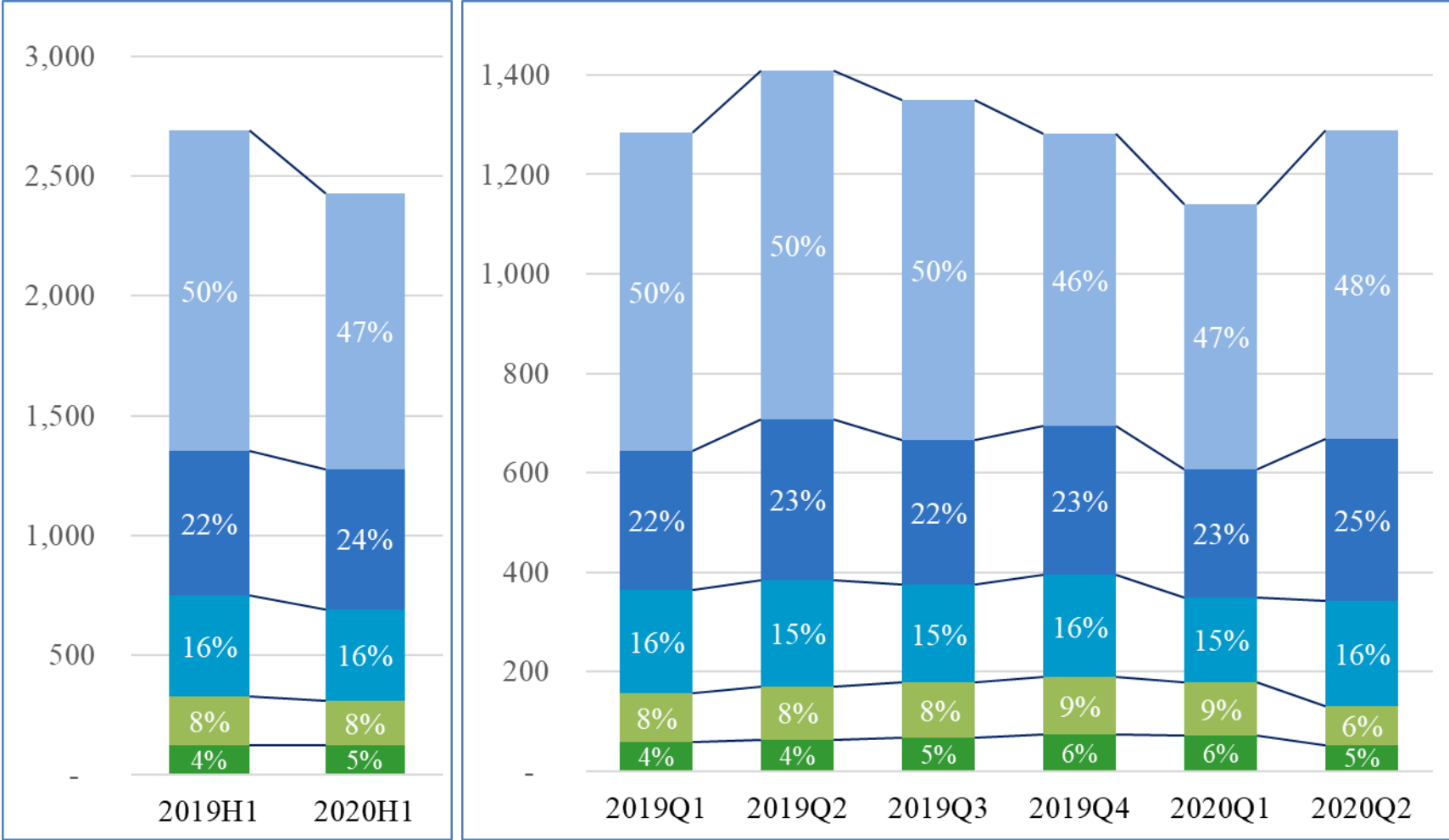
# Revenue Share By Region

Millions of NTD

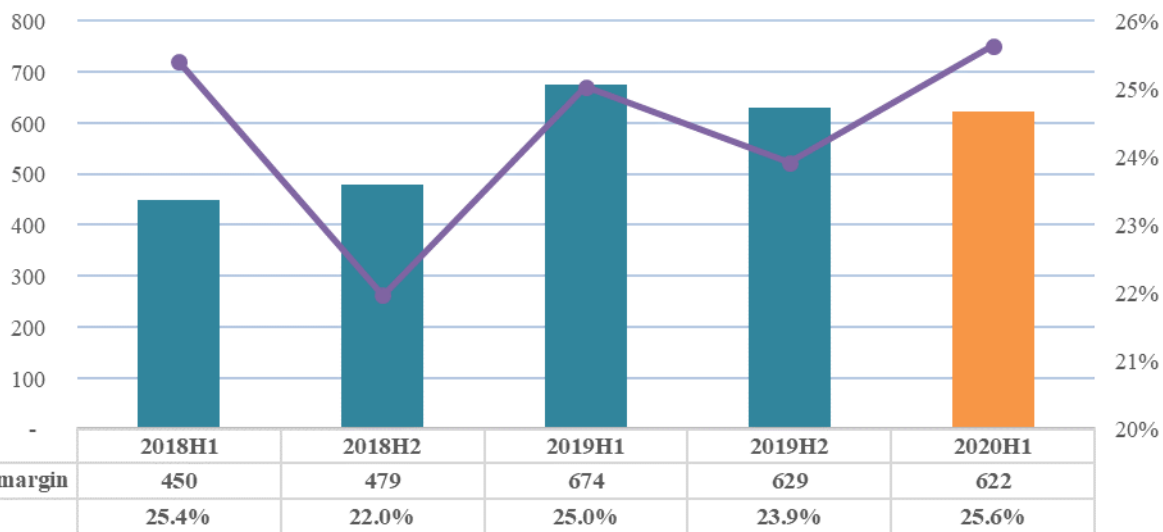


# Revenue Share By Industry

Millions of NTD

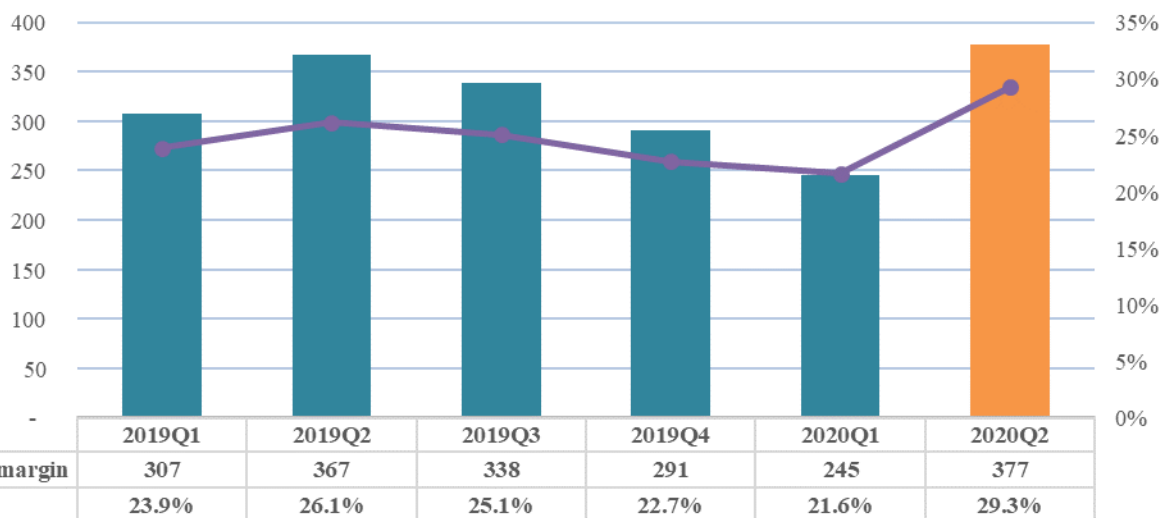


# Net Operating Margin



Millions of NTD

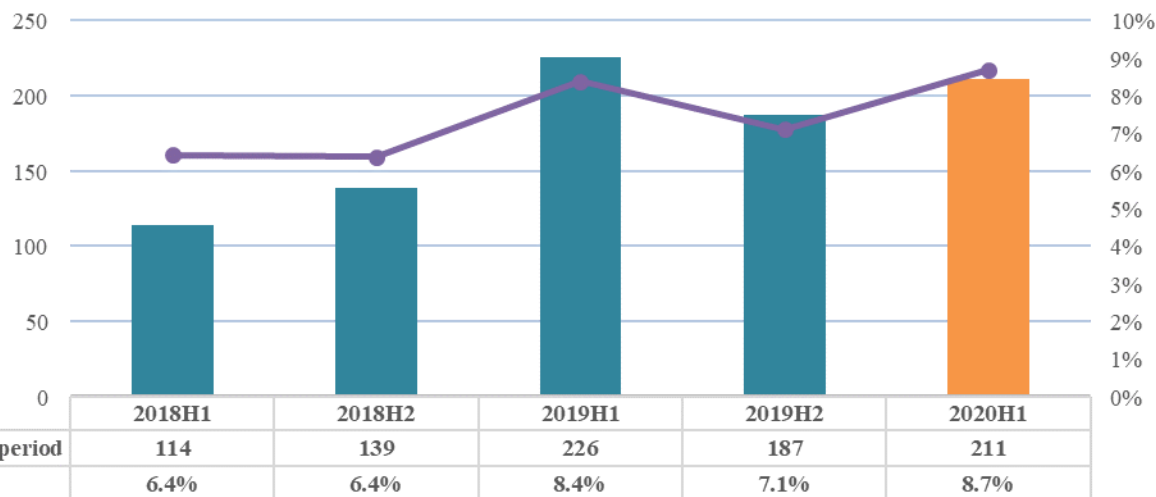
YoY		
2020H1 vs 2019H1	-52	-8%



QoQ		
2020Q2 vs 2020Q1	+132	+53%
2020Q2 vs 2019Q2	+10	+3%

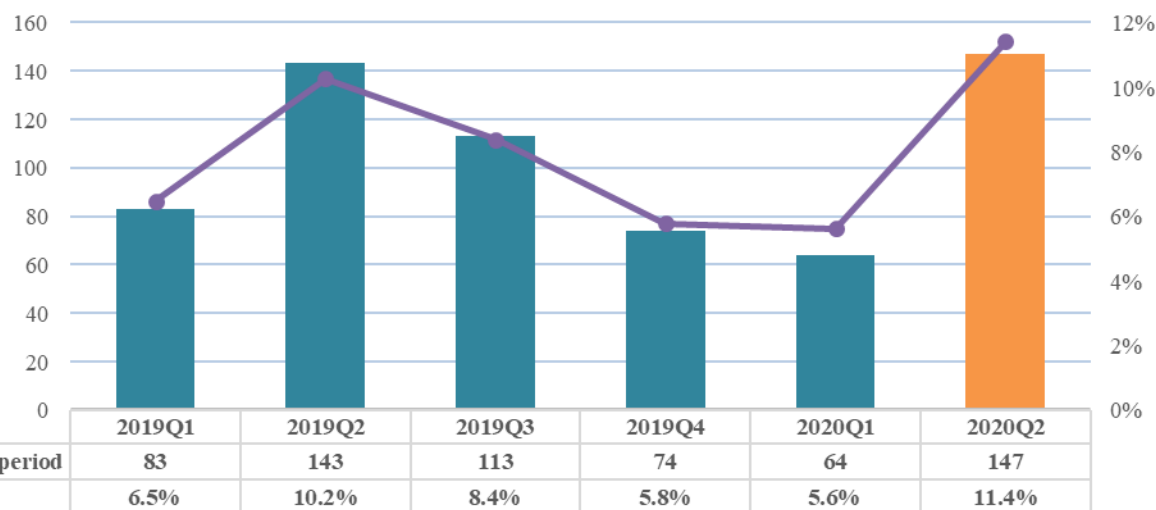


# Profit for the Period



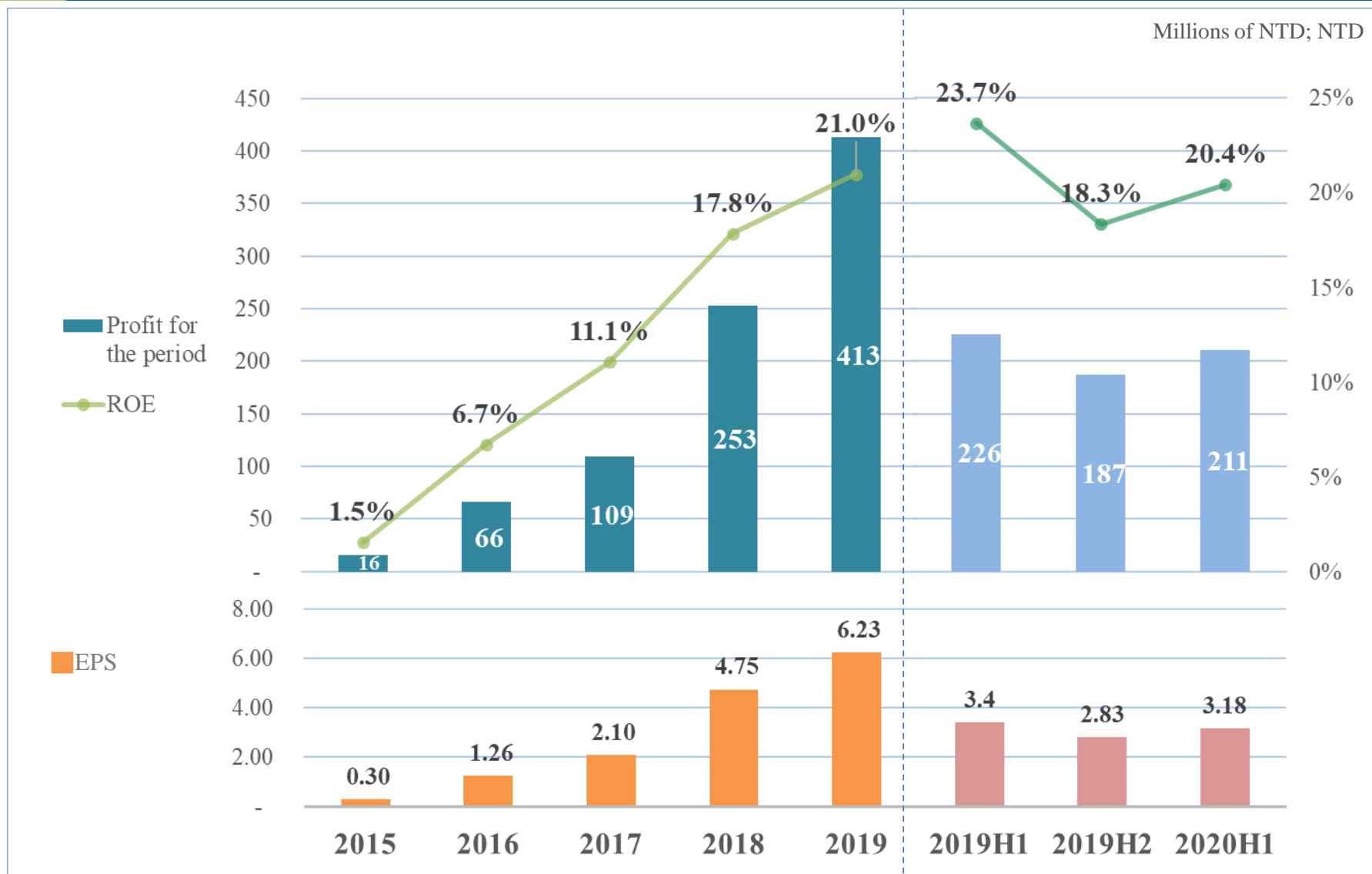
Millions of NTD

YoY		
2020H1 vs 2019H1	-15	-7%



QoQ		
2020Q2 vs 2020Q1	+83	+129%
2020Q2 vs 2019Q2	+4	+3%

# Profitability



# Consolidated Balance Sheets



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

	2020/6/30		2019/6/30		YoY
Cash and cash equivalents	\$	729,455 22.4%	\$	579,357 17.6%	25.9%
Accounts receivable, net (including related parties)		1,503,048 46.1%		1,599,471 48.6%	(6.0%)
Other current assets		65,197 2.0%		116,805 3.6%	(44.2%)
Property, plant and equipment, net		822,768 25.2%		754,009 22.9%	9.1%
Other assets		140,702 4.3%		240,291 7.3%	(41.4%)
<b>Total assets</b>		<b>3,261,170 100%</b>		<b>3,289,933 100%</b>	<b>(0.9%)</b>
<b>Total liabilities</b>		<b>1,246,141 38.2%</b>		<b>1,308,056 39.8%</b>	<b>(4.7%)</b>
<b>Total equity</b>		<b>2,015,029 61.8%</b>		<b>1,981,877 60.2%</b>	<b>1.7%</b>
<b>Book value per share (in NTD)</b>	\$	<b>30.21</b>	\$	<b>32.82</b>	

# 2020 Outlook

- Cautiously meet the challenges of COVID-19 and economic uncertainty
- Solid performance and profit
- Actively deploy on promising growth areas



# Emerging Tech. Drives IT Demands



AI



Big Data



Cloud



Fintech



5G



IoT

Enterprise  
Competi-  
tiveness

IT Tech

- Emerging digital applications including AI Data Annotation (Picture / Voice / Text Recognition)

Finance

- Comprehensive Finance IT Services
- Digital Finance / Fintech
- Open Banking / Internet-only Banking
- Finance Ecosystem

Telecom

- IT Services for 5G service providers and equipment vendors
- 5G Applications

Manufacturing

- Smart Manufacturing
- AI+IoT+Big Data+5G
- Smart Factories

# WITS Key Accounts Strategy



Obtain Large  
Customers for Fast  
Growth



Become Customers'  
Top **3** Service Provider



Provide IT Service Value  
Chains to Meet Customer  
Needs

**wistron<sup>®</sup>**

**Wistron ITS**

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