



Customer centric. Integrity. Innovation.

# Wistron ITS

## Investor Presentation

2019/03/28

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**IT**  
Service  
Provider



**27**  
Year  
Experiences



**5700**  
Employees



**14**  
Delivery &  
Service  
Branches



**3**  
Innovation  
Centers

# Professional Services



# Established Service Network



# Statements of Consolidated Income (Quarterly) **wistron**

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

|                                       | 2018Q4      |         | 2018Q3      |         | QoQ     | 2017Q4     |         | YoY   |
|---------------------------------------|-------------|---------|-------------|---------|---------|------------|---------|-------|
| Operating revenue                     | \$1,124,150 | 100%    | \$1,057,247 | 100%    | 6.3%    | \$ 772,281 | 100%    | 45.6% |
| Operating costs                       | (886,888)   | (78.9%) | (815,345)   | (77.1%) | 8.8%    | (623,418)  | (80.7%) | 42.3% |
| Net operating margin                  | 237,262     | 21.1%   | 241,902     | 22.9%   | (1.9%)  | 148,863    | 19.3%   | 59.4% |
| Operating expenses                    | (194,867)   | (17.3%) | (186,047)   | (17.6%) | 4.7%    | (127,571)  | (16.5%) | 52.8% |
| Operating profit                      | 42,395      | 3.8%    | 55,855      | 5.3%    | (24.1%) | 21,292     | 2.8%    | 99.1% |
| Non-operating income and expenses     | 24,966      | 2.2%    | 33,986      | 3.2%    | (26.5%) | 17,871     | 2.3%    | 39.7% |
| Profit before income tax              | 67,361      | 6.0%    | 89,841      | 8.5%    | (25.0%) | 39,163     | 5.1%    | 72.0% |
| Profit for the period                 | 57,770      | 5.1%    | 81,415      | 7.7%    | (29.0%) | 44,882     | 5.8%    | 28.7% |
| Basic earnings per share(in dollars)□ | \$ 1.12     |         | \$ 1.71     |         |         | \$ 0.95    |         |       |

# Statements of Consolidated Income(Year)

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

|                                       | 2018        |         | 2017        |         | 2016        |         |
|---------------------------------------|-------------|---------|-------------|---------|-------------|---------|
| Operating revenue                     | \$3,953,321 | 100.0%  | \$2,784,634 | 100.0%  | \$2,711,027 | 100.0%  |
| Operating costs                       | (3,023,926) | (76.5%) | (2,254,306) | (81.0%) | (2,213,204) | (81.6%) |
| Net operating margin                  | 929,395     | 23.5%   | 530,328     | 19.0%   | 497,823     | 18.4%   |
| Operating expenses                    | (722,177)   | (18.3%) | (438,638)   | (15.8%) | (457,615)   | (16.9%) |
| Operating profit                      | 207,218     | 5.2%    | 91,690      | 3.3%    | 40,208      | 1.5%    |
| Non-operating income and expenses     | 67,344      | 1.7%    | 29,671      | 1.1%    | 32,389      | 1.2%    |
| Profit before income tax              | 274,562     | 6.9%    | 121,361     | 4.4%    | 72,597      | 2.7%    |
| Profit for the period                 | 253,190     | 6.4%    | 109,239     | 3.9%    | 66,226      | 2.4%    |
| Basic earnings per share(in dollars)□ | \$ 5.22     |         | \$ 2.31     |         | \$ 1.52     |         |

# Statements of Consolidated Income(Jan-Feb)



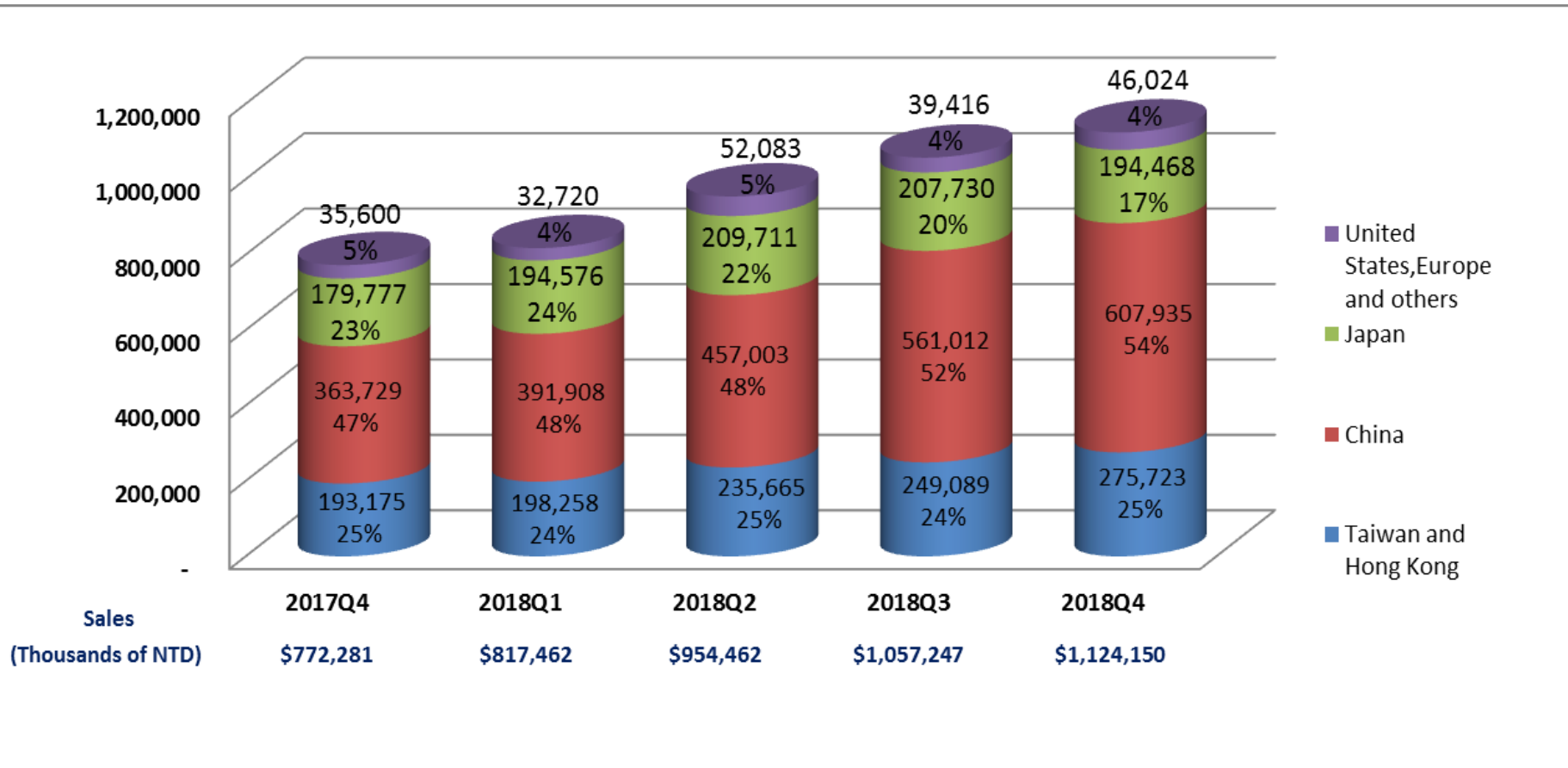
Expressed in thousands of New Taiwan dollars, except for earnings per share amounts

|                                      | 201901    |      | 201902    |      | 201902YTM |      | 201802YTM |      | YoY  |
|--------------------------------------|-----------|------|-----------|------|-----------|------|-----------|------|------|
| Operating revenue                    | \$435,859 | 100% | \$400,117 | 100% | \$835,976 | 100% | \$532,079 | 100% | 57%  |
| Profit before income tax             | 40,844    | 9.4% | 19,489    | 4.9% | 60,333    | 7.2% | 18,932    | 3.6% | 219% |
| Profit for the period                | 34,492    | 7.9% | 15,760    | 3.9% | 50,252    | 6.0% | 14,560    | 2.7% | 245% |
| Basic earnings per share(in dollars) | \$0.57    |      | \$0.26    |      | \$0.83    |      | \$0.31    |      |      |

Note : Above unaudited/unreviewed consolidated financial information is prepared in accordance with IFRSs.

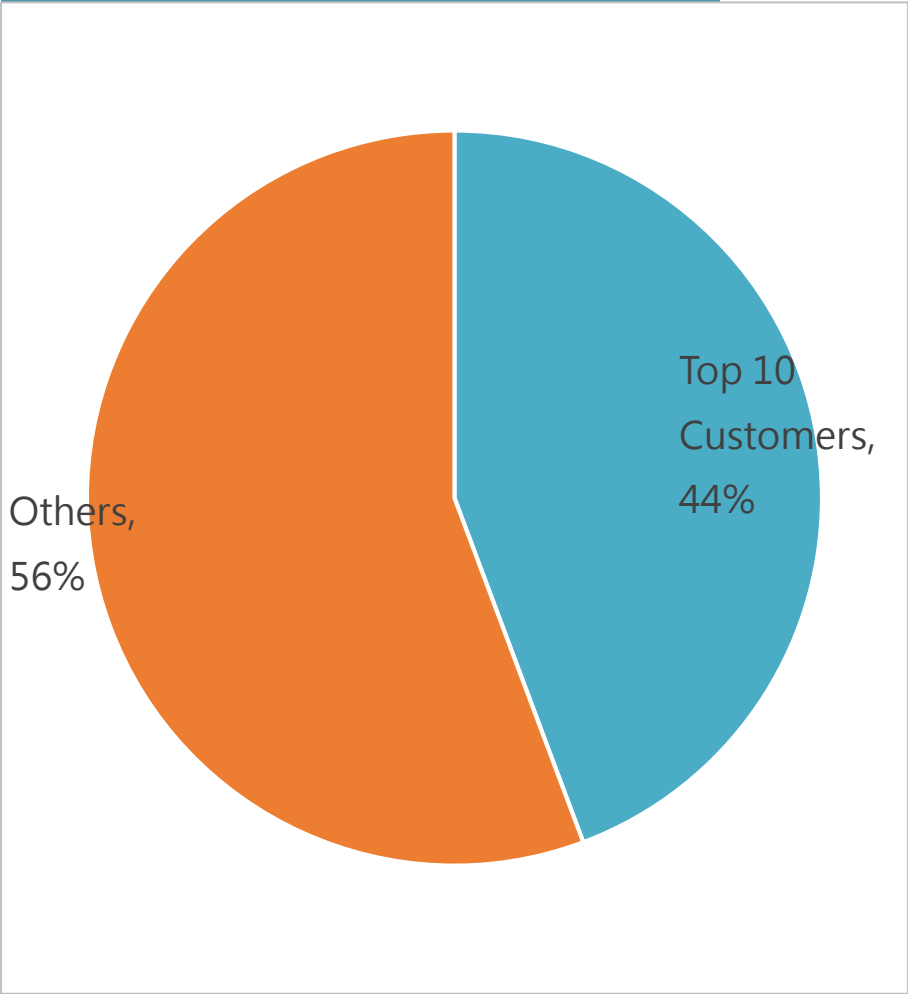


# Revenue Share By Area-QoQ

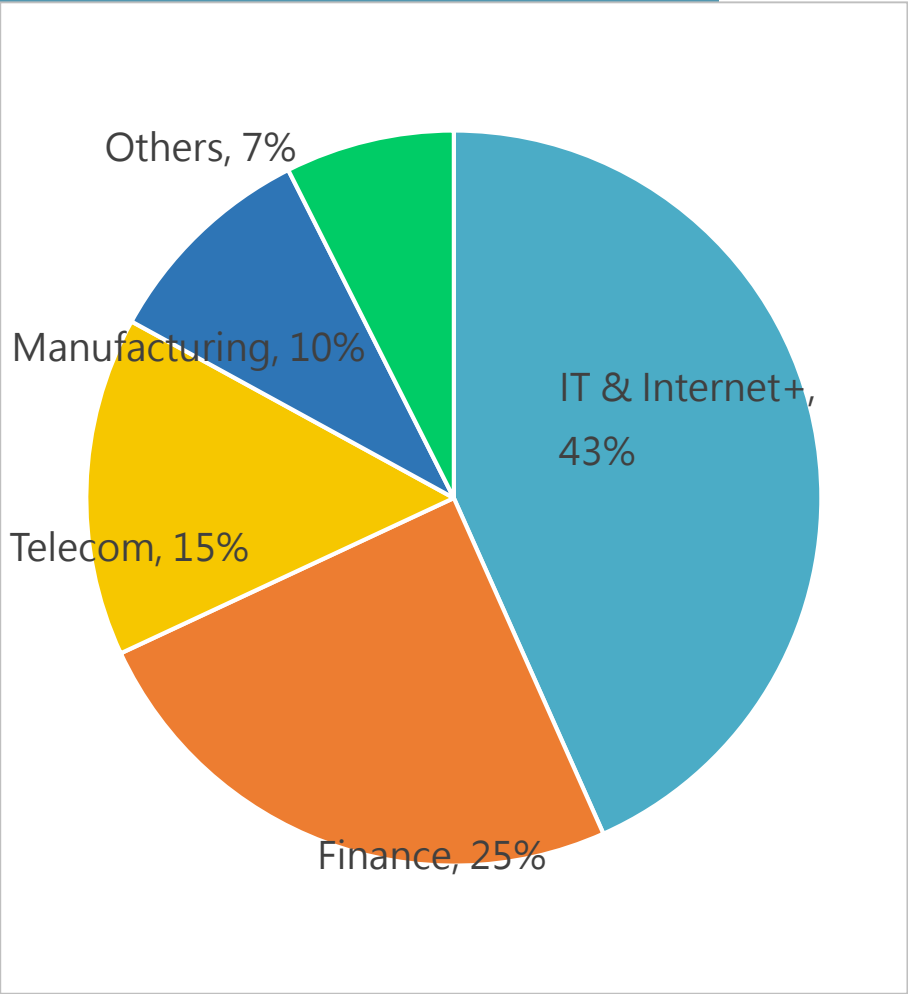


# 2018 Revenue Share

### Top 10 Customers Revenue Share

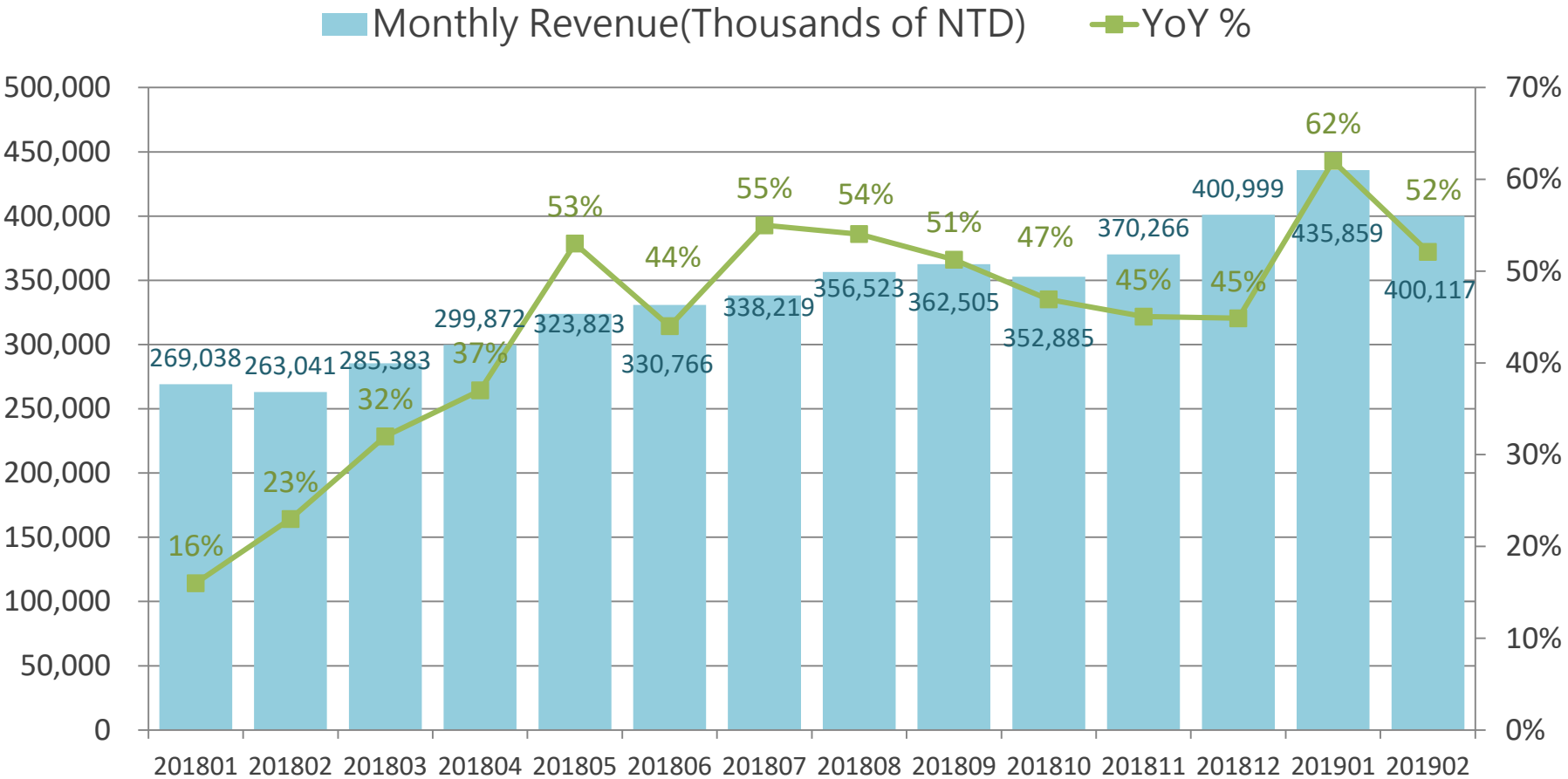


### Revenue Share by Industry



# 201801~201902 Monthly Revenue

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# Consolidated Balance Sheet



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

|  | 2018/12/31       |               | 2018/9/30        |               | QoQ          | 2017/12/31       |               | YoY          |
|--|------------------|---------------|------------------|---------------|--------------|------------------|---------------|--------------|
| Cash and cash equivalents                            | \$ 1,295,230     | 43.7%         | \$ 538,350       | 26.0%         | 140.6%       | \$ 910,726       | 48.6%         | 42.2%        |
| Accounts receivable, net (including related parties) | 1,178,157        | 39.8%         | 1,180,669        | 57.1%         | (0.2%)       | 715,690          | 38.2%         | 64.6%        |
| Other current assets                                 | 44,934           | 1.5%          | 48,056           | 2.3%          | (6.5%)       | 91,383           | 4.9%          | (50.8%)      |
| Property, plant and equipment, net                   | 58,210           | 2.0%          | 51,175           | 2.5%          | 13.7%        | 43,677           | 2.3%          | 33.3%        |
| Other assets   | 387,099          | 13.1%         | 248,466          | 12.0%         | 55.8%        | 113,105          | 6.0%          | 242.2%       |
| <b>Total assets</b>                                  | <b>2,963,630</b> | <b>100.0%</b> | <b>2,066,716</b> | <b>100.0%</b> | <b>43.4%</b> | <b>1,874,581</b> | <b>100.0%</b> | <b>58.1%</b> |
| Short-term borrowings                                | 44,755           | 1.5%          | 129,985          | 6.3%          | (65.6%)      | 43,177           | 2.3%          | 3.7%         |
| Accounts payable (including related parties)         | 157,603          | 5.3%          | 152,989          | 7.4%          | 3.0%         | 134,915          | 7.2%          | 16.8%        |
| Other payables                                       | 653,889          | 22.1%         | 419,690          | 20.3%         | 55.8%        | 479,943          | 25.6%         | 36.2%        |
| Other liabilities                                    | 280,181          | 9.5%          | 166,366          | 8.0%          | 68.4%        | 206,867          | 11.0%         | 35.4%        |
| <b>Total liabilities</b>                             | <b>1,136,428</b> | <b>38.3%</b>  | <b>869,030</b>   | <b>42.0%</b>  | <b>30.8%</b> | <b>864,902</b>   | <b>46.1%</b>  | <b>31.4%</b> |
| <b>Total equity</b>                                  | <b>1,827,202</b> | <b>61.7%</b>  | <b>1,197,686</b> | <b>58.0%</b>  | <b>52.6%</b> | <b>1,009,679</b> | <b>53.9%</b>  | <b>81.0%</b> |
| Book value per share(in dollars)                     | \$ 30.35         |               | \$ 24.84         |               |              | \$ 23.29         |               |              |

# Dividend Proposal

|                         | 2013 | 2014 | 2015 | 2016 | 2017 | 2018* |
|-------------------------|------|------|------|------|------|-------|
| Cash (NT\$)             | 0.6  | 1.5  | 1.0  | 1.1  | 0.5  | 1.7   |
| Stock (NT\$)            | 0.2  | 0.3  | 0    | 0    | 1    | 1     |
| EPS (NT\$)              | 1.60 | 2.89 | 0.36 | 1.52 | 2.54 | 5.22  |
| Total Dividend Payout % | 50%  | 62%  | 278% | 72%  | 59%  | 52%   |
| Cash Dividend Payout %  | 38%  | 52%  | 278% | 72%  | 20%  | 33%   |

\*The board approved proposal, and the actual dividend distribution is subject to AGM' s approval

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