



Customer centric. Integrity. Innovation.

# Wistron ITS

## Investor Presentation

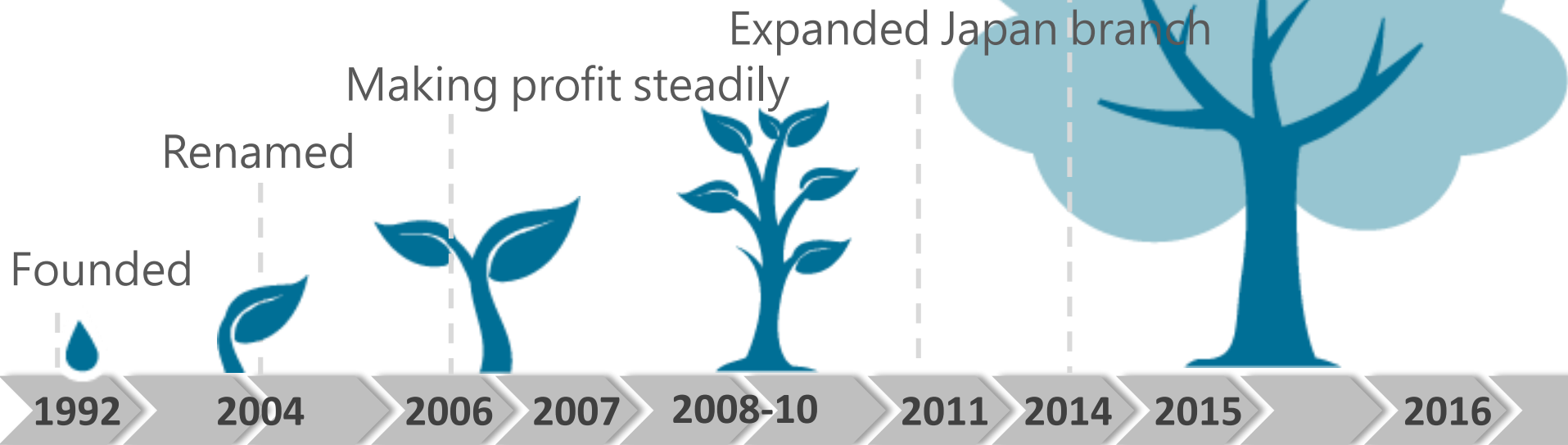
2017/12/07

# Disclaimer

- This presentation is private and confidential and is being made available to the recipient on the express understanding that it will be kept confidential and that the recipient shall not copy, reproduce, distribute or pass to third parties this presentation in whole or in part at any time. This presentation is the property of Wistron ITS Corporation ( "Wistron ITS" ) and the recipient agrees that it will, on request, promptly return this presentation and all other information supplied in connection with the ideas and concepts presented herein, without retaining any copies.
- This presentation has been prepared by Wistron ITS and is being delivered to the recipient and is for general reference only. The sole purpose of this presentation is to assist the recipient in understanding Wistron ITS. This presentation is not intended to form the basis of a decision to purchase securities or any other investment decision and does not constitute an offer, invitation or recommendation for the sale or purchase of securities. Any decision to purchase securities in any offering of Wistron ITS should be made solely on the basis of the information contained in a prospectus which may be published or distributed in due course in connection with such offering, if any. Neither the information contained in this presentation nor any further information made available in connection with the subject matter contained herein will form the basis of any contract.
- This presentation does not purport to be comprehensive or to contain all the information about Wistron ITS, its business, its current or historical operating results or its future business prospects. The information contained herein is based on publicly available information and sources, which we believe to be reliable, but we do not represent it is accurate or complete. The recipient of this presentation must make its own investigation and assessment of the ideas and concepts presented herein. No representation, warranty or undertaking, express or implied, is or will be made or given and no responsibility or liability is or will be accepted by Wistron ITS or by any of its directors, officers, employees, agents or advisers, in relation to the accuracy or completeness of this presentation or any other written or oral information made available in connection with the ideas and concepts presented herein. Any responsibility or liability for any such information is expressly disclaimed.
- In furnishing this presentation, Wistron ITS undertakes no obligation to provide the recipient with access to any additional information, or to update, or to correct any inaccuracies which may become apparent in, this presentation or any other information made available in connection with the ideas and concepts presented<sub>2</sub> herein.

# Leading IT Consulting and Outsourcing Provider

OTC listed



**wistron**  
Wistron ITS

Accredited with CMMI Level 3, ISO 27001.

First software company in Taiwan to become ISO 27001 (2013 version) accredited.

Certified by TIPS (Taiwan Intellectual Property Management System).

Award by Common Sense Advisory(CSA) as 2015 Top 30 Language Service Provider in Asia.

IBM designated APAC key supplier.  
Selected Flagship Business by the Industrial Development Bureau, MoEA.

# Professional Services



Big Data

Cloud Application

AI

Testing(Automation/3<sup>rd</sup>-party/  
I18N/L10N)

FinTech

IoT

Maintenance(AP/IT)

## Advancing Together into the Future

# Industry-domain know-how



Finance



Insurance



Telecom



High-tech



Gov.



Healthcare



Manufacturing



Transportation



Retail

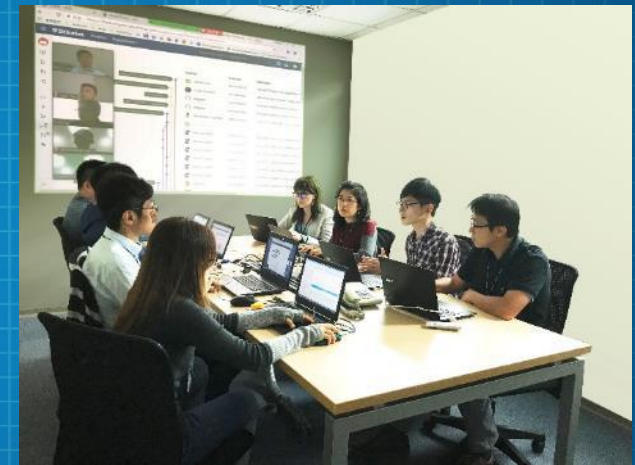


Logistics

# Global Delivery



## On-line /Real time Project Review



# Established Service Network



**Our Mission:**  
Set foot in Asia to become  
a first-class global IT service provider.



# Why Wistron ITS

Strong service network in Asia and US

Global delivery model with mature technical resources

High quality , competitive cost , and high flexibility

Mature culture in building long-term relationship  
with global brands



**wistron**  
Wistron ITS

# *A Partner You Can Trust*



We provide IT consulting and outsourcing services to Fortune 500 companies worldwide.

[www.wistronits.com](http://www.wistronits.com)

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

Wistron ITS

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

	2017Q3		2017Q2		QoQ	2016Q3		YoY
Operating revenue	\$689,804	100.0%	\$659,624	100.0%	4.6%	\$690,557	100.0%	(0.1%)
Operating costs	(562,292)	(81.5%)	(527,443)	(80.0%)	6.6%	(540,646)	(78.3%)	4.0%
Net operating margin	127,512	18.5%	132,181	20.0%	(3.5%)	149,911	21.7%	(14.9%)
Operating expenses	(105,570)	(15.3%)	(104,998)	(15.9%)	0.5%	(128,818)	(18.7%)	(18.0%)
Operating profit	21,942	3.2%	27,183	4.1%	19.3%	21,093	3.1%	4.0%
Non-operating income and expenses	8,627	1.3%	6,191	0.9%	39.3%	2,632	0.4%	227.8%
Profit before income tax	30,569	4.4%	33,374	5.1%	(8.4%)	23,725	3.4%	28.8%
Profit for the period	25,278	3.7%	24,799	3.8%	1.9%	14,664	2.1%	72.4%
Basic earnings per share(in dollars)	\$ 0.59		\$ 0.58			\$ 0.34		

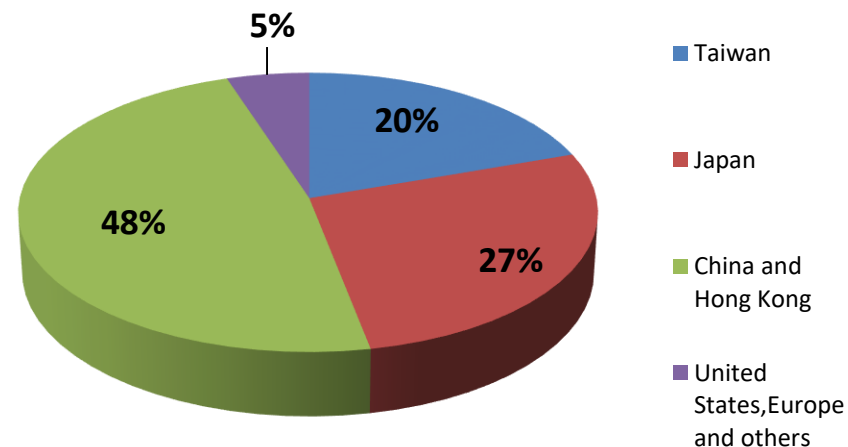
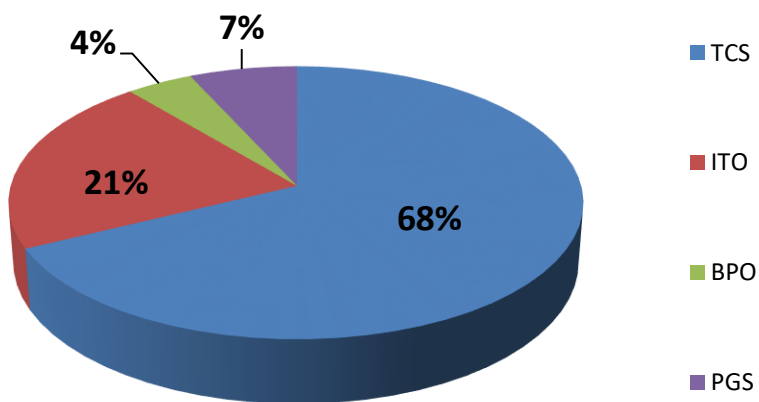
# Statements of Consolidated Income(Year)

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

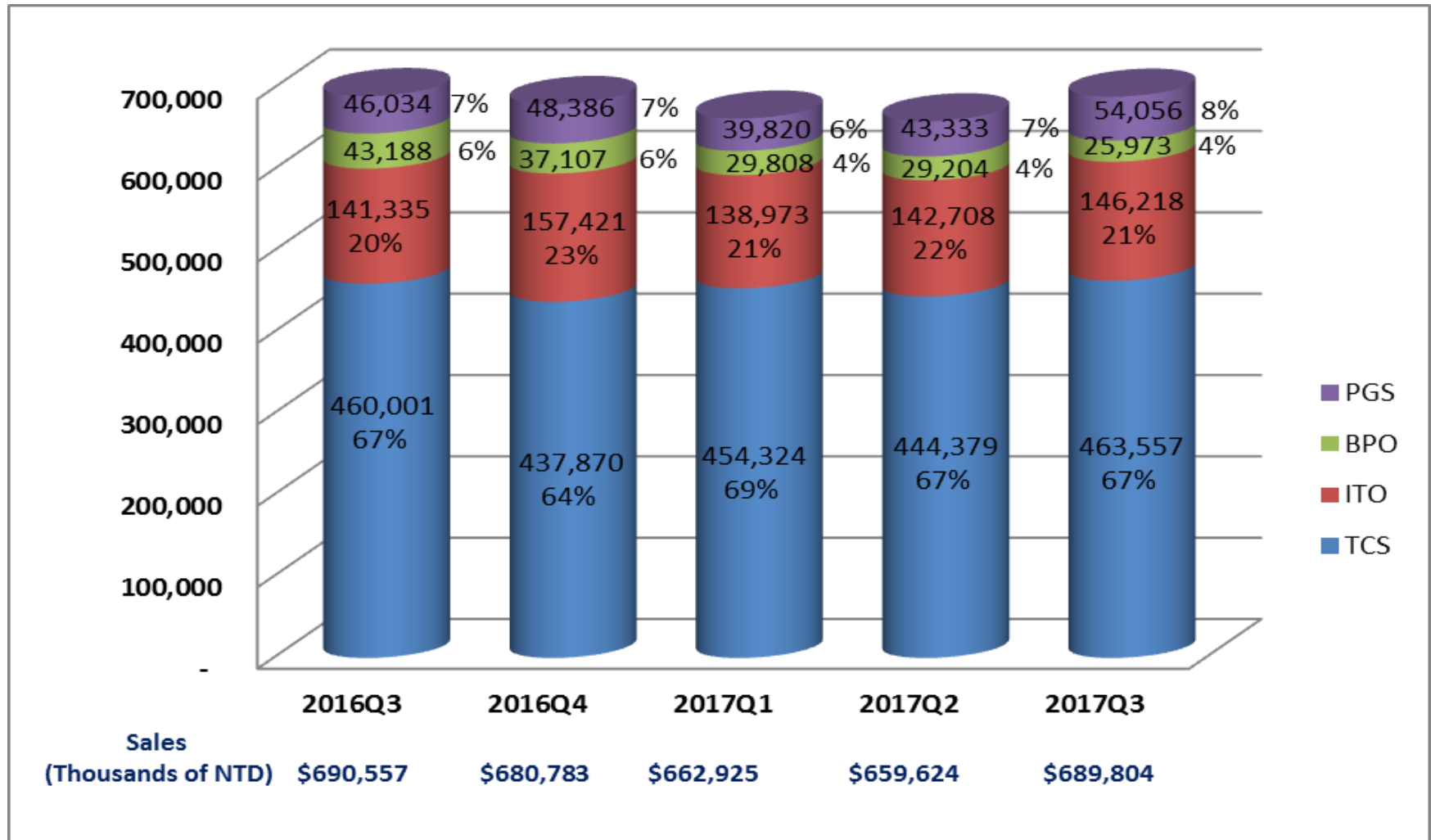
	2017Q1~Q3		2016		2015	
Operating revenue	2,012,353	100.0%	\$2,711,027	100.0%	\$2,501,935	100.0%
Operating costs	(1,630,888)	(81.0%)	(2,213,204) <sup>▼</sup>	(81.6%)	(2,076,039) <sup>▼</sup>	(83.0%)
Net operating margin	381,465	19.0%	497,823	18.4%	425,896	17.0%
Operating expenses	(311,067) <sup>▼</sup>	(15.5%)	(457,615) <sup>▼</sup>	(16.9%)	(455,704) <sup>▼</sup>	(18.2%)
Operating profit	70,398	3.5%	40,208	1.5%	(29,808) <sup>▼</sup>	(1.2%)
Non-operating income and expenses	11,800 <sup>▼</sup>	0.6%	32,389	1.2%	48,138	1.9%
Profit before income tax	82,198	4.1%	72,597	2.7%	18,330	0.7%
Profit for the period	64,357	3.2%	66,226	2.4%	15,610	0.6%
Basic earnings per share(in dollars)	\$ 1.50		\$ 1.52		\$ 0.36	

# 2017 Q1~Q3 Revenue

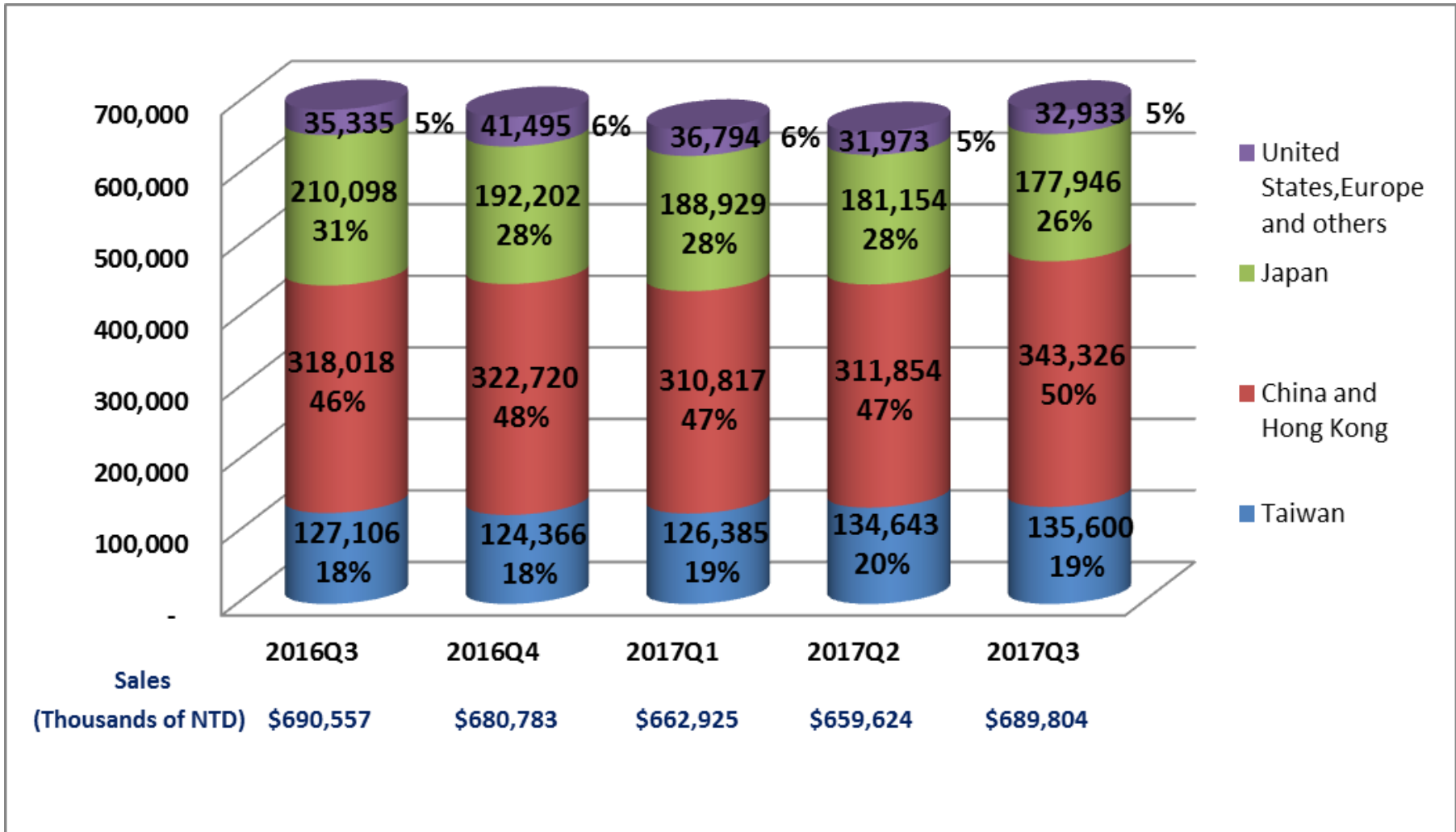
Type/Area	Taiwan	Japan	China and Hong Kong	United States, Europe and others	Total
TCS	224,379	435,999	692,929	8,952	1,362,259
ITO	160,570	74,779	104,886	87,664	427,899
BPO	-	34,718	50,267	-	84,985
PGS	11,679	2,533	117,915	5,083	137,210
<b>Total</b>	<b>396,628</b>	<b>548,029</b>	<b>965,997</b>	<b>101,699</b>	<b>2,012,353</b>



# 2017 Q3 Revenue By Business Type



# 2017 Q3 Revenue By Area



# Consolidated Balance Sheet

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

	2017/9/30		2017/6/30		QoQ	2016/9/30		YoY
Cash and cash equivalents	\$ 732,387	42.4%	\$ 834,396	47.6%	(12.2%)	\$ 865,677	48.8%	(15.4%)
Accounts receivable, net (including related parties)	751,807	43.5%	675,796	38.5%	11.2%	662,227	37.3%	13.5%
Other current assets	93,894	5.4%	93,823	5.3%	0.1%	98,577	5.6%	(4.8%)
Property, plant and equipment, net	37,650	2.2%	39,573	2.3%	(4.9%)	41,860	2.4%	(10.1%)
Other assets	112,744	6.5%	110,509	6.3%	2.0%	105,653	6.0%	6.7%
<b>Total assets</b>	<b>1,728,482</b>	<b>100.0%</b>	<b>1,754,097</b>	<b>100.0%</b>	<b>(1.5%)</b>	<b>1,773,994</b>	<b>100.0%</b>	<b>(2.6%)</b>
Short-term borrowings	65,736	3.8%	46,598	2.7%	41.1%	65,095	3.7%	1.0%
Accounts payable (including related parties)	131,008	7.6%	136,268	7.8%	(3.9%)	198,238	11.2%	(33.9%)
Other payables	360,031	20.8%	395,990	22.6%	(9.1%)	298,218	16.8%	20.7%
Other liabilities	202,891	11.7%	246,102	14.0%	(17.6%)	267,215	15.1%	(24.1%)
<b>Total liabilities</b>	<b>759,666</b>	<b>43.9%</b>	<b>824,958</b>	<b>47.0%</b>	<b>(7.9%)</b>	<b>828,766</b>	<b>46.7%</b>	<b>(8.3%)</b>
<b>Total equity</b>	<b>968,816</b>	<b>56.1%</b>	<b>929,139</b>	<b>53.0%</b>	<b>4.3%</b>	<b>945,228</b>	<b>53.3%</b>	<b>2.5%</b>
Book value per share(in dollars)	\$ 22.50		\$ 21.69			\$ 22.07		



**w|stron<sup>®</sup>**

**Wistron ITS**

Customer centric. Integrity. Innovation.

