



Customer centric. Integrity. Innovation.

# **Wistron Information Technology & Services Corporation**

## **Investor Conference**

Stock Code 4953: TT

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

# Quick Facts



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



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



**Top 10**

Customers

Contributed **40%+** of Total Revenue

Partnered with Wistron ITS for more than **5** Years

**6+** of them are Fortune 500 Companies



Achieved Certification **CMMI Level 5**

# Professional Services



# 2020 Financial Results

# Consolidated Income Statements



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

	Y2020		Y2019		YoY
<b>Net revenue</b>	\$ 5,100,895	100%	\$ 5,323,464	100%	(4.2%)
<b>Cost of sales</b>	(3,787,181)	(74%)	(4,020,905)	(76%)	(5.8%)
<b>Gross profit</b>	1,313,714	26%	1,302,559	24%	0.9%
<b>Operating expenses</b>	(829,139)	(16%)	(863,960)	(16%)	(4.0%)
<b>Net operating income</b>	484,575	10%	438,599	8%	10.5%
<b>Non-operating income and expenses</b>	64,719	1%	19,545	1%	231.1%
<b>Profit before tax</b>	549,294	11%	458,144	9%	19.9%
<b>Net profit</b>	465,889	9%	413,123	8%	12.8%
<b>Basic earnings per share (in NTD)</b>	\$ 7.06		\$ 6.23		

# Consolidated Income Statements(Quarterly)



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

	2020Q4		2020Q3		QoQ	2019Q4		YoY
Net revenue	\$ 1,332,390	100%	\$ 1,341,206	100%	(0.7%)	\$ 1,280,739	100%	4.0%
Cost of sales	(1,005,294)	(75%)	(977,016)	(73%)	2.9%	(990,201)	(77%)	1.5%
Gross profit	327,096	25%	364,190	27%	(10.2%)	290,538	23%	12.6%
Operating expenses	(224,918)	(17%)	(213,573)	(16%)	5.3%	(209,116)	(17%)	7.6%
Net operating income	102,178	8%	150,617	11%	(32.2%)	81,422	6%	25.5%
Non-operating income and expenses	22,915	1%	28,984	2%	(20.9%)	(2,444)	(0%)	1037.6%
Profit before tax	125,093	9%	179,601	13%	(30.3%)	78,978	6%	58.4%
Net profit	96,181	7%	158,998	12%	(39.5%)	74,389	6%	29.3%
Basic earnings per share (in NTD)	\$ 1.47		\$ 2.42			\$ 1.12		

# Consolidated Balance Sheets - Digest



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

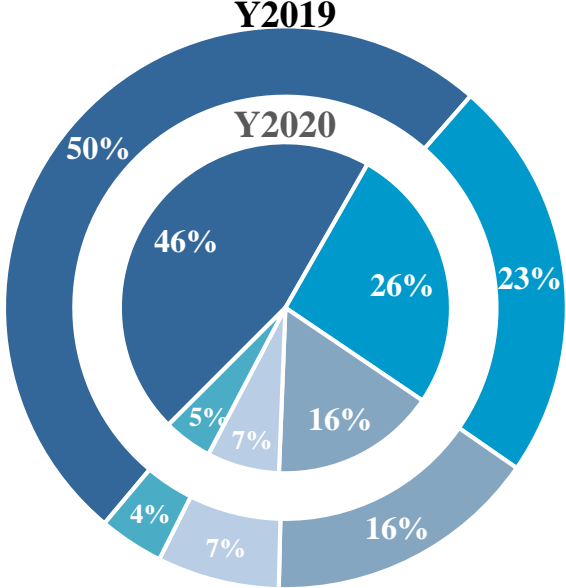
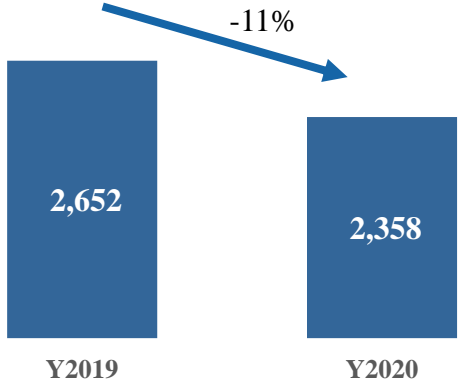
	2020/12/31		2019/12/31			
Cash and cash equivalents	\$	1,175,302	33%	\$	875,113	26%
Notes and accounts receivable, net (including related parties)		1,467,925	40%		1,394,521	42%
Property, plant and equipment		810,501	22%		853,356	25%
<b>Total assets</b>		<b>3,644,177</b>	<b>100%</b>		<b>3,361,694</b>	<b>100%</b>
<b>Total liabilities</b>		<b>1,308,959</b>	<b>36%</b>		<b>1,252,697</b>	<b>37%</b>
<b>Total equity</b>		<b>2,335,218</b>	<b>64%</b>		<b>2,108,997</b>	<b>63%</b>
<b>Book value per share (in NTD)</b>	\$	<b>35.52</b>		\$	<b>31.76</b>	



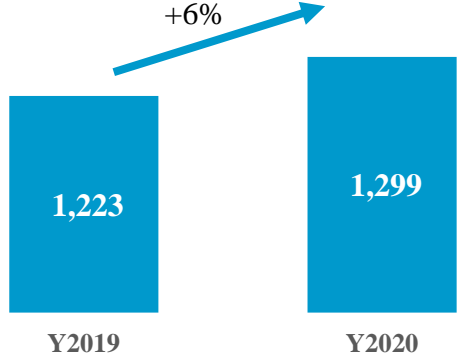
# Revenue Analysis – by Sector

(in NT\$ millions)

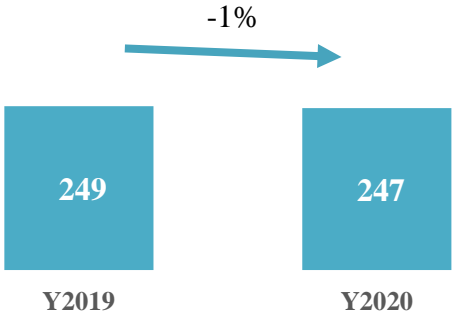
## High Tech



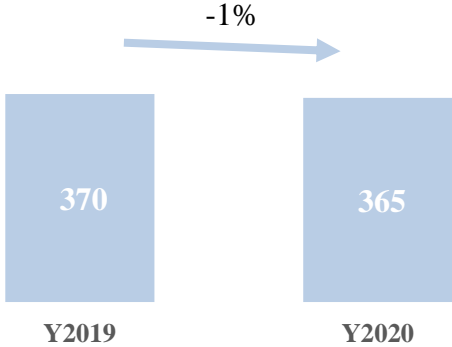
## Finance



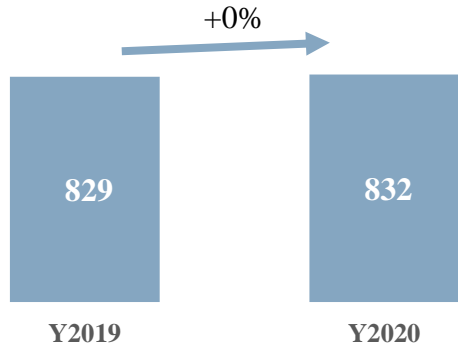
## Others



## MFG



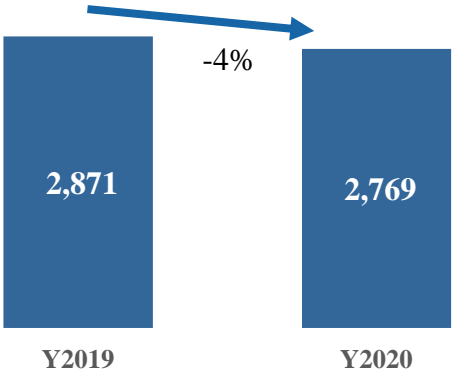
## Telecom



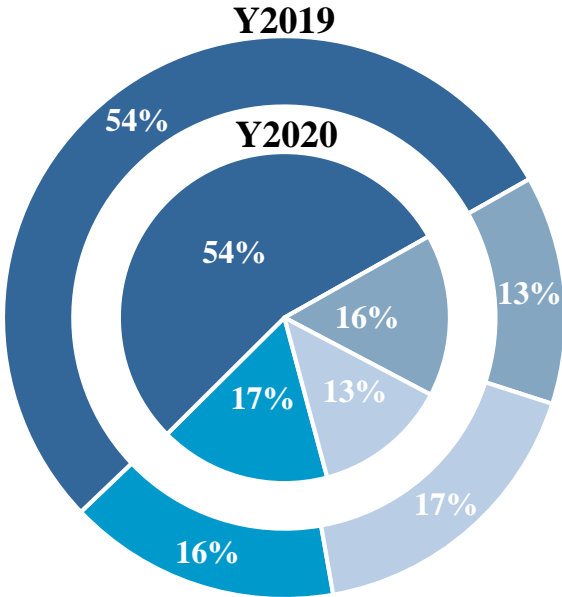
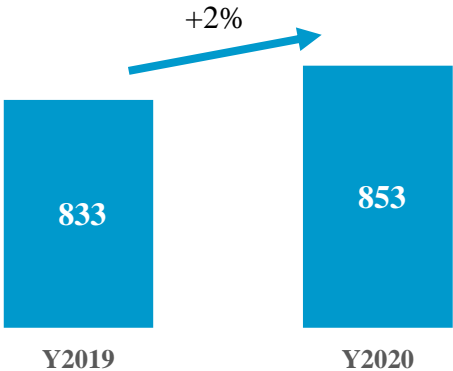
# Revenue Analysis – by Region

(in NT\$ millions)

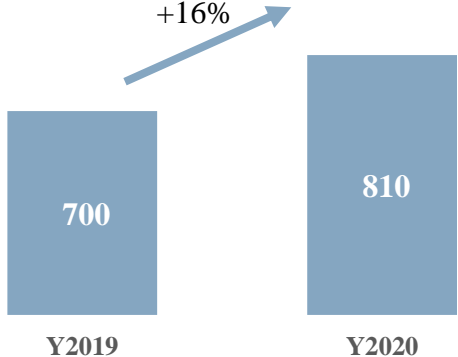
## China



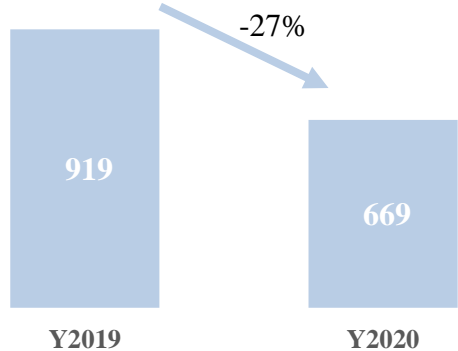
## Japan



## Taiwan



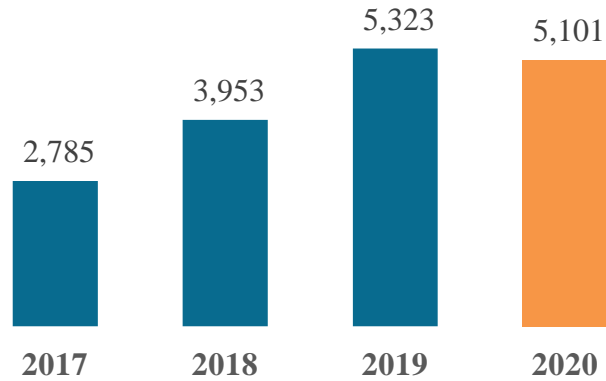
## US & Others



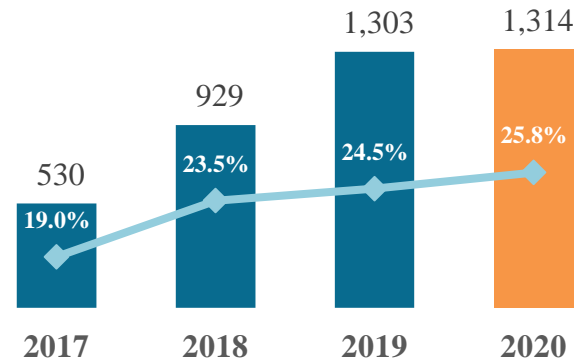
# Financial Performance

(in NT\$ millions)

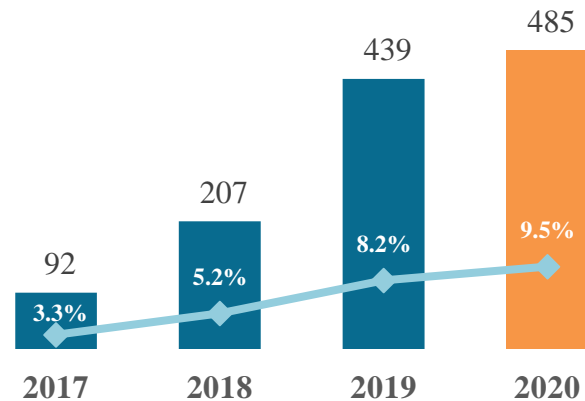
## Net Revenue



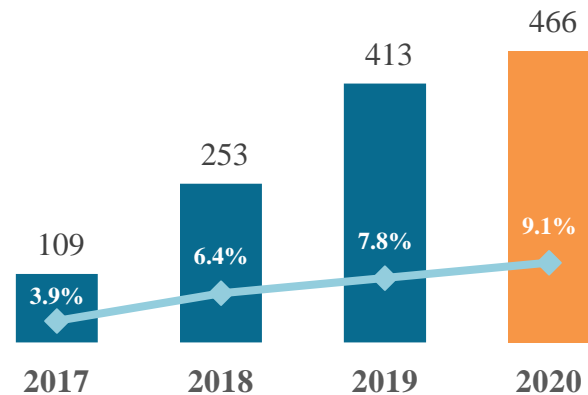
## Gross Profit



## Net Operating Income



## Net Profit

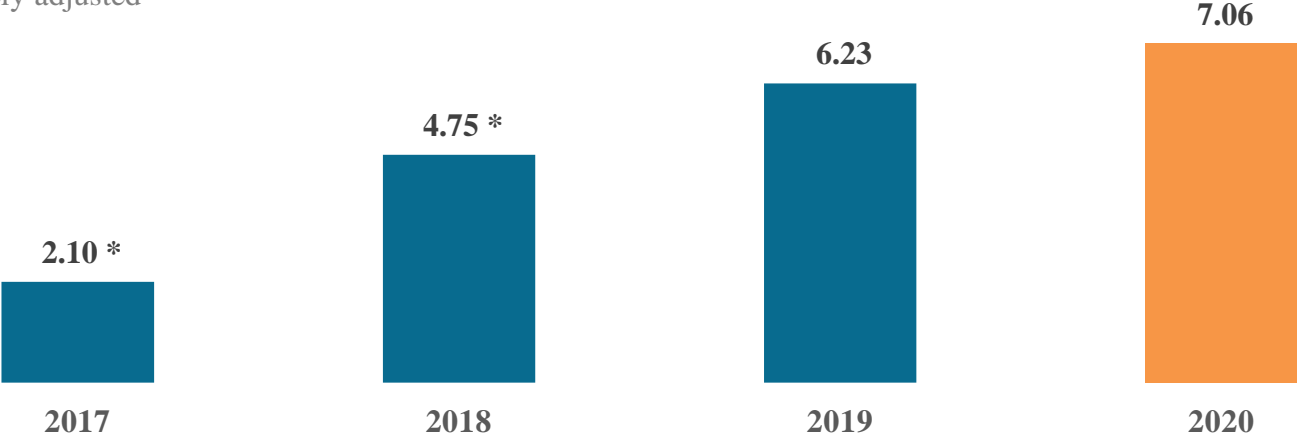


# Profitability

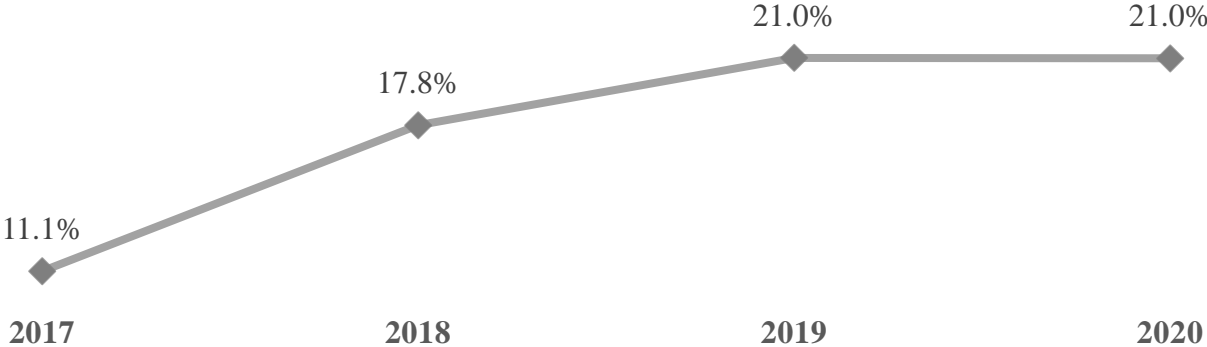


## EPS (NT\$)

\* Retrospectively adjusted



## ROE



# Dividend Payout

	2015	2016	2017	2018	2019	2020
Cash Dividend (NTD)	1.0	1.1	0.5	1.7	3.2	5.0
Stock Dividend (NTD)	0	0	1.0	1.0	0.0	0.0
EPS (NTD)	0.36	1.52	2.54	5.22	6.23	7.06
Total Dividend Payout(%)	278%	72%	59%	52%	52%	71%
Cash Dividend Payout(%)	278%	72%	20%	32%	52%	71%

\*The actual dividend distribution for 2020 is subject to shareholders meeting's ratification.

# 2021 Outlook



## High Tech

Large Enterprises and High-Tech Companies

- Comprehensive IT Services
- Transformational Technologies
- AI & Big Data Related Services (Annotation for Test / Data / Image / Video...)



## Finance

Banking & Insurance Companies

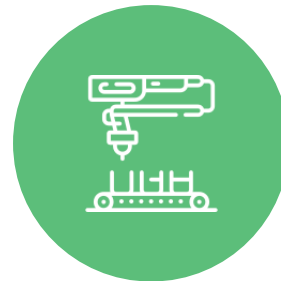
- Comprehensive IT Services
- Digital Banking and Fintech
- Online Banking
- Open Banking
- Financial Ecosystem



## Telecom

Telecom Service Providers & Equipment Vendors

- 5G infrastructure development, testing, maintenance
- 5G application development and delivery
- Smart city 5G application development, design, and testing



## Manufacturing

High-Tech & Electric Vehicle Manufacturers

- AI+IoT+Big Data+5G
- Smart Manufacturing
- Autonomous Driving
- Connected Vehicles
- EV Charging Station Platform

# Strategy for Key Accounts



.....  
**Continue to  
Focus and  
Develop Strategic  
Clients**



.....  
**Become a Top 3 IT  
Services Provider to our  
Existing Clients**



.....  
**Acquire New Strategic  
Clients**



## Double-digit Growth, Solid Profitability



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