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Wistron ITS

# Wistron ITS 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.

# Wistron ITS Quick Facts

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



Certification Achieved



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

## Top 10 Customers

Contributed **40%+** of Total Revenue  
Partnered with Wistron ITS for **5+** Years  
**6+** of them are Fortune 500 Companies

# Wistron ITS ESG



Environmental

GHG Emissions YoY -9%



Social

Workplace



Governance

Ranked OTC Top 5% in Corporate Governance Evaluation



Social Engagement



# 2021 1H Financial Results

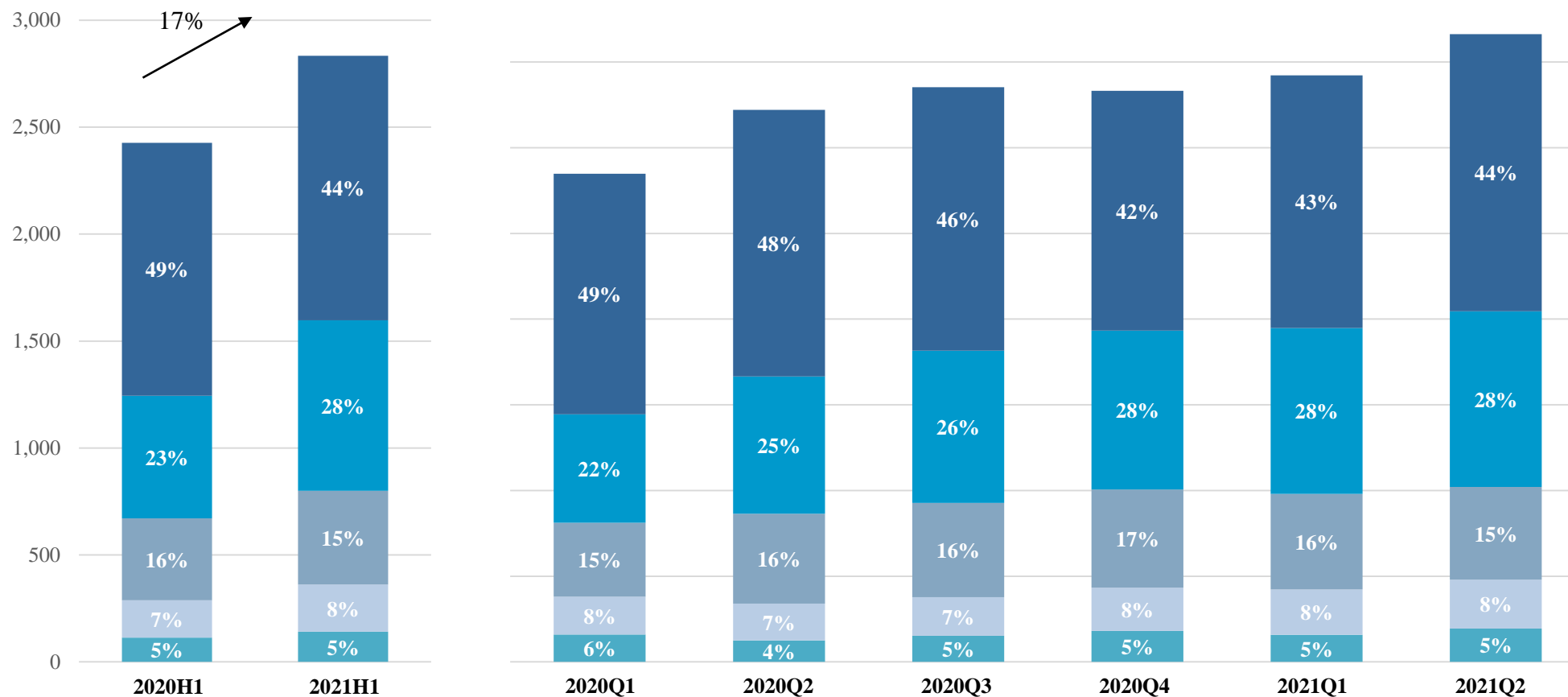
# Consolidated Income Statements

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

	2021H1		2020H1		YoY
<b>Net revenue</b>	\$ 2,833,811	100%	\$ 2,427,299	100%	16.7%
<b>Cost of sales</b>	(2,153,433)	(76%)	(1,804,871)	(74%)	19.3%
<b>Gross profit</b>	680,378	24%	622,428	26%	9.3%
<b>Operating expenses</b>	(434,938)	(15%)	(390,648)	(16%)	11.3%
<b>Net operating income</b>	245,440	9%	231,780	10%	5.9%
<b>Non-operating income and expenses</b>	10,480	0%	12,820	0%	(18.3%)
<b>Profit before tax</b>	255,920	9%	244,600	10%	4.6%
Income tax expenses	(37,080)	(1%)	(33,890)	(1%)	9.4%
<b>Net profit</b>	218,840	8%	210,710	9%	3.9%
<b>Basic earnings per share (in NTD)</b>	\$ 3.32		\$ 3.18		

# Revenue Analysis – by Sector

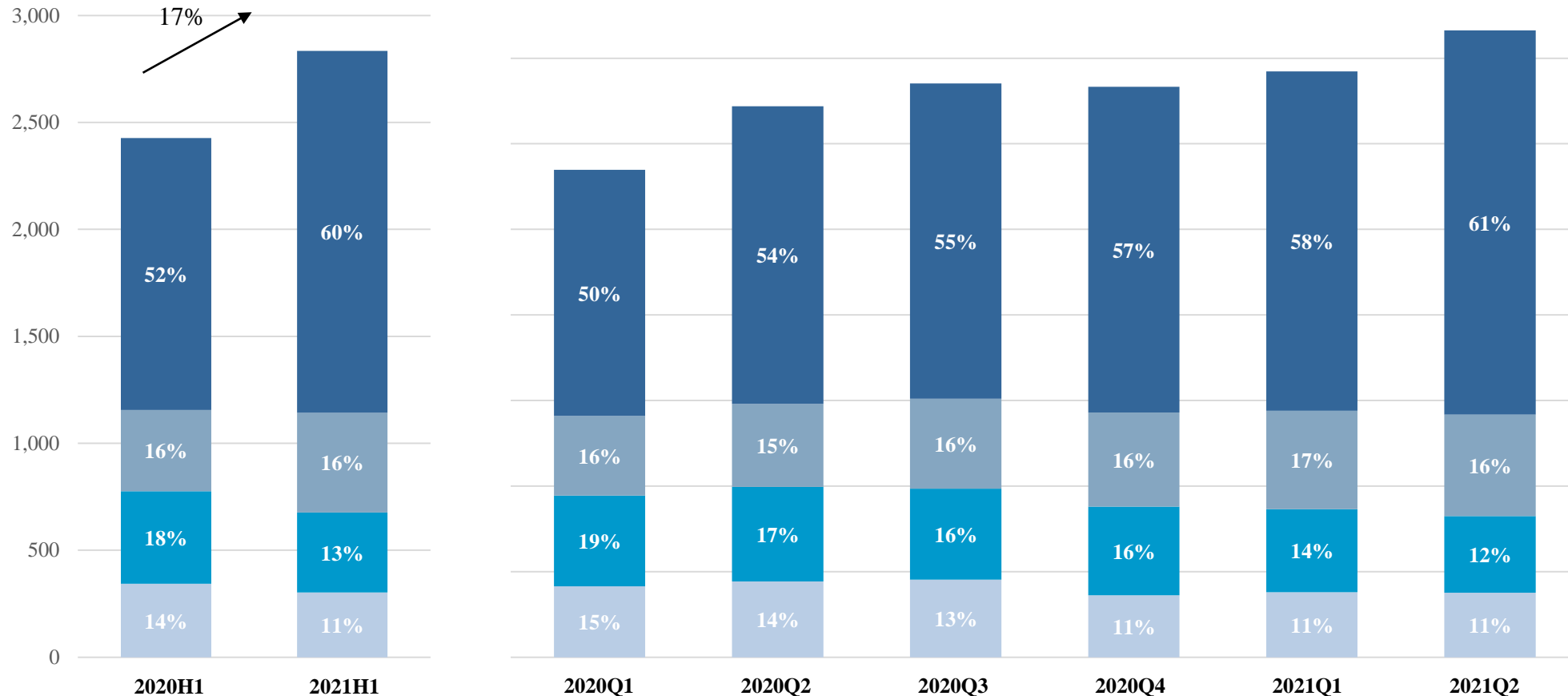
(in NT\$ millions)



	2021H1 vs 2020H1	QoQ	Q2 YoY
IT & High Tech	5%	10%	4%
Finance	39%	6%	28%
Telecom	15%	-3%	3%
MFG	26%	8%	33%
Others	24%	24%	56%

# Revenue Analysis – by Region

(in NT\$ millions)



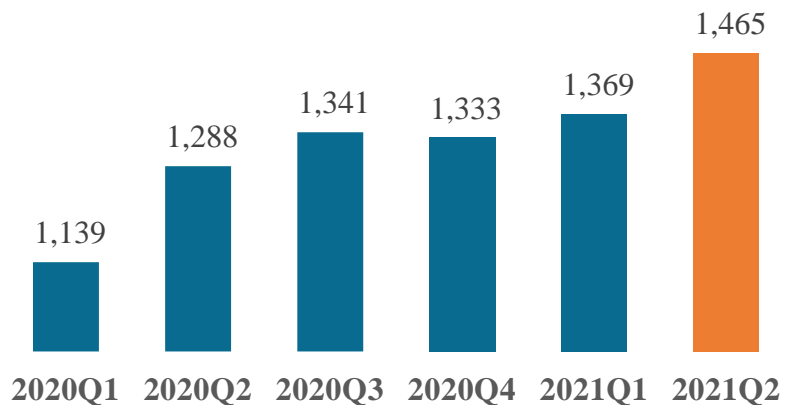
	2021H1 vs 2020H1	QoQ	Q2 YoY
China	33%	13%	29%
Taiwan	23%	3%	22%
Japan	-14%	-8%	-19%
US & Others	-12%	-1%	-15%



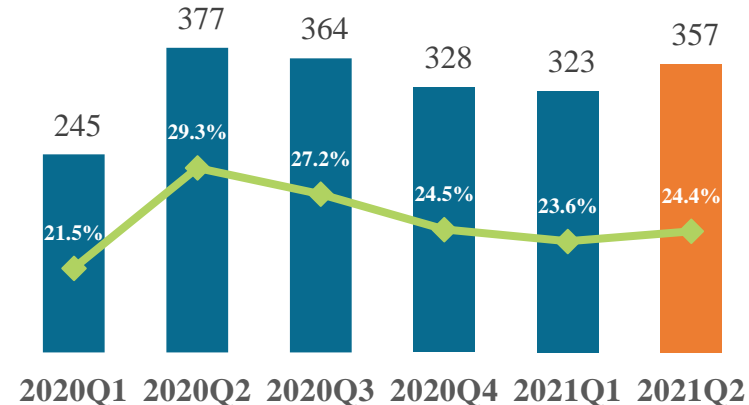
# Financial Performance

(in NT\$ millions)

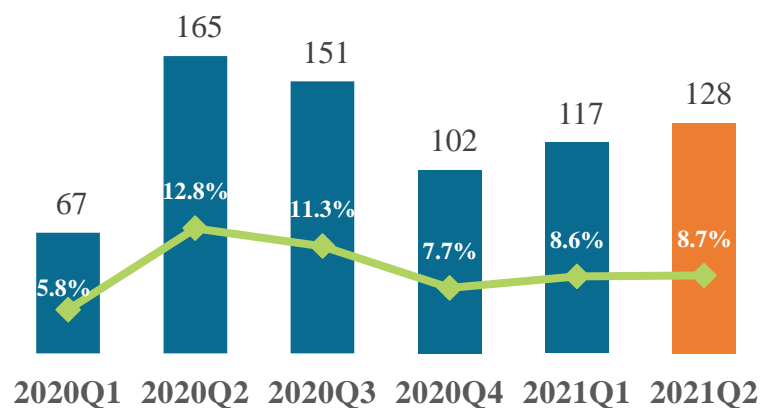
## Net Revenue



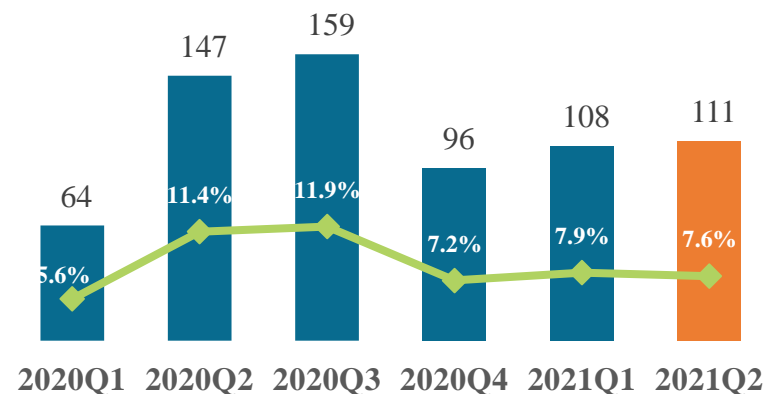
## Gross Profit



## Net Operating Income

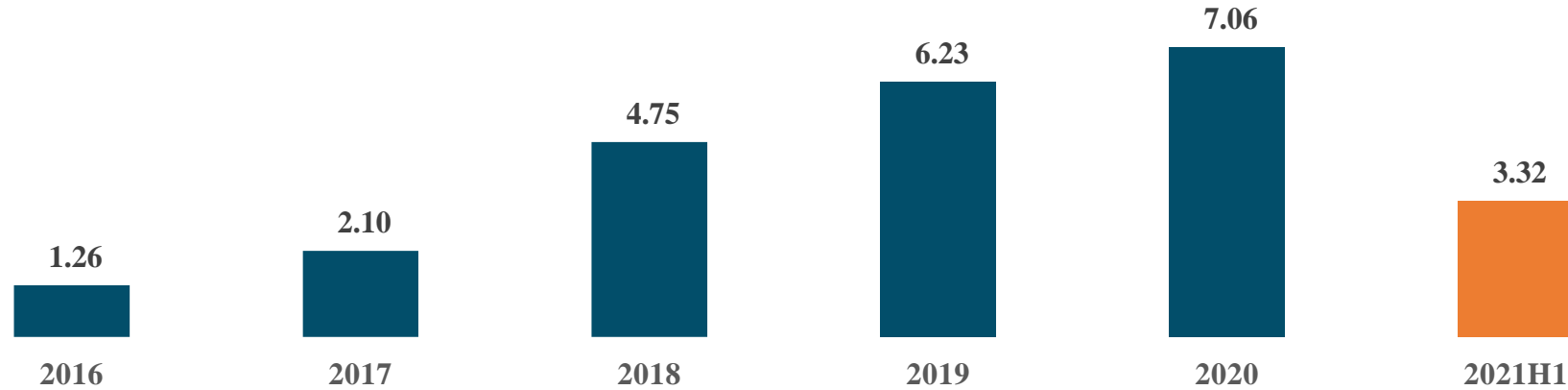


## Net Profit

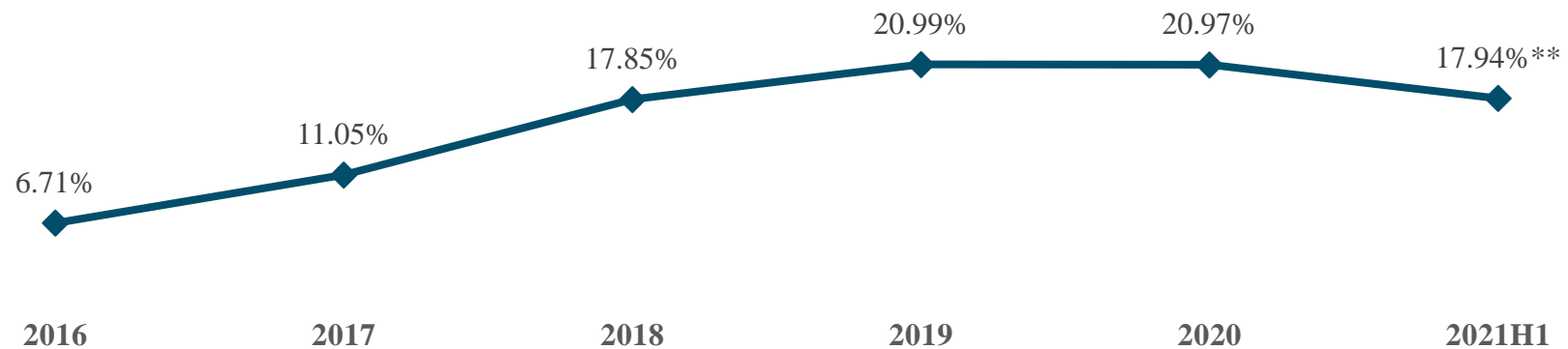


# Profitability

EPS(NT\$)



ROE\*



\* ROE figures are annualized based on average equity attributable to shareholders of the parent company.

\*\*Due to postpone of shareholders meeting, distribution of dividend has not been deducted from shareholder's equity on 2021Q2. If the meeting convened as usual, ROE of 2021H1 would be 19.24%.

# Consolidated Balance Sheets

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

2021/6/30

2020/12/31

2020/6/30

## Selected Items from Balance Sheets

Cash and cash equivalents	\$	837,100	22%	\$	1,175,302	33%	\$	729,455	22%
Notes and accounts receivable, net (including related parties)		1,857,069	50%		1,467,925	40%		1,503,048	47%
Property, plant and equipment		812,866	22%		810,501	22%		822,768	25%
<b>Total assets</b>		<b>3,687,679</b>	<b>100%</b>		<b>3,644,177</b>	<b>100%</b>		<b>3,261,170</b>	<b>100%</b>
<b>Total liabilities</b>		<b>1,143,992</b>	<b>31%</b>		<b>1,308,959</b>	<b>36%</b>		<b>1,246,141</b>	<b>38%</b>
<b>Total equity</b>		<b>2,543,687</b>	<b>69%</b>		<b>2,335,218</b>	<b>64%</b>		<b>2,015,029</b>	<b>62%</b>

## Key Indices

<b>Book value per share (in NTD)</b>	\$	<b>38.56</b>		\$	<b>35.52</b>		\$	<b>30.65</b>
<b>DSO (Days)</b>		<b>109</b>			<b>104</b>			<b>109</b>

# Dividend Payout

	2016	2017	2018	2019	2020
Cash Dividend (NTD)	1.10	0.50	1.70	3.23	4.98
Stock Dividend (NTD)	-	1.00	1.00	-	-
EPS (NTD)	1.52	2.54	5.22	6.23	7.06
Total Dividend Payout(%)	72%	59%	52%	52%	71%
Cash Dividend Payout(%)	72%	20%	32%	52%	71%

# 2021 Outlook

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**Solid revenue growth** with **reasonable profitability** driven by **market share gain** at **potential industries** and **high-growth markets**



Acquire New Strategic Clients



Continue to Focus and Develop Strategic Clients



Become a Top 3 IT Services Provider to our Existing Clients





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