



Customer centric. Integrity. Innovation.

Wistron ITS

Investor Presentation

2019/01/09

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IT
Service
Provider



27
Year
Experiences



5200
Employees



13
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

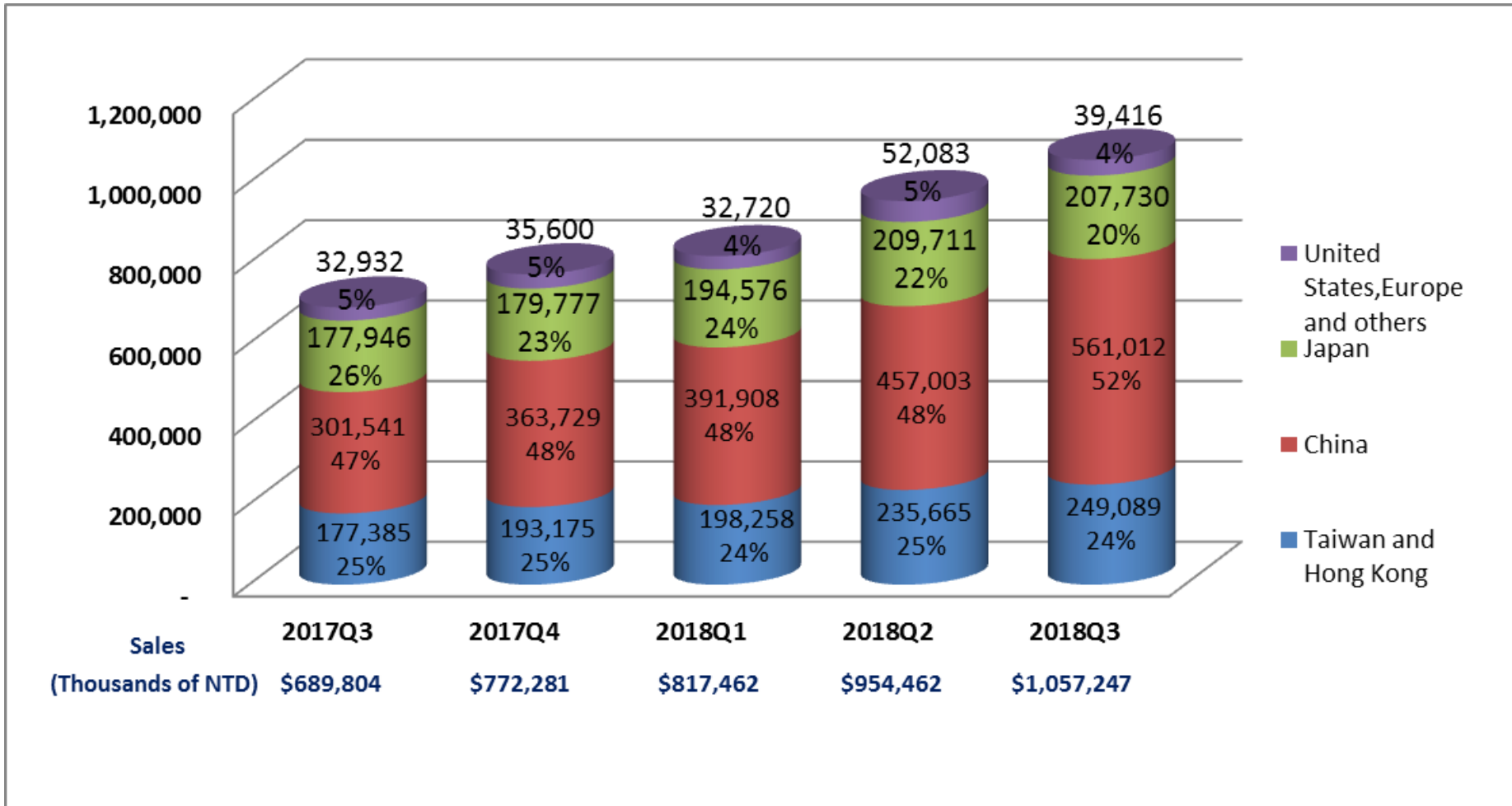
	2018Q3		2018Q2		QoQ	2017Q3		YoY
Operating revenue	\$ 1,057,247	100.0%	\$954,462	100.0%	10.8%	\$689,804	100.0%	53.3%
Operating costs	(815,345)	(77.1%)	(699,185)	(73.3%)	16.6%	(562,292)	(81.5%)	45.0%
Net operating margin	241,902	22.9%	255,277	26.7%	(5.2%)	127,512	18.5%	89.7%
Operating expenses	(186,047)	(17.6%)	(178,090)	(18.7%)	4.5%	(105,570)	(15.3%)	76.2%
Operating profit	55,855	5.3%	77,187	8.1%	(27.6%)	21,942	3.2%	154.6%
Non-operating income and expenses	33,986	3.2%	6,169	0.6%	450.9%	8,627	1.3%	293.9%
Profit before income tax	89,841	8.5%	83,356	8.7%	7.8%	30,569	4.4%	193.9%
Profit for the period	81,415	7.7%	87,003	9.1%	(6.4%)	25,278	3.7%	222.1%
Basic earnings per share(in dollars)□	\$ 1.71		\$ 1.82			\$ 0.54		

Statements of Consolidated Income(Year)

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

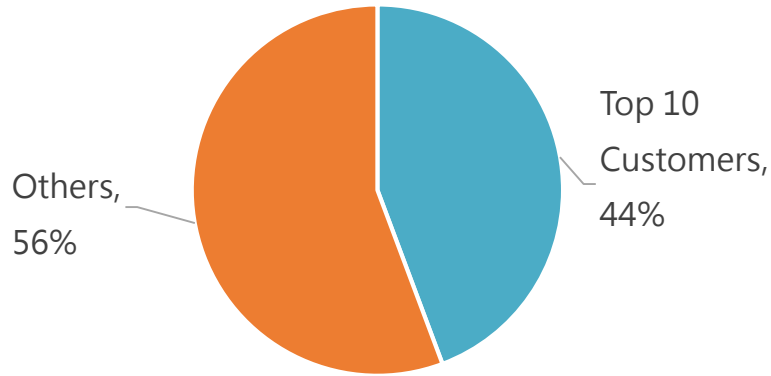
	2018Q1-Q3		2017		2016	
Operating revenue	\$2,829,171	100.0%	\$2,784,634	100.0%	\$2,711,027	100.0%
Operating costs	(2,137,038)	(75.5%)	(2,254,306)	(81.0%)	(2,213,204)	(81.6%)
Net operating margin	692,133	24.5%	530,328	19.0%	497,823	18.4%
Operating expenses	(527,310)	(18.6%)	(438,638)	(15.8%)	(457,615)	(16.9%)
Operating profit	164,823	5.8%	91,690	3.3%	40,208	1.5%
Non-operating income and expenses	42,378	1.5%	29,671	1.1%	32,389	1.2%
Profit before income tax	207,201	7.3%	121,361	4.4%	72,597	2.7%
Profit for the period	195,420	6.9%	109,239	3.9%	66,226	2.4%
Basic earnings per share(in dollars)□	\$ 4.10		\$ 2.31		\$ 1.52	

Revenue Share By Area-QoQ

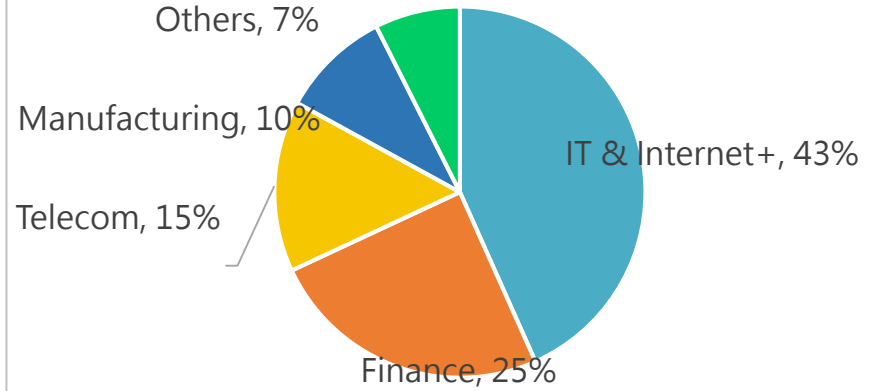


2018 Revenue Share

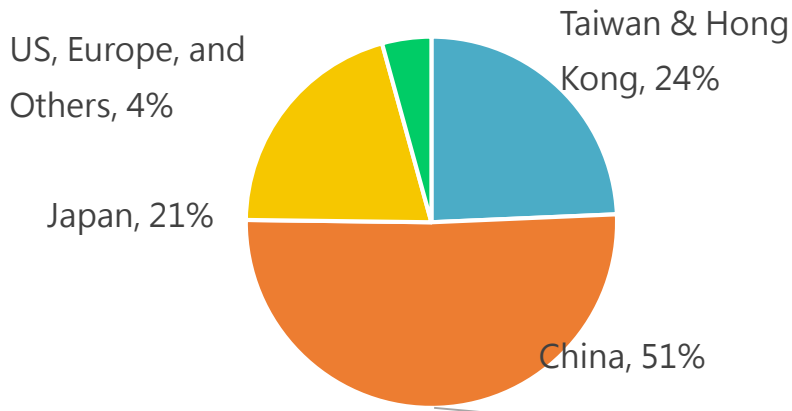
Top 10 Customers Revenue Share



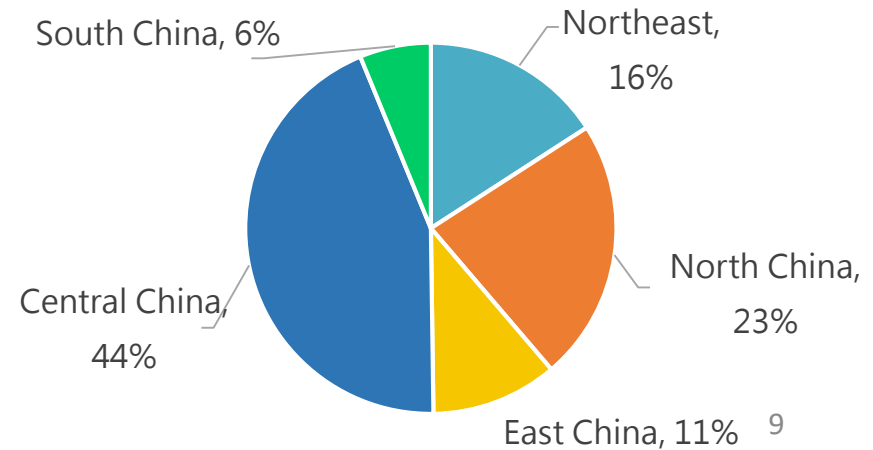
Revenue Share by Industry



Revenue Share by Area

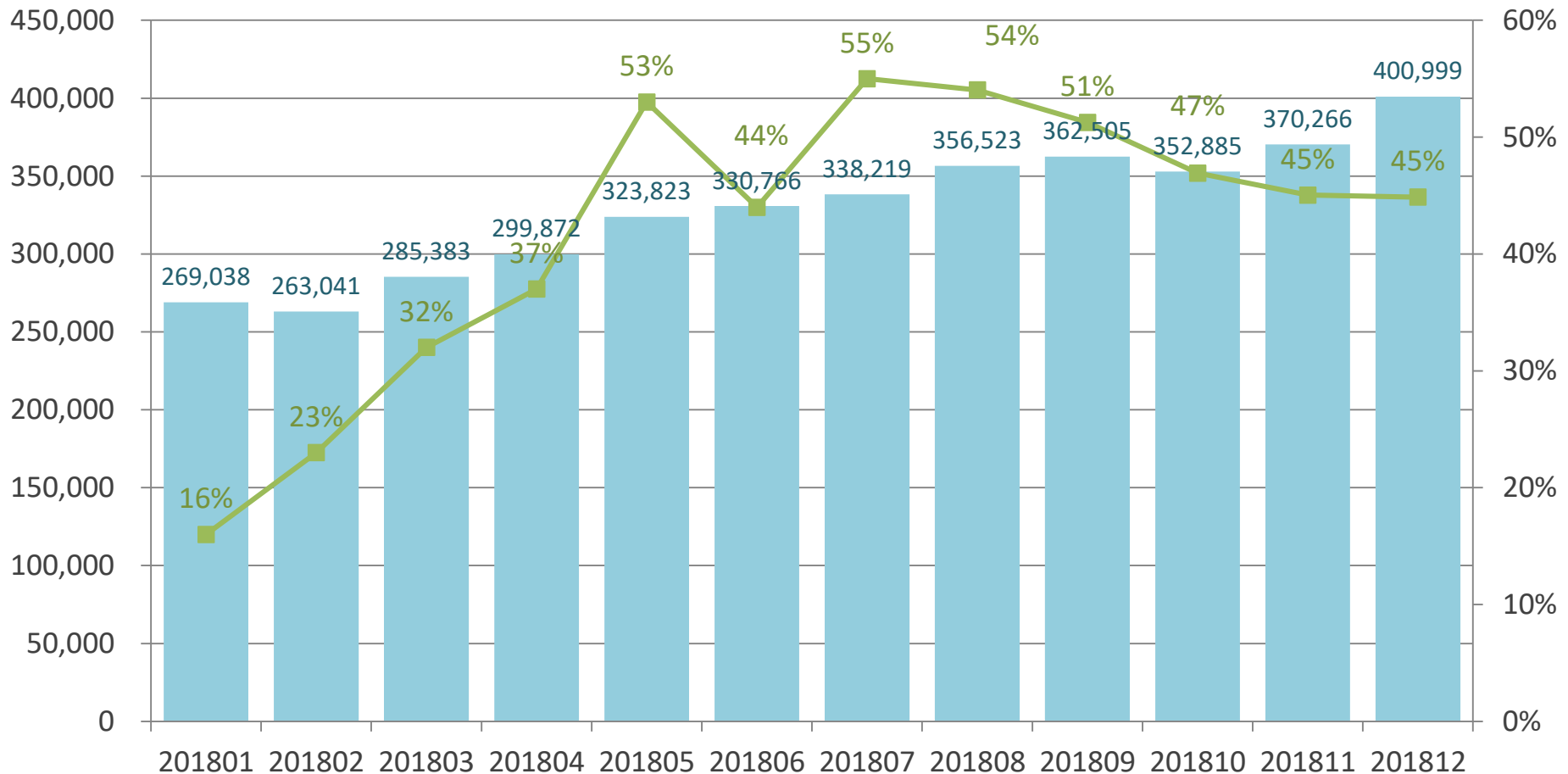


China Revenue Share by Region



2018 01~12 Monthly Revenue

Monthly Revenue(Thousands of NTD) YoY%



Consolidated Balance Sheet

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

	2018/9/30		2018/6/30		QoQ	2017/9/30		YoY
Cash and cash equivalents	\$ 538,350	26.0%	\$ 633,752	31.5%	(15.1%)	\$ 732,387	42.4%	(26.5%)
Accounts receivable, net (including related parties)	1,180,669	57.1%	1,033,927	51.4%	14.2%	751,807	43.5%	57.0%
Other current assets	48,056	2.3%	93,230	4.6%	(48.5%)	93,894	5.4%	(48.8%)
Property, plant and equipment, net	51,175	2.5%	47,822	2.4%	7.0%	37,650	2.2%	35.9%
Other assets	248,466	12.0%	203,631	10.1%	22.0%	112,744	6.5%	120.4%
Total assets	2,066,716	100.0%	2,012,362	100.0%	2.7%	1,728,482	100.0%	19.6%
Short-term borrowings	129,985	6.3%	36,484	1.8%	256.3%	65,736	3.8%	97.7%
Accounts payable (including related parties)	152,989	7.4%	166,309	8.3%	(8.0%)	131,008	7.6%	16.8%
Other payables	419,690	20.3%	517,130	25.7%	(18.8%)	360,031	20.8%	16.6%
Other liabilities	166,366	8.0%	178,287	8.9%	(6.7%)	202,891	11.7%	(18.0%)
Total liabilities	869,030	42.0%	898,210	44.6%	(3.2%)	759,666	43.9%	14.4%
Total equity	1,197,686	58.0%	1,114,152	55.4%	7.5%	968,816	56.1%	23.6%
Book value per share(in dollars)	\$ 24.84		\$ 25.39			\$ 22.50		

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