



Customer centric. Integrity. Innovation.

# Wistron ITS

## Investor Presentation

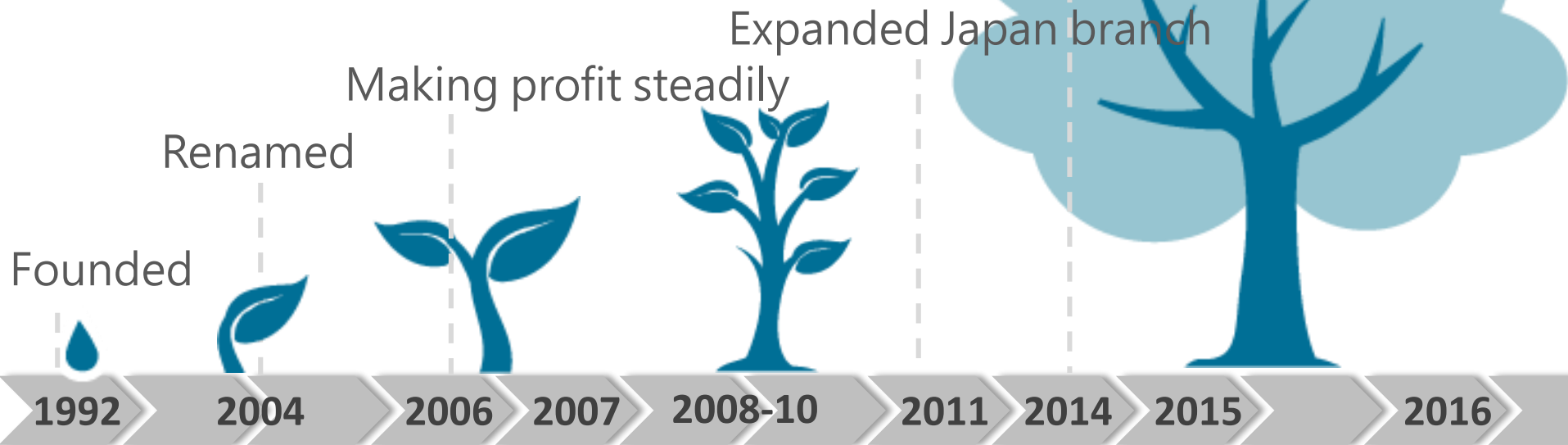
2018/04/17

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# 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

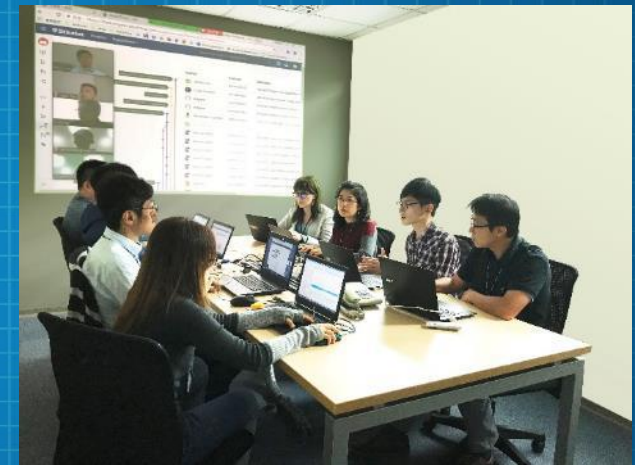


Logistics

# 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

	2017Q4		2017Q3		QoQ	2016Q4		YoY
Operating revenue	\$772,281	100.0%	\$689,804	100.0%	12.0%	\$680,783	100.0%	13.4%
Operating costs	(623,418)	(80.7%)	(562,292)	(81.5%)	10.9%	(547,355)	(80.4%)	13.9%
Net operating margin	148,863	19.3%	127,512	18.5%	16.7%	133,428	19.6%	11.6%
Operating expenses	(127,571)	(16.5%)	(105,570)	(15.3%)	20.8%	(134,200)	(19.7%)	(4.9%)
Operating profit	21,292	2.8%	21,942	3.2%	(3.0%)	(772)	(0.1%)	2858.0%
Non-operating income and expenses	17,871	2.3%	8,627	1.3%	107.2%	15,355	2.3%	16.4%
Profit before income tax	39,163	5.1%	30,569	4.4%	28.1%	14,583	2.1%	168.6%
Profit for the period	44,882	5.8%	25,278	3.7%	77.6%	26,864	3.9%	67.1%
Basic earnings per share(in dollars)	\$ 1.04		\$ 0.59			\$ 0.62		

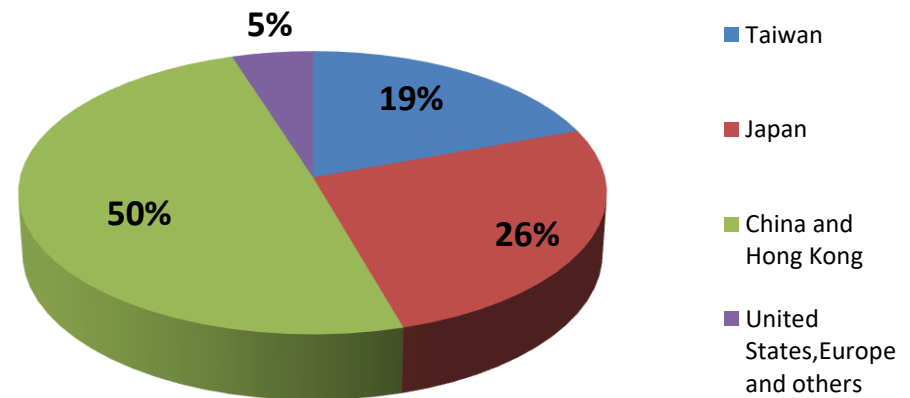
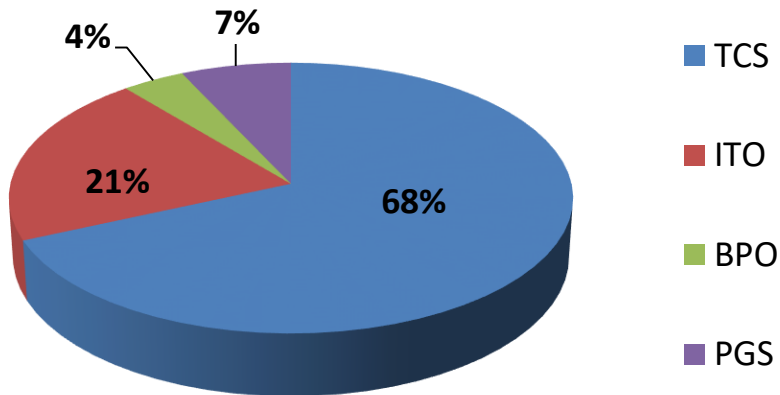
# Statements of Consolidated Income(Year)

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

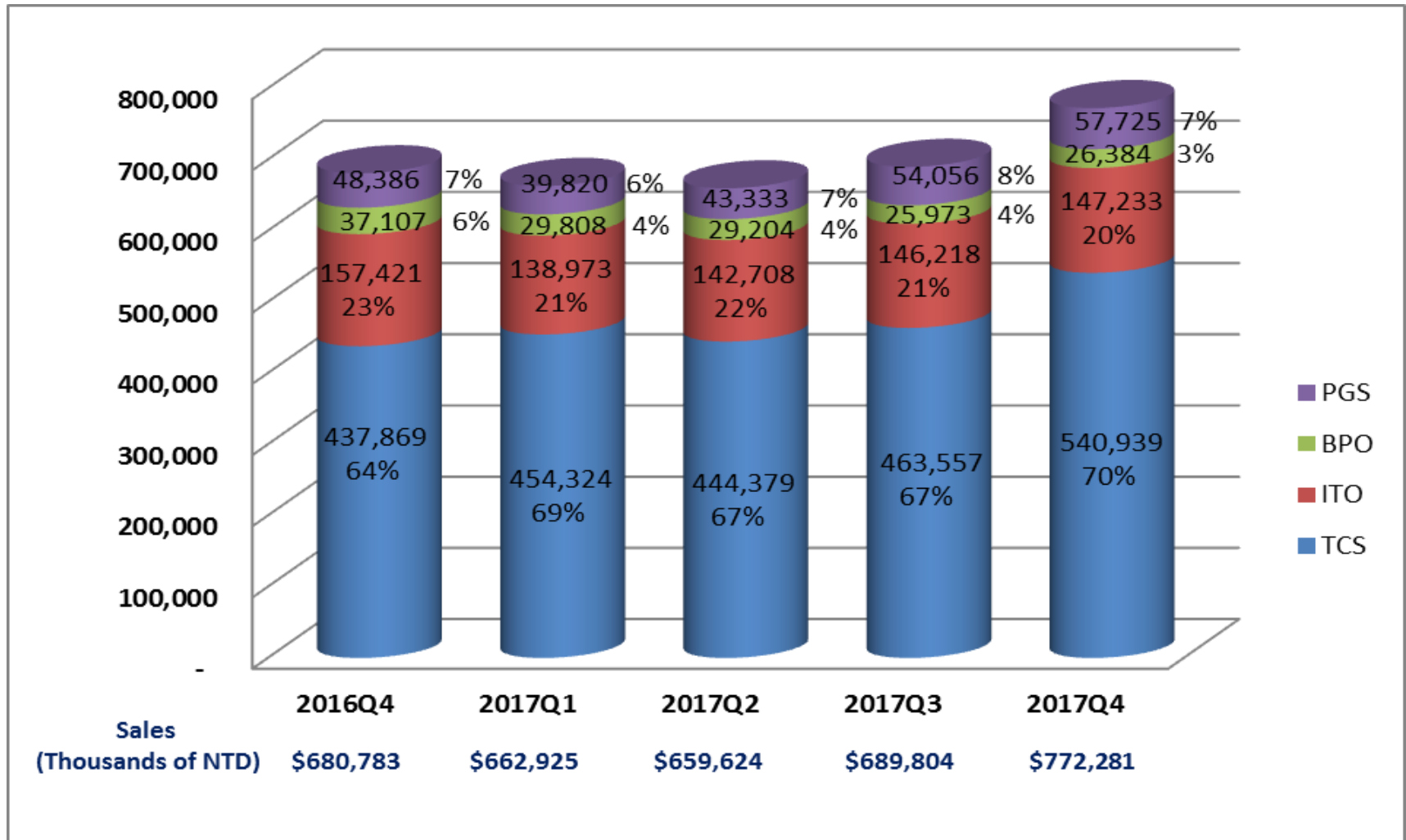
	2017		2016		2015	
Operating revenue	2,784,634	100.0%	\$2,711,027	100.0%	\$2,501,935	100.0%
Operating costs	(2,254,306)	(81.0%)	(2,213,204)	(81.6%)	(2,076,039)	(83.0%)
Net operating margin	530,328	19.0%	497,823	18.4%	425,896	17.0%
Operating expenses	(438,638)	(15.8%)	(457,615)	(16.9%)	(455,704)	(18.2%)
Operating profit	91,690	3.3%	40,208	1.5%	(29,808)	(1.2%)
Non-operating income and expenses	29,671	1.1%	32,389	1.2%	48,138	1.9%
Profit before income tax	121,361	4.4%	72,597	2.7%	18,330	0.7%
Profit for the period	109,239	3.9%	66,226	2.4%	15,610	0.6%
Basic earnings per share(in dollars)	\$ 2.54		\$ 1.52		\$ 0.36	

# 2017 Q1~Q3 Revenue

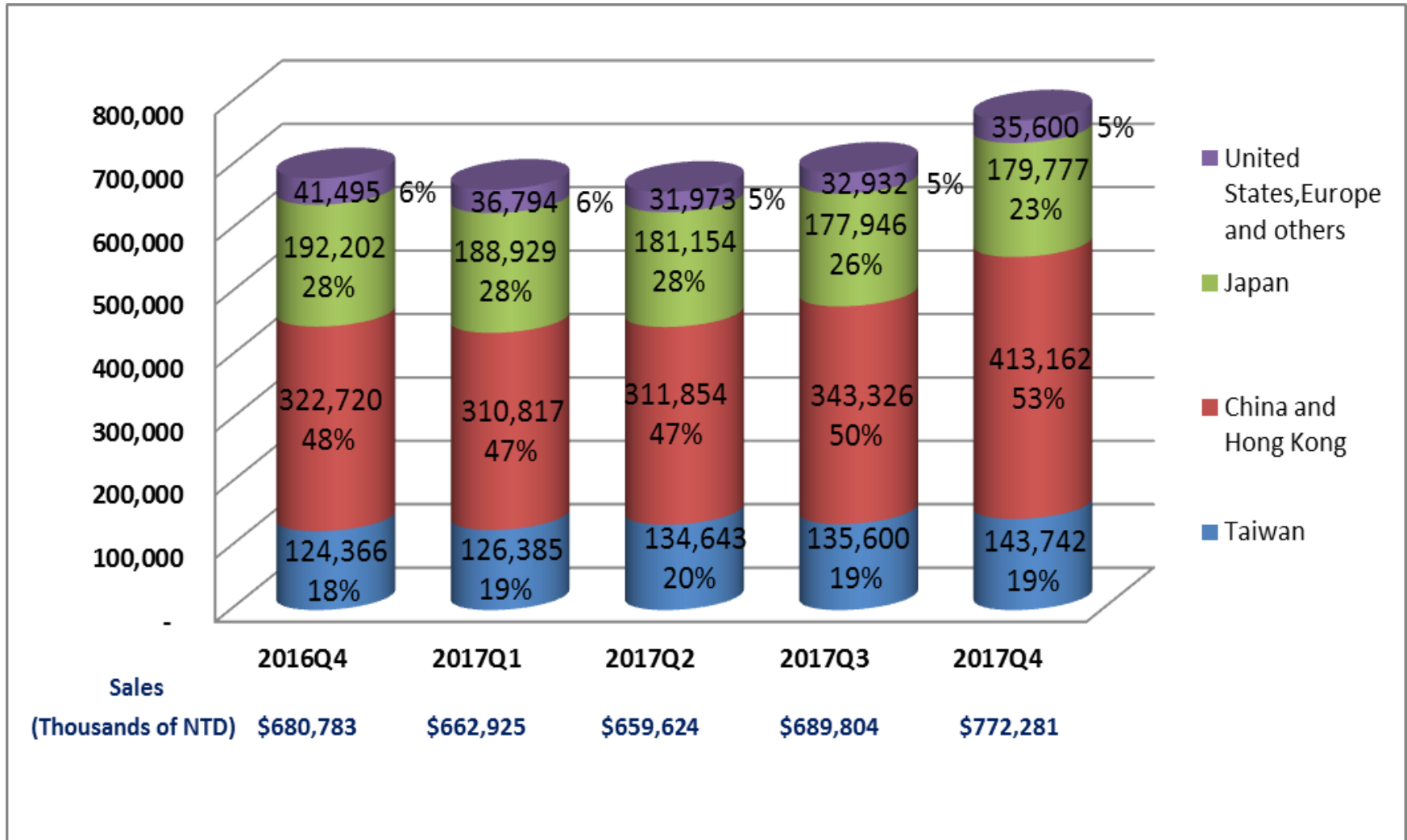
Type/Area	Taiwan	Japan	China and Hong Kong	United States, Europe and others	Total
TCS	312,810	574,835	1,005,820	9,734	1,903,199
ITO	213,240	103,000	138,048	120,844	575,132
BPO	-	46,179	65,190	-	111,369
PGS	14,320	3,792	170,101	6,721	194,934
<b>Total</b>	<b>540,370</b>	<b>727,806</b>	<b>1,379,159</b>	<b>137,299</b>	<b>2,784,634</b>



# 2017 Revenue By Business Type



# 2017 Revenue By Area



# Consolidated Balance Sheet



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

	2017/12/31		2017/9/30		QoQ	2016/12/31		YoY
Cash and cash equivalents	\$ 910,726	48.6%	\$ 732,387	42.4%	24.4%	\$ 947,342	52.8%	(3.9%)
Accounts receivable, net (including related parties)	715,690	38.2%	751,807	43.5%	(4.8%)	593,507	33.1%	20.6%
Other current assets	91,383	4.9%	93,894	5.4%	(2.7%)	100,336	5.6%	(8.9%)
Property, plant and equipment, net	43,677	2.3%	37,650	2.2%	16.0%	44,186	2.5%	(1.2%)
Other assets	113,105	6.0%	112,744	6.5%	0.3%	108,965	6.1%	3.8%
<b>Total assets</b>	<b>1,874,581</b>	<b>100.0%</b>	<b>1,728,482</b>	<b>100.0%</b>	<b>8.5%</b>	<b>1,794,336</b>	<b>100.0%</b>	<b>4.5%</b>
Short-term borrowings	43,177	2.3%	65,736	3.8%	(34.3%)	37,508	2.1%	15.1%
Accounts payable (including related parties)	134,915	7.2%	131,008	7.6%	3.0%	150,193	8.4%	(10.2%)
Other payables	479,943	25.6%	360,031	20.8%	33.3%	418,008	23.3%	14.8%
Other liabilities	206,867	11.0%	202,891	11.7%	2.0%	221,814	12.4%	(6.7%)
<b>Total liabilities</b>	<b>864,902</b>	<b>46.1%</b>	<b>759,666</b>	<b>43.9%</b>	<b>13.9%</b>	<b>827,523</b>	<b>46.1%</b>	<b>4.5%</b>
<b>Total equity</b>	<b>1,009,679</b>	<b>53.9%</b>	<b>968,816</b>	<b>56.1%</b>	<b>4.2%</b>	<b>966,813</b>	<b>53.9%</b>	<b>4.4%</b>
Book value per share(in dollars)	\$ 23.29		\$ 22.50			\$ 22.57		



# Dividend

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

Note : 2017 Dividend has not been approved by AGM

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