

# ***2021 Investor Conference***

November 2021



*Smarter Solutions for a Smarter Future*

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# Agenda

- Financial Information
- Business Development Update
- Summary



# 3Q 2021 Income Statement QoQ (Consolidated)

(in NT\$ million)

	3Q 2021		2Q 2021		QoQ
	Amount	%	Amount	%	%
<b>Net Revenue</b>	17,330	100.0	15,503	100.0	11.8
<b>Realized Gross Profit</b>	1,925	11.1	1,719	11.1	12.0
<b>Operating Expense</b>	1,673	9.6	1,554	10.0	7.7
<b>Operating Income</b>	252	1.5	165	1.1	52.7
<b>Non-operating Income/(Loss)</b>	166	0.9	138	0.9	
<b>PBT</b>	418	2.4	303	2.0	38.0
<b>PAT</b>	334	1.9	292	1.9	14.4
<b>Total shares (M)</b>	397.34		397.41		
<b>Outstanding shares (M)</b>	390.61		390.22		
<b>EPS (@NTD/share)</b>	0.85		0.75		



# 1-3Q 2021 Income Statement YoY (Consolidated)

(in NT\$ million)

	1-3Q 2021		1-3Q 2020		YoY
	Amount	%	Amount	%	%
<b>Net Revenue</b>	48,176	100.0	45,554	100.0	5.8
<b>Realized Gross Profit</b>	5,315	11.0	5,142	11.3	3.4
<b>Operating Expense</b>	4,629	9.6	3,995	8.8	15.9
<b>Operating Income</b>	686	1.4	1,147	2.5	-40.2
<b>Non-operating Income/(Loss)</b>	327	0.7	180	0.4	
<b>PBT</b>	1,013	2.1	1,327	2.9	-23.7
<b>PAT</b>	900	1.9	1,126	2.5	-20.1
<b>Total shares (M)</b>	397.34		397.62		
<b>Outstanding shares (M)</b>	390.61		390.13		
<b>EPS (@NTD/share)</b>	2.30		2.89		



# 2021/09/30 Balance Sheet (Consolidated)

(in NT\$ million)	2021/09/30		2021/06/30		QoQ		2020/09/30		YoY	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Cash & ST Investments	3,710	9	4,374	11	(664)	-15	4,793	13	(1,083)	-23
A/R	12,963	31	11,760	29	1,203	10	14,885	39	(1,922)	-13
Inventory	14,157	34	13,577	34	580	4	8,176	22	5,981	73
Other Current Assets	647	1	429	1	218	51	433	1	214	49
<b>Total Current Assets</b>	<b>31,477</b>	<b>75</b>	<b>30,140</b>	<b>75</b>	<b>1,337</b>	<b>4</b>	<b>28,287</b>	<b>75</b>	<b>3,190</b>	<b>11</b>
LT Equity Investments	152	0	159	0	(7)	-4	174	0	(22)	-13
Property, Plant and Equipment	7,772	19	7,565	19	207	3	6,868	18	904	13
Others Assets	2,597	6	2,571	6	26	1	2,648	7	(51)	-2
<b>Total Assets</b>	<b>41,998</b>	<b>100</b>	<b>40,435</b>	<b>100</b>	<b>1,563</b>	<b>4</b>	<b>37,977</b>	<b>100</b>	<b>4,021</b>	<b>11</b>
ST Borrowing	5,282	13	2,260	6	3,022	134	3,770	10	1,512	40
A/P	11,643	28	12,638	31	(995)	-8	10,173	27	1,470	14
Other Current Liabilities	5,055	12	5,807	14	(752)	-13	4,514	12	541	12
Other Liabilities	3,439	8	3,383	9	56	2	3,207	8	232	7
<b>Total Liabilities</b>	<b>25,419</b>	<b>61</b>	<b>24,088</b>	<b>60</b>	<b>1,331</b>	<b>6</b>	<b>21,664</b>	<b>57</b>	<b>3,755</b>	<b>17</b>
Shareholder's Equity	16,579	39	16,347	40	232	1	16,313	43	266	2

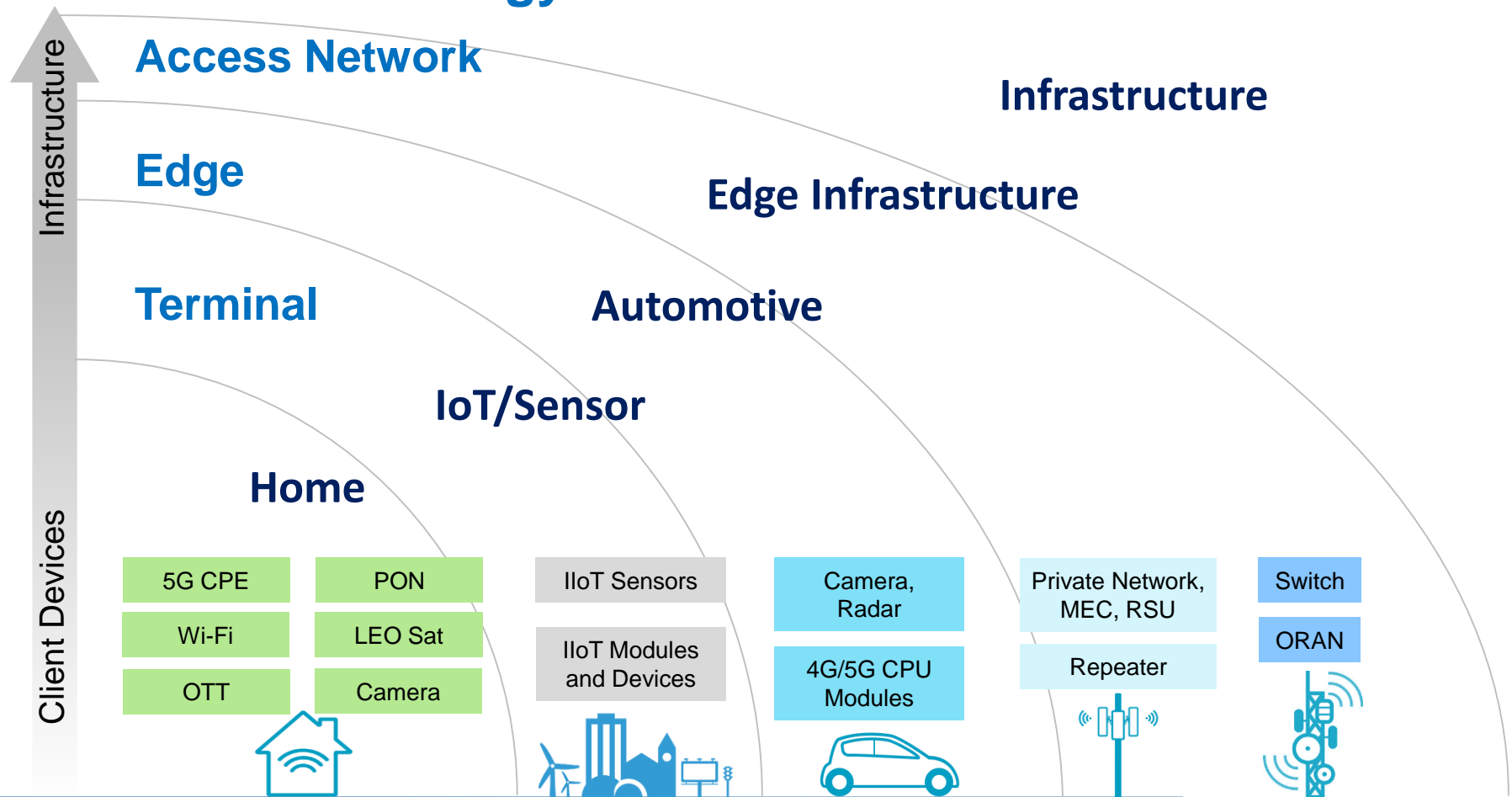


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# WNC Product Strategy





# Product Category



## Networking

Enterprise and Infrastructure Networking

- Enterprise APs & Switches / Mesh Routers / SD WAN / 5G O-RAN / Smart NIC

Consumer Connectivity

- Wireless Modules / Cellular Connectivity



## Automotive & Industrial Solutions

Car Connectivity (CPU / Cellular / Wi-Fi / Bluetooth Modules)

Satellite / Digital Radio

ADAS / C-V2X RSU solution

Smart Meters / Vehicle tracker



## Connected Home

Broadband Access (Cellular / PON) / Repeater

Connected TV / OTT STB

Smart Home / IoT / Medical

Satellite TV / Satellite Broadband

Home Security

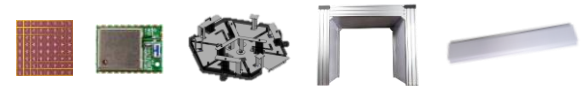


## Others

Antenna Solutions

- Laptop / Mobile / Broadband

RFID Solutions ( Tunnel / Portal )



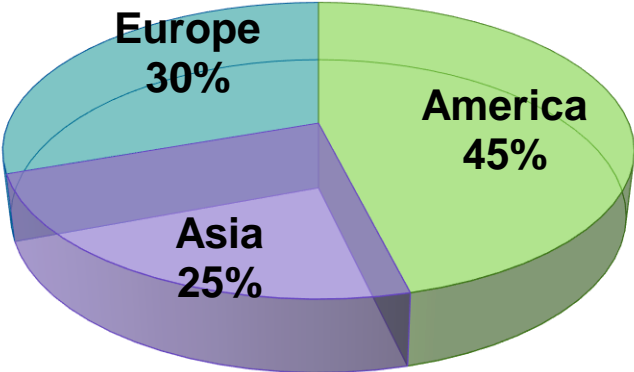
# Strategies to Create Value

- Elevate to system and S/W ODM based on HW JDM and CM.
- Enter strategic markets and products. Grow CN, JP, and EU business to balance utilization at KS site.
- Balance scale and margin with fair business model.

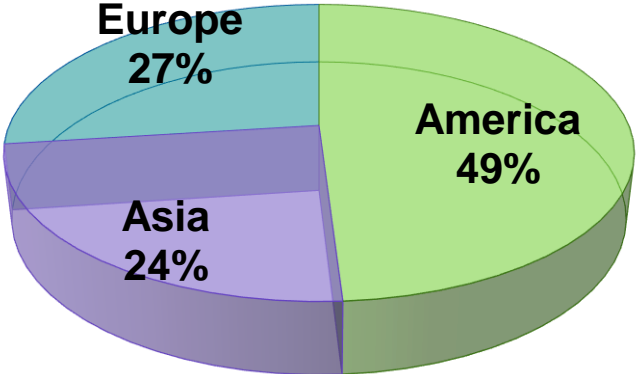


# Revenue by Region

2020

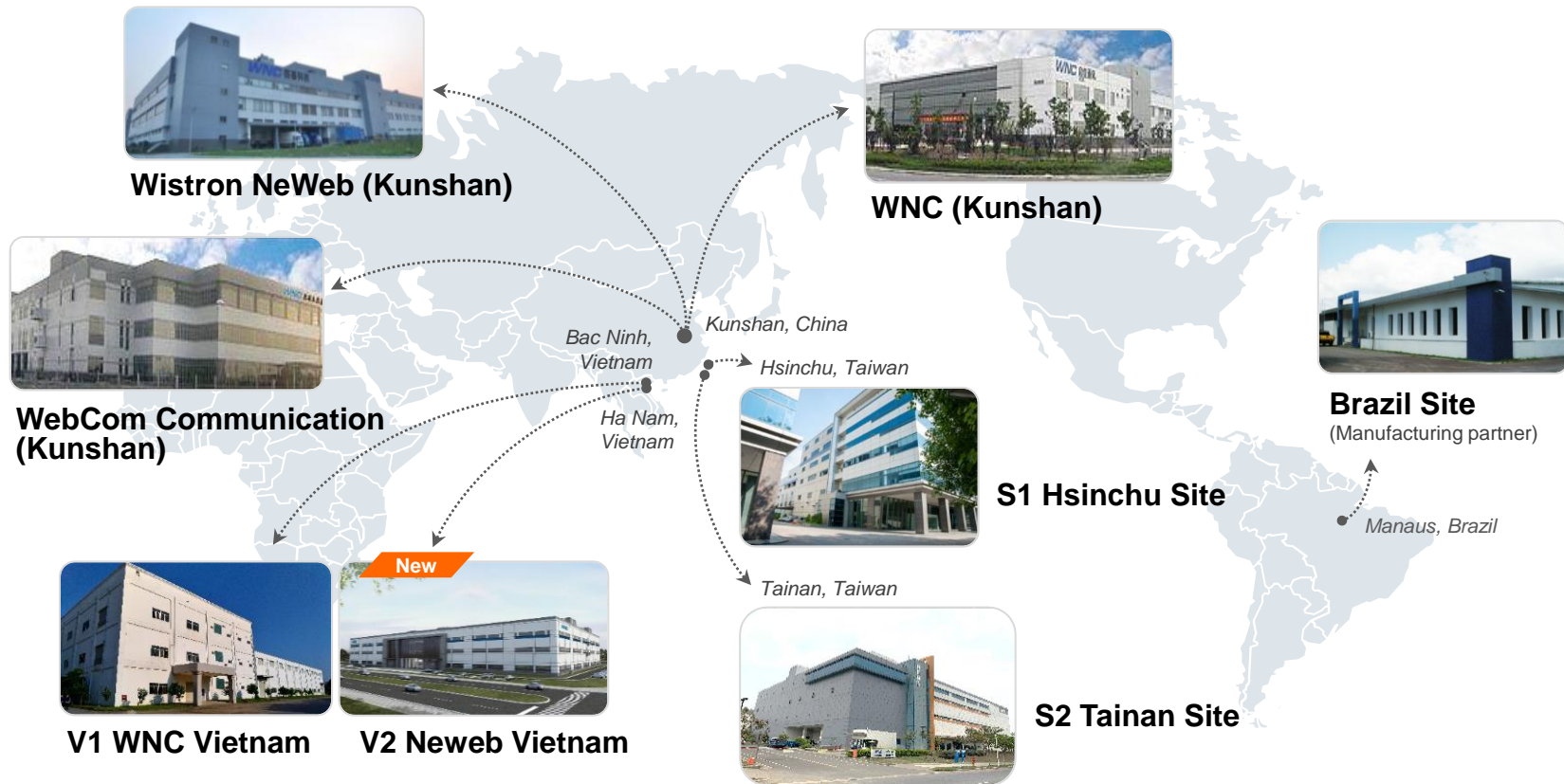


1-3Q 2021



# WNC Global Manufacturing Sites Overview

✓ Time-to-market advantage through highly capable in-house manufacturing



# ESG Performance

- **EcoVadis** assessment of suppliers' environmental and social performance for global supply chains  
2020 rating: Platinum Medal
- **TIA (QuEST)** assessment of global ICT companies for sustainable supply chains  
2021 rating: Silver
- **CDP** ratings in the “climate change” and “supply chain management” categories exceed the industry average.



# Transitioning to Low Carbon Business Processes

**Transitioning to low carbon business processes** is now an important part of our sustainable development work. With the aim of **achieving carbon neutrality**, we have implemented measures related to environmental management.

1

TCFD  
Reporting

2

Green  
Building

3

Low-Carbon  
Product

4

Renewable  
Energy



# R&D Achievements

## R&D Awards

- IT World Awards *2019, 2018*
- CES Innovation Awards *2016*
- Hsinchu Science Park R&D Accomplishment Award *2020, 2018*
- Hsinchu Science Park Innovative Product Award *2018, 2017*

## Patents

- **2,045** patents / **292** applications (As of Oct 31, 2021)



# Corporate Governance Recognition



WNC not only focuses on R&D investment but also values sustainability in its long-term operations.

- **Asiamoney Awards** *2021, 2020*
  - Overall Most Outstanding Company in Taiwan
  - *Most Outstanding Company in Taiwan – Technology Hardware & Equipment Sector*
  - *Most Outstanding Company in Taiwan – Small/Mid Caps Sector*
- **Taiwan Corporate Sustainability Report Award** *Platinum Medal 2020, Gold Medal 2019*
- **Excellence in Corporate Social Responsibility Top 50** *2020, 2019*
- **SGS CSR Awards – People Development Excellence Awards** *2020*





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# **WNC**

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