2024 Investor Conference

Nov 2024

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Agenda

- **Financial Information**
- Business Development Update
- Summary
- Q&A

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Q3 2024 Income Statement QoQ (Consolidated)

(in NT$ million)	Q3 2024 Amount	Q3 2024 %	Q2 2024 Amount	Q2 2024 %	QoQ Amount	QoQ %
Net Revenue	25,967	100.0	30,713	100.0	(4,746)	-15.5
Realized Gross Profit	2,952	11.4	3,871	12.6	(919)	-23.7
Operating Expense	2,351	9.1	2,629	8.6	(278)	-10.6
Operating Income	601	2.3	1,242	4.0	(641)	-51.6
Non-operating Income/(Loss)	25	0.1	127	0.5	(102)	-80.3
PBT	626	2.4	1,369	4.5	(743)	-54.3
PAT	520	2.0	1,165	3.8	(645)	-55.4
Total shares (M)	485.25		485.25			
Outstanding shares (M)	475.27		475.27			
EPS (@NTD/share)	1.09		2.45			

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Q1-3 2024 Income Statement YoY (Consolidated)

(in NT$ million)	Q1-3 2024		Q1-3 2023		YoY	
	Amount	%	Amount	%	Amount	%
Net Revenue	82,264	100.0	81,103	100.0	1,161	1.4
Realized Gross Profit	9,786	11.9	9,974	12.3	(188)	-1.9
Operating Expense	7,190	8.7	6,607	8.1	583	8.8
Operating Income	2,596	3.2	3,367	4.2	(771)	-22.9
Non-operating Income/(Loss)	340	0.4	343	0.4	(3)	-0.9
PBT	2,936	3.6	3,710	4.6	(774)	-20.9
PAT	2,435	3.0	2,934	3.6	(499)	-17.0
Total shares (M)	485.25		432.46			
Outstanding shares (M)	475.16		415.10			
EPS (@NTD/share)	5.12		7.07			

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2024/9/30 Balance Sheet (Consolidated)

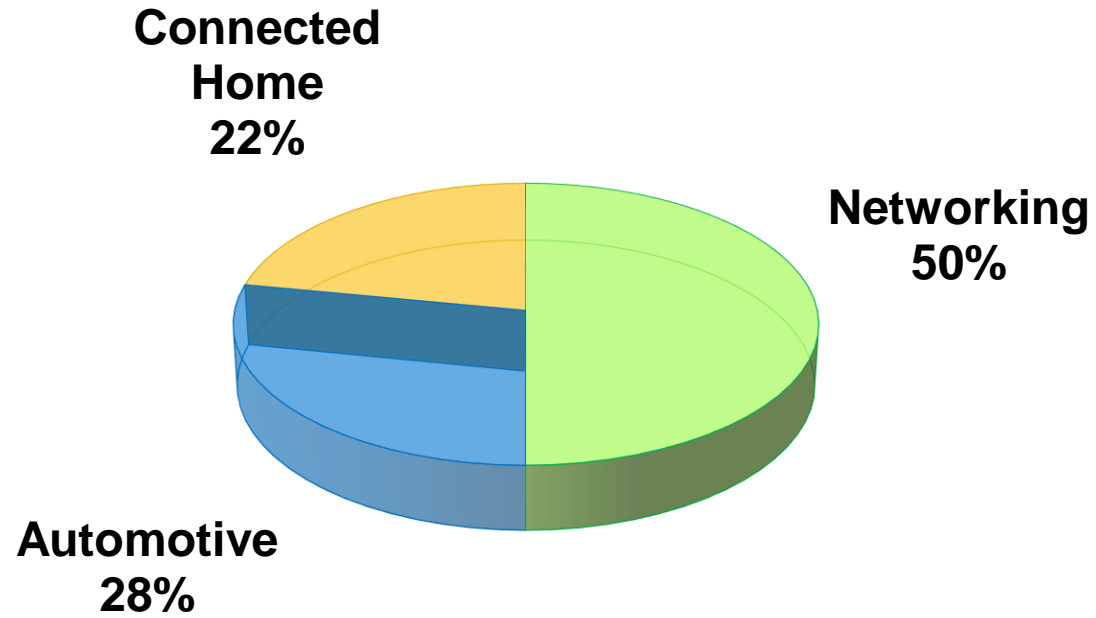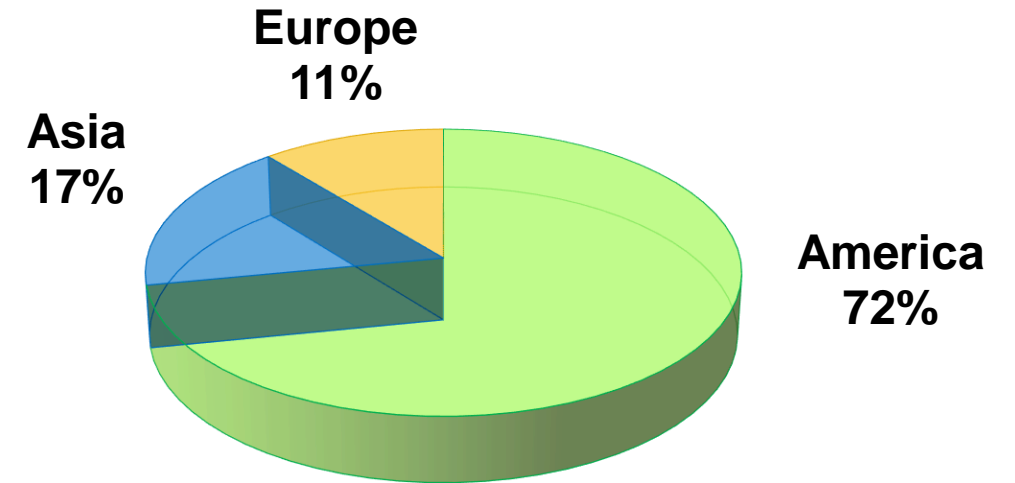| (in NT$ million)	2024/9/30 Amount	%	2024/06/30 Amount	%	QoQ Amount	%	2023/9/30 Amount	%	YoY Amount	%
Cash & ST Investments	14,138	21	14,939	19	(801)	-5	8,473	12	5,665	67
A/R	19,321	28	23,978	31	(4,657)	-19	21,595	31	(2,274)	-11
Inventory	17,616	26	21,081	28	(3,465)	-16	23,661	34	(6,045)	-26
Other Current Assets	703	2	577	1	126	22	942	2	(239)	-25
Total Current Assets	51,778	77	60,575	79	(8,797)	-15	54,671	79	(2,893)	-5
LT Equity Investments	59	0	61	0	(2)	-3	63	0	(4)	-6
Property, Plant and Equipment	11,550	17	11,792	16	(242)	-2	10,717	16	833	8
Others Assets	4,192	6	4,230	5	(38)	-1	3,577	5	615	17
Total Assets	67,579	100	76,658	100	(9,079)	-12	69,028	100	(1,449)	-2
ST Borrowing	10,556	16	9,548	13	1,008	11	10,182	15	374	4
A/P	14,118	21	20,333	26	(6,215)	-31	20,057	29	(5,939)	-30
Other Current Liabilities	8,528	12	12,715	16	(4,187)	-33	9,366	13	(838)	-9
Other Liabilities	3,625	5	3,754	5	(129)	-3	3,963	6	(338)	-9
Total Liabilities	36,827	54	46,350	60	(9,523)	-21	43,568	63	(6,741)	-15
Shareholder's Equity	30,752	46	30,308	40	444	1	25,460	37	5,292	21

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Revenue Structure

2024 Q1-3
Revenue by Business Group

Connected Home
22%

Networking
50%

Automotive
28%

2024 Q1-3
Revenue by Region

Europe
11%

Asia
17%

America
72%

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Product Category

Networking

- Wireless Network (Wi-Fi 6/6E/7 Enterprise Access Point / Mesh Router / Repeater)
- Network Infrastructure (Switch / SD-WAN / 5G RU / Smart NIC / 5G ORAN / Small Cell)
- Broadband Connectivity (Cellular CPE / PON CPE/ LEO UT)
- Connected Device (OTT STB / Streaming TV Stick / Doorbell Camera / AIoT Hub / EV Charger)

Automotive, Module and Antenna Solutions

- Telematics and Infotainment (4G, 5G, CV2X Module/ Wi-Fi, Bluetooth Module / CPU Module / TCU / RSU)
- Satellite Radio / Digital Radio
- ADAS Solutions (Radar Sensor / Automotive Camera Module / Dash Camera)
- Module and Antenna Solutions (Automotive / AIoT / Mobile / Broadband / Laptop)

Connected Home

- Broadband Access (4G,5G CPE / Repeater / Small Cell / PON Gateway / Optical Transceiver)
- Smart Home (Mesh Router / Home Gateway / Smart Display / IP Camera)
- Connected TV (4K, OTT STB / Outdoor Units / LNBF)
- IoT (Matter Hub / Vehicle Tracker / Asset Tracker / IoT Module)
- Smart Energy (Smart Meter Communication Board)

Communications Product Portfolio

User Devices & Modules

Wireless

- Open-Source Platforms
- Value-added Software
- 4G/5G Modules/Routers/FWA
- Wi-Fi Modules/Routers/Extenders
- LEO UT
- IoT & ADAS Sensors
- Antennas

Wireline

- DOCSIS 3.1/4.0
- FTTx/PON
- Optical TXRs/Routers

Automotive Service Provider Enterprise

Edge Infrastructure

- 5G/AI O-RAN
- SMO/RIC/EMS SW
- Small Cells
- VNF/SDN
- HPC for SDV
- RFID

- GbE Switches
- Edge AI Servers
- SASE
- EV Charging Products

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Business Strategy

Automotive

- Become supplier to EV Tier-1s
- Continue to develop key modules and sensor products for automotive applications to expand related markets

Automotive 4G/5G, CPU Modules, TCU   **ADAS Camera & Radar**   **EV Charger**

Networking

- Become major partner for enterprise customers
- Expand product portfolio from Wi-Fi and cellular to edge computing network architecture products

Enterprise AP Wi-Fi 7/6E/6   **LEO Satellite Broadband UE**   **Switch, SASE SD-WAN**

Connected Home

- Boost profits with go-direct business model
- Expand product portfolio by providing software value-add in our end-to-end product offerings

OTT STB   **Broadband CPE (5G FWA, xPON, DOCSIS)**   **Smart Home IoT**

Core Competencies

RF/antenna design

System integration

Key Technologies

AI software, green product design, O-RAN, LEO, ADAS, 5G, LPWAN, xPON, DOCSIS, Wi-Fi 7, Mesh, SiP, RFID, sensors

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WNC Global Manufacturing Campus Overview

(NQX) Wistron NeWeb (Kunshan)

(NQJ) WNC (Kunshan)

(NYC) WebCom Communication (Kunshan)

(S1) Hsinchu Site

(M1) New Mexico Site

(VN1) (VN2) New NeWeb Vietnam

(S3) Tainan Site

Kunshan, China
Hsinchu, Taiwan
Tainan, Taiwan
Ha Nam, Vietnam
Juárez, Mexico

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Patents & Achievements

Patents

2,452 patents / **520** applications   (As of Oct 31, 2024)

R&D Achievements

- CES Innovation Awards *2022*

- Hsinchu Science Park Innovative Product Award *2021, 2018*

- Hsinchu Science Park R&D Accomplishment Award *2023, 2020, 2018*

- IT World Awards *2019, 2018*

Software-driven Intelligent Connectivity Solutions

5G/mmWave FWA

Wi-Fi Mesh Router

Broadband Gateway

Open-Source Platforms

RDK

prpl

OpenSync

OpenWrt
WIRELESS FREEDOM

AI-powered Apps

- **Smart QoS**
- **Wi-Fi Sensing**
- **Cybersecurity**
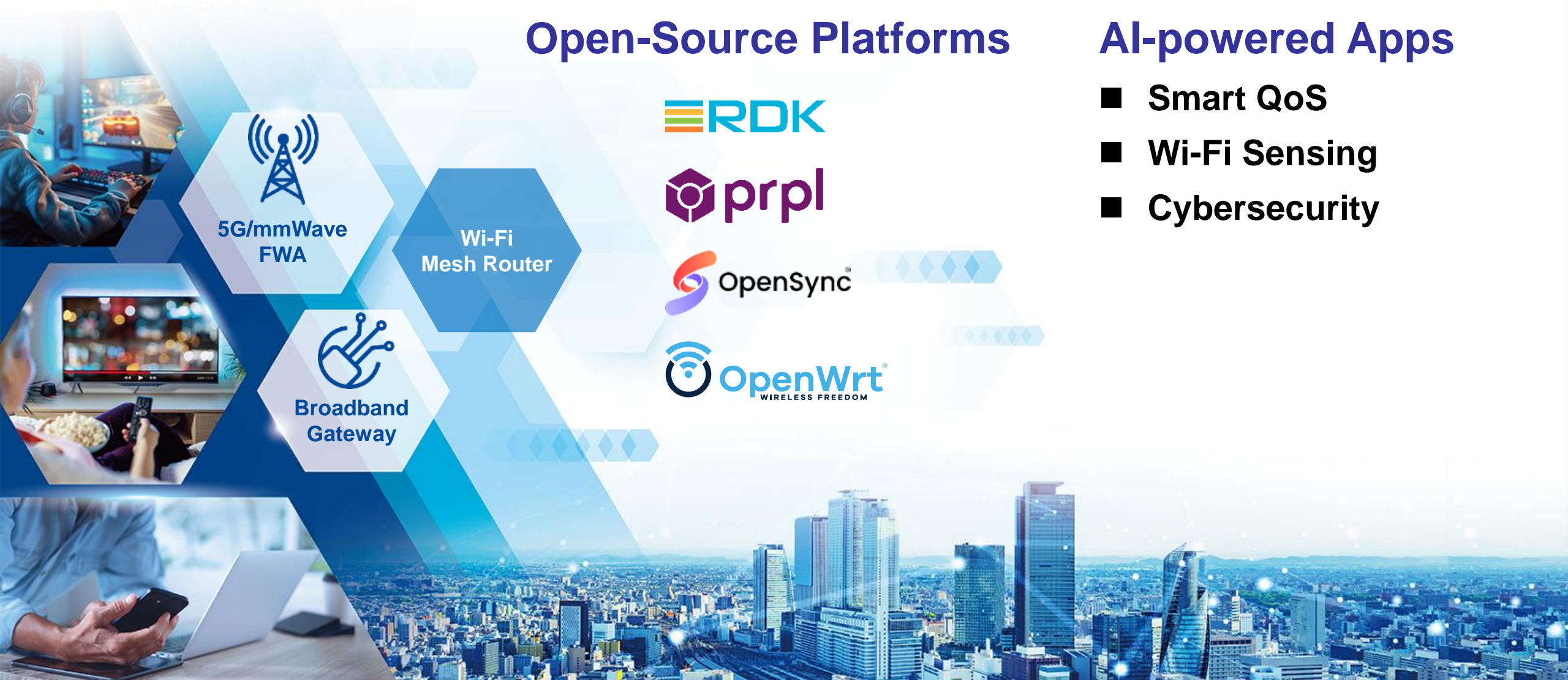
Sustainable Development Policy

Vision	Become a trustworthy communications solutions partner creating positive connections and interactions between the environment and humankind.
Strategy	Incorporate environmental protection, social responsibility and corporate governance into company operations and business strategies while continuing to strive for sustainable competitiveness.

Sustainable Development Policy

Environmental Protection

- ✓ Adopt green product design concepts
- ✓ Implement renewable energy strategies
- ✓ Participate in carbon reduction initiatives
- ✓ Promote low carbon transitions

Social Responsibility

- ✓ Care for the land and smallholder farmers
- ✓ Support education of disadvantaged children/youths
- ✓ Create a safe workplace

Corporate **G**overnance

- ✓ Build a sound corporate governance system
- ✓ Improve operational performance
- ✓ Create a sustainable value chain

Five Sustainability Themes

Green Initiatives	Empowerment	Growth	Innovation	Trust

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Recognition

2024 S&P Global Sustainability Yearbook

Communications Equipment Top 1%

2024 EcoVadis

Gold Sustainability Rating Top 5%

Financial Times

2024 Asia-Pacific Climate Leaders

2023 Climate Change & Water Security

B (Management)

2024 CommonWealth Talent Sustainability Award

Top 100 (Large Enterprises – Manufacturing Sector category)

2024 Excellence in Corporate Social Responsibility Award

Ranked 21st (Large Enterprises – Manufacturing Sector category)

2024 Taiwan Sustainability Action Awards

SDG 04 Quality Education - Gold
SDG 15 Life on Land - Bronze

2023 Taiwan Corporate Sustainability Awards

Sustainability Report Platinum Medal
Social Inclusion Leadership

The Sustainable Restaurant Association

Food Made Good Standard

Two Stars

Taiwan Green Building Label

S3 - Bronze

FinanceAsia

2024 Gold Medal for
Best Managed Company in Taiwan

Asiamoney

Asia's Outstanding Companies Poll 2023: Most Outstanding Company in Taiwan

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Summary

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Q&A