



**2022 Third Quarter
Investor Conference**

October 28, 2022

Safe Harbor Statement

- WT's forward-looking statements, which may include statements regarding its results of operations, financial condition or business prospects, are subject to significant risks and uncertainties and are based on WT's current expectations.
- Actual results may differ materially from those expressed or implied in these forward-looking statements for a variety of reasons, including, among other things: the cyclical nature of our industry; our dependence on introducing new products on a timely basis; our dependence on growth in the demand for our products; our ability to compete effectively; our dependence on key personnel; general economic and political conditions; possible disruptions in commercial activities caused by natural and human-induced disasters, including terrorist activity and armed conflict; and fluctuations in foreign currency exchange rates.
- In addition, any financial information contained here within is presented in conformity with International Financial Reporting Standards (IFRSs).
- Except as required by law, our release of financial forecasts and forward-looking statements at any particular time does not create any duty of disclosure, and we expressly disclaim any obligation to publicly update or revise any forecasts or forward-looking statements, whether as a result of new information, future events or otherwise.

Agenda

- 1. Overview**
- 2. Financial Update**
- 3. Business Outlook**
- 4. Questions and Answers**

1. Overview

A leading Asian semiconductor distributor (74% of global market)

- **Founded in 1993**
- **Headquartered in TWN**
- **Listed in 2000**
(ticker: 3036 TT)
- **Top 500 Asia High Growth (FT)**
- **Top 5% Governance (TWSE)**
- **Taiwan High Salary 100 Index (TWSE)**

NT\$448B

**Y2021 NR 27%
YoY**

10K+

Customers

80+

Product Lines

3,400+

**Employees
around Asia**

#52 / #5

**Operation Sites /
Warehouses**

29B+

**Y2021 Delivered
Chips**

2. Financial Update

3Q22 Statement of Comprehensive Income

Unit: NT\$M

Key accounts	3Q22	2Q22	QoQ	3Q21	YoY
	Amount	Amount		Amount	
Net Operating revenues	155,669	130,121	20%	119,105	31%
Gross profit	4,959	5,017	-1%	4,612	8%
Gross margin	3.19%	3.86%		3.87%	
Operating expenses	(2,038)	(1,798)	13%	(1,696)	20%
Operating profit	2,921	3,219	-9%	2,916	0%
Operating margin	1.88%	2.47%		2.45%	
Financing costs	(741)	(362)	105%	(187)	296%
Others	377	130	190%	251	50%
Earning before tax	2,557	2,987	-14%	2,980	-14%
Income tax expense	(498)	(792)	-37%	(700)	-29%
Profit attributable to owners of the parent	2,058	2,206	-7%	2,304	-11%
EPS (in dollars)	2.34	2.25		2.85	
Weighted average shares (M shares)	879	861		789	
Pro forma EPS (in dollars)	2.33	2.19		2.82	
Outstanding shares as of period end (M shares)	884	884		798	

Note : 2Q22 EPS is calculated by profit attributable to owners of the parent minus NT\$270mn dividends of preferred stock.

2. Financial Update

1Q-3Q22 Statement of Comprehensive Income

Unit: NT\$M

Key accounts	YTD 22	YTD 21	YoY
	Amount	Amount	
Net Operating revenues	413,733	318,847	30%
Gross profit	14,843	12,280	21%
Gross margin	3.59%	3.85%	
Operating expenses	(5,688)	(4,663)	22%
Operating profit	9,155	7,617	20%
Operating margin	2.21%	2.39%	
Financing costs	(1,340)	(494)	171%
Others	529	322	64%
Earning before tax	8,344	7,445	12%
Income tax expense	(1,897)	(1,671)	14%
Profit attributable to owners of the parent	6,483	5,815	11%
EPS (in dollars)	7.33	7.30	
Weighted average shares (M shares)	847	789	
Pro forma EPS (in dollars)	7.03	7.22	
Outstanding shares as of period end (M shares)	884	798	

Note : 1Q-3Q22 EPS is calculated by profit attributable to owners of the parent minus NT\$270mn dividends of preferred stock.

2. Financial Update

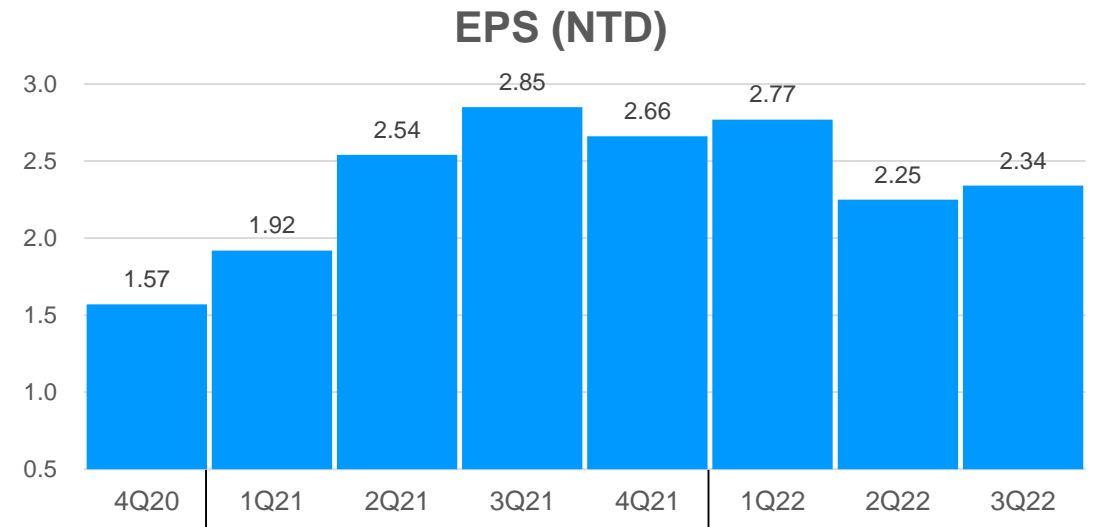
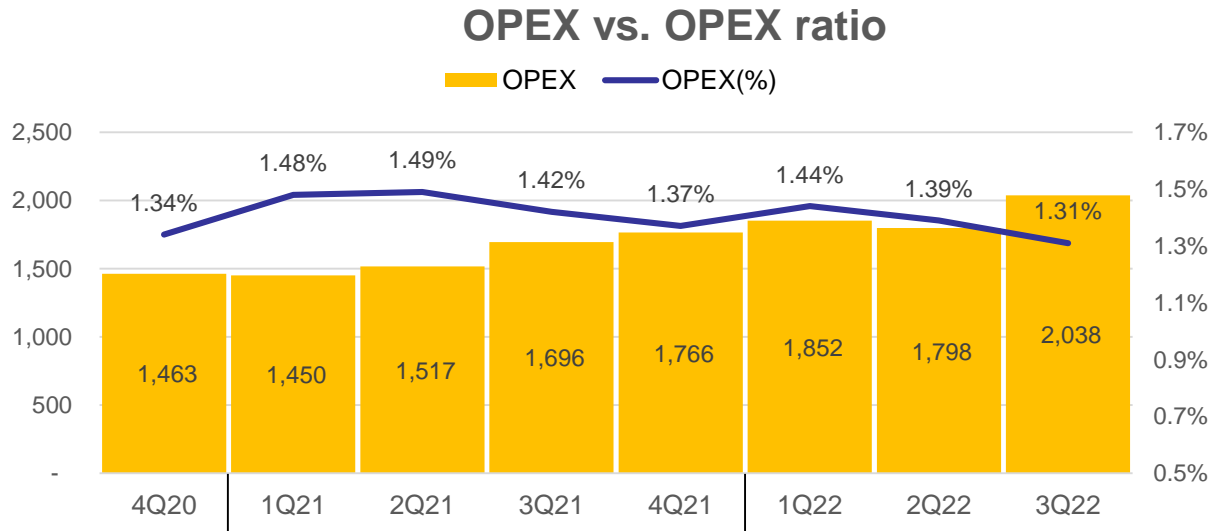
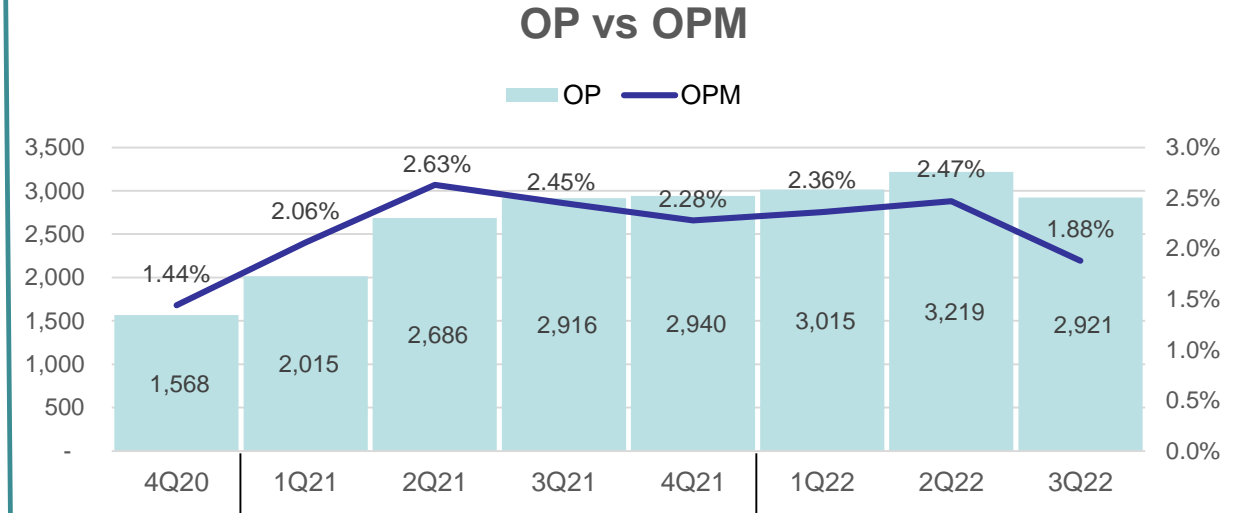
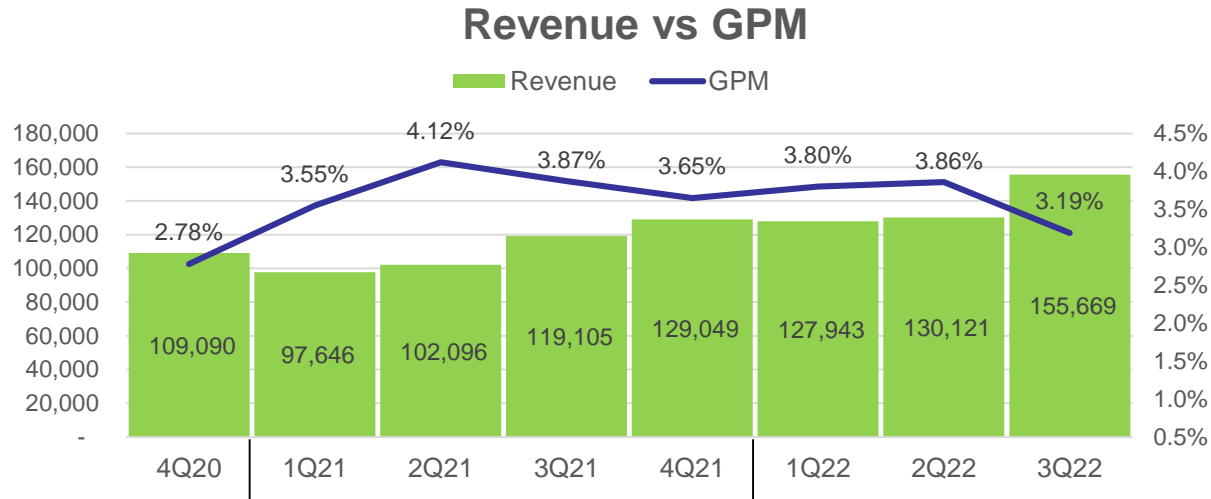
Balance Sheet

Unit: NT\$M

Key accounts	3Q22		2Q22		3Q21	
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	7,982	4	6,136	3	4,364	3
Accounts receivable	98,343	43	84,388	43	75,437	44
Inventory	101,858	45	85,001	44	65,811	39
Other current assets	3,136	1	2,628	1	2,409	1
Non-current assets	15,109	7	17,061	9	22,041	13
Total Assets	226,428	100	195,214	100	170,062	100
Short-term loans	48,129	21	38,359	20	37,042	22
Accounts payable	93,821	41	75,725	39	72,993	43
Other current liabilities	7,464	4	10,041	5	4,072	2
Long-term loans	18,342	8	15,132	8	5,003	3
Other liabilities	1,672	1	1,396	1	1,147	1
Total Liabilities	169,428	75	140,653	72	120,257	71
Total Equity	57,000	25	54,561	28	49,805	29
Indices	3Q22		2Q22		3Q21	
Current ratio	141%		144%		130%	
Liabilities/Assets ratio	75%		72%		71%	
Liabilities/Equity ratio	297%		258%		241%	
Gearing ratio	1.05		0.87		0.76	

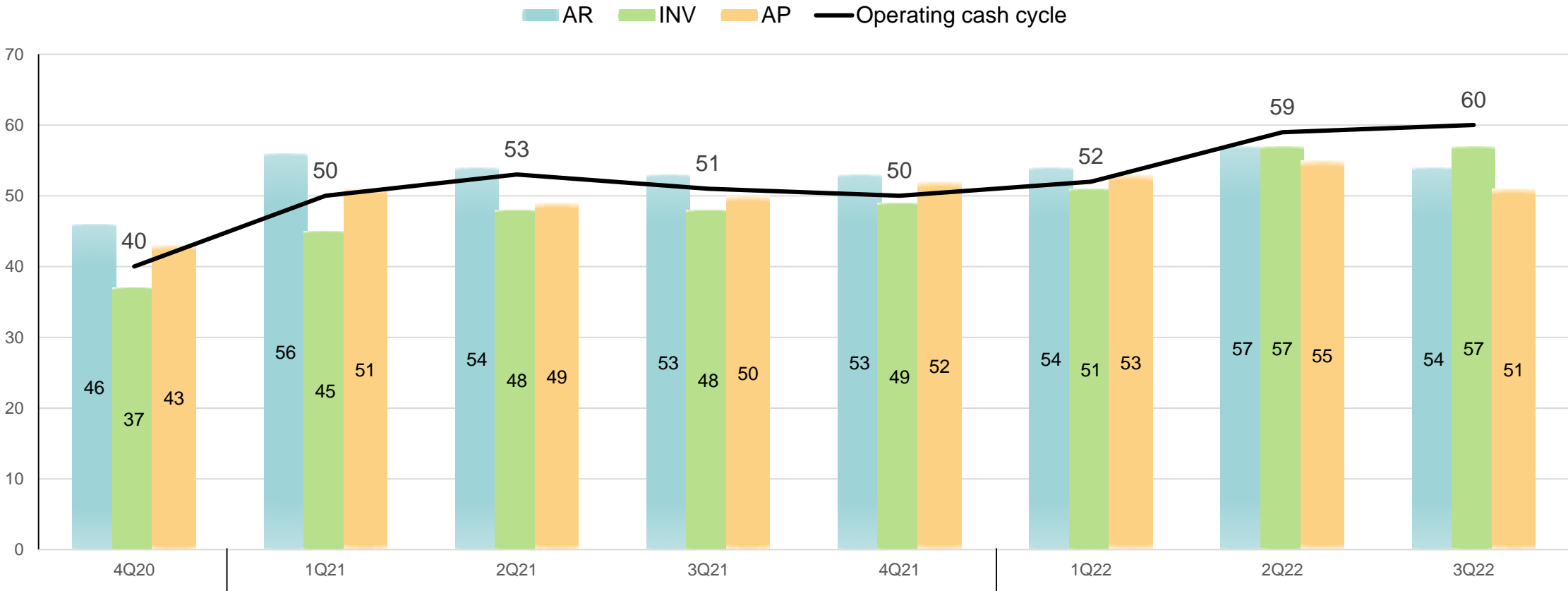
2. Financial Update

Unit: NT\$M



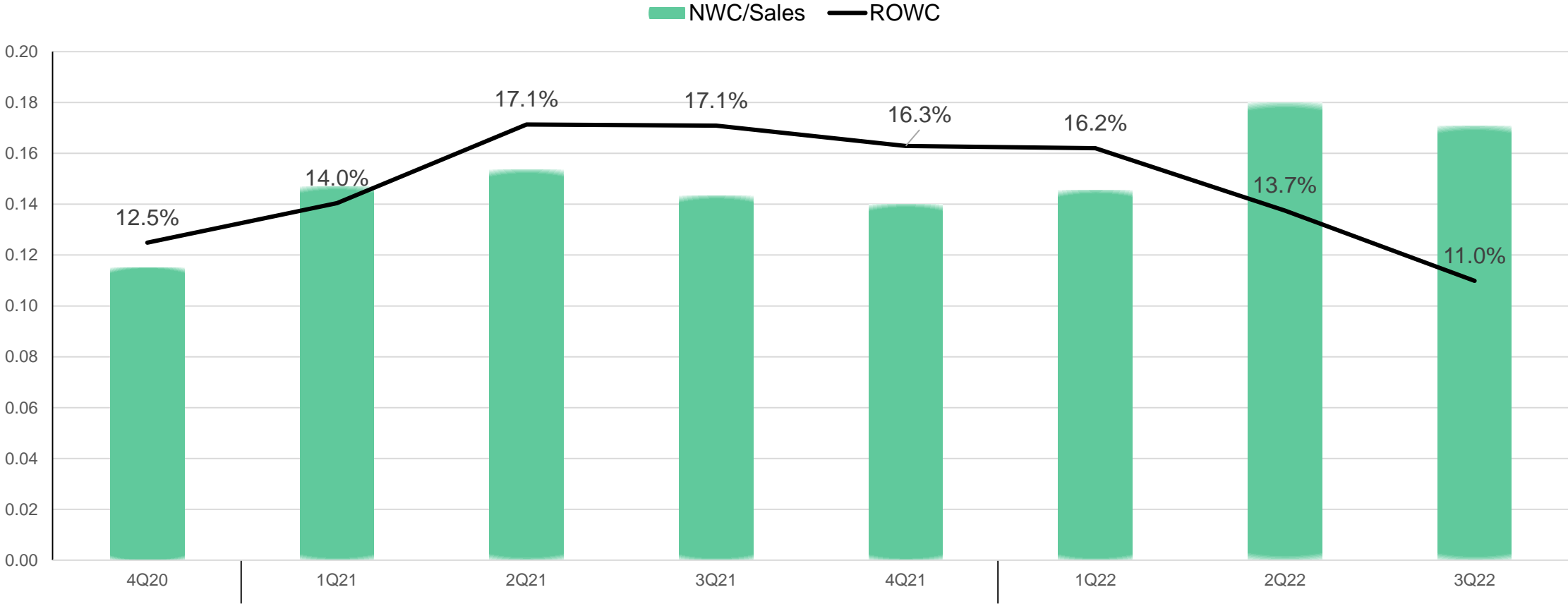
2. Financial Update

Operating Cash Cycle



2. Financial Update

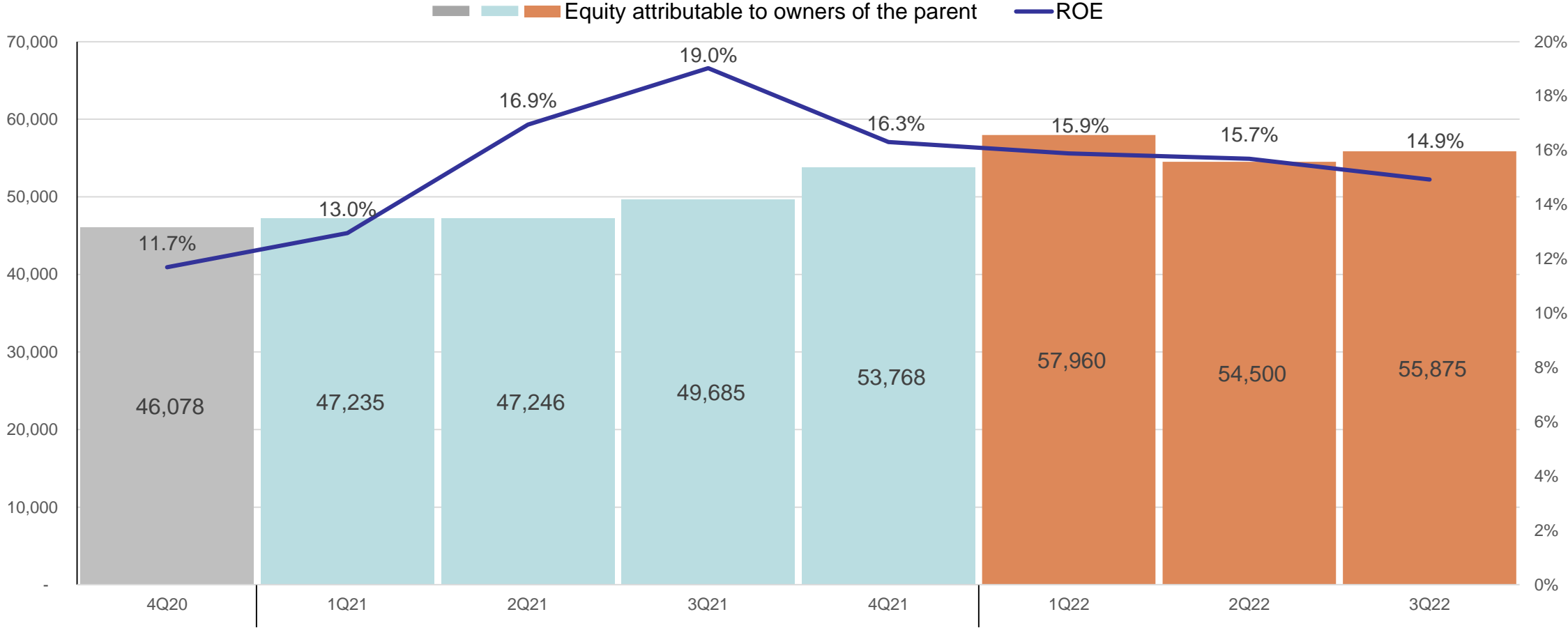
ROWC vs. NWC/Sales



2. Financial Update

ROE vs. Equity

Unit: NT\$M



3. Business Outlook

We currently expect 4Q22 :

- At a forecast exchange rate of 32.2 NT Dollars to 1 US Dollar
- Revenue mid-point guidance: 16.2% YoY growth

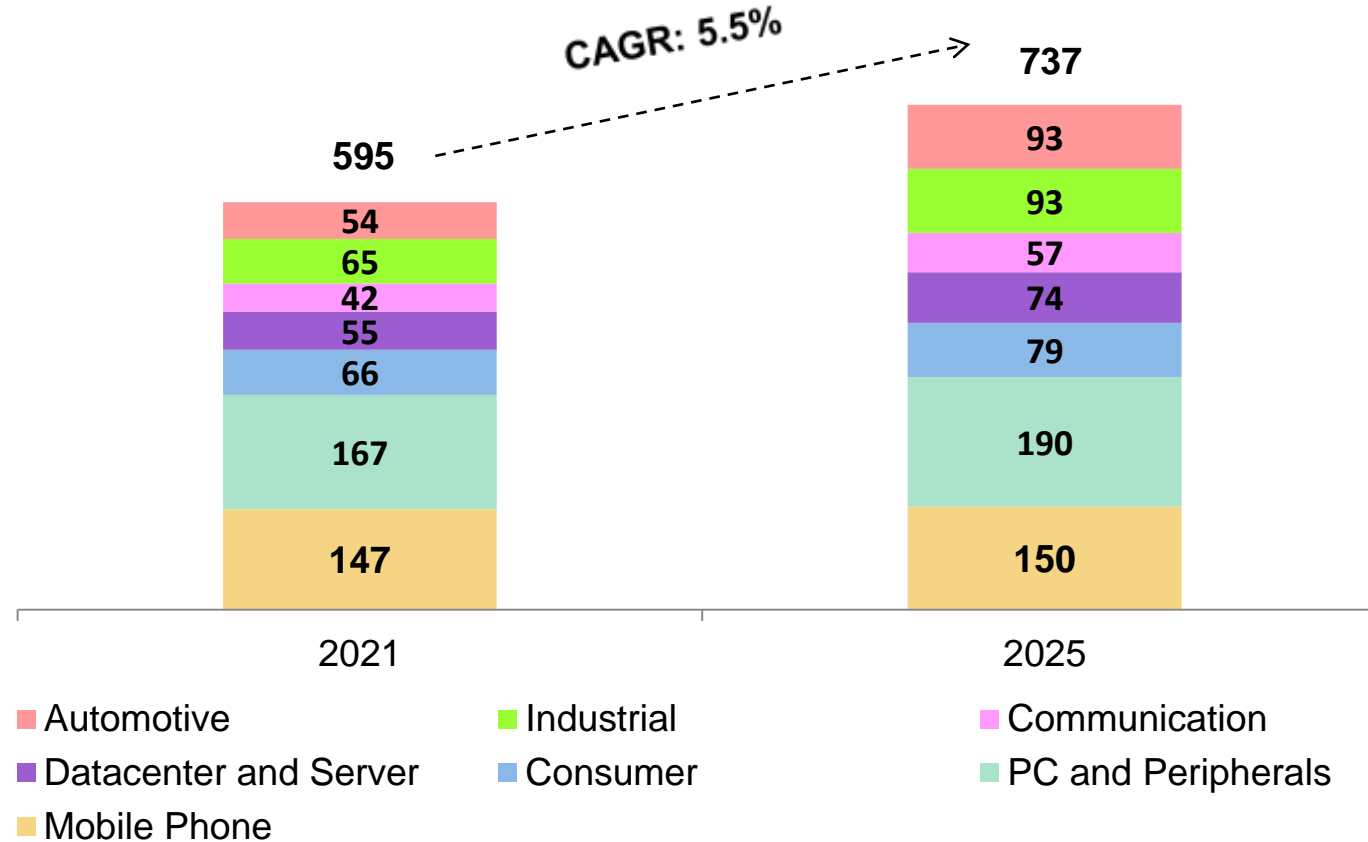
Unit: NT\$M

Item	4Q22	3Q22
	Forecast	Amount
Revenue	145,000 ~ 155,000	155,669
Gross Profit	4,568 ~ 5,193	4,959
Gross Margin	3.15% ~ 3.35%	3.19%
Operating Expenses	2,240 ~ 2,399	2,039
Operating Profit	2,327 ~ 2,793	2,921
Operating Margin	1.60% ~ 1.80%	1.88%
Profit Before Tax	1,179 ~ 1,596	2,557
Profit attributable to owners of the parent	949 ~ 1,283	2,058
EPS (NT\$)	1.08 ~ 1.46	2.34
Weighted average shares (M shares)	879	879

3. Business Outlook

Global Semiconductor Market Forecast by Electronic Equipment Category

(US\$ Billion)



Semiconductor Market

2021-25F semiconductor segment revenue CAGR

✓ Automotive: +14.9%

✓ Industrial: +9.6%

✓ Communication: +8.4%

✓ Datacenter and Server: +7.4%

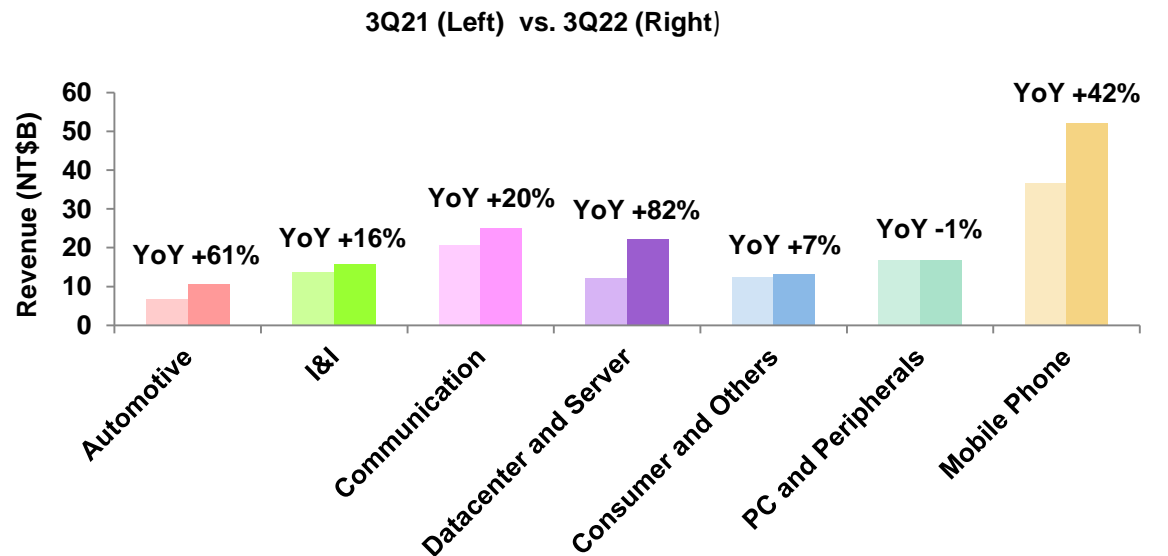
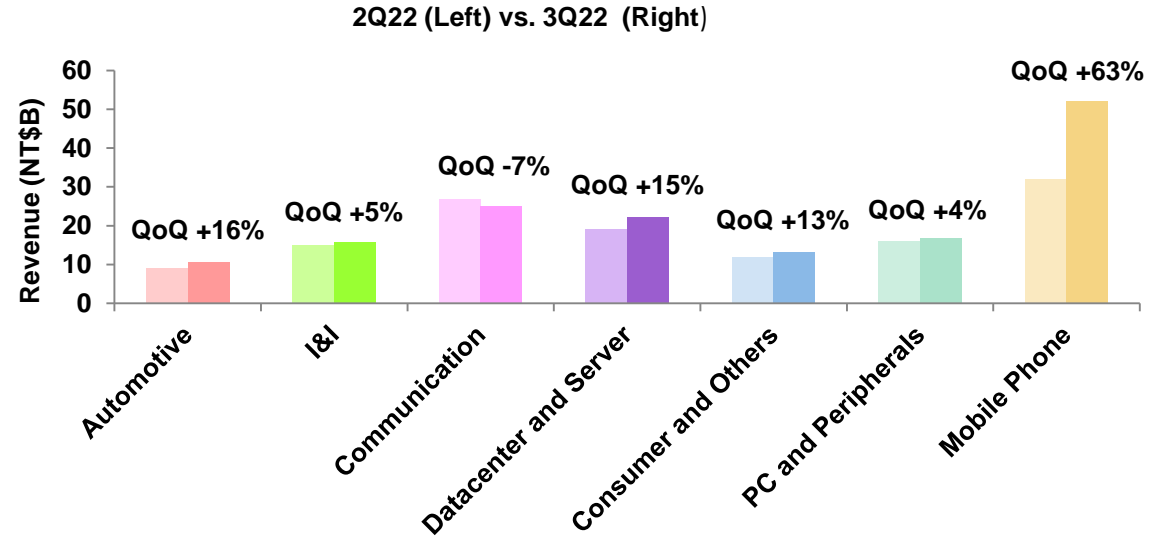
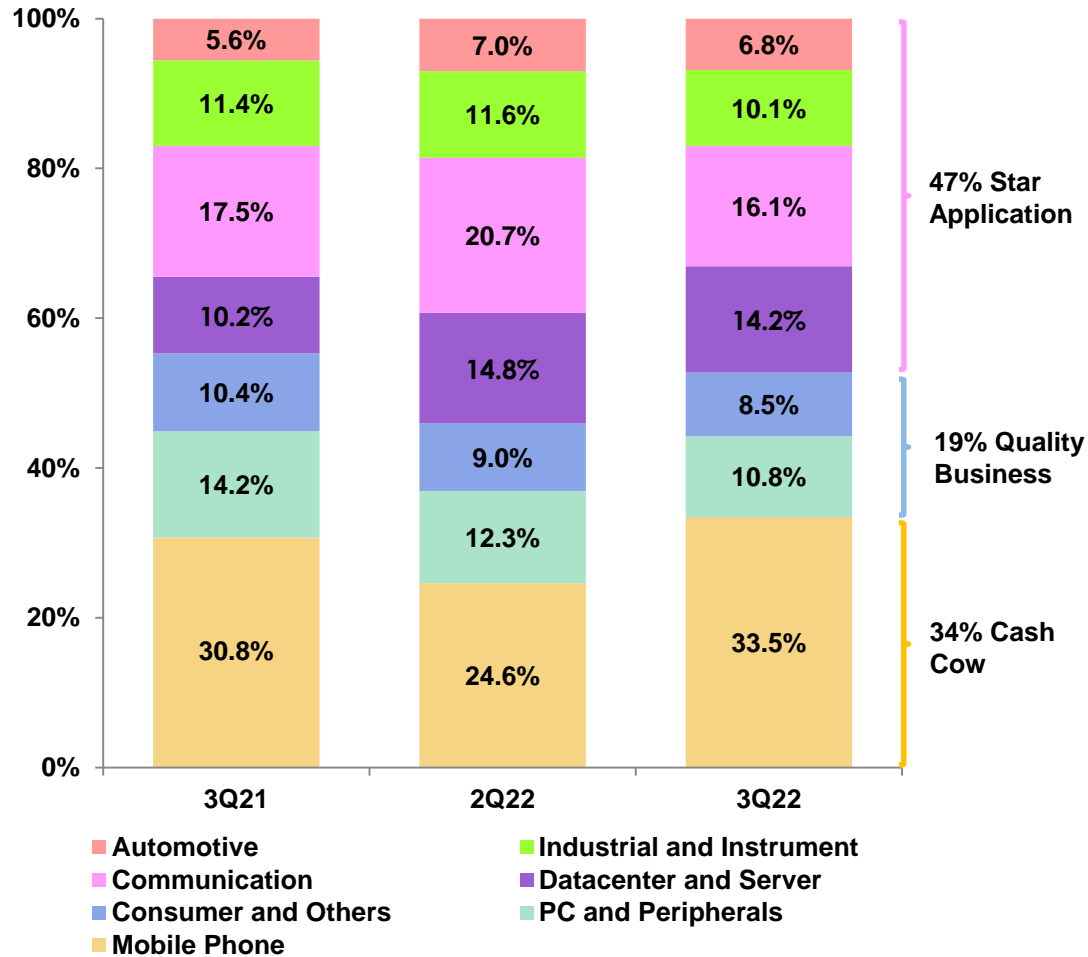
✓ Consumer: +4.5%

✓ PC and Peripherals: +3.3%

✓ Mobile Phone: +0.6%

3. Business Outlook

3Q22 Revenue Breakdown by Application



Q & A



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