



# **2024 Third Quarter Investor Conference**

**November 5, 2024**

# 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 Taiwan International Financial Reporting Standards (T-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



REACH



RANKING



PRODUCT



CUSTOMER



MANAGEMENT



ESG

**48**  
Countries & Regions

**160+**  
Locations

**8,000+**  
Employees

**Top 1 Globally**  
With **12.2%** market share<sup>1</sup>

**Top 1 in APAC**  
With **14.5%** market share<sup>2</sup>

Access to  
**400+ Suppliers**

**Comprehensive portfolio** of  
semiconductor and IP&E<sup>3</sup> products

**25,000+**  
**Customers**

**End-to-end global coverage**  
across tier-one and mass market customers

**Global leadership and talent pool,**  
dual-headquartered in Taipei and Montreal

**Top 6%** among 460 ITC Electronic Equipment, Instruments &  
Components Companies in **S&P ESG Rating**

Notes:

1. Global market share statistics is based on WT and Future on a combined basis in 2023.
2. APAC market share statistics is based on WT standalone basis in 2023.
3. IP&E stands for Interconnect, Passive and Electromechanical, the non-active components in an electronic system.

# 2. Financial Update

## 3Q24 Statement of Comprehensive Income

Unit: NT\$M

Key accounts	3Q24	2Q24	QoQ	3Q23	YoY
	Amount	Amount		Amount	
<b>Net Operating revenues</b>	<b>261,256</b>	<b>243,647</b>	<b>7%</b>	<b>167,260</b>	<b>56%</b>
<b>Gross profit</b>	<b>10,955</b>	<b>10,993</b>	<b>0%</b>	<b>5,061</b>	<b>116%</b>
<b>Gross margin</b>	<b>4.19%</b>	<b>4.51%</b>		<b>3.03%</b>	
Operating expenses	(6,782)	(6,729)	1%	(2,802)	142%
<b>Operating profit</b>	<b>4,173</b>	<b>4,264</b>	<b>-2%</b>	<b>2,259</b>	<b>85%</b>
<b>Operating margin</b>	<b>1.60%</b>	<b>1.75%</b>		<b>1.35%</b>	
Net financing costs <sup>1</sup>	(944)	(1,477)	-36%	(886)	7%
Others	328	205	60%	250	31%
Earning before tax	3,557	2,992	19%	1,623	119%
Income tax expense	(752)	(814)	-8%	(350)	115%
<b>Profit attributable to owners of the parent</b>	<b>2,836</b>	<b>2,150</b>	<b>32%</b>	<b>1,280</b>	<b>122%</b>
<b>Basic EPS<sup>2</sup> (in dollars)</b>	<b>2.54</b>	<b>1.70</b>		<b>1.45</b>	
Weighted average shares (M shares)	1,115	1,104		884	
<b>EPS based on period end outstanding shares (in dollars)</b>	<b>2.54</b>	<b>1.68</b>		<b>1.44</b>	
Outstanding shares as of period end (M shares)	1,116	1,116		887	

Note:

1. Net Financing cost represents total financing cost plus interest income.
2. The calculation of EPS for 2Q24 is based on profit attributable to owners of the parent deducted by NT\$270 million of dividends for preferred shares. If dividends for preferred shares were not deducted, basic EPS would be NT\$1.95 for 2Q24.

# 2. Financial Update

## 1Q-3Q24 Statement of Comprehensive Income

Unit: NT\$M

Key accounts	YTD24	YTD23	YoY
	Amount	Amount	
<b>Net Operating revenues</b>	<b>697,554</b>	<b>404,823</b>	<b>72%</b>
<b>Gross profit</b>	<b>26,818</b>	<b>13,410</b>	<b>100%</b>
<b>Gross margin</b>	<b>3.84%</b>	<b>3.31%</b>	
Operating expenses	(15,770)	(7,127)	121%
<b>Operating profit</b>	<b>11,048</b>	<b>6,283</b>	<b>76%</b>
<b>Operating margin</b>	<b>1.58%</b>	<b>1.55%</b>	
Net financing costs <sup>1</sup>	(3,190)	(3,029)	5%
Others	673	681	-1%
Earning before tax	8,531	3,935	117%
Income tax expense	(1,931)	(923)	109%
<b>Profit attributable to owners of the parent</b>	<b>6,576</b>	<b>2,968</b>	<b>122%</b>
<b>Basic EPS<sup>2</sup> (in dollars)</b>	<b>5.85</b>	<b>3.06</b>	
Weighted average shares (M shares)	1,077	883	
<b>EPS based on period end outstanding shares (in dollars)</b>	<b>5.65</b>	<b>3.04</b>	
Outstanding shares as of period end (M shares)	1,116	887	

Note:

1. Net Financing cost represents total financing cost plus interest income.
2. The calculation of EPS is based on profit attributable to owners of the parent deducted by NT\$270 million of dividends for preferred shares. If dividends for preferred shares were not deducted, basic EPS would be NT\$6.10 for YTD24 and NT\$3.37 for YTD23.

# 2. Financial Update

## Balance Sheet

Unit: NT\$M

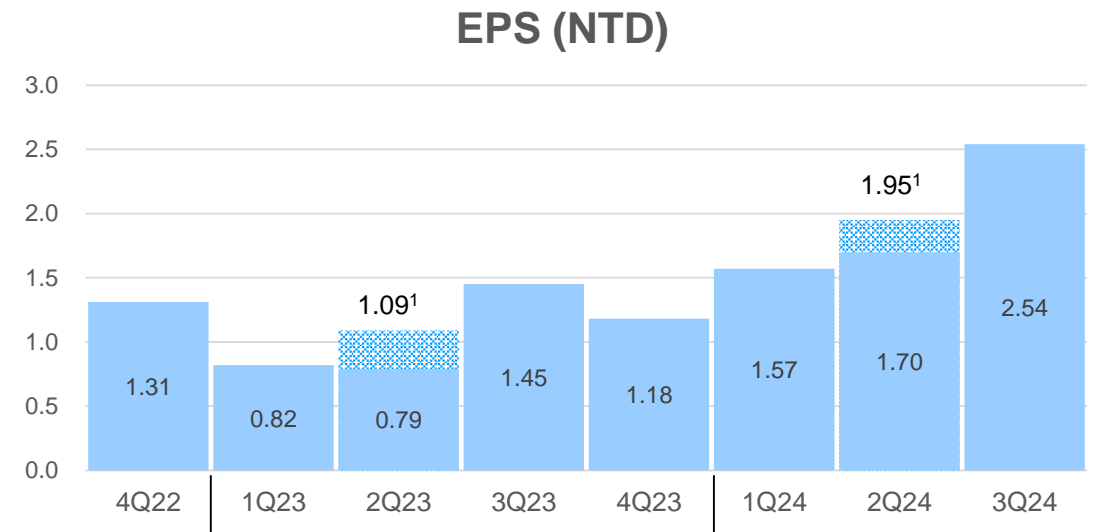
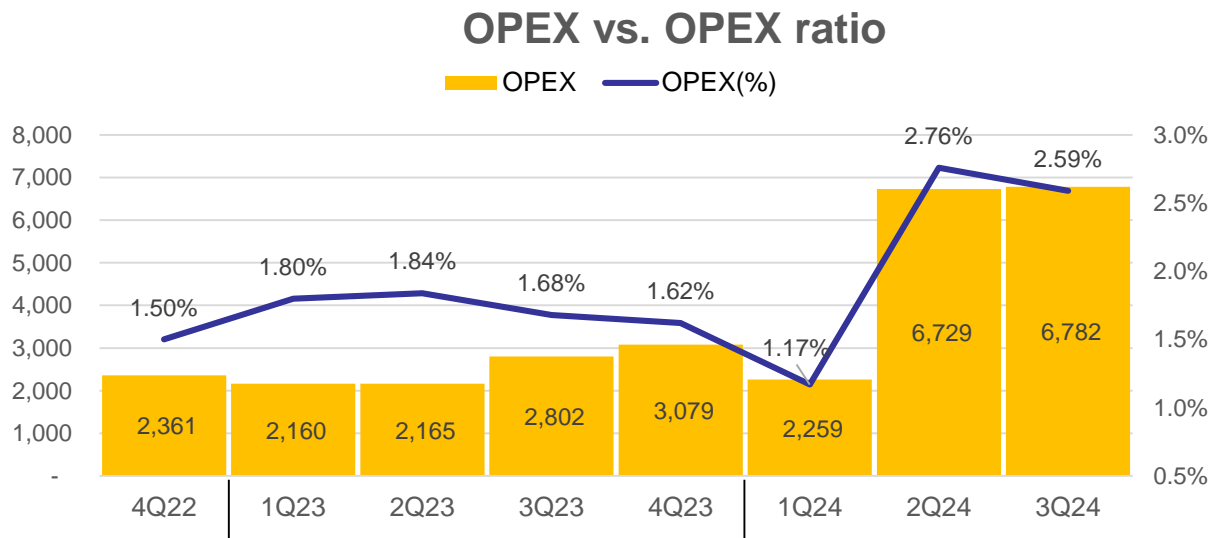
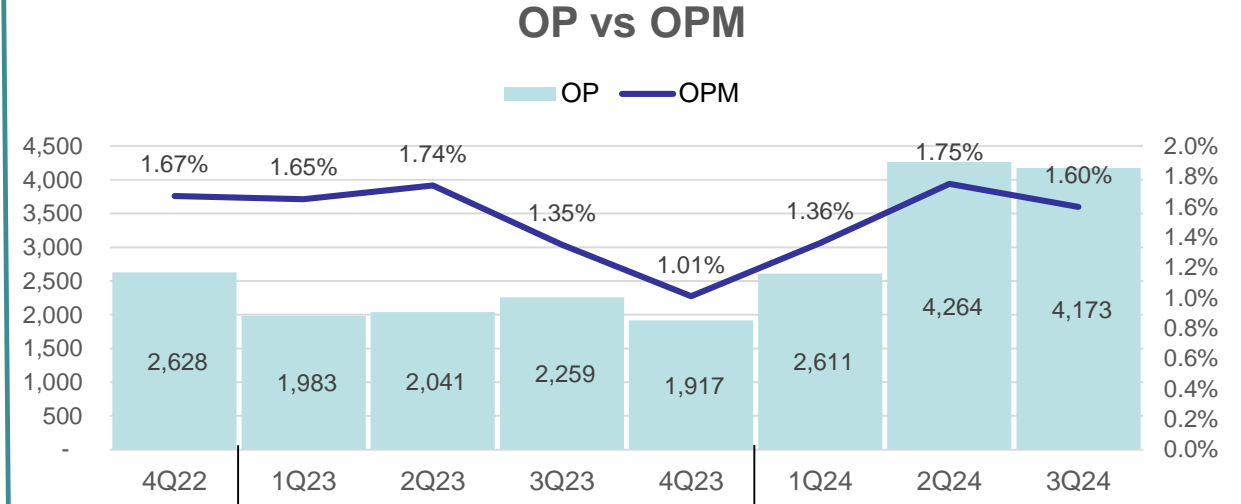
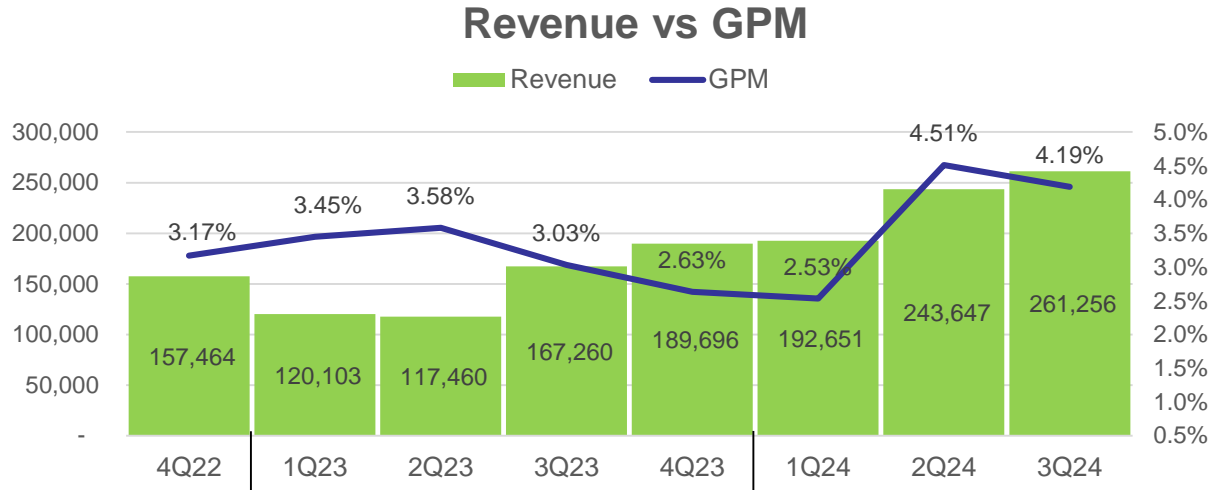
Key accounts	3Q24		2Q24		3Q23	
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	37,758	9	45,886	11	6,719	3
Accounts receivable	160,629	39	149,790	37	102,016	45
Inventory	142,777	35	135,675	34	93,599	41
Other current assets	10,881	3	10,067	3	5,161	2
Non-current assets	55,371	14	59,469	15	21,520	9
<b>Total Assets</b>	<b>407,416</b>	<b>100</b>	<b>400,887</b>	<b>100</b>	<b>229,015</b>	<b>100</b>
Short-term loans	34,332	8	31,973	8	25,397	11
Accounts payable	176,593	43	166,130	41	126,868	55
Other current liabilities	15,932	5	17,480	5	6,647	3
Long-term loans	84,503	21	83,517	21	5,012	2
Other liabilities	2,759	1	3,808	1	2,972	1
<b>Total Liabilities</b>	<b>314,119</b>	<b>77</b>	<b>302,908</b>	<b>76</b>	<b>166,896</b>	<b>73</b>
<b>Total Equity</b>	<b>93,297</b>	<b>23</b>	<b>97,980</b>	<b>24</b>	<b>62,119</b>	<b>27</b>
Key Credit Metrics	3Q24		2Q24		3Q23	
Net debt	81,077		69,604		23,690	
Current ratio	155%		158%		131%	
Liabilities/Equity ratio	337%		309%		269%	
Gearing ratio <sup>1</sup>	88%		72%		39%	
Net leverage <sup>2</sup>	4.2x		3.7x		2.7x	

Note:

1. Gearing ratio represents net debt to shareholders' equity.
2. Net leverage represents net debt over annualized quarterly EBITDA.

# 2. Financial Update

Unit: NT\$M



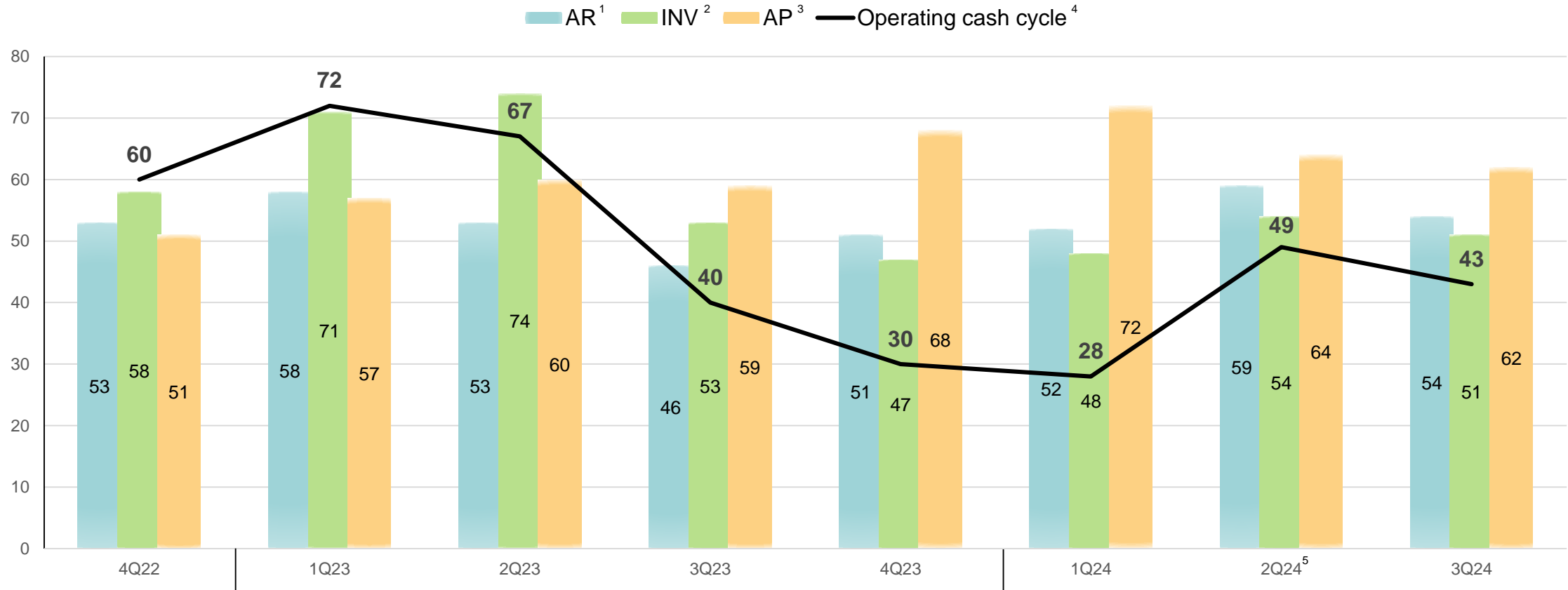
Note :

1. Pro forma EPS before deducting dividends for preferred shares



# 2. Financial Update

## Operating Cash Cycle

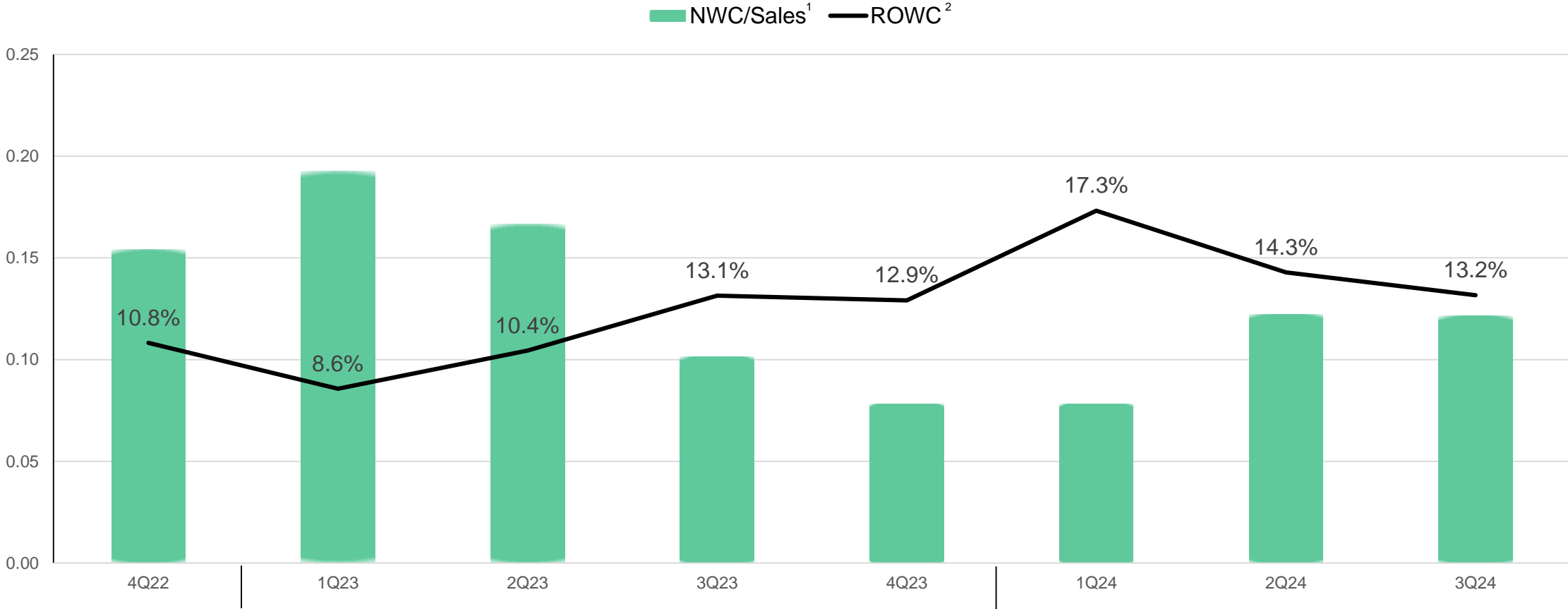


Note:

1. AR days = quarterly average account receivable divided by annualized quarterly sales
2. Inventory days = quarterly average inventories divided by annualized quarterly cost of sales
3. AP days = quarterly average account payable divided by annualized quarterly cost of sales
4. Operating cash cycle = AR days + Inventory days – AP days
5. 2Q24 operating cash cycle days are pro-forma, adjusted to include the full quarter impact of Future Electronics' AR, inventories, and AP.

# 2. Financial Update

## ROWC vs. NWC/Sales



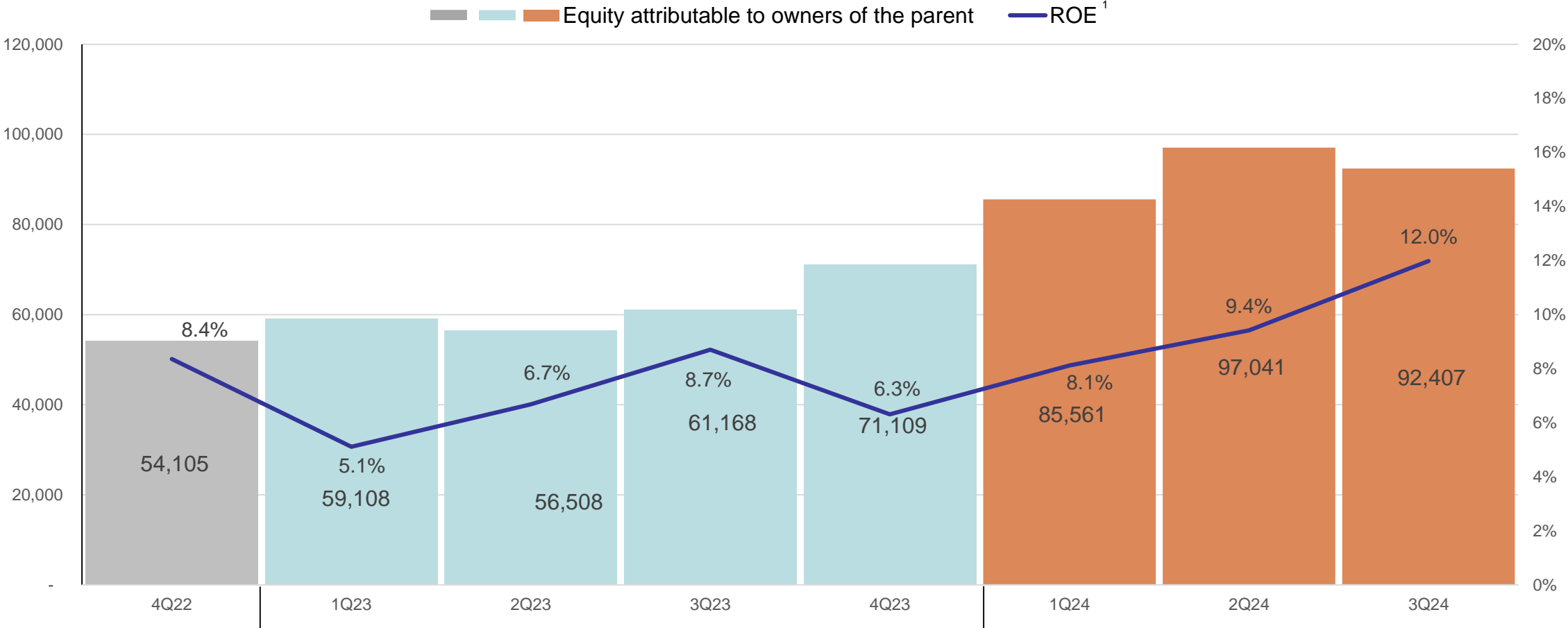
Note :

- 1. NWC/Sales ratio is calculated by quarter-end net working capital divided by annualized quarterly sales.
- 2. ROWC is calculated by annualized quarterly operating profit divided by quarter-end net working capital.

# 2. Financial Update

## ROE vs. Equity

Unit: NT\$M



Note:

1. ROE is calculated by annualized quarterly net profit divided by quarter-average shareholders' equity attributable to owners of the parent.

## 2. Financial Update

We currently expect 4Q24 :

➤ At a forecast exchange rate of 32 NT Dollars to 1 US Dollar

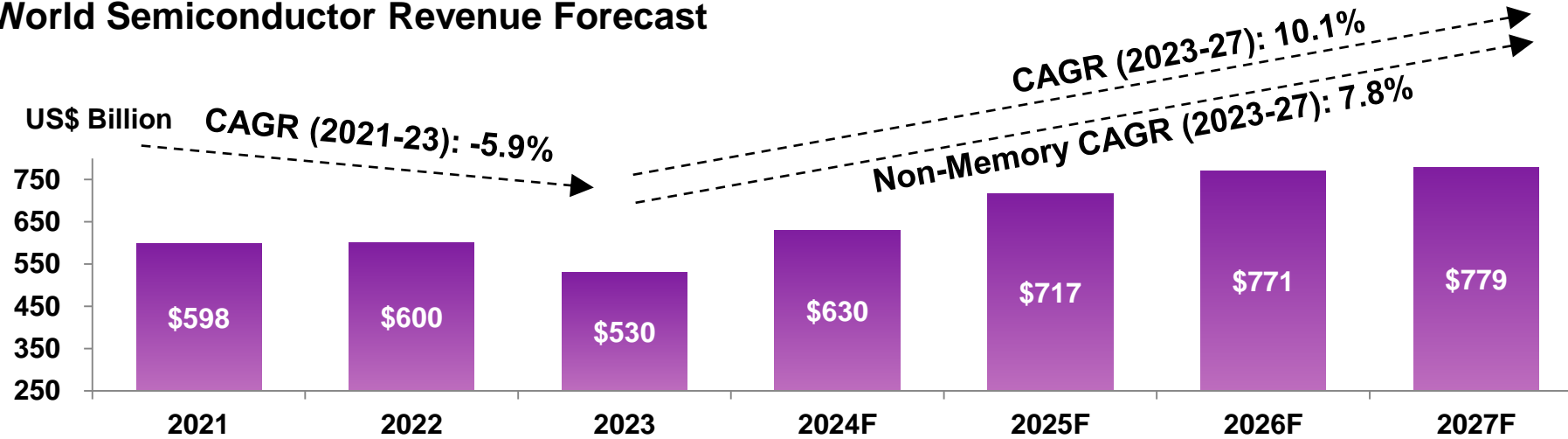
Unit: NT\$M

Item	4Q24	3Q24
	Forecast	Amount
Revenue	236,500 ~ 252,500	261,256
Gross Profit	10,044 ~ 11,229	10,955
<b>Gross Margin</b>	<b>4.25% ~ 4.45%</b>	<b>4.19%</b>
Operating Expenses	6,504 ~ 6,944	6,782
Operating Profit	3,540 ~ 4,285	4,173
<b>Operating Margin</b>	<b>1.50% ~ 1.70%</b>	<b>1.60%</b>
Profit Before Tax	2,659 ~ 3,404	3,557
Profit attributable to owners of the parent	2,128 ~ 2,723	2,836
<b>EPS (NT\$)</b>	<b>1.91 ~ 2.44</b>	<b>2.54</b>
Weighted average shares (M shares)	1,115	1,115

# 3. Business Outlook

## Well-positioned to Address a Massive US\$1 Trillion Market Opportunity

World Semiconductor Revenue Forecast



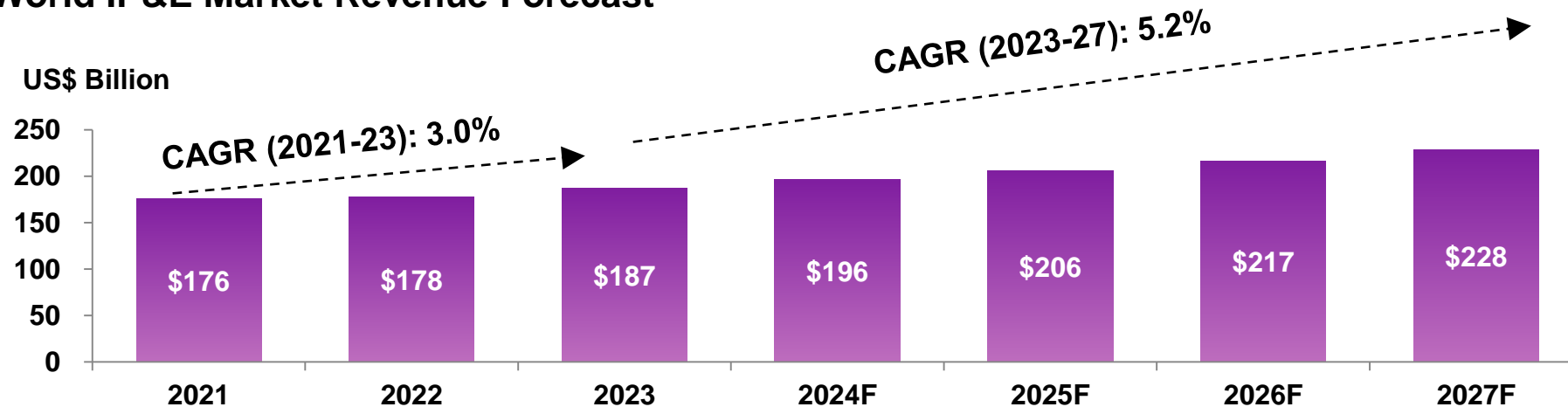
Semiconductor Market  
2023-27F CAGR vs.  
forecast 3 months ago

✓ +10.1% vs. +10.9%

Non-Memory  
Semiconductor Market  
2023-27F CAGR vs.  
forecast 3 months ago

✓ +7.8% vs. +8.2%

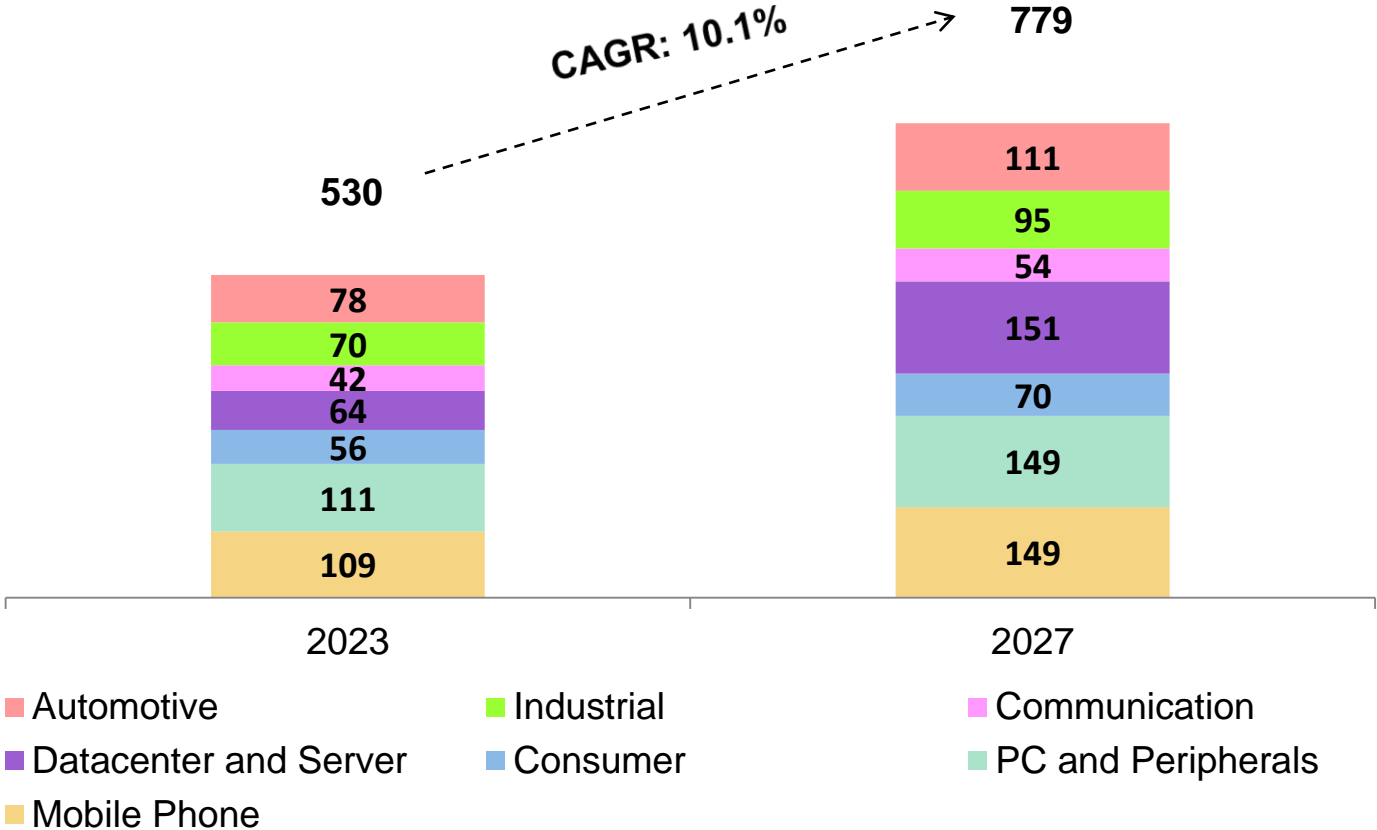
World IP&E Market Revenue Forecast



# 3. Business Outlook

## Global Semiconductor Market Forecast by Application

(US\$ Billion)



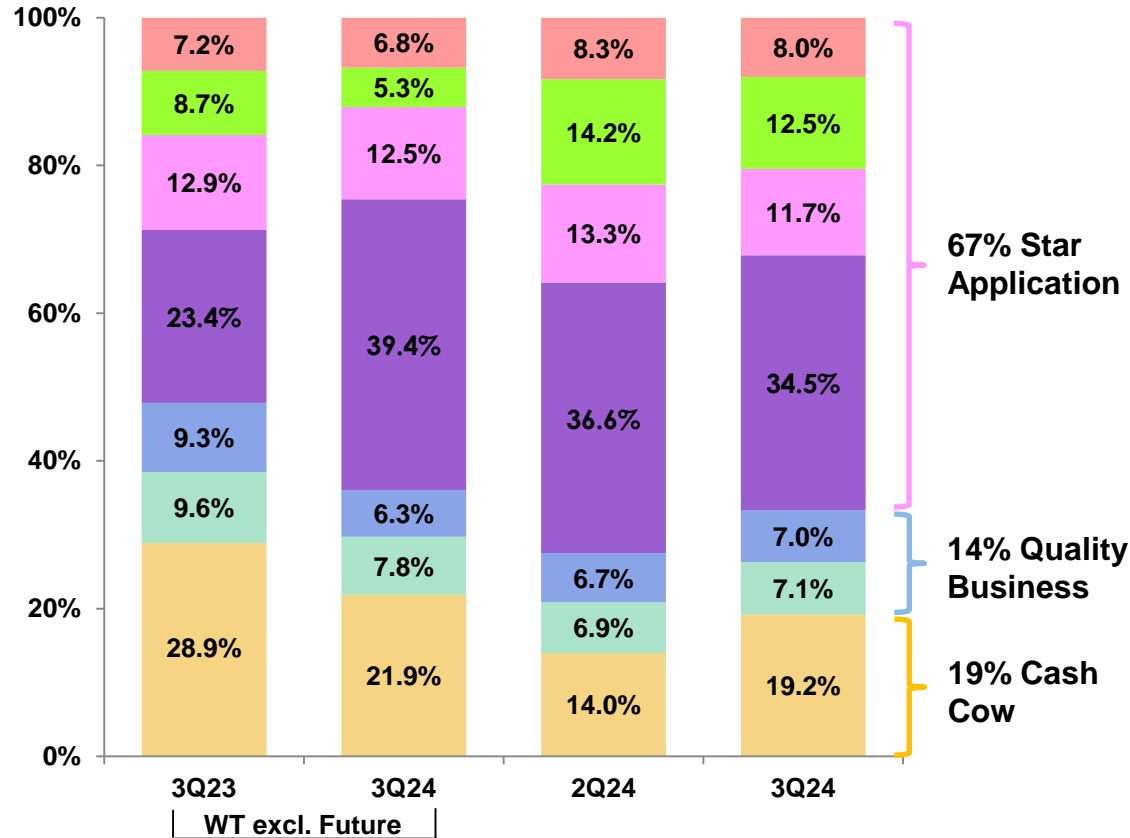
### Semiconductor Market

2023-27F semiconductor revenue CAGR by application

- ✓ Automotive: +9.1%
- ✓ Industrial: +7.9%
- ✓ Communication: +6.4%
- ✓ Datacenter and Server: +23.9%
- ✓ Consumer: +5.7%
- ✓ PC and Peripherals: +7.8%
- ✓ Mobile Phone: +8.1%

# 3. Business Outlook

## 3Q24 Revenue Breakdown by Application

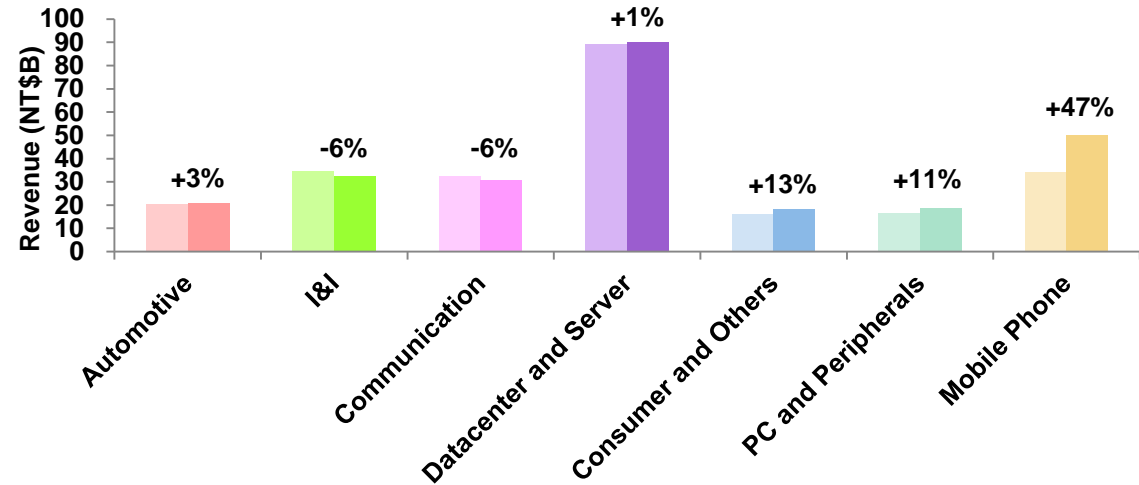


- Automotive
- Communication
- Consumer and Others<sup>1</sup>
- Mobile Phone
- Industrial and Instrument
- Datacenter and Server
- PC and Peripherals

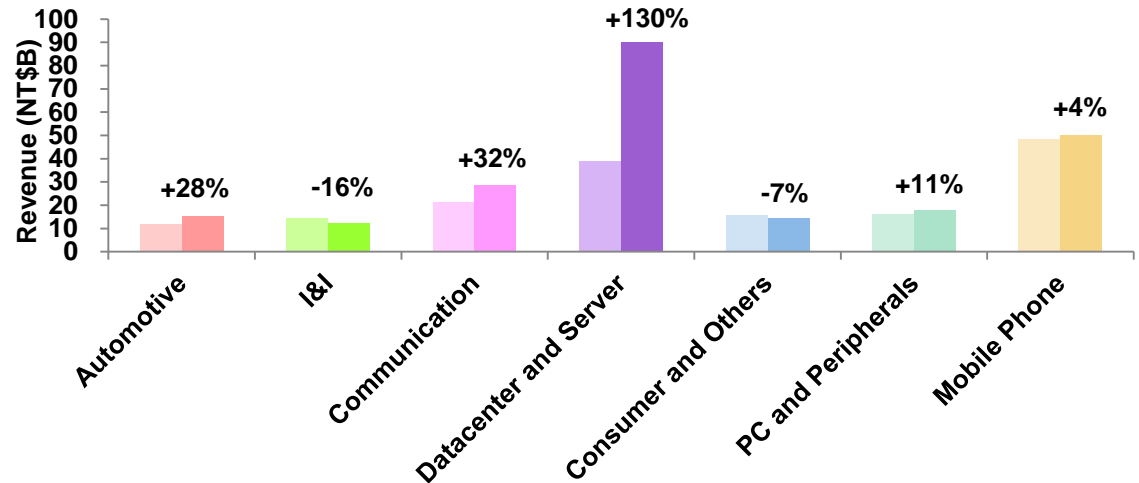
Note:  
1. "Others" include sales that have not yet been categorized.



QoQ – 2Q24 (Left) vs. 3Q24 (Right)



YoY – 3Q23 (Left) vs. 3Q24 (Right)  
WT excluding Future



# Q & A



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# Thank You!



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