

2020 營運說明會

2020年11月



Disclaimer

This presentation is being delivered to the recipient. The sole purpose of this presentation is to assist the recipient in understanding Wistron NeWeb Corporation (WNC). This presentation is not intended to form the basis of a decision to purchase securities or any other investment decision and does not constitute an offer, invitation or recommendation for the sale or purchase of securities. Neither the information contained in this presentation nor any further information made available in connection with the subject matter contained herein will form the basis of any contract.

This presentation does not purport to be comprehensive or to contain all the information that a prospective purchaser may need. The information contained herein is based on publicly available information and sources, which we believe to be reliable, but we do not represent it is accurate or complete. The recipient of this presentation must make its own investigation and assessment of the ideas and concepts presented herein. No representation, warranty or undertaking, express or implied, is or will be made or given and no responsibility or liability is or will be accepted by WNC or by any of its directors, officers, employees, agents or advisers, in relation to the accuracy or completeness of this presentation or any other written or oral information made available in connection with the ideas and concepts presented herein. Any responsibility or liability for any such information is expressly disclaimed.

This presentation is private and confidential and is being made available to the recipient on the express understanding that it will be kept confidential and that the recipient shall not copy, reproduce, distribute or pass to third parties this presentation in whole or in part at any time. This presentation is the property of WNC and the recipient agrees that it will, on request, promptly return this presentation and all other information supplied in connection with the ideas and concepts presented herein, without retaining any copies.

In furnishing this presentation, WNC undertakes no obligation to provide the recipient with access to any additional information, or to update, or to correct any inaccuracies which may become apparent in, this presentation or any other information made available in connection with the ideas and concepts presented herein.



內容

- 財務資訊
- 業務發展概況
- 總結



3Q 2020 損益表 QoQ (合併)

新台幣:百萬

	3Q 2020		2Q 2020		QoQ
	金額	%	金額	%	%
營業收入淨額	17,108	100.0	15,080	100.0	13.4
營業毛利	1,906	11.1	1,764	11.7	8.0
營業費用	1,369	8.0	1,392	9.2	-1.7
營業利益	537	3.1	372	2.5	44.4
營業外收入/(損失)	36	0.2	120	0.8	
稅前淨利	573	3.3	492	3.3	16.5
稅後淨利	474	2.8	401	2.7	18.2
總發行股數(百萬)	397.62		390.23		
加權平均流通在外股數(百萬)	390.13		390.08		
每股盈餘(@NTD/share)	1.21		1.03		



1-3Q 2020 損益表 YoY (合併)

新台幣:百萬

	1-3Q 2020		1-3Q 2019		YoY
	金額	%	金額	%	%
營業收入淨額	45,554	100.0	46,182	100.0	-1.4
營業毛利	5,142	11.3	5,325	11.5	-3.4
營業費用	3,995	8.8	4,062	8.8	-1.6
營業利益	1,147	2.5	1,263	2.7	-9.2
營業外收入/(損失)	180	0.4	267	0.6	
稅前淨利	1,327	2.9	1,530	3.3	-13.3
稅後淨利	1,126	2.5	1,185	2.6	-5.0
總發行股數(百萬)	397.62		390.33		
加權平均流通在外股數(百萬)	390.13		387.92		
每股盈餘(@NTD/share)	2.89		3.06		



2020/09/30 資產負債表 (合併)

新台幣:百萬	2020/09/30		2020/06/30		QoQ		2019/09/30		YoY	
	金額	%	金額	%	金額	%	金額	%	金額	%
現金&短期投資	4,793	13	3,788	10	1,005	27	4,133	12	660	16
應收帳款	14,885	39	13,169	37	1,716	13	13,598	38	1,287	9
存貨	8,176	22	9,062	26	(886)	-10	7,943	22	233	3
其他流動資產	433	1	431	1	2	0.5	600	2	(167)	-28
流動資產合計	28,287	75	26,450	74	1,837	7	26,274	74	2,013	8
長期股權投資	174	0	176	0	(2)	-1	168	0	6	4
不動產、廠房及設備	6,868	18	6,893	19	(25)	-0.4	6,618	19	250	4
其他資產	2,648	7	2,440	7	208	9	2,393	7	255	11
總資產	37,977	100	35,959	100	2,018	6	35,453	100	2,524	7
短期借款	3,770	10	3,029	8	741	24	3,162	9	608	19
應付帳款	10,173	27	8,605	24	1,568	18	10,457	29	(284)	-3
其他流動負債	4,514	12	5,294	15	(780)	-15	4,192	12	322	8
其他負債	3,207	8	3,136	9	71	2	1,795	5	1,412	79
負債合計	21,664	57	20,064	56	1,600	8	19,606	55	2,058	10
股東權益	16,313	43	15,895	44	418	3	15,847	45	466	3



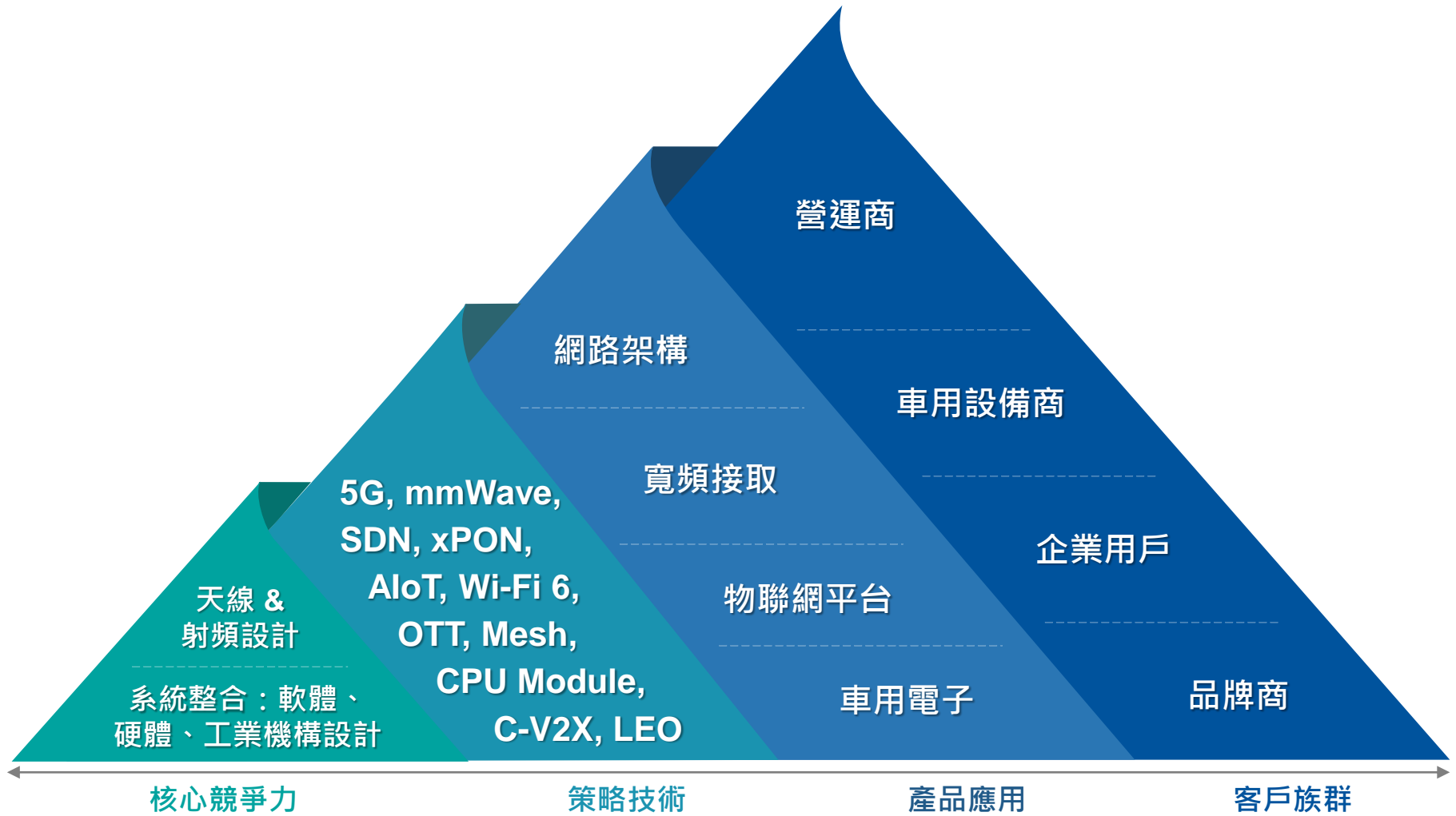
內容

- 財務資訊
- 業務發展概況
- 總結



經營策略

✓ 卓越天線/RF設計能力；針對客戶開發完整的產品組合



產品類別



區域營收



核心競爭力

✓ 3大面向的核心競爭力使我們獲得最佳解決方案。啟碁近年來以軟體工程為首要研發焦點



研發

- 廣泛的RF/天線設計和測試
- 卓越的軟體開發能力
- 網路產品整合能力



製造

- 優越的自動化生產
- 優化的SiP模組設計和製造
- “3P” (Predict, Protect, Prevent) 品質管理



全球供應鏈管理

- 與晶片領導廠商深厚的合作夥伴關係
- 敏捷、精實的供應鏈



WNC 全球製造據點



啟新通訊 (崑山)



啟佳通訊 (崑山)



啟碁永昌通訊 (崑山)



巴西廠
(製造夥伴)

北寧, 越南

崑山, 中國

新竹, 台灣



S1 新竹廠

瑪瑙斯, 巴西

New



V1 越南廠

台南, 台灣

New



S2 台南廠



ESG 表現及肯定

- **EcoVadis** 全球供應商環境與社會表現評鑑: 獲得「黃金認證級別」。
- **TIA (QuEST)** 平台 ICT產業供應鍊永續評鑑: 獲得「銀色認證級別」。
- **CDP** 評鑑: 「氣候變遷」與「水安全」及「價值鏈議合」項目均獲得高於業界評等。



榮譽肯定

✓ WNC不僅專注於產品研發，亦重視公司營運的永續發展

研發創新

- IT World Awards 2019, 2018
- CES創新獎 2016
- 新竹科學工業園區優良廠商「研發成效獎」2018, 2017
- 新竹科學工業園區優良廠商「創新產品獎」2018, 2017

公司治理

- 台灣企業永續獎—企業永續報告類 金獎 2019, 白金獎 2018
- 天下企業公民獎大型企業組 TOP 50 2020, 2019
- 亞元雜誌 (Asiamoney) 台灣地區最優秀企業 2020



內容

- 財務資訊
- 業務發展概況
- 總結



總結



WNC

Wistron NeWeb Corp.



Smarter Solutions for a Smarter Future