



2020 Fourth Quarter Investor Conference

February 25, 2021

Agenda

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



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.



1. Overview

- A leading Asian semiconductor distributor, founded in 1993 and listed in 2000 (ticker: 3036 TT), providing supply chain management such as capital flow, information flow, inventory, and technical support
- Sophisticated frameworks in Asia (total 45 offices in China, Taiwan, Korea, and South Asia; total 5 warehouses in Taiwan, HK, Shenzhen China, Korea, and Singapore) to cover over 9,000 customers
- Over 2,300 headcounts (over 650 sales, 250 PMs, and 450 FAEs)
- Digital Transformation to enhance operation efficiency and reduce expense by intelligent operation management system
- Published Sustainability Reports since 2018 (More details in 2019 WT ESG Report)
- 2016-2020 revenues CAGR of 25% and 2020 revenues closed to US\$12bn
- Maintaining sustainable growth by expanding value-added service and market share
- Establishment of a leading and trustworthy brand in distribution industry by core value - Integrity, Discipline and Teamwork with Respect for the Individual

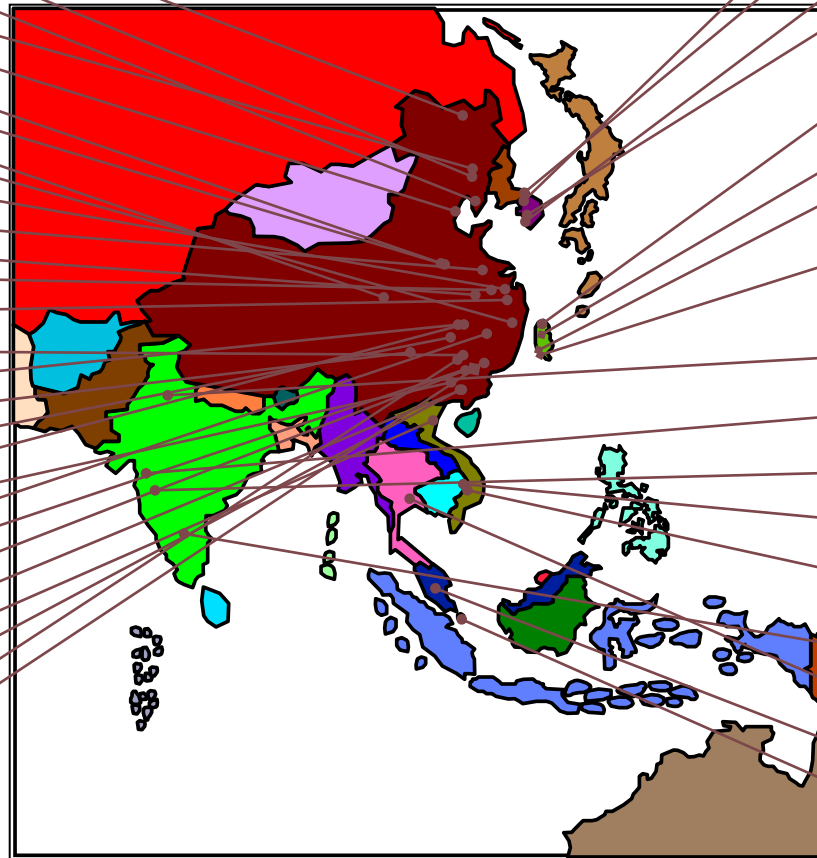


1. Overview

China Offices (28)

Harbin
Shenyang
Dalian
Beijing
Qingdao
Zhengzhou
Jinan
Xian
Ningbo
Shanghai
Wuxi
Suzhou
Nanjing
Hangzhou
Wenzhou
Hefei
Chengdu
Chongqing
Changsha
Wuhan
Fuzhou
Xiamen
Dongguan
Foshan
Guangzhou
Zhuhai
Hong Kong
Shenzhen

Offices Across Asia



Korea Offices (4)

Seoul
Gyeonggi-do
Daegu
Gwangju

Taiwan Offices (4)

Taipei, Headquarters
Hsinchu
Taichung
Tainan

South Asia Offices (9)

New Delhi, N. India
Mumbai, N. India
Pune, N. India
Hanoi, Vietnam
Ho Chi Min, Vietnam
Bangalore, S. India
Bangkok, Thailand
Penang, Malaysia
Singapore

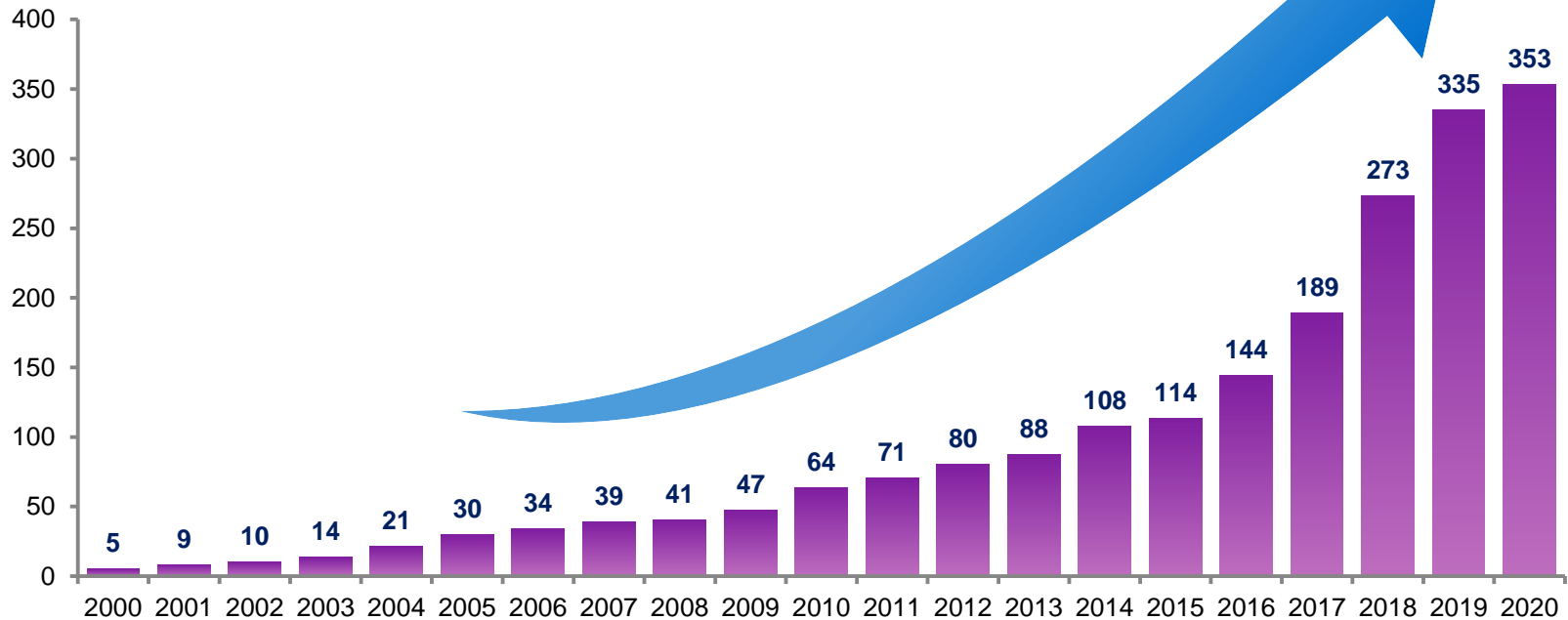


1. Overview

NR (Net Revenue)

CAGR(2016~2020)=25%

NT\$B



2. Financial Update

Statement of Comprehensive Income

Unit: NT\$M

Key accounts	4Q20		3Q20		QoQ	4Q19		YoY
	Amount	%	Amount	%		Amount	%	
Net Operating revenues	109,090	100.00%	91,862	100.00%	19%	96,774	100.00%	13%
Gross profit	3,031	2.78%	2,761	3.01%	10%	2,814	2.91%	8%
Operating expenses	(1,463)	-1.34%	(1,353)	-1.47%	8%	(1,456)	-1.50%	0%
Operating income	1,568	1.44%	1,407	1.53%	11%	1,358	1.40%	15%
Financing costs	(159)	-0.15%	(180)	-0.20%	-12%	(455)	-0.47%	-65%
Others	172	0.17%	220	0.24%	-22%	26	0.03%	562%
Earning before tax	1,581	1.45%	1,447	1.58%	9%	929	0.96%	70%
Income tax expense	(343)	-0.31%	(295)	-0.32%	16%	(222)	-0.23%	55%
Profit after tax	1,238	1.13%	1,152	1.25%	7%	707	0.73%	75%
Basic EPS (in dollars)	1.57		1.46			1.20		
Weighted average shares (M shares)	787		787			590		



2. Financial Update

Statement of Comprehensive Income

Unit: NT\$M

Key accounts	Y2020		Y2019		YoY
	Amount	%	Amount	%	
Net Operating revenues	353,152	100.00%	335,187	100.00%	5%
Gross profit	10,775	3.05%	10,800	3.22%	0%
Operating expenses	(5,458)	-1.55%	(5,547)	-1.65%	-2%
Operating income	5,316	1.51%	5,253	1.57%	1%
Financing costs	(991)	-0.28%	(1,953)	-0.58%	-49%
Others	474	0.13%	9	0.00%	
Earning before tax	4,799	1.36%	3,309	0.99%	45%
Income tax expense	(1,004)	-0.28%	(778)	-0.23%	29%
Profit after tax	3,795	1.06%	2,531	0.76%	50%
Basic EPS (in dollars)	5.22		4.32		
Weighted average shares (M shares)	727		585		
Pro forma EPS (in dollars)	4.81		4.28		
Outstanding shares as of 12/31 (M shares)	788		591		



2. Financial Update

Balance Sheet

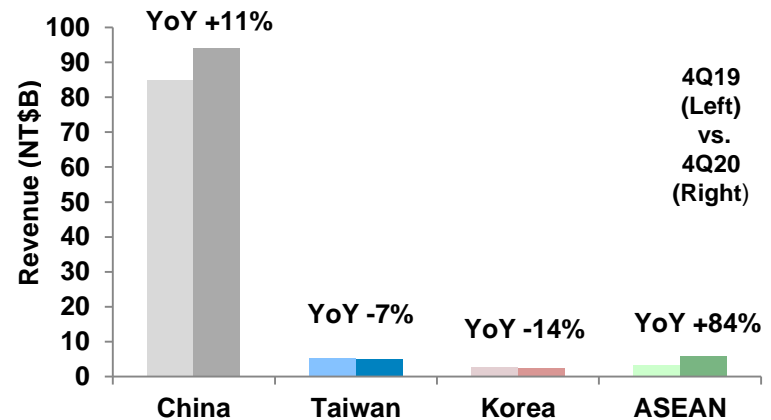
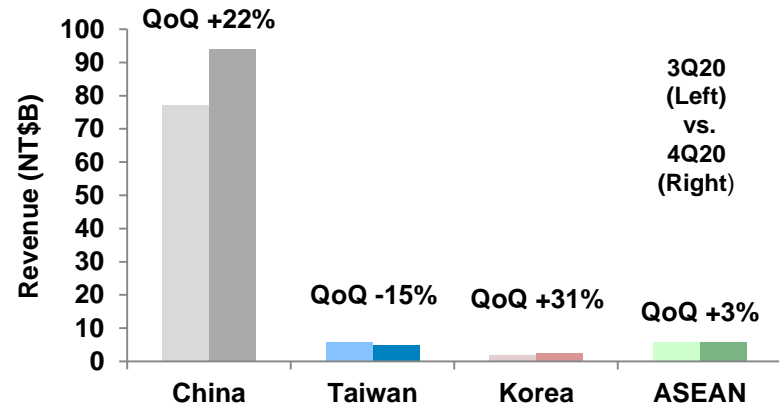
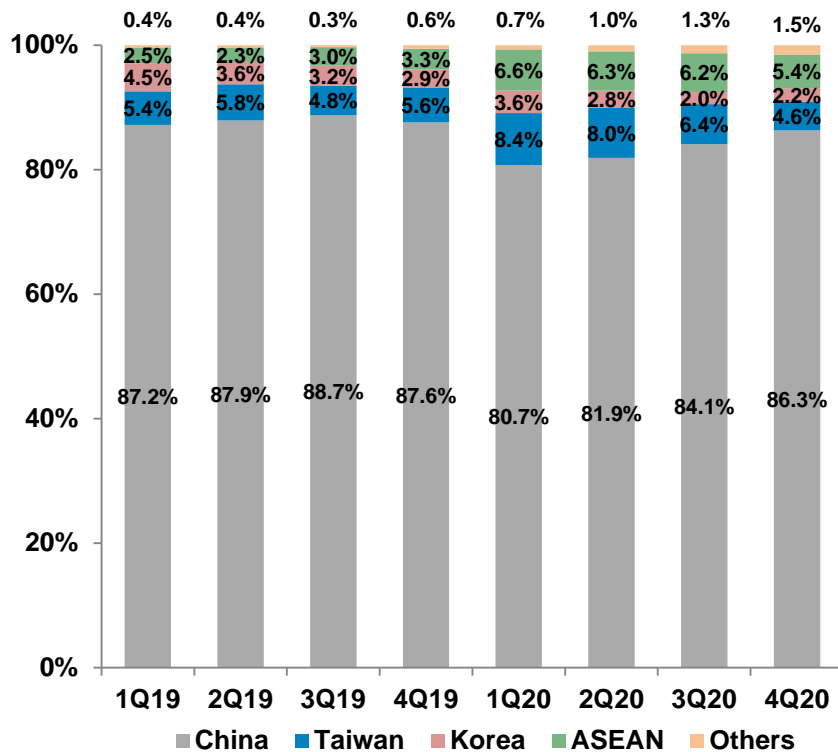
Unit: NT\$M

Key accounts	4Q20		3Q20		4Q19	
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	3,627	3	4,675	4	3,107	3
Accounts receivable	60,850	46	49,840	42	44,666	44
Inventory	44,314	34	41,881	36	45,795	45
Other current assets	2,301	2	2,388	2	2,591	3
Non-current assets	19,918	15	18,580	16	5,208	5
Total Assets	131,010	100	117,364	100	101,367	100
Short-term loans	24,062	18	27,890	24	26,580	26
Accounts payable	54,946	42	45,633	39	45,690	45
Other current liabilities	3,605	3	2,951	2	3,412	4
Long-term loans	800	1	800	1	-	-
Other liabilities	1,480	2	1,446	1	2,206	2
Total Liabilities	84,893	65	78,720	67	77,888	77
Total Equity	46,116	35	38,644	33	23,479	23
Indices	4Q20		3Q20		4Q19	
Current ratio	134%		129%		127%	
Debt/Assets ratio	65%		67%		77%	
Debt/Equity ratio	184%		204%		332%	
Gearing ratio	0.46		0.62		1.00	



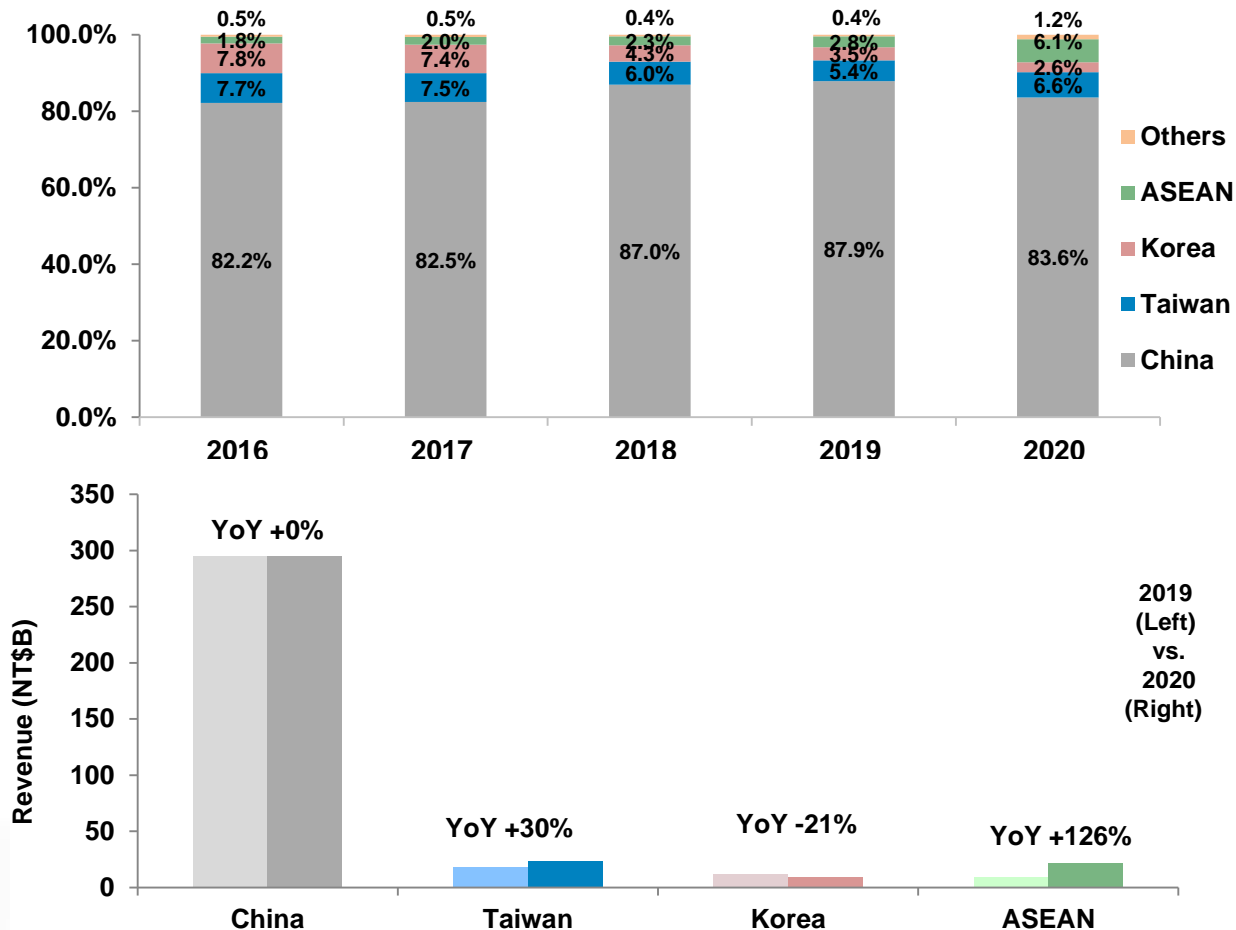
2. Financial Update

NR by Geography (Ship-to Destination)



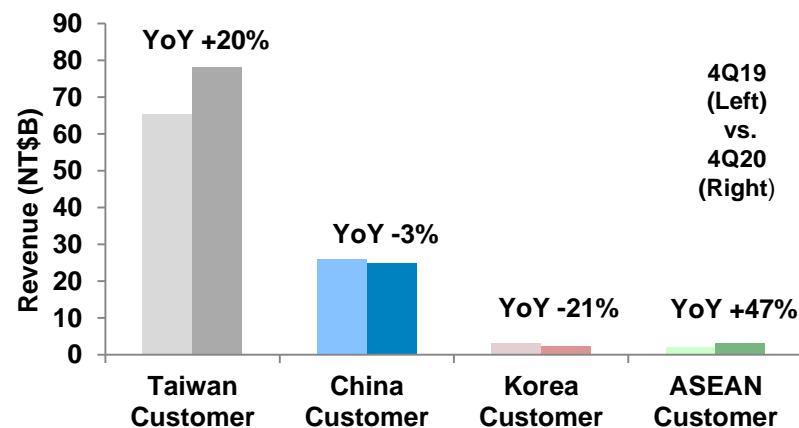
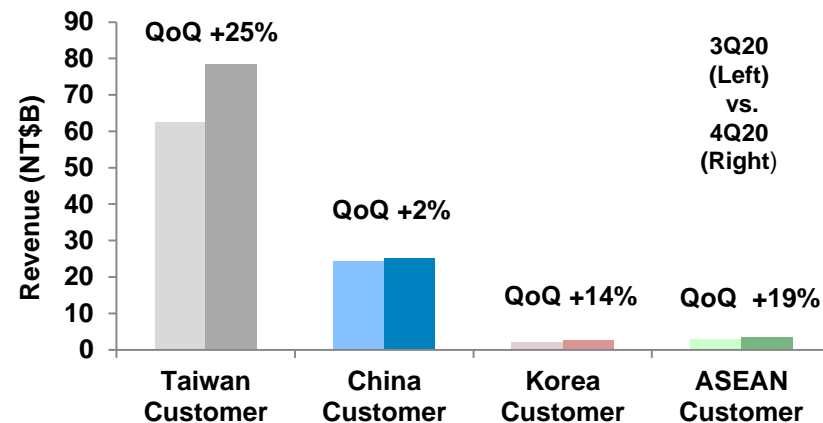
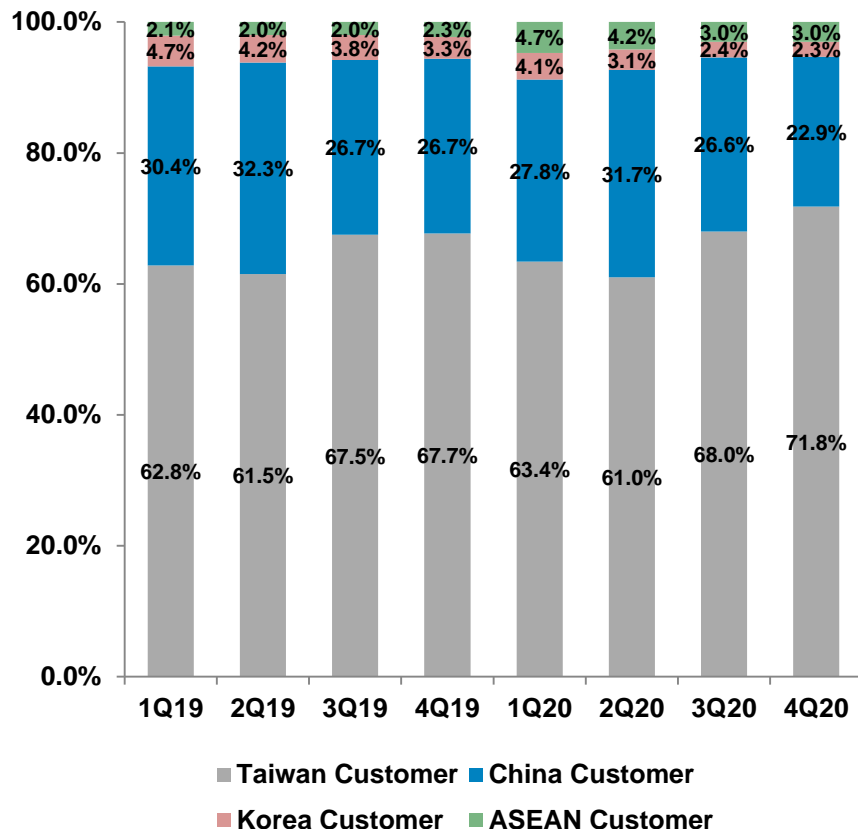
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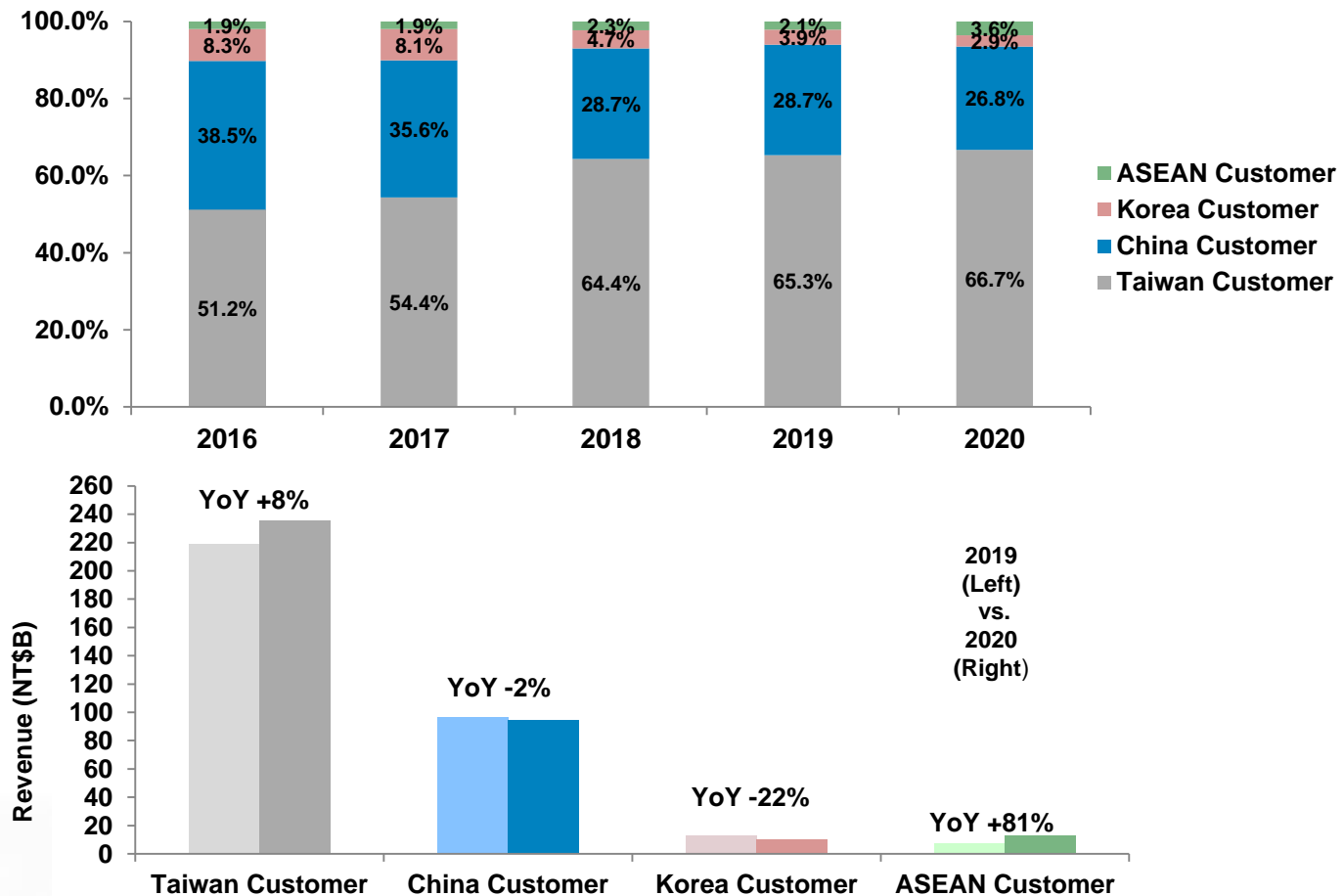
2. Financial Update

NR by Customer Base



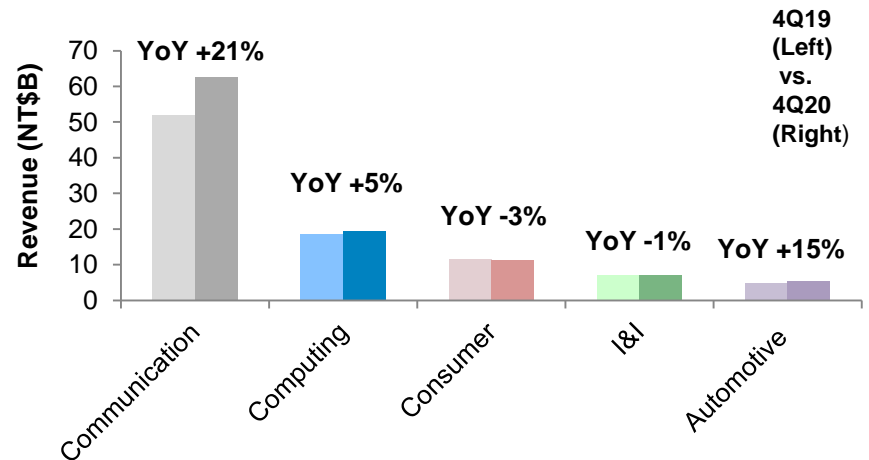
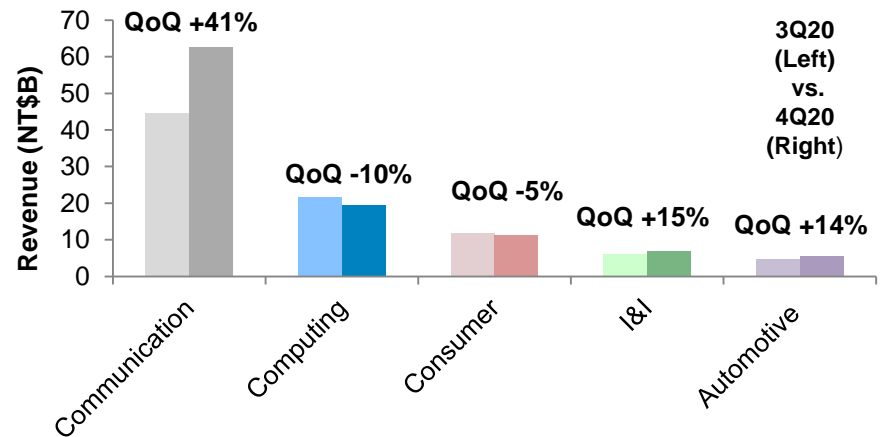
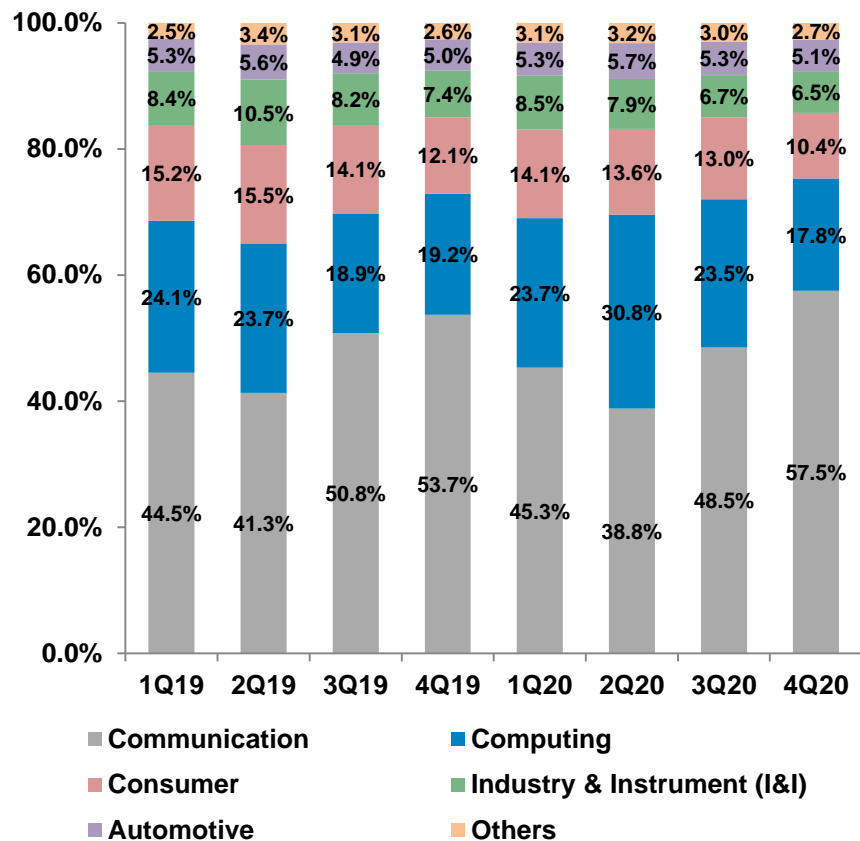
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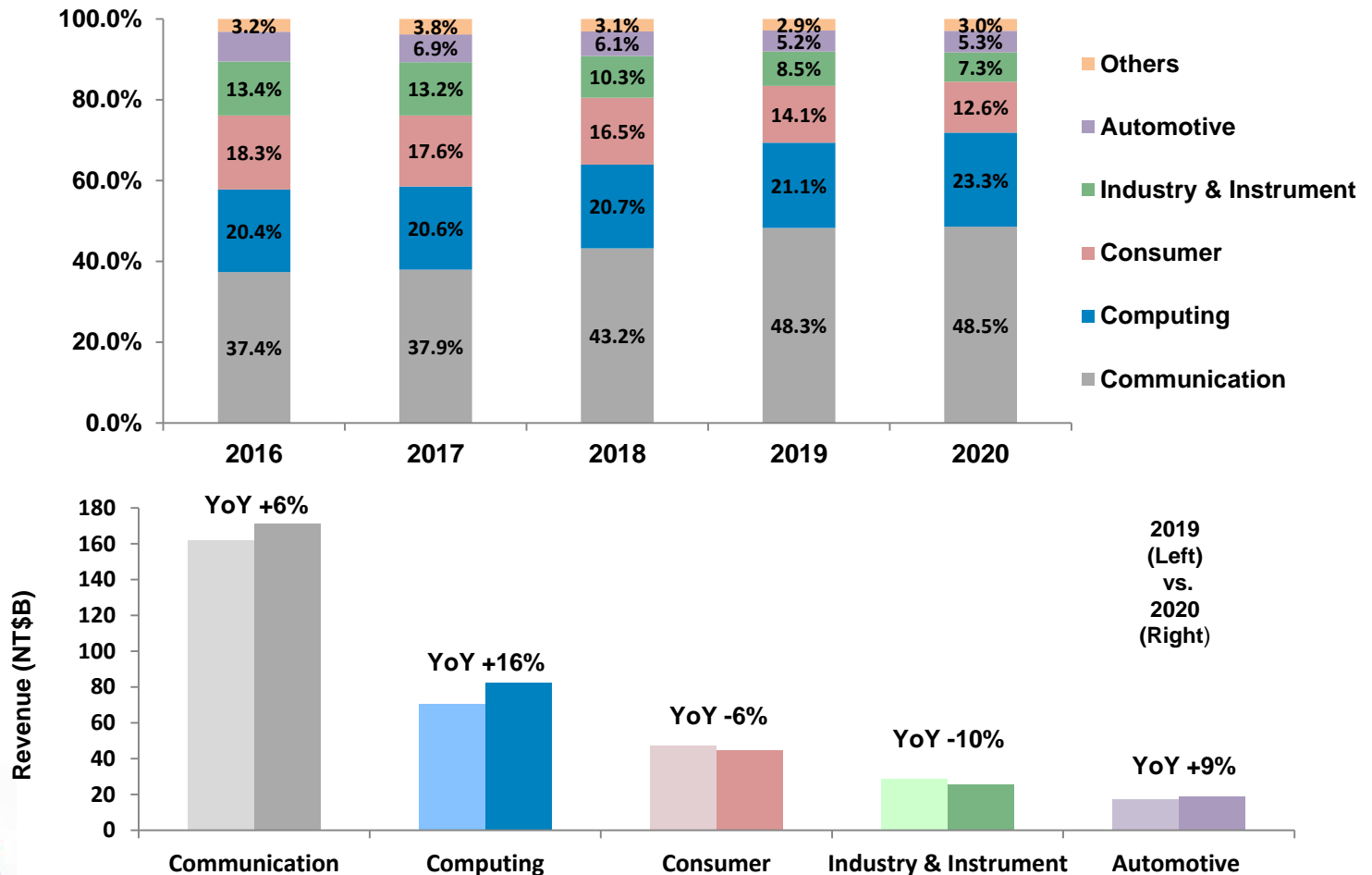
2. Financial Update

NR by Application



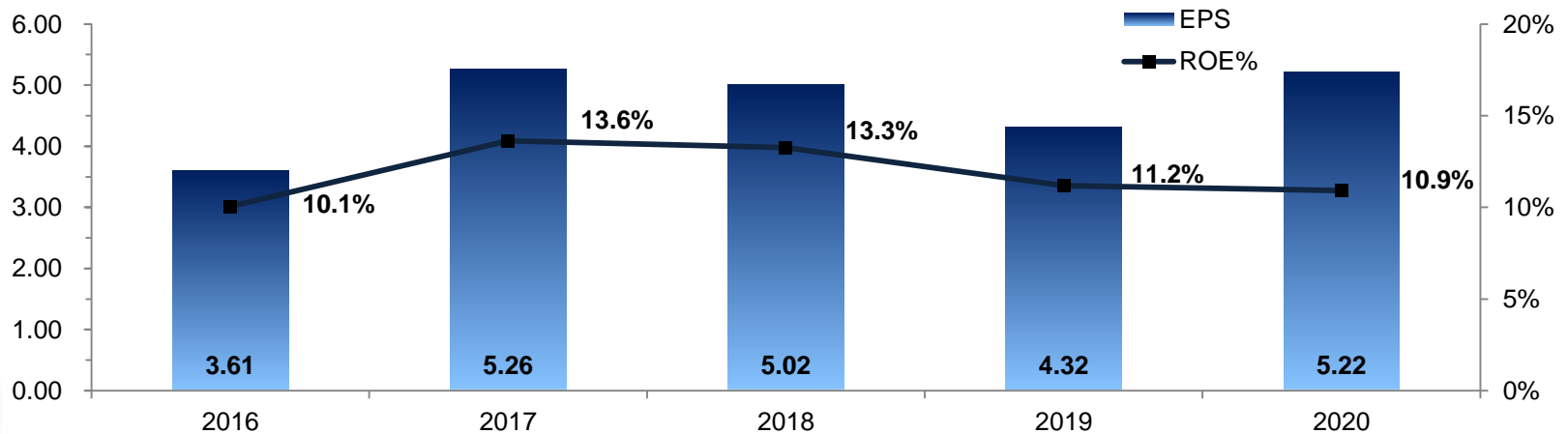
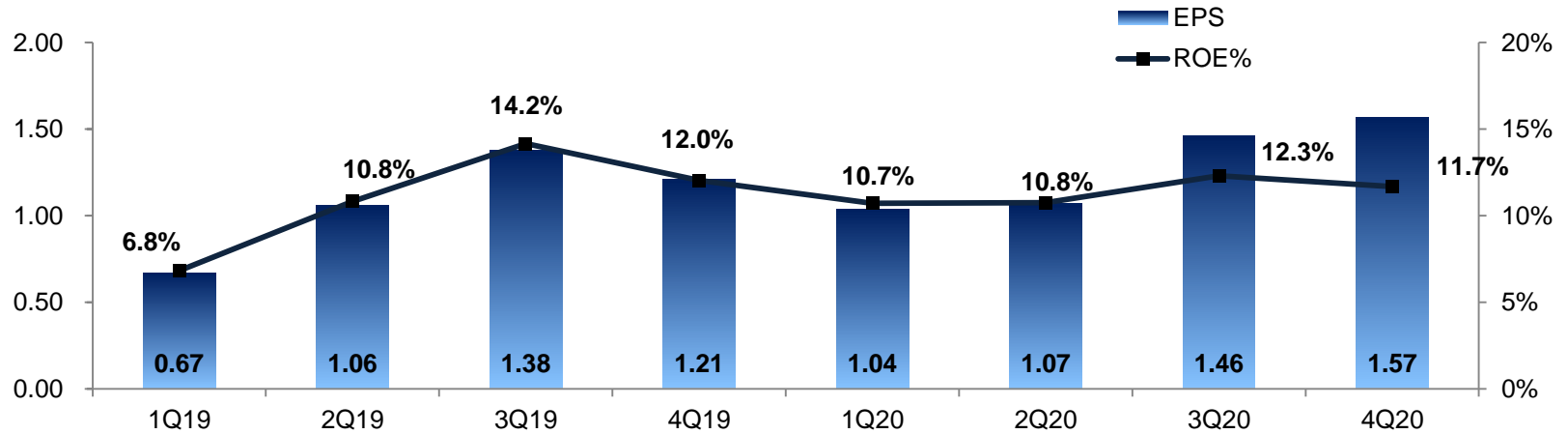
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NR by Application



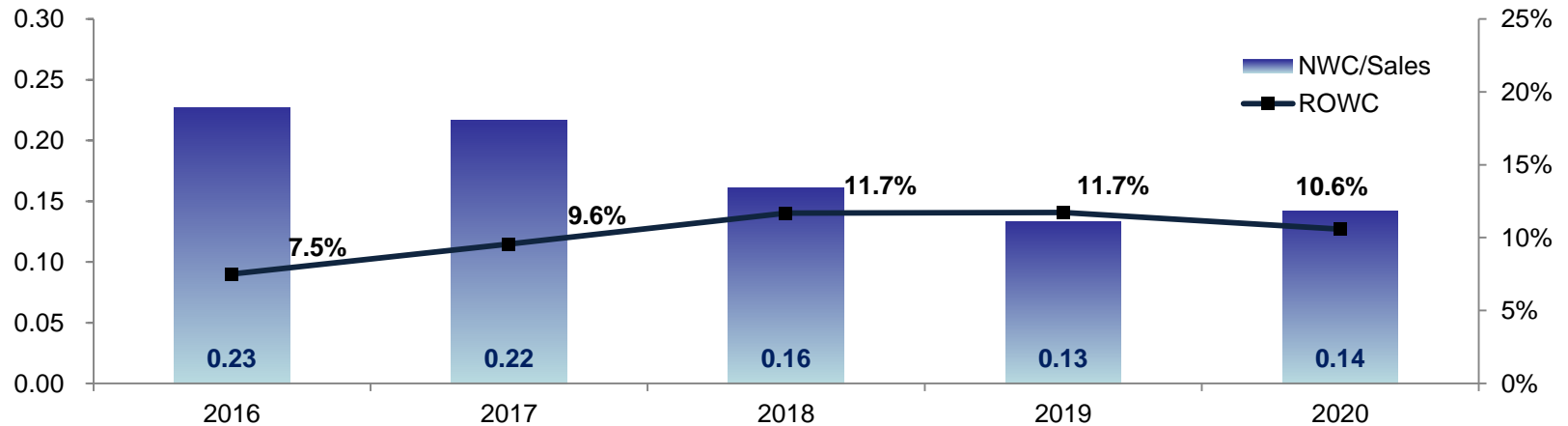
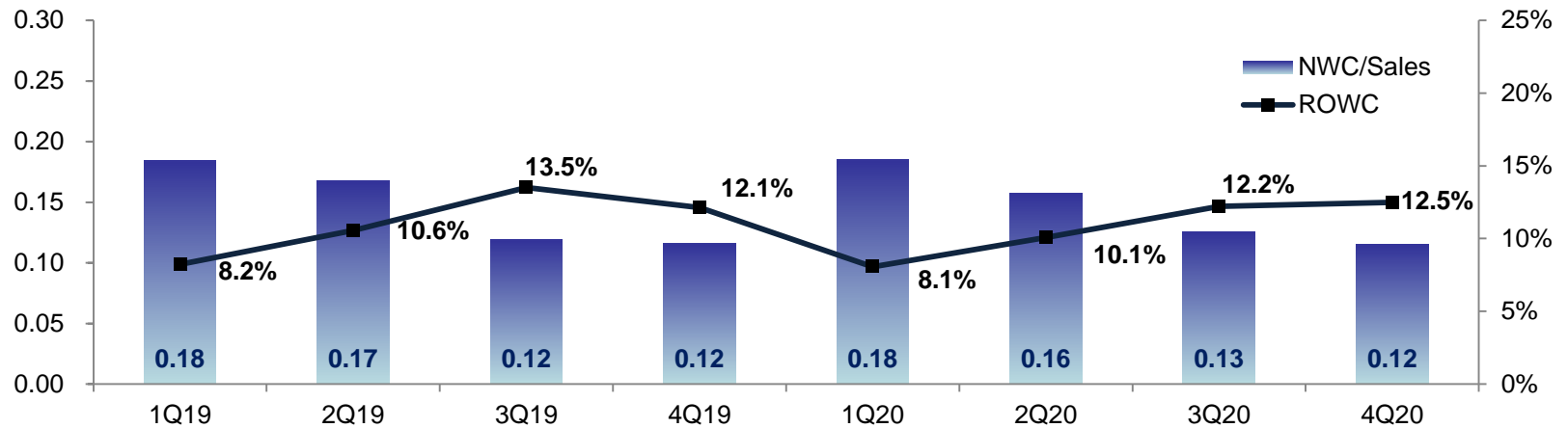
2. Financial Update

ROE vs. EPS



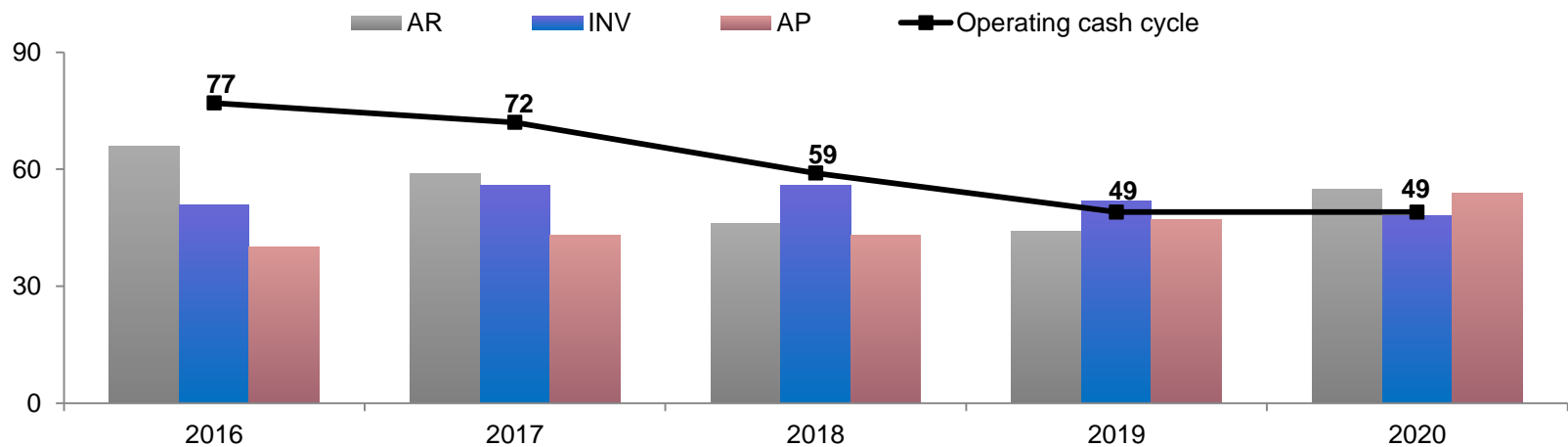
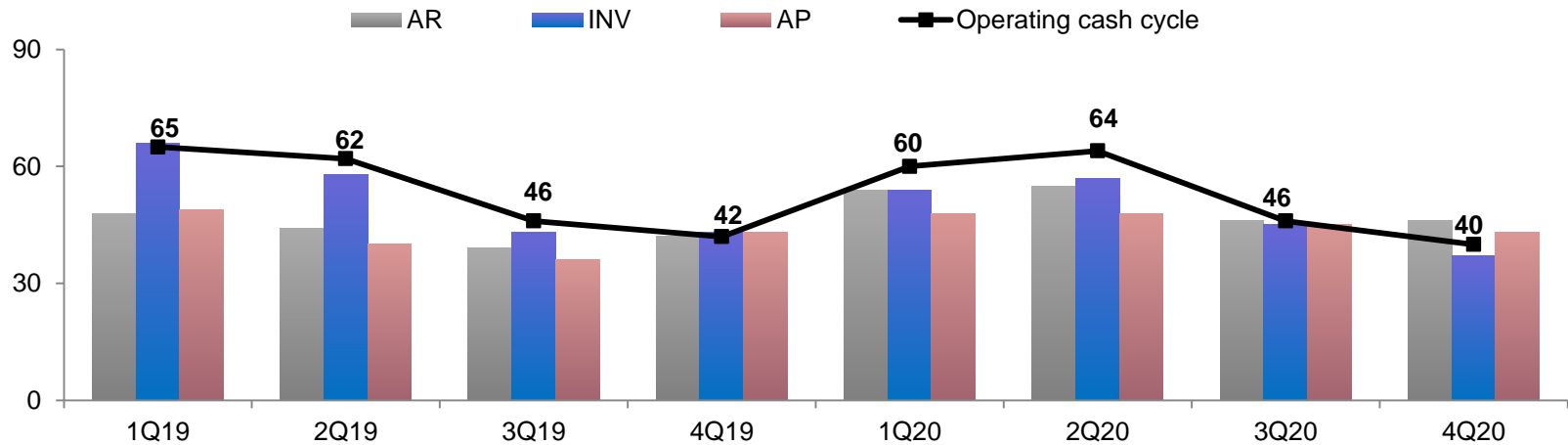
2. Financial Update

ROWC vs. NWC/Sales



2. Financial Update

Operating Cash Cycle



3. Business Outlook

We currently expect 1Q21 :

- Revenue : between NT\$92 billion ~ NT\$98 billion, at a forecast exchange rate of 28.3 NT Dollars to 1 US Dollar
- Revenue guidance between 10% ~ 15% QoQ decrease and 19% ~ 26% YoY growth
- Gross profit margin : between 3.15% ~ 3.35%
- Operating profit margin : between 1.5% ~ 1.7%





Thank You !

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