



2023 Fourth Quarter Investor Conference

January 31, 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 (TIFRSs).
- 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 (70% of global market)

- **Founded in 1993**
- **Headquartered in TWN**
- **Listed in 2000 (ticker: 3036 TT)**
- **Top 5% Governance ranking for three consecutive years (TWSE)**
- **Taiwan High Salary 100 Index (TWSE)**

NT\$594.5B

Y23 NR +4% YoY

10K+

Customers

80+

Product Lines

3,500+

**Employees
around Asia**

#52 / #5

**Operation Sites /
Warehouses**

25B+

**Delivered Chips
annually**

2. Financial Update

4Q23 Statement of Comprehensive Income

Unit: NT\$M

Key accounts	4Q23	3Q23	QoQ	4Q22	YoY
	Amount	Amount		Amount	
Net Operating revenues	189,696	167,260	13%	157,464	20%
Gross profit	4,996	5,061	-1%	4,989	0%
Gross margin	2.63%	3.03%		3.17%	
Operating expenses	(3,079)	(2,802)	10%	(2,361)	30%
Operating profit	1,917	2,259	-15%	2,628	-27%
Operating margin	1.01%	1.35%		1.67%	
Financing costs	(766)	(916)	-16%	(1,106)	-31%
Others	108	280	-61%	45	140%
Earning before tax	1,259	1,623	-22%	1,567	-20%
Income tax expense	(293)	(350)	-16%	(413)	-29%
Profit attributable to owners of the parent	1,044	1,280	-18%	1,149	-9%
EPS (in dollars)	1.18	1.45		1.31	
Weighted average shares (M shares)	885	884		879	
Pro forma EPS (in dollars)	1.18	1.44		1.30	
Outstanding shares as of period end (M shares)	888	887		884	

2. Financial Update

Y2023 Statement of Comprehensive Income

Unit: NT\$M

Key accounts	Y2023	Y2022	YoY
	Amount	Amount	
Net Operating revenues	594,519	571,197	4%
Gross profit	18,406	19,832	-7%
Gross margin	3.10%	3.47%	
Operating expenses	(10,206)	(8,049)	27%
Operating profit	8,200	11,783	-30%
Operating margin	1.38%	2.06%	
Financing costs	(3,880)	(2,446)	59%
Others	875	574	52%
Earning before tax	5,195	9,911	-48%
Income tax expense	(1,217)	(2,311)	-47%
Profit attributable to owners of the parent	4,012	7,631	-47%
EPS (in dollars)	4.24	8.61	
Weighted average shares (M shares)	883	855	
Pro forma EPS (in dollars)	4.21	8.33	
Outstanding shares as of period end (M shares)	888	884	

Note: EPS are calculated by profit attributable to owners of the parent minus NT\$270mn dividends of preferred shares.

2. Financial Update

Balance Sheet

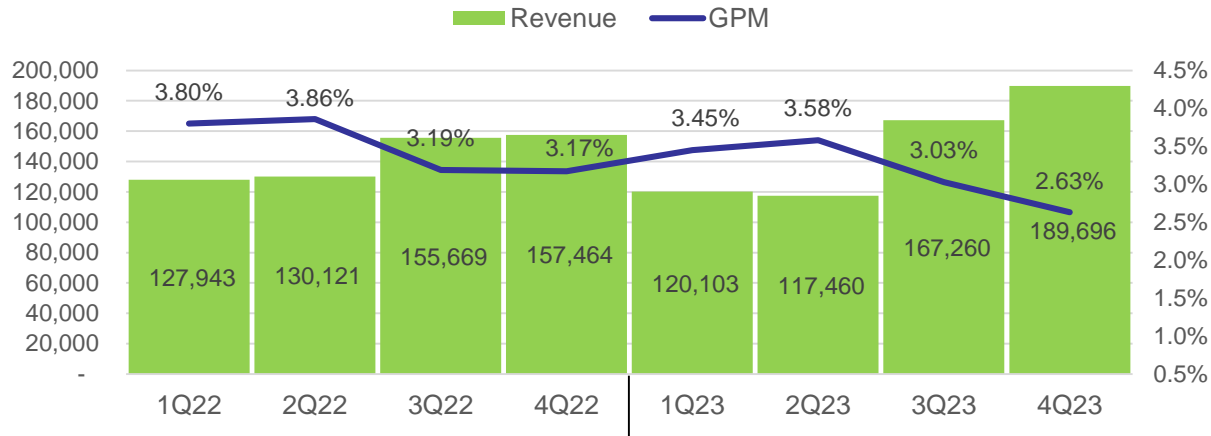
Unit: NT\$M

Key accounts	4Q23		3Q23		4Q22	
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	22,748	9	6,719	3	5,383	3
Accounts receivable	111,637	42	102,016	45	84,568	42
Inventory	95,715	36	93,599	41	90,547	45
Other current assets	8,647	3	5,161	2	3,152	2
Non-current assets	26,438	10	21,520	9	16,552	8
Total Assets	265,185	100	229,015	100	200,202	100
Short-term loans	20,260	8	25,397	11	39,390	20
Accounts payable	147,955	56	126,868	55	77,997	39
Other current liabilities	9,674	3	6,647	4	7,429	4
Long-term loans	12,644	5	5,012	2	17,786	9
Other liabilities	2,706	1	2,972	1	2,626	1
Total Liabilities	193,239	73	166,896	73	145,228	73
Total Equity	71,946	27	62,119	27	54,974	27
Indices	4Q23		3Q23		4Q22	
Current ratio	134%		131%		147%	
Liabilities/Assets ratio	73%		73%		73%	
Liabilities/Equity ratio	269%		269%		264%	
Gearing ratio	0.14		0.39		0.96	

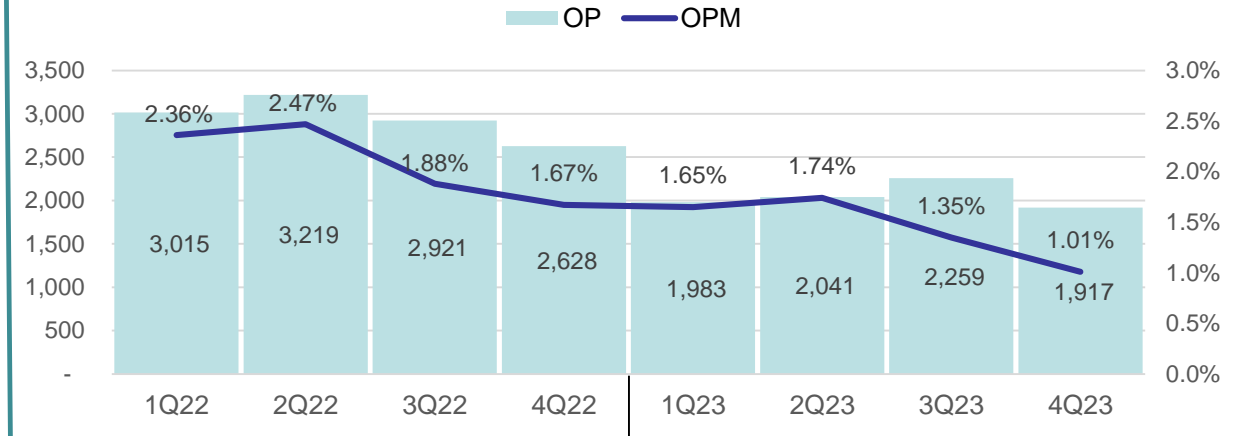
2. Financial Update

Unit: NT\$M

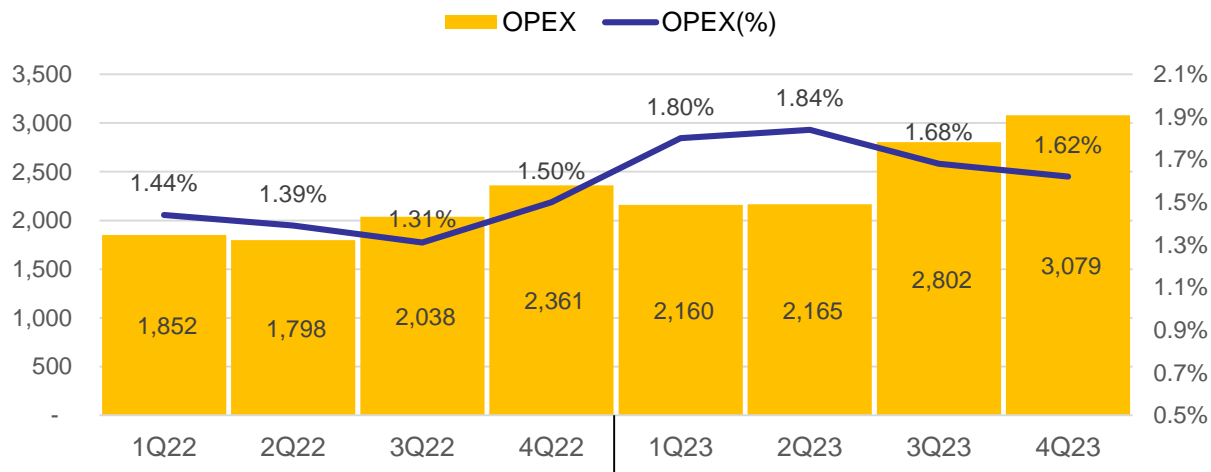
Revenue vs GPM



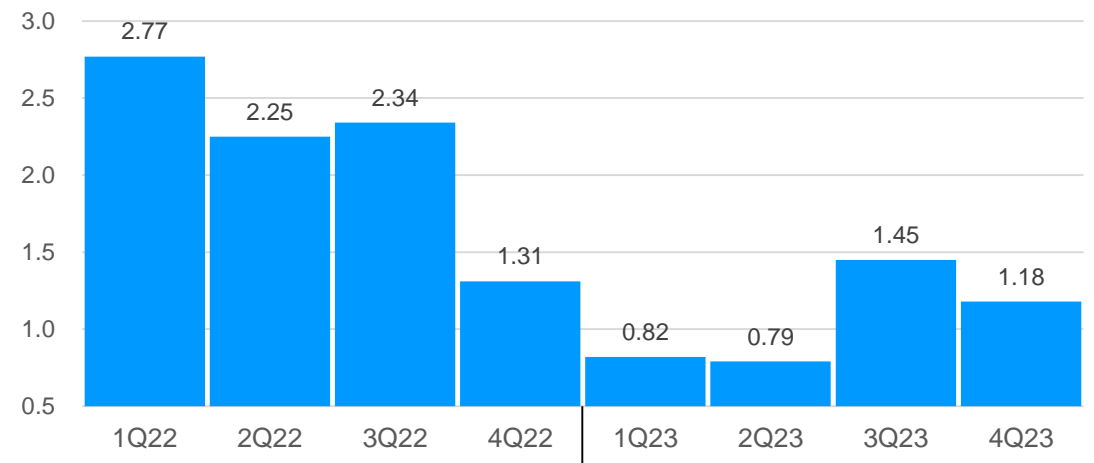
OP vs OPM



OPEX vs. OPEX ratio

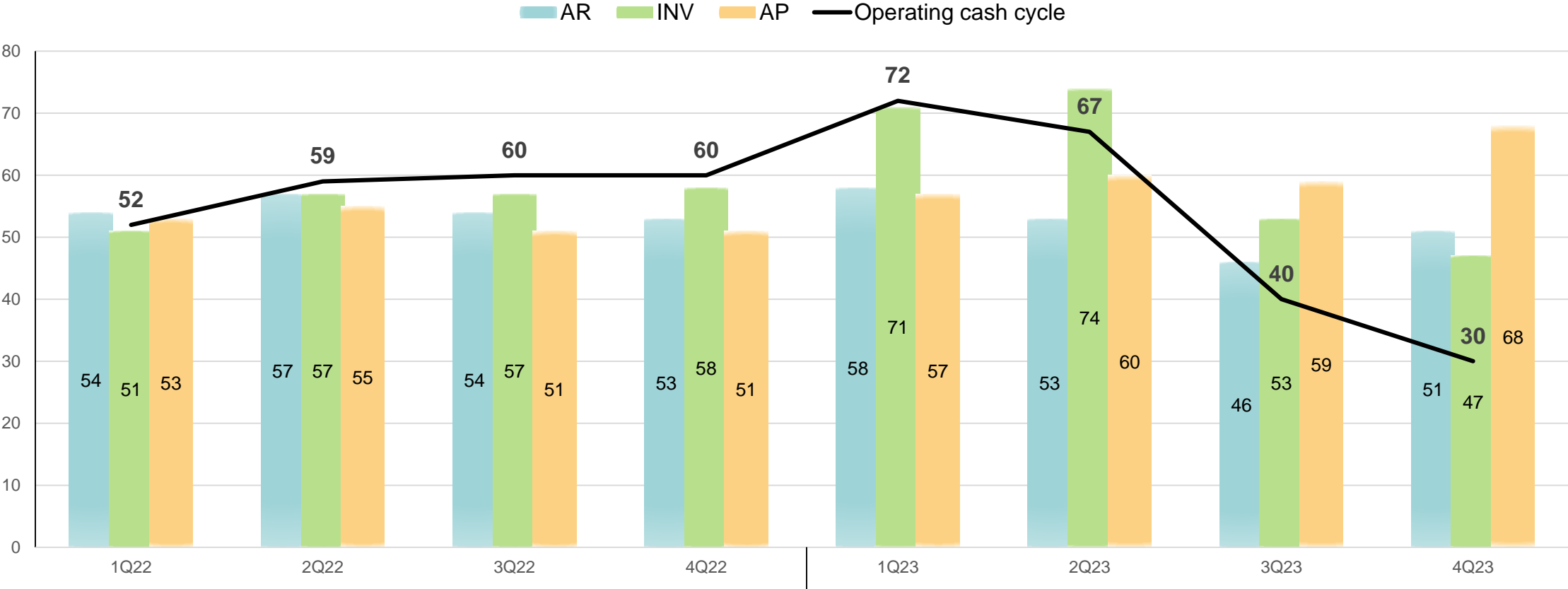


EPS (NTD)



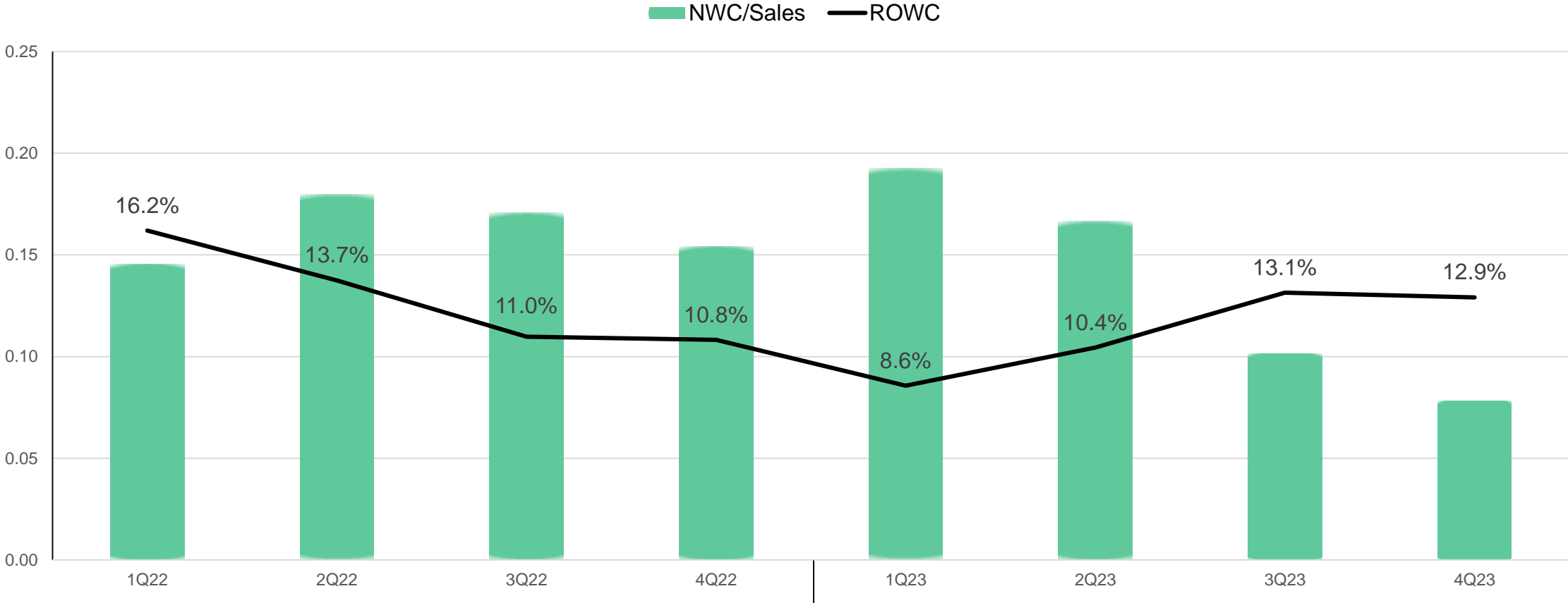
2. Financial Update

Operating Cash Cycle



2. Financial Update

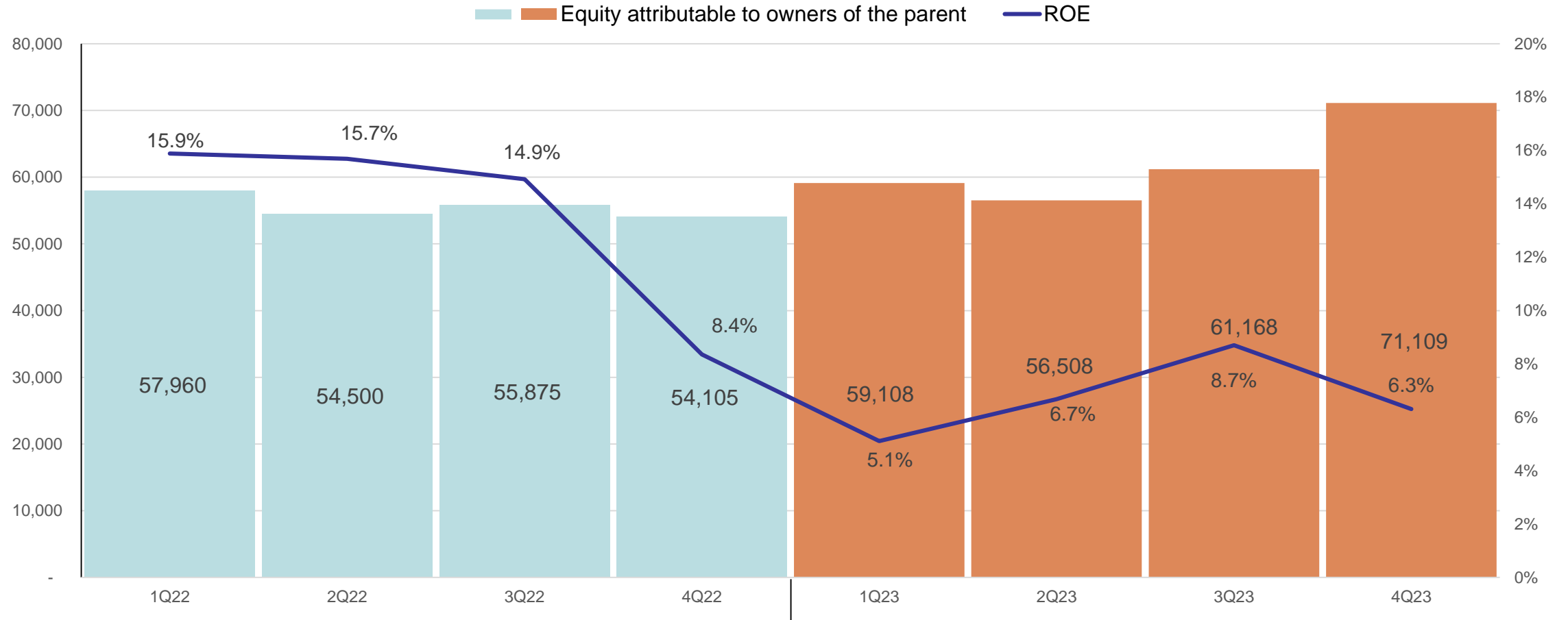
ROWC vs. NWC/Sales



2. Financial Update

ROE vs. Equity

Unit: NT\$M



3. Business Outlook

We currently expect 1Q24 :

- At a forecast exchange rate of 31.1 NT Dollars to 1 US Dollar

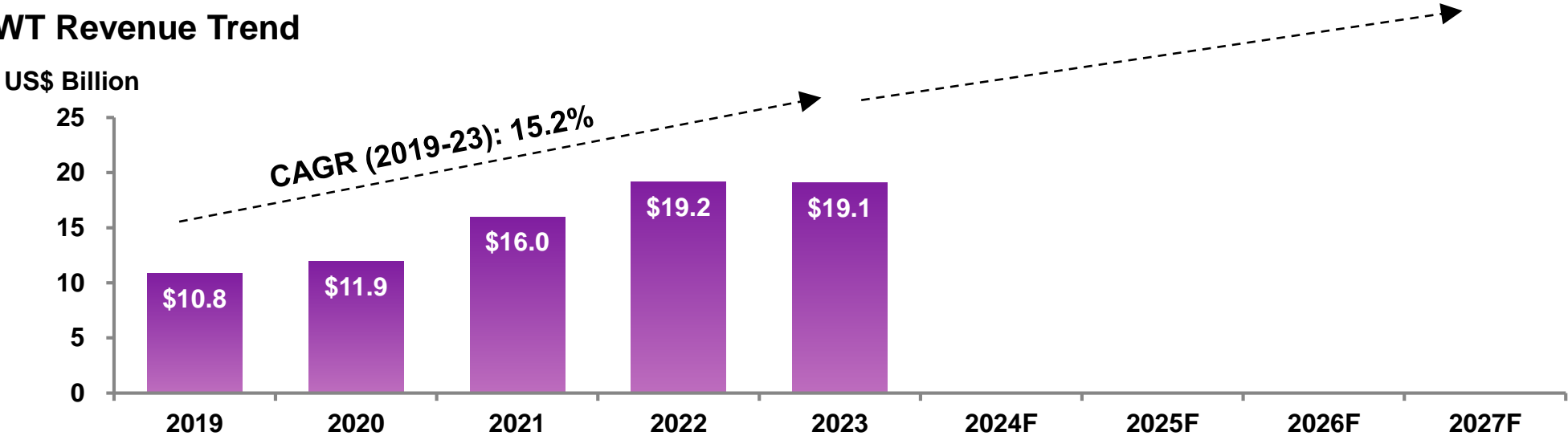
Unit: NT\$M

Item	1Q24	4Q23
	Forecast	Amount
Revenue	165,000 ~ 175,000	189,696
Gross Profit	4,620 ~ 5,250	4,996
Gross Margin	2.80% ~ 3.00%	2.63%
Operating Expenses	2,236 ~ 2,357	3,079
Operating Profit	2,384 ~ 2,893	1,917
Operating Margin	1.45% ~ 1.65%	1.01%
Profit Before Tax	1,754 ~ 2,189	1,259
Profit attributable to owners of the parent	1,331 ~ 1,670	1,044
EPS (NT\$)	1.33 ~ 1.67	1.18
Weighted average shares (M shares)	997	885

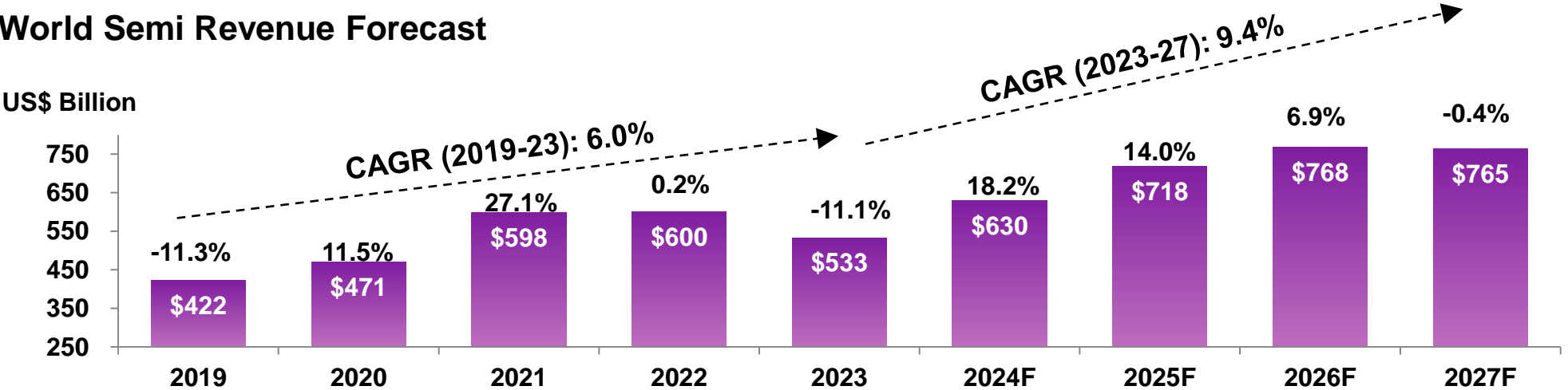
3. Business Outlook

WT continues gaining market share by targeting faster growth sectors and successful M&As and integration

WT Revenue Trend



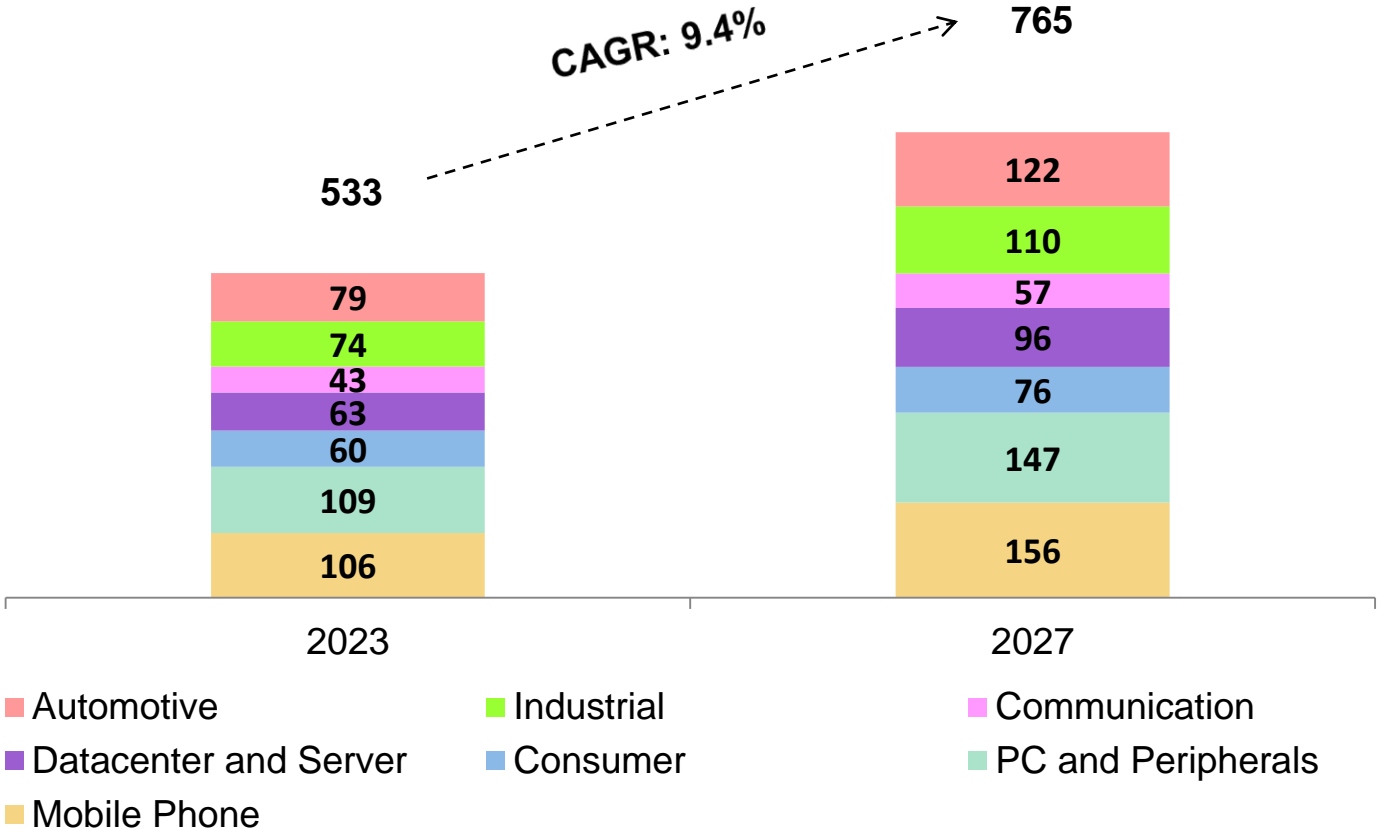
World Semi Revenue Forecast



3. Business Outlook

Global Semiconductor Market Forecast by Electronic Equipment Category

(US\$ Billion)



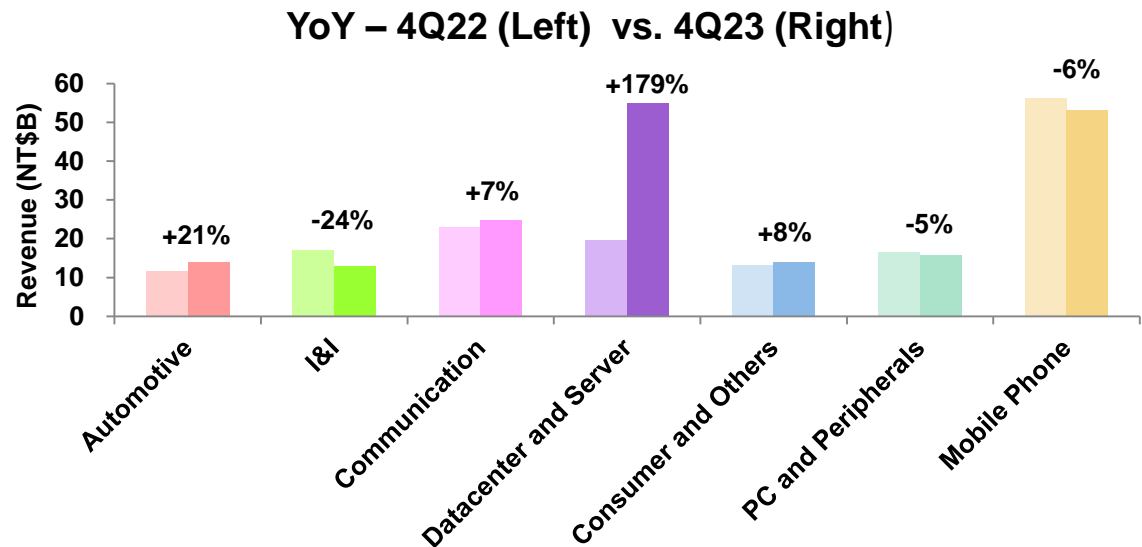
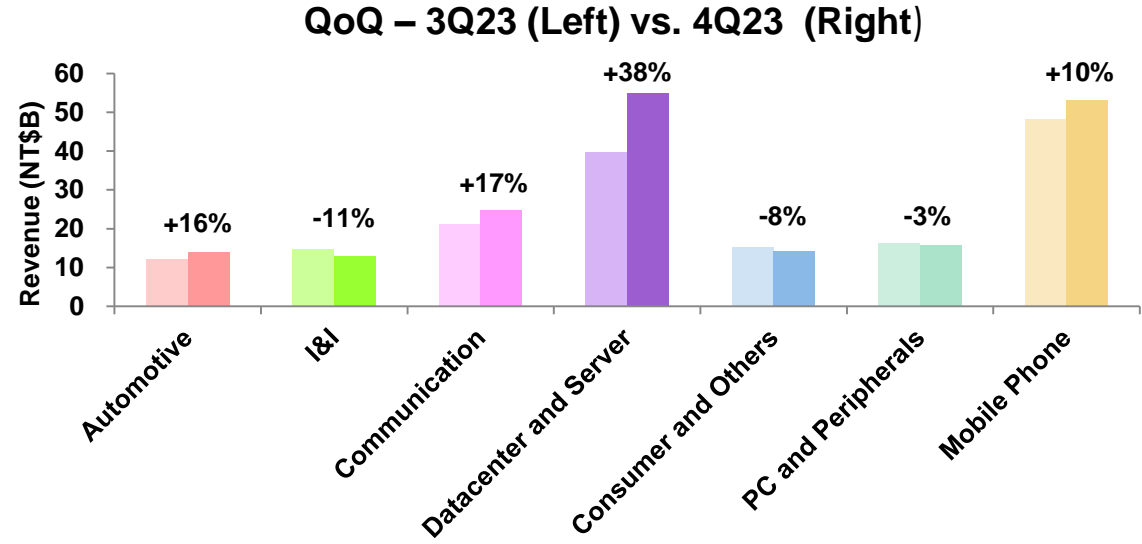
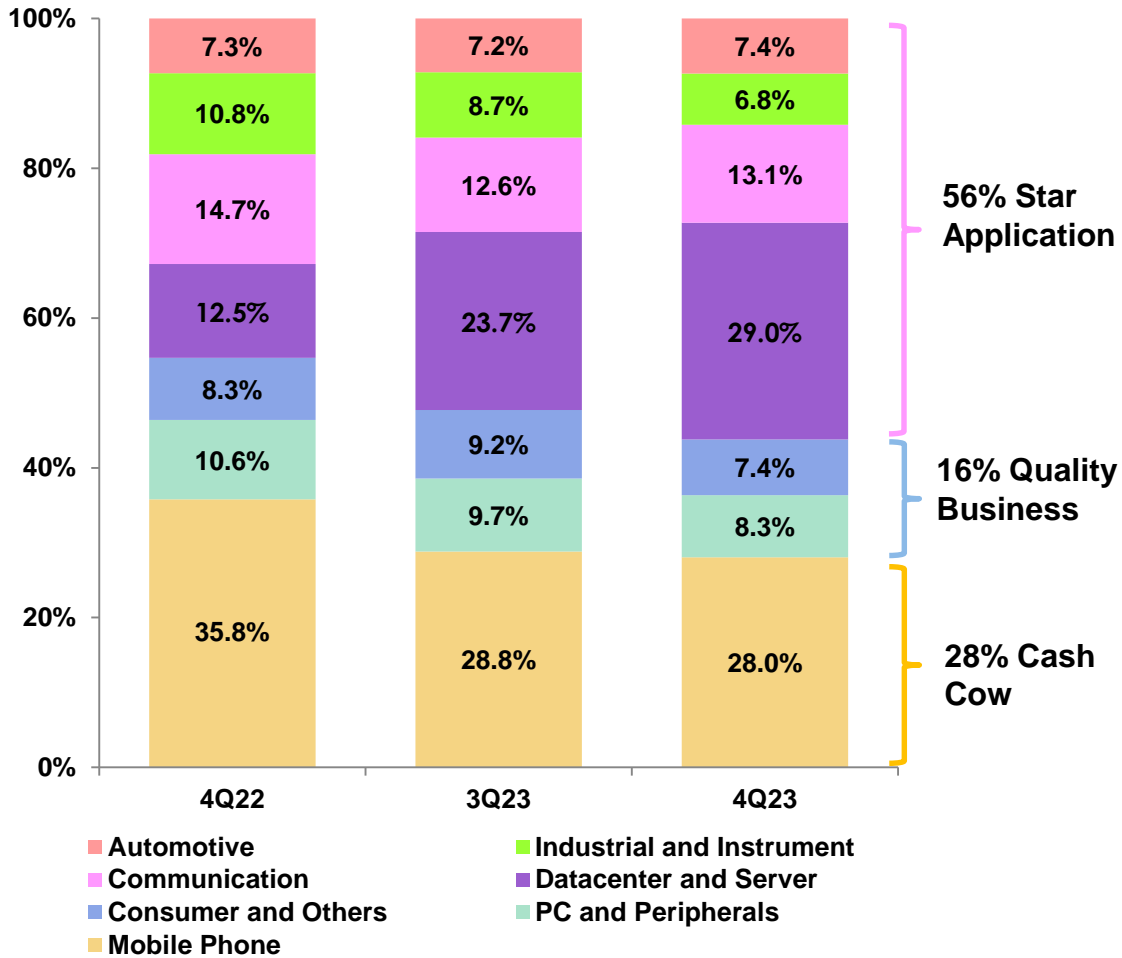
Semiconductor Market

2023-27F semiconductor segment revenue CAGR

- ✓ Automotive: +11.4%
- ✓ Industrial: +10.3%
- ✓ Communication: +7.4%
- ✓ Datacenter and Server: +11.5%
- ✓ Consumer: +6.2%
- ✓ PC and Peripherals: +7.9%
- ✓ Mobile Phone: +10.2%

3. Business Outlook

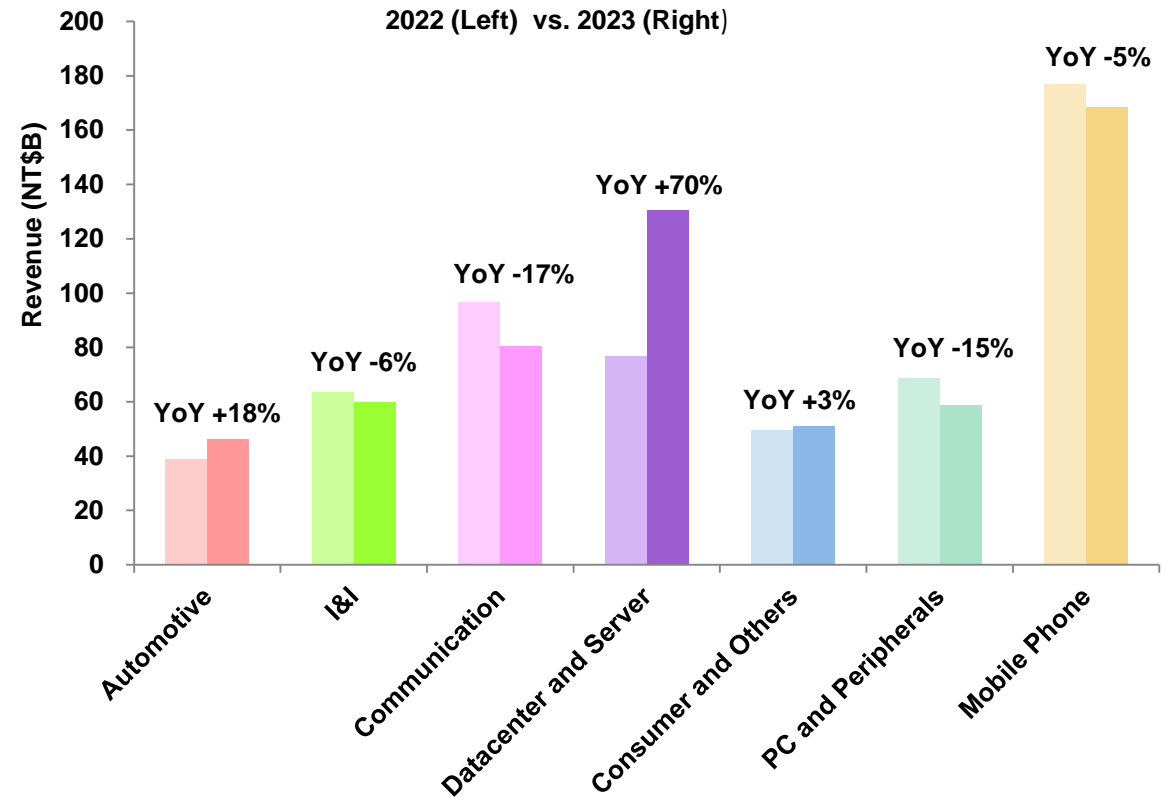
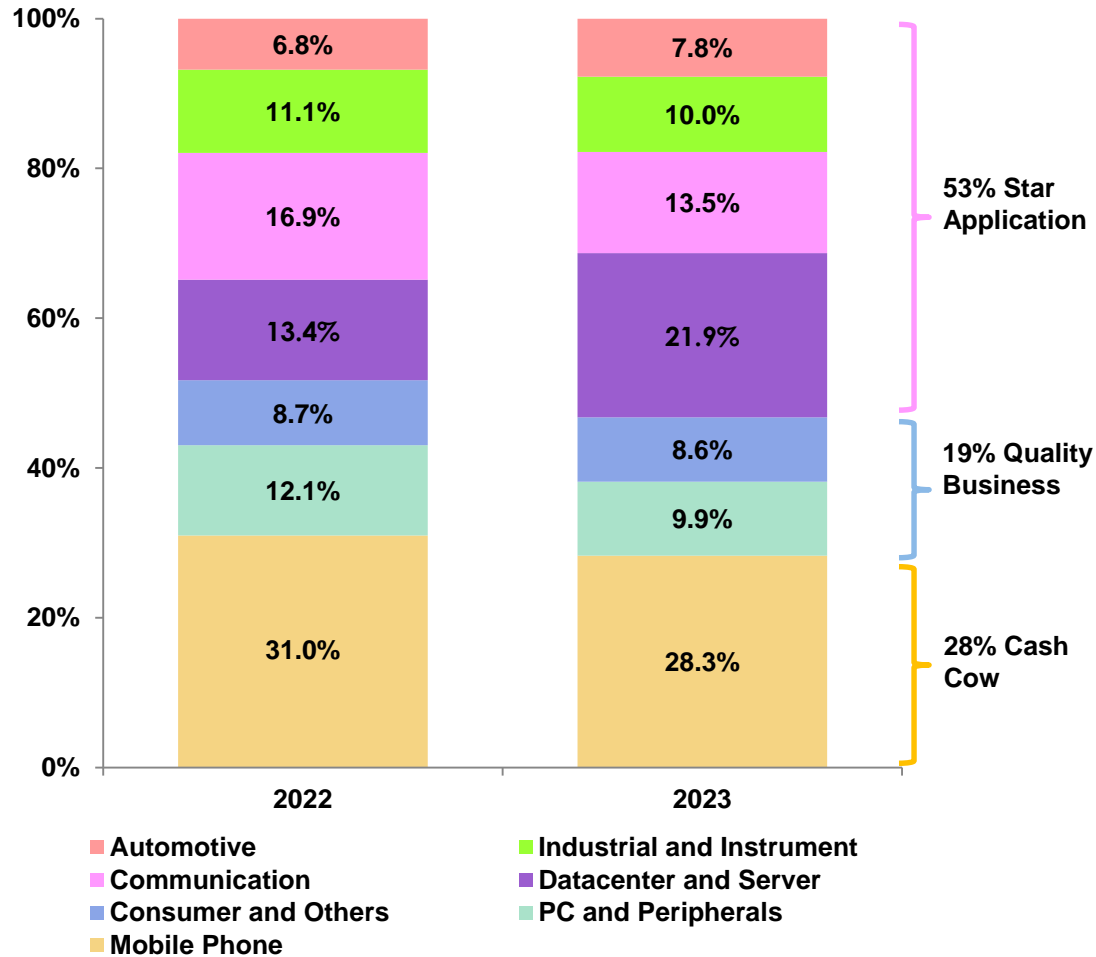
4Q23 Revenue Breakdown by Application



Note: Others segment is continuously adjusted to the determined application.

3. Business Outlook

2023 Revenue Breakdown by Application



Note: Others segment is continuously adjusted to the determined application.

Q & A



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