



# **2020 First Quarter Result Overview**

# Agenda

**1. Overview**

**2. Financial Update**



# 1. Overview

## Strong secular growth with economies of scale

- A leading Asian semiconductor distributor, founded in 1993 and listed in 2000 (ticker: 3036 TT)
- Strategic focus on Asia region and Automotive & Internet of Things (IoT) applications
- 2019 revenues of NT\$335bn, up 23% YoY
- 48 offices in Asia (33 offices in China and 15 offices in Korea, Taiwan, and South Asia) with over 9,000 customers
- Over 2,300 headcounts (over 700 sales, 250 PMs, and 450 FAEs)
- Completion of warehouse semi automation (total 6 warehouses in Taiwan, HK, Shenzhen China, Shanghai China, Korea, and Singapore)
- Completion of B2B service platform for major vendors and customers

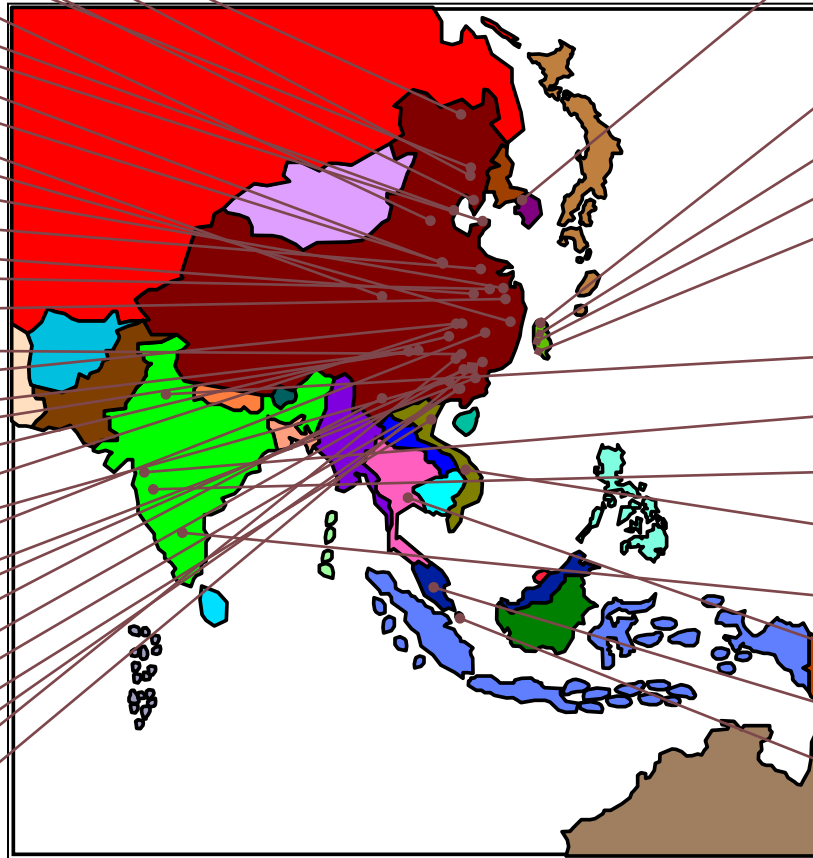


# 1. Overview

## China Offices (33)

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

## Offices Across Asia



## Korea Offices (2)

Seoul

## Taiwan Offices (4)

Taipei, Headquarters  
Hsinchu  
Taichung  
Tainan

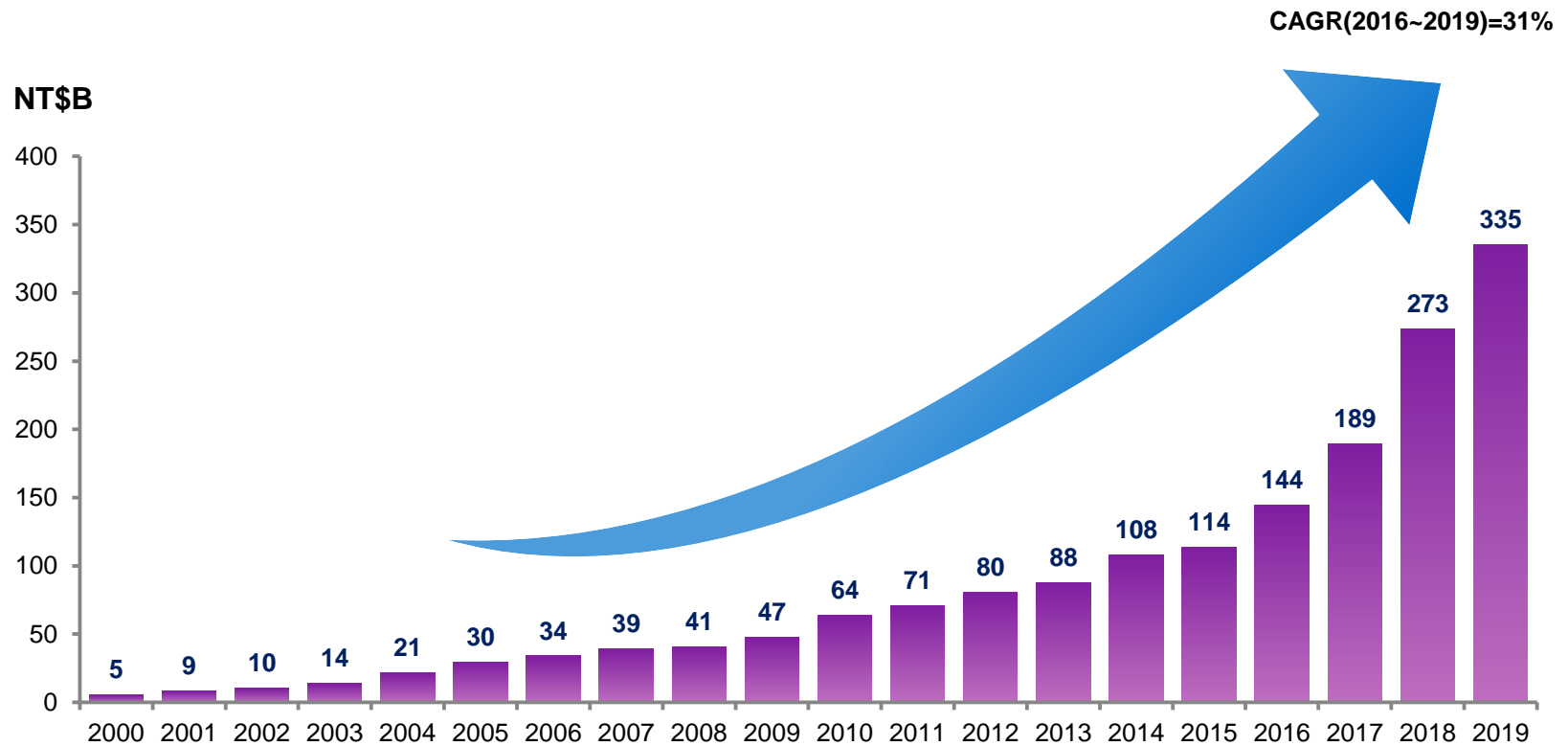
## South Asia Offices (9)

New Delhi, N. India  
Mumbai, N. India  
Pune, N. India  
Vietnam (2)  
Bangalore, S. India  
Bangkok, Thailand  
Penang, Malaysia  
Singapore



# 1. Overview

## NR (Net Revenue)



# 2. Financial Update

## Statement of Comprehensive Income

Unit: NT\$M

Key accounts	Y2019		Y2018		YoY
	Amount	%	Amount	%	
<b>Net Operating revenues</b>	<b>335,187</b>	<b>100.00%</b>	<b>273,416</b>	<b>100.00%</b>	<b>23%</b>
<b>Gross profit</b>	<b>10,800</b>	<b>3.22%</b>	<b>10,645</b>	<b>3.89%</b>	<b>1%</b>
Operating expenses	(5,547)	-1.65%	(5,391)	-1.97%	3%
<b>Operating income</b>	<b>5,253</b>	<b>1.57%</b>	<b>5,254</b>	<b>1.92%</b>	<b>0%</b>
Financing costs	(1,953)	-0.58%	(1,698)	-0.62%	15%
Others	9	0.00%	65	0.02%	
Earning before tax	3,309	0.99%	3,621	1.32%	-9%
Income tax expense	(778)	-0.23%	(842)	-0.31%	-8%
Non-Controlling Interests	-	-	-	-	
<b>Profit after tax</b>	<b>2,531</b>	<b>0.76%</b>	<b>2,779</b>	<b>1.01%</b>	<b>-9%</b>
<b>EPS(in dollars)</b>	<b>4.32</b>		<b>5.02</b>		
Weighted average shares (M shares)	585		554		



# 2. Financial Update

## Statement of Comprehensive Income

Unit: NT\$M

Key accounts	1Q20		4Q19		QoQ	1Q19		YoY
	Amount	%	Amount	%		Amount	%	
<b>Net Operating revenues</b>	<b>77,476</b>	<b>100.00%</b>	<b>96,774</b>	<b>100.00%</b>	<b>-20%</b>	<b>67,474</b>	<b>100.00%</b>	<b>15%</b>
<b>Gross profit</b>	<b>2,480</b>	<b>3.20%</b>	<b>2,814</b>	<b>2.91%</b>	<b>-12%</b>	<b>2,322</b>	<b>3.44%</b>	<b>7%</b>
Operating expenses	(1,325)	-1.71%	(1,456)	-1.50%	-9%	(1,300)	-1.93%	2%
<b>Operating income</b>	<b>1,155</b>	<b>1.49%</b>	<b>1,358</b>	<b>1.40%</b>	<b>-15%</b>	<b>1,022</b>	<b>1.51%</b>	<b>13%</b>
Financing costs	(403)	-0.52%	(455)	-0.47%	-11%	(527)	-0.78%	-24%
Others	34	0.05%	26	0.03%		(5)	-0.01%	
Earning before tax	786	1.01%	929	0.96%	-15%	490	0.73%	60%
Income tax expense	(170)	-0.22%	(222)	-0.23%	-23%	(105)	-0.16%	62%
Non-Controlling Interests	-	-	-	-		-	-	
<b>Profit after tax</b>	<b>616</b>	<b>0.80%</b>	<b>707</b>	<b>0.73%</b>	<b>-13%</b>	<b>385</b>	<b>0.57%</b>	<b>60%</b>
<b>EPS (in dollars)</b>	<b>1.04</b>		<b>1.21</b>			<b>0.67</b>		
Weighted average shares (M shares)	592		585			572		



# 2. Financial Update

## Balance Sheet

Unit: NT\$M

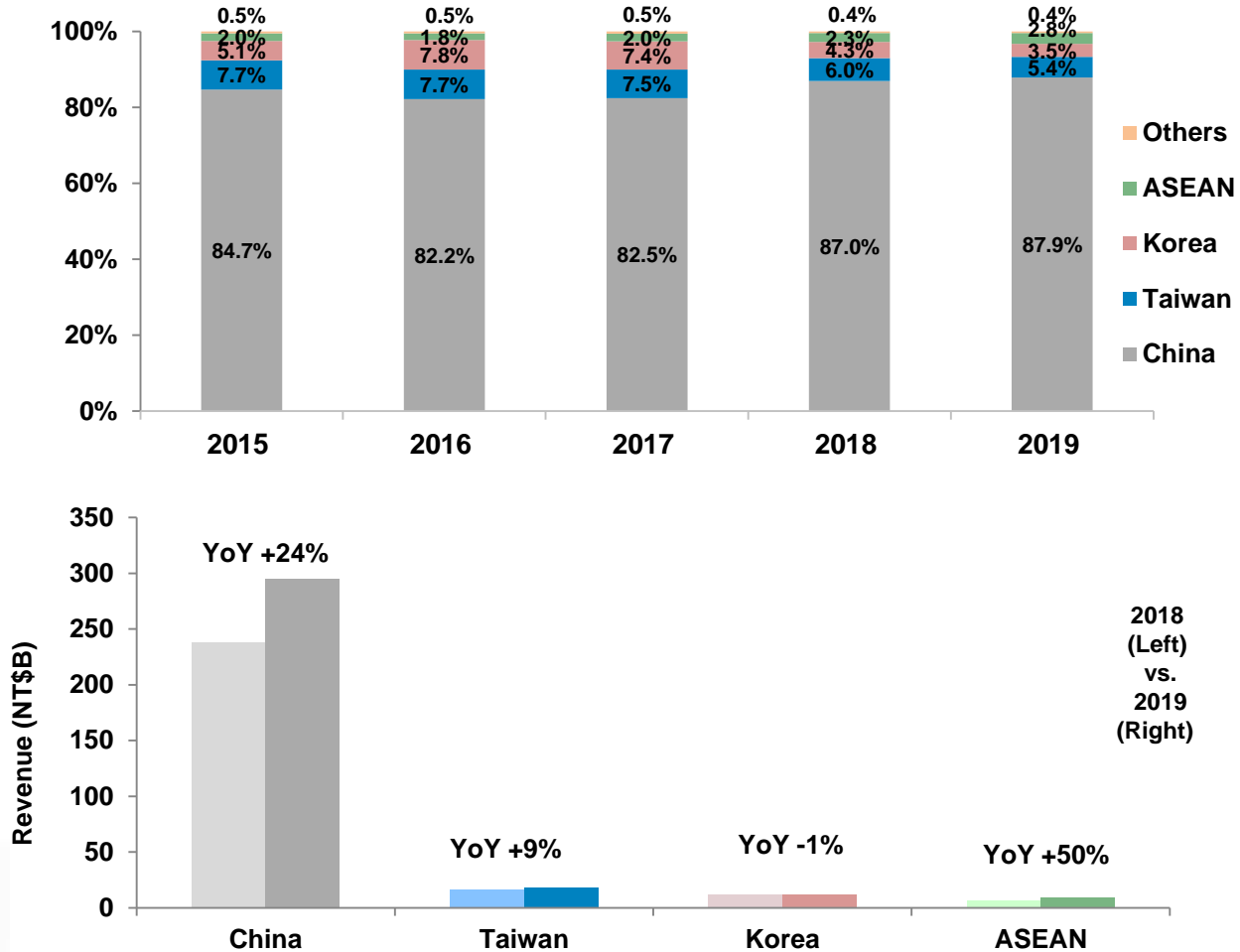
Key accounts	1Q20		4Q19		1Q19	
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	11,800	11	3,107	3	2,360	3
Accounts receivable	46,695	43	44,666	44	34,692	38
Inventory	43,566	40	45,795	45	47,034	51
Other current assets	2,347	1	2,591	3	2,108	2
Non-current assets	5,040	5	5,208	5	5,398	6
<b>Total Assets</b>	<b>109,448</b>	<b>100</b>	<b>101,367</b>	<b>100</b>	<b>91,592</b>	<b>100</b>
Short-term loans	47,059	43	26,580	26	31,921	35
Accounts payable	32,940	30	45,690	45	32,055	35
Other current liabilities	4,783	4	3,412	4	3,091	3
Long-term loans	-	-	-	-	-	-
Other liabilities	2,185	3	2,206	2	1,245	1
<b>Total Liabilities</b>	<b>86,967</b>	<b>79</b>	<b>77,888</b>	<b>77</b>	<b>68,312</b>	<b>75</b>
<b>Total Equity</b>	<b>22,481</b>	<b>21</b>	<b>23,479</b>	<b>23</b>	<b>23,280</b>	<b>25</b>
Indices	1Q20		4Q19		1Q19	
Current ratio	123%		127%		129%	
Debt/Assets ratio	79%		77%		75%	
Debt/Equity ratio	387%		332%		293%	
Gearing ratio	1.57		1.00		1.27	





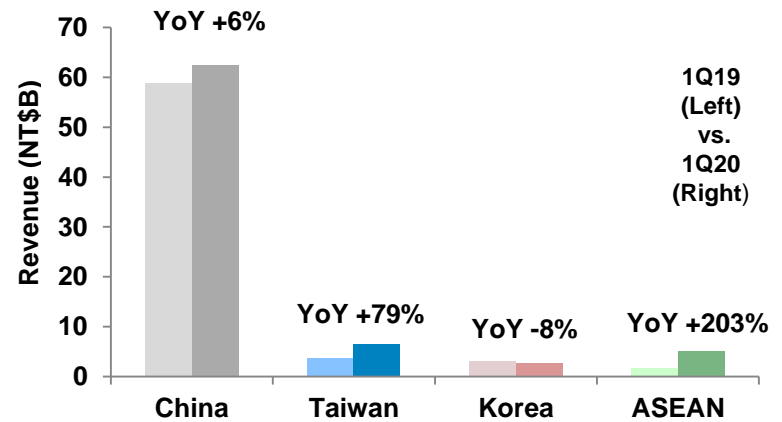
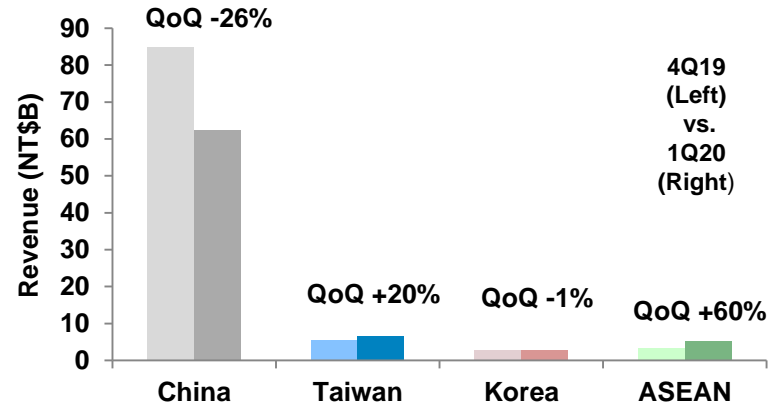
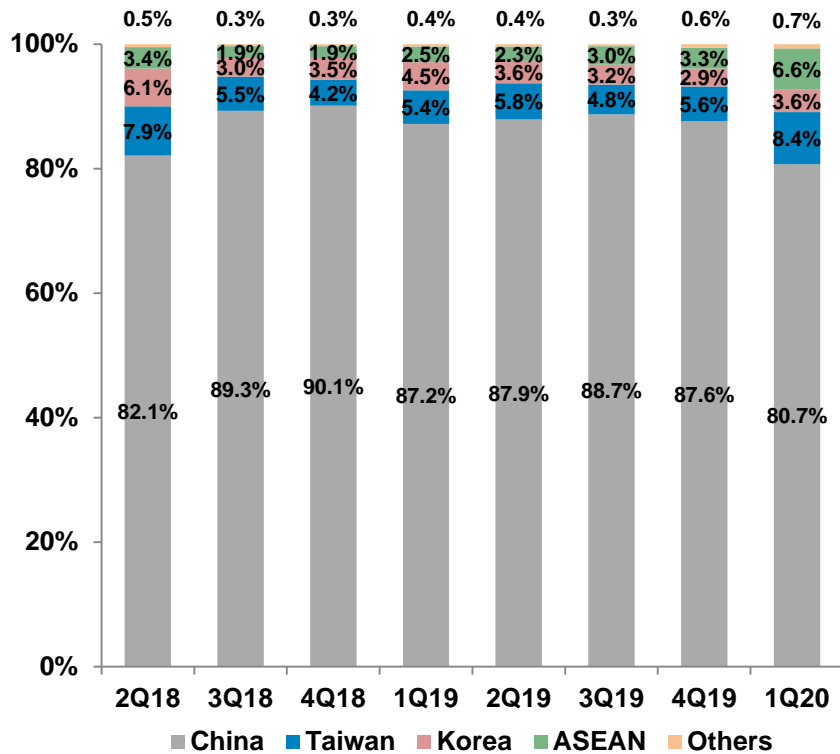
# 2. Financial Update

## NR by Geography (Ship-to Destination)



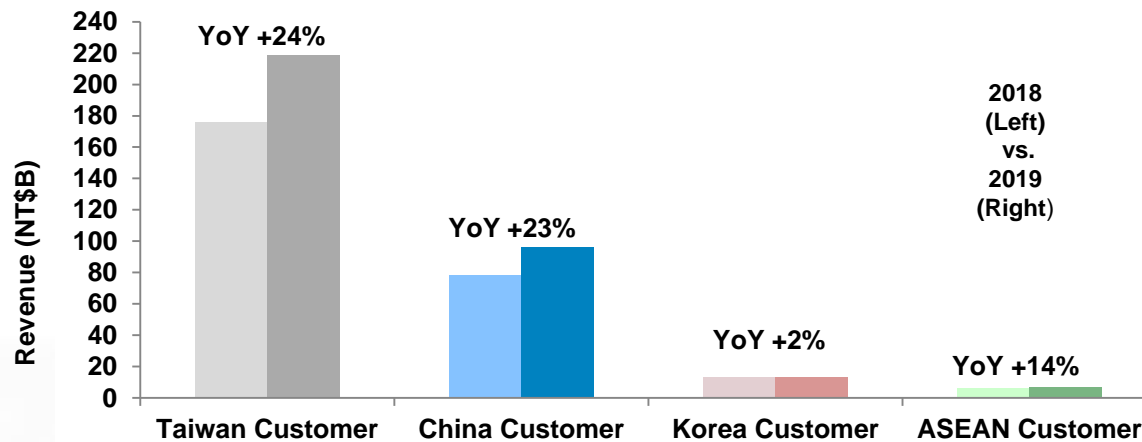
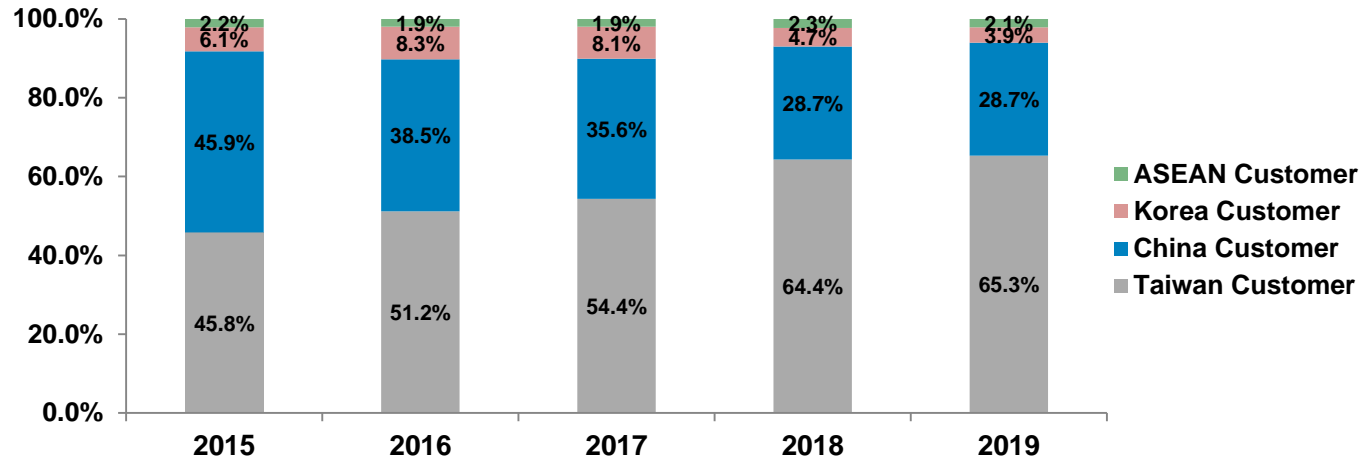
# 2. Financial Update

## NR by Geography (Ship-to Destination)



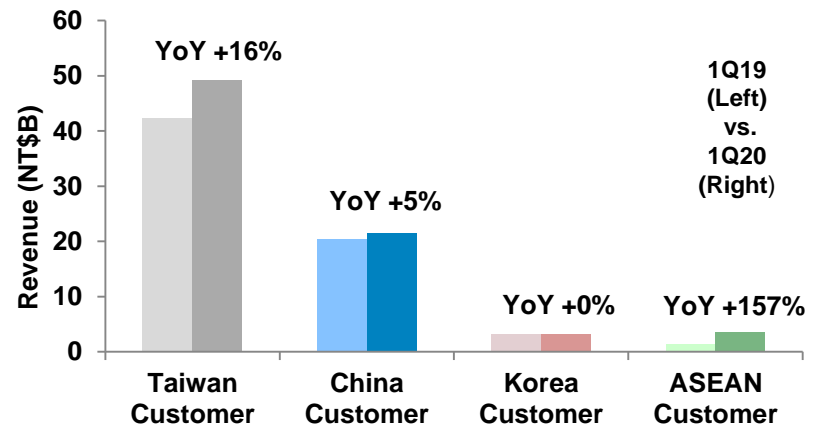
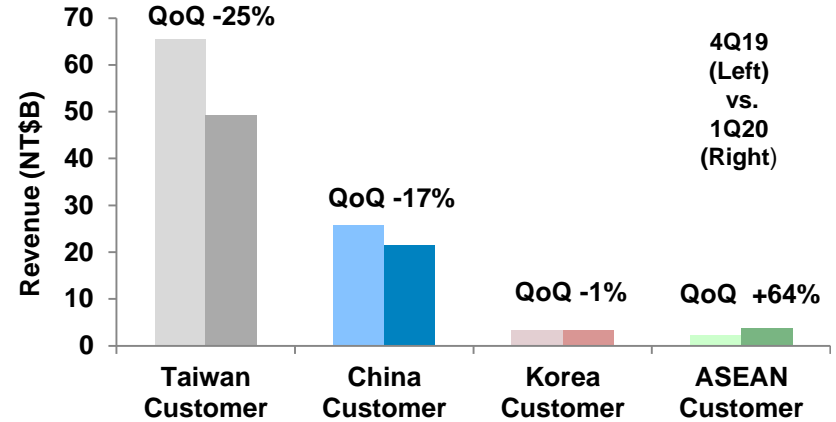
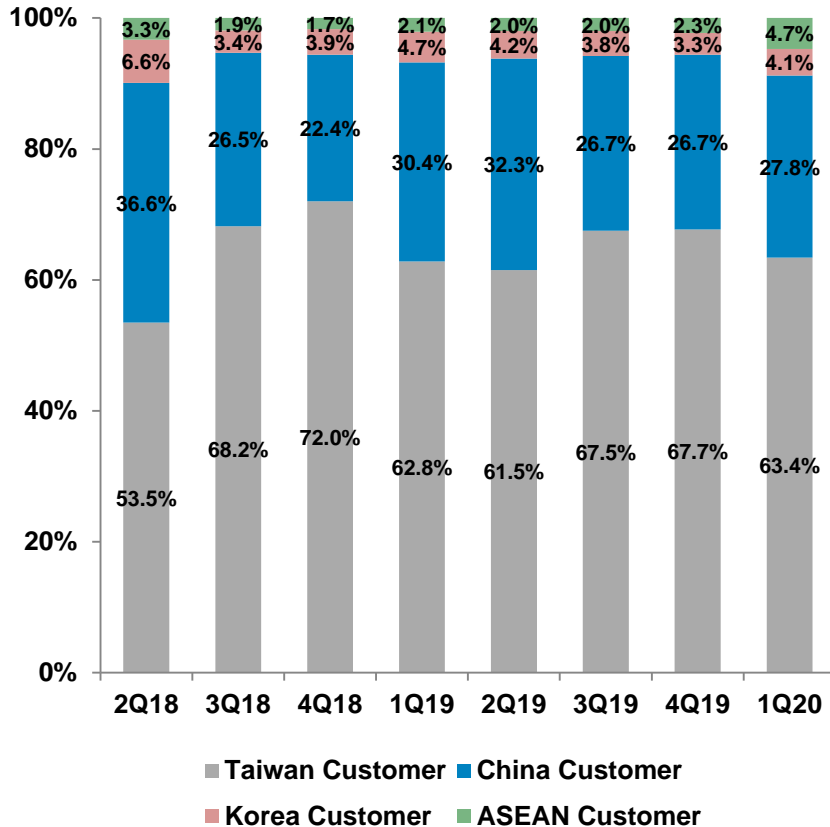
# 2. Financial Update

## NR by Customer Base



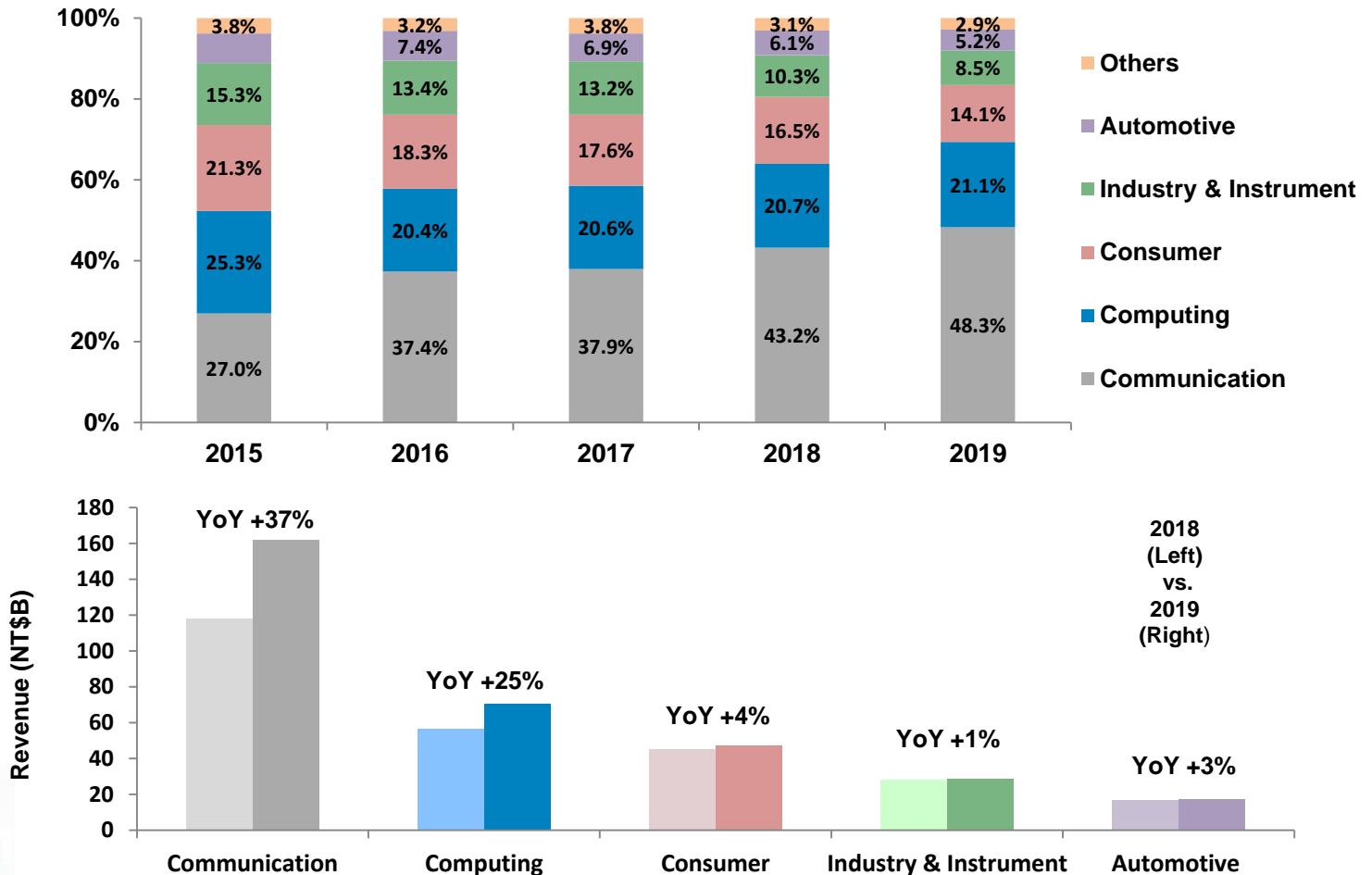
# 2. Financial Update

## NR by Customer Base



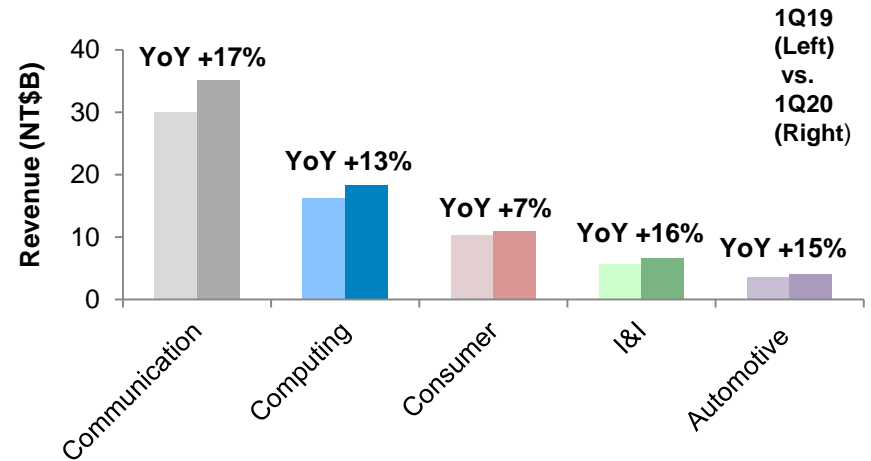
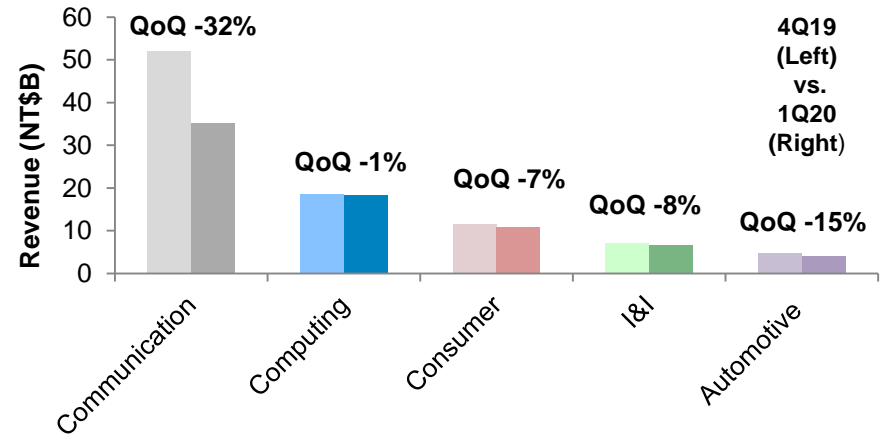
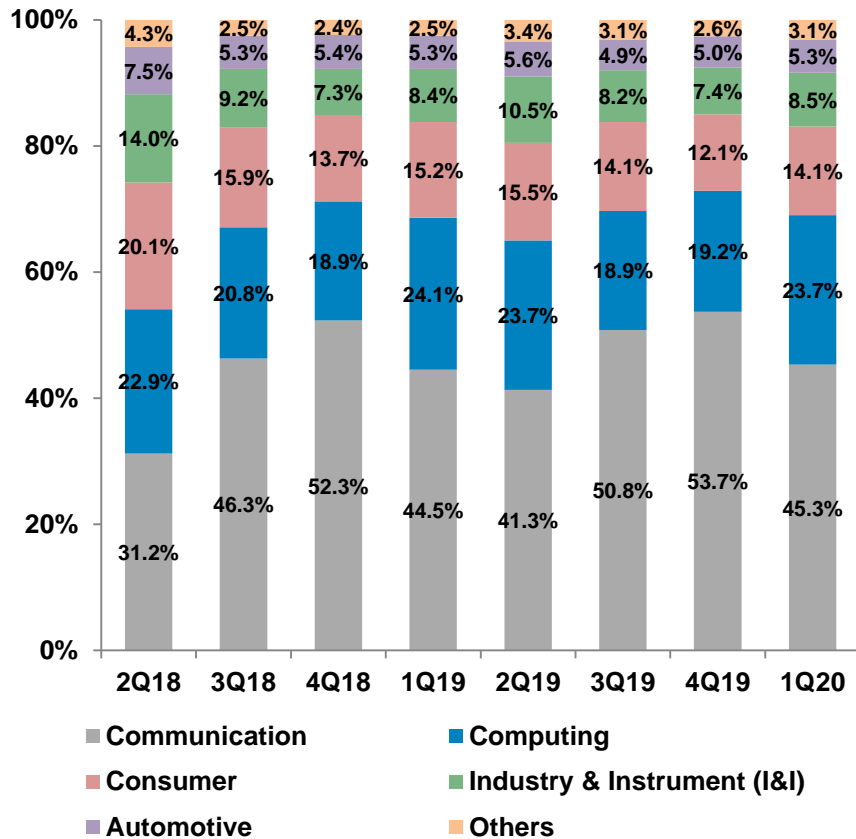
# 2. Financial Update

## NR by Application



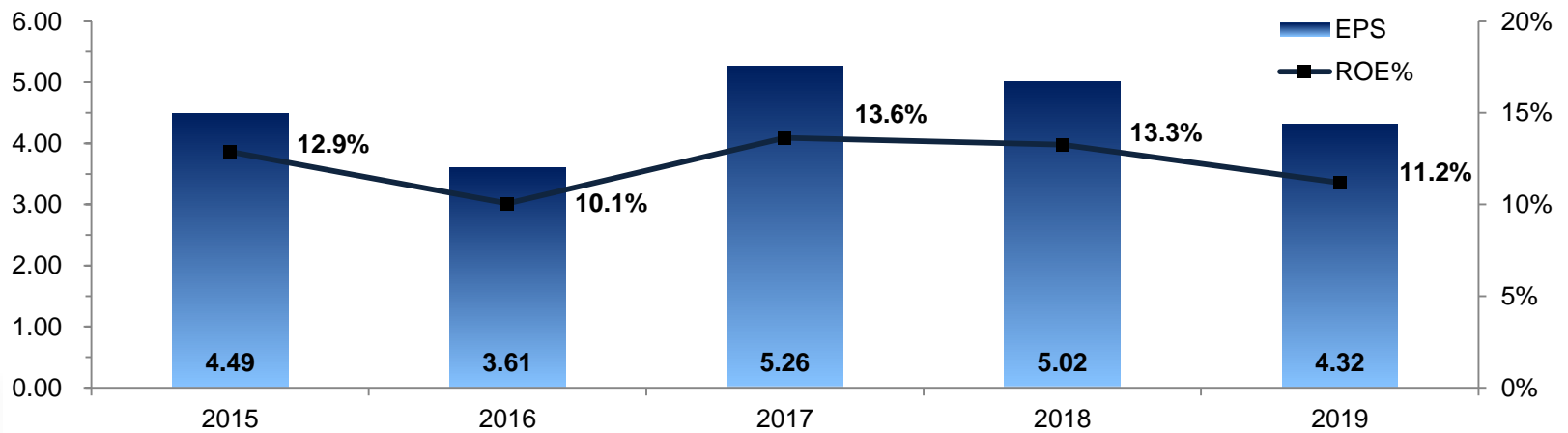
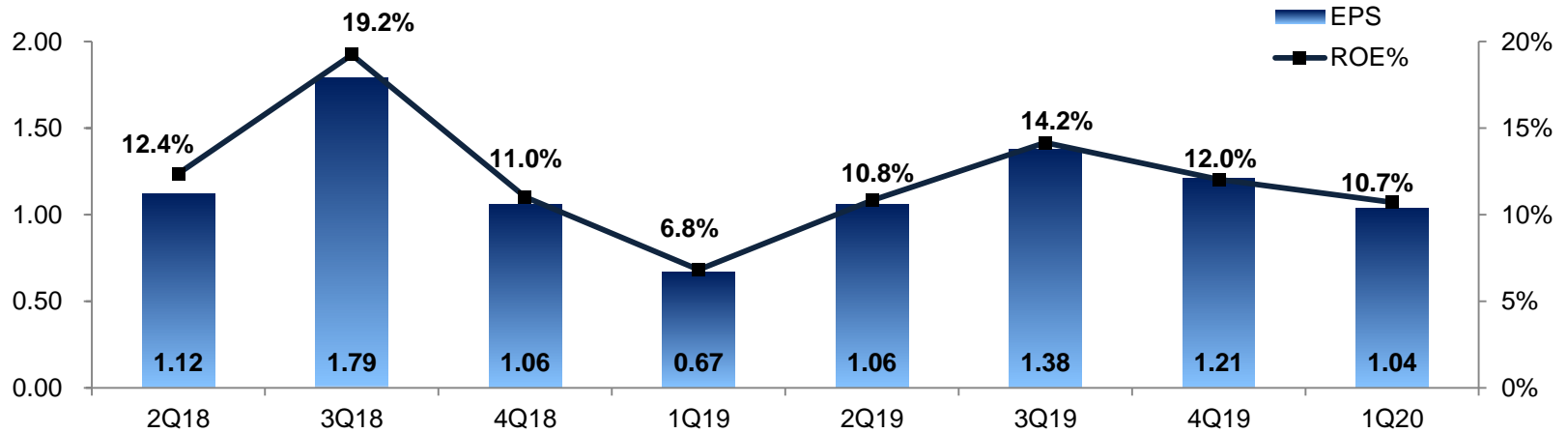
# 2. Financial Update

## NR by Application



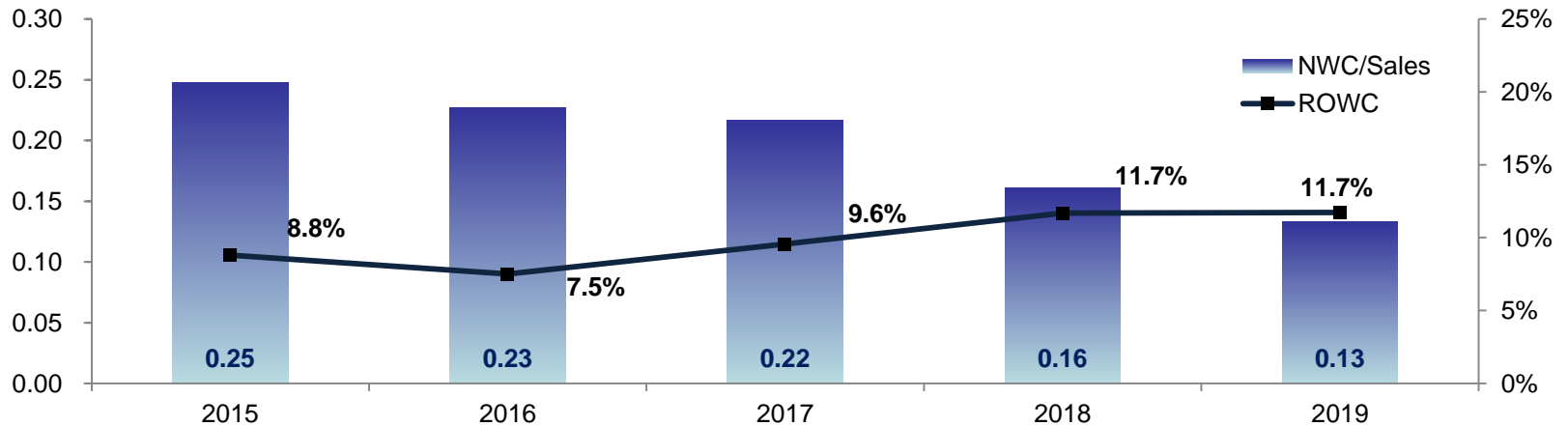
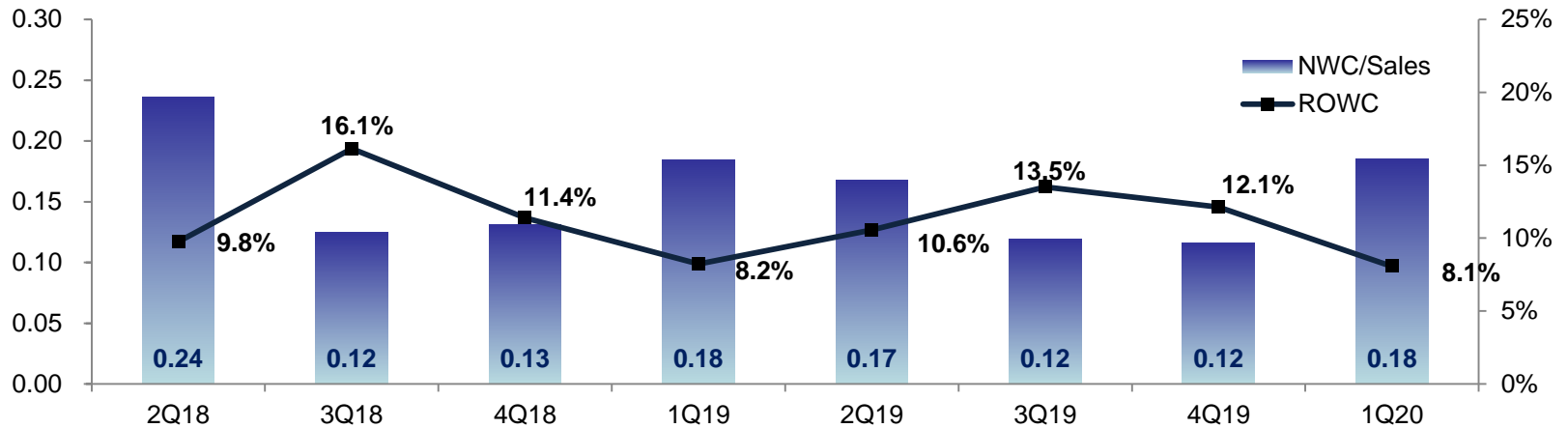
# 2. Financial Update

## ROE vs. EPS



# 2. Financial Update

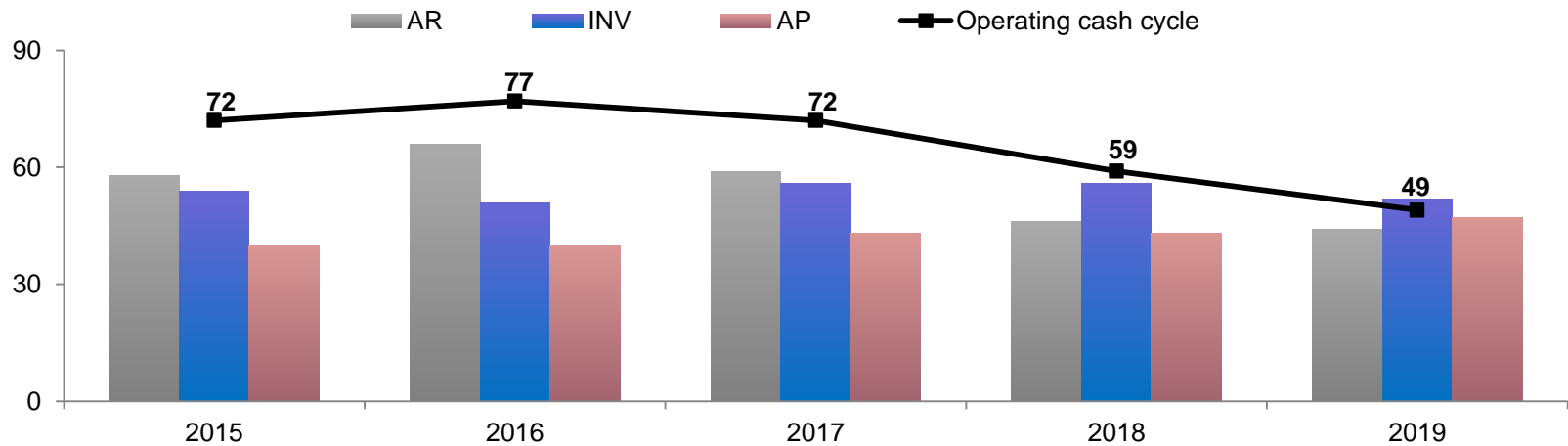
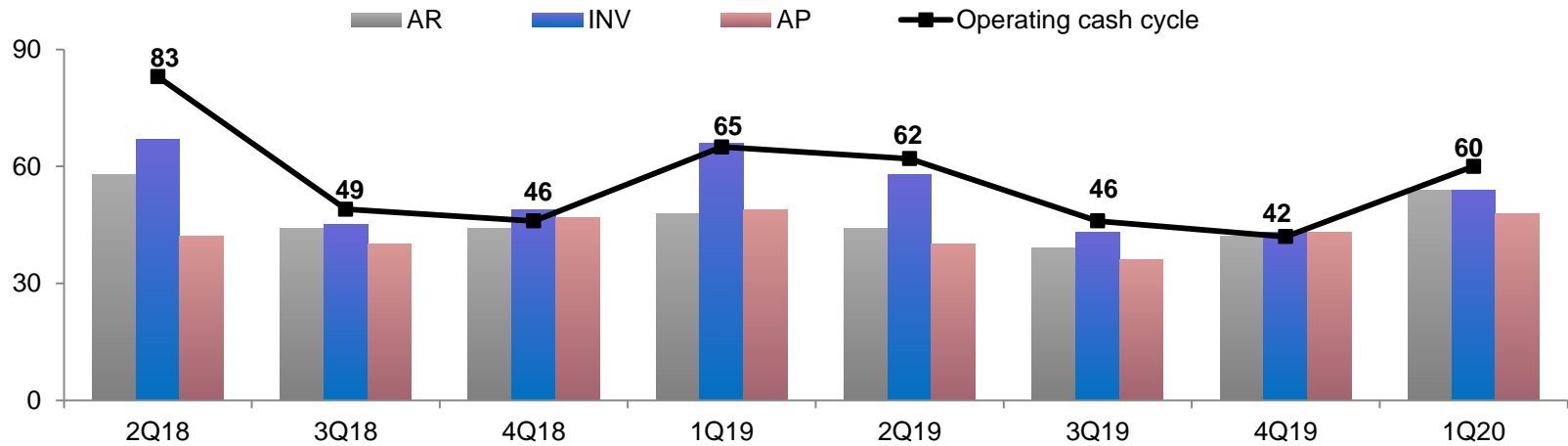
## ROWC vs. NWC/Sales





# 2. Financial Update

## Operating Cash Cycle



# **Thank You !**

**WT Microelectronics Co., Ltd.**

**Website : [www.wtmec.com](http://www.wtmec.com)**

