



禾伸堂企業股份有限公司
Holy Stone Enterprise Co., Ltd.

2023 Operational Result Investor Conference held by Mega Securities

2024/03/27



Disclaimer

- The presentation and discussion contain current operational results, financial status and certain forward-looking statements.
- The forward-looking statements are subject to known and unknown uncertainties and risks that could cause actual results to differ materially from those expressed or implied by such statements, the company does not held responsibilities for periodic updates and or reminders.

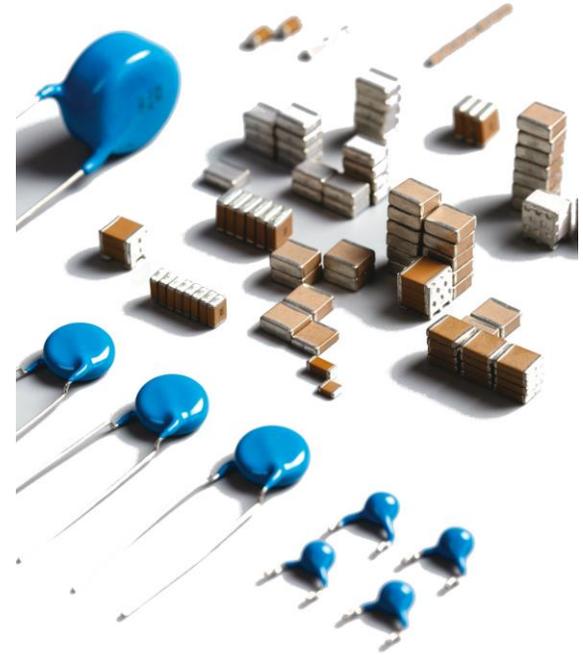
Meeting Agenda

- Company Profile
- Recent Operating Result
- Q & A



Company Profile

- ❑ Capital Stock: NT\$1.66 Billion
- ❑ Headquarter: Taipei, Taiwan
- ❑ Plant Site: Longtan and Yilan, Taiwan
- ❑ Employee Number: 981 for Parent Company (2023.12.31)
- ❑ Product Line: Passive Components, Active Components, System & Module, and Others



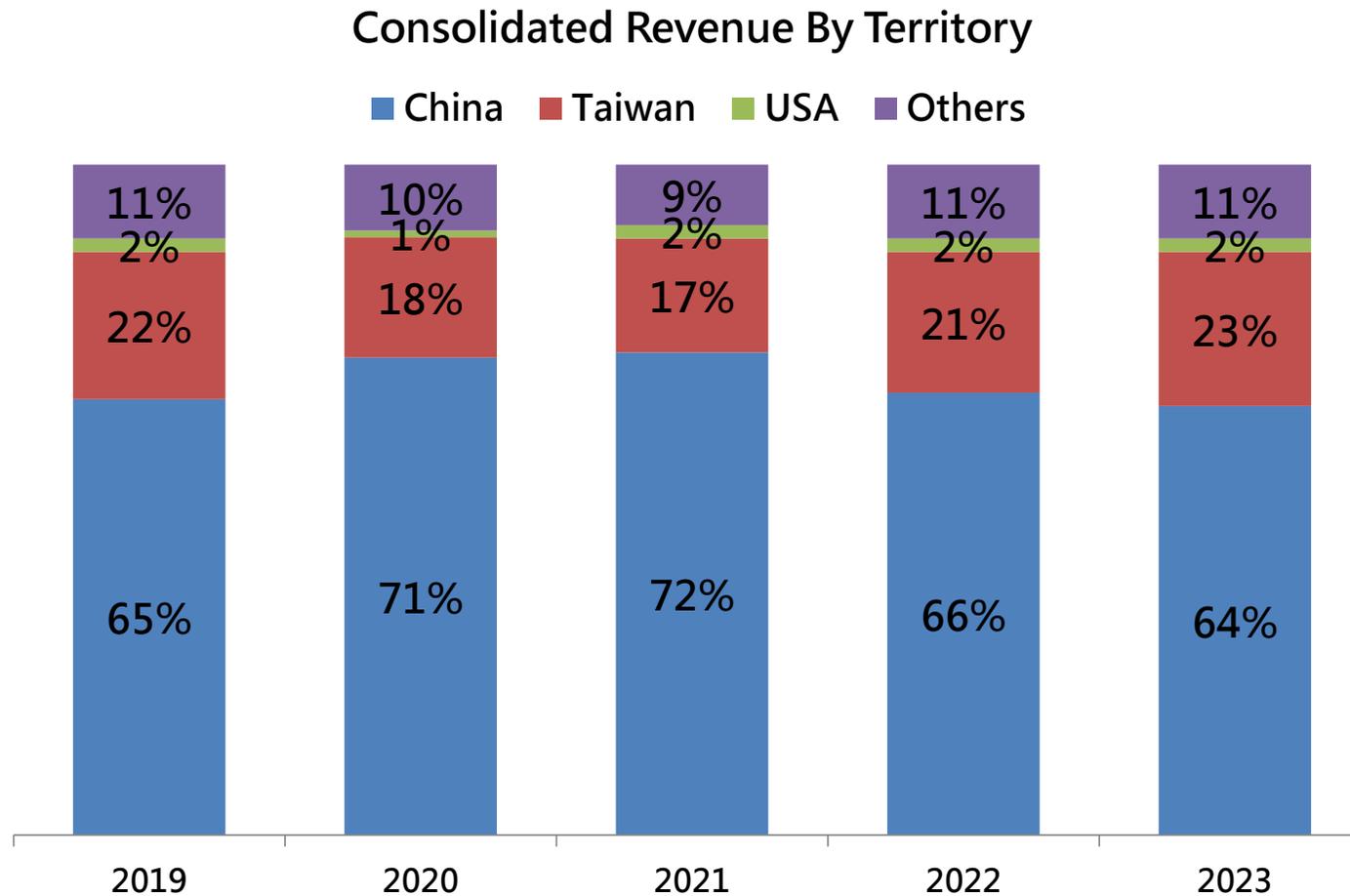
Company Profile

Business Location



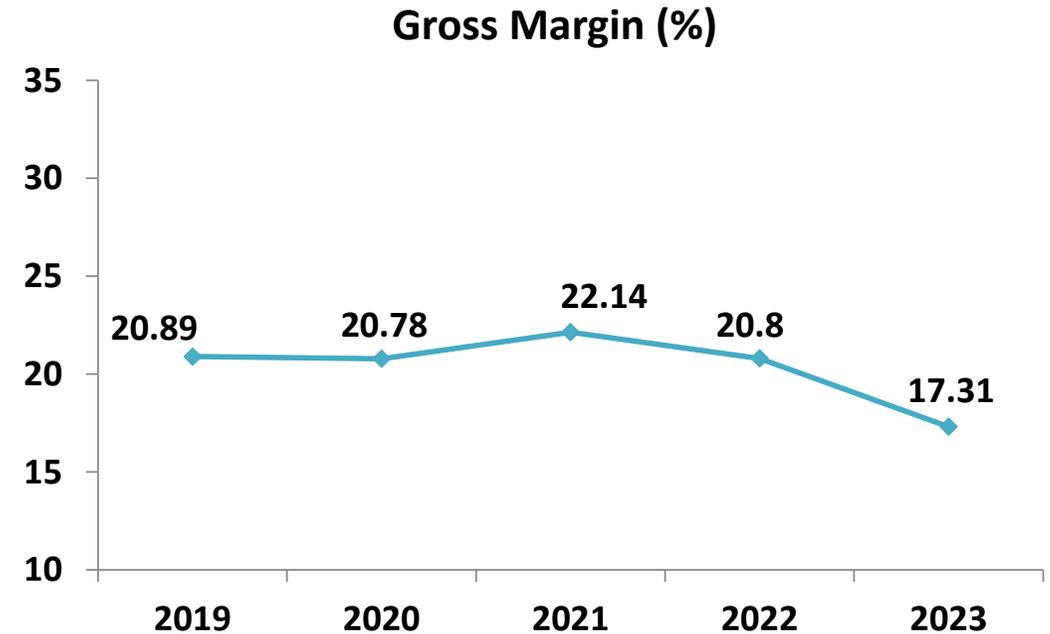
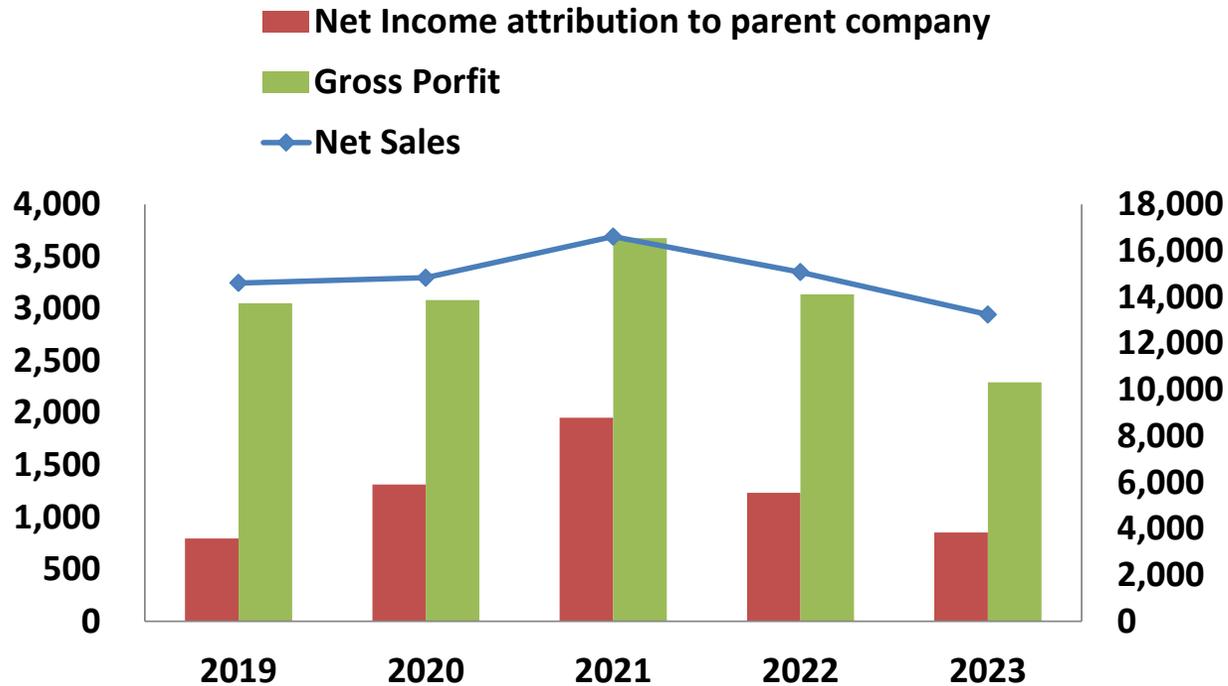
Operating Result

Consolidated Revenue By Territory



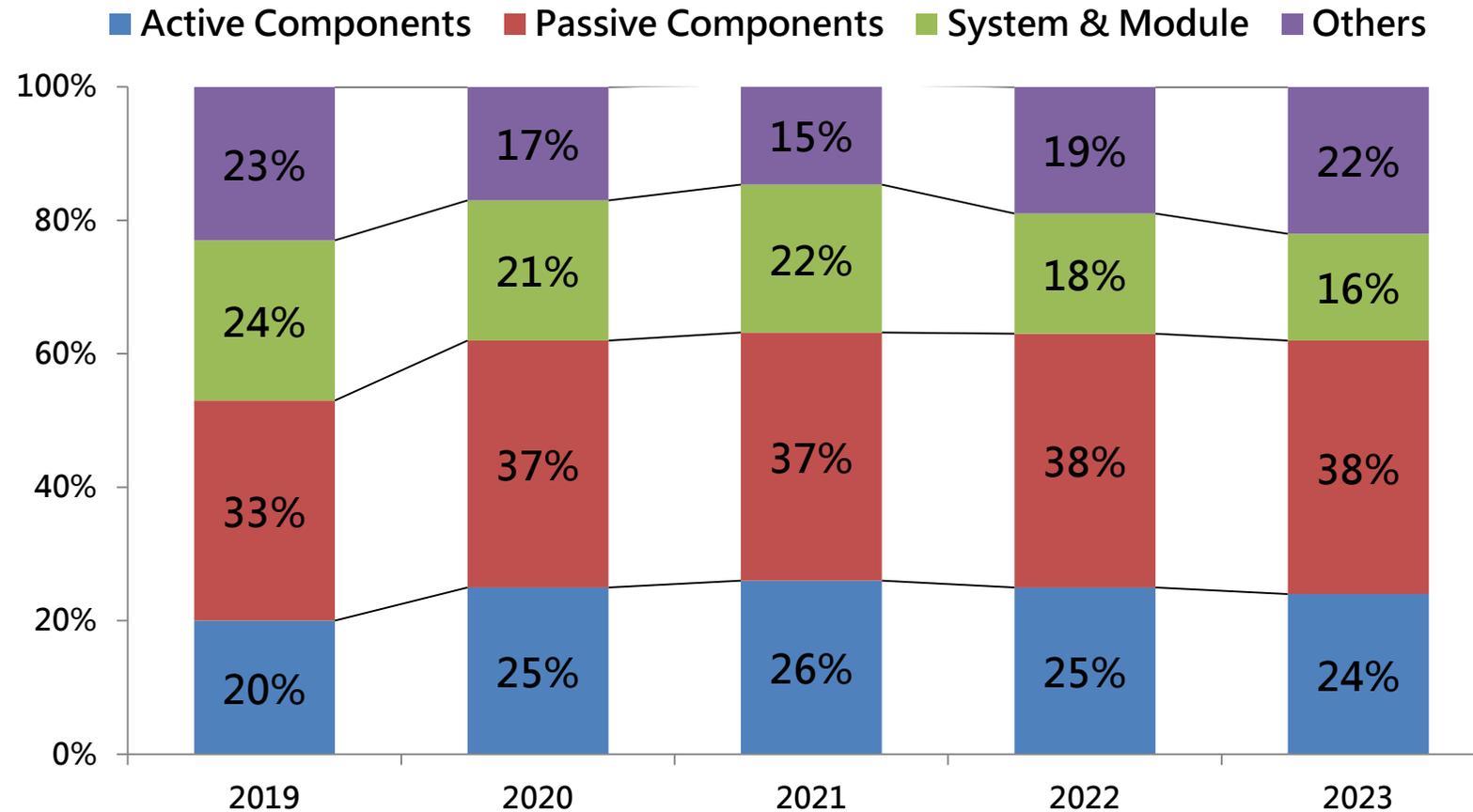
Operating Result

Historical Trends



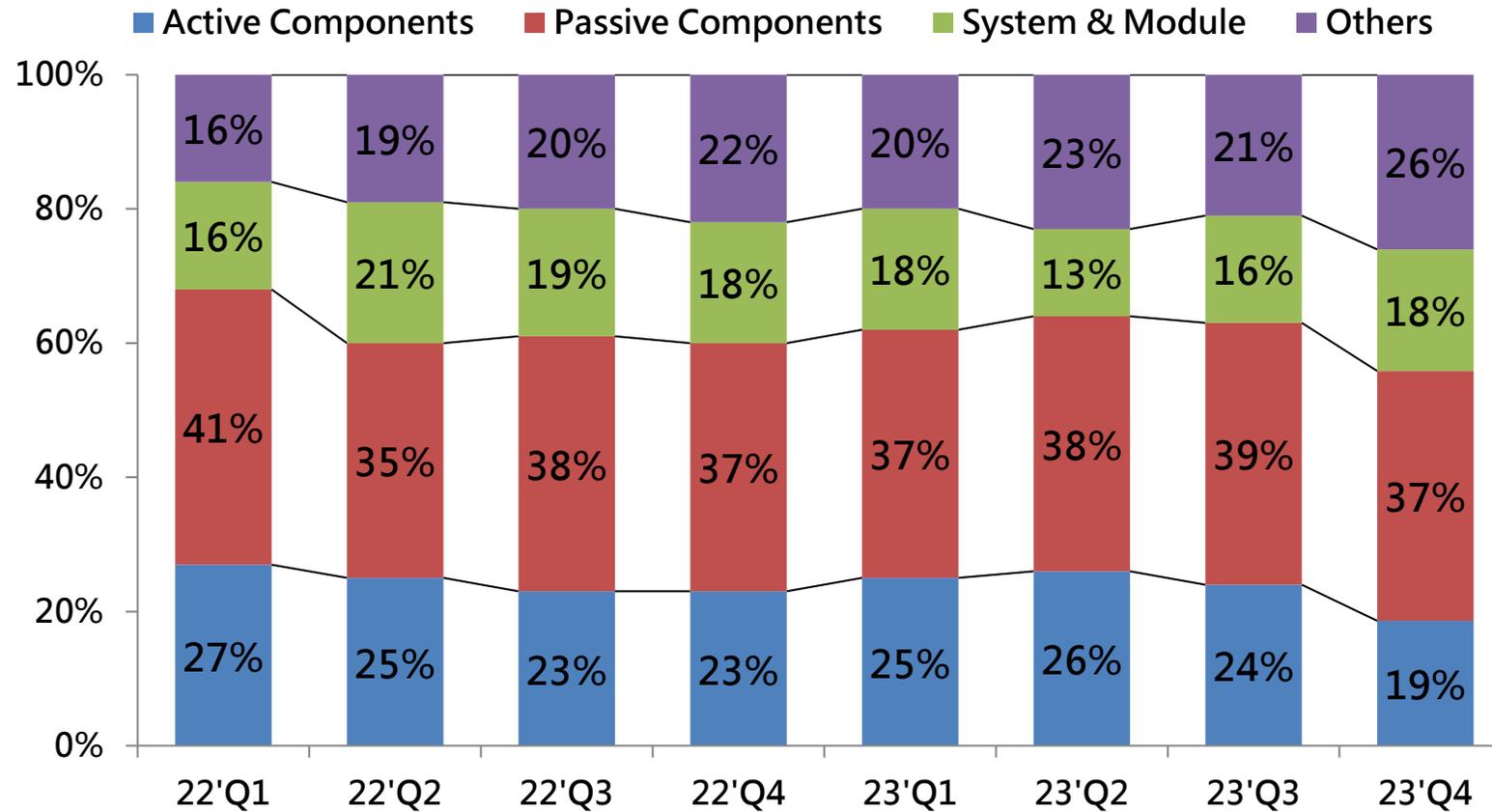
Sales by Product

Yearly Trend



Sales by Product

Quarterly Trend



Earnings Performance

Consolidated Income Statement (by Quarter)

(In NT\$ Millions)	2023 Oct.~Dec.	2023 Jul.~Sep.	2022 Oct.~Dec.	QoQ	YoY
Net Sales	\$ 2,925	\$ 3,456	\$ 3,294	-15%	-11%
Gross Margin	13.2%	17.1%	19.7%	-23%	-33%
Operating Expenses	412	396	415	4%	-1%
Operating Income	(27)	195	233	-114%	-111%
Operating Margin	-0.9%	5.6%	7.1%	-116%	-113%
Non-operating Items	(8)	4	()	-279%	-3473%
Net Income to Parent Company	73	182	193	-60%	-62%
EPS (NTD)	0.45	1.09	1.16		

※Capital Stock NT\$1,658,903 thousands.

Earnings Performance

Consolidated Income Statement (by year)

(In NT\$ Millions)	2023	2022	Growth Rate (YoY)
Net Sales	\$ 13,240	\$ 15,071	-12%
Gross Margin	17.3%	20.8%	-17%
Operating Expenses	1,580	1,723	-8%
Operating Income	712	1,412	-50%
Operating Margin	5.4%	9.4%	-43%
Non-operating Items	121	59	104%
Net Income to Parent Company	851	1,231	-31%
EPS (NTD)	5.13	7.42	

※Capital Stock NT\$1,658,903 thousands.

Earnings Performance

Consolidated Balance Sheet

Selected items from Balance Sheet

(In NT\$ Millions)

	2023.12.31		2023.09.30		2022.12.31	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 3,080	21%	\$ 3,002	19%	\$ 3,367	21%
Accounts Receivable	2,771	19%	3,377	21%	2,960	18%
Inventory	3,128	21%	3,290	21%	3,627	23%
TOTAL ASSETS	15,034	100%	15,795	100%	16,107	100%
Short-term Debt (include Long-term borrowings, current portion)	1,444	10%	1,767	12%	1,832	12%
Long-term Debt	1,568	10%	1,688	11%	1,912	12%
TOTAL LIABILITIES	4,999	33%	5,726	36%	6,038	37%
TOTAL EQUITY	10,035	67%	10,069	64%	10,069	63%

Earnings Performance

Consolidated Cash Flow Statement

(In NT\$ Millions)

Income before Income Tax

Net cash generated from operating activities

Net cash generated from (used in) investing activities

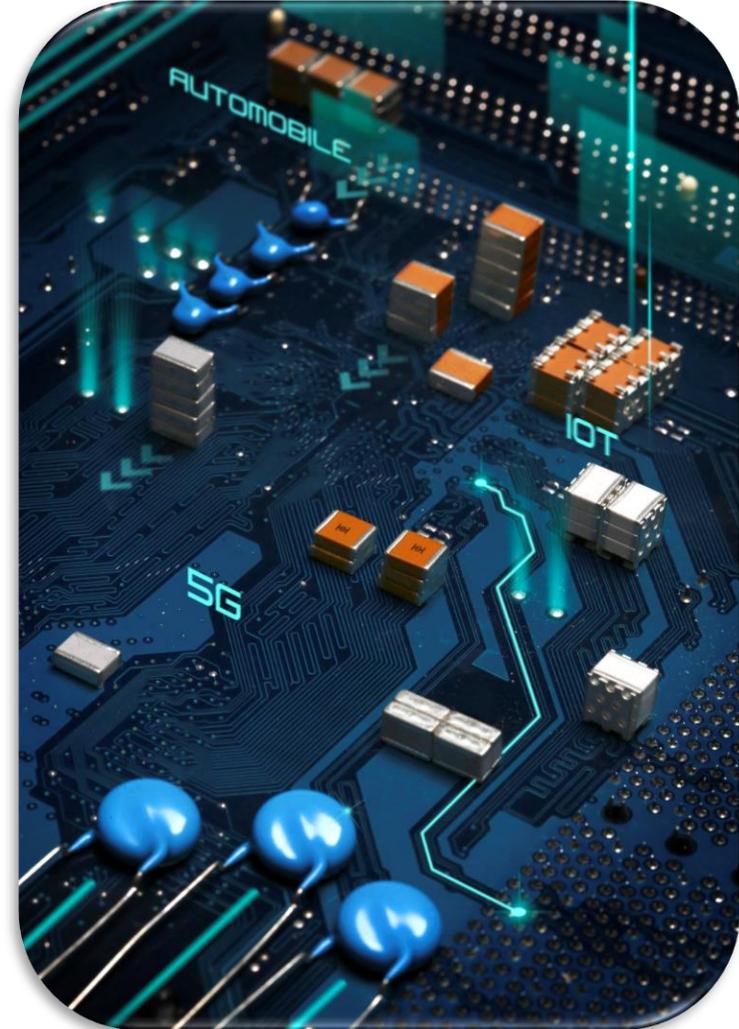
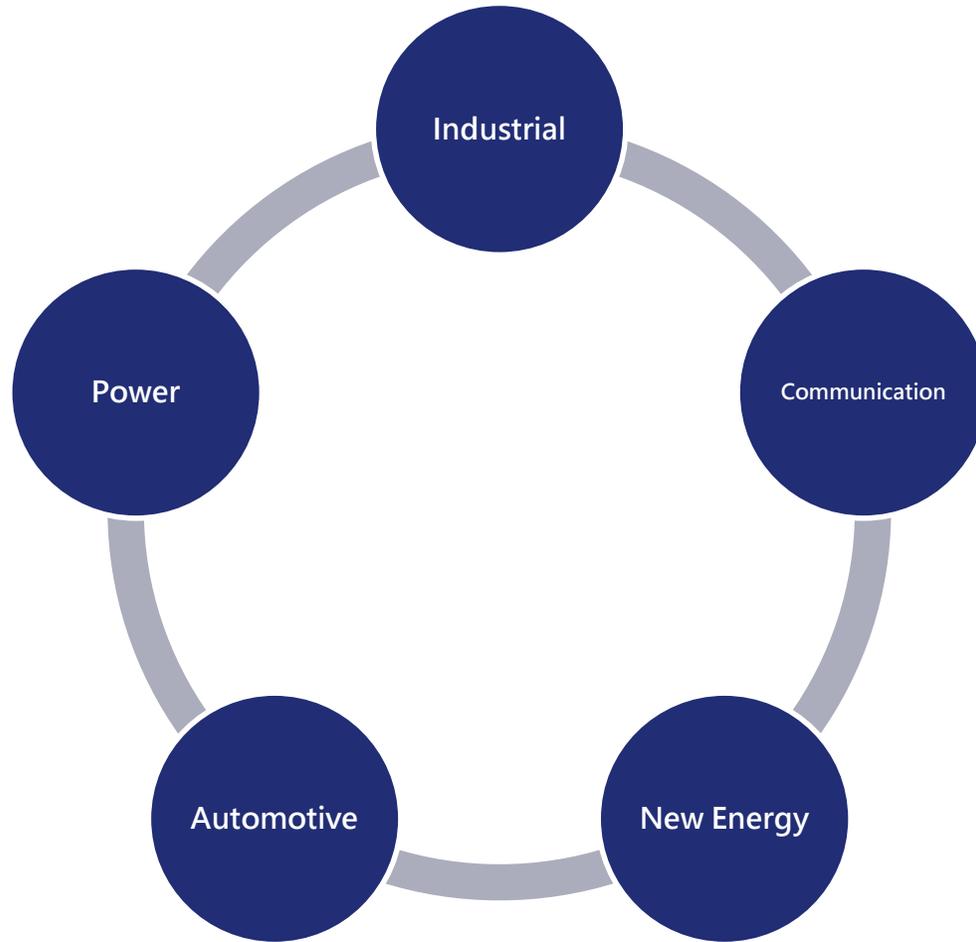
Acquisition of property, plant and equipment
(include prepayments for business facilities)

Net cash generated from (used in) financing activities

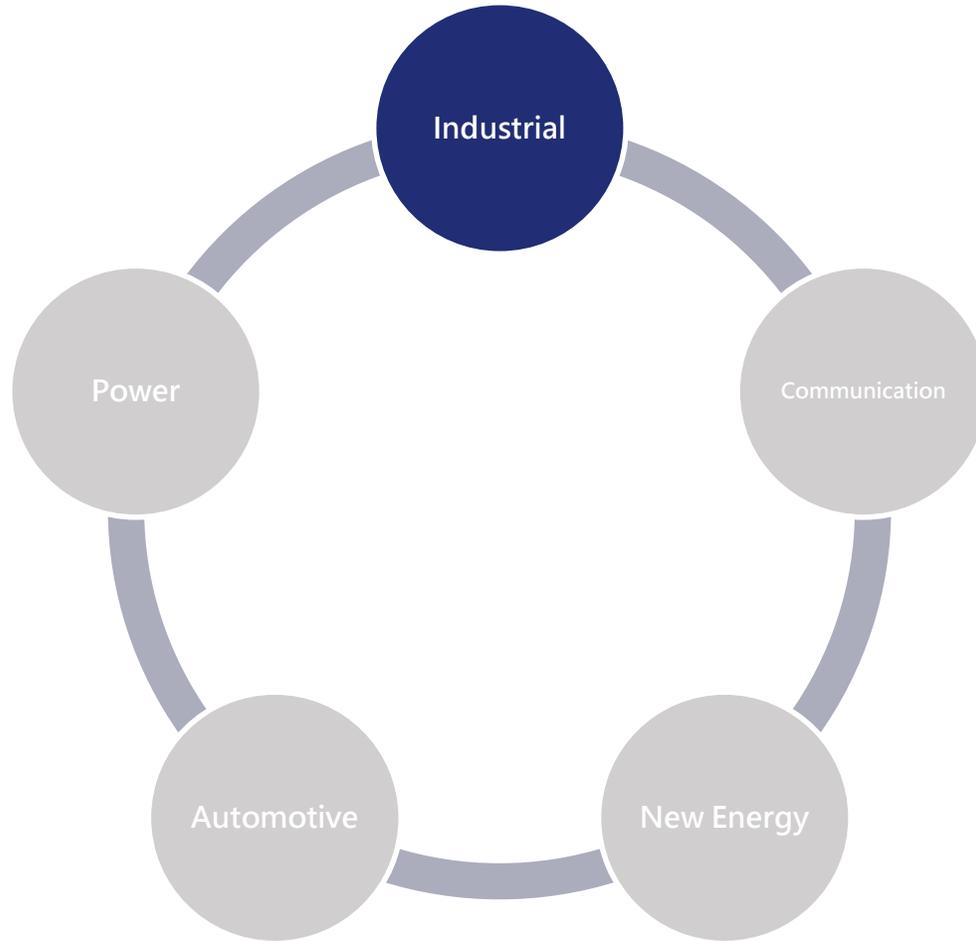
Net increase in cash and cash equivalents

	2023	2022
	\$ 833	\$ 1,471
	1,604	1,245
	(448)	(1,008)
	(639)	(1,039)
	(1,444)	(861)
	(287)	(587)

Application (Product Portfolio for Passive Components)



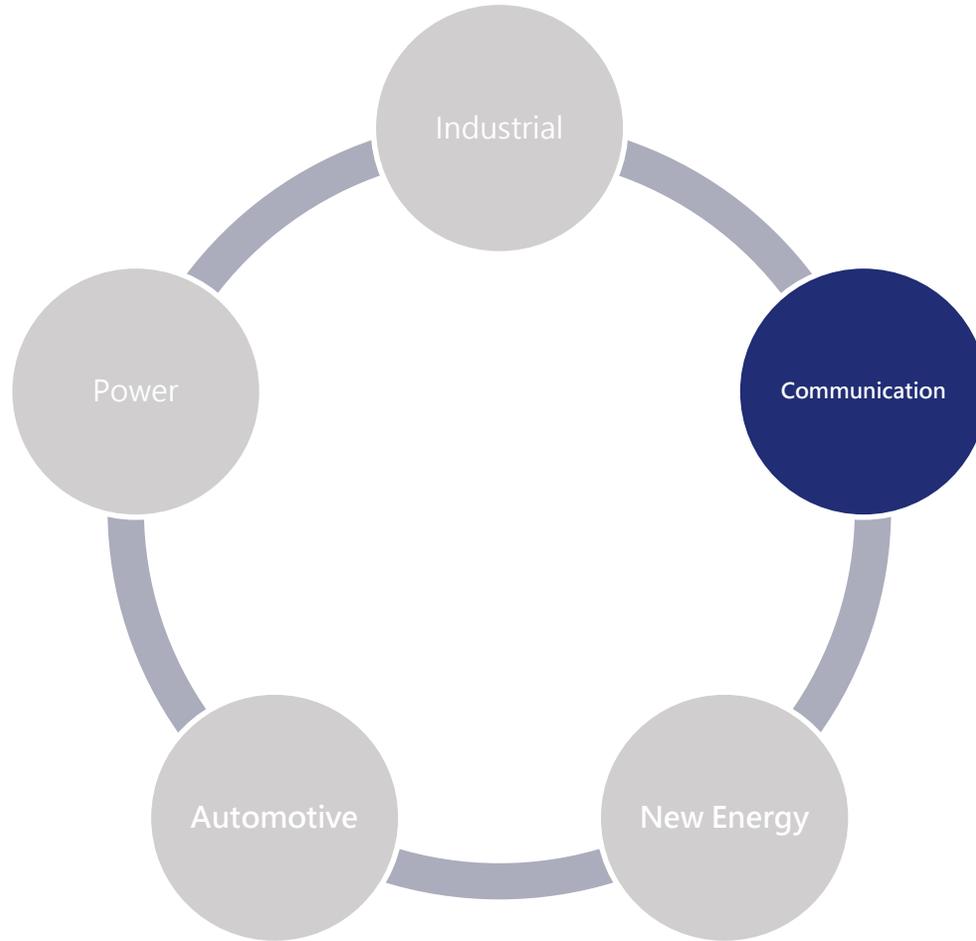
Application (Passive Components)



Related Products :

- Programmable Logic Controller, PLC ;
- Automation Machine ;
- IOT ◦

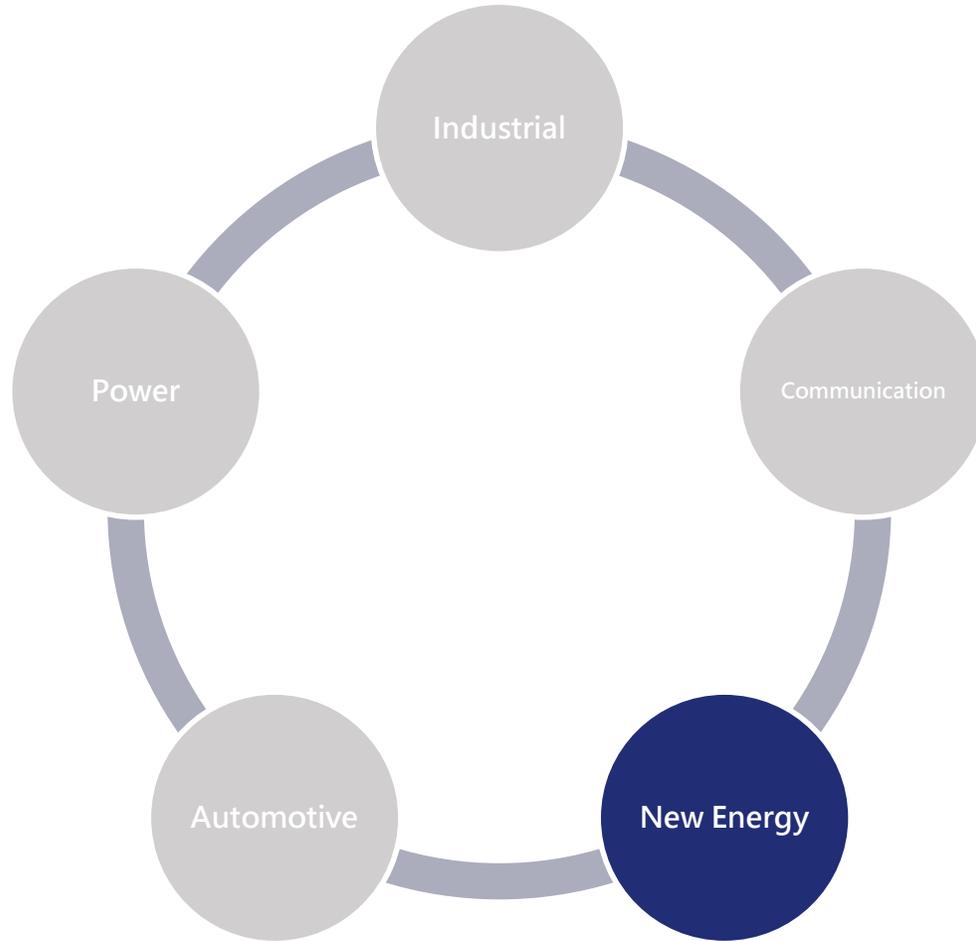
Application (Passive Components)



Related Products :

- Base Station ;
- Set-top box ;
- Router ;
- Switch ◦

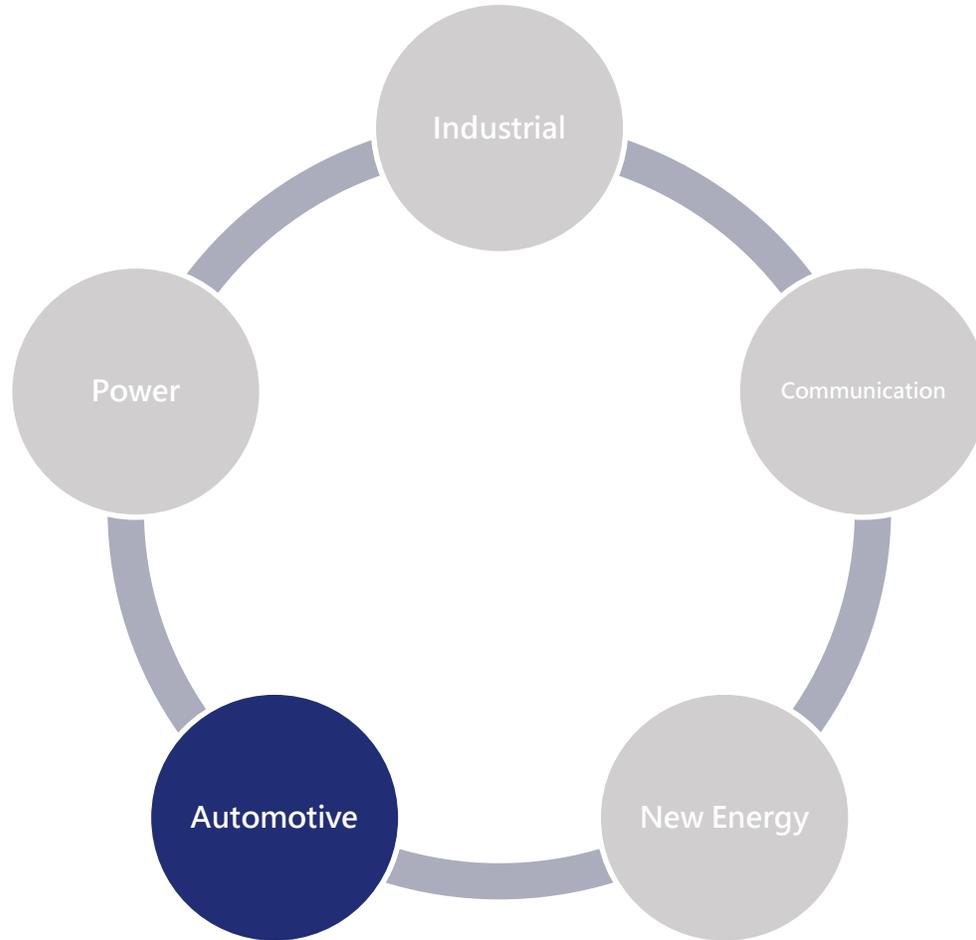
Application (Passive Components)



Related Products :

- Green Power System

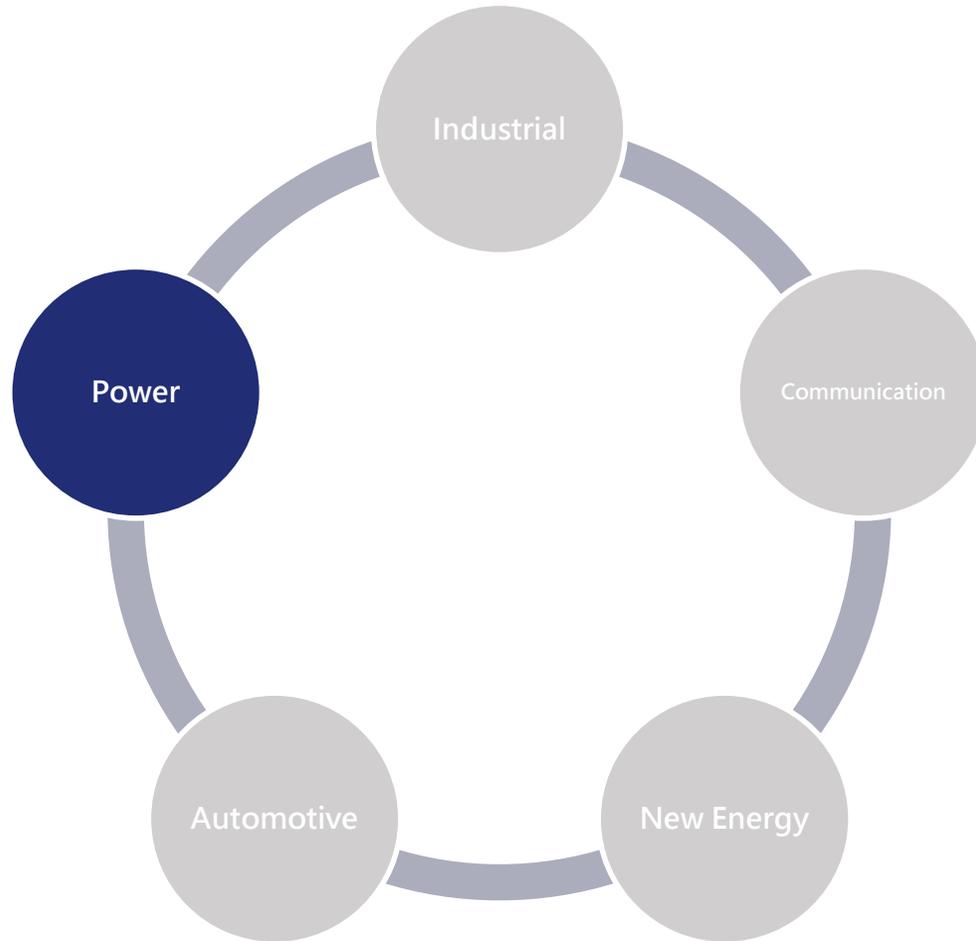
Application (Passive Components)



Related Products :

- Battery Management System, BMS ;
- On-Board Charger ;
- Charging Station ;
- Headlamps & Interior Lighting ◦

Application (Passive Components)



Related Products :

- Fast Charger(GaN) ;
- Power supply for :
 - ✓ NB 、 PC ;
 - ✓ Server ;
 - ✓ IPC ;

Recent Operating Events

- ❑ The BOD passed the resolution on the distribution of NT\$5 cash dividend per share from 2023 earnings; this resolution will be reported for acknowledgement during the shareholder's meeting on May 30th, 2024.
- ❑ Entering the post-pandemic era in 2023, global economy gradually recovered. However, affected by wars, inflation, and geopolitical conflicts, overall market demand is slowing down. Looking forward to 2024, Holy Stone will continue to cultivate in fields such as automotive and AI applications. Whether it is the production of passive components or the sales of agency products, the company focuses on cultivating niche markets, helping the company continuously generate profits.



禾伸堂企業股份有限公司
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Q&A

Thank you for listening!

If you have any questions, please drop us an e-mail at IR@holystone.com.tw, and we will get back to you shortly.

