



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

# 2024 Q3 Investor Conference held by Mega Securities.

2024/11/20



# 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.

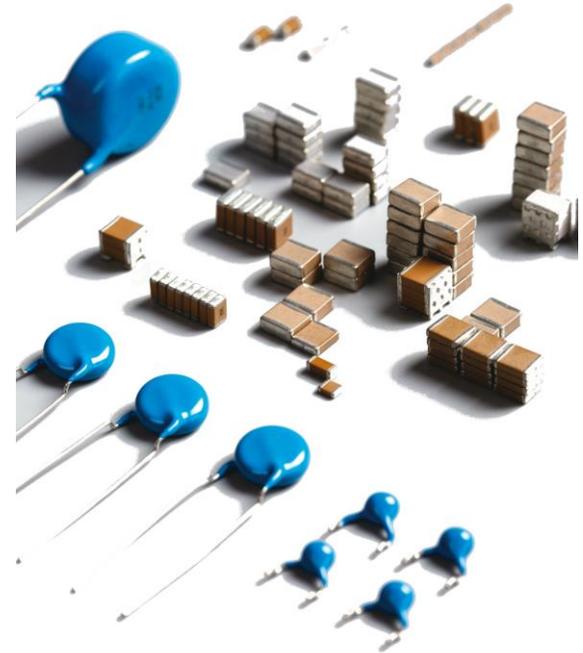
# Meeting Agenda

- 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



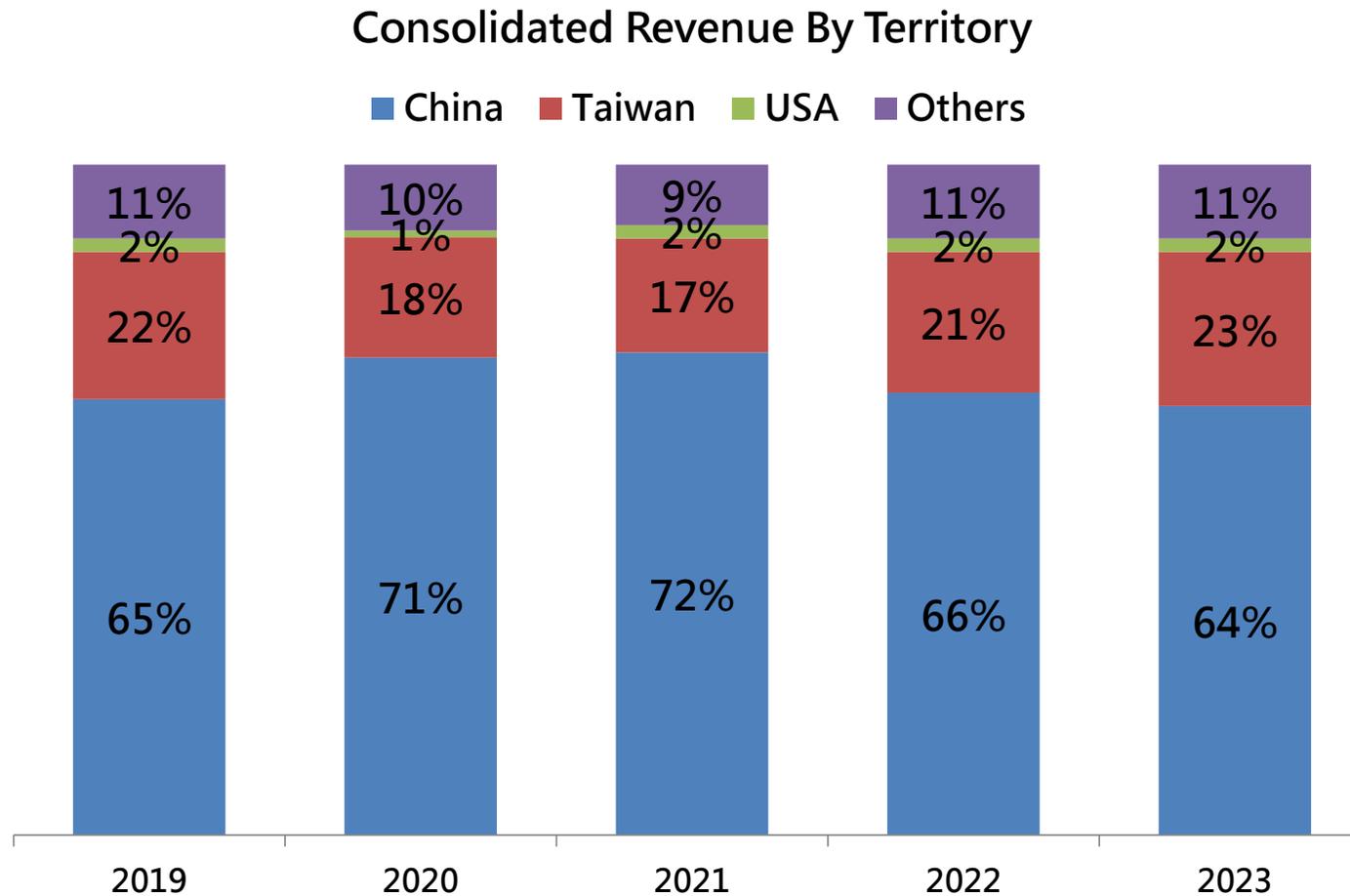
# Company Profile

## Business Location



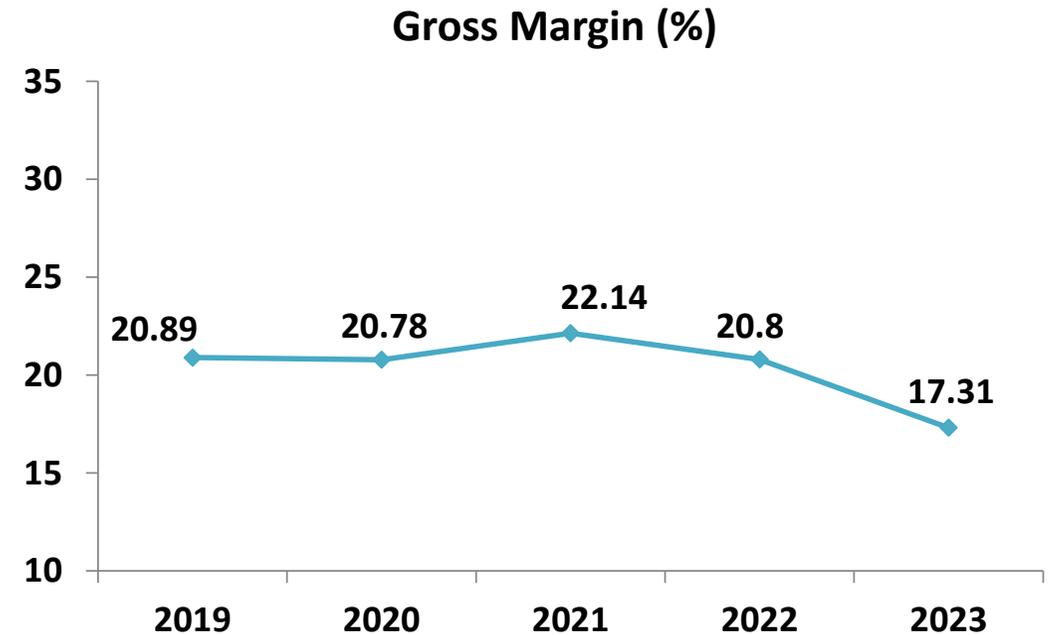
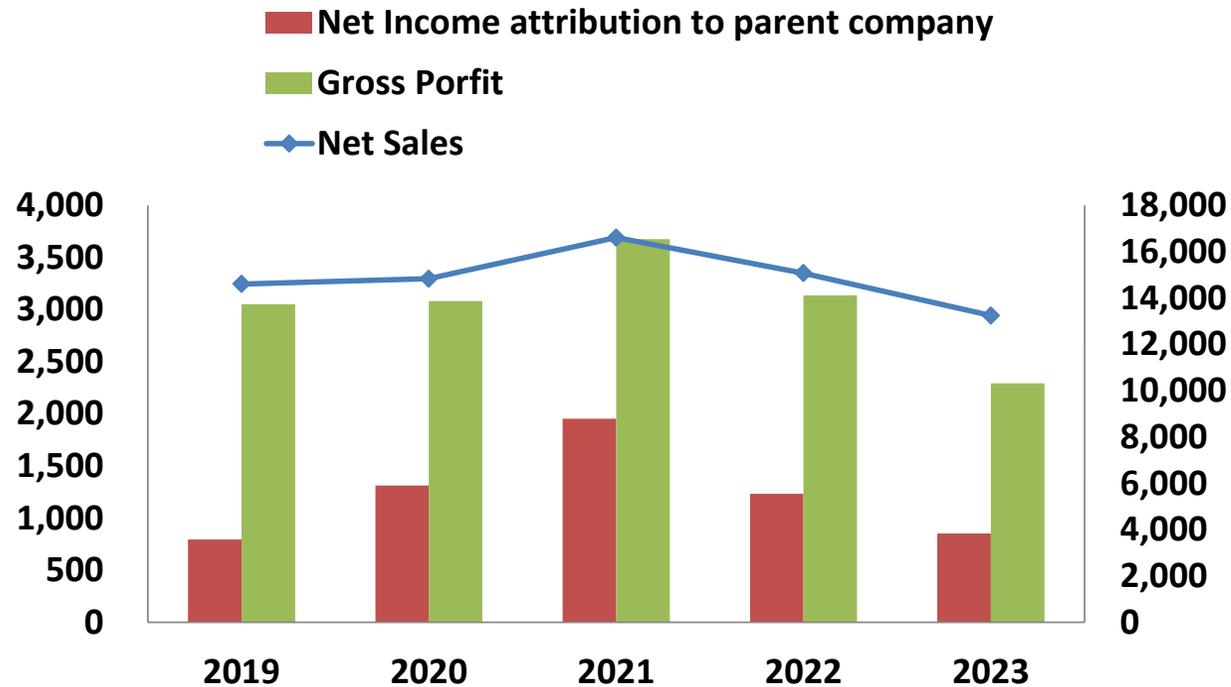
# Operating Result

## Consolidated Revenue By Territory



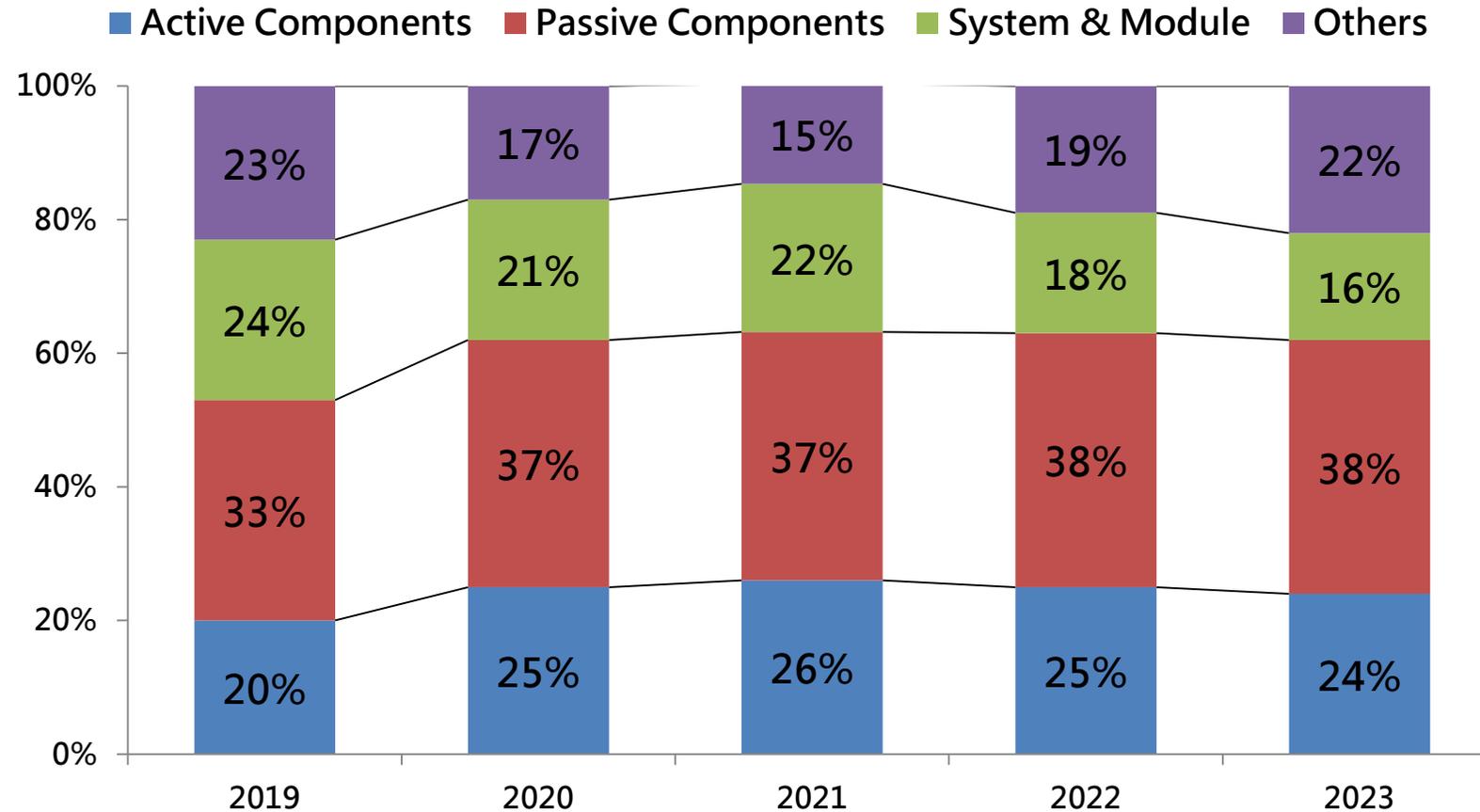
# Operating Result

## Historical Trends



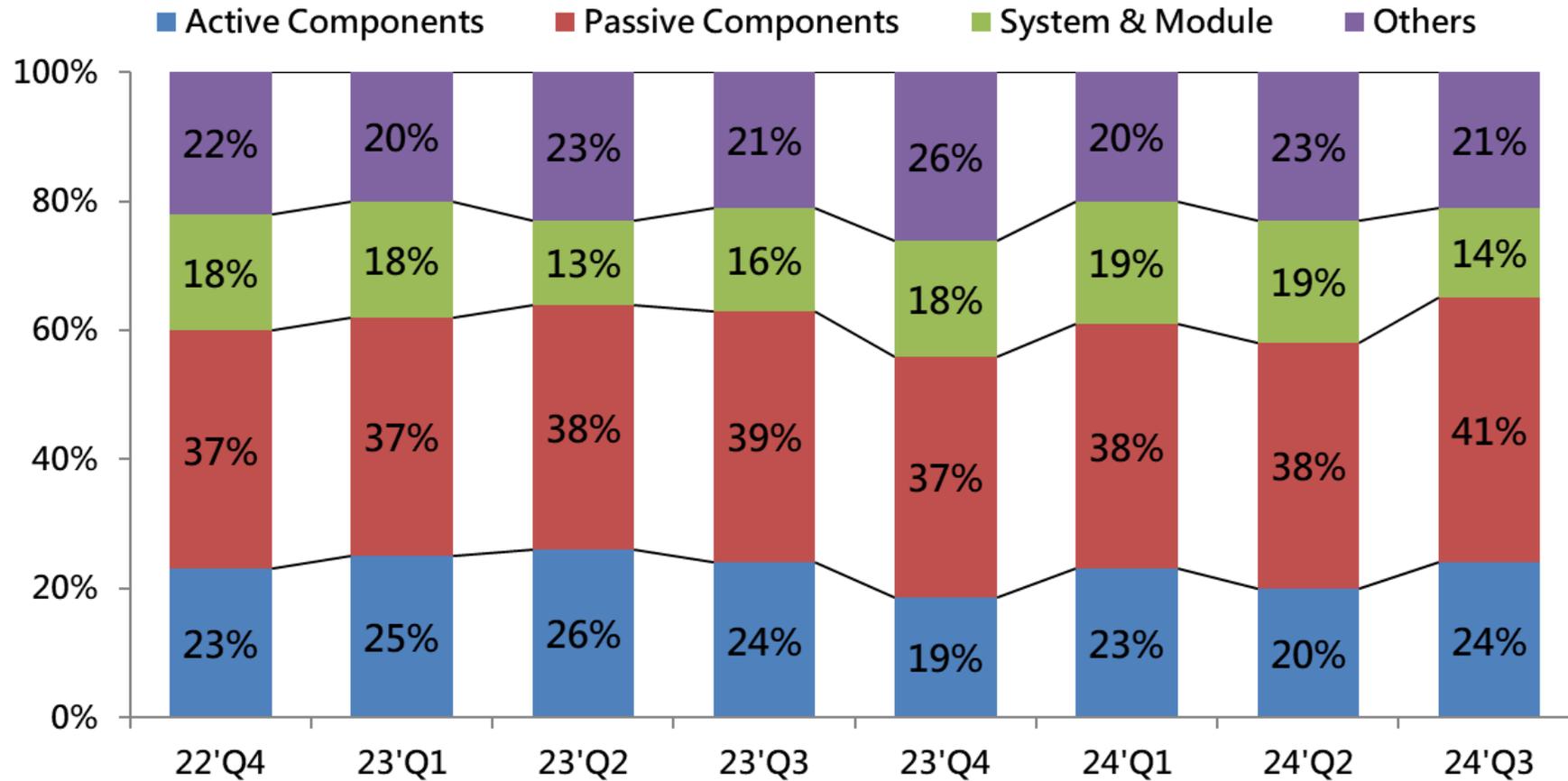
# Sales by Product

## Yearly Trend



# Sales by Product

## Quarterly Trend



# Earnings Performance

## Consolidated Income Statement (by Quarter)

(In NT\$ Millions)

	2024 Jul.~Sep.	2024 Apr.~Jun.	2023 Jul.~Sep.	QoQ	YoY
Net Sales	\$ 3,411	\$ 3,239	\$ 3,456	5%	-1%
Gross Margin	17.1%	16.1%	17.1%	6%	0%
Operating Expenses	387	370	396	5%	-2%
Operating Income	195	152	195	28%	0%
Operating Margin	5.7%	4.7%	5.6%	22%	1%
Non-operating Items	212	96	4	121%	4628%
Net Income to Parent Company	298	229	182	30%	64%
EPS (NTD)	1.80	1.38	1.09		

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

# Earnings Performance

## Consolidated Balance Sheet

Selected items from Balance Sheet

(In NT\$ Millions)

Cash and Cash Equivalents

Accounts Receivable

Inventory

TOTAL ASSETS

Short-term Debt

(include Long-term borrowings, current portion )

Long-term Debt

TOTAL LIABILITIES

TOTAL EQUITY

	2024.09.30		2023.12.31		2023.09.30	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 4,335	28%	\$ 3,080	21%	\$ 3,002	19%
Accounts Receivable	3,058	19%	2,771	19%	3,377	21%
Inventory	2,587	16%	3,128	21%	3,290	21%
TOTAL ASSETS	15,693	100%	15,034	100%	15,795	100%
Short-term Debt	1,589	10%	1,444	10%	1,767	12%
(include Long-term borrowings, current portion )						
Long-term Debt	1,698	11%	1,568	10%	1,688	11%
TOTAL LIABILITIES	5,518	35%	4,999	33%	5,726	36%
TOTAL EQUITY	10,175	65%	10,035	67%	10,069	64%

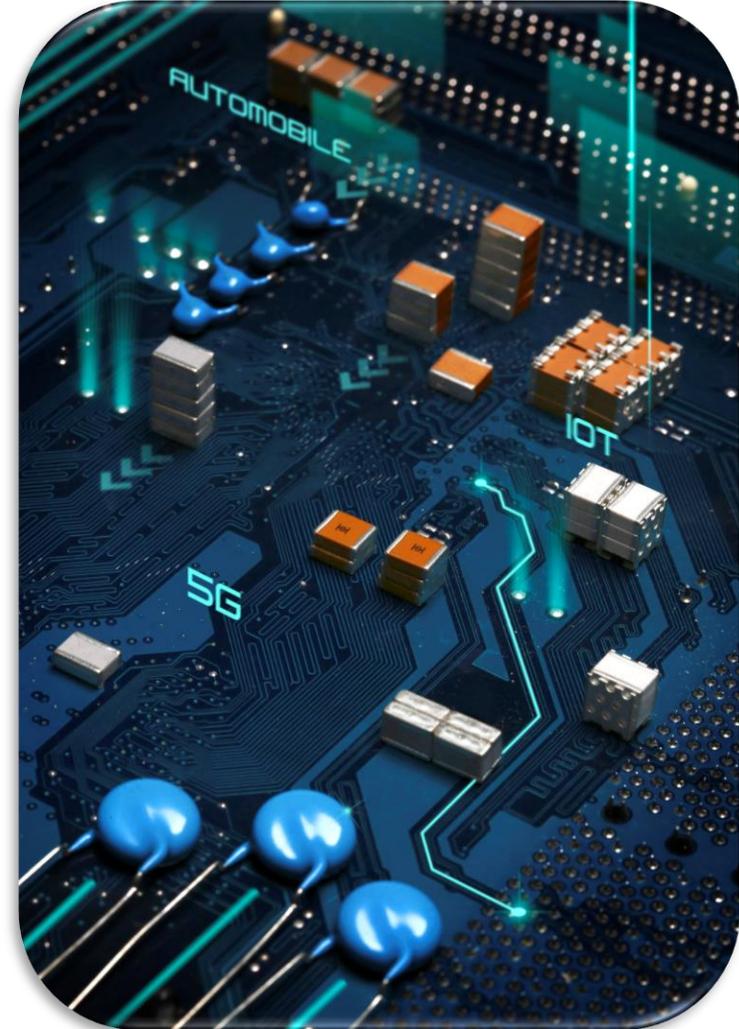
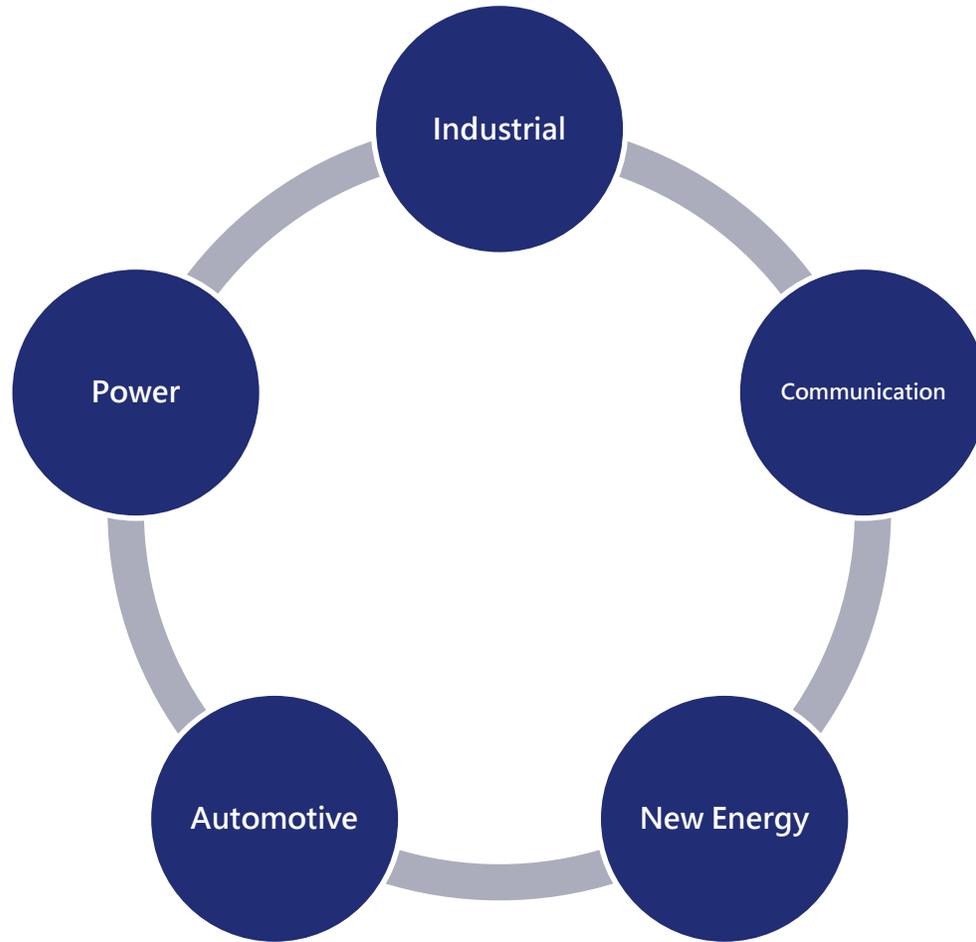
# Earnings Performance

## Consolidated Cash Flow Statement

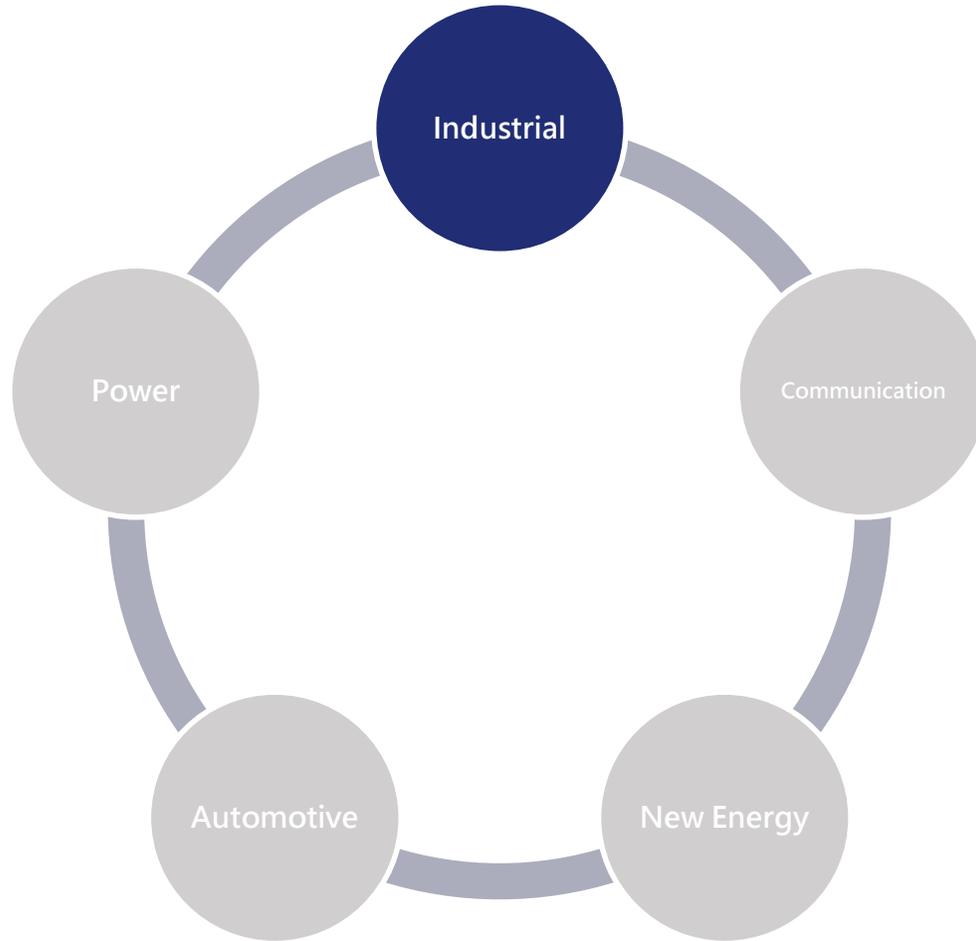
(In NT\$ Millions)

	2024 Jan.~Sep.	2023 Jan.~Sep.
Income before Income Tax	\$ 921	\$ 867
Net cash generated from operating activities	1,311	944
Net cash generated from (used in) investing activities	284	(344)
Acquisition of property, plant and equipment (include prepayments for business facilities)	(165)	(463)
Net cash generated from (used in) financing activities	(380)	(996)
Net increase in cash and cash equivalents	1,255	(365)

# Application (Product Portfolio for Passive Components)



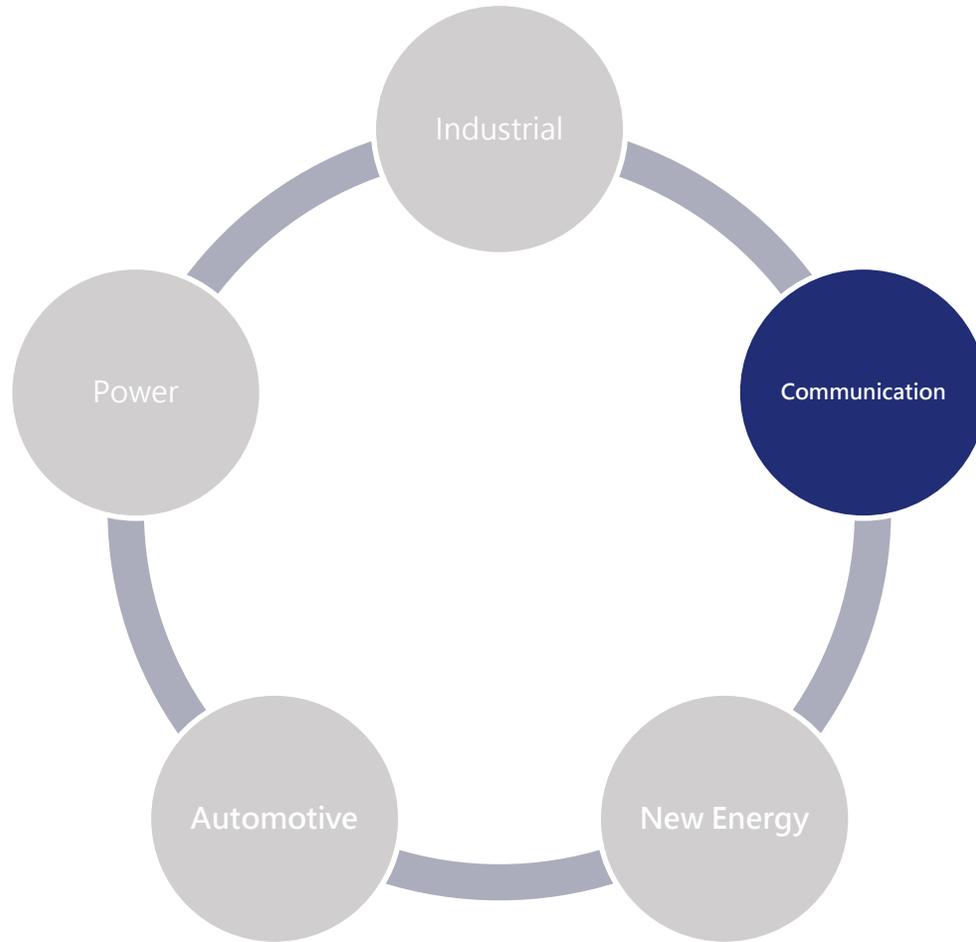
# Application (Passive Components)



## Related Products :

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

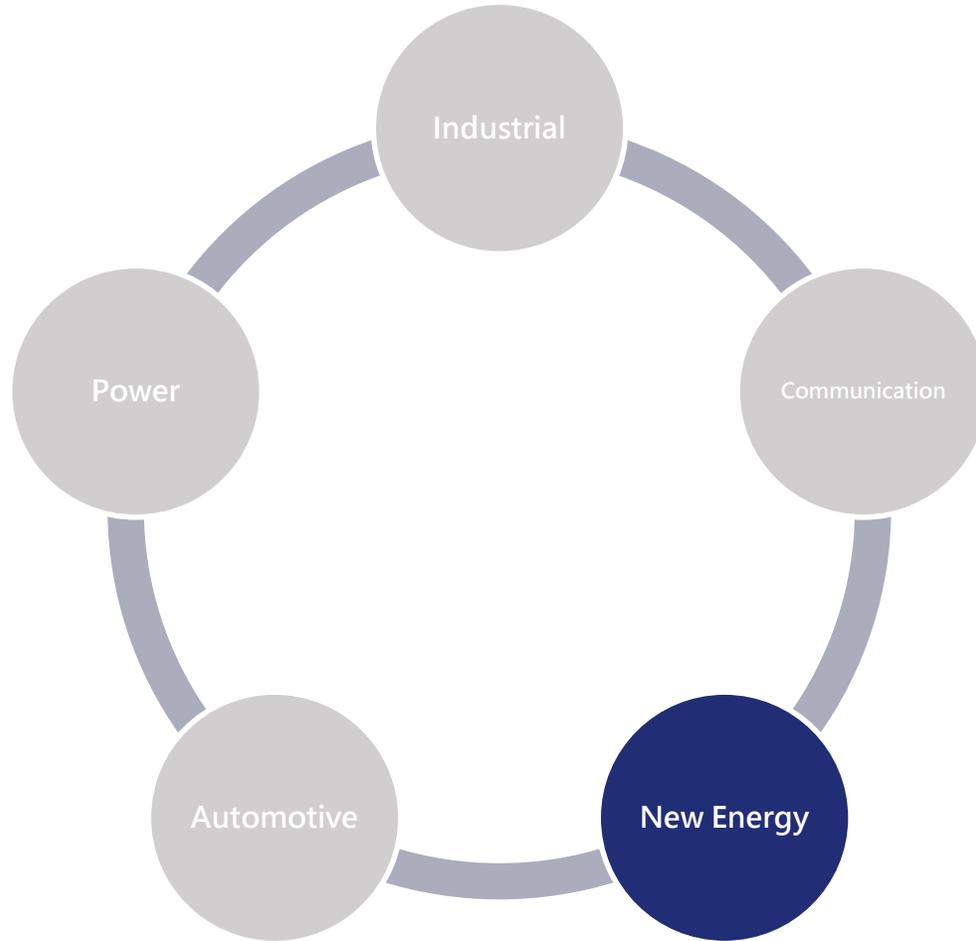
# Application (Passive Components)



## Related Products :

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

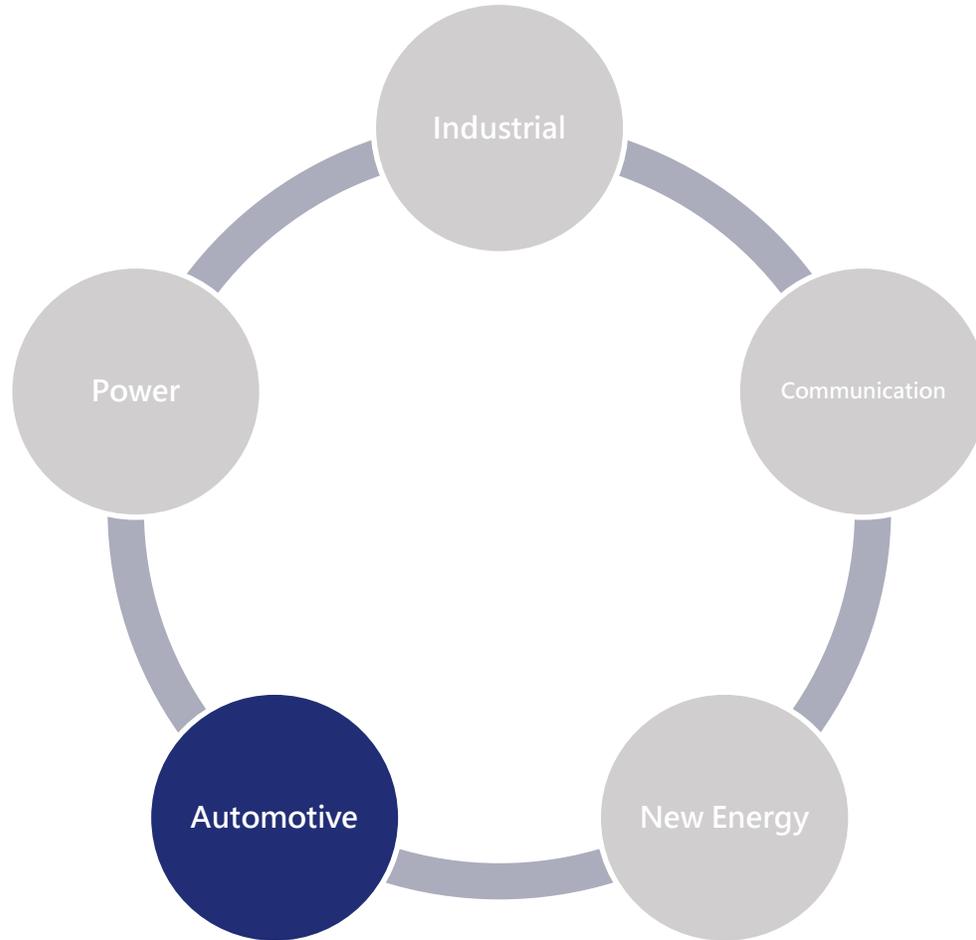
# Application (Passive Components)



## Related Products :

- Green Power System

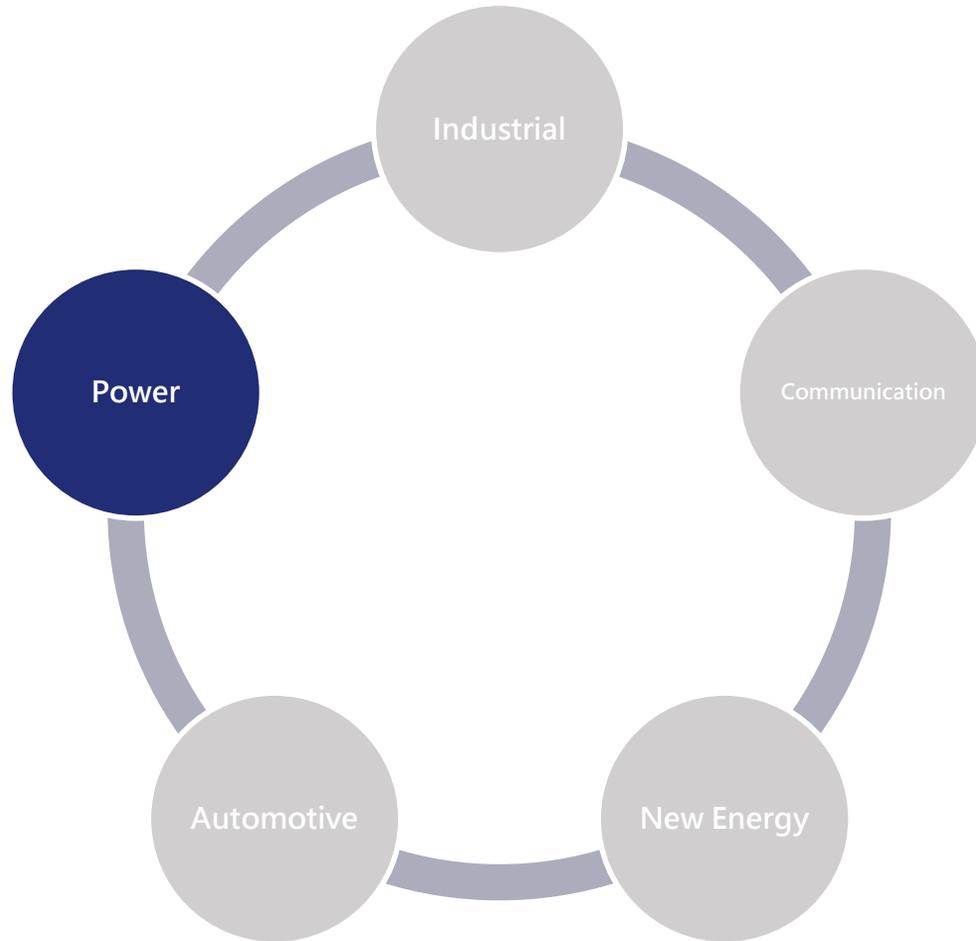
# Application (Passive Components)



## Related Products :

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

# Application (Passive Components)



## Related Products :

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

# Recent Operating Events

- Looking forward to the future, impacted by factors such as wars and inflations, the global economy is recovering slowly. However, the rise of emerging applications in fields such as AI is gradually driving the growth of demand. Holy Stone will continue to monitor the changes in demand, deepen the focus on technology development, and adjust the product portfolio to capture market opportunities.



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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](mailto:IR@holystone.com.tw), and we will get back to you shortly.

