



禾伸堂
Holy Stone

A Partner You Can Trust



HOLY STONE ENTERPRISE CO., LTD.

(TW3026)

2013 Q1



Safe Harbor Notice

The presentation and discussion contain certain forward-looking statements with respect to the results of operation, financial condition and current expectation. 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.

Financial Summary

1Q13 Consolidated Statement of Income

(Millions of NTD)	2013 Q1	2012 Q4	2012 Q1	QoQ	YoY
Net Sales	\$ 3,315	3,615	3,443	-8%	-4%
Gross Margin	14%	11%	13%		
Operating Expenses	-303	-310	-289	-2%	5%
Operating Income	158	75	142	111%	12%
Operating Margin	5%	2%	4%		
Non-operating Items	28	88	32	-68%	-12%
Consolidated Income before Income Tax	187	163	174	15%	7%
Net Income	156	133	152	17%	3%
EPS (NT\$)-after tax	0.53	0.44	0.49		

Note: EPS calculation is based on the weighted average outstanding shares at the end of each quarter.

Balance Sheet & Key Indices

1Q13 Consolidated Balance Sheet Summary

Selected items from Balance Sheet
(Millions of NTD)

	2013 Q1		2012 Q4		2012 Q1		2011 Q4	
	Amount	%	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 3,246	23%	3,026	22%	3,121	22%	2,941	20%
Accounts Receivable	2,944	21%	3,157	23%	3,482	24%	3,743	26%
Inventory	1,988	14%	2,056	15%	2,208	15%	2,251	16%
TOTAL ASSETS	13,865	100%	13,891	100%	14,380	100%	14,482	100%
Short-term Loans	1,927	14%	2,197	16%	1,985	14%	1,848	13%
Long-term Debts	187	1%	239	2%	178	1%	217	1%
TOTAL LIABILITIES	3,866	28%	4,323	31%	4,530	32%	4,816	33%
TOTAL EQUITY	9,999	72%	9,569	69%	9,849	68%	9,666	67%

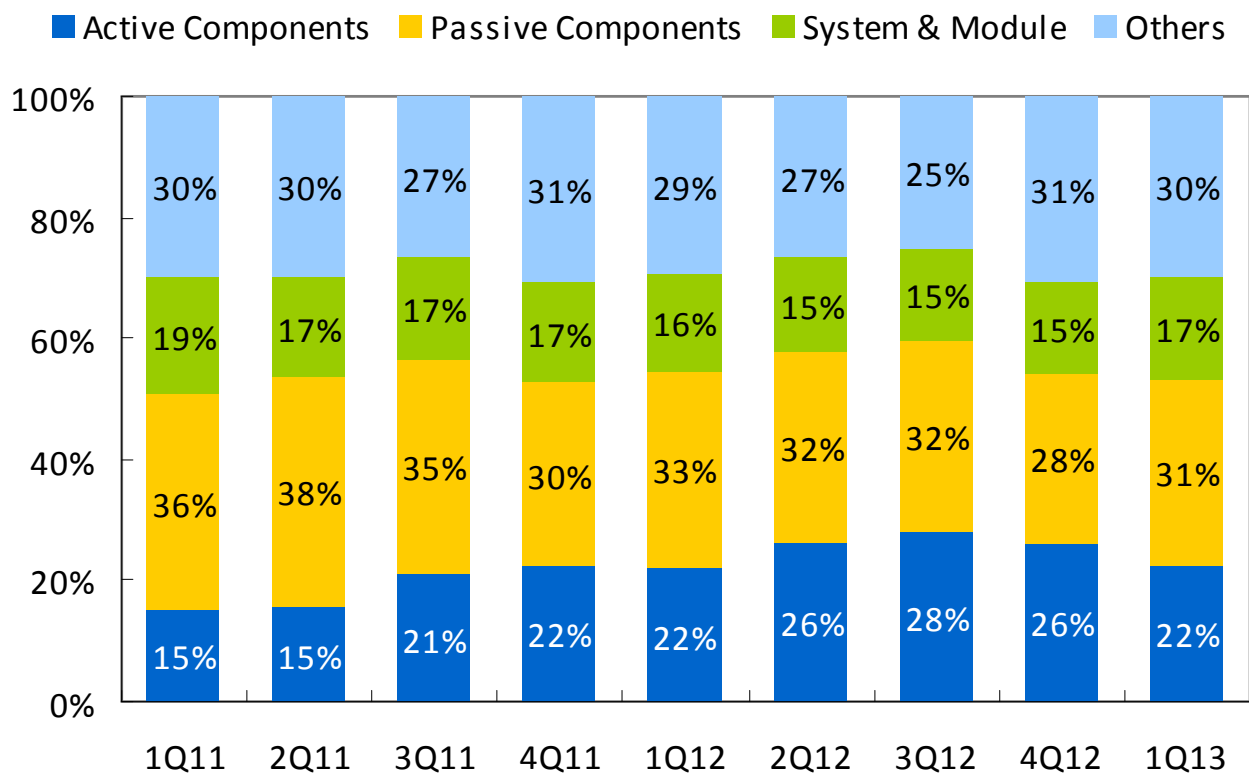
Statements of Cash Flow

1Q13 Consolidated Statements of Cash Flow Summary

(Millions of NTD)	2013 Q1	2012 Q1
Income before Income Tax	\$ 187	174
Net cash generated from operating activities	215	145
Net cash generated from (used in) investing activities	170	(20)
Additions to property, plant and equipment	(136)	(61)
Net cash generated from (used in) financing activities	(172)	79
Net increase in cash and cash in bank	220	180
Cash and cash in bank at beginning of quarter	3,026	2,941
Cash and cash in bank at end of quarter	3,246	3,121

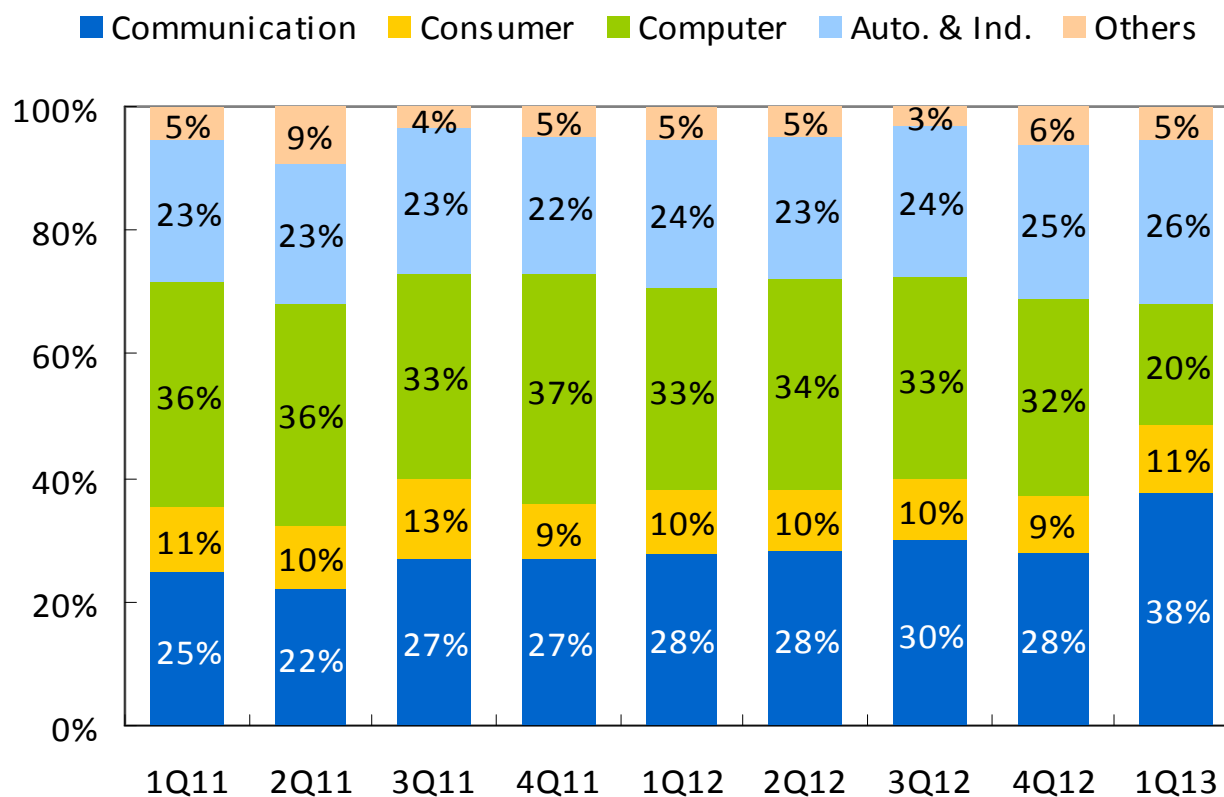
Revenue by Product Line

Quarterly Trend



Revenue by Application

Quarterly Trend





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Thank you
for your kind attention.

Questions or Comments?