

TWSE: 3026



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

*A Partner You Can Trust*



# Financial Summary & Operation Highlights

2013 Q2



禾伸堂  
*Holy Stone*

## 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

## 2Q13 Consolidated Statement of Income

(Millions of NTD)	2013 Q2	2013 Q1	2012 Q2	QoQ	YoY
Net Sales	\$ 3,838	3,315	3,628	16%	6%
Gross Margin	13%	14%	14%		
Operating Expenses	(334)	(303)	(312)	10%	7%
Operating Income	170	158	189	7%	-10%
Operating Margin	4%	5%	5%		
Non-operating Items	42	28	2	47%	2573%
Consolidated Income before Income Tax	212	187	190	13%	11%
Net Income	158	156	151	1%	4%
EPS (NT\$)-after tax	0.53	0.53	0.49		

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

# Balance Sheet & Key Indices

## 2Q13 Consolidated Balance Sheet Summary

Selected items from Balance Sheet

(Millions of NTD)

	2013 Q2		2013 Q1		2012 Q2		2012 Q1	
	Amount	%	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 3,767	25%	3,246	23%	2,945	21%	3,121	22%
Accounts Receivable	3,138	21%	2,944	21%	3,515	25%	3,482	24%
Inventory	2,591	17%	1,988	14%	2,198	15%	2,208	15%
<b>TOTAL ASSETS</b>	<b>15,204</b>	<b>100%</b>	<b>13,865</b>	<b>100%</b>	<b>14,213</b>	<b>100%</b>	<b>14,380</b>	<b>100%</b>
Short-term Loans	2,090	14%	1,927	14%	1,911	13%	1,985	14%
Long-term Debts	285	2%	187	1%	289	2%	178	1%
<b>TOTAL LIABILITIES</b>	<b>5,571</b>	<b>37%</b>	<b>3,866</b>	<b>28%</b>	<b>4,932</b>	<b>35%</b>	<b>4,530</b>	<b>32%</b>
<b>TOTAL EQUITY</b>	<b>9,633</b>	<b>63%</b>	<b>9,999</b>	<b>72%</b>	<b>9,281</b>	<b>65%</b>	<b>9,849</b>	<b>68%</b>

### Key Indices

A/R Turnover Days	72	84	88	96
Inventory Turnover Days	63	65	64	68
Current Ratio (X)	2.00	2.55	2.03	2.20
Net Debt/Equity Ratio	-14.46%	-11.32%	-8.02%	-9.73%

# Statements of Cash Flow

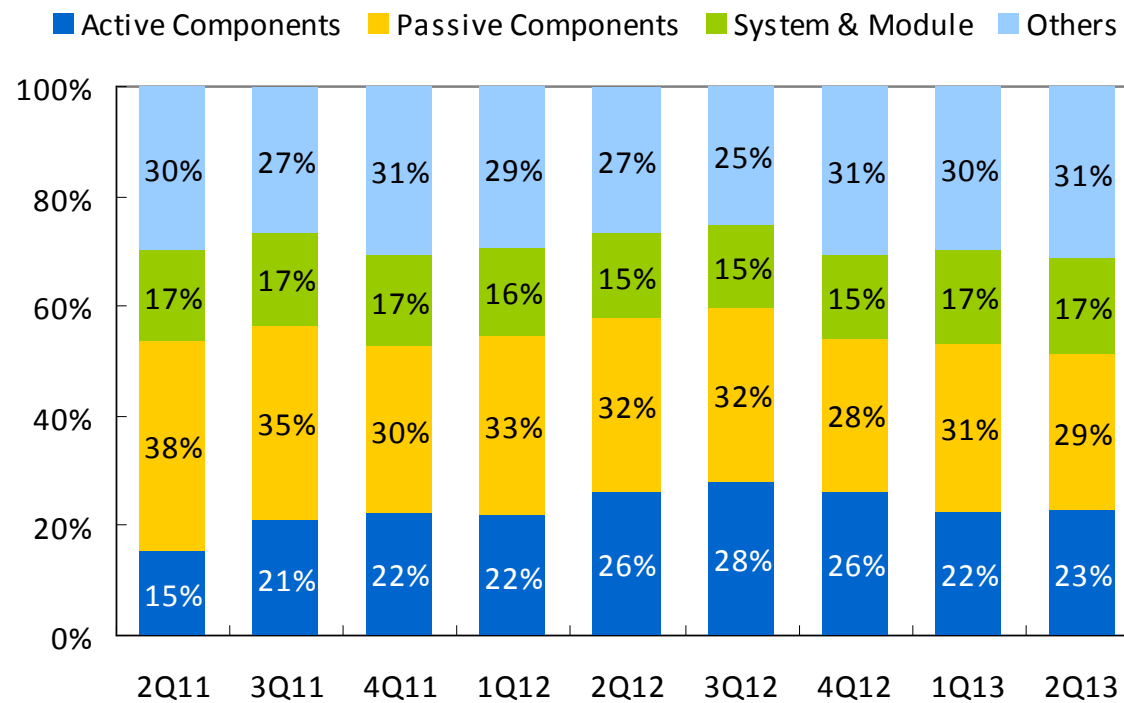
## ✿ 2Q13 Consolidated Statements of Cash Flow Summary

(Millions of NTD)

	2013 Q2	2013 Q1	2012 Q2
Income before Income Tax	\$ 212	187	190
Net cash generated from operating activities	289	215	405
Net cash generated from (used in) investing activities	(19)	170	(132)
Additions to property, plant and equipment	(18)	(136)	(126)
Net cash generated from (used in) financing activities	255	(172)	(231)
Net increase in cash and cash in bank	522	220	(176)
Cash and cash in bank at beginning of quarter	3,246	3,026	3,121
Cash and cash in bank at end of quarter	3,767	3,246	2,945

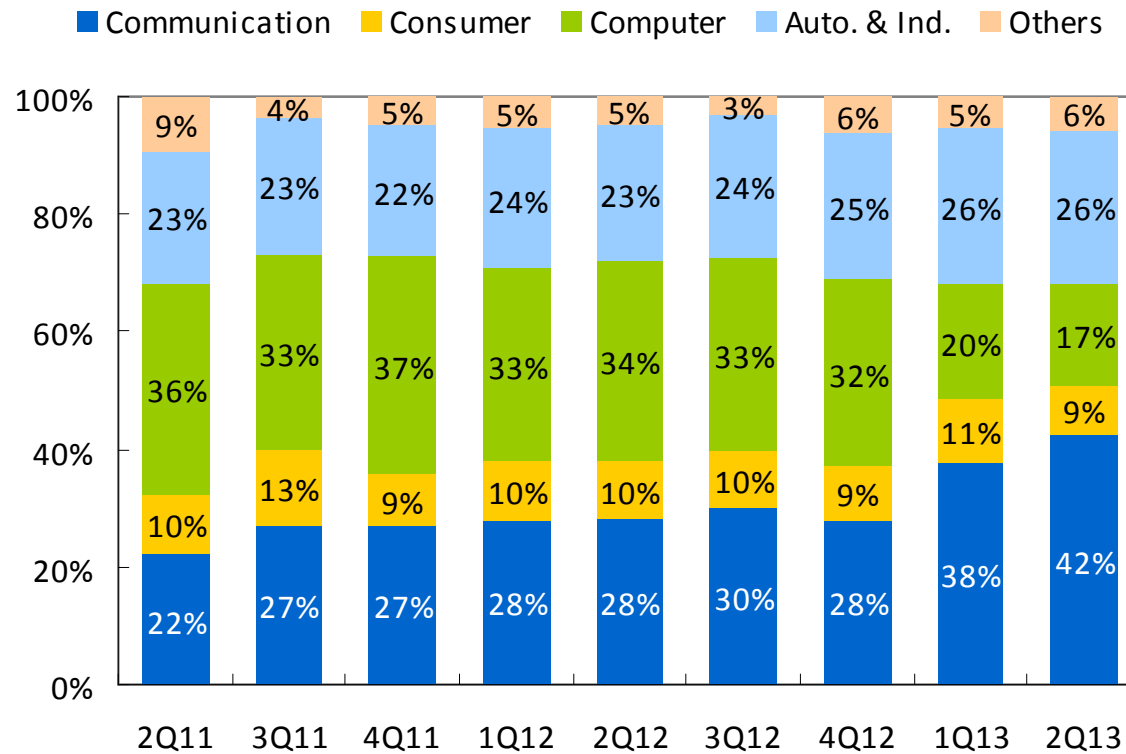
# Revenue by Product Line

## Quarterly Trend



# Revenue by Application

## Quarterly Trend





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**Thank you**  
for your kind attention.

*Questions or Comments?*