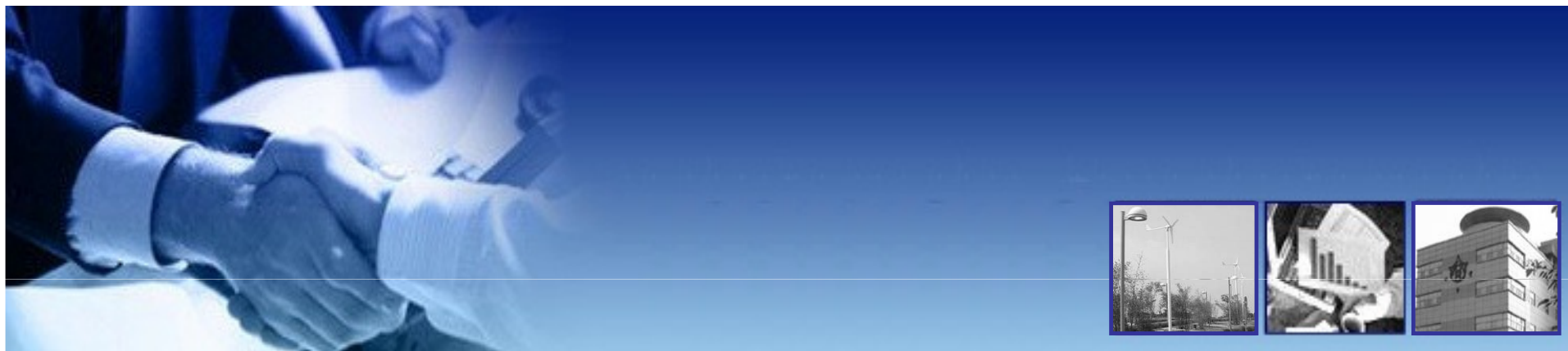


TWSE: 3026



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

*A Partner You Can Trust*



**Holy Stone Enterprise Co., Ltd.**  
**( TW3026 )**

**2015 Third Quarter Earnings Performance**



## 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.

## Statements of Comprehensive Income

(In NT\$ Millions)	2015 Q3	2015 Q2	2014 Q3	QoQ	YoY
Net Sales	\$ 3,511	\$ 3,549	4,068	-1%	-14%
Gross Margin	14.8%	14.5%	14.2%		
Operating Expenses	(343)	(336)	(352)	2%	-2%
Operating Income	175	180	228	-3%	-23%
Operating Margin	5.0%	5.1%	5.6%		
Non-operating Items	21	10	33	116%	-37%
Consolidated Income before Income Tax	196	190	261	3%	-25%
Net Income Attributable to Parent Company	183	186	246	-2%	-26%
EPS (NT\$)-after tax	0.82	0.83	1.1	-1%	-25%

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

Note: Diluted weighted average shares outstanding were 227,123 thousand units in Q3 2015.

✿ Statements of Comprehensive Income

(In NT\$ Millions)	2015 YTD	2014 YTD	Growth Rate (YoY)
Net Sales	\$ 10,298	12,373	-17%
Gross Margin	14.7%	12.8%	14.9%
Operating Expenses	(984)	(1,020)	-3%
Operating Income	533	567	-6%
Operating Margin	5.2%	4.6%	13.0%
Non-operating Items	51	281	-82%
Consolidated Income before Income Tax	584	849	-31%
Net Income Attributable to Parent Company	562	815	-31%

## Consolidated Balance Sheet Summary

Selected items from Balance Sheet (In NT\$ Millions)	2015 Q3		2015 Q2		2014 Q3	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 2,243	18%	\$ 3,025	22%	\$ 2,571	19%
Accounts Receivable	3,511	28%	3,135	23%	3,728	27%
Inventory	1,877	15%	2,147	16%	2,122	16%
<b>TOTAL ASSETS</b>	<b>12,571</b>	<b>100%</b>	<b>13,446</b>	<b>100%</b>	<b>13,651</b>	<b>100%</b>
Short-term Loans	1,588	13%	1,506	11%	1,915	14%
Long-term Debts	20	0%	20	0%	80	1%
<b>TOTAL LIABILITIES</b>	<b>3,548</b>	<b>28%</b>	<b>4,511</b>	<b>34%</b>	<b>4,436</b>	<b>32%</b>
<b>TOTAL EQUITY</b>	<b>9,024</b>	<b>72%</b>	<b>8,935</b>	<b>66%</b>	<b>9,214</b>	<b>68%</b>

### Key Indices

A/R Turnover Days	86	80	82
Inventory Turnover Days	61	64	53
Current Ratio (X)	2.50	2.12	2.18
Debt Ratio	28.22%	33.55%	32.50%

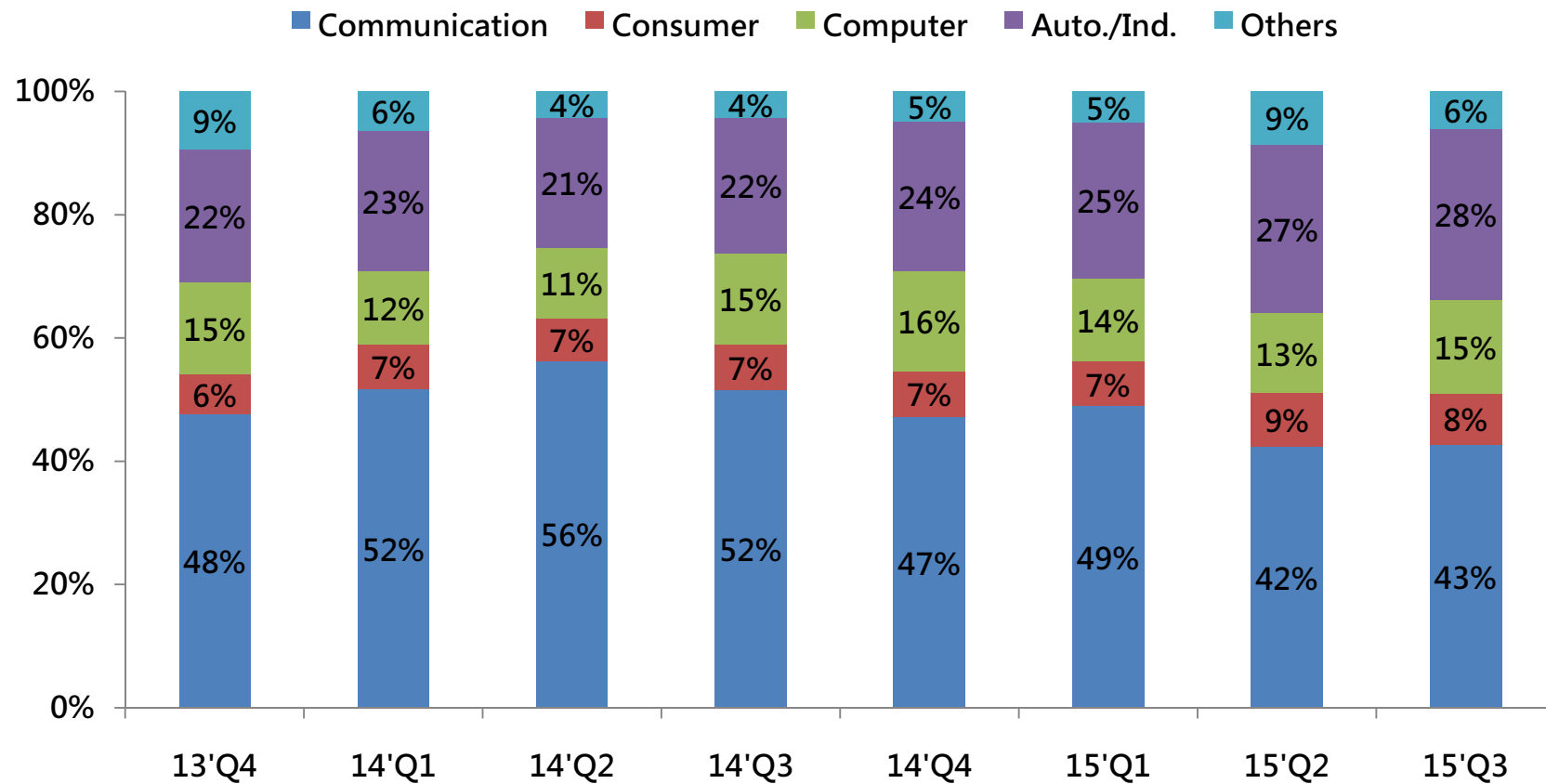
## Consolidated Statements of Cash Flow Summary

(In NT\$ Millions)

	2015 Q3	2015 Q2	2014 Q3
Income before Income Tax	\$ 196	\$ 190	\$ 261
Net cash generated from operating activities	(100)	692	(26)
Net cash generated from (used in) investing activities	(26)	(48)	(40)
Additions to property, plant and equipment	(11)	(49)	(51)
Net cash generated from (used in) financing activities	(663)	(155)	(458)
Net increase in cash and cash in bank	(782)	475	(506)
Cash and cash in bank at beginning of quarter	2,568	2,571	2,553
Cash and cash in bank at end of quarter	2,243	3,025	2,571

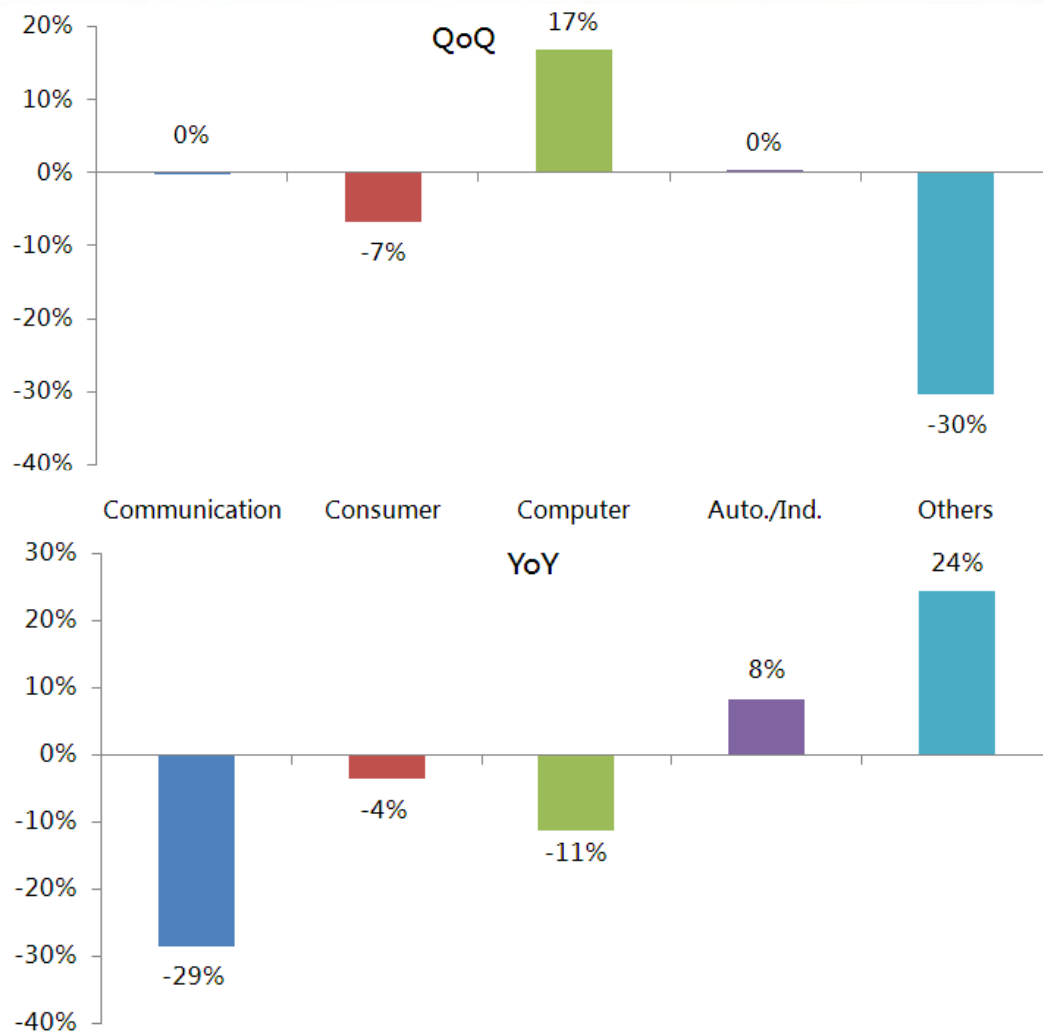
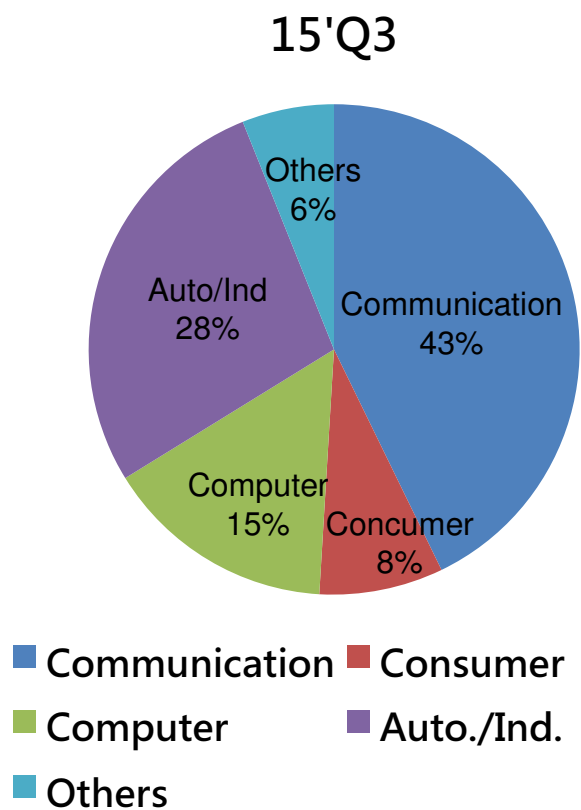
# Revenue by Application

## Quarterly Trend





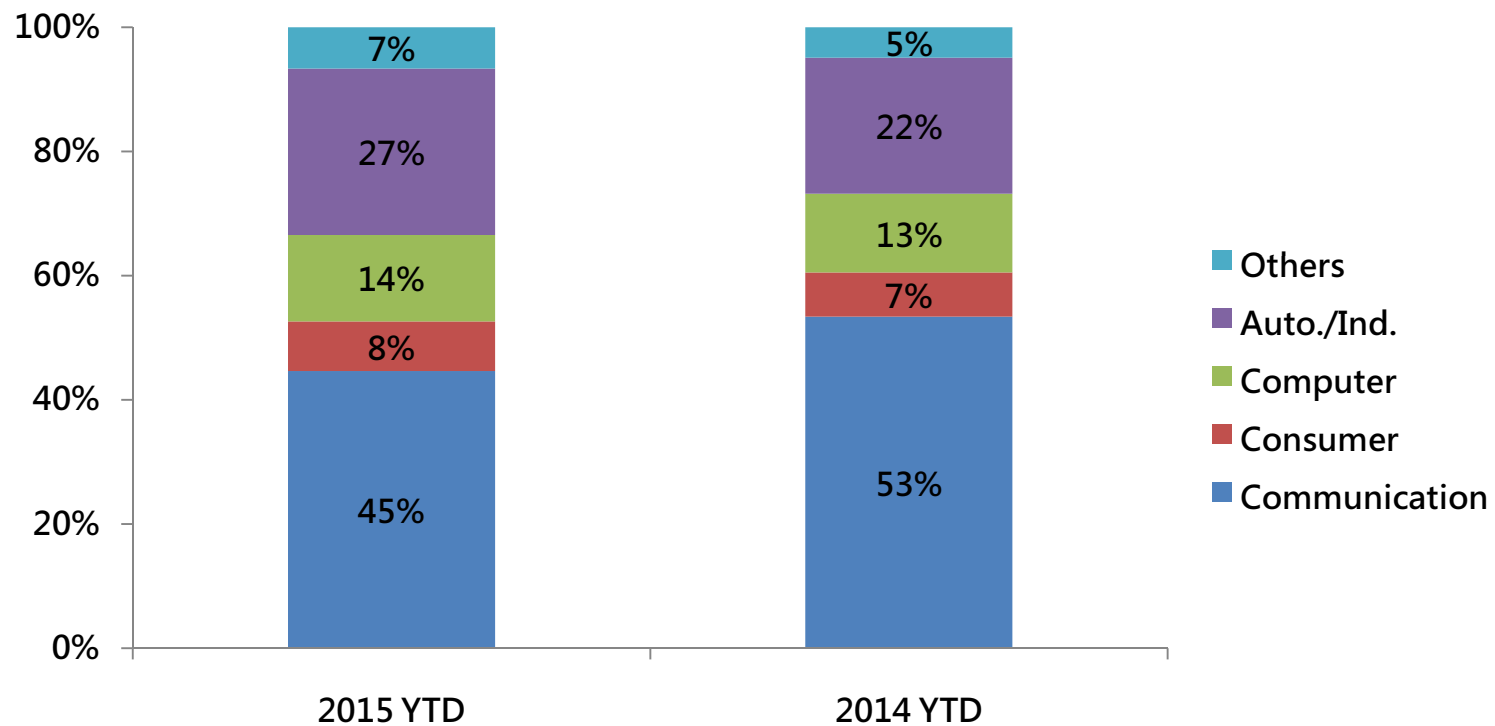
# Revenue by Application





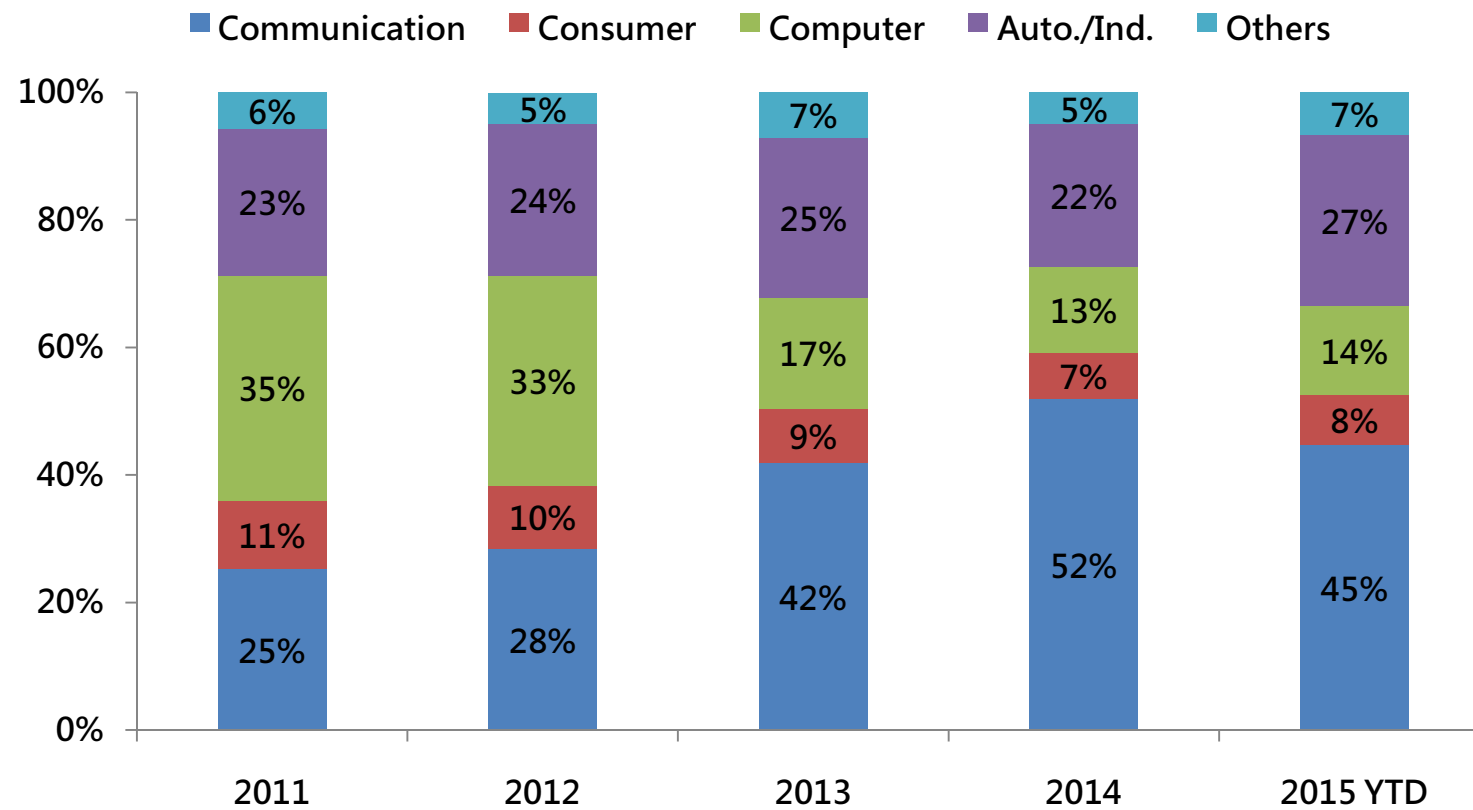
# Revenue by Application

## YTD Comparison



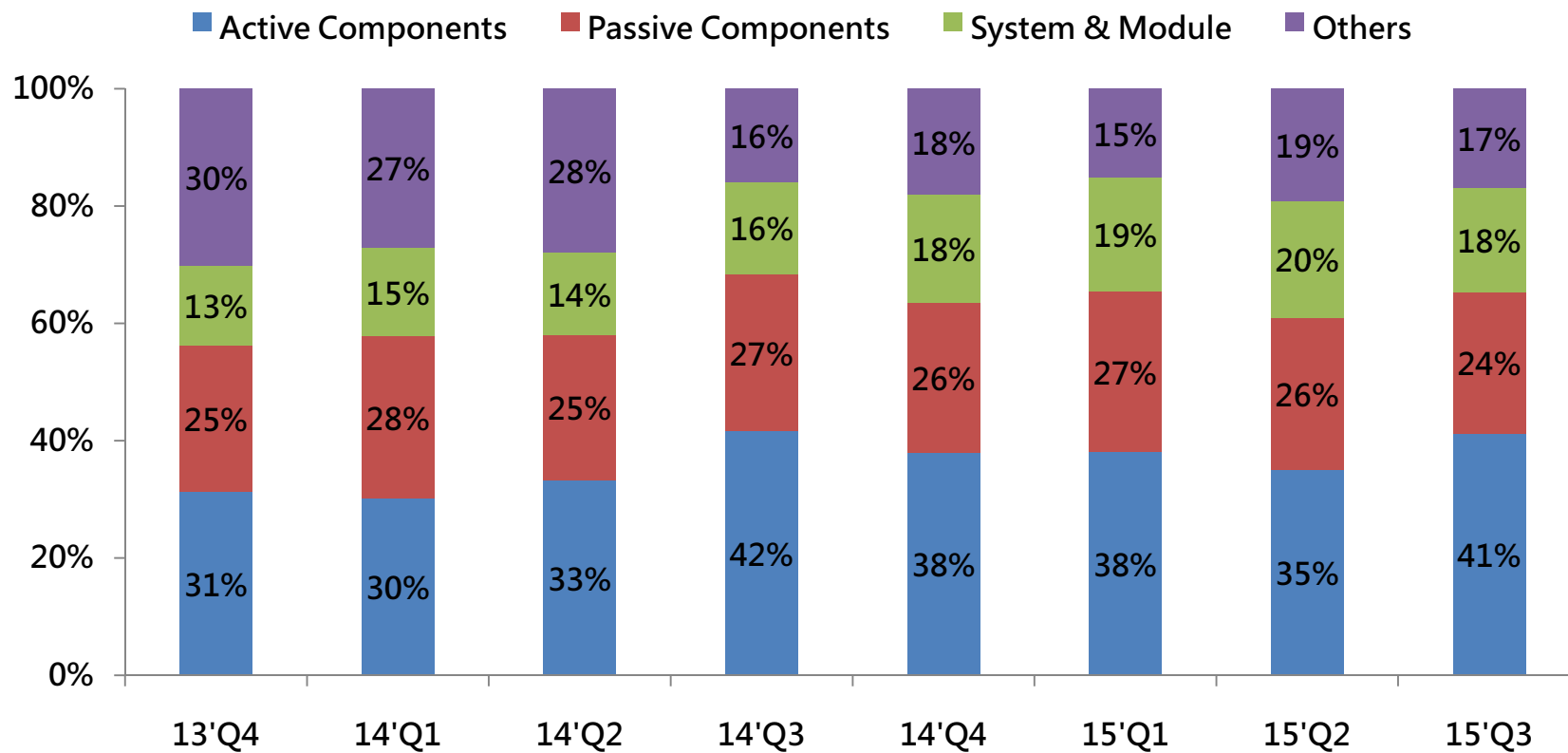
# Revenue by Application

## Yearly Trend



# Revenue by Product

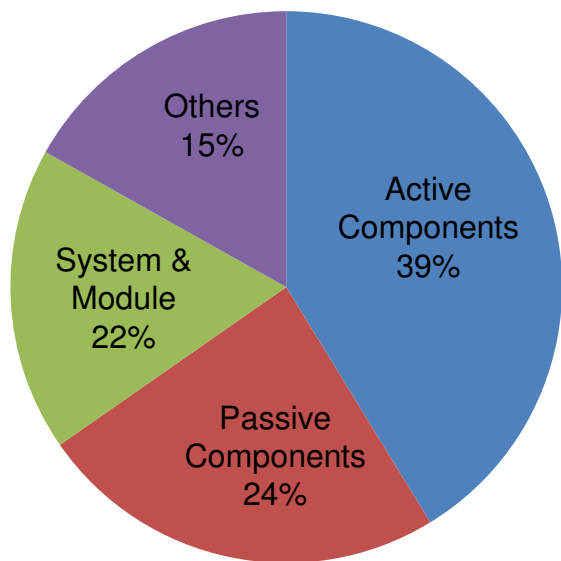
## Quarterly Trend



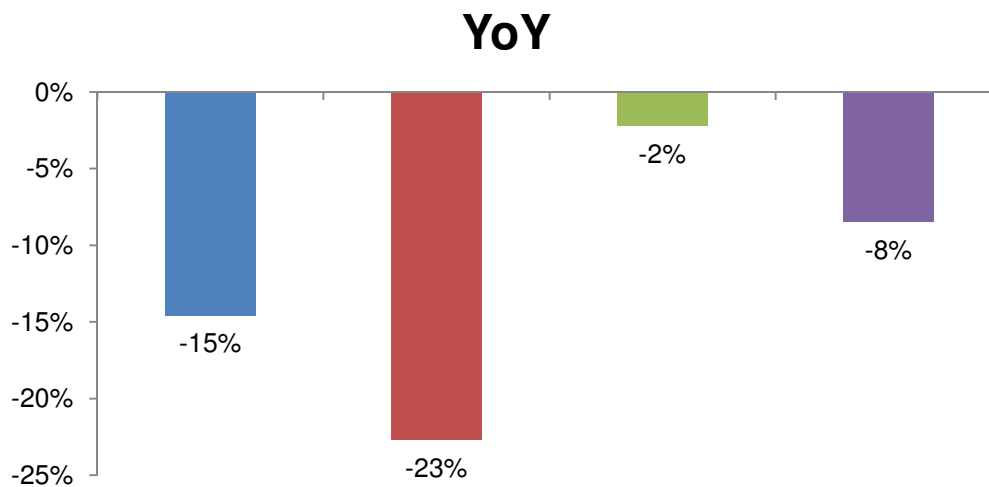
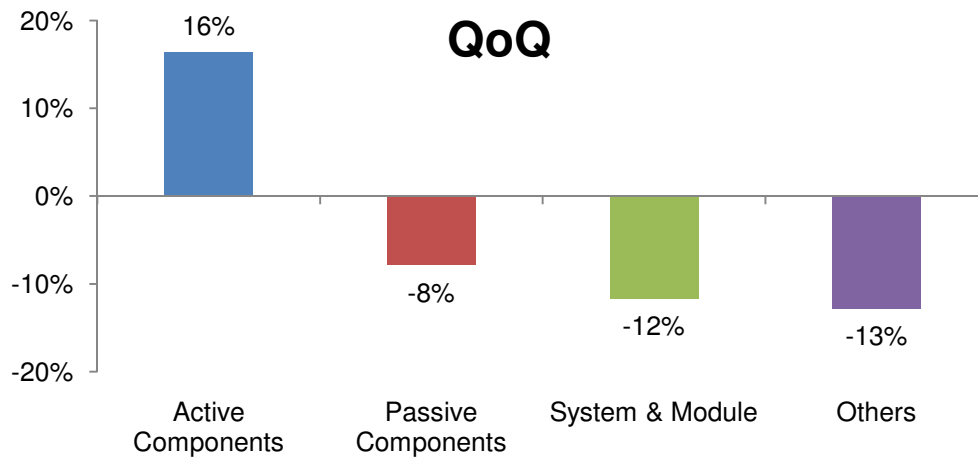


# Revenue by Product

15'Q3

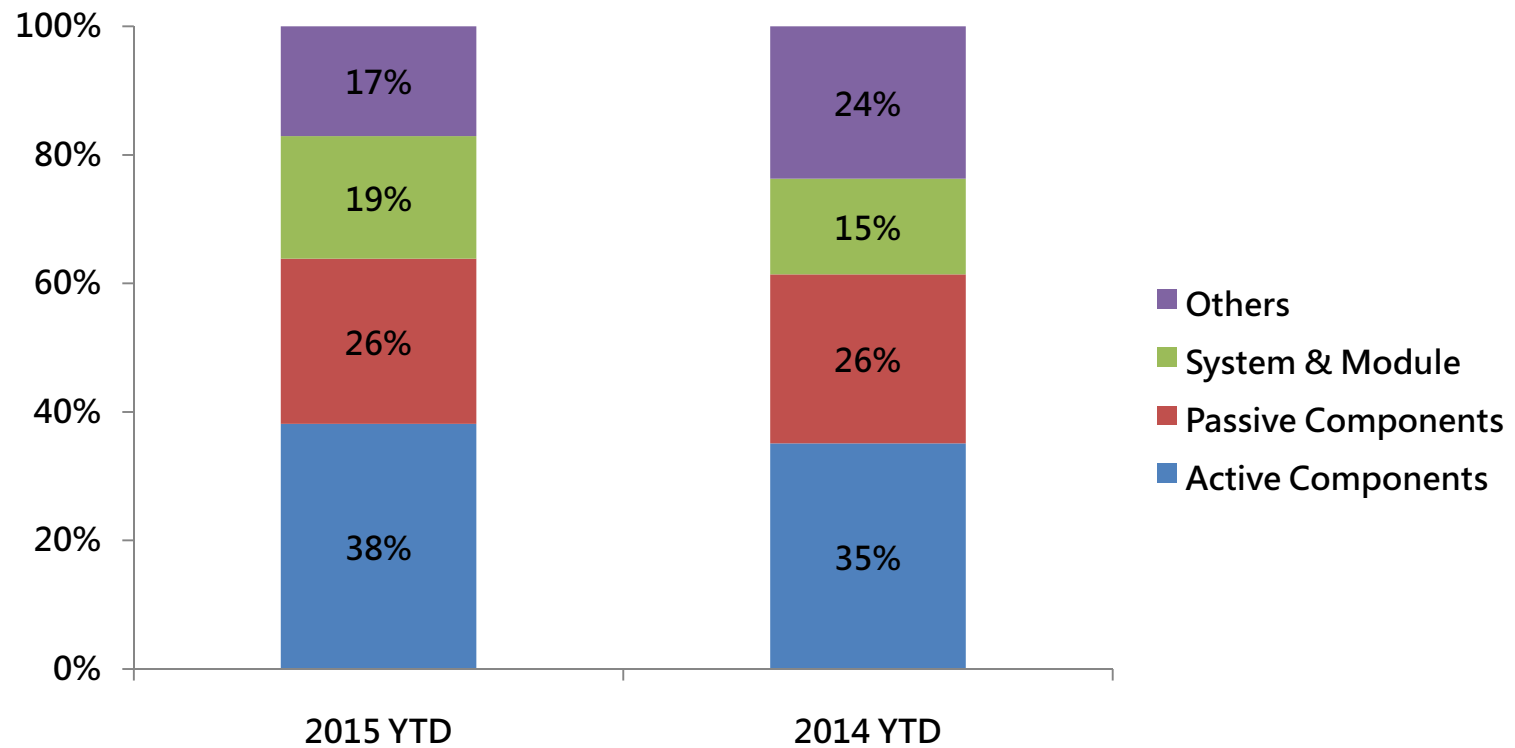


- Active Components
- Passive Components
- System & Module
- Others



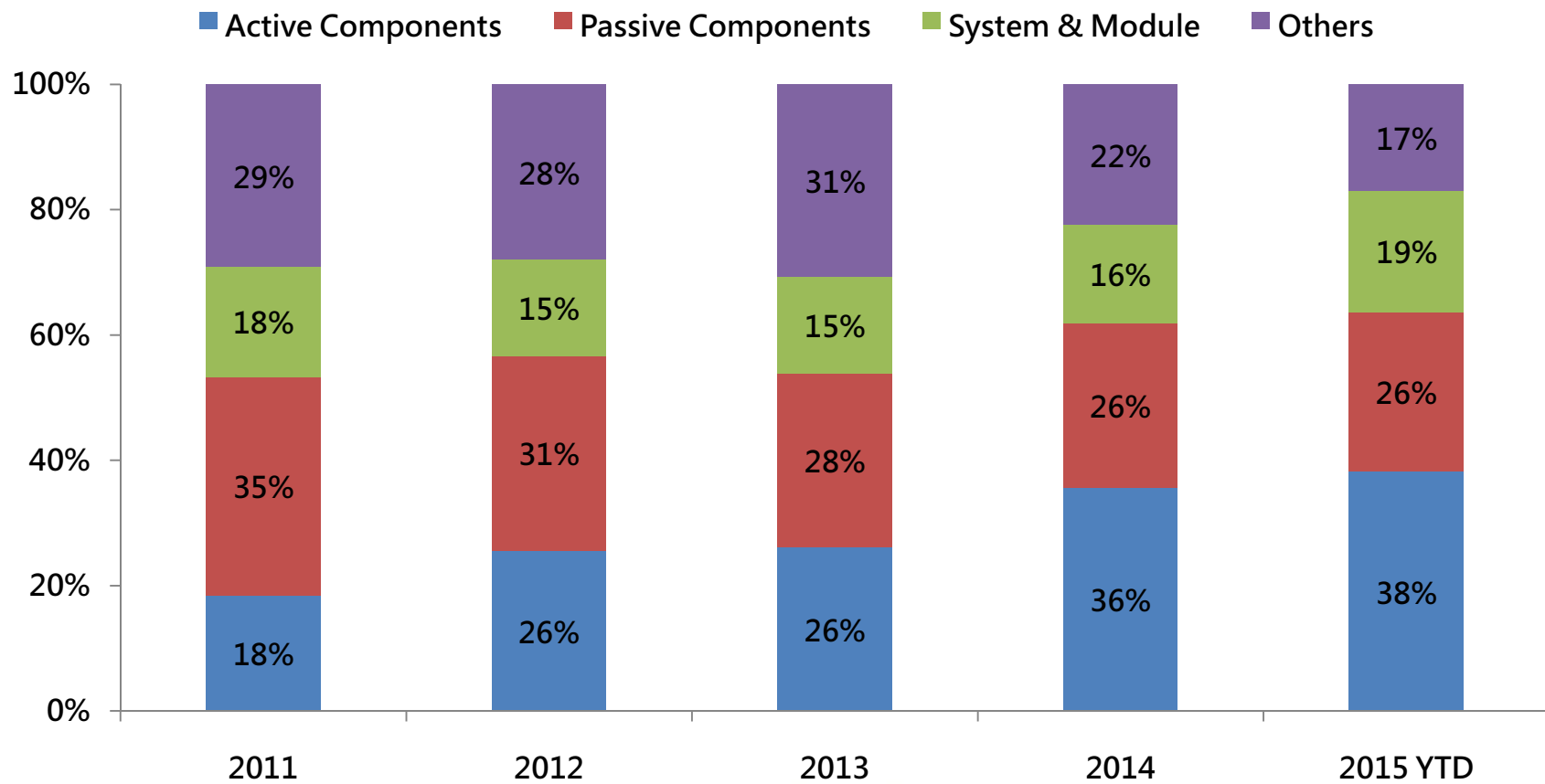
# Revenue by Product

## YTD Comparison



# Revenue by Product

## Yearly Trend





# Thank you for listening!

Can't find the answer to your question?  
Please drop us an e-mail at [IR@holystone.com.tw](mailto:IR@holystone.com.tw), and  
we will get back to you shortly in response to your query.