



禾伸堂企業股份有限公司 (TW3026)  
*Holy Stone Enterprise Co., Ltd.*

*A Partner You Can Trust*



# Holy Stone Enterprise Co., Ltd.

## Earnings Performance

### 2019 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.

# Agenda



- ❑ Company Snapshot
- ❑ Earnings Performance and Revenue Trend
- ❑ Q&A

# Company Snapshot



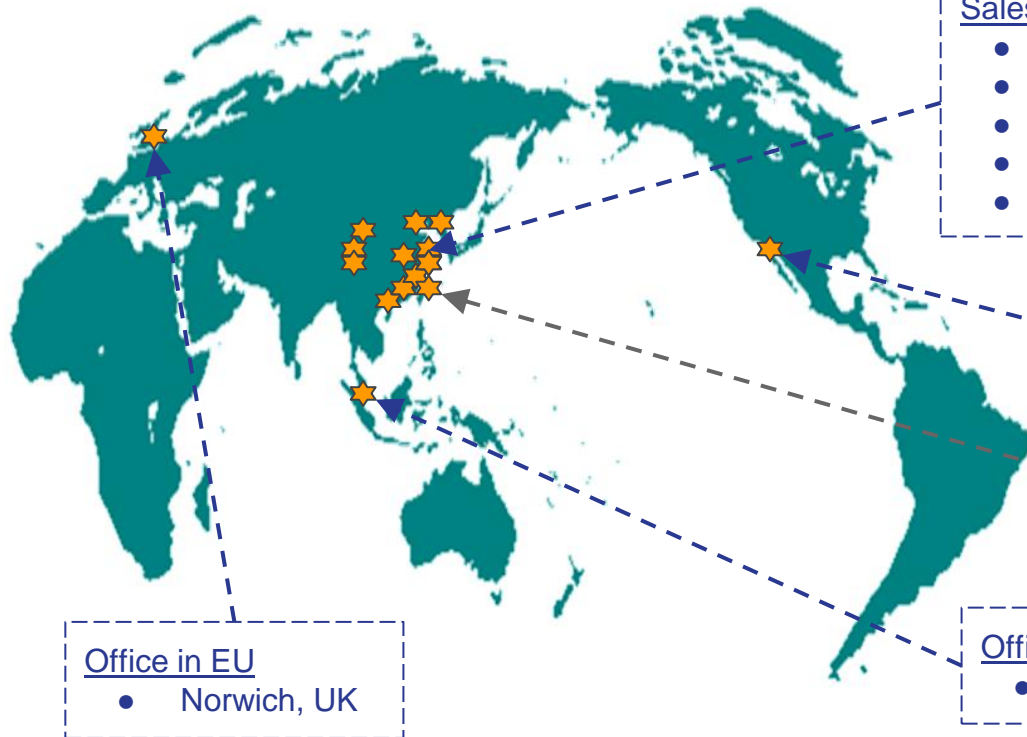
- ❑ Capital Stock: NT\$ 1,580 million
- ❑ Headquarters: Taipei, Taiwan
- ❑ Employees: 1,156 as of Dec. 31st, 2018
- ❑ Factory Site: Lungtan and Yilan, Taiwan
- ❑ Product Line: Passive Components, Active Components, System & Module, and Others (peripherals)



# Company Snapshot



## □ Holy Stone Worldwide



- Sales Offices in China
- Beijing
  - Hangzhou
  - Ningbo
  - Suzhou
  - Xiamen
  - Chongqing
  - Hong Kong
  - Shanghai
  - Wenzhou
  - Xian
  - Dongguan
  - Nanjing
  - Shenzhen
  - Wuhan
  - Zhongshan

- Office in USA
- Murrieta, CA

- Production Plant
- Lungtan, TW
  - Yilan, TW



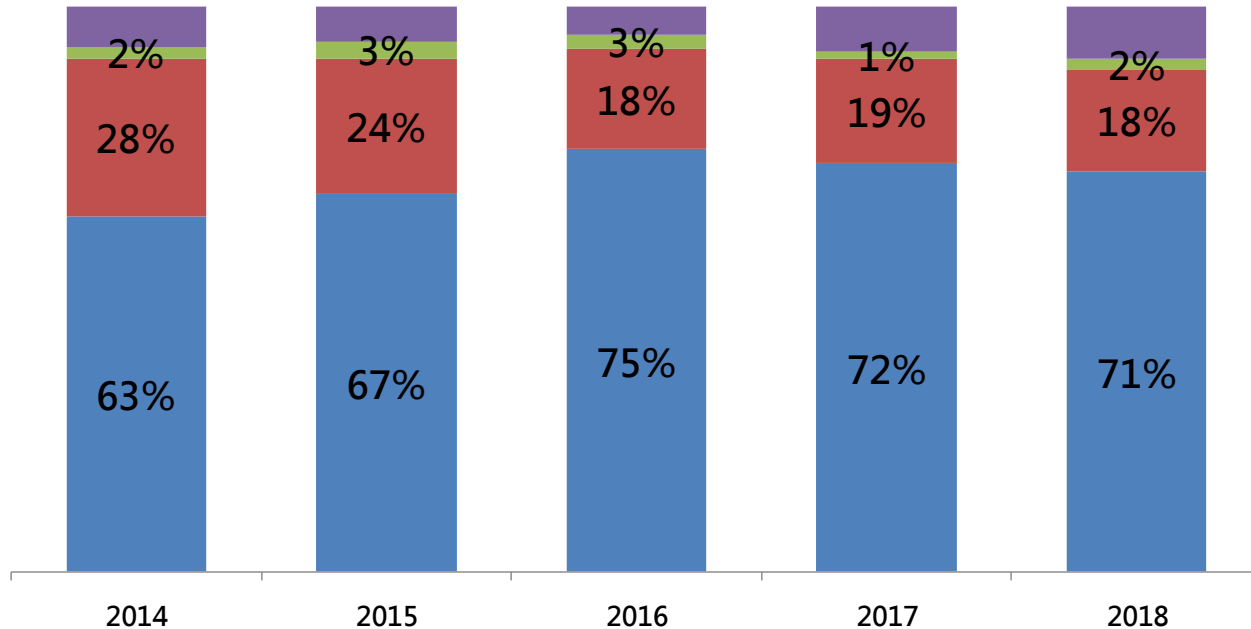
# Earnings Performance



## Financials

Consolidated Revenue By Territory

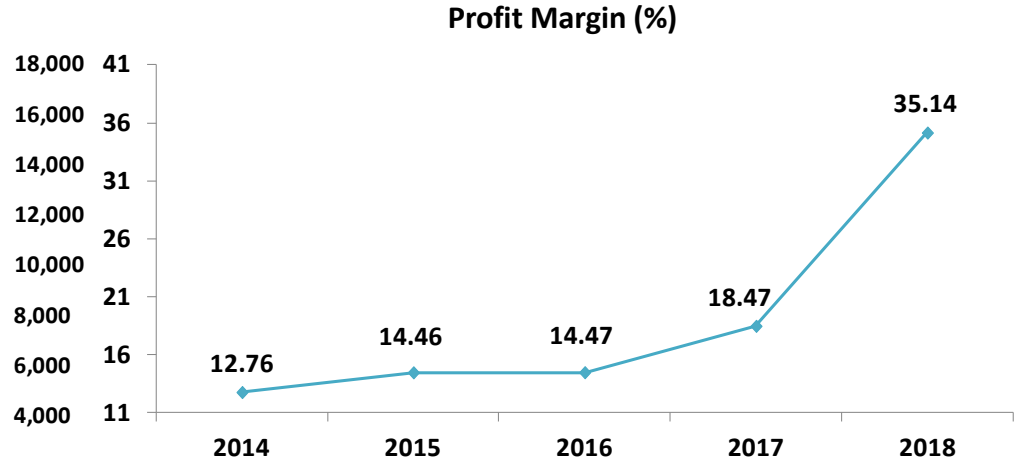
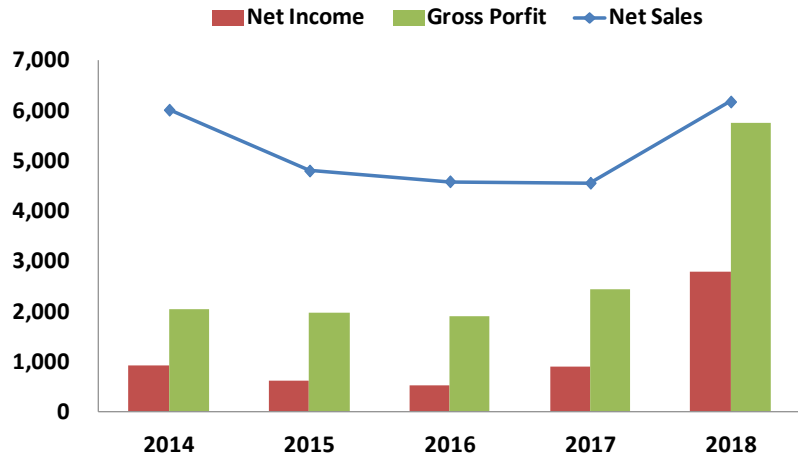
■ China ■ Taiwan ■ USA ■ Others



# Earnings Performance



## Financials



# Earnings Performance



## Consolidated P/L

(In NT\$ Millions)

	2019 Q1	2018 Q4	2018 Q1	QoQ	YoY
Net Sales	\$ 3,032	\$ 3,633	\$ 3,354	-17%	-10%
Gross Margin	27.3%	28.5%	30.5%	-4%	-10%
Operating Expenses	(569)	(641)	(441)	-11%	29%
Operating Income	260	394	581	-34%	-55%
Operating Margin	8.6%	10.8%	17.3%	-21%	-51%
Non-operating Items	65	(90)	8	172%	724%
Net Income to Parent Company	274	155	490	77%	-44%
EPS (NTD)	1.73	0.98	3.1		
EPS after capital reduction(NTD)					

Note 1: EPS calculation is based on the weighted average outstanding shares at the quarter end.



# Earnings Performance



## Consolidated Balance Sheet

Selected items from Balance Sheet (In NT\$ Millions)	2019.03.31		2018.12.31		2018.03.31	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 5,124	36%	\$ 4,442	30%	\$ 3,398	28%
Accounts Receivable	2,317	16%	3,286	23%	2,997	25%
Inventory	2,475	17%	2,596	18%	2,193	18%
<b>TOTAL ASSETS</b>	<b>14,350</b>	<b>100%</b>	<b>14,567</b>	<b>100%</b>	<b>12,270</b>	<b>100%</b>
Short-term Debt	419	3%	1,052	7%	1,384	11%
Long-term Debt	50	0%	56	0%	69	1%
<b>TOTAL LIABILITIES</b>	<b>3,911</b>	<b>26%</b>	<b>4,391</b>	<b>28%</b>	<b>3,594</b>	<b>30%</b>
<b>TOTAL EQUITY</b>	<b>10,440</b>	<b>74%</b>	<b>10,176</b>	<b>72%</b>	<b>8,675</b>	<b>70%</b>

# Earnings Performance



## Consolidated Cash Flow Statement

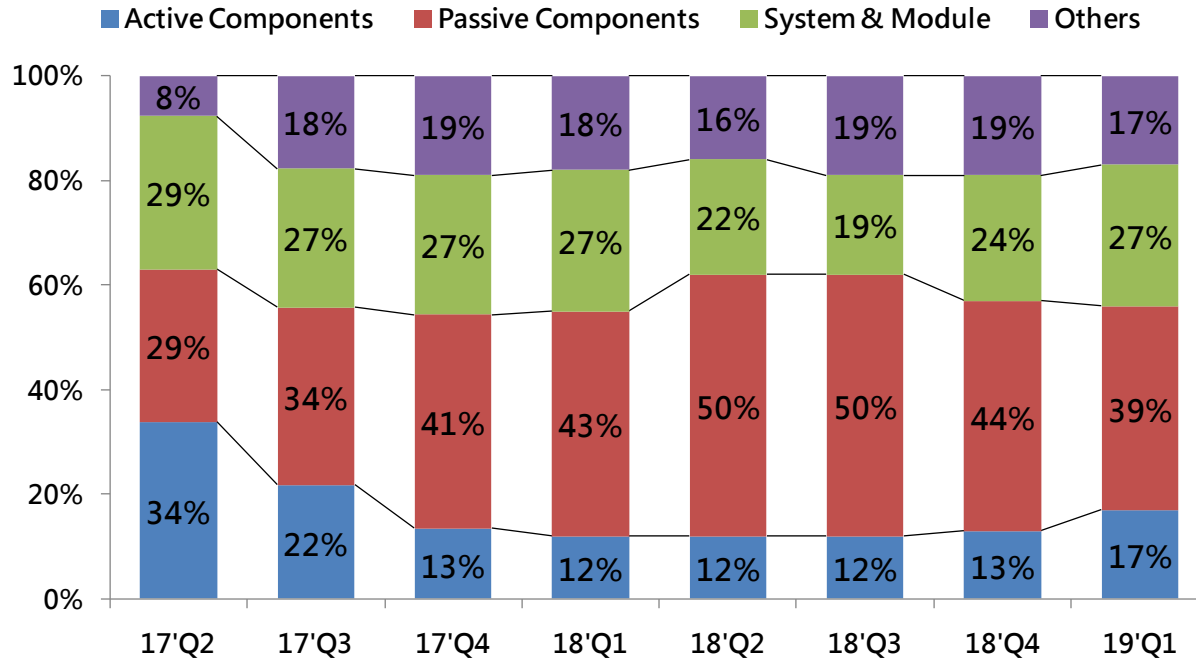
(In NT\$ Millions)

	2019 Jan.-Mar.	2018 Jan.-Mar.
Income before Income Tax	\$ 324	\$ 589
Net cash generated from operating activities	1,567	316
Net cash generated from (used in) investing activities	(252)	(213)
Additions to property, plant and equipment	(234)	(214)
Net cash generated from (used in) financing activities	(639)	290
Net increase in cash and cash equivalents	683	388
Free Cash Flow	1,315	103
Net Cash Flow	676	393

# Sales by Product



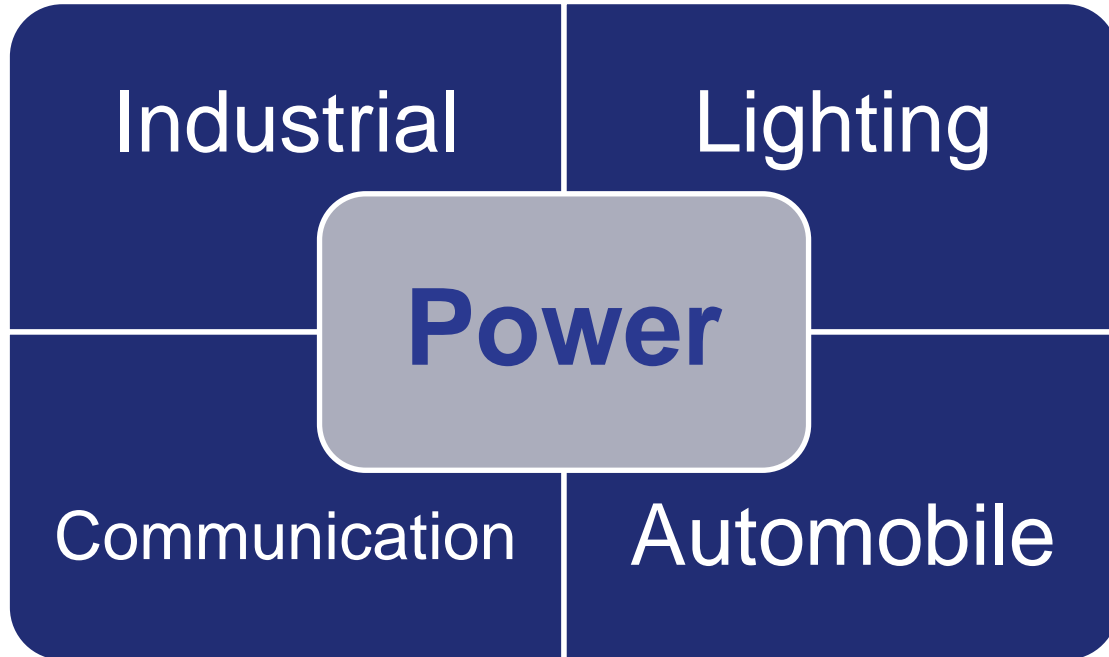
## Quarterly Trend



# Sales by Product



- ❑ Product Portfolio (Passive Component)



Q&A



# 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.