



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 Q2



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



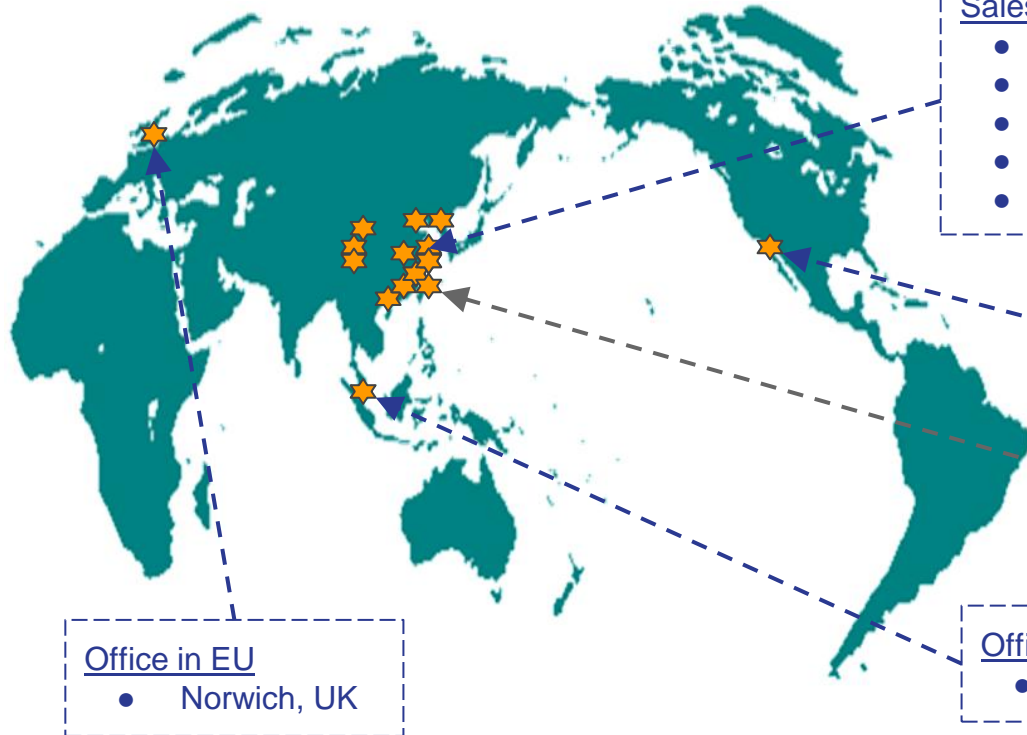
- ❑ Capital Stock: NT\$ 1,580 million
- ❑ Headquarters: Taipei, Taiwan
- ❑ Employees: 1,156 as of Dec. 31st, 2018
- ❑ Factory Site: Lungtan and Yilan, Taiwan
- ❑ Product Line: Passive Components, Active Components, System & Module, and Others (peripherals)



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



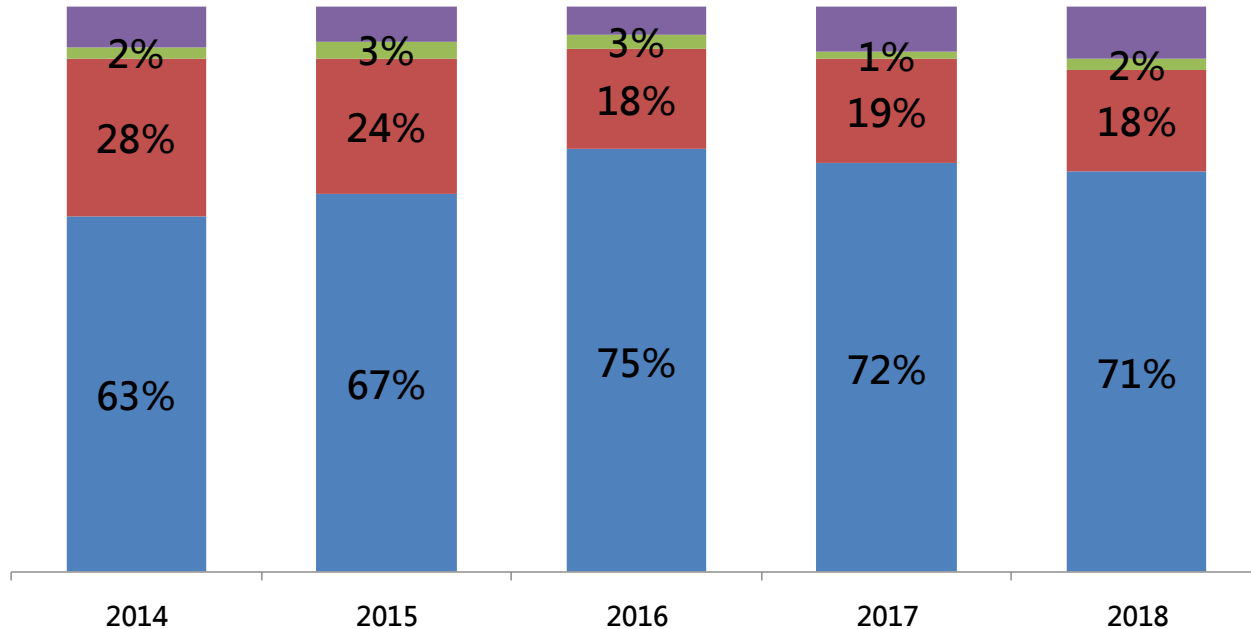
Earnings Performance



Financials

Consolidated Revenue By Territory

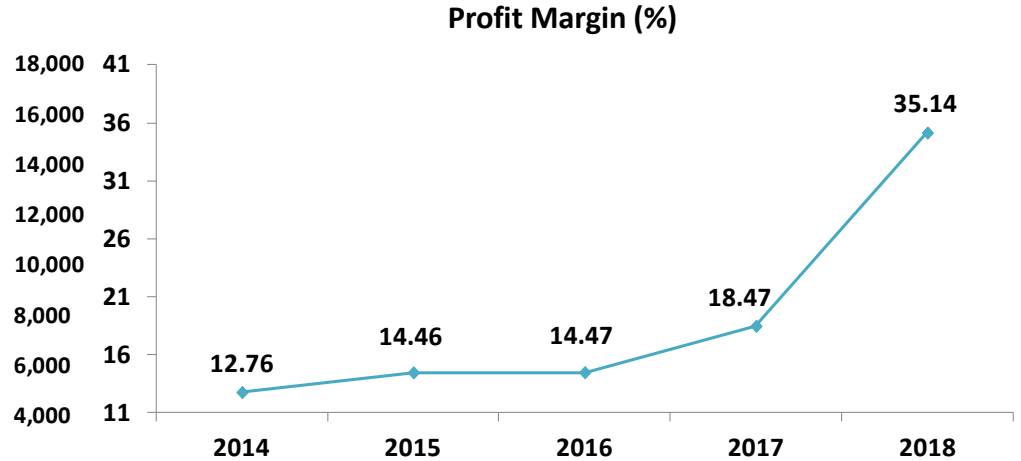
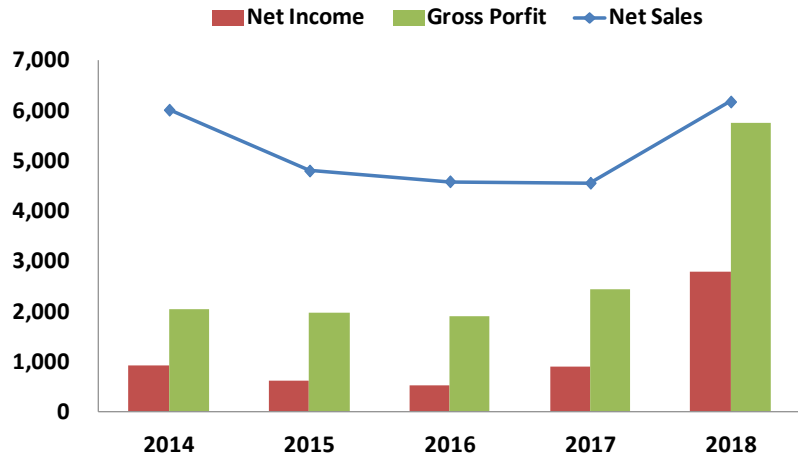
■ China ■ Taiwan ■ USA ■ Others



Earnings Performance



Financials



Earnings Performance



Consolidated P/L

(In NT\$ Millions)	2019 Q2	2019 Q1	2018 Q2	QoQ	YoY
Net Sales	\$ 3,753	\$ 3,032	\$ 4,308	24%	-13%
Gross Margin	19.7%	27.3%	38.9%	-28%	-49%
Operating Expenses	(431)	(569)	(488)	-24%	-12%
Operating Income	309	260	1,188	19%	-74%
Operating Margin	8.2%	8.6%	27.6%	-4%	-70%
Non-operating Items	35	65	(19)	-45%	288%
Net Income to Parent Company	264	274	967	-4%	-73%
EPS (NTD)	1.67	1.73	6.12		

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 Q2		2019 Q1		2018 Q2	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 4,620	32%	\$ 5,124	36%	\$ 4,108	29%
Accounts Receivable	2,664	19%	2,317	16%	3,692	26%
Inventory	2,551	18%	2,475	17%	2,468	17%
TOTAL ASSETS	14,306	100%	14,350	100%	14,194	100%
Short-term Debt	571	4%	419	3%	1,531	11%
Long-term Debt	47	0%	50	0%	65	0%
TOTAL LIABILITIES	5,058	34%	3,911	26%	5,332	38%
TOTAL EQUITY	9,248	66%	10,440	74%	8,862	62%

Earnings Performance



Consolidated Cash Flow Statement

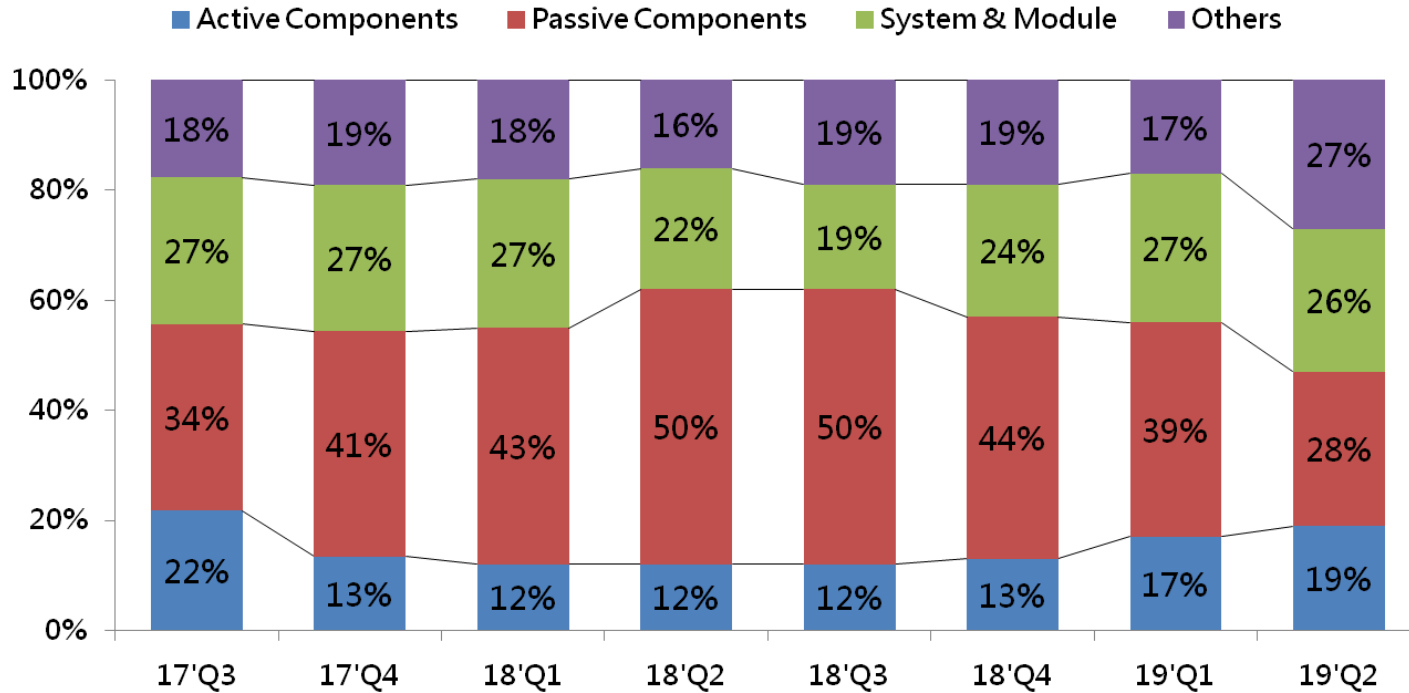
(In NT\$ Millions)

	2019 Jan.-June	2018 Jan.-June
Income before Income Tax	\$ 669	\$ 1,758
Net cash generated from operating activities	1,091	1,027
Net cash generated from (used in) investing activities	(426)	(453)
Additions to property, plant and equipment	(500)	(455)
Net cash generated from (used in) financing activities	(497)	509
Net increase in cash and cash equivalents	179	1,099
Free Cash Flow	665	575
Net Cash Flow	168	1,084

Sales by Product



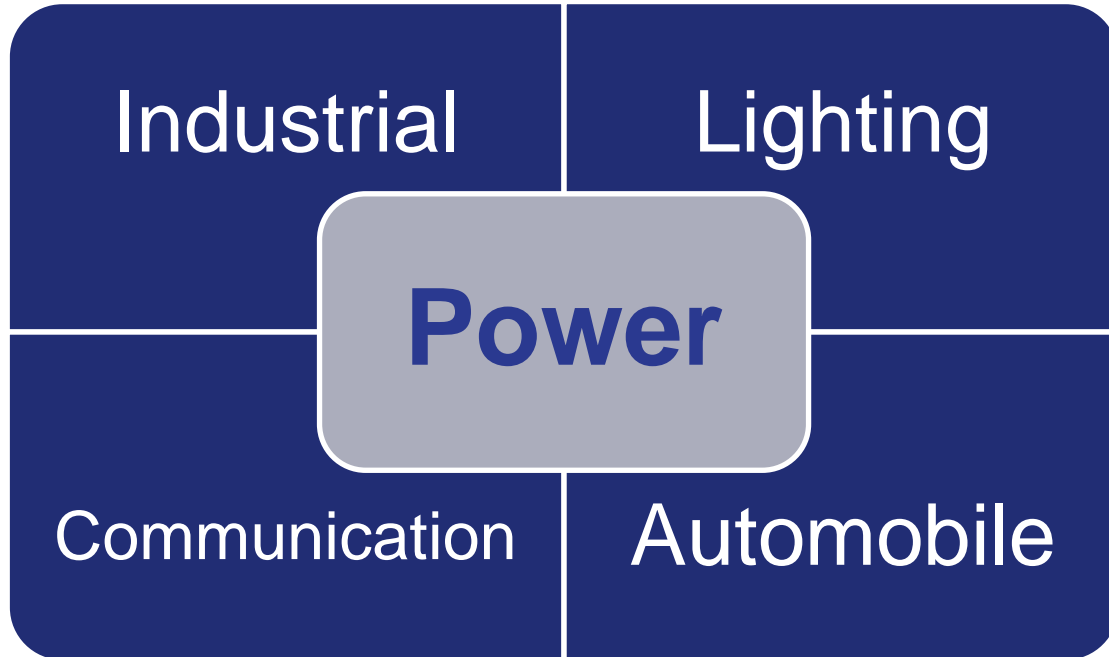
Quarterly Trend



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,
and we will get back to you shortly in response to your
query.