



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 Q4



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



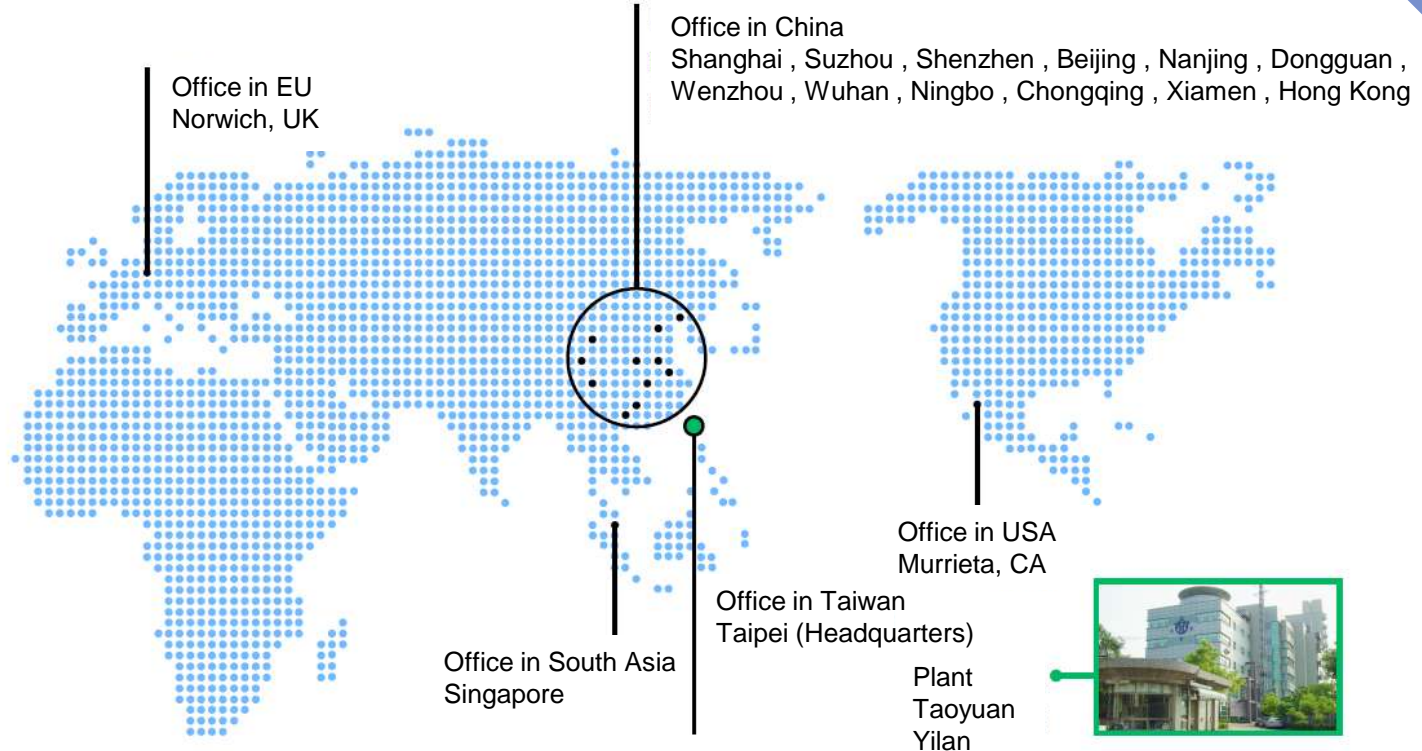
- ❑ Capital Stock: NT\$ 1,580 million
- ❑ Headquarters: Taipei, Taiwan
- ❑ Employees: 1,154 as of Dec. 31st, 2019
- ❑ Factory Site: Lungtan and Yilan, Taiwan
- ❑ Product Line: Passive Components, Active Components, System & Module, and Others (peripherals)



Company Snapshot



❑ Holy Stone Worldwide

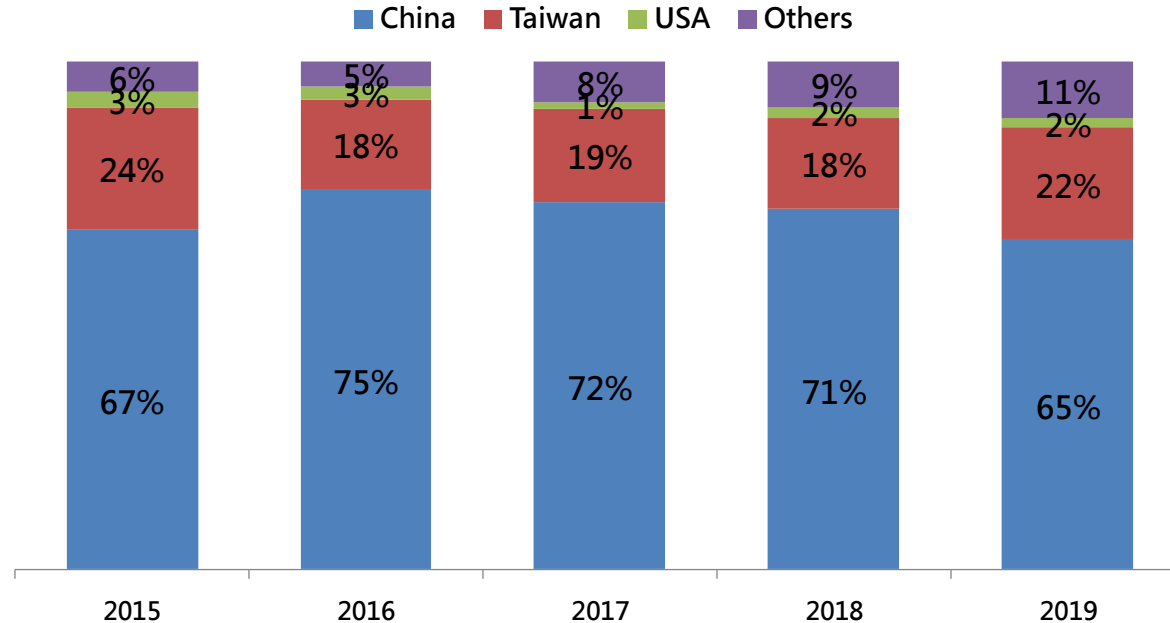


Earnings Performance



Financials

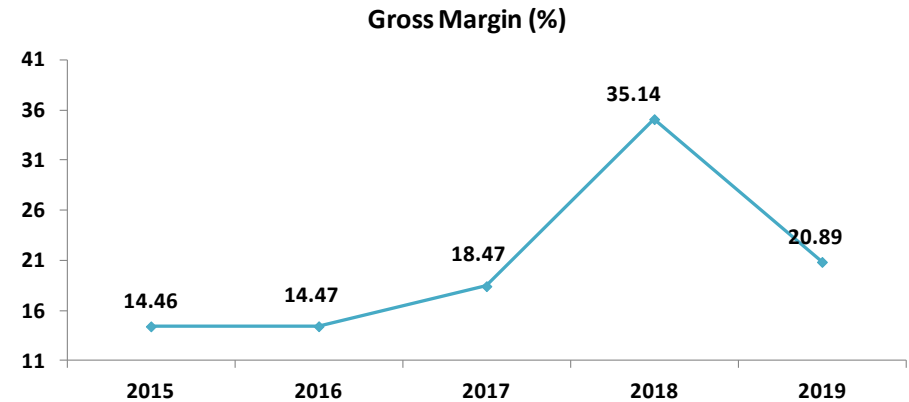
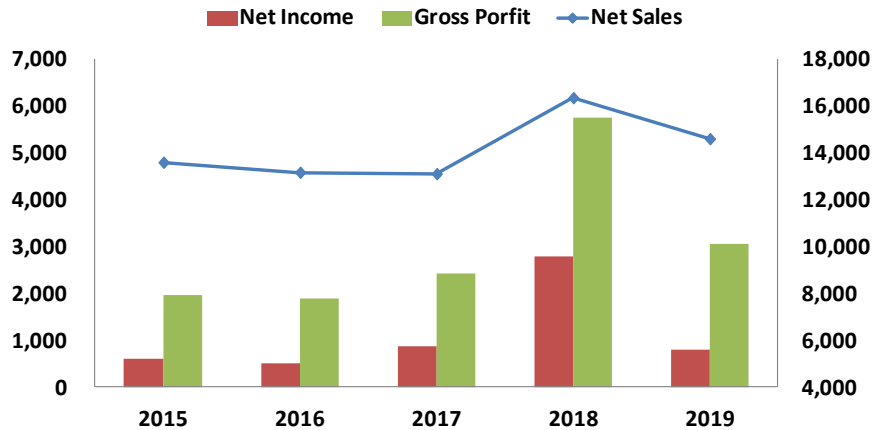
Consolidated Revenue By Territory



Earnings Performance



Financials



Earnings Performance



Consolidated P/L

(In NT\$ Millions)

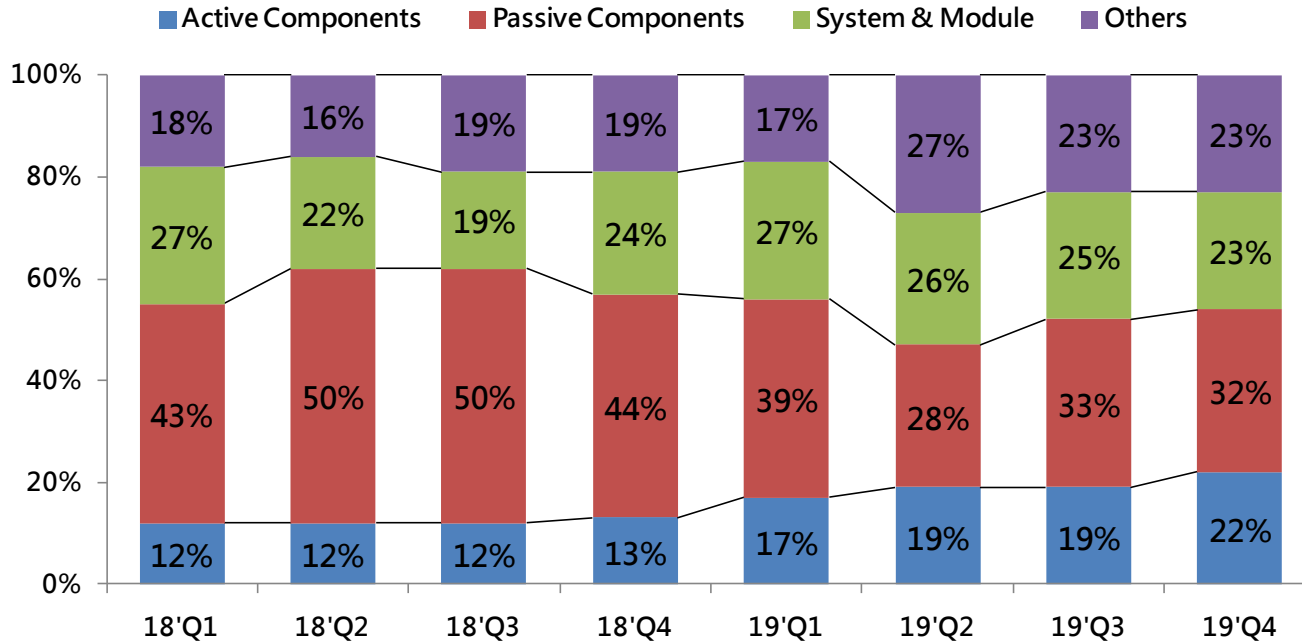
	2019 Q4	2019 Q3	2018 Q4	QoQ	YoY
Net Sales	\$ 3,763	\$ 4,053	\$ 3,633	-7%	4%
Gross Margin	17.7%	20.1%	28.5%	-12%	-38%
Operating Expenses	(774)	(415)	(641)	87%	21%
Operating Income	(108)	402	394	-127%	-128%
Operating Margin	-2.9%	9.9%	10.8%	-129%	-127%
Non-operating Items	(12)	(2)	(90)	450%	-86%
Net Income to Parent Company	(87)	343	155	-125%	-156%
EPS (NTD)	(0.55)	2.17	0.98		

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

Sales by Product



Quarterly Trend



Earnings Performance



Consolidated Balance Sheet

Selected items from Balance Sheet

(In NT\$ Millions)

	2019 Q4		2019 Q3		2018 Q4	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 4,576	32%	\$ 3,418	26%	\$ 4,442	30%
Accounts Receivable	2,703	19%	3,084	23%	3,286	23%
Inventory	2,451	18%	2,189	16%	2,596	18%
TOTAL ASSETS	14,145	100%	13,405	100%	14,567	100%
Short-term Debt	1,481	10%	1,001	7%	1,052	7%
Long-term Debt	86	1%	92	1%	56	0%
TOTAL LIABILITIES	4,513	30%	3,854	29%	4,391	28%
TOTAL EQUITY	9,632	70%	9,551	71%	10,176	72%

Earnings Performance



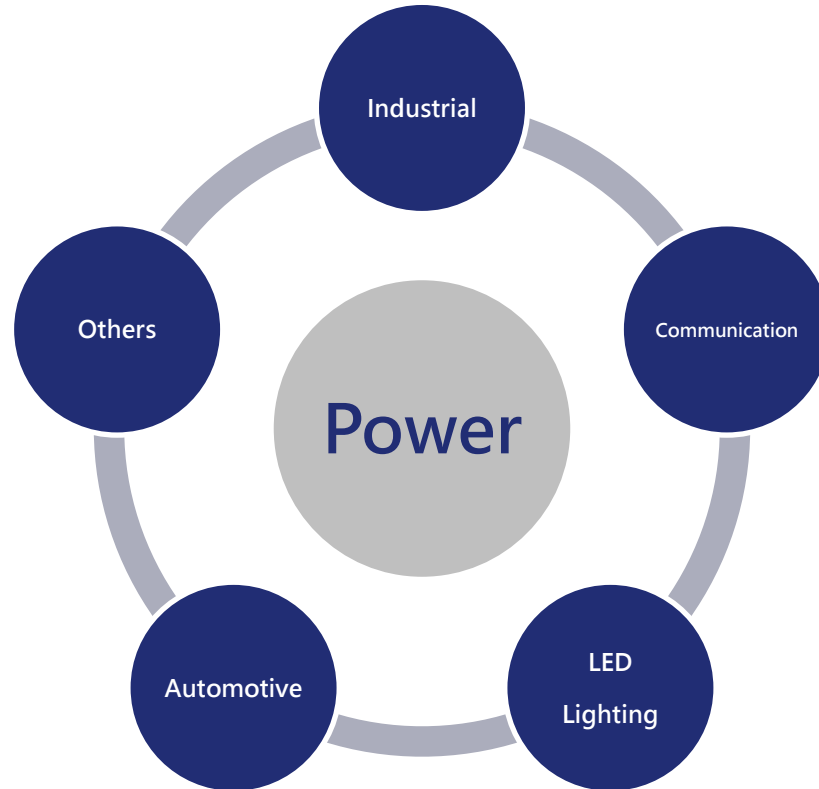
Consolidated Cash Flow Statement

(In NT\$ Millions)

	<u>2019 Jan.-Dec.</u>	<u>2018 Jan.-Dec.</u>
Income before Income Tax	\$ 948	\$ 3,522
Net cash generated from operating activities	1,534	3,085
Net cash generated from (used in) investing activities	(633)	(989)
Additions to property, plant and equipment	(778)	(864)
Net cash generated from (used in) financing activities	(767)	(675)
<u>Net increase in cash and cash equivalents</u>	<u>134</u>	<u>1,432</u>
Free Cash Flow	901	2,097
Net Cash Flow	134	1,422

Application

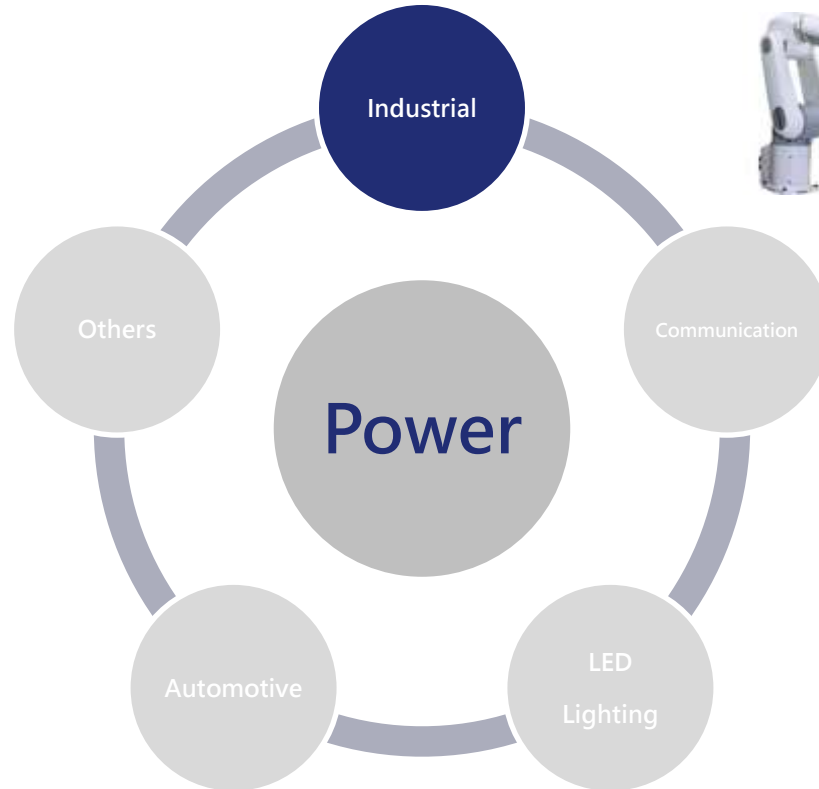
❑ Product Portfolio (Passive Component)



Application

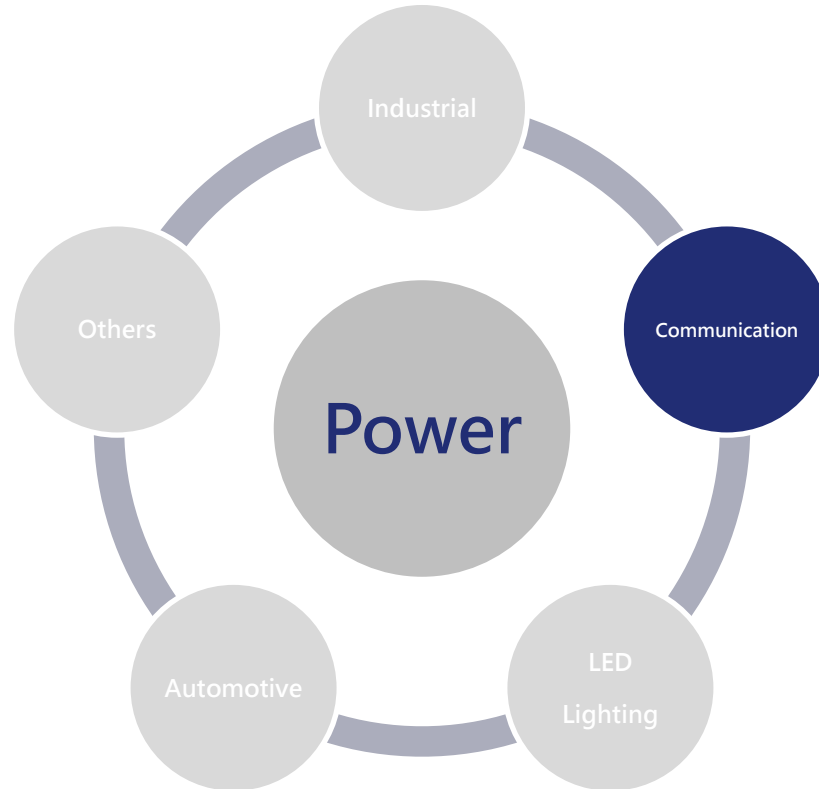


Product Portfolio (Passive Component)



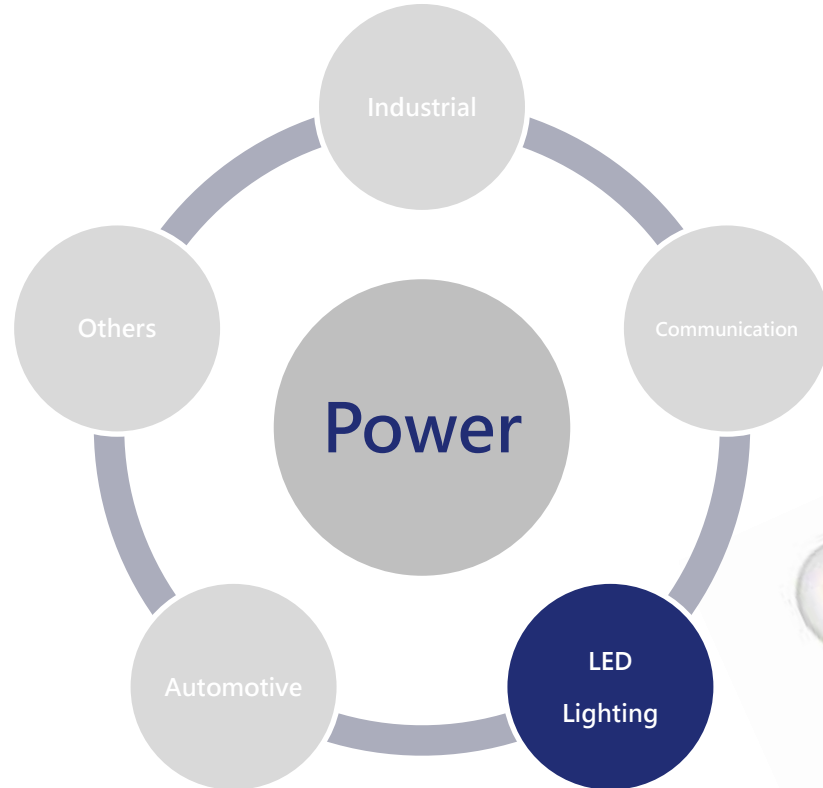
Application

Product Portfolio (Passive Component)



Application

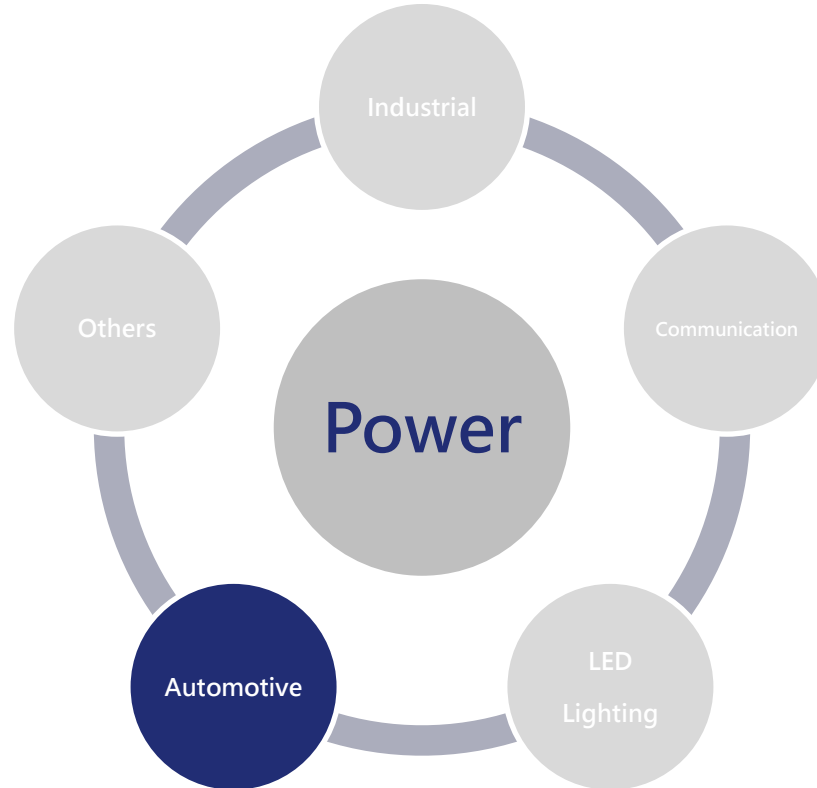
❑ Product Portfolio (Passive Component)



Application



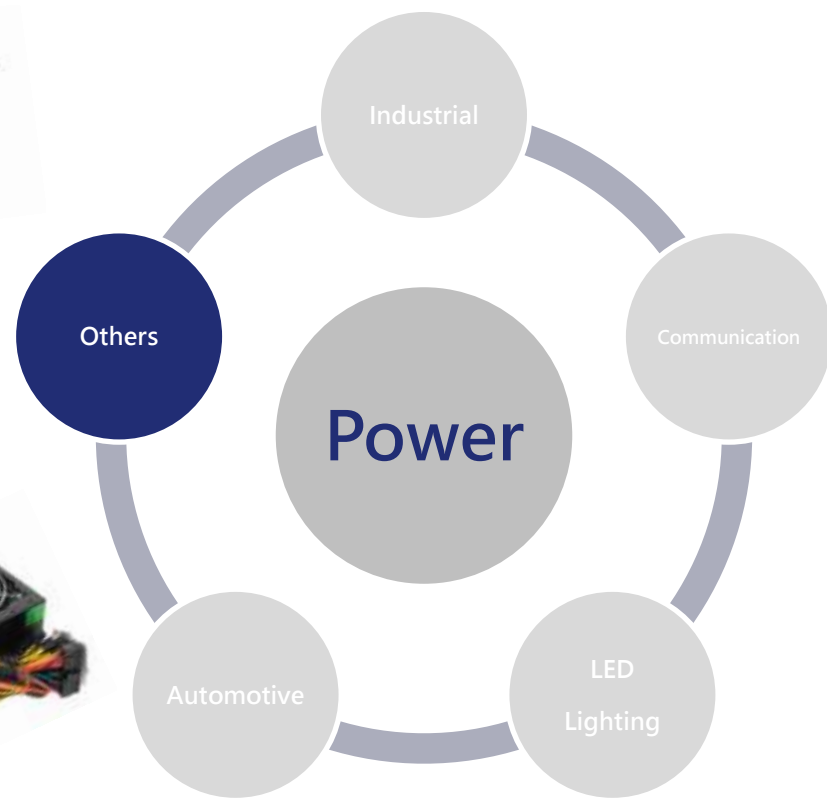
Product Portfolio (Passive Component)



Application



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.