



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

### Q2 2018



# 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



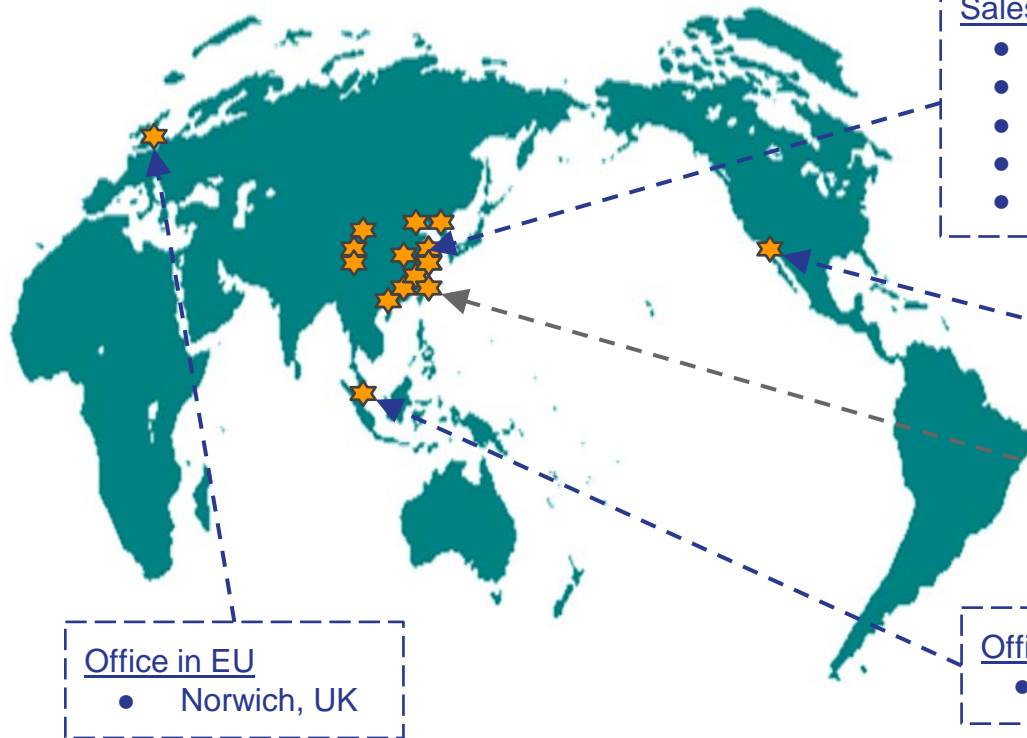
- ❑ Capital Stock: NT\$ 1,580 million
- ❑ Headquarters: Taipei, Taiwan
- ❑ Employees: 1,033 as of Dec. 31st, 2017
- ❑ Factory Site: Lungtan and Yilan, Taiwan
- ❑ Product Line: Passive Components, Active Components, System & Module, and Others (peripherals)



# Company Snapshot



## □ Holy Stone Worldwide

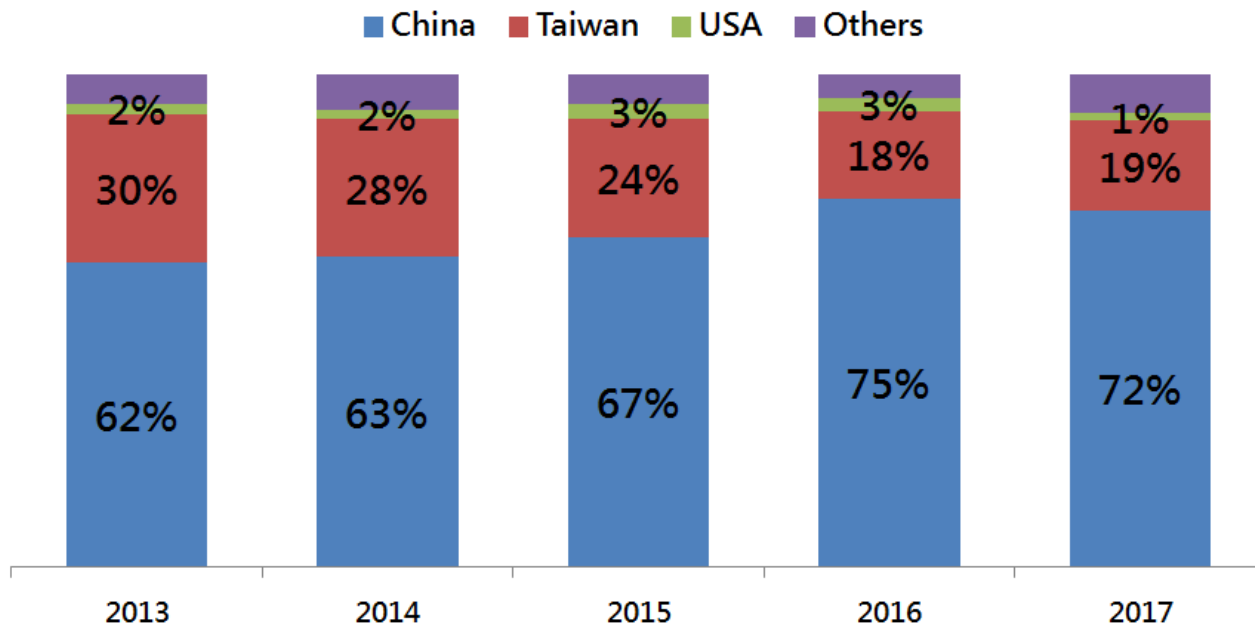


# Earnings Performance



## Financials

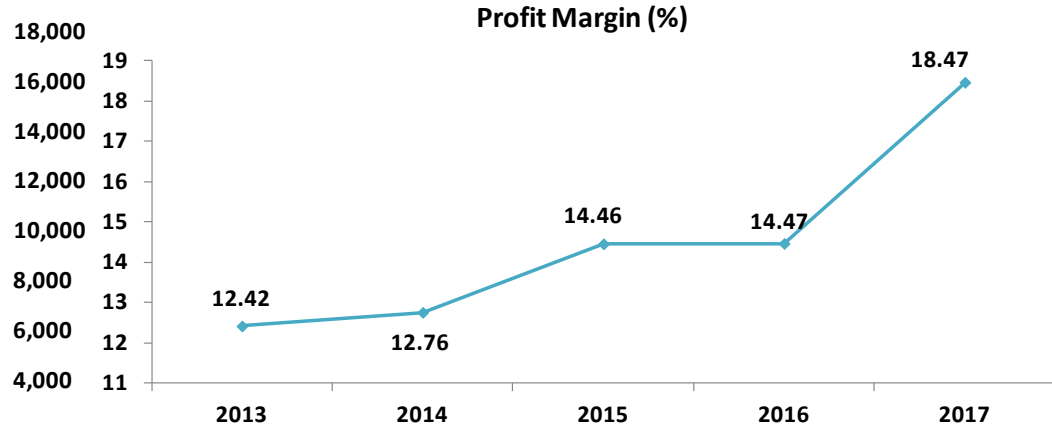
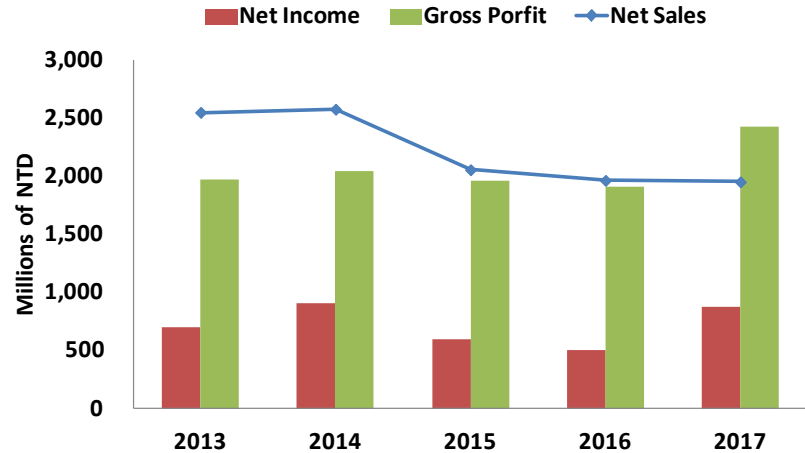
Consolidated Revenue By Territory



# Earnings Performance



## Financials



# Earnings Performance



## Consolidated P/L

(In NT\$ Millions)	2018 Q2	2018 Q1	2017 Q2	QoQ	YoY
Net Sales	\$ 4,308	\$ 3,354	\$ 3,173	28%	36%
Gross Margin	38.9%	30.5%	14.7%	28%	164%
Operating Expenses	(488)	(441)	(339)	11%	44%
Operating Income	1,188	581	128	105%	828%
Operating Margin	27.6%	17.3%	4.0%	59%	583%
Non-operating Items	(19)	8	(1)	-340%	3658%
Net Income to Parent Company	967	490	130	97%	644%
EPS (NTD)	6.12	3.1	0.58		
EPS after capital reduction(NTD)			0.82		

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)

	2018 Q2		2018 Q1		2017 Q2	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 4,108	29%	\$ 3,398	28%	\$ 4,184	32%
Accounts Receivable	3,692	26%	2,997	24%	3,137	24%
Inventory	2,468	17%	2,193	18%	2,030	15%
<b>TOTAL ASSETS</b>	<b>14,194</b>	<b>100%</b>	<b>12,270</b>	<b>100%</b>	<b>13,105</b>	<b>100%</b>
Short-term Debt	1,531	11%	1,384	11%	1,725	13%
Long-term Debt	65	0%	69	1%	70	1%
<b>TOTAL LIABILITIES</b>	<b>5,332</b>	<b>38%</b>	<b>3,594</b>	<b>29%</b>	<b>4,677</b>	<b>36%</b>
<b>TOTAL EQUITY</b>	<b>8,862</b>	<b>62%</b>	<b>8,675</b>	<b>71%</b>	<b>8,428</b>	<b>64%</b>

# Earnings Performance



## Consolidated Cash Flow Statement

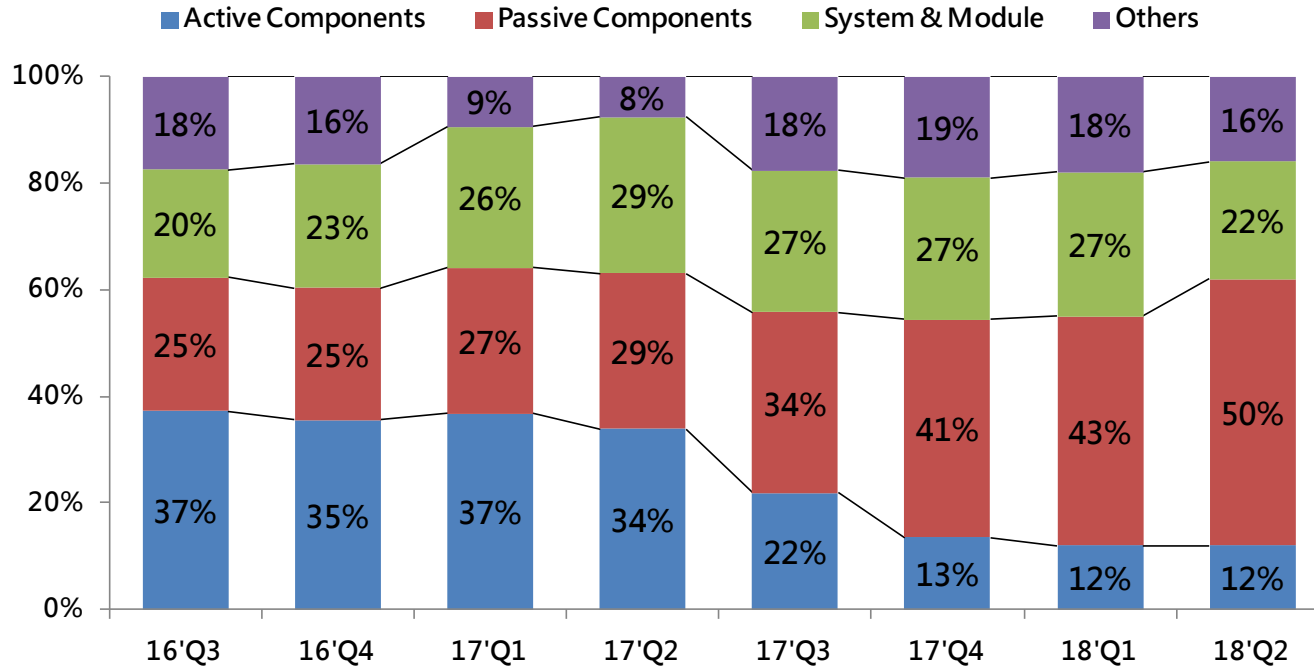
(In NT\$ Millions)

	2018 Jan.-June	2017 Jan.-June
Income before Income Tax	\$ 1,758	\$ 240
Net cash generated from operating activities	1,027	757
Net cash generated from (used in) investing activities	(453)	(55)
Additions to property, plant and equipment	(455)	(69)
Net cash generated from (used in) financing activities	509	117
Net increase in cash and cash in bank	1,099	778
Free Cash Flow	575	702
Net Cash Flow	1,084	819

# Sales by Product



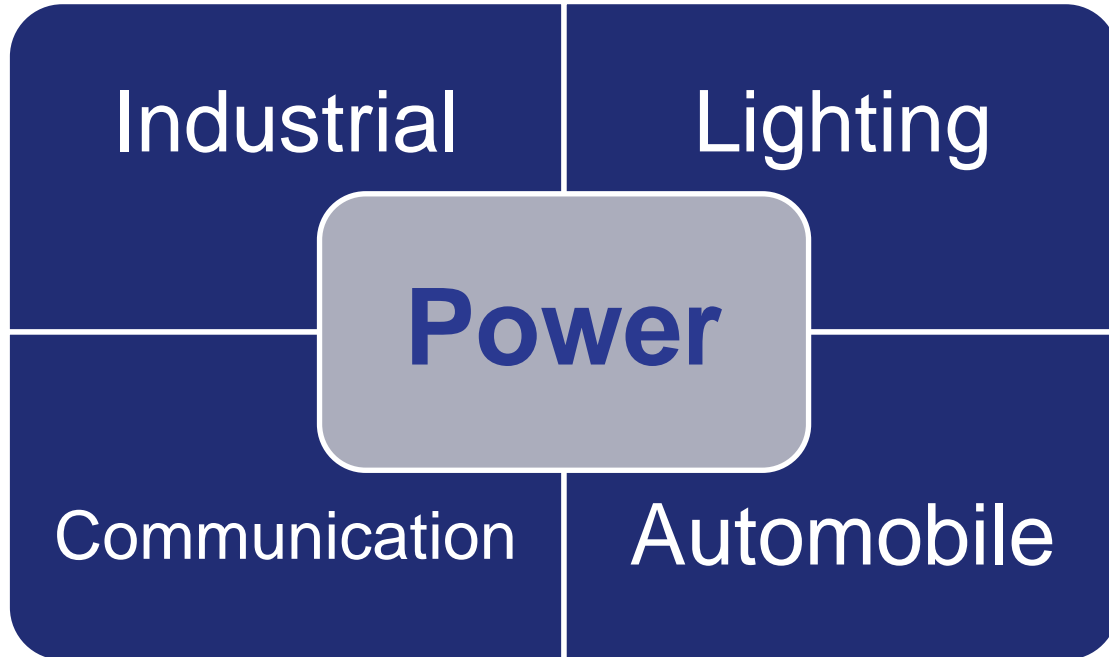
## Quarterly Trend



# 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.