



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

Q3 2017



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



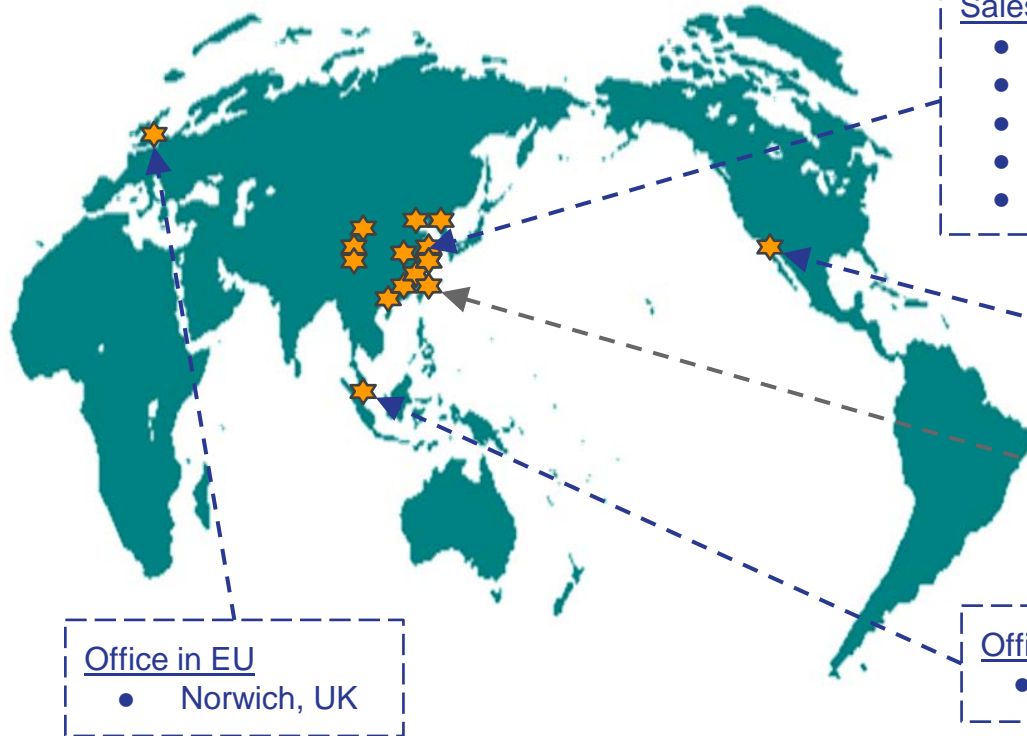
- ❑ Capital Stock: NT\$ 1,569 million
- ❑ Headquarters: Taipei, Taiwan
- ❑ Employees: 1,177 as of Dec. 31st, 2016
- ❑ Factory Site: Lungtan and Yilan, Taiwan
- ❑ Product Line: Passive Components, Active Components, System & Module, and Others (peripherals)



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



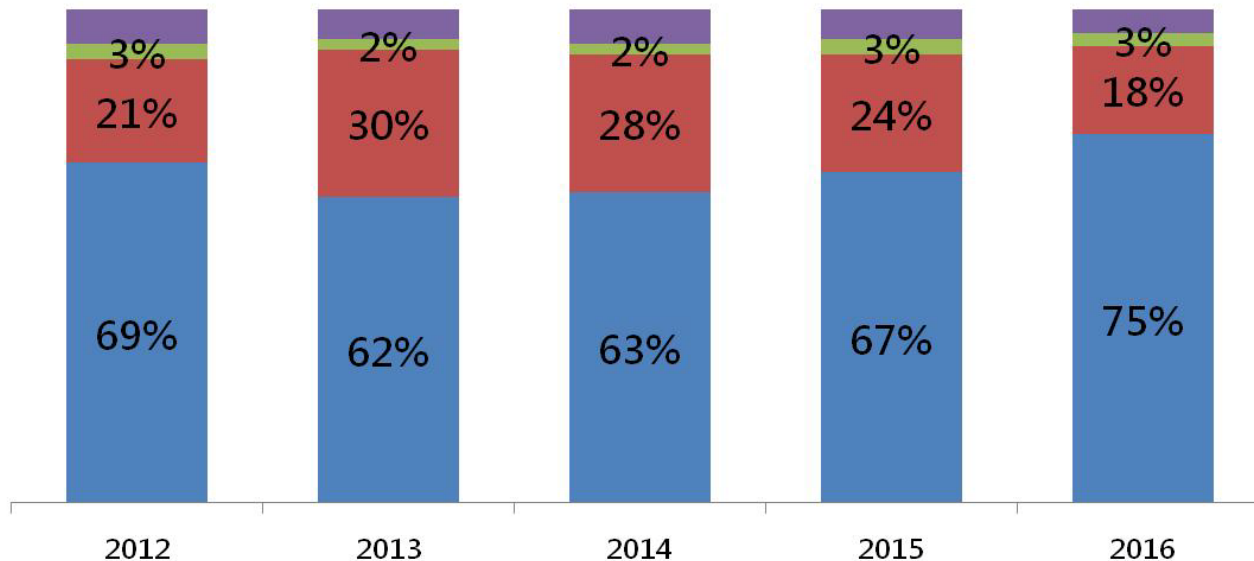
Earnings Performance



Financials

Consolidated Revenue By Territory

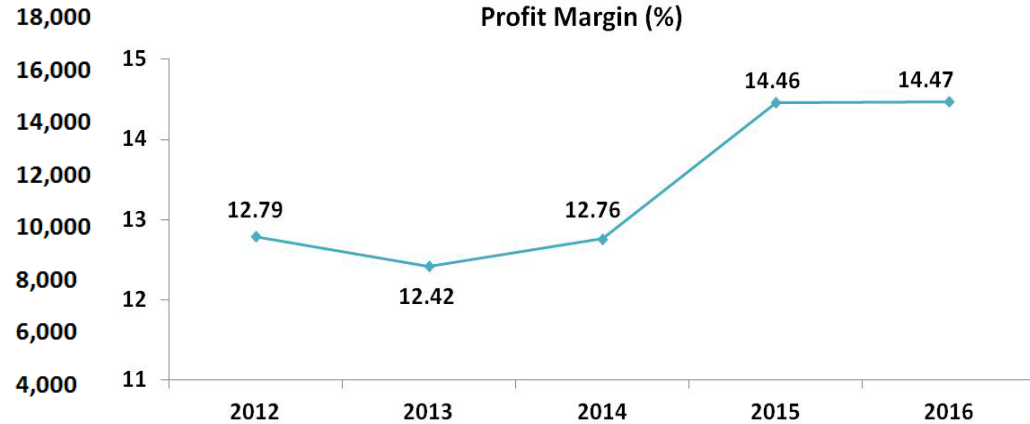
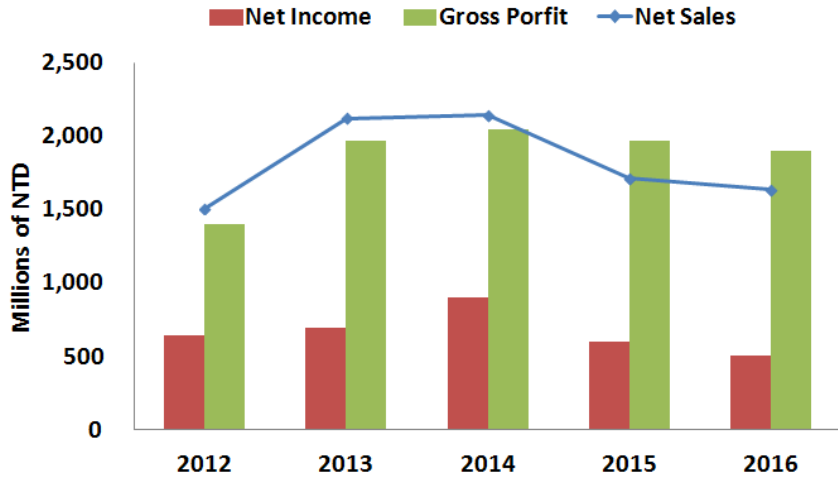
China Taiwan USA Others



Earnings Performance



Financials



Earnings Performance



Consolidated P/L

(In NT\$ Millions)

	2017 Q3	2017 Q2	2016 Q3
Net Sales	\$ 3,399	\$ 3,173	\$ 3,543
Gross Margin	19.2%	14.7%	14.3%
Operating Expenses	(399)	(339)	(390)
Operating Income	253	128	117
Operating Margin	7.4%	4.0%	3.3%
Non-operating Items	15	(1)	10
Net Income to Parent Company	243	130	130
EPS (NTD)	1.25	0.58	0.58
EPS after capital reduction(NTD)	1.55		

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)

	2017 Q3		2017 Q2		2016 Q3	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 3,524	28%	\$ 4,184	32%	\$ 3,295	26%
Accounts Receivable	3,244	26%	3,137	24%	3,399	27%
Inventory	2,041	16%	2,030	15%	1,889	15%
TOTAL ASSETS	12,461	100%	13,105	100%	12,662	100%
Short-term Debt	1,359	11%	1,725	13%	1,977	16%
Long-term Debt	69	1%	70	1%	18	0%
TOTAL LIABILITIES	4,503	36%	4,677	36%	3,910	31%
TOTAL EQUITY	7,958	64%	8,428	64%	8,751	69%

Key Indices

A/R Turnover Days	90	87	83
Inventory Turnover Days	68	66	59
Current Ratio (X)	2.10	2.16	2.42
Quick Ratio	1.62	1.71	1.92
Debt Ratio	36.14%	35.69%	30.88%

Earnings Performance



Consolidated Cash Flow Statement

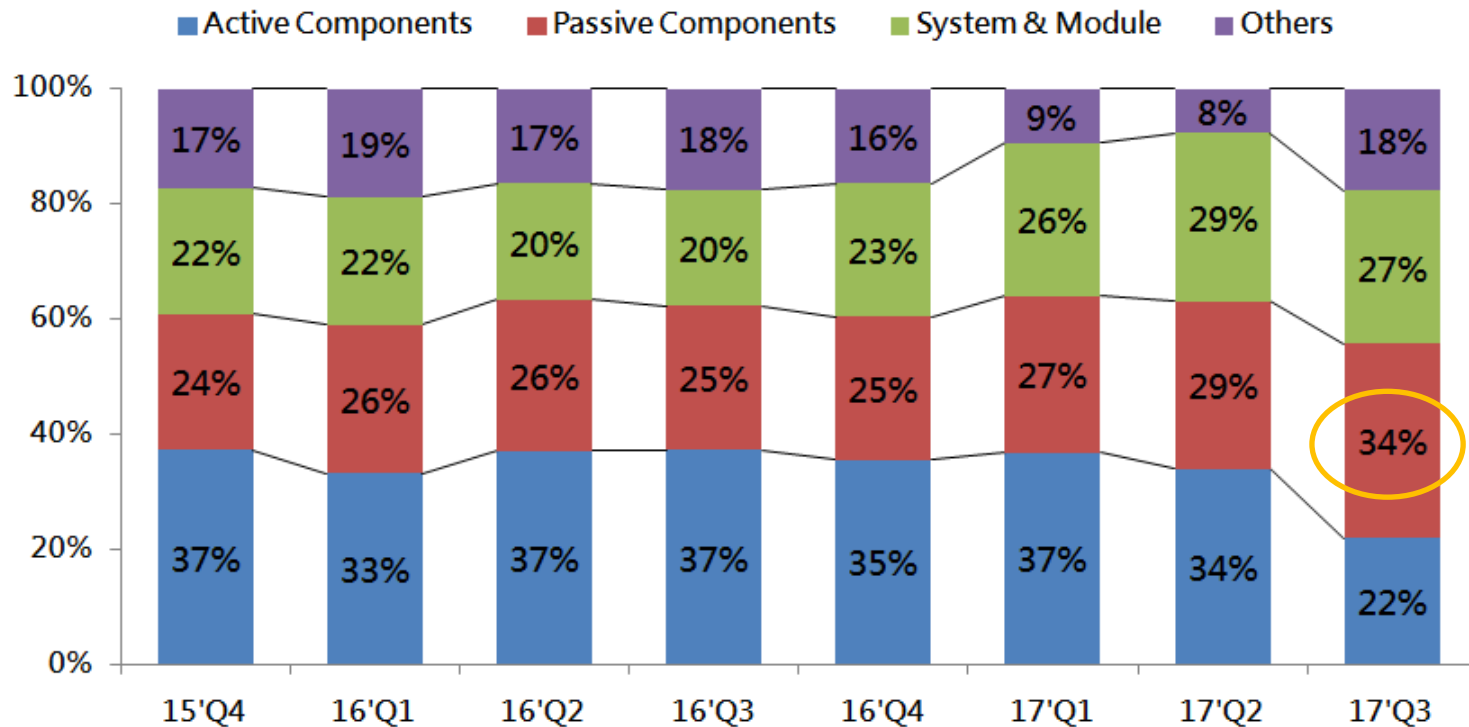
(In NT\$ Millions)

	Q3 2017	Q2 2017
Income before Income Tax	\$ 267	\$ 128
Net cash generated from operating activities	333	250
Net cash generated from (used in) investing activities	(65)	(36)
Additions to property, plant and equipment	(104)	(37)
Net cash generated from (used in) financing activities	(928)	136
Net increase in cash and cash in bank	(661)	360
Free Cash Flow	268	214
Net Cash Flow	(660)	350

Sales by Product



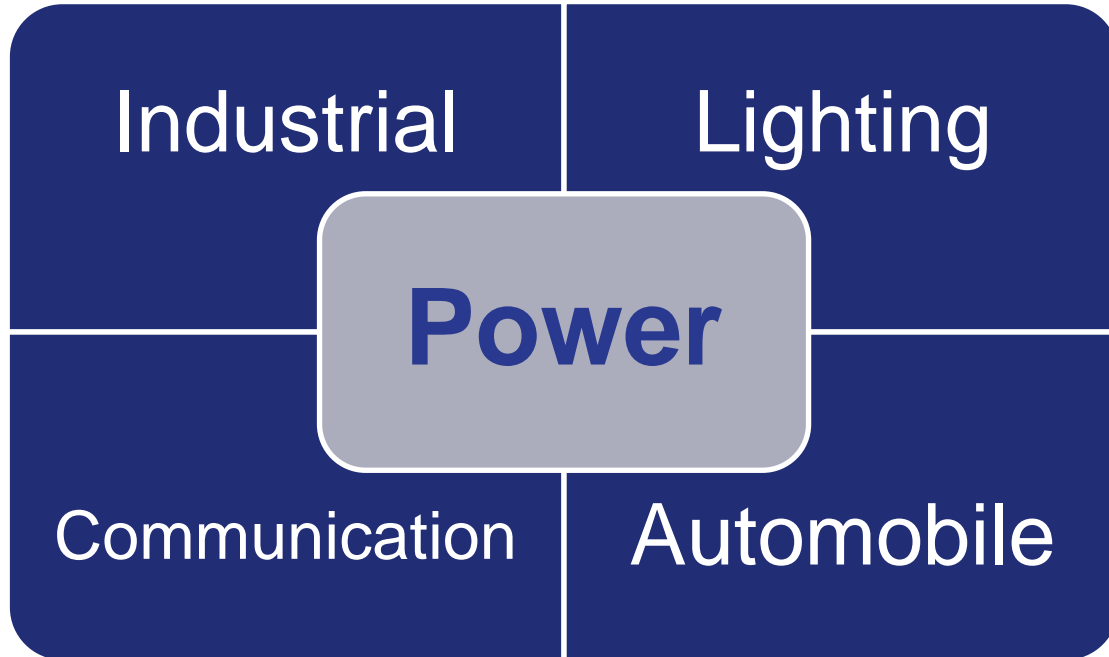
Quarterly Trend



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.