



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

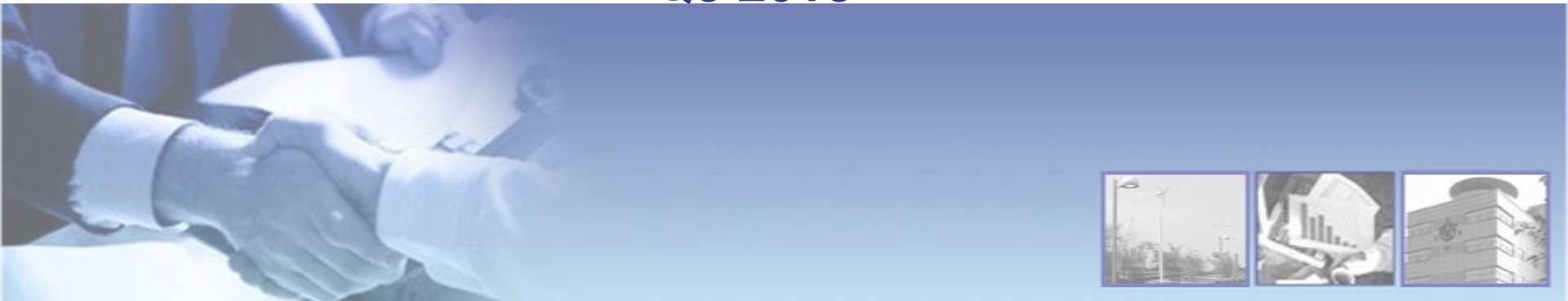
*A Partner You Can Trust*



# Holy Stone Enterprise Co., Ltd.

## Earnings Performance

### Q3 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



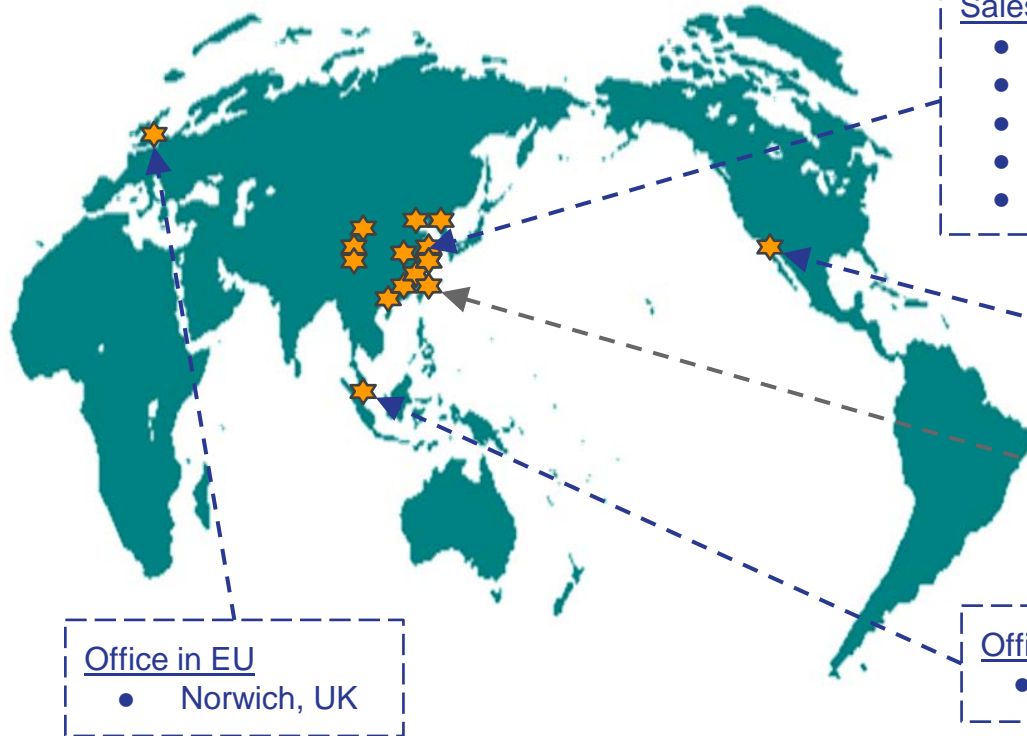
- ❑ Capital Stock: NT\$ 1,580 million
- ❑ Headquarters: Taipei, Taiwan
- ❑ Employees: 1,033 as of Dec. 31st, 2017
- ❑ Factory Site: Lungtan and Yilan, Taiwan
- ❑ Product Line: Passive Components, Active Components, System & Module, and Others (peripherals)



# Company Snapshot



## □ Holy Stone Worldwide



### 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

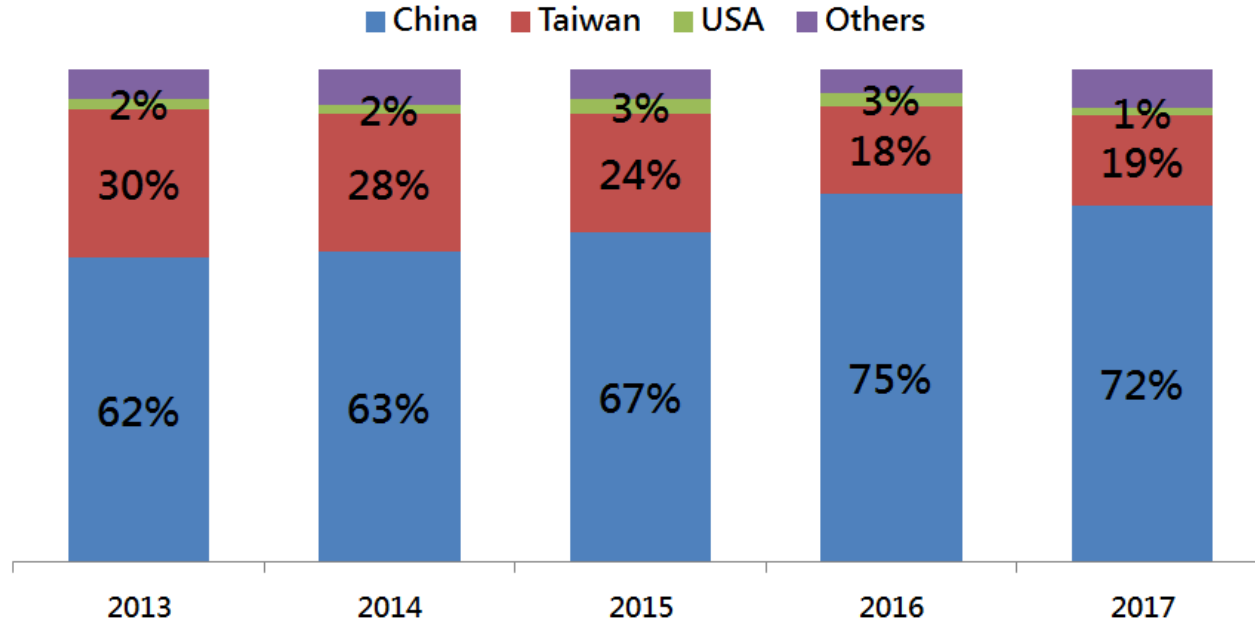


# Earnings Performance



## Financials

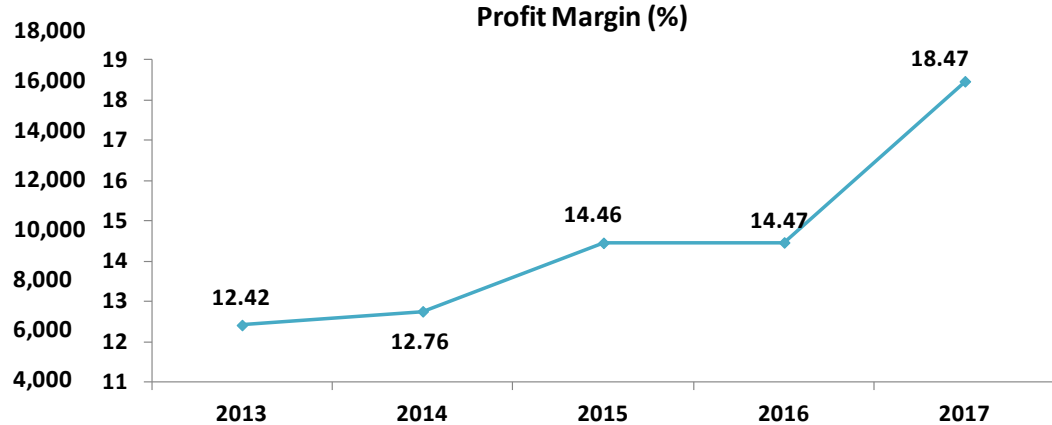
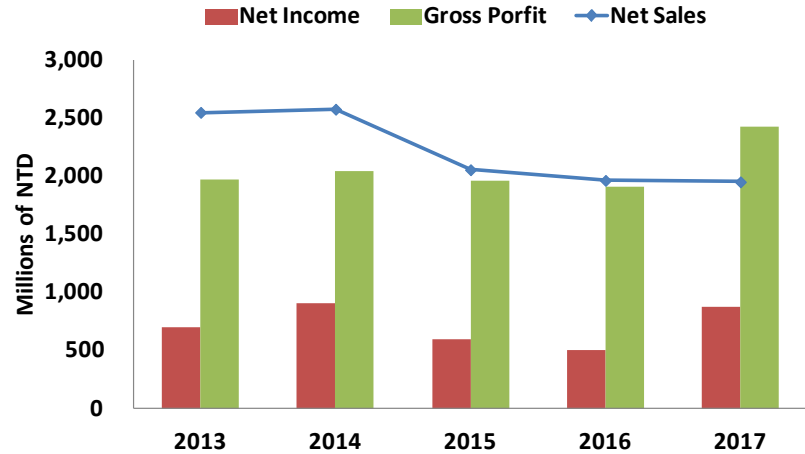
Consolidated Revenue By Territory



# Earnings Performance



## Financials



# Earnings Performance



## Consolidated P/L

(In NT\$ Millions)	2018 Q3	2018 Q2	2017 Q3	QoQ	YoY
Net Sales	\$ 5,056	\$ 4,308	\$ 3,399	17%	49%
Gross Margin	39.8%	38.9%	19.2%	2%	108%
Operating Expenses	(574)	(488)	(399)	18%	44%
Operating Income	1,440	1,188	253	21%	470%
Operating Margin	28.5%	27.6%	7.4%	3%	283%
Non-operating Items	21	(19)	15	-209%	40%
Net Income to Parent Company	1,170	967	243	21%	382%
EPS (NTD)	7.41	6.12	1.25		
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)

	2018 Q3		2018 Q2		2017 Q3	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 3,477	24%	\$ 4,108	29%	\$ 3,524	28%
Accounts Receivable	4,294	30%	3,692	26%	3,244	26%
Inventory	2,468	17%	2,468	17%	2,041	16%
<b>TOTAL ASSETS</b>	<b>14,229</b>	<b>100%</b>	<b>14,194</b>	<b>100%</b>	<b>12,461</b>	<b>100%</b>
Short-term Debt	1,218	9%	1,531	11%	1,359	11%
Long-term Debt	59	0%	65	0%	69	1%
<b>TOTAL LIABILITIES</b>	<b>4,164</b>	<b>29%</b>	<b>5,332</b>	<b>38%</b>	<b>4,503</b>	<b>36%</b>
<b>TOTAL EQUITY</b>	<b>10,065</b>	<b>71%</b>	<b>8,862</b>	<b>62%</b>	<b>7,958</b>	<b>64%</b>

# Earnings Performance



## Consolidated Cash Flow Statement

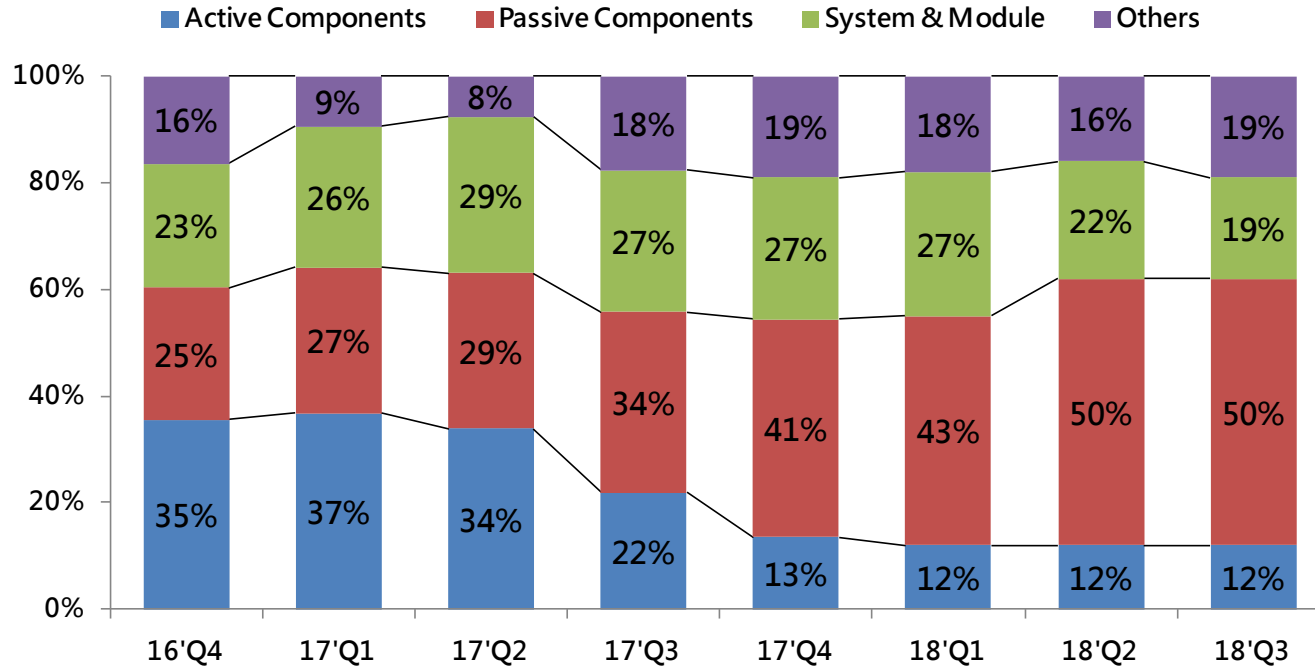
(In NT\$ Millions)

	2018 Jan.-Sep.	2017 Jan.-Sep.
Income before Income Tax	\$ 3,218	\$ 508
Net cash generated from operating activities	1,672	1,090
Net cash generated from (used in) investing activities	(620)	(120)
Additions to property, plant and equipment	(674)	(173)
Net cash generated from (used in) financing activities	590	811
Net increase in cash and cash equivalents	467	117
Free Cash Flow	1,052	970
Net Cash Flow	1,642	1,781

# Sales by Product



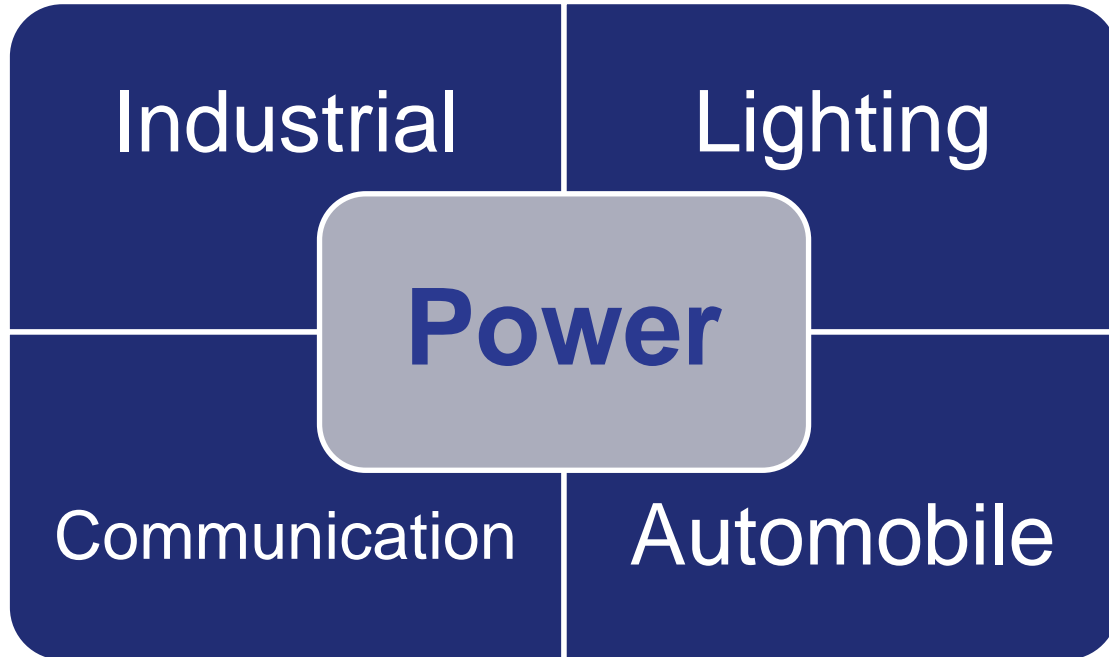
## Quarterly Trend



# 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.