



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

Q4 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

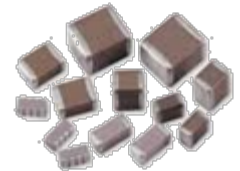


- ❑ Company Snapshot
- ❑ Earnings Performance and Revenue Trend
- ❑ Q&A

Company Snapshot



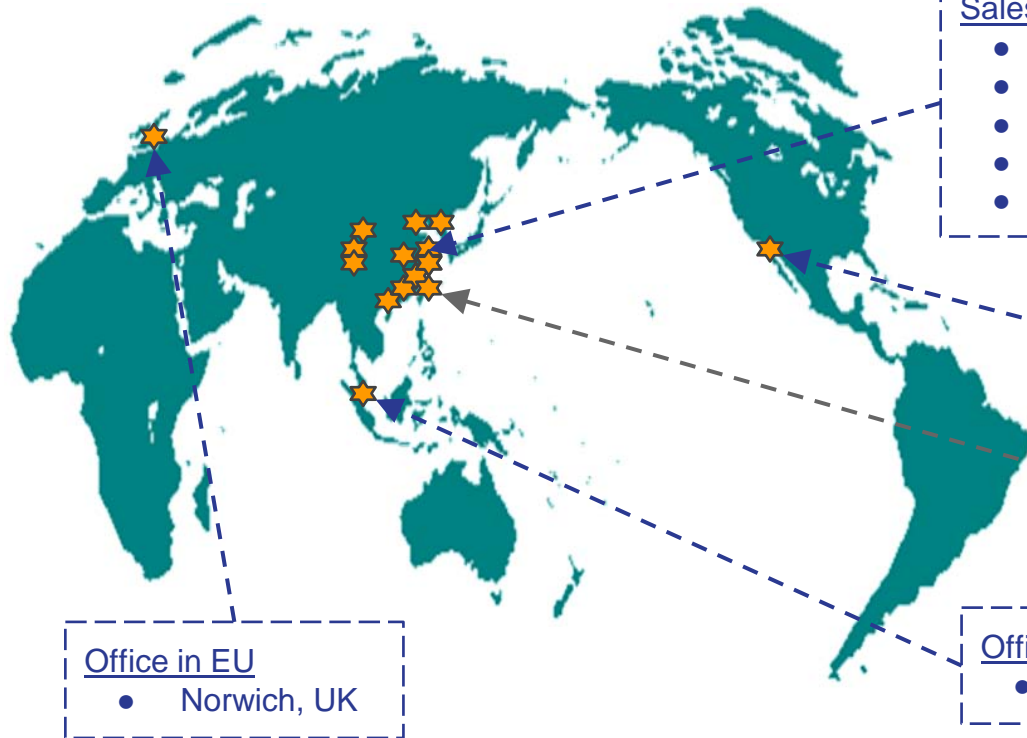
- ❑ Capital Stock: NT\$ 1,580 million
- ❑ Headquarters: Taipei, Taiwan
- ❑ Employees: 1,033 as of Dec. 31st, 2017
- ❑ Factory Site: Lungtan and Yilan, Taiwan
- ❑ Product Line: Passive Components, Active Components, System & Module, and Others (peripherals)



Company Snapshot



□ Holy Stone Worldwide

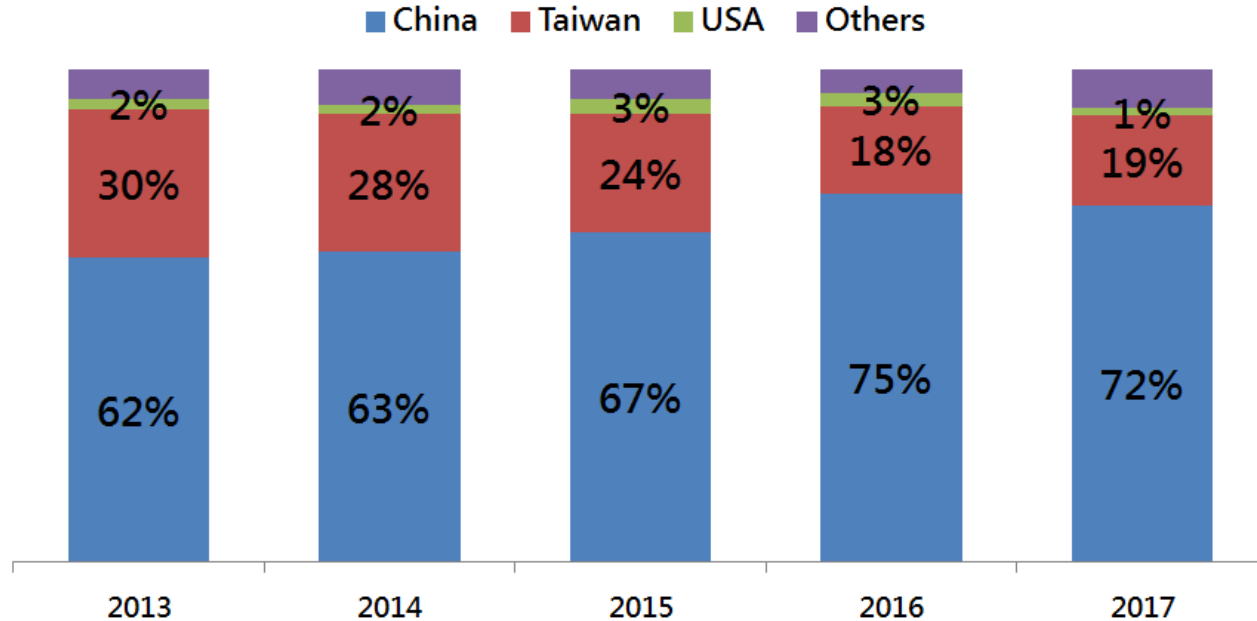


Earnings Performance



Financials

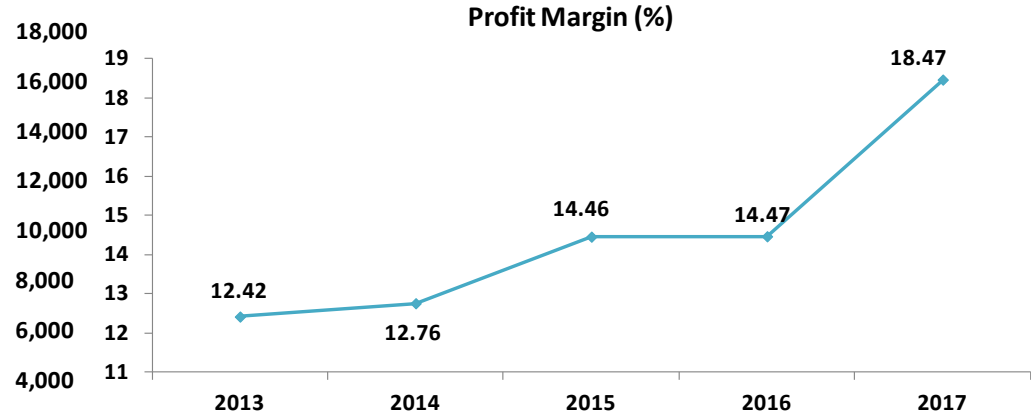
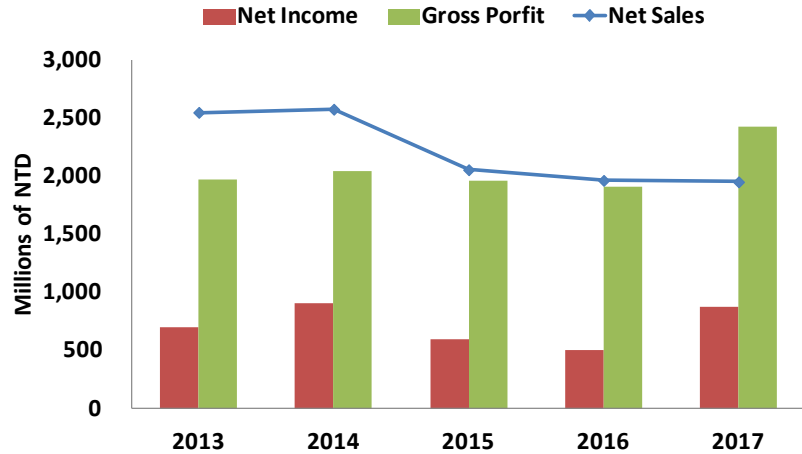
Consolidated Revenue By Territory



Earnings Performance



Financials



Earnings Performance



Consolidated P/L

(In NT\$ Millions)

	2017 Q4	2017 Q3	2016 Q4
Net Sales	\$ 3,399	\$ 3,399	\$ 3,448
Gross Margin	25.6%	19.2%	14.0%
Operating Expenses	(470)	(399)	(378)
Operating Income	399	253	105
Operating Margin	11.7%	7.4%	3.1%
Non-operating Items	22	15	(26)
Net Income to Parent Company	381	243	104
EPS (NTD)	2.07	1.25	0.46
EPS after capital reduction(NTD)	2.41	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 Q4		2017 Q3		2016 Q4	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 3,010	25%	\$ 3,524	28%	\$ 3,406	28%
Accounts Receivable	3,105	26%	3,244	26%	3,398	28%
Inventory	2,193	18%	2,041	16%	1,806	15%
TOTAL ASSETS	11,927	100%	12,461	100%	12,324	100%
Short-term Debt	1,093	9%	1,359	11%	1,663	13%
Long-term Debt	68	1%	69	1%	17	0%
TOTAL LIABILITIES	3,604	30%	4,503	36%	3,492	28%
TOTAL EQUITY	8,323	70%	7,958	64%	8,833	72%

Earnings Performance



Consolidated Cash Flow Statement

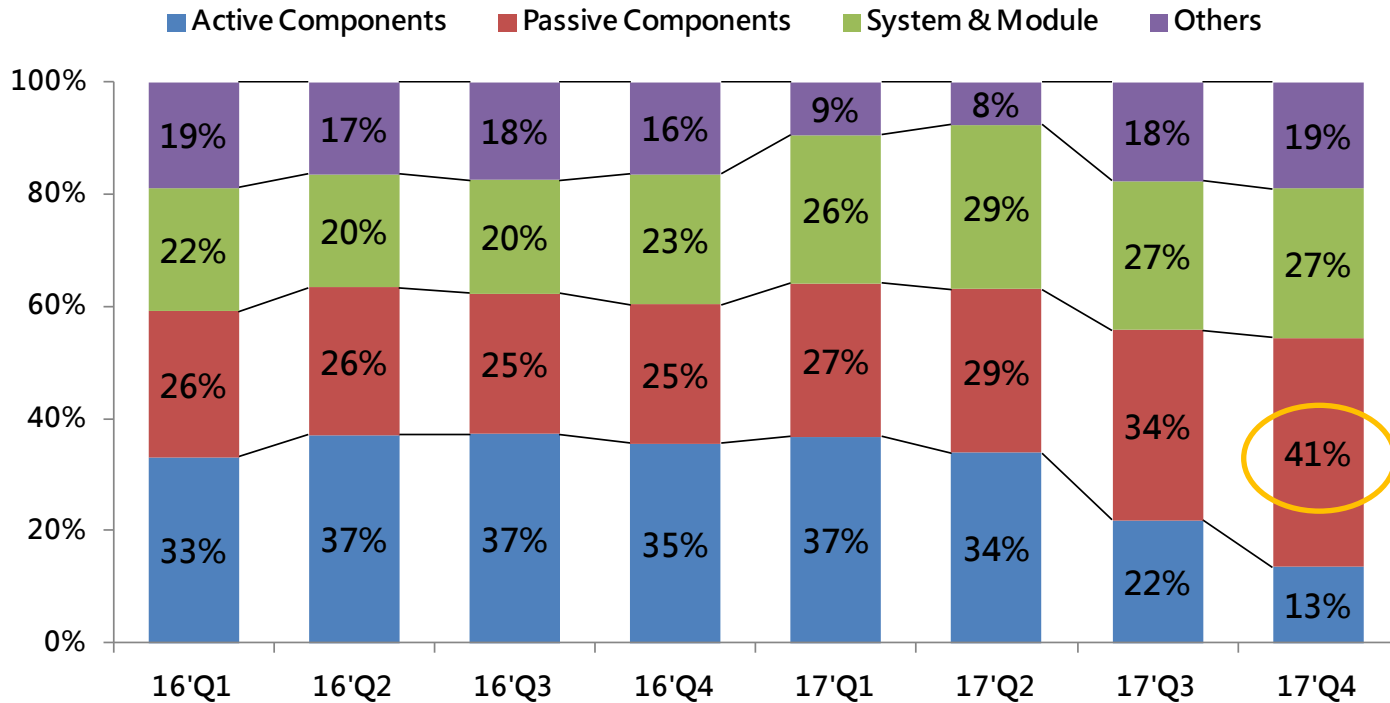
(In NT\$ Millions)

	2017	2016
Income before Income Tax	\$ 929	\$ 455
Net cash generated from operating activities	1,583	603
Net cash generated from (used in) investing activities	(223)	42
Additions to property, plant and equipment	(338)	(67)
Net cash generated from (used in) financing activities	(1,704)	(121)
Net increase in cash and cash in bank	(396)	501
Free Cash Flow	1,360	645
Net Cash Flow	(344)	524

Sales by Product



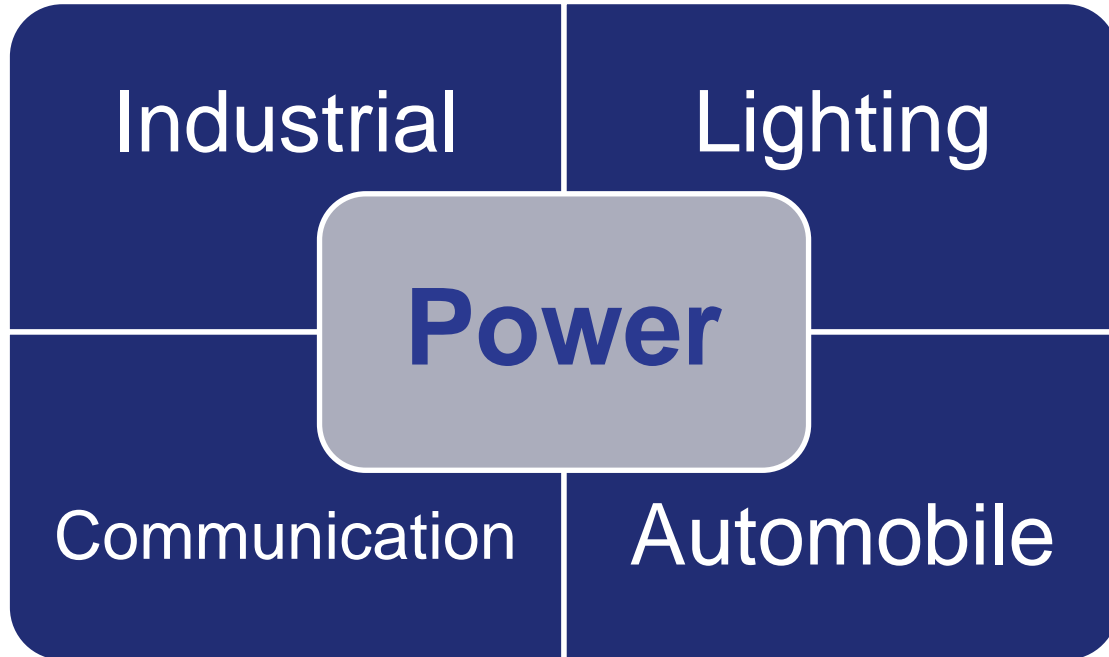
Quarterly Trend



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.