



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 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: 1,156 as of Dec. 31st, 2018
- ❑ Factory Site: Lungtan and Yilan, Taiwan
- ❑ Product Line: Passive Components, Active Components, System & Module, and Others (peripherals)



Company Snapshot



□ Holy Stone Worldwide



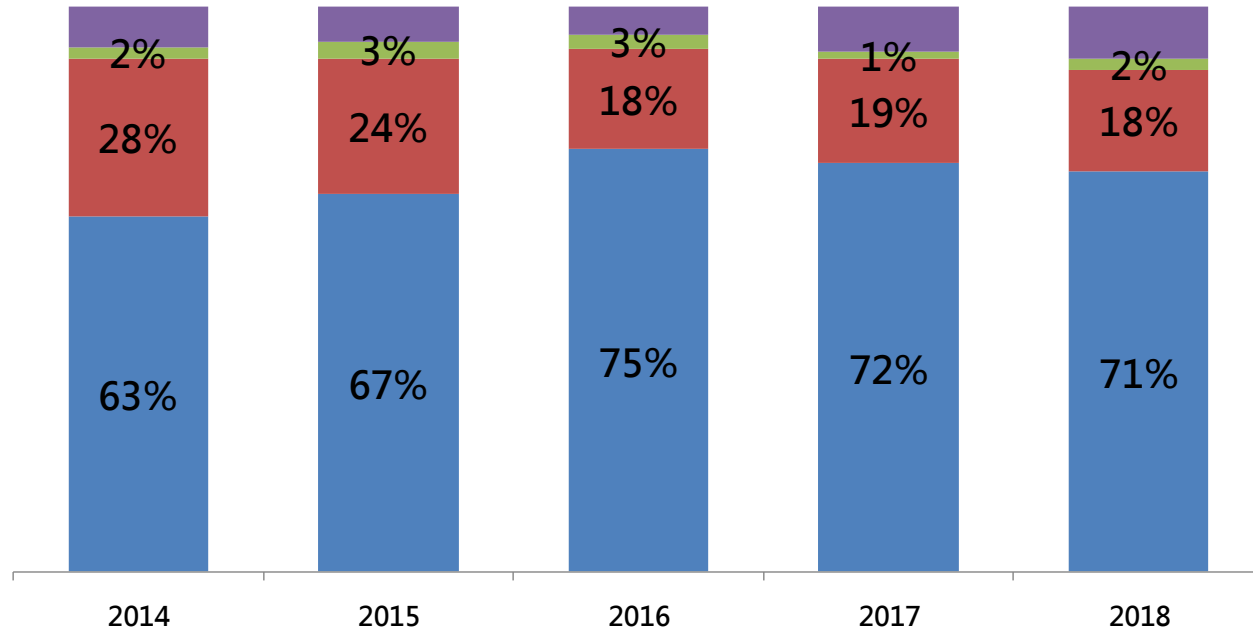
Earnings Performance



Financials

Consolidated Revenue By Territory

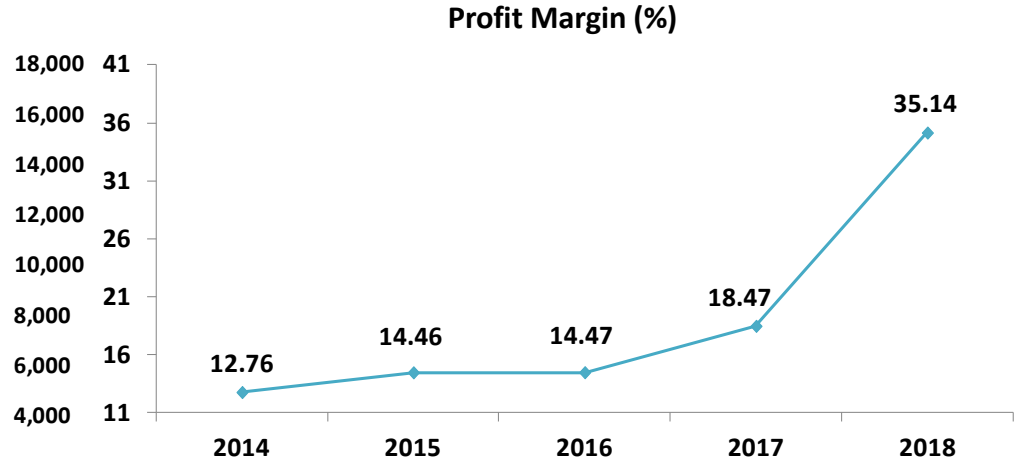
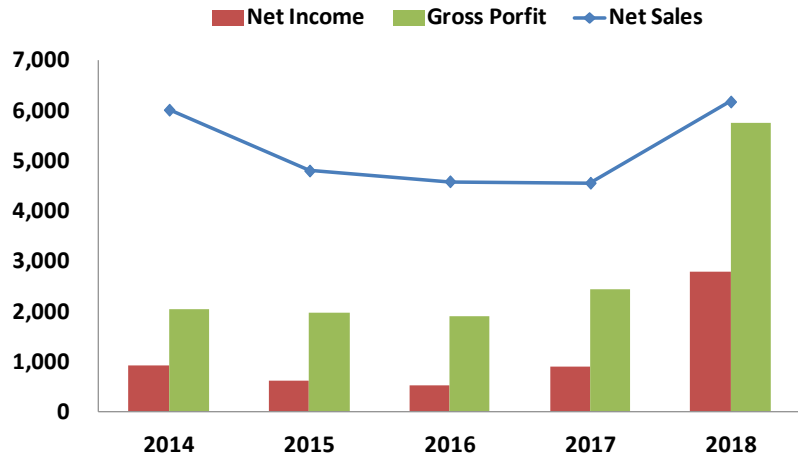
■ China ■ Taiwan ■ USA ■ Others



Earnings Performance



Financials



Earnings Performance



Consolidated P/L

(In NT\$ Millions)	2018 Q4	2018 Q3	2017 Q4	QoQ	YoY
Net Sales	\$ 3,633	\$ 5,056	\$ 3,399	-28%	7%
Gross Margin	28.5%	39.8%	25.6%	-28%	11%
Operating Expenses	(641)	(574)	(470)	12%	36%
Operating Income	394	1,440	399	-73%	-1%
Operating Margin	10.8%	28.5%	11.7%	-62%	-8%
Non-operating Items	(90)	21	22	-537%	-507%
Net Income to Parent Company	155	1,170	381	-87%	-59%
EPS (NTD)	0.98	7.41	2.07		
EPS after capital reduction(NTD)			2.41		

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)

	2018.12.31		2018.09.30		2017.12.31	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 4,442	30%	\$ 3,477	24%	\$ 3,010	25%
Accounts Receivable	3,286	23%	4,294	30%	3,105	26%
Inventory	2,596	18%	2,468	17%	2,193	18%
TOTAL ASSETS	14,567	100%	14,229	100%	11,927	100%
Short-term Debt	1,052	7%	1,218	9%	1,093	9%
Long-term Debt	56	0%	59	0%	68	1%
TOTAL LIABILITIES	4,391	28%	4,164	29%	3,604	30%
TOTAL EQUITY	10,176	72%	10,065	71%	8,323	70%

Earnings Performance



Consolidated Cash Flow Statement

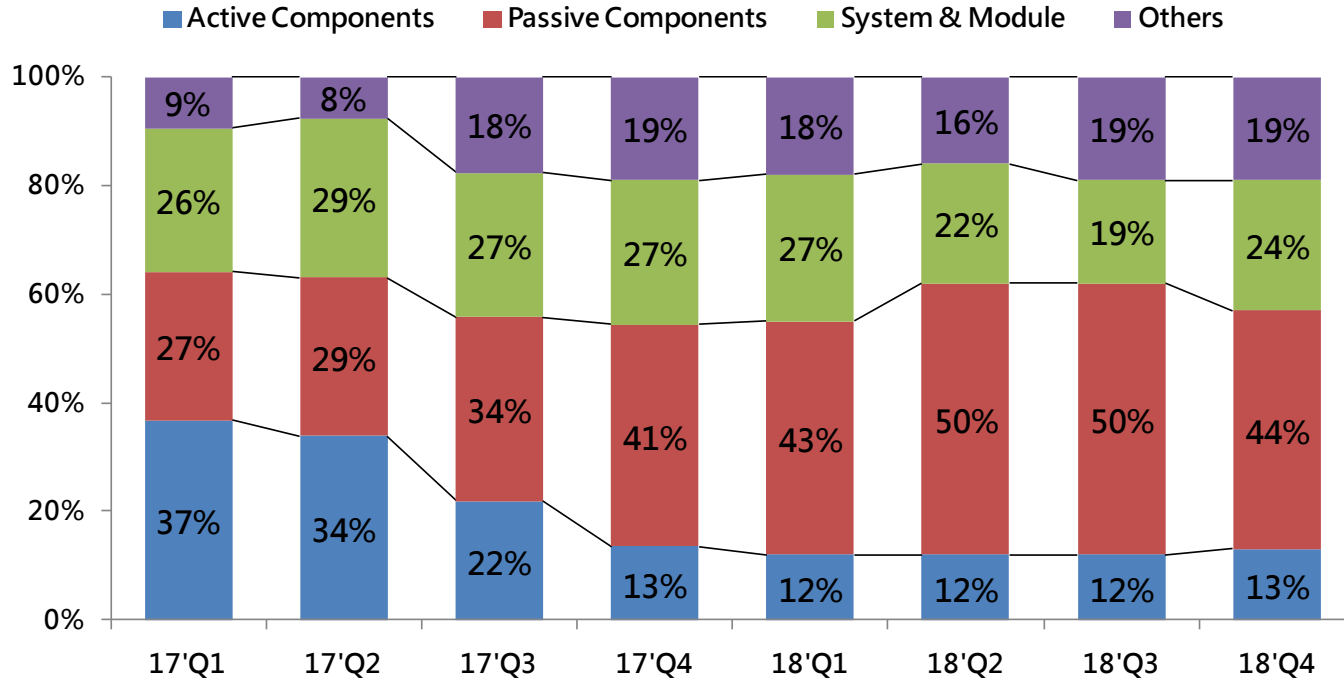
(In NT\$ Millions)

	2018 Jan.-Dec.	2017 Jan.-Dec.
Income before Income Tax	\$ 3,522	\$ 929
Net cash generated from operating activities	3,085	1,583
Net cash generated from (used in) investing activities	(989)	(223)
Additions to property, plant and equipment	(864)	(338)
Net cash generated from (used in) financing activities	(675)	(1,704)
Net increase in cash and cash equivalents	1,432	(396)
Free Cash Flow	2,097	1,360
Net Cash Flow	1,422	(344)

Sales by Product



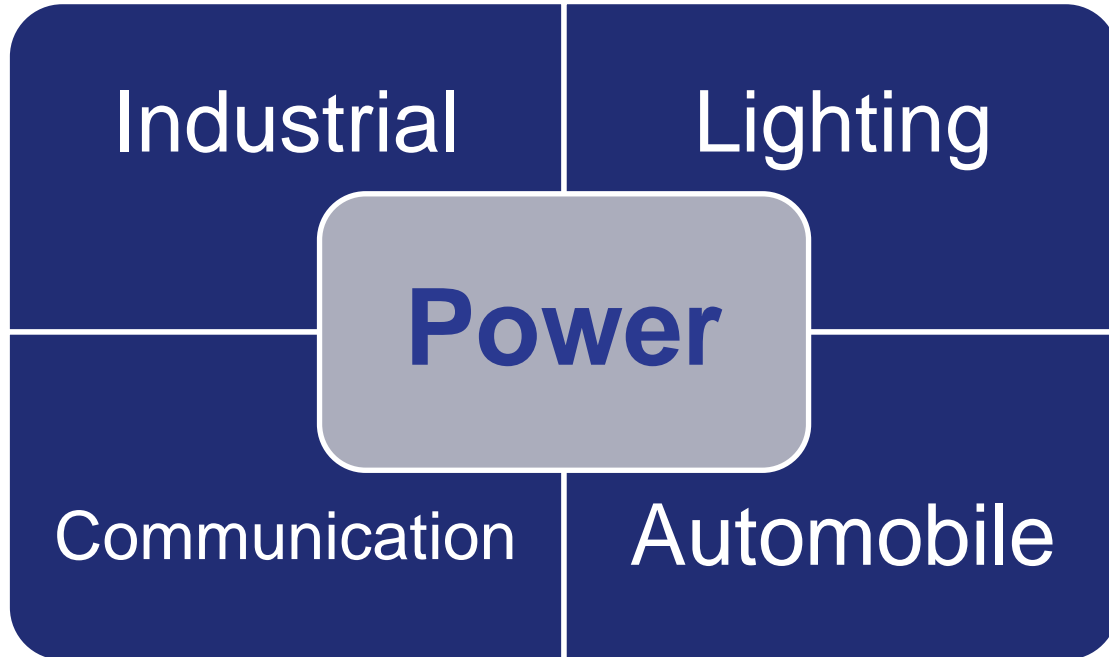
Quarterly Trend



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.