



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.

Financial Results

Q1 2016



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



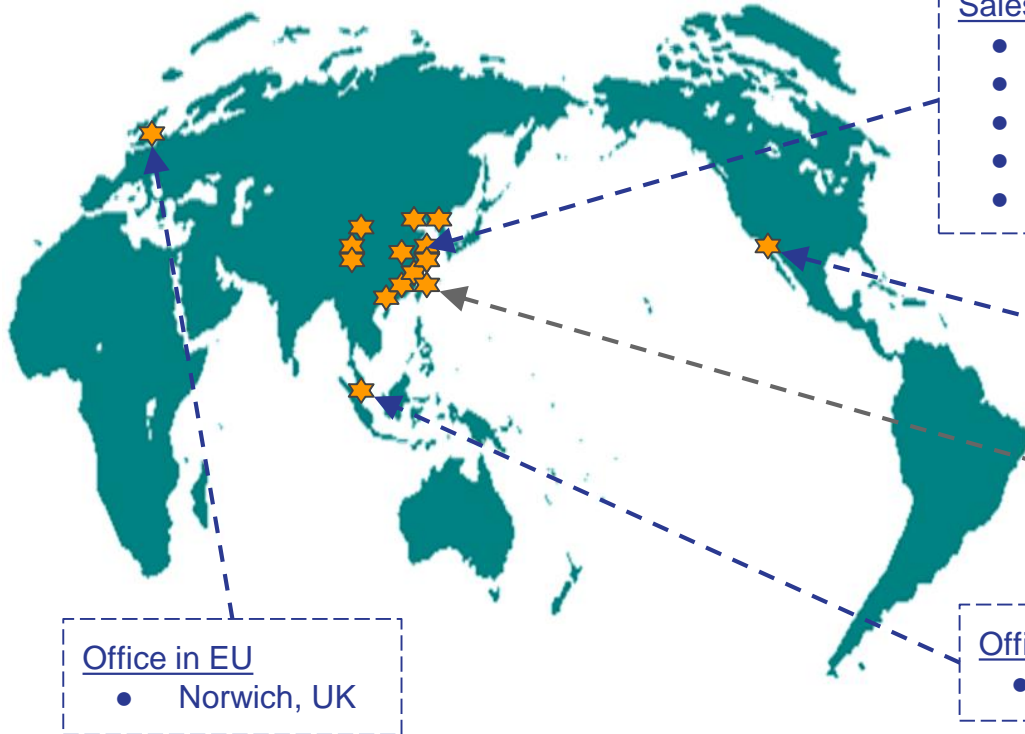
- ❑ Capital Stock: NT\$ 2,242 million
- ❑ Headquarters: Taipei, Taiwan
- ❑ Employees: 1,150 as of December 31st, 2015
- ❑ Factory Site: Lungtan and Yilan, Taiwan
- ❑ Product Line: Passive Components, Active Components, System & Module, and Others (peripherals)



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



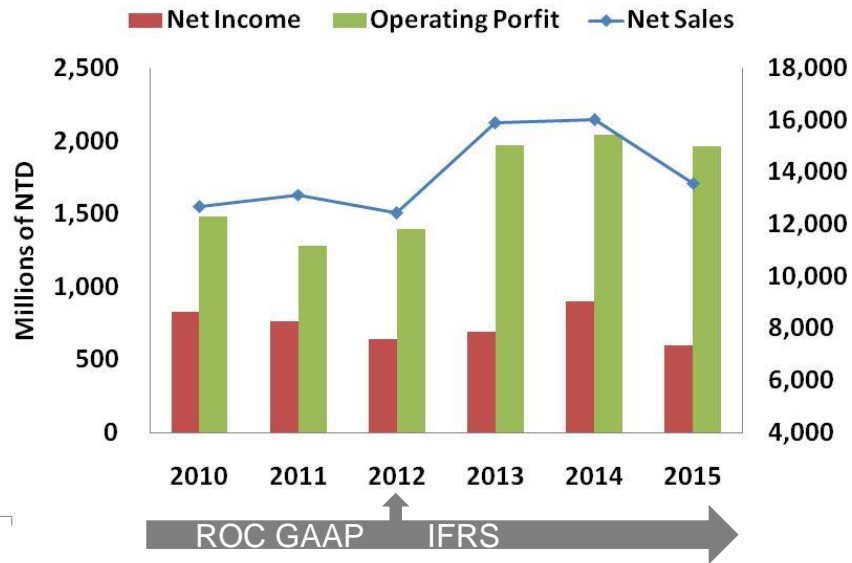
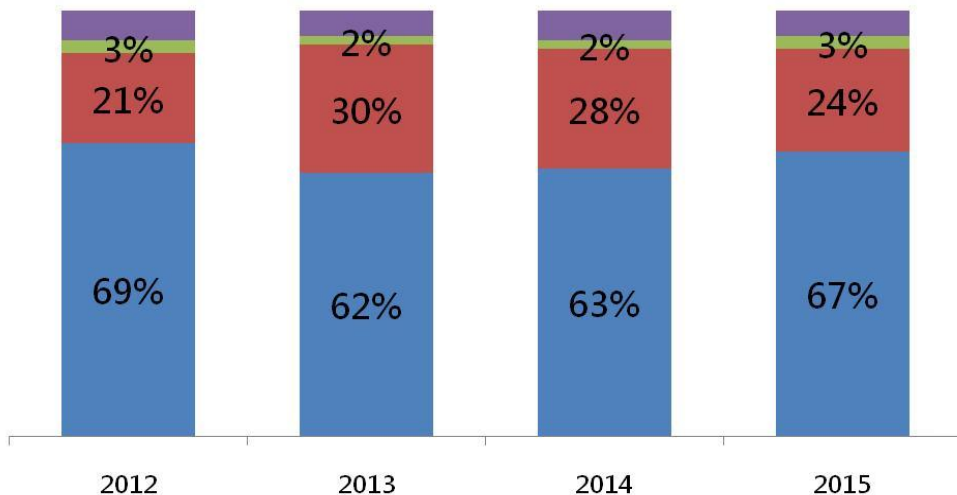
Earnings Performance



□ Financials (as of 2015)

Consolidated Revenue By Territory

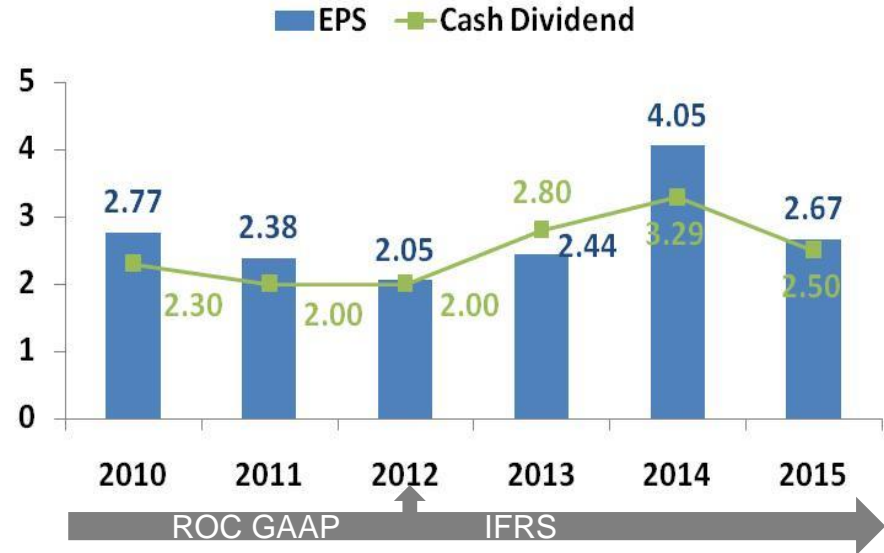
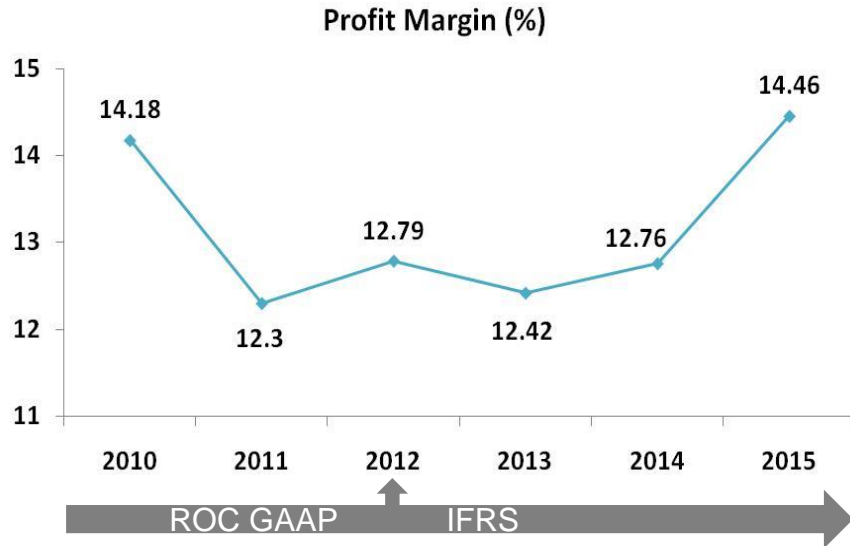
■ China ■ Taiwan ■ USA ■ Others



Earnings Performance



□ Financials (as of 2015)



Earnings Performance



Consolidated P/L

(In NT\$ Millions)	2016 Q1	2015 Q4	2015 Q1	QoQ	YoY
Net Sales	\$ 2,959	\$ 3,298	\$ 3,237	-10%	-9%
Gross Margin	15.6%	13.6%	14.9%	15%	5%
Operating Expenses	(329)	(347)	(305)	-5%	8%
Operating Income	133	101	178	31%	-26%
Operating Margin	4.5%	3.1%	5.5%		
Non-operating Items	2	(71)	20	-103%	-90%
Consolidated Income before Income Tax	135	30	199	345%	-32%
Net Income Attributable to Parent Company	154	36	193	328%	-20%
EPS (NT\$)-after tax	0.69	0.16	0.86		

Note 1: EPS calculation is based on the weighted average outstanding shares at the quarter end.

Note 2: Operating Exp. for Q1'16 comes mostly from subsidiaries.

Note 3: Goodwill impairment recognized of NT\$122,459 thousand for Q4'15.

Earnings Performance



□ Consolidated Balance Sheet

Selected items from Balance Sheet
(In NT\$ Millions)

	2016 Q1		2015 Q4		2015 Q1	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 3,200	26%	\$ 2,906	24%	\$ 2,550	19%
Accounts Receivable	2,650	22%	3,047	25%	3,082	23%
Inventory	1,865	15%	1,706	14%	2,123	16%
TOTAL ASSETS	12,270	100%	12,175	100%	13,180	100%
Short-term Loans	1,377	11%	1,300	11%	1,743	13%
Long-term Debts	19	0%	19	0%	21	0%
TOTAL LIABILITIES	3,158	26%	3,173	26%	3,659	28%
TOTAL EQUITY	9,111	74%	9,002	74%	9,521	72%

Key Indices

A/R Turnover Days	88	91	92
Inventory Turnover Days	65	55	69
Current Ratio (X)	2.80	2.74	2.52
Quick Ratio	2.18	2.19	1.92
Debt Ratio	25.74%	26.06%	27.76%

Earnings Performance



□ Consolidated Cash Flow Statement

(In NT\$ Millions)

Income before Income Tax

Net cash generated from operating activities

Net cash generated from (used in) investing activities

Additions to property, plant and equipment

Net cash generated from (used in) financing activities

Net increase in cash and cash in bank

Cash and cash in bank at beginning of quarter

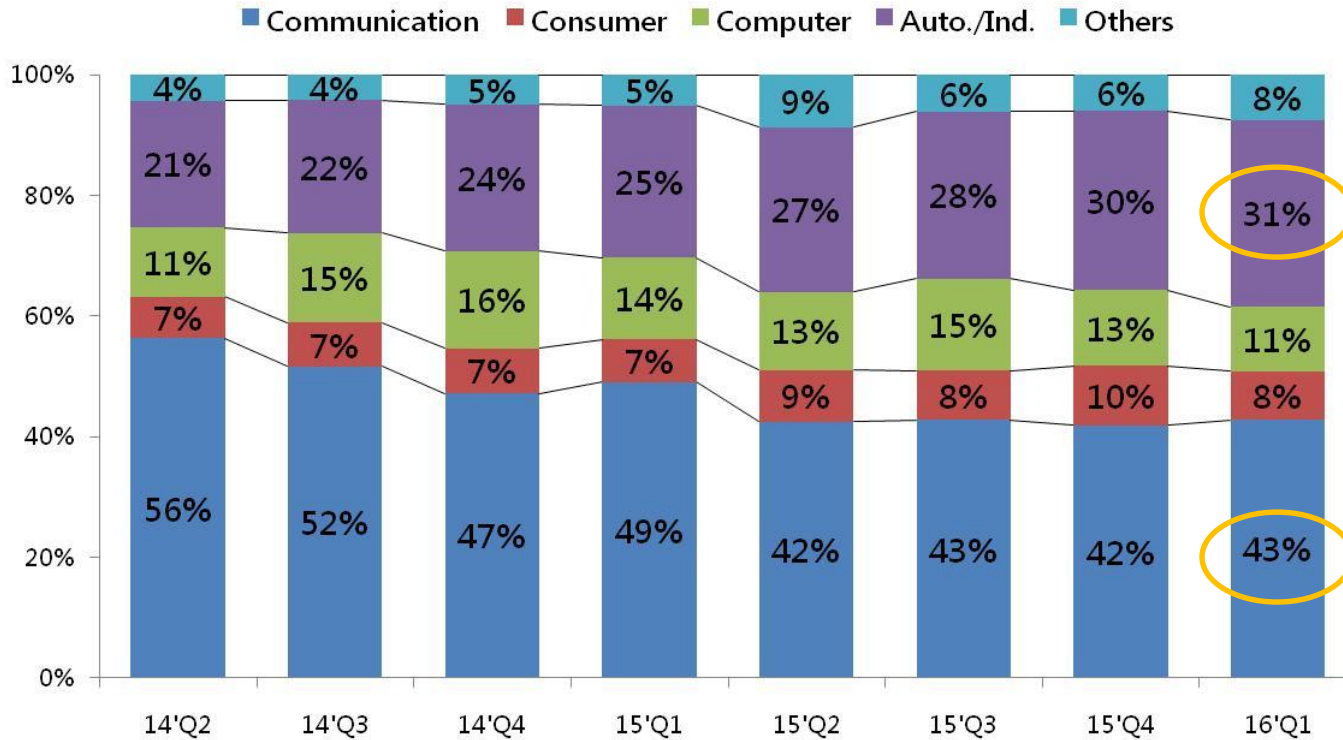
Cash and cash in bank at end of quarter

	Q1 2016	Q1 2015
	\$ 135	\$ 199
	254	214
	(26)	(67)
	(27)	(57)
	79	(161)
	294	(18)
	2,906	2,568
	3,200	2,550

Revenue by Application



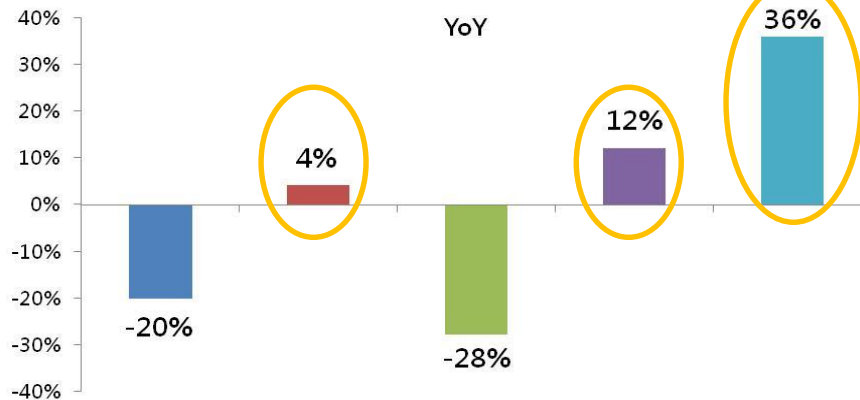
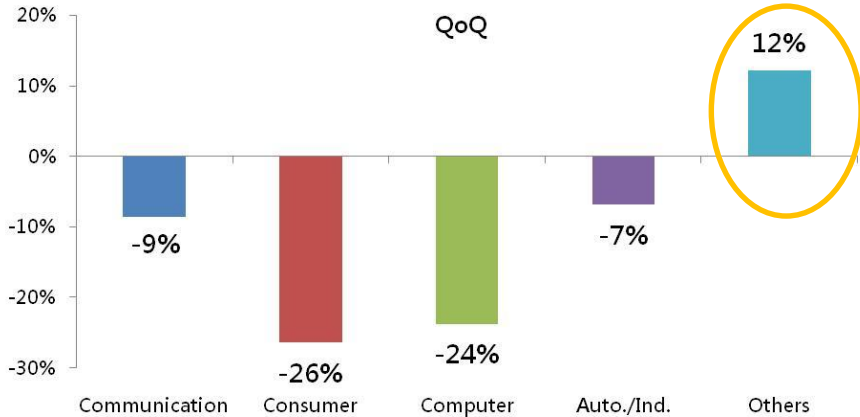
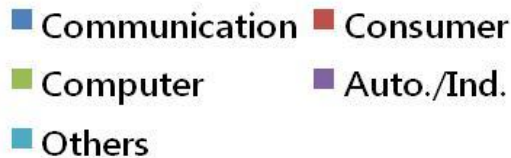
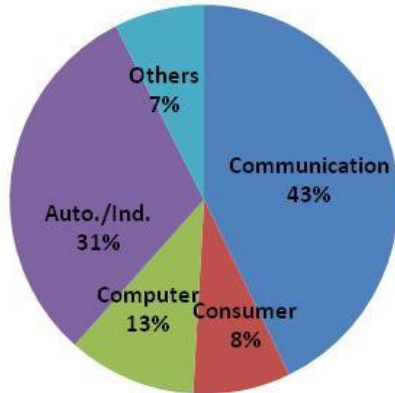
Quarterly Trend



Revenue by Application



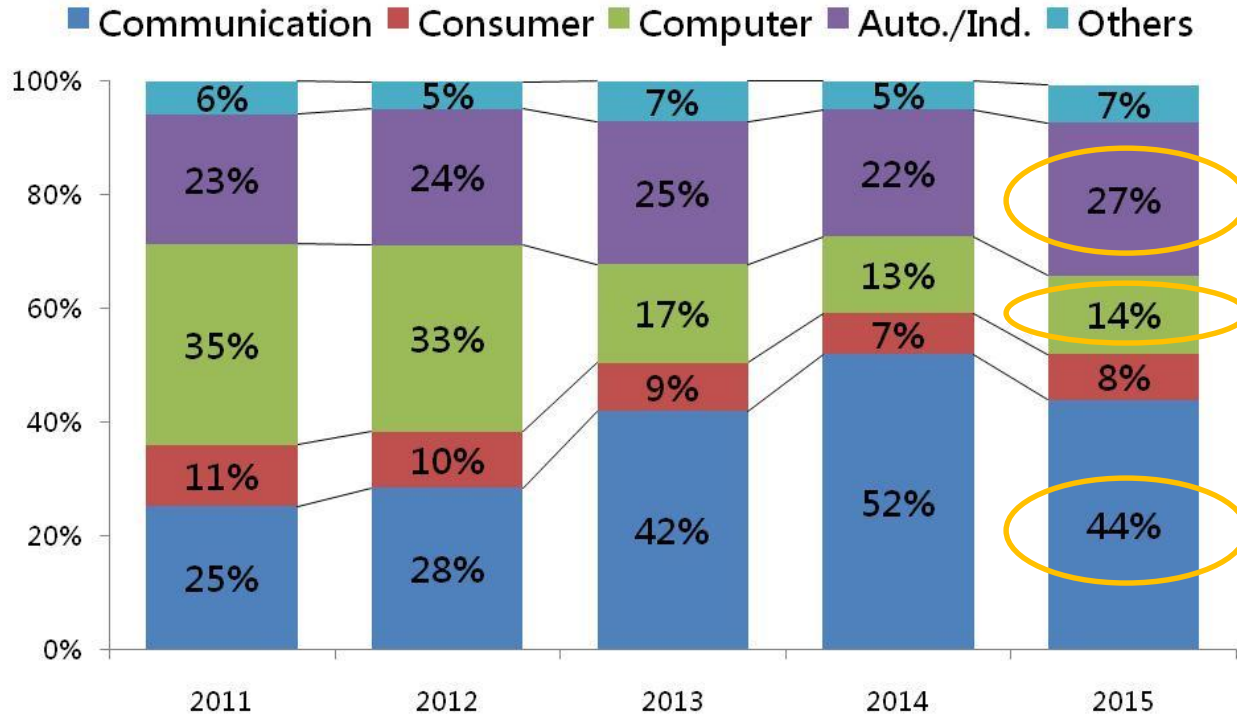
16'Q1



Revenue by Application



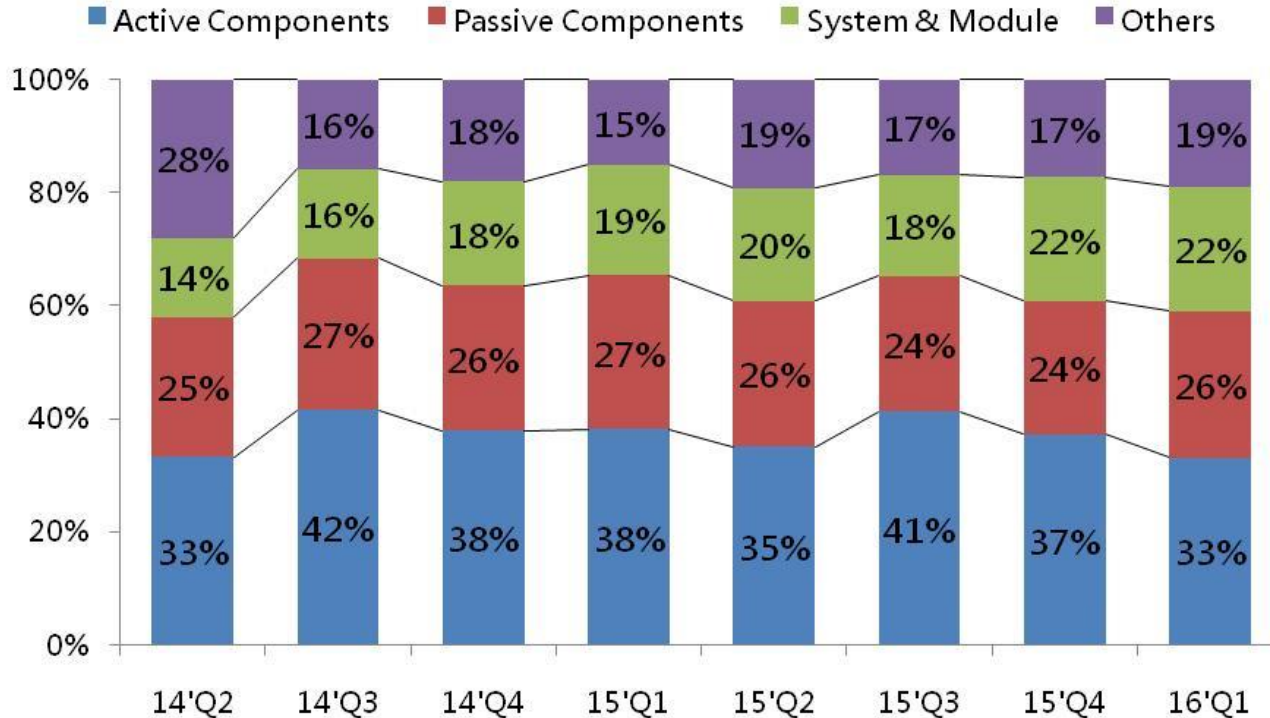
Yearly Trend



Revenue by Product



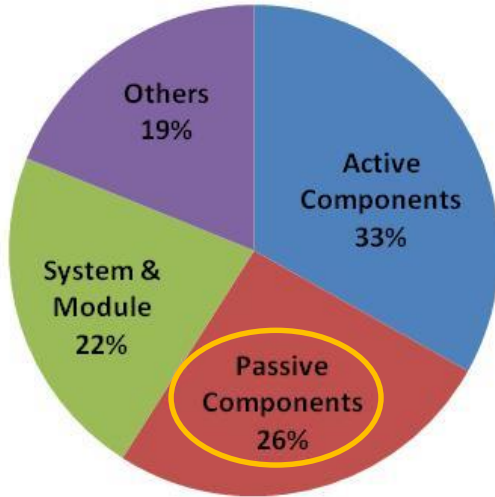
Quarterly Trend



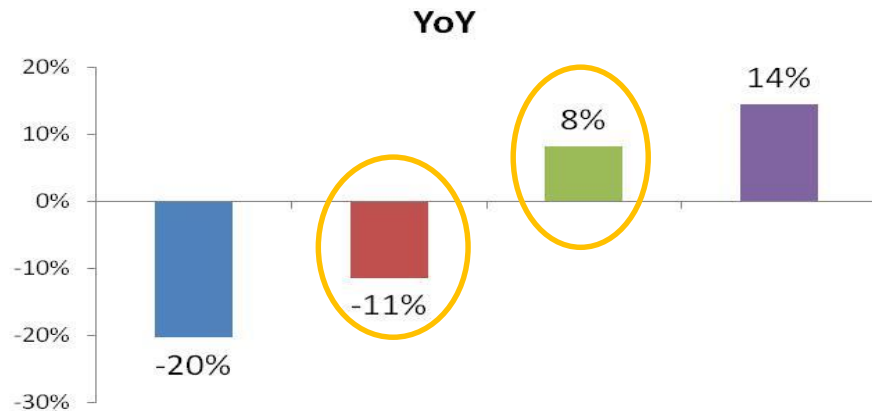
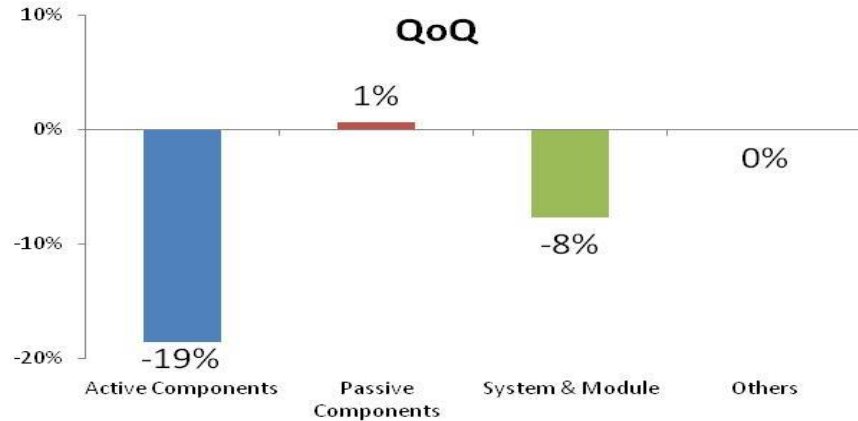
Revenue by Product



16'Q1



- Active Components
- Passive Components
- System & Module
- Others



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.