

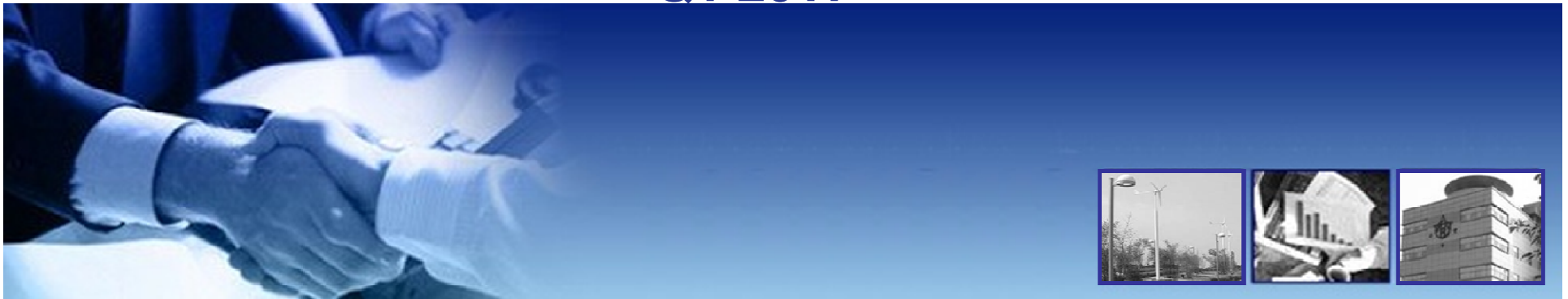


禾伸堂企業股份有限公司 (TW3026)
Holy Stone Enterprise Co., Ltd.

A Partner You Can Trust



Holy Stone Enterprise Co., Ltd. Earnings Performance Q1 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\$ 2,242 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)



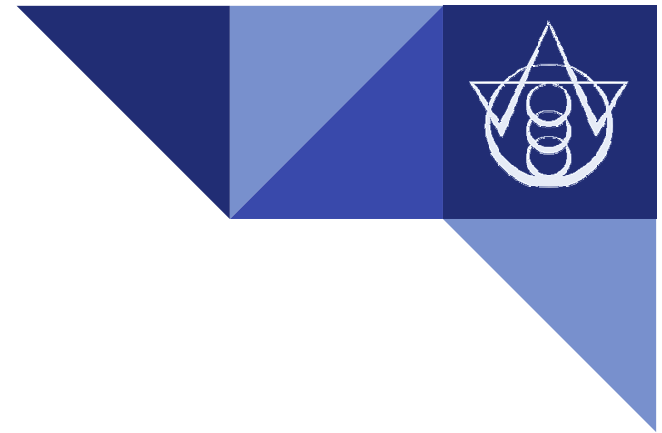
Company Snapshot



□ Holy Stone Worldwide



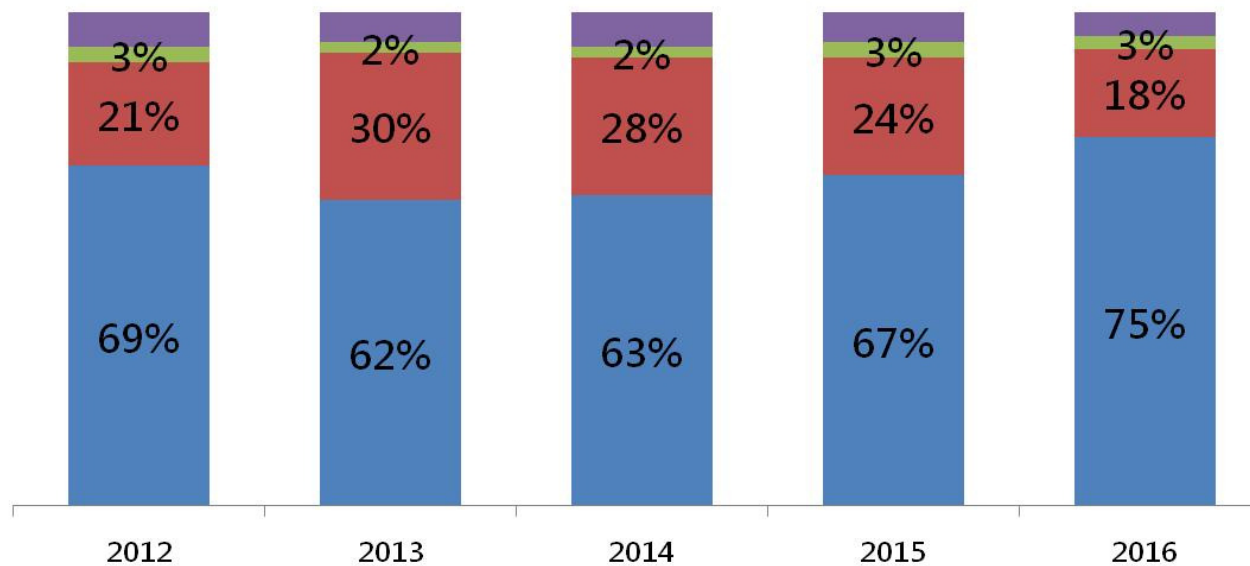
Earnings Performance



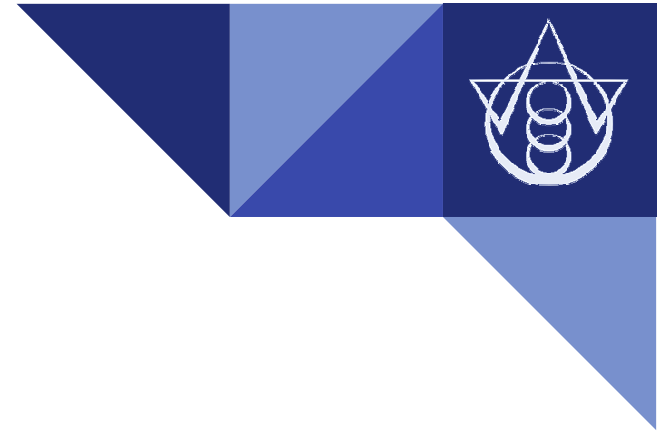
Financials

Consolidated Revenue By Territory

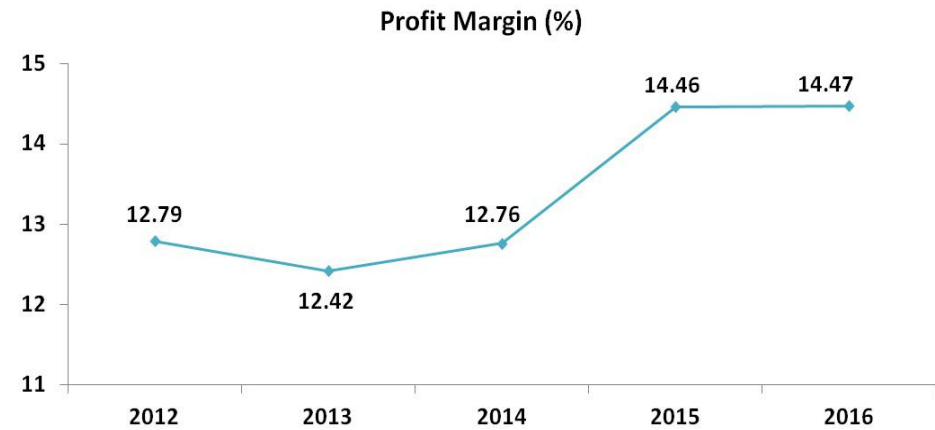
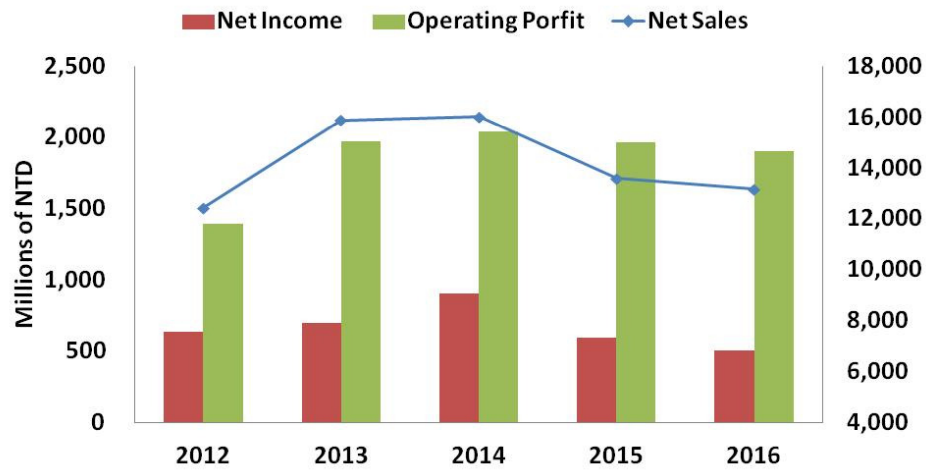
China Taiwan USA Others



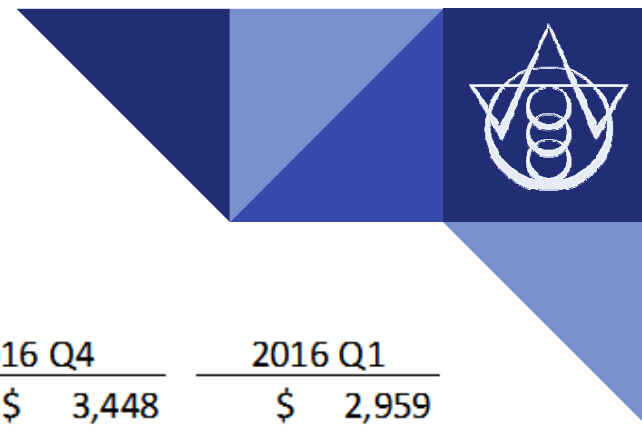
Earnings Performance



Financials



Earnings Performance



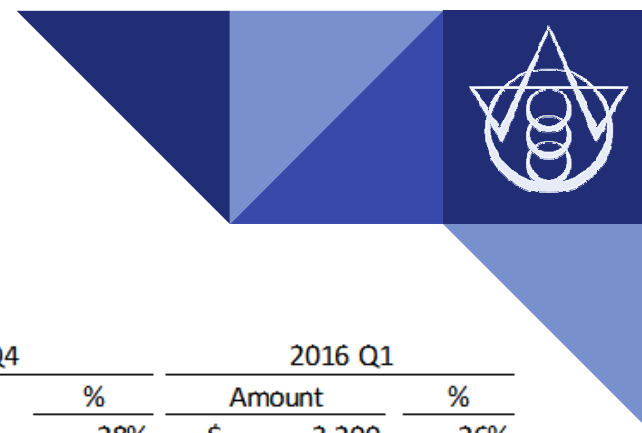
Consolidated P/L

(In NT\$ Millions)	2017 Q1	2016 Q4	2016 Q1
Net Sales	\$ 3,138	\$ 3,448	\$ 2,959
Gross Margin	13.8%	14.0%	15.6%
Operating Expenses	(328)	(378)	(329)
Operating Income	105	105	133
Operating Margin	3.3%	3.1%	4.5%
EBITDA	182	152	206
EBITDA Margin	5.8%	4.4%	7.0%
Non-operating Items	8	(26)	2
Net Income to Parent Company	126	104	154
EPS (NTD)	0.56	0.46	0.69

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

Note 2: Operating Exp. for Q4'16 comes mostly from subsidiaries.

Earnings Performance



Consolidated Balance Sheet

Selected items from Balance Sheet (In NT\$ Millions)	2017 Q1		2016 Q4		2016 Q1	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	\$ 3,825	31%	\$ 3,406	28%	\$ 3,200	26%
Accounts Receivable	2,918	24%	3,398	28%	2,650	22%
Inventory	1,891	15%	1,806	15%	1,865	15%
TOTAL ASSETS	12,400	100%	12,324	100%	12,270	100%
Short-term Debt	1,632	13%	1,663	13%	1,377	11%
Long-term Debt	17	0%	17	0%	19	0%
TOTAL LIABILITIES	3,514	28%	3,492	28%	3,158	26%
TOTAL EQUITY	8,887	72%	8,833	72%	9,111	74%

Key Indices			
A/R Turnover Days	92	90	88
Inventory Turnover Days	62	57	65
Current Ratio (X)	2.65	2.63	2.80
Quick Ratio	2.10	2.10	2.18
Debt Ratio	28.33%	28.33%	25.74%

Earnings Performance

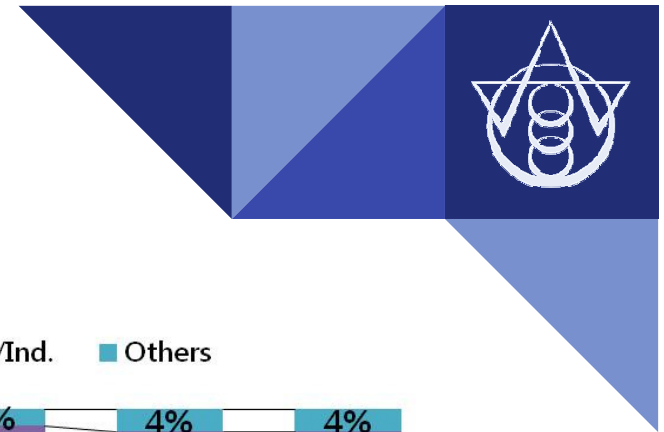


Consolidated Cash Flow Statement

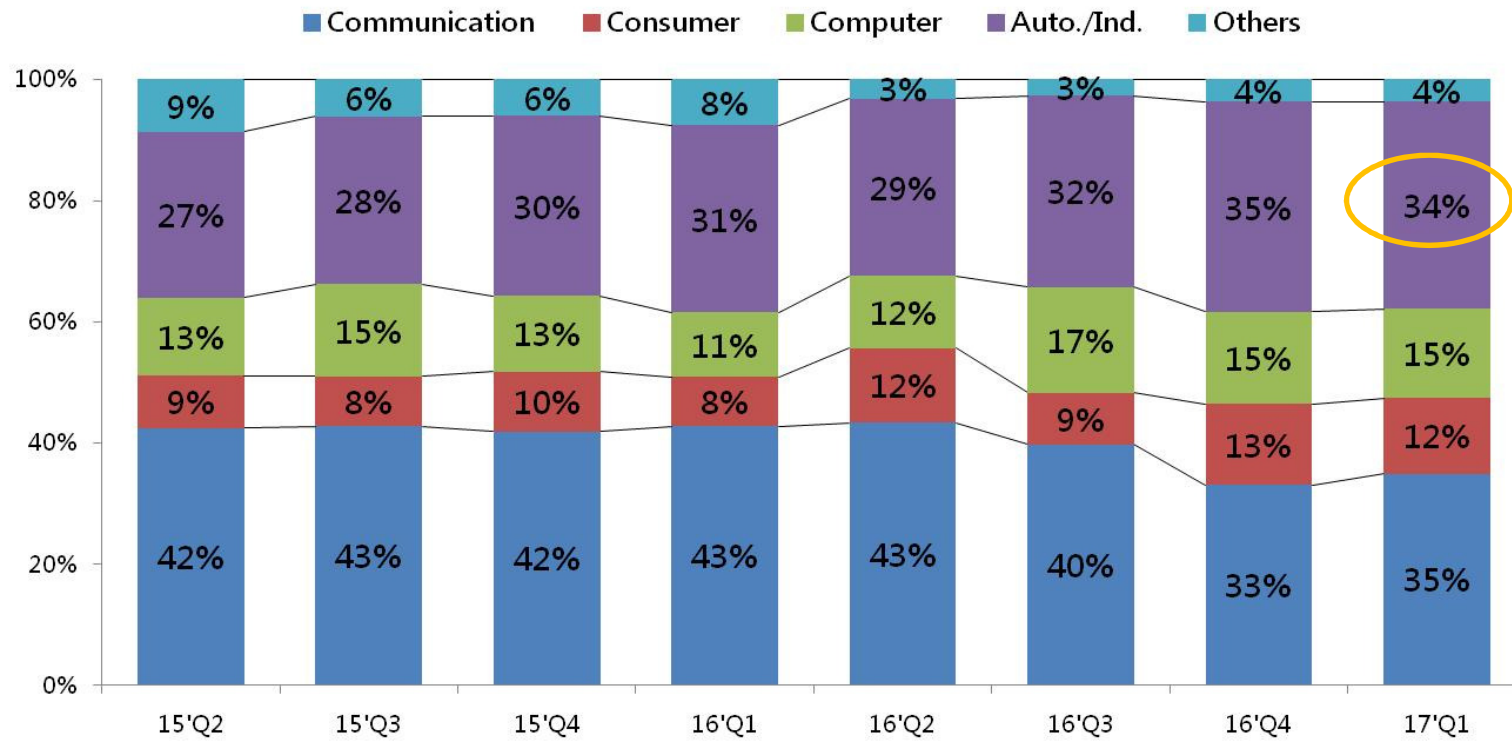
(In NT\$ Millions)

	Q1 2017	Q4 2016
Income before Income Tax	\$ 113	\$ 79
Net cash generated from operating activities	507	412
Net cash generated from (used in) investing activities	(19)	10
Additions to property, plant and equipment	(32)	(10)
Net cash generated from (used in) financing activities	(19)	(85)
Net increase in cash and cash in bank	418	111
Free Cash Flow	488	422
Net Cash Flow	469	337

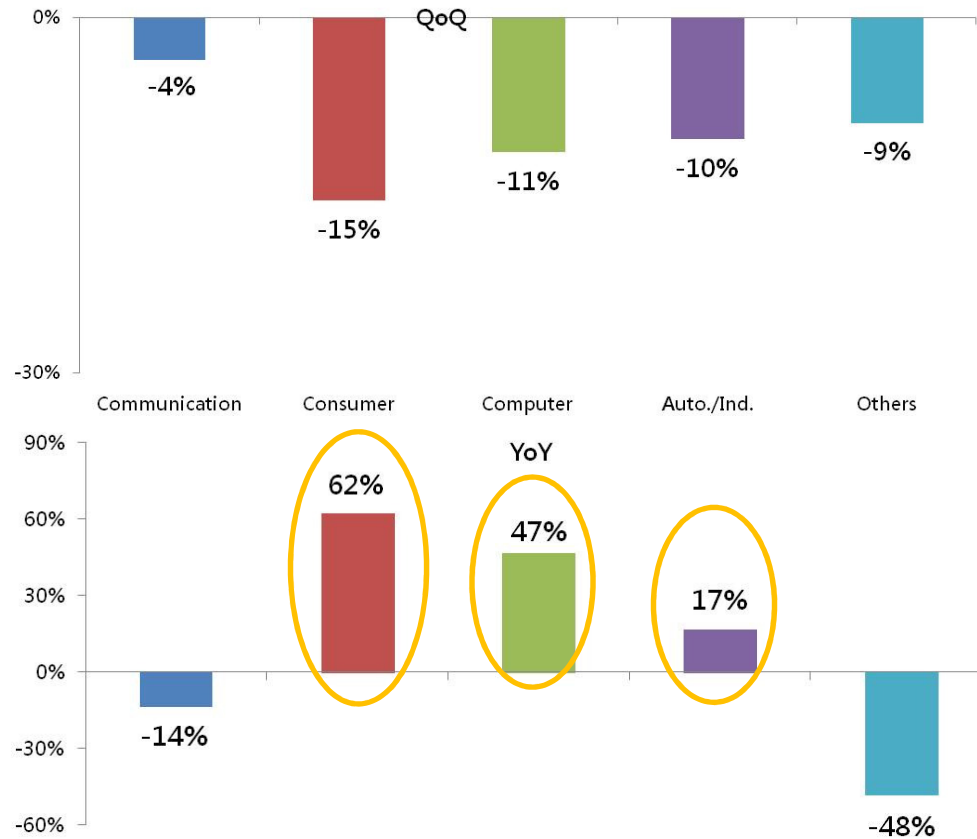
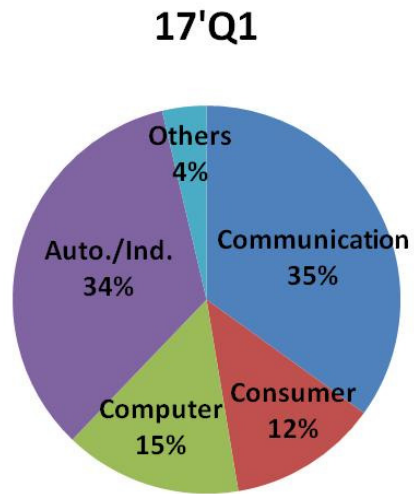
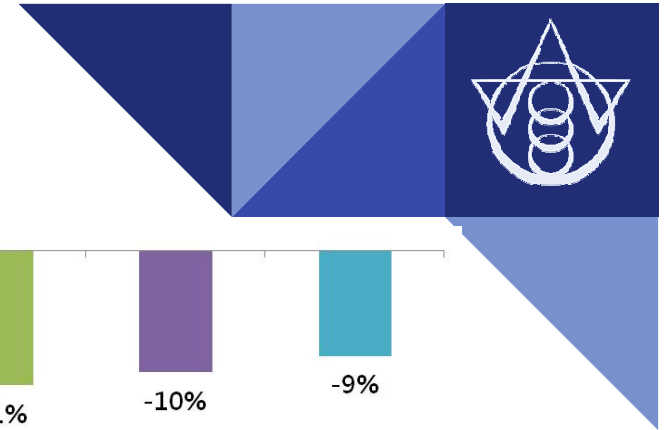
Sales by Application



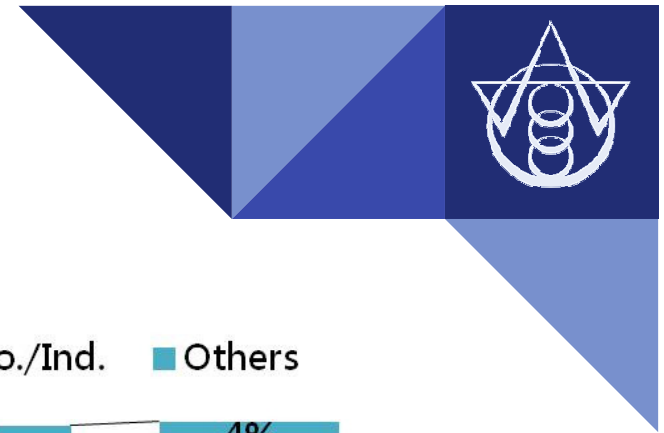
Quarterly Trend



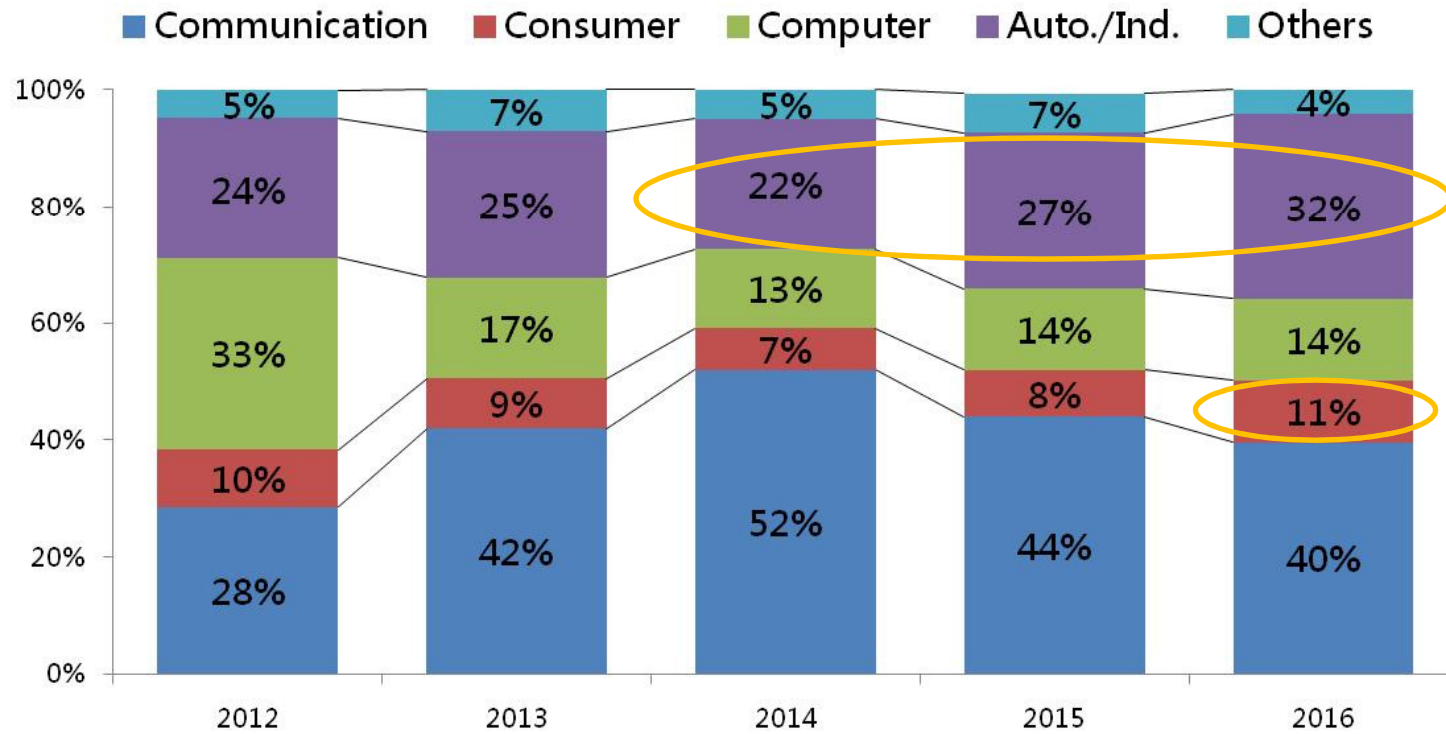
Sales by Application



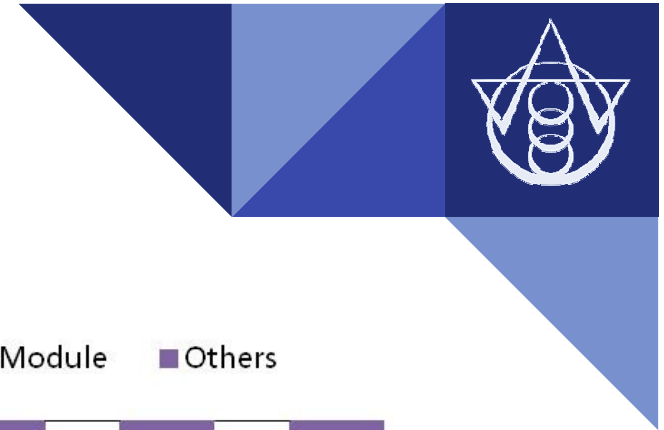
Sales by Application



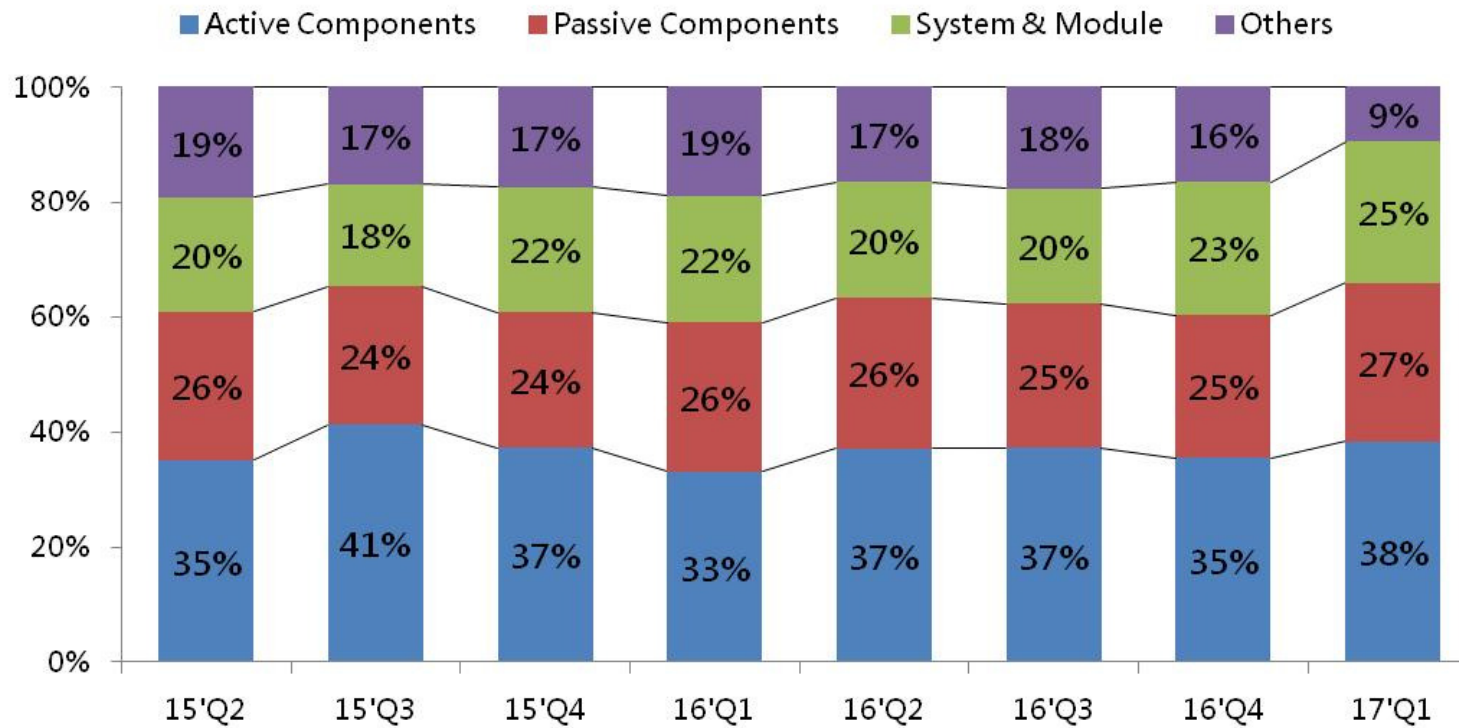
Yearly Trend



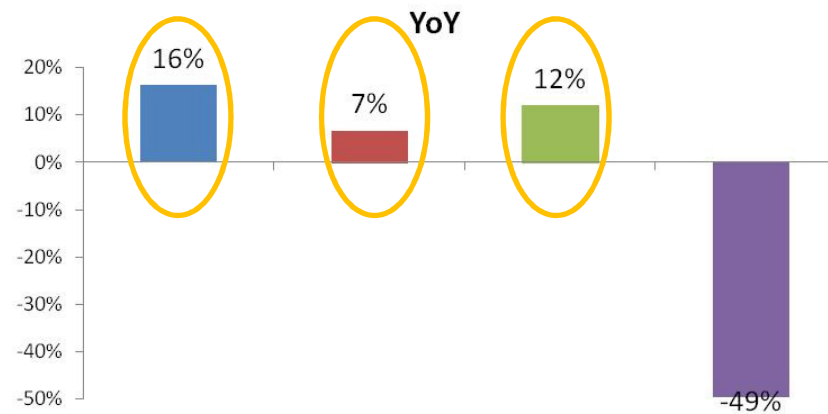
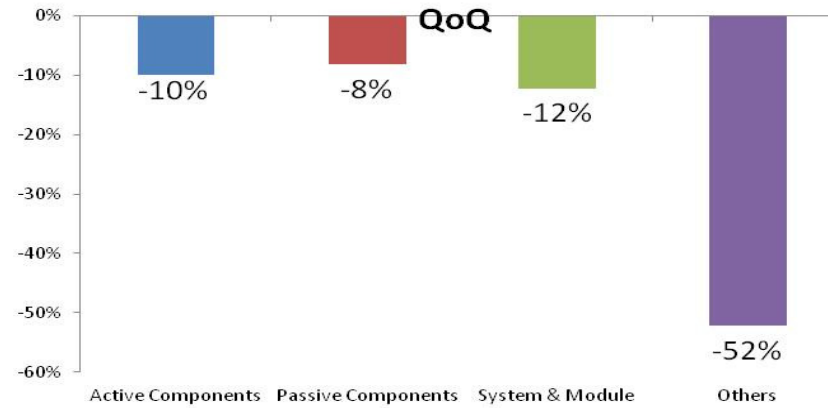
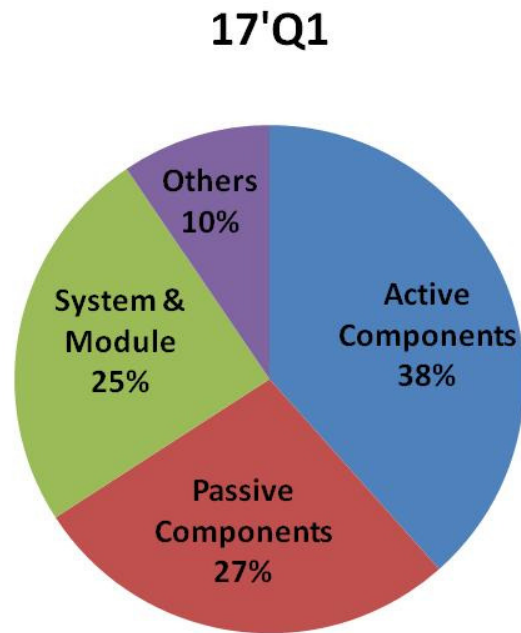
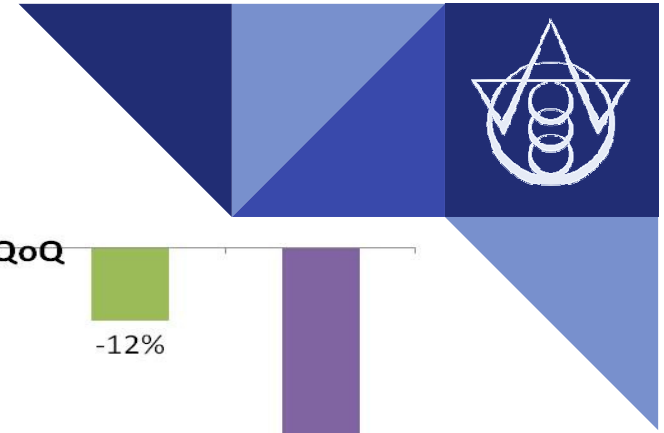
Sales by Product



Quarterly Trend



Sales by Product



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.