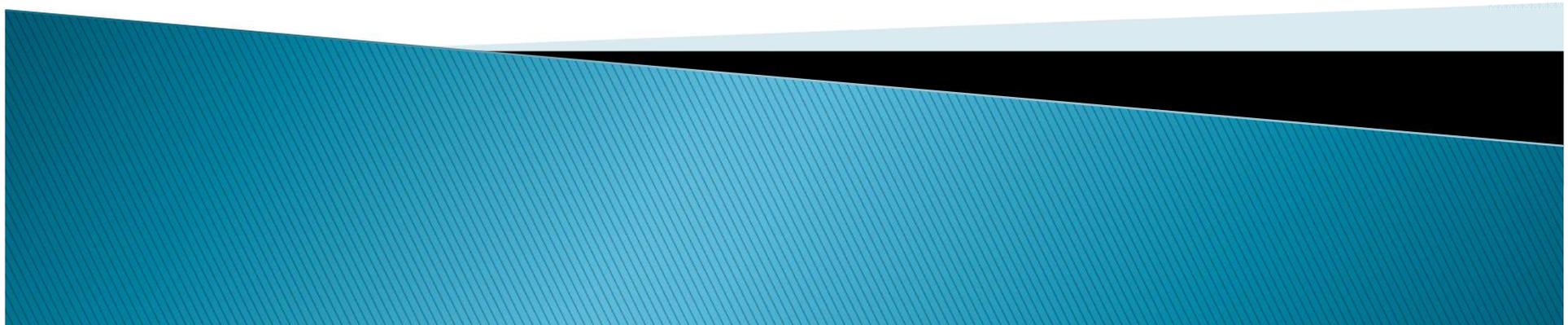


Stock Cord : 1618

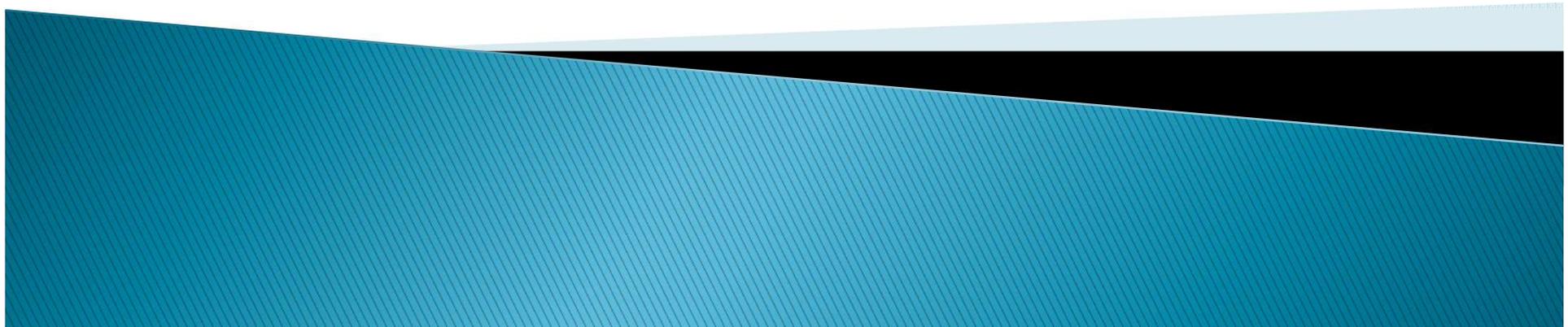
HOLD-KEY ELECTRIC WIRE & CABLE CO., LTD
2018 INVESTOR CONFERENCE

Conscience•Perpetual•
Honesty•Steady
2018.9.19



DISCLAIMER

- In addition to historical information, this note contains forward-looking statements and is therefore subject to risks and uncertainties. ◦
- The information provided in this presentation will not be updated by any new status ◦
- The Company does not express, implied or warrant that the information provided in this presentation is complete and does not represent a complete discussion of the Company's business conditions and subsequent significant operational developments. ◦



Agenda

一

• Company Profile

二

• Sales & Marketing

三

• Competitive Advantages

四

• Financial Performance

五

• Market and Business Outlook

Agenda

一

• **Company Profile**

二

• Sales & Marketing

三

• Competitive Advantages

四

• Financial Performance

五

• Market and Business Outlook



HOLD-KEY ELECTRIC WIRE & CABLE CO., LTD

Stock Code : 1618

Historical : 1989-Established in 1989

Milestone : 1997-15KV、25KV cable approved by TPC

1998-Stocks published

2000-Listed on the Taiwan Stock Exchange

2002-69KV、161KV EHV cable approved by TPC

-got approval of ISO-9001

2009-345KV EHV cable approved by TPC



HOLD-KEY ELECTRIC WIRE & CABLE CO., LTD

Chairman : P. C. Yang (SOL YOUNG ENTERPRISE CO., LTD Representative)

Capital : NT\$ 2,408,646,840

Employees : 257 (2018/06/30)

Products : (1) Manufacturing of Wires and cables

(PVC wire, Data cable, Aluminum Conductor, FO cable, XLPE power cable up to 345KV)

(2) Transmission line Turnkey project

(3) Cable accessory and terminator



HOLD-KEY ELECTRIC WIRE & CABLE CO., LTD



Taipei office: Sales and financial dept.
(Add: 19F, No. 85, Sec.1 Chung Hsiao E. Road, Taipei)

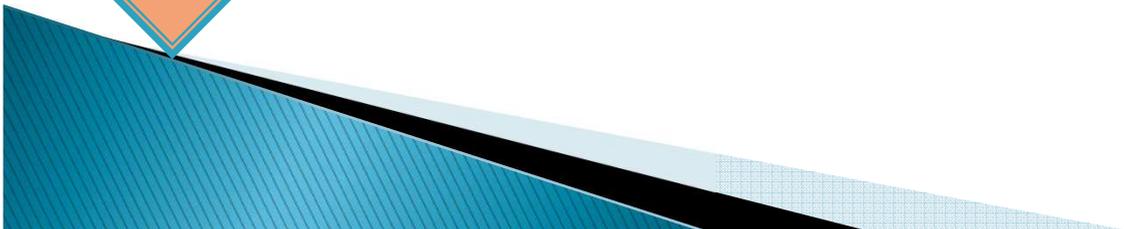
Factory : R&D 、 QC and QA 、
Manufacture

(Add : No.32, Jingjian 5th Rd.,
Guanyin Dist., Taoyuan)



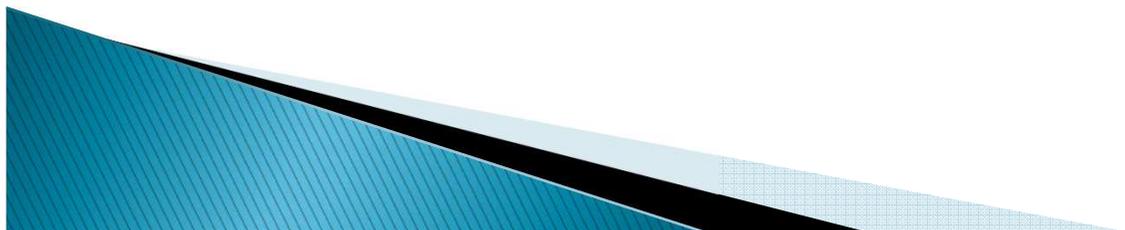
Agenda

- 一 • Company Profile
- 二 • **Sales & Marketing**
- 三 • Competitive Advantages
- 四 • Financial Performance
- 五 • Market and Business Outlook



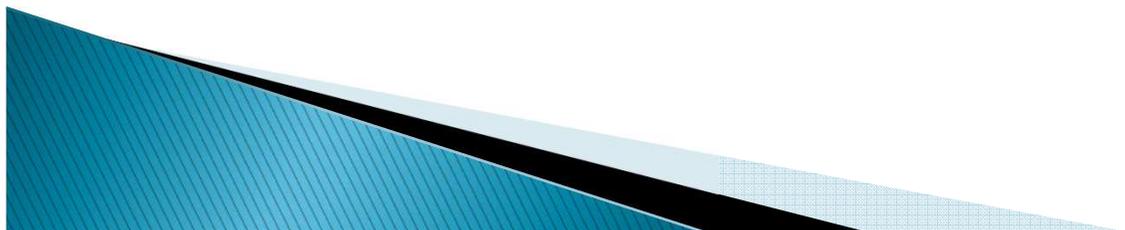
Sales by Product

Product Line	Application	Sample
<p>PVC wire</p> <p>2016(295,661 Thousands)</p> <p>2017(370,258 Thousands)</p>	<p>General building wire, factory/industrial wiring and control cable。</p>	 <p>PVC 絕緣電線</p>
<p>Aluminum Cable</p> <p>2016(160,324 Thousands)</p> <p>2017(151,838 Thousands)</p>	<p>Overhead transmission line</p>	 <p>鋁 線</p> 
<p>XLPE Power Cable & Services Revenue</p> <p>2016(946,731 Thousands)</p> <p>2017(930,344 Thousands)</p>	<p>Underground Transmission line</p>	 <p>XLPE 電力電線</p>  

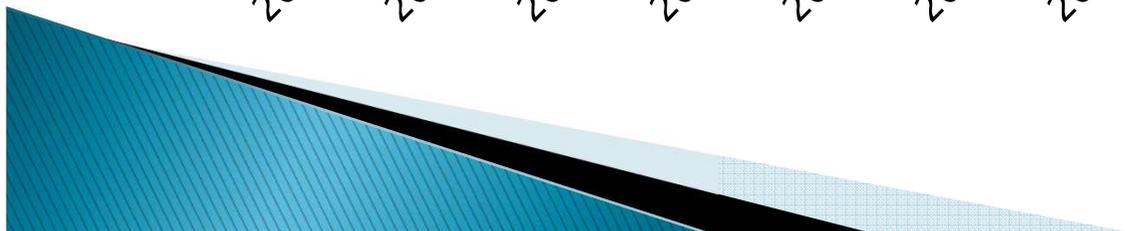
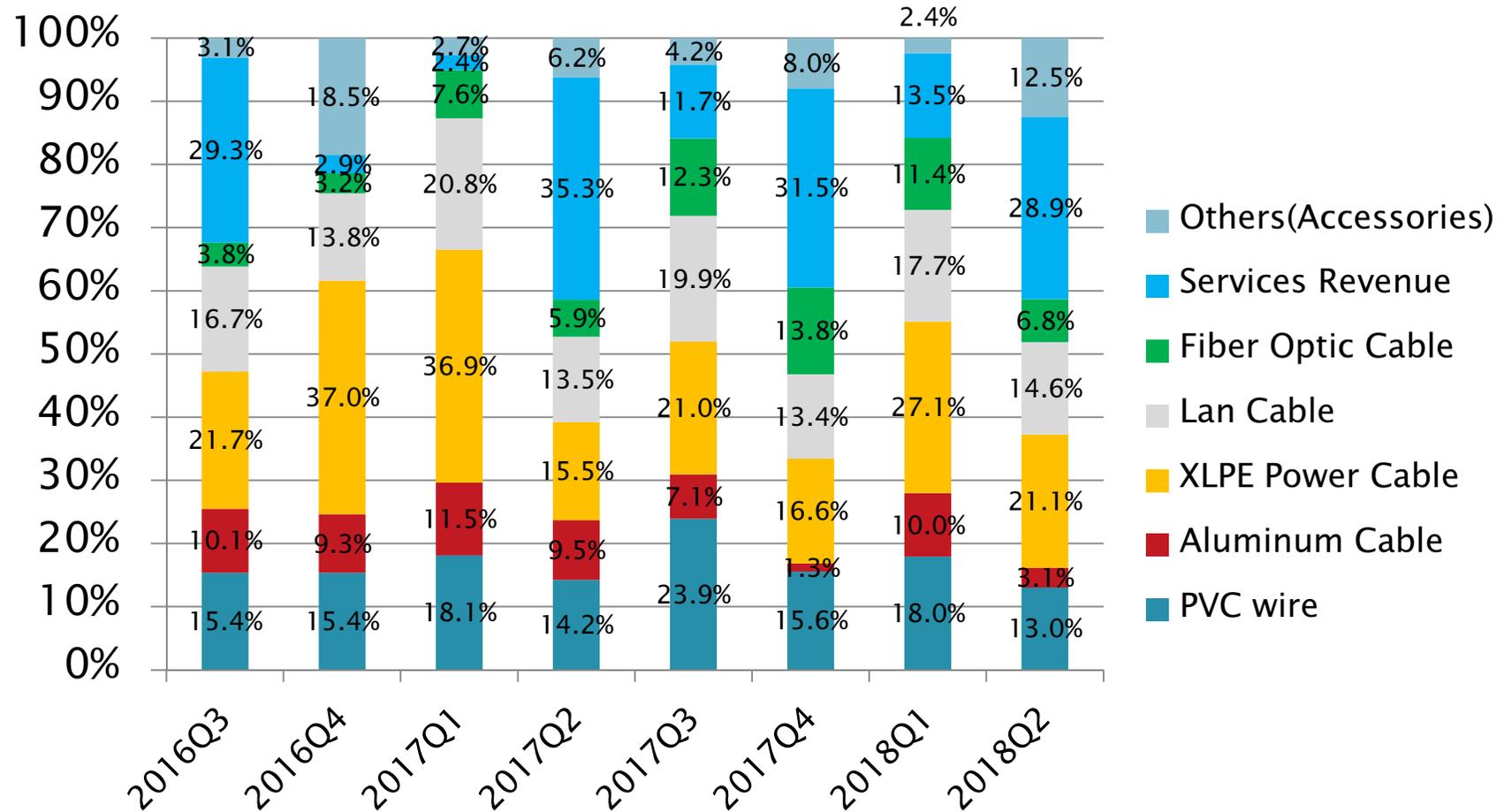


Sales by Product

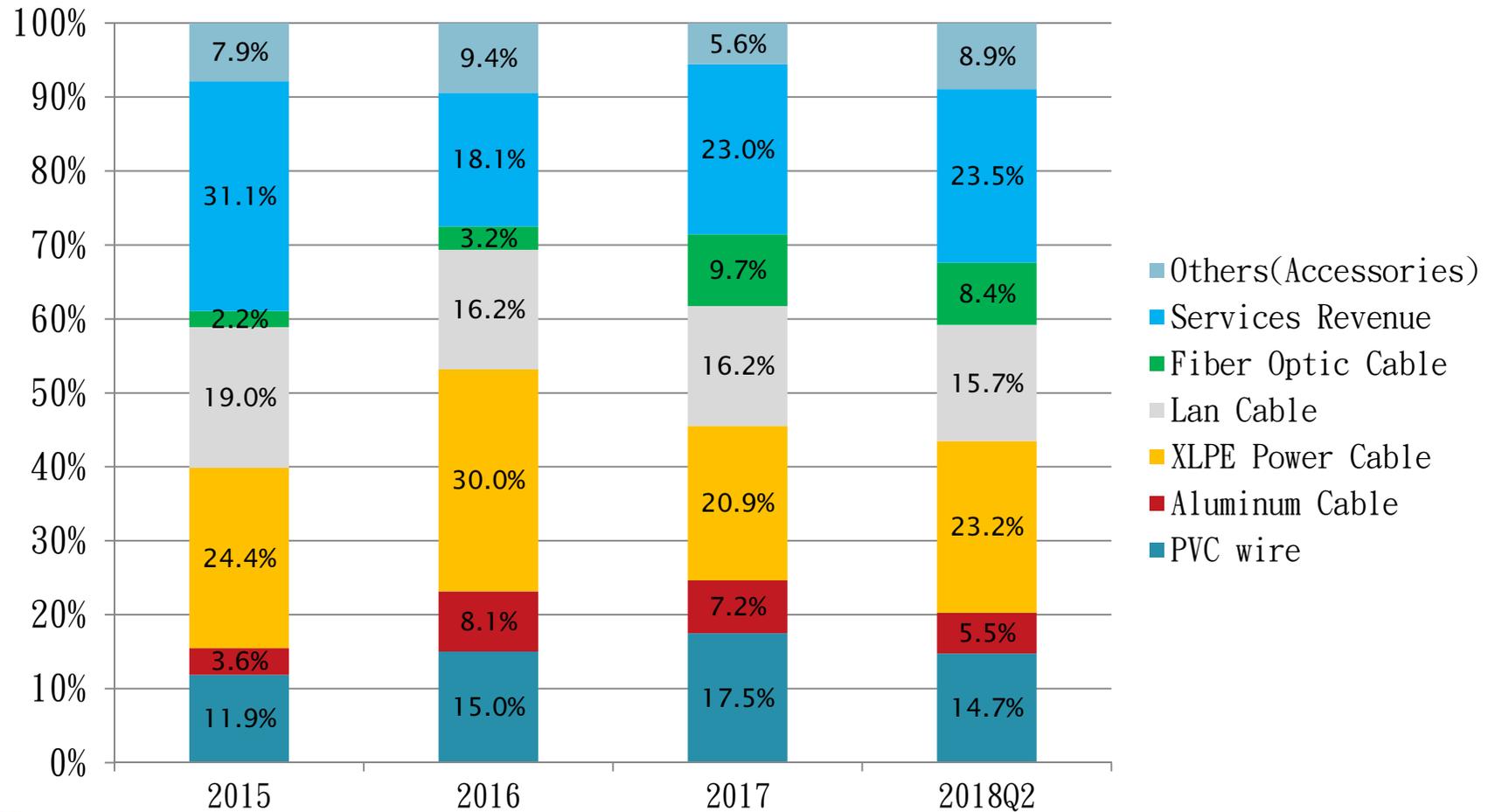
Product Line	Application	Sample
<p>Lan Cable 2016(318, 537 Thousands) 2017(344, 044 Thousands)</p>	Various Data cable °	 
<p>Fiber Optic Cable 2016(62, 188 Thousands) 2017(205, 123 Thousands)</p>	Optic Telecom Fixed Networking °	 
<p>Accessories & Others 2016(185, 981 Thousands) 2017(117, 653 Thousands)</p>	Overhead and Underground Transmission line	 



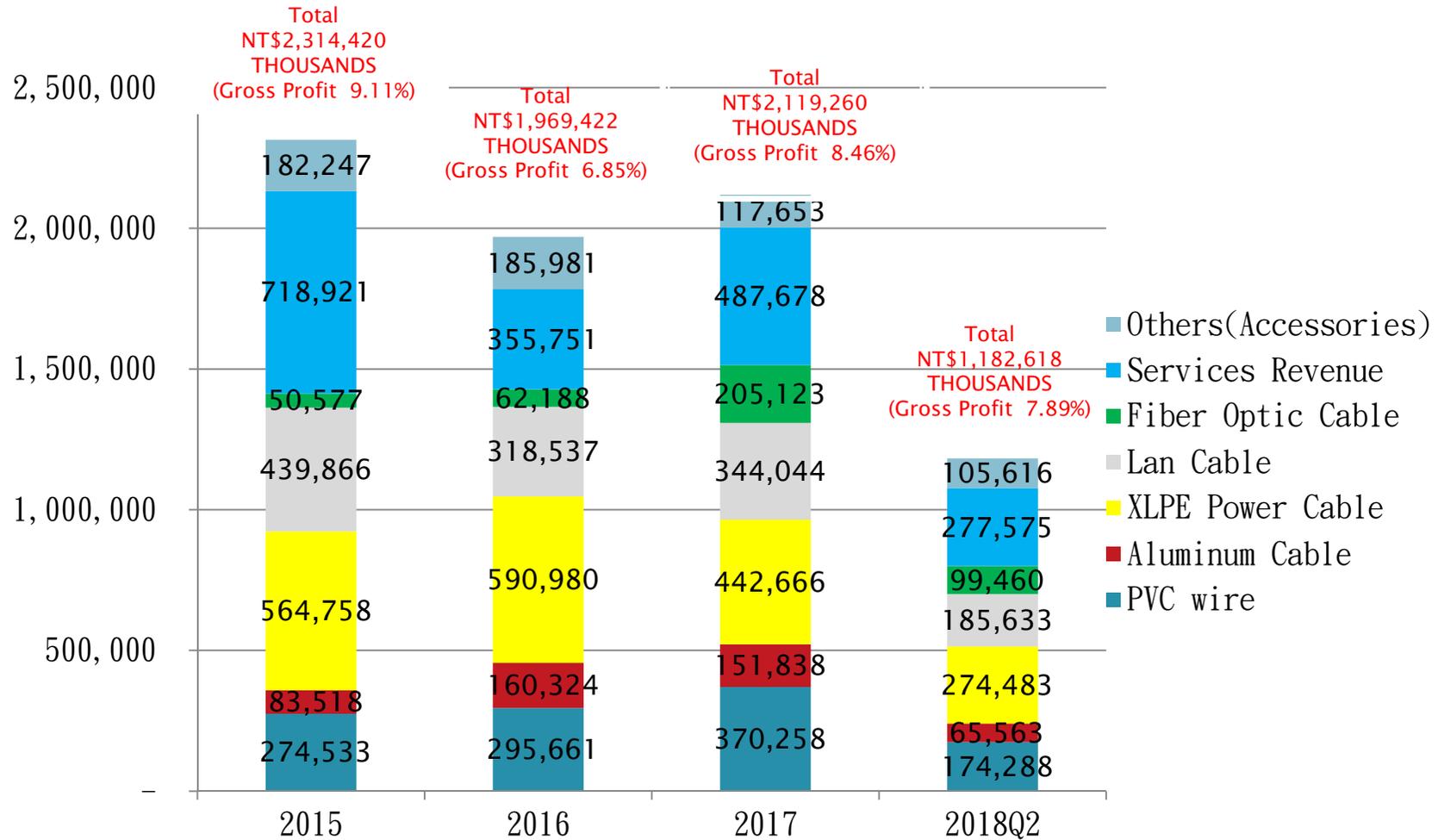
Quarterly Revenue ratio by Product



Yearly Revenue ratio by Product



Yearly Revenue by Product



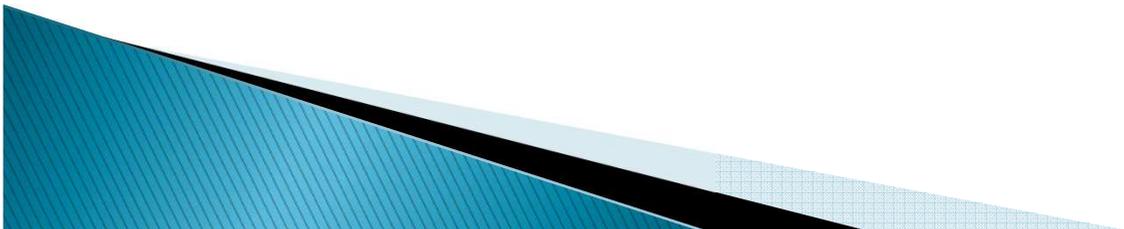
Agenda

- 一 • Company Profile
- 二 • Sales & Marketing
- 三 • **Competitive Advantages**
- 四 • Financial Performance
- 五 • Market and Business Outlook



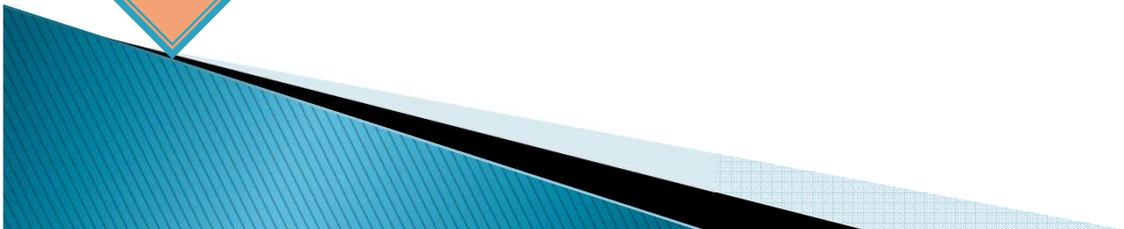
Competitive Advantages

- ▶ World-class production quality and inspection equipment ◦
- ▶ Access to domestic and foreign certification, product range, in line with Taiwan and Europe and the United States around the standard standards ◦
- ▶ Strong unity turnkey integration capabilities, and a wealth of turnkey performance ◦
- ▶ Continuous product development, and leading peer production technology ◦
- ▶ Combined with group resources and diversified development ◦
- ▶ Sound Corporate Governance System and Talent Cultivation ◦



Agenda

- 一 • Company Profile
- 二 • Sales & Marketing
- 三 • Competitive Advantages
- 四 • **Financial Performance**
- 五 • Market and Business Outlook



2Q18 Statement of Comprehensive Income–Consolidated

In NT\$ Thousands

	2018Q2		2017Q2	
Operating income	1,182,618	100%	1,092,171	100%
Operating costs	1,089,288	92%	976,574	89%
Gross profit from operations	93,330	8%	115,597	11%
Total operating expenses	54,341	4%	51,883	5%
Profit from Operations	38,989	4%	63,714	6%
Non-Operating Income	25,290	2%	11,858	1%
Profit Before Income Tax	64,279	6%	75,572	7%
Income Tax Expense	8,474	1%	15,052	1%
Net Profit for the Period	55,805	5%	60,520	6%
Basic EPS	0.23		0.25	

Statement of Comprehensive Income–Consolidated (FY2017)

In NT\$ Thousands

	2017		2016	
Operating income	2,119,260	100%	1,969,422	100%
Operating costs	1,939,894	91%	1,843,473	93%
Gross profit from operations	179,366	9%	134,949	7%
Total operating expenses	106,473	5%	95,686	5%
Profit from Operations	72,893	4%	39,263	2%
Non-Operating Income	27,625	1%	23,007	1%
Profit Before Income Tax	100,518	5%	62,270	3%
Income Tax Expense	17,186	1%	8,583	–
Net Profit for the Period	83,332	4%	53,687	3%
Basic EPS	0.35		0.22	



2Q18 Balance Sheet-Consolidated

In NT\$ Thousands

	2018/06/30		2017/06/30	
Cash and cash equivalents	776,750	17%	877,027	20%
Other Current Assets	1,639,198	37%	1,394,212	32%
Total Current Assets	2,415,948	54%	2,271,239	52%
Net Fixed Assets	1,504,293	33%	1,568,131	36%
Other non-current Assets	575,004	13%	527,571	12%
Total Assets	4,495,245	100%	4,366,941	100%
Total Liabilities	431,365	10%	389,488	9%
Ordinary shares · Capital surplus	2,912,542	65%	2,984,802	68%
Retained Earnings	1,288,548	28%	1,218,384	28%
Other Equity	(137,210)	(3%)	(225,733)	(5%)
Total Equity	4,063,880	90%	3,977,453	91%

Net Value NT\$ 16.87

Net Value NT\$ 16.51

4Q17 Balance Sheet-Consolidated

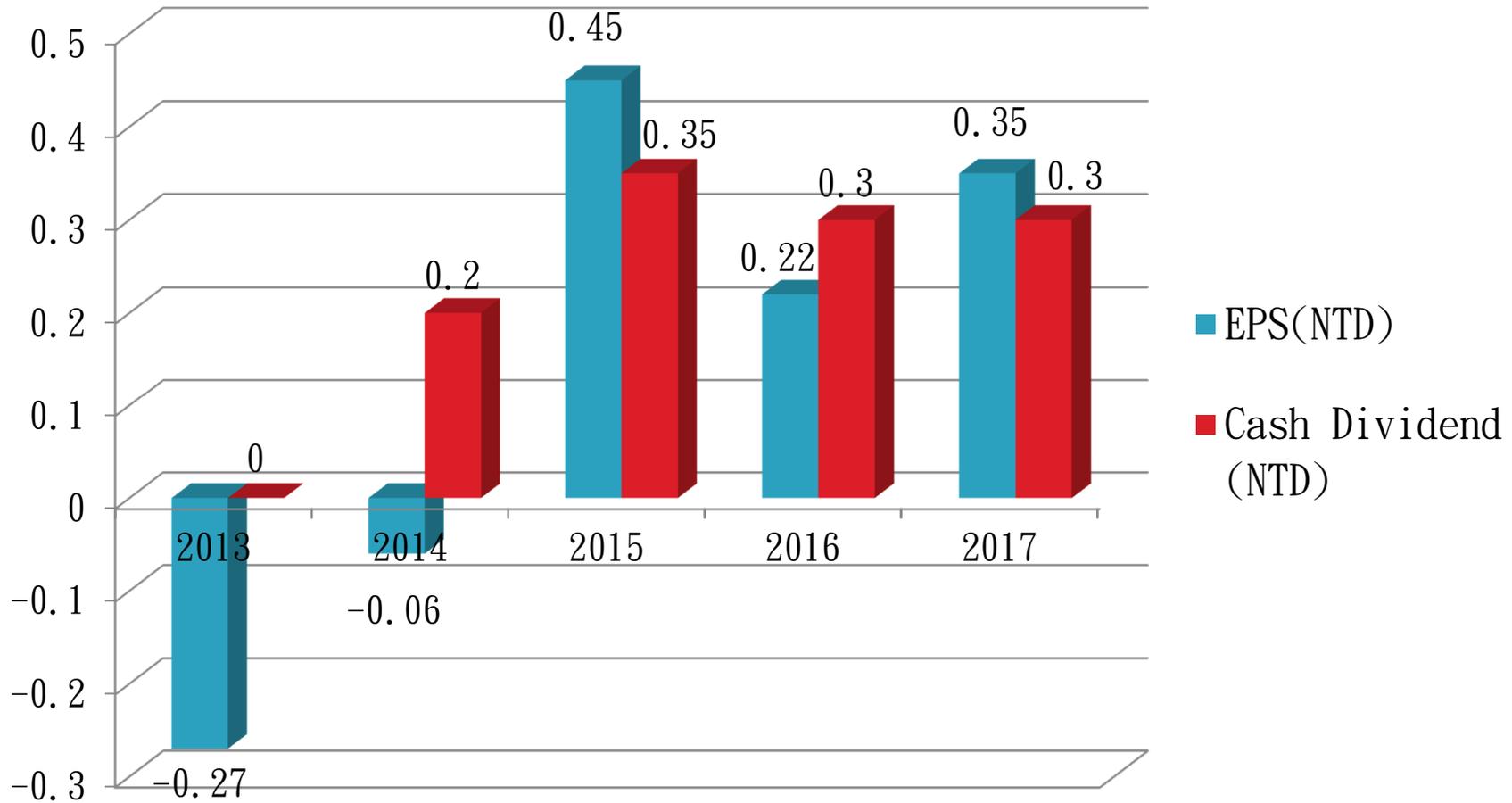
In NT\$ Thousands

	2017/12/31		2016/12/31	
Cash and cash equivalents	883,531	20%	825,921	20%
Other Current Assets	1,378,474	31%	1,290,337	30%
Total Current Assets	2,262,005	51%	2,116,258	50%
Net Fixed Assets	1,554,687	36%	1,599,606	38%
Other non-current Assets	576,019	13%	508,762	12%
Total Assets	4,392,711	100%	4,224,626	100%
Total Liabilities	306,489	7%	250,931	6%
Ordinary shares · Capital surplus	2,984,802	68%	3,057,062	72%
Retained Earnings	1,237,911	28%	1,157,864	28%
Other Equity	(136,491)	(3%)	(241,231)	(6%)
Total Equity	4,086,222	93%	3,973,695	94%

Net Value NT\$ 16.96

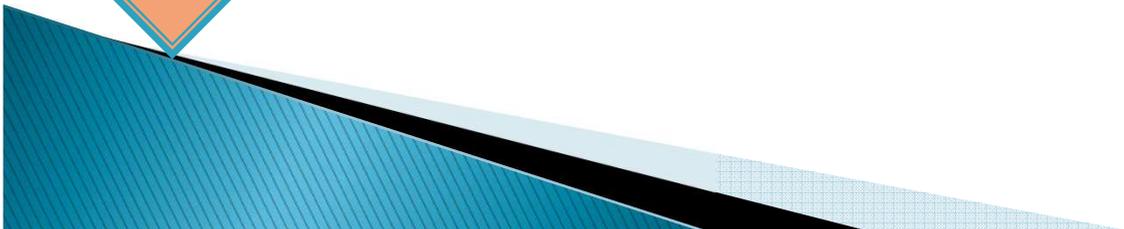
Net Value NT\$ 16.5

Profitability and Dividend History



Agenda

- 一 • Company Profile
- 二 • Sales & Marketing
- 三 • Competitive Advantages
- 四 • Financial Performance
- 五 • **Market and Business Outlook**



Market and Business Outlook

- ▶ The government is still actively promoting the public works, and the domestic demand for electricity and telecommunications construction continues to grow, is expected to help our operations ◦
- ▶ Development of a new generation of high-capacity overhead cable, including Ultra heat resistant ZACIR, heat-resistant ACCC, etc., will contribute to future revenue ◦
- ▶ Play an existing advantage, continuous layout of domestic and international power system turnkey project, deep plowing domestic markets and expand overseas emerging markets ◦
- ▶ Strengthen resource integration, strengthen management and control of operating costs and reduce operational risks, in order to respond to rapid changes in the domestic and international environment, and create profitable growth ◦



Q&A

Contact Information

TEL : (02)2395-6603

<http://www.hold-key.com.tw>

