

Stock Cord : 1618

HOLD-KEY ELECTRIC WIRE & CABLE CO., LTD
2019 INVESTOR CONFERENCE

Conscience・Perpetual・
Honesty・Steady
2019. 10. 18

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

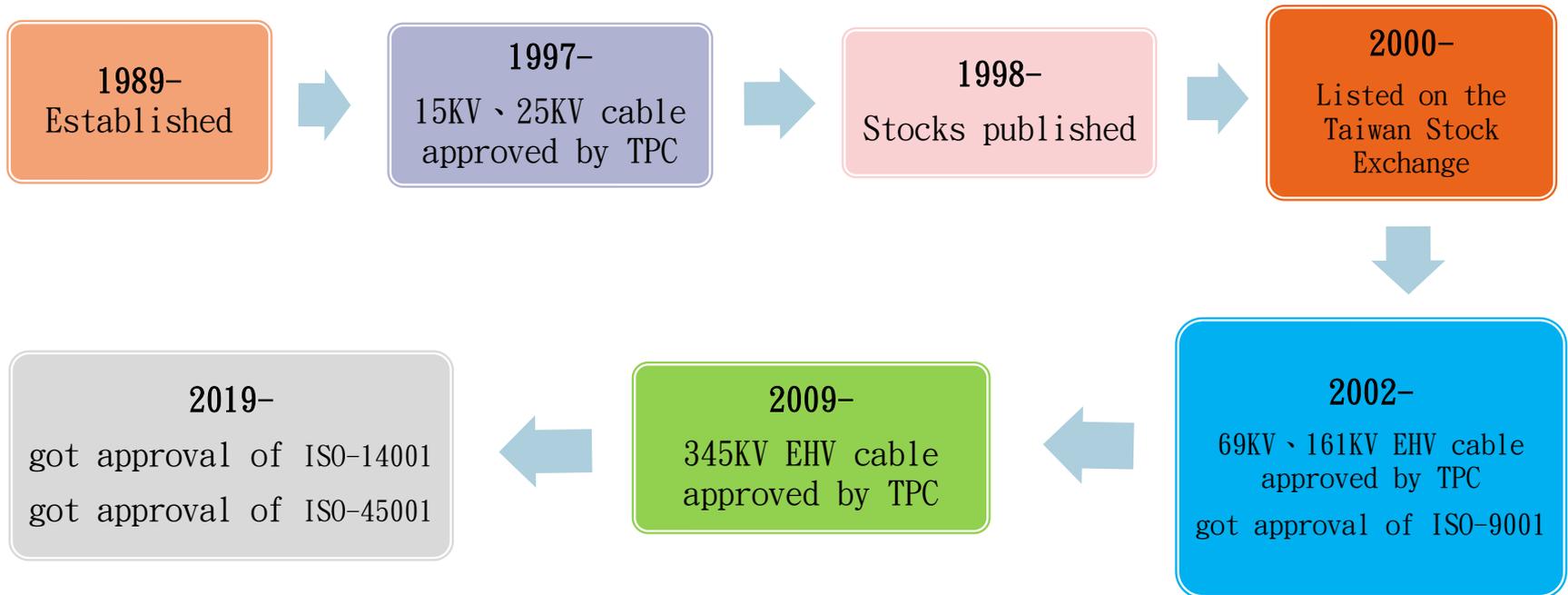
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Historical :





HOLD-KEY ELECTRIC WIRE & CABLE CO., LTD

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

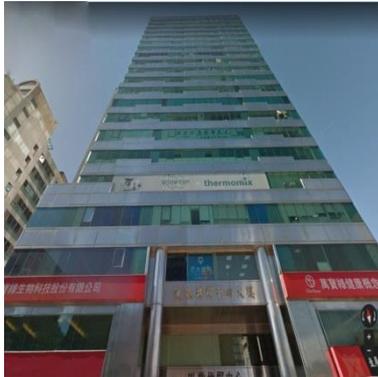
Capital : NT\$ 2,408,646,840

Employees : 241 (2019/06/30)

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
(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)



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Sales by Product

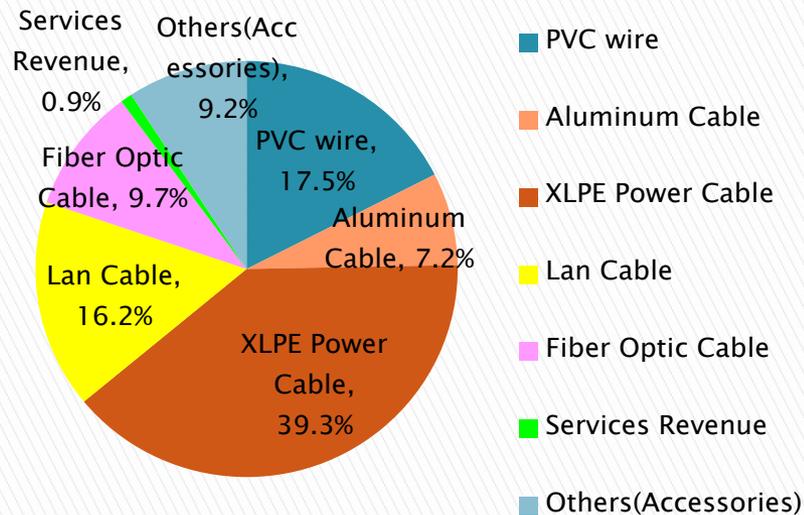
Product Line	Application	Sample
<p>PVC wire 2017(370, 258 Thousands) 2018(313, 160 Thousands)</p>	<p>General building wire, factory/industrial wiring and control cable。</p>	
<p>Aluminum Cable 2017(151, 838 Thousands) 2018(252, 432 Thousands)</p>	<p>Overhead transmission line</p>	 
<p>XLPE Power Cable & Services Revenue 2017(850, 933 Thousands) 2018(713, 612 Thousands)</p>	<p>Underground Transmission line</p>	  

Sales by Product

Product Line	Application	Sample
<p>Lan Cable 2017(344, 044 Thousands) 2018(334, 308 Thousands)</p>	<p>Various Data cable °</p>	 
<p>Fiber Optic Cable 2017(205, 123 Thousands) 2018(214, 487 Thousands)</p>	<p>Optic Telecom Fixed Networking °</p>	 
<p>Accessories & Others 2017(197, 064 Thousands) 2018(291, 660 Thousands)</p>	<p>Overhead and Underground Transmission line</p>	 

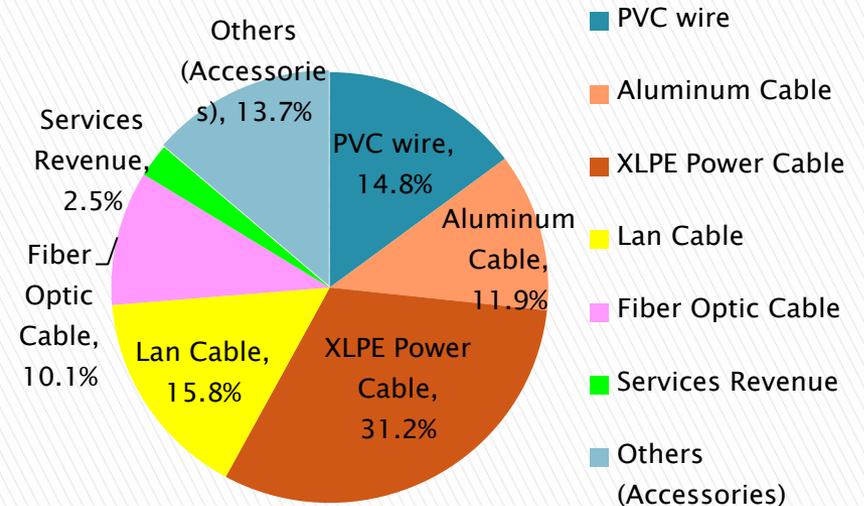
Yearly Revenue ratio by Product

Revenue ratio



2017

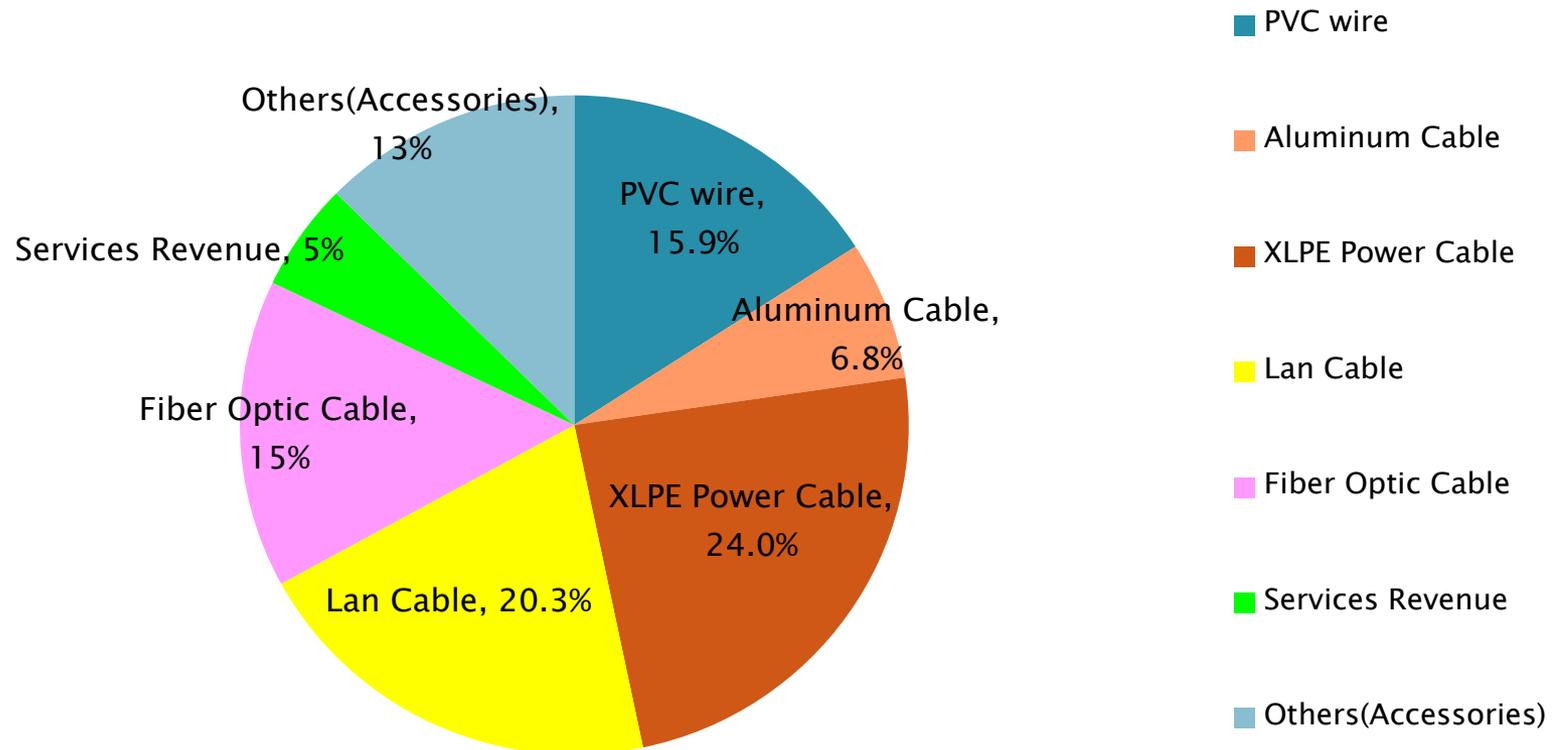
Revenue ratio



2018

2019Q2 Revenue ratio by Product

銷售比重



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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 ◦

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Statement of Comprehensive Income–Consolidated

In NT\$ Thousands

	2019Q2		2018		2017	
Operating income	1,024,276	100%	2,119,659	100%	2,119,260	100%
Operating costs	1,046,288	102%	2,015,588	95%	1,939,894	91%
Gross profit from operations	(22,012)	(2%)	104,071	5%	179,366	9%
Total operating expenses	49,885	5%	94,878	4%	106,473	5%
Profit from Operations	(71,897)	(7%)	9,193	1%	72,893	4%
Non-Operating Income	28,455	3%	7,698	–	27,625	1%
Profit Before Income Tax	(43,442)	(4%)	16,891	1%	100,518	5%
Income Tax Expense	(2,188)	–	27,378	2%	17,186	1%
Net Profit for the Period	(41,254)	(4%)	(10,487)	(1%)	83,332	4%
Basic EPS	(0.17)		(0.04)		0.35	

Balance Sheet-Consolidated

In NT\$ Thousands

	2019/06/30		2018/12/31		2017/12/31	
Cash and cash equivalents	904,099	20%	1,007,355	24%	883,531	20%
Other Current Assets	1,518,756	35%	1,282,486	30%	1,378,474	31%
Total Current Assets	2,422,855	55%	2,289,841	54%	2,262,005	51%
Net Fixed Assets	1,462,450	33%	1,461,296	35%	1,554,687	36%
Other non-current Assets	549,073	12%	483,632	11%	576,019	13%
Total Assets	4,434,378	100%	4,434,769	100%	4,392,711	100%
Total Liabilities	554,838	13%	317,528	7%	306,489	7%
Ordinary shares · Capital surplus	2,840,283	64%	2,912,542	69%	2,984,802	68%
Retained Earnings	1,169,941	26%	1,226,029	29%	1,237,911	28%
Other Equity	(130,679)	(3%)	(221,330)	(5%)	(136,491)	(3%)
Total Equity	3,879,545	87%	3,917,214	93%	4,086,222	93%

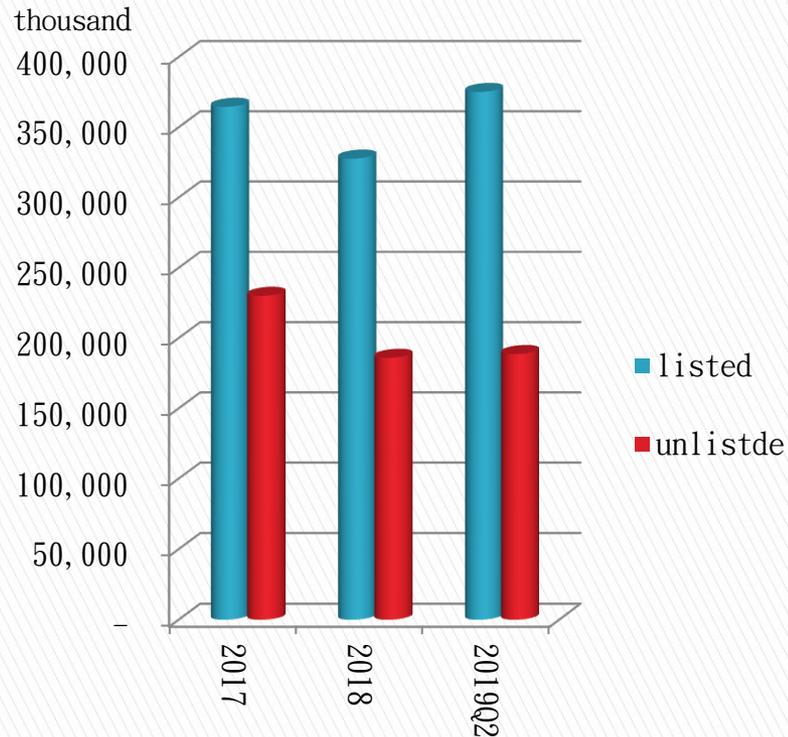
Net Value NT\$ 16.11

Net Value NT\$ 16.26

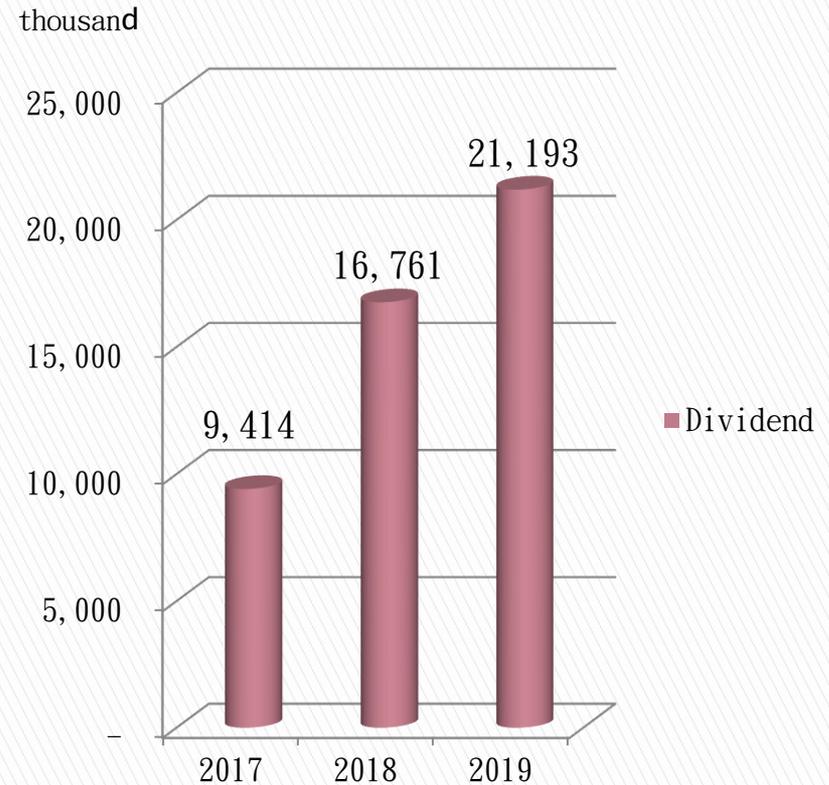
Net Value NT\$ 16.96

2019 INVESTOR CONFERENCE

Shifted investment and Dividend income

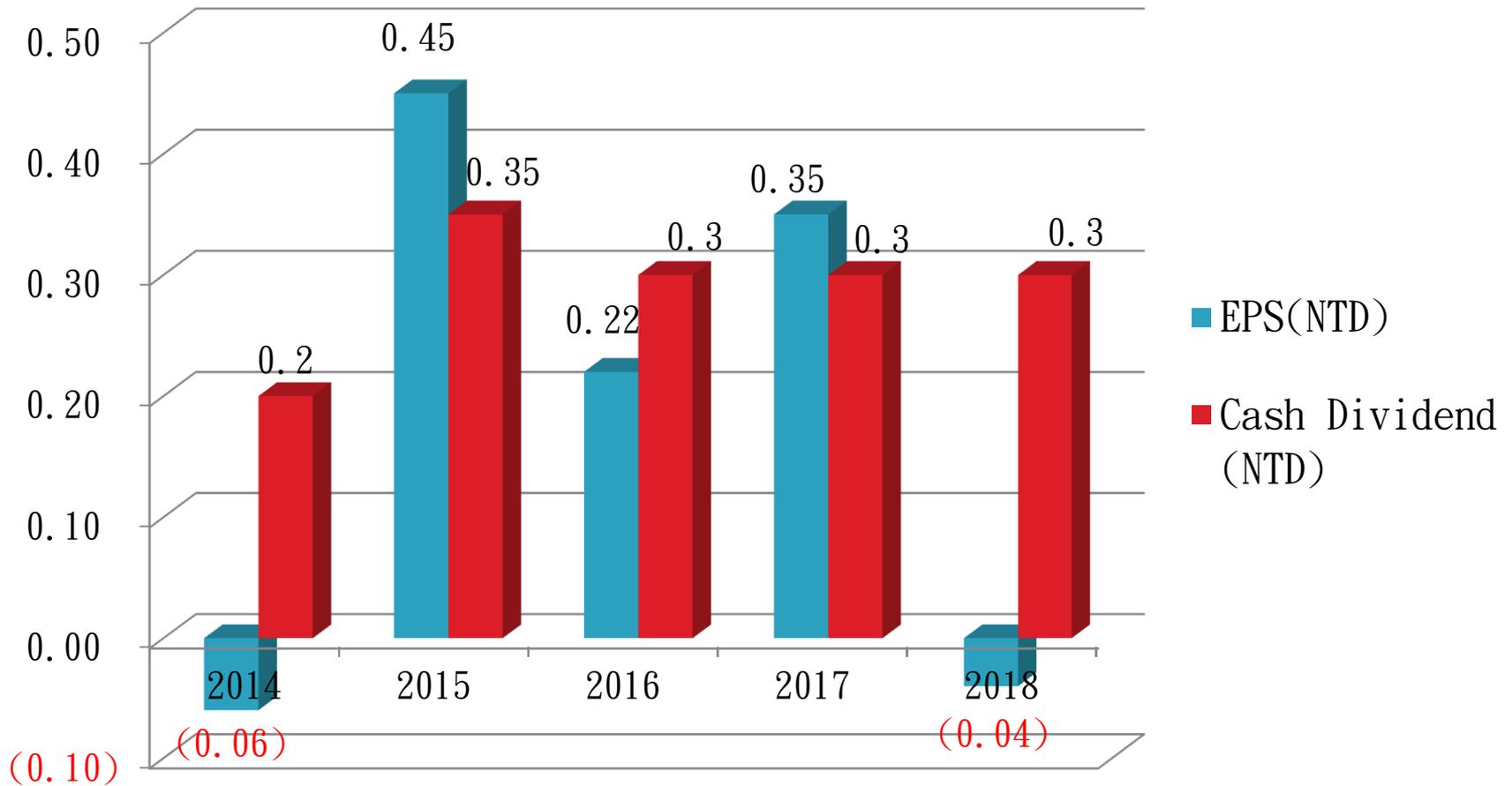


Invested amount



Dividend income

Profitability and Dividend History



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Market and Business Outlook

- ▶ Continue to participate in various public projects promoted by the government, including power and communications. In particular, UHV power transmission and transformation projects are expected to bring stable growth to 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 ◦
- ▶ Give full play to its existing advantages, continue to layout and expand new customers at domestic and abroad, including export to oversea power utility, engineering turnkey project and so on.
- ▶ Strengthen internal resource integration, effectively control 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

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