

Stock Cord : 1618

HOLD-KEY ELECTRIC WIRE & CABLE CO., LTD
2020 INVESTOR CONFERENCE

CONSCIENCE・PERPETUAL・
HONESTY・STEADY

2020.11.18

2020 INVESTOR CONFERENCE

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

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• Company Profile

二

• Sales & Marketing

三

• Competitive Advantages

四

• Financial Performance

五

• Market and Business Outlook

• Company Profile

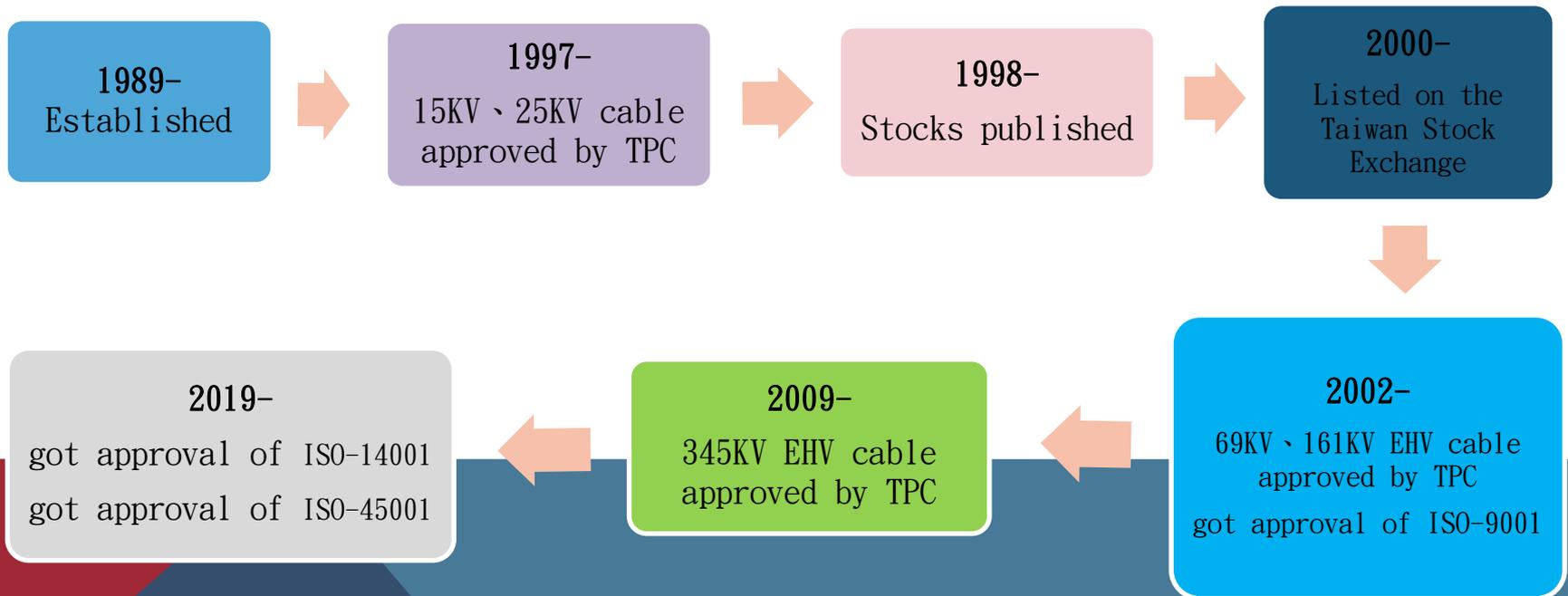


Stock Code : 1618

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

EMPLOYEES : 231 (2020/09/30)

Historical :



• Company Profile



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)



• Company Profile



2020 INVESTOR CONFERENCE



• Sales & Marketing



PVC wire

General building wire ,
factory/industrial
wiring and control
cable.



Aluminum Cable

Overhead transmission
line.



Lan Cable

Various Data cable.

• Sales & Marketing



Fiber Optic Cable

Optic Telecom Fixed
Networking.



XLPE Power Cable
&
Services Revenue

Underground
Transmission line.

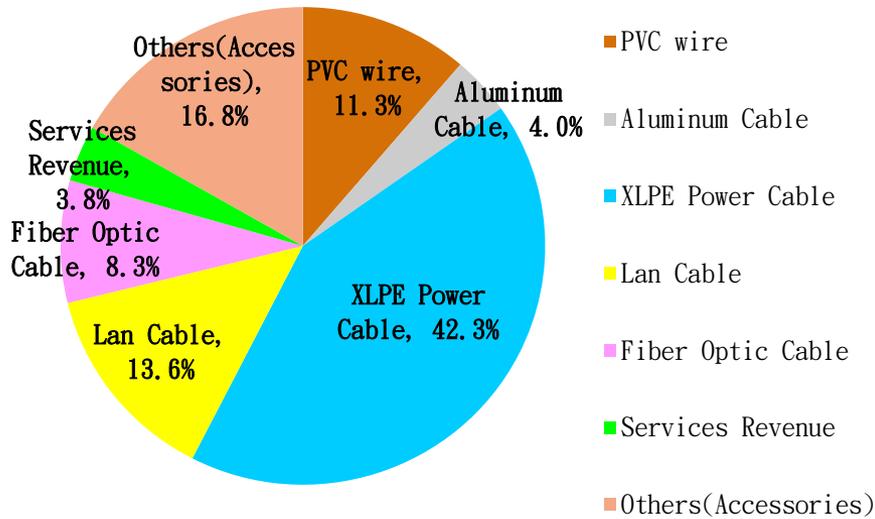


Accessories
&
Others

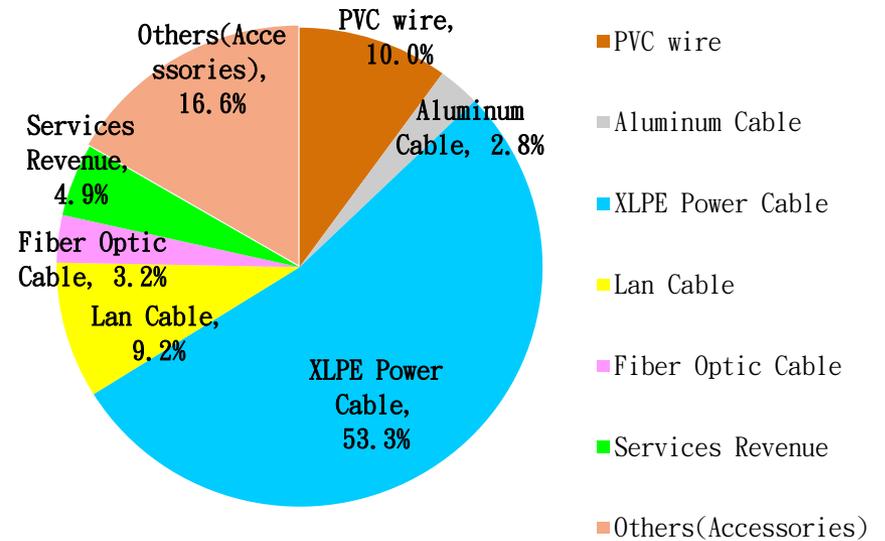
Overhead and underground
Transmission line.

Revenue ratio by product

2019 Revenue ratio



2020Q3 Revenue ratio

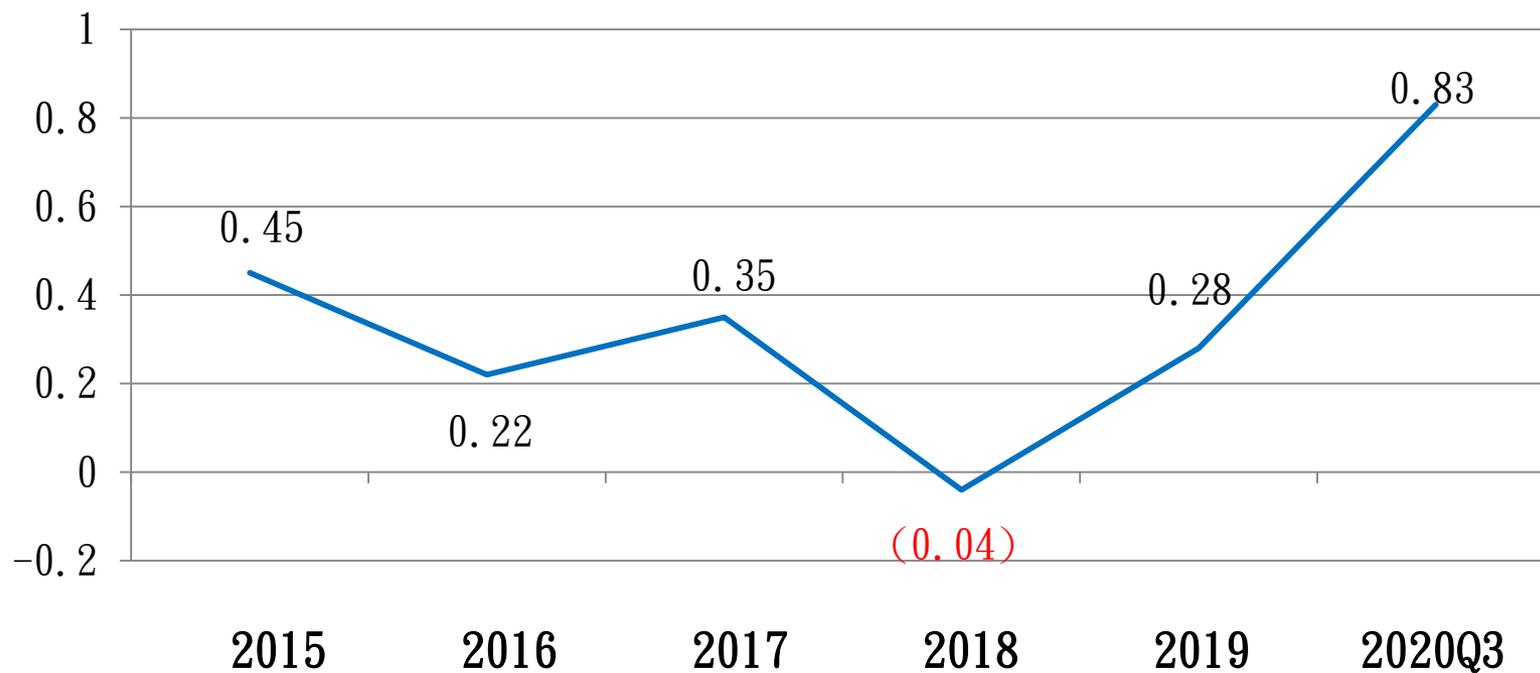




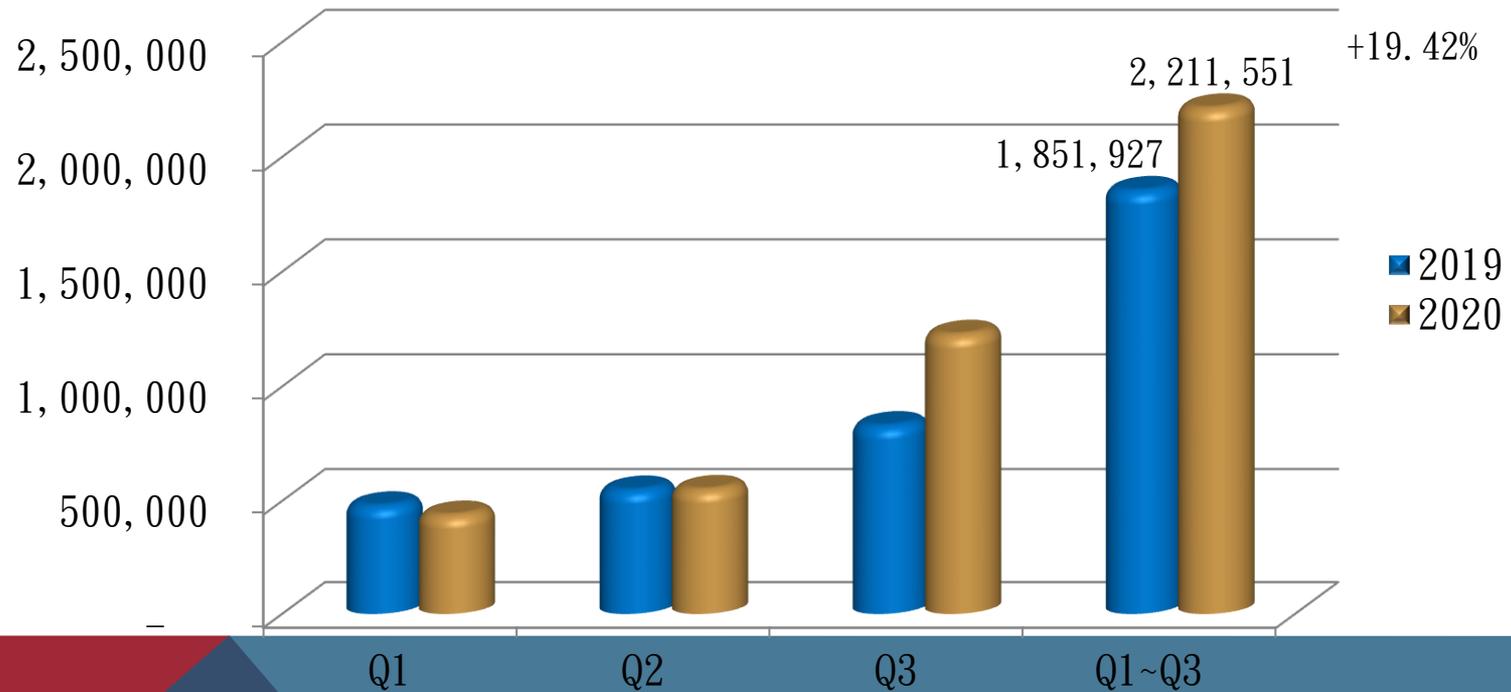
• Competitive Advantages

- 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, combined with group resources and diversified development ◦
- Sound Corporate Governance System and Talent Cultivation ◦

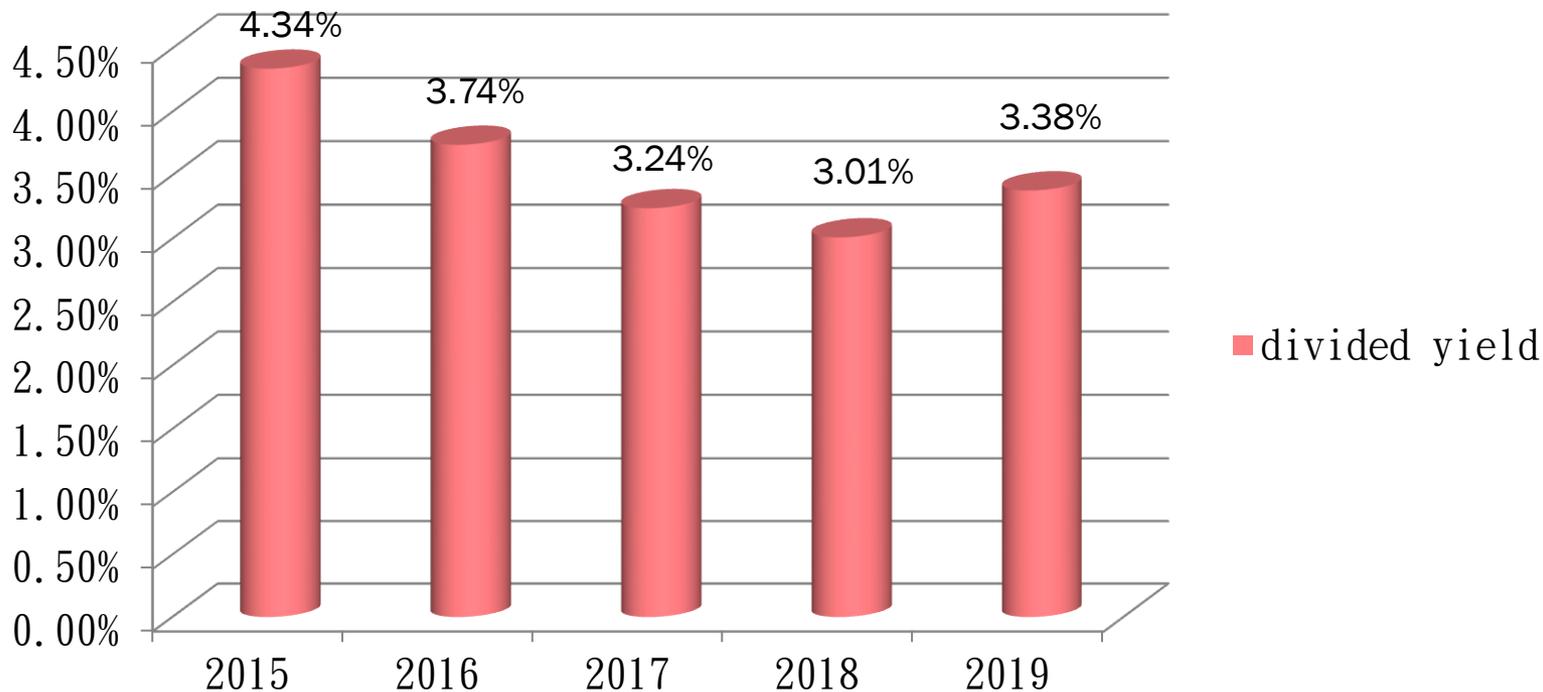
PROFITABILITY (EPS)



Sales



Cash Dividend & Dividend yield



Dividend (NTD)	2015	2016	2017	2018	2019
	0.35	0.3	0.3	0.3	0.3

Divided Yield=cash dividend per share / average closed stock price of the year

Cash Flow

thousands

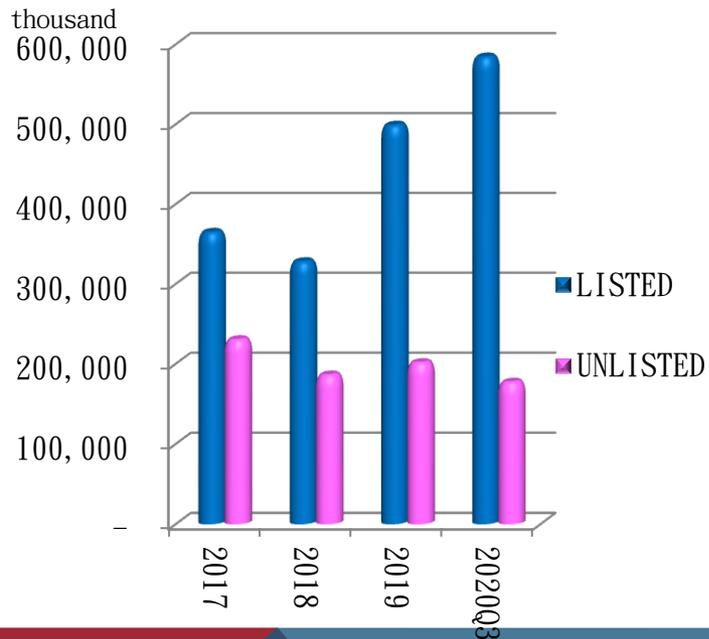
	Nine months, 2020	2019	2018
Cash and cash equivalents at beginning of period	669,334	1,007,355	883,531
Net cash flows from (used in) operating activities	318,796	(239,555)	188,435
Net cash flows from (used in) investing activities	(97,808)	(19,472)	7,510
Net cash flows from (used in) financing activities	(77,519)	(78,856)	(72,248)
Effect of exchange rate changes on cash and cash equivalents	(136)	(138)	127
Cash and cash equivalents at end of period	812,667	669,334	1,007,355

Financial Analysis

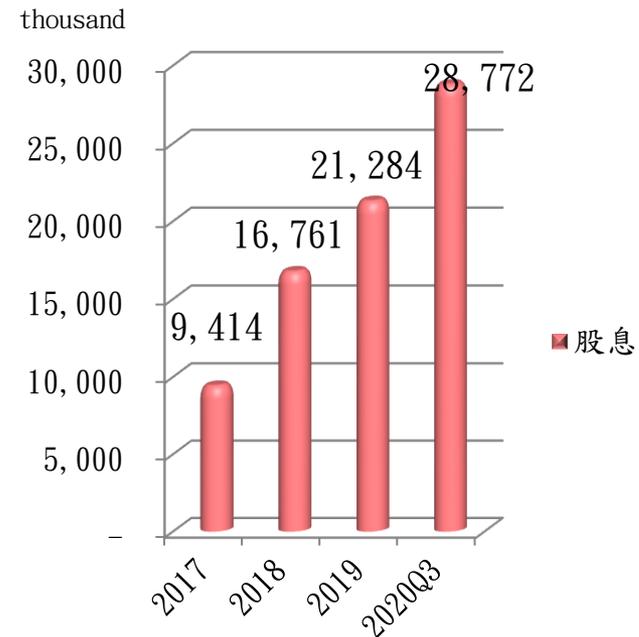
	2020/9/30	2019	2018
Debts Ratio	11.57%	11.27%	7.50%
Current Ratio	526.69%	546.81%	801.33%
Quick Ratio	373.96%	367.76%	592.34%
Average collection days	62	62	77
Average inventory days	111	99	103
Ratio or return on total assets	5.69%	1.54%	(0.24%)

SHIFTED INVESTMENT AND DIVIDEND INCOME

INVESTED AMOUNT



DIVIDEND INCOME



- 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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KEY.COM.TW