



HEC Company Presentation (3032)

A graphic of a globe showing the outlines of continents in white against a dark blue background. A curved band of text is wrapped around the globe, reading 'Green Earth Green Power Green HEC' in a light blue, sans-serif font.

Green Earth Green Power Green HEC

- 2017.11.20
- HEC
Group



Statement

This power point provide information include the estimated and estimated data, because of it has uncertain reasons, it possible cause the different between reality and PPT date.



Company Snapshot

Established	1979 / 02/16
Capital	NT\$ 1,132,856,260
Staffs	3000
Headquarter	No.225, Ln. 54, Sec. 2, Anhe Rd., Annan Dist., Tainan City 709, Taiwan (R.O.C.)
Factory location	Shenzhen, Dongguan, Yongfeng
Main product	Server, CASE, PSU





HEC Milestone

1979	Established
1989	Import computer case design and development technology
1996	To Establish professional case manufactory in Shenzhen obtained ISO9002 certification
1997	Import PSU design and development technology
1999	obtained ISO9001 certification
2001	listed company at OTC
2002	public traded company
2010	To Establish professional transformer manufactory in Jiangxi obtained ISO14001 certification
2012	obtained OHSAS18001 certification
2015	To Establish second professional PSU manufactory in Dongguan
2016	Acquired Optima Ltd., 60% stock in April Acquired LFE Ltd., 50.48% stock in June



HEC GROUP



PC Chassis



Storage



Medical Bed



Server



Server



Adjustable Bed



LED Driver & Lighting



NCT



Power Supply



POS



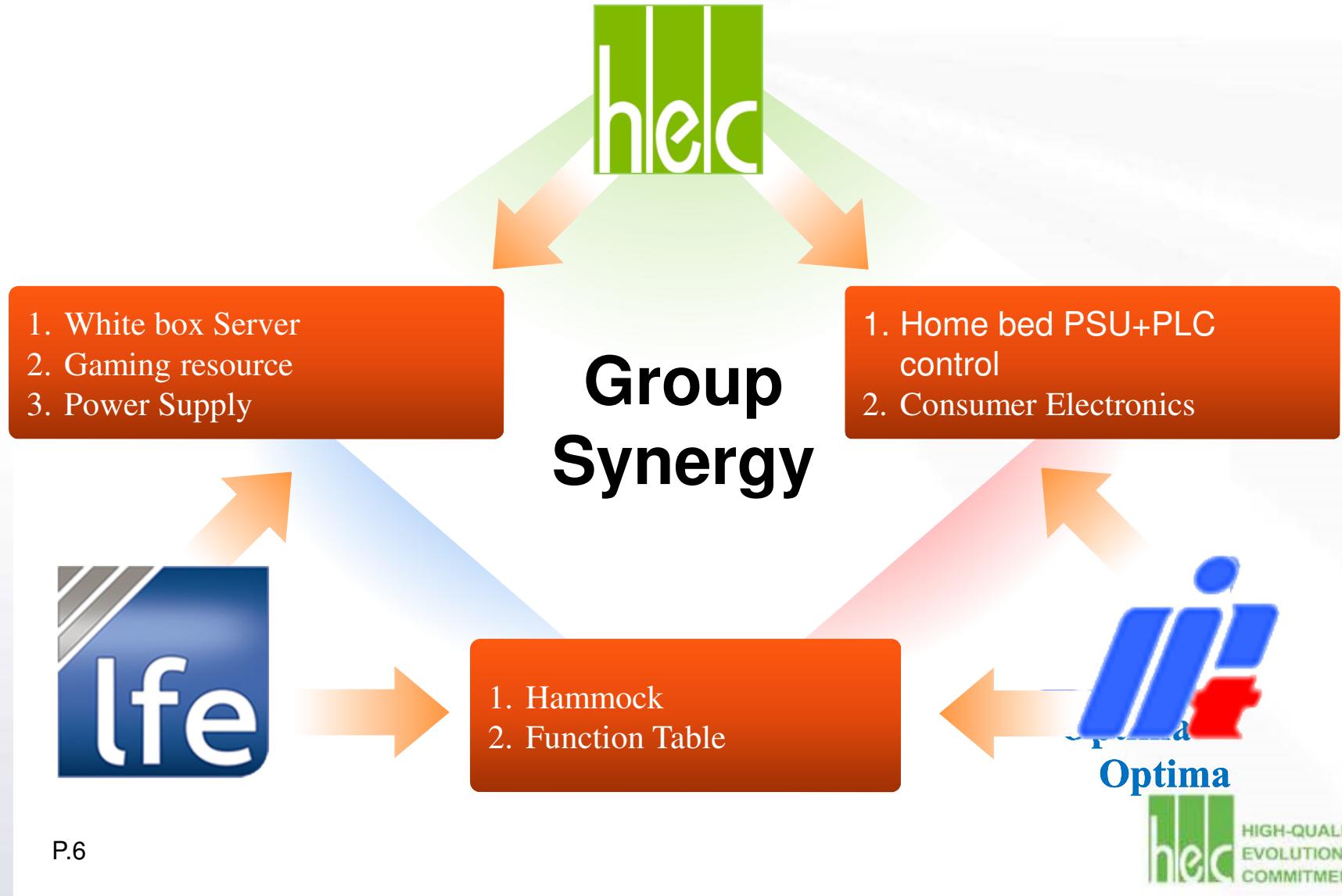
Medical Chair



Medical Accessories



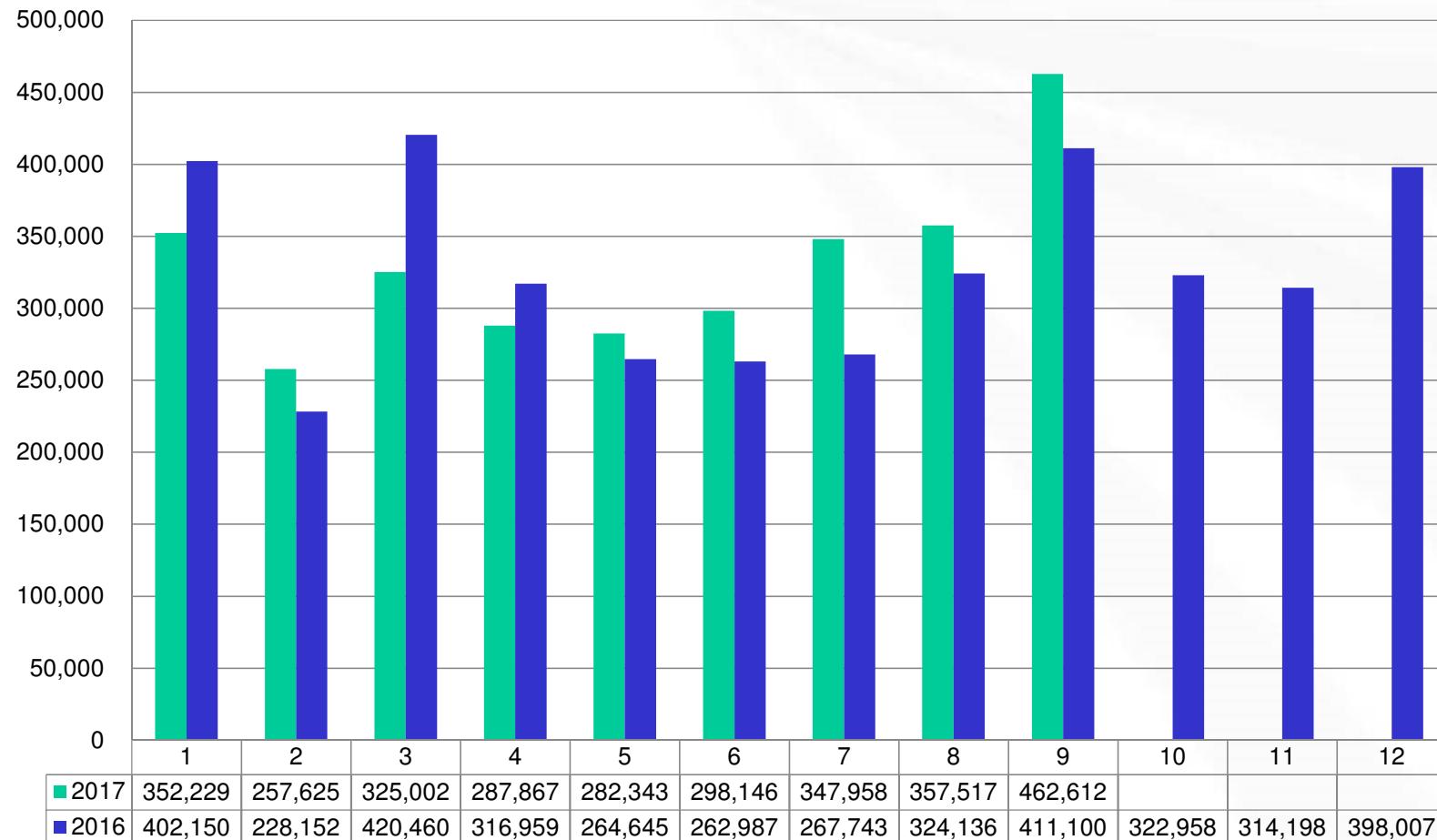
Group Synergy





NT\$K

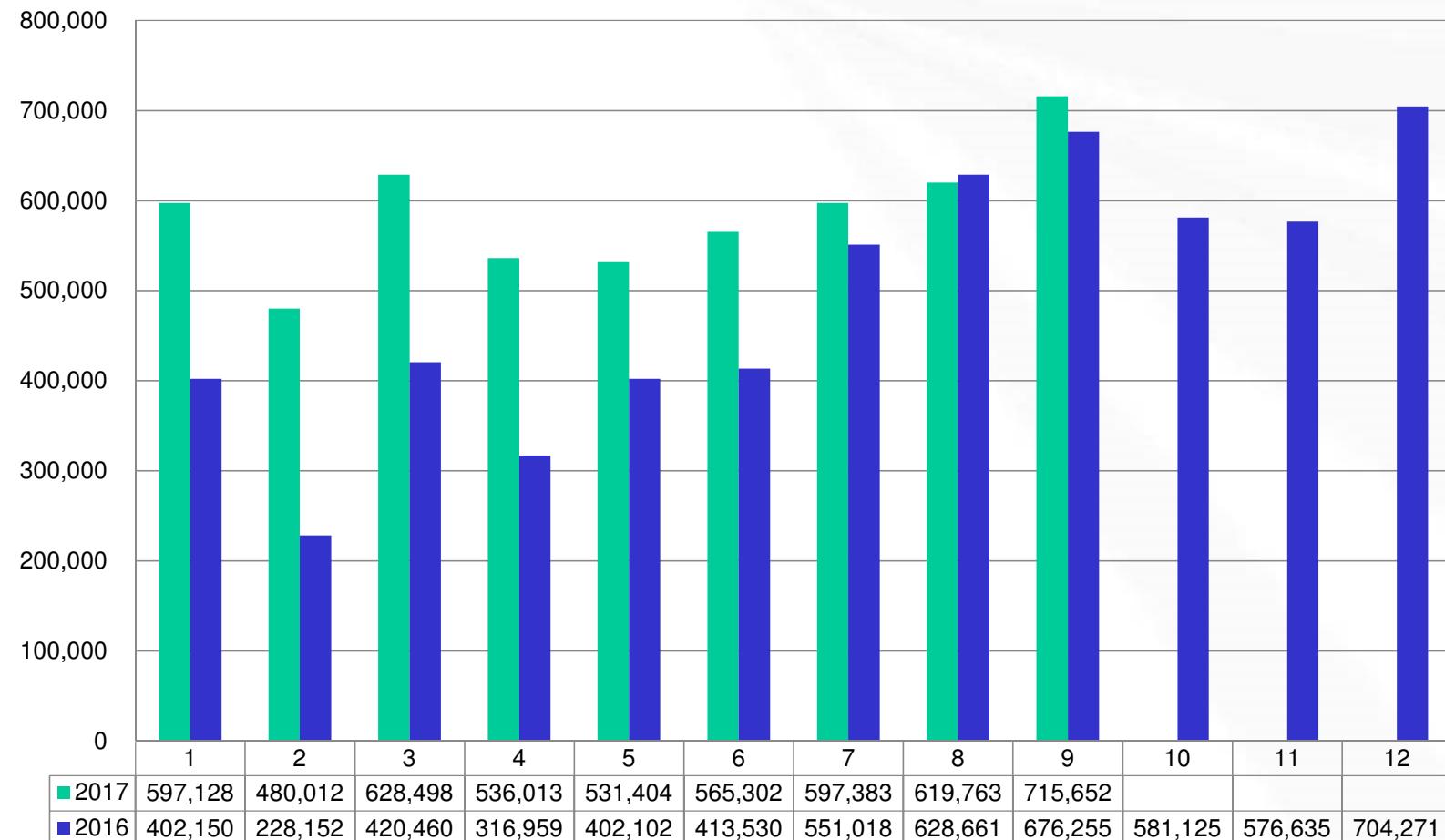
HEC Monthly Sales





NT\$K

HEC GROUP Monthly Sales





HEC

NT\$K

	2017 1~3Q	2016 1~3Q	YoY%
Net Revenue	2,845,082	2,609,163	9.0%
COGS	2,377,433	2,306,574	3.1%
Gross Profit	467,649	302,589	54.5%
Operating Expenses	188,842	169,650	11.3%
Operating Profit	278,807	132,939	109.7%
Net Income	205,943	270,768	-23.9%
After Tax EPS (NT\$)	1.82	2.62	
GPM	16%	12%	
OPM	7%	7%	
Profit ratio	7%	10%	



HEC GROUP

NT\$K

	2017 1~3Q	2016 1~3Q	YoY%
Net Revenue	5,283,535	4,091,183	29.1%
COGS	4,303,166	3,356,658	28.2%
Gross Profit	980,369	734,525	33.5%
Operating Expenses	633,462	452,800	39.9%
Operating Profit	346,907	281,725	23.1%
Net Income	248,184	275,420	-9.9%
Net Income Attributable to:			
Shareholders of the Parent	205,943	270,768	-23.9%
After Tax EPS (NT\$)	1.82	2.62	
GPM	18%	18%	
OPM	12%	11%	
Profit ratio	5%	7%	



Group Revenue Share by Products

Products	%
PC Chassis	22%
Server Chassis	17%
Power Supply	23%
Medical Equipment	21%
Others	17%



Dividend Policy

Year	EPS	Cash div	Div payout Ratio
2016	3.81	2.2	58%
2015	2.62	2	76%
2014	2.06	2	97%
2013	0.48	0.5	104%



Thank you.

Q&A