



# HEC Company Presentation (3032)

Green Earth Green Power Green HEC

- 2018.12.04
- 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	Tainan, Dongguan, Yongfeng
Main product	Server, CASE, PSU





# HEC Milestone

<b>1979</b>	Established
<b>1989</b>	Import computer case design and development technology
<b>1996</b>	To Establish professional case manufactory in Shenzhen obtained ISO9002 certification
<b>1997</b>	Import PSU design and development technology
<b>1999</b>	obtained ISO9001 certification
<b>2001</b>	listed company at OTC
<b>2002</b>	public traded company
<b>2010</b>	To Establish professional transformer manufactory in Jiangxi obtained ISO14001 certification
<b>2012</b>	obtained OHSAS18001 certification
<b>2015</b>	To Establish second professional PSU manufactory in Dongguan
<b>2016</b>	Acquired Optima Ltd., 60% stock in April Acquired LFE Ltd., 50.48% stock in June
<b>2018</b>	Has been finished moving the plant from Shenzhen to Dongguan and government compensation income has been also accounted on Q2. Production efficiency has gradually improved on Q3.



# HEC GROUP



PC Chassis



Storage



Medical Bed



Server



Server



Adjustable Bed



LED Driver & Lighting



NCT



Medical Chair



Power Supply



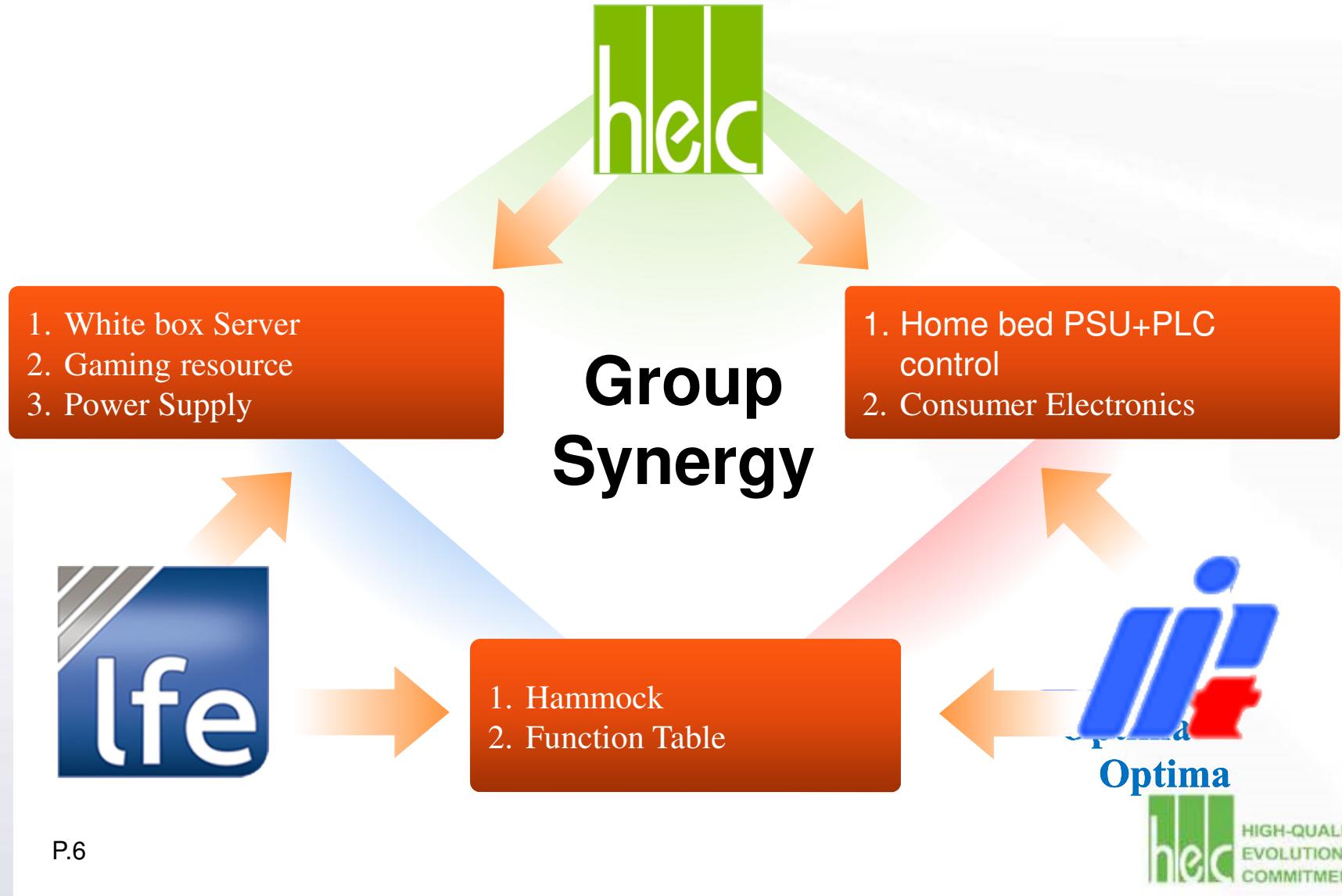
POS



Medical Accessories



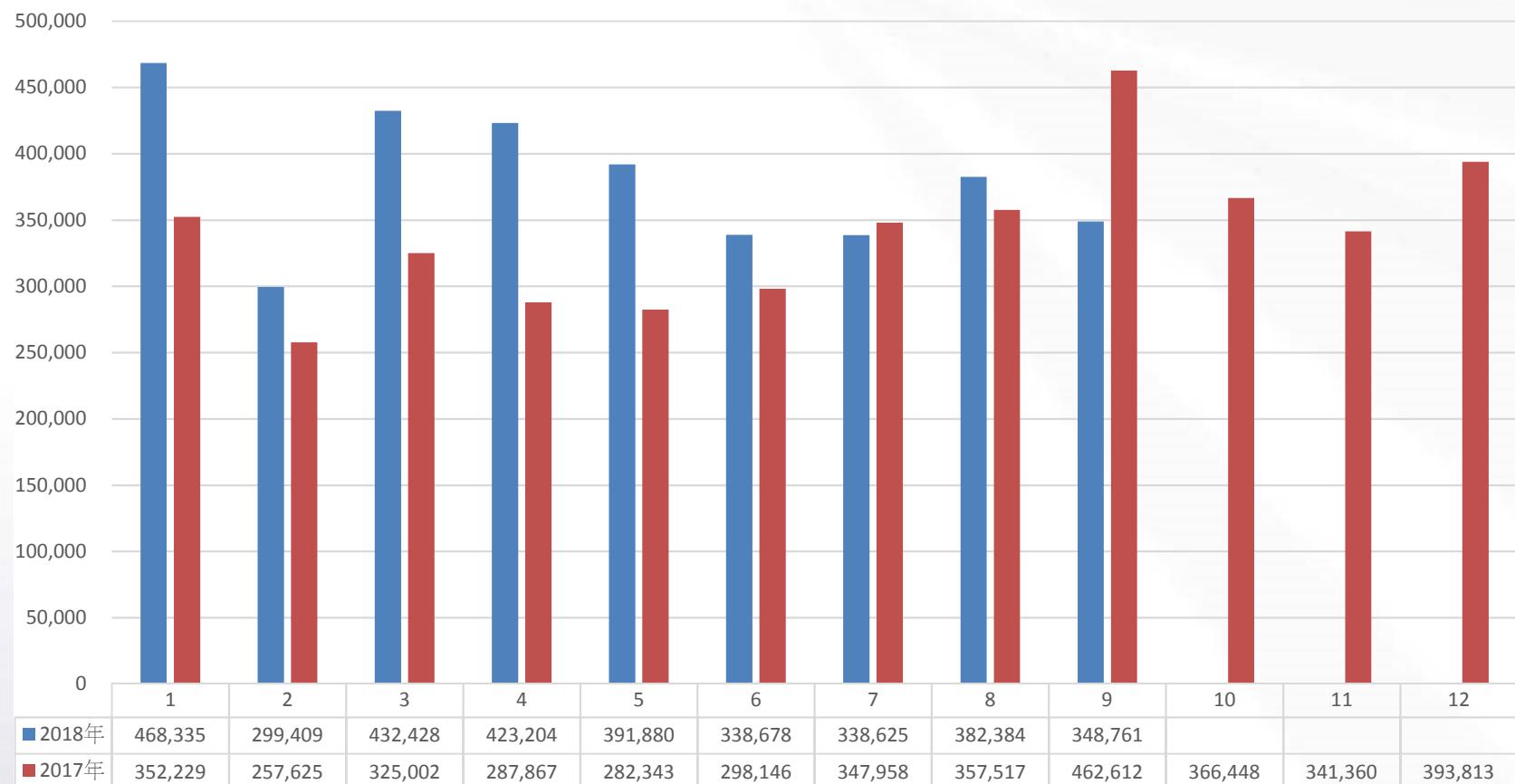
# Group Synergy





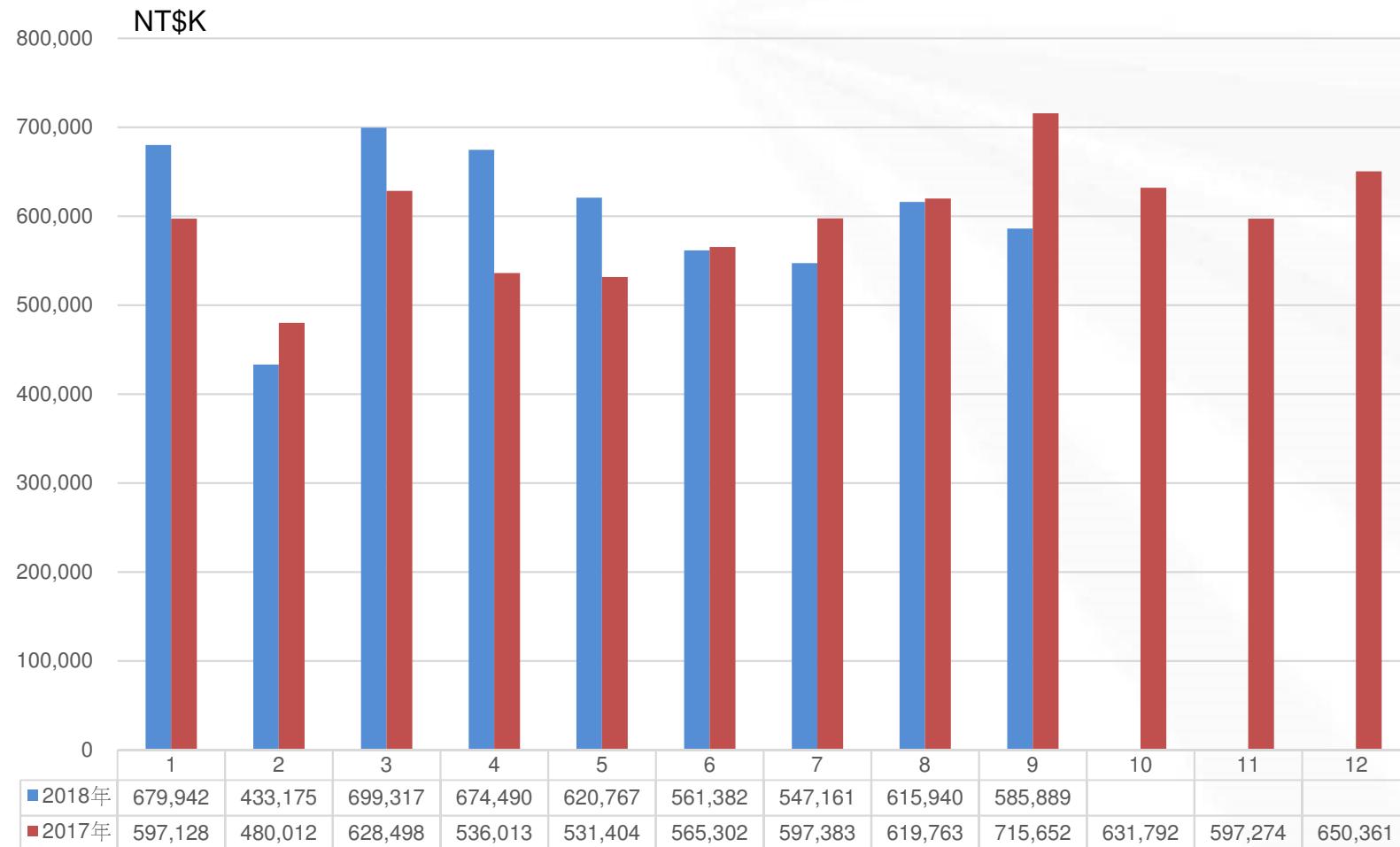
NT\$K

## HEC Monthly Sales





## HEC Group Monthly Sales



**HEC**

			NT\$K
	2018 1-3Q	2017 1~3Q	YoY%
<b>Net Revenue</b>	3, 391, 705	2, 845, 082	19. 21%
<b>COGS</b>	3, 078, 254	2, 377, 433	29. 48%
<b>Gross Profit</b>	313, 451	467, 649	-32. 97%
<b>Operating Expenses</b>	216, 109	188, 842	14. 44%
<b>Operating Profit</b>	97, 342	278, 807	-65. 09%
<b>Net Income after tax</b>	344, 407	205, 943	67. 23%
<b>EPS after Tax (NT\$)</b>	3. 04	1. 82	
<b>GPM</b>	9%	16%	
<b>OPM</b>	6%	7%	
<b>Operating Profit ratio</b>	3%	10%	
<b>Net Profit after Tax ratio</b>	10%	7%	



<b>HEC GROUP</b>		NT\$K	
	2018 1~3Q	2017 1~3Q	YoY%
<b>Net Revenue</b>	5, 451, 949	5, 283, 535	3. 19%
<b>COGS</b>	4, 760, 532	4, 303, 166	10. 63%
<b>Gross Profit</b>	691, 417	980, 369	-29. 47%
<b>Operating Expenses</b>	682, 050	633, 462	7. 67%
<b>Other income and loss</b>	415, 955	0	-
<b>Operating Profit</b>	425, 322	346, 907	22. 60%
<b>Net Income after tax</b>	362, 324	248, 184	45. 99%
<b>Net Income Attributable to:</b>			
<b>Shareholders of the Parent</b>	344, 407	205, 943	67. 23%
<b>EPS after Tax (NT\$)</b>	3. 04	1. 82	
<b>GPM</b>	13%	19%	
<b>OPM</b>	13%	12%	
<b>Operating Profit ratio</b>	8%	7%	
<b>Net Profit after Tax ratio</b>	7%	5%	



## Group Revenue Share by Products

Products	%
PC Chassis	24%
Server Chassis	21%
Power Supply	24%
Medical Equipment	15%
Others	16%



# Dividend Policy

Year	EPS	Cash div	Div payout Ratio
2017	2.15	2	93%
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