



# HEC Company Presentation (3032)

A graphic of a globe showing the outlines of continents against a blue gradient background. The text 'Green Earth Green Power Green HEC' is curved along the top edge of the globe.

Green Earth Green Power Green HEC

- 2019.12.13
- 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, Gaming Case, PSU, Medical equipment and Home furniture





# HEC Milestone

1979	<ul style="list-style-type: none"><li>● Established</li></ul>
1989	<ul style="list-style-type: none"><li>● Import computer case design and development technology</li></ul>
1996	<ul style="list-style-type: none"><li>● To Establish professional case manufactory in Shenzhen</li><li>● Obtained ISO9002 certification</li></ul>
1997	<ul style="list-style-type: none"><li>● Import PSU design and development technology</li></ul>
1998-1999	<ul style="list-style-type: none"><li>● To Establish professional PSU manufactory in Shenzhen</li><li>● Obtained ISO9001 certification</li></ul>
2001-2002	<ul style="list-style-type: none"><li>● listed company at OTC and TWSE</li></ul>
2010	<ul style="list-style-type: none"><li>● To Establish professional transformer manufactory in Jiangxi</li><li>● Obtained ISO14001 certification</li></ul>
2012	<ul style="list-style-type: none"><li>● Obtained OHSAS18001 certification</li></ul>
2015	<ul style="list-style-type: none"><li>● To Establish second professional PSU manufactory in Dongguan</li></ul>
2016	<ul style="list-style-type: none"><li>● Acquired Optima Ltd., 60% stock in April</li><li>● Acquired LFE Ltd., 50.48% stock in June</li></ul>
2018	<ul style="list-style-type: none"><li>● Moving the plant from Shenzhen to Dongguan</li><li>● To Establish professional PSU manufactory in Jiangxi</li></ul>
2019	<ul style="list-style-type: none"><li>● To Establish professional case and PSU manufactory in Taiwan</li></ul>



# HEC GROUP



PC Chassis



Storage



Medical Bed



Server



Server



Adjustable Bed



LED Driver & Lighting



NCT



Medical Chair



Power Supply



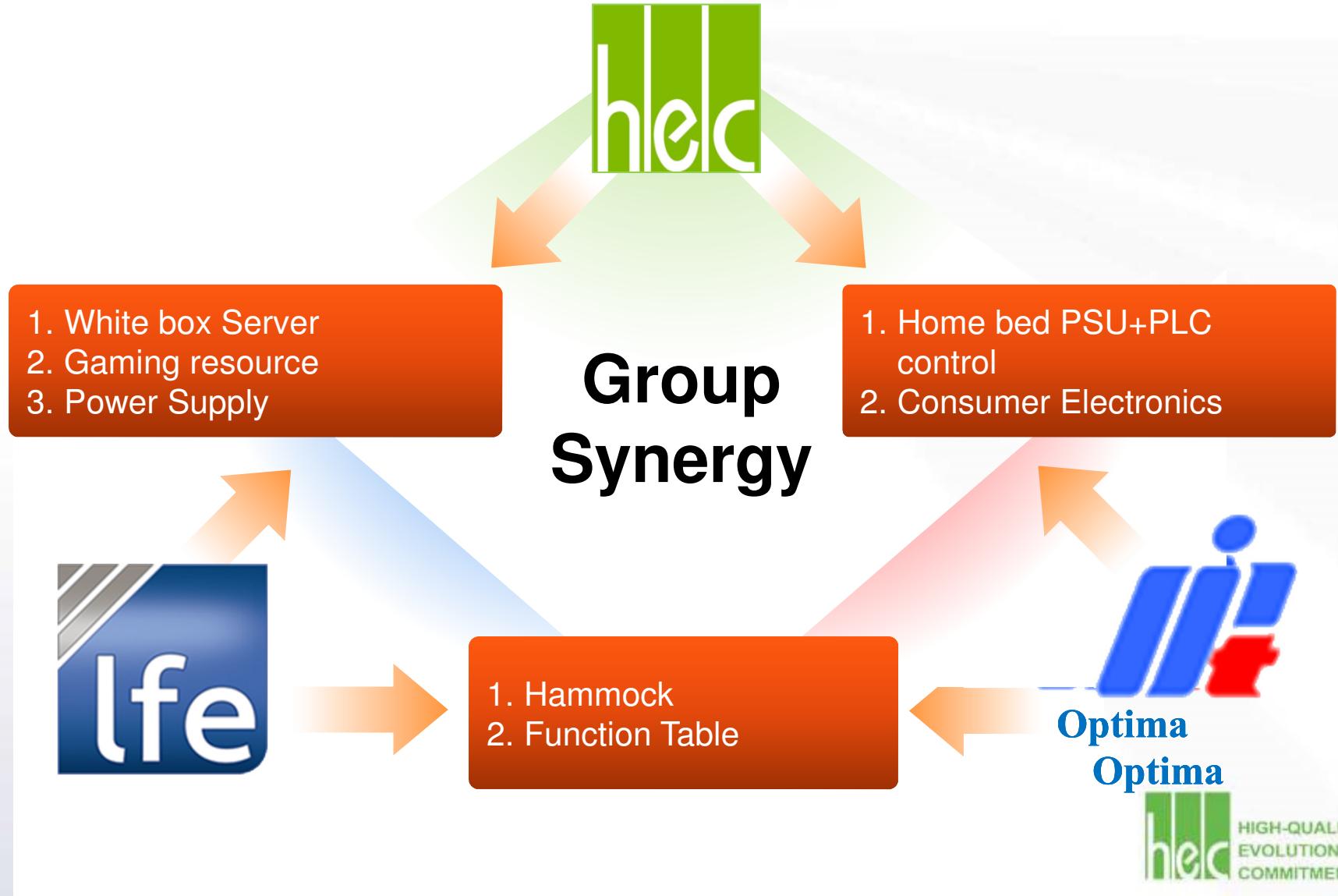
POS



Medical Accessories

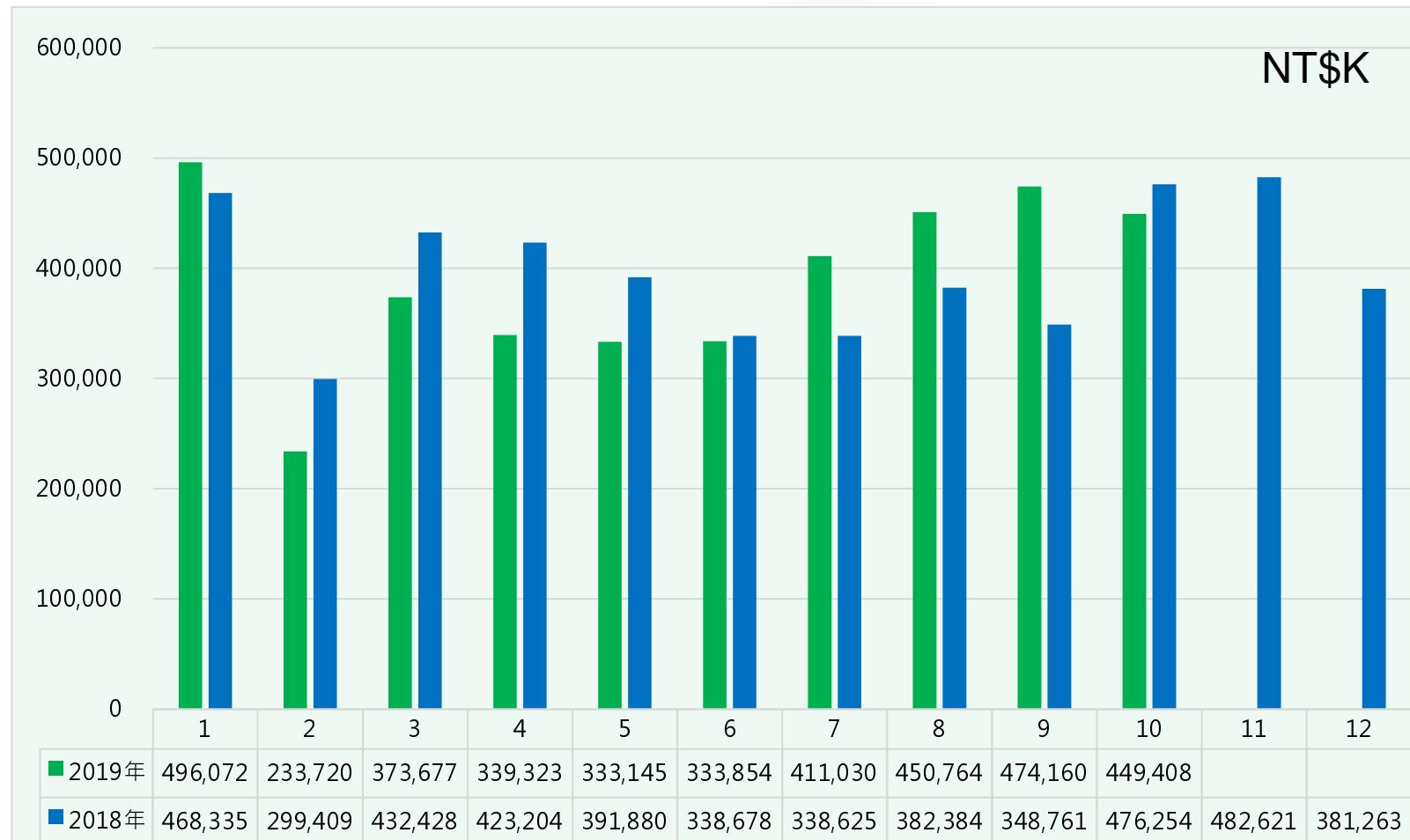


# Group Synergy



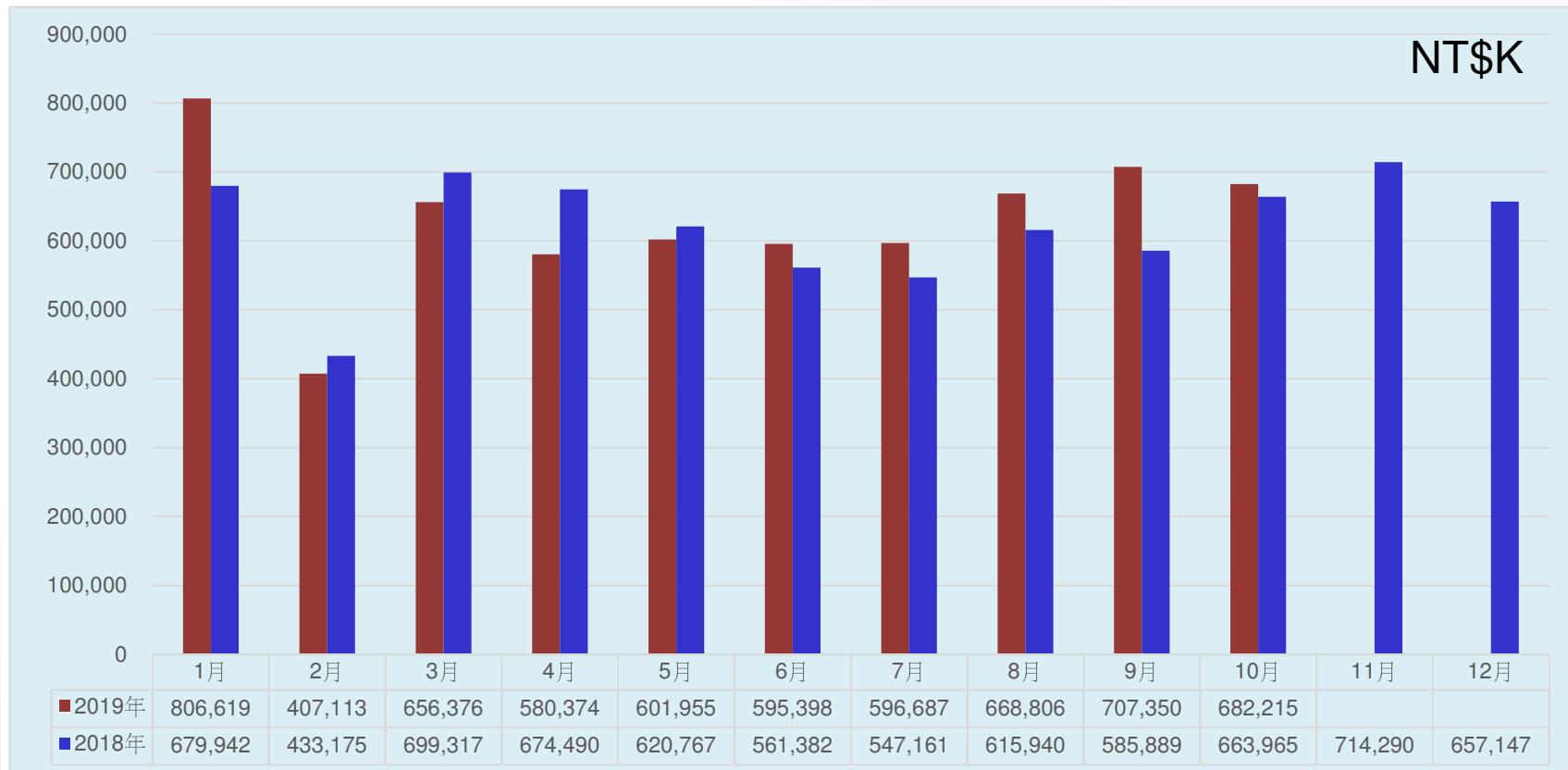


# HEC Monthly Sales





# HEC Group Monthly Sales





## HEC Group Profit

NT\$K	2019 1-3Q	2018 1-3Q	YoY%
Net Revenue	5,637,849	5,451,949	3.41%
COGS	4,782,301	4,760,532	0.46%
Gross Profit	855,548	691,417	23.74%
Operating Expenses	667,752	682,050	-2.10%
Other income and loss (Note)	0	415,955	-100.00%
Operating Profit	187,796	425,322	-55.85%
Net Income after tax	270,207	362,324	-25.42%
Shareholders of the Parent	214,054	344,407	-37.85%
EPS after Tax (NT\$)	1.91	3.04	
GPM	15%	13%	
OPM	12%	13%	
Operating Profit ratio	3%	8%	
Net Profit after Tax ratio	5%	7%	

(Note) Other income \$415,955 was Shenzhen factory's Compensation revenue deducting related expense.



## HEC Group Revenue Share by Product

	NT\$K	2019 1-3Q	%	2018 1-3Q	%
Case	2,408,707	43%	2,499,781	46%	
PSU	1,379,060	24%	1,299,300	24%	
Medical and Furniture Bed	1,150,990	20%	807,358	15%	
Others	699,092	13%	845,510	15%	
Total	5,637,849	100%	5,451,949	100%	



## *Dividend Policy*

Year	EPS(NT)	Cash Div	Div Payout Ratio
2018	3.70	2.25	61%
2017	2.15	2	93%
2016	3.81	2.2	58%
2015	2.62	2	76%
2014	2.06	2	97%



Thank you.

Q&A