



# Hiwin Technologies Corp.

## 2016 Q2 Investor Conference

**Mr. Leo Liao**  
Associate Vice President  
August 10, 2016



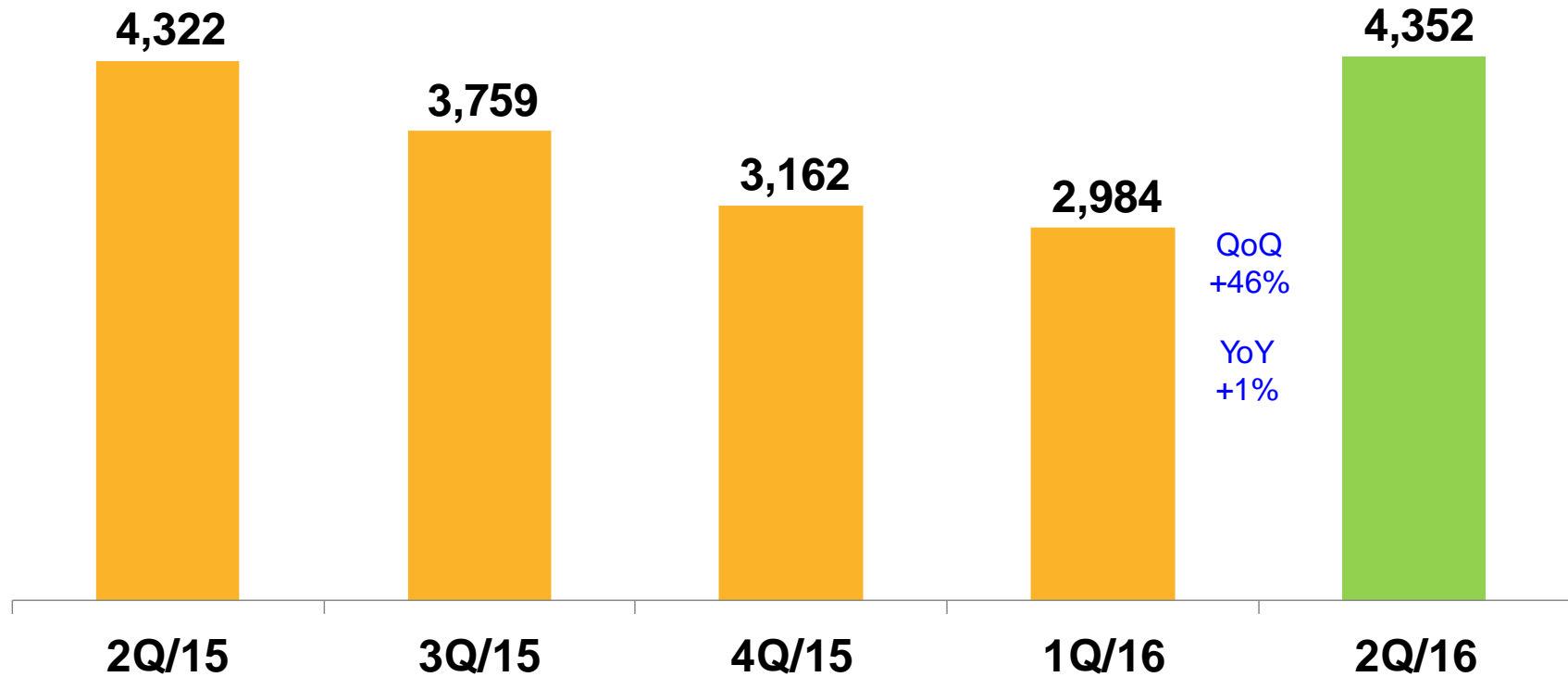
# Agenda

1. Management Performance
2. Honors and Awards

# 1. Management Performance (1/13)

## ● Sales

Unit: NT\$ million

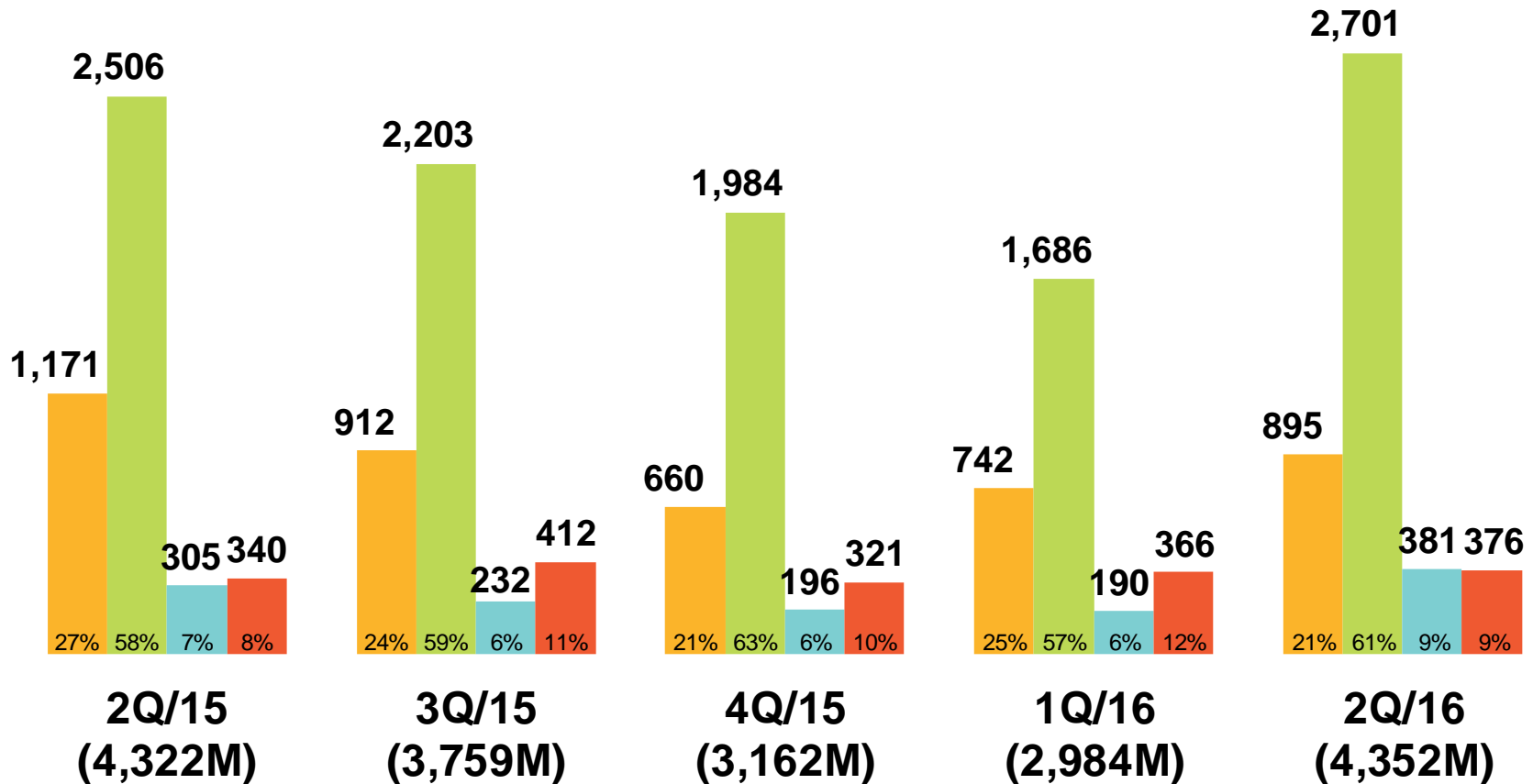


# 1. Management Performance (2/13)

## ● Sales by Products

Unit: NT\$ million

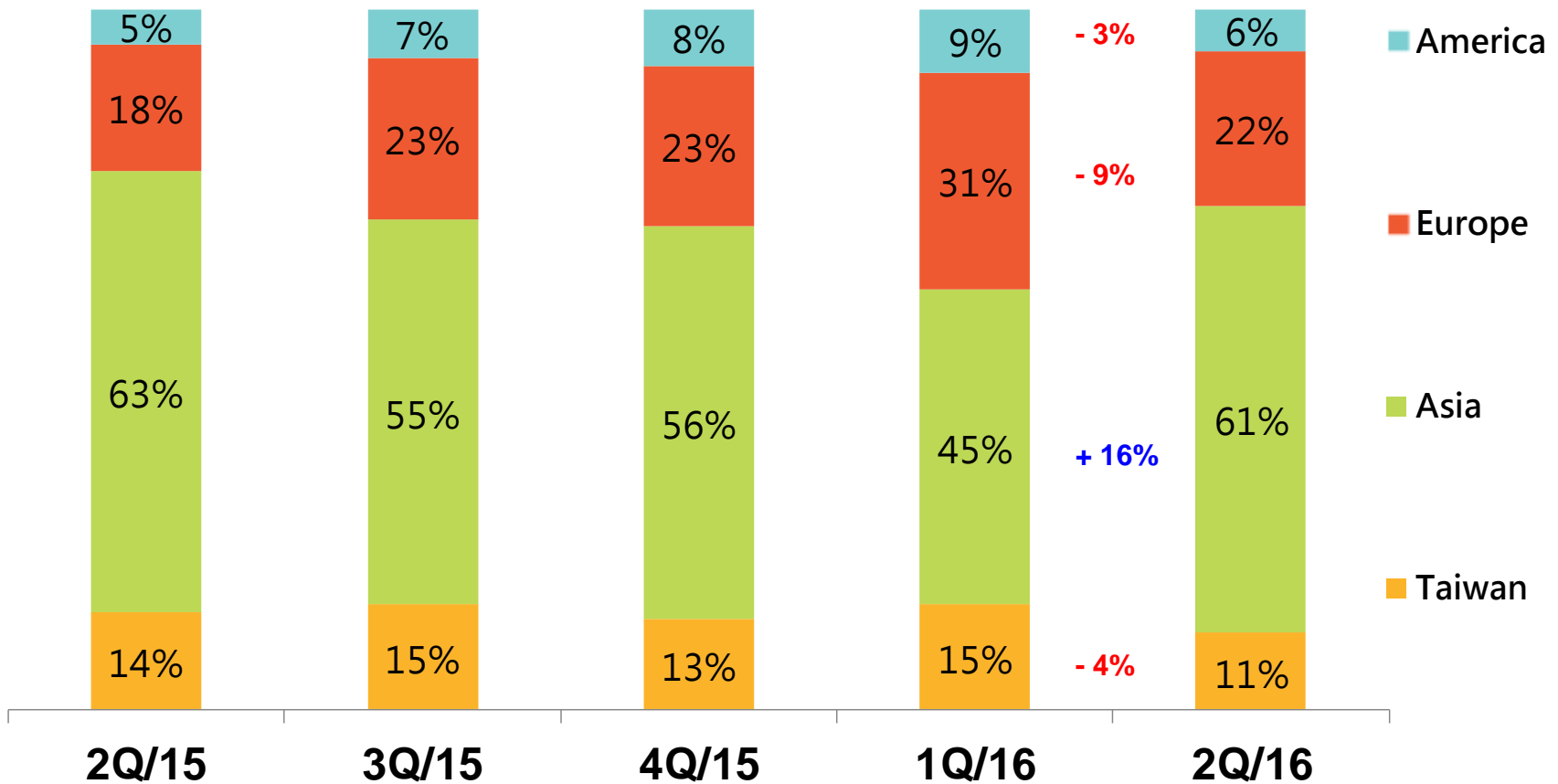
■ Ballscrew ■ Linear Guideway ■ Industrial Robot ■ Others



# 1. Management Performance (3/13)

## ● Sales by Regions

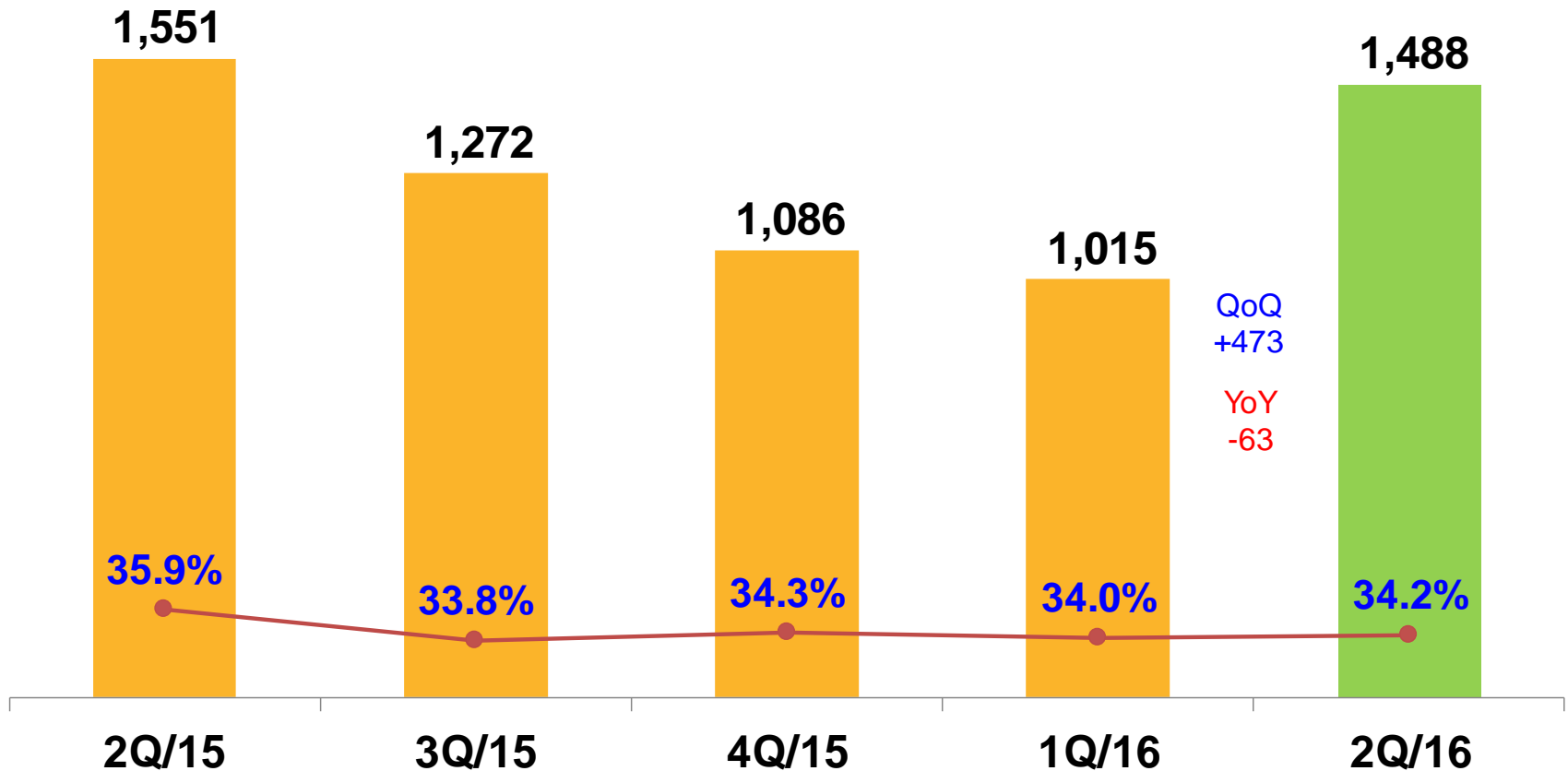
Unit: %



# 1. Management Performance (4/13)

## ● Gross Profit

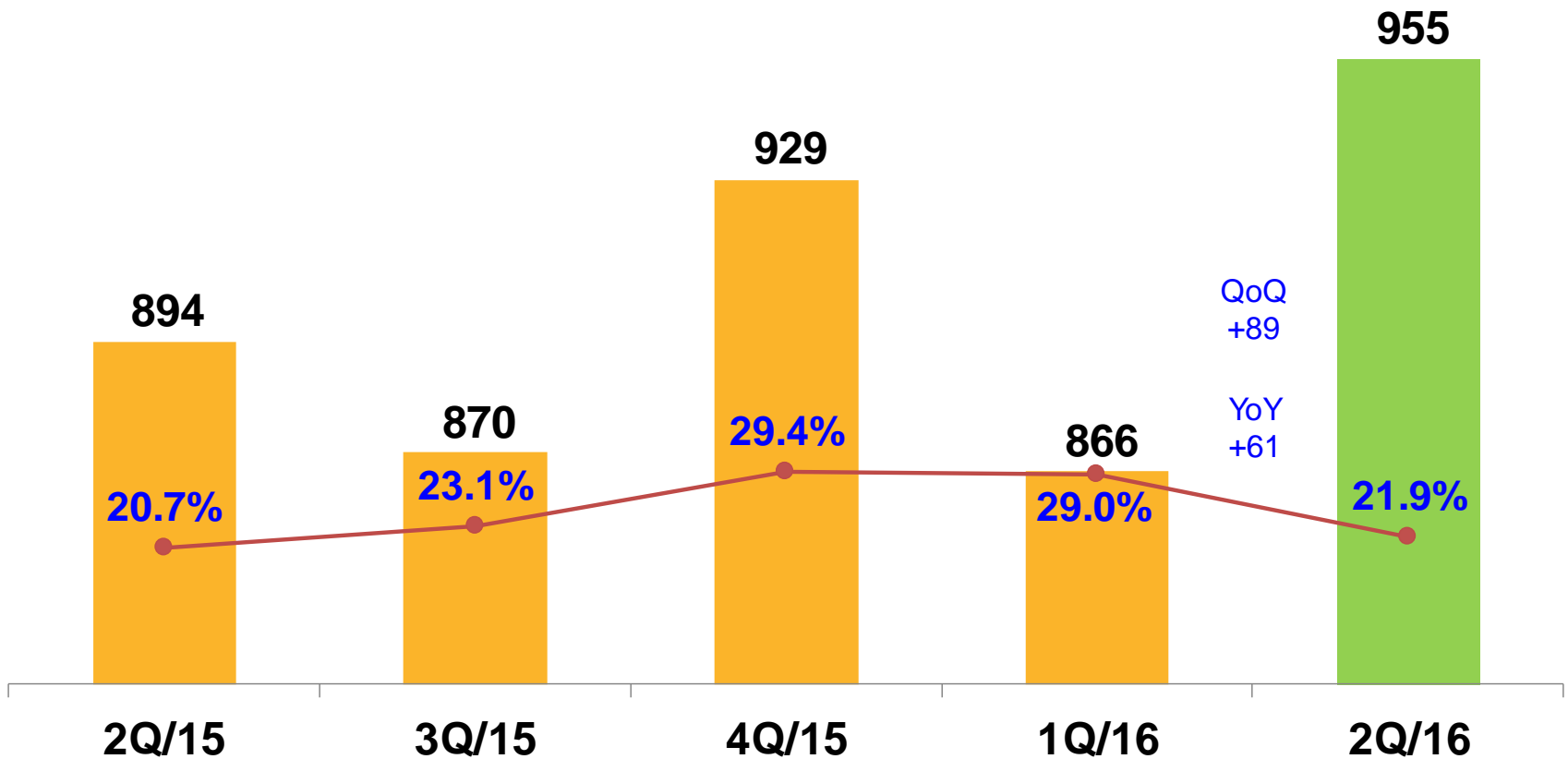
Unit: NT\$ million; % of Sales



# 1. Management Performance (5/13)

## ● Operating Expenses

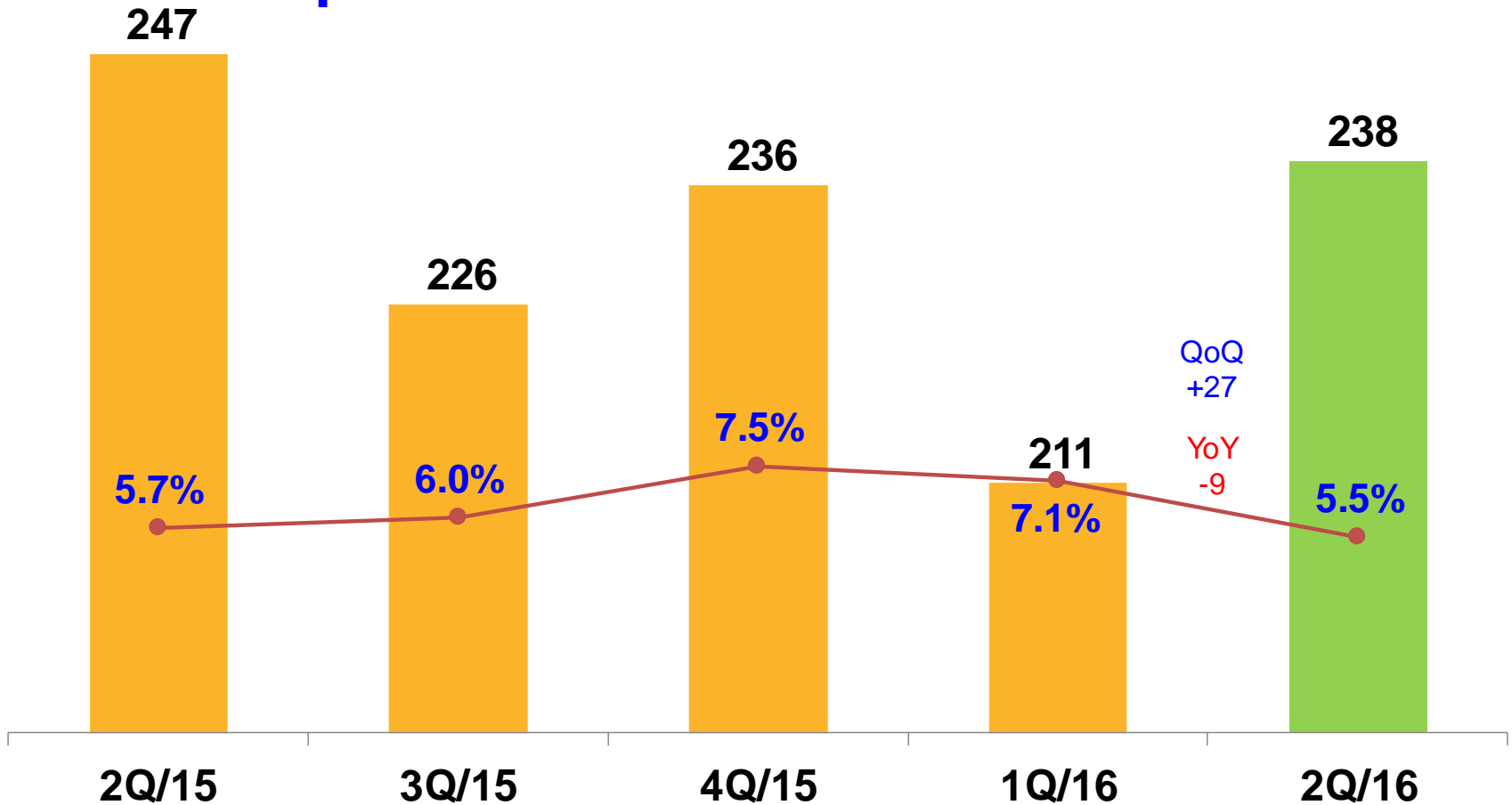
Unit: NT\$ million; % of Sales



# 1. Management Performance (6/13)

## ● R&D Expenses

Unit: NT\$ million; % of Sales

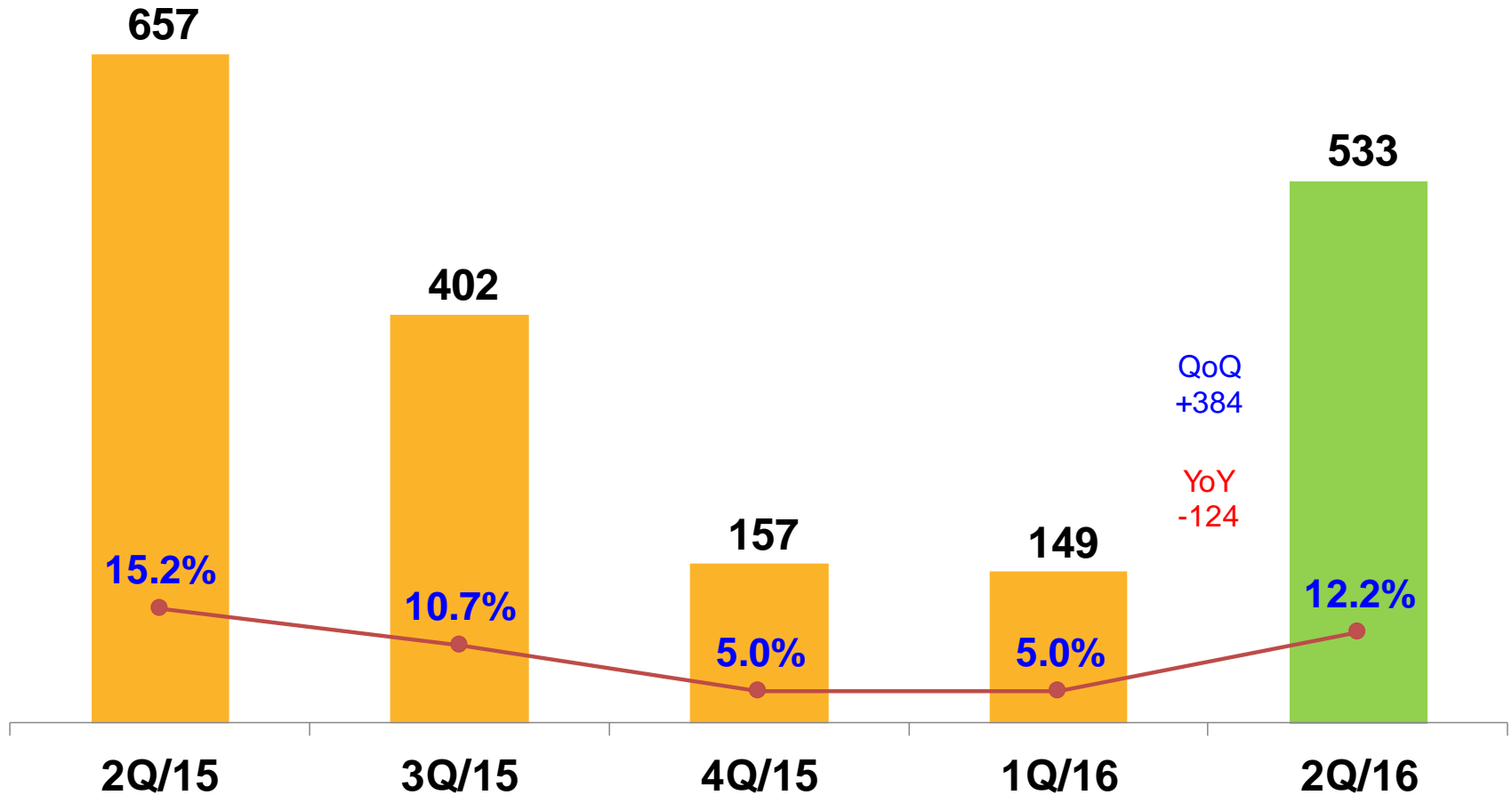




# 1. Management Performance (7/13)

## ● Operating Profit

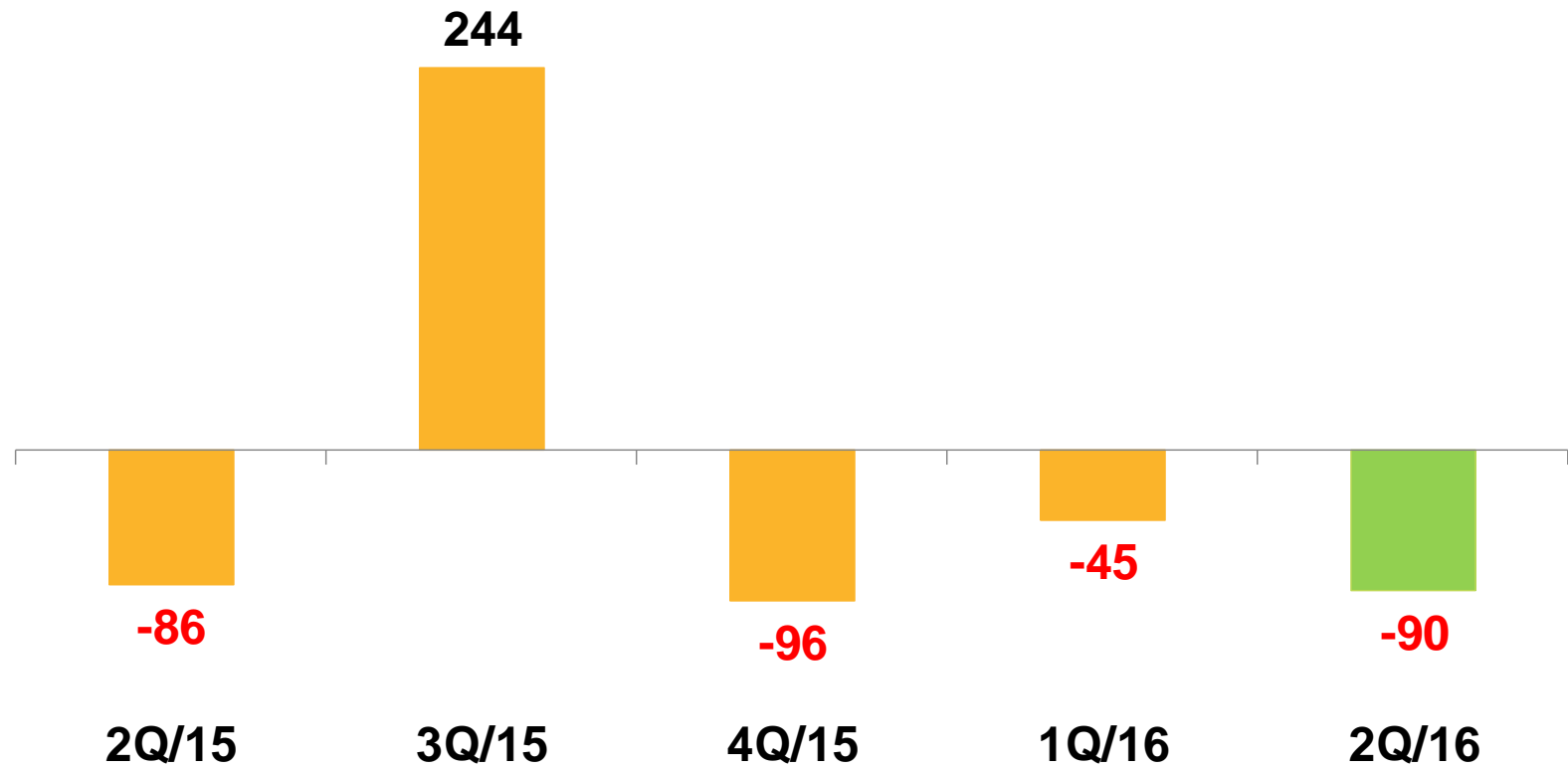
Unit: NT\$ million; % of Sales



# 1. Management Performance (8/13)

## ● Non-operating Gain (Loss)

Unit: NT\$ million

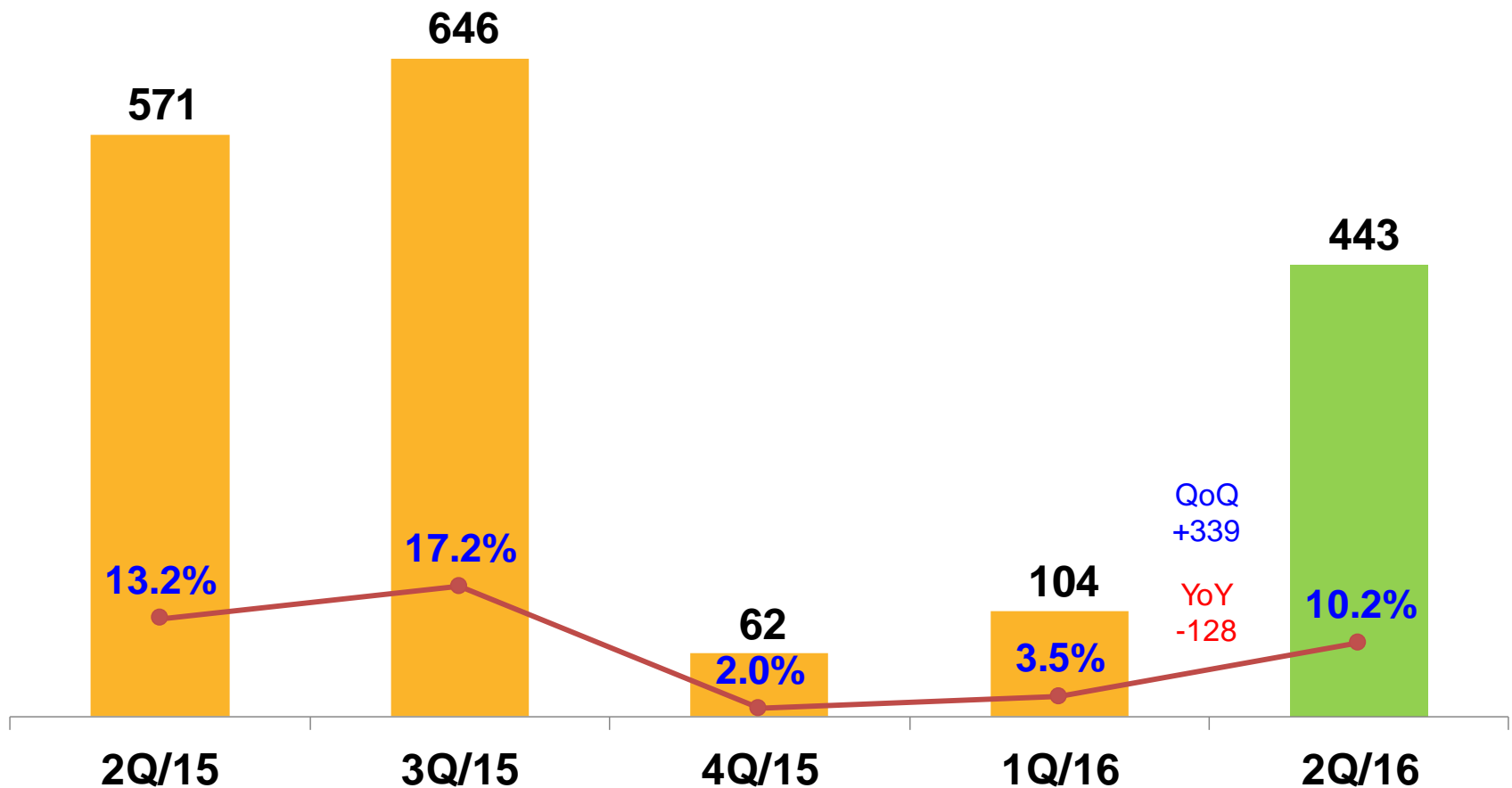


FX Gain(Loss)	-51	305	-166	-21	-102
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# 1. Management Performance (9/13)

## ● Net Income Before Tax

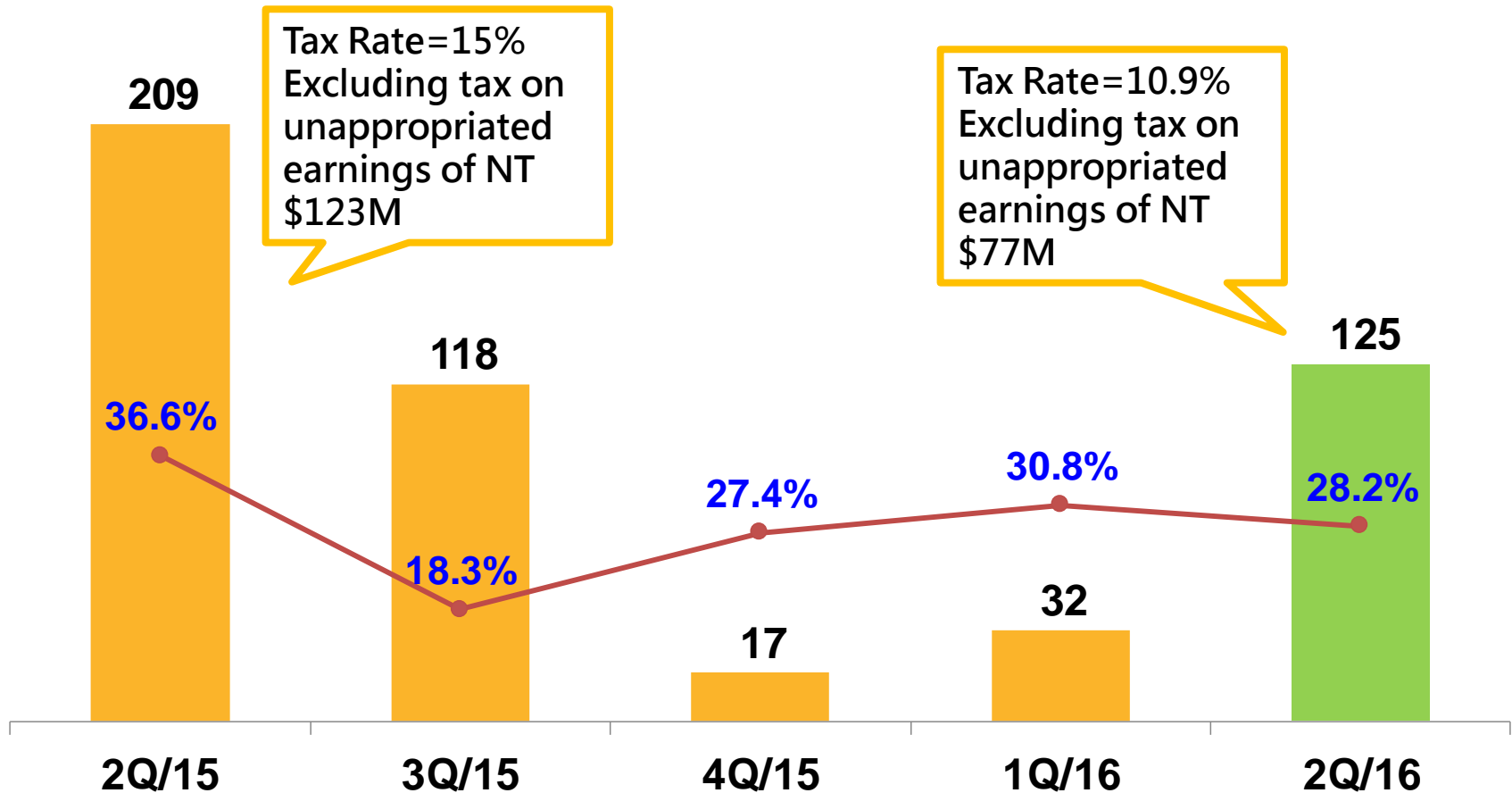
Unit: NT\$ million; % of Sales



# 1. Management Performance (10/13)

## ● Tax & Effective Tax Rate

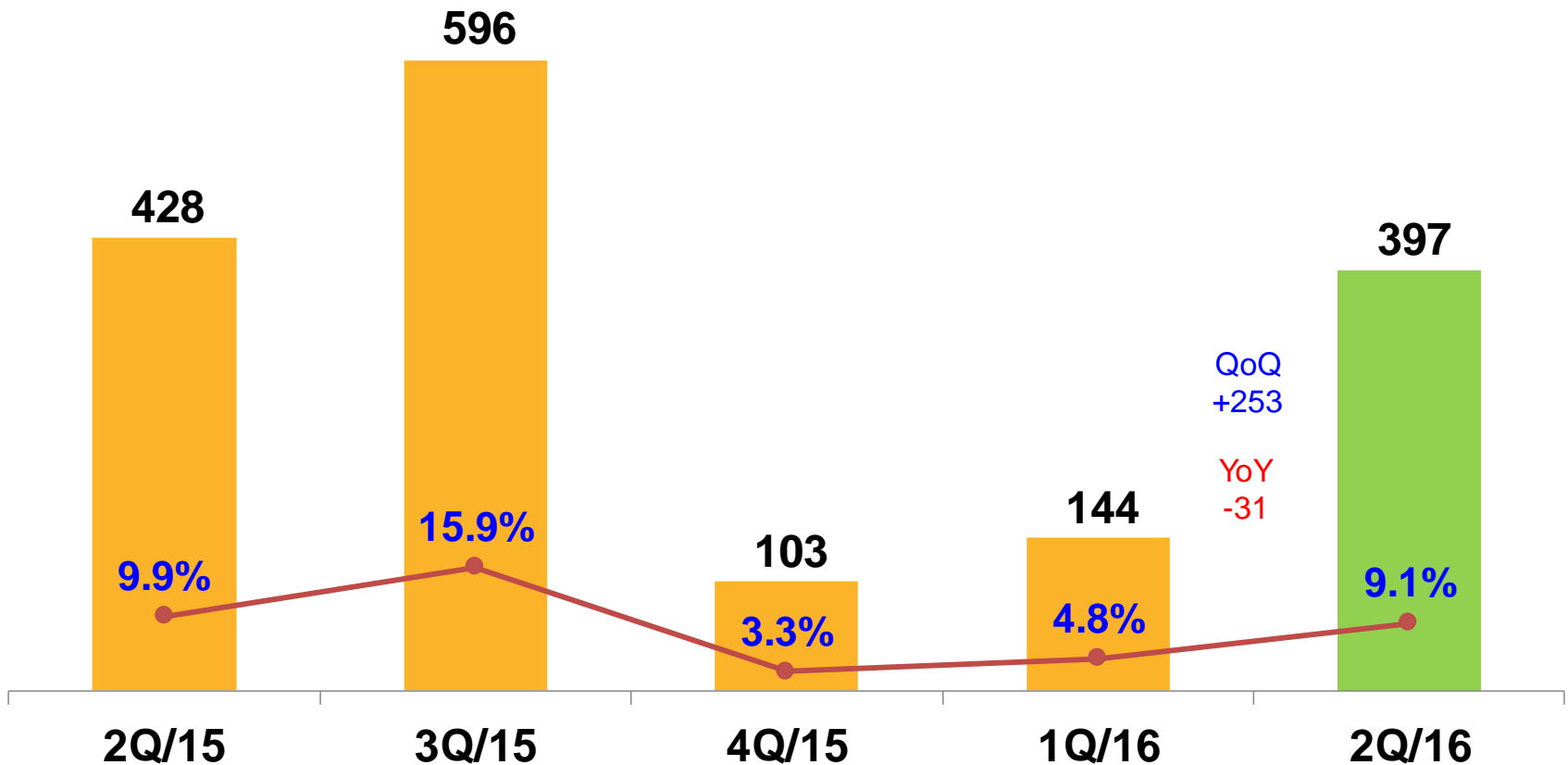
Unit: NT\$ million



# 1. Management Performance (11/13)

## ● Net Income After Tax

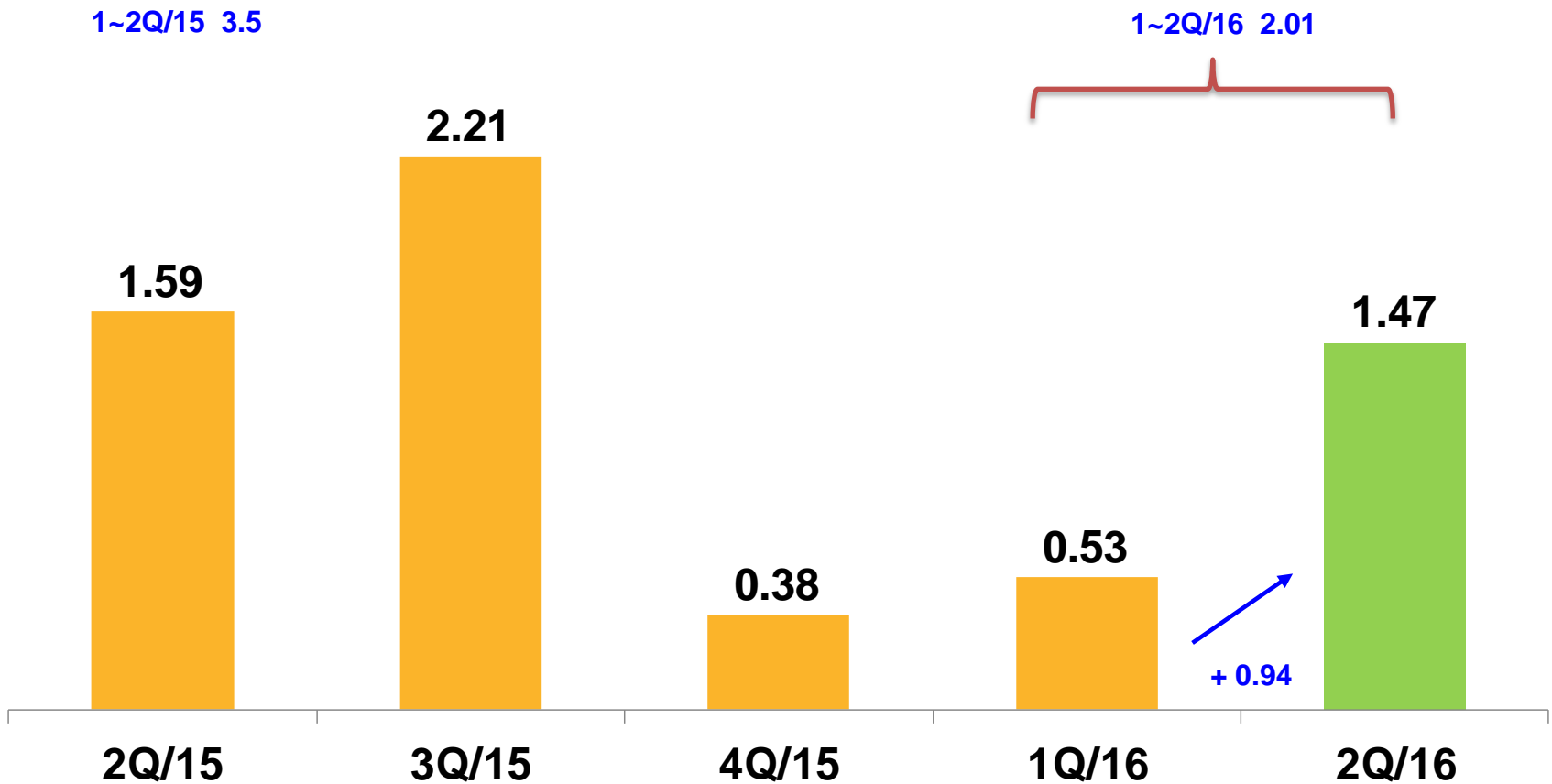
Unit: NT\$ million; % of Sales  
(Belongs to Hiwin TW)



# 1. Management Performance (12/13)

## ● EPS

Unit: NT\$ million



# 1. Management Performance (13/13)

- HIWIN won the lawsuit against Tianjin Ace Pillar Enterprise Co., Ltd. for payment owed by the judge of Beijing Supreme People's Court!

## 上銀民事求償勝訴 天津羅昇判付2.43億

2016年07月22日

G+1 0



儘管大環境景氣不佳，不過上銀董事長卓永財設定，今年營運目標仍要成長。資料照片

【陳愨蔚/台北報導】上銀科技（2049）對中國經銷商天津羅昇提出債權請求民事訴訟案，昨獲北京最高人民法院判決終審確定勝訴，天津羅昇須支付上銀共759.6萬美元（約2.43億元台幣）及延遲利息。

上銀主管表示，上銀與天津羅昇合作近15年，並扶植其成為HIWIN產品的主要經銷商，使其營收逐年擴大，過去上銀除協助其拓展業務給予支援外，亦經常派遣業務、製造及研發人員協助其教育訓練，提供售前及售後服務。

上銀主管說明，天津羅昇與其原員工離職創業產生糾紛，於2013年藉故停止償還到期貨款，上銀因此於同年11月7日，對天津羅昇提告以維護股東權益。上銀主管指出，此案在2014年12月22日，已獲天津高級人民法院判決勝訴，並駁回天津羅昇全部反訴請求；惟天津羅昇不服，隨後再向北京最高人民法院提起上訴，昨終審確定，由上銀勝訴，維持一審判決。

上銀主管表示，公司長期耕耘全球市場，提高整合型服務與價值，因此也持續擴大經銷商合作範疇等。

## 2. Honors and Awards

- CEO was awarded the Honorary Doctor of Science from China Medical University.







# Thank You

