



# Hiwin Technologies Corp.

## 2015 Q2 Investor Conference

**Mr. Leo Liao**  
Associate Vice President  
August 12, 2015



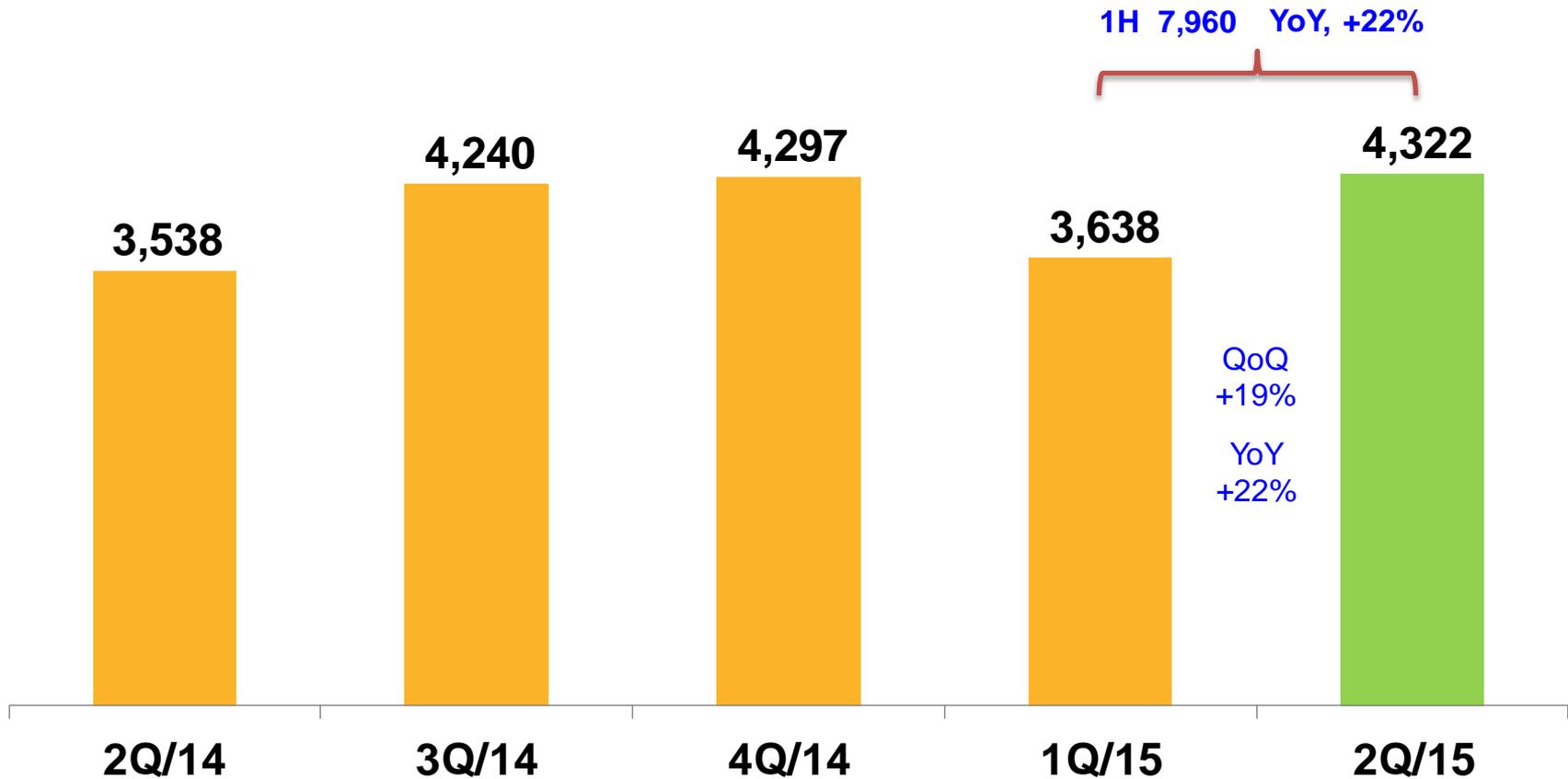
# Agenda

1. Management Performance
2. Honors and Awards
3. Corporate Social Responsibility

# 1. Management Performance (1/12)

## ● Sales

Unit: NT\$ million

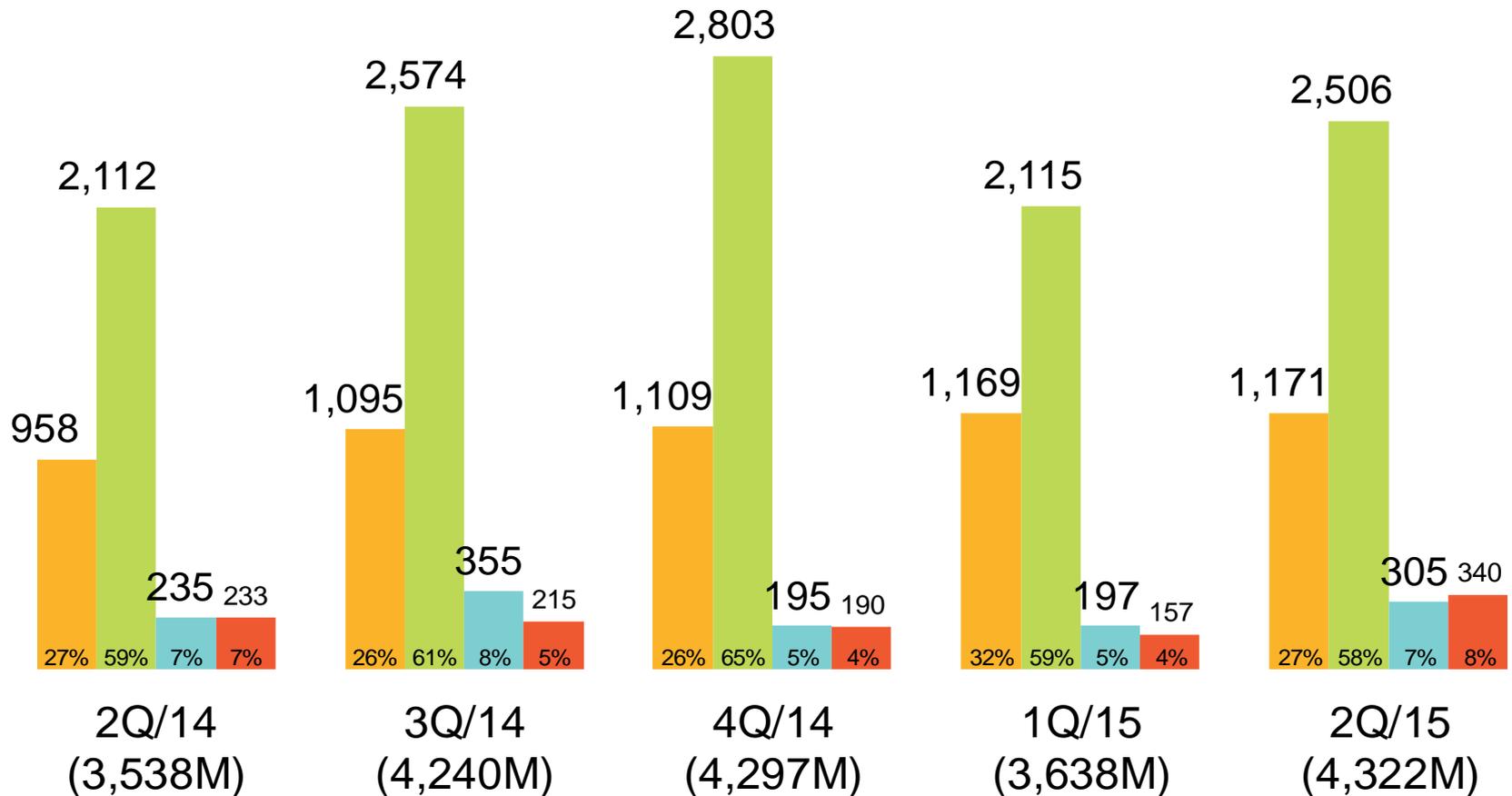


# 1. Management Performance (2/12)

## ● Sales by Products

Unit: NT\$ million

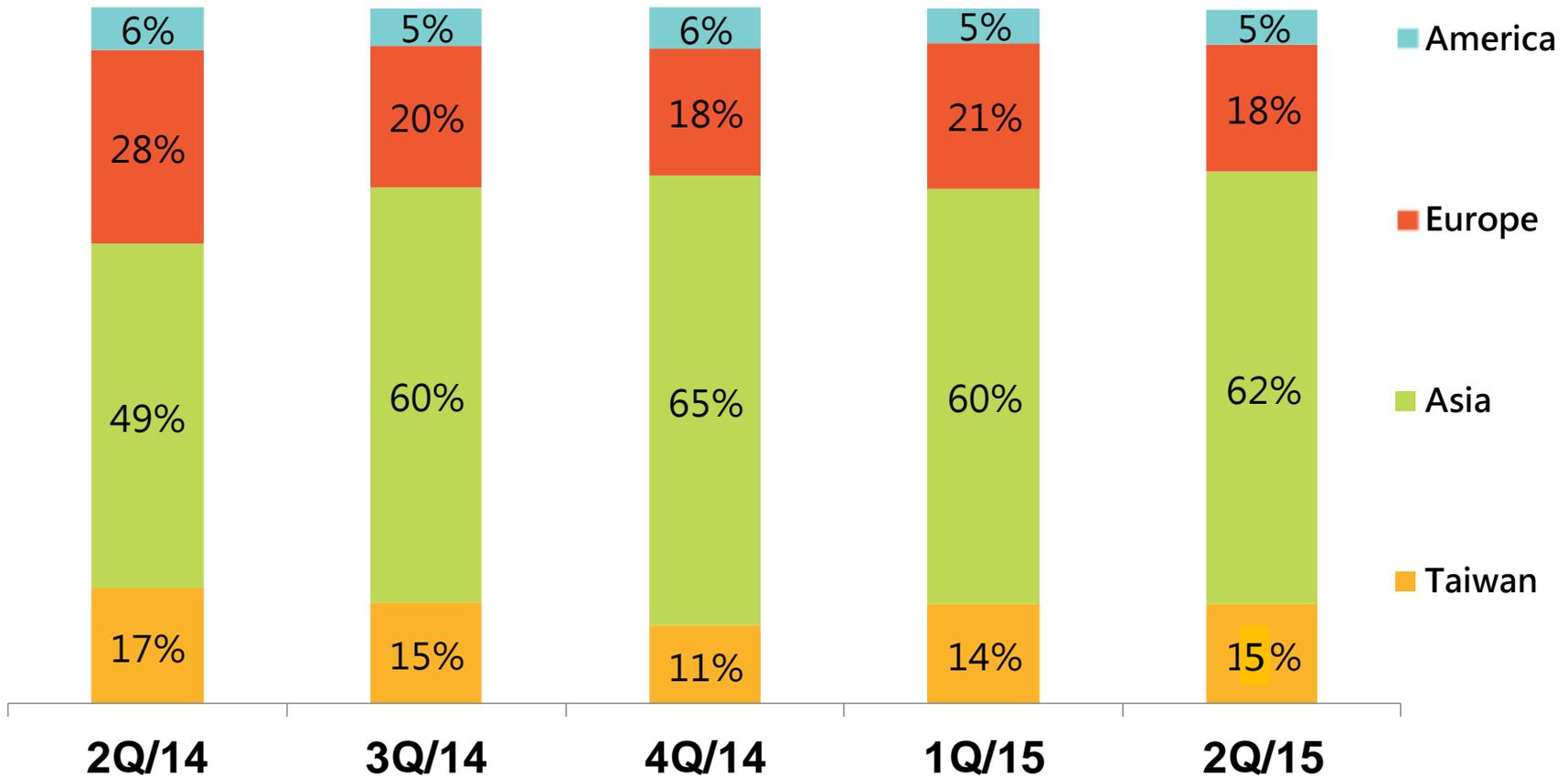
■ Ballscrew ■ Linear Guideway ■ Industrial Robot ■ Others



# 1. Management Performance (3/12)

## ● Sales by Regions

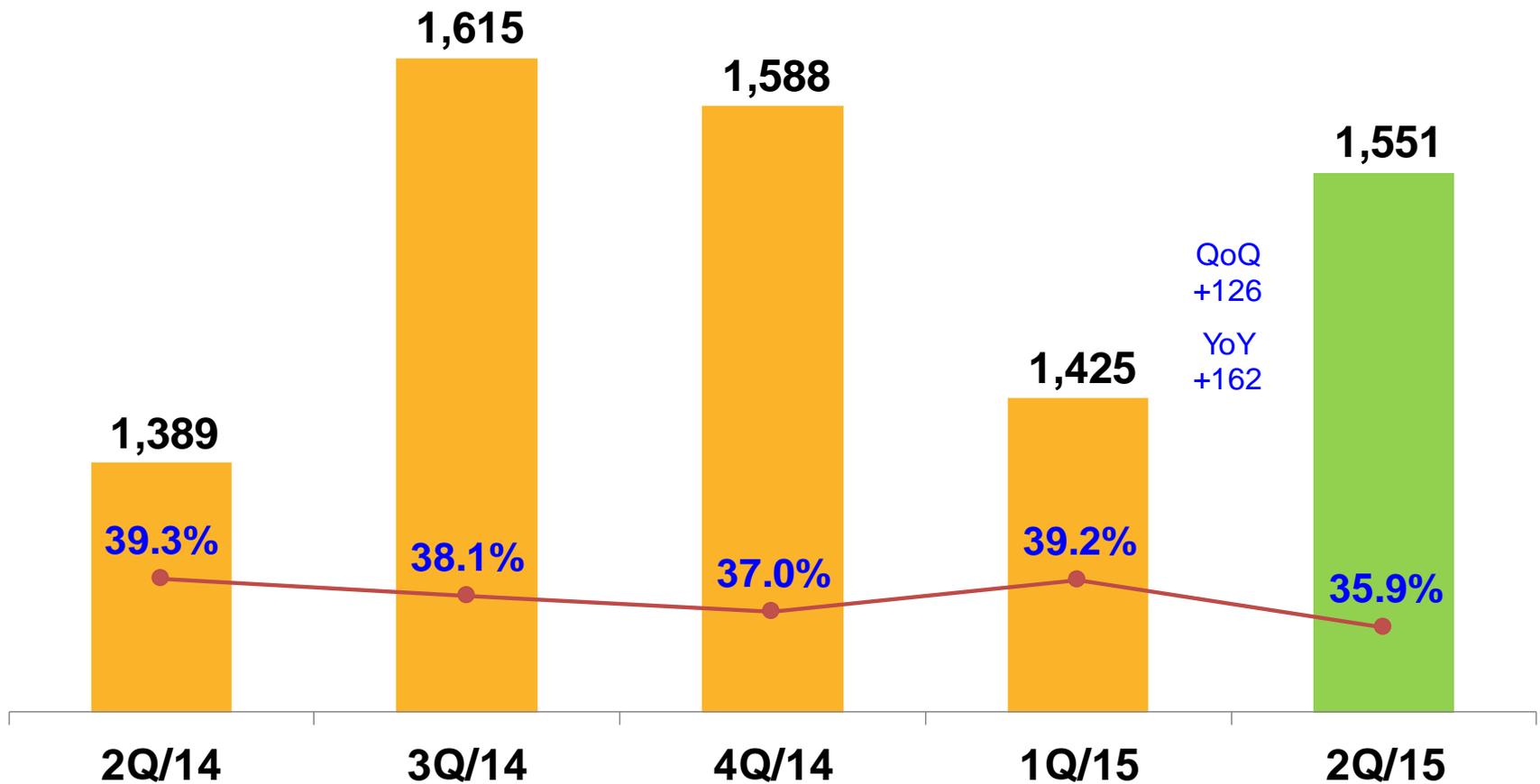
Unit: %



# 1. Management Performance (4/12)

## ● Gross Profit

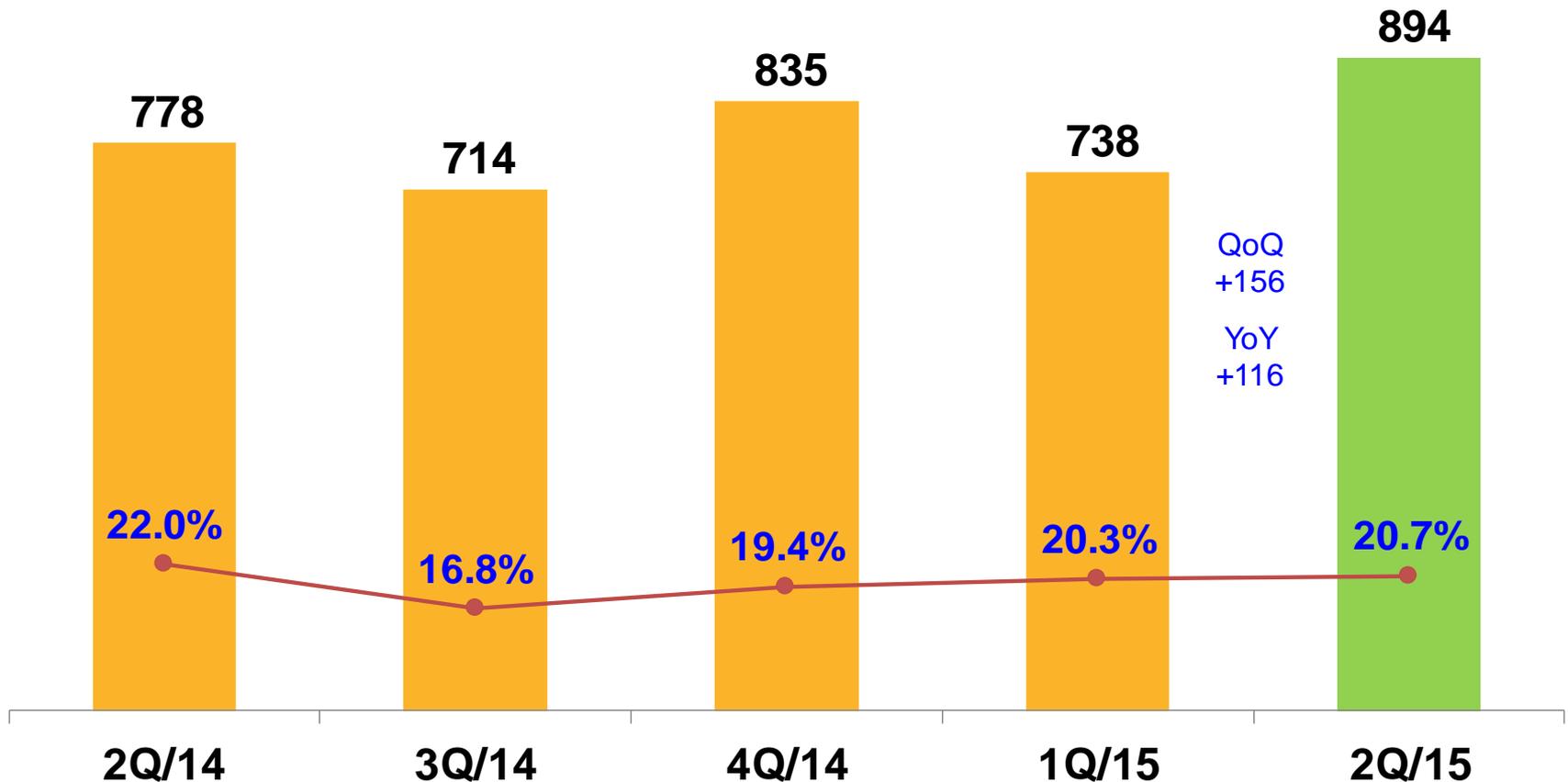
Unit: NT\$ million; % of Sales



# 1. Management Performance (5/12)

## ● Operating Expenses

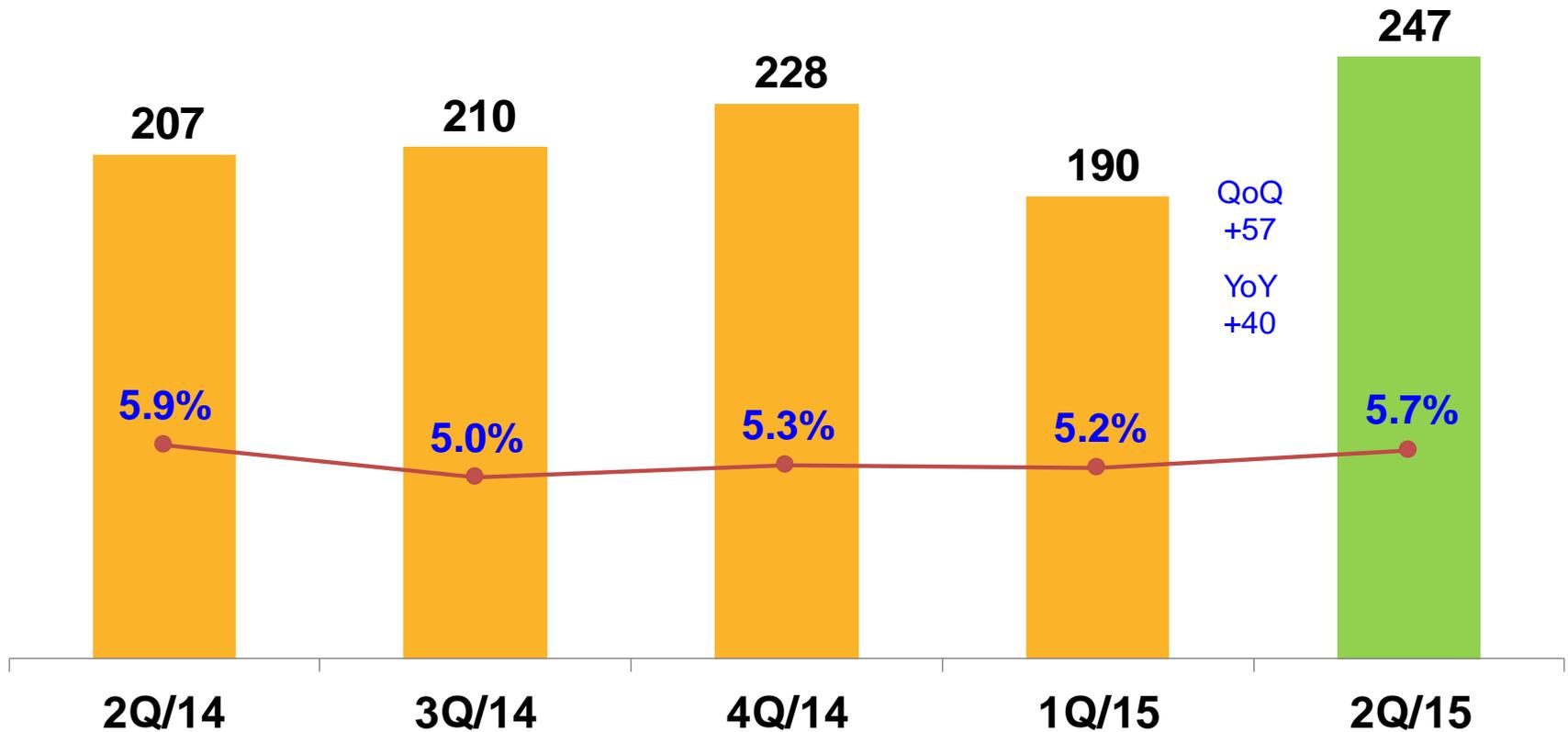
Unit: NT\$ million; % of Sales



# 1. Management Performance (6/12)

## ● R&D Expenses

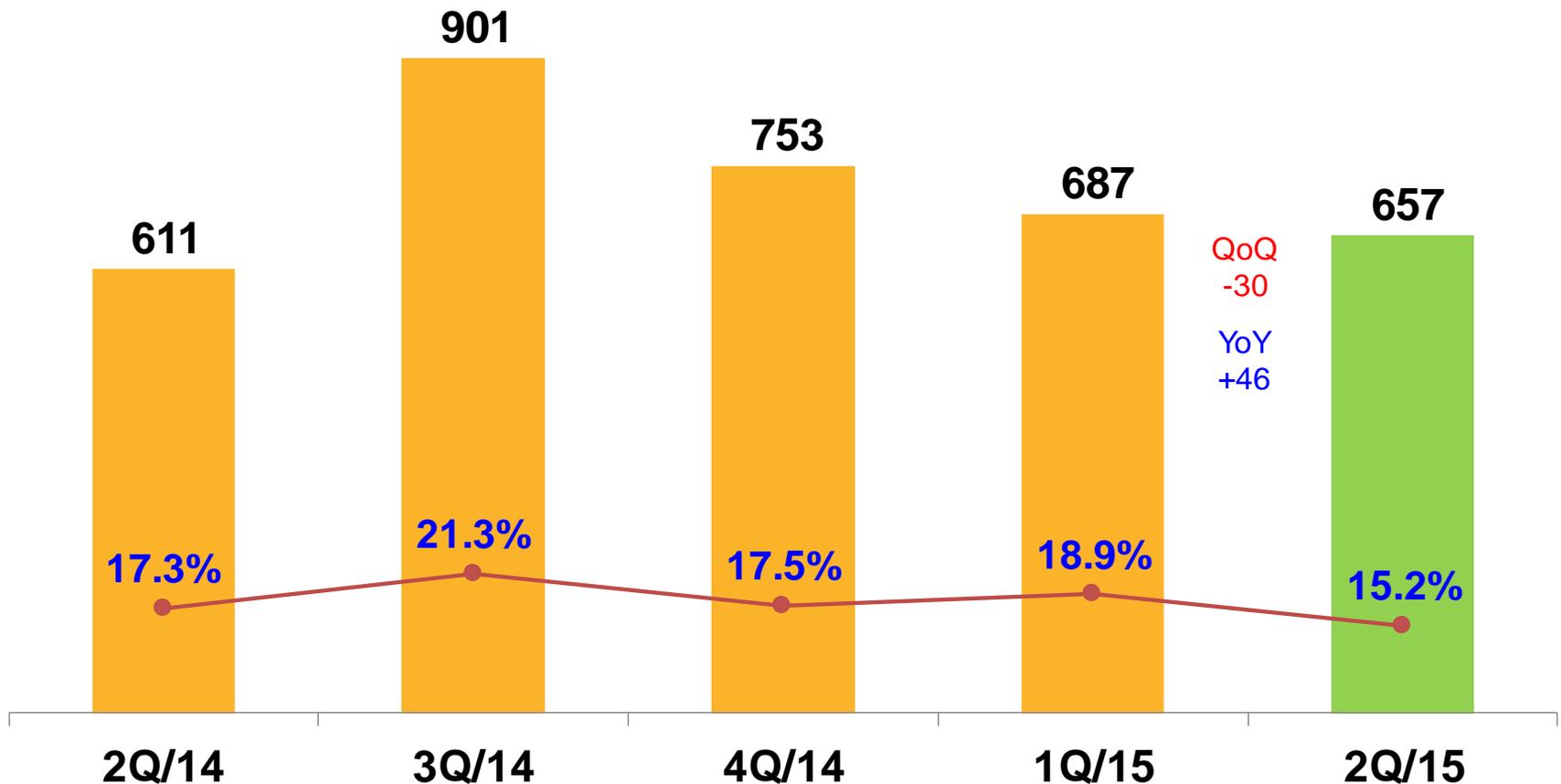
Unit: NT\$ million; % of Sales



# 1. Management Performance (7/12)

## ● Operating Profit

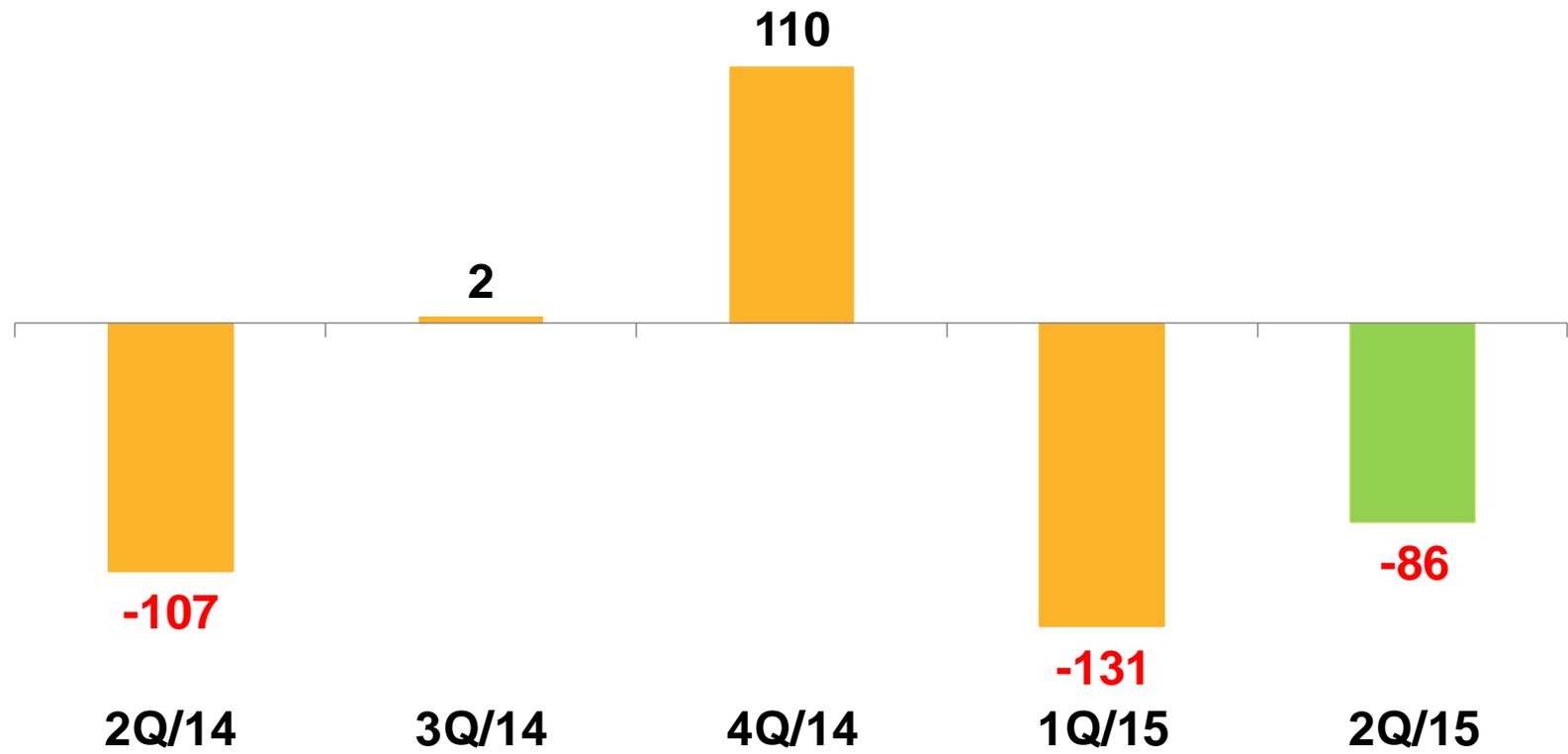
Unit: NT\$ million; % of Sales



# 1. Management Performance (8/12)

## ● Non-operating Gain (Loss)

Unit: NT\$ million

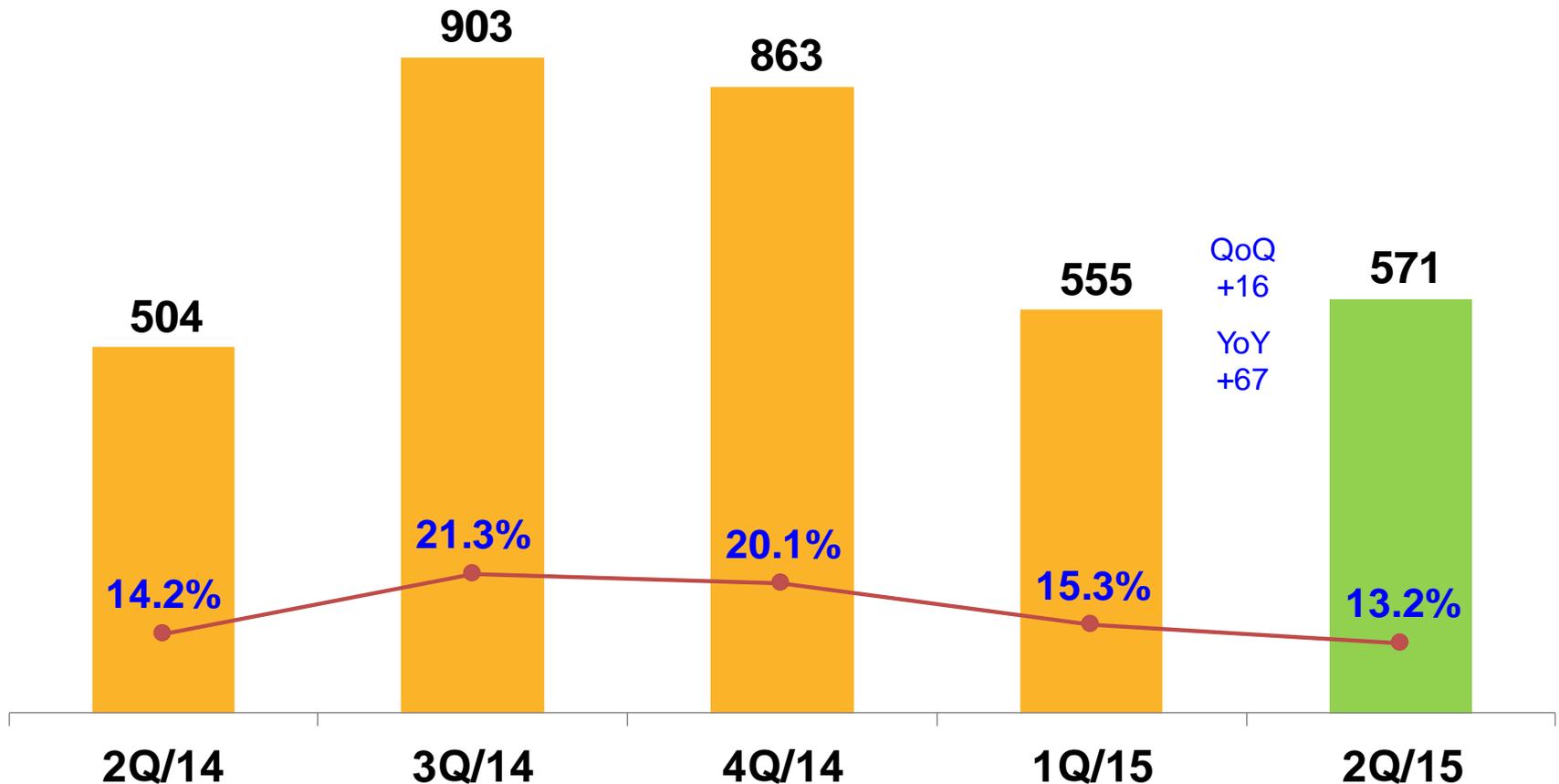


FX Gain(Loss) -79 33 168 -133 -51

# 1. Management Performance (9/12)

## ● Net Income Before Tax

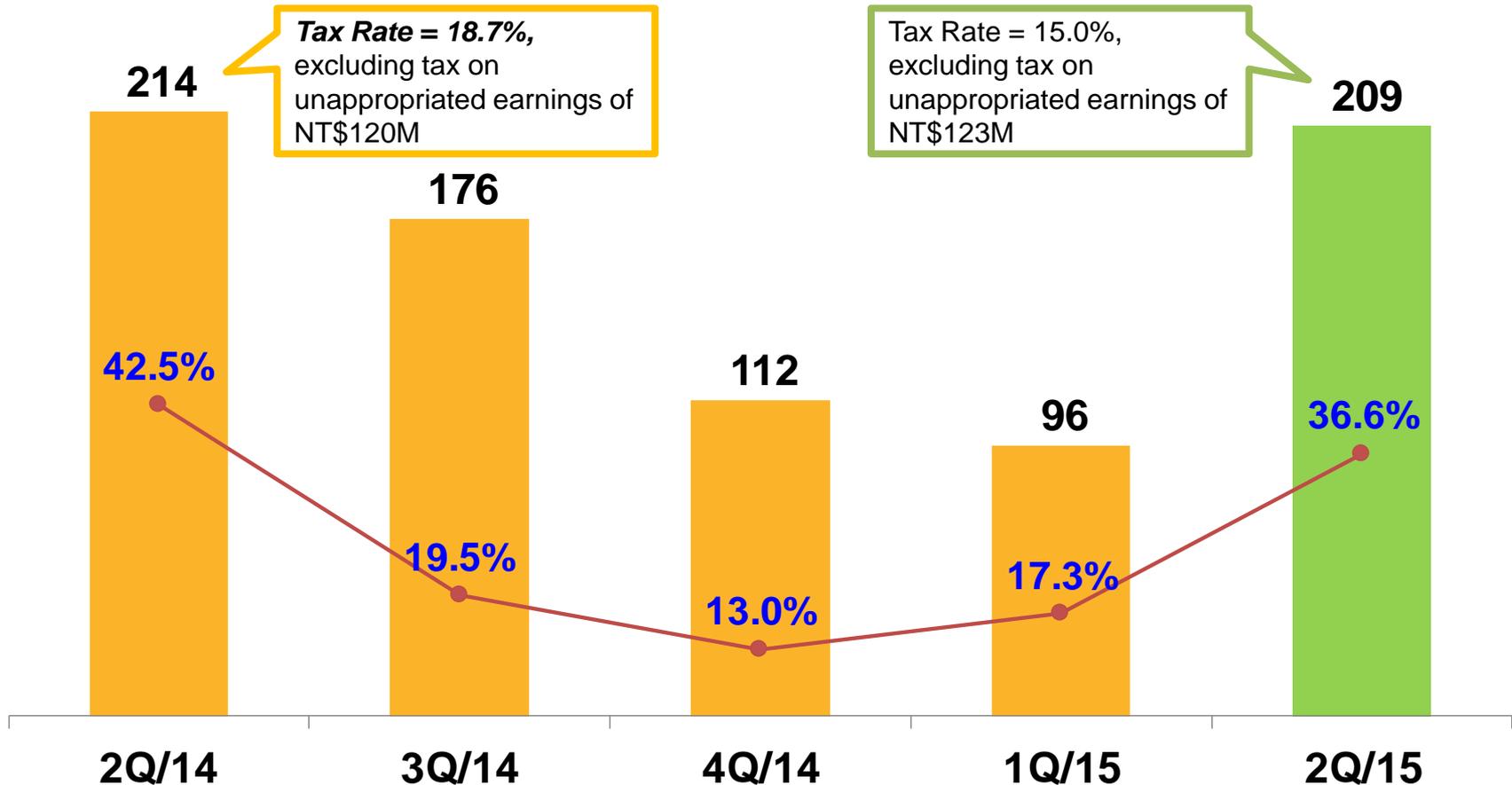
Unit: NT\$ million; % of Sales



# 1. Management Performance (10/12)

## ● Tax & Effective Tax Rate

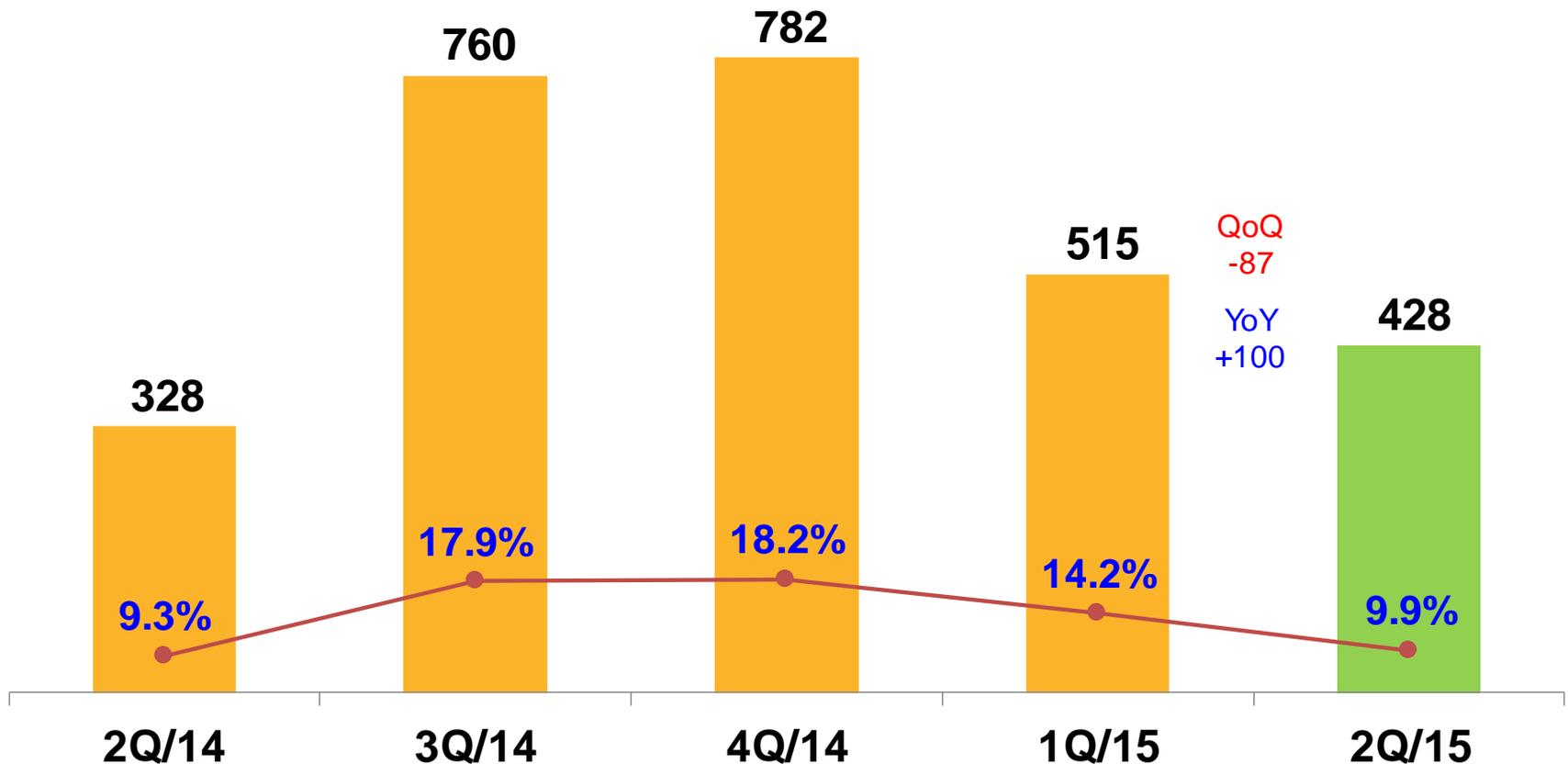
Unit: NT\$ million



# 1. Management Performance (11/12)

## ● Net Income After Tax

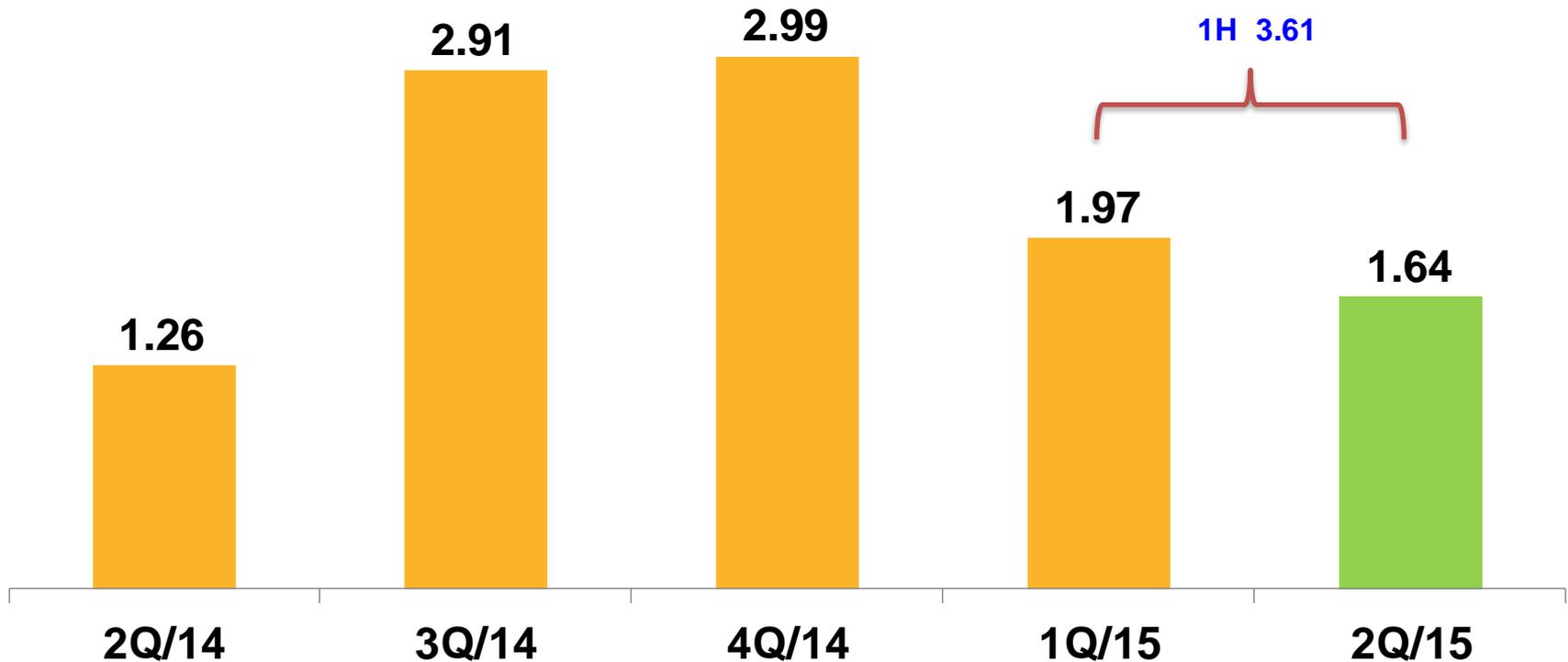
Unit: NT\$ million; % of Sales



# 1. Management Performance (12/12)

## ● EPS

Unit: NT\$ million



## 2. Honors and Awards (1/3)

- *Forbes Most Innovative Growth Companies – Top 37*



## 2. Honors and Awards (2/3)

- *Hiwin, NEXCOM International, and Fu Burg Industrial formed a cross industry alliance.*



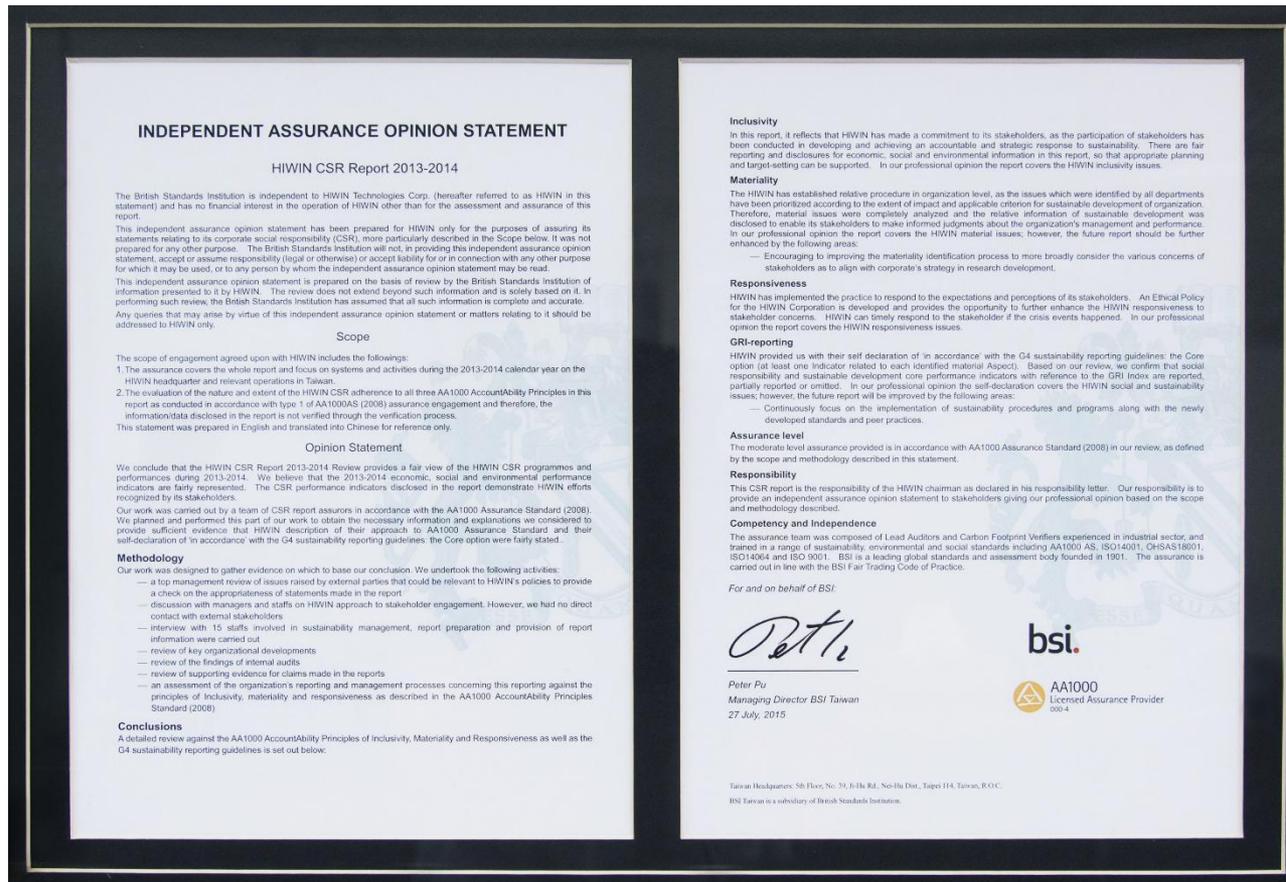
## 2. Honors and Awards (3/3)

- Industrial 4.0 : In 2015 TAIROS Exhibition, Hiwin show the innovation strength by demonstrate the total solution of intelligent automation.



# 3. Corporate Social Responsibility (1/4)

## 2013-2014 CSR Report AA1000 Certificate



# 3. Corporate Social Responsibility (2/4)

- TAIROS Industrial 4.0 Summit Forum  
Hiwin and TAIROS co-hosted Industrial 4.0 Summit Forum



TAIROS  
**工業4.0**  
生產力4.0高峰論壇

一場新的生產與服務革命，正在全世界轟轟烈烈展開。智慧自動化、機器人、物聯網、大數據及雲端科技，五大關鍵趨勢彼此串接呼應，儼然將催生一個萬物相連、商機勃發、更高效部更人性的產業新氣象。這場工業4.0的革命與生產力4.0的升級，將帶給台灣企業什麼樣的啟發與商機？假2015台灣機器人與智慧自動化展 (TAIROS)。

來自美國、德國、日本、台灣，最完整的工業4.0專家陣容為你全方位解析。台灣產業面臨世界劇變的製造環境下，如何面對及自處，在智慧化來臨的時代成為贏家。

台灣機器人與智慧自動化展  
Taiwan Automation Intelligence and Robot Show

7/16(四)~7/19(日) 台北南港展覽館一樓  
2015 TAIROS 官網 [www.tairos.tw](http://www.tairos.tw)

展覽時間	TAIROS 展覽活動 / 論壇 / 發表會
7/16 (四)~7/19 (日)	2015 TAIROS 開幕活動 智慧化產 品 總 覽 展 2015 台灣之光 全 智 能 型 保 全 機 器 人 競 賽 TAIROS 工業4.0 (生產力4.0) 高峰論壇
7/16 (四)	2015 TAIROS 開幕典禮 新趨勢的工業機器人系統 陸軍、國防的 Cyber-CAT 智慧化控制系統論壇 智慧化供應鏈整合 無人機上線智慧機手實作競賽 工業4.0的具體實方法 創新技術專家發表會 工業技術專家論壇發表會 國際技術應用發表會
7/17 (五)	2014兩岸機器人與智慧自動化產業發展論壇 物聯網工業與智慧博士之應用論壇 智慧製造 (工業4.0) 發表會 智慧製造與應用技術發展研討會
7/18 (六)	2015 智慧化產 品 展 生產力提升解決方案發表會 (一) 智慧製造專家技術研討會：獲得智慧化產 品 3D列印的應用 A 智慧生活發表會
7/19 (日)	2015 全球機器人趨勢論壇 智慧化產業技術人才聯合專場研討會 生產力提升解決方案發表會 (二)

# 3. Corporate Social Responsibility (3/4)

- Industry-academic Cooperation: Invited 20 Universities to participate in 2015 TAIROS Exhibition



# 3. Corporate Social Responsibility (4/4)

- 2015 Robotic Competition: Hiwin hosted this competition to encourage academic and industry to cooperate and create value to both academic and industry.





**Thank You**

