



# Hiwin Technologies Corp. 2016 Q1 Investor Conference

**Mr. Leo Liao**  
Associate Vice President  
May 17, 2016



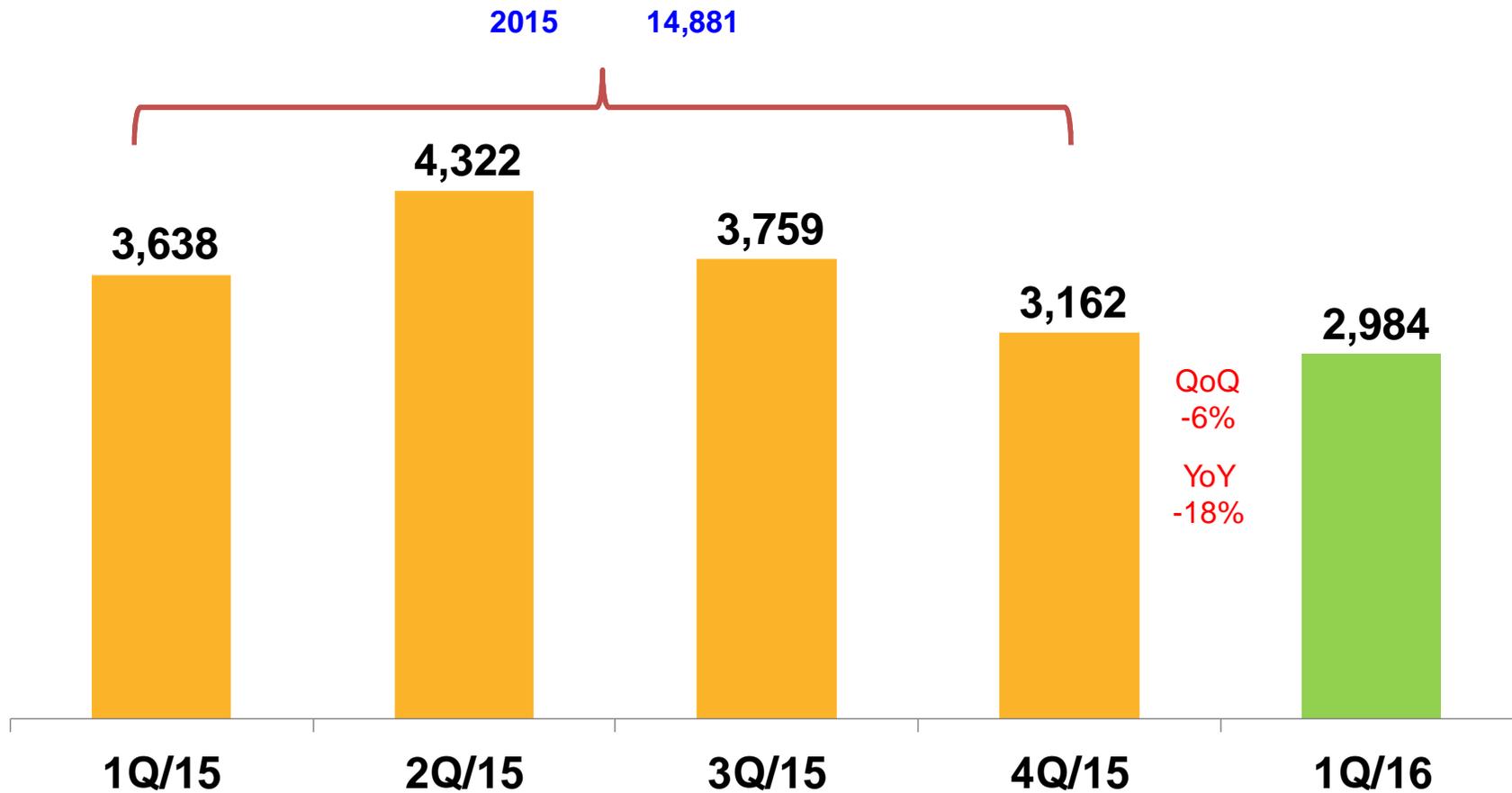
# Agenda

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

# 1. Management Performance (1/12)

## ● Sales

Unit: NT\$ million

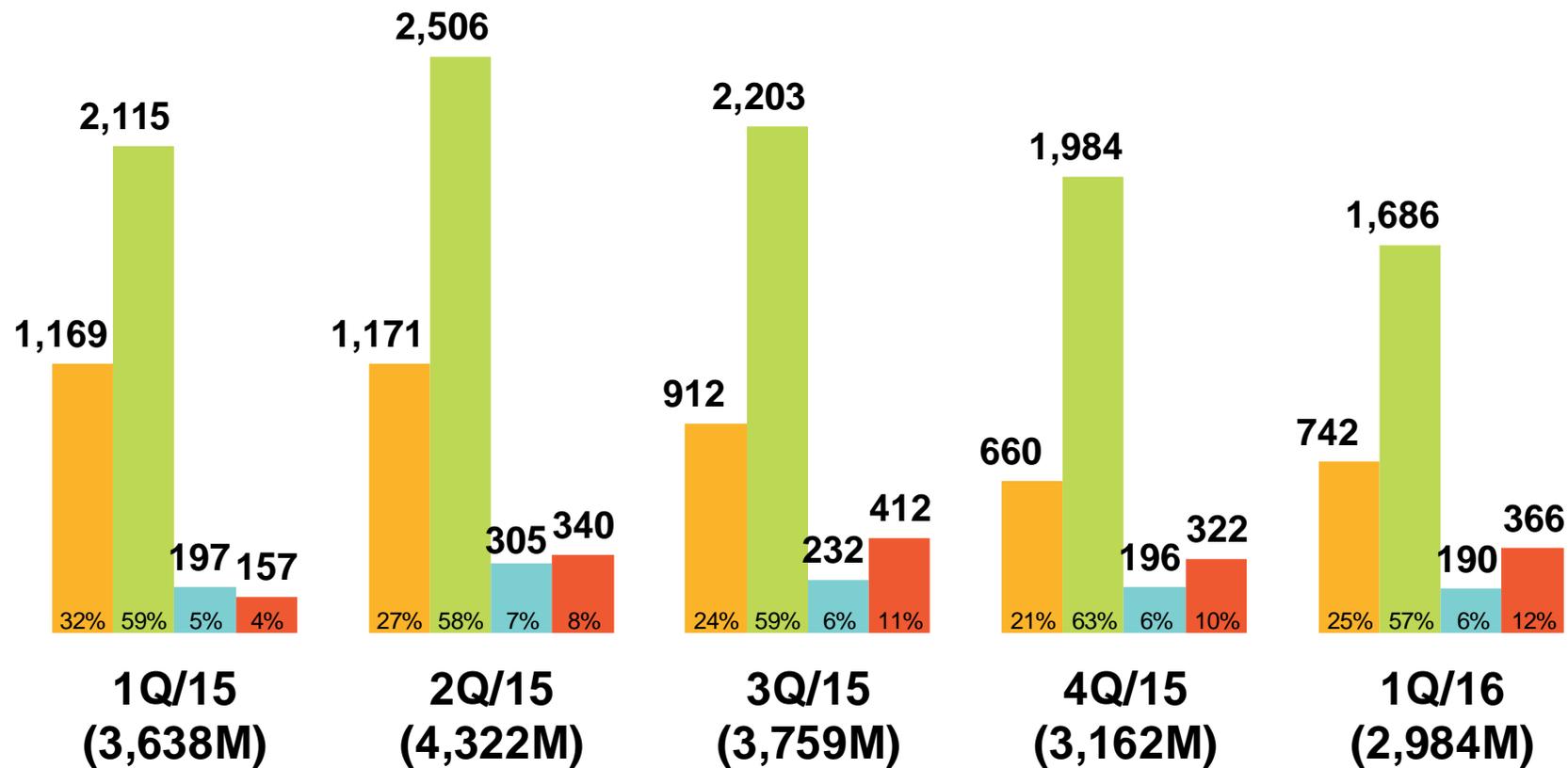


# 1. Management Performance (2/12)

## ● Sales by Products

Unit: NT\$ million

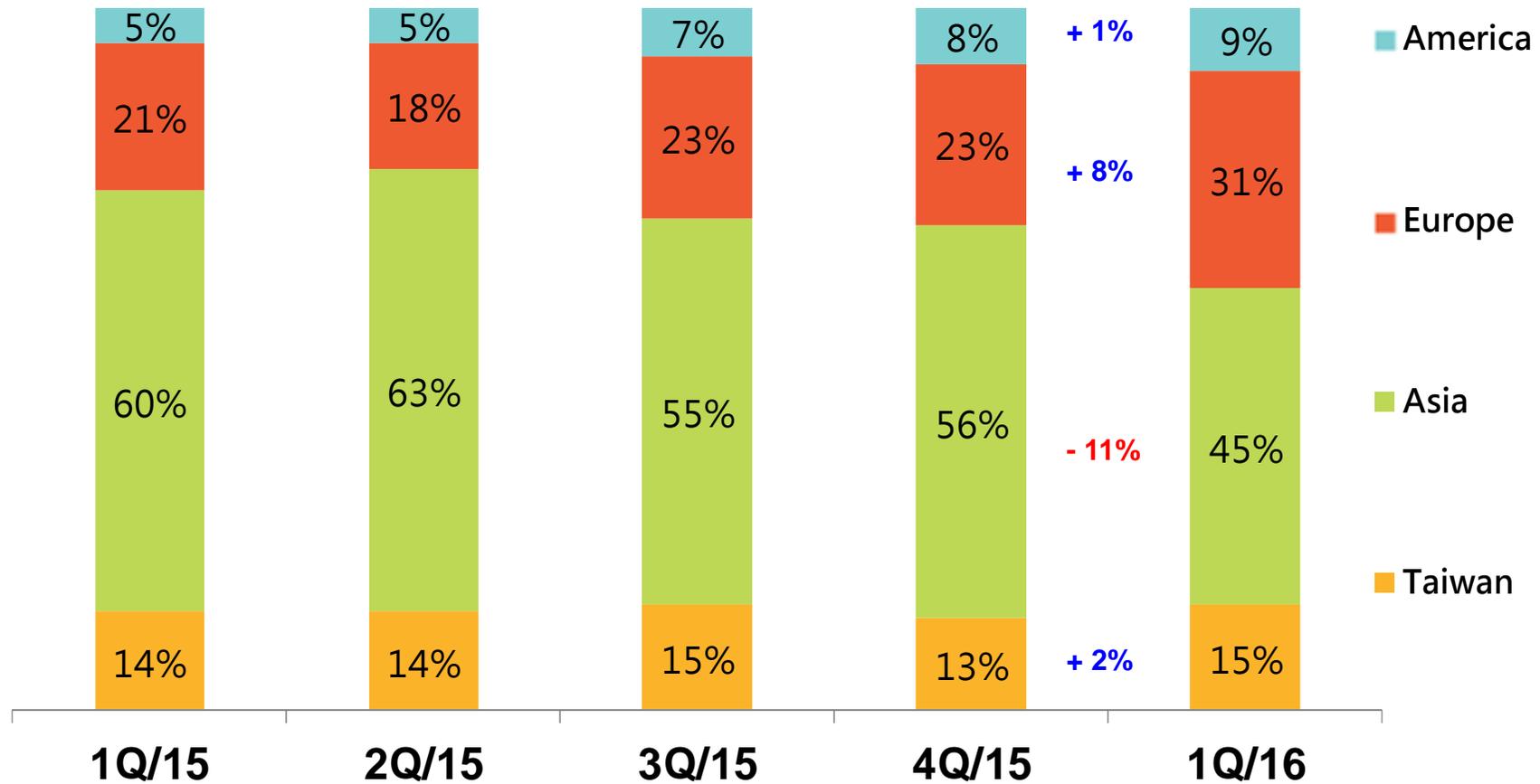
■ Ballscrew ■ Linear Guideway ■ Industrial Robot ■ Others



# 1. Management Performance (3/12)

## ● Sales by Regions

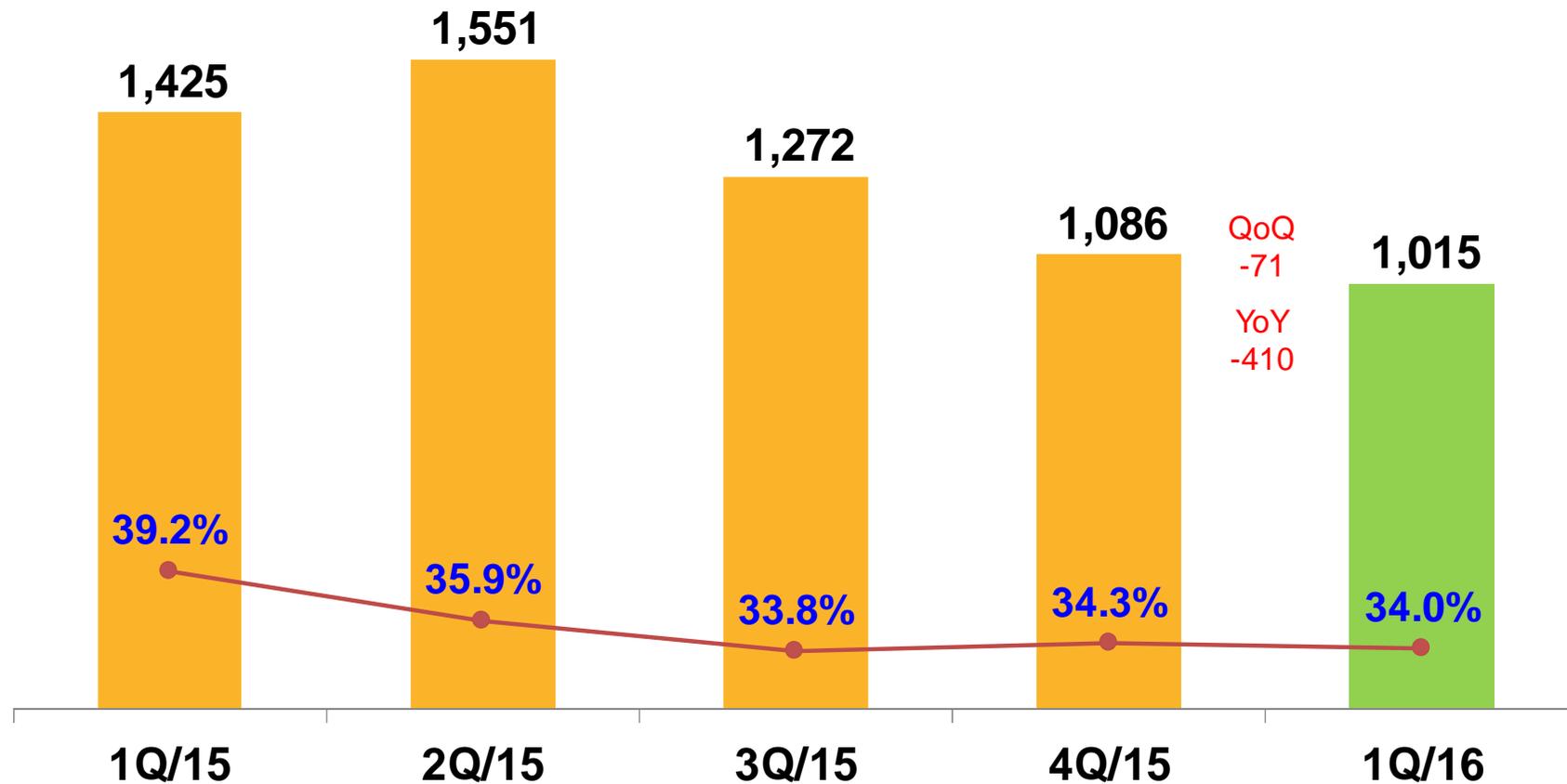
Unit: %



# 1. Management Performance (4/12)

## ● Gross Profit

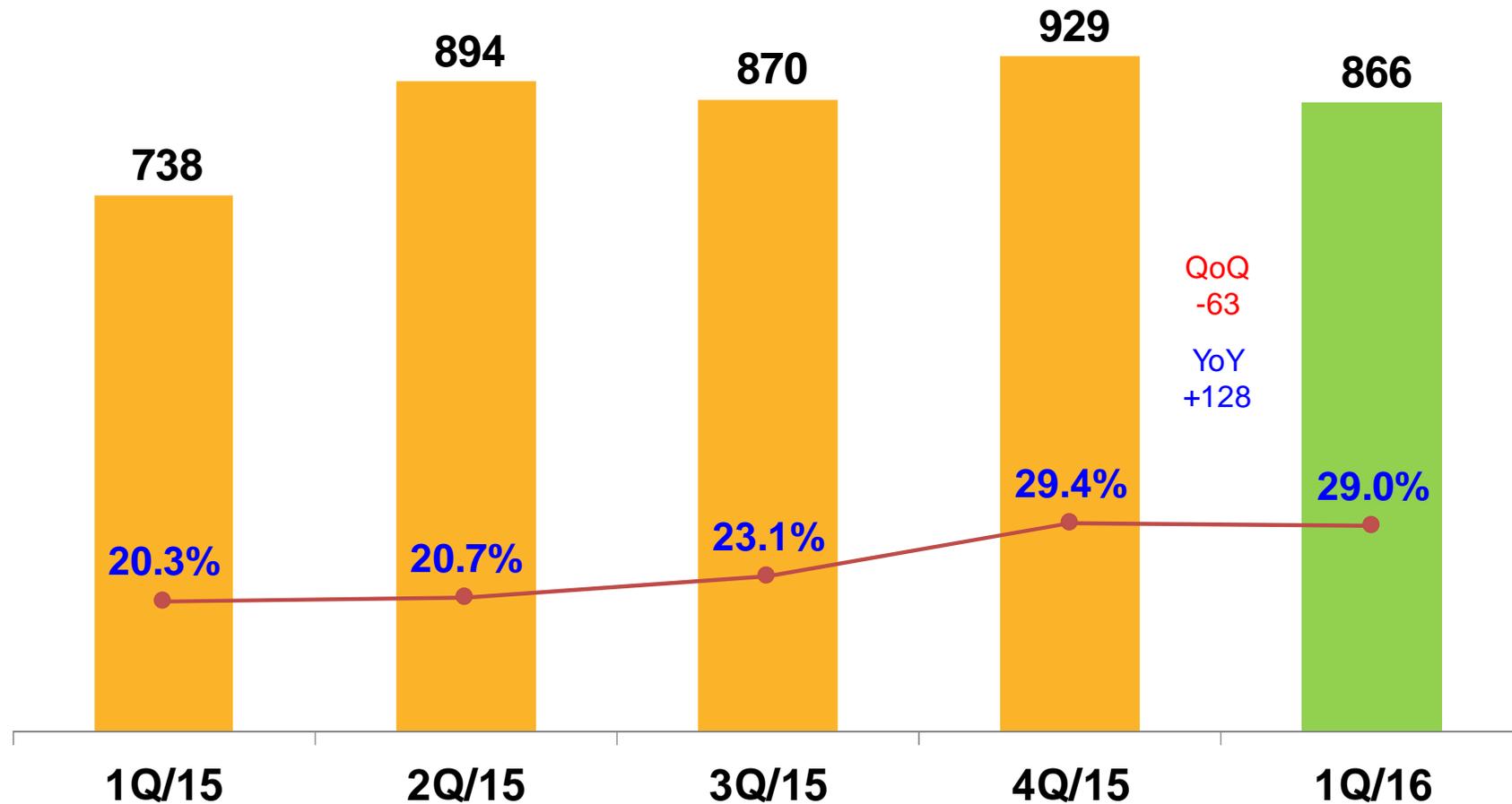
Unit: NT\$ million; % of Sales



# 1. Management Performance (5/12)

## ● Operating Expenses

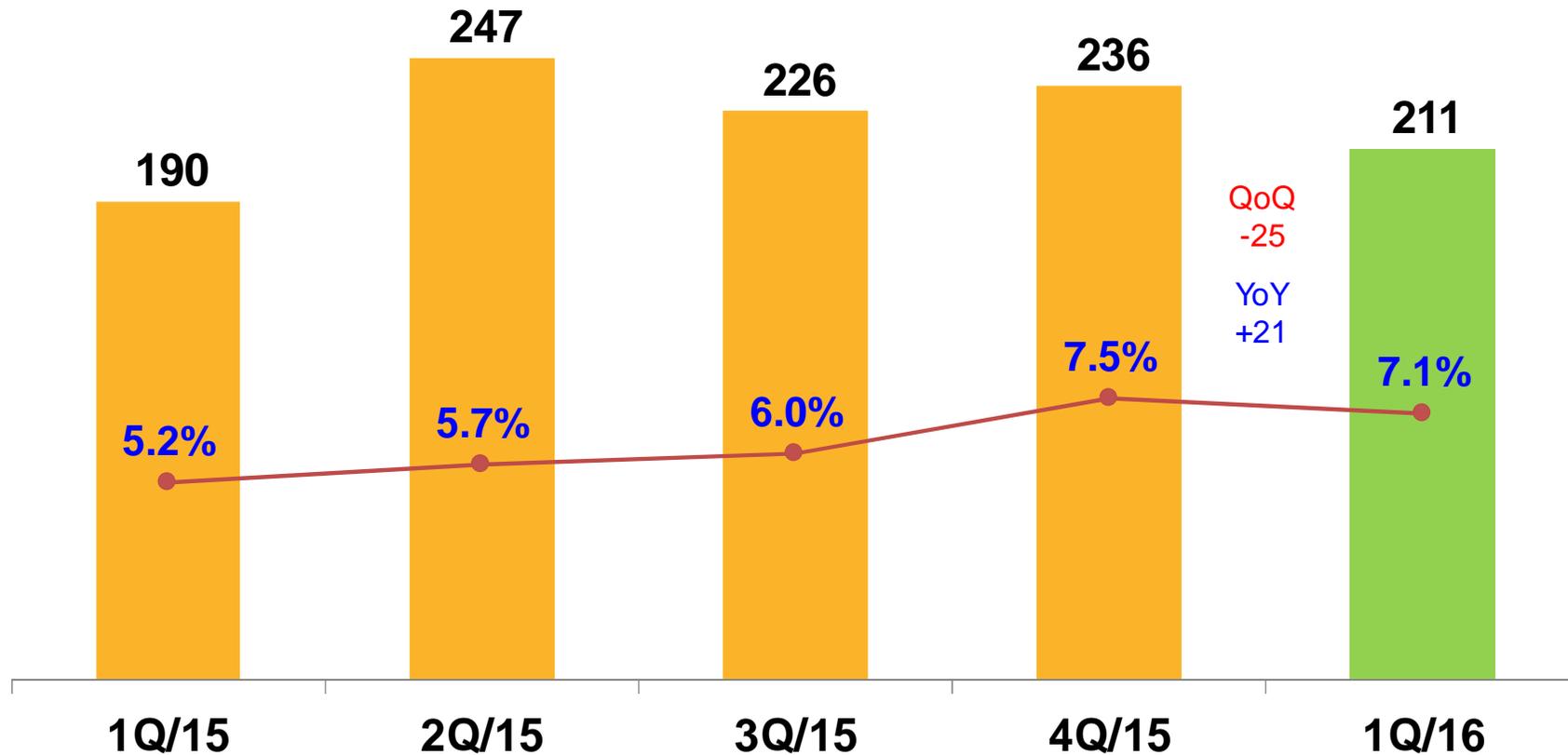
Unit: NT\$ million; % of Sales



# 1. Management Performance (6/12)

## ● R&D Expenses

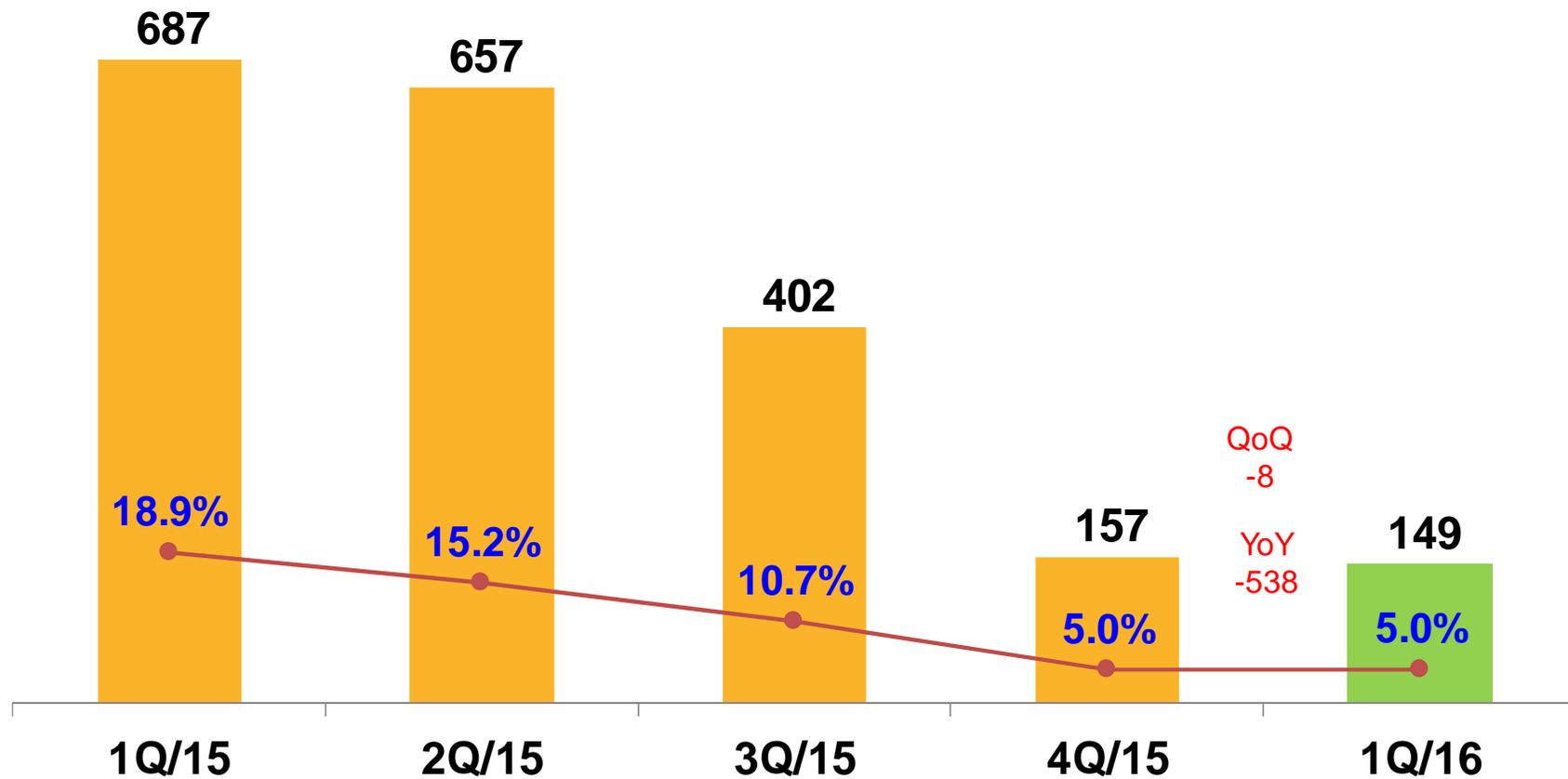
Unit: NT\$ million; % of Sales



# 1. Management Performance (7/12)

## ● Operating Profit

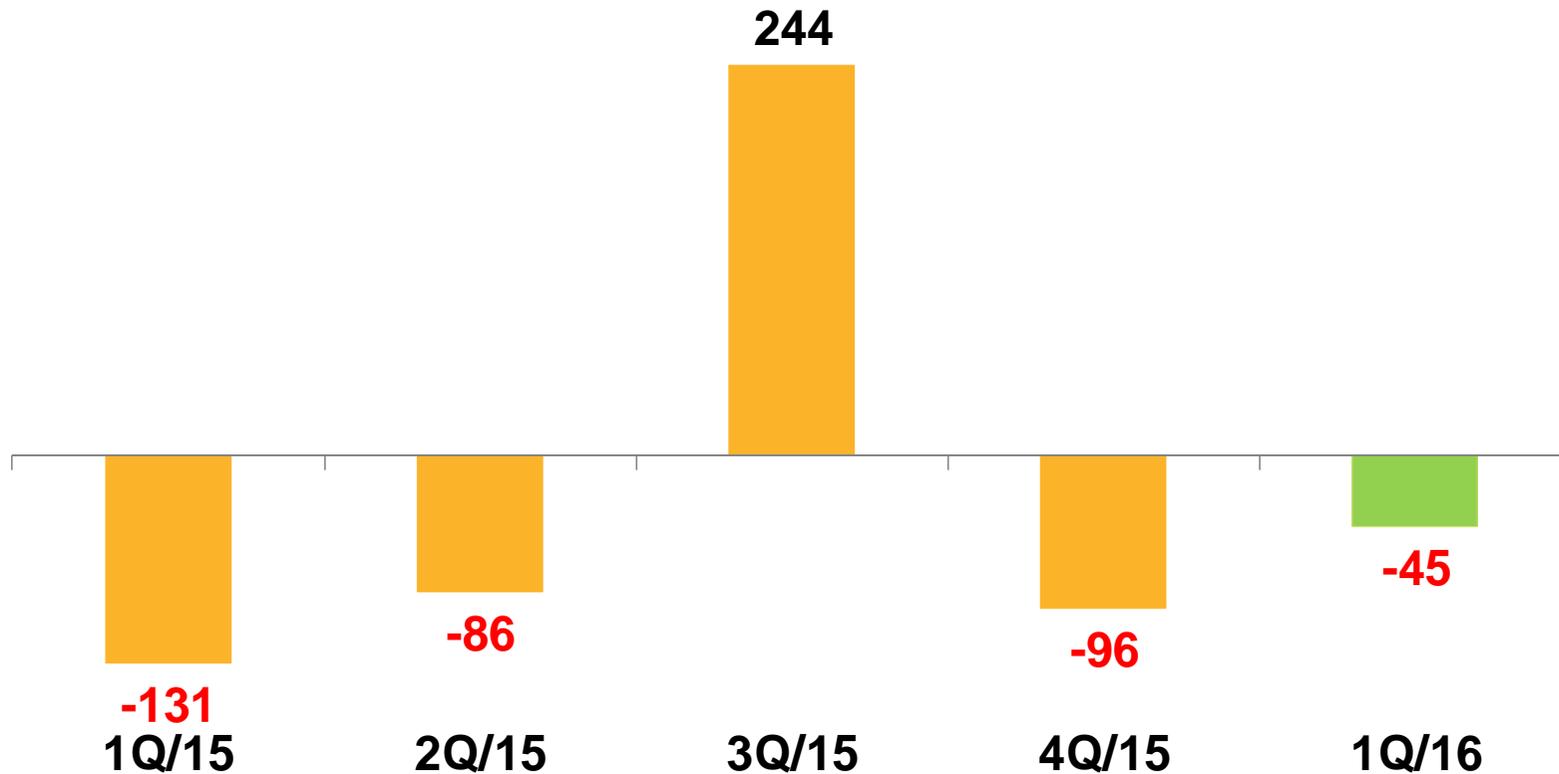
Unit: NT\$ million; % of Sales



# 1. Management Performance (8/12)

- Non-operating Gain (Loss)

Unit: NT\$ million

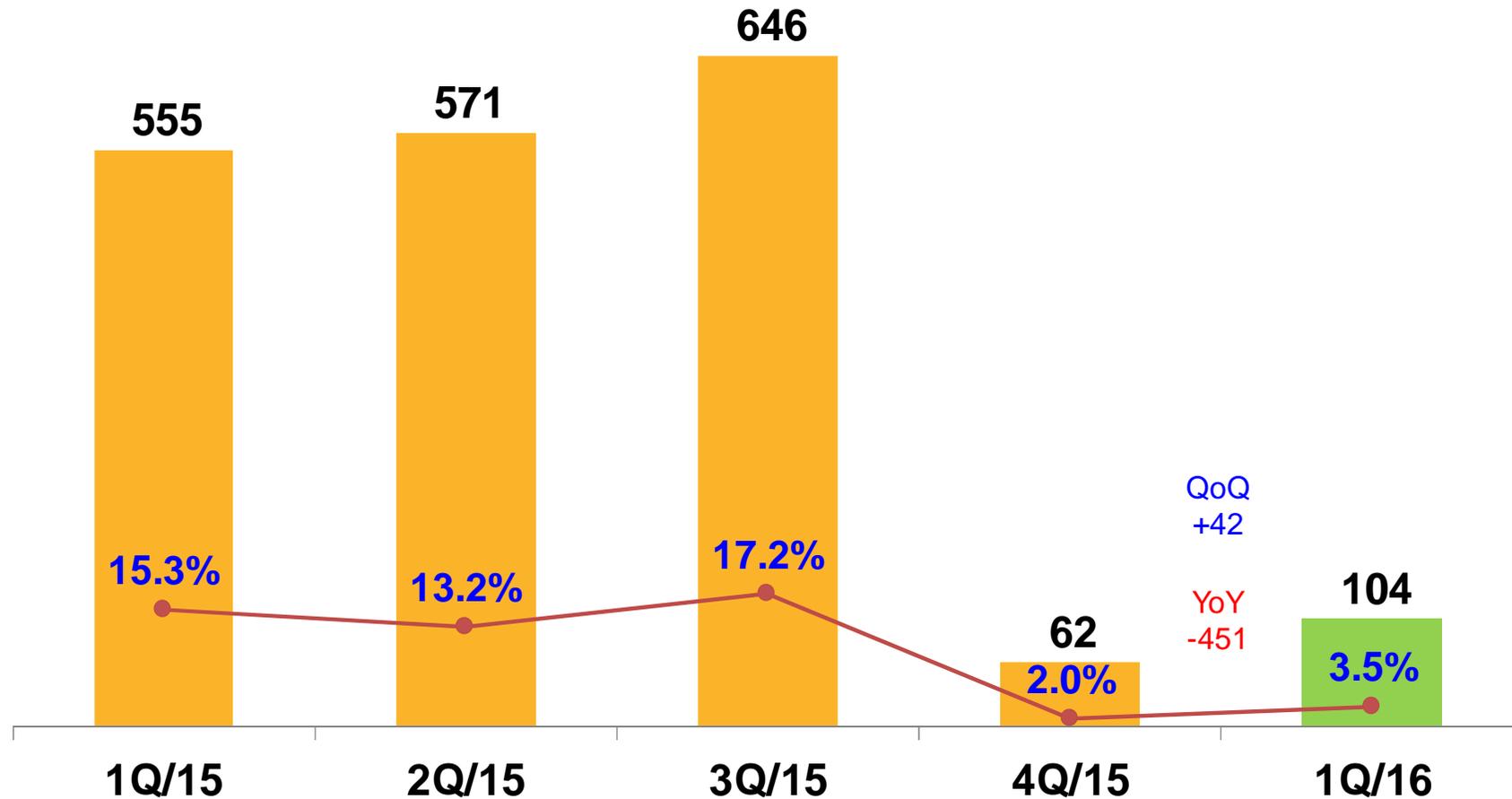


FX Gain(Loss)	-133	-51	305	-166	-21
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# 1. Management Performance (9/12)

## ● Net Income Before Tax

Unit: NT\$ million; % of Sales

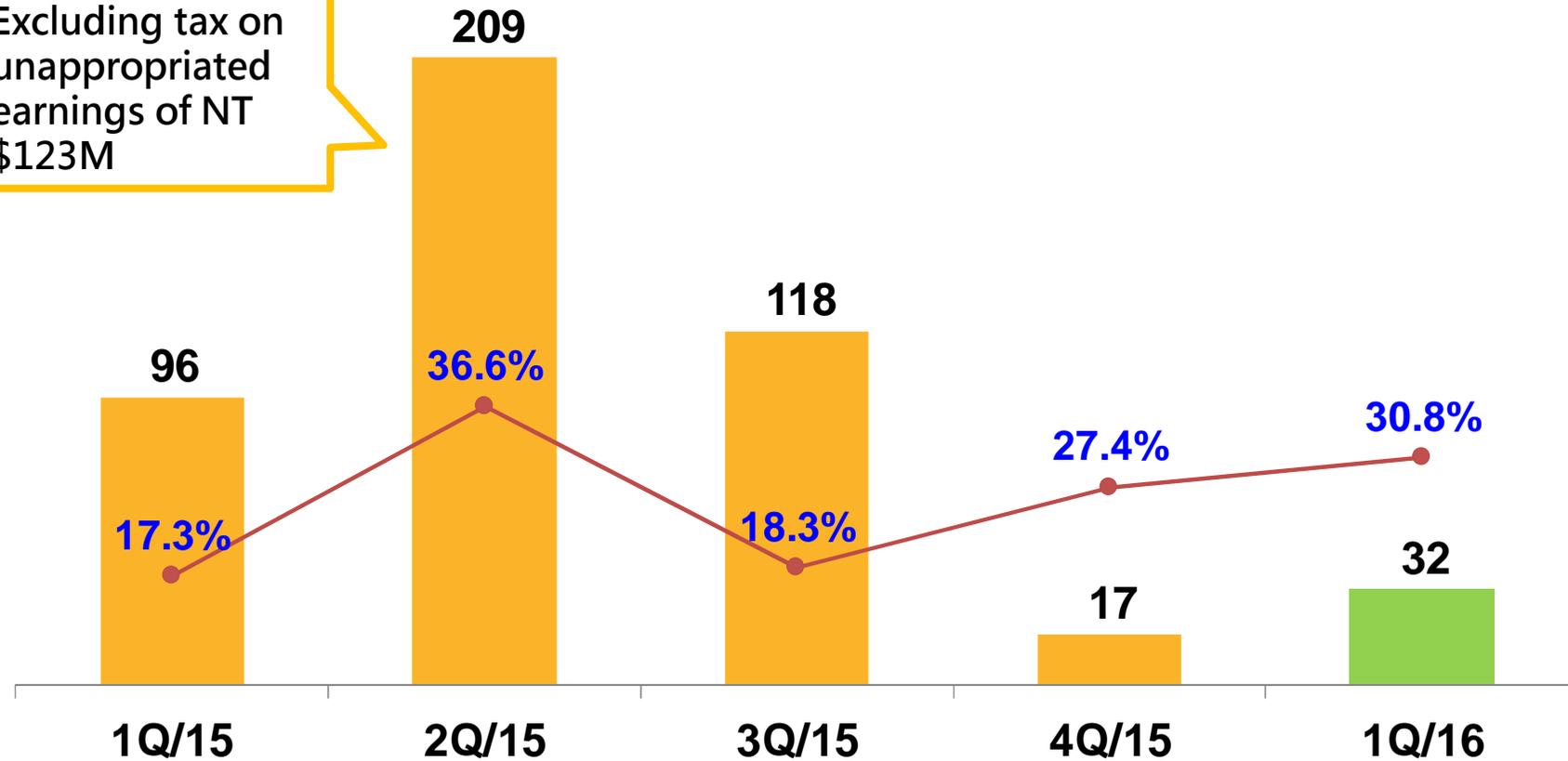


# 1. Management Performance (10/12)

## ● Tax & Effective Tax Rate

Unit: NT\$ million

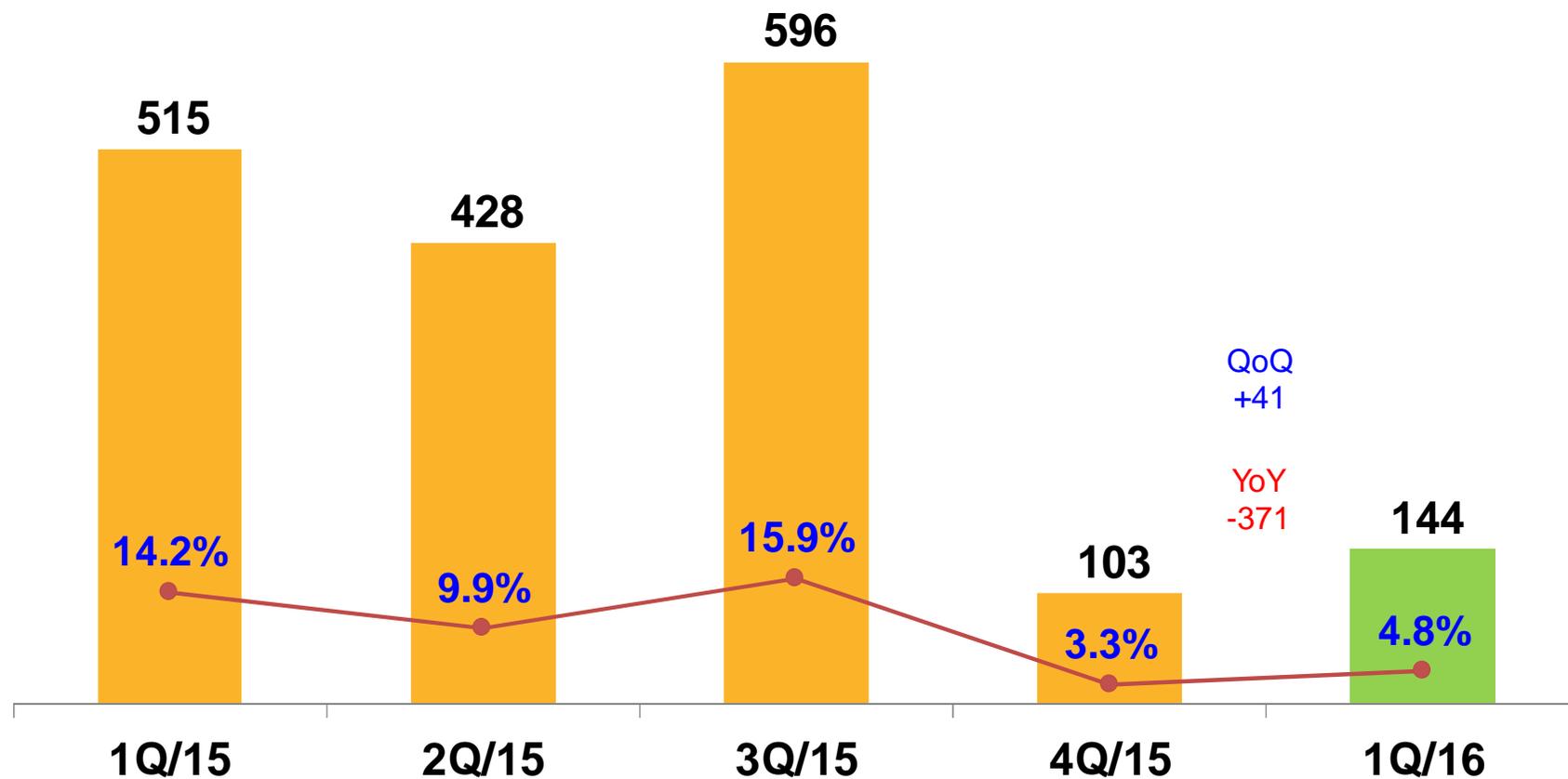
Tax Rate=15%  
Excluding tax on  
unappropriated  
earnings of NT  
\$123M



# 1. Management Performance (11/12)

- **Net Income After Tax**

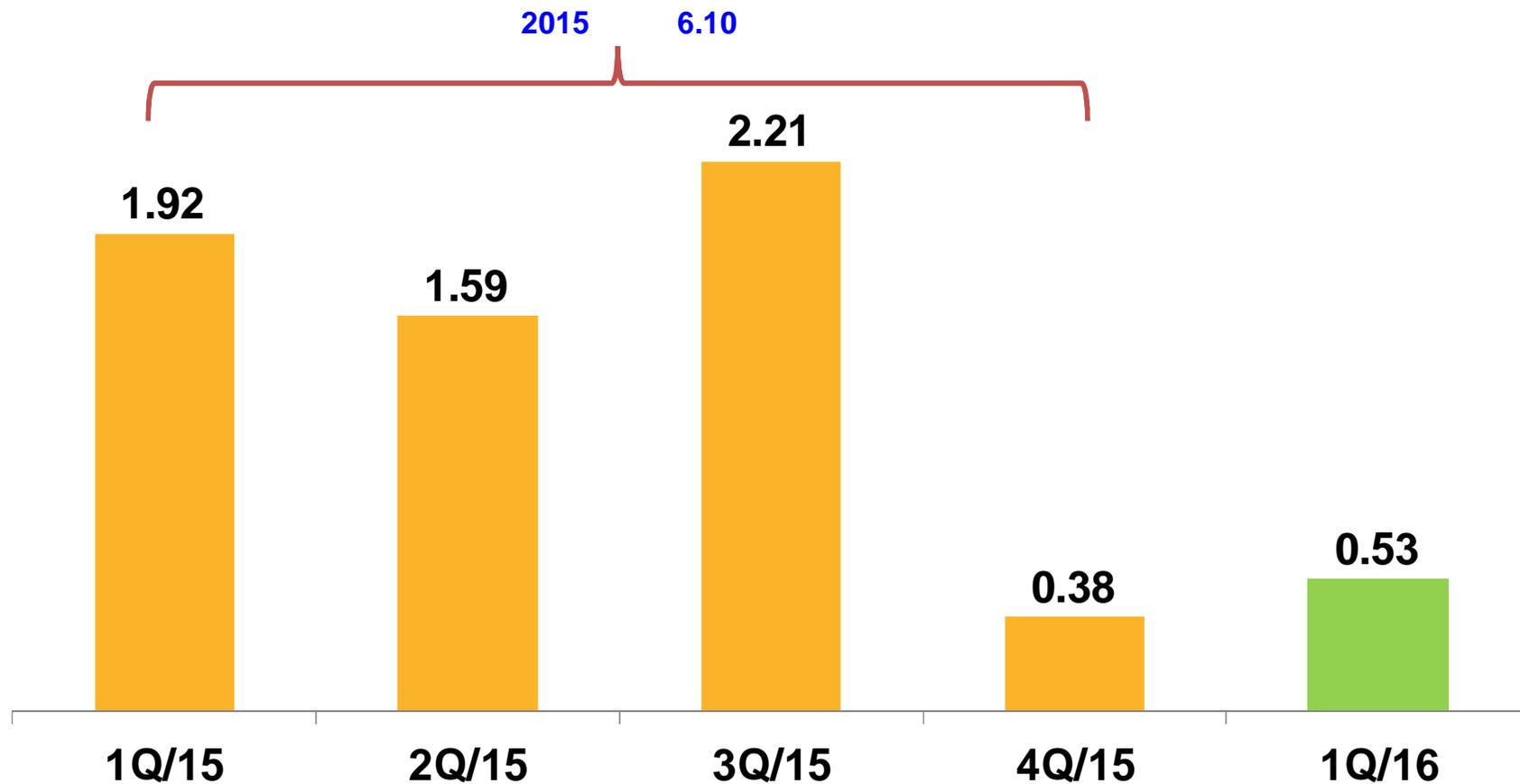
Unit: NT\$ million; % of Sales



# 1. Management Performance (12/12)

## ● EPS

Unit: NT\$ million



## 2. Honors and Awards(1/5)

- HIWIN is honored to be ranked No. 5 of "The World's Top 100 Growth Public Companies 2016" in NIKKEI Business. HIWIN is the only Taiwan company in top 20, and also the No. 1 in Machinery and Components industry categories.

順位	企業名	業種	解説	営業利益 (配点30, 得点と順位)		時価総額 (配点20, 同)		売上高 (配点20, 同)		ROE (配点10, 同)		法人税 (配点10, 同)		グループ 従業員 (配点10, 同)		総合点
				平均点												
				27.0	19.5	18.0	12.1	18.0	12.4	5.2	5.7	5.8		60.9		
1	長城汽車	自動車	中国最大規模の自動車メーカー	27.0	23	18.0	1	18.0	11	9.0	53	9.0	4	9.0	23	90
2	アレクシオン・ファーマシューティカルズ	バイオテクノロジー	希少疾患の得意な医薬品ベンチャー	27.0	30	18.0	12	18.0	10	7.0	127	9.0	17	9.0	15	88
3	バリアント・ファーマシューティカルズ	医薬品	買収で急成長した医薬品メーカー	27.0	29	18.0	5	18.0	3	5.2	254	9.0	49	9.0	2	86.2
4	プライスタイン	商業	旅行予約サイトを	27.0	49	18.0	14	18.0	22	6.0	225	8.0	87	9.0	5	86
5	上銀科技(ハイウィンテクノロジーズ)	機械部品	ボールねじで世界大手の一角	27.0	35	18.0	44	18.0	25	5.2	278	8.0	60			
6	アップル	通信機器	iPhoneで躍進	27.0	56	16.0	64	18.0	12	7.0	120	8.0	106			
7	百度(バイドゥ)	ネットサービス	中国のネット検索エンジン大手	27.0	34	18.0	34	18.0	2	4.0	318	9.0	19	9.0	6	85
8	サン・ファーマシューティカル・インダストリーズ	医薬品	後発医薬品大手。かつては第一三共の傘下だった	27.0	45	18.0	48	18.0	6	4.0	337	9.0	38	9.0	12	85
9	MonotaRO	小売業	工具通販などで売上高は5年で4倍	24.0	79	18.0	2	18.0	33	5.2	234	9.0	29	9.0	31	83.2
10	HCLテクノロジーズ	情報技術	インドのIT企業では草分け的な存在	24.0	77	18.0	54	18.0	24	6.0	208	9.0	37	8.0	58	83

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## 2. Honors and Awards(2/5)

- HIWIN leaps forward to top 5% leading group in the 2<sup>nd</sup> Corporate Governance Evaluation Indicators by TWSE.



## 2. Honors and Awards(3/5)

- HIWIN Single Axis Robot has been awarded two major international design awards this year, which is Red Dot Design Award and iF Product Design Award. On top of that, HIWIN is the first manufacturer in motion control and system technology fields to win both honors simultaneously in the world.



reddot award 2016  
winner



## 2. Honors and Awards(4/5)

- HIWIN MIKROSYSTEM CORP. is awarded the 24<sup>th</sup> “Taiwan Excellence Award – Gold Award”
- HIWIN TECHNOLOGIES CORP. is awarded the 24<sup>th</sup> “Taiwan Excellence Award – Silver Award”
- HIWIN group has been honored with “Taiwan Excellence Award” 16 years in a row since 2001” and has won 19 trophies of “Taiwan Excellence Gold and Silver Award”



上銀科技榮獲第24屆台灣精品銀質獎，由廖克皇資深協理代表領獎



大銀微系統榮獲第24屆台灣精品金質獎，由絲國一資深副總代表領獎

## 2. Honors and Awards(5/5)

- CEO Eric Y.T. Chuo has been ranked No.25 of Taiwan Top 50 CEO in Harvard Business Review.



# 3. Corporate Social Responsibility

- The 12<sup>th</sup> HIWIN Thesis Award.



**HIWIN**<sup>®</sup>  
Motion Control and System Technology



**Thank You**

