



Hiwin Technologies Corp.

2019 Q2 Investor Conference

Mr. Johnson Chiang
Senior Manager
August 7, 2019



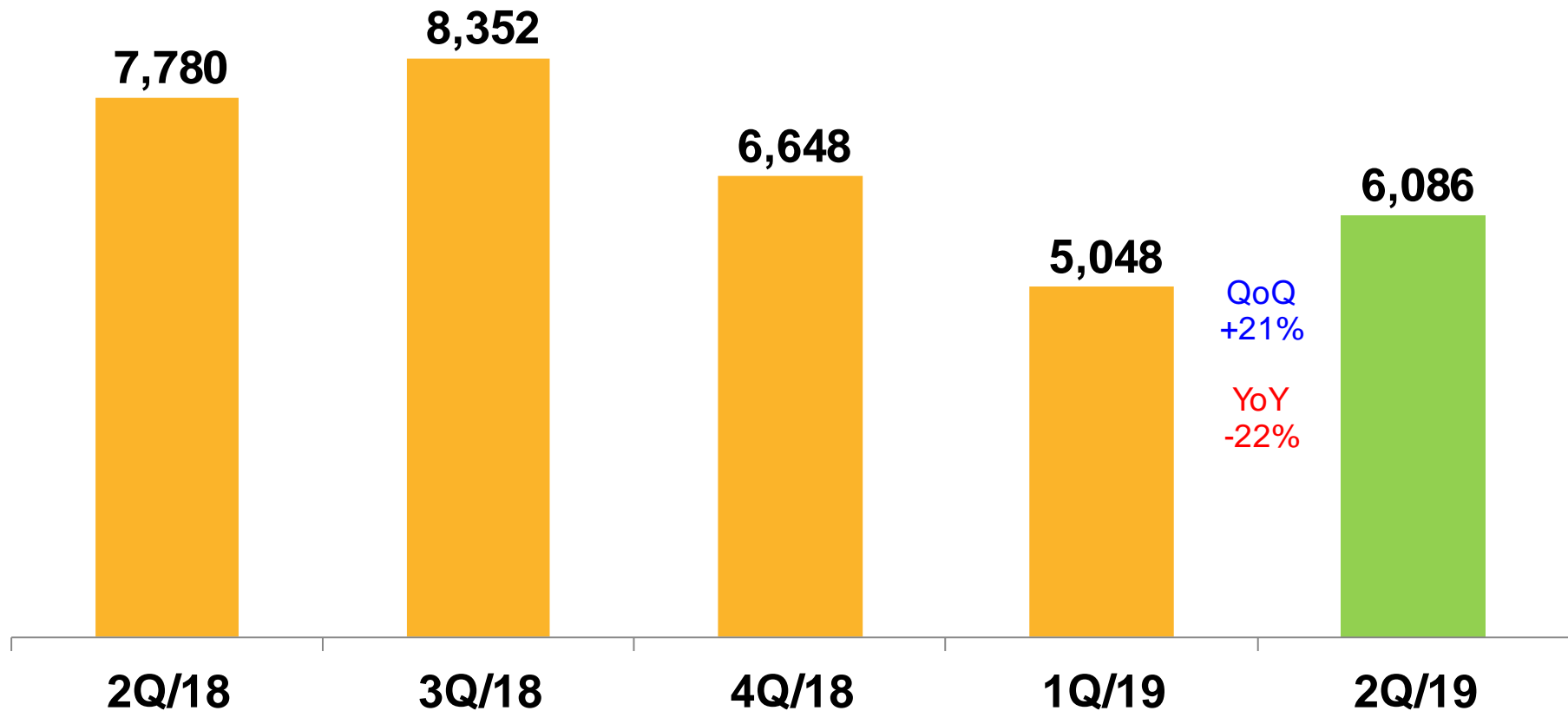
Agenda

1. Management Performance
2. Honors and Awards

1. Management Performance (1/11)

● Sales

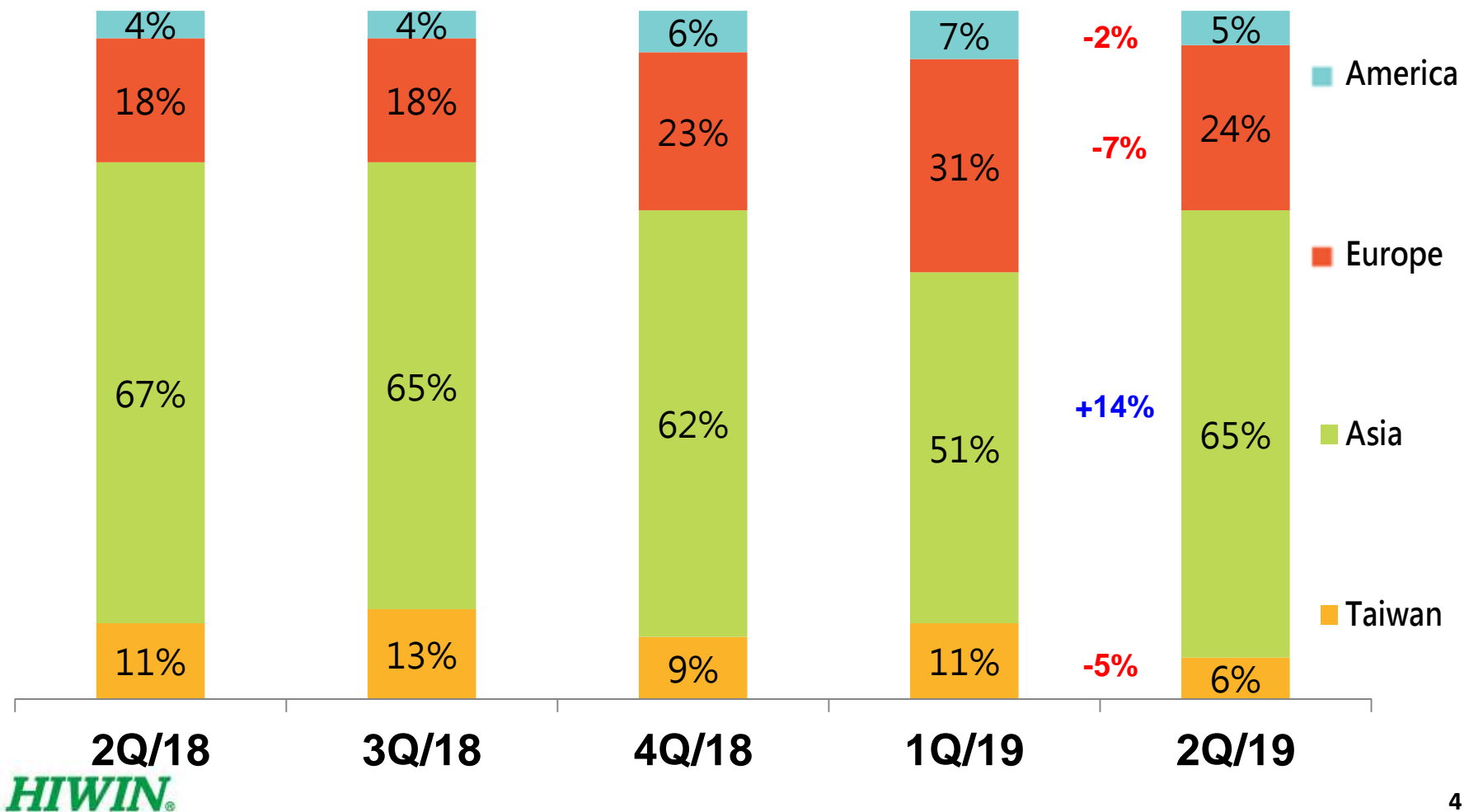
Unit: NT\$ million



1. Management Performance (2/11)

● Sales by Regions

Unit: %

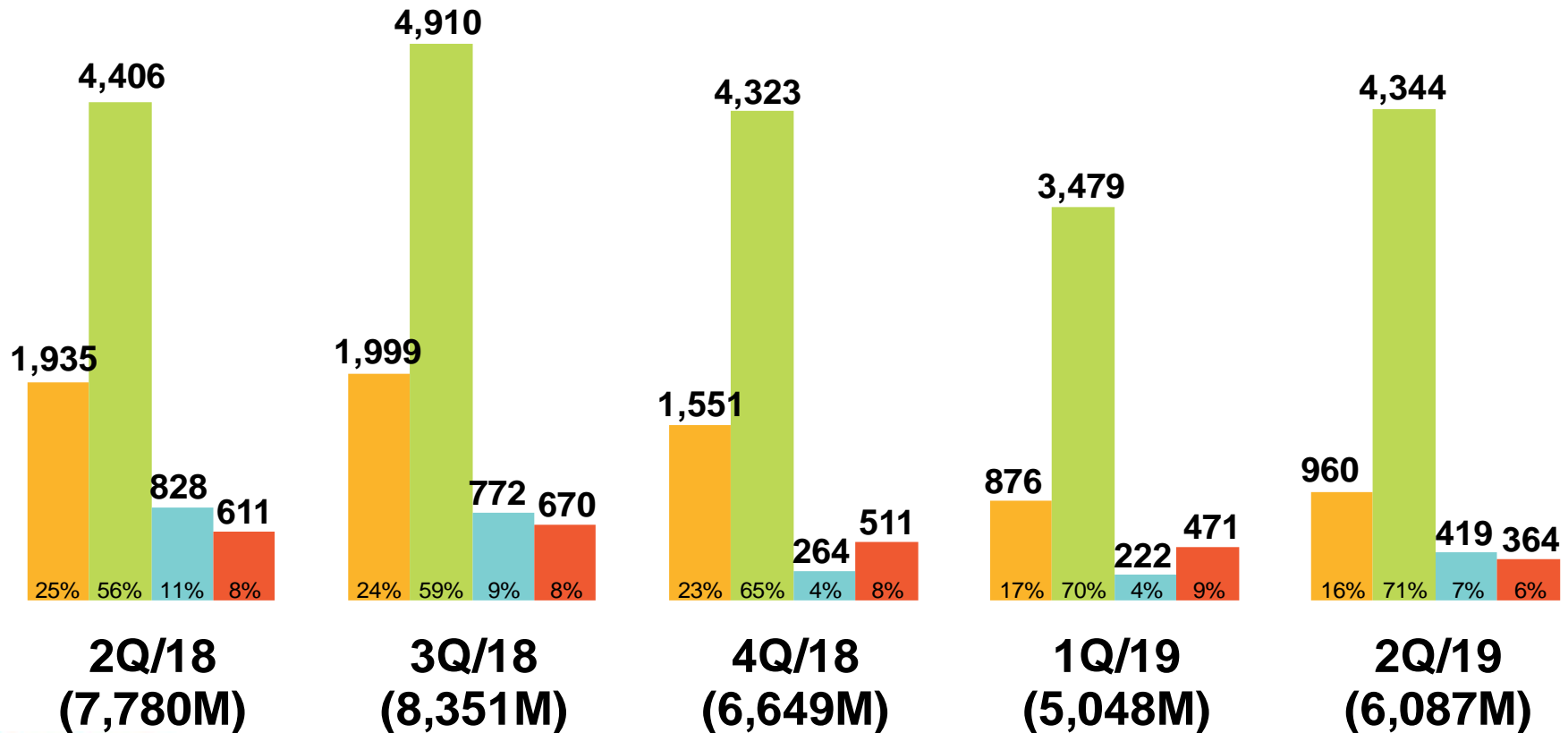


1. Management Performance (3/11)

● Sales by Products

Unit: NT\$ million

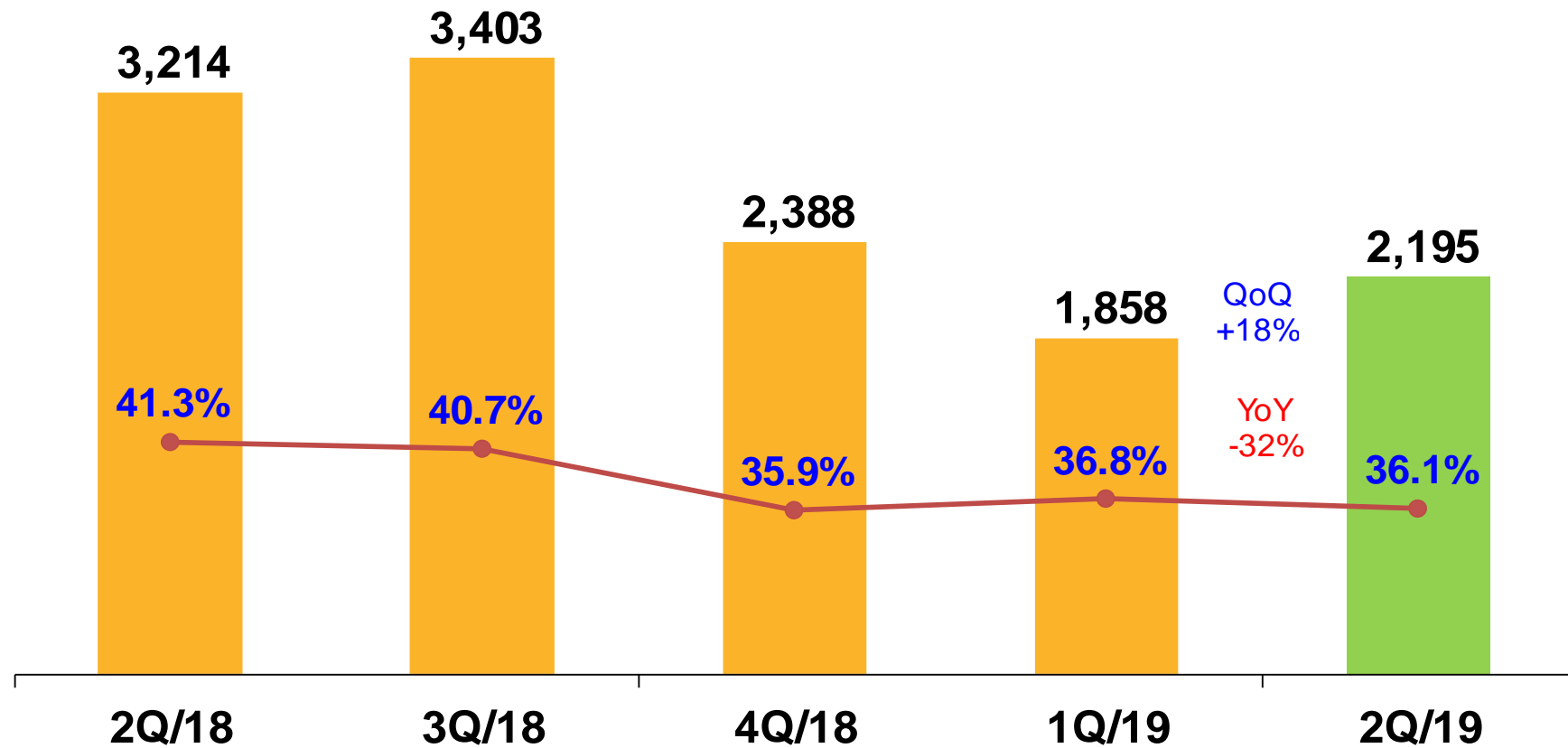
■ Ballscrew
 ■ Linear Guideway
 ■ Industrial Robot
 ■ Others



1. Management Performance (4/11)

● Gross Profit

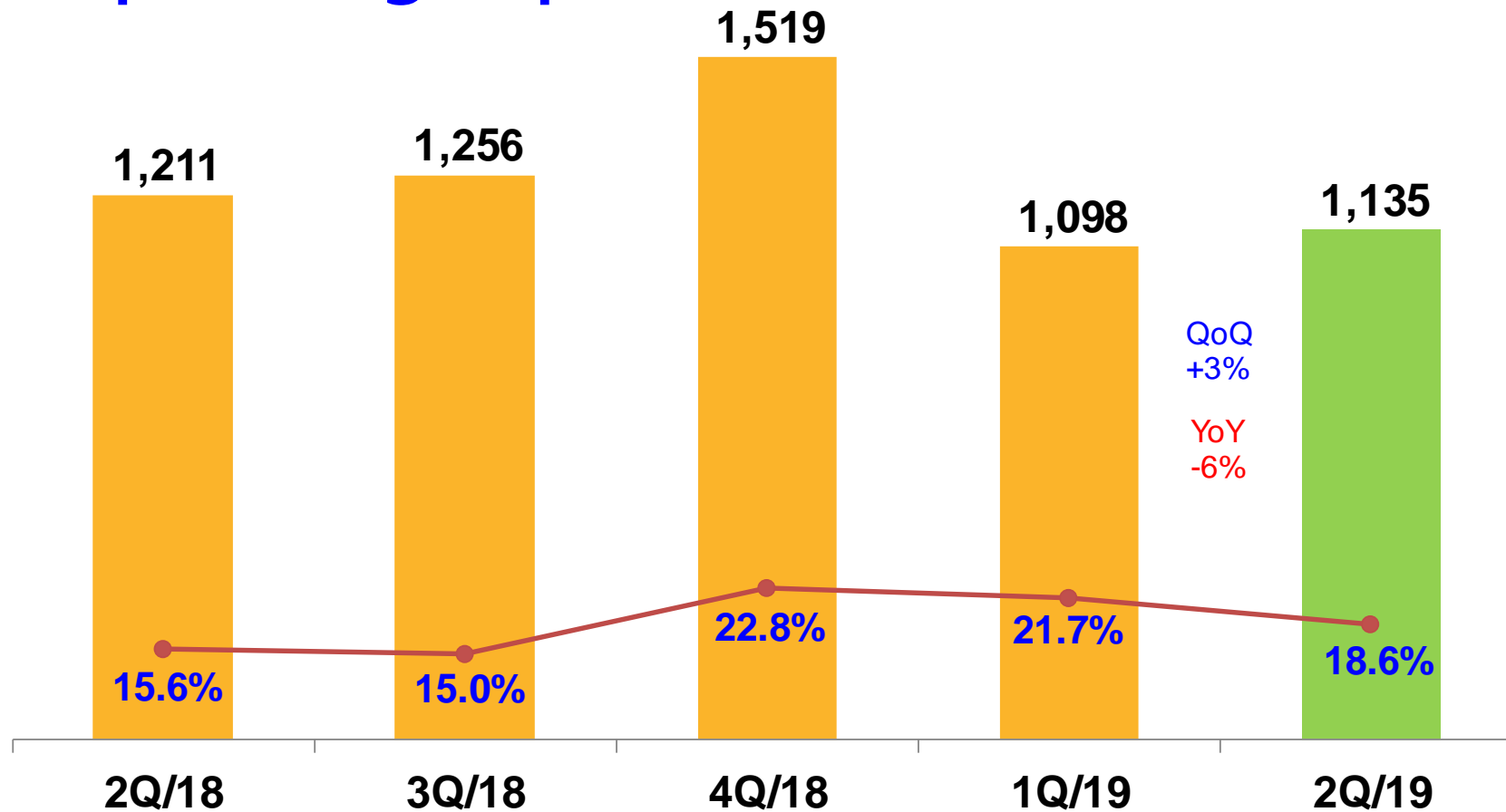
Unit: NT\$ million; % of Sales



1. Management Performance (5/11)

● Operating Expenses

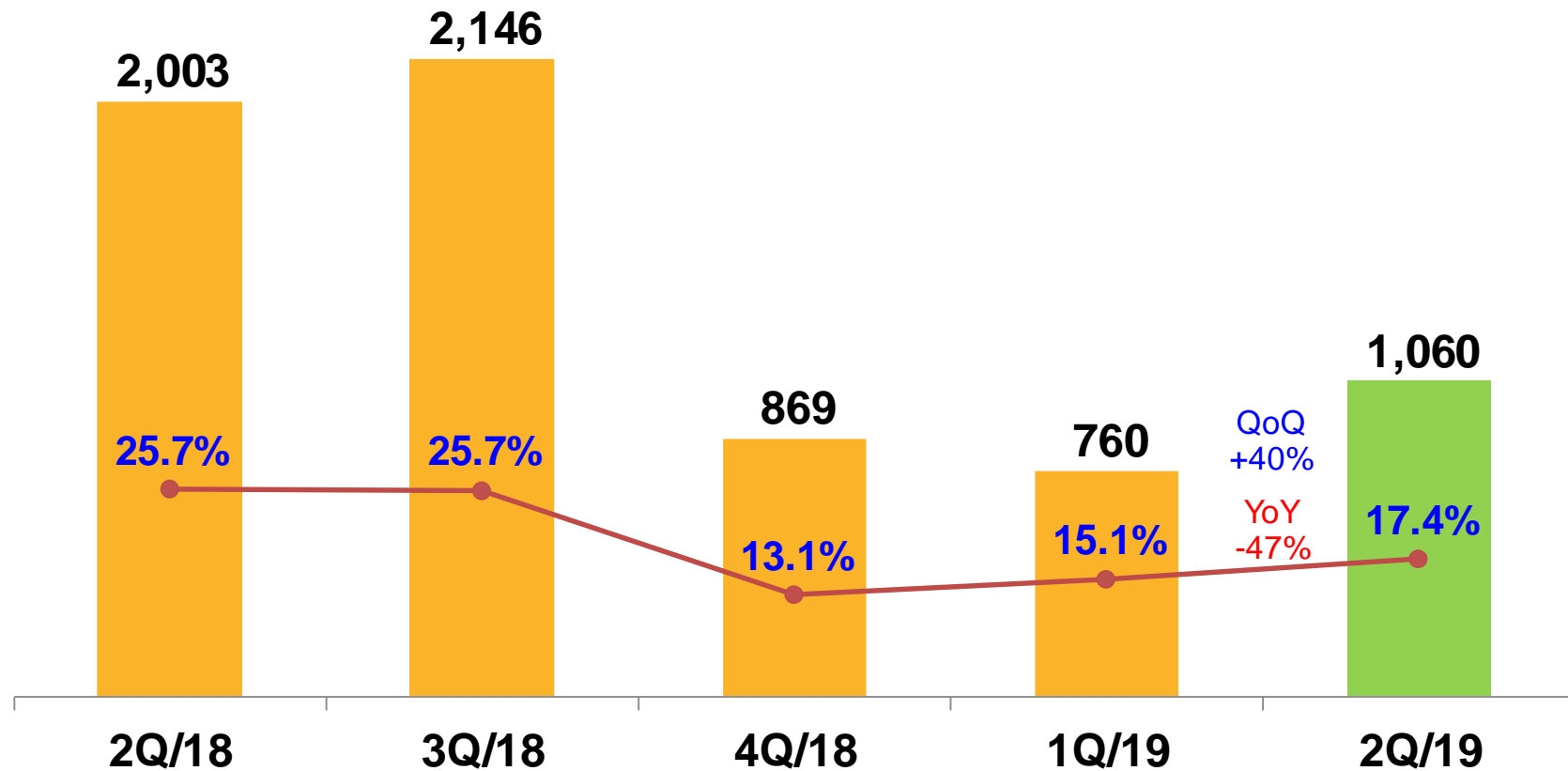
Unit: NT\$ million; % of Sales



1. Management Performance (6/11)

● Operating Profit

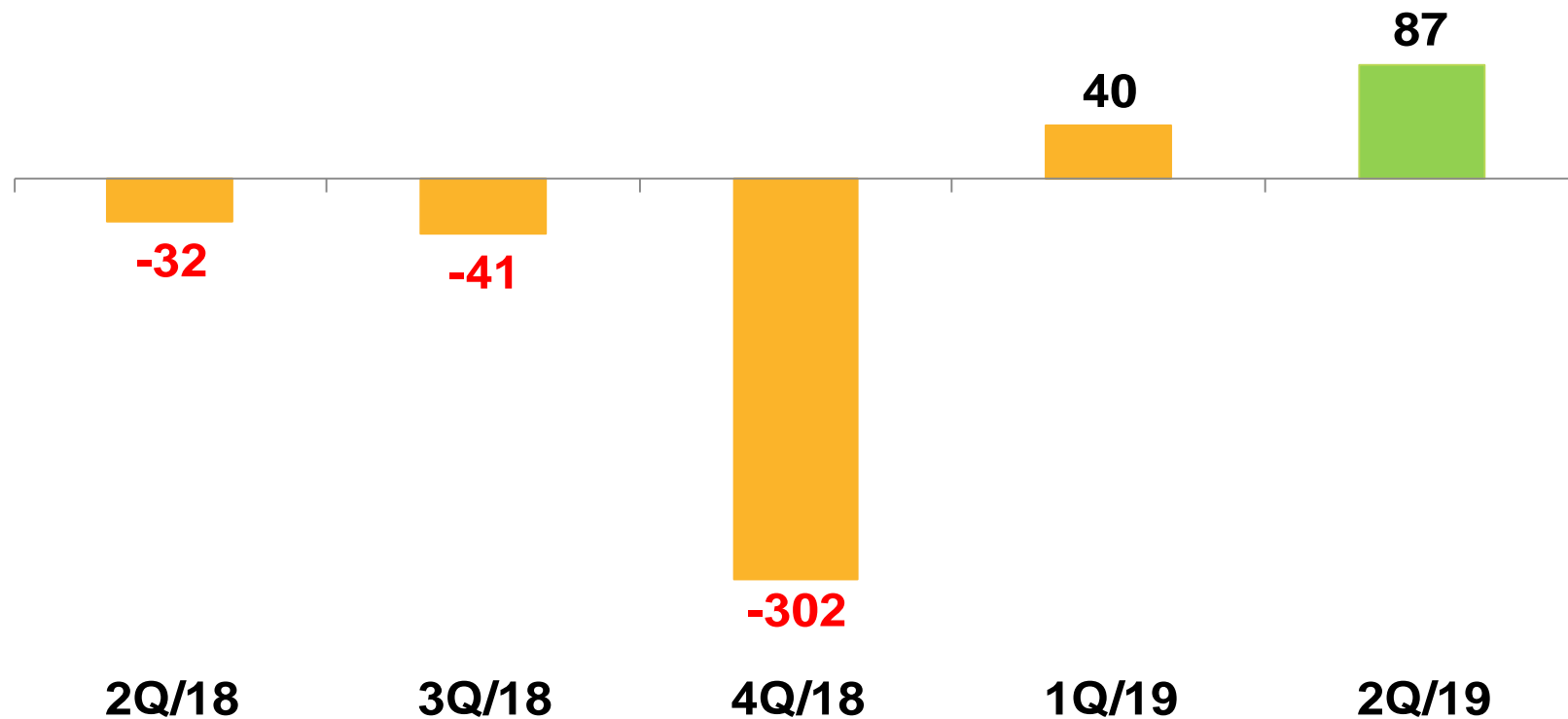
Unit: NT\$ million; % of Sales



1. Management Performance (7/11)

Unit: NT\$ million

- Non-operating Income (Loss)

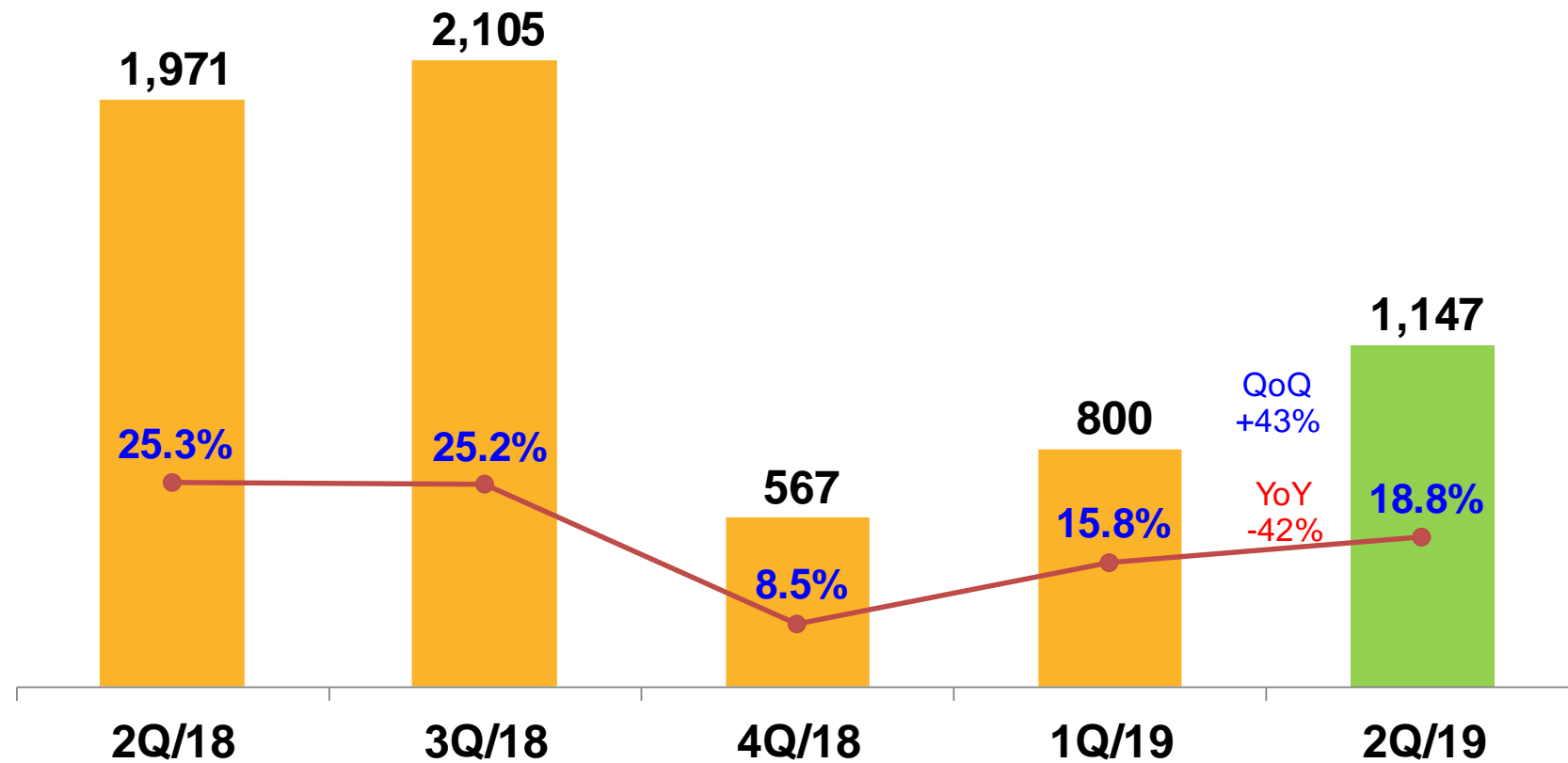


FX Gain(Loss)	-19	-92	66	67	24
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1. Management Performance (8/11)

● Profit Before Income Tax

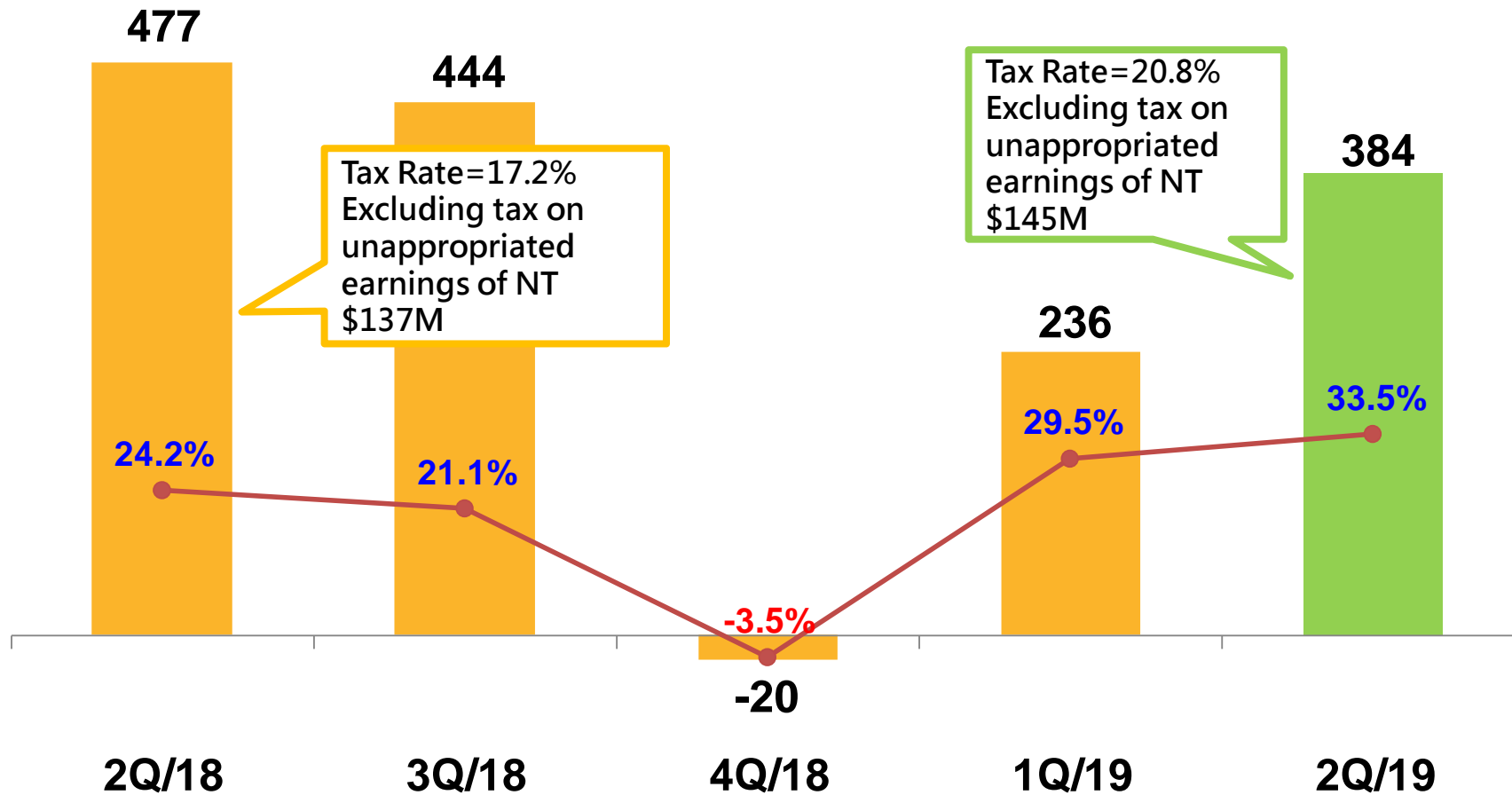
Unit: NT\$ million; % of Sales



1. Management Performance (9/11)

● Tax & Effective Tax Rate

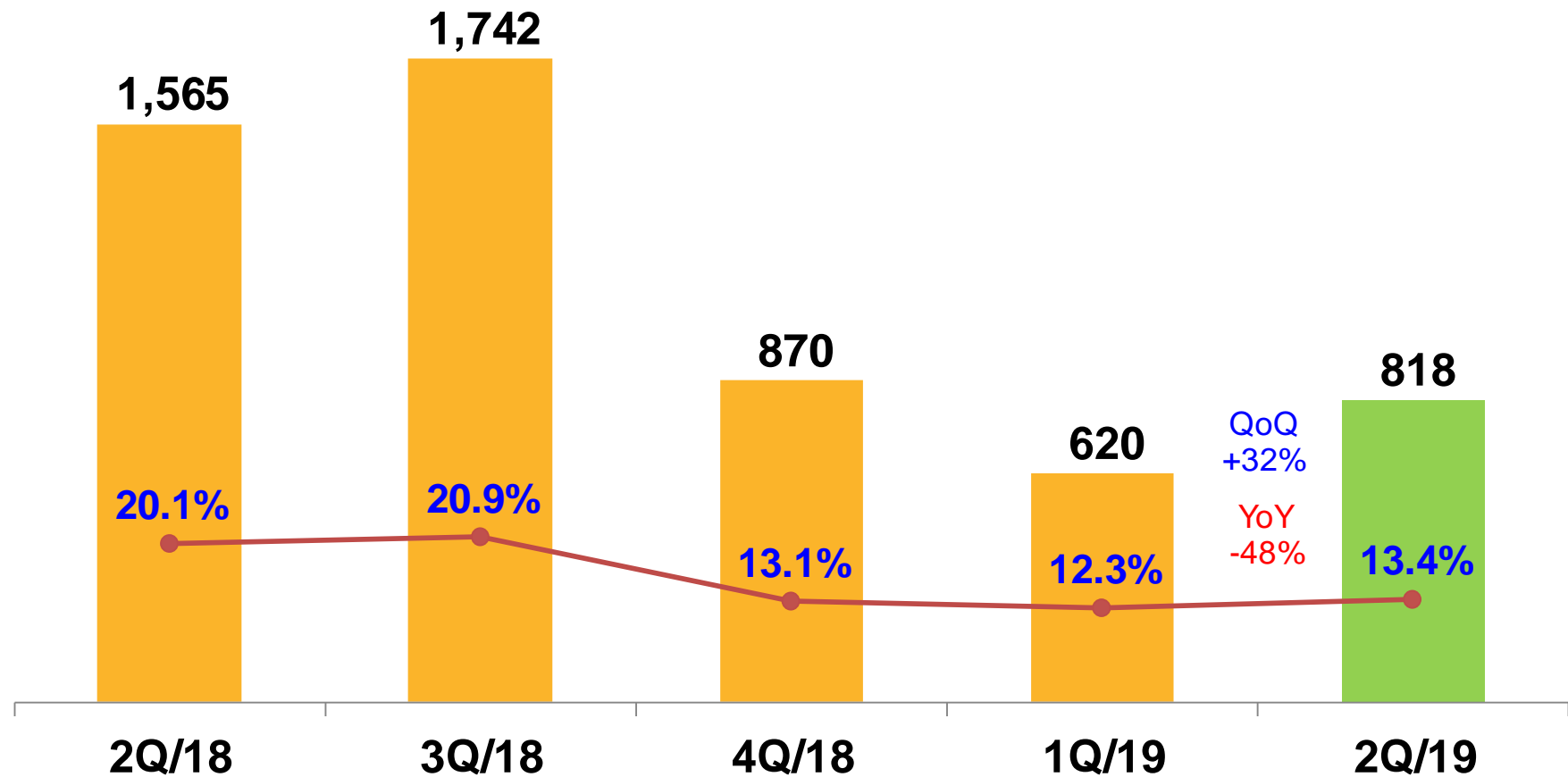
Unit: NT\$ million



1. Management Performance (10/11)

Unit: NT\$ million; % of Sales

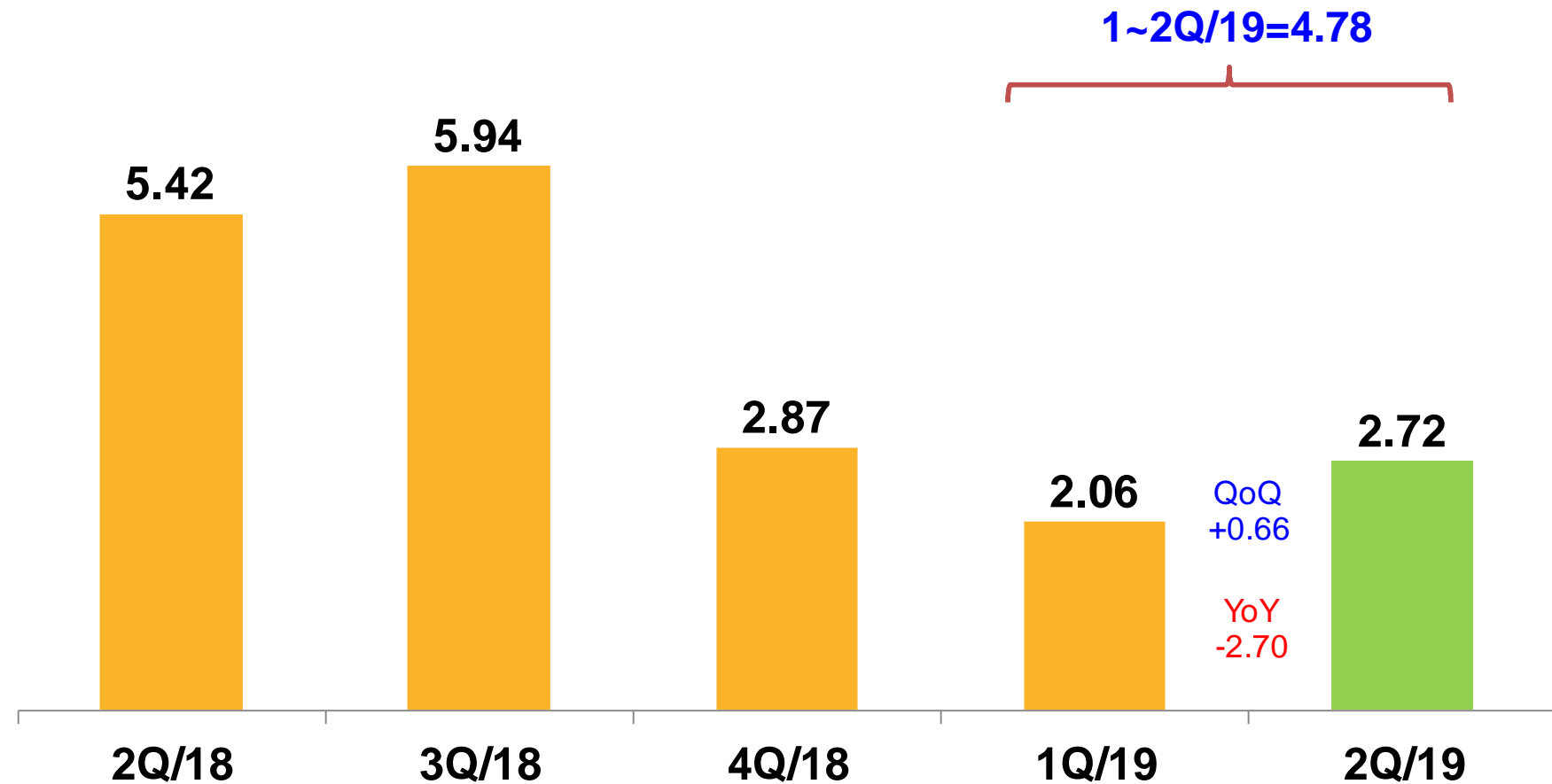
- Net Profit Attributable to Hiwin



1. Management Performance (11/11)

Unit: NT\$ dollar

● Basic EPS



2. Honor & Award(1/2)

- HIWIN is honored to be ranked No.16 in ASIA 300.

The screenshot shows the Nikkei Asian Review website. At the top, it says "NIKKEI ASIAN REVIEW" with a search bar, "Login", and "Subscribe" buttons. Below the navigation bar, the "Asia300" index is displayed with a red background, showing a composite, real-time snapshot of 1322.46 USD, up 12.63 (+0.96%). Underneath, the "ELECTRONIC TECHNOLOGY" section features "HIWIN Technologies Corp." with a table of financial data and a "COMPANY BACKGROUND" section.

Taiwan	Ticker	Prev. close	Market cap (TWD)	Market cap (USD)	Shares
Jul 10, 2019	TAI(2049)	266.50	80,099.78M	2,572.61M	300.56M

COMPANY BACKGROUND

Hiwin Technologies is a major Taiwanese manufacturer of machine tool parts. It is strong in such products as ball screws, used to make machine tools move smoothly, and linear guideways, used for accurate positioning. Hiwin is considered one of the world's top three producers of ball screws. It has locations in 12 countries and regions, including Taiwan. Founder and Chairman Eric Chuo used to work at a Taiwanese bank and handled loans for corporate customers before starting his own consulting business. He established Hiwin in 1989 based on a failing machine parts maker he acquired. In the 1990s, Hiwin began an overseas expansion push that included takeovers of German and Israeli parts makers. In 2013, it began supplying products to Japan's Toyota Motor group, taking advantage of its price competitiveness.

That same year, Hiwin began manufacturing industrial robots, focusing on demand for automated production lines at factories.

Hiwin established a local subsidiary in the Chinese city of Suzhou, Jiangsu Province, in 2014 to gain access to the mainland market. The company plans to start building a factory there at the end of 2015.

実力企業ランキング			
順位	企業名	国・地域	業種
1	SK ハイニックス	韓国	半導体
2	南亜科技	台湾	半導体
3	安徽海螺水泥	中国	セメント
4	貴州茅台酒	中国	酒類
5	大立光電	台湾	電子部品
6	ブキット・アサム	インドネシア	石炭
7	長江実業地産	香港	不動産
8	HCL テクノロジーズ	インド	情報技術
9	騰訊控股	中国	ネット
10	アリババ集団	中国	ネット
11	百度 (バイドウ)	中国	ネット
12	台湾積体電路製造 (TSMC)	台湾	半導体
13	ハルタレガ	マレーシア	医療関連
14	可成科技	台湾	金属部品
15	タタコンサルタンシー・サービス (TCS)	インド	情報技術
★ 16	上銀科技	台湾	機械部品
17	セルトリオン	韓国	医薬品
18	広州汽車集団	中国	自動車
19	タイ空港会社 (AOT)	タイ	空港
20	エアアジア・グループマレーシア	マレーシア	航空

2. Honor & Award(2/2)

- HIWIN is honored to be awarded the Asia's 200 Best in Forbes.

Forbes Asia's 200 Best Under A Billion 2019 RANKING


Billionaire Secrets

Asia's 200 Best Under A Billion

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Name	Country/Territory	Sales (US \$mil)	Net Income (US \$mil)	Market Value
 HIWIN Technologies	Taiwan	974	179	2,350



HIWIN[®]
Motion Control and System Technology

Thank You

