



# Hiwin Technologies Corp. 2017 Q 3 Investor Conference

**Mr. Leo Liao**  
Senior Vice President  
November 3, 2017



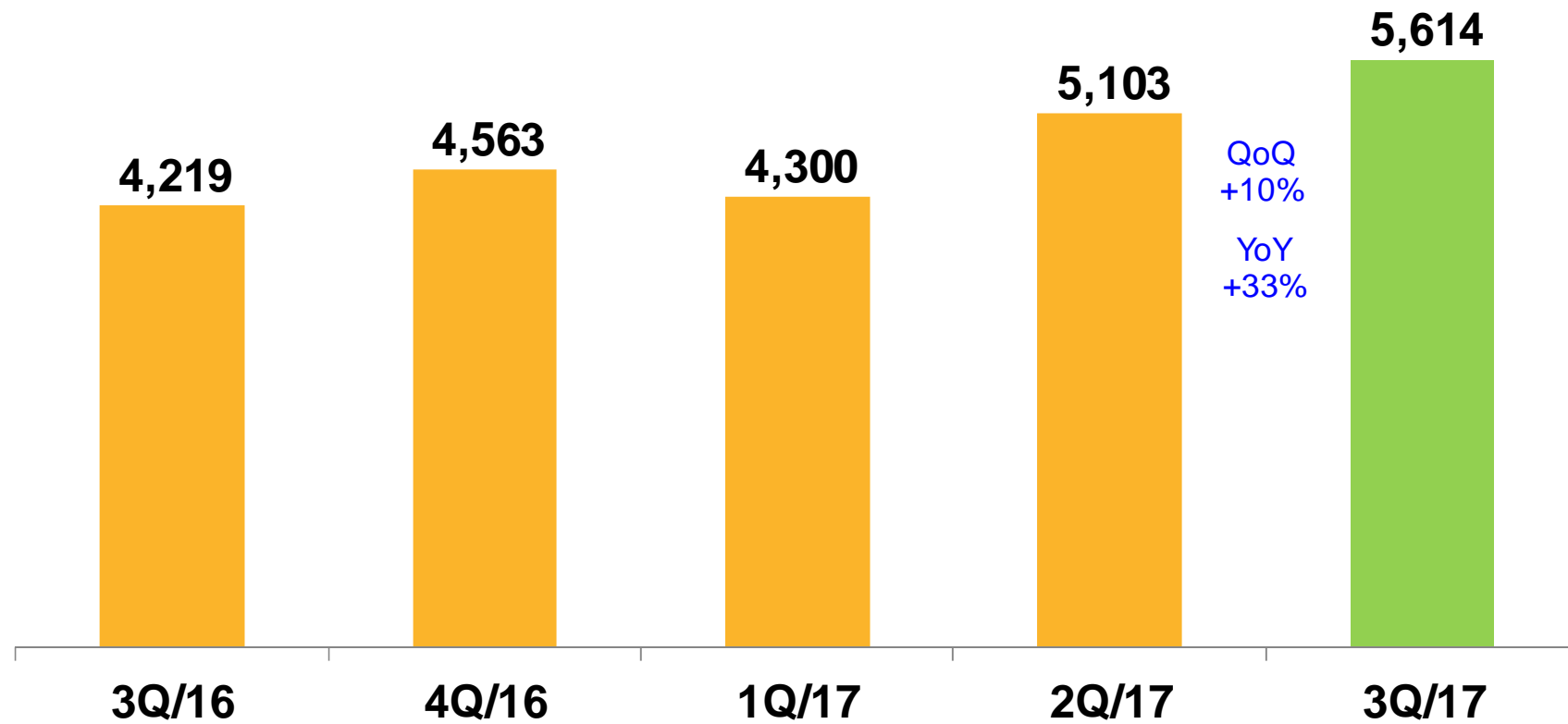
# Agenda

1. Management Performance
2. Honors and Awards

# 1. Management Performance (1/11)

## ● Sales

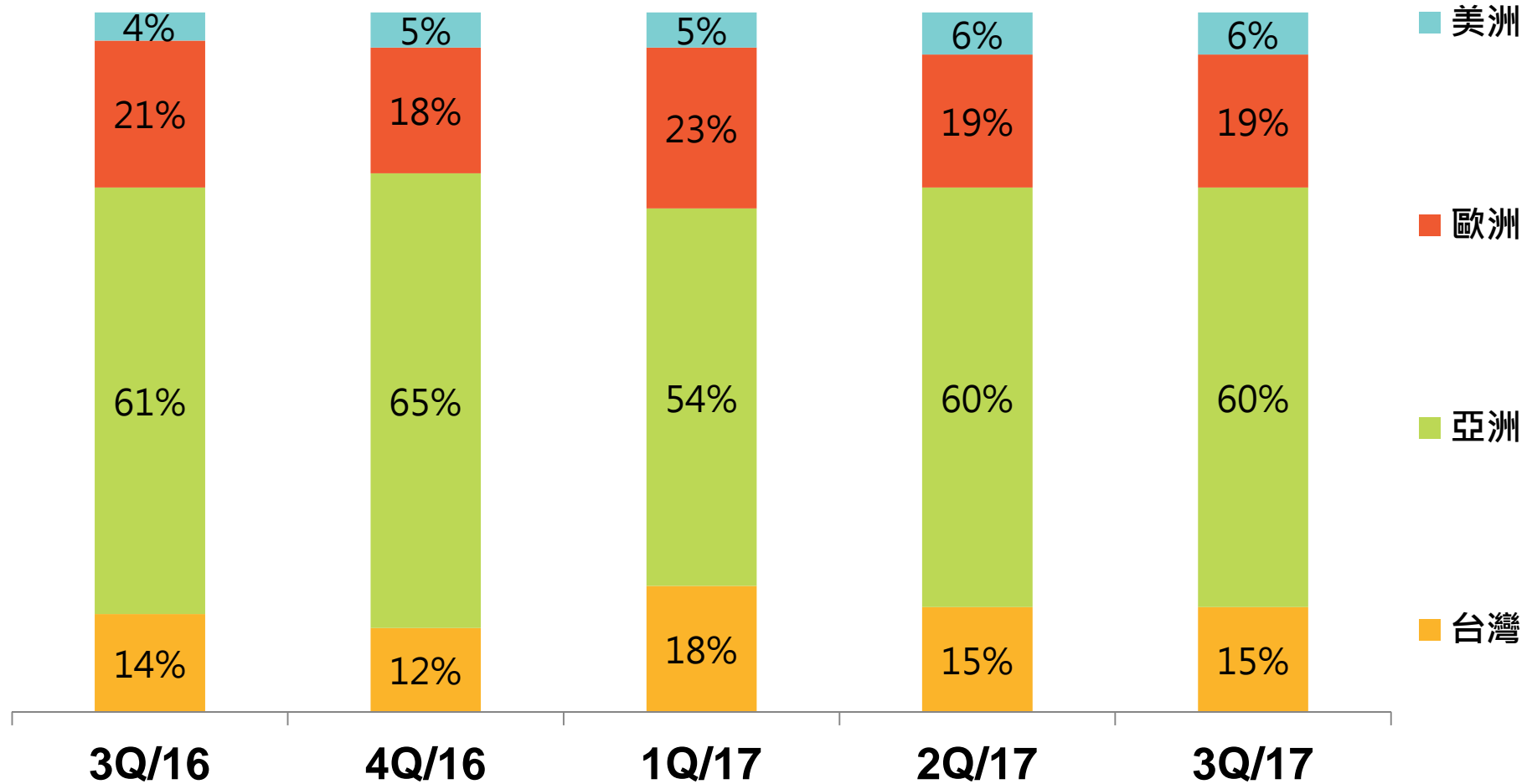
Unit: NT\$ million



# 1. Management Performance (2/11)

## ● Sales by Regions

Unit: %

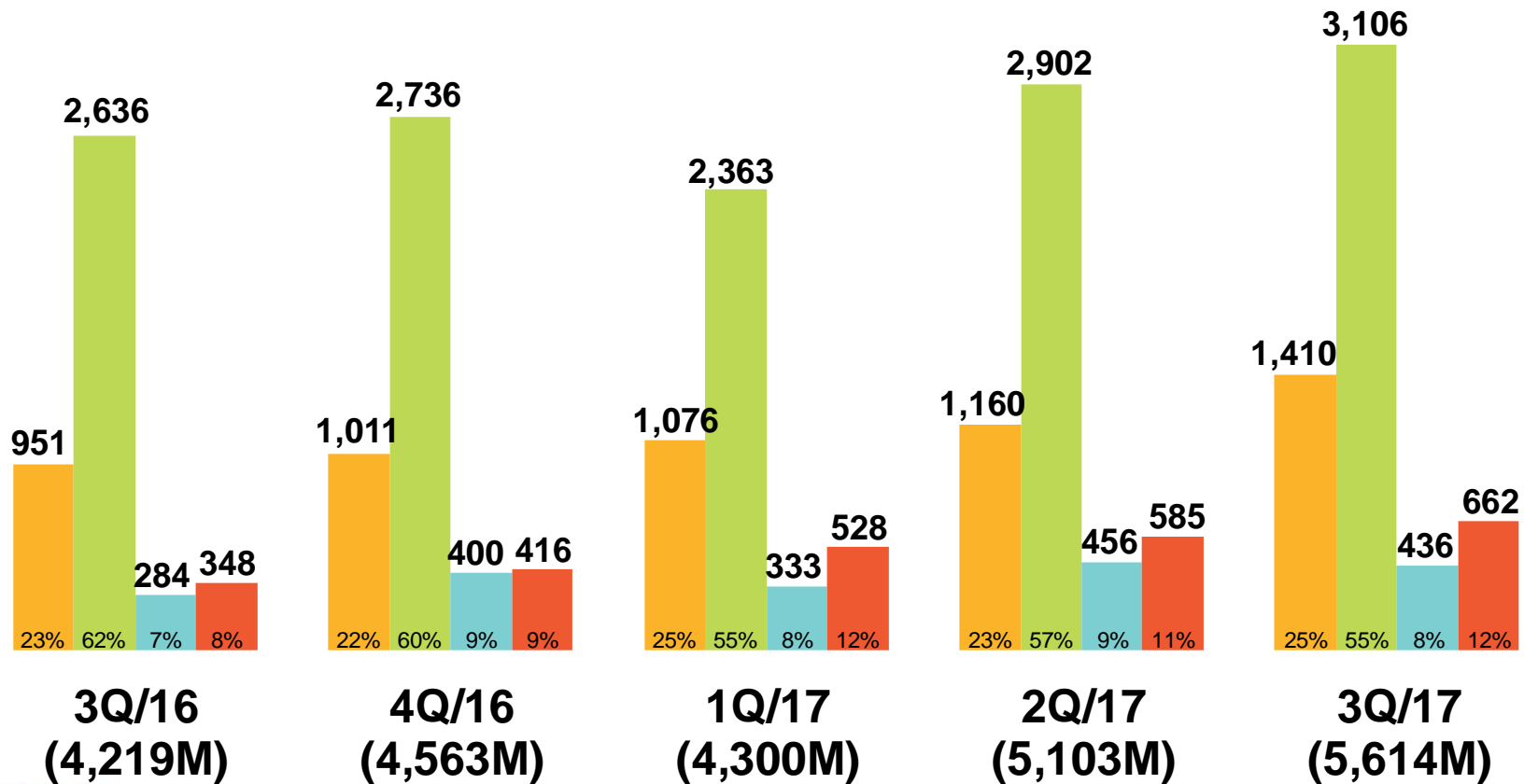


# 1. Management Performance (3/11)

## ● Sales by Products

Unit: NT\$ million

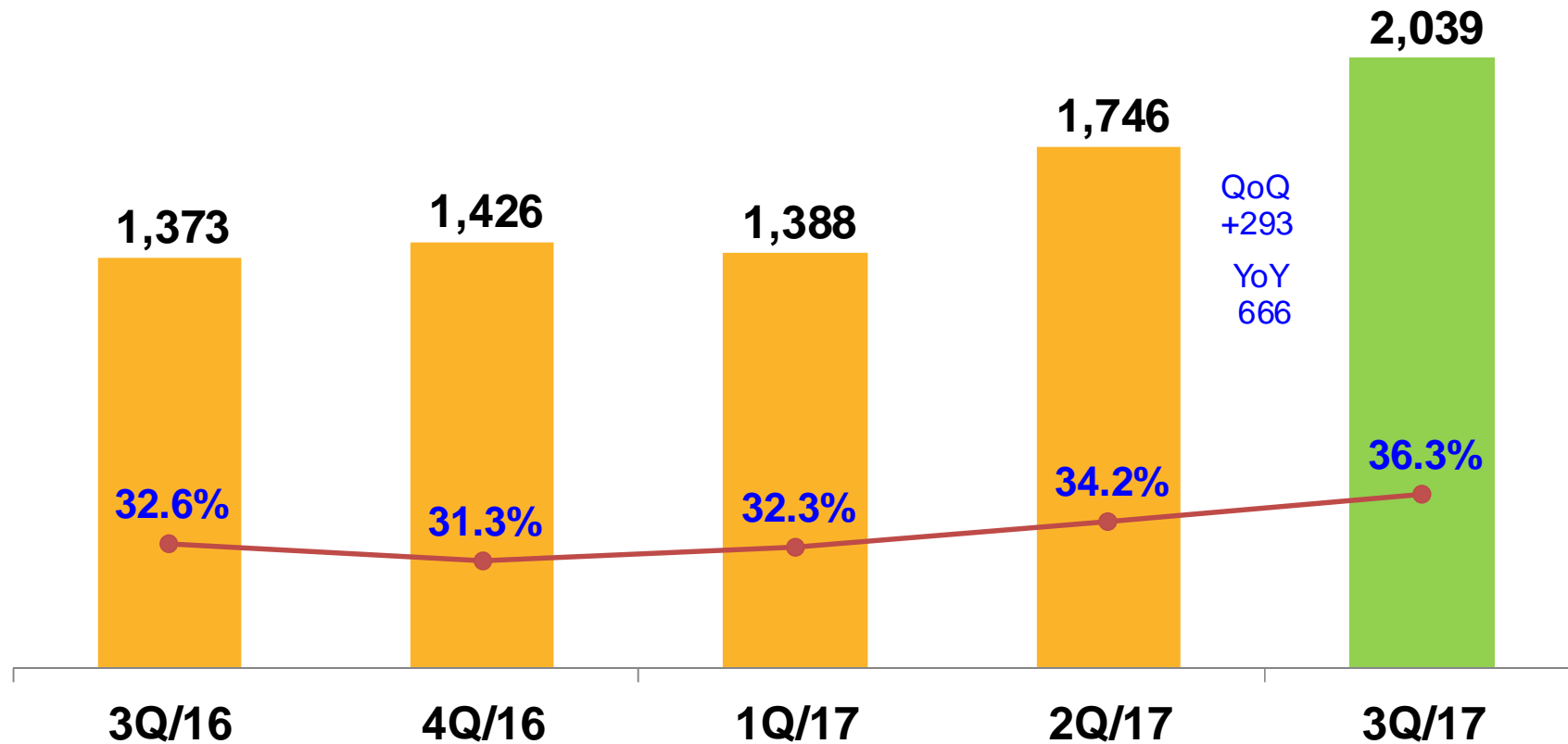
■ Ballscrew   
 ■ Linear Guideway   
 ■ Industrial Robot   
 ■ Others



# 1. Management Performance (4/11)

## ● Gross Profit

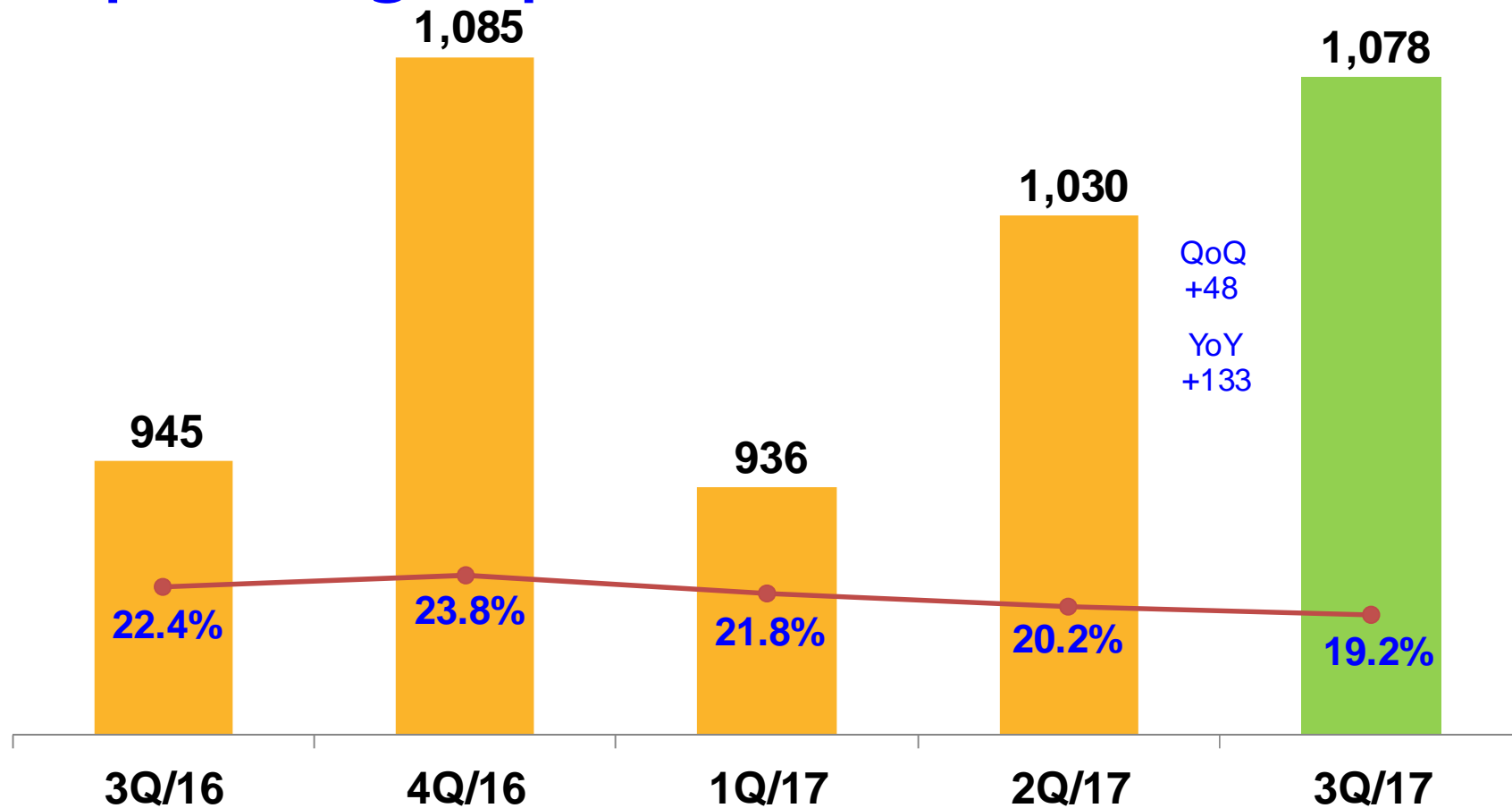
Unit: NT\$ million; % of Sales



# 1. Management Performance (5/11)

## ● Operating Expenses

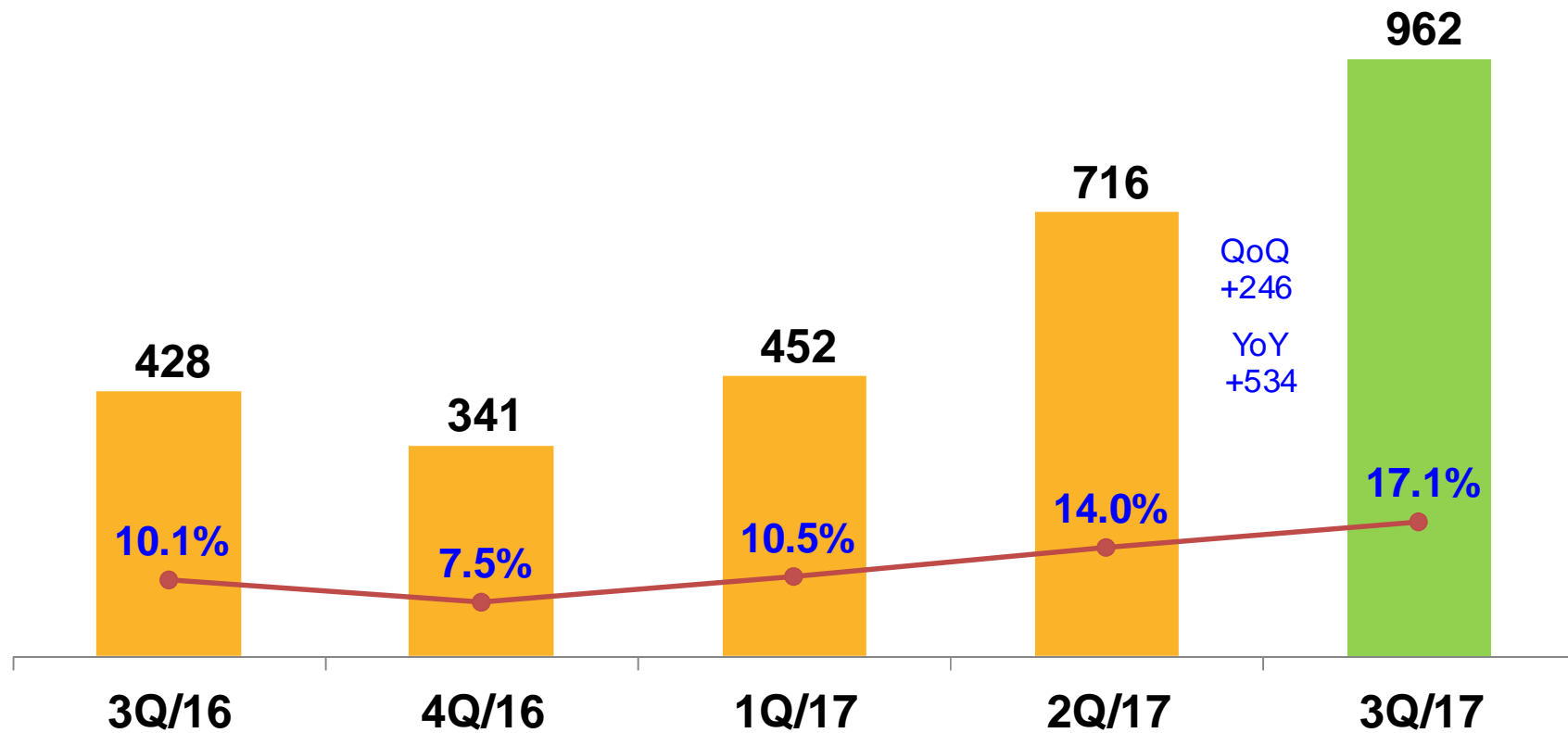
Unit: NT\$ million; % of Sales



# 1. Management Performance (6/11)

## ● Operating Profit

Unit: NT\$ million; % of Sales

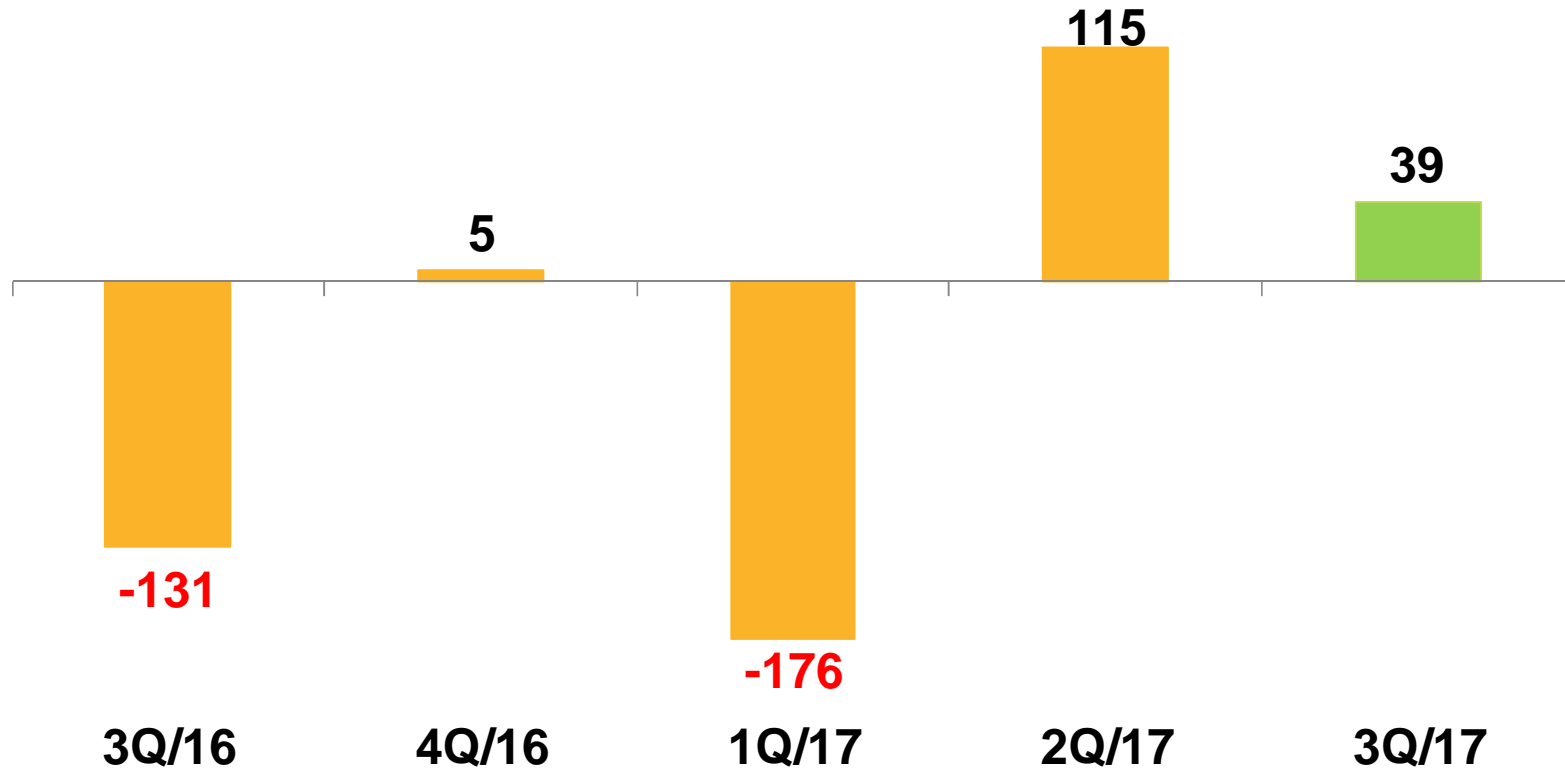




# 1. Management Performance (7/11)

- Non-operating Gain (Loss)

Unit: NT\$ million

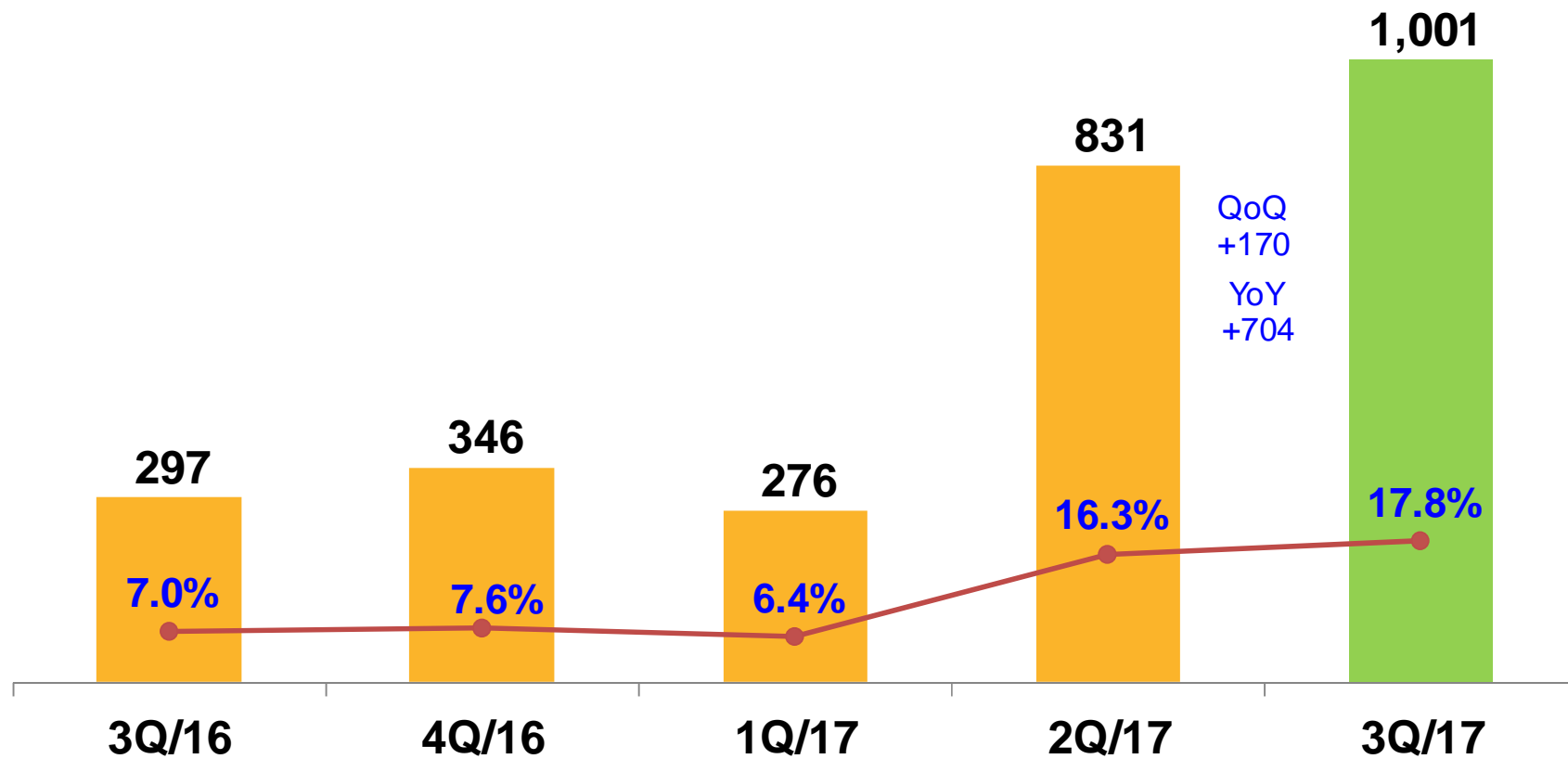


FX Gain(Loss)	-150	-106	-189	131	76
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# 1. Management Performance (8/11)

## ● Net Income Before Tax

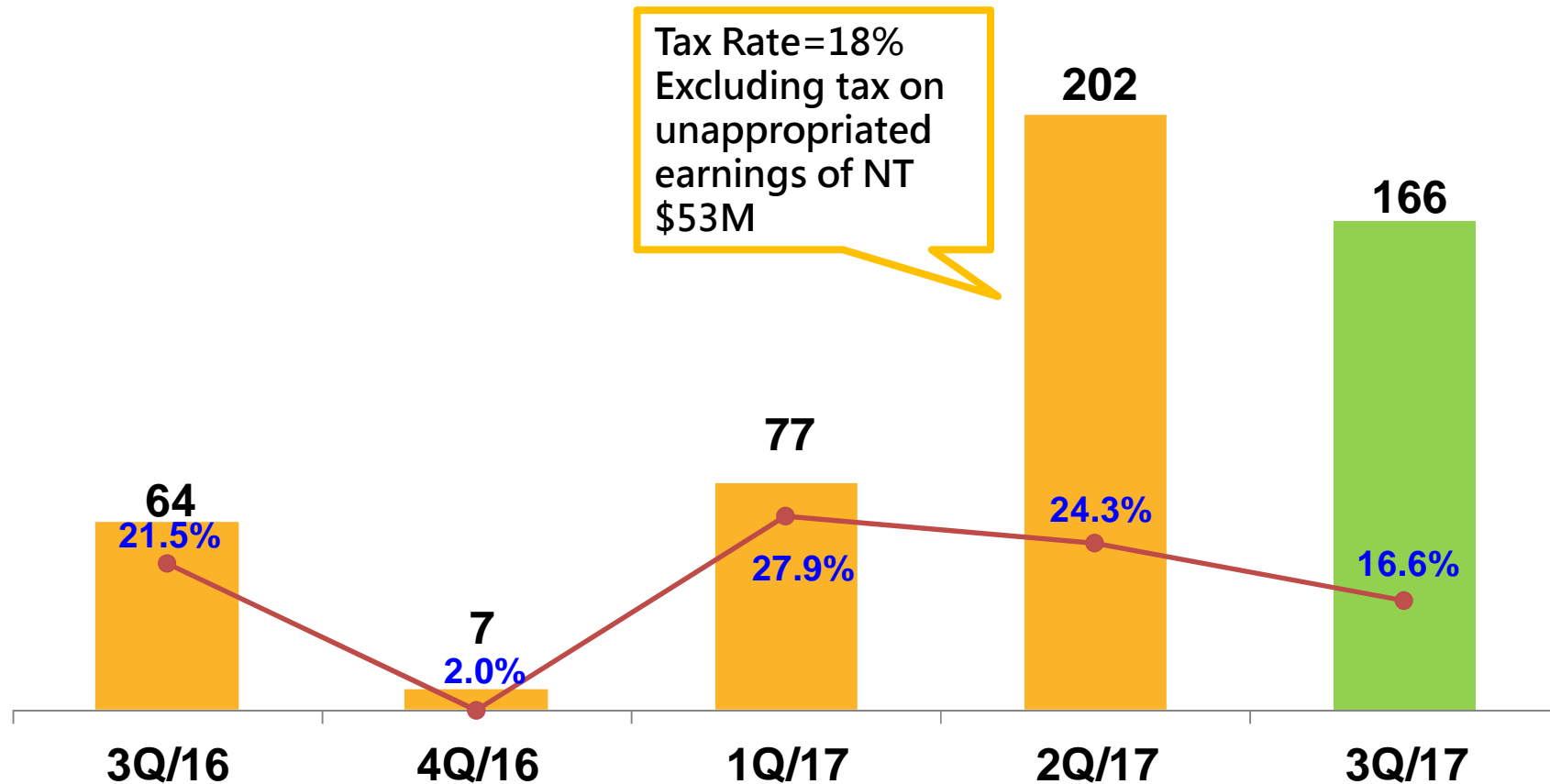
Unit: NT\$ million; % of Sales



# 1. Management Performance (9/11)

## ● Tax & Effective Tax Rate

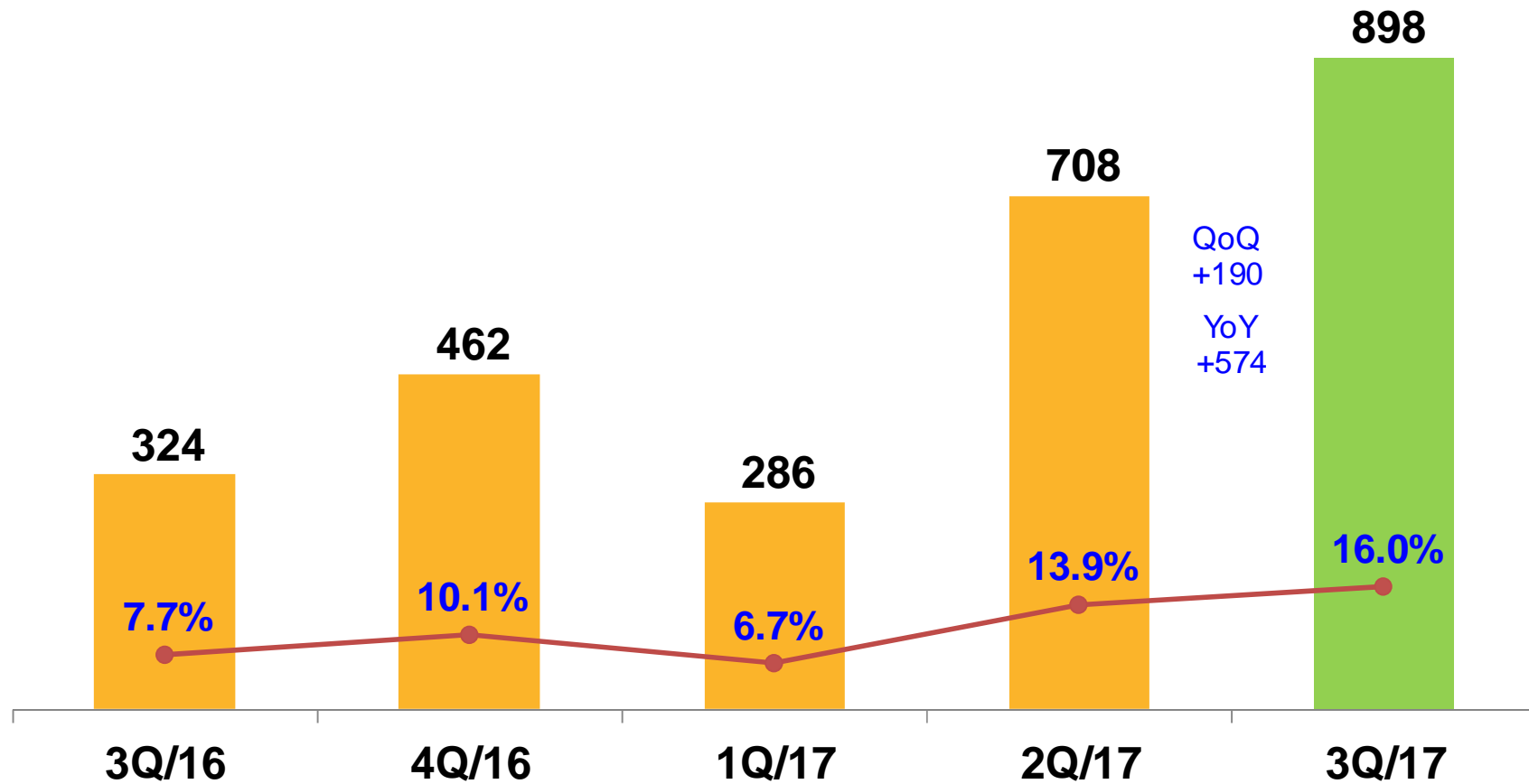
Unit: NT\$ million



# 1. Management Performance (10/11)

- **Net Income After Tax**

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



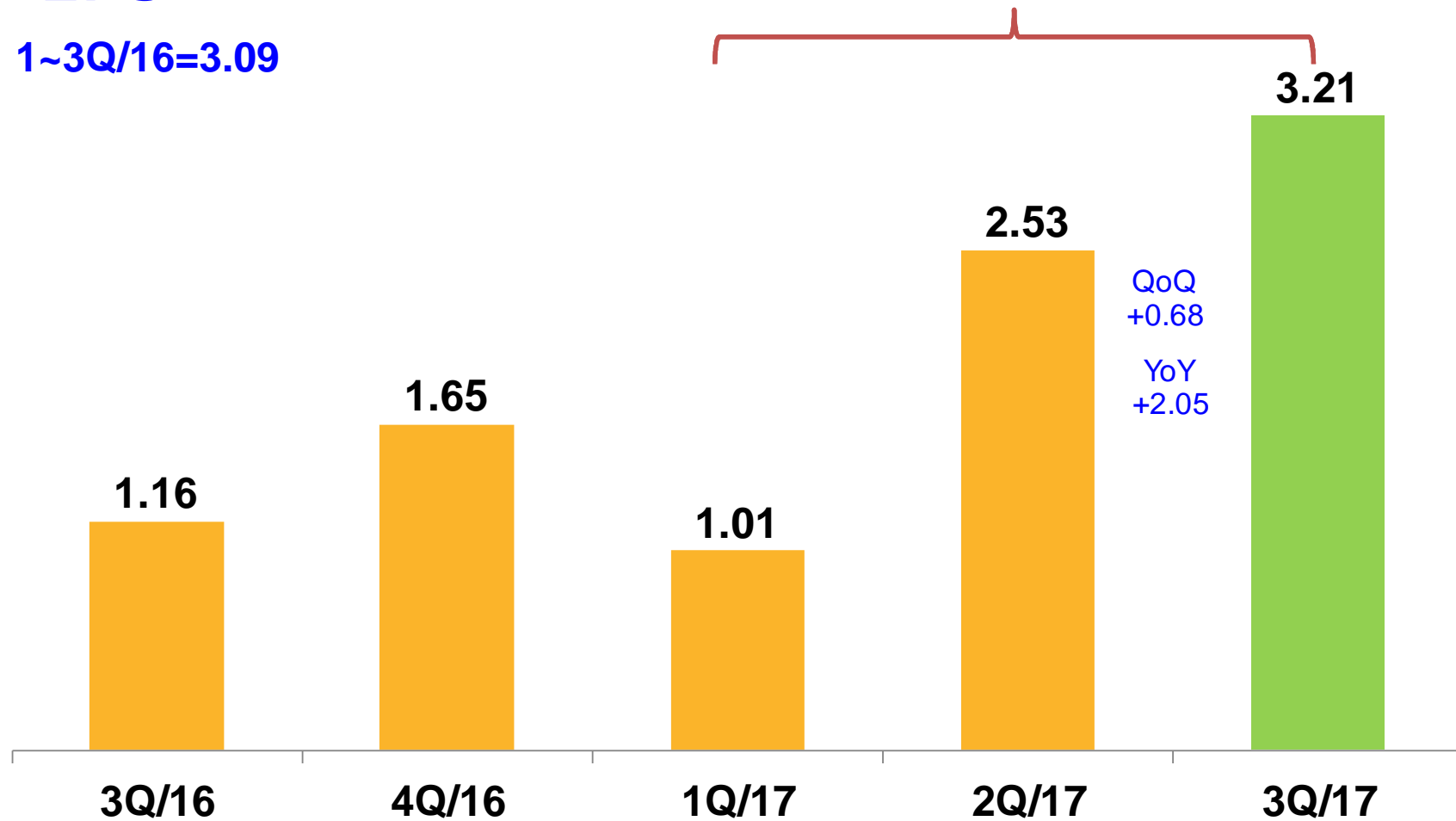
# 1. Management Performance (11/11)

## ● EPS

Unit: NT\$ million

1~3Q/16=3.09

1~3Q/17=6.75



## 2. Honor & Award (1/2)

- HIWIN Electric Gripper was awarded by Japan Good Design Award 2017.



**GOOD DESIGN  
AWARD 2017**



## 2. Honor & Award (2/2)

- HIWIN was awarded by BSI Sustainable Practice Award.



由卓文恆執行副總經理(圖右)代表領獎-2017.11.01

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

Thank You

