

WE & WIN Development Co., Ltd.

Investor Conference



Safe Harbor Notice

- WE & WIN Development Co., Ltd.(the “Company”) ’s statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.
- Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.
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Company Profile

- Listed on TWSE : 1996.09.06
- Stock Symbol : 2537
- Chairman : Mr. Su Yung-Yi
- CEO : Mr. Lee Chih-Ming
- Shares Issued : NT\$ 3,005 million
- Main Business : Real Estate Development
- Headquarter : Taipei , Taiwan
- Company Website : www.5v.com.tw



Management Philosophy

VVVVV 《Our Company Core Values》

~New Core Values of “We & Win Construction”

- Value of Location
- Value of Aesthetics
- Value of Legacy
- Value of Practicality
- Value of Reliability

Balance Sheet

Items	Sep. 30, 2021		Sep. 30, 2020		Items	Sep. 30, 2021		Sep. 30, 2020	
	NTD in thousands	%	NTD in thousands	%		NTD in thousands	%	NTD in thousands	%
Cash and Cash Equivalents	1,051,847	8%	240,451	2%	Short-Term Loans	5,433,598	42%	5,178,350	46%
Construction Land	3,041,065	24%	3,759,601	33%	Advances from Customers	908,086	7%	677,098	6%
Under Construction	3,851,755	30%	3,387,771	30%	Payables	388,323	3%	507,053	5%
Property for Sale	2,391,925	19%	2,080,231	19%	Bonds Payable	1,684,653	13%	696,680	6%
Advance Land Payment	833,783	6%	564,202	5%	Others	223,142	2%	88,775	1%
Total Inventories	10,118,528	79%	9,791,805	87%	Total Liabilities	8,637,802	67%	7,147,956	64%
Long-term Investment under Equity Method	33,840	-	18,887	-	Common Stock	3,005,579	23%	3,005,579	27%
Others	1,705,697	13%	1,172,809	11%	Surplus Reserves	1,266,531	10%	1,070,417	9%
Total Assets	12,909,912	100%	11,223,952	100%	Total Liabilities & Equity	12,909,912	100%	11,223,952	100%

Comprehensive Income Statement

NTD in thousands

Items	For the nine-months periods ended September 30,			
	2021	%	2020	%
Sales revenues	1,925,569	100%	1,475,992	100%
Operating costs	(1,330,905)	(69%)	(1,131,691)	(77%)
Gross profit	594,664	31%	344,301	23%
Operating expenses	(152,324)	(8%)	(105,344)	(7%)
Operating income(loss)	442,340	23%	238,957	16%
Total non-operating income(loss) and expenses	(59,087)	(3%)	(13,847)	(1%)
Profit(Loss) before income tax	383,253	20%	225,110	15%
Income tax expense	(23,783)	(1%)	(5,708)	(-%)
Net income(loss)	359,470	19%	219,402	15%
Basic earnings(loss) per share	1.20		0.73	

Financial Data Summary

NTD in thousands

	2016	2017	2018	2019	2020
Sales Revenues	1,364,525	352,153	1,900,407	788,704	1,476,336
Growth(%)	(37%)	(74%)	440%	(58%)	87%
Gross Profit	542,392	97,708	186,018	61,031	344,388
Margin(%)	40%	28%	10%	8%	23%
Operating Income(Loss)	419,754	(7,215)	82,392	(97,413)	211,341
Operating Margin(%)	31%	(2%)	4%	(12%)	14%
Net Income(Loss)	360,794	(51,535)	28,444	(264,298)	176,390
Net Margin(%)	26%	(15%)	1%	(33%)	12%
EPS(NT\$)	1.25	(0.17)	0.09	(0.88)	0.59
Cash DPS(NT\$)	0.4	-	-	-	0.4
Stock DPS(NT\$)	0.4	-	-	-	-
Payout Ratio(%)	64%	-	-	-	68%

Presale Performance-1

Project	聯上3Q	聯上淳	聯上拾玉
Location	Zhongli Dist. (Taoyuan City)	Zhongli Dist. (Taoyuan City)	Xindian Dist. (New Taipei City)
Land Use Zoning	Residential Area	Residential Area	Commercial Area
Land Area	1,342.77 Ping	886.53 Ping	287.10 Ping
Architectural Design	B3F / 15F	B3F / 19F	B4F / 15F
Estimated Total Sales	NTD 1.14 Billions	NTD 0.88 Billions	NTD 0.95 Billions
Sales Status	Sold Out	Sold Out	Sold Out
Expected Date of Building Use Permit	2021Q4	2023Q2	2023Q4

Presale Performance-2

Project	聯上大喜	聯上灃朗
Location	New Taipei City Sanchong Dist.	New Taipei City Xindian Dist.
Land Use Zoning	Residential	Residential
Land Area	1,233.40 Ping	3,449.45 Ping
Architectural Design	B5F / 24F	B4F / 33F
Contract Signed	NTD 1.2 Billions	NTD 5.58 Billions (Note)
Expected Date of Building Use Permit	2025	2027

(Note) The contracted amount of joint construction and separate sale has not yet been allocated to landowners and the Company.

Existing Home Sales in 2022

Project	Location	Product	Total amount (NTD in billions)
聯上世界	Taoyuan City Dayuan Dist.	Commercial	0.23
聯上聯	New Taipei City Xinzhuang Dist.	Commercial	0.32
聯上涵翠	New Taipei City BanQiao Dist.	Commercial	0.11
聯上匯翠	New Taipei City BanQiao Dist.	Commercial	0.15
聯上天母	Taipei City Shilin Dist.	Residential & Commercial	2.6
合計			3.41

Schedule(2022~2025)

Main Project	Estimated Total Sales (NTD Billions)	Sales Rate	2022	2023	2024	2025
聯上天母	2.6(Note)	—				
聯上3Q	1.14	100%				
聯上淳	0.88	100%				
聯上拾玉	0.95	100%				
聯上拾玉	1.7	70%				

(Note) The existing home sales is expected.

Land Stock

Location	Product	Land Area (Ping)
Lin-yi Section of Zhongzheng Dist.(Taipei City)	Residential	145.50
Xin-Zhoumei Section of Beitou Dist.(Taipei City)	Commercial	1,732.45
		1,156.73
Wu-Kuai-Cuo Section of Dayuan Dist.(Taoyuan City)	Non-urban Land (Type D building land)	1,612.84
Qing-Sheng Section of Zhongli Dist.(Taoyuan City)	Residential & Commercial	1,544.95
Ke-Gong Section of Annan Dist.(Tainan City)	Residential	5,204.73
Lin-De-Guan Section of Lingya Dist.(Kaohsiung City)	Residential	681.53
Hua-Tai Section of Fengshan Dist.(Kaohsiung City)	Residential	1,000.00

《Project Location in Taipei》

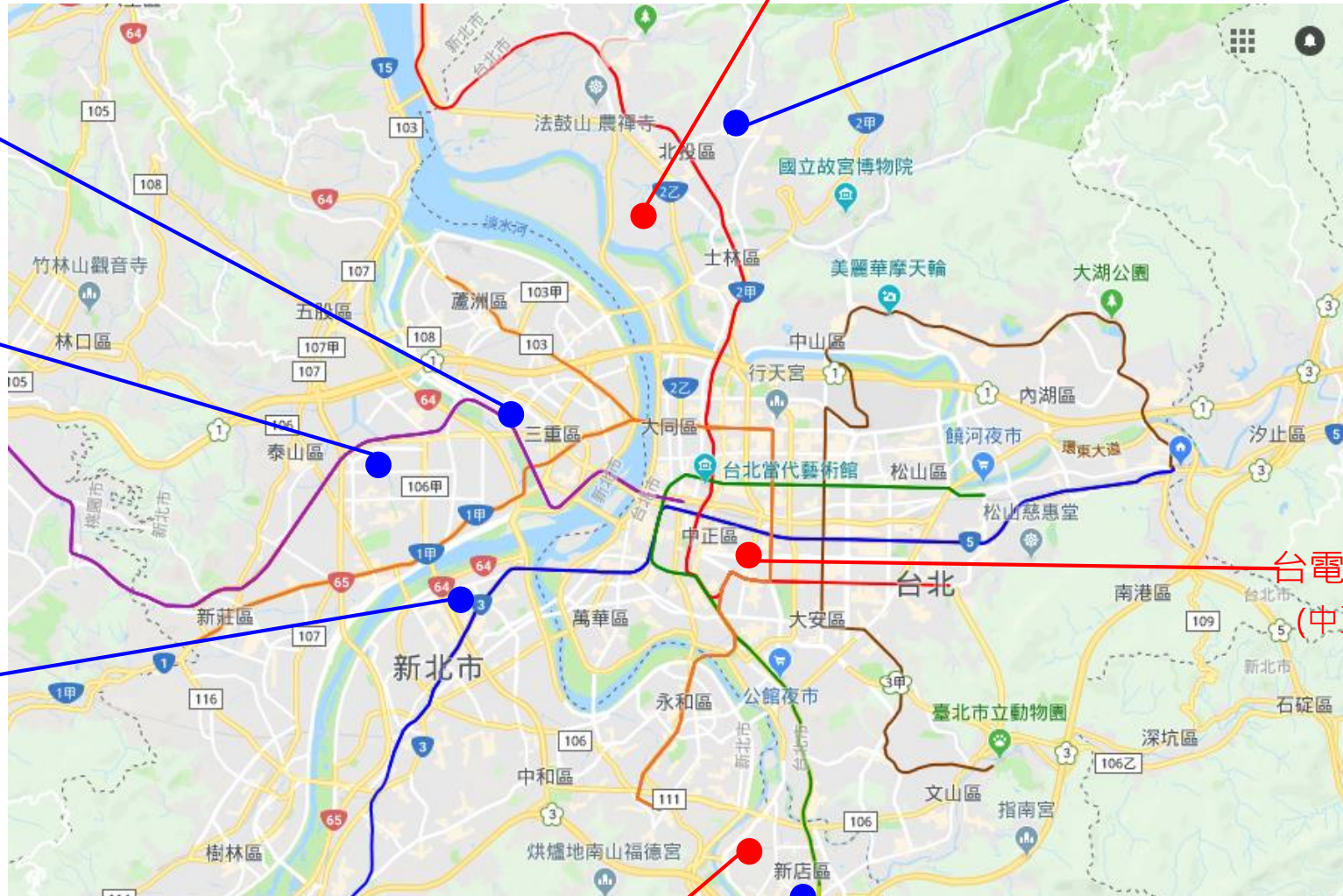
北投區新洲美段

聯上天母案

聯上大喜案

聯上聯案

聯上涵翠案
&
聯上匯翠案



台電仁愛00路案
(中正區臨沂段)

新店區斯馨段

聯上拾玉案

《Project Location in Taoyuan》



《Project Location in Tainan》



安南區科工段

《Project Location in Kaohsiung》

鳳山區華泰段



苓雅區林德官段

Q & A

Thank You for your Attention!

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