



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](http://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

# Financial Data Summary

NTD in thousands

	2017	2018	2019	2020	2021
<b>Sales Revenues</b>	352,153	1,900,407	788,704	1,476,336	2,334,383
Growth(%)	(74%)	440%	(58%)	87%	58%
<b>Gross Profit</b>	97,708	186,018	61,031	344,388	717,398
Margin(%)	28%	10%	8%	23%	31%
<b>Operating Income(Loss)</b>	(7,215)	82,392	(97,413)	211,341	521,103
Operating Margin(%)	(2%)	4%	(12%)	14%	22%
<b>Net Income(Loss)</b>	(51,535)	28,444	(264,298)	176,390	414,729
Net Margin(%)	(15%)	1%	(33%)	12%	18%
<b>EPS(NT\$)</b>	(0.17)	0.09	(0.88)	0.59	1.38
Cash DPS(NT\$)	-	-	-	0.4	0.9
Stock DPS(NT\$)	-	-	-	-	-
<b>Payout Ratio(%)</b>	-	-	-	68%	65%

# Balance Sheet

Items	Sep. 30, 2022		Sep. 30, 2021		Items	Sep. 30, 2022		Sep. 30, 2021	
	NTD in thousands	%	NTD in thousands	%		NTD in thousands	%	NTD in thousands	%
Cash and Cash Equivalents	388,870	3%	1,051,847	8%	Short-Term Loans	6,492,008	44%	5,433,598	42%
Construction Land	5,565,842	37%	3,041,065	24%	Advances from Customers	1,171,965	8%	908,086	7%
Under Construction	3,934,552	26%	3,851,755	30%	Payables	393,420	3%	388,323	3%
Property for Sale	1,787,405	12%	2,391,925	19%	Bonds Payable	1,993,988	13%	1,684,653	13%
Advance Land Payment	552,977	5%	833,783	6%	Others	625,139	4%	223,142	2%
<b>Total Inventories</b>	<b>11,840,776</b>	<b>80%</b>	<b>10,118,528</b>	<b>79%</b>	<b>Total Liabilities</b>	<b>10,676,520</b>	<b>72%</b>	<b>8,637,802</b>	<b>67%</b>
Long-term Investment under Equity Method	38,368	-	33,840	-	Common Stock	3,005,579	20%	3,005,579	23%
Others	2,577,463	17%	1,705,697	13%	Surplus Reserves	1,163,378	8%	1,266,531	10%
<b>Total Assets</b>	<b>14,845,477</b>	<b>100%</b>	<b>12,909,912</b>	<b>100%</b>	<b>Total Liabilities &amp; Equity</b>	<b>14,845,477</b>	<b>100%</b>	<b>12,909,912</b>	<b>100%</b>



# Comprehensive Income Statement

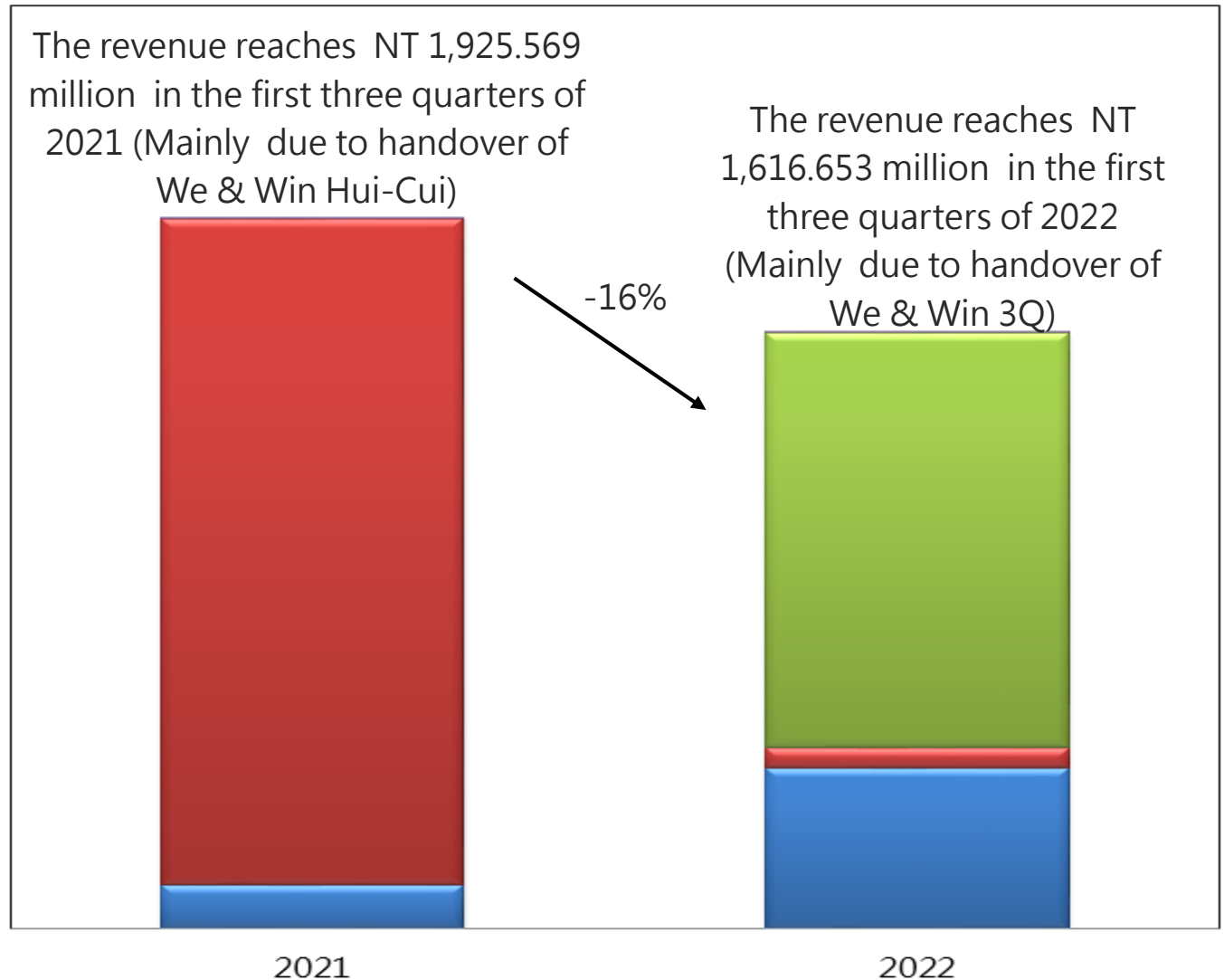
NTD in thousands

Items	For the nine-months periods ended September 30,			
	2022	%	2021	%
Sales revenues	1,616,653	100%	1,925,569	100%
Operating costs	(1,225,625)	(76%)	(1,330,905)	(69%)
Gross profit	391,028	24%	594,664	31%
Operating expenses	(139,677)	(9%)	(152,324)	(8%)
Operating income(loss)	251,351	15%	442,340	23%
Total non-operating income(loss) and expenses	(90,733)	(5%)	(59,087)	(3%)
Profit(Loss) before income tax	160,618	10%	383,253	20%
Income tax expense	(48,652)	(3%)	(23,783)	(1%)
Net income(loss)	111,966	7%	359,470	19%
Basic earnings(loss) per share	0.37		1.20	

## Revenue Growth across all Projects in the first three quarters

圖表區

- We & Win Tian-Mu
- We & Win Hui-Cui
- We & Win 3Q
- Others





## Existing Home Sales

Project	Location	Product	Total amout (NTD in billions)
We & Win Shi-Jie	Taoyuan City Dayuan Dist.	Commercial	0.23
We & Win Liang	New Taipei City Xinzhuang Dist.	Commercial	0.32
We & Win Han-Cui	New Taipei City BanQiao Dist.	Commercial	0.11
We & Win Hui-Cui	New Taipei City BanQiao Dist.	Commercial	0.08
We & Win Tian-Mu	Taipei City Shilin Dist.	Residential & Commercial	1.93
合計			2.67

# Presale Performance

Project	We & Win Chun	We & Win Shi-Yu	We & Win Da-Shi	We & Win Yuan-Lang
Location	Zhongli Dist. (Taoyuan City)	Xindian Dist. (New Taipei City)	New Taipei City Sanchong Dist.	New Taipei City Xindian Dist.
Land Use Zoning	Residential Area	Commercial Area	Residential Area	Residential Area
Land Area	886.53 Ping	287.10 Ping	1,233.40 Ping	3,449.45 Ping
Architectural Design	B3F / 19F	B4F / 15F	B5F / 24F	B4F / 33F
Estimated Total Sales	NTD 0.88 Billions	NTD 0.95 Billions	NTD 1.2Billions	NTD 5.58Billions (Note)
Sales Status	Sold Out	Sold Out	97%	69%
Expected Date of Building Use Permit	2023Q2	2024Q2	2025Q1	2028

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

# Presale Performance

Project	Qing-Sheng Section	Xin-Zhoumei Section #1	Xin-Zhoumei Section #2
Location	Zhongli Dist. (Taoyuan City)	Beitou Dist. (Taipei City)	Beitou Dist. (Taipei City)
Land Use Zoning	Commercial	Restricted Industrial	Residential
Land Area	1,544.95 Ping	1,156.73 Ping	343.85 Ping
Architectural Design	B4F / 15F	B5F / 18F	B3F / 10F
Estimated Total Sales	NTD 3.1 Billions	NTD 7.2 Billions	NTD 0.67 Billions
Expected Date of Building Use Permit	2026	2027	2027

# Schedule(2023~2027)

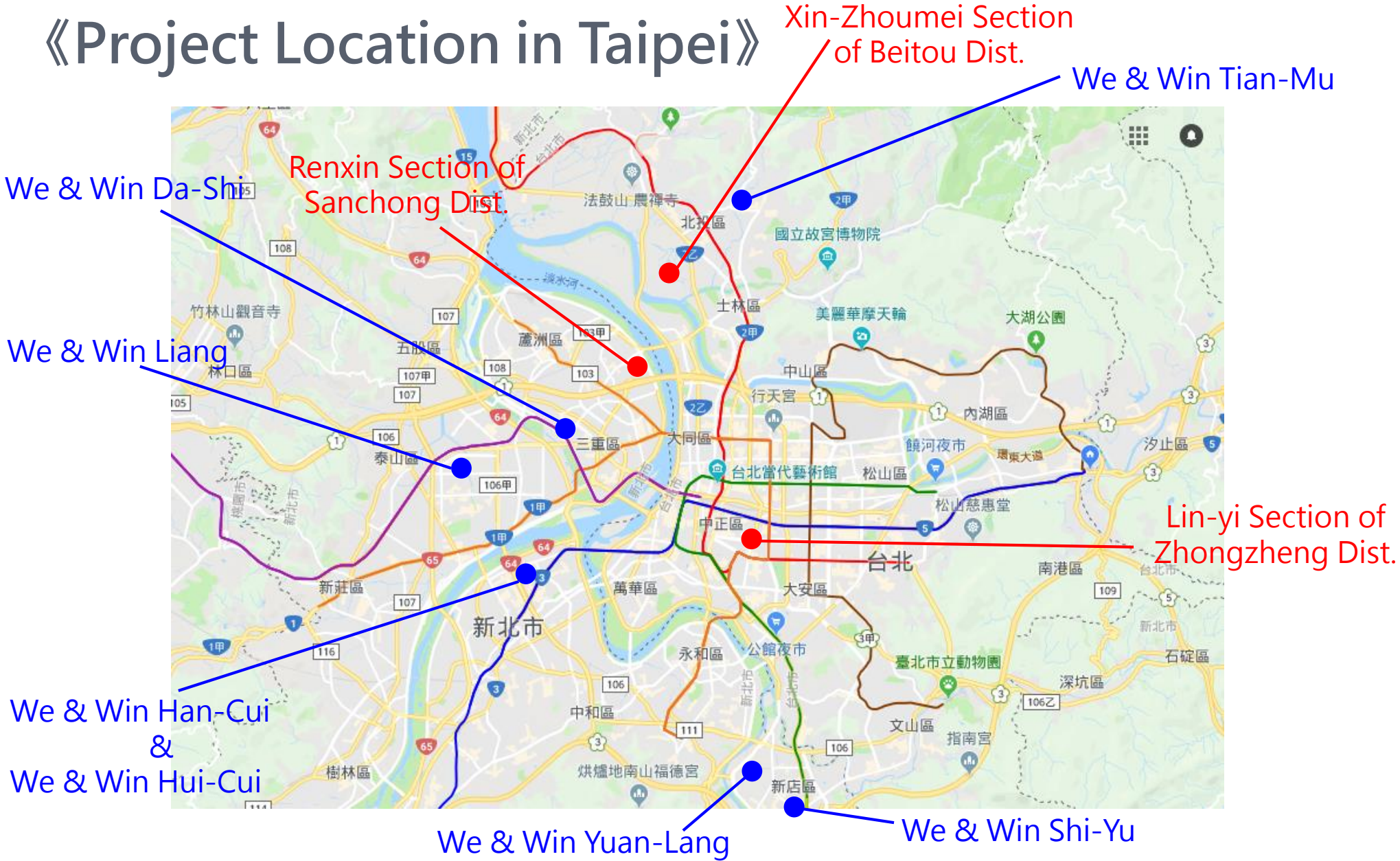
Main Project	Estimated Total Sales (NTD Billions)	Sales Rate	2023	2024	2025	2026	2027
We & Win Tian-Mu	19.3(Note)	—					
We & Win Chun	8.8	100%					
We & Win Shi-Yu	9.5	100%					
We & Win Da-Shi	18.5	97%					
Qing-Sheng Section of Zhongli Dist.	31	—					
Xin-Zhoumei Section of Beitou Dist. #1	72	—					
Xin-Zhoumei Section of Beitou Dist. #2	6.7	—					

(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
Renxin Section of Sanchong Dist.(New Taipei City)	Residential	563.75
Wu-Kuai-Cuo Section of Dayuan Dist.(Taoyuan City)	Non-urban Land (Type D building land)	1,612.84
Ke-Gong Section of Annan Dist.(Tainan City)	Residential	5,204.73
Yuan-Bei Section of Annan Dist.(Tainan City)	Residential	1,420.85
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》





# 《Project Location in Taoyuan》

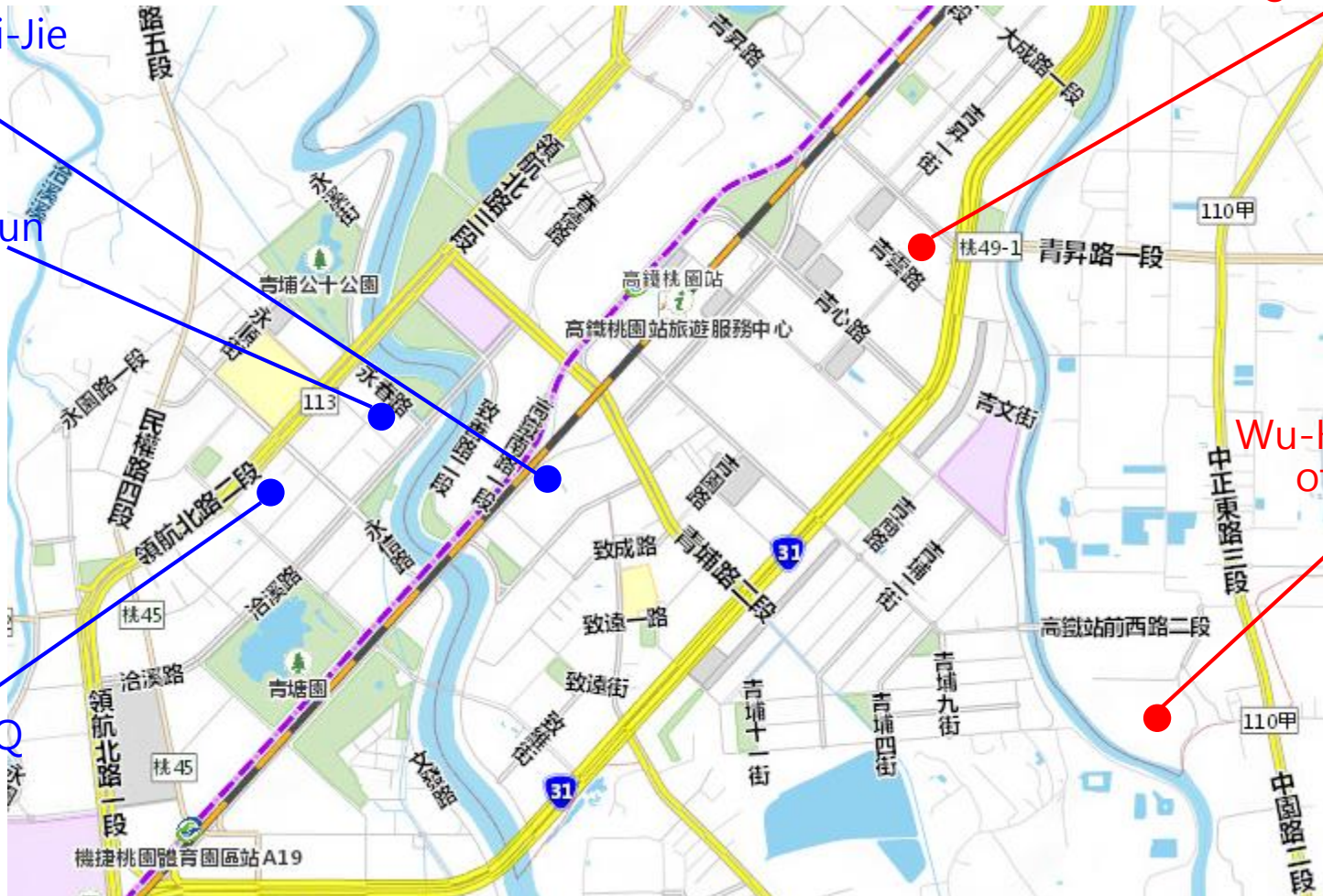
We & Win Shi-Jie

We & Win Chun

We & Win 3Q

Qing-Sheng Section  
of Zhongli Dist.

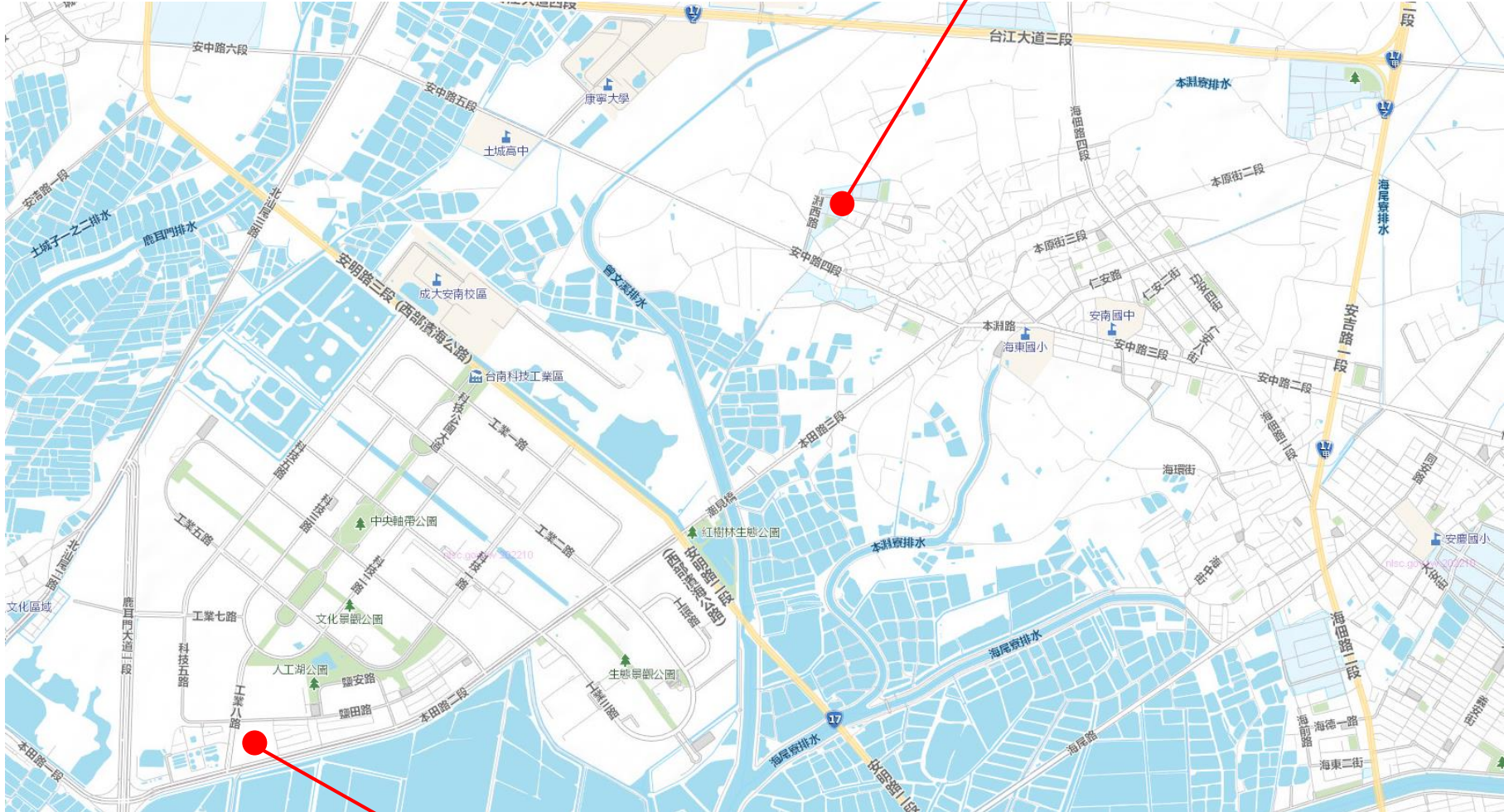
Wu-Kuai-Cuo Section  
of Dayuan Dist.





# 《Project Location in Tainan》

Yuan-Bei Section of  
Annan Dist.



Ke-Gong Section of  
Annan Dist.

# 《Project Location in Kaohsiung》

Hua-Tai Section of  
Fengshan Dist.



Lin-De-Guan Section  
of Lingya Dist.

# **Q & A**

# Thank You for your Attention!

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