

WE & WIN Development Co., Ltd.

Investor Conference

December 12th, 2019



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.
- This presentation may not be stored, copied, distributed, transmitted, without prior written approval of the Company.

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



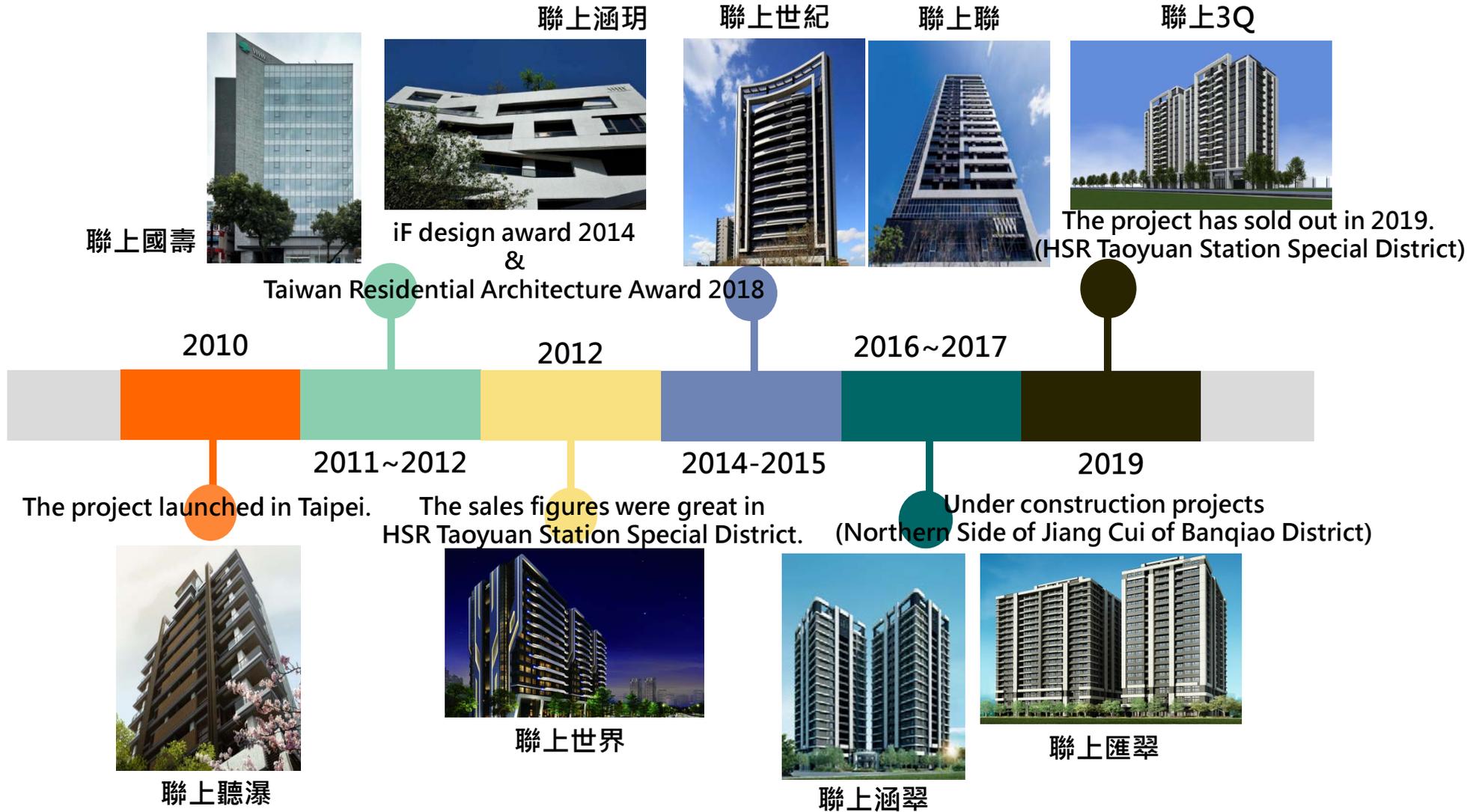
Management Philosophy

VVVVV 《Our Five Values》

~New Core Values of “We & Win Construction”

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

Recent Projects



Balance Sheet

NTD in thousands

Items	Sep. 30, 2019		Sep. 30, 2018		Items	Sep. 30, 2019		Sep. 30, 2018	
Land for Construction	1,399,666	26%	2,201,582	26%	Short-Term Loans	2,487,740	29%	2,763,170	33%
Construction in Progress	4,321,005	28%	2,311,810	28%	Advances from Customers	637,114	8%	459,867	5%
Buildings and Land Held for Sale	738,159	19%	1,639,417	19%	Payables	421,244	5%	318,460	4%
Others	400,000	5%	431,414	5%	Bonds Payable	693,151	8%	689,621	8%
Total Inventories	6,858,830	81%	6,584,223	78%	Others	144,737	2%	57,344	1%
Cash and Cash Equivalents	816,230	10%	1,116,599	13%	Total Liabilities	4,383,986	52%	4,288,462	51%
Long-term Investment under Equity Method	165,620	2%	206,418	3%	Common Stock	3,005,579	36%	3,005,579	36%
Others	566,860	7%	512,999	6%	Surplus Reserves	1,017,975	12%	1,126,198	13%
Total Assets	8,407,540	100%	8,420,239	100%	Total Liabilities & Equity	8,407,540	100%	8,420,239	100%

Comprehensive Income Statement

NTD in thousands

Items	For the nine-months periods ended September 30,			
	2019	%	2018	%
Sales revenues	749,560	100%	1,615,307	100%
Operating costs	(690,384)	(92%)	(1,454,145)	(90%)
Gross profit	59,176	8%	161,162	10%
Operating expenses	(132,877)	(18%)	(72,697)	(4%)
Operating income	(73,701)	(10%)	88,465	6%
Total non-operating income and expenses	(14,929)	(2%)	(36,006)	(3%)
Profit before income tax	(88,630)	(12%)	52,459	3%
Income tax expense	(8,587)	(1%)	(13,117)	(1%)
Net income	(97,217)	(13%)	39,342	2%
Basic earnings per share	(0.32)		0.13	

Financial Data Summary

NTD in thousands

	2014	2015	2016	2017	2018
Sales Revenues	1,083,905	2,165,893	1,364,525	352,153	1,900,407
Growth(%)	(53%)	100%	(37%)	(74%)	440%
Gross Profit	412,211	874,225	542,392	97,708	186,018
Margin(%)	38%	40%	40%	28%	10%
Operating Income(Loss)	317,999	732,611	419,754	(7,215)	82,392
Operating Margin(%)	29%	34%	31%	(2%)	4%
Net Income(Loss)	283,122	673,064	360,794	(51,535)	28,444
Net Margin(%)	26%	31%	26%	(15%)	1%
EPS(NT\$)	1.07	2.52	1.25	(0.17)	0.09
Cash DPS(NT\$)	0.2	0.8	0.4	-	-
Stock DPS(NT\$)	0.8	0.8	0.4	-	-
Payout Ratio(%)	93%	63%	64%	-	-

Unsold

Project	Location	Product	Total amount (NTD in billions)
聯上世界	Taoyuan City Dayuan Dist.	Residential & Commercial	0.31
聯上涵玥	Taipei City Shilin Dist.	Residential	0.25
聯上聯	New Taipei City Xinzhuang Dist.	Residential & Commercial	0.46
Total			1.02

Presale Performance

Project	聯上涵翠	聯上匯翠	聯上3Q
Location	BanQiao Dist. (New Taipei City)	BanQiao Dist. (New Taipei City)	Zhongli Dist. (Taoyuan City)
Land Use Zoning	Residential Area	Commercial Area	Residential Area
Land Area	1,310.25 Ping	1,700.28 Ping	1,342.77 Ping
Architectural Design	B4F / 17F	B3F / 19F	B3F / 15F
Estimated Total Sales	NTD 1.3 Billions	NTD 2.3 Billions	NTD 1.2 Billions
Sales Rate	88%	77%	100%
Expected Date of Building Use Permit	2019.12	2021Q1	2021Q3

Expected Launch

Project	Location	Product	Land Area (Ping)	Expected Amount (NTD in billions)	Notes
聯上淳	Taoyuan City Zhongli Dist.	Residential	886.53	0.88	Joint Construction and Allocation of Housing Units
三重段	New Taipei City Sanchong Dist.	Residential	1,233.40	1.78	Joint Construction and Allocation of Housing Units
聯上天母	Taipei City Shilin Dist.	Residential	512.13	2.88	Joint Construction and Allocation of Housing Units (1)
寶強段	New Taipei City Xindian Dist.	Residential & Commercial	287.10	0.86	Joint Construction and Allocation of Housing Units (2)
斯馨段	New Taipei City Xindian Dist.	Residential & Commercial	3,449.41	5.72	Joint Construction and Separate Sale
Total				12.12	

(Note 1) Urban Renewal Project

(Note 2) Reconstruction Project of Urban Unsafe and Old Buildings

Land Stock

Location	Product	Land Area (Ping)
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
Lin-De-Guan Section of Lingya Dist.(Kaohsiung City)	Residential & Commercial	681.53
Urban land readjustment of Fengshan Dist.(Kaohsiung City)	Residential & Commercial	1,000.00

(★) *The company cooperatively build with others.*

《Project Location in Taipei》

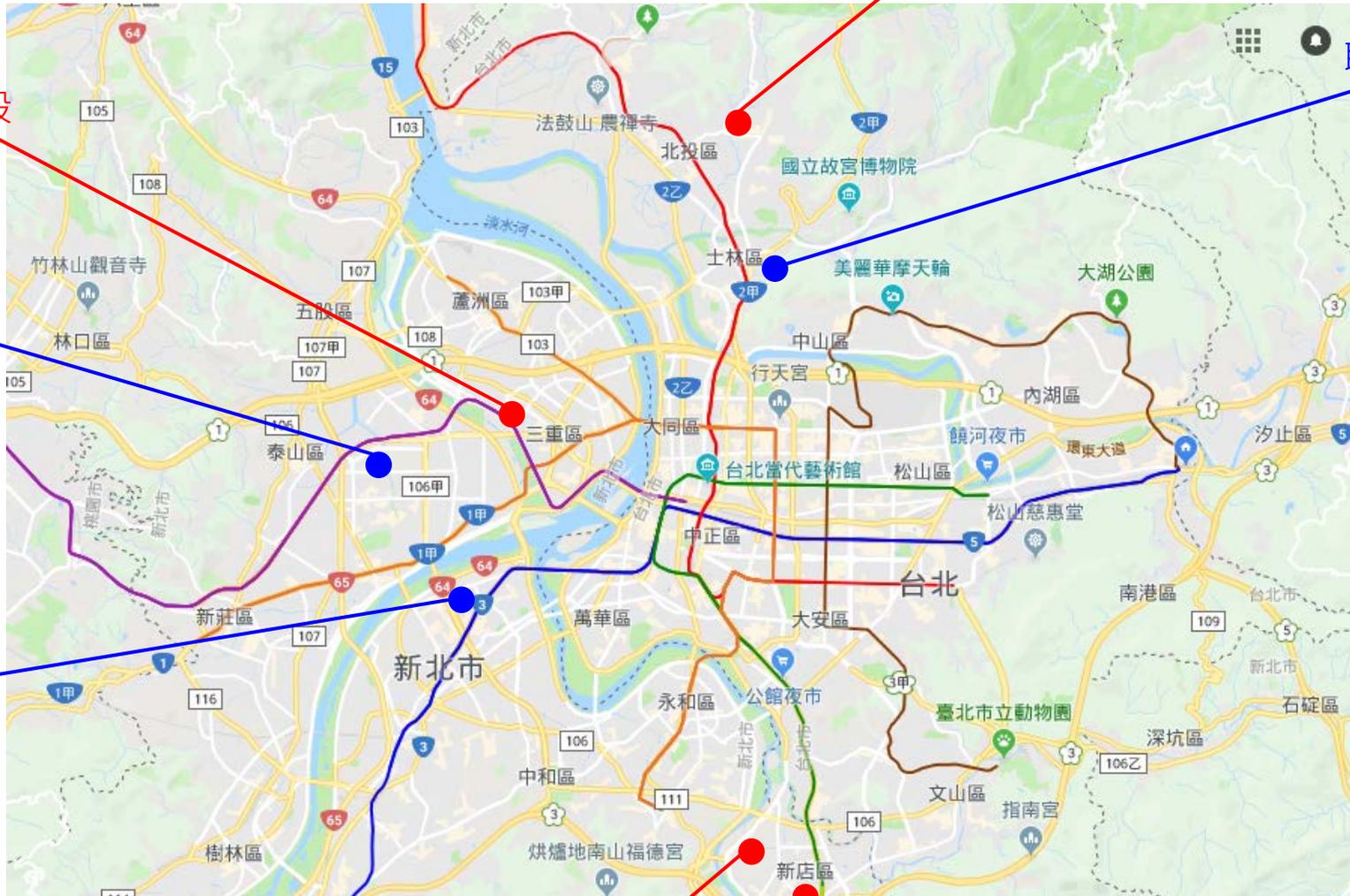
聯上天母案

聯上涵玥案

三重區三重段

聯上聯案

聯上涵翠案
&
聯上匯翠案



新店區斯馨段

新店區寶強段

《Project Location in Taoyuan》



《Project Location in Kaohsiung》

鳳山區國泰自辦重劃區土地



苓雅區林德官段

Q & A

Thank You for your Attention!

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