

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.
- 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

VVVV 《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

NTD in thousands

Items	Sep. 30, 2020		Sep. 30, 2019		Items	Sep. 30, 2020		Sep. 30, 2019	
Land for Construction	3,759,601	33%	1,399,666	17%	Short-Term Loans	5,178,350	46%	2,487,740	29%
Construction in Progress	3,387,771	30%	4,321,005	51%	Advances from Customers	677,098	6%	637,114	8%
Buildings and Land Held for Sale	2,080,231	19%	738,159	9%	Payables	507,053	5%	421,244	5%
Others	564,202	5%	400,000	5%	Bonds Payable	696,680	6%	693,151	8%
Total Inventories	9,791,805	87%	6,858,830	82%	Others	144,737	1%	144,737	2%
Cash and Cash Equivalents	801,701	7%	816,230	9%	Total Liabilities	7,147,956	64%	4,383,986	52%
Long-term Investment under Equity Method	18,887	1%	165,620	2%	Common Stock	3,005,579	27%	3,005,579	36%
Others	566,860	5%	566,860	7%	Surplus Reserves	1,070,417	9%	1,017,975	12%
Total Assets	11,223,952	100%	8,407,540	100%	Total Liabilities & Equity	11,223,952	100%	8,407,540	100%

Comprehensive Income Statement

NTD in thousands

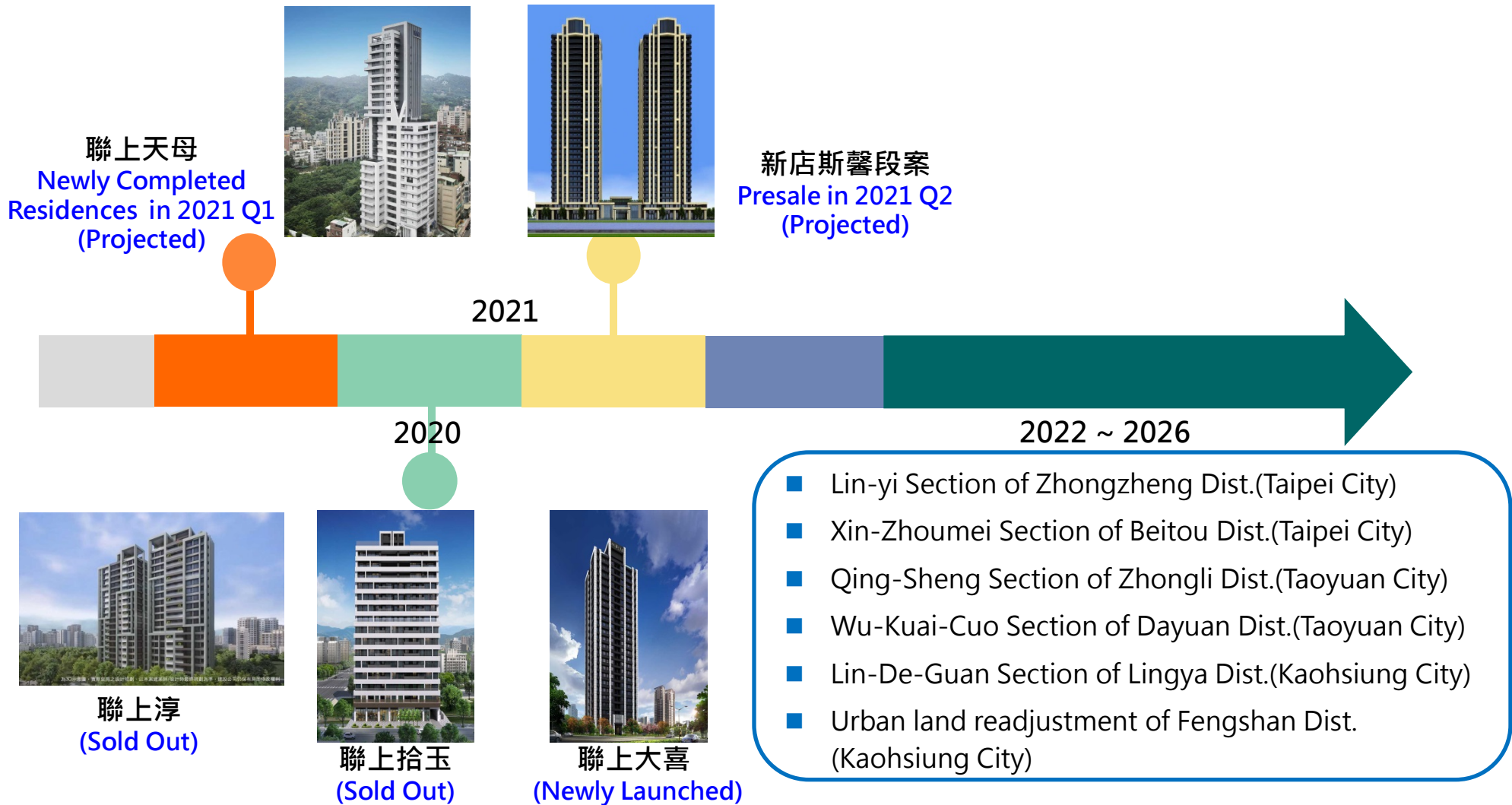
Items	For the nine-months periods ended September 30,			
	2020	%	2019	%
Sales revenues	1,475,992	100%	749,560	100%
Operating costs	(1,131,691)	(77%)	(690,384)	(92%)
Gross profit	344,301	23%	59,176	8%
Operating expenses	(105,344)	(7%)	(132,877)	(18%)
Operating income(loss)	238,957	16%	(73,701)	(10%)
Total non-operating income(loss) and expenses	(13,847)	(1%)	(14,929)	(2%)
Profit(Loss) before income tax	225,110	15%	(88,630)	(12%)
Income tax expense	(5,708)	(-%)	(8,587)	(1%)
Net income(loss)	219,402	15%	(97,217)	(13%)
Basic earnings(loss) per share	0.73		(0.32)	

Financial Data Summary

NTD in thousands

	2015	2016	2017	2018	2019
Sales Revenues	2,165,893	1,364,525	352,153	1,900,407	788,704
Growth(%)	100%	(37%)	(74%)	440%	(58%)
Gross Profit	874,225	542,392	97,708	186,018	61,031
Margin(%)	40%	40%	28%	10%	8%
Operating Income(Loss)	732,611	419,754	(7,215)	82,392	(97,413)
Operating Margin(%)	34%	31%	(2%)	4%	(12%)
Net Income(Loss)	673,064	360,794	(51,535)	28,444	(256,528)
Net Margin(%)	31%	26%	(15%)	1%	(33%)
EPS(NT\$)	2.52	1.25	(0.17)	0.09	(0.88)
Cash DPS(NT\$)	0.8	0.4	-	-	-
Stock DPS(NT\$)	0.8	0.4	-	-	-
Payout Ratio(%)	63%	64%	-	-	-

Projects 2020~2021



Presale Performance(End on November, 2020)

Project	聯上匯翠	聯上3Q	聯上淳	聯上拾玉
Location	BanQiao Dist. (New Taipei City)	Zhongli Dist. (Taoyuan City)	Zhongli Dist. (Taoyuan City)	Xindian Dist. (New Taipei City)
Land Use Zoning	Commercial Area	Residential Area	Residential Area	Commercial Area
Land Area	1,700.28 Ping	1,342.77 Ping	886.53 Ping	287.10 Ping
Architectural Design	B3F / 19F	B3F / 15F	B3F / 19F	B4F / 15F
Estimated Total Sales	NTD 2.3 Billions	NTD 1.14 Billions	NTD 0.88 Billions	NTD 0.95 Billions
Sales Rate	84%	100%	100%	100%
Expected Date of Building Use Permit	2021Q1	2021Q4	2022Q3	2023Q4

Existing Home Sales in 2021

Project	Location	Product	Total amount (NTD in billions)
聯上世界	Taoyuan City Dayuan Dist.	Commercial	2.3
聯上聯	New Taipei City Xinzhuang Dist.	Commercial	3.2
聯上涵翠	New Taipei City BanQiao Dist.	Commercial	1.1
聯上天母	Taipei City Shilin Dist.	Residential	28
Total			34.6

Pre Sales Process in 2021

Project	Location	Product	Land Area (Ping)	Expected Amount (NTD in billions)	Notes
聯上大喜	New Taipei City Sanchong Dist.	Residential	1,233.40	1.7	Joint Construction and Allocation of Housing Units
斯馨段	New Taipei City Xindian Dist.	Residential & Commercial	3,449.41	5.72	Joint Construction and Separate Sale
Total				12.12	

Schedule(2021~2024)

Project	Estimated Total Sales (NTD Billions)	Sales Rate	2021	2022	2023	2024
聯上世界	0.23(Note)	—				
聯上聯	0.32(Note)	—				
聯上涵翠	0.11(Note)	—				
聯上天母	2.8(Note)	—				
聯上匯翠	2.3	84%				
聯上3Q	1.14	100%				
聯上淳	0.88	100%				
聯上拾玉	0.95	100%				

(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
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

《Project Location in Taipei》

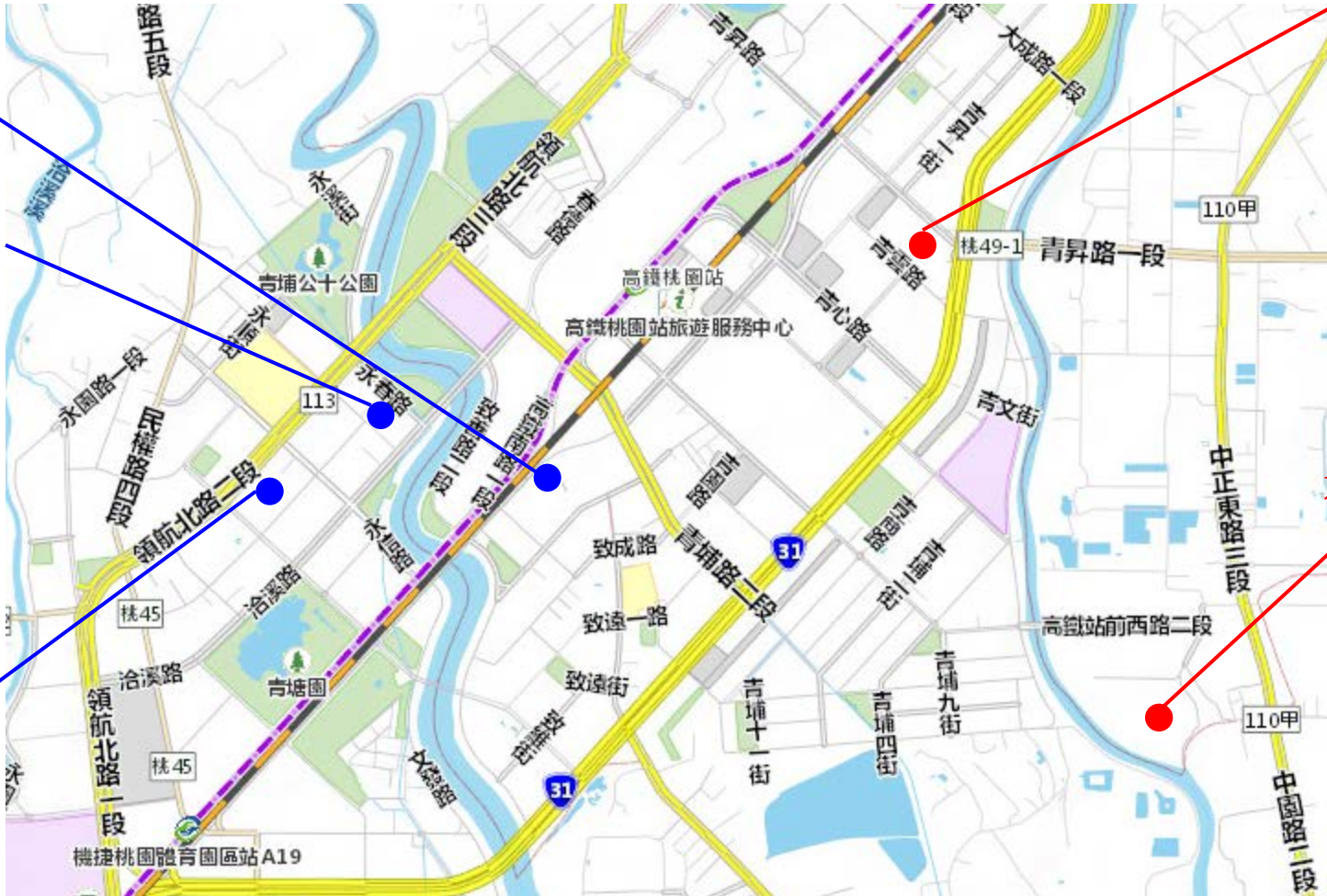


《Project Location in Taoyuan》

聯上世界案

聯上淳案

聯上3Q案



中壢區青昇段

大園區五塊厝段

《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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