



**WE & WIN Development Co., Ltd.**  
**2023 Investor Conference**

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- 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

	2018	2019	2020	2021	2022
<b>Sales Revenues</b>	<b>1,900,407</b>	<b>788,704</b>	<b>1,476,336</b>	<b>2,334,383</b>	<b>1,682,018</b>
Growth(%)	440%	(58%)	87%	58%	(28%)
<b>Gross Profit</b>	<b>186,018</b>	<b>61,031</b>	<b>344,388</b>	<b>717,398</b>	<b>416,246</b>
Margin(%)	10%	8%	23%	31%	25%
<b>Operating Income(Loss)</b>	<b>82,392</b>	<b>(97,413)</b>	<b>211,341</b>	<b>521,103</b>	<b>246,468</b>
Operating Margin(%)	4%	(12%)	14%	22%	15%
<b>Net Income(Loss)</b>	<b>28,444</b>	<b>(264,298)</b>	<b>176,390</b>	<b>414,729</b>	<b>77,902</b>
Net Margin(%)	1%	(33%)	12%	18%	5%
<b>EPS(NT\$)</b>	<b>0.09</b>	<b>(0.88)</b>	<b>0.59</b>	<b>1.38</b>	<b>0.26</b>
Cash DPS(NT\$)	-	-	0.4	0.9	-
Stock DPS(NT\$)	-	-	-	-	-
<b>Payout Ratio(%)</b>	-	-	<b>68%</b>	<b>65%</b>	-

# Balance Sheet

Items	Sep. 30, 2023		Sep. 30, 2022		Items	Sep. 30, 2023		Sep. 30, 2022	
	NTD in thousands	%	NTD in thousands	%		NTD in thousands	%	NTD in thousands	%
Cash and Cash Equivalents	311,635	2%	388,870	3%	Short-Term Loans	7,218,260	47%	6,866,008	46%
Construction Land	3,594,963	23%	5,565,842	37%	Advances from Customers	1,579,065	10%	1,171,965	8%
Under Construction	7,221,694	46%	3,934,552	26%	Payables	516,942	3%	393,420	3%
Property for Sale	1,468,321	10%	1,787,405	12%	Bonds Payable	1,995,973	13%	1,993,988	13%
Advance Land Payment	444,647	3%	552,977	5%	Others	189,535	1%	251,139	2%
<b>Total Inventories</b>	<b>12,729,625</b>	<b>82%</b>	<b>11,840,776</b>	<b>80%</b>	<b>Total Liabilities</b>	<b>11,499,775</b>	<b>74%</b>	<b>10,676,520</b>	<b>72%</b>
Long-term Investment under Equity Method	37,928	-	38,368	-	Common Stock	3,005,579	19%	3,005,579	20%
Others	2,498,264	16%	2,577,463	17%	Surplus Reserves	1,072,098	7%	1,163,378	8%
<b>Total Assets</b>	<b>15,577,452</b>	<b>100%</b>	<b>14,845,477</b>	<b>100%</b>	<b>Total Liabilities &amp; Equity</b>	<b>15,577,452</b>	<b>100%</b>	<b>14,845,477</b>	<b>100%</b>

# Comprehensive Income Statement

NTD in thousands

Items	For the nine-months periods ended September 30,			
	2023	%	2022	%
Sales revenues	356,649	100%	1,616,653	100%
Operating costs	(263,500)	(74%)	(1,225,625)	(76%)
Gross profit	93,149	26%	391,028	24%
Operating expenses	(66,896)	(19%)	(139,677)	(9%)
Operating income(loss)	26,253	7%	251,351	15%
Total non-operating income(loss) and expenses	(91,985)	(25%)	(90,733)	(5%)
Profit(Loss) before income tax	(65,732)	(18%)	160,618	10%
Income tax income(expense)	7,968	2%	(48,652)	(3%)
Net income(loss)	(57,764)	(16%)	111,966	7%
Basic earnings(loss) per share	(0.19)		0.37	

## Existing Home Sales

Project	Location	Product	Total amount (NTD in billions)
We & Win Shi-Jie	Taoyuan City Dayuan Dist.	Commercial	1.975
We & Win Liang	New Taipei City Xinzhuang Dist.	Commercial	
We & Win Han-Cui	New Taipei City BanQiao Dist.	Commercial	
We & Win Tian-Mu	Taipei City Shilin Dist.	Residential & Commercial	



# 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 1.7Billions	NTD 10.23Billions (Note)
Sales Status	Sold Out	Sold Out	92%	80%
Expected Date of Building Use Permit	2024Q1	2024Q3	2025Q1	2029

*(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 Pre-Sale Projects	2024Q2	Under Planning	Under Planning
Expected Date of Building Use Permit	2027	2028	2028

# Presale Performance

Project	Kegong Section (Phase I)	Renxin Section	Lin-De-Guan Section
Location	Annan Dist. (Tainan City)	Sanchong Dist. (New Taipei City)	Lingya Dist. (Kaohsiung City)
Land Use Zoning	Residential	Residential	Commercial
Land Area	5,204.73 Ping	563.75 Ping	681.53 Ping
Architectural Design	Under Planning	B5F / 21F	B6F / 28F
Estimated Total Sales	—	NTD 1.4 Billions	NTD 4 Billions
Expected Date of Pre-Sale Projects	2024Q4	Under Planning	Under Planning
Expected Date of Building Use Permit	2027	2029	2029

# Schedule(2024~2029)

Main Project	Estimated Total Sales (NTD Billions)	Sales Rate	2024	2025	2026	2027	2028	2029
We & Win Shi-Jie, We & Win Liang, We & Win Han-Cui, We & Win Tian-Mu	1.975 (Note 1)	—						
We & Win Chun	0.88	100%						
We & Win Shi-Yu	0.95	100%						
We & Win Da-Shi	1.85	92%						
Qing-Sheng Section of Zhongli Dist.	3.1	—						
Xin-Zhoumei Section of Beitou Dist. #1	7.2	—						
Xin-Zhoumei Section of Beitou Dist. #2	0.67	—						
Kegong Section (Phase I)	—	—						
We & Win Yuan-Lang	10.23 (Note 2)	80%						
Renxin Section	1.4	—						
Lin-De-Guan Section	4	—						

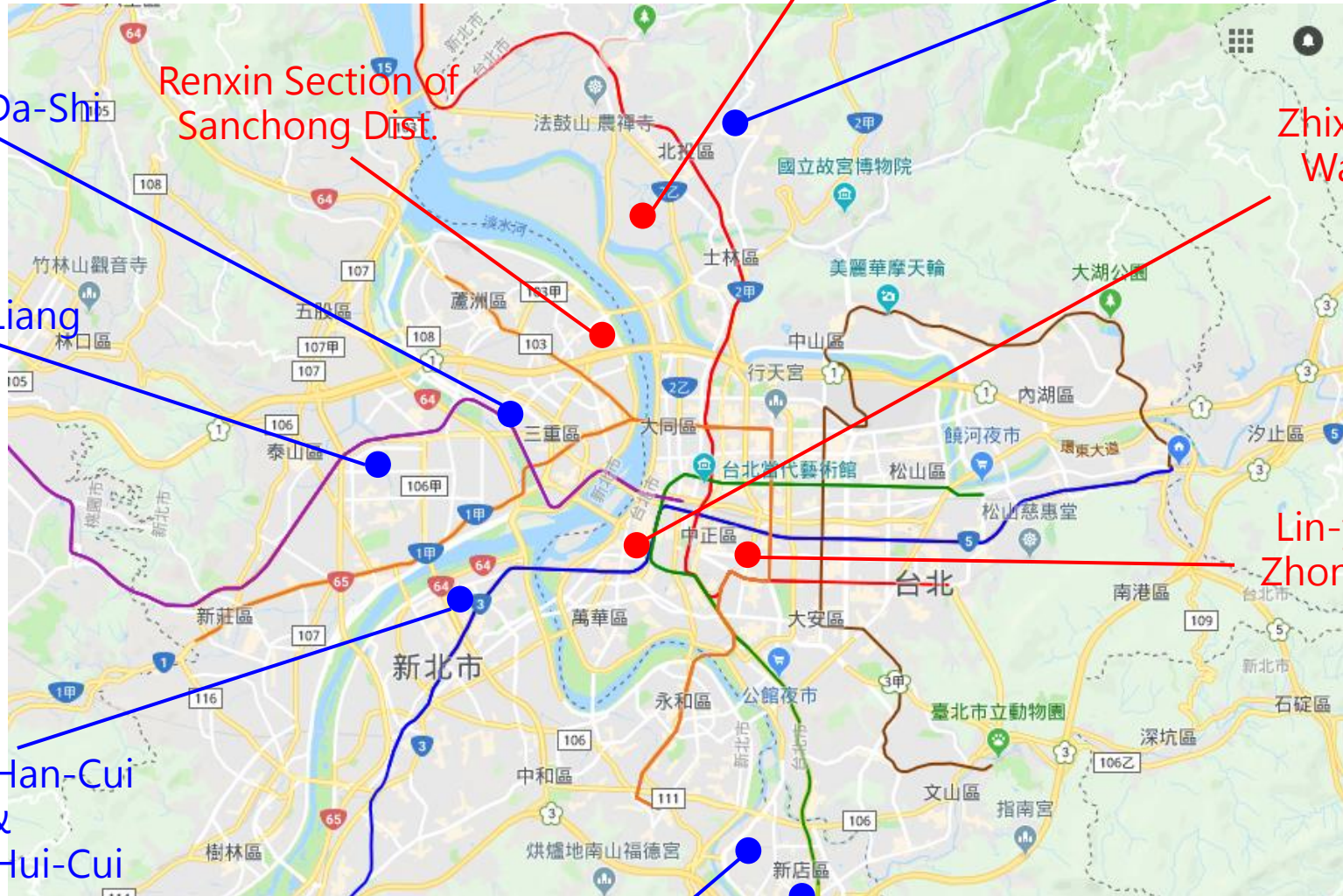
*(Note 1) The existing home sales is expected.*

*(Note 2) The contracted amount of joint construction and separate sale has not yet been allocated to landowners and the Company.*

# 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
Zhixing Section, Wanhua Dist.(Taipei City)	Residential	354.83
Wu-Kuai-Cuo Section of Dayuan Dist.(Taoyuan City)	Non-urban Land (Type D building land)	1,612.84
Yuan-Bei Section of Annan Dist.(Tainan City)	Residential	1,420.85
Hua-Tai Section of Fengshan Dist.(Kaohsiung City)	Residential	1,000.00

# 《Project Location in Taipei》



Xin-Zhoumei Section  
of Beitou Dist.

We & Win Tian-Mu

Renxin Section of  
Sanchong Dist.

Zhixing Section,  
Wanhua Dist.

Lin-yi Section of  
Zhongzheng Dist.

We & Win Da-Shi

We & Win Liang

We & Win Han-Cui  
&  
We & Win Hui-Cui

We & Win Yuan-Lang

We & Win Shi-Yu

# 《Project Location in Taoyuan》

Qing-Sheng Section  
of Zhongli Dist.

We & Win Shi-Jie

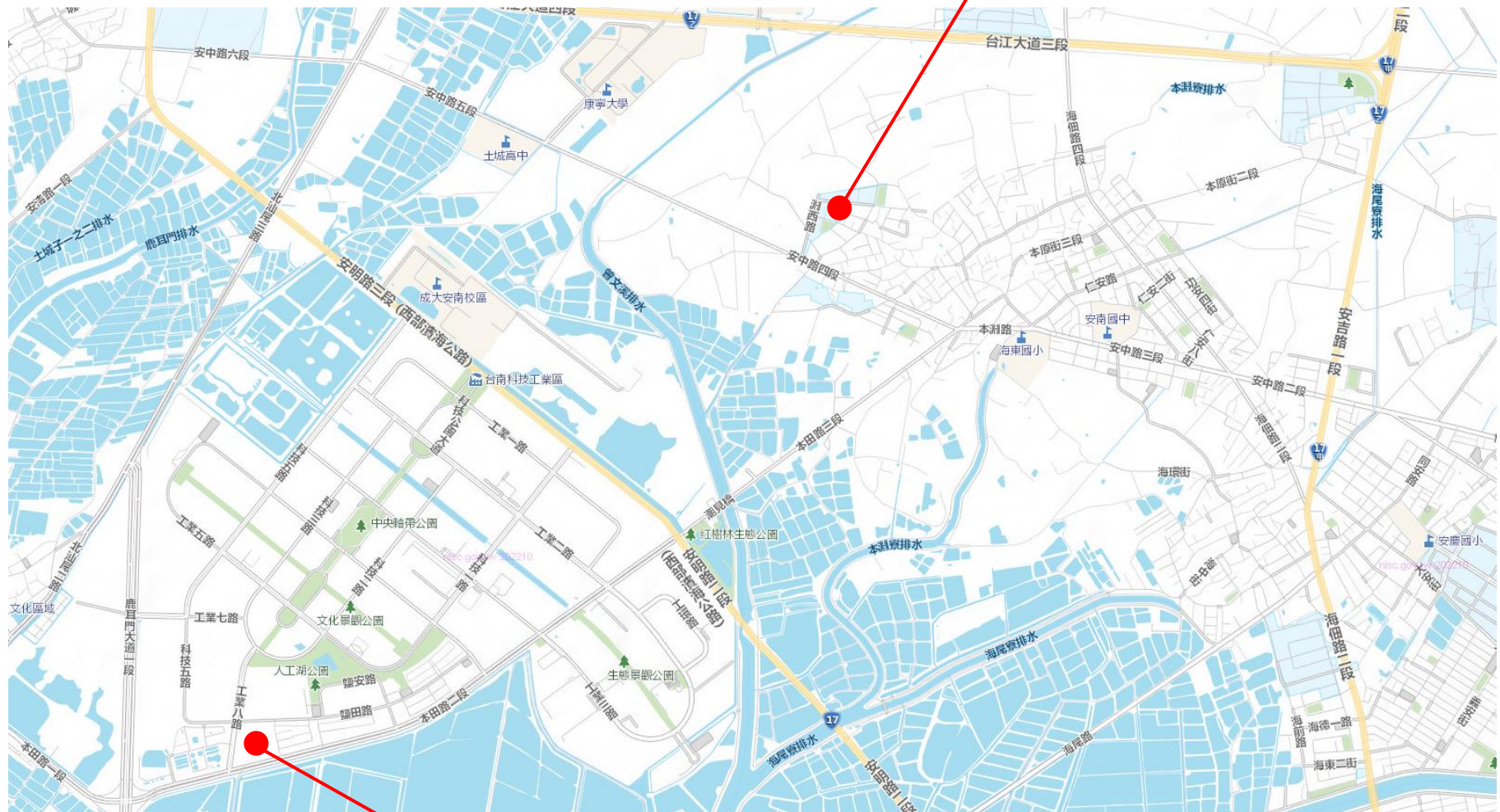
We & Win Chun

We & Win 3Q



# 《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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