



Run Long-Taichung



Run Long Construction Co., Ltd

2018

Presentation for Investor's Conference

Jan 24, 2018



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Sales Performance

**Vice General Manager of Run Long
Construction : Ping-Tse, Chiu**





Run Long Construction Introduction



Company Name	Run Long Construction Co., Ltd.
Incorporation	In 1977 Began trading on the TWSE in 1994 (1808 TT)
Capital	NT\$ 2,434,044,460
Chairman	Mr. Tsung-Pin Tsai
General Manager	Mr. Tsung-Pin Tsai
Spokesperson	Mr. Ping-Tse Chiu (Vice General Manager)
Company Address	8F., No.267, Lequn 2nd Rd., Zhongshan Dist., Taipei City 104, Taiwan (R.O.C.)
Company Phone No.	+886-2-8501-5696
Factory Address	No.220, Dechang St., Yingge Dist., New Taipei City 239, Taiwan (R.O.C.)
Factory Telephone	+886-2-2678-0666



Sales Performance of Construction Cases



Cases Completed in 2017

Name of Case	Location	Product	Total Building Area Sold (ping)	Total Sales Amount (NT\$ 100 million)	Sales Ratio
Xinyi City	Xinyi Dist., Keelung City	Residential housing	10,204.64	20.54	100%
True Love Is ONLY LOVE	Yongkang Dist., Tainan City	Residential housing	23,252.99	45.61	98%
Total			33,457.63	66.15	



Sales Performance of Construction Cases



Sales Performance on Existing Housing in 2017

Name of Case	Location	Product	Total Sales Amount (NT\$ 100 million)
Leader Empire	Xindian Dist., New Taipei City	Residential housing	-
Jingxin Wenhui	Wenshan Dist., Taipei City	Residential housing	3.41
Forest Palace	Neihu Dist., Taipei City	Residential housing	7.33
Eton Manon	Wenshan Dist., Taipei City	Residential housing	-
Dream House	Zhubei City, Hsinchu County	Residential housing	18.71
The Palace	Xitun Dist., Taichung City	Residential housing	-
Total			29.45



Sales Performance of Construction Cases



Sales Performance of Sales Online in 2017

Name of Case	Location	Product	Total Building Area Sold (ping)	Total Sales Amount (NT\$ 100 million)	Sales Ratio
More Worth	Xizhi Dist., New Taipei City	Residential housing	1,333.58	5.78	5%
National Trade Center	Xitun Dist., Taichung City	Commercial building	13,595.67	61.61	70%
Run Long	Nantun Dist., Taichung City	Residential housing	9,661.22	32.58	32%
The Joyful Life	Zuoying Dist., Kaohsiung City	Residential housing	13,224.83	29.29	9%
Total			37,815.30	129.26	



Land Bank and Planned Cases



Name of Case (temporary)	Location	Product	Area of Site (ping)	Total Building Area Sold (ping)	Total Sales Amount (NT\$ 100 million)
BanqiaoYong Cui	Banqiao Dist., New Taipei City	Residential housing	629.60	3,672.00	17.93
Zhonghe Yuantong	Zhonghe Dist., New Taipei City	Residential housing	1,164.46	3,396.00	16.75
Shangorilla	Zhongshan Dist., Keelung City	Residential housing	23,006.50	71,444.41	178.11
Taoyuan Zhonglu	Taoyuan Dist., Taoyuan City	Residential housing	1,266.01	6,482.00	20.58
Hsinchu Guangwu	East Dist., Hsinchu City	Residential and commercial building	2,707.44	32,382.00	59.38
Taichung Zhongzheng	Xitun Dist., Taichung City	Residential and commercial building	1,478.92	15,000.00	62.28
Kaohsiung Fudong	Lingya Dist., Kaohsiung City	Residential and commercial building	1,455.33	10,079.00	28.27
Total			31,708.26	142,455.41	383.3



Unit Price of New Housing



Item	Year	2017	2018	2019	2020	2021	Total
	Unit Price of New Housing (NT\$ 100 million)		66.15	99.97	78.14	215.19	119.26



Future 5 Years Plan



Name of Case	Total Sales Amount (NT\$ 100 million)	2018	2019	2020	2021	2022
More Worth	5.78	▲	▲			
BanqiaoYong Cui	17.93			▲	▲	
Zhonghe Yuantong	16.75				▲	▲
Xinyi City	20.54	▲				
Shangorilla	178.11			▲	▲	▲
Taoyuan Zhonglu	20.58		▲	▲		
Hsinchu Guangwu	59.38			▲	▲	
National Trade Center	61.61	▲	▲			
Run Long	32.58	▲	▲			
Taichung Zhongzheng	62.28				▲	▲
True Love Is ONLY LOVE	45.61	▲				
Kaohsiung Fudong	28.27		▲	▲		
The Joyful Life	29.29		▲	▲		
Total	578.71					



Financial Status



Unit: NT\$ thousand

Item	Year	2014	2015	2016	2017 (Financial Data until September 30 th , 2017)
Operating income		4,596,676	4,951,316	5,729,654	2,114,263
Operating margin		3,525,834	3,503,090	4,147,121	1,707,759
Operation gross profit		1,070,842	1,448,226	1,582,533	406,504
Operating gross margin (%)		23.30	29.25	27.62	19.23
Business expenses		356,583	473,161	487,244	261,518
Operating income		714,259	975,065	1,095,289	144,986
Pre-tax income		676,809	955,667	1,164,927	199,357
Net income		668,548	910,219	1,035,778	183,810
Current net operating profit (%)		14.54	18.38	18.08	8.69
Composite income		668,548	910,893	1,125,403	132,425
Earnings per share		3.73	4.30	4.41	0.76
Total indebtedness		11,053,038	11,485,947	13,462,660	19,312,614
Stockholder's equity		3,978,298	5,160,794	5,218,013	4,245,372
Paid-up capital		1,850,089	2,330,323	2,376,663	2,434,044



Dividend Policy



Dividend Year	Cash Dividend		Stock Price Before Ex-dividend Date	Dividend Yield (%)	Dividend Payout Rateio (%)
	Apportionment of profit (NT\$/dividend)	Additional paid-in Capital (NT\$/dividend)			
2016	3.84210937	1.23276237	47.35	10.72	115.08
2015	3.60851052	1.40095114	38.30	13.08	116.50
2014	3.50887481	0.50226438	27.30	14.69	107.54

Until 2017, the paid cash dividend has reached over NT\$ 4.8 billion.



Q & A
THANK YOU!