



Run Long Construction

2019 Earnings Conference Presentation



潤隆建設
RUN LONG CONSTRUCTION

Nov 26, 2019



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Sales Report

Run Long Construction
Vice President
Ping Tse Chiu



Company Profile



Company Name	Run Long Construction
Established in	1977 1994 – listing in the market (1808 TT)
Capital	3,083,305,310 dollars
Chairman	Mr. Tsung Pin Tsai
General Manager	Mr. Tsung Pin Tsai
Spokesperson	Mr. Ping Tse Chiu (Vice President)
Main Business	Land development, construction and sales of residence and building
Address	8F, No. 267, Lequn 2nd Road, Zhongshan District, Taipei City
Phone	+886-2-8501-5696
Website	www.runlong.com.tw



2018 Land Purchased

Area	Project Name	Location	Base Dimension (pin)	Total Sellable Amount (NT 100 million Dollars)	Development Method	Land Purchased Cost (NT 100 million Dollars)	Completion Year
Taipei	—	Wanfeng section, Wenshan District	8,870.19	57.69	Buy and Sell	23.84	2023
Tainan	Run Long (Jinai NO2)	Yukuan section, Anping District	1,074.71	21.24	Buy and Sell	4.00	2020
Kaohsiung	Hsuhoyuan	Shindo section, Sanmin District	1,305.27	37.39	Bid	13.84	2022
Subtotal	3 cases		11,250.17	116.32		41.68	



2019 Land Purchased (as of Q3)

Area	Project Name	Location	Base Dimension (pin)	Total Sellable Amount (NT 100 million Dollars)	Development Method	Land Purchased Cost (NT 100 million Dollars)	Completion Year
Taichung	-	Huian section, Xitun District	1,228.71	88.99	Buy and Sell, Joint Construction	19.20	2023
Subtotal	1 case		1,228.71	88.99		19.20	



2019 Newly Promoted Projects

Area	Project Name	Location	Sellable unit/parking	Total Sales Amount (NT 100 million Dollars)	Sales Rate	Unit Price	Project %
Hsinchu	Juke Run Long	East District, Hsinchu City	1047/1144	85.70	68%	Store : 67 ~ 75 Residence : 25 ~ 34	59.38%
Tainan	Run Long (Jinai NO2)	Anping District, Tainan City	388/311	21.24	70%	Store : 35 ~ 45 Residence : 15 ~ 21	14.72%
Kaohsiung	Shuhoyuan	Sanmin District, Kaohsiung City	273/281	37.39	17%	Store : 94 ~ 99 Residence : 28 ~ 39	25.90%
Subtotal	3 cases		1708/1736	144.33			100%

2019 Existing Home Sales Status

Area	Project Name	Location	Sales Amount (NT 100 million Dollars)
Great Taipei Area	Kuobin Dayuan	Xindian District	-
	Chungyen A+	Shiji District	0.10
	Jinxin Wenhui	Wenshan District	1.61
	Kuobin Kuandi	Neihu District	0.57
	Kuobin Yiton	Wenshan District	0.23
Hsinchu	Kuobin Dayuan	Chubei City	-

Area	Project Name	Location	Sales Amount (NT 100 million Dollars)
Taichung	Taichung Dibao	Xitun District	2.56
	NTC National Trading Center	Xitun District	-
	Run Long	Nantun District	7.15
Tainan	Jinai	Yunkong District	0.17
Subtotal	10 cases		12.39

2019 disposal of land and building in Yinge

Disposal Amount (NT 100 million Dollars)	Estimated Gain on Disposal (NT 100 million Dollars)	Estimated Accounting Year
12.99	8.80	2019/12



2019 Online Sales Project

Area	Project Name	Location	Sellable unit/parking	Total Sales Amount (NT 100 million Dollars)	Sales Rate
Great Taipei Area	Chungyen A+	Shiji District, New Taipei City	43/52	5.19	7%
	Bokelai Part	Banciao District, New Taipei City	141/142	18.75	55%
Hsinchu	Juke Run Long	East District, Hsinchu City	1047/1144	85.70	68%
Tainan	Run Long (Jinai NO2)	Anping District, Tainan City	388/311	21.24	70%
Kaohsiung	Wenhua Run Long	Linya District, Kaohsiung City	397/273	33.58	93%
	Yuechen	Zuoying District, Kaohsiung City	421/385	29.83	90%
	Shuhoyuan	Sanmin District, Kaohsiung City	273/281	37.39	17%
Subtotal	7 cases		2710/2588	231.68	



2020 Estimated Promoted Projects

Area	Project Name (temporary)	Location	Sellable unit/parking	Total Number of pins	Total Sales Amount (NT 100 million Dollars)	Product Type	Unit Price (NT ten thousand dollars)	Project %
Keelung	Shihengbin	Dean section(A), Chungshan District	214/214	7,677.70	19.51	2 ~ 4 rooms	22 ~ 25	46.18%
		Dean section(B), Chungshan District	761/723	23,117.86	62.33	2 ~ 4 rooms	22 ~ 25	
		Dean section(C), Chungshan District	742/708	23,102.64	61.97	2 ~ 4 rooms	22 ~ 25	
Taipei	Wanfeng section	Wenshan District	353/318	9,527.26	57.69	2 ~ 3 rooms	62 ~ 68	18.52%
Taoyuan	Shicheng Run Long	Chung Road 3 rd section, Taoyuan District	231/235	6,756.72	20.94	2 ~ 3 rooms	26 ~ 28	6.72%
Taichung	—	Huian section, Xitun District	853/1026	23,869.00	88.99	2 ~ 3 rooms	35 ~ 40	28.58%
Subtotal	6 cases		3154/3224	94,051.18	311.43			100%



Operating Overview

- land in stock and estimated promotion case



Area	Location	Product	Base Dimension (pin)	Total Sales Dimension (pin)	Total Sales Amount (NT 100 million Dollars)	Project %
Keelung	Dean section(E), Chungshan District	Residence	3,570.07	7,380.17	18.38	34.73%
	Dean section(F), Chungshan District	Residence	9,197.14	10,206.00	24.35	
Great Taipei Area	Yuanton section, Chungsho District	Residence	1,164.46	3,415.72	19.06	15.49%
Taichung	Chungcheng section, Xitun District	Residence and store	1,478.92	15,000.00	61.25	49.78%
Total			15,410.59	36,001.89	123.04	100%



Operating Overview

- Price of Newly Complete Residence



Year \ Item	2018	2019	2020	2021	2022	2023	合計
Price of Newly Complete Residence (NT 100 million Dollars)	98.73	-	90.76	115.42	99.36	355.42	759.69



Future Prospect - Future 5 years Plan



Area	Location	Total Sales Amount (NT 100 million Dollars)	2020	2021	2022	2023	2024
Keelung	Shihengbin	186.54		▲	▲	▲	
Great Taipei Area	Bokelai Park	18.75	▲	▲			
	Chungho Yuanton	19.06				▲	
	Taipei Wanfeng	57.69				▲	▲
Taoyuan	Shicheng Run Long	20.94	▲	▲			
Hsinchu	Juke Run Long	85.70				▲	▲
Taichung	Taichung Chungcheng	61.25				▲	▲
	Taichung Huian	88.99				▲	▲
Tainan	Run Long (Jinai NO2)	21.24	▲				
Kaohsiung	Wenhua Run Long	33.58		▲			
	Yuechen	29.83	▲	▲			
	Shuhoyuan	37.39			▲	▲	
	Total	660.96					



Financial Overview - Consolidated Financial Report



Unit: NT thousand dollars

Item \ Year	2016	2017	2018	2019 (As of Sept 30, 2019 financial data)
Operating Income	5,729,654	4,708,124	13,845,007	2,594,001
Operating Cost	4,147,121	3,703,136	10,336,928	2,224,648
Gross Profit	1,582,533	1,004,988	3,508,079	369,353
Gross Profit Rate(%)	27.62	21.35	25.34	14.24
Operating Expense	487,244	415,772	866,424	415,474
Operating Profit	1,095,289	589,216	2,641,655	-46,121
Income before Tax	1,164,927	621,517	2,525,895	-149,702
Net Income	1,035,778	577,583	2,186,147	-170,241
Profit Margin(%)	18.08	12.27	15.79	-6.56
Comprehensive income	1,125,403	540,538	2,218,412	-111,685
Earnings per share	4.41	2.38	8.11	-0.55
Total liabilities	13,462,660	21,247,435	15,094,404	22,730,136
Shareholders' equity	5,218,013	5,170,370	7,310,276	4,731,788
Paid-in Capital	2,376,663	2,434,044	3,083,305	3,083,305



Financial Overview - Dividend Policy



Dividend Year	Cash Dividend			Stock Price before the ex-dividend Date	Dividend Yield (%)	Cash Dividend Payout Ratio (%)
	Profit Distribution (dollar/share)	Additional Paid In Capital (dollar/share)	Total (dollar/share)			
2018	6.400	1.600	8.000	68.40	11.70	98.64
2017	2.139	1.399	3.538	58.00	6.10	148.65
2016	3.842	1.233	5.075	47.35	10.72	115.08
2015	3.609	1.401	5.010	38.30	13.08	116.50
2014	3.509	0.502	4.011	27.30	14.69	107.54

From 2007 to 2019, the distributed cash dividend is over 8 billion dollars.

Q & A

THANK YOU!

