



潤隆建設

RUN LONG CONSTRUCTION

2023 Investor Conference

November 23, 2023



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Sales Report

Run Long Construction
Mr. Wei-Chun Lin, President



Company Name	Run Long Construction Co., Ltd
Date of Establishment	1977 1994 – publicly listed (1808 TT)
Paid-in Capital	NT\$ 4,510,261,330
Chairman	Mr. Ping-Tse Chiu
President	Mr. Wei-Chun Lin
Spokesperson	Mr. Wei-Chun Lin
Main Business	Land development, construction and sales of residence and building
Company Address	8F., No. 267, Lequn 2nd Rd, Zhongshan District, Taipei City
Phone	+886-2-8501-5696
Website	www.runlong.com.tw



2023 Newly Completed Housing Projects

Area	Project Name	Location	Base Dimension (pin)	Total Sellable Amount (NT 100 million Dollars)	Sales Rate (as of Q3)
Taoyuan	National Central City	Zhongli District	2,698.89	114.37	90%
Hsinchu	Juke Run Long	East District	2,707.44	86.25	99%
Kaohsiung	Shuhoyuan	Sanmin District	1,305.27	38.39	94%
Total	3 projects		6,711.60	239.01	



Operating Overview



Online Sales Status (as of Q3)

Area	Project Name	Location	Available for sale Housing unit/ Parking space	Total Sellable Amount (NT 100 million Dollars)	Sales Rate	Sold Amount (NT 100 million Dollars)	2023 sales amount (NT 100 million Dollars)
Keelung	Mengyue City	Zhongshan District	740/699	87.67	66%	57.74	38.70
New Taipei City	Jingan Wenhui	Zhonghe District	104/102	23.50	27%	6.40	4.51
Taoyuan	National Central City	Zhongli District	826/834	114.37	90%	102.56	16.97
Taichung	VVS1	Xitun District	542/547	106.14	87%	92.60	17.01
	Shicheng Aiyue	Xitun District	887/892	99.11	98%	97.45	0.23
Tainan	Run Long Bo Yue	Anping District	423/427	57.24	91%	52.11	52.11
Total	6 projects		3522/3501	488.03		408.86	129.53

Existing Home Sales Status (as of Q3)

Area	Project Name	Location	2023 sales amount (NT 100 million Dollars)
Keelung	Shinhengbin (Shangye District)	Zhongshan District	1.07
	Shinhengbin (Xingye District)	Zhongshan District	1.20
Taichung	Taichung Dibao	Xitun District	0.60
Total	3 projects		2.87



2024 Estimated Promoted Projects

Area	Project Name (temporary)	Location	Available for sale Housing unit/ Parking space	Total Number of pins (pin)	Total Sellable Amount (NT 100 million Dollars)	Product Category
Taipei	Taipei Wanfeng	Wenshan District	353/314	9,802.63	97.28	2 ~ 3 rooms
Taoyuan	Taoyuan Shanjie	Guishan District	465/459	12,208.00	56.94	2 ~ 3 rooms
Total	2 projects		818/773	22,010.63	154.22	



Operating Profile - Land Inventory



Area	Location	Product	Base Dimension (pin)	Total Number of pins (pin)	Total Sellable Amount (NT 100 million Dollars)	Subtotal (NT 100 million Dollars)
Keelung	Zhongshan District De'an Section(E),	Residence	3,266.18	6,701.08	24.99	78.41
	Zhongshan District De'an Section(F),	Residence	9,197.14	14,827.87	53.42	
Taichung	Xitun District Wenshang Section (Cadastral number 11)	Residence	683.37	8,747.00	60.48	123.12
	Xitun District Wenshang Section (Cadastral number 39, 40)	Residence and store	1,204.61	9,251.00	62.64	
Total			14,351.30	39,526.95	201.53	201.53



Item \ Year	2023	2024	2025	2026	2027	Total
Price of Newly Complete Residence (NT 100 million Dollars)	239.01	208.45	205.25	174.66	141.05	968.42

Area	Project Name	Total Sellable Amount (NT 100 million Dollars)	2023	2024	2025	2026	2027
Keelung	Mengyue City	87.67		▲			
	De'an Section (E)	24.99					▲
	De'an Section (F)	53.42					▲
Greater Taipei	Jingan Wenhui	23.50		▲	▲		
	Taipei Wanfeng	97.28		▲	▲		
Taoyuan	National Central City	114.37	▲				
	Taoyuan Shanjie	56.94				▲	
Hsinchu	Juke Run Long	86.25	▲				
Taichung	Shicheng Aiyue	99.11			▲		
	VVS1	106.14			▲		
	Wenshang (Cadastral number 11)	60.48				▲	
	Wenshang (Cadastral number 39, 40)	62.64					▲
Tainan	Run Long Bo Yue	57.24				▲	
Kaohsiung	Shuhoyuan	38.39	▲				
	Total	968.42					

Unit: NT thousand dollars

Item \ Year	2019	2020	2021	2022	2023 (Financial data as of September 30, 2023)
Operating Revenue	4,198,656	7,656,236	10,479,267	2,485,724	24,466,915
Operating Cost	3,681,528	6,639,308	7,740,794	1,673,107	15,140,065
Gross Profit	517,128	1,016,928	2,738,473	812,617	9,326,850
Gross Profit Rate(%)	12	13	26	33	38
Operating Expense	594,457	612,474	648,426	593,061	1,452,448
Operating Profit (loss)	(77,329)	404,454	2,090,047	219,556	7,874,402
Profit before Tax	741,744	210,030	2,060,201	233,069	7,742,094
Profit	655,920	117,248	1,671,830	156,636	6,357,305
Profit Margin(%)	16	1	16	6	26
Comprehensive income	671,455	166,916	1,677,088	131,484	6,402,064
Earnings per share	2.13	0.32	4.26	0.35	14.10
Total liabilities	23,604,451	31,727,054	32,650,000	42,791,444	34,673,595
Shareholders' equity	5,514,928	5,070,936	6,675,011	6,023,327	12,156,027
Paid-in Capital	3,083,305	3,699,966	3,921,966	4,510,261	4,510,261

Financial Overview - Dividend Policy

Dividend Distribution Year	Cash Dividend (A)		Stock Dividend (B)		Total (dollar/share)	Stock Price Before the Ex-Dividend Date (C)	Cash Dividend Yield (%) (Note 1)	Dividend Payout Ratio (%) (Note 2)
	Profit Distribution (dollar/share)	Additional Paid In Capital (dollar/share)	Profit Distribution (dollar/share)	Additional Paid In Capital (dollar/share)				
2022	0.600	-	-	-	0.600	92.70	0.65	171.43
2021	2.000	-	1.500	-	3.500	72.00	2.78	82.16
2020	0.200	-	0.200	0.400	0.800	58.90	0.34	250.00
2019	1.000	1.000	1.000	1.000	4.000	74.00	2.70	187.80
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

Note 1: Cash Dividend Yield = [Cash Dividend(A) ÷ Stock Price Before the Ex-Dividend Date(C)] *100%

Note 2: Dividend Payout Ratio = [(Cash Dividend(A) + Stock Dividend(B)) ÷ Annual EPS] *100%

From 2007 to 2022, the accumulated cash dividend is over NT\$9,618 million dollars.

Cash dividends of NT\$271 million were distributed in Q4 2023, amounting to a total of NT\$9,889 million distributed.

Q & A
THANK YOU!



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