



潤隆建設  
RUN LONG CONSTRUCTION

# 2020 Earnings Conference

Nov 20, 2020





Wenhua Run Long-Kaohsiung

# Run Long Construction

## 2020 Earnings Conference Presentation



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# Sales Report

Run Long Construction  
Vice President  
Ping Tse Chiu



# Company Profile



潤隆建設  
RUN LONG CONSTRUCTION

Company Name	Run Long Construction
Established in	1977
	1994 – listing in the market (1808 TT)
Capital	3,699,966,370 dollars
Chairman	Mr. Tsung Pin Tsai
General Manager	Mr. Tsung Pin Tsai
Spokersperson	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	<a href="http://www.runlong.com.tw">www.runlong.com.tw</a>



## 2020 Newly Complete Residence

Area	Project Name	Location	Base Dimension (pin)	Total Sellable Amount (NT 100 million Dollars)	Sales Rate	Regional Rate
Taoyuan	Shicheng Run Long	Taoyuan District, Taoyuan City	1,266.01	21.63	64%	42%
Kaohsiung	Yuechen	Zuoying District, Kaomao Section	3,040.73	30.12	93%	58%
Total	2 cases		4,306.74	51.75		100%



## 2020 Newly Promoted Projects (as of Q3)

Area	Project Name	Location	Sellable unit/parking	Total Sales Amount (NT 100 million Dollars)	Sales Rate	Unit Price (NT 10 thousand dollars)	Project Rate
Taoyuan	Shicheng Run Long	Taoyuan District, Taoyuan City	231/231	21.63	64%	Store: 55 Residence: 29 ~ 30	18%
Taichung	Shicheng Aiyue	Huian section, Xitun District	890/896	98.97	61%	Store: 65 Residence: 39 ~ 47	82%
Total	2 cases		1121/1127	120.60			100%



# Operating Overview



## 2020 Online Sales Status (as of Q3)

Area	Project Name	Location	Total Sellable Amount (NT 100 million Dollars)	Subtotal (NT 100 million Dollars)	Sales Rate
Great Taipei Area	Bokelai Park	Banciao District, New Taipei City	4.69	4.69	4%
Taoyuan	Shicheng Run Long	Taoyuan District, Taoyuan City	13.16	24.79	23%
Hsinchu	Juke Run Long	East District, Hsinchu City	11.63		
Taichung	Shicheng Aiyue	Xitun District, Taichung City	60.49	60.49	56%
Tainan	Run Long (Jinai NO2)	Anping District, Tainan City	3.91	18.21	17%
Kaohsiung	Wenhua Run Long	Linya District, Kaohsiung City	0.23		
	Yuechen	Zuoying District, Kaohsiung City	0.30		
	Shuhoyuan	Sanmin District, Kaohsiung City	13.77		
Total	8 cases		108.18	108.18	100%





## 2020 Existing Home Sales Status (as of Q3)

Area	Project Name	Location	Sales Amount (NT 100 million Dollars)	Subtotal (NT 100 million Dollars)	Sales Rate
Great Taipei Area	Jinxin Wenhui	Wenshan District	2.63	4.83	34%
	Kuobin Kuandi	Neihu District	2.20		
Hsinchu	Kuobin Dayuan	Chubei City	0.02	0.02	-
Taichung	Taichung Dibao	Xitun District	1.29	8.90	64%
	NTC National Trading Center	Xitun District	7.36		
	Run Long	Nantun District	0.25		
Tainan	Jinai	Yunkong District	0.24	0.24	2%
Total	7 cases		13.99	13.99	100%



# Operating Overview



## Online Sales Project (as of Q3)

Area	Project Name	Location	Sellable unit/parking	Total Sales Amount (NT 100 million Dollars)	Sales Rate	Regional Rate
Great Taipei Area	Chungyen A+	Shiji District, New Taipei City	43/52	5.19	8%	7%
	Bokelai Park	Banciao District, New Taipei City	141/142	18.73	97%	
Taoyuan	Shicheng Run Long	Taoyuan District, Taoyuan City	231/231	21.63	64%	30%
Hsinchu	Juke Run Long	East District, Hsinchu City	1047/1137	86.23	99%	
Taichung	Shicheng Aiyue	Xitun District, Taichung City	890/896	98.97	61%	28%
Tainan	Run Long (Jinai NO2)	Anping District, Tainan City	388/311	21.28	99%	35%
Kaohsiung	Wenhua Run Long	Linya District, Kaohsiung City	397/273	33.53	95%	
	Yuechen	Zuoying District, Kaohsiung City	420/382	30.12	93%	
	Shuhoyuan	Sanmin District, Kaohsiung City	273/281	37.34	67%	
Total	9 cases		3830/3705	353.02		100%



## 2021 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 10 thousand dollars)	Regional Rate
Keelung	Shihengbin	Dean Section(A), Chungshan District	214/214	7,676.27	19.58	2 ~ 4 rooms	25 ~ 27	49%
		Dean Section(B), Chungshan District	761/723	22,995.87	62.76	2 ~ 4 rooms	25 ~ 27	
		Dean Section(C), Chungshan District	742/707	22,792.62	61.15	2 ~ 4 rooms	25 ~ 27	
Great Taipei	—	Wanfeng Section, Wenshan District	353/314	9,527.26	64.04	2 ~ 3 rooms	68 ~ 70	22%
Taoyuan	—	Chinsheng Section, Chungli District	826/834	21,555.24	87.00	2 ~ 3 rooms	38 ~ 40	29%
Total	5 cases		2896/2792	84,547.26	294.53			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)	Subtotal Amount (NT 100 million Dollars)	Regional Rate
Keelung	Dean Section(E), Chungshan District	Residence	3,570.07	7,380.17	18.38	42.73	35%
	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	3,375.11	16.65	16.65	14%
Taichung	Chungcheng Section, Xitun District	Residence and store	1,478.92	15,000.00	61.25	61.25	51%
Total			15,410.59	35,961.28	120.63	120.63	100%



# Operating Overview

## - Price of Newly Complete Residence



Year \ Item	2020	2021	2022	2023	Total
Price of Newly Complete Residence (NT 100 million Dollars)	51.75	259.76	210.57	240.91	762.99





# Future Prospect - Future 4 years Plan



Area	Location	Total Sales Amount (NT 100 million Dollars)	2020	2021	2022	2023	2024
Keelung	Shihengbin	186.22		▲	▲	▲	
Great Taipei	Bokelai Park	18.73		▲			
	Chungho Yuantung	16.65				▲	
	Taipei Wanfeng	64.04				▲	▲
Taoyuan	Shicheng Run Long	21.63	▲	▲			
	Taoyuan Chinsheng	87.00			▲	▲	
Hsinchu	Juke Run Long	86.23			▲	▲	
Taichung	Taichung Chungcheng	61.25				▲	▲
	Shicheng Aiyue	98.97				▲	▲
Tainan	Run Long (Jinai NO2)	21.28		▲			
Kaohsiung	Wenhua Run Long	33.53		▲			
	Yuechen	30.12	▲	▲			
	Shuhoyuan	37.34			▲	▲	
	Total	762.99					



# Financial Overview

## -Consolidated Financial Report



Unit: NT thousand dollars

Item \ Year	2016	2017	2018	2019	2020 (As of Sept 30, 2020 financial data)
Operating Income	5,729,654	4,708,124	13,845,007	4,198,656	5,166,693
Operating Cost	4,147,121	3,703,136	10,336,928	3,681,528	4,655,031
Gross Profit	1,582,533	1,004,988	3,508,079	517,128	511,662
Gross Profit Rate(%)	27.62	21.35	25.34	12.32	9.9
Operating Expense	487,244	415,772	866,424	594,457	425,613
Operating Profit	1,095,289	589,216	2,641,655	(77,329)	86,049
Income before Tax	1,164,927	621,517	2,525,895	741,744	33,462
Net Income	1,035,778	577,583	2,186,147	655,920	16,899
Profit Margin(%)	18.08	12.27	15.79	15.62	0.33
Comprehensive income	1,125,403	540,538	2,218,412	671,455	(22,535)
Earnings per share	4.41	2.38	8.11	2.13	0.05
Total liabilities	13,462,660	21,247,435	15,094,404	23,604,451	30,411,470
Shareholders' equity	5,218,013	5,170,370	7,310,276	5,514,928	4,881,485
Paid-in Capital	2,376,663	2,434,044	3,083,305	3,083,305	3,083,305



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)				
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
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

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 2020, the accumulated cash dividend is over 8.759 billion dollars.**

Q & A  
THANK YOU!

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