



潤隆建設

RUN LONG CONSTRUCTION

2021 Investor Conference

Nov. 24, 2021



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Sales Report

**Run Long Construction
President Ping Tse Chiu**



Company Profile



Company Name	Run Long Construction
Established in	1977 1994 – listing in the market (1808 TT)
Capital	NT\$3,921,966,370
Chairman	Mr. Tsung Pin Tsai
President	Mr. Ping Tse Chiu
Spokesperson	Mr. Ping Tse Chiu
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

2021 Newly Completed Housing Projects

Area	Project Name	Location	Base Dimension (pin)	Total Sellable Amount (NT 100 million Dollars)	Sales Rate	Regional Rate
Great Taipei	Bokelai Park	Banciao District Yongcui Section	1,304.52	18.74	93.2%	25%
Tainan	Run Long (Jinai NO2)	Anpin District Yuguang Section	1,074.71	21.28	96.1%	29%
Kaohsiung	Wenhua Run Long	Linya District Fudong Section	1,455.33	33.51	92.2%	46%
Total	3 cases		3,834.56	73.53		100%



2021 Online Sales Status (as of Q3)

Area	Project Name	Location	Total Sales Amount (NT 100 million Dollars)	Subtotal (NT 100 million Dollars)	Sales Rate
Keelung	Shihengbin (Shangye District)	Dean Section, Chungshan District	8.93	17.87	21%
	Shihengbin (Xingye District)	Dean Section, Chungshan District	8.94		
Taoyuan	National Central City	Chinsheng Section, Chungli District	38.19	39.70	47%
Hsinchu	Juke Run Long	East District, Hsinchu City	1.51		
Taichung	Shicheng Aiyue	Xitun District, Taichung City	21.83	21.83	26%
Kaohsiung	Wenhua Run Long	Linya District, Kaohsiung City	0.40	5.33	6%
	Shuhoyuan	Sanmin District, Kaohsiung City	4.93		
Total	7 cases		84.73	84.73	100%

2021 Existing Home Sales Status (as of Q3)

Area	Project Name	Location	Total Sales Amount (NT 100 million Dollars)	Subtotal (NT 100 million Dollars)	Sales Rate
Great Taipei	Kuobin Kuandi	Neihu District	0.03	5.03	40%
	Kuobin Yidun	Wenshan District	1.11		
	Chungyan A+	Shiji District	3.89		
Taoyuan	Shicheng Run Long	Taoyuan District	2.89	2.91	24%
Hsinchu	Kuobin Dayuan	Chubei City	0.02		
Taichung	Taichung Dibao	Xitun District	1.27	1.27	10%
Tainan	Jinai	Yunkong District	0.37	3.22	26%
Kaohsiung	Yue Cheng	Sanmin District	2.85		
Total	8 cases		12.43	12.43	100%



Online Sales Project (as of Q3)

Area	Project Name	Location	Sellable unit/parking	Total Sellable Amount (NT 100 million Dollars)	Sales Rate	Sold Amount (NT 100 million Dollars)	Regional Rate
Keelung	Shihengbin (Shangye District)	Dean Section, Chungshan District	214/211	24.81	36.0%	8.93	22%
	Shihengbin (Xingye District)	Dean Section, Chungshan District	761/715	77.89	11.5%	8.94	
Taoyuan	National Central City	Chungli District, Taoyuan City	826/834	106.83	35.7%	38.19	42%
Hsinchu	Juke Run Long	East District, Hsinchu City	1047/1137	86.30	99.0%	85.42	
Taichung	Shicheng Aiyue	Xitun District, Taichung City	887/892	99.16	98.1%	97.30	21%
Kaohsiung	Wenhua Run Long	Linya District, Kaohsiung City	397/273	33.51	92.2%	30.89	15%
	Shuhoyuan	Sanmin District, Kaohsiung City	273/281	38.04	80.9%	30.78	
Total	7 cases		4405/4343	466.54		300.45	100%



2022 Estimated Promoted Projects

Area	Project Name (temporary)	Location	Sellable unit/parking	Total Number of pins (pin)	Total Sellable Amount (NT 100 million Dollars)	Product Category	Unit Price (NT 10 thousand dollars)	Regional Rate
Keelung	Shihengbin (Qingye District)	Dean Section(C), Chungshan District	742/707	22,792.62	77.30	2 ~ 4 rooms	Residence: 28 ~ 32	33%
Great Taipei	Taipei Wanfeng	Wanfang Section, Wenshan District	353/314	9,527.26	67.07	2 ~ 3 rooms	Residence: 75 ~ 80	29%
Taichung	Taichung Chungcheng	Chungcheng Section, Xitun District	542/524	15,089.00	90.20	2 ~ 3 rooms	Store: 85 Residence: 50	38%
Total	3 cases		1637/1545	47,408.88	234.57			100%



2021 Land Purchased Amount (as of Q3)

Area	Location	Base Dimension (pin)	Total Sellable Amount (NT 100 million Dollars)	Development Method	Land Purchased Cost (NT 100 million Dollars)	Regional Rate
Taoyuan	Shanji Section, Guishan District	1,630.40	50.22	Buy and Sell	16.14	41%
Taichung	Chungcheng Section, Xitun District	1,478.92	90.20	Buy and Sell	23.31	59%
Total		3,109.32	140.42		39.45	100%



Operating Overview

- land in stock and estimated promotion case



Area	Location	Product	Base Dimension (pin)	Total Number of pins (pin)	Total Sellable Amount (NT 100 million Dollars)	Subtotal (NT 100 million Dollars)	Regional Rate
Keelung	Dean Section(E), Chungshan District	Residence	3,570.07	7,469.01	25.18	88.91	55%
	Dean Section(F), Chungshan District	Residence	9,197.14	19,071.00	63.73		
Great Taipei	Yuanton Section, Chungho District	Residence	1,164.46	3,593.59	21.76	21.76	14%
Taoyuan	Shanji Section, Guishan District	Residence and store	1,630.40	12,130.00	50.22	50.22	31%
Total			15,562.07	42,263.60	160.89	160.89	100%



Operating Overview

- Price of Newly Complete Residence



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Item \ Year	2021	2022	2023	2024	2025	Total
Price of Newly Complete Residence (NT 100 million Dollars)	73.53	209.53	201.64	278.19	139.13	902.02



Future Prospect -Future 4 years Plan



Area	Project Name	Total Sellable Amount (NT 100 million Dollars)	2021	2022	2023	2024	2025
Keelung	Shihengbin (Shangye District)	24.81		▲			
	Shihengbin (Xingye District)	77.89		▲			
	Shihengbin (Qingye District)	77.30			▲		
	Shihengbin	88.91					▲
Great Taipei	Bokelai Park	18.74	▲				
	Chungho Yuanung	21.76				▲	
	Taipei Wanfeng	67.07				▲	
Taoyuan	National Central City	106.83		▲	▲		
	Shanji Section, Guishan	50.22					▲
Hsinchu	Juke Run Long	86.30			▲		
Taichung	Taichung Chungcheng	90.20				▲	
	Shicheng Aiyue	99.16				▲	▲
Tainan	Run Long (Jinai NO2)	21.28	▲				
Kaohsiung	Wenhua Run Long	33.51	▲	▲			
	Shuhoyuan	38.04			▲		
	Total	902.02					



Financial Overview-Consolidated Financial Report



Unit: NT thousand dollars

Item \ Year	2017	2018	2019	2020	2021 (As of Sep. 30, 2021 financial data)
Operating Income	4,708,124	13,845,007	4,198,656	7,656,236	7,365,131
Operating Cost	3,703,136	10,336,928	3,681,528	6,639,308	5,455,559
Gross Profit	1,004,988	3,508,079	517,128	1,016,928	1,909,572
Gross Profit Rate(%)	21.35	25.34	12.32	13.28	25.93
Operating Expense	415,772	866,424	594,457	612,474	475,753
Operating Profit	589,216	2,641,655	(77,329)	404,454	1,433,819
Income before Tax	621,517	2,525,895	741,744	210,030	1,410,796
Net Income	577,583	2,186,147	655,920	117,248	1,071,389
Profit Margin(%)	12.27	15.79	15.62	1.53	14.55
Comprehensive income	540,538	2,218,412	671,455	166,916	1,061,530
Earnings per share	2.38	8.11	2.13	0.32	2.73
Total liabilities	21,247,435	15,094,404	23,604,451	31,727,054	30,493,213
Shareholders' equity	5,170,370	7,310,276	5,514,928	5,070,936	6,059,453
Paid-in Capital	2,434,044	3,083,305	3,083,305	3,699,966	3,699,966



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)				
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
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

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 2021, the accumulated cash dividend is over 8.834 billion dollars.

Q & A

Thank You!

