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Stock code: 4113

**WE & WIN**

**Diversification Co., Ltd.**

**2023 Investor Conference**

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# Agenda

## Content

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| WE&WIN Diversification Co., Ltd.  
Introduction and Business Philosophy

| Sales Report & Future Proposal Plan

| Financial Statements

# Company Profile-WE&WIN Diversification Co., Ltd.



Establish Date: February 11, 1998



Chairman: Yung-Yi, Su



Shares Issued: NT\$2,111.382 million (3Q23)

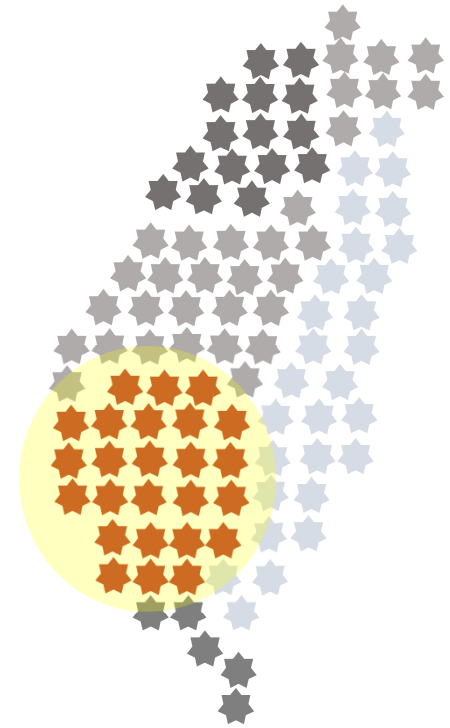


Listed on Taipei Exchange: July 22, 2003

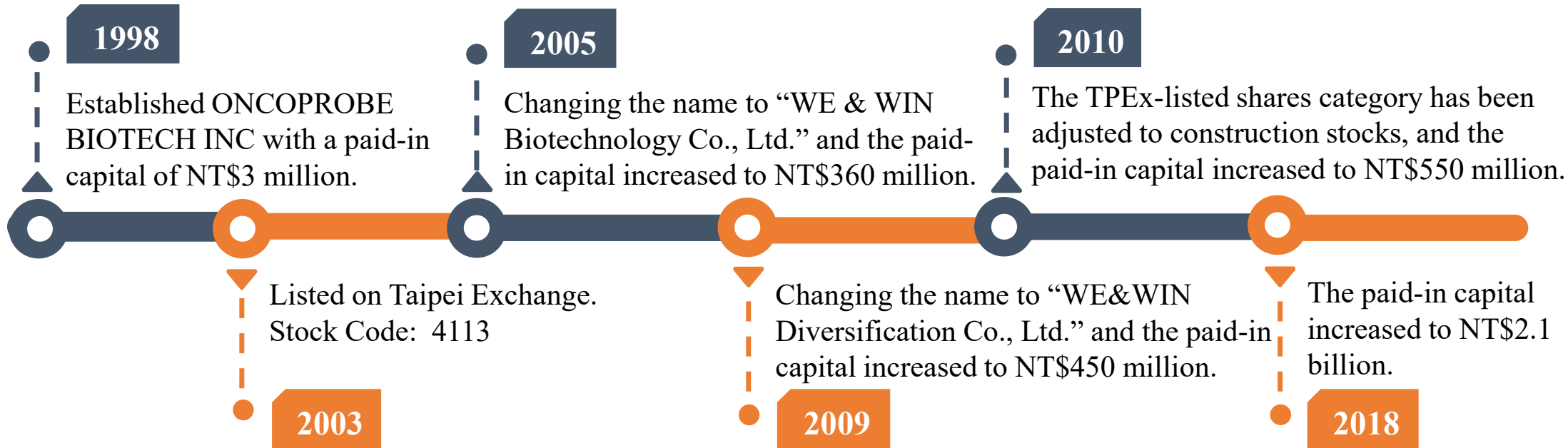


Address of Headquarter:

17F-2., No. 185, Fuguo Road, Zuoying District,  
Kaohsiung City, Taiwan (R.O.C.)



# Company Profile



# Business Philosophy

## About VVVVV

Adhering to the **5 Values of Location / Aesthetics / Legacy / Lifestyle / Safety**, we have achieved great architecture.

- Location** | Grasp the trends of urban development to gain the first opportunity intensively cultivate characteristic land, and create the value of the location.
- Aesthetics** | Artistic infusion creates visual stunning and conveys value with aesthetics.
- Legacy** | Each building is a collectible work of art, allowing the work to create value.
- Lifestyle** | People-oriented, attention on details, practice the ideal of living, and add value to life.
- Safety** | Constructing the safest buildings and proving the value eternally.



# Sales performance



**Kaohsiung**

**WE&WIN V1**

◉ < Kaohsiung Railway Station Business District >

- » ◆ Base Area: 885.93 m<sup>2</sup>
- ◆ Architectural Design: 15F / B5
- ◆ Unit: 112 households and 2 storefronts
- ◆ Product Planning: 76 ~ 139 m<sup>2</sup>
- ◆ Sales Situation:  
Households have been sold out,  
and 2 stores remaining.
- ◆ Sales Rate: 98%

# V1

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WE & WIN DIVERSIFICATION CO.,LTD.

# Sales performance

**Kaohsiung**

**WE&WIN Boli**

**\*The building occupancy permit has been obtained and will be transferred one after another by the end of 2023.\***

 < Kaohsiung Wufu Business District >

- » ◆ Base Area: 1,441.95 m<sup>2</sup>
- ◆ Architectural Design: 15F / B6
- ◆ Unit: 252 households and 1 storefront
- ◆ Product Planning: 66 ~ 93 m<sup>2</sup>
- ◆ Total Sales: NT\$1.8 billion
- ◆ Sales Rate: Ready-made Home Sales



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# Sales performance



**Kaohsiung**

**WE&WIN WE**

 < Kaohsiung Wenshan Rezoned Area >

- » ◆ Base Area: 3,874.74 m<sup>2</sup>
- ◆ Architectural Design: 15F / B3
- ◆ Unit: 216 households and 6 storefronts
- ◆ Product Planning: 72 ~152 m<sup>2</sup>
- ◆ Total Sales: NT\$2.2 billion
- ◆ Sales Rate: 98%

# Sales performance

## Tainan WE&WIN Hitang

**★ The building occupancy permit has been obtained and will be transferred one after another by the end of 2023. ★**

 < Tainan Guoping Rezoned Area >

- » ◆ Base Area: 4,958.55 m<sup>2</sup>
- ◆ Architectural Design: 29F / B5
- ◆ Unit: 417 households and 2 storefronts
- ◆ Product Planning: 72 ~ 238 m<sup>2</sup>
- ◆ Total Sales: NT\$4 billion
- ◆ Sales Rate: 97%



# Sales performance

Tainan

WE&WIN Cambridge

📍 < Tainan Daqiao Rezoned Area >

- » ◆ Base Area: 6,803.26 m<sup>2</sup>
- ◆ Architectural Design: 22F / B4
- ◆ Unit: 532 households and 17 storefronts
- ◆ Product Planning: 66 ~126 m<sup>2</sup>
- ◆ Total Sales: NT\$4.4 billion
- ◆ Sales Rate: Sold out



# Sales performance

## Online case


There are 5 cases located in the essential areas of Kaohsiung City and Tainan City, with 3 cases in Kaohsiung and 2 cases in Tainan.

The average sales rate is more than 90%, and several cases benefit from the industries stationed in Kaohsiung have been sold out.


The total amount of sales to be credited reached NT\$12.5 billion.

### Kaohsiung


WE&WIN V1
112 households & 2 storefronts
2 storefronts left
Households have been sold out

 < Kaohsiung Railway Station Business Dist. >

WE&WIN Boli
252 households & 1 storefront
Total sales NT\$1.8 billion
Ready-made Home Sales

 < Kaohsiung Wufu Business Dist. >

WE&WIN WE
216 households & 6 storefronts
Total sales NT\$2.2 billion
Sales 98%

 < Kaohsiung Wenshan Rezoned Area >

### Tainan

WE&WIN Hitang
417 households & 2 storefronts
Total sales NT\$4 billion
Sales 97%

 < Tainan Guoping Rezoned Area >

WE&WIN Cambridge
532 households & 17 storefronts
Total sales NT\$4.4 billion
Sold Out

 < Tainan Daqiao Rezoned Area >

WE&WIN Hitang



WE&WIN Cambridge



WE&WIN WE



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# Future Promotional Projects

## Future Case

In-depth and diversified development of southern Taiwan: Urban renewal, reconstruction of urban unsafe & old buildings and reinvestments.  
 The land inventory in prime location of future development cases cover an area of about 40 thousand sq. meters.  
 Extending the territory to commercial real estate development and stationing the prime commercial district of Kaohsiung.

### Urban renewal

Jingzhong 2<sup>nd</sup> Vil., Yongkang Dist., Tainan City  
 Village Reformed Land Urban Renewal



- **Base Area: 18,866.18 m<sup>2</sup>. Provide nearly 1,100 residences.**
- **Location:** Next to YongRen High School in Yongkang District, the south side is T.S. Mall and Pinshin Rezoned Area, and the north side is the Yongkang Bridge and Tainan Public Library.
- **Progress:**
  - → Social Housing  
-It is under construction and expected to be completed by the end of 2024.
  - → Developing the base of type-2 business area.
  - → Developing the base of type-3 residential area.
- **Total sales: Estimated at over NT\$18 billion.**

# Future Promotional Projects

## Future Case

In-depth and diversified development of southern Taiwan: Urban renewal, reconstruction of urban unsafe & old buildings and reinvestments. The land inventory in prime location of future development cases cover an area of about 40 thousand sq. meters. Extending the territory to commercial real estate development and stationing the prime commercial district of Kaohsiung.

### Development base

\* Construction to be started on June 9, 2023 \*

Zuosi Sec.
2,188 m <sup>2</sup>
B4 / 29F
Estimated total sales of NT\$4 billion

Jiachang Sec.
3,704 m <sup>2</sup>
B3 / 15F
Estimated total sales of NT\$2.8 billion

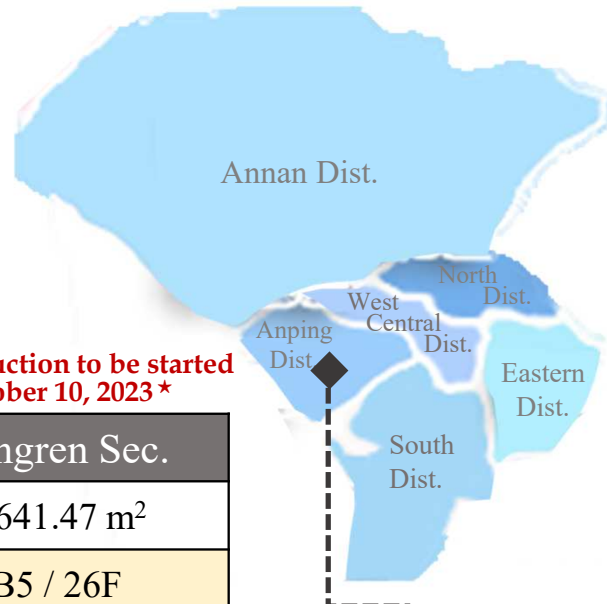
Wufu Case
1,377 m <sup>2</sup>
B6 / 15F
Estimated total sales of NT\$3.2 billion

\* Construction to be started on October 10, 2023 \*

Mingren Sec.
1,641.47 m <sup>2</sup>
B5 / 26F
Estimated total sales of NT\$2.3 billion

Minsheng Sec.
1,197 m <sup>2</sup>
Integrating

Gubao Sec.
11,038.85 m <sup>2</sup>
B2 / 27F
In urban renewal progress



# Investees

## Commercial Real Estate

Kaohsiung Essence Area  
Development of A-class Office and Commercial District

- Base Area: 8,375.8 m<sup>2</sup>
- It is located in No. 16 Agricultural Land Special Administrative District, and next to the well-known restaurant Buffet & Banquet Kaohsiung and the superficies case of Fubon Life, near two major department stores, Hanshin Arena and E Sky Mall. It is the most anticipated commercial development district in Kaohsiung.
- **Planning: A-class office zone, shopping mall**
- 50-year plus 20-year development project of Build-Operate-Transfer.

In-depth and diversified development of southern Taiwan: Urban renewal, reconstruction of urban unsafe & old buildings and reinvestments.

Extending the territory to commercial real estate development and stationing the prime commercial district of Kaohsiung.

Investment  
Business



# Statements of Comprehensive Income

Unit: Thousands of New Taiwan Dollars

Items	2023Q3		2022		2022Q3	
	Amount	%	Amount	%	Amount	%
Operating revenue	\$ 278,526	100	\$ 86,534	100	\$ 86,225	100
Operating costs	(217,619)	(78)	(59,130)	(68)	(59,116)	(69)
Gross profit	60,907	22	27,404	32	27,109	31
Operating expenses	(69,440)	(25)	(93,732)	(108)	(56,551)	(66)
Operating income	(8,533)	(3)	(66,328)	(76)	(29,442)	(35)
Non-operating income & expenses	(112,110)	(40)	(77,850)	(91)	(62,494)	(72)
Profit(Loss) before tax	(120,643)	(43)	(144,178)	(167)	(91,936)	(107)
Tax expense	-	-	(27)	-	(1,824)	(2)
Net Income(Loss)	\$ (120,643)	(43)	\$ (144,205)	(167)	\$ (93,760)	(109)
EPS (NT\$)	\$ (0.57)		\$ (0.68)		\$ (0.44)	
ROE (%)	-3.77%		-4.32%		-2.79%	





# Balance Sheets - Asset

Unit: Thousands of New Taiwan Dollars

Items	Year	September 30, 2023		December 31, 2022		September 30, 2022	
		Amount	%	Amount	%	Amount	%
Buildings & land held for sale		\$ 52,094	-	\$ 264,121	2	\$ 264,121	2
Land held for construction site		3,382,238	23	3,932,371	28	3,875,674	28
Construction in progress		8,949,755	60	7,217,621	51	6,818,133	50
Prepaid land & building		169,360	1	184,734	1	164,819	1
Inventories		12,553,447	84	11,598,847	82	11,122,747	81
Incremental costs to obtain a contract		540,915	4	539,726	4	533,915	4
Cash & other current assets		870,824	6	1,086,856	9	1,129,917	10
Long-term investment		35,095	-	35,095	-	35,095	-
right-of-use asset		52,139	-	53,542	-	55,117	-
Other non-current assets		858,953	6	727,965	5	744,834	5
<b>Total Assets</b>		<b>\$ 14,911,373</b>	<b>100</b>	<b>\$ 14,042,031</b>	<b>100</b>	<b>\$ 13,621,625</b>	<b>100</b>



# Balance Sheets - Liability & Equity

Unit: Thousands of New Taiwan Dollars

Items	Year	September 30, 2023		December 31, 2022		September 30, 2022	
		Amount	%	Amount	%	Amount	%
Short-term financing		\$ 7,625,379	51	\$ 6,775,890	48	\$ 6,325,848	46
Contract Liabilities		1,900,702	13	1,848,013	13	1,791,383	13
Other current liabilities		698,035	5	610,387	4	541,032	4
Bonds payable		1,494,868	10	1,493,624	11	1,597,314	12
Lease liabilities		53,829	-	54,960	-	56,443	-
Other non-current liabilities		311	-	265	-	624	-
<b>Total Liabilities</b>		<b>11,773,124</b>	<b>79</b>	<b>10,783,139</b>	<b>76</b>	<b>10,312,644</b>	<b>75</b>
Common stock		2,111,382	14	2,111,382	15	2,111,382	16
Capital surplus		808,138	5	808,138	6	808,138	6
Retained earning		218,729	2	339,372	3	389,461	3
<b>Total Equity</b>		<b>3,138,249</b>	<b>21</b>	<b>3,258,892</b>	<b>24</b>	<b>3,308,981</b>	<b>25</b>
<b>Liabilities &amp; Equity</b>		<b>\$ 14,911,373</b>	<b>100</b>	<b>\$ 14,042,031</b>	<b>100</b>	<b>\$ 13,621,625</b>	<b>100</b>
Book value per share (NT\$)		\$ 14.86		\$ 15.43		\$ 15.67	



# Dividend Policy

Year	EPS	Cash Dividend	Stock Dividend	Cash Dividend Yield <sup>(Note1)</sup>	Dividend Payout Ratio <sup>(Note2)</sup>
2022	(0.68)				
2021	0.63	0.4000000		3.35%	63%
2020	(0.5)	0.3000000		2.19%	160%
2019	(0.68)				
2018	0.69	0.3039848		2.90%	44%

Note1: Refer to the After-Hour Trading Information in Taipei Exchange

Note2: Dividend Payout Ratio = (Cash dividend + Stock dividend) ÷ EPS \* 100%

**Thank you for listening**

**The End**



**Website: <http://kh.vvvvv.com.tw>**



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