



興富發建設

Highwealth Construction

# 2020 Earnings Conference

Nov 20, 2020



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# Sales Report

**Highwealth Construction**

(including Bo-Yuan and Chyi-Yuh)

**Vice President**

**Zhao-Xiong Liao**





# 2019 Land Purchased Amount

Area	Project Name	Location	Base Dimension (pin)	Total Sellable Amount (NT 100 million Dollars)	Development Method	Land Purchased Cost (NT 100 million Dollars)	Regional Rate
Great Taipei	Fuxing North	Changan Subsection 1, Chungshan District, Taipei City	456.47	91.55	Bid	51.12	33.98%
Taoyuan	Chinsheng 2nd	Chinsheng Section, Chungli District, Taoyuan City	3121.13	105.43	Buy and Sell	41.67	27.70%
Taichung	TOP1 Global WTC	Huian Section, Xitun District, Taichung City	905.07	48.86	Buy and Sell	14.61	32.47%
	Xitun Section	Xitun Section, Xitun District, Taichung City	843.38	48.00	Buy and Sell	14.17	
	Shicheng Aiyue	Huian Section, Xitun District, Taichung City	1,224.14	39.35	Buy and Sell	20.07	
Kaohsiung	Chungcheng Road	Qianjin Section, Qianjin District, Kaohsiung City	546.32	38.19	Buy and Sell	8.81	5.85%
Total	6 cases		7,096.51 pin	371.38		150.45	100%

Recognizable revenue in the next 3~5 years

Area	Project Name	Location	Base Dimension (pin)	Total Sellable Amount (NT 100 million Dollars)	Development Method	Land Purchased Cost (NT 100 million Dollars)	Regional Rate
Taoyuan	Chunglu Fifth	Chunglu 1 <sup>st</sup> Section, Taoyuan District, Taoyuan City	2,327.57	53.01	Buy and Sell	24.91	13.51%
Taichung	Huikuo Section	Huikuo Section, Xitun District, Taichung City	2,593.47	317.24	Bid	83.76	86.49%
		Huikuo Section, Xitun District, Taichung City	920.07		Buy and Sell	32.20	
	Shicheng Huiming 2nd	Huiming Section, Xitun District, Taichung City	1,852.93	124.27	Buy and Sell	43.56	
Total	3 cases		7,694.04 pin	494.52		184.43	100%

Recognizable revenue in the next 3~5 years



# 2020 Newly Complete Projects



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Area	Project Name	Location	Base Dimension (pin)	Total Sales Amount (NT 100 million Dollars)	Sales Rate
Great Taipei	Highwealth Damei	Banciao District	481.08	9.57	100%
	Highwealth Daho	Banciao District	1161.05	33.62	22.54%
Taichung	Poshi	Nantun District	853.47	36.67	80.24%
Kaohsiung	Yuechen	Zuoying District	3040.73	19.87	92.97%
Total	4 cases			99.73	



# 2020 Existing Home Sales Status ( as of Q3)

Area	Project Name	Location	Existing home sales amount (NT 100 million Dollars)	Subtotal (NT 100 million Dollars)	Regional Rate
Great Taipei	Kuoja No. 1	Linkuo District	0.06	42.40	62.63%
	Taipei No. 1	Chungshan District	2.89		
	Times Square Taipei	Chungshan District	3.15		
	Yuanshan No. 1	Shinlin District	1.48		
	Hongshulin Manor	Danshui District	0.53		
	Shunghuhui	Neihu District	18.31		
	Haiyang Doshin	Danshui District	2.10		
	Shungmeikuan	Nankong District	0.59		
	Chungyan A+	Shiji District	2.20		
	Highwealth Manor	Shiji District	5.88		
	Jishi Castle	Xinzhuang District	0.50		
	Hanlin Small town(Boyuan)	Anlou District	0.21		
	Chungshan Kaiyan(Boyuan)	Chungshan District	4.50		
Taoyuan/Hsinchu	Giant	Chubei City	0.57	1.81	2.67%
	Park No. 1	Chubei City	0.31		
	Water Park	Chubei City	0.93		

Area	Project Name	Location	Existing home sales amount (NT 100 million Dollars)	Subtotal (NT 100 million Dollars)	Regional Rate
Taichung	Baida Fuyi	Xitun District	0.11	10.2	15.07%
	Siji Tianyuan	Xitun District	0.03		
	Hengyong	Xitun District	0.87		
	Kuoja No. 1 Taichung	Xitun District	3.92		
	Holiwon Castle	Xitun District	2.25		
	Holiwon Legand	Xitun District	1.03		
	Wenhuaui	Xitun District	0.28		
	Shuhoyuan	Nantun District	-		
	Jinai	Xitun District	1.71		
Tainan/Kao hsiung	Poyue	Anpin District	11.44	13.29	19.63%
	Kuowang Castle	Gushan District	0.01		
	Yishu Castle	Gushan District	-		
	Kuowang No. 1	Linya District	0.86		
	Huarenhui	Gushan District	0.83		
	Minsheng Xiangxie	Quanjin District	0.05		
	Shinfufa Dayue	Linya District	0.10		
Total			67.70	67.70	100%



# Online Sales Project

Area	Project Name	Location	Sellable unit/parking	Total Sales Amount (NT 100 million Dollars)	Sales Rate	Sold Amount (NT 100 million Dollars)	Regional Rate
Great Taipei	Highwealth Damei	Jiangcui Section, Banciao District	73/56	9.57	100%	9.57	6.81%
	Highwealth Dayue	Yuncui Section, Banciao District	248/258,2 storefronts	32.87	80.89%	26.59	
	Fujiangcui	Shihdu Section, Banciao District	88/88	11.66	46.77%	5.45	
	Highwealth Daho	Yuncui Section, Banciao District	238/258,5 storefronts	33.62	22.54%	7.58	
Taoyuan/Hsinchu	Huayue City	Shanji Section, Guishan District	776/694,8 storefronts	60.92	96.60%	58.86	14.34%
	Chuko Yueyang	Kuanwu Section, Hsinchu City	483/485	52.77	84.70%	44.70	
Taichung	Poshi	Huishin Section, Nantun District	266/267	36.67	80.24%	29.42	45.07%
	Bokolai	Huili Section, Nantun District	442/443	51.71	96.37%	49.83	
	Munghuan City	New HSR Section, Wuri District	1608/1644,66 storefronts	141.52	96.31%	136.29	
	Wenshin Aiyue	Fenggong Section, Nantun District	569/580,8 storefronts	67.29	88.13%	59.30	
	TOP1 Global Trading Center	Huian Section, Xitun District	134/313,4 storefronts	48.86	62.92%	30.74	
	Shicheng Aiyue	Huian Section, Xitun District	1236/1358(Highwealth owns 28.45%)	39.35	50.43%	19.85	
Tainan/Kaohsiung	Shendong City	Bailun Section, Rende District	1150/996,5 storefronts	73.10	99.47%	72.71	33.78%
	Aichinhai	Yukuan Section, Anping District	786/693,9 storefronts	59.69	52.31%	31.22	
	Poai Shenhsieh	Hsinchuang Subsection 13, Zuoying District	326/137	29.75	84.60%	25.17	
	CBD Trading Center	Lindeguan Section, Linya District	132/174,2 storefronts	28.51	40.20%	11.46	
	Highwealth Poai	Dagong Section, 4 <sup>th</sup> subsection, Sanming District	307/143	26.52	67.39%	17.87	
	Meishu Dayue	Shindo Section, Sanmin District	540/507,34 storefronts	48.94	93.54%	45.77	
	Yuechen	Kuomao Section, Zuoying District	282/260	19.87	92.97%	18.48	
	Aichungho Left Bank	Poshao Section, Quanjin District	598/319,2 storefronts	55.71	38.07%	21.21	
Total	20 cases			928.90	77.73%	722.07	100%





# 2020 Online Sales Status (as of Q3)

Area	Project Name	Location	2020 sales amount (NT 100 million Dollars)	Subtotal (NT 100 million Dollars)	Regional Rate
Great Taipei	Highwealth Damei	Banciao District	2.69	15.50	6.55%
	Highwealth Dayue	Banciao District	0.05		
	Fujiangcui	Banciao District	5.18		
	Highwealth Daho	Banciao District	7.58		
Taoyuan/ Hsinchu	Shihsanho	Chungli District	-	23.42	9.90%
	Huayue City	Kuishan District	22.36		
	Chuko Yueyang	Hsinchu City	1.06		
Taichung	Poshi	Nantun District	2.45	105.54	44.61%
	Bokolai	Nantun District	6.81		
	Munghuan City	Wuji District	38.53		
	Huishan 2nd	Xitun District	-		
	Wenshin Aiyue	Nantun District	13.82		
	TOP1 Global Trading Center	Xitun District	24.08		
	Shicheng Aiyue	Xitun District	19.85		

Area	Project Name	Location	2020 sales amount (NT 100 million Dollars)	Subtotal (NT 100 million Dollars)	Regional Rate
Tainan/ Kaohsiung	Shendong City	Rende District	12.78	92.13	38.94%
	Aichinhai	Anpin District	31.22		
	Poai Shenhsieh	Zuoying District	1.20		
	CBD Trading Center	Linya District	3.28		
	Highwealth Poai	Sanmin District	17.25		
	Meishu Dayue	Sanmin District	15.71		
	Yuechen	Zuoying District	0.52		
	Aichungho Left Bank	Quanjin District	10.17		
	Fushan Section	Zuoying District	-		
Total	23 cases		236.59	236.59	100%



# 2021 Estimated Promoted Projects

Area	Project Name (temporary)	Location	Sellable unit/parking	Total Sales Amount (NT 100 million Dollars)	Product Type	Number of pins	Unit Price	Regional Rate
Great Taipei	Ankang Section	Ankang Section, Neihu District	58/380	54.19	Business	150~160 pin	Storefront 1~1.1 million Office 500~600 thousand dollars	8.19%
Taoyuan/ Hsinchu	Chinshan 2nd	Chinshan Section, Chungli District	910/851	105.43	First time purchase	23~28 pin	Storefront 600 thousand ~ 1 million Residence 400~420 thousand dollars	15.92%
Taichung	Xitun Section	Xitun Section, Xitun District	351/354 8 storefronts	48.00	First time purchase	23~35 pin	Storefront 1.2 million Residence 500~550 thousand dollars	26.02%
	Shicheng Huimin 2nd	Huimin Section, Xitun District	/573 3 storefronts	124.27	Business	60~100 pin	Storefront 1.1~1.3 million Office 450~500 thousand dollars	
Tainan/ Kaohsiung	Huaren Guiguan (Chyi-Yuh)	Chinhai Section, Kushan District	755/764 9 storefronts	162.00	First time purchase, house changing	22~35 pin 75~95 pin	Storefront 1.6~2 million Residence 450~550 thousand dollars	49.87%
	Chungdo First 342	Shindo Section, Sanmin District	145/194 3 storefronts	34.19	First time purchase	42 pin	Storefront 1.3~1.5 million Residence 400~450 thousand dollars	
	Chungdo 3 <sup>rd</sup> 310	Shindo Section, Sanmin District	167/136 3 storefronts	23.68	First time purchase	22~35 pin	Storefront 1.3~1.5 million Residence 400~450 thousand dollars	
	Poshao Yichi	Poshao Section, Quanjin District	535/514 9 storefronts	110.25	First time purchase	35~42 pin	Storefront 700 thousand dollars ~1 million Residence 400~450 thousand dollars	
Subtotal	8 cases			662.01				100%



# Price of Newly Complete Residence in Future 4 Years



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Item	Year					
	2020	2021	2022	2023	2024	Total
Price of Newly Complete Residence (NT 100 million Dollars)	99.73	338.07	347.10	650.69	920.30	2355.89



# Future 4 year Plan

Area	Project Name		Total Sales Amount (NT 100 million Dollars)	2020	2021	2022	2023	2024
Great Taipei	1	Beitou Daya Section						
	2	Danhai 5 <sup>th</sup>	178.30					▲
	3	Highwealth Damei	9.57	▲				
	4	Highwealth Dayue	32.87		▲			
	5	Fujiangcui	11.66		▲			
	6	Highwealth Daho	33.62	▲	▲			
	7	Ankang Section	54.19				▲	
	8	Fushin North						
Taoyuan/Hsinchu	9	Shihsanho	37.27		▲			
	10	Huayue City	60.92			▲		
	11	Chinshan 2nd	105.43				▲	
	12	Chunglu 5th	53.01					▲
Taichung	13	Chuko Yueyang	52.77		▲			
	14	Poshi	36.67	▲	▲			
	15	Bokolai	51.71		▲			
	16	Munghuan City	141.52			▲		
	17	Huishan 2nd	81.00				▲	
	18	Wenshin Aiyue	67.29			▲	▲	
	19	TOP1 Global Trading Center	48.86			▲	▲	



# Future 4 year Plan

Area	Project Name		Total Sales Amount (NT 100 million Dollars)	2020	2021	2022	2023	2024
Taichung	20	Xitun Section	48.00				▲	
	21	Shicheng Aiyue	39.35					▲
	22	Huiguo Section	317.24					▲
	23	Shicheng Huimin 2nd	124.27					▲
Tainan/Kaohsiung	24	Shendong City	73.10		▲			
	25	Aichinhai	59.69					▲
	26	Poai Shenhsieh	29.75		▲			
	27	CBD Trading Center	28.51			▲		
	28	Highwealth Poai	26.52				▲	
	29	Chungdo First 342	34.19				▲	
	30	Meishu Dayue	48.94		▲			
	31	Yuechen	19.87	▲	▲			
	32	Chungdo 3 <sup>rd</sup> 310	23.68				▲	
	33	Fushan Section	59.97				▲	
	34	Poshao Yichi	110.25					▲
	35	Aichungho Left Bank	55.71				▲	
	36	Chungcheng Road	38.19					▲
	37	Huaren Guiguan (Chyi-Yuh)	162.00				▲	
		Subtotal	2355.89					





# Consolidated Financial Status

Unit: NT thousand Dollars

Item \ Year	2014	2015	2016	2017	2018	2019	2020 (as of Q3)
Operating Income	37,515,171	34,638,039	35,057,830	18,670,048	44,204,971	23,798,201	17,815,334
Operating Cost	23,312,300	21,833,114	23,768,287	13,696,981	31,032,093	17,148,864	12,881,889
Gross Profit	14,202,871	12,804,925	11,289,543	4,973,067	13,172,878	6,649,337	4,933,445
Gross Profit Rate(%)	38	37	32	27	30	28	28
Operating Expense	2,927,776	2,989,867	3,556,513	2,341,893	3,669,516	3,143,345	1,827,878
Operating Profit	11,275,095	9,815,058	7,733,030	2,631,174	9,503,362	3,505,992	3,105,567
Income before Tax	11,172,002	9,873,872	7,856,704	2,733,013	9,450,872	3,951,772	2,633,249
Net Income	10,746,861	8,954,895	7,268,083	2,442,625	8,738,331	3,489,017	2,356,698
Profit Margin(%)	29	26	21	13	20	15	13
Comprehensive income	10,757,880	8,931,878	7,266,952	2,450,348	8,785,858	3,511,020	2,330,521
Earnings per share	11.44	7.06	5.57	1.69	6.01	2.66	1.92
Total liabilities	73,912,357	74,873,735	72,425,781	89,794,800	90,798,943	113,380,363	132,636,093
Shareholders' equity	34,280,534	39,322,208	38,730,346	34,311,070	40,102,148	34,443,182	35,031,716
Paid-in Capital	8,974,051	11,666,266	11,666,266	11,666,266	11,666,266	11,666,288	11,666,288



# Convertible Bond Maturity Date

Oct 30, 2020

Corporate Bond Type	5 <sup>th</sup> secured convertible bond in the country (code:25425)
Issue Date	Jun 8, 2017
Denomination	100,000 New Taiwan Dollars
Issue and Trade Location	Domestic
Issue Price	Issued at 100.2% of the face value
Total	Total denomination New Taiwan 10.02 Billion Dollars
Interest Rate	0%
Expiration	5 years. Maturity Date: Jun 8, 2022
Repayment Method	The bondholders may convert to company ordinary shares according to the clause of Article 10 of the company bond issue and convert guidance, and Article 18 for early redemption by the company or security agency, or Article 19 if the bondholders sells ahead of the maturity time, the bond denomination at the maturity time plus 6.4% of the 5 year interest compensation may be paid by cash at once.
Unpaid Amount	New Taiwan 9,999,900,000 dollars
Possible Equity Dilution and Effects on Equity of the Current Shareholders	If the bondholders would convert all the bond to company ordinary shares at the current price of 37.5, the maximum dilution effect on the shareholders' equity is 17.20% for the maximum convertible shares of 266,664,000 shares. The estimated share capital for the total conversion is 15.5 billion dollars at the current conversion price.
Name of the Entrusted Agency for Subject Exchanged	Not Applicable



# Shareholder Structure

Base Date: Oct 1, 2020

Shareholder Structure Quantity	Government Agency	Financial Agency	Other Legal Person	Foreign Agency and Foreigner	Individual	Total
Number of Shareholders	5	14	205	430	65,573	66,227
Number of Shares Held	2,807,208	8,097,134	515,587,660	206,838,544	549,961,081	1,283,291,627
Shareholding Ratio	0.22%	0.63%	40.18%	16.11%	42.86%	100%



# Equity Dispersion



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Base Date: Oct 1, 2020

Shareholding range	Number of Shareholders	Number of Shares Held	Shareholding Ratio
1~ 999	8,573	2,768,469	0.22%
1,000~ 5,000	38,868	80,762,872	6.29%
5,001~ 10,000	8,677	58,150,017	4.53%
10,001~ 15,000	4,234	49,483,146	3.86%
15,001~ 20,000	1,490	25,531,924	1.99%
20,001~ 30,000	1,735	41,262,176	3.22%
30,001~ 40,000	789	26,994,142	2.10%
40,001~ 50,000	414	18,496,616	1.44%
50,001~ 100,000	810	54,931,331	4.28%
100,001~ 200,000	333	45,005,146	3.51%
200,001~ 400,000	138	37,713,584	2.94%
400,001~ 600,000	45	21,935,897	1.71%
600,001~ 800,000	25	17,009,126	1.33%
800,001~ 1,000,000	14	12,304,886	0.95%
1,000,001 and above	82	790,942,295	61.63%
Total	66,227	1,283,291,627	100.00%



# Dividend Policy

Dividend Distribution Year	Cash Dividend (A)		Stock dividend	Ex-dividend Date	Stock Price before the ex-dividend Date (B)	Cash Dividend Yield (%) (A/B)*100% (Note 1)	Dividend Payout Ratio (%) (Note 2)	Remark
	Profit Distribution (dollar/share)	Additional Paid In Capital (dollar/share)	Profit Distribution (dollar/share)					
2020	1.000	0.000	1.000	2020/09/24	46.15	4.33	150.38	2019 Q4
	1.000	0.000	0.000	2020/02/20	46.20			2019 Q3
2019	1.000	0.000	0.000	2019/10/02	49.95	9.01	58.24	First half of 2019 (Note 3)
	3.500	0.000	0.000					2018
2018	1.492	2.008	0.000	2018/09/07	49.15	7.12	207.10	-
2017	4.873	0.127	0.000	2017/09/11	48.05	10.41	89.77	-
2016	6.000	0.000	0.000	2016/07/13	53.30	11.26	84.99	-
2015	4.000	0.000	3.000	2015/09/21	60.90	6.57	61.19	-

Note 1 : Cash Dividend Yield = ( cash dividend ÷ Stock Price before the ex-dividend Date ) \*100%

Note 2 : Dividend Payout Ratio = [ (cash dividend + stock dividend) ÷ annual EPS ] \*100%

Note 3 : Cash dividend is distributed quarterly in 2019.

**As of the end of October 2020, the accumulated cash dividend is over 45.8 billion dollars.  
(including 1.5 billion dollars cash payback to shareholders due to Reduction of Capital.)**



Q & A  
THANK YOU!

