



# Sinyi Realty Inc. (9940)

## 2022Q4 Earning Release Conference

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Mar 13, 2023

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## Disclaimer

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# 2022 Consolidated Comprehensive Income



in NT\$ thousands (EPS in NT\$)

	2022	2021	YoY	YoY%
Sales Revenue	2,668,176	4,517,084	(1,848,908)	(41%)
Service Revenue	11,055,550	14,275,237	(3,219,687)	(23%)
Net sales	13,723,726	18,792,321	(5,068,595)	(27%)
Sales of Goods Sold	2,159,325	3,654,843	(1,495,518)	(41%)
Service Cost	8,325,293	10,211,461	(1,886,168)	(18%)
Operating cost	10,484,618	13,866,304	(3,381,686)	(24%)
Gross profit	3,239,108	4,926,017	(1,686,909)	(34%)
Gross margin(%)	23%	26%	(3pt)	-
Operating expense	1,661,806	1,793,938	(132,132)	(7%)
Operating profit	1,577,302	3,132,079	(1,554,777)	(50%)
Operating margin(%)	11%	17%	(6pt)	-
Non-operating income (expenses)	84,723	96,862	(12,139)	(13%)
Income tax	425,817	858,582	(432,765)	(50%)
Net income	1,236,208	2,370,359	(1,134,151)	(48%)
Net margin(%)	9%	13%	(4pt)	-
Total net income attributable to the owner of the Company	1,223,336	2,349,841	(1,126,505)	(48%)
EPS	1.66	3.19	(1.53)	(48%)

# 2022 Consolidated Comprehensive Income



in NT\$ thousands (EPS in NT\$)

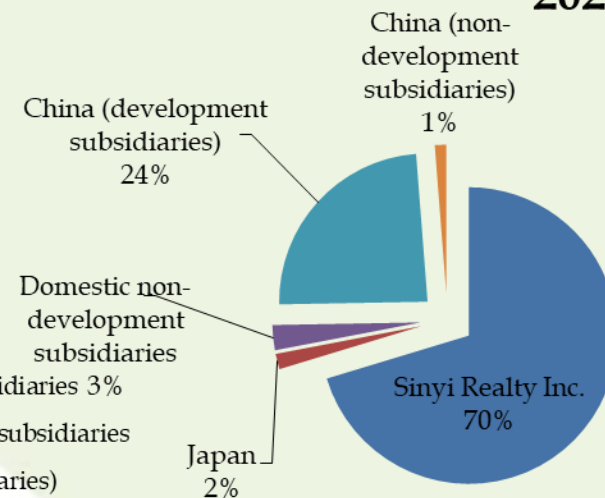
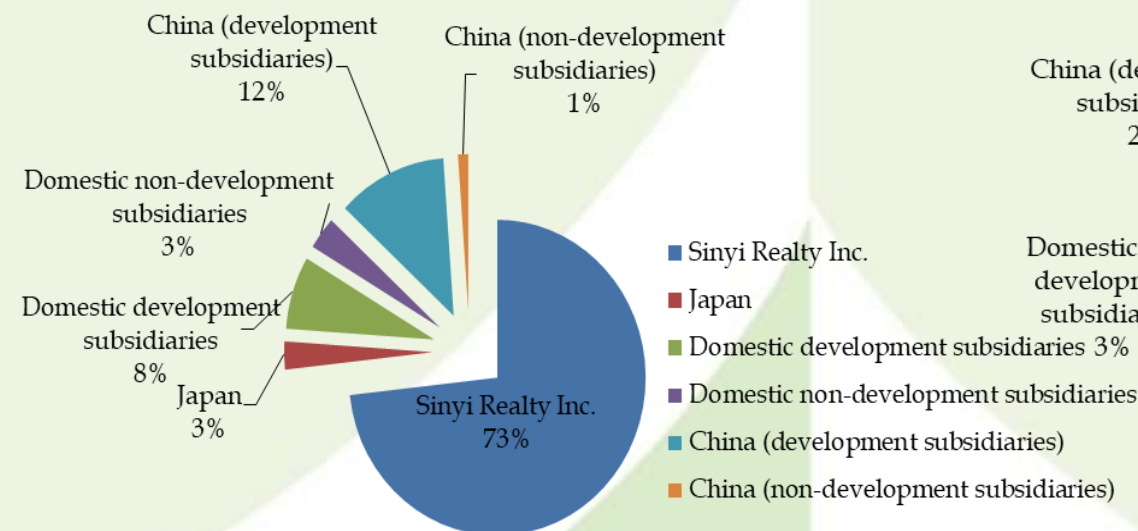
	2022	2021	YoY	YoY%
Net income	1,236,208	2,370,359	(1,134,151)	(48%)
Other comprehensive income				
Items that will not be reclassified subsequently to profit or loss				
Remeasurement of defined benefit plans	148,611	(18,833)	167,444	Na.
Unrealized gain (loss) on investments in equity instruments at fair value through other comprehensive income	(196,454)	57,075	(253,529)	(444%)
Others	(32,309)	6,507	(38,816)	(597%)
Items that may be reclassified subsequently to profit or loss				
Exchange differences on translating foreign operations	304,605	(236,485)	541,090	Na.
Other comprehensive gain (loss) for the period, net of income tax	224,453	(191,736)	416,189	Na.
<b>Total comprehensive (loss) income</b>	<b>1,460,661</b>	<b>2,178,623</b>	<b>(717,962)</b>	<b>(33%)</b>

# Sales Revenue Per Business



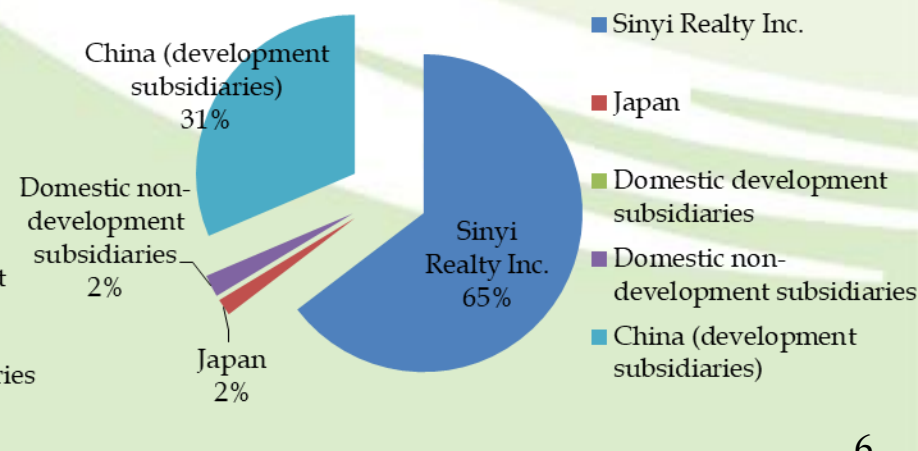
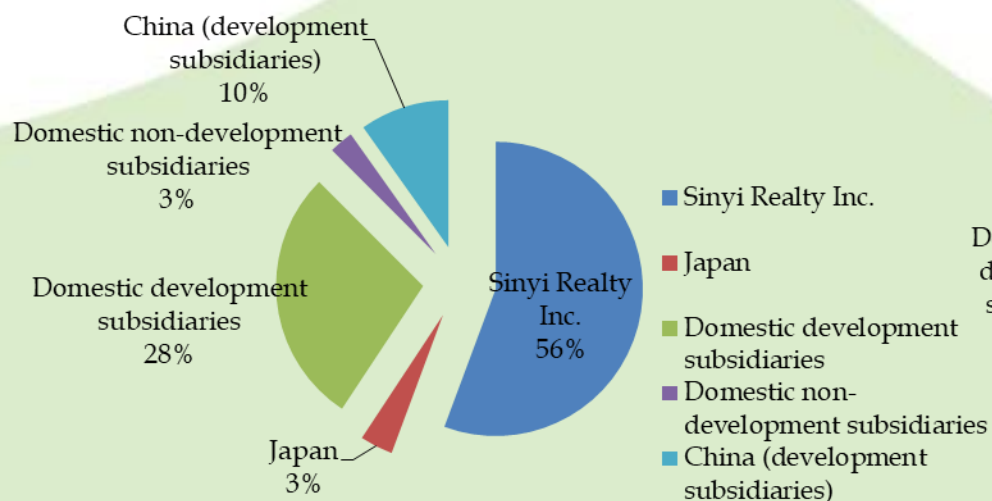
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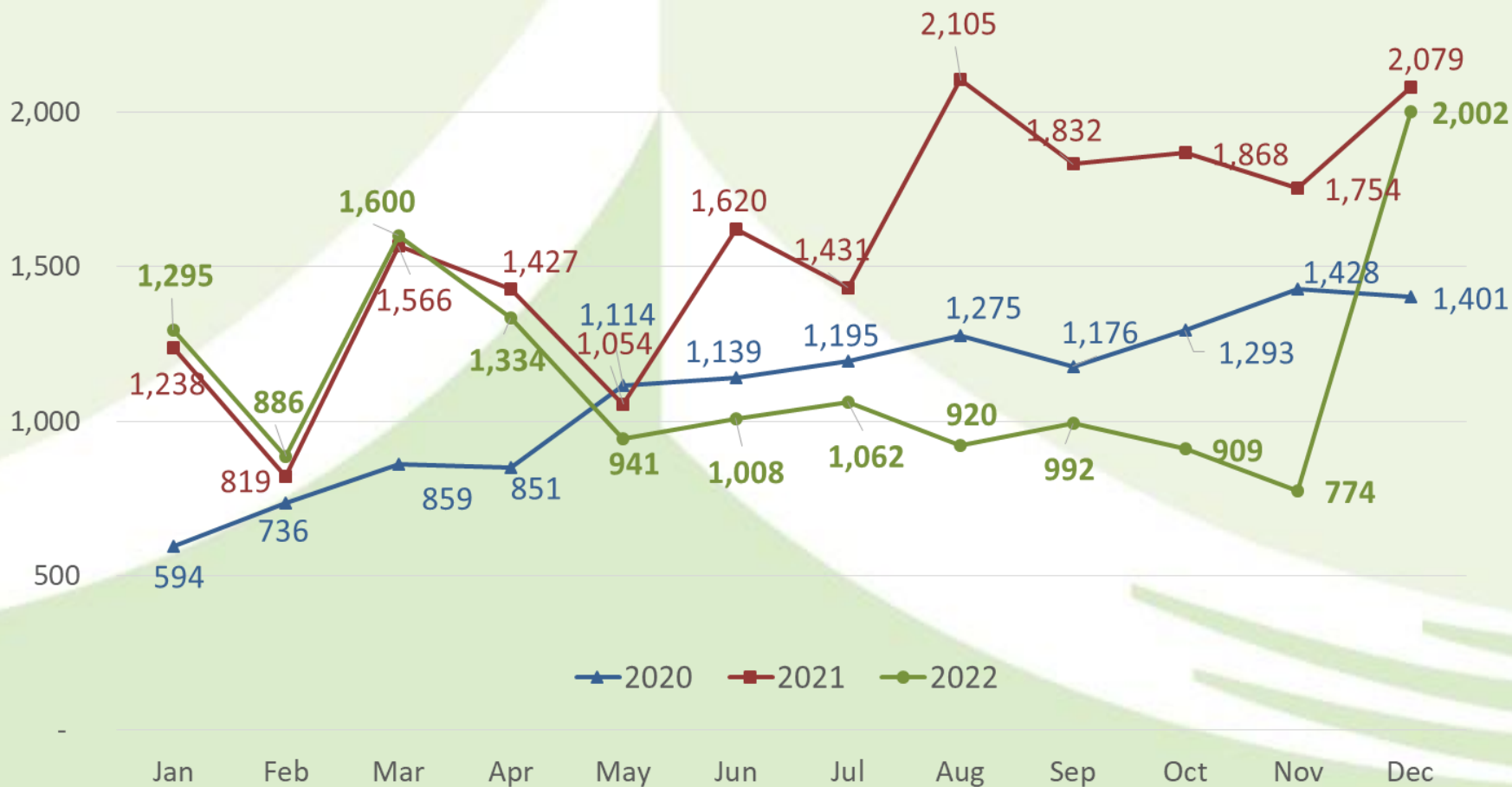
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# Monthly Consolidated Revenue

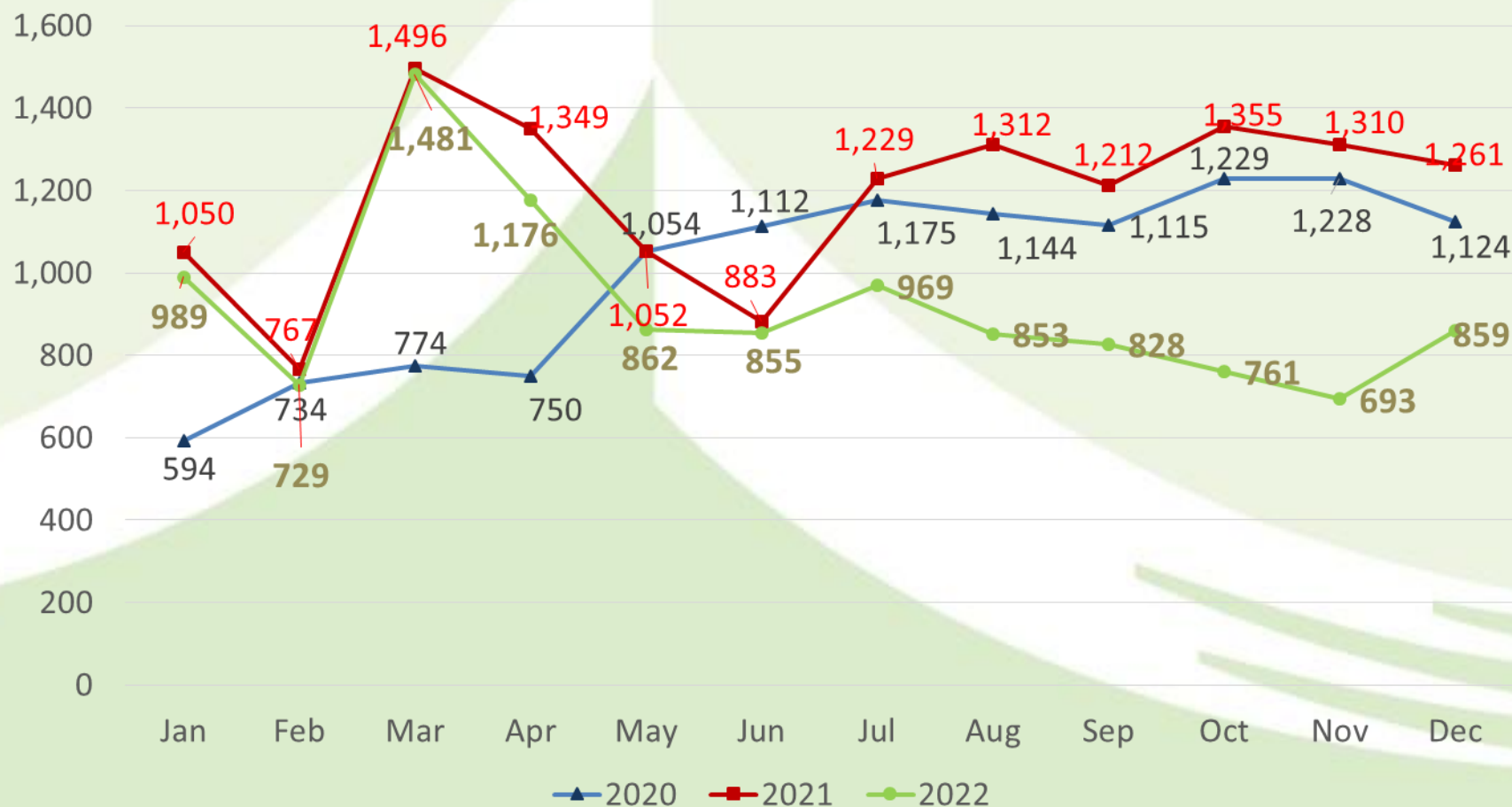
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# Monthly Non-development Consolidated Revenue

in NT\$ millions





# 2022 Consolidated Balance Sheets



in NT\$ thousands

Account	Year	2022.12.31		2021.12.31		YoY	
		Amount	%	Amount	%	Amount	%
Cash & Cash equivalents		8,310,286	25%	9,546,619	29%	(1,236,333)	(13%)
Financial assets at fair value through P&L		-	-	47,588	-	(47,588)	(100%)
Financial assets at fair value through other comprehensive income		386,213	1%	436,843	1%	(50,630)	(12%)
Trade & Notes Receivable		973,570	3%	1,365,752	4%	(392,182)	(29%)
Inventory		9,928,737	29%	9,503,190	29%	425,547	4%
Other Current Assets		2,518,273	7%	484,038	2%	2,034,235	420%
<b>Total Current Assets</b>		<b>22,117,079</b>	<b>65%</b>	<b>21,384,030</b>	<b>65%</b>	<b>733,049</b>	<b>3%</b>
Financial assets measured at fair value through other comprehensive income		180,074	1%	234,726	1%	(54,652)	(23%)
Property, plant and equipment		3,800,121	11%	3,504,681	11%	295,440	8%
Right-of-use assets		4,742,488	14%	4,822,700	15%	(80,212)	(2%)
Investment property		1,934,534	6%	2,174,234	6%	(239,700)	(11%)
Other Assets		1,296,381	3%	800,421	2%	495,960	62%
<b>Total Non-current Assets</b>		<b>11,953,598</b>	<b>35%</b>	<b>11,536,762</b>	<b>35%</b>	<b>416,836</b>	<b>4%</b>
<b>Total Assets</b>		<b>34,070,677</b>	<b>100%</b>	<b>32,920,792</b>	<b>100%</b>	<b>1,149,885</b>	<b>3%</b>

# 2022 Consolidated Balance Sheets



in NT\$ thousands

Account	Year	2022.12.31		2021.12.31		YoY	
		Amount	%	Amount	%	Amount	%
Short-term Debt		1,098,077	3%	-	-	1,098,077	Na.
Contract liabilities - current		1,514,707	4%	1,723,403	5%	(208,696)	(12%)
Trade payables & Notes payables		608,024	2%	811,840	2%	(203,816)	(25%)
Other payables		3,003,058	9%	3,774,976	12%	(771,918)	(20%)
Current tax liabilities		339,853	1%	1,256,585	4%	(916,732)	(73%)
Lease liabilities - current		526,700	2%	549,615	2%	(22,915)	(4%)
Current portion of long-term borrowings		3,700,000	11%	29,668	-	3,670,332	12371%
Other Current Liabilities		341,713	1%	385,919	1%	(44,206)	(11%)
<b>Total Current Liabilities</b>		<b>11,132,132</b>	<b>33%</b>	<b>8,532,006</b>	<b>26%</b>	<b>2,600,126</b>	<b>30%</b>
Bonds Payable		900,000	3%	4,600,000	14%	(3,700,000)	(80%)
Long-term borrowings		5,953,017	18%	2,588,321	8%	3,364,696	130%
Lease liabilities - non-current		2,800,989	8%	2,899,375	9%	(98,386)	(3%)
Other Liabilities		1,339,059	3%	1,735,373	5%	(396,314)	(23%)
<b>Total Non-current Liabilities</b>		<b>10,993,065</b>	<b>32%</b>	<b>11,823,069</b>	<b>36%</b>	<b>(830,004)</b>	<b>(7%)</b>
<b>Total Liabilities</b>		<b>22,125,197</b>	<b>65%</b>	<b>20,355,075</b>	<b>62%</b>	<b>(1,770,122)</b>	<b>(9%)</b>

# 2022 Consolidated Balance Sheets



in NT\$ thousands

Account	Year	2022.12.31		2021.12.31		YoY	
		Amount	%	Amount	%	Amount	%
Ordinary shares		7,368,465	22%	7,368,465	22%	-	-
Capital surplus		63,790	-	63,896	-	(106)	-
Retained earnings							
Legal reserve		2,762,813	8%	2,518,043	8%	244,770	10%
Special reserve		1,061,567	3%	772,692	2%	288,875	37%
Unappropriated earnings		1,518,347	5%	2,773,945	9%	(1,255,598)	(45%)
Total Retained Earnings		5,342,727	16%	6,064,680	19%	(721,953)	(12%)
Other Equity							
Exchange differences on translating the financial statements of foreign operations		(997,561)	(3%)	(1,302,170)	(4%)	304,609	Na.
Unrealized gain on investments in equity instruments at fair value through other comprehensive income		41,562	-	240,603	1%	(199,041)	(83%)
Total Other Equity		(955,999)	(3%)	(1,061,567)	(3%)	105,568	Na.
<b>Total equity attributable to owners of the Company</b>		<b>11,818,983</b>	<b>35%</b>	<b>12,435,474</b>	<b>38%</b>	<b>(616,491)</b>	<b>(5%)</b>
Non-controlling interests		126,497	-	130,243	-	(3,746)	(3%)
<b>Total Equity</b>		<b>11,945,480</b>	<b>35%</b>	<b>12,565,717</b>	<b>38%</b>	<b>(620,237)</b>	<b>(5%)</b>
<b>Total Liabilities and Equity</b>		<b>34,070,677</b>	<b>100%</b>	<b>32,920,792</b>	<b>100%</b>	<b>1,149,885</b>	<b>3%</b>

# 2022 Consolidated Cash Flows



in NT\$ thousands

	2022	2021	YoY
<b>Beginning Balance</b>	9,546,619	6,383,520	3,163,099
Net cash (used in) generated from operating activities	(457,749)	7,032,338	(7,490,087)
Net cash generated from (used in) investing activities	(2,733,743)	(159,358)	(2,574,385)
Net cash generated from (used in) financing activities	1,821,530	(3,682,440)	5,503,970
Effect of exchange rate changes	133,629	(27,441)	161,070
<b>Ending Balance</b>	<b>8,310,286</b>	<b>9,546,619</b>	<b>(1,236,333)</b>

# Inventory as of 2022.12.31

in NT\$ thousands

	2022.12.31	2021.12.31
Property under processing of development		
Banqiao District, New Taipei City	1,889,819	3,534,406
Xinzhuang District, New Taipei City	1,078,966	-
Property to be developed		
Banqiao District, New Taipei City ( For Capacity Transfer )	490	490
Prepayment for Land Purchase		
Xinzhung District, New Taipei City	-	315,992
Nanzih District, Kaohsiung City	1,276,880	-
Inventory (Completed)		
Binghu District, Wuxi City	4,096,168	5,422,936
Banqiao District, New Taipei City	1,470,522	-
Jiading district, shanghai City	115,892	229,366
<b>Total Inventory</b>	<b>9,928,737</b>	<b>9,503,190</b>

# Development Projects of Sinyi's Subsidiaries

Project	Total Available Units	Accumulated (As of Dec 31, 2022)			2022	
		Rate of sale	Delivered Units	Revenue Recognized	Delivered Units	Revenue Recognized
Jia-Ho	144	100%	50	NTD 1.027B	50	NTD 1.027B
Jia-Pin	114	100%	-	-	-	-
Sanshui Jiating (Wuxi)	608	67%	374	NTD 5.640B	99	NTD 1.592B

## Note:

1. The revenue above does not include revenue of NT\$49 million for the delivered parking units of Sinyi Jiating project .
2. The revenue of Sanshui Jiating includes revenue of the delivered parking units.
3. The development project in XinZhuang District has obtained building permit. The pre selling of the project will start at the beginning of 2024.
4. The land of No. 361 at LanTen Middle Section in Nanzi District, Kaohsiung City, has been to transferred to the Group.



# 2022 Standalone Comprehensive Income



in NT\$ thousands

	2022	2021	YoY	YoY%
Net sales	10,077,630	13,297,719	(3,220,089)	(24%)
Operating cost	7,548,670	9,357,465	(1,808,795)	(19%)
<b>Gross profit</b>	2,528,960	3,940,254	(1,411,294)	(36%)
Gross margin(%)	25%	30%	(5pt.)	
Operating expense	1,079,556	1,050,179	29,377	3%
<b>Operating profit</b>	1,449,404	2,890,075	(1,440,671)	(50%)
Operating margin(%)	14%	22%	(8pt.)	
Non-operating income (expenses)	55,994	572	55,422	9689%
Income tax	282,062	540,806	258,744	(48%)
<b>Net income</b>	1,223,336	2,349,841	(1,126,505)	(48%)
Net margin(%)	12%	18%	(6pt.)	
<b>EPS</b>	1.66	3.19	(1.53)	(48%)



# 2022 Standalone Comprehensive Income



in NT\$ thousands (EPS in NT\$)

	2022	2021	YoY	YoY%
Net income	1,223,336	2,349,841	(1,126,505)	(48%)
Other comprehensive income				
Items that will not be reclassified subsequently to profit or loss				
Remeasurement of defined benefit plans	146,801	(16,599)	163,400	Na.
Unrealized gain (loss) on investments in equity instruments at fair value through other comprehensive income	(72,662)	6,223	(78,885)	(1268%)
Share of other comprehensive income (loss) of subsidiaries, associates and joint ventures accounted for using the equity method	(125,939)	52,522	(178,461)	(340%)
Others	(29,360)	3,320	(32,680)	(984%)
Items that may be reclassified subsequently to profit or loss				
Exchange differences on translating foreign operations	304,609	(236,485)	541,094	Na.
Other comprehensive gain (loss) for the period, net of income tax	223,449	(191,019)	414,468	Na.
<b>Total comprehensive (loss) income</b>	<b>1,446,785</b>	<b>2,158,822</b>	<b>(712,037)</b>	<b>(33%)</b>

# 2022 Standalone Balance Sheets



in NT\$ thousands

Account	Year	2022.12.31		2021.12.31		YoY	
		Amount	%	Amount	%	Amount	%
Cash & Cash equivalents		601,894	2%	658,568	3%	(56,674)	(9%)
Financial assets at fair value through other comprehensive income - current		109,723	1%	119,892	-	(10,169)	(8%)
Accounts & Notes Receivable		699,166	2%	1,046,062	4%	(346,896)	(33%)
Other Accounts Receivable- Related Party		1,731,616	6%	334,474	1%	1,397,142	418%
Other Current Assets		149,927	1%	229,870	1%	(79,943)	(35%)
<b>Total Current Assets</b>		<b>3,292,326</b>	<b>12%</b>	<b>2,388,866</b>	<b>9%</b>	<b>903,460</b>	<b>38%</b>
Financial assets at fair value through other comprehensive income - non-current		105,404	-	111,183	-	(5,779)	(5%)
Investment accounted for using equity method		16,069,803	57%	15,619,751	59%	450,052	3%
Property, plant and equipment		3,307,586	12%	2,868,183	11%	439,403	15%
Right-of-use assets		2,948,536	11%	2,876,567	11%	71,969	3%
Investment property		2,151,179	8%	2,523,093	10%	(371,914)	(15%)
Other Assets		255,487	-	237,397	-	18,090	8%
<b>Total Non-current Assets</b>		<b>24,837,995</b>	<b>88%</b>	<b>24,236,174</b>	<b>91%</b>	<b>601,821</b>	<b>2%</b>
<b>Total Assets</b>		<b>28,130,321</b>	<b>100%</b>	<b>26,625,040</b>	<b>100%</b>	<b>1,505,281</b>	<b>6%</b>

# 2022 Standalone Balance Sheets



in NT\$ thousands

Account \ Year	2022.12.31		2021.12.31		YOY	
	Amount	%	Amount	%	Amount	%
Other payables	2,383,867	8%	3,107,737	12%	(723,870)	(23%)
Other payables -Related Party	979,880	3%	160,125	-	819,755	512%
Current tax liabilities	286,574	1%	599,063	2%	(312,489)	(52%)
Lease liability - current	465,160	2%	438,987	2%	26,173	6%
Current portion of bonds payable	3,700,000	13%	-	-	3,700,000	Na.
Other current Liabilities	138,256	1%	237,478	1%	(99,222)	(42%)
<b>Total Current Liability</b>	<b>7,953,737</b>	<b>28%</b>	<b>4,543,390</b>	<b>17%</b>	<b>3,410,347</b>	<b>75%</b>
Bond Payable	900,000	3%	4,600,000	17%	(3,700,000)	(80%)
Long-term debt	3,799,931	14%	1,149,814	4%	2,650,117	230%
Lease liability – non-current	2,538,098	9%	2,479,167	9%	58,931	2%
Other Liabilities	1,119,572	4%	1,417,195	6%	(297,623)	(21%)
<b>Total Non-current Liabilities</b>	<b>8,357,601</b>	<b>30%</b>	<b>9,646,176</b>	<b>36%</b>	<b>(1,288,575)</b>	<b>(13%)</b>
<b>Total Liabilities</b>	<b>16,311,338</b>	<b>58%</b>	<b>14,189,566</b>	<b>53%</b>	<b>2,121,772</b>	<b>15%</b>
Ordinary shares	7,368,465	26%	7,368,465	28%	-	-
Capital surplus	63,790	-	63,896	-	(106)	-
Total retained earnings	5,342,727	19%	6,064,680	23%	(721,953)	(12%)
Total other equity	(955,999)	(3%)	(1,061,567)	(4%)	105,568	Na.
<b>Total equity</b>	<b>11,818,983</b>	<b>42%</b>	<b>12,435,474</b>	<b>47%</b>	<b>(616,491)</b>	<b>(5%)</b>

# 2022 Standalone Cash Flows

in NT\$ thousands

	2022	2021	YoY
<b>Beginning Balance</b>	658,568	596,783	61,785
Net cash (used in) generated from operating activities	815,771	4,068,638	(3,252,867)
Net cash generated from (used in) investing activities	(1,762,853)	(80,568)	(1,682,285)
Net cash generated from (used in) financing activities	955,032	(3,893,040)	4,848,072
Effect of exchange rate changes	(64,624)	(33,245)	(31,279)
<b>Ending Balance</b>	<b>601,894</b>	<b>658,568</b>	<b>(56,674)</b>

# Physical Store Location in Taiwan

Area	2023/02		2022/02		Diff.
	No.	%	No.	%	
Greater Taipei Area	279	57%	283	58%	(4)
Taoyuan & Hsinchu	65	13%	67	14%	(2)
Taichung	81	17%	76	15%	5
Tainan & Kaohsiung	65	13%	61	13%	4
Total	490	100%	487	100%	3



# First Half of 2023 Market Outlook

- Accompanied with return of deferred demand, there will be an slight increase in transactions of houses after the Lunar New Year for 2023.
- The new-home sales remain weak and the volume of transactions of the each building project will depend on its own specific features.
- Stocks rebound strengthens consumer confidence.
- The sharp interest rate hike in the United States has come to an end, and the domestic interest rate hike is nearing its end.
- High inflation can positively affect homeowners and house prices has hit a record high.
- Real estate properties situated in tourist destinations are recovering, and commercial real estate trends are clearly visible.



# Q & A







Investor Relations



信義房屋