



# Sinyi Realty Inc. (9940)

2023Q2 Earning Release Conference

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## Disclaimer

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# 2023Q2 Consolidated Comprehensive Income



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

	2023Q2	2022Q2	YoY	2023H1	2022H1	YoY
Sales Revenue	353,579	388,953	(9%)	2,558,535	971,652	163%
Service Revenue	3,126,935	2,893,984	8%	5,249,306	6,092,360	(14%)
Net sales	3,480,514	3,282,937	6%	7,807,841	7,064,012	11%
Sales of Goods Sold	262,330	316,988	(17%)	1,856,262	779,562	138%
Service Cost	2,244,594	2,145,304	5%	3,973,342	4,503,261	(12%)
Operating cost	2,506,924	2,462,292	2%	5,829,604	5,282,823	10%
Gross profit	973,590	820,645	19%	1,978,237	1,781,189	11%
<b>Gross margin(%)</b>	28%	25%	3pt.	25%	25%	-
Operating expense	395,475	422,244	(6%)	771,233	796,703	(3%)
Operating profit	578,115	398,401	45%	1,207,004	984,486	23%
<b>Operating margin(%)</b>	17%	12%	5pt.	15%	14%	1pt.
Non-operating income (loss)	82,957	(21,813)	Na.	152,816	7,246	2,009%
Income tax expense	147,985	58,317	154%	344,653	190,466	81%
Net income	513,087	318,271	61%	1,015,167	801,266	27%
<b>Net margin(%)</b>	15%	10%	5pt.	13%	11%	2pt.
<b>Total net income attributable to the owner of the Company</b>	510,382	313,458	63%	1,011,460	791,118	28%
<b>EPS</b>	0.69	0.43	63%	1.37	1.07	28%

# 2023Q2 Consolidated Comprehensive Income



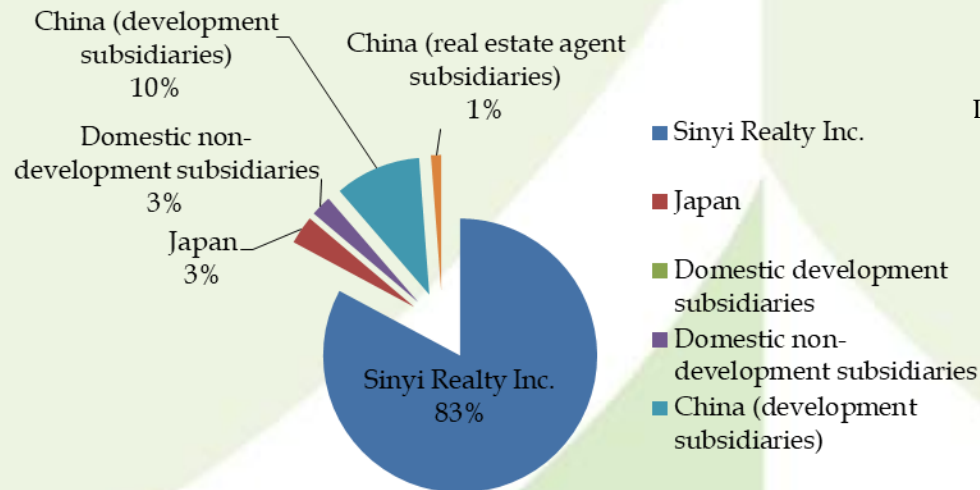
in NT\$ thousands

	2023Q2	2022Q2	YoY	2023H1	2022H1	YoY
<b>Net income</b>	<b>513,087</b>	<b>318,271</b>	<b>61 %</b>	<b>1,015,167</b>	<b>801,266</b>	<b>(17%)</b>
Other comprehensive income						
Items that will not be reclassified subsequently to profit or loss						
Unrealized gain (loss) on investments in equity instruments at fair value through other comprehensive income	(6,960)	(114,480)	Na.	493	(109,632)	Na.
Others	378	(2,884)	Na.	1,278	(586)	Na.
Items that may be reclassified subsequently to profit or loss						
Exchange differences on translating foreign operations	(310,127)	(117,721)	Na.	(313,116)	365,745	(186%)
Other comprehensive gain (loss) for the period, net of income tax	(316,709)	(235,085)	Na.	(311,345)	255,527	(222%)
<b>Total comprehensive (loss) income</b>	<b>196,378</b>	<b>83,186</b>	<b>136%</b>	<b>703,822</b>	<b>1,056,793</b>	<b>(33%)</b>

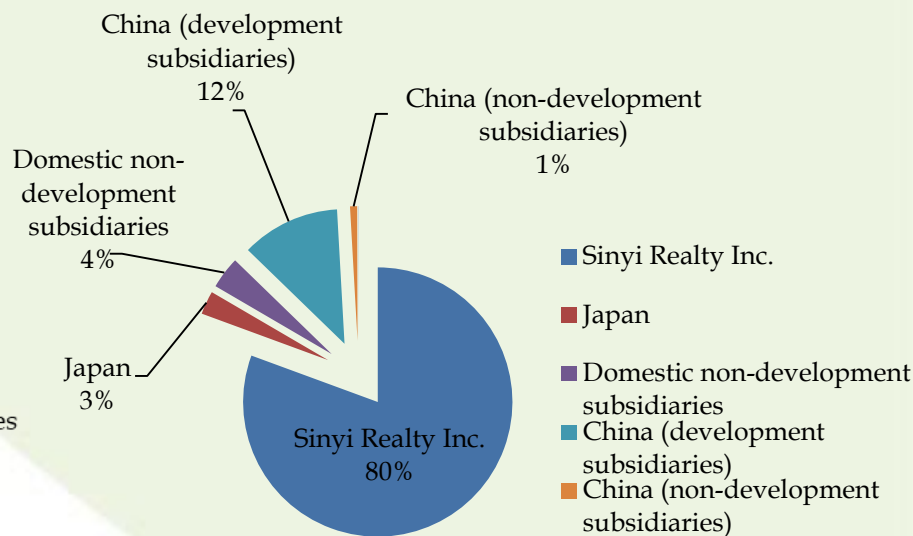
# Sales Revenue Per Business Unit



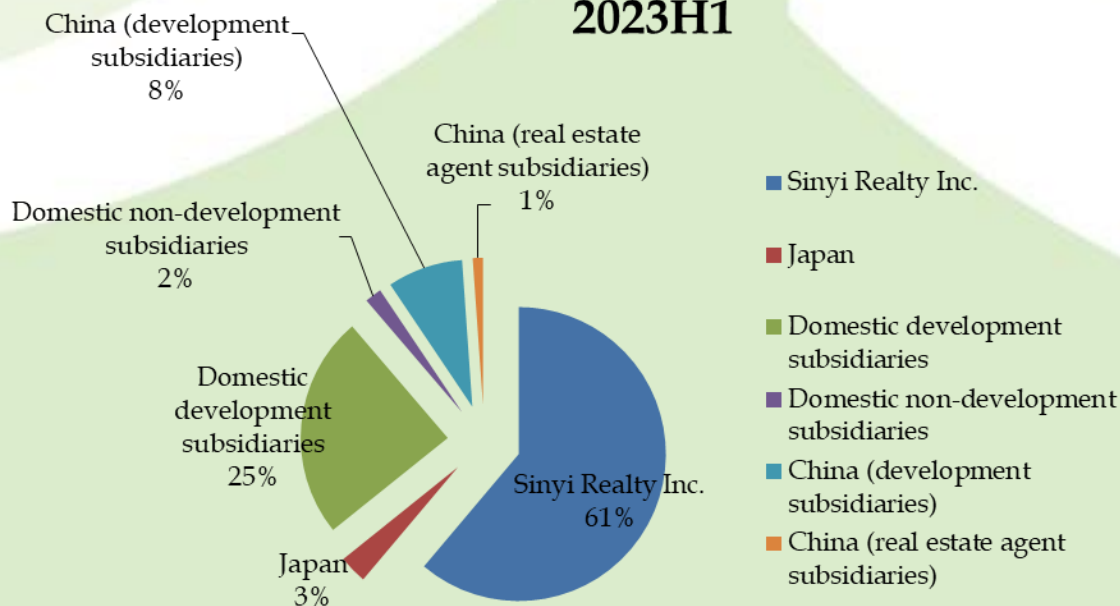
2023Q2



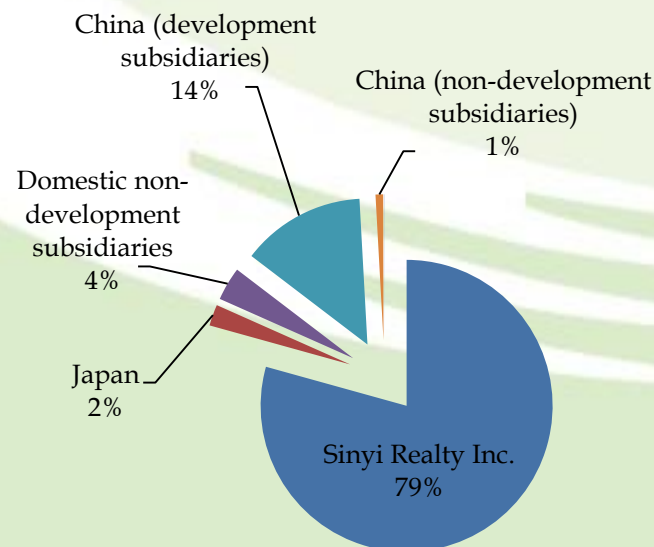
2022Q2



2023H1

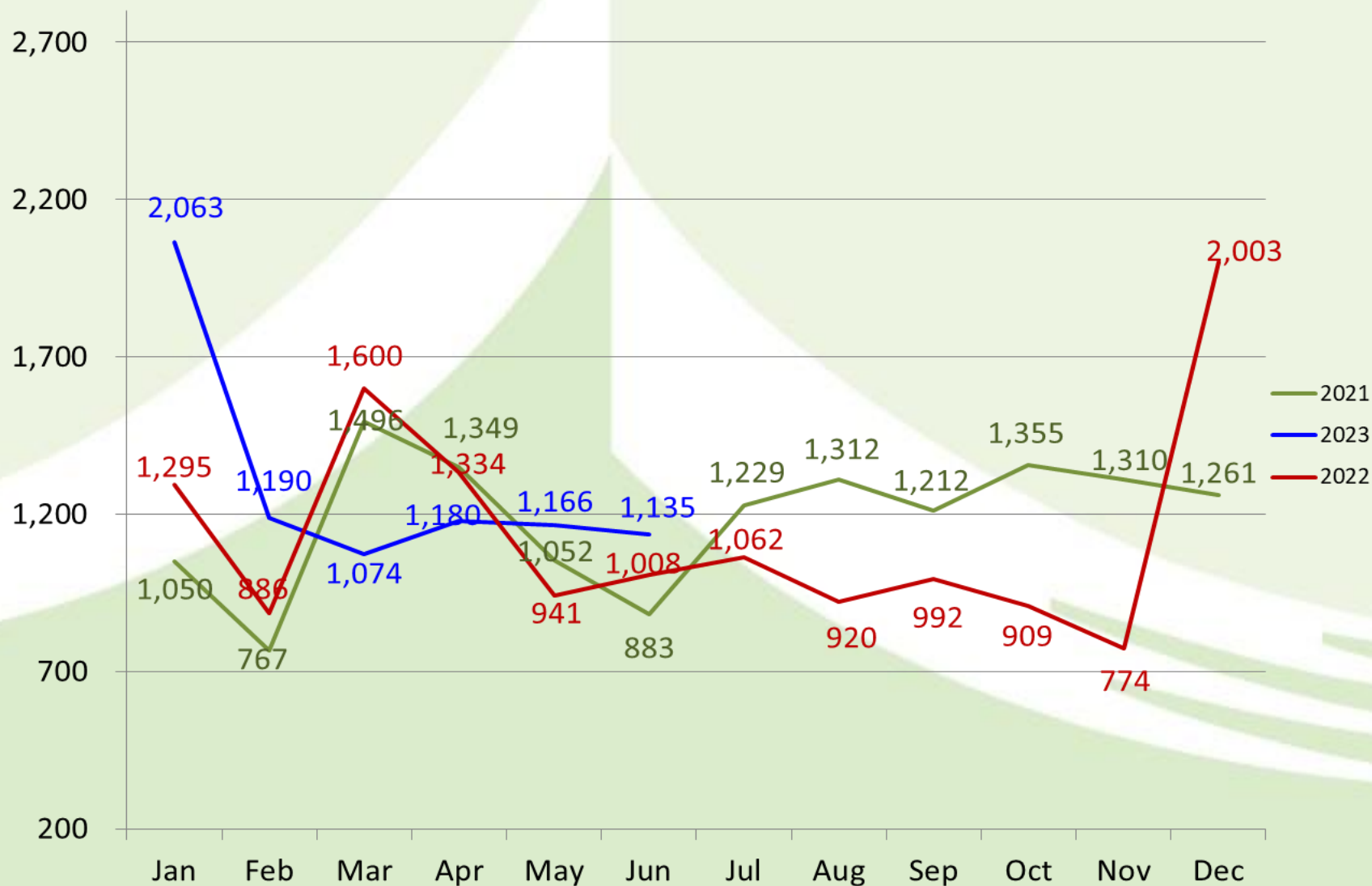


2022H1



# Monthly Consolidated Revenue

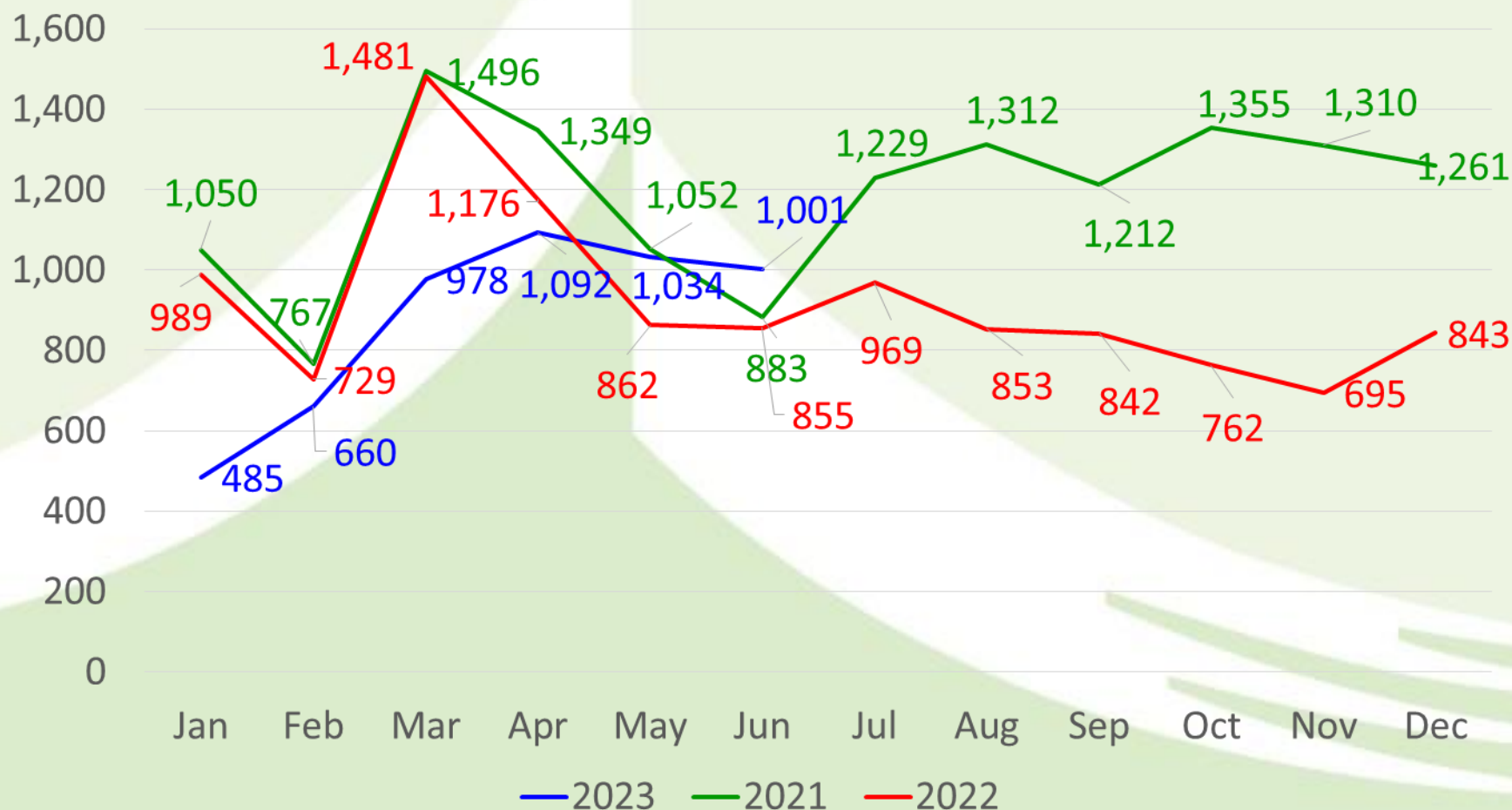
in NT\$ millions





# Monthly Non-development Consolidated Revenue

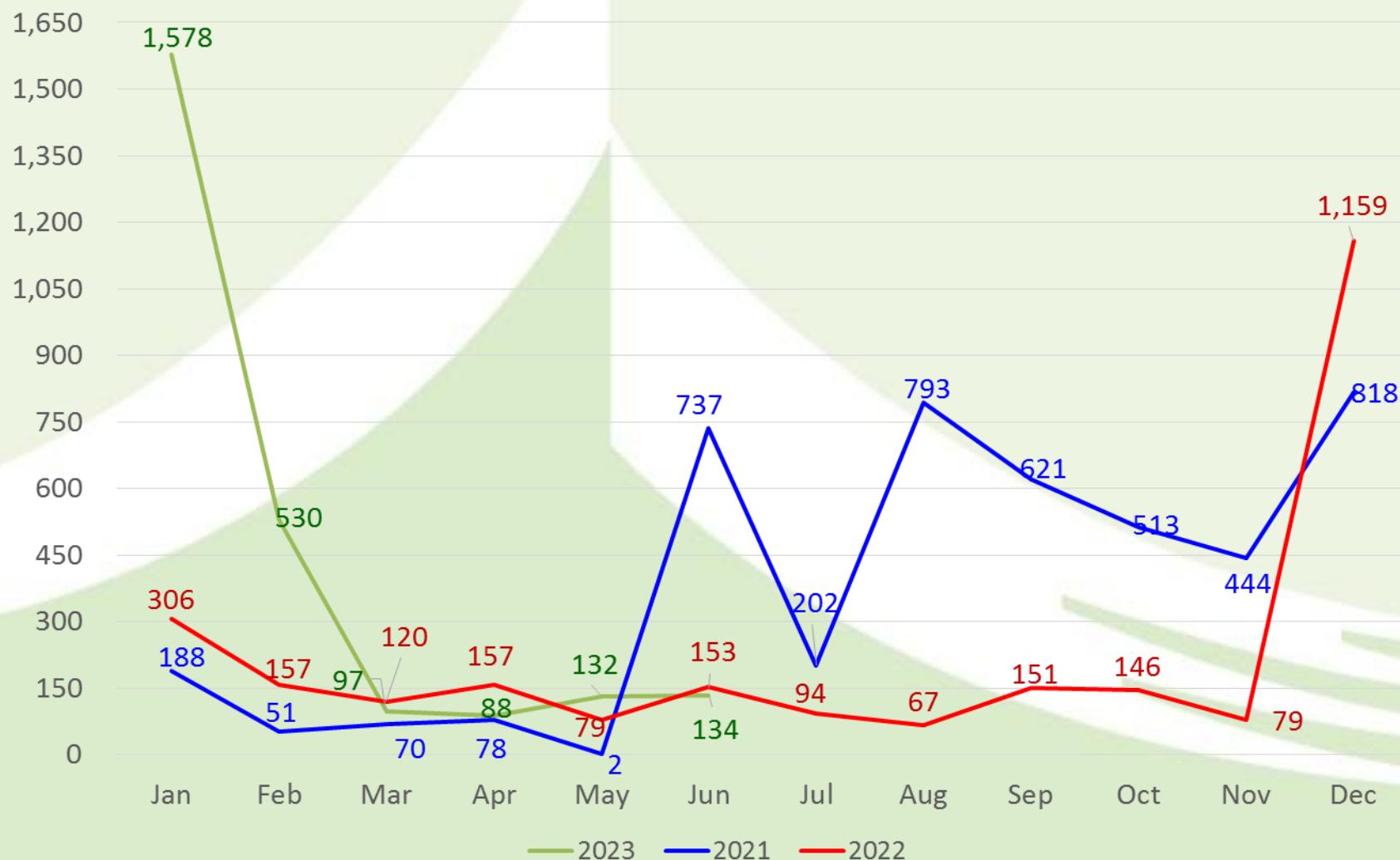
in NT\$ millions





# Monthly Development Consolidated Revenue

in NT\$ millions



# 2023.06.30 Consolidated Balance Sheets



in NT\$ thousands

Account	Year	2023.06.30		2022.12.31		2022.06.30	
		Amount	%	Amount	%	Amount	%
Cash & Cash equivalents		7,227,092	24%	8,310,286	25%	8,110,577	26%
Financial assets at fair value through P&L		-	-	-	-	24,258	-
Financial assets at fair value through other comprehensive income		439,162	2%	386,213	1%	402,706	1%
Trade & Notes Receivable		1,265,897	4%	973,570	3%	1,084,611	3%
Inventory		7,945,628	26%	9,928,737	29%	9,912,472	32%
Other Financial Asset		2,272,815	8%	2,060,956	6%	236,091	1%
Other Current Assets		454,172	1%	450,345	1%	476,051	2%
<b>Total Current Assets</b>		<b>19,604,766</b>	<b>65%</b>	<b>22,110,107</b>	<b>65%</b>	<b>21,206,746</b>	<b>65%</b>
Financial assets measured at fair value through other comprehensive income		135,021	-	180,074	1%	189,946	1%
Property, plant and equipment		3,804,164	13%	3,800,121	11%	3,769,283	12%
Right-of-use assets		4,565,773	15%	4,742,488	14%	4,772,441	15%
Investment property		1,881,758	6%	1,934,534	6%	1,888,354	6%
Other Non-current Assets		399,010	1%	1,303,353	3%	454,211	1%
<b>Total Non-current Assets</b>		<b>10,785,726</b>	<b>35%</b>	<b>11,960,570</b>	<b>35%</b>	<b>11,074,235</b>	<b>35%</b>
<b>Total Assets</b>		<b>30,390,492</b>	<b>100%</b>	<b>34,070,677</b>	<b>100%</b>	<b>31,321,001</b>	<b>100%</b>

# 2023.06.30 Consolidated Balance Sheets



in NT\$ thousands

Account	Year	2023.06.30		2022.12.31		2022.06.30	
		Amount	%	Amount	%	Amount	%
Short-term debt		100,000	-	1,098,077	3%	-	-
Contract liabilities - current		566,476	2%	1,514,707	4%	1,446,689	4%
Trade payables & Notes payables		348,132	1%	608,024	2%	652,920	2%
Other payables		4,075,537	13%	3,003,058	9%	4,716,800	15%
Current tax liabilities		223,374	1%	339,853	1%	230,091	1%
Lease liabilities - current		456,420	2%	526,700	2%	523,517	2%
Current portion of long-term borrowings and bonds payable		1,949,780	6%	3,700,000	11%	1,900,000	6%
Other Current Liabilities		382,112	1%	341,713	1%	343,940	1%
<b>Total Current Liabilities</b>		<b>8,101,831</b>	<b>26%</b>	<b>11,132,132</b>	<b>33%</b>	<b>9,813,957</b>	<b>31%</b>
Bonds Payable		900,000	3%	900,000	3%	2,700,000	9%
Long-term borrowings		6,128,576	20%	5,953,017	18%	2,708,938	9%
Deferred tax liabilities		119,789	1%	116,670	-	67,525	-
Lease liabilities - non-current		2,710,223	9%	2,800,989	8%	2,875,510	9%
Other non-current Liabilities		677,732	2%	1,222,389	3%	1,613,459	5%
<b>Total Non-current Liabilities</b>		<b>10,536,320</b>	<b>35%</b>	<b>10,993,065</b>	<b>32%</b>	<b>9,965,432</b>	<b>32%</b>
<b>Total Liabilities</b>		<b>18,638,151</b>	<b>61%</b>	<b>22,125,197</b>	<b>65%</b>	<b>19,779,389</b>	<b>63%</b>

# 2023.06.30 Consolidated Balance Sheets



in NT\$ thousands

Account	Year	2023.06.30		2022.12.31		2022.06.30	
		Amount	%	Amount	%	Amount	%
Ordinary shares		7,368,465	24%	7,368,465	22%	7,368,465	24%
Capital surplus		63,790	-	63,790	-	63,896	-
Retained earnings							
Legal reserve		2,896,935	10%	2,762,813	8%	2,762,813	9%
Special reserve		955,999	3%	1,061,567	3%	1,061,567	3%
Unappropriated earnings		1,616,960	5%	1,518,347	5%	968,248	3%
<b>Total Retained Earnings</b>		<b>5,469,894</b>	<b>18%</b>	<b>5,342,727</b>	<b>16%</b>	<b>4,792,628</b>	<b>15%</b>
<b>Other Equity</b>							
Exchange differences on translating foreign operations		(1,310,669)	(4%)	(997,561)	(3%)	(936,421)	(3%)
Unrealized gain on investments in equity instruments at fair value through other comprehensive income		43,333	-	41,562	-	130,385	1%
<b>Total Other Equity</b>		<b>(1,267,336)</b>	<b>(4%)</b>	<b>(955,999)</b>	<b>(3%)</b>	<b>(806,036)</b>	<b>(2%)</b>
<b>Total equity attributable to owners of the Company</b>		<b>11,634,813</b>	<b>38%</b>	<b>11,818,983</b>	<b>35%</b>	<b>11,418,953</b>	<b>37%</b>
Non-controlling interests		117,528	1%	126,497	-	122,659	-
<b>Total Equity</b>		<b>11,752,341</b>	<b>39%</b>	<b>11,945,480</b>	<b>35%</b>	<b>11,541,612</b>	<b>37%</b>
<b>Total Liabilities and Equity</b>		<b>30,390,492</b>	<b>100%</b>	<b>34,070,677</b>	<b>100%</b>	<b>31,321,001</b>	<b>100%</b>

# 2023H1 Consolidated Cash Flows

in NT\$ thousands

	2023H1	2022H1	YoY
<b>Beginning Balance</b>	8,310,286	9,546,619	(1,236,333)
Net cash (used in) generated from operating activities	1,398,129	(1,641,334)	3,039,463
Net cash generated from (used in) investing activities	574,756	184,890	389,866
Net cash generated from (used in) financing activities	(2,907,203)	(184,249)	(2,722,954)
Effect of exchange rate changes	(148,876)	204,651	(353,527)
<b>Ending Balance</b>	<b>7,227,092</b>	<b>8,110,577</b>	<b>(883,485)</b>

# Inventory as of 2023.06.30

in NT\$ thousands

	2023.06.30	2022.12.31	2022.06.30
Property under development			
Banqiao District, New Taipei City	2,066,763	1,889,819	3,845,732
Xinzhuang Dist, New Taipei City	1,085,851	1,078,966	-
Property to be developed			
Xinzhuang Dist, New Taipei City	-	-	1,070,558
Nanzi Dist, Kaohsiung City	1,277,031	-	-
Banqiao District, New Taipei City (for transferable development rights)	490	490	490
Land prepayment			
Nanzi Dist, Kaohsiung City	-	1,276,880	88,539
Inventory-merchandise			
Binghu District, Wuxi City	3,415,382	4,096,168	4,682,990
Banqiao District, New Taipei City	-	1,470,522	-
Jiading district, shanghai City	100,111	115,892	224,163
<b>Total Inventory</b>	<b>7,945,628</b>	<b>9,928,737</b>	<b>9,912,472</b>



# Development Projects of Sinyi's Subsidiaries

Project	Total Available Units	Accumulated (As of June 30, 2023)			2023Q2	
		Rate of sale	Delivered Units	Revenue Recognized	Delivered Units	Revenue Recognized
Jia-Ho	144	100%	144	TWD 2.938B	-	-
Jia-Pin	114	100%	-	-	-	-
Sanshui Jiating (Wuxi)	608	69%	412	TWD 6.274B	21	TWD 0.351B

Note:

1. The revenue in the table above does not include revenue at the amount of NT\$2 million of the delivered parking units of Sinyi Jiating project .
2. The revenue of Sanshui Jiating includes revenue of the delivered parking units.
3. The “Jia-Hsueh” project in XinZhuang District has obtained building permit. The project will be presold in the coming September, 2023.



# Development Schedule of Tourism Business

## 1. Schedule on Hotel in Melinsung



## 2. Development schedule of Mengalum Island

At present, the main focus is on marine and island rehabilitation.

- (1) Collaborate with Sabah University and conservation groups to restore sea turtles and corals ;
- (2) Implement soil reforestation and afforestation plans on the island and plan the construction of the jetty.

# Physical Store Location in Taiwan

Area	2023.07		2022.07		Diff.
	No.	%	No.	%	
Greater Taipei Area	269	56%	284	58%	(15)
Taoyuan & Hsinchu	67	14%	67	13%	-
Taichung	81	17%	79	16%	2
Tainan & Kaohsiung	65	13%	63	13%	2
<b>Total</b>	<b>482</b>	<b>100%</b>	<b>493</b>	<b>100%</b>	<b>(11)</b>



## 2023H2 Forward-Looking

- The off-season of the housing market is above-seasonality this July. The demand from self-occupation is the mainstay.
- The Equalization of Land Rights Act is on the road, and the bad effects have weakened.
- The U.S. interest rate hike has come to an end temporarily, and domestic interest rates have stopped rising after five consecutive rises.
- AI frenzy has sent stocks surging, which contributes to better consumer confidence.
- The pre-sales market has shifted to case-by-case performance.
- Presidential election uncertainty might still affect the housing market.

# Q & A





Investor Relations



信義房屋