



FULL WANG

富旺國際

**FULL WANG (6219)
2023 Institutional
Investor Conference**



Disclaimer

This PowerPoint was created with information gathered from various resources by the company. Some of the information may be different from the company's initial explanation of its future vision due to unforeseen circumstances. In the future, if there are any changes or adjustments, please refer to the information published on the Market Observation Post System (MOPS).



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Company Introduction

Listing Date : February 26, 2003

Stock Code : 6219

Amount of Capital : NTD \$1,190,162,760

**Company Address : 4F.-5, No.20, Dalong Rd.,
West Dist., Taichung City 40310
Taiwan.**

**Main Business : Real Estate Construction
Development**

Architectural Brand that Leads in ESG Practice





ENVIRONMENTAL CONSERVATION

Sustainable City

1. Construction projects are designed through the aspects of ecology, energy saving, waste reduction, and health. Recognized with multiple awards both domestically and internationally.

Ecology

- Layered 3D greening & native plants
- Effective excavation rate to increase base water retention

Energy Saving

- Windows to lessen artificial lighting
- Vertically leveled to block sunlight to reduce energy consumption of air conditioners
- Photovoltaic panel & automated parking

Waste Reduction

- Recycled building material & dry compartments
- Base excavation earthwork balance

Health

- Use of Environmentally Friendly and Green Material for Interior Design
- Equipment with Water Saving Trademark
- Collection & Reuse of Rainwater

2. Utilize BIM to assist with planning design to elevate building quality efficiency and establish sustainable data link.



Land Ecology

Started working with NTU Experimental Forest in 2015 to implement a 10 year forestation conservation project. 1,800 red cypresses have been planted.

Energy Conservation, Carbon Reduction, and Paperless Management

Integration of Electronic Approval System





SOCIAL RESPONSIBILITY

Health and Well-Being

1. A friendly environment with implementation of repairs, realizing a healthy and friendly living environment.
1. Regular health checks for employees, caring for employees and their families.

Gender Equality

Within the ratio of management, the percentage of female management personnel is 47%.

Occupation and Economic Growth

1. Positive revenue growth to ensure stable employee income.
2. Salary & benefits : Employee Stock Option.

Practice of CSR Business Social Responsibilities

Long term collaboration with the government and public welfare units, caring for the disadvantaged.



GOVERNANCE

Initiation of CSR White Paper in 2020

Supply Chain Management

1. Publicize vendor quote, adhering to ESG requirements, priority contracting rights.
2. Collecting contracting vendors, green architecture, low carbon proof, reporting for future reference.

Implementation of Sustainable Management

Establish ESG, KPI, & advocate all departments to implement assessments.

Excellent Quality – Recognized by Domestic and International Awards

榮獲										22 獎項
2010年	2011年	2012年	2013年	2015年	2018年	2020年	2021年	2022年	2023年	
創造就業貢獻獎	第13屆國家建築金質獎	台灣誠信建商 第13屆國家優良建商 建築金獅獎 國家卓越建設優質獎	第十五屆金鋒獎 第十一屆金炬獎	國家卓越建設優質獎	第六屆臺中市都市空間設計大獎	第22屆金質獎全國首獎 第22屆國家建築金質獎 美國 Muse Design Awards 鉑金獎	英國倫敦 LICC 國際創意大獎 法國IDA國際設計獎 法國NDA設計大獎 第28屆中華建築金石獎	第23屆國家建築金質獎 國家卓越建設獎 義大利 A' Design Award and Competition	台灣誠信品牌建商	台灣誠信品牌建商



Leading the Industry – Fulfilling the ESG Sustainable Plan

2013

贊助惠明盲校多項活動
贊助行動菩薩協會多項活動

2013

贊助不倒騎士抗癌鐵馬環台
贊助偏鄉教育花蓮體院舉重隊

2015-2019

響應820房仲日全國傳愛捐血活動
贊助偏鄉教育花蓮三民國中棒球隊
溪頭認養林10年計畫



Leading the Industry – Fulfilling the ESG Sustainable Plan

2020

溪頭認養林10年計畫
啟動CSR白皮書計畫
捐助華山基金會
照顧蕉農全省建案認購

2021

溪頭認養林10年計畫
愛心高麗菜認購計畫
愛心鳳梨認購計畫
水援市民渡過旱災
守護台中防疫計畫
贊助行動菩薩偏鄉計畫
惠明盲校公益園遊會

2022

溪頭認養林10年計畫
贊助惠明盲校愛心音樂會
行動菩薩協會愛心園遊會
響應820房仲日全國傳愛捐血活動
三民棒球隊愛心應援活動

2023

響應820房仲日全國傳愛捐血活動
雲林企業認養林活動
溪頭認養林10年計畫
鹿港國中獎學金
贊助癌童環島行動
攜手東海大學成立ESG富旺永續基金
林正雄董事長榮獲全球公益聯盟榮譽勳章





Ligue Universelle du Bien Public

FullWang International
Chairman Lin Cheng Hsiung

Received
LIGUE UNIVERSELLE DU BIEN PUBLIC



Paris le 12 novembre 2023

Mr LIN, JHENG-SYONG
02/09/1959
TAIWAN

OBJET : AVIS DE NOMINATION

Nous avons l'honneur de vous informer que la Ligue Universelle du Bien Public, vous a attribué lors de la séance de sa Commission des Récompenses,

la Médaille d'OR

Nous vous adressons nos plus vives félicitations pour cette distinction dont le diplôme et médaille vous seront remis :

le Samedi 16 décembre 2023, lors d'une cérémonie dans les Salons Napoléon et Pourpre du Restaurant des Sénateurs :

Palais du Luxembourg
15 ter, rue de Vaugirard
75006 PARIS

A PARTIR DE 18 HEURES PRÉCISES.
TENUE CORRECTE EXIGÉE

La Ligue Universelle du Bien Public sera très honorée de vous remettre sa haute distinction et veuillez croire Monsieur LIN en l'assurance de notre plus haute considération.

Jean-Claude BACHRY
Président International

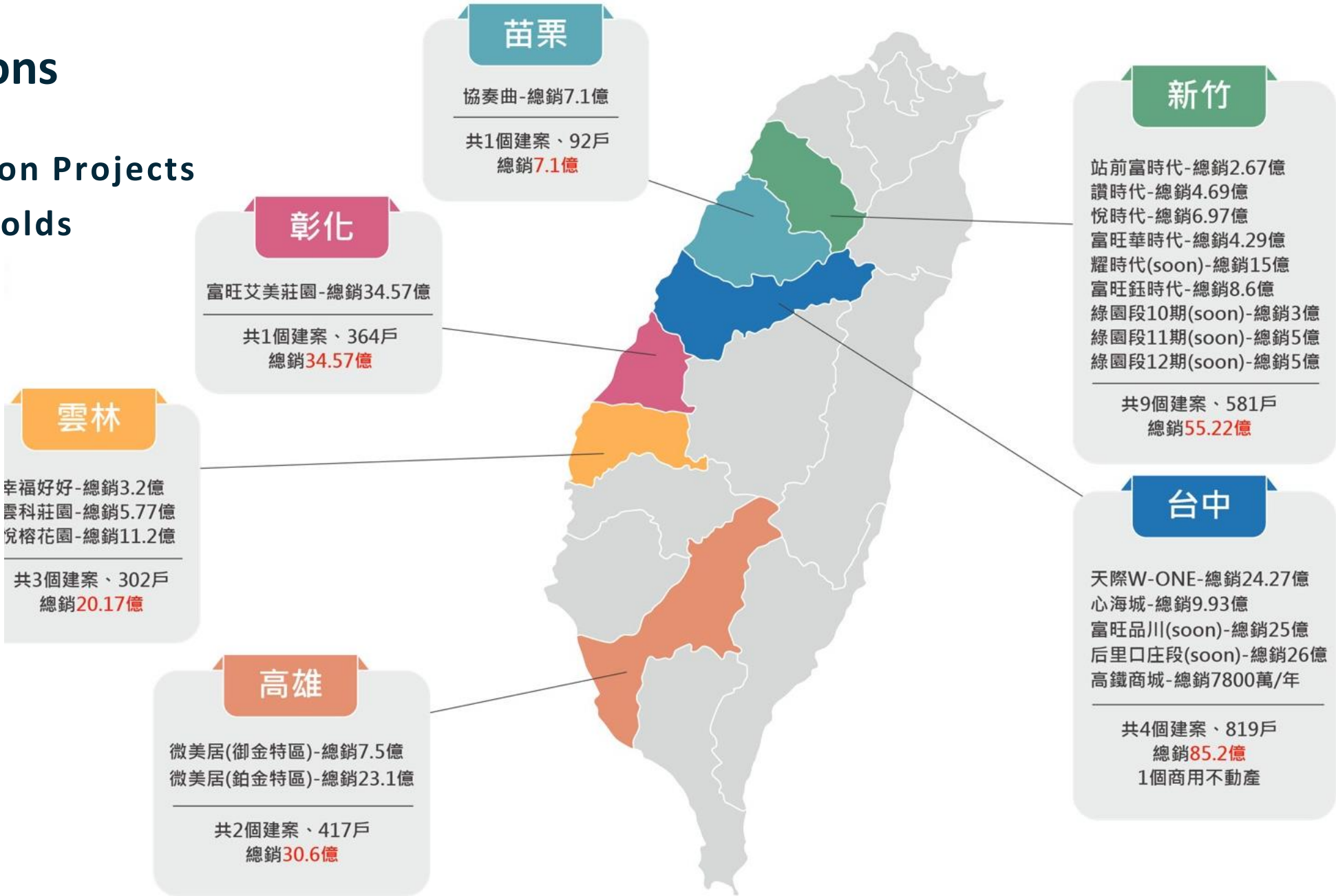
LIGUE UNIVERSELLE DU BIEN PUBLIC (reconnue d'intérêt général)
Léa de la justice 1981 - Décret de 10 ans 1981 - Décret de 1981 - Décret de 1981 - Décret de 1981
30, rue David D'Angers - 75019 PARIS - Email : ligue.bien.public@orange.fr
Tél : 01 53 72 90 08 - Site web : www.bien.public.over-blog.com

The background is a collage of business-related images. At the top, there's a bar chart with blue bars of varying heights. Below it, a document with a grid and numbers is visible. A black pen lies diagonally across the center. In the bottom left, there are US dollar bills and coins. The overall color scheme is dark blue and teal, with a bright green rectangle on the left side containing the text.

Report of Operations

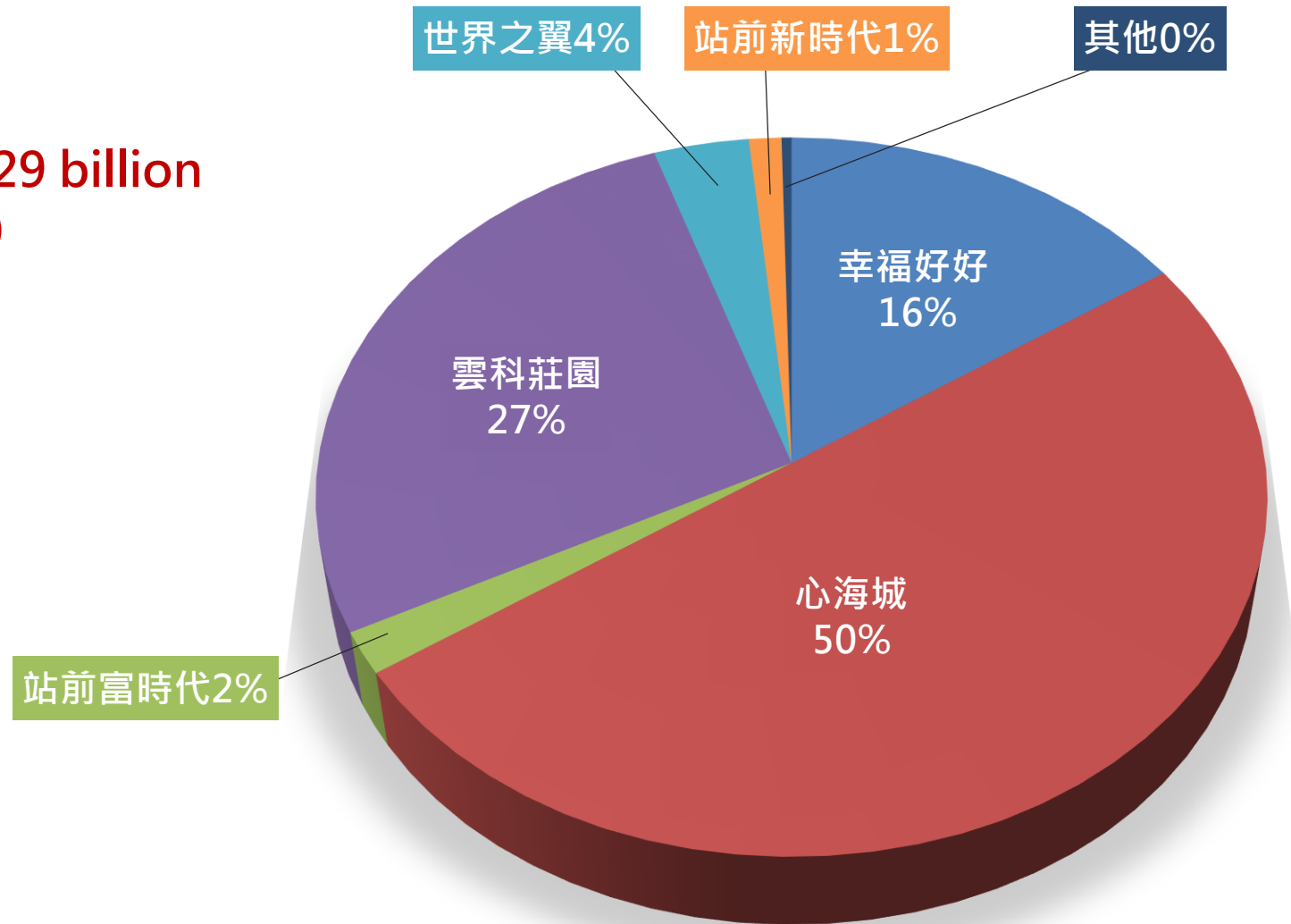
Wide Locations

20 Construction Projects
2,575 Households
23.286 billion

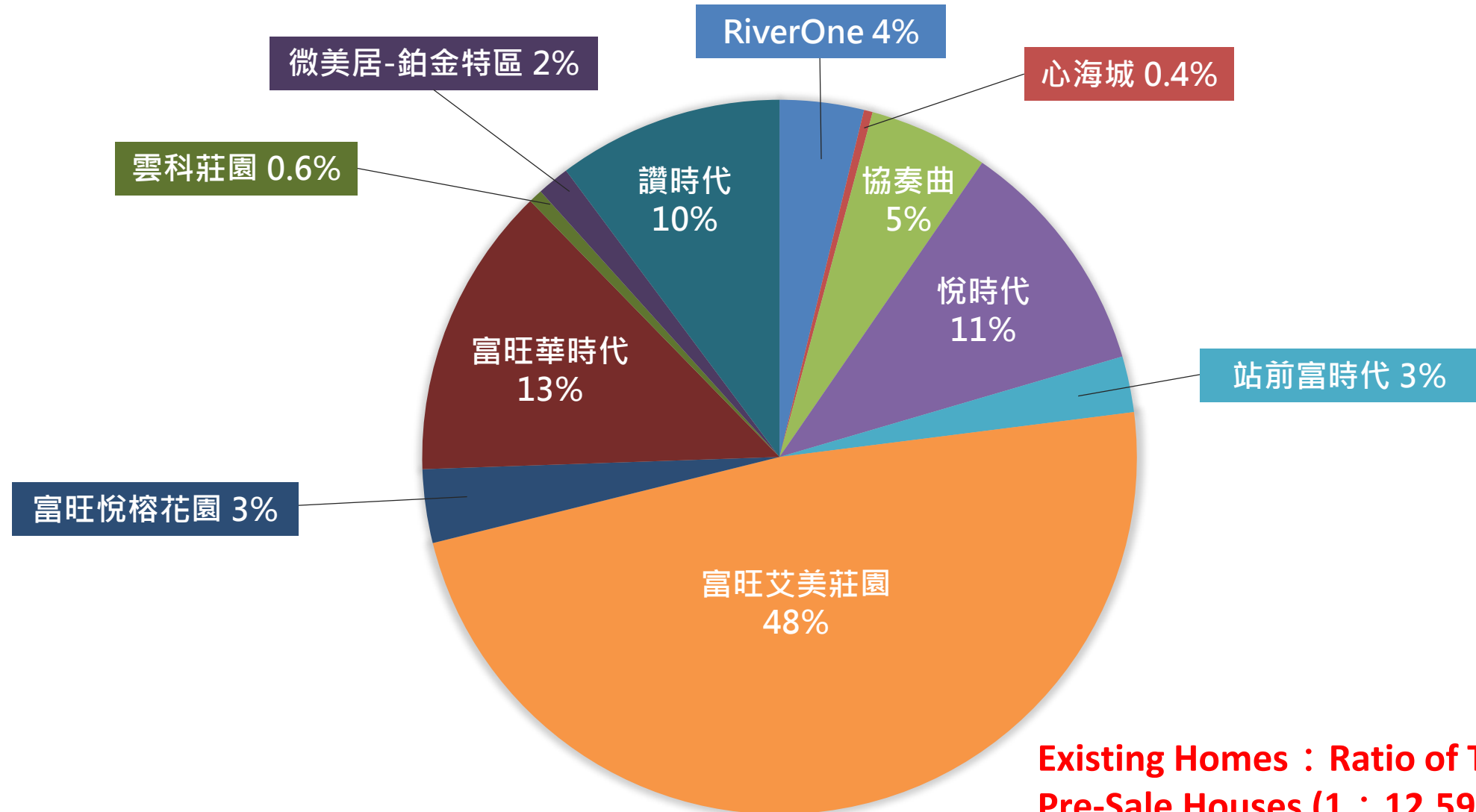


2023 Operation Performance of the First Three Seasons

Revenue \$1.829 billion
(EPS NT\$1.98)



2023 Total Sales of First Three Seasons **\$1.753 billion**



Existing Homes : Ratio of Total Sales of Pre-Sale Houses (1 : 12.59)



Introduction of Construction Projects

Construction Project



Location : Lukang, Changhua
Households : 364
Total Sales : 3.457 billion



Construction Project



- 第22屆國家建築金質獎
- 第22屆金質獎全國首獎
- 美國Muse Design Awards鉑金獎
- 第28屆中華建築金石獎
- 2021國家卓越建設獎



Location : Xitun, Taichung

Households : 195

Total Sales : 2.427 billion



Construction Project



美國Muse Design Awards鉑金獎
第28屆中華建築金石獎
2021國家卓越建設獎



Location : Nanzih, Kaohsiung

Households : 318

Total Sales : 2.31 billion



Construction Project



Location : Dounan, Yunlin

Households : 169

Total Sales : 1.25 billion



A low-angle, upward-looking photograph of several modern skyscrapers. The central building is the most prominent, featuring a glass facade with a large 'X' structural element. Other buildings are visible in the foreground and background, some with different architectural styles like grid patterns. The sky is a clear, vibrant blue with a few wispy clouds. A semi-transparent dark blue rectangular overlay covers the middle portion of the image, serving as a background for the text.

New Projects
Coming Soon

New Project

后里口庄段

Location : Houli, Taichung

Households : 252+65

Total Sales :2.6 billion



New Project

台中市
忠明南路VS
向上路(角地)

危老新案

Location : West District,
Taichung

Households : 128

Total Sales : 2.5 billion



New Project

耀時代

Location : Hukou, Hsinchu

Households : 184

Total Sales : 1.5 billion



New Project

鈺時代

Location : Hukou, Hsinchu

Households : 62

Total Sales : 860 million



Hsinchu Town Building Project

站前大時代
站前富時代
新時代
讚時代
悅時代
富旺華時代
耀時代
富旺鉦時代
十期
十一期
十二期

Location : Hukou, Hsinchu

Households : 734

Total Sales : 6.73239 billion





Commercial Real Estate

台中 高鐵商城

使用年限：30年

土地面積：5430坪

初步規劃：地上一層建物・全店面

Location : Taichung HSR

Households : 27 Units

Total Sales : 78 million / yr.



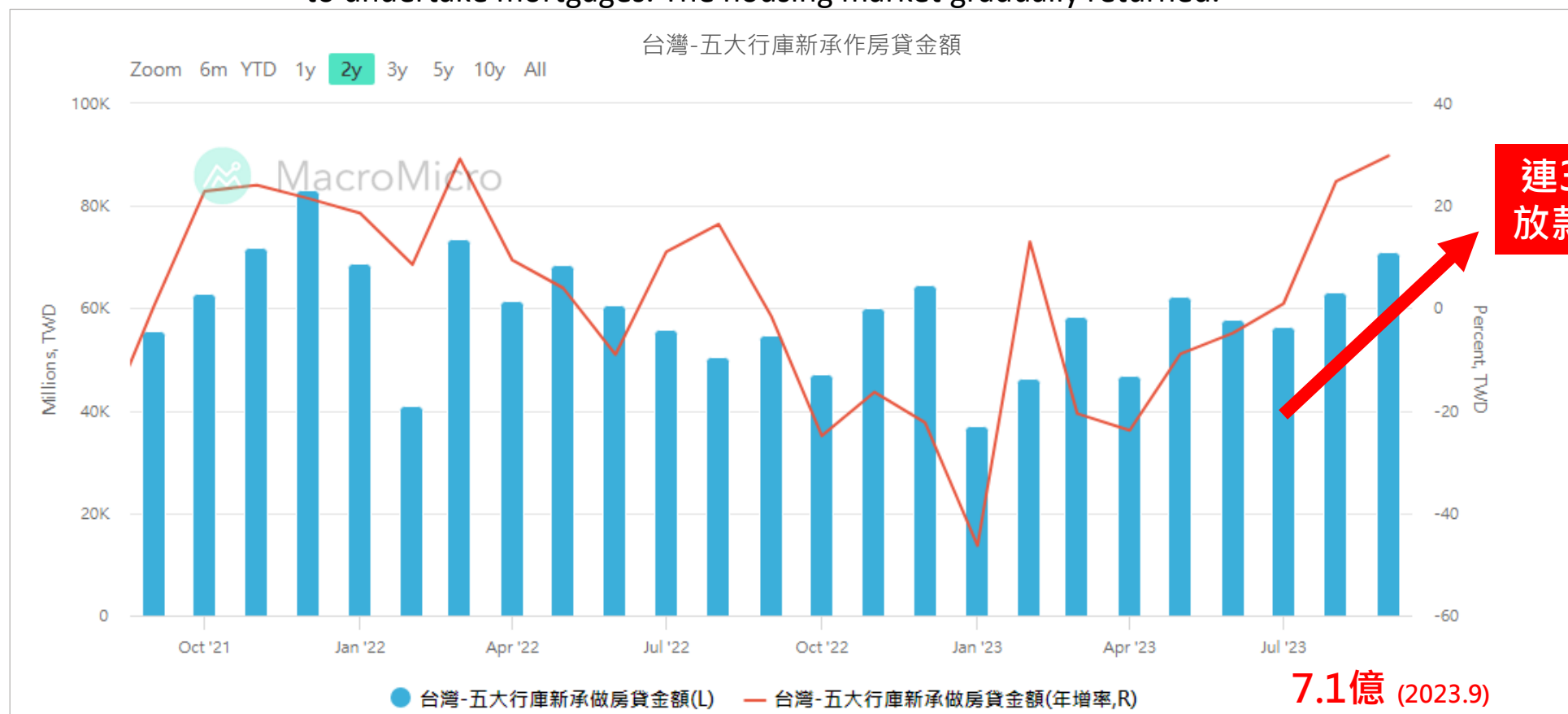
Market Outlook



Low Interest Rate Environment and Abundance of Free Funds Keeps Housing Market Stable

In September, 2023, the five leading banks undertook new mortgage rate of 2.08%.

Mortgage amounts rose, reflecting people's desire to purchase homes and banks' willingness to undertake mortgages. The housing market gradually returned.




Low Interest Rate Environment and Abundance of Free Funds Keeps Housing Market Stable

The 3 Programs for Investing in Taiwan Have Been Extended Until the End of 2024


- ◆ Over **\$2.1 trillion** in total **investments**, ensuring abundance of funds in Taiwan
- ◆ Creating **148,000 job opportunities**, stimulating the labor market.

歡迎臺商回臺投資行動方案


 截至112年11月3日

 總投資金額約新臺幣約 **1 兆 2,202** 億元

 **300** 家通過審核


 預估創造本國就業約 **87,044** 人

根留臺灣企業加速投資行動方案


 截至112年11月17日

 總投資金額約新臺幣約 **4,962** 億元

 **176** 家通過審核

 預估創造本國就業約 **26,191** 人

中小企業加速投資行動方案

 截至112年11月17日

 總投資金額約新臺幣約 **4,410** 億元

 **946** 家通過審核

 預估創造本國就業約 **35,025** 人

Preferential Housing Loans for the Youth Helps Housing Market

– Rigid Demand Helps Stabilize Housing Market

- In October, 2023, 21,000 buildings were bought, sold, or changed ownership. There's been an annual increase of 23%, reflecting the impact from the housing market policy has gradually faded. **The housing market has returned to supply and demand**, along with the implementation of the New Preferential Housing Loans for the Youth, strengthening “living alone” and the “rigid” demand has hastened the decision-making of purchasers. This resulted in **the number of buildings bought, sold, or changed ownership in September to increase three times**.
- Based on the indicators announced by Cathay Real Estate in the 3rd season, of 2023, **only the sales values of New Taipei City and Taichung City have risen**. In other areas, the sales price has remained stable or fallen. One can see that the rigid demand supports the sales price.
- In the future, seven shopping malls or centers, including, 「誠品台中480」、「冠德環球購物中心」、「豐生活購物中心」 will gradually open. They will bring in large profits for the city of Taichung and bring prosperity in the surrounding housing market.

六都會區112年10月建物買賣移轉棟數變化



六都會區	112年10月	112年9月	111年10月	月增減率	年增減率
台北市	2,259	2,562	1,926	-11.8%	17.3%
新北市	5,955	5,304	3,851	12.3%	54.6%
桃園市	3,428	4,023	3,066	-14.8%	11.8%
台中市	3,721	4,464	4,069	-16.6%	-8.6%
台南市	2,704	1,958	1,621	38.1%	66.8%
高雄市	2,961	2,772	2,563	6.8%	15.5%
合計	21,028	21,083	17,096	-0.3%	23.0%

資料來源：各市政府地政局；永慶房產集團研究發展中心彙整

Future Plans

*Sales Rate as of Dec. 20, 2023

地區	個案		總銷(億)	銷售率(%)	2023	2024	2025	2026	2027
新竹	站前富時代	成屋	2.67	80%		完銷			
	讚時代	預售	4.69	100%		完工、完銷			
	悅時代	預售	6.97	100%		完工、完銷			
	富旺華時代	預售	4.29	65%		完工、完銷			
	耀時代	預售	15.00	即將公開				完工	完銷
	富旺鈺時代	預售	8.60	45%			完工、完銷		
	綠園段10期	預售	2.67	即將公開			完工、完銷		
	綠園段11期	預售	4.99	即將公開			完工、完銷		
	綠園段12期	預售	4.76	即將公開				完工、完銷	
苗栗	協奏曲	成屋	7.10	99%	完工、完銷				
台中	心海城	成屋	9.93	97%	完工	完銷			
	天際W-ONE	預售	24.27	85%			完工、完銷		
	高鐵商城		0.78	商用不動產			開幕營運		
	富旺品川	預售	25	即將公開					完工、完銷
	后里口庄段	預售	26	即將公開			完工		完銷
彰化	富旺艾美莊園	預售	34.57	33%			完工		完銷
雲林	幸福好好	成屋	3.20	100%	完工、完銷				
	雲科莊園	成屋	5.77	95%	完工	完銷			
	悅榕花園	預售	11.20	62%			完工	完銷	
高雄	微美居(御金特區)	預售	7.50	100%		完工、完銷			
	微美居(鉑金特區)	預售	23.10	99%		完工、完銷			
-	新案		30	工業不動產				完工、完銷	
-	新案		30	即將公開					完工、完銷
	總計		295.396		26.99	47.91	76.54	67.20	76.80
2023-2027 可銷售金額合計：295.44									

Average Return on Investment of Construction Projects 13~15% *文字顏色：■ 建案 ■ 商用不動產

Future Vision



Future Development Strategy: Structure of Product Variety Engine Operations

– Continuous Fulfillment of ESG Sustainable Plans



Construction Projects: Heading Towards Architecture 4.0

1. Architecture 4.0 = Green building label + smart building label + earthquake resistant label + IoT + AI smart residence + healthy residence
2. Fulfill ESG Plan: carefully selected local material, adhering to green energy production vendors, strengthen reusing materials, care for residents of the Fullwang community.



Promotion of Projects: Many Projects & Small Amounts Each

1. In nationwide markets
2. Good grasp of markets in the north, central, and south
3. Projects easily sold out
4. High flexibility in reaction to policies
5. Low risk (eggs are not in one basket)
6. Well-established ability of yearly adjustment of remittances.



Variety of Real Estate Development

1. Income style real estate, commercial office buildings, studio style real estate, commercial real estate
2. Industrial real estate

The Three Rigid Supports - Housing Market Enters into a Stable State



ESG Wave

- Pioneer in integrating Architecture 4.0
- Green inflation, operation cost will increase by 15%. Fullwang will utilize the strategy of early outsourcing to keep the cost down through quantity.
- Housing prices are predicted to rise in the next 5 years.



Transparent Strategies

- The industry has returned to the promotion of projects
- Consumers buy properties based on their plans.
- The 3 presidential candidates have proposed friendly real estate visions which will be a plus for the industry.



Low Interest Environment

- The New Preferential Housing Loans for the Youth continues to help inject energy into the housing market.
- The Fed's signal to lower interest rates will also drive economic growth.

A blurred background image of a conference or meeting. A speaker in a light blue shirt is visible on the left, and several audience members in the foreground have their hands raised, indicating an interactive session. The scene is set in a modern room with large windows.

Q & A



Thank You
