



CONTINENTAL 欣陸投控
HOLDINGS CORPORATION

Continental Holdings Corporation

3703.TT

2022 First Quarter Earnings Conference

May 4th, 2022

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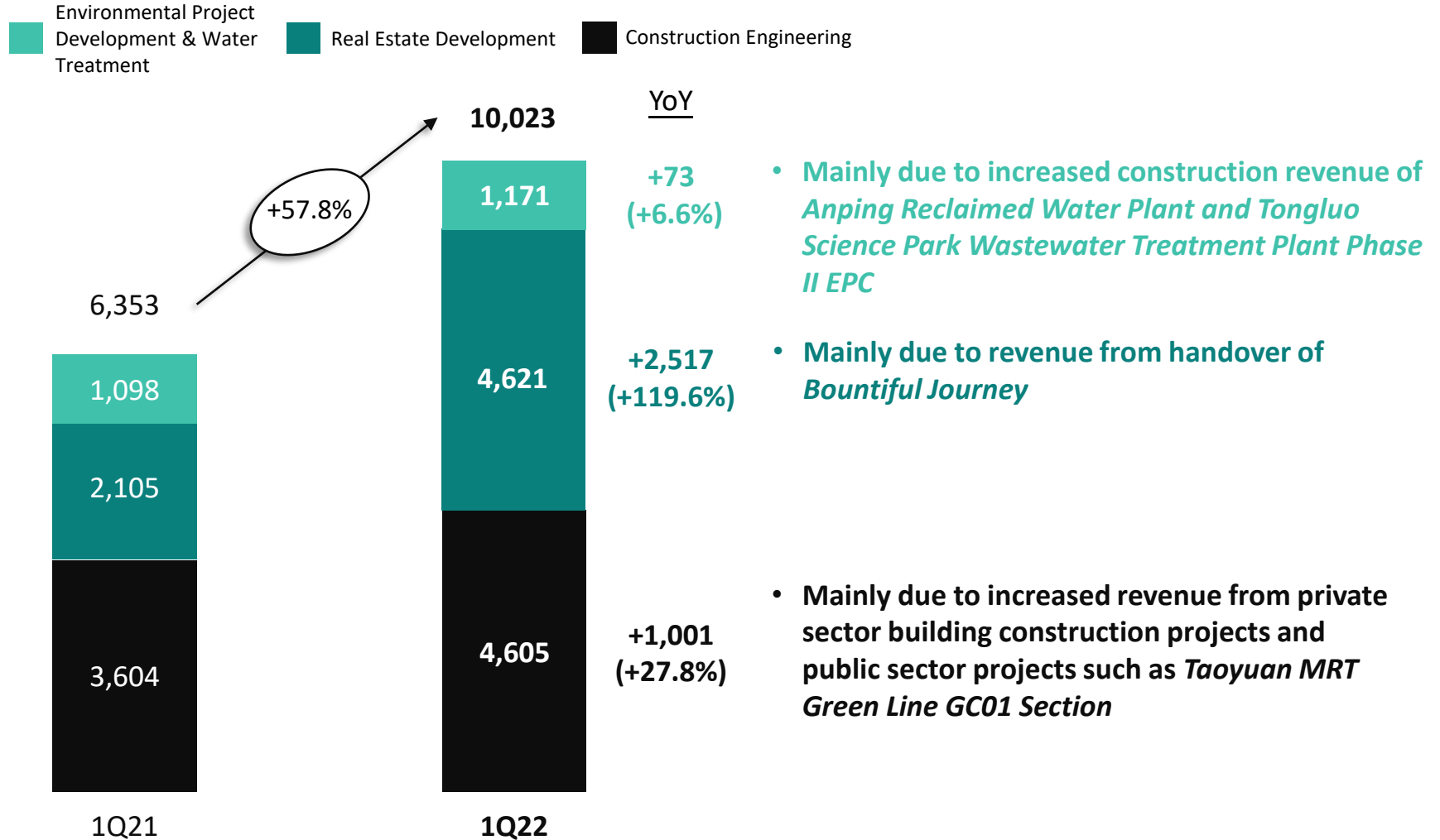
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Significant Growth for Revenue and Gross Margin in 1Q22 to Set New Quarterly High for Net Profit

<i>Selected Items from Income Statement</i> <i>(In NT\$ millions unless otherwise noted)</i>	1Q22	1Q21	YoY
Total Revenue	10,023	6,353	+57.8%
Gross Profit	1,868	993	+88.1%
Gross Margin	18.6%	15.6%	+3.0 ppt
Operating Expense	463	351	+31.8%
Operating Profit	1,405	642	+118.8%
Operating Profit Margin	14.0%	10.1%	+3.9 ppt
Non-Ops	(53)	(80)	-34.3%
Net Profit, attributable to owners of parent	1,239	481	+157.5%
Net Profit Margin	12.4%	7.6%	+4.8 ppt
EPS (NT\$)	1.50	0.58	+157.5%

Revenue Growth across all Three Segments this Quarter

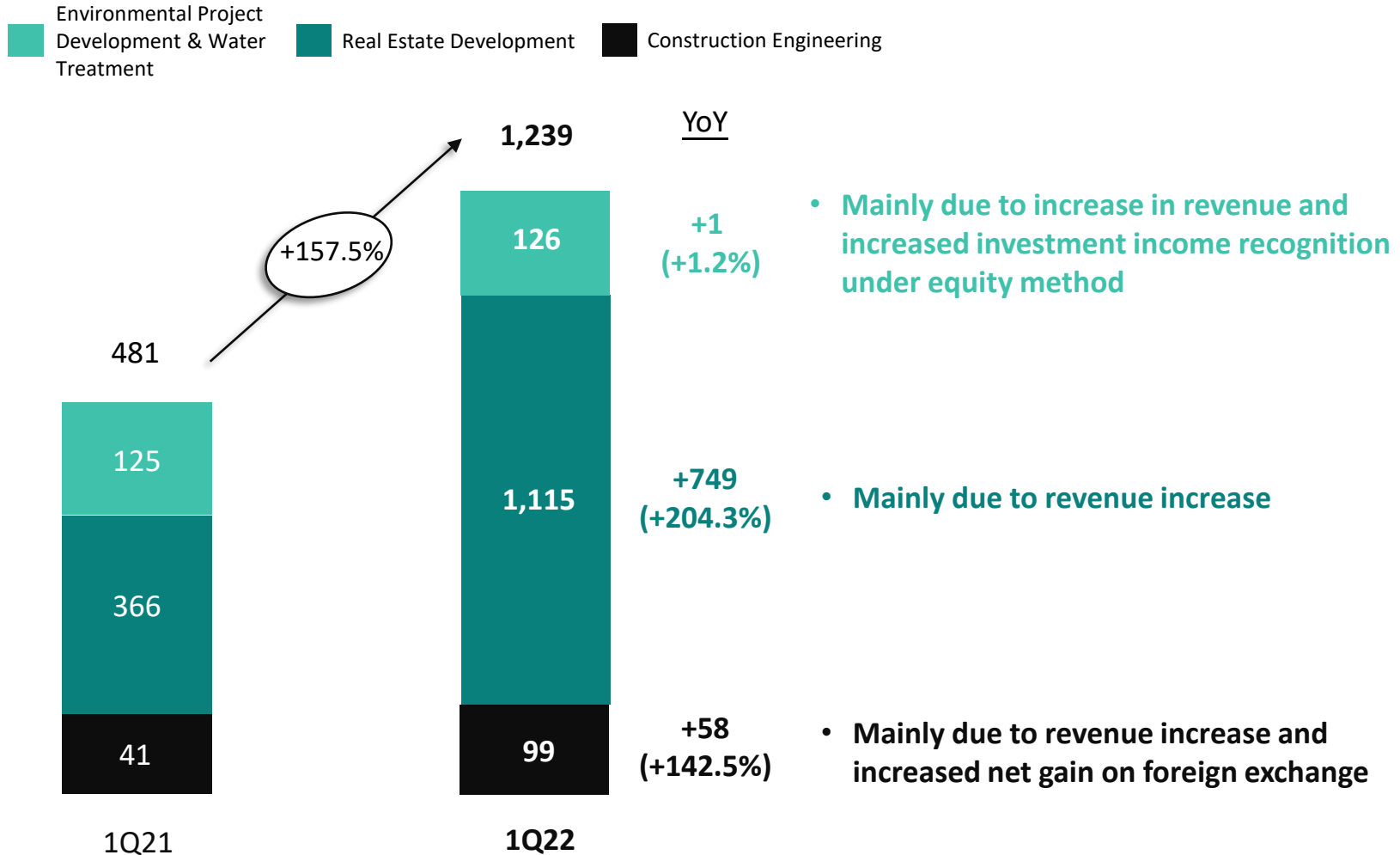
Consolidated Revenues of CHC and each Business Segments (NT\$ M)



*Consolidated revenue of three business segments do not add up to CHC's consolidated revenue because of eliminations

Net Profit Growth Mainly Came from Real Estate Development Segment this Quarter

Net Profit of CHC and each Business Segments (NT\$ M)



* Net profit denotes net profit attributable to owners of parent;
Net profit of three business segments do not add up to CHC's net profit because of eliminations

Strong Balance Sheet

<i>Selected Items from Balance Sheet (NT\$ M)</i>	2022.3.31		2021.12.31		2021.3.31	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	6,145	8.7	5,207	7.4	5,412	7.8
Current Contract Assets	4,841	6.8	4,344	6.2	3,766	5.4
Account Receivable, Net	3,863	5.5	3,153	4.5	2,656	3.8
Inventories	27,110	38.3	28,517	40.5	28,104	40.4
Property, Plant and Equipment	4,359	6.2	4,379	6.2	2,335	3.4
Investment Property, Net	8,676	12.3	8,684	12.3	10,320	14.8
Long-term Accounts Receivables	5,550	7.9	5,443	7.7	6,367	9.1
Total Assets	70,695	100	70,390	100	69,601	100
Short-term Interest-bearing Loans	11,827	16.7	11,379	16.2	12,889	18.5
Current Contract Liabilities	7,969	11.3	8,760	12.4	8,287	11.9
Accounts and Notes Payable	5,991	8.5	6,990	9.9	5,504	7.9
Long-term Interest-bearing Loans	11,937	16.9	11,979	17.0	10,634	15.3
Total Liabilities	42,747	60.5	42,611	60.5	42,951	61.7
Total Equity	27,948	39.5	27,778	39.5	26,650	38.3

Solid Backlog of Three Business Segments

Construction Engineering

Backlog

NT\$69.5B

4.1x of 2021 Revenues

- **-NT\$4.5B** QoQ, mainly due to no new contract bid win

Real Estate Development

Revenue backlog

NT\$16.2B

2.0x of 2021 Revenues

- **-NT\$2.4B** QoQ, mainly due to handover of completed projects such as *Bountiful Journey*

Environmental Project Development & Water Treatment

Contracts on hand

NT\$38.5B

10.9x of 2021 Revenues

- **+NT\$0.4B** QoQ, mainly due to adjustment of residual contract value

Note:

1. Backlog and contract numbers are as of end of March, 2022; Revenues denotes each business segment's 2021 consolidated revenues
2. Revenue backlog for Real Estate Development Business includes signed contracts to close and revenues to be recognized under percentage of completion method
3. Contracts on hand for Environmental Project Development & Water Treatment Business are calculated based on contract terms and project status. Actual recognized revenue amount may vary based on final execution for each project.

Residential Project Pipeline of Real Estate Development Business – Completion and Pre-sell

Project Name	Location	Type	Residence Value ¹ (NT\$)	Begin Recognition in 2021	Estimated Timeline ²			
					2022	2023	2024	2025
Bountiful Journey	Sold out Taipei	Residence/ Hotel (Humble Boutique Hotel)	8.20B (Retail included)	V				
SERIF ³	San Francisco, CA, USA	Residence/ Hotel (The LINE Hotel)	US\$240M	V				
Drawing the Dream Life	Sold out New Taipei	Residence	2.84B		V			
Timeless and Modern Expression	Sold out Taipei	Residence	2.39B			V		
Tianjin Street Project	Sold out Taipei	Residence	2.23B			V		
Arranging New Asia Bay ⁴	Sold out Kaohsiung	Residence/ Hotel (Hotel Nikko)	3.51B			V		
Sensuous Garden	Taipei	Residence/ Hotel (Hyatt Centric)	4.62B					V
Prologue Eternal	Taipei	Residence	4.50B					V
Belle Époque	Taichung	Residence/ Office	4.70B					V
Bangsar Project ³	Kuala Lumpur, Malaysia	Residence	MY\$170M					V

- (1) Total residence value amounts for JV and subsidiary-owned projects; otherwise residence value amounts attributable to CDC. (2) Actual amounts for sold-out projects; otherwise estimated residence value amounts.
- Denotes the year in which the project would start handover and recognize revenues.
- Owned by CDC subsidiaries; 54.08% and 60% stake in the project companies for SERIF and Bangsar Project, respectively. Bangsar project is expected to launch pre-sell in 2022.
- Owned by JV between Daiwa House Group (65%) and CDC (35%)

Residential Project Pipeline of Real Estate Development Business – In Development

Project Name	Location	Type	Residence Value (NT\$)	Estimated Timeline*
				2026 and beyond
Dakeng Project	Taichung	Township Community	In Development	V
Ambassador Hotel Kaohsiung Project	Kaohsiung	In Development	In Development	V
Taichung Intercontinental Section Project	Taichung	In Development	In Development	V
Taipei Tonghua Section Project	Taipei	In Development	In Development	V

* Denotes the year in which the project would start handover and recognize revenues

Hotel Project Pipeline of Real Estate Development Business

Hotel Products



Humble Boutique Hotel¹
Taipei, Taiwan
In operation



The LINE Hotel²
San Francisco, CA, USA
Scheduled opening in 2H22



Capri by Fraser²
Kuala Lumpur, Malaysia
In operation



Hotel Nikko³
Kaohsiung, Taiwan
Scheduled opening in 2023

Estimated total value NT\$22.0B

1. Leased to My Humble House Group for rental income
2. Owned by CDC subsidiaries and managed by THE LINE Hotel and Capri by Fraser respectively. CDC owns 54.08% and 55% stake in each project company respectively.
3. Owned by JV between Daiwa House Group (65%) and CDC (35%) and managed by Hotel Nikko

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