

新潤興業股份有限公司

SHIN RUENN DEVELOPMENT CO., LTD

2023年 法人說明會
2023 Investor Conference

股票代號：6186
Stock Code：6186



免責聲明

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議程 Agenda

1. 公司簡介
Company Profile

2. 財務概況
Financial Information

3. 營運概況
Business Activities

4. 未來展望
Prospects

5. 提問答覆
Q&A

公司簡介

Company Profile

- 沿革：2011年7月27日成立
- 股票代號：6186
- 實收資本額：新台幣14.99億
- 董事長：郭長庚
- 發言人：蔣秀婷
- 總部：臺北市松山區民生東路三段109號8樓
- 網站：<http://www.shinruenn.com>
- 產業：營造建設、不動產開發
- 產品：住宅大樓、商業大樓
- Foundation：2011/7/27
- Stock Code：6186
- Capital：NTD 1.499 billion
- Chairman：Kuo, Chang-Keng
- Spokesperson：Chiang, Hsiu-Ting
- Head Office：8F., No.109, Sec.3, Minsheng E. Rd., Songshan Dist., Taipei City 105, Taiwan(R.O.C)
- Website：<http://www.shinruenn.com>
- Industry：Construction, Real Estate Development
- Product：Residential/Commercial Mixed-Use buildings

財務概況

Financial Informaton

1. 財務報表資料

Financial Status

2. 股利政策

Dividend Policy

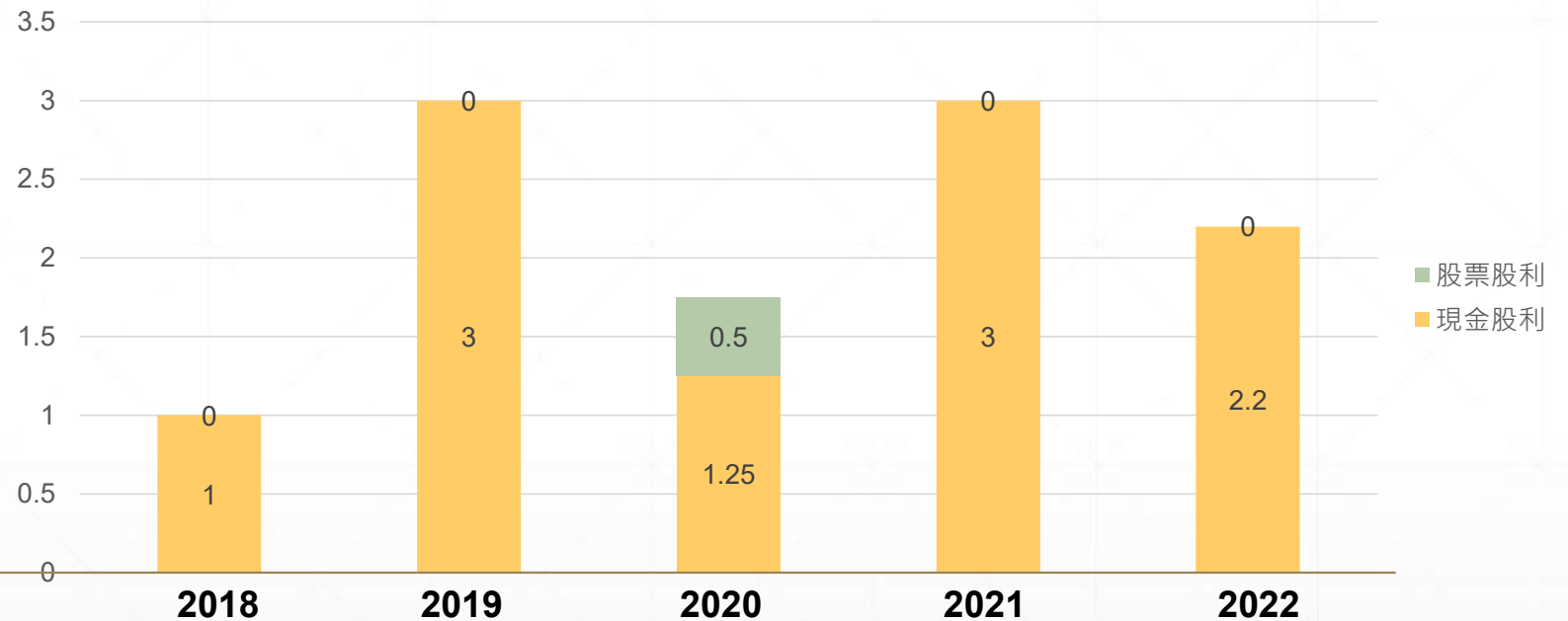
財務報表資料

Financial Status

項目 (Item)	年度 (Year)	107年 2018	108年 2019	109年 2020	110年 2021	111年 2022	112年Q3 2023 Q3
營業收入 Operating revenue		1,341,725	2,790,647	2,855,814	3,975,007	2,491,435	1,036,144
營業毛利 Gross profit		177,285	806,624	805,552	820,905	703,402	295,072
營業費用 Operating Expenses		174,426	363,158	321,805	263,652	295,645	137,760
營業利益 Net Operating Income		2,859	443,466	483,747	557,253	407,757	157,312
稅前淨利 Profit Before Income Tax		(32,918)	432,171	483,668	558,533	411,348	159,154
稅後淨利 Net Income		-33,907	420,938	381,373	420,321	327,248	128,982
每股盈餘 EPS		-0.36	4.21	3.28	3.08	2.24	0.86
單位：新台幣仟元（除稅後每股盈餘及股利為新台幣元）Unit：NTD thousand EPS：NTD/Per Share							

股利政策

Dividend Policy



股利所屬期間Year	2018	2019	2020	2021	2022
現金股利Cash Dividend	1.00	3.00	1.25	3.00	2.2
股票股利Stock Dividend	0.00	0.00	0.50	0.00	0
現金殖利率Cash Dividend Yield	3.93%	8.72%	4.19%	10.6%	4.26%

營運概況

Business Activities

1. 銷售個案

Ongoing Pre-sale Projects

2. 2023完工個案

Construction projects completed in 2023

3. 企業社會責任

Corporate Social Responsibility

銷售個案

Ongoing Pre-sale Projects

序號 No.	建案名稱 Projects	區域 Area	全案戶數 Total units	總銷金額(億元) Total amount in sales(NT\$100 million) 僅列新潤自佔總銷 Only Shinruenn's profit is listed	銷售率 Sales rate
1	新潤Double Shinruenn Double	新北市林口區 Linkou Dist, New Taipei City	311	39.6	100%
2	新潤君頤 The Garden House	桃園市中壢區 Zhongli Dist, Taoyuan City	252	20.7	100%
3	新潤心苑 The Fancy World	新北市淡水區 Danshui Dist, New Taipei City	98	9.3	100%
4	新潤A5 METRO A5	新北市 泰山區 Taishan Dist, New Taipei City	264	23	96%
5	新潤麗蒔 Boutique Casa	桃園市蘆竹區 Luzhu Dist, Taoyuan City	324	15	96%
6	擎天森林 Sky Forest	台北市南港區 Nangang Dist, Taipei City	400	55	95%
7	明日莊園 The Manor House	桃園市 大園區 Dayuan Dist, Taoyuan City	69	12.5	93%
8	新潤青樺 Seasons Park	新北市土城區 Tucheng Dist, New Taipei City	299	38.4	92%
9	森中央 MORI CENTRAL TOWER	新北市 新莊區 Xinzhuang Dist, New Taipei City	307	21	52%
2023推出 Launched at 2023	新潤RIVER ONE RIVER ONE	新北市板橋區 Banqiao Dist, New Taipei City	259	38	65%
總 計			2,583	272.5	



新北市林口區 新潤Double

Linkou Dist, New Taipei City Shinruenn Double

完銷
SOLD OUT



基地位置
Location

新北市林口區文化二路二段
Sec. 2, Wenhua 2nd Rd., Linkou Dist.,
New Taipei City

基地面積
Base Area

671.74坪
about 671.74 ping

戶數
Unit

311戶(全案)
311 Residential Units (whole projects)

規劃設計
Architectural
Design

地上24層/地下6層
24 stories above ground/
6 stories below ground

總銷
Total Amount

39.6億
total amount 3.96 billion





桃園市中壢區 新潤君頤

Zhongli Dist, Taoyuan City The Garden House



新潤君頤

The Garden House

基地位置 Location	桃園市中壢區青商路 Qingshang Rd, Zhongli Dist., Taoyuan City
基地面積 Base Area	1224坪 About 1224 ping
戶數 Unit	252戶(全案) 252 Residential Units (whole projects)
規劃設計 Architectural Design	地上19層/地下4層 19 stories above ground/ 4 stories below ground
總銷 Total Amount	20.7億(僅列新潤部份) total amount 2.07 billion (only Shinruenn's profit is listed)





新北市淡水區 新潤心苑

Danshui Dist, New Taipei City The Fancy World

完銷
SOLD OUT

新潤心苑
The Fancy World

基地位置 Location	新北市淡水區濱海路二段202巷65弄 Aly. 65, Ln. 202, Sec. 2, Binhai Rd., Tamsui Dist., New Taipei City
基地面積 Base Area	426坪 about 426 ping
戶數 Unit	98戶(全案) 98 Residential Units (whole projects)
規劃設計 Architectural Design	地上15層/地下5層 15 stories above ground/ 5 stories below ground
總銷 Total Amount	9.3億 total amount 9.3 hundred million





新北市 泰山區 新潤A5

Taishan Dist, New Taipei City METRO A5

新潤A5

基地位置
Location

泰山區泰林路一段29號旁
at the side of road No. 29, Sec. 1,
Tailin Rd., Taishan Dist., New Taipei
City

基地面積
Base Area

1338坪
about 1338 ping

戶數
Unit

264戶(全案)
264 Residential Units (whole projects)

規劃設計
Architectural
Design

地上20層/地下5層
20 stories above ground/
5 stories below ground

總銷
Total Amount

23億
total amount 2.3 billion





桃園市蘆竹區 新潤麗詩

Luzhu Dist, Taoyuan City Boutique Casa



基地位置 Location	桃園市蘆竹區機捷路二段 Sec. 2, Jijie Rd., Luzhu Dist., Taoyuan City
基地面積 Base Area	899.95坪 about 899.95 ping
戶數 Unit	324戶(全案) 324 Residential Units (whole projects)
規劃設計 Architectural Design	地上11層/地下5層 11 stories above ground/ 5 stories below ground
總銷 Total Amount	15億(僅列新潤部份) total amount 1.5 billion (only Shinruenn's profit is listed)



人生該有的高度 樹海裡的地標

南港樞紐最繁華核心，是時候用高度和瞻景保持距離，26層雙塔地標，一座長在樹海裡的森林秘境，立面垂直俐落延展，弧形陽台格柵細節點睛，坐擁磅礴基地區大量體，眼界彰顯身價，抬眼山水雲卷舒，看看腳下的城市在說些什麼，富裕雍容不解釋。



台北市南港區 擎天森林

Nangang Dist, Taipei City Sky Forest



基地位置 Location	台北市南港區興南街 Xingnan St., Nangang Dist., Taipei City
基地面積 Base Area	1813坪 about 1813 ping
戶數 Unit	400戶(全案) 400 Residential Units(whole projects)
規劃設計 Architectural Design	地上26層/地下4層 26 stories above ground/ 4 stories below ground
總銷 Total Amount	55億(僅列新潤部份) total amount 5.46 billion (only Shinruenn's profit is listed)





桃園市大園區 明日莊園

Dayuan Dist, Taoyuan City The Manor House



基地位置	桃園市大園區科一街
Location	Ke 1st St., Dayuan Dist., Taoyuan City
基地面積	1902.55坪
Base Area	about 1902.22 ping
戶數	69戶(全案)
Unit	69 Residential Units(whole projects)
規劃設計	地上4層/地下1層
Architectural Design	4 stories above ground/ 1 stories below ground
總銷	12.5億
Total Amount	total amount 1.25 billion





新北市土城區 新潤青樺

Tucheng Dist, New Taipei City Seasons Park

新潤青樺

SEASONS PARK

基地位置 Location	新北市土城區金城路一段 Sec. 1, Jincheng Rd., Tucheng Dist., New Taipei City
基地面積 Base Area	1563坪 about 1563 ping
戶數 Unit	299戶(全案) 299 Residential Units(whole projects)
規劃設計 Architectural Design	地上15層/地下4層 15 stories above ground/ 4 stories below ground
總銷 Total Amount	38.4億(僅列新潤部份) total amount 3.84 billion (only Shinruenn's profit is listed)





新北市新莊區 森中央

Xinzhuang Dist, New Taipei City
MORI CENTRAL TOWER



基地位置
Location

新北市新莊區富貴路、昌仁路口
at the crossroads Fugui Rd. and
Changren Rd., Xinzhuang Dist., New
Taipei City

基地面積
Base Area

2117坪
about 2117 ping

戶數
Unit

307戶(全案)
307 Residential Units(whole projects)

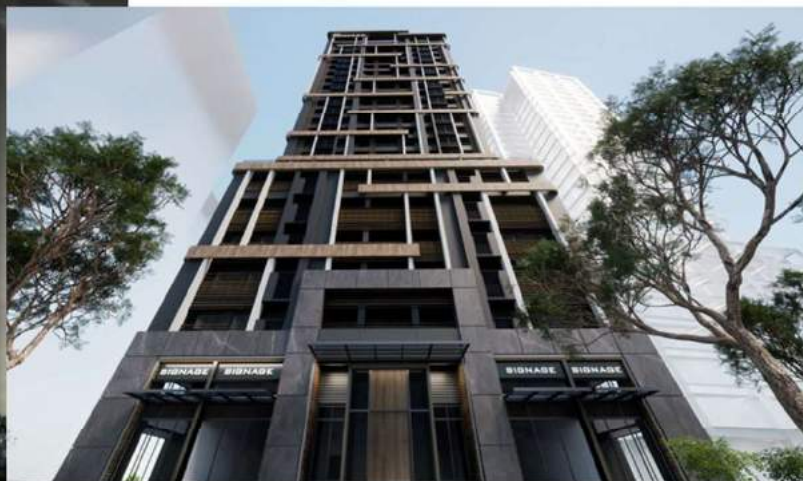
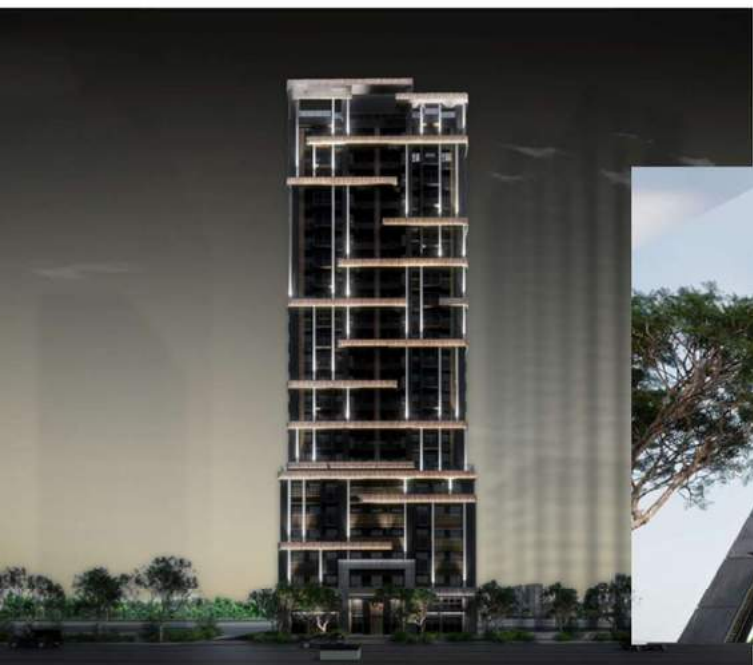
規劃設計
Architectural
Design

住宅地上23層、商辦地上15層
地下5層
Residential 23 stories above ground
Commercial 15 stories above ground
5 stories below ground

總銷
Total Amount

21億(僅列新潤部份)
total amount 2.1 billion
(only Shinruenn's profit is listed)

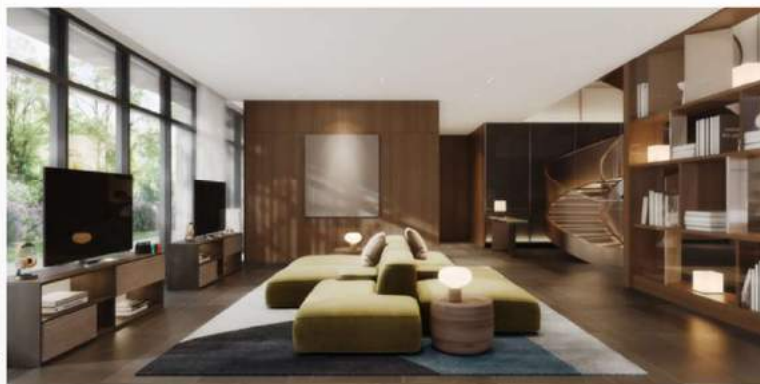




新北市板橋區 RIVER ONE

Banqiao Dist, New Taipei City RIVER ONE

RIVER ONE



基地位置
Location 環河西路四段與華江九路旁
at the crossroads Sec. 4, Huanhe W. Rd., and Huajiang 9th Rd., Banqiao Dist., New Taipei City

基地面積
Base Area 839.37坪
about 839.37 ping

戶數
Unit 259戶(全案)
259 Residential Units(whole projects)

規劃設計
Architectural Design 地上24層/地下4層
24 stories above ground/
4 stories below round

總銷
Total Amount 38億(僅列新潤部份)
total amount 3.8 billion
(only Shinruenn's profit is listed)

台北市 Taipei City
南港區 擎天森林
 Nangang Dist, Sky Forest



▲明日莊園/The Manor House



▲新潤君頤/The Garden House



▲新潤麗詩/Boutique Casa

桃園市 Taoyuan City

- | | |
|-----------------------------|---------------------------------|
| 大園區
Dayuan Dist, | 明日莊園
The Manor House |
| 中壢區
Zhongli Dist, | 新潤君頤
The Garden House |
| 蘆竹區
Luzhu Dist, | 新潤麗詩
Boutique Casa |

新北市 New Taipei City

- | | |
|-------------------------------|-------------------------------------|
| 林口區
Linkou Dist, | 新潤Double
Shinruenn Double |
| 淡水區
Danshui Dist, | 新潤心苑
The Fancy World |
| 泰山區
Taishan Dist, | 新潤A5
METRO A5 |
| 新莊區
Xinzhuang Dist, | 森中央
MORI CENTRAL TOWER |
| 土城區
Tucheng Dist, | 新潤青樺
Seasons Park |
| 板橋區
Banqiao Dist, | 新潤RIVER ONE
RIVER ONE |



▲新潤Double



▲森中央/MORI CENTRAL TOWER



▲新潤A5/METRO A5



▲新潤心苑/The Fancy World



▲新潤青樺/Seasons Park



▲新潤RIVER ONE



2023完工個案

Construction projects completed in 2023

序號 No.	建案名稱 Projects	區域 Area	戶數 Total units	總銷金額(億元) Total amount in sales (NT\$100 million) 僅列新潤自佔總銷 Only Shinruenn's profit is listed	銷售率 Sales rate
1	新潤捷韻A10 I Good Life Of Metro Heart I	桃園市 蘆竹區 Luzhu Dist, Taoyuan City	149	8.4	100%
2	新潤捷韻A10 II Good Life Of Metro Heart II	桃園市 蘆竹區 Luzhu Dist, Taoyuan City	76	3.9	100%
3	新潤君頤 The Garden House	桃園市中壢區 Zhongli Dist, Taoyuan City	252	20.7	100%
4	明日莊園 The Manor House	桃園市 大園區 Dayuan Dist, Taoyuan City	69	12.5	93%

企業社會責任

Corporate Social Responsibility

新潤興業自成立以來，秉持初衷，用感恩、奉獻與回饋的經營理念，十多年來積極投身愛心公益、不忘企業社會使命，長期幫助偏鄉兒童、不便長者、寒士街友等弱勢團體，都是公司持續行善的對象。

Shin Ruenn has been adhering to the intended purpose of the company since its establishment date and acting based on the business concept of appreciation, dedication, and feedback to actively engage in charity activities for more than one decade, upholding the Company's social mission, helping disadvantaged groups such as children in rural areas, the vulnerable elderly, homeless, and those who are in need of help.



新潤率隊深入南投災後探訪

Shin Ruenn visiting Nantou after the disaster took place

卡努颱風重創南投縣造成嚴重災情，新潤機構召集北區營建同業聯合捐款500萬元，並且深入災區了解情況，以實際行動表達對縣府及災區的支持，協助南投縣政府進行災區重建，把愛送進受災區，幫助災民早日重拾正常生活。

Typhoon Khanun hit Nantou County hard with severe disasters as a result. Shin Ruenn unified the construction industry in Northern Taiwan to make a donation for an amount of NT\$5 million and visited the disaster area to see first-hand the disastrous impact and to show support to the county government with practical actions taken so as to help Nantou County government reconstruct the impacted area, to show mercy to the people in the disaster area, and to help them rebuild a normal life as soon as possible.





弘道老人福利基金會 Hondao Senior Citizen's Welfare Foundation

新潤第6年提前陪伴長輩共進歲末圍爐，有別於以往的傳統大圓桌用餐，這次讓長輩體驗新世代火鍋圍爐，加上新潤志工熱情的陪伴與問候，吃著暖暖的火鍋，心也暖了起來。

Shin Ruenn has accompanied the elders in advance for the 6th straight year with an unconventional fondue instead of a large round dining table. The warm companionship and greetings rendered to the elderly by the volunteers of Shin Ruenn while enjoying the hot fondue help warm up their hearts.





更生少年關懷協會

Bornanew Youth Caring Association

參訪更生少年關懷協會經營的未來咖啡館，聽到中途少年的生命故事
分享與體驗咖啡拉花教學
關懷協會30週年特展上的一句標語
「再選擇的路上 與你相遇」
讓這些中途少年出現不一樣的選擇，
開啟新的人生方向

Visit the Future Cafe run by Bornanew Youth Caring Association, participate in listening to the life stories shared by teenagers, and experience latte art lessons.

The slogan is "meeting you at the path I take" shared at the 30th anniversary exhibition of the Bornanew Youth Caring Association to help the youth at the mid-way house make a right choice and start a new life.



等家寶社會福利協會 Greenboybaby

第二次參與「等家寶」的安心蔬果包裝，裝箱過程中發現每一種蔬果都來自於「無毒農」種植，育幼院的孩子因為多有過敏、過動等症狀，不適合食用過多化學添加食品，很需要新鮮水果作為副食品、點心來源，因此開啟了「無毒農等家寶安心水果」計畫。希望透過大家的努力，讓育幼院孩子生理和心理都能得到滿足，陪伴他們健康、快樂長大。



I was participating in the safe fruit and vegetable packaging of "Greenboybaby" for the second time, and I noticed that every fruit and vegetable came from "toxic-free farmers." Children in the orphanage often have allergies, attention-deficit hyperactivity disorder, and other symptoms. Therefore, they should be prevented from having any excessive chemical-added food and should have fresh fruits as a source of non-staple food and snacks, which is the reason for promoting the "Toxic-free Farmers' Greenboybaby Fruits" project. The mission is to help protect the physical and mental health of the children in the orphanage through the efforts of everyone in order to have them grow up healthily and happily.



財團法人桃園市私立 觀音愛心家園 Kindgarden in Taoyuan City

參加第二屆觀音愛心家園舉辦的「兒童著色比賽」頒獎典禮
繪畫，是一件快樂的事，透過繪畫可以反映出內心的喜怒哀樂
看到孩子們的畫作色彩如此鮮豔豐富，為了看見孩童這份純粹的快樂，新潤將會持續的支持

Participate in the awards ceremony of the 2nd "Children's Coloring Contest" held by Kindgarden.

Painting makes one happy. Painters can reflect their inner emotions through painting.

Children have their paintings painted in bright and rich colors, which is what made Shin Ruenn determined to keep supporting them in securing the innocent joy of children.





台北市視障者家長協會

Taipei Parents' Association for the Visually Impaired

首次參與視障者家長協會的志工活動，在交流中了解到他們有的視力全無、有些還有很微弱的視力

但他們的世界不會因為看不見陷入黑暗中而低潮，反而看見他們的樂觀也很健談，帶領他們外出時，能夠靠著手仗自己行走就不依靠我們人導

一路上一邊引導他們，一邊為他們介紹週邊環境、介紹店家，是很珍貴的體驗

I had participated in the volunteer activities of the Taipei Parents' Association for the Visually Impaired and found that some of them had no vision at all, while others had poor vision. However, they do not allow themselves to sink into darkness just because they cannot see, on the contrary, they seem optimistic and talkative. They are able to walk on their own in public with the support of sticks but without relying on the guides. We guide them along the way and introduce the surrounding environment and stores to them for a precious experience.

未來展望

Future Expectations

1. 預定完工年度及自佔總銷金額
Expected Year of Completion and Ratio to the
Total Sales Amount

2. 預計推案量
Estimated Sales Revenue

營運策略 Future Strategy

土地開發

Land Development

- 合建^{Joint}
- 危老
Renovations for Dangerous/
Old Buildings
- 都更
Urban Regeneration

目標客群

Target group

- 剛性需求
Rigid demand
- 首購族群
First-time homebuyer
- 換屋族群
Provide upscale properties to
Taiwan aspirational middle
class

銷售策略

Strategy

以客戶的角度為出發，將產品更為優化，提升品牌忠誠度。

Starting from the customer's perspective, we will optimize our products and enhance brand loyalty.

企業社會責任

ESG

取之社會，用之社會的理念，送暖捐助給每個建案的在地弱勢團體，持續關懷公益

With the concept of taking from the society and using it for the society, we provide warmth and donations to each local disadvantaged group that builds projects, and continue to care for public welfare.

預定完工年度及自佔總銷金額

Expected Year of Completion and Ratio to the Total Sales Amount

縣市 County/City	案名 Project Name	113年 2024	114年 2025	115年 2026	116年 2027
		(如為共同投資僅列新潤興業部分) (If the listing is a joint venture, only Shinruenn's profit is listed)			
新北市 泰山區 Taishan Dist, New Taipei City	新潤A5 (Shinruenn A5)	23			
新北市 淡水區 Danshui Dist, New Taipei City	新潤心苑 (The Fancy World)	9.3			
桃園市 蘆竹區 Luzhu Dist, Taoyuan City	新潤麗蒔 (Boutique Casa)	15			
新北市 新莊區 Xinzhuang Dist, New Taipei City	新知商辦大樓 (xinzhi commercial)	28.5			
台北市 南港區 Nangang Dist, Taipei City	擎天森林 (Sky Forest)	55			
新北市 土城區 Tucheng Dist, New Taipei City	新潤青樺 (Seasons Park)		38.4		
新北市 林口區 Linkou Dist, New Taipei City	新潤Double (Shinruenn Double)		39.6		
新北市 新莊區 Xinzhuang Dist, New Taipei City	森中央(MORI CENTRAL TOWER)			21	
新北市 板橋區 Banqiao Dist, New Taipei City	新潤RIVER ONE (RIVER ONE)			38	
台北市 北投區 Beitou Dist, Taipei City	士科大院. (La moon city spirit)				77
合併年度總銷 Consolidated Total Amount of the Year		130.8	78	59	77

2024預計推案量

Estimated Sales Revenue in 2024

建案名稱 Projects	士科大院. La moon city spirit
區域 Area	台北市北投區 Beitou Dist, Taipei City
戶數 Total units	256
總銷金額(億元) Total amount in sales(NT\$100 million) 僅列新潤自佔總銷 Only Shinruenn's profit is listed	77



Q&A

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