

# 2018/2Q Analyst Meeting

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August 13<sup>th</sup>, 2018

# Disclaimer

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This presentation and the presentation materials distributed herewith may include forward-looking statements. 2018/2Q financial data are preliminary. All statements, other than statements of historical facts, that address activities, events or developments that SinoPac Financial Holdings Company (“SinoPac”) expects or anticipates will or may occur in the future (including but not limited to projections, targets, estimates and business plans) are forward-looking statements. SinoPac’s actual results or developments may differ materially from those indicated by these forward-looking statements as a result of various factors and uncertainties, including but not limited to price fluctuations, actual demand, exchange rate fluctuations, market shares, competition, changes in legal, financial and regulatory frameworks, international economic and financial market conditions, political risks, cost estimates and other risks and factors beyond its control. In addition, SinoPac makes the forward-looking statements referred to herein as of today and undertakes no obligation to update these statements.

# Agenda

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# Operating Report

2018/1~6 SPH ROE 6.96%

| NT\$m       | 2Q18  | QoQ     | YoY    | 6M18   | YoY    |
|-------------|-------|---------|--------|--------|--------|
| Net Revenue | 8,083 | -0.60%  | -6.00% | 16,216 | -2.90% |
| Net Income  | 2,130 | -19.30% | 8.60%  | 4,769  | 10.29% |

Net interest income increased wealth management and securities' fees maintain a good momentum

| NT\$m               | 2Q18  | QoQ     | YoY    | 6M18  | YoY    |
|---------------------|-------|---------|--------|-------|--------|
| Net interest income | 3,935 | 2.40%   | -5.30% | 7,779 | -5.40% |
| Net fee income      | 2,537 | -13.10% | 10.20% | 5,458 | 16.40% |

Asset adjustments made to increase FCY Loans. 1Q capital adequacy remained strong

- SPH 2Q total assets NT\$1,617.8Bn, QoQ -0.4%; YTD +1.2%
- BSP 2Q total loans NT\$896.7Bn, QoQ +2.3%; YTD+1.1%
- BSP 2Q BIS ratio 14.46%, Tier 1 ratio 12.49%

## Major achievements

- Bank SinoPac (BSP) was awarded best foreign member of the interbank foreign exchange market, an award received by the only Taiwanese financial institution in 2017, by CFETS, China Foreign Exchange Trading System.
- BSP received “Best Green Finance Award” by Excellence Magazine, and it is also the only bank that received “Excellence in Financial Services of Top Solar Awards” by Bureau of Energy, Ministry of Economic Affairs consecutively for two years.
- BSP’s Paybill platform was awarded “Taiwan Domestic Technology & Operations Bank of the Year” by ABF, Asian Banking & Finance Magazine, for the innovative living experience in Financial Technology it provides.
- BSP’s Feng Yun Mortgage and Temple Finance and SinoPac Securities’ (SPS) “Digital Service Project: Transformation from Transaction-based Channel to Wealth-management-based Channel” received Innovative Design Award from Outstanding Enterprise Manager Association.
- SPS was awarded consecutively for 7 years for its excellence in Market Making for Central Government Bonds in first half of the year by Taipei Exchange.

# SPH Financial Highlights

| NT\$Mn ;<br>Mn Shares     | 2015      | 2016      | 2017      | 6M18      | YoY   | 2Q18      | 1Q18      | QoQ    |
|---------------------------|-----------|-----------|-----------|-----------|-------|-----------|-----------|--------|
| <b>Share Capital</b>      | 101,680   | 106,764   | 110,501   | 112,711   | 2.0%  | 112,711   | 110,501   | 2.0%   |
| <b>Shares Outstanding</b> | 10,168    | 10,676    | 11,050    | 11,050    | 3.5%  | 11,050    | 11,050    | 0.0%   |
| <b>Total equity</b>       | 131,655   | 133,840   | 138,256   | 138,168   | 3.1%  | 138,168   | 141,122   | -2.1%  |
| <b>Total assets</b>       | 1,587,605 | 1,678,930 | 1,599,161 | 1,617,800 | -3.5% | 1,617,800 | 1,623,993 | -0.4%  |
| <b>Leverage</b>           | 12.06     | 12.54     | 11.57     | 11.71     | -0.80 | 11.71     | 11.51     | 0.20   |
| <b>Net revenue</b>        | 32,566    | 30,820    | 32,506    | 16,216    | -2.9% | 8,083     | 8,132     | -1%    |
| <b>Net income</b>         | 10,856    | 8,282     | 9,084     | 4,769     | 10.3% | 2,130     | 2,639     | -19%   |
| <b>EPS (NT\$)</b>         | 0.98      | 0.75      | 0.82      | 0.43      | 0.04  | 0.19      | 0.24      | -0.05  |
| <b>BVPS (NT\$)</b>        | 12.95     | 12.54     | 12.51     | 12.50     | -0.05 | 12.50     | 12.77     | -0.27  |
| <b>ROA</b>                | 0.69%     | 0.51%     | 0.55%     | 0.60%     | 0.08% | 0.53%     | 0.66%     | -0.13% |
| <b>ROE</b>                | 8.45%     | 6.24%     | 6.68%     | 6.96%     | 0.45% | 6.12%     | 7.66%     | -1.54% |
| <b>CAR</b>                | 128%      | 119%      | 130%      | 113%      | 0.6%  | 113%      | 125%      | -11.7% |
| <b>DLR</b>                | 108%      | 115%      | 114%      | 114%      | -0.9% | 114%      | 114%      | -0.3%  |

# BSP Financial Highlights

| NT\$Mn                | 2015      | 2016      | 2017      | 6M18      | YoY    | 2Q18      | 1Q18      | QoQ    |
|-----------------------|-----------|-----------|-----------|-----------|--------|-----------|-----------|--------|
| Share Capital         | 74,464    | 83,955    | 86,061    | 86,061    | 0.0%   | 86,061    | 86,061    | 0.0%   |
| Total equity          | 109,118   | 119,722   | 125,002   | 124,694   | 2.6%   | 124,694   | 127,367   | -2.1%  |
| Total assets          | 1,440,933 | 1,505,653 | 1,433,208 | 1,458,952 | -3.0%  | 1,458,952 | 1,463,635 | -0.3%  |
| Leverage              | 13.21     | 12.58     | 11.47     | 11.70     | -0.67  | 11.70     | 11.49     | 0.21   |
| PPOP                  | 10,606    | 9,424     | 10,086    | 5,723     | 5%     | 3,173     | 2,549     | 24%    |
| Net income            | 9,175     | 6,858     | 7,896     | 4,798     | 7%     | 2,671     | 2,127     | 26%    |
| EPS (NT\$)            | 1.11      | 0.81      | 0.92      | 0.56      | 0.04   | 0.31      | 0.25      | 0.06   |
| BVPS                  | 14.65     | 14.26     | 14.52     | 14.49     | 0.01   | 14.49     | 14.80     | -0.31  |
| ROA                   | 0.64%     | 0.47%     | 0.54%     | 0.67%     | 0.07%  | 0.73%     | 0.60%     | 0.13%  |
| ROE                   | 8.79%     | 5.99%     | 6.45%     | 7.75%     | 0.27%  | 8.50%     | 6.84%     | 1.66%  |
| Total deposits        | 1,160,796 | 1,259,310 | 1,154,478 | 1,141,669 | -6.6%  | 1,141,669 | 1,172,232 | -2.6%  |
| Total loans           | 898,004   | 914,933   | 887,199   | 896,715   | -3.4%  | 896,715   | 876,590   | 2.3%   |
| L to D ratio          | 77.4%     | 72.7%     | 76.8%     | 78.5%     | 2.6%   | 78.5%     | 74.8%     | 3.8%   |
| NPL Ratio             | 0.24%     | 0.35%     | 0.30%     | 0.28%     | -0.06% | 0.28%     | 0.30%     | -0.02% |
| Coverage ratio        | 575%      | 423%      | 482%      | 508%      | 84%    | 508%      | 480%      | 28%    |
| Reserve-to-loan ratio | 1.40%     | 1.48%     | 1.43%     | 1.43%     | -0.05% | 1.43%     | 1.43%     | -0.01% |
| BIS Ratio             | 13.47%    | 14.09%    | 15.28%    | 14.46%    | -0.01% | 14.46%    | 15.11%    | -0.65% |
| Tier 1 Ratio          | 10.70%    | 11.92%    | 13.23%    | 12.49%    | 0.31%  | 12.49%    | 13.16%    | -0.67% |
| Leverage Ratio        | 6.59%     | 7.28%     | 8.25%     | 8.14%     | 0.52%  | 8.14%     | 8.27%     | -0.13% |

Note1: loans portfolio includes credit card revolving balance and FA, excluding non-accrual loans.

Note2: numbers are presented on consolidated basis.

# SPS Financial Highlights

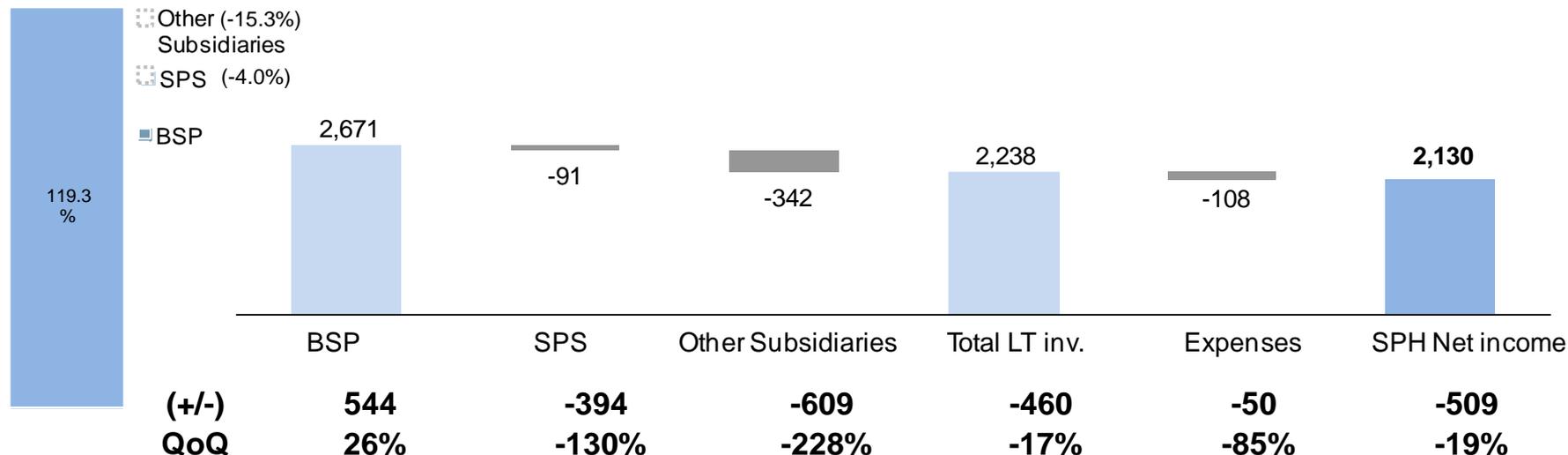
| NT\$Mn                         | 2015    | 2016    | 2017    | 6M18    | YoY     | 2Q18    | 1Q18    | QoQ     |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Share Capital                  | 16,212  | 16,212  | 16,212  | 16,212  | 0.0%    | 16,212  | 16,212  | 0.0%    |
| Total equity                   | 25,424  | 25,566  | 25,800  | 25,987  | 5.9%    | 25,987  | 26,331  | -1.3%   |
| Total assets                   | 120,376 | 146,696 | 148,204 | 146,277 | -2.2%   | 146,277 | 143,439 | 2.0%    |
| Capital gain                   | 774     | 490     | 980     | -421    | -208.0% | -317    | -104    | -204.8% |
| Recurring income               | 5,490   | 5,613   | 6,801   | 3,641   | 19.3%   | 1,776   | 1,865   | -4.8%   |
| Net income                     | 1,245   | 1,067   | 1,129   | 213     | 162.5%  | -91     | 304     | -129.9% |
| EPS (NT\$)                     | 0.77    | 0.66    | 0.70    | 0.13    | 0.34    | -0.06   | 0.19    | -0.24   |
| BVPS(NT\$)                     | 15.68   | 15.77   | 15.91   | 16.03   | 0.89    | 16.03   | 16.24   | -0.21   |
| BIS ratio                      | 327%    | 323%    | 292%    | 317%    | 16%     | 317%    | 313%    | 4%      |
| ROA                            | 1.08%   | 0.80%   | 0.77%   | 0.29%   | 0.76%   | -0.25%  | 0.84%   | -1.09%  |
| ROE                            | 4.93%   | 4.19%   | 4.39%   | 1.65%   | 4.39%   | -1.39%  | 4.70%   | -6.09%  |
| Leverage                       | 4.73    | 5.74    | 5.74    | 5.63    | -0.47   | 5.63    | 5.45    | 0.18    |
| Brokerage market share         | 4.80%   | 4.69%   | 5.13%   | 5.07%   | -0.03%  | 5.09%   | 5.05%   | 0.04%   |
| Avg. balance of margin trading | 15,641  | 12,736  | 16,113  | 17,952  | 19.7%   | 18,257  | 17,676  | 3.3%    |
| Margin trading market share    | 6.61%   | 6.79%   | 7.45%   | 7.27%   | -0.18%  | 7.24%   | 7.29%   | -0.05%  |

Note: numbers are presented on consolidated basis.

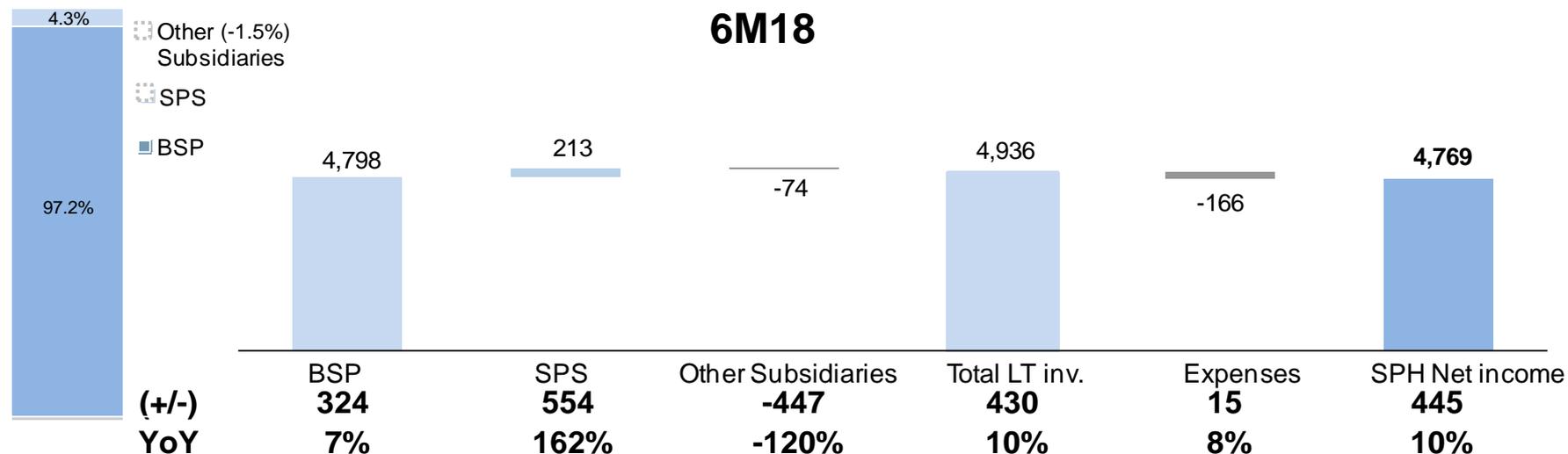
# Profit Contribution by Subsidiaries

2Q18

NT\$Mn



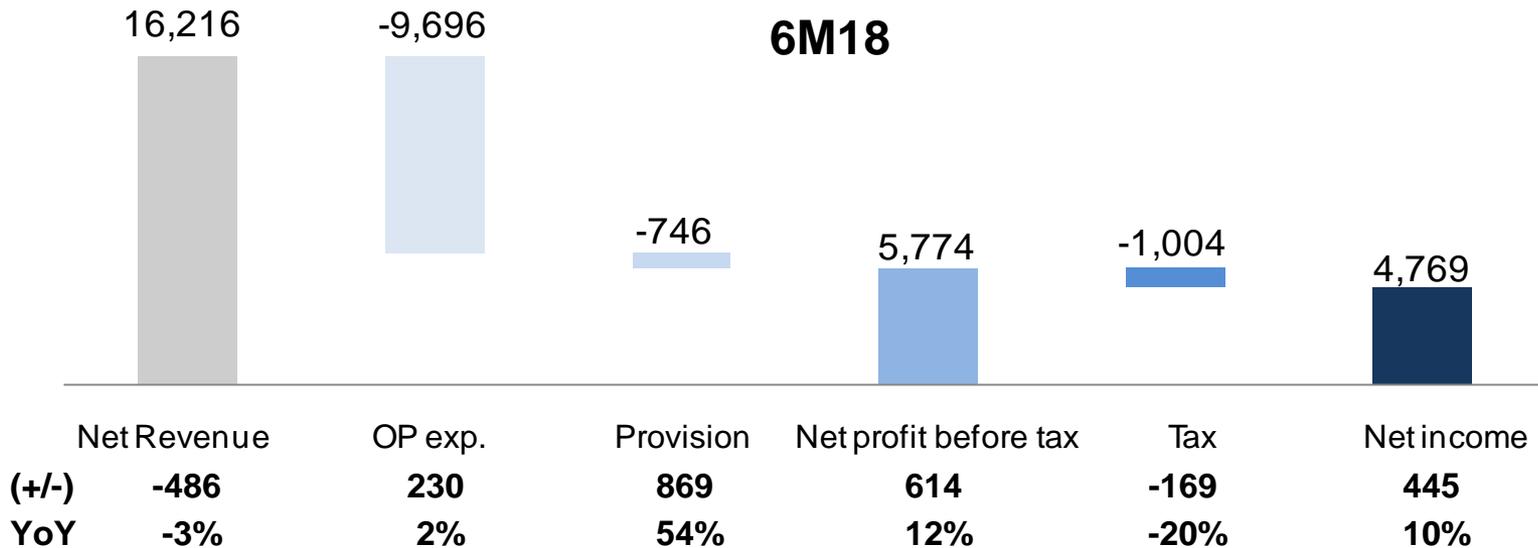
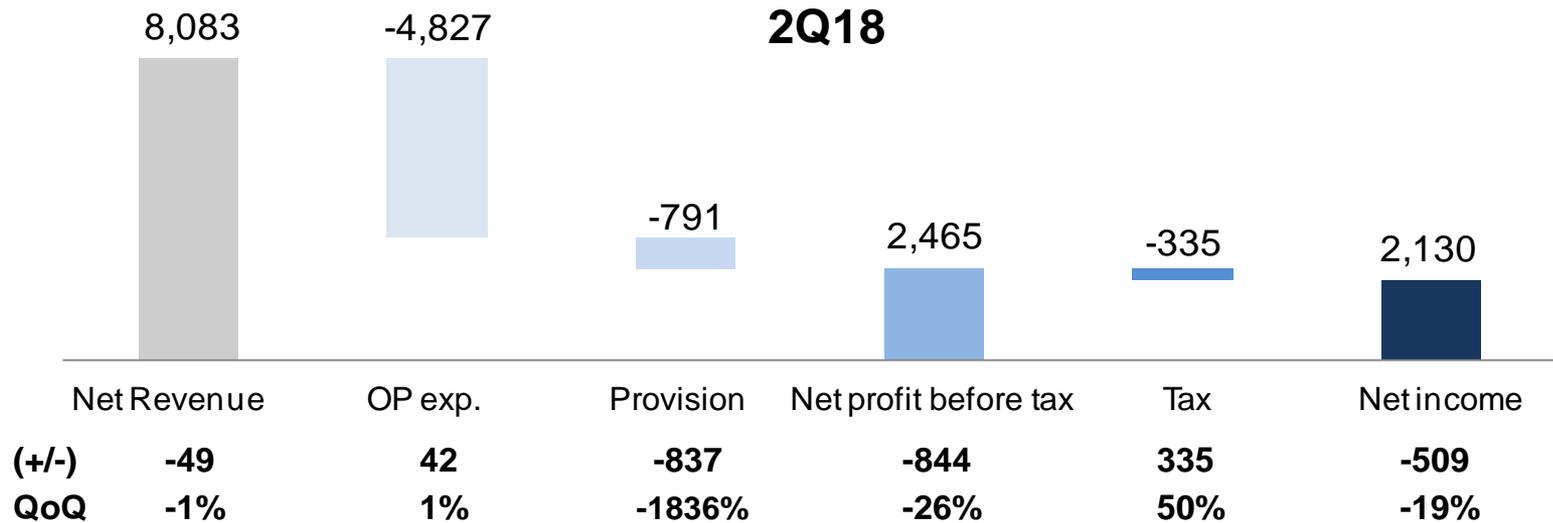
6M18



Note : numbers are presented on consolidated basis.

# SPH P&L Breakdown

NT\$Mn

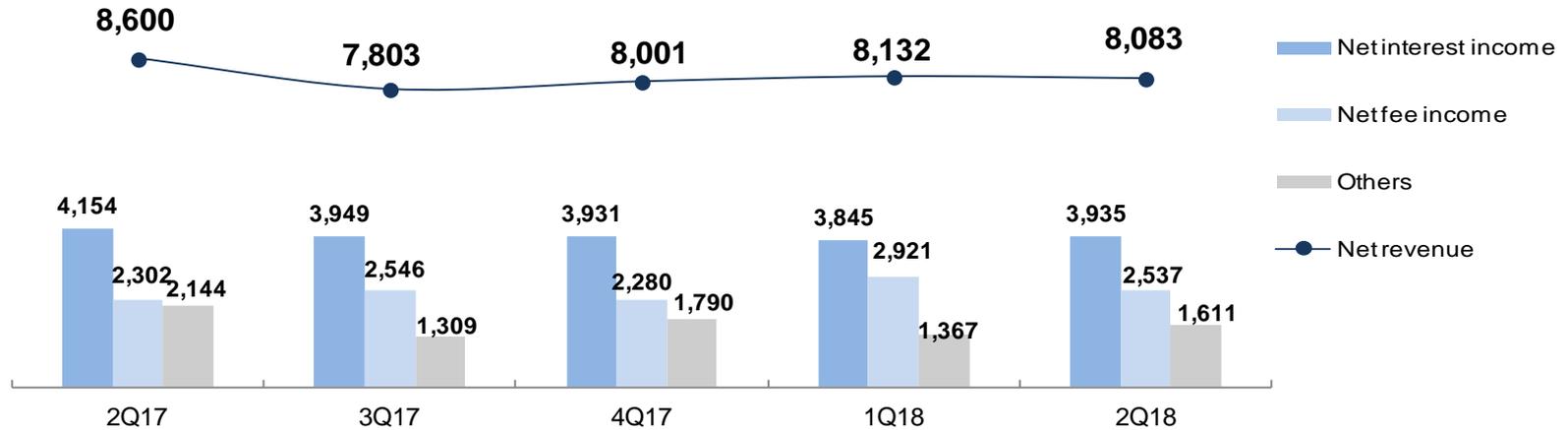


Note : numbers are presented on consolidated basis.

# SPH Net Revenue Breakdown

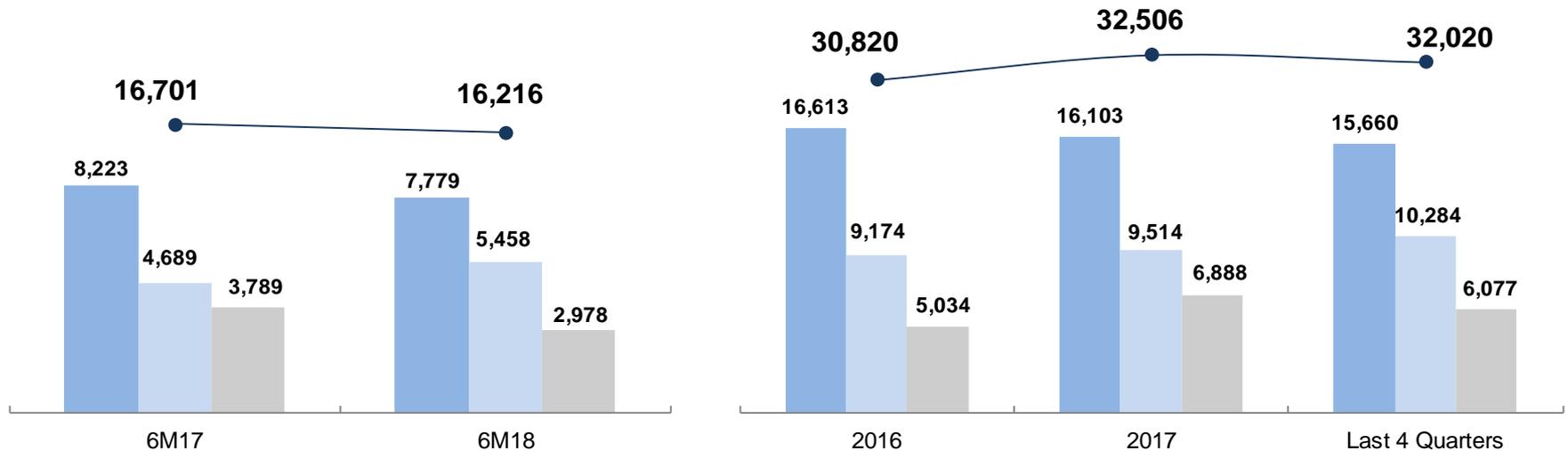
## Quarterly

NT\$Mn



## YoY

## Yearly

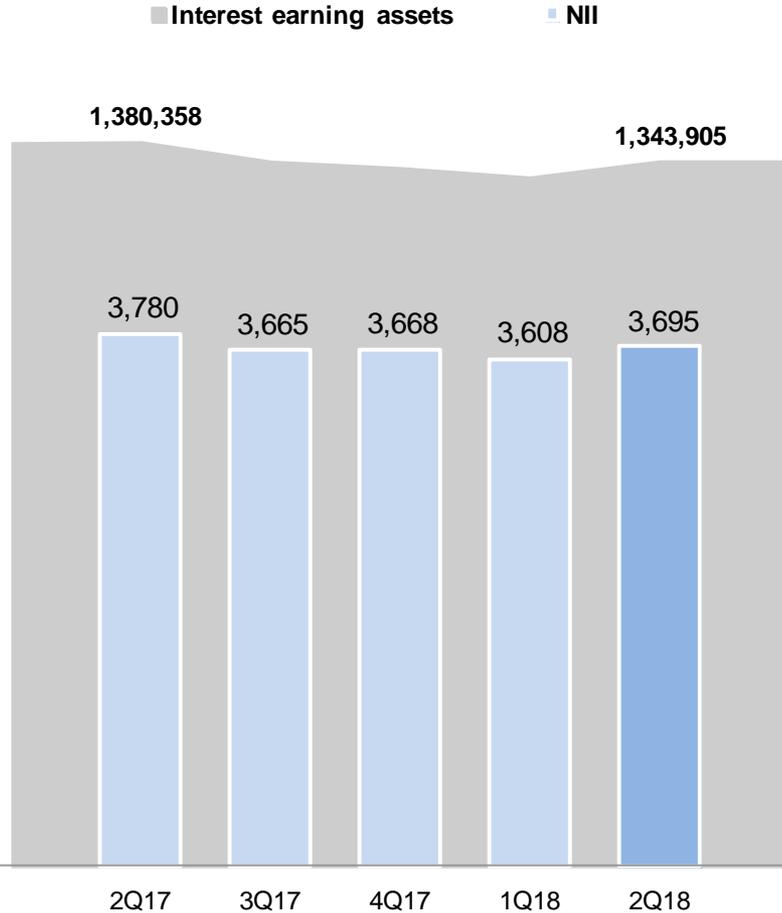


Note: numbers are presented on consolidated basis.

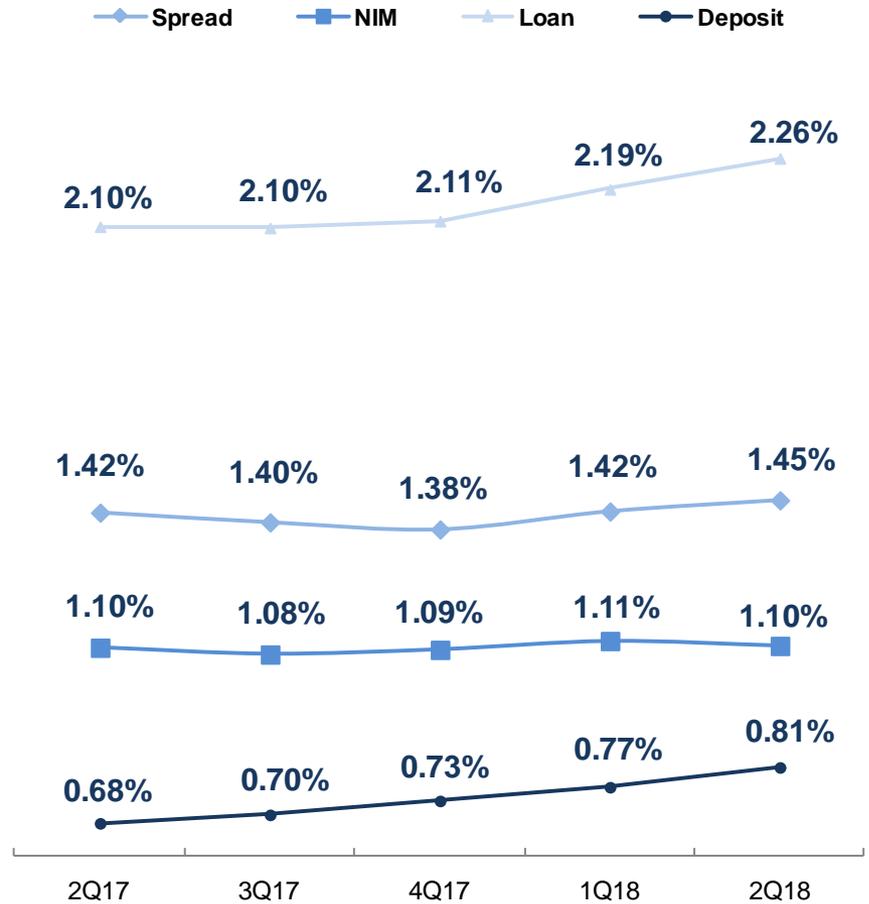
# BSP NIM & Spread

## Interest earning assets & Net interest income

NT\$Mn



## NIM & Spread



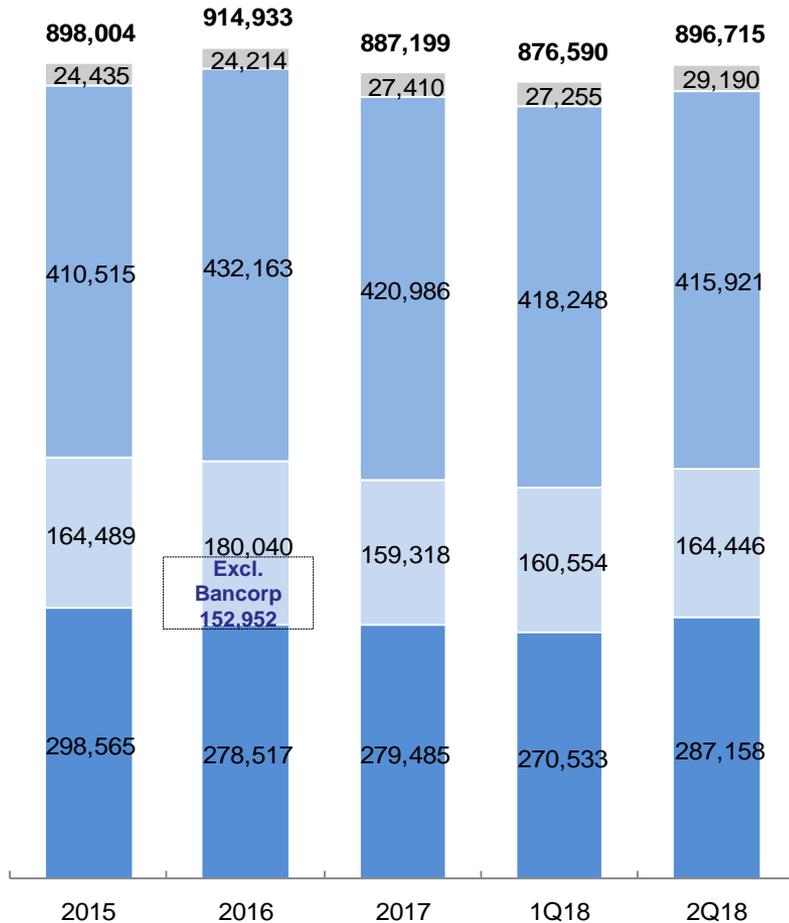
Note: numbers are presented on consolidated basis.

# BSP Loan Portfolio Breakdown

NT\$Mn

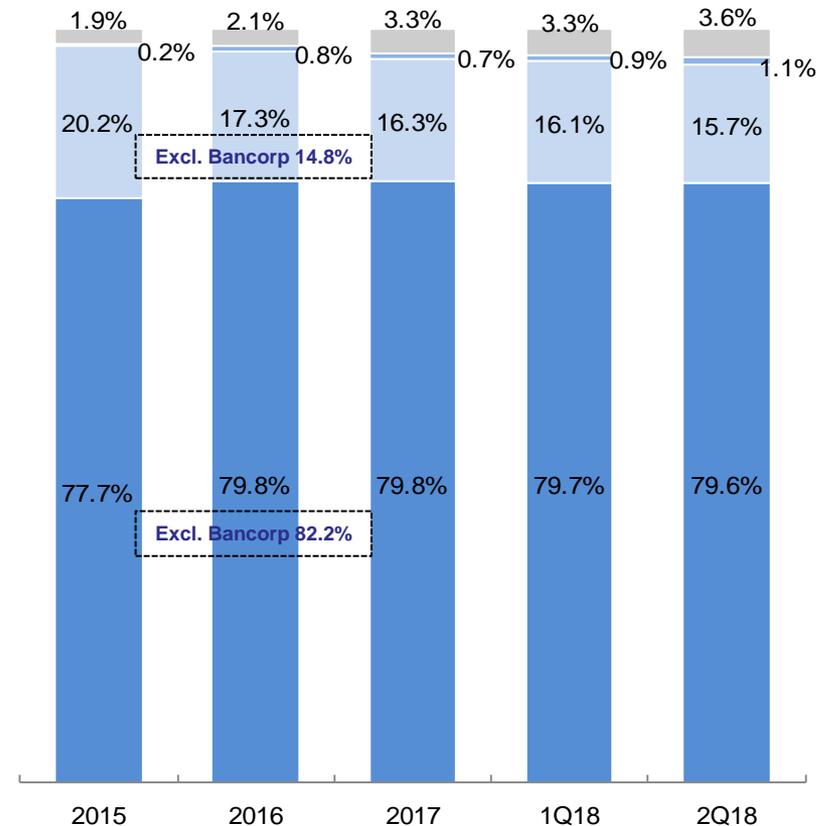
## BSP's Loan

■ Non-SME ■ SME ■ Individual ■ Consumer



## Loan by Currency

■ TWD ■ USD ■ RMB ■ Others



Note1: loans portfolio includes credit card revolving balance and FA, excluding non-accrual loans.

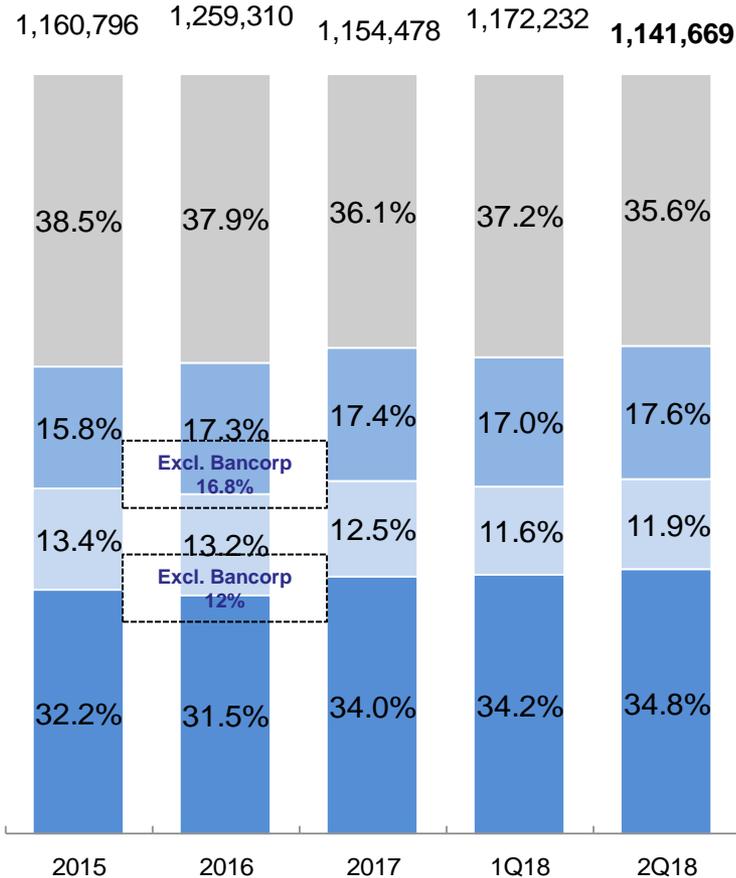
Note2: numbers are presented on consolidated basis.

# BSP Deposit Portfolio Breakdown

## BSP's Deposit

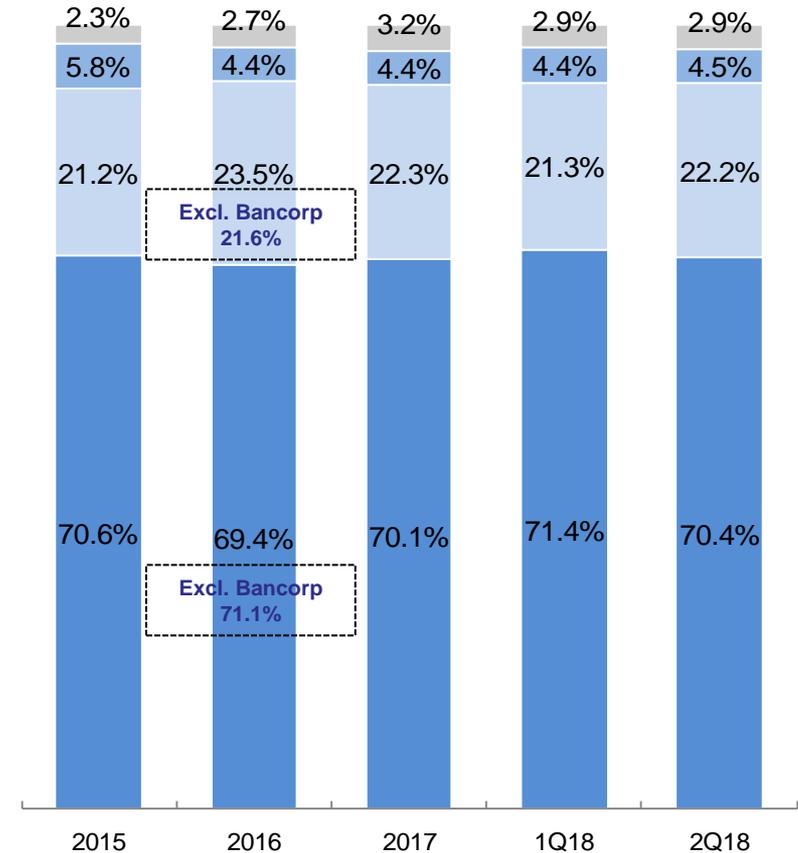
NT\$m

■ NTD Savings   ■ FX Savings   ■ FX TD   ■ NTD TD



## Deposit by Currency

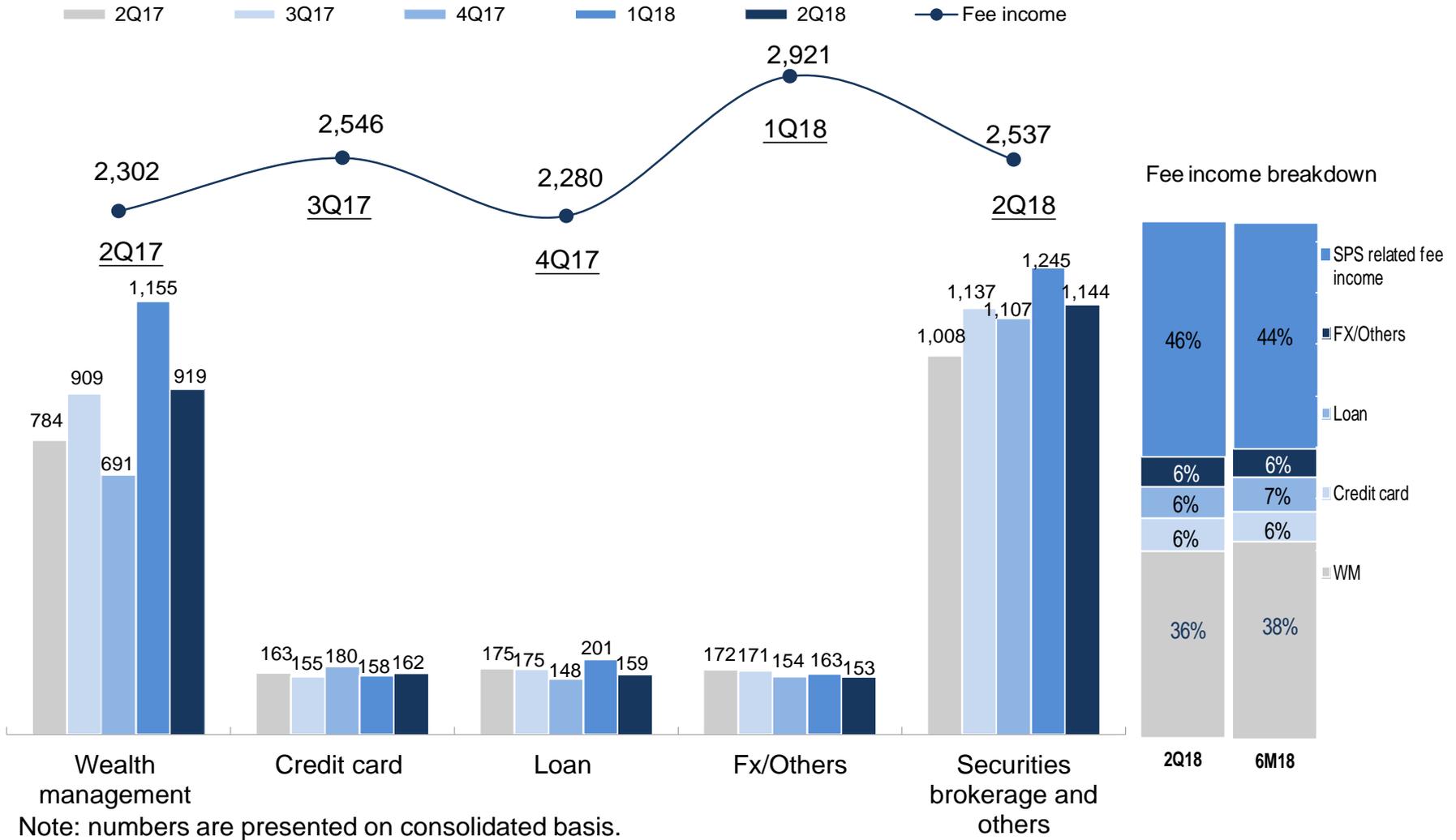
■ TWD   ■ USD   ■ RMB   ■ Others



Note: numbers are presented on consolidated basis.

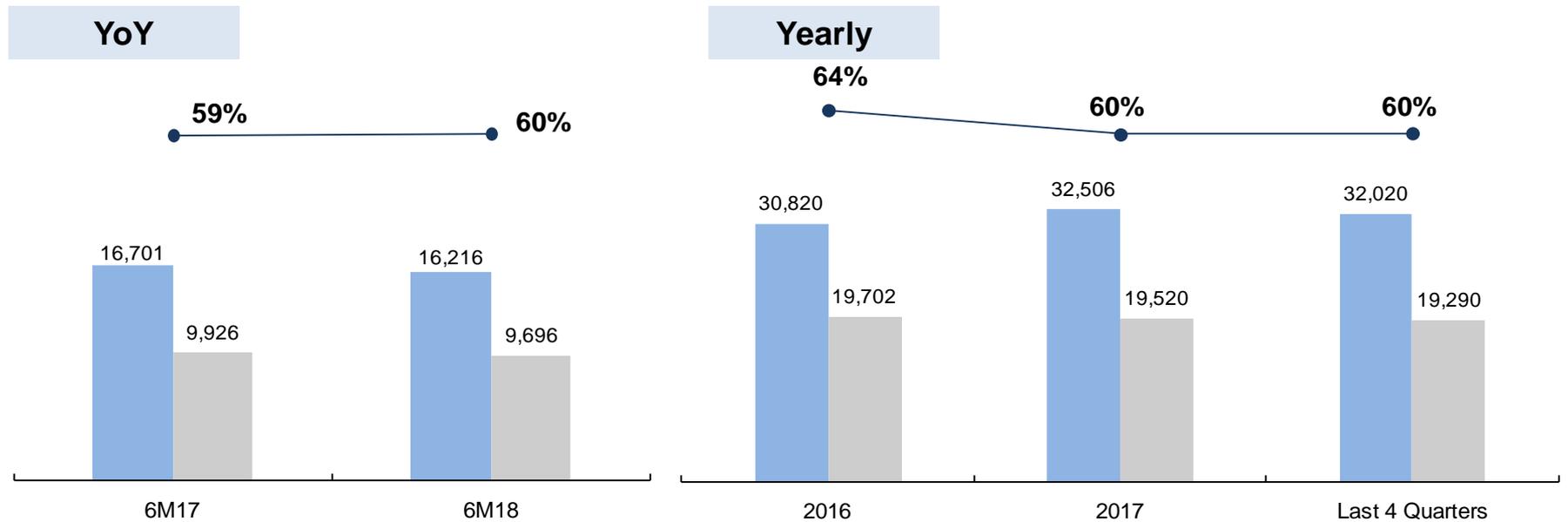
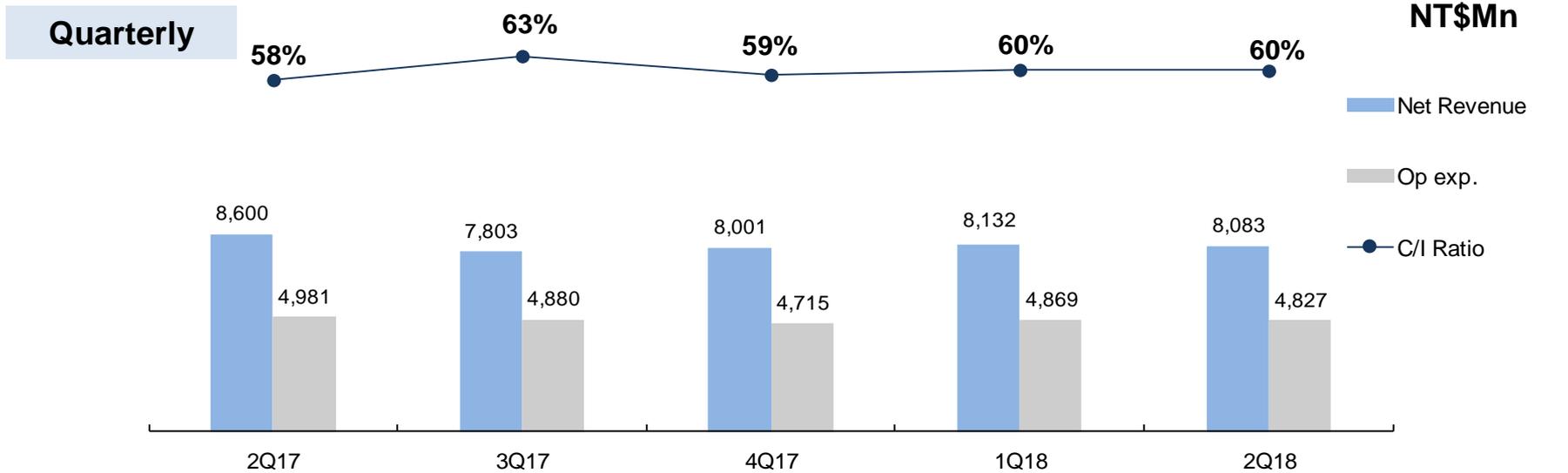
# SPH Fee Income Breakdown

NT\$Mn



Note: numbers are presented on consolidated basis.

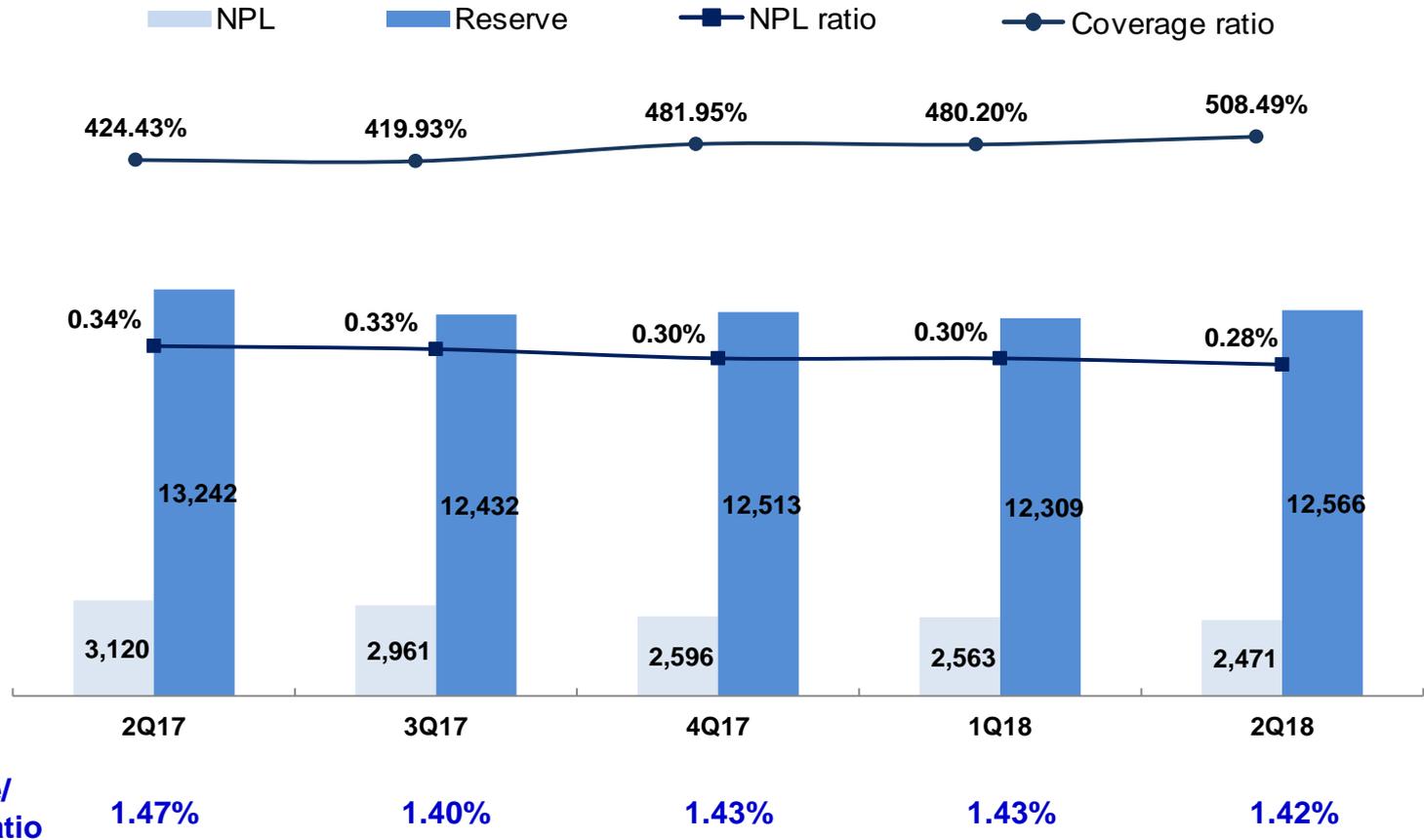
# SPH Operating Expense Breakdown



Note: numbers are presented on consolidated basis.

# BSP Asset Quality

NT\$Mn



Note 1: numbers are based on regulator's definition, excluding FA and credit card revolving balance.

Note 2: numbers are presented on consolidated basis.

# Ethical Corporate Management Committee Progress

## Established Committee

2018.3

SinoPac Holdings (SPH) is the 5<sup>th</sup> holding company to establish an Ethical corporate Management Committee, which consists of 8 independent directors from SinoPac Holdings, Bank SinoPac, and SinoPac Securities, a first among peers

## Enacted Two Regulations

2018.5

SPH enacted two regulations, “The Rules of Processing Reported Cases” and “Procedures for Ethical Management and Guidelines for Conduct”, on 2018.05.25.

## Completed Establishment of Internal and External Whistleblowing System

2018.6

SPH has completed handling, inquisitorial, and processing procedures for reported cases. It set up access to Whistleblower email on the official website, instructed related regulations on Whistleblowing, officially completed the establishment of Internal and external Whistleblowing system.

## Sign by All Related Personnel by Year-end

2018.12

SPH encourages all personnel of SPH and its subsidiaries, including board directors, managers and employees, to sign the Agreement on Ethical Management, and to be determined to implement ethical management. Completion of signing is set to complete by the end of 2018.

# SPH's CSR Vision, Missions and Methods

## Vision

**Building life's well-beingness with financial achievements**

### Missions

### Methods

**Ethics  
and Honesty**

SinoPac will refine corporate governance mechanisms, value in ethics, abide by regulations, uphold integrity, transparency, and responsibility, treat employees, clients, shareholders, and all stakeholders fairly, and provide excellent financial products and services, to become a company that clients love, society respect and employees and shareholders are proud of.

**Wealth  
Accumulation**

SinoPac will assist clients in accumulating wealth by conducting professional services, pursue innovation and continuous growth on financial performances, value career development, salary and welfare of employees, and provide a friendly working environment to create a long-term value for shareholders.

**Environmental  
Sustainability**

SinoPac is committed to promote environmental sustainability management, decrease impacts on environment caused by corporate operation, pay close attention on effects of climate change, promote recycling, develop green products, and promote responsible lending and investment.

**Social  
Prosperity**

SinoPac upholds the spirit of "Using what one took from the society on society itself.", by investing in care for the underprivileged, promoting social welfare program, deepening relations with local businesses, giving back to communities, supporting cultural and artistic activities to fulfill SinoPac's responsibility in society and to create social prosperity.

# Roadmap to Sustainability



# Appendix 1/12

## SPH's Balance Sheet (Consolidated) - Pro Forma

| NT\$ Mn   | Yearly Results   |                  | Quarterly Results |                  |                  |                  |                  | QoQ(%)        | YoY(%)        | YTD(%)       |
|---|------------------|------------------|-------------------|------------------|------------------|------------------|------------------|---------------|---------------|--------------|
|   | 2016             | 2017             | 2Q17              | 3Q17             | 4Q17             | 1Q18             | 2Q18             |               |               |              |
| <b>Assets:</b>  |                  |                  |                   |                  |                  |                  |                  |               |               |              |
| Cash and cash equivalents, net                                    | 28,122           | 28,881           | 34,908            | 26,135           | 28,881           | 27,279           | 27,271           | -0.03         | -21.88        | -5.58        |
| Due from the central bank and call loans to banks, net            | 142,407          | 95,213           | 114,112           | 91,786           | 95,213           | 104,427          | 81,326           | -22.12        | -28.73        | -14.59       |
| Financial assets at fair value through profit or loss             | 117,190          | 132,110          | 121,980           | 126,714          | 132,110          | 131,203          | 124,301          | -5.26         | 1.90          | -5.91        |
| Financial assets at fair value through other comprehensive income | 0                | 0                | 0                 | 0                | 0                | 237,036          | 238,577          | 0.65          | -             | -            |
| Debt instrument investments measured at amortized cost            | 0                | 0                | 0                 | 0                | 0                | 76,495           | 79,440           | 3.85          | -             | -            |
| Securities purchased under agreements to resell                   | 16,759           | 26,717           | 10,469            | 18,572           | 26,717           | 29,875           | 22,935           | -23.23        | 119.09        | -14.15       |
| Receivables, net  | 75,587           | 81,074           | 80,218            | 85,059           | 81,074           | 83,766           | 86,410           | 3.16          | 7.72          | 6.58         |
| Current tax assets  | 393              | 353              | 259               | 320              | 353              | 262              | 329              | 25.43         | 26.80         | -6.90        |
| Discounts and loans, net  | 894,394          | 869,373          | 917,116           | 886,869          | 869,373          | 860,994          | 880,441          | 2.26          | -4.00         | 1.27         |
| Available-for-sale financial assets                               | 241,795          | 231,553          | 244,044           | 252,406          | 231,553          | 0                | 0                | -             | -100.00       | -100.00      |
| Held-to-maturity financial assets                                 | 78,132           | 56,608           | 68,872            | 59,826           | 56,608           | 0                | 0                | -             | -100.00       | -100.00      |
| Investments accounted for using the equity method, net            | 420              | 401              | 401               | 364              | 401              | 439              | 447              | 1.75          | 11.47         | 11.52        |
| Other financial assets, net                                       | 45,467           | 34,933           | 43,278            | 35,348           | 34,933           | 31,330           | 35,215           | 12.40         | -18.63        | 0.81         |
| Investment property, net  | 2,650            | 2,607            | 2,623             | 2,644            | 2,607            | 2,601            | 2,615            | 0.53          | -0.32         | 0.31         |
| Property, plant and equipment, net                                | 12,565           | 12,307           | 12,468            | 12,372           | 12,307           | 12,615           | 12,612           | -0.02         | 1.15          | 2.48         |
| Intangible assets, net  | 3,209            | 2,335            | 3,051             | 2,501            | 2,335            | 2,310            | 2,310            | -0.02         | -24.31        | -1.07        |
| Deferred tax assets   | 2,989            | 2,257            | 2,980             | 2,163            | 2,257            | 2,373            | 2,345            | -1.20         | -21.32        | 3.88         |
| Other assets, net   | 16,852           | 22,439           | 19,207            | 23,542           | 22,439           | 20,989           | 21,227           | 1.13          | 10.52         | -5.40        |
| <b>Total Assets</b>   | <b>1,678,930</b> | <b>1,599,161</b> | <b>1,675,985</b>  | <b>1,626,620</b> | <b>1,599,161</b> | <b>1,623,993</b> | <b>1,617,800</b> | <b>-0.38</b>  | <b>-3.47</b>  | <b>1.17</b>  |
| <b>Liabilities and equity</b>                                     |                  |                  |                   |                  |                  |                  |                  |               |               |              |
| <b>Liabilities</b>  |                  |                  |                   |                  |                  |                  |                  |               |               |              |
| Deposits from the central bank and banks                          | 29,855           | 29,621           | 36,038            | 31,626           | 29,621           | 43,338           | 53,635           | 23.76         | 48.83         | 81.07        |
| Commercial paper payable, net                                     | 46,820           | 44,881           | 47,796            | 45,602           | 44,881           | 49,924           | 50,365           | 0.88          | 5.38          | 12.22        |
| Financial liabilities at fair value through profit or loss        | 26,802           | 24,036           | 20,448            | 22,910           | 24,036           | 25,499           | 29,942           | 17.42         | 46.43         | 24.57        |
| Derivative financial liabilities for hedging                      | 20               | 0                | 14                | 0                | 0                | 0                | 0                | -             | -100.00       | -            |
| Securities sold under agreement to repurchase                     | 45,687           | 66,004           | 71,057            | 70,658           | 66,004           | 59,538           | 61,967           | 4.08          | -12.79        | -6.12        |
| Payables  | 34,746           | 40,590           | 37,001            | 41,188           | 40,590           | 34,672           | 43,555           | 25.62         | 17.71         | 7.31         |
| Current tax liabilities   | 791              | 1,093            | 811               | 824              | 1,093            | 1,429            | 1,029            | -28.03        | 26.83         | -5.91        |
| Deposit and remittances   | 1,249,596        | 1,148,591        | 1,212,169         | 1,165,207        | 1,148,591        | 1,167,504        | 1,137,099        | -2.60         | -6.19         | -1.00        |
| Bonds payable   | 41,779           | 42,530           | 45,570            | 45,569           | 42,530           | 41,531           | 42,681           | 2.77          | -6.34         | 0.36         |
| Short-term borrowings   | 12,382           | 8,042            | 15,408            | 11,765           | 8,042            | 9,266            | 10,003           | 7.95          | -35.08        | 24.39        |
| Long-term borrowings  | 13,616           | 9,271            | 9,641             | 7,899            | 9,271            | 4,232            | 3,475            | -17.88        | -63.96        | -62.52       |
| Liabilities component of preferred stocks                         | 18               | 18               | 18                | 18               | 18               | 18               | 18               | 0.00          | 0.00          | 0.00         |
| Provisions  | 3,215            | 3,122            | 3,138             | 3,008            | 3,122            | 3,366            | 3,296            | -2.08         | 5.04          | 5.59         |
| Other financial liabilities                                       | 30,482           | 29,734           | 32,960            | 29,392           | 29,734           | 29,247           | 31,261           | 6.89          | -5.15         | 5.14         |
| Deferred tax liabilities  | 1,562            | 1,281            | 1,469             | 1,273            | 1,281            | 1,404            | 1,428            | 1.72          | -2.81         | 11.47        |
| Other liabilities   | 7,662            | 12,087           | 8,478             | 12,970           | 12,087           | 11,899           | 9,875            | -17.01        | 16.47         | -18.31       |
| <b>Total liabilities</b>  | <b>1,545,032</b> | <b>1,460,901</b> | <b>1,542,016</b>  | <b>1,489,909</b> | <b>1,460,901</b> | <b>1,482,867</b> | <b>1,479,629</b> | <b>-0.22</b>  | <b>(4.05)</b> | <b>1.28</b>  |
| Capital stock   | 106,764          | 110,501          | 110,501           | 110,501          | 110,501          | 110,501          | 112,711          | 2.00          | 2.00          | 2.00         |
| Capital surplus   | 2,227            | 2,229            | 2,229             | 2,229            | 2,229            | 2,229            | 2,478            | 11.17         | 11.17         | 11.17        |
| Retained earnings   | 24,017           | 25,547           | 20,933            | 23,449           | 25,547           | 28,332           | 22,731           | -19.77        | 8.59          | -11.02       |
| Other equity  | 833              | (20)             | 304               | 530              | -20              | 60               | 248              | 312.87        | -18.38        | NA           |
| <b>Total equity attributable to owners of the parent</b>          | <b>133,840</b>   | <b>138,256</b>   | <b>133,966</b>    | <b>136,708</b>   | <b>138,256</b>   | <b>141,122</b>   | <b>138,168</b>   | <b>-2.09</b>  | <b>3.14</b>   | <b>-0.06</b> |
| Non-controlling interests   | 58               | 4                | 3                 | 3                | 4                | 4                | 4                | -0.91         | 1.88          | 0.64         |
| <b>TOTAL</b>  | <b>1,678,930</b> | <b>1,599,161</b> | <b>1,675,985</b>  | <b>1,626,620</b> | <b>1,599,161</b> | <b>1,623,993</b> | <b>1,617,800</b> | <b>(0.38)</b> | <b>(3.47)</b> | <b>1.17</b>  |

# Appendix 2/12

## Balance Sheet of SPH and its subsidiaries for the 6 months ended Jun. 30, 2018

| NT\$Mn  | BSP<br>(Consolidated) | SPS<br>(Consolidated) | Trust        | Leasing<br>(Consolidated) | Others         | Sum              | Adj. Items      | SPH<br>(Consolidated) |
|---|-----------------------|-----------------------|--------------|---------------------------|----------------|------------------|-----------------|-----------------------|
| <b>Assets:</b>  |                       |                       |              |                           |                |                  |                 |                       |
| Cash and cash equivalents, net                                    | 20,804                | 7,200                 | 221          | 1,057                     | 546            | 29,828           | -2,557          | 27,271                |
| Due from the central bank and call loans to banks, net            | 81,326                | 0                     | 0            | 0                         | 0              | 81,326           | 0               | 81,326                |
| Financial assets at fair value through profit or loss             | 67,162                | 55,233                | 1            | 0                         | 1,955          | 124,351          | -50             | 124,301               |
| Financial assets at fair value through other comprehensive income | 233,722               | 4,493                 | 0            | 0                         | 362            | 238,577          | 0               | 238,577               |
| Debt instrument investments measured at amortized cost            | 78,413                | 0                     | 0            | 1,027                     | 0              | 79,440           | 0               | 79,440                |
| Securities purchased under agreements to resell                   | 22,312                | 2,899                 | 0            | 0                         | 0              | 25,211           | -2,276          | 22,935                |
| Receivables, net  | 46,495                | 36,663                | 27           | 3,186                     | 7,911          | 94,283           | -7,873          | 86,410                |
| Current tax assets  | 1,391                 | 100                   | 7            | 49                        | 705            | 2,252            | -1,923          | 329                   |
| Discounts and loans, net  | 877,615               | 0                     | 0            | 3,685                     | 0              | 881,301          | -860            | 880,441               |
| Investments accounted for using the equity method, net            | 0                     | 0                     | 348          | 0                         | 157,266        | 157,614          | -157,167        | 447                   |
| Other financial assets, net                                       | 11,470                | 21,025                | 861          | 4,081                     | 1,396          | 38,833           | -3,618          | 35,215                |
| Investment property, net  | 1,220                 | 0                     | 0            | 4,948                     | 184            | 6,353            | -3,738          | 2,615                 |
| Property, plant and equipment, net                                | 9,286                 | 2,166                 | 3            | 89                        | 23             | 11,567           | 1,045           | 12,612                |
| Intangible assets, net  | 1,318                 | 972                   | 2            | 10                        | 8              | 2,310            | 0               | 2,310                 |
| Deferred tax assets   | 1,614                 | 423                   | 1            | 216                       | 90             | 2,345            | 0               | 2,345                 |
| Other assets, net   | 4,802                 | 14,918                | 151          | 1,367                     | 36             | 21,276           | -49             | 21,227                |
| <b>Total Assets</b>   | <b>1,458,952</b>      | <b>146,093</b>        | <b>1,624</b> | <b>19,716</b>             | <b>170,481</b> | <b>1,796,866</b> | <b>-179,066</b> | <b>1,617,800</b>      |
| <b>Liabilities and equity</b>                                     |                       |                       |              |                           |                |                  |                 |                       |
| <b>Liabilities</b>  |                       |                       |              |                           |                |                  |                 |                       |
| Deposits from the central bank and banks                          | 53,635                | 0                     | 0            | 0                         | 0              | 53,635           | 0               | 53,635                |
| Commercial paper payable, net                                     | 0                     | 23,128                | 0            | 6,282                     | 20,956         | 50,365           | 0               | 50,365                |
| Financial liabilities at fair value through profit or loss        | 25,009                | 4,943                 | 0            | 0                         | 0              | 29,951           | -10             | 29,942                |
| Securities sold under agreement to repurchase                     | 28,571                | 35,672                | 0            | 0                         | 0              | 64,243           | -2,276          | 61,967                |
| Payables  | 23,346                | 21,895                | 31           | 473                       | 5,683          | 51,428           | -7,872          | 43,555                |
| Current tax liabilities   | 490                   | 209                   | 1            | 105                       | 2,147          | 2,952            | -1,923          | 1,029                 |
| Deposit and remittances   | 1,142,854             | 0                     | 0            | 0                         | 0              | 1,142,854        | -5,755          | 1,137,099             |
| Bonds payable   | 39,721                | 3,000                 | 0            | 0                         | 0              | 42,721           | -40             | 42,681                |
| Short-term borrowings   | 0                     | 7,272                 | 0            | 2,731                     | 0              | 10,003           | 0               | 10,003                |
| Long-term borrowings  | 0                     | 0                     | 0            | 4,335                     | 0              | 4,335            | -860            | 3,475                 |
| Liabilities component of preferred stocks                         | 0                     | 0                     | 0            | 0                         | 18             | 18               | 0               | 18                    |
| Provisions  | 2,883                 | 375                   | 3            | 20                        | 15             | 3,296            | 0               | 3,296                 |
| Other financial liabilities                                       | 13,328                | 18,353                | 0            | 0                         | 0              | 31,682           | -420            | 31,261                |
| Deferred tax liabilities  | 817                   | 94                    | 4            | 501                       | 12             | 1,428            | 0               | 1,428                 |
| Other liabilities   | 3,606                 | 5,349                 | 44           | 924                       | 0              | 9,924            | -49             | 9,875                 |
| <b>Total liabilities</b>  | <b>1,334,258</b>      | <b>120,290</b>        | <b>83</b>    | <b>15,373</b>             | <b>28,831</b>  | <b>1,498,835</b> | <b>-19,206</b>  | <b>1,479,629</b>      |
| Share capital   | 86,061                | 16,212                | 1,420        | 4,681                     | 114,951        | 223,325          | -110,614        | 112,711               |
| Capital surplus   | 12,397                | 477                   | 1            | 1                         | 2,481          | 15,356           | -12,879         | 2,478                 |
| Retained earnings   | 26,036                | 9,146                 | 138          | -265                      | 23,811         | 58,866           | -36,134         | 22,731                |
| Other equity  | 200                   | 152                   | -18          | -74                       | 221            | 481              | -233            | 248                   |
| <b>Total equity attributable to owners of the parent</b>          | <b>124,694</b>        | <b>25,987</b>         | <b>1,541</b> | <b>4,343</b>              | <b>141,463</b> | <b>298,028</b>   | <b>-159,860</b> | <b>138,168</b>        |
| Non-controlling interests   | 0                     | 0                     | 0            | 0                         | 4              | 4                | 0               | 4                     |
| <b>TOTAL</b>  | <b>1,458,952</b>      | <b>146,277</b>        | <b>1,624</b> | <b>19,716</b>             | <b>170,297</b> | <b>1,796,866</b> | <b>-179,066</b> | <b>1,617,800</b>      |

# Appendix 3/12

## SPH's P&L (Consolidated)

| NT\$ Mn   | Yearly Results |               | Quarterly Results |              |              |              |              |               |               | YTD Results   |               |              |
|---|----------------|---------------|-------------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|--------------|
|   | 2016           | 2017          | 2Q17              | 3Q17         | 4Q17         | 1Q18         | 2Q18         | QoQ(%)        | YoY(%)        | 6M17          | 6M18          | YoY(%)       |
| Interest revenue  | 27,672         | 28,202        | 7,143             | 7,014        | 7,003        | 6,925        | 7,251        | 4.71          | 1.51          | 14,184        | 14,176        | -0.06        |
| Interest expense  | 11,059         | 12,099        | 2,990             | 3,065        | 3,072        | 3,080        | 3,316        | 7.65          | 10.92         | 5,961         | 6,396         | 7.30         |
| <b>Net interest income</b>  | <b>16,613</b>  | <b>16,103</b> | <b>4,154</b>      | <b>3,949</b> | <b>3,931</b> | <b>3,845</b> | <b>3,935</b> | <b>2.35</b>   | <b>-5.26</b>  | <b>8,223</b>  | <b>7,779</b>  | <b>-5.39</b> |
| <b>Net revenues other than interest</b>   |                |               |                   |              |              |              |              |               |               |               |               |              |
| Commissions and fee revenues, net   | 9,174          | 9,514         | 2,302             | 2,546        | 2,280        | 2,921        | 2,537        | -13.12        | 10.24         | 4,689         | 5,458         | 16.40        |
| Gains from financial assets and liabilities at fair value through P/L                     | 3,477          | 5,771         | 1,356             | 1,309        | 1,648        | 1,039        | 397          | -61.76        | -70.69        | 2,814         | 1,437         | -48.94       |
| Gain (loss) on investment property  | 53             | 0             | 0                 | 0            | 0            | 0            | 0            | -             | -             | 0             | 0             | -            |
| Realized gain (loss) on financial assets at fair value through other comprehensive income | 0              | 0             | 0                 | 0            | 0            | -3           | 79           | NA            | -             | 0             | 75            | -            |
| Realized gains from available-for-sale financial assets                                   | 446            | 531           | 208               | 180          | 118          | -            | -            | -             | -             | 233           | -             | -            |
| Realized gain (loss) on HTM financial assets  | 0              | 0             | 0                 | 0            | 0            | -            | -            | -             | -             | 0             | -             | -            |
| Gains on unquoted equity instruments  | 165            | 125           | 92                | 20           | 1            | -            | -            | -             | -             | 104           | -             | -            |
| Share of profit (loss) of associates and joint ventures accounted for using equity method | -12            | 34            | 3                 | -652         | 694          | 31           | 12           | -61.66        | 289.76        | -9            | 43            | NA           |
| Foreign exchange gains, net   | 164            | 853           | 412               | 246          | 174          | 199          | 991          | 397.87        | 140.82        | 432           | 1,190         | 175.39       |
| (Impairment losses) reversal gains on assets  | 40             | -380          | -80               | 72           | -393         | 2            | 8            | 271.48        | NA            | -58           | 10            | NA           |
| Rental revenue  | 153            | 142           | 36                | 35           | 36           | 34           | 34           | 0.33          | -4.50         | 71            | 68            | -4.12        |
| Other revenues, net   | 546            | -187          | 118               | 98           | -488         | 65           | 89           | 37.72         | -24.10        | 202           | 154           | -23.62       |
| <b>Total net revenues</b>   | <b>30,820</b>  | <b>32,506</b> | <b>8,600</b>      | <b>7,803</b> | <b>8,001</b> | <b>8,132</b> | <b>8,083</b> | <b>-0.61</b>  | <b>-6.01</b>  | <b>16,701</b> | <b>16,216</b> | <b>-2.91</b> |
| <b>Bad debt expenses and guarantee liability provisions</b>                               | 1,592          | 2,436         | 1,308             | 126          | 694          | -46          | 791          | NA            | -39.47        | 1,615         | 746           | -53.82       |
| <b>Operating expenses</b>   | <b>19,702</b>  | <b>19,520</b> | <b>4,981</b>      | <b>4,880</b> | <b>4,715</b> | <b>4,869</b> | <b>4,827</b> | <b>-0.87</b>  | <b>-3.09</b>  | <b>9,926</b>  | <b>9,696</b>  | <b>-2.32</b> |
| Employee benefits expense   | 12,100         | 12,233        | 3,186             | 3,035        | 2,788        | 3,182        | 3,064        | -3.69         | -3.84         | 6,409         | 6,246         | -2.55        |
| Depreciation and amortization   | 1,049          | 1,063         | 261               | 258          | 257          | 236          | 243          | 2.78          | -6.80         | 549           | 479           | -12.66       |
| Others  | 6,553          | 6,224         | 1,534             | 1,587        | 1,669        | 1,451        | 1,520        | 4.73          | -0.90         | 2,968         | 2,971         | 0.10         |
| <b>Bad debts and guarantee liability provisions &amp; Operating expenses</b>              | <b>21,294</b>  | <b>21,956</b> | <b>6,288</b>      | <b>5,006</b> | <b>5,409</b> | <b>4,824</b> | <b>5,618</b> | <b>16.48</b>  | <b>-10.65</b> | <b>11,541</b> | <b>10,442</b> | <b>-9.52</b> |
| Income (loss) before income tax   | 9,526          | 10,550        | 2,312             | 2,798        | 2,592        | 3,309        | 2,465        | -25.51        | 6.63          | 5,160         | 5,774         | 11.89        |
| Income tax (benefit) expense  | 1,245          | 1,465         | 351               | 281          | 349          | 670          | 335          | -49.99        | -4.60         | 836           | 1,004         | 20.20        |
| <b>Profit (loss)</b>  | <b>8,282</b>   | <b>9,084</b>  | <b>1,961</b>      | <b>2,516</b> | <b>2,244</b> | <b>2,639</b> | <b>2,130</b> | <b>-19.30</b> | <b>8.64</b>   | <b>4,324</b>  | <b>4,769</b>  | <b>10.29</b> |



# Appendix 5/12

## BSP's Balance Sheet (Consolidated)

| NT\$Mn  | Yearly Results   |                  | Quarterly Results |                  |                  |                  |                  |              |              |              |
|---|------------------|------------------|-------------------|------------------|------------------|------------------|------------------|--------------|--------------|--------------|
|   | 2016             | 2017             | 2Q17              | 3Q17             | 4Q17             | 1Q18             | 2Q18             | QoQ(%)       | YoY(%)       | YTD(%)       |
| <b>Assets</b>   |                  |                  |                   |                  |                  |                  |                  |              |              |              |
| Cash and cash equivalents   | 22,299           | 24,285           | 27,886            | 20,267           | 24,285           | 22,420           | 20,804           | -7.21        | -25.40       | -14.34       |
| Due from the central bank and call loans to banks                 | 142,407          | 95,213           | 114,112           | 91,786           | 95,213           | 104,427          | 81,326           | -22.12       | -28.73       | -14.59       |
| Financial assets at fair value through profit or loss             | 59,381           | 70,615           | 60,363            | 64,513           | 70,615           | 70,967           | 67,162           | -5.36        | 11.26        | -4.89        |
| Financial assets at fair value through other comprehensive income | 0                | 0                | 0                 | 0                | 0                | 232,450          | 233,722          | 0.55         | -            | -            |
| Debt instrument investments measured at amortized cost            | 0                | 0                | 0                 | 0                | 0                | 75,468           | 78,413           | 3.90         | -            | -            |
| Securities purchased under agreements to resell                   | 7,862            | 23,553           | 7,023             | 14,911           | 23,553           | 26,968           | 22,312           | -17.26       | 217.72       | -5.27        |
| Receivables, net  | 35,623           | 43,555           | 40,240            | 45,992           | 43,555           | 45,733           | 46,495           | 1.67         | 15.55        | 6.75         |
| Current tax assets  | 1,393            | 1,411            | 1,349             | 1,367            | 1,411            | 1,320            | 1,391            | 5.33         | 3.09         | -1.45        |
| Discounts and loans, net  | 889,038          | 865,990          | 912,212           | 883,034          | 865,990          | 857,656          | 877,615          | 2.33         | -3.79        | 1.34         |
| Available-for-sale financial assets                               | 238,316          | 227,095          | 239,649           | 247,922          | 227,095          | 0                | 0                | -            | -100.00      | -100.00      |
| Held-to-maturity investments                                      | 78,132           | 56,608           | 68,872            | 59,826           | 56,608           | 0                | 0                | -            | -100.00      | -100.00      |
| Investments accounted for using equity method, net                | 55               | 0                | 48                | 0                | 0                | 0                | 0                | -            | -100.00      | -            |
| Other financial assets, net                                       | 13,848           | 7,253            | 13,507            | 9,273            | 7,253            | 8,462            | 11,470           | 35.55        | -15.08       | 58.14        |
| Investment property, net  | 1,247            | 1,207            | 1,220             | 1,220            | 1,207            | 1,204            | 1,220            | 1.32         | 0.05         | 1.06         |
| Property, plant and equipment, net                                | 9,135            | 8,977            | 9,089             | 9,024            | 8,977            | 9,301            | 9,286            | -0.16        | 2.17         | 3.44         |
| Intangible assets, net  | 1,888            | 1,326            | 1,807             | 1,280            | 1,326            | 1,321            | 1,318            | -0.24        | -27.07       | -0.63        |
| Deferred tax assets   | 2,551            | 1,741            | 2,429             | 1,674            | 1,741            | 1,701            | 1,614            | -5.08        | -33.54       | -7.26        |
| Other assets, net   | 2,480            | 4,378            | 3,988             | 5,445            | 4,378            | 4,237            | 4,802            | 13.35        | 20.41        | 9.68         |
| <b>Total</b>  | <b>1,505,653</b> | <b>1,433,208</b> | <b>1,503,793</b>  | <b>1,457,536</b> | <b>1,433,208</b> | <b>1,463,635</b> | <b>1,458,952</b> | <b>-0.32</b> | <b>-2.98</b> | <b>1.80</b>  |
| <b>Liabilities and Equity</b>                                     |                  |                  |                   |                  |                  |                  |                  |              |              |              |
| <b>Liabilities</b>  |                  |                  |                   |                  |                  |                  |                  |              |              |              |
| Deposits from the central bank and banks                          | 29,855           | 29,621           | 36,038            | 31,626           | 29,621           | 43,338           | 53,635           | 23.76        | 48.83        | 81.07        |
| Financial liabilities at fair value through profit or loss        | 21,085           | 20,313           | 14,068            | 19,150           | 20,313           | 19,643           | 25,009           | 27.32        | 77.78        | 23.11        |
| Derivative financial liabilities for hedging                      | 20               | 0                | 14                | 0                | 0                | 0                | 0                | -            | -100.00      | -            |
| Securities sold under agreement to repurchase                     | 1,837            | 26,179           | 27,796            | 28,665           | 26,179           | 25,011           | 28,571           | 14.23        | 2.79         | 9.14         |
| Payable   | 16,884           | 16,576           | 15,788            | 14,294           | 16,576           | 14,663           | 23,346           | 59.22        | 47.87        | 40.84        |
| Current tax liabilities   | 565              | 552              | 506               | 378              | 552              | 763              | 490              | -35.79       | -3.27        | -11.23       |
| Deposit and remittance bank debentures                            | 1,255,712        | 1,154,487        | 1,221,966         | 1,173,735        | 1,154,487        | 1,172,355        | 1,142,854        | -2.52        | -6.47        | -1.01        |
| Other financial liabilities                                       | 41,779           | 39,570           | 45,570            | 45,569           | 39,570           | 38,571           | 39,721           | 2.98         | -12.84       | 0.38         |
| Provisions  | 12,370           | 12,256           | 14,865            | 13,214           | 12,256           | 12,977           | 13,328           | 2.70         | -10.34       | 8.74         |
| Deferred tax liabilities  | 2,849            | 2,711            | 2,772             | 2,641            | 2,711            | 2,953            | 2,883            | -2.39        | 3.99         | 6.35         |
| Other liabilities   | 961              | 747              | 933               | 743              | 747              | 761              | 817              | 7.35         | -12.41       | 9.34         |
| Other liabilities   | 2,014            | 5,193            | 1,893             | 3,850            | 5,193            | 5,234            | 3,606            | -31.11       | 90.43        | -30.57       |
| <b>Total liabilities</b>  | <b>1,385,931</b> | <b>1,308,206</b> | <b>1,382,209</b>  | <b>1,333,865</b> | <b>1,308,206</b> | <b>1,336,268</b> | <b>1,334,258</b> | <b>-0.15</b> | <b>-3.47</b> | <b>1.99</b>  |
| Capital stock   | 83,955           | 86,061           | 86,061            | 86,061           | 86,061           | 86,061           | 86,061           | 0.00         | 0.00         | 0.00         |
| Capital surplus   | 12,148           | 12,148           | 12,148            | 12,148           | 12,148           | 12,148           | 12,397           | 2.05         | 2.05         | 2.05         |
| Retained earnings   | 23,777           | 26,959           | 23,644            | 25,227           | 26,959           | 28,770           | 26,036           | -9.50        | 10.12        | -3.42        |
| Other equity  | -157             | -166             | -269              | 235              | -166             | 389              | 200              | -48.41       | NA           | NA           |
| <b>Total equity</b>   | <b>119,722</b>   | <b>125,002</b>   | <b>121,584</b>    | <b>123,671</b>   | <b>125,002</b>   | <b>127,367</b>   | <b>124,694</b>   | <b>-2.10</b> | <b>2.56</b>  | <b>-0.25</b> |
| <b>TOTAL</b>  | <b>1,505,653</b> | <b>1,433,208</b> | <b>1,503,793</b>  | <b>1,457,536</b> | <b>1,433,208</b> | <b>1,463,635</b> | <b>1,458,952</b> | <b>-0.32</b> | <b>-2.98</b> | <b>1.80</b>  |

# Appendix 6/12

## BSP's P&L (Consolidated)

| NT\$ Mn  | Yearly Results |               | Quarterly Results |              |              |              |              |              | YTD Results   |               |               |              |
|--|----------------|---------------|-------------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|--------------|
|  | 2016           | 2017          | 2Q17              | 3Q17         | 4Q17         | 1Q18         | 2Q18         | QoQ(%)       | YoY(%)        | 6M17          | 6M18          | YoY(%)       |
| Interest revenue   | 24,849         | 25,310        | 6,377             | 6,311        | 6,343        | 6,312        | 6,647        | 5.31         | 4.23          | 12,656        | 12,958        | 2.38         |
| Interest expense   | 9,983          | 10,523        | 2,597             | 2,647        | 2,674        | 2,703        | 2,952        | 9.21         | 13.67         | 5,202         | 5,655         | 8.70         |
| <b>Net interest income</b>   | <b>14,866</b>  | <b>14,787</b> | <b>3,780</b>      | <b>3,665</b> | <b>3,668</b> | <b>3,608</b> | <b>3,695</b> | <b>2.39</b>  | <b>-2.26</b>  | <b>7,454</b>  | <b>7,303</b>  | <b>-2.03</b> |
| <b>Net revenues other than interest</b>  |                |               |                   |              |              |              |              |              |               |               |               |              |
| Commissions and fee revenues, net  | 5,635          | 5,021         | 1,210             | 1,316        | 1,082        | 1,584        | 1,299        | -18.00       | 7.35          | 2,623         | 2,883         | 9.92         |
| Gains on financial assets and liabilities at fair value through P/L                          | 2,220          | 2,713         | 895               | 511          | 831          | 377          | 548          | 45.29        | -38.84        | 1,370         | 924           | -32.53       |
| Gain (loss) on investment property   | 53             | 0             | 0                 | 0            | 0            | 0            | 0            | -            | -             | 0             | 0             | -            |
| Realized gain (loss) on financial assets at fair value through other comprehensive income    | 0              | 0             | 0                 | 0            | 0            | -4           | 69           | NA           | -             | 0             | 66            | -            |
| Realized gains on available-for-sale financial assets  | 10             | 8             | 2                 | 3            | 0            | 0            | 0            | -            | -100.00       | 4             | 0             | -100.00      |
| Realized gain (loss) on held-to-maturity financial assets                                    | 0              | 0             | 0                 | 0            | 0            | 0            | 0            | -            | -             | 0             | 0             | -            |
| Realized gains on unquoted equity instrument   | 136            | 87            | 74                | 1            | 0            | 0            | 0            | -            | -100.00       | 86            | 0             | -100.00      |
| Share of profit (loss) of associates and joint ventures accounted for using equity method    | -1             | -3            | -2                | -658         | 658          | 0            | 0            | -            | NA            | -3            | 0             | NA           |
| Foreign exchange gains, net  | -152           | 1,218         | 362               | 241          | 193          | 218          | 771          | 253.33       | 112.78        | 784           | 989           | 26.13        |
| (Impairment losses) reversal gains on assets   | 163            | -62           | -80               | 95           | -100         | 1            | 8            | 569.10       | NA            | -58           | 9             | NA           |
| Rental revenue   | 115            | 114           | 28                | 28           | 29           | 29           | 29           | 0.20         | 2.59          | 57            | 58            | 2.58         |
| Other revenues, net  | 302            | -528          | 42                | -11          | -575         | 15           | 23           | 51.48        | -46.47        | 58            | 37            | -35.74       |
| <b>Total net revenues</b>  | <b>23,347</b>  | <b>23,355</b> | <b>6,313</b>      | <b>5,193</b> | <b>5,786</b> | <b>5,829</b> | <b>6,441</b> | <b>10.49</b> | <b>2.02</b>   | <b>12,376</b> | <b>12,270</b> | <b>-0.85</b> |
| <b>(Reversal of) Allowance for doubtful accounts and guarantees</b>                          | 1,405          | 1,024         | 306               | 141          | 680          | -33          | 102          | NA           | -66.64        | 203           | 69            | -65.96       |
| <b>Operating expenses</b>  | <b>13,922</b>  | <b>13,268</b> | <b>3,465</b>      | <b>3,328</b> | <b>3,020</b> | <b>3,280</b> | <b>3,267</b> | <b>-0.37</b> | <b>-5.70</b>  | <b>6,921</b>  | <b>6,547</b>  | <b>-5.39</b> |
| Employee benefits expense  | 7,995          | 7,824         | 2,130             | 1,925        | 1,613        | 2,032        | 2,006        | -1.26        | -5.82         | 4,286         | 4,038         | -5.78        |
| Depreciation and amortization  | 740            | 680           | 172               | 170          | 161          | 149          | 152          | 2.29         | -11.40        | 349           | 301           | -13.72       |
| Others   | 5,187          | 4,764         | 1,163             | 1,234        | 1,246        | 1,099        | 1,109        | 0.89         | -4.65         | 2,285         | 2,208         | -3.39        |
| <b>(Reversal of) Allowance for doubtful accounts and guarantees &amp; Operating expenses</b> | <b>15,327</b>  | <b>14,292</b> | <b>3,771</b>      | <b>3,469</b> | <b>3,700</b> | <b>3,247</b> | <b>3,370</b> | <b>3.79</b>  | <b>-10.65</b> | <b>7,123</b>  | <b>6,616</b>  | <b>-7.12</b> |
| Income (loss) before income tax  | 8,020          | 9,063         | 2,542             | 1,724        | 2,087        | 2,582        | 3,071        | 18.93        | 20.81         | 5,252         | 5,654         | 7.64         |
| Income tax (benefit) expense   | 1,161          | 1,167         | 373               | 140          | 248          | 455          | 401          | -12.04       | 7.37          | 779           | 856           | 9.95         |
| <b>Profit (loss)</b>   | <b>6,858</b>   | <b>7,896</b>  | <b>2,169</b>      | <b>1,583</b> | <b>1,839</b> | <b>2,127</b> | <b>2,671</b> | <b>25.56</b> | <b>23.12</b>  | <b>4,474</b>  | <b>4,798</b>  | <b>7.24</b>  |

# Appendix 7/12

## SPS's Balance Sheet (Consolidated)

|   | Yearly Results |                | Quarterly Results |                |                |                |                | YTD Results  |              |              |
|---|----------------|----------------|-------------------|----------------|----------------|----------------|----------------|--------------|--------------|--------------|
|   | 2016           | 2017           | 2Q17              | 3Q17           | 4Q17           | 1Q18           | 2Q18           | QoQ(%)       | YoY(%)       | YTD(%)       |
| <b>Assets:</b>  |                |                |                   |                |                |                |                |              |              |              |
| Current assets  | 140,666        | 142,118        | 143,395           | 145,174        | 142,118        | 133,532        | 136,183        | 1.99         | -5.03        | -4.18        |
| Cash and cash equivalents                                 | 6,561          | 5,060          | 9,657             | 8,752          | 5,060          | 4,982          | 7,200          | 44.52        | -25.44       | 42.31        |
| Financial assets at fair                                  | 57,726         | 61,449         | 61,535            | 62,117         | 61,449         | 58,040         | 55,043         | -5.16        | -10.55       | -10.42       |
| Securities purchased                                      | 8,897          | 3,217          | 3,446             | 3,662          | 3,217          | 2,958          | 2,899          | -2.01        | -15.88       | -9.90        |
| Margin loans receivable                                   | 20,648         | 21,887         | 21,605            | 21,517         | 21,887         | 21,137         | 22,102         | 4.57         | 2.30         | 0.98         |
| Other current assets                                      | 46,832         | 50,506         | 47,151            | 49,127         | 50,506         | 46,416         | 48,939         | 5.44         | 3.79         | -3.10        |
| Non-current assets  | 6,030          | 6,085          | 6,183             | 6,103          | 6,085          | 9,908          | 10,094         | 1.88         | 63.26        | 65.87        |
| Financial assets at cost                                  | 605            | 559            | 593               | 581            | 559            | 826            | 868            | 5.08         | 46.31        | 55.24        |
| Properties and equipments, net                            | 2,357          | 2,320          | 2,329             | 2,316          | 2,320          | 2,301          | 2,295          | -0.26        | -1.45        | -1.06        |
| Intangible & other assets                                 | 3,069          | 3,206          | 3,260             | 3,206          | 3,206          | 6,780          | 6,931          | 2.22         | 112.57       | 116.17       |
| <b>Total assets</b>                                       | <b>146,696</b> | <b>148,204</b> | <b>149,578</b>    | <b>151,277</b> | <b>148,204</b> | <b>143,439</b> | <b>146,277</b> | <b>1.98</b>  | <b>-2.21</b> | <b>-1.30</b> |
| <b>Liabilities and stockholders' equity</b>               |                |                |                   |                |                |                |                |              |              |              |
| <b>Liabilities</b>  |                |                |                   |                |                |                |                |              |              |              |
| Current liabilities                                       | 116,793        | 116,357        | 123,332           | 123,396        | 116,357        | 113,657        | 116,837        | 2.80         | -5.27        | 0.41         |
| Liabilities for bonds with attached repurchase agreements | 43,850         | 39,878         | 43,261            | 41,993         | 39,878         | 34,579         | 35,672         | 3.16         | -17.54       | -10.55       |
| Futures traders' equity                                   | 18,363         | 17,150         | 16,369            | 15,700         | 17,150         | 16,055         | 17,776         | 10.72        | 8.59         | 3.65         |
| Notes payable and accounts payable                        | 13,990         | 18,977         | 17,727            | 18,857         | 18,977         | 18,066         | 17,837         | -1.27        | 0.62         | -6.01        |
| Other current liabilities                                 | 40,590         | 40,352         | 45,975            | 46,846         | 40,352         | 44,956         | 45,552         | 1.32         | -0.92        | 12.89        |
| Non-current liabilities                                   | 4,338          | 6,047          | 1,702             | 2,645          | 6,047          | 3,451          | 3,453          | 0.03         | 102.87       | -42.90       |
| <b>Total liabilities</b>                                  | <b>121,130</b> | <b>122,404</b> | <b>125,034</b>    | <b>126,041</b> | <b>122,404</b> | <b>117,108</b> | <b>120,290</b> | <b>2.72</b>  | <b>-3.79</b> | <b>-1.73</b> |
| Capital stock   | 16,212         | 16,212         | 16,212            | 16,212         | 16,212         | 16,212         | 16,212         | 0.00         | 0.00         | 0.00         |
| Capital surplus   | 477            | 477            | 477               | 477            | 477            | 477            | 477            | 0.00         | 0.00         | 0.00         |
| Retained earnings   | 8,985          | 9,471          | 8,040             | 8,879          | 9,471          | 9,739          | 9,146          | -6.09        | 13.76        | -3.43        |
| Other items of equity                                     | -109           | -360           | -185              | -332           | -360           | -97            | 152            | 257.37       | 182.11       | 142.22       |
| <b>Total equity</b>                                       | <b>25,566</b>  | <b>25,800</b>  | <b>24,543</b>     | <b>25,236</b>  | <b>25,800</b>  | <b>26,331</b>  | <b>25,987</b>  | <b>-1.31</b> | <b>5.88</b>  | <b>0.73</b>  |
| <b>TOTAL</b>  | <b>146,696</b> | <b>148,204</b> | <b>149,578</b>    | <b>151,277</b> | <b>148,204</b> | <b>143,439</b> | <b>146,277</b> | <b>1.98</b>  | <b>-2.21</b> | <b>-1.30</b> |

Note: SPS's numbers are based on accounting rules of securities firms.

# Appendix 8/12

## SPS's P&L (Consolidated)

|   | Yearly Results |              | Quarterly Results |              |              |              |              |                |               | YTD Results  |              |               |
|---|----------------|--------------|-------------------|--------------|--------------|--------------|--------------|----------------|---------------|--------------|--------------|---------------|
|   | 2016           | 2017         | 2Q17              | 3Q17         | 4Q17         | 1Q18         | 2Q18         | QoQ(%)         | YoY(%)        | 6M17         | 6M18         | YoY(%)        |
| Net interest income                                   | 1,523          | 1,600        | 403               | 386          | 400          | 382          | 348          | -8.90          | -13.48        | 814          | 731          | -10.27        |
| Net fee income  | 3,432          | 4,450        | 1,078             | 1,226        | 1,199        | 1,337        | 1,260        | -5.78          | 16.86         | 2,026        | 2,597        | 28.20         |
| Gains (Losses) on sales of securities, net            | 812            | 1,600        | 243               | 447          | 601          | 239          | 179          | -25.16         | -26.42        | 552          | 418          | -24.36        |
| Dividend income                                       | 331            | 341          | 19                | 310          | 8            | 3            | 40           | 1376.01        | 109.52        | 23           | 42           | 83.12         |
| Gains (Losses) on warrant issued, net                 | 23             | 32           | 24                | -62          | 50           | 93           | 64           | -31.29         | 167.77        | 44           | 157          | 255.88        |
| Gains (Losses) from futures transactions              | -419           | -523         | -100              | -132         | -200         | -27          | 3            | 111.08         | 103.03        | -191         | -24          | 87.21         |
| Gains (Losses) from options transactions              | -5             | -5           | 1                 | -5           | -4           | 13           | -4           | -130.82        | -610.21       | 3            | 9            | 172.76        |
| Gains (Losses) from derivative instruments            | -392           | -416         | -215              | -561         | 17           | 163          | -269         | -264.78        | -24.75        | 127          | -106         | -183.06       |
| Gains (Losses) from SBL transactions                  | 47             | -51          | -36               | -17          | 10           | 35           | 34           | -1.98          | 195.66        | -44          | 69           | 256.81        |
| Gains (Losses) from valuation of operating securities | -16            | 1,067        | 113               | 564          | 82           | -409         | -583         | -42.56         | -616.44       | 420          | -991         | -335.88       |
| Other operating income                                | 767            | -315         | 160               | 25           | -8           | -67          | 386          | 674.59         | 141.71        | -332         | 319          | 196.00        |
| Non-operating income-net                              | 207            | 376          | 123               | 103          | 77           | 87           | 81           | -7.34          | -34.11        | 197          | 168          | -14.72        |
| <b>Total net revenues</b>                             | <b>6,309</b>   | <b>8,157</b> | <b>1,811</b>      | <b>2,285</b> | <b>2,232</b> | <b>1,848</b> | <b>1,539</b> | <b>-16.71</b>  | <b>-15.01</b> | <b>3,640</b> | <b>3,388</b> | <b>-6.94</b>  |
| Operating expenses                                    | 5,198          | 6,906        | 2,322             | 1,363        | 1,518        | 1,456        | 1,622        | 11.38          | -30.15        | 4,025        | 3,078        | -23.52        |
| <b>Pre-tax income (loss)</b>                          | <b>1,111</b>   | <b>1,251</b> | <b>-511</b>       | <b>922</b>   | <b>714</b>   | <b>392</b>   | <b>-83</b>   | <b>-121.08</b> | <b>83.83</b>  | <b>-385</b>  | <b>309</b>   | <b>180.37</b> |
| Income tax benefit (expense)                          | -43            | -122         | 96                | -83          | -84          | -88          | -8           | 90.93          | -108.33       | 44           | -96          | -318.20       |
| <b>Net income (Loss)</b>                              | <b>1,067</b>   | <b>1,129</b> | <b>-415</b>       | <b>839</b>   | <b>630</b>   | <b>304</b>   | <b>-91</b>   | <b>-129.86</b> | <b>78.15</b>  | <b>-341</b>  | <b>213</b>   | <b>162.50</b> |

Note: SPS's numbers are based on accounting rules of securities firms.

# Appendix 9/12

## BSP's Loan Breakdown (Consolidated)

| NT\$Mn   | Yearly Results |                | Quarterly Results |                |                |                |                |               |               |               |        |
|--|----------------|----------------|-------------------|----------------|----------------|----------------|----------------|---------------|---------------|---------------|--------|
|  | Items          | 2016           | 2017              | 2Q17           | 3Q17           | 4Q17           | 1Q18           | 2Q18          | QoQ(%)        | YoY(%)        | YTD(%) |
| <b>Corporate loans</b>                         |                |                |                   |                |                |                |                |               |               |               |        |
| <b>Manufacturing</b>                           | <b>178,887</b> | <b>198,043</b> | <b>195,259</b>    | <b>196,259</b> | <b>198,043</b> | <b>193,232</b> | <b>200,969</b> | <b>4.00</b>   | <b>2.92</b>   | <b>1.48</b>   |        |
| Electronics Industry                           | 56,579         | 68,034         | 69,735            | 70,254         | 68,034         | 64,610         | 63,278         | -2.06         | -9.26         | -6.99         |        |
| Chemical products                              | 52,313         | 57,555         | 56,215            | 56,236         | 57,555         | 55,771         | 63,003         | 12.97         | 12.07         | 9.47          |        |
| Conventional industry                          | 65,869         | 66,896         | 63,960            | 64,782         | 66,896         | 67,243         | 69,523         | 3.39          | 8.70          | 3.93          |        |
| Electric fixture                               | 4,126          | 5,558          | 5,349             | 4,987          | 5,558          | 5,608          | 5,166          | -7.88         | -3.41         | -7.04         |        |
| <b>FI &amp; security house &amp; insurance</b> | <b>32,039</b>  | <b>34,012</b>  | <b>27,730</b>     | <b>35,615</b>  | <b>34,012</b>  | <b>32,552</b>  | <b>43,128</b>  | <b>32.49</b>  | <b>55.53</b>  | <b>26.80</b>  |        |
| <b>Installment &amp; leasing</b>               | <b>24,944</b>  | <b>11,101</b>  | <b>22,192</b>     | <b>9,329</b>   | <b>11,101</b>  | <b>9,709</b>   | <b>7,581</b>   | <b>-21.92</b> | <b>-65.84</b> | <b>-31.71</b> |        |
| <b>Construction &amp; real estate</b>          | <b>48,866</b>  | <b>45,291</b>  | <b>48,361</b>     | <b>47,710</b>  | <b>45,291</b>  | <b>43,070</b>  | <b>41,664</b>  | <b>-3.27</b>  | <b>-13.85</b> | <b>-8.01</b>  |        |
| <b>Wholesales/retail</b>                       | <b>77,311</b>  | <b>71,799</b>  | <b>75,952</b>     | <b>74,467</b>  | <b>71,799</b>  | <b>71,026</b>  | <b>74,251</b>  | <b>4.54</b>   | <b>-2.24</b>  | <b>3.41</b>   |        |
| <b>Service industry</b>                        | <b>39,978</b>  | <b>42,541</b>  | <b>43,862</b>     | <b>40,002</b>  | <b>42,541</b>  | <b>42,923</b>  | <b>47,063</b>  | <b>9.64</b>   | <b>7.30</b>   | <b>10.63</b>  |        |
| <b>State-owned company</b>                     | <b>40,573</b>  | <b>16,906</b>  | <b>42,435</b>     | <b>28,123</b>  | <b>16,906</b>  | <b>19,913</b>  | <b>15,341</b>  | <b>-22.96</b> | <b>-63.85</b> | <b>-9.26</b>  |        |
| <b>Others</b>                                  | <b>10,051</b>  | <b>10,359</b>  | <b>10,315</b>     | <b>9,765</b>   | <b>10,359</b>  | <b>11,942</b>  | <b>14,220</b>  | <b>19.08</b>  | <b>37.85</b>  | <b>37.28</b>  |        |
| <b>Factoring</b>                               | <b>8,926</b>   | <b>9,841</b>   | <b>7,073</b>      | <b>7,324</b>   | <b>9,841</b>   | <b>7,923</b>   | <b>8,427</b>   | <b>6.36</b>   | <b>19.14</b>  | <b>-14.37</b> |        |
| <b>Sub total</b>                               | <b>461,575</b> | <b>439,893</b> | <b>473,179</b>    | <b>448,593</b> | <b>439,893</b> | <b>432,290</b> | <b>452,643</b> | <b>4.71</b>   | <b>-4.34</b>  | <b>2.90</b>   |        |
| <b>Individual loans</b>                        |                |                |                   |                |                |                |                |               |               |               |        |
| <b>Mortgage loans</b>                          | <b>425,831</b> | <b>415,562</b> | <b>426,217</b>    | <b>419,702</b> | <b>415,562</b> | <b>412,885</b> | <b>410,466</b> | <b>-0.59</b>  | <b>-3.70</b>  | <b>-1.23</b>  |        |
| <b>Car loans</b>                               | <b>6,912</b>   | <b>6,303</b>   | <b>6,579</b>      | <b>6,460</b>   | <b>6,303</b>   | <b>6,239</b>   | <b>6,299</b>   | <b>0.96</b>   | <b>-4.26</b>  | <b>-0.06</b>  |        |
| <b>Sub total</b>                               | <b>432,743</b> | <b>421,865</b> | <b>432,797</b>    | <b>426,162</b> | <b>421,865</b> | <b>419,125</b> | <b>416,765</b> | <b>-0.56</b>  | <b>-3.70</b>  | <b>-1.21</b>  |        |
| <b>Consumer loans</b>                          |                |                |                   |                |                |                |                |               |               |               |        |
| <b>Unsecured loans and others</b>              | <b>17,260</b>  | <b>20,602</b>  | <b>18,948</b>     | <b>19,943</b>  | <b>20,602</b>  | <b>20,509</b>  | <b>21,757</b>  | <b>6.08</b>   | <b>14.83</b>  | <b>5.61</b>   |        |
| <b>Credit card</b>                             | <b>7,011</b>   | <b>6,862</b>   | <b>7,227</b>      | <b>7,093</b>   | <b>6,862</b>   | <b>6,801</b>   | <b>7,495</b>   | <b>10.20</b>  | <b>3.70</b>   | <b>9.23</b>   |        |
| <b>Sub total</b>                               | <b>24,271</b>  | <b>27,463</b>  | <b>26,175</b>     | <b>27,037</b>  | <b>27,463</b>  | <b>27,310</b>  | <b>29,251</b>  | <b>7.11</b>   | <b>11.75</b>  | <b>6.51</b>   |        |
| <b>Total</b>                                   | <b>918,590</b> | <b>889,220</b> | <b>932,151</b>    | <b>901,792</b> | <b>889,220</b> | <b>878,725</b> | <b>898,659</b> | <b>2.27</b>   | <b>-3.59</b>  | <b>1.06</b>   |        |

Note: Loans portfolio includes non-accrual loans.

# Appendix 10/12

## BSP's Loan Asset Quality

| NT\$Mn                          | Yearly Results |                | Quarterly Results |                |                |                |                |               |               | YTD Results    |                |               |
|---------------------------------|----------------|----------------|-------------------|----------------|----------------|----------------|----------------|---------------|---------------|----------------|----------------|---------------|
|                                 | 2016           | 2017           | 2Q17              | 3Q17           | 4Q17           | 1Q18           | 2Q18           | QoQ(%)        | YoY(%)        | 6M17           | 6M18           | YoY(%)        |
| <b>NPL</b>                      |                |                |                   |                |                |                |                |               |               |                |                |               |
| 90-days NPLs - beginning        | 2,159          | 3,140          | 3,312             | 3,120          | 2,961          | 2,596          | 2,563          | -1.27         | -22.61        | 3,140          | 2,596          | -17.31        |
| New NPL influx                  | 4,143          | 2,346          | 620               | 490            | 566            | 719            | 524            | -27.16        | -15.45        | 1,290          | 1,243          | -3.59         |
| NPL recovery                    | 1,655          | 1,651          | 447               | 447            | 309            | 505            | 495            | -1.90         | 10.71         | 895            | 999            | 11.63         |
| Write-offs                      | 1,507          | 1,239          | 365               | 203            | 622            | 248            | 121            | -51.11        | -66.79        | 414            | 369            | -10.87        |
| <b>90-days NPLs - ending</b>    | <b>3,140</b>   | <b>2,596</b>   | <b>3,120</b>      | <b>2,961</b>   | <b>2,596</b>   | <b>2,563</b>   | <b>2,471</b>   | <b>-3.59</b>  | <b>-20.80</b> | <b>3,120</b>   | <b>2,471</b>   | <b>-20.80</b> |
| <b>Total reserves for loans</b> | <b>13,291</b>  | <b>12,513</b>  | <b>13,242</b>     | <b>12,432</b>  | <b>12,513</b>  | <b>12,309</b>  | <b>12,566</b>  | <b>2.08</b>   | <b>-5.11</b>  | <b>13,242</b>  | <b>12,566</b>  | <b>-5.11</b>  |
| Provisions for loan loss        | 2,084          | 1,361          | 481               | 174            | 708            | 97             | 305            | 212.43        | -36.66        | 478            | 402            | -15.96        |
| Recovery - Loan                 | 491            | 497            | 195               | 115            | 62             | 80             | 112            | 39.19         | -42.58        | 320            | 192            | -39.97        |
| <b>NPL ratio</b>                | <b>0.35%</b>   | <b>0.30%</b>   | <b>0.34%</b>      | <b>0.33%</b>   | <b>0.30%</b>   | <b>0.30%</b>   | <b>0.28%</b>   | <b>-0.02%</b> | <b>-0.06%</b> | <b>0.34%</b>   | <b>0.28%</b>   | <b>-0.06%</b> |
| <b>Coverage ratio</b>           | <b>423.30%</b> | <b>481.95%</b> | <b>424.43%</b>    | <b>419.93%</b> | <b>481.95%</b> | <b>480.20%</b> | <b>508.49%</b> | <b>28.29%</b> | <b>84.06%</b> | <b>424.43%</b> | <b>508.49%</b> | <b>84.06%</b> |

Note: Loans portfolio includes non-accrual loans and is on a consolidated basis.

# Appendix 11/12

## BSP's Fee Breakdown (Consolidated)

| NT\$m                       | Yearly Results |              | Quarterly Results |              |              |              |              |               | YTD Results   |              |              |              |
|-----------------------------|----------------|--------------|-------------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|--------------|--------------|
|                             | 2016           | 2017         | 2Q17              | 3Q17         | 4Q17         | 1Q18         | 2Q18         | QoQ(%)        | YoY(%)        | 6M17         | 6M18         | YoY(%)       |
| <b>Wealth management</b>    | <b>3,770</b>   | <b>3,307</b> | <b>765</b>        | <b>883</b>   | <b>664</b>   | <b>1,125</b> | <b>888</b>   | <b>-21.10</b> | <b>15.99</b>  | <b>1,759</b> | <b>2,013</b> | <b>14.39</b> |
| Mutual funds                | 1,051          | 1,401        | 344               | 412          | 324          | 447          | 323          | -27.71        | -5.93         | 666          | 771          | 15.82        |
| Trust & custodian bank      | 217            | 202          | 51                | 50           | 51           | 56           | 60           | 6.34          | 18.49         | 101          | 116          | 15.08        |
| Life insurance              | 2,430          | 1,632        | 354               | 397          | 277          | 603          | 488          | -19.16        | 37.60         | 958          | 1,091        | 13.85        |
| Property insurance          | 72             | 72           | 16                | 24           | 13           | 18           | 17           | -7.35         | 1.16          | 35           | 35           | -0.09        |
| <b>Loan fees</b>            | <b>660</b>     | <b>648</b>   | <b>175</b>        | <b>175</b>   | <b>148</b>   | <b>201</b>   | <b>159</b>   | <b>-20.76</b> | <b>-9.02</b>  | <b>326</b>   | <b>360</b>   | <b>10.40</b> |
| Corporate loans             | 495            | 506          | 141               | 138          | 114          | 168          | 123          | -26.71        | -12.39        | 254          | 292          | 15.02        |
| Individual & consumer loans | 77             | 63           | 15                | 16           | 14           | 14           | 18           | 26.25         | 15.60         | 33           | 31           | -3.38        |
| Factoring & A/R financing   | 89             | 80           | 19                | 21           | 19           | 18           | 18           | -1.82         | -3.65         | 40           | 36           | -7.82        |
| <b>Credit card</b>          | <b>673</b>     | <b>665</b>   | <b>163</b>        | <b>155</b>   | <b>180</b>   | <b>158</b>   | <b>162</b>   | <b>2.96</b>   | <b>-0.51</b>  | <b>330</b>   | <b>320</b>   | <b>-3.14</b> |
| <b>Others</b>               | <b>531</b>     | <b>400</b>   | <b>107</b>        | <b>103</b>   | <b>90</b>    | <b>101</b>   | <b>90</b>    | <b>-10.73</b> | <b>-15.75</b> | <b>207</b>   | <b>191</b>   | <b>-7.97</b> |
| Import & export service     | 275            | 275          | 69                | 71           | 64           | 64           | 69           | 8.64          | -0.15         | 140          | 133          | -4.94        |
| Guarantees & acceptances    | 90             | 75           | 19                | 17           | 19           | 21           | 22           | 3.40          | 13.06         | 39           | 43           | 9.50         |
| Others                      | 166            | 51           | 18                | 15           | 8            | 16           | -1           | -107.24       | -106.36       | 28           | 15           | -47.46       |
| <b>Total fee income</b>     | <b>5,635</b>   | <b>5,021</b> | <b>1,210</b>      | <b>1,316</b> | <b>1,082</b> | <b>1,584</b> | <b>1,299</b> | <b>-18.00</b> | <b>7.35</b>   | <b>2,623</b> | <b>2,883</b> | <b>9.92</b>  |

# Appendix 12/12

## BSP's Credit Card Business

| NT\$Mn                      | Yearly Results |         | Quarterly Results |         |         |         |         |         |        | YTD Results |         |        |
|-----------------------------|----------------|---------|-------------------|---------|---------|---------|---------|---------|--------|-------------|---------|--------|
|                             | 2016           | 2017    | 2Q17              | 3Q17    | 4Q17    | 1Q18    | 2Q18    | QoQ(%)  | YoY(%) | 6M17        | 6M18    | YoY(%) |
| <b>Credit card business</b> |                |         |                   |         |         |         |         |         |        |             |         |        |
| Cards in force(thousand)    | 1,935          | 1,785   | 1,836             | 1,830   | 1,785   | 1,782   | 1,782   | 0.0%    | -2.9%  | 1,836       | 1,782   | -2.9%  |
| Active cards(thousand)      | 1,273          | 1,030   | 1,038             | 1,032   | 1,030   | 1,016   | 1,001   | -1.4%   | -3.5%  | 1,038       | 1,001   | -3.5%  |
| Account receivables         | 15,020         | 14,905  | 15,872            | 14,800  | 14,905  | 14,320  | 16,358  | 14.2%   | 3.1%   | 15,872      | 16,358  | 3.1%   |
| Revolving balance           | 4,875          | 4,672   | 4,669             | 4,694   | 4,672   | 4,581   | 4,490   | -2.0%   | -3.8%  | 4,669       | 4,490   | -3.8%  |
| Total consumption           | 87,232         | 80,931  | 21,261            | 19,765  | 20,249  | 20,086  | 21,680  | 7.9%    | 2.0%   | 40,916      | 41,766  | 2.1%   |
| Avg spending per card(NT\$) | 66,064         | 76,813  | 20,341            | 19,034  | 19,582  | 19,680  | 21,567  | 9.6%    | 6.0%   | 38,206      | 41,232  | 7.9%   |
| <b>Asset quality</b>        |                |         |                   |         |         |         |         |         |        |             |         |        |
| NPL ratio(90-day past due)  | 0.38%          | 0.23%   | 0.34%             | 0.36%   | 0.23%   | 0.32%   | 0.29%   | -0.03%  | -0.05% | 0.34%       | 0.29%   | -0.05% |
| Coverage ratio              | 391.52%        | 646.14% | 414.90%           | 408.86% | 646.14% | 472.86% | 454.90% | -17.96% | 40.00% | 414.90%     | 454.90% | 40.00% |
| Write-offs                  | 188            | 210     | 48                | 46      | 67      | 29      | 43      | 46.0%   | -10.9% | 98          | 72      | -26.2% |
| Net charge off ratio        | -0.46%         | -0.27%  | -0.37%            | -0.43%  | -0.27%  | -0.79%  | -0.59%  | 0.21%   | -0.21% | -0.37%      | -0.59%  | -0.21% |