

# 永豐金控 2018年第三季法人說明會

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2018/11/14

# Disclaimer

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# Agenda

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# 一、金控整體營運摘要

9M18 金控累積ROE 7.56%，YoY +0.80%，淨收益與淨利均較去年同期成長

NT\$Mn	3Q18	QoQ	YoY	9M18	YoY
淨收益	8,834	9.52%	13.21%	25,032	2.15%
稅後淨利	3,123	47.30%	24.10%	7,882	15.23%

3Q本季核心收益成長，主為資產結構調整帶動利收增加，手續費受惠於本季銀行保險銷量成長

NT\$Mn	3Q18	QoQ	YoY	9M18	YoY
利息淨收益	4,060	3.17%	2.80%	11,839	-2.73%
手續費淨收益	2,560	0.84%	0.55%	8,019	10.84%

金控資產略減，銀行放款增加，證券調節投資部位，集團資本適足率保持穩健

- 金控3Q總資產規模NT\$16,106億元，QoQ -0.3%；YTD +0.7%。
- 銀行3Q放款規模NT\$9,217億元，QoQ +2.8%；YTD+3.9%。
- 金控3Q CAR ratio 122%，銀行合併BIS ratio 14.45%，Tier 1 ratio 12.66%。

## Major Achievements

- 金控獲中華信評及標準普爾(S&P Global)同步調升金控及子公司信用評等，顯示公司的經營穩健及發展已獲信評機構肯定，並且金控及子公司已於今年完成組織改造，未來將在既有的業務基礎下，續創優勢。
- 金控啟動「用心・豐台灣」系列公益活動，以「環境保護」與「在地關懷」為主軸，期能拋磚引玉，號召更多的民眾與永豐攜手關懷這塊土地。
- 銀行連三年榮獲經濟部能源局頒發「優良太陽光電系統光碟獎—優良金融服務獎」，為國內唯一連年獲獎的金融業者，是銀行推展綠能融資最實質的肯定。
- 銀行、證券榮獲《The Asset》7項大獎肯定，銀行獲頒「台灣區最佳衍生商品客戶交易金融機構」、「台灣區最佳外匯衍生性商品金融機構」、「台灣區最佳指數提供金融機構」、「台灣區最佳結構型商品-利從天降」、「台灣區年度最佳衍生性商品金融機構」；證券獲頒「台灣區最佳ETF造市券商高度評價獎」、「台灣區最佳股權衍生性金融商品券商高度評價獎」，兩家子公司專業金融服務及積極創新的卓越表現深獲肯定。
- 證券榮獲《2018財訊金融獎》「消費者金融品牌獎\_最佳券商服務優質獎」及「FinTech創新應用獎\_最佳金融科技證券優質獎」，及《2018卓越券商評鑑》「最佳財富管理獎」及「最佳全方位數位服務獎」，專業與創新數位理財服務優異表現，屢獲肯定。

## 二、金控 Financial Highlights

NT\$Mn ; Mn Shares	2015	2016	2017	9M18	YoY	3Q18	2Q18	QoQ
股本	101,680	106,764	110,501	112,711	2.0%	112,711	112,711	0.0%
流通股數	10,168	10,676	11,050	11,271	2.0%	11,271	11,050	2.0%
權益	131,655	133,840	138,256	140,722	2.9%	140,722	138,107	1.9%
總資產	1,587,605	1,678,930	1,599,161	1,610,614	-1.0%	1,610,614	1,615,378	-0.3%
Leverage	12.06	12.54	11.57	11.45	-0.45	11.45	11.70	-0.25
淨收益	32,566	30,820	32,506	25,032	2.2%	8,834	8,066	10%
稅後淨利	10,856	8,282	9,084	7,882	15.2%	3,123	2,120	47%
EPS (元)	0.96	0.73	0.81	0.70	0.09	0.28	0.19	0.09
每股淨值 (元)	12.95	12.54	12.51	12.49	0.12	12.49	12.50	-0.01
ROA	0.69%	0.51%	0.55%	0.66%	0.11%	0.77%	0.53%	0.24%
ROE	8.45%	6.24%	6.68%	7.56%	0.80%	8.89%	6.09%	2.80%
CAR	128%	119%	130%	122%	-0.6%	122%	113%	9.0%
DLR	108%	115%	114%	114%	-0.9%	114%	114%	-0.2%

# 銀行 Financial Highlights

NT\$Mn	2015	2016	2017	9M18	YoY	3Q18	2Q18	QoQ
股本	74,464	83,955	86,061	86,061	0.0%	86,061	86,061	0.0%
權益	109,118	119,722	125,002	127,225	2.9%	127,225	124,625	2.1%
總資產	1,440,933	1,505,653	1,433,208	1,465,373	0.5%	1,465,373	1,456,253	0.6%
Leverage	13.21	12.58	11.47	11.52	-0.27	11.52	11.69	-0.17
PPOP	10,606	9,424	10,086	9,289	27%	3,591	3,149	14%
稅後淨利	9,175	6,858	7,896	7,699	27%	2,921	2,651	10%
EPS (元)	1.11	0.81	0.92	0.89	0.19	0.33	0.31	0.02
每股淨值	14.65	14.26	14.52	14.78	0.41	14.78	14.48	0.30
ROA	0.64%	0.47%	0.54%	0.71%	0.16%	0.79%	0.73%	0.06%
ROE	8.79%	5.99%	6.45%	8.16%	1.51%	9.20%	8.44%	0.76%
總存款	1,160,796	1,259,310	1,154,478	1,162,226	-1.0%	1,162,226	1,142,591	1.7%
總放款	898,004	914,933	887,199	921,714	2.5%	921,714	896,715	2.8%
放存比	77.4%	72.7%	76.8%	79.3%	2.7%	79.3%	78.5%	0.8%
NPL Ratio	0.24%	0.35%	0.30%	0.27%	-0.06%	0.27%	0.28%	0.0%
備抵覆蓋率	575%	423%	482%	515%	96%	515%	508%	7%
放款覆蓋率	1.40%	1.48%	1.43%	1.40%	0.00%	1.40%	1.42%	-0.02%
BIS Ratio	13.47%	14.09%	15.28%	14.45%	0.10%	14.45%	14.45%	0.00%
Tier 1 Ratio	10.70%	11.92%	13.23%	12.66%	0.34%	12.66%	12.48%	0.18%
槓桿比率	6.59%	7.28%	8.25%	8.42%	0.41%	8.42%	8.18%	0.24%

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

Note2: numbers are presented on consolidated basis.

# 證券 Financial Highlights

NT\$Mn	2015	2016	2017	9M18	YoY	3Q18	2Q18	QoQ
股本	16,212	16,212	16,212	16,212	0.0%	16,212	16,212	0.0%
權益	25,424	25,566	25,800	26,258	4.0%	26,258	25,997	1.0%
總資產	120,376	146,696	148,204	135,041	-10.7%	135,041	146,315	-7.7%
資本利得	641	468	1,079	-635	-197.5%	-214	-317	32.5%
穩定性收入	5,490	5,613	7,063	5,484	2.8%	1,843	1,776	3.8%
稅後淨利	1,245	1,067	1,129	578	15.9%	356	-82	536.3%
EPS (元)	0.77	0.66	0.70	0.36	0.05	0.22	-0.05	0.27
每股淨值 (元)	15.68	15.77	15.91	16.20	0.63	16.20	16.04	0.16
資本適足率	327%	323%	292%	357%	58%	357%	317%	40%
ROA	1.08%	0.80%	0.77%	0.55%	0.10%	1.00%	-0.23%	1.23%
ROE	4.93%	4.19%	4.39%	2.95%	0.32%	5.41%	-1.25%	6.66%
Leverage	4.73	5.74	5.74	5.14	-0.85	5.14	5.63	-0.49
個體經紀業務市占率	4.80%	4.69%	5.13%	4.96%	-0.18%	4.73%	5.09%	-0.36%
個體平均融資餘額	15,641	12,736	16,113	17,845	15.0%	17,744	18,211	-2.6%
個體平均融資餘額市占率	6.61%	6.79%	7.45%	7.26%	-0.20%	7.26%	7.24%	0.02%

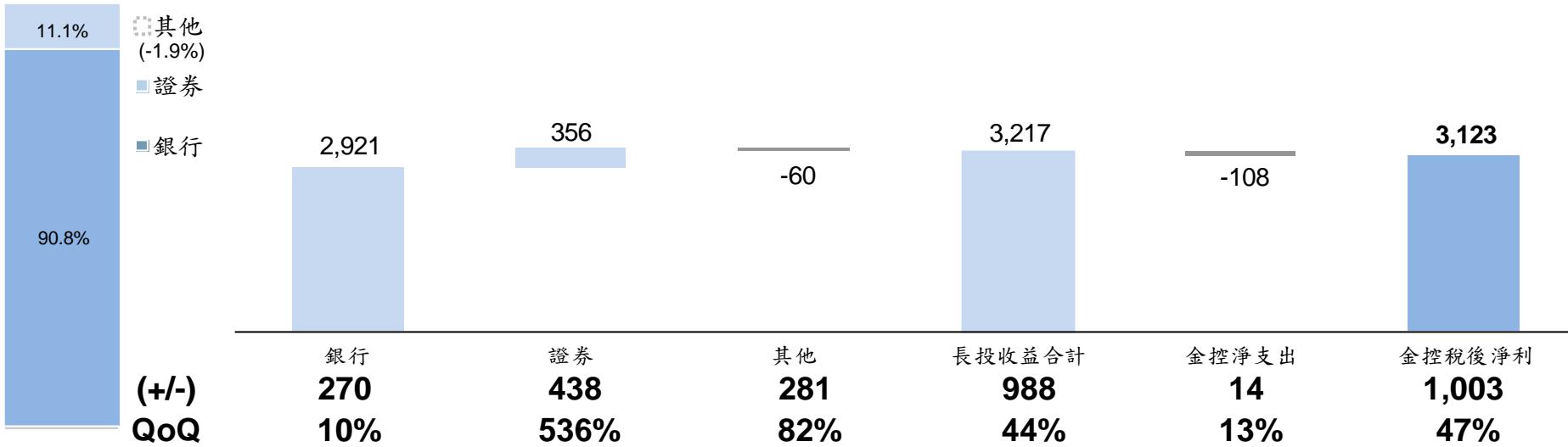
Note: numbers are presented on consolidated basis.

# 三、金控各子公司獲利貢獻

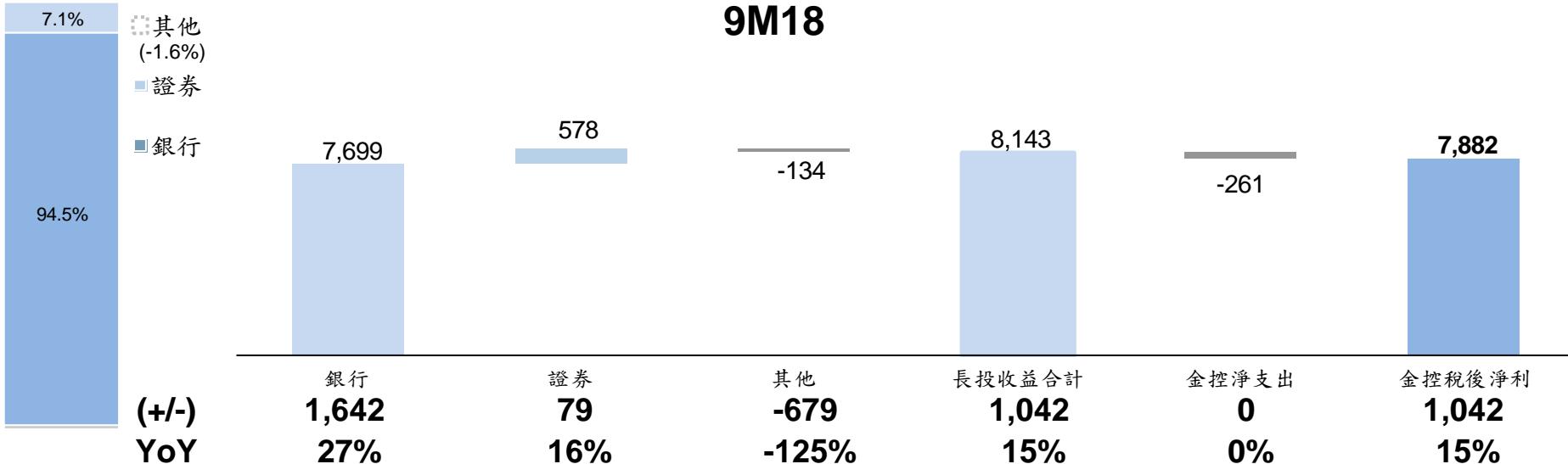
長投收益佔比

3Q18

NT\$Mn

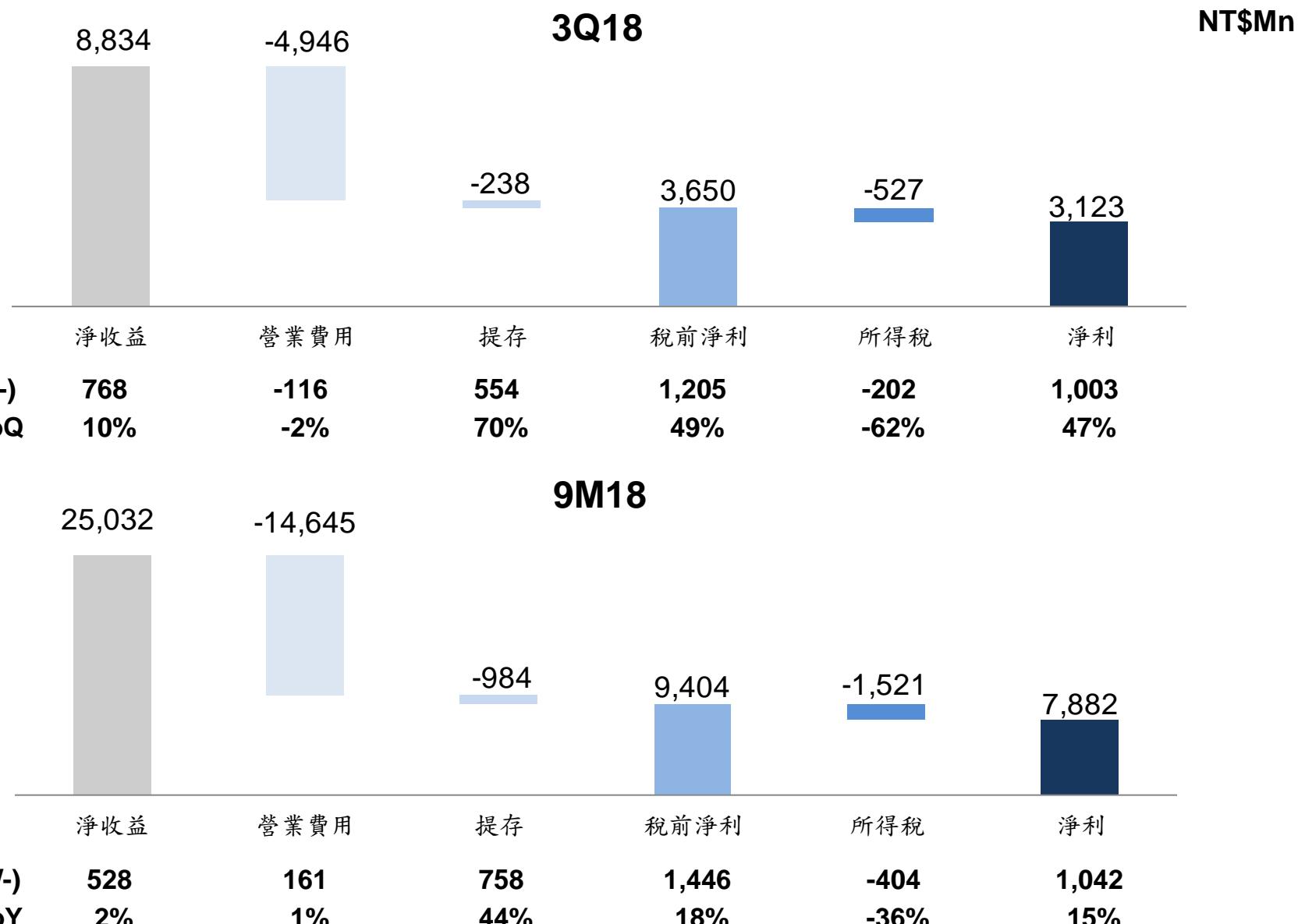


9M18



註：金控公司淨支出為金控本身收入扣除利息支出及營業費用

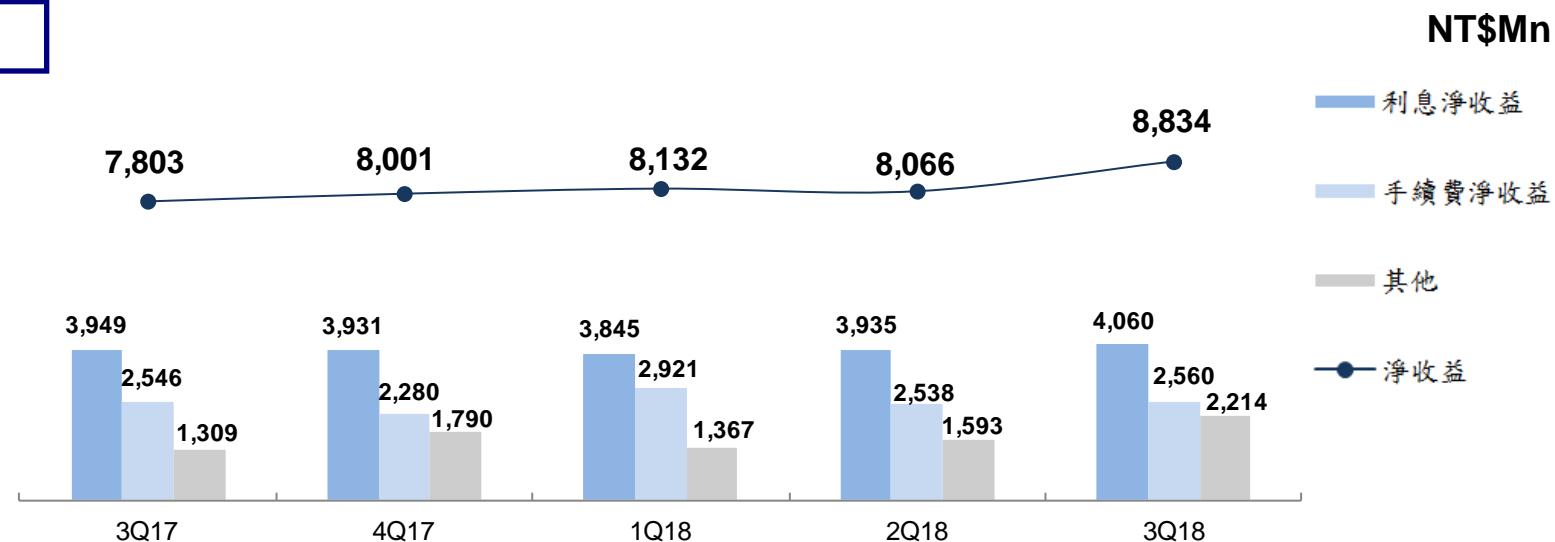
# 金控獲利比較



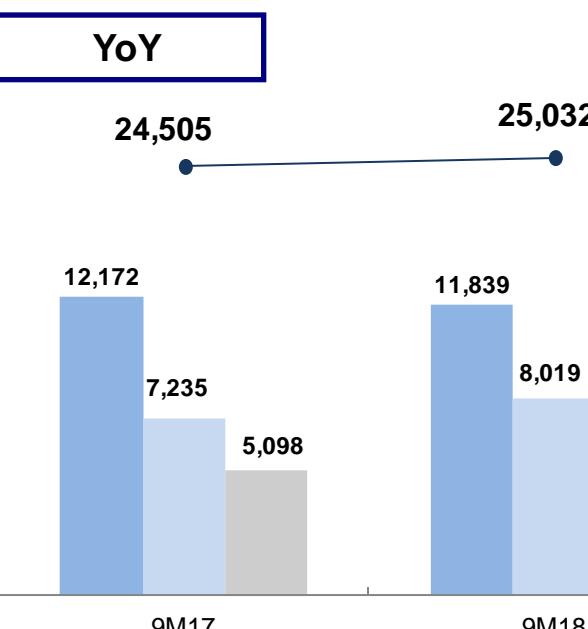
Note : numbers are presented on consolidated basis.

# 金控淨收益趨勢

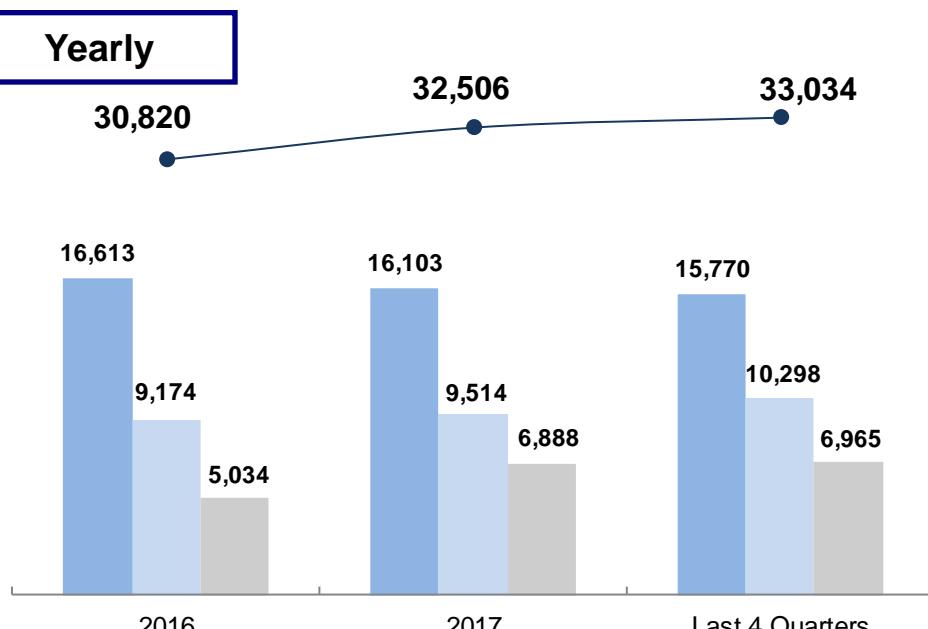
Quarterly



YoY



Yearly

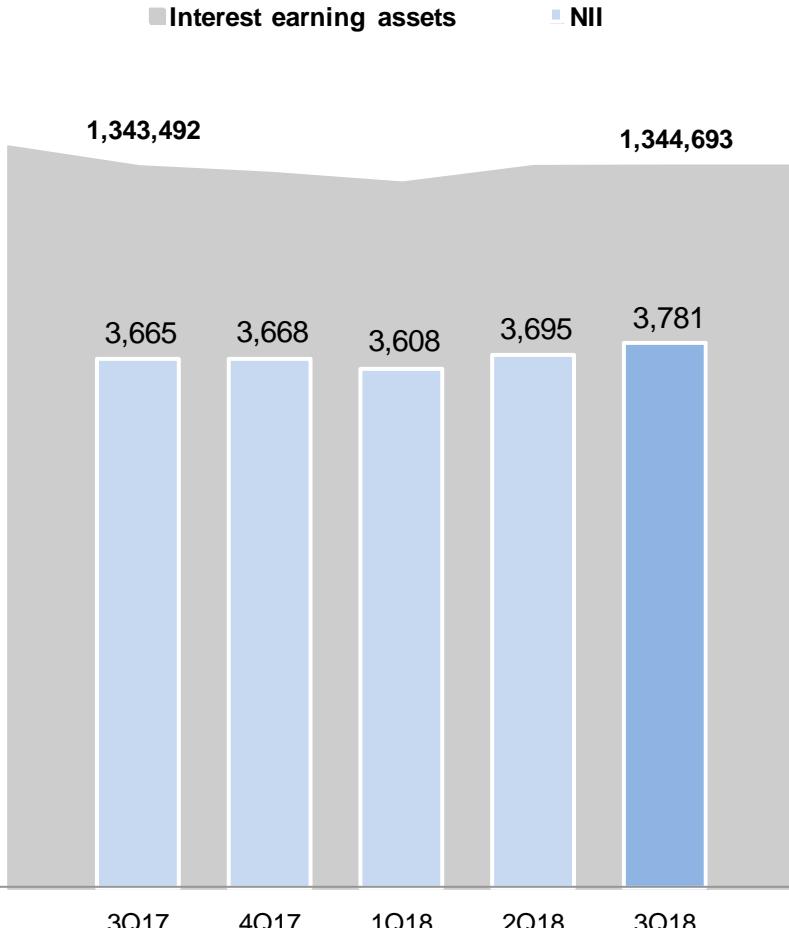


Note: numbers are presented on consolidated basis.

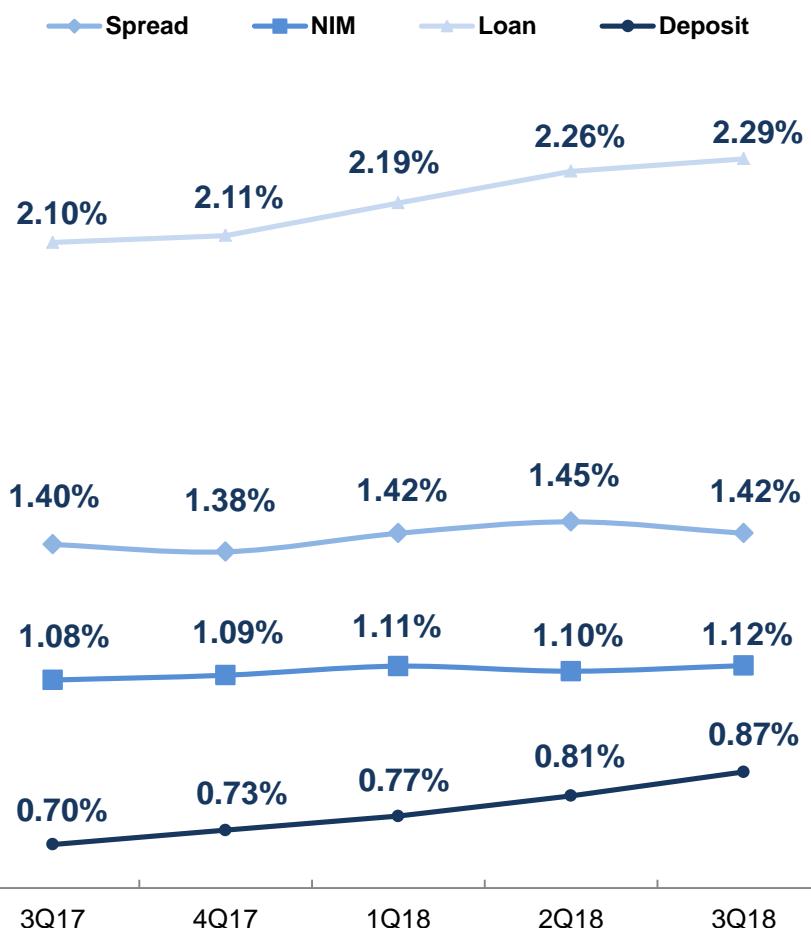
# 銀行NIM & Spread

## Interest earning assets & Net interest income

NT\$Mn



## NIM & Spread



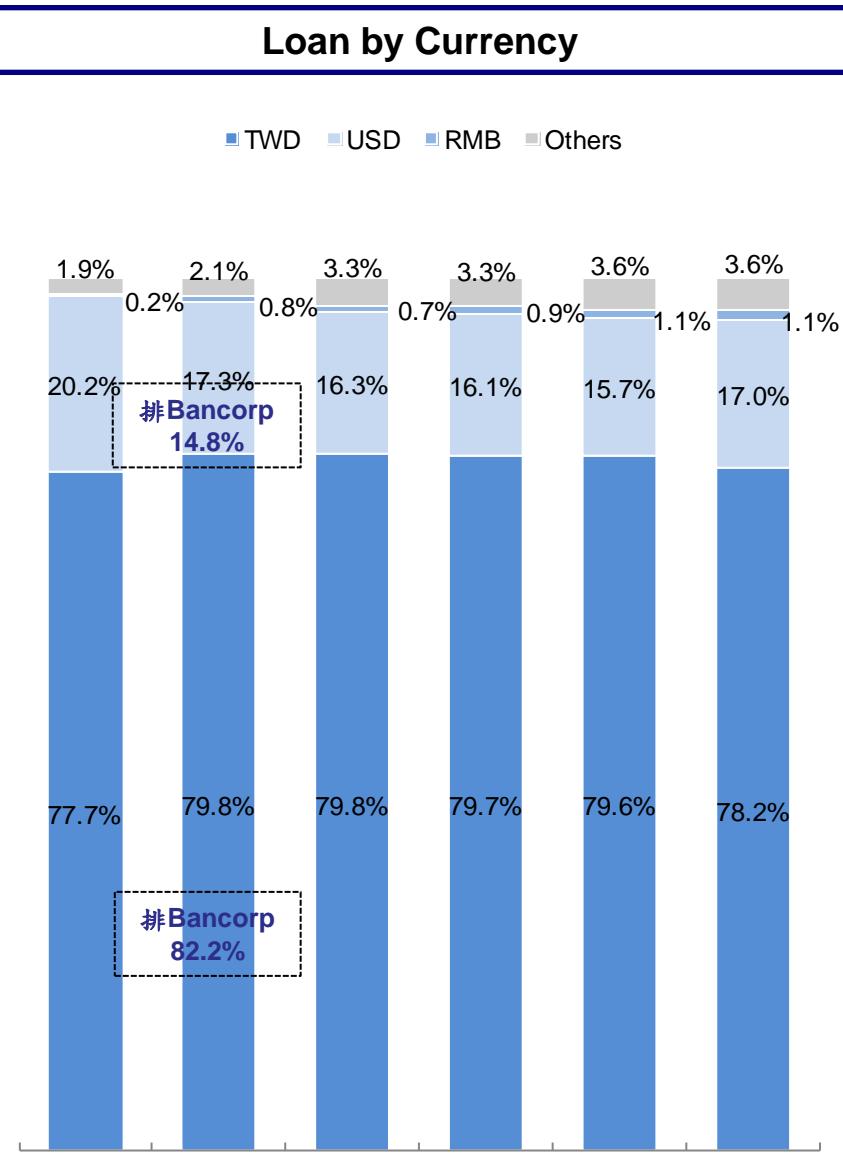
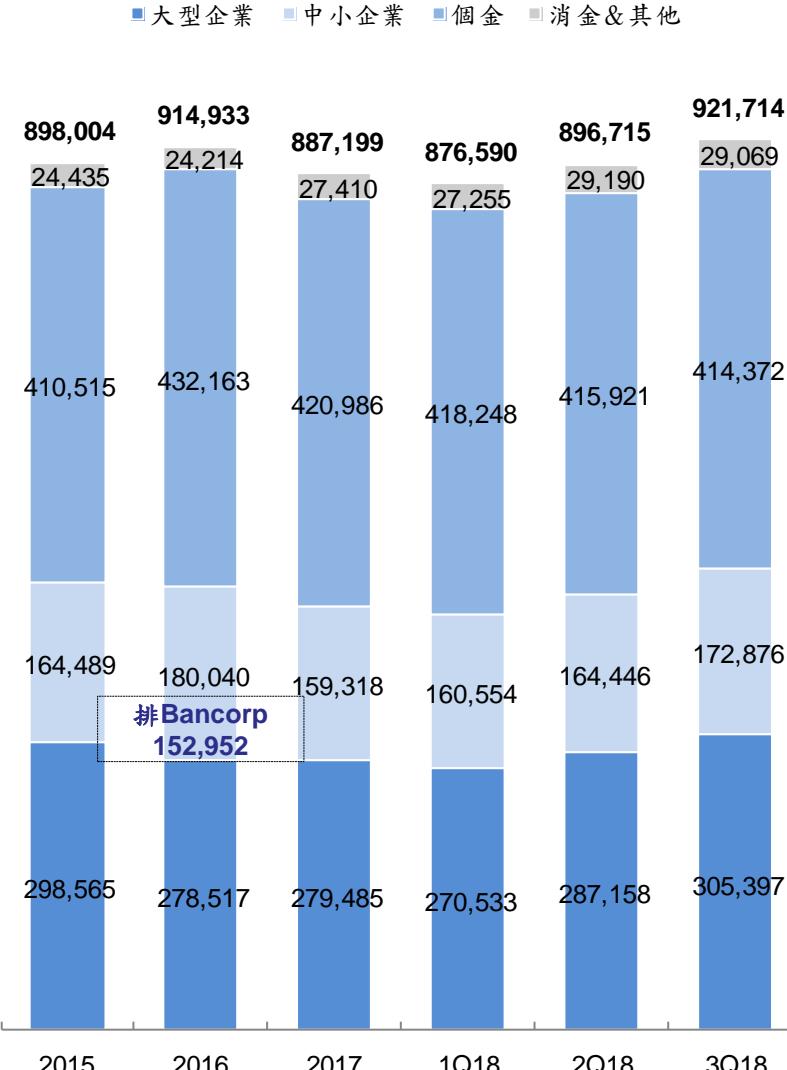
Note: numbers are presented on consolidated basis.

# 銀行放款結構分析

NT\$Mn

BSP's Loan

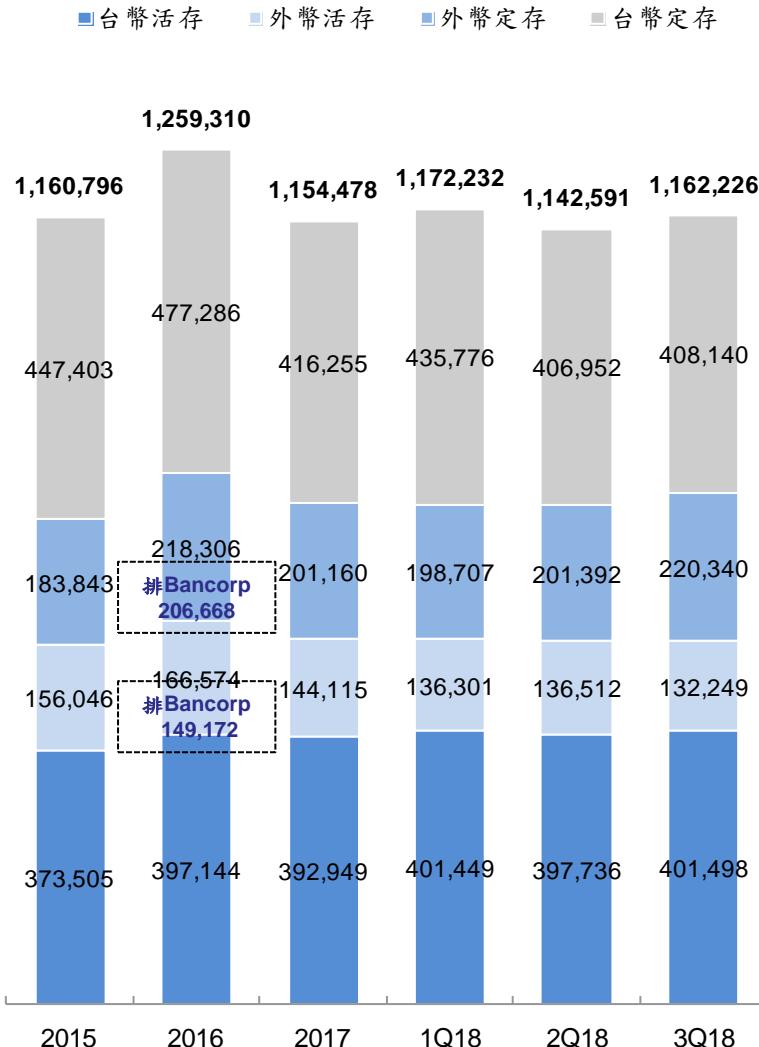
Loan by Currency



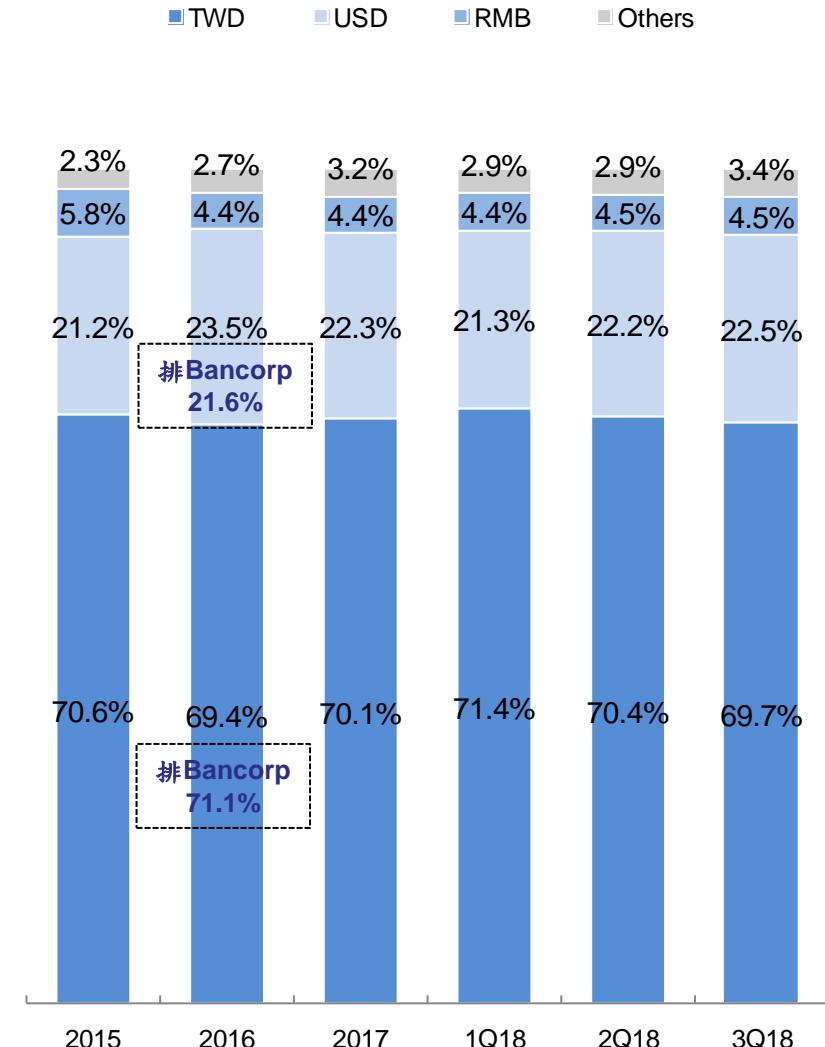
# 銀行存款結構分析

NT\$Mn

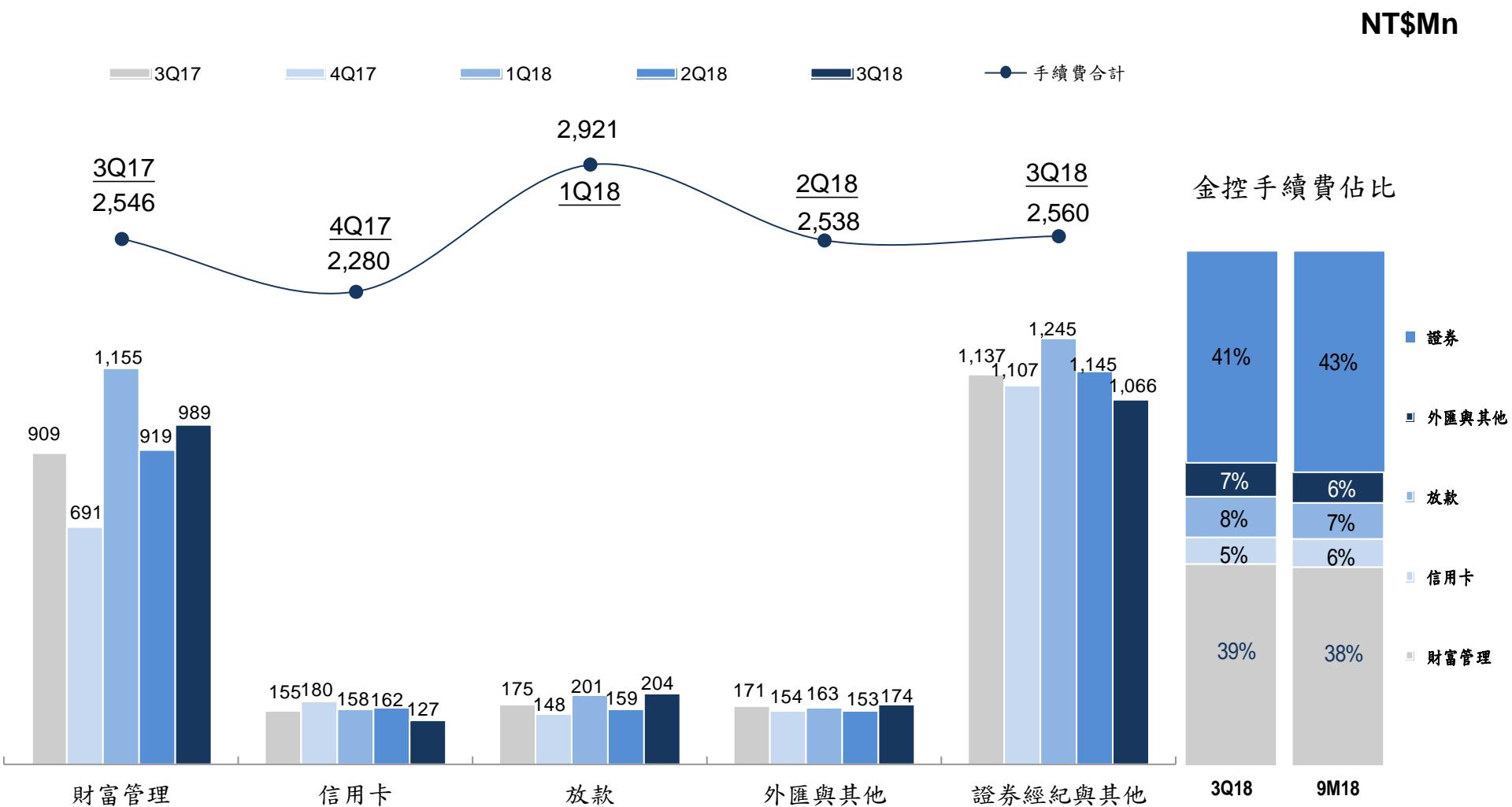
BSP's Deposit



Deposit by Currency

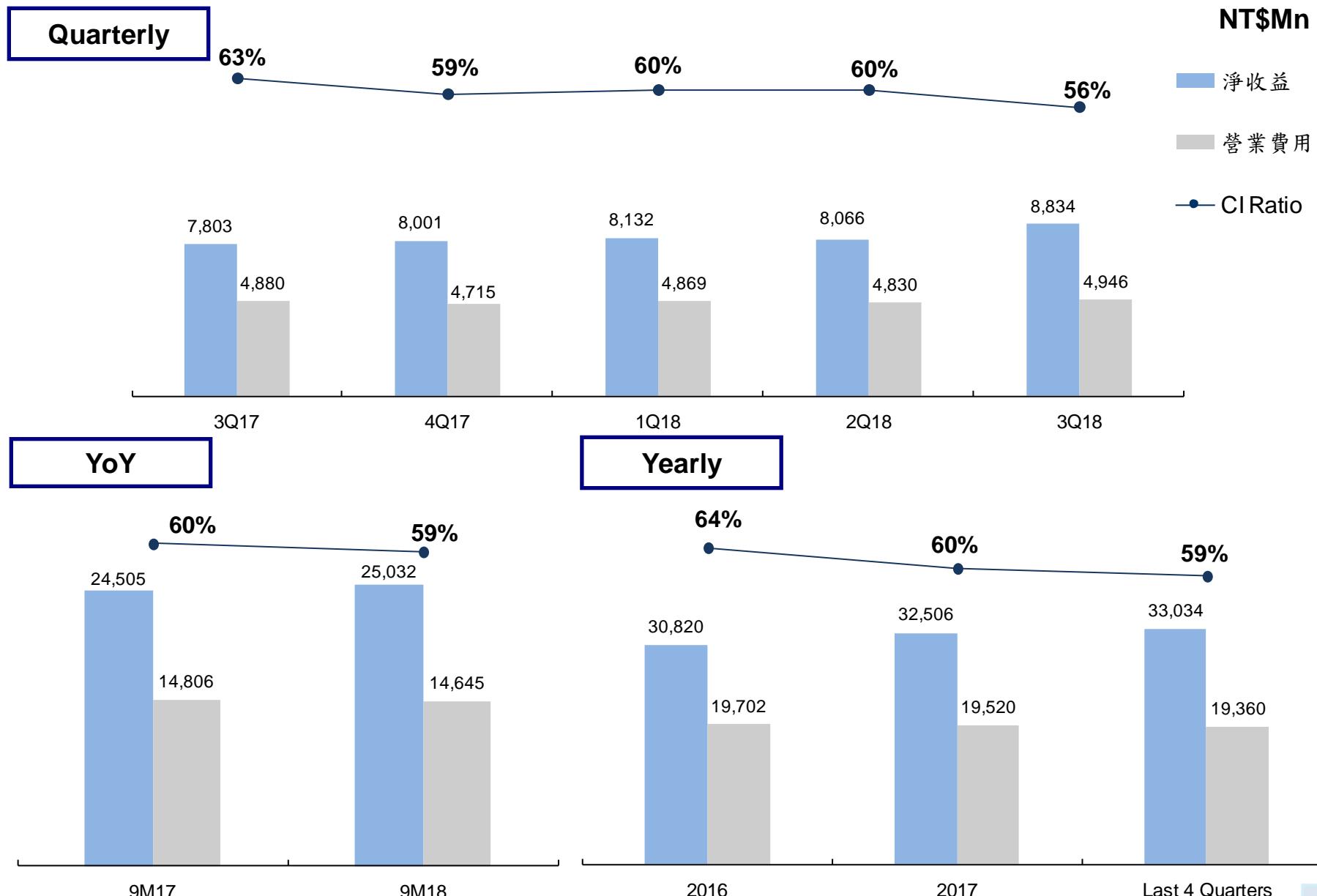


# 金控手續費收入組合



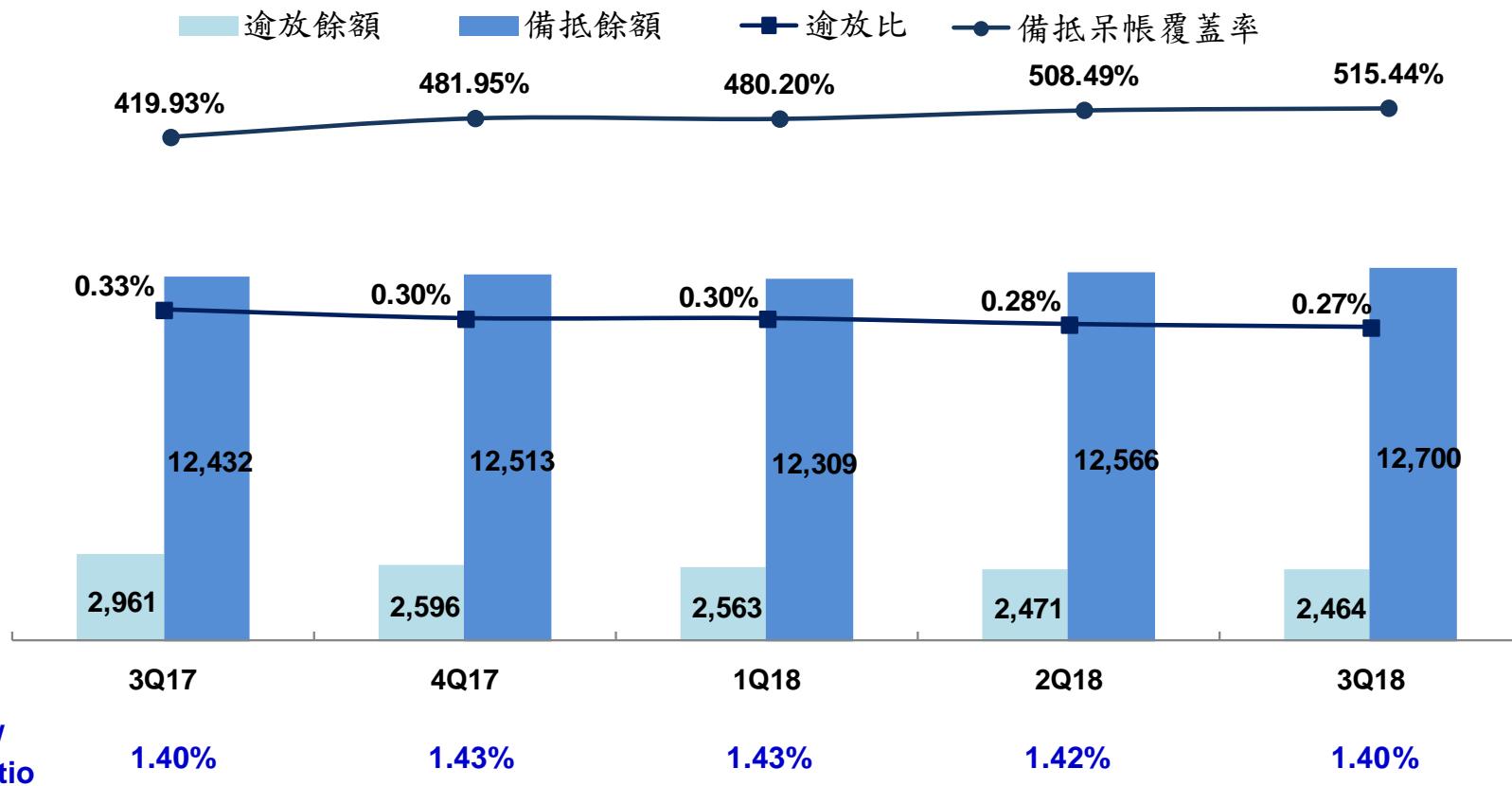
Note: numbers are presented on consolidated basis.

# 金控營業費用分析



# 銀行放款資產品質

NT\$Mn

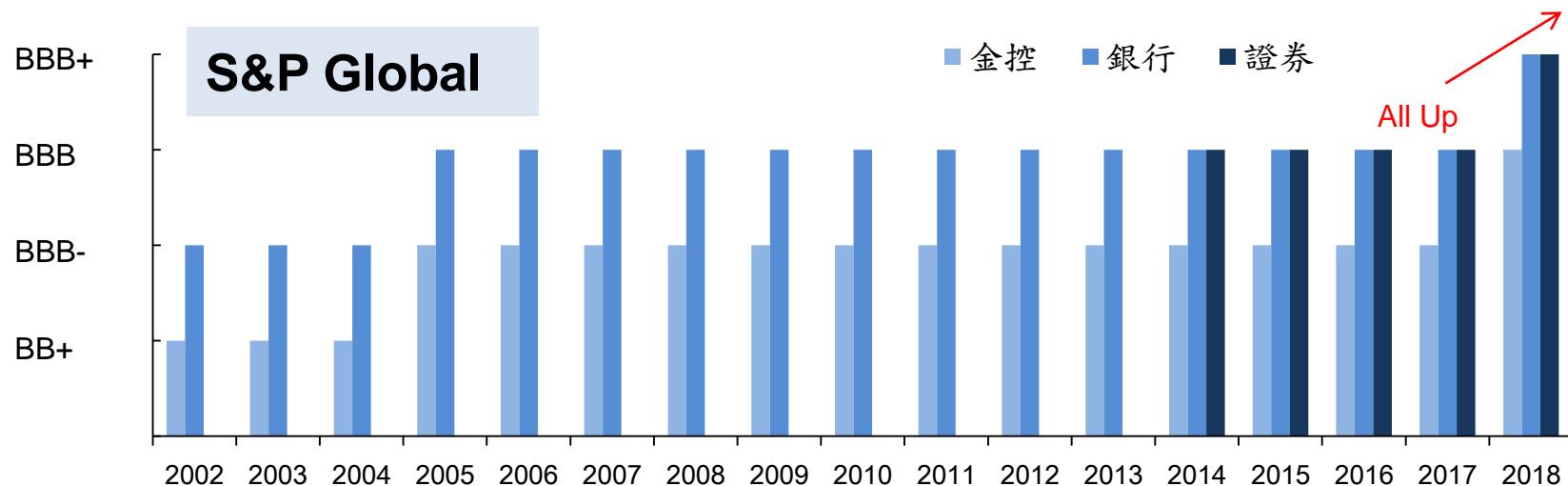
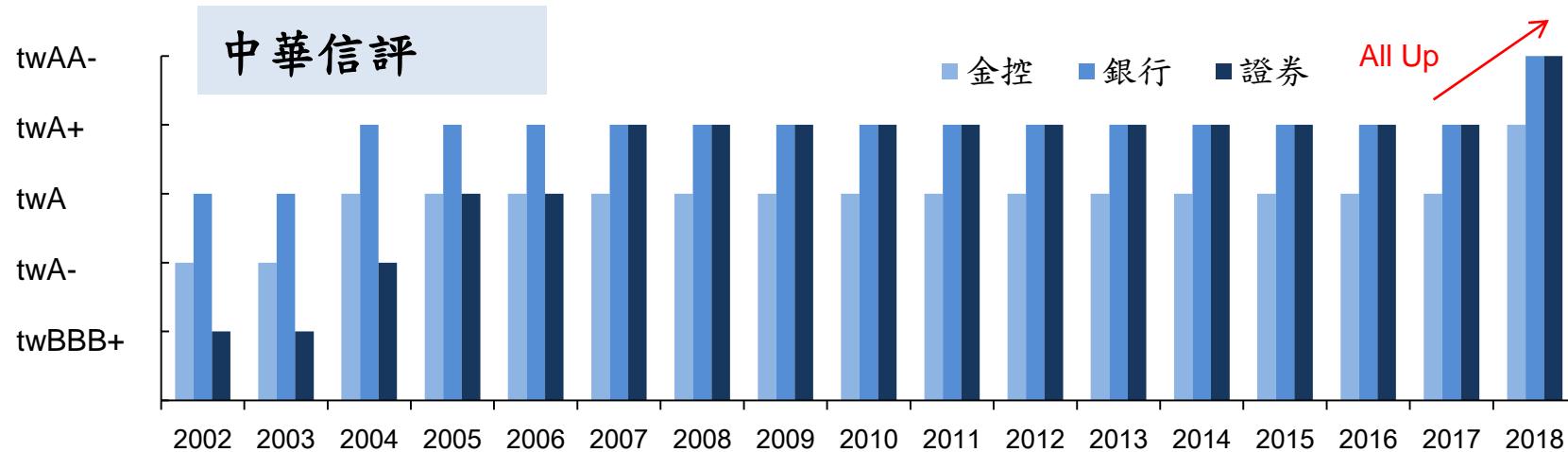


Note 1: numbers are based on regulator's definition, excluding FA and credit card revolving balance.

Note 2: numbers are presented on consolidated basis.

# 金控、銀行、證券信用評等創新高

基於資本水準增強，以及公司治理標準改善，2018年8月中華信評與S&P Global調升永豐金控、永豐銀行及永豐金證券的信用評等。



# 永續環境 · 在地關懷

永  
續  
環  
境  
年



7/21~10/13

85天的環島旅程

走過17縣市

舉辦20場公益關懷活動

超過1,000人次

志工/眷屬攜手參與

清理超過7,000公斤垃圾

溫暖超過4,000位民眾



# Appendix 1/12

## SPH's Balance Sheet (Consolidated)

NT\$ Mn	Yearly Results			Quarterly Results					QoQ(%)	YoY(%)	YTD(%)
	2016	2017	3Q17	4Q17	1Q18	2Q18	3Q18				
<b>Assets:</b>											
Cash and cash equivalents, net	28,122	28,881	26,135	28,881	27,279	26,896	23,768	-11.63	-9.06	-17.71	
Due from the central bank and call loans to banks, net	142,407	95,213	91,786	95,213	104,427	81,326	85,361	4.96	-7.00	-10.35	
Financial assets at fair value through profit or loss	117,190	132,110	126,714	132,110	131,203	121,671	97,212	-20.10	-23.28	-26.42	
Financial assets at fair value through other comprehensive	0	0	0	0	237,036	238,577	219,302	-8.08	-	-	
Debt instrument investments measured at amortized cost	0	0	0	0	76,495	79,440	83,295	4.85	-	-	
Securities purchased under agreements to resell	16,759	26,717	18,572	26,717	29,875	23,178	30,367	31.02	63.50	13.66	
Receivables, net	75,587	81,074	85,059	81,074	83,766	86,548	82,390	-4.80	-3.14	1.62	
Current tax assets	393	353	320	353	262	327	340	4.18	6.43	-3.55	
Discounts and loans, net	894,394	869,373	886,869	869,373	860,994	880,441	904,572	2.74	2.00	4.05	
Available-for-sale financial assets	241,795	231,553	252,406	231,553	0	0	0	-	-100.00	-100.00	
Held-to-maturity financial assets	78,132	56,608	59,826	56,608	0	0	0	-	-100.00	-100.00	
Investments accounted for using the equity method, net	420	401	364	401	439	445	439	-1.23	20.81	9.56	
Other financial assets, net	45,467	34,933	35,348	34,933	31,330	35,396	39,916	12.77	12.92	14.26	
Investment property, net	2,650	2,607	2,644	2,607	2,601	2,615	2,584	-1.16	-2.24	-0.86	
Property, plant and equipment, net	12,565	12,307	12,372	12,307	12,615	12,612	12,581	-0.25	1.69	2.23	
Intangible assets, net	3,209	2,335	2,501	2,335	2,310	2,310	2,281	-1.26	-8.81	-2.31	
Deferred tax assets	2,989	2,257	2,163	2,257	2,373	2,341	2,356	0.67	8.93	4.40	
Other assets, net	16,852	22,439	23,542	22,439	20,989	21,257	23,850	12.20	1.31	6.29	
<b>Total Assets</b>	<b>1,678,930</b>	<b>1,599,161</b>	<b>1,626,620</b>	<b>1,599,161</b>	<b>1,623,993</b>	<b>1,615,378</b>	<b>1,610,614</b>	<b>-0.29</b>	<b>-0.98</b>	<b>0.72</b>	
<b>Liabilities and equity</b>											
<b>Liabilities</b>											
Deposits from the central bank and banks	29,855	29,621	31,626	29,621	43,338	53,635	53,617	-0.03	69.53	81.01	
Commercial paper payable, net	46,820	44,881	45,602	44,881	49,924	50,365	38,180	-24.19	-16.28	-14.93	
Financial liabilities at fair value through profit or loss	26,802	24,036	22,910	24,036	25,499	27,309	27,934	2.29	21.93	16.22	
Derivative financial liabilities for hedging	20	0	0	0	0	0	0	-	-	-	
Securities sold under agreement to repurchase	45,687	66,004	70,658	66,004	59,538	62,210	48,872	-21.44	-30.83	-25.96	
Payables	34,746	40,590	41,188	40,590	34,672	43,552	49,627	13.95	20.49	22.26	
Current tax liabilities	791	1,093	824	1,093	1,429	1,030	1,041	1.15	26.36	-4.73	
Deposit and remittances	1,249,596	1,148,591	1,165,207	1,148,591	1,167,504	1,137,099	1,157,230	1.77	-0.68	0.75	
Bonds payable	41,779	42,530	45,569	42,530	41,531	42,681	38,882	-8.90	-14.67	-8.58	
Short-term borrowings	12,382	8,042	11,765	8,042	9,266	10,003	7,860	-21.43	-33.19	-2.26	
Long-term borrowings	13,616	9,271	7,899	9,271	4,232	3,475	2,525	-27.34	-68.04	-72.76	
Liabilities component of preferred stocks	18	18	18	18	18	18	18	0.00	0.00	0.00	
Provisions	3,215	3,122	3,008	3,122	3,366	3,296	3,235	-1.87	7.54	3.62	
Other financial liabilities	30,482	29,734	29,392	29,734	29,247	31,261	31,062	-0.64	5.68	4.47	
Deferred tax liabilities	1,562	1,281	1,273	1,281	1,404	1,459	1,505	3.16	18.21	17.47	
Other liabilities	7,662	12,087	12,970	12,087	11,899	9,875	8,301	-15.94	-36.00	-31.33	
<b>Total liabilities</b>	<b>1,545,032</b>	<b>1,460,901</b>	<b>1,489,909</b>	<b>1,460,901</b>	<b>1,482,867</b>	<b>1,477,267</b>	<b>1,469,888</b>	<b>-0.50</b>	<b>-1.34</b>	<b>0.62</b>	
Capital stock	106,764	110,501	110,501	110,501	110,501	112,711	112,711	0.00	2.00	2.00	
Capital surplus	2,227	2,229	2,229	2,229	2,229	2,229	2,229	0.00	0.00	0.00	
Retained earnings	24,017	25,547	23,449	25,547	28,332	22,722	25,869	13.85	10.32	1.26	
Other equity	833	-20	530	-20	60	447	-85	-119.14	-116.14	NA	
<b>Total equity attributable to owners of the parent</b>	<b>133,840</b>	<b>138,256</b>	<b>136,708</b>	<b>138,256</b>	<b>141,122</b>	<b>138,107</b>	<b>140,722</b>	<b>1.89</b>	<b>2.94</b>	<b>1.78</b>	
Non-controlling interests	58	4	3	4	4	4	3	-3.67	-2.84	-3.05	
<b>TOTAL</b>	<b>1,678,930</b>	<b>1,599,161</b>	<b>1,626,620</b>	<b>1,599,161</b>	<b>1,623,993</b>	<b>1,615,378</b>	<b>1,610,614</b>	<b>-0.29</b>	<b>-0.98</b>	<b>0.72</b>	

# Appendix 2/12

## Balance Sheet of SPH and its subsidiaries for the 9 months ended Sep. 30, 2018

NT\$Mn	BSP (Consolidated)	SPS (Consolidated)	Trust	Leasing (Consolidated)	Others	Sum	Adj. Items	SPH (Consolidated)
<b>Assets:</b>								
Cash and cash equivalents, net	17,826	6,150	86	1,585	574	26,222	-2,454	23,768
Due from the central bank and call loans to banks, net	85,361	0	0	0	0	85,361	0	85,361
Financial assets at fair value through profit or loss	53,881	41,447	0	0	1,931	97,260	-48	97,212
Financial assets at fair value through other comprehensive income	215,424	3,551	0	0	326	219,302	0	219,302
Debt instrument investments measured at amortized cost	83,155	0	0	140	0	83,295	0	83,295
Securities purchased under agreements to resell	29,044	5,190	0	0	0	34,234	-3,867	30,367
Receivables, net	44,913	34,162	21	3,269	1,514	83,879	-1,489	82,390
Current tax assets	1,404	100	8	47	659	2,218	-1,878	340
Discounts and loans, net	901,642	0	0	3,790	0	905,432	-860	904,572
Investments accounted for using the equity method, net	0	0	343	0	159,913	160,256	-159,817	439
Other financial assets, net	15,041	22,142	993	3,782	1,243	43,201	-3,284	39,916
Investment property, net	1,218	0	0	4,939	184	6,341	-3,757	2,584
Property, plant and equipment, net	9,246	2,157	3	88	24	11,518	1,063	12,581
Intangible assets, net	1,315	948	2	10	7	2,281	0	2,281
Deferred tax assets	1,556	461	1	241	98	2,356	0	2,356
Other assets, net	4,347	18,549	163	806	35	23,899	-49	23,850
<b>Total Assets</b>	<b>1,465,373</b>	<b>134,857</b>	<b>1,621</b>	<b>18,695</b>	<b>166,507</b>	<b>1,787,054</b>	<b>-176,440</b>	<b>1,610,614</b>
<b>Liabilities and equity</b>								
<b>Liabilities</b>								
Deposits from the central bank and banks	53,617	0	0	0	0	53,617	0	53,617
Commercial paper payable, net	0	12,945	0	5,071	20,163	38,180	0	38,180
Financial liabilities at fair value through profit or loss	23,729	4,213	0	0	0	27,942	-8	27,934
Securities sold under agreement to repurchase	23,075	29,664	0	0	0	52,739	-3,867	48,872
Payables	19,448	31,429	33	115	91	51,115	-1,489	49,627
Current tax liabilities	441	276	0	97	2,105	2,919	-1,878	1,041
Deposit and remittances	1,162,521	0	0	0	0	1,162,521	-5,291	1,157,230
Bonds payable	35,922	3,000	0	0	0	38,922	-40	38,882
Short-term borrowings	0	3,307	0	4,553	0	7,860	0	7,860
Long-term borrowings	0	0	0	3,385	0	3,385	-860	2,525
Liabilities component of preferred stocks	0	0	0	0	18	18	0	18
Provisions	2,822	375	3	19	15	3,235	0	3,235
Other financial liabilities	12,905	18,605	0	0	0	31,510	-448	31,062
Deferred tax liabilities	851	124	4	508	18	1,505	0	1,505
Other liabilities	2,818	4,846	39	647	0	8,351	-50	8,301
<b>Total liabilities</b>	<b>1,338,148</b>	<b>108,783</b>	<b>79</b>	<b>14,396</b>	<b>22,411</b>	<b>1,483,818</b>	<b>-13,930</b>	<b>1,469,888</b>
Share capital	86,061	16,212	1,420	4,681	114,951	223,325	-110,614	112,711
Capital surplus	12,148	477	1	1	2,232	14,858	-12,630	2,229
Retained earnings	28,938	9,535	151	-267	26,877	65,234	-39,365	25,869
Other equity	79	33	-30	-116	-150	-184	99	-85
<b>Total equity attributable to owners parent</b>	<b>127,225</b>	<b>26,258</b>	<b>1,542</b>	<b>4,299</b>	<b>143,909</b>	<b>303,233</b>	<b>-162,510</b>	<b>140,722</b>
Non-controlling interests	0	0	0	0	3	3	0	3
<b>TOTAL</b>	<b>1,465,373</b>	<b>135,041</b>	<b>1,621</b>	<b>18,695</b>	<b>166,323</b>	<b>1,787,054</b>	<b>-176,440</b>	<b>1,610,614</b>

# Appendix 3/12

## SPH's P&L (Consolidated)

NT\$ Mn	Yearly Results		Quarterly Results						YTD Results			
	2016	2017	3Q17	4Q17	1Q18	2Q18	3Q18	QoQ(%)	YoY(%)	9M17	9M18	YoY(%)
Interest revenue	27,672	28,202	7,014	7,003	6,925	7,251	7,570	4.40	7.92	21,199	21,746	2.58
Interest expense	11,059	12,099	3,065	3,072	3,080	3,316	3,510	5.86	14.51	9,027	9,907	9.75
<b>Net interest Income</b>	<b>16,613</b>	<b>16,103</b>	<b>3,949</b>	<b>3,931</b>	<b>3,845</b>	<b>3,935</b>	<b>4,060</b>	<b>3.17</b>	<b>2.80</b>	<b>12,172</b>	<b>11,839</b>	<b>-2.73</b>
<b>Net revenues other than interest</b>												
Commissions and fee revenues, net	9,174	9,514	2,546	2,280	2,921	2,538	2,560	0.84	0.55	7,235	8,019	10.84
Gains from financial assets and liabilities at fair value through P/L	3,477	5,771	1,309	1,648	1,039	397	1,026	158.45	-21.57	4,122	2,463	-40.26
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	-3	79	204	159.87	-	0	280	-
Realized gains from available-for-sale financial assets	446	531	180	118	0	0	0	-	-100.00	414	0	-100.00
Realized gain (loss) on HTM financial assets	0	0	0	0	0	0	0	-	-	0	0	-
Gains on unquoted equity instruments	165	125	20	1	0	0	0	-	-100.00	124	0	-100.00
Share of profit (loss) of associates and joint ventures accounted for using equity method	-12	34	-652	694	31	12	8	-33.33	NA	-660	51	NA
Foreign exchange gains, net	164	853	246	174	199	991	335	-66.21	36.00	679	1,525	124.79
(Impairment losses) reversal gains on assets	40	-380	72	-393	2	-13	4	NA	-94.17	14	-7	-149.69
Rental revenue	153	142	35	36	34	34	39	13.21	9.43	106	107	0.38
Other revenues, net	546	-187	98	-488	65	93	598	545.90	508.96	300	756	151.59
<b>Total net revenues</b>	<b>30,820</b>	<b>32,506</b>	<b>7,803</b>	<b>8,001</b>	<b>8,132</b>	<b>8,066</b>	<b>8,834</b>	<b>9.52</b>	<b>13.21</b>	<b>24,505</b>	<b>25,032</b>	<b>2.15</b>
<b>Bad debt expenses and guarantee liability provisions</b>	<b>1,592</b>	<b>2,436</b>	<b>126</b>	<b>694</b>	<b>-46</b>	<b>791</b>	<b>238</b>	<b>-69.95</b>	<b>88.43</b>	<b>1,741</b>	<b>984</b>	<b>-43.51</b>
<b>Operating expenses</b>	<b>19,702</b>	<b>19,520</b>	<b>4,880</b>	<b>4,715</b>	<b>4,869</b>	<b>4,830</b>	<b>4,946</b>	<b>2.41</b>	<b>1.36</b>	<b>14,806</b>	<b>14,645</b>	<b>-1.09</b>
Employee benefits expense	12,100	12,233	3,035	2,788	3,182	3,067	3,192	4.07	5.15	9,445	9,441	-0.04
Depreciation and amortization	1,049	1,063	258	257	236	243	243	-0.10	-5.79	806	722	-10.47
Others	6,553	6,224	1,587	1,669	1,451	1,520	1,512	-0.54	-4.73	4,555	4,483	-1.58
<b>Bad debts and guarantee liability provisions &amp; Operating expenses</b>	<b>21,294</b>	<b>21,956</b>	<b>5,006</b>	<b>5,409</b>	<b>4,824</b>	<b>5,621</b>	<b>5,184</b>	<b>-7.78</b>	<b>3.56</b>	<b>16,547</b>	<b>15,629</b>	<b>-5.55</b>
Income (loss) before income tax	9,526	10,550	2,798	2,592	3,309	2,445	3,650	49.30	30.47	7,958	9,404	18.17
Income tax (benefit) expense	1,245	1,465	281	349	670	325	527	62.34	87.42	1,117	1,521	36.21
<b>Profit (loss)</b>	<b>8,282</b>	<b>9,084</b>	<b>2,516</b>	<b>2,244</b>	<b>2,639</b>	<b>2,120</b>	<b>3,123</b>	<b>47.30</b>	<b>24.10</b>	<b>6,841</b>	<b>7,882</b>	<b>15.23</b>

# Appendix 4/12

## P&L of SPH and its subsidiaries for the 9 months ended Sep. 30, 2018

NT\$Mn	BSP (Consolidated)	SPS (Consolidated)	Trust	Leasing (Consolidated)	Others	Sum	Adj. Items	SPH (Consolidated)
Interest revenue	19,931	1,172	6	684	28	21,821	-75	21,746
Interest expense	8,846	765	0	270	101	9,982	-75	9,907
<b>Net interest Income</b>	<b>11,084</b>	<b>407</b>	<b>6</b>	<b>414</b>	<b>-73</b>	<b>11,838</b>	<b>1</b>	<b>11,839</b>
<b>Net revenues other than interest</b>								
Commissions and fee revenues, net	4,286	3,543	208	0	0	8,037	-19	8,019
Gains from financial assets and liabilities at fair value through P/L	1,843	506	1	0	114	2,463	-1	2,463
Gain (loss) on investment property	0	0	0	0	0	0	0	0
Realized gain (loss) on financial assets at fair value through other comprehensive income	66	209	0	0	5	280	0	280
Realized gains from available-for-sale financial assets	0	0	0	0	0	0	0	0
Realized gain (loss) on held-to-maturity financial assets	0	0	0	0	0	0	0	0
Realized gains from unquoted equity instrument	0	0	0	0	0	0	0	0
Share of profit (loss) of associates and joint ventures accounted for using equity method	0	0	50	0	8,143	8,193	-8,142	51
Foreign exchange gains, net	1,332	237	0	-19	-24	1,525	0	1,525
(Impairment losses) reversal gains on assets	-12	0	0	5	0	-7	0	-7
Rental revenue	88	14	0	172	0	274	-167	107
Other revenues, net	584	252	0	-53	117	900	-144	756
<b>Total net revenues</b>	<b>19,271</b>	<b>5,169</b>	<b>265</b>	<b>518</b>	<b>8,282</b>	<b>33,504</b>	<b>-8,472</b>	<b>25,032</b>
<b>Bad debt expenses and guarantee liability provisions</b>	<b>254</b>	<b>222</b>	<b>0</b>	<b>508</b>	<b>0</b>	<b>984</b>	<b>0</b>	<b>984</b>
<b>Operating expenses</b>	<b>9,981</b>	<b>4,212</b>	<b>200</b>	<b>270</b>	<b>311</b>	<b>14,975</b>	<b>-330</b>	<b>14,645</b>
Employee benefits expense	6,168	2,805	120	120	227	9,441	0	9,441
Depreciation and amortization	454	201	2	57	8	722	0	722
Others	3,359	1,205	79	93	76	4,812	-330	4,483
<b>Bad debts and guarantee liability provisions &amp; Operating expenses</b>	<b>10,235</b>	<b>4,434</b>	<b>200</b>	<b>778</b>	<b>311</b>	<b>15,958</b>	<b>-330</b>	<b>15,629</b>
Income (loss) before income tax	9,036	734	64	(259)	7,971	17,546	-8,142	9,404
Income tax (benefit) expense	1,336	156	3	41	-16	1,521	0	1,521
<b>Profit (loss)</b>	<b>7,699</b>	<b>578</b>	<b>61</b>	<b>(300)</b>	<b>7,987</b>	<b>16,025</b>	<b>-8,142</b>	<b>7,882</b>
Attributable to								
Profit(loss), attributable to owners of parent	7,699	578	61	(300)	7,987	16,025	-8,142	7,883
Profit(loss), attributable to non-controlline interests	0	0	0	0	(0)	(0)	0	(0)

# Appendix 5/12

BSP's Balance Sheet (Consolidated)

NT\$Mn	Yearly Results		Quarterly Results					QoQ(%)	YoY(%)	YTD(%)
	2016	2017	3Q17	4Q17	1Q18	2Q18	3Q18			
<b>Assets</b>										
Cash and cash equivalents	22,299	24,285	20,267	24,285	22,420	20,851	17,826	-14.51	-12.05	-26.60
Due from the central bank and call loans to banks	142,407	95,213	91,786	95,213	104,427	81,326	85,361	4.96	-7.00	-10.35
Financial assets at fair value through profit or loss	59,381	70,615	64,513	70,615	70,967	64,530	53,881	-16.50	-16.48	-23.70
Financial assets at fair value through other comprehensive incom	0	0	0	0	232,450	233,722	215,424	-7.83	-	-
Debt instrument investments measured at amortized cost	0	0	0	0	75,468	78,413	83,155	6.05	-	-
Securities purchased under agreements to resell	7,862	23,553	14,911	23,553	26,968	22,312	29,044	30.17	94.78	23.31
Receivables, net	35,623	43,555	45,992	43,555	45,733	46,495	44,913	-3.40	-2.35	3.12
Current tax assets	1,393	1,411	1,367	1,411	1,320	1,391	1,404	0.98	2.70	-0.49
Discounts and loans, net	889,038	865,990	883,034	865,990	857,656	877,615	901,642	2.74	2.11	4.12
Available-for-sale financial assets	238,316	227,095	247,922	227,095	0	0	0	-	-100.00	-100.00
Held-to-maturity investments	78,132	56,608	59,826	56,608	0	0	0	-	-100.00	-100.00
Investments accounted for using equity method,net	55	0	0	0	0	0	0	NA	-19.19	-
Other financial assets, net	13,848	7,253	9,273	7,253	8,462	11,368	15,041	32.31	62.20	107.37
Investment property, net	1,247	1,207	1,220	1,207	1,204	1,220	1,218	-0.18	-0.13	0.88
Property, plant and equipment, net	9,135	8,977	9,024	8,977	9,301	9,286	9,246	-0.43	2.45	2.99
Intangible assets, net	1,888	1,326	1,280	1,326	1,321	1,318	1,315	-0.24	2.69	-0.87
Deferred tax assets	2,551	1,741	1,674	1,741	1,701	1,568	1,556	-0.76	-7.06	-10.62
Other assets, net	2,480	4,378	5,445	4,378	4,237	4,837	4,347	-10.13	-20.16	-0.72
<b>Total</b>	<b>1,505,653</b>	<b>1,433,208</b>	<b>1,457,536</b>	<b>1,433,208</b>	<b>1,463,635</b>	<b>1,456,253</b>	<b>1,465,373</b>	<b>0.63</b>	<b>0.54</b>	<b>2.24</b>
<b>Liabilities and Equity</b>										
<b>Liabilities</b>										
Deposits from the central bank and banks	29,855	29,621	31,626	29,621	43,338	53,635	53,617	-0.03	69.53	81.01
Financial liabilities at fair value through profit or loss	21,085	20,313	19,150	20,313	19,643	22,376	23,729	6.05	23.91	16.82
Derivative financial liabilities for hedging	20	0	0	0	0	0	0	-	-	-
Securities sold under agreement to repurchase	1,837	26,179	28,665	26,179	25,011	28,571	23,075	-19.23	-19.50	-11.86
Payable	16,884	16,576	14,294	16,576	14,663	23,349	19,448	-16.71	36.05	17.32
Current tax liabilities	565	552	378	552	763	485	441	-9.15	16.76	-20.05
Deposit and remittance	1,255,712	1,154,487	1,173,735	1,154,487	1,172,355	1,142,854	1,162,521	1.72	-0.96	0.70
bank debentures	41,779	39,570	45,569	39,570	38,571	39,721	35,922	-9.56	-21.17	-9.22
Other financial liabilities	12,370	12,256	13,214	12,256	12,977	13,328	12,905	-3.18	-2.34	5.29
Provisions	2,849	2,711	2,641	2,711	2,953	2,883	2,822	-2.10	6.86	4.12
Deferred tax liabilities	961	747	743	747	761	820	851	3.76	14.47	13.82
Other liabilities	2,014	5,193	3,850	5,193	5,234	3,606	2,818	-21.85	-26.81	-45.74
<b>Total liabilities</b>	<b>1,385,931</b>	<b>1,308,206</b>	<b>1,333,865</b>	<b>1,308,206</b>	<b>1,336,268</b>	<b>1,331,627</b>	<b>1,338,148</b>	<b>0.49</b>	<b>0.32</b>	<b>2.29</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	12,148	0.00	0.00	0.00
Retained earnings	23,777	26,959	25,227	26,959	28,770	26,017	28,938	11.23	14.71	7.34
Other equity	-157	-166	235	-166	389	400	79	-80.33	-66.47	NA
<b>Total equity</b>	<b>119,722</b>	<b>125,002</b>	<b>123,671</b>	<b>125,002</b>	<b>127,367</b>	<b>124,625</b>	<b>127,225</b>	<b>2.09</b>	<b>2.87</b>	<b>1.78</b>
<b>TOTAL</b>	<b>1,505,653</b>	<b>1,433,208</b>	<b>1,457,536</b>	<b>1,433,208</b>	<b>1,463,635</b>	<b>1,456,253</b>	<b>1,465,373</b>	<b>0.63</b>	<b>0.54</b>	<b>2.24</b>

# Appendix 6/12

## BSP's P&L (Consolidated)

NT\$ Mn	Yearly Results							Quarterly Results			YTD Results		
	2016	2017	3Q17	4Q17	1Q18	2Q18	3Q18	QoQ(%)	YoY(%)	9M17	9M18	YoY(%)	
	Interest revenue	24,849	25,310	6,311	6,343	6,312	6,647	6,973	4.91	10.48	18,968	19,931	5.08
Interest expense	9,983	10,523	2,647	2,674	2,703	2,952	3,191	8.10	20.58	7,849	8,846	12.71	
<b>Net interest Income</b>	<b>14,866</b>	<b>14,787</b>	<b>3,665</b>	<b>3,668</b>	<b>3,608</b>	<b>3,695</b>	<b>3,781</b>	<b>2.35</b>	<b>3.18</b>	<b>11,119</b>	<b>11,084</b>	<b>-0.31</b>	
<b>Net revenues other than interest</b>													
Commissions and fee revenues, net	5,635	5,021	1,316	1,082	1,584	1,299	1,403	8.02	6.63	3,939	4,286	8.82	
Gains on financial assets and liabilities at fair value through P/L	2,220	2,713	511	831	377	548	918	67.66	79.50	1,882	1,843	-2.08	
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	-4	69	0	-99.89	-	0	66	-	
Realized gains on available-for-sale financial assets	10	8	3	0	0	0	0	-	-100.00	8	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	1	0	0	0	0	-	-100.00	87	0	-100.00	
Share of profit (loss) of associates and joint ventures accounted for using equity method	-1	-3	-658	658	0	0	0	-	NA	-661	0	NA	
Foreign exchange gains, net	-152	1,218	241	193	218	771	343	-55.44	42.24	1,025	1,332	29.93	
(Impairment losses) reversal gains on assets	163	-62	95	-100	1	-13	0	NA	-99.88	38	-12	-131.70	
Rental revenue	115	114	28	29	29	29	29	0.46	3.05	85	88	2.74	
Other revenues, net	302	-528	-11	-575	15	23	547	2,323.14	NA	48	584	1,127.33	
<b>Total net revenues</b>	<b>23,347</b>	<b>23,355</b>	<b>5,193</b>	<b>5,786</b>	<b>5,829</b>	<b>6,420</b>	<b>7,022</b>	<b>9.38</b>	<b>35.23</b>	<b>17,568</b>	<b>19,271</b>	<b>9.69</b>	
<b>(Reversal of)Allowance for doubtful accounts and guarantees</b>	<b>1,405</b>	<b>1,024</b>	<b>141</b>	<b>680</b>	<b>-33</b>	<b>102</b>	<b>185</b>	<b>80.83</b>	<b>31.18</b>	<b>344</b>	<b>254</b>	<b>-26.16</b>	
<b>Operating expenses</b>	<b>13,922</b>	<b>13,268</b>	<b>3,328</b>	<b>3,020</b>	<b>3,280</b>	<b>3,271</b>	<b>3,431</b>	<b>4.91</b>	<b>3.09</b>	<b>10,249</b>	<b>9,981</b>	<b>-2.61</b>	
Employee benefits expense	7,995	7,824	1,925	1,613	2,032	2,009	2,127	5.87	10.50	6,211	6,168	-0.69	
Depreciation and amortization	740	680	170	161	149	152	153	0.44	-9.70	519	454	-12.41	
Others	5,187	4,764	1,234	1,246	1,099	1,109	1,151	3.79	-6.71	3,519	3,359	-4.55	
<b>(Reversal of)Allowance for doubtful accounts and guarantees &amp; Operating expenses</b>	<b>15,327</b>	<b>14,292</b>	<b>3,469</b>	<b>3,700</b>	<b>3,247</b>	<b>3,373</b>	<b>3,616</b>	<b>7.21</b>	<b>4.23</b>	<b>10,592</b>	<b>10,235</b>	<b>-3.37</b>	
Income (loss) before income tax	8,020	9,063	1,724	2,087	2,582	3,047	3,406	11.79	97.60	6,976	9,036	29.52	
Income tax (benefit) expense	1,161	1,167	140	248	455	396	485	22.61	245.61	919	1,336	45.43	
<b>Profit (loss)</b>	<b>6,858</b>	<b>7,896</b>	<b>1,583</b>	<b>1,839</b>	<b>2,127</b>	<b>2,651</b>	<b>2,921</b>	<b>10.18</b>	<b>84.48</b>	<b>6,057</b>	<b>7,699</b>	<b>27.11</b>	

# Appendix 7/12

**SPS's Balance Sheet (Consolidated)**

	Yearly Results		Quarterly Results					YTD Results		
	2016	2017	3Q17	4Q17	1Q18	2Q18	3Q18	QoQ(%)	YoY(%)	YTD(%)
<b>Assets:</b>										
Current assets	140,666	142,118	145,174	142,118	133,532	136,178	125,889	-7.56	-13.28	-11.42
Cash and cash equivalents	6,561	5,060	8,752	5,060	4,982	6,778	6,150	-9.26	-29.72	21.56
Financial assets at fair	57,726	61,449	62,117	61,449	58,040	55,046	41,272	-25.02	-33.56	-32.84
Securities purchased	8,897	3,217	3,662	3,217	2,958	2,899	5,190	79.05	41.74	61.32
Margin loans receivable	20,648	21,887	21,517	21,887	21,137	22,102	18,539	-16.12	-13.84	-15.30
Other current assets	46,832	50,506	49,127	50,506	46,416	49,354	54,738	10.91	11.42	8.38
Non-current assets	6,030	6,085	6,103	6,085	9,908	10,136	9,152	-9.71	49.96	50.39
Financial assets at cost	605	559	581	559	826	868	759	-12.57	30.61	35.71
Properties and equipments, net	2,357	2,320	2,316	2,320	2,301	2,295	2,329	1.47	0.55	0.39
Intangible & other assets	3,069	3,206	3,206	3,206	6,780	6,973	6,064	-13.03	89.17	89.14
<b>Total assets</b>	<b>146,696</b>	<b>148,204</b>	<b>151,277</b>	<b>148,204</b>	<b>143,439</b>	<b>146,315</b>	<b>135,041</b>	<b>-7.70</b>	<b>-10.73</b>	<b>-8.88</b>
<b>Liabilities and stockholders' equity</b>										
<b>Liabilities</b>										
Current liabilities	116,793	116,357	123,396	116,357	113,657	116,836	105,302	-9.87	-14.66	-9.50
Liabilities for bonds with attached repurchase	43,850	39,878	41,993	39,878	34,579	35,672	29,664	-16.84	-29.36	-25.61
Futures traders' equity	18,363	17,150	15,700	17,150	16,055	17,776	18,393	3.47	17.15	7.25
Notes payable and accounts payable	13,990	18,977	18,857	18,977	18,066	17,837	26,111	46.39	38.47	37.59
Other current liabilities	40,590	40,352	46,846	40,352	44,956	45,551	31,134	-31.65	-33.54	-22.84
Non-current liabilities	4,338	6,047	2,645	6,047	3,451	3,481	3,482	0.02	31.63	-42.42
<b>Total liabilities</b>	<b>121,130</b>	<b>122,404</b>	<b>126,041</b>	<b>122,404</b>	<b>117,108</b>	<b>120,317</b>	<b>108,783</b>	<b>-9.59</b>	<b>-13.69</b>	<b>-11.13</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	8,879	9,471	9,739	9,155	9,535	4.15	7.39	0.67
Other items of equity	-109	-360	-332	-360	-97	153	33	-78.14	110.09	109.30
<b>Total equity</b>	<b>25,566</b>	<b>25,800</b>	<b>25,236</b>	<b>25,800</b>	<b>26,331</b>	<b>25,997</b>	<b>26,258</b>	<b>1.00</b>	<b>4.05</b>	<b>1.77</b>
<b>TOTAL</b>	<b>146,696</b>	<b>148,204</b>	<b>151,277</b>	<b>148,204</b>	<b>143,439</b>	<b>146,315</b>	<b>135,041</b>	<b>-7.70</b>	<b>-10.73</b>	<b>-8.88</b>

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

# Appendix 8/12

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**SPS's P&L (Consolidated)**

	Yearly Results							Quarterly Results		YTD Results		
	2016	2017	3Q17	4Q17	1Q18	2Q18	3Q18	QoQ(%)	YoY(%)	9M17	9M18	YoY(%)
Net interest income	1,523	1,600	386	400	382	348	287	-17.71	-25.74	1,200	1,017	-15.24
Net fee income	3,432	4,450	1,226	1,199	1,337	1,260	1,156	-8.24	-5.68	3,252	3,753	15.43
Gains (Losses) on sales of securities, net	812	1,600	447	601	239	179	-529	-395.51	-218.26	1,000	-111	-111.09
Dividend income	331	341	310	8	3	40	326	721.51	5.07	333	368	10.48
Gains (Losses) on warrant issued, net	23	32	-62	50	93	64	14	-78.48	122.19	-18	171	1053.28
Gains (Losses) from futures transactions	-419	-523	-132	-200	-27	4	-105	-3084.94	20.21	-323	-129	59.99
Gains (Losses) from options transactions	-5	-5	-5	-4	13	-4	-1	78.25	82.49	-2	8	583.87
Gains (Losses) from derivative instruments	-392	-416	-561	17	163	-269	343	227.73	161.20	-434	238	154.79
Gains (Losses) from SBL transactions	47	-51	-17	10	35	34	0	-101.43	97.14	-61	68	212.21
Gains (Losses) from valuation of operating securities	-16	1,067	564	82	-409	-583	40	106.80	-92.98	985	-952	-196.69
Other operating income	746	47	25	-8	-67	386	99	-74.36	301.19	55	418	666.76
Non-operating income-net	228	14	103	77	87	84	147	75.41	43.13	-62	318	610.47
<b>Total net revenues</b>	<b>6,309</b>	<b>8,157</b>	<b>2,285</b>	<b>2,232</b>	<b>1,848</b>	<b>1,543</b>	<b>1,776</b>	<b>15.10</b>	<b>-22.26</b>	<b>5,925</b>	<b>5,167</b>	<b>-12.79</b>
Operating expenses	5,198	6,906	1,363	1,518	1,456	1,622	1,355	-16.47	-0.60	5,388	4,433	-17.72
<b>Pre-tax income (loss)</b>	<b>1,111</b>	<b>1,251</b>	<b>922</b>	<b>714</b>	<b>392</b>	<b>-79</b>	<b>421</b>	<b>634.46</b>	<b>-54.31</b>	<b>537</b>	<b>734</b>	<b>36.68</b>
Income tax benefit (expense)	-43	-122	-83	-84	-88	-3	-65	-2,241.49	21.32	-39	-156	-303.88
<b>Net income (Loss)</b>	<b>1,067</b>	<b>1,129</b>	<b>839</b>	<b>630</b>	<b>304</b>	<b>-82</b>	<b>356</b>	<b>536.32</b>	<b>-57.57</b>	<b>499</b>	<b>578</b>	<b>15.93</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	3Q17	4Q17	1Q18	2Q18	3Q18	QoQ(%)	YoY(%)
<b>Corporate loans</b>										
Manufacturing	178,887	198,043	196,259	198,043	193,232	200,969	219,109	9.03	11.64	10.64
Electronics Industry	56,579	68,034	70,254	68,034	64,610	63,278	80,809	27.71	15.02	18.78
Chemical products	52,313	57,555	56,236	57,555	55,771	63,003	63,209	0.33	12.40	9.82
Conventional industry	65,869	66,896	64,782	66,896	67,243	69,523	69,458	-0.09	7.22	3.83
Electric fixture	4,126	5,558	4,987	5,558	5,608	5,166	5,634	9.05	12.97	1.37
FI & security house & insurance	32,039	34,012	35,615	34,012	32,552	43,128	37,638	-12.73	5.68	10.66
Installment & leasing	24,944	11,101	9,329	11,101	9,709	7,581	9,070	19.64	-2.78	-18.30
Construction & real estate	48,866	45,291	47,710	45,291	43,070	41,664	43,548	4.52	-8.72	-3.85
Wholesales/retail	77,311	71,799	74,467	71,799	71,026	74,251	80,870	8.92	8.60	12.63
Service industry	39,978	42,541	40,002	42,541	42,923	47,063	48,696	3.47	21.73	14.47
State-owned company	40,573	16,906	28,123	16,906	19,913	15,341	15,958	4.02	-43.26	-5.61
Others	10,051	10,359	9,765	10,359	11,942	14,220	14,903	4.80	52.61	43.87
Factoring	8,926	9,841	7,324	9,841	7,923	8,427	9,467	12.34	29.26	-3.80
<b>Sub total</b>	<b>461,575</b>	<b>439,893</b>	<b>448,593</b>	<b>439,893</b>	<b>432,290</b>	<b>452,643</b>	<b>479,259</b>	<b>5.88</b>	<b>6.84</b>	<b>8.95</b>
<b>Individual loans</b>										
Mortgage loans	425,831	415,562	419,702	415,562	412,885	410,466	409,025	-0.35	-2.54	-1.57
Car loans	6,912	6,303	6,460	6,303	6,239	6,299	6,244	-0.86	-3.34	-0.92
<b>Sub total</b>	<b>432,743</b>	<b>421,865</b>	<b>426,162</b>	<b>421,865</b>	<b>419,125</b>	<b>416,765</b>	<b>415,270</b>	<b>-0.36</b>	<b>-2.56</b>	<b>-1.56</b>
<b>Consumer loans</b>										
Unsecured loans and others	17,260	20,602	19,943	20,602	20,509	21,757	21,766	0.04	9.14	5.65
Credit card	7,011	6,862	7,093	6,862	6,801	7,495	7,357	-1.84	3.72	7.22
<b>Sub total</b>	<b>24,271</b>	<b>27,463</b>	<b>27,037</b>	<b>27,463</b>	<b>27,310</b>	<b>29,251</b>	<b>29,123</b>	<b>-0.44</b>	<b>7.72</b>	<b>6.04</b>
<b>Total</b>	<b>918,590</b>	<b>889,220</b>	<b>901,792</b>	<b>889,220</b>	<b>878,725</b>	<b>898,659</b>	<b>923,651</b>	<b>2.78</b>	<b>2.42</b>	<b>3.87</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	3Q17	4Q17	1Q18	2Q18	3Q18	QoQ(%)	YoY(%)	9M17	9M18	YoY(%)
<b>NPL</b>												
90-days NPLs - beginning	2,159	3,140	3,120	2,961	2,596	2,563	2,471	-3.59	-20.80	3,140	2,596	-17.31
New NPL influx	4,143	2,346	490	566	719	524	588	12.26	20.02	1,780	1,832	2.91
NPL recovery	1,655	1,651	447	309	505	495	395	-20.12	-11.51	1,342	1,395	3.93
Write-offs	1,507	1,239	203	622	248	121	200	65.16	-1.30	617	569	-7.72
<b>90-days NPLs - ending</b>	<b>3,140</b>	<b>2,596</b>	<b>2,961</b>	<b>2,596</b>	<b>2,563</b>	<b>2,471</b>	<b>2,464</b>	<b>-0.30</b>	<b>-16.78</b>	<b>2,961</b>	<b>2,464</b>	<b>-16.78</b>
<b>Total reserves for loans</b>	<b>13,291</b>	<b>12,513</b>	<b>12,432</b>	<b>12,513</b>	<b>12,309</b>	<b>12,566</b>	<b>12,700</b>	<b>1.07</b>	<b>2.15</b>	<b>12,432</b>	<b>12,700</b>	<b>2.15</b>
Provisions for loan loss	2,084	1,361	174	708	97	305	322	5.62	84.68	653	724	10.90
Recovery - Loan	491	497	115	62	80	112	82	-27.03	-29.37	435	274	-37.16
NPL ratio	0.35%	0.30%	0.33%	0.30%	0.30%	0.28%	0.27%	-0.01%	-0.06%	0.33%	0.27%	-0.06%
Coverage ratio	423.30%	481.95%	419.93%	481.95%	480.20%	508.49%	515.44%	6.95%	95.51%	419.93%	515.44%	95.51%

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

# Appendix 11/12

## BSP's Fee Breakdown (Consolidated)

NT\$Mn	Yearly Results		Quarterly Results					YTD Results				
	2016	2017	3Q17	4Q17	1Q18	2Q18	3Q18	QoQ(%)	YoY(%)	9M17	9M18	YoY(%)
<b>Wealth management</b>	<b>3,770</b>	<b>3,307</b>	<b>883</b>	<b>664</b>	<b>1,125</b>	<b>888</b>	<b>964</b>	<b>8.60</b>	<b>9.11</b>	<b>2,643</b>	<b>2,976</b>	<b>12.63</b>
Mutual funds	1,051	1,401	412	324	447	323	264	-18.27	-35.78	1,077	1,035	-3.90
Trust & custodian bank	217	202	50	51	56	60	60	0.24	20.21	151	176	16.77
Life insurance	2,430	1,632	397	277	603	488	612	25.45	53.92	1,355	1,702	25.59
Property insurance	72	72	24	13	18	17	28	67.45	14.11	59	62	5.79
<b>Loan fees</b>	<b>660</b>	<b>648</b>	<b>175</b>	<b>148</b>	<b>201</b>	<b>159</b>	<b>204</b>	<b>28.09</b>	<b>16.41</b>	<b>501</b>	<b>563</b>	<b>12.50</b>
Corporate loans	495	506	138	114	168	123	169	37.32	22.95	392	461	17.81
Individual & consumer loans	77	63	16	14	14	18	15	-11.91	-5.37	49	47	-4.04
Factoring & A/R financing	89	80	21	19	18	18	19	3.82	-9.85	60	55	-8.52
<b>Credit card</b>	<b>673</b>	<b>665</b>	<b>155</b>	<b>180</b>	<b>158</b>	<b>162</b>	<b>127</b>	<b>-21.83</b>	<b>-18.05</b>	<b>485</b>	<b>447</b>	<b>-7.90</b>
<b>Others</b>	<b>531</b>	<b>400</b>	<b>103</b>	<b>90</b>	<b>101</b>	<b>90</b>	<b>109</b>	<b>20.56</b>	<b>5.76</b>	<b>310</b>	<b>299</b>	<b>-3.42</b>
Import & export service	275	275	71	64	64	69	73	5.67	3.92	211	207	-1.98
Guarantees & acceptances	90	75	17	19	21	22	17	-21.73	0.67	56	60	6.83
Others	166	51	15	8	16	-1	18	NA	20.05	43	33	-23.82
<b>Total fee income</b>	<b>5,635</b>	<b>5,021</b>	<b>1,316</b>	<b>1,082</b>	<b>1,584</b>	<b>1,299</b>	<b>1,403</b>	<b>8.02</b>	<b>6.63</b>	<b>3,939</b>	<b>4,286</b>	<b>8.82</b>

# Appendix 12/12

## BSP's Credit Card Business

NT\$Mn	Yearly Results		Quarterly Results							YTD Results		
	2016	2017	3Q17	4Q17	1Q18	2Q18	3Q18	QoQ(%)	YoY(%)	9M17	9M18	YoY(%)
<b>Credit card business</b>												
Cards in force(thousand)	1,935	1,785	1,830	1,785	1,782	1,782	1,788	0.3%	-2.3%	1,830	1,788	-2.3%
Active cards(thousand)	1,273	1,030	1,032	1,030	1,016	1,001	1,003	0.2%	-2.8%	1,032	1,003	-2.8%
Account receivables	15,020	14,905	14,800	14,905	14,320	16,358	15,353	-6.1%	3.7%	14,800	15,353	3.7%
Revolving balance	4,875	4,672	4,694	4,672	4,581	4,490	4,504	0.3%	-4.1%	4,694	4,504	-4.1%
Total consumption	87,232	80,931	19,765	20,249	20,086	21,680	21,306	-1.7%	7.8%	60,682	63,072	3.9%
Avg spending per card(NT\$)	66,064	76,813	19,034	19,582	19,680	21,567	21,222	-1.6%	11.5%	57,241	62,450	9.1%
<b>Asset quality</b>												
NPL ratio(90-day past due)	0.38%	0.23%	0.36%	0.23%	0.32%	0.29%	0.27%	-0.02%	-0.09%	0.36%	0.27%	-0.09%
Coverage ratio	391.52%	646.14%	408.86%	646.14%	472.86%	454.90%	504.99%	50.09%	96.13%	408.86%	504.99%	96.13%
Write-offs	188	210	46	67	29	43	45	4.4%	-1.9%	144	117	-18.5%
Net charge off ratio	-0.46%	-0.27%	-0.43%	-0.27%	-0.79%	-0.59%	-0.52%	0.07%	-0.09%	-0.43%	-0.52%	-0.09%