

SinoPac Holdings

Non-deal Roadshow by HSBC

2012.05.03-04

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Agenda

- 一、整體營運報告 (p.2 ~ p.3)
- 二、金控財務概況 (p.4 ~ p.9)
- 三、銀行營運摘要 (p.10 ~ p.24)
- 四、證券營運摘要 (p.25 ~ p.29)
- 五、未來營運展望 (p.30 ~ p.38)

一、金控整體營運報告

4Q營運表現

■ 外在營運挑戰嚴峻

- 歐債風暴持續延燒，主權債信紛遭調降，歐元區經濟步入負成長。台股亦受影響，大盤指數下跌(自9月底7,225至12月底7,072)，第4季成交日均量為全年度最低(942億元)
- 美國房市持續低迷，高失業率未見顯著改善，經濟前景仍面臨顯著下滑風險
- 景氣疲軟，企業保守謹慎，投資人信心亦趨薄弱

■ 因應作為

- 質量並重，均衡發展各項授信業務並嚴控資產品質
- 透過產品整合服務，推展『客戶需求導向』的業務模式
- 投資操作保守因應，降低損益波動
- 以彈性的價格策略，維持經紀業務優勢及市佔規模

■ 金控整體營運成果

- 4Q稅後淨損1,113百萬元(其中銀行-1,231百萬元、證券17百萬元)
- 全年獲利3,009百萬元(其中銀行2,382百萬元、證券440百萬元)

一、金控整體營運報告(續)

4Q業務發展重點

銀行業務

- 推出「MMA+」高效能智慧帳戶，整合存款、理財、黃金存摺、信用卡以及網銀服務等多項功能，提供客戶簡單便利的一站購足金融服務
- 信用卡流通卡數達218萬卡，躍居市場第六大發卡銀行
- 結盟萊爾富設置ATM，創新推出24小時專人視訊服務，提供客戶無所不在且便利金融的服務

證券業務

- 經紀業務年度市佔成長排名前十大券商第一
- 期貨業務年度市佔成長排名前十大券商第三
- 第四季承銷業務申請送件量排名市場第一
- 權證業務發行檔數及獲利排名同業第一

得獎殊榮

- 銀行獲頒2011年金融資訊系統年會「金融電訊資料互換(FEDI)傑出貢獻獎」
- 證券獲頒交易所「推動權證業務表現傑出券商」

二、金控單季Financial Highlights-2011/4Q

單位：NT百萬元；
百萬股

	2010/4Q	2011/1Q	2011/2Q	2011/3Q	2011/4Q	QoQ	YoY
股本 ¹	70,098	70,098	73,112	73,112	73,112	-	4.3%
流通股數 ²	7,005	7,010	7,010	7,311	7,311	0.0%	4.4%
合併資產	1,230,884	1,239,210	1,259,903	1,283,175	1,300,423	1.3%	5.6%
淨值	86,745	88,627	89,344	90,387	90,075	-0.3%	3.8%
稅後淨利	1,148	1,493	1,837	792	-1,113	-241%	-197%
ROAE ³	5.29%	6.77%	8.19%	3.51%	-4.90%	-8.41%	-10.2%
EPS (元)	0.16	0.21	0.26	0.09	-0.15	-0.24	-0.31
每股淨值 (元)	12.37	12.64	12.75	12.36	12.32	-0.04	-0.05

註1：2011/2Q 股本已計入「待分配股票股利」3,014百萬元

註2：2011/3Q 發放股票股利，調整流通股數

註3：計算ROAE之分母係採當期各月底餘額平均

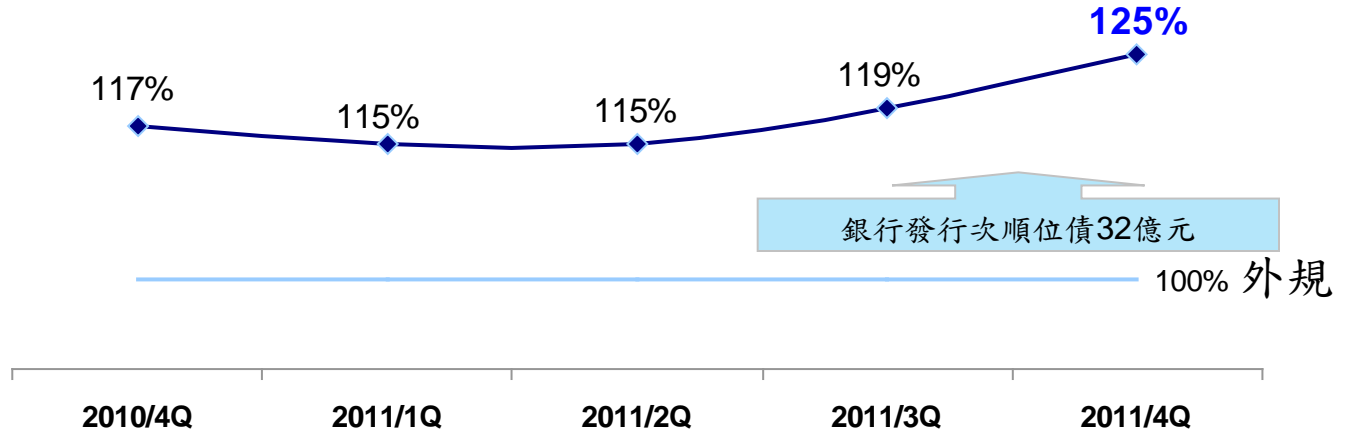
金控累計 Financial Highlights-2011/1~12M

單位：NT百萬元；
百萬股

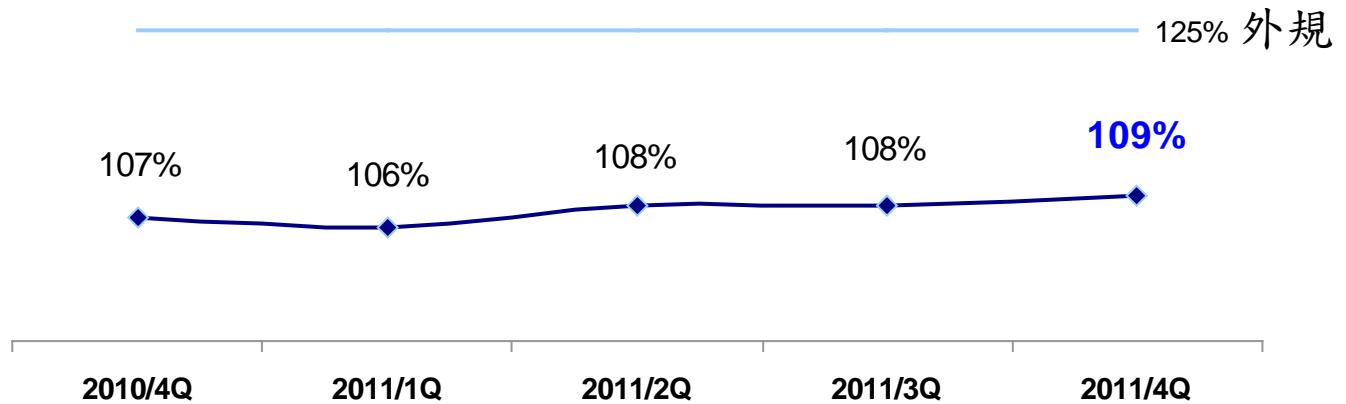
	2010/1~12M	2011/1~12M	+/-	YoY
股本	70,098	73,112	3,014	4.3%
流通股數	7,005	7,311	306	4.4%
合併資產	1,230,884	1,300,423	69,539	5.6%
淨值	86,745	90,075	3,330	3.8%
稅後淨利	5,109	3,009	-2,100	-41.1%
ROAE	6.01%	3.35%	-2.66%	-2.66%
EPS (元)	0.73	0.41	-0.32	-0.32
每股淨值 (元)	12.37	12.32	-0.05	-0.05

金控資本結構

CAR (%)



DLR (%)

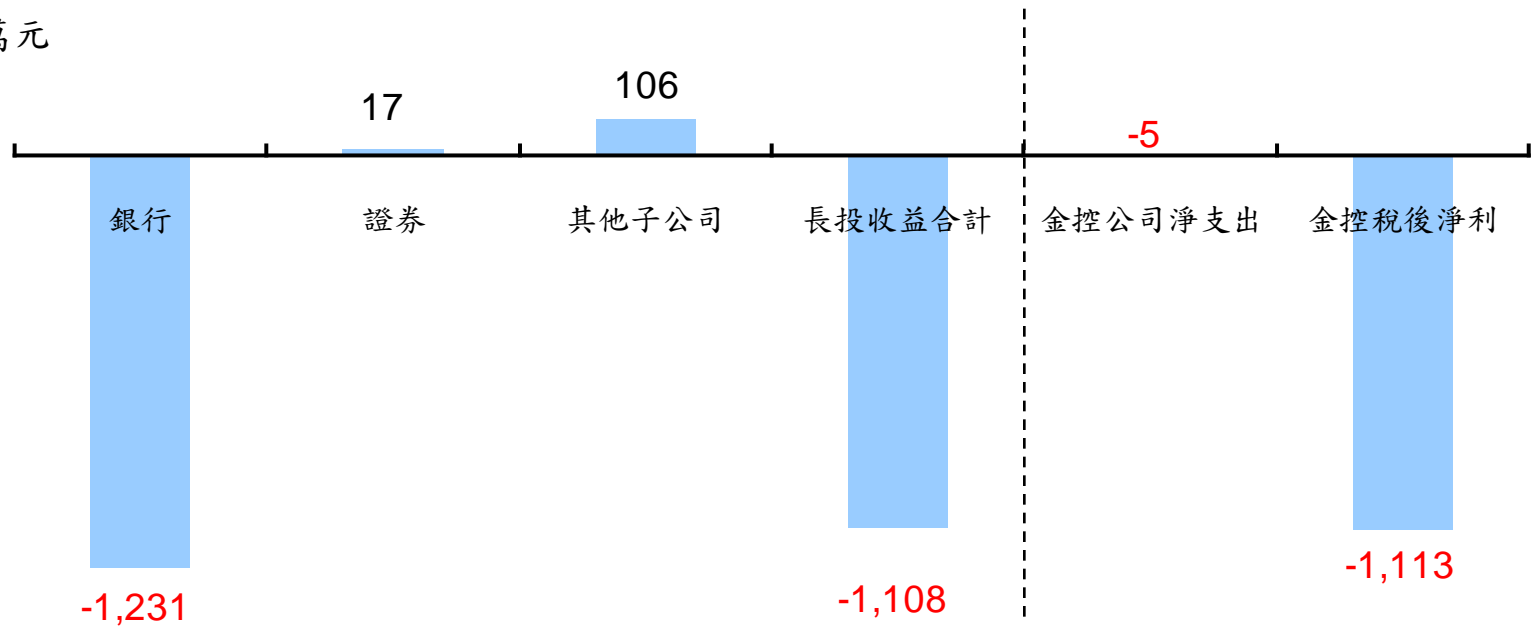


註1：CAR = 集團合格資本淨額 / 集團法定資本需求

註2：DLR = 股權投資 / 淨值

金控各子公司單季獲利貢獻-2011/4Q

單位：NT百萬元



較11/3Q	-2,108	145	3	-1,960	55	-1,905
QoQ	👎 240%	👍 113%	👍 3%	👎 230%	👍 92%	👎 241%

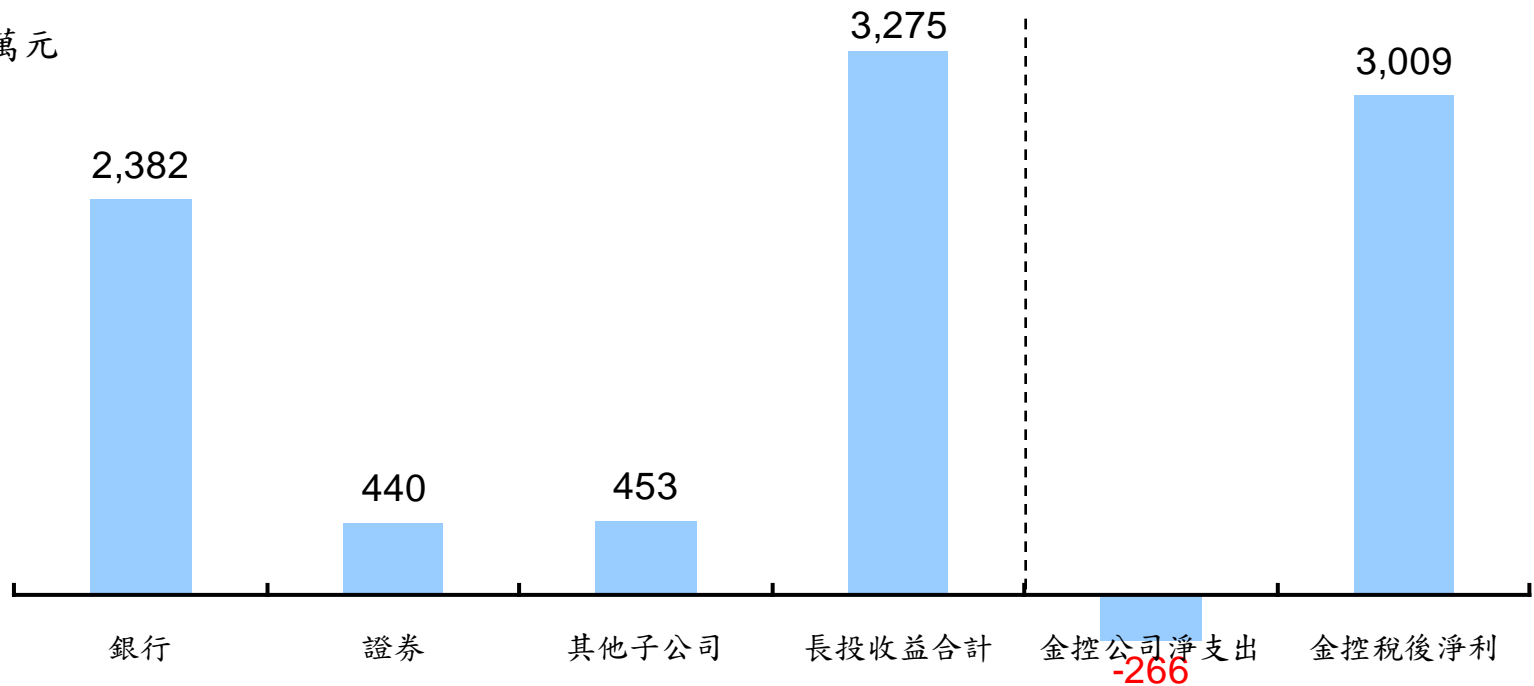
註1：金控公司淨支出為扣除金控本身收入後之利息支出及營業費用

註2：為儲備未來因應景氣反轉時之健全經營能力，銀行12月提列一次性呆帳費用14.53億元，放款覆蓋率達1%

註3：👍 較好 👎 較差

金控各子公司累計獲利貢獻-2011/1~12M

單位：NT百萬元



較2010/ 1~12M	-1,119	-1,023	57	-2,085	-15	-2,100
YoY	👎 32%	👎 70%	👍 14%	👎 39%	👎 6%	👎 41%
佔長投收 益比重	73%	13%	14%	100%	-8%	92%

註1：金控公司淨支出為扣除金控本身收入後之利息支出及營業費用

註2：👍：較好 👎：較差

金控各子公司績效表現-2011/1~12M

單位：NT百萬元

子公司	平均長投餘額	2011/1~12M 長投收益	2011/1~12M 投資報酬率	長投佔比	獲利貢獻度
銀行	66,759	2,382	3.6%	69.2%	72.7%
證券	22,559	440	2.0%	23.4%	13.4%
其他	7,167	453	6.3%	7.4%	13.8%
合計	96,486	3,275	3.4%	100.0%	100.0%

註1：DLR = 109%

註2：2011/12金控長投餘額為98,380百萬元

註3：金控長投獲利率為3.4%，其組成為銀行2.5%、證券0.5%、其他子公司0.5%

三、銀行單季Financial Highlights-2011/4Q

單位：NT百萬元	2010/4Q	2011/1Q	2011/2Q	2011/3Q	2011/4Q	QoQ	YoY
淨值	65,955	67,296	70,055	70,986	70,516	-0.7%	6.9%
總資產	1,106,894	1,116,865	1,138,414	1,161,125	1,182,173	1.8%	6.8%
稅後淨利	660	1,290	1,446	877	-1,231	-240%	-287%
EPS (元)	0.14	0.26	0.29	0.17	-0.23	-0.40	-0.37
總存款	919,105	927,318	949,915	964,233	974,333	1.0%	6.0%
總放款	695,675	713,735	720,452	719,676	719,402	0.0%	3.4%
存放比	77.5%	77.9%	77.0%	75.4%	74.7%	-0.7%	-2.9%
逾放比	0.52%	0.49%	0.38%	0.44%	0.47%	0.03%	-0.05%
備抵覆蓋率	145.77%	150.56%	188.03%	171.79%	212.17%	40%	66%
放款覆蓋率	0.75%	0.73%	0.71%	0.76%	1.00%	0.24%	0.25%
BIS Ratio	11.90%	11.44%	11.58%	12.49%	13.17%	0.68%	1.27%
Tier 1 Ratio	8.89%	8.71%	9.14%	9.06%	8.86%	-0.20%	-0.03%
ROAA	0.24%	0.46%	0.51%	0.30%	-0.42%	-0.72%	-0.66%
ROAE	3.99%	7.71%	8.40%	4.96%	-6.91%	-11.87%	-10.90%
Leverage	16.63	16.76	16.47	16.53	16.45	-0.08	-0.17

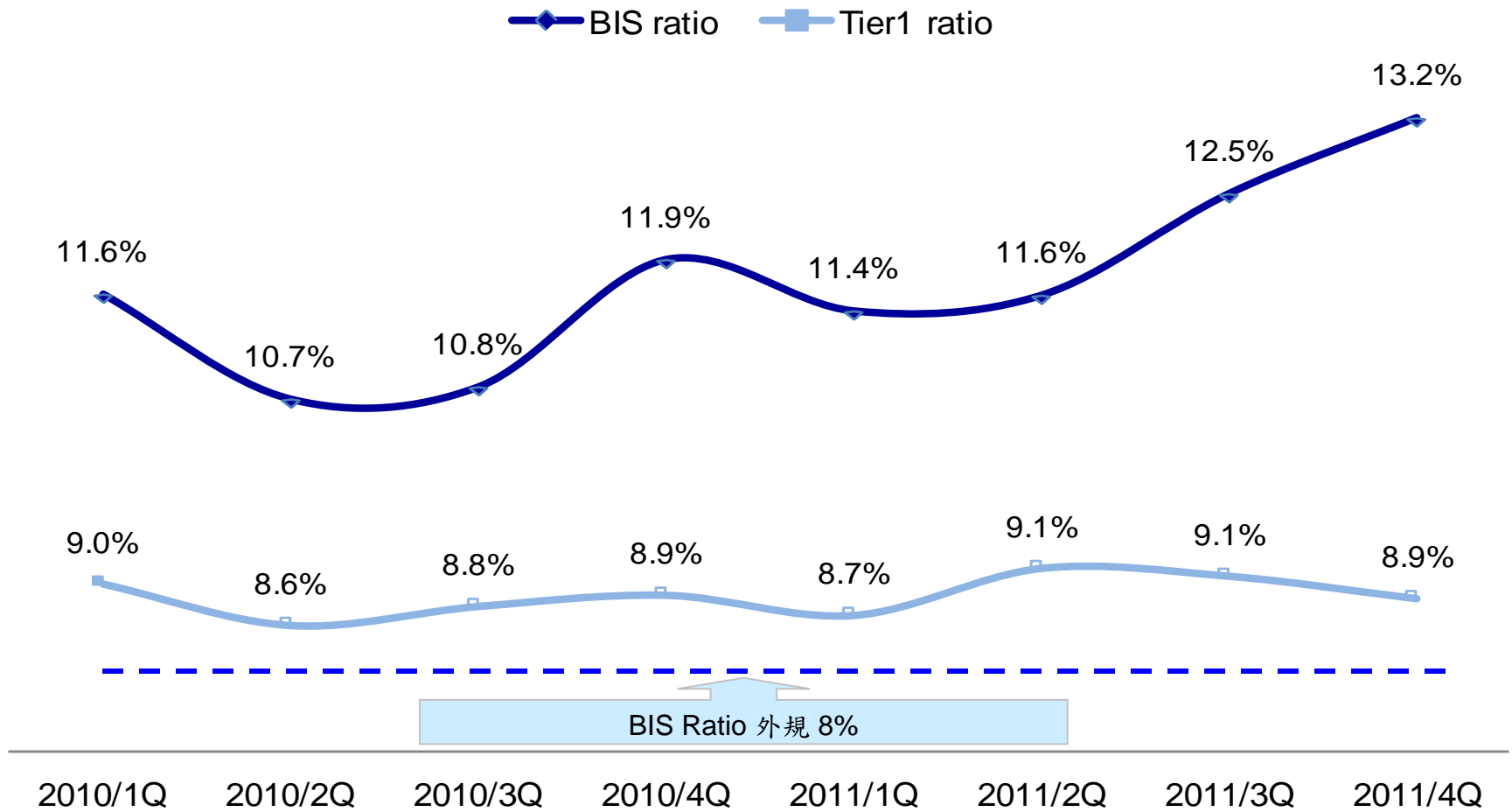
註：計算ROAA、ROAE及Leverage之分母係採各月底餘額平均

銀行累計 Financial Highlights-2011/1~12M

單位：NT百萬元	2010/1~12M	2011/1~12M	+/-	YoY
淨值	65,955	70,516	4,561	6.9%
總資產	1,106,894	1,182,173	75,279	6.8%
稅後淨利	3,501	2,382	-1,119	-32%
EPS (元)	0.72	0.47	-0.25	-0.25
總存款	919,105	974,333	55,228	6.0%
總放款	695,675	719,402	23,727	3.4%
存放比	77.54%	74.67%	-2.9%	-2.9%
逾放比	0.52%	0.47%	-0.05%	-0.05%
備抵覆蓋率	145.77%	212.17%	66%	66%
放款覆蓋率	0.75%	1.00%	0.25%	0.25%
BIS Ratio	11.90%	13.17%	1.27%	1.27%
Tier 1 Ratio	8.89%	8.86%	-0.03%	-0.03%
ROAA	0.33%	0.21%	-0.12%	-0.12%
ROAE	5.44%	3.43%	-2.01%	-2.01%
Leverage	16.48	16.33	-0.15	-0.15

註：計算ROAA、ROAE及Leverage之分母係採各月底餘額平均

銀行資本適足指標



註：2011/4Q BIS ratio較3Q增加68bps，主因2011/11 發行次順位債32億元

銀行資產負債結構-2011/4Q

單位：NT百萬元

生息資產	2011/4Q		付息負債	2011/4Q	
	金額	比重		金額	比重
存放央行及拆借同業放款：	73,672	6%	央行及同業存款	54,360	5%
企金放款	352,440	30%	存款：		
個金+消金放款	366,962	31%	台幣存款*	809,936	69%
放款小計	719,402	61%	外幣存款	164,397	14%
有價證券投資	287,551	24%	存款小計	974,333	82%
其他	51,075	4%	應付金融債券	37,028	3%
生息資產小計	1,131,700	96%	其他	20,126	2%
			付息負債小計	1,085,847	92%
非生息資產	50,473	4%	非付息負債	25,810	2%
			總負債	1,111,657	94%
			股東權益	70,516	6%
總資產	1,182,173	100%	負債與股東權益	1,182,173	100%

*註：台幣存款含郵匯局轉存款。

銀行授信餘額與組合

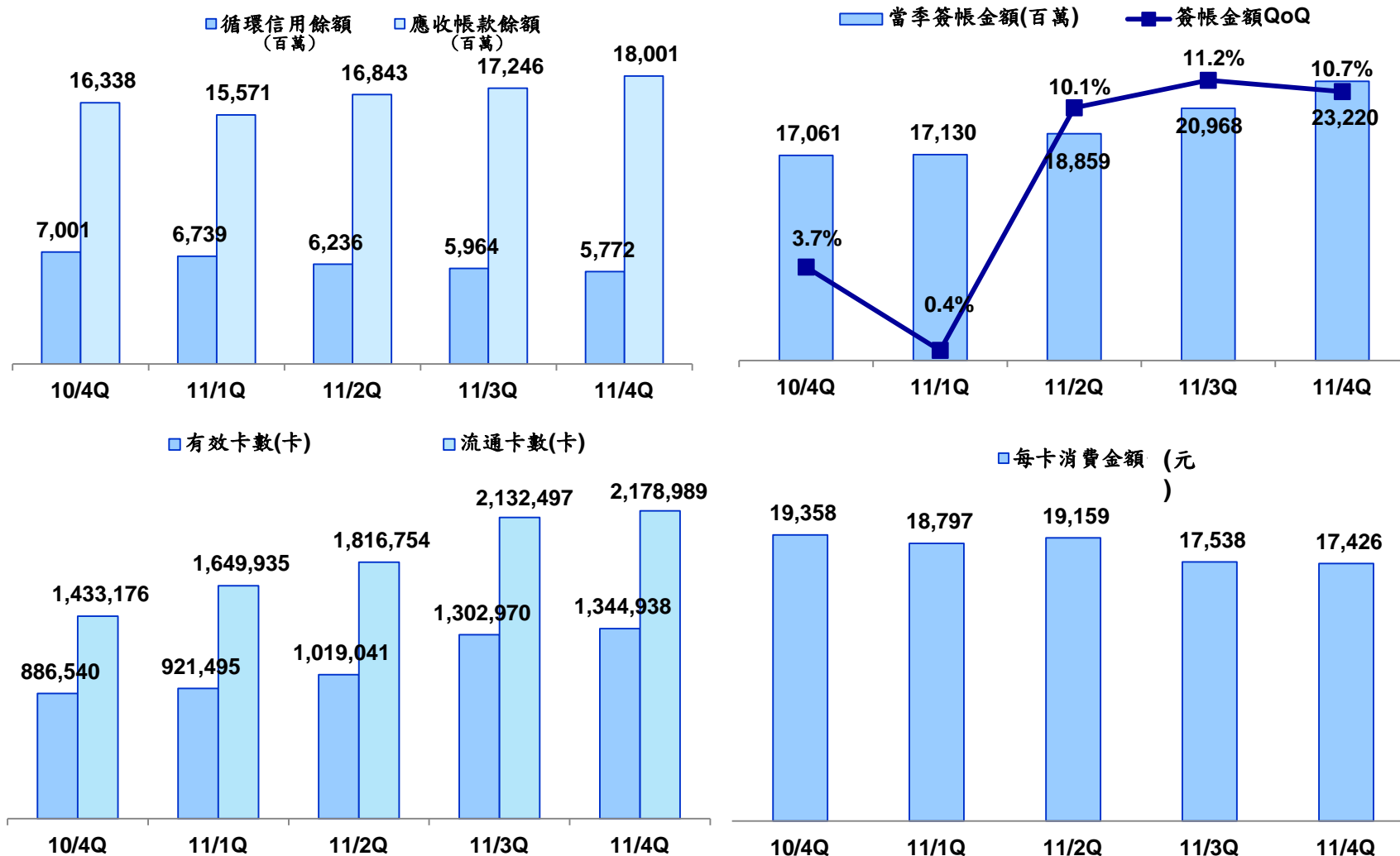
單位：NT百萬元

										YTD	QoQ
授信總額	<u>710,591</u>	<u>738,114</u>	<u>755,715</u>	<u>736,170</u>	<u>756,535</u>	<u>776,416</u>	<u>782,402</u>	<u>787,394</u>	<u>781,404</u>	3.3%	-0.8%
■信用卡	17,568	16,651	16,451	15,792	16,338	15,571	16,843	17,246	18,001	10.2%	4.4%
■個金-房貸	352,752	356,698	361,963	358,629	351,854	347,778	346,448	351,556	352,617	0.2%	0.3%
■個金-其他	14,495	13,887	13,924	12,767	10,530	10,645	12,219	13,724	14,599	38.6%	6.4%
■企金-非中小企業	243,149	263,867	273,299	259,318	289,813	313,172	316,161	312,953	305,058	5.3%	-2.5%
■企金-中小企業										3.6%	-0.8%
	2009/Q4	2010/Q1	2010/Q2	2010/Q3	2010/Q4	2011/Q1	2011/Q2	2011/Q3	2011/Q4		

備註：企金授信金額不含「買入有價證券」

信用卡業務發展趨勢分析

2011年8月因發行全國加油卡，截至12月底總流通卡數為218萬卡，為市場第6大發卡行

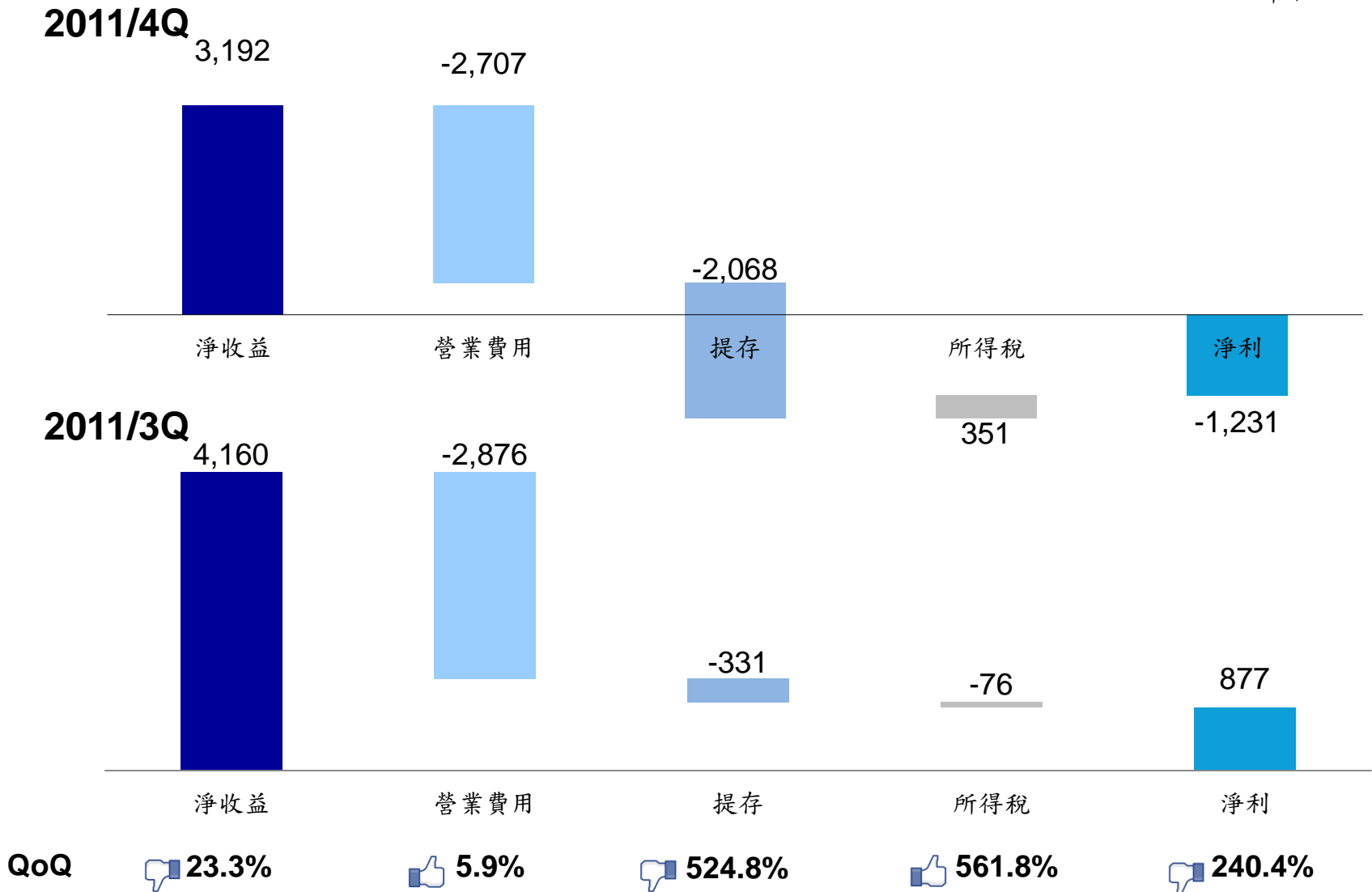


註1：每卡消費金額 = 總消費金額 / 各季平均有效卡數

註2：受到全國Go-Life聯名卡發卡卡量迅速成長影響，每卡消費金額仍較低，預計發卡效益將在往後各季陸續呈現

銀行損益結構-2011/4Q

單位：NT百萬元

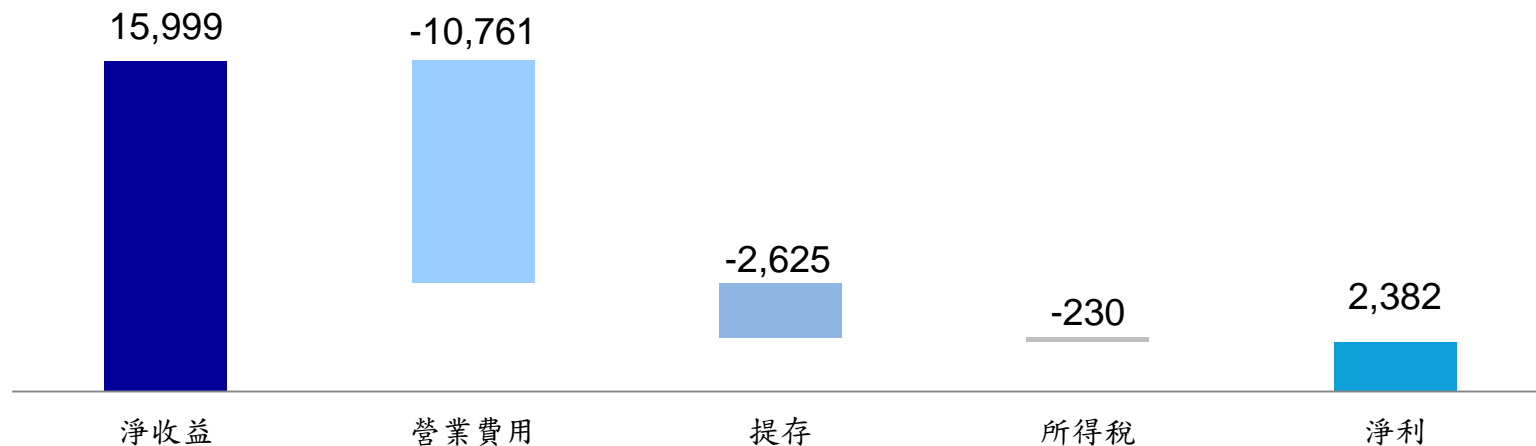


註：👍：較好 👎：較差

銀行損益結構-2011/1~12M

單位：NT百萬元

2011/1~12M



2010/1~12M



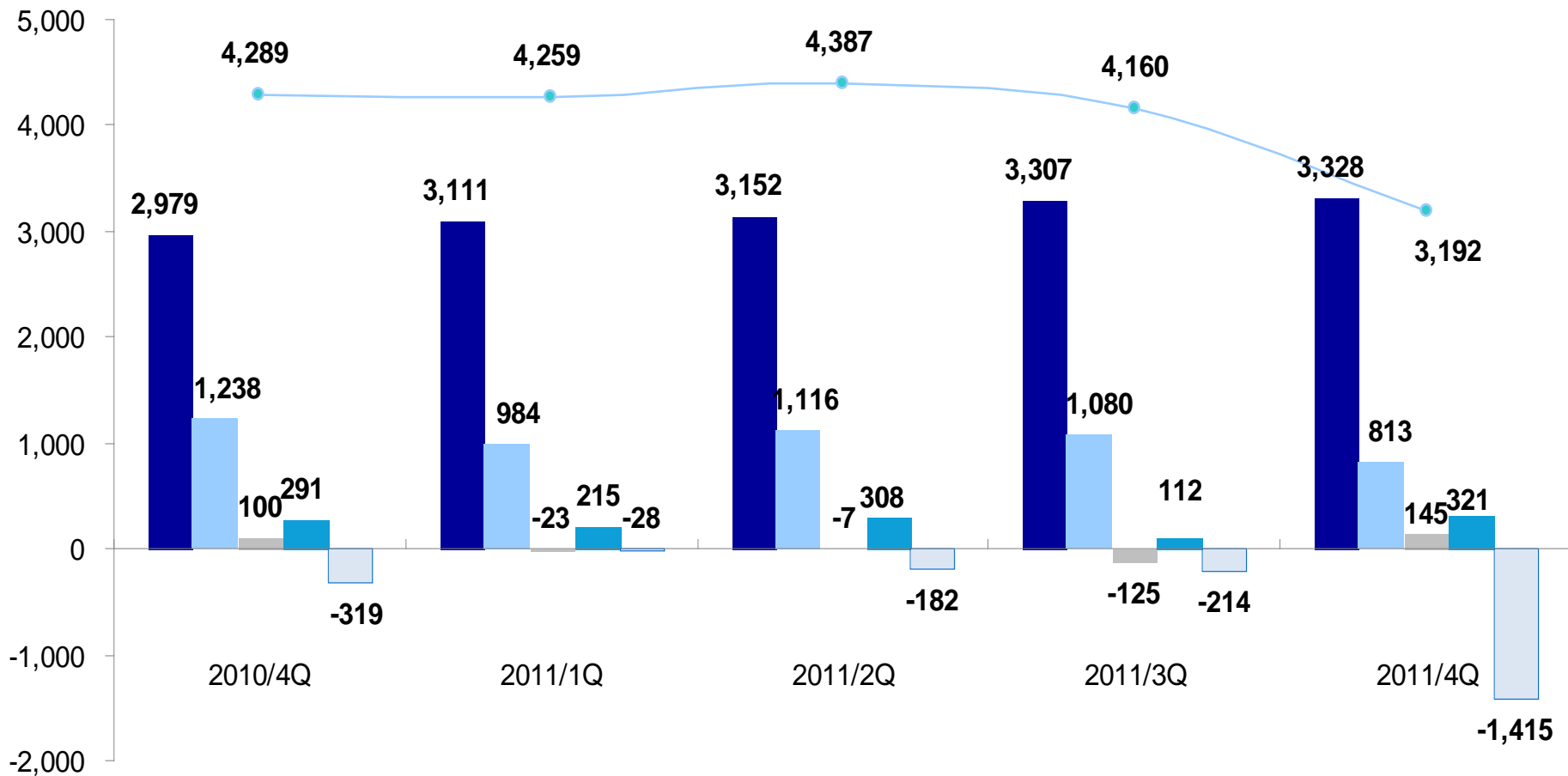
YoY 👍 3.4% 👎 11.7% 👎 2.1% 👍 73.3% 👎 32.0%

註： 👍 : 較好 👎 : 較差

銀行淨收益趨勢分析

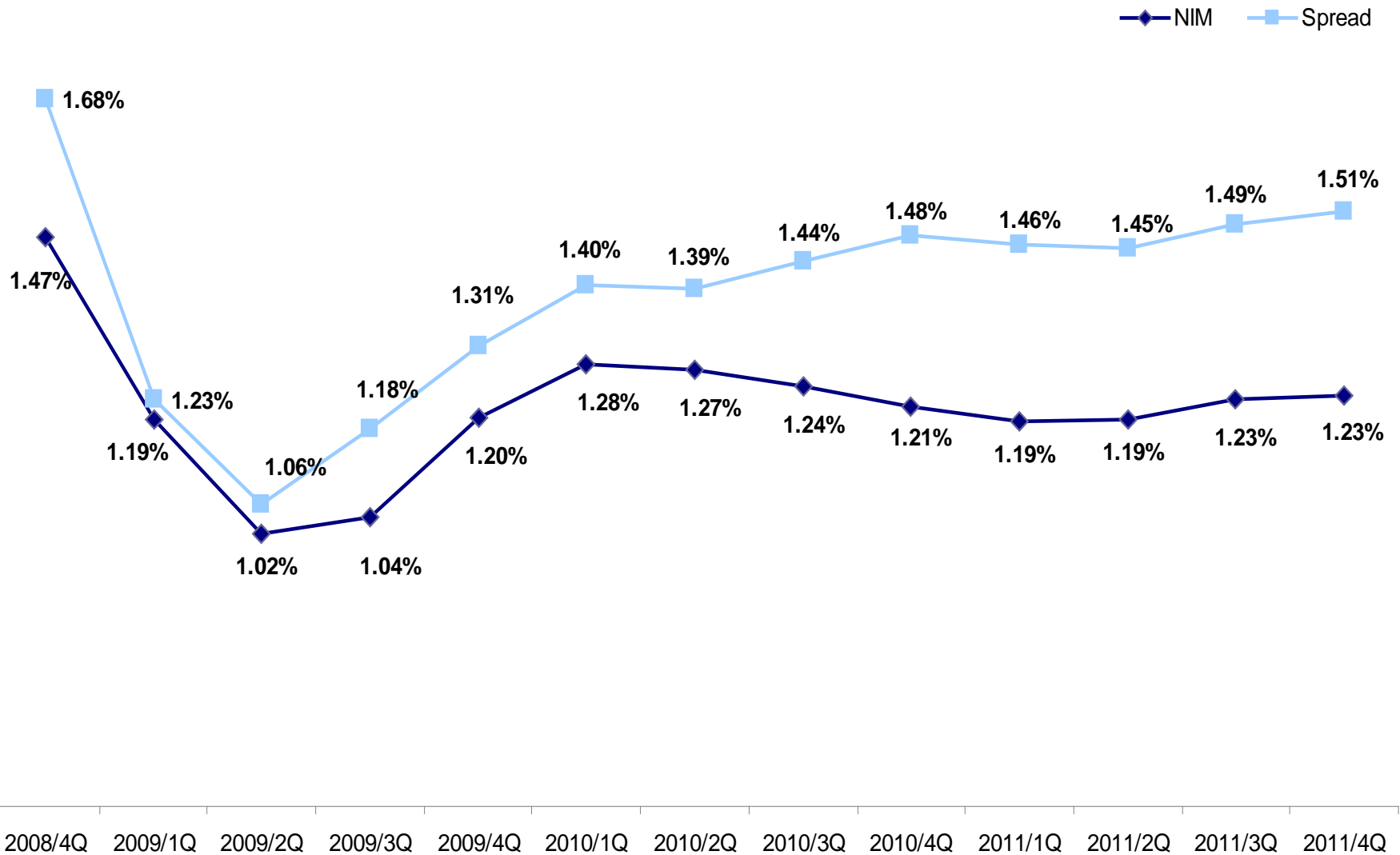
單位：NT百萬元

■ 利息淨收益 ■ 手續費淨收益 ■ 有價證券損益 ■ 兌換&衍生性商品利益 ■ 其他 ● 淨收益



註：人保、財保收益併入手續費淨收益

銀行NIM & Spread



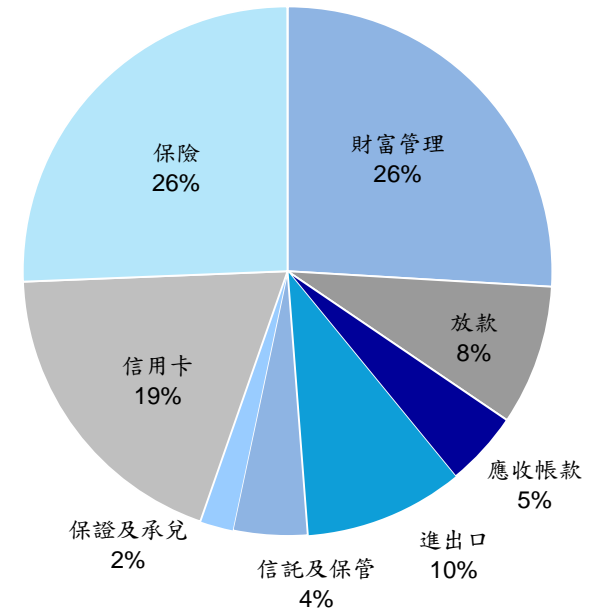
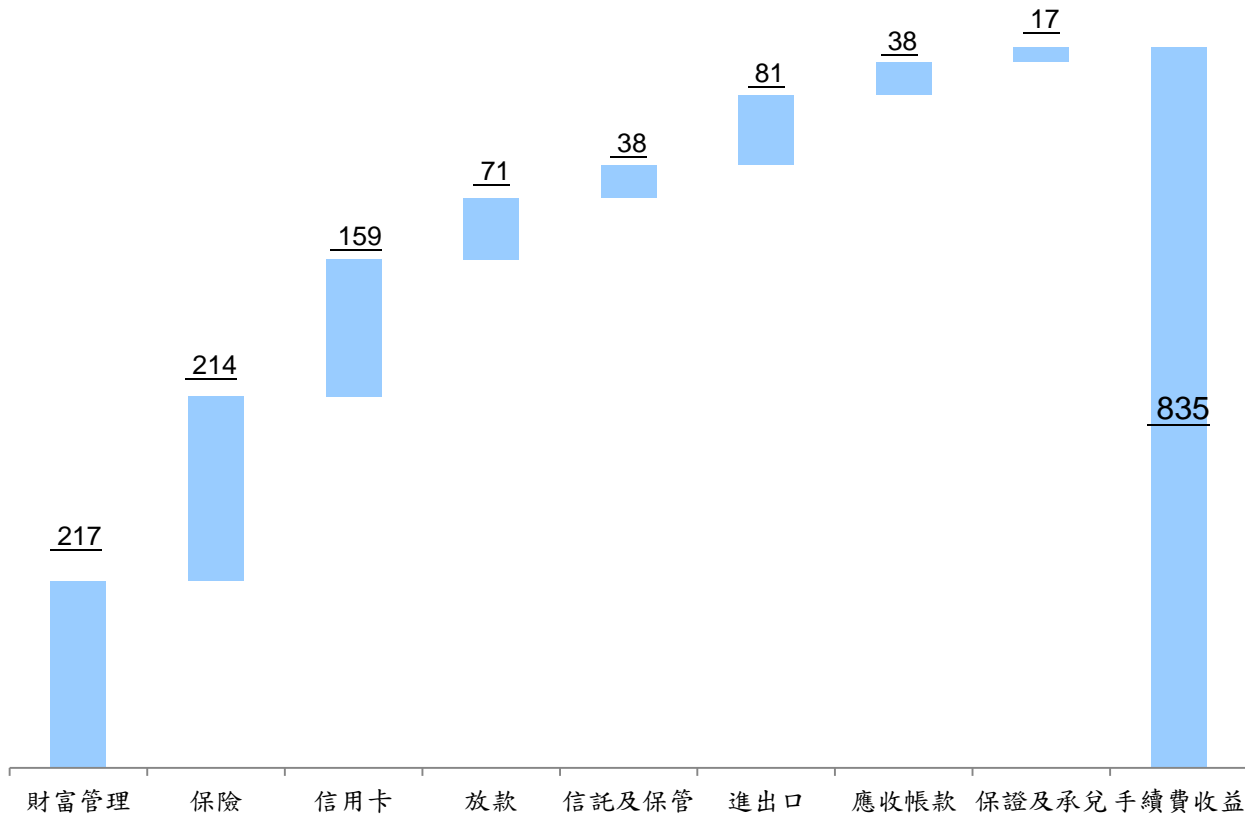
註：計算Spread及NIM的分母，採每日餘額平均

銀行手續費收益分析

單位：NT百萬元

2011/4Q手續費收益

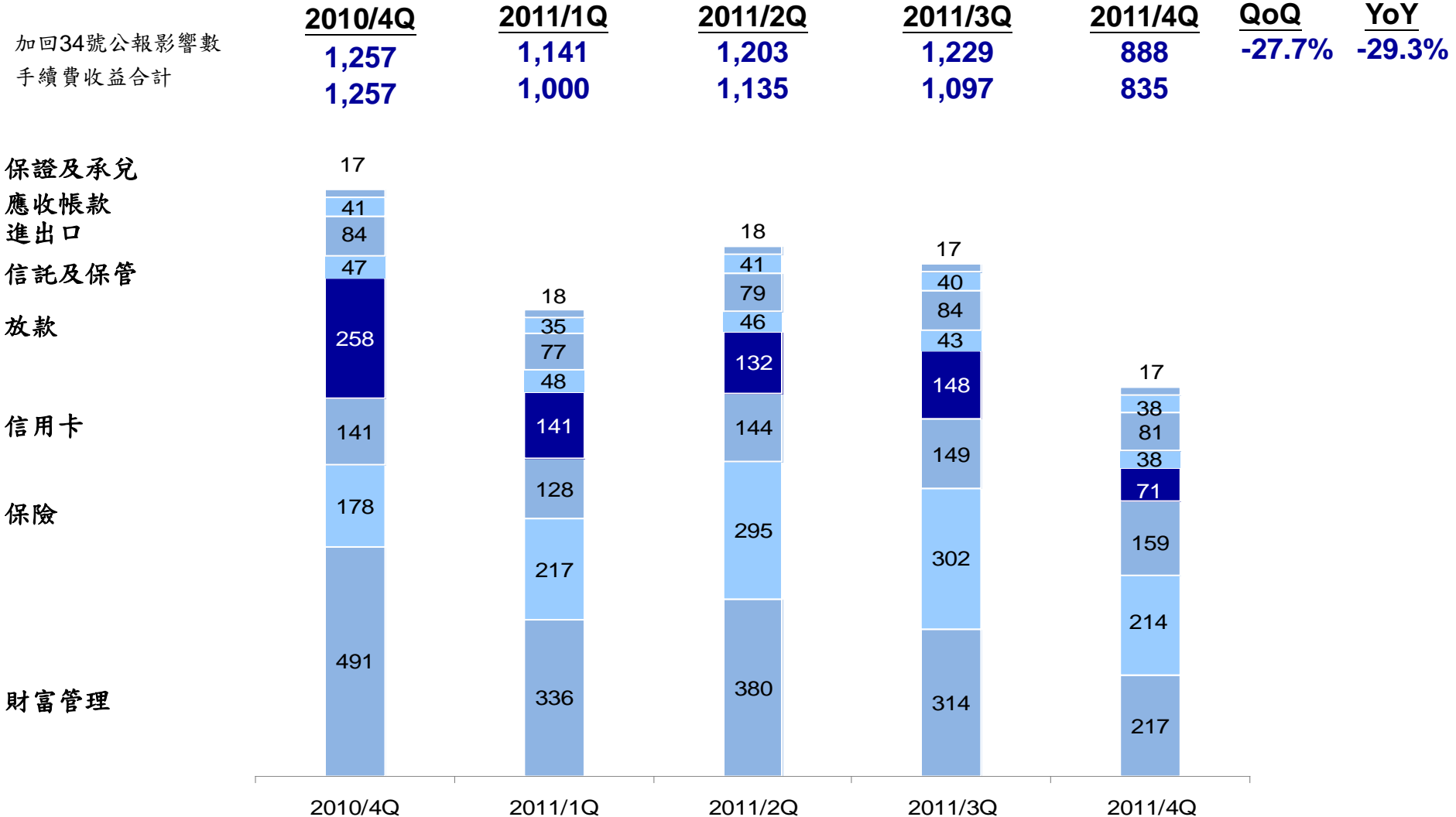
手續費來源佔比



註：排除手續費支出

銀行手續費收益分析(續)

單位：NT百萬元

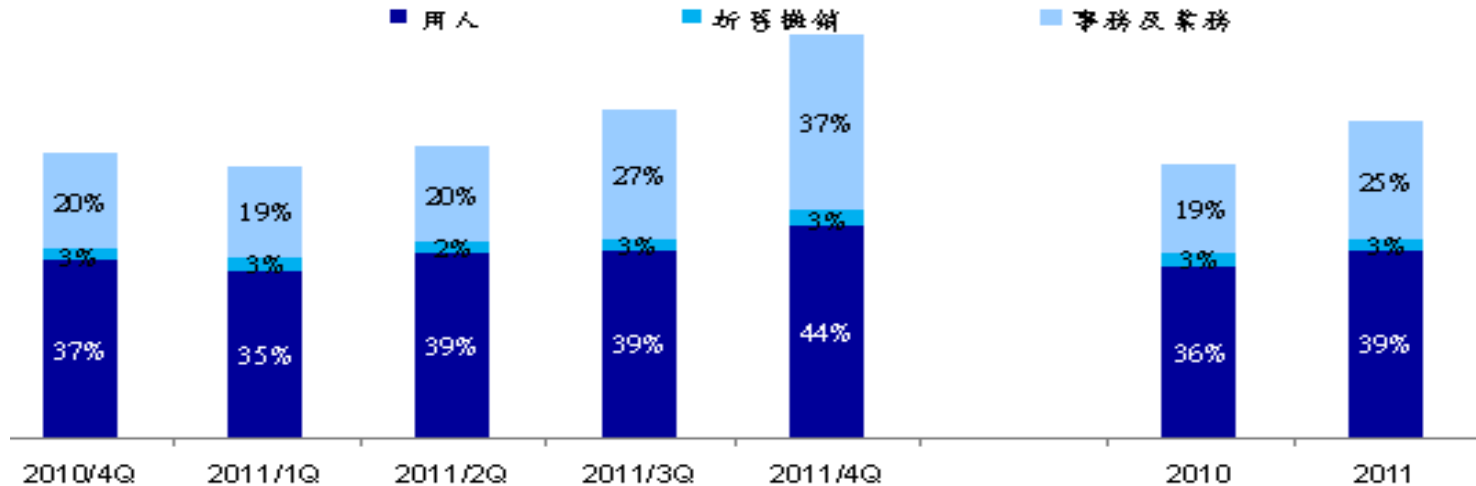
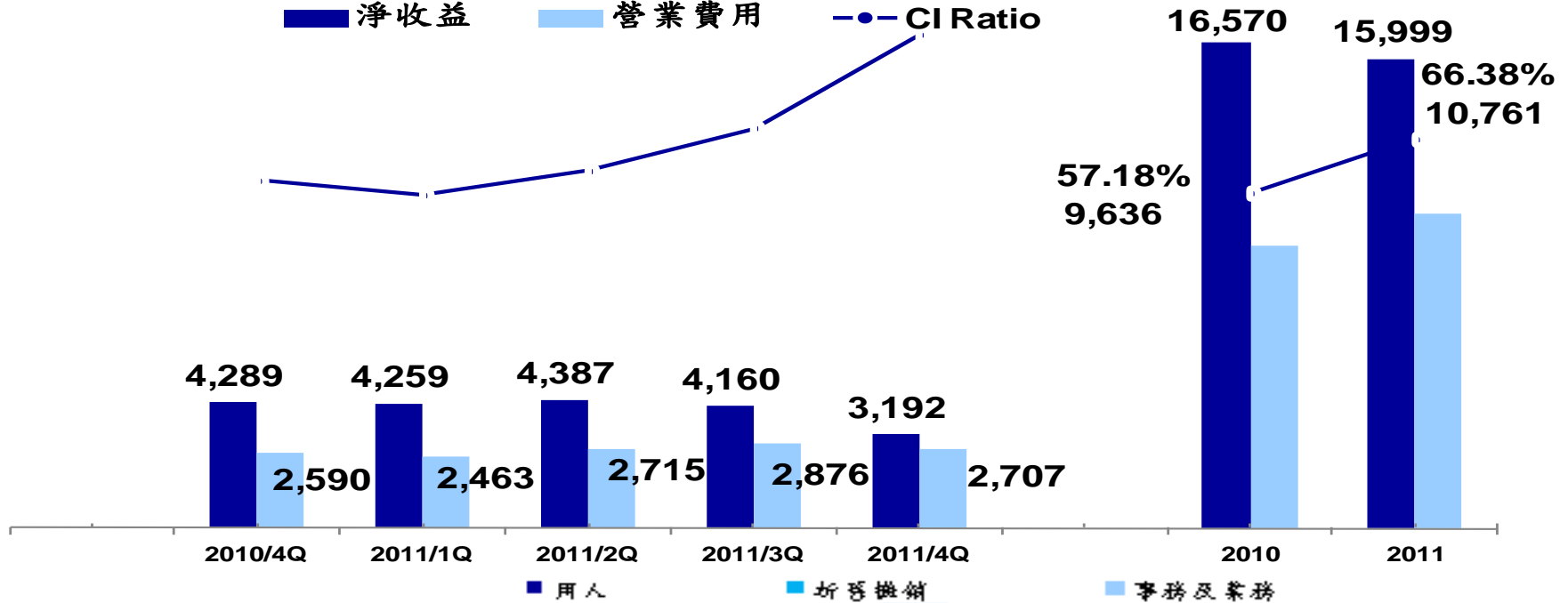


註：收益已排除手續費支出

銀行營業費用分析

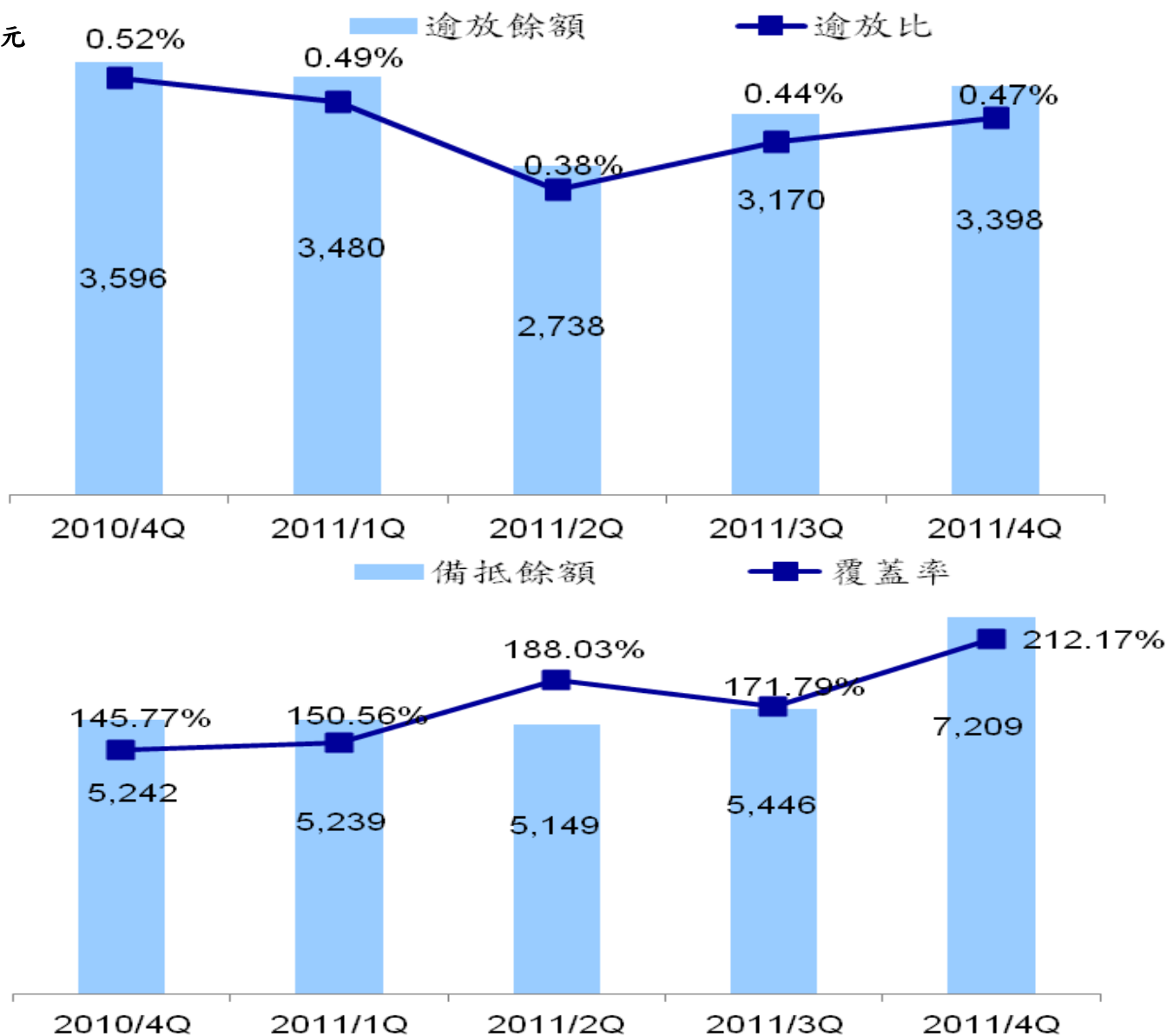
單位：NT百萬元

■ 淨收益 ■ 營業費用 -●- CI Ratio



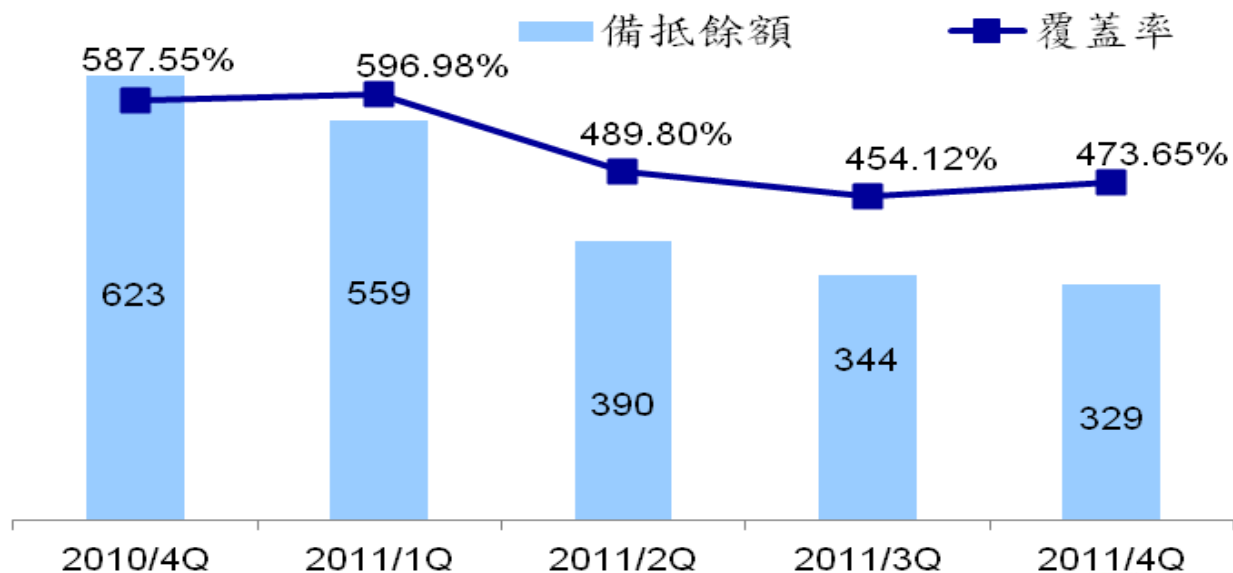
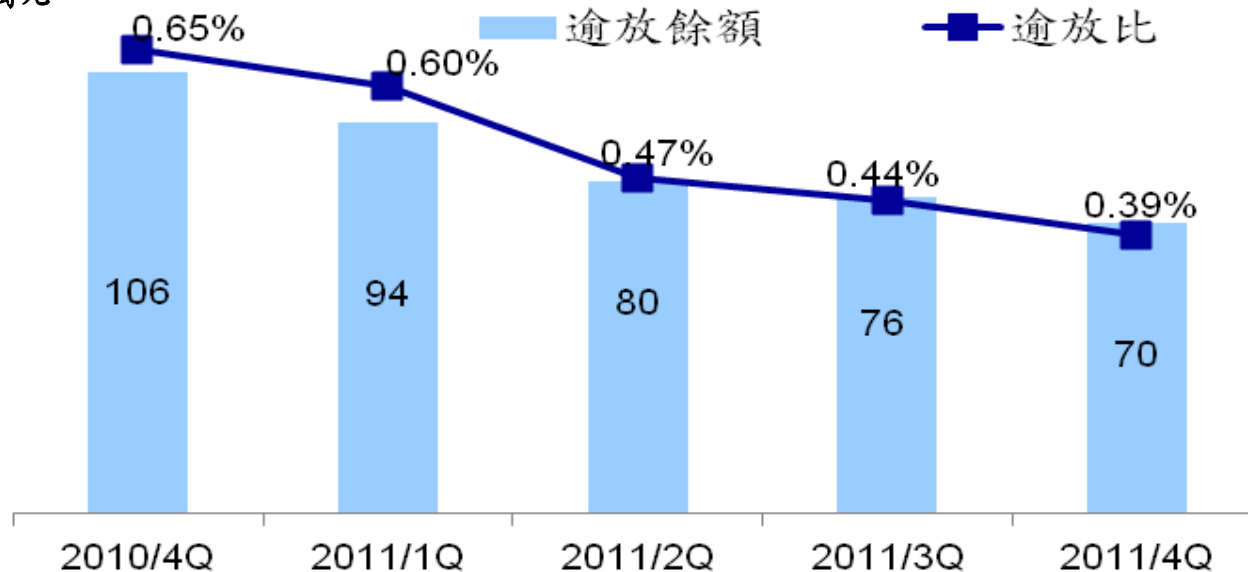
資產品質-全行放款逾放比及覆蓋率

單位：NT百萬元



資產品質-信用卡逾放比及覆蓋率

單位：NT百萬元



四、證券單季Financial Highlights-2011/4Q

單位：NT百萬元	2010/4Q	2011/1Q	2011/2Q	2011/3Q	2011/4Q	QoQ	YoY
股本	13,969	15,365	15,365	15,365	15,365	0.0%	10.0%
總資產	61,282	59,724	58,983	55,304	54,092	-2.2%	-11.7%
淨值	22,380	22,858	22,170	22,200	22,202	0.01%	-0.8%
稅後淨利	403	153	398	-128	17	113%	-96%
ROAE	7.16%	2.71%	6.99%	-2.28%	0.31%	2.59%	-6.85%
EPS (元)	0.26	0.10	0.26	-0.08	0.01	0.09	-0.25
每股淨值 (元)	14.57	14.88	14.43	14.45	14.45	0.00	-0.12
資本適足率	338%	383%	349%	353%	465%	112%	127%
經紀業務市佔率	4.96%	4.69%	5.12%	4.68%	4.73%	0.05%	-0.23%
日平均融資餘額	17,886	19,976	19,123	18,064	16,925	-6.3%	-5.4%

註1：經紀業務日平均融資餘額為累計平均數

註2：計算ROAE之分母係採各月餘額平均

證券累計 Financial Highlights-2011/1~12M

單位：NT百萬元	2010/1~12M	2011/1~12M	+/-	YoY
股本	13,969	15,365	1,396	10.0%
總資產	61,282	54,092	-7,190	-11.7%
淨值	22,380	22,202	-178	-0.8%
稅後淨利	1,463	440	-1,023	-69.9%
ROAE	6.58%	1.95%	-4.63%	-4.63%
EPS (元)	0.95	0.29	-0.67	-0.67
每股淨值 (元)	14.57	14.45	-0.12	-0.12
資本適足率	338%	465%	127%	127%
經紀業務市佔率	4.83%	4.80%	-0.03%	-0.03%
日平均融資餘額	17,886	16,925	-961	-5.4%

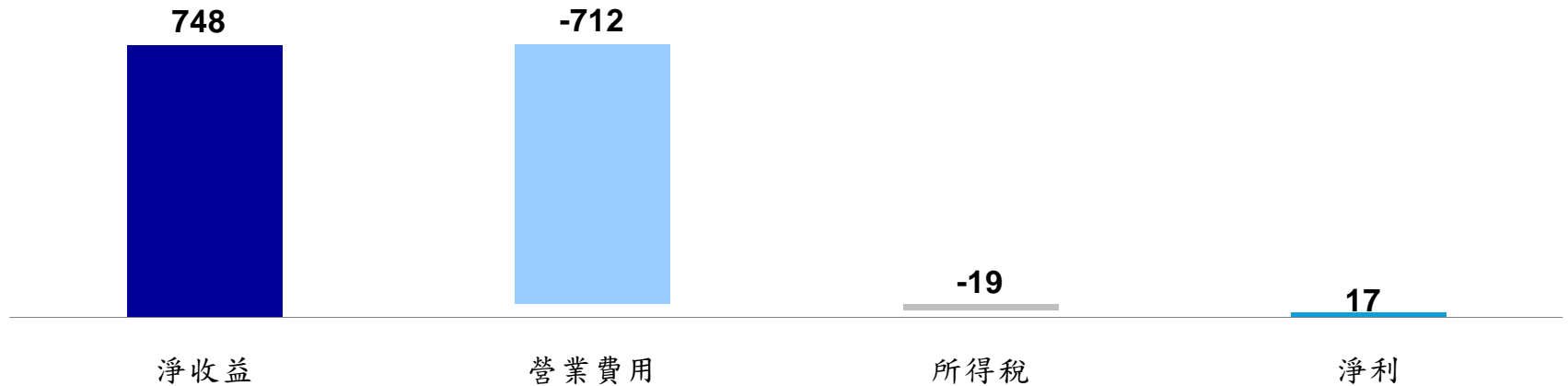
註1：經紀業務日平均融資餘額為累計平均數

註2：計算ROAE之分母係採各月餘額平均。

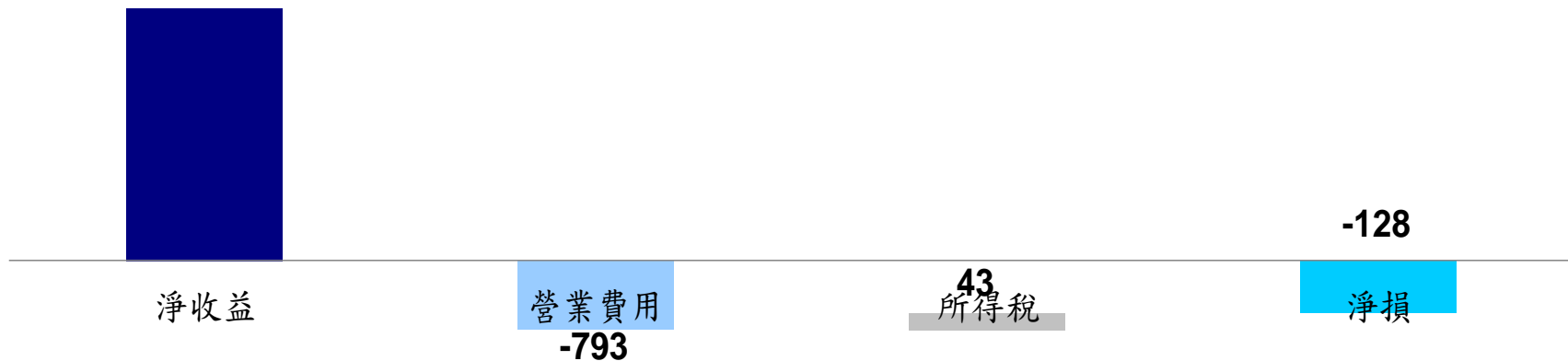
證券損益結構-2011/4Q

單位：NT百萬元

2011/4Q



2011/3Q



QoQ 20.3%

10.3%

143.6%

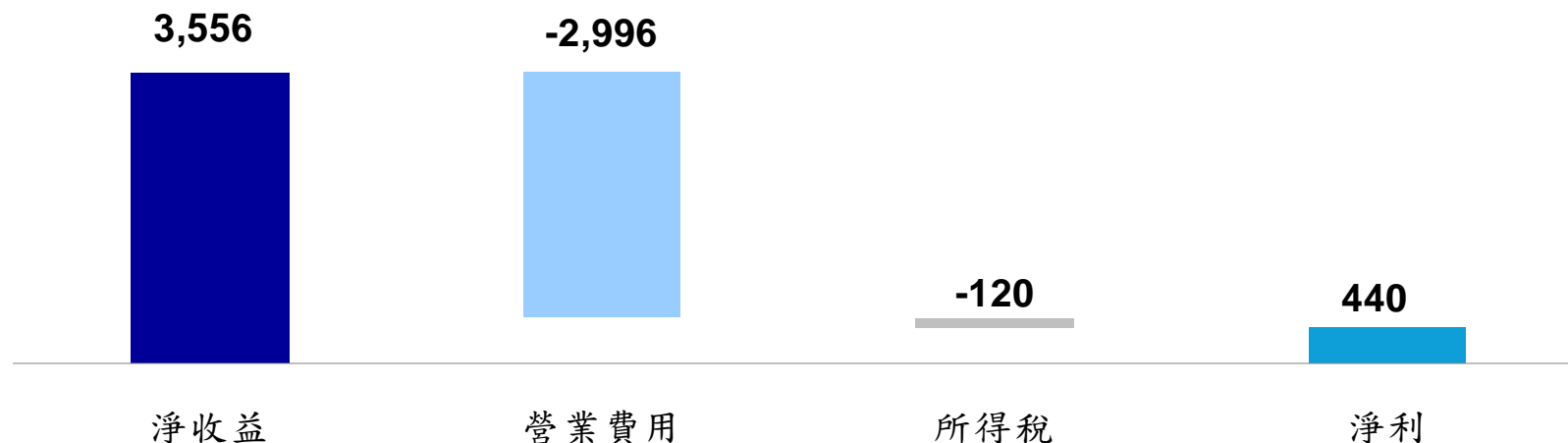
113.4%

註：：較好 ：較差

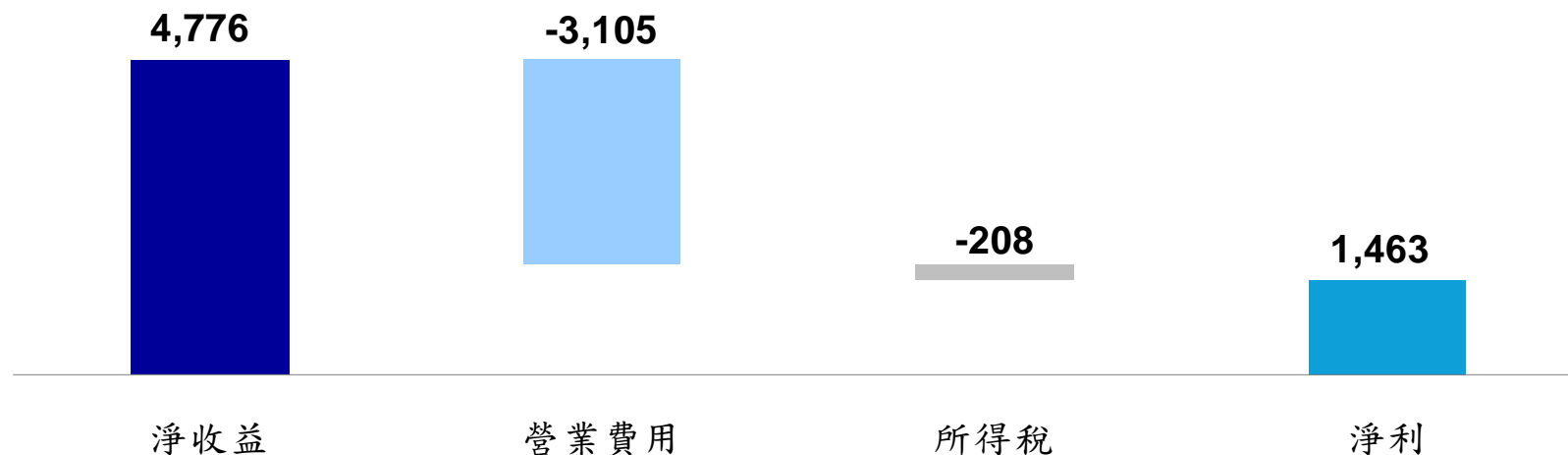
證券損益結構-2011/1~12M

單位：NT百萬元

2011/1~12M



2010/1~12M



YoY 淨收益 25.5%

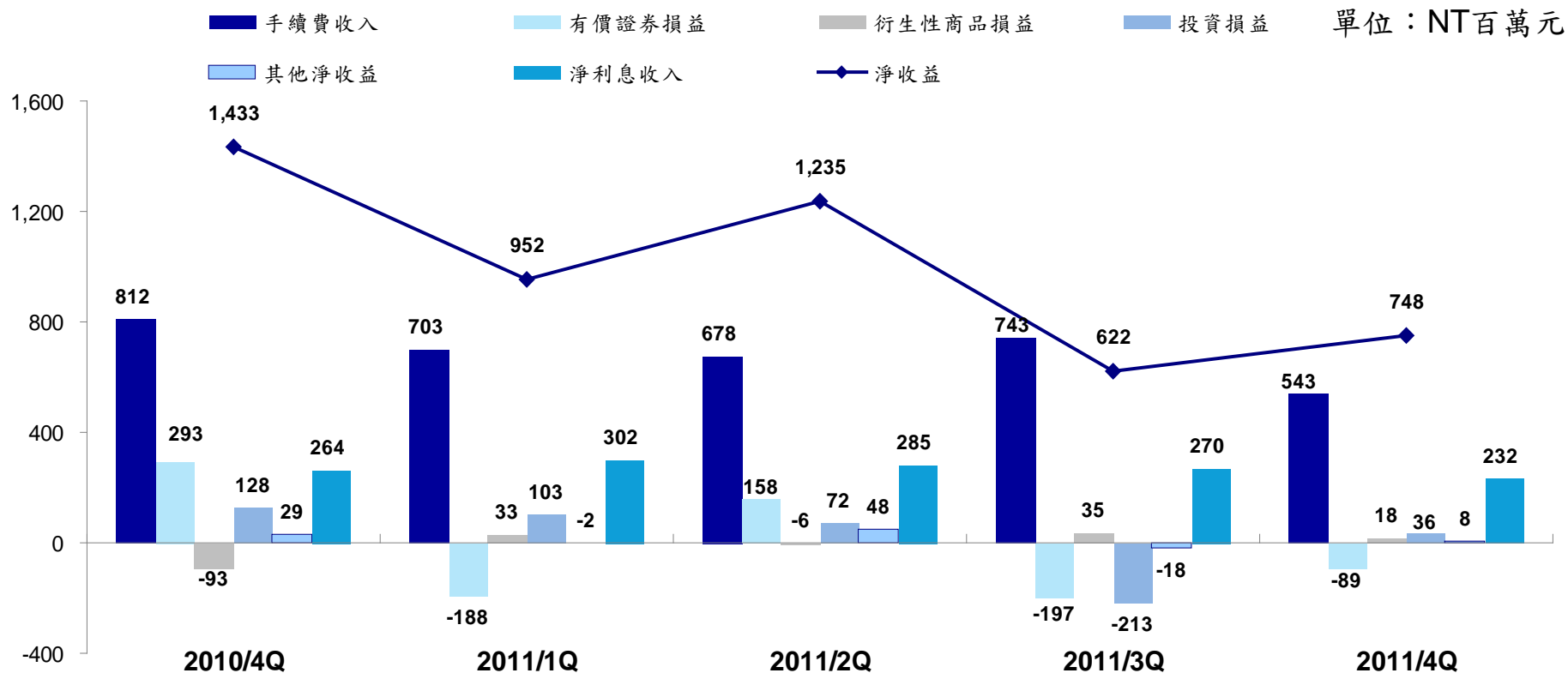
YoY 營業費用 3.9%

YoY 所得稅 42.3%

YoY 淨利 69.9%

註：👍：較好 👎：較差

證券淨收益趨勢分析-2011/4Q



1. 自營有價證券損益包含自營經手費支出；衍生性商品損益包含結算交割服務費。

	2010/4Q	2011/1Q	2011/2Q	2011/3Q	2011/4Q
市場日均量(億)	1,421	1,534	1,289	1,350	942
大盤指數	8,973	8,683	8,653	7,225	7,102

五、策略方向^{1/2}

兩岸三地最靈活便利的金融品牌

新貨幣

- ▶ 以掌握國際貨幣變動契機，持續創新金融商品，成為人民幣業務的先行者，提供兩岸三地最完整的金流、資本市場、投資及融資金融服務



新通路

- ▶ 透過實體、虛擬通路電子金融的無縫接軌，提供客戶24小時隨手可得、操作簡單的個人金流服務

新市場

- ▶ 著眼大陸市場佈局及其衍生的海外商機，集結永豐金控在台、陸、歐、美的多元事業佈局，與整合式平台，提高海外金融業務比重

五、策略方向^{2/2}

2011年在兩岸金融業務發展交出亮麗成績單

永豐銀行

- 設立南京代表人辦事處，積極規劃籌設營業據點，以服務廣大台商
- 獲中國人民銀行核准，成為首家進入大陸債券市場買賣的純台資銀行
- 與中國工商銀行以「兩岸美元匯款一日通」開創匯款新平台，引發市場高度迴響
- 完成首宗台資銀行人民幣Bridge Loan業務，提供企業完整的資金融通方案
- 除香港分行外，OBU、澳門分行、洛杉磯分行開辦人民幣業務，打造跨越四地的金流平台服務
- 與中國工商銀行在台灣、歐洲、大陸共同舉辦多場人民幣國際化推廣座談，協助客戶洞悉人民幣市場發展全貌

永豐金證券

- 發行首檔點心債(永豐餘開曼)，並接續發行兩檔(新焦點、陽光能源)債券，開創兩岸在投資銀行業務與資本市場服務的合作里程碑
- 編纂2檔人民幣債券指數，為投資者、機構法人的重要參考指標
- 為台灣唯一參加香港債務工具中央結算系統(CMU)會員者，接受客戶下單代為標售點心債
- 募集「永豐寶鑽基金」，為台資金融機構首家在香港行人民幣計價基金
- 募集「人民幣高收益債基金」，為香港市場第三檔人民幣高收益債基金，亦為第一檔台資機構發行之同類基金

永豐金租賃

- 永豐金國際租賃於南京揭牌，以台商客戶相關供應鏈為基礎，擴大掌握自台商延伸至大陸當地陸資客戶的各項業務機會

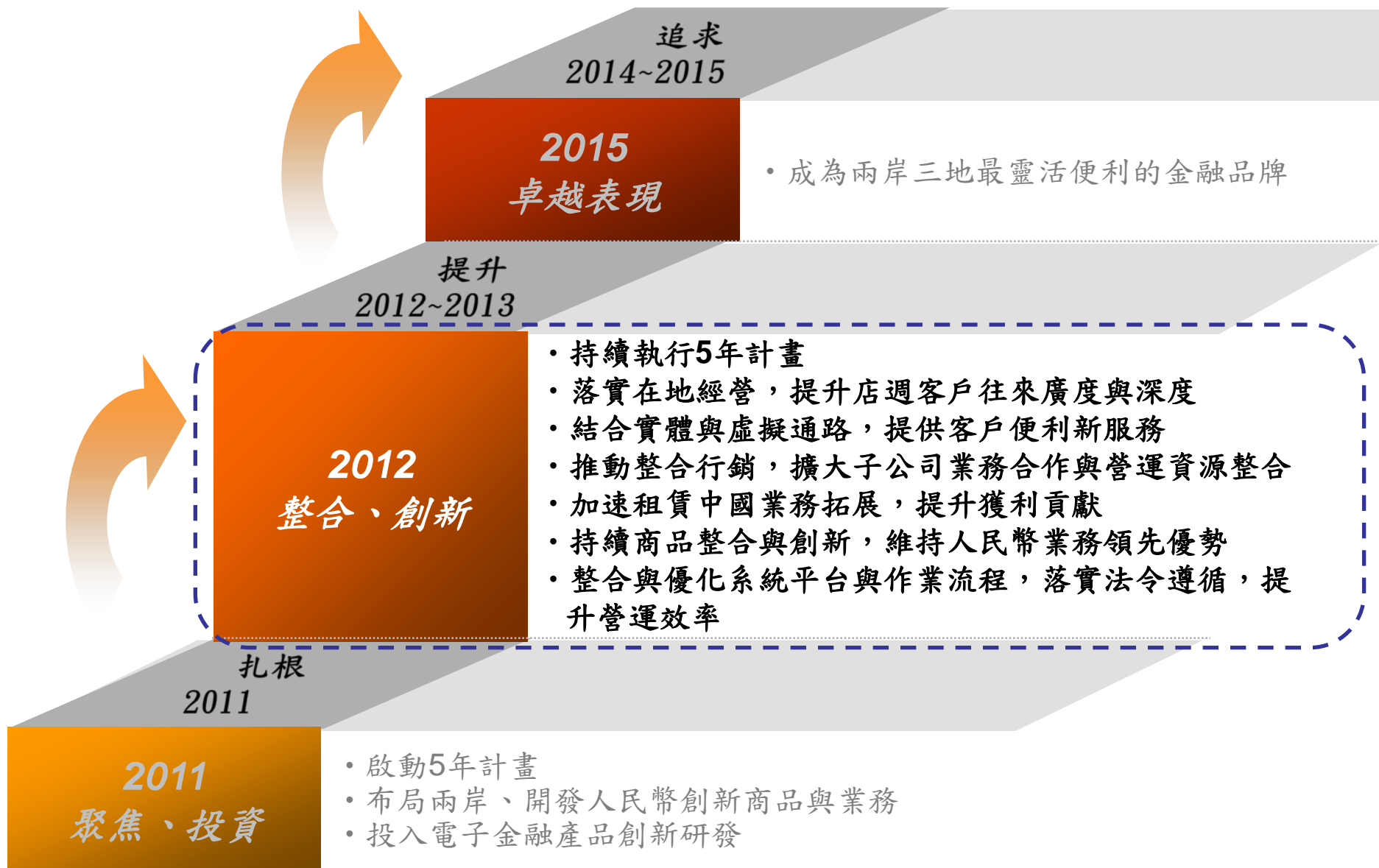
永豐投信

- 為參與大陸市場近年蓬勃發展的資產管理業務領域，獲取在大陸市場的經營管理經驗，永豐投信擬與廈門國際信託合資設立大陸基金管理公司

六、2012金控展望^{1/3}

- 內在政治不確定因素降低，但全球景氣仍保守看待：
 - 歐債危機仍未解除
 - 伊朗核計畫，其效應仍待觀察
 - 下半年中國「十八大」與美國總統大選牽動的政局變化亦是關注重點

六、2012金控展望^{2/3}



六、2012金控展望^{3/3}

FENB

■ 去年積極清理不良資產

- NPL ratio降至7.40%
- 覆蓋率提升至140.19%
- 資本適足率增強至20.13%

■ 不再是金控的負擔

■ 今年工作重點：

- 人力資源強化
- 業務重新開展，慎選商用不動產授信業務，並開拓企金新客源

六、2012年銀行展望^{1/3}

業務穩健成長、提高獲利能力

1

整合

建立以客戶為中心的整合銷售服務平台

2

創新

以客戶需求為創新主軸，以「創新帶動成長」

3

聚焦

專注獲利商品，落實在地經營，提升通路價值

六、2012年銀行展望^{2/3}

商品

企業金融

- 聚焦中小企業與新興產業
- 著重供應鏈融資，掌握授信風險
- 開發店週業務，落實金流服務
- 提供整合金融服務，加深客戶往來深度

個人金融

- 維持優質房貸部位、保持獲利能力
- 持續推展消費金融及信用卡業務、發展高利差商品
- 改善存款結構、降低資金成本

財富管理

- 調整財富管理業務策略，建立差異化行銷
- 優化交易平台，提升使用者便利性與完整性

六、2012年銀行展望^{3/3}

通路

發揮通路效益

- 落實在地經營、營造區域特色、推動整合行銷、提升通路價值
- 提升店週客戶往來廣度與深度

整合通路服務

- 佈局大陸及海外市場，掌握人民幣商機
- 拓展行外ATM據點，擴大通路覆蓋率
- 整合實體與虛擬通路，提供便利金融服務
- 結合金控通路，提供全方位金融服務

六、2012年證券展望

持續精進，提升獲利

- 持續提升通路市佔，拓展法人業務，強化銀行跨售經紀業務績效，以提高經紀規模，市佔挑戰前四大
- 強化承銷業務深廣度，提供整合性服務，提升市佔排名
- 自營投資方向性操作模式，以追求絕對報酬為目標
- 持續以創新策略發展人民幣債券業務，確保同業領先地位
- 強化海內外產品與通路，提供整合性服務

財務概況

Appendix

SinoPac Holdings Summary Ratios

		Yearly Results		Quarterly Results				
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11
Per Share Data	Per Share Data							
每股盈餘(稅後)	EPS(after-tax)(NT\$)	0.73	0.41	0.16	0.21	0.26	0.09	-0.15
每股淨值	BVPS(NT\$)	12.37	12.32	12.37	12.64	12.75	12.36	12.32
加權在外流通股數	Weighted average shares outstanding (million share)	7,005	7,311	7,005	7,010	7,010	7,311	7,311
DuPont Analysis	DuPont Analysis							
合併資產報酬率(稅後)	ROAA(after-tax)	0.43%	0.24%	0.38%	0.48%	0.58%	0.25%	-0.34%
股東權益報酬率(稅後)	ROAE(after-tax)	6.01%	3.35%	5.29%	6.77%	8.19%	3.51%	-4.90%
Leverage & Solvency Ratios	Leverage & Solvency Ratios							
雙重槓桿比率	Double Leverage Ratio	107%	109%	107%	106%	108%	108%	109%
資本適足率	CAR	117%	125%	117%	115%	115%	119%	125%
本益比	Price-Earning Ratio	18.44	22.40	18.44	15.55	13.05	13.17	22.40

1. 計算ROAA、ROAE之分母係採各月底餘額平均並予年化、EPS則不年化

Appendix

Bank SinoPac Summary Ratios

		Yearly Results		Quarterly Results				
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11
Per Share Data	Per Share Data							
每股盈餘(稅後)	EPS(after-tax)(NT\$)	0.72	0.47	0.14	0.26	0.29	0.17	-0.23
DuPont Analysis	DuPont Analysis							
資產報酬率(稅後)	ROAA(after-tax)	0.33%	0.21%	0.24%	0.46%	0.51%	0.30%	-0.42%
股東權益報酬率(稅後)	ROAE(after-tax)	5.44%	3.43%	3.99%	7.71%	8.40%	4.96%	-6.91%
Growth Ratios	Growth Ratios							
利息淨收益成長率	NII growth	22.05%	7.36%	-4.52%	4.39%	1.33%	1.33%	0.63%
手續費淨收益成長率	Fee growth	20.34%	-12.60%	22.05%	-27.61%	7.03%	7.03%	-28.71%
淨收益成長率	Net profit growth	11.48%	-3.45%	-3.32%	-0.94%	3.00%	3.00%	-23.25%
總放款成長率	Loan growth	5.80%	3.41%	2.46%	2.60%	0.94%	-0.11%	-0.04%
總存款成長率	Deposit growth	10.87%	6.01%	4.01%	0.89%	2.44%	1.51%	1.05%
Performance Ratios	Performance Ratios							
存放比	Loan-to-Deposit Ratio	77.46%	74.67%	77.46%	77.91%	76.98%	75.36%	74.67%
利差	Spread	1.43%	1.48%	1.48%	1.46%	1.45%	1.49%	1.51%
淨利差	NIM	1.25%	1.21%	1.21%	1.19%	1.19%	1.23%	1.23%
費用比	Cost/Income Ratio (%)	57.18%	66.38%	59.31%	56.84%	60.97%	68.30%	84.24%
Asset Quality Ratios	Asset Quality Ratios							
逾放比	NPLs / Total loans	0.52%	0.47%	0.52%	0.49%	0.38%	0.44%	0.47%
備抵呆帳覆蓋率	Coverage ratio	145.77%	212.17%	145.77%	150.56%	188.03%	171.79%	212.17%
Leverage & Solvency Ratios	Leverage & Solvency Ratios							
資本適足率	BIS	11.90%	13.17%	11.90%	11.44%	11.58%	12.49%	13.17%
第一類資本比率	Tier 1 Ratio	8.89%	8.86%	8.89%	8.71%	9.14%	9.06%	8.86%

1. 計算ROAA、ROAE之分母係採各月底餘額平均並予年化、EPS則不年化

2. 計算Spread及NIM的分母，採當季每日餘額平均計算

Appendix

SinoPac Securities Summary Ratios

		Yearly Results		Quarterly Results				
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11
Per Share Data	Per Share Data							
每股盈餘(稅後)(元)	EPS(after-tax)(NT\$)	0.95	0.29	0.26	0.10	0.26	-0.08	0.01
DuPont Analysis	DuPont Analysis							
資產報酬率(稅後)	ROAA(after-tax) (%. annualize)	2.70%	0.75%	2.69%	1.02%	2.62%	-0.88%	0.12%
股東權益報酬率(稅後)	ROAE(after-tax) (%. annualize)	6.58%	1.95%	7.16%	2.71%	6.99%	-2.28%	0.31%
Performance Ratios	Performance Ratios							
日平均融資餘額(百萬元)	Avg. margin purchase value(NT\$m)	17,886	16,925	17,886	19,976	19,123	18,064	16,925
經紀業務市佔率	Brokerage market share (%)	4.83%	4.80%	4.96%	4.69%	5.12%	4.68%	4.73%
費用比	Cost/Income Ratio (%)	64.77%	69.93%	73.57%	58.03%	62.03%	92.20%	76.25%
Leverage & Solvency Ratios	Leverage & Solvency Ratios							
資本適足率	BIS	338%	465%	338%	383%	349%	353%	465%

1. 日平均融資餘額(百萬元)及資本適足率係為當年度累計至該月之資訊
2. 資產報酬率(稅後)和股東權益報酬率(稅後)之平均總資產及平均股東權益係採月加權平均計算。

Appendix

FENB Summary Ratios

US\$m		Yearly Results		Quarterly Results				
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11
稅後淨利	Net income after tax	-41	-76	-4	-8	1	-14	-55
總資產	Total assets	1,651	1,398	1,651	1,614	1,578	1,568	1398
淨值	Total equity	315	292	315	336	358	344	292
總存款	Total deposits	1,207	1,082	1,207	1,103	1,079	998	1082
總放款	Total loans	918	665	918	867	808	711	665
Per Share Data	Per Share Data							
每股盈餘(稅後)	EPS(after-tax)(US\$)	-178	-330	-17	-33	1	-61	-237
DuPont Analysis	DuPont Analysis							
資產報酬率(稅後)	ROAA(after-tax) (%, annualize YTD earnings)	-2.27%	-4.75%	-0.23%	-1.92%	0.03%	-1.16%	-3.66%
股東權益報酬率(稅後)	ROAE(after-tax) (%, annualize YTD earnings)	-15.61%	-22.65%	-1.35%	-10.00%	0.17%	-5.24%	-16.45%
存放比	Loan-to-Deposit Ratio (%)	76.11%	61.50%	76.11%	78.64%	74.93%	71.28%	61.50%
利差	Spread (%)	3.41%	3.88%	3.75%	3.86%	3.73%	3.64%	4.37%
淨利差	NIM (%)	2.61%	2.60%	2.80%	2.53%	2.35%	2.63%	3.30%
費用比	Cost/Income Ratio (%)	97.03%	163.44%	106.02%	106.25%	134.10%	100.16%	487.34%
Asset Quality Ratios	Asset Quality Ratios							
逾放比	NPLs / Total loans (%)	11.16%	7.40%	11.16%	16.96%	16.06%	12.70%	7.40%
備抵呆帳覆蓋率	Reserve / NPLs (%)	78.89%	140.19%	78.89%	55.09%	52.75%	64.85%	140.19%
當期打銷呆帳	Write-off (US\$)	61	66	12	8	7	25	26
Leverage & Solvency Ratios	Leverage & Solvency Ratios							
資本適足率	BIS (%)	20.99%	20.13%	20.99%	19.93%	21.26%	20.58%	20.13%
第一類資本比率	Tier 1 Ratio (%)	19.66%	18.81%	19.66%	18.62%	19.95%	19.28%	18.81%

Appendix

Balance sheet of SPH and its subsidiaries for the 12 months ended Dec. 31, 2011

NT\$Mn		銀行合併 BSP	證券合併 SPS	投信 Trust	租賃 Leasing	其他項目 Others	合計 Sum	調整項目 Adj. Items	金控合併 SPH
資產	Assets:								
現金及約當現金	Cash and cash equivalents	18,013	6,106	1,491	669	1,123	27,401	-3,677	23,724
存放央行及銀行同業	Due from the central bank and other banks	82,753	0	0	0	0	82,753	0	82,753
公平價值變動列入損益之金融資產	Financial assets at fair value through profit or loss	33,437	25,672	0	0	56	59,166	-434	58,732
附賣回票券及債券投資	Securities purchased under agreements to resell	3,080	6,065	0	0	0	9,145	-1,279	7,866
應收款項-淨額	Receivables, net	51,966	14,061	40	3,775	1,956	71,797	-2,859	68,938
貼現及放款-淨額	Discounts and loans, net	731,856	0	0	5,588	0	737,444	-4,616	732,828
備供出售金融資產	Available-for-sale financial assets	37,085	0	63	0	289	37,437	0	37,437
持有至到期日金融資產	Held-to-maturity investments	233,698	0	0	0	0	233,698	0	233,698
採權益法之股權投資	Equity investment - equity method	0	0	0	0	97,414	97,414	-97,350	64
其他金融資產-淨額	Other financial assets, net	5,311	18,488	144	4,837	2,733	31,515	-2,713	28,801
固定資產-淨額	Properties, net	9,602	2,055	15	3,250	48	14,970	-2,693	12,277
其他資產	Other assets	8,779	708	17	3,157	84	12,746	560	13,305
資產總計	Total assets	1,215,581	73,156	1,770	21,275	103,703	1,415,486	-115,064	1,300,423
負債及股東權益	Liabilities and stockholders' equity								
負債	Liabilities								
央行及金融同業存款	Call loans and due to banks	66,375	0	0	0	0	66,375	0	66,375
應付商業本票-淨額	Commercial paper payable, net	0	3,469	0	1,298	4,449	9,216	0	9,216
公平價值變動列入損益之金融負債	Financial liabilities at fair value through profit or loss	7,309	1,681	0	0	0	8,990	-434	8,556
附買回票券及債券負債	Securities sold under agreement to repurchase	7,072	24,056	0	0	0	31,128	-1,279	29,849
應付款項	Payable	19,688	6,294	81	124	1,316	27,502	-2,728	24,774
存款及匯款	Deposit and remittance	994,602	0	0	0	0	994,602	-5,304	989,298
應付公司及金融債券	Bonds payable	37,028	0	0	0	0	37,028	0	37,028
短期借款	Short-term borrowings	899	1,844	0	3,487	1,500	7,731	-362	7,369
長期借款	Long-term borrowings	0	0	0	12,044	2,997	15,040	-4,255	10,786
其它金融負債	Other financial liabilities	7,847	13,294	0	1,142	0	22,283	-86	22,197
其他負債	Other liabilities	4,245	315	0	151	170	4,882	19	4,901
負債合計	Total liabilities	1,145,065	50,954	81	18,245	10,431	1,224,776	-14,429	1,210,348
股本	Capital stock	52,574	15,365	1,534	2,771	76,192	148,437	-75,325	73,112
資本公積	Capital surplus	9,963	446	0	0	2,015	12,424	-10,409	2,015
保留盈餘	Retained earnings	7,160	6,708	161	252	14,666	28,947	-14,450	14,497
其他權益調整	Other item on stockholders' equity	818	-317	-6	8	400	902	-451	451
股東權益合計	Total stockholders' equity of parent company	70,516	22,202	1,689	3,030	93,272	190,710	-100,635	90,075
少數股權	Minority Interests	0	0	0	0	0	0	0	0
負債及股東權益總計	TOTAL	1,215,581	73,156	1,770	21,275	103,703	1,415,486	-115,064	1,300,423

Appendix

P&L of SPH and its subsidiaries for the 12 months ended Dec. 31, 2011

NT\$m		銀行合併 BSP	證券合併 SPS	投信 Trust	租賃 Leasing	其他項目 Others	合計 Sum	調整項目 Adj. Items	金控合併 SPH
利息收入	Interest revenue	23,818	1,446	5	658	39	25,966	-205	25,761
利息費用	Interest expense	9,749	287	0	296	89	10,421	-170	10,251
利息淨收益	Net interest income	14,069	1,159	5	362	-50	15,545	-35	15,510
利息以外淨收益	Net revenues other than interest								
手續費淨收益	Commissions and fee revenues, net	4,095	3,298	502	0	-0	7,895	-50	7,845
公平價值變動列入損益	Gains from financial assets and liabilities at fair value through P/L	-30	-1,594	0	5	-3	-1,623	0	-1,623
兌換損益-淨額	Foreign exchange gains, net	760	-26	0	-13	0	720	0	720
備供出售損益	Realized gains from available-for-sale financial assets	13	0	0	0	32	44	0	44
以成本衡量利益	Realized gains from unquoted equity instrument	80	159	0	0	191	430	0	430
資產減損損失	Provision for impairment losses on assets	63	0	0	0	-91	-29	0	-29
按權益法之投資損益-淨額	(Losses) income from equity investments - equity method, net	0	0	0	0	3,259	3,259	-3,254	5
認購(售)權證發行利益	Gain on warrants issued, net	0	1,286	0	0	0	1,286	0	1,286
租金收入	Rental revenue	116	25	0	244	0	386	-208	178
收回呆帳	Recovery of bad debts	627	0	0	0	0	627	0	627
其他非利息淨(損)益	Other revenues, net	-625	82	0	-16	242	-318	-244	-561
淨收益	Total net revenues	19,167	4,389	507	582	3,579	28,224	-3,791	24,433
呆帳費用	Provision for bad debts	3,865	0	0	22	0	3,886	0	3,886
營業費用	Operating expenses	12,043	3,782	409	252	447	16,932	-512	16,421
呆帳費用+營業費用	Bad debts & operating expenses	15,907	3,782	409	274	447	20,818	-512	20,307
稅前利益(損失)	Income (loss) before income tax	3,259	607	99	308	3,132	7,405	-3,279	4,126
所得稅費用(利益)	Income tax benefit (expense)	878	167	17	64	-9	1,117	0	1,117
合併總純(損)益	Consolidated Income (Loss)	2,382	440	82	244	3,141	6,288	-3,279	3,009
歸屬予：	Attributable to								
母公司股東	Stockholders of parent company	2,382	440	82	244	3,141	6,288	-3,279	3,009
少數股權	Minority interests	0	0	0	0	0	0	0	0

Appendix

SPH's Balance Sheet (consolidated)

NT\$Mn		Yearly Results		Quarterly Results						
		2010	2011	Dec10	Mar11	Jun11	Sep11	Dec11	QoQ(%)	YoY(%)
資產	Assets:									
現金及約當現金	Cash and cash equivalents	14,713	23,724	14,713	14,551	16,851	17,981	23,724	31.94	61.24
存放央行及銀行同業	Due from the central bank and other banks	84,493	82,753	84,493	72,535	70,365	78,972	82,753	4.79	-2.06
公平價值變動列入損益之金融資產	Financial assets at fair value through profit or loss	49,768	58,732	49,768	104,309	66,099	60,730	58,732	-3.29	18.01
附賣回票券及債券投資	Securities purchased under agreements to resell	8,517	7,866	8,517	7,266	7,314	5,819	7,866	35.18	-7.64
應收款項-淨額	Receivables, net	65,145	68,938	65,145	62,677	66,288	65,795	68,938	4.78	5.82
貼現及放款-淨額	Discounts and loans, net	717,566	732,828	717,566	735,062	738,969	736,345	732,828	-0.48	2.13
備供出售金融資產	Available-for-sale financial assets	38,518	37,437	38,518	36,568	35,674	34,461	37,437	8.64	-2.80
持有至到期日金融資產	Held-to-maturity investments	200,565	233,698	200,565	153,759	204,195	226,246	233,698	3.29	16.52
採權益法之股權投資	Equity investment - equity method	60	64	60	63	62	64	64	-0.19	6.42
其他金融資產-淨額	Other financial assets, net	24,966	28,801	24,966	26,155	28,785	32,188	28,801	-10.52	15.36
固定資產-淨額	Properties, net	11,680	12,277	11,680	11,599	11,584	11,578	12,277	6.03	5.11
其他資產	Other assets	14,893	13,305	14,893	14,665	13,717	12,996	13,305	2.38	-10.66
資產總計	Total Assets	1,230,884	1,300,423	1,230,884	1,239,210	1,259,903	1,283,175	1,300,423	1.34	5.65
負債及股東權益	Liabilities and stockholders' equity									
負債	Liabilities									
央行及金融同業存款	Call loans and due to banks	64,798	66,375	64,798	60,225	62,425	54,181	66,375	22.51	2.43
應付商業本票-淨額	Commercial paper payable, net	18,562	9,216	18,562	17,282	19,332	12,124	9,216	-23.99	-50.35
公平價值變動列入損益之金融負債	Financial liabilities at fair value through profit or loss	12,236	8,556	12,236	12,336	10,260	12,180	8,556	-29.75	-30.08
附買回票券及債券負債	Securities sold under agreement to repurchase	19,621	29,849	19,621	21,792	19,899	28,833	29,849	3.52	52.13
應付款項	Payable	21,243	24,774	21,243	17,875	18,969	22,869	24,774	8.33	16.62
存款及匯款	Deposit and remittance	943,358	989,298	943,358	933,125	955,856	972,805	989,298	1.70	4.87
應付公司及金融債券	Bonds payable	30,121	37,028	30,121	31,110	27,584	33,861	37,028	9.35	22.93
短期借款	Short-term borrowings	8,714	7,369	8,714	8,791	9,474	6,229	7,369	18.31	-15.43
長期借款	Long-term borrowings	7,263	10,786	7,263	9,296	8,584	12,046	10,786	-10.47	48.50
其它金融負債	Other financial liabilities	14,656	22,197	14,656	34,604	33,837	33,240	22,197	-33.22	51.46
其他負債	Other liabilities	3,567	4,901	3,567	4,148	4,339	4,419	4,901	10.91	37.40
負債合計	Total liabilities	1,144,139	1,210,348	1,144,139	1,150,583	1,170,559	1,192,787	1,210,348	1.47	5.79
股本	Capital stock	70,098	73,112	70,098	70,098	73,112	73,112	73,112	0.00	4.30
資本公積	Capital surplus	2,015	2,015	2,015	2,015	2,015	2,015	2,015	0.00	0.00
保留盈餘	Retain earnings	15,171	14,497	15,171	17,049	14,818	15,610	14,497	-7.13	-4.44
其他權益調整	Other item on stockholders' equity	-539	451	-539	-534	-601	-349	451	NA	-183.73
股東權益合計	Total stockholders' equity of parent company	86,745	90,075	86,745	88,627	89,344	90,387	90,075	-0.35	3.84
少數股權	Minority interests	0	0	0	0	0	0	0	-	-
負債及股東權益總計	TOTAL	1,230,884	1,300,423	1,230,884	1,239,210	1,259,903	1,283,175	1,300,423	1.34	5.65

Appendix

SPH's P&L (Consolidated)

NT\$Mn	Yearly Results		Quarterly Results						QoQ(%)	YoY(%)
	2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11			
利息收入	Interest revenue	21,933	25,761	5,741	5,970	6,163	6,534	7,095	8.58	23.58
利息費用	Interest expense	7,278	10,251	2,092	2,196	2,387	2,574	3,094	20.22	47.95
利息淨收益	Net interest income	14,655	15,510	3,649	3,774	3,775	3,960	4,000	1.02	9.62
手續費淨收益	Net fee income	8,766	7,845	2,375	1,980	2,069	2,112	1,684	-20.28	-29.10
公平價值變動列入損益之 金融資產及負債損益	Losses from financial assets and liabilities at fair value through profit or loss	408	-1,623	274	-352	-94	-1,028	-148	NA	-154.00
兌換損益-淨額	Foreign exchange gains, net	652	720	317	259	238	81	142	75.03	-55.11
備供出售損益	Realized gains from available-for-sale financial assets	116	44	3	7	-13	18	32	79.03	866.42
以成本衡量之金融資產損益	Gains from unquoted equity instrument	357	430	70	37	170	168	55	-67.07	-21.49
資產減損損失	Impairment losses on assets	-505	-29	-369	-27	-98	-32	129	NA	NA
按權益法之投資損益-淨額	(Losses) income from equity investments - equity method, net	7	5	2	3	1	1	0	-87.94	-95.61
認購(售)權證發行利益	Gain on warrants issued	609	1,286	90	312	379	416	178	-57.11	98.95
租金收入	Rental revenue	324	178	73	52	43	44	39	-9.36	-45.61
收回呆帳	Recovery of bad debts	721	627	85	177	154	158	137	-13.13	61.70
其他非利息淨(損)益	Other income	-93	-561	79	-23	-342	92	-288	-414.50	-466.17
淨收益	Total net revenues	26,017	24,433	6,647	6,199	6,283	5,989	5,962	-0.44	-10.31
呆帳費用	Provision for bad debts	5,056	3,886	1,220	460	-89	732	2,784	280.26	128.18
營業費用	Operating expenses	15,582	16,421	4,261	3,869	4,119	4,380	4,053	-7.46	-4.87
用人費用	Personnel expenses	9,895	9,947	2,696	2,477	2,627	2,643	2,200	-16.78	-18.41
折舊及攤銷費用	Depreciation and amortization	868	785	213	198	195	195	197	0.95	-7.48
其他業務及管理費用	Others	4,820	5,688	1,352	1,194	1,296	1,542	1,657	7.45	22.53
呆帳費用+營業費用	Bad debts & operating expenses	20,638	20,307	5,481	4,328	4,030	5,112	6,837	33.74	24.74
稅前利益(損失)	Income (loss) before income tax	5,379	4,126	1,167	1,870	2,253	877	-875	-199.77	-174.97
所得稅費用(利益)	Income tax benefit (expense)	269	1,117	18	377	417	85	238	180.36	1,210.94
合併總純(損)益	Net income (Loss)	5,109	3,009	1,148	1,493	1,837	792	-1,113	-240.59	-196.91
歸屬于：	Attributable to		0							
母公司股東	Stockholders of parent company	5,109	3,009	1,148	1,493	1,837	792	-1,113	-240.57	-196.90
少數股權	Minority interests	0	0	0	0	0	0	0	NA	NA

Appendix

BSP Balance Sheet

NT\$Mn		Yearly Results		Quarterly Results						
		2010	2011	Dec10	Mar11	Jun11	Sep11	Dec11	QoQ(%)	YoY(%)
資產	Assets:									
現金及約當現金	Cash and cash equivalents	10,720	17,790	10,720	12,110	13,528	12,430	17,790	43.12	65.95
存放央行及拆借金融同業	Due from the central bank and other banks	75,287	73,672	75,287	62,190	60,082	66,550	73,672	10.70	-2.15
公平價值變動列入損益之金融資產	Financial assets at fair value through profit or loss	26,368	32,791	26,368	79,057	41,518	35,264	32,791	-7.01	24.36
附賣回票券及債券投資	Securities purchased under agreements to resell	1,152	3,080	1,152	1,543	1,664	2,662	3,080	15.70	167.36
應收款項-淨額	Receivables, net	41,711	51,678	41,711	40,318	43,927	47,600	51,678	8.57	23.90
貼現及放款-淨額	Discounts and loans, net	690,441	711,953	690,441	708,317	715,124	714,001	711,953	-0.29	3.12
備供出售金融資產	Available-for-sale financial assets	33,083	32,601	33,083	31,570	31,407	30,540	32,601	6.75	-1.46
持有至到期日金融資產	Held-to-maturity investments	199,083	229,880	199,083	151,734	201,374	221,804	229,880	3.64	15.47
採權益法之股權投資	Equity investment - equity method	6,478	4,582	6,478	6,443	5,967	6,040	4,582	-24.14	-29.27
其他金融資產-淨額	Other financial assets, net	7,906	8,969	7,906	8,938	9,571	10,460	8,969	-14.25	13.45
固定資產-淨額	Properties, net	8,719	9,377	8,719	8,679	8,677	8,679	9,377	8.04	7.55
無形及其他資產	Intangible & other assets	5,946	5,800	5,946	5,966	5,575	5,095	5,800	13.84	-2.46
資產總計	Total	1,106,894	1,182,173	1,106,894	1,116,865	1,138,414	1,161,125	1,182,173	1.81	6.80
負債及股東權益	Liabilities and stockholders' equity									
負債	Liabilities									
央行及銀行同業存款	Call loans and due to banks	64,588	66,167	64,588	59,699	61,742	53,528	66,167	23.61	2.44
公平價值變動列入損益之金融負債	Financial liabilities at fair value through profit or loss	9,507	7,310	9,507	9,481	7,487	10,333	7,310	-29.26	-23.11
附買回票券及債券負債	Securities sold under agreement to repurchase	3,067	7,072	3,067	2,942	3,702	8,591	7,072	-17.68	130.58
應付款項	Payable	13,909	19,156	13,909	14,201	13,171	17,586	19,156	8.93	37.72
存款及匯款	Deposit and remittance	915,968	963,100	915,968	909,076	932,745	950,312	963,100	1.35	5.15
應付金融債券	Bank debentures	30,121	37,028	30,121	31,110	27,585	33,861	37,028	9.35	22.93
其它金融負債	Other financial liabilities	730	7,847	730	19,729	18,563	12,401	7,847	-36.72	974.93
其他負債	Other liabilities	3,049	3,977	3,049	3,331	3,364	3,527	3,977	12.76	30.44
負債合計	Total liabilities	1,040,939	1,111,657	1,040,939	1,049,569	1,068,359	1,090,139	1,111,657	1.97	6.79
股本	Capital stock	49,550	52,574	49,550	49,550	52,574	52,574	52,574	0.00	6.10
資本公積	Capital surplus	9,207	9,963	9,207	9,207	9,963	9,963	9,963	0.00	8.21
保留盈餘	Retained earnings	7,145	7,160	7,145	8,519	7,515	8,391	7,160	-14.67	0.21
累積換算調整數	Cumulative translation adjustment	-221	-217	-221	-207	-235	-178	-217	NA	NA
金融商品未實現損失	Unrealized losses on financial instrument	189	166	189	143	154	152	166	9.21	-12.17
未認為退休金成本之淨損失	Net loss not recognized as pension cost	-946	-866	-946	-946	-946	-946	-866	NA	NA
未實現土地重估增值	Revaluation increment on land	1,030	1,736	1,030	1,030	1,030	1,030	1,736	68.54	68.52
股東權益合計	Total stockholders' equity of parent company	65,955	70,516	65,955	67,296	70,055	70,986	70,516	-0.66	6.92
負債及股東權益總計	TOTAL	1,106,894	1,182,173	1,106,894	1,116,865	1,138,414	1,161,125	1,182,173	1.81	6.80

Appendix

BSP P&L

NT\$Mn		Yearly Results		Quarterly Results						
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11	QoQ(%)	YoY(%)
利息淨收益	Net interest income	12,014	12,898	2,979	3,111	3,152	3,307	3,328	0.63	11.74
手續費淨收益	Net fee income	3,712	3,244	1,060	767	821	966	689	-28.71	-35.00
公平價值變動(損)益	Gains (Losses) from financial assets and liabilities at fair value through profit or loss	268	-41	98	-33	-11	-138	140	NA	42.71
備供出售及成本衡量(損)益	Gains (Losses) from available-for-sale financial assets and unquoted equity instruments	51	31	2	10	4	13	4	-70.00	67.35
無活絡出售損失	Losses from non-active financial assets	0	0	0	0	0	0	0		
兌換&衍生性商品利益	Foreign exchange & derivative gains, net	854	958	291	215	308	112	322	187.31	10.61
按權益法投資損益-淨額	Gains (Losses) income from equity investments - equity method, net	-743	-1,610	-4	-71	164	-258	-1,446	NA	NA
資產減損迴轉利益(損失)	Reversal gains (Impairment losses) on assets	-20	285	0	0	0	34	251	637.73	
其他非利息淨(損)益	Other income	434	234	-138	259	-51	122	-96	-178.31	NA
淨收益	Total net revenues	16,570	15,999	4,289	4,259	4,387	4,160	3,192	-23.25	-25.57
營業費用	Operating expenses	-9,636	-10,761	-2,590	-2,463	-2,715	-2,876	-2,707	NA	NA
提存前稅前淨利	Pre-tax income (excluding provision)	6,934	5,238	1,699	1,797	1,672	1,283	486	-62.14	-71.40
呆帳費用	Provision for possible losses	-2,572	-2,625	-1,030	-236	9	-331	-2,068	NA	NA
稅前利益(損失)	Pre-tax income (loss)	4,362	2,612	669	1,561	1,681	953	-1,582	-266.10	-336.66
所得稅費用(利益)	Income tax benefit (expense)	-862	-230	-9	-270	-234	-76	351	NA	NA
稅後利益(損失)小計 (1)	Net Income (excluding SIV/CDO/MBS) (1)	3,500	2,383	659	1,291	1,447	877	-1,232	-240.47	-286.78
SIV/CDO 損失	Loss-SIV/CDO	-1	0	0	0	0	0	1	NA	NA
SIV/CDO 利差	Interest loss-SIV/CDO	3	-1	0	-1	-1	0	0	-62.43	-73.73
SIV/CDO 所得稅利益(費用)	Income tax benefit (expense)-SIV/CDO	0	0	0	0	0	0	0	7.74	32.13
SIV/CDO 稅後小計(2)	Net income-SIV/CDO (2)	1	-1	0	-1	-1	0	1	59848.33	1116.39
合併總純(損)益	Net income (Loss) (1)+(2)	3,501	2,382	660	1,290	1,446	877	-1,231	-240.39	-286.65

Appendix

SPS's Balance Sheet (consolidated)

NT\$Mn		Yearly Results		Quarterly Results					QoQ(%)	YoY(%)
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11		
資產	Assets:									
現金及約當現金	Cash and cash equivalents	6,121	6,106	6,121	4,716	5,138	7,926	6,106	-22.96	-0.23
公平價值變動 列入損益之金融資產	Financial assets at fair value through profit or loss	23,022	26,466	23,022	25,001	24,823	25,886	26,466	2.24	14.96
附賣回票券及債券投資	Securities purchased under agreements to resell	7,514	6,065	7,514	6,731	5,602	4,822	6,065	25.77	-19.28
應收證券融資款	Margin loans receivable	20,901	12,112	20,901	18,732	17,752	14,488	12,112	-16.40	-42.05
其他流動資產	Other current assets	11,803	16,975	11,803	13,351	17,236	18,139	16,975	-6.42	43.82
基金及投資	Funds and Investments	752	702	752	752	736	672	702	4.46	-6.62
固定資產	Properties, net	2,097	2,055	2,097	2,063	2,059	2,045	2,055	0.51	-1.99
無形及其他資產	Intangible & other assets	2,377	2,348	2,377	3,333	2,355	2,371	2,348	-0.98	-1.23
受託買賣借項-淨額	Securities brokerage account, net	19	327	19	4	0	98	327	232.37	1645.22
資產總計	Total assets	74,606	73,156	74,606	74,683	75,702	76,449	73,156	-4.31	-1.94
負債及股東權益	Liabilities and stockholders' equity									
負債	Liabilities									
流動負債	Current liabilities	51,652	50,760	51,652	50,624	53,230	54,035	50,760	-6.06	-1.73
其他負債	Other liabilities	573	194	573	1,201	219	214	194	-9.52	-66.19
受託買賣貸項-淨額	Securities brokerage account, net	0	0	0	0	83	0	0	-	-
負債合計	Total liabilities	52,226	50,954	52,226	51,825	53,532	54,249	50,954	-6.07	-2.44
股本	Capital stock	13,969	15,365	13,969	15,365	15,365	15,365	15,365	0.00	9.99
資本公積	Capital surplus	1,842	446	1,842	446	446	446	446	0.00	-75.77
保留盈餘	Retained earnings	6,992	6,708	6,992	7,445	6,819	6,691	6,708	0.26	-4.07
股東權益其他項目	Other items of stockholders' equity	-424	-317	-424	-398	-461	-303	-317	4.78	-25.14
股東權益合計	Total stockholders' equity of parent compan	22,380	22,202	22,380	22,858	22,170	22,200	22,202	0.01	-0.80
負債及股東權益總計	TOTAL	74,606	73,156	74,606	74,683	75,702	76,449	73,156	-4.31	-1.94

Appendix

SPS's P&L (Consolidated)

NT\$Mn		Yearly Results		Quarterly Results					QoQ(%)	YoY(%)
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11		
利息淨收益	Net interest income	1,079	1,168	269	314	300	295	259	-12.43	-3.83
手續費淨收益	Net fee income	3,505	3,171	961	829	800	896	647	-27.76	-32.65
出售證券利益(損失)	Gains (Losses) on sales of securities, net	477	-1,281	369	-109	-251	-751	-170	NA	-146.09
股務代理收入	Stock affairs agent fees	78	82	19	20	21	22	20	-9.01	2.65
股利收入	Dividend income	136	137	2	0	15	117	5	-95.38	212.91
權證發行利益	Gains (Losses) on warrant issued, net	609	1,286	90	312	379	416	178	-57.11	98.95
期貨契約利益(損失)	Gains (Losses) from futures transactions	-66	-4	-26	-4	-10	26	-16	-162.68	NA
選擇權交易利益(損失)	Gains (Losses) from options transactions	16	130	-10	18	14	21	77	270.40	NA
衍生性金融商品利益(損失)	Gains (Losses) from derivative instruments transactions	-114	212	-173	75	22	119	-5	-103.86	NA
營業證券評價利益(損失)	Gains (Losses) from valuation of operating securities	-307	-750	81	-343	31	-362	-76	NA	-193.85
發行認購權證費用	Expenses for the issuance of warrants	-84	-85	-26	-26	-20	-24	-15	NA	NA
其他營業收支	Other operating income	116	285	29	39	74	140	32	-77.23	9.45
營業外收支	Non-operating income-net	108	39	68	17	48	-62	36	NA	-47.05
淨收益	Total net revenues	5,554	4,389	1,652	1,143	1,423	852	971	13.90	-41.23
營業費用	Operating expenses	3,874	3,782	1,181	928	916	1,019	919	-9.76	-22.17
稅前利益(損失)	Pre-tax income (loss)	1,680	607	471	215	507	-166	52	NA	-89.03
所得稅費用(利益)	Income tax benefit (expense)	217	167	68	62	109	-38	35	NA	-49.40
合併總純(損)益	Net income (Loss)	1,463	440	403	153	398	-128	17	NA	-95.75

SPS's Pre-tax breakdown

NT\$Mn		Yearly Results		Quarterly Results					QoQ(%)	YoY(%)
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11		
經紀事業處	Brokerage business group	1,607	1,291	395	412	315	309	255	-19.15	-34.87
資本市場事業處	Capital market business group	59	68	69	-106	179	5	-10	-105.47	-103.51
投資事業處	Principal investment & derivatives business group	616	-451	174	-9	33	-418	-58	-272.26	-121.96
其他	Others	-612	-347	-173	-99	-29	-68	-151	NA	NA
稅前利益(損失)	Pre-tax income (loss)	1,671	560	465	197	498	-171	36	-92.78	-95.42

Appendix

BSP's Credit Breakdown

NT\$Mn	授信類別	Items	Yearly Results		Quarterly Results					QoQ(%)	YoY(%)	
			2010	2011	Dec10	Mar11	Jun11	Sep11	Dec11			
	企金放款	Corporate Loans										
	製造業	Manufacturing	138,000	153,520	138,000	148,722	153,335	151,863	153,520	1.09	11.25	
	電子工業	Electronics Industry	63,304	71,735	63,304	68,947	69,559	67,819	71,735	5.77	13.32	
	原物料業	Chemical Products	42,570	44,532	42,570	45,798	48,811	46,885	44,532	-5.02	4.61	
	傳產製造業	Conventional Industry	31,158	36,326	31,158	32,969	34,024	36,165	36,326	0.44	16.59	
	新興製造業	Electric Fixture	968	927	968	1,008	940	993	927	-6.68	-4.25	
	金融機構、證券及保險業	FI & Security House & Insurance	16,806	11,878	16,806	22,878	21,635	14,100	11,878	-15.76	-29.33	
	租賃/分期付款業	Installment & Leasing	5,451	4,984	5,451	5,008	4,325	4,568	4,984	9.10	-8.57	
	營建業及不動產業	Construction & Real Estate	38,949	38,070	38,949	40,722	39,492	39,358	38,070	-3.27	-2.26	
	批發及零售業	Wholesales/Retail	44,861	56,459	44,861	48,740	50,299	57,551	56,459	-1.90	25.85	
	傳產服務業	Traditional Service Industry	16,524	17,419	16,524	16,595	16,815	16,869	17,419	3.26	5.42	
	綜合服務業	Comprehensive Services	462	1,036	462	485	531	604	1,036	71.48	124.23	
	其他服務業	Other Services	12,355	10,614	12,355	13,493	13,029	12,381	10,614	-14.27	-14.09	
	公營事業/公司事業	State-owned Company	40,237	40,811	40,237	40,100	43,927	39,574	40,811	3.13	1.43	
	企業相關個人	Business Owner	17,549	15,089	17,549	16,353	16,282	15,614	15,089	-3.36	-14.01	
	非營利團體	Non-profit Organization	1,043	1,048	1,043	1,102	1,131	1,023	1,048	2.46	0.44	
	其他	Others	1,398	1,512	1,398	1,435	1,285	1,165	1,512	29.82	8.17	
	企金放款小計	Sub-total	333,634	352,440	333,634	355,633	362,085	354,669	352,440	-0.63	5.64	
	保證/承兌/信用狀	Guarantee, Acceptance	20,944	20,814	20,944	22,880	19,503	22,949	20,814	-9.30	-0.62	
	承購業務	Factoring	18,458	16,630	18,458	17,625	17,707	17,076	16,630	-2.61	-9.91	
	外匯/衍生性交易及其他	Derivatives and Others	4,777	6,302	4,777	6,283	7,597	10,173	6,302	-38.06	31.92	
	企金授信合計	Corporate Total	377,813	396,186	377,813	402,422	406,892	404,867	396,186	-2.14	4.86	
	個金放款	Individual Loans	362,041	366,963	362,041	358,102	358,367	365,007	366,963	0.54	1.36	
	房貸	Mortgage Loans	351,854	352,618	351,854	347,778	346,448	351,556	352,617	0.30	0.22	
	信用貸款	Unsecured Loans	6,062	9,699	6,062	6,151	7,664	9,071	9,699	6.93	60.00	
	車貸	Car Loans	3,416	4,064	3,416	3,559	3,669	3,860	4,064	5.27	18.96	
	其他	Others	709	582	709	615	586	520	582	11.91	-17.89	
	保證	Guarantee	343	254	343	321	300	273	254	-6.91	-25.94	
	信用卡	Credit Card	16,338	18,001	16,338	15,571	16,843	17,246	18,001	4.38	10.18	
	個金授信合計	Individual Total	378,722	385,218	378,722	373,994	375,510	382,527	385,218	0.70	1.72	
	全行授信總計	Total	756,535	781,404	756,535	776,416	782,402	787,394	781,404	-0.76	3.29	

Appendix

BSP's Deposit Breakdown

NT\$Mn		Yearly Results		Quarterly Results						
存款類別	Items	2010	2011	Dec10	Mar11	Jun11	Sep11	Dec11	QoQ(%)	YoY(%)
台幣存款	NTD Deposits									
台幣支存	Checking	8,405	9,537	8,405	7,807	8,409	8,336	9,537	14.41	13.47
台幣活期性	Demand	303,832	302,148	303,832	305,413	304,477	308,164	302,148	-1.95	-0.55
台幣定期性	Time	441,563	486,445	441,563	452,294	475,893	473,976	486,445	2.63	10.16
郵匯局轉存款	Redeposit from the directorate general of postal remittance	18,877	11,806	18,877	18,804	17,804	14,804	11,806	-20.25	-37.46
小計	Sub total	772,677	809,936	772,677	784,318	806,583	805,280	809,936	0.58	4.82
外幣存款	Foreign Currency Deposits									
外幣支存	Checking	3,997	3,153	3,997	4,111	3,509	3,500	3,153	-9.91	-21.12
外幣活期性	Demand	84,247	91,201	84,247	84,059	83,402	92,295	91,201	-1.19	8.25
外幣定期性	Time	58,184	70,043	58,184	54,830	56,421	63,157	70,043	10.90	20.38
小計	Sub total	146,428	164,397	146,428	143,000	143,332	158,953	164,397	3.42	12.27
合計	Total	919,105	974,333	919,105	927,318	949,915	964,233	974,333	1.05	6.01

BSP's Fee Breakdown

NT\$Mn		Yearly Results		Quarterly Results						
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11	QoQ(%)	YoY(%)
財富管理	Wealth management	1,630	1,248	491	336	380	314	217	-31.05	-55.85
放款	Loan fees	782	493	258	141	132	148	71	-51.60	-72.34
應收帳款	Factoring and A/R financing	166	154	41	35	41	40	38	-3.89	-6.94
進出口	Import and export service	337	322	84	77	79	84	81	-4.01	-3.91
信託及保管	Trust & custodian bank	211	175	47	48	46	43	38	-11.74	-19.32
保證及承兌	Guarantees & acceptances	74	70	17	18	18	17	17	-2.57	0.68
信用卡	Credit card	561	579	141	128	144	149	159	6.48	12.90
其他	Others	-49	-74	-19	-16	-19	-17	-22		
*壽險	Life insurance		265			0	179	86	-51.57	
*產險	Property insurance		13				9	3	-63.80	
小計	Sub total	3,712	3,244	1,060	767	821	966	689	-28.71	-35.00
壽險	Life insurance	780	963	167	205	275	287	196	-31.79	17.15
產險	Property insurance	48	65	11	12	20	15	18	25.47	70.34
扣除銀行已認列之收入			-278				-188	-90		
合計	Total fee income	4,540	3,994	1,238	984	1,116	1,080	813	-24.71	-34.31

*1~9月認列之保代合作推廣佣金收入共計188百萬，由其他非利息淨收益重新分類至手續費收入，此收入包含於下2列保代備收中。

Appendix

BSP's Asset Quality

NT\$Mn		Yearly Results		Quarterly Results					QoQ(%)	YoY(%)
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11		
前期逾期放款餘額	90-days NPLs - beginning	5,867	3,596	4,077	3,596	3,480	2,738	3,170	15.77	-22.25
當期新增逾放	New NPL influx	2,937	2,986	350	814	375	995	803	-19.31	129.07
當期打銷呆帳	Write-offs	1,678	1,014	219	279	246	201	288	42.96	31.55
當期回收金額	Recovery	3,530	2,171	613	652	870	362	288	-20.54	-53.06
本期逾期放款餘額	90-days NPLs - ending	3,596	3,398	3,596	3,480	2,738	3,170	3,398	7.18	-5.52
呆帳費用提列-放款	Provisions for credit loss									
	Provision for loan loss, net	2,266	2,892	795	282	171	406	2,033	400.59	155.75
呆帳費用提列-應收及保證	Provision for credit loss, net	0	139	0	59	4	-0	76	-21,083.01	NA
呆帳費用提列-信用卡	Provision for credit card, net	306	-406	235	-106	-184	-75	-41	-45.52	-117.39
當期呆帳費用	Total provisions	2,572	2,625	1,030	236	-9	331	2,068	525.42	100.73
備抵呆帳餘額	Total reserves	5,984	7,786	5,984	5,994	5,735	5,986	7,786	30.08	30.12

		Yearly Results		Quarterly Results					QoQ(+/-)	YoY(+/-)
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11		
逾放比	NPL ratio									
逾放比-信用卡	Credit card NPL ratio	0.65%	0.39%	0.65%	0.60%	0.47%	0.44%	0.39%	-0.05%	-0.26%
逾放比-個金	Individual NPL ratio	0.24%	0.13%	0.24%	0.21%	0.18%	0.15%	0.13%	-0.02%	-0.11%
逾放比-企金	Corporate NPL ratio	0.82%	0.83%	0.82%	0.77%	0.58%	0.74%	0.83%	0.09%	0.01%
逾放比-全行	Total NPL ratio	0.52%	0.47%	0.52%	0.49%	0.38%	0.44%	0.47%	0.03%	-0.05%
覆蓋率	Coverage ratio									
覆蓋率-信用卡	Credit card coverage ratio	587.55%	473.65%	587.55%	596.98%	489.80%	454.12%	473.65%	19.53%	-113.90%
覆蓋率-個金	Individual coverage ratio	246.65%	695.80%	246.65%	147.99%	240.28%	347.38%	695.80%	348.42%	449.15%
覆蓋率-企金	Corporate coverage ratio	113.25%	133.11%	113.25%	152.08%	173.54%	135.46%	133.11%	-2.35%	19.86%
覆蓋率-全行	Total coverage ratio	145.77%	212.17%	145.77%	150.56%	188.03%	171.79%	212.17%	40.38%	66.40%

Credit Card Business

NT\$ Mn		Yearly Results		Quarterly Results					QoQ(+/-)	YoY(+/-)
		2010	2011	4Q10	1Q11	2Q11	3Q11	4Q11		
流通卡數(張)	Cards in force (accumulative)	1,433,176	2,178,989	1,433,176	1,649,935	1,816,754	2,132,497	2,178,989	2.18	52.04
有效卡數(張)	Active cards (accumulative)	886,540	1,344,938	886,540	921,495	1,019,041	1,302,970	1,344,938	3.22	51.71
總消費金額	Total consumption	66,284	80,177	17,061	17,130	18,859	20,968	23,220	10.74	36.10
總管理應收帳款餘額	Total managed assets	16,338	18,001	16,338	15,571	16,843	17,246	18,001	4.38	10.18
循環應收帳款餘額	Revolving balance	7,001	5,772	7,001	6,739	6,236	5,964	5,772	-3.23	-17.56
逾放比	NPL ratio (90-day past due)	0.65%	0.39%	0.65%	0.60%	0.47%	0.44%	0.39%	-0.05%	-0.26%
覆蓋率	Coverage ratio	587.55%	473.65%	587.55%	596.98%	489.80%	454.12%	473.65%	19.53%	-113.90%
當期打銷呆帳	Write-off	351.29	213.93	65.12	65.27	56.64	45.88	46.13	25.23%	-1898.33%
淨轉催率		0.17%	-0.76%	0.17%	-0.49%	-0.58%	-0.70%	-0.76%	-0.06%	-0.93%