SinoPac Holdings

Non-deal Roadshow by Credit Suisse

2013.05.23

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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.30)

五、重點項目進展 (p.31)

六、永豐銀行與中國工商銀行參股協議 (p.32 ~ p.39)

一、金控整體營運報告1/2

4Q營運表現

■ 景氣陰霾猶存，但已見曙光

- ECB推出OMT有效提振市場信心，PIIGS各國CDS與公債殖利率明顯下滑；美國總統大選順利落幕、財政懸崖衝擊緩解；中國完成世代交替，內需回溫、景氣觸底回揚
- 台灣擺脫景氣燈號連續十藍燈的低迷，站穩黃藍燈；4Q台股大盤指數微幅下降0.2%，日均量則下滑4.3%

■ 金控整體營運成果

- 2012全年稅後淨利9,543百萬元(其中銀行8,220百萬元、證券1,210百萬元)，YoY成長211%

一、金控整體營運報告2/2

4Q業務發展重點

銀行業務	• 深耕店週客群，推展金流服務 • 聚焦中小企業金融，授信餘額穩健成長 • 掌握新市場與新貨幣商機，積極拓展跨境授信及理財業務
證券業務	• 經紀業務年度累計市佔及平均融資餘額市佔YoY成長均排名前五大券商第一，亦為前五大券商中唯一YOY成長者* • 承銷業務年度包銷金額及手續費收入均排名市場第二，其中承銷手續費收入更為前五大券商中唯一YOY成長者 • 權證業務發行檔數排名同業第二
得獎殊榮	• 銀行－台灣金融研訓院第六屆「台灣傑出金融業務菁業獎」，榮獲「最佳國際發展獎」、及「業務創新獎佳作」肯定 • 證券－權證業務榮獲證券交易所頒發「最佳造市獎」及「發行總檔數第2名」獎項

*平均融資餘額市佔成長排除同業合併影響

二、金控Financial Highlights-2012/4Q 1/6

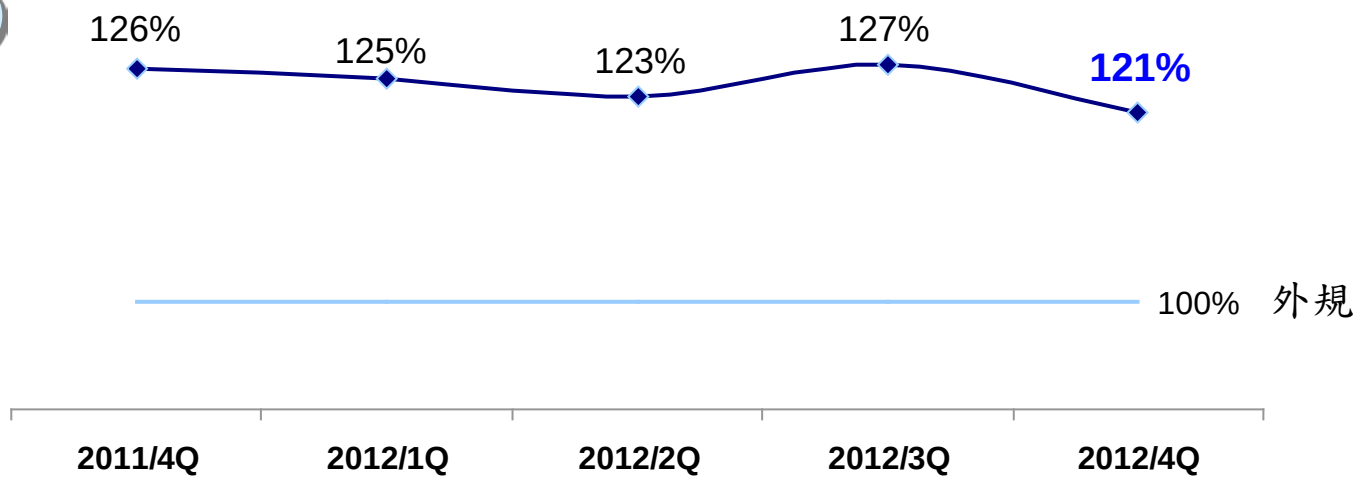
單位：NT百萬元 百萬股	2011/4Q	2012/1Q	2012/2Q	2012/3Q	2012/4Q	QoQ	YoY
股本	73,112	73,112	75,423	75,454	75,683	0.3%	3.5%
加權流通股數	7,311	7,311	7,311	7,543	7,546	0.0%	3.2%
合併資產	1,299,962	1,296,051	1,323,880	1,329,583	1,357,062	2.1%	4.4%
淨值	90,089	92,794	93,975	96,591	98,676	2.2%	9.5%
稅後淨利	-1,053	2,704	2,156	2,583	2,100	-19%	NA
ROAE	-4.64%	11.77%	9.19%	10.79%	8.57%	-2.2%	13.2%
EPS（元）	-0.14	0.36	0.29	0.34	0.28	-0.06	0.42
每股淨值（元）	12.32	12.69	12.85	12.80	13.04	0.24	0.72

金控Financial Highlights-2012/1~12M 2/6

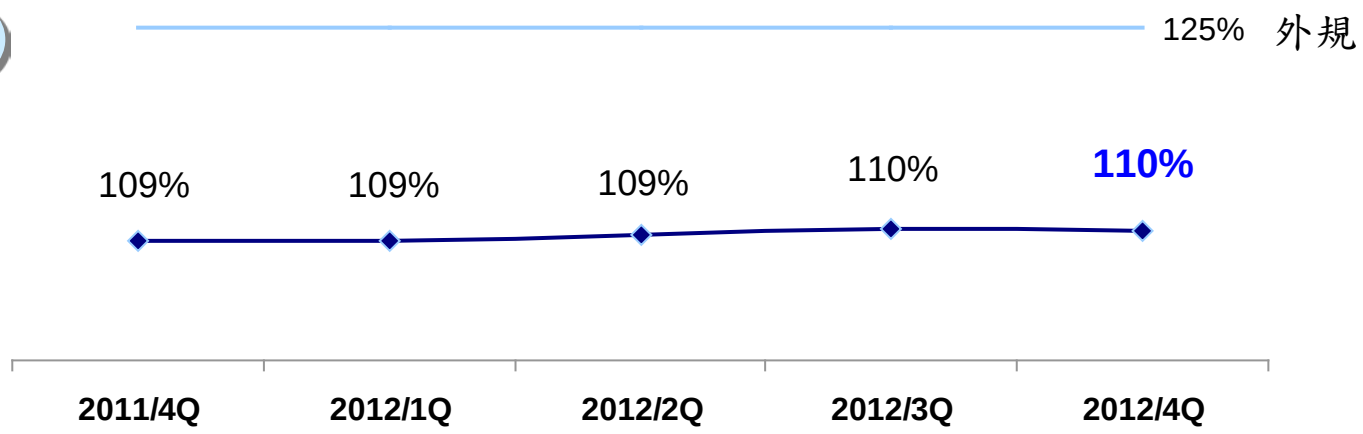
單位：NT百萬元 百萬股	2011/1~12M	2012/1~12M	+/-	YoY
股本	73,112	75,683	2,571	3.5%
加權流通股數	7,311	7,546	235	3.2%
合併資產	1,299,962	1,357,062	57,100	4.4%
淨值	90,089	98,676	8,587	9.5%
稅後淨利	3,069	9,543	6,475	211.0%
ROAE	3.42%	10.06%	6.6%	6.6%
EPS（元）	0.41	1.26	0.85	0.85
每股淨值（元）	12.32	13.04	0.72	0.72

金控資本結構3/6

CAR (%)



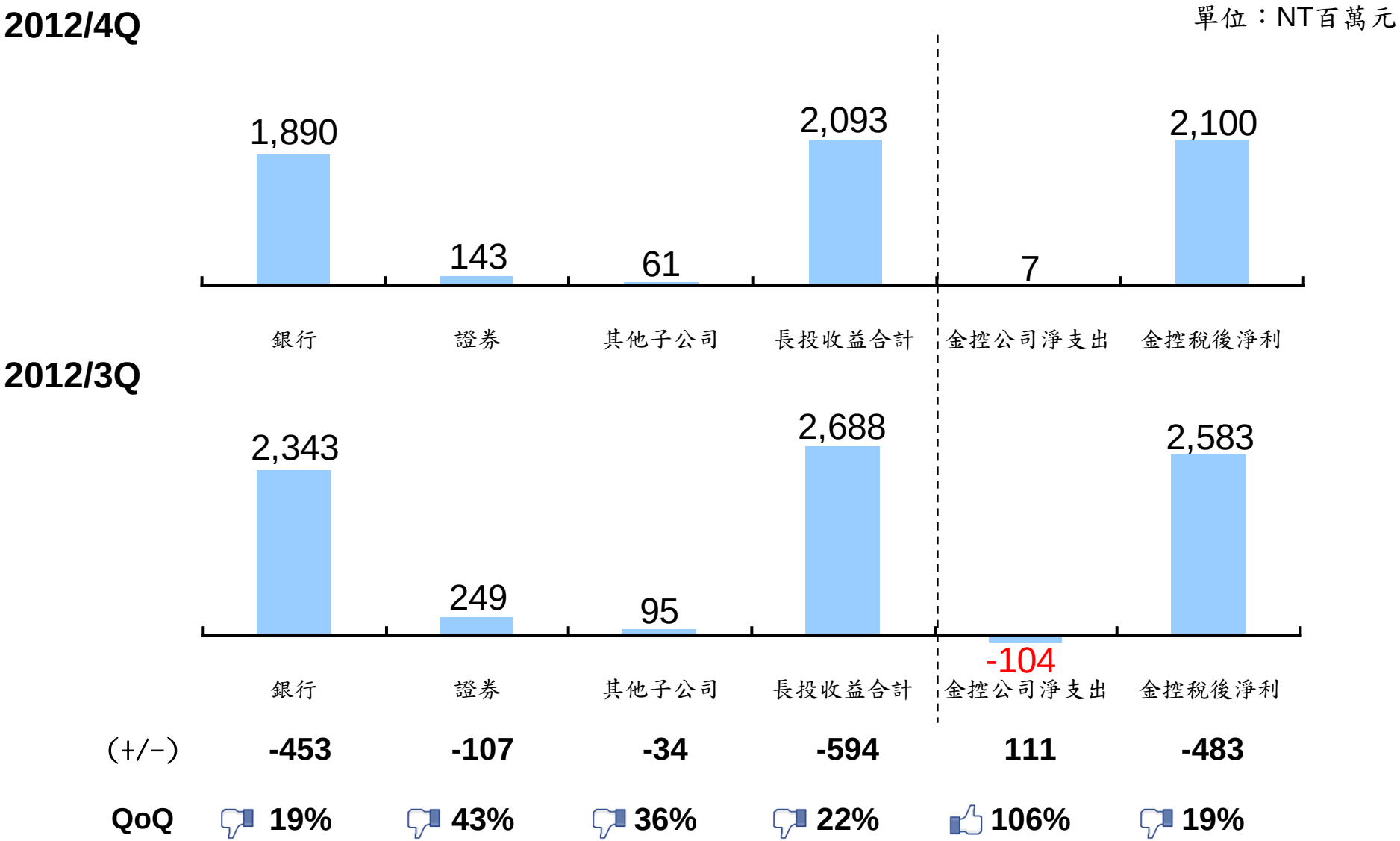
DLR (%)



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

金控各子公司獲利貢獻-2012/4Q (QoQ)4/6

單位：NT百萬元



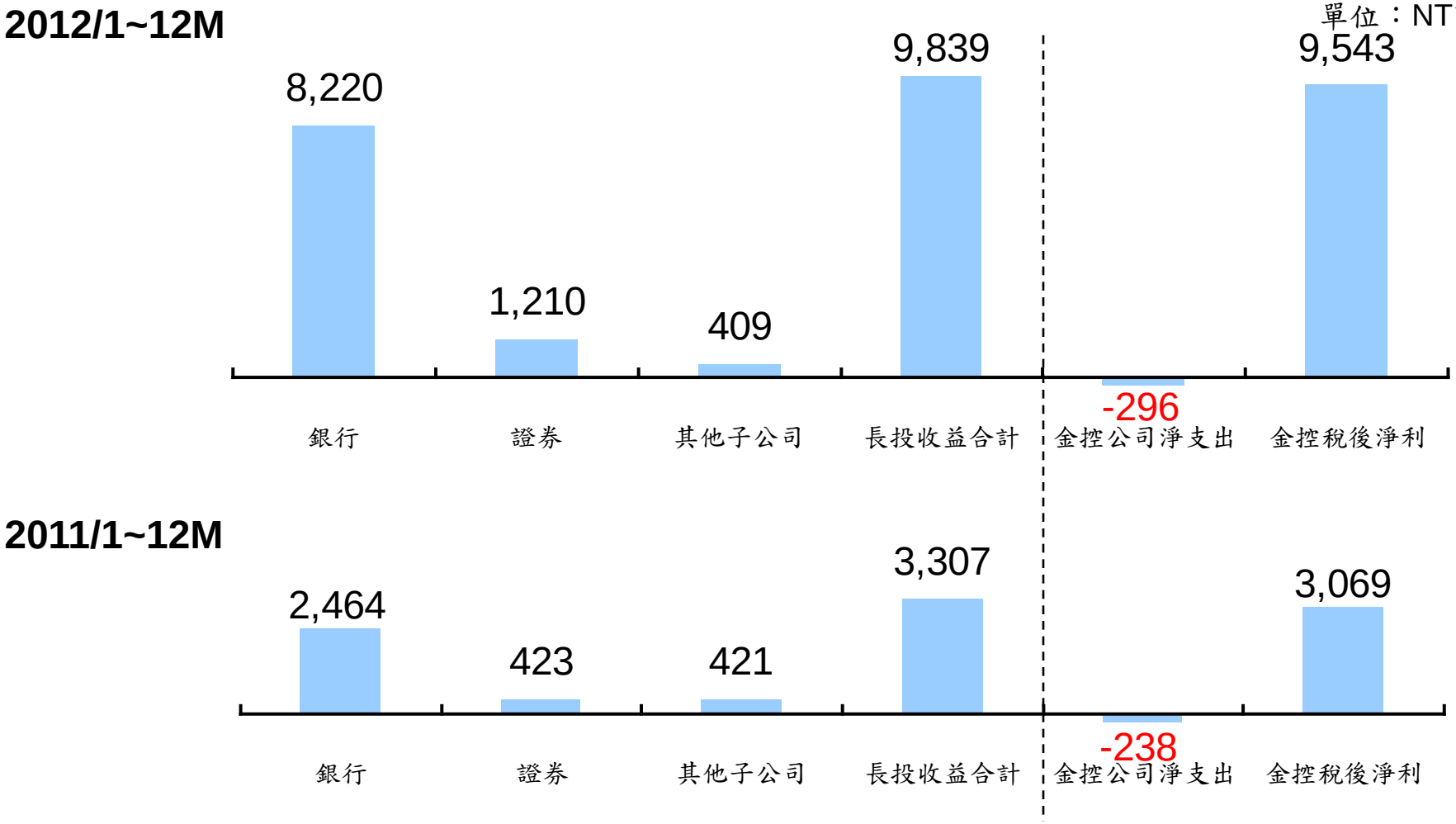
	銀行	證券	其他子公司	長投收益合計	金控公司淨支出	金控稅後淨利
(+/−)	-453	-107	-34	-594	111	-483
QoQ	19%	43%	36%	22%	106%	19%

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

金控各子公司獲利貢獻-2012/1~12M (YoY)5/6

單位：NT百萬元



	銀行	證券	其他子公司	長投收益合計	金控公司淨支出	金控稅後淨利
(+/−)	5,757	788	-12	6,532	-57	6,475
YoY	234%	186%	3%	198%	24%	211%

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-2012/1~12M6/6

單位：NT百萬元	平均長投餘額	累計長投收益	投資報酬率（年化）	長投佔比	獲利貢獻度	獲利率就其組成
銀行	72,451	8,220	11.3%	69.7%	83.5%	7.9%
證券	22,770	1,210	5.3%	21.9%	12.3%	1.2%
其他	8,686	409	4.7%	8.4%	4.2%	0.4%
合計	**103,908**	**9,839**	**9.5%**	**100.0%**	**100.0%**	**9.5%**

註1： DLR＝110%
註2： 2012/12 金控長投餘額為108,191百萬元；平均長投餘額計算採當年度各月底長投餘額簡單平均

三、銀行Financial Highlights-2012/4Q 1/15

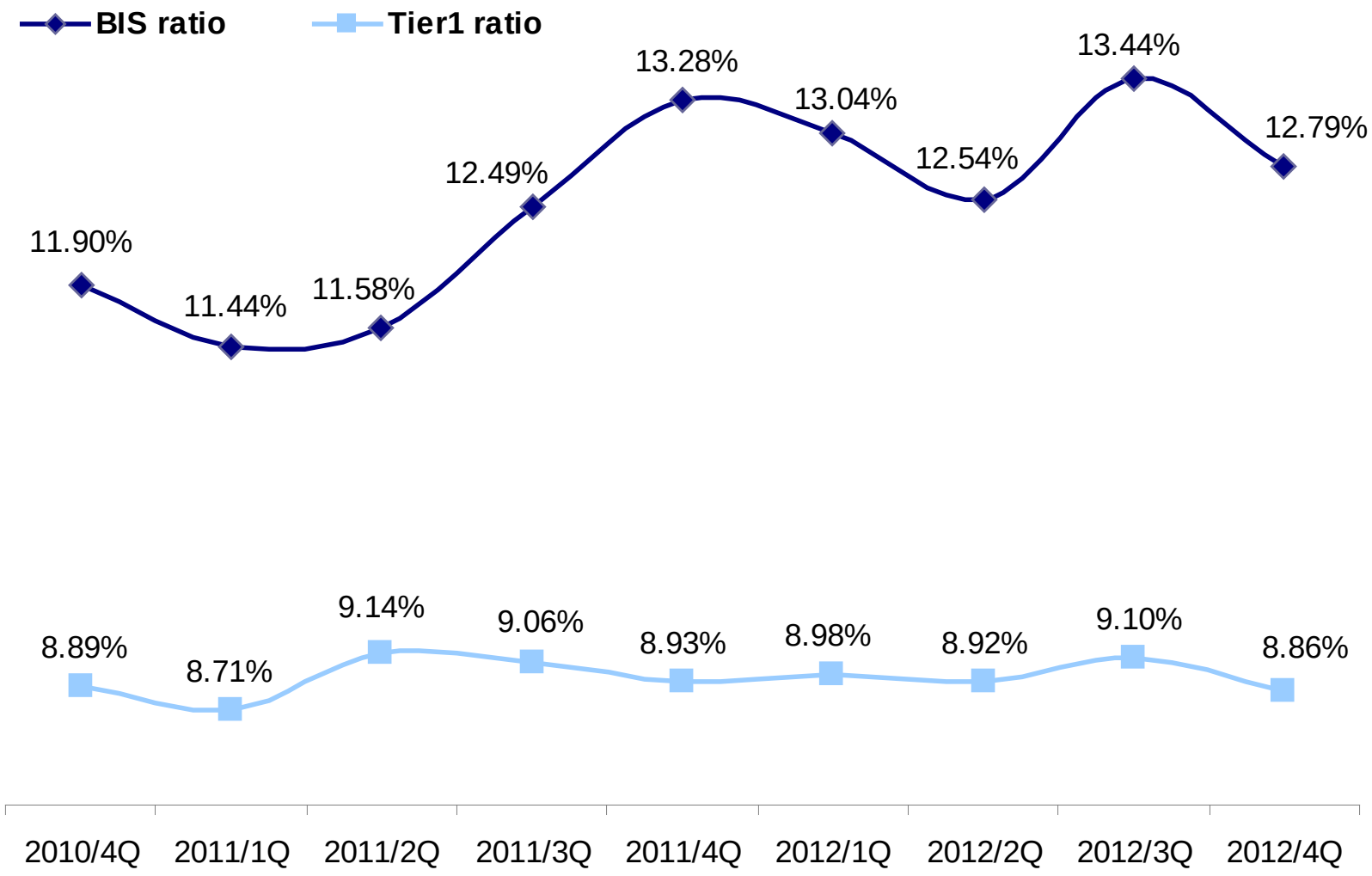
單位：NT百萬元	2011/4Q	2012/1Q	2012/2Q	2012/3Q	2012/4Q	QoQ	YoY
淨值	70,545	72,683	74,639	77,095	78,964	2.4%	11.9%
總資產	1,182,128	1,190,308	1,207,194	1,213,097	1,242,787	2.4%	5.1%
稅後淨利	-1,149	2,023	1,964	2,343	1,890	-19.4%	NA
EPS（元）	-0.22	0.38	0.37	0.44	0.35	-0.09	0.57
總存款	974,332	988,586	998,694	997,404	1,017,009	2.0%	4.4%
總放款	719,402	725,743	740,290	751,386	758,135	0.9%	5.4%
放存比	74.7%	74.2%	74.8%	75.9%	75.7%	-0.2%	1.0%
逾放比	0.47%	0.44%	0.38%	0.33%	0.30%	-0.03%	-0.17%
備抵覆蓋率	210.62%	227.98%	263.73%	304.96%	336.62%	32%	126%
放款覆蓋率	1.00%	1.01%	1.01%	1.00%	1.00%	0.00%	0.00%
BIS Ratio	13.28%	13.04%	12.54%	13.44%	12.79%	-0.65%	-0.49%
Tier 1 Ratio	8.93%	8.98%	8.92%	9.10%	8.86%	-0.24%	-0.07%
ROAA	-0.39%	0.69%	0.66%	0.77%	0.61%	-0.16%	1.00%
ROAE	-6.45%	11.24%	10.63%	12.29%	9.62%	-2.67%	16.07%
Leverage	16.54	16.29	16.14	15.98	15.79	-0.19	-0.75

註：計算ROAA、ROAE及Leverage之分母係採各月底餘額平均

銀行Financial Highlights-2012/1~12M 2/15

單位：NT百萬元	2011/1~12M	2012/1~12M	+/-	YoY
淨值	70,545	78,964	8,419	11.9%
總資產	1,182,128	1,242,787	60,659	5.1%
稅後淨利	2,464	8,220	5,757	234%
EPS（元）	0.48	1.54	1.06	1.06
總存款	974,332	1,017,009	42,677	4.4%
總放款	719,402	758,135	38,733	5.4%
放存比	74.67%	75.66%	1.0%	1.0%
逾放比	0.47%	0.30%	-0.17%	-0.17%
備抵覆蓋率	210.62%	336.62%	126%	126%
放款覆蓋率	1.00%	1.00%	0.00%	0.00%
BIS Ratio	13.28%	12.79%	-0.49%	-0.49%
Tier 1 Ratio	8.93%	8.86%	-0.07%	-0.07%
ROAA	0.21%	0.68%	0.47%	0.47%
ROAE	3.55%	10.94%	7.39%	7.39%
Leverage	16.90	16.06	-0.85	-0.85

銀行資本適足指標3/15



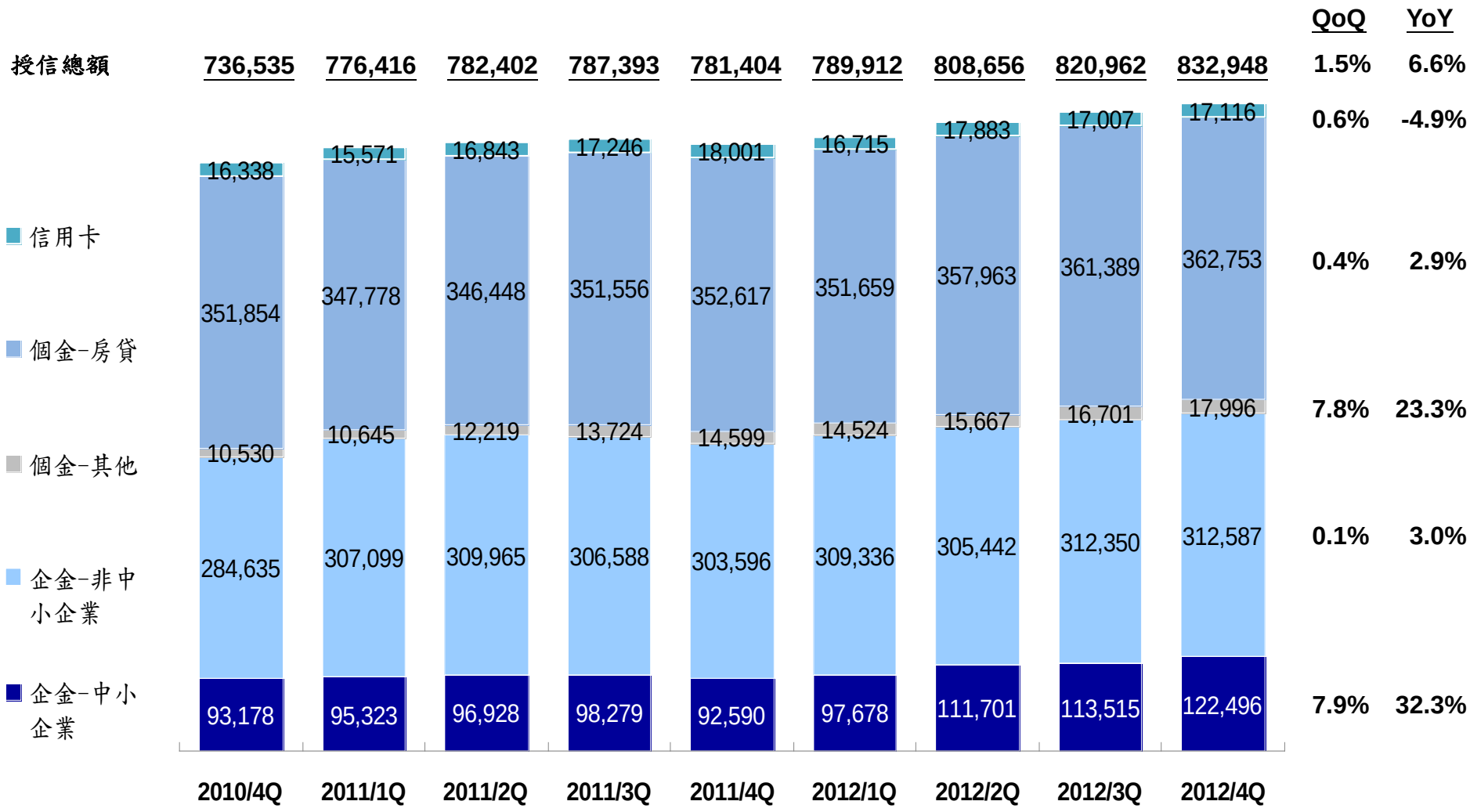
銀行資產負債結構-2012/4Q4/15

單位：NT百萬元

	金額	比重		金額	比重
生息資產			**付息負債**		
存同拆同	74,221	6%	同存同拆	60,544	5%
信用狀買斷及進出口業務	21,034	2%			
放款(不含催收):			存款:		
企金放款	375,732	30%	存款-台幣	835,994	67%
個金+消金放款	379,514	31%	存款-外幣	181,016	15%
放款小計	755,246	61%	**存款小計**	1,017,009	82%
央行NCD	215,680	17%			
票債券及附賣回債券	70,537	6%	金融債券	43,002	3%
承購應收帳款	13,383	1%	附買回債券及其他	6,819	1%
信用卡	9,657	1%			
生息資產小計	**1,159,759**	**93%**	**付息負債小計**	**1,127,375**	**91%**
庫存現金	6,469	1%			
採權益法之股權投資	5,416	0%			
有價證券投資	15,987	1%	應付款項	21,735	2%
固定資產-淨額	9,214	1%			
其它	45,942	4%	其它	14,713	1%
非生息資資產	**83,028**	**7%**	**非付息負債**	**36,449**	**3%**
			負債合計	**1,163,823**	**94%**
			股東權益合計	**78,964**	**6%**
總資產總計	**1,242,787**	**100%**	**負債及股東權益合計**	**1,242,787**	**100%**

銀行授信餘額與組合5/15

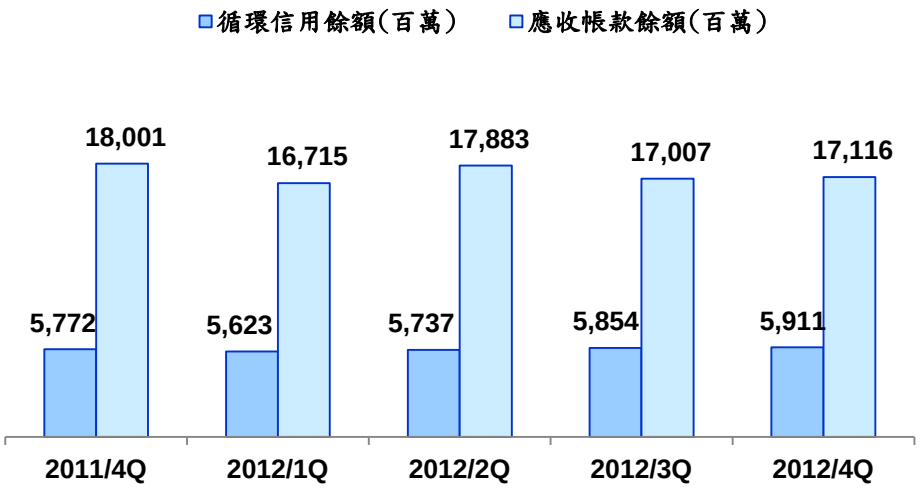
單位：NT百萬元

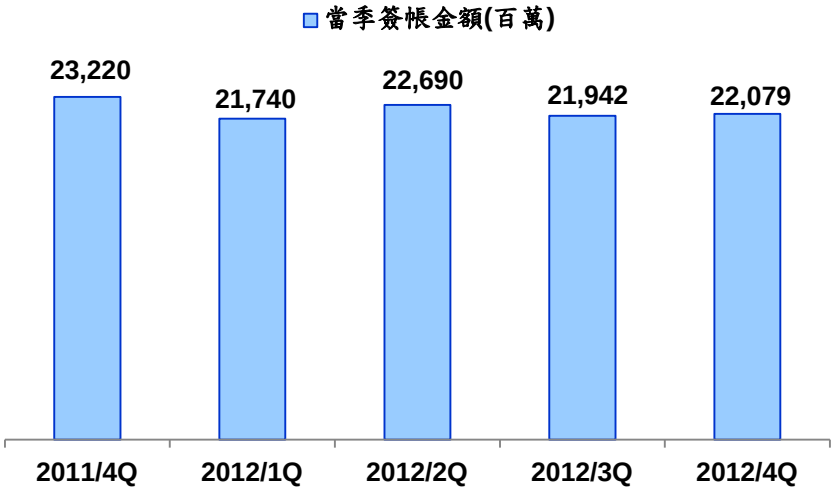


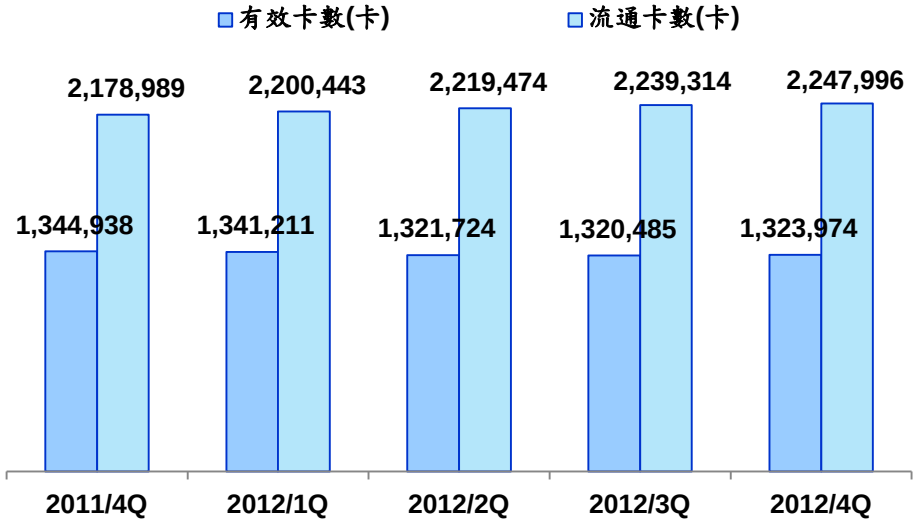
備註：企金授信金額不含「買入有價證券」

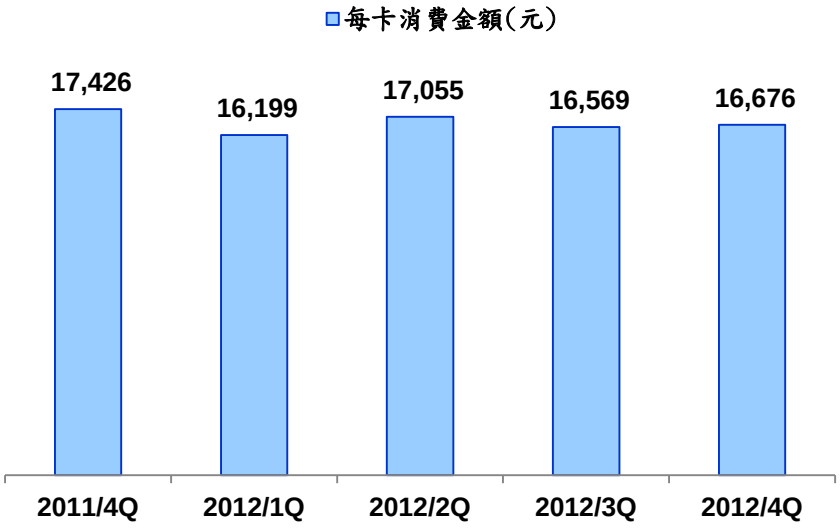
信用卡業務發展趨勢分析6/15

2011年8月發行全國加油卡。截至2012年12月底總流通卡數為225萬卡，為市場第6大發卡行





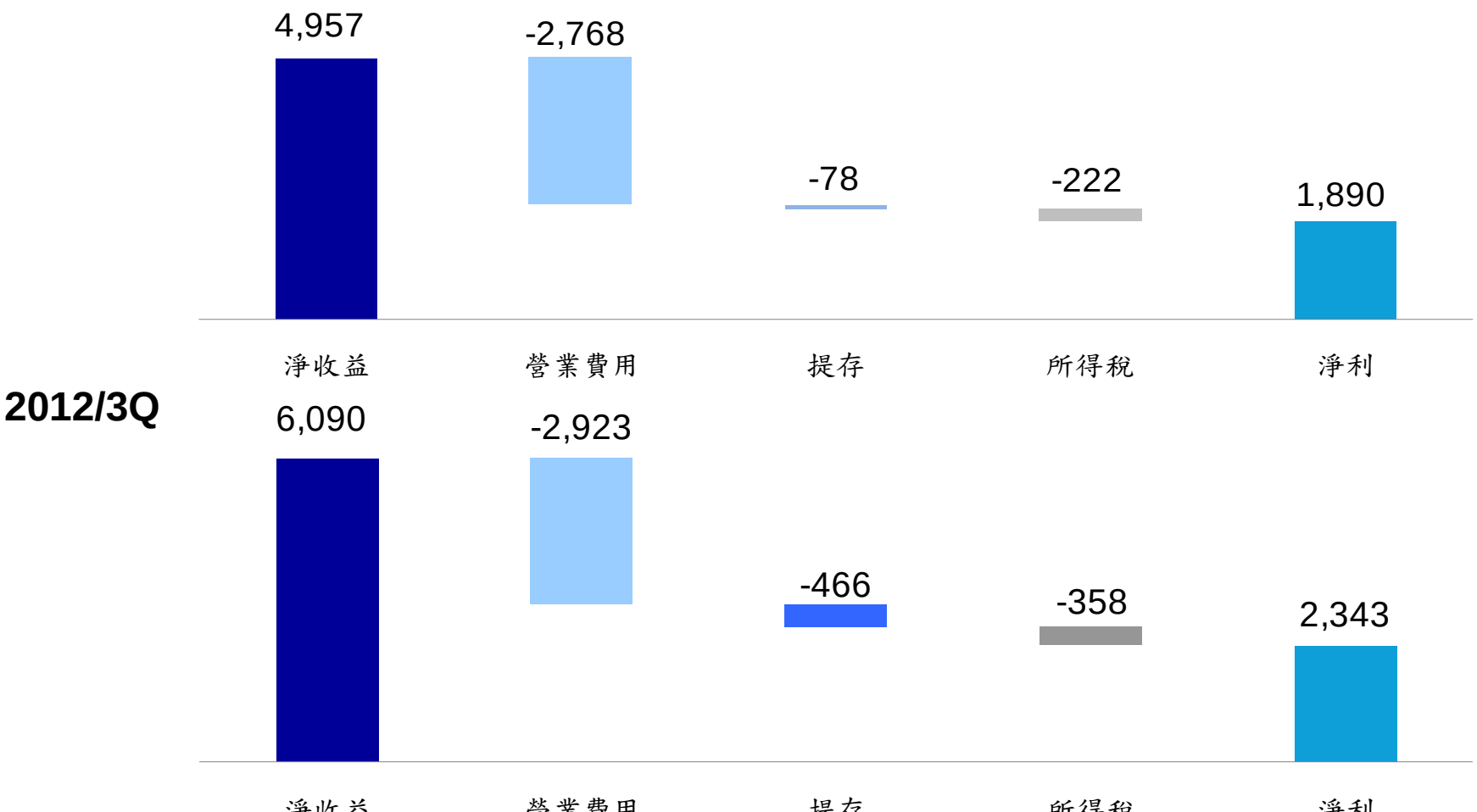




註：每卡消費金額＝總消費金額/各季平均有效卡數

銀行損益結構-2012/4Q (QoQ)7/15

單位：NT百萬元



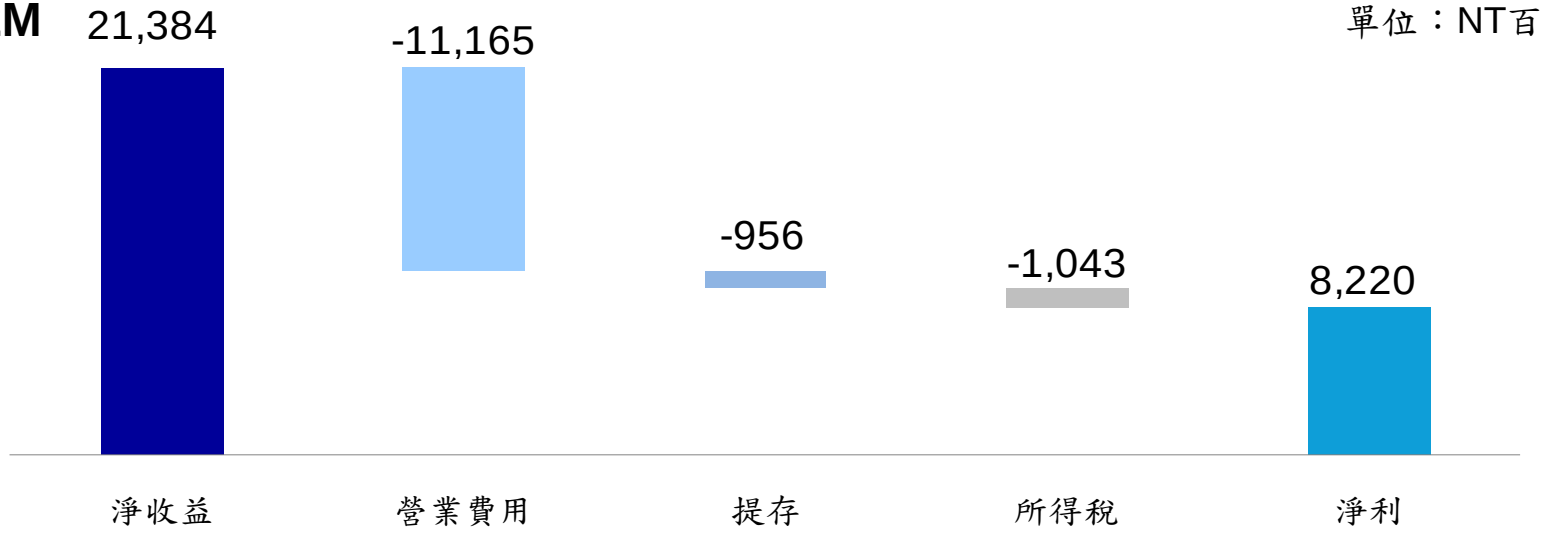
	淨收益	營業費用	提存	所得稅	淨利
(+/-)	-1,133	-155	-388	-136	-453
QoQ	18.6%	5.3%	83.3%	38.0%	19.3%

註：：較好 ：較差

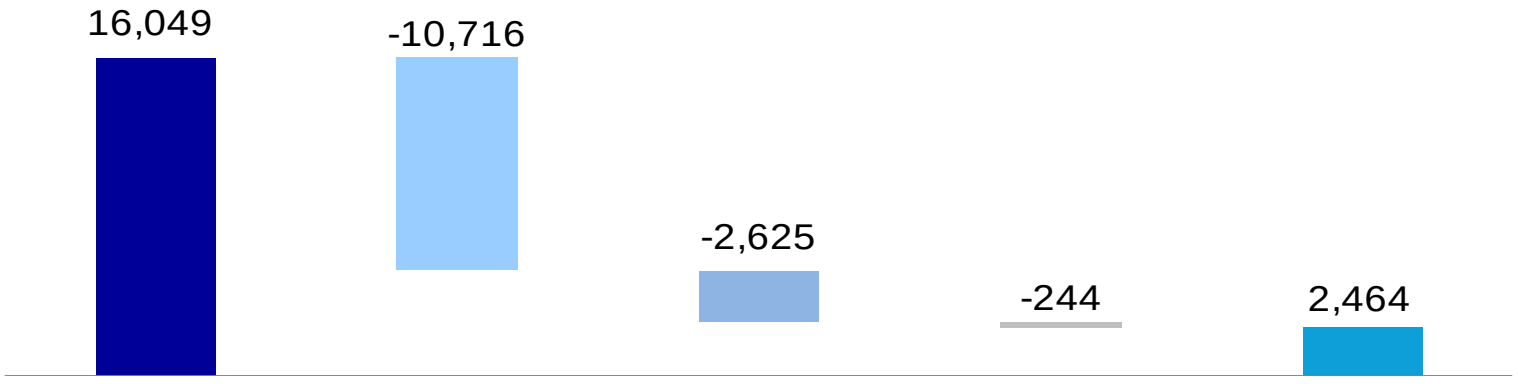
銀行損益結構-2012/1~12M (YoY)8/15

單位：NT百萬元

2012/1~12M



2011/1~12M

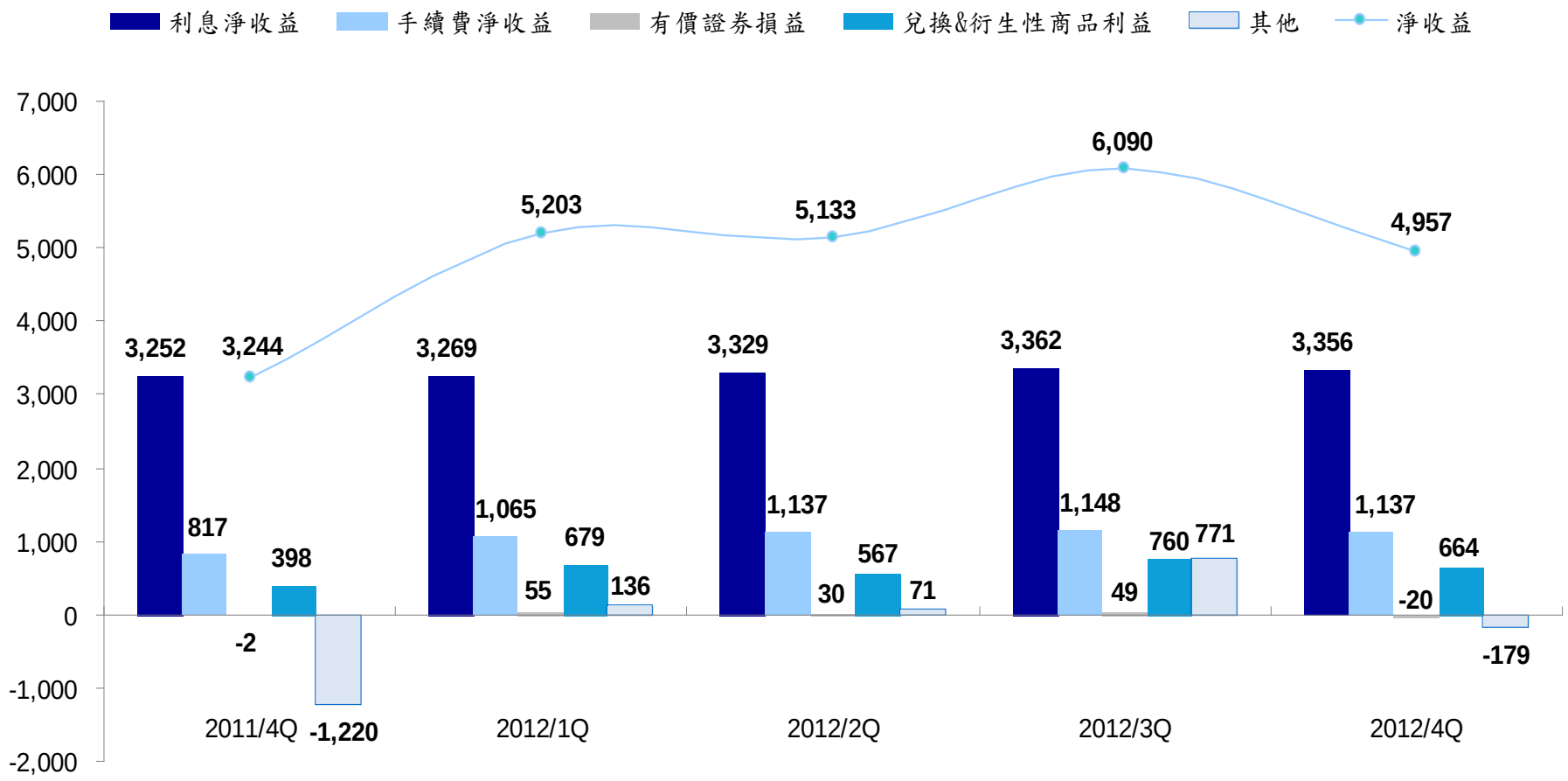


	淨收益	營業費用	提存	所得稅	淨利
(+/-)	**5,334**	**449**	**-1,669**	**799**	**5,756**
YoY	**33.2%**	**4.2%**	**63.6%**	**327.5%**	**233.6%**

註：：較好 ：較差

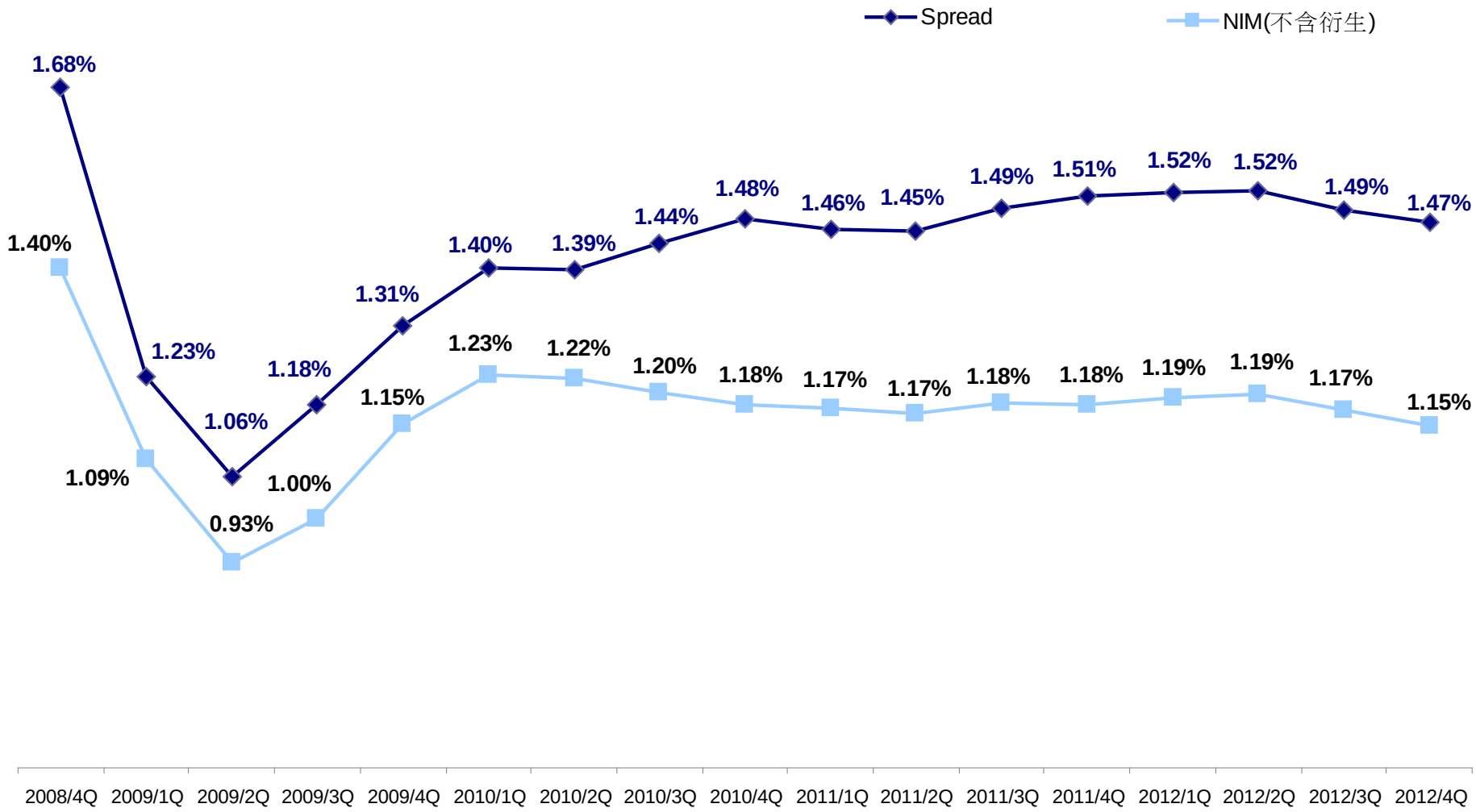
銀行淨收益趨勢分析9/15

單位：NT百萬元



註：人保、財保收益併入手續費淨收益

銀行NIM & Spread10/15

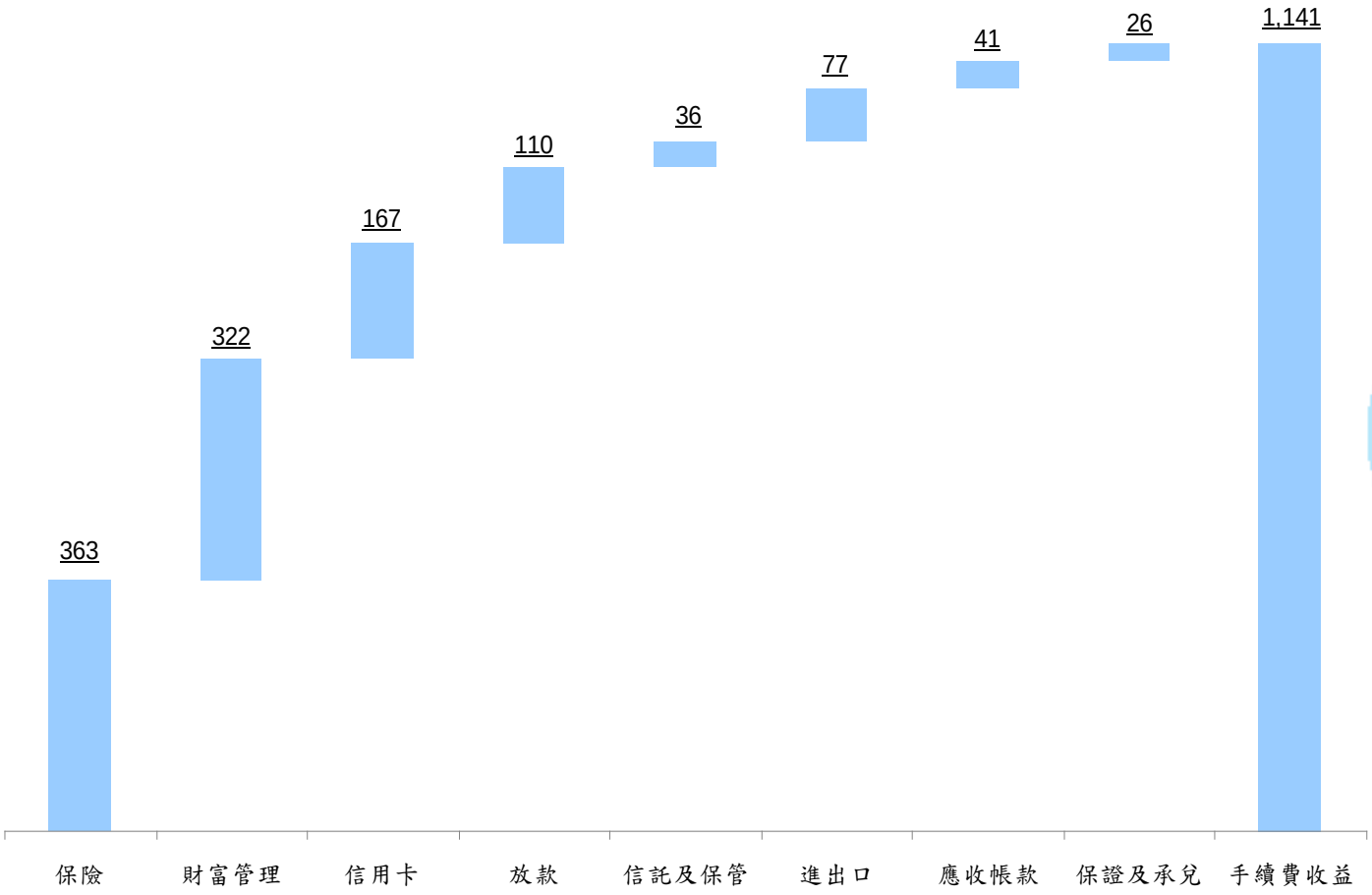


註：計算Spread及NIM的分母， 採每日餘額平均

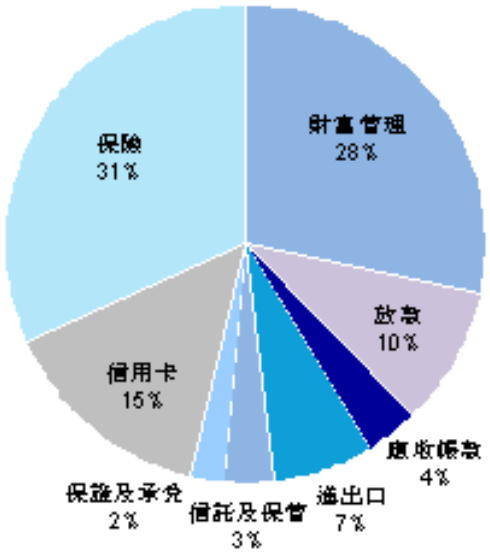
銀行手續費收益分析11/15

單位：NT百萬元

2012/4Q手續費收益



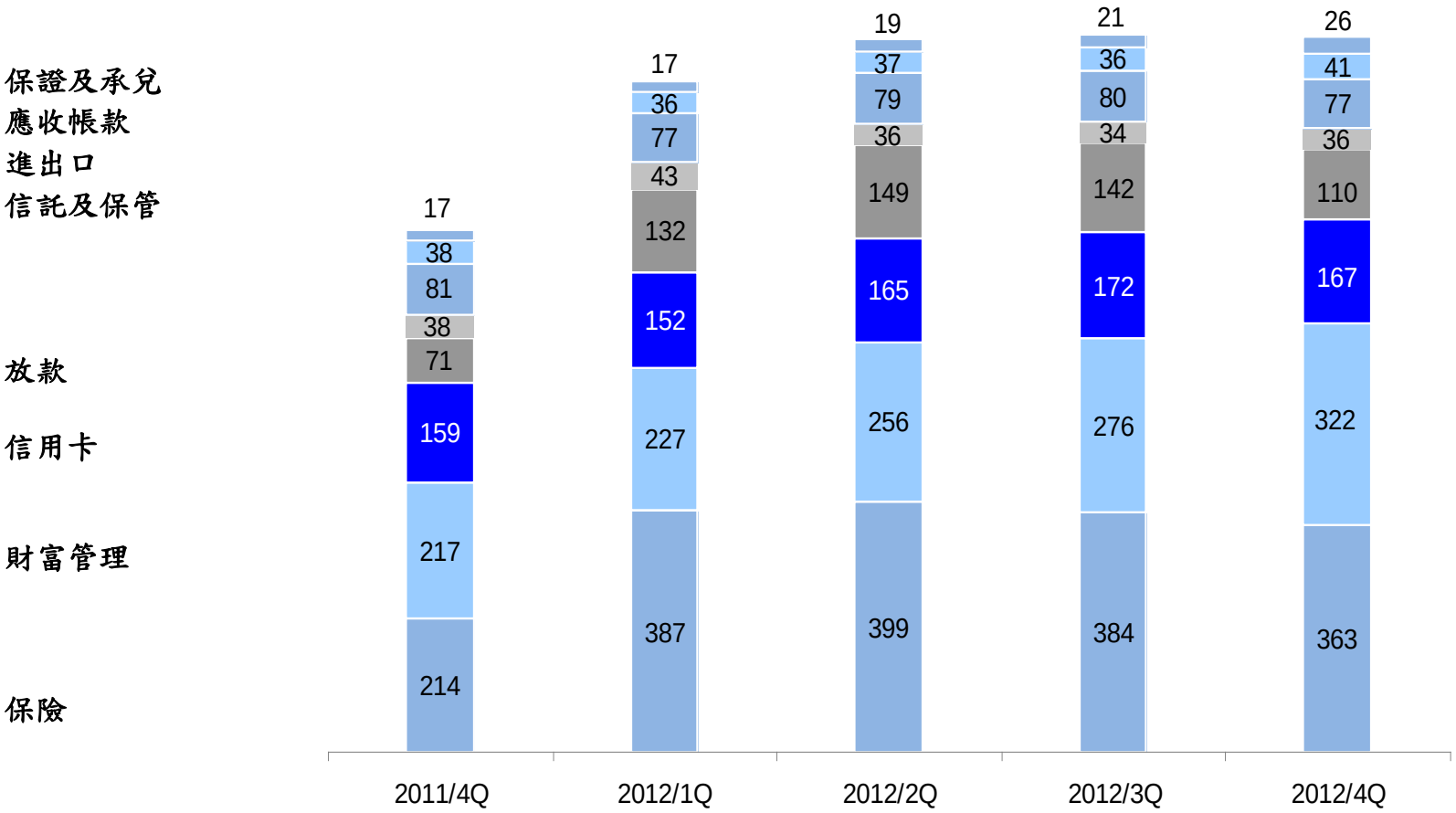
手續費來源佔比



銀行手續費收益分析12/15

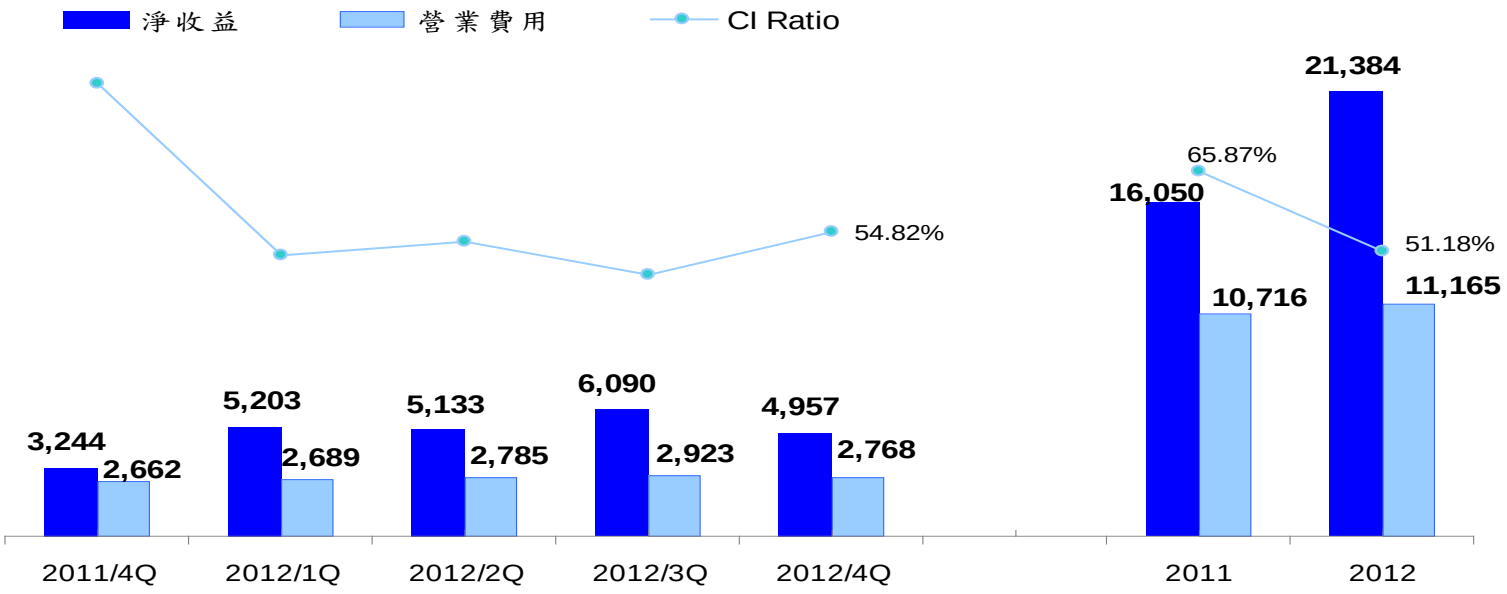
單位：NT百萬元

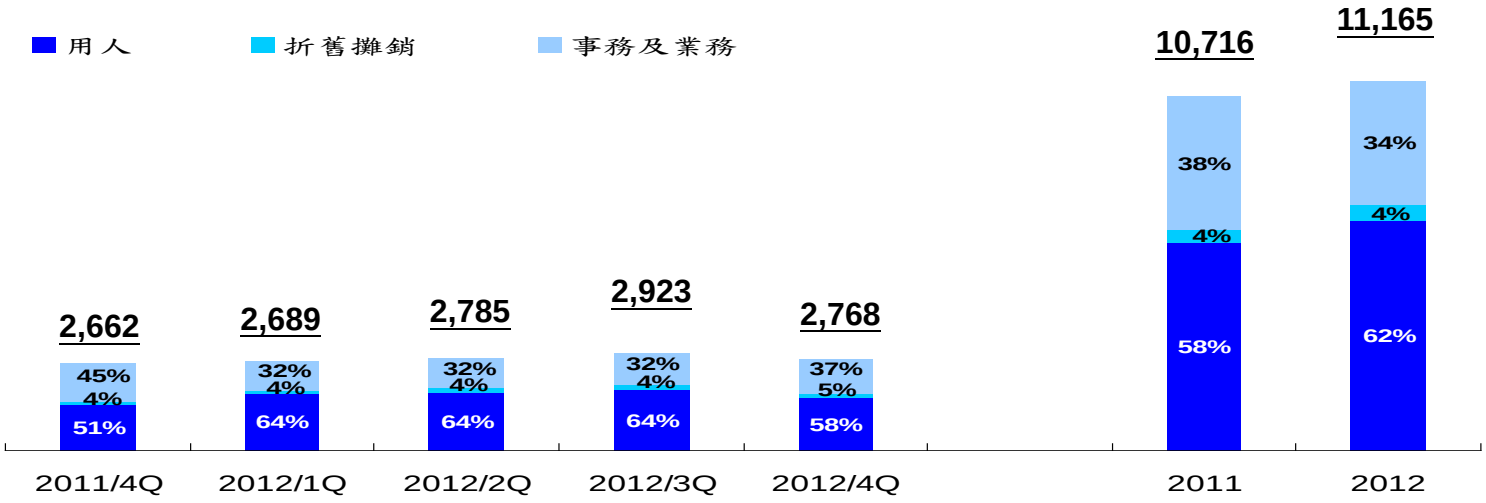
	2011/4Q	2012/1Q	2012/2Q	2012/3Q	2012/4Q	QoQ	YoY
加回34號公報影響數	888	1,130	1,204	1,191	1,178	-1.09%	32.62%
手續費收益合計	835	1,072	1,140	1,145	1,141	-0.35%	36.63%



銀行營業費用分析13/15

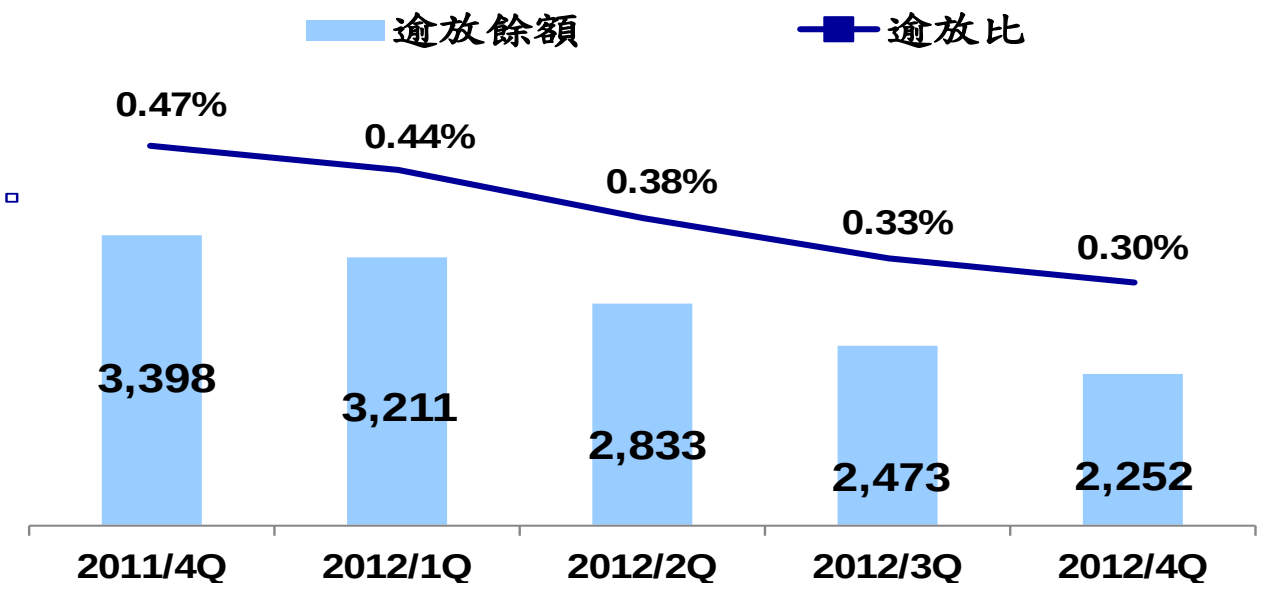
單位：NT百萬元

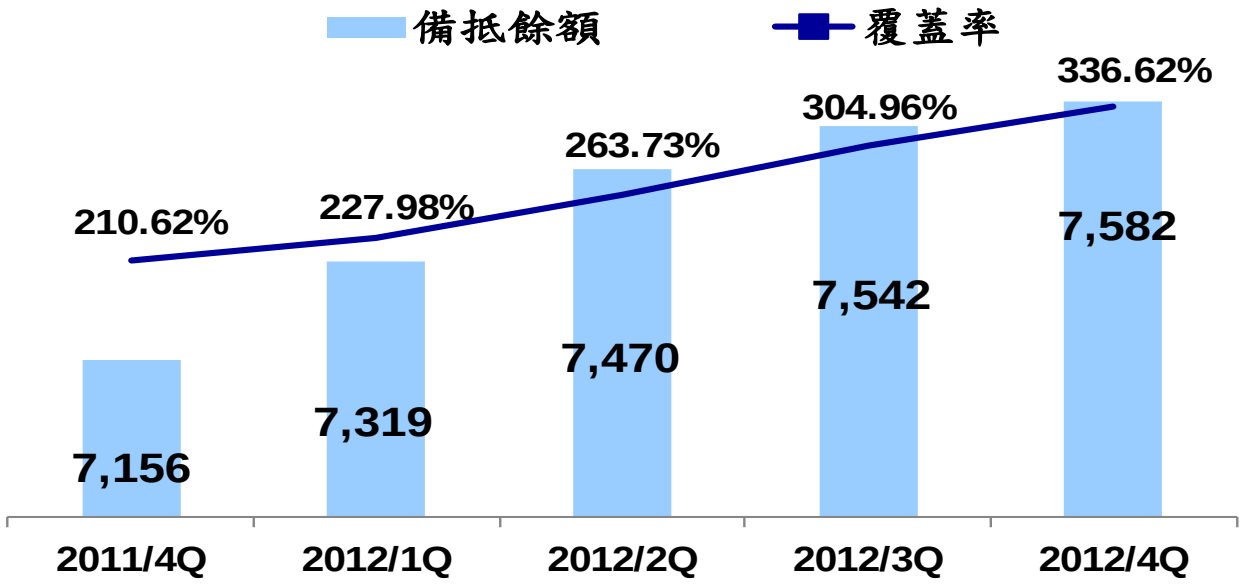




資產品質-全行放款逾放比及覆蓋率14/15

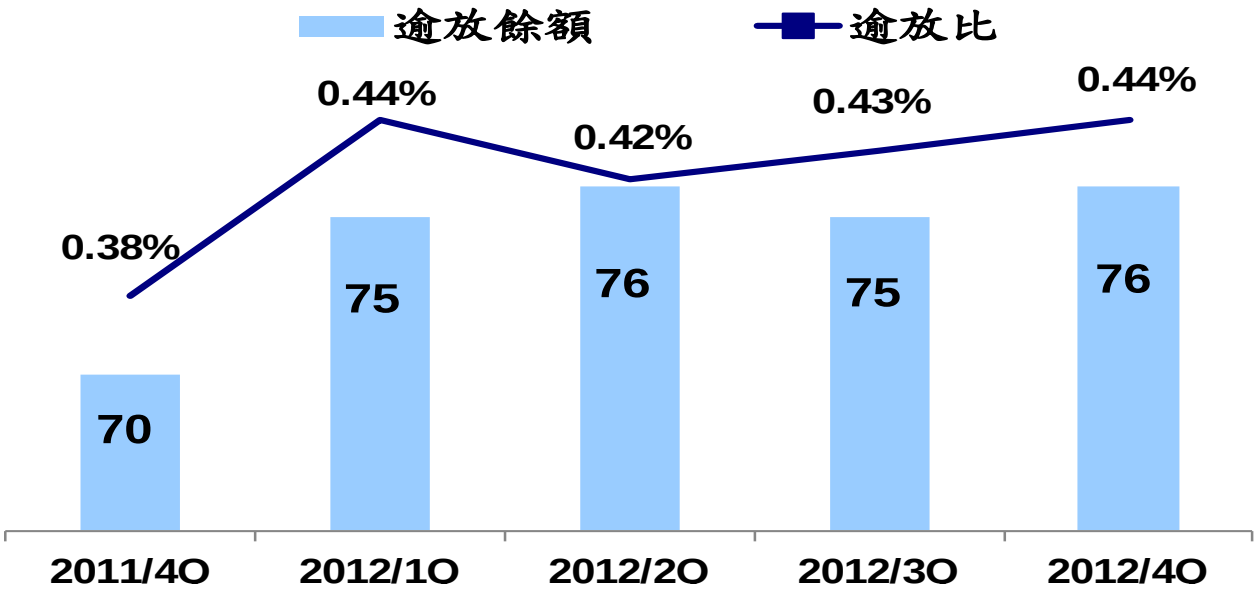
單位：NT百萬元



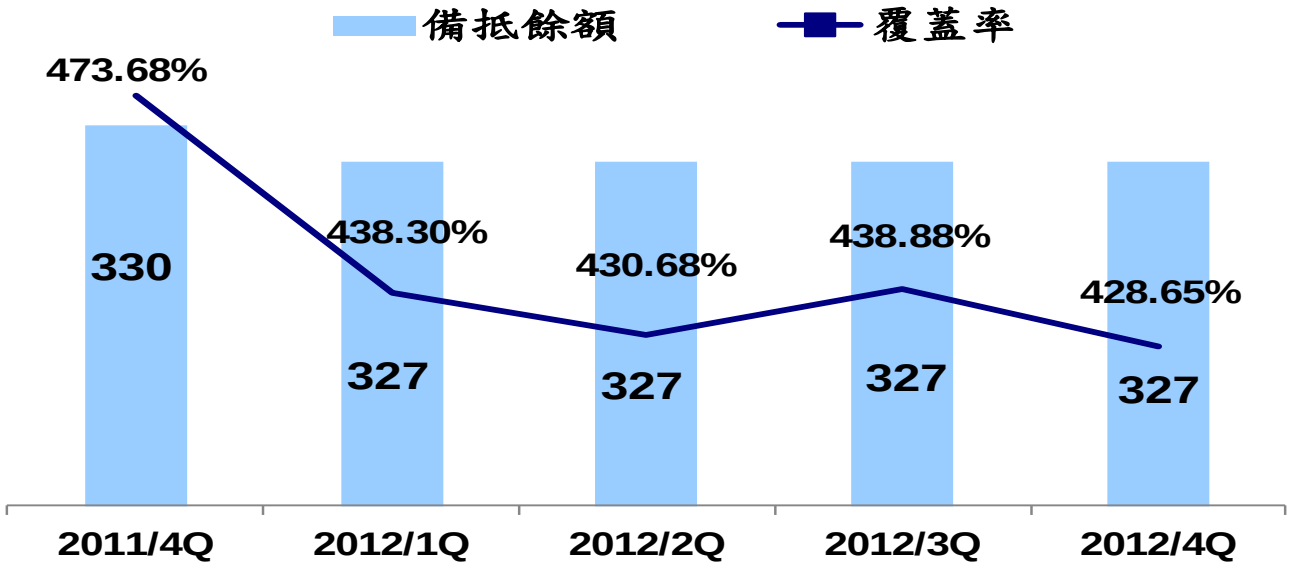


資產品質-信用卡逾放比及覆蓋率 15/15

單位：NT百萬元



註:計算信用卡逾放比之分母為應收帳款餘額含收單業務。



四、證券Financial Highlights-2012/4Q[1/6]

單位：NT百萬元	2011/4Q	2012/1Q	2012/2Q	2012/3Q	2012/4Q	QoQ	YoY
股本	15,365	15,365	15,365	15,365	15,365	0.0%	0.0%
總資產	53,519	46,484	56,308	57,908	55,208	-4.7%	3.2%
淨值	22,185	22,733	22,677	22,875	22,999	0.5%	3.7%
稅後淨利	0.3	614	204	249	143	-42.73%	43977.9%
ROAE	0.01%	10.96%	3.60%	4.34%	2.48%	-1.87%	2.47%
EPS（元）	0.00	0.40	0.13	0.16	0.09	-0.07	0.09
每股淨值（元）	14.44	14.80	14.76	14.89	14.97	0.08	0.53
資本適足率	465%	434%	462%	400%	370%	-30%	-95%
經紀業務市占率	4.73%	4.93%	4.99%	5.01%	5.02%	0.01%	0.29%
平均融資餘額	13,634	12,674	12,161	12,161	12,041	-1.0%	-11.7%
平均融資餘額市占率	5.25%	5.32%	5.40%	5.61%	5.69%	0.08%	0.44%

1. 經紀業務平均融資餘額為當季平均數
2. ROAE平均股東權益係採按每月月底金額計算平均數，並依日曆天數換算為全年數值。

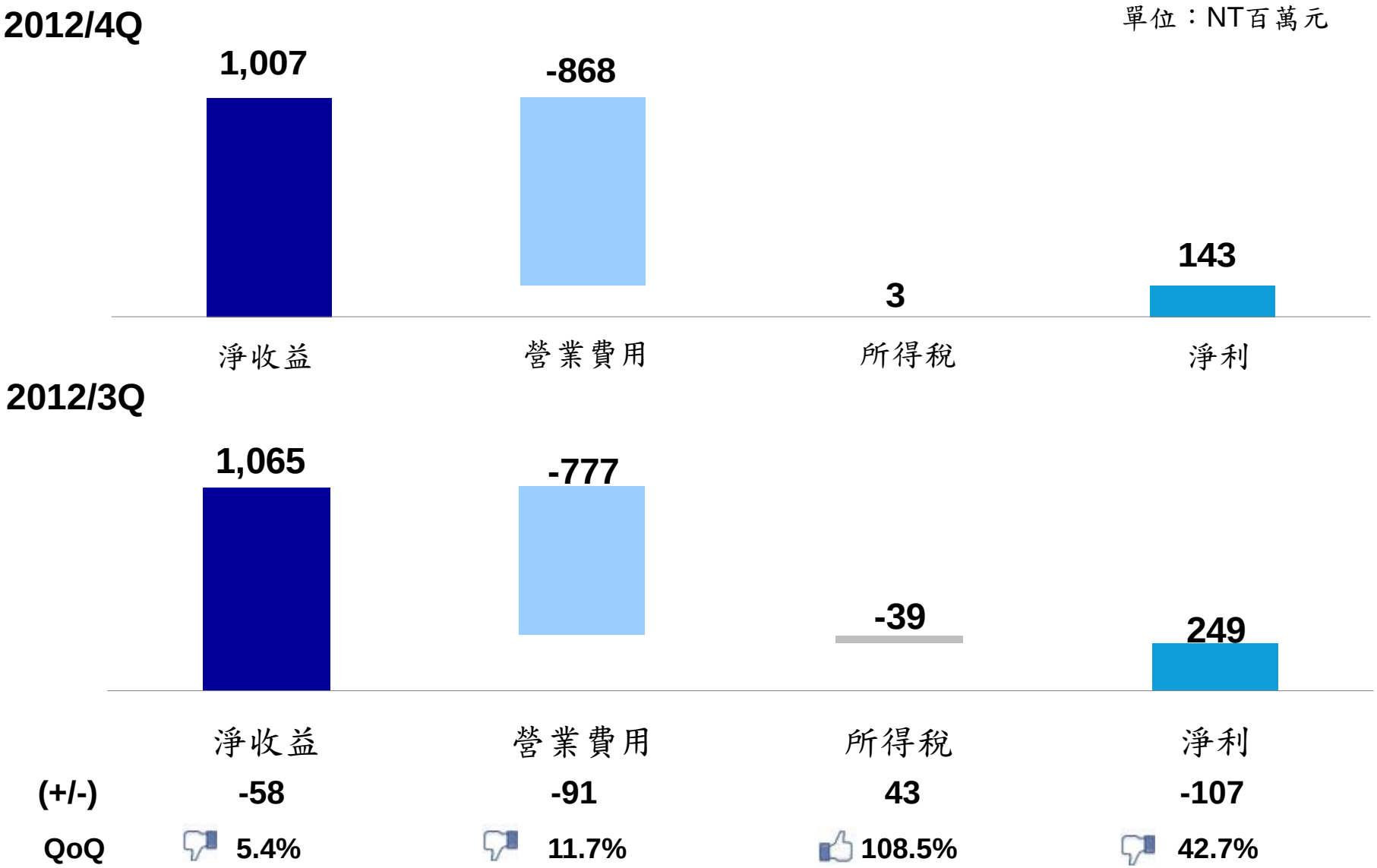
證券Financial Highlights-2012/1~12M[2/6]

單位：NT百萬元	2011/1~12M	2012/1~12M	+/-	YoY
股本	15,365	15,365	0	0.0%
總資產	53,519	55,208	1,689	3.2%
淨值	22,185	22,999	814	3.7%
稅後淨利	423	1,210	788	186.3%
ROAE	1.88%	5.32%	3.44%	3.44%
EPS（元）	0.28	0.79	0.51	0.51
每股淨值（元）	14.44	14.97	0.53	0.53
資本適足率	465%	370%	-95%	-95%
經紀業務市佔率	4.80%	4.99%	0.18%	0.18%
平均融資餘額	16,925	12,514	-4,411	-26.1%
平均融資餘額市占率	5.21%	5.50%	0.29%	0.29%

1. ROAE平均股東權益係採按每月月底金額計算平均數，並依日曆天數換算為全年數值。

證券損益結構-2012/4Q (QoQ)3/6

單位：NT百萬元

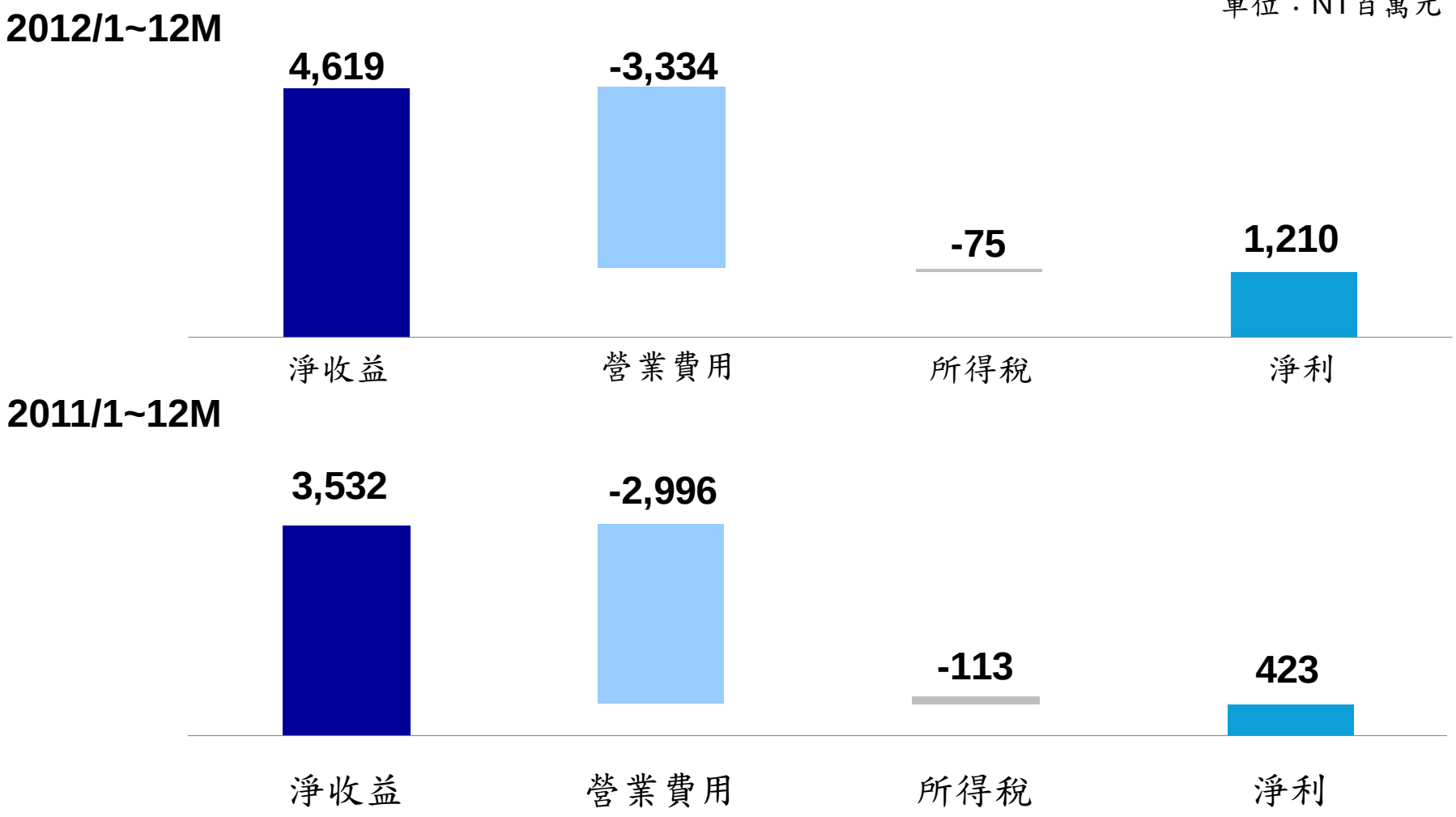


	淨收益	營業費用	所得稅	淨利
(+/-)	-58	-91	43	-107
QoQ	5.4%	11.7%	108.5%	42.7%

註：：較好 ：較差

證券損益結構-2012/1~12M (YoY)4/6

單位：NT百萬元

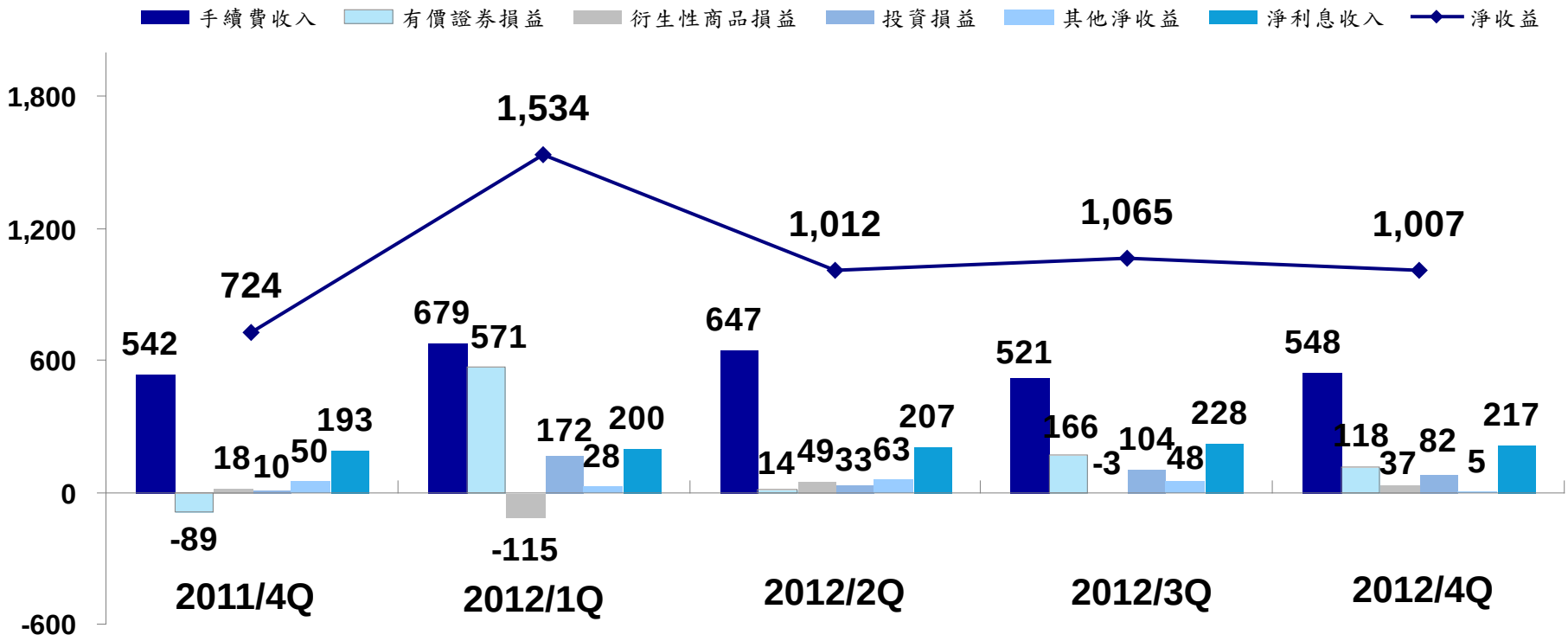


	淨收益	營業費用	所得稅	淨利
(+/-)	1,087	-338	39	788
YoY	30.8%	11.3%	34.2%	186.3%

註：：較好 ：較差

證券淨收益趨勢分析 - 2012/4Q5/6

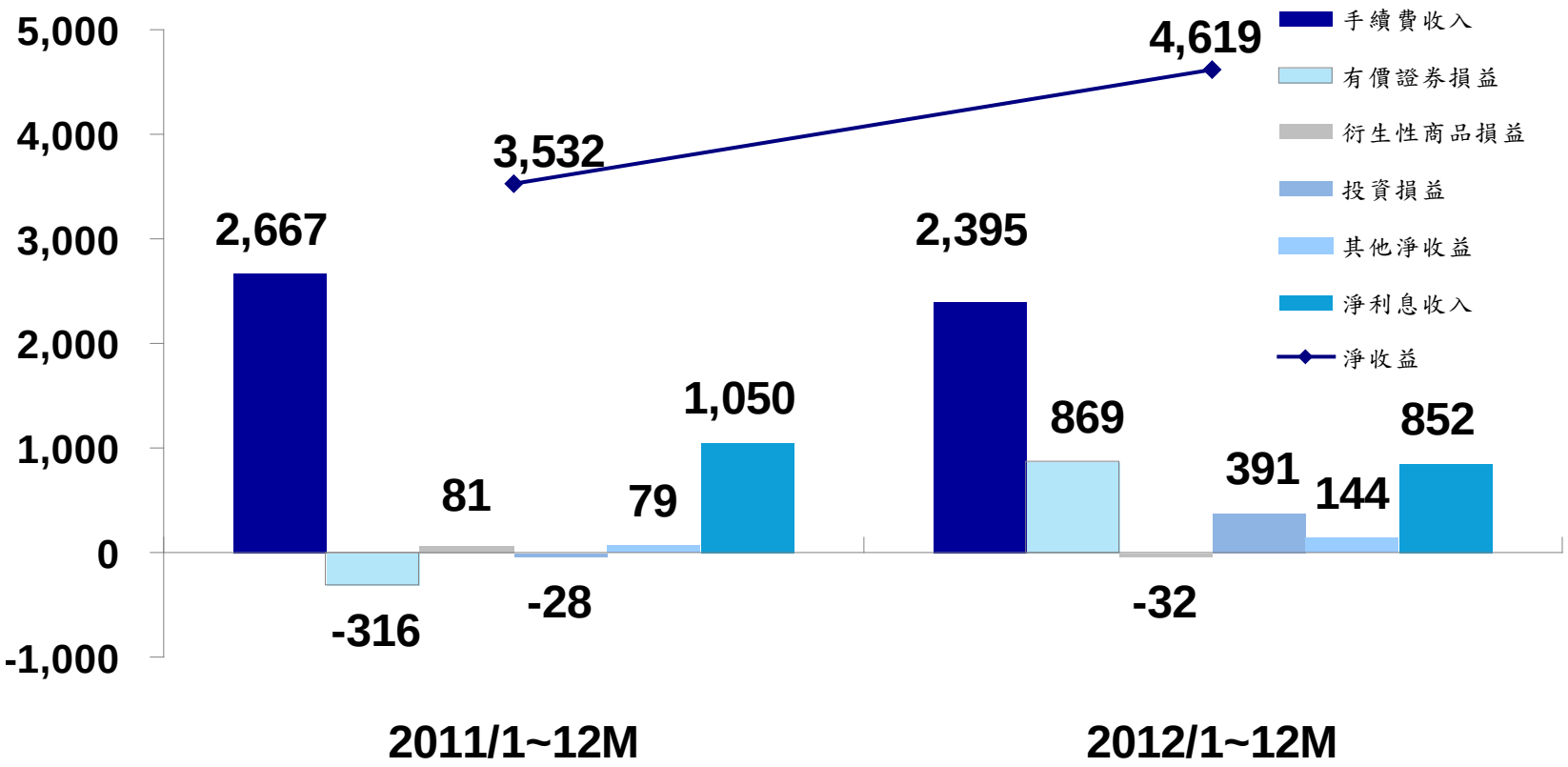
單位：NT百萬元



	2011/4Q	2012/1Q	2012/2Q	2012/3Q	2012/4Q
市場日均量(億)	942	1,328	836	880	842
大盤指數	7,072	7,933	7,296	7,715	7,700

證券淨收益趨勢分析 - 2012/1~12M6/6

單位：NT百萬元



	2011/1~12M	2012/1~12M
市場日均量(億)	1,272	963
大盤指數	7,072	7,700

五、重點項目進展

永豐金控在新市場、新貨幣、新通路的進展

■ 永豐銀行

- 首家申設南京子行之台資銀行，取得金管會及投審會核可，銀監會申請中
- 金門分行設立及開業
- 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
- 兩岸資金直通，推出「人民幣一日通」之創新匯款服務
- 首家完成OBU內保外貸聯貸之台資銀行

■ 永豐金證券

- 首家完成點心債承銷的台資券商
- 唯一取得香港債務工具CMU會員的台資券商，提供客戶代標點心債服務
- 首家在香港發行人民幣計價基金的台資金融機構

■ 永豐金租賃

- 完成租賃南京子公司及廈門、東莞、昆山三家分公司之設立及開業

■ 永豐投信

- 基金合資管理公司，銀監會申請中

六、永豐銀行與中國工商銀行參股協議

策略地圖

共享商品與客戶，必須利益一致

是機會也是挑戰，流動性是關鍵

市場廣大，投資也大

- 啟動五年改造計劃
  - 紮根
  - 提升
  - 追求
- 設立四大文化願景
  - 股東滿意
  - 客戶喜歡
  - 同仁驕傲
  - 社會尊敬
- 專注三項行動主軸
  - 新市場
  - 新貨幣
  - 新通路
- 堅持二維基本精神
  - 創新
  - 合作
- 達成一個明確目標
  - 兩岸三地最靈活便利的金融品牌

» 我們不能單打獨鬥，尋找策略伙伴才能打通任督二脈

中國工商銀行的介紹

關於中國工商銀行 → 專業嚴謹，低調務實

- 工商銀行為全球市值、獲利、客戶存款和品牌價值領先的上市銀行。截至2012年12月末，工商銀行總資產已超過17.5兆人民幣，當年度稅後淨利超過2,387億人民幣。
- 截至2012年12月末，工商銀行透過17,000多個據點、全球近400個分支機構、超過1,600家境外代理行，以及網路銀行、電話銀行等自動化通路，為400多萬法人客戶和3億多個人客戶提供全方位的金融產品和服務，形成了以商業銀行為主體，跨市場進行國際化的經營佈局。
- 綜合化的經營，從工銀安盛(保險)、工銀瑞信(銀行系基金)、工銀國際(投資銀行)及工銀租賃(金融租賃)可見成效。
- 工商銀行長期致力於推動兩岸經貿金融交流與合作，並通過與臺灣金融機構的合作，為台資企業提供優良的服務，有力地推動了兩岸多項合作。尤其與永豐金控有多項首創業務，如兩岸美元/人民幣一日通、台商點心債發行、台商融資等。

過去的合作

永豐金控與中國工商銀行業務合作在兩岸間均屬首創，在兩岸主管機關充分支持、永豐不斷努力及工商銀行積極配合下，已開創出台資金融機構的新藍海市場

業務項目	成效
臺灣市場第一檔龍籌股－TDR掛牌上市	永豐金證券與工銀(國際) 共同促成臺灣市場第一檔龍籌股－揚子江造船控股TDR掛牌上市，金額計NTD45億，開啟兩岸金融合作先河
台商融資業務	永豐銀行與標準銀行於次級市場共同參與工行(澳門)所承做之華航飛機售後租回融資案，金額計USD4,000萬。此種串聯境內外銀行合作的機制，可協助企業一次籌得所需要之較大金額且成本較便宜之額度
台商點心債發行	永豐金證券(亞洲)與工行國際在香港共同主辦承銷「永豐餘」首檔人民幣債券3億元，開闢企業多元融資管道。另，配合人民幣市場持續高度成長，透過協助臺灣金融同業銷售各相關金融商品，提高人民幣業務收益
美元匯款一日通	兩岸經貿頻繁資金流動需求高，美元匯款一日通讓台商企業可直接、迅速將美元資金匯入大陸境內，提升匯款效率、降低匯款成本，推出1年多以來，累積金額已突破USD110億
人民幣匯款一日通	為強化OBU人民幣交易的便利性，降低廠商對美元的依賴，減少美元波動帶來的匯兌風險與損失，永豐銀行與工行持續努力，以創新的人民幣匯款模式，整合雙方優勢資源，打造兩岸人民幣一日通，提供兩岸人民幣即時服務，讓兩岸客戶享受更大的便利，推出半年來累積匯款金額約RMB30億
大陸 On-shore Bond Market 交易及結算代理	永豐銀行香港分行透過工行代理，進行大陸境內銀行間債券投資，買入「國家開發銀行」等債券，金額合計約RMB2億，殖利率3.7%~4.45% 優於人民幣離岸市場，對提升銀行獲利及存款競爭力大有幫助
社會責任	・共同主辦「匯通天下—從錢莊到現代銀行」特展，展現兩家金融機構對歷史文化的高度關懷；除帶給民眾全面的文化饗宴外，更開啟兩岸金融業文化交流嶄新的一頁，同時也于金控內部招募導覽及服務志工，期許從社會回饋，達到社會教育的功能 ・于臺北、台中、廣州和倫敦共同舉辦人民幣國際化推廣座談

參股策略與綜效

新市場 *新的變多，舊的變大*	新貨幣 *人民幣*	新通路 *取得客戶，銷售商品*
拓展中國大陸、東盟和美國市場	有助於本金控在中國大陸、台灣、香港、美國及東盟的人民幣業務發展	•有機會取得對方在大陸的台商客戶 •優先取得對方來台的大陸客戶 •協助FENB取得跨太平洋的貿易融資商機 •跨足大中華區的投資銀行業務
•取得基礎建置(infrastructure)的支援 •協助我方與監理機構的溝通，並正確的進行法律遵循，且有效擴大客戶來源	•跨境結算 / TMU商品與企業理財 / 現金管理 •基金業務(RQFII) / 寶島債 / 點心債 / T股上市	•銷售我方商業銀行商品(放款、聯貸、信用卡等) •推廣我方投資銀行商品(IPO、M&A、點心債、寶島債、T股及結構型金融商品如ABS / PGN / ELN等) •資產(共同基金 / 退休基金 / ETF)和財富管理 •租賃和創投業務
•策略聯盟能有效加強雙方合作動能 •借助地方實務經驗，加快學習速度 •透過品牌合作，提高我方知名度 •藉由對方的在地網絡(稅務、公安、消防)，穩固我方經營基礎 •取得進入新市場所需資本	•新加坡人民幣清算 •中文匯款服務	•參股形成利益共享，加速雙方商品在對方通路上架，並取得客戶資源

兩岸銀行監理合作平台—第三次會議成果

2013/4/1「兩岸銀行監理合作平台」第三次會議，就提高大陸地區銀行來台參股投資金融機構參股比例議題，有突破性的政策開放

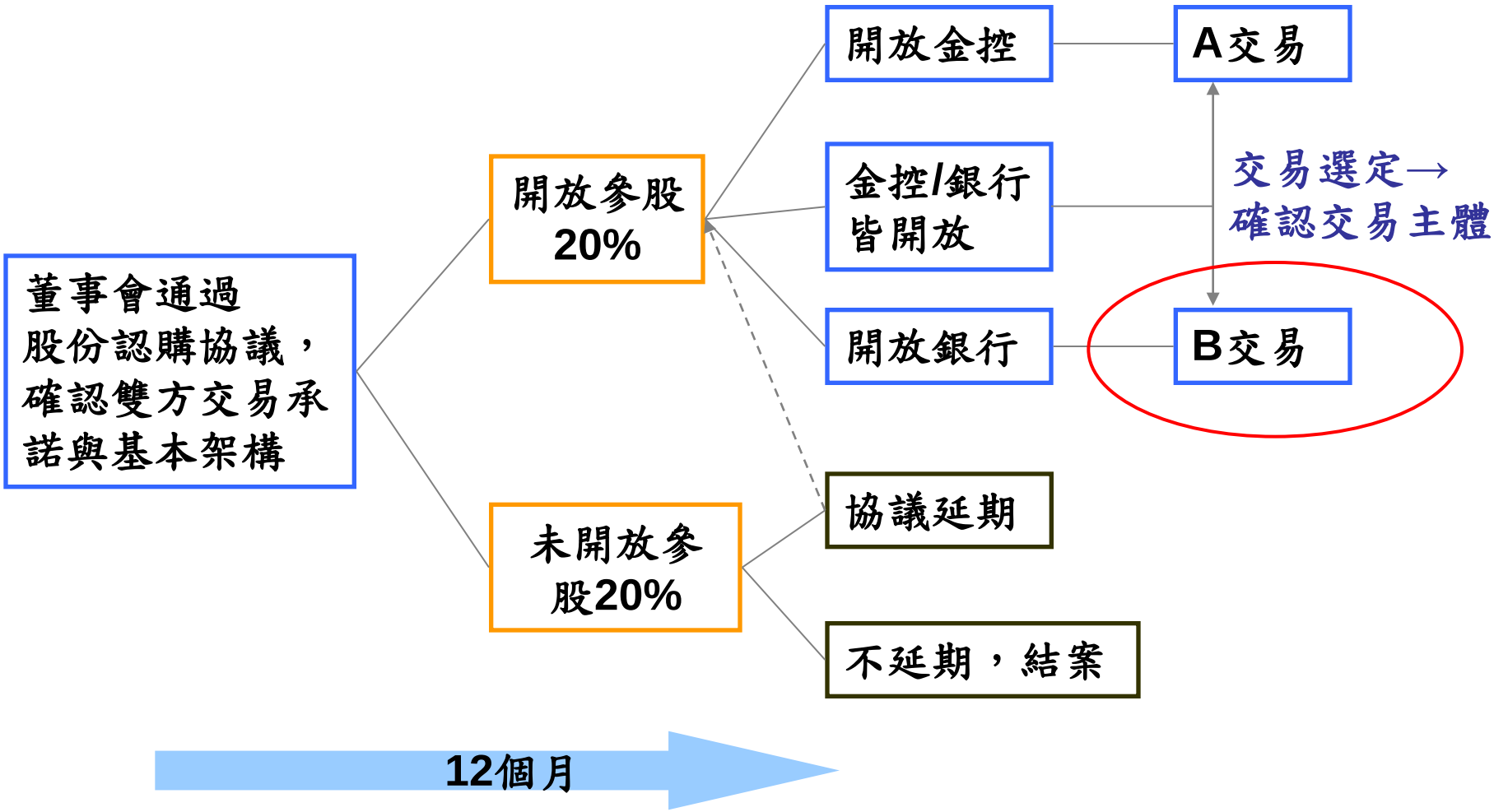
依金管會發布之會議成果說明第二條，大陸地區銀行進入台灣市場第三項參股投資部分

- 單一大陸地區銀行得申請投資台灣上市櫃銀行、金控公司的持股比率提高至10%(如加計QDII為15%)
- 參股投資金控公司子銀行的持股比率可達20%
- 參股投資金控公司或其子銀行，維持現行二者擇一規定

↓

單一大陸地區銀行得參股永豐銀行20%

協議架構


董事會通過
股份認購協議，
確認雙方交易承
諾與基本架構
開放參股
20%
未開放參
股20%
開放金控
金控/銀行
皆開放
開放銀行
協議延期
不延期，結案
A交易
B交易
交易選定→
確認交易主體
12個月

價格機制

After

基礎總價

以2012/6財報
所載淨值推算
基礎總價，
為暫定認購總價

以2012/6 財報推算
* 淨值 NT$746.4億元
* 股數 53.86億股
* 每股淨值 NT$13.86元
(基礎單價)
* 基礎股數 13.47億股
* 基礎總價 NT$186.6億元
* 增資後資本額 NT$673億元

調整機制

交易價格調整金額：

1.對最近期年報/
半年報進行查核
(DD)後，雙方同意之
價值評估調整金額
2.無償分派調整金額

*在進行分派現金或無償分派時對每股淨值之影響，於計算以上兩項調整不應重複

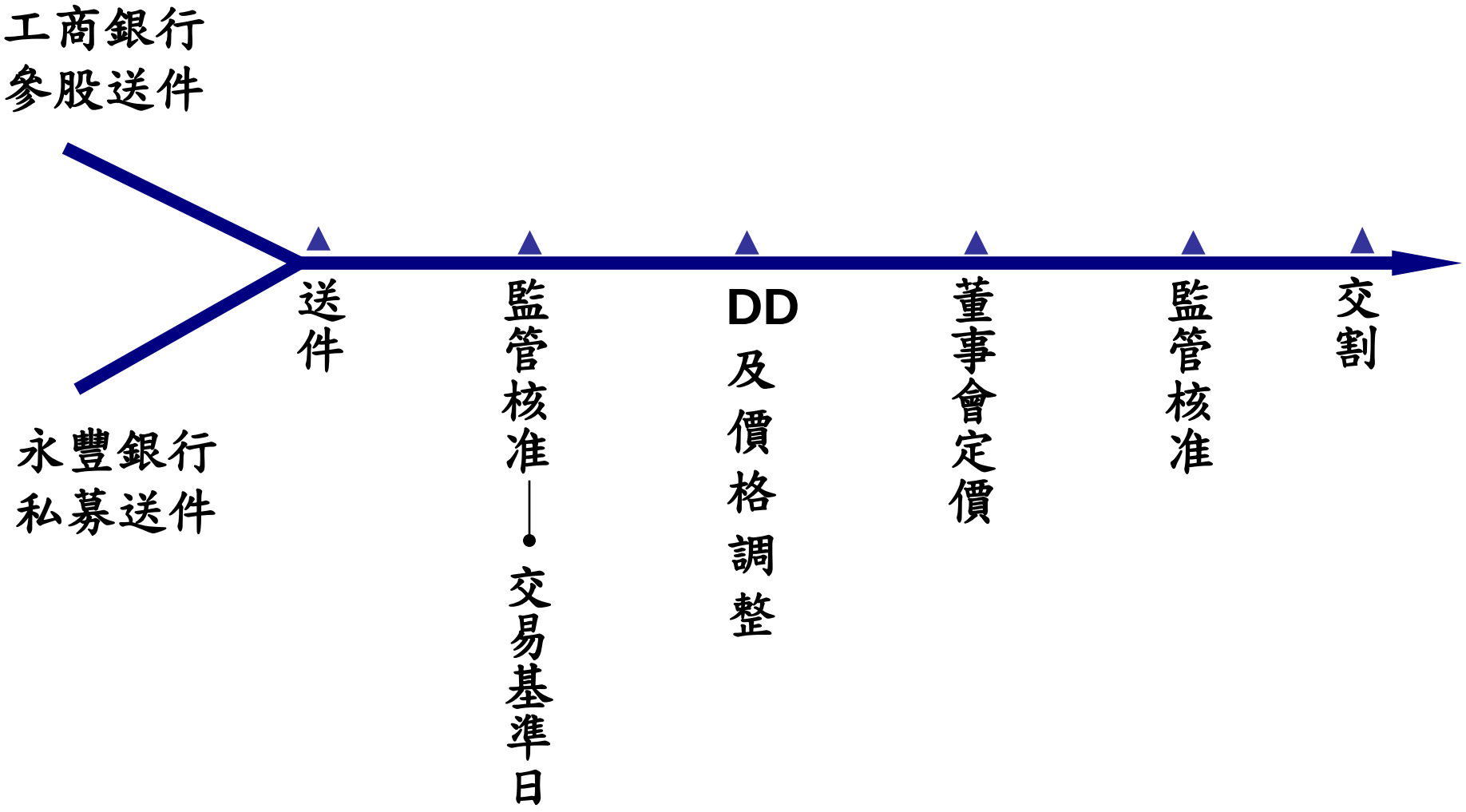
認購總價

認購總價=
基礎總價+
交易價格調整金額

以2012/12 財報為例；接近
* 淨值 NT$789.6億
* 股數 53.86億股
* 每股淨值 NT$14.66元
(基礎單價)
* 基礎股數 13.47億股
* 基礎總價 NT$197.4億元
* 增資後資本額 NT$673億元

交易架構

待參股永豐銀行20%股權相關法令生效後



Appendix

財務概況

Appendix

SinoPac Holdings Summary Ratios

		Yearly Results		Quarterly Results				
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12
Per Share Data								
每股盈餘(稅後)	EPS(after-tax)(NT$)	0.41	1.26	-0.14	0.36	0.29	0.34	0.28
每股淨值	BVPS(NT$)	12.32	13.04	12.32	12.69	12.85	12.80	13.04
加權在外流通股數	Weighted average shares outstanding (million share)	7,311	7,546	7,311	7,311	7,311	7,543	7,546
DuPont Analysis								
合併資產報酬率(稅後)	ROAA(after-tax)	0.24%	0.72%	-0.33%	0.84%	0.66%	0.77%	0.62%
股東權益報酬率(稅後)	ROAE(after-tax)	3.42%	10.06%	-4.64%	11.77%	9.19%	10.79%	8.57%
Leverage & Solvency Ratios								
雙重槓桿比率	Double Leverage Ratio	109%	110%	109%	109%	109%	110%	110%
資本適足率	CAR	126.11%	121.37%	126.11%	125.18%	123.12%	126.57%	121.37%
本益比	Price-Earning Ratio	22.66	9.84	-16.51	7.43	9.8	9.01	11.18

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				
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12
Per Share Data	**Per Share Data**							
每股盈餘(稅後)	EPS(after-tax)(NT$)	0.48	1.54	-0.22	0.38	0.37	0.44	0.35
DuPont Analysis	**DuPont Analysis**							
資產報酬率(稅後)	ROAA(after-tax)	0.21%	0.68%	-0.39%	0.69%	0.66%	0.77%	0.61%
股東權益報酬率(稅後)	ROAE(after-tax)	3.55%	10.94%	-6.45%	11.24%	10.63%	12.29%	9.62%
Growth Ratios	**Growth Ratios**							
利息淨收益成長率	NII growth	3.72%	5.81%	1.94%	0.51%	1.84%	0.99%	-0.16%
手續費淨收益成長率	Fee growth	-12.12%	3.91%	-20.84%	14.15%	7.93%	1.87%	0.89%
淨收益成長率	Net profit growth	-3.15%	33.24%	-22.03%	60.39%	-1.34%	18.64%	-18.60%
總放款成長率	Loan growth	3.41%	5.38%	-0.04%	0.88%	2.00%	1.50%	0.90%
總存款成長率	Deposit growth	6.01%	4.38%	1.05%	1.46%	1.02%	-0.13%	1.97%
Performance Ratios	**Performance Ratios**							
放存比	Loan-to-Deposit Ratio	74.67%	75.66%	74.67%	74.15%	74.76%	75.89%	75.66%
利差	Spread	1.48%	1.49%	1.51%	1.52%	1.52%	1.49%	1.47%
淨利差	NIM	1.18%	1.17%	1.18%	1.19%	1.19%	1.17%	1.15%
費用比	Cost/Income Ratio (%)	65.87%	51.18%	81.43%	50.65%	53.23%	46.98%	54.82%
Asset Quality Ratios	**Asset Quality Ratios**							
逾放比	NPLs / Total loans	0.47%	0.30%	0.47%	0.44%	0.38%	0.33%	0.30%
備抵呆帳覆蓋率	Coverage ratio	210.62%	336.62%	210.62%	227.98%	263.73%	304.96%	336.62%
Leverage & Solvency Ratios	**Leverage & Solvency Ratios**							
資本適足率	BIS	13.28%	12.79%	13.28%	13.04%	12.54%	13.44%	12.79%
第一類資本比率	Tier 1 Ratio	8.93%	8.86%	8.93%	8.98%	8.92%	9.10%	8.86%

Appendix

SinoPac Securities Summary Ratios

		Yearly Results		Quarterly Results				
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12
Per Share Data	**Per Share Data**							
每股盈餘(稅後)(元)	EPS(after-tax)(NT$)	0.28	0.79	0.00	0.40	0.13	0.16	0.09
DuPont Analysis	**DuPont Analysis**							
資產報酬率(稅後)	ROAA(after-tax) (%, annualize)	0.72%	2.18%	0.00%	4.70%	1.53%	1.68%	1.01%
股東權益報酬率(稅後)	ROAE(after-tax) (%, annualize)	1.88%	5.32%	0.01%	10.96%	3.60%	4.34%	2.48%
Performance Ratios	**Performance Ratios**							
平均融資餘額(百萬元)	Avg. margin purchase value(NT$m)	16,925	12,514	13,634	12,674	12,161	12,161	12,041
經紀業務市占率	Brokerage market share (%)	4.80%	4.99%	4.73%	4.93%	4.99%	5.01%	5.02%
費用比	Cost/Income Ratio (%)	69.69%	82.26%	77.78%	85.69%	73.84%	77.73%	92.82%
Leverage & Solvency Ratios	**Leverage & Solvency Ratios**							
資本適足率	BIS	465%	370%	465%	434%	462%	400%	370%

Appendix

FENB Summary Ratios

US$mn	US$mn	Yearly Results		Quarterly Results				
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12
稅後淨利	Net income after tax	-74	26	-53	0	2	23	1
總資產	Total assets	1,398	1,133	1,398	1,211	1157	1130	1,133
淨值	Total equity	291	318	291	291	293	317	318
總存款	Total deposits	1,082	803	1,082	896	838	788	803
總放款	Total loans	672	644	672	682	677	637	644
Per Share Data	**Per Share Data**							
每股盈餘(稅後)	EPS(after-tax)(US$)	-323	115	-228	1	9	99	6
DuPont Analysis	**DuPont Analysis**							
資產報酬率(稅後)	ROAA(after-tax) (%, annualize YTD earnings)	-4.65%	2.17%	-3.53%	0.10%	0.69%	7.67%	0.45%
股東權益報酬率(稅後)	ROAE(after-tax) (%, annualize YTD earnings)	-22.15%	8.85%	-15.88%	0.46%	2.87%	30.50%	1.63%
放存比	Loan-to-Deposit Ratio (%)	62.13%	80.17%	62.13%	76.10%	80.78%	80.87%	80.17%
利差	Loan to Deposit Spread (%)	3.88%	3.87%	4.37%	3.92%	3.70%	3.99%	3.87%
淨利差	NIM (%)	2.60%	3.25%	3.30%	3.22%	3.19%	3.34%	3.28%
費用比	Cost/Income Ratio (%)	164.08%	83.53%	506.28%	94.55%	79.33%	82.30%	78.91%
Asset Quality Ratios	**Asset Quality Ratios**							
逾放比	NPLs / Total loans (%)	8.33%	2.20%	8.33%	6.36%	6.21%	2.82%	2.20%
備抵呆帳覆蓋率	Reserve / NPLs (%)	108.48%	156.80%	108.48%	140.14%	144.65%	124.57%	156.80%
當期打銷呆帳	Write-off (US$)	59	18	19	1	1	9	7
Leverage & Solvency Ratios	**Leverage & Solvency Ratios**							
資本適足率	BIS (%)	21.43%	32.45%	21.43%	24.86%	26.91%	31.42%	32.45%
第一類資本比率	Tier 1 Ratio (%)	20.12%	31.18%	20.12%	23.53%	25.57%	30.15%	31.18%

Appendix

Balance Sheet of SPH and its subsidiaries for the 12 months ended Dec. 31, 2012

NT$Mn		銀行合併 BSP	證券合併 SPS	投信 Trust	租賃合併 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	19,132	5,265	1,485	555	1,258	27,695	-2,636	25,059
存放央行及銀行同業	Due from the central bank and other banks	87,672	0	0	0	0	87,672	0	87,672
公平價值變動列入損益之金融資產	Financial Assets at fair value through profit or loss	27,681	29,406	0	0	33	57,119	-245	56,874
附賣回票券及債券投資	Securities purchased under agreements to resell	236	3,612	0	0	141	3,990	-236	3,754
應收款項-淨額	Receivables, net	62,354	14,295	39	4,598	2,145	83,431	-2,965	80,466
貼現及放款-淨額	Discounts and loans, net	770,309	0	0	5,590	0	775,900	-4,526	771,373
備供出售金融資產-淨額	Available-for-sale financial assets, net	55,788	0	68	0	183	56,039	0	56,039
持有至到期日金融資產-淨額	Held-to-maturity investments, net	219,844	0	0	0	0	219,844	0	219,844
採權益法之股權投資	Equity investment - equity method	0	0	0	0	108,310	108,310	-108,232	78
其他金融資產-淨額	Other financial assets, net	5,533	17,981	115	6,864	1,671	32,164	-1,205	30,958
固定資產-淨額	Properties, net	9,419	2,007	10	3,257	45	14,738	-2,693	12,044
其他資產	Other assets	8,404	1,143	6	2,731	57	12,342	557	12,900
資產總計	**Total Assets**	**1,266,373**	**73,709**	**1,723**	**23,595**	**113,843**	**1,479,243**	**-122,181**	**1,357,062**
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	70,454	0	0	0	0	70,454	0	70,454
應付商業本票 - 淨額	Commercial paper payable, net	0	5,438	0	1,998	5,438	12,875	0	12,875
公平價值變動列入損益之金融負債	Financial liabilities at fair value through profit or loss	8,672	1,660	0	0	0	10,332	-245	10,087
附買回票券及債券負債	Securities sold under agreement to repurchase	1,201	21,644	0	0	0	22,845	-236	22,609
應付款項	Payable	22,734	7,444	66	133	1,781	32,158	-2,964	29,193
存款及匯款	Deposit and Remittance	1,029,885	0	0	0	0	1,029,885	-3,758	1,026,128
應付公司及金融債券	Bonds payable and Bank debentures	43,002	0	0	0	0	43,002	0	43,002
短期借款	Short- term borrowings	903	1,777	0	4,058	4,699	11,438	-350	11,088
長期借款	Long-term borrowings	0	0	0	12,297	0	12,297	-4,176	8,120
其它金融負債	Other financial liabilities	5,977	12,323	0	1,254	0	19,555	-83	19,471
其他負債	Other liabilities	4,580	424	0	227	109	5,339	19	5,359
負債合計	**Total liabilities**	**1,187,408**	**50,710**	**66**	**19,968**	**12,028**	**1,270,180**	**-11,794**	**1,258,386**
股本	Capital stock	53,862	15,365	1,534	3,371	78,763	152,895	-77,212	75,683
資本公積	Capital surplus	10,413	446	0	0	1,802	12,662	-10,860	1,802
保留盈餘	Retain earnings	13,738	7,605	124	304	20,951	42,723	-21,923	20,799
其他權益調整	Other item on stockholders' equity	951	-418	-2	-47	299	783	-392	392
股東權益合計	**Total stockholders' equity of parent company**	**78,964**	**22,999**	**1,657**	**3,627**	**101,816**	**209,063**	**-110,387**	**98,676**
少數股權	Minority interests	0	0	0	0	0	0	0	0
負債及股東權益總計	**TOTAL**	**1,266,373**	**73,709**	**1,723**	**23,595**	**113,843**	**1,479,243**	**-122,181**	**1,357,062**

Appendix

P&L of SPH and its subsidiaries for the 12 months ended Dec. 31, 2012

NT$Mn		銀行合併 BSP	證券合併 SPS	投信 Trust	租賃合併 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	23,947	1,348	15	806	5	26,121	-157	25,964
利息費用	Interest expense	9,498	315	0	328	116	10,258	-157	10,100
利息淨收益	**Net interest Income**	**14,449**	**1,033**	**15**	**478**	**-111**	**15,864**	**1**	**15,864**
利息以外淨收益	**Net revenues other than interest**								
手續費淨收益	Commissions and fee revenues, net	4,565	2,738	418	0	0	7,722	-43	7,678
公平價值變動列入損益之金融資產及負債損益	Gains from financial assets and liabilities at fair value through P/L	2,435	674	0	0	10	3,119	0	3,119
兌換損益-淨額	Foreign exchange gains, net	325	56	0	1	-3	379	0	379
備供出售金融資產已實現利益	Realized gains from available-for-sale financial assets	31	0	0	0	94	126	0	126
以成本衡量之金融資產利益	Realized gains from unquoted equity instrument	84	395	0	0	35	514	0	514
資產減損損失	Provision for Impairment losses on assets	-287	-1	0	0	-39	-328	0	-328
按權益法之投資損益-淨額	(Losses) income from equity investments - equity method, net	0	0	0	0	9,850	9,850	-9,839	11
認購(售)權證發行利益	Gain on warrants issued	0	414	0	0	0	414	0	414
租金收入	Rental revenue	119	24	0	216	0	359	-212	147
收回呆帳	Recovery of bad debts	561	0	0	0	0	561	0	561
其他非利息淨(損)益	Other revenues, net	-122	205	-15	-24	224	267	-246	22
淨收益	**Total net revenues**	**22,161**	**5,539**	**418**	**670**	**10,059**	**38,848**	**-10,339**	**28,509**
呆帳費用	**Provision for bad debts**	**-36**	**4**	**0**	**27**	**0**	**-5**	**0**	**-5**
營業費用	**Operating expenses**	**12,428**	**4,236**	**371**	**298**	**465**	**17,798**	**-498**	**17,300**
呆帳費用＋營業費用	**Bad debts & Operating expenses**	**12,392**	**4,240**	**371**	**325**	**465**	**17,793**	**-498**	**17,295**
稅前利益(損失)	Income (loss) before income tax	9,769	1,299	47	345	9,594	21,055	-9,841	11,214
所得稅費用(利益)	Income tax (benefit) expense	1,548	89	11	74	-51	1,670	0	1,670
合併總純(損)益	**Net Income (Loss)**	**8,220**	**1,210**	**37**	**271**	**9,645**	**19,384**	**-9,841**	**9,543**
歸屬予；	Attributable to								
母公司股東	Stockholders of parent company	8,220	1,210	37	271	9,645	19,384	-9,841	9,543
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						
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12	QoQ(%)	YoY(%)
資產	**Assets:**									
現金及約當現金	Cash and Cash equivalents	23,322	25,059	23,322	21,669	23,924	21,609	25,059	15.97	7.45
存放央行及銀行同業	Due from the central bank and other banks	82,753	87,672	82,753	73,178	66,462	63,820	87,672	37.37	5.94
公平價值變動列入損益之金融資產	Financial Assets at fair value through profit or loss	58,427	56,874	58,427	52,609	55,639	58,492	56,874	-2.77	-2.66
附賣回票券及債券投資	Securities purchased under agreements to resell	8,265	3,754	8,265	3,973	8,017	3,201	3,754	17.25	-54.58
應收款項-淨額	Receivables, net	68,538	80,466	68,538	65,370	69,173	64,872	80,466	24.04	17.40
貼現及放款-淨額	Discounts and loans, net	733,336	771,373	733,336	739,240	754,532	765,098	771,373	0.82	5.19
備供出售金融資產-淨額	Available-for-sale financial assets, net	37,437	56,039	37,437	44,522	49,718	51,796	56,039	8.19	49.69
持有至到期日金融資產-淨額	Held-to-maturity investments, net	233,698	219,844	233,698	241,414	240,265	244,874	219,844	-10.22	-5.93
採權益法之股權投資	Equity investment - equity method	69	78	69	71	69	72	78	8.31	13.09
其他金融資產-淨額	Other financial assets, net	29,054	30,958	29,054	28,877	31,031	31,069	30,958	-0.36	6.56
固定資產-淨額	Properties, net	12,277	12,044	12,277	12,368	12,358	12,464	12,044	-3.37	-1.89
其他資產	Other assets	12,788	12,900	12,788	12,760	12,692	12,216	12,900	5.59	0.88
資產總計	**Total Assets**	**1,299,962**	**1,357,062**	**1,299,962**	**1,296,051**	**1,323,880**	**1,329,583**	**1,357,062**	**2.07**	**4.39**
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	70,454	66,375	53,842	58,960	57,379	70,454	22.79	6.15
應付商業本票 - 淨額	Commercial paper payable, net	9,216	12,875	9,216	10,275	12,004	15,363	12,875	-16.19	39.71
公平價值變動列入損益之金融負債	Financial liabilities at fair value through profit or loss	8,251	10,087	8,251	9,536	10,288	10,850	10,087	-7.04	22.25
附買回票券及債券負債	Securities sold under agreement to repurchase	29,849	22,609	29,849	22,080	26,919	25,502	22,609	-11.35	-24.25
應付款項	Payable	25,068	29,193	25,068	23,513	27,855	28,642	29,193	1.93	16.45
存款及匯款	Deposit and Remittance	988,752	1,026,128	988,752	1,000,761	1,009,629	1,006,367	1,026,128	1.96	3.78
應付公司及金融債券	Bonds payable and Bank debentures	37,028	43,002	37,028	37,021	37,016	43,011	43,002	-0.02	16.13
短期借款	Short- term borrowings	7,409	11,088	7,409	8,826	11,501	9,812	11,088	13.01	49.66
長期借款	Long-term borrowings	10,686	8,120	10,686	10,904	8,322	8,093	8,120	0.33	-24.01
其它金融負債	Other financial liabilities	22,366	19,471	22,366	21,337	21,795	22,353	19,471	-12.89	-12.94
其他負債	Other liabilities	4,874	5,359	4,874	5,162	5,616	5,620	5,359	-4.66	9.95
負債合計	**Total liabilities**	**1,209,873**	**1,258,386**	**1,209,873**	**1,203,257**	**1,229,905**	**1,232,992**	**1,258,386**	**2.06**	**4.01**
股本	Capital stock	73,112	75,683	73,112	73,112	75,423	75,454	75,683	0.30	3.52
資本公積	Capital surplus	2,015	1,802	2,015	2,015	2,015	1,989	1,802	-9.36	-10.53
保留盈餘	Retain earnings	14,557	20,799	14,557	17,261	16,116	18,699	20,799	11.23	42.88
其他權益調整	Other item on stockholders' equity	406	392	406	406	422	449	392	-12.75	-3.45
股東權益合計	**Total stockholders' equity of parent company**	**90,089**	**98,676**	**90,089**	**92,794**	**93,975**	**96,591**	**98,676**	**2.16**	**9.53**
少數股權	Minority interests	0	0	0	0	0	0	0		
負債及股東權益總計	**TOTAL**	**1,299,962**	**1,357,062**	**1,299,962**	**1,296,051**	**1,323,880**	**1,329,583**	**1,357,062**	**2.07**	**4.39**

Appendix

SPH's P&L (Consolidated)

NT$ Mn		Yearly Results		Quarterly Results						
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12	QoQ(%)	YoY(%)
利息收入	Interest revenue	24,018	25,964	6,444	6,397	6,407	6,621	6,538	-1.25	1.46
利息費用	Interest expense	8,821	10,100	2,520	2,506	2,465	2,593	2,536	-2.22	0.62
利息淨收益	**Net interest Income**	**15,197**	**15,864**	**3,924**	**3,891**	**3,943**	**4,028**	**4,003**	**-0.63**	**2.00**
利息以外淨收益	**Net revenues other than interest**									
手續費淨收益	Commissions and fee revenues, net	7,851	7,678	1,675	2,007	2,000	1,792	1,879	4.88	12.17
公平價值變動列入損益之金融資產及負債損益	Gains from financial assets and liabilities at fair value through P/L	-1,083	3,119	-24	1,060	425	1,024	609	-40.53	NA
兌換損益-淨額	Foreign exchange gains, net	493	379	94	83	38	112	147	31.27	55.88
備供出售金融資產已實現利益	Realized gains from available-for-sale financial assets	44	126	32	86	25	15	0	-97.57	-98.87
以成本衡量之金融資產利益	Realized gains from unquoted equity instrument	430	514	55	188	184	33	109	233.87	97.99
資產減損損失	Provision for Impairment losses on assets	-32	-328	126	0	-80	-35	-214	NA	-270.11
按權益法之投資損益-淨額	(Losses) income from equity investments - equity method, net	6	11	2	3	3	2	3	43.21	106.35
認購(售)權證發行利益	Gain on warrants issued	1,286	414	178	71	202	71	70	-1.28	-60.52
租金收入	Rental revenue	184	147	46	40	37	34	35	2.10	-23.32
收回呆帳	Recovery of bad debts	627	561	137	161	130	159	112	-29.19	-18.08
其他非利息淨(損)益	Other revenues, net	-570	22	-282	-3	32	50	-57	-215.22	NA
淨收益	**Total net revenues**	**24,434**	**28,509**	**5,964**	**7,586**	**6,939**	**7,285**	**6,698**	**-8.06**	**12.31**
呆帳費用	**Provision for bad debts**	3,444	-5	2,342	240	175	-525	106	NA	-95.49
營業費用	**Operating expenses**	16,408	17,300	4,041	4,312	4,283	4,494	4,211	-6.30	4.20
用人費用	Personnel expenses	9,934	10,993	2,187	2,870	2,748	2,876	2,500	-13.05	14.34
折舊及攤銷費用	Depreciation and amortization	785	833	197	200	205	206	221	7.38	12.41
其他業務及管理費用	Others	5,689	5,474	1,657	1,243	1,330	1,412	1,489	5.43	-10.15
呆帳費用＋營業費用	**Bad debts & Operating expenses**	19,853	17,295	6,383	4,552	4,458	3,969	4,316	8.75	-32.37
稅前利益(損失)	Income (loss) before income tax	4,582	11,214	-419	3,034	2,481	3,316	2,382	-28.17	NA
所得稅費用(利益)	Income tax (benefit) expense	1,513	1,670	634	330	325	733	282	-61.58	-55.60
合併總純(損)益	**Net Income (Loss)**	**3,069**	**9,543**	**-1,053**	**2,704**	**2,156**	**2,583**	**2,100**	**-18.70**	**NA**
歸屬予；	Attributable to					0				
母公司股東	Stockholders of parent company	3,069	9,543	-1,053	2,704	2,156	2,583	2,100	-18.70	NA
少數股權	Minority interests	0	0	0	0	0	0	0	NA	NA

Appendix

BSP's Balance Sheet

NT$Mn		Yearly Results		Quarterly Results						
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12	QoQ(%)	YoY(%)
資產	**Assets**									
現金及約當現金	Cash and cash equivalents	17,790	18,634	17,790	15,992	18,452	16,650	18,634	11.92	4.74
存放央行及拆借金融同業	Due from the central bank and other banks	73,672	85,616	73,672	70,326	64,015	62,446	85,616	37.10	16.21
公平價值變動列入損益之金融資產	Financial assets at fair value through profit or loss	32,791	27,061	32,791	30,579	24,186	24,119	27,061	12.20	-17.47
附賣回票券及債券投資	Securities purchased under agreements to resell	3,080	236	3,080	1,098	4,648	1,407	236	-83.23	-92.34
應收款項-淨額	Receivables, net	51,656	62,175	51,656	47,799	52,041	46,002	62,175	35.16	20.36
貼現及放款-淨額	Discounts and loans, net	712,006	750,309	712,006	718,179	732,572	743,610	750,309	0.90	5.38
備供出售金融資產	Available-for-sale financial assets	32,601	51,062	32,601	39,467	44,767	46,238	51,062	10.43	56.63
持有至到期日金融資產	Held-to-maturity investments	229,880	217,319	229,880	237,822	237,098	242,064	217,319	-10.22	-5.46
採權益法之股權投資	Equity investment - equity method	4,570	5,424	4,570	4,685	4,431	5,250	5,424	3.31	18.69
其他金融資產-淨額	Other financial assets, net	8,919	9,370	8,919	8,953	9,379	9,831	9,370	-4.69	5.06
固定資產-淨額	Properties, net	9,377	9,214	9,377	9,517	9,557	9,663	9,214	-4.65	-1.74
無形及其他資產	Intangible & other assets	5,786	6,367	5,786	5,891	6,048	5,817	6,367	9.46	10.04
資產總計	**Total**	**1,182,128**	**1,242,787**	**1,182,128**	**1,190,308**	**1,207,194**	**1,213,097**	**1,242,787**	**2.45**	**5.13**
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	66,167	69,989	66,167	53,706	58,797	57,167	69,989	22.43	5.78
公平價值變動列入損益之金融負債	Financial liabilities at fair value through profit or loss	7,310	8,671	7,310	8,550	8,901	9,646	8,671	-10.11	18.62
附買回票券及債券負債	Securities sold under agreement to repurchase	7,072	1,202	7,072	6,607	3,280	1,653	1,202	-27.28	-83.00
應付款項	Payable	19,093	21,735	19,093	18,833	22,177	22,320	21,735	-2.62	13.84
存款及匯款	Deposit and remittance	963,100	1,008,786	963,100	980,181	989,858	989,145	1,008,786	1.99	4.74
應付金融債券	Bank debentures	37,028	43,002	37,028	37,020	37,016	43,011	43,002	-0.02	16.13
其它金融負債	Other financial liabilities	7,847	5,978	7,847	8,403	7,809	8,347	5,978	-28.38	-23.82
其他負債	Other liabilities	3,966	4,460	3,966	4,325	4,717	4,713	4,460	-5.37	12.46
負債合計	**Total liabilities**	**1,111,583**	**1,163,823**	**1,111,583**	**1,117,625**	**1,132,555**	**1,136,002**	**1,163,823**	**2.45**	**4.70**
股本	Capital stock	52,574	53,862	52,574	52,574	53,862	53,862	53,862	0.00	2.45
資本公積	Capital surplus	9,963	10,413	9,963	9,963	10,413	10,413	10,413	0.00	4.52
保留盈餘	Retained earnings	7,242	13,738	7,242	9,265	9,505	11,848	13,738	15.95	89.70
累積換算調整數	Cumulative translation adjustment	-215	-212	-215	-205	-209	-211	-212	NA	NA
金融商品未實現損失	Unrealized losses on financial instrument	111	343	111	216	198	313	343	9.58	209.01
未認列為退休金成本之淨損失	Net loss not recognized as pension cost	-866	-916	-866	-866	-866	-866	-916	NA	NA
未實現土地重估增值	Revaluation increment on land	1,736	1,736	1,736	1,736	1,736	1,736	1,736	0.00	0.00
股東權益合計	**Total stockholders' equity of parent company**	**70,545**	**78,964**	**70,545**	**72,683**	**74,639**	**77,095**	**78,964**	**2.42**	**11.93**
負債及股東權益總計	**TOTAL**	**1,182,128**	**1,242,787**	**1,182,128**	**1,190,308**	**1,207,194**	**1,213,097**	**1,242,787**	**2.45**	**5.13**

Appendix

BSP's P&L

NT$Mn		Yearly Results		Quarterly Results						
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12	QoQ(%)	YoY(%)
利息淨收益	Net interest income	12,584	13,315	3,252	3,269	3,329	3,362	3,356	-0.16	3.20
手續費淨收益	Net fee income	3,262	3,390	692	790	853	869	877	0.89	26.62
公平價值變動(損)益	Gains (Losses) from financial assets and liabilities at fair value through profit or loss	-201	58	-19	54	-21	45	-20	-144.74	NA
備供出售及成本衡量(損)益	Gains (Losses) from available-for-sale financial assets and unquoted equity instruments	43	57	16	1	51	4	0	-94.02	-98.53
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	1,270	2,670	398	679	567	760	664	-12.66	66.84
按權益法投資損益-淨額	Gains (Losses) income from equity investments - equity method, net	-1,558	1,612	-1,394	227	280	887	217	-75.52	NA
資產減損迴轉利益(損失)	Reversal gains (Impairment losses) on assets	285	-258	251	3	-55	-1	-205	NA	-181.69
其他非利息淨(損)益	Other income	365	542	47	180	130	164	68	-58.42	45.81
淨收益	**Total net revenues**	**16,050**	**21,384**	**3,244**	**5,203**	**5,133**	**6,090**	**4,957**	**-18.60**	**52.81**
營業費用	Operating expenses	-10,716	-11,165	-2,662	-2,689	-2,785	-2,923	-2,768	-5.30	3.98
提存前稅前淨利	**Pre-tax income (excluding provision)**	**5,333**	**10,220**	**582**	**2,514**	**2,348**	**3,168**	**2,189**	**-30.88**	**276.00**
呆帳費用	Provision for possible losses	-2,625	-956	-2,068	-255	-157	-466	-78	-83.32	-96.24
稅前利益(損失)	Pre-tax income (loss)	2,708	9,263	-1,486	2,259	2,191	2,701	2,112	-21.83	NA
所得稅費用(利益)	Income tax benefit (expense)	-244	-1,043	337	-236	-227	-358	-222	-38.04	NA
合併總純(損)益	**Net income (Loss)**	**2,464**	**8,220**	**-1,149**	**2,023**	**1,964**	**2,343**	**1,890**	**-19.35**	**NA**

Appendix

SPS's Balance Sheet

NT$Mn		Yearly Results		Quarterly Results						
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12	QoQ(%)	YoY(%)
資產	**Assets:**									
現金及約當現金	Cash and cash equivalents	1,973	1,365	1,973	1,178	1,308	1,302	1,365	4.88	-30.81
公平價值變動列入損益之金融資產	Financial assets at fair value through profit or loss	17,940	21,817	17,940	14,344	23,816	25,645	21,817	-14.93	21.61
附賣回票券及債券投資	Securities purchased under agreements to resell	6,065	3,612	6,065	3,248	3,071	1,876	3,612	92.53	-40.44
應收證券融資款	Margin loans receivable	12,112	12,594	12,112	13,045	12,142	12,701	12,594	-0.84	3.98
其他流動資產	Other current assets	5,241	5,080	5,241	4,867	6,144	6,401	5,080	-20.63	-3.06
基金及投資	Funds and Investments	5,868	6,284	5,868	5,947	5,742	5,761	6,284	9.08	7.09
固定資產	Properties, net	2,016	1,970	2,016	1,979	1,931	1,933	1,970	1.92	-2.30
無形及其他資產	Intangible & other assets	1,977	2,356	1,977	1,859	1,917	2,085	2,356	13.03	19.16
受託買賣借項-淨額	Securities brokerage account, net	327	129	327	17.44	239	205	129	-37.05	-60.53
資產總計	**Total assets**	**53,519**	**55,208**	**53,519**	**46,484**	**56,308**	**57,908**	**55,208**	**-4.66**	**3.16**
負債及股東權益	**Liabilities and stockholders' equity**									
負債	**Liabilities**									
流動負債	Current liabilities	31,164	32,001	31,164	23,576	33,456	34,743	32,001	-7.89	2.68
其他負債	Other liabilities	170	208	170	175	175	290	208	-28.14	22.66
負債合計	**Total liabilities**	**31,334**	**32,209**	**31,334**	**23,751**	**33,631**	**35,033**	**32,209**	**-8.06**	**2.79**
股本	Capital stock	15,365	15,365	15,365	15,365	15,365	15,365	15,365	0.00	0.00
資本公積	Capital surplus	446	446	446	446	446	446	446	0.00	0.00
保留盈餘	Retained earnings	6,691	7,606	6,691	7,305	7,213	7,463	7,606	1.91	13.67
股東權益其他項目	Other items of stockholders' equity	-318	-418	-318	-384	-348	-399	-418	4.81	31.56
股東權益合計	**Total stockholders' equity of parent company**	**22,185**	**22,999**	**22,185**	**22,733**	**22,677**	**22,875**	**22,999**	**0.54**	**3.67**
負債及股東權益總計	**TOTAL**	**53,519**	**55,208**	**53,519**	**46,484**	**56,308**	**57,908**	**55,208**	**-4.66**	**3.16**

Appendix

SPS's P&L

NT$Mn		Yearly Results		Quarterly Results						
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12	QoQ(%)	YoY(%)
利息淨收益	Net interest income	1,050	852	193	200	207	228	217	-4.86	12.45
手續費淨收益	Net fee income	2,585	2,306	522	658	625	499	524	5.15	0.40
出售證券利益(損失)	Gains (Losses) on sales of securities, net	-296	330	-11	171	-3	70	92	31.45	NA
股務代理收入	Stock affairs agent fees	82	89	20	21	22	22	24	6.97	20.82
股利收入	Dividend income	134	82	5	0	6	53	23	-57	341.09
權證發行利益	Gains (Losses) on warrant issued, net	230	175	84	68	57	31	19	-37.27	-76.87
期貨契約利益(損失)	Gains (Losses) from futures transactions	-10	-42	2	-77	65	-50	20	NA	891.80
選擇權交易利益(損失)	Gains (Losses) from options transactions	63	-73	18	-5	-8	-44	-16	NA	-190.42
衍生性金融商品利益(損失)	Gains (Losses) from derivative instruments transactions	27	83	-1	-33	-8	91	32	-64.49	NA
營業證券評價利益(損失)	Gains (Losses) from valuation of operating securities	-384	282	-168	332	-46	12	-16	-235.29	NA
其他營業收支	Other operating income	75	-17	-1	3	-2	9	-27	-396.79	NA
投資收益	Investment income	-28	391	10	172	33	104	82	-21.14	707.93
營業外收支	Non-operating income-net	4	161	51	25	65	39	32	-17.60	-36.59
淨收益	**Total net revenues**	**3,532**	**4,619**	**724**	**1,534**	**1,012**	**1,065**	**1,007**	**-5.44**	**39.14**
營業費用	Operating expenses	2,996	3,334	712	892	798	777	868	11.73	21.90
稅前利益(損失)	**Pre-tax income (loss)**	**536**	**1,285**	**12**	**642**	**214**	**289**	**139**	**-51.66**	**1055.01**
所得稅費用(利益)	Income tax benefit (expense)	113	75	12	29	10	39	-3	-108.49	-128.33
純(損)益	**Net income (Loss)**	**423**	**1,210**	**0**	**614**	**204**	**249**	**143**	**-42.73**	**43928.26**

SPS's Pre-tax breakdown

NT$Mn		Yearly Results		Quarterly Results						
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12	QoQ(%)	YoY(%)
經紀事業處	Brokerage business group	1,355	549	334	231	60	99	158	59.34	-52.68
資本市場事業處	Capital market business group	67	507	-11	209	169	33	96	193.96	NA
投資事業處	Principal investment & derivatives business group	-449	788	-55	313	73	277	125	-54.84	NA
其他	Others	-437	-559	-256	-111	-87	-121	-240	NA	NA
稅前利益(損失)	**Pre-tax income (loss)**	**536**	**1,285**	**12**	**642**	**214**	**289**	**139**	**-51.66**	**1,054.95**

Appendix

BSP's Credit Breakdown

NT$Mn		Yearly Results		Quarterly Results						
授信類別	Items	2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12	QoQ(%)	YoY(%)
企金放款	Corporate loans									
製造業	Manufacturing	153,520	175,682	153,520	160,771	164,184	172,060	175,682	2.11	14.44
電子工業	Electronics Indusrty	71,735	78,817	71,735	69,487	68,960	77,216	78,817	2.07	9.87
原物料業	Chemical products	44,532	52,635	44,532	48,645	52,816	50,733	52,635	3.75	18.20
傳產製造業	Conventional industry	36,326	42,491	36,326	41,842	41,570	43,282	42,491	-1.83	16.97
新興製造業	Electric fixture	927	1,739	927	797	838	829	1,739	109.77	87.62
金融機構、證券及保險業	FI & security house & insurance	11,878	14,625	11,878	13,218	13,033	13,203	14,625	10.77	23.13
租賃/分期付款業	Installment & leasing	4,984	5,139	4,984	7,602	6,925	5,081	5,139	1.14	3.12
營建業及不動產業	Construction & real estate	38,070	43,407	38,070	37,509	39,656	39,926	43,407	8.72	14.02
批發及零售業	Wholesales/retail	56,459	58,253	56,459	57,284	60,590	56,746	58,253	2.66	3.18
傳產服務業	Traditional service industry	17,419	21,436	17,419	14,674	17,492	21,047	21,436	1.85	23.06
綜合服務業	Comprehensive services	1,036	1,022	1,036	1,661	1,778	1,439	1,022	-28.98	-1.34
其他服務業	Other services	10,614	9,353	10,614	8,972	9,107	9,148	9,353	2.24	-11.88
公營事業/公同事業	State-owned company	40,811	33,131	40,811	39,988	36,060	36,921	33,131	-10.27	-18.82
企業相關個人	Business owner	15,089	12,496	15,089	15,059	14,847	14,662	12,496	-14.77	-17.19
非營利團體	Non-profit organization	1,048	1,285	1,048	1,183	1,429	1,452	1,285	-11.50	22.61
其他	Others	1,512	1,748	1,512	1,880	1,783	1,813	1,748	-3.62	15.60
企金放款小計	Sub total	352,440	377,576	352,440	359,801	366,884	373,498	377,576	1.09	7.13
保證/承兌/信用狀	Guarantee, acceptance	20,814	27,543	20,814	21,799	25,974	26,098	27,543	5.54	32.33
承購業務	Factoring	16,630	19,389	16,630	16,630	16,191	15,779	19,389	22.88	16.60
外匯/衍生性交易及其他	Derivatives and others	6,302	10,575	6,302	8,784	8,094	10,490	10,575	0.81	67.81
企金授信合計	Corporate total	396,186	435,084	396,186	407,014	417,143	425,865	435,084	2.16	9.82
個金放款	Individual loans	366,963	380,558	366,963	365,941	373,406	377,888	380,558	0.71	3.70
房貸	Mortagage loans	352,617	362,753	352,617	351,659	357,963	361,389	362,753	0.38	2.87
信用貸款	Unsecured loans	9,699	12,065	9,699	9,500	10,387	11,303	12,065	6.74	24.39
車貸	Car loans	4,064	5,148	4,064	4,327	4,523	4,792	5,148	7.43	26.68
其他	Others	582	593	582	455	533	404	593	46.76	1.83
保證	Guarantee	254	190	254	242	224	203	190	-6.08	-25.10
信用卡	Credit card	18,001	17,116	18,001	16,715	17,883	17,007	17,116	0.64	-4.92
個金授信合計	Individual total	385,218	397,864	385,218	382,898	391,513	395,098	397,864	0.70	3.28
全行授信總計	TOTAL	781,404	832,948	781,404	789,912	808,656	820,962	832,948	1.46	6.60

Appendix

BSP's Deposit Breakdown

NT$Mn		Yearly Results		Quarterly Results						
存款類別	Items	2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12	QoQ(%)	YoY(%)
台幣存款	NTD Deposits									
台幣支存	Checking	9,536	9,357	9,536	8,690	8,711	8,543	9,357	9.53	-1.88
台幣活期性	Demand	302,148	317,163	302,148	308,998	300,975	311,242	317,163	1.90	4.97
台幣定期性	Time	486,445	500,116	486,445	495,652	513,995	504,546	500,116	-0.88	2.81
郵匯局轉存款	Redeposit from the directorate general of postal remittance	11,806	9,358	11,806	8,806	9,358	9,358	9,358	0.00	-20.74
小計	Sub total	809,935	835,994	809,935	822,146	833,039	833,689	835,994	0.28	3.22
外幣存款	Foreign Currency Deposits									
外幣支存	Checking	3,153	3,595	3,153	3,182	3,847	3,477	3,595	3.39	14.02
外幣活期性	Demand	91,201	110,659	91,201	96,878	93,770	92,787	110,659	19.26	21.34
外幣定期性	Time	70,043	66,761	70,043	66,380	68,038	67,451	66,761	-1.02	-4.69
小計	Sub total	164,397	181,015	164,397	166,440	165,655	163,715	181,015	10.57	10.11
合計	Total	974,332	1,017,009	974,332	988,586	998,694	997,404	1,017,009	1.97	4.38

Appendix

BSP's Fee Breakdown

NT$Mn		Yearly Results		Quarterly Results						
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12	QoQ(%)	YoY(%)
財富管理	Wealth management	1,248	1,082	217	227	256	276	322	16.81	48.88
放款	Loan fees	493	532	71	132	149	142	110	-22.75	53.43
應收帳款	Factoring and A/R financing	154	150	38	36	37	36	41	11.36	6.25
進出口	Import and export service	322	313	81	77	79	80	77	-4.02	-5.13
信託及保管	Trust & custodian bank	175	149	38	43	36	34	36	6.19	-5.38
保證及承兌	Guarantees & acceptances	70	83	17	17	19	21	26	23.36	50.99
信用卡	Credit card	579	656	159	152	165	172	167	-2.63	5.32
其他	Others	-56	-12	-18	-7	-3	3	-4	-247.50	NA
*壽險	Life insurance	265	421	86	109	111	102	100	-1.91	15.51
*產險	Property insurance	13	15	3	4	5	3	3	-13.39	-15.01
小計	**Sub total**	**3,262**	**3,390**	**692**	**790**	**853**	**869**	**877**	**0.89**	**26.62**
壽險	Life insurance	963	1,462	196	372	378	368	344	-6.42	75.97
產險	Property insurance	65	70	18	15	21	16	18	13.71	-0.83
扣除銀行已認列之收入	Income attributable to BSP	-278	-436	-90	-112	-116	-105	-103	NA	NA
合計	**Total fee income**	**4,012**	**4,486**	**817**	**1,065**	**1,137**	**1,148**	**1,137**	**-0.98**	**39.19**

Appendix

BSP's Asset Quality

NT$Mn		Yearly Results		Quarterly Results						
		2011	2012	4Q11	1Q12	2Q12	3Q12	4Q12	QoQ(%)	YoY(%)
放款資產品質	**Asset quality for loans**									
逾期放款	**NPL**									
前期逾期放款餘額	90-days NPLs - beginning	3,596	3,398	3,170	3,398	3,211	2,833	2,473	-12.69	-21.99
當期新增逾放	New NPL influx	2,986	1,628	803	256	505	279	588	111.10	-26.73
當期逾放回收金額	NPL recovery	1,014	2,298	288	358	871	277	791	185.64	175.17
當期打銷呆帳	Write-offs	2,171	475	288	85	12	361	17	-95.17	-93.93
本期逾期放款餘額	**90-days NPLs - ending**	**3,398**	**2,252**	**3,398**	**3,211**	**2,833**	**2,473**	**2,252**	**-8.92**	**-33.71**
逾放比	**NPL ratio**									YoY(+/-)
逾放比-個金	Individual NPL ratio	0.13%	0.11%	0.13%	0.14%	0.11%	0.10%	0.11%	0.01%	-0.02%
逾放比-企金	Corporate NPL ratio	0.83%	0.49%	0.83%	0.75%	0.66%	0.56%	0.49%	-0.07%	-0.34%
逾放比-全行	Total NPL ratio	0.47%	0.30%	0.47%	0.44%	0.38%	0.33%	0.30%	-0.03%	-0.17%
備抵呆帳餘額（放款）	**Total reserves for loans**	**7,156**	**7,582**	**7,156**	**7,319**	**7,470**	**7,542**	**7,582**	**0.53**	**5.95**
覆蓋率	**Coverage ratio**									YoY(+/-)
覆蓋率-個金	Individual coverage ratio	695.80%	856.90%	695.80%	662.02%	812.96%	884.74%	856.90%	-27.84%	161.10%
覆蓋率-企金	Corporate coverage ratio	133.11%	224.40%	133.11%	146.36%	170.38%	197.89%	224.40%	26.51%	91.29%
覆蓋率-全行放款	Total coverage ratio	210.62%	336.62%	210.62%	227.98%	263.73%	304.96%	336.62%	31.66%	126.00%
信用卡資產品質	**Asset quality for credit card**									YoY(+/-,%)
逾放比	NPL ratio(90-day past due)	0.38%	0.44%	0.38%	0.44%	0.42%	0.43%	0.44%	0.01%	0.06%
覆蓋率	Coverage ratio	473.68%	428.65%	473.68%	438.30%	430.68%	438.88%	428.65%	-10.23%	-45.03%
當期打銷呆帳	Write-offs	214	181	46	41	46	48	46	-4.59	0.14
淨轉催率	Net charge off ratio	-0.76%	-0.92%	-0.76%	-1.02%	-0.96%	-0.92%	-0.92%	0.01%	-0.16%
提列呆帳	**Provisions for credit loss**									YoY(%)
呆帳費用提列-放款	Provision for loan loss, net	2,892	923	2,033	241	155	460	68	-85.31	-96.68
呆帳費用提列-應收及保證	Provision for credit loss, net	139	142	76	52	27	27	36	31.26	-53.21
呆帳費用提列-信用卡及其他	Provision for credit card, net	-406	-109	-41	-38	-25	-21	-25	22.13	-38.07
當期呆帳費用	**Total provisions**	**2,625**	**956**	**2,068**	**255**	**157**	**466**	**78**	**-83.32**	**-96.24**