

# SinoPac Holdings

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Non-deal Roadshow with Credit Suisse  
May 11<sup>th</sup> ~May 15<sup>th</sup>, 2015

# Disclaimer

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# Agenda

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# 一、金控整體營運摘要

金控獲利表現良好，稅後權益報酬率(ROAE) 11.41%

- 1Q淨收益NT\$8,303Mn，QoQ +2.8%；YoY -11.1%
- 1Q稅後淨利NT\$3,632Mn，QoQ +113.8%；YoY +22.9%

業務穩健發展，手續費收益增加

- 1Q利息淨收益NT\$4,411Mn(56%)，QoQ -2.4%；YoY +0.4%
- 1Q手續費淨收益NT\$2,404Mn(29%)，QoQ +4.6%；YoY -3.4%。財富管理手續費相較前季與去年同期均為成長

資產品質持續增強

- 1Q NPL ratio 0.22%、Coverage ratio 709.06%，放款覆蓋率1.54%，優於同業平均水準

# 金控整體業務成果摘要

## Major achievements

- 銀行與證券共同完成首檔專業自然人參與認購的寶島債券
- 銀行推出百元理財專案，開發小資年輕世代族群，建構“全民微理財”經營模式
- 證券榮獲證券交易所頒發「流通證券獎」及「活絡經濟獎」兩項殊榮，為上市掛牌家數最多及IPO市值最大的承銷商
- 證券再度獲證交所頒發「權證發行總檔數第二名」，以及「權證受託買賣成交值第三名」獎項，穩居市場領先地位
- 投信基金績效亮眼，榮獲2014年台股、科技、平衡、大中華、債券等5項年度冠軍
- 投信全權委託代操業務獲勞退基金100億元的代操資格
- 投信發行之「永豐趨勢平衡基金」，榮獲4項大獎(第十八屆傑出基金金鑽獎-債券股票平衡型一般型股五年期/十年期、2015理柏台灣基金獎-新台幣平衡混合型五年期/十年期)

## 二、金控Financial Highlights

| NT\$Mn ;<br>Mn Shares | 2012      | 2013      | 2014      | 2015/1~3M | YoY   | 2015/1Q   | 2014/4Q   | QoQ   |
|-----------------------|-----------|-----------|-----------|-----------|-------|-----------|-----------|-------|
| 股本                    | 75,683    | 82,077    | 94,709    | 94,709    | 15%   | 94,709    | 94,709    | 0.0%  |
| 流通股數                  | 7,568     | 8,208     | 9,471     | 9,471     | 15%   | 9,471     | 9,471     | 0.0%  |
| 權益                    | 97,727    | 108,447   | 125,549   | 128,519   | 15%   | 128,519   | 125,549   | 2.4%  |
| 總資產                   | 1,365,709 | 1,465,945 | 1,549,706 | 1,563,222 | 1.1%  | 1,563,222 | 1,549,706 | 0.9%  |
| Leverage              | 13.97     | 13.52     | 12.34     | 12.16     | -1.73 | 12.16     | 12.34     | -1.5% |
| 淨收益                   | 28,171    | 32,977    | 38,496    | 8,303     | -11%  | 8,303     | 8,080     | 3%    |
| 稅後淨利                  | 9,624     | 10,791    | 12,989    | 3,632     | 23%   | 3,632     | 1,699     | 114%  |
| EPS (元)               | 1.09      | 1.22      | 1.45      | 0.38      | 0.05  | 0.38      | 0.19      | 0.19  |
| 每股淨值 (元)              | 12.91     | 13.21     | 13.26     | 13.57     | 0.01  | 13.57     | 13.26     | 0.31  |
| ROAA                  | 0.72%     | 0.75%     | 0.85%     | 0.93%     | 0.15% | 0.93%     | 0.45%     | 0.48% |
| ROAE                  | 10.26%    | 10.41%    | 11.22%    | 11.41%    | 0.72% | 11.41%    | 5.45%     | 5.96% |
| CAR                   | 121%      | 105%      | 120%      | 122%      | 19%   | 122%      | 120%      | 2%    |
| DLR                   | 110%      | 111%      | 106%      | 106%      | -5%   | 106%      | 106%      | 0%    |

# 銀行Financial Highlights

| NT\$Mn       | 2012      | 2013      | 2014      | 2015/1~3M | YoY    | 2015/1Q   | 2014/4Q   | QoQ    |
|--------------|-----------|-----------|-----------|-----------|--------|-----------|-----------|--------|
| 股本           | 53,862    | 59,616    | 66,375    | 66,375    | 11.3%  | 66,375    | 66,375    | 0.0%   |
| 權益           | 78,251    | 87,552    | 99,663    | 102,322   | 13%    | 102,322   | 99,663    | 2.7%   |
| 總資產          | 1,266,443 | 1,357,033 | 1,415,591 | 1,413,699 | -1.2%  | 1,413,699 | 1,415,591 | -0.1%  |
| PPOP         | 9,325     | 12,950    | 16,987    | 2,686     | -35%   | 2,686     | 3,150     | -14.7% |
| 稅後淨利         | 8,348     | 9,603     | 11,355    | 2,985     | 16%    | 2,985     | 1,612     | 85%    |
| EPS (元)      | 1.27      | 1.45      | 1.71      | 0.45      | 0.06   | 0.45      | 0.24      | 0.21   |
| 每股淨值         | 14.53     | 14.69     | 15.02     | 15.42     | 0.26   | 15.42     | 15.02     | 0.40   |
| ROAA         | 0.68%     | 0.72%     | 0.81%     | 0.84%     | 0.11%  | 0.84%     | 0.46%     | 0.38%  |
| ROAE         | 11.23%    | 11.46%    | 12.02%    | 11.79%    | 0.36%  | 11.79%    | 6.48%     | 5.31%  |
| Leverage     | 16.51     | 15.92     | 14.84     | 14.04     | -1.62  | 14.04     | 14.09     | -0.05  |
| 總存款          | 1,038,108 | 1,100,916 | 1,129,098 | 1,136,323 | -1.2%  | 1,136,323 | 1,129,098 | 0.6%   |
| 總放款          | 799,039   | 829,030   | 817,633   | 825,523   | 0.9%   | 825,523   | 817,633   | 1.0%   |
| 放存比          | 77.0%     | 75.3%     | 72.4%     | 72.6%     | -2.7%  | 72.6%     | 72.4%     | 0.2%   |
| NPL Ratio    | 0.34%     | 0.37%     | 0.23%     | 0.22%     | -0.15% | 0.22%     | 0.23%     | -0.02% |
| 備抵覆蓋率        | 308%      | 305%      | 699%      | 709%      | 395%   | 709%      | 699%      | 10%    |
| 放款覆蓋率        | 1.06%     | 1.12%     | 1.63%     | 1.54%     | 0.38%  | 1.54%     | 1.63%     | -0.10% |
| BIS Ratio    | 13.68%    | 12.45%    | 13.18%    | 13.56%    | 1.59%  | 13.56%    | 13.18%    | 0.38%  |
| Tier 1 Ratio | 9.13%     | 8.99%     | 9.76%     | 10.15%    | 1.49%  | 10.15%    | 9.76%     | 0.39%  |

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

Note2: numbers are presented on consolidated basis.

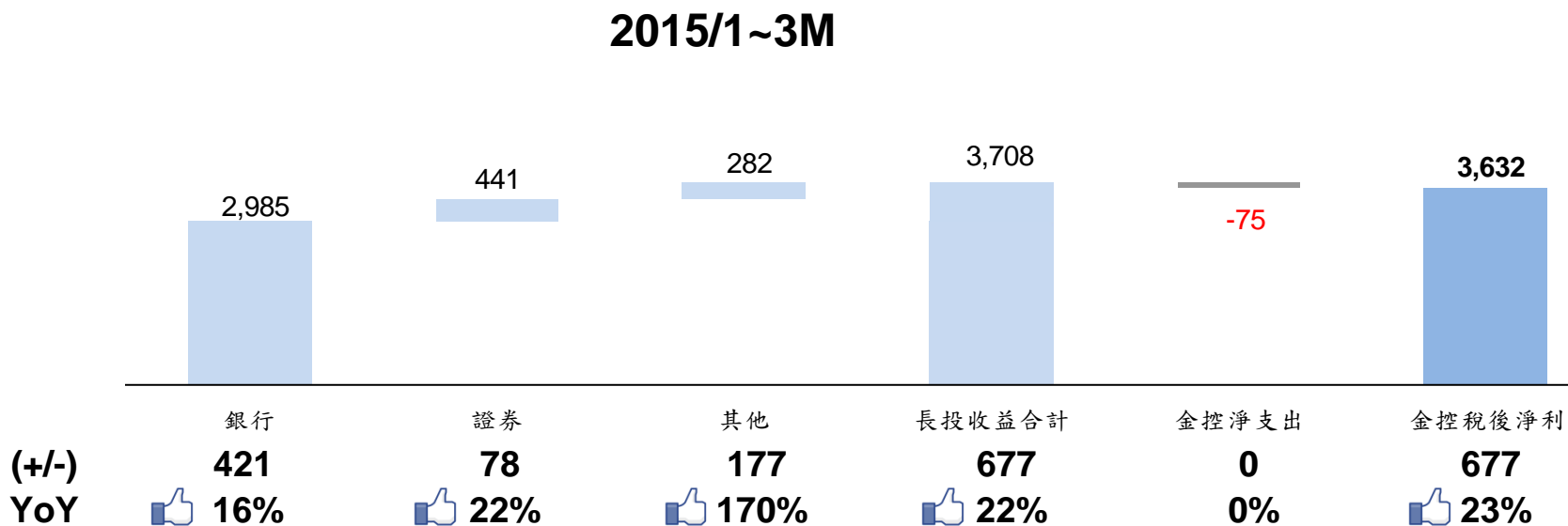
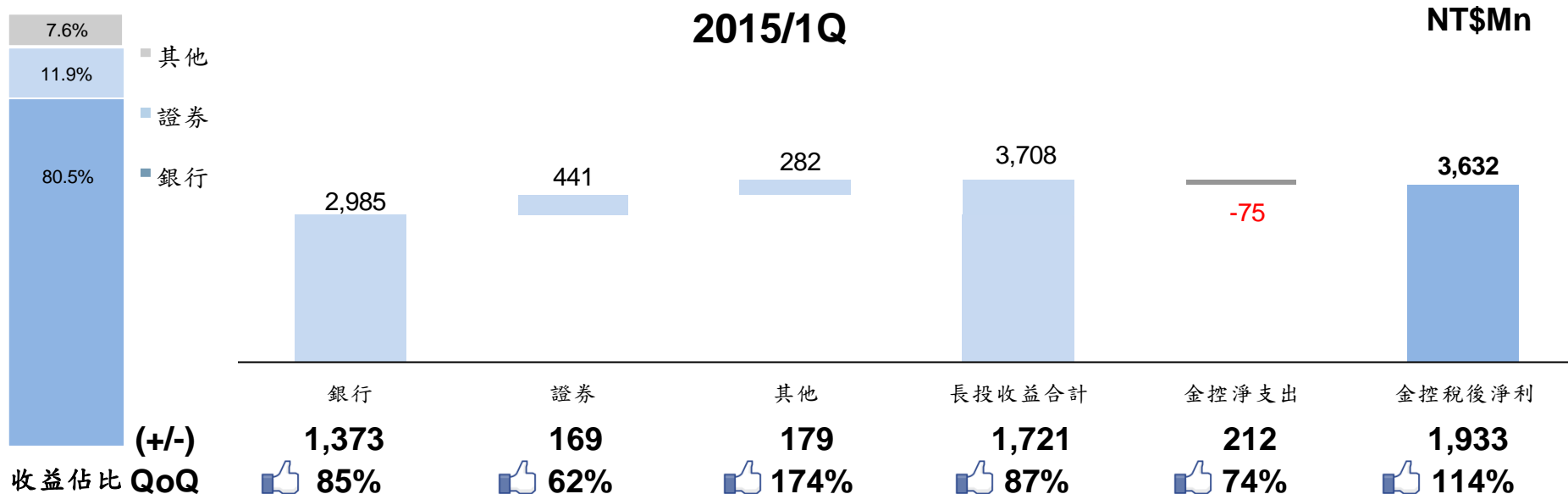
# 證券 Financial Highlights

| NT\$Mn    | 2012   | 2013   | 2014    | 2015/1-3M | YoY     | 2015/1Q | 2014/4Q | QoQ     |
|-----------|--------|--------|---------|-----------|---------|---------|---------|---------|
| 股本        | 15,365 | 16,212 | 16,212  | 16,212    | 0.00%   | 16,212  | 16,212  | 0.00%   |
| 淨值        | 22,759 | 23,834 | 25,121  | 25,598    | 5.51%   | 25,598  | 25,121  | 1.90%   |
| 總資產       | 82,272 | 88,908 | 110,609 | 127,619   | 36.27%  | 127,619 | 110,609 | 15.38%  |
| 資本利得      | 985    | 817    | 246     | 394       | 93.14%  | 394     | 85      | 363.53% |
| 穩定性收入     | 4,242  | 4,280  | 5,760   | 1,233     | -10.78% | 1,233   | 1,461   | -15.61% |
| 稅後淨利      | 1,161  | 1,003  | 1,420   | 441       | 21.49%  | 441     | 272     | 62.13%  |
| EPS (元)   | 0.72   | 0.62   | 0.88    | 0.27      | 0.05    | 0.27    | 0.17    | 0.10    |
| 每股淨值 (元)  | 14.04  | 14.70  | 15.50   | 15.79     | 0.05    | 15.79   | 15.50   | 0.29    |
| 資本適足率     | 372%   | 351%   | 357%    | 313%      | -40%    | 313%    | 357%    | -44%    |
| ROAA      | 1.42%  | 1.16%  | 1.32%   | 1.41%     | -0.23%  | 1.41%   | 0.98%   | 0.43%   |
| ROAE      | 5.15%  | 4.32%  | 5.80%   | 7.05%     | 0.96%   | 7.05%   | 4.33%   | 2.72%   |
| Leverage  | 3.61   | 3.73   | 4.40    | 4.99      | 1.13    | 4.99    | 4.40    | 0.59    |
| 經紀業務市占率   | 4.99%  | 5.23%  | 5.32%   | 4.78%     | -0.74%  | 4.78%   | 5.10%   | -0.32%  |
| 平均融資餘額    | 12,514 | 13,897 | 17,250  | 18,392    | 11.74%  | 18,392  | 17,202  | 6.92%   |
| 平均融資餘額市占率 | 5.50%  | 6.23%  | 6.55%   | 6.61%     | 0.10%   | 6.61%   | 6.55%   | 0.06%   |

Note: numbers are presented on consolidated basis.



# 三、金控各子公司獲利貢獻



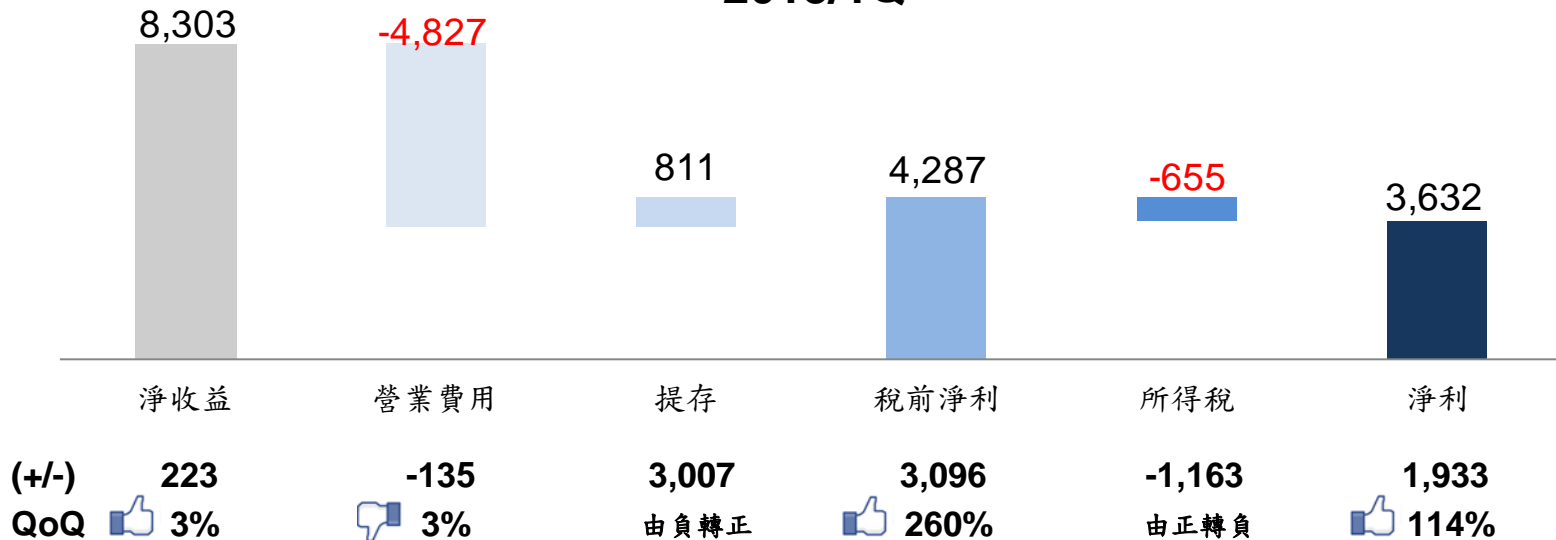
註1：金控公司淨支出為金控本身收入扣除利息支出及營業費用

註2：👍 : better    👎 : worse

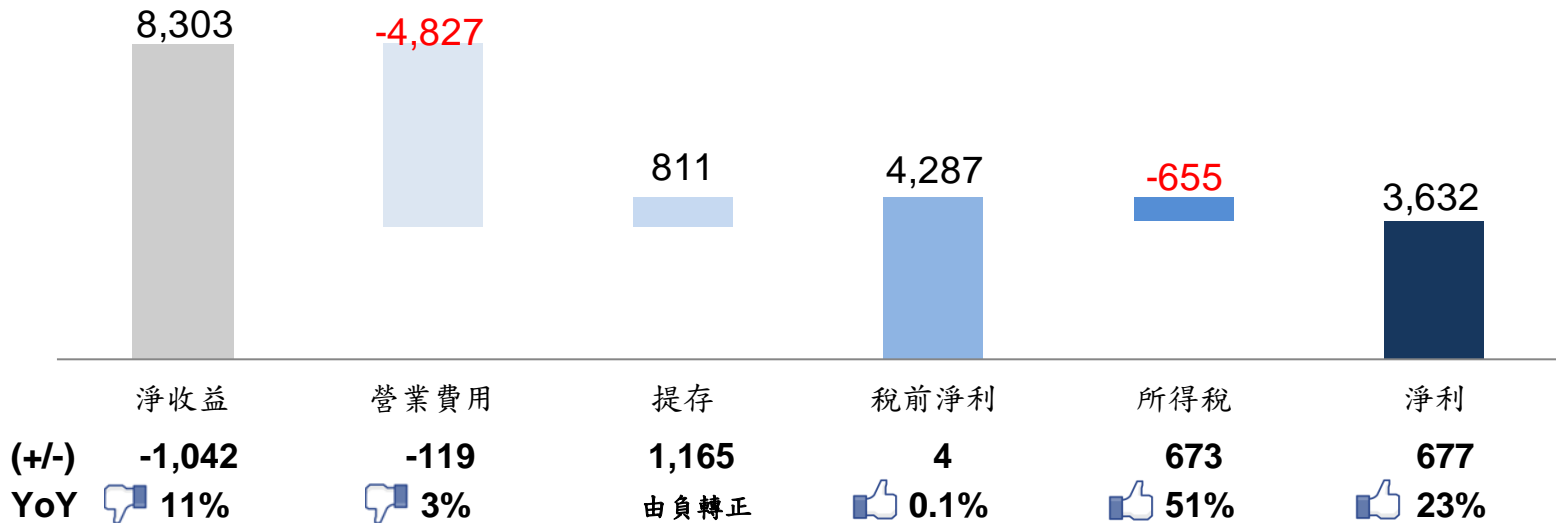
# 金控獲利比較

NT\$Mn

## 2015/1Q



## 2015/1~3M



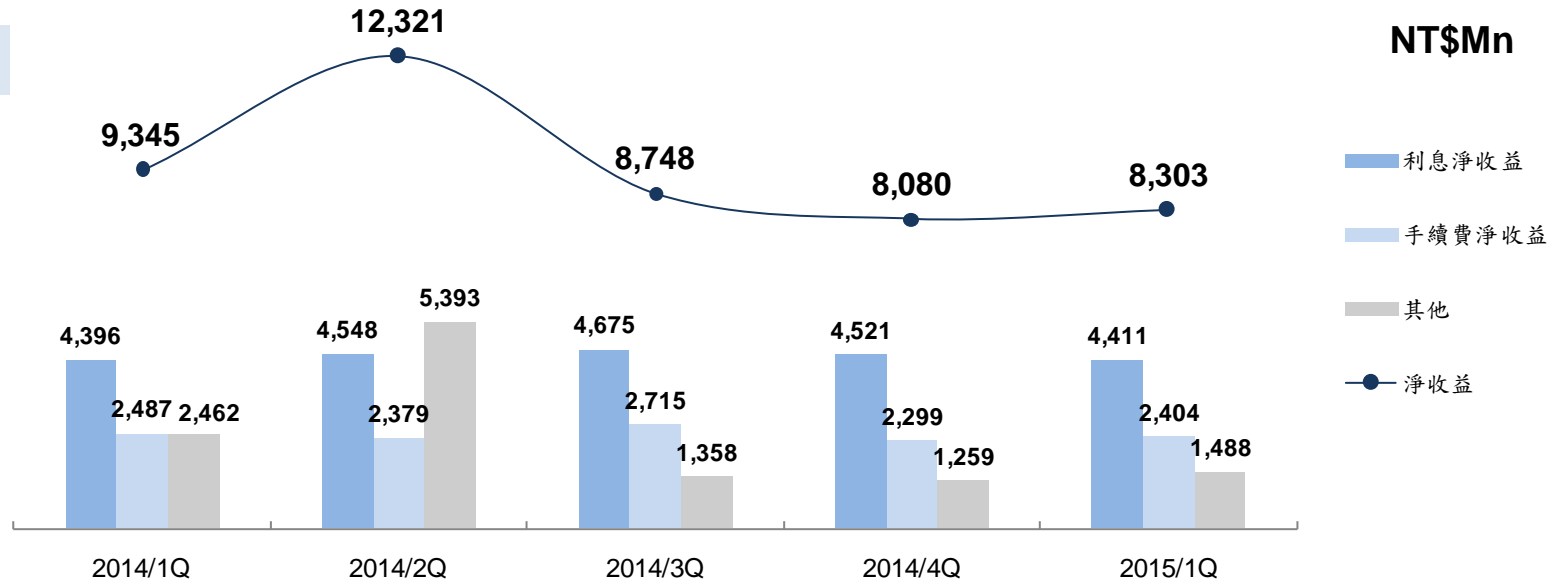
Note1 : 👍 : better    👎 : worse

Note 2 : numbers are presented on consolidated basis.

# 金控淨收益趨勢

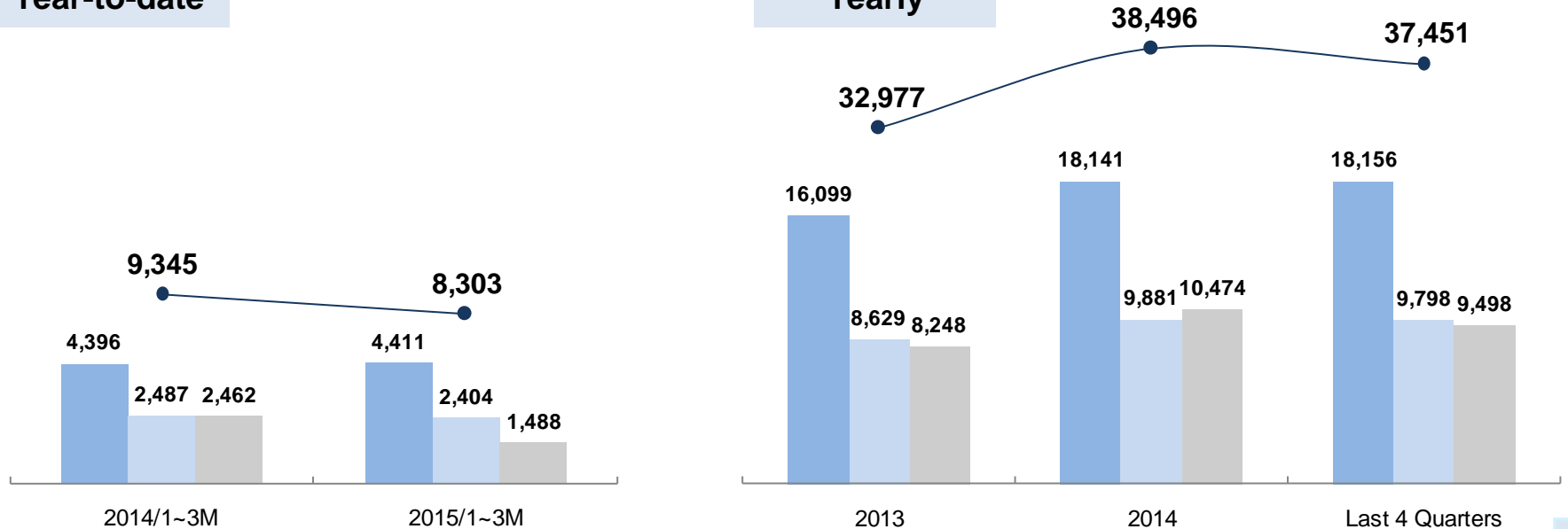
Quarterly

NT\$Mn



Year-to-date

Yearly



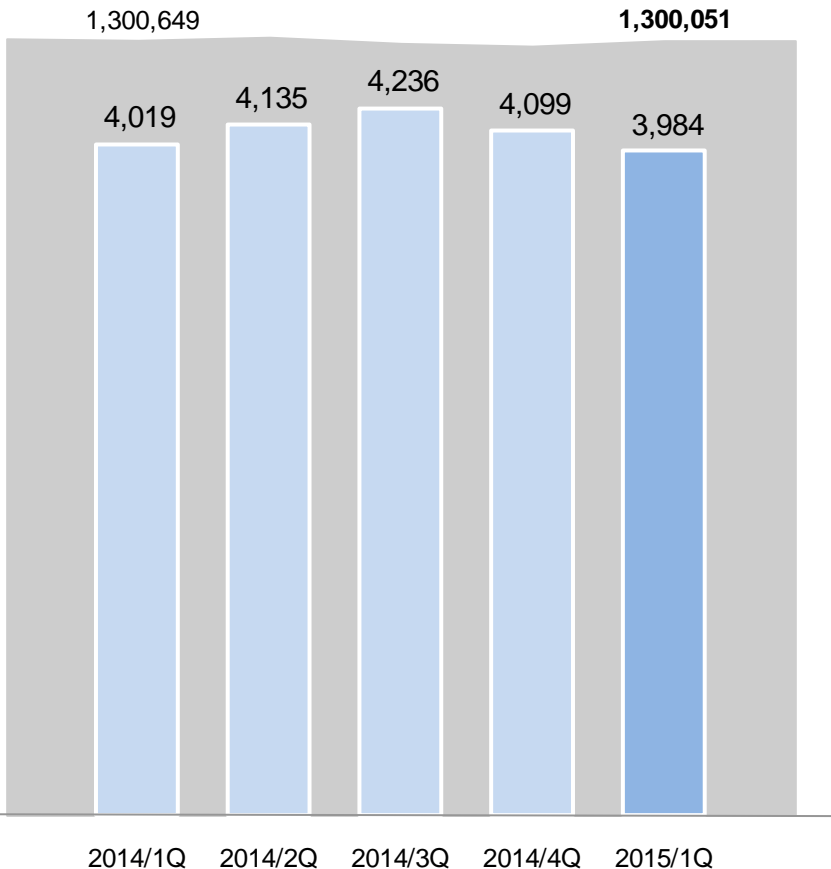
Note: numbers are presented on consolidated basis.

# 銀行NIM & Spread

## Interest earning assets & Net interest income

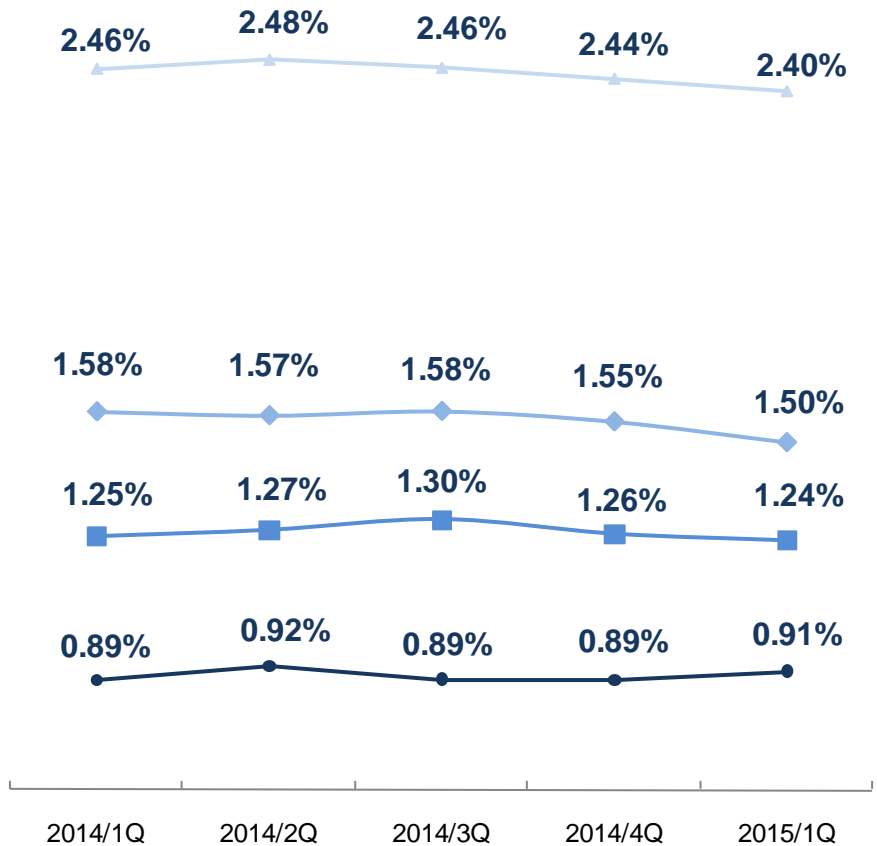
NT\$Mn

■ Interest earning assets    ■ NII



## NIM & Spread

◆ Spread    ■ NIM    ▲ Loan    ● Deposit

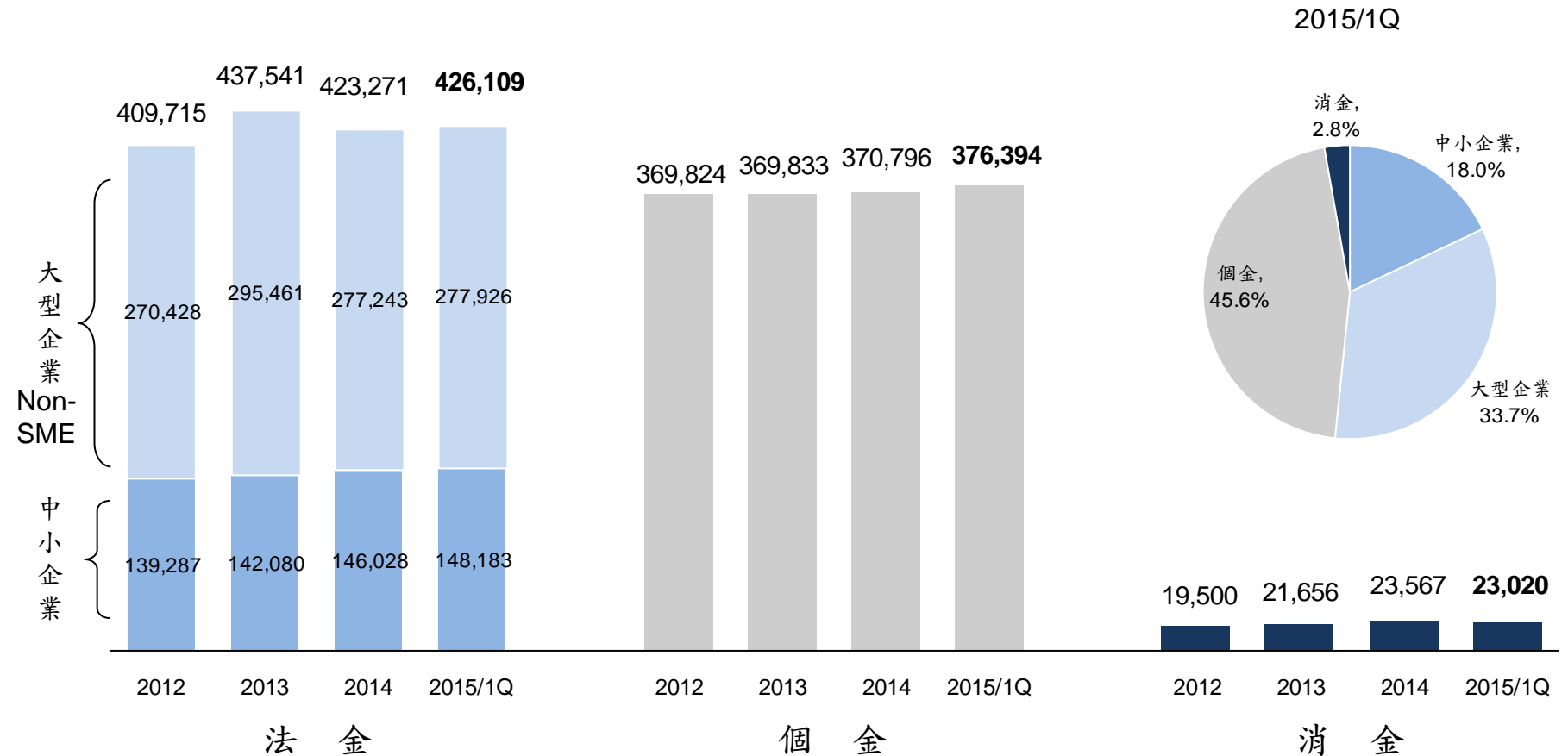


Note: numbers are presented on consolidated basis.

# 銀行放款結構分析

NT\$Mn

| NT\$Mn | 2014    | 2015/1Q | YTD  |
|--------|---------|---------|------|
| 總放款    | 817,633 | 825,523 | 1.0% |



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

Note2: numbers are presented on consolidated basis.

# 銀行存款結構分析

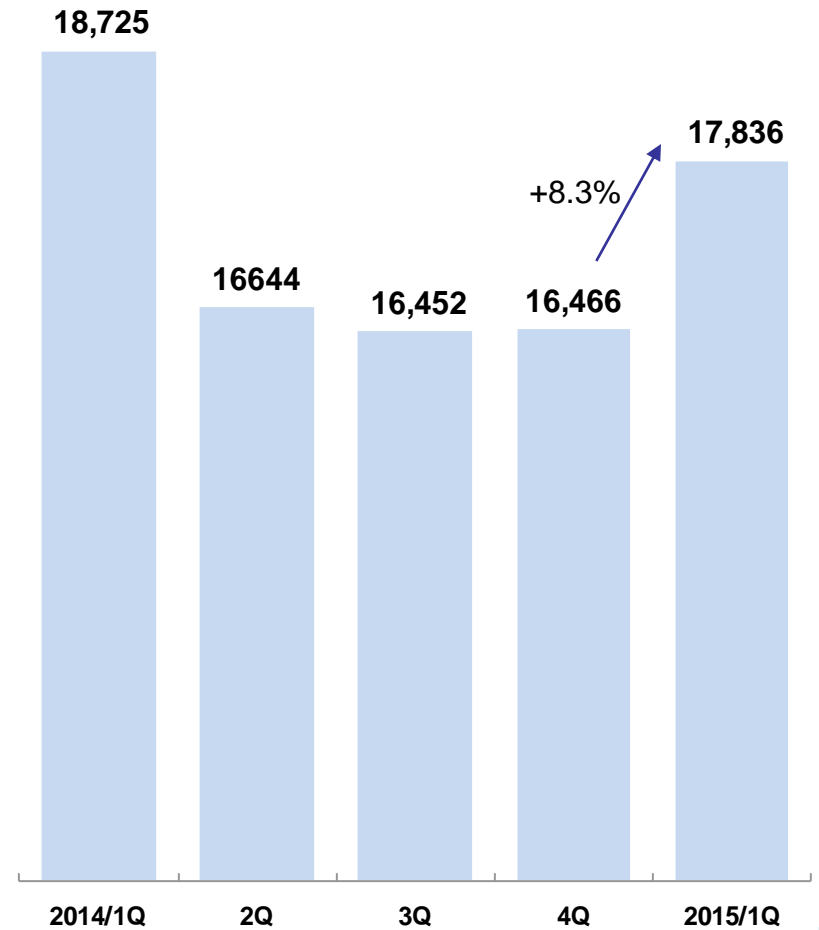
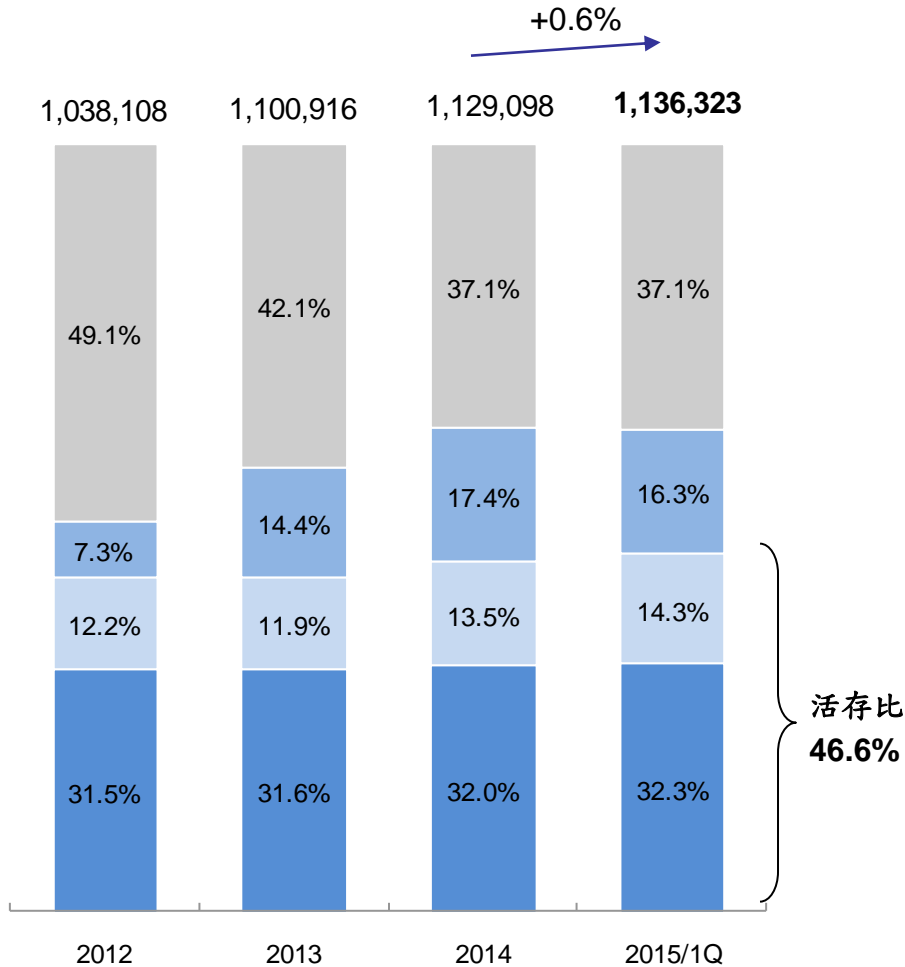
## Total Deposits

## RMB Deposit

NT\$Mn

RMB\$Mn

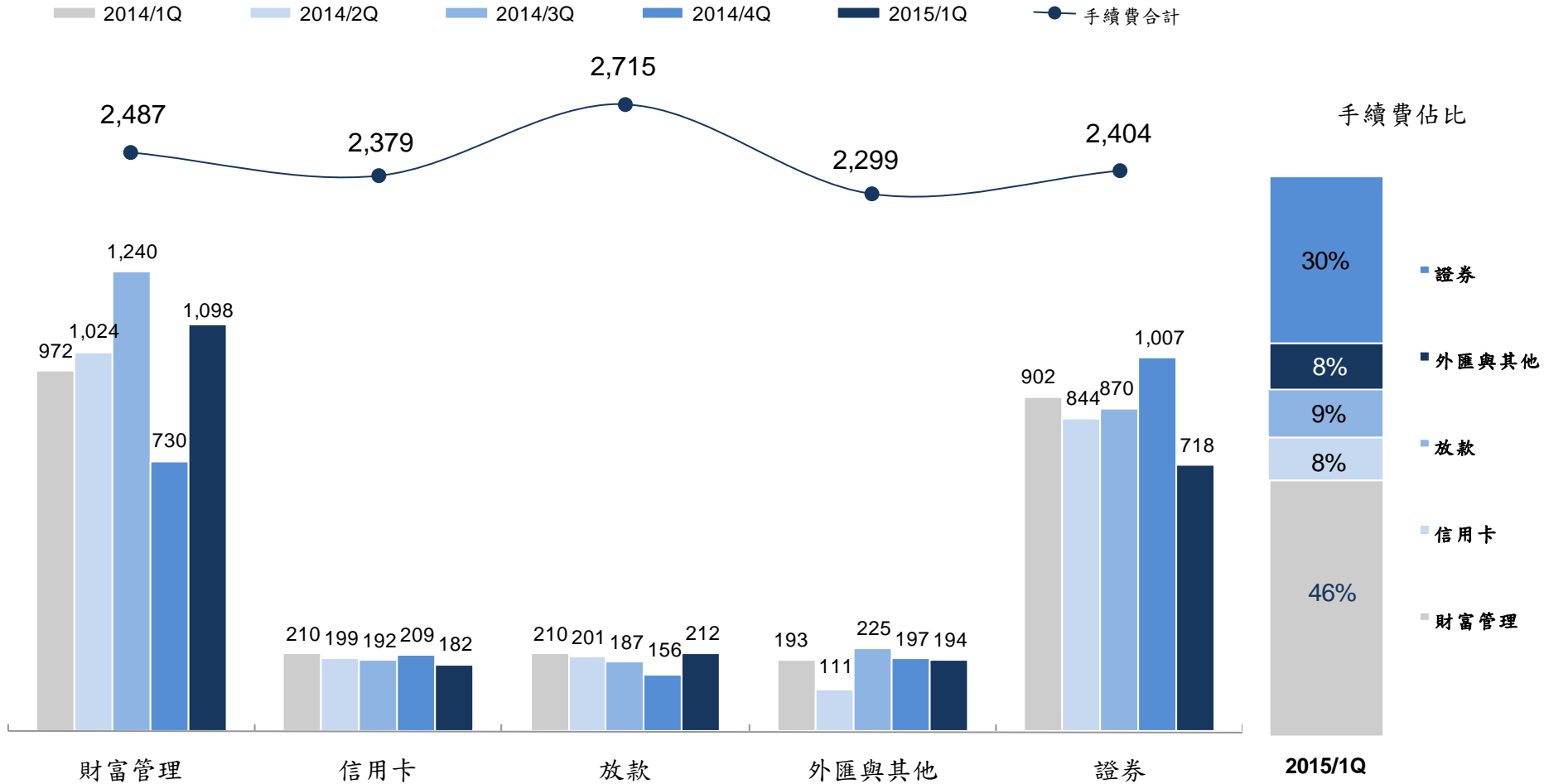
■ 台幣活存    ■ 外幣活存    ■ 外幣定存    ■ 台幣定存



Note: numbers are presented on consolidated basis.

# 金控手續費收入組合

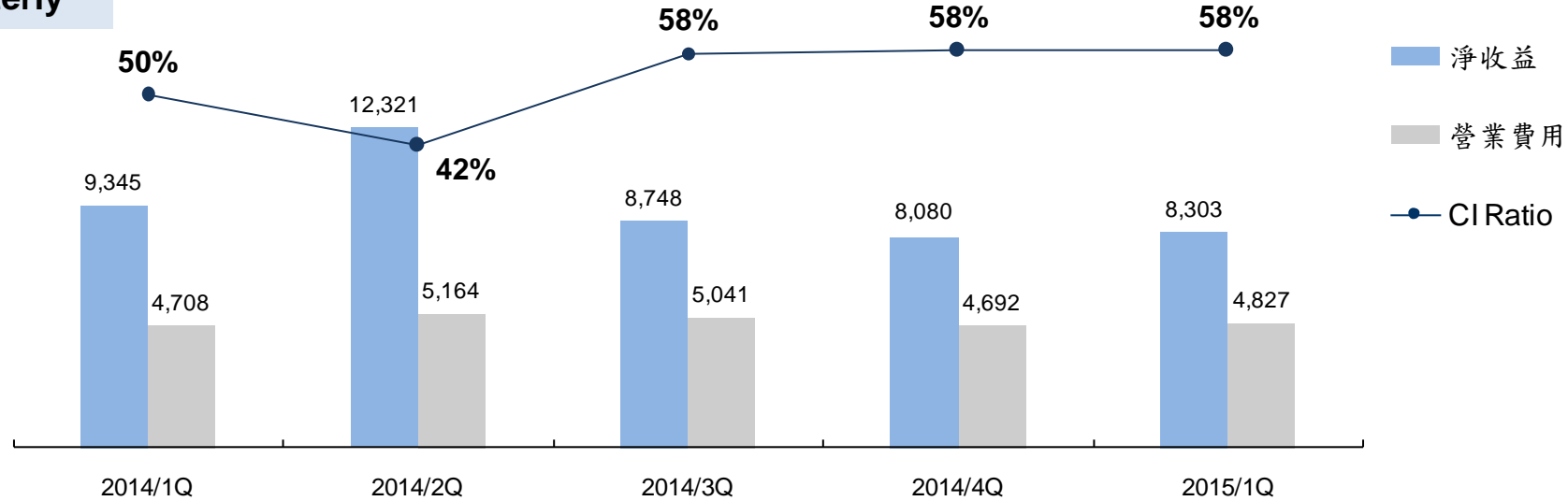
NT\$Mn



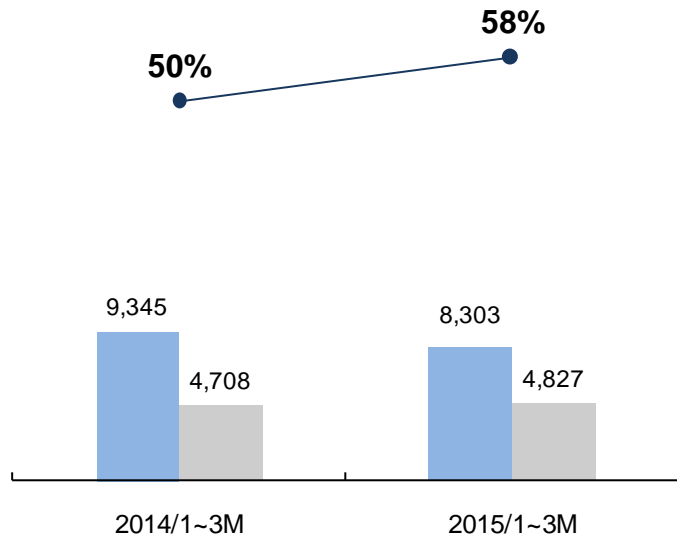
Note: numbers are presented on consolidated basis.

# 金控營業費用分析

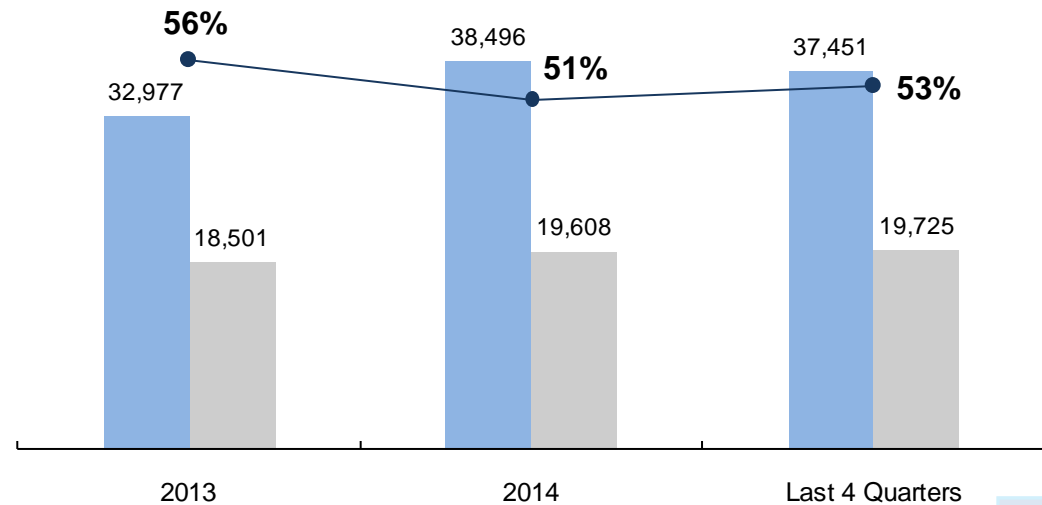
## Quarterly



## Year-to-date



## Yearly

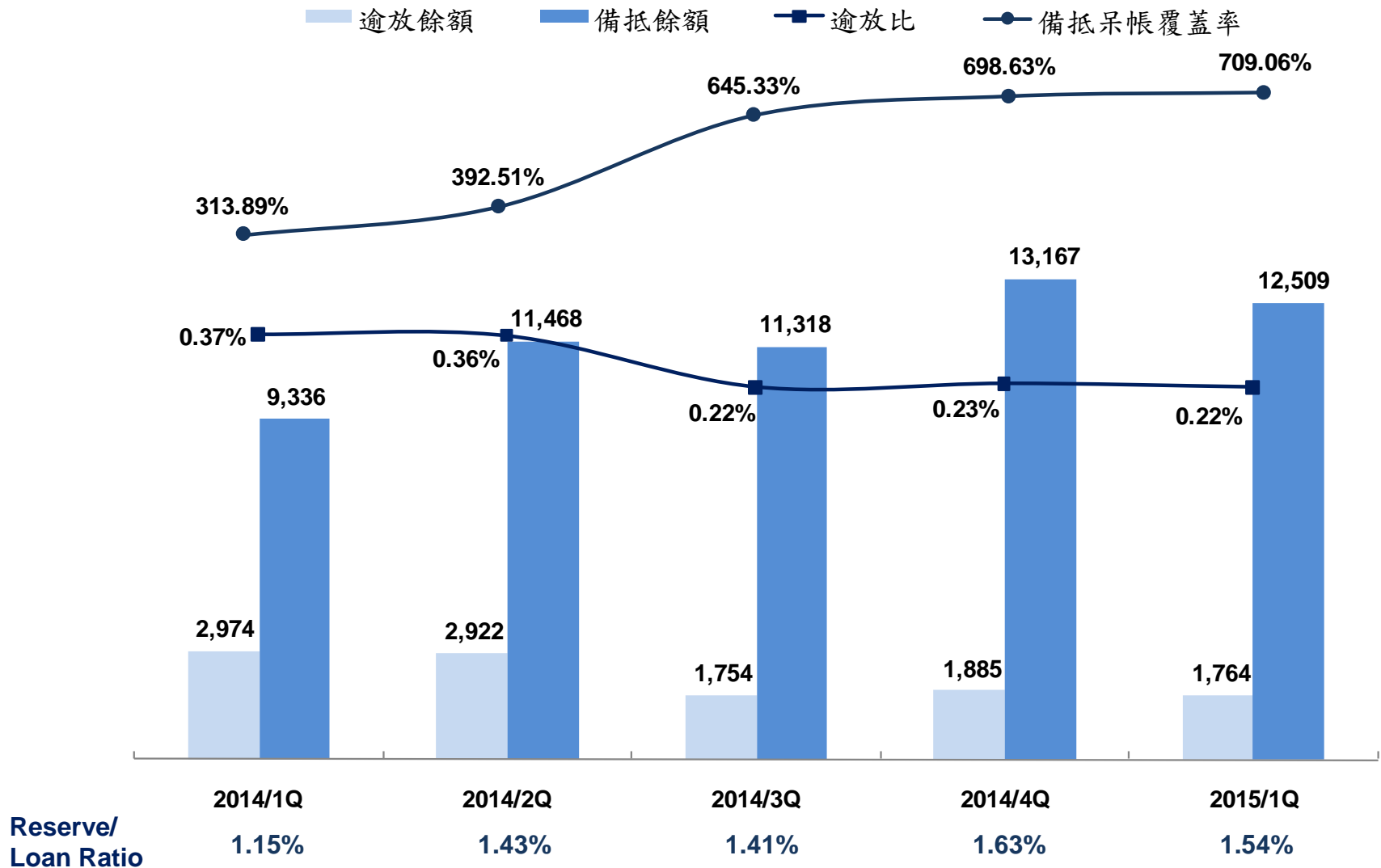


Note: numbers are presented on consolidated basis.



# 銀行放款資產品質

NT\$Mn



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

Note 2: numbers are presented on consolidated basis.

# 未來營運觀察重點

## 一帶一路



# Appendix 1/13

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

| NT\$ Mn                                                    | Yearly Results   |                  | Quarterly Results |                  |                  |                  |                  | QoQ(%)      | YoY(%)        |
|------------------------------------------------------------|------------------|------------------|-------------------|------------------|------------------|------------------|------------------|-------------|---------------|
|                                                            | 2013             | 2014             | 1Q14              | 2Q14             | 3Q14             | 4Q14             | 1Q15             |             |               |
| <b>Assets:</b>                                             |                  |                  |                   |                  |                  |                  |                  |             |               |
| Cash and cash equivalents, net                             | 36,441           | 45,525           | 42,037            | 22,536           | 19,804           | 45,525           | 33,506           | -26.40      | -20.29        |
| Due from the central bank and call loans to banks, net     | 61,148           | 90,158           | 91,082            | 90,802           | 85,639           | 90,158           | 101,483          | 12.56       | 11.42         |
| Financial assets at fair value through profit or loss      | 54,465           | 89,579           | 74,671            | 79,415           | 79,337           | 89,579           | 93,389           | 4.25        | 25.07         |
| Securities purchased under agreements to resell            | 2,658            | 21,224           | 10,023            | 26,582           | 21,490           | 21,224           | 20,652           | -2.69       | 106.05        |
| Receivables, net                                           | 151,101          | 176,437          | 164,379           | 175,400          | 179,790          | 176,437          | 180,933          | 2.55        | 10.07         |
| Current tax assets                                         | 410              | 224              | 222               | 253              | 243              | 224              | 219              | -1.97       | -1.32         |
| Discounts and loans, net                                   | 808,204          | 790,969          | 798,423           | 789,934          | 790,012          | 790,969          | 798,599          | 0.96        | 0.02          |
| Available-for-sale financial assets                        | 63,585           | 210,732          | 64,781            | 57,335           | 67,664           | 210,732          | 201,790          | -4.24       | 211.50        |
| Held-to-maturity financial assets                          | 214,418          | 46,114           | 190,030           | 172,755          | 179,543          | 46,114           | 51,206           | 11.04       | -73.05        |
| Investments accounted for using the equity method, net     | 83               | 472              | 508               | 483              | 477              | 472              | 450              | -4.64       | -11.38        |
| Other financial assets, net                                | 42,100           | 41,871           | 72,031            | 65,645           | 49,013           | 41,871           | 43,454           | 3.78        | -39.67        |
| Investment property, net                                   | 1,746            | 1,735            | 1,743             | 1,740            | 1,737            | 1,735            | 1,772            | 2.13        | 1.70          |
| Property, plant and equipment, net                         | 13,999           | 13,807           | 13,958            | 13,909           | 13,817           | 13,807           | 13,737           | -0.51       | -1.58         |
| Intangible assets, net                                     | 3,041            | 2,837            | 3,028             | 2,991            | 3,013            | 2,837            | 2,796            | -1.46       | -7.68         |
| Deferred tax assets                                        | 2,718            | 3,228            | 2,592             | 2,720            | 3,017            | 3,228            | 3,048            | -5.57       | 17.59         |
| Other assets, net                                          | 9,830            | 14,794           | 17,229            | 20,049           | 14,246           | 14,794           | 16,188           | 9.43        | -6.04         |
| <b>Total Assets</b>                                        | <b>1,465,945</b> | <b>1,549,706</b> | <b>1,546,737</b>  | <b>1,522,549</b> | <b>1,508,842</b> | <b>1,549,706</b> | <b>1,563,222</b> | <b>0.87</b> | <b>1.07</b>   |
| <b>Liabilities and equity</b>                              |                  |                  |                   |                  |                  |                  |                  |             |               |
| <b>Liabilities</b>                                         |                  |                  |                   |                  |                  |                  |                  |             |               |
| Deposits from the central bank and banks                   | 87,589           | 69,606           | 92,681            | 78,895           | 69,999           | 69,606           | 72,195           | 3.72        | -22.10        |
| Commercial paper payable, net                              | 18,301           | 27,877           | 28,738            | 29,318           | 29,915           | 27,877           | 32,660           | 17.15       | 13.65         |
| Financial liabilities at fair value through profit or loss | 14,072           | 24,135           | 23,410            | 21,603           | 21,107           | 24,135           | 20,988           | -13.04      | -10.35        |
| Derivative financial liabilities for hedging               | 6                | 33               | 12                | 24               | 15               | 33               | 0                | -100.00     | -100.00       |
| Securities sold under agreement to repurchase              | 20,099           | 41,761           | 19,647            | 24,104           | 36,167           | 41,761           | 37,842           | -9.39       | 92.60         |
| Payables                                                   | 34,183           | 35,418           | 31,865            | 38,037           | 39,590           | 35,418           | 32,977           | -6.89       | 3.49          |
| Current tax liabilities                                    | 1,056            | 1,417            | 2,082             | 1,779            | 1,822            | 1,417            | 1,809            | 27.69       | -13.11        |
| Deposit and remittances                                    | 1,086,645        | 1,115,170        | 1,136,662         | 1,113,228        | 1,087,519        | 1,115,170        | 1,119,077        | 0.35        | -1.55         |
| Bonds payable                                              | 45,087           | 48,566           | 43,488            | 45,987           | 48,567           | 48,566           | 43,567           | -10.29      | 0.18          |
| Short-term borrowings                                      | 10,198           | 11,082           | 9,473             | 11,068           | 8,034            | 11,082           | 20,037           | 80.82       | 111.53        |
| Long-term borrowings                                       | 10,145           | 9,874            | 9,029             | 7,873            | 8,127            | 9,874            | 9,577            | -3.01       | 6.07          |
| Liabilities component of preferred stocks                  | 18               | 18               | 18                | 18               | 18               | 18               | 18               | 0.00        | 0.00          |
| Provisions                                                 | 3,176            | 3,164            | 3,198             | 3,205            | 3,221            | 3,164            | 3,201            | 1.16        | 0.10          |
| Other financial liabilities                                | 18,125           | 27,299           | 21,659            | 26,037           | 28,015           | 27,299           | 30,033           | 10.02       | 38.66         |
| Deferred tax liabilities                                   | 1,240            | 1,445            | 1,324             | 1,296            | 1,290            | 1,445            | 1,359            | -5.94       | 2.64          |
| Other liabilities                                          | 7,498            | 7,233            | 12,062            | 7,359            | 8,762            | 7,233            | 9,305            | 28.64       | -22.86        |
| <b>Total liabilities</b>                                   | <b>1,357,438</b> | <b>1,424,098</b> | <b>1,435,347</b>  | <b>1,409,831</b> | <b>1,392,167</b> | <b>1,424,098</b> | <b>1,434,644</b> | <b>0.74</b> | <b>(0.05)</b> |
| Capital stock                                              | 82,077           | 94,709           | 82,077            | 88,709           | 88,709           | 94,709           | 94,709           | 0.00        | 15.39         |
| Capital surplus                                            | 1,524            | 2,227            | 1,524             | 1,524            | 1,524            | 2,227            | 2,227            | 0.00        | 46.09         |
| Retain earnings                                            | 22,775           | 26,403           | 25,731            | 20,594           | 24,684           | 26,403           | 29,900           | 13.25       | 16.20         |
| Other equity interest                                      | 2,070            | 2,210            | 1,998             | 1,830            | 1,698            | 2,210            | 1,683            | -23.84      | -15.75        |
| <b>Total equity attributable to owners of the parent</b>   | <b>108,447</b>   | <b>125,549</b>   | <b>111,330</b>    | <b>112,658</b>   | <b>116,616</b>   | <b>125,549</b>   | <b>128,519</b>   | <b>2.37</b> | <b>15.44</b>  |
| Non-controlling interests                                  | 60               | 60               | 60                | 60               | 60               | 60               | 59               | -0.20       | -0.65         |
| <b>TOTAL</b>                                               | <b>1,465,945</b> | <b>1,549,706</b> | <b>1,546,737</b>  | <b>1,522,549</b> | <b>1,508,842</b> | <b>1,549,706</b> | <b>1,563,222</b> | <b>0.87</b> | <b>1.07</b>   |

# Appendix 2/13

## Balance Sheet of SPH and its subsidiaries for the 3 months ended Mar. 31, 2015

| NT\$Mn                                                     | BSP<br>(Consolidated) | SPS<br>(Consolidated) | Trust        | Leasing<br>(Consolidated) | Others         | Sum              | Adj. Items      | SPH<br>(Consolidated) |
|------------------------------------------------------------|-----------------------|-----------------------|--------------|---------------------------|----------------|------------------|-----------------|-----------------------|
| <b>Assets:</b>                                             |                       |                       |              |                           |                |                  |                 |                       |
| Cash and cash equivalents, net                             | 31,899                | 3,363                 | 179          | 945                       | 3,054          | 39,439           | -5,933          | 33,506                |
| Due from the central bank and call loans to banks, net     | 101,483               | 0                     | 0            | 0                         | 0              | 101,483          | 0               | 101,483               |
| Financial assets at fair value through profit or loss      | 46,998                | 46,432                | 0            | 0                         | 0              | 93,429           | -40             | 93,389                |
| Derivative financial assets for hedging                    | 0                     | 0                     | 0            | 0                         | 0              | 0                | 0               | 0                     |
| Securities purchased under agreements to resell            | 15,189                | 5,463                 | 0            | 0                         | 1,600          | 22,252           | -1,600          | 20,652                |
| Receivables, net                                           | 133,555               | 40,090                | 36           | 7,273                     | 1,458          | 182,411          | -1,478          | 180,933               |
| Current tax assets                                         | 1,182                 | 83                    | 9            | 14                        | 1,614          | 2,902            | -2,683          | 219                   |
| Discounts and loans, net                                   | 799,059               | 0                     | 0            | 2,651                     | 0              | 801,710          | -3,111          | 798,599               |
| Available-for-sale financial assets                        | 198,988               | 1,209                 | 22           | 0                         | 1,570          | 201,790          | 0               | 201,790               |
| Held-to-maturity financial assets                          | 51,206                | 0                     | 0            | 0                         | 0              | 51,206           | 0               | 51,206                |
| Investments accounted for using the equity method, net     | 0                     | 0                     | 360          | 0                         | 136,215        | 136,575          | -136,125        | 450                   |
| Other financial assets, net                                | 13,498                | 17,994                | 926          | 12,496                    | 4,410          | 49,324           | -5,869          | 43,454                |
| Investment property, net                                   | 0                     | 163                   | 0            | 4,302                     | 0              | 4,466            | -2,693          | 1,772                 |
| Property, plant and equipment, net                         | 10,828                | 2,156                 | 3            | 720                       | 30             | 13,737           | 0               | 13,737                |
| Intangible assets, net                                     | 1,983                 | 487                   | 1            | 5                         | 8              | 2,485            | 311             | 2,796                 |
| Deferred tax assets                                        | 2,775                 | 153                   | 0            | 41                        | 78             | 3,048            | 0               | 3,048                 |
| Other assets, net                                          | 5,057                 | 10,026                | 138          | 980                       | 42             | 16,243           | -54             | 16,188                |
| <b>Total Assets</b>                                        | <b>1,413,699</b>      | <b>127,619</b>        | <b>1,675</b> | <b>29,426</b>             | <b>150,079</b> | <b>1,722,499</b> | <b>-159,277</b> | <b>1,563,222</b>      |
| <b>Liabilities and equity</b>                              |                       |                       |              |                           |                |                  |                 |                       |
| <b>Liabilities</b>                                         |                       |                       |              |                           |                |                  |                 |                       |
| Deposits from the central bank and banks                   | 72,195                | 0                     | 0            | 0                         | 0              | 72,195           | 0               | 72,195                |
| Commercial paper payable, net                              | 0                     | 16,506                | 0            | 4,730                     | 11,424         | 32,660           | 0               | 32,660                |
| Financial liabilities at fair value through profit or loss | 18,674                | 2,355                 | 0            | 0                         | 0              | 21,029           | -40             | 20,988                |
| Derivative financial liabilities for hedging               | 0                     | 0                     | 0            | 0                         | 0              | 0                | 0               | 0                     |
| Securities sold under agreement to repurchase              | 4,110                 | 35,332                | 0            | 0                         | 0              | 39,442           | -1,600          | 37,842                |
| Payables                                                   | 16,151                | 18,089                | 39           | 104                       | 89             | 34,472           | -1,496          | 32,977                |
| Current tax liabilities                                    | 1,447                 | 262                   | 0            | 60                        | 2,723          | 4,492            | -2,683          | 1,809                 |
| Deposit and remittances                                    | 1,130,832             | 0                     | 0            | 0                         | 0              | 1,130,832        | -11,755         | 1,119,077             |
| Bonds payable                                              | 43,567                | 0                     | 0            | 0                         | 0              | 43,567           | 0               | 43,567                |
| Short-term borrowings                                      | 0                     | 10,754                | 0            | 7,823                     | 2,000          | 20,577           | -540            | 20,037                |
| Long-term borrowings                                       | 0                     | 1,045                 | 0            | 9,903                     | 1,200          | 12,148           | -2,571          | 9,577                 |
| Liabilities component of preferred stocks                  | 0                     | 0                     | 0            | 0                         | 18             | 18               | 0               | 18                    |
| Provisions                                                 | 2,912                 | 263                   | 3            | 14                        | 9              | 3,201            | 0               | 3,201                 |
| Other financial liabilities                                | 17,048                | 13,015                | 0            | 0                         | 0              | 30,063           | -30             | 30,033                |
| Deferred tax liabilities                                   | 873                   | 169                   | 3            | 309                       | 6              | 1,359            | 0               | 1,359                 |
| Other liabilities                                          | 3,568                 | 4,233                 | 121          | 1,395                     | 22             | 9,340            | -35             | 9,305                 |
| <b>Total liabilities</b>                                   | <b>1,311,377</b>      | <b>102,021</b>        | <b>166</b>   | <b>24,338</b>             | <b>17,491</b>  | <b>1,455,393</b> | <b>-20,749</b>  | <b>1,434,644</b>      |
| Share capital                                              | 66,375                | 16,212                | 1,420        | 4,275                     | 96,789         | 185,072          | -90,362         | 94,709                |
| Capital surplus                                            | 10,481                | 477                   | 1            | 1                         | 2,228          | 13,188           | -10,961         | 2,227                 |
| Retain earnings                                            | 25,109                | 9,023                 | 76           | 669                       | 30,544         | 65,421           | -35,521         | 29,900                |
| Other equity                                               | 358                   | -113                  | 12           | 142                       | 2,967          | 3,366            | -1,683          | 1,683                 |
| <b>Total equity attributable to owners of the parent</b>   | <b>102,322</b>        | <b>25,598</b>         | <b>1,509</b> | <b>5,088</b>              | <b>132,529</b> | <b>267,047</b>   | <b>-138,527</b> | <b>128,519</b>        |
| Non-controlling interests                                  | 0                     | 0                     | 0            | 0                         | 59             | 59               | 0               | 59                    |
| <b>TOTAL</b>                                               | <b>1,413,699</b>      | <b>127,619</b>        | <b>1,675</b> | <b>29,426</b>             | <b>150,079</b> | <b>1,722,499</b> | <b>-159,277</b> | <b>1,563,222</b>      |

# Appendix 3/13

## SPH's P&L (Consolidated) - IFRS

| NT\$ Mn                                                                                   | Yearly Results |               | Quarterly Results |               |              |              |              |               | YTD Results   |              |              |               |
|-------------------------------------------------------------------------------------------|----------------|---------------|-------------------|---------------|--------------|--------------|--------------|---------------|---------------|--------------|--------------|---------------|
|                                                                                           | 2013           | 2014          | 1Q14              | 2Q14          | 3Q14         | 4Q14         | 1Q15         | QoQ(%)        | YoY(%)        | 03M14        | 03M15        | YoY(%)        |
| Interest revenue                                                                          | 26,820         | 30,981        | 7,515             | 7,896         | 7,873        | 7,698        | 7,649        | -0.64         | 1.78          | 7,515        | 7,649        | 1.78          |
| Interest expense                                                                          | 10,721         | 12,841        | 3,119             | 3,347         | 3,198        | 3,177        | 3,238        | 1.91          | 3.81          | 3,119        | 3,238        | 3.81          |
| <b>Net interest income</b>                                                                | <b>16,099</b>  | <b>18,141</b> | <b>4,396</b>      | <b>4,548</b>  | <b>4,675</b> | <b>4,521</b> | <b>4,411</b> | <b>-2.44</b>  | <b>0.35</b>   | <b>4,396</b> | <b>4,411</b> | <b>0.35</b>   |
| <b>Net revenues other than interest</b>                                                   |                |               |                   |               |              |              |              |               |               |              |              |               |
| Commissions and fee revenues, net                                                         | 8,629          | 9,881         | 2,487             | 2,379         | 2,715        | 2,299        | 2,404        | 4.55          | -3.34         | 2,487        | 2,404        | -3.34         |
| Gains from financial assets and liabilities at fair value through P/L                     | 5,845          | 4,795         | 2,404             | 845           | 463          | 1,083        | 530          | -51.09        | -77.97        | 2,404        | 530          | -77.97        |
| Realized gains from available-for-sale financial assets                                   | 536            | 421           | 28                | 134           | 218          | 42           | 178          | 326.20        | 537.93        | 28           | 178          | 537.93        |
| Realized gain (loss) on HTM financial assets                                              | 0              | -12           | 0                 | 0             | -12          | 0            | 0            | -             | -             | 0            | 0            | -             |
| Gains on unquoted equity instruments                                                      | 87             | 289           | 11                | 114           | 150          | 15           | 1            | -92.07        | -89.15        | 11           | 1            | -89.15        |
| Share of profit (loss) of associates and joint ventures accounted for using equity method | 6              | -107          | -56               | -15           | -15          | -21          | -17          | NA            | NA            | -56          | -17          | NA            |
| Foreign exchange gains, net                                                               | 1,384          | 787           | -94               | 152           | 363          | 366          | 732          | 99.84         | NA            | -94          | 732          | NA            |
| (Impairment losses) reversal gains on assets                                              | -182           | -101          | 123               | -35           | 82           | -272         | 0            | NA            | -100.00       | 123          | 0            | -100.00       |
| Rental revenue                                                                            | 149            | 139           | 30                | 34            | 35           | 35           | 40           | 15.16         | 32.87         | 30           | 40           | 32.87         |
| Other revenues, net                                                                       | 422            | 4,262         | 16                | 4,164         | 74           | 11           | 24           | 116.65        | 51.84         | 16           | 24           | 51.84         |
| <b>Total net revenues</b>                                                                 | <b>32,977</b>  | <b>38,496</b> | <b>9,345</b>      | <b>12,321</b> | <b>8,748</b> | <b>8,080</b> | <b>8,303</b> | <b>2.76</b>   | <b>-11.15</b> | <b>9,345</b> | <b>8,303</b> | <b>-11.15</b> |
| <b>Bad debt expenses and guarantee liability provisions</b>                               | 1,975          | 4,038         | 354               | 2,288         | -800         | 2,196        | -811         | -136.95       | -329.41       | 354          | -811         | -329.41       |
| <b>Operating expenses</b>                                                                 | 18,501         | 19,608        | 4,708             | 5,164         | 5,041        | 4,692        | 4,827        | 2.87          | 2.53          | 4,708        | 4,827        | 2.53          |
| Employee benefits expense                                                                 | 11,475         | 12,246        | 3,073             | 3,361         | 3,145        | 2,667        | 3,058        | 14.65         | -0.48         | 3,073        | 3,058        | -0.48         |
| Depreciation and amortization                                                             | 952            | 955           | 235               | 237           | 237          | 244          | 242          | -0.71         | 2.93          | 235          | 242          | 2.93          |
| Others                                                                                    | 6,075          | 6,407         | 1,400             | 1,566         | 1,660        | 1,781        | 1,527        | -14.29        | 9.07          | 1,400        | 1,527        | 9.07          |
| <b>Bad debts and guarantee liability provisions &amp; Operating expenses</b>              | 20,476         | 23,646        | 5,061             | 7,453         | 4,241        | 6,888        | 4,016        | -41.70        | -20.66        | 5,061        | 4,016        | -20.66        |
| Income (loss) before income tax                                                           | 12,501         | 14,850        | 4,283             | 4,868         | 4,506        | 1,192        | 4,287        | 259.75        | 0.09          | 4,283        | 4,287        | 0.09          |
| Income tax (benefit) expense                                                              | 1,711          | 1,861         | 1,328             | 623           | 416          | -507         | 655          | NA            | -50.67        | 1,328        | 655          | -50.67        |
| <b>Profit (loss)</b>                                                                      | <b>10,791</b>  | <b>12,989</b> | <b>2,955</b>      | <b>4,245</b>  | <b>4,090</b> | <b>1,699</b> | <b>3,632</b> | <b>113.77</b> | <b>22.91</b>  | <b>2,955</b> | <b>3,632</b> | <b>22.91</b>  |

# Appendix 4/13

## P&L of SPH and its subsidiaries for the 3 months ended Mar. 31, 2015

| NT\$Mn                                                                                    | BSP<br>(Consolidated) | SPS<br>(Consolidated) | Trust      | Leasing<br>(Consolidated) | Others       | Sum           | Adj. Items    | SPH<br>(Consolidated) |
|-------------------------------------------------------------------------------------------|-----------------------|-----------------------|------------|---------------------------|--------------|---------------|---------------|-----------------------|
| Interest revenue                                                                          | 6,998                 | 328                   | 2          | 342                       | 11           | 7,682         | -33           | 7,649                 |
| Interest expense                                                                          | 3,015                 | 124                   | 0          | 93                        | 39           | 3,271         | -33           | 3,238                 |
| <b>Net interest income</b>                                                                | <b>3,984</b>          | <b>204</b>            | <b>2</b>   | <b>249</b>                | <b>-29</b>   | <b>4,411</b>  | <b>0</b>      | <b>4,411</b>          |
| <b>Net revenues other than interest</b>                                                   |                       |                       |            |                           |              |               |               |                       |
| Commissions and fee revenues, net                                                         | 1,613                 | 718                   | 87         | 0                         | 0            | 2,418         | -14           | 2,404                 |
| Gains from financial assets and liabilities at fair value through P/L                     | 150                   | 379                   | 0          | 0                         | 0            | 530           | 0             | 530                   |
| Realized gains from available-for-sale financial assets                                   | 5                     | 0                     | 7          | 0                         | 166          | 178           | 0             | 178                   |
| Realized gain (loss) on held-to-maturity financial assets                                 | 0                     | 0                     | 0          | 0                         | 0            | 0             | 0             | 0                     |
| Realized gains from unquoted equity instrument                                            | 7                     | -7                    | 0          | 0                         | 1            | 1             | 0             | 1                     |
| Share of profit (loss) of associates and joint ventures accounted for using equity method | 0                     | 0                     | -18        | 0                         | 3,709        | 3,691         | -3,708        | -17                   |
| Foreign exchange gains, net                                                               | 417                   | 319                   | 0          | -2                        | -1           | 732           | 0             | 732                   |
| (Impairment losses) reversal gains on assets                                              | 0                     | 0                     | 0          | 0                         | 0            | 0             | 0             | 0                     |
| Rental revenue                                                                            | 29                    | 7                     | 0          | 59                        | 0            | 95            | -55           | 40                    |
| Other revenues, net                                                                       | 15                    | 29                    | 0          | -12                       | 40           | 72            | -48           | 24                    |
| <b>Total net revenues</b>                                                                 | <b>6,221</b>          | <b>1,648</b>          | <b>78</b>  | <b>295</b>                | <b>3,885</b> | <b>12,127</b> | <b>-3,824</b> | <b>8,303</b>          |
| <b>Bad debt expenses and guarantee liability provisions</b>                               | <b>-843</b>           | <b>0</b>              | <b>0</b>   | <b>31</b>                 | <b>0</b>     | <b>-811</b>   | <b>0</b>      | <b>-811</b>           |
| <b>Operating expenses</b>                                                                 | <b>3,535</b>          | <b>1,135</b>          | <b>80</b>  | <b>97</b>                 | <b>96</b>    | <b>4,943</b>  | <b>-116</b>   | <b>4,827</b>          |
| Employee benefits expense                                                                 | 2,111                 | 798                   | 46         | 50                        | 54           | 3,058         | 0             | 3,058                 |
| Depreciation and amortization                                                             | 174                   | 45                    | 1          | 20                        | 2            | 242           | 0             | 242                   |
| Others                                                                                    | 1,250                 | 291                   | 33         | 28                        | 41           | 1,643         | -116          | 1,527                 |
| <b>Bad debts and guarantee liability provisions &amp; Operating expenses</b>              | <b>2,692</b>          | <b>1,135</b>          | <b>80</b>  | <b>129</b>                | <b>96</b>    | <b>4,132</b>  | <b>-116</b>   | <b>4,016</b>          |
| Income (loss) before income tax                                                           | 3,529                 | 514                   | (2)        | 166                       | 3,788        | 7,995         | -3,708        | 4,287                 |
| Income tax (benefit) expense                                                              | 544                   | 72                    | 2          | 36                        | 1            | 655           | 0             | 655                   |
| <b>Profit (loss)</b>                                                                      | <b>2,985</b>          | <b>441</b>            | <b>(4)</b> | <b>130</b>                | <b>3,787</b> | <b>7,340</b>  | <b>-3,708</b> | <b>3,632</b>          |
| Attributable to                                                                           |                       |                       |            |                           |              |               |               |                       |
| Profit(loss), attributable to owners of the parent                                        | 2,985                 | 441                   | (4)        | 130                       | 3,787        | 7,340         | -3,708        | 3,632                 |
| Profit(loss), attributable to non-controline interests                                    | 0                     | 0                     | 0          | 0                         | (0)          | (0)           | 0             | (0)                   |

# Appendix 5/13

## BSP's Balance Sheet (Consolidated) - IFRS

| NT\$Mn                                                     | Yearly Results   |                  | Quarterly Results |                  |                  |                  |                  |              |              |
|------------------------------------------------------------|------------------|------------------|-------------------|------------------|------------------|------------------|------------------|--------------|--------------|
|                                                            | 2013             | 2014             | 1Q14              | 2Q14             | 3Q14             | 4Q14             | 1Q15             | QoQ(%)       | YoY(%)       |
| <b>Assets</b>                                              |                  |                  |                   |                  |                  |                  |                  |              |              |
| Cash and cash equivalents                                  | 34,215           | 41,312           | 39,846            | 19,914           | 17,987           | 41,312           | 31,899           | -22.79       | -19.94       |
| Due from the central bank and call loans to banks          | 61,148           | 90,158           | 91,082            | 90,802           | 85,639           | 90,158           | 101,483          | 12.56        | 11.42        |
| Financial assets at fair value through profit or loss      | 25,969           | 48,002           | 43,077            | 42,293           | 40,033           | 48,002           | 46,998           | -2.09        | 9.10         |
| Securities purchased under agreements to resell            | 0                | 12,894           | 7,101             | 22,657           | 16,340           | 12,894           | 15,189           | 17.80        | 113.90       |
| Receivables, net                                           | 118,269          | 140,751          | 127,407           | 136,818          | 140,456          | 140,751          | 133,555          | -5.11        | 4.82         |
| Current tax assets                                         | 1,290            | 1,190            | 1,297             | 1,173            | 1,179            | 1,190            | 1,182            | -0.70        | -8.83        |
| Discounts and loans, net                                   | 808,898          | 791,801          | 799,062           | 791,515          | 791,408          | 791,801          | 799,059          | 0.92         | 0.00         |
| Available-for-sale financial assets                        | 59,756           | 207,761          | 61,314            | 53,899           | 64,651           | 207,761          | 198,988          | -4.22        | 224.54       |
| Held-to-maturity investments                               | 214,418          | 46,114           | 190,030           | 172,755          | 179,543          | 46,114           | 51,206           | 11.04        | -73.05       |
| Other financial assets, net                                | 16,030           | 13,533           | 44,134            | 37,283           | 20,741           | 13,533           | 13,498           | -0.26        | -69.42       |
| Property, plant and equipment, net                         | 11,002           | 10,873           | 11,000            | 10,951           | 10,858           | 10,873           | 10,828           | -0.42        | -1.57        |
| Intangible assets, net                                     | 1,982            | 2,010            | 1,976             | 1,949            | 1,968            | 2,010            | 1,983            | -1.31        | 0.38         |
| Deferred tax assets                                        | 2,570            | 2,969            | 2,462             | 2,434            | 2,685            | 2,969            | 2,775            | -6.51        | 12.74        |
| Other assets, net                                          | 1,485            | 6,223            | 10,401            | 13,058           | 4,489            | 6,223            | 5,057            | -18.74       | -51.38       |
| <b>Total</b>                                               | <b>1,357,033</b> | <b>1,415,591</b> | <b>1,430,189</b>  | <b>1,397,501</b> | <b>1,377,976</b> | <b>1,415,591</b> | <b>1,413,699</b> | <b>-0.13</b> | <b>-1.15</b> |
| <b>Liabilities and Equity</b>                              |                  |                  |                   |                  |                  |                  |                  |              |              |
| <b>Liabilities</b>                                         |                  |                  |                   |                  |                  |                  |                  |              |              |
| Deposits from the central bank and banks                   | 87,589           | 69,606           | 92,681            | 78,895           | 69,999           | 69,606           | 72,195           | 3.72         | -22.10       |
| Financial liabilities at fair value through profit or loss | 11,832           | 21,599           | 20,681            | 18,387           | 17,818           | 21,599           | 18,674           | -13.54       | -9.70        |
| Derivative financial liabilities for hedging               | 6                | 33               | 12                | 24               | 15               | 33               | 0                | -100.00      | -100.00      |
| Securities sold under agreement to repurchase              | 452              | 7,104            | 550               | 480              | 5,906            | 7,104            | 4,110            | -42.15       | 647.37       |
| Payable                                                    | 17,233           | 18,676           | 15,347            | 17,117           | 18,711           | 18,676           | 16,151           | -13.52       | 5.24         |
| Current tax liabilities                                    | 856              | 1,142            | 1,860             | 1,559            | 1,586            | 1,142            | 1,447            | 26.63        | -22.23       |
| Deposit and remittance bank debentures                     | 1,092,092        | 1,125,438        | 1,141,144         | 1,117,707        | 1,093,263        | 1,125,438        | 1,130,832        | 0.48         | -0.90        |
| Short-term borrowings                                      | 323              | 0                | 330               | 0                | 0                | 0                | 0                | -            | -100.00      |
| Other financial liabilities                                | 7,620            | 16,150           | 10,865            | 15,340           | 16,872           | 16,150           | 17,048           | 5.56         | 56.90        |
| Provisions                                                 | 2,880            | 2,877            | 2,905             | 2,913            | 2,931            | 2,877            | 2,912            | 1.21         | 0.26         |
| Deferred tax liabilities                                   | 897              | 976              | 949               | 867              | 883              | 976              | 873              | -10.56       | -8.03        |
| Other liabilities                                          | 2,612            | 3,760            | 9,008             | 4,236            | 3,883            | 3,760            | 3,568            | -5.10        | -60.39       |
| <b>Total liabilities</b>                                   | <b>1,269,481</b> | <b>1,315,928</b> | <b>1,339,819</b>  | <b>1,303,512</b> | <b>1,280,434</b> | <b>1,315,928</b> | <b>1,311,377</b> | <b>-0.35</b> | <b>-2.12</b> |
| Capital stock                                              | 59,616           | 66,375           | 59,616            | 59,616           | 59,616           | 66,375           | 66,375           | 0.00         | 11.34        |
| Capital surplus                                            | 10,413           | 10,481           | 10,413            | 10,413           | 10,413           | 10,481           | 10,481           | 0.00         | 0.65         |
| Retain earnings                                            | 17,650           | 22,259           | 20,213            | 23,953           | 27,393           | 22,259           | 25,109           | 12.80        | 24.22        |
| Other equity interest                                      | -127             | 548              | 127               | 6                | 120              | 548              | 358              | -34.66       | 181.92       |
| <b>Total equity</b>                                        | <b>87,552</b>    | <b>99,663</b>    | <b>90,370</b>     | <b>93,989</b>    | <b>97,542</b>    | <b>99,663</b>    | <b>102,322</b>   | <b>2.67</b>  | <b>13.23</b> |
| <b>TOTAL</b>                                               | <b>1,357,033</b> | <b>1,415,591</b> | <b>1,430,189</b>  | <b>1,397,501</b> | <b>1,377,976</b> | <b>1,415,591</b> | <b>1,413,699</b> | <b>-0.13</b> | <b>-1.15</b> |



# Appendix 6/13

## BSP's P&L (Consolidated) - IFRS

| NT\$ Mn                                                                      | Yearly Results |               | Quarterly Results |               |              |              |              |              | YTD Results   |              |               |
|------------------------------------------------------------------------------|----------------|---------------|-------------------|---------------|--------------|--------------|--------------|--------------|---------------|--------------|---------------|
|                                                                              | 2013           | 2014          | 1Q14              | 2Q14          | 3Q14         | 4Q14         | 1Q15         | QoQ(%)       | YoY(%)        | 3M15         | YoY(%)        |
| Interest revenue                                                             | 24,994         | 28,542        | 6,960             | 7,287         | 7,232        | 7,062        | 6,998        | -0.90        | 0.55          | 6,998        | 0.55          |
| Interest expense                                                             | 10,120         | 12,053        | 2,941             | 3,152         | 2,996        | 2,963        | 3,015        | 1.73         | 2.49          | 3,015        | 2.49          |
| <b>Net interest income</b>                                                   | <b>14,874</b>  | <b>16,489</b> | <b>4,019</b>      | <b>4,135</b>  | <b>4,236</b> | <b>4,099</b> | <b>3,984</b> | <b>-2.81</b> | <b>-0.88</b>  | <b>3,984</b> | <b>-0.88</b>  |
| <b>Net revenues other than interest</b>                                      |                |               |                   |               |              |              |              |              |               |              |               |
| Commissions and fee revenues, net                                            | 5,522          | 6,004         | 1,506             | 1,511         | 1,765        | 1,222        | 1,613        | 32.07        | 7.09          | 1,613        | 7.09          |
| Gains from financial assets and liabilities at fair value through P/L        | 4,133          | 2,927         | 1,844             | 462           | 224          | 397          | 150          | -62.17       | -91.85        | 150          | -91.85        |
| Realized gains from available-for-sale financial assets                      | 9              | 33            | 0                 | 18            | 0            | 15           | 5            | -63.06       | 1,101.91      | 5            | 1,101.91      |
| Realized gain (loss) on held-to-maturity financial asset:                    | 0              | -12           | 0                 | 0             | -12          | 0            | 0            | -            | -             | 0            | -             |
| Realized gains from unquoted equity instrument                               | 95             | 142           | 7                 | 80            | 47           | 8            | 7            | -7.17        | -4.53         | 7            | -4.53         |
| Foreign exchange gains, net                                                  | 1,411          | 911           | 20                | -1            | 319          | 573          | 417          | -27.27       | 1,999.41      | 417          | 1,999.41      |
| (Impairment losses) reversal gains on assets                                 | -71            | 234           | 123               | -35           | 151          | -5           | 0            | NA           | -100.00       | 0            | -100.00       |
| Rental revenue                                                               | 119            | 114           | 29                | 28            | 29           | 29           | 29           | 1.31         | 2.07          | 29           | 2.07          |
| Other revenues, net                                                          | 287            | 4,255         | 8                 | 4,162         | 66           | 19           | 15           | -18.28       | 94.33         | 15           | 94.33         |
| <b>Total net revenues</b>                                                    | <b>26,378</b>  | <b>31,097</b> | <b>7,557</b>      | <b>10,360</b> | <b>6,825</b> | <b>6,355</b> | <b>6,221</b> | <b>-2.11</b> | <b>-17.68</b> | <b>6,221</b> | <b>-17.68</b> |
| <b>Bad debt expenses and guarantee liability provisions</b>                  | 1,950          | 3,966         | 380               | 2,272         | -813         | 2,126        | -843         | -139.64      | -321.55       | -843         | -321.55       |
| <b>Operating expenses</b>                                                    | 13,428         | 14,111        | 3,412             | 3,740         | 3,753        | 3,206        | 3,535        | 10.27        | 3.59          | 3,535        | 3.59          |
| Employee benefits expense                                                    | 8,049          | 8,351         | 2,135             | 2,412         | 2,229        | 1,575        | 2,111        | 34.04        | -1.12         | 2,111        | -1.12         |
| Depreciation and amortization                                                | 654            | 673           | 166               | 167           | 168          | 172          | 174          | 1.08         | 4.54          | 174          | 4.54          |
| Others                                                                       | 4,726          | 5,087         | 1,111             | 1,161         | 1,356        | 1,459        | 1,250        | -14.30       | 12.50         | 1,250        | 12.50         |
| <b>Bad debts and guarantee liability provisions &amp; Operating expenses</b> | 15,378         | 18,076        | 3,793             | 6,011         | 2,941        | 5,332        | 2,692        | -49.51       | -29.02        | 2,692        | -29.02        |
| Income (loss) before income tax                                              | 10,999         | 13,021        | 3,765             | 4,348         | 3,884        | 1,024        | 3,529        | 244.75       | -6.26         | 3,529        | -6.26         |
| Income tax (benefit) expense                                                 | 1,397          | 1,666         | 1,201             | 609           | 444          | -588         | 544          | NA           | -54.69        | 544          | -54.69        |
| <b>Profit (loss)</b>                                                         | <b>9,603</b>   | <b>11,355</b> | <b>2,563</b>      | <b>3,740</b>  | <b>3,440</b> | <b>1,612</b> | <b>2,985</b> | <b>85.22</b> | <b>16.44</b>  | <b>2,985</b> | <b>16.44</b>  |



# Appendix 7/13

## SPS's Balance Sheet (Consolidated)-IFRS Pro Forma

|                                                           | Yearly Results |                | Quarterly Results |                |                |                |                | QoQ(%)       | YoY(%)       |
|-----------------------------------------------------------|----------------|----------------|-------------------|----------------|----------------|----------------|----------------|--------------|--------------|
|                                                           | 2013           | 2014           | 1Q14              | 2Q14           | 3Q14           | 4Q14           | 1Q15           |              |              |
| <b>Assets:</b>                                            |                |                |                   |                |                |                |                |              |              |
| Current assets                                            | 83,050         | 104,919        | 87,901            | 97,017         | 103,560        | 104,919        | 121,920        | 16.20        | 38.70        |
| Cash and cash equivalents                                 | 4,267          | 5,761          | 3,191             | 3,424          | 4,203          | 5,761          | 3,363          | -41.63       | 5.39         |
| Financial assets at fair value through profit or loss     | 28,574         | 41,527         | 31,645            | 37,156         | 39,318         | 41,527         | 46,331         | 11.57        | 46.41        |
| Securities purchased under agreements to resell           | 2,658          | 8,249          | 2,882             | 3,846          | 5,070          | 8,249          | 5,463          | -33.78       | 89.57        |
| Margin loans receivable                                   | 18,412         | 19,758         | 19,990            | 21,022         | 21,430         | 19,758         | 29,391         | 48.76        | 47.03        |
| Other current assets                                      | 29,140         | 29,624         | 30,194            | 31,570         | 33,539         | 29,624         | 37,372         | 26.15        | 23.77        |
| Non-current assets                                        | 5,858          | 5,690          | 5,754             | 5,729          | 5,741          | 5,690          | 5,700          | 0.18         | -0.95        |
| Financial assets at cost                                  | 1,027          | 859            | 995               | 937            | 894            | 859            | 865            | 0.78         | -13.04       |
| Properties and equipments, net                            | 2,381          | 2,335          | 2,354             | 2,339          | 2,337          | 2,335          | 2,308          | -1.12        | -1.94        |
| Intangible & other assets                                 | 2,451          | 2,496          | 2,405             | 2,453          | 2,510          | 2,496          | 2,526          | 1.18         | 5.02         |
| <b>Total assets</b>                                       | <b>88,908</b>  | <b>110,609</b> | <b>93,655</b>     | <b>102,747</b> | <b>109,301</b> | <b>110,609</b> | <b>127,619</b> | <b>15.38</b> | <b>36.27</b> |
| <b>Liabilities and stockholders' equity</b>               |                |                |                   |                |                |                |                |              |              |
| <b>Liabilities</b>                                        |                |                |                   |                |                |                |                |              |              |
| Current liabilities                                       | 63,698         | 83,806         | 67,986            | 77,050         | 83,244         | 83,806         | 100,563        | 19.99        | 47.92        |
| Liabilities for bonds with attached repurchase agreements | 19,647         | 36,258         | 19,098            | 23,624         | 30,260         | 36,258         | 35,332         | -2.55        | 85.01        |
| Futures traders' equity                                   | 10,535         | 11,179         | 10,824            | 10,727         | 11,173         | 11,179         | 13,015         | 16.42        | 20.24        |
| Notes payable and accounts payable                        | 11,971         | 11,893         | 13,942            | 15,647         | 14,184         | 11,893         | 15,587         | 31.06        | 11.80        |
| Other current liabilities                                 | 21,545         | 24,477         | 24,123            | 27,051         | 27,626         | 24,477         | 36,630         | 49.65        | 51.85        |
| Non-current liabilities                                   | 1,377          | 1,682          | 1,407             | 1,433          | 1,389          | 1,682          | 1,458          | -13.31       | 3.60         |
| <b>Total liabilities</b>                                  | <b>65,074</b>  | <b>85,488</b>  | <b>69,393</b>     | <b>78,483</b>  | <b>84,633</b>  | <b>85,488</b>  | <b>102,021</b> | <b>19.34</b> | <b>47.02</b> |
| Capital stock                                             | 16,212         | 16,212         | 16,212            | 16,212         | 16,212         | 16,212         | 16,212         | 0.00         | 0.00         |
| Capital surplus                                           | 445            | 477            | 445               | 445            | 445            | 477            | 477            | 0.00         | 7.02         |
| Retained earnings                                         | 7,504          | 8,581          | 7,867             | 7,909          | 8,307          | 8,581          | 9,023          | 5.14         | 14.69        |
| Other items of equity                                     | (328)          | (149)          | (263)             | (303)          | (296)          | (149)          | (113)          | -23.88       | -56.80       |
| <b>Total equity</b>                                       | <b>23,834</b>  | <b>25,121</b>  | <b>24,262</b>     | <b>24,264</b>  | <b>24,669</b>  | <b>25,121</b>  | <b>25,598</b>  | <b>1.90</b>  | <b>5.51</b>  |
| <b>TOTAL</b>                                              | <b>88,908</b>  | <b>110,609</b> | <b>93,655</b>     | <b>102,747</b> | <b>109,301</b> | <b>110,609</b> | <b>127,619</b> | <b>15.38</b> | <b>36.27</b> |

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

# Appendix 8/13

## SPS's P&L (Consolidated)-IFRS Pro Forma

|                                                         | Yearly Results |              | Quarterly Results |              |              |              |              | YTD Results  |              |              |              |
|---------------------------------------------------------|----------------|--------------|-------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                                                         | 2013           | 2014         | 1Q14              | 2Q14         | 3Q14         | 4Q14         | 1Q15         | QoQ(%)       | YoY(%)       | 3M15         | YoY(%)       |
| Net interest income                                     | 886            | 1,362        | 316               | 334          | 357          | 356          | 343          | -3.65        | 8.54         | 343          | 8.54         |
| Net fee income                                          | 2,880          | 3,659        | 932               | 862          | 890          | 974          | 728          | -25.26       | -21.89       | 728          | -21.89       |
| Gains (Losses) on sales of securities, net              | 907            | 761          | 346               | 257          | (11)         | 169          | 167          | -1.18        | -51.73       | 167          | -51.73       |
| Stock affairs agent fees                                | 98             | 97           | 23                | 24           | 24           | 25           | 22           | -12.00       | -4.35        | 22           | -4.35        |
| Dividend income                                         | 116            | 306          | 1                 | 22           | 273          | 10           | 6            | -40.00       | 500.00       | 6            | 500.00       |
| Gains (Losses) on warrant issued, net                   | 157            | 202          | 82                | 137          | (65)         | 48           | 82           | 70.83        | 0.00         | 82           | 0.00         |
| Gains (Losses) from futures transactions                | (156)          | (215)        | (112)             | (49)         | 43           | (98)         | 16           | -116.33      | -114.29      | 16           | -114.29      |
| Gains (Losses) from options transactions                | 11             | 94           | 88                | 13           | (4)          | (2)          | (28)         | 1300.00      | -131.82      | (28)         | -131.82      |
| Gains (Losses) from derivative instruments transactions | (195)          | (272)        | (104)             | (56)         | (564)        | 452          | (23)         | -105.09      | -77.88       | (23)         | -77.88       |
| Gains (Losses) from SBL transactions                    | 35             | (2)          | 2                 | (3)          | 12           | (13)         | (2)          | -84.62       | -200.00      | (2)          | -200.00      |
| Gains (Losses) from valuation of operating securities   | 216            | (119)        | (15)              | 31           | 287          | (422)        | 264          | -162.56      | -1860.00     | 264          | -1860.00     |
| Other operating income                                  | 144            | 135          | 28                | 21           | 37           | 49           | 51           | 4.08         | 82.14        | 51           | 82.14        |
| Non-operating income-net                                | 297            | 411          | 17                | 68           | 193          | 133          | 21           | -84.21       | 23.53        | 21           | 23.53        |
| <b>Total net revenues</b>                               | <b>5,396</b>   | <b>6,417</b> | <b>1,603</b>      | <b>1,663</b> | <b>1,472</b> | <b>1,679</b> | <b>1,648</b> | <b>-1.85</b> | <b>2.81</b>  | <b>1,648</b> | <b>2.81</b>  |
| Operating expenses                                      | 4,354          | 4,780        | 1,146             | 1,231        | 1,130        | 1,272        | 1,134        | -10.85       | -1.05        | 1,134        | -1.05        |
| <b>Pre-tax income (loss)</b>                            | <b>1,042</b>   | <b>1,637</b> | <b>457</b>        | <b>431</b>   | <b>342</b>   | <b>407</b>   | <b>514</b>   | <b>26.29</b> | <b>12.47</b> | <b>514</b>   | <b>12.47</b> |
| Income tax benefit (expense)                            | (38)           | (217)        | (94)              | (44)         | 56           | (135)        | (72)         | -46.67       | -23.40       | (72)         | -23.40       |
| <b>Net income (Loss)</b>                                | <b>1,003</b>   | <b>1,420</b> | <b>363</b>        | <b>387</b>   | <b>398</b>   | <b>272</b>   | <b>441</b>   | <b>62.13</b> | <b>21.49</b> | <b>441</b>   | <b>21.49</b> |

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

# Appendix 9/13

## BSP's Loan Breakdown (Consolidated)

| NT\$mMn                                        | Yearly Results |                | Quarterly Results |                |                |                |                |               |               |        |
|------------------------------------------------|----------------|----------------|-------------------|----------------|----------------|----------------|----------------|---------------|---------------|--------|
|                                                | Items          | 2013           | 2014              | 1Q14           | 2Q14           | 3Q14           | 4Q14           | 1Q15          | QoQ(%)        | YoY(%) |
| <b>Corporate loans</b>                         |                |                |                   |                |                |                |                |               |               |        |
| <b>Manufacturing</b>                           | <b>189,247</b> | <b>179,787</b> | <b>181,112</b>    | <b>174,353</b> | <b>176,791</b> | <b>179,787</b> | <b>172,923</b> | <b>-3.82</b>  | <b>-4.52</b>  |        |
| Electronics Industry                           | 81,554         | 72,343         | 75,033            | 69,504         | 72,226         | 72,343         | 69,204         | -4.34         | -7.77         |        |
| Chemical products                              | 60,664         | 57,535         | 53,917            | 54,035         | 54,884         | 57,535         | 55,731         | -3.13         | 3.36          |        |
| Conventional industry                          | 45,512         | 47,706         | 49,749            | 48,735         | 47,174         | 47,706         | 45,533         | -4.55         | -8.47         |        |
| Electric fixture                               | 1,518          | 2,204          | 2,412             | 2,079          | 2,507          | 2,204          | 2,455          | 11.38         | 1.75          |        |
| <b>FI &amp; security house &amp; insurance</b> | <b>19,712</b>  | <b>20,118</b>  | <b>23,636</b>     | <b>22,824</b>  | <b>17,985</b>  | <b>20,118</b>  | <b>23,708</b>  | <b>17.85</b>  | <b>0.30</b>   |        |
| <b>Installment &amp; leasing</b>               | <b>5,030</b>   | <b>16,822</b>  | <b>12,566</b>     | <b>13,442</b>  | <b>13,901</b>  | <b>16,822</b>  | <b>17,063</b>  | <b>1.43</b>   | <b>35.79</b>  |        |
| <b>Construction &amp; real estate</b>          | <b>49,925</b>  | <b>38,240</b>  | <b>42,075</b>     | <b>41,885</b>  | <b>41,840</b>  | <b>38,240</b>  | <b>38,469</b>  | <b>0.60</b>   | <b>-8.57</b>  |        |
| <b>Wholesales/retail</b>                       | <b>80,988</b>  | <b>82,401</b>  | <b>81,374</b>     | <b>83,871</b>  | <b>83,335</b>  | <b>82,401</b>  | <b>75,919</b>  | <b>-7.87</b>  | <b>-6.70</b>  |        |
| <b>Service industry</b>                        | <b>37,657</b>  | <b>37,703</b>  | <b>38,296</b>     | <b>38,475</b>  | <b>39,290</b>  | <b>37,703</b>  | <b>36,902</b>  | <b>-2.12</b>  | <b>-3.64</b>  |        |
| <b>State-owned company</b>                     | <b>30,938</b>  | <b>27,693</b>  | <b>30,618</b>     | <b>29,588</b>  | <b>28,455</b>  | <b>27,693</b>  | <b>42,670</b>  | <b>54.08</b>  | <b>39.36</b>  |        |
| <b>Others</b>                                  | <b>19,836</b>  | <b>15,704</b>  | <b>16,891</b>     | <b>14,572</b>  | <b>16,035</b>  | <b>15,704</b>  | <b>14,559</b>  | <b>-7.29</b>  | <b>-13.80</b> |        |
| <b>Factoring</b>                               | <b>5,777</b>   | <b>6,270</b>   | <b>4,620</b>      | <b>4,395</b>   | <b>5,440</b>   | <b>6,270</b>   | <b>5,216</b>   | <b>-16.81</b> | <b>12.89</b>  |        |
| <b>Sub total</b>                               | <b>439,110</b> | <b>424,737</b> | <b>431,189</b>    | <b>423,404</b> | <b>423,072</b> | <b>424,737</b> | <b>427,428</b> | <b>0.63</b>   | <b>-0.87</b>  |        |
| <b>Individual loans</b>                        |                |                |                   |                |                |                |                |               |               |        |
| <b>Mortgage loans</b>                          | <b>362,079</b> | <b>362,162</b> | <b>358,077</b>    | <b>359,338</b> | <b>360,943</b> | <b>362,162</b> | <b>367,721</b> | <b>1.53</b>   | <b>2.69</b>   |        |
| <b>Car loans and others</b>                    | <b>7,657</b>   | <b>10,140</b>  | <b>8,915</b>      | <b>9,312</b>   | <b>9,406</b>   | <b>10,140</b>  | <b>10,209</b>  | <b>0.67</b>   | <b>14.51</b>  |        |
| <b>Sub total</b>                               | <b>369,736</b> | <b>372,303</b> | <b>366,992</b>    | <b>368,650</b> | <b>370,349</b> | <b>372,303</b> | <b>377,929</b> | <b>1.51</b>   | <b>2.98</b>   |        |
| <b>Consumer loans</b>                          |                |                |                   |                |                |                |                |               |               |        |
| <b>Unsecured loans</b>                         | <b>15,234</b>  | <b>14,598</b>  | <b>15,111</b>     | <b>15,511</b>  | <b>15,017</b>  | <b>14,598</b>  | <b>14,128</b>  | <b>-3.22</b>  | <b>-6.51</b>  |        |
| <b>Credit card</b>                             | <b>7,628</b>   | <b>7,528</b>   | <b>7,394</b>      | <b>7,463</b>   | <b>7,545</b>   | <b>7,528</b>   | <b>7,392</b>   | <b>-1.82</b>  | <b>-0.04</b>  |        |
| <b>Sub total</b>                               | <b>22,861</b>  | <b>22,126</b>  | <b>22,505</b>     | <b>22,974</b>  | <b>22,563</b>  | <b>22,126</b>  | <b>21,520</b>  | <b>-2.74</b>  | <b>-4.38</b>  |        |
| <b>Total</b>                                   | <b>831,707</b> | <b>819,165</b> | <b>820,686</b>    | <b>815,029</b> | <b>815,984</b> | <b>819,165</b> | <b>826,876</b> | <b>0.94</b>   | <b>0.75</b>   |        |

Note: Loans portfolio includes non-accrual loans.

# Appendix 10/13

## BSP's Loan Asset Quality

| NT\$Mn                          | Yearly Results |                | Quarterly Results |                |                |                |                |                |                |
|---------------------------------|----------------|----------------|-------------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                 | 2013           | 2014           | 1Q14              | 2Q14           | 3Q14           | 4Q14           | 1Q15           | QoQ(%)         | YoY(%)         |
| <b>NPL</b>                      |                |                |                   |                |                |                |                |                |                |
| 90-days NPLs - beginning        | 2,673          | 2,991          | 2,991             | 2,974          | 2,922          | 1,754          | 1,885          | 7.46           | -36.99         |
| New NPL influx                  | 4,256          | 1,834          | 427               | 271            | 413            | 723            | 381            | -47.23         | -10.61         |
| NPL recovery                    | 1,677          | 2,145          | 205               | 281            | 1,491          | 167            | 404            | 141.83         | 96.89          |
| Write-offs                      | 2,260          | 795            | 238               | 42             | 90             | 425            | 98             | -76.96         | -58.95         |
| <b>90-days NPLs - ending</b>    | <b>2,991</b>   | <b>1,885</b>   | <b>2,974</b>      | <b>2,922</b>   | <b>1,754</b>   | <b>1,885</b>   | <b>1,764</b>   | <b>-6.39</b>   | <b>-40.68</b>  |
| <b>Total reserves for loans</b> | <b>9,126</b>   | <b>13,167</b>  | <b>9,336</b>      | <b>11,468</b>  | <b>11,318</b>  | <b>13,167</b>  | <b>12,509</b>  | <b>-4.99</b>   | <b>34.00</b>   |
| <b>Provisions for loan loss</b> | <b>2,836</b>   | <b>4,711</b>   | <b>379</b>        | <b>2,190</b>   | <b>-109</b>    | <b>2,251</b>   | <b>-656</b>    | <b>-129.13</b> | <b>-272.94</b> |
| <b>Recovery - Loan</b>          | <b>756</b>     | <b>1,223</b>   | <b>150</b>        | <b>147</b>     | <b>715</b>     | <b>210</b>     | <b>282</b>     | <b>33.91</b>   | <b>87.44</b>   |
| <b>NPL ratio</b>                | <b>0.37%</b>   | <b>0.23%</b>   | <b>0.37%</b>      | <b>0.36%</b>   | <b>0.22%</b>   | <b>0.23%</b>   | <b>0.22%</b>   | <b>-0.02%</b>  | <b>-0.15%</b>  |
| <b>Coverage ratio</b>           | <b>305.11%</b> | <b>698.63%</b> | <b>313.89%</b>    | <b>392.51%</b> | <b>645.33%</b> | <b>698.63%</b> | <b>709.06%</b> | <b>10.43%</b>  | <b>395.16%</b> |

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

# Appendix 11/13

## BSP's Fee Breakdown (Consolidated)

| NT\$Mn                      | Yearly Results |              | Quarterly Results |              |              |              |              |               |               | YTD Results  |               |
|-----------------------------|----------------|--------------|-------------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|---------------|
|                             | 2013           | 2014         | 1Q14              | 2Q14         | 3Q14         | 4Q14         | 1Q15         | QoQ(%)        | YoY(%)        | 3M15         | YoY(%)        |
| <b>Wealth management</b>    | <b>3,524</b>   | <b>3,966</b> | <b>972</b>        | <b>1,024</b> | <b>1,240</b> | <b>730</b>   | <b>1,098</b> | <b>50.26</b>  | <b>12.90</b>  | <b>1,098</b> | <b>12.90</b>  |
| Mutual funds                | 1,652          | 1,964        | 511               | 514          | 526          | 413          | 529          | 28.21         | 3.52          | 529          | 3.52          |
| Trust & custodian bank      | 154            | 154          | 37                | 38           | 39           | 40           | 46           | 13.13         | 24.81         | 46           | 24.81         |
| Life insurance              | 1,650          | 1,775        | 408               | 451          | 653          | 262          | 502          | 91.75         | 22.94         | 502          | 22.94         |
| Property insurance          | 68             | 74           | 16                | 21           | 22           | 15           | 20           | 33.20         | 29.28         | 20           | 29.28         |
| <b>Loan fees</b>            | <b>811</b>     | <b>755</b>   | <b>210</b>        | <b>201</b>   | <b>187</b>   | <b>156</b>   | <b>212</b>   | <b>35.76</b>  | <b>0.65</b>   | <b>212</b>   | <b>0.65</b>   |
| Corporate loans             | 551            | 521          | 155               | 141          | 130          | 95           | 156          | 63.91         | 0.67          | 156          | 0.67          |
| Individual & consumer loans | 106            | 89           | 23                | 24           | 20           | 21           | 20           | -6.15         | -14.05        | 20           | -14.05        |
| Factoring & A/R financing   | 155            | 144          | 32                | 36           | 37           | 39           | 35           | -9.69         | 11.39         | 35           | 11.39         |
| <b>Credit card</b>          | <b>750</b>     | <b>810</b>   | <b>210</b>        | <b>199</b>   | <b>192</b>   | <b>209</b>   | <b>182</b>   | <b>-12.49</b> | <b>-13.07</b> | <b>182</b>   | <b>-13.07</b> |
| <b>Others</b>               | <b>436</b>     | <b>473</b>   | <b>114</b>        | <b>87</b>    | <b>146</b>   | <b>127</b>   | <b>121</b>   | <b>-4.09</b>  | <b>6.44</b>   | <b>121</b>   | <b>6.44</b>   |
| Import & export service     | 313            | 330          | 80                | 78           | 90           | 82           | 79           | -3.90         | -0.96         | 79           | -0.96         |
| Guarantees & acceptances    | 93             | 90           | 21                | 23           | 23           | 23           | 23           | -1.18         | 6.33          | 23           | 6.33          |
| Others                      | 30             | 53           | 13                | -14          | 32           | 21           | 20           | -7.93         | 52.12         | 20           | 52.12         |
| <b>Total fee income</b>     | <b>5,522</b>   | <b>6,004</b> | <b>1,506</b>      | <b>1,511</b> | <b>1,765</b> | <b>1,222</b> | <b>1,613</b> | <b>32.07</b>  | <b>7.09</b>   | <b>1,613</b> | <b>7.09</b>   |

# Appendix 12/13

## BSP's Credit Card Business

| NT\$Mn                      | Yearly Results |         | Quarterly Results |         |         |         |         |         |        |
|-----------------------------|----------------|---------|-------------------|---------|---------|---------|---------|---------|--------|
|                             | 2013           | 2014    | 1Q14              | 2Q14    | 3Q14    | 4Q14    | 1Q15    | QoQ(%)  | YoY(%) |
| <b>Credit card business</b> |                |         |                   |         |         |         |         |         |        |
| Cards in force(thousand)    | 2,137          | 2,178   | 2,151             | 2,164   | 2,164   | 2,178   | 2,189   | 0.49%   | 1.77%  |
| Active cards(thousand)      | 1,308          | 1,325   | 1,294             | 1,284   | 1,302   | 1,325   | 1,317   | -0.61%  | 1.84%  |
| Account receivables         | 16,684         | 17,040  | 15,682            | 17,423  | 16,495  | 17,040  | 15,840  | -7.04%  | 1.01%  |
| Revolving balance           | 5,197          | 4,938   | 4,961             | 4,859   | 4,983   | 4,938   | 4,899   | -0.79%  | -1.25% |
| Total consumption           | 90,042         | 91,371  | 21,421            | 23,244  | 22,744  | 23,963  | 21,289  | -11.16% | -0.62% |
| Avg spending per card(NT\$) | 69,666         | 70,310  | 16,511            | 18,054  | 17,540  | 18,200  | 16,145  | -11.29% | -2.22% |
| <b>Asset quality</b>        |                |         |                   |         |         |         |         |         |        |
| NPL ratio(90-day past due)  | 0.32%          | 0.29%   | 0.31%             | 0.24%   | 0.28%   | 0.29%   | 0.30%   | 0.01%   | -0.01% |
| Coverage ratio              | 593.19%        | 661.76% | 654.36%           | 766.83% | 715.38% | 661.76% | 691.29% | 29.53%  | 36.93% |
| Write-offs                  | 184            | 158     | 44                | 41      | 35      | 39      | 44      | 12.88%  | -0.15% |
| Net charge off ratio        | -0.83%         | -0.86%  | -0.76%            | -0.77%  | -0.83%  | -0.86%  | -0.72%  | 0.13%   | 0.04%  |

# Appendix 13/13

## FENB Summary Ratios

| US\$mn                                         | Yearly Results |          | Quarterly Results |          |          |          |          | YTD Results |          |
|------------------------------------------------|----------------|----------|-------------------|----------|----------|----------|----------|-------------|----------|
|                                                | 2013           | 2014     | 1Q14              | 2Q14     | 3Q14     | 4Q14     | 1Q15     | 3M14        | 3M15     |
| Net income after tax                           | 7              | 9        | 1                 | 0        | 2        | 5        | 5        | 1           | 5        |
| Total assets                                   | 1,319          | 1,340    | 1,368             | 1,427    | 1,397    | 1,340    | 1,241    | 1,368       | 1,241    |
| Total equity                                   | 321            | 263      | 323               | 306      | 308      | 263      | 268      | 323         | 268      |
| Total deposits                                 | 949            | 1,026    | 1,000             | 1,073    | 1,031    | 1,026    | 885      | 1,000       | 885      |
| Total loans                                    | 874            | 911      | 908               | 889      | 912      | 911      | 826      | 908         | 826      |
| <b>Per Share Data</b>                          |                |          |                   |          |          |          |          |             |          |
| EPS(after-tax)(US\$)                           | 30             | 31       | 5                 | 1        | 9        | 16       | 6        | 5           | 6        |
| <b>DuPont Analysis</b>                         |                |          |                   |          |          |          |          |             |          |
| ROAA(after-tax)<br>(%, annualize YTD earnings) | 0.56%          | 0.60%    | 0.36%             | 0.08%    | 0.57%    | 1.43%    | 1.51%    | 0.36%       | 1.51%    |
| ROAE(after-tax)<br>(%, annualize YTD earnings) | 2.18%          | 2.73%    | 1.55%             | 0.34%    | 2.71%    | 6.51%    | 7.21%    | 1.55%       | 7.21%    |
| Loan-to-Deposit Ratio (%)                      | 92.12%         | 88.82%   | 90.77%            | 82.78%   | 88.42%   | 88.82%   | 93.30%   | 90.77%      | 93.30%   |
| Loan to Deposit Spread (%)                     | 3.52%          | 3.07%    | 3.08%             | 3.11%    | 3.04%    | 3.05%    | 3.25%    | 3.08%       | 3.25%    |
| NIM (%)                                        | 2.83%          | 2.48%    | 2.55%             | 2.57%    | 2.32%    | 2.47%    | 2.64%    | 2.55%       | 2.64%    |
| Cost/Income Ratio (%)                          | 83.87%         | 70.95%   | 79.78%            | 69.93%   | 64.42%   | 70.78%   | 79.01%   | 79.78%      | 79.01%   |
| <b>Asset Quality Ratios</b>                    |                |          |                   |          |          |          |          |             |          |
| NPLs / Total loans (%)                         | 0.15%          | 0.08%    | 0.18%             | 0.18%    | 0.10%    | 0.08%    | 0.08%    | 0.18%       | 0.08%    |
| Reserve / NPLs (%)                             | 1484.56%       | 3099.74% | 1223.62%          | 1318.96% | 2404.80% | 3099.74% | 3418.41% | 1223.62%    | 3418.41% |
| Write-off (US\$)                               | 7              | 0        | 0                 | 0        | 0        | 0        | 0        | 0           | 0        |
| <b>Leverage &amp; Solvency Ratios</b>          |                |          |                   |          |          |          |          |             |          |
| BIS (%)                                        | 27.77%         | 22.13%   | 27.50%            | 24.62%   | 24.21%   | 22.13%   | 23.64%   | 27.50%      | 23.64%   |
| Tier 1 Ratio (%)                               | 26.51%         | 20.86%   | 26.24%            | 23.36%   | 22.95%   | 20.86%   | 22.38%   | 26.24%      | 22.38%   |