

永豐金控 2017/4Q 法人說明會

March 12th, 2018

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一、金控整體營運摘要

2017/1~12 金控稅後權益報酬率(ROE) 6.61%

- 4Q淨收益NT\$8,022Mn，QoQ +2.8%；全年淨收益NT\$32,526Mn，YoY +5.5%
- 4Q稅後淨利NT\$2,154Mn，QoQ -14.4%；全年稅後淨利NT\$8,995Mn，YoY +8.6%
- 4Q核心收益減少主受淨手續費收影響。全年淨手收則表現成長，主受惠於基金、證券手續費
- 4Q利息淨收益NT\$3,933Mn (49%)，QoQ -0.4%；全年NT\$16,105Mn，YoY -3.1%
- 4Q手續費淨收益NT\$2,275Mn (28%)，QoQ -10.6%；全年NT\$9,510Mn，YoY +3.7%

調整資產結構，資本適足率增進穩健

- 金控2017年12月底總資產規模NT\$16,040億元，QoQ -1.4%；YoY -4.5%
- 銀行12月底放款規模NT\$8,872億元，QoQ -1.4%；YoY -3.0%
- 銀行12月底合併資本適足率15.26%，Tier 1 ratio續增至13.24%

Major achievements

- 銀行積極推動新能源產業，與臺南市正式簽訂合作意向書，協助企業建置綠色能源設備，打造低碳城市，善盡企業社會責任。
- 銀行攜手臺北市政府、漁產運銷公司，共同建構批發市場內無現金支付交易環境，打造全台首座漁產智慧交易平台，虛實整合提供最全面的應用服務。
- 證券榮獲證交所頒發「權數突破獎」、「權值卓越獎」、「流通證券獎」第二名。
- 證券榮獲期交所《期貨鑽石獎》「期貨交易輔助人交易量鑽石獎」第二名、「歐元兌美元期貨造市績效鑽石獎」第二名、「美元兌日圓期貨造市績效鑽石獎」第二名及「人民幣匯率期貨造市績效鑽石獎」。
- 證券榮獲櫃買中心頒發「櫃買市場開放外國企業來臺10周年推薦輔導第一上櫃及興櫃家數」第二名、「2017年推薦輔導上櫃及興櫃家數」第三名、「創櫃板輔導卓越獎」、「權證發行豪傑獎」第二名、「權證銷售巨擘獎」第三名及債券ETF「造市英雄獎」第二名。

二、金控 Financial Highlights

| NT\$Mn : Mn Shares | 2014 | 2015 | 2016 | 2017 | YoY | 2017/4Q | 2017/3Q | QoQ |
|-----------------------|-----------|-----------|-----------|-----------|-------|-----------|-----------|--------|
| 股本 | 94,709 | 101,680 | 106,764 | 110,501 | 3.5% | 110,501 | 110,501 | 0.0% |
| 流通股數 | 9,471 | 10,168 | 10,676 | 11,050 | 3.5% | 11,050 | 11,050 | 0.0% |
| 權益 | 125,414 | 131,655 | 133,840 | 138,165 | 3.2% | 138,165 | 136,708 | 1.1% |
| 總資產 | 1,549,734 | 1,587,605 | 1,678,930 | 1,603,983 | -4.5% | 1,603,983 | 1,626,620 | -1.4% |
| Leverage | 12.36 | 12.06 | 12.54 | 11.61 | -0.93 | 11.61 | 11.90 | -0.29 |
| 淨收益 | 38,497 | 32,566 | 30,820 | 32,526 | 6% | 8,022 | 7,803 | 3% |
| 稅後淨利 | 13,017 | 10,856 | 8,282 | 8,995 | 9% | 2,154 | 2,516 | -14% |
| EPS (元) | 1.24 | 0.98 | 0.75 | 0.81 | 0.06 | 0.19 | 0.23 | -0.04 |
| 每股淨值 (元) | 13.24 | 12.95 | 12.54 | 12.50 | -0.04 | 12.50 | 12.37 | 0.13 |
| ROA | 0.86% | 0.69% | 0.51% | 0.55% | 0.04% | 0.53% | 0.60% | -0.07% |
| ROE | 11.14% | 8.45% | 6.24% | 6.61% | 0.37% | 6.22% | 7.38% | -1.16% |
| CAR | 120% | 128% | 119% | 130% | 11.0% | 130% | 123% | 7.5% |
| DLR | 106% | 108% | 115% | 114% | -0.1% | 114% | 114% | 0.0% |

銀行 Financial Highlights

| NT\$Mn | 2014 | 2015 | 2016 | 2017 | YoY | 2017/4Q | 2017/3Q | QoQ |
|---------------|-----------|-----------|-----------|-----------|--------|-----------|-----------|--------|
| 股本 | 66,375 | 74,464 | 83,955 | 86,061 | 2.5% | 86,061 | 86,061 | 0.0% |
| 權益 | 99,528 | 109,118 | 119,722 | 124,918 | 4.3% | 124,918 | 123,671 | 1.0% |
| 總資產 | 1,415,618 | 1,440,933 | 1,505,653 | 1,437,692 | -4.5% | 1,437,692 | 1,457,536 | -1.4% |
| Leverage | 14.22 | 13.21 | 12.58 | 11.51 | -1.07 | 11.51 | 11.79 | -0.28 |
| PPOP(提存前稅前淨利) | 17,020 | 10,606 | 9,424 | 10,032 | 6% | 2,712 | 1,865 | 45% |
| 稅後淨利 | 11,383 | 9,175 | 6,858 | 7,810 | 14% | 1,753 | 1,583 | 11% |
| EPS (元) | 1.38 | 1.11 | 0.80 | 0.91 | 0.11 | 0.20 | 0.18 | 0.02 |
| 每股淨值 | 14.99 | 14.65 | 14.26 | 14.52 | 0.26 | 14.52 | 14.37 | 0.15 |
| ROA | 0.82% | 0.64% | 0.47% | 0.53% | 0.06% | 0.48% | 0.42% | 0.06% |
| ROE | 12.18% | 8.79% | 5.99% | 6.38% | 0.39% | 5.59% | 5.12% | 0.47% |
| 總存款 | 1,129,098 | 1,160,796 | 1,259,310 | 1,154,477 | -8.3% | 1,154,477 | 1,174,272 | -1.7% |
| 總放款 | 817,633 | 898,004 | 914,933 | 887,199 | -3.0% | 887,199 | 899,453 | -1.4% |
| 放存比 | 72.4% | 77.4% | 72.7% | 76.8% | 4.2% | 76.8% | 76.6% | 0.3% |
| NPL Ratio | 0.23% | 0.24% | 0.35% | 0.30% | -0.05% | 0.30% | 0.33% | -0.04% |
| 備抵覆蓋率 | 699% | 575% | 423% | 482% | 59% | 482% | 420% | 62% |
| 放款覆蓋率 | 1.63% | 1.40% | 1.48% | 1.43% | -0.05% | 1.43% | 1.40% | 0.03% |
| BIS Ratio | 13.18% | 13.47% | 14.09% | 15.26% | 1.17% | 15.26% | 14.34% | 0.92% |
| Tier 1 Ratio | 9.76% | 10.70% | 11.92% | 13.24% | 1.32% | 13.24% | 12.34% | 0.90% |
| 槓桿比率 | 4.95% | 6.59% | 7.28% | 8.25% | 0.97% | 8.25% | 8.01% | 0.24% |

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

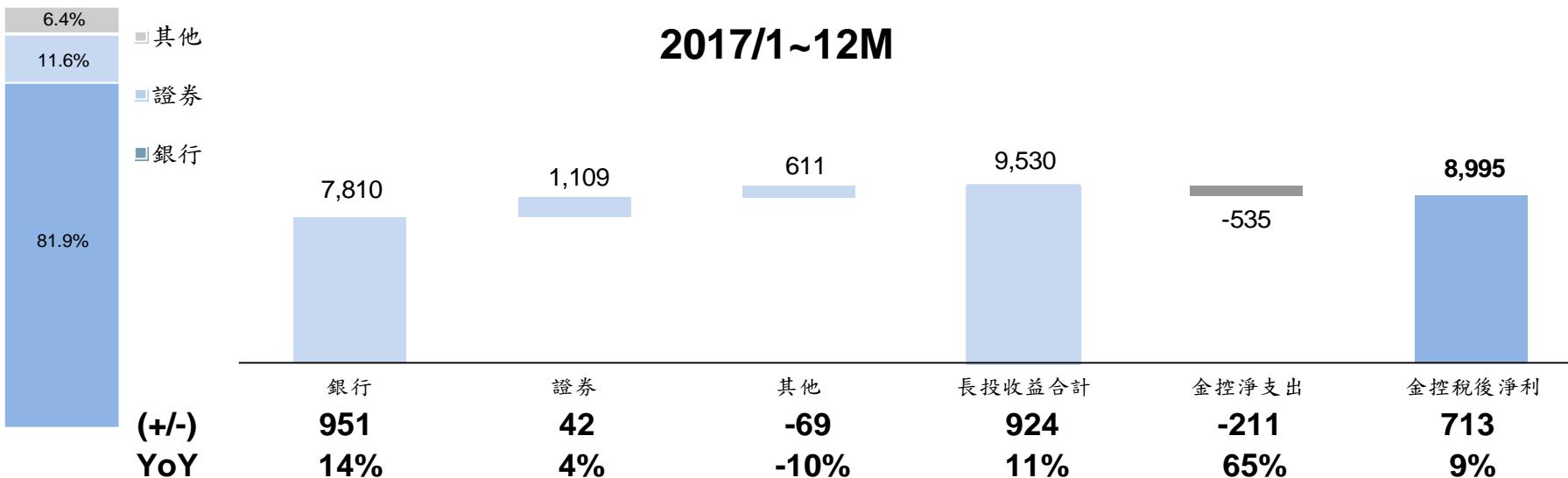
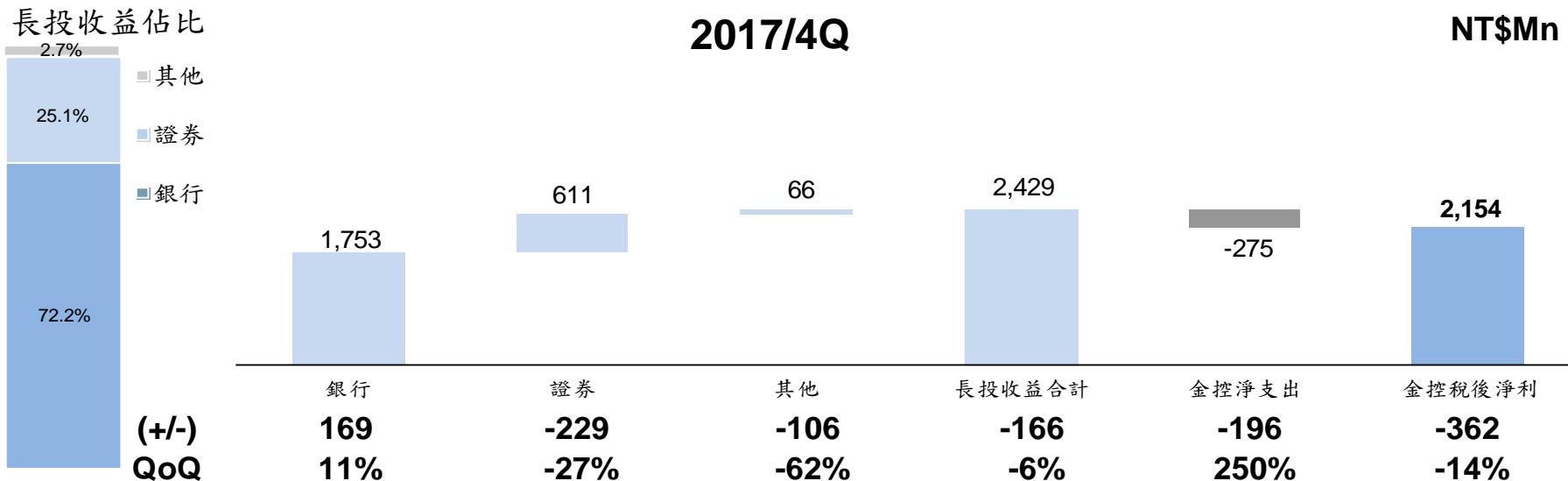
Note2: numbers are presented on consolidated basis.

證券 Financial Highlights

| NT\$Mn | 2014 | 2015 | 2016 | 2017 | YoY | 2017/4Q | 2017/3Q | QoQ |
|-----------|---------|---------|---------|---------|--------|---------|---------|--------|
| 股本 | 16,212 | 16,212 | 16,212 | 16,212 | 0.0% | 16,212 | 16,212 | 0.0% |
| 權益 | 25,121 | 25,424 | 25,566 | 25,777 | 0.8% | 25,777 | 25,236 | 2.1% |
| 總資產 | 110,609 | 120,376 | 146,696 | 148,542 | 1.3% | 148,542 | 151,277 | -1.8% |
| 資本利得 | 462 | 774 | 490 | 988 | 101.7% | 407 | 247 | 65.0% |
| 穩定性收入 | 5,760 | 5,490 | 5,613 | 6,789 | 21.0% | 1,745 | 1,935 | -9.8% |
| 稅後淨利 | 1,420 | 1,245 | 1,067 | 1,109 | 3.9% | 611 | 839 | -27% |
| EPS (元) | 0.88 | 0.77 | 0.66 | 0.68 | 0.02 | 0.38 | 0.52 | -0.14 |
| 每股淨值 (元) | 15.50 | 15.68 | 15.77 | 15.90 | 0.13 | 15.90 | 15.57 | 0.33 |
| 資本適足率 | 357% | 327% | 324% | 292% | -32% | 292% | 299% | -7% |
| ROA | 1.42% | 1.08% | 0.80% | 0.75% | -0.05% | 1.62% | 2.21% | -0.60% |
| ROE | 5.80% | 4.93% | 4.19% | 4.32% | 0.13% | 9.50% | 13.38% | -3.88% |
| Leverage | 4.40 | 4.73 | 5.74 | 5.76 | 0.02 | 5.76 | 5.99 | -0.23 |
| 經紀業務市占率 | 5.32% | 4.80% | 4.69% | 5.14% | 0.45% | 5.12% | 5.19% | -0.07% |
| 平均融資餘額 | 17,250 | 15,641 | 12,736 | 16,113 | 26.5% | 17,872 | 16,444 | 8.7% |
| 平均融資餘額市占率 | 6.55% | 6.61% | 6.79% | 7.45% | 0.66% | 7.43% | 7.49% | -0.06% |

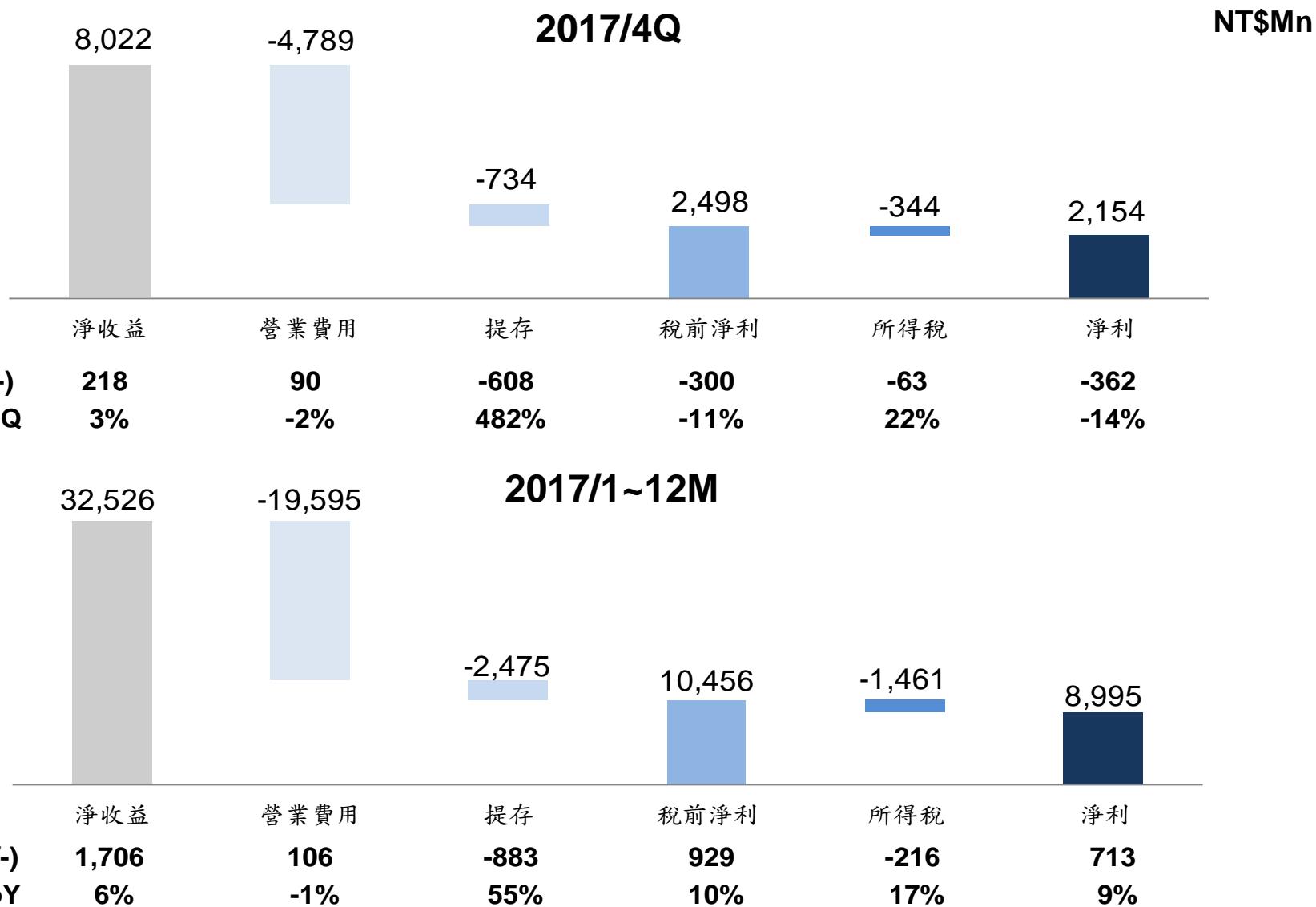
Note: numbers are presented on consolidated basis.

三、金控各子公司獲利貢獻



註：金控公司淨支出為金控本身收入扣除利息支出及營業費用

金控獲利比較

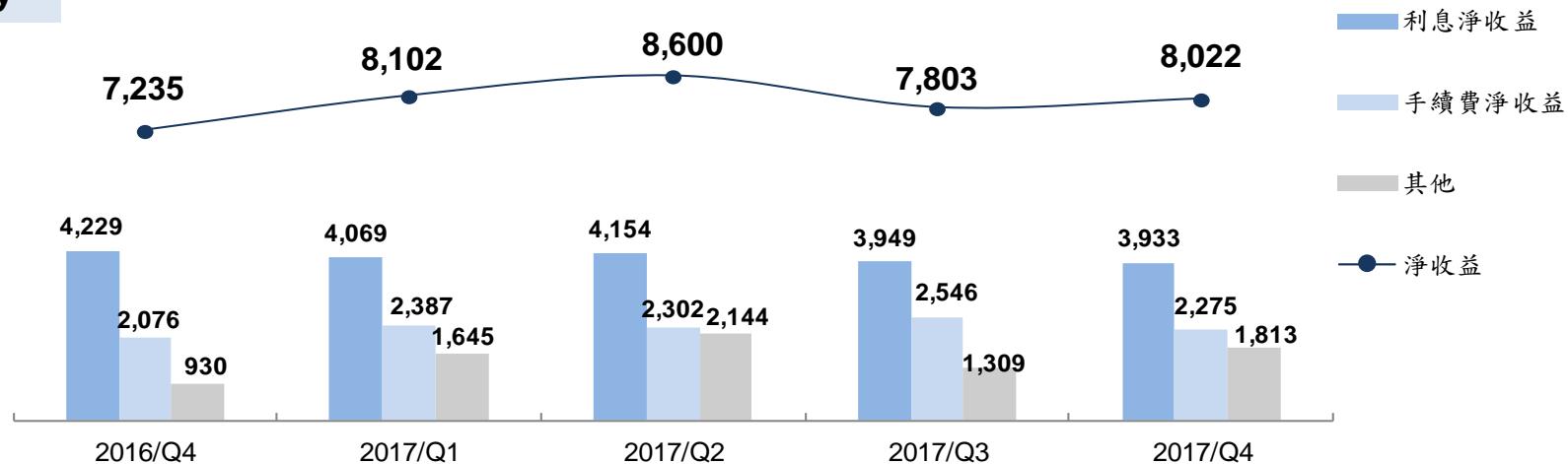


Note : numbers are presented on consolidated basis.

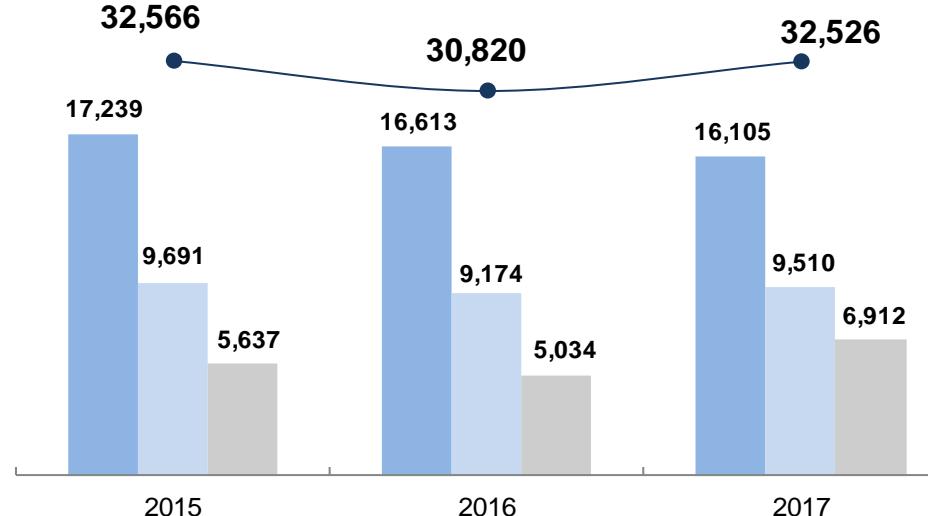
金控淨收益趨勢

NT\$Mn

Quarterly



Yearly

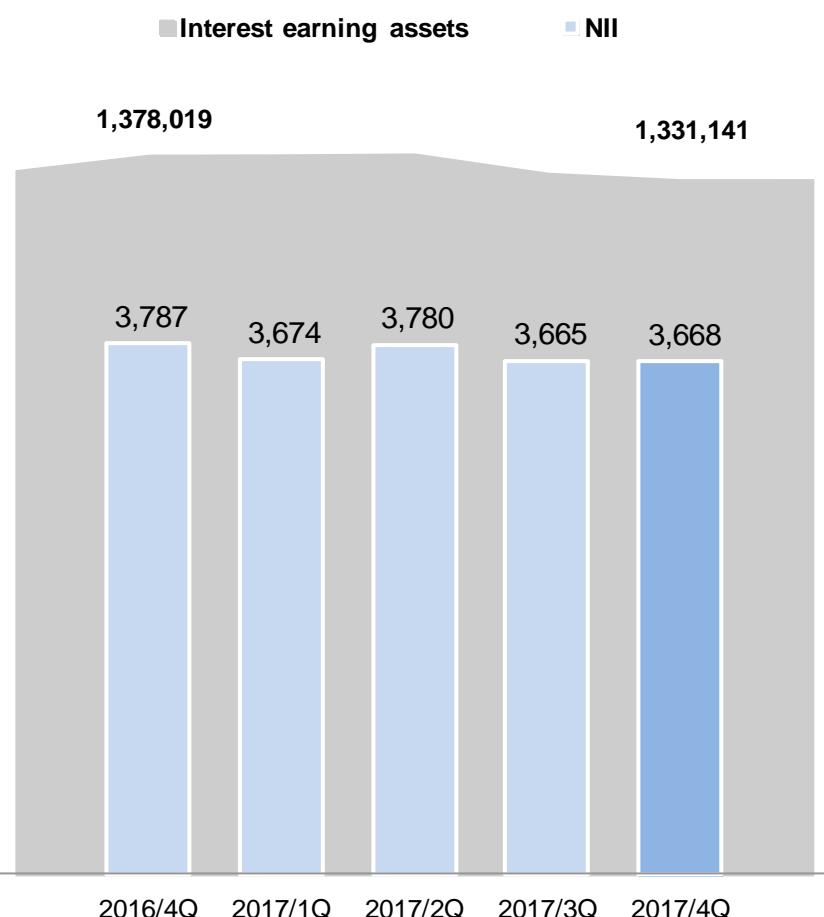


Note: numbers are presented on consolidated basis.

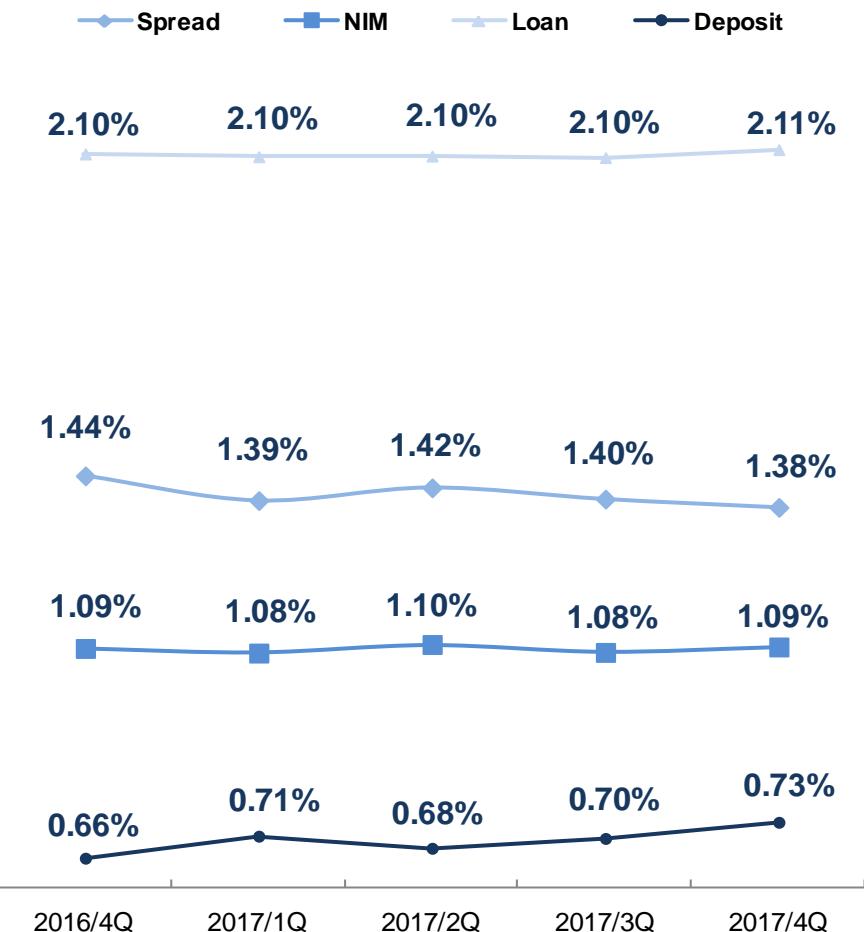
銀行NIM & Spread

Interest earning assets & Net interest income

NT\$Mn



NIM & Spread



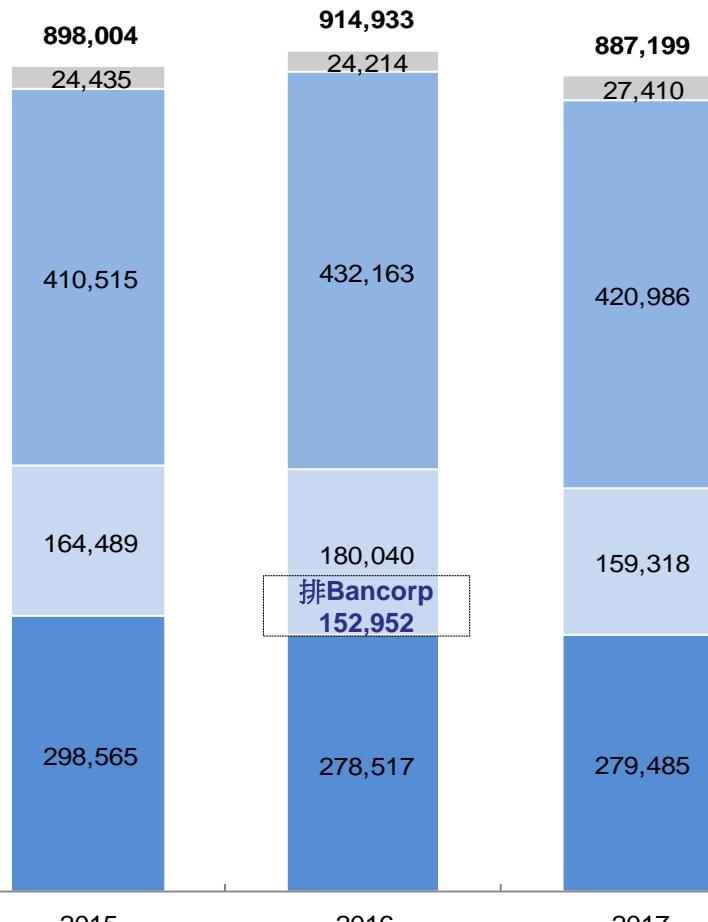
Note: numbers are presented on consolidated basis.

銀行放款結構分析

NT\$Mn

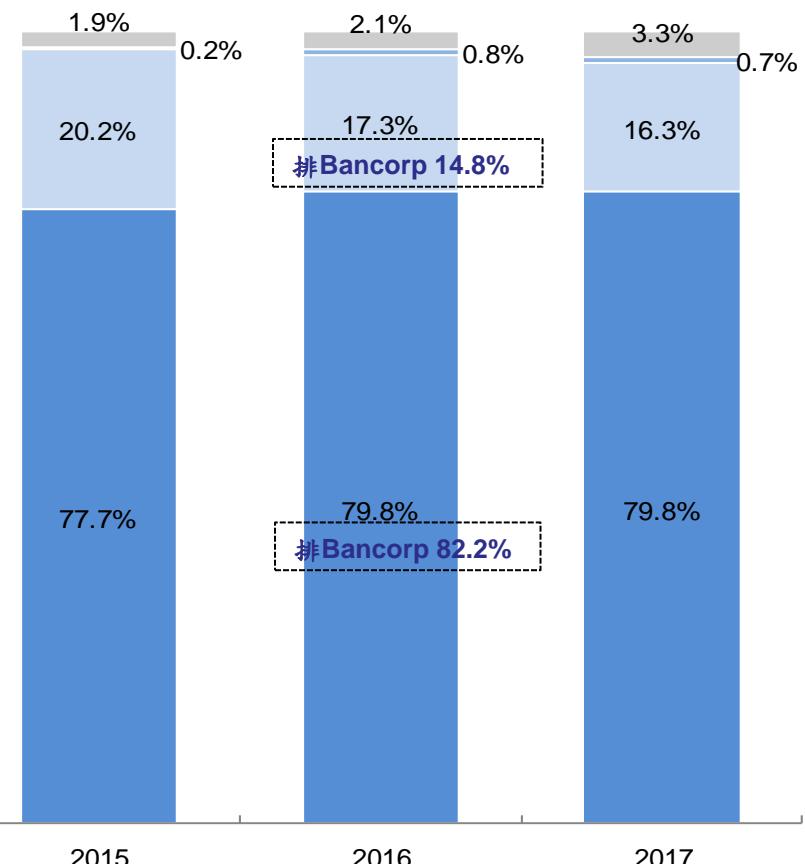
BSP's Loan

■大型企業 ■中小企業 ■個金 ■消金&其他



Loans by Currency

■TWD ■USD ■RMB ■Others



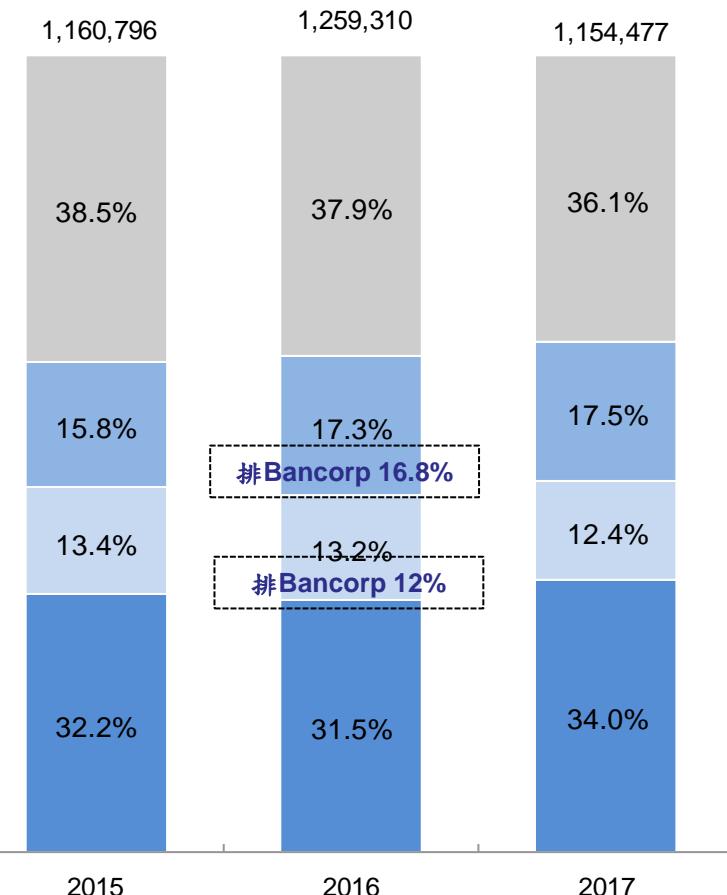
Note1: loans portfolio includes credit card revolving balance and FA, excluding non-accrual loans.

Note2: numbers are presented on consolidated basis.

銀行存款結構分析

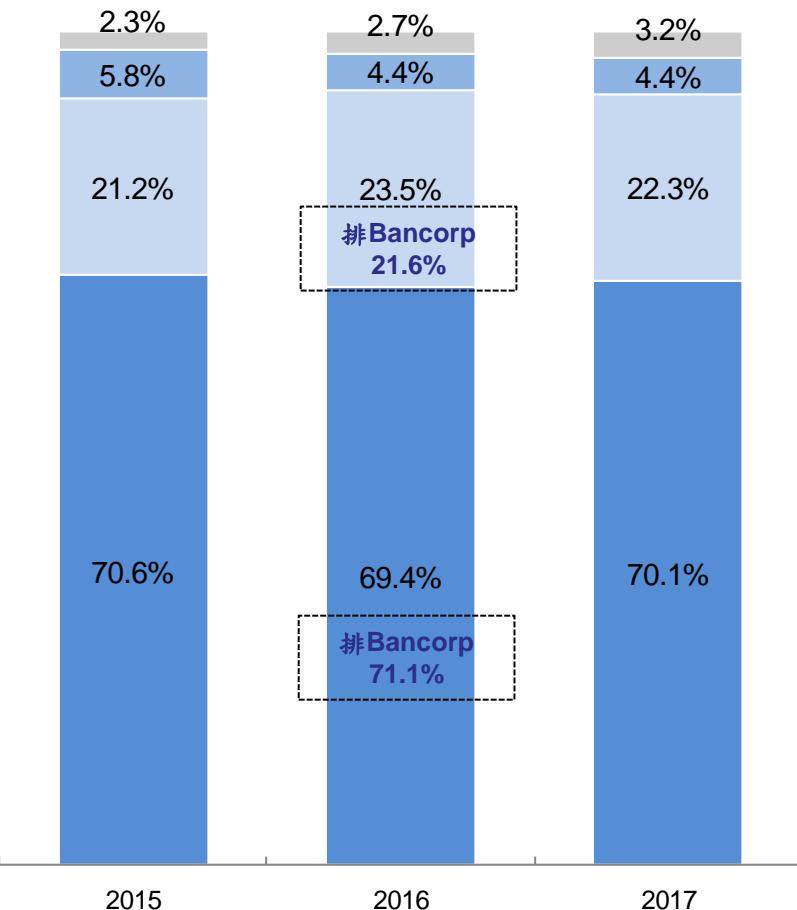
BSP's Deposit

■台幣活存 ■外幣活存 ■外幣定存 ■台幣定存



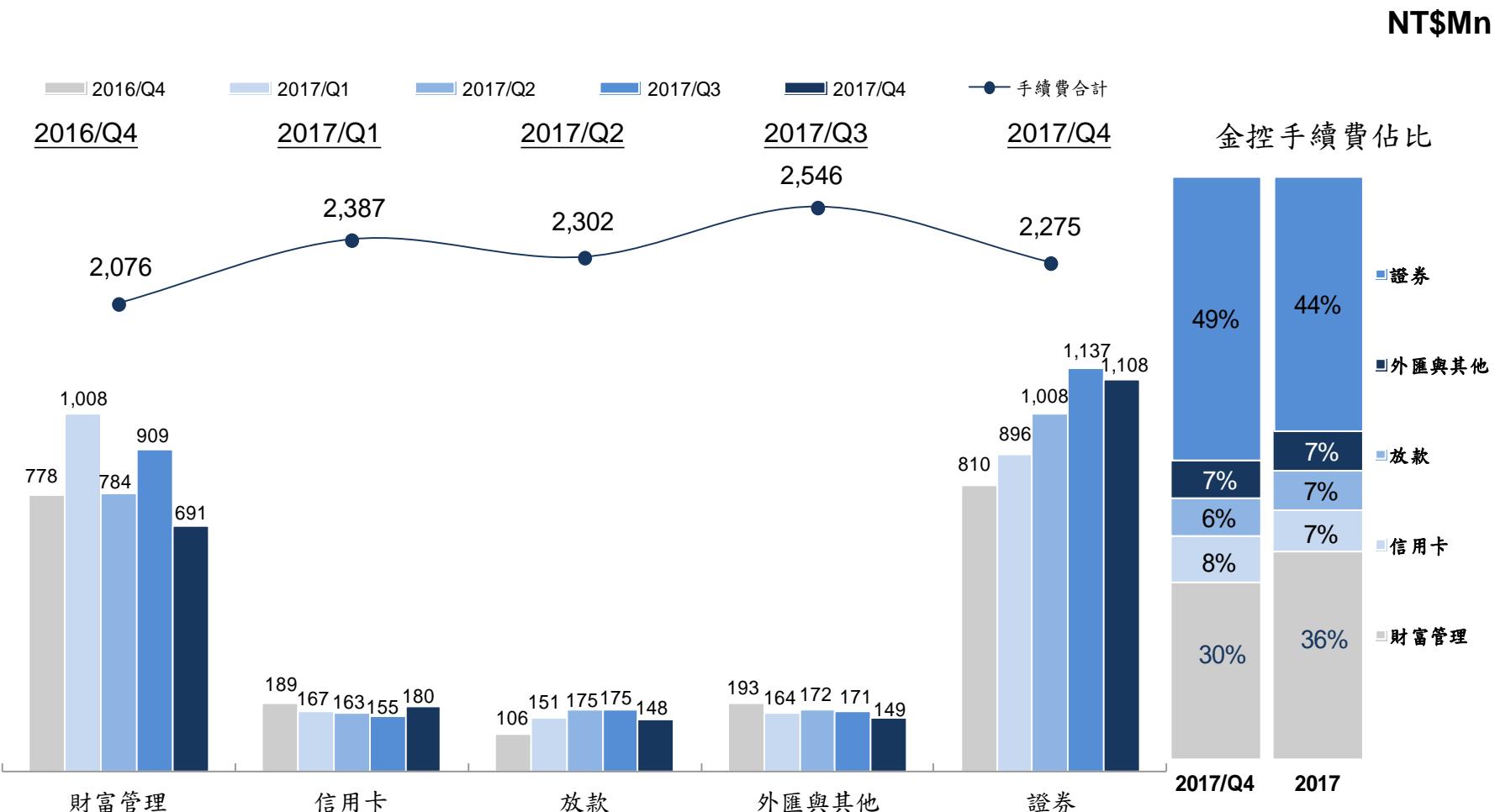
Deposits by Currency

■TWD ■USD ■RMB ■Others



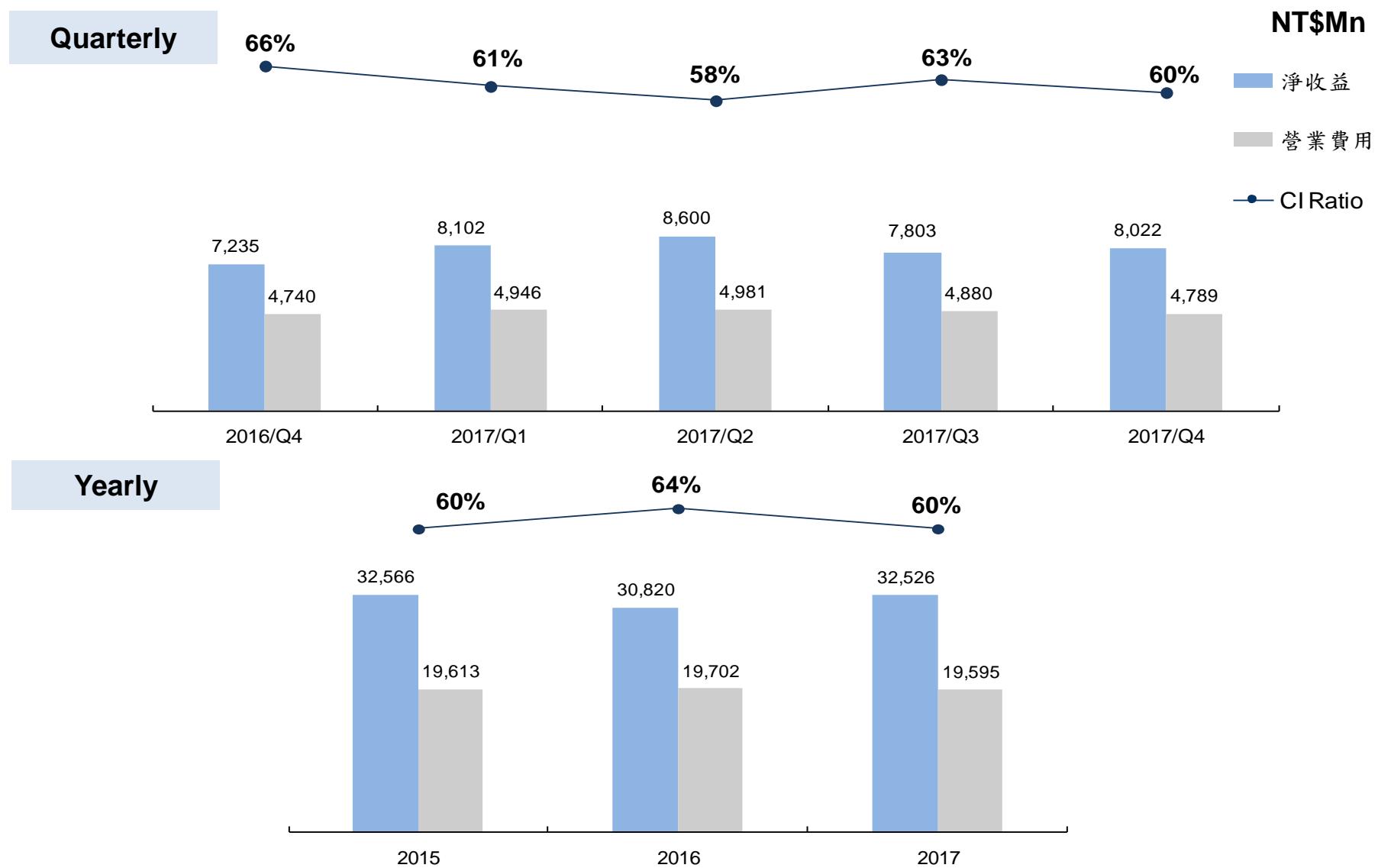
Note: numbers are presented on consolidated basis.

金控手續費收入組合



Note: numbers are presented on consolidated basis.

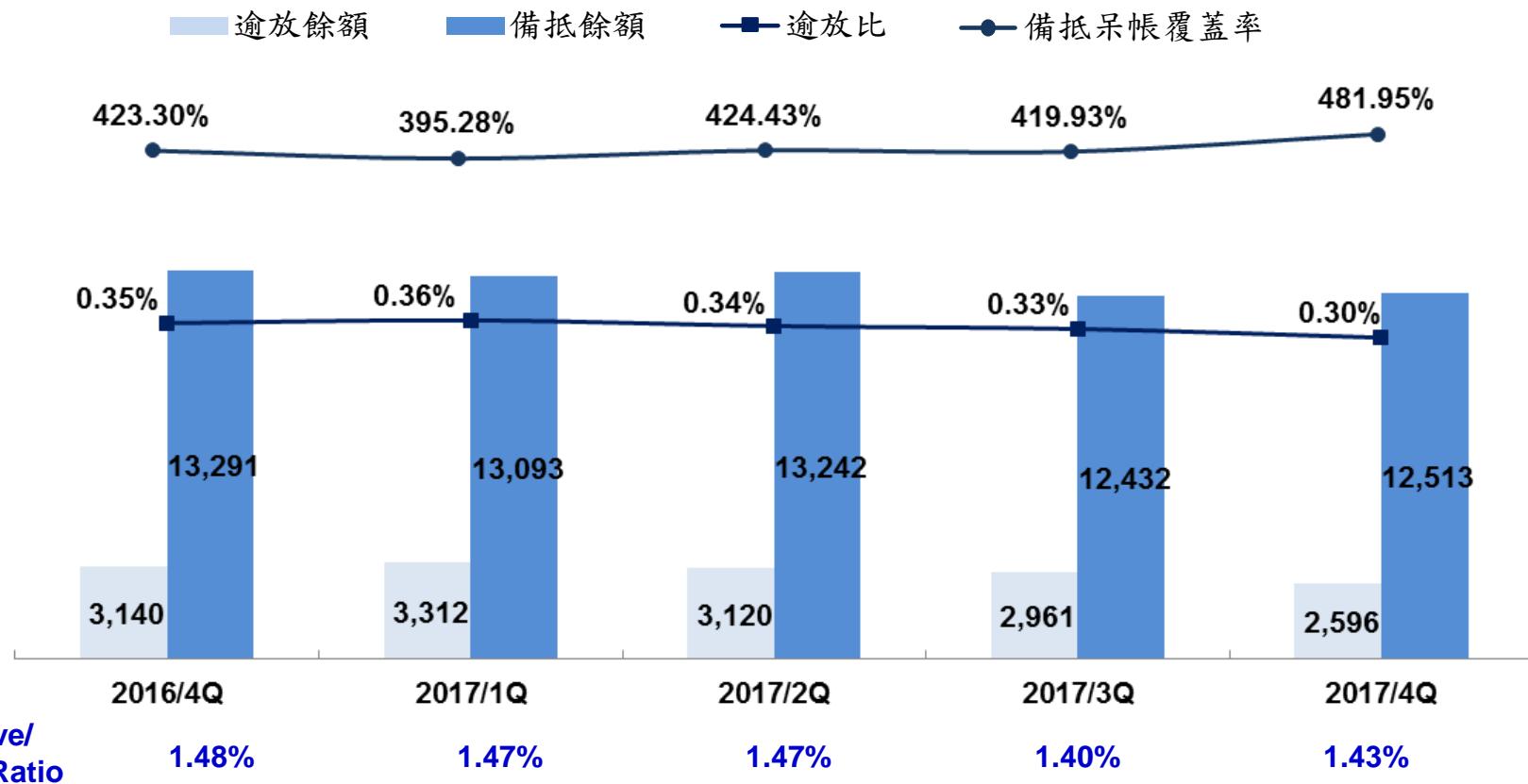
金控營業費用分析



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.

Appendix 1/12

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

| NT\$ Mn | Yearly Results | | | | Quarterly Results | | | | QoQ(%) | YoY(%) |
|--|------------------|------------------|------------------|------------------|-------------------|------------------|------------------|---------------|---------------|--------|
| | 2015 | 2016 | 4Q16 | 1Q17 | 2Q17 | 3Q17 | 4Q17 | | | |
| Assets: | | | | | | | | | | |
| Cash and cash equivalents, net | 28,057 | 28,122 | 28,122 | 21,016 | 34,908 | 26,135 | 29,291 | 12.08 | 4.15 | |
| Due from the central bank and call loans to banks, net | 92,898 | 142,407 | 142,407 | 113,118 | 114,112 | 91,786 | 95,210 | 3.73 | -33.14 | |
| Financial assets at fair value through profit or loss | 115,223 | 117,190 | 117,190 | 127,467 | 121,980 | 126,714 | 136,562 | 7.77 | 16.53 | |
| Securities purchased under agreements to resell | 11,121 | 16,759 | 16,759 | 12,640 | 10,469 | 18,572 | 26,710 | 43.82 | 59.38 | |
| Receivables, net | 108,175 | 75,587 | 75,587 | 91,613 | 80,218 | 85,059 | 81,250 | -4.48 | 7.49 | |
| Current tax assets | 260 | 393 | 393 | 212 | 259 | 320 | 371 | 16.07 | -5.58 | |
| Discounts and loans, net | 879,166 | 894,394 | 894,394 | 917,774 | 917,116 | 886,869 | 869,376 | -1.97 | -2.80 | |
| Available-for-sale financial assets | 198,609 | 241,795 | 241,795 | 235,400 | 244,044 | 252,406 | 231,555 | -8.26 | -4.23 | |
| Held-to-maturity financial assets | 69,119 | 78,132 | 78,132 | 73,337 | 68,872 | 59,826 | 56,608 | -5.38 | -27.55 | |
| Investments accounted for using the equity method, net | 450 | 420 | 420 | 393 | 401 | 364 | 400 | 10.08 | -4.74 | |
| Other financial assets, net | 46,103 | 45,467 | 45,467 | 45,227 | 43,278 | 35,348 | 34,686 | -1.87 | -23.71 | |
| Investment property, net | 2,384 | 2,650 | 2,650 | 2,628 | 2,623 | 2,644 | 2,606 | -1.41 | -1.65 | |
| Property, plant and equipment, net | 12,960 | 12,565 | 12,565 | 12,502 | 12,468 | 12,372 | 12,308 | -0.52 | -2.05 | |
| Intangible assets, net | 2,703 | 3,209 | 3,209 | 3,084 | 3,051 | 2,501 | 2,335 | -6.65 | -27.26 | |
| Deferred tax assets | 2,941 | 2,989 | 2,989 | 2,975 | 2,980 | 2,163 | 2,267 | 4.78 | -24.15 | |
| Other assets, net | 17,437 | 16,852 | 16,852 | 17,669 | 19,207 | 23,542 | 22,448 | -4.65 | 33.21 | |
| Total Assets | 1,587,605 | 1,678,930 | 1,678,930 | 1,677,056 | 1,675,985 | 1,626,620 | 1,603,983 | -1.39 | -4.46 | |
| Liabilities and equity | | | | | | | | | | |
| Liabilities | | | | | | | | | | |
| Deposits from the central bank and banks | 61,330 | 29,855 | 29,855 | 53,844 | 36,038 | 31,626 | 29,622 | -6.34 | -0.78 | |
| Commercial paper payable, net | 31,705 | 46,820 | 46,820 | 50,540 | 47,796 | 45,602 | 44,881 | -1.58 | -4.14 | |
| Financial liabilities at fair value through profit or loss | 30,188 | 26,802 | 26,802 | 23,528 | 20,448 | 22,910 | 28,515 | 24.47 | 6.39 | |
| Derivative financial liabilities for hedging | 43 | 20 | 20 | 14 | 14 | 0 | 0 | - | -100.00 | |
| Securities sold under agreement to repurchase | 44,552 | 45,687 | 45,687 | 44,854 | 71,057 | 70,658 | 65,997 | -6.60 | 44.46 | |
| Payables | 30,997 | 34,746 | 34,746 | 37,739 | 37,001 | 41,188 | 40,949 | -0.58 | 17.85 | |
| Current tax liabilities | 356 | 791 | 791 | 936 | 811 | 824 | 1,122 | 36.07 | 41.87 | |
| Deposit and remittances | 1,148,614 | 1,249,596 | 1,249,596 | 1,212,797 | 1,212,169 | 1,165,207 | 1,148,531 | -1.43 | -8.09 | |
| Bonds payable | 43,428 | 41,779 | 41,779 | 44,029 | 45,570 | 45,569 | 42,570 | -6.58 | 1.89 | |
| Short-term borrowings | 13,820 | 12,382 | 12,382 | 17,607 | 15,408 | 11,765 | 8,042 | -31.65 | -35.05 | |
| Long-term borrowings | 7,486 | 13,616 | 13,616 | 11,630 | 9,641 | 7,899 | 9,271 | 17.36 | -31.91 | |
| Liabilities component of preferred stocks | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 0.00 | 0.00 | |
| Provisions | 3,342 | 3,215 | 3,215 | 3,152 | 3,138 | 3,008 | 3,162 | 5.12 | -1.66 | |
| Other financial liabilities | 30,376 | 30,482 | 30,482 | 32,557 | 32,960 | 29,392 | 29,734 | 1.16 | -2.45 | |
| Deferred tax liabilities | 1,716 | 1,562 | 1,562 | 1,464 | 1,469 | 1,273 | 1,279 | 0.49 | -18.13 | |
| Other liabilities | 7,917 | 7,662 | 7,662 | 7,103 | 8,478 | 12,970 | 12,121 | -6.55 | 58.19 | |
| Total liabilities | 1,455,890 | 1,545,032 | 1,545,032 | 1,541,811 | 1,542,016 | 1,489,909 | 1,465,814 | -1.62 | (5.13) | |
| Capital stock | 101,680 | 106,764 | 106,764 | 110,501 | 110,501 | 110,501 | 110,501 | 0.00 | 3.50 | |
| Capital surplus | 2,227 | 2,227 | 2,227 | 2,229 | 2,229 | 2,229 | 2,229 | 0.00 | 0.08 | |
| Retained earnings | 25,257 | 24,017 | 24,017 | 26,382 | 20,933 | 23,449 | 25,457 | 8.56 | 6.00 | |
| Other equity | 2,492 | 833 | 833 | -186 | 304 | 530 | -21 | -104.05 | -102.58 | |
| Total equity attributable to owners of the parent | 131,655 | 133,840 | 133,840 | 135,188 | 133,966 | 136,708 | 138,165 | 1.07 | 3.23 | |
| Non-controlling interests | 59 | 58 | 58 | 57 | 3 | 3 | 4 | 0.22 | -93.94 | |
| TOTAL | 1,587,605 | 1,678,930 | 1,678,930 | 1,677,056 | 1,675,985 | 1,626,620 | 1,603,983 | (1.39) | (4.46) | |

Appendix 2/12

Balance Sheet of SPH and its subsidiaries for the 12 months ended Dec. 31, 2017

| NT\$Mn | BSP (Consolidated) | SPS (Consolidated) | Trust | Leasing (Consolidated) | Others | Sum | Adj. Items | SPH (Consolidated) |
|--|-----------------------|-----------------------|--------------|---------------------------|----------------|------------------|-----------------|-----------------------|
| Assets: | | | | | | | | |
| Cash and cash equivalents, net | 24,280 | 5,475 | 189 | 1,749 | 405 | 32,098 | -2,807 | 29,291 |
| Due from the central bank and call loans to banks, net | 95,210 | 0 | 0 | 0 | 0 | 95,210 | 0 | 95,210 |
| Financial assets at fair value through profit or loss | 75,093 | 61,483 | 0 | 0 | 0 | 136,576 | -14 | 136,562 |
| Securities purchased under agreements to resell | 23,553 | 3,217 | 0 | 0 | 0 | 26,770 | -60 | 26,710 |
| Receivables, net | 43,557 | 33,631 | 24 | 3,958 | 1,561 | 82,730 | -1,480 | 81,250 |
| Current tax assets | 1,411 | 110 | 7 | 54 | 972 | 2,554 | -2,183 | 371 |
| Discounts and loans, net | 865,993 | 0 | 0 | 3,743 | 0 | 869,736 | -360 | 869,376 |
| Available-for-sale financial assets | 227,097 | 3,286 | 22 | 0 | 1,150 | 231,555 | 0 | 231,555 |
| Held-to-maturity financial assets | 56,608 | 0 | 0 | 0 | 0 | 56,608 | 0 | 56,608 |
| Investments accounted for using the equity method, net | 0 | 0 | 304 | 0 | 158,075 | 158,379 | -157,979 | 400 |
| Other financial assets, net | 7,259 | 20,561 | 931 | 6,881 | 2,520 | 38,152 | -3,466 | 34,686 |
| Investment property, net | 1,207 | 185 | 0 | 4,967 | 0 | 6,360 | -3,753 | 2,606 |
| Property, plant and equipment, net | 8,977 | 2,148 | 3 | 96 | 23 | 11,247 | 1,060 | 12,308 |
| Intangible assets, net | 1,326 | 990 | 2 | 8 | 9 | 2,335 | 0 | 2,335 |
| Deferred tax assets | 1,740 | 354 | 1 | 91 | 81 | 2,267 | 0 | 2,267 |
| Other assets, net | 4,380 | 17,104 | 142 | 828 | 47 | 22,501 | -52 | 22,448 |
| Total Assets | 1,437,692 | 148,542 | 1,626 | 22,375 | 164,842 | 1,775,077 | -171,094 | 1,603,983 |
| Liabilities and equity | | | | | | | | |
| Liabilities | | | | | | | | |
| Deposits from the central bank and banks | 29,622 | 0 | 0 | 0 | 0 | 29,622 | 0 | 29,622 |
| Commercial paper payable, net | 0 | 19,330 | 0 | 4,689 | 20,862 | 44,881 | 0 | 44,881 |
| Financial liabilities at fair value through profit or loss | 24,792 | 3,737 | 0 | 0 | 0 | 28,529 | -14 | 28,515 |
| Securities sold under agreement to repurchase | 26,179 | 39,878 | 0 | 0 | 0 | 66,057 | -60 | 65,997 |
| Payables | 16,636 | 25,506 | 29 | 135 | 123 | 42,429 | -1,480 | 40,949 |
| Current tax liabilities | 544 | 317 | 3 | 33 | 2,407 | 3,304 | -2,183 | 1,122 |
| Deposit and remittances | 1,154,486 | 0 | 0 | 0 | 0 | 1,154,486 | -5,955 | 1,148,531 |
| Bonds payable | 39,570 | 3,000 | 0 | 0 | 0 | 42,570 | 0 | 42,570 |
| Short-term borrowings | 0 | 4,048 | 0 | 4,304 | 0 | 8,352 | -310 | 8,042 |
| Long-term borrowings | 0 | 2,627 | 0 | 6,694 | 0 | 9,321 | -50 | 9,271 |
| Liabilities component of preferred stocks | 0 | 0 | 0 | 0 | 18 | 18 | 0 | 18 |
| Provisions | 2,748 | 378 | 3 | 19 | 14 | 3,162 | 0 | 3,162 |
| Other financial liabilities | 12,256 | 17,795 | 0 | 0 | 0 | 30,052 | -318 | 29,734 |
| Deferred tax liabilities | 747 | 59 | 3 | 461 | 8 | 1,279 | 0 | 1,279 |
| Other liabilities | 5,193 | 6,090 | 56 | 834 | 1 | 12,174 | -53 | 12,121 |
| Total liabilities | 1,312,774 | 122,765 | 94 | 17,169 | 23,433 | 1,476,236 | -10,422 | 1,465,814 |
| Share capital | 86,061 | 16,212 | 1,420 | 4,681 | 112,781 | 221,155 | -110,654 | 110,501 |
| Capital surplus | 12,148 | 477 | 1 | 1 | 2,232 | 14,858 | -12,630 | 2,229 |
| Retained earnings | 26,875 | 9,449 | 126 | 673 | 25,744 | 62,867 | -37,410 | 25,457 |
| Other equity | -166 | -361 | -15 | -150 | 649 | -43 | 21 | -21 |
| Total equity attributable to owners of the parent | 124,918 | 25,777 | 1,532 | 5,206 | 141,405 | 298,837 | -160,672 | 138,165 |
| Non-controlling interests | 0 | 0 | 0 | 0 | 4 | 4 | 0 | 4 |
| TOTAL | 1,437,692 | 148,542 | 1,626 | 22,375 | 164,842 | 1,775,077 | -171,094 | 1,603,983 |

Appendix 3/12

SPH's P&L (Consolidated) - IFRS

| NT\$ Mn | Yearly Results | | Quarterly Results | | | | | | YTD Results | | |
|---|----------------|---------------|-------------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|--------------|
| | 2015 | 2016 | 4Q16 | 1Q17 | 2Q17 | 3Q17 | 4Q17 | QoQ(%) | YoY(%) | 12M17 | YoY(%) |
| Interest revenue | 29,989 | 27,672 | 6,994 | 7,041 | 7,143 | 7,014 | 7,002 | -0.18 | 0.12 | 28,200 | 1.91 |
| Interest expense | 12,750 | 11,059 | 2,764 | 2,972 | 2,990 | 3,065 | 3,069 | 0.11 | 11.02 | 12,096 | 9.37 |
| Net interest Income | 17,239 | 16,613 | 4,229 | 4,069 | 4,154 | 3,949 | 3,933 | -0.41 | -7.01 | 16,105 | -3.06 |
| Net revenues other than interest | | | | | | | | | | | |
| Commissions and fee revenues, net | 9,691 | 9,174 | 2,076 | 2,387 | 2,302 | 2,546 | 2,275 | -10.62 | 9.59 | 9,510 | 3.67 |
| Gains from financial assets and liabilities at fair value through P/L | 2,859 | 3,477 | 655 | 1,458 | 1,356 | 1,309 | 1,658 | 26.73 | 153.26 | 5,781 | 66.25 |
| Gain (loss) on investment property | 0 | 53 | 53 | 0 | 0 | 0 | 0 | - | - | 0 | - |
| Realized gains from available-for-sale financial assets | 401 | 446 | 73 | 25 | 208 | 180 | 118 | -34.60 | 62.24 | 531 | 19.08 |
| Gains on unquoted equity instruments | 281 | 165 | 27 | 12 | 92 | 20 | 1 | -95.43 | -96.64 | 125 | -24.41 |
| Share of profit (loss) of associates and joint ventures accounted for using equity method | -59 | -12 | 11 | -12 | 3 | -652 | 694 | NA | 6,190.50 | 34 | NA |
| Foreign exchange gains, net | 1,686 | 164 | -308 | 21 | 412 | 246 | 174 | -29.21 | NA | 853 | 418.72 |
| (Impairment losses) reversal gains on assets | -46 | 40 | -17 | 22 | -80 | 72 | -367 | -609.48 | NA | -353 | -993.36 |
| Rental revenue | 161 | 153 | 37 | 35 | 36 | 35 | 36 | 1.25 | -3.25 | 142 | -7.55 |
| Other revenues, net | 354 | 546 | 400 | 84 | 118 | 98 | -501 | -610.11 | -225.38 | -201 | -136.73 |
| Total net revenues | 32,566 | 30,820 | 7,235 | 8,102 | 8,600 | 7,803 | 8,022 | 2.80 | 10.87 | 32,526 | 5.54 |
| | | | 0 | | | | | | | | |
| Bad debt expenses and guarantee liability provisions | 496 | 1,592 | 1,025 | 308 | 1,308 | 126 | 734 | 481.60 | -28.37 | 2,475 | 55.46 |
| Operating expenses | 19,613 | 19,702 | 4,740 | 4,946 | 4,981 | 4,880 | 4,789 | -1.85 | 1.04 | 19,595 | -0.54 |
| Employee benefits expense | 12,050 | 12,100 | 2,811 | 3,223 | 3,186 | 3,035 | 2,863 | -5.68 | 1.84 | 12,308 | 1.72 |
| Depreciation and amortization | 982 | 1,049 | 267 | 288 | 261 | 258 | 263 | 1.98 | -1.64 | 1,069 | 1.92 |
| Others | 6,581 | 6,553 | 1,662 | 1,435 | 1,534 | 1,587 | 1,664 | 4.86 | 0.12 | 6,219 | -5.10 |
| Bad debts and guarantee liability provisions & Operating expenses | 20,109 | 21,294 | 5,765 | 5,253 | 6,288 | 5,006 | 5,524 | 10.34 | -4.19 | 22,071 | 3.65 |
| Income (loss) before income tax | 12,457 | 9,526 | 1,470 | 2,848 | 2,312 | 2,798 | 2,498 | -10.71 | 69.91 | 10,456 | 9.76 |
| Income tax (benefit) expense | 1,601 | 1,245 | 178 | 485 | 351 | 281 | 344 | 22.31 | 93.07 | 1,461 | 17.35 |
| Profit (loss) | 10,856 | 8,282 | 1,292 | 2,364 | 1,961 | 2,516 | 2,154 | -14.40 | 66.72 | 8,995 | 8.61 |

Appendix 4/12

P&L of SPH and its subsidiaries for the 12 months ended Dec. 31, 2017

Appendix 5/12

BSP's Balance Sheet (Consolidated) - IFRS

| NT\$Mn | Yearly Results | | Quarterly Results | | | | | | QoQ(%) | YoY(%) | |
|--|------------------|------------------|-------------------|------------------|------------------|------------------|------------------|--------------|--------------|--------|--|
| | 2015 | 2016 | 4Q16 | 1Q17 | 2Q17 | 3Q17 | 4Q17 | | | | |
| Assets | | | | | | | | | | | |
| Cash and cash equivalents | 26,295 | 22,299 | 22,299 | 16,145 | 27,886 | 20,267 | 24,280 | 19.80 | 8.88 | | |
| Due from the central bank and call loans to banks | 92,898 | 142,407 | 142,407 | 113,118 | 114,112 | 91,786 | 95,210 | 3.73 | -33.14 | | |
| Financial assets at fair value through profit or loss | 67,364 | 59,381 | 59,381 | 65,168 | 60,363 | 64,513 | 75,093 | 16.40 | 26.46 | | |
| Securities purchased under agreements to resell | 4,295 | 7,862 | 7,862 | 8,254 | 7,023 | 14,911 | 23,553 | 57.96 | 199.59 | | |
| Receivables, net | 76,057 | 35,623 | 35,623 | 37,158 | 40,240 | 45,992 | 43,557 | -5.29 | 22.27 | | |
| Current tax assets | 1,346 | 1,393 | 1,393 | 1,300 | 1,349 | 1,367 | 1,411 | 3.21 | 1.33 | | |
| Discounts and loans, net | 874,744 | 889,038 | 889,038 | 912,573 | 912,212 | 883,034 | 865,993 | -1.93 | -2.59 | | |
| Available-for-sale financial assets | 195,688 | 238,316 | 238,316 | 231,330 | 239,649 | 247,922 | 227,097 | -8.40 | -4.71 | | |
| Held-to-maturity investments | 69,119 | 78,132 | 78,132 | 73,337 | 68,872 | 59,826 | 56,608 | -5.38 | -27.55 | | |
| Investments accounted for using equity method,net | 39 | 55 | 55 | 50 | 48 | 0 | 0 | -100.00 | -100.00 | | |
| Other financial assets, net | 13,423 | 13,848 | 13,848 | 15,286 | 13,507 | 9,273 | 7,259 | -21.72 | -47.58 | | |
| Investment property, net | 1,175 | 1,247 | 1,247 | 1,223 | 1,220 | 1,220 | 1,207 | -1.00 | -3.18 | | |
| Property, plant and equipment, net | 9,470 | 9,135 | 9,135 | 9,111 | 9,089 | 9,024 | 8,977 | -0.52 | -1.73 | | |
| Intangible assets, net | 1,958 | 1,888 | 1,888 | 1,822 | 1,807 | 1,280 | 1,326 | 3.59 | -29.74 | | |
| Deferred tax assets | 2,649 | 2,551 | 2,551 | 2,488 | 2,429 | 1,674 | 1,740 | 3.95 | -31.77 | | |
| Other assets, net | 4,414 | 2,480 | 2,480 | 3,259 | 3,988 | 5,445 | 4,380 | -19.55 | 76.60 | | |
| Total | 1,440,933 | 1,505,653 | 1,505,653 | 1,491,624 | 1,503,793 | 1,457,536 | 1,437,692 | -1.36 | -4.51 | | |
| Liabilities and Equity | | | | | | | | | | | |
| Liabilities | | | | | | | | | | | |
| Deposits from the central bank and banks | 61,330 | 29,855 | 29,855 | 53,844 | 36,038 | 31,626 | 29,622 | -6.34 | -0.78 | | |
| Financial liabilities at fair value through profit or loss | 27,055 | 21,085 | 21,085 | 16,048 | 14,068 | 19,150 | 24,792 | 29.46 | 17.58 | | |
| Derivative financial liabilities for hedging | 43 | 20 | 20 | 14 | 14 | 0 | 0 | - | -100.00 | | |
| Securities sold under agreement to repurchase | 5,174 | 1,837 | 1,837 | 3,448 | 27,796 | 28,665 | 26,179 | -8.67 | 1325.24 | | |
| Payable | 15,734 | 16,884 | 16,884 | 14,391 | 15,788 | 14,294 | 16,636 | 16.39 | -1.47 | | |
| Current tax liabilities | 187 | 565 | 565 | 650 | 506 | 378 | 544 | 44.03 | -3.71 | | |
| Deposit and remittance | 1,158,925 | 1,255,712 | 1,255,712 | 1,217,996 | 1,221,966 | 1,173,735 | 1,154,486 | -1.64 | -8.06 | | |
| bank debentures | 43,428 | 41,779 | 41,779 | 44,029 | 45,570 | 45,569 | 39,570 | -13.16 | -5.29 | | |
| Short-term borrowings | 149 | 0 | 0 | 0 | 0 | 0 | 0 | - | - | | |
| Other financial liabilities | 13,806 | 12,370 | 12,370 | 14,168 | 14,865 | 13,214 | 12,256 | -7.25 | -0.92 | | |
| Provisions | 3,021 | 2,849 | 2,849 | 2,784 | 2,772 | 2,641 | 2,748 | 4.04 | -3.56 | | |
| Deferred tax liabilities | 1,143 | 961 | 961 | 901 | 933 | 743 | 747 | 0.56 | -22.21 | | |
| Other liabilities | 1,820 | 2,014 | 2,014 | 1,861 | 1,893 | 3,850 | 5,193 | 34.90 | 157.82 | | |
| Total liabilities | 1,331,815 | 1,385,931 | 1,385,931 | 1,370,133 | 1,382,209 | 1,333,865 | 1,312,774 | -1.58 | -5.28 | | |
| Capital stock | 74,464 | 83,955 | 83,955 | 83,955 | 86,061 | 86,061 | 86,061 | 0.00 | 2.51 | | |
| Capital surplus | 10,481 | 12,148 | 12,148 | 12,148 | 12,148 | 12,148 | 12,148 | 0.00 | 0.00 | | |
| Retained earnings | 23,080 | 23,777 | 23,777 | 26,081 | 23,644 | 25,227 | 26,875 | 6.53 | 13.03 | | |
| Other equity | 1,093 | -157 | -157 | -693 | -269 | 235 | -166 | -170.64 | NA | | |
| Total equity | 109,118 | 119,722 | 119,722 | 121,491 | 121,584 | 123,671 | 124,918 | 1.01 | 4.34 | | |
| TOTAL | 1,440,933 | 1,505,653 | 1,505,653 | 1,491,624 | 1,503,793 | 1,457,536 | 1,437,692 | -1.36 | -4.51 | | |

Appendix 6/12

BSP's P&L (Consolidated) - IFRS

| NT\$ Mn | Yearly Results | | | | | | | Quarterly Results | | YTD Results | | | |
|--|----------------|---------------|--------------|--------------|--------------|--------------|--------------|-------------------|---------------|---------------|---------------|-------|--------|
| | 2015 | | 2016 | | 4Q16 | 1Q17 | 2Q17 | 3Q17 | 4Q17 | QoQ(%) | YoY(%) | 12M17 | YoY(%) |
| | | | | | | | | | | | | | |
| Interest revenue | 27,364 | 24,849 | 6,243 | 6,279 | 6,377 | 6,311 | 6,343 | 0.50 | 1.60 | 25,310 | 1.86 | | |
| Interest expense | 11,797 | 9,983 | 2,456 | 2,605 | 2,597 | 2,647 | 2,674 | 1.04 | 8.89 | 10,523 | 5.41 | | |
| Net interest Income | 15,567 | 14,866 | 3,787 | 3,674 | 3,780 | 3,665 | 3,668 | 0.10 | -3.13 | 14,787 | -0.53 | | |
| Net revenues other than interest | | | | | | | | | | | | | |
| Commissions and fee revenues, net | 6,021 | 5,635 | 1,195 | 1,413 | 1,210 | 1,316 | 1,077 | -18.14 | -9.87 | 5,016 | -10.98 | | |
| Gains on financial assets and liabilities at fair value through P/L | 1,804 | 2,220 | 757 | 475 | 895 | 511 | 831 | 62.50 | 9.81 | 2,713 | 22.21 | | |
| Gain (loss) on investment property | 0 | 53 | 53 | 0 | 0 | 0 | 0 | - | -100.00 | 0 | -100.00 | | |
| Realized gains on available-for-sale financial assets | 10 | 10 | 7 | 2 | 2 | 3 | 0 | -96.13 | -98.18 | 8 | -22.12 | | |
| Realized gains on unquoted equity instrument | 155 | 136 | 27 | 12 | 74 | 1 | 0 | -102.42 | -100.05 | 87 | -36.18 | | |
| Share of profit (loss) of associates and joint ventures accounted for using equity method | -5 | -1 | -2 | -2 | -2 | -658 | 658 | NA | NA | -3 | NA | | |
| Foreign exchange gains, net | 861 | -152 | -401 | 422 | 362 | 241 | 193 | -20.24 | NA | 1,218 | NA | | |
| (Impairment losses) reversal gains on assets | 56 | 163 | 83 | 22 | -80 | 95 | -94 | -198.49 | -213.56 | -56 | -134.57 | | |
| Rental revenue | 117 | 115 | 28 | 28 | 28 | 29 | 0.69 | 1.50 | 114 | -0.72 | | | |
| Other revenues, net | 207 | 302 | 312 | 16 | 42 | -11 | -574 | NA | -283.80 | -526 | -274.01 | | |
| Total net revenues | 24,792 | 23,347 | 5,847 | 6,062 | 6,313 | 5,193 | 5,788 | 11.47 | -1.00 | 23,357 | 0.04 | | |
| (Reversal of)Alloance for doubtful accounts and guarantees | -92 | 1,405 | 938 | -103 | 306 | 141 | 720 | 411.08 | -23.26 | 1,063 | -24.31 | | |
| Operating expenses | 14,186 | 13,922 | 3,280 | 3,456 | 3,465 | 3,328 | 3,076 | -7.58 | -6.23 | 13,325 | -4.29 | | |
| Employee benefits expense | 8,208 | 7,995 | 1,771 | 2,156 | 2,130 | 1,925 | 1,669 | -13.31 | -5.78 | 7,880 | -1.44 | | |
| Depreciation and amortization | 697 | 740 | 186 | 177 | 172 | 170 | 161 | -4.95 | -13.42 | 680 | -8.11 | | |
| Others | 5,282 | 5,187 | 1,323 | 1,122 | 1,163 | 1,234 | 1,246 | 1.01 | -5.82 | 4,765 | -8.14 | | |
| (Reversal of)Alloance for doubtful accounts and guarantees & Operating expenses | 14,094 | 15,327 | 4,218 | 3,352 | 3,771 | 3,469 | 3,796 | 9.42 | -10.02 | 14,388 | -6.13 | | |
| Income (loss) before income tax | 10,698 | 8,020 | 1,629 | 2,710 | 2,542 | 1,724 | 1,993 | 15.60 | 22.34 | 8,969 | 11.84 | | |
| Income tax (benefit) expense | 1,523 | 1,161 | 196 | 405 | 373 | 140 | 240 | 70.99 | 22.22 | 1,159 | -0.19 | | |
| Profit (loss) | 9,175 | 6,858 | 1,432 | 2,305 | 2,169 | 1,583 | 1,753 | 10.69 | 22.35 | 7,810 | 13.87 | | |

Appendix 7/12

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

| | Yearly Results | | Quarterly Results | | | | | YTD Results | |
|--|----------------|----------------|-------------------|----------------|----------------|----------------|----------------|--------------|-------------|
| | 2015 | 2016 | 4Q16 | 1Q17 | 2Q17 | 3Q17 | 4Q17 | QoQ(%) | YoY(%) |
| Assets: | | | | | | | | | |
| Current assets | 115,123 | 140,666 | 140,666 | 155,424 | 143,395 | 145,174 | 142,442 | -1.88 | 1.26 |
| Cash and cash equivalents | 3,083 | 6,561 | 6,561 | 5,587 | 9,657 | 8,752 | 5,475 | -37.44 | -16.56 |
| Financial assets at fair | 47,807 | 57,726 | 57,726 | 62,222 | 61,535 | 62,117 | 61,383 | -1.18 | 6.33 |
| Securities purchased | 6,827 | 8,897 | 8,897 | 4,385 | 3,446 | 3,662 | 3,217 | -12.14 | -63.84 |
| Margin loans receivable | 16,223 | 20,648 | 20,648 | 22,529 | 21,605 | 21,517 | 21,887 | 1.72 | 6.00 |
| Other current assets | 41,183 | 46,832 | 46,832 | 60,701 | 47,151 | 49,127 | 50,480 | 2.76 | 7.79 |
| Non-current assets | 5,253 | 6,030 | 6,030 | 6,111 | 6,183 | 6,103 | 6,100 | -0.04 | 1.16 |
| Financial assets at cost | 669 | 605 | 605 | 605 | 593 | 581 | 559 | -3.76 | -7.55 |
| Properties and equipments, net | 2,334 | 2,357 | 2,357 | 2,340 | 2,329 | 2,316 | 2,320 | 0.16 | -1.55 |
| Intangible & other assets | 2,250 | 3,069 | 3,069 | 3,166 | 3,260 | 3,206 | 3,221 | 0.48 | 4.96 |
| Total assets | 120,376 | 146,696 | 146,696 | 161,535 | 149,578 | 151,277 | 148,542 | -1.81 | 1.26 |
| Liabilities and stockholders' equity | | | | | | | | | |
| Liabilities | | | | | | | | | |
| Current liabilities | 94,485 | 116,793 | 116,793 | 132,870 | 123,332 | 123,396 | 116,717 | -5.41 | -0.06 |
| Liabilities for bonds with attached repurchase | 39,378 | 43,850 | 43,850 | 41,406 | 43,261 | 41,993 | 39,878 | -5.04 | -9.06 |
| Futures traders' equity | 16,797 | 18,363 | 18,363 | 18,680 | 16,369 | 15,700 | 17,150 | 9.23 | -6.61 |
| Notes payable and accounts payable | 10,800 | 13,990 | 13,990 | 21,553 | 17,727 | 18,857 | 19,110 | 1.34 | 36.59 |
| Other current liabilities | 27,510 | 40,590 | 40,590 | 51,232 | 45,975 | 46,846 | 40,579 | -13.38 | -0.03 |
| Non-current liabilities | 467 | 4,338 | 4,338 | 3,235 | 1,702 | 2,645 | 6,048 | 128.66 | 39.44 |
| Total liabilities | 94,952 | 121,130 | 121,130 | 136,106 | 125,034 | 126,041 | 122,765 | -2.60 | 1.35 |
| Capital stock | 16,212 | 16,212 | 16,212 | 16,212 | 16,212 | 16,212 | 16,212 | 0.00 | 0.00 |
| Capital surplus | 477 | 477 | 477 | 477 | 477 | 477 | 477 | 0.00 | 0.00 |
| Retained earnings | 8,801 | 8,985 | 8,985 | 9,059 | 8,040 | 8,879 | 9,449 | 6.42 | 5.16 |
| Other items of equity | -66 | -109 | -109 | -319 | -185 | -332 | -361 | 8.81 | 232.84 |
| Total equity | 25,424 | 25,566 | 25,566 | 25,429 | 24,543 | 25,236 | 25,777 | 2.14 | 0.83 |
| TOTAL | 120,376 | 146,696 | 146,696 | 161,535 | 149,578 | 151,277 | 148,542 | -1.81 | 1.26 |

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

Appendix 8/12

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

| | Yearly Results | | | | Quarterly Results | | | | YTD Results | | |
|---|----------------|--------------|--------------|--------------|-------------------|--------------|--------------|---------------|---------------|--------------|--------------|
| | 2015 | 2016 | 4Q16 | 1Q17 | 2Q17 | 3Q17 | 4Q17 | QoQ(%) | YoY(%) | 12M17 | YoY(%) |
| Interest revenue | 1,918 | 2,092 | 578 | 634 | 646 | 645 | 663 | 2.86 | 14.69 | 2,588 | 23.72 |
| Interest expense | -536 | -569 | -176 | -222 | -244 | -259 | -262 | 1.26 | 48.85 | -987 | 73.37 |
| Net interest income | 1,382 | 1,523 | 402 | 412 | 403 | 386 | 401 | 3.94 | -0.27 | 1,602 | 5.17 |
| Net fee income | 3,391 | 3,432 | 858 | 947 | 1,072 | 1,222 | 1,200 | -1.84 | 39.77 | 4,441 | 29.40 |
| Gains (Losses) on sales of securities, net | 802 | 812 | 126 | 309 | 243 | 447 | 600 | 34.10 | 374.81 | 1,599 | 97.06 |
| Dividend income | 301 | 331 | 10 | 4 | 19 | 310 | 8 | -97.46 | -23.70 | 341 | 3.13 |
| Gains (Losses) on warrant issued, net | 24 | 23 | 23 | 20 | 24 | -62 | 50 | 181.21 | 120.69 | 32 | 39.41 |
| Gains (Losses) from futures transactions | 160 | -419 | -145 | -91 | -100 | -132 | -200 | -51.86 | -38.27 | -523 | 24.99 |
| Gains (Losses) from options transactions | -7 | -5 | -4 | 2 | 1 | -5 | -4 | 27.70 | 18.23 | -5 | -5.53 |
| Gains (Losses) from derivative instruments transactions | -676 | -392 | 57 | 343 | -215 | -561 | 17 | 103.04 | -69.88 | -416 | 6.33 |
| Gains (Losses) from SBL transactions | 15 | 47 | 49 | -8 | -36 | -17 | 10 | 158.22 | -79.92 | -51 | -208.51 |
| Gains (Losses) from valuation of operating securities | -426 | -16 | -462 | 307 | 113 | 564 | 92 | -83.69 | 119.93 | 1,077 | -6875.75 |
| Other operating income | 1,297 | 767 | 307 | -491 | 166 | 28 | -21 | -175.27 | -106.98 | -318 | -141.50 |
| Non-operating income-net | 63 | 207 | 3 | 74 | 123 | 103 | 77 | -25.31 | 2263.67 | 377 | 82.11 |
| Total net revenues | 6,327 | 6,309 | 1,225 | 1,829 | 1,811 | 2,285 | 2,229 | -2.43 | 81.95 | 8,154 | 29.24 |
| Operating expenses | 4,870 | 5,198 | 1,340 | 1,703 | 2,322 | 1,363 | 1,529 | 12.18 | 14.12 | 6,916 | 33.04 |
| Pre-tax income (loss) | 1,457 | 1,111 | -114 | 126 | -511 | 922 | 701 | -24.03 | 712.51 | 1,238 | 11.43 |
| Income tax benefit (expense) | -212 | -43 | -7 | -52 | 96 | -83 | -90 | -8.53 | -1,175.79 | -129 | 196.33 |
| Net income (Loss) | 1,245 | 1,067 | -121 | 74 | -415 | 839 | 611 | -27.25 | 602.85 | 1,109 | 3.91 |

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

Appendix 9/12

BSP's Loan Breakdown (Consolidated)

| NT\$Mn | Yearly Results | | Quarterly Results | | | | | | |
|---------------------------------|----------------|----------------|-------------------|----------------|----------------|----------------|----------------|---------------|---------------|
| | Items | 2015 | 2016 | 4Q16 | 1Q17 | 2Q17 | 3Q17 | 4Q17 | QoQ(%) |
| Corporate loans | | | | | | | | | |
| Manufacturing | 168,069 | 178,887 | 178,887 | 185,291 | 195,259 | 196,259 | 198,043 | 0.91 | 10.71 |
| Electronics Indusry | 66,528 | 56,579 | 56,579 | 66,496 | 69,735 | 70,254 | 68,034 | -3.16 | 20.25 |
| Chemical products | 48,127 | 52,313 | 52,313 | 52,197 | 56,215 | 56,236 | 57,555 | 2.35 | 10.02 |
| Conventional industry | 50,420 | 65,869 | 65,869 | 61,801 | 63,960 | 64,782 | 66,896 | 3.26 | 1.56 |
| Electric fixture | 2,995 | 4,126 | 4,126 | 4,797 | 5,349 | 4,987 | 5,558 | 11.44 | 34.70 |
| FI & security house & insurance | 27,431 | 32,039 | 32,039 | 29,729 | 27,730 | 35,615 | 34,012 | -4.50 | 6.16 |
| Installment & leasing | 22,590 | 24,944 | 24,944 | 23,720 | 22,192 | 9,329 | 11,101 | 19.00 | -55.50 |
| Construction & real estate | 43,517 | 48,866 | 48,866 | 48,873 | 48,361 | 47,710 | 45,291 | -5.07 | -7.32 |
| Wholesales/retail | 77,539 | 77,311 | 77,311 | 76,666 | 75,952 | 74,467 | 71,799 | -3.58 | -7.13 |
| Service industry | 39,826 | 39,978 | 39,978 | 40,829 | 43,862 | 40,002 | 42,541 | 6.35 | 6.41 |
| State-owned company | 71,112 | 40,573 | 40,573 | 53,981 | 42,435 | 28,123 | 16,906 | -39.88 | -58.33 |
| Others | 10,119 | 10,051 | 10,051 | 9,984 | 10,315 | 9,765 | 10,359 | 6.07 | 3.06 |
| Factoring | 6,237 | 8,926 | 8,926 | 7,537 | 7,073 | 7,324 | 9,841 | 34.37 | 10.25 |
| Sub total | 466,441 | 461,575 | 461,575 | 476,609 | 473,179 | 448,593 | 439,893 | -1.94 | -4.70 |
| Individual loans | | | | | | | | | |
| Mortgage loans | 403,731 | 425,831 | 425,831 | 425,173 | 426,217 | 419,702 | 415,562 | -0.99 | -2.41 |
| Car loans | 7,176 | 6,912 | 6,912 | 6,677 | 6,579 | 6,460 | 6,303 | -2.44 | -8.82 |
| Sub total | 410,907 | 432,743 | 432,743 | 431,851 | 432,797 | 426,162 | 421,865 | -1.01 | -2.51 |
| Consumer loans | | | | | | | | | |
| Unsecured loans and others | 17,171 | 17,260 | 17,260 | 17,755 | 18,948 | 19,943 | 20,602 | 3.30 | 19.36 |
| Credit card | 7,333 | 7,011 | 7,011 | 6,871 | 7,227 | 7,093 | 6,862 | -3.27 | -2.13 |
| Sub total | 24,503 | 24,271 | 24,271 | 24,625 | 26,175 | 27,037 | 27,463 | 1.58 | 13.15 |
| Total | 901,851 | 918,590 | 918,590 | 933,085 | 932,151 | 901,792 | 889,220 | -1.39 | -3.20 |

Note: Loans portfolio includes non-accrual loans.

Appendix 10/12

BSP's Loan Asset Quality

| NT\$Mn | Yearly Results | | Quarterly Results | | | | | | | YTD Results | |
|---------------------------------|----------------|---------------|-------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | 2015 | 2016 | 4Q16 | 1Q17 | 2Q17 | 3Q17 | 4Q17 | QoQ(%) | YoY(%) | 12M17 | YoY(%) |
| NPL | | | | | | | | | | | |
| 90-days NPLs - beginning | 1,885 | 2,159 | 2,911 | 3,140 | 3,312 | 3,120 | 2,961 | -5.11 | 1.69 | 3,140 | 45.46 |
| New NPL influx | 2,191 | 4,143 | 724 | 670 | 620 | 490 | 566 | 15.55 | -21.75 | 2,346 | -43.37 |
| NPL recovery | 1,454 | 1,655 | 431 | 448 | 447 | 447 | 333 | -25.50 | -22.80 | 1,675 | 1.21 |
| Write-offs | 463 | 1,507 | 64 | 49 | 365 | 203 | 598 | 194.61 | 833.53 | 1,215 | -19.37 |
| 90-days NPLs - ending | 2,159 | 3,140 | 3,140 | 3,312 | 3,120 | 2,961 | 2,596 | -12.30 | -17.32 | 2,596 | -17.32 |
| Total reserves for loans | 12,413 | 13,291 | 13,291 | 13,093 | 13,242 | 12,432 | 12,513 | 0.65 | -5.85 | 12,513 | -5.85 |
| Provisions for loan loss | -787 | 2,084 | 720 | -2 | 481 | 174 | 708 | 306.70 | -1.64 | 1,361 | -34.70 |
| Recovery - Loan | 814 | 491 | 89 | 125 | 195 | 115 | 62 | -46.42 | -30.31 | 497 | 1.25 |
| NPL ratio | 0.24% | 0.35% | 0.35% | 0.36% | 0.34% | 0.33% | 0.30% | -0.04% | -0.05% | 0.30% | -0.05% |
| Coverage ratio | 574.81% | 423.30% | 423.30% | 395.28% | 424.43% | 419.93% | 481.95% | 62.02% | 58.65% | 481.95% | 58.65% |

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

Appendix 11/12

BSP's Fee Breakdown (Consolidated)

| NT\$Mn | Yearly Results | | Quarterly Results | | | | | | | | |
|-----------------------------|----------------|--------------|-------------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|---------------|
| | 2015 | 2016 | 4Q16 | 1Q17 | 2Q17 | 3Q17 | 4Q17 | QoQ(%) | YoY(%) | 12M17 | YoY(%) |
| Wealth management | 3,972 | 3,770 | 769 | 994 | 765 | 883 | 664 | -24.82 | -13.65 | 3,307 | -12.29 |
| Mutual funds | 1,671 | 1,051 | 262 | 322 | 344 | 412 | 324 | -21.34 | 23.56 | 1,401 | 33.33 |
| Trust & custodian bank | 201 | 217 | 55 | 50 | 51 | 50 | 51 | 1.75 | -7.83 | 202 | -7.08 |
| Life insurance | 2,026 | 2,430 | 440 | 604 | 354 | 397 | 277 | -30.32 | -37.04 | 1,632 | -32.83 |
| Property insurance | 75 | 72 | 12 | 18 | 16 | 24 | 13 | -48.32 | 4.22 | 72 | -0.57 |
| Loan fees | 803 | 660 | 106 | 151 | 175 | 175 | 148 | -15.71 | 39.11 | 648 | -1.80 |
| Corporate loans | 587 | 495 | 64 | 113 | 141 | 138 | 114 | -17.22 | 78.28 | 506 | 2.20 |
| Individual & consumer loans | 89 | 77 | 21 | 17 | 15 | 16 | 14 | -14.72 | -33.78 | 63 | -18.21 |
| Factoring & A/R financing | 127 | 89 | 21 | 21 | 19 | 21 | 19 | -6.51 | -7.32 | 80 | -9.86 |
| Credit card | 729 | 673 | 189 | 167 | 163 | 155 | 180 | 16.48 | -4.82 | 665 | -1.20 |
| Others | 517 | 531 | 130 | 101 | 107 | 103 | 85 | -17.00 | -34.71 | 395 | -25.54 |
| Import & export service | 313 | 275 | 70 | 71 | 69 | 71 | 64 | -9.07 | -8.61 | 275 | -0.05 |
| Guarantees & acceptances | 88 | 90 | 21 | 20 | 19 | 17 | 19 | 9.11 | -12.85 | 75 | -16.88 |
| Others | 116 | 166 | 39 | 10 | 18 | 15 | 3 | -83.26 | -93.51 | 46 | -72.45 |
| Total fee income | 6,021 | 5,635 | 1,195 | 1,413 | 1,210 | 1,316 | 1,077 | -18.14 | -9.87 | 5,016 | -10.98 |

Appendix 12/12

BSP's Credit Card Business

| NT\$Mn | Yearly Results | | Quarterly Results | | | | | | | YTD Results | |
|-----------------------------|----------------|---------|-------------------|---------|---------|---------|---------|---------|---------|-------------|---------|
| | 2015 | 2016 | 4Q16 | 1Q17 | 2Q17 | 3Q17 | 4Q17 | QoQ(%) | YoY(%) | 12M17 | YoY(%) |
| Credit card business | | | | | | | | | | | |
| Cards in force(thousand) | 2,145 | 1,935 | 1,935 | 1,859 | 1,836 | 1,830 | 1,785 | -2.48% | -7.77% | 1,785 | -7.77% |
| Active cards(thousand) | 1,324 | 1,273 | 1,273 | 1,068 | 1,038 | 1,032 | 1,030 | -0.15% | -19.06% | 1,030 | -19.06% |
| Account receivables | 16,259 | 15,020 | 15,020 | 14,157 | 15,872 | 14,800 | 14,905 | 0.71% | -0.76% | 14,905 | -0.76% |
| Revolving balance | 5,017 | 4,875 | 4,875 | 4,762 | 4,669 | 4,694 | 4,672 | -0.47% | -4.16% | 4,672 | -4.16% |
| Total consumption | 89,430 | 87,232 | 20,413 | 19,656 | 21,261 | 19,765 | 20,249 | 2.45% | -0.81% | 80,931 | -7.22% |
| Avg spending per card(NT\$) | 67,916 | 66,064 | 15,634 | 17,922 | 20,341 | 19,034 | 19,582 | 2.88% | 25.25% | 76,813 | 16.27% |
| Asset quality | | | | | | | | | | | |
| NPL ratio(90-day past due) | 0.31% | 0.38% | 0.38% | 0.39% | 0.34% | 0.36% | 0.23% | -0.13% | -0.15% | 0.23% | -0.15% |
| Coverage ratio | 550.47% | 391.52% | 391.52% | 397.89% | 414.90% | 408.86% | 646.14% | 237.28% | 254.62% | 646.14% | 254.62% |
| Write-offs | 202 | 188 | 44 | 50 | 48 | 46 | 67 | 45.98% | 49.93% | 210 | 11.99% |
| Net charge off ratio | -0.53% | -0.46% | -0.46% | -0.33% | -0.37% | -0.43% | -0.27% | 0.16% | 0.19% | -0.27% | 0.19% |