

 *President Securities Corp. 2855*



Investor Conference

(Stock Code : 2855)

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2018.3.26

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Agenda

- Business Synopsis
- Operating Achievements



Business Synopsis

Company Profile

Professional leadership, kind services



 **Date of Incorporation**
Dec. 17, 1988

Product and Services

Brokerage, Proprietary Trading,
Underwriting, Fixed Income Dealing,
Financial Products, Shareholder
Services, Wealth Management & Trust,
Offshore Securities Units

Number of Affiliated Companies

5 in Taiwan and 2 overseas

Number of Employees
1,483

Capital
NTD 13.9 Billion

Number of Branches
36

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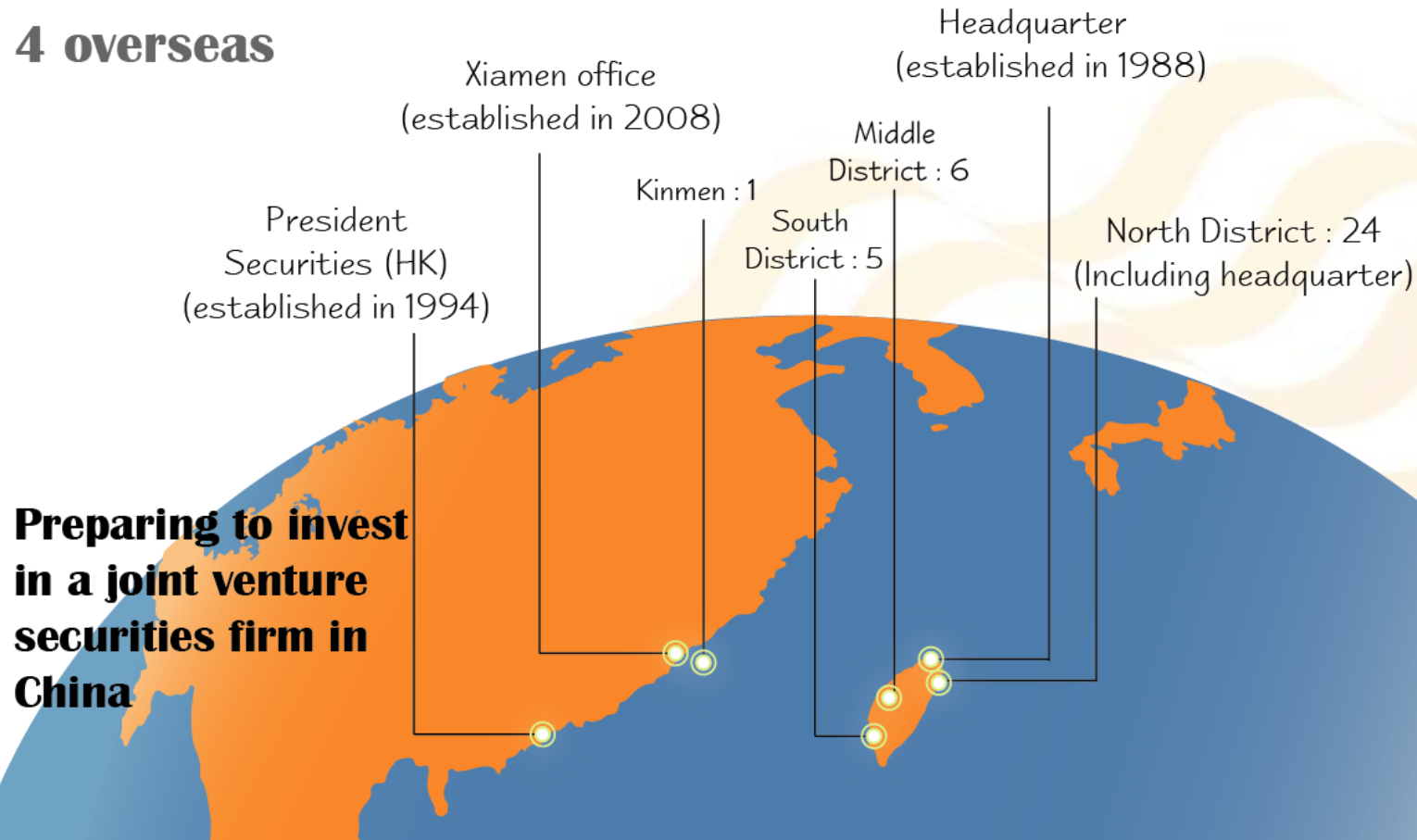
As of the end of Dec, 2017.

Service Location

Professional leadership, kind services

Affiliated Companies :
5 in Taiwan
4 overseas

36 Branches
(Including headquarter)



Capital Structure

Professional leadership, kind services



Long-term Business Development

Services : Brokerage, Proprietary Trading, Futures Proprietary Shareholder Services, Fixed Income Dealing, Financial Products, Wealth Management & Trust , Underwriting

Brokerage

- ✓ Professional research team and high service quality to gain institutional and foreign investors.
- ✓ Diversified products and e-trading platform.

Proprietary Trading

- ✓ Fast strategy adjustment through risk management system.
- ✓ Developing overseas products and overseas investment businesses.

Fixed Income Dealing

- ✓ Building global database and foreign bond trading platform.
- ✓ Developing structural products to meet different risk appetite for different clients.

Wealth Management & Trust

- ✓ Building a "Domestic wealth management platform for Taiwan" via trust.
- ✓ Creating a "cross strait feature" business through OSU.

Financial Products

- ✓ Providing customize products.
- ✓ Deploying risk management system for derivatives.
- ✓ Applying for OSU related foreign exchange derivative businesses.

Quantitative Trading

- ✓ Reinforcing capability for in-time strategical quantitative analysis and build up analysis module for overseas return-risk decision.
- ✓ Automatizing ordering module.

Underwriting

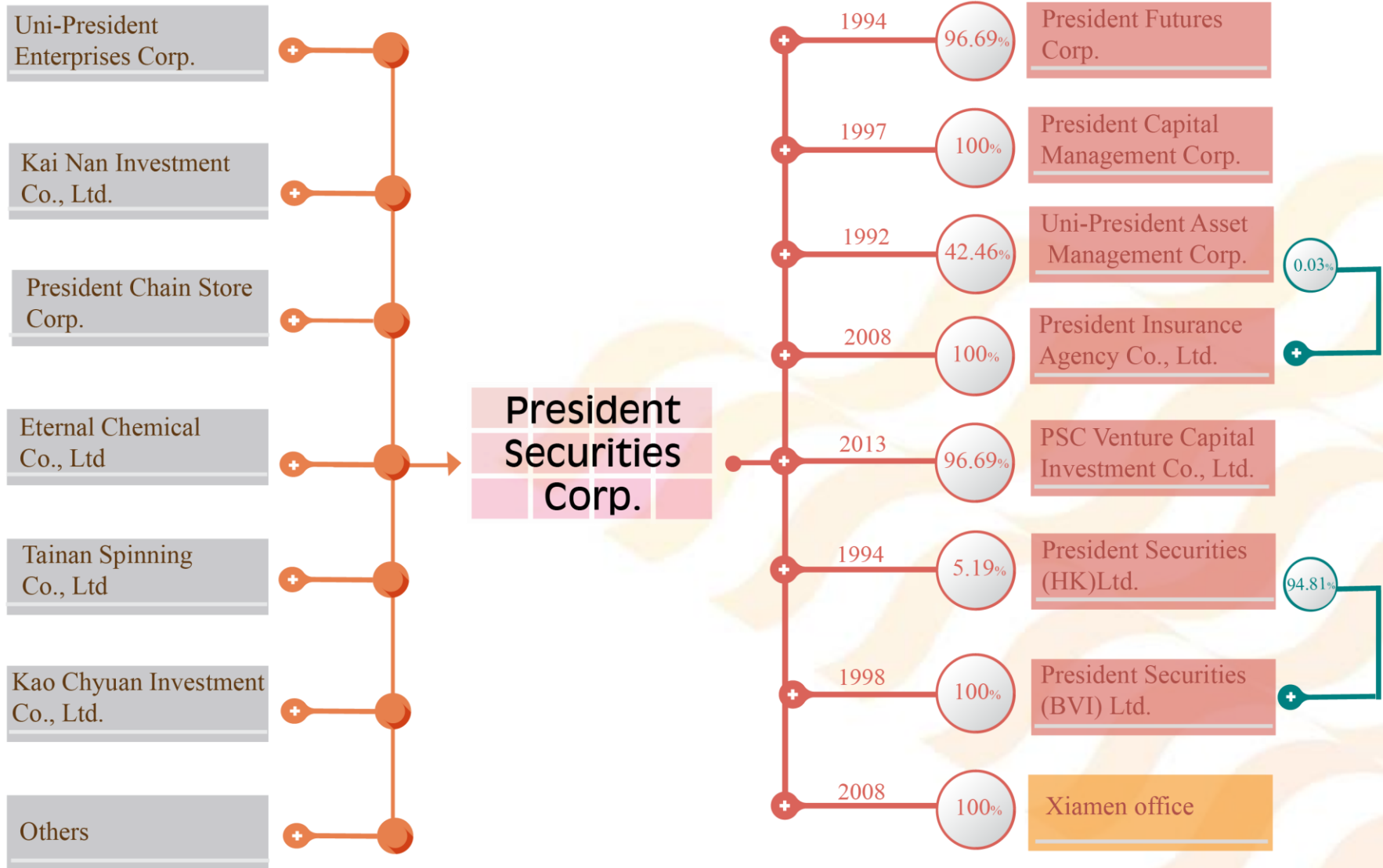
- ✓ Gaining private placement businesses and greater China investment bank businesses.

Shareholder Services

- ✓ Providing diversified services for our clients and becoming a shareholder Services division that also functioned as a wealth management advisor.

Primary Shareholders and Affiliated Companies

Professional leadership, kind services





Operating Achievements



Condensed Income Statements of 2017 & 2016

Professional leadership, kind services

Unit : Million NTD

Item	2017	2016
Revenues	6,360	3,571
Operating Expenditures	644	407
Operating Expenses	3,382	2,702
Operating Income	2,334	462
Other Income and Costs	474	434
Income Before Tax	2,808	896
Income Tax Expense	189	69
Net Income	2,619	827
Other Comprehensive Income	-314	-89
Total Comprehensive Income	2,305	738
EPS (NTD)	1.88	*0.59

*Note : After adjustment

Condensed Balance Sheets

As of the end of 2017 & 2016

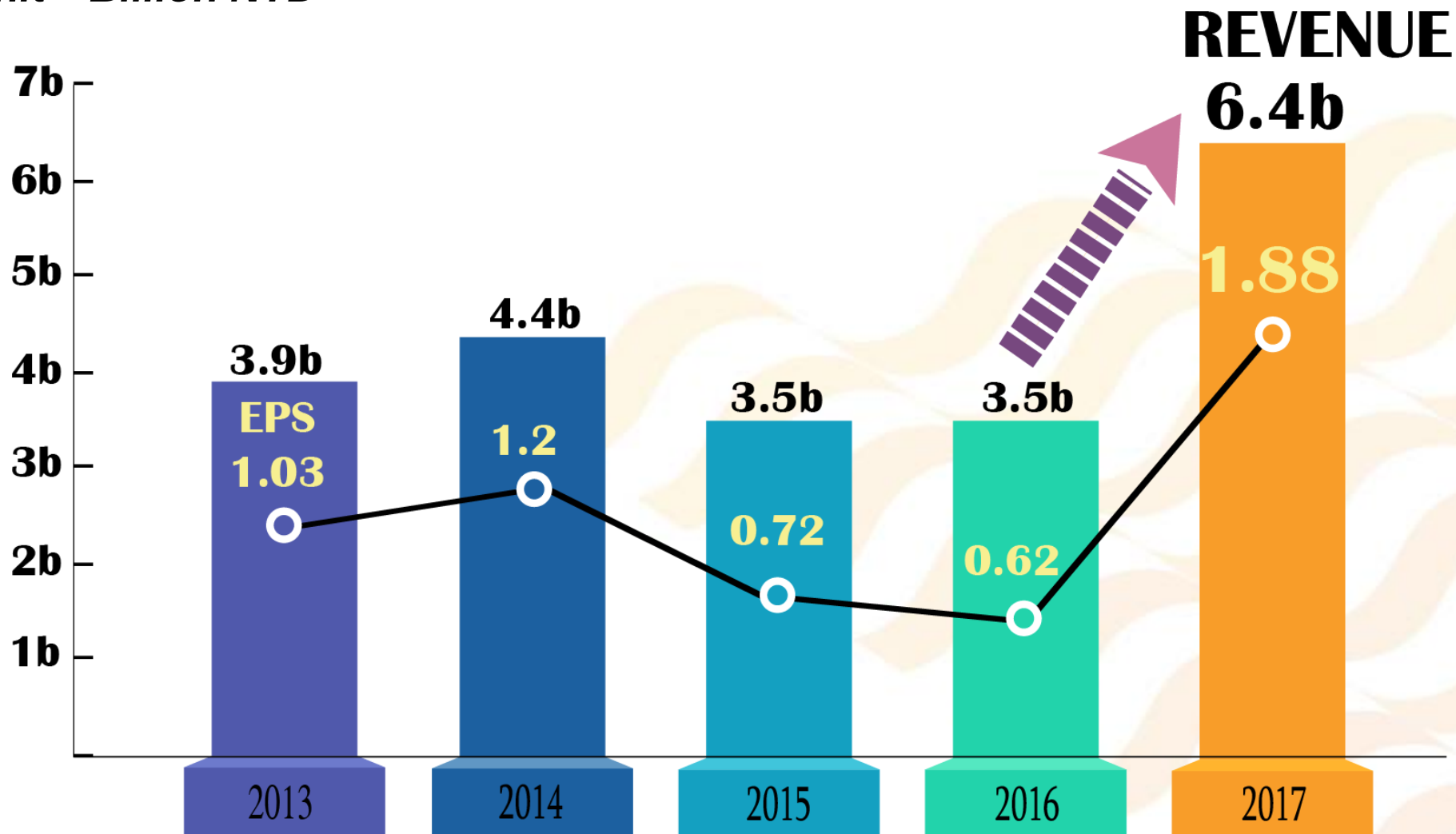
Unit : Million NTD

Item	2017	2016
Current Assets	66,855	63,516
Non-Current Assets	8,406	8,475
Total Assets	75,261	71,991
Current Liabilities	49,789	48,852
Non-Current Liabilities	86	58
Total Liabilities	49,875	48,910
Capital Common Stock	13,904	13,357
Other Equity	11,482	9,724
Total Equity	25,386	23,081
ROA	3.99%	1.51%
ROE	10.81%	3.61%

Revenue for the latest 5 years

Professional leadership, kind services

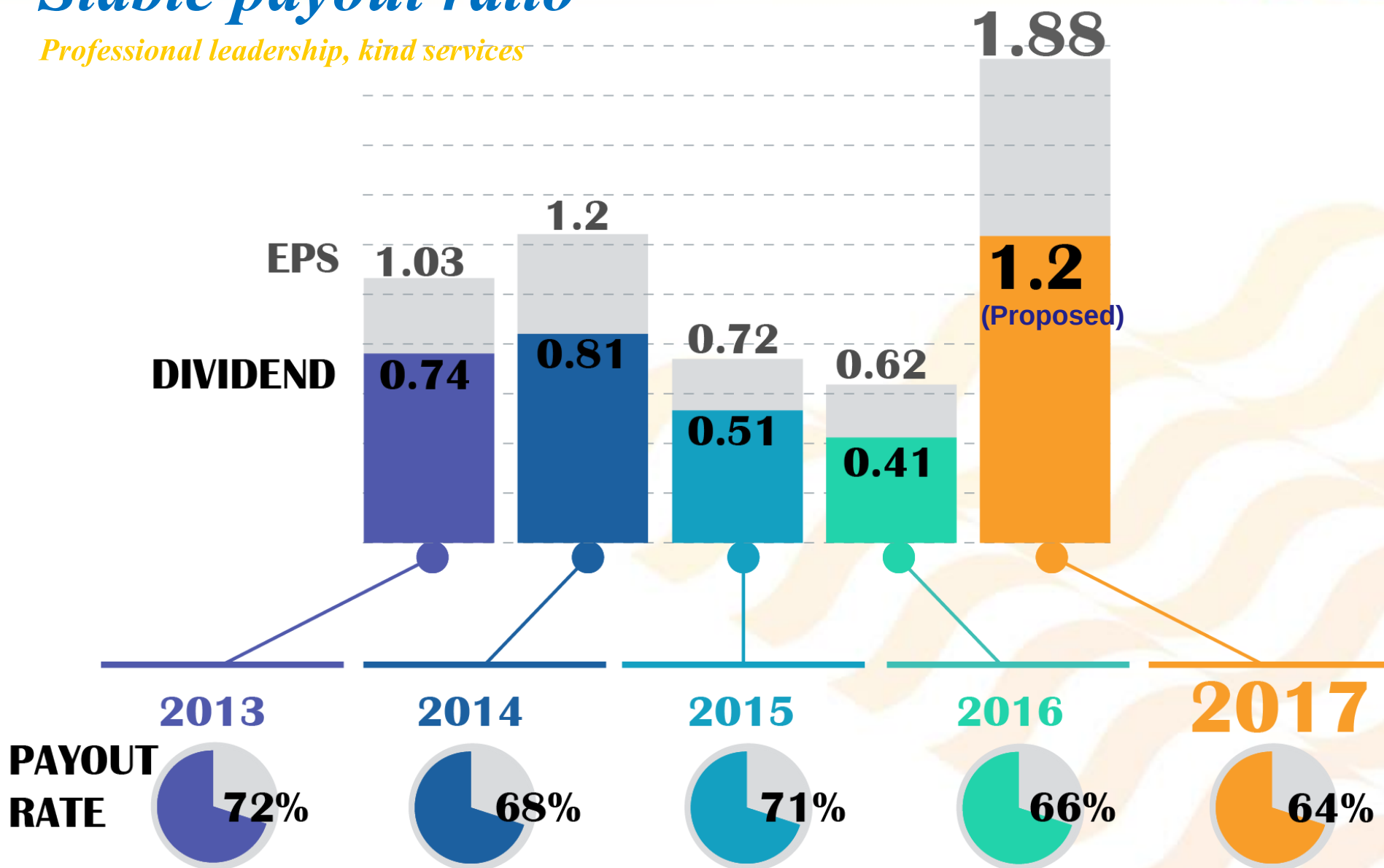
Unit : Billion NTD



Note : The International Financial Reporting Standards (IFRSs) was adopted by the Company starting 2013.

Stable payout ratio

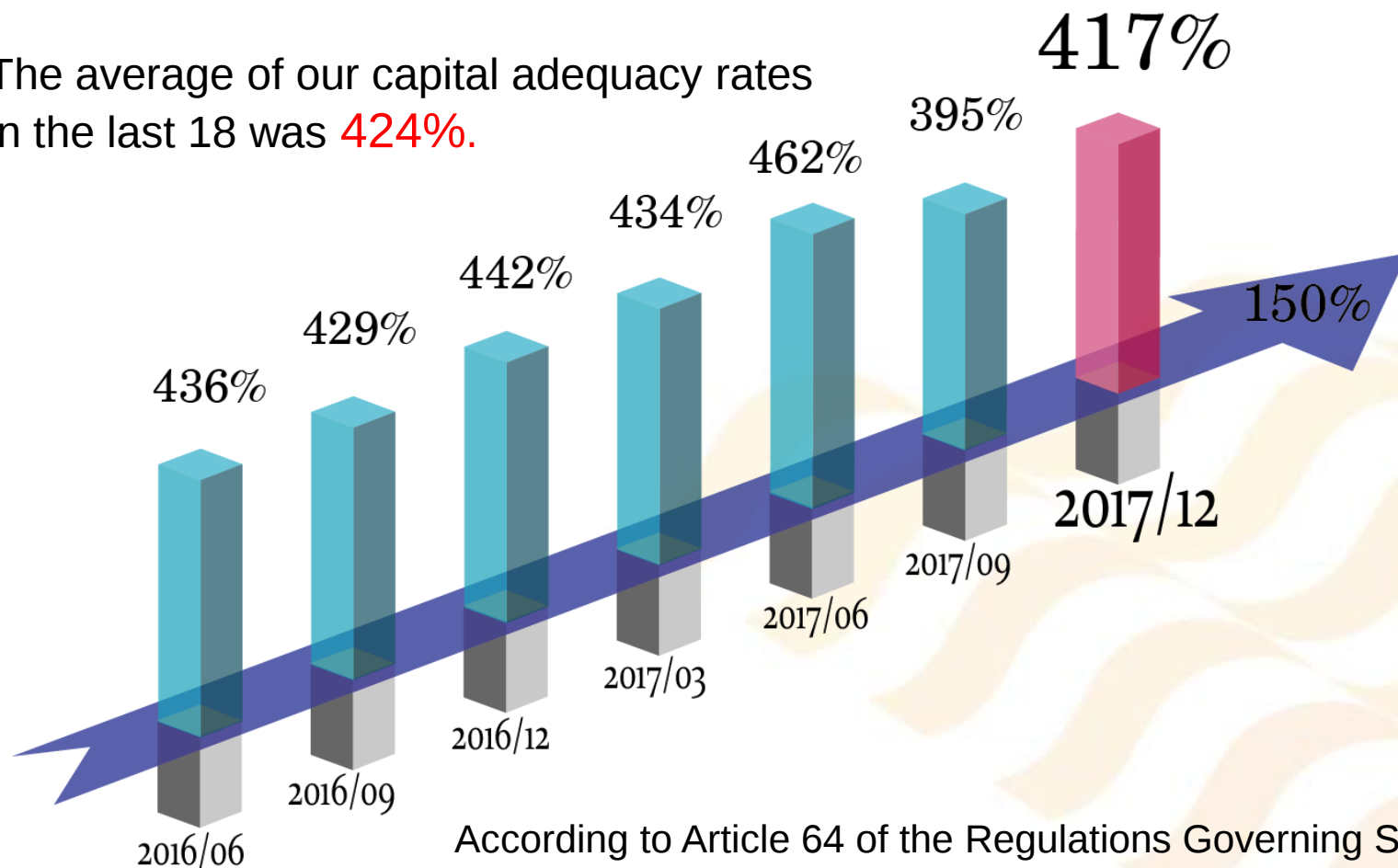
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Solid Risk Management

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The average of our capital adequacy rates in the last 18 was **424%**.



According to Article 64 of the Regulations Governing Securities Firms, a securities firm has to satisfy a minimum capital adequacy rate of **150%** (200% in order to be permitted to operate in derivatives products). The company's capital adequacy rates are well above the minimum requirement.

Credit Ratings and the Information Disclosure & Corporate Governance Evaluation System



Well and Stable Ratings
in the last **10** year



Were awarded the highest ranking
In Information Disclosure
and Transparency Ranking System
for **7** consecutive years!!



Were awarded the highest ranking
in Corporate Governance Evaluation
System for **3** consecutive years!!

Roll of Honor of 2017

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Social Caring

2015-2017



Corporate Social Responsibility Award held by the Commonwealth magazine. Competition.

2017



Bond ETF Trading Competition in 2017
The Best Market-Making award (No.3)

2010~2016



The only company that received silver medal from the Ministry of Labor in the TTQS evaluation for 6 consecutive years, and has got the bronze medal in 2016.

Outstanding Business Performance



2017

The 3rd TAIFEX Diamond Award in Futures Trading Volume Growth of Futures Introducing Brokers

2017



The 11th Wealth Management Evaluation (Business Today Magazine)
The Best Customer Satisfaction Award (No.2)
The Professionals Sales Award (No.3)

2017



ETF Trading Competition for brokers in 2017.
No.1 and 3 in June and May (Keelung Branch)

UN Sustainable Development Goals (SDGs)

Professional leadership, kind services



- **W**ork with Taiwan Fund for Children and Families (T.F.C.F) to provide scholarships for underprivileged primary school students.



- **E**stablished measures of preventing, investigating and handling sexual harassment, and set up a committee to take charge of the related matters.
- **D**evotion of increasing gender equality in the workplace, including promote measures such as menstrual leave, parental leave, paternity leave, and unpaid maternity leave.



- **R**educing hazards factors for a more safety and healthy workplace.
- **H**iring a health management specialist and establishing a health consulting room.
- **R**egular health inspections.
- **A**nnual employee blood donation drive.



- **P**osting water conservation reminders and installing automatic sensing faucet.



- **H**olding training courses for new issues such as finance 3.0.
- **P**rofessional training courses designed to meet individual needs.
- **C**ultivation of financial education



- **100** thousands kWh green power purchased in 2017.
- **P**romoting hybrid cars rental for business purpose.

UN Sustainable Development Goals (SDGs)

Professional leadership, kind services



- The Company's Articles of Incorporation stated the total value of funds to be distributed among employees shall not be less than 1.6% of pre-tax profits; while that to be distributed among the Directors shall not be more than 2%.
- Internship program to reduce the gap between academia and industry.



- Establish online trading platforms and trading app.
- Finance 3.0 project: business integration & digitalization



- Abiding the Fair hospitality principle for finance industry and treating our clients equally.
- Establishing a kind service area on our website, lowering access barriers to financial information, and was certificated by NCC.



- Providing lactation rooms to ensure a gender equality workplace.
- Established an offshore branch in Kinmen, shortening the gap between urban and rural area.



- Replacement of energy-consuming equipment.
- Promote projects of Electronic Official Documentations Management System & Customer E-statement.



- Energy-saving promotion.
- Increasing the usage of E-trading & E-processing of administrative affairs.
- The use of eco-friendly equipment and supplies.
- Set a goal to cut the carbon emissions by 1-2% in 2017 to build a green enterprise.



- Compliance with "Ethical Corporate Management Best Practice Principles".
- Building a smooth communication system.
- Established procedures for reporting illegal and unethical behavior, thus create a corporate culture of fairness.



- Requesting our main suppliers to sign the "Supplier Social Responsibility Commitment Letter"

Latest news

Professional leadership, kind services

統一證 獲期貨鑽石獎

2017年10月17日 04:10 工商時報 曾宇平



統一證券董事長林忠生(右)自金管會主委顧立雄(左)手中接下期貨鑽石獎座。圖/王偉為

2017年「第三屆期貨鑽石獎」統一證券經專業評審嚴格篩選，續去年榮獲期貨鑽石獎多項獎項後，今年再度獲得「期貨交易輔助人交易量成長鑽石獎」第一名的殊榮。同時，統一期貨榮獲期貨業「期貨經紀商交易量鑽石獎」、統一投信也榮獲「證券投資信託事業交易量鑽石獎」，表現亮眼。

統一證券為客戶秉持著專業領軍、服務貼心的信念，整合旗下子公司的專業優勢，不斷推出股票、期貨、選擇權、衍生性金融商品、債券、基金、複委託、外幣衍生性金融商品等客製化商品及服務。11月將推出「沖浪Free Style」為期8周當沖獎勵競賽，提供多款如「沖浪高手、天天當沖哥、本周航海王、最佳舵手」等獎項，讓統一證券的新舊客戶能乘風破浪一直發。

統一證券並將於12月5日在喜來登飯店舉辦2018年統一證券投資展望會，今年已邁入第七個年頭，展望會結合公司內最專業的財經專家，為客戶提供來年最精闢的市場分析及投資趨勢，讓客戶掌握市場脈動，贏得先機、戰勝景氣。

2017年為臺灣期貨交易所成立滿20周年，臺灣期貨市場已成為全世界期貨交易成長速度最快的市場之一。(工商時報)

2018投資展望 操盤專家指明路

【2017-12-08/經濟日報/B1/基金走廊】黃英傑



統一投顧董事長黎方國(左起)、統一證券副總經理葉明杰、統一投信副總經理張繼聖共同出席「2018年投資展望會」。統一證券集結旗下三大操盤專家，統一證券債券部副總裁葉明杰、統一投信副總裁張繼聖，以及統一投顧董事長黎方國，日前在台北舉辦「2018年投資展望會」，引領投資人縱觀2018年國際經濟成長動向，洞燭大中華區投資契機，掌握台股領頭趨勢。

2018年在政治穩定及就業市場活絡的預期下，全球經濟將持續溫和成長。統一證券副總裁葉明杰研判，儘管明年美國、英國、加拿大已處於升息循環，歐洲央行可能在9月份停止購債計畫，但全球通膨力道仍有限，充沛的資金足以支撐資本市場，未來美國政局穩定及稅改通過後效應，將是歐美股市的觀察重點。

中國A股具備多項有利條件，是2018年高度看好的市場，統一投信副總裁張繼聖認為，A股企業獲利中高速成長，本益比合理，在納入MSCI後將吸引長線資金入市。目前A股籌碼面漂亮，境內法人比重逐步上升，但由於中國金融監管政策仍未鬆綁，預料指數會在小範圍區間震盪，個股表現則較為活潑，主動式基金會較被動式DTF更有獲利空間。台股方面，統一投顧董事長黎方國表示明年較看好的產業類股，無論電子、傳產或金融都有機會，為方便投資人記憶，特別用7個英文字母A到G來分別代表，A (AI、人工智慧)、B (Biotech、生技股)、C (Concept、漲價概念股)、D (3D感測)、E (Electric Car電動車)、F (Financials、金融股)、G (5G網路)。

統一證券展望2018年總體投資氛圍，雖全球央行逐步縮減銀根，但畢竟在步調上趨緩，市場大抵上仍呈現低利率、資金足的有利投資環境，再加上國際經濟溫和成長，因此無論是全球、中國、抑或是台灣股市，建議投資人在操作上以謹慎又不失樂觀的投資策略為佳。

統一證育才 深耕見習計劃

2017年03月08日 04:10 工商時報 張長根



「深耕校園-付費見習計劃」於日前由統一證券經紀部副總裁李元勝(右四)、統一期貨經紀部副總裁吳皇旗(右三)、統一投信業務處專副總裁黃永松(右一)主持開學典禮。圖/業者提供

統一證券集團基於培育青年學子之社會責任，連續5年持續推動「深耕校園-付費見習計劃」，協助學生學用合一、縮短最後一哩。

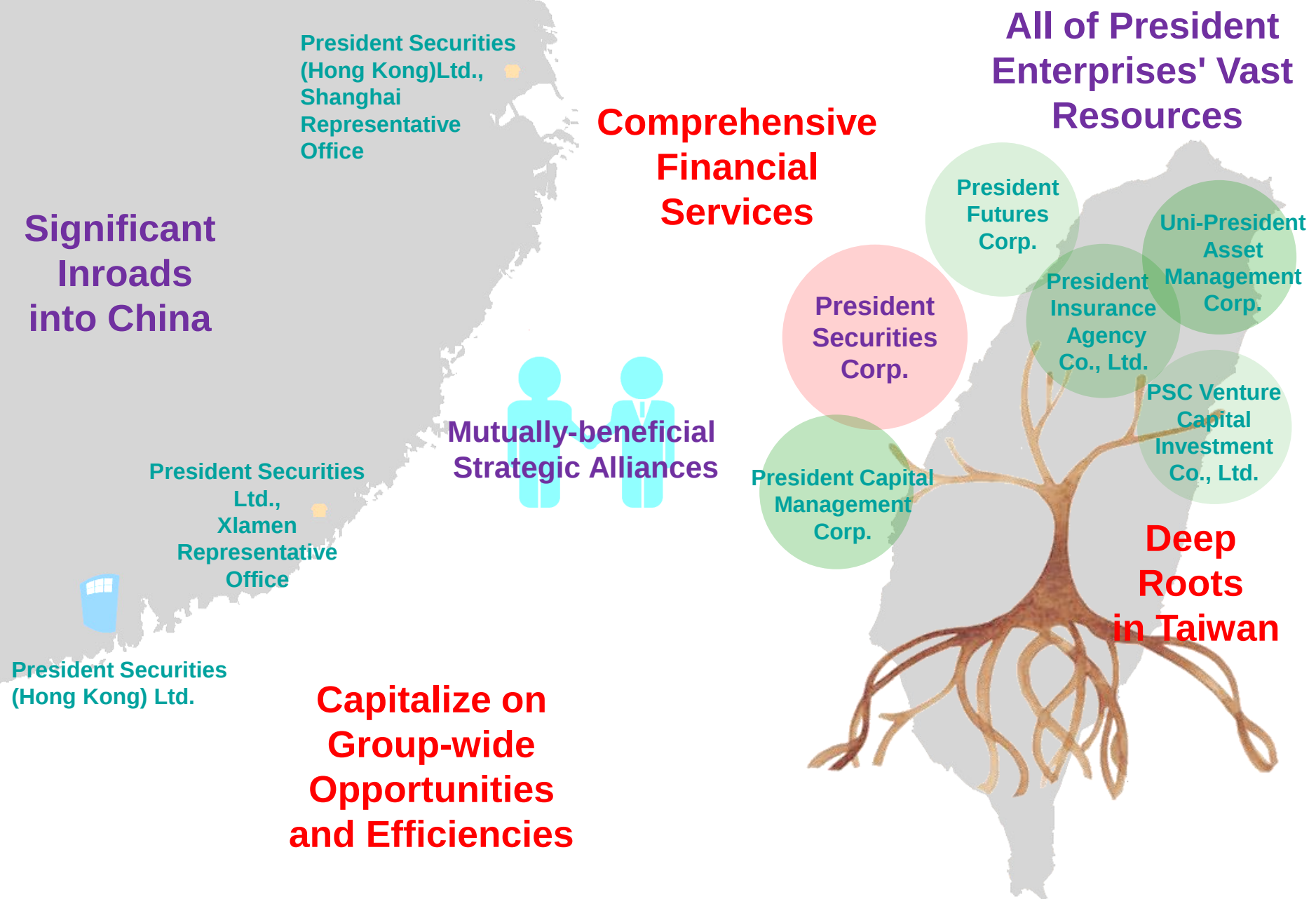
今年第五屆見習計劃開學典禮分別於統一證券台北總公司、新台中分公司舉辦，共計24校28系參加。在去年證券業交易量低迷狀況下，仍有104位同學參加甄選，錄取58位，實屬難得。而該屆見習更擴及涵蓋統一期貨、統一投信，讓職務更多元完整。並持續因應產業趨勢所需，加入金融3.0課程，培育金融3.0人才，為企業、學校、學生創造三贏局面。

統一證券自102年開始推動付費「深耕校園-見習計劃」，歷屆來因應公司用人單位及校方建議，在見習名額及天數不斷擴大辦理，見習職務也更多元完整。該屆見習生在證照齊備度表現優異，除擁有7張全證照、全民財經檢定證照外，首次同學擁有金融數位知識檢定證照，這也意味著見習生的質量持續提升。

未來統一證券將持續推動付費見習計劃，整合統一證券集團資源進行多元化培訓，深耕與合作大專院校、系所師長更多連結，吸引更多具多元銷售證照及數位能力的學生加入見習計劃，協助學子做到校園學用與職涯無縫接軌，持續為人才培育盡一份心力。

(工商時報)

First Class Securities Firm in Pacific-Asia Region



Q&A