

# 第一金控

## 2020上半年營運報告

Sep. 1, 2020



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# 內容

- 2020上半年業務摘錄
- 財務資料
- 營運成果
- 附件



# 2020上半年業務摘錄

- ◆ **2020上半年集團獲利 NT\$87.64 億，較去年同期下滑 11.6%，惟較第一季下滑幅度已縮小：**

雖然海外疫情尚未獲有效控制，但國內放款需求回溫與金融交易部門資產部位市場評價回升，均有助於子公司銀行的第二季獲利績效。其他子公司亦繳出正數獲利成績單，同步挹注集團第二季底整體表現。

- ◆ **低利率市場環境推升資金轉進房市與股市：**

銀行上半年總放款較去年同期成長 +6.9%，主係來自房貸 (+6.0%) 及中小企業放款(+8.1%) 動能所致，消費者租不如買心態令房貸第二季度加速成長，而返台的投資潮及衍生的資金融通需求，則反映了全球戰略性地理位置的重新洗牌結果。

- ◆ **科技/網路/通訊類產業成長趨勢將持續至2021年：**

新冠病毒爆發已大幅影響人類生活方式，預期在網路潮流與5G通訊的強勁需求下，台灣科技產業可望受惠至2021年。

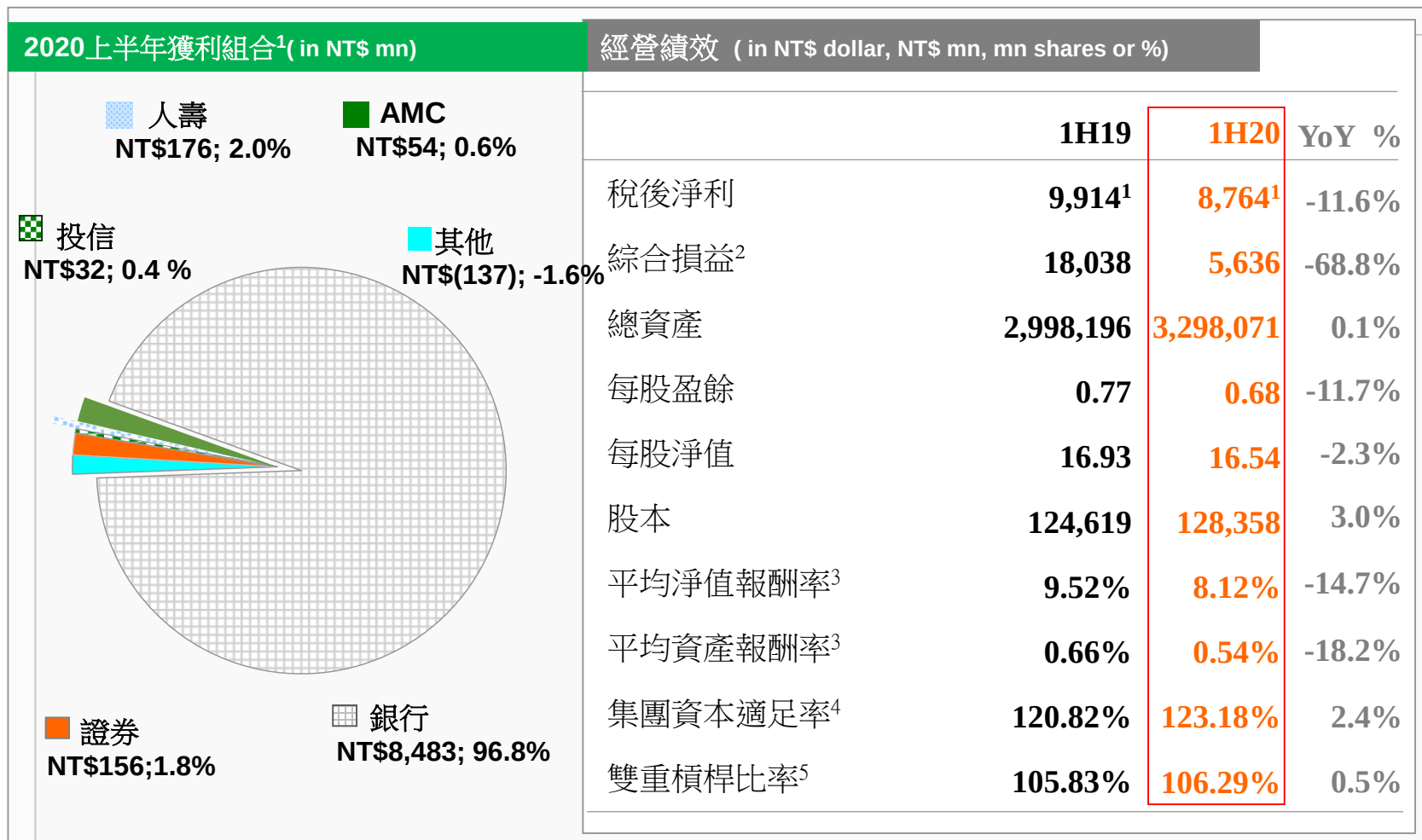
- ◆ **慎防歐美區域之海外曝險可能發生的下行風險：**

上半年外幣放款因歐美總體經濟預估下修，較去年同期下滑7.8%，預估短期內仍難以反轉向上，集團對於可能的下行風險已審慎因應與評估。



# 2020上半年財務資料

# 2020上半年主要財務數字



1.依各公司管理事業群之分類方式決定應單獨列示之業務別財務資訊，填列合併沖銷後之金額

2. 2013年起依IFRS會計準則編製綜合損益表 3.年化後數字

4.資本適足率半年更新

5.雙重槓桿比率 = 股權投資 / 股東權益

# 2020上半年營運成果

## 2020上半年合併淨利與綜合損益 (in NT\$ mn)

↓ 9.8%

28,055

(2,335)

(3,926)

(11,481)

(1,548)

↓ 11.6%

8,764

5,636

淨收益

呆帳提存

保險準備

營業費用

所得稅

淨利

綜合損益

## 2019上半年合併淨利與綜合損益 (in NT\$ mn)

31,110

(1,852)

(5,621)

(11,654)

(2,069)

9,914

18,038

淨收益

呆帳提存

保險準備

營業費用

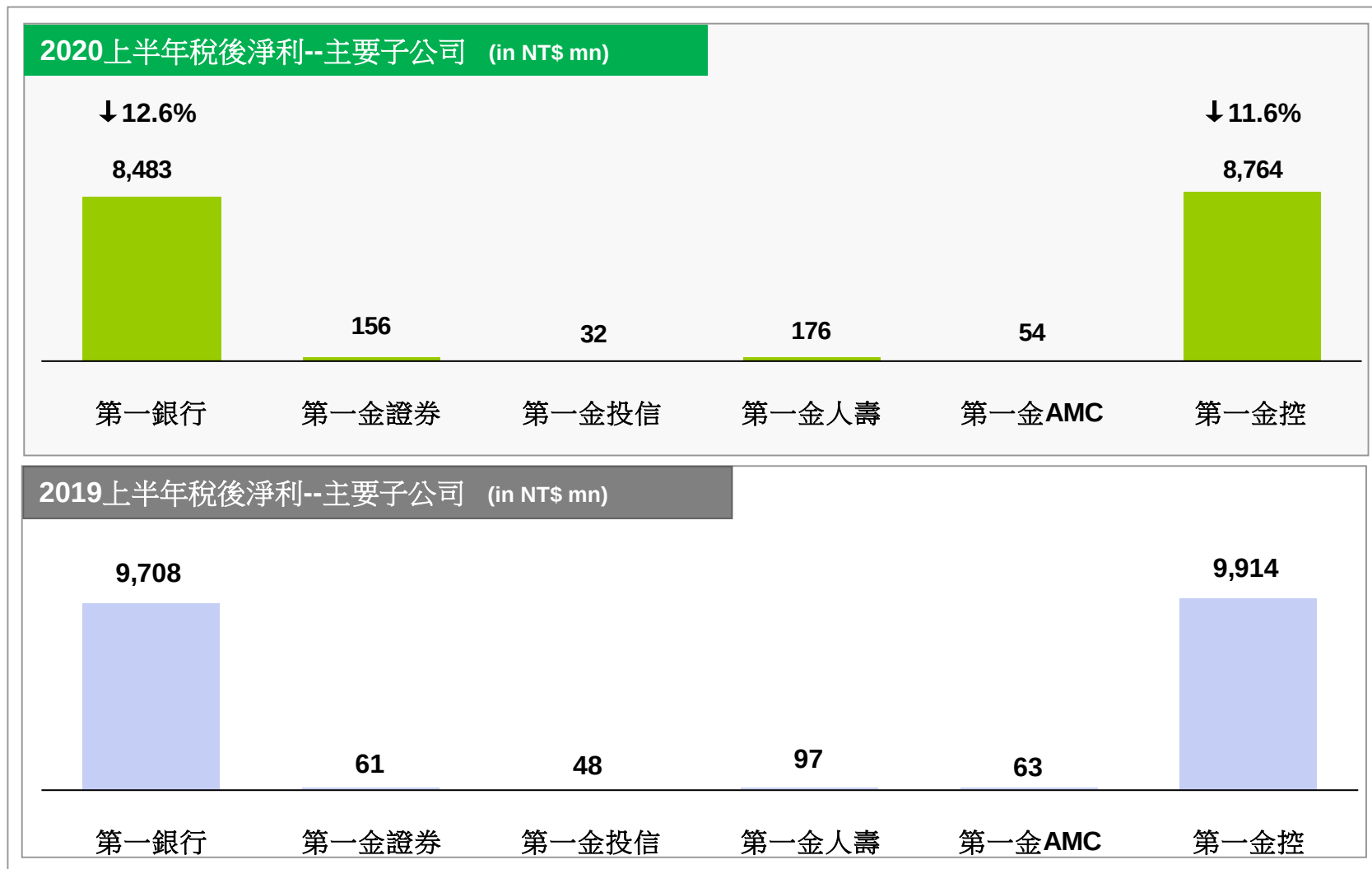
所得稅

淨利

綜合損益



# 2020上半年主要子公司\*獲利表現 -稅後淨利



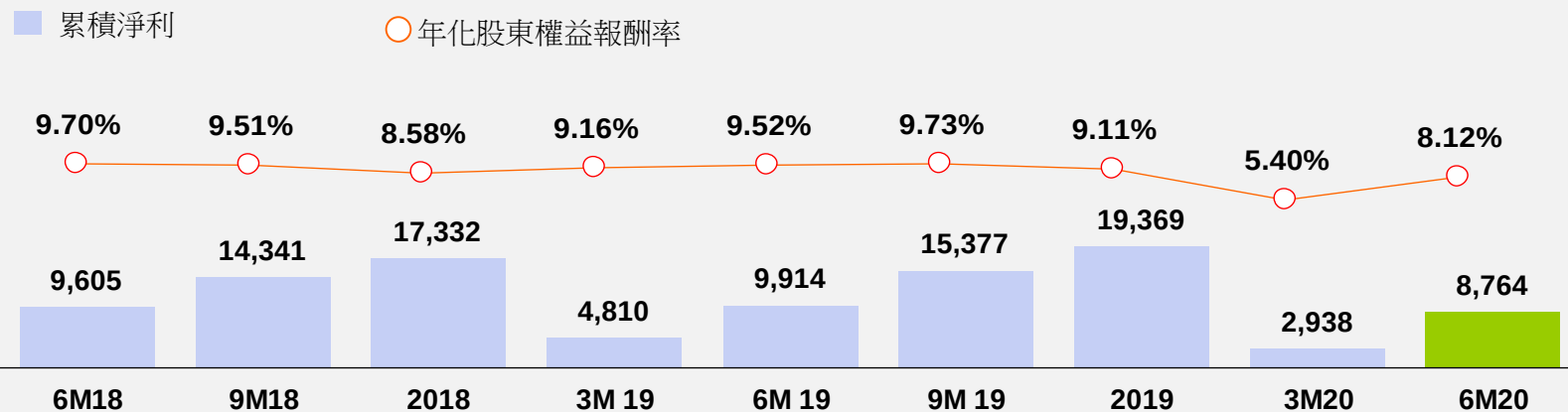
\* 僅列示5家主要子公司



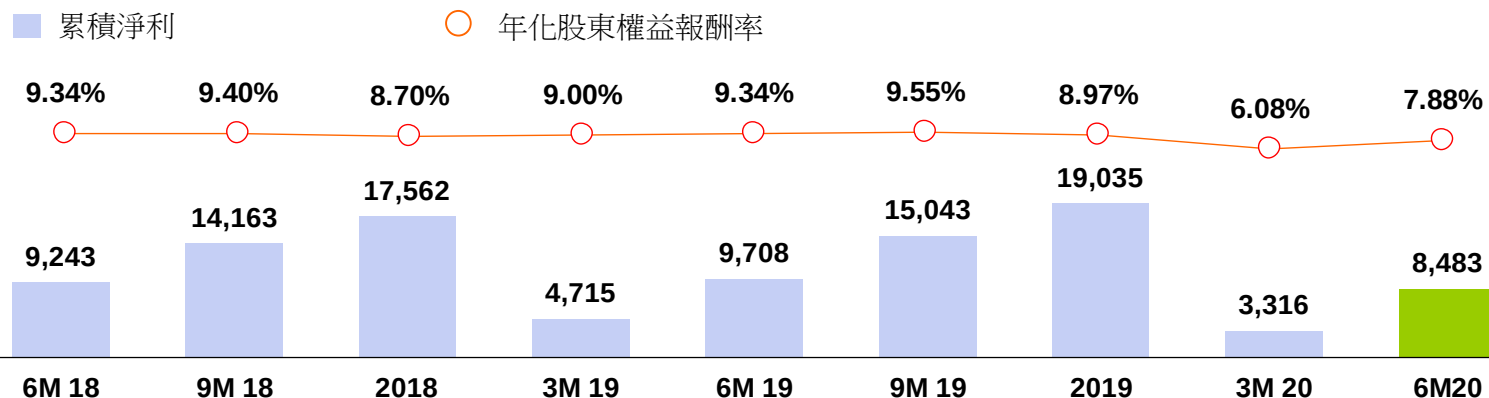
# 2020上半年營運成果

# 金控與一銀獲利能力 -稅後淨利

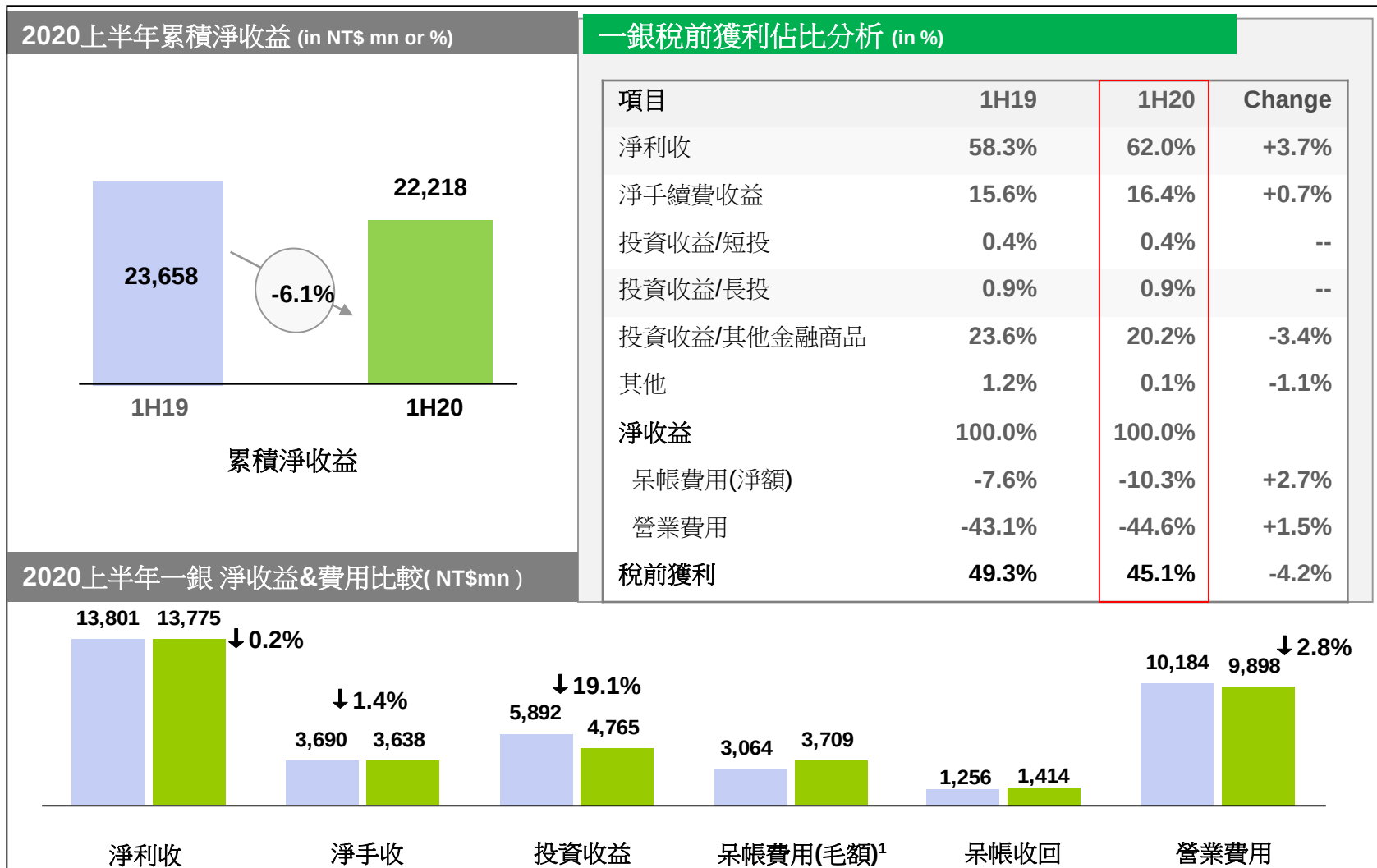
金控淨利 & 年化股東權益報酬率 (in NT\$ mn & %)



一銀淨利 & 年化股東權益報酬率 (in NT\$ mn & %)



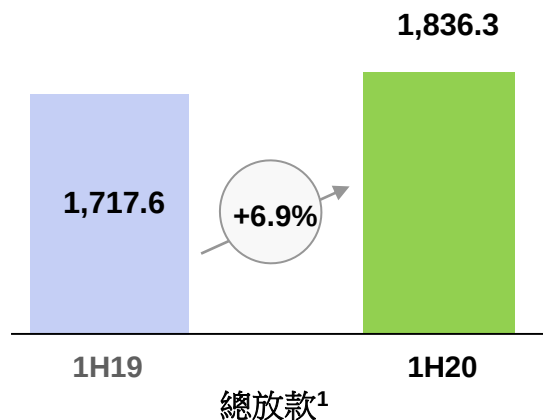
# 一銀 2020上半年稅前獲利



1. 毛提存費用

# 一銀 2020上半年總放款結構

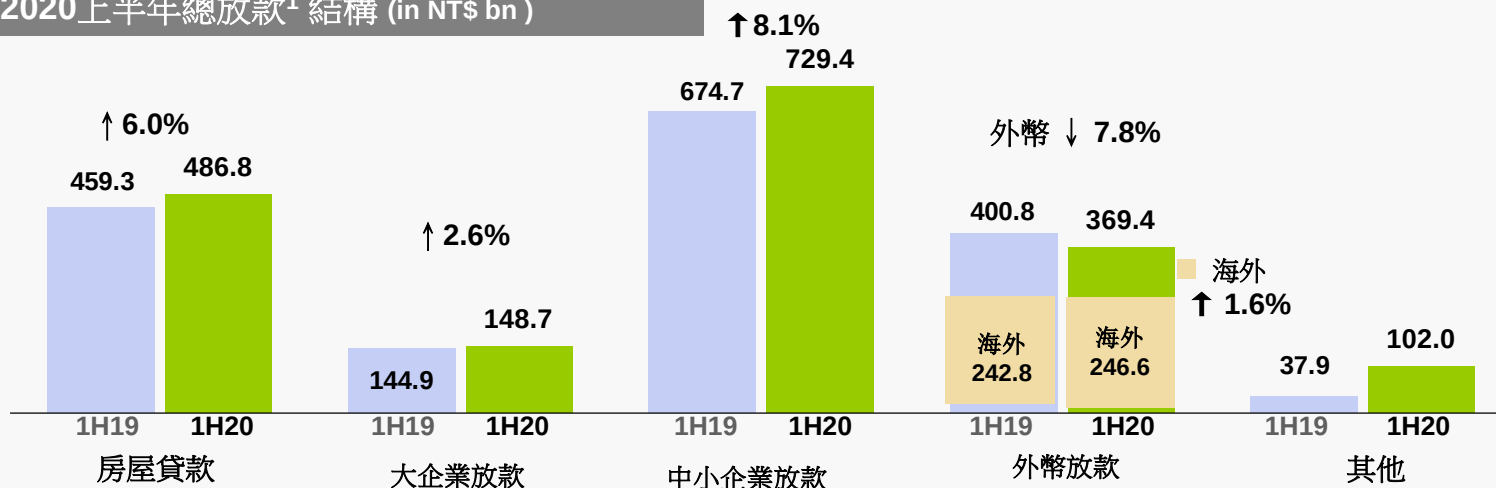
2020上半年 總放款<sup>1</sup> (in NT\$ bn or %)



各類放款結構

| 項目               | 1H19  | 1H20  | Change |
|------------------|-------|-------|--------|
| 消金放款             | 28.9% | 29.4% | +0.5%  |
| 房貸               | 26.7% | 26.5% | -0.2%  |
| 法金放款             | 71.1% | 70.6% | -0.5%  |
| 大企業放款            | 8.4%  | 8.1%  | -0.3%  |
| 中小企業放款           | 39.3% | 39.7% | +0.4%  |
| 外幣放款             | 23.3% | 20.1% | -3.2%  |
| --- 海外分行         | 14.1% | 13.4% | -0.7%  |
| 總放款 <sup>1</sup> | 100%  | 100%  |        |

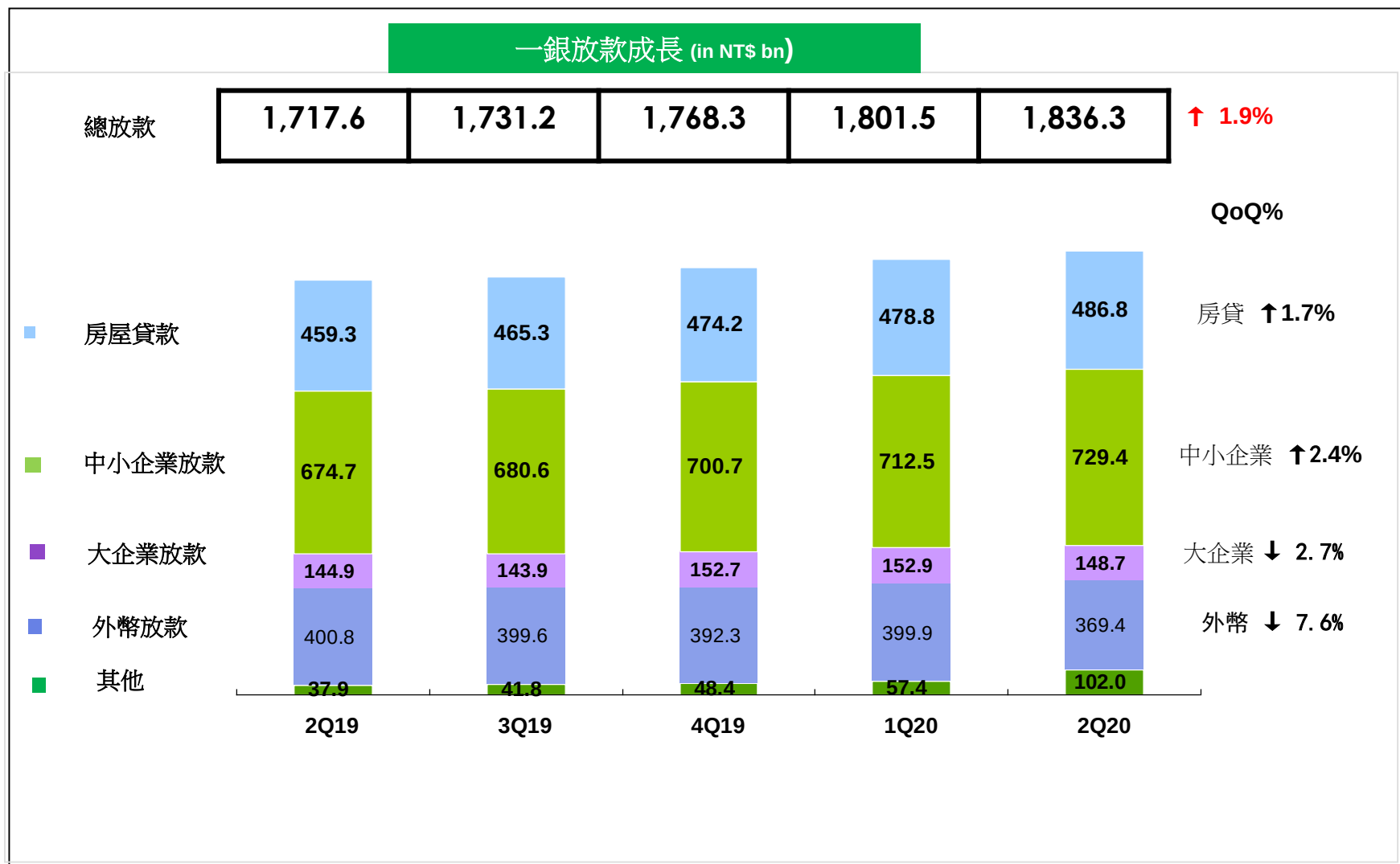
2020上半年總放款<sup>1</sup> 結構 (in NT\$ bn)



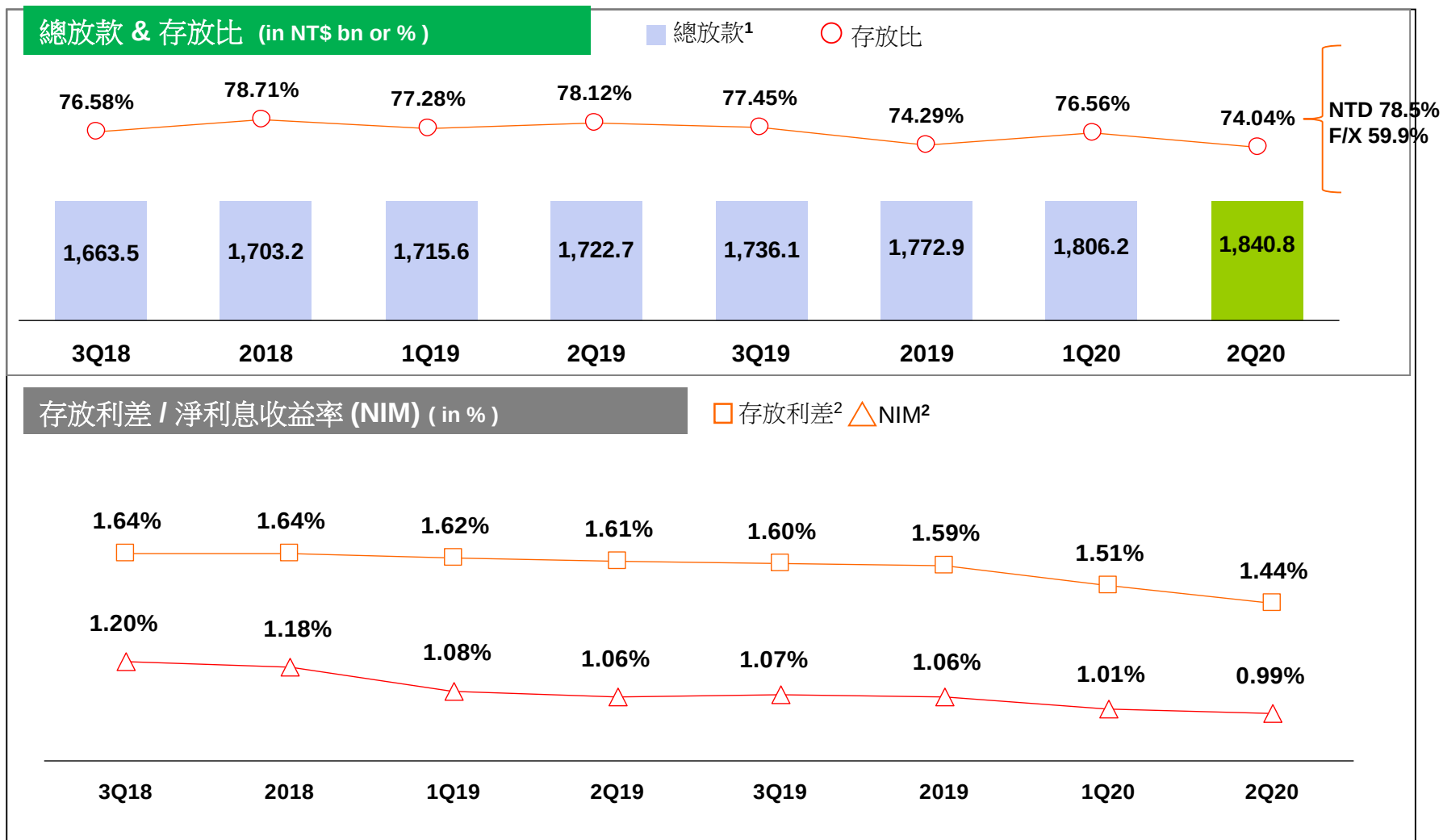
1. 總放款不含催收款; 2. 中小企業放款依經濟部定義  
3. 其他包含其他消費性貸款及政府及公營事業放款

# 一銀總放款結構

## - 季度比較

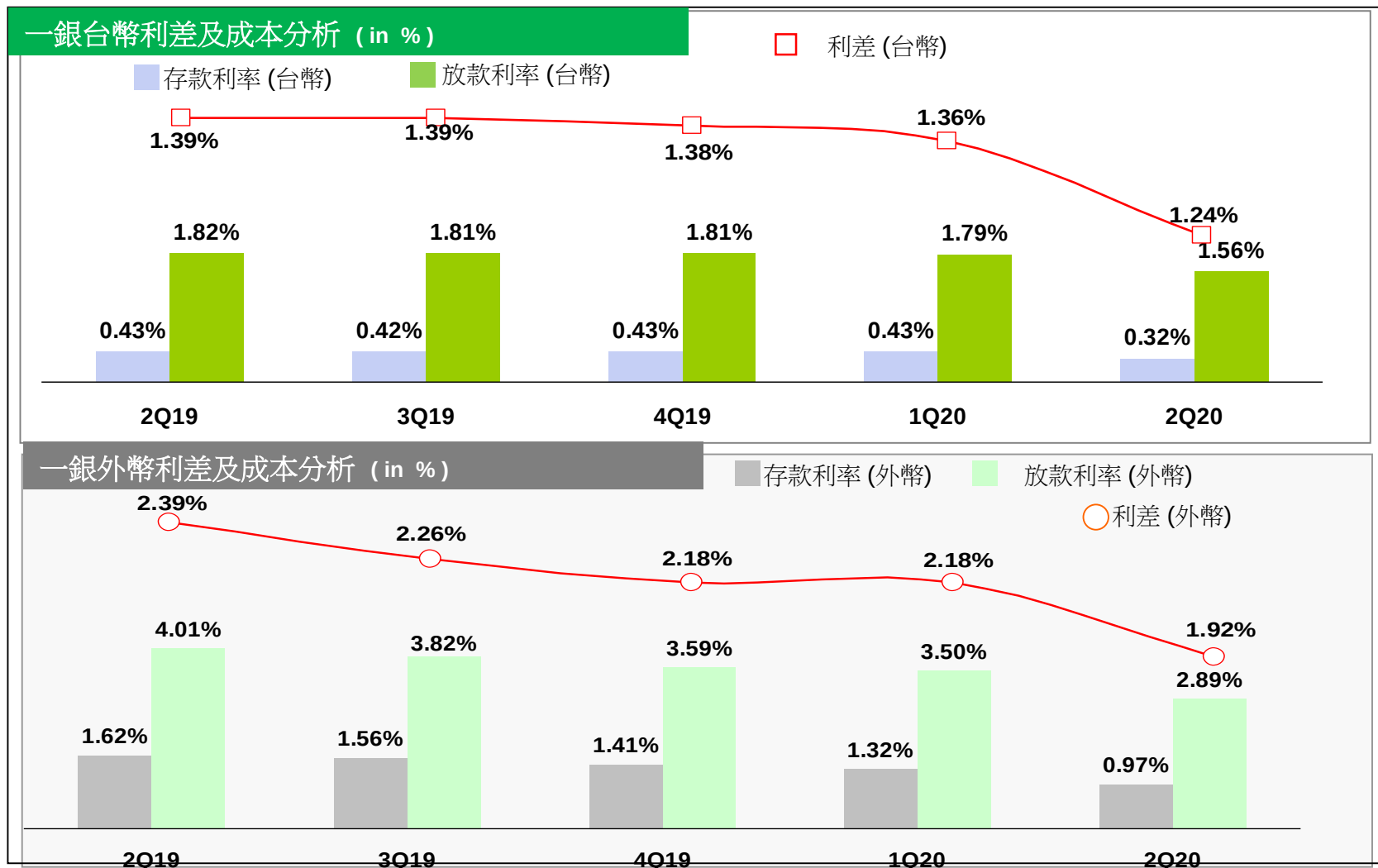


# 一銀存放比、利差與淨利息收益率



1. 總放款 = 放款 + 進/出口買匯 + 催收款項  
2. 利差 及 淨利息收益率 均為累積年度平均數

# 一銀台外幣利差



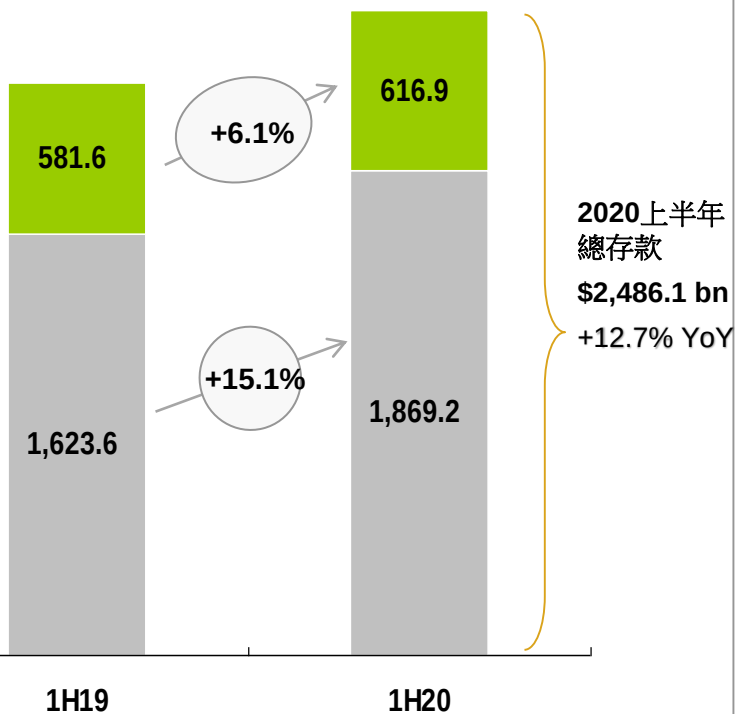
\*以上利率均為季度加權平均數字



# 一銀2020上半年存款結構

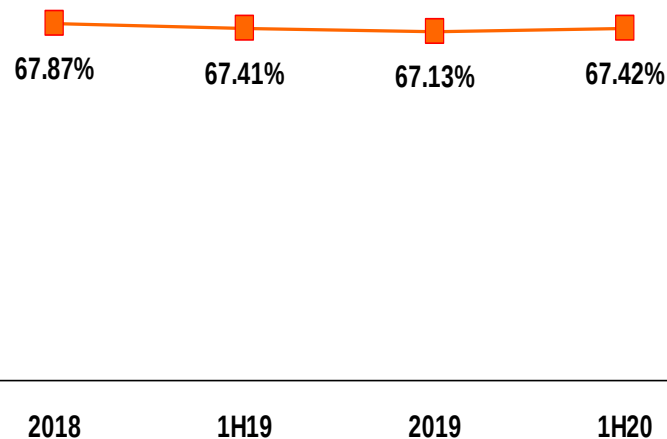
一銀存款結構 (in NT\$ bn)

■ 新台幣存款 ■ 外幣存款



一銀新台幣活存比結構 (in %)

■ 新台幣活存比

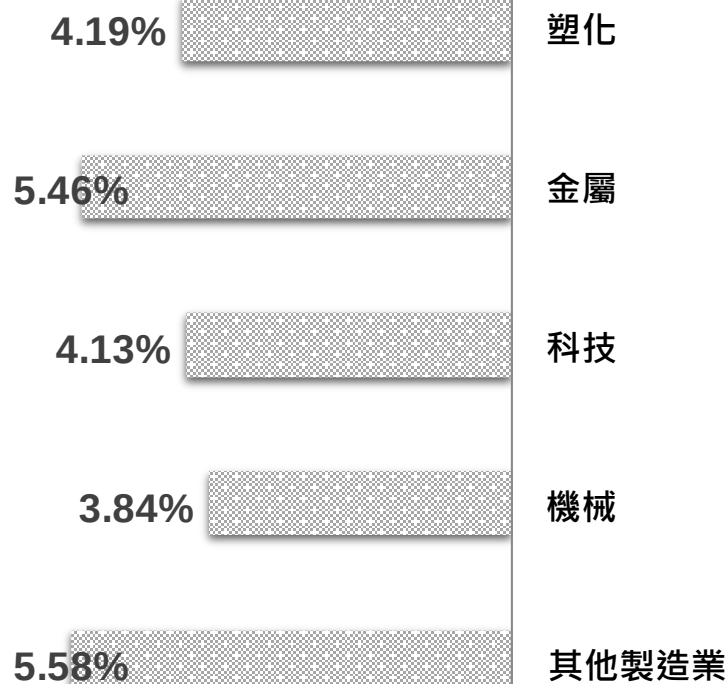


# 一銀特定產業貸放集中度

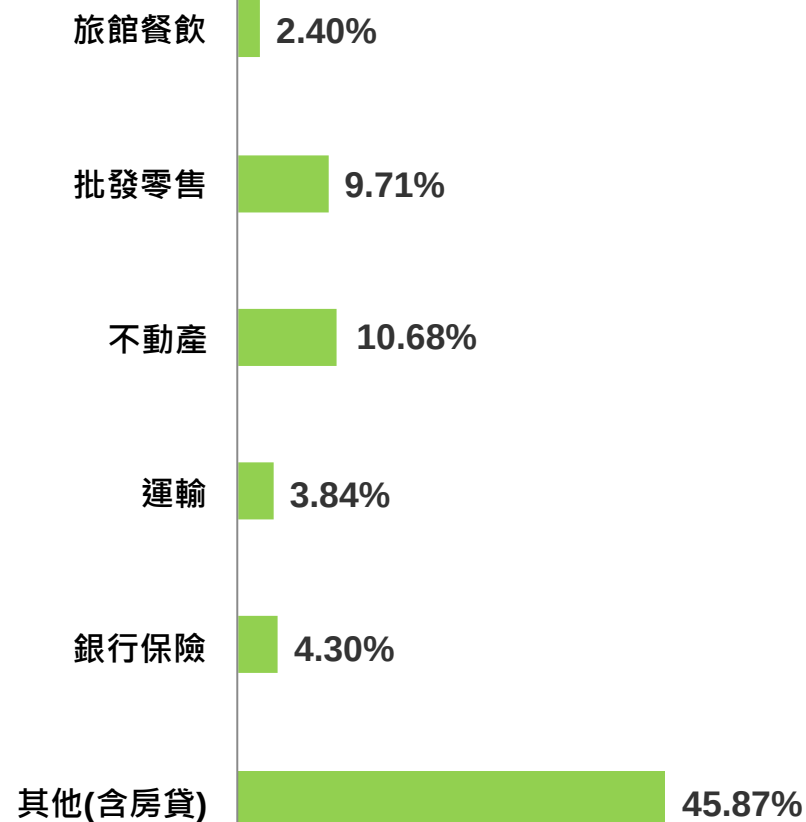
## 2020上半年 - 特定貸放產業佔比

總授信餘額<sup>1</sup>: NT\$1,953.2bn

### 製造業 (23.20%)



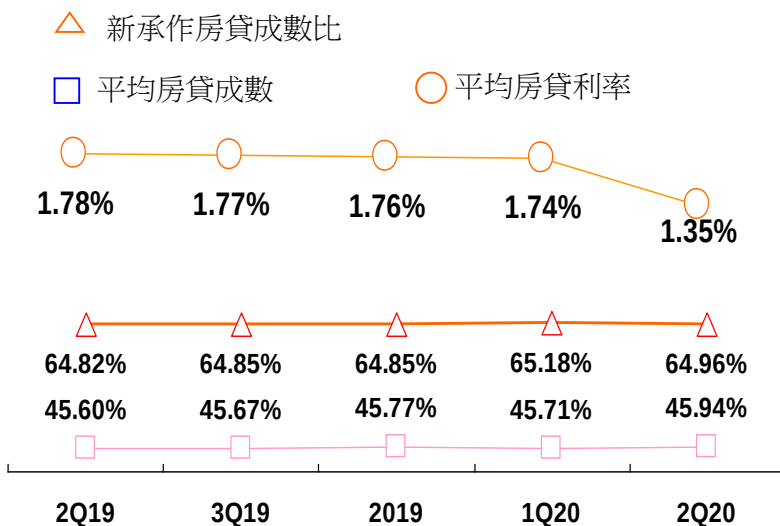
### 非製造業 (76.80%)



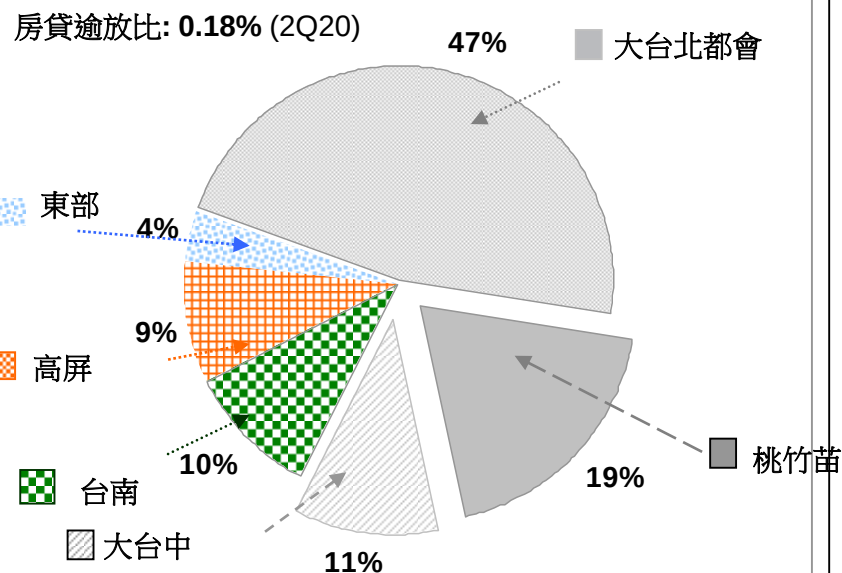
\* 總放款不含催收款及投資

# 一銀房貸分析

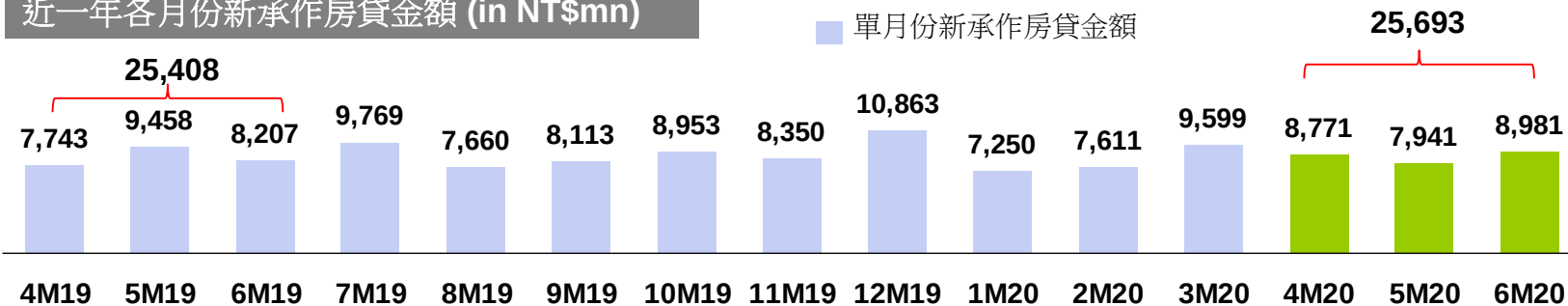
房貸利率 & 房貸成數比 (in %)



一銀房貸分析 (in %)

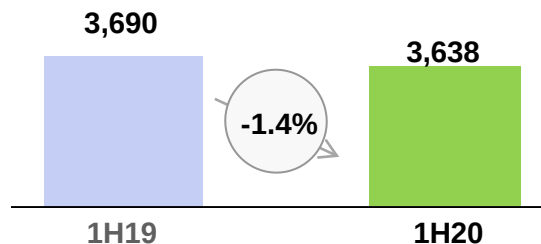


近一年各月份新承作房貸金額 (in NT\$m)



# 一銀2020上半年淨手續費結構

2020上半年累積淨手續費收益 (in NT\$ mn or %)

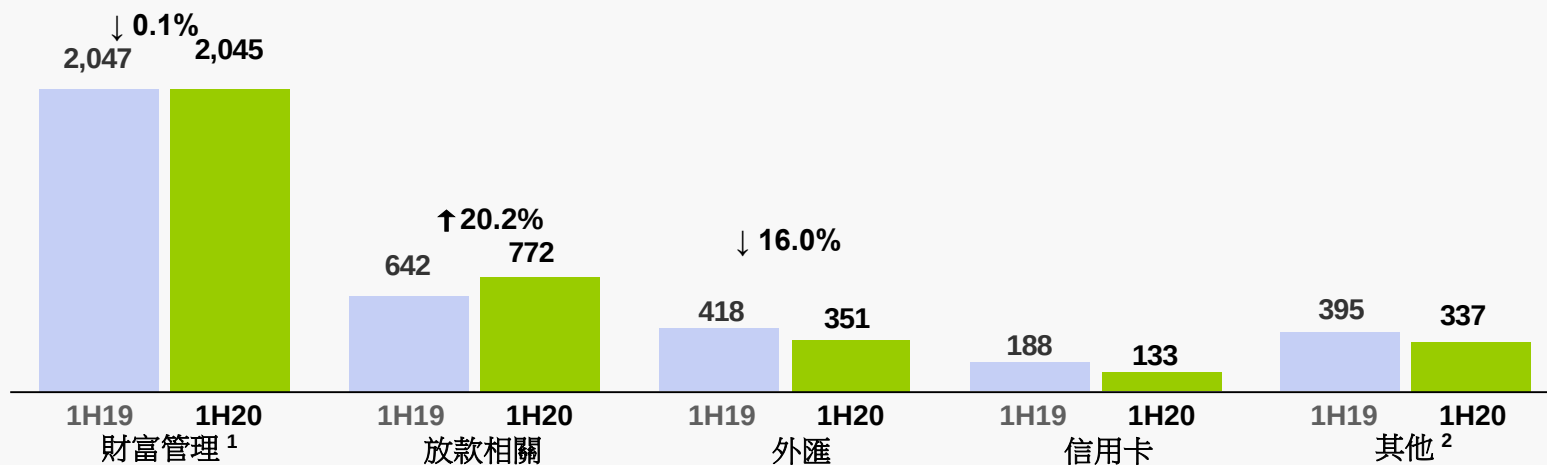


淨手續費收益

累積淨手續費收益佔比

| 項目                | 1H19   | 1H20   | Change |
|-------------------|--------|--------|--------|
| 財富管理 <sup>1</sup> | 55.5%  | 56.2%  | +0.7%  |
| 放款相關              | 17.4%  | 21.2%  | +3.8%  |
| 外匯                | 11.3%  | 9.6%   | -1.7%  |
| 信用卡               | 5.1%   | 3.7%   | -1.4%  |
| 其他 <sup>2</sup>   | 10.7%  | 9.3%   | -1.4%  |
| 累積淨手續費收益          | 100.0% | 100.0% |        |

2020上半年累積淨手續費收益 (in NT\$ mn)

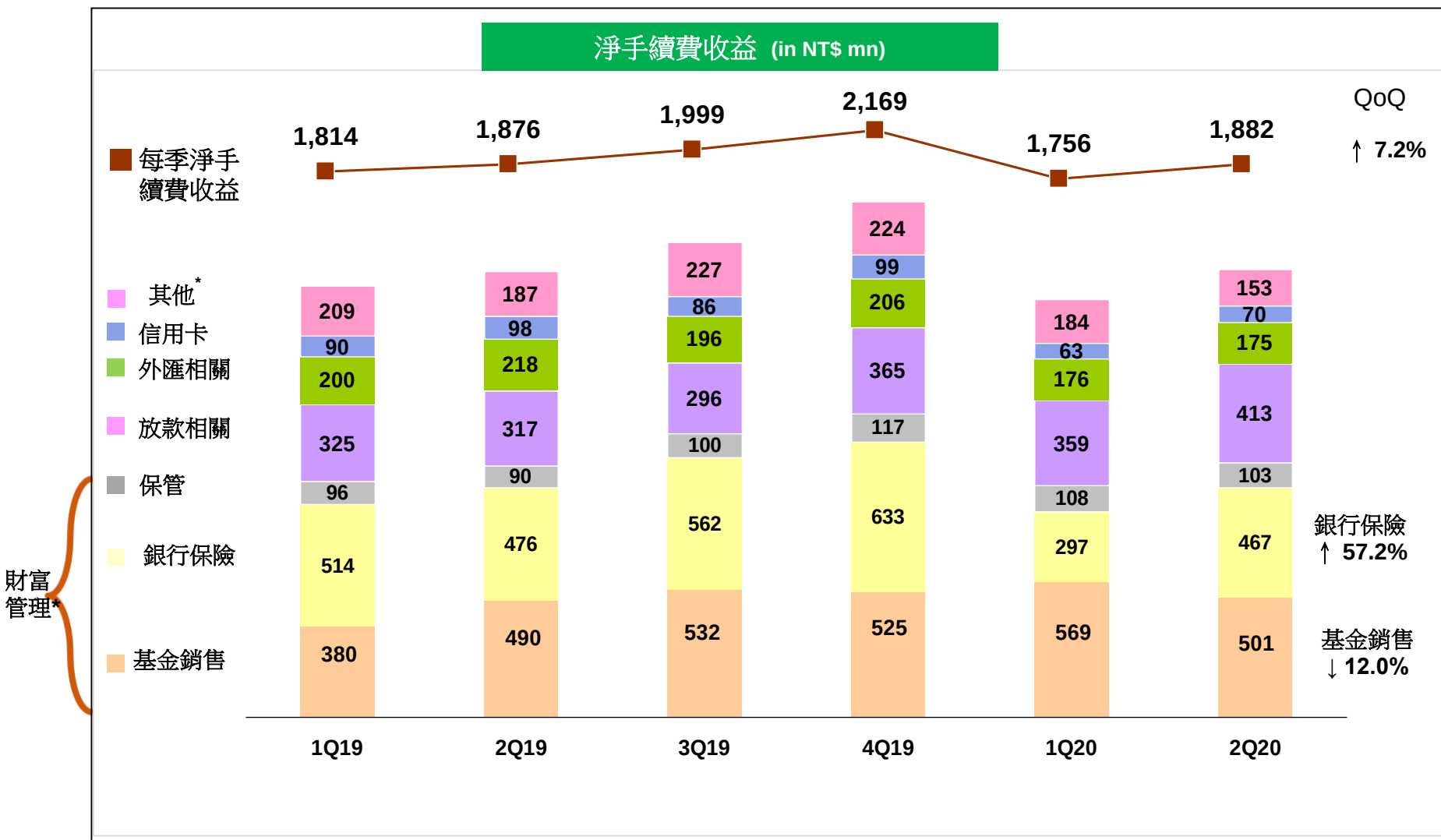


1. 財富管理手收 = 保管費手收 + 信託手收 + 銀行保險手收

2. 其他為含海外分行在內之通路手續費

# 一銀淨手續費收益

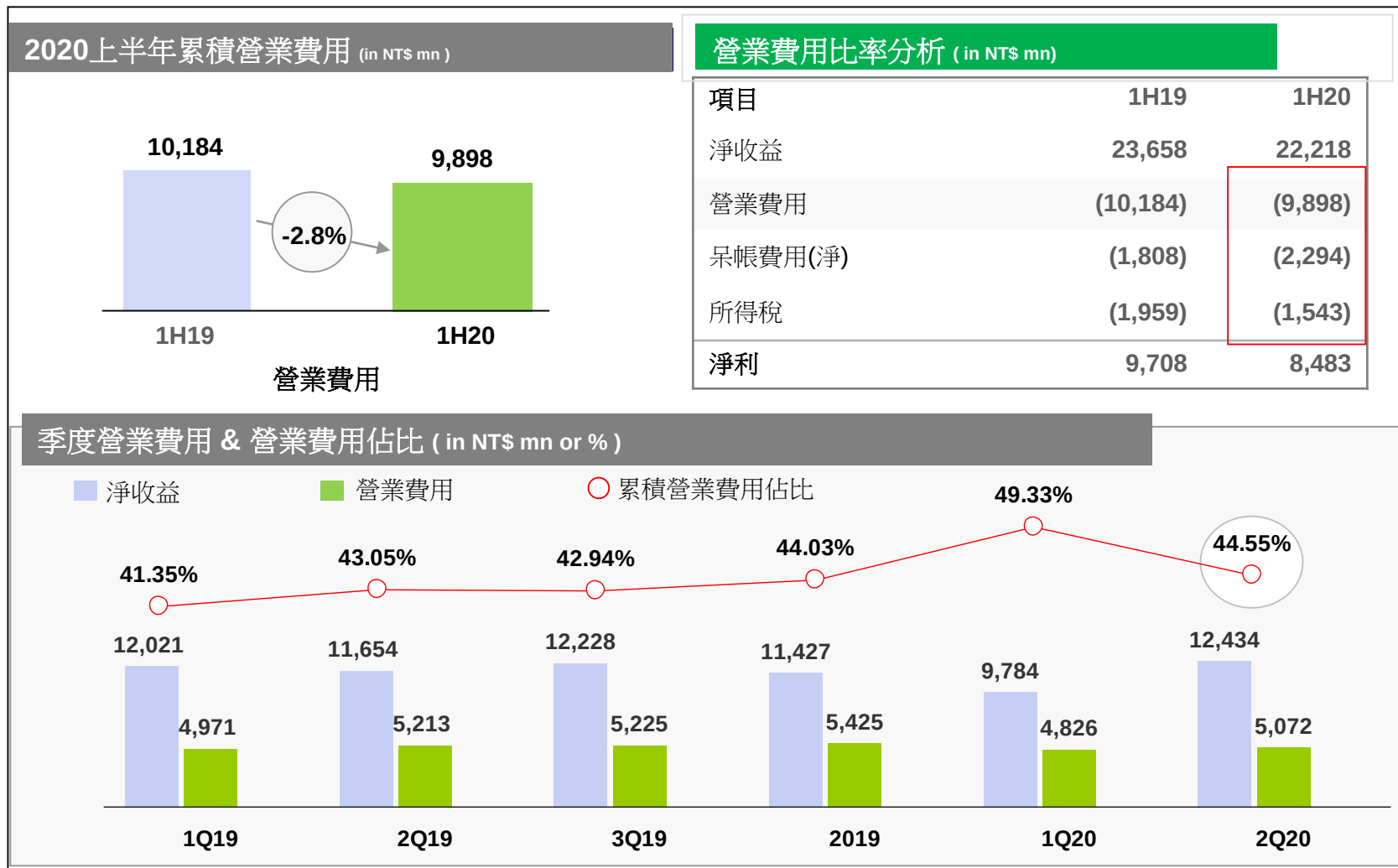
## - 季度比較



\* 財富管理手續費收入 = 基金銷售 + 銀行保險 + 保管

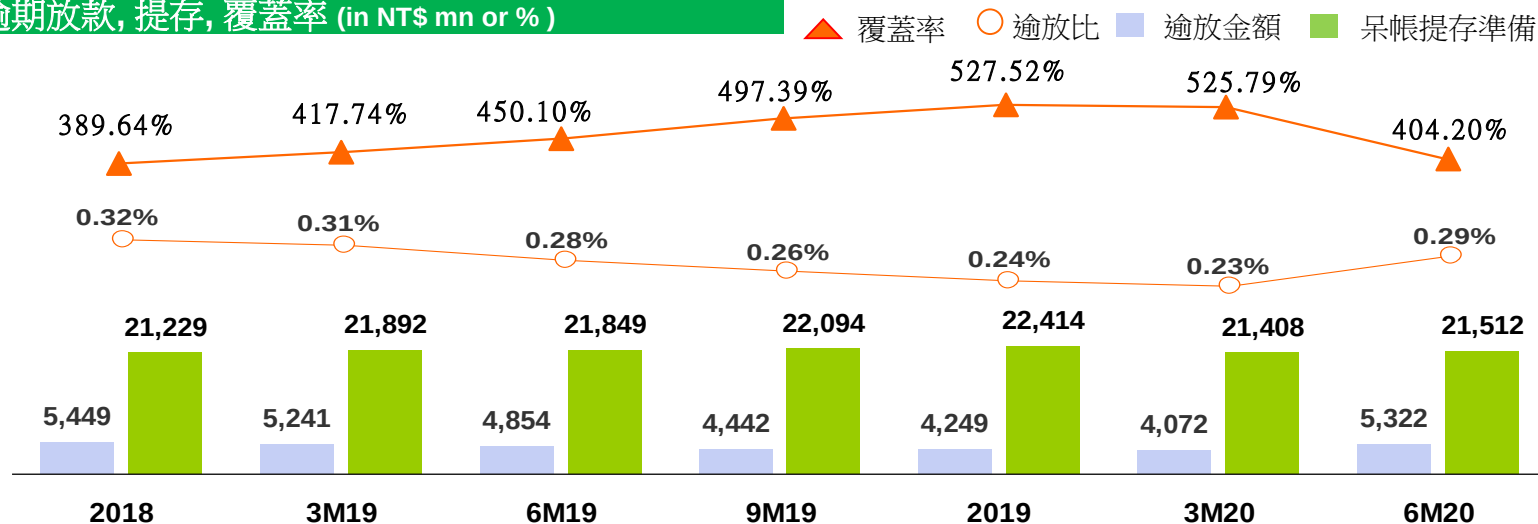
\*其他為含海外分行在內之通路手續費

# 一銀2020上半年營業費用比率

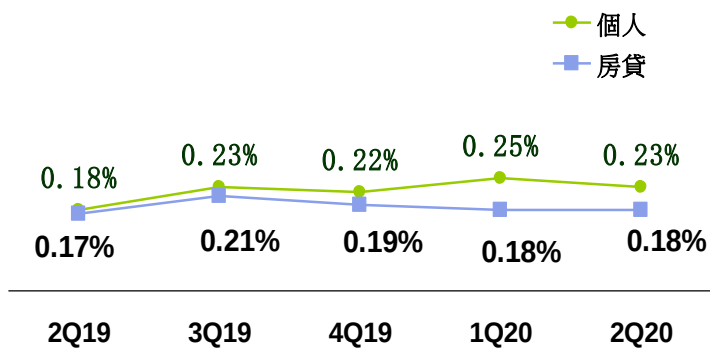


# 一銀2020上半年資產品質

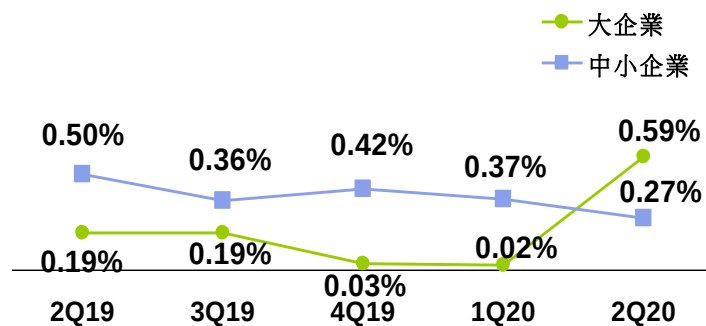
逾期放款, 提存, 覆蓋率 (in NT\$ mn or %)



個人<sup>1</sup> 與房貸逾放比率 (in %)



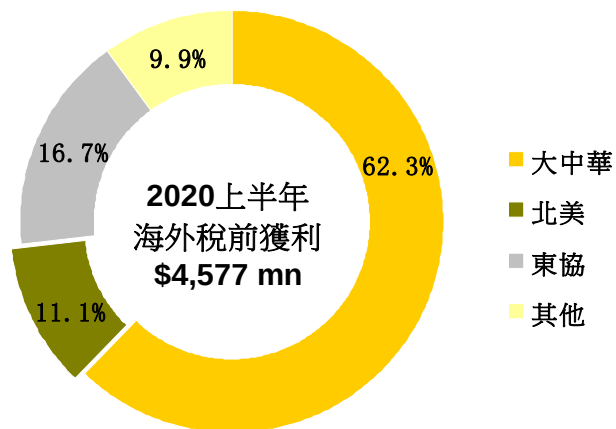
大企業 與 中小企業 逾放比 (in %)



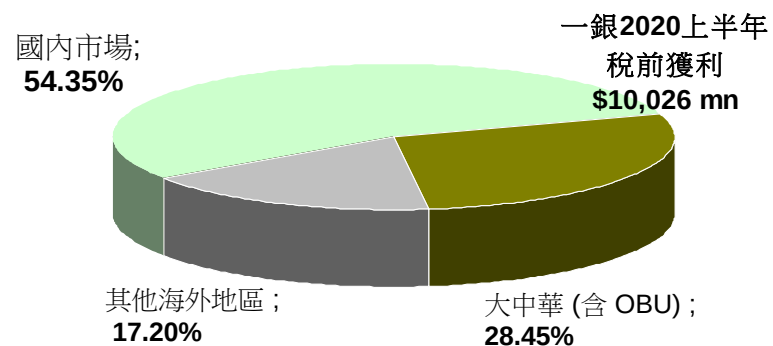
1.個人: 包含房貸及個人非房貸

# 一銀 2020上半年海外業務盈餘

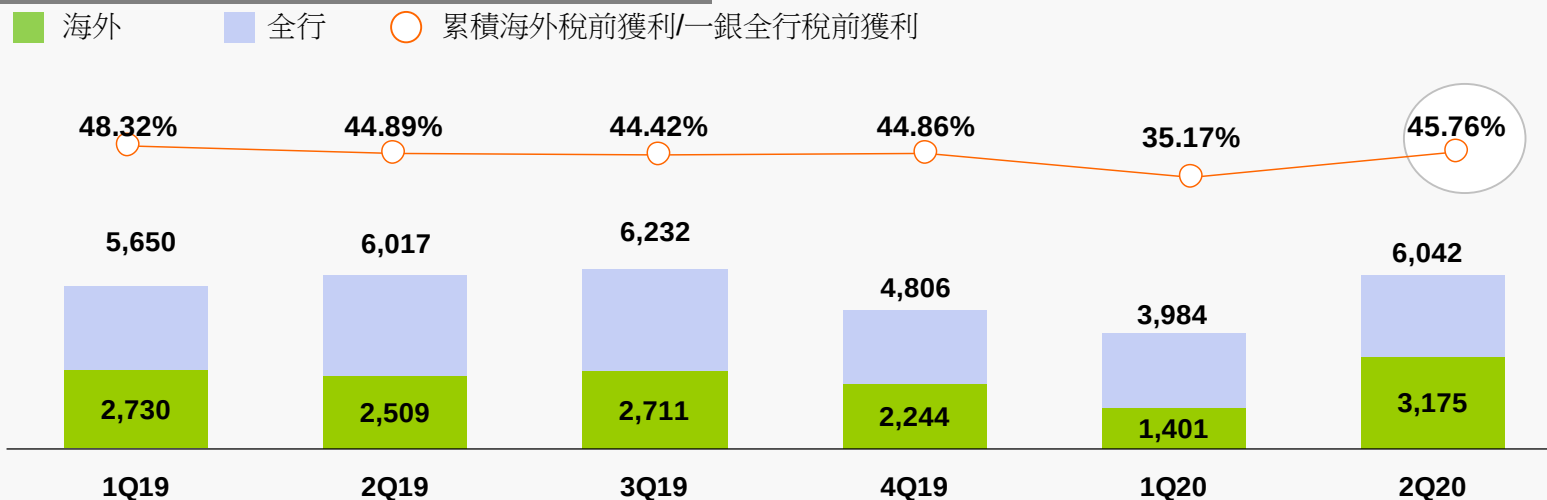
2020上半年海外分行稅前獲利分析 (in NT\$ mn or %)



2020上半年全行稅前獲利分析 (in NT\$ mn or %)

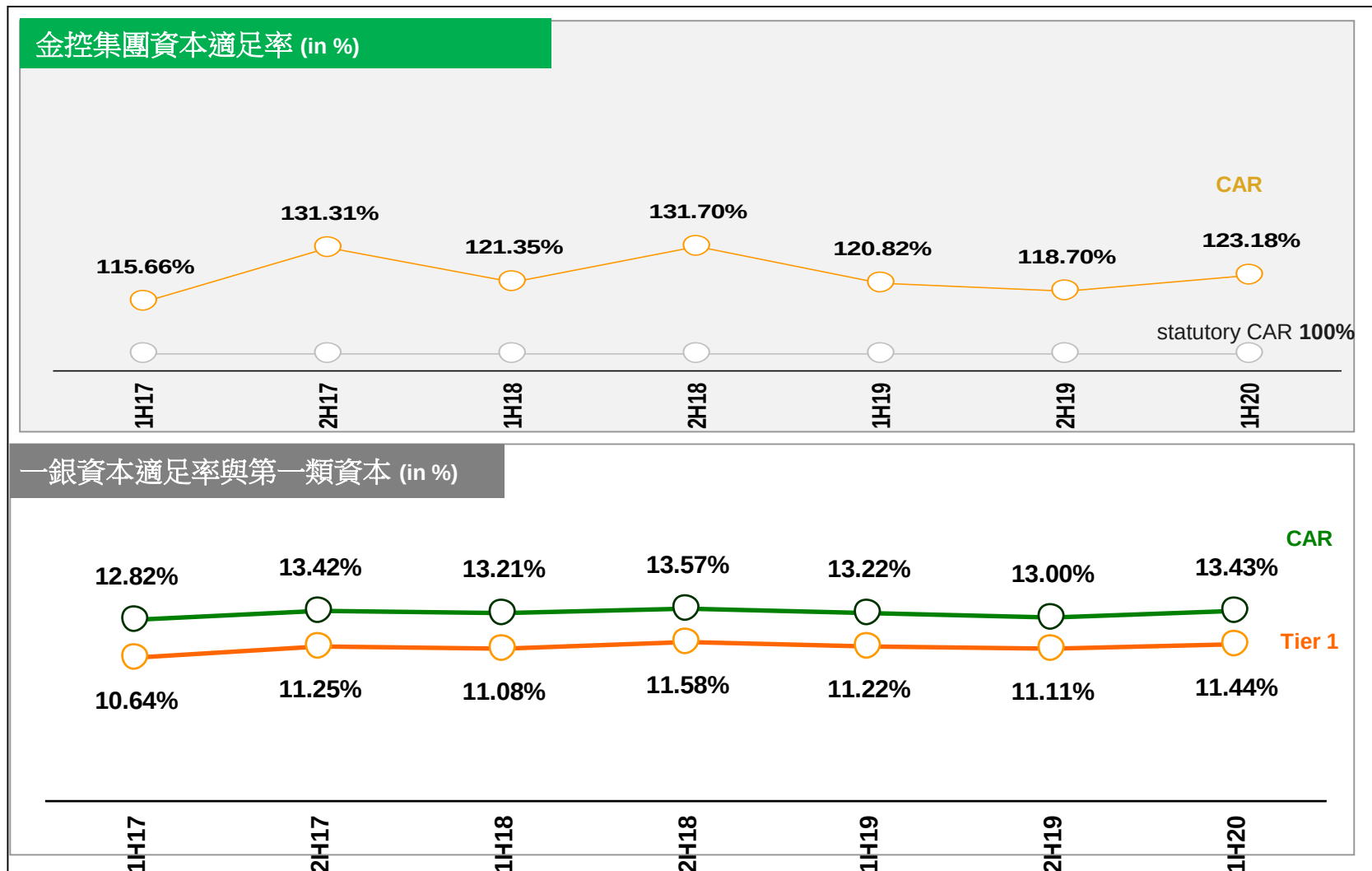


季度海外稅前獲利佔比分析 (in NT\$ mn or %)





# 資本適足率與核心資本



•金控公司法定上限: 雙重槓桿 < 125%; 債務比 < 30%



附件

## FFHC Consolidated Statement of Comprehensive Income (in NT\$ million or %)

|                                                                        | 2017     | 2018     | 2019     | Year-over-Year Comparison |          |         |
|------------------------------------------------------------------------|----------|----------|----------|---------------------------|----------|---------|
|                                                                        |          |          |          | 1H19                      | 1H20     | Change  |
| Net interest income                                                    | 29,993   | 30,268   | 29,604   | 14,649                    | 14,715   | 0.5%    |
| Net service fee & commission                                           | 8,341    | 8,526    | 8,676    | 4,073                     | 4,265    | 4.7%    |
| Net Insurance revenue                                                  | 5,130    | 11,733   | 11,729   | 5,876                     | 4,080    | -30.6%  |
| Gain on financial assets meas.<br>at fair value through P/L            | 5,550    | 4,880    | 9,072    | 4,729                     | 2,959    | -37.4%  |
| Real estate investment gain                                            | 93       | 117      | 138      | 71                        | 78       | 9.9%    |
| Gain on AFS financial assets                                           | 1,052    | 0        | 0        | 0                         | 0        | --      |
| Gain on financial assets at fair value<br>through other compre. income | 0        | 1,566    | 1,505    | 336                       | 1,081    | 221.7%  |
| Income from equity invest.                                             | 138      | 110      | 125      | 73                        | 84       | 15.1%   |
| Excluding gain on fin. assets measured at amort.c                      | 0        | 22       | 40       | 0                         | 64       | #DIV/0! |
| Reserve of overlay approach                                            | 0        | 0        | (22)     | (49)                      | 134      | --      |
| Net gain on F/X                                                        | (170)    | 2,499    | 1,147    | 1,025                     | 528      | -48.5%  |
| Assets impairment loss                                                 | (46)     | (90)     | (18)     | 13                        | (19)     | -246.2% |
| Others                                                                 | 746      | 618      | 322      | 314                       | 86       | -72.6%  |
| Net Revenue                                                            | 50,827   | 60,249   | 62,318   | 31,110                    | 28,055   | -9.8%   |
| Net Provision for credit losses                                        | (6,772)  | (5,486)  | (3,852)  | (1,852)                   | (2,335)  | 26.1%   |
| Recovered(provided) for insurance res.                                 | (4,560)  | (11,153) | (11,256) | (5,621)                   | (3,926)  | -30.2%  |
| Operating Expense                                                      | (21,347) | (22,906) | (23,901) | (11,654)                  | (11,481) | -1.5%   |
| Income from continued op. before tax                                   | 18,148   | 20,703   | 23,309   | 11,983                    | 10,313   | -13.9%  |
| Income tax expenses                                                    | (2,716)  | (3,370)  | (3,940)  | (2,069)                   | (1,548)  | -25.2%  |
| Consolidated net income                                                | 15,432   | 17,332   | 19,369   | 9,914                     | 8,764    | -11.6%  |
| Other Items                                                            | (1,038)  | 417      | 7,399    | 8,123                     | (3,128)  | -138.5% |
| Comprehensive Income                                                   | 14,394   | 17,749   | 26,768   | 18,037                    | 5,636    | -68.8%  |
| Net Income attributed to:                                              |          |          |          |                           |          |         |
| Parent                                                                 | 15,483   | 17,332   | 19,369   | 9,914                     | 8,764    | -11.6%  |
| Minority interests                                                     | (51)     | 0        | 0        | 0                         | 0        | -       |
| Comprehensive Income attributed to:                                    |          |          |          |                           |          |         |
| Parent                                                                 | 14,380   | 17,749   | 26,768   | 18,037                    | 5,636    | -68.8%  |
| Minority interests                                                     | 14       | 0        | 0        | 0                         | 0        | -       |
| EPS <sup>1</sup> (NT\$)                                                | 1.24     | 1.39     | 1.55     | 0.77                      | 0.68     | -11.7%  |

# 第一金控非合併損益表

## FFHC Standalone Income Statement Summary in NT\$ million, NT\$, or %

|                                          | Full Year Results |        |        | Year-over-Year Comparison |       |        |
|------------------------------------------|-------------------|--------|--------|---------------------------|-------|--------|
|                                          | 2017              | 2018   | 2019   | 1H19                      | 1H20  | Change |
| Operating revenues                       |                   |        |        |                           |       |        |
| Income from long-term investment         | 15,693            | 17,904 | 19,835 | 10,046                    | 8,908 | -11.3% |
| Other income <sup>1</sup>                | 246               | 227    | 190    | 146                       | 142   | -2.7%  |
| Total revenues                           | 15,939            | 18,131 | 20,025 | 10,193                    | 9,050 | -11.2% |
| Loss from long-term investment           | (53)              | (321)  | 0      | 0                         | (52)  | -      |
| Operating expenses                       | (334)             | (356)  | (389)  | (183)                     | (182) | -0.5%  |
| Other expenses and losses                | (118)             | (110)  | (202)  | (101)                     | (106) | 5.0%   |
| Income from continued op. before tax     | 15,434            | 17,344 | 19,434 | 9,909                     | 8,710 | -12.1% |
| Income from continued op. after tax      | 15,483            | 17,332 | 19,369 | 9,914                     | 8,764 | -11.6% |
| Income from discontinued op., net of tax | 0                 | 0      | 0      | 0                         | 0     | --     |
| Net income                               | 15,483            | 17,332 | 19,369 | 9,914                     | 8,764 | -11.6% |
| EPS <sup>2</sup> (NT\$)                  | 1.24              | 1.39   | 1.55   | 0.77                      | 0.68  | -11.7% |

1. Including income other than long-term investment

2. EPS is adjusted retroactively for stock dividends

# 第一金控資產負債表

## FFHC Balance Sheet Summary in NT\$ million or million shares

|                                            | Full Years Result |           |           | Year-over-Year Comparison |           |        |
|--------------------------------------------|-------------------|-----------|-----------|---------------------------|-----------|--------|
|                                            | 2017              | 2018      | 2019      | 1H19                      | 1H20      | Change |
| <b>Non-consolidated Balance Sheet Data</b> |                   |           |           |                           |           |        |
| Long-term investment                       | 205,970           | 217,409   | 232,876   | 223,309                   | 225,637   | 1.0%   |
| Total non-consolidated assets              | 208,951           | 224,661   | 241,223   | 240,550                   | 246,958   | 2.7%   |
| Total liabilities                          | 17,168            | 19,358    | 21,490    | 29,548                    | 34,675    | 17.4%  |
| Total shareholders' equity                 | 191,783           | 205,303   | 219,733   | 211,002                   | 212,283   | 0.6%   |
| <b>Consolidated Balance Sheet Data</b>     |                   |           |           |                           |           |        |
| Total consolidated assets                  | 2,634,059         | 2,935,204 | 3,206,767 | 2,998,196                 | 3,298,071 | 10.0%  |
| Total liabilities                          | 2,442,008         | 2,729,901 | 2,987,034 | 2,787,194                 | 3,085,788 | 10.7%  |
| Total shareholders' equity                 | 192,051           | 205,303   | 219,733   | 211,002                   | 212,283   | 0.6%   |
| Parent's shareholders' equity              | 191,783           | 205,303   | 219,733   | 211,002                   | 212,283   | 0.6%   |
| Minority interests                         | 268               | 0         | 0         | 0                         | 0         | --     |
| Current shares outstanding**               | 122,164           | 123,386   | 124,619   | 124,619                   | 128,358   | 3.0%   |

\*figures may not match due to rounding

# 第一金控主要財務比率

## FFHC Key Ratios

|                                   | Full Year Results |         |         | Year-over-Year Comparison |         |        |
|-----------------------------------|-------------------|---------|---------|---------------------------|---------|--------|
|                                   | 2017              | 2018    | 2019    | 1H19                      | 1H20    | Change |
| After-tax ROAA (Annualized ratio) | 0.60%             | 0.62%   | 0.63%   | 0.66%                     | 0.54%   | -18.2% |
| After-tax ROAE (Annualized ratio) | 8.04%             | 8.58%   | 9.11%   | 9.52%                     | 8.12%   | -14.7% |
| Book Per Share                    | 15.70             | 16.64   | 17.63   | 16.93                     | 16.54   | -2.3%  |
| Capital Stock                     | 122,164           | 123,386 | 124,619 | 124,619                   | 128,358 | 3.0%   |
| Double leverage <sup>1</sup>      | 107.40%           | 105.90% | 105.98% | 105.83%                   | 106.29% | 0.4%   |
| Group CAR <sup>2</sup>            | 131.31%           | 131.70% | 118.71% | 120.82%                   | 123.18% | 2.0%   |
| Debt Ratio <sup>3</sup>           | 8.24%             | 8.62%   | 8.91%   | 12.28%                    | 14.04%  | 14.3%  |

1. Double leverage ratio = Long-term investment / Equity

2. Updated semi-annually.

3. Unconsolidated basis

# 第一銀行損益表

## FB Comprehensive Income Statement Summary(Standalone) in NT\$ million or %

|                                 | Full Year Results |               |               | Year-over-Year Comparison |              |         |
|---------------------------------|-------------------|---------------|---------------|---------------------------|--------------|---------|
|                                 | 2017              | 2018          | 2019          | 1H19                      | 1H20         | Change  |
| Net interest income             | 28,843            | 28,669        | 27,832        | 13,801                    | 13,775       | -0.2%   |
| Net fee income                  | 7,457             | 7,563         | 7,858         | 3,690                     | 3,638        | -1.4%   |
| Net gain on ST invest.          | 398               | 98            | 515           | 96                        | 79           | -17.7%  |
| Net gain on LT invest.          | 719               | 834           | 903           | 210                       | 197          | -6.2%   |
| Net gain on other fin. products | 5,256             | 8,396         | 9,932         | 5,586                     | 4,489        | -19.6%  |
| Other net income                | 241               | 462           | 273           | 275                       | 40           | -85.5%  |
| Net revenue                     | 42,914            | 46,022        | 47,313        | 23,658                    | 22,218       | -6.1%   |
| Operating expenses              | (18,466)          | (19,863)      | (20,834)      | (10,184)                  | (9,898)      | -2.8%   |
| Pre-provision pre-tax profit    | 24,448            | 26,159        | 26,479        | 13,474                    | 12,320       | -8.6%   |
| Provision expense               | (9,621)           | (8,480)       | (6,655)       | (3,064)                   | (3,709)      | 21.1%   |
| Adjustment: bad-debt recovery   | 2,782             | 3,017         | 2,898         | 1,256                     | 1,414        | 12.6%   |
| Income before tax               | 17,609            | 20,696        | 22,722        | 11,667                    | 10,026       | -14.1%  |
| Income tax                      | (2,467)           | (3,134)       | (3,688)       | (1,959)                   | (1,543)      | -21.2%  |
| Net income                      | <b>15,142</b>     | <b>17,562</b> | <b>19,035</b> | <b>9,708</b>              | <b>8,483</b> | -12.6%  |
| Other items                     | (1,214)           | 503           | 6,450         | 7,260                     | (2,636)      | -136.3% |
| Comprehensive income            | 13,928            | 18,065        | 25,485        | 16,968                    | 5,847        | -65.5%  |
| EPS                             | 1.70              | 1.97          | 2.14          | 1.09                      | 0.95         | (0.13)  |

# 第一銀行主要財務比率

## FB Key Ratios

|                                        | Full Year Results |         |         | Year-over-Year Comparison |         |         |
|----------------------------------------|-------------------|---------|---------|---------------------------|---------|---------|
|                                        | 2017              | 2018    | 2019    | 1H19                      | 1H20    | Change  |
| Loan to deposit spread                 | 1.65%             | 1.64%   | 1.59%   | 1.61%                     | 1.44%   | -10.56% |
| Net Interest Margin                    | 1.26%             | 1.18%   | 1.06%   | 1.06%                     | 0.99%   | -6.60%  |
| Cost to income ratio <sup>3</sup>      | 43.03%            | 43.19%  | 44.02%  | 43.05%                    | 44.55%  | 3.48%   |
| Loan to deposit ratio <sup>1</sup>     | 79.28%            | 78.71%  | 74.29%  | 78.12%                    | 74.04%  | -5.22%  |
| NPL ratio                              | 0.38%             | 0.32%   | 0.24%   | 0.28%                     | 0.29%   | 3.57%   |
| Domestic NPL ratio                     | 0.46%             | 0.34%   | 0.28%   | 0.32%                     | 0.28%   | -12.50% |
| Overseas NPL ratio                     | 0.05%             | 0.23%   | 0.08%   | 0.14%                     | 0.35%   | 150.00% |
| <b>LLR ratio (excluding gov. loan)</b> | 1.38%             | 1.25%   | 1.27%   | 1.27%                     | 1.20%   | -5.51%  |
| Coverage ratio                         | 358.56%           | 389.64% | 527.52% | 450.10%                   | 404.20% | -10.20% |
| CAR                                    | 13.42%            | 13.57%  | 13.00%  | 13.22%                    | 13.43%  | 1.59%   |
| Tier-1                                 | 11.25%            | 11.58%  | 11.11%  | 11.22%                    | 11.44%  | 1.96%   |
| ROAA <sup>2</sup>                      | 0.60%             | 0.65%   | 0.64%   | 0.68%                     | 0.54%   | -20.59% |
| ROAE <sup>2</sup>                      | 7.91%             | 8.71%   | 8.97%   | 9.34%                     | 7.88%   | -15.63% |

1. Loan to deposit ratio = total loan / total deposit

2. Annualized figures.



# 第一銀行資產品質

## FB NPL Migration in NT\$ million or %

|                                    | Full Year Results |         | 2020 Quarterly |         | Year-over-Year Comparison |         |        |
|------------------------------------|-------------------|---------|----------------|---------|---------------------------|---------|--------|
|                                    | 2018              | 2019    | Q1             | Q2      | 1H19                      | 1H20    | Change |
| NPL- beginning                     | 6,114             | 5,449   | 4,249          | 4,072   | 5,449                     | 4,249   | -22.0% |
| Net new NPL influx                 | 6,098             | 4,132   | 2,463          | 3,097   | 2,009                     | 5,560   | 176.8% |
| <i>Domestic</i>                    | 5,394             | 3,210   | 2,419          | 2,117   | 1,524                     | 4,536   | 197.6% |
| <i>Overseas</i>                    | 704               | 922     | 44             | 980     | 485                       | 1,024   | 111.1% |
| Net write-offs                     | (6,763)           | (5,332) | (2,640)        | (1,847) | (2,604)                   | (4,487) | 72.3%  |
| NPL- ending balance                | 5,449             | 4,249   | 4,072          | 5,322   | 4,854                     | 5,322   | 9.6%   |
| Allowance for loan loss- beginning | 19,781*           | 21,229  | 22,414         | 21,408  | 21,229                    | 22,414  | 5.6%   |
| Provisions for loan loss           | 7,919             | 6,439   | 1,628          | 1,995   | 3,010                     | 3,623   | 20.4%  |
| Net write-offs                     | (6,763)           | (5,332) | (2,640)        | (1,847) | (2,604)                   | (4,487) | 72.3%  |
| Others                             | 292               | 78      | 6              | (44)    | 214                       | (38)    | --     |
| Allowance for loan loss- ending    | 21,229            | 22,414  | 21,408         | 21,512  | 21,849                    | 21,512  | -1.5%  |
| Recovery from bad debt             | 3,017             | 2,897   | 684            | 730     | 1,256                     | 1,414   | 12.6%  |
| <i>Domestic</i>                    | 2,895             | 2,684   | 670            | 718     | 1,218                     | 1,388   | 14.0%  |
| <i>Overseas</i>                    | 73                | 164     | 1              | 1       | 14                        | 2       | -85.7% |
| <i>Credit card</i>                 | 49                | 49      | 13             | 11      | 24                        | 24      | 0.0%   |

1. Non-consolidated basis

\* NTD 2,141 mn was recategorized from “allowance for loan losses” to “reserve for loan commitments” and other provision referring to IFRS9 since 2018

# 第一金證券營運報告

## First Sec Income Statement Summary

in NT\$ million or %

|                                                       | Full Year Results |         |         | Year-over-Year Comparison |       |        |
|-------------------------------------------------------|-------------------|---------|---------|---------------------------|-------|--------|
|                                                       | 2017              | 2018    | 2019    | 1H19                      | 1H20  | Change |
| Brokerage commission                                  | 849               | 899     | 777     | 350                       | 573   | 63.7%  |
| Net interest income                                   | 306               | 293     | 220     | 106                       | 103   | -2.8%  |
| Underwriting commission                               | 38                | 97      | 45      | 8                         | 24    | 200.0% |
| Transaction gains through F/V, net                    | 227               | 29      | 270     | 92                        | 54    | -41.3% |
| Other operating income                                | 107               | 34      | 89      | 29                        | 57    | 96.6%  |
| Total operating income                                | 1,527             | 1,352   | 1,401   | 585                       | 811   | 38.6%  |
| Total operating expenses                              | (1,301)           | (1,260) | (1,172) | (561)                     | (665) | 18.5%  |
| Non-operating income                                  | 72                | 77      | 86      | 48                        | 30    | -37.5% |
| Income before tax                                     | 298               | 169     | 315     | 71                        | 176   | 147.9% |
| Income tax                                            | (26)              | (55)    | (43)    | (10)                      | (20)  | 100.0% |
| Cummulative effect of change in accounting principles | 0                 | 0       | 0       | 0                         | 0     |        |
| Net income                                            | 272               | 114     | 272     | 61                        | 156   | 155.7% |

## First Sec Key Ratios

|                          |       |       |       |       |       |        |
|--------------------------|-------|-------|-------|-------|-------|--------|
| ROAE (Annualized)        | 4.41% | 1.81% | 4.28% | 1.94% | 4.84% | 149.5% |
| ROAA (Annualized)        | 1.55% | 0.61% | 1.32% | 0.64% | 1.31% | 104.7% |
| Brokerage market share   | 1.53% | 1.42% | 1.39% | 1.37% | 1.43% | 4.4%   |
| Margin loan market share | 2.94% | 2.53% | 2.29% | 2.26% | 2.37% | 4.9%   |

# 第一金投信營運報告

## FSITC Income Statement Summary in NT\$ million or %

|                                                       | Full Year Results |       |       | Year-over-Year Comparison |       |        |
|-------------------------------------------------------|-------------------|-------|-------|---------------------------|-------|--------|
|                                                       | 2017              | 2018  | 2019  | 1H19                      | 1H20  | Change |
| Total operating income                                |                   |       |       |                           |       |        |
| Management fee                                        | 501               | 640   | 615   | 305                       | 265   | -13.1% |
| Sales service fee                                     | 7                 | 13    | 28    | 15                        | 20    | 33.3%  |
| Total operating income                                | 508               | 653   | 643   | 320                       | 285   | -10.9% |
| Operating expenses                                    | (440)             | (540) | (559) | (278)                     | (249) | -10.4% |
| Non-operating income                                  | 15                | 12    | 21    | 16                        | 4     | -75.0% |
| Income before tax                                     | 82                | 125   | 105   | 58                        | 40    | -31.0% |
| Income tax                                            | (12)              | (24)  | (19)  | (10)                      | (8)   | -20.0% |
| Income after tax                                      | 70                | 101   | 86    | 48                        | 32    | -33.3% |
| Cummulative effect of change in accounting principles | 0                 | 0     | 0     | 0                         | 0     |        |
| Net income                                            | 70                | 101   | 86    | 48                        | 32    | -33.3% |

## FSITC Key Ratios

|             |         |        |         |         |         |       |
|-------------|---------|--------|---------|---------|---------|-------|
| AUM         | 101,095 | 85,558 | 105,042 | 109,346 | 105,079 | -3.9% |
| AUM Ranking | 8       | 9      | 10      | 11      | 11      |       |

1. Non-consolidated basis

## First Life Financial Results Summary in NT\$ million or %

|                                 | Full Year Result |               |               | Year-over-Year Comparison |              |         |
|---------------------------------|------------------|---------------|---------------|---------------------------|--------------|---------|
|                                 | 2017             | 2018          | 2019          | 1H19                      | 1H20         | Change  |
| <b>Income Statement Summary</b> |                  |               |               |                           |              |         |
| <b>Operating Revenue</b>        | <b>13,298</b>    | <b>13,506</b> | <b>14,435</b> | <b>7,185</b>              | <b>5,998</b> | -16.5%  |
| Premium Income                  | 11,684           | 12,698        | 13,193        | 6,632                     | 5,318        | -19.8%  |
| Other insurance income          | 277              | 312           | 272           | 139                       | 126          | -9.4%   |
| Net Investment Income           | 1,337            | 496           | 970           | 414                       | 554          | 33.8%   |
| <b>Operating Cost</b>           | <b>12,861</b>    | <b>13,022</b> | <b>13,565</b> | <b>6,773</b>              | <b>5,516</b> | -18.6%  |
| Reinsurance commission          | 40               | 49            | 59            | 29                        | 32           | 10.3%   |
| Reserves                        | 4,566            | 11,192        | 11,304        | 5,642                     | 3,954        | -29.9%  |
| Claims                          | 7,419            | 851           | 1,329         | 691                       | 1,167        | 68.9%   |
| Commission                      | 711              | 930           | 873           | 411                       | 362          | -11.9%  |
| Others                          | 125              | 0             | 0             | 0                         | 1            | #DIV/0! |
| <b>Operating Expenses</b>       | <b>(566)</b>     | <b>(638)</b>  | <b>(655)</b>  | <b>(301)</b>              | <b>(353)</b> | 17.3%   |
| <b>Profit/Loss of Operation</b> | <b>(129)</b>     | <b>(154)</b>  | 215           | 111                       | 129          | 16.2%   |
| <b>Non-Operating Profit</b>     | 0                | 0             | 0             | 0                         | 0            | #DIV/0! |
| <b>Profit/Loss Before Tax</b>   | <b>(129)</b>     | <b>(154)</b>  | 215           | 111                       | 129          | 16.2%   |
| Income tax                      | 26               | 13            | 29            | (14)                      | 47           | -435.7% |
| <b>Net Income after tax</b>     | <b>(103)</b>     | <b>(141)</b>  | 244           | 97                        | 176          | 81.4%   |
| <b>Key Ratios</b>               |                  |               |               |                           |              |         |
| ROAE(Annualized ratio)          | -19.39%          | -13.46%       | 10.44%        | 9.97%                     | 10.88%       | 9.1%    |
| ROAA(Annualized ratio)          | -0.30%           | -0.34%        | 0.47%         | 0.40%                     | 0.59%        | 47.5%   |

\* FFHC claims 51% of First-Aviva operating results in 2015,2016, and 2017.

