



三商企業

mercuries

Mercuries & Associates Holding , Ltd. (2905)

Investor Conference

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Company Profile

- ◆ Date of establishment : Feb. 19, 1965
 - ◆ Date of Listing : Sep. 19, 1988
 - ◆ The Company has been revamped as an investment holdings company in Jan. 1, 2015
 - ◆ Business : investment
 - ◆ Number of employee : 16,991 (2022.12.31)
 - ◆ Capital : NT\$ 9.25 billion
- 2023Q2 :
- Consolidated assets : NT\$ 1,539 billion
 - Consolidated income : NT\$ 89.7 billion
 - Net worth per share : NT\$ 15.12

Company Profile – Core investment(2023.6.30)

	Life Insurance	Daily Commodities and Food & Beverage Sector	Pharmaceutical	System Integration	Other	Total
Number of invested companies : Note(1)	1	7	2	4	5	19
Investment amount (NT\$: 0.1 billion) Note (2)	87	22	6	6	2	123
The percentage of the investment amount	70%	18%	5%	5%	2%	100%

Note (1) : Subsidiaries incorporated in the consolidated statement (excluding paper companies & stop operating companies).

Note (2) : Direct investment amount.



Life Insurance (2867 Mercuries Life Insurance Co., Ltd.)

- ◆ Date of establishment : June. 12, 1993.
- ◆ Date of Listing : Dec. 18, 2012 .
- ◆ Have market share of 4.92% in domestic life insurance company total premium income in 2022, ranked seventh.
- ◆ At the end of 2022, the embedded value (EV) per share was NT\$21.8 .
- ◆ 2023.1.18 Chinese credit rating twA-.

a promise, a lifetime friend



Operations Summary-Life Insurance

NT\$: 0.1 billion	2022	2021	2020
First Year Premium(FYP)	296	322	275
Renewal Premium(RYP)	853	985	1,060
Total Premium(TP)	1,149	1,307	1,335
Investment income	266	371	383
Net Income	(137)	10.91	14.45
EPS(After Tax)(NT\$)	(4.34)	0.42	0.60
Total Assets	14,582	14,006	13,388
Stockholder's Equity	288	414	421
BVPS(NT\$)	7.04	15.52	16.83



Operations Summary-Life Insurance

NT\$: 0.1 billion	2023Q2	2022Q2	YoY
First Year Premium(FYP)	205	173	18.6%
Renewal Premium(RYP)	405	438	-7.5%
Total Premium(TP)	610	610	0.1%
Investment income	147	147	0.2%
Net Income (loss)	(46)	(67.2)	-
EPS(After Tax)(NT\$)	(1.06)	(2.31)	-
Total Assets	15,111	14,385	5.0%
Stockholder's Equity	382	261	46.5%
BVPS(NT\$)	8.31	8.43	-1.4%



Operations Summary- Daily Commodities and Food and Beverage Sector



Satisfy shoes demands of the family at once.



Become a community helper and great friend with the main appeal of “excellent quality at reasonable prices”.



Taiwan's Largest Beef Noodle Chain Store. All the most memorable taste is right here.



Napoli pizza and fried chicken will always offer you the best value for money, providing customers with amazing experience.



Spearheading Japanese pork chop let patrons feel satisfied and garner good fortune.











With the premise of “Fresh and Healthy”, making patrons obtain fantastic experience.



Brand name is combined with the concept of beef noodle soup originated from Sichuan and Clear Stewed originated from Lanzhou. Served with chewy noodles and tender beef, the visual and aural leave customers with a mouthwatering impression toward beef noodles.



Operations Summary- –Daily Commodities and Food and Beverage Sector

Brand	Number of stores		Number of employee		Business area(Ping)	
	202306	202206	202306	202206	202306	202206
	210	212	1,156	1,230	18,304	18,482
	813	800	3,386	3,266	29,505	29,298
	168	161	1,761	1,575	5,477	5,237
	124	117	1,362	1,334	4,974	4,757
	63	58	866	710	3,203	2,943
	21	20	221	212	598	566
	4	5	38	53	130	195
	4	3	48	37	233	188
Fried Chicken	12	13	91	99	313	322
Total	1,419	1,389	8,929	8,516	62,737	61,988

Note: The number of employee does not include headquarters staff.



Pharmaceutical (4119 SCI Pharmtech.Inc.)

Date of establishment : Sep 18, 1987.

Capital : NT\$ 0.954 billion.

Number of employee : 220 (2023.6.30).

Business :

Active Pharmaceutical Ingredients (API) (59.08%)

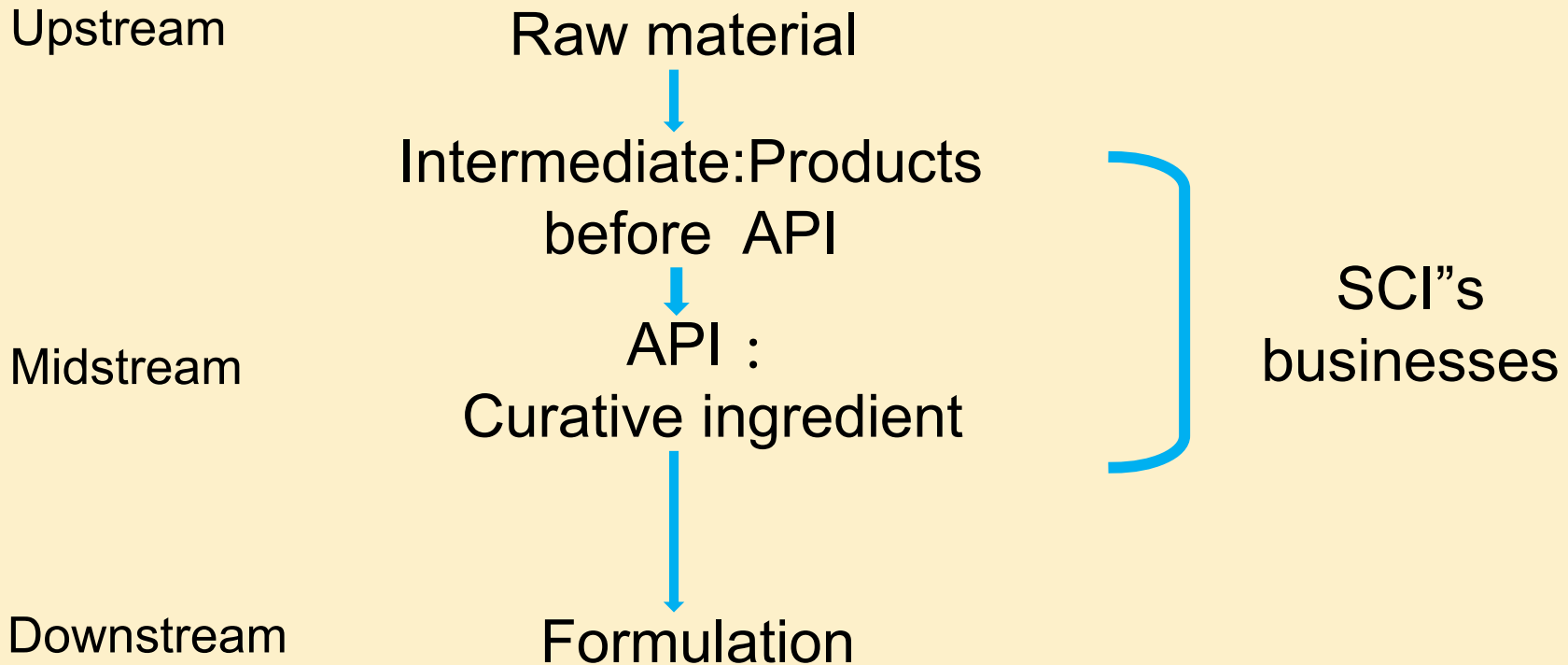
Intermediates (40.48%)

Custom-made chemicals (0.44%)



Operations Summary - Pharmaceutical

SCI's position





Operations Summary - Pharmaceutical

Product	Application
VA Series	seizure 、 bipolar disorder 、 migraine headaches.
(S)-MMAA/Duloxetine HCl	major depressive disorder 、 generalized anxiety disorder 、 diabetic neuropathy 、 Fibromyalgia 、 lower back pain(only in Japan).
Pyrogallolaldehyde	Intermediate for Parkinson's Disease.
Hydroxychloroquine sulfate	rheumatoid arthritis 、 malaria 、 discoid and systemic lupus erythematosus.
Pent-2 / PEB.Na	Intermediate and API for calmative.
Menthadienol , Olivetol,Ethyl Olivetolate	For seizures in patients aged 2 years and older , and Multiple Sclerosis 、 Nausea and vomiting due to chemotherapy 、 anorexia due to AIDS.
LPF.Na	Anti-inflammatory and pain relief.



Operations Summary - Pharmaceutical

Product	2023Q2	2022Q2	2022	2021
VA Series	23.30%	5.90%	28.10%	7.80%
S-MMAA / Dulo	3.30%	13.14%	2.90%	8.59%
PGA	26.70%	38.56%	23.80%	28.71%
HOCLQ Sulfate	0.65%	0.11%	0.12%	3.10%
Pent-2 / PEB.Na	27.40%	22.33%	23.20%	17.76%
PMDOL / Olivetol	0.00%	0.00%	0.61%	1.59%
LPF.Na	0.00%	0.72%	0.30%	0.46%
Total	81.35%	80.76%	79.03%	68.01%



Information Services (2427Mercuries Data Systems)MDS

Established in 1976

Capital : NT\$ 1.843 billion

Number of employee : 853 (2023.6.30)

Business :

Banking automatic system

Public construction integration



Operations Summary – Banking automatic system

- ◆ As ATM screens continue to be replaced by 19-inch screens, revenue is expected to continue to grow in 2023.
- ◆ The maintenance revenue will keep growing for several years.
- ◆ Market share : 50.62%.



Operations Summary – Public construction integration

- ◆ TRA TETRA (Terrestrial Trunked Radio) system.
- ◆ Police Radio Communication System Update Case.
- ◆ Sale of Oracle hardware(sever) 、 software and royalties.
- ◆ Taipower Company NDCIS(New Distribution Construction Information System).
- ◆ Ocean Affairs Council Radar Case on the Southeast Coast and Outer Islands.



MDS(2427)-Consolidated Condensed Statement of Comprehensive Income (NT\$: million)

Item	2023Q2	2022Q2	2022	2021
Revenue	1,689.77	1,917.93	3,788.64	3,490.59
Cost of Revenue	1,038.78	1,289.97	2,541.17	2,421.19
Gross Profit	650.99	627.96	1,247.47	1,069.40
Operating Expenses	509.29	468.63	1,005.14	917.70
Operating Income	141.70	159.33	242.33	151.70
Non-Operating Income(loss)	10.54	(10.65)	5.55	31.22
Net Income before Tax	152.24	148.68	247.88	182.92



Financial Summary-Consolidated Condensed Statement of Comprehensive Income (NT\$: 0.1 billion)

Item	2023Q2	2022Q2	YoY
Interest income	180.18	166.66	8.12%
Premiums income	376.45	413.35	-8.93%
Fee Income	14.94	13.32	12.18%
Separate account revenue for unit-linked products	89.14	(46.23)	-292.80%
Gain on financial assets at amortized cost	0.00	20.23	-100.00%
Net sales revenue	142.96	137.33	4.09%
Gain on disposal of investment	12.56	2.55	393.18%
Reserve for fluctuation of foreign exchange movement	(8.93)	(45.10)	-80.19%
Profit reclassified by applying overlay approach	0.00	80.84	-100.00%
Gain on foreign exchange	78.72	409.18	-80.76%
Other	11.14	12.68	-12.17%
Total operating revenue	897.16	1,164.82	-22.98%
Commission expenses & Insurance claims paid	492.73	412.21	19.53%
Net changes in other insurance liabilities	86.05	191.72	-55.12%
Separate account expenses for unit-linked products	89.14	(46.23)	-292.80%
Loss on financial assets (liabilities) at fair value through profit or loss	53.70	477.57	-88.76%
Relized loss on financial assets measured at fair value through other comprehensive income	0.00	3.23	-100.00%
Cost of goods sold	99.24	97.31	1.98%
Loss reclassified by applying overlay approach	63.62	0.00	-
Operating expenses & Other expense	69.94	74.10	-5.62%
Total operating cost	954.41	1,209.91	-21.12%
Profit (loss) before tax from continuing operations	(57.25)	(45.09)	26.97%
Income tax	17.28	(15.17)	213.89%
Net profit (loss) from continuing operations	(39.98)	(60.26)	-33.66%
Other comprehensive income (loss)	116.86	(120.99)	-196.59%
Total comprehensive income for the year	76.88	(181.25)	-142.42%
Net profit (loss) attributable to:			
Owners of parent	(12.03)	(23.67)	-49.20%
Non-controlling interests	(27.95)	(36.59)	-23.60%
Total	(39.98)	(60.26)	-33.66%
Total comprehensive income (loss) attributable to :			
Owners of parent	34.23	(75.77)	-145.17%
Non-controlling interests	42.66	(105.48)	-140.44%
Total	76.88	(181.25)	-142.42%
Earnings per share(NTdollar)	(1.38)	(2.71)	-49.08%



Financial Summary-Consolidated Condensed Statement of Comprehensive Income (NT\$: 0.1 billion)

Item	2022	2021	2020
Interest income	348.04	314.10	329.03
Premiums income	798.55	940.98	1,070.18
Fee Income	25.65	23.80	17.14
Separate account revenue for unit-linked products	5.20	95.04	101.41
Gain on financial assets (liabilities) at fair value through profit or loss	0.00	94.20	116.00
Gain on financial assets at amortized cost	20.26	80.63	90.54
Net sales revenue	284.50	277.42	279.94
Reserve for fluctuation of foreign exchange movement	(69.69)	(1.61)	10.03
Profit reclassified by applying overlay approach	32.21	20.53	30.48
Gain on foreign exchange	605.11	0.00	0.00
Other	40.18	38.63	61.85
Total operating revenue	2,090.01	1,883.73	2,106.59
Commission expenses & Insurance claims paid	956.25	795.70	701.66
Net changes in other insurance liabilities	225.51	501.12	701.59
Separate account expenses for unit-linked products	5.20	95.04	101.41
Loss on financial assets (liabilities) at fair value through profit or loss	678.76	0.00	0.00
Cost of goods sold	201.63	198.85	192.58
Loss on foreign exchange	0.00	151.37	240.83
Operating expenses & Other expense	160.00	135.19	136.81
Total operating cost	2,227.34	1,877.27	2,074.87
Profit (loss) before tax from continuing operations	(137.33)	6.46	31.72
Income tax	11.42	19.66	(6.50)
Net profit (loss) from continuing operations	(125.91)	26.12	25.22
Other comprehensive income (loss)	(75.42)	(28.88)	(29.53)
Total comprehensive income for the year	(201.33)	(2.76)	(4.31)
Net profit (loss) attributable to:			
Owners of parent	(50.90)	18.90	13.98
Non-controlling interests	(75.01)	7.22	11.25
Total	(125.91)	26.12	25.22
Total comprehensive income (loss) attributable to :			
Owners of parent	(83.48)	6.92	0.73
Non-controlling interests	(117.85)	(9.68)	(5.03)
Total	(201.33)	(2.76)	(4.31)
Earnings per share(NTdollar)	(5.82)	2.17	1.63



Financial Summary-Consolidated Condensed Balance Sheet (NT\$: 0.1billion)

Item	2023Q2	2022	2021	2020
Cash and cash equivalents	343.26	502.49	1,003.57	1,482.15
Bills discounted and loans, net	679.15	692.56	704.75	702.76
Other	251.55	211.81	222.95	189.33
Current assets	1,273.96	1,406.86	1,931.27	2,374.24
Financial assets - non-current	1,024.37	1,237.09	1,096.38	1,326.01
Amortized cost financial assets	10,562.05	10,008.34	9,199.91	8,170.23
Other	2,528.90	2,206.15	2,042.91	1,783.64
Non-current assets	14,115.31	13,451.57	12,339.20	11,279.89
Total assets	15,389.27	14,858.44	14,270.47	13,654.13
Current liabilities	170.45	145.28	155.24	159.39
Provisions non-current	12,722.66	12,591.04	12,035.79	11,595.33
Other	2,082.61	1,805.42	1,607.17	1,431.27
Non-current liabilities	14,805.27	14,396.46	13,642.96	13,026.60
Total liabilities	14,975.72	14,541.74	13,798.21	13,185.98
Capital(Include Stock dividend)	92.25	92.25	91.34	90.94
Other	42.34	9.51	105.87	105.36
Total equity attributable to owners of the parent	134.59	101.76	197.21	196.29
Non-controlling interests	278.95	214.94	275.05	271.85
Total equity	413.55	316.70	472.26	468.14



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Thank You