

# Business Presentation

May 2015

## Key statistics<sup>1</sup>

31 March 2015

Market capitalization

NT\$31.2 bn  
(US\$ 1Bn)

31 December 2014  
\$/ Ranking<sup>2</sup>

Total assets

NT\$521.9 bn / 22th

Gross loans

NT\$323.9 bn / 19<sup>th</sup>

Total deposits & remittances

NT\$423.2 bn / 22<sup>nd</sup>

Net worth

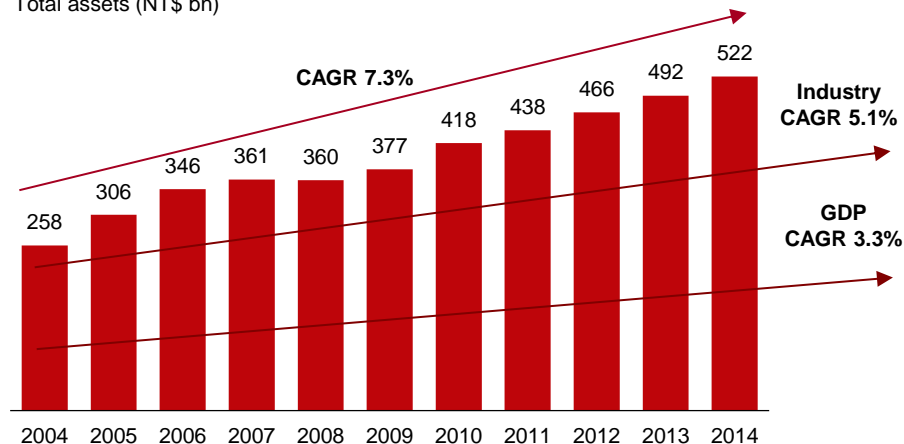
NT\$36.3 bn / 22<sup>nd</sup>

Tier 1 ratio

9.26%

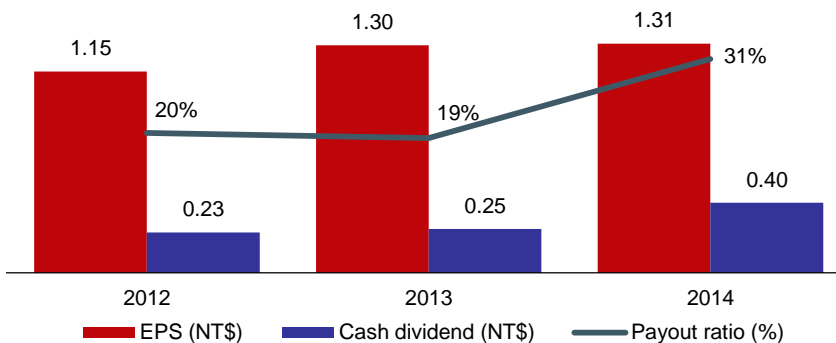
## Long-term growth record

Total assets (NT\$ bn)



## Dividend payout ratio

(NT\$)



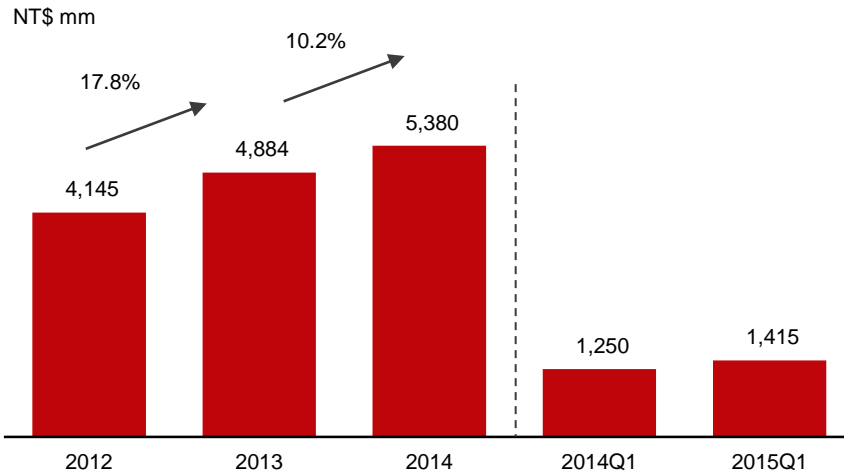
Source: Company data

1. Based on consolidated financials

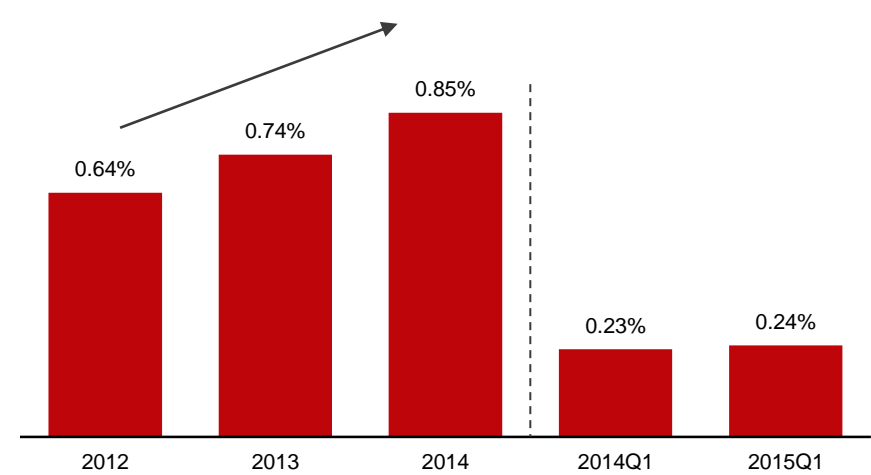
2. Based on 36 commercial banks

# Strong earning track record

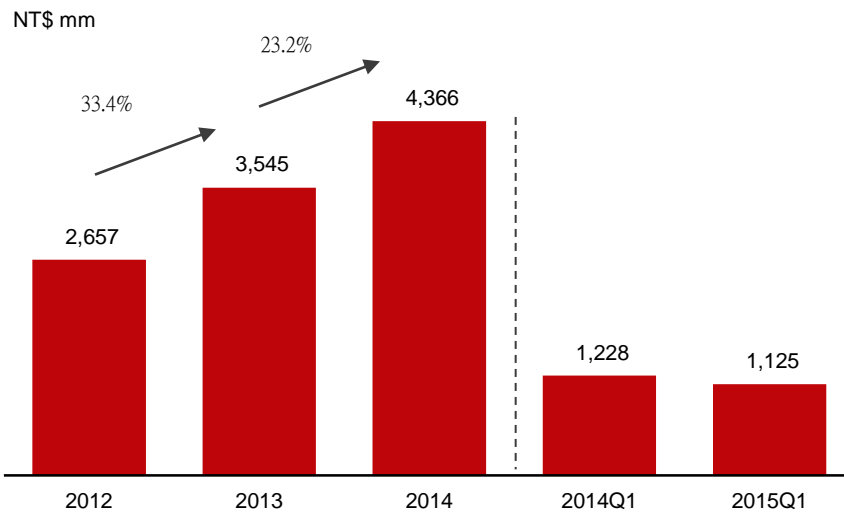
Net interest income



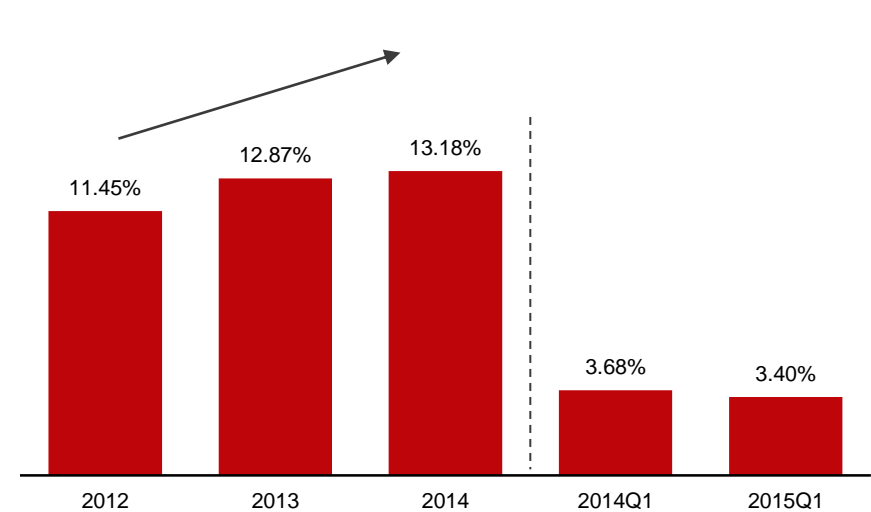
Pre-tax ROAA



Pre-provision op. income



Pre-tax ROAE



# Key financial summary

(NT\$ mm)

	As of or for 12 months ended December 31			As of or for 3 months ended March 31	
	2012	2013	2014	2014Q1	2015Q1
<b>Key balance sheet items</b>					
Gross loans	283,801	296,781	323,935	314,155	338,566
Total assets	465,583	492,192	521,940	492,618	536,400
Deposits and remittances	391,909	398,289	423,198	384,409	429,257
Total shareholders' equity	26,433	28,953	36,263	34,014	37,185
BVPS	11.79	12.26	12.67	12.47	12.99
<b>Key income statement items</b>					
Net interest income	4,145	4,884	5,380	1,250	1,415
Net fee income	2,572	2,971	2,914	719	686
Earnings before Provision`	2,657	3,545	4,366	1,228	1,125
Net income	2,551	3,061	3,695	1,006	1,077
EPS	1.15	1.30	1.31	0.37	0.38
<b>Key ratios</b>					
NIM	1.13%	1.20%	1.25%	1.24%	1.22%
Cost to income ratio	68.8%	62.8%	59.9%	55.3%	58.4%
ROE	10.02%	11.05%	11.33%	3.2%	2.94%
ROA	0.56%	0.64%	0.73%	0.20%	0.20%
LDR *	72.4%	74.5%	76.5%	81.7%	78.9%
NPL ratio	0.46%	0.37%	0.39%	0.34%	0.37%
Coverage ratio	272%	392%	372%	408%	379%
Tier 1 ratio	8.73%	8.34%	9.26%	9.14%	9.16%
Total CAR	12.71%	12.69%	13.16%	12.97%	12.54%

\* LDR = Loans / Deposits

# Key strategies

## Sustain leading positions in niche products

- High-margin consumer lending
- Cross-border corporate finance
- FX margin trading
- Local asset swap

## Penetrate new markets and customers

- Offshore market entrance with risk-adjusted target market focus
- Competitive treasury marketing to focused customer groups
- Diversified business partners for new consumer lending alliance

## Enhance infrastructure to improve client experience

- E & M Banking under Bank 3.0 initiatives
- Integrated consumer lending and WM investment by One-Bank strategy
- High-net-worth individual relationship management by FEIB and subsidiaries

## Grow business with FEG synergy

- Omni-channel payment solutions, including FETone, eTag, HappyGo
- Big-data technique for joint marketing inter-FEG