



**2023年第三季 營運說明會**  
**2023年11月14日**



**台新金控**  
Taishin Holdings

# Disclaimer

---

This presentation may include forward looking statements. All statements (other than statements of historical facts) that address activities, events, or developments that Taishin Financial Holding Co. Ltd. (“Taishin”) expects or anticipates will or may occur in the future are forward-looking statements. Taishin’s actual results or developments may differ from those indicated by these forward-looking statements as a result of various factors and uncertainties which are beyond Taishin’s control. In addition, Taishin makes the forward-looking statements referred to herein as of today and undertakes no obligation to update these statements.

# Executive Summary

## 9M23 FHC 金控營運概況

- 金控前三季稅後淨利為121億元，去年同期為83億元，YoY成長46.3%
- 每股淨值為13.05元，每股盈餘為0.85元，年化股東權益報酬率為8.90%
- 資本結構穩健，金控、銀行、證券及人壽資本適足率分別為137.0%、14.6%、351%及361%

## 9M23 銀行營運概況

- 淨利息收入188億元，較去年同期成長3.0%，第三季NIM為1.24%，放款較去年同期成長3.8%
- 淨手續費收入91億元，較去年同期成長5.1%，主要因保險經紀手續費收入增加
- 營業費用\$193億元，較去年同期增加11.1%
- 逾放比為0.13%，覆蓋率為1083.1%

## 9M23 非銀行子公司

### 台新證券

- 前三季稅後盈餘為11億元，去年同期為5億元，受到投資收益回復及經紀業務成長，YoY成長114.1%
- 經紀業務第三季市佔率較去年同期成長由2.26%成長至2.31%

### 台新人壽

- 前三季初年度保費達95億元，累積初年度保費收入市佔率1.85%，業界排名13，均較去年底成長(2022年底市佔1.70%，業界排名14)
- 前三季負債成本持續下降，由去年同期3.92%下降至3.82%

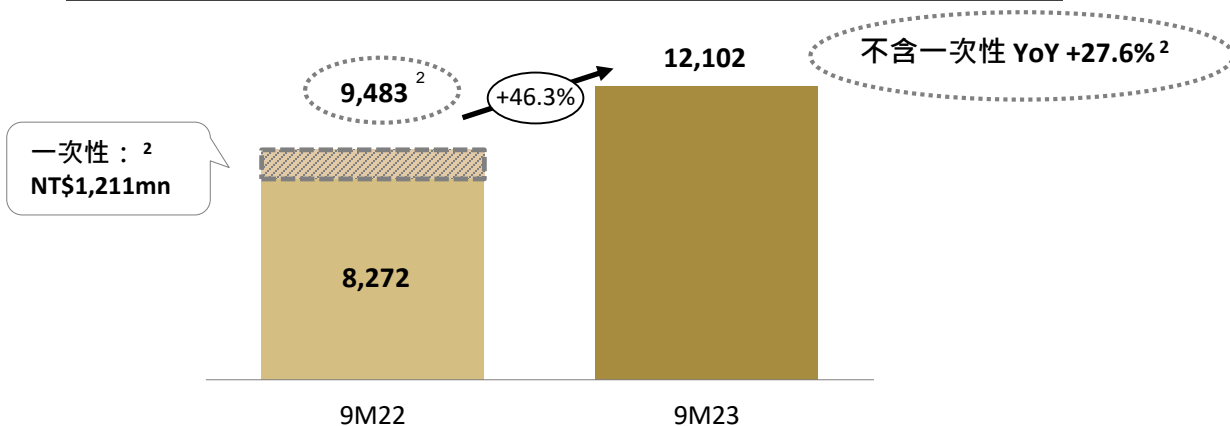
# Agenda

---

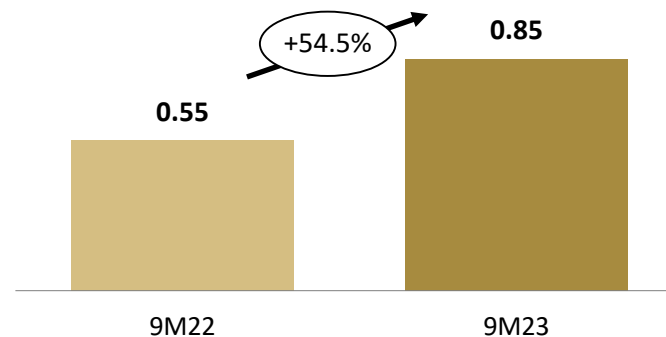
- 2023年第三季金控財務數字
- 2023年第三季銀行獲利動能
- 2023年第三季人壽營運概況

# 金控財務數字

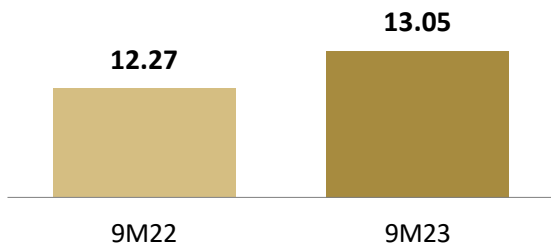
稅後淨利 (NT\$m)



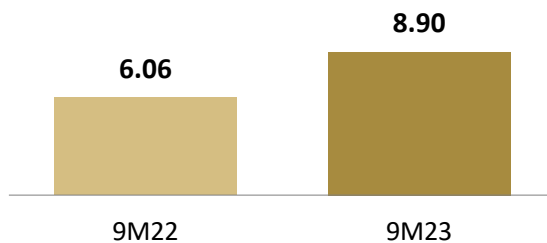
每股盈餘<sup>1</sup> (NT\$)



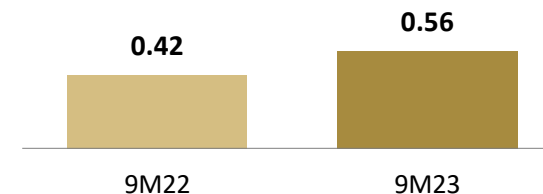
每股淨值<sup>1</sup> (NT\$)



股東權益報酬率<sup>1</sup> (%)



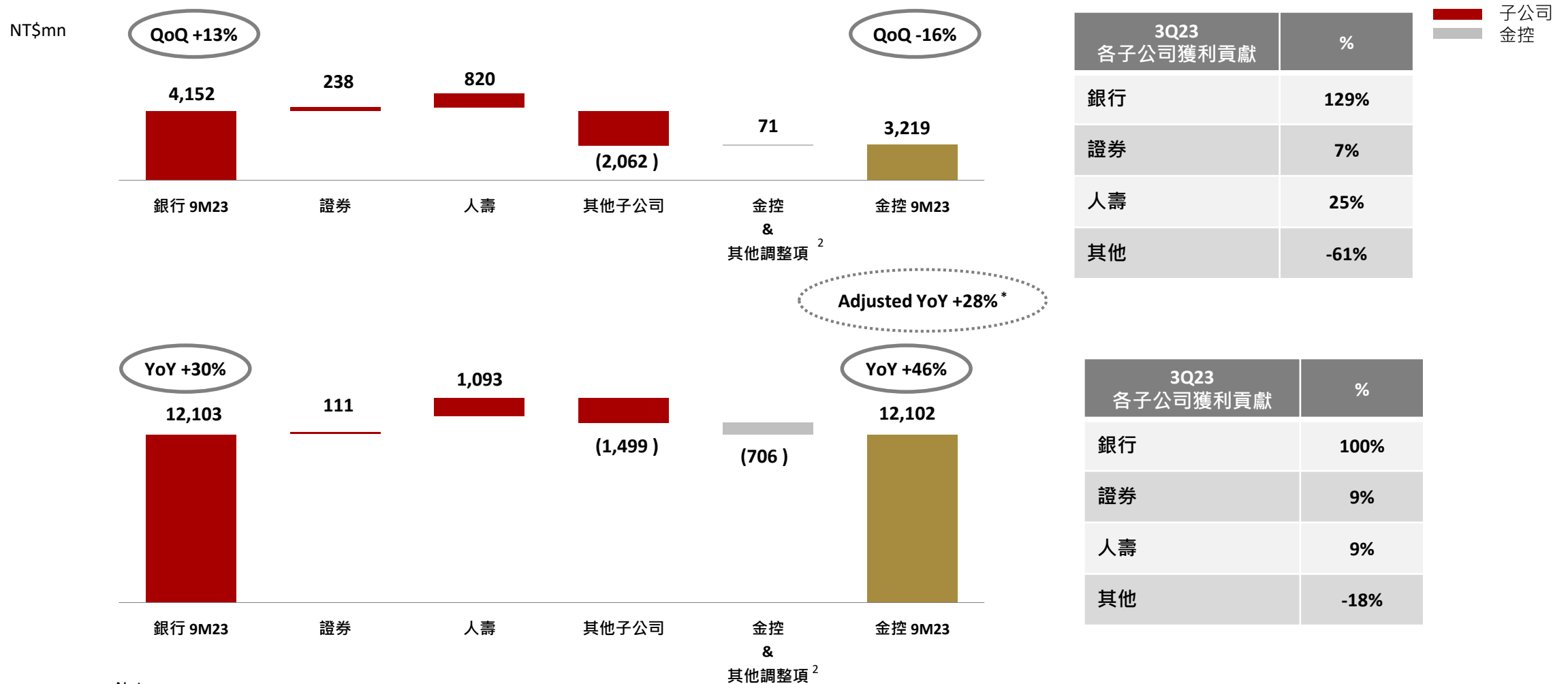
資產報酬率 (%)



Note

1. EPS, BVPS, and ROE are calculated for common shares only.
2. Adjusted one-time item in 9M22: \$1,211mn of MTM adjustment of contingent consideration on POT acquisition.

# 金控各子公司獲利表現

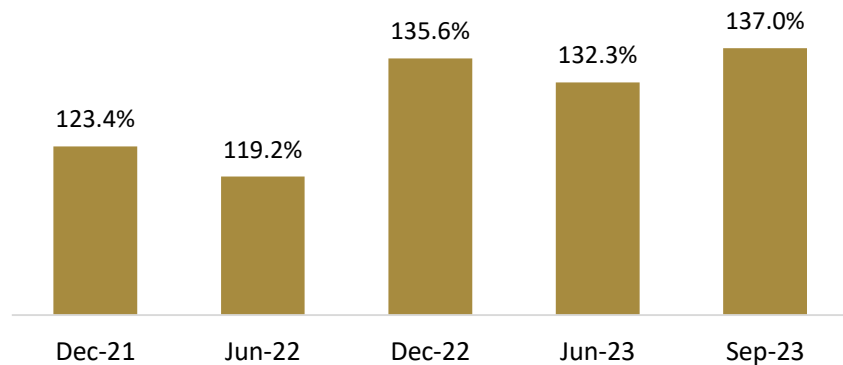


Note:

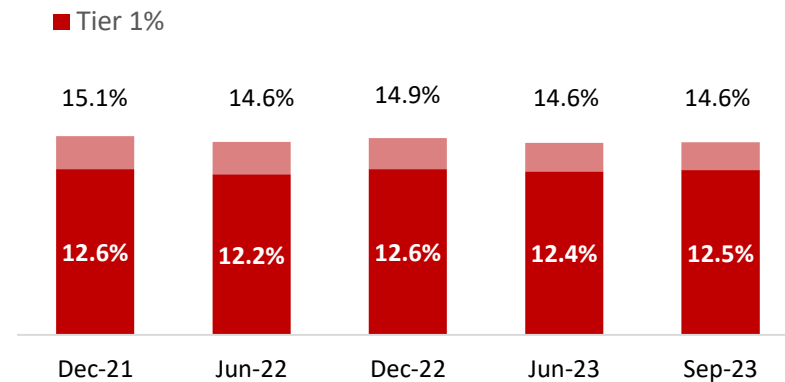
1. "Other subsidiaries" includes: Taishin Asset Management, Venture Capital Investment, Securities Investment Advisory, and Securities Investment Trust.
2. "Holdings & other adjustments" includes: (1) FHC's expenses; (2) Cash Dividends from Chang Hwa Bank (CHB) investment; (3) adjustments made when compiling consolidated statements; and (4) Fair value amortization stemming from the consolidation of Taishin Life operations.
3. Adjusted items includes: \$1,211mn MTM adjustment of contingent consideration on POT acquisition in 9M22.

# 資本適足性比率

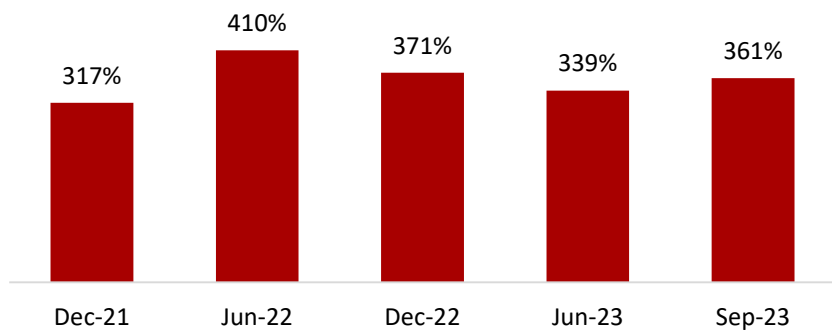
## 台新金控 (CAR)



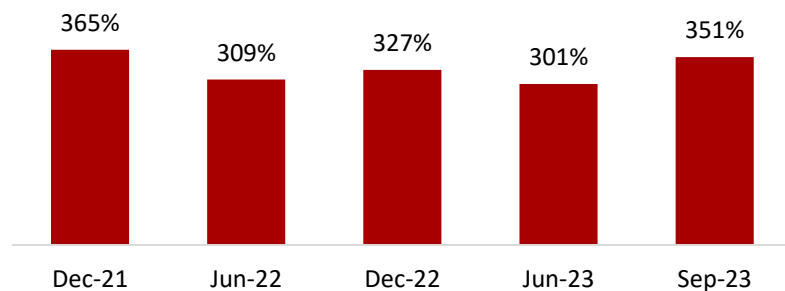
## 台新銀行 (BIS)



## 台新人壽 (RBC)



## 台新證券 (CAR)



# 金控盈餘

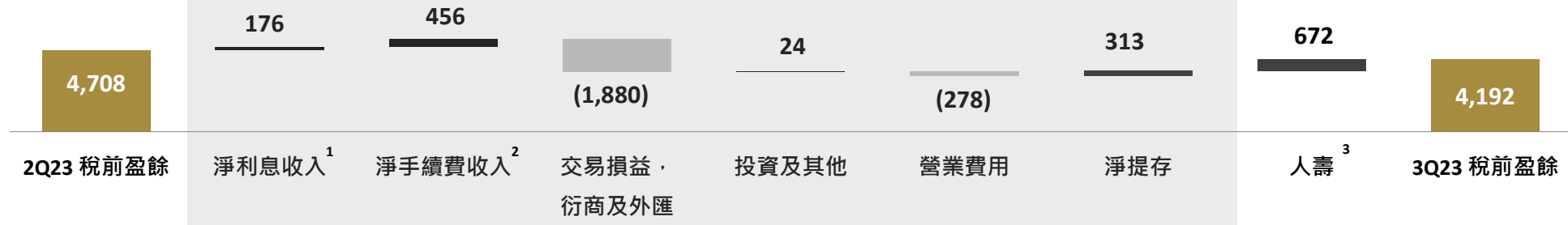
NT\$m

## 3Q23 vs. 2Q23

台新金控不含人壽

不含一次性

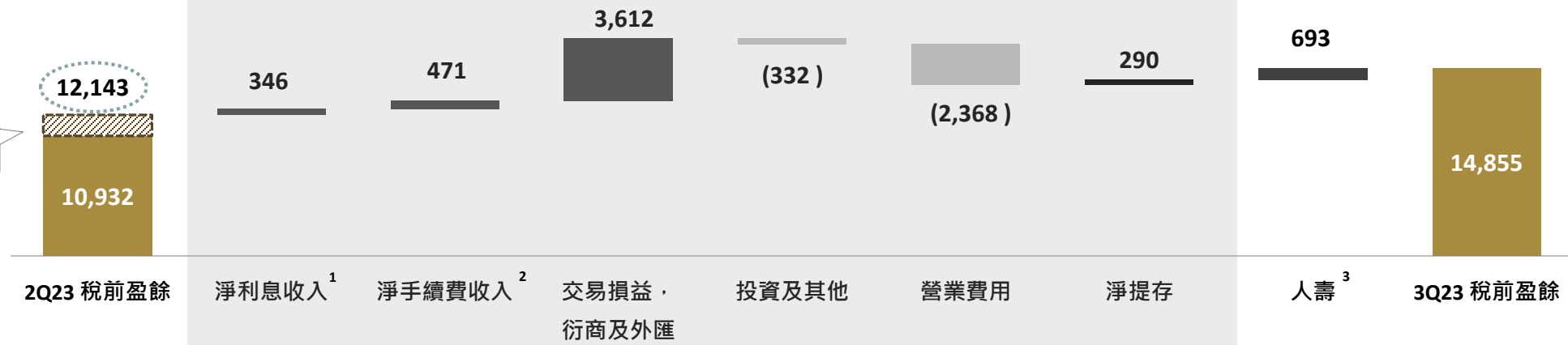
增加  
減少



## 9M23 vs. 9M22

台新金控不含人壽

一次性：<sup>4</sup>  
NT\$1,211mn



Note:

1. NII would increase by NT\$30mn QoQ and increase by NT\$2,444mn YoY, if swap income from funding activities is reclassified from investment income to NII.

2. Net fee income would increase by NT\$448mn QoQ and increase by NT\$690mn YoY, if income from selling treasury structured products is reclassified from investment income to NFI.

3. "Life" consists of: (1) Taishin Life standalone pre-tax net profits; and (2) Fair value amortization stemming from the consolidation of Taishin Life operations, including 1,783mn from the divestment of AC securities in 1Q22.

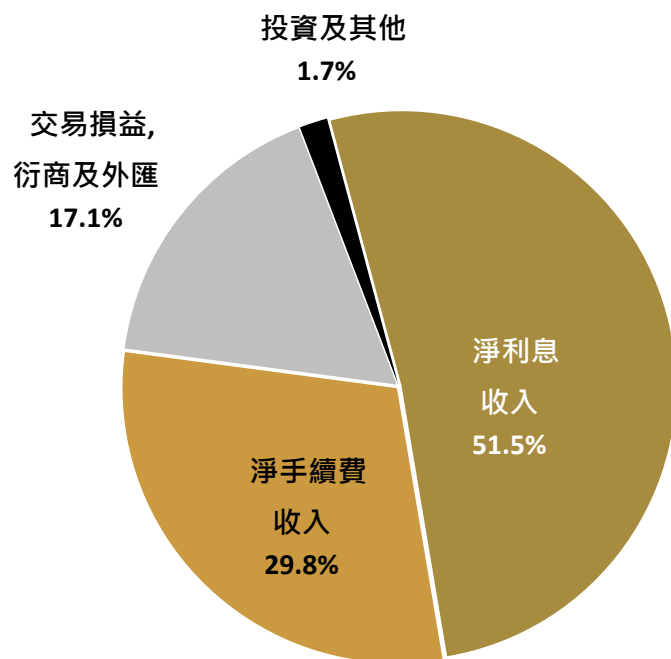
4. Adjusted one-time items: \$1,211mn of MTM adjustment of contingent consideration of POT acquisition in 9M22.

5. YoY: 9M23 vs. 9M22.

# 金控淨收益結構(不含人壽)

## 金控淨收益結構

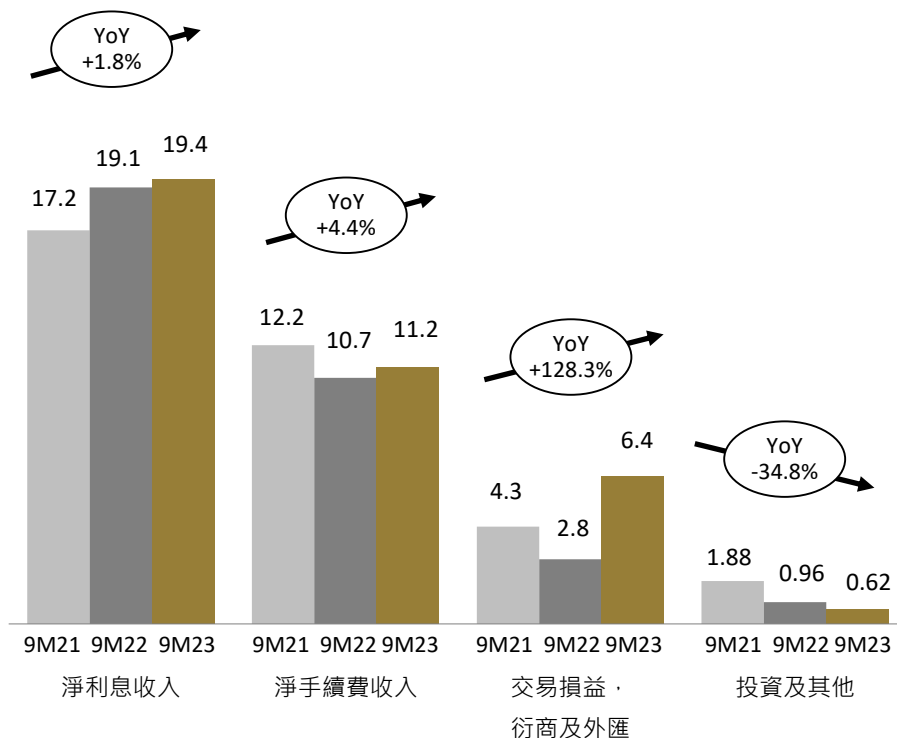
9M23 淨收益：NT\$37.7bn, YoY+12.2%



Note:  
1. YoY: 9M23 vs. 9M22.

## 過去三年同期比較

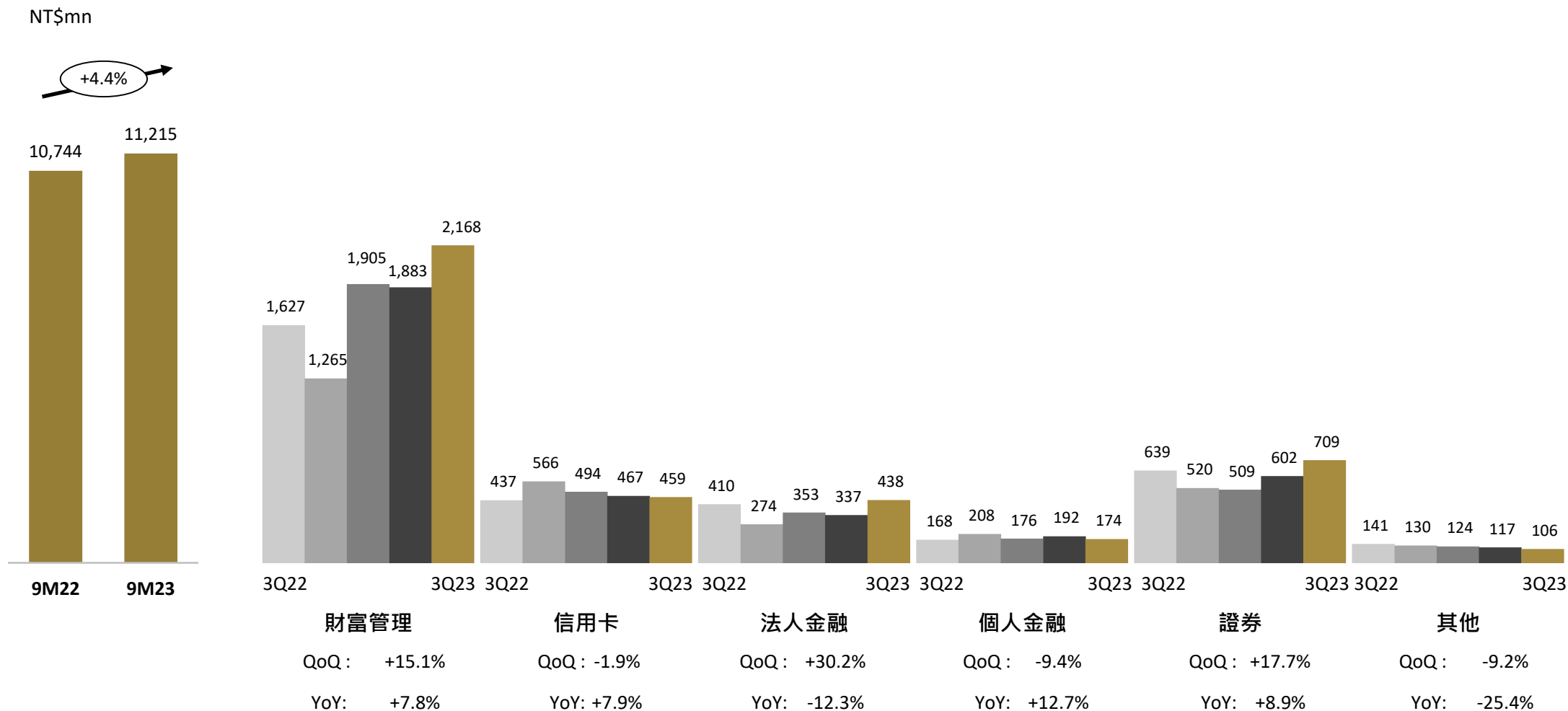
NT\$bn



Note:

1. NII YoY +12.4%, if reclassifying swap income from funding activities from investment income to NII.
2. Net fee income YoY +6.3%, if reclassifying income from selling treasury structured products from investment income to NFI.
3. Trading, Derivatives & FX YoY +65.7%, after adjusting swap income and income from selling treasury structured products.

# 金控淨手續費收入(不含人壽)



Note:

1. Net fee income YoY +6.3%, if reclassifying income from selling treasury structured products from investment income to NFI.
2. Wealth management net fee income +13.8% QoQ and +11.4% YoY, if reclassifying income from selling treasury structured products from investment income to NFI.
3. YoY: 9M23 vs. 9M22.

# Agenda

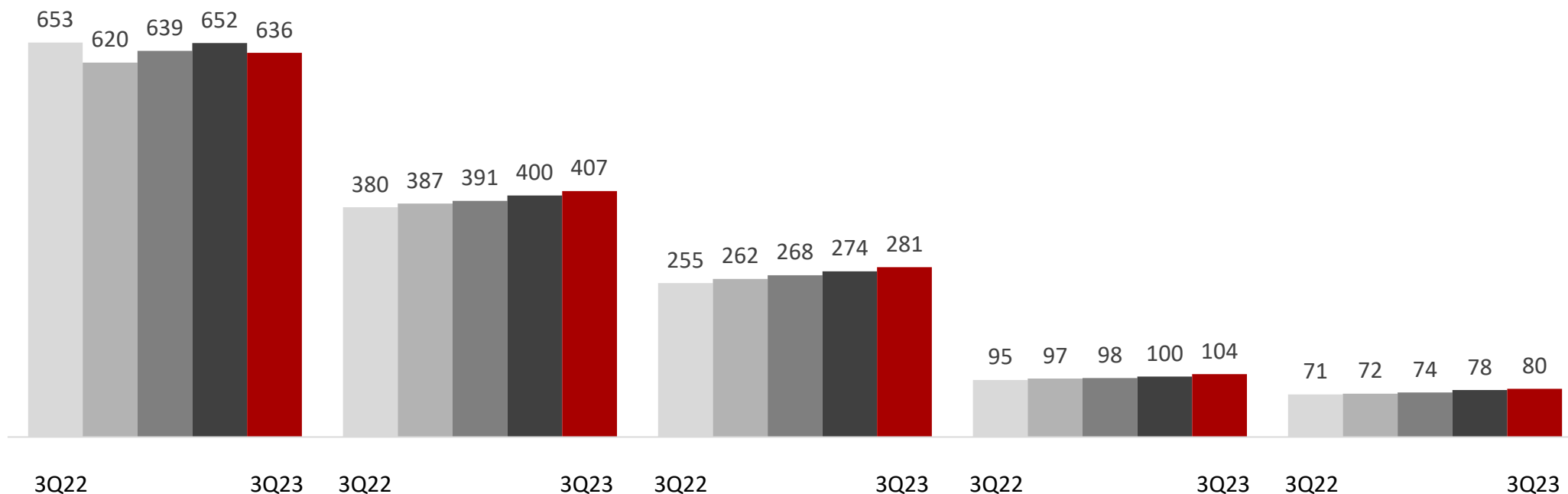
---

- 2023年第三季金控財務數字
- 2023年第三季銀行獲利動能
- 2023年第三季人壽營運概況

# 放款穩定成長

3Q23 總放款：NT\$1,509bn, QoQ +0.3%, YoY +3.8%, YTD +5.0%

NT\$bn



企業放款

QoQ : -2.4%  
YoY : -2.5%  
YTD : +2.7%

購屋貸款

QoQ : +1.9%  
YoY : +7.2%  
YTD : +5.4%

房屋加值型貸款<sup>1</sup>

QoQ : +2.3%  
YoY : +10.1%  
YTD : +7.2%

消金無擔放款

QoQ : +4.1%  
YoY : +9.9%  
YTD : +7.4%

其他<sup>2</sup>

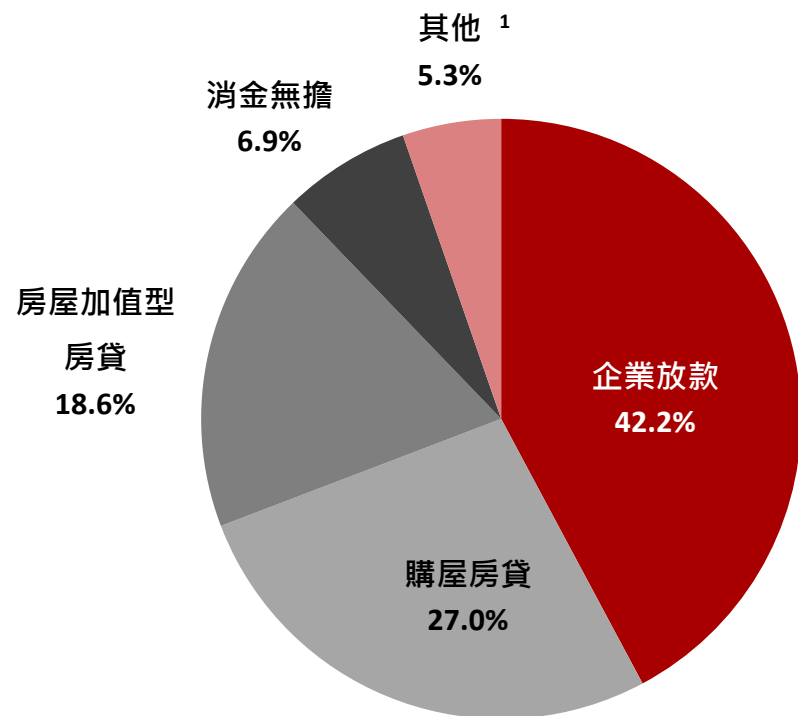
QoQ : +3.0%  
YoY : +13.3%  
YTD : +11.4%

Note:

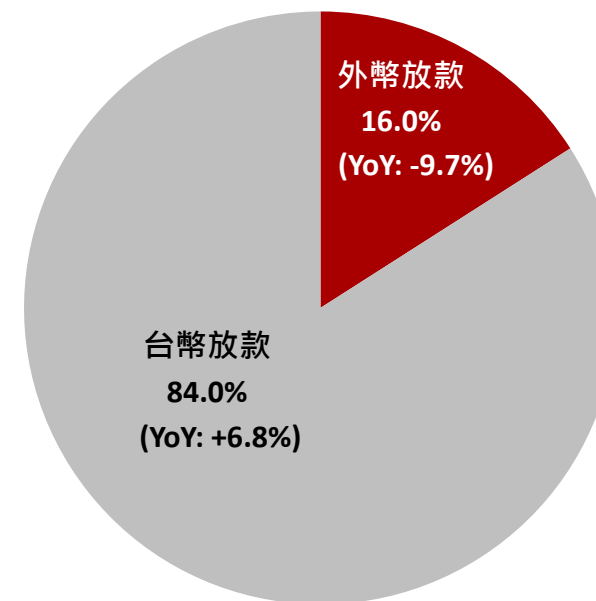
- Home Equity loan is in first-lien position on the property.
- "Others" includes auto loans, second mortgages, retail SME, and other consumer products.
- YoY: 3Q23 vs. 3Q22.

# 放款結構

產品別



幣別

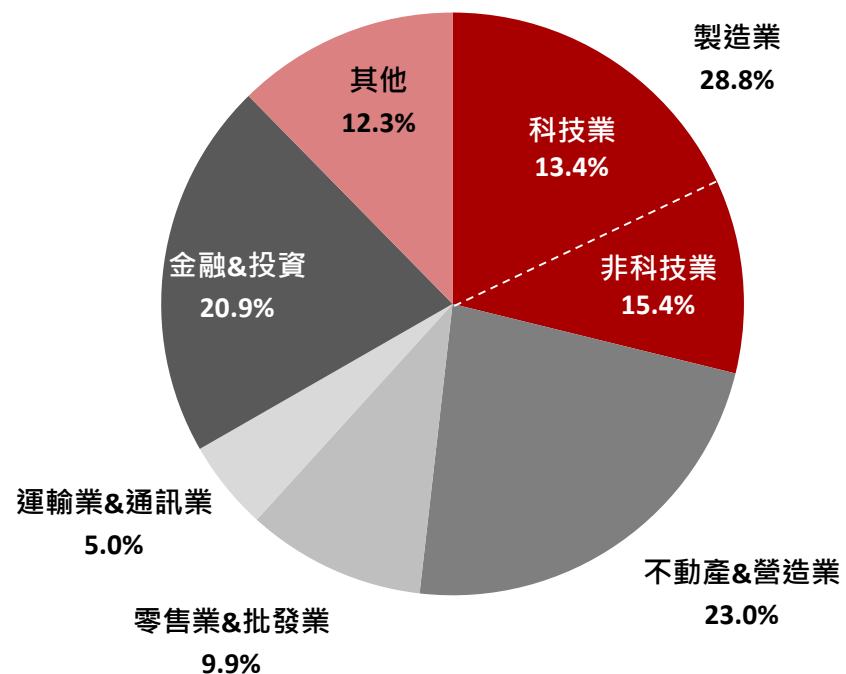


Note:

1. "Others" includes auto loans, second mortgages, retail SME, and other consumer products.
2. Numbers are presented as the end balance of 3Q23.
3. YoY: 3Q23 vs. 3Q22

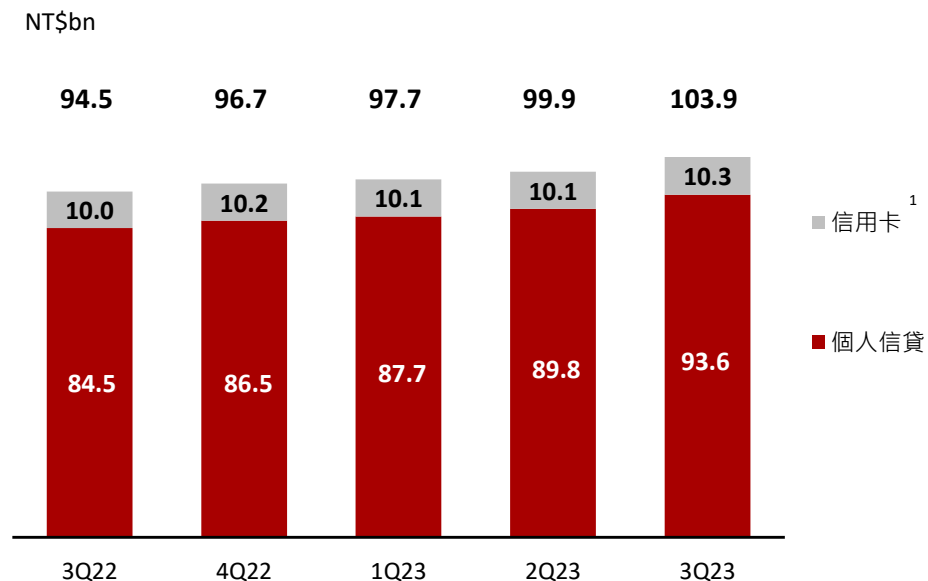
# 法金授信及消金無擔放款明細

## 法金授信產業分布



## 消金無擔放款

	QoQ	YoY
個人信貸	+4.3%	+10.7%
信用卡 <sup>1</sup>	+2.0%	+2.7%
消金無擔放款	+4.1%	+9.9%



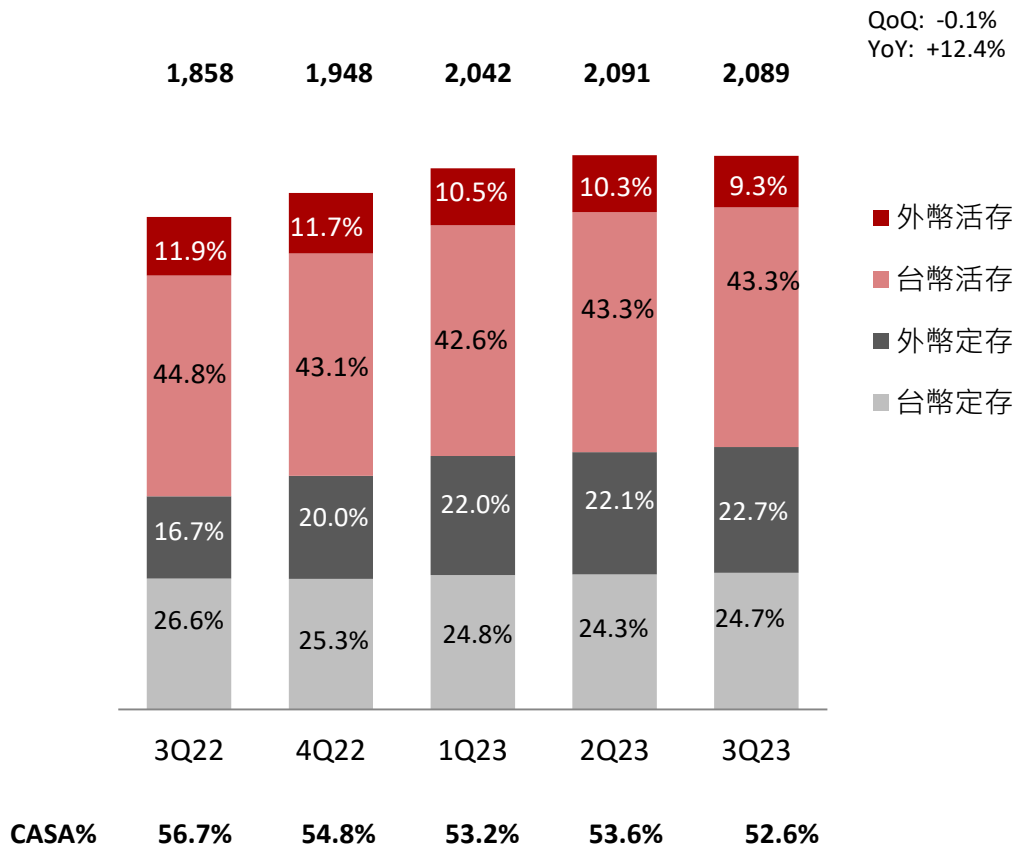
Note:

1. "Credit card" includes credit card revolving and credit card loan.

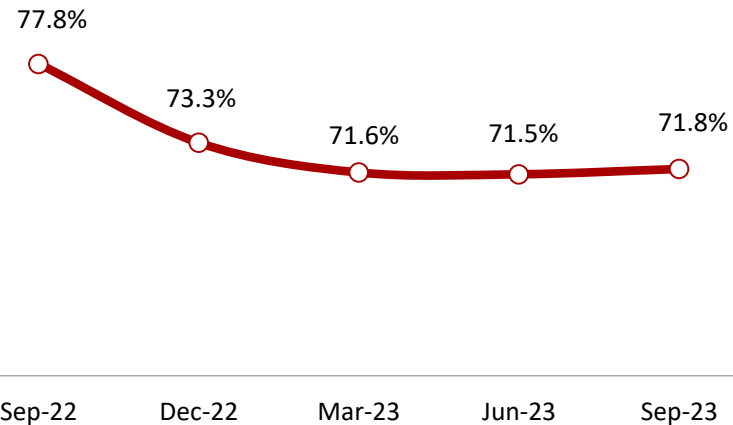
2. YoY: 3Q23 vs. 3Q22

# 存款結構

## 存款結構 (%)

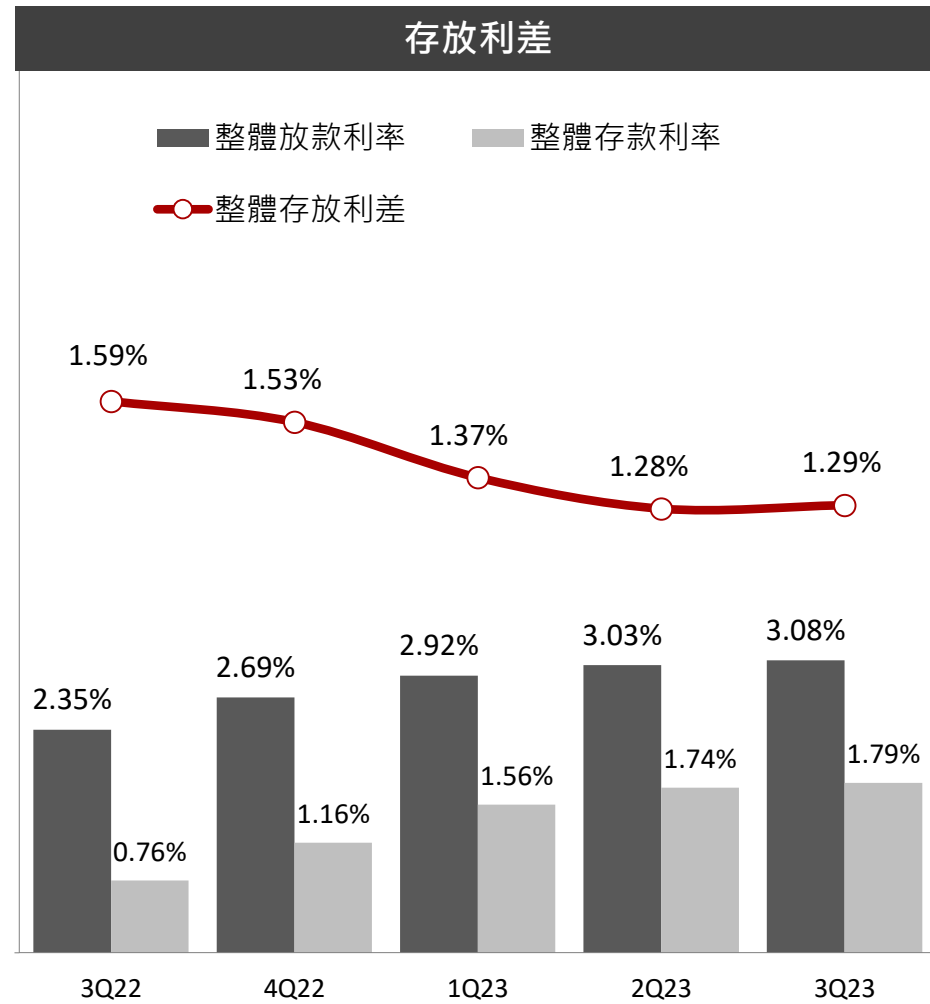
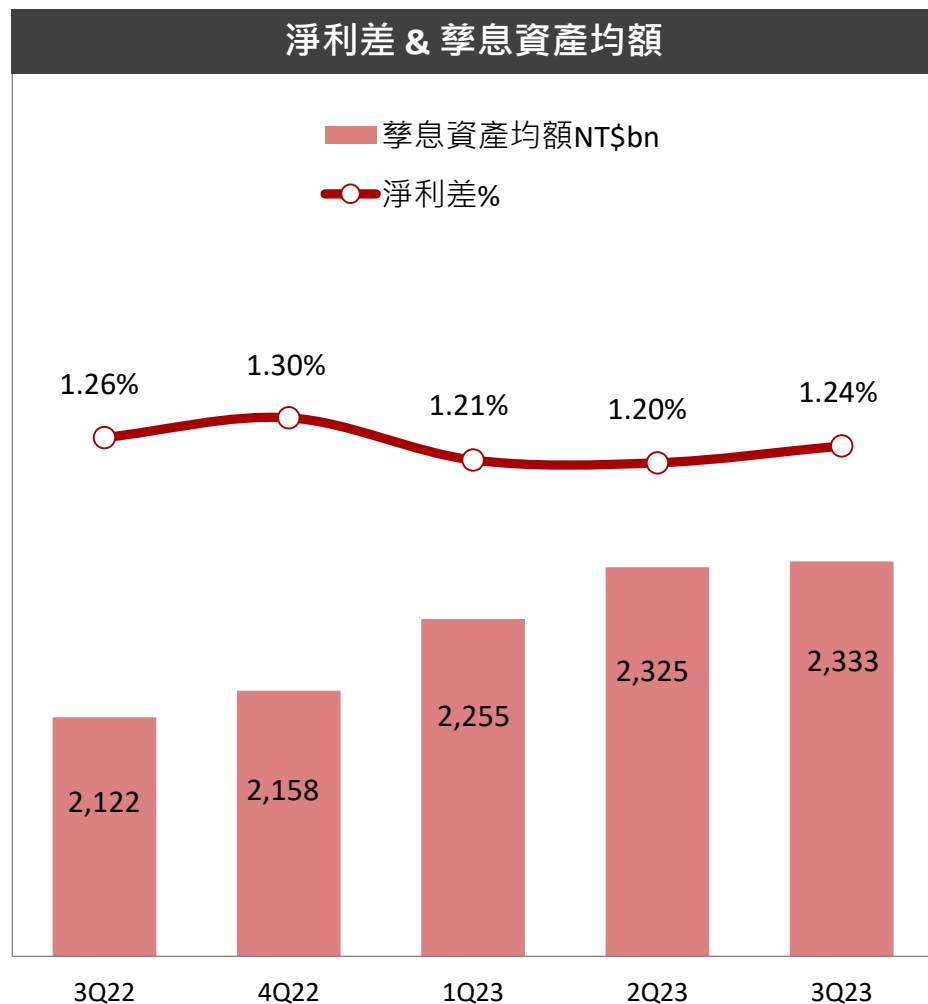


## 存放比 (%) <sup>1</sup>



1. Calculation of loan-to-deposit ratio is based on the regulator's definition.

# 淨利差及存放利差



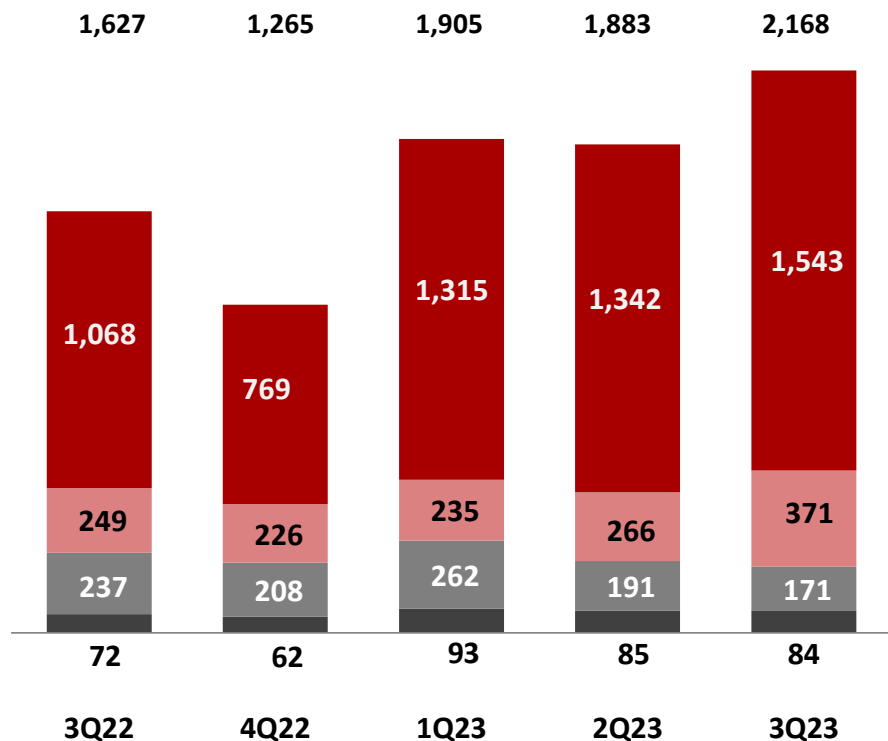
Note:

1. If reclassifying swap income and principal of funding activities, NIM for 2Q23 and 3Q23 would both be 1.30%.
2. NIM & Spread figures are quarterly averages.

# 財富管理手續費收入

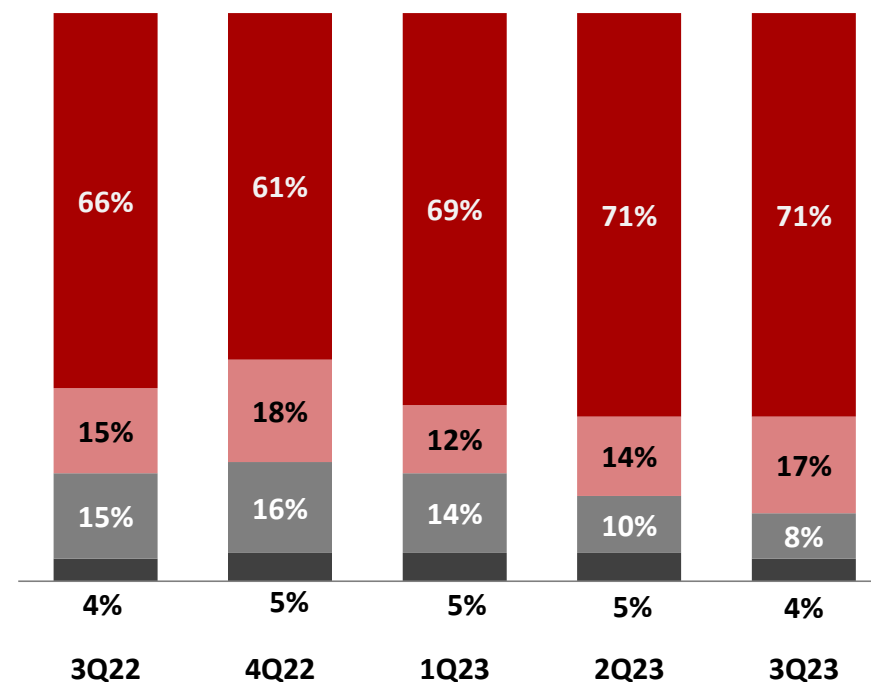
## 財富管理手續費收入 (NT\$m)

- 信託, 保管及其他
- 結構型及證券商品
- 基金
- 保險



## 財富管理手續費收入組合 (%)

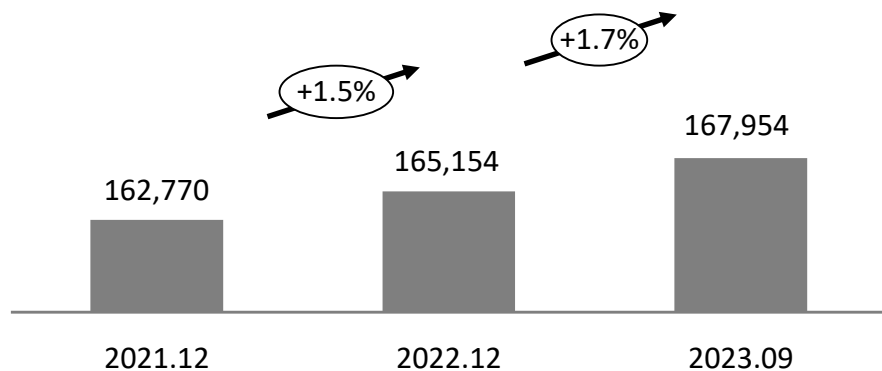
- 信託, 保管及其他
- 結構型及證券商品
- 基金
- 保險



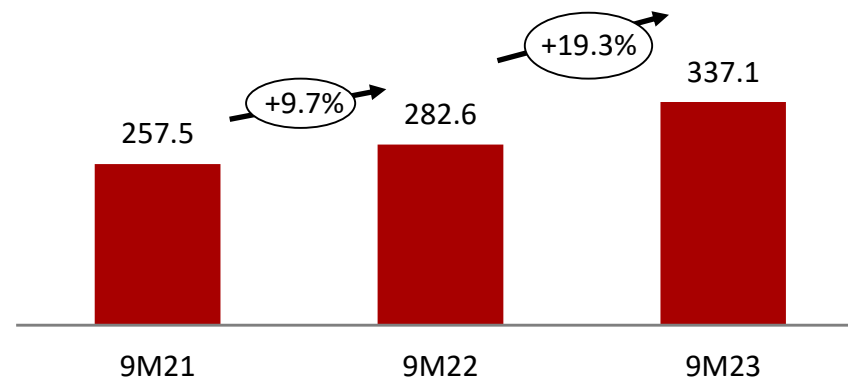
Note: If including income from selling treasury structured products, 9M23's net fee income and percentage from Securities & Structured Products would be NT\$1,066mn and 17%, respectively, and wealth management net fee income would be NT\$6,400mn (YoY +11.4%).

# 信用卡業務

## 收單家數

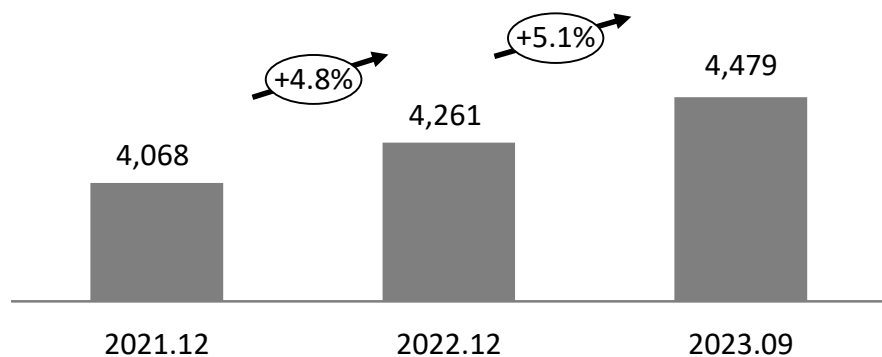


## 簽帳金額 (NT\$bn)

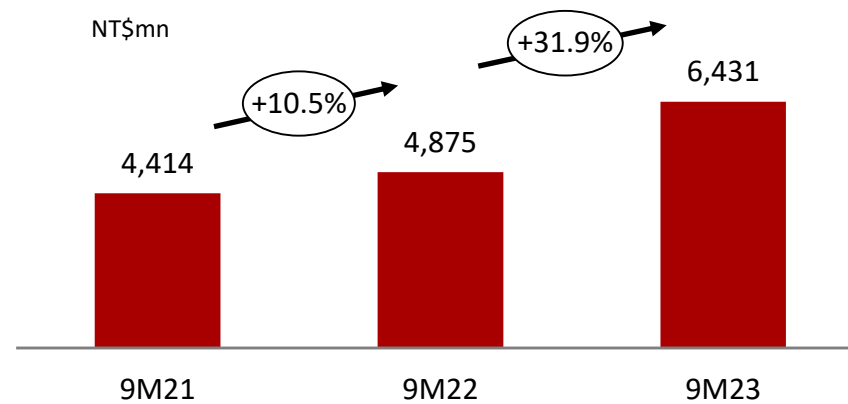


Note: Total spending excludes cash advance.

## 有效卡數 (千張)



## 毛手續費收入 (NT\$m)



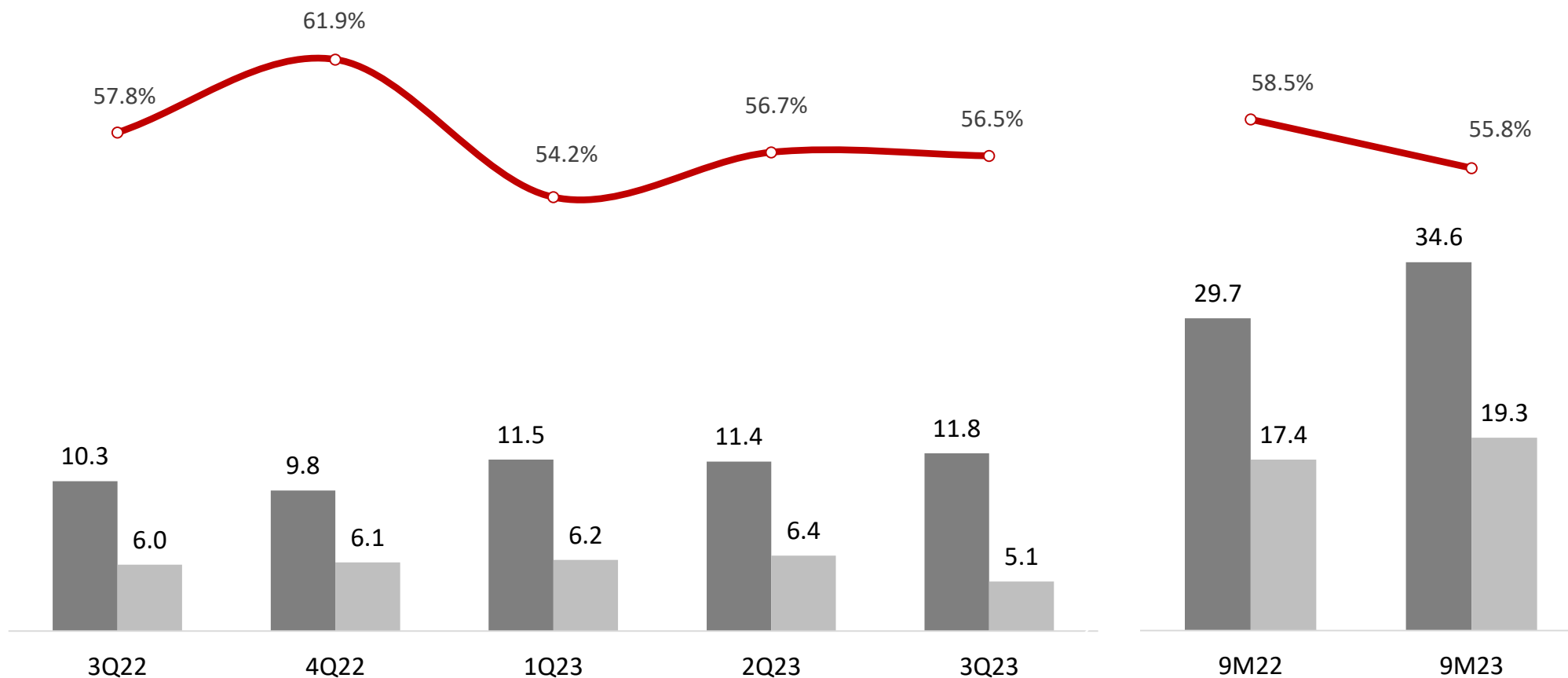
# 營業費用率

NT\$bn

■ 營業收入

■ 營業費用

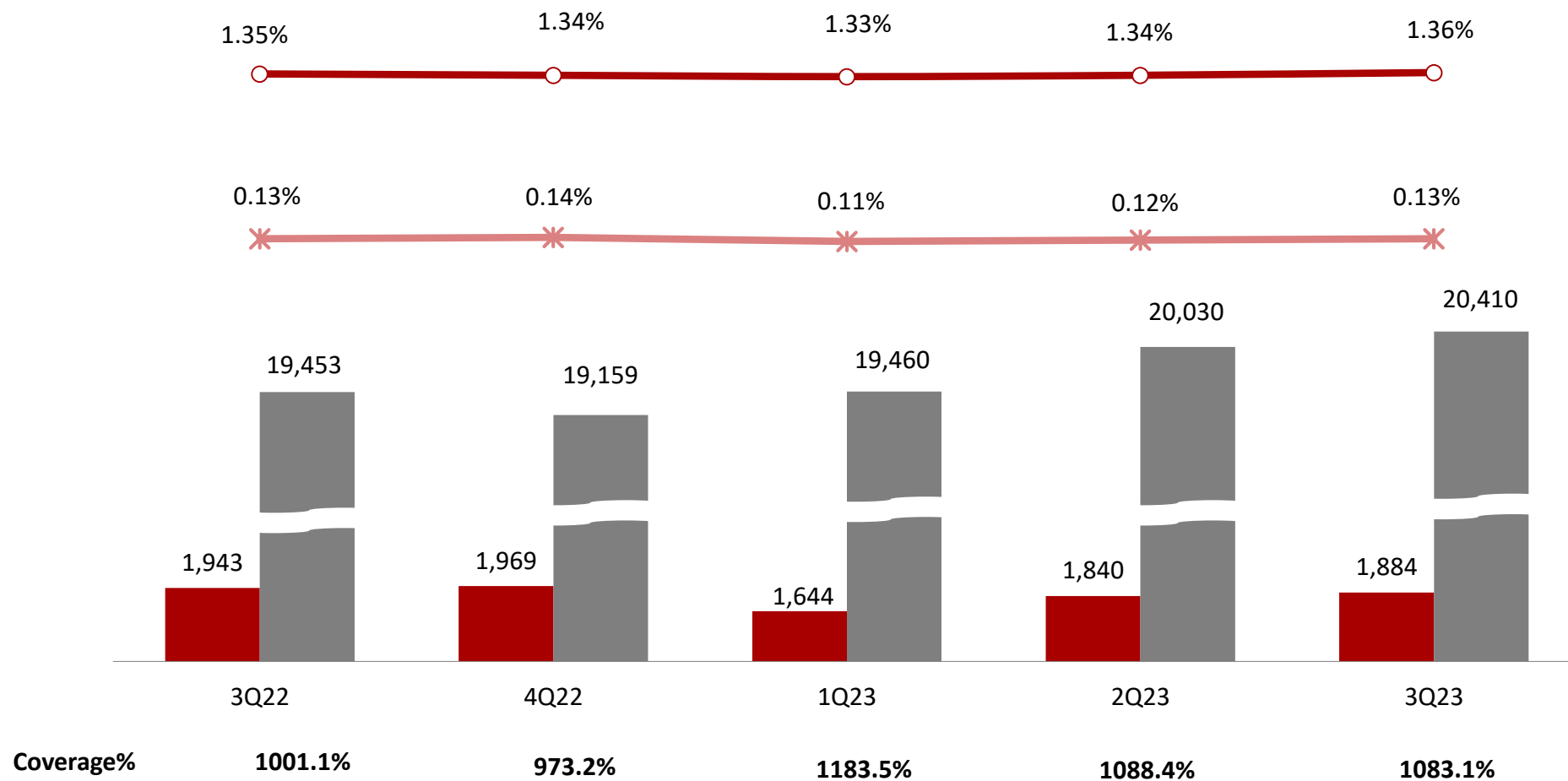
● 營業費用率



Note: Analysis is based on adjusted numbers excluding one-time items.

# 逾放比及覆蓋率

■ 逾放金額 (NT\$mn) 
 ■ 備抵呆帳 (NT\$mn) 
 ○ 備抵呆帳/放款比例 (%) 
 ✱ 逾放比 (%)



Note: NPL%, coverage%, NPL amount, and reserve amount exclude A/R.

# Agenda

---

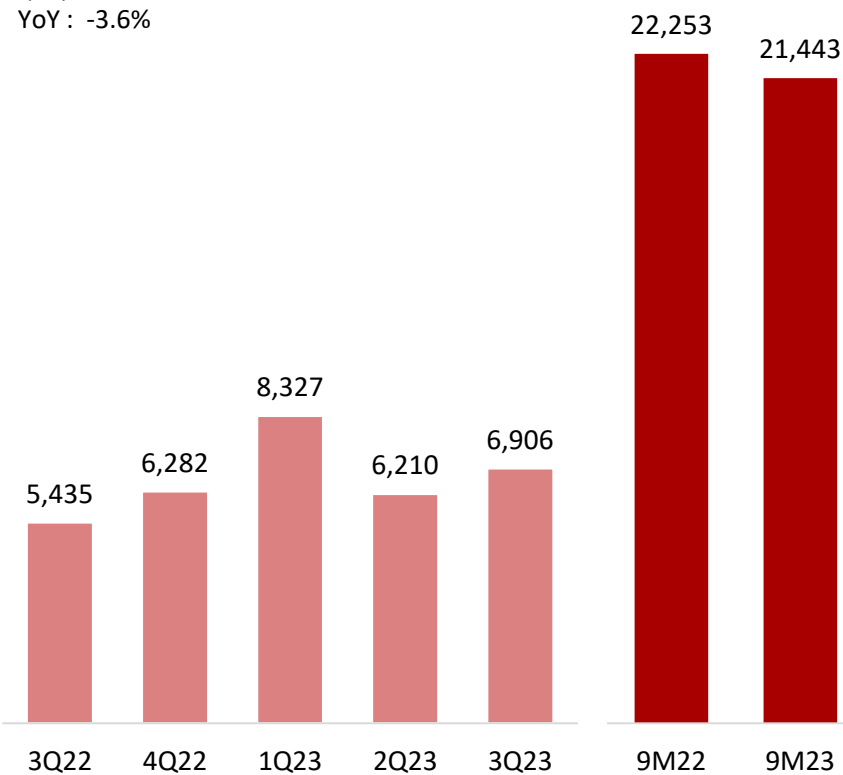
- 2023年第三季金控財務數字
- 2023年第三季銀行獲利動能
- 2023年第三季人壽營運概況

# 總保費收入及初年度保費收入

## 總保費收入

NT\$mn

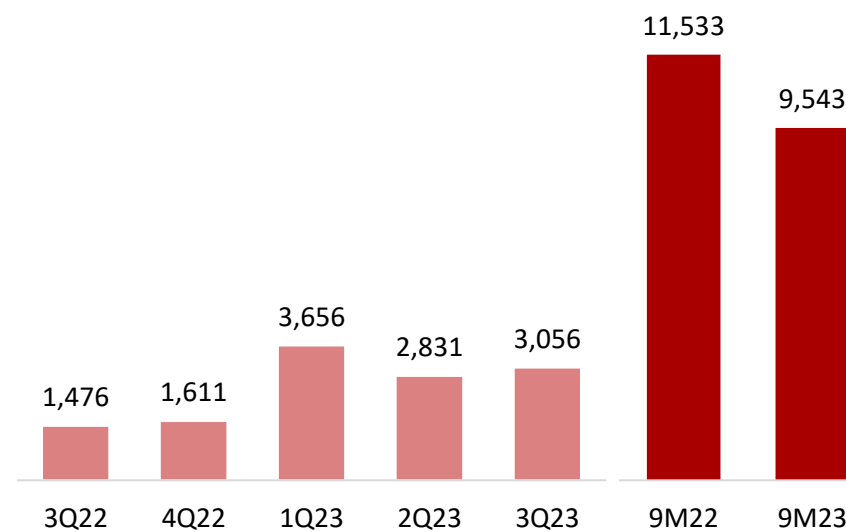
QoQ: +11.2%  
YoY: -3.6%



## 初年度保費收入

NT\$mn

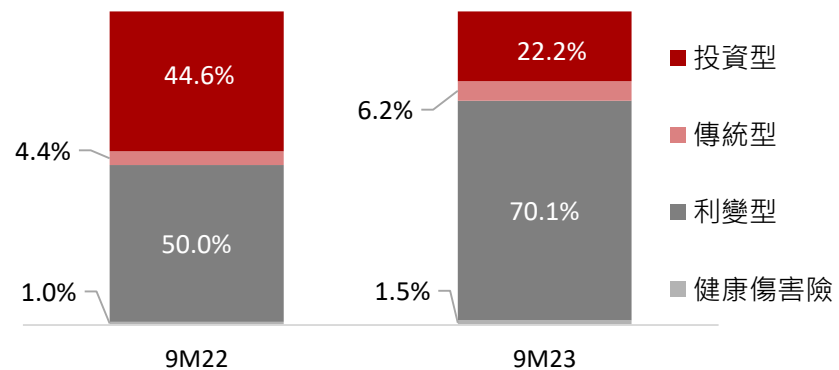
QoQ: +8%  
YoY: -17.3%



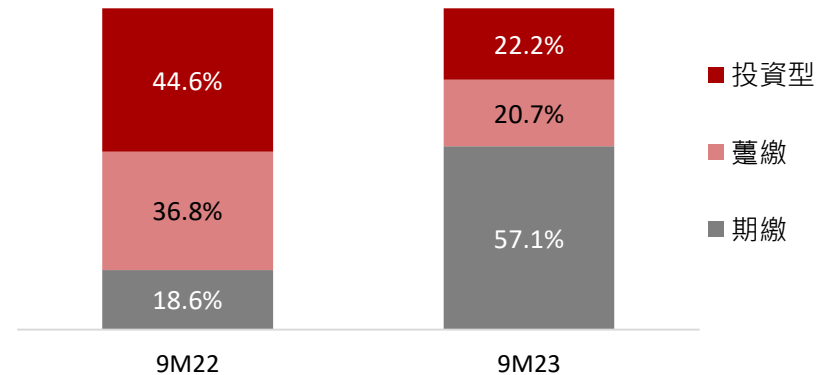
Note: YoY: 9M23 vs. 9M22

# 初年度保費收入

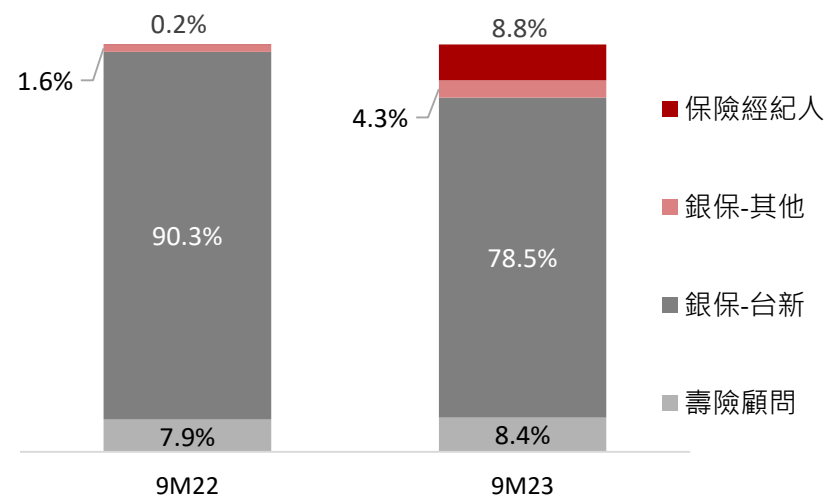
## 初年度保費收入 – 產品別



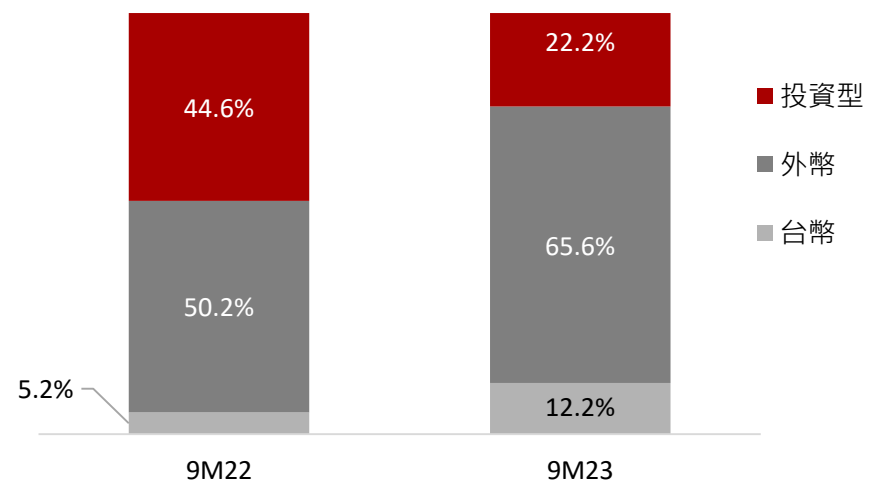
## 初年度保費收入 – 繳別



## 初年度保費收入 – 通路別



## 初年度保費收入 – 幣別組合

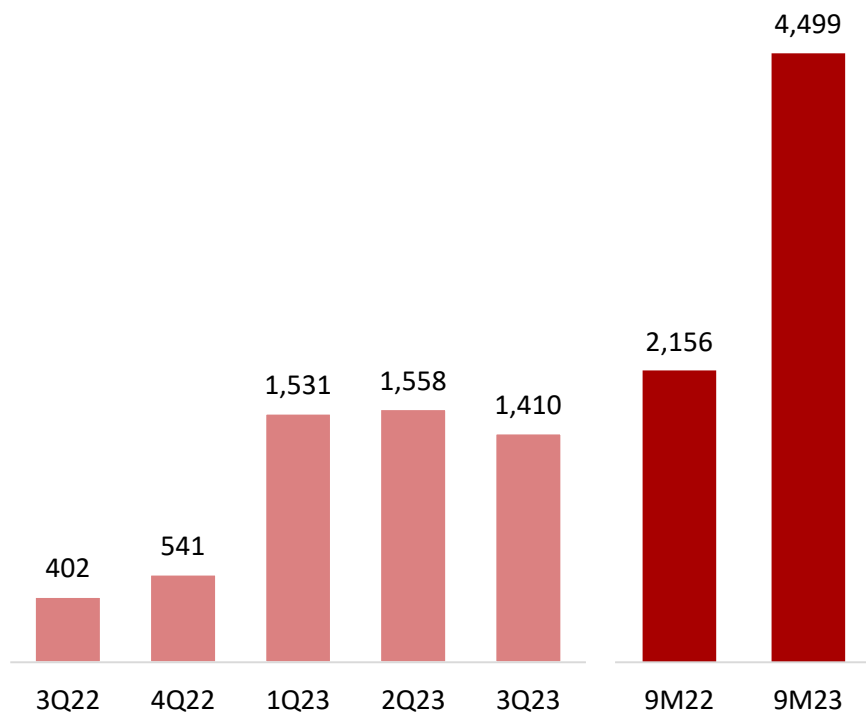


# 初年度等價保費收入

## 初年度等價保費收入

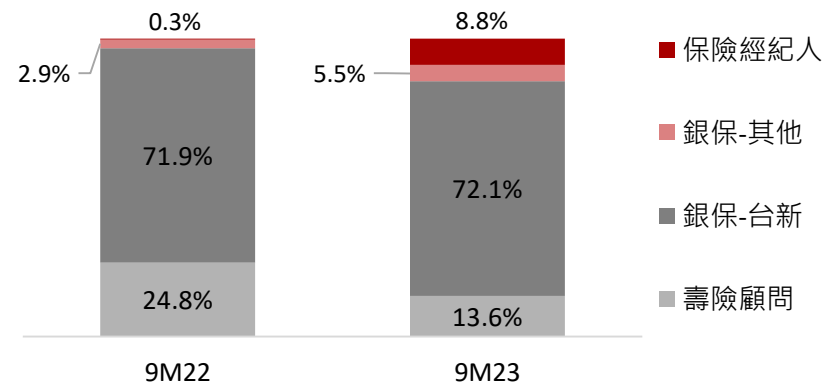
NT\$mn

QoQ: -9.5%  
YoY: +108.7%

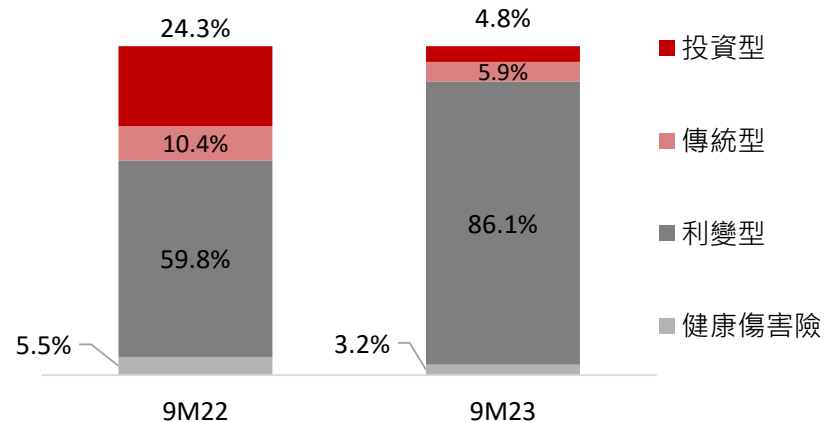


Note: YoY: 3Q22 vs. 3Q23

## 初年度等價保費收入 – 通路別

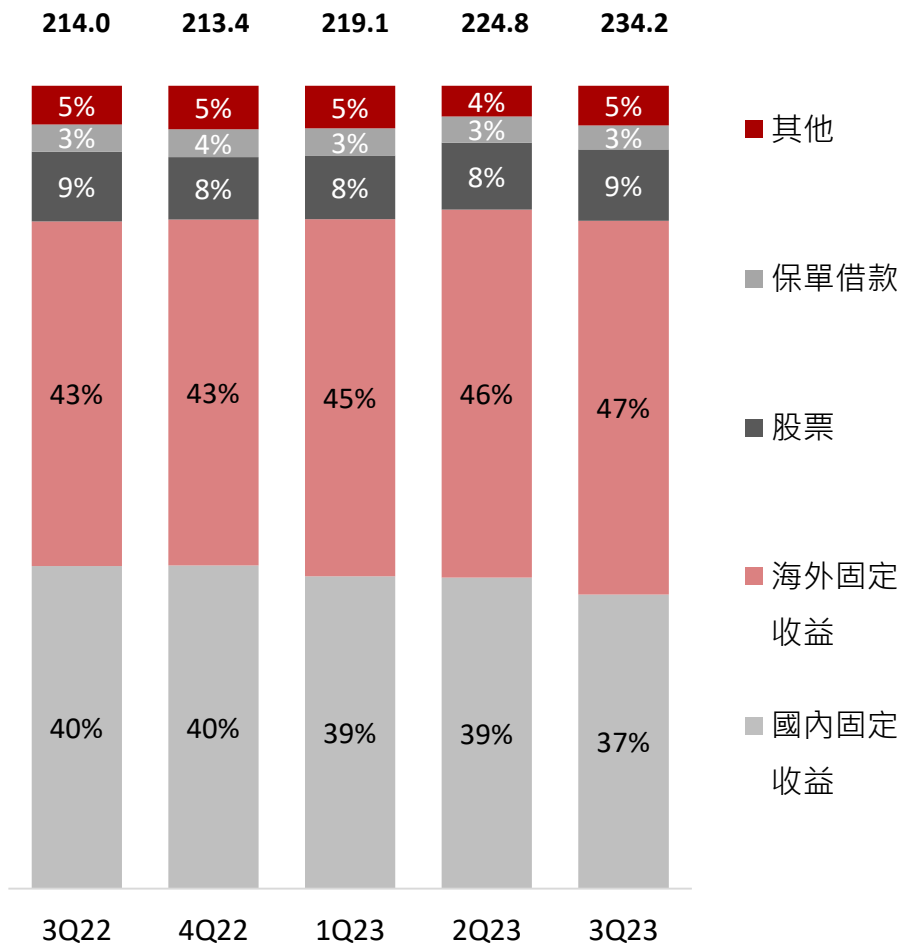


## 初年度等價保費收入 – 產品別

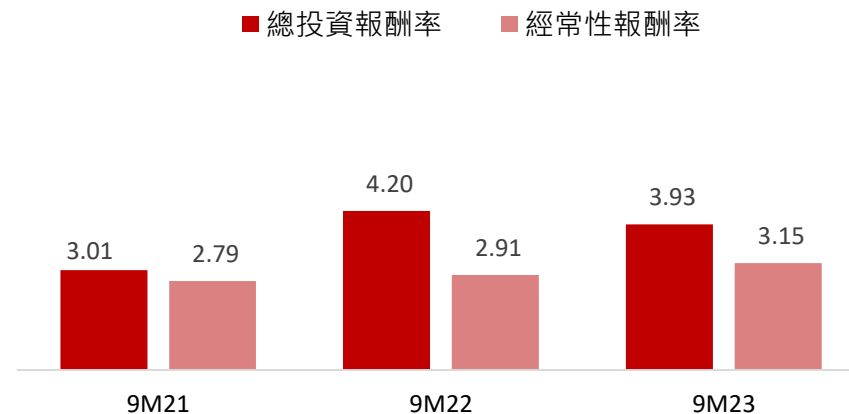


# 人壽投資組合

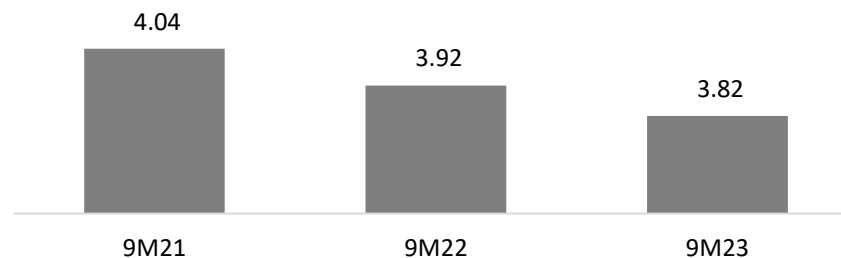
投資組合(NT\$bn)



總投資報酬率及經常性報酬率 (%)



負債成本 (%)



---

# 附錄

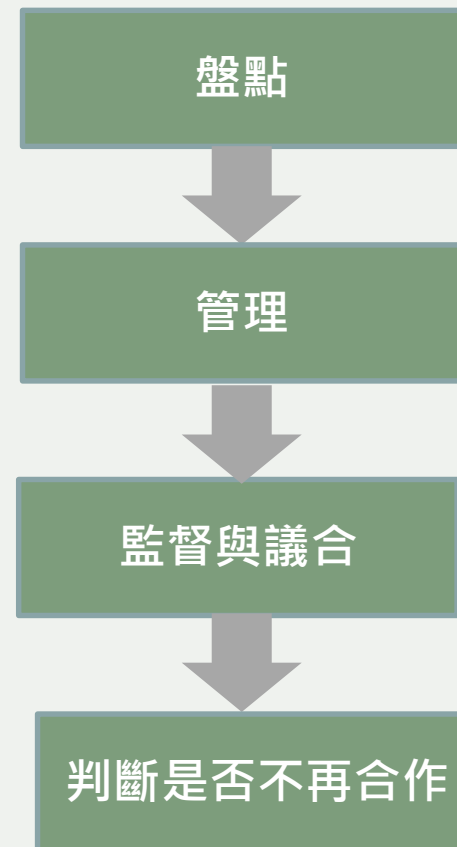
# 台新金控氣候行動歷程



# 脫碳時程表

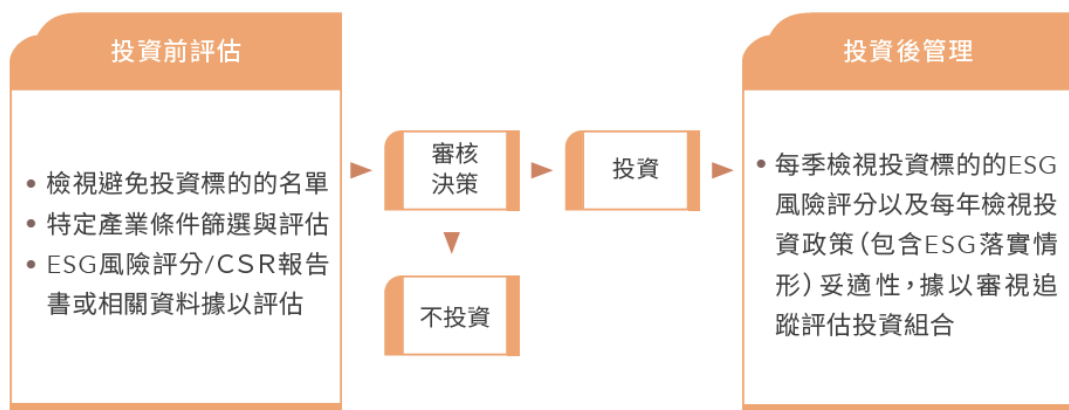


台新針對既有客戶也擬定**脫碳機制**，在脫碳及全面汰除的過程中，可以就管理、監督、議合及承作門檻，有完整及漸進式的計畫，並協助其逐步脫碳轉型。

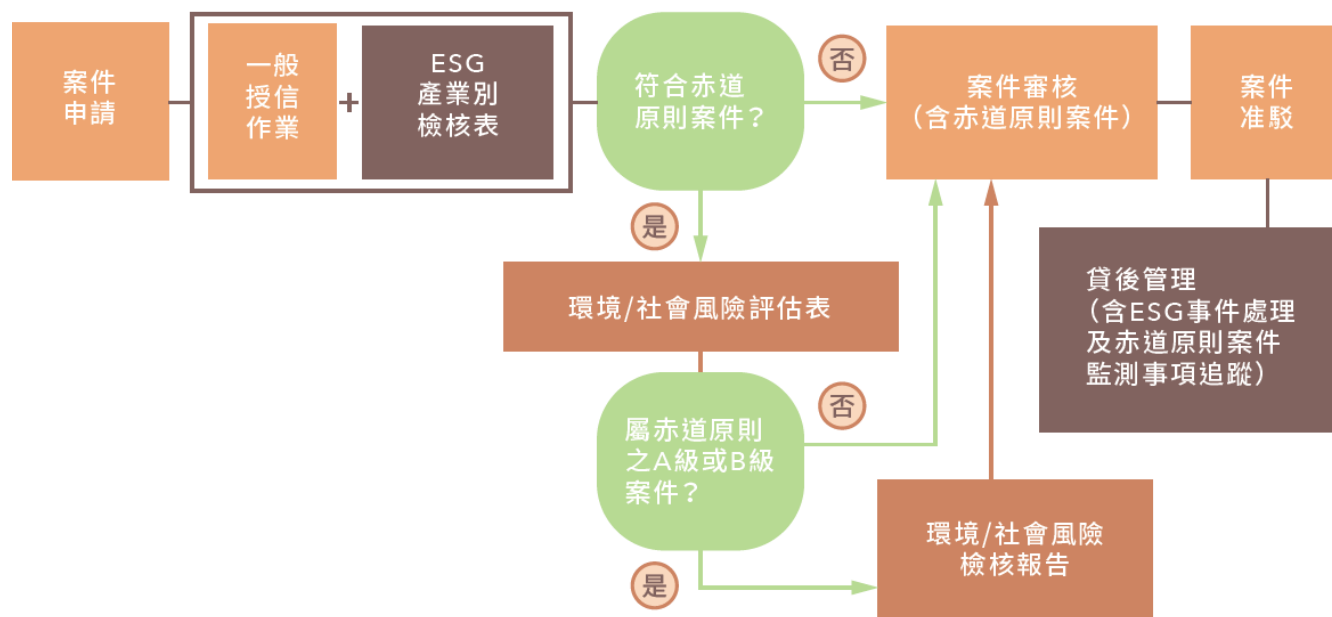


# ESG議題納入投融資評估流程

## 投資評估流程



## 法人金融融資評估流程



# 台新環境管理進程



2022年

✓ 全金控  
(含各子公司)

2025年

✓ 擴大至金控孫公司



✓ 全金控  
(含各子公司)

✓ 全金控  
(含各子公司)



✓ 台新金控  
✓ 台新銀行

✓ 擴大至全金控  
(含各子公司)

# 積極響應國際永續倡議與評比

Member of  
**Dow Jones  
Sustainability Indices**  
Powered by the S&P Global CSA

連續**5**年蟬聯  
美國道瓊永續指數( DJSI )  
「世界指數」與「新興市場指數」雙榜

**TCFD** | TASK FORCE ON CLIMATE-RELATED  
FINANCIAL DISCLOSURES

2019 簽署成爲TCFD支持機構



2019 簽署赤道原則

**MSCI**  
ESG RATINGS **AA**  
CCC B BB BBB A AA AAA

連續**3**年榮獲  
MSCI ESG 評比「**金融業AA領先等級**」



2022 CDP氣候變遷評等「**領導等級A-**」



2022 通過SBT科學基礎減量目標審核



連續**3**年榮獲  
ESG專業評等機構Vigeo Eiris評選  
爲「新興市場表現最佳之前100家公司」



2021 台灣「淨零排放協會」創始會員，  
參與「淨零行動聯盟」

# Balance Sheet of Taishin Holding and its subsidiaries as of September 30, 2023

NT\$mn	Taishin Bank (Consolidated)	Taishin Securities (Consolidated)	Taishin Life	Others Subsidiaries	Holding & Other Adjustments	Taishin Holding (Consolidated)
<b>Assets</b>						
Cash & due from banks	133,044	1,591	3,037	821	(4,058)	134,435
Securities, net	814,799	25,606	217,622	6,068	27,764	1,091,859
Loans, net	1,478,986	0	7,450	0	0	1,486,436
A/R, net	135,618	22,408	2,991	11,434	(297)	172,154
Long-term investment, net	77	0	420	142	(142)	497
Land, premises and equipments, net	21,226	874	1,976	210	1,375	25,661
Others	30,373	4,701	37,416	2,650	2,718	77,858
<b>Total Assets</b>	<b>2,614,123</b>	<b>55,180</b>	<b>270,912</b>	<b>21,325</b>	<b>27,360</b>	<b>2,988,900</b>
<b>Liabilities</b>						
Deposits	2,083,743	0	0	0	(30,876)	2,052,867
Other Liabilities	350,013	44,867	253,242	10,657	67,616	726,395
<b>Total Liabilities</b>	<b>2,433,756</b>	<b>44,867</b>	<b>253,242</b>	<b>10,657</b>	<b>36,740</b>	<b>2,779,262</b>
<b>Minority interests</b>	<b>138</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>(112)</b>	<b>28</b>
<b>Total Stockholders' equity (incl. non-controlling)</b>	<b>180,367</b>	<b>10,313</b>	<b>17,670</b>	<b>10,668</b>	<b>(9,380)</b>	<b>209,638</b>
<b>Total liabilities and stockholders' equity</b>	<b>2,614,123</b>	<b>55,180</b>	<b>270,912</b>	<b>21,325</b>	<b>27,360</b>	<b>2,988,900</b>

# P&L of Taishin Holding and its subsidiaries for the period ended September 30, 2023

NT\$m	Taishin Bank (Consolidated)	Taishin Securities (Consolidated)	Taishin Life	Others Subsidiaries	Holding & Other Adjustments	Taishin Holding (Consolidated)
<b>Operating income</b>						
Net interest income	18,839	130	4,174	743	(1,234)	22,652
Net fee income	9,062	1,716	(2,836)	524	(176)	8,290
Insurance business income, net of reserves, claims, payments, etc <sup>1</sup>	0	0	(880)	0	701	(179)
Long-term investment income	7	0	(4)	6	(5)	4
Net trading income(loss) & Derivatives & FX <sup>2</sup>	6,634	1,481	4,203	(1,707)	367	10,978
Others income(loss)	61	(41)	(1,861)	383	(142)	(1,600)
<b>Total operating income</b>	<b>34,603</b>	<b>3,286</b>	<b>2,796</b>	<b>(51)</b>	<b>(489)</b>	<b>40,145</b>
<b>Operating expenses</b>	<b>(19,315)</b>	<b>(2,064)</b>	<b>(1,692)</b>	<b>(1,040)</b>	<b>(112)</b>	<b>(24,223)</b>
<b>Credit loss provisions, net</b>	<b>(690)</b>	<b>(1)</b>	<b>0</b>	<b>(376)</b>	<b>0</b>	<b>(1,067)</b>
<b>Income before income tax</b>	<b>14,598</b>	<b>1,221</b>	<b>1,104</b>	<b>(1,467)</b>	<b>(601)</b>	<b>14,855</b>
<b>Net income</b>	<b>12,103</b>	<b>1,111</b>	<b>1,093</b>	<b>(1,499)</b>	<b>(704)</b>	<b>12,104</b>

1. Includes premium income, insurance claims and payment, insurance reserve, reinsurance expenses, underwriting expenses, and other expenses.

2. Includes Taishin Life's foreign exchange reserve.

# Taishin FHC – Financial Summary (Consolidated)

NT\$mn, except for percentages

Income Statement Data	Full-Year Comparison			YTD Comparison			Quarterly Comparison		
	2021	2022	change	9M22	9M23 <sup>4</sup>	change	2Q23	3Q23 <sup>4</sup>	change
Interest income	32,637	46,392	42.1%	31,343	54,484	73.8%	18,442	19,319	4.8%
Interest expense	(8,277)	(17,169)	107.4%	(9,944)	(31,832)	220.1%	(10,895)	(11,547)	6.0%
Net interest income	24,360	29,223	20.0%	21,399	22,652	5.9%	7,547	7,772	3.0%
Net fee income	15,434	12,390	-19.7%	9,726	8,290	-14.8%	2,612	3,164	21.1%
Insurance business income, net of reserves, claims, payments, etc	(752)	(1,660)	120.7%	(856)	(179)	-79.1%	(140)	(259)	85.0%
Other income <sup>1</sup>	12,960	8,441	-34.9%	3,739	9,382	150.9%	3,340	2,162	-35.3%
Total revenue	52,002	48,394	-6.9%	34,008	40,145	18.0%	13,359	12,839	-3.9%
Operating expense	(28,300)	(29,200)	3.2%	(21,716)	(24,223)	11.5%	(8,082)	(8,392)	3.8%
Provisions, net	(546)	(1,545)	183.0%	(1,360)	(1,067)	-21.5%	(568)	(255)	-55.1%
Income before income Tax	23,156	17,649	-23.8%	10,932	14,855	35.9%	4,709	4,192	-11.0%
Tax expense	(2,857)	(2,793)	-2.2%	(2,669)	(2,751)	3.1%	(888)	(973)	9.6%
Net Income	20,299	14,856	-26.8%	8,263	12,104	46.5%	3,821	3,219	-15.8%
Net Income to parent company	20,312	14,864	-26.8%	8,272	12,102	46.3%	3,819	3,219	-15.7%
Net Income to non-controlling interests	(13)	(8)	-38.5%	(9)	2	122.2%	2	0	-100.0%
EPS(NT\$) <sup>2</sup>	1.49	1.04	-29.6%	0.55	0.85	54.1%	0.27	0.22	-15.0%
<b>Balance Sheet Data</b>									
Total assets	2,512,560	2,764,805	10.0%	2,745,394	2,988,900	8.9%	2,972,740	2,988,900	0.5%
Shareholders' equity(incl. non-controlling)	198,101	202,894	2.4%	193,555	209,638	8.3%	208,656	209,638	0.5%
Shareholders' equity-common Stock	156,310	155,727	-0.4%	146,881	162,854	10.9%	162,365	162,854	0.3%
<b>Summary Ratios</b>									
Equity/Assets	7.88%	7.34%		7.05%	7.01%		7.02%	7.01%	
Return on average assets	0.86%	0.56%							
Return on average equity <sup>3</sup>	12.34%	8.34%							

Note

1. Includes Taishin Life's foreign exchange reserve.

2. EPS has been retroactively adjusted with 4.20% of stock dividend in August 2023.

3. Common shares only.

4. Preliminary Figures.

# Taishin Bank – Financial Summary

NT\$mn, except for percentages

Income Statement Data	Full-Year Comparison			YTD Comparison			Quarterly Comparison		
	2021	2022	Change	9M22	9M23	Change	2Q23	3Q23 <sup>6</sup>	Change
Interest income	29,096	40,848	40.4%	27,287	49,696	82.1%	16,847	17,646	4.7%
Interest expense	(7,199)	(15,895)	120.8%	(8,992)	(30,857)	243.2%	(10,577)	(11,216)	6.0%
Net interest income	21,897	24,953	14.0%	18,295	18,839	3.0%	6,270	6,430	2.6%
Net fee income	12,490	10,944	-12.4%	8,627	9,063	5.1%	2,884	3,243	12.4%
Other income <sup>1</sup>	4,523	3,656	-19.2%	2,786	6,703	140.6%	2,196	2,117	-3.5%
Total revenue	38,910	39,553	1.7%	29,708	34,605	16.5%	11,350	11,790	3.9%
Operating expense <sup>1</sup>	(23,150)	(23,468)	1.4%	(17,377)	(19,314)	11.1%	(6,438)	(6,660)	3.4%
Net provisions	(391)	(1,299)	232.2%	(1,219)	(690)	-43.4%	(418)	(171)	-59.1%
Income before income tax	15,368	14,786	-3.8%	11,113	14,599	31.4%	4,494	4,959	10.3%
Net income	13,137	12,186	-7.2%	9,286	12,104	30.3%	3,660	4,153	13.5%
<b>Balance Sheet Data</b>									
Gross loan <sup>2</sup>	1,337,928	1,428,362	6.8%	1,444,897	1,500,051	3.8%	1,495,376	1,500,051	0.3%
Credit revolving loans	10,066	10,186	1.2%	9,940	10,231	2.9%	10,031	10,231	2.0%
NPL	1,574	1,969	25.1%	1,943	1,884	-3.0%	1,840	1,884	2.4%
Allowance for loan losses	17,384	19,159	10.2%	19,453	20,410	4.9%	20,030	20,410	1.9%
Total assets	2,157,137	2,410,621	11.8%	2,391,975	2,614,123	9.3%	2,601,057	2,614,123	0.5%
Deposits <sup>3</sup>	1,693,855	1,940,680	14.6%	1,847,810	2,083,743	12.8%	2,087,075	2,083,743	-0.2%
Shareholders' equity	166,854	167,353	0.3%	163,480	180,367	10.3%	176,934	180,367	1.9%
<b>Summary Ratios</b>									
Loan-to-Deposit Spread	1.45%	1.52%		1.52%	1.31%		1.28%	1.29%	
Net interest margin	1.14%	1.22%		1.20%	1.22%		1.20%	1.22%	
Net fee income / Total revenue	32.1%	27.7%		29.0%	26.2%		25.4%	27.5%	
Cost-to-Income ratio	59.5%	59.3%		58.5%	55.8%		56.7%	56.5%	
NPLs / Gross loans	0.12%	0.14%		0.13%	0.13%		0.12%	0.13%	
Allowance / Gross loans	1.30%	1.34%		1.35%	1.36%		1.34%	1.36%	
Allowance / NPLs	1104.2%	973.2%		1001.1%	1083.1%		1088.4%	1083.1%	
Loan-to-Deposit Ratio <sup>4</sup>	78.1%	73.3%		77.8%	71.8%		71.5%	71.8%	
Equity / Assets	7.7%	6.9%		6.8%	6.9%		6.8%	6.9%	
Return on average assets(Annualized)	0.62%	0.53%		0.54%	0.64%		0.58%	0.66%	
Return on average equity(Annualized) <sup>5</sup>	7.98%	7.29%		7.50%	9.28%		8.51%	9.55%	

Note:

- Gain on collection of nonperforming loans figures are adjusted to include provision for credit losses from 2012 for auditing bases.
- "Gross loans" excludes credit card revolving and factoring NR but includes overdue loans.
- "Deposits" excludes postal deposits and interbank deposits but includes remittance.
- Calculation of loan-to-deposit ratio is based on the regulatory definition.
- Return on equity (ROE) is calculated as income after tax (annualized) divided by average net equity for auditing bases.
- Preliminary figures.

# Taishin Bank – Deposit Mix

NT\$bn	3Q22	4Q22	1Q23	2Q23	3Q23	%	3Q23 vs. 2Q23	3Q23 vs. 3Q22
Current Deposits	1,054.0	1,066.7	1,085.3	1,120.5	1,099.2	52.6%	-1.9%	4.3%
• Checking	9.3	11.5	8.4	9.3	10.3	0.5%	10.5%	10.5%
• Demand	222.7	225.5	228.6	249.7	248.1	11.9%	-0.7%	11.4%
• Current Savings	601.3	602.5	633.7	646.4	646.8	31.0%	0.1%	7.6%
• Foreign Currency	220.6	227.2	214.7	215.1	194.0	9.3%	-9.8%	-12.1%
Time Deposits	804.1	881.3	956.4	970.7	989.6	47.4%	1.9%	23.1%
• Time	167.5	164.4	170.1	164.2	161.1	7.7%	-1.9%	-3.8%
• Time Savings	310.2	318.5	329.9	338.1	347.5	16.6%	2.8%	12.0%
• Interbank <sup>1</sup>	15.7	9.2	6.7	6.7	6.7	0.3%	0.0%	-57.3%
• Foreign Currency	310.7	389.2	449.6	461.6	474.2	22.7%	2.7%	52.7%
Total Deposits (excl. structured deposit)	1,858.1	1,948.1	2,041.6	2,091.2	2,088.8	100.0%	-0.1%	12.4%
Total Deposits (incl. structured deposit)	1,948.0	2,042.7	2,140.9	2,197.4	2,199.2		0.1%	12.9%

Note:

1. Including postal deposits
2. Outstanding balance

# Taishin Bank – Loan Mix

NT\$bn	3Q22	4Q22	1Q23	2Q23	3Q23	%	3Q23 vs. 2Q23	3Q23 vs. 3Q22
Corporate Loans	652.9	619.7	639.3	652.3	636.4	42.2%	-2.4%	-2.5%
Consumer Loans	800.5	816.9	830.1	851.7	872.1	57.8%	2.4%	8.9%
• First Mortgage	380.2	386.5	390.9	399.8	407.4	27.0%	1.9%	7.2%
• Home Equity	255.0	261.8	267.8	274.3	280.7	18.6%	2.3%	10.1%
• Unsecured Loans <sup>1</sup>	94.5	96.7	97.7	99.9	103.9	6.9%	4.1%	9.9%
- Good Bank	94.2	96.4	97.5	99.6	103.7	6.9%	4.1%	10.0%
- Bad Bank	0.3	0.3	0.3	0.2	0.2	0.0%	-8.0%	-28.9%
• Other Consumer Loans	70.7	71.9	73.7	77.8	80.1	5.3%	3.0%	13.3%
- Auto Loan	54.1	54.8	55.1	56.9	57.9	3.8%	1.8%	7.0%
- Second Mortgage	2.6	2.8	3.1	3.3	3.6	0.2%	7.0%	35.7%
- Others	14.0	14.3	15.5	17.5	18.6	1.2%	6.1%	33.2%
<b>Total Loans</b>	<b>1,453.4</b>	<b>1,436.7</b>	<b>1,469.4</b>	<b>1,503.9</b>	<b>1,508.5</b>	<b>100.0%</b>	<b>0.3%</b>	<b>3.8%</b>

Note:

1. "Unsecured loans" includes cash cards, credit card revolving & loan products, and personal lending.

# Taishin Bank – NPL Ratios by Loan Book

		Sep 22	Dec 22	Mar 23	Jun 23	Sep 23
<b>Corporate Loan <sup>1</sup></b>	NPL % <sup>2</sup>	0.15%	0.17%	0.11%	0.14%	0.15%
<b>Consumer Loan <sup>1</sup></b>	NPL % <sup>2</sup>	0.12%	0.11%	0.11%	0.11%	0.11%
<b>- First Mortgage Loan</b>	NPL %	0.06%	0.05%	0.04%	0.03%	0.03%
<b>Consumer Unsecured IDRPs</b>	Default % <sup>3</sup>	0.00%	0.00%	0.00%	0.00%	0.00%
	NPL %	9.07%	9.52%	9.23%	8.67%	8.33%

*Note*

1. NPL for corporate loan and overall consumer loan excludes AR.
2. NPL calculation is NPL / (total loan + overdue loan).
3. IDRPs monthly default rate is calculated as (current month default OS / last month pay).

# Taishin Securities – Financial Summary

NT\$mn, except for percentages

Income Statement Data	Full-Year Comparison			YTD Comparison			Quarterly Comparison		
	2021 <sup>1</sup>	2022	change	9M22	9M23	change	2Q23	3Q23	change
Net interest income	485	384	-20.9%	325	130	-60.0%	45	51	11.1%
Net fee income	2,774	2,185	-21.2%	1,681	1,716	2.1%	572	657	15.0%
Brokerage Income	2,668	1,807	-32.3%	1,384	1,597	15.4%	517	628	21.3%
Other income	1,363	300	-78.0%	319	1,439	350.6%	558	288	-48.4%
Total revenue	4,622	2,869	-37.9%	2,325	3,285	41.3%	1,175	996	-15.3%
Operating expense	2,594	2,267	-12.6%	1,766	2,064	16.9%	694	724	4.2%
Income before income Tax	2,028	602	-70.3%	559	1,221	118.4%	481	272	-43.4%
Tax expense	(243)	(81)	66.9%	(40)	(110)	-173.7%	(38)	(34)	11.8%
Net income	1,785	521	-70.8%	519	1,111	114.1%	443	238	-46.2%
EPS(NT\$)	2.54	0.75		0.75	1.60		0.64	0.34	
<b>Balance Sheet Data</b>									
Total assets	64,844	47,142	-27.3%	52,218	55,159	5.6%	52,453	55,159	5.2%
Shareholders' equity	10,266	9,474	-7.7%	9,415	10,313	9.5%	10,100	10,313	2.1%
<b>Summary Ratios</b>									
Equity/Assets	15.83%	20.10%		18.03%	18.70%		19.25%	18.70%	
Return on average assets	3.00%	0.93%		1.18%	2.90%		3.56%	1.86%	
Return on average equity	18.43%	5.28%		7.03%	14.97%		18.10%	9.64%	

Note:

1. Financial figures in 2021 have been retroactively adjusted to account for the division of Taishin Stock Transfer Agency into Taishin Securities from Taishin International Bank in Nov. 2021.

# Taishin Life – Financial Summary

P&L	Full-Year Comparison			YTD Comparison			Quarterly Comparison		
	2021	2022	change	9M22	9M23	change	2Q23	3Q23	change
NT\$m, except for percentages									
Retained earned premium	20,809	22,161	6.5%	16,318	18,572	13.8%	5,686	5,815	2.3%
Retained claims and policyholders' benefits	(4,980)	(5,774)	15.9%	(3,790)	(5,678)	49.8%	(1,689)	(2,417)	43.1%
Change in liabilities reserves	(17,988)	(18,947)	5.3%	(14,061)	(13,735)	-2.3%	(4,359)	(3,876)	-11.1%
Commission expense	(1,194)	(2,017)	69.0%	(1,569)	(3,414)	117.6%	(1,144)	(1,096)	-4.2%
Total investment	5,989	7,149	19.4%	6,114	6,445	5.4%	2,097	2,807	33.8%
Others	631	870	38.2%	729	594	-18.6%	195	261	32.4%
Operating expense	(1,879)	(2,025)	7.8%	(1,536)	(1,680)	9.4%	(561)	(595)	6.0%
Income before income tax	1,388	1,417	2.1%	2,205	1,104	-49.9%	225	899	298.2%
Net income	900	1,396	55.0%	1,628	1,093	-32.8%	253	820	222.8%

## Balance Sheet

NT\$m, except for percentages	Full-Year Comparison			YTD Comparison			Quarterly Comparison		
	2021	2022	change	9M22	9M23	change	2Q23	3Q23	change
General account	189,041	216,182	14.4%	214,388	238,556	11.3%	230,808	238,556	3.4%
Separated account	26,533	28,336	6.8%	27,687	32,356	16.9%	31,865	32,356	1.5%
Total assets	215,574	244,518	13.4%	242,075	270,912	11.9%	262,673	270,912	3.1%
Reserves for life insurance liabilities	174,157	199,108	14.3%	196,314	216,270	10.2%	209,971	216,270	3.0%
Other liabilities	29,200	30,770	5.4%	32,086	36,972	15.2%	35,075	36,972	5.4%
Total liabilities	203,357	229,878	13.0%	228,400	253,242	10.9%	245,046	253,242	3.3%
Total stockholders' equity	12,217	14,640	19.8%	13,675	17,670	29.2%	17,627	17,670	0.2%
Total liabilities and stockholders' equity	215,574	244,518	13.4%	242,075	270,912	11.9%	262,673	270,912	3.1%

### Note:

1. Taishin Life began operating as a wholly-owned subsidiary of TSFHC in 3Q21. Prudential Life Taiwan's pre-merger financial results for the period up until 2021/6/30 are for reference only.
2. Accumulated profits resulted in a net loss of \$67mn from Jan. 2021 to June 2021 and a net income of \$968mn from July 2021 to Dec. 2021.

# Taishin Life – Premium Performance

NT\$mn, except for percentages

Total Premium Breakdown by Products	Full-Year Comparison			YTD Comparison			Quarterly Comparison		
	2021	2022	change	9M22	9M23	change	2Q23	3Q23	change
Investment-linked	848	6,080	617.0%	5,753	2,651	-53.9%	424	1,022	141.1%
Traditional	6,836	6,753	-1.2%	4,972	4,686	-5.8%	1,378	1,514	9.8%
Interest Sensitive	9,277	11,009	18.7%	8,087	10,633	31.5%	3,282	3,133	-4.5%
Health & PA	4,615	4,693	1.7%	3,440	3,473	1.0%	1,126	1,237	9.9%
<b>Total Premium</b>	<b>21,577</b>	<b>28,535</b>	<b>32.2%</b>	<b>22,253</b>	<b>21,443</b>	<b>-3.6%</b>	<b>6,210</b>	<b>6,906</b>	<b>11.2%</b>
FYP Breakdown by Products	2021	2022	change	9M22	9M23	change	2Q23	2Q23	change
Investment-linked	56	5,314	9467.0%	5,145	2,115	-58.9%	262	798	204.1%
Traditional	338	713	111.1%	501	593	18.4%	204	196	-3.8%
Interest Sensitive	6,833	6,948	1.7%	5,769	6,689	15.9%	2,319	2,007	-13.4%
Health & PA	197	169	-14.1%	118	146	23.4%	46	56	20.5%
<b>Total First Year Premium</b>	<b>7,423</b>	<b>13,145</b>	<b>77.1%</b>	<b>11,533</b>	<b>9,543</b>	<b>-17.3%</b>	<b>2,831</b>	<b>3,056</b>	<b>8.0%</b>
FYP Breakdown by Channels	2021	2022	change	9M22	9M23	change	2Q23	2Q23	change
Life Advisor	1,295	1,182	-8.7%	915	800	-12.5%	263	278	5.6%
Bank-external	6	248	4351.0%	188	410	118.2%	209	107	-48.9%
Bank-Taishin	6,123	11,591	89.3%	10,410	7,491	-28.0%	2,085	2,299	10.3%
Broker	0	125	NA	21	842	3907.6%	275	373	35.8%
<b>Total First Year Premium</b>	<b>7,423</b>	<b>13,145</b>	<b>77.1%</b>	<b>11,533</b>	<b>9,543</b>	<b>-17.3%</b>	<b>2,831</b>	<b>3,056</b>	<b>8.0%</b>
<b>First Year Premium Equivalent (FYPE)</b>	<b>1,867</b>	<b>2,697</b>	<b>44.4%</b>	<b>2,156</b>	<b>4,499</b>	<b>108.7%</b>	<b>1,558</b>	<b>1,410</b>	<b>-9.5%</b>

Note:

1. Taishin Life began operating as a wholly-owned subsidiary of TSFHC in 3Q21. Prudential Life Taiwan's pre-merger financial results for the period up until 2021/6/30 are for reference only.