

台新金控
Taishin Holdings

## Investor Presentation

May 16， 2023

## 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

1Q23 FHC Performance

1Q23 Bank Earnings

1Q23 Non-bank Subsidiaries

- In 1Q23 TFHC delivered a net income after tax of NT\$5.1bn (vs. NT\$2.1bn in 1Q22; YoY $+136.2 \%$ ). If excluding MTM adjustment of contingent consideration on the POT acquisition in 1Q22, YoY growth is reduced to $68.1 \%$
- Book value NT\$13.63/share, EPS NT\$0.38, ROE 11.48\%
- Capital strength is sufficient, with FHC CAR at $133.3 \%$, Bank BIS at $14.8 \%$, Securities CAR at $300 \%$, and Life RBC at $311 \%$
- NII NT\$6.1bn (+7.6\% YoY), NIM 1.21\% in 1Q23, with loan growth $+4.0 \%$ YoY
- Net fee income declined $15 \%$ YoY, mainly due to decreased wealth management fees, which were affected by market volatility
- Operating expenses NT\$6.2bn (+9.9\% YoY)
- NPL ratio at $0.11 \%$, and coverage at $1183.5 \%$


## Taishin Securities

- Net income after tax was NT\$0.4bn in 1Q23 (vs. NT\$0.2bn in 1Q22; YoY+104.9\%), with growth driven by recovery of trading income
- In 1Q23, newly opened brokerage accounts rose by $44 \%$ YoY, and market ranking improved from 6th in 1Q22 to 4th in 1Q23.

Taishin Life

- In 1Q23 Taishin Life delivered a net income after tax of NT\$20mn, which greatly improved upon the previous quarter's net loss
- With a focus on regular-paid protection insurance products, 1Q23's FYP growth was moderate at NT\$3.7bn
- Cost of liability decreased to $3.88 \%$ (vs. $3.98 \%$ in 1Q22)


## Agenda

－1Q23 FHC Financial Performance
－1Q23 Bank Earning Drivers
－1Q23 Life Overview

## Financial Holding Company：Earnings Results

Earnings per Share ${ }^{1}$（NT\＄）


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## FHC＇s Net Income By Entities



[^0]
## Key Capital Ratios



## FHC＇s Aggregate Profit



1Q23 vs．1Q22


Note：
1．NII would decrease by NT\＄178mn QoQ and increase by NT\＄1，211mn YoY if swap income from funding activities is reclassified from investment income to NII．
2．Net fee income would increase by NT $\$ 634 m n$ QoQ and decrease by NT\＄430mn YoY if income from selling treasury structured products is reclassified from investment income to NFI．
3．＂Holdings＂mainly comes from fair value amortization stemming from consolidating Taishin Life operations．
4．Adjusted one－time items：$\$ 870 \mathrm{mn}$ of MTM adjustment of contingent consideration of POT acquisition in 1Q22．
5．YoY：1Q23 vs． 1 Q22．

## FHC Revenue Mix (excl. life insurance)

## FHC Revenue Mix

1Q23 Total Revenue: NT\$13.6bn, YoY+20.7\%


Note:
1.YoY: 1Q23 vs. 1Q22.



Note:

1. NII YoY +19.8\% if reclassifying swap income from funding activities from investment income to NII.
2. Net fee income YoY-10.3\% if reclassifying income from selling treasury structured products from investment income to NFI.
3. Trading, Derivatives \& FX YoY +191.0\% after adjusting swap income and income from selling treasury structured products.

## FHC Net Fee Income（excl．life insurance）



Note：
1．Net fee income YoY－10．3\％if reclassifying income from selling treasury structured products from investment income to NFI．
2．Wealth management net fee income would $+47.4 \%$ QoQ and $-13.0 \%$ YoY if reclassifying income from selling treasury structured products from investment income to NFI．
3．YoY：1Q23 vs． 1 Q22．

## Agenda

－1Q23 FHC Financial Performance
1Q23 Bank Earnings Drivers
1Q23 Life Overview

## Stable Loan Growth



Note：
1．Home Equity loan is in first－lien position on the property．
2．＂Others＂includes auto loans，second mortgage，retail SME，and other consumer products．
3．YoY ：1Q23 vs． 1 Q22．

## Loan Mix



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

## Credit Composition \＆Unsecured Lending



## Deposit Mix



## Loan－to－Deposit Ratio（\％）${ }^{1}$



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

## NIM and Spread




## Note：

1．NIM of 4Q22 and 1Q23 would be $1.35 \%$ and $1.32 \%$ ，respectively，if reclassifying swap income and principal of funding activities．
2．NIM \＆Spread figures are quarterly average．

## Wealth Management Fee Income


＊Note：If including income from selling treasury structured products，1Q23＇s net fee income and percentage from Securities \＆ Structured Products would be NT\＄458mn and $22 \%$ ，respectively，and wealth management net fee income would be


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## Credit Card Business



## Active Cards

thousands



## Gross Fee Income

NT\$mn


## Cost Income Ratio

NT\＄bn $\quad$ Revenue $\quad$ Operating Expense


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

## NPL and Coverage



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

## Agenda

－1Q23 FHC Financial Performance
－1Q23 Bank Drivers
－1Q23 Life Overview

## Total Premium and First Year Premium



NT\$mn
QoQ: +32.5\%
YoY: -16.4\%


Note:

1. YoY: $1 Q 22$ vs. $1 Q 23$

## FYP Breakdown



## First Year Premium Equivalent (FYPE)



## Investment Portfolio



## APPENDIX

## Balance Sheet of Taishin Holding and its subsidiaries as of March 31， 2023

| NT\＄mn | Taishin Bank （Consolidated） | Taishin Securities （Consolidated） | Taishin Life | Others <br> Subsidiaries | Holding \＆ Other Adjustments | Taishin Holding <br> （Consolidated） |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Cash \＆due from banks | 153，781 | 2，405 | 2，886 | 1，729 | $(4,585)$ | 156，216 |
| Securities，net | 767，240 | 27，484 | 202，828 | 8，678 | 36，672 | 1，042，902 |
| Loans，net | 1，440，761 | 0 | 7，400 | 0 | 0 | 1，448，161 |
| $A / R$ ，net | 116，698 | 17，641 | 2，639 | 11，787 | （339） | 148，426 |
| Long－term investment，net | 78 | 0 | 263 | 146 | （146） | 341 |
| Land，premises and equipments，net | 21，507 | 826 | 1，962 | 223 | 1，375 | 25，893 |
| Others | 25，213 | 3，885 | 35，287 | 2，769 | 3，326 | 70，480 |
| Total Assets | 2，525，278 | 52，241 | 253，265 | 25，332 | 36，303 | 2，892，419 |
| Liabilities |  |  |  |  |  |  |
| Deposits | 2，037，038 | 0 | 0 | 0 | $(26,500)$ | 2，010，538 |
| Other Liabilities | 315，687 | 42，292 | 236，922 | 11，773 | 64，314 | 670，988 |
| Total Liabilities | 2，352，725 | 42，292 | 236，922 | 11，773 | 37，814 | 2，681，526 |
| Miniority interests | 142 | 0 | 0 | （1） | （115） | 26 |
| Total Stockholders＇equity（incl．non－controlling） | 172，553 | 9，949 | 16，343 | 13，559 | $(1,511)$ | 210，893 |
| Total liabilities and stockholders＇equity | 2，525，278 | 52，241 | 253，265 | 25，332 | 36，303 | 2，892，419 |

## P\＆L of Taishin Holding and its subsidiaries for the period ended March 31， 2023

| NT\＄mn | Taishin Bank （Consolidated） | Taishin <br> Securities （Consolidated） | Taishin Life | Others Subsidiaries | Holding \＆Other Adjustments | Taishin Holding （Consolidated） |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income |  |  |  |  |  |  |
| Net interest income | 6，139 | 34 | 1，326 | 252 | （418） | 7，333 |
| Net fee income | 2，936 | 487 | $(1,020)$ | 163 | （52） | 2，514 |
| Insurance business income，net of reserves， claims，payments，etc ${ }^{1}$ | 0 | 0 | （15） | 0 | 235 | 220 |
| Long－term investment income | 0 | 0 | 0 | 2 | （2） | 0 |
| Net trading income（loss）\＆Derivatives \＆FX | 2，309 | 589 | 1，813 | 658 | （12） | 5，357 |
| Others income（loss）${ }^{2}$ | 88 | 3 | $(1,597)$ | 85 | （47） | $(1,468)$ |
| Total operating income | 11，472 | 1，113 | 507 | 1，160 | （296） | 13，956 |
| Operating expenses | $(6,224)$ | （646） | （528） | （338） | （22） | $(7,758)$ |
| Credit loss provisions，net | （101） | 0 | 0 | （143） | 0 | （244） |
| Income before income tax | 5，147 | 467 | （21） | 679 | （318） | 5，954 |
| Net income | 4，291 | 430 | 20 | 676 | （353） | 5，064 |

1．Includes premium income，insurance claims and payment，insurance reserve，reinsurance expense，underwriting expense and other expense．
2．Includes Taishin Life＇s foreign exchange reserve．

## Taishin FHC－Financial Summary（consolidated）

| Income Statement Data | 2020 | 2021 | 2022 | change | 1Q22 | 1Q23 | change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 33，902 | 32，637 | 46，392 | 42．1\％ | 8，773 | 16，723 | 90．6\％ |
| Interest expense | $(12,243)$ | $(8,277)$ | $(17,169)$ | 107．4\％ | $(2,055)$ | $(9,390)$ | 356．9\％ |
| Net interest income | 21，659 | 24，360 | 29，223 | 20．0\％ | 6，718 | 7，333 | 9．2\％ |
| Net fee income | 13，995 | 15，434 | 12，390 | －19．7\％ | 3，520 | 2，514 | －28．6\％ |
| Insurance business income，net of reserves， claims，payments，etc | 0 | （752） | $(1,660)$ | 120．7\％ | 122 | 220 | 80．3\％ |
| Other income ${ }^{1}$ | 8，491 | 12，960 | 8，441 | －34．9\％ | 191 | 3，889 | 1936．1\％ |
| Total revenue | 44，145 | 52，002 | 48，394 | －6．9\％ | 10，551 | 13，956 | 32．3\％ |
| Operating expense | $(25,853)$ | $(28,300)$ | $(29,200)$ | 3．2\％ | $(7,059)$ | $(7,758)$ | 9．9\％ |
| Provisions，net | $(1,861)$ | （546） | $(1,545)$ | 183．0\％ | （557） | （244） | －56．2\％ |
| Income before income Tax | 16，431 | 23，156 | 17，649 | －23．8\％ | 2，935 | 5，954 | 102．9\％ |
| Tax expense | $(1,942)$ | $(2,857)$ | $(2,793)$ | －2．2\％ | （794） | （890） | 12．1\％ |
| Net Income | 14，489 | 20，299 | 14，856 | －26．8\％ | 2，141 | 5，064 | 136．5\％ |
| Net Income to parent company | 14，493 | 20，312 | 14，864 | －26．8\％ | 2，144 | 5，064 | 136．2\％ |
| Net Income to non－controlling interests | （4） | （13） | （8） | －38．5\％ | （3） | 0 | 100．0\％ |
| EPS（NT\＄）${ }^{2}$ | 1.06 | 1.55 | 1.09 | －29．7\％ | 0.14 | 0.38 | 168．0\％ |
| Balance Sheet Data |  |  |  |  |  |  |  |
| Total assets | 2，196，059 | 2，512，560 | 2，764，805 | 10．0\％ | 2，634，167 | 2，892，419 | 9．8\％ |
| Shareholders＇equity（incl．non－controlling） | 186，109 | 198，101 | 202，894 | 2．4\％ | 200，717 | 210，893 | 5．1\％ |
| Shareholders＇equity－common Stock | 144，305 | 156，310 | 155，727 | －0．4\％ | 158，495 | 163，245 | 3．0\％ |
| Summary Ratios |  |  |  |  |  |  |  |
| Equity／Assets | 8．47\％ | 7．88\％ | 7．34\％ |  | 7．62\％ | 7．29\％ |  |
| Return on average assets | 0．69\％ | 0．86\％ | 0．56\％ |  |  |  |  |
| Return on average equity ${ }^{3}$ | 9．05\％ | 12．34\％ | 8．34\％ |  |  |  |  |

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## Taishin Bank－Financial Summary

| NT\＄mn，except for percentages | Full－Year Comparison |  |  |  | Quarterly Comparison |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement Data | 2020 | 2021 | 2022 | Change | 1Q22 | $1 \mathrm{Q} 23{ }^{6}$ | Change |
| Interest income | 32，084 | 29，096 | 40，848 | 40．4\％ | 7，476 | 15，203 | 103．4\％ |
| Interest expense | $(11,195)$ | $(7,199)$ | $(15,895)$ | 120．8\％ | $(1,769)$ | $(9,064)$ | 412．4\％ |
| Net interest income | 20，889 | 21，897 | 24，953 | 14．0\％ | 5，707 | 6，139 | 7．6\％ |
| Net fee income | 12，093 | 12，490 | 10，944 | －12．4\％ | 3，453 | 2，936 | －15．0\％ |
| Other income ${ }^{1}$ | 5，385 | 4，523 | 3，656 | －19．2\％ | 802 | 2，397 | 198．9\％ |
| Total revenue | 38，367 | 38，910 | 39，553 | 1．7\％ | 9，962 | 11，472 | 15．2\％ |
| Operating expense ${ }^{1}$ | $(22,546)$ | $(23,150)$ | $(23,468)$ | 1．4\％ | $(5,664)$ | $(6,225)$ | 9．9\％ |
| Net provisions | $(1,706)$ | （391） | $(1,299)$ | 232．2\％ | （518） | （101） | －80．5\％ |
| Income before income tax | 14，115 | 15，368 | 14，786 | －3．8\％ | 3，780 | 5，146 | 36．1\％ |
| Net income | 12，190 | 13，137 | 12，186 | －7．2\％ | 3，216 | 4，291 | 33．4\％ |
| Balance Shęet Data |  |  |  |  |  |  |  |
| Gross loan | 1，260，733 | 1，337，928 | 1，428，362 | 6．8\％ | 1，404，825 | 1，460，850 | 4．0\％ |
| Credit revolving loans | 10，453 | 10，066 | 10，186 | 1．2\％ | 9，756 | 9，731 | －0．3\％ |
| NPL | 1，920 | 1，574 | 1，969 | 25．1\％ | 1，842 | 1，644 | －10．7\％ |
| Allowance for loan losses | 16，425 | 17，384 | 19，159 | 10．2\％ | 18，213 | 19，460 | 6．8\％ |
| Total assets | 2，085，344 | 2，157，137 | 2，410，621 | 11．8\％ | 2，269，136 | 2，525，278 | 11．3\％ |
| Deposits ${ }^{3}$ | 1，612，660 | 1，693，855 | 1，940，680 | 14．6\％ | 1，753，009 | 2，037，038 | 16．2\％ |
| Shareholders＇equity | 162，331 | 166，854 | 167，353 | 0．3\％ | 167，578 | 172，553 | 3．0\％ |
| Summary Ratios |  |  |  |  |  |  |  |
| Loan－to Deposit Spread | 1．50\％ | 1．45\％ | 1．52\％ |  | 1．46\％ | 1．37\％ |  |
| Net interest margin | 1．17\％ | 1．14\％ | 1．22\％ |  | 1．14\％ | 1．21\％ |  |
| Net fee income／Total revenue | 31．5\％ | 32．1\％ | 27．7\％ |  | 34．7\％ | 25．6\％ |  |
| Cost－to－Income ratio | 58．8\％ | 59．5\％ | 59．3\％ |  | 56．9\％ | 54．3\％ |  |
| NPLs／Gross loans | 0．15\％ | 0．12\％ | 0．14\％ |  | 0．13\％ | 0．11\％ |  |
| Allowance／Gross loans | 1．30\％ | 1．30\％ | 1．34\％ |  | 1．30\％ | 1．33\％ |  |
| Allowance／NPLs | 855．3\％ | 1104．2\％ | 973．2\％ |  | 989．0\％ | 1183．5\％ |  |
| Loan－to－Deposit Ratio ${ }^{4}$ | 77．1\％ | 78．1\％ | 73．3\％ |  | 79．3\％ | 71．6\％ |  |
| Equity／Assets ${ }^{5}$ | 7．8\％ | 7．7\％ | 6．9\％ |  | 7．4\％ | 6．8\％ |  |
| Return on average assets（Annualized） | 0．61\％ | 0．62\％ | 0．53\％ |  | 0．58\％ | 0．70\％ |  |
| Return on average equity（Annualized） | 7．72\％ | 7．98\％ | 7．29\％ |  | 7．69\％ | 10．10\％ |  |

1．Gain on collection of nonperforming loans figures are adjusted including in provision for credit losses from 2012 for auditing bases．
2．＂Gross loans＂excludes credit card revolving and factoring NR but includes overdue loans．
＂Deposits＂excludes postal deposits and interbank deposits，but includes remittance．
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5．Return on equity（ROE）is calculated as income after tax（annualized）divided by average net equity for auditing bases．
6．Preliminary figures．

## Taishin Bank－Deposit Mix

| NTSbn | 1022 | 2022 | 3022 | 4 Q 22 | 1023 | \％ | 1Q23 | 1Q23 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current Deposits | 1，103．5 | 1，064．9 | 1，054．0 | 1，066．7 | 1，085．3 | 53．2\％ | 1．7\％ | －1．7\％ |
| －Checking | 8.2 | 8.0 | 9.3 | 11.5 | 8.4 | 0．4\％ | －27．2\％ | 1．6\％ |
| －Demand | 251.8 | 236.0 | 222.7 | 225.5 | 228.6 | 11．2\％ | 1．4\％ | －9．2\％ |
| －Current Savings | 597.4 | 587.4 | 601.3 | 602.5 | 633.7 | 31．0\％ | 5．2\％ | 6．1\％ |
| －Foreign Currency | 246.1 | 233.4 | 220.6 | 227.2 | 214.7 | 10．5\％ | －5．5\％ | －12．8\％ |
|  | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |  |  |  |
| Time Deposits | 667.2 | 726.9 | 804.1 | 881.3 | 956.4 | 46．8\％ | 8．5\％ | 43．3\％ |
| －Time | 97.5 | 134.4 | 167.5 | 164.4 | 170.1 | 8．3\％ | 3．5\％ | 74．4\％ |
| －Time Savings | 287.0 | 297.9 | 310.2 | 318.5 | 329.9 | 16．2\％ | 3．6\％ | 14．9\％ |
| －Interbank ${ }^{1}$ | 20.2 | 17.2 | 15.7 | 9.2 | 6.7 | 0．3\％ | －27．2\％ | －66．8\％ |
| －Foreign Currency | 262.4 | 277.4 | 310.7 | 389.2 | 449.6 | 22．0\％ | 15．5\％ | 71．3\％ |
| Total Deposits（excl．structured depos | 1，770．8 | 1，791．8 | 1，858．1 | 1，948．1 | 2，041．6 | 100．0\％ | 4．8\％ | 15．3\％ |
| Total Deposits（incl．structured deposi | 1，845．8 | 1，875．2 | 1，948．0 | 2，042．7 | 2，140．9 |  | 4．8\％ | 16．0\％ |

## Note：

1．Including postal deposits
2．Outstanding balance

## Taishin Bank－Loan Mix

| NT\＄̇bn |  |  |  |  |  |  | 1Q23 | 1Q23 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | \％ | vs 4Q22 | vs 4Q22 |
| Corporate Loans | 651.5 | 627.9 | 652.9 | 619.7 | 639.3 | 43．5\％ | 3．2\％ | －1．9\％ |
| Consumer Loans | 761.7 | 784.6 | 800.5 | 816.9 | 830.1 | 56．5\％ | 1．6\％ | 9．0\％ |
| －First Mortgage | 357.4 | 371.7 | 380.2 | 386.5 | 390.9 | 26．6\％ | 1．1\％ | 9．4\％ |
| －Home Equity | 244.7 | 249.8 | 255.0 | 261.8 | 267.8 | 18．2\％ | 2．3\％ | 9．4\％ |
| －Unsecured Loans ${ }^{1}$ | 92.0 | 93.8 | 94.5 | 96.7 | 97.7 | 6．6\％ | 1．0\％ | 6．2\％ |
| －Good Bank | 91.7 | 93.5 | 94.2 | 96.4 | 97.5 | 6．6\％ | 1．0\％ | 6．3\％ |
| －Bad Bank | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 0．0\％ | －8．1\％ | －28．2\％ |
| －Other Consumer Loans | 67.6 | 69.2 | 70.7 | 71.9 | 73.7 | 5．0\％ | 2．5\％ | 9．1\％ |
| －Auto Loan | 53.4 | 53.8 | 54.1 | 54.8 | 55.1 | 3．8\％ | 0．6\％ | 3．4\％ |
| －Second Mortgage | 2.4 | 2.4 | 2.6 | 2.8 | 3.1 | 0．2\％ | 10．6\％ | 29．3\％ |
| －Others | 11.9 | 12.9 | 14.0 | 14.3 | 15.5 | 1．1\％ | 8．0\％ | 30．6\％ |
| Total Loans | 1，413．2 | 1，412．4 | 1，453．4 | 1，436．7 | 1，469．4 | 100．0\％ | 2．3\％ | 4．0\％ |

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

## Taishin Bank－NPL Ratios by Loan Book

|  |  | Mar 22 | Jun 22 | Sep 22 | Dec 22 | Mar 23 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Corporate Loan ${ }^{1}$ | NPL \％${ }^{2}$ | 0．13\％ | 0．15\％ | 0．15\％ | 0．17\％ | 0．11\％ |
| Consumer Loan ${ }^{1}$ | NPL \％${ }^{2}$ | 0．13\％ | 0．12\％ | 0．12\％ | 0．11\％ | 0．11\％ |
| －First Mortgage Loan | NPL \％ | 0．09\％ | 0．07\％ | 0．06\％ | 0．05\％ | 0．04\％ |
| Consumer | Default \％${ }^{3}$ | 0．00\％ | 0．00\％ | 0．00\％ | 0．00\％ | 0．00\％ |
| Unsecured IDRP | NPL \％ | 9．10\％ | 9．16\％ | 9．07\％ | 9．52\％ | 9．23\％ |

Note
1．NPL for corporate loan and overall consumer loan excludes AR．
2．NPL calculation is NPL／（total loan＋overdue loan）．
3．IDRP 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 |  |  |  | Quarterly Comparison |  |  |
|  | $2020{ }^{1}$ | $2021{ }^{1}$ | 2022 | change | 1Q22 | 1Q23 | change |
| Net interest income | 196 | 485 | 384 | －20．9\％ | 132 | 34 | －74．3\％ |
| Net fee income | 1，528 | 2，774 | 2，185 | －21．2\％ | 501 | 487 | －2．8\％ |
| Brokerage Income | 1，226 | 2，668 | 1，807 | －32．3\％ | 470 | 452 | －3．9\％ |
| Other income | 1，108 | 1，363 | 300 | －78．0\％ | 209 | 594 | 183．4\％ |
| Total revenue | 2，832 | 4，622 | 2，869 | －37．9\％ | 816 | 1，114 | 36．4\％ |
| Operating expense | 1，935 | 2，594 | 2，267 | －12．6\％ | 586 | 646 | 10．2\％ |
| Income before income Tax | 898 | 2，028 | 602 | －70．3\％ | 230 | 467 | 103．3\％ |
| Tax expense | （96） | （243） | （81） | －66．9\％ | （20） | （38） | －87．1\％ |
| Net income | 802 | 1，785 | 521 | －70．8\％ | 210 | 430 | 104．9\％ |
| EPS（NT\＄） | 1.12 | 2.54 | 0.75 | －70．4\％ | 0.30 | 0.62 | 104．9\％ |
| Balance Sheet Data |  |  |  |  |  |  |  |
| Total assets | 54，014 | 64，844 | 47，142 | －27．3\％ | 55，587 | 52，242 | －6．0\％ |
| Shareholders＇equity | 9，108 | 10，266 | 9，474 | －7．7\％ | 10，461 | 9，950 | －4．9\％ |
| Summary Ratios |  |  |  |  |  |  |  |
| Equity／Assets | 16．86\％ | 15．83\％ | 20．10\％ |  | 18．82\％ | 19．05\％ |  |
| Return on average assets | 1．68\％ | 3．00\％ | 0．93\％ |  | 0．35\％ | 3．46\％ |  |
| Return on average equity | 8．92\％ | 18．43\％ | 5．28\％ |  | 2．02\％ | 17．70\％ |  |

Note：
1．Financial figures in 2020 and 2021 have been retroactively adjusted of Taishin Stock Transfer Agency which was divided to Taishin Securities from Taishin International Bank in Nov． 2021.

## Taishin Life－Financial Summary

| NT\＄mn，except for percentages | $2020{ }^{1}$ | $2021{ }^{1}$ | 2022 | change | 1Q22 | 1Q23 | change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retained earned premium | 15，078 | 20，809 | 22，161 | 6\％ | 7，306 | 7，071 | －3\％ |
| Retained claims and policyholders＇benefits | $(4,655)$ | $(4,980)$ | $(5,774)$ | 16\％ | $(1,116)$ | $(1,572)$ | 41\％ |
| Change in liabilities reserves | $(12,444)$ | $(17,988)$ | $(18,947)$ | 5\％ | $(6,291)$ | $(5,500)$ | －13\％ |
| Commission expense | $(1,000)$ | $(1,194)$ | $(2,017)$ | 69\％ | （791） | $(1,173)$ | 48\％ |
| Total investment | 3，679 | 5，989 | 7，149 | 19\％ | 2，780 | 1，541 | －45\％ |
| Others | 575 | 631 | 870 | 38\％ | 181 | 137 | －25\％ |
| Operating expense | $(1,895)$ | $(1,879)$ | $(2,025)$ | 8\％ | （518） | （524） | 1\％ |
| Income before income tax | （662） | 1，388 | 1，417 | 2\％ | 1，551 | （20） | －101\％ |
| Net income | （534） | 900 | 1，396 | 55\％ | 1，323 | 20 | －99\％ |

Balance Sheet

| NT\＄mn，except for percentages | 2020 | 2021 | 2022 | change | 1Q22 | 1Q23 | change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| General account | 168，211 | 189，041 | 216，182 | 14\％ | 200，471 | 223，200 | 11\％ |
| Separated account | 25，687 | 26，533 | 28，336 | 7\％ | 27，861 | 30，065 | 8\％ |
| Total assets | 193，898 | 215，574 | 244，518 | 13\％ | 228，332 | 253，265 | 11\％ |
| Reserves for life insurance liabilities | 156，629 | 174，157 | 199，108 | 14\％ | 182，341 | 204，081 | 12\％ |
| Other liabilities | 27，680 | 29，200 | 30，770 | 5\％ | 33，537 | 32，841 | －2\％ |
| Total liabilities | 184，309 | 203，357 | 229，878 | 13\％ | 215，878 | 236，922 | 10\％ |
| Total stockholders＇equity | 9，589 | 12，217 | 14，640 | 20\％ | 12，454 | 16，343 | 31\％ |
| Total liabilities and stockholders＇equity | 193，898 | 215，574 | 244，518 | 13\％ | 228，332 | 253，265 | 11\％ |

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## Taishin Life－Premium Performance

| NT\＄mn，except for percentages | Full－Year Comparison |  |  |  | Quarterly Comparison |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Premium Breakdown by Products | 2020 | 2021 | 2022 | change | 1Q22 | 1Q23 | change |
| Investment－linked | 1，087 | 848 | 6，080 | 617\％ | 2，617 | 1，204 | －54\％ |
| Traditional | 7，386 | 6，836 | 6，753 | －1\％ | 2，002 | 1，794 | －10\％ |
| Interest Sensitive | 2，727 | 9，277 | 11，009 | 19\％ | 4，227 | 4，218 | 0\％ |
| Health \＆PA | 4，593 | 4，615 | 4，693 | 2\％ | 1，111 | 1，110 | 0\％ |
| Total Premium | 15，793 | 21，577 | 28，535 | 32\％ | 9，957 | 8，327 | －16\％ |
| FYP Breakdown by Products | 2020 | 2021 | 2022 | change | 1Q22 | 1Q23 | change |
| Investment－linked | 245 | 56 | 5，314 | 9467\％ | 2，451 | 1，056 | －57\％ |
| Traditional | 661 | 338 | 713 | 111\％ | 166 | 193 | 16\％ |
| Interest Sensitive | 425 | 6，833 | 6，948 | 2\％ | 3，602 | 2，363 | －34\％ |
| Health \＆PA | 314 | 197 | 169 | －14\％ | 37 | 44 | 19\％ |
| Total First Year Premium | 1，645 | 7，423 | 13，145 | 77\％ | 6，256 | 3，656 | －42\％ |
| FYP Breakdown by Channels | 2020 | 2021 | 2022 | change | 1Q22 | 1Q23 | change |
| Life Advisor | 1，196 | 1，295 | 1，182 | －9\％ | 397 | 260 | －35\％ |
| Bank－external | 166 | 6 | 248 | 4351\％ | 93 | 95 | 1\％ |
| Bank－Taishin | 283 | 6，123 | 11，591 | 89\％ | 5，765 | 3，107 | －46\％ |
| Broker | 0 | 0 | 125 | NA | 0 | 194 | NA |
| Total First Year Premium | 1，645 | 7，423 | 13，145 | 77\％ | 6，256 | 3，656 | －42\％ |
| First Year Premium Equivalent（FYPE） | 1，397 | 1，867 | 2，697 | 44\％ | 1，129 | 1，531 | 36\％ |

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 $\square$


[^0]:    Note：
    1．＂Other subsidiaries＂includes Taishin Asset Management，Venture Capital Investment，Securities Investment Advisory，and Securities Investment Trust．
    2．＂Holdings \＆other adjustment＂includes：（1）FHC＇s expenses；（2）adjustments made when compiling consolidated statements．

[^1]:    Note
    1．Includes Taishin Life＇s foreign exchange reserve．
    2．EPS has been retroactively adjusted with $4.95 \%$ of stock dividend in August 2022.
    3．Common shares only．

[^2]:    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．
    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.

