2014 First Half Briefing



Cathay Financial Holdings

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1H14 Business overview

Cathay United Bank Cathay Life Cathay Century

- Overseas expansion
- Cathay United Bank's business strategy update

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Capital adequacy

1H14 Business overview

Cathay United Bank	 Delivered 11% loan growth with benign asset quality Fee income grew by 19% YoY Continued to expand overseas branch network; offshore earnings contributed to 41% of pre-tax profits
Cathay Life	 Regular-paid products accounted for 93% of traditional life FYP; ranked No.1 by FYPE Overseas investment 45.1%; hedging cost 0.71% Unrealized gains of AFS financial assets and book value increased significantly to enhance overseas M&A capability
Cathay Century	 Market share of 13%, premium income grew by 6% YoY; maintained No.2 market position Expanded business in China and Vietnam, premium income grew steadily
Cathay SITE	 Ranked No.1 in terms of AUM, which amounted to NT\$441BN Continued to launch new products and broaden the business of individual & institutional clients
Cathay Securities	 Significant growth with 1H14 net profits reached historically high The amount of sub-brokerage and IPO mandate reached historically high

Cathay FHC – Net income & EPS



Note: (1)1H13 figures were pro forma reflecting the impact from applying fair value method on investment property, starting 2014/1/1. The impact to 1H13 net income and EPS of Cathay FHC was NT\$2.6BN and NT\$0.22, respectively.
(2)Book value of FY12 & FY13 & 1H14 included minority interest, BVPS excluded minority interest.
(3)Totals may not sum due to rounding.

Cathay FHC – Financial results of subsidiaries

Net income of primary subsidiaries



* 1H13 figures were pro forma assuming the fair value method on investment property.

** CUB and Cathay Life 1H14 net income included appraisal gain from investment property of -NT\$0.04BN and NT\$13.8BN, respectively.





* 1H13 ROE was pro forma reflecting the impact from applying fair value method on investment property, starting 2014/1/1. The impact to 1H13 ROE of Cathay FHC, CUB and Cathay Life was -1.5%, -0.1% and -0.8%, respectively.



Cathay FHC – Book value & BVPS

Book value (NT\$BN)

Impact to book value from fair value method on investment property

BVPS (NT\$)

Impact to BVPS from fair value method on investment property



Note: (1)FY13 figures were pro forma adjusted numbers of fair value method on investment property. (2)Book value of FY12 & FY13 & 1H14 included minority interest, BVPS excluded minority interest. (3)Totals may not sum due to rounding.

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Cathay United Bank – Loan & Deposit breakdown



Note: Totals may not sum due to rounding.

Cathay United Bank – Interest yields



Note: Credit card related loans are included in the calculation.

Cathay United Bank – SME & FX loans



Cathay United Bank – Offshore earnings



Cathay United Bank – Fee income



Cathay United Bank – Wealth management fee breakdown



Note: (1)Wealth management fee excludes revenue from DCI, SI and others. (2)Totals may not sum due to rounding.

Cathay United Bank – Credit quality



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Cathay Life – Total premium



Note: Totals may not sum due to rounding.

Cathay Life – FYP & FYPE

FYP

- Interest crediting annuity (NT\$BN)
- Investment-linked (non-VUL)
- Investment-linked (VUL)
- Health, accident and others
- Traditional life single paid
- Traditional life regular paid



FYPE

- Interest crediting annuity (NT\$BN)
- Investment-linked (non-VUL)
- Investment-linked (VUL)
- Health, accident and others
- Traditional life



Note: Totals may not sum due to rounding.

Cathay Life – Regular paid policies remain as focus

Breakdown of Traditional FYP

- Traditional life single paid
- Traditional life 2 year regular paid
- Traditional life 3 year and above regular paid



Note: Totals may not sum due to rounding.

VNB

Profit Margin	1H13	1H14
VNB/FYP	26%	18%
VNB/FYPE	64%	67%



1H13 1H14

Profit Margin	FY11	FY12	FY13
VNB/FYP	17%	19%	26%
VNB/FYPE	55%	54%	70%



Note : 1H14 VNB is based on Cathay Life's 2013 EV actuarial assumptions.

Cathay Life – Cost of liability

Cost of liability (quarterly)

Cost of liability (annual)



Note: The figures of cost of liability are reserve-based.

Cathay Life – Investment portfolio

(NT\$BN)	4Q11	4Q12	4Q13		3 1H14	
Total investments ⁽³⁾	2,959.2	3,283.7		3,785.1		3,931.8
	Weight	Weight	Weight	Amount	Weight	Amount
Cash & Cash equivalents	8.6%	8.2%	3.7%	138.4	3.2%	127.0
Equity- Domestic	8.5%	8.1%	8.9%	337.3	9.2%	362.1
Equity-International	4.0%	4.3%	4.9%	186.5	4.9%	190.7
Bond- Domestic	16.4%	16.6%	14.4%	546.1	13.3%	523.5
Bond-International ⁽³⁾	38.6%	39.6%	38.9%	1472.5	40.2%	1581.4
Mortgage & Secured loans	10.2%	10.3%	12.2%	461.2	12.7%	497.4
Policy loans	6.4%	5.5%	4.7%	177.9	4.4%	172.7
Real estate	5.4%	5.6%	10.6%	402.2 ⁽¹⁾	10.9%	429.0 ^{(1) (2)}
Others	2.0%	1.8%	1.7%	62.9	1.2%	47.9

Note (1) Real estate included NT\$71.3BN of investment property appraisal gain from IFRS adoption and NT\$133.1BN of impact from fair value method on investment property.

(2) Real estate included NT\$16.4BN of appraisal gain from investment property.

(3) Total assets excluded separate account assets; international bond includes foreign currency deposit and related adjustments 21

Cathay Life – Investment performance highlight

After-hedging investment yield



- * FY13 and 1H13 (4.4% and 4.3%) were pro forma adjusted numbers of fair value method on investment property.
- ** Cathay Life 1H14 net income included appraisal gain from investment property of NT\$13.8BN.



Pre-hedging recurring yield



- * FY13 and 1H13 (3.3% and 3.0%) were pro forma adjusted numbers of fair value method on investment property.
- Note: Pre-hedging recurring income doesn't include capital gains but rental, interest revenue and cash dividend. Most dividend will be recognized in 3Q.



Cash dividend

Cathay Life – International bond investment highlight

Overseas Bond by Region			Top 5 of	European E	xposure	
	Europe		(NT\$BN)			
		<u>1,472</u>	<u>1,581</u>	Country	As % of overseas bond investment	As % of European bond investment
1,142	<u>1,300</u>	32%	34%	UK	6.2	24.3
24%	31%			Germany	5.1	20.2
30%	26%	25%	25%	France	5.1	20.0
			110/	Netherlands	3.8	15.0
46%	43%	43%	41%	Switzerland	1.1	4.2
FY11	FY12	FY13	1H14	Total	21.2	83.8

Cathay Life – Book value & Unrealized G/L of AFS financial assets

Book value (NT\$BN)

Impact to book value from fair value method on investment property Unrealized G/L of AFS financial assets (NT\$BN)



Note: (1)FY13 figures were pro forma adjusted numbers of fair value method on investment property. (2)Book value of FY12 & FY13 & 1H14 included minority interest, BVPS excluded minority interest. (3)Totals may not sum due to rounding.

Cathay Life – Distribution channel



Cathay Life – Operational indicators



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Cathay Century



Note: Totals may not sum due to rounding.

Cathay Century – Distribution channel



Note : From 2014/1/1, the loss provisions rules on compulsory car insurance was changed and the loss ratio increased significantly compared to last year. However, the shortfall between retained earned pure premium and net loss provision plus claim payment was offset by recovery of special reserve and therefore has no impact on net profit.

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Cathay FHC in South East Asia

	China	Vietnam	Cambodia	Hong Kong	Singapore	Malaysia	Philippine	Thailand	Laos	Myanmar
Bank	4*	36	16	1	1	1	1	1	1*	1*
Life	31	6								
P&C	20	2								
Asset Mgt	1	,		1	γ					

* Included one footprint expected to be open in China, Lao and Myanmar; footprints in Philippine, Thailand and Myanmar are representative offices.



- Cathay United Bank
 - Business in Vietnam performed steadily with solid financial performance and superior asset quality
 - Footprint number ranked No.1 among Taiwanese

banks in Cambodia

- Laos branch and Myanmar office will be open in 2H14
- Plans to apply a branch in Myanmar and representative office in Indonesia

Cathay Life

- Cathay United Bank
- Cathay Life
- ▲ Cathay Century

- Cathay Century
 - 1H14 total premium income increased by 3% YoY

- 1H14 net income reached NT\$82MN

Cathay FHC in China



- **Cathay United Bank**
- Cathay Century (China)
- Cathay Conning Asset Management
- **CDBS Cathay Asset Management Company**

Cathay United Bank

- Shanghai Free-Trade Zone Sub-branch began operation in July. Qingdao Branch is expected to open by third quarter.
- Plan to apply Shenzhen branch and upgrade Shanghai branch into subsidiary

Liaoning Cathay Life (China)

- Completed RMB400MN capital injection with solvency ratio of 397%
- Agent productivity grew by 63% YoY in 1H14

Cathay Century (China)

Zhejiang - Strong premium income growth in 1H14, up by 17% YoY

■JV with Conning (CCAM)

- AUM amounted to USD\$1.05BN in 1H14

■ JV with China Development Bank **Securities** (CDBS Cathay Asset Management)

- Continued to launch new products, mainly fixed income funds

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Become A leading financial institution in Asia-Pacific



Top tier Bank in Taiwan

- Better risk-pricing discipline increased capital utilization effectively
- Improve customer service to increase non-interest income







Delivered strong financial performance





2011

2012

2013

Note1:(1)Offshore earnings included OBU and overseas branches, excluded subsidiaries. (2)Industry refers to domestic banks.

(3)Source: Central bank and TEJ.

1H14

Improved card business and higher fee income

Credit Card



Personal Loan New Drawdown via Telemarketing









Awards & Recognition – Cathay United Bank

Trade finance & Cash management	 Asia Money Magazine 2013 The Best Cash Management Bank in Taiwan Trade Finance Magazine 2013 The Best Trade Bank in Taiwan 					
	Business Today					
Wealth management	 2013 The Best customers satisfaction degree of Wealth Management Bank 2013 The Best customers satisfaction degree of FA Global Vision 2012 "Customers Recommended Wealth Management Bank", "Best Figure of Wealth Management", "Best Figure of FA Service", "Best Figure of Online Wealth Management", "Best General Figure of Bank", "Customers Recommended Online Wealth Management Bank" 					
Human resource	 The Asian Banker 2014 The Taiwan Retail Financial Services Awards Programme-The Best Employee Engagement 					
	IDC Financial Insights					
Digital banking	 Financial Insights Innovation Awards 2014 -Analytics and customer insights. <i>The Asian Banker</i> 2013 The Best Data and Analytics Project Award in Taiwan 2013 The Best Data and Analytics Project Award in Asia Pacific 					
	The Asian Banker					
Others	 Best Consumer Risk Management Capability in Taiwan <i>The asset</i> Best Structured Product House, Taiwan 					

Awards & Recognition – Cathay FHC



Institutional Investor

 2014 All-Asia Executive Team, "Most Honored Company", "Best CEO", and "Best IR Professional "



Business Next Magazine

• 2012-2014 "Super Green Awards", ranked No. 1 in the financial services category



Taiwan Institute for Sustainable Energy

2013 Taiwan Corporate Sustainability Awards



CommonWealth Magazine

- 2013 "Best Reputation Enterprise in Taiwan", ranked No. 1 in the Insurance Company category
- 2012-2013 "Corporate Citizen Awards in the Financial Sector category"



Taipei City Government

• 2012-2013 "Gold Star Enterprise in the Best Companies"

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Solid capital adequacy

Cathay FHC CAR (%) 127.9 126.4 120.0 119.7 1H14 **FY11 FY12 FY13**

CUB Capital Adequacy (%) 12.4 13.9 BIS 11.8 13.5 4.1 3.4 3.4 2.6 Tier2 10.1 9.8 9.2 Tier1 9.0 FY11 **FY12** FY13 1H14

Cathay Life RBC(%)



Thank You



Cathay Financial Holdings (NT\$MN)	(IF	(IFRS)		FY13/ FY12		(IFRS)			
Income Statement Data (Consolidated)	FY12	FY13	% Chg	FY13 (Pro Forma)	1H13	1H14	2Q13	2Q14	
Operating Income				.					
Net interest income	112,727	114,535	2%	114,535	56,652	61,487	28,308	30,953	
Net commission and fee	2,207	765	-65%	765	1,773	2,010	1,439	1,788	
Net earned premium	457,392	441,427	-3%	441,427	191,450	198,117	99,348	103,475	
Change in liability reserve	(306,443)	(293,570)	-4%	(293,570)	(125,623)	(107,058)	(61,707)	(46,782)	
Net claims payment	(230,508)	(228,125)	-1%	(228,125)	(105,638)	(136,280)	(57,995)	(79,743)	
Investment income	26,780	47,121	76%	56,373	23,190	38,766	12,101	24,250	
Contribution from associates-equity method	(50)	157	-	157	16	67	(7)	37	
Other net non-interest income	8,554	6,998	-18%	6,998	4,604	2,944	4,457	650	
Bad debt expense	(3,173)	(1,487)	-53%	(1,487)	(540)	(443)	(451)	(450)	
Operating expense	(51,772)	(55,849)	8%	(54,273)	(24,894)	(26,266)	(12,557)	(13,492)	
Income before taxes	15,715	31,971	103%	42,800	20,990	33,345	12,936	20,686	
Income taxes	457	(2,951)	-745%	(4,779)	(3,749)	(2,743)	(2,914)	(2,437)	
Net income	16,172	29,020	79%	38,020	17,241	30,602	10,022	18,249	
EPS (NT\$)	1.41	2.50		3.28	1.42	2.42	0.83	1.45	
Dividend Payout									
Cash dividend per share	0.70	1.50		1.50					
Stock dividend per share	0.70	0.50		0.50					
Outstanding shares (Millions of shares)	11,412	11,546		11,546	11,983	12,563			
Balance Sheet Data									
Total assets	5,510,953	6,076,857		6,177,863	5,837,866	6,503,098			
Total shareholders' equity	248,149	285,260		379,510	318,561	410,873			
Operating Metrics									
ROAE (Consolidated)	6.92%	10.88%		10.82%	10.74%	15.49%			
ROAA (Consolidated)	0.31%	0.50%		0.65%	0.60%	0.97%			
Double leverage ratio(inc. preferred stock)	116%	114%		111%	115%	113%			
Capital Adequacy Metrics									
Capital Adequacy Ratio	120%	128%			124%	120%			

Notes:

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(2) The adjusted numbers of FY13 Pro Forma reflect the accounting policy change on the subsequent

measurement of investment property, from cost method to fair value method.

(3) BIS and Tier 1 ratio of FY12 are based on ROC GAAP. The rest are based on IFRS.

(4) Total may not sum due to rounding.



Cathay Life	45		FY13/			((500)		
(NT\$MN)	•	RS)	FY12	FY13		(IFRS)		
Income Statement Data (Consolidated)	FY12	FY13	% Chg	(Pro Forma)	1H13	1H14	2Q13	2Q14
Net written premium	445,658	426,804	-4%	426,804	184,660	190,534	95,764	99,484
Net earned premium	445,573	418,262	-6%	418,262	179,784	190,433	93,095	99,063
Reinsurance commission earned	14,371	11,610	-19%	11,610	6,051	3,555	3,078	1,880
Fee income	2,581	3,090	20%	3,090	1,636	2,990	787	1,917
Recurring investment income Gain on disposal of investment	109,976	113,932	4%	113,932	58,886	73,590	33,297	45,432
Realized gain (loss)-Equity	8,122	16,586	104%	16,586	9,017	13,456	4,805	4,620
Realized gain (loss)-Debt	12,362	14,604	18%	14,604	9,097	4,811	5,466	1,465
FX and others, net	(11,384)	(4,197)	-63%	(4,197)	(2,032)	(6,345)	(2,646)	(4,444)
Investment income, net	119,076	140,925	18%	153,970	74,968	85,512	40,922	47,073
Other operating income	1,610	1,275	-21%	1,275	682	3	356	3
Separate account revenues	104,180	90,719	-13%	90,719	44,451	96,407	6,543	41,461
Net claims payment	(222,173)	(210,029)	-5%	(210,029)	(96,198)	(131,889)	(53,050)	(76,969)
Changes in liability reserves	(306,151)	(292,978)	-4%	(292,978)	(125,377)	(106,317)	(61,415)	(46,385)
Acquisition and commission expense	(33,722)	(34,188)	1%	(34,188)	(16,940)	(15,185)	(8,006)	(7,463)
Other operating costs	(4,842)	(5,570)	15%	(5,570)	(2,731)	(1,998)	(1,583)	(939)
Financial cost	745	303	-59%	303	359	(148)	167	(199)
Separate account expense	(104,180)	(90,719)	-13%	(90,719)	(44,451)	(96,407)	(6,543)	(41,461)
Operating expense	(17,801)	(17,640)	-1%	(15,678)	(6,988)	(7,167)	(3,567)	(3,776)
Net non-operating income	965	1,156	20%	1,156	503	897	344	331
Income taxes	2,286	(793)	-135%	(3,657)	(3,425)	(1,110)	(3,143)	(1,518)
Net income	2,519	15,425	512%	27,569	12,323	19,575	7,985	13,018
Balance Sheet Data								
Total assets	3,717,231	4,062,132		4,195,229	3,965,191	4,400,873		
General account	3,387,674	3,685,880		3,818,977	3,613,288	3,960,279		
Separate account	329,557	376,253		376,253	351,903	440,595		
Reserves for life insurance liabilities	3,148,281	3,448,659		3,448,659	3,282,069	3,552,885		
Total liabilities	3,579,018	3,914,829		3,923,923	3,733,408	4,092,047		
Total shareholders' equity	138,213	147,304		271,306	231,783	308,826		
Operating Metrics								
First Year Premium(FYP)	267,169	200,419		200,419	99,566	124,900		
First Year Premium Equivalent(FYPE)	91,773	73,461		73,461	23,668	17,283		
Expense ratio	10.6%	11.5%		11.5%	12.7%	11.0%		
13-M persistency ratio	97.9%	98.2%		98.2%	98.1%	98.2%		
25-M persistency ratio	93.3%	94.7%		94.7%	94.5%	94.6%		
ROAE	1.97%	10.80%		10.92%	10.59%	13.50%		
ROAA	0.07%	0.40%		0.69%	0.63%	0.91%		
Capital Adequacy Metrics								
RBC ratio (Standalone)	234%	250%			252%	237%		

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Cathay United Bank

			FY13/						
(NT\$MN)	(IF	RS)			(IFRS)				
Income Statement Data (Consolidated)	FY12	FY13	% Chg	FY13 (Pro Forma)	1H13	1H14	2Q13	2Q14	
Operating Income									
Net interest income	21,284	21,915	3%	21,915	10,775	12,578	5,487	6,374	
Fee income	7,330	9,204	26%	9,204	4,412	5,196	2,328	2,563	
Investment income	5,366	5,634	5%	5,738	2,503	4,421	1,342	2,361	
other income	966	867	-10%	867	488	609	326	213	
Net operating income	34,947	37,620	8%	37,725	18,178	22,805	9,483	11,511	
Operating expenses	(17,840)	(20,281)	14%	(20,216)	(9,134)	(10,447)	(4,573)	(5,244)	
Pre-provision profit	17,107	17,340	1%	17,509	9,044	12,358	4,910	6,267	
Net provisions for possible losses	(2,126)	(542)	-75%	(542)	34	(128)	(90)	(263)	
Income before taxes	14,981	16,798	12%	16,967	9,078	12,231	4,820	6,004	
Income tax	(1,715)	(2,165)	26%	(2,188)	(1,198)	(1,602)	(579)	(828)	
Net income	13,266	14,634	10%	14,780	7,880	10,628	4,241	5,176	
Balance Sheet Data									
Total assets	1,817,369	1,986,740		1,988,774	1,902,137	2,089,727			
Loans, net	1,003,183	1,031,105		1,031,105	996,777	1,109,998			
Financial assets	560,469	638,727		638,727	646,295	591,716			
Total liability	1,712,364	1,855,487		1,855,610	1,787,988	1,950,889			
Deposits	1,539,774	1,615,860		1,615,860	1,570,468	1,650,317			
Financial Debenture Payable	42,519	52,417		52,417	52,649	67,215			
Total shareholders' equity	105,005	131,253		133,164	114,149	138,837			
Operating Metrics									
Cost income ratio	51.1%	53.9%		53.59%	50.25%	45.81%			
ROAE	12.97%	12.39%		12.33%	14.28%	15.63%			
ROAA	0.75%	0.77%		0.78%	0.85%	1.04%			
Assets Quality									
NPL	3,373	3,013		3,013	3,464	2,039			
NPL ratio	0.34%	0.29%		0.29%	0.35%	0.18%			
NPL provisions	13,037	14,386		14,386	14,874	15,113			
Coverage ratio	386%	478%		478%	408%				
Capital Adequacy Metrics									
BIS ratio (Standalone)	12.4%	13.5%			13.1%	13.9%			
Tier I Ratio (Standalone)	9.0%	10.1%			9.2%				

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Cathay Century

Catnay Century							
			FY13/				
(NT\$MM)	(IFR	S)	FY12		(IFRS)		
Income Statement Data (Consolidated)	FY12	FY13	% Chg	1H13	1H14	2Q13	2Q14
Premium income	17,040	19,727	16%	9,635	10,345	5,208	5,618
Net written premium	12,614	15,280	21%	7,272	7,752	3,802	4,129
Net earned premium	11,724	14,156	21%	6,604	7,637	3,492	3,909
Reinsurance commission earned	464	470	1%	259	348	132	185
Fee income	33	36	7%	17	21	10	12
Investment	595	715	20%	312	377	194	229
Interest income	387	422	9%	194	255	101	130
Other investment income, net	208	293	41%	119	122	93	99
Other operating income	0	0	-	0	0	0	0
Net claims payment	(6,669)	(7,835)	17%	(3,629)	(3,911)	(1,822)	(1,997)
Changes in liability reserves	(369)	(592)	60%	(245)	(740)	(292)	(396)
Commissions and other operating costs	(774)	(1,083)	40%	(504)	(565)	(275)	(298)
Operating expenses	(4,427)	(5,328)	20%	(2,498)	(2,851)	(1,314)	(1,545)
Operating income	576	538	-7%	315	315	124	99
Net non-operating income	(9)	9	-	11	32	2	10
Income taxes	(196)	(218)	11%	(105)	(45)	(61)	(15)
Net income	371	329	-11%	221	302	65	94
Balance Sheet Data							
Total assets	29,188	31,709		31,331	34,488		
Total stockholders' equity	4,817	5,511		4,937	6,249		
Operating Metrics							
Gross Combined ratio	82.6%	80.0%		78.0%	95.8%		
Net Combined ratio	93.7%	92.6%		92.3%	106.4%		
ROAE	8.10%	6.37%		9.06%	10.29%		
ROAA	1.32%	1.08%		1.46%	1.83%		
Capital Adequacy Metrics	314%	312%		315%	277%		
RBC ratio (Standalone)	314%	312%		315%	211%		

Notes:

(1) All data and information on this page is provided for informational purposes only, and may subject to adjustment. For more details, please refer to our official financial reports.

(2) All data and information are based on IFRS.

(3) BIS and Tier 1 ratio of FY12 are based on ROC GAAP. The rest are based on IFRS.

(4) Total may not sum due to rounding.