

2020 Third Quarter Briefing

November 2020

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Agenda

9M20 Business Overview

- Overseas Expansion
- Business Performance Summary

Cathay United Bank Cathay Life Cathay Century

Appendix



9M20 Business overview

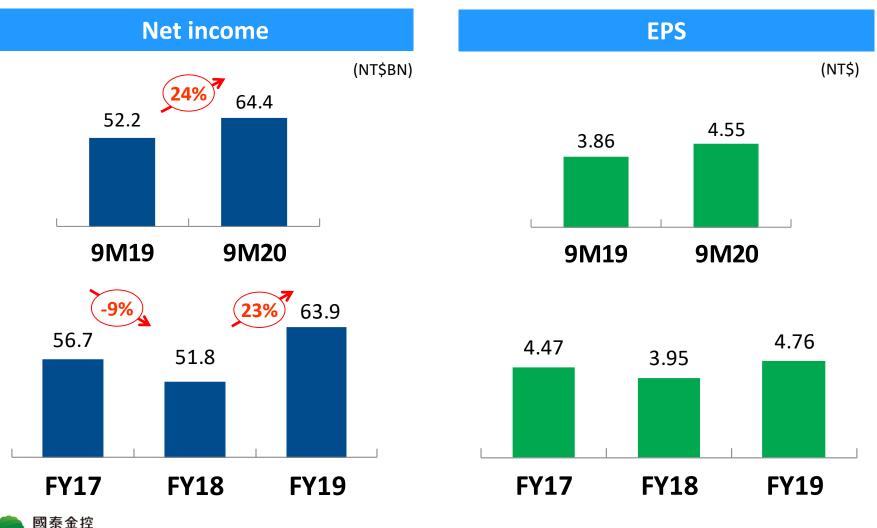
Cathay Financial Holdings

Cathay United Bank	 Delivered steady loan and deposit growth with benign credit quality. Overseas expansion continued. Offshore earnings grew 21% YoY, accounted for 48% of pre-tax earnings. Wealth management fee grew steadily, driven by mutual funds and securities product.
Cathay Life	 Focused on value-driven strategy. Total premium grew steadily driven by the growth of renewal premium. Both FYP and FYPE ranked No.1 in the industry. After-hedging investment yield reached 4.1%. Overall investment performance maintained stable.
Cathay Century	 Premium income grew steadily. Remained in second place with 11.8% market share. Developed online business in China and enlarged local team in Vietnam. Overseas premium income continued to rise.
Cathay SITE	 Ranked No.1 in terms of AUM, which amounted to NT\$939.4 BN. Recognized by Asia Asset Management, Benchmark and received TFF-Bloomberg Best Fund Award in 2020. Received "Plan to Advance Excellence for SITEs" preferential treatment from FSC.
Cathay Securities	 Optimized customer experience with new digital business model. 9M20 profit increased significantly.
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Cathay FHC – Net income & EPS

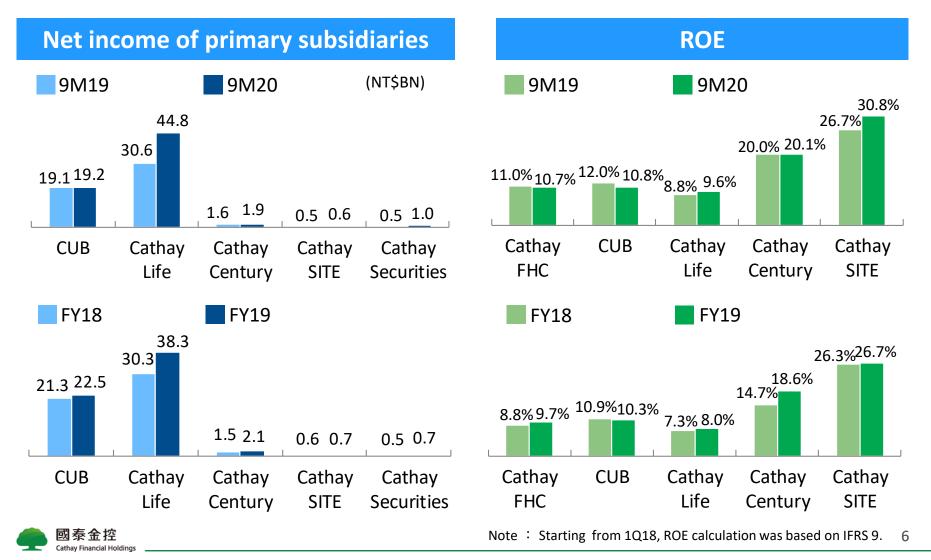
Cathay Financial Holdings

O 9M20 earnings has already surpassed 2019 full year's figure driven by sound investment performance.



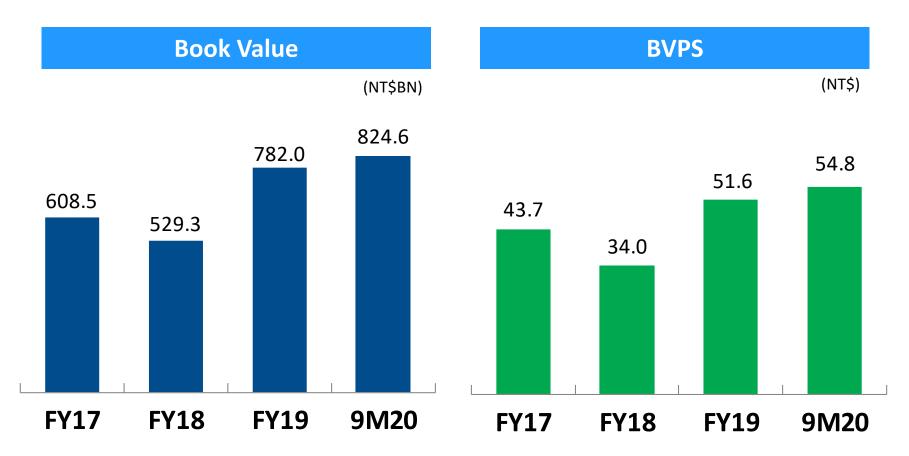
Cathay FHC – Net income & ROE

- Life's net income increased 47% YoY due to better investment income.
- P&C, Asset Management and Securities subsidiaries delivered double digit growth in net income.



Cathay FHC – Book value & BVPS

Book value continued to increase due to increase in the unrealized gains from financial assets and earnings contribution.



Note : (1) Book value includes preferred shares and minority interests, BVPS represented BVPS attributable to common shareholders. (2) Starting Jan.1, 2018, the reporting was based on IFRS 9.

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Cathay FHC in South East Asia

	China	Vietnam	Cambodia	Hong Kong	Singapore	Malaysia	Laos	Philippines	Thailand	Myanmar	Indonesia
Bank	7	36	16	1	1	1	1	1	1	1	1
Life	53 ⁽¹⁾	110 ⁽¹⁾									
P&C	26	2									
Asset Mgt.	1			1							
Securities				2							

- Note: (1) Cathay Lujiazui Life and Cathay Life (Vietnam) footprints includes headquarter and branches.
 - (2) Footprints in Thailand and Indonesia are rep. offices.
 - (3) Investments in RCBC and Bank Mayapada are funded by Cathay Life.
 - (4) Cathay FHC owns 49% stake of Cathay Century (China), and 33% stake of CDBS Cathay Asset Management.



- Vietnam: Indovina Bank performed steadily.
- Cambodia: Subsidiary's businesses grew steadily.
- Philippines: Invested 23% stake in RCBC.⁽³⁾
- Indonesia: Invested 37% stake in Bank Mayapada.⁽³⁾
- Myanmar: Planned to open Yangon branch in early 2021.

Cathay Life (Vietnam)

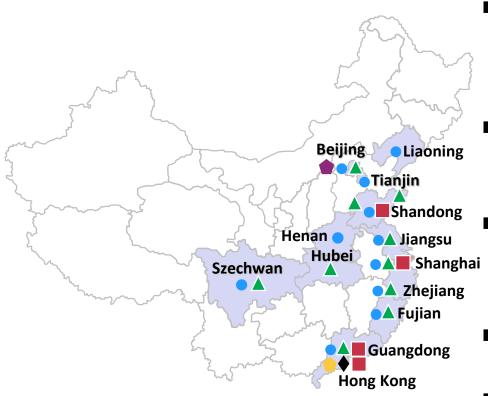
- Total premium grew 60% YoY to VND 1.17TN in 9M20.
- Expanded and diversified distribution channels.

Cathay Century

 Continued to expand local distribution channels to enhance growth momentum.



Cathay FHC in China



- Cathay Lujiazui Life
- Cathay United Bank
- Cathay Century (China)
- Cathay Securities

thay Financial Holding

- Conning Asia Pacific Limited
- CDBS Cathay Asset Management Company

Cathay United Bank

- The China subsidiary performed steadily.
- CUB China invested RMB 800MN in Ant Consumer Finance Company in Chongqing.
- Cathay Lujiazui Life
- Each business line grew steadily.
- Total premium grew 10% YoY to RMB 2.2BN in 9M20.
- Cathay Century (China)
- Formed a strategic alliance with Ant Financial group.
 Actively developed eCommerce-related financial services.
- Cathay Securities (HK)
- Each business line grew steadily.
- JV with China Development Bank Securities (CDBS Cathay Asset Management)
- Continued to launch new products. Mainly focused on fixed income funds.
- Conning Asia Pacific Limited
- Continued to expand asset management business.

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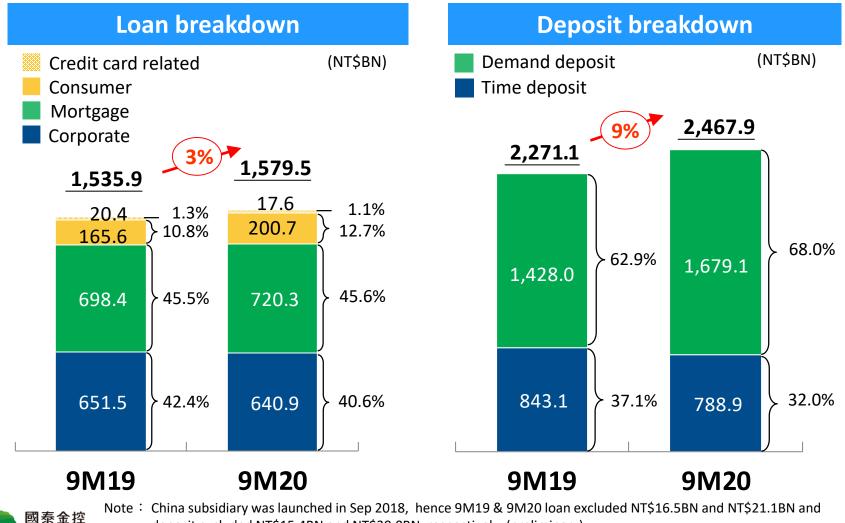
Appendix



Cathay United Bank – Loan & Deposit breakdown

- **Total loan balance increased YoY due to growth in consumer loan and mortgage.**
- Deposit grew solidly with higher demand-deposit ratio.

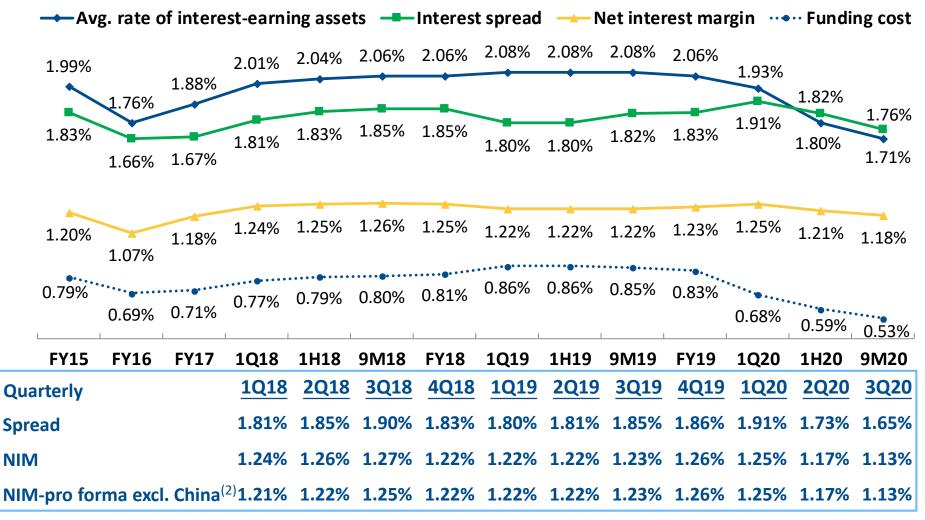
athay Financial Holdings



deposit excluded NT\$15.4BN and NT\$30.0BN, respectively. (preliminary)

Cathay United Bank – Interest yields

Interest spread and NIM contracted due to continued adverse impact from rate cuts.

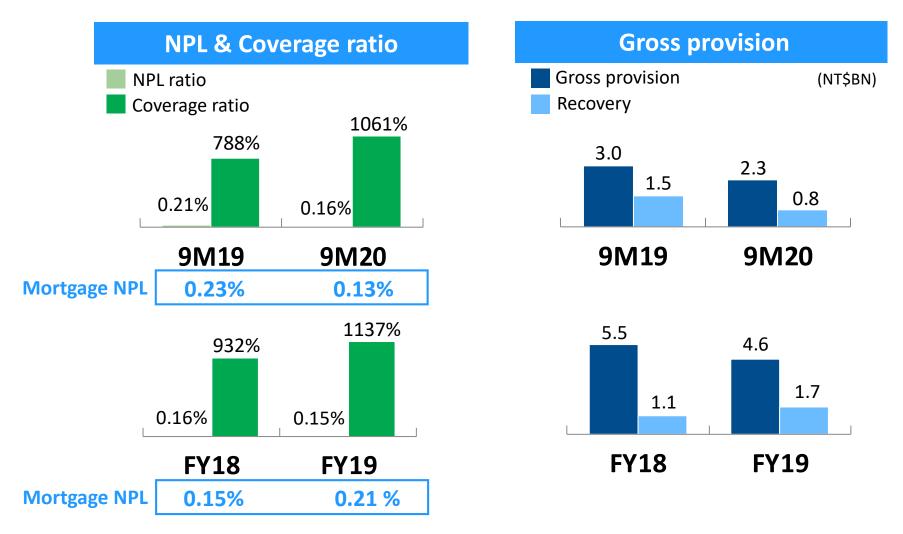


Note : (1) Credit card related loans are included in the calculation of interest spread.

國泰金控 (2) China subsidiary was launched in Sep 2018. Hence, since 9M18, China subsidiary results was excluded.

Cathay United Bank – Credit quality

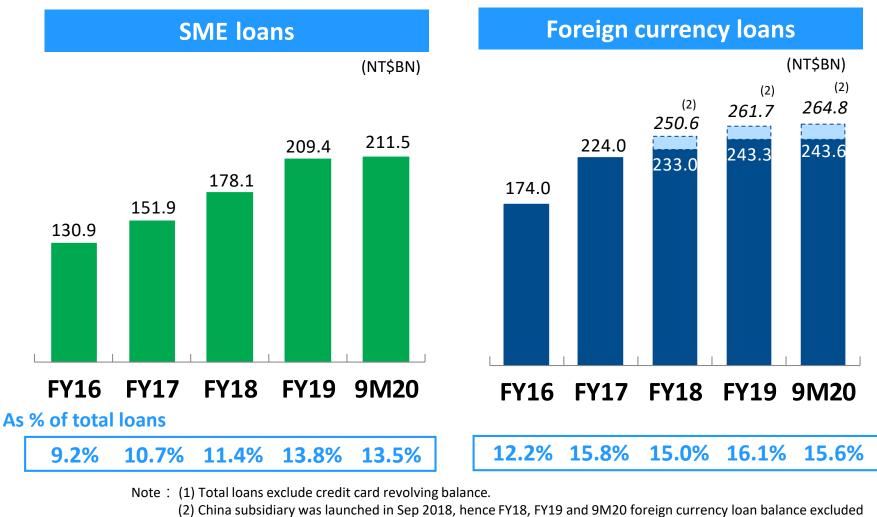
Asset quality remained benign with NPL at 0.16% and coverage ratio at 1061%.



Note : China subsidiary was launched in Sep 2018. Hence, 9M19 & 9M20 number excluded China subsidiary results. (NPL ratio: 0% and 0.19%, Gross provision: NT\$ -18.9MN and NT\$ -39MN, Recovery: NT\$36.2MN and NT\$ 0MN; preliminary).

Cathay United Bank – SME & FX loans

Grow SME and Foreign currency loans while ensuring asset quality.

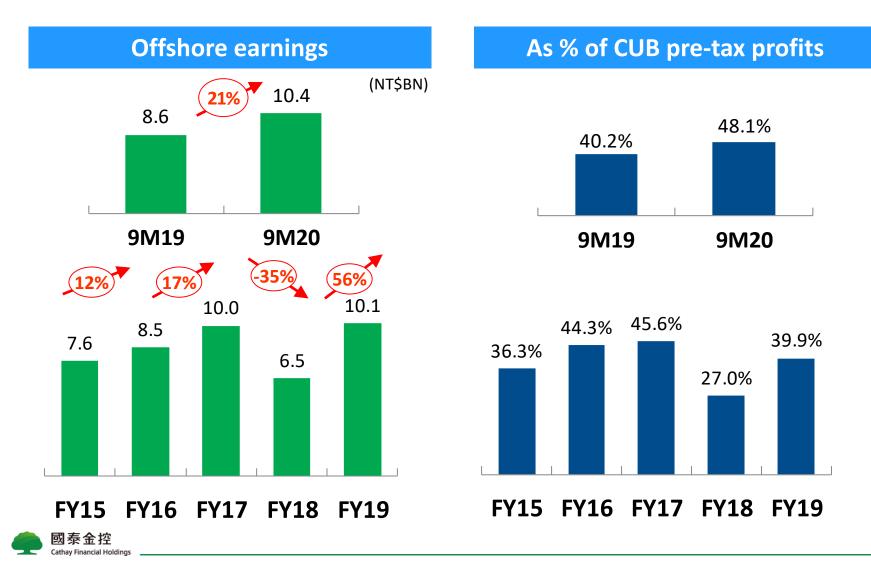


NT\$17.6BN, NT\$18.4BN and NT\$21.1BN from China subsidiary, respectively. (preliminary)

國泰金控 Cathay Financial Holdings 15

Cathay United Bank – Offshore earnings

Expand overseas business by deepening overseas presence and capture investment opportunities.
 Offshore earnings grew 21% YoY and accounted for 48% of pre-tax earnings.

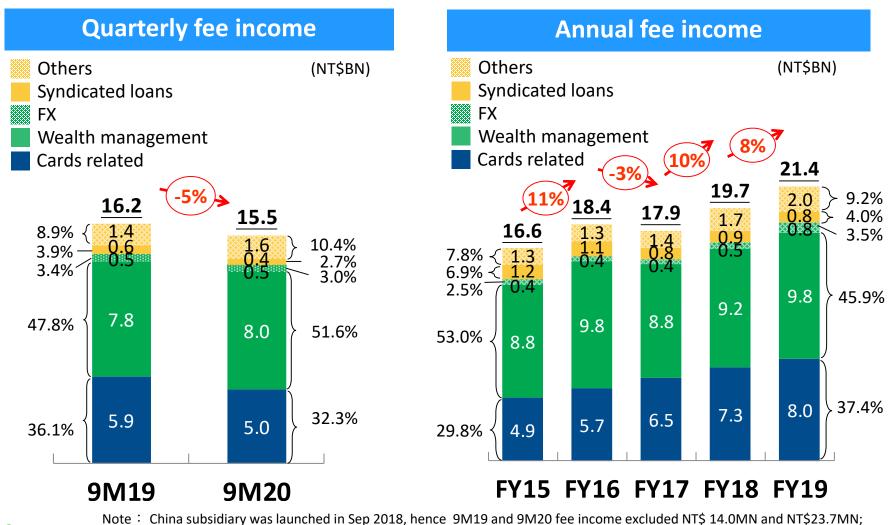


Cathay United Bank – Fee income

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Fee income declined 5% YoY due to decreased consumption under COVID-19 pandemic and lower credit card fee.



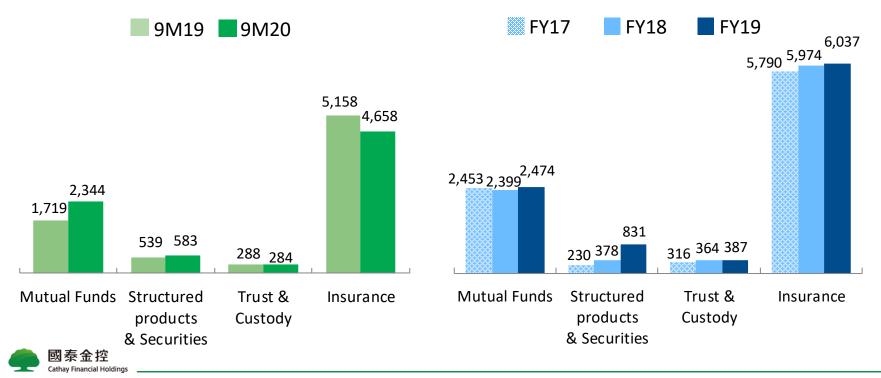
FY18 (Sep.-Dec.) and FY19 excluded NT\$ 5.8MN and NT\$18.9MN from subsidiary, respectively. (preliminary)

Cathay United Bank – Wealth management fee

Wealth management fee increased 2.8% YoY, driven by strong growth in mutual funds more than offsetting the decline in bancassurance fee.

Wealth management fee breakdown

(NT\$MN)	9M19	9M20	FY17	FY18	FY19
Wealth management fee income	7,761	7,976	8,837	9,183	9,808
YoY growth (%)	4.3%	2.8%	-10.1%	3.9%	6.8%



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Cathay Life

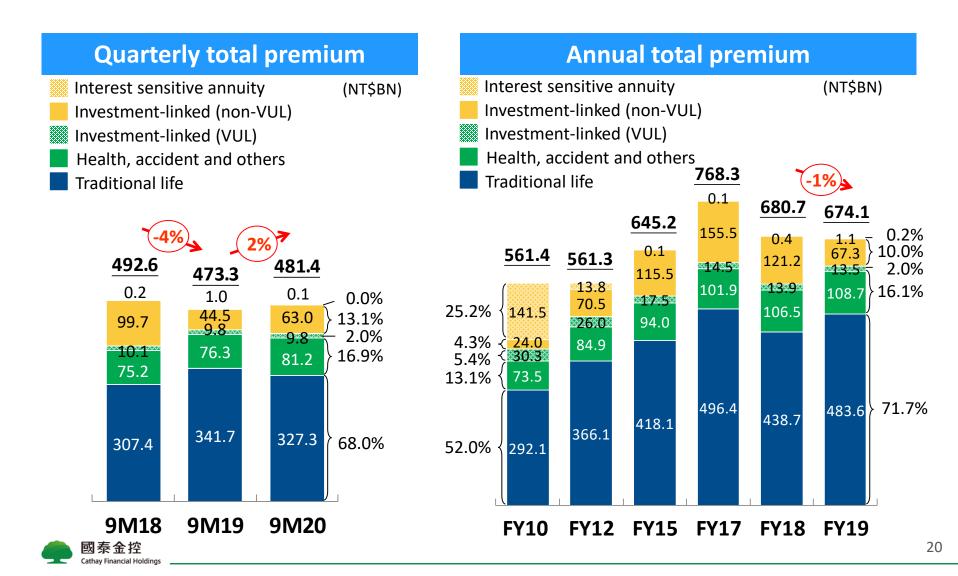
Cathay Century

Appendix



Cathay Life – Total premium

Total premium increased 2% YoY, driven by the growth in renewal premium.



Cathay Life – Quarterly FYP & APE

■ FYP declined 16% YoY due to lower policy reserve rate. FYPE also declined, reflecting the increase in sales of single-paid investment-linked products.

(NT\$BN)

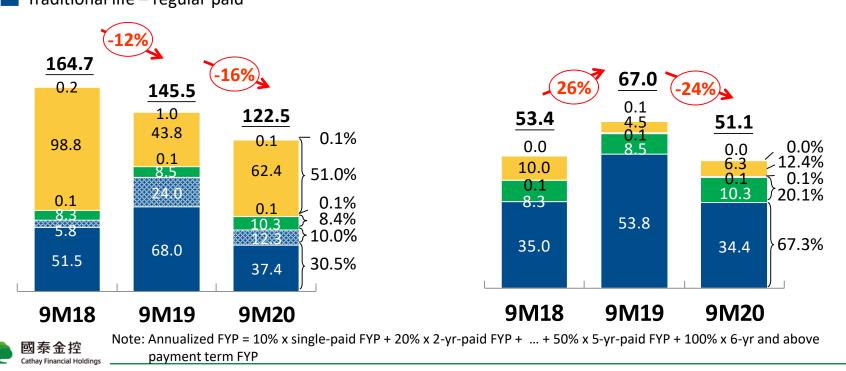
FYP and FYPE ranked No. 1 in the industry.

First Year Premium

Interest sensitive annuity
 Investment-linked (non-VUL)
 Investment-linked (VUL)
 Health, accident and others
 Traditional life – single paid
 Traditional life – regular paid

Annualized FYP (APE) erest sensitive annuity (NT\$BN)

- Interest sensitive annuity
- Investment-linked (non-VUL)
- Investment-linked (VUL)
- Health, accident and others
- Traditional life



Cathay Life – Value of new business

- VNB and VNB margin declined due to lower sales volume and product mix change impacted by lower policy reserve rate.
- VNB margin increased to 39% if excluding the impact of product mix change.

(NT\$BN)

Profit Margin	9M19 ⁽¹⁾	9M20 ⁽¹⁾
VNB/FYP	24%	21%
VNB/FYP (excl. Investment- linked (non-VUL))	33%	39%
VNB/FYPE	53%	50%

YoY -27%

25.7

9M20

45.7⁽²⁾

35.4

9M19

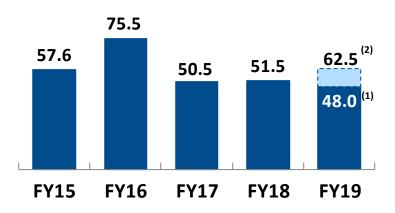
(1)



Value for New Business (annual)

Profit Margin	FY15	FY16	FY17	FY18	FY19 ⁽²⁾	FY19 ⁽¹⁾
VNB/FYP	27%	38%	22%	24%	31%	24%
VNB/FYPE	57%	56%	64%	72%	65%	50%

(NT\$BN)



Note : (1) 9M19, FY19 and 9M20 VNB were based on 2019 Embedded Value assumptions.

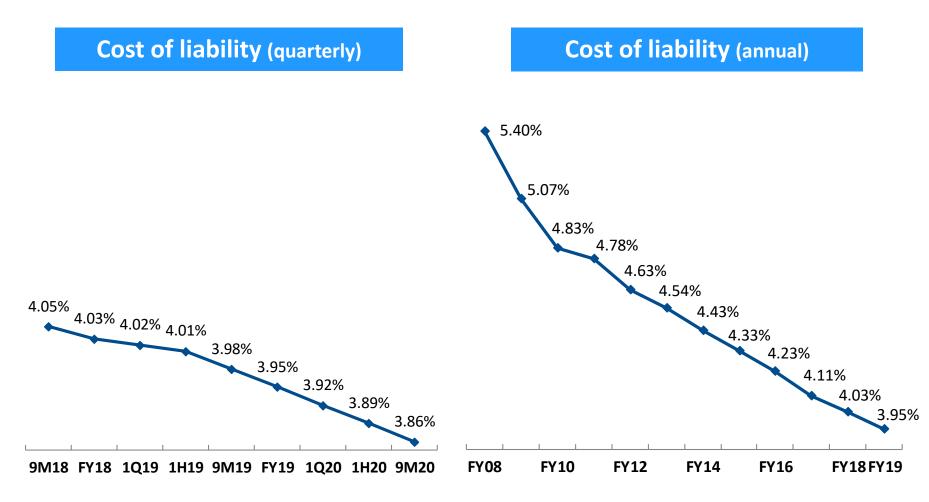
(2) Based on 2018 Embedded Value assumptions, 9M19 & FY19 VNB were NT\$45.7BN and NT\$62.5BN ;



VNB/FYP were both 31%, VNB/FYPE were 68% and 65%, respectively.

Cathay Life – Cost of liability

Continued to strengthen value-driven strategy. Cost of liability continued to improve.



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

Dynamically adjust the investment portfolio to reduce the impact of market volatility.

(NT\$BN)	FY17	FY18		FY19			9M20			
Total investments ⁽¹⁾	5,502.6	5,761.0		6,415.0			6,752.5			
	Weight	Weight	Weight	Amount	Return	Weight	Amount	Return		
Cash & Cash equivalents	1.6%	1.1%	3.7%	237	0.6%	4.1%	276	0.4%		
Equity- Domestic	8.4%	7.5%	5.0%	322	7.9%	5.6%	381	14.6%		
Equity- International ⁽²⁾	6.3%	6.7%	5.8%	370	6.5%	5.3%	358	4.8%		
Bond- Domestic	5.5%	5.0%	7.9%	505	5.7%	8.4%	566	5.4%		
Bond- International ⁽¹⁾⁽²⁾	55.7%	58.6%	58.9%	3,777	5.3%	59.5%	4,018	5.7%		
Mortgage & Secured loans	8.1%	7.1%	5.3%	341	2.1%	4.8%	314	1.7%		
Policy loans	3.0%	3.0%	2.7%	171	5.6%	2.5%	166	5.5%		
Real estate	9.2%	8.7%	8.2%	526	2.7%	7.7%	530	3.0%		
Others	2.4%	2.4%	2.6%	165		2.1%	143			

Note: (1) Total assets excluded separate account assets; international bond includes foreign currency deposit and related adjustments (2) Yields of international equity and international bond are pre-hedge investment yields.

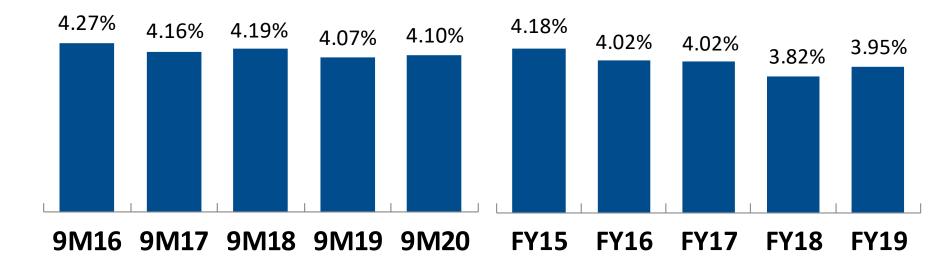


Cathay Life – Investment performance highlight

- Continued to enhance credit mix in bond portfolio.
- Realized capital gain into market strength.

After-hedging investment yield

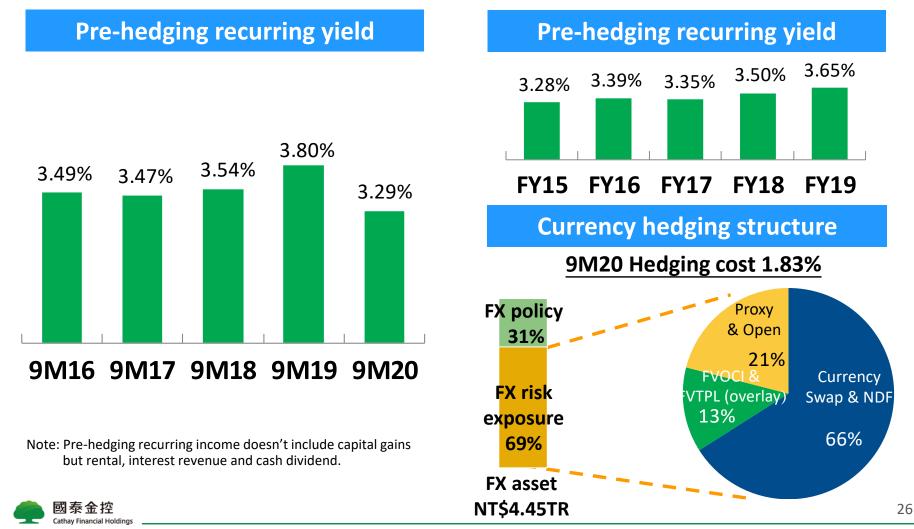
After-hedging investment yield





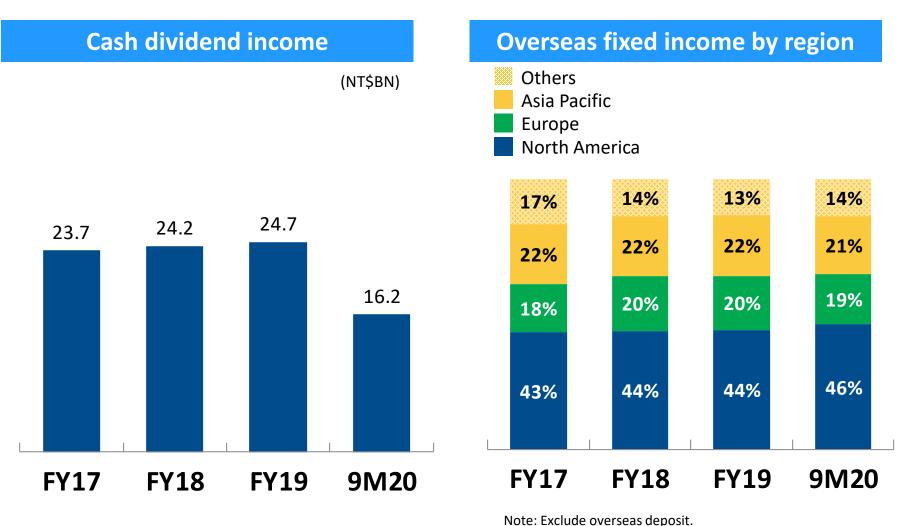
Cathay Life – Investment performance highlight

- □ Higher cash level and better credit rating mix led to lower pre-hedging recurring yield.
- □ NTD was stronger than other Asian currencies, affecting the proxy hedging effectiveness.
- Additional provision to strengthen buffer for FX volatility.



Cathay Life – Cash dividend income & Overseas fixed income by region

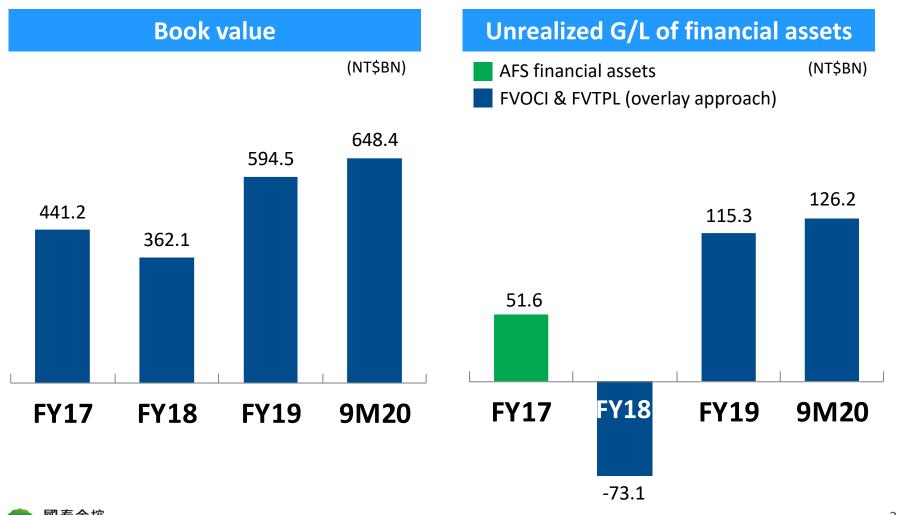
9M20 cash dividend income was NT\$16.2 billion.



國泰金控 Cathay Financial Holdings

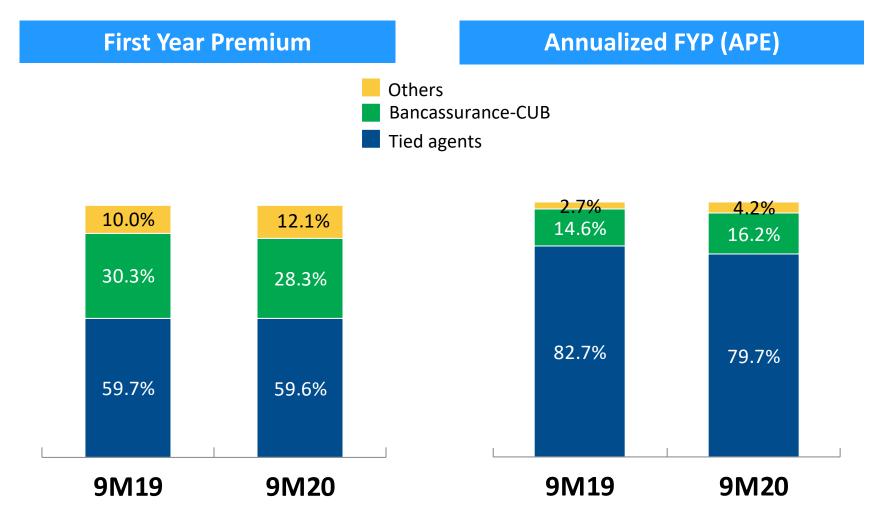
Cathay Life – Book value & Unrealized G/L of financial assets

Book value and unrealized gain continued to increase.



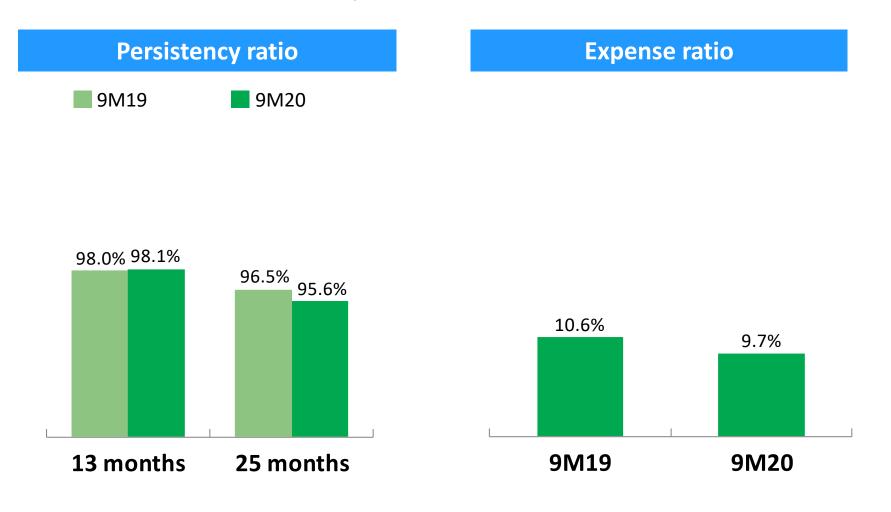
Cathay Life – Distribution channel

Premium income was mainly generated by Cathay Life agents and Cathay United Bank. Group's strong selling capability provides solid contribution to premium income and VNB.



Cathay Life – Operational indicators

Expense ratio improved due to lower underwriting cost and commission fee, resulting from lower FYP and increased sales in investment-linked policies.





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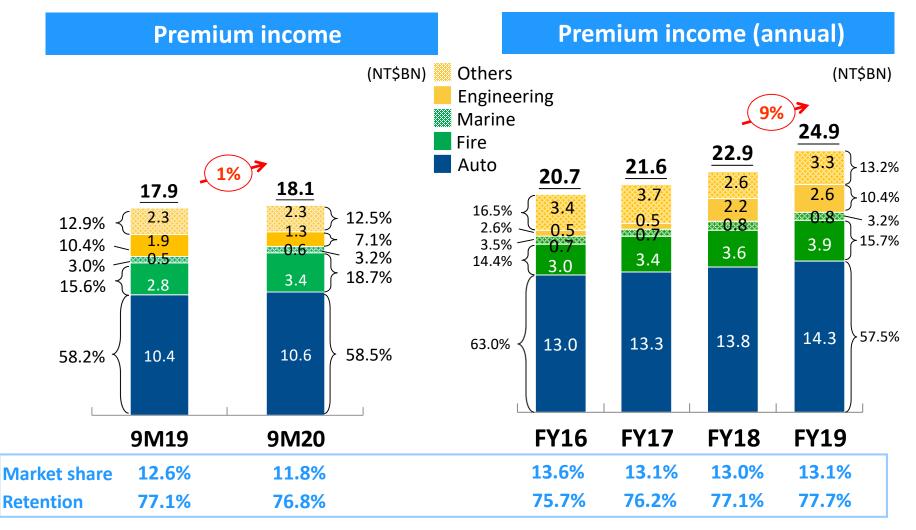
Cathay Century

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Cathay Century – Premium income

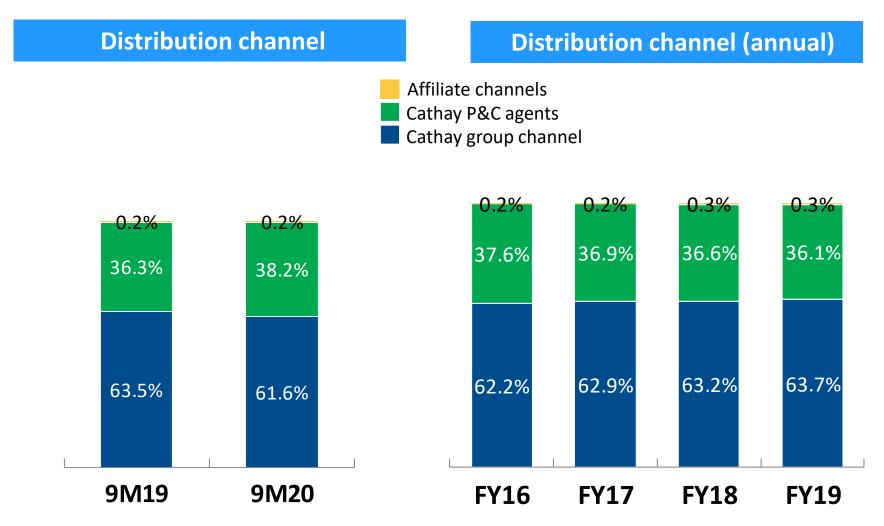
Premium income grew steadily. Market share was 11.8% and ranked No. 2 in the industry.



國泰金控 Note: Market share is based on direct insurance premium.

Cathay Century – Distribution channel

Benefiting from cross-selling synergy, over 60% of premium income was generated by the group's channel.



Cathay Century – Combined ratio

Gross combined ratio and retained combined ratio remained stable.



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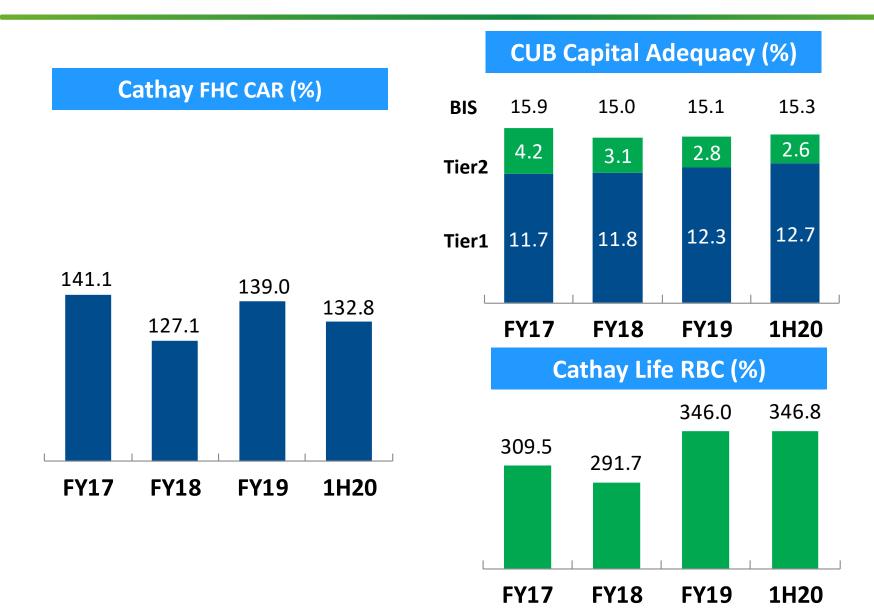
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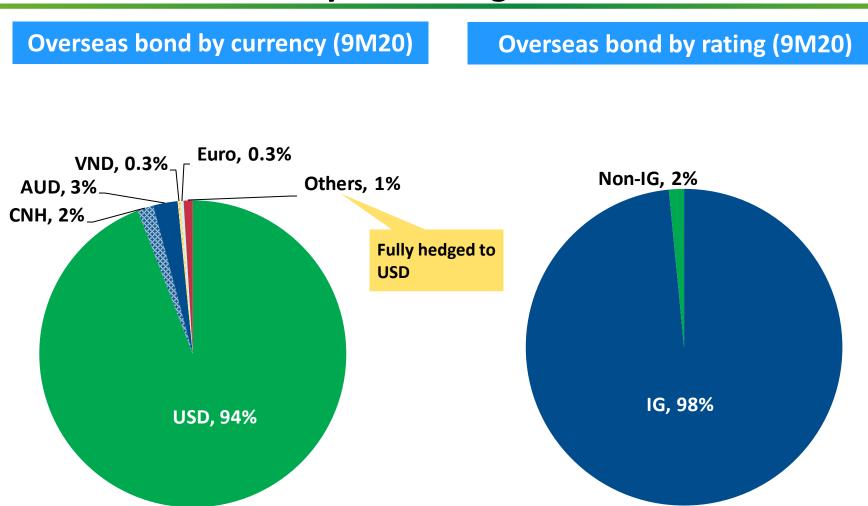


Capital adequacy





Cathay Life – Overseas bond breakdown by currency and rating





Thank you

國泰金控 Cathay Financial Holdings

Cathay Financial Holdings			FY19/			9M20/			3Q20/
(NT\$MN)			FY18			9M19			3Q19
Income Statement Data (Consolidated)	FY18	FY19	% Chq	9M19	9M20	% Chq	3Q19	3Q20	% Chg
Operating Income			Ū						<u>v</u> _
Net interest income	180,628	196,367	9%	146,941	142,985	-3%	49,539	47,079	-5%
Net commission and fee	7,312	2,346	-68%	2,784	5,335	92%	1,714	2,536	48%
Net earned premium	576,811	631,487	9%	446,740	437,090	-2%	137,359	132,123	-4%
Change in liability reserve	(334,122)	(394,074)	18%	(256,836)	(340,349)	33%	(96,788)	(98,439)	2%
Net claims payment	(368,656)	(365,669)	-1%	(287,079)	(208,736)	-27%	(74,402)	(72,791)	-2%
Investment income	82,634	89,621	8%	77,108	99,081	28%	23,305	46,953	101%
Contribution from associates-equity method	1,004	1,149	14%	644	(12,450)	-2034%	(117)	561	581%
Other net non-interest income	(6,421)	587	109%	(4,436)	10,846	344%	2,487	(3,461)	-239%
Bad debt expense	(4,599)	(2,205)	-52%	(621)	(1,749)	182%	(387)	(829)	114%
Operating expense	(78,992)	(89,050)	13%	(63,914)	(60,764)	-5%	(21,117)	(20,267)	-4%
Income before taxes	55,599	70,557	27%	61,330	71,289	16%	21,593	33,465	55%
Income taxes	(3,777)	(6,698)	77%	(9,178)	(6,873)	-25%	(3,574)	(1,751)	-51%
Net income	51,822	63,859	23%	52,152	64,415	24%	18,018	31,714	76%
EPS (NT\$)	3.95	4.76		3.86	4.55		1.41	2.37	
Dividend Payout									
Cash dividend per share	1.50	2.00							
Stock dividend per share	0.00	0.00							
Weighted average outstanding shares (Millions of common shares)	12,563	12,618		12,563	13,169				
Balance Sheet Data (Consolidated)									
Total assets	9,224,484	10,065,479		9,939,730	10,562,020				
Total shareholders' equity	529,289	782,027		732,301	824,630				
Operating Metrics									
ROAE (Consolidated)	8.83%	9.74%		11.02%	10.69%				
ROAA (Consolidated)	0.57%	0.66%		0.73%	0.83%				
Double leverage ratio(inc. preferred stock)	112%	110%		110%	112%				
Capital Adequacy Metrics									
Capital Adequacy Ratio	127%	139%							

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) Total may not sum due to rounding.

(3) Starting from 2018/1/1, Cathay FHC adopted IFRS9. The comparative information for prior periods was not restated.



Cathay Life			FY19/			9M20/			3Q20/
(NT\$MN) Income Statement Data (Consolidated)	FY18	FY19	FY18 % Chg	9M19	9M20	9M19 % Chg	3Q19	3Q20	3Q19 % Chg
Net written premium	559,386	608,641	9%	430,348	420,602	-2%	131,838	126,526	-4%
Net earned premium	558,929	607,820	9%	430,348	420,002	-2 %	131,601	126,488	-4%
Reinsurance commission earned	762	356	-53%	430,221	420,714	-42%	8	6	-29%
Fee income	9,148	8,450	-8%	6,229	6,410	-42 %	2,162	2,231	-29%
Recurring investment income	197,281	228,037	16%	180,523	163,112	-10%	70,256	57,286	-18%
Gain on disposal of investment	107,201	220,001	1070	100,020	100,112	1070	10,200	01,200	1070
Realized gain (loss)-Equity	49,374	38,929	-21%	28,718	58,509	104%	2,936	22,862	679%
Realized gain (loss)-Debt	15,092	36,365	141%	21,970	54,175	147%	8,141	15,665	92%
Gain on investment property	(740)	912	223%	622	1,882	203%	(5)	(16)	
FX and others, net	(44,019)	(61,689)	-40%	(46,247)	(73,083)	-58%	(17,275)	(15,525)	10%
Investment income, net	216,988	242,553	12%	185,585	204,595	10%	64,053	80,273	25%
Other operating income	5,508	6,107	11%	4,406	5,418	23%	1,463	2,245	53%
Separate account revenues	28,084	63,653	127%	46,299	33,215	-28%	7,629	22,543	195%
Net claims payment	(357,244)	(349,158)	-2%	(275,855)	(197,282)	-28%	(70,501)	(68,911)	-2%
Changes in liability reserves	(333,716)	(393,679)	18%	(256,549)	(340,476)	33%	(96,663)	(98,253)	2%
Acquisition and commission expense	(33,900)	(43,834)		(29,801)	(26,138)	-12%	(9,334)	(8,317)	-11%
Other operating costs	(7,765)	(6,394)	-18%	(4,375)	(5,291)	21%	(1,464)	(2,093)	43%
Financial cost	(2,331)	(2,730)	17%	(2,026)	(1,767)	-13%	(750)	(727)	-3%
Separate account expense	(28,084)	(63,653)	127%	(46,299)	(33,215)	-28%	(7,629)	(22,543)	195%
Operating expense	(29,165)	(30,692)	5%	(22,846)	(21,934)	-4%	(7,630)	(7,352)	-4%
Net non-operating income	1,312	1,710	30%	1,195	1,197	0%	334	348	4%
Income taxes	1,773	(2,216)	225%	(5,629)	(610)	-89%	(2,498)	(880)	-65%
Net income	30,297	38,293	26%	30,577	44,848	47%	10,783	25,058	132%
Balance Sheet Data									
Total assets	6,391,395	7,085,624		6,945,778	7,426,199				
General account	5,844,430	6,478,081		6,353,155	6,834,164				
Separate account	546,964	607,542		592,623	592,036				
Reserves for life insurance liabilities	5,313,167	5,683,424		5,583,924	5,977,033				
Total liabilities	6,029,265	6,491,106		6,384,654	6,777,799				
Total shareholders' equity	362,129	594,518		561,125	648,400				
Operating Metrics (Standalone)									
First Year Premium(FYP)	211,588	201,064		145,456	122,546				
First Year Premium Equivalent(FYPE)	71,372	96,313		67,021	51,135				
Expense ratio	9.6%	10.6%		10.6%	9.7%				
13-M persistency ratio	98.4%	98.0%		98.0%	98.1%				
25-M persistency ratio	94.7%	96.4%		96.5%	95.6%				
ROAE	7.25%	8.01%		8.83%	9.62%				
ROAA	0.48%	0.57%		0.61%	0.82%				
Capital Adequacy Metrics (Standalone)									
RBC ratio	292%	346%							

Notes:

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(3) Starting from 2018/1/1, Cathay Life adopted IFRS9. The comparative information for prior periods was not restated.



Cathay United Bank

(NT\$MN)			FY19/ FY18			9M20/ 9M19			3Q20/ 3Q19
	FY18	FY19	% Chg	9M19	9M20	% Chg	3Q19	3Q20	% Chg
Income Statement Data (Consolidated) Operating Income		1110	,,, e.i.g	01110	011120	/s ong	ouio	0420	,, ong
Net interest income	33,397	36,446	9%	27,053	26,285	-3%	9,147	8,341	-9%
Fee income	16,678	17,090	9 % 2%	13,082	12,634	-3%	4,599	4,672	-9 <i>%</i>
Investment income	9,862	8,996	-9%	8,203	8,547	-3 <i>%</i> 4%	2,361	1,753	-26%
Other income	918	594	-35%	451	650	44%	132	1,700	44%
Net operating income	60,855	63,126	4%	48,789	48,117	-1%	16,238	14,956	-8%
Operating expenses	(31,340)	(33,806)	8%	(25,019)	(24,064)	-4%	(8,285)	(8,263)	0%
Pre-provision profit	29,515	29,320	-1%	23,770	24,053	1%	7,953	6,693	-16%
Net provisions for possible losses	(5,032)	(2,853)	-43%	(1,551)	(1,908)		(634)	(636)	0%
Income before taxes	24,483	26,467	8%	22,219	22,146	0%	7,319	6,057	-17%
Income tax	(3,230)	(3,981)	23%	(3,097)	(2,938)		(961)	(698)	-27%
Net income	21,253	22,486	6%	19,122	19,208	0%	6,358	5,359	-16%
Balance Sheet Data									
Total assets	2,843,881	2,973,496		2,989,672	3,108,719				
Loans, net	1,595,323	1,553,151		1,553,914	1,604,997				
Financial assets	878,001	897,677		873,242	1,021,636				
Total liability	2,638,074	2,741,601		2,772,057	2,868,238				
Deposits	2,227,662	2,335,331		2,300,477	2,521,085				
Financial Debenture Payable	55,600	53,900		53,900	53,800				
Total shareholders' equity	205,807	231,895		217,615	240,481				
Operating Metrics									
Cost income ratio	51.50%	53.55%		51.28%	50.01%				
ROAE	10.86%	10.27%		12.04%	10.84%				
ROAA	0.76%	0.77%		0.87%	0.84%				
Assets Quality (Standalone)	0.500	0.000		0.004	0.400				
NPL	2,563	2,286		3,221	2,488				
NPL ratio	0.16%	0.15%		0.21%	0.16%				
NPL provisions Coverage ratio	23,879 932%	25,983 1137%		25,363 788%	26,391 1061%				
Consider A de museur Matrice (Oten de lane)									
Capital Adequacy Metrics (Standalone)	15.00/	45 40/							
BIS ratio	15.0%	15.1%							
Tier I Ratio	11.8%	12.3%							
<u>LDR (Standalone)</u> LDR	70.7%	65.5%		66.7%	63.3%				
LDR TWD LDR	70.7% 77.7%	65.5% 70.1%		66.7% 70.4%	63.3% 68.4%				
FX LDR	46.6%	48.8%		70.4% 52.3%	68.4% 45.0%				
	40.0%	40.0%		JZ.J %	40.0%				

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Cathay Century

			FY19/			9M20/			3Q20/
(NT\$MM)	51/40	51/40	FY18	0140	01400	9M19	0040		3Q19
Income Statement Data (Consolidated)	FY18	FY19	% Chg	9M19	9M20	% Chg	3Q19	3Q20	% Chg
Premium income	23,186	25,343	9%	18,194	18,436	1%	6,029	6,045	0%
Net written premium	17,797	19,550	10%	13,952	14,132	1%	4,720	4,777	1%
Net earned premium	17,349	19,077	10%	13,881	14,086	1%	4,806	4,718	-2%
Reinsurance commission earned	556	572	3%	427	412	-4%	129	128	0%
Fee income	43	42	-1%	33	35	7%	10	11	7%
Investment	640	1,020	59%	764	950	24%	363	535	48%
Interest income	559	555	-1%	411	417	1%	142	136	-4%
Other investment income, net	81	465	473%	352	533	51%	220	399	81%
Other operating income	0	0	0%	0	0	0%	0	0	0%
Net claims payment	(9,408)	(10,321)	10%	(7,482)	(7,938)	6%	(2,583)	(2,588)	0%
Changes in liability reserves	(406)	(395)	-3%	(287)	127	-144%	(124)	(186)	49%
Commissions and other operating costs	(3,043)	(3,409)	12%	(2,394)	(2,446)	2%	(825)	(804)	-3%
Operating expenses	(3,848)	(4,097)	6%	(2,979)	(3,033)	2%	(1,013)	(994)	-2%
Operating income	1,883	2,490	32%	1,962	2,193	12%	761	820	8%
Net non-operating income	(24)	5	123%	(0)	0	231%	(0)	(0)	59%
Income taxes	(349)	(389)	11%	(314)	(326)	4%	(110)	(83)	-25%
Net income	1,510	2,106	40%	1,648	1,867	13%	651	737	13%
Balance Sheet Data									
Total assets	37,956	43,008		40,758	41,656				
Total stockholders' equity	10,025	12,656		11,946	12,112				
Operating Metrics									
Gross Combined ratio	81.8%	84.8%		83.2%	83.2%				
Net Combined ratio	92.2%	93.0%		92.3%	91.7%				
ROAE	14.69%	18.57%		20.00%	20.10%				
ROAA	3.96%	5.19%		5.57%	5.88%				
<u>Capital Adequacy Metrics</u> RBC ratio (Standalone)	370%	339%							

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