

# 2021 First Half Briefing

**August 2021** 

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#### Agenda

#### 1H21 Business Overview

- Overseas Expansion
- Business Performance Summary

Cathay United Bank Cathay Life Cathay Century

# Appendix



#### **1H21 Business Overview**

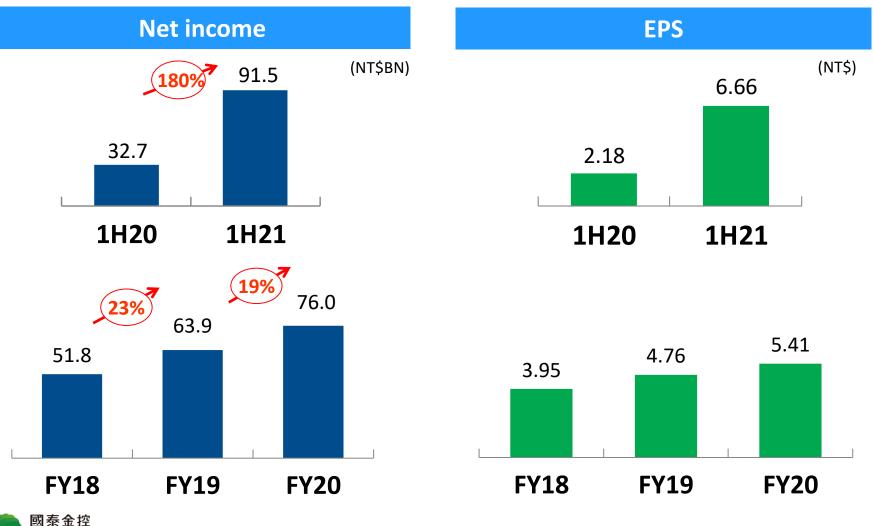
| Cathay United<br>Bank             | <ul> <li>Delivered steady loan and deposit growth with higher net interest income YoY.</li> <li>Fee income showed double-digit growth YoY. Wealth management fee income and credit card fee income grew 15% and 18%, respectively.</li> </ul>   |
|-----------------------------------|---|
| Cathay Life                       | <ul> <li>Adhered to value-driven strategy. Protection type FYP grew 23% YoY. AUM of investment-linked products increased to ~NT\$700bn, ranking No. 1 in the industry.</li> <li>Delivered sound investment performance with after-hedging investment yield of 5.6%. Both net profit and book value set new records.</li> <li>Retained strong capital position with RBC ratio of 371% and E/A of 10.6%.</li> </ul> |
| Cathay Century                    | <ul> <li>Premium income grew 9% YoY. Ranked second in market share, at 11.8%.</li> <li>Developed online business in China and expanded local team in Vietnam. Overseas premium income continued to rise.</li> </ul>   |
| Cathay SITE                       | <ul> <li>Ranked No. 1 in terms of AUM, amounting to NT\$1,201bn. 1H21 net profit achieved<br/>a record high for a first-half period.</li> <li>Recognized by Asia Asset Management and Benchmark. Received TFF-Bloomberg<br/>Best Fund Award in 2021.</li> </ul>   |
| Cathay Securities                 | <ul> <li>Optimized customer experience with a digital-only business model; focused on digital customers to increase customer base.</li> <li>Number of new accounts opened in 1H21 reached 1mn. Earnings and number of customers each hit new records for a first-half period.</li> </ul>  |
| 國泰金控<br>Gathay Financial Holdings |   |

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#### **Cathay FHC – Net income & EPS**

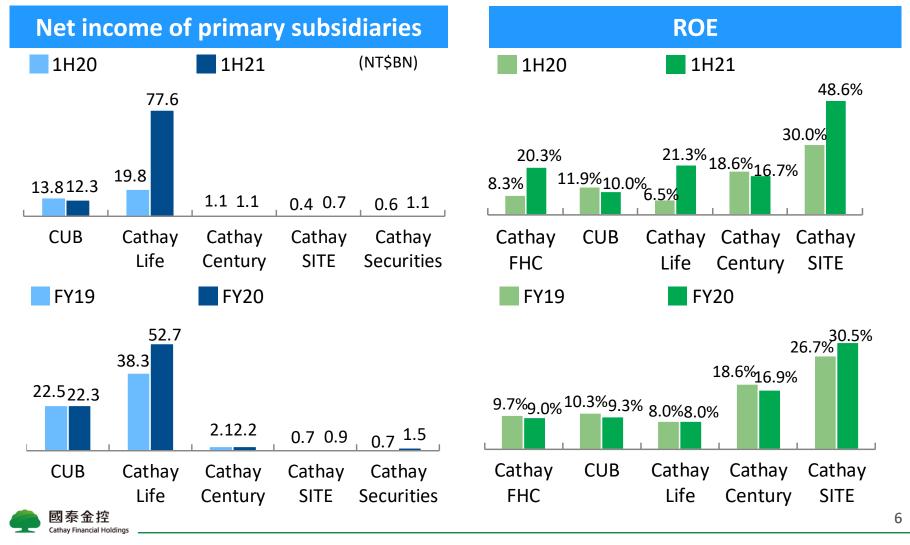
Cathay Financial Holdings

**I**H21 net income has outpaced 2020 full-year earnings, driven by sound investment performance.



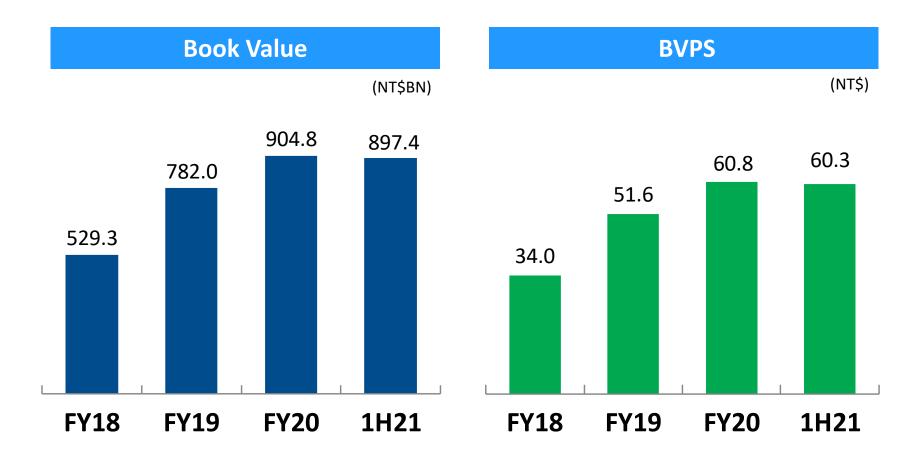
## **Cathay FHC – Net income & ROE**

- Cathay Life delivered strong investment performance with net profit outpacing FY20. Cathay Securities and Cathay SITE also reported record 1H earnings, attributable to economic recovery and financial market rally.
- CUB's core business remained solid despite earnings decline due to higher 1H20 base of investment gains.



#### Cathay FHC – Book value & BVPS

Book value was supported by strong earnings contributions, partially offset by cash dividend distribution.



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 | Myanmar | Thailand | Indonesia |
|------------|-------|---------|----------|-----------|-----------|----------|------|-------------|---------|----------|-----------|
| Bank       | 7     | 36      | 16       | 1         | 1         | 1        | 1    | 1           | 1       | 1        | 1         |
| Life       | 53    | 136     |          |           |           |          |      |             |         |          |           |
| P&C        | 26    | 2       |          |           |           |          |      |             |         |          |           |
| Asset Mgt. | 1     |         |          | 1         |           |          |      |             |         |          |           |
| Securities |       |         |          | 2         |           |          |      |             |         |          |           |

Note: (1) Footprints in Thailand and Indonesia are rep. offices.

(2) Investments in RCBC and Bank Mayapada are funded by Cathay Life.

(3) Cathay FHC owns 49% stake of Cathay Century (China), and 33% stake of CDBS Cathay Asset Management.



#### Banking

- Vietnam: IVB continued to expand corporate, consumer and digital banking business.
- Cambodia: Subsidiary's businesses grew steadily.
- Philippines: Invested in RCBC.<sup>(2)</sup>
- Indonesia: Invested in Bank Mayapada.<sup>(2)</sup>

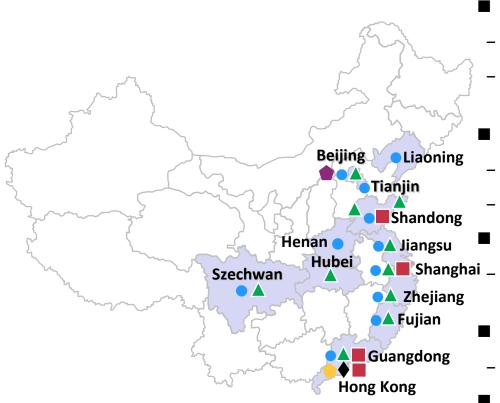
#### Cathay Life (Vietnam)

- Total premium grew 52% YoY to 1.1tn VND in 1H21.
- 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
- Conning Asia Pacific Limited
- CDBS Cathay Asset Management Company

#### Cathay United Bank

- China subsidiary showed steady performance.
- Joint venture Chongqing Ant Consumer Finance obtained operating approval in June, 2021

#### Cathay Lujiazui Life

- Total premium grew 19% YoY to 1.7bn RMB in 1H21.

- Each business line grew steadily.

#### Cathay Century (China)

 Formed a strategic alliance with Ant Group. Actively developed e-commerce-related financial services.

#### Cathay Securities (HK)

- Continued to grow local and cross-border business.
- JV with China Development Bank Securities (CDBS Cathay Asset Management)
- Business line grew steadily.
- Conning Asia Pacific Limited
- Continued to expand asset management business.

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### **Cathay United Bank**

Cathay Life Cathay Century

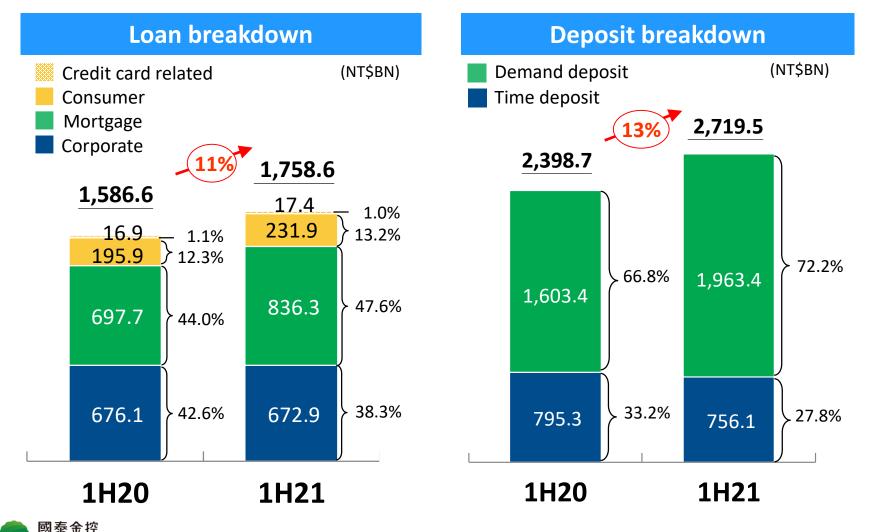
# Appendix



#### Cathay United Bank – Loan & Deposit breakdown

- **D** Robust loan growth with both consumer loan and mortgage shown double digit growth.
- Deposit grew solidly with higher demand-deposit ratio.

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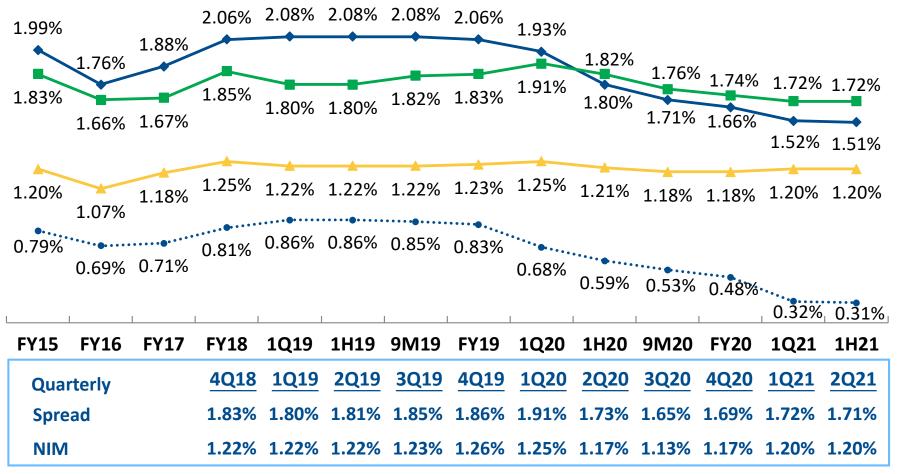


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#### **Cathay United Bank – Interest yields**

NIM and spread remained stable in 1H21. The negative impact of rate cuts was fully reflected in 3Q20.

---- Avg. rate of interest-earning assets ---- Interest spread ---- Net interest margin …•… Funding cost



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

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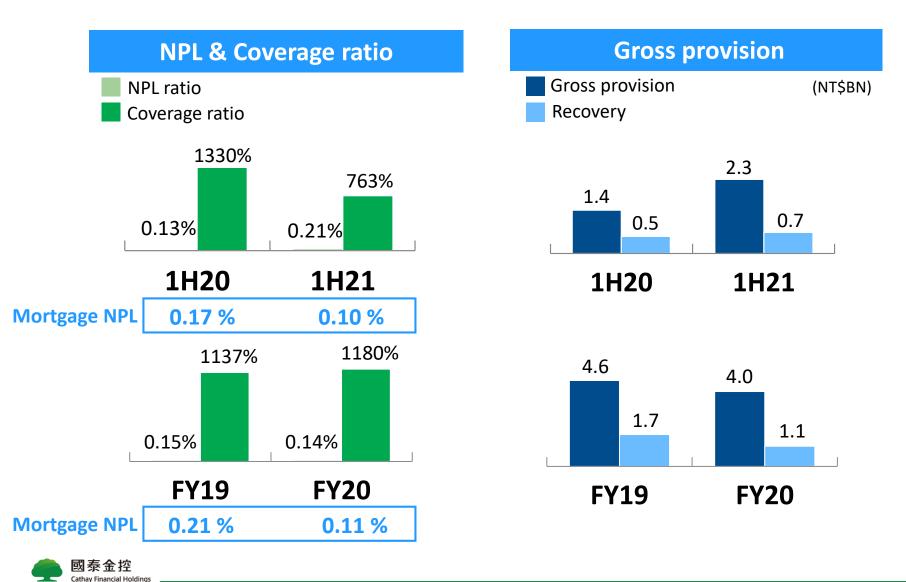
Cathav Financial Holdings

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

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#### **Cathay United Bank – Credit quality**

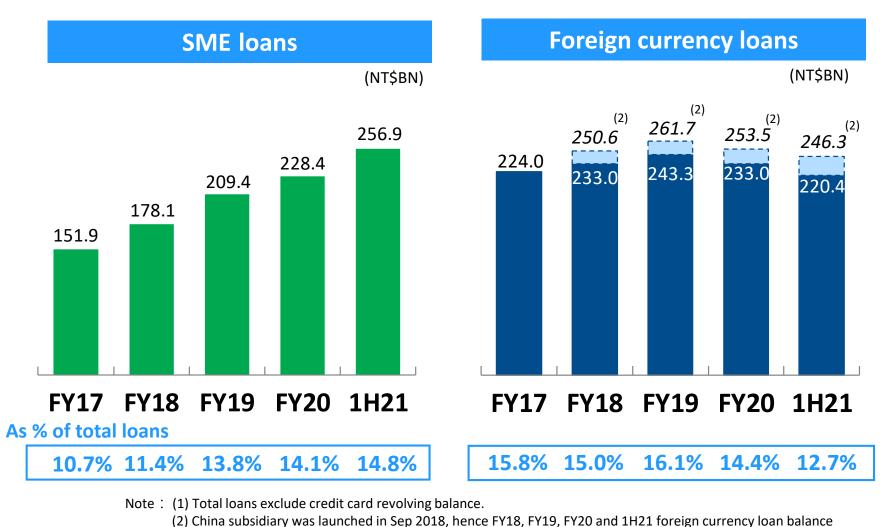
Asset quality remained steady with NPL at 0.21% and coverage ratio at 763%.



### **Cathay United Bank – SME & FX loans**

SME loans grew 12% YTD.

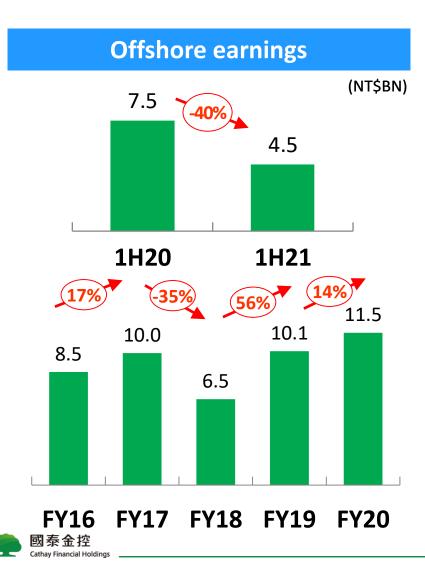
Foreign currency loans slowed down due to overseas pandemic uncertainty.

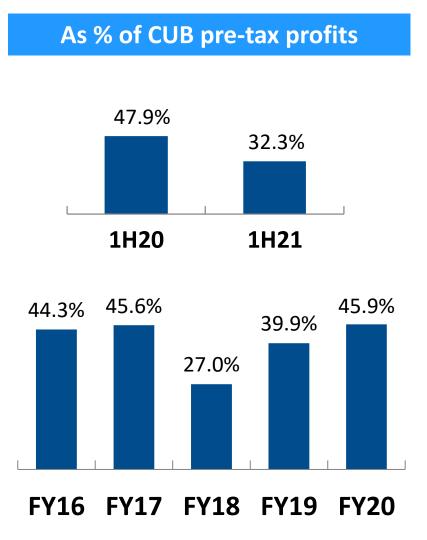


國泰金控 Cathay Financial Holdings excluded NT\$17.6BN , NT\$18.4BN , NT\$20.5BN and NT\$25.9BN from China subsidiary, respectively. (preliminary)

#### **Cathay United Bank – Offshore earnings**

Offshore earnings declined mainly due to higher 1H20 base of investment gains.

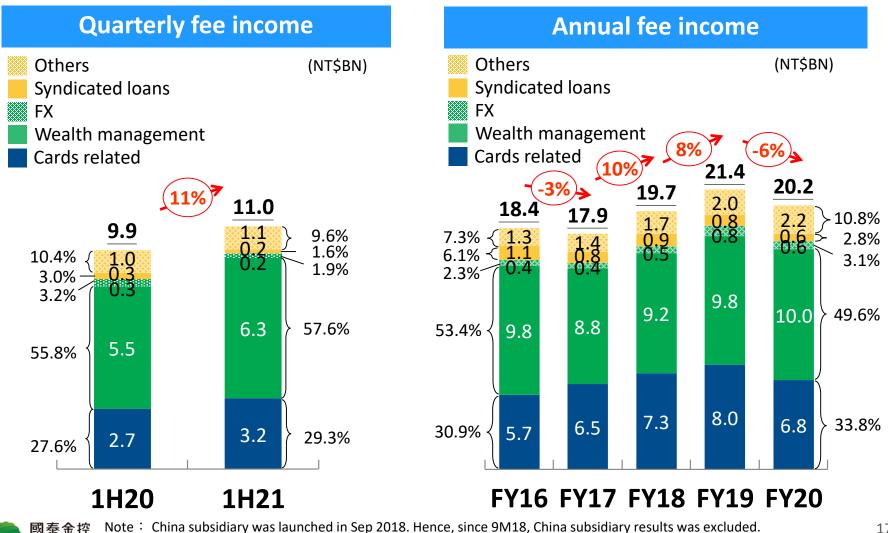




#### **Cathay United Bank – Fee income**

Cathay Financial Holdings

Fee income grew 11% YoY, attributable to credit card fee rebound and successive wealth management fee growth.



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#### **Cathay United Bank – Wealth management fee**

Wealth management fee increased 15% YoY, driven by continued solid influx of mutual funds and strong sales of new investment-linked products.

| Wealth  | managem                | ent fee br                                | ea <mark>kdown</mark> |       |                             |
|---|------------------------|---|-----------------------|-------|-----------------------------|
| (NT\$MN)  | 1H20                   | 1H21                                      | FY18                  | FY19  | FY20                        |
| Wealth management fee income  | 5,541                  | 6,346                                     | 9,183                 | 9,808 | 9,991                       |
| YoY growth (%)  | 1.2%                   | 14.5%                                     | 3.9%                  | 6.8%  | 1.9%                        |
| 2,143<br>1,519<br>389 319<br>189 220<br>Mutual Funds Structured Trust &<br>products Custody | 3,377 <sup>3,511</sup> | 3,2:<br>2,474<br>2,399<br>Mutual<br>Funds | Y18 FY1               |       | 6,037<br>5,418<br>Insurance |

Cathay Financial Holdings

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**Cathay United Bank** 

Cathay Life

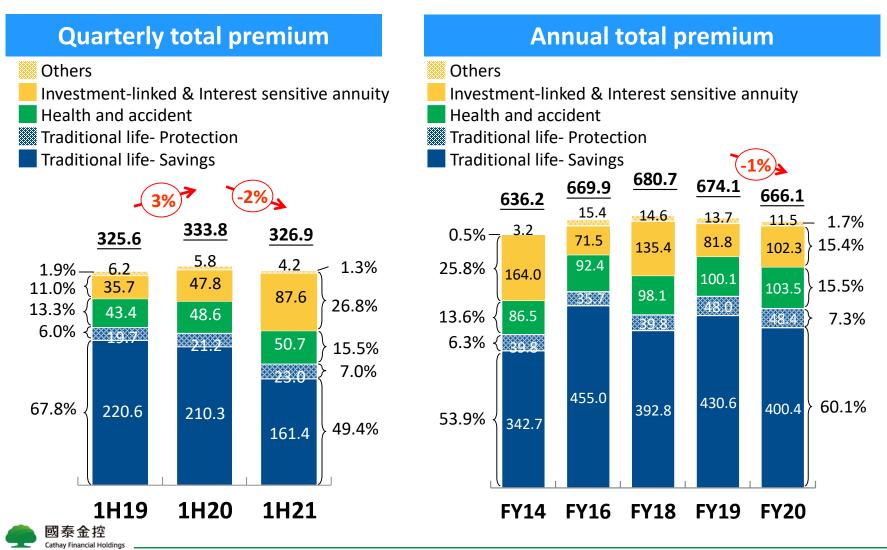
**Cathay Century** 

## Appendix



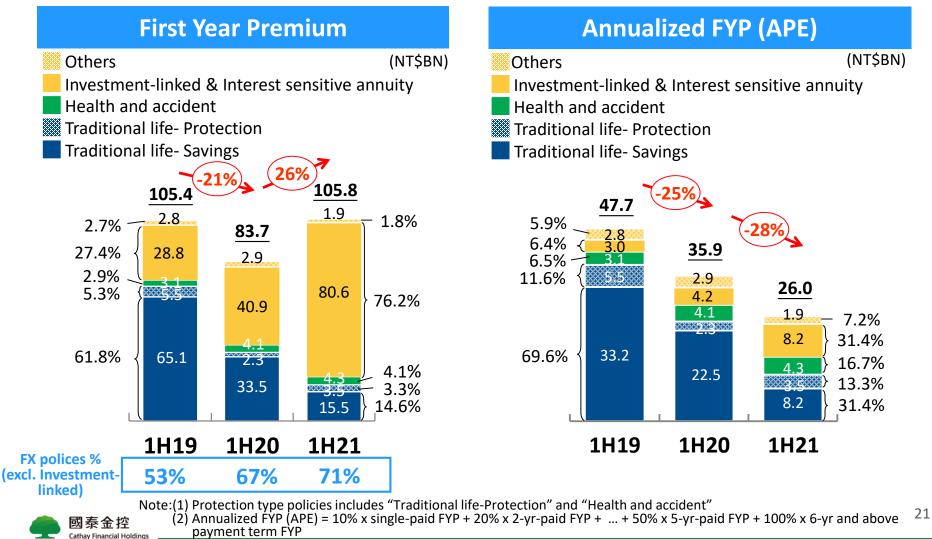
# Cathay Life – Total premium

Total premium declined YoY due to lower renewal premium, reflecting the end of regular premium payment terms for some top-selling products.



# Cathay Life – Quarterly FYP & APE

- FYP grew 26% YoY driven by substantial growth in investment-linked products (ILPs).
- **FYP** of protection-type policies grew 23% YoY, strongly supporting the contractual service margin (CSM).
- APE declined YoY, reflecting dominant single-payment ILPs in FYP.



### **Cathay Life – Value of new business**

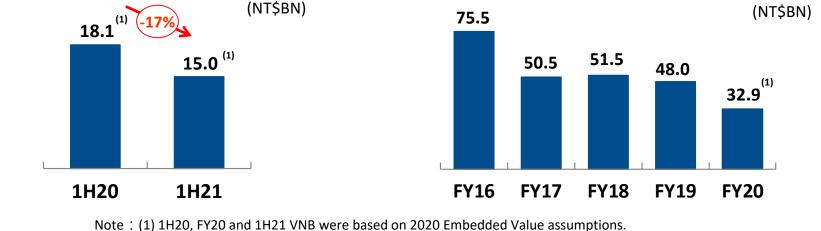
- VNB declined YoY due to high 1Q20 base driven by deferred premium income from stop-selling effect, and lower sales volume in 2021 amid local Covid-19 outbreak.
- Continued to grow high-CSM protection-type products. VNB margin increased to 50 % if excl. single-paid ILPs.

| Profit Margin                                      | 1H20 <sup>(1)</sup> | 1H21 <sup>(1)</sup> |
|--|---------------------|---------------------|
| VNB/FYP  | 22%                 | 14%                 |
| VNB/FYP<br>(excl. Investment-<br>linked (non-VUL)) | 39%                 | 50%                 |
| VNB/FYPE   | 50%                 | 58%                 |

#### Value for New Business

#### Value for New Business (annual)

| Profit<br>Margin | FY16 | FY17 | FY18 | FY19 | FY20 <sup>(2)</sup> | FY20 <sup>(1)</sup> |
|------------------|------|------|------|------|---------------------|---------------------|
| VNB/FYP          | 38%  | 22%  | 24%  | 24%  | 20%                 | 20%                 |
| VNB/FYPE         | 56%  | 64%  | 72%  | 50%  | 51%                 | 53%                 |



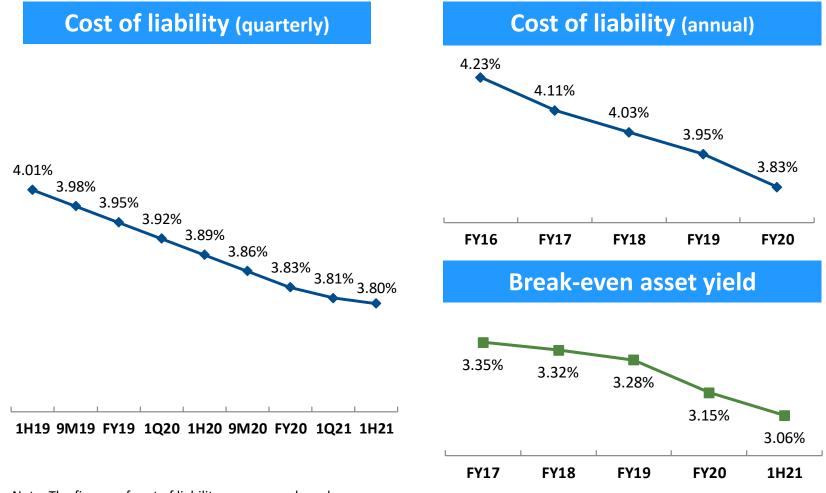
(2) Based on 2019 Embedded Value assumptions, 1H20 & FY20 VNB were NT\$17.4BN and NT\$31.8BN; VNB/FYP were 21% and 20%, VNB/FYPE were 48% and 51%, respectively.



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#### Cathay Life – Cost of liability and break-even asset yield

- Continued to strengthen value-driven strategy.
- Cost of liability and break-even asset yield continued to improve.



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

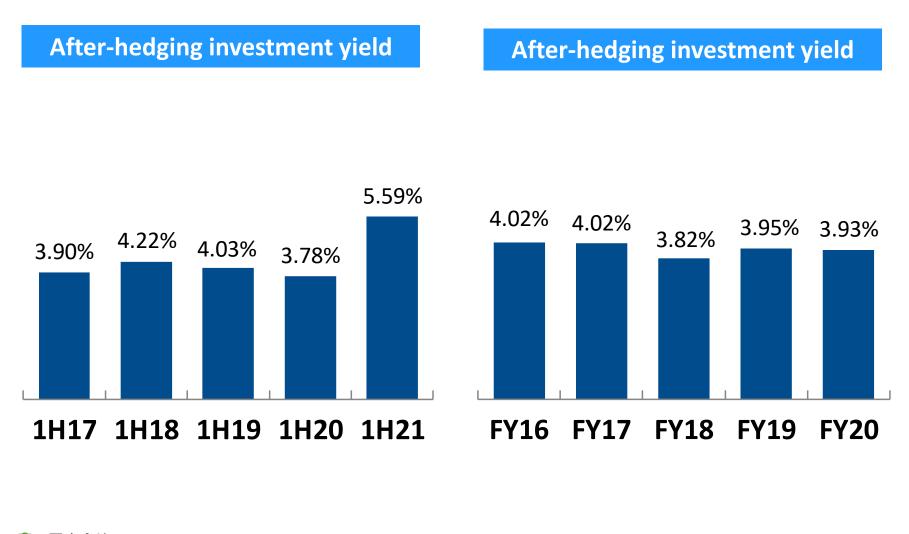


| (NT\$BN)                              | FY18    | FY19    |        | FY20    |        |        | 1H21    |        |  |  |
|---------------------------------------|---------|---------|--------|---------|--------|--------|---------|--------|--|--|
| Total investments <sup>(1)</sup>      | 5,761.0 | 6,415.0 |        | 6,945.1 |        |        | 7,097.2 |        |  |  |
|                                       | Weight  | Weight  | Weight | Amount  | Return | Weight | Amount  | Return |  |  |
| Cash & Cash equivalents               | 1.1%    | 3.7%    | 4.8%   | 335     | 0.4%   | 4.7%   | 330     | 0.3%   |  |  |
| Equity- Domestic                      | 7.5%    | 5.0%    | 6.3%   | 438     | 13.5%  | 7.0%   | 499     | 24.8%  |  |  |
| Equity- International <sup>(2)</sup>  | 6.7%    | 5.8%    | 5.9%   | 407     | 5.5%   | 6.2%   | 437     | 14.8%  |  |  |
| Bond- Domestic                        | 5.0%    | 7.9%    | 8.0%   | 553     | 4.6%   | 7.3%   | 516     | 0.8%   |  |  |
| Bond- International <sup>(1)(2)</sup> | 58.6%   | 58.9%   | 58.0%  | 4,028   | 5.5%   | 58.0%  | 4,118   | 6.1%   |  |  |
| Mortgage & Secured<br>loans           | 7.1%    | 5.3%    | 4.5%   | 311     | 1.7%   | 4.3%   | 308     | 1.5%   |  |  |
| Policy loans                          | 3.0%    | 2.7%    | 2.4%   | 167     | 5.6%   | 2.4%   | 167     | 5.4%   |  |  |
| Real estate                           | 8.7%    | 8.2%    | 7.7%   | 537     | 2.9%   | 7.7%   | 547     | 2.7%   |  |  |
| Others                                | 2.4%    | 2.6%    | 2.4%   | 168     |        | 2.5%   | 176     |        |  |  |

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.

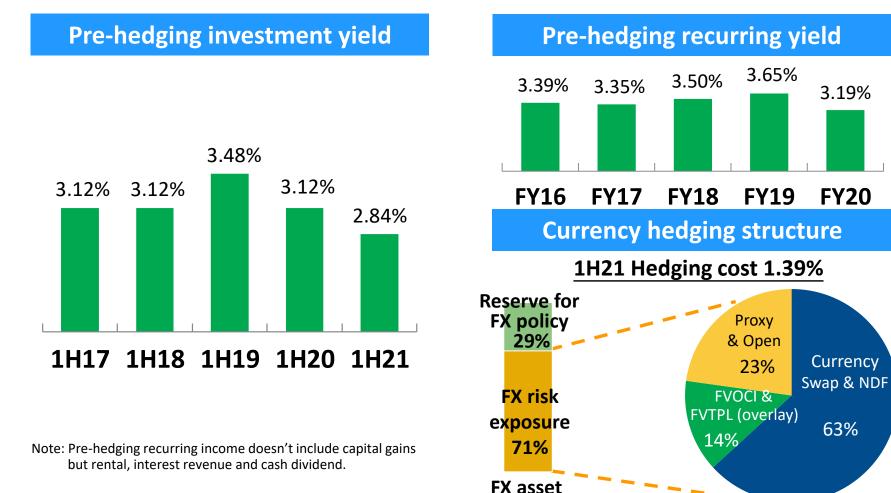
### **Cathay Life – Investment performance highlight**

Strong gains from equity and fixed income position boosted the after-hedging investment yield.



# **Cathay Life – Investment performance highlight**

- Lower global interest rates in 2020 led to reduction in 1H21 pre-hedging recurring yield. Higher new money yield in 1H21 supported the efforts to increase in recurring income.
- Hedging cost improved in 1H21.

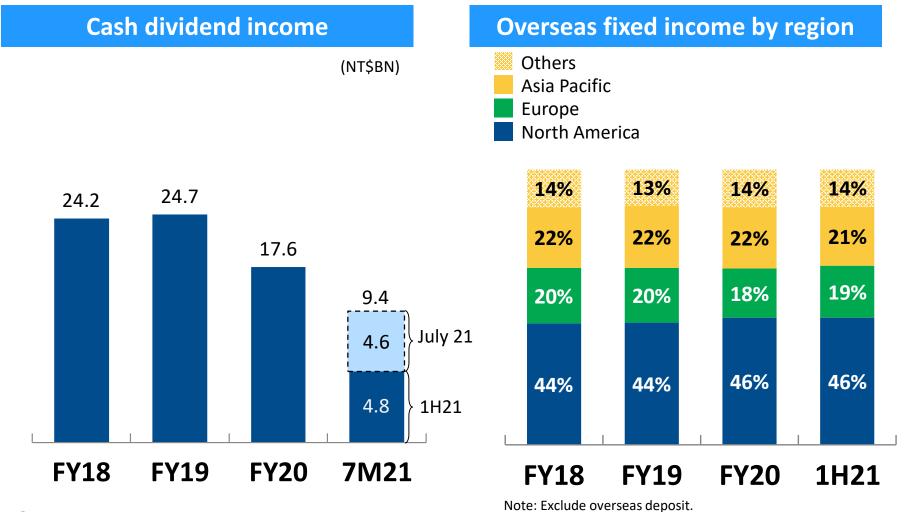


NT\$4.66TR

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

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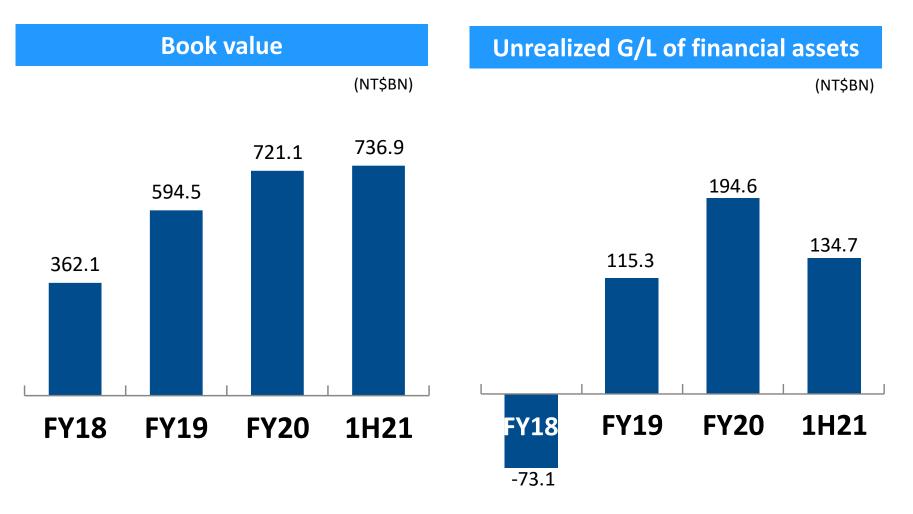
- 7M21 cash dividend income was NT\$9.4bn. Some cash dividend payments are delayed this year as AGMs have been mandatorily postponed due to the local Covid-19 outbreak.
- As corporates resume regular dividend payments, cash dividend income for 2021 is expected to grow YoY.



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

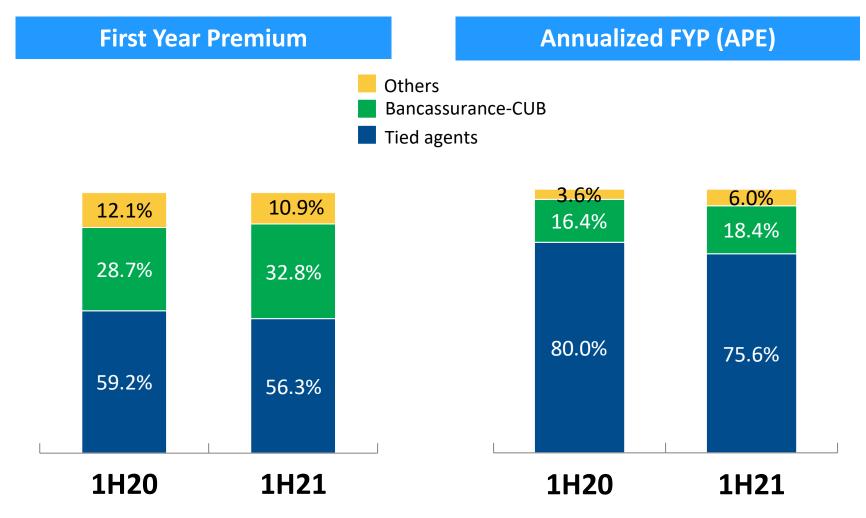
- Book value reached a new record.
- Unrealized gains from fixed income fell, reflecting YTD US bond yield rebound.



Note: FVOCI & FVTPL (overlay approach)

### **Cathay Life – Distribution channel**

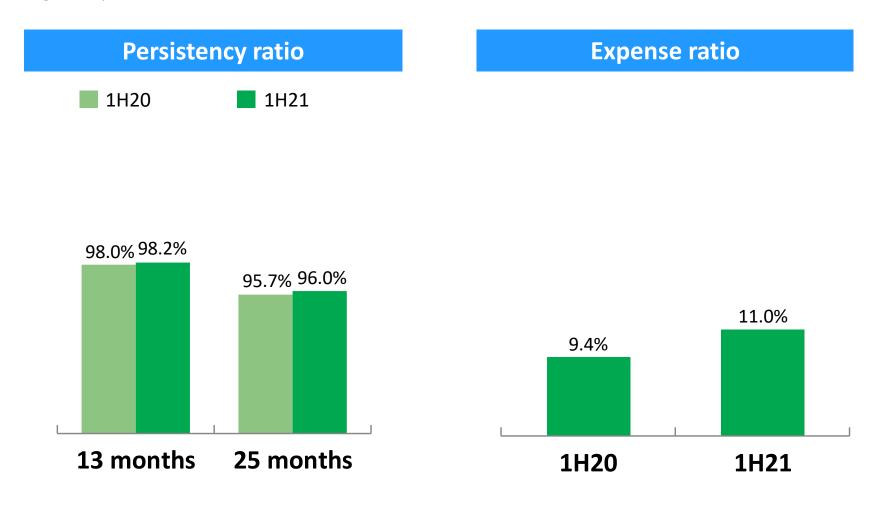
Premium income was mainly generated by Cathay Life agents and Cathay United Bank. The group's strong sales capabilities provided solid contributions to premium income and VNB.





#### **Cathay Life – Operational indicators**

Total expense slightly declined with a greater magnitude of decline in total premium, leading to a higher expense ratio.



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**Cathay United Bank** 

Cathay Life

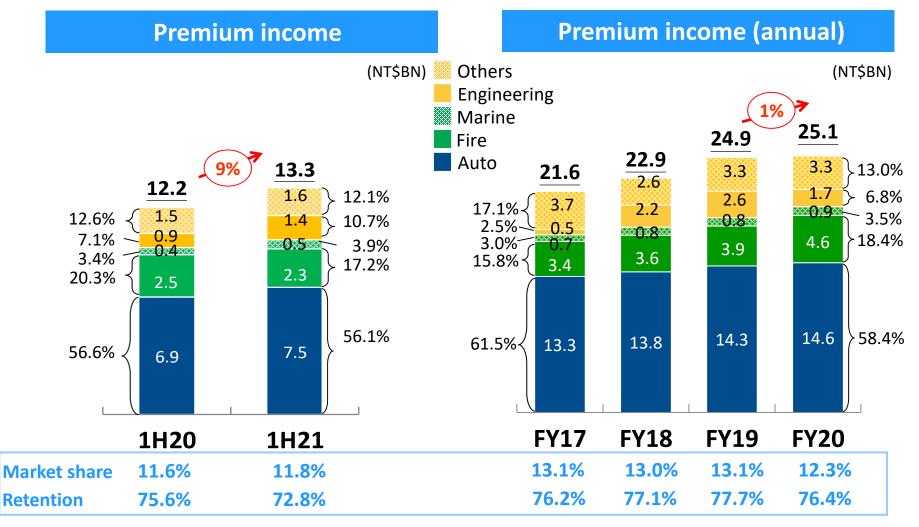
**Cathay Century** 

Appendix



### **Cathay Century – Premium income**

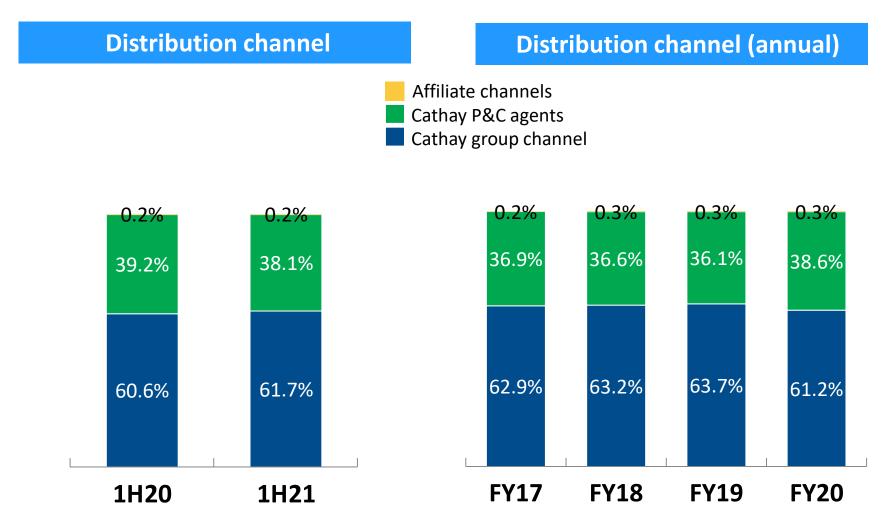
Premium income grew steadily. Market share was 11.8%, ranked No. 2 in the industry.



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

#### **Cathay Century – Distribution channel**

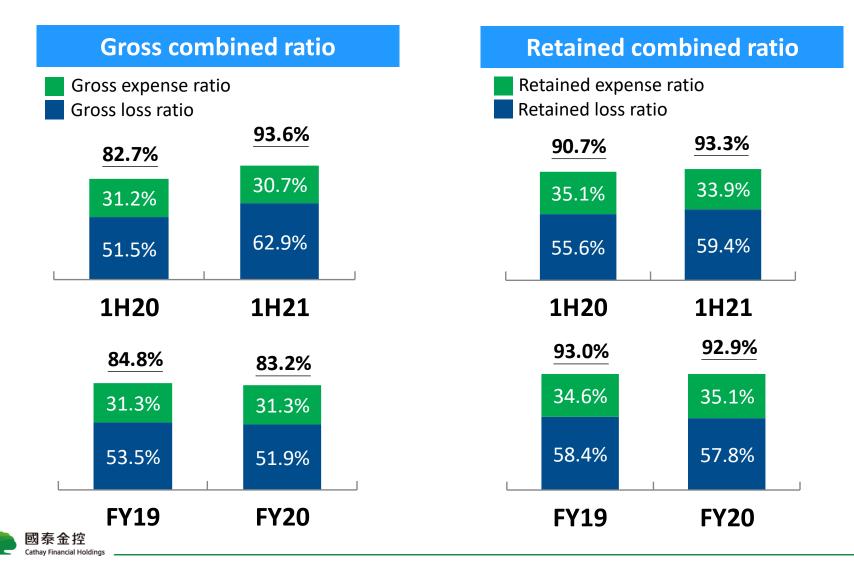
Benefiting from cross-selling synergy, over 60% of premium income was generated by the group channel.





#### **Cathay Century – Combined ratio**

Gross combined ratio and retained combined ratio each increased due to relatively large claim events from commercial fire insurance.



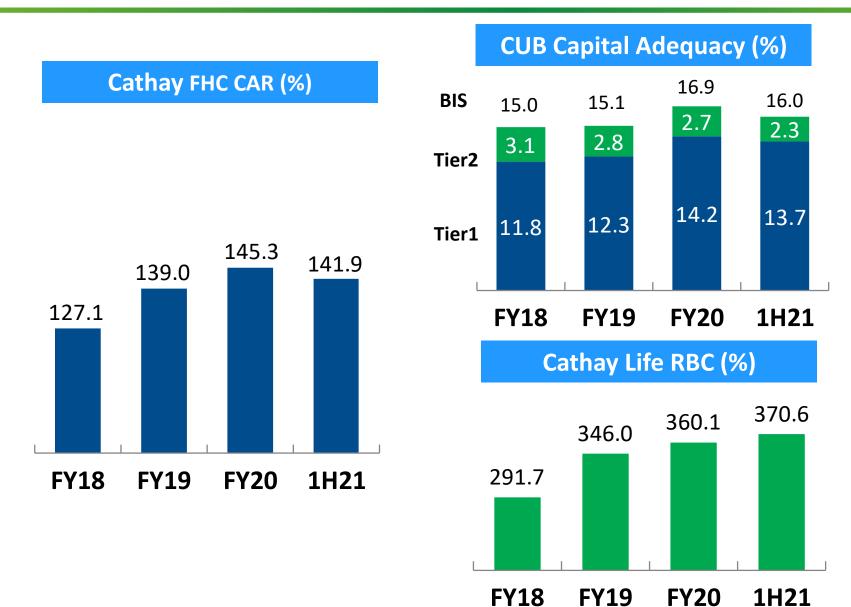
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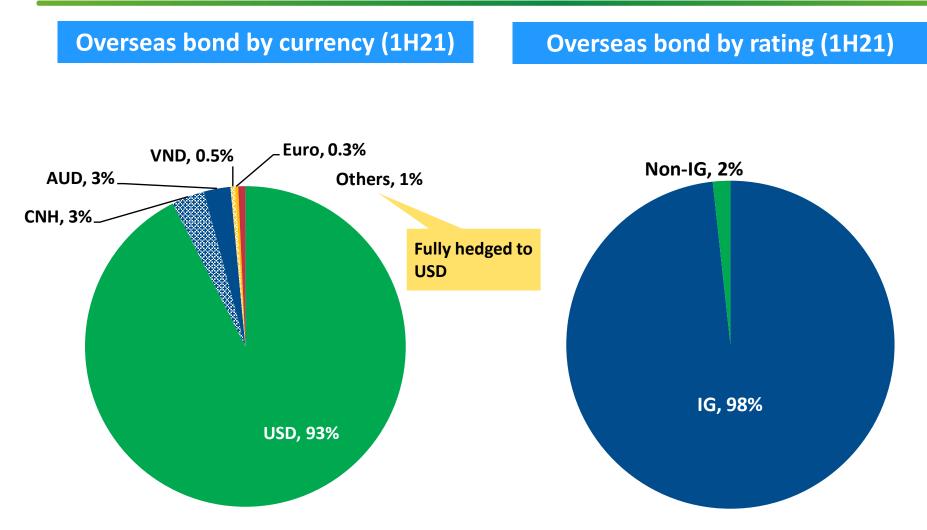


#### **Capital adequacy**



國泰金控 Cathay Financial Holdings

#### Cathay Life – Overseas bond breakdown by currency and rating





# Thank you



| Cathay Financial Holdings  |            |               |        |            |            |       |           |          |       |
|--|------------|---------------|--------|------------|------------|-------|-----------|----------|-------|
| Cathay Financial Holdings  |            |               | FY20/  |            |            | 1H21/ |           |          | 2Q21/ |
| (NT\$MN)   | 5740       | <b>F</b> \/00 | FY19   | 41100      | 41104      | 1H20  |           | 0004     | 2Q20  |
| Income Statement Data (Consolidated)                               | FY19       | FY20          | % Chg  | 1H20       | 1H21       | % Chg | 2Q20      | 2Q21     | % Chg |
| Operating Income   |            |               |        |            |            |       |           |          |       |
| Net interest income  | 196,367    | 190,930       | -3%    | 95,905     | 96,313     | 0%    | 47,625    | 48,261   | 1%    |
| Net commission and fee   | 2,346      | 7,244         | 209%   | 2,799      | 5,476      | 96%   | 491       | 2,744    | 459%  |
| Net earned premium   | 631,487    | 602,806       | -5%    | 304,967    | 261,377    | -14%  | 155,295   | 128,758  | -17%  |
| Change in liability reserve  | (394,074)  | (462,094)     | 17%    | (241,909)  | (198,469)  | -18%  | (125,655) | (94,621) | -25%  |
| Net claims payment   | (365,669)  | (289,808)     | -21%   | (135,945)  | (141,002)  | 4%    | (65,404)  | (73,614) | 13%   |
| Investment income  | 89,797     | 124,347       | 38%    | 52,128     | 115,766    | 122%  | 26,154    | 44,328   | 69%   |
| Contribution from associates-equity method                         | 1,149      | (12,085)      | -1152% | (13,010)   | 1,021      | 108%  | (12,622)  | 454      | 104%  |
| Other net non-interest income                                      | 411        | 6,480         | 1475%  | 14,306     | 6,826      | -52%  | 7,520     | 5,238    | -30%  |
| Bad debt expense   | (2,205)    | (3,178)       | 44%    | (920)      | (2,181)    | 137%  | (587)     | (859)    | 46%   |
| Operating expense  | (89,050)   | (83,027)      | -7%    | (40,498)   | (40,938)   | 1%    | (21,304)  | (20,364) | -4%   |
| Income before taxes  | 70,557     | 81,616        | 16%    | 37,824     | 104,188    | 175%  | 11,514    | 40,325   | 250%  |
| Income taxes   | (6,698)    | (5,658)       | -16%   | (5,122)    | (12,672)   | 147%  | (2,326)   | (6,375)  | 174%  |
| Net income   | 63,859     | 75,958        | 19%    | 32,702     | 91,516     | 180%  | 9,188     | 33,949   | 269%  |
| EPS (NT\$)   | 4.76       | 5.41          |        | 2.18       | 6.66       |       | 0.41      | 2.30     |       |
| Dividend Payout  |            |               |        |            |            |       |           |          |       |
| Cash dividend per share  | 2.00       | 2.50          |        |            |            |       |           |          |       |
| Stock dividend per share   | 0.00       | 0.00          |        |            |            |       |           |          |       |
| Weighted average outstanding shares<br>(Millions of common shares) | 12,618     | 13,169        |        | 13,169     | 13,169     |       |           |          |       |
| Balance Sheet Data (Consolidated)                                  |            |               |        |            |            |       |           |          |       |
| Total assets   | 10,065,479 | 10,950,472    |        | 10,346,869 | 11,318,443 |       |           |          |       |
| Total shareholders' equity   | 782,027    | 904,776       |        | 787,239    | 897,417    |       |           |          |       |
| Operating Metrics  |            |               |        |            |            |       |           |          |       |
| ROAE (Consolidated)  | 9.74%      | 9.01%         |        | 8.34%      | 20.31%     |       |           |          |       |
| ROAA (Consolidated)  | 0.66%      | 0.72%         |        | 0.64%      | 1.64%      |       |           |          |       |
| Double leverage ratio(inc. preferred stock)                        | 110%       | 111%          |        | 112%       | 113%       |       |           |          |       |
| Capital Adequacy Metrics   |            |               |        |            |            |       |           |          |       |
| Capital Adequacy Ratio   | 139%       | 145%          |        | 133%       | 142%       |       |           |          |       |

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.



| (NTSN)         FP19         FV3         VC02         2020         2021           Income Statement Data (Consolidation)         608,641         \$80,281         -5%         294,076         249,607         -15%         149,732         122,385           Net samed premium         607,820         579,563         -5%         294,228         248,812         -15%         149,732         122,085           Resurance commission earmed         8,650         8,701         3%         4,170         5225         228         15%         149,732         122,085           Resurance commission earmed         8,450         8,701         3%         4,170         525         25%         5,747         15,1354           Resurance commission earmed         83,520         74,997         938,510         45,525         19%         17,386         17,072           Gain on investment property         912         1,881         106%         1,898         1,146         406,95         66,735           FX and others, net         (61669)         (60,169         (60,176         1,483         1,173         18,45         1,174         3,173         13,45         1,433           Investment income, net         (22,4553         1708         124,322  | Cathay Life                             |           |           | FY20/ |           |           | 1H21/ |           |          | 2Q21/ |
|---|---|-----------|-----------|-------|-----------|-----------|-------|-----------|----------|-------|
| Net witten premium         608,641         560,261         -5%         294,076         248,076         248,077         -15%         149,732         1122,265           Nat samed premium         607,820         579,563         -5%         294,226         249,812         -15%         149,358         122,026           Resurance commission earned         356         533         50%         7         9         31%         (2)         4           Fee income         8,450         8,701         3%         4,179         5,225         1,900         2,731           Recurring investment         220,037         212,247         -7%         106,855         100,553         -5%         54,721         51,354           Gain on investment property         912         1,881         106%         1,898         1,746         -40%         17,73         119,606         30,7794           FX and others, net         (61,699)         (90,122)         -46%         (57,558)         (28,72)         65%         52,15         86,450           Other operating income         6,107         6,553         73,396         15%         10,672         53,425         401%         35,157         14,193           Net dams payment         (24  | (NT\$MN)                                |           |           | FY19  |           |           | 1H20  |           |          | 2Q20  |
| Net early premium         607,820         579,663         5%         294,226         249,812         -15%         149,358         122,029           Reinsurance commission earmed         336         533         50%         7         9         31%         (2)         4           Receincome         228,037         212,247         7%         106,852         100,853         55%         54,721         51,354           Gain on dispositod in westment         38,850         64,964         79%         35,647         77,328         11%%         19,606         30,794           Realized gain (loss)-Debt         38,850         64,964         79%         35,610         45,525         11%%         17,806         17,1072           Gain on investment property         912         1,811         10%%         12,733         3,850         1448         40%         55,215         86,843           Other operating income         61,07         6,978         14%         3,173         3,850         21%         1,570         14,933           Net claims payment         (24,051         118,419         31%         3,174         (24,222)         189,419         135,157         14,933           Other operating income         63,653   | Income Statement Data (Consolidated)    | FY19      | FY20      | % Chg | 1H20      | 1H21      | % Chg | 2Q20      | 2Q21     | % Chg |
| Reinzunce commission earned       356       533       50%       7       9       31%       (2)       4         Fee income       8.450       8.701       3%       4.179       5.225       25%       1,950       2,731         Recurring investment income       228,037       212,247       7.7%       105,852       100,553       5.%       54,721       51,354         Realized gain (toss-poet)       36,865       64,964       79%       38,510       45,525       18%       1,738       17,721         Gain on investment property       912       1,881       106%       15,895       (28,722)       56%       (65,6215       86,943         Investment income, net       6,107       6,9182       4.46%       (57,556)       (28,722)       196,427       58%       66,215       86,943         Other operating income       6,107       6,363       73,396       15%       10,672       13,436       10,4193       35,157       14,193         Net dains payment       (39,458)       (27,304)       -22,224       (128,311)       (10,495)       (83,156)       (44,179)       (14,193)       (14,193)       (14,193)       (14,193)       (14,193)       (14,193)       (14,193)       (14,193)       (   | Net written premium                     | 608,641   | 580,261   | -5%   | 294,076   | 249,607   | -15%  | 149,732   | 122,365  | -18%  |
| Fee income         8,450         6,701         3%         4,179         5,225         25%         1,960         2,731           Recurring investment income         228,037         212,247         -7%         105,825         100,85         5%         54,721         5,534           Gain on disposal of investment         38,289         74,997         93%         35,647         77,525         119%         19,606         30,794           Realized gain (loss)-Eabth         36,365         64,964         79%         33,510         45,225         19%         17,386         17,072           Gain on investment property         912         1,881         100%         1,898         1,146         40%         1,875         86,343           Other operating income         6,107         6,73         14%         3,173         3,850         21%         1,575         14,193           Net claims payment         (23,049)         -2%         (128,317)         (132,939)         4%         (0,049)         (63,163)           Charge parting income         (33,679)         (462,233)         17%         (24,222)         (198,146)         -19%         (10,495)         (63,763)           Charge paring incosin         (63,343)         (6,635) </td <td>Net earned premium</td> <td>607,820</td> <td>579,563</td> <td>-5%</td> <td>294,226</td> <td>249,812</td> <td>-15%</td> <td>149,358</td> <td>122,026</td> <td>-18%</td>                            | Net earned premium                      | 607,820   | 579,563   | -5%   | 294,226   | 249,812   | -15%  | 149,358   | 122,026  | -18%  |
| Recurring investment income<br>Gain on disposal of investment         228,037         212,247         -7%         105,825         100,553         -5%         54,721         51,354           Gain on disposal of investment<br>Realized gain (0ss)-Debt         36,329         74,997         93%         35,647         77,926         119%         19,000         30,794           Gain on investment property         912         1,811         106%         1,888         1,116         40%         1,879         1,158           FX and others, net         (61,689)         (90,182)         -46%         (57,56)         (28,722)         55%         56,215         86,943           Other operating income         63,053         73,396         15%         10,672         53,426         401%         35,157         14,193           Net diams payment         (39,158)         (273,049)         -22%         (128,311)         (17,077)         -4%         (0,048)         (63,169)           Other operating costs         (63,364)         (6,515)         4%         (13,183)         (31,86)         14%         (32,173)         (41,419)           Changes in liability reserves         (33,649)         (46,233)         171%         (14,223)         (11,001         (14,81)         42%  | Reinsurance commission earned           | 356       | 533       | 50%   | 7         | 9         | 31%   | (2)       | 4        | 376%  |
| Gain on disposal of investment<br>Realized gain (loss)-Equity         38,929         74,997         93%         35,647         77,928         119%         19,606         30,794           Realized gain (loss)-Equity         36,865         64,964         79%         38,510         45,525         119%         17,026         17,072           Gain on investment property         912         1,881         106%         16,7556         (28,72)         50%         63,7377         (13,455)           Investment income, net         242,553         263,907         9%         124,322         196,427         58%         56,215         86,943           Other operating income         6,107         6,878         14%         3,173         38,850         21%         1,570         1900           Separate account revenues         63,653         73,396         15%         10,672         53,426         401%         35,157         14,193           Net claims payment         (34,815)         148%         3,173         (242,222)         (19,4140)         11%         (125,851)         (44,956)         (63,165)           Other operating costs         (6,394)         (6,6353)         4%         (3,198)         (3,909)         22%         (1,519)         (2,231)  | Fee income                              | 8,450     | 8,701     | 3%    | 4,179     | 5,225     | 25%   | 1,950     | 2,731    | 40%   |
| Realized gain (loss)-Detit         38,829         74,997         93%         35,647         77,926         119%         19,606         30,794           Realized gain (loss)-Detit         33,656         64,964         79%         38,510         44,525         18%         17,386         17,072           Gain on investment property         912         1.818         106%         1.888         1,146         -0%         1,373         13,355           Investment income, net         (24,253         263,907         9%         124,322         196,472         65%         56,215         86,943           Other operating income         6,107         6,878         114%         3,171         13,385         114,183         19,000           Separate account revenues         63,653         73,396         15%         10,672         53,426         401%         35,157         14,193           Net diams payment         (34,916)         (273,019)         -22%         (19,814)         164,540)         Advestit         116%         112,521         117,07         4%         (10,455)         (68,753)         (16,450)           Change in liability reserves         (63,653)         (73,396)         15%         (10,672)         (53,426)         401%  | Recurring investment income             | 228,037   | 212,247   | -7%   | 105,825   | 100,553   | -5%   | 54,721    | 51,354   | -6%   |
| Realized gain (loss)-Debt         36,365         64,964         79%         38,510         45,525         18%         17,386         17,072           Gain on investment property         912         1,881         106%         1,986         1,146         40%         1,373         1,138           Investment income, net         242,553         263,907         9%         124,322         196,427         58%         56,215         86,943           Other operating income         6,107         6,978         14%         3,173         3,360         21%         1,570         1,900           Separate account revenues         63,653         73,396         15%         10,072         53,426         401%         35,157         14,193           Net claims payment         (349,158)         (27,3049)         -22%         (128,371)         (17,077)         -4%         (01,0495)         (68,165)           Other operating costs         (63,634)         (66,635)         4%         (3,198)         (3,099)         22%         (1,161)         (2,031)           Financial cost         (2,730)         (2,251)         -5%         (1,040)         (1,414)         42%         (3,77)         (7,44)         (7,77)         (44,153)         (56,633)   | Gain on disposal of investment          |           |           |       |           |           |       |           |          |       |
| Gain on investment property<br>FX and others, net       912       1,881       106%       1,898       1,146       40%       1,879       1,158         FX and others, net       (61,699)       (90,122)       46%       (57,558)       (28,722)       50%       (57,377)       (13,455)         Investment income, net       61,07       6.978       14%       3,173       3,850       21%       1,570       1,900         Separate account revenues       63,653       73,336       15%       10,672       53,426       401%       35,157       14,193         Net claims payment       (133,657)       (462,233)       17%       (242,222)       (198,146)       -15%       (125,851)       (94,540)         Acquisition and commission expense       (63,344)       (68,354)       -18%       (17,821)       (17,077)       -4%       (10,692)       (63,165)         Other operating propense       (63,653)       (73,309)       15%       (10,072)       (63,426)       401%       (25,157)       (14,193)         Operating expense       (30,692)       (22,656)       44%       (14,853)       (15,693)       8%       (7,204)       (7,777)         Net non-operating income       1,710       1,589       -7%       849 <t< td=""><td>Realized gain (loss)-Equity</td><td>38,929</td><td>74,997</td><td>93%</td><td>35,647</td><td>77,926</td><td>119%</td><td>19,606</td><td>30,794</td><td>57%</td></t<>   | Realized gain (loss)-Equity             | 38,929    | 74,997    | 93%   | 35,647    | 77,926    | 119%  | 19,606    | 30,794   | 57%   |
| FX and others, net       (61.689)       (90,182)       -46%       (57,558)       (28,722)       50%       (37,377)       (13,435)         Investment income, net       242,553       263,907       9%       124,322       196,427       68%       66,215       86,943         Other operating income       61,07       6.978       14%       3.173       3.850       21%       1.570       1.900         Separate account revenues       63,063       73,396       15%       10.072       53,426       401%       35,157       14,193         Net claims payment       (349,158)       (273,049)       -22%       (128,371)       (17,621)       (17,077)       4%       (60,895)       (68,75)         Charges in liability reserves       (393,679)       (462,233)       17%       (242,222)       (198,146)       -18%       (10,455)       (63,451)         Other operating costs       (6.364)       (56,55)       4%       (31,48)       (39,99)       22%       (1,519)       (2,031)         Financial cost       (2,730)       (2,501)       -8%       (10,672)       (53,457)       (14,193)         Operating excount expense       (30,692)       (29,565)       -4%       (11,4583)       (15,693)       8%   | Realized gain (loss)-Debt               | 36,365    | 64,964    | 79%   | 38,510    | 45,525    | 18%   | 17,386    | 17,072   | -2%   |
| Investment income, net         242,553         263,907         9%         124,322         196,427         58%         56,215         86,943           Other operating income         6,107         6,978         14%         3,173         3,850         21%         1,570         1,900           Separate account revenues         63,653         7,336         15%         10,672         53,426         401%         35,157         14,193           Net claims payment         (349,158)         (273,049)         -22%         (128,371)         (132,939)         4%         (60,985)         (68,75)           Changes In liability reserves         (333,679)         (462,233)         17%         (242,222)         (199,146)         -18%         (12,561)         (48,540)           Acquisition and commission expense         (63,363)         (73,604)         (53,157)         (14,193)         (20,611)         (10,672)         (53,426)         401%         (35,157)         (14,193)           Operating oxite expense         (30,662)         (22,165)         -4%         (14,563)         8%         (7,284)         (7,787)           Operating oxite expense         (30,622)         (22,165)         -4%         (14,163)         15,562         (1,778) <td< td=""><td>Gain on investment property</td><td>912</td><td>1,881</td><td>106%</td><td>1,898</td><td>1,146</td><td>-40%</td><td>1,879</td><td>1,158</td><td>-38%</td></td<>                   | Gain on investment property             | 912       | 1,881     | 106%  | 1,898     | 1,146     | -40%  | 1,879     | 1,158    | -38%  |
| Other operating income         6,107         6,978         14%         3,173         3,850         21%         1,570         1,900           Separate account revenues         63,653         73,386         15%         10,672         53,426         401%         35,157         14,193           Net claims payment         (39,168)         (273,049)         -22%         (128,371)         (132,939)         4%         (60,855)         (68,755)           Changes in liability reserves         (33,670)         (462,233)         17%         (242,222)         (198,146)         -18%         (12,6371)         (44,540)           Acquisition and commission expense         (43,834)         (55,815)         -18%         (17,821)         (17,077)         -4%         (10,495)         (2,031)           Financial costs         (6,270)         (2,501)         -8%         (1,481)         42%         (377)         (745)           Separate account expense         (63,653)         (73,396)         15%         (10,672)         (53,426)         401%         (35,157)         (14,193)           Operating expense         (30,692)         (22,16)         1,209         -155%         271         (9,285)         353%         (5,73)         27,737 <td< td=""><td>FX and others, net</td><td>(61,689)</td><td>(90,182)</td><td>-46%</td><td>(57,558)</td><td>(28,722)</td><td>50%</td><td>(37,377)</td><td>(13,435)</td><td>64%</td></td<>                   | FX and others, net                      | (61,689)  | (90,182)  | -46%  | (57,558)  | (28,722)  | 50%   | (37,377)  | (13,435) | 64%   |
| Separate account revenues       63,653       73,396       15%       10,672       53,426       401%       35,157       14,193         Net claims payment       (349,158)       (273,049)       -22%       (128,211)       (132,939)       4%       (60,985)       (68,735)         Changes in liability reserves       (393,679)       (462,233)       17%       (242,222)       (198,146)       -18%       (125,851)       (94,540)         Other operating costs       (6,394)       (6,635)       4%       (3,198)       (3,909)       22%       (1,519)       (2,031)         Financial cost       (2,730)       (2,501)       -8%       (10,672)       (53,426)       401%       (35,157)       (14,193)         Operating expense       (30,692)       (29,555)       4%       (14,533)       (15,693)       8%       (7,294)       (7,767)         Net non-operating income       1,710       1,589       -7%       849       810       -5%       445       398         Income taxes       (2,216)       1,209       -155%       271       (9,285)       353,2%       1,558       (4,110)         Net income       38,293       52,682       38%       19,790       7,604       292%       4,573  | Investment income, net                  | 242,553   | 263,907   | 9%    | 124,322   | 196,427   | 58%   | 56,215    | 86,943   | 55%   |
| Separate account revenues       63,653       73,396       15%       10,672       53,426       401%       35,157       14,193         Net claims payment       (349,158)       (273,049)       -22%       (122,311)       (132,398)       4%       (60,985)       (68,755)         Changes in liability reserves       (393,679)       (462,233)       17%       (242,222)       (198,146)       -18%       (10,495)       (8,316)         Other operating costs       (6,334)       (35,657)       17%       398       (17,871)       14,493       (10,495)       (8,316)         Separate account expense       (30,692)       (29,565)       4%       (10,672)       (53,426)       401%       (35,157)       (14,193)         Operating expense       (30,692)       (29,565)       4%       (14,583)       (15,693)       8%       (7,294)       (7,787)         Net non-operating income       1,710       1,589       -7%       849       810       -5%       445       388         Income taxes       (2,216)       1,209       -155%       271       (9,285)       3532%       1,558       (2,733)         Net income       38,293       52,682       367,423       6,656,270       7,157,978       1504  | Other operating income                  | 6,107     | 6,978     | 14%   | 3,173     | 3,850     | 21%   | 1,570     | 1,900    | 21%   |
| Changes in liability reserves       (393,679)       (462,233)       17%       (242,222)       (198,146)       -18%       (17,621)         Acquisition and commission expense       (43,834)       (55,815)       -18%       (17,821)       (17,077)       -4%       (10,495)       (8,316)         Other operating costs       (6,394)       (6,635)       4%       (3,198)       (3,909)       22%       (1,519)       (2,031)         Isinancial cost       (27,730)       (2,2,01)       -8%       (1,040)       (35,157)       (14,193)         Operating expense       (63,653)       (73,396)       15%       (10,672)       (53,426)       401%       (35,157)       (14,193)         Operating expense       (30,692)       (29,565)       -4%       (14,583)       (15,693)       8%       (7,787)         Net non-operating income       1,710       1,589       -7%       849       810       -5%       445       398         Income taxes       (2,216)       1,209       -155%       271       (9,285)       352%       1,588       (4,110)         Net income       38,293       52,682       38%       19,790       77,604       292%       4,573       27,737         Balance Sheet Data  |   | 63,653    | 73,396    | 15%   | 10,672    | 53,426    | 401%  | 35,157    | 14,193   | -60%  |
| Acquisition and commission expense       (43,834)       (35,815)       -18%       (17,821)       (17,077)       -4%       (10,495)       (6,316)         Other operating costs       (6,394)       (6,635)       4%       (3,198)       (3,909)       22%       (1,519)       (2,031)         Financial cost       (2,730)       (2,501)       -8%       (10,402)       (14,411)       42%       (377)       (745)         Separate account expense       (30,692)       (22,965)       -4%       (14,583)       (15,693)       8%       (7,294)       (7,787)         Net non-operating income       1,710       1,589       -7%       849       810       -5%       445       398         Income taxes       (2,216)       1,209       -155%       271       (9,285)       3532%       1,558       (4,110)         Net income       38,293       52,682       38%       19,790       77,604       292%       4,573       27,737         Balance Sheet Data       Count       607,542       641,685       571,235       694,896       571,235       694,896       5683,424       6,085,534       5,894,301       6,245,333       Total ishareholders' equity       594,518       721,126       617,908       736,940   | Net claims payment                      | (349,158) | (273,049) | -22%  | (128,371) | (132,939) | 4%    | (60,985)  | (68,735) | 13%   |
| Other operating costs         (6,394)         (6,635)         4%         (3,198)         (3,909)         22%         (1,519)         (2,031)           Financial cost         (2,730)         (2,501)         -8%         (1,040)         (1,481)         42%         (377)         (745)           Separate account expense         (63,653)         (73,396)         15%         (10,672)         (53,426)         401%         (35,157)         (14,193)           Operating expense         (30,692)         (29,665)         -4%         (14,683)         (15,693)         8%         (7,294)         (7,787)           Net non-operating income         1,710         1,589         -7%         849         810         -5%         445         398           Income taxes         (2,216)         1,209         -155%         271         (9,285)         352%         1,558         (4,110)           Net income         38,293         52,682         38%         19,790         77,604         292%         4,573         27,737           Balance Sheet Data         Reserves for life insurance liabilities         5,683,424         6,05554         5,71,235         694,896           Reserves for life insurance liabilities         5,683,424         6,055,554 <t< td=""><td>Changes in liability reserves</td><td>(393,679)</td><td>(462,233)</td><td>17%</td><td>(242,222)</td><td>(198,146)</td><td>-18%</td><td>(125,851)</td><td>(94,540)</td><td>-25%</td></t<> | Changes in liability reserves           | (393,679) | (462,233) | 17%   | (242,222) | (198,146) | -18%  | (125,851) | (94,540) | -25%  |
| Financial cost       (2,730)       (2,501)       -8%       (1,040)       (1,481)       42%       (377)       (745)         Separate account expense       (63,653)       (73,396)       15%       (10,672)       (53,426)       401%       (35,157)       (14,193)         Operating expense       (30,692)       (29,665)       -4%       (14,883)       (15,693)       8%       (7.294)       (7,787)         Net non-operating income       1,710       1,589       -7%       849       810       -5%       445       398         Income taxes       (2,216)       1,209       -155%       271       (9,285)       55.2%       1,558       (4,110)         Net income       38,293       52,682       38%       19,790       77,604       292%       4,573       27,737         Baince Sheet Data       607,542       641,685       571,235       694,896       6494,90       6445,333       6,656,270       7,157,978       704       292%       4,573       27,737         Operating Metrics (Standatone)       E       E       583,424       6,085,534       5,894,301       6,245,333       6,656,270       7,157,978       704       39,6940       104       160,771       83,738       105,789   | Acquisition and commission expense      | (43,834)  | (35,815)  | -18%  | (17,821)  | (17,077)  | -4%   | (10,495)  | (8,316)  | -21%  |
| Separate account expense         (63,653)         (73,396)         15%         (10,672)         (53,426)         401%         (35,157)         (14,193)           Operating expense         (30,692)         (29,565)         -4%         (14,583)         (15,693)         8%         (7,294)         (7,787)           Net non-operating income         1,710         1,589         -7%         849         810         -5%         445         398           Income taxes         (2,216)         1,209         -155%         271         (9,285)         3532%         1,558         (4,110)           Net income         38,293         52,682         38%         19,790         77,604         292%         4,573         27,737           Elance Sheet Data         T         7,085,624         7,675,559         7,274,177         7,894,917         5         6,702,942         7,200,022         5         5         5         5         7,233         7         104 iaselities         5,683,424         6,085,534         5,894,301         6,245,333         5         6         10,5789         7         104 iabilities         6,471,106         6,954,433         6,656,270         7,157,978         5         644,91,98         105,789         105,789   | Other operating costs                   | (6,394)   | (6,635)   | 4%    | (3,198)   | (3,909)   | 22%   | (1,519)   | (2,031)  | 34%   |
| Operating expense         (30,692)         (29,565)         -4%         (14,583)         (15,693)         8%         (7,294)         (7,787)           Net non-operating income         1,710         1,589         -7%         849         810         -5%         445         398           Income taxes         (2,216)         1,209         -155%         271         (9,285)         3532%         1,558         (4,110)           Net income         38,293         52,682         38%         19,790         77,604         292%         4,573         27,737           Balance Sheet Data         Total assets         7,085,624         7,675,559         7,274,177         7,894,917         General account         64,78,081         7,033,875         6,702,942         7,200,022         Separate account         607,542         641,685         571,235         694,896         Fortige insurance liabilities         6,491,106         6,655,34         6,685,734         Fortige insurance liabilities         6,491,106         6,652,70         7,157,978         Total ashareholders' equity         594,518         721,126         617,908         736,940         First Year Premium Equivalent(FYPE)         96,313         62,182         35,941         25,997           Expense ratio         10.6%         9  | Financial cost                          | (2,730)   | (2,501)   | -8%   | (1,040)   | (1,481)   | 42%   | (377)     | (745)    | 98%   |
| Operating expense         (30,692)         (29,565)         -4%         (14,583)         (15,693)         8%         (7,294)         (7,787)           Net non-operating income         1,710         1,589         -7%         849         810         -5%         445         398           Income taxes         (2,216)         1,209         -155%         271         (9,285)         3532%         1,558         (4,110)           Net income         38,293         52,682         38%         19,790         77,604         292%         4,573         27,737           Ealance Sheet Data         Total assets         7,085,624         7,675,559         7,274,177         7,894,917         General account         6,478,081         7,033,875         6,702,942         7,200,022         Separate account         607,542         641,685         571,235         694,896         Fortional sets  | Separate account expense                |           |           |       |           |           | 401%  |           |          | -60%  |
| Net non-operating income         1,710         1,589         -7%         849         810         -5%         445         398           Income taxes         (2,216)         1,209         -155%         271         (9,285)         3532%         1,558         (4,110)           Net income         38,293         52,682         38%         19,790         77,604         292%         4,573         27,737           Balance Sheet Data         Total assets         7,085,624         7,675,559         7,274,177         7,894,917         General account         6,478,081         7,033,875         6,702,942         7,200,022         Separate account         607,542         641,685         571,235         694,896         694,896         Reserves for life insurance liabilities         5,683,424         6,085,534         5,894,301         6,245,333         Total inabilities         6,491,106         6,954,433         6,656,270         7,157,978           Total shareholders' equity         594,518         721,126         617,908         736,940         5789         5789         5789         5789         5789         5789         5789         598         598         598         598         598         598         598         598         598         598         598   |   |           |           | -4%   |           |           |       |           |          | 7%    |
| Income taxes         (2,216)         1,209         -155%         271         (9,285)         3532%         1,558         (4,110)           Net income         38,293         52,682         38%         19,790         77,604         292%         4,573         27,737           Balance Sheet Data         T         Total assets         7,085,624         7,675,559         7,274,177         7,894,917         7,894,917         7,894,917         5,883,424         6,085,534         5,894,301         6,245,333         6,456,270         7,157,978         7,014         292%         4,573         27,737           Separate account         607,542         641,685         571,235         694,896         6494,806         6495,534         5,894,301         6,245,333         6,656,270         7,157,978         701al iabilities         6,491,106         6,954,433         6,656,270         7,157,978         706,400         70,978         706,400         70,978         706,400         70,978         706,4100         70,978         706,4100         70,978         706,940         70,978         706,940         70,978         706,940         70,978         70,978         70,978         70,978         70,978         70,978         70,978         70,978         70,978         70,978  |   |           |           |       |           |           |       |           |          | -11%  |
| Net income         38,293         52,682         38%         19,790         77,604         292%         4,573         27,737           Balance Sheet Data         Total assets         7,085,624         7,675,559         7,274,177         7,894,917         General account         6,478,081         7,033,875         6,702,942         7,200,022         Separate account         607,542         641,685         571,235         694,896         6245,333         Otal assets         6,491,106         6,954,433         6,656,270         7,157,978         Otal assets         6,491,106         6,954,433         6,656,270         7,157,978         Otal assets         Calibration of the insurance liabilities         6,491,106         6,954,433         6,656,270         7,157,978         Otal assets         Otal assets         7,21,126         617,908         736,940         Otal assets         Otal assets         Otal assets         Otal assets         05,789         94,941         10,06         94,943         105,789         Prime Year Premium Equivalent (FYPE)         96,313         62,182         35,941         25,997         Prime Year Premium Equivalent (FYPE)         96,313         62,182         35,941         25,997         Prime Year Premium Equivalent (FYPE)         96,343         62,55%         95,7%         96,0%         98,2%         95,7%  |   |           |           | -155% | 271       | (9,285)   | 3532% | 1,558     | (4,110)  | 364%  |
| Total assets       7,085,624       7,675,559       7,274,177       7,894,917         General account       6,478,081       7,033,875       6,702,942       7,200,022         Separate account       607,542       641,685       571,235       694,896         Reserves for life insurance liabilities       5,683,424       6,085,534       5,894,301       6,245,333         Total shareholders' equity       594,518       721,126       617,908       736,940         Operating Metrics (Standalone)         First Year Premium(FYP)       201,064       160,771       83,738       105,789         First Year Premium Equivalent(FYPE)       96,313       62,182       35,941       25,997         Expense ratio       10.6%       9.5%       9.4%       11.0%         13-M persistency ratio       98.0%       98.1%       98.0%       98.2%         25-M persistency ratio       96.4%       95.5%       95.7%       96.0%         ROAE       8.01%       8.01%       6.53%       21.29%         ROAA       0.57%       0.71%       0.55%       1.99%   | Net income                              | 38,293    | 52,682    | 38%   | 19,790    | 77,604    | 292%  | 4,573     |          | 507%  |
| General account         6,478,081         7,033,875         6,702,942         7,200,022           Separate account         607,542         641,685         571,235         694,896           Reserves for life insurance liabilities         5,683,424         6,085,534         5,894,301         6,245,333           Total liabilities         6,491,106         6,954,433         6,656,270         7,157,978           Total shareholders' equity         594,518         721,126         617,908         736,940           Operating Metrics (Standalone)           First Year Premium (FYP)         201,064         160,771         83,738         105,789           First Year Premium Equivalent((FYPE)         96,313         62,182         35,941         25,997           Expense ratio         10.6%         9.5%         9.4%         11.0%           13-M persistency ratio         98.0%         98.1%         98.0%         98.2%           25-M persistency ratio         96.4%         95.5%         95.7%         96.0%           ROAE         8.01%         8.01%         6.53%         21.29%           ROAA         0.57%         0.71%         0.55%         1.99%  | Balance Sheet Data                      |           |           |       |           |           |       |           |          |       |
| Separate account         607,542         641,685         571,235         694,896           Reserves for life insurance liabilities         5,683,424         6,085,534         5,894,301         6,245,333           Total liabilities         6,491,106         6,954,433         6,656,270         7,157,978           Total shareholders' equity         594,518         721,126         617,908         736,940           Operating Metrics (Standalone)         V         V         V         V           First Year Premium (FYP)         201,064         160,771         83,738         105,789           First Year Premium Equivalent(FYPE)         96,313         62,182         35,941         25,997           Expense ratio         10.6%         9.5%         9.4%         11.0%           13-M persistency ratio         98.0%         98.1%         98.0%         98.2%           25-M persistency ratio         96.4%         95.5%         95.7%         96.0%           ROAE         8.01%         8.01%         6.53%         21.29%           ROAA         0.57%         0.71%         0.55%         1.99%   | Total assets                            | 7,085,624 | 7,675,559 |       | 7,274,177 | 7,894,917 |       |           |          |       |
| Reserves for life insurance liabilities       5,683,424       6,085,534       5,894,301       6,245,333         Total liabilities       6,491,106       6,954,433       6,656,270       7,157,978         Total shareholders' equity       594,518       721,126       617,908       736,940         Operating Metrics (Standalone)         First Year Premium (FYP)       201,064       160,771       83,738       105,789         First Year Premium Equivalent(FYPE)       96,313       62,182       35,941       25,997         Expense ratio       10.6%       9.5%       9.4%       11.0%         13-M persistency ratio       98.0%       98.1%       98.0%       98.2%         25-M persistency ratio       96.4%       95.5%       95.7%       96.0%         ROAE       8.01%       8.01%       6.53%       21.29%         ROAA       0.57%       0.71%       0.55%       1.99%         Capital Adequacy Metrics (Standalone)       50.5%       1.99%       1.99%  | General account                         | 6,478,081 | 7,033,875 |       | 6,702,942 | 7,200,022 |       |           |          |       |
| Total liabilities       6,491,106       6,954,433       6,656,270       7,157,978         Total shareholders' equity       594,518       721,126       617,908       736,940         Operating Metrics (Standalone)         First Year Premium(FYP)       201,064       160,771       83,738       105,789         First Year Premium Equivalent(FYPE)       96,313       62,182       35,941       25,997         Expense ratio       10.6%       9.5%       9.4%       11.0%         13-M persistency ratio       98.0%       98.1%       98.0%       98.2%         25-M persistency ratio       96.4%       95.5%       95.7%       96.0%         ROAE       8.01%       8.01%       6.53%       21.29%         ROAA       0.57%       0.71%       0.55%       1.99%   | Separate account                        | 607,542   | 641,685   |       | 571,235   | 694,896   |       |           |          |       |
| Total shareholders' equity       594,518       721,126       617,908       736,940         Operating Metrics (Standalone)         First Year Premium(FYP)       201,064       160,771       83,738       105,789         First Year Premium Equivalent(FYPE)       96,313       62,182       35,941       25,997         Expense ratio       10.6%       9.5%       9.4%       11.0%         13-M persistency ratio       98.0%       98.1%       98.0%       98.2%         25-M persistency ratio       96.4%       95.5%       95.7%       96.0%         ROAE       8.01%       8.01%       6.53%       21.29%         ROAA       0.57%       0.71%       0.55%       1.99%   | Reserves for life insurance liabilities | 5,683,424 | 6,085,534 |       | 5,894,301 | 6,245,333 |       |           |          |       |
| Operating Metrics (Standalone)         First Year Premium(FYP)       201,064       160,771       83,738       105,789         First Year Premium Equivalent(FYPE)       96,313       62,182       35,941       25,997         Expense ratio       10.6%       9.5%       9.4%       11.0%         13-M persistency ratio       98.0%       98.1%       98.0%       98.2%         25-M persistency ratio       96.4%       95.5%       95.7%       96.0%         ROAE       8.01%       8.01%       6.53%       21.29%         ROAA       0.57%       0.71%       0.55%       1.99%  | Total liabilities                       | 6,491,106 | 6,954,433 |       | 6,656,270 | 7,157,978 |       |           |          |       |
| First Year Premium(FYP)       201,064       160,771       83,738       105,789         First Year Premium Equivalent(FYPE)       96,313       62,182       35,941       25,997         Expense ratio       10.6%       9.5%       9.4%       11.0%         13-M persistency ratio       98.0%       98.1%       98.0%       98.2%         25-M persistency ratio       96.4%       95.5%       95.7%       96.0%         ROAE       8.01%       8.01%       6.53%       21.29%         ROAA       0.57%       0.71%       0.55%       1.99%   | Total shareholders' equity              | 594,518   | 721,126   |       | 617,908   | 736,940   |       |           |          |       |
| First Year Premium Equivalent(FYPE)       96,313       62,182       35,941       25,997         Expense ratio       10.6%       9.5%       9.4%       11.0%         13-M persistency ratio       98.0%       98.1%       98.0%       98.2%         25-M persistency ratio       96.4%       95.5%       95.7%       96.0%         ROAE       8.01%       8.01%       6.53%       21.29%         ROAA       0.57%       0.71%       0.55%       1.99%  | Operating Metrics (Standalone)          |           |           |       |           |           |       |           |          |       |
| Expense ratio       10.6%       9.5%       9.4%       11.0%         13-M persistency ratio       98.0%       98.1%       98.0%       98.2%         25-M persistency ratio       96.4%       95.5%       95.7%       96.0%         ROAE       8.01%       8.01%       6.53%       21.29%         ROAA       0.57%       0.71%       0.55%       1.99%  | First Year Premium(FYP)                 | 201,064   | 160,771   |       | 83,738    | 105,789   |       |           |          |       |
| 13- M persistency ratio       98.0%       98.1%       98.0%       98.2%         25-M persistency ratio       96.4%       95.5%       95.7%       96.0%         ROAE       8.01%       8.01%       6.53%       21.29%         ROAA       0.57%       0.71%       0.55%       1.99%   | First Year Premium Equivalent(FYPE)     | 96,313    | 62,182    |       | 35,941    | 25,997    |       |           |          |       |
| 25-M persistency ratio       96.4%       95.5%       95.7%       96.0%         ROAE       8.01%       8.01%       6.53%       21.29%         ROAA       0.57%       0.71%       0.55%       1.99%   | Expense ratio                           | 10.6%     | 9.5%      |       | 9.4%      | 11.0%     |       |           |          |       |
| ROAL         8.01%         8.01%         6.53%         21.29%           ROAA         0.57%         0.71%         0.55%         1.99%           Capital Adequacy Metrics (Standalone)         Kernel         Kernel         Kernel   | 13-M persistency ratio                  | 98.0%     | 98.1%     |       | 98.0%     | 98.2%     |       |           |          |       |
| ROAA         0.57%         0.71%         0.55%         1.99%           Capital Adequacy Metrics (Standalone)         K         K         K         K  | 25-M persistency ratio                  | 96.4%     | 95.5%     |       | 95.7%     | 96.0%     |       |           |          |       |
| Capital Adequacy Metrics (Standalone)   | ROAE                                    | 8.01%     | 8.01%     |       | 6.53%     | 21.29%    |       |           |          |       |
|   | ROAA                                    | 0.57%     | 0.71%     |       | 0.55%     | 1.99%     |       |           |          |       |
| RBC ratio 346% 360% 347% 371%   | Capital Adequacy Metrics (Standalone)   |           |           |       |           |           |       |           |          |       |
|   | RBC ratio                               | 346%      | 360%      |       | 347%      | 371%      |       |           |          |       |

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.



#### Cathay United Bank

| Callay Onited Bank                    |           |           | EV/00/        |           |           | 411047        |         |         | 0004/         |
|---------------------------------------|-----------|-----------|---------------|-----------|-----------|---------------|---------|---------|---------------|
| (NT\$MN)                              |           |           | FY20/<br>FY19 |           |           | 1H21/<br>1H20 |         |         | 2Q21/<br>2Q20 |
| Income Statement Data (Consolidated)  | FY19      | FY20      | % Chg         | 1H20      | 1H21      | % Chg         | 2Q20    | 2Q21    | % Chg         |
| Operating Income                      |           |           |               |           |           |               |         |         |               |
| Net interest income                   | 36,446    | 35,223    | -3%           | 17,945    | 18,655    | 4%            | 8,828   | 9,443   | 7%            |
| Fee income                            | 17,090    | 16,331    | -4%           | 7,962     | 8,698     | 9%            | 3,519   | 4,081   | 16%           |
| Investment income                     | 8,996     | 9,482     | 5%            | 6,794     | 4,176     | -39%          | 2,923   | 1,812   | -38%          |
| Other income                          | 594       | 855       | 44%           | 461       | 274       | -40%          | 181     | 164     | -9%           |
| Net operating income                  | 63,126    | 61,891    | -2%           | 33,161    | 31,804    | -4%           | 15,452  | 15,499  | 0%            |
| Operating expenses                    | (33,806)  | (32,686)  | -3%           | (15,801)  | (15,599)  | -1%           | (7,595) | (7,842) | 3%            |
| Pre-provision profit                  | 29,320    | 29,205    | 0%            | 17,361    | 16,205    | -7%           | 7,856   | 7,657   | -3%           |
| Net provisions for possible losses    | (2,853)   | (3,382)   | 19%           | (1,272)   | (2,121)   | 67%           | (683)   | (876)   | 28%           |
| Income before taxes                   | 26,467    | 25,823    | -2%           | 16,089    | 14,084    | -12%          | 7,174   | 6,780   | -5%           |
| Income tax                            | (3,981)   | (3,512)   | -12%          | (2,240)   | (1,823)   | -19%          | (924)   | (923)   | 0%            |
| Net income                            | 22,486    | 22,311    | -1%           | 13,849    | 12,261    | -11%          | 6,249   | 5,857   | -6%           |
| Balance Sheet Data                    |           |           |               |           |           |               |         |         |               |
| Total assets                          | 2,973,496 | 3,229,460 |               | 3,058,052 | 3,389,518 |               |         |         |               |
| Loans, net                            | 1,553,151 | 1,661,296 |               | 1,615,552 | 1,786,771 |               |         |         |               |
| Financial assets                      | 897,677   | 1,028,595 |               | 1,018,013 | 1,064,790 |               |         |         |               |
| Total liability                       | 2,741,601 | 2,982,805 |               | 2,823,362 | 3,147,337 |               |         |         |               |
| Deposits                              | 2,335,331 | 2,648,995 |               | 2,443,394 | 2,781,375 |               |         |         |               |
| Financial Debenture Payable           | 53,900    | 53,800    |               | 53,800    | 46,800    |               |         |         |               |
| Total shareholders' equity            | 231,895   | 246,656   |               | 234,690   | 242,180   |               |         |         |               |
| Operating Metrics                     |           |           |               |           |           |               |         |         |               |
| Cost income ratio                     | 53.55%    | 52.81%    |               | 47.65%    | 49.05%    |               |         |         |               |
| ROAE                                  | 10.27%    | 9.32%     |               | 11.87%    | 10.03%    |               |         |         |               |
| ROAA                                  | 0.77%     | 0.72%     |               | 0.92%     | 0.74%     |               |         |         |               |
| Assets Quality (Standalone)           |           |           |               |           |           |               |         |         |               |
| NPL                                   | 2,286     | 2,274     |               | 1,998     | 3,643     |               |         |         |               |
| NPL ratio                             | 0.15%     | 0.14%     |               | 0.13%     | 0.21%     |               |         |         |               |
| NPL provisions                        | 25,983    | 26,846    |               | 26,583    | 27,805    |               |         |         |               |
| Coverage ratio                        | 1137%     | 1180%     |               | 1330%     | 763%      |               |         |         |               |
| Capital Adequacy Metrics (Standalone) |           |           |               |           |           |               |         |         |               |
| BIS ratio                             | 15.1%     | 16.9%     |               | 15.3%     | 16.0%     |               |         |         |               |
| Tier I Ratio                          | 12.3%     | 14.2%     |               | 12.7%     | 13.7%     |               |         |         |               |
| LDR (Standalone)                      |           |           |               |           |           |               |         |         |               |
| LDR                                   | 65.5%     | 62.5%     |               | 65.4%     | 64.0%     |               |         |         |               |
| TWD LDR                               | 70.1%     | 69.7%     |               | 71.3%     | 71.8%     |               |         |         |               |
| FX LDR                                | 48.8%     | 38.7%     |               | 45.5%     | 36.6%     |               |         |         |               |
|                                       |           |           |               |           |           |               |         |         |               |

Notes:

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#### **Cathay Century**

| (NT\$MM)  |          |          | FY20/<br>FY19 |         |         | 1H21/<br>1H20 |         |         | 2Q21/<br>2Q20 |
|---|----------|----------|---------------|---------|---------|---------------|---------|---------|---------------|
| Income Statement Data (Consolidated)                      | FY19     | FY20     | % Chg         | 1H20    | 1H21    | % Chg         | 2Q20    | 2Q21    | % Chg         |
| Premium income  | 25,343   | 25,498   | 1%            | 12,391  | 13,554  | 9%            | 6,544   | 7,497   | 15%           |
| Net written premium                                       | 19,550   | 19,413   | -1%           | 9,354   | 9,808   | 5%            | 4,806   | 5,199   | 8%            |
| Net earned premium  | 19,077   | 18,848   | -1%           | 9,368   | 9,445   | 1%            | 4,629   | 4,895   | 6%            |
| Reinsurance commission earned                             | 572      | 572      | 0%            | 283     | 492     | 74%           | 139     | 350     | 152%          |
| Fee income  | 42       | 45       | 6%            | 24      | 24      | 1%            | 11      | 13      | 12%           |
| Investment  | 1,020    | 1,254    | 23%           | 415     | 798     | 92%           | 264     | 317     | 20%           |
| Interest income   | 555      | 546      | -2%           | 281     | 269     | -4%           | 140     | 133     | -5%           |
| Other investment income, net                              | 465      | 708      | 52%           | 134     | 529     | 295%          | 125     | 185     | 48%           |
| Other operating income                                    | 0        | 0        | 0%            | 0       | 0       | 0%            | 0       | 0       | 0%            |
| Net claims payment  | (10,321) | (10,669) | 3%            | (5,350) | (5,194) | -3%           | (2,727) | (2,720) | 0%            |
| Changes in liability reserves                             | (395)    | 139      | -135%         | 313     | (323)   | 203%          | 196     | (81)    | 141%          |
| Commissions and other operating costs                     | (3,409)  | (3,411)  | 0%            | (1,642) | (1,808) | 10%           | (835)   | (972)   | 16%           |
| Operating expenses  | (4,097)  | (4,224)  | 3%            | (2,039) | (2,152) | 6%            | (1,018) | (1,084) | 6%            |
| Operating income  | 2,490    | 2,553    | 3%            | 1,373   | 1,281   | -7%           | 659     | 717     | 9%            |
| Net non-operating income                                  | 5        | 5        | 1%            | 1       | (2)     | -361%         | 0       | (0)     | -269%         |
| Income taxes  | (389)    | (385)    | -1%           | (243)   | (188)   | -23%          | (107)   | (117)   | 9%            |
| Net income  | 2,106    | 2,174    | 3%            | 1,130   | 1,092   | -3%           | 553     | 600     | 9%            |
| Balance Sheet Data  |          |          |               |         |         |               |         |         |               |
| Total assets  | 43,008   | 44,298   |               | 43,269  | 49,053  |               |         |         |               |
| Total stockholders' equity                                | 12,656   | 13,130   |               | 11,596  | 13,013  |               |         |         |               |
| Operating Metrics   |          |          |               |         |         |               |         |         |               |
| Gross Combined ratio                                      | 84.8%    | 83.2%    |               | 82.7%   | 93.6%   |               |         |         |               |
| Net Combined ratio  | 93.0%    | 92.9%    |               | 90.7%   | 93.3%   |               |         |         |               |
| ROAE  | 18.57%   | 16.86%   |               | 18.63%  | 16.70%  |               |         |         |               |
| ROAA  | 5.19%    | 4.98%    |               | 5.24%   | 4.68%   |               |         |         |               |
| <u>Capital Adequacy Metrics</u><br>RBC ratio (Standalone) | 339%     | 323%     |               | 307%    | 317%    |               |         |         |               |

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