



富邦金控

2020 Annual Results Presentation

2021.03.31

Disclaimer

This meeting may contain forward-looking statements with respect to the financial condition, results of operations and business of the company. These forward-looking statements represent the company's expectations or beliefs concerning future events and involve known and unknown risks and uncertainty that could cause actual results, performance or events to differ materially from those expressed. Certain statements, such as those that include the words "potential", "estimated", and similar expressions or variations on such expressions may be considered "forward-looking statements". Financial numbers in this report may include preliminary unaudited numbers or management accounts.



Performance highlights of Fubon Financial Holdings



Performance review by subsidiary

- Fubon Life
- Taipei Fubon Bank
- Fubon Insurance
- Fubon Securities
- Fubon Asset Management
- Overseas Banking Operations

Fubon Financial Holdings: Milestones in 2020

Robust earnings performance

- Top EPS among Taiwan's FHCs for the twelve straight year
- Net profit reached historical high for Fubon Life, Fubon Insurance, Fubon Securities and Fubon Bank (China)

Diverse operational expansion

- Tender offer to purchase JihSun common shares reached 53.84%, aiming for more comprehensive financial services
- Consumer finance JV between Fubon Bank (China) and Vipshop Holdings in preparation stage
- New Fubon Bank (China) branch in Ningbo; new branches in Jinan and Nanning to be established

Commitment in ESG

- Fubon FHC is a constituent of MSCI ESG Leaders indexes for 4 consecutive years. MSCI ESG Rating is upgraded to "AA" in Life & Health Insurance sector
- Constituents of DJSI World Index and DJSI Emerging Market Index for 4 and 5 consecutive years, respectively
- The first and only Taiwanese financial service company ranked A list in both the CDP climate change and the Supplier Engagement Leaderboard

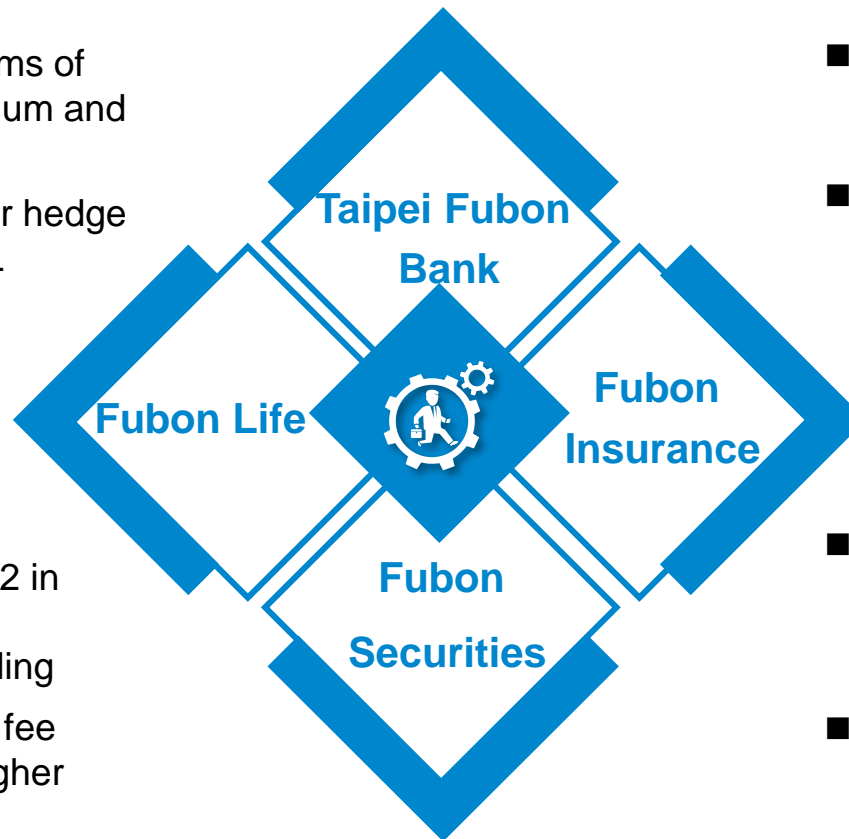
Fubon Financial Holdings: Operational highlights



Net profit reached NT\$90.3bn in 2020, up 54% yoy. Outstanding financial performance

- Ranked top 2 in terms of FYP, renewal premium and FYPE in Taiwan
- Recurring yield after hedge increased yoy. COL steadily improved

- Ranked top 3 in brokerage, and top 2 in underwriting and emerging stock trading
- Growing brokerage fee was attributed to higher market turnover



- Loan and deposit balance grew steadily. NPL ratio and coverage ratio remained benign
- Net increase of credit card⁽¹⁾ issuance ranked No. 1 in Taiwan; credit card consumption amount grew 5% YoY, outperforming market
- Market leader in terms of total premium for 39 straight years, with continuously growing market share
- Outstanding underwriting performance with quality focus. Combined ratio improved steadily

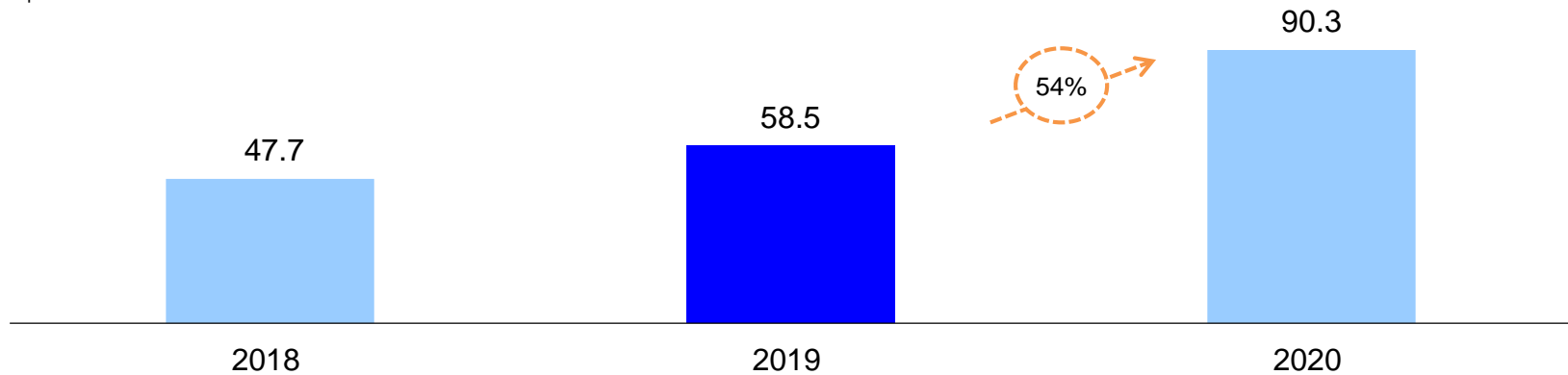
Note (1): Includes outstanding active credit cards

Fubon Financial Holdings: Profitability

- Pre-tax profit exceeded NT\$100bn. Net profit grew 54% yoy, EPS led holdings peers

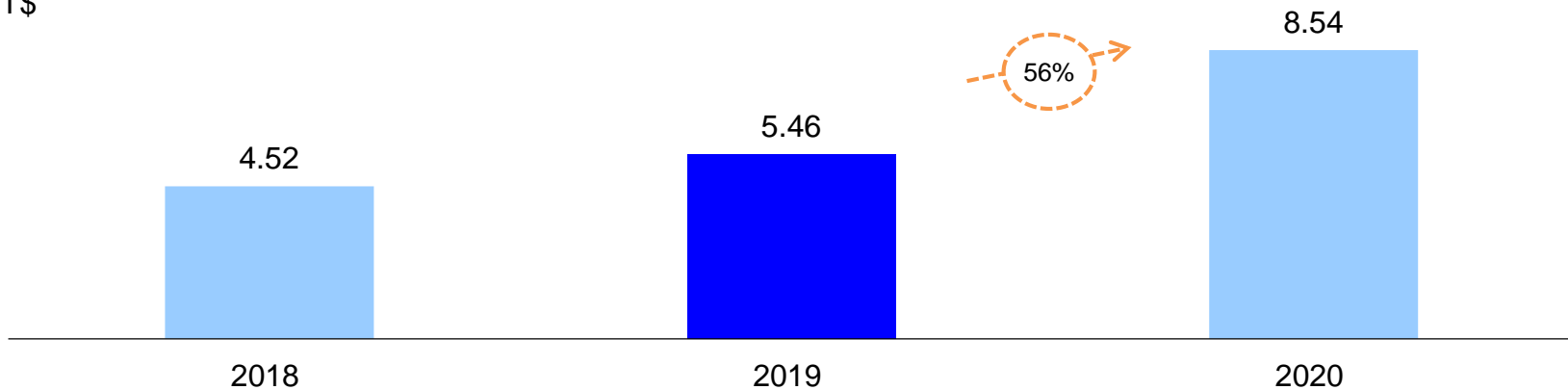
Net Profit

NT\$bn



Earnings per share (EPS)

NT\$

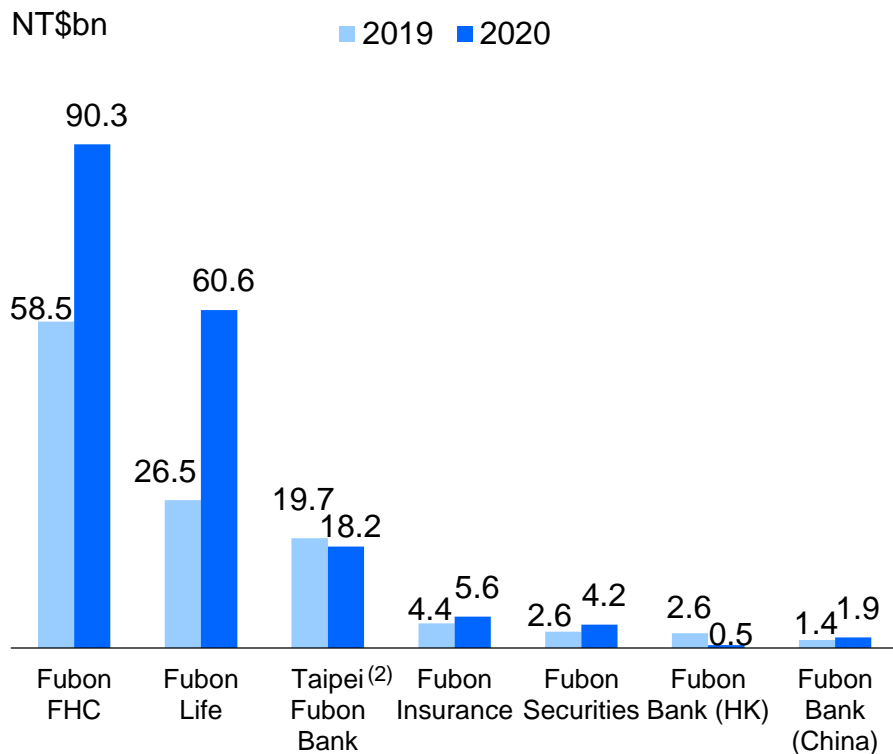


Fubon Financial Holdings:

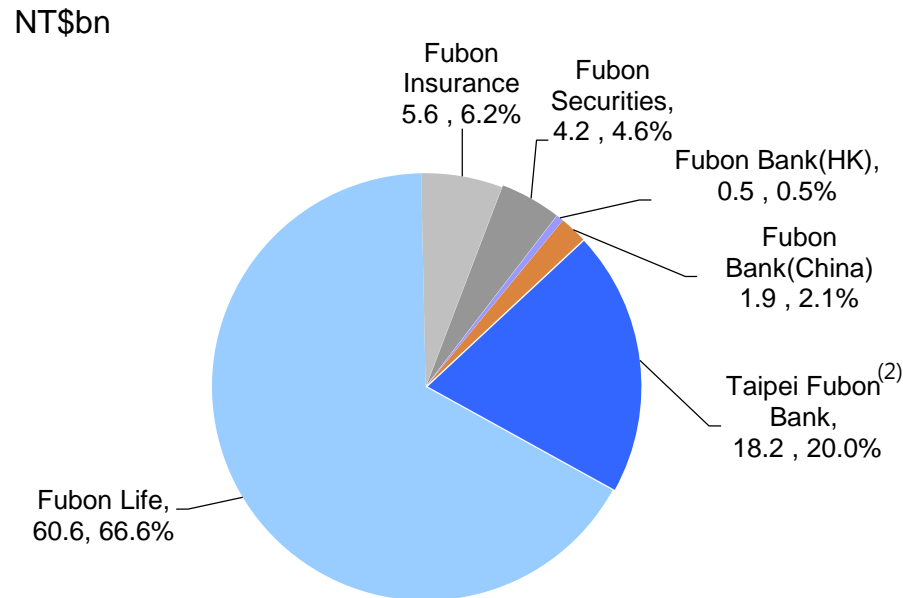
Net profit from major subsidiaries

- Major subsidiaries Fubon Life, Fubon Insurance, Fubon Securities, and Fubon Bank (China) delivered net profit growth yoy
- Fubon Life contributed 66.6% of total earnings. Three banking subsidiaries represented 22.6% of total earnings

Net profit from subsidiaries



Profit contribution from subsidiaries⁽¹⁾



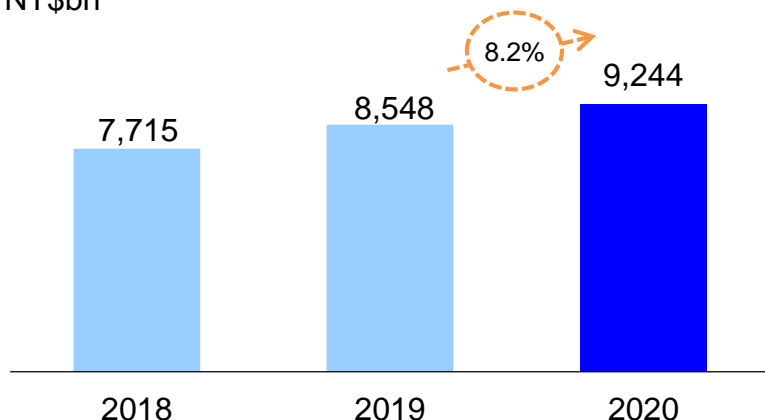
Note: (1) Profit contribution is based on the summation of the six subsidiaries shown in the chart. The holding company and other subsidiaries have combined net profit of NT\$318mn. The net inter-company account is -NT\$1,069mn;
 (2) Net profit of Fubon Bank (China) is excluded from Taipei Fubon Bank in the chart.
 (3) FHC acquired all shares of Fubon Asset Management held by Fubon Securities on 2019/12/30. In order to use a same comparison base, net profit of Fubon Securities in 2019 excludes the contribution of Fubon Asset Management.

Fubon Financial Holdings: Assets and net worth

- Assets grew 8.2% yoy, total assets exceeded NT\$9.2tn. Net worth increased 25.5% yoy. Both reached record high

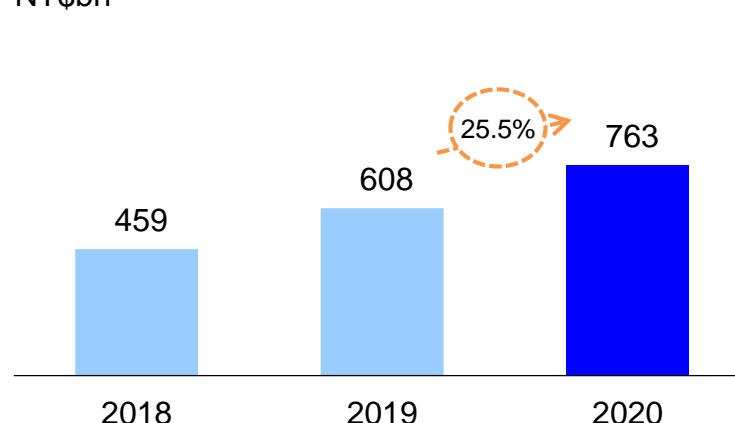
Total assets

NT\$bn



Equity attributable to parent company

NT\$bn



Capital adequacy ratio of FHC and subsidiaries

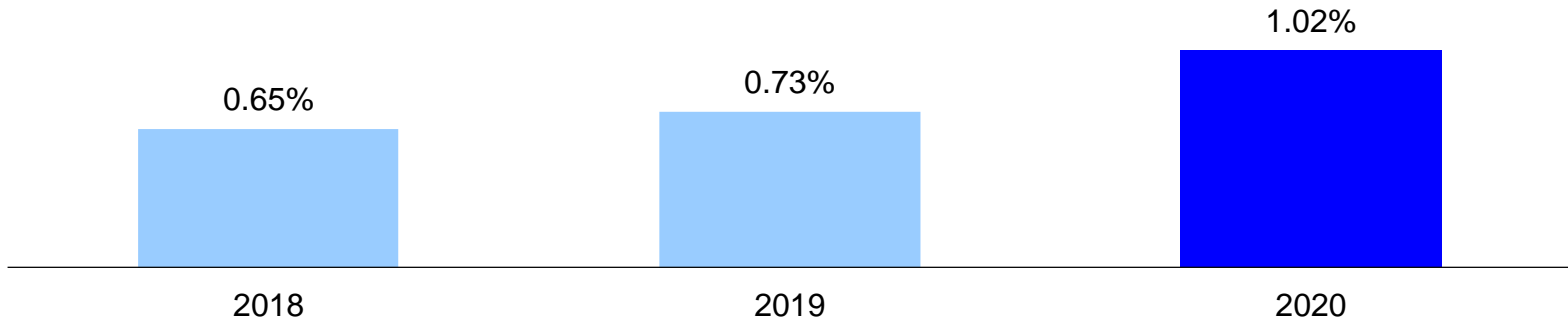
		4Q20	Regulatory requirements
Fubon Financial	CAR	125.0%	100%
Taipei Fubon Bank	Tier-one	14.7%	9.0%
	Total CAR	16.5%	11.0%
Fubon Bank (HK)	Tier-one	17.2%	9.5%
	Total CAR	17.9%	11.5%
Fubon Bank (China)	Tier-one	9.8%	8.5%
	Total CAR	14.0%	10.5%
Fubon Insurance	RBC	504.4%	200%
Fubon Life	RBC	299.0%	200%
Fubon Securities	CAR	333.2%	150%

Fubon Financial Holdings: ROA & ROE

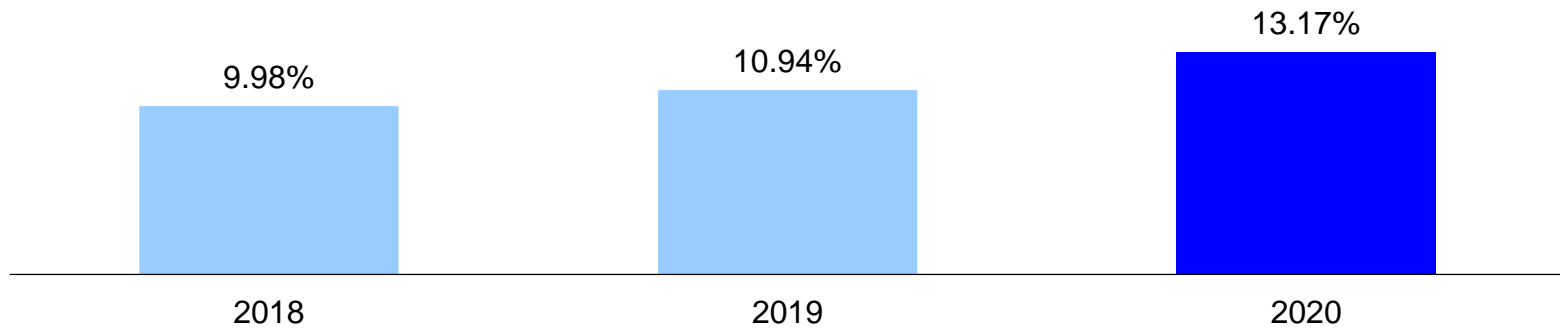


- ROA and ROE increased yoy along with earnings growth

ROA



ROE



Fubon Financial Holdings: Market position

- Leading market position across major business lines

Fubon Life

	Market ranking	Market share
Total premium	2	17.3%
First year premium	2	13.2%
First year premium equivalent	2	15.4%
FYP through bancassurance	2	13.3%

Fubon Insurance

	Market ranking	Market share
Direct written premium	1	24.1%
Commercial line	1	25.1%
Personal line	1	23.6%
Premium through online	1	36.8%

Taipei Fubon Bank

	Market ranking (Overall/ private banks)	Market share/ amount
Deposit balance	10 / 4	4.8%
Loan balance	11 / 4	4.5%
Mortgage	6 / 2	5.4%
Credit card monthly spending amount per card	1	NT\$9,966

Fubon Securities

	Market ranking	Market share
Brokerage business	3	5.6%
Emerging stock trading amount	2	20.0%
IPO+SPO underwriting amount	2	15.6%

Note: Ranking of top 6 card issuance banks, based on number of effective credit cards
Data as of December 2020

Fubon Financial Holdings: Opportunities and challenges for upcoming year

- Economy recovery and gradual stabilization of the pandemic in Taiwan and the globe leading to multiple growth opportunities
- Business opportunities in wealth management
- Focus on cross selling to develop synergy
- Fintech applications for better customer experience and service efficiency



- Volatilities in global financial market
- Interest rate movement
- M&A and strategic alliance opportunities to expand economy of scale
- Focus on Taiwan and Asia markets

Fubon Financial Holdings: Outlook

Fubon Life

- Focus on protection, pension, and retirement planning with various product offerings
- Aim for positive spread performance, steady growth in investment assets, dynamic hedging approach

Taipei Fubon Bank

- Dual growth from online and offline. Focus on product and service innovation through online and niche approach for branch service
- Expansion of overseas operation with wealth management and FX market platforms in Hong Kong and Singapore, and Taiwanese clients in Vietnam

Fubon Insurance

- Leading position in Taiwan and innovation in product offerings
- Market leadership in online insurance with focus on customer experience optimization

Fubon Securities

- Focus on brokerage and margin loan business in domestic market. Develop wealth management business
- User experience upgrade as online trading accounted for more than 70% of individual transaction

Strategic rationale of tender offer

Innovative financial milestones

- Fubon FHC becomes the first financial holding company to complete a merger with another, a milestone in Taiwan's financial industry
- The first to be eligible for FSC's preferential capital requirement provision of non-consensual merger

Advancement in market position

- Enhance market position of securities and futures business. Market share would increase meaningfully in securities brokerage market
- Expand branch network, SME portfolio and wealth management in banking business. Number of branches would be highest among private banks

Develop new profitability

- Enhance the profitability of securities business. Balance Fubon's composition in insurance, banking and securities businesses
- Develop new profitability by driving securities brokerage, margin loan, sub-brokerage, banking SME and wealth management businesses with customer base expansion

Fund raising and post-offer process

Fund raising

- Approximately NT\$49bn to be raised, including 60% in common shares and 40% in preferred shares
- Share dilution of about 6.0%~6.4% based on closing price of \$54.5 on 3/23
- The fund raising is expected to be completed in 2H21, subject to board resolution and regulatory approval

Merger between Fubon and JihSun FHCs

- Fubon FHC as the surviving entity
- For JihSun FHC's shareholders who didn't participate in the tender offer, Fubon plans to conduct a cash merger at the same price, which may reflect dividend adjustments
- The merger between the two FHCs is expected to be completed in 2H21, subject to both parties' board resolution, shareholder meeting and regulatory approval

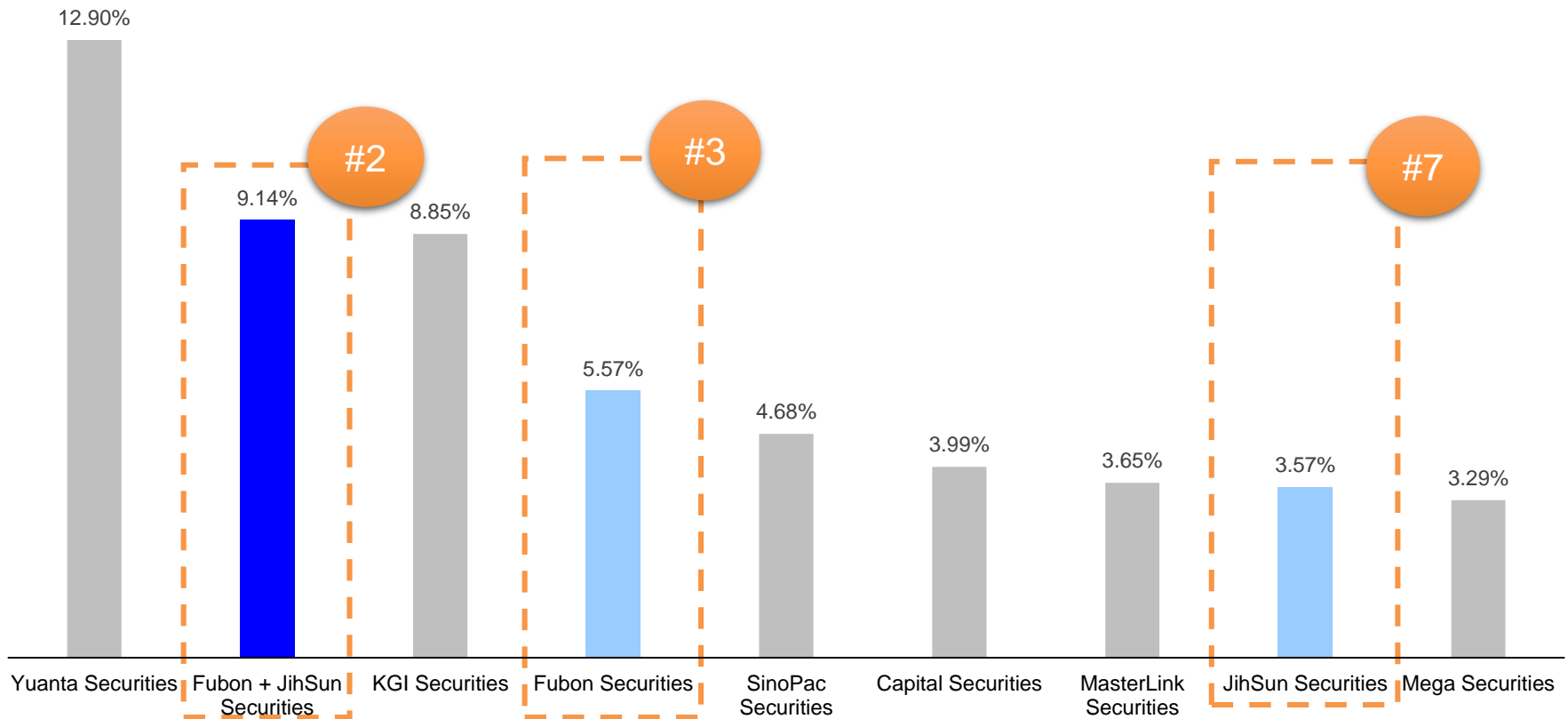
Merger of subsidiaries

- After the merger of the two FHCs, the merger of JihSun Securities and Fubon Securities, as well as JihSun Bank and Taipei Fubon Bank is expected to be completed in 2022, subject to respective board resolutions and regulatory approval

Market position of Fubon Securities

- Brokerage market share would increase meaningfully on pro-forma basis

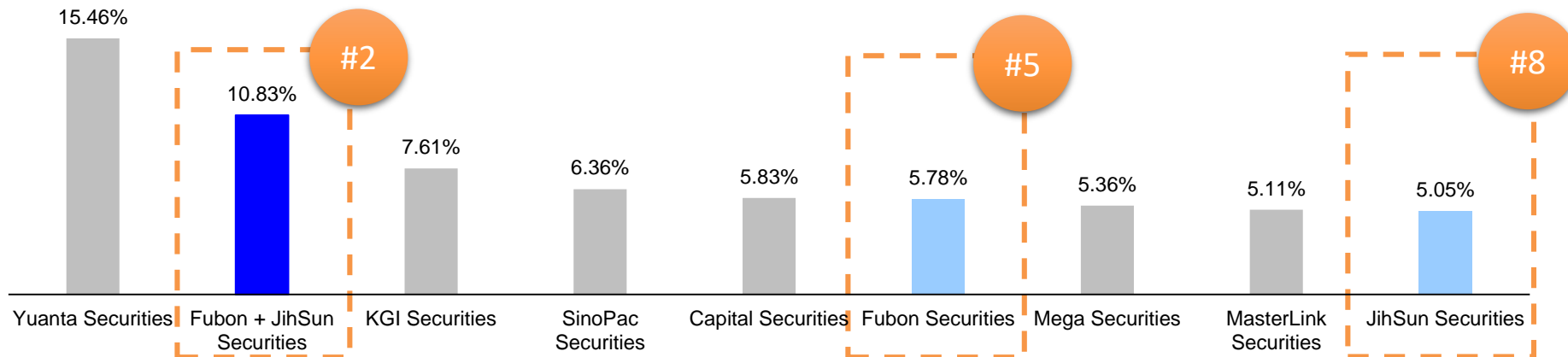
Market position of brokerage business



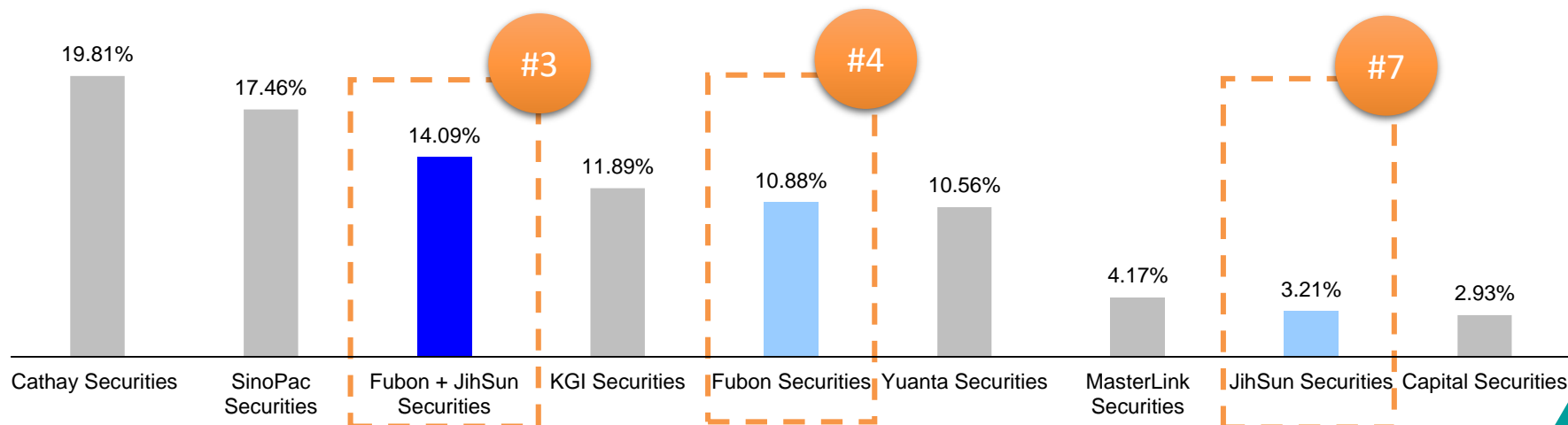
Market position of Fubon Securities

- Margin loan and sub-brokerage businesses would be top 3 on pro-forma basis

Market position of margin loan business



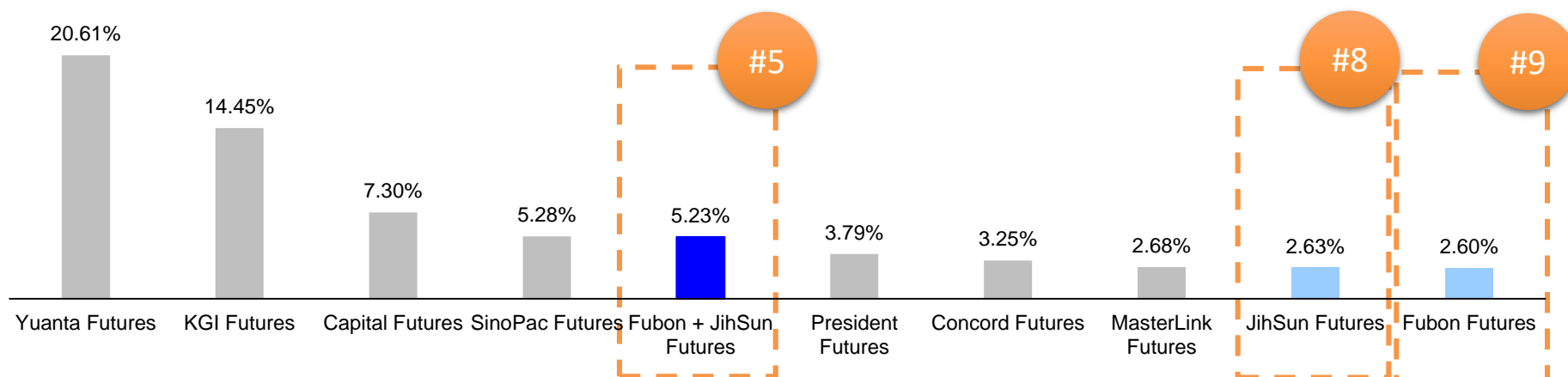
Market position of sub-brokerage business



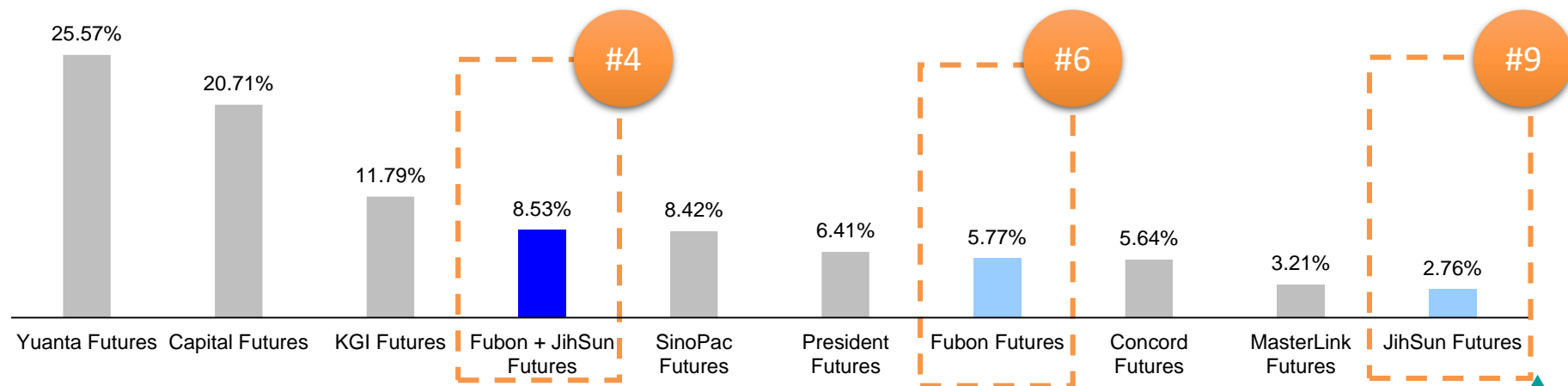
Market position of Fubon Futures

- Futures and options business to reach top 5 on pro-forma basis

Market position of domestic futures and options market



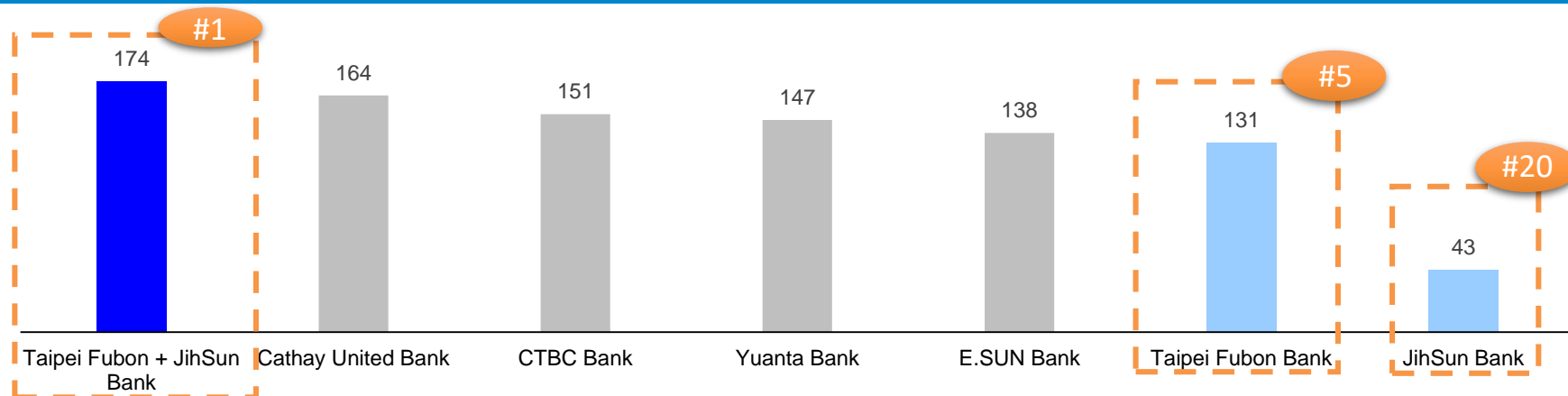
Market position of foreign futures and options market



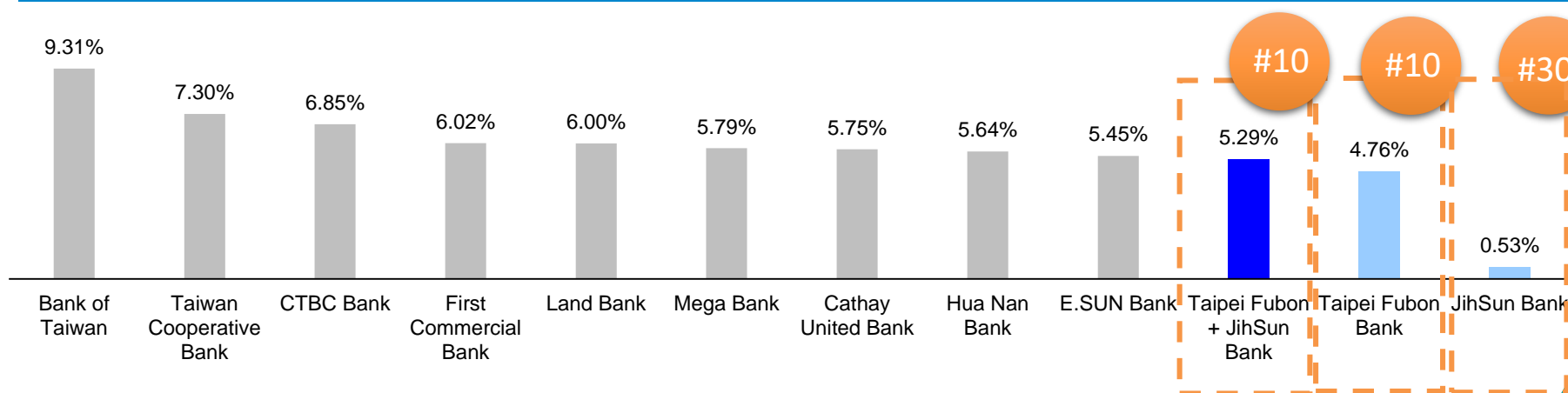
Market position of Taipei Fubon Bank

- Number of branches would be highest among private banks. Deposit market share to be top 10 in the banking industry, or top 4 among private banks, on pro-forma basis

Number of private bank branches



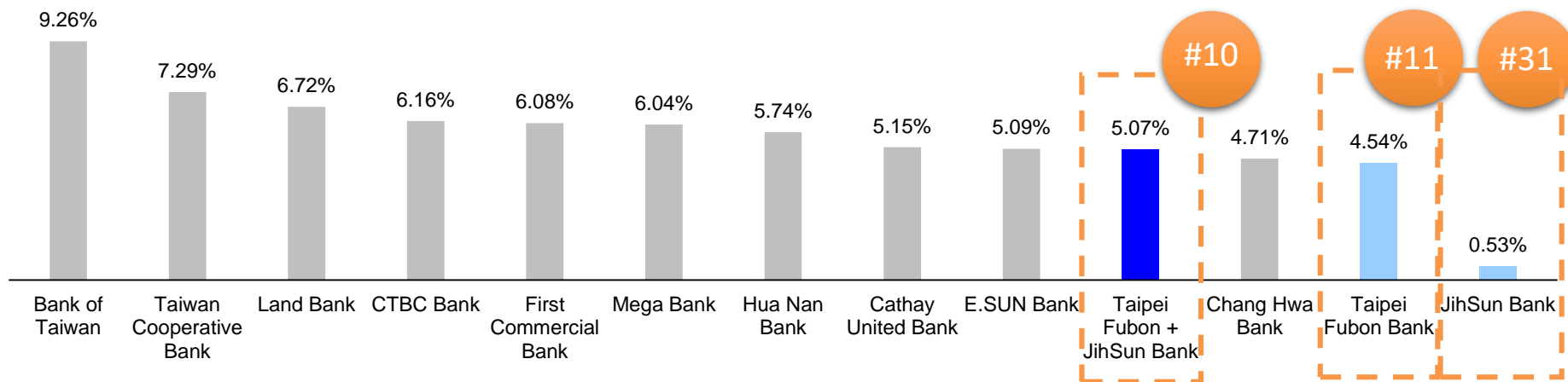
Market position of deposit business



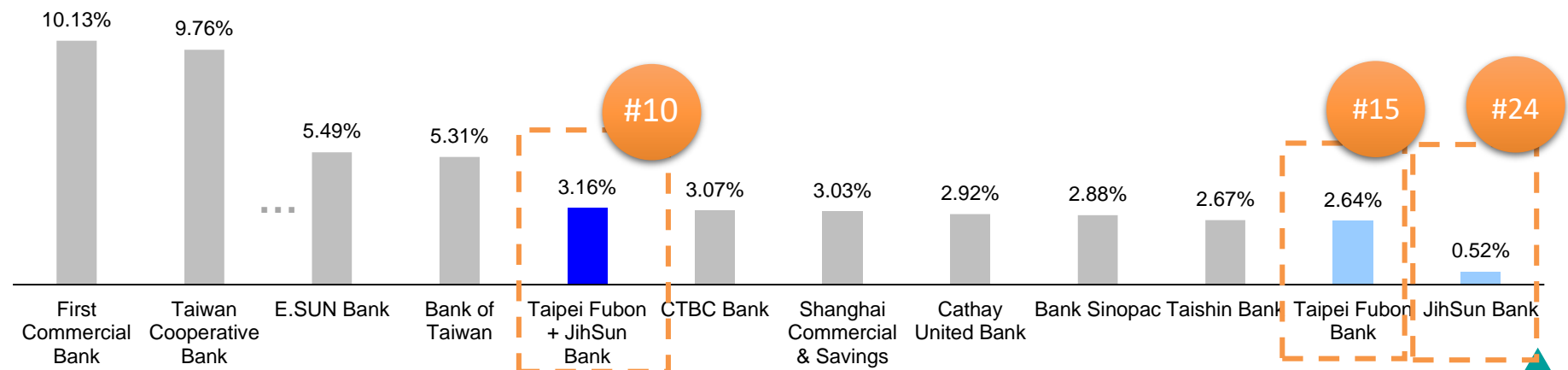
Market position of Taipei Fubon Bank

- Total loan and SME loan market share to both reach top 10 on pro-forma basis

Market position of loan business



Market position of SME loan business





Performance review by subsidiary **Fubon Life**

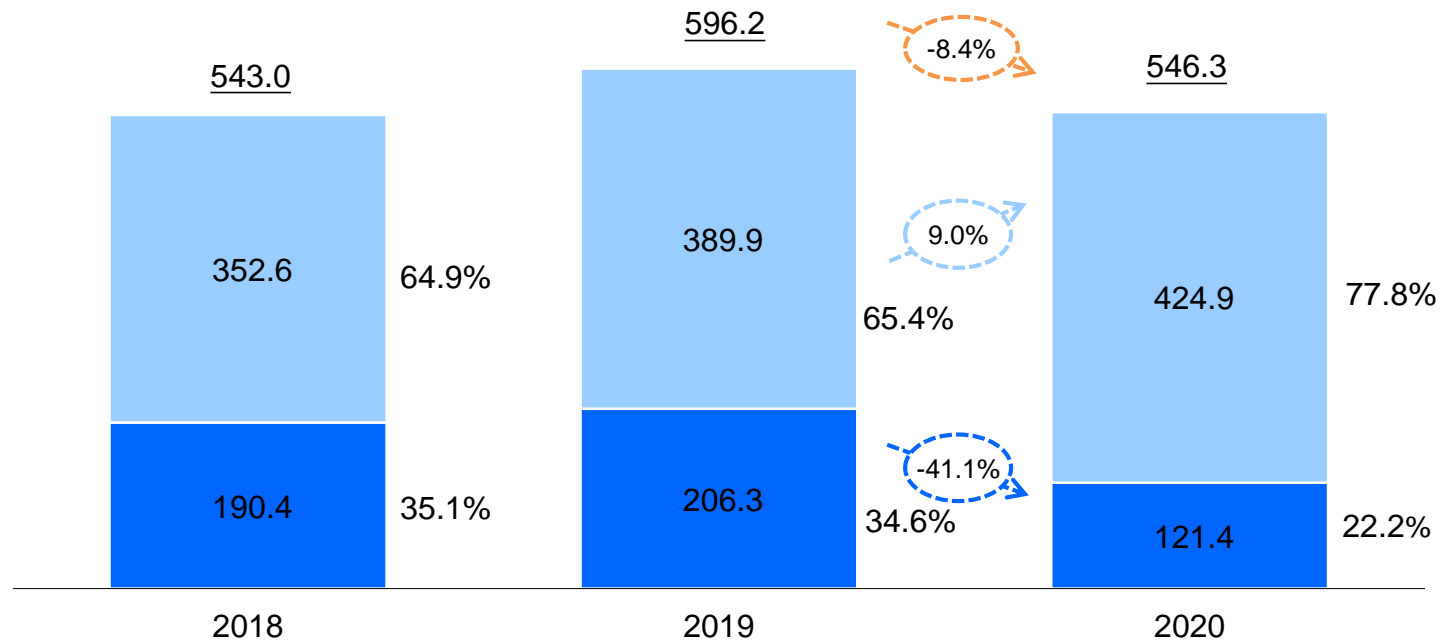
Fubon Life: Total premiums

- 8.4% YoY decline in total premiums due to FYP decline of 41.1%
- Ranked second in FYP, renewal premium and FYPE in Taiwan's life insurance market

Total premium composition

NT\$bn

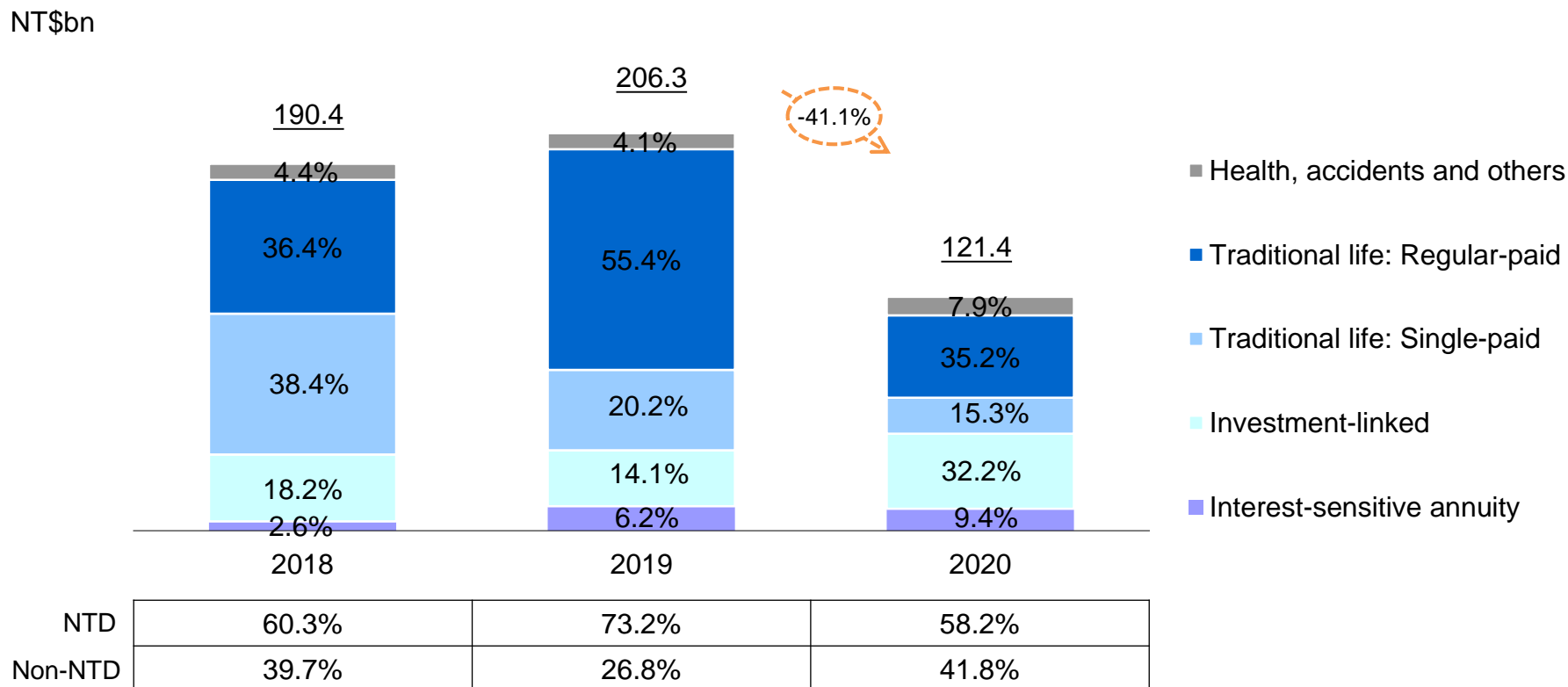
■ FYP ■ Renewal premium



Fubon Life: First year premiums (FYP)

- FYP declined 41.1% YoY due to COVID-19 impact, regulation changes and product focus shift to regular-paid policies
- Investment-linked policy reached 32.2% and health and accidents policy contributed 7.9% of FYP

FYP composition



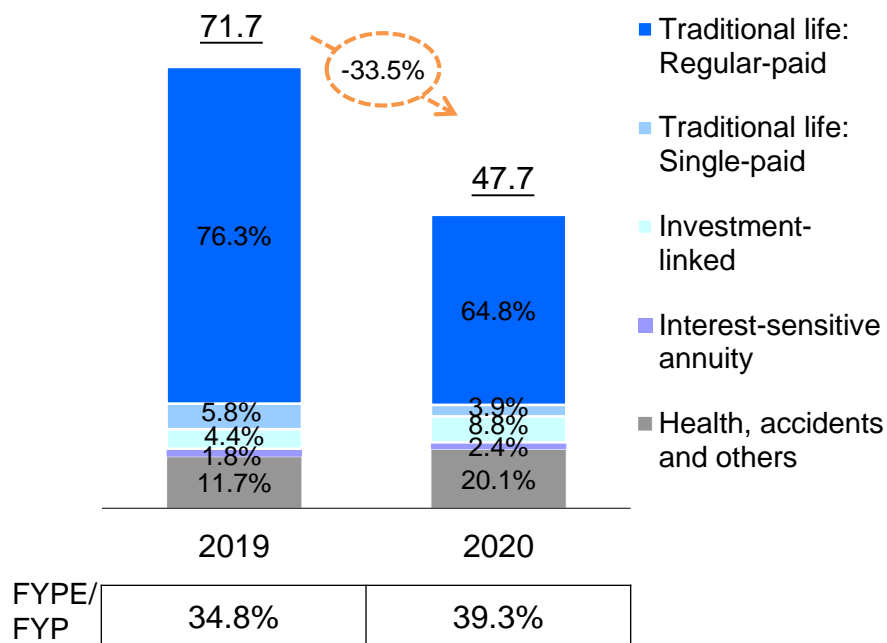
Fubon Life: FYPE & VNB



- With a focus on regular-paid policy, FYPE/FYP improved from 34.8% to 39.3%; while FYPE declined 33.5% yoy due to a decrease in FYP
- VNB declined 29.1% yoy, reflecting the FYP decline, while VNB/FYP margin improved to 19.1% in 2020

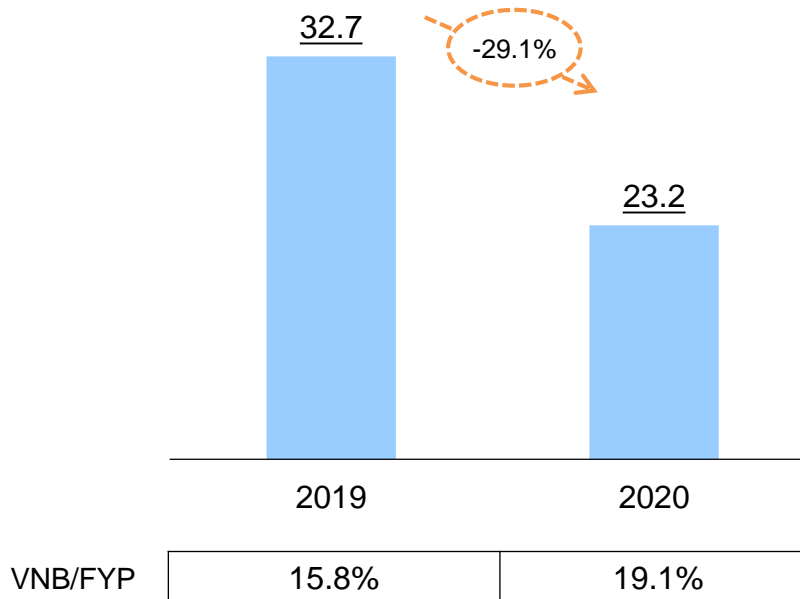
FYPE

NT\$bn



VNB

NT\$bn



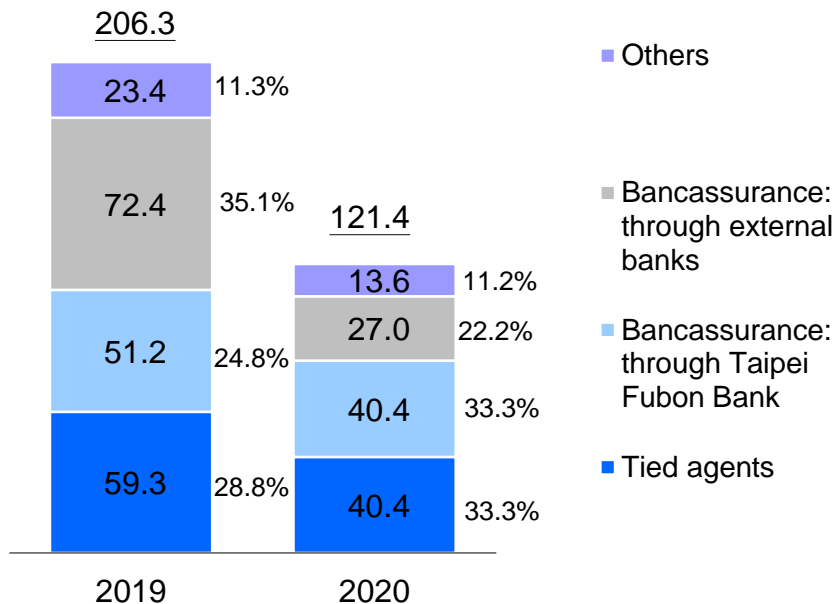
Note: VNB is based on 2019 EV actuarial assumptions

Fubon Life: Channels

- FYP declined across all channels. Bancassurance dropped the most while Taipei Fubon Bank outperformed external banks and delivered the value of cross-sale synergy
- FYPE contribution from agents increased, driven by rising sales of regular-paid and protection-type policies

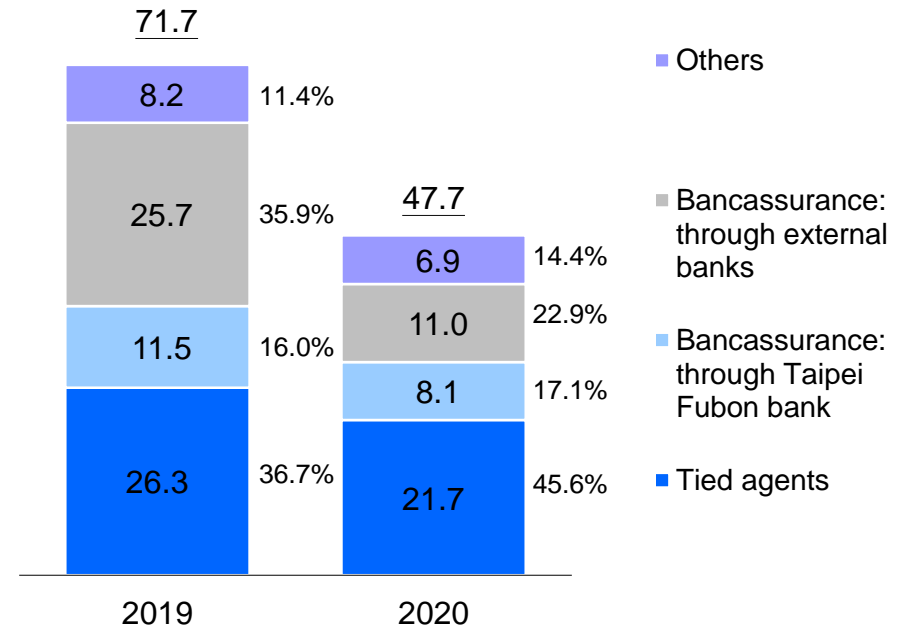
FYP by channel

NT\$bn



FYPE by channel

NT\$bn



Fubon Life: Investment portfolio



- Steady investment asset growth at 8.8% YoY
- Compared with the previous quarter, domestic investments increased mainly from equity, fixed income and asset market value. Higher cash position reflected market uncertainty

NT\$bn	2019/12/31		2020/09/30		2020/12/31	
Deposit and cash equivalent	226.6	5.6%	292.0	6.9%	265.4	6.0%
Domestic fixed income ⁽¹⁾	597.0	14.8%	494.1	11.6%	554.9	12.6%
Overseas fixed income ⁽²⁾	2,141.9	53.0%	2,252.6	53.1%	2,281.8	51.9%
Domestic equity	390.0	9.6%	455.6	10.7%	530.5	12.1%
Overseas equity	205.9	5.1%	211.5	5.0%	221.3	5.0%
Mortgage loans	159.7	4.0%	165.9	3.9%	160.7	3.7%
Policy loans	71.5	1.8%	72.6	1.7%	72.6	1.7%
Real estate	249.8	6.1%	300.5	7.1%	311.7	7.0%
Total Investments	4,042.4	100.0%	4,244.8	100.0%	4,398.9	100.0%
Domestic	1,575.3	39.0%	1,632.1	38.4%	1,776.0	40.4%
Overseas	2,467.1	61.0%	2,612.7	61.6%	2,622.9	59.6%

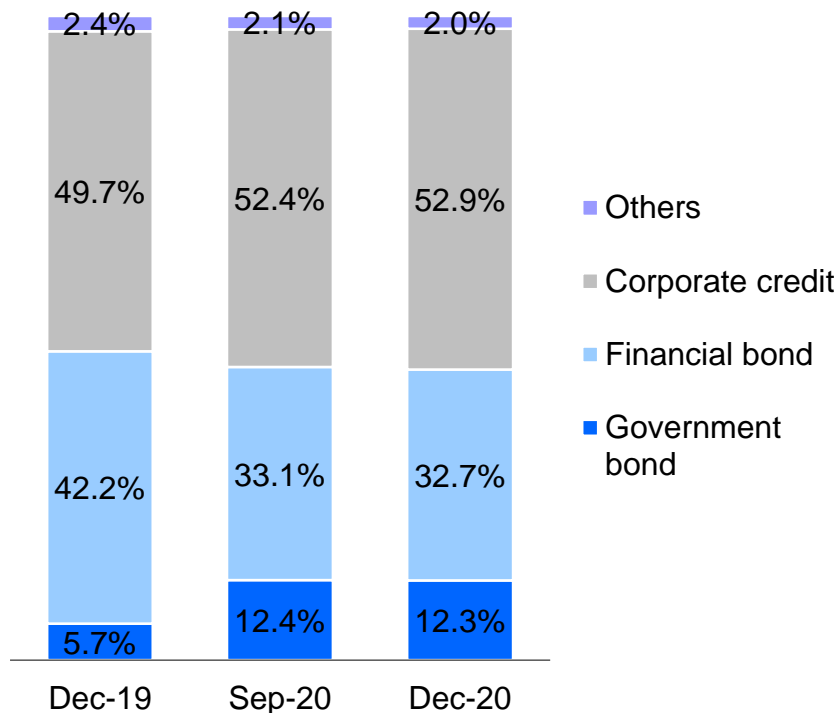
Note: (1) Inclusive of NTD-denominated ETFs

(2) Inclusive of OTC-listed international bonds. International bonds investment reached 11.1% of total investment assets as of 2020/12/31

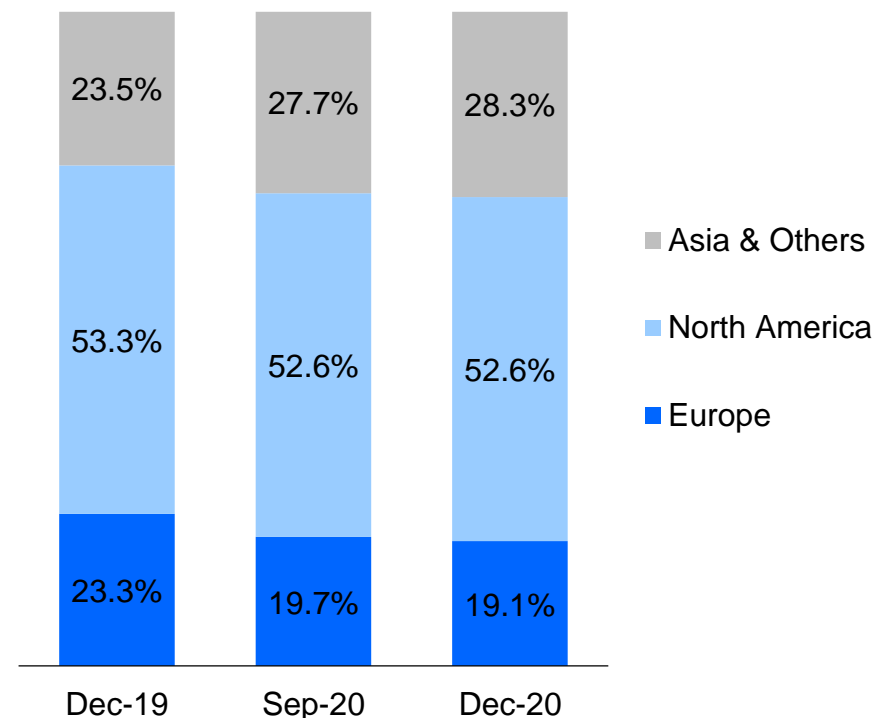
Fubon Life: Overseas fixed income portfolio

- Asset allocation predominantly in investment-grade corporate credits and financial bonds
- Issuers of overseas fixed income portfolio are mainly from North America

Overseas fixed income by asset type



Overseas fixed income by region



Fubon Life: Composition of investment income

- Investment return increased YoY on both before and after hedge basis due to growth in capital gains, dividend income of mutual funds and hedging cost improvement
- Capital gains from both fixed income and equity increased yoy

NT\$bn	2018	2019	2020	YoY growth
Recurring investment income	126.5	137.2	136.2	-0.7%
Interest income	98.5	99.6	98.4	-1.2%
Cash dividend income from equity investment	18.9	20.5	20.4	-0.5%
Rental and others ⁽¹⁾	9.1	17.1	17.4	1.8%
Realized gains from fixed income investment	8.9	26.2	34.7	32.4%
Realized gains from equity investment	26.4	18.4	41.8	127.2%
FX and others	-34.8	-36.4	-27.0	-25.8%
Investment income	127.0	145.4	185.7	27.8%
Total investment assets	3,622.3	4,042.4	4,398.9	8.8%
Investment return (before hedge)	4.63%	4.72%	5.09%	
Investment return (after hedge)	3.62%	3.83%	4.49%	

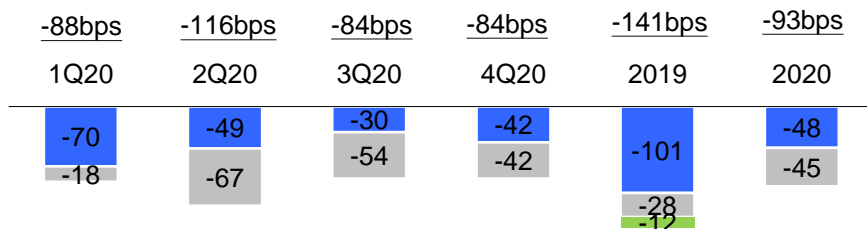
Note: (1) Including interest income from fund investments

Fubon Life: Composition of hedging portfolio

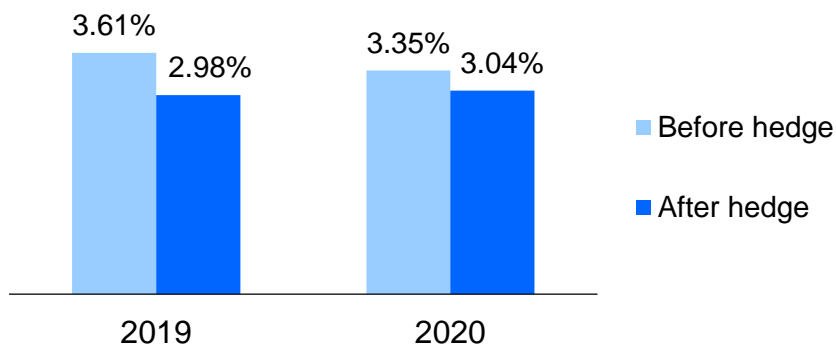
- Recurring hedging costs declined along with a narrowing interest spread between Taiwan and the US
- Dynamically adjust hedging composition in response to market conditions
- Increase in recurring returns on after-hedge basis

Hedging cost & FX gain/loss

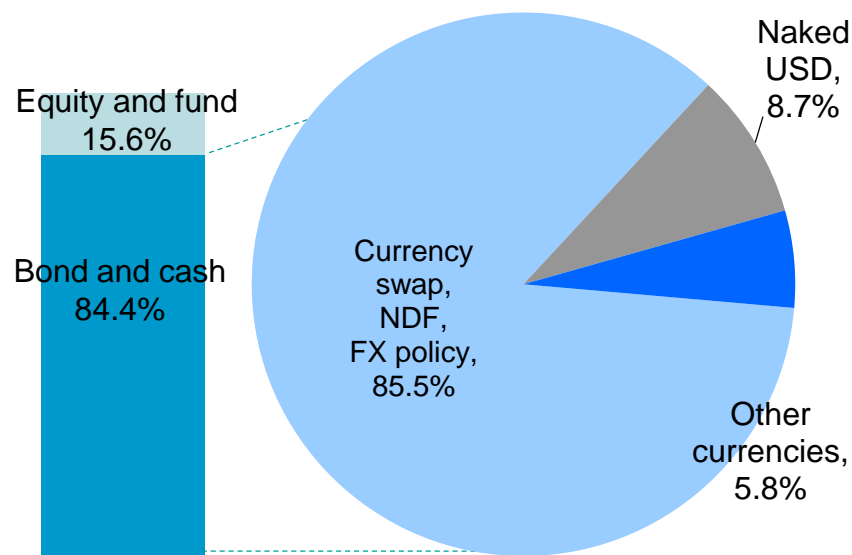
- CS+NDF cost
- FX gain/loss & net provision of FX reserve
- One-off FX reserves provision



Recurring return



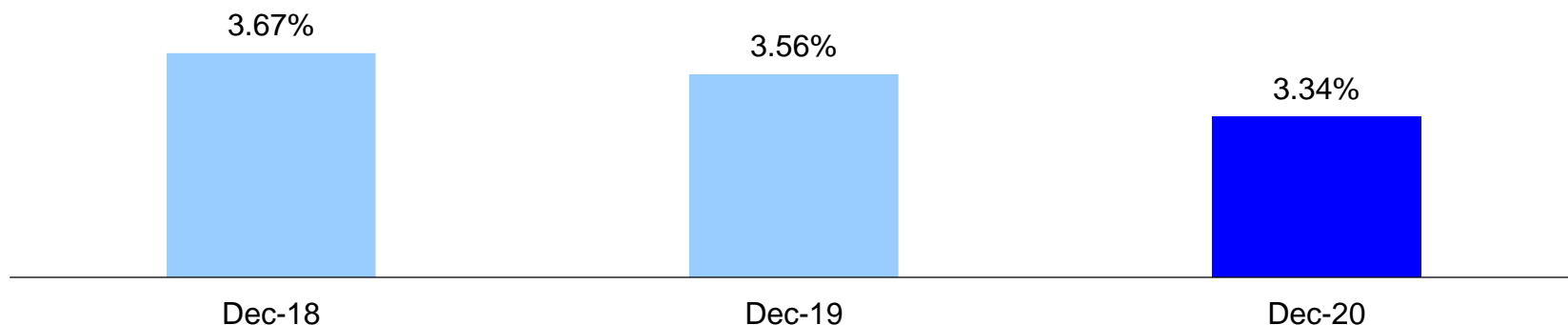
FX position



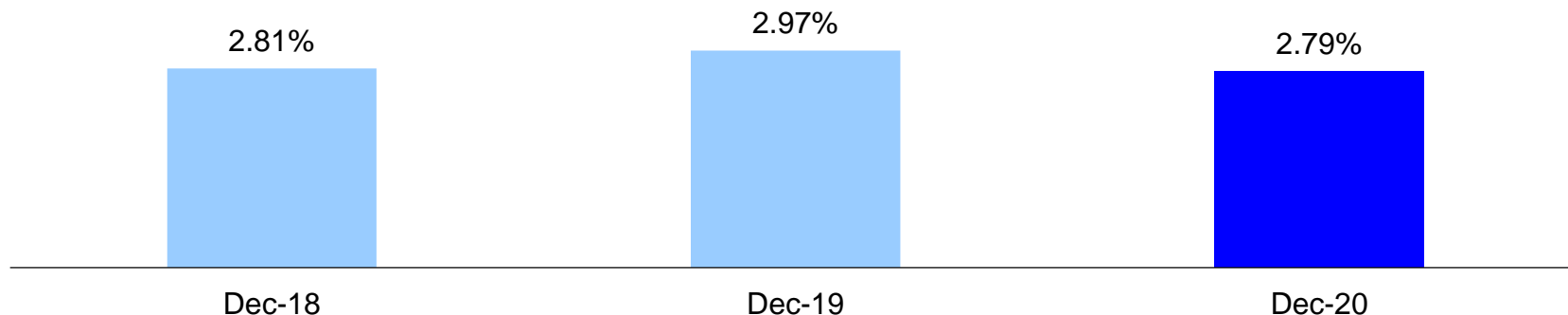
Fubon Life: Cost of liability & breakeven point

- Improvement in cost of liability. The positive spread between the cost of liability and investment return reaches 1.15%
- Breakeven point improved thanks to decline in cost of liability. The positive spread between breakeven point and after-hedge recurring return is up to 25bps

Cost of liability



Breakeven point

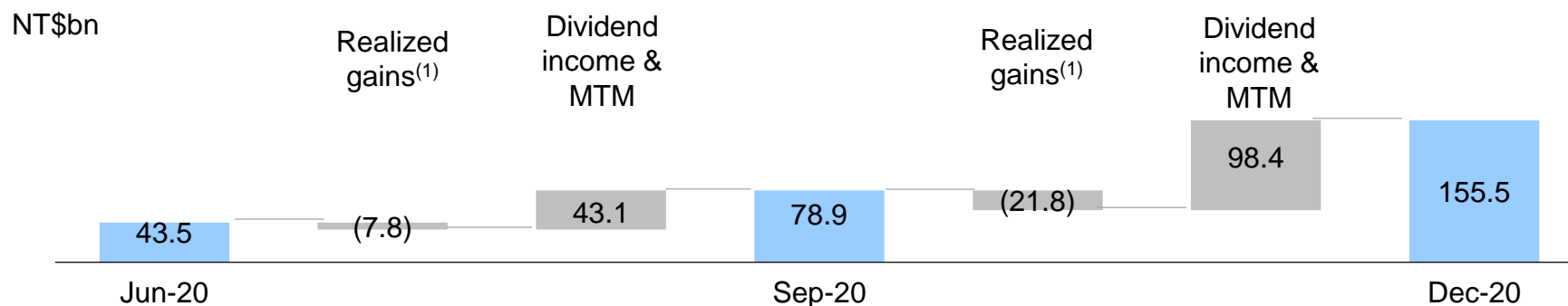


Fubon Life: Investment performance

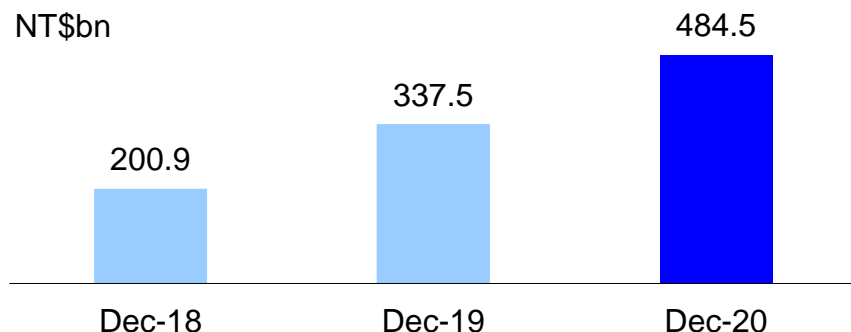


- Unrealized balance increased due to mark-to-market value movement of financial assets, which led to increase in shareholders' equity

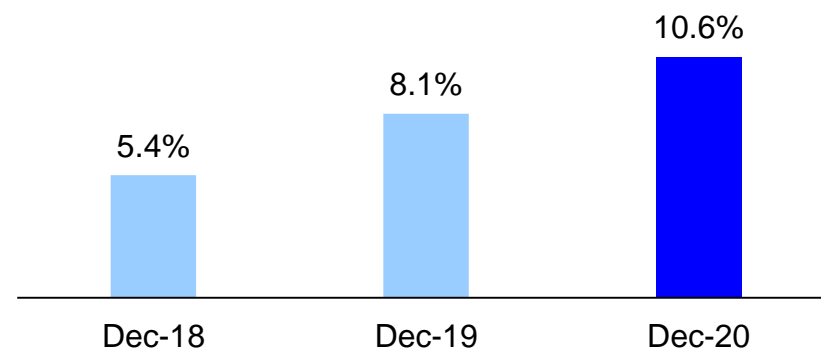
Unrealized balance in FVOCI & FVTPL overlay and movement



Shareholders' equity



Equity-to-asset



Note (1): Realized equity gain/ loss under FVOCI is included; (2) Ending balance of AC as of December 2020 was NT\$211.3bn.

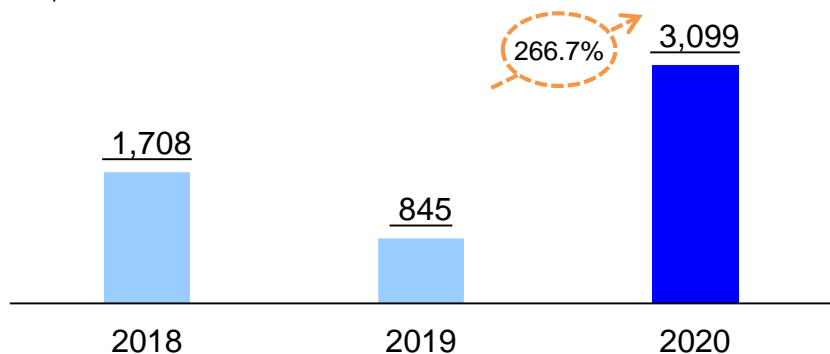
Fubon Hyundai Life: Operational snapshot



- Earnings and scale improved consistently since the company became a Fubon Life subsidiary in 2018
- Collaboration with Hyundai Motor Group to grow pension business, which is ranked the top 2 in the Korea market
- Announcement of NT\$11.9bn capital raising plan will bring Fubon Life's stake to 77%, which is expected to be completed in 3Q21

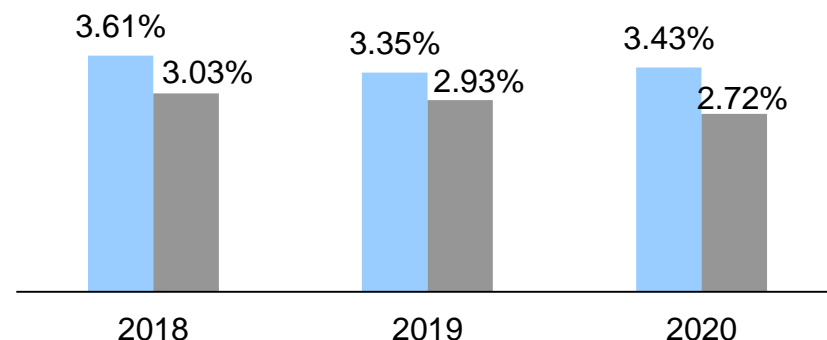
Pre-tax profit

NT\$m



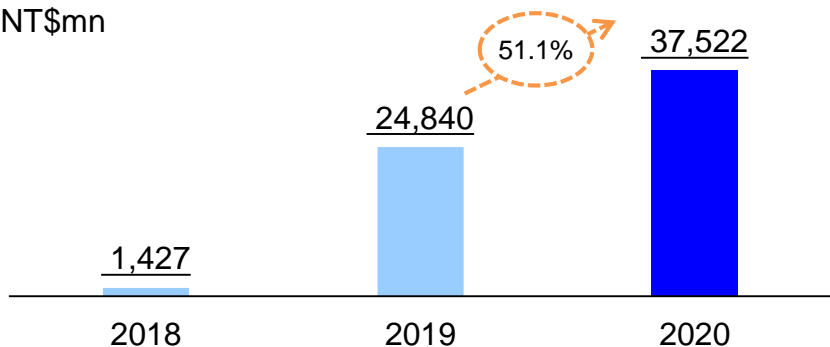
Spread performance

■ Investment return ■ COL



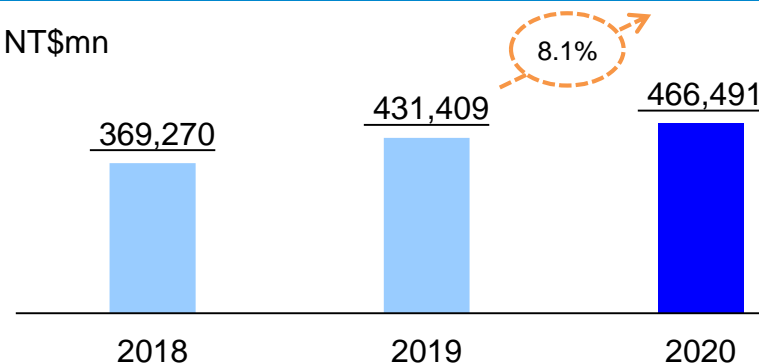
FYP

NT\$m



Assets

NT\$m



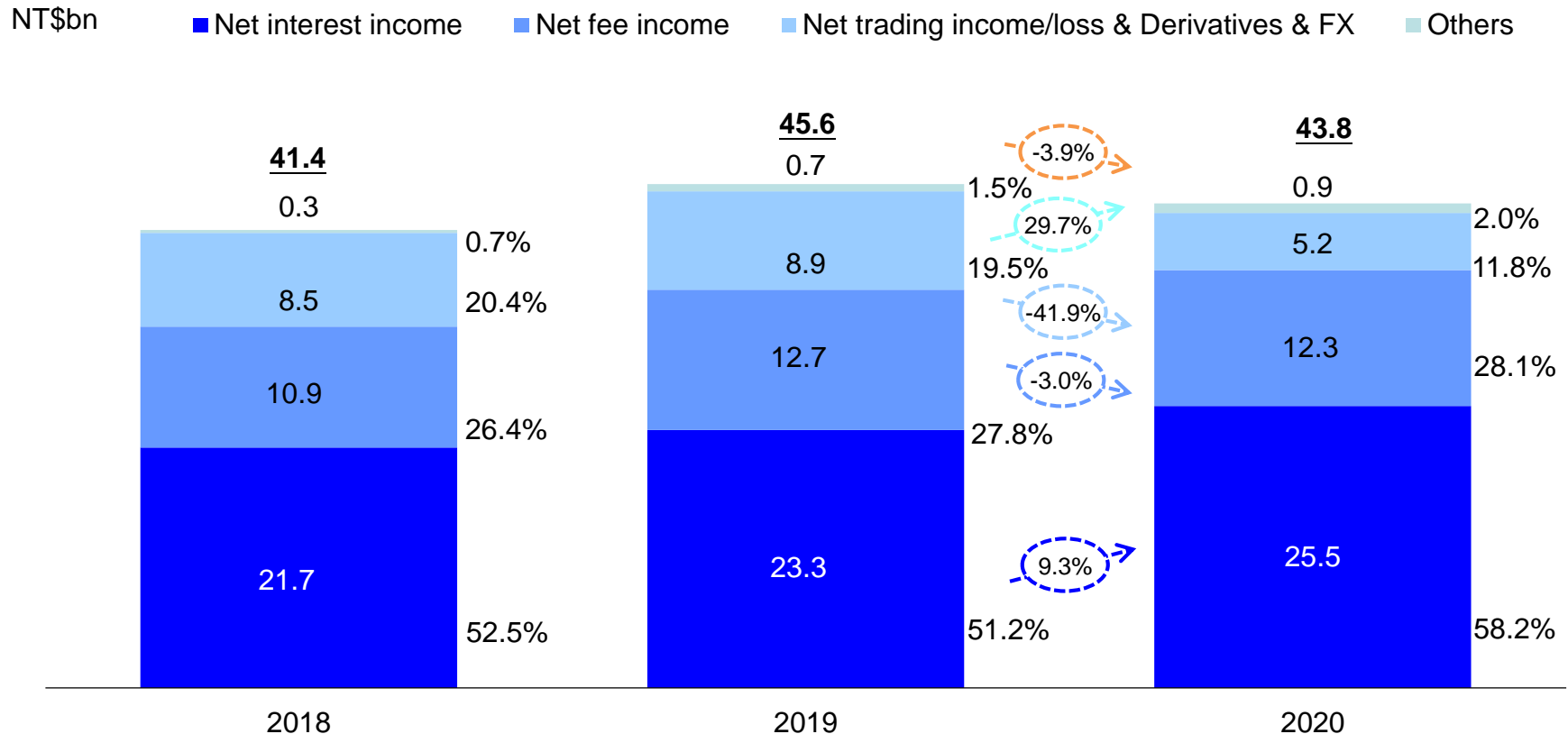


Performance review by subsidiary
Taipei Fubon Bank

Taipei Fubon Bank: Revenue

- The growth in deposit and loan balance drives an increase of 9.3% YoY in net interest income
- Net fee income was down 3% YoY due to syndication and insurance business
- Treasury related revenue declined 41.9% YoY mainly due to spread narrowing between USD and NTD, leading to lower interest rate swap and FX swap

Revenue composition of Taipei Fubon Bank



Taipei Fubon Bank: Credit composition



- Corporate and retail loan growth led to total credit growth of 10% YoY

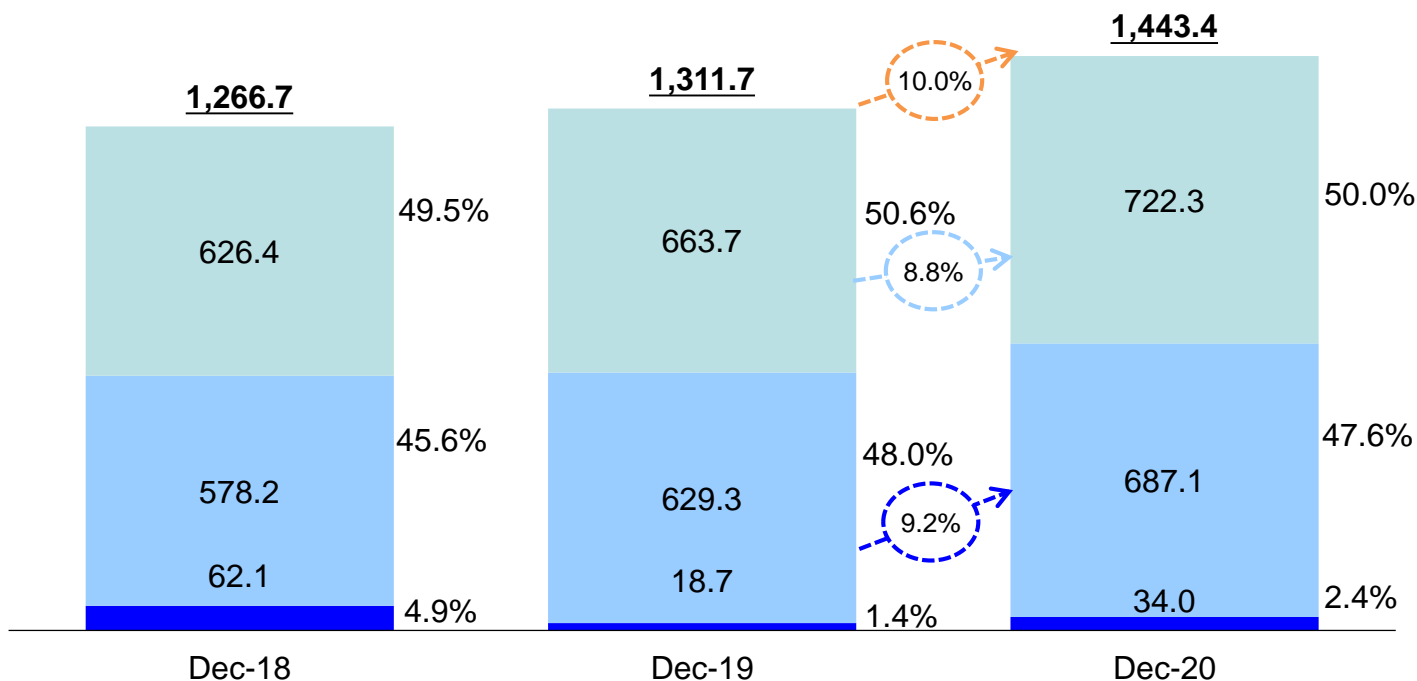
Credit composition

NT\$bn

■ Retail credit

■ Corporate credit

■ Government loan

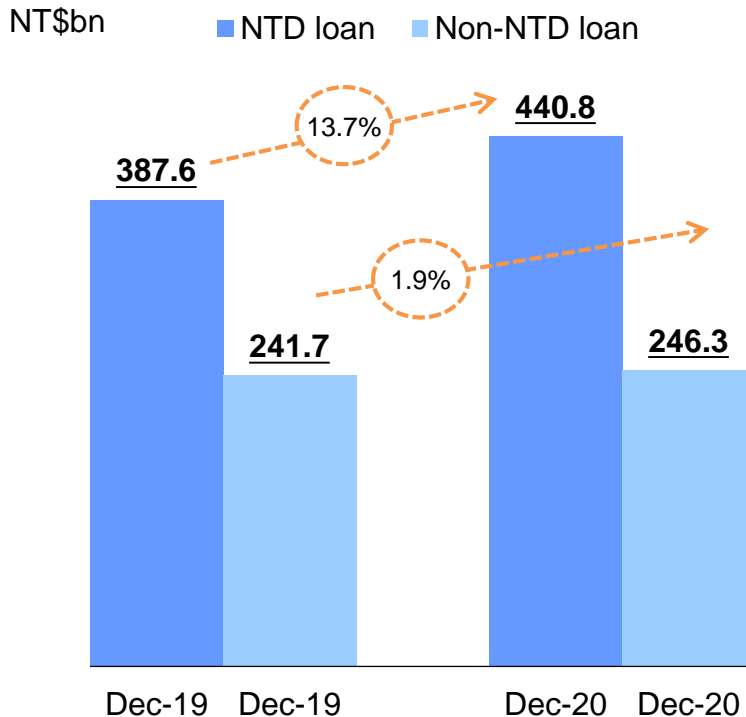


Note: Ending balance

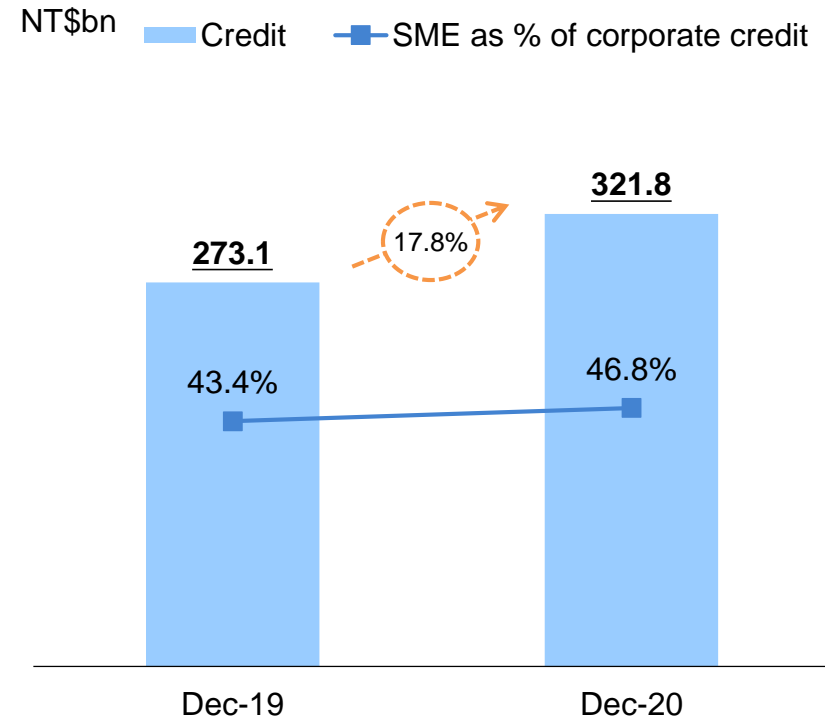
Taipei Fubon Bank: Corporate credit

- NTD corporate loan balance showed double-digit growth, pushing total corporate credit up 9.2% YoY
- SME credit was up 17.8% YoY, accounting for 46.8% of corporate loan

Corporate credit by currency



SME credit



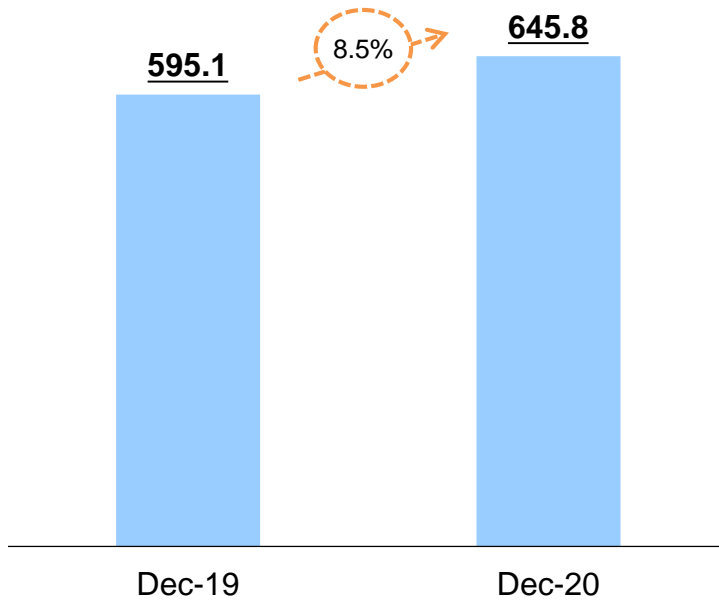
Note: Ending balance

Taipei Fubon Bank : Retail credit

- Mortgage grew 8.5% YoY, maintaining steady growth momentum
- Other consumer credit grew 11.6% YoY, accounting for 10.6% of total retail credit

Mortgage

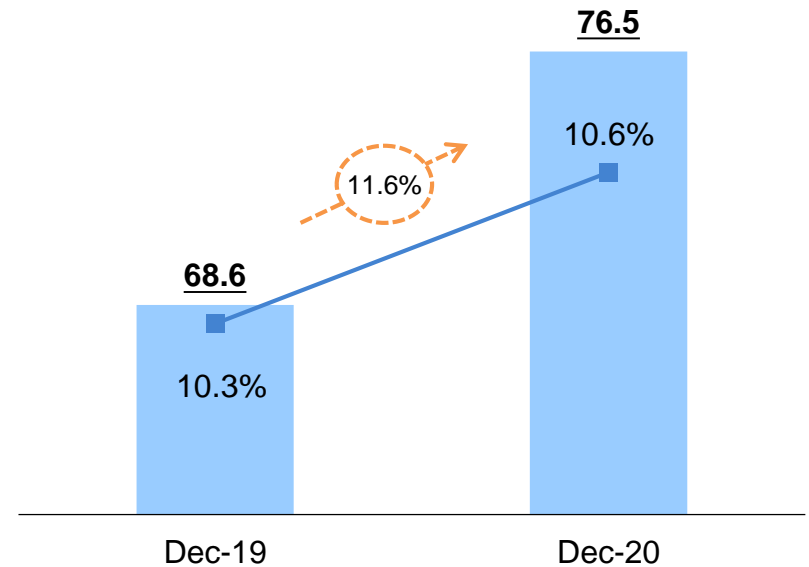
NT\$bn



Other consumer credit

NT\$bn

Other consumer credit as % of retail credit

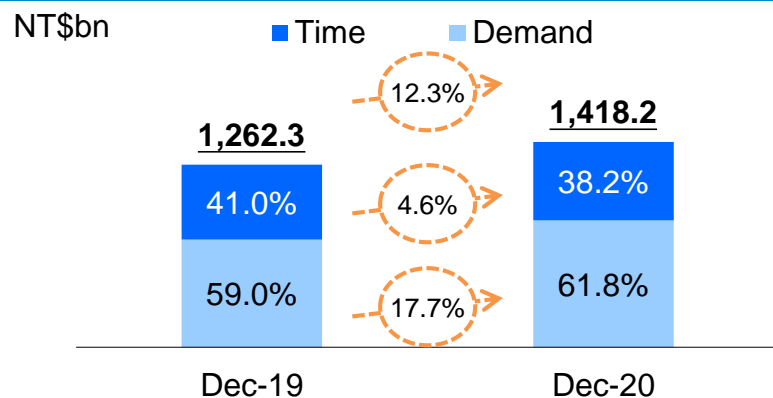


Taipei Fubon Bank: Deposit mix and LDR

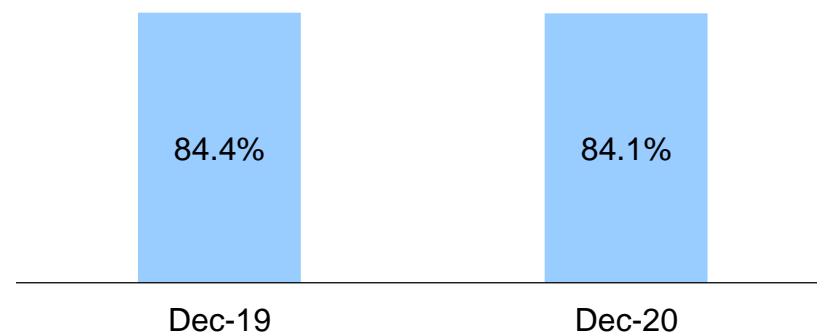


- Growth in NTD and FX deposit with higher demand deposit ratio. LDR remained stable
- Including FX lending and FX investment, foreign currency deployment accounted for 63.8% of FX deposit

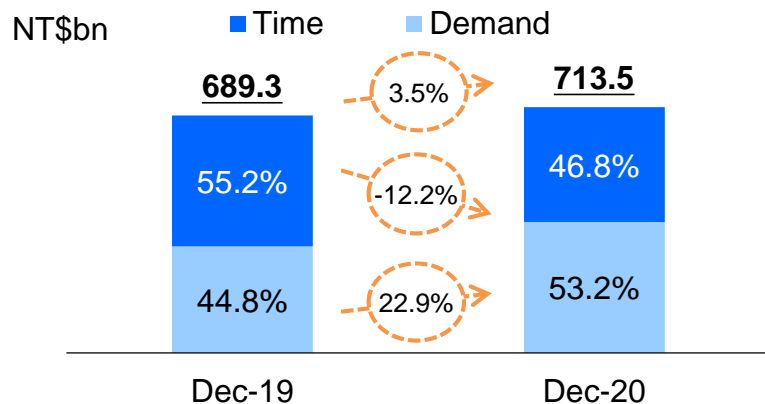
Deposit mix in NTD



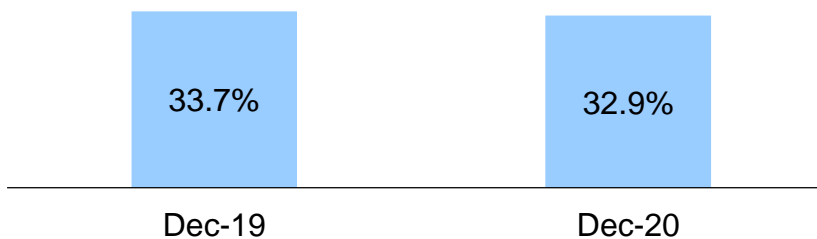
NTD loan-to-deposit ratio (LDR)



Deposit mix in FX



FX LDR



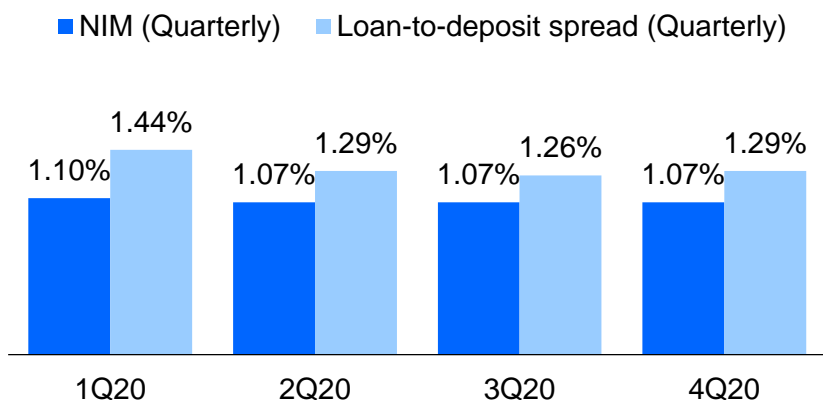
Note: Ending balance

Taipei Fubon Bank : Interest spread and margin

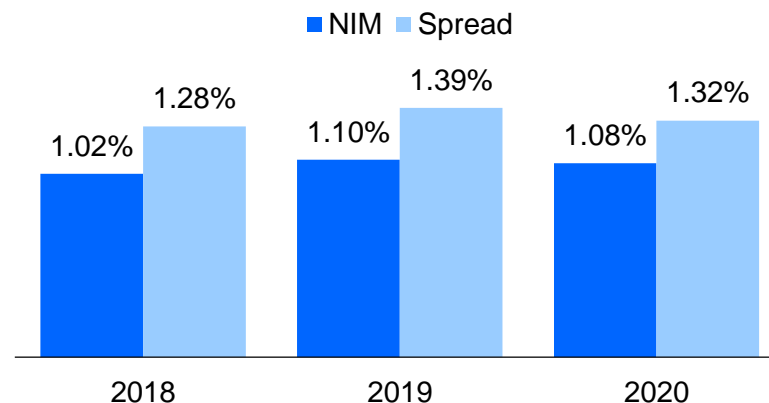


- The adjustment in asset portfolio and higher demand deposit ratio offset part of the impact of rate cuts. Quarterly loan-to-deposit spread improved and NIM remained stable
- Annual loan-to-deposit spread narrowed 7bps YoY. NIM slightly dropped by 2bps due to interest rate cut

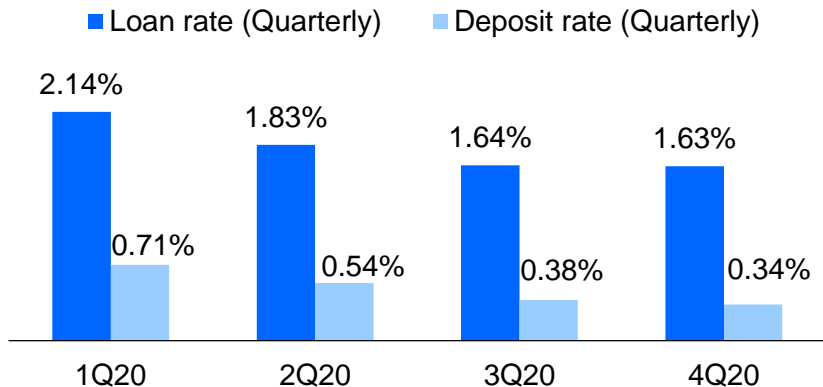
NIM and loan-to-deposit spread (Quarterly)



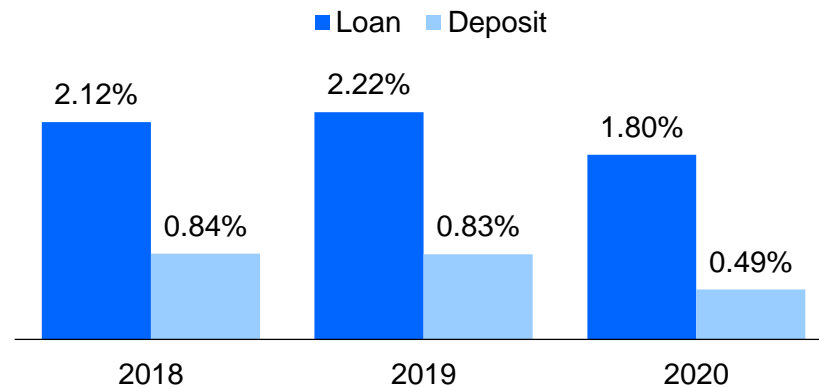
NIM and loan-to-deposit spread



Loan yield and deposit rate (Quarterly)



Loan yield and deposit rate



Note: Loan rate calculation inclusive of credit card revolving

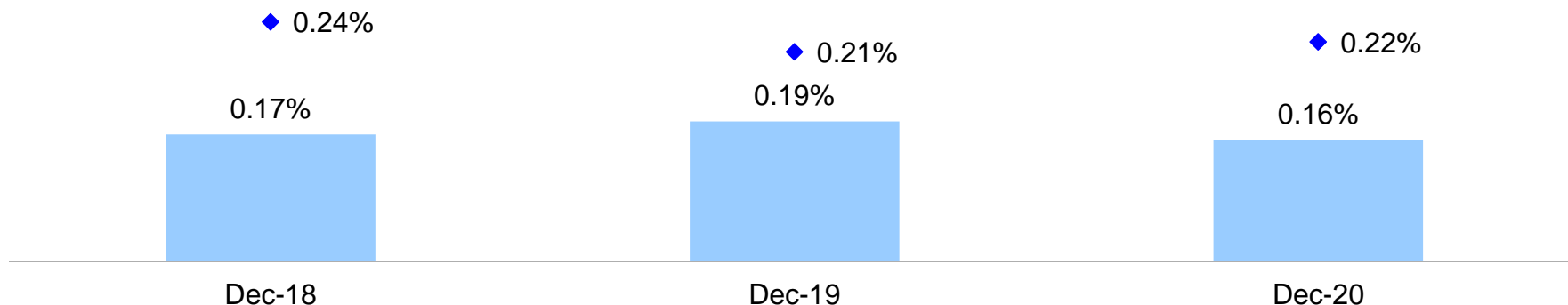
Taipei Fubon Bank: Asset quality



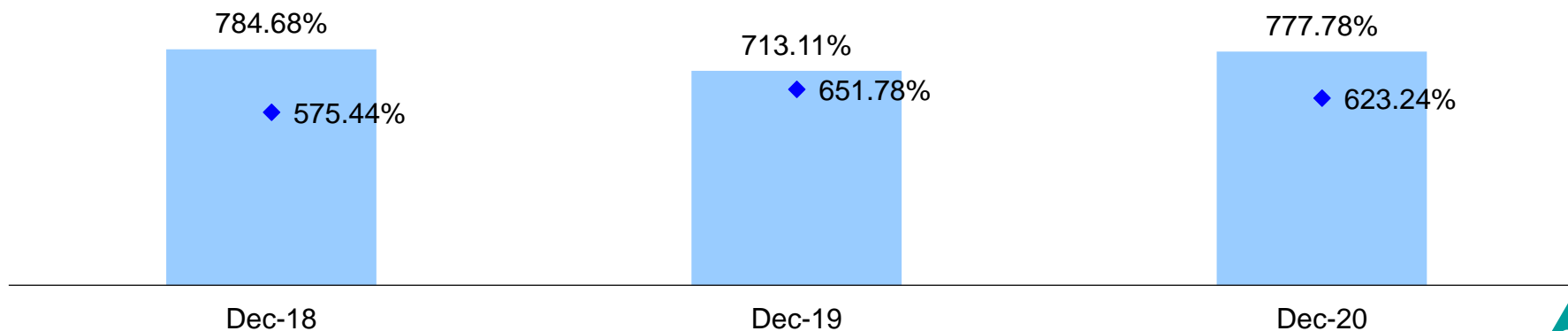
- Asset quality remained stable. Better NPL and coverage ratio compared to industry average

NPL ratio

◆ industry average



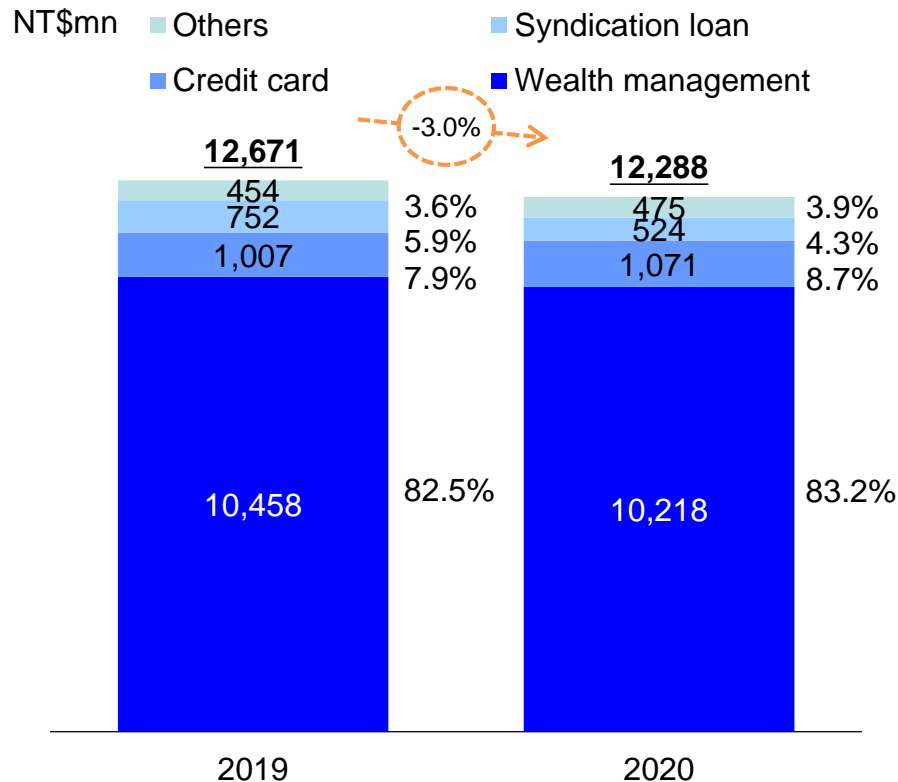
Coverage ratio



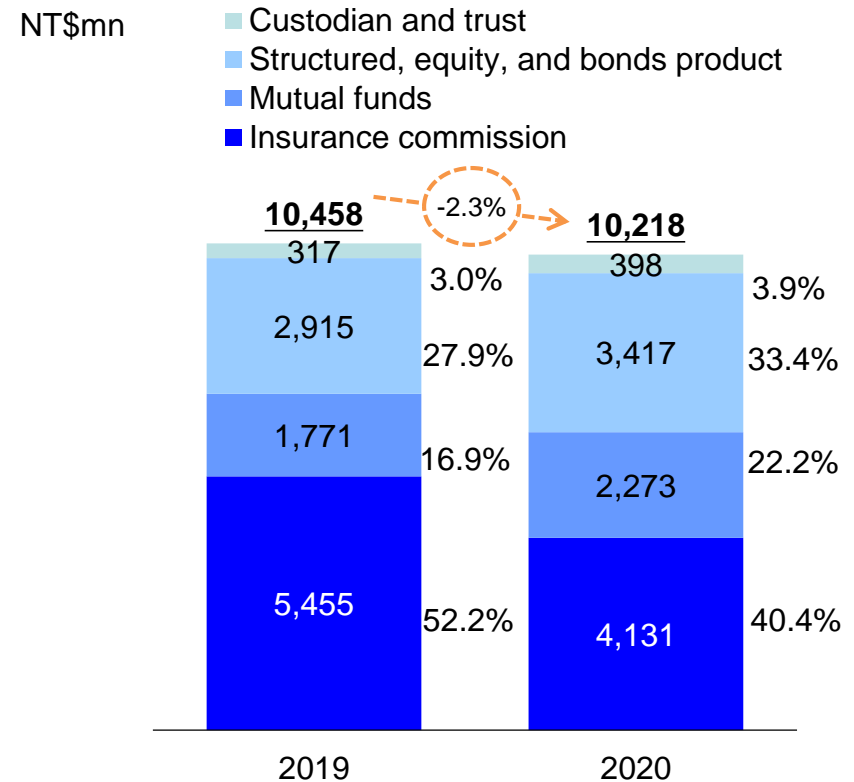
Taipei Fubon Bank: Fee income

- Fee income was down slightly, mainly due to wealth management business
- Sales of wealth management including investment and insurance products increased by 22% YoY and revenue from investment products grew 22% YoY. Revenue from insurance products was down as the proportion of traditional insurance policy sales fell, led by lower liability reserve rate and declared interest rate

Net fee income



Wealth management fee



Note: Investment products include mutual funds, structured, equity and bonds products and custodian and trust

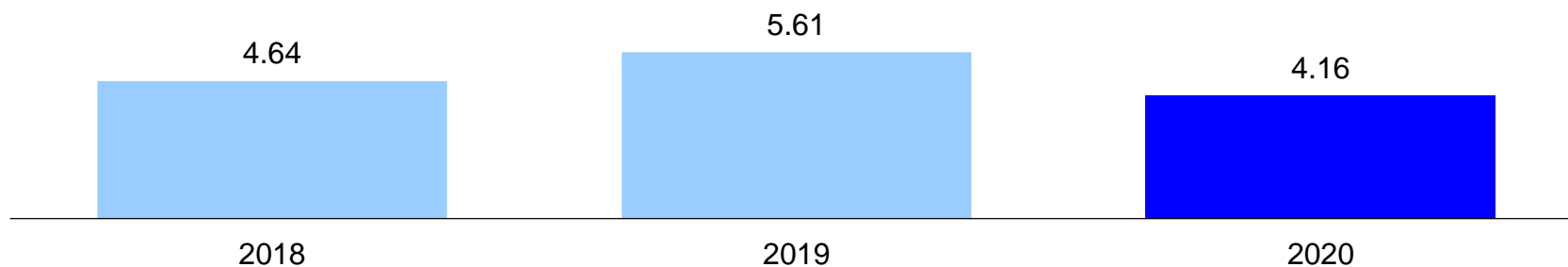
Taipei Fubon Bank: Overseas branches



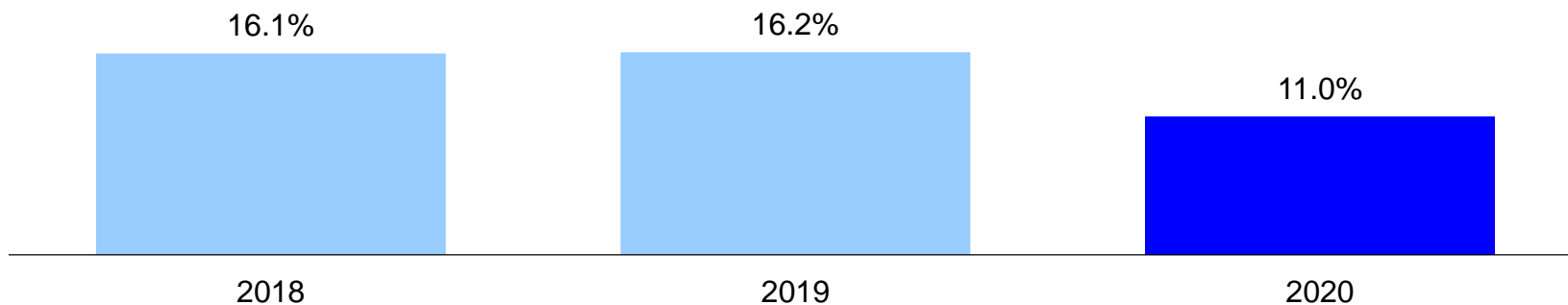
- Revenue from overseas branches was down 26% YoY due to rate cuts, decline in loan balance in Hong Kong and Singapore branches and COVID-19 impact
- Profit contribution from overseas branches declined to 11%, mainly due to revenue contraction in Hong Kong branch

Net revenue from overseas branches

NT\$bn



Pre-tax profit from overseas branches





Performance review by subsidiary

Fubon Insurance

Fubon P&C (China)

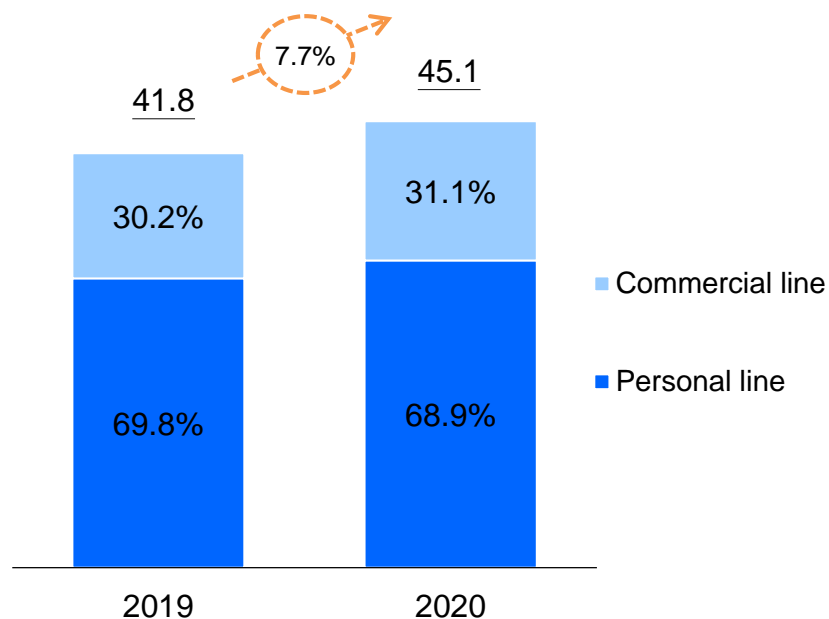
Fubon Insurance: Operational snapshot



- 7.7% premium growth YoY, outperforming the industry average
- Market leader with 24.1% market share for 39th straight year
- Net combined ratio improved by 0.5% yoy and remained at a stable level of 92.4%

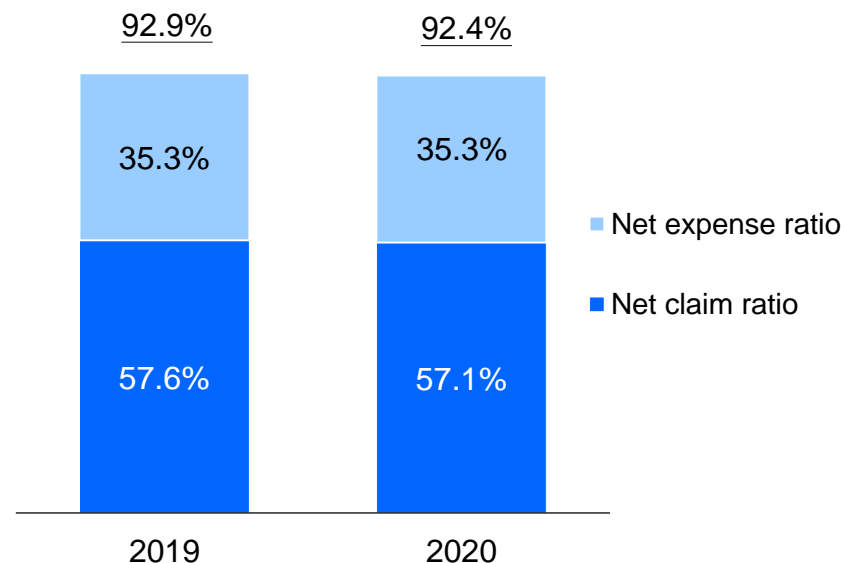
Direct written premiums by product

NT\$bn



Note: Standalone basis

Net combined ratio



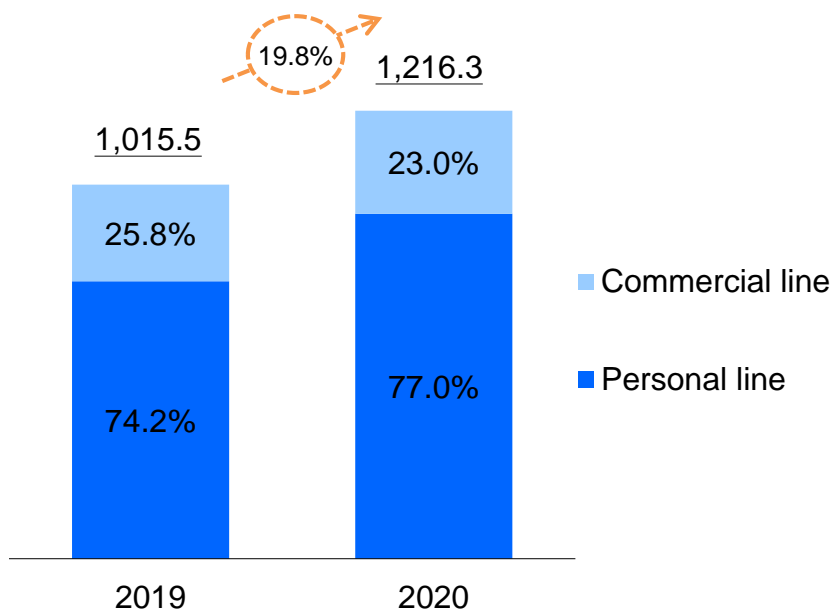
Note: Inclusive of compulsory auto business

Fubon P&C (China): Operational snapshot

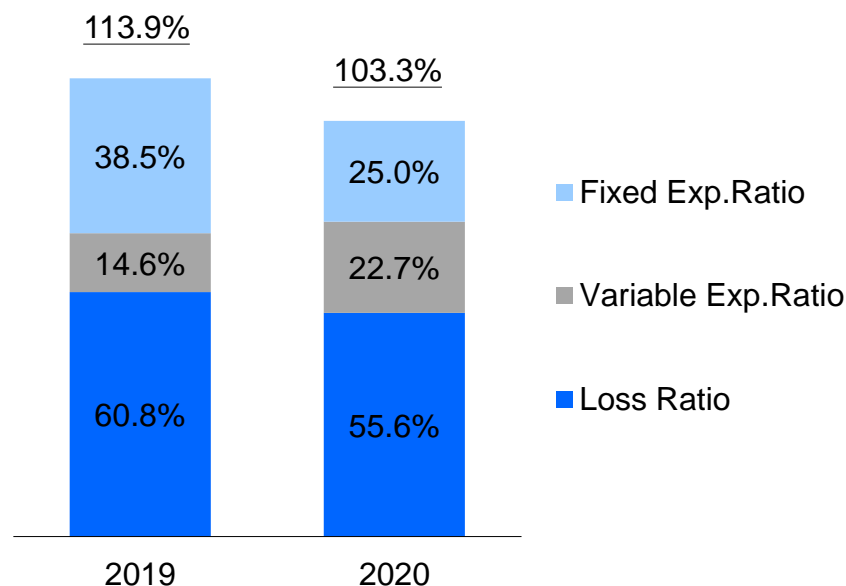
- Product mix improvement with a focus on personal lines
- Loss ratio improved 5.2% due to product mix adjustment and quality control
- Fixed expense ratio improved 13.5% due to cost control and government subsidy under the pandemic

Gross written premiums

RMBmn



Net combined ratio





Performance review by subsidiary
Fubon Securities

Fubon Securities: Operational snapshot



- Top 3 position in brokerage. Top 2 in underwriting and emerging stock trading business
- Brokerage fee was up 58.5% yoy, driven by higher market turnover
- Develop wealth management business with sub-brokerage market share reaching 10.88%

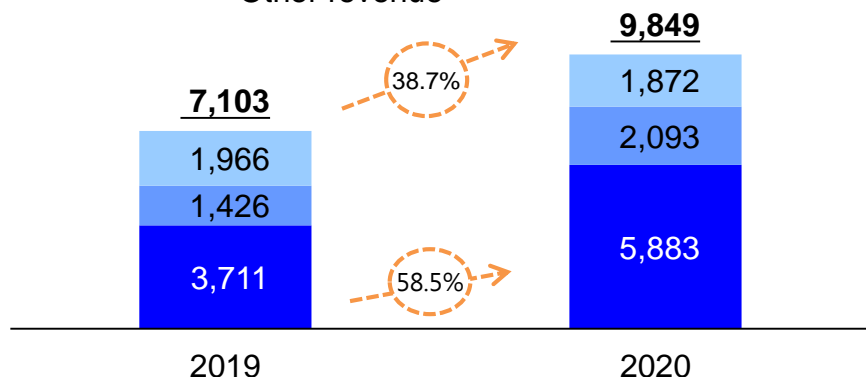
Market share & ranking

	FY20	Ranking	FY19	Ranking
Brokerage	5.57%	3	5.40%	3
IPO+SPO underwriting amount	15.57%	2	5.15%	5
Emerging stock trading amount	19.98%	2	21.32%	2
Sub-brokerage	10.88%	4	8.37%	5

Operating revenue

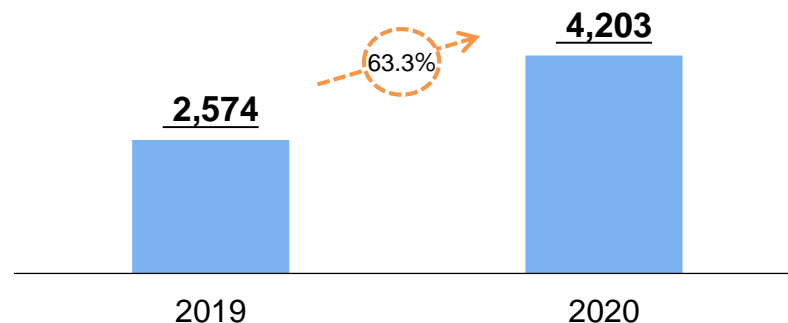
NT\$m

- Brokerage revenue
- Prop and financial gain
- Other revenue



Net profit ⁽¹⁾

NT\$m



Note (1): FHC acquired all shares of Fubon Asset Management held by Fubon Securities on 2019/12/30. In order to use a same comparison base, net profit of Fubon Securities in 2019 exclude the contribution from Fubon Asset Management.



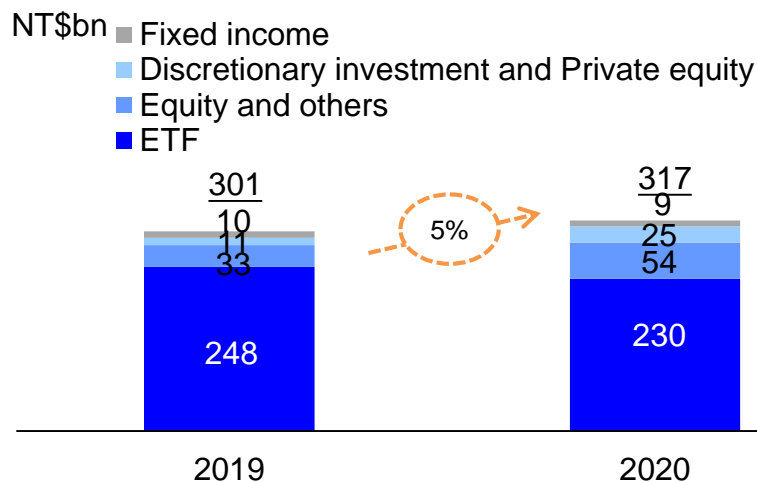
Performance review by subsidiary
Fubon Asset Management

Fubon Asset Management: Operational snapshot



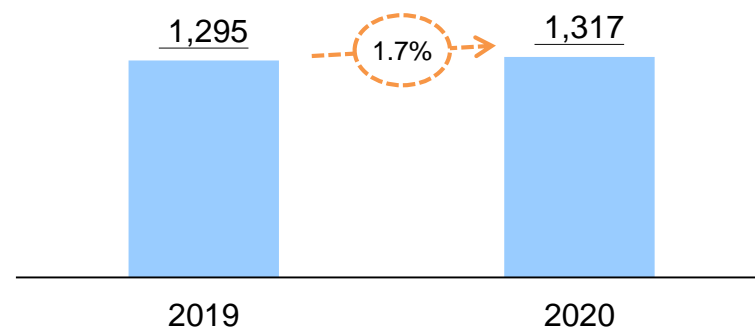
- Total AUM was over NT\$317.3bn, up 5% yoy, mainly attributed to growth in discretionary investment and equity mutual fund
- Net profit declined, mainly reflecting higher risk reserve in Founder Fubon Fund
- Expand ETF products and focus on wealth management products according to market trends

AUM by product



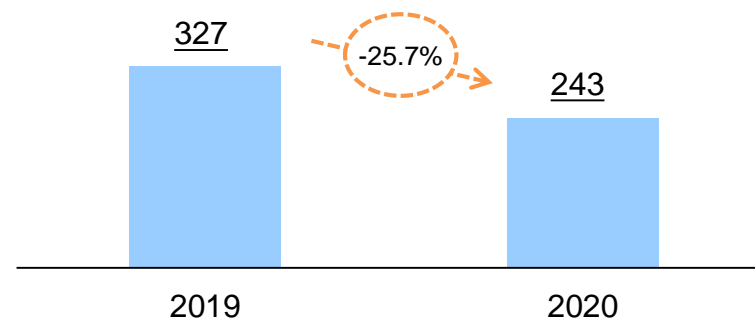
Operating revenue

NT\$m



Net profit⁽¹⁾

NT\$m



Note (1): Founder Fubon Fund booked risk reserve of NT\$20mn and NT\$123mn in 2019 and 2020, respectively



Performance review by subsidiary

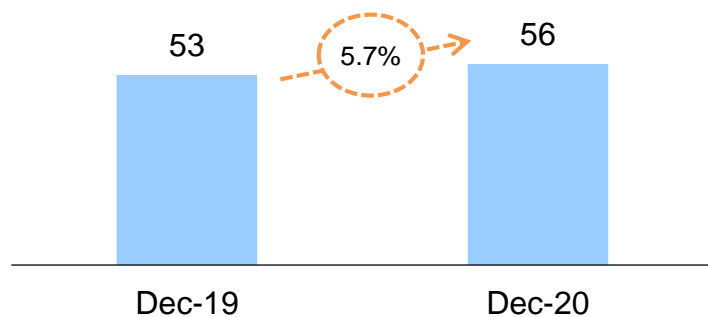
Overseas banking subsidiaries

Fubon Bank (Hong Kong): Key balance sheet items

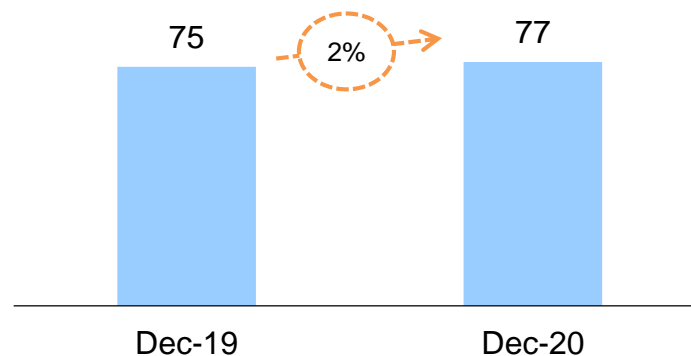
- 5.7% growth yoy in loan balance driven by corporate lending
- 2% growth yoy in deposits

HK\$bn

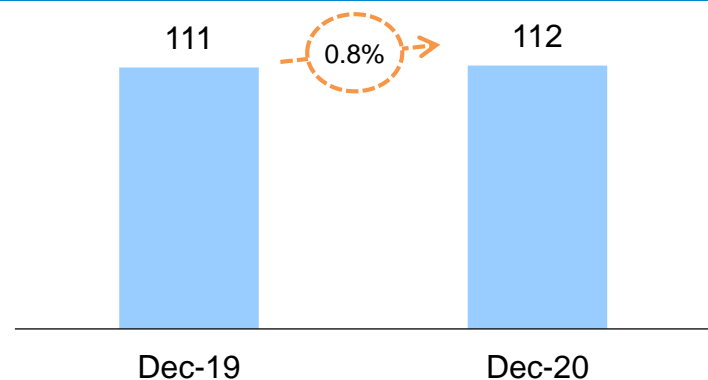
Loans



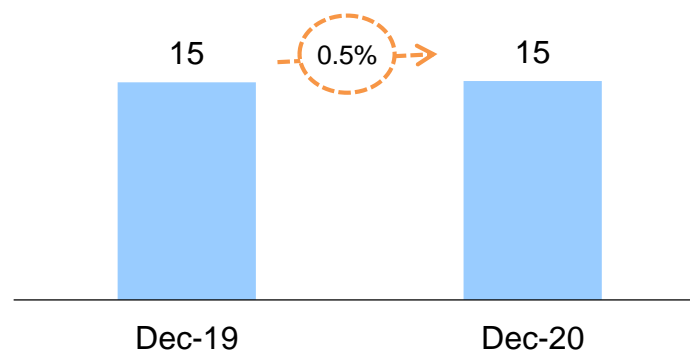
Deposits



Assets



Net worth

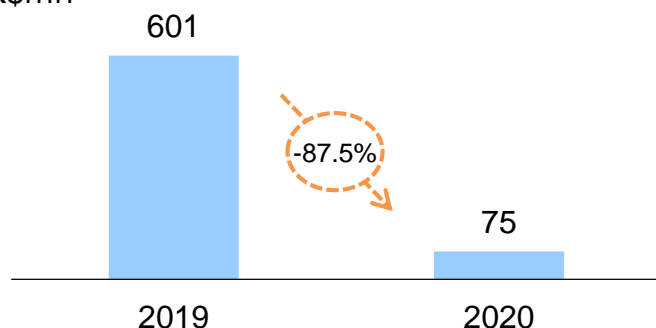


Fubon Bank (Hong Kong): Financial highlights

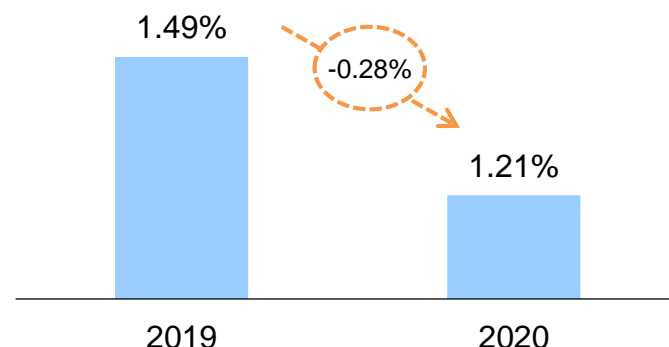
- Net profit fell 87.5% yoy due to lower NIM from rate cuts, higher provisions and impact of COVID-19
- NIM contraction reflecting faster pace of loan repricing than deposits under a rate-cut environment. NIM enhancement with developing SME and retail loans
- NPL ratio was 0.87%

Net profit

HK\$mn

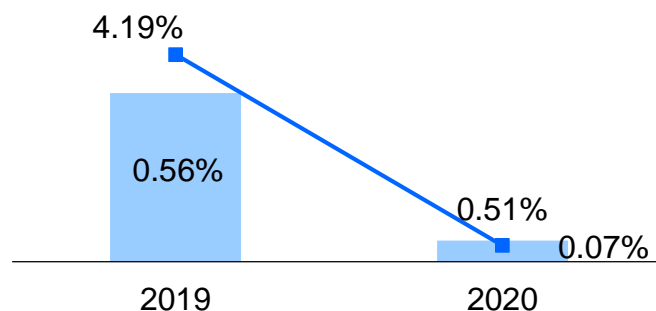


NIM



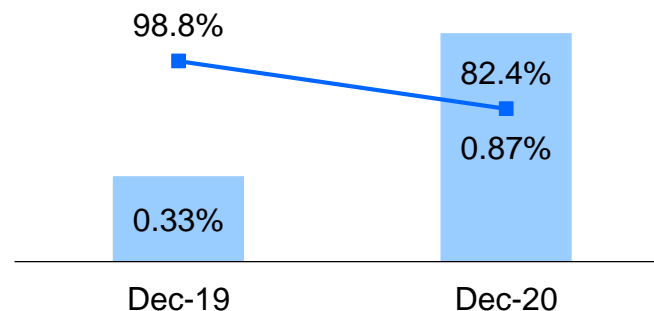
ROAA & ROAE

ROAA ROAE



NPL ratio & coverage ratio⁽¹⁾

NPL ratio Coverage ratio



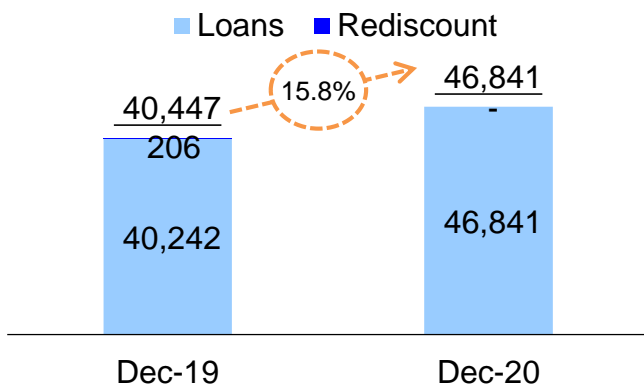
Note: (1) Definition of the coverage ratio follows the general practice in HK, which is (Allowance for loan losses + Secured balance) / NPL

Fubon Bank (China): Key balance sheet items

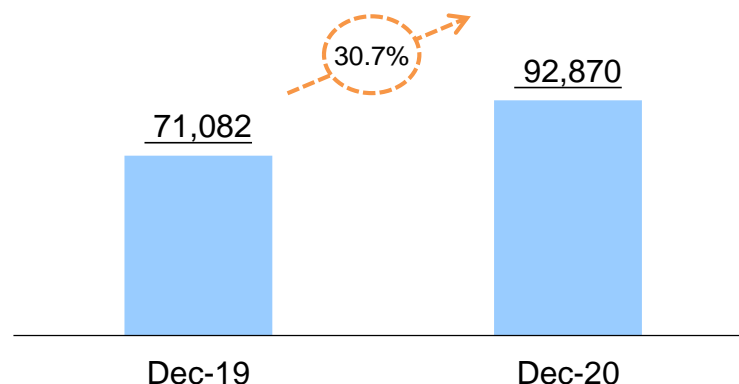
- Deposits and loans grew 30.7% and 15.8% yoy, leading to asset scale expansion by 23% yoy
- Optimize asset structure, cultivate Taiwanese customers and leverage group resources for cross-sale

RMBmn

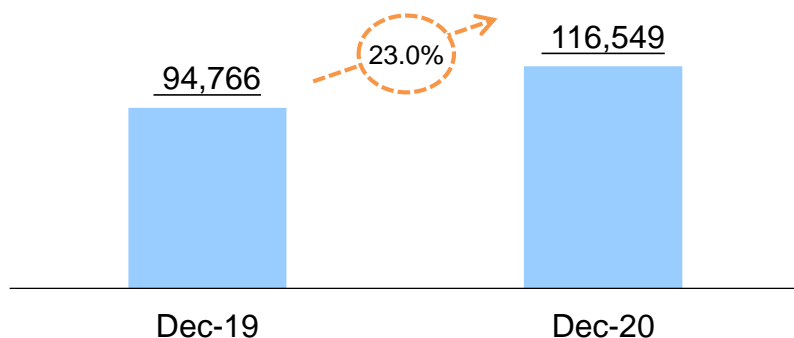
Loans



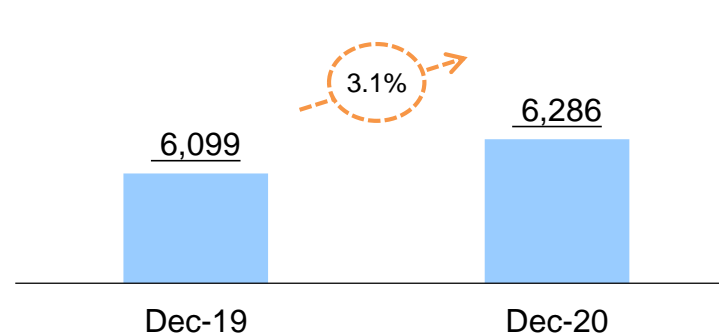
Deposits



Assets



Net worth

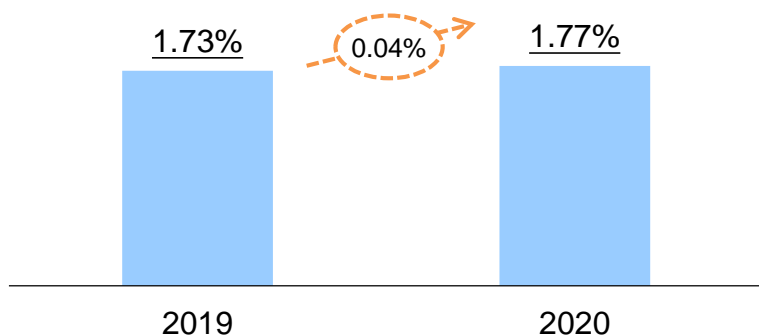


Fubon Bank (China): Financial highlight

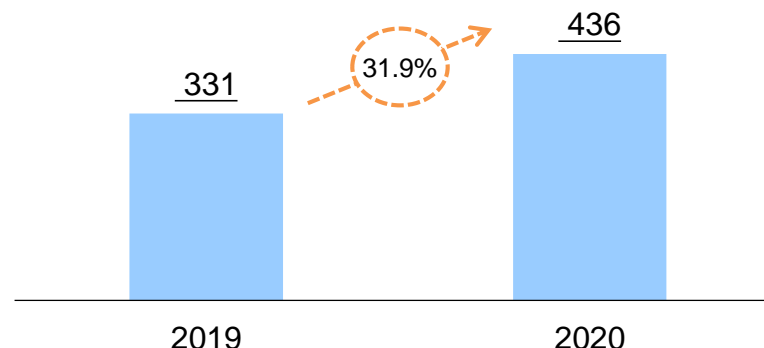
- Net profit increased 31.9% yoy, mainly driven by growth in net interest income
- NIM was up 4bps YoY due to better deposit and loan mix and lower funding cost
- Asset quality remained stable. NPL and coverage ratio improved yoy

RMBmn

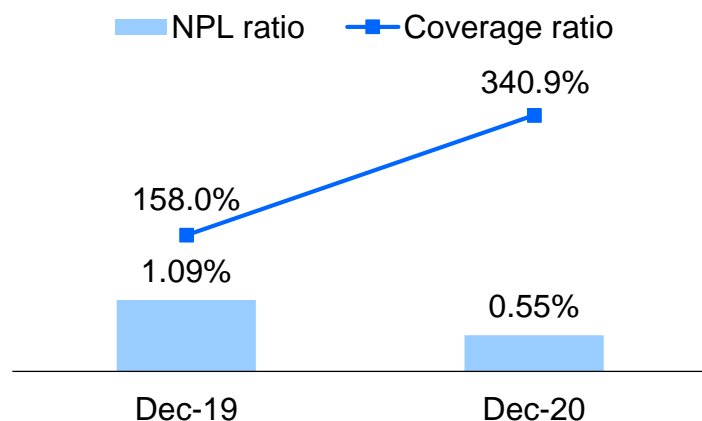
NIM



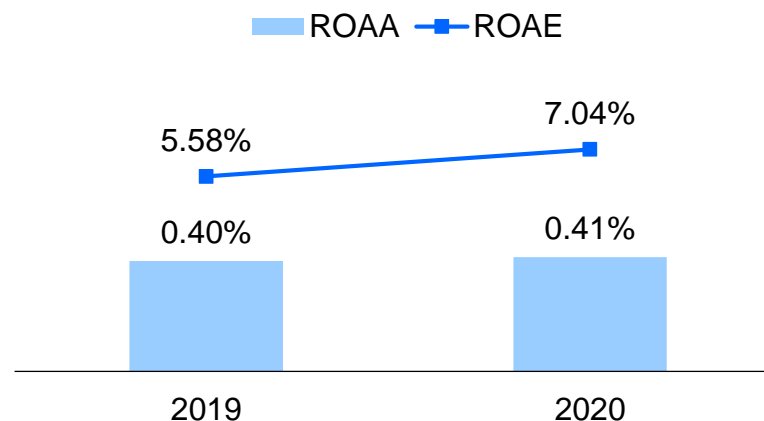
Net profit



NPL ratio & Coverage ratio



ROAA & ROAE





富邦金控



Contact IR



 Fubon Financial

Fubon Financial - Financial summary

<i>NT\$ millions, except for percentages</i>	4Q20	3Q20	2Q20	1Q20	2020	2019	YoY
<u>Income Statement Data</u>							
Net interest income	34,431	34,485	34,423	33,956	137,294	136,681	0.4%
Insurance income	45,485	58,910	62,640	71,012	238,047	248,067	-4.0%
Net gains (losses) on FX and financial assets	25,288	30,364	15,465	29,705	100,821	68,687	46.8%
Others	1,219	1,565	(1,035)	(1,406)	343	(5,443)	106.3%
Net revenue	106,423	125,324	111,492	133,267	476,506	447,992	6.4%
Bad debt expenses and guarantee liability provision	(1,159)	(643)	(1,128)	(1,442)	(4,372)	(3,223)	35.6%
Net change in insurance reserve	(64,645)	(75,596)	(75,324)	(90,810)	(306,374)	(316,278)	-3.1%
Operating expense	(15,729)	(16,187)	(15,521)	(15,195)	(62,632)	(63,022)	-0.6%
Income before tax	24,890	32,899	19,519	25,820	103,128	65,468	57.5%
Net income	22,518	30,990	14,291	23,173	90,972	59,573	52.7%
Net income to parent company	22,067	30,922	14,321	22,963	90,272	58,497	54.3%
<u>Balance Sheet Data</u>							
Total assets	9,244,453	8,957,628	8,856,109	8,571,206	9,244,453	8,547,702	8.2%
Equity attributable to parent company	762,869	659,198	595,926	503,365	762,869	607,774	25.5%
Outstanding common shares (million shares)	10,234	10,234	10,234	10,234	10,234	10,234	0.0%
<u>Key Metrics</u>							
ROA	0.99%	1.39%	0.66%	1.08%	1.02%	0.73%	
ROE	12.41%	19.71%	10.42%	16.53%	13.17%	10.94%	
Equity / assets	8.40%	7.50%	6.87%	6.00%	8.40%	7.25%	
Double leverage	111.35%	113.08%	114.46%	114.23%	111.35%	111.82%	
Capital adequacy ratio	124.96%		109.77%		124.96%	116.79%	
Cash dividend per share						2.00	

Fubon Life - Financial summary

<i>NT\$ millions, except for percentages</i>	4Q20	3Q20	2Q20	1Q20	2020	2019	YoY
<u>Income statement data</u>							
First year premium	28,273	31,687	24,403	37,046	121,409	206,267	-41.1%
Retained earned premium	125,985	137,729	145,710	143,078	552,502	603,645	-8.5%
Total investment income	50,993	55,686	37,802	51,935	196,416	155,531	26.3%
Recurring investment income	30,688	45,828	35,644	32,857	145,017	146,417	-1.0%
Other investment income	20,305	9,858	2,158	19,078	51,399	9,114	464.0%
Realized gains (losses) from fixed income	5,416	5,648	7,288	16,749	35,101	26,290	33.5%
Realized gains (losses) from equity	18,965	9,430	4,496	9,439	42,330	18,928	123.6%
FX and others	(3,534)	(5,183)	(7,545)	(5,881)	(22,143)	(34,529)	-35.9%
Investment property fair value movement	(542)	(37)	(2,081)	(1,229)	(3,889)	(1,575)	146.9%
Other income	1,134	1,027	797	933	3,891	3,642	6.8%
Total operating revenue	178,112	194,442	184,309	195,946	752,809	762,818	-1.3%
Retained claim payment	84,134	82,794	86,705	75,692	329,325	368,837	-10.7%
Net commission expense	4,608	5,412	4,804	7,147	21,971	29,578	-25.7%
Net change in insurance liability	65,507	77,428	78,939	89,510	311,384	312,337	-0.3%
General and administrative expense	5,658	4,916	4,731	4,830	20,135	20,361	-1.1%
Other operating costs	1,078	979	967	964	3,988	3,763	6.0%
Total operating costs and expenses	160,985	171,529	176,146	178,143	686,803	734,876	-6.5%
Net non-operating income / (expenses)	123	174	287	157	741	460	61.2%
Income before tax	17,250	23,087	8,450	17,960	66,747	28,402	135.0%
Net income	15,767	22,066	7,285	16,297	61,415	27,611	122.4%
Net income to parent company	15,263	21,953	7,273	16,102	60,591	26,507	128.6%
<u>Balance sheet data</u>							
Total assets	5,317,443	5,103,635	4,968,656	4,785,534	5,317,443	4,857,322	9.5%
Total assets (general account)	4,858,223	4,703,954	4,586,610	4,423,728	4,858,223	4,444,576	9.3%
Insurance liabilities	4,178,051	4,121,187	4,056,430	3,993,310	4,178,051	3,912,818	6.8%
Total liabilities	4,819,306	4,699,615	4,618,224	4,541,737	4,819,306	4,508,174	6.9%
Total liabilities (general account)	4,366,427	4,307,105	4,243,337	4,184,441	4,366,427	4,099,813	6.5%
Equity attributable to parent company	484,536	391,491	338,444	232,824	484,536	337,516	43.6%
<u>Key Metrics</u>							
ROA	1.21%	1.75%	0.60%	1.35%	1.21%	0.60%	
ROE	13.94%	24.06%	10.18%	22.59%	14.74%	9.81%	
Equity / Assets (general account)	10.25%	8.59%	7.64%	5.51%	10.25%	7.86%	
Expense ratio	4.49%	3.57%	3.25%	3.38%	3.64%	3.37%	
Persistency ratio - 13th month	97.55%	97.31%	97.08%	96.92%	97.55%	96.67%	
Persistency ratio - 25th month	94.57%	94.34%	93.94%	93.66%	94.57%	94.62%	

Taipei Fubon Bank - Financial summary

<i>NT\$ millions, except for percentages</i>	4Q20	3Q20	2Q20	1Q20	2020	2019	YoY
<u>Income statement data</u>							
Interest income	13,753	13,834	14,662	15,750	57,998	61,555	-5.8%
Interest expense	(5,095)	(5,436)	(6,648)	(7,891)	(25,070)	(32,791)	-23.5%
Net interest income	8,658	8,397	8,014	7,859	32,928	28,765	14.5%
Net fee income	1,866	3,109	2,758	3,878	11,612	12,683	-8.4%
Other income	502	1,202	3,012	458	5,174	9,987	-48.2%
Total net revenue	11,026	12,709	13,783	12,195	49,713	51,435	-3.3%
Operating expenses	(6,655)	(6,188)	(5,947)	(6,080)	(24,872)	(24,847)	0.1%
Pre-provision profits	4,371	6,521	7,836	6,114	24,841	26,588	-6.6%
Provision for credit losses	(555)	(372)	(856)	(1,161)	(2,943)	(2,216)	32.8%
Income before tax	3,816	6,149	6,980	4,954	21,899	24,372	-10.1%
Net income	3,486	5,659	6,089	4,303	19,537	20,637	-5.3%
Net income to parent company	3,405	5,535	5,724	4,128	18,792	20,123	-6.6%
<u>Balance sheet data</u>							
Loans and discounts, net	1,635,408	1,613,947	1,599,550	1,553,897	1,635,408	1,491,818	9.6%
Deposits and remittances	2,496,636	2,414,664	2,369,845	2,380,451	2,496,636	2,304,217	8.4%
Allowance for loan losses*	18,021	18,298	17,947	18,106	18,021	17,289	4.2%
Total assets	3,286,836	3,215,608	3,202,435	3,168,759	3,286,836	3,029,831	8.5%
Equity attributable to parent company	219,136	207,828	202,156	202,546	219,136	199,631	9.8%
<u>Key metrics</u>							
ROA	0.43%	0.71%	0.76%	0.56%	0.62%	0.72%	
ROE	6.38%	10.80%	11.31%	8.21%	8.97%	10.44%	
Equity / assets	7.24%	7.03%	6.88%	6.97%	7.24%	7.20%	
Cost / income ratio	-60.36%	-48.69%	-43.15%	-49.86%	-50.03%	-48.31%	
NPL ratio*	0.16%	0.18%	0.19%	0.24%	0.16%	0.19%	
Reserve / NPL *	777.78%	730.22%	692.65%	552.79%	777.78%	713.11%	
Tier 1 ratio*	14.71%	12.69%	12.03%	12.18%	14.71%	12.46%	
BIS ratio*	16.47%	14.33%	13.73%	13.82%	16.47%	14.12%	

Note: 1. Data mark with * are stand-alone basis

Fubon Insurance - Financial summary

<i>NT\$ millions, except for percentages</i>	4Q20	3Q20	2Q20	1Q20	2020	2019	YoY
<u>Income statement data</u>							
Direct written premiums	11,283	11,588	12,758	12,634	48,263	45,360	6.4%
Retention of earned premiums	9,473	9,346	9,137	9,148	37,105	35,494	4.5%
Net income from investment	1,325	1,149	672	1,074	4,221	3,191	32.3%
Other operating revenue	361	293	639	1,216	2,509	2,249	11.6%
Retained insurance payments	5,017	4,957	5,053	5,040	20,068	20,075	0.0%
Net change in liability reserve	340	442	34	(35)	781	(149)	-622.7%
Commission and operating expenses	4,193	3,911	4,205	4,629	16,938	15,822	7.1%
Non-Operating Income	(30)	(54)	(40)	(43)	(167)	(244)	-31.8%
Income before tax	1,580	1,424	1,117	1,760	5,881	4,943	19.0%
Net income	1,450	1,284	994	1,532	5,259	4,300	22.3%
Net income to parent company	1,613	1,421	1,122	1,484	5,640	4,394	28.4%
<u>Balance sheet data</u>							
Total assets	117,785	115,375	113,922	110,506	117,785	108,978	8.1%
Investment assets	80,481	76,288	72,701	70,896	80,481	75,639	6.4%
Policy reserve	57,849	57,076	56,511	55,297	57,849	53,825	7.5%
Equity attributable to parent company	40,177	37,468	35,076	33,400	40,177	36,330	10.6%
<u>Key Metrics</u>							
ROA	4.97%	4.48%	3.54%	5.58%	4.64%	4.16%	
ROE	16.62%	15.67%	13.11%	17.03%	14.74%	13.21%	
Total investment return	6.76%	6.17%	3.74%	5.87%	5.41%	4.44%	
Solvency margin (NWP/equity)	93.52%	103.51%	112.76%	120.02%	97.07%	99.53%	
Retention ratio	79.73%	78.78%	70.65%	66.90%	73.49%	73.63%	

Fubon Securities - Financial summary

<i>NT\$ millions, except for percentages</i>	4Q20	3Q20	2Q20	1Q20	2020	2019*	YoY
<u>Income statement data</u>							
Brokerage commissions	1,591	1,715	1,398	1,180	5,883	3,711	58.5%
Net interest income	258	267	204	177	907	769	17.9%
Fee income	296	247	233	230	1,006	1,116	-9.8%
Net principal transactions and financial products gains	764	726	759	(156)	2,092	1,426	46.7%
Other income	21	(101)	21	19	(41)	81	-150.2%
Total operating revenue	2,929	2,855	2,615	1,450	9,848	7,103	38.6%
Total operating expense	(1,743)	(1,573)	(1,528)	(1,357)	(6,200)	(5,539)	11.9%
Net non-operating income / (expenses)	200	245	405	194	1,044	1,539	-32.2%
Income before tax	1,385	1,526	1,494	287	4,692	3,102	51.2%
Net income	1,256	1,384	1,394	170	4,203	2,901	44.9%
Net income to parent company	1,256	1,384	1,394	170	4,204	2,902	44.9%
<u>Balance sheet data</u>							
Margin loans	14,189	11,620	10,179	6,864	14,189	11,430	24.1%
Total assets	132,413	144,845	147,615	129,554	132,413	139,285	-4.9%
Equity attributable to parent company	34,071	38,644	37,193	36,949	34,071	37,502	-9.2%
<u>Key Metrics</u>							
ROA	3.62%	3.79%	4.02%	0.50%	3.09%	2.21%	
ROE	13.82%	14.60%	15.04%	1.82%	11.75%	7.96%	
Equity / assets	25.73%	26.68%	25.20%	26.64%	25.73%	26.92%	
Expenses / revenues	-59.52%	-55.11%	-58.42%	-66.83%	-62.96%	-77.99%	
Margin loans / total assets	10.72%	8.02%	6.90%	7.77%	10.72%	8.21%	
Margin loans / shareholders' equity	41.65%	30.07%	27.37%	29.16%	41.65%	30.48%	

*Fubon Asset Management was a subsidiary of Fubon Securities until Dec 30 2019. Fubon Asset Management's net profit is included in 2019 net profit.

Fubon Bank (Hong Kong) - Financial Summary

<i>HK\$ millions, except for percentages</i>	2H20	1H20	YoY	2020	2019	YoY
Income Statement Data						
Interest income	1,022	1,421	-37.9%	2,443	3,223	-24.2%
Interest expense	(448)	(813)	-51.6%	(1,260)	(1,807)	-30.2%
Net interest income	574	608	-20.2%	1,183	1,416	-16.5%
Net fee income	124	125	-7.3%	249	296	-16.0%
Other income	67	31	109.8%	98	50	94.1%
Total revenue	765	764	-13.6%	1,529	1,762	-13.2%
Operating expenses	(464)	(487)	-5.9%	(951)	(899)	5.8%
Provision for loan losses/ write-back	(245)	(157)	132.0%	(403)	(105)	282.8%
Net non-operating income	15	(82)	-137.2%	(67)	(41)	63.1%
Income before tax	70	39	-71.3%	109	717	-84.8%
Net income	50	26	-76.5%	75	601	-87.5%
Balance Sheet Data						
Gross loans	55,585	52,229	5.7%	55,585	52,596	5.7%
Customers Deposits	76,538	75,362	2.0%	76,538	75,043	2.0%
Allowance for loan losses	672	435	133.3%	672	288	133.3%
Total assets	112,324	113,316	0.8%	112,324	111,407	0.8%
Shareholders' equity	14,727	14,663	0.5%	14,727	14,647	0.5%
Key metrics						
Return on average assets	0.09%	0.05%		0.07%	0.56%	
Return on average equity	0.68%	0.35%		0.51%	4.19%	
Equity / assets	13.11%	12.94%		13.11%	13.15%	
Net fee income / total revenue	16.20%	16.35%		16.27%	16.80%	
Cost / income ratio	-60.71%	-63.69%		-62.20%	-51.01%	
NPL ratio	0.87%	0.74%		0.87%	0.33%	
Reserve / NPL	139.08%	112.21%		139.08%	168.40%	
Gross Loans/Customers Deposits ratio	72.62%	69.30%		72.62%	70.09%	
Tier 1 ratio	16.86%	16.75%		16.86%	16.72%	
BIS ratio	18.93%	19.42%		18.93%	19.66%	

Fubon Bank (China) - Financial Summary

<i>RMB millions, except for percentages</i>	4Q20	3Q20	2Q20	1Q20	2020	2019	YoY
<u>Income Statement Data</u>							
Interest income	1,179	1,154	1,097	1,054	4,485	3,484	28.7%
Interest expense	(664)	(686)	(702)	(674)	(2,726)	(2,259)	20.7%
Net interest income	515	468	395	380	1,758	1,225	43.5%
Net fee income	(66)	(46)	(23)	(22)	(157)	3	-5346.8%
Other income	(121)	(91)	132	59	(21)	160	-113.2%
Operating expenses	(247)	(225)	(213)	(211)	(895)	(850)	5.3%
Pre-provision profits	81	106	291	206	685	537	27.5%
Provision for credit losses	(47)	(27)	(86)	(114)	(274)	(102)	168.4%
Income before tax	34	79	205	92	411	435	-5.6%
Net income	60	93	188	95	436	331	31.9%
<u>Balance Sheet Data</u>							
Loans	46,841	45,619	46,032	44,522	46,841	40,447	15.8%
Deposits	92,870	86,811	78,623	74,502	92,870	71,082	30.7%
Total asset	116,549	117,644	114,209	104,681	116,549	94,766	23.0%
Total equity	6,286	6,155	6,263	6,284	6,286	6,099	3.1%
<u>Key Metrics</u>							
ROA	0.20%	0.32%	0.69%	0.38%	0.41%	0.40%	
ROE	3.84%	6.02%	11.97%	6.14%	7.0%	5.6%	
Equity / assets	5.39%	5.23%	5.48%	6.00%	5.4%	6.4%	
Cost / income ratio	-72.43%	-65.69%	-40.68%	-48.64%	-54.61%	-54.30%	
NPL ratio	0.55%	0.93%	0.93%	1.02%	0.55%	1.09%	
Reserve / NPL	340.91%	205.59%	203.21%	177.64%	340.91%	157.95%	
Loan to deposit ratio (Renminbi)	73.55%	80.11%	76.08%	79.73%	73.55%	75.03%	
Tier 1 ratio	9.81%	9.62%	9.51%	9.71%	9.81%	10.14%	
BIS ratio	13.96%	13.48%	13.24%	13.37%	13.96%	13.92%	