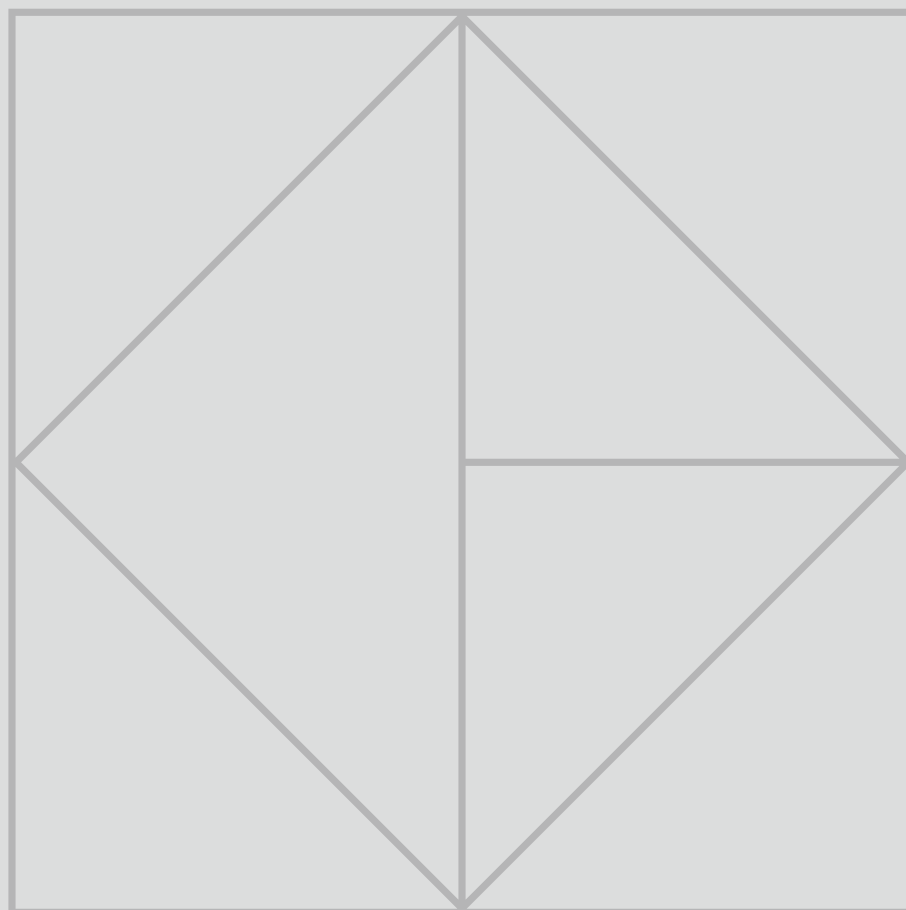


2012



中華開發金控
CHINA DEVELOPMENT FINANCIAL



Partnership for Success

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经营者的话



■ 董事长 陈木在 Chairman Mu-Tsai Chen ■ 总经理 杨文钧 President & CEO Paul Yang

中华开发自1959年成立以来，一直配合政府经建政策，积极扮演前瞻性与开创性之角色，针对各阶段政府所主导的战略性产业，主动提供投资与融资服务，对促进国家繁荣与产业发展有着深厚之贡献。在历经转型为金控、并纳入子公司后，本公司现已拥有直接投资（即风险投资与股权投资基金）、企业金融、金融市场、证券等全方位的整合性金融服务。相比台湾其他以个人金融或保险业务为主的金控，具有明显的特色优势。

本公司营运向来与金融市场表现连动性较高，为降低获利波动，平衡收益来源，近年来已积极导入「扩展中国大陆业务、增加经常性收入、风险控管及资产活化、扩大营运规模及导入新产品」等五大业务发展战略，以扩大发挥既有产业金融之利基，借由经营战略的调整及团队的努力，初步已见转型成效。2012年度税后净利润为新台币50.25亿元，较2011年成长209%，每股收益为0.39元，总资产报酬率（ROA）及股东权益报酬率（ROE）则分别是3.35%与3.71%。

在各项业务之发展方面，直接投资事业群之股权基金募集业务已正式开跑，首支以台湾文创产业为元素之文创价值基金，业已募足新台币15亿元并展开投资；以大陆华南地区产业为主要标的之华创福建基金，业已获得两岸主管机关核准设立，基金规模预定为人民币20亿元，目前正积极办理设立登记手续中，预期于2013年完成首轮10亿元筹集事宜。

企业金融事业群之业务于2012年表现亮眼。除克服工业银行存款收受物件限制而将存放比提高至100%以上外，更积极发展杠杆收购融资服务；至于融资租赁业务方面，2012年4月甫于大陆昆山设立之中华开发国际租赁公司，业已建构两岸企业客户创新之融资服务平台，并已快速显现耀眼之营运成果。

金融市场事业群则致力于强化资产配置、建立获取合理报酬的交易部位；协助整合各事业群之业务优势，研发多样化金融交易商品并建置支援 TMU 业务之交易团队；并规划以中长期投资部位推出借券业务，提高手续费收入。

证券事业群部分，为扩大营运规模，本公司不断寻求子公司大华证券与台湾中大型证券商合并之机会，期借由扩充营业据点及整合资源，迅速强化证券业务竞争力，俾完善本公司于亚洲地区主要资本市场之业务布局。2012年6月本公司透过公开收购方式取得凯基证券81.73%的股权，并已于2013年1月份完成剩余股份转换，凯基证券已成为本公司100%之子公司。证券事业群于合并后，将拥有遍布台湾各地超过百家之营业据点，经纪业务市占率将超过9.2%；投资银行业务可望跃居台湾券商之首，业务布局也将延伸至香港、泰国及新加坡等地，成为台湾国际化程度最为完整的证券公司。

此外，尽管2012年经营环境严峻，中华信用评等公司于2012年11月公布本公司之长、短期评等为「twA+」与「twA-1」，评等展望维持为「稳定」。该评等亦肯定本公司强健的资本水平、良好的流动性与财务结构，在台湾私募股权与创业投资市场之领导地位，以及扩大证券版图所展现之具体行动。

展望2013年，欧美债信问题和缓，美国经济与消费力道已稍回升，带动美股突破波段新高，显示全球经济及金融环境正逐步回稳；而台湾证券业因为两岸进一步的业务开放及合资券商许可设立，将带来更加宽广的成长机会。直接投资业务方面，将持续发展资产管理业务，除规划在台湾地区筹集生医创业投资基金外，也会在大陆华东、华北区域及亚洲地区分别筹集私募股权投资基金，增加管理收益及扩大营运规模。企业金融业务方面为连结两岸三地租赁融资平台，已规划增设上海、北京及福州分公司，并将持续扩大亚太区杠杆收购融资服务。金融市场业务方面，将进一步充实两岸三地交易团队，动态调整全球交易战略，开发新品种人民币金融商品，追求稳定报酬。证券业务方面，凯基证券已于2013年6月与大华证券完成合并，本公司证券业务整体战力将再向上提升，成为稳定性收入的重要来源，也积极规划投资大陆地区合资全照证券商，开拓两岸三地资本市场业务，并透过集团资源的整合，强化海内外区域优势。

本公司全体同仁将努力贯彻公司的战略目标，并以专业、差异化服务来赢得客户的信赖，以更积极、热忱的态度坚守岗位，期以在此高度竞争之环境中，持续开创业务新局、再创佳绩，并朝「全球华人最具特色及领导性的金融集团」愿景向前迈进。

董事长 陈木在

总经理 杨文钧

Words from Management

2012 was another challenging year for the financial industry as the global economy experienced macroeconomic strains, punctuated by concerns over potential sovereign defaults in Europe and weak recovery in the U.S. These concerns weighed on market sentiment and hindered a broad-based recovery, but China Development Financial Holding Corporation (CDF) and our employees rose to meet these challenges and took the time to rearticulate our strategy and to lay the groundwork for continued success in an environment that is filled with changes.

Since its founding in 1959, CDF has played a key role as a visionary in Taiwan's economic development and has proactively invested in and provided financial services to the island's major industries at various stages of industrial development. It is also due to this business nature, however, that CDF's operational results have long linked with the performance of financial markets.

In 2012, we made substantial progress in addressing these past challenges and also towards achieving our strategic objectives: to expand into Mainland China, to increase recurring income, to improve risk management, to gain scale, and to add new products. In terms of operations and profitability, we have acted swiftly to re-position the Group by optimizing returns - stabilizing earnings stream and diversifying revenue sources. For the financial year 2012, CDF reported net profits of NT\$5.025 billion, an increase of 209% over the previous year, which represents NT\$0.39 in after tax profits per share, while ROA and ROE were 3.35% and 3.71% respectively.

Our Principal Investment Group officially launched several fundraising initiatives and is in the process of transforming its business model from proprietary investment activities to asset management of third party capital. We successfully closed our first Taiwan dollar denominated fund, the Cultural and Creative Industry Fund (NT\$1.5 billion), and as competent authorities cross straits have approved the establishment of our China South Private Equity Fund, we are now actively finalizing registration formalities and expect to complete the first closing of RMB 1 billion in 2013.

The Group's Corporate Banking Business delivered resilient performance in 2012. Despite restriction of the industrial banking license for deposits-taking, we continued to improve self-funding, expanding total credit exposure with sustaining interest spread. We have also become active in new business initiatives such as leveraged buyout financing and cross-border trade financing, and business volume of our newly established CDIB International Leasing Corporation in Kunshan, China (commenced operation in April 2012) is already delivering impressive results.

Our Global Financial Markets Group concentrated its efforts on improving asset allocation and establishing high-yield positions. In addition, by leveraging group resources, Global Financial Markets developed diversified financial trading products, while building and supporting a Treasury Marketing Unit (TMU) operations team. The Group also launched medium and long-term securities lending positions to increase fee income.

For our securities business, we have successfully enhanced competitiveness through enlarged market presence. In June 2012, CDF successfully tendered 81.73% of KGI Securities, and KGI became a wholly-owned subsidiary after completion of share conversion in January 2013. Following the merger of the Securities Group, the resulting company has over 100 operating locations throughout Taiwan and a brokerage market share of 9.2%. With this merger, we expect market

leading position across all businesses domestically, and KGI's presence footprints in Hong Kong, Thailand, and Singapore will also make us one of the few Taiwanese securities firms with a strong regional footprint. We expect the merged securities firm to become a key driver of growth and profitability for the Financial Holding Company.

Despite the difficult operating environment, in November 2012, Taiwan Ratings announced CDF's long-term and short-term ratings, "twA+" and "twA-1" respectively, while our outlook remained "Stable." These results speak to CDF's strong capital position, good liquidity profile and financial structure, leading position in private equity and the venture capital markets, and the concrete steps we have taken to expand our securities operations.

Looking ahead, we are convinced that due to the actions taken in 2012 and thanks to the efforts of our employees and our management, CDF is on the right path for future success and is well equipped to deliver solid and sustainable value to our shareholders.

In 2013, CDF's Principal Investment team will continue to grow its asset management business. In addition to planning a Healthcare Private Equity Fund in Taiwan, CDF will also raise its China North and China East RMB funds, as well as a US dollar denominated Asia Partners fund. The Corporate Banking team plans to add branches in Shanghai, Beijing, and Fuzhou for the newly-established leasing business, while also continuing to expand leveraged buyout financing services in the Asia-Pacific region. Our Global Financial Markets Group looks to continue offer our clients expertise across a range of products, as well as to develop new Renminbi financial products to ensure stable profits. On the Securities side, GCSC has officially merged with KGI Securities in June 2013 and the overall competitiveness of our securities business will increase and become a key source of stable earnings. In addition, CDF also plans to establish a securities joint venture in mainland China to better serve the Greater Chinese markets as cross-strait regulation eases. By leveraging the Group's resources, we hope to continue to grow the securities business leveraging the group's regional resources.

Heading into 2013, we remain cautious given the ever-present risks and challenges to the markets and global economy. At the same time, we are encouraged by early signs of broad-based improvement. We believe strongly that CDF is well positioned to realize the opportunities presented by the emerging competitive landscape, and we plan to realize our strategic objectives by remaining focused on the needs of our clients, committed to prudent risk management, and focused on superior execution and intent on building our market leading positions. We are confident that actions we are taking will ensure the Group's long term success and will deliver sustainable returns for our shareholders going forwards.

Chairman Mu-Tsai Chen



President & CEO Paul Yang





柱定成功

Foundation for Success

伟大的建筑始于坚实的基柱，正如开发金控五十多年来不断地以丰富的资源撑持台湾各产业的发展。

当客户持续地往上追求突破与成长时，开发金控也同步地向上筑升，为客户提供最佳的支持与助力！

A solid foundation is key to any towering edifice. For more than half a century, China Development Financial's abundant resources have served as the underpinnings for industry development in Taiwan.

As clients pursue growth and breakthroughs, China Development Financial will also strengthen itself and provide the best support and assistance to clients.

关于我们

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金控子公司架构图 Organization Chart



2-1 中华开发金控简介

中华开发金控是台湾唯一以产业金融为主的金融控股公司，系于2001年由子公司中华开发工银以股份转换方式成立，旗下主要子公司为中华开发工业银行和凯基证券，长期在台湾创投市场及投资银行业务居领导地位。

目前，中华开发金控拥有直接投资（即风险投资与股权投资基金）、企业金融、固定收益、权益证券、证券等全方位的整合性金融服务，其中尤以直接投资业务稳居台湾市场龙头，拥有30%的市场份额，相比其他以个人金融或保险业务为主的金控，具有明显的特色优势。

半个世纪以来，中华开发金控不仅建构绵密的产业网络，亦在台湾整体产业发展过程中扮演重要的推手作用，除了拥有深耕50余年的产业投资经验外，所投资的客户多已成功将营运触角以台湾为核心，逐步扩展至大中华地区，进而延伸至全球各大主要市场。展望未来，除了秉持「根植本土、台湾第一」的理念外，将更积极布建大中华网络，以迈向国际一流金融机构为目标。

截至2012年底，净值总额为新台币1,658亿元，合并资产为新台币4,891亿元。

2-1 China Development Financial

China Development Financial Holding Corporation (CDF) was established in 2001 following a share swap managed by China Development Industrial Bank (CDIB). It is the only financial holding company in Taiwan that focuses mainly on industrial banking. Along with its key subsidiaries, CDIB and KGI Securities (KGI), CDF has enjoyed its leading position in the venture capital market and investment banking business in Taiwan.

CDF currently provides a full range of integrated financial services spanning principal investment, corporate banking, fixed-income, currency & commodities (FICC), and equity business. Its principal investment business is the largest in Taiwan and commands a 30% share of the market. This makes CDF stand out among local financial holding companies which mainly focus on consumer banking or insurance.

Over the past 50 years, CDF has not only established a close-knit industrial network, but also has been an important driving force in the process of Taiwan's industrial development. The Company has accumulated over 50 years of experience in principal investment, and most of the clients in whom CDF invested have successfully extended their reach from Taiwan to Greater China, as well as to other major markets worldwide. While following a "Taiwan First" philosophy that puts Taiwan in top priority, CDF will also actively deploy its extensive network across Greater China in the future, moving towards the goal of becoming a first-tier, world-class financial institution.

As of end of 2012, the net worth of CDF was NT\$165.8 billion, and the consolidated assets were NT\$489.1 billion.

2-2 中华开发工业银行

子公司中华开发工银的前身为中华开发信托股份有限公司，为台湾首家民营的开发性金融机构。1959年成立时系由行政院经济安定委员会与世界银行合作推动，结合民间力量所共同创立，并于1999年改制为工业银行。成立 50 余年来，一直以「直接投资」与「企业融资」为主要业务，海内外投资及服务之客户涵盖百余种产业，在台湾创投市场占有举足轻重的角色。

中华开发工银长期配合政府经建政策，走在台湾经济发展的前端，不仅对促进台湾经济与产业发展有相当帮助，也在台湾的投资银行中扮演着前瞻与开创性之角色。观察本行投资与授信组合的变化，即可充分了解台湾产业结构的升级过程，由 60 及 70 年代对传统纺织与石化业的融资；到 80 及 90 年代积极转向电子信息产业与半导体等高科技产业之投资；2000 年起则积极参与光电业、替代能源、医疗保健与民生消费产业，投资历程俨然是一部台湾产业经济发展史。

截至 2012 年底，净值总额为新台币 1,128 亿元，合并资产总额达新台币 3,041 亿元。

2-2 China Development Industrial Bank

CDIB, formerly China Development Corporation, was the first private development-oriented financial institution in Taiwan. It was established in 1959 through the coordinating efforts of the Economic Stabilization Committee of the Executive Yuan, the World Bank and private funding. In 1999, it was restructured to become an industrial bank. In its more than 50 years of existence, CDIB has concentrated in the principal investment and corporate banking business. It has invested in and provided services to domestic and overseas clients in over 100 industries, and it continues to play a critical role in Taiwan's venture capital market.

CDIB has long worked in close partnership with the Taiwanese government to support the nation's economic growth. It has not only made a significant contribution to the nation's economic and industrial development, but has also played the role as a pioneer among local investment banks. The evolution of Taiwan's industrial structure is neatly encapsulated in the changes of CDIB's investment and credit portfolio. CDIB invested in traditional textiles and petrochemicals industries in the 60s and 70s; it shifted its focus in the 80s and 90s to foster high-tech industries, such as the electronics and information technology industry, and the semiconductor industry. From 2000, CDIB has been actively involved in industries such as optoelectronics, alternative energy, medical and healthcare as well as consumer goods. The investment history of CDIB reflects well the history of Taiwanese industrial and economic development.

As the end of 2012, the net worth of CDIB was NT\$112.8 billion, and the consolidated assets were NT\$304.1 billion.

2-3 凯基证券

中华开发金控于2012年中透过公开收购，取得凯基证券逾81%的股权，再于2013年1月18日完成股份转换，使凯基证券成为开发金控100%子公司，中华开发金控旗下两家证券子公司凯基证券与大华证券已于2013年6月份正式合并，合并后以凯基证券为存续公司。中华开发金控在完成并购后，整合凯基证券及大华证券既有之优势，除了承销业务市占率稳居市场第一，另外在自营、债券、权证、新金融商品以及财富管理等各项业务上，也能更加强化竞争优势以发挥综效、巩固市场地位，并增加稳定性收益业务之规模。

凯基证券与大华证券皆成立于1988年，且皆为台湾证券市场业务之佼佼者，合并后的凯基证券全省将扩增至逾百个营业据点，可充分发挥通路的规模效益，并将积极整合大华证券既有业务优势，在证券承销、债券业务等与投资银行相关之业务，均可居台湾券商之首位，其他如证券经纪市占率将超过9.2%，融资融券及权证等业务，也都成为台湾前二名之领导券商。

凯基证券于1997年亚洲金融风暴时展开国际化脚步，为台湾同业中最早开始国际化经营且布局最完整的券商。时至今日，经营版图已拓展到香港、泰国及新加坡等市场，海外获利贡献度表现领先同业，已成功站稳区域型证券商之领导地位。

未来，凯基证券将可大幅强化中华开发金控在证券业务的竞争优势，并为中华开发金控大幅提升海外品牌知名度。凯基证券也将结合开发工银在大中华地区与产业的紧密关系，在创业投资、私募股权投资的领导地位，并运用中华开发金控强大的财务资源，持续强化凯基证券于经纪、债券、投资银行及新金融商品等业务的发展。在两岸证券业法令松绑后，将可望掌握大中华地区的业务与投资机会，成为大中华地区具特色的全方位证券公司与投资银行。

2-3 KGI Securities

In mid-2012, China Development Financial (CDF) purchased an 81% share in KGI Securities on the open market. Following completion of share conversion on January 18, 2013, KGI became a CDF wholly-owned subsidiary. CDF's two securities subsidiaries, KGI Securities and Grand Cathay Securities Corp. (GCSC), officially merged in June 2013. CDF has integrated the strengths of both firms in KGI Securities, the surviving entity. In addition to creating the market share leader for underwriting, the merger strengthens our competitive advantage in the areas of proprietary trading, fixed income, warrants, derivatives, and wealth management to consolidate our market position and increase the scale of stable income business.

KGI and GCSC, both founded in 1988, were leaders in the domestic securities market. Following the merger, KGI Securities will expand to more than 100 branches throughout Taiwan, thereby achieving economies of scale. KGI will also actively integrate GCSC's operational advantages, ensuring the resulting company will be number one in securities underwriting, fixed income, and investment banking-related business in Taiwan. KGI now enjoys an over 9.2% market share in the securities brokerage business, while ranking in the top two for margin finance and warrant businesses.

During the 1997 Asian financial crisis, KGI Securities began to expand operations overseas ahead of all local competitors and still maintains an international advantage. Today, KGI operates in Hong Kong, Thailand, and Singapore. Overseas profits contribute more to our bottom line than others in the industry, making KGI a leading regional investment bank.

The new KGI Securities will greatly strengthen CDF's competitiveness in the securities industry and boost its parent company's brand awareness overseas. KGI Securities can also take advantage of China Development Industrial Bank's (CDIB) close relationship with industry in the Greater China region and its leading position in venture capital and private equity. Utilizing CDF's strong financial resources, KGI will continue to strengthen brokerage, fixed income, investment banking, and derivatives businesses. Following deregulation in the cross-strait securities industry, KGI will be well positioned to take advantage of business and investment opportunities in Greater China, becoming a distinctive, comprehensive regional securities firm and investment bank in Greater China.



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开发金控的荣耀，来自于客户的成就。
数十年来，无数的企业与个人在开发金控专业的金融服务下，成就了事业的巅峰，也造就了许多的台湾奇迹。
我们相信，下一位登峰成功的就是您！

China Development Financial's glory comes from the success of its clients.
For decades, innumerable individuals and businesses have reached ever-new pinnacles of success with the help of China Development Financial's professional financial services, realizing many miracles for Taiwan in the process.
We are confident that we can help you, too, scale ever-higher summits.

专业服务 Our Expertise

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台湾产业升级过程与中华开发投资布局历程

Taiwanese Industrial Evolution and CDIB's Investment History

1960's

纺织业 Textile

遠東紡織 Far Eastern Textile、中纖 CMFC

1959年，由台湾政府与世界银行共同创立。

1959: Establishment of China Development Corporation by Taiwan government and the World Bank

1970's

石化业 Petrochemicals

国乔石化 Grand Pacific Petrochemical Corporation

中国合成橡胶 China Synthetic Rubber

1980's

电子资讯 Electronics & IT

宏基 Acer、仁宝 Compal、联华电子 UMC

1990's

半导体及通讯 Semiconductor & Communications

台积电 TSMC、华硕电脑 ASUS、友达光电 AU Optronics、远传 FarEastone

1998年，改制為中華開發工業銀行，進一步發展企業金融與投資銀行業務

1998: Renamed itself China Development Industry Bank, expanded into corporate banking and investment banking

2000's

光电及节能 Optoelectronics & Alternative Energy

晶元光电 Epistar、升阳光电 Solartech Energy、新日光能源 Neo Solar Power Corporation

2001-02年，结合中华开发工业银行与大华证券，设立中华开发金融控股公司

2001-02: Formation of FHC by combining CDIB and Grand Cathay Securities

2010's

医疗保健与民生消费 Medical, Healthcare & Consumer Goods

安成药业 TWi Pharmaceuticals, Inc.、雄狮旅游 Lion Travel

智擎生技 ParmaEngine、鲜绿园 Grandness Industry Groups

尚凡资讯 SunFun Info Co., Ltd.、盛弘医药 ShareHope Medicine Co., Ltd.

佳医集团 Excelsior Healthcare Group、华研国际 HIM Inc.

2011年，从投资自有资金业务转型成为资产管理营运模式

2011: Transform from principal investor into PE/VC asset manager

2012年，并购凯基证券，并于大陆设立创投管理公司及租赁公司

2012: Merged KGI Securities; established venture management and leasing companies in China

3-1 直接投资事业群 · 直接投资业务

自设立之始，直接投资事业一直是中华开发工银的核心业务，长达50余年的发展过程中，始终秉持着「以金融事业影响力，协助新产业之建立与发展，带动产业升级」的理念协助台湾产业发展，从早期的纺织业、石化业、制造业，到近期的电子资讯、生物技术、民生消费、能源产业，均有中华开发工银的投资轨迹，在台湾整体产业发展过程中，中华开发工银不仅扮演重要的推手，亦建构一多元化且具获利潜力的投资组合。

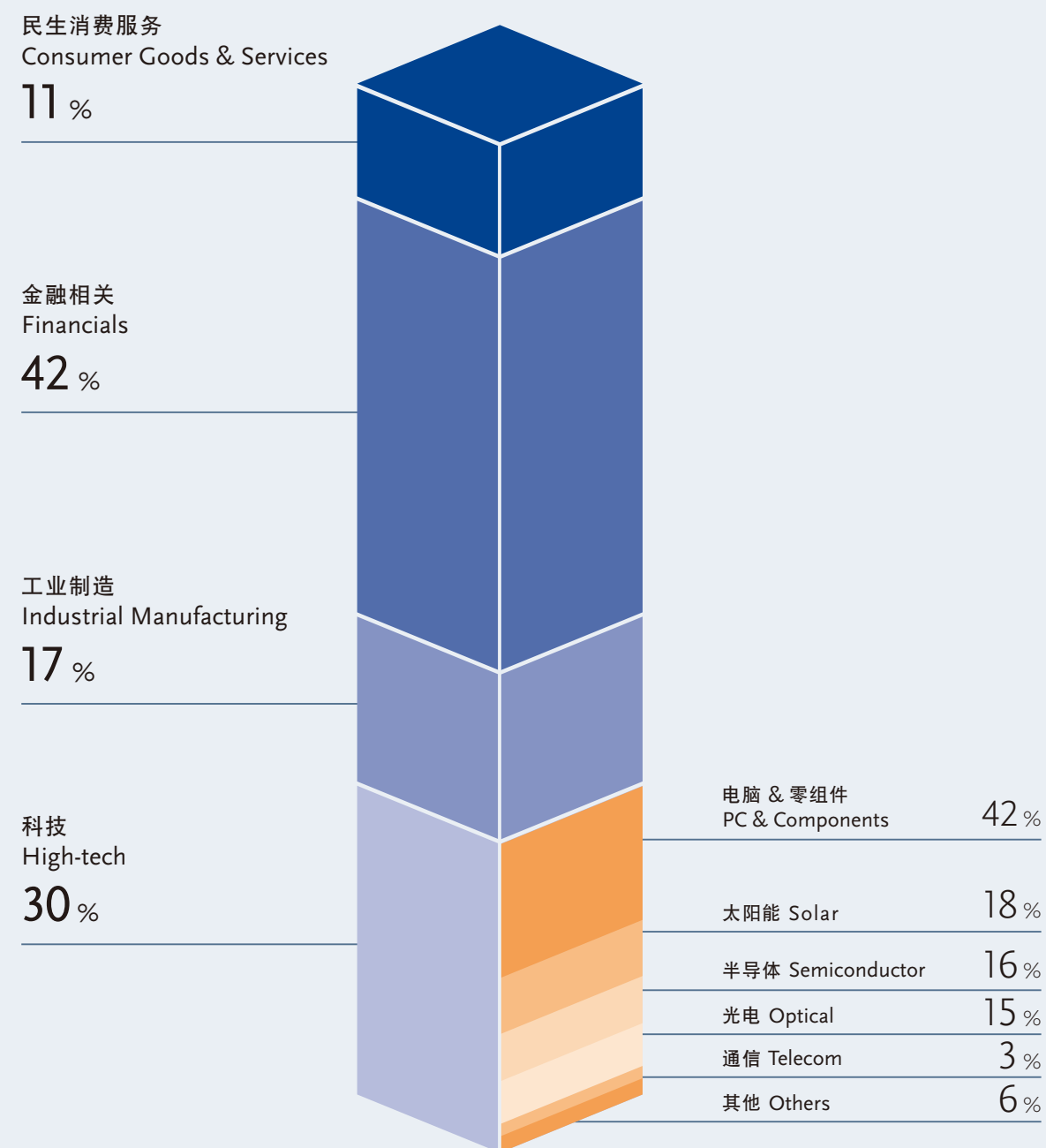
长达50余年丰富的投资经验，累计投资的企业已逾千家，不仅为中华开发工银最大的资产，亦为拓展投资业务最佳的利器。中华开发工银善用产业链的投资策略，进行上下游垂直产业价值链延伸布局，不仅衍生无数的投资机会，亦成功建立最具规模与绩效的投资组合。截至2012年底，中华开发工银及其子公司所拥有的投资组合逾300家公司，管理资产逾新台币700亿元。

3-1 Principle Investment Group · Direct Investment

Direct investment is the core business of CDIB since its founding. For over 50 years, CDIB has always upheld its creed to "utilized financial influence to assist the establishment and development of new industries and to promote industrial upgrade." CDIB's investment footprint can be seen from the textile, petrochemical and manufacturing industries in the early days all the way to electronics, IT, biotechnology, consumer goods and alternative energy industries in recent years. It is not only an important driving force behind the overall industrial development in Taiwan, but it has also established a diversified investment portfolio with great profit potential.

During more than 50 years of operation, CDIB has accumulated abundant experience and has invested in over one thousand enterprises. Our deep investment expertise is CDIB's most important asset and also its most powerful tool in expanding its investment business. CDIB specializes in deploying capital vertically through industrial value chains. "The strategy of making good use of industry chains" has not only created numerous investment opportunities, but has also enabled CDIB to establish the largest portfolio with the best performance. As of the end of 2012, CDIB, together, with its subsidiaries, owned a portfolio that covered more than 300 companies, and managed over NT\$70 billion worth of assets.

中华开发工银直接投资之投资余额产业分布情形
CDIB's Principal Investment Portfolio Mix by Industry



3-1 直接投资事业群 ·
积极发展筹集与管理股权投资基金业务

为符合发展区域业务、增加稳定之管理费收入及扩大投资业务之资金来源等战略需求，中华开发工银将透过旗下各子公司与各地区经营有成的知名企业合作，筹集股权投资基金，将资金来源逐步由自有资金转换为外筹基金型态，以扩大投资业务的经济规模。同时，导入国际基金管理概念，积极发展基金管理业务、收取稳定之管理费收入，以扩大获利来源之广度、进而达到平衡收益之综效。

为顺应投资区域及产业的不同，现已规划筹集多档「大中华股权投资基金」、「产业股权投资基金」及「亚洲股权投资基金」。

3-1 Principal Investment Group ·
Private Equity Fundraising and Management

In response to the strategic needs of regional development, expansion of management fees and funding sources, CDIB will work through its regional subsidiaries to collaborate with successful, well-known enterprises to raise private equity funds, and to gradually replace proprietary funding with externally-raised funds, thereby expanding the economic scale of its investment business. Such efforts would also enable the Group to achieve a more balanced income with the increase of fee-based revenues.

Several private equity fundraising plans are currently underway to accommodate the needs of different regions and industries. Major fund raising initiatives include: "Greater China Private Equity Fund," "Industrial Private Equity Fund," and "Asia Partners Private Equity Fund."

3-1 直接投资事业群 · 积极发展筹集与管理股权投资基金业务

大中华股权投资基金

鉴于两岸经贸发展趋势，中华开发工银已于大陆上海设立子公司「中华开发股权投资管理有限公司」作为发展基金管理业务之大陆总部，透过该子公司结合大陆地区龙头企业及专业投资机构于大陆各大主要经济圈筹设「人民币股权投资基金」，锁定台商企业及各经济圈具发展潜力的产业进行投资，冀以台湾企业的研发能力，结合大陆庞大的内需市场，发挥两岸三地之产业与市场优势，创造最大之投资利益。目前已与大陆华南地区、华东地区及华北地区之重量级企业签订合作备忘录，并积极进行筹组基金计划。

■ 华创福建基金 (名称暂定)

华创福建基金为中华开发工银与大陆主要投资人福建省电子信息集团有限责任公司共同合资设立，基金规模为人民币20亿元，锁定福建、广东、江西与浙江省等四省之电子信息产业、光电产业、绿能低碳产业、民生工业四大领域。

■ 华创昆山基金 (名称暂定)

为掌握大陆华东地区之投资商机，系由中华开发工银与江苏高科技投资集团有限公司于江苏省昆山市合资设立，基金规模为人民币20亿元，以大陆地区华东各省份做为主要投资区域，投资策略将涵盖华东地区之特色产业、环保节能及新材料高端设备等产业，且以主要营运据点位于大陆之企业作为投资对象。

■ 华创天津基金 (名称暂定)

基金规模人民币20亿元，投资标的首重大陆大华北地区之医疗健康与消费服务相关产业，并选定能充分结合台湾资源与大陆市场之企业为投资标的。

3-1 Principal Investment Group · Private Equity Fundraising and Management

The Greater China Private Equity Funds

Based on the trend toward cross-Strait trade and economic development, CDIB Private Equity Management Corporation, a subsidiary of CDIB, was established in Shanghai to grow fund management business in China. Through the subsidiary, CDIB is collaborating with leading enterprises and professional investment institutions in China to set up Renminbi Private Equity Fund in major Chinese economic regions, to invest in Taiwanese enterprises as well as in local industries with great potential. It is expected that the combination of Taiwanese R&D strength and vast Chinese domestic market will bring out the maximum investment return with the "CHAIWAN" advantages in the industry and the marketplace. With the signing of MOUs with important enterprises in South, East, and North China regions, the fundraising plans are actively underway.

■ CPEC Huachuang Private Equity (Fujian) Co. Ltd. (provisional name)

The CPEC Huachuang Private Equity (Fujian) Co. Ltd. is a joint venture between CDIB and major mainland Chinese investor Fujian Electronics & Information (Group) Co., Ltd. The fund boasts assets totaling Renminbi 2 billion and focuses on investments in the IT, optoelectronics, alternative energy, and commodities industries in Fujian, Guangdong, Jiangxi, and Zhejiang provinces.

■ CPEC Huachuang Private Equity (Kunshan) Co. Ltd. (provisional name)

To take advantage of the many investment opportunities in Eastern China, CDIB jointly established this fund, totaling Renminbi 2 billion, with Jiangsu Govtor Capital Group in Kunshan, Jiangsu Province. The fund will invest primarily in key industries in Eastern China such as environmental protection and energy saving technologies, and advanced materials and high-end facilities. In particular, investments will target firms operating primarily in mainland China.

■ CPEC Huachuang Private Equity (Tianjin) Co. Ltd. (provisional name)

The RMB 2 billion fund is used primarily to invest in health, medical, and consumer service industries in China's Northern Provinces and in particular enterprises that bring together Taiwan's resources and China's market.

3-1 直接投资事业群 · 积极发展筹集与管理股权投资基金业务

产业股权投资基金

因应产业的发展趋势及本身具有之产业网络优势，中华开发工银规划针对具有发展潜力之特定产业筹设产业股权投资基金。未来，中华开发工银将一本初衷，持续关注台湾产业发展趋势，筹设其他具发展潜力之产业基金。

■ 开发文创价值基金

基于近年来台湾的电影、音乐在华文市场发光，为扶植台湾文创产业软实力，已于2013年1月30日完成筹设「开发文创价值基金」，基金规模为新台币15亿元，投资策略略聚焦台湾品牌、数位内容、饮食文化、创意观光及影视媒体等五大文创主题，冀以运用台湾文创价值结合大中华庞大市场，打造文创市场的新版图。

■ 生医创投基金 (名称暂定)

有鉴于台湾生医产业在人才、技术、生产管理优势与政府政策——生技钻石起飞行动方案、生技新药产业发展条例、药事法扩大新药申请适用范围等内、外在环境的支持下，中华开发工银已着手规划筹设「生医创投基金」，基金规模为新台币15亿元，投资策略首重医药、生医器材、服务、渠道与健康相关产业，锁定创新、区域整合与中国大陆内需成长商机相关之领域，邀请产业领导厂商担任策略股东，与产业伙伴建立长期且深度的互动关系，透过直接投资、企业融资、资本市场的一条龙服务方式，建立一个全面性的策略联盟整合平台。

亚洲股权投资基金

「中华开发资本国际股份有限公司」已进入其设立三阶段目的「投资外筹基金」、「参与共同投资」、「管理自筹基金」的第三阶段。随着亚洲经济体的快速崛起，将凭借其国际投资网络，结合全球潜在投资人筹设「亚洲股权投资基金」，于大中华、印度、日本、韩国、澳洲、新西兰、印尼…等亚洲主要国家寻找优质投资标的，以期成为投资亚洲的重要桥梁，树立投资亚洲的标杆地位。

3-1 Principal Investment Group · Private Equity Fundraising and Management

The Industrial Private Equity Fund

To better respond to trends in industrial development, CDIB has taken advantage of its industrial network to establish the Industrial Private Equity Fund, targeting specific industries with the greatest potential. In the future, CDIB will keep a close eye on the trends of each industry and raise other industrial funds accordingly.

■ CDIB CME Fund, Ltd.

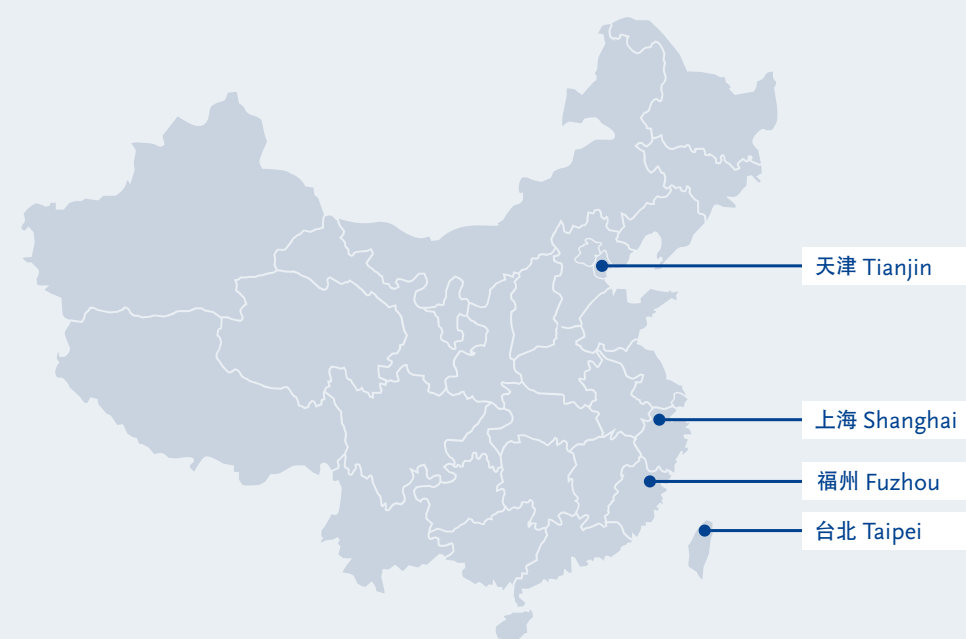
Given the recent popularity of Taiwanese movies and music in Mandarin-speaking markets, CDIB established the CDIB CME Fund, Ltd. on January 30, 2013 with a total of NT\$1.5 billion in assets to further bolster the soft power of Taiwan's creative industries. The fund's strategy is to invest in Taiwanese brands, digital content, culinary culture, creative tourism, and visual media. By combining the value of Taiwan's cultural and creative industries with the massive greater China market, CDIB is forging new territory in this up-and-coming industry.

■ Healthcare Private Equity Fund (provisional name)

Taiwan boasts clear people talent, technology, and production management advantages in the biomedical industry. In addition, its government has launched a series of policies to further bolster the industry. In view of these favorable conditions, CDIB has established the Healthcare Private Equity Fund totaling NT\$1.5 billion. The investment strategy is primarily in pharmaceuticals, biomedical equipment, services, sales channels and health-related industries. The fund will focus on taking advantage of innovation, regional integration, and growth in demand for related products and services in mainland China. CDIB has invited industry leaders to become strategic shareholders and will establish long-term cooperative relationships with industry partners. CDIB also aims to create a comprehensive platform enabling strategic cooperation in this industry by providing a package of services including principal investment, corporate finance, and capital markets.

Asia Partners Private Equity Fund

Since its inception, CDIB Capital International Corporation has evolved through its first two stages of development: it has achieved the goals of investing in third-party funds in the first stage and taking part in co-investment in the second stage respectively. Now in its third stage of development, it aims to manage self-raised funds. As Asian economies rise rapidly, the company will utilize its long-established international investment network, connecting potential investors worldwide to raise the Asia Partners Private Equity Fund. The fund will look for quality investment targets in Greater China, India, Japan, Korea, Australia, New Zealand, Indonesia and other major Asian countries. The expectation is to be an important bridge to invest in Asia and to become a new benchmark in Asian investment.



天津 Tianjin

华创天津基金 CPEC Huachuang Private Equity (Tianjin) Co. Ltd. (名称暂定 provisional name)

计划与一中国大陆国企或民营企业合作成立一档人民币私募股权投资基金。

2012年5月与国开金融签署战略合作意向书，落实直接投资业务发展策略。

2013年6月与G&S Advisors Limited签署合作备忘录，计划共同发起设立股权投资基金，规划该股权投资基金之总规模为人民币20亿元。

Planning to jointly establish a Renminbi private equity fund with a Chinese state-owned enterprise or privately-run enterprise.

In May 2012, CDIB signed an MOU with CDB Capital to implement the development strategy for our principal investment business.

In June 2013, CDIB signed an MOU with G&S Advisors Limited to jointly establish a Renminbi 2 billion private equity fund.

上海 Shanghai

华创昆山基金 CPEC Huachuang Private Equity (Kunshan) Co. Ltd. (名称暂定 provisional name)

2012年2月与上海陆家嘴金融发展有限责任公司签署合作备忘录，将合作成立一档人民币20亿元的私募股权投资基金。

2012年5月与昆山市创业控股有限公司签署合作备忘录，合作建构产业金融服务平台，第一步计划成立人民币20亿元股权投资基金。

2012年11月与江苏高科技投资集团有限公司签署合作备忘录，计划共同发起设立股权投资基金，规划该股权投资基金之总规模为人民币20亿元。

In February 2012, CDIB signed an MOU with Shanghai Lujiazui Financial Holdings and will jointly set up a private equity fund totaling Renminbi 2 billion.

In May 2012, CDIB signed an MOU with Kunshan Chuangye Holding Company for jointly establishing an industry financial services platform. The first step will be to create a Renminbi 2 billion private equity fund.

In November 2012, CDIB signed an MOU with Jiangsu Govtor Capital Group for jointly launching a Renminbi 2 billion private equity fund.

福州 Fuzhou

华创福建基金 CPEC Huachuang Private Equity (Fujian) Co. Ltd. (名称暂定 provisional name)

2011年9月与福建省电子信息集团签署合作备忘录，合作成立华创(福建)股权投资基金，基金规模人民币20亿元。该基金预计2013年第三季完成首轮关帐，资金人民币10亿元全数到位。

In September 2011, CDIB signed an MOU with Fujian Electronics & Information (Group) Co., Ltd. to jointly establish the Huachuang Private Equity Fund (Fujian) with a total of Renminbi 2 billion. Following the first round of funding in the third quarter of 2013, capital totaling Renminbi 1 billion is in place.

台北 Taipei

台湾最大的专业投资机构，产业网络绵密，截至2012年12月31日投资组合家数逾300家。

持续发挥领头羊之竞争优势，深耕布局行动通讯、绿能经济、精密零组件、民生消费等高成长市场，建立台湾最具规模与绩效的投资组合。

As Taiwan's largest professional investment institution, CDIB boasts an extensive portfolio that as of December 31, 2012 totaled over 300 firms. CDIB continues to leverage competitive advantages as a leader and creates Taiwan's largest, best-performing investment portfolio, by deepening investments in growth industries such as mobile communications, green energy, precision components, and consumer products.

开发文创价值基金 CDIB CME Fund, Ltd.

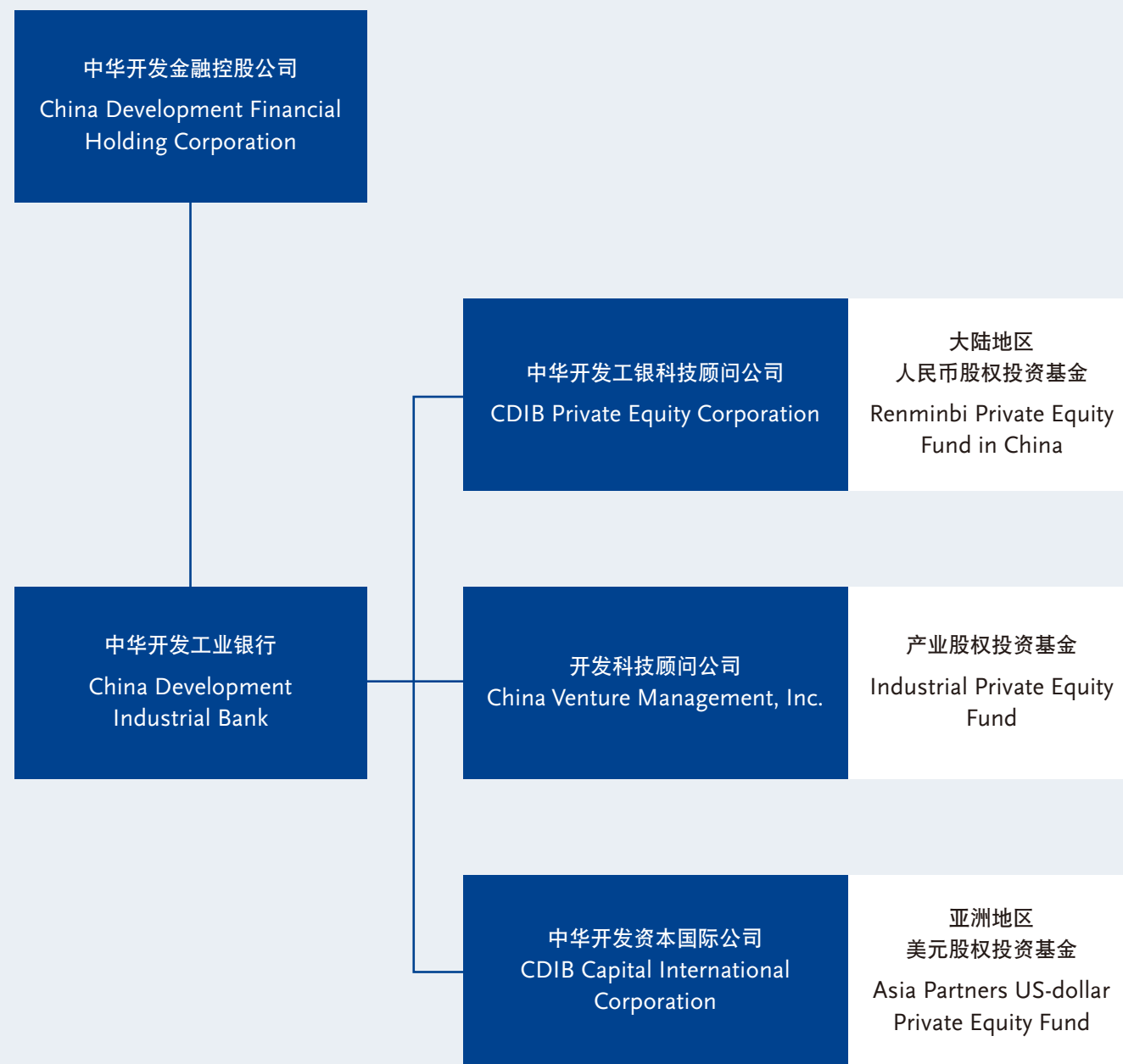
因看好台湾多元的文化软实力在大中华市场已具竞争优势，中华开发工银已完成对外筹集新台币15亿元(约人民币3亿元)之「开发文创价值基金」，未来将聚焦台湾品牌、数位内容、饮食文化、创意观光及影视媒体等五大文创主题进行投资。

There is great potential for Taiwan's cultural and creative industries in the greater Chinese market. CDIB has therefore established the CDIB CME Fund, Ltd. with a total of NT\$1.5 billion (approx. Renminbi 300 million) to invest in Taiwanese brands, digital content, culinary culture, creative tourism, and visual media.

生医创投基金 Healthcare Private Equity Fund (名称暂定 provisional name)

鉴于台湾生医产业在人才、技术、生产管理优势与台湾六大新兴产业政策支持等所衍生之生物医药市场商机，中华开发工银将善用两岸生医产业链合作契机，结合台湾卓越研发与产品及大陆之市场规模，对外募集新台币15亿元(约人民币3亿元)之「生医创投基金」，锁定创新、区域整合与大陆内需成长商机之医药、生医器材、服务、渠道与健康相关产业。

Taiwan's biomedical industry boasts clear advantages and the island's government has launched a series of policies to further bolster the industry. CDIB will take advantage of these favorable conditions and the synergies between the cross-strait biomedical industries by raising the Biomedical Industry Private Equity Fund totaling NT\$1.5 billion (Renminbi 300 million). The fund will take advantage of innovation, regional integration, and growth in demand for related products and services in mainland China. Investments will target pharmaceuticals, biomedical equipment, services, sales channels, and health-related industries.



3-1 基金投资业务

中华开发工银除积极进行直接投资业务外，子公司「中华开发资本国际股份有限公司」借由投资外筹基金 (Third-Party Fund) 与全球顶尖的私募股权基金合作，参与共同投资 (Co-Investment)，善用其在地的资讯及专擅领域，逐步打入欧美地区主流市场。

截至2012年底，「中华开发资本国际股份有限公司」已于全球投资33支优质的股权投资基金，合作伙伴遍及亚洲、美国及欧洲等地区，已与 Carlyle、Goldman Sachs、KKR 和 Thomas H. Lee 等全球最具专业与知名的投资机构建立策略联盟关系，不仅让中华开发工银掌握更多跨国且质优的投资机会，亦有助于中华开发工银全球投资业务的布局。

3-1 Fund Investment

In addition to active engagement in direct investment business, CDIB Capital International Corporation (CCIC), a subsidiary of CDIB, is working with world-class private equity funds through third-party fund investment and co-investments. It is through this kind of cooperation that CCIC has utilized local expertise, eventually entering the mainstream market in Europe and the United States. As of the end of 2012, CCIC had invested in 33 high-quality private equity funds globally. It has worked with partners across Asia, the US and Europe, and formed strategic alliances with the most prestigious investment institutions such as Carlyle, Goldman Sachs, KKR and Thomas H. Lee. It does not only enable CDIB to acquire more cross-border, high-quality investment opportunities, but also helps CDIB with its global deployment of investment.





3-2 企业金融事业群 · 专注企金业务 发展协销综效

中华开发金控之企业金融业务，在既有稳定客户群与多元化产品服务的基础上，提供客户资产负债表上所有产品之服务，举凡放款、存款、金融操作、长短投、财务顾问以及上市筹资顾问等服务。除了提高客户服务之广度及深度外，更积极扩大服务客户群，扩充业务收入来源，加深金融机构往来平台，服务之触角伸展至公营事业。近年来，已成功地建置了企业金融业务多元化产品线的营运平台，不但已延伸服务至企业收购融资、企业债务重组融资等业务，更进一步协助客户财务规划，提供客户两岸租赁融资平台，延伸客户的融资产品至大中华区域，以扩大服务的涵盖面。

3-2 Corporate and Investment Banking Group Product and Services

The Corporate & Investment Banking Group at CDIB provides a full spectrum of products to an established customer base. We offer commercial lending, cash management, trust, and financial advisory services for capital raising activities. Our deep relationship network and wide services scope paves the success of a multi-product platform with a growing customer base and international reach. Today, our services extend to Pan-Asian acquisition finance, corporate restructuring practice, and leasing solutions in Greater China.



3-2 企业金融事业群·客户型导向组织

中华开发金控组织为以客户导向型组织，以提升整体行销战力，进而达成强化经营成效之目的。客户经理负责客户开发、关系维护及担当全行产品之行销与服务窗口，并采产业分工概念，划分客户组织，以收专业分工之效。产品经理负责产品研发、定价及承作条件之拟定等，配合客户单位开发业务之机会，适时提供客户所需之金融产品。中华开发金控所有客户都须在客户经理 (Relationship Manager) 与产品经理 (Product Manager) 共合经营的体制下，搭配提供多元产品协销之服务，从授信、外汇、避险、现金管理及贸易融资等业务，更进一步走向资本市场相关之投资、收购融资、财顾、信托、可转换公司债或普通公司债承销、联贷、租赁与证券化业务。中华开发金控将透过产品经理与客户经理的通力合作及两岸三地融资平台，提供客户全方位解决方案 (Total Solution) 的服务。

3-2 Corporate and Investment Banking Group · A Customer-Oriented Organization

Always putting customers first, our Relationship Managers and Product Managers focus on enhancing integrated services and operating excellence. Our RMs develop and cultivate customer relationships on marketing financial products and services across industries and geographies. Our PMs design timely product solutions tailored to unique customer situations, including lending, cash management, currency hedging, trade finance, trust services, financial advisory, underwriting, leveraged finance, leasing and asset securitization. Working as a coherent team, our RMs and PMs offer comprehensive total solutions to Greater China customers.

3-2 企业金融事业群 · 专案融资之竞争优势

自1992年迄今，中华开发工银不仅每年在台湾地区专案融资业务皆名列前茅，在各项专案上，如发电厂、工业区开发、厂房及机器设备扩建、并购等资本重组，再配合投资、租赁、信托、联贷等业务，都具长期且深入之专业经验及资源优势。相较于其他银行，中华开发在专案融资方面具有：

1. 专案融资个案经验丰富，可避免产生流动性风险。
2. 量身订做，活化资产。
3. 中华开发信评优良且净值庞大等三大优势。

发挥既有优势，与商业银行进行差异化竞争，积极跨入国际市场领域。

企业金融目前拥有超过700家以上的大型及集团客户，未来仍将持续针对市场的变化以及客户需求，就亚太区客户在跨国并购、杠杆收购、成长资本等特殊状况下的融资需求，提供量身订做的专业谘询与解决方案；以客户完整（Total Solution）之财务解决方案为目标，提供客户最佳的全方位金融产品与服务，扮演企业交易谘询顾问，提升非资产性收入的比重，并秉持工业银行之专业与经验，发挥既有优势，除企业资本资出及一般大额之营运周转金所需之联合贷款外，为台湾地区专案融资业务提供财务资源与服务，对专案融资具有长期且深入的专业经验及资源优势，与商业银行进行差异化竞争，积极跨入国际市场领域。

3-2 Corporate and Investment Banking Group · Project Finance

Since 1992, CDIB has consistently ranks in the top of Taiwan's project finance league tables. Through numerous deal experiences in financing power plants, developing industrial parks, enhancing high-tech manufacturing capacity, and corporate restructuring, CDIB has developed insight, expertise and unique advantages, including:

1. Project finance liquidity risk management;
2. Bespoke monetization solution;
3. Superior credit rating and strong capital support.

Serving more than 700 corporate and conglomerates, CDIB continues to innovate in an ever-changing market in Asia-Pacific region. Our Leveraged Finance team offers customized financing solutions for cross-border M&A, leveraged buyout, mezzanine growth capital and various special situations. Our Syndication team has strong structuring and distribution capability for arranging complex transactions in Taiwan. Our Financial Advisory team provides unique insight for M&A strategy and recapitalization. Together, these three teams form our integrated Merchant Banking Platform that brings about cross-selling synergies, enhances ROE and further differentiates CDIB from regional competitors.

3-2 企业金融事业群 · 发展大中华台商网络

在大中华前百大台商企业中，超过七成是中华开发工银有股权投资关系之客户，这些公司多属绩效卓着的电子、工业、医疗、民生及传统制造产业之领导企业，其母公司在台湾，也都是中华开发长期提供投资或银行融资服务的企业伙伴。随着合作伙伴国际化及西进的脚步，中华开发将加速布建大中华区的服务网络，为企业提供资金解决方案。

除既有投资及银行融资平台外，建立两岸融资租赁新领域，在大陆地区租赁平台，提供全国性供应商融资与合格资产融资，精挑具有稳定现金流之设备供应商及中小企业为融资对象，同时在销售据点配置台商服务之客户经理，深耕台商客户融资需求，以综合授信、两岸控管、增强服务并减少风险。

3-2 Corporate and Investment Banking Group · Develop Taiwanese Entrepreneurs Network in Greater China

CDIB counts over 70 percent of the Top 100 Taiwanese enterprises as long-term customers in Principal Investment and Corporate & Investment Banking. Rooted in Taiwan, our customers are global leaders in electronics, industrials, healthcare and consumer products in Greater China. We strive to grow with our customers and help them thrive on Mainland China and beyond for many years to come.

CDIB has been a reliable partner for Taiwanese entrepreneurs in global expansion for decades. With our service network covering Greater China, the CDIB International Leasing platform is our latest initiative in furthering our commitment to helping our customers grow. We provide national vendor program and asset-backed financing solutions for multinational equipment suppliers as well as SME customers in niche local markets. Our Taiwan Desk leverages the OBU platform and designs flexible leasing and risk management solutions dedicated to our Taiwanese customers.

交易
Trading

涵盖证券市场、货币市场、外汇市场、债券市场、信用市场、商品市场及其他金融市场相关产品暨其衍生性产品之交易。

Stock markets, money markets, foreign exchange, interest rates, credit, bonds and related derivative products.

业务行销
Marketing

提供国内外企业法人、机构及金融同业对货币、外汇、利率及商品市场现货及衍生性金融产品交易之服务。

Provides services to domestic and foreign corporations, institutions and financial institutions with cash and derivatives products in money markets, foreign exchange, interest rates and commodity.

3-3 金融市场事业群·固定收益业务

完整便利的全球交易服务

金融市场的固定收益业务，掌理固定收益证券及利率、外汇、信用、商品等金融市场相关金融衍生品之交易与业务行销。交易标的涵盖全球，包括亚洲地区、11大工业国家及新兴市场国家。

中华开发固定收益交易团队提供之交易服务涵括亚洲、欧洲以及美洲等三个时区之交易。

同时，为能增进客户交易服务之效率及价格竞争力，中华开发工业银行特别架设了能与全球市场主要参与者直接交易之数个电子交易平台，包括「外汇交易平台」、「利率 / 债券交易平台」以及「金融衍生品交易平台」，使客户每笔交易都能享有最好的价格服务。中华开发亦采用最先进之风控系统，并自律控管，以在新巴塞尔规范下，为股东创造优质之收益。

3-3 Global Financial Markets Group · Fixed-income, Currency and Commodities (FICC)

Comprehensive and convenient services worldwide

CDF's FICC business comprises trading and marketing of fixed-income securities, currencies and derivatives. The scope of business covers Asia region, 11 leading industrialized nations and emerging economies.

The FICC team provides services to cover three different trading hours across Asia, Europe, and the Americas.

In addition, CDF has established a number of electronic trading platforms where clients can trade directly with key players across global markets. These platforms, including the forex trading platform, the interest rate/bond trading platform and the derivatives trading platform, allow our clients to benefit from competitive pricing and superior services in each and every transaction. To ensure business integrity and compliance with the New Basel framework, CDF not only operates with high degree of self-discipline, but also adopts a state-of-the-art risk management system to achieve quality return for our shareholders.

3-3 金融市场事业群 · 权益证券业务

多元化投资标的与交易策略

目前权益证券业务之主要项目包括台湾上市柜公司股票、可转债 / 海外可转债交易及其选择权操作、指数期货 / 选择权及股票期货、海外公开上市及上柜公司发行之权益证券等金融商品之交易业务。

不仅从事上市柜股票短期投资，亦着重于稳定绩效，增加股票及可转债多空交易策略，并灵活运用股价指数期货、股票期货、借券等套期保值工具以分散风险。

此外，为进一步强化获利基础，同步扩展高现金股息收益性股票之投资业务，以拓展权益证券相关业务之获利来源。

3-3 Global Financial Markets Group · Equity

A broad spectrum of investment targets and trading strategies

CDF's equity business includes the trading of TAIEX and OTC stocks, CB/ECB and options, index futures/options and stock futures, and overseas stocks.

While conducting short-term investment in TAIEX and OTC listed stocks, CDF also strives for steady profits. It adopts stocks/CB long-short strategy, uses hedging vehicles of index futures and stock futures, and stock lending to diversify risks. Meanwhile, the Company is increasing its investment in equity with high cash dividend yield to expand the source of the income for its equity business.

3-3 金融市场事业群 · 国际知名交易商网络

透过一直以来的密切合作，中华开发工业银行不仅是台湾银行相关产品之主要交易商，也与国际主要银行成为良好之交易伙伴，包括 Barclays、J.P. Morgan、Deutsche Bank、BNP、Bank of America 及 Credit Agricole SA 等。借由与国际银行之交易，掌握各项新金融商品之发展趋势，并借重财务工程人员之努力，以提供台湾企业法人及金融同业更符合需求及更具价格竞争力之产品。

展望未来，中华开发将更积极与全世界顶尖投资金融机构建立战略结盟关系，扩大产品线 and 获利来源，达到更多元化发展的目标。在投资绩效上，则将秉持严格风险限额控管，持续运用整体投资交易策略，将绝对报酬作为金融市场业务绩效之评估标准，并追求稳健操作之最终原则。

3-3 Global Financial Markets Group · Trading with Prestigious International Banks

As a major trader of products issued by Taiwanese banks, CDF has become a close trading partner of leading international banks, such as Barclays, J.P. Morgan, Deutsche Bank, BNP, Bank of America and Credit Agricole SA. These partnerships enable CDF to become familiar with the latest financial instruments and develop products to be more competitively priced for domestic corporations and other financial institutions.

CDF is working to forge strategic alliances with other top-tier financial institutions worldwide in an effort to expand its product portfolio and earnings sources. It will continue to implement stringent risk management practices, setting up investment strategies overall to seek absolute returns in order to achieve the ultimate goal of sustainable profitability.

3-4 证券事业群

中华开发金控证券事业群系以凯基证券为主轴，凯基证券产品线完整，涵盖经纪、自营、承销、债券及各类衍生性商品，各项业务皆居市场领先地位，并整合旗下的转投资事业——凯基期货、凯基投信、凯基投顾以及凯基保经等公司，以提供客户期货交易、共同基金、保险商品及资产管理等多元理财服务。除台湾外，凯基证券在香港、泰国及新加坡皆有据点，为台湾同业中少数成功跨国经营的证券商。

2012年凯基证券及其合并之大华证券于台湾经纪业务市占率居同业第二，外资法人经纪业务亦领先所有台湾同业。在投资银行业务方面，主办承销金额排名第二，主办承销案件数排名第一，居同业翘楚。各项固定收益业务（包含债券买卖断、承销、资产交换与债券选择权）及权证相关业务（包含权证与股权结构型商品）皆居同业前二名；自营操作绩效（以同业可比基础）排名同业第一；财富管理信托资产规模亦居同业第二。

凯基证券充分发挥本身区域平台的产品经验、绵密完整的服务通路以及人力资源整合优势，依据客户所处产业趋势及营运需求，量身设计最适的金融商品，并积极布局大中华地区全方位服务网络。由于海内外客户的肯定以及优异的经营绩效，凯基证券及其合并之大华证券历年屡屡获奖，除获颁「台湾20大国际品牌」，为历届首家获得国际品牌肯定之金融业。此外，还多次荣获国际专业金融媒体，如亚元杂志 (Asiamoney)、亚洲财务杂志 (Finance Asia) 以及财资杂志 (The Asset) 等，评选为最佳债券商及最佳本地投资银行等殊荣。此外，亦荣获台湾证券交易所与台湾证券柜台买卖中心上市上柜公司资讯揭露评鉴 A+ 的优异评级肯定。

未来凯基证券将持续扩大台湾各项业务市占率，积极整合中华开发金控海内外资源，进一步建置并提升亚太区域内各项业务的团队与平台，朝向成为大中华地区具特色的全方位证券公司与投资银行之目标迈进。

3-4 Securities Group

The securities division at CDF is primarily led by KGI Securities, which is a market leader in a range of areas including brokerage, proprietary trading, underwriting, fixed income, and a variety of derivatives. By integrating the resources of its subsidiaries, KGI Futures, KGI Securities Investment Trust, KGI Securities Investment Advisory, and KGI Insurance Brokers, KGI can provide clients with futures trading, mutual funds, insurance products, and asset management services. In addition to Taiwan, KGI Securities also has a presence in Hong Kong, Thailand, and Singapore making it one of the few Taiwanese securities firms with operations overseas.

In 2012, KGI Securities and GCSC ranked second in combined market share for brokerage operations in Taiwan, while together they led all local competitors in the foreign institutional investor brokerage business. In terms of investment banking business, the value of deals underwritten ranked second in Taiwan, while the number of deals underwritten by the two firms was highest on the island. The firms also rank as the top two in a variety of fixed income (including outright purchase / sale of bonds, underwriting, asset swap, and bond option trading) and warrant-related operations (including warrants and equity-linked structured products). Proprietary trading performance (based on released data from comparable peers) was highest in the industry. The total value of assets under management invested with our wealth management trust business ranked second in the industry.

KGI Securities utilizes its regional and product advantages, network of service channels, and human resource integration to create custom financial products designed to best suit client needs. In addition, we are also actively expanding our service network within the Greater China region. Satisfied customers and outstanding operating performance have earned KGI Securities and GCSC many awards over the years. KGI was ranked as one of the "Top 20 Taiwan Global Brands", making it the first financial brand to be thusly recognized internationally. In addition, KGI and GCSC have also received many awards from international finance media outlets such as Asiamoney, Finance Asia, and The Asset, which awarded them both Best Bond House and Best Investment Bank in Taiwan. Taiwan Stock Exchange Corporation and GreTai Securities Market have both given an A+ ranking for our securities wing under the Information Transparency and Disclosure for companies listed in Taiwan.

KGI Securities will continue to expand domestic market share by actively integrating CDF's local and international resources. Overseas, KGI will continue to grow its Asia-Pacific teams and platforms to become a distinctive, comprehensive regional securities firm and investment bank.

3-4 证券事业群 · 投资银行 / 资本市场

2012年受欧债危机持续延烧，美国经济复苏脚步停滞，新兴市场成长趋缓及政府提出之油电双涨与证所税政策影响，导致股市低迷且成交量下滑，整体市场筹资案件数为184件，其中 IPO 为61件，CB 为70件，现增为53件，承销总金额为新台币863亿元，相较2011年的267件与新台币1,384亿元，2012年市场整体案件数减少83件，承销总金额则较2011年降低新台币521亿元。

投资银行业务为凯基证券核心竞争优势之一，拥有台湾最富经验的优质团队，自成立以来至2012年底，凯基证券及其合并之大华证券辅导超过三百家公司在集中市场或店头市场顺利完成 IPO 挂牌交易（含上柜转上市及海外企业回台上市 / 柜挂牌），居承销同业之冠。并配合政府政策大力推动海外企业回台上市 / 柜挂牌业务，迄今已成功协助 F- 泰鼎、F- 茂林、F- 康联、F- 东凌、F- 必胜、F- 红木等海外企业成功回台上市柜挂牌。2012年更在台湾内外经济景气皆不振之环境下，依然仍居市场领先地位，顺利协助多家企业于台湾上市柜或于资本市场募得资金。

2012年凯基证券及其合并之大华证券完成 IPO、CB 与现增案共31件主办案件，案件数市场第一，而主办案件承销金额高达新台币151亿元，市占率17.5%，业界排名第二，在2012年整体市场规模较2011年大幅缩减下，优异的表现成了年度最受市场瞩目的亮点。另外，2012年凯基证券及其合并之大华证券共主办了26个 CB/ 现增案件、承销金额新台币143亿元，不论主办案件数及承销金额皆为市场排名第一；在 IPO 业务方面，2012年凯基证券及其合并之大华证券主办台湾初次上市柜指标性案件包括太阳能电池及模组旺能 IPO、TFT-LCD 用化学材料达兴光电 IPO、薄膜溅镀靶材、太阳能电池用导电胶及贵金属材料大厂鑫科材料 IPO、光通讯主被动元件波若威 IPO 及 PCB 博智电子 IPO 等5个案件，成功辅导中小企业顺利上市柜。

另凯基证券及其合并之大华证券在财务顾问跨境业务方面也领先同业，继完成大陆京东方向台湾美齐 TFT-LCD 组装部门收购案之后，2012年再度成功协助两岸企业战略合作，如三安光电与璨圆光电之战略投资。此外也承作了十余件企业并购及战略联盟案件，例如：鸿海集团投资台扬私募普通股、永丰余将文化用纸事业分割让与华纸、隆达电子合并威力盟、台骅转型投控公司、大联大集团收购隆昕集团被动原件业务、金士顿认购品安私募普通股，新日光公开收购旺能光电……等。依 Bloomberg 统计资料显示，凯基证券及其合并之大华证券之顾问业务承做案件量，远远超越摩根士丹利及高盛证券等全球知名投行而位居台湾市场第一名。

展望未来，台湾证交所已于2013年正式上路，投资人对于台湾股市的不确定性将逐渐减低，加上美国、日本相继推出量化宽松措施，将有助于国际资金的流动，并带动台湾新股集贸市场。此外，随着台湾证券交易所与柜买中心相继在海外招商，提高台湾能见度以争取海外公司来台上市上柜，必将更有助于提升全球企业来台上市柜与筹资的吸引力。另外，随着两岸气氛持续和缓，人民币清算协定的签订，加上两岸证券期货监管合作平台首次会议（金证会）于2013年初举行，双方释出多项开放利多政策，均将有利于券商长远发展。未来，凯基证券将持续扩大各项业务之市场占有率，并透过中华开发金控的平台，运用其企业融资、租赁、直接投资的优势与深入的两岸布局，为全球华人与台商客户提供更多更好的优质服务，成为大中华地区具特色的全方位证券公司与投资银行。

台湾并购市场财务顾问案件数统计资料

2012 年排名	财务顾问	件数
1	凯基证券	10*
1	安侯国际财务顾问(股)公司	10
2	元大证券	6
3	摩根士丹利	3
4	瑞士信贷	2
5	花旗集团	2
6	摩根大通	2
7	高盛	2
8	瑞士银行	2

资料来源：Bloomberg (01. 01. 2012 - 12. 31. 2012)
注：* 含凯基证券4件及其合并之大华证券6件

服务代理业务

截至2012年底，凯基证券及其合并之大华证券代理76家上市公司、47家上柜公司、16家兴柜公司、134家未上市柜公司，合计273家，代理股东人数415万人，为台湾证券业代理股东人数最多之券商。凯基证券多年累积的丰富经验，一向为各大企业服务代理业务之最佳选择。

3-4 Securities Group • Investment Banking / Capital Markets

The European debt crisis continued to spread in 2012, while the US economic recovery stalled. The Taiwan economy was further impacted by slowing growth in emerging markets, the increase in local energy prices, and a new capital gains tax policy. Taiwan saw a stock market downturn and a decline in trading volume. Over the year, there were a total of 184 underwriting deals in Taiwan's capital markets, including 61 IPOs, 70 CB deals, and 53 rights offering deals with a total underwriting amount of NT\$86.3 billion. Compared to the 267 deals totaling NT\$138.4 billion in 2011, these figures represent year-on-year decreases of 83 deals and NT\$52.1 billion in underwriting value.

Investment banking is one of KGI Securities' core competitive advantages and we boast an extremely experienced team of professionals. From their founding through the end of 2012, KGI and GCSC sponsored more than 300 companies for listing either on the TAIEX or OTC, the most of any firm in the underwriting industry. The Taiwanese government actively encourages firms operating overseas to return and list on the local markets. KGI has already assisted Apex Circuit, Global Lighting Technologies, Coland Pharmaceutical, Tung Ling Industrial, JP Nelson Holdings, and Redwood Group to go public in Taiwan. In 2012, with weak economic sentiment both in Taiwan and abroad, KGI was still able to retain its leading market position and successfully assisted many enterprises to list publically in Taiwan or raise capital on the market.

In 2012, KGI and GCSC executed a total of 31 IPOs, CBs, and rights offering deals, more than any other firm, with an underwriting value of NT\$15.1 billion, for a second place market share of 17.5%. While the overall scale of the market shrunk from 2011 levels, excellent performance made KGI the year's most closely-watched market bright spot. Our underwriting deals were way ahead of the pack. KGI and GCSC executed 26 CB/rights offering deals in 2012, with an underwriting value of NT\$14.3 billion. Both in number and underwriting value, this team excelled over all competitors. In 2012, KGI and GCSC successfully assisted several leading SMEs in Taiwan to go public. Five landmark IPO deals in the primary domestic listing market included IPOs for DelSolar, Daxin Materials, ThinTech Materials Technology, and Browave.

Together, KGI and GCSC also lead the industry in cross-border financial advisory services. Following the completion of mainland Chinese firm BOE's acquisition of Taiwan's Jean Co. TFT-LCD assembly division, in 2012 KGI again successfully assisted with strategic cooperation between enterprises located across the Taiwan Strait. These included San'an Optoelectronics' strategic investment in Formosa Epitaxy and more than 10 other mergers or strategic alliances between Chinese and Taiwanese firms. Bloomberg statistics show that the number of advisory cases handled by KGI and GCSC in 2012 was significantly higher than global investment banking stars Morgan Stanley and Goldman Sachs, making them number one in the Taiwan market.

Taiwan's much debated capital gains tax policy officially took effect in 2013. Going forward, investors' uncertainties about the Taiwan stock market will gradually diminish. Quantitative easing by the US and Japan will assist the flow of international capital and drive the IPO market in Taiwan. As the number of overseas firms that list on the TWSE and GreTai Securities Market increase, Taiwan will become a more visible IPO and financing destination. Cross-strait relations have warmed and both sides have signed an MOU on renminbi clearing, while representatives met in early 2013 to discuss a cross-strait financial supervisory platform for securities and futures trading. As a result, both Taiwan and China have issued a variety of policies that will assist securities firms' long-term development. In the future, KGI will continue to expand its market share and make the most of CDF's advantages in corporate finance, leasing, and principal investment to make inroads into the cross-strait market and to become a distinctive, comprehensive regional securities firm and investment bank in Greater China.

Taiwan's M&A Market Consulting Statistics

2012 Ranking	Consulting Firm	Number of Deals
1	KGI	10*
1	KPMG	10
2	Yuanta	6
3	Morgan Stanley	3
4	Credit Suisse	2
5	Citi group	2
6	JP Morgan	2
7	Goldman Sachs	2
8	UBS	2

Source: Bloomberg (01. 01. 2012 - 12. 31. 2012)

Note: * Includes 4 from KGI Securities and 6 from merger partner GCSC

Registry and Transfer Services

KGI Securities is one of Taiwan's market leaders in registry and transfer agent services. By the end of 2012, KGI Securities and GCSC had acted as proxy for a total of 273 companies, including 76 listed on the TAIEX, 47 listed on the OTC market, 16 listed on the emerging stock market, and 134 unlisted companies. This represents a total of 4.15 million shareholders, the highest of any Taiwan securities firm. KGI's many years of experience makes it the first choice for companies requiring registry and transfer services.

3-4 证券事业群 · 金融商品交易

金融商品的创新研发能力是凯基证券的核心价值之一，以「加强预先防范风险机制，降低投资报酬波动性，提高获利稳定度」为目标，主要包含债券业务、新金融商品业务、自营业务与期货自营业务。

在债券业务方面，稳固既有业务之领导地位，增加海外市场固定收益商品之交易业务，以分散风险并维持获利之稳定性。

在衍生性商品业务方面，则持续维持稳定之权证发行量及规模，加强管理流通在外部位曝险状况，并改善避险操作绩效。

在自营业务方面，将整合现货、期货交易平台，并扩大海外投资以分散风险，以期达到追求获利稳定之目标。

3-4 Securities Group · Proprietary Trading

One of the core values of KGI is its capability to develop innovative financial products. The main objective of developing new products is to enhance ex ante risk management mechanism, to reduce earnings volatility and to increase the stability of profits. The main proprietary trading businesses include fixed income, derivatives, proprietary trading, and futures proprietary trading.

As for the fixed income, KGI will continuously strive to maintain its leadership position amid the market and also expand overseas fixed income trading business to diversify the risk exposure and maintain stable profits.

In terms of derivatives, the direction is to maintain the scale and volume of warrant issuance, to better manage exposure, and to improve hedging performance.

With the ultimate goal of achieving stable proprietary trading profits, KGI will integrate spot and futures trading platforms and expand overseas investment to diversify risk.

3-4 证券事业群 · 金融商品交易

债券业务

2012年凯基证券债券部在竞争激烈的环境中，仍秉持一贯稳健的经营理念，致力推动各项业务的均衡发展，除持续维持各项业务之领先地位、市占率及服务客户数外，并配合主管机关业务开放的脚步及两岸金融发展进程，积极投入新领域如 OSU（国际证券业务分公司）及 RQFII（人民币合格境外投资机构）等业务规划，以期能率先成为同业中的领航者。

2012年海内外金融情势纷扰不止，美国经济虽获喘息，然欧洲前景仍陷于迷雾，而台湾经济亦随之欲振乏力，但凯基证券及其合并之大华证券在各项业务仍交出亮丽的成绩，并获国际财经专业媒体的肯定，包括获得财资杂志（The Asset）、亚元杂志（Asiamoney），以及亚洲财务杂志（Finance Asia）评选为「台湾最佳债券商」及「最佳债券交易商」，并连续两年荣获中央银行国库局评选为「中央公债交易商业绩冠军」，同时亦获得台湾证券柜台买卖中心评选为「101年度上半年中央公债优良造市商第三名」及首度举办之证券商金桂奖中「卓越股债市筹资承销」之奖项。此外，在整体亚太区的经营管理上，凯基证券（泰国）债券部为唯一荣获泰国「主要公债交易商」资格之证券商，凯基香港债券部的成立更提高了对大中华地区及亚洲债券市场的参与程度以及扩大业务面与产品端的涵盖范围。

在业务拓展方面，2012年100% 保本型结构型商品发行量，凯基证券及其合并之大华证券以58.13%之市占率，连续六年位居同业第一；公司债/金融债/Supra承销业务（辅导销售）以27.21%之市占率，位居同业第一；资产交换交易业务固定收益端，则以34.39%之市占率，位居同业第二。另外，合并前的大华证券更发行首支由台湾企业担保的离岸人民币债券，正式跨入人民币债券承销业务。

在客户服务方面将持续强化服务品质，提升客户涵盖度，透过客制化的产品设计，满足客户多元的需求，并将持续培养全方位的债券人才、积极深耕金融市场各项商品之研发与创新，更与台湾大型企业保持良好的合作关系，每日提供整合性之香港、泰国及台湾三地英文债券市场日评，且不定期举办投资讲座及教育训练，让客户在第一时间取得详实且完整的金融市场资讯。相信卓越的承销经验，以及在中华开发金控丰沛的资源协助下，更具利基辅助两岸三地的企业于债券市场筹资，提供客户全方位之金融服务。

展望未来，凯基证券债券部仍将秉持稳健的经营理念，并在结合大华证券债券部的优秀人才及客户资源后，期许成为在各业务层面皆有高品质的领先者，提供客户最佳之投资建议与多样化的产品选择，并秉持「诚信」、「专业」、「创新」之精神，创造客户与股东最大的价值。

3-4 Securities Group · Proprietary Trading

Fixed Income Business

Despite being in an extremely competitive environment in 2012, KGI Securities' fixed income department strives on the balanced development with its principle of moderation. In addition to maintaining the leadership position, increasing market share and client base in the current fixed income business, the fixed income department also geared up to expand businesses in new areas in tandem with the liberalization policies of the authorities and cross-strait financial industry developments, such as offshore securities units (OSU) and Renminbi Qualified Foreign Institutional Investors (RQFII), to play as the role of bellwether amid the peers.

In 2012, markets around the world appeared to encounter headwinds given the bleak economic condition in Europe and a flagging domestic economy in spite of the slow recovery in US. Nonetheless, KGI Securities (including GCSC) has won the recognition from domestic and international investors for the excellent performance in the bond and derivatives business. KGI (including GCSC) was awarded the "Best Bond House in Taiwan" and "Best Bond Dealer" by The Asset, Asiamoney, and Finance Asia, respectively. Meanwhile, KGI (including GCSC) was granted with the "Best Government Bond Dealer" by Taiwan's Central Bank for two straight years and GreTai Securities also ranked KGI as third place in its Central Government Bond Market Maker Review during the first half of 2012 and honored KGI as the first Excellent Stock/Bond Underwriter Golden Laurel Award. Besides, KGI Securities (Thailand) was the only Thailand securities house being granted with the "Primary Dealer" qualification by the Ministry of Finance, and KGI Hong Kong newly-established fixed income division has also elevated the participation for KGI in the Greater China and Asian bond markets and also broadens the extent of our service and product coverage.

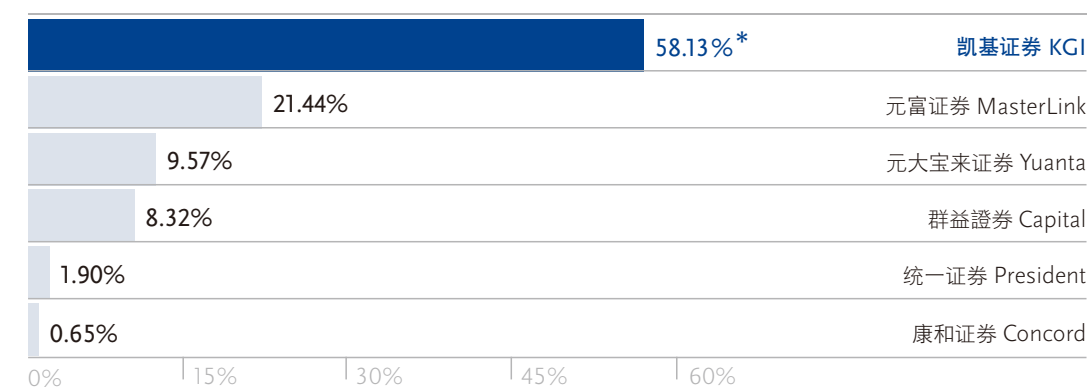
In 2012, KGI (including GCSC) has a leadership position in the local principle guaranteed structured product market for the sixth consecutive year, with a 58.13% market share. Also, in the corporate bonds, bank debenture, and Supras underwriting business, with a 27.21% market share, KGI (including GCSC) was ranked first amid the peers and CBAS credit business was ranked second place, with a 34.39% market share. In addition, prior to the merge, GCSC also successfully underwrites an offshore renminbi bond, the first such issuance guaranteed by a Taiwanese corporate, to post an advance for the renminbi bond underwriting business.

KGI persistently improves its customer service and expands its client base. Aside from providing customized products to satisfy the varied needs of our clients, KGI Securities also remains committed to its stringent training program for bond traders. It also closely cooperates with local financial institutions and enterprises and provides clients with daily updates on the regional bond market and holds seminars and training courses frequently to serve investors with the complete and latest market information on government bond, corporate bond, US Treasury bond, convertible bond, interest rate derivatives and bond derivatives markets. Through the updates, KGI bond trading clients are able to make the most timely and informed trading decisions. Furthermore, we believe KGI is capable of providing comprehensive financial services with the extensive underwriting experience and CDFH's abundant resources in the Greater China region.

Going forward, KGI securities will continue to adhere to its moderate management principle. In the wake of the integration of the GCSC Fixed Income Department's elites and client resources, we expect to maintain the leadership by providing the best investment advice and products to customers and to focus on maintaining a steady operational pace, guided by its core principle of integrity professionalism and innovation to create the greatest value for its clients and shareholders.

2012 100% 保本型结构型商品发行量市占率 (%)
100% Principle Guarantee Notes Market Share in 2012 (%)

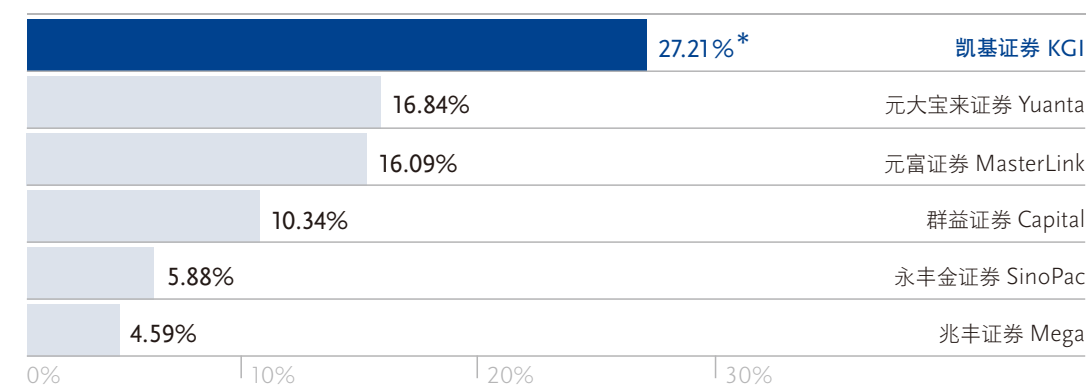
资料来源：中华民国柜台买卖中心
Source: Taiwan OTC



注：*凯基证券市占率含凯基证券及其合并之大华证券
Note: * Includes numbers from KGI and merger partner GCSC

2012 年公司债 / 金融债 / Supra 承销业务市占率 (%)
Corporate Bond / Bank Debenture / Supra Underwriting Market Share in 2012 (%)

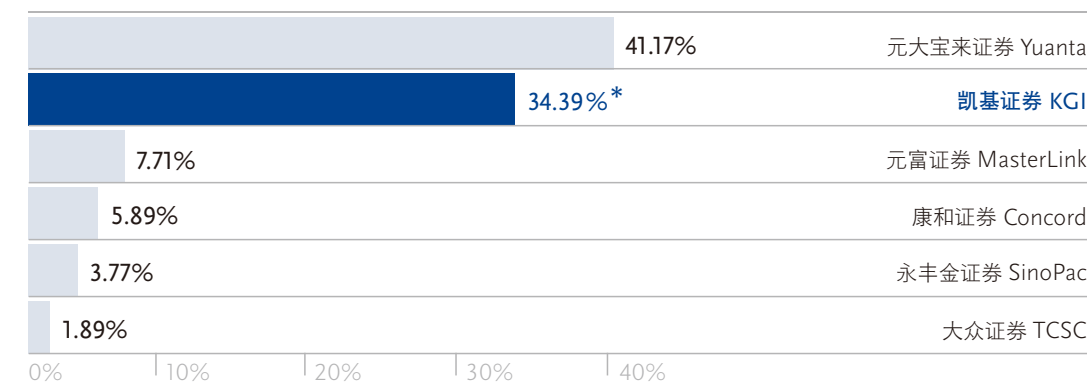
资料来源：中华民国柜台买卖中心
Source: Taiwan OTC



注：*凯基证券市占率含凯基证券及其合并之大华证券
Note: * Includes numbers from KGI and merger partner GCSC

2012 年资产交换固定收益端流通在外余额市占率 (%)
Asset Swap (credit side) Outstanding Share in 2012 (%)

资料来源：中华民国柜台买卖中心
Source: Taiwan OTC



注：*凯基证券市占率含凯基证券及其合并之大华证券
Note: * Includes numbers from KGI and merger partner GCSC

3-4 证券事业群 · 金融商品交易

衍生性商品业务

凯基证券秉持专业、创新之精神，积极拓展各项衍生性金融商品业务，无论是在权证、结构型商品、资产交换或是股权选择权等方面，均位居市场领先地位。且衍生性商品业务人员具备各式新金融商品评价、交易模组及避险战略研发能力，在认购（售）权证及结构型商品等商品设计与发行上均有显着成果，卓越的表现深获客户肯定。

2012年台湾权证总发行档数及发行金额均创下权证市场历史新高纪录，在各家证券商努力推广及提升权证造市品质下，台湾权证市场日益蓬勃。2012年凯基证券及其合并之大华证券权证发行金额位居同业券商第二名，提供投资人多样化之选择。此外，全面升级权证造市系统，采取积极之权证造市战略，充份提高系统效能、增加稳定性，营造更透明、更灵敏以及更实惠的造市风格，并获颁台湾证券交易所2012年「权证发行档数」第3名及「权证受托买卖金额」第2名的殊荣，努力成果受到肯定。

在结构型商品方面也成功建立金融创新领域之竞争优势，并跻身结构型商品业务的领先集团，2012年凯基证券及其合并之大华证券承作股权连结商品之金额位居同业券商的第二名，完整而多样的商品赢得客户高度青睐。在资产交换方面，2012年凯基证券及其合并之大华证券衍生性商品部所承作资产交换交易之名目本金额流通余额在同业中排名第二；在股权选择权方面亦以75%的市占率位居同业第一名。凯基证券在各项业务均交出亮丽的成绩单，赢得客户的赞赏。

展望未来，2013年主管机关研议将券商权证避险证交税自0.3%降至0.1%，可望降低券商避险的交易成本，进一步提升权证的造市品质。此外，主管机关亦研议放宽权证投资人当日冲销的限制，将激励投资人买卖权证的意愿，以上两项政策均有助于提升权证的成交量。同时，凯基证券也将持续提升权证造市系统及网站，并举办各项权证推广活动，预计在更多资源投入下，权证的投资人及交易量可望持续增加，也将继续抱持专业热诚的态度服务投资人，同时积极建立亚太区衍生性金融商品业务平台，期许能为客户提供更全方位的商品，并为公司创造稳定之获利。

3-4 Securities Group · Proprietary Trading

Derivatives Business

KGI Securities' spirit of professionalism and innovation spurs us to continually develop new derivatives products for our clients. KGI is a market leader in warrants, structured products, convertible bond asset swaps (CBAS), and equity options. Derivatives personnel, equipped with the ability to determine product valuation, work with trading modules, and research hedging strategies, have demonstrated significant achievements in the design and issuance of warrants and structured notes, which have received acclaim from customers.

In 2012, both the number and value of warrants issued in Taiwan reached record highs. Through the promotional and market making efforts of players in the warrant business, the domestic market is booming. In 2012, the value of warrants issued by KGI and GCSC was second highest in Taiwan. In addition, we have strengthened our warrant market making system and utilized an active market making strategy to improve the system's effectiveness and stability, thereby making operations more transparent, sensitive, and economical. In recognition of this success, TWSE ranked KGI third in the number of warrants issued and second in the total value of warrant transactions in Taiwan.

Capitalizing on our competitive advantage in financial innovation, our structured product business is also one of the leaders in the market. Comprehensive, diverse offerings have raised KGI and GCSC to second place in total equity-linked note (ELN) transaction value. KGI's and GCSC's derivative divisions gained second place in the total notional amount of convertible bond asset swaps (CBAS) performed in 2012. With a 75% market share in equity options, KGI is the clear market leader. KGI has achieved outstanding results in this regard and gained the appreciation of its customers.

In 2013, competent authorities may reduce the transaction tax on warrants when traded for hedging purposes from 0.3% to 0.1%, thereby reducing hedging costs and driving warrant trading. In addition, competent authorities are also considering the relaxation of daily warrant write-off limits, further increasing investor interest. Together, these policies will result in increased warrant transaction volume. At the same time, KGI will continue to upgrade its warrant market making system and website, while also conducting promotion campaigns for warrants. With more resources focused on this aspect of our business, we expect increased interest in warrants and higher trading volume. As with all operations, KGI will provide professional services to investors and continue to project a positive, proactive attitude while actively developing a regional derivatives service platform in the Asia-Pacific in an effort to build up a comprehensive product offering and to generate stable profits.

2012 年权证发行统计概况 Warrant Issuance Statistics in 2012

发行券商	元大证券 Yuanta	凯基证券 KGI	永丰金证券 SinoPac	富邦证券 Fubon	日盛证券 Jih-Sun	群益证券 Capital
档数 (# of issuance)	2,212	2,354 *	1,901	1,402	1,232	1,424
发行金额 (新台币百万元) (Premium : NT\$ mn)	53,662	35,235 *	26,899	23,557	20,054	19,557

资料来源：台湾证券交易所及中华民国柜台买卖中心
注：凯基证券档数及金额含凯基证券及其合并之大华证券

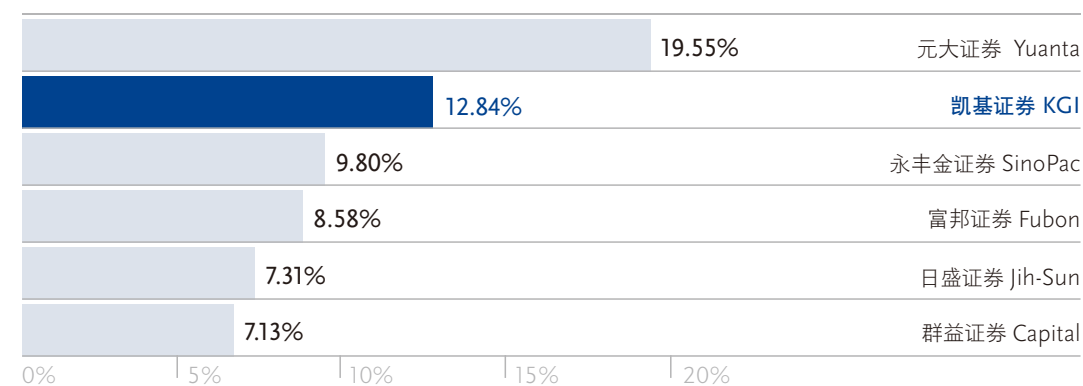
Source: TSE & Taiwan OTC

Note: * Includes numbers from KGI and merger partner GCSC

2012 权证发行金额市占率

资料来源：台湾证券交易所及中华民国柜台买卖中心
Source: TSE & Taiwan OTC

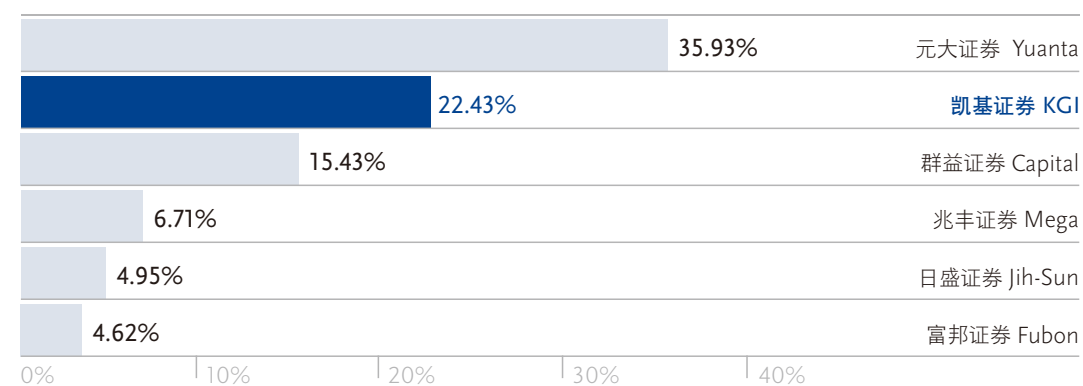
Warrant Market Share of Issue Amount in 2012



2012 年股权连结商品交易量市占率

资料来源：中华民国柜台买卖中心
Source: Taiwan OTC

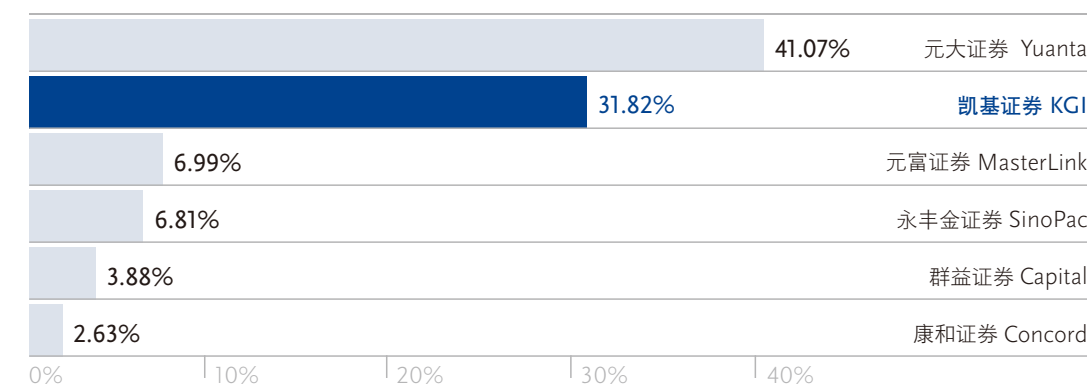
Equity-Linked Notes Market Share of Trade Volume in 2012



2012 年资产交换流通在外余额市占率

资料来源：中华民国柜台买卖中心
Source: Taiwan OTC

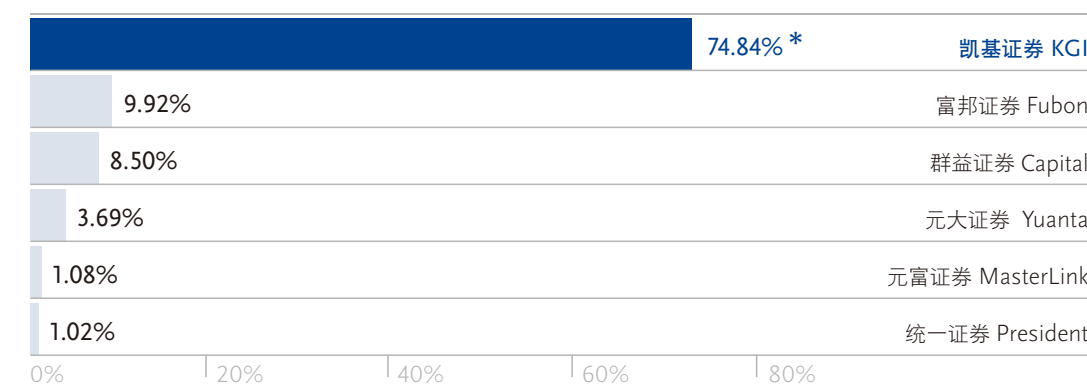
Asset Swap Market Share of Amount Outstanding in 2012



2012 年股权选择权交易量市占率

资料来源：中华民国柜台买卖中心
Source: Taiwan OTC

OTC Option Market Share of Trade Volume in 2012



注：* 凯基证券市占率含凯基证券及其合并之大华证券
Note: * Includes numbers from KGI and merger partner GCSC

3-4 证券事业群·金融商品交易

自营业务

凯基证券自营业务主要是于集中市场和店头市场自行买卖有价证券以获取资本利得，范围则跨足电子、金融、传产各个领域。凯基证券自营业务操盘人均累积多年产业研究以及股票交易的经验，无论是基本面、筹码动向、技术分析各方面都具有高度专业素养，并持续追踪产业动态，辅以研究团队支援，秉持专业分工及团队合作精神，共同为达成获利目标而努力。

2012年台湾股价指数由1月的6,952点涨至3月份的最高的8,170点，嗣后因欧债危机及美国财政问题冲击，台股区间震荡，反转跌至6月的6,894点，加上下半年证券交易所得税的课征争议，集中市场日成交量由年初的1,719亿大减至12月最低的408亿，各证券自营商之部位，因股市失去动能，多呈亏损状态，然凯基证券及其合并之大华证券自营部在股市剧烈震荡中仍能以卓越的绩效领先同业。

■ 证券与期货平台的整合

随着台湾证券及期货市场的国际化与多元化以及相关交易限制陆续放宽，产生有利于自营业务之环境。但是否能在此一有利环境上获利，就在于是否有一跨国际及跨市场的交易平台。2013年凯基证券与大华证券合并后，在证券与期货部门进行交易人才及系统及整合，重建一有效、安全的交易平台，以提升股票及期货自营业务整体之竞争力。

■ 海内外市场的平衡

过去自营部的交易集中在台湾市场，有区域风险过高的现象。2012年主管机关对自行买卖外国有价证券法令的大幅开放后，自营部同步的扩大海外交易分散风险。2013年对海外投资比率再进一步提高，以平衡海内外市场的部位比例，让区域风险的分散效果更明显。

■ 报酬稳定性的目标

传统的自营部门以方向性的交易为主，部门获利全凭交易员的判断，不易维持获利的稳定。2013年凯基证券自营部建立新平台后，交易员可依不同的战略、跨不同的国家，在期货或现货市场建立各种可获利的组合，再经由多空市场的互抵及投资地区的分散降低风险，达成稳定获利的目标。

展望未来，凯基证券自营团队将整合现货及期货的资源，建置新的交易平台，使交易战略得以跨不同国家、期货及现货市场，组成多种的投资组合。交易人员则可依市场变动状况，评估优劣，选择最有利的投资方案，让整体投资部位在适当的风险下，追求最大获利。

3-4 Securities Group · Proprietary Trading

Proprietary Trading

The proprietary trading business at KGI Securities consists of transactions involving marketable securities on the stock market and OTC for capital gains. Securities traded include those in high-tech, finance, and traditional manufacturing. KGI's proprietary trading team has accumulated a wealth of experience in industry research and equity trading. With a solid knowledge base of market fundamentals and technical analysis, our traders stay on top of industry trends. With the support of our research team, the division utilizes division of labor and collaboration to achieve profit targets.

In early 2012, the TAIEX increased from 6,952 points in January to a March high of 8,170 points. Subsequently, the European debt crisis and US fiscal woes brought volatility into the market, which fell to 6,894 points by June. The second half of the year was fraught with uncertainty over the controversial tax for capital gains from securities transactions. The stock market's daily trading volume dropped from early-2012 levels of NT\$171.9 billion to a December low of NT\$40.8 billion. Because of the stalled market momentum, many securities firms' positions were at a loss. Under these difficult circumstances, however, KGI's and GCSC's proprietary trading divisions were still able to outpace their competitors.

■ Integration of the Securities and Futures Platforms

Following the internationalization and diversification of Taiwan's securities and futures markets, restrictions have also been relaxed, resulting in an environment favorable to the proprietary trading business. Whether or not a firm can profit from this environment depends on whether it has a cross-border, cross-market trading platform. In 2013, following the merger between KGI and GCSC, the firms have integrated their securities and futures divisions' trading staff and systems to build a more efficient and more secure trading platform, much improving competitiveness.

■ Balancing Overseas and Domestic Investment

In the past, the transactions of the proprietary trading division were centered in Taiwan, which made for excessively high single-market concentration risk. After the competent authorities liberalized regulations governing trading in foreign securities in 2012, our proprietary trading division increased overseas trading to better spread out risk. In 2013, our overseas investments will become an even larger proportion of operations, making for a better balance between overseas and domestic positions. This will further improve risk management.

■ Achieving Stable Returns

Traditionally, proprietary traders focus primarily on directional trading strategies. Maintaining stable profits is difficult under such a strategy, as earnings are solely based on the judgments of individuals. Since KGI's proprietary trading division established a new platform in 2013, traders can follow a variety of strategies and invest in different countries on the futures or spot markets to create profitable portfolios. By diversifying risk, we can achieve our goal of profit stability.

Looking to the future, KGI's proprietary trading team will integrate spot and futures resources to establish a new cross-national trading platform, which can be used to create more varied investment portfolios. As a result, traders can follow changes in the market, assess the pros and cons, and select the most promising investments. At the same time, KGI can continue to seek maximum profits from overall investments, all the while keeping risk at acceptable levels.

3-4 证券事业群 · 财富管理及经纪

财富管理

凯基证券于2011年领先同业推出财富管理借券信托的服务，针对长抱股票之客户，提供客户活化帐上股票资产新选择。由于股票为证券商之专业领域，再加上凯基证券及其合并之大华证券目前为现货及借券市场规模第二大券商，股票出借机会多，将能提供客户更多创造收益之机会。此外，客户还可搭配灵活投资的信托平台商品来活络投资组合，攻守自如的动态投资法，积极发挥投资效益，因而使得财富管理客户数及管理资产总额大幅倍数成长，成绩相当亮眼。

客户只要开立财富管理信托帐户，透过采用信托架构（信托财产专户）的运作，即可投资海内外各种金融商品，包括借券、境内外基金、海外债券……等，且不论以台币或外币皆可进行下单。此外，客户更享有专属的投资顾问，提供资产配置建议与市场趋势分析，提供客户更贴心、更具保障且更为完善的财富管理服务。相较于传统的财富管理着重于销售基金与保险的服务，凯基证券及其合并之大华证券最大的特色，在于整合中华开发金控具有优势的投资强项，包含：投资银行、股权、债券、新金融商品及海内外投资等领域专业，并强调「配置型」的财富管理，其核心价值在于投资经理团队的商品研发能力，成员背景来自于股票、固定收益、新金融商品、承销、税务规划、创投、基金及信托等领域，由专业的产品经理在波动的市场中搜寻海内外具有投资契机的标的，再挑选出适合不同风险属性客户的优质商品。此外，利用熟悉各种金融商品及善于降低投资组合风险的优势，以资产配置及资产增值为策略重心，辅以业务人员专业的理财规划能力，呈现出「多元投资管理」之型态，以提供客户兼顾风险与报酬下的最佳资产配置规划服务。

另外客户在进行海外市场个股投资时，则可透过复委托业务交易平台，直接从台湾下单至香港、美国、日本、新加坡、泰国及卢森堡等全球16个重要金融市场，借由中文化服务介面，以合理的手续费，提供超越客户期望的高附加价值。其中，单一帐户多国交易之简便功能，让投资人不需将帐户开在国外，资金亦不需汇出国外，结合台湾本地银行完整绵密的管道，即可迅速下单，让客户抢得最佳交易时点，并充分运用资金。而自2007年起凯基证券开办美股、港股网路下单直通车，客户可透过网路直接交易美股及港股，此一服务深获客户好评；而为追求更完善的服务品质，更于2010年起提供客户「台币交割」方式进行港股、美股复委托交易，大幅提升客户交易便利性，吸引更多之台湾投资人从事海外市场投资。

展望未来，凯基证券财富管理之客户除可以得到凯基证券现有完整商品线服务外，更可以透过开发工银得利基金型银行投资理财商品的服务（如存款、利基型信托商品及私募股权基金等），增加凯基证券服务财富管理客户的深度及广度。

3-4 Securities Group · Wealth Management Services and Brokerage

Wealth Management

Getting a jump on competitors, KGI Securities launched wealth management securities lending trust business in 2011. Focused on long-term stockholders, these trusts provide customers with a new option to make profits. KGI and GCSC together represent the second largest securities firm in the spot and SBL (securities borrowing & lending) markets. Our many opportunities to lend securities ensure we can provide clients with more opportunities to build wealth. Clients can utilize this platform to make their portfolio more dynamic and profitable. We have thereby attracted more wealth management clients and increased the capital invested with us.

Customers need only open a wealth management trust account and then utilize this trust account to access all kinds of overseas and domestic investment opportunities such as securities lending, mutual funds, and overseas bonds, which can be purchased with NT dollars or foreign currency. In addition, customers can also consult with exclusive investment advisors who provide recommendations on asset allocation and market trend analysis. We provide customers with professional wealth management services to safeguard and build their wealth. While traditional wealth management focuses on the sale of mutual funds and insurance products, KGI and GCSC can integrate CDF's superior strengths in areas such as investment banking, stocks, bonds, derivatives, and overseas and domestic investments. Our wealth management services place special emphasis on asset allocation, with a core value provided by our investment management team's product innovative ability. The team members include experts with backgrounds in stocks, FICC, derivatives, underwriting, tax planning, venture capital, funds and trusts. In the daily ups and downs of the markets, product managers search for investment opportunities based on each client's risk profile and needs. With a deep understanding of financial products and risk management, our strategic focus is on asset allocation and appreciation. Through diversified investment management, we can ensure client portfolios best suit their investment strategy and risk appetite.

Should clients wish to invest in individual stocks listed overseas, KGI Securities' sub-brokerage service offers the option of investing in 16 key financial markets around the world, such as Hong Kong, the United States, Japan, Singapore, Thailand, and Luxemburg, directly from Taiwan. Through the service's Chinese language interface, we can provide customers with significant added value for reasonable handling fees. A single account with KGI allows users to trade in many overseas markets. Investors do not have to open accounts overseas and do not have to transfer funds abroad, so orders can be executed much more efficiently. Since 2007, KGI has enabled clients to trade Hong Kong and US stocks directly over the Internet. To implement even more comprehensive services, in 2010 KGI launched a NT dollar settlement service that allows clients to trade Hong Kong and US stocks through their NT dollar account, immediately and without currency transfer in advance. By making such trades more convenient, more local investors are showing interest in overseas markets.

KGI's wealth management clients can not only take advantage of our outstanding product lines, but also CDIB's investment products such as savings accounts, trusts, and private equity funds, increasing the breadth and depth of KGI's services to wealth management clients.

3-4 证券事业群·财富管理及经纪

经纪业务

凯基证券经纪业务始终坚持创新诚信原则，以专业、亲切之服务精神，快速而准确地完成客户委托之交易，并全力保障客户交易安全。因此，即使市场竞争日益激烈，本公司仍能稳健经营。

凯基证券及其合并之大华证券致力于提升平台服务与电子交易品质，以优质稳定的电子平台，建构安全、快速的交易环境。为提供客户全方位的电子下单服务，凯基证券采用最新的资讯技术，建置多种下单平台，满足不同族群的需求，包含功能强大的 AP、简单便利的 Web 下单与方便迅速的行动交易。此外，因应以电视、电脑、平板电脑与智慧型手机「四萤」为首的「多萤（Multi-Screen）」时代来临，更率先打造「多萤一云」的交易环境，透过云端资料库上传及下载，强化投资人悠游于不同萤幕装置的便利性，是台湾证券电子交易市场的指标性券商。透过多样的电子平台介面提供全系列金融产品，包含证券、期货、海外股市、债券及财富管理等，并确保客户多元的资产配置与资金流动能无缝接合。另外再加上高价值的服务以及活跃的行销活动，更进一步推升了电子交易业务成长，因而使得 2012 年凯基证券及其合并之大华证券电子交易市占率同业排名第二。

此外，凯基证券与富达证券、摩根证券及施罗德等境外基金总代理公司及跨国子公司合作外，并销售弗兰克林、景顺、天达、瀚亚投资、木星、法银巴黎、巨集利投信等系列基金，此外，凯基证券亦代销逾 30 家投信发行之基金，并增设信托平台，让客户透过单一平台即可购足多家投信系列基金，无需繁琐的开户流程，更不用担心个人资料外泄，投资人享有广泛的金融产品选择，进而达到分散投资风险及资产配置的效果。

展望未来，凯基证券经纪业务将充分发挥区域性券商优势，以集团内各跨国成员当地之充沛资源，共同合作引进海外金融产品，提供投资人跨国性投资策略，以降低本地型金融投资之单一性风险。而针对投资人对于台湾投资市场之需求，凯基证券也将积极开发各种投资商品，并透过客户管理系统的规划，主动提供客户各种投资资讯及更优质的服务。凯基证券亦将持续善用科技趋势创造客户价值，打造迅速无碍的交易环境，建构以核心业务为主的云端服务，提供整合交易帐务查询，客户资产分析等增值服务。同时，凯基证券亦将结合凯基保险经纪人公司，规划各类型保险产品，例如：储蓄险、投资型保险、增额型终身寿险、旅平险、机汽车险、意外险……等，提供客户一次购足完整的理财选择与保障。

3-4 Securities Group · Wealth Management Services and Brokerage

Brokerage

Since its founding, KGI Securities' brokerage business has been guided by principles of integrity, innovation, professionalism, and dedication to customer service. We offer our clients rapid, error-free transactions and robust security. Dedication to these principles has enabled KGI Securities to maintain stable performance in a fiercely competitive environment.

KGI Securities and GCSC have spared no effort to ensure clients enjoy an outstanding transaction experience over our high quality, stable online trading platform. To provide clients with comprehensive e-trading services, KGI has provided a trading service that can be accessed in a variety of ways, including over applications, the web, or via mobile phone. Because TVs, computers, tablets, and smart phones are now a part of our daily lives, we have taken the lead in creating a multi-screen trading environment. By uploading to and downloading from a cloud-based database, clients can move from one device to another with ease. This is a landmark product in Taiwan's online trading market. Through the platform's interface, customers can purchase securities, futures, overseas stocks, and bonds, and access wealth management services, thereby ensuring a seamless integration of asset allocation and cash flow. Boosted by our high value services and a strong promotional campaign, KGI and GCSC had the second highest market share in Taiwan in online trading in 2012.

In addition to cooperation with offshore fund distributors and multinational subsidiaries such as Fidelity, J.P. Morgan, and Schroders, KGI also sells funds from Franklin Templeton, Invesco, Investec, Eastspring, Jupiter, BNP Paribas, and Manulife. KGI also offers funds issued by over 30 investment trust firms and has set up an investment trust platform. Clients need only utilize this single platform to purchase investment trust funds from a variety of issuers without opening a new account. In addition, our clients can rest assured that their personal information will be safeguarded. With a variety of options, investors can spread out risk and achieve optimal asset allocation.

KGI Securities brokerage services will take advantage of its regional advantages and the resources of its parent company to offer new overseas financial products. A cross-border investment strategy will enable investors to diversify and avoid the risk of investing in only one market. For those looking to invest domestically, KGI is also actively providing a variety of local investment products. Through our customer relationship management system, we can provide the latest investment information to better serve our clients. KGI will continue to take advantage of technological developments to create more value for its clients by improving the trading environment and providing cloud based services that enable customers to manage all of their accounts in one place. Working with subsidiary KGI Insurance Agency, KGI Securities can offer a variety of insurance products such as endowment, unit-linked insurance, life insurance, travel insurance, vehicle insurance, and accident insurance to meet our clients' every insurance need.

3-4 证券事业群·财富管理及经纪

外资机构法人业务

凯基证券国际业务部拥有经验丰富的业务与交易团队，致力于提供外资机构法人的专业服务，卓越的执行和销售交易能力，提供外资客户专业的交易建议和交易策略，服务客群广泛，遍及亚洲及欧美地区服务的客户群。

目前在凯基证券开立之外资帐户已达约4,650户，显示凯基证券目前已为外国专业投资机构投资台湾证券市场之主要视窗及台湾地区最佳券商之代表。凯基证券交易执行能力是外资圈的首选，提供精准的交易绩效以及拥有广泛的资讯，配对与巨额交易能力更胜其他券商并受外资投资机构之青睐，更连续多年获「亚元杂志 (Asiamoney)」最佳交易执行奖前三名肯定。另外，凯基证券提供借券及一篮子交易服务亦居市场领先地位，拥有市占第二大的券源，借券市占率达27%。

凯基证券国际业务部亦提供优质的 Corporate Access 法人服务，从公司拜访、电话会议、海外路演……等各项服务，结合企业的管理阶层以及凯基研究团队，提供深入的分析和投资见解，借由一站式的服务，为企业和投资者创造双赢未来，并于2012年拿下「亚元杂志 (Asiamoney)」杂志评选最佳法人服务奖第二名。由于提供卓越的借券交易、完善的法人服务以及高品质的研究报告，2012年凯基证券再度蝉连外资市占排名第一的台湾券商。

展望未来，凯基证券外资机构法人业务将持续提供专业的研究与服务品质，并同时积极拓展借券以及国外法人业务，持续扩大各项业务之市场占有率，并充分发挥区域性券商优势及专业服务团队，成为客户最佳的理财伙伴。

3-4 Securities Group · Wealth Management Services and Brokerage

FINI Equity and Sales

KGI Securities' FINI Equity & Sales Department comprises a team of experienced traders and market specialists that provide foreign institutional investors (FINI) with the highest quality investment advice and trading strategies designed to maximize profitable trades. The top choice for foreign capital seeking access to Taiwan's nearly US\$1.0tn securities market, KGI Securities now manages 4,650 trading accounts for investors in Asia, Europe, and North America.

In successfully managing many such accounts over many years, KGI Securities has a proven track record in executing large trades. In fact, for several years running, the Company has been ranked among the top three brokerages in Taiwan for Best Execution by Asiamoney. Our stock borrowing and basket trading services have also won many accolades and have been ranked as among the best available on the island. Through KGI Securities, our investor clients have access to the second largest number of securities sources in Taiwan, while our stock borrowing operations have garnered a significant 27% market share.

The FINI Equity and Sales Department is more than just a trading desk, however. Our expert staff are also dedicated to providing high-quality research to investors and to giving them unique access to the highest levels of corporate management of some of the most prominent companies in the country. The very latest in market trends comes to our clients in the form of in-depth, concise reports that summarize key information gleaned from company visits, teleconferences, analyst marketing trips and non deal roadshows. These means of gaining access to the higher echelons of the corporate world have become increasingly important in Taiwan's competitive brokerage market, and KGI Securities has again succeeded in getting ahead of the pack. In 2012, the Company was awarded second place by Asiamoney under the Best Roadshow and Company Visit category.

The combination of KGI Securities' solid execution ability, outstanding stock borrowing operations, award-winning corporate access services and high-quality research reports represents a formidable skill set. The high level of professionalism that the Company has attained in so many fields was again recognized last year as it topped the list of local brokerages in terms of share of FINI business. Going forward, the FINI Equity and Sales Department will continue, first and foremost, to deliver insightful and innovative investment ideas to clients and the most secure trading services available. In other areas, expansion of the stock borrowing business will continue apace, while efforts to increase our market share in various fields of operation and to better utilize our regional advantages will serve to keep us abreast of market developments and ahead of the competition.

3-5 调查研究

开发工银严谨缜密的研究取向

直接投资与企业授信是工业银行的业务主体，要做好关键性的决策，必须有扎实的调查研究以及坚强的研究团队作为后盾。调查研究处即掌理征信、经济与产业调查等相关事宜，在开发工银所扮演的角色既是投资智囊团，同时也是风险控管的把关者。开发工银与超过800位企业客户建立了长期的伙伴关系，调查研究处灵活地运用企业信用评估、财务分析，提升产业研究的综效。除此之外，研究员亦透过产业所属同业、上游供应商及下游客户等各种管道，多方了解企业营运模式、经营风险，借以预测企业经营前景与产业景气展望，以作为直接投资业务、企业授信、专业财务规划、有价证券交易等业务的决策依据。

带动投资趋势指引经营方针

开发工银调查研究部门累积50余年之产业及金融研究经验，每年针对海内外经济环境、产业动态进行深入研究，并透过看厂、访谈企业决策者与经营团队，掌握海内外企业的营运状况。在金融市场分析的部分，调查研究处所发布的研究报告，涵盖海内外利汇率及股市走势分析、主要国家央行政策动向、海内外金融市场概况与展望。而产业研究部分，曾经准确地预测台湾晶圆代工、网通、IC设计、光电、宽频、不动产及能源等产业的发展趋势。近年更随金控业务的拓展，将研究触角逐渐延伸至中国大陆、亚太、北美等市场，以及生医、文创等产业。这一些质量并重的研究报告一向是市场上的投资风向球，更成为许多企业订定经营方向的参考依据。

3-5 Research

CDIB's solid and thorough research

As industrial banks are mainly engaged in direct investment and corporate lending, there must be a strong research team that conducts careful and thorough research and investigations to support key corporate decisions. The Research Department at CDIB is in charge of credit, economic and industry analysis; it acts as a think tank and gatekeeper of risk management. With the long-term partnership CDIB has forged with over 800 corporate clients, the Research Department is able to conduct comprehensive industry research augmented by credit and financial statement analysis. In addition, our researchers also collect data from the suppliers, customers and counterparts of the investigated target to understand its business models and operational risks, as well as the prospects of both the company and the entire industry. The research results serve as the backbone for all over decision making with regards to direct investment, lending, financial planning and securities trading.

Investment pioneer

CDIB has five decades of research experience in industrial and financial markets. Its Research Department conducts thorough research on the economic environment and industry trends every year. The research team also carries out field research by conducting company on-site visits and management interviews to build a solid understanding of domestic and international enterprises of interest. CDIB's research reports on financial markets cover topics such as interest rates, foreign exchange rates, stock markets, monetary policies of major countries and publishes periodic outlook of global financial market. Its industry research reports have accurately forecasted the trend of Taiwanese foundry industry, networking, IC design, optoelectronics, broadband, real estate and energy sectors. Following the company's growth initiatives, the research team has extended its scopes to cover Mainland China, Asia Pacific, and North America markets as well as the biotechnology and cultural & creative industries. These reports often reveal trends in the investment market and therefore have been used by many companies as an important reference in determining future development.

3-5 调查研究

凯基证券高素质的研究团队

凯基证券多年来致力于研究人才的培育及资源的投入，坚信唯有维持高素质之研究团队，才能做为公司各项业务推展的坚实后盾。凯基专业研究团队分别驻点于海内外各子公司，提供客户最即时且精确之研究报告，以协助其做出最佳的投资组合与全球资产配置。

目前凯基与其合并之大华整体亚太研究团队研究人员约55人，密集追踪超过400家上市公司，除了希望提供海内、外客户最迅速、详实而又具备高度品质的投资咨询服务外，将进一步扩展与优化大中华区销售与研究团队阵容，大幅增加追踪上市公司家数，期能更加强化对亚太区域机构法人之服务，并经由不断自我成长，成为顶尖区域型投资银行及投资人在亚洲及大中华区各主要市场的专业伙伴。

身为区域型券商，凯基研究团队的研究报告除在内容与品质上力求与国际接轨外，更充分利用对当地市场之了解，以及两岸三地完整的布局，提供客户更广泛及灵活的个股及题材追踪，定期发表的每日、每周、每月、每季及年度的报告详尽分析产业前景、宏观经济概况、投资策略及个股基本面分析。凯基研究报告一直被视为台湾本地发表的最佳研究报告之一，亚元杂志 (Asiamoney) 多年来持续评选凯基证券为台湾本地最佳券商前2名，并在2012年在亚元杂志的台股研究排名名列全体内外资券商第三名，屡获殊荣充分展现凯基力求产品差异化及区域研究整合的成果。

近年来凯基研究团队充分掌握公司区域化的利基，除深耕多年的台股研究，透过在亚洲多处据点之布局，进一步将研究市场拓展至中国大陆、香港与泰国等国家，并整合当地的研究资源与人力，建立一坚实的亚洲区域型研究团队，扩大两岸三地金融服务版图，以配合凯基证券国际化的脚步，经由优质之研究团队、完整之区域资源整合与差异化之研究系统，已成功在客户心目中建立起特定产业研究的优势地位；此外，透过积极举办海内外各项路演及各式中大型投资说明会，也为凯基证券客户带来更为迅速且确实的投资讯息。

3-5 Research

KGI's outstanding equity research team

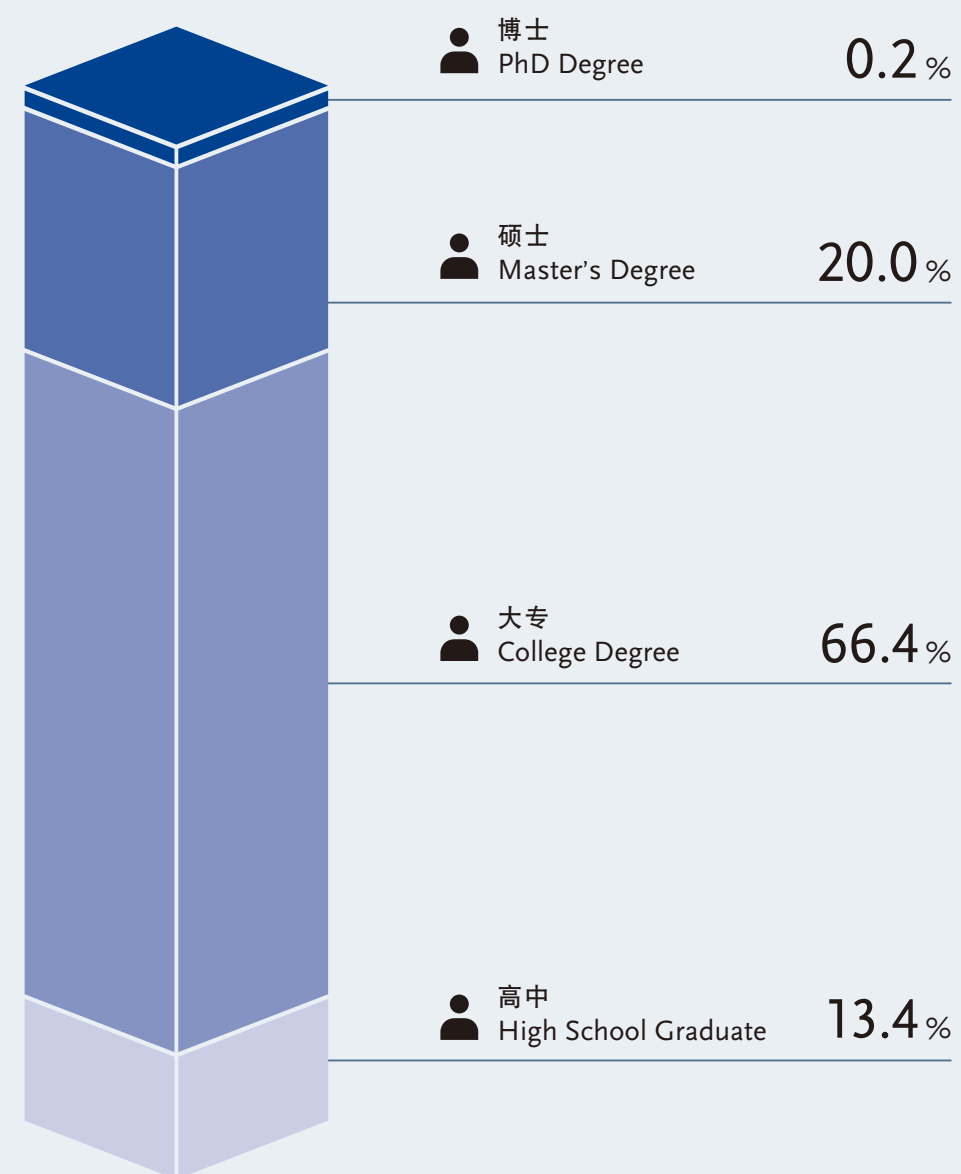
For many years, KGI Securities has been committed to nurturing the talents of its analysts and providing them with the resources they need to perform outstanding research. We firmly believe that only a highly qualified research team can bolster the company's various operations. KGI's expert analysts located both in Taiwan and at our overseas subsidiaries issue accurate research reports in real time to guide our clients to the ideal investment portfolios and global asset allocations.

At present, KGI, after the integration with GCSC, has an Asia-Pacific research team of 55 analysts that intensively monitors over 400 publicly-traded companies. In addition to providing domestic and overseas clients with timely, detailed, and insightful investment ideas, the team is working to further strengthen its sales and research workforce and significantly increase the number of listed companies covered. By continuing to raise the bar, we can become a leading regional investment bank and a key partner to investors in the Asia and Greater China markets.

As part of a regional securities firm, KGI's world-class research reports utilize its special knowledge of local markets and its footprint in Greater China to provide customers with broad-based, insightful analysis of individual securities and the markets overall. Reports, which are published on a daily, weekly, monthly, and yearly basis, comprise analysis of industries, economies, investment strategies, and public companies. Our reports have been consistently recognized as among the best produced by local securities firms in Taiwan. Asiamoney has long ranked KGI among the top two local brokerages in its annual poll. In 2012, KGI Securities ranked third in Taiwan research among all local and foreign brokerages. Such consistent award-winning performance shows that KGI's commitment to differentiation and regional research integration is bearing fruit.

Capitalizing on our niche position in Asia, the KGI research team has in recent years expanded its coverage beyond Taiwan to mainland China, Hong Kong, and Thailand. Integrating our local research resources and talent, we have established a solid Asian region research network. Expanding our financial services throughout Greater China, our regionally-integrated, differentiated research network has given us a reputation for specialized research of specific industries. KGI is also proactive in bringing its latest investment analysis to clients through the many roadshows and investor conferences held in Taiwan and overseas.

中华开发金控同仁学历分布 CDF's Employees by Education



3-6 人力资源

服务团队

优秀的人才，是中华开发金控最重要的资产；持续吸引及培育优秀的人才，更是中华开发金控追求卓越及永续经营的关键。

中华开发金控优秀的专业金融服务团队，成员来自海内外的菁英，不仅拥有专业的知识与能力，更累积了丰富的产业及金融相关经验。为了面对瞬息万变、充满挑战的金融市场，也为了迎向高速增长、商机无限的新兴亚洲地区，中华开发金控除了厚植银行业务必备的专业人才，壮大证券业务之专业团队，并将持续网罗优秀的金融菁英加入中华开发金控。

除了不断延揽海内外的优秀专业人才，中华开发金控更以「台湾最佳投资银行」的优良商誉，吸引海内外优秀青年人才加入菁英发展计画 (Management Associate Program)。在整合旗下证券业务之后，未来中华开发金控的菁英发展计画，将为银行业务与证券业务引进菁英新血。在扎实的专业课程、亲身实习各项核心业务及海外业务历练等的充实的培育下，中华开发金控的 MA Program 成为公司未来人才的摇篮，为中华开发金控打下长远稳健发展的根基。

为了持续精进人才的专业能力，中华开发金控不断引进优质的专业训练课程，涵盖范围包括海内外的金融法规、金融与投资新知等，使同仁们的专业能力足以面对国际金融市场的挑战，为我们的客户提供国际级的金融服务，为客户及股东创造更大价值。这一切的努力，将使中华开发金控成为全球华人最具特色及领导性的金融集团！

3-6 Human Resources

Our People

People are CDF's most valuable asset. Continuously attracting good candidates and developing people talent are also the keys in CDF's pursuit of excellence and business sustainability.

CDF's workforce comprises an elite group of highly trained professionals from Taiwan and abroad who possess extensive knowledge, specialized skills and hard-won experience in the fields of industry and finance. In order to better face the challenging, rapidly-changing financial environment, and also capitalize on the opportunities available in the booming Asian region, CDF is not only ensuring we have staff with the talent necessary in the banking sector, we are also growing our securities team and continuing to recruit outstanding finance talent to join CDF.

CDF also draws on its prestige as the "Best Investment Bank in Taiwan" to attract talent from home and abroad under its Management Associate (MA) Program. Following the integration of our securities business, CDF's MA Program will bring in fresh elite faces into its banking and securities divisions. Through comprehensive specialized courses, internship opportunities and exposure to CDF's overseas operations, the program acts as CDF's cradle of leadership which continually nurtures young talent, laying the foundations for solid long-term business development.

To further develop the professional competence of our employees, CDF constantly introduces high-quality training courses that covers Taiwanese and international financial regulations as well as the latest developments in the global investment and financial market. Employees are thereby equipped with the knowledge needed to meet the challenges of the global finance market, provide world-class financial services, and create ever more value for our clients and shareholders. These efforts will ensure that CDF continues to provide exceptional financial services to ethnic-Chinese consumers around the world!

3-7 风险管理

防微杜渐的风险管理机制

中华开发金控长期深耕金融市场，深切体认风险管理的目的不只是预测风险、杜绝风险，而是建立一套完整的风险管理机制，才能更有效率的管理风险，转化为发展契机，亦是提升整体竞争力的关键。中华开发除了着重海内外金融监督管理机构陆续所提出强化金融机构风险管理与资本健全等措施外，并戮力建立起完整的风险管理架构，包括独立风险监督部门、呈报体系、风险管理平台与技术等重要措施，以因应日趋竞争与多变的金融市场之挑战，并提供客户最安全与值得信赖的金融商品。

重视风控的企业文化

中华开发金控的风险管理涵盖范围，主要包含市场、信用、作业、流动性等风险。遵循国际标准与公司的风险管理政策，针对上述范围制定相关之风险管理相关准则，作为中华开发金控及各子公司据以管理各项风险之依据。

将业务管理与风险管理结合，塑造出从根本上重视风险管理的经营策略与组织文化，并将风险管理质化、量化后的成果，作为订定经营策略的依据。同时根据新巴塞尔相关协定、主管机关法规以及业务发展策略订定风险管理政策。

中华开发金控未来仍将持续改进风险辨识与衡量的能力，以精进风险控管效能；除了符合金控及各业别资本适足性之相关规定外，并加强预警机制及更精确估算风险性资本，以确保公司持续稳健经营，提供客户最安全且值得信赖的金融商品为目标。

风险管理组织架构
Risk Management Organizational Structure



3-7 Risk Management

Proactive risk management

CDF understands that risk management is not only about predicting, avoiding and containing risks. It is also about how risks that can be effectively managed and turned into opportunities through a comprehensive system. It is the key to enhancing overall competitiveness. While attaching great importance to the advanced measures proposed by domestic and international financial regulators to beef up the risk-management capabilities and capital adequacy of financial institutions, CDF also makes significant efforts to build a multi-faceted risk management framework that contains an independent risk monitoring department, reporting systems as well as risk management platforms and technologies to provide the most trust-worthy financial products.

A risk-conscious corporate culture

CDF's risk management covers market risk, credit risk, operational risk and liquidity risk. Based on the scope of risk management, we have established international guidelines according to international standards and our own corporate risk management policies. The guidelines serve as the standard for CDF and all of its subsidiaries in their day-to-day risk managing efforts.

CDF has combined business management and risk management to form a corporate culture and business strategies that place a fundamental importance on risk management. The results of quantified and qualified risk management measures serve as a reference for formulating business strategies. Meanwhile, risk management policies are made in accordance with the New Basel Accord, local regulations and our own business development strategies.

CDF will continue to improve its ability in identifying and measuring risks in order to achieve better efficiency in risk control and management. While complying with capital adequacy requirements and other criteria set for financial holding companies and in different industrial segments. CDF will strengthen its early warning mechanism, and calculate its risk capital with better precision. These measures are taken to ensure the sustainable operation of CDF, and to provide a trustworthy financial product portfolio for our clients.



拥抱希望 · 实现梦想

Embracing Hope, Realizing Dreams

五十多年来，开发金控协助无数的企业成长、茁壮，实现了许多企业家的梦想，也为台湾带来了无限的希望！

现在，开发金控也将协助许多个人客户，成就他们理财的目标，进而完成更多人生的希望！

For over 50 years, China Development Financial has assisted uncounted numbers of businesses to grow strong, helping entrepreneurs make their dreams a reality and bringing Taiwan unlimited hope in the process.

Now, China Development Financial will also be assisting individuals realize their financial goals, thereby, helping more people realize their dreams.

经营绩效

Our Performance

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4-1 风云榜 Accolades

2002	亚元杂志评选为台湾最佳债券商	Asiamoney, Best Bond House in Taiwan
	亚元杂志评选为台湾最佳经纪商票选第二名	Asiamoney, Best Local Brokerage Rank #2
	亚洲财务杂志评选为最佳台湾投资银行	FinanceAsia, Best Local Investment Bank
	财资杂志评选为台湾最佳投资银行	The Asset, Best Investment Bank in Taiwan
2003	亚元杂志评选为台湾最佳债券商	Asiamoney, Best Bond House in Taiwan
	亚元杂志评选为台湾本地最佳业务交易团队及最佳研究报告	Asiamoney, Best Local Research and Sales & Trading Team
	亚洲财务杂志评选为最佳台湾投资银行	FinanceAsia, Best Local Investment Bank
	财资杂志评选为台湾最佳投资银行	The Asset, Best Investment Bank in Taiwan
2004	亚元杂志评选为台湾最佳债券商	Asiamoney, Best Bond House in Taiwan
	亚元杂志评选为台湾最佳经纪商	Asiamoney, Best Local Brokerage
	全球金融月刊评选为台湾最佳投资银行	Global Finance Magazine, Best Investment Bank in Taiwan
2005	亚元杂志评选为台湾最佳经纪商	Asiamoney, Best Local Brokerage
	全球金融月刊评选为台湾最佳投资银行	Global Finance Magazine, Best Investment Bank in Taiwan

2006	亚元杂志评选为台湾最佳债券商	Asiamoney, Best Bond House in Taiwan
	亚元杂志评选为台湾最佳经纪商票选第一名、最佳销售服务票选第一名、最佳营业交易票选第一名、最佳交易票选第一名	Asiamoney, Best Local Brokerage Rank #1, Best Overall Sales Rank #1, Best Sales Trading Rank #1, Best Execution Rank #1
	亚洲财务杂志评选为台湾最佳债券商	FinanceAsia, Best Bond House in Taiwan
	财资杂志评选为台湾最佳债券商	The Asset, Best Bond House in Taiwan
	财资杂志评选为年度最佳交易奖	The Asset, Deals of the Year
	财资杂志亚洲货币债券指标调查评选为最佳台币公债交易商评比第一名	The Asset Magazine Asian Currency Bond Benchmark Survey, Leading Bank in Taiwan Dollar Government Bonds Rank #1
2007	亚元杂志评选为台湾最佳债券商	Asiamoney, Best Bond House in Taiwan
	亚洲财务杂志评选为台湾最佳债券商	FinanceAsia, Best Bond House in Taiwan
	财资杂志评选为台湾最佳债券商	The Asset, Best Bond House in Taiwan
	财资杂志亚洲货币债券指标调查评选为最佳台币公债交易商评比第二名	The Asset Magazine Asian Currency Bond Benchmark Survey, Leading Bank in Taiwan Dollar Government Bonds Rank #2
2008	亚元杂志评选为台湾最佳债券商	Asiamoney, Best Bond House in Taiwan
	财资杂志亚洲货币债券指标调查评选为最佳台币公债暨公司债交易商评比第一名及最佳台币公债交易商评比第二名	The Asset Magazine Asian Currency Bond Benchmark Survey, Leading Bank in Taiwan Dollar Government Bonds & Corporate Bonds Rank #1, and Leading Bank in Taiwan Dollar Government Bonds Rank #2

2009	亚元杂志评选为台湾最佳债券商	Asiamoney, Best Bond House in Taiwan
	亚元杂志评选为台湾最佳公司管理 (中型资本额) 及台湾最佳债券商	Asiamoney, Best Managed Company (Small Cap) for Taiwan, and Best Debt House - Taiwan
	亚洲财务杂志评选为台湾最佳债券商	FinanceAsia, Best Bond House - Taiwan
	金管会核定「证券商风险管理评鉴最高等级—第1级」	Financial Supervisory Commission, First class award in risk management assessment
	财资杂志亚洲货币债券指标调查评选为最佳台币公债交易商评比第二名及最佳台币公司债交易商评比第二名	The Asset Magazine Asian Currency Bond Benchmark Survey, Leading Bank in Taiwan Dollar Government Bonds Rank #2, and Leading Bank in Taiwan Dollar Corporate Bonds Rank #2

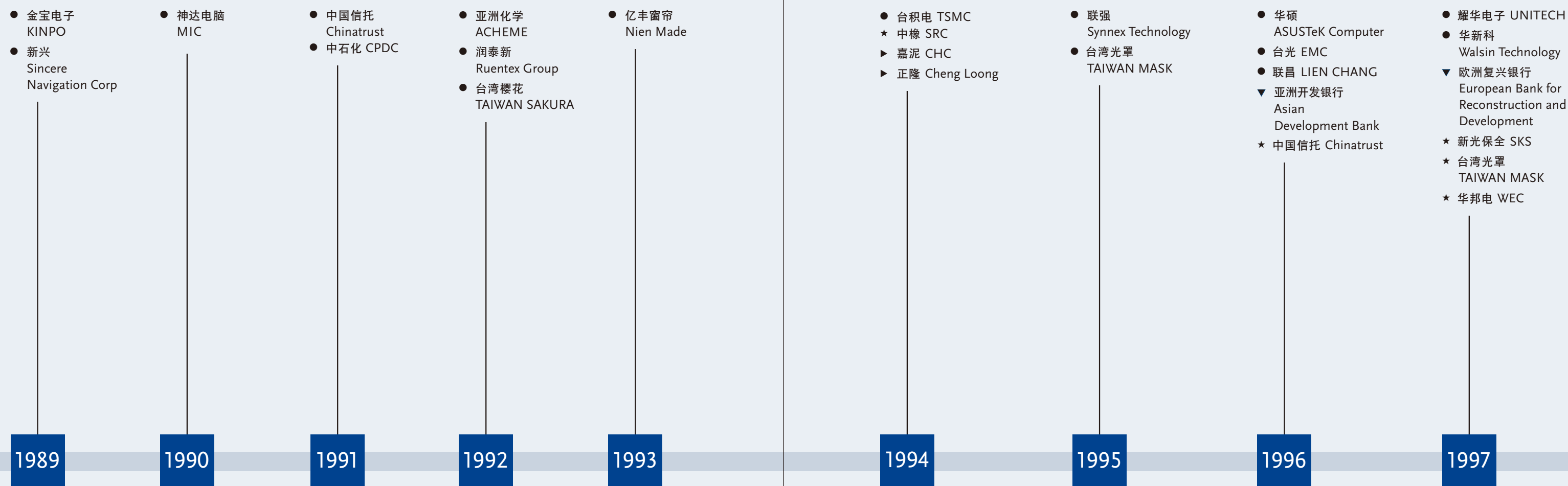
2010	亚元杂志评选为台湾最佳经纪商票选第二名	Asiamoney, Best Local Brokerage Rank #2
	财资杂志亚洲货币债券指标调查评选为台湾区最佳债券商、台湾区公司债第一名及公债第二名	The Asset Magazine Asian Currency Bond Benchmark Survey, Best Domestic Bond House, Corporate Bonds Market Share 1st Bank, and Government Bonds Market Share 2nd Bank

2011	亚元杂志评选为最佳台湾债券商、最佳固定收益商品销售第二名及台湾最佳交易券商第二名	Asiamoney, Best Domestic Bond House, Best Fixed Income Local Provider for Interest Rates Products Rank #2, and Best Local Brokerage Rank #2
	中央银行国库局评选为中央公债交易商公债业务绩效冠军	Department of Treasury of Central Bank, Best Government Bond Dealer Rank #1
	亚洲财务杂志评选为台湾区最佳股票暨转换债承销商及台湾区最佳债券交易商	FinanceAsia, Best Equity House and Best Bond House
	金管会核定「证券商风险管理评鉴最高等级—第1级」	Financial Supervisory Commission, First class award in risk management assessment
	证券柜台买卖中心颁发「卓越新金融商品发行」证券商金桂奖	GreTai Securities Market, Excellent Issue of New Financial Products, Golden Laureate Award

证券柜台买卖中心颁发「卓越推荐上 (兴) 柜申请」证券商金桂奖	GreTai Securities Market, Excellent Listing Recommended of GTSM Market (Emerging Stock Board), Golden Laureate Award
证券柜台买卖中心颁发「卓越股债市筹资承销」证券商金桂奖	GreTai Securities Market, Excellent Stock/Bond Underwriter, Golden Laureate Award
中华民国对外贸易发展协会评选为台湾 20 大国际品牌	Taiwan External Trade Development Council (TAITRA), Top 20 Taiwan Global Brands
证券暨期货 / 金鑫奖评选为杰出证券人才奖及杰出金融创新奖	The 11th Golden Goblet Award, Outstanding Securities Expertise, and Outstanding Financial Innovation
财资杂志亚洲货币债券指标调查评选为台湾最佳债券交易商、最佳公债次级市场交易商及最佳公债初级市场交易商	The Asset Magazine Asian Currency Bond Benchmark Survey, Best Domestic Bond House, Top Bank in the Secondary Market for Government Bonds, Taiwan, and Top Bank Arranger - Quality and Number of Primary Government Bond Deals, Taiwan
世界金融杂志评选为台湾区最佳投资银行	World Finance, Best Investment Bank 2011 – Taiwan

2012	亚元杂志评选为最佳台股研究报告全体内外资券商票选第三名、最佳交易执行奖前三名及最佳法人服务奖第二名	Asiamoney, Best Foreign and Local Brokerages in Taiwan Research Rank #3, Best Execution Award Rank #3, Best Roadshow and Company Visit Award Rank #2
	柜买中心评选为 101 上半年度中央公债优良造市商第三名	GreTai Securities Market, Best Market Making for Government Bonds Rank #3, 1st half of 2012
	证交所颁发市场创新奖	Taiwan Stock Exchange, Outstanding Innovation Award
财资杂志亚洲货币债券指标调查评选为最佳次级市场公债交易商	The Asset Magazine Asian Currency Bond Benchmark Survey, Top Bank in the Secondary Market for Government Bonds	

4-2 成功案例 Successful Track Record



- ▲ 国内公司债承销 Domestic bond underwriting
- 财务顾问 Financial advisory services
- * Global Depository Receipts (GDR)
- Initial Public Offering (IPO)
- ▼ 国际债券承销 International bond underwriting
- ★ Secondary Public Offering (SPO)
(现金增资或可转换公司 Share issuance or convertible bonds)
- ◆ Taiwan Depository Receipts (TDR)
- ▶ Euro Convertible Bond (ECB)

- ▲ 中租迪和 Chailease Finance
- ▲ 中钢 China Steel
- ▲ 大华建设 Delpha Construction Co.
- ▲ 长荣航空 EVA Airways
- ▲ 远东百货 Far Eastern Department Stores
- ▲ 远东纺织 FENC
- ▲ 台塑集团 Formosa Plastics Group
- ▲ 润泰纺织 Ruentex Industries Ltd.
- ▲ 和乔科技 SDHT
- ▲ 台电 Taiwan Power Company
- ▲ 信昌化工 TPCC
- ▲ 台积电 TSMC
- 中碳 China Steel Chemical
- 盟立 Mirle
- 统懋 MOSPEC
- 世界先进 Vanguard International Semiconductor
- ▼ 美洲开发银行 Inter-American Development Bank
- ★ 台新银行 Taishin Bank
- ★ 华邦电 WEC

1998

- ▲ 长荣航空 EVA Airways
- ▲ 台塑集团 Formosa Plastics Group
- ▲ 怡华实业 I-HWA
- ▲ 大亚电线电缆 TA YA
- ▲ 统一实业 Ton Yi Industrial
- ▲ 裕民航运 U-MING
- 信立 HSINLI
- 光群雷射 K LASER
- 广达 Quanta
- 中磊 SERCOMM
- 威盛 VIA Technology
- ★ 台光 EMC
- ★ 大众银 TC Bank

1999

- ▲ 亚洲水泥 Asia Cement
- ▲ 远东航空 FAT
- ▲ 汇丰汽车 FMC
- ▲ 厚生 FRG
- ▲ 荣成纸业 LCP
- ▲ 丽婴房 Les enphants
- ▲ 龙邦国际 Long Bon
- ▲ 台电 Taiwan Power Company
- 矽品 SPIL
- 华映 Chunghwa Picture Tubes
- 南亚科技 Nanya Technology
- 华祺 RODEX
- 东友 TIS
- ★ 统懋 MOSPEC
- ★ 微星 MSI

2000

- ▲ 华夏海湾 CGPC
- ▲ 中华航空 China Airlines
- ▲ 大众电脑 FIC
- ▲ 国乔石化 Grand Pacific Petrochemical Corporation
- ▲ 瀚宇博德 HannStar Board
- ▲ 鸿海 Hon Hai Precision Industry
- ▲ 南亚塑胶 Nanya Plastics
- ▲ 台电 Taiwan Power Company
- ▲ 欣兴电子 Unimicron Technology Corp.
- ▲ 华邦电子 WEC
- ▲ 世平兴业 World Peace Industrial Group
- 爱地雅 IDEAL
- 科风 PCM
- 信义房屋 Sinyi
- 宏全国际 Taiwan Hon Chuan Enterprise
- ▼ 欧洲投资银行 European Investment Bank
- ★ 汉磊 EPISIL
- ★ 统懋 MOSPEC

2001

- ▲ 卜蜂企业 Charoen Pokphand Enterprise (Taiwan)
- ▲ 大陆工程 Continental Engineering Corporation
- ▲ 中油 CPC Corporation
- ▲ 中鼎工程 CTCI Corporation
- ▲ 欧洲复兴银行 European Bank for Reconstruction and Development
- ▲ 远传 Far Eastone
- ▲ 远东纺织 FENC
- ▲ 汇丰汽车 FMC
- ▲ 超丰电子 Greatek Electronics Inc.
- ▲ 联发纺织 Lan Fa Textile Co., Ltd.
- ▲ 富骅 Loyalty Founder Enterprise
- ▲ 神脑国际 Senao International
- ▲ 矽品 Siliconware Precision Industries
- ▲ 生达化学 Standard Chemical & Pharmaceutical
- ▲ 台哥大 Taiwan Mobile
- ▲ 台电 Taiwan Power Company
- ▲ 特力 Test Rite International
- ▲ 灿坤 Tsann Kuen Enterprise
- ▲ 台橡 TSRC Corporation
- ▲ 华新丽华 Walsin Lihwa Corporation
- ▲ 集盛实业 Zig Sheng Industries
- 神基 Getac
- 元富证 ML
- 亚弘 YAHORNG
- ★ 长荣航 EVA Airways
- ★ 旺宏 Macronix
- ▶ 中环 CMC
- ▶ 矽品 SPIL

2002

- ▲ 中租迪和 Chailease
- ▲ 中橡 China Synthetic Rubber Corporation
- ▲ 中强光电 Coretronic Corporation
- ▲ 欧洲复兴银行 European Bank for Reconstruction and Development
- ▲ 远传电信 Far Eastone Telecommunications Co.
- ▲ 台塑集团 Formosa Plastics Group
- ▲ 台电 Taiwan Power Company
- ▲ 统一企业 Uni-President
- ▲ 华新丽华 Walsin Lihwa
- 第一金 FFHC
- * 奇美电 CMO
- * 中钢 CSC
- 宏正 ATEN
- 建碁 CWPT
- 聚阳实业 Makalot
- 翔准光罩 PSMC
- 纬创 Wistron
- ★ 长荣航 EVA Airways
- ★ 大众银 TC Bank
- ★ 阳明 YMTC
- ▶ 远银 EFIB
- ▶ 旺宏 Macronix
- ▶ 力晶 Powerchip

2003

- ▲ 国内公司债承销 Domestic bond underwriting
- 财务顾问 Financial advisory services
- * Global Depository Receipts (GDR)
- Initial Public Offering (IPO)
- ▼ 国际债券承销 International bond underwriting
- ★ Secondary Public Offering (SPO)
(现金增资或可转换公司 Share issuance or convertible bonds)
- ◆ Taiwan Depository Receipts (TDR)
- ▶ Euro Convertible Bond (ECB)

- ▲ 日月光
Advanced Semiconductor Engineering
- ▲ 友达 AU Optronics
- ▲ 台达化工
TAITA Chemical
- ▲ 威盛 VIA Technologies
- ▲ 万海 Wan Hai
- ▲ 阳明 Yang Ming
- 帆宣 MIC
- 元太 Prime View
- 台蜡 TWC
- 联合骨科 UOC
- ★ 中华汽车 CMC
- ★ 瀚荃 CvilLux
- ★ 广辉 Quanta Display
- ★ 联邦银行 UBOT
- ▶ 光宝 LTC
- ▶ 广辉 Quanta Display
- ▶ 矽品 SPIL

- ▲ 友达 AU Optronics
- ▲ 奇美 Chi Mei Optoelectronics
- ▲ 远东百货
Far Eastern Department Stores
- ▲ 富邦金控
Fubon Financial Holding
- ▲ 和平电力
Ho-Ping Power Company
- ▲ 台新金控 Taishih Financial
- 艾讯 AXIOMTEK
- * 友达 AUO
- * 台积电 TSMC
- 艾讯 AXIOMTEK
- 远传电信 Far Eastone
- 川湖 King Slide
- 光洋科 Solar
- ★ 力晶 Powerchip
- ★ 广辉 Quanta Display
- ★ 大众银行 TC bank
- ★ 联邦银行 UBOT
- ▶ 正峰 JF
- ▶ 广达 QCI

- ▲ 中油 CPC Corporation
- ▲ 长荣航空 EVA Airways
- ▲ 台塑集团
Formosa Plastics Group
- ▲ 安信信用卡 Prime Credit
- ▲ 台电
Taiwan Power Company
- 友达 AUO
- 广达 QCI
- * 力晶 Powerchip
- 斐成 FCE
- 富乔 FFG
- 华亚科技 Inotera Memories
- ★ 晶元电 EPICSTAR
- ★ 一途精密 I-CHIUN
- ★ 台湾光罩 TAIWAN MASK
- ▶ 力晶 Powerchip

- ▲ 富邦金 Fubon Financial
- 明基 BMC
- 远传 Far EasTone
- 台航 TAIWANLINE
- * 茂迪 MOTECH
- * 台积电 TSMC
- 达方 Darfon
- 福懋科
Formosa Advanced Technologies
- 诚研 Hit
- 旭耀 Orisetech
- 同欣 Tong Hsing
- ★ 佰鸿 BRIGHT
- ★ 辅祥 FORHOUSE
- ★ 大成长城 GREATWALL
- ★ 菱生 LPI
- ★ 台半 TSC
- ▶ 永丰余 YFY

- ▲ 亚泥 Asia Cement Corporation
- ▲ 开发金控 CDIFH
- ▲ 中钢 China Steel
- ▲ 远东纺织 FENC Corporation
- ▲ 台塑集团
Formosa Plastics Group
- ▲ 新光金控
Shin Kong Financial Holding
- ▲ 台湾高铁
Taiwan High Speed Rail Corporation
- ▲ 台哥大 Taiwan Mobile
- ▲ 台电 Taiwan Power Company
- 义隆 ELAN
- 华邦 WEC
- 阳明 YMTC
- 全科 ALLTEK
- 嘉联益 Career Tech.
- 川湖 King Slide
- 鼎翰 TSC Auto ID Technology
- 力积 Zentel Electronics
- ★ 国宾饭店 Ambassador Hotel
- ★ 新汉 Nexcom
- ★ 炎洲 Yem Chio

- ▲ 中油 CPC Corporation
- ▲ 台电 Taiwan Power Company
- 明安 ADVANCED GROUP
- 日月光 ASE
- 中寿 CHINA LIFE
- 元太 EIH
- * 元太 EIH
- 亚诺法 Abnova
- 志超 tpt
- ★ 可成 CATCHER
- ★ 元太 EIH
- ★ 一途 I-CHIUN
- ◆ 圣马丁 SMT
- ◆ 中国旺旺 Want Want
- ◆ 精熙 Yorkey

2004

2005

2006

2007

2008

2009

- ▲ 国内公司债承销 Domestic bond underwriting
- 财务顾问 Financial advisory services
- * Global Depository Receipts (GDR)
- Initial Public Offering (IPO)
- ▼ 国际债券承销 International bond underwriting
- ★ Secondary Public Offering (SPO)
(现金增资或可转换公司 Share issuance or convertible bonds)
- ◆ Taiwan Depository Receipts (TDR)
- ▶ Euro Convertible Bond (ECB)

- ▲ 正新
Cheng Shin Rubber Industries
- ▲ 中油 CPC Corporation
- ▲ 台塑集团
Formosa Plastics Group
- ▲ 光洋科
Solar Applied Materials Technology
- ▲ 台新金控
Taishin Financial Holding
- ▲ 台电 Taiwan Power Company
- ▲ 永丰余集团 YFY Inc
- 京东方 BOE
- 晶元光电 Epistar
- 广镓 HUGA
- 大联大 WPG
- 友尚 Yosun
- * 和硕 Pegatron
- 圣晖 Acter
- 聚纺 G-Fun Industrial
- 硕禾 GIGASOLAR
- 昆鼎 KD Holding
- 新唐 NTC
- 泰博 TaiDoc
- ★ 飞捷 FLYTECH
- ★ 宏齐 Harvetek
- ★ 华亚科技 Inotera Memories
- ★ 南亚科技 Nanya Technology
- ★ 中磊 SERCOMM
- ★ 矽格 Sigurd
- ★ 志超 tpt
- ◆ 神州数码 Digital China
- ▶ 友达 AUO

2010

- ▲ 日月光集团 ASE
- ▲ 中钢 China Steel
- ▲ 中油 CPC Corporation
- ▲ 长荣航空 EVA Airways
- ▲ 台塑集团 Formosa Plastic Group
- ▲ 鸿海 Hon Hai Precision
- ▲ 台新金控 Taishin Financial Holding
- ▲ 台电 Taiwan Power Company
- ▲ 台积电 TSMC
- ▲ 统一企业 Uni-President
- ▲ 万海 Wan Hai
- ▲ 远鼎投资
Yuan Ding Investment
- 宏基 Acer
- 英业达 INVENTEC
- 力成 Powertech
- 中美晶 SAS
- 合库金控 Taiwan Cooperative Holdings
- 大联大 WPG
- * 可成 CATCHER
- * 中国钢铁 China Steel
- 开曼东凌 Cayman Tung Ling
- F- 康联 Coland
- F- 茂林 GLT
- 奕力 ILITEK
- 捷必胜 JP Nelson Holdings
- 隆达 Lextar
- 红木 Redwood Group
- 森田 Sen Tien
- 耀亿工业 Yao I Fabric

2011

- ★ 研华 ACL
- ★ 可成 CATCHER
- ★ 中国人寿 China Life
- ★ 远百 FEDS
- ★ 奕力 ILITEK
- ★ 兆丰金控 MEGA FHC
- ★ 联强国际
Synnex Technology
- ★ 台中商银 T.C.C.B.
- ★ 同欣电子
Tong Hsing Electronic
Industries
- ★ 炎洲 YEMCHIO
- ◆ 尔必达 Elpida

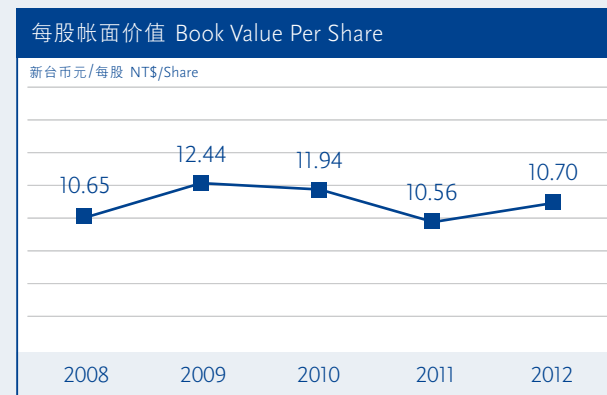
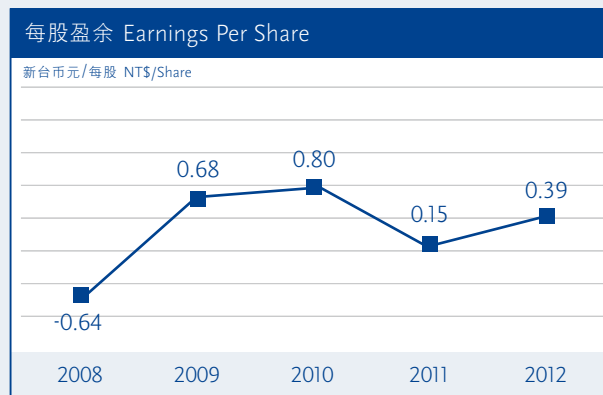
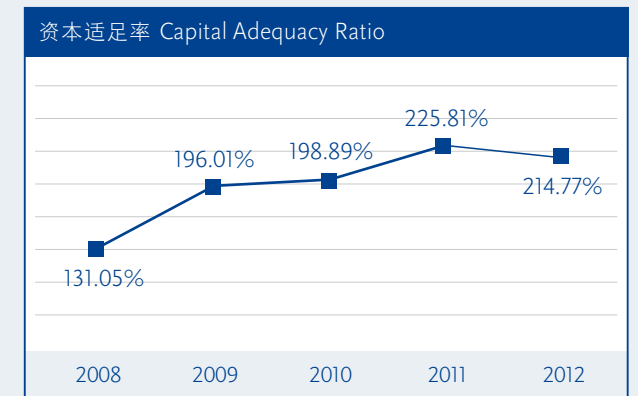
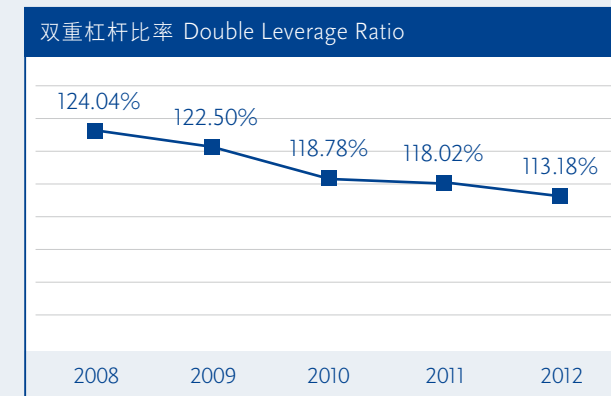
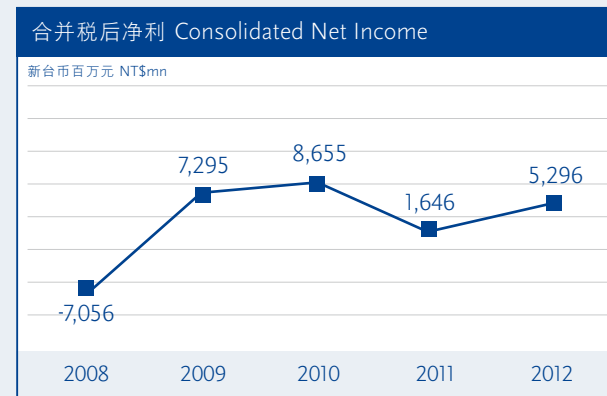
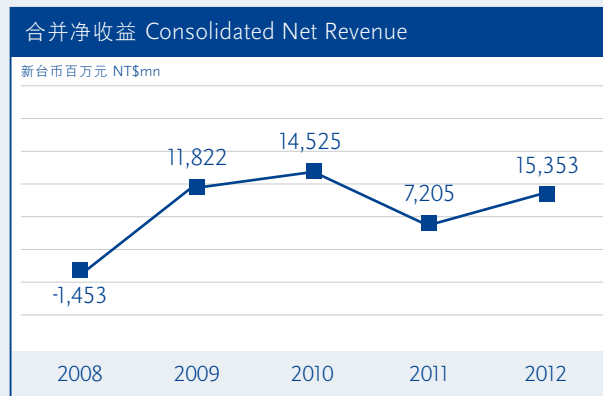
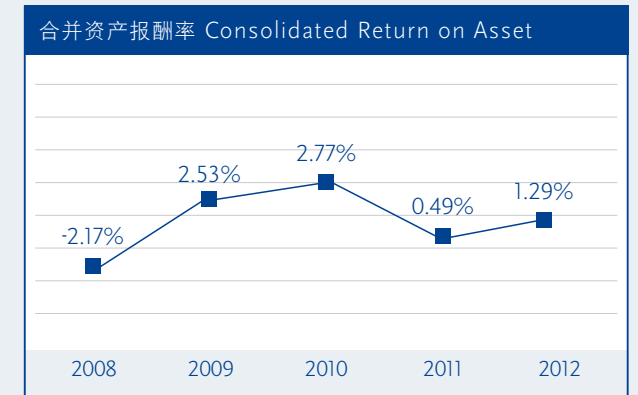
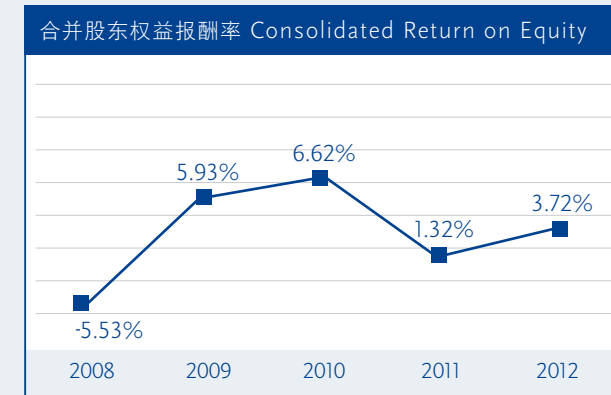
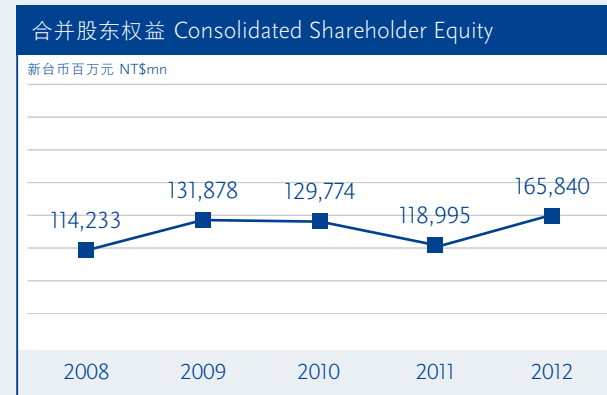
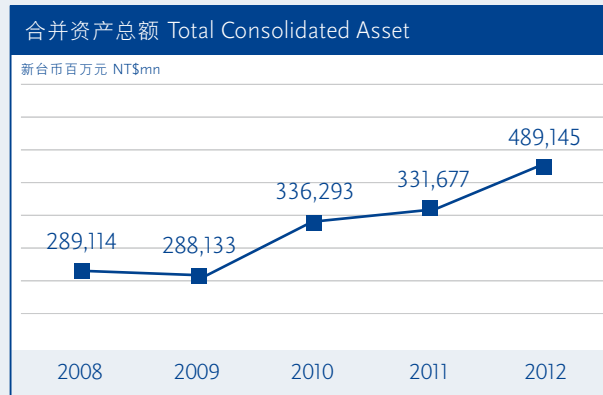
- ▲ 中租迪和 Chailease Finance
- ▲ 华航 China Airlines Ltd.
- ▲ 中钢 China Steel Corporation
- ▲ 中油 CPC Corporation
- ▲ 长荣航 EVA Airways
- ▲ 台塑集团 Formosa Plastic Group
- ▲ 鸿海 Hon Hai Precision
- ▲ 台新金控 Taishin Financial Holding
- ▲ 台哥大 Taiwan Mobile
- ▲ 台电 Taiwan Power Company
- ▲ 台积电 TSMC
- ▲ 统一 Uni-President
- ▲ 联电 United Microelectronics Corp.
- 中华纸浆 CHP
- 璨圆 FOREPI
- 金士顿 Kingston Technology Corporation
- 台扬 MTI
- 新日光 Neo Solar Power Corporation
- 台骅 T.H.I. Group
- * 中租 Chailease Finance
- 达兴材料 Daxin Materials Corp.
- 旺能 DelSolar

2012

- ★ 名轩 Advantek Enterprise
- ★ 奇美电 Chimei Innolux
- ★ 华航 China Airlines
- ★ 台耀 Formosa Laboratories
- ★ 国硕 GSC
- ★ 李长荣化学工业 LCY Chemical Corp.
- ★ 日胜生 RADIUM
- ★ 中磊 SERCOMM
- ★ 合库金控 Taiwan Cooperative Holdings
- ★ 志超 tpt
- ★ 耀亿工业 Yao I Fabric Co.

- ▲ 国内公司债承销 Domestic bond underwriting
- 财务顾问 Financial advisory services
- * Global Depository Receipts (GDR)
- Initial Public Offering (IPO)
- ▼ 国际债券承销 International bond underwriting
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(现金增资或可转换公司 Share issuance or convertible bonds)
- ◆ Taiwan Depository Receipts (TDR)
- ▶ Euro Convertible Bond (ECB)

4-3 财务资讯 Financial Summary





中华开发金控董事长陈木在（左四）参加开发工银文教基金会所举办之「午餐的约会」活动，与开发金控员工至苗栗县南庄东河国小亲自下厨，为学童「加菜」

CDF Chairman Mu-Tsai Chen (4th from left) and CDF employees cooked and served students during the Lunch Dates Activity organized by CDIB Education and Cultural Affairs Foundation held at Donghe Elementary School in Nanzhuang, Miaoli County.

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5-1 工银文教基金会

秉持着「助人兴业、创造价值」的企业经营宗旨，中华开发金控不仅自许是一流的投资银行，亦将长期投资的精神发挥在日常的公益活动上，期盼也能成为协助社会向上提升的企业典范。1999年，由中华开发工业银行捐赠成立财团法人中华开发工业银行文教基金会，专注于教育、公益、人文关怀等慈善活动。有感于「教育是最有价值的投资」，中华开发以关心下一代、投资孩子的未来作为未来公益活动主轴，希望透过各种捐赠与实质协助学童健全成长与发展的活动，唤起各方关注，汇集各方的力量。

5-1 CDIB Education and Cultural Affairs Foundation

CDF is a model of responsible corporate citizenship. The Company leads the way in maintaining good relations with Taiwanese society outside the business community by investing in day-to-day community welfare activities. In doing so, CDF reaches beyond the bounds of its role as a major investment bank and its corporate philosophy of assisting entrepreneurship and creating value for customers. In 1999, CDIB established the CDIB Education and Cultural Affairs Foundation, which is focused on education, social welfare and charitable activities. CDIB believes that caring for children is the most worthy investment that it is possible to make. This remains a key theme of its community welfare projects, which revolve around donations and activities that promote the development and healthy growth of our nation's children.



5-2 关心儿童的公益主轴

我们班的小飞象

2009年，中华开发工银文教基金会获得教育部优良公益提案及补助，展开『我们班的小飞象：小天份大未来之筑梦计画』。本计画为打破智育至上迷思，提供才艺奖助学金鼓励课业低成就的孩子发展智育以外之优势能力，特别是经济弱势为优先资助对象。至今受益于此计画的个人与团体达200人以上。这些孩子在师长充满爱的陪伴及鼓励下，在能力与自信十足提升，获得了学习成就感。本计画将持续协助有才华的弱势学子，找到自己发光的舞台。

5-2 Care for Children a Central Theme in Community Welfare

Caring for children – “Our Class Has Got Talent” program

CDF started its child development program with support and a subsidy from the Ministry of Education in 2009. The program, “Our Class Has Got Talent: Help Every Child Follow Their Dreams,” aims to dispel the view that academic achievement should be the only pursuit for children. It does so by providing scholarships to develop the potential of children outside of the conventional curriculum, especially those who are economically-disadvantaged. There have been over 200 individuals or groups that have benefited from this program, and the children who have received the support from this program have not only demonstrated a clear improvement in their performance and levels of confidence, but also have gained a sense of achievement through the experience of learning. CDF will continue its support and care for these disadvantaged young children and nurture their talent.



5-2 关心儿童的公益主轴

薪传课辅

为拉近城乡教育资源的差距，缩短弱势学童的学习落差，基金会于2007年成立「薪传100 × 课辅100」奖助计画。每年以新台币五百万元奖学金，奖助100位台湾公私立大专院校在学优秀清寒学生，除协助他们向学，减轻经济负担，更鼓励接受奖助大学生贡献100小时的义工服务，投入弱势学童的课后辅导工作，将中华开发工银的公益关怀扩大至高等教育及扶助弱势的领域。本计画至今共计超过六万小时及六百位志工的优质陪伴，深入全台湾中国小，获得学校及社福团体的高度肯定。

莫拉克风灾赈灾方案

2009年8月的莫拉克风灾重创台湾南部与台东部分山区，中华开发员工爱心捐助台东灾区儿童课后照顾计画，并有计划运用在地资源，培训社区父母阅读带领课程，提升亲职功能。2012年也将经费用于购买灾区手工艺及农产品，支持灾后居民生计与地方产业重建。

营养100分

基金会自2006年至2012年，补助偏乡资源弱势学校营养加菜金，协助补充学童成长所需的钙质与其他营养，为学校午餐加菜，甚或提供早餐及下午点心。方案执行以来，普获地方政府及校方好评，累计捐赠营养加菜金高达新台币四千万。

2012年更扩大「营养100分」的公益精神，举办九场「午餐的约会」活动，邀请金控家族员工组队到偏乡学校下厨，为学童「加菜」，分享私房料理。这群不擅厨艺的上班族以认真态度，端出咖哩牛腩、蕃茄肉酱意大利面、蓝带猪排、糖醋排骨、鲑鱼奶油焗烤饭等道道佳肴，成为偏乡学校师生的美味记忆。

中华开发工银文教基金会网站 <http://www.cdibf.org/>



5-2 Care for Children a Central Theme in Community Welfare

Scholarship and grant scheme – “Heritage & Tutelage”

To help bridge the education gap between cities and rural areas, the Foundation established the “Heritage 100 & Tutelage 100” scholarship and grant scheme in 2007. The program utilizes an annual budget of NT\$5 million to provide 100 scholarships to economically-disadvantaged students at local colleges. In addition to providing economic assistance, we also encourage recipients to give 100 hours to tutor underprivileged children. This program has resulted in over 60,000 hours of tutoring for children by 600 caring volunteers, receiving universal praise from participating schools and social welfare organizations.

Typhoon Morakot aid program – “Help the Victims of Typhoon Morakot”

In August 2009, Typhoon Morakot devastated the mountainous areas in southern and southeast of Taiwan. Caring CDF employees donated to fund an afterschool tutoring program for children living in these areas, while also holding community reading groups to help parents better guide their children's education. In 2012, CDF purchased handicrafts and agricultural products from affected areas to support the livelihoods of residents and contribute towards the rebuilding of the local economy.

School Lunch Subsidization Program – “Perfect Nutrition”

From 2006 through 2012, the CDIB Education and Cultural Affairs Foundation provided subsidies to disadvantaged schools in remote areas to augment their school lunch programs. The program works to ensure that children receive proper nutrition from school lunches and enables some schools to also provide breakfast or afternoon snacks. Since its launch, the program has been lauded by local government and schools and has donated a total of NT\$40 million.

In 2012, we expanded upon our “Perfect Nutrition” program by holding a total of nine “lunch dates” during which company volunteers travelled to rural schools to share a meal they prepared themselves. While most of these busy professionals are far from whizzes in the kitchen, equipped with a can-do attitude, they prepared platter upon platter of delicious dishes including Chicken Cordon Bleu, Spaghetti Bolognese, and a variety of Chinese favorites, making it a lunch to remember for school staff and students alike.

Visit CDIB Education and Cultural Affairs Foundation at <http://www.cdibf.org/>



5-3 节能环保的企业理念

环保节能，打造金控业首座绿色机房

除了重视儿童的成长与发展，成立已50余年的中华开发长期以来亦持续地对环保节能、专才教育、弱势族群及艺术文化等等领域付予高度关注，时而透过各种捐助或实际的投身参与来善尽企业公民的责任，回馈社会。其中，节能环保素为公司内部宣导及经营管理上的实践重点。

鉴于全球暖化的现象日趋严重，为彻底落实对珍爱地球与在地环境所应尽之责任与承诺，在2008年初即打造台湾金控业首座绿色机房，采用全新的机房空调设计有效解决机器设备散热问题，使机房空调的平均耗电量较传统机房省40%–50%。2013年机房扩建规划仍将沿续节能空调设计及伺服器虚拟化运用，以减缓机器设备成长对空调电力耗用的需求。依每节省1度电 (1kw) 约可减少0.625公斤的二氧化碳排放来看，中华开发金控的绿色机房大幅强化我们的IT优势与扩充性，更在实践节能减碳、降低IT营运成本等方面树立良好模范。此外，中华开发持续在集团内部推展作业流程自动化以节约纸张用量，并制订符合环保节能的资讯设备采购标准，以使用对环境无害并具节能效果的个人电脑，协助减少资源浪费与能源成本。

中华开发深信，长期承诺投入社会公益，善尽企业公民责任，是健全的企业经营之本。未来中华开发仍将继续积极投入公益，戮力帮助孩童，积极环保节能，以回馈社会，深耕台湾！



5-3 Green Data Center

Environmental & Conservation Initiatives – “Green Data Center”

In addition to efforts to nurture the growth and educational development of the country's children, CDF is also a committed proponent of such issues as environmental protection, energy conservation, professional education, minority welfare and cultural development. CDF has endeavored to be a good corporate citizen in this regard by making donations to relevant organizations and getting involved in related activities. In particular, environmental protection and energy conservation are fundamental concerns of CDF's internal communications as well as operational practices.

As concerns about global warming grow, and to fulfill its responsibilities to help protect the environment, CDF resolved in 2008 to become the first financial holding company in Taiwan to build a Green Data Center. At the new data center, the Company has installed improved air conditioning.

The center utilizes innovative air conditioning system that effectively prevents equipment from overheating, while using 40%–50% less energy than traditional methods. In 2013, as part of our data center expansion, we will continue to use energy saving air conditioning design and server virtualization to reduce the impact of this growth on our energy usage. All told, these energy conservation measures have cut carbon dioxide emissions by 0.625kg for every kilowatt-hour of electricity produced. Thus, the Green Data Center sets a fine example of the potential of energy conservation, which significantly reduces both carbon emissions and IT costs while enhancing the scalability of IT systems. CDF is also proactive in promoting workflow automation in an effort to reduce the use of paper and in sourcing environment-friendly IT equipment to eliminate waste and cut energy costs.

Now an integral part of its corporate philosophy, CDF is of the opinion that a longstanding commitment to bettering the social conditions of the country and the fulfillment of corporate citizenship responsibilities are fundamental to the sound operation of any business entity. CDF is determined to continue its close involvement in community welfare programs for the benefit of child development, environmental protection and energy conservation in Taiwan and around the world.

5-4 服务据点 Service Outlets

中华开发金融控股公司 www.cdibh.com China Development Financial Holding Corporation

总公司
Head Office 10504 台北市南京东路五段125号
125, Sec. 5, Nanjing East Rd., Taipei City 10504, Taiwan (R.O.C.)
Tel: +886-2-2753-2201 Fax: +886-2-2753-2203

中华开发工业银行 www.cdibank.com China Development Industrial Bank

总行
Head Office 10504 台北市南京东路五段 125 号
125, Sec. 5, Nanjing East Rd., Taipei City, 10504, Taiwan (R.O.C.)
Tel: +886-2-2763-8800 Fax: +886-2-2766-0047

桃园分行
Taoyuan Branch 33045 桃园县桃园市中正路 1071 号 1 楼之 2
1F-2, 1071, Zhongzheng Rd., Taoyuan City, Taoyuan County, 33045, Taiwan (R.O.C.)
Tel: +886-3-317-5868 Fax: +886-3-317-5556

台中分行
Taichung Branch 40758 台中市西屯区府会园道169号7楼
7F, 169, Fuhuiyuandao, Xitun District, Taichung City 40758, Taiwan (R.O.C.)
Tel: +886-4-2250-3888 Fax: +886-4-2250-3777

高雄分行
Kaohsiung Branch 80661 高雄市前镇区中山二路91号3楼之1-4
3F-1-4, 91, Zhongshan 2nd Rd., Qianzhen District, Kaohsiung City 80661, Taiwan (R.O.C.)
Tel: +886-7-331-9900 Fax: +886-7-332-1205

中华开发工银转投资事业 www.cdibh.com Subsidiaries of China Development Industrial Bank

开发科技顾问公司
China Venture Management, Inc. 10504 台北市南京东路五段125号12楼
12F, 125, Sec. 5, Nanjing East Rd., Taipei City 10504, Taiwan (R.O.C.)
Tel: +886-2-2767-3668 Fax: +886-2-2767-7008

中华开发工银科技顾问公司
CDIB Private Equity Corporation 10504 台北市南京东路五段125号11楼
11F, 125, Sec. 5, Nanjing East Rd., Taipei City 10504, Taiwan (R.O.C.)
中华开发创业投资公司
CDIB Venture Capital Corporation Tel: +886-2-2763-8800 Fax: +886-2-2746-7612

中华开发资产管理公司
China Development
Asset Management Corporation 10504 台北市南京东路五段125号7楼
7F, 125, Sec. 5, Nanjing East Rd., Taipei City 10504, Taiwan (R.O.C.)
Tel: +886-2-2756-8968 Fax: +886-2-2756-8977

华开租赁公司
CDC Finance & Leasing
Corporation 10504 台北市南京东路五段125号3楼
3F, 125, Sec. 5, Nanjing East Rd., Taipei City 10504, Taiwan (R.O.C.)
Tel: +886-2-2761-1758 Fax: +886-2-2747-3138

中华开发股权投资管理有限公司
CDIB Private Equity Management
Corporation 中国上海市静安区南京西路 1601 号越洋国际广场 1507 室
Room 1507, Park Place Office Tower, No. 1601, Nanjing West Rd.,
Jingan District, Shanghai, PRC200040
Tel: +86-21-6289-5708 Fax: +886-21-6289-5709

中华开发国际租赁有限公司
CDIB International Leasing Corp. 中国江苏省苏州市昆山市前进东路 1228 号 12 楼
12F, No. 1228, Qianjin E. Rd., Kunshan, 21350, China
Tel: +86-512-3661-5800 Fax: +86-512-5795-5858

海外创投子公司联合办事处 Joint office of overseas venture capital subsidiaries

美国加州
California, USA Spear Tower, 1Market Plaza, Suite 1720, San Francisco, CA 94105, USA
Tel: +1-415-715-1500 Fax: +1-415-625-5589

韩国首尔
Seoul, Korea 7F, ASEM Tower, 159-1 Samsung-Dong Gangnam-gu, Seoul, Korea
Tel: +82-2-6001-5200 Fax: +82-2-6001-5240

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District, Shanghai, PRC200040
Tel: +86-21-6289-5708 Fax: +86-21-6289-5709

5-4 服务据点 Service Outlets

凯基证券股份有限公司

公司网站 : www.KGI.com
交易网站 www.KGIeWorld.com.tw

总公司 Headquarters	10462 台北市中山区明水路700号 No.700, Mingshui Rd., Zhongshan Dist., Taipei City 10462, Taiwan (R.O.C.) Tel: +886-2-2181-8888 Fax: +886-2-8501-2944
城中分公司 Chengzhong Branch	10044 台北市中正区博爱路35号2楼 2F., No.35, Bo-ai Rd., Zhongzheng Dist., Taipei City 10044, Taiwan (R.O.C.) Tel: +886-2-2361-6789 Fax: +886-2-2388-5253
站前分公司 Zhanqian Branch	10047 台北市中正区许昌街17号3楼 3F., No.17, Xuchang St., Zhongzheng Dist., Taipei City 10047, Taiwan (R.O.C.) Tel: +886-2-2383-1111 Fax: +886-2-2311-6096
馆前分公司 Guanqian Branch	10047 台北市中正区馆前路49号6楼 6F., No.49, Guanqian Rd., Zhongzheng Dist., Taipei City 10047, Taiwan (R.O.C.) Tel: +886-2-2349-1888 Fax: +886-2-2349-1977
和平分公司 Heping Branch	10084 台北市中正区罗斯福路二段102号3楼 3F., No.102, Sec. 2, Roosevelt Rd., Zhongzheng Dist., Taipei City 10084, Taiwan (R.O.C.) Tel: +886-2-2369-7707 Fax: +886-2-2369-7572
延平分公司 Yanping Branch	10344 台北市大同区延平北路二段96号5楼 5F., No.96, Sec. 2, Yanping N. Rd., Datong Dist., Taipei City 10344, Taiwan (R.O.C.) Tel: +886-2-2555-8877 Fax: +886-2-2558-2799
建成分公司 Jiancheng Branch	10351 台北市大同区长安西路43号3楼 3F., No.43, Chang-an W. Rd., Datong Dist., Taipei City 10351, Taiwan (R.O.C.) Tel: +886-2-2558-8080 Fax: +886-2-2555-1221
民生分公司 Minsheng Branch	10444 台北市中山区南京东路一段52号3楼 3F., No.52, Sec. 1, Nanjing E. Rd., Zhongshan Dist., Taipei City 10444, Taiwan (R.O.C.) Tel: +886-2-2521-7000 Fax: +886-2-2563-6136
中山分公司 Zhongshan Branch	10448 台北市中山区中山北路二段68号7楼 7F., No.68, Sec. 2, Zhongshan N. Rd., Zhongshan Dist., Taipei City 10448, Taiwan (R.O.C.) Tel: +886-2-2521-5001 Fax: +886-2-2531-3804
松江分公司 Songjiang Branch	10456 台北市中山区松江路54号2楼 2F., No.54, Songjiang Rd., Zhongshan Dist., Taipei City 10456, Taiwan (R.O.C.) Tel: +886-2-2521-6311 Fax: +886-2-2517-5550

大直分公司 Dazhi Branch	10466 台北市中山区明水路591号1楼 1F., No.591, Mingshui Rd., Zhongshan Dist., Taipei City 10466, Taiwan (R.O.C.) Tel: +886-2-8509-8288 Fax: +886-2-8509-5750
民权分公司 Mingchuan Branch	10476 台北市中山区复兴北路420号4楼 4F., No.420, Fuxing N. Rd., Zhongshan Dist., Taipei City 10476, Taiwan (R.O.C.) Tel: +886-2-2504-3388 Fax: +886-2-2509-8040
台北分公司 Taipei Branch	10485 台北市中山区南京东路二段137号4楼 4F., No.137, Sec. 2, Nanjing E. Rd., Zhongshan Dist., Taipei City 10485, Taiwan (R.O.C.) Tel: +886-2-2516-6789 Fax: +886-2-2504-7974
南京分公司 Nanjing Branch	10487 台北市中山区南京东路三段101号3楼 3F., No.101, Sec. 3, Nanjing E. Rd., Zhongshan Dist., Taipei City 10487, Taiwan (R.O.C.) Tel: +886-2-2512-2288 Fax: +886-2-2504-5566
信义分公司 Xinyi Branch	10547 台北市松山区复兴北路167号14楼之一 14F.-1, No.167, Fuxing N. Rd., Songshan Dist., Taipei City 10547, Taiwan (R.O.C.) Tel: +886-2-2719-5528 Fax: +886-2-8712-0498
复兴分公司 Fuxing Branch	10547 台北市松山区复兴北路167号4楼 4F., No.167, Fuxing N. Rd., Songshan Dist., Taipei City 10547, Taiwan (R.O.C.) Tel: +886-2-2718-0718 Fax: +886-2-2718-6797
敦北分公司 Dunbei Branch	10551 台北市松山区敦化北路56号地下1楼 B1F., No.56, Dunhua N. Rd., Songshan Dist., Taipei City 10551, Taiwan (R.O.C.) Tel: +886-2-2740-1166 Fax: +886-2-2741-7947
敦南分公司 Dunnan Branch	10559 台北市松山区八德路三段30号2楼 2F., No.30, Sec. 3, Bade Rd., Songshan Dist., Taipei City 10559, Taiwan (R.O.C.) Tel: +886-2-2577-6699 Fax: +886-2-2578-6660
松山分公司 Songshan Branch	10566 台北市松山区八德路四段678号3楼 3F., No.678, Sec. 4, Bade Rd., Songshan Dist., Taipei City 10566, Taiwan (R.O.C.) Tel: +886-2-2753-4567 Fax: +886-2-2753-5708
古亭分公司 Guting Branch	10645 台北市大安区和平东路一段180号5楼 5F., No.180, Sec. 1, Heping E. Rd., Da-an Dist., Taipei City 10645, Taiwan (R.O.C.) Tel: +886-2-2369-8989 Fax: +886-2-2367-1562
大安分公司 Daan Branch	10680 台北市大安区安和路二段82号2楼 2F., No.82, Sec. 2, Anhe Rd., Da-an Dist., Taipei City 10680, Taiwan (R.O.C.) Tel: +886-2-2708-0606 Fax: +886-2-2755-5119

5-4 服务据点 Service Outlets

凯基证券股份有限公司

公司网站 : www.KGI.com
交易网站 www.KGIeWorld.com.tw

忠孝分公司 Zhongxiao Branch	10690 台北市大安区忠孝东路四段87号14楼 14F., No.87, Sec. 4, Zhongxiao E. Rd., Da-an Dist., Taipei City 10690, Taiwan (R.O.C.) Tel: +886-2-2771-7999 Fax: +886-2-2771-2555
市府分公司 Shifu Branch	11072 台北市信义区忠孝东路四段563号7楼 7F., No.563, Sec. 4, Zhongxiao E. Rd., Xinyi Dist., Taipei City 11072, Taiwan (R.O.C.) Tel: +886-2-2745-6888 Fax: +886-2-2745-6949
永春分公司 Yongchun Branch	11081 台北市信义区忠孝东路五段550号地下2楼 B2F., No.550, Sec. 5, Zhongxiao E. Rd., Xinyi Dist., Taipei City 11081, Taiwan (R.O.C.) Tel: +886-2-2727-8800 Fax: +886-2-2759-1960
天母分公司 Tianmu Branch	11152 台北市士林区中山北路七段18号4楼之3 4F.-3, No.18, Sec. 7, Zhongshan N. Rd., Shilin Dist., Taipei City 11152, Taiwan (R.O.C.) Tel: +886-2-2872-8787 Fax: +886-2-2872-0790
阳明分公司 Yangming Branch	11163 台北市士林区文林路338号2楼 2F., No.338, Wenlin Rd., Shilin Dist., Taipei City 11163, Taiwan (R.O.C.) Tel: +886-2-2880-5151 Fax: +886-2-2880-4374
士林分公司 Shilin Branch	11163 台北市士林区文林路342号5楼 5F., No.342, Wenlin Rd., Shilin Dist., Taipei City 11163, Taiwan (R.O.C.) Tel: +886-2-2882-3355 Fax: +886-2-2880-2255
内湖分公司 Neihu Branch	11458 台北市内湖区成功路四段358号地下之一 B1F.-1, No.358, Sec. 4, Chenggong Rd., Neihu Dist., Taipei City 11458, Taiwan (R.O.C.) Tel: +886-2-2793-8388 Fax: +886-2-2793-8860
兴隆分公司 Xinglong Branch	11694 台北市文山区兴隆路三段71号地下1楼 B1F., No.71, Sec. 3, Xinglong Rd., Wenshan Dist., Taipei City 11694, Taiwan (R.O.C.) Tel: +886-2-2931-5000 Fax: +886-2-2935-6767
基隆分公司 Keelung Branch	20051 基隆市仁爱区仁一路259号4楼 4F., No.259, Ren 1st Rd., Ren-ai Dist., Keelung City 20051, Taiwan (R.O.C.) Tel: +886-2-2420-2111 Fax: +886-2-2420-1650
板桥分公司 Banqiao Branch	22063 新北市板桥区四川路一段107号2楼 2F., No.107, Sec. 1, Sihchuan Rd., Banqiao Dist., New Taipei City 22063, Taiwan (R.O.C.) Tel: +886-2-8951-6688 Fax: +886-2-8951-6695

板新分公司 Banxin Branch	22065 新北市板桥区中山路一段293-2号地下1楼 B1F, No.293-2, Sec. 1, Zhongshan Rd., Banqiao Dist., New Taipei City 22065, Taiwan (R.O.C.) Tel: +886-2-2959-2958 Fax: +886-2-2958-7977
埔墘分公司 Puqian Branch	22067 新北市板桥区三民路一段216号5楼 D 室 Rm. D, 5F., No.216, Sec. 1, Sanmin Rd., Banqiao Dist., New Taipei City 22067, Taiwan(R.O.C.) Tel: +886-2-8951-7777 Fax: +886-2-8952-1065
汐止分公司 Xizhi Branch	22163 新北市汐止区新兴路3号7楼 7F., No.3, Xinxing Rd., Xizhi Dist., New Taipei City 22163, Taiwan (R.O.C.) Tel: +886-2-2648-5959 Fax: +886-2-2643-4515
新店分公司 Xindian Branch	23143 新北市新店区北新路三段106号1楼 1F., No.106, Sec. 3, Beixin Rd., Xindian Dist., New Taipei City 23143, Taiwan(R.O.C.) Tel: +886-2-2915-5855 Fax: +886-2-2915-5067
永和分公司 Yonghe Branch	23455 新北市永和区中正路588号5楼 5F., No.588, Zhongzheng Rd., Yonghe Dist., New Taipei City 23455, Taiwan (R.O.C.) Tel: +886-2-2232-4567 Fax: +886-2-2929-0110
中和分公司 Zhonghe Branch	23553 新北市中和区连城路68-1号2楼 2F., No.68-1, Liancheng Rd., Zhonghe Dist., New Taipei City 23553, Taiwan(R.O.C.) Tel: +886-2-2249-8989 Fax: +886-2-2240-7755
双和分公司 Shuanghe Branch	23575 新北市中和区中和路232号3楼 3F., No.232, Zhonghe Rd., Zhonghe Dist., New Taipei City 23575, Taiwan (R.O.C.) Tel: +886-2-2246-8666 Fax: +886-2-2246-8588
土城分公司 Tucheng Branch	23643 新北市土城区金城路三段182号1楼 1F., No.182, Sec. 3, Jincheng Rd., Tucheng Dist., New Taipei City 23643, Taiwan (R.O.C.) Tel: +886-2-8262-6998 Fax: +886-2-8262-7066
三峡分公司 Sanxia Branch	23741 新北市三峡区文化路59号3楼之一 3F.-1, No.59, Wunhua Rd., Sanxia Dist., New Taipei City 23741, Taiwan (R.O.C.) Tel: +886-2-2672-9988 Fax: +886-2-2672-8362
三重分公司 Sanchong Branch	24147 新北市三重区正义北路208号3楼 3F., No.208, Zhengyi N. Rd., Sanchong Dist., New Taipei County 24147, Taiwan (R.O.C.) Tel: +886-2-2983-8833 Fax: +886-2-2984-0610

5-4 服务据点 Service Outlets

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交易网站 www.KGIeWorld.com.tw

重新分公司 Chongxin Branch	24147 新北市三重区重新路二段1号6楼 6F., No.1, Sec. 2, Chongsin Rd., Sanchong Dist., New Taipei City 24147, Taiwan (R.O.C.) Tel: +886-2-2981-1000 Fax: +886-2-2983-0019
上新庄分公司 Shang Xinzhuang Branch	24249 新北市新庄区中华路二段5号3楼 3F., No.5, Sec. 2, Zhonghua Rd., Xinzhuang Dist., New Taipei City 24249, Taiwan (R.O.C.) Tel: +886-2-8991-9999 Fax: +886-2-8994-2998
幸福分公司 Xingfu Branch	24249 新北市新庄区中华路二段7号7楼 7F., No.7, Sec. 2, Zhonghua Rd., Xinzhuang Dist., New Taipei City 24249, Taiwan (R.O.C.) Tel: +886-2-8991-5288 Fax: +886-2-8991-6548
新庄分公司 Xinzhuang Branch	24265 新北市新庄区四维路21号5楼 5F., No.21, Siwei Rd., Xinzhuang Dist., New Taipei City 24265, Taiwan (R.O.C.) Tel: +886-2-2201-9898 Fax: +886-2-2207-0212
林口分公司 Linkou Branch	24448 新北市林口区文化二路一段569号 No.569, Sec. 1, Wenhua 2nd Rd., Linkou Dist., New Taipei City 24448, Taiwan (R.O.C.) Tel: +886-2-2602-5678 Fax: +886-2-7727-0870
芦洲分公司 Luzhou Branch	24751 新北市芦洲区成功路134号3楼 3F., No.134, Chenggong Rd., Luzhou Dist., New Taipei City 24751, Taiwan (R.O.C.) Tel: +886-2-8285-9988 Fax: +886-2-8285-9977
五股分公司 Wugu Branch	24873 新北市五股区中兴路四段40号1楼 1F., No.40, Sec. 4, Jhongsing Rd., Wugu Dist., New Taipei City 24873, Taiwan (R.O.C.) Tel: +886-2-8295-0066 Fax: +886-2-2293-0091
宜兰分公司 Yilan Branch	26043 宜兰县宜兰市光复路48号2楼 2F., No.48, Guangfu Rd., Yilan City, Yilan County 26043, Taiwan (R.O.C.) Tel: +886-3-933-4999 Fax: +886-3-933-4589
罗东分公司 Luodong Branch	26548 宜兰县罗东镇中正北路48号1楼 1F., No.48, Zhongzheng N. Rd., Luodong Township, Yilan County 26548, Taiwan (R.O.C.) Tel: +886-3-953-4888 Fax: +886-3-953-4568
新竹分公司 Hsinchu Branch	30043 新竹市东区三民路9号2楼之一 2F.-1, No.9, Sanmin Rd., East Dist., Hsinchu City 30043, Taiwan (R.O.C.) Tel: +886-3-525-5151 Fax: +886-3-528-3824

竹城分公司 Zhucheng Branch	30043 新竹市东区民生路128号3楼 3F., No.128, Minsheng Rd., East Dist., Hsinchu City 30043, Taiwan (R.O.C.) Tel: +886-3-531-9899 Fax: +886-3-531-7499
竹科分公司 Zhuke Branch	30051 新竹市北区中正路158号3楼 3F., No.158, Zhongzheng Rd., North Dist., Hsinchu City 30051, Taiwan (R.O.C.) Tel: +886-3-522-1177 Fax: +886-3-522-1314
科园分公司 Keyuan Branch	30074 新竹市东区光复路一段273号1楼 1F., No.273, Sec. 1, Guangfu Rd., East Dist., Hsinchu City 30074, Taiwan (R.O.C.) Tel: +886-3-668-6599 Fax: +886-3-526-8222
竹北分公司 Zhubei Branch	30242 新竹县竹北市仁义路193号2楼 2F., No.193, Renyi Rd., Zhubei City, Hsinchu County 30242, Taiwan (R.O.C.) Tel: +886-3-555-2233 Fax: +886-3-555-7789
湖口分公司 Hukou Branch	30342 新竹县湖口乡达生路15号2楼 2F., No.15, Dasheng Rd., Hukou Township, Hsinchu County 30342, Taiwan (R.O.C.) Tel: +886-3-590-7766 Fax: +886-3-590-4330
新丰分公司 Xinfeng Branch	30442 新竹县新丰乡建兴路一段106号 No.106, Sec.1, Jianxing Rd., Xinfeng Township, Hsinchu County 30442, Taiwan (R.O.C.) Tel: +886-3-557-5566 Fax: +886-3-557-3400
竹东分公司 Zhudong Branch	31041 新竹县竹东镇朝阳路9号2楼 2F., No.9, Chaoyang Rd., Zhudong Township, Hsinchu County 31041, Taiwan (R.O.C.) Tel: +886-3-595-8588 Fax: +886-3-595-8577
中坜分公司 Zhongli Branch	32070 桃园县中坜市环北路421号1楼 1F., No.421, Huanbei Rd., Zhongli City, Taoyuan County 32070, Taiwan (R.O.C.) Tel: +886-3-433-6989 Fax: +886-3-433-6824
平镇分公司 Pingzhen Branch	32443 桃园县平镇市环南路二段11号4楼 4F., No.11, Sec. 2, Huannan Rd., Pingzhen City, Taoyuan County 32443, Taiwan (R.O.C.) Tel: +886-3-495-3537 Fax: +886-3-494-3977
桃园分公司 Taoyuan Branch	33042 桃园县桃园市民族路79号1楼 1F., No.79, Minzu Rd., Taoyuan City, Taoyuan County 33042, Taiwan (R.O.C.) Tel: +886-3-331-9999 Fax: +886-3-333-7878
桃园成功分公司 Taoyuan-Chenggong Branch	33043 桃园县桃园市成功路一段32号14楼 14F., No.32, Sec. 1, Chenggong Rd., Taoyuan City, Taoyuan County 33043, Taiwan (R.O.C.) Tel: +886-3-333-6622 Fax: +886-3-335-9765

5-4 服务据点 Service Outlets

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长庚分公司 Changgeng Branch	33375 桃园县龟山乡复兴一路227号地下1楼 B1F., No.227, Fuxing 1st Rd., Guishan Township, Taoyuan County 33375, Taiwan (R.O.C.) Tel: +886-3-327-5000 Fax: +886-5-327-0519
八德分公司 Bade Branch	33445 桃园县八德市介寿路二段137号3楼 3F., No.137, Sec. 2, Jieshou Rd., Bade City, Taoyuan County 33445, Taiwan (R.O.C.) Tel: +886-3-377-9688 Fax: +886-3-376-5579
南崁分公司 Nankan Branch	33861 桃园县芦竹乡中正路308号1楼 1F., No.308, Zhongzheng Rd., Luzhu Township, Taoyuan County 33861, Taiwan (R.O.C.) Tel: +886-3-312-9933 Fax: +886-3-312-7700
头份分公司 Toufen Branch	35159 苗栗县头份镇中华路916号4楼 4F., No.916, Zhonghua Rd., Toufen Township, Miaoli County 35159, Taiwan (R.O.C.) Tel: +886-37-591-888 Fax: +886-37-471-371
苗栗分公司 Miaoli Branch	36043 苗栗县苗栗市中正路458号2楼 2F., No.458, Zhongzheng Rd., Miaoli City, Miaoli County 36043, Taiwan (R.O.C.) Tel: +886-37-321-300 Fax: +886-37-336-573
台中分公司 Taichung Branch	40041 台中市中区民族路50号5楼 5F., No.50, Minzu Rd., Central Dist., Taichung City 40041, Taiwan (R.O.C.) Tel: +886-4-2227-8011 Fax: +886-4-2227-8733
中港分公司 Chunggang Branch	40355 台中市西区中正路478号8楼 8F., No.478, Zhongzheng Rd., West Dist., Taichung City 40355, Taiwan (R.O.C.) Tel: +886-4-2201-9588 Fax: +886-4-2206-3809
大雅分公司 Daya Branch	40458 台中市北区大雅路58号6楼 6F., No.58, Daya Rd., North Dist., Taichung City 40458, Taiwan (R.O.C.) Tel: +886-4-2201-9999 Fax: +886-4-2206-3668
文心分公司 Wenxin Branch	40654 台中市北屯区文心路四段875号2楼 2F., No.875, Sec. 4, Wenxin Rd., Beitun Dist., Taichung City 40654, Taiwan (R.O.C.) Tel: +886-4-2246-6168 Fax: +886-4-3703-7777
西屯分公司 Xitun Branch	40751 台中市西屯区华美西街二段311号1楼 1F., No.311, Sec. 2, Huamei W. St., Xitun Dist., Taichung City 40751, Taiwan (R.O.C.) Tel: +886-4-2315-0888 Fax: +886-4-2315-0777

大业分公司 Daye Branch	40848 台中市南屯区大业路179号1楼 1F., No.179, Daye Rd., Nantun Dist., Taichung City 40848, Taiwan (R.O.C.) Tel: +886-4-2321-8877 Fax: +886-4-2310-3691
大里分公司 Dali Branch	41254 台中市大里区中兴路二段127号2楼 2F., No.127, Sec. 2, Zhongxing Rd., Dali Dist., Taichung City 41254, Taiwan (R.O.C.) Tel: +886-4-2486-6988 Fax: +886-4-2483-9552
丰中分公司 Fengzhong Branch	42042 台中市丰原区丰中路13号7楼 7F., No.13, Fengzhong Rd., Fengyuan Dist., Taichung City 42042, Taiwan (R.O.C.) Tel: +886-4-2520-9000 Fax: +886-4-2528-2446
东势分公司 Dongshi Branch	42343 台中市东势区丰势路297号4楼 4F., No.297, Fengshi Rd., Dongshi Dist., Taichung City 42343, Taiwan (R.O.C.) Tel: +886-4-2587-7111 Fax: +886-4-2587-7314
彰化分公司 Changhua Branch	50046 彰化县彰化市和平路57号7楼 7F., No.57, Heping Rd., Changhua City, Changhua County 50046, Taiwan (R.O.C.) Tel: +886-4-724-8800 Fax: +886-4-723-4791
彰化和平分公司 Changhua-Heping Branch	50046 彰化县彰化市和平路57号8楼 8F., No.57, Heping Rd., Changhua City, Changhua County 50046, Taiwan (R.O.C.) Tel: +886-4-727-8827 Fax: +886-4-727-7665
卦山分公司 Guashan Branch	50065 彰化县彰化市中山路二段353号1楼 1F., No.353, Sec. 2, Zhongshan Rd., Changhua City, Changhua County 50065, Taiwan (R.O.C.) Tel: +886-4-726-6565 Fax: +886-4-728-9897
员林分公司 Yuanlin Branch	51052 彰化县员林镇中山路二段100号6楼 6F., No.100, Sec. 2, Zhongshan Rd., Yuanlin Township, Changhua County 51052, Taiwan (R.O.C.) Tel: +886-4-839-9988 Fax: +886-4-839-9958
嘉南分公司 Chianan Branch	60043 嘉义市西区垂杨路620号4楼 4F., No.620, Chuiyang Rd., West Dist., Chiayi City 60043, Taiwan (R.O.C.) Tel: +886-5-227-6879 Fax: +886-5-225-8768
嘉义分公司 Chiayi Branch	60044 嘉义市东区文化路85号5楼 5F., No.85, Wenhua Rd., East Dist., Chiayi City 60044, Taiwan (R.O.C.) Tel: +886-5-227-2700 Fax: +886-5-227-1322
虎尾分公司 Huwei Branch	63245 云林县虎尾镇德兴路16号6楼 6F., No.16, Dexing Rd., Huwei Township, Yunlin County 63245, Taiwan (R.O.C.) Tel: +886-5-633-3581 Fax: +886-5-633-3531

5-4 服务据点 Service Outlets

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斗六分公司 Douliu Branch	64045 云林县斗六市永安路46号3楼 3F., No.46, Yong-an Rd., Douliu City, Yunlin County 64045, Taiwan (R.O.C.) Tel: +886-5-537-6688 Fax: +886-5-533-1899
北门分公司 Beimen Branch	70044 台南市中西区北门路一段101号4楼 4F., No.101, Sec. 1, Beimen Rd., West Central Dist., Tainan City 70044, Taiwan (R.O.C.) Tel: +886-6-222-8777 Fax: +886-6-222-8555
永华分公司 Yonghua Branch	70056 台南市中西区永华路一段32号3楼 3F., No.32, Sec. 1, Yonghua Rd., West Central Dist., Tainan City 70056, Taiwan (R.O.C.) Tel: +886-6-220-5570 Fax: +886-6-221-7056
台南分公司 Tainan Branch	70151 台南市东区林森路一段395号3楼 3F., No.395, Sec. 1, Linsen Rd., East Dist., Tainan City 70151, Taiwan (R.O.C.) Tel: +886-6-234-7622 Fax: +886-6-234-5144
南台分公司 Nantai Branch	70155 台南市东区中华东路二段201号1楼 1F., No.201, Sec. 2, Jhonghua E. Rd., East Dist, Tainan City 70155, Taiwan (R.O.C.) Tel: +886-6-269-8899 Fax: +886-6-269-9933
府城分公司 Fucheng Branch	70443 台南市北区成功路294号3号 3F., No.294, Chenggong Rd., North Dist., Tainan City 70443, Taiwan (R.O.C.) Tel: +886-6-220-3458 Fax: +886-6-225-1447
永康分公司 Yongkang Branch	71088 台南市永康区中山南路1042号1楼 1F., No.1042, Zhongshan S. Rd., Yongkang Dist., Tainan City 71088, Taiwan (R.O.C.) Tel: +886-6-203-8899 Fax: +886-6-203-2144
七贤分公司 Qixian Branch	80053 高雄市新兴区七贤一路249号3楼 3F., No.249, Qixian 1st Rd., Xinxing Dist., Kaohsiung City 80053, Taiwan (R.O.C.) Tel: +886-7-236-2700 Fax: +886-7-222-1002
三多分公司 Sanduo Branch	80245 高雄市苓雅区中华四路47号3楼 3F., No.47, Zhonghua 4th Rd., Lingya Dist., Kaohsiung City 80245, Taiwan (R.O.C.) Tel: +886-7-338-3288 Fax: +886-7-332-1243
高雄分公司 Kaohsiung Branch	80271 高雄市苓雅区中正二路74号4楼 4F., No.74, Zhongzheng 2nd Rd., Lingya Dist., Kaohsiung City 80271, Taiwan (R.O.C.) Tel: +886-7-222-3211 Fax: +886-7-222-3167
北高雄分公司 North Kaohsiung Branch	80453 高雄市鼓山区明华路315号1楼 1F., No.315, Minghua Rd., Gushan Dist., Kaohsiung City 80453, Taiwan (R.O.C.) Tel: +886-7-555-5679 Fax: +886-7-555-7578

一心分公司 Yixin Branch	80652 高雄市前镇区一心二路21号3楼 3F., No.21, Yixin 2nd Rd., Qianzhen Dist., Kaohsiung City 80652, Taiwan (R.O.C.) Tel: +886-7-336-1111 Fax: +886-7-336-1906
前镇分公司 Qianzhen Branch	80655 高雄市前镇区一心二路128号3楼之一 3F.-1, No.128, Yixin 2nd Rd., Qianzhen Dist., Kaohsiung City 80655, Taiwan (R.O.C.) Tel: +886-7-336-6555 Fax: +886-7-336-5498
三民分公司 Sanmin Branch	80745 高雄市三民区九如二路366号3楼 3F., No.366, Jiuru 2nd Rd., Sanmin Dist., Kaohsiung City 80745, Taiwan (R.O.C.) Tel: +886-7-321-6000 Fax: +886-7-323-1122
建工分公司 Jiangong Branch	80778 高雄市三民区建工路445号1楼 1F., No.445, Jiangong Rd., Sanmin Dist., Kaohsiung City 80778, Taiwan (R.O.C.) Tel: +886-7-395-3534 Fax: +886-7-395-2990
冈山分公司 Gangshan Branch	82041 高雄市冈山区公园东路47号 No.47, Gongyuan E. Rd., Gangshan Dist., Kaohsiung City 82041, Taiwan (R.O.C.) Tel: +886-7-623-3600 Fax: +886-7-622-6933
凤山分公司 Fengshan Branch	83057 高雄市凤山区维新路128号1楼 1F., No.128, Weixin Rd., Fengshan Dist., Kaohsiung City 83057, Taiwan (R.O.C.) Tel: +886-7-719-8899 Fax: +886-7-719-6969
屏东分公司 Pingtung Branch	90010 屏东县屏东市自由路188号3楼 3F., No. 188, Ziyou Rd., Pingtung City, Pingtung County 90010, Taiwan (R.O.C.) Tel: +886-8-765-7000 Fax: +886-8-734-8065
内埔分公司 Neipu Branch	91249 屏东县内埔乡东宁村平昌街5号1楼 1F., No.5, Pingchang St., Dongning Vil., Neipu Township, Pingtung County 91249, Taiwan (R.O.C.) Tel: +886-8-769-0888 Fax: +886-8-769-0900
东港分公司 Donggang Branch	92847 屏东县东港镇中山路2号 No.2, Zhongshan Rd., Donggang Township, Pingtung County 92847, Taiwan (R.O.C.) Tel: +886-8-833-6565 Fax: +886-8-833-0065
北台东分公司 North Taitung Branch	95043 台东县台东市中山路248号1楼 1F., No.248, Zhongshan Rd., Taitung City, Taitung County 95043, Taiwan (R.O.C.) Tel: +886-89-345-000 Fax: +886-89-352-000
台东分公司 Taitung Branch	95044 台东县台东市大同路183号1楼 1F., No.183, Datong Rd., Taitung City, Taitung County 95044, Taiwan (R.O.C.) Tel: +886-89-353-345 Fax: +886-89-350-600

5-4 服务据点 Service Outlets

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