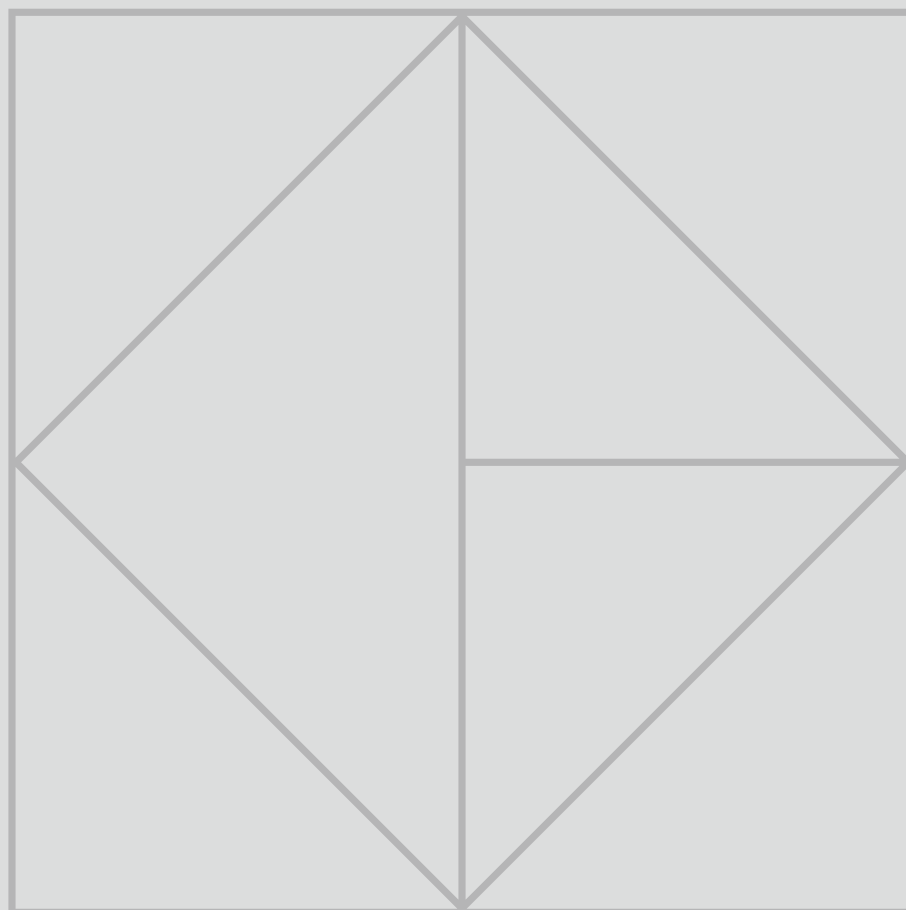


2012



中華開發金控
CHINA DEVELOPMENT FINANCIAL



Partnership for Success

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經營者的話



■ 董事長 陳木在 Chairman Mu-Tsai Chen ■ 總經理 楊文鈞 President & CEO Paul Yang

中華開發自1959年成立以來，一直配合政府經建政策，積極扮演前瞻性與開創性之角色，針對各階段政府所主導的策略性產業，主動提供投資與融資服務，對促進國家繁榮與產業發展有著深厚之貢獻。在歷經轉型為金控、並納入子公司後，本公司現已擁有直接投資、企業金融、金融市場、證券等全方位的整合性金融服務。與國內其他以消費金融或保險業務為主的金控相比，本公司誠然具有相當之獨特性。

本公司營運向來與金融市場表現連動性較高，為降低獲利波動，平衡收益來源，近年來已積極導入「擴展中國大陸業務、增加經常性收入、風險控管及資產活化、擴大營運規模及導入新產品」等五大業務發展策略，以擴大發揮既有產業金融之利基，藉由經營策略的調整及團隊的努力，初步已見轉型成效。2012年度稅後淨利為新臺幣50.25億元，較2011年成長209%，每股稅後盈餘為0.39元，總資產報酬率 (ROA) 及股東權益報酬率 (ROE) 則分別是3.35% 與3.71%。

在各項業務之發展方面，直接投資事業群之股權基金募集業務已正式開跑，首檔以臺灣文創產業為元素之文創價值基金，業已募足新臺幣15億元並展開投資；以大陸華南地區產業為主要標的之華創福建基金，業已獲得兩岸主管機關核准設立，基金規模預定為人民幣20億元，目前正積極辦理設立登記手續中，預期於2013年完成首輪10億元籌集事宜。

企業金融事業群之業務於2012年表現亮眼。除克服工業銀行存款收受對象限制而將存放比提高至100%以上外，更積極發展槓桿收購融資服務；至於融資租賃業務方面，2012年4月甫於大陸昆山設立之中華開發國際租賃公司，業已建構兩岸企業客戶創新之融資服務平臺，並已快速顯現耀眼之營運成果。

金融市場事業群則致力於強化資產配置、建立獲取合理報酬的交易部位；協助整合各事業群之業務優勢，研發多樣化金融交易商品並建置支援 TMU 業務之交易團隊；並規劃以中長期投資部位推出借券業務，提高手續費收入。

證券事業群部分，為擴大營運規模，本公司不斷尋求子公司大華證券與國內中大型證券商合併之機會，期藉由擴充營業據點及整合資源，迅速強化證券業務競爭力，俾完善本公司於亞洲地區主要資本市場之業務佈局。2012年6月本公司透過公開收購方式取得凱基證券81.73%的股權，並已於2013年1月份完成剩餘股份轉換，凱基證券已成為本公司100%之子公司。證券事業群於合併後，將擁有遍布臺灣各地超過百家之營業據點，經紀業務市佔率將超過9.2%；投資銀行業務可望躍居國內券商之首，業務佈局也將延伸至香港、泰國及新加坡等地，成為臺灣國際化程度最為完整的證券公司。

此外，儘管2012年經營環境嚴峻，中華信用評等公司於2012年11月公佈本公司之長、短期評等為「twA+」與「twA-1」，評等展望維持為「穩定」。該評等亦肯定本公司強健的資本水準、良好的流動性與財務結構，在臺灣私募股權與創業投資市場之領導地位，以及擴大證券版圖所展現之具體行動。

展望2013年，歐美債信問題和緩，美國經濟與消費力道已稍回升，帶動美股突破波段新高，顯示全球經濟及金融環境正逐步回穩；而國內證券業因為兩岸進一步的業務開放及合資券商許可設立，將帶來更加寬廣的成長機會。直接投資業務方面，將持續發展資產管理業務，除規劃在臺灣地區籌集生醫創業投資基金外，也會在大陸華東、華北區域及亞洲地區分別籌集私募股權投資基金，增加管理收益及擴大營運規模。企業金融業務方面為連結兩岸三地租賃融資平臺，已規劃增設上海、北京及福州分公司，並將持續擴大亞太區槓桿收購融資服務。金融市場業務方面，將進一步充實兩岸三地交易團隊，動態調整全球交易策略，開發新種人民幣金融商品，追求穩定報酬。證券業務方面，凱基證券已於2013年6月與大華證券完成合併，本公司證券業務整體戰力將再向上提升，成為穩定性收入的重要來源，也積極規劃投資大陸地區合資全照證券商，開拓兩岸三地資本市場業務，並透過集團資源的整合，強化海內外區域優勢。

本公司全體同仁將努力貫徹公司的策略目標，並以專業、差異化服務來贏得客戶的信賴，以更積極、熱忱的態度堅守崗位，期以在此高度競爭之環境中，持續開創業務新局、再創佳績，並朝「全球華人最具特色及領導性的金融集團」願景向前邁進。

董事長 陳木在

總經理 楊文鈞

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

偉大的建築始於堅實的基柱，正如開發金控五十多年來不斷地以豐富的資源撐持臺灣各產業的發展。

當客戶持續地往上追求突破與成長時，開發金控也同步地向上築升，為客戶提供最佳的支持與助力！

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.

關於我們

About Us

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金控子公司架構圖 Organization Chart



2-1 中華開發金控簡介

中華開發金控是臺灣唯一以產業金融為主的金融控股公司，係於2001年由子公司中華開發工銀以股份轉換方式成立，旗下主要子公司為中華開發工業銀行和凱基證券，長期在臺灣創投市場及投資銀行業務居領導地位。

目前，中華開發金控擁有直接投資、企業金融、固定收益、權益證券、證券等全方位的整合性金融服務，其中尤以直接投資業務穩居臺灣市場龍頭，擁有30%的市場佔有率，與其他以消費金融或保險業務為主的金控相比，具有相當之獨特性。

半個世紀以來，中華開發金控不僅建構綿密的產業網絡，亦在臺灣整體產業發展過程中扮演重要的推手，除了擁有深耕50餘年的產業投資經驗外，所投資的客戶多已成功將營運觸角以臺灣為核心，逐步擴展至大中華地區，進而延伸至全球各大主要市場。展望未來，除了秉持「根植本土、臺灣第一」的理念外，將更積極佈建大中華網絡，以邁向國際一流金融機構為目標。

截至2012年底，淨值為新臺幣1,658億元，合併資產總額為新臺幣4,891億元。

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 中華開發工業銀行

子公司中華開發工銀的前身為中華開發信託股份有限公司，為臺灣第一家民營的開發性金融機構。1959年成立時係由行政院經濟安定委員會與世界銀行合作推動，結合民間力量所共同創立，並於1999年改制為工業銀行。成立50餘年來，一直以「直接投資」與「企業融資」為主要業務，海內外投資及服務之客戶涵蓋百餘種產業，在臺灣創投市場佔有舉足輕重的角色。

中華開發工銀長期配合政府經建政策，走在臺灣經濟發展的前端，不僅對促進國家經濟與產業發展有相當助益，也在臺灣的投資銀行中扮演著前瞻與開創性之角色。觀察本行投資與授信組合的變化，即可充分了解臺灣產業結構的升級過程，由60及70年代對傳統紡織與石化業的融資；到80及90年代積極轉向電子資訊業與半導體等高科技產業之投資；2000年起則積極參與光電業、替代能源、醫療保健與民生消費產業，投資歷程儼然是一部臺灣產業經濟發展史。

截至2012年底，淨值為新臺幣1,128億元，合併資產總額達新臺幣3,041億元。

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 凱基證券

中華開發金控於2012年中透過公開收購，取得凱基證券逾81%的股權，再於2013年1月18日完成股份轉換，使凱基證券成為開發金控100%子公司，中華開發金控旗下兩家證券子公司凱基證券與大華證券已於2013年6月份正式合併，合併後以凱基證券為存續公司。中華開發金控在完成併購後，整合凱基證券及大華證券既有之優勢，除了承銷業務市佔率穩居市場第一，另外在自營、債券、權證、新金融商品以及財富管理等各項業務上，也能更加強化競爭優勢以發揮綜效、鞏固市場地位，並增加穩定性收益業務之規模。

凱基證券與大華證券皆成立於1988年，且皆為國內證券市場業務之佼佼者，合併後的凱基證券全省將擴增至逾百個營業據點，可充分發揮通路的規模效益，並將積極整合大華證券既有業務優勢，在證券承銷、債券業務等與投資銀行相關之業務，均可居國內券商之首位，其他如證券經紀市佔率將超過9.2%，融資融券及權證等業務，也都成為國內前二名之領導券商。

凱基證券於1997年亞洲金融風暴時展開國際化腳步，為國內同業中最早開始國際化經營且佈局最完整的券商。時至今日，經營版圖已拓展到香港、泰國及新加坡等市場，海外獲利貢獻度表現領先同業，已成功站穩區域型證券商之領導地位。

未來，凱基證券將可大幅強化中華開發金控在證券業務的競爭優勢，並為中華開發金控大幅提升海外品牌知名度。凱基證券也將結合開發工銀在大中華地區與產業的緊密關係，在創業投資、私募股權投資的領導地位，並運用中華開發金控強大的財務資源，持續強化凱基證券於經紀、債券、投資銀行及新金融商品等業務的發展。在兩岸證券業法令鬆綁後，將可望掌握大中華地區的業務與投資機會，成為大中華地區具特色的全方位證券公司與投資銀行。

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.



站上頂峰 · 成就殊榮

Standing at the Top

開發金控的榮耀，來自於客戶的成就。
數十年來，無數的企業與個人在開發金控專業的金融服務下，成就了事業的巔峰，也造就了許多的臺灣奇蹟。
我們相信，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.

專業服務

Our Expertise

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1960's	紡織業 Textile 遠東紡織 Far Eastern Textile、中纖 CMFC 1959年，由臺灣政府與世界銀行共同創立。 1959: Establishment of China Development Corporation by Taiwan government and the World Bank
1970's	石化業 Petrochemicals 國喬石化 Grand Pacific Petrochemical Corporation 中國合成橡膠 China Synthetic Rubber
1980's	電子資訊 Electronics & IT 宏碁 Acer、仁寶 Compal、聯華電子 UMC
1990's	半導體及通訊 Semiconductor & Communications 台積電 TSMC、華碩電腦 ASUS、友達光電 AU Optronics、遠傳 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	光電及節能 Optoelectronics & Alternative Energy 晶元光電 Epistar、昇陽光電 Solartech Energy、新日光能源 Neo Solar Power Corporation 2001-02年，結合中華開發工業銀行與大華證券，設立中華開發金融控股公司 2001-02: Formation of FHC by combining CDIB and Grand Cathay Securities
2010's	醫療保健與民生消費 Medical, Healthcare & Consumer Goods 安成藥業 TWi Pharmaceuticals, Inc.、雄獅旅遊 Lion Travel 智擎生技 ParmaEngine、鮮綠園 Grandness Industry Groups 尚凡資訊 SunFun Info Co., Ltd.、盛弘醫藥 ShareHope Medicine Co., Ltd. 佳醫集團 Excelsior Healthcare Group、華研國際 HIM Inc. 2011年，從投資自有資金業務轉型成為資產管理營運模式 2011: Transform from principal investor into PE/VC asset manager 2012年，併購凱基證券，並於大陸設立創投管理公司及租賃公司 2012: Merged KGI Securities; established venture management and leasing companies in China

3-1 直接投資事業群 · 直接投資業務

自設立之始，直接投資事業一直是中華開發工銀的核心業務，長達50餘年的發展過程中，始終秉持著「以金融事業影響力，協助新產業之建立與發展，帶動產業升級」的理念協助臺灣產業發展，從早期的紡織業、石化業、製造業，到近期的電子、生技、民生消費、能源產業，均有中華開發工銀的投資軌跡，在臺灣整體產業發展過程中，中華開發工銀不僅扮演重要的推手，亦建構一多元化且具獲利潛力的投資組合。

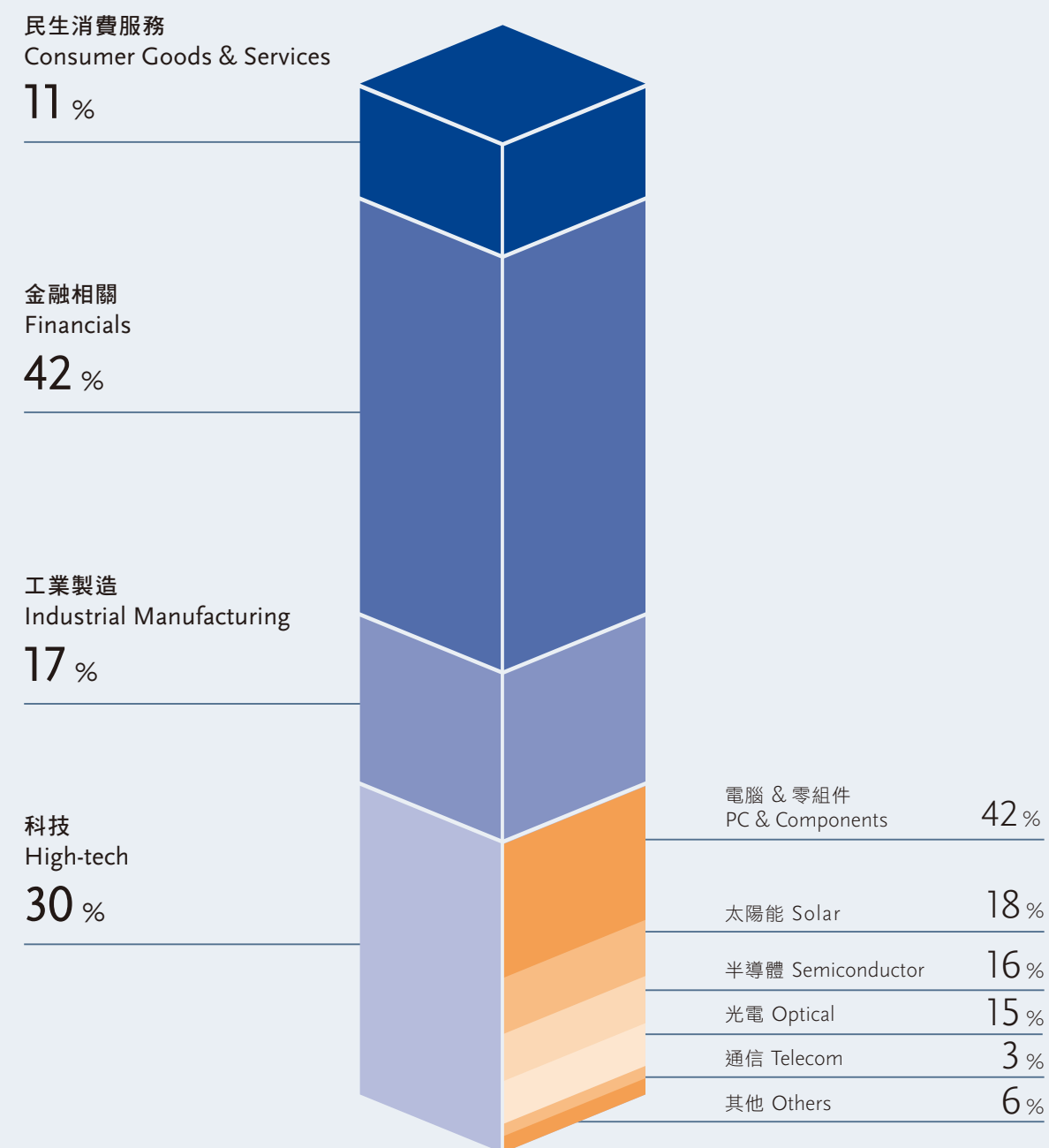
長達50餘年豐富的投資經驗，累計投資的企業已逾千家，不僅為中華開發工銀最大的資產，亦為拓展投資業務最佳的利器。中華開發工銀善用產業鏈的投資策略，進行上下游垂直產業價值鏈延伸佈局，不僅衍生無數的投資機會，亦成功建立最具規模與績效的投資組合。截至2012年底，中華開發工銀及其子公司所擁有的投資組合逾300家公司，管理資產逾新臺幣700億元。

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.

中華開發工銀直接投資之投資餘額產業分佈情形
CDIB's Principal Investment Portfolio Mix by Industry



3-1 直接投資事業群 ·
積極發展籌集與管理股權投資基金業務

為符合發展區域業務、增加穩定之管理費收入及擴大投資業務之資金來源等策略需求，中華開發工銀將透過旗下各子公司與各地區經營有成的知名企業合作，籌集股權投資基金，將資金來源逐步由自有資金轉換為外籌基金型態，以擴大投資業務的經濟規模。同時，導入國際基金管理概念，積極發展基金管理業務、收取穩定之管理費收入，以擴大獲利來源之廣度、進而達到平衡收益之綜效。

為順應投資區域及產業的不同，現已規劃籌集多檔「大中華股權投資基金」、「產業股權投資基金」及「亞洲股權投資基金」。

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 直接投資事業群 · 積極發展籌集與管理股權投資基金業務

大中華股權投資基金

鑒於兩岸經貿發展趨勢，中華開發工銀已於大陸上海設立子公司「中華開發股權投資管理有限公司」作為發展基金管理業務之大陸總部，透過該子公司結合大陸地區龍頭企業及專業投資機構於大陸各大主要經濟圈籌設「人民幣股權投資基金」，鎖定臺商企業及各經濟圈具發展潛力的產業進行投資，冀以臺灣企業的研發能力，結合大陸龐大的內需市場，發揮兩岸三地之產業與市場優勢，創造最大之投資利益。目前已與大陸華南地區、華東地區及華北地區之重量級企業簽訂合作備忘錄，並積極進行籌組基金計劃。

■ 華創福建基金 (名稱暫定)

華創福建基金為中華開發工銀與大陸主要投資人福建省電子信息集團有限責任公司共同合資設立，基金規模為人民幣20億元，鎖定福建、廣東、江西與浙江省等四省之資訊產業、光電產業、綠能低碳產業、民生工業四大領域。

■ 華創昆山基金 (名稱暫定)

為掌握大陸華東地區之投資商機，係由中華開發工銀與江蘇高科技投資集團有限公司於江蘇省昆山市合資設立，基金規模為人民幣20億元，以大陸地區華東各省份做為主要投資區域，投資策略將涵蓋華東地區之特色產業、環保節能及新材料高端設備等產業，且以主要營運據點位於大陸之企業作為投資對象。

■ 華創天津基金 (名稱暫定)

基金規模人民幣20億元，投資標的首重大陸大華北地區之醫療健康與消費服務相關產業，並選定能充分結合臺灣資源與大陸市場之企業為投資標的。

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 直接投資事業群 · 積極發展籌集與管理股權投資基金業務

產業股權投資基金

因應產業的發展趨勢及本身具有之產業網絡優勢，中華開發工銀規劃針對具有發展潛力之特定產業籌設產業股權投資基金。未來，中華開發工銀將一本初衷，持續關注臺灣產業發展趨勢，籌設其他具發展潛力之產業基金。

■ 開發文創價值基金

基於近年來臺灣的電影、音樂在華文市場發光，為扶植臺灣文創產業軟實力，已於2013年1月30日完成籌設「開發文創價值基金」，基金規模為新臺幣15億元，投資策略聚焦臺灣品牌、數位內容、飲食文化、創意觀光及影視媒體等五大文創主題，冀以運用臺灣文創價值結合大中華龐大市場，打造文創市場的新版圖。

■ 生醫創投基金 (名稱暫定)

有鑑於臺灣生醫產業在人才、技術、生產管理優勢與政府政策——生技鑽石起飛行動方案、生技新藥產業發展條例、藥事法擴大新藥申請適用範圍等內、外在環境的支持下，中華開發工銀已著手規劃籌集「生醫創投基金」，基金規模為新臺幣15億元，投資策略首重醫藥、生醫器材、服務、通路與健康相關產業，鎖定創新、區域整合與中國大陸內需成長商機相關之領域，邀請產業領導廠商擔任策略股東，與產業夥伴建立長期且深度的互動關係，透過直接投資、企業融資、資本市場的一條龍服務方式，建立一個全面性的策略聯盟整合平臺。

亞洲股權投資基金

「中華開發資本國際股份有限公司」已進入其設立三階段目的「投資外籌基金」、「參與共同投資」、「管理自籌基金」的第三階段。隨著亞洲經濟體的快速崛起，將憑藉其國際投資網絡，結合全球潛在投資人籌設「亞洲股權投資基金」，於大中華、印度、日本、韓國、澳洲、紐西蘭、印尼…等亞洲主要國家尋找優質投資標的，以期成為投資亞洲的重要橋樑，樹立投資亞洲的標竿地位。

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.

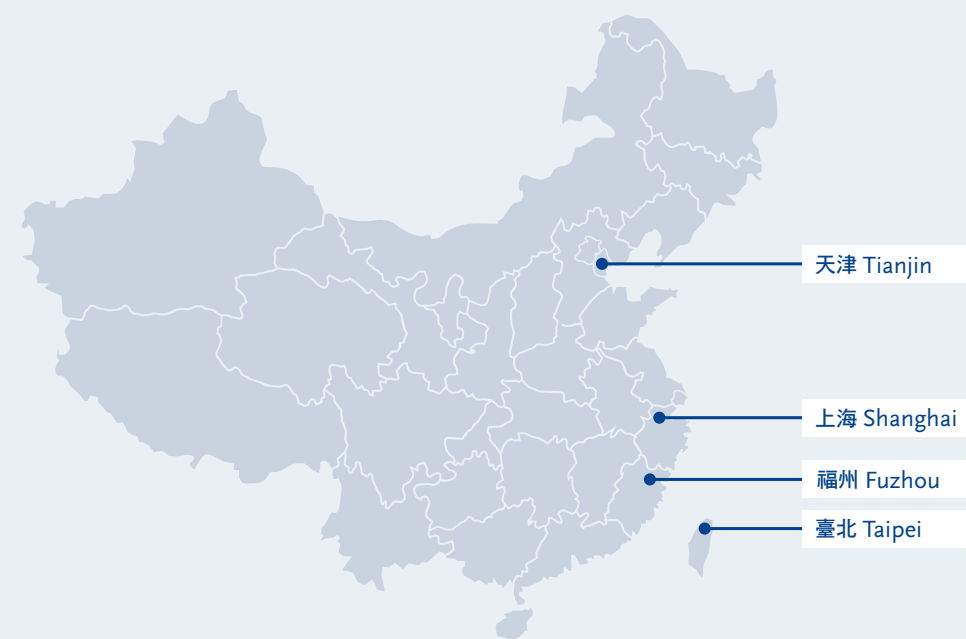
Given the recent popularity of Taiwanese movies and music in Mandarin-speaking markets, CDIB established the CDIB CME Fund, Ltd. on January 30, 2013 with a total of NT\$1.5 billion in assets to further bolster the soft power of Taiwan's creative industries. The fund's strategy is to invest in Taiwanese 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

華創天津基金 CPEC Huachuang Private Equity (Tianjin) Co. Ltd. (名稱暫定 provisional name)

計畫與一中國大陸國企或民營企業合作成立一檔人民幣私募股權投資基金。

2012年5月與國開金融簽署戰略合作意向書，落實直接投資業務發展策略。

2013年6月與G&S Advisors Limited簽署合作備忘錄，計畫共同發起設立股權投資基金，規劃該股權投資基金之總規模為人民幣20億元。

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

華創昆山基金 CPEC Huachuang Private Equity (Kunshan) Co. Ltd. (名稱暫定 provisional name)

2012年2月與上海陸家嘴金融發展有限責任公司簽署合作備忘錄，將合作成立一檔人民幣20億元的私募股權投資基金。

2012年5月與昆山市創業控股有限公司簽署合作備忘錄，合作建構產業金融服務平臺，第一步計畫成立人民幣20億元股權投資基金。

2012年11月與江蘇高科技投資集團有限公司簽署合作備忘錄，計畫共同發起設立股權投資基金，規劃該股權投資基金之總規模為人民幣20億元。

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

華創福建基金 CPEC Huachuang Private Equity (Fujian) Co. Ltd. (名稱暫定 provisional name)

2011年9月與福建省電子信息集團簽署合作備忘錄，合作成立華創(福建)股權投資基金，基金規模人民幣20億元。該基金預計2013年第三季完成首輪關帳，資金人民幣10億元全數到位。

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.

臺北 Taipei

臺灣最大的專業投資機構，產業網路綿密，截至2012年12月31日投資組家數逾300家。

持續發揮領頭羊之競爭優勢，深耕佈局行動通訊、綠能經濟、精密零組件、民生消費等高成長市場，建立臺灣最具規模與績效的投資組合。

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.

開發文創價值基金 CDIB CME Fund, Ltd.

因看好臺灣多元的文化軟實力在大中華市場已具競爭優勢，中華開發工銀已完成對外籌集新臺幣15億元(約人民幣3億元)之「開發文創價值基金」，未來將聚焦臺灣品牌、數位內容、飲食文化、創意觀光及影視媒體等五大文創主題進行投資。

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.

生醫創投基金 Healthcare Private Equity Fund (名稱暫定 provisional name)

鑑於臺灣生醫產業在人才、技術、生產管理優勢與臺灣六大新興產業政策支持等所衍生之生物醫藥市場商機，中華開發工銀將善用兩岸生醫產業鏈合作契機，結合臺灣卓越研發與產品及大陸之市場規模，對外募集新臺幣15億元(約人民幣3億元)之「生醫創投基金」，鎖定創新、區域整合與大陸內需成長商機之醫藥、生醫器材、服務、通路與健康相關產業。

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 基金投資業務

中華開發工銀除積極進行直接投資業務外，子公司「中華開發資本國際股份有限公司」藉由投資外籌基金 (Third-Party Fund) 與全球頂尖的私募股權基金合作，參與共同投資 (Co-Investment)，善用其在地的資訊及專擅領域，逐步打入歐美地區主流市場。

截至2012年底，「中華開發資本國際股份有限公司」已於全球投資33支優質的股權投資基金，合作夥伴遍及亞洲、美國及歐洲等地區，已與 Carlyle、Goldman Sachs、KKR 和 Thomas H. Lee 等全球最具專業與知名的投資機構建立策略聯盟關係，不僅讓中華開發工銀掌握更多跨國且質優的投資機會，亦有助於中華開發工銀全球投資業務的佈局。

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.

Global 全球

- ♣ Blackstone
- ♣ Goldman Sachs
- Apax
- First Reserve
- KKR
- Silver Lake
- ◆ Sun Capital

North America 美國

- ♣ CIVC
- ♣ Oak Hill
- ♣ Riverwood
- Adams Street
- Clayton, Dubilier & Rice
- New Mountain
- Thomas H. Lee
- ACUSHNET
- Ceridian
- Clear Channel
- Facebook
- Sleepy's
- Smith Cooper
- ◆ Platinum
- ★ Industry Ventures
- ★ TENAYA

- ♣ Balanced
- Buyouts
- Direct-Investments
- ▲ Growth Equity
- ◆ Turnarounds/ Distressed
- ★ Venture Capital



Western Europe 西歐

- Doughty Hanson & Co.
- PAI
- Terra Firma
- ◆ OAKTREE

Mainland China 中國

- CBA
- Touch Media

Korea 韓國

- B&M
- MCM



Other Asia 其他亞洲

- Carlyle
- KBro
- ▲ AIF

India 印度

- IndoStar
- Tikona
- ▲ CX
- ▲ Everstone
- ▲ Samara

Australia 澳洲

- Pacific Equity
- Coates Hires



3-2 企業金融事業群 · 專注企金業務 發展協銷綜效

中華開發金控之企業金融業務，在既有穩定客戶群與多元化產品服務的基礎上，提供客戶資產負債表上所有產品之服務，舉凡放款、存款、金融操作、長短投、財務顧問以及上市籌資顧問等服務。除了提高客戶服務之廣度及深度外，更積極擴大服務客戶群，擴充業務收入來源，加深金融機構往來平臺，服務之觸角伸展至公營事業。近年來，已成功地建置了企業金融業務多元化產品線的營運平臺，不但已延伸服務至企業收購融資、企業債務重組融資等業務，更進一步協助客戶財務規劃，提供客戶兩岸租賃融資平臺，延伸客戶的融資產品至大中華區域，以擴大服務的涵蓋面。

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 企業金融事業群 · 客戶型導向組織

中華開發金控組織為以客戶導向型組織，以提升整體行銷戰力，進而達成強化經營成效之目的。客戶經理負責客戶開發、關係維護及擔當全行產品之行銷與服務窗口，並採產業分工概念，劃分客戶組織，以收專業分工之效。產品經理負責產品研發、定價及承作條件之擬定等，配合客戶單位開發業務之機會，適時提供客戶所需之金融產品。中華開發金控所有客戶都須在客戶經理 (Relationship Manager) 與產品經理 (Product Manager) 共合經營的體制下，搭配提供多元產品協銷之服務，從授信、外匯、避險、現金管理及貿易融資等業務，更進一步走向資本市場相關之投資、收購融資、財顧、信託、可轉換公司債或普通公司債承銷、聯貸、租賃與證券化業務。中華開發金控將透過產品經理與客戶經理的通力合作及兩岸三地融資平臺，提供客戶全方位解決方案 (Total Solution) 的服務。

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 企業金融事業群 · 專案融資之競爭優勢

自1992年迄今，中華開發工銀不僅每年在臺灣地區專案融資業務皆名列前茅，在各項專案上，如發電廠、工業區開發、廠房及機器設備擴建、併購等資本重組，再配合投資、租賃、信託、聯貸等業務，都具長期且深入之專業經驗及資源優勢。相較於其他銀行，中華開發在專案融資方面具有：

1. 專案融資個案經驗豐富，可避免產生流動性風險。
2. 量身訂做，活化資產。
3. 中華開發信評優良且淨值龐大等三大優勢。

發揮既有優勢，與商業銀行進行差異化競爭，積極跨入國際市場領域。

企業金融目前擁有超過700家以上的大型及集團客戶，未來仍將持續針對市場的變化以及客戶需求，就亞太區客戶在跨國併購、槓桿收購、成長資本等特殊狀況下的融資需求，提供量身訂做的專業諮詢與解決方案；以客戶完整 (Total Solution) 之財務解決方案為目標，提供客戶最佳的全方位金融產品與服務，扮演企業交易諮詢顧問，提升非資產性收入的比重，並秉持工業銀行之專業與經驗，發揮既有優勢，除企業資本資出及一般大額之營運週轉金所需之聯合貸款外，為臺灣地區專案融資業務提供財務資源與服務，對專案融資具有長期且深入的專業經驗及資源優勢，與商業銀行進行差異化競爭，積極跨入國際市場領域。

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 企業金融事業群 · 發展大中華臺商網絡

在大中華前百大臺商企業中，超過七成是中華開發工銀有股權投資關係之客戶，這些公司多屬績效卓越的電子、工業、醫療、民生及傳統製造產業之領導企業，其母公司在臺灣，也都是中華開發長期提供投資或銀行融資服務的企業夥伴。隨著合作夥伴國際化及西進的腳步，中華開發將加速佈建大中華區的服務網絡，為企業提供資金解決方案。

除既有投資及銀行融資平臺外，建立兩岸融資租賃新領域，在大陸地區租賃平臺，提供全國性供應商融資與合格資產融資，精挑具有穩定现金流之設備供應商及中小企業為融資對象，同時在銷售據點配置臺商服務之客戶經理，深耕臺商客戶融資需求，以綜合授信、兩岸控管、增強服務並減少風險。

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

涵蓋證券市場、貨幣市場、外匯市場、債券市場、信用市場、商品市場及其他金融市場相關產品暨其衍生性產品之交易。

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

業務行銷
Marketing

提供國內外企業法人、機構及金融同業對貨幣、外匯、利率及商品市場現貨及衍生性金融產品交易之服務。

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 金融市場事業群 · 固定收益業務

完整便利的全球交易服務

金融市場的固定收益業務，掌理固定收益證券及利率、外匯、信用、商品等金融市場相關衍生性產品之交易與業務行銷。交易標的涵蓋全球，包括亞洲地區、11大工業國家及新興市場國家。

中華開發固定收益交易團隊提供之交易服務涵括亞洲、歐洲以及美洲等三個時區之交易。

同時，為能增進客戶交易服務之效率及價格競爭力，中華開發工業銀行特別架設了能與全球市場主要參與者直接交易之數個電子交易平臺，包括「外匯交易平臺」、「利率 / 債券交易平臺」以及「衍生性產品交易平臺」，使客戶每筆交易都能享有最好的價格服務。中華開發亦採用最先進之風控系統，並自律控管，以在新巴塞爾規範下，為股東創造優質之收益。

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 金融市場事業群 · 權益證券業務

多元化投資標的與交易策略

目前權益證券業務之主要項目包括國內上市櫃公司股票、可轉債 / 海外可轉債交易及其選擇權操作、指數期貨 / 選擇權及股票期貨、國外公開上市及上櫃公司發行之權益證券等金融商品之交易業務。

不僅從事上市櫃股票短期投資，亦著重於穩定績效，增加股票及可轉債多空交易策略，並靈活運用股價指數期貨、股票期貨、借券等避險工具以分散風險。

此外，為進一步強化獲利基礎，同步擴展高現金股息收益性股票之投資業務，以拓展權益證券相關業務之獲利來源。

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 金融市場事業群 · 國際知名交易商網絡

透過一直以來的密切合作，中華開發工業銀行不僅是國內銀行相關產品之主要交易商，也與國際主要銀行成為良好之交易夥伴，包括 Barclays、J.P. Morgan、Deutsche Bank、BNP、Bank of America 及 Credit Agricole SA 等。藉由與國際銀行之交易，掌握各項新金融商品之發展趨勢，並借重財務工程人員之努力，以提供國內企業法人及金融同業更符合需求及更具價格競爭力之產品。

展望未來，中華開發將更積極與全世界頂尖投資金融機構建立策略結盟關係，擴大產品線和獲利來源，達到更多元化發展的目標。在投資績效上，則將秉持嚴格風險限額控管，持續運用整體投資交易策略，將絕對報酬作為金融市場業務績效之評估標準，並追求穩健操作之最終原則。

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 證券事業群

中華開發金控證券事業群係以凱基證券為主軸，凱基證券產品線完整，涵蓋經紀、自營、承銷、債券及各類衍生性商品，各項業務皆居市場領先地位，並整合旗下的轉投資事業——凱基期貨、凱基投信、凱基投顧以及凱基保經等公司，以提供客戶期貨交易、共同基金、保險商品及資產管理等多元理財服務。除臺灣外，凱基證券在香港、泰國及新加坡皆有據點，為臺灣同業中少數成功跨多國經營的證券商。

2012年凱基證券及其合併之大華證券於國內經紀業務市佔率居同業第二，外資法人經紀業務亦領先所有國內同業。在投資銀行業務方面，主辦承銷金額排名第二，主辦承銷案件數排名第一，居同業翹楚。各項固定收益業務（包含債券買賣斷、承銷、資產交換與債券選擇權）及權證相關業務（包含權證與股權結構型商品）皆居同業前二名；自營操作績效（以同業可比基礎）排名同業第一；財富管理信託資產規模亦居同業第二。

凱基證券充分發揮本身區域平臺的產品經驗、綿密完整的服務通路以及人力資源整合優勢，依據客戶所處產業趨勢及營運需求，量身設計最適的金融商品，並積極佈局大中華地區全方位服務網絡。由於國內外客戶的肯定以及優異的經營績效，凱基證券及其合併之大華證券歷年屢獲獎，除獲頒「臺灣20大國際品牌」，為歷屆首家獲得國際品牌肯定之金融業。此外，還多次榮獲國際專業金融媒體，如亞元雜誌 (Asiamoney)、亞洲財務雜誌 (Finance Asia) 以及財資雜誌 (The Asset) 等，評選為最佳債券商及最佳本地投資銀行等殊榮。此外，亦榮獲臺灣證券交易所與臺灣證券櫃檯買賣中心上市上櫃公司資訊揭露評鑑 A+ 的優異評級肯定。

未來凱基證券將持續擴大國內各項業務市佔率，積極整合中華開發金控國內外資源，進一步建置並提升亞太區域內各項業務的團隊與平臺，朝向成為大中華地區具特色的全方位證券公司與投資銀行之目標邁進。

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 證券事業群 · 投資銀行 / 資本市場

2012年受歐債危機持續延燒，美國經濟復甦腳步停滯，新興市場成長趨緩及政府提出之油電雙漲與證所稅政策影響，導致股市低迷且成交量下滑，整體市場籌資案件數為184件，其中IPO為61件，CB為70件，現增為53件，承銷總金額為新臺幣863億元，相較2011年的267件與新臺幣1,384億元，2012年市場整體案件數減少83件，承銷總金額則較2011年降低新臺幣521億元。

投資銀行業務為凱基證券核心競爭優勢之一，擁有臺灣最富經驗的優質團隊，自成立以來至2012年底，凱基證券及其合併之大華證券輔導超過三百家公司在集中市場或店頭市場順利完成IPO掛牌交易（含上櫃轉上市及海外企業回臺上市 / 櫃掛牌），居承銷同業之冠。並配合政府政策大力推動海外企業回臺上市 / 櫃掛牌業務，迄今已成功協助F-泰鼎、F-茂林、F-康聯、F-東凌、F-必勝、F-紅木等海外企業成功回臺上市櫃掛牌。2012年更在臺灣內外經濟景氣皆不振之環境下，依然仍居市場領先地位，順利協助多家企業於國內上市櫃或於資本市場募得資金。

2012年凱基證券及其合併之大華證券完成IPO、CB與現增案共31件主辦案件，案件數市場第一，而主辦案件承銷金額高達新臺幣151億元，市佔率17.5%，業界排名第二，在2012年整體市場規模較2011年大幅縮減下，優異的表現成了年度最受市場矚目的亮點。另外，2012年凱基證券及其合併之大華證券共主辦了26個CB/現增案件、承銷金額新臺幣143億元，不論主辦案件數及承銷金額皆為市場排名第一；在IPO業務方面，2012年凱基證券及其合併之大華證券主辦國內初次上市櫃指標性案件包括太陽能電池及模組旺能IPO、TFT-LCD用化學材料達興光電IPO、薄膜濺鍍靶材、太陽能電池用導電膠及貴金屬材料大廠鑫科材料IPO、光通訊主被動元件波若威IPO及PCB博智電子IPO等5個案件，成功輔導中小企業順利上市櫃。

另凱基證券及其合併之大華證券在財務顧問跨境業務方面也領先同業，繼完成大陸京東方向臺灣美齊TFT-LCD組裝部門收購案之後，2012年再度成功協助兩岸企業戰略合作，如三安光電與璨圓光電之策略投資。此外也承作了十餘件企業併購及策略聯盟案件，例如：鴻海集團投資台揚私募普通股、永豐餘將文化用紙事業分割讓與華紙、隆達電子合併威力盟、台驊轉型投控公司、大聯大集團收購隆昕集團被動原件業務、金士頓認購品安私募普通股，新日光公開收購旺能光電……等。依Bloomberg統計資料顯示，凱基證券及其合併之大華證券之顧問業務承做案件量，遠遠超越摩根士丹利及高盛證券等全球知名投行而位居臺灣市場第一名。

展望未來，臺灣證所稅已於2013年正式上路，投資人對於臺灣股市的不確定性將逐漸減低，加上美國、日本相繼推出量化寬鬆措施，將有助於國際資金的流動，並帶動國內新股集資市場。此外，隨著臺灣證券交易所與櫃買中心相繼在海外招商，提高臺灣能見度以爭取海外公司來臺上市上櫃，必將更有助於提升全球企業來臺上市櫃與籌資的吸引力。另外，隨著兩岸氣氛持續和緩，人民幣清算協議的簽訂，加上兩岸證券期貨監理合作平臺首次會議（金證會）於2013年初舉行，雙方釋出多項開放利多政策，均將有利於券商長遠發展。未來，凱基證券將持續擴大各項業務之市場佔有率，並透過中華開發金控的平臺，運用其在企業融資、租賃、直接投資的優勢與深入的兩岸佈局，為全球華人與臺商客戶提供更多更好的優質服務，成為大中華地區具特色的全方位證券公司與投資銀行。

臺灣併購市場財務顧問案件數統計資料

2012年排名	財務顧問	件數
1	凱基證券	10*
1	安侯國際財務顧問(股)公司	10
2	元大證券	6
3	摩根士丹利	3
4	瑞士信貸	2
5	花旗集團	2
6	摩根大通	2
7	高盛	2
8	瑞士銀行	2

資料來源：Bloomberg (01.01.2012 ~ 12.31.2012)
註：*含凱基證券4件及其合併之大華證券6件

股務代理業務

截至2012年底，凱基證券及其合併之大華證券代理76家上市公司、47家上櫃公司、16家興櫃公司、134家未上市櫃公司，合計273家，代理股東人數415萬人，為臺灣證券業代理股東人數最多之證券商。凱基證券多年累積的豐富經驗，一向為各大企業股務代理業務之最佳選擇。

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 證券事業群 · 金融商品交易

金融商品的創新研發能力是凱基證券的核心價值之一，以「加強預先防範風險機制，降低投資報酬波動性，提高獲利穩定度」為目標，主要包含債券業務、新金融商品業務、自營業務與期貨自營業務。

在債券業務方面，穩固既有業務之領導地位，增加海外市場固定收益商品之交易業務，以分散風險並維持獲利之穩定性。

在衍生性商品業務方面，則持續維持穩定之權證發行量及規模，加強管理流通在外部位曝險狀況，並改善避險操作績效。

在自營業務方面，將整合現貨、期貨交易平臺，並擴大海外投資以分散風險，以期達到追求獲利穩定之目標。

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 證券事業群 · 金融商品交易

債券業務

2012年凱基證券債券部在競爭激烈的環境中，仍秉持一貫穩健的經營理念，致力推動各項業務的均衡發展，除持續維持各項業務之領先地位、市佔率及服務客戶數外，並配合主管機關業務開放的腳步及兩岸金融發展進程，積極投入新領域如 OSU (國際證券業務分公司) 及 RQFII (人民幣合格境外投資機構) 等業務規劃，以期能率先成為同業中的領航者。

2012年國內外金融情勢紛擾不止，美國經濟雖獲喘息，然歐洲前景仍陷於迷霧，而國內經濟亦隨之欲振乏力，但凱基證券及其合併之大華證券在各項業務仍交出亮麗的成績，並獲國際財經專業媒體的肯定，包括獲得財資雜誌 (The Asset)、亞元雜誌 (Asiamoney)，以及亞洲財務雜誌 (Finance Asia) 評選為「臺灣最佳債券商」及「最佳債券交易商」，並連續兩年榮獲中央銀行國庫局評選為「中央公債交易商業績效冠軍」，同時亦獲得臺灣證券櫃檯買賣中心評選為「101年度上半年中央公債優良造市商第三名」及首度舉辦之證券商金桂獎中「卓越股債市籌資承銷」之獎項。此外，在整體亞太區的經營管理上，凱基證券 (泰國) 債券部為唯一榮獲泰國「主要公債交易商」資格之證券商，凱基香港債券部的成立更提高了對大中華地區及亞洲債券市場的參與程度以及擴大業務面與產品端的涵蓋範圍。

在業務拓展方面，2012年100% 保本型結構型商品發行量，凱基證券及其合併之大華證券以58.13%之市佔率，連續六年位居同業第一；公司債/金融債/Supra承銷業務(輔導銷售)以27.21%之市佔率，位居同業第一；資產交換交易業務固定收益端，則以34.39%之市佔率，位居同業第二。另外，合併前的大華證券更發行首檔由臺灣企業擔保的離岸人民幣債券，正式跨入人民幣債券承銷業務。

在客戶服務方面將持續強化服務品質，提升客戶涵蓋度，透過客製化的產品設計，滿足客戶多元的需求，並將持續培養全方位的債券人才、積極深耕金融市場各項商品之研發與創新，更與國內大型企業保持良好的合作關係，每日提供整合性之香港、泰國及臺灣三地英文債券市場日評，且不定期舉辦投資講座及教育訓練，讓客戶在第一時間取得詳實且完整的金融市場資訊。相信卓越的承銷經驗，以及在中華開發金控豐沛的資源協助下，更具利基輔助兩岸三地的企業於債券市場籌資，提供客戶全方位之金融服務。

展望未來，凱基證券債券部仍將秉持穩健的經營理念，並在結合大華證券債券部的優秀人才及客戶資源後，期許成為在各業務層面皆有高品質的領先者，提供客戶最佳之投資建議與多樣化的產品選擇，並秉持「誠信」、「專業」、「創新」之精神，創造客戶與股東最大的價值。

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.

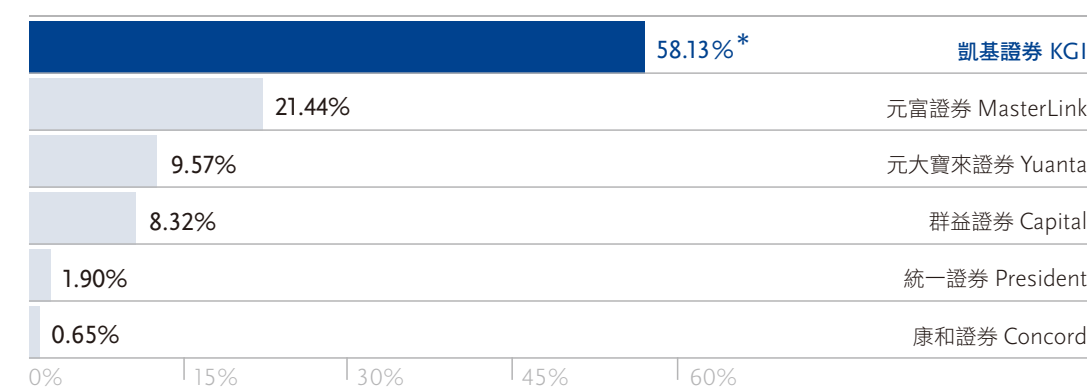
In 2012, KGI (including GCSC) has a leadership position in the local principle guaranteed structured product market for the sixth consecutive year, with a 58.13% market share. Also, in the corporate bonds, bank debenture, and Supras underwriting business, with a 27.21% market share, KGI (including GCSC) 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% 保本型結構型商品發行量市佔率 (%)
100% Principle Guarantee Notes Market Share in 2012 (%)

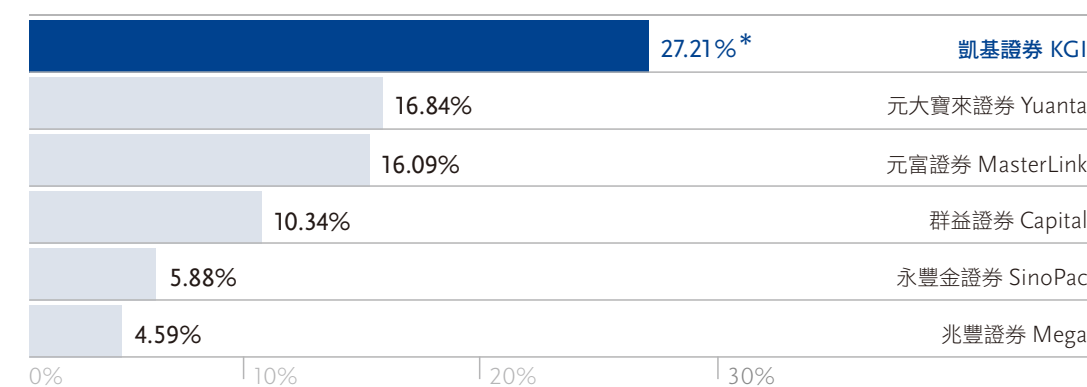
資料來源：中華民國櫃檯買賣中心
Source: Taiwan OTC



註：* 凱基證券市佔率含凱基證券及其合併之大華證券
Note: * Includes numbers from KGI and merger partner GCSC

2012 年公司債 / 金融債 / Supra 承銷業務市佔率 (%)
Corporate Bond / Bank Debenture / Supra Underwriting Market Share in 2012 (%)

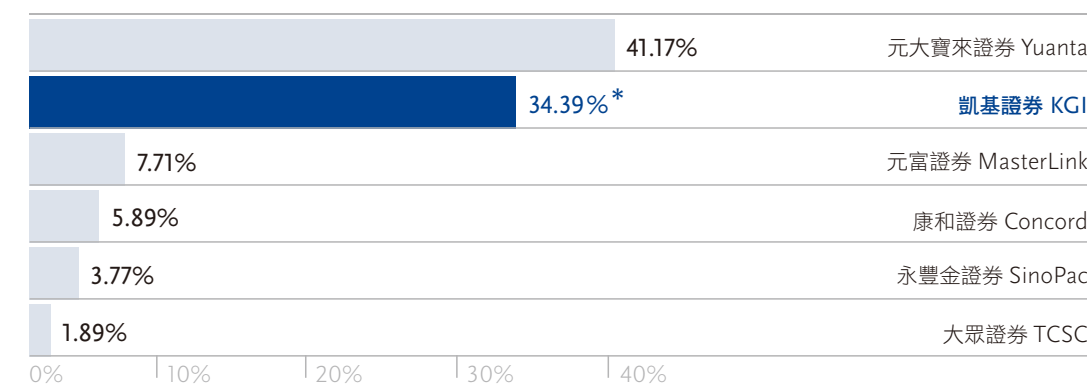
資料來源：中華民國櫃檯買賣中心
Source: Taiwan OTC



註：* 凱基證券市佔率含凱基證券及其合併之大華證券
Note: * Includes numbers from KGI and merger partner GCSC

2012 年資產交換固定收益端流通在外餘額市佔率 (%)
Asset Swap (credit side) Outstanding Share in 2012 (%)

資料來源：中華民國櫃檯買賣中心
Source: Taiwan OTC



註：* 凱基證券市佔率含凱基證券及其合併之大華證券
Note: * Includes numbers from KGI and merger partner GCSC

3-4 證券事業群 · 金融商品交易

衍生性商品業務

凱基證券秉持專業、創新之精神，積極拓展各項衍生性金融商品業務，無論是在權證、結構型商品、資產交換或是股權選擇權等方面，均位居市場領先地位。且衍生性商品業務人員具備各式新金融商品評價、交易模組及避險策略研發能力，在認購（售）權證及結構型商品等商品設計與發行上均有顯著成果，卓越的表現深獲客戶肯定。

2012年國內權證總發行檔數及發行金額均創下權證市場歷史新高紀錄，在各家證券商努力推廣及提升權證造市品質下，國內權證市場日益蓬勃。2012年凱基證券及其合併之大華證券權證發行金額位居同業券商第二名，提供投資人多樣化之選擇。此外，全面升級權證造市系統，採取積極之權證造市策略，充份提高系統效能、增加穩定性，營造更透明、更靈敏以及更實惠的造市風格，並獲頒臺灣證券交易所2012年「權證發行檔數」第3名及「權證受託買賣金額」第2名的殊榮，努力成果受到肯定。

在結構型商品方面也成功建立金融創新領域之競爭優勢，並躋身結構型商品業務的領先集團，2012年凱基證券及其合併之大華證券承作股權連結商品之金額位居同業券商的第二名，完整而多樣的商品贏得客戶高度青睞。在資產交換方面，2012年凱基證券及其合併之大華證券衍生性商品部所承作資產交換交易之名目本金流通餘額在同業中排名第二；在股權選擇權方面亦以75%的市佔率位居同業第一名。凱基證券在各項業務均交出亮麗的成績單，贏得客戶的讚賞。

展望未來，2013年主管機關研議將券商權證避險證交稅自0.3%降至0.1%，可望降低券商避險的交易成本，進一步提升權證的造市品質。此外，主管機關亦研議放寬權證投資人當日沖銷的限制，將激勵投資人買賣權證的意願，以上兩項政策均有助於提升權證的成交量。同時，凱基證券也將持續提升權證造市系統及網站，並舉辦各項權證推廣活動，預計在更多資源投入下，權證的投資人及交易量可望持續增加，也將繼續抱持專業熱誠的態度服務投資人，同時積極建立亞太區衍生性金融商品業務平臺，期許能為客戶提供更全方位的商品，並為公司創造穩定之獲利。

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 年權證發行統計概況 Warrant Issuance Statistics in 2012

發行券商	元大證券 Yuanta	凱基證券 KGI	永豐金證券 SinoPac	富邦證券 Fubon	日盛證券 Jih-Sun	群益證券 Capital
檔數 (# of issuance)	2,212	2,354 *	1,901	1,402	1,232	1,424
發行金額 (新台幣百萬元) (Premium : NT\$ mn)	53,662	35,235 *	26,899	23,557	20,054	19,557

資料來源：臺灣證券交易所及中華民國櫃檯買賣中心
註：凱基證券檔數及金額含凱基證券及其合併之大華證券

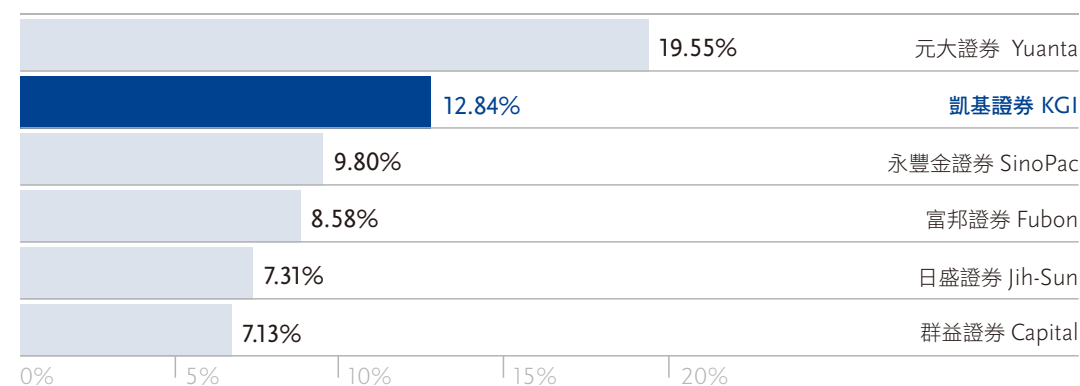
Source: TSE & Taiwan OTC

Note: * Includes numbers from KGI and merger partner GCSC

2012 權證發行金額市佔率

資料來源：臺灣證券交易所及中華民國櫃檯買賣中心
Source: TSE & Taiwan OTC

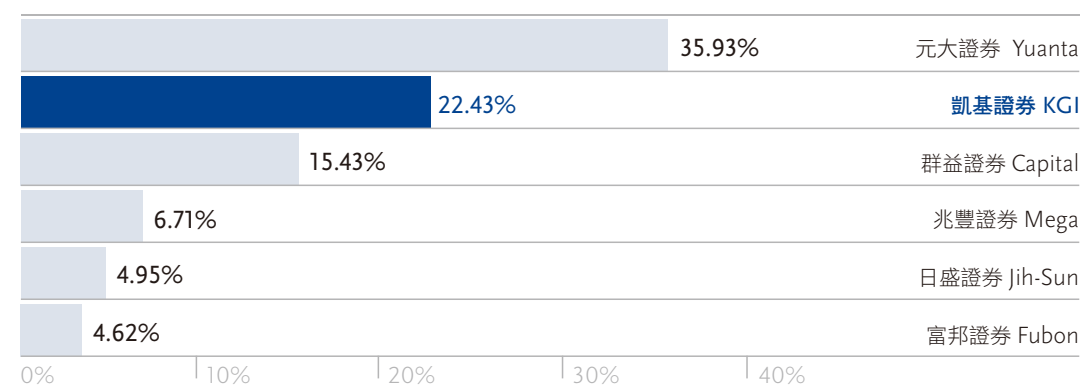
Warrant Market Share of Issue Amount in 2012



2012 年股權連結商品交易量市佔率

資料來源：中華民國櫃檯買賣中心
Source: Taiwan OTC

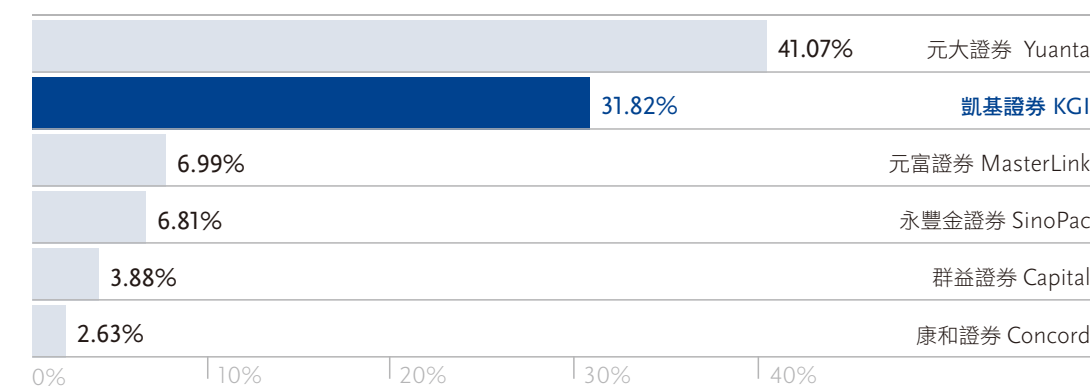
Equity-Linked Notes Market Share of Trade Volume in 2012



2012 年資產交換流通在外餘額市佔率

資料來源：中華民國櫃檯買賣中心
Source: Taiwan OTC

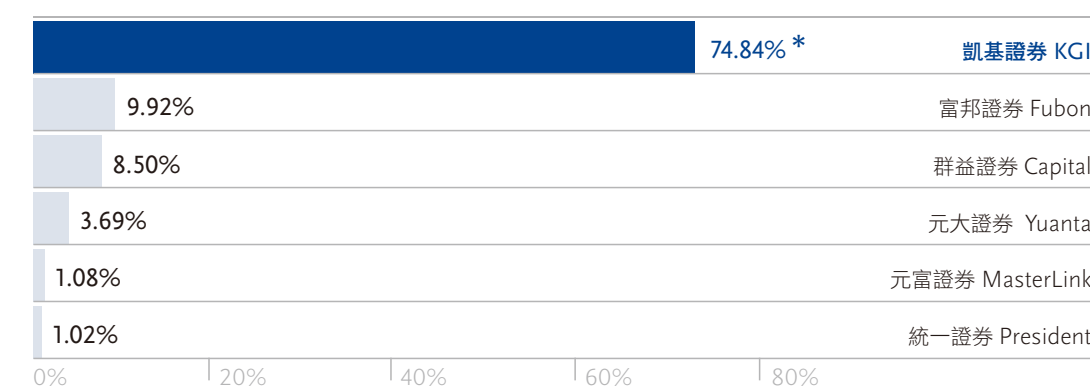
Asset Swap Market Share of Amount Outstanding in 2012



2012 年股權選擇權交易量市佔率

資料來源：中華民國櫃檯買賣中心
Source: Taiwan OTC

OTC Option Market Share of Trade Volume in 2012



註：* 凱基證券市佔率含凱基證券及其合併之大華證券

Note: * Includes numbers from KGI and merger partner GCSC

3-4 證券事業群・金融商品交易

自營業務

凱基證券自營業務主要是於集中市場和店頭市場自行買賣有價證券以獲取資本利得，範圍則跨足電子、金融、傳產各個領域。凱基證券自營業務操盤人均累積多年產業研究以及股票交易的經驗，無論是基本面、籌碼動向、技術分析各方面都具有高度專業素養，並持續追蹤產業動態，輔以研究團隊支援，秉持專業分工及團隊合作精神，共同為達成獲利目標而努力。

2012年國內股價指數由1月的6,952點漲至3月份的最高的8,170點，嗣後因歐債危機及美國財政問題衝擊，台股區間震盪，反轉跌至6月的6,894點，加上下半年證券交易所所得稅的課徵爭議，集中市場日成交量由年初的1,719億大減至12月最低的408億，各證券自營商之部位，因股市失去動能，多呈虧損狀態，然凱基證券及其合併之大華證券自營部在股市劇烈震盪中仍能以卓越的績效領先同業。

■ 證券與期貨平臺的整合

隨著國內證券及期貨市場的國際化與多元化以及相關交易限制陸續放寬，產生有利於自營業務之環境。但是否能在此一有利環境上獲利，就在於是否有一跨國際及跨市場的交易平台。2013年凱基證券與大華證券合併後，在證券與期貨部門進行交易人才及系統及整合，重建一有效、安全的交易平臺，以提升股票及期貨自營業務整體之競爭力。

■ 國內外市場的平衡

過去自營部的交易集中在臺灣市場，有區域風險過高的現象。2012年主管機關對自行買賣外國有價證券法令的大幅開放後，自營部同步的擴大海外交易分散風險。2013年對海外投資比率再進一步提高，以平衡國內外市場的部位比例，讓區域風險的分散效果更明顯。

■ 報酬穩定性的目標

傳統的自營部門以方向性的交易為主，部門獲利全憑交易員的判斷，不易維持獲利的穩定。2013年凱基證券自營部建立新平臺後，交易員可依不同的策略、跨不同的國家，在期貨或現貨市場建立各種可獲利的組合，再經由多空市場的互抵及投資地區的分散降低風險，達成穩定獲利的目標。

展望未來，凱基證券自營團隊將整合現貨及期貨的資源，建置新的交易平臺，使交易策略得以跨不同國家、期貨及現貨市場，組成多種的投資組合。交易人員則可依市場變動狀況，評估優劣，選擇最有利的投資方案，讓整體投資部位在適當的風險下，追求最大獲利。

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 證券事業群 · 財富管理及經紀

財富管理

凱基證券於2011年領先同業推出財富管理借券信託的服務，針對長抱股票之客戶，提供客戶活化帳上股票資產新選擇。由於股票為證券商之專業領域，再加上凱基證券及其合併之大華證券目前為現貨及借券市場規模第二大券商，股票出借機會多，將能提供客戶更多創造收益之機會。此外，客戶還可搭配靈活投資的信託平臺商品來活絡投資組合，攻守自如的動態投資法，積極發揮投資效益，因而使得財富管理客戶數及管理資產總額大幅倍數成長，成績相當亮眼。

客戶只要開立財富管理信託帳戶，透過採用信託架構（信託財產專戶）的運作，即可投資國內外各種金融商品，包括借券、境內外基金、海外債券……等，且不論以臺幣或外幣皆可進行下單。此外，客戶更享有專屬的投資顧問，提供資產配置建議與市場趨勢分析，提供客戶更貼心、更具保障且更為完善的財富管理服務。相較於傳統的財富管理著重於銷售基金與保險的服務，凱基證券及其合併之大華證券最大的特色，在於整合中華開發金控具有優勢的投資強項，包含：投資銀行、股權、債券、新金融商品及海內外投資等領域專業，並強調「配置型」的財富管理，其核心價值在於投資經理團隊的商品研發能力，成員背景來自於股票、固定收益、新金融商品、承銷、稅務規劃、創投、基金及信託等領域，由專業的產品經理在波動的市場中搜尋海內外具有投資契機的標的，再挑選出適合不同風險屬性客戶的優質商品。此外，利用熟悉各種金融商品及善於降低投資組合風險的優勢，以資產配置及資產增值為策略重心，輔以業務人員專業的理財規劃能力，呈現出「多元投資管理」之型態，以提供客戶兼顧風險與報酬下的最佳資產配置規劃服務。

另外客戶在進行海外市場個股投資時，則可透過複委託業務交易平臺，直接從臺灣下單至香港、美國、日本、新加坡、泰國及盧森堡等全球16個重要金融市場，藉由中文化服務介面，以合理的手續費，提供超越客戶期望的高附加價值。其中，單一帳戶多國交易之簡便功能，讓投資人不需將帳戶開在國外，資金亦不需匯出國外，結合臺灣本地銀行完整綿密的通路，即可迅速下單，讓客戶搶得最佳交易時點，並充分運用資金。而自2007年起凱基證券開辦美股、港股網路下單直通車，客戶可透過網路直接交易美股及港股，此一服務深獲客戶好評；而為追求更完善的服務品質，更於2010年起提供客戶「臺幣交割」方式進行港股、美股複委託交易，大幅提升客戶交易便利性，吸引更多之國內投資人從事海外市場投資。

展望未來，凱基證券財富管理之客戶除可以得到凱基證券現有完整商品線服務外，更可以透過開發工銀得到利基型銀行投資理財商品的服務（如存款、利基型信託商品及私募股權基金等），增加凱基證券服務財富管理客戶的深度及廣度。

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 證券事業群 · 財富管理及經紀

經紀業務

凱基證券經紀業務始終堅持創新誠信原則，以專業、親切之服務精神，快速而準確地完成客戶委託之交易，並全力保障客戶交易安全。因此，即使市場競爭日益激烈，本公司仍能穩健經營。

凱基證券及其合併之大華證券致力於提升平臺服務與電子交易品質，以優質穩定的電子平臺，建構安全、快速的交易環境。為提供客戶全方位的電子下單服務，凱基證券採用最新的資訊技術，建置多種下單平臺，滿足不同族群的需求，包含功能強大的 AP、簡單便利的 Web 下單與方便迅速的行動交易。此外，因應以電視、電腦、平板電腦與智慧型手機「四螢」為首的「多螢（Multi-Screen）」時代來臨，更率先打造「多螢一雲」的交易環境，透過雲端資料庫上傳及下載，強化投資人悠遊於不同螢幕裝置的便利性，是臺灣證券電子交易市場的指標性券商。透過多樣的電子平臺介面提供全系列金融商品，包含證券、期貨、海外股市、債券及財富管理等，並確保客戶多元的資產配置與資金流動能無縫接合。另外再加上高價值的服務以及活躍的行銷活動，更進一步推升了電子交易業務成長，因而使得 2012 年凱基證券及其合併之大華證券電子交易市佔率同業排名第二。

此外，凱基證券與富達證券、摩根證券及施羅德等境外基金總代理公司及跨國子公司合作外，並銷售富蘭克林、景順、天達、瀚亞投資、木星、法銀巴黎、宏利投信等系列基金，此外，凱基證券亦代銷逾 30 家投信發行之基金，並增設信託平臺，讓客戶透過單一平臺即可購足多家投信系列基金，無需繁瑣的開戶流程，更不用擔心個人資料外洩，投資人享有廣泛的金融商品選擇，進而達到分散投資風險及資產配置的效果。

展望未來，凱基證券經紀業務將充分發揮區域性券商優勢，以集團內各跨國成員當地之充沛資源，共同合作引進海外金融商品，提供投資人跨國性投資策略，以降低本地型金融投資之單一性風險。而針對投資人對於國內投資市場之需求，凱基證券也將積極開發各種投資商品，並透過客戶管理系統的規劃，主動提供客戶各種投資資訊及更優質的服務。凱基證券亦將持續善用科技趨勢創造客戶價值，打造迅速無礙的交易環境，建構以核心業務為主的雲端服務，提供整合交易帳務查詢，客戶資產分析等增值服務。同時，凱基證券亦將結合凱基保險經紀人公司，規劃各類型保險商品，例如：儲蓄險、投資型保險、增額型終身壽險、旅平險、機汽車險、意外險……等，提供客戶一次購足完整的理財選擇與保障。

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 證券事業群 · 財富管理及經紀

外資機構法人業務

凱基證券國際業務部擁有經驗豐富的業務與交易團隊，致力於提供外資機構法人的專業服務，卓越的執行和銷售交易能力，提供外資客戶專業的交易建議和交易策略，服務客群廣泛，遍及亞洲及歐美地區服務的客戶群。

目前在凱基證券開立之外資帳戶已達約4,650戶，顯示凱基證券目前已為外國專業投資機構投資臺灣證券市場之主要窗口及臺灣地區最佳券商之代表。凱基證券交易執行能力是外資圈的首選，提供精準的交易績效以及擁有廣泛的資訊，配對與巨額交易能力更勝其他券商並受外資投資機構之青睞，更連續多年獲「亞元雜誌 (Asiamoney)」最佳交易執行獎前三名肯定。另外，凱基證券提供借券及一籃子交易服務亦居市場領先地位，擁有市佔第二大的券源，借券市占率達27%。

凱基證券國際業務部亦提供優質的 Corporate Access 法人服務，從公司拜訪、電話會議、海外路演……等各項服務，結合企業的管理階層以及凱基研究團隊，提供深入的分析和投資見解，藉由一站式的服務，為企業和投資者創造雙贏未來，並於2012年拿下「亞元雜誌 (Asiamoney)」雜誌評選最佳法人服務獎第二名。由於提供卓越的借券交易、完善的法人服務以及高品質的研究報告，2012年凱基證券再度蟬連外資市佔排名第一的本土券商。

展望未來，凱基證券外資機構法人業務將持續提供專業的研究與服務品質，並同時積極拓展借券以及國外法人業務，持續擴大各項業務之市場佔有率，並充分發揮區域性券商優勢及專業服務團隊，成為客戶最佳的理財夥伴。

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 調查研究

開發工銀嚴謹縝密的研究取向

直接投資與企業授信是工業銀行的業務主體，要做好關鍵性的決策，必須有紮實的調查研究以及堅強的研究團隊作為後盾。調查研究處即掌理徵信、經濟與產業調查等相關事宜，在開發工銀所扮演的角色既是投資智囊團，同時也是風險控管的把關者。開發工銀與超過800位企業客戶建立了長期的夥伴關係，調查研究處靈活地運用企業信用評估、財務分析，提升產業研究的綜效。除此之外，研究員亦透過產業所屬同業、上游供應商及下游客戶等各種管道，多方了解企業營運模式、經營風險，藉以預測企業經營前景與產業景氣展望，以作為直接投資業務、企業授信、專業財務規劃、有價證券交易等業務的決策依據。

帶動投資趨勢指引經營方針

開發工銀調查研究部門累積50餘年之產業及金融研究經驗，每年針對國內外經濟環境、產業動態進行深入研究，並透過看廠、訪談企業決策者與經營團隊，掌握國內外企業的營運狀況。在金融市場分析的部分，調查研究處所發布的研究報告，涵蓋國內外利匯率及股市走勢分析、主要國家央行政策動向、國內外金融市場概況與展望。而產業研究部分，曾經準確地預測臺灣晶圓代工、網通、IC設計、光電、寬頻、不動產及能源等產業的發展趨勢。近年更隨金控業務的拓展，將研究觸角逐漸延伸至中國大陸、亞太、北美等市場，以及生醫、文創等產業。這一些質量並重的研究報告一向是市場上的投資風向球，更成為許多企業訂定經營方向的參考依據。

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 調查研究

凱基證券高素質的研究團隊

凱基證券多年來致力於研究人才的培育及資源的投入，堅信唯有維持高素質之研究團隊，才能做為公司各項業務推展的堅實後盾。凱基專業研究團隊分別駐點於國內外各子公司，提供客戶最即時且精確之研究報告，以協助其做出最佳的投資組合與全球資產配置。

目前凱基與其合併之大華整體亞太研究團隊研究人員約55人，密集追蹤超過400家上市公司，除了希望提供國內、外客戶最迅速、詳實而又具備高度品質的投資諮詢服務外，將進一步擴展與優化大中華區銷售與研究團隊陣容，大幅增加追蹤上市公司家數，期能更加強化對亞太區域機構法人之服務，並經由不斷自我成長，成為頂尖區域型投資銀行及投資人在亞洲及大中華區各主要市場的專業夥伴。

身為區域型券商，凱基研究團隊的研究報告除在內容與品質上力求與國際接軌外，更充分利用對當地市場之了解，以及兩岸三地完整的佈局，提供客戶更廣泛及靈活的個股及題材追蹤，定期發表的每日、每週、每月、每季及年度的報告詳盡分析產業前景、總體經濟概況、投資策略及個股基本面分析。凱基研究報告一直被視為台灣本地發表的最佳研究報告之一，亞元雜誌 (Asiamoney) 多年來持續評選凱基證券為台灣本地最佳券商前2名，並在2012年在亞元雜誌的台股研究排名名列全體內外資券商第三名，屢獲殊榮充分展現凱基力求產品差異化及區域研究整合的成果。

近年來凱基研究團隊充分掌握公司區域化的利基，除深耕多年的台股研究，透過在亞洲多處據點之佈局，進一步將研究市場拓展至中國大陸、香港與泰國等國家，並整合當地的研究資源與人力，建立一堅實的亞洲區域型研究團隊，擴大兩岸三地金融服務版圖，以配合凱基證券國際化的腳步，經由優質之研究團隊、完整之區域資源整合與差異化之研究系統，已成功在客戶心目中建立起特定產業研究的優勢地位；此外，透過積極舉辦國內外各項路演及各式中大型投資說明會，也為凱基證券客戶帶來更為迅速且確實的投資訊息。

3-5 Research

KGI's outstanding equity research team

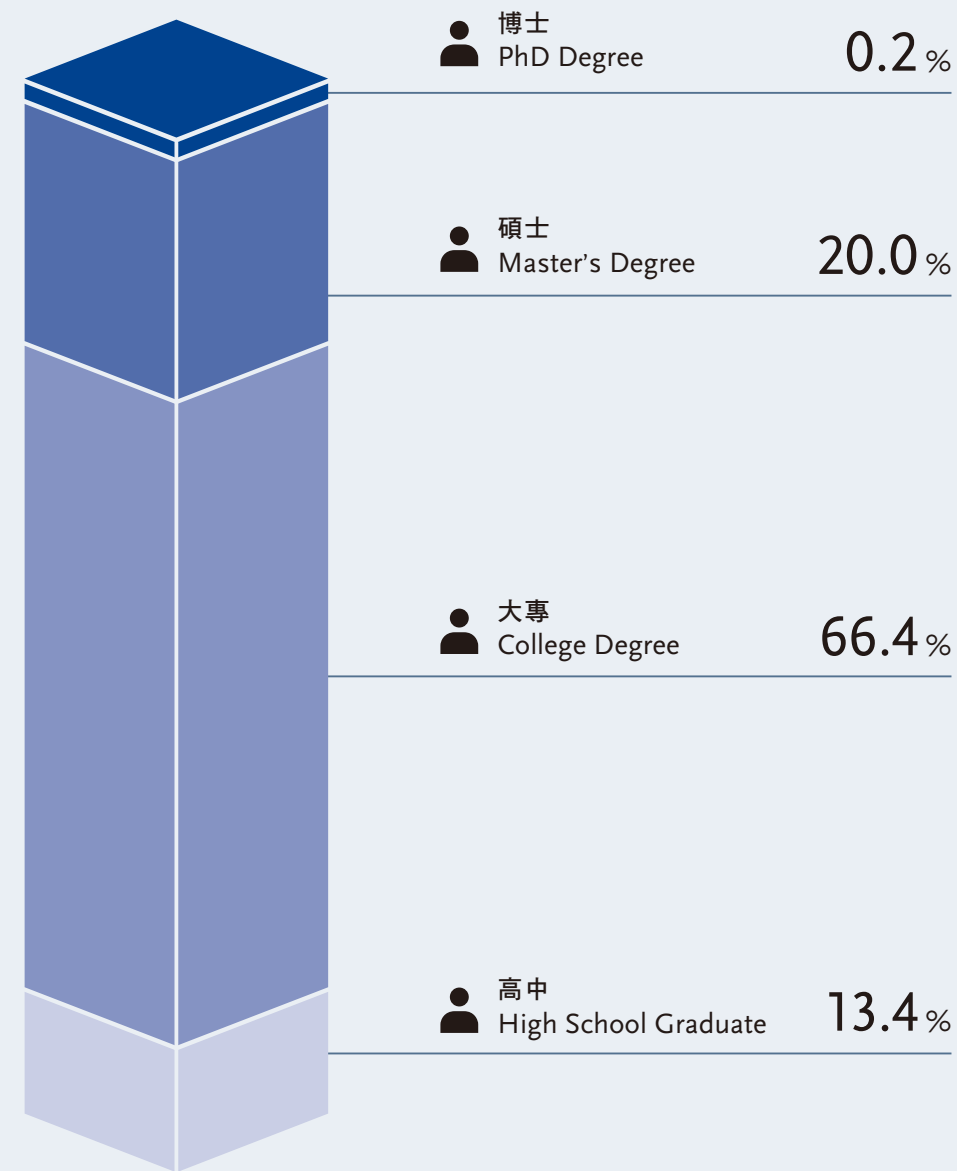
For many years, KGI Securities has been committed to nurturing the talents of its analysts and providing them with the resources they need to perform outstanding research. We firmly believe that only a highly qualified research team can bolster the company's various operations. KGI's expert analysts 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.

中華開發金控同仁學歷分佈
CDF's Employees by Education



3-6 人力資源

服務團隊

優秀的人才，是中華開發金控最重要的資產；持續吸引及培育優秀的人才，更是中華開發金控追求卓越及永續經營的關鍵。

中華開發金控優秀的專業金融服務團隊，成員來自國內外的菁英，不僅擁有專業的知識與能力，更累積了豐富的產業及金融相關經驗。為了面對瞬息萬變、充滿挑戰的金融市場，也為了迎向高速成長、商機無限的新興亞洲地區，中華開發金控除了厚植銀行業務必備的專業人才，壯大證券業務之專業團隊，並將持續網羅優秀的金融菁英加入中華開發金控。

除了不斷延攬國內外的優秀專業人才，中華開發金控更以「臺灣最佳投資銀行」的優良商譽，吸引國內外優秀青年人才加入菁英發展計畫 (Management Associate Program)。在整合旗下證券業務之後，未來中華開發金控的菁英發展計畫，將為銀行業務與證券業務引進菁英新血。在紮實的專業課程、親身實習各項核心業務及海外業務歷練等的充實的培育下，中華開發金控的 MA Program 成為公司未來人才的搖籃，為中華開發金控紮下長遠穩健發展的根基。

為了持續精進人才的專業能力，中華開發金控不斷引進優質的專業訓練課程，涵蓋範圍包括國內外的金融法規、金融與投資新知等，使同仁們的專業能力足以面對國際金融市場的挑戰，為我們的客戶提供國際級的金融服務，為客戶及股東創造更大價值。這一切的努力，將使中華開發金控成為全球華人最具特色及領導性的金融集團！

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 風險管理

防微杜漸的風險管理機制

中華開發金控長期深耕金融市場，深切體認風險管理的目的不只是預測風險、杜絕風險，而是建立一套完整的風險管理機制，才能更有效率的管理風險，轉化為發展契機，亦是提升整體競爭力的關鍵。中華開發除了著重國內外金融監督管理機構陸續所提出強化金融機構風險管理與資本健全等措施外，並戮力建立起完整的風險管理架構，包括獨立風險監督部門、呈報體系、風險管理平臺與技術等重要措施，以因應日趨競爭與多變的金融市場之挑戰，並提供客戶最安全與值得信賴的金融商品。

重視風控的企業文化

中華開發金控的風險管理涵蓋範圍，主要包含市場、信用、作業、流動性等風險。遵循國際標準與公司的風險管理政策，針對上述範圍制定相關之風險管理相關準則，作為中華開發金控及各子公司據以管理各項風險之依據。

將業務管理與風險管理結合，塑造出從根本上重視風險管理的經營策略與組織文化，並將風險管理質化、量化後的成果，作為訂定經營策略的依據。同時根據新巴塞爾相關協定、主管機關法規以及業務發展策略訂定風險管理政策。

中華開發金控未來仍將持續改進風險辨識與衡量的能力，以精進風險控管效能；除了符合金控及各業別資本適足性之相關規定外，並加強預警機制及更精確估算風險性資本，以確保公司持續穩健經營，提供客戶最安全且值得信賴的金融商品為目標。



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.



擁抱希望 · 實現夢想

Embracing Hope, Realizing Dreams

五十多年來，開發金控協助無數的企業成長、茁壯，實現了許多企業家的夢想，也為臺灣帶來了無限的希望！

現在，開發金控也將協助許多個人客戶，成就他們理財的目標，進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.

經營績效

Our Performance

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4-1 風雲榜 Accolades

2002	亞元雜誌評選為臺灣最佳債券商	Asiamoney, Best Bond House in Taiwan
	亞元雜誌評選為本國最佳經紀商票選第二名	Asiamoney, Best Local Brokerage Rank #2
	亞洲財務雜誌評選為最佳本國投資銀行	FinanceAsia, Best Local Investment Bank
	財資雜誌評選為臺灣最佳投資銀行	The Asset, Best Investment Bank in Taiwan
2003	亞元雜誌評選為臺灣最佳債券商	Asiamoney, Best Bond House in Taiwan
	亞元雜誌評選為臺灣本地最佳業務交易團隊及最佳研究報告	Asiamoney, Best Local Research and Sales & Trading Team
	亞洲財務雜誌評選為最佳本國投資銀行	FinanceAsia, Best Local Investment Bank
	財資雜誌評選為臺灣最佳投資銀行	The Asset, Best Investment Bank in Taiwan
2004	亞元雜誌評選為臺灣最佳債券商	Asiamoney, Best Bond House in Taiwan
	亞元雜誌評選為本國最佳經紀商	Asiamoney, Best Local Brokerage
	全球金融月刊評選為臺灣最佳投資銀行	Global Finance Magazine, Best Investment Bank in Taiwan
2005	亞元雜誌評選為本國最佳經紀商	Asiamoney, Best Local Brokerage
	全球金融月刊評選為臺灣最佳投資銀行	Global Finance Magazine, Best Investment Bank in Taiwan

2006	亞元雜誌評選為臺灣最佳債券商	Asiamoney, Best Bond House in Taiwan
	亞元雜誌評選為本國最佳經紀商票選第一名、最佳銷售服務票選第一名、最佳營業交易票選第一名、最佳交易票選第一名	Asiamoney, Best Local Brokerage Rank #1, Best Overall Sales Rank #1, Best Sales Trading Rank #1, Best Execution Rank #1
	亞洲財務雜誌評選為臺灣最佳債券商	FinanceAsia, Best Bond House in Taiwan
	財資雜誌評選為臺灣最佳債券商	The Asset, Best Bond House in Taiwan
	財資雜誌評選為年度最佳交易獎	The Asset, Deals of the Year
	財資雜誌亞洲貨幣債券指標調查評選為最佳臺幣公債交易商評比第一名	The Asset Magazine Asian Currency Bond Benchmark Survey, Leading Bank in Taiwan Dollar Government Bonds Rank #1
2007	亞元雜誌評選為臺灣最佳債券商	Asiamoney, Best Bond House in Taiwan
	亞洲財務雜誌評選為臺灣最佳債券商	FinanceAsia, Best Bond House in Taiwan
	財資雜誌評選為臺灣最佳債券商	The Asset, Best Bond House in Taiwan
	財資雜誌亞洲貨幣債券指標調查評選為最佳臺幣公債交易商評比第二名	The Asset Magazine Asian Currency Bond Benchmark Survey, Leading Bank in Taiwan Dollar Government Bonds Rank #2
2008	亞元雜誌評選為臺灣最佳債券商	Asiamoney, Best Bond House in Taiwan
	財資雜誌亞洲貨幣債券指標調查評選為最佳臺幣公債暨公司債交易商評比第一名及最佳臺幣公債交易商評比第二名	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	亞元雜誌評選為臺灣最佳債券商	Asiamoney, Best Bond House in Taiwan
	亞元雜誌評選為臺灣最佳公司管理 (中型資本額) 及臺灣最佳債券商	Asiamoney, Best Managed Company (Small Cap) for Taiwan, and Best Debt House - Taiwan
	亞洲財務雜誌評選為臺灣最佳債券商	FinanceAsia, Best Bond House - Taiwan
	金管會核定「證券商風險管理評鑑最高等級—第1級」	Financial Supervisory Commission, First class award in risk management assessment
	財資雜誌亞洲貨幣債券指標調查評選為最佳臺幣公債交易商評比第二名及最佳臺幣公司債交易商評比第二名	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

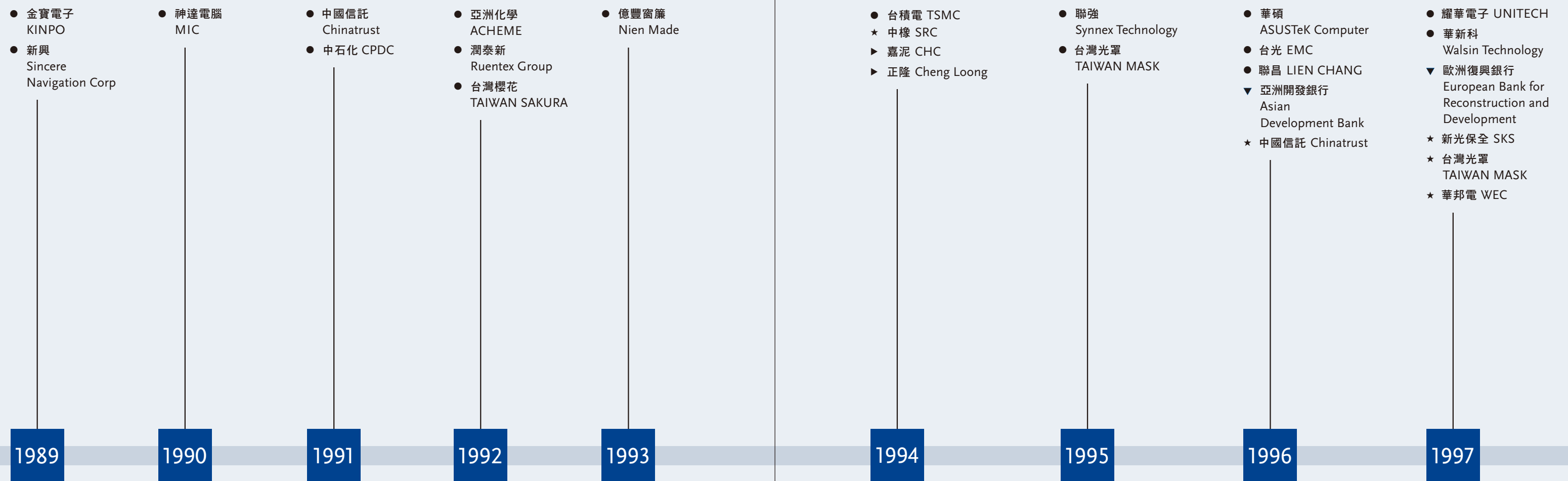
2010	亞元雜誌評選為本國最佳經紀商票選第二名	Asiamoney, Best Local Brokerage Rank #2
	財資雜誌亞洲貨幣債券指標調查評選為臺灣區最佳債券商、臺灣區公司債第一名及公債第二名	The Asset Magazine Asian Currency Bond Benchmark Survey, Best Domestic Bond House, Corporate Bonds Market Share 1st Bank, and Government Bonds Market Share 2nd Bank

2011	亞元雜誌評選為最佳國內債券商、最佳固定收益商品銷售第二名及臺灣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
	中央銀行國庫局評選為中央公債交易商公債業務績效冠軍	Department of Treasury of Central Bank, Best Government Bond Dealer Rank #1
	亞洲財務雜誌評選為臺灣區最佳股票暨轉換債承銷商及臺灣區最佳債券交易商	FinanceAsia, Best Equity House and Best Bond House
	金管會核定「證券商風險管理評鑑最高等級—第1級」	Financial Supervisory Commission, First class award in risk management assessment
	證券櫃檯買賣中心頒發「卓越新金融商品發行」證券商金桂獎	GreTai Securities Market, Excellent Issue of New Financial Products, Golden Laureate Award

	證券櫃檯買賣中心頒發「卓越推薦上(興)櫃申請」證券商金桂獎	GreTai Securities Market, Excellent Listing Recommended of GTSM Market (Emerging Stock Board), Golden Laureate Award
	證券櫃檯買賣中心頒發「卓越股債市籌資承銷」證券商金桂獎	GreTai Securities Market, Excellent Stock/Bond Underwriter, Golden Laureate Award
	中華民國對外貿易發展協會評選為臺灣20大國際品牌	Taiwan External Trade Development Council (TAITRA), Top 20 Taiwan Global Brands
	證券暨期貨/金彞獎評選為傑出證券人才獎及傑出金融創新獎	The 11th Golden Goblet Award, Outstanding Securities Expertise, and Outstanding Financial Innovation
	財資雜誌亞洲貨幣債券指標調查評選為臺灣最佳債券交易商、最佳公債次級市場交易商及最佳公債初級市場交易商	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
	世界金融雜誌評選為臺灣區最佳投資銀行	World Finance, Best Investment Bank 2011 – Taiwan

2012	亞元雜誌評選為最佳臺股研究報告全體內外資券商票選第三名、最佳交易執行獎前三名及最佳法人服務獎第二名	Asiamoney, Best Foreign and Local Brokerages in Taiwan Research Rank #3, Best Execution Award Rank #3, Best Roadshow and Company Visit Award Rank #2
	櫃買中心評選為101上半年度中央公債優良造市商第三名	GreTai Securities Market, Best Market Making for Government Bonds Rank #3, 1st half of 2012
	證交所頒發市場創新獎	Taiwan Stock Exchange, Outstanding Innovation Award
	財資雜誌亞洲貨幣債券指標調查評選為最佳次級市場公債交易商	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



- ▲ 國內公司債承銷 Domestic bond underwriting
- 財務顧問 Financial advisory services
- * Global Depository Receipts (GDR)
- Initial Public Offering (IPO)
- ▼ 國際債券承銷 International bond underwriting
- ★ Secondary Public Offering (SPO)
(現金增資或可轉換公司 Share issuance or convertible bonds)
- ◆ Taiwan Depository Receipts (TDR)
- ▶ Euro Convertible Bond (ECB)

- ▲ 中租迪和 Chailease Finance
- ▲ 中鋼 China Steel
- ▲ 大華建設 Delpha Construction Co.
- ▲ 長榮航空 EVA Airways
- ▲ 遠東百貨 Far Eastern Department Stores
- ▲ 遠東紡織 FENC
- ▲ 台塑集團 Formosa Plastics Group
- ▲ 潤泰紡織 Ruentex Industries Ltd.
- ▲ 和喬科技 SDHT
- ▲ 台電 Taiwan Power Company
- ▲ 信昌化工 TPCC
- ▲ 台積電 TSMC
- 中碳 China Steel Chemical
- 盟立 Mirle
- 統懋 MOSPEC
- 世界先進 Vanguard International Semiconductor
- ▼ 美洲開發銀行 Inter-American Development Bank
- ★ 台新銀行 Taishin Bank
- ★ 華邦電 WEC

1998

- ▲ 長榮航空 EVA Airways
- ▲ 台塑集團 Formosa Plastics Group
- ▲ 怡華實業 I-HWA
- ▲ 大亞電線電纜 TAYA
- ▲ 統一實業 Ton Yi Industrial
- ▲ 裕民航運 U-MING
- 信立 HSINLI
- 光群雷射 K LASER
- 廣達 Quanta
- 中磊 SERCOMM
- 威盛 VIA Technology
- ★ 台光 EMC
- ★ 大眾銀 TC Bank

1999

- ▲ 亞洲水泥 Asia Cement
- ▲ 遠東航空 FAT
- ▲ 匯豐汽車 FMC
- ▲ 厚生 FRG
- ▲ 榮成紙業 LCP
- ▲ 麗嬰房 Les enphants
- ▲ 龍邦國際 Long Bon
- ▲ 台電 Taiwan Power Company
- 矽品 SPIL
- 華映 Chunghwa Picture Tubes
- 南亞科技 Nanya Technology
- 華祺 RODEX
- 東友 TIS
- ★ 統懋 MOSPEC
- ★ 微星 MSI

2000

- ▲ 華夏海灣 CGPC
- ▲ 中華航空 China Airlines
- ▲ 大眾電腦 FIC
- ▲ 國喬石化 Grand Pacific Petrochemical Corporation
- ▲ 瀚宇博德 HannStar Board
- ▲ 鴻海 Hon Hai Precision Industry
- ▲ 南亞塑膠 Nanya Plastics
- ▲ 台電 Taiwan Power Company
- ▲ 欣興電子 Unimicron Technology Corp.
- ▲ 華邦電子 WEC
- ▲ 世平興業 World Peace Industrial Group
- 愛地雅 IDEAL
- 科風 PCM
- 信義房屋 Sinyi
- 宏全國際 Taiwan Hon Chuan Enterprise
- ▼ 歐洲投資銀行 European Investment Bank
- ★ 漢磊 EPISIL
- ★ 統懋 MOSPEC

2001

- ▲ 卜蜂企業 Charoen Pokphand Enterprise (Taiwan)
- ▲ 大陸工程 Continental Engineering Corporation
- ▲ 中油 CPC Corporation
- ▲ 中鼎工程 CTCI Corporation
- ▲ 歐洲復興銀行 European Bank for Reconstruction and Development
- ▲ 遠傳 Far Eastone
- ▲ 遠東紡織 FENC
- ▲ 匯豐汽車 FMC
- ▲ 超豐電子 Greatek Electronics Inc.
- ▲ 聯發紡織 Lan Fa Textile Co., Ltd.
- ▲ 富驊 Loyalty Founder Enterprise
- ▲ 神腦國際 Senao International
- ▲ 矽品 Siliconware Precision Industries
- ▲ 生達化學 Standard Chemical & Pharmaceutical
- ▲ 台哥大 Taiwan Mobile
- ▲ 台電 Taiwan Power Company
- ▲ 特力 Test Rite International
- ▲ 燦坤 Tsann Kuen Enterprise
- ▲ 台橡 TSRC Corporation
- ▲ 華新麗華 Walsin Lihwa Corporation
- ▲ 集盛實業 Zig Sheng Industries
- 神基 Getac
- 元富證 ML
- 亞弘 YAHORNG
- ★ 長榮航 EVA Airways
- ★ 旺宏 Macronix
- ▶ 中環 CMC
- ▶ 矽品 SPIL

2002

- ▲ 中租迪和 Chailease
- ▲ 中橡 China Synthetic Rubber Corporation
- ▲ 中強光電 Coretronic Corporation
- ▲ 歐洲復興銀行 European Bank for Reconstruction and Development
- ▲ 遠傳電信 Far Eastone Telecommunications Co.
- ▲ 台塑集團 Formosa Plastics Group
- ▲ 台電 Taiwan Power Company
- ▲ 統一企業 Uni-President
- ▲ 華新麗華 Walsin Lihwa
- 第一金 FFHC
- * 奇美電 CMO
- * 中鋼 CSC
- 宏正 ATEN
- 建緯 CWPT
- 聚陽實業 Makalot
- 翔準光罩 PSMC
- 緯創 Wistron
- ★ 長榮航 EVA Airways
- ★ 大眾銀 TC Bank
- ★ 陽明 YMTC
- ▶ 遠銀 EFIB
- ▶ 旺宏 Macronix
- ▶ 力晶 Powerchip

2003

- ▲ 國內公司債承銷 Domestic bond underwriting
- 財務顧問 Financial advisory services
- * Global Depository Receipts (GDR)
- Initial Public Offering (IPO)
- ▼ 國際債券承銷 International bond underwriting
- ★ Secondary Public Offering (SPO)
(現金增資或可轉換公司 Share issuance or convertible bonds)
- ◆ Taiwan Depository Receipts (TDR)
- ▶ Euro Convertible Bond (ECB)

- ▲ 日月光
Advanced Semiconductor Engineering
- ▲ 友達 AU Optronics
- ▲ 台達化工
TAITA Chemical
- ▲ 威盛 VIA Technologies
- ▲ 萬海 Wan Hai
- ▲ 陽明 Yang Ming
- 帆宣 MIC
- 元太 Prime View
- 台蠟 TWC
- 聯合骨科 UOC
- ★ 中華汽車 CMC
- ★ 瀚荃 CvilLux
- ★ 廣輝 Quanta Display
- ★ 聯邦銀行 UBOT
- ▶ 光寶 LTC
- ▶ 廣輝 Quanta Display
- ▶ 矽品 SPIL

- ▲ 友達 AU Optronics
- ▲ 奇美 Chi Mei Optoelectronics
- ▲ 遠東百貨
Far Eastern Stores
- ▲ 富邦金控
Fubon Financial Holding
- ▲ 和平電力
Ho-Ping Power Company
- ▲ 台新金控 Taishih Financial
- 艾訊 AXIOMTEK
- * 友達 AUO
- * 台積電 TSMC
- 艾訊 AXIOMTEK
- 遠傳電信 Far Eastone
- 川湖 King Slide
- 光洋科 Solar
- ★ 力晶 Powerchip
- ★ 廣輝 Quanta Display
- ★ 大眾銀行 TC bank
- ★ 聯邦銀行 UBOT
- ▶ 正峰 JF
- ▶ 廣達 QCI

- ▲ 中油 CPC Corporation
- ▲ 長榮航空 EVA Airways
- ▲ 台塑集團
Formosa Plastics Group
- ▲ 安信信用卡 Prime Credit
- ▲ 台電
Taiwan Power Company
- 友達 AUO
- 廣達 QCI
- * 力晶 Powerchip
- 斐成 FCE
- 富喬 FFG
- 華亞科技 Inotera Memories
- ★ 晶元電 EPISTAR
- ★ 一詮精密 I-CHIUN
- ★ 台灣光罩 TAIWAN MASK
- ▶ 力晶 Powerchip

- ▲ 富邦金 Fubon Financial
- 明基 BMC
- 遠傳 Far EasTone
- 台航 TAIWANLINE
- * 茂迪 MOTECH
- * 台積電 TSMC
- 達方 Darfon
- 福懋科
Formosa Advanced Technologies
- 誠研 Hit
- 旭耀 Orisetech
- 同欣 Tong Hsing
- ★ 佰鴻 BRIGHT
- ★ 輔祥 FORHOUSE
- ★ 大成長城 GREATWALL
- ★ 菱生 LPI
- ★ 台半 TSC
- ▶ 永豐餘 YFY

- ▲ 亞泥 Asia Cement Corporation
- ▲ 開發金控 CDIFH
- ▲ 中鋼 China Steel
- ▲ 遠東紡織 FENC Corporation
- ▲ 台塑集團
Formosa Plastics Group
- ▲ 新光金控
Shin Kong Financial Holding
- ▲ 台灣高鐵
Taiwan High Speed Rail Corporation
- ▲ 台哥大 Taiwan Mobile
- ▲ 台電 Taiwan Power Company
- 義隆 ELAN
- 華邦 WEC
- 陽明 YMTc
- 全科 ALLTEK
- 嘉聯益 Career Tech.
- 川湖 King Slide
- 鼎翰 TSC Auto ID Technology
- 力積 Zentel Electronics
- ★ 國賓飯店 Ambassador Hotel
- ★ 新漢 Nexcom
- ★ 炎洲 Yem Chio

- ▲ 中油 CPC Corporation
- ▲ 台電 Taiwan Power Company
- 明安 ADVANCED GROUP
- 日月光 ASE
- 中壽 CHINA LIFE
- 元太 EIH
- * 元太 EIH
- 亞諾法 Abnova
- 志超 tpt
- ★ 可成 CATCHER
- ★ 元太 EIH
- ★ 一詮 I-CHIUN
- ◆ 聖馬丁 SMT
- ◆ 中國旺旺 Want Want
- ◆ 精熙 Yorkey

2004

2005

2006

2007

2008

2009

- ▲ 國內公司債承銷 Domestic bond underwriting
- 財務顧問 Financial advisory services
- * Global Depository Receipts (GDR)
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- ▼ 國際債券承銷 International bond underwriting
- ★ Secondary Public Offering (SPO)
(現金增資或可轉換公司 Share issuance or convertible bonds)
- ◆ Taiwan Depository Receipts (TDR)
- ▶ Euro Convertible Bond (ECB)

- ▲ 正新
Cheng Shin Rubber Industries
- ▲ 中油 CPC Corporation
- ▲ 台塑集團
Formosa Plastics Group
- ▲ 光洋科
Solar Applied Materials Technology
- ▲ 台新金控
Taishin Financial Holding
- ▲ 台電 Taiwan Power Company
- ▲ 永豐餘集團 YFY Inc
- 京東方 BOE
- 晶元光電 Epistar
- 廣鎂 HUGA
- 大聯大 WPG
- 友尚 Yosun
- * 和碩 Pegatron
- 聖暉 Acter
- 聚紡 G-Fun Industrial
- 碩禾 GIGASOLAR
- 崑鼎 KD Holding
- 新唐 NTC
- 泰博 TaiDoc
- ★ 飛捷 FLYTECH
- ★ 宏齊 Harvetek
- ★ 華亞科技 Inotera Memories
- ★ 南亞科技 Nanya Technology
- ★ 中磊 SERCOMM
- ★ 矽格 Sigurd
- ★ 志超 tpt
- ◆ 神州數碼 Digital China
- ▶ 友達 AUO

2010

- ▲ 日月光集團 ASE
- ▲ 中鋼 China Steel
- ▲ 中油 CPC Corporation
- ▲ 長榮航空 EVA Airways
- ▲ 台塑集團 Formosa Plastic Group
- ▲ 鴻海 Hon Hai Precision
- ▲ 台新金控 Taishin Financial Holding
- ▲ 台電 Taiwan Power Company
- ▲ 台積電 TSMC
- ▲ 統一企業 Uni-President
- ▲ 萬海 Wan Hai
- ▲ 遠鼎投資
Yuan Ding Investment
- 宏碁 Acer
- 英業達 INVENTEC
- 力成 Powertech
- 中美晶 SAS
- 合庫金控 Taiwan Cooperative Holdings
- 大聯大 WPG
- * 可成 CATCHER
- * 中國鋼鐵 China Steel
- 開曼東凌 Cayman Tung Ling
- F-康聯 Coland
- F-茂林 GLT
- 奕力 ILITEK
- 捷必勝 JP Nelson Holdings
- 隆達 Lextar
- 紅木 Redwood Group
- 森田 Sen Tien
- 耀億工業 Yao I Fabric

2011

- ★ 研華 ACL
- ★ 可成 CATCHER
- ★ 中國人壽 China Life
- ★ 遠百 FEDS
- ★ 奕力 ILITEK
- ★ 兆豐金控 MEGA FHC
- ★ 聯強國際
Synnex Technology
- ★ 台中商銀 T.C.C.B.
- ★ 同欣電子
Tong Hsing Electronic Industries
- ★ 炎洲 YEMCHIO
- ◆ 爾必達 Elpida

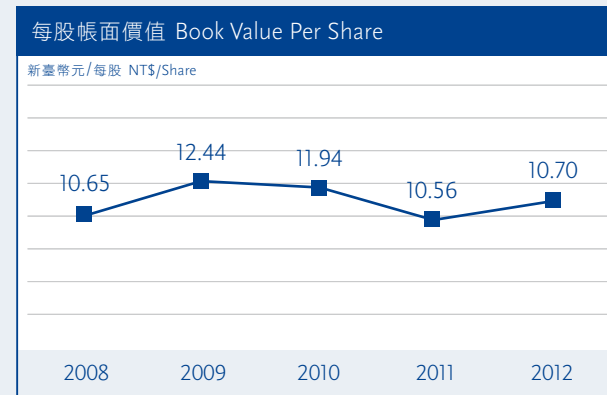
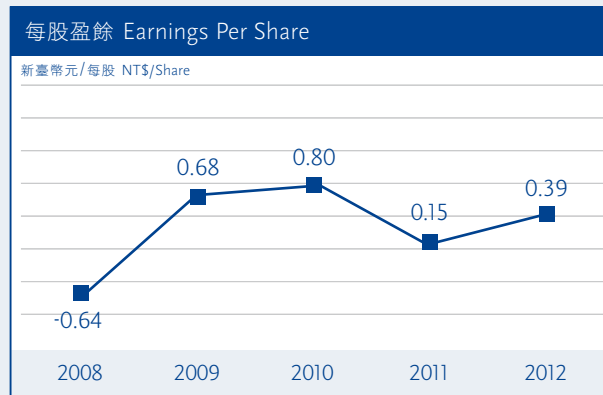
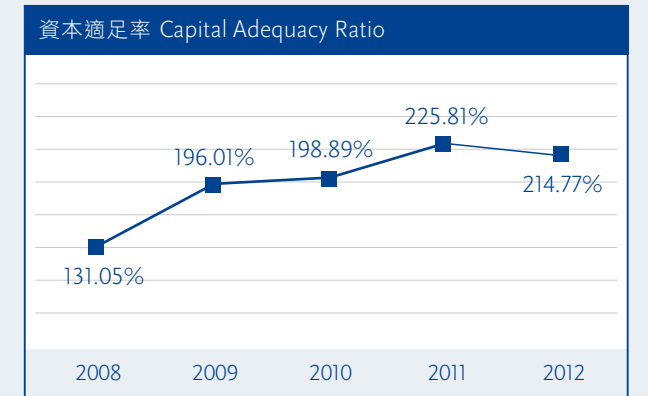
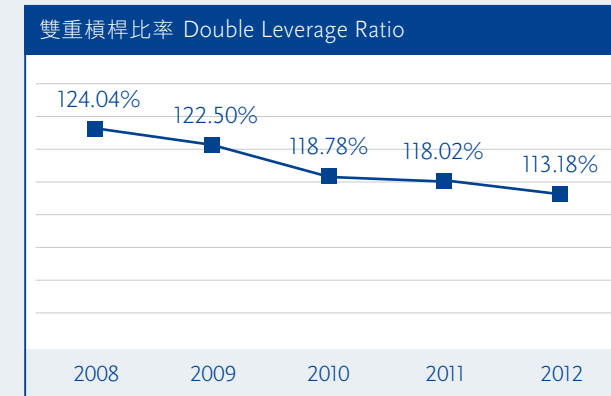
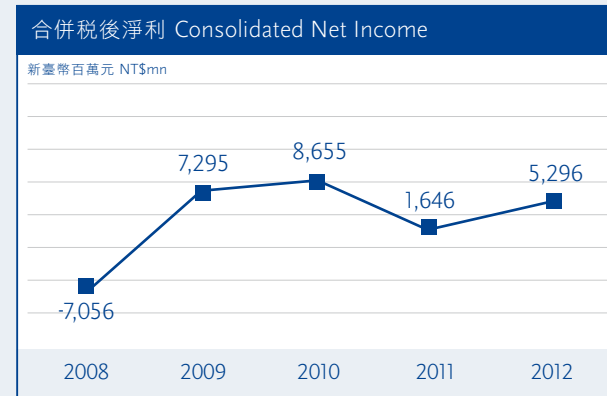
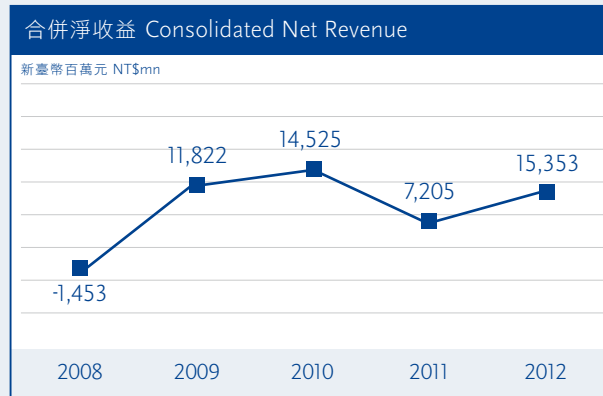
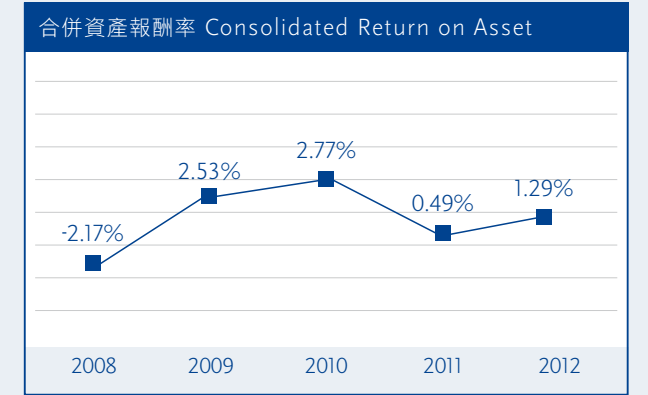
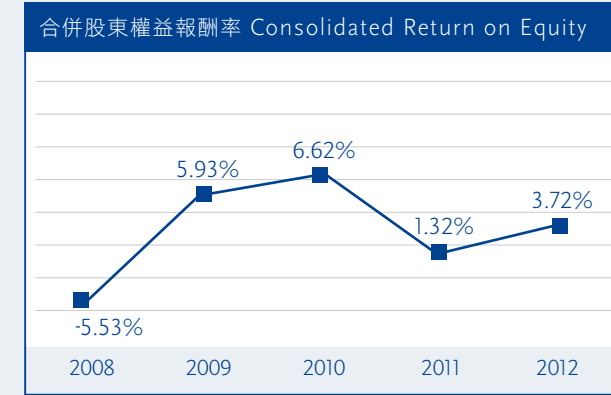
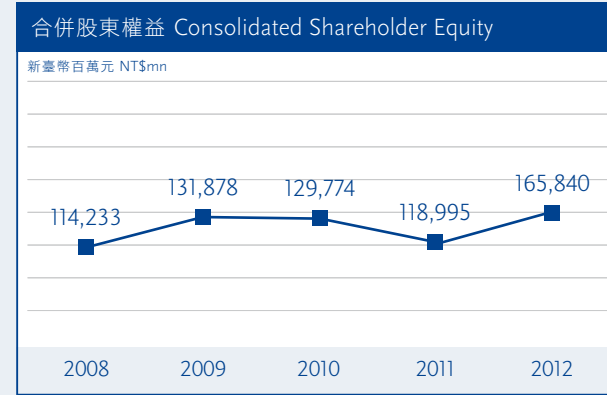
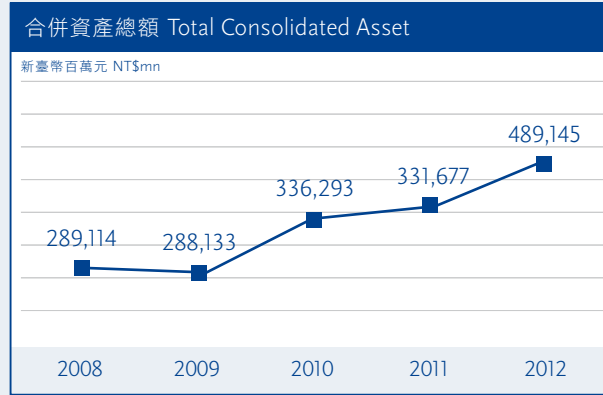
- ▲ 中租迪和 Chailease Finance
- ▲ 華航 China Airlines Ltd.
- ▲ 中鋼 China Steel Corporation
- ▲ 中油 CPC Corporation
- ▲ 長榮航 EVA Airways
- ▲ 台塑集團 Formosa Plastic Group
- ▲ 鴻海 Hon Hai Precision
- ▲ 台新金控 Taishin Financial Holding
- ▲ 台哥大 Taiwan Mobile
- ▲ 台電 Taiwan Power Company
- ▲ 台積電 TSMC
- ▲ 統一 Uni-President
- ▲ 聯電 United Microelectronics Corp.
- 中華紙漿 CHP
- 璨圓 FOREPI
- 金士頓 Kingston Technology Corporation
- 台揚 MTI
- 新日光 Neo Solar Power Corporation
- 台驊 T.H.I. Group
- * 中租 Chailease Finance
- 達興材料 Daxin Materials Corp.
- 旺能 DelSolar

2012

- ★ 名軒 Advantec Enterprise
- ★ 奇美電 Chimei Innolux
- ★ 華航 China Airlines
- ★ 台耀 Formosa Laboratories
- ★ 國碩 GSC
- ★ 李長榮化學工業 LCY Chemical Corp.
- ★ 日勝生 RADIUM
- ★ 中磊 SERCOMM
- ★ 合庫金控 Taiwan Cooperative Holdings
- ★ 志超 tpt
- ★ 耀億工業 Yao I Fabric Co.

- ▲ 國內公司債承銷 Domestic bond underwriting
- 財務顧問 Financial advisory services
- * Global Depository Receipts (GDR)
- Initial Public Offering (IPO)
- ▼ 國際債券承銷 International bond underwriting
- ★ Secondary Public Offering (SPO)
(現金增資或可轉換公司 Share issuance or convertible bonds)
- ◆ Taiwan Depository Receipts (TDR)
- ▶ Euro Convertible Bond (ECB)

4-3 財務資訊 Financial Summary





中華開發金控董事長陳木在（左四）參加開發工銀文教基金會所舉辦之「午餐的約會」活動，與開發金控員工至苗栗縣南庄東河國小親自下廚，為學童「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.

社會責任 Social Responsibility

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CDIB Education and Cultural Affairs Foundation
- 5-2 關心兒童的公益主軸 93
Care for Children a Central Theme in Community Welfare
- 5-3 節能環保的企業理念 96
Green Data Center
- 5-4 服務據點 98
Service Outlets

5-1 工銀文教基金會

秉持著「助人興業、創造價值」的企業經營宗旨，中華開發金控不僅自許是一流的投資銀行，亦將長期投資的精神發揮在日常的公益活動上，期盼也能成為協助社會向上提升的企業典範。1999年，由中華開發工業銀行捐贈成立財團法人中華開發工業銀行文教基金會，專注於教育、公益、人文關懷等慈善活動。有感於「教育是最有價值的投資」，中華開發以關心下一代、投資孩子的未來作為未來公益活動主軸，希望透過各種捐贈與實質協助學童健全成長與發展的活動，喚起各方關注，匯集各方的力量。

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 關心兒童的公益主軸

我們班的小飛象

2009年，中華開發工銀文教基金會獲得教育部優良公益提案及補助，展開『我們班的小飛象：小天份大未來之築夢計畫』。本計畫為打破智育至上迷思，提供才藝獎助金鼓勵課業低成就的孩子發展智育以外之優勢能力，特別是經濟弱勢為優先資助對象。至今受益於此計畫的個人與團體達200人以上。這些孩子在師長充滿愛的陪伴及鼓勵下，在能力與自信十足提升，獲得了學習成就感。本計畫將持續協助有才華的弱勢學子，找到自己發光的舞台。

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 關心兒童的公益主軸

薪傳課輔

為拉近城鄉教育資源的差距，縮短弱勢學童的學習落差，基金會於2007年成立「薪傳100×課輔100」獎助計劃。每年以新臺幣五百萬元獎學金，獎助100位國內公私立大專院校在學優秀清寒學生，除協助他們向學，減輕經濟負擔，更鼓勵接受獎助大學生貢獻100小時的義工服務，投入弱勢學童的課後輔導工作，將中華開發工銀的公益關懷擴大至高等教育及扶助弱勢的領域。本計畫至今共計超過六萬小時及六百位志工的優質陪伴，深入全臺國中國小，獲得學校及社福團體的高度肯定。

莫拉克風災賑災方案

2009年8月的莫拉克風災重創臺灣南部與臺東部分山區，中華開發員工愛心捐助臺東災區兒童課後照顧計畫，並有計畫運用在地資源，培訓社區父母閱讀帶領課程，提升親職功能。2012年也將經費用於購買災區手工藝及農產品，支持災後居民生計與地方產業重建。

營養100分

基金會自2006年至2012年，補助偏鄉資源弱勢學校營養加菜金，協助補充學童成長所需的鈣質與其他營養，為學校午餐加菜，甚或提供早餐及下午點心。方案執行以來，普獲地方政府及校方好評，累計捐贈營養加菜金高達新臺幣四千萬元。

2012年更擴大「營養100分」的公益精神，舉辦九場「午餐的約會」活動，邀請金控家族員工組隊到偏鄉學校下廚，為學童「加菜」，分享私房料理。這群不擅廚藝的上班族以認真態度，端出咖哩牛腩、蕃茄肉醬義大利麵、藍帶豬排、糖醋排骨、鮭魚奶油焗烤飯等道道佳餚，成為偏鄉學校師生的美味記憶。

中華開發工銀文教基金會網站 <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 節能環保的企業理念

環保節能，打造金控業首座綠色機房

除了重視兒童的成長與發展，成立已50餘年的中華開發長期以來亦持續地對環保節能、專才教育、弱勢族群及藝術文化等等領域付予高度關注，時而透過各種捐助或實際的投身參與來善盡企業公民的責任，回饋社會。其中，節能環保素為公司內部宣導及經營管理上的實踐重點。

鑑於全球暖化的現象日趨嚴重，為徹底落實對珍愛地球與在地環境所應盡之責任與承諾，在2008年初即打造國內金控業首座綠色機房，採用全新的機房空調設計有效解決機器設備散熱問題，使機房空調的平均耗電量較傳統機房省40%–50%。2013年機房擴建規劃仍將沿續節能空調設計及伺服器虛擬化運用，以減緩機器設備成長對空調電力耗用的需求。依每節省1度電 (1kw) 約可減少0.625公斤的二氧化碳排放來看，中華開發金控的綠色機房大幅強化我們的IT優勢與擴充性，更在實踐節能減碳、降低IT營運成本等方面樹立良好模範。此外，中華開發持續在集團內部推展作業流程自動化以節約紙張用量，並制訂符合環保節能的資訊設備採購標準，以使用對環境無害並具節能效果的個人電腦，協助減少資源浪費與能源成本。

中華開發深信，長期承諾投入社會公益，善盡企業公民責任，是健全的企業經營之本。未來中華開發仍將繼續積極投入公益，戮力幫助孩童，積極環保節能，以回饋社會，深耕臺灣！



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 服務據點 Service Outlets

中華開發金融控股公司 China Development Financial Holding Corporation

www.cdibh.com

總公司
Head Office

10504 臺北市南京東路五段125號
125, Sec. 5, Nanjing East Rd., Taipei City 10504, Taiwan (R.O.C.)
Tel: +886-2-2753-2201 Fax: +886-2-2753-2203

中華開發工業銀行 China Development Industrial Bank

www.cdibank.com

總行
Head Office

10504 臺北市南京東路五段125號
125, Sec. 5, Nanjing East Rd., Taipei City, 10504, Taiwan (R.O.C.)
Tel: +886-2-2763-8800 Fax: +886-2-2766-0047

桃園分行
Taoyuan Branch

33045 桃園縣桃園市中正路1071號1樓之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

臺中分行
Taichung Branch

40758 臺中市西屯區府會園道169號7樓
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 高雄市前鎮區中山二路91號3樓之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

中華開發工銀轉投資事業 Subsidiaries of China Development Industrial Bank

www.cdibh.com

開發科技顧問公司
China Venture Management, Inc.

10504 臺北市南京東路五段125號12樓
12F, 125, Sec. 5, Nanjing East Rd., Taipei City 10504, Taiwan (R.O.C.)
Tel: +886-2-2767-3668 Fax: +886-2-2767-7008

中華開發工銀科技顧問公司
CDIB Private Equity Corporation

10504 臺北市南京東路五段125號11樓
11F, 125, Sec. 5, Nanjing East Rd., Taipei City 10504, Taiwan (R.O.C.)
Tel: +886-2-2763-8800 Fax: +886-2-2746-7612

中華開發創業投資公司
CDIB Venture Capital Corporation

中華開發資產管理公司
China Development
Asset Management Corporation

10504 臺北市南京東路五段125號7樓
7F, 125, Sec. 5, Nanjing East Rd., Taipei City 10504, Taiwan (R.O.C.)
Tel: +886-2-2756-8968 Fax: +886-2-2756-8977

華開租賃公司
CDC Finance & Leasing
Corporation

10504 臺北市南京東路五段125號3樓
3F, 125, Sec. 5, Nanjing East Rd., Taipei City 10504, Taiwan (R.O.C.)
Tel: +886-2-2761-1758 Fax: +886-2-2747-3138

中華開發股權投資管理有限公司
CDIB Private Equity Management
Corporation

中國上海市靜安區南京西路1601號越洋國際廣場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

中華開發國際租賃有限公司
CDIB International Leasing Corp.

中國江蘇省蘇州市昆山市前進東路1228號12樓
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Tel: +86-512-3661-5800 Fax: +86-512-5795-5858

海外創投子公司聯合辦事處 Joint office of overseas venture capital subsidiaries

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Tel: +1-415-715-1500 Fax: +1-415-625-5589

韓國首爾
Seoul, Korea

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

香港
Hong Kong

香港中環花園道3號中國工商銀行大廈7樓
ICBC Tower, 7F, 3 Garden Rd., Central, Hong Kong
Tel: +852-2231-8600 Fax: +852-2231-8601

中國上海
Shanghai, China

中國上海市靜安區南京西路1601號越洋國際廣場1507室
Room 1507, Park Place Office Tower, No. 1601, Nanjing West Road, Jingan
District, Shanghai, PRC200040
Tel: +86-21-6289-5708 Fax: +86-21-6289-5709

5-4 服務據點 Service Outlets

凱基證券股份有限公司

公司網站：www.KGI.com
交易網站：www.KGIeWorld.com.tw

總公司 Headquarters	10462 臺北市中山區明水路700號 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 臺北市中正區博愛路35號2樓 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 臺北市中正區許昌街17號3樓 3F., No.17, Xuchang St., Zhongzheng Dist., Taipei City 10047, Taiwan (R.O.C.) Tel: +886-2-2383-1111 Fax: +886-2-2311-6096
館前分公司 Guanqian Branch	10047 臺北市中正區館前路49號6樓 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 臺北市中正區羅斯福路二段102號3樓 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 臺北市大同區延平北路二段96號5樓 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 臺北市大同區長安西路43號3樓 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 臺北市中山區南京東路一段52號3樓 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 臺北市中山區中山北路二段68號7樓 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 臺北市中山區松江路54號2樓 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 臺北市中山區明水路591號1樓 1F., No.591, Mingshui Rd., Zhongshan Dist., Taipei City 10466, Taiwan (R.O.C.) Tel: +886-2-8509-8288 Fax: +886-2-8509-5750
民權分公司 Mingchuan Branch	10476 臺北市中山區復興北路420號4樓 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
臺北分公司 Taipei Branch	10485 臺北市中山區南京東路二段137號4樓 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 臺北市中山區南京東路三段101號3樓 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
信義分公司 Xinyi Branch	10547 臺北市松山區復興北路167號14樓之一 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
復興分公司 Fuxing Branch	10547 臺北市松山區復興北路167號4樓 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 臺北市松山區敦化北路56號地下1樓 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 臺北市松山區八德路三段30號2樓 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 臺北市松山區八德路四段678號3樓 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 臺北市大安區和平東路一段180號5樓 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 臺北市大安區安和路二段82號2樓 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 服務據點 Service Outlets

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忠孝分公司 Zhongxiao Branch	10690 臺北市大安區忠孝東路四段87號14樓 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 臺北市信義區忠孝東路四段563號7樓 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 臺北市信義區忠孝東路五段550號地下2樓 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 臺北市士林區中山北路七段18號4樓之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
陽明分公司 Yangming Branch	11163 臺北市士林區文林路338號2樓 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 臺北市士林區文林路342號5樓 5F., No.342, Wenlin Rd., Shilin Dist., Taipei City 11163, Taiwan (R.O.C.) Tel: +886-2-2882-3355 Fax: +886-2-2880-2255
內湖分公司 Neihu Branch	11458 臺北市內湖區成功路四段358號地下之一 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
興隆分公司 Xinglong Branch	11694 臺北市文山區興隆路三段71號地下1樓 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 基隆市仁愛區仁一路259號4樓 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
板橋分公司 Banqiao Branch	22063 新北市板橋區四川路一段107號2樓 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 新北市板橋區中山路一段293-2號地下1樓 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 新北市板橋區三民路一段216號5樓 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 新北市汐止區新興路3號7樓 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 新北市新店區北新路三段106號1樓 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 新北市永和區中正路588號5樓 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 新北市中和區連城路68-1號2樓 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
雙和分公司 Shuanghe Branch	23575 新北市中和區中和路232號3樓 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 新北市土城區金城路三段182號1樓 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
三峽分公司 Sanxia Branch	23741 新北市三峽區文化路59號3樓之一 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 新北市三重區正義北路208號3樓 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 服務據點 Service Outlets

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重新分公司
Chongxin Branch 24147 新北市三重區重新路二段1號6樓
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

上新莊分公司
Shang Xinzhuang Branch 24249 新北市新莊區中華路二段5號3樓
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 新北市新莊區中華路二段7號7樓
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

新莊分公司
Xinzhuang Branch 24265 新北市新莊區四維路21號5樓
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 新北市林口區文化二路一段569號
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

蘆洲分公司
Luzhou Branch 24751 新北市蘆洲區成功路134號3樓
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 新北市五股區中興路四段40號1樓
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

宜蘭分公司
Yilan Branch 26043 宜蘭縣宜蘭市光復路48號2樓
2F., No.48, Guangfu Rd., Yilan City, Yilan County 26043, Taiwan (R.O.C.)
Tel: +886-3-933-4999 Fax: +886-3-933-4589

羅東分公司
Luodong Branch 26548 宜蘭縣羅東鎮中正北路48號1樓
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 新竹市東區三民路9號2樓之一
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 新竹市東區民生路128號3樓
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 新竹市北區中正路158號3樓
3F., No.158, Zhongzheng Rd., North Dist., Hsinchu City 30051, Taiwan (R.O.C.)
Tel: +886-3-522-1177 Fax: +886-3-522-1314

科園分公司
Keyuan Branch 30074 新竹市東區光復路一段273號1樓
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 新竹縣竹北市仁義路193號2樓
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 新竹縣湖口鄉達生路15號2樓
2F., No.15, Dasheng Rd., Hukou Township, Hsinchu County 30342, Taiwan (R.O.C.)
Tel: +886-3-590-7766 Fax: +886-3-590-4330

新豐分公司
Xinfeng Branch 30442 新竹縣新豐鄉建興路一段106號
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

竹東分公司
Zhudong Branch 31041 新竹縣竹東鎮朝陽路9號2樓
2F., No.9, Chaoyang Rd., Zhudong Township, Hsinchu County 31041, Taiwan (R.O.C.)
Tel: +886-3-595-8588 Fax: +886-3-595-8577

中壢分公司
Zhongli Branch 32070 桃園縣中壢市環北路421號1樓
1F., No.421, Huanbei Rd., Zhongli City, Taoyuan County 32070, Taiwan (R.O.C.)
Tel: +886-3-433-6989 Fax: +886-3-433-6824

平鎮分公司
Pingzhen Branch 32443 桃園縣平鎮市環南路二段11號4樓
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

桃園分公司
Taoyuan Branch 33042 桃園縣桃園市民族路79號1樓
1F., No.79, Minzu Rd., Taoyuan City, Taoyuan County 33042, Taiwan (R.O.C.)
Tel: +886-3-331-9999 Fax: +886-3-333-7878

桃園成功分公司
Taoyuan-Chenggong Branch 33043 桃園縣桃園市成功路一段32號14樓
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 服務據點 Service Outlets

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長庚分公司 Changgeng Branch	33375 桃園縣龜山鄉復興一路227號地下1樓 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 桃園縣八德市介壽路二段137號3樓 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 桃園縣蘆竹鄉中正路308號1樓 1F., No.308, Zhongzheng Rd., Luzhu Township, Taoyuan County 33861, Taiwan (R.O.C.) Tel: +886-3-312-9933 Fax: +886-3-312-7700
頭份分公司 Toufen Branch	35159 苗栗縣頭份鎮中華路916號4樓 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 苗栗縣苗栗市中正路458號2樓 2F., No.458, Zhongzheng Rd., Miaoli City, Miaoli County 36043, Taiwan (R.O.C.) Tel: +886-37-321-300 Fax: +886-37-336-573
臺中分公司 Taichung Branch	40041 臺中市中國區民族路50號5樓 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 臺中市西區中正路478號8樓 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 臺中市北區大雅路58號6樓 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 臺中市北屯區文心路四段875號2樓 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 臺中市西屯區華美西街二段311號1樓 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

大業分公司 Daye Branch	40848 臺中市南屯區大業路179號1樓 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 臺中市大里區中興路二段127號2樓 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
豐中分公司 Fengzhong Branch	42042 臺中市豐原區豐中路13號7樓 7F., No.13, Fengzhong Rd., Fengyuan Dist., Taichung City 42042, Taiwan (R.O.C.) Tel: +886-4-2520-9000 Fax: +886-4-2528-2446
東勢分公司 Dongshi Branch	42343 臺中市東勢區豐勢路297號4樓 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 彰化縣彰化市和平路57號7樓 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 彰化縣彰化市和平路57號8樓 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 彰化縣彰化市中山路二段353號1樓 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
員林分公司 Yuanlin Branch	51052 彰化縣員林鎮中山路二段100號6樓 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 嘉義市西區垂楊路620號4樓 4F., No.620, Chuiyang Rd., West Dist., Chiayi City 60043, Taiwan (R.O.C.) Tel: +886-5-227-6879 Fax: +886-5-225-8768
嘉義分公司 Chiayi Branch	60044 嘉義市東區文化路85號5樓 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 雲林縣虎尾鎮德興路16號6樓 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 服務據點 Service Outlets

凱基證券股份有限公司

公司網站：www.KGI.com

交易網站：www.KGIeWorld.com.tw

斗六分公司 Douliu Branch	64045 雲林縣斗六市永安路46號3樓 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
北門分公司 Beimen Branch	70044 臺南市中西區北門路一段101號4樓 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
永華分公司 Yonghua Branch	70056 臺南市中西區永華路一段32號3樓 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
臺南分公司 Tainan Branch	70151 臺南市東區林森路一段395號3樓 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 臺南市東區中華東路二段201號1樓 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 臺南市北區成功路294號3樓 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 臺南市永康區中山南路1042號1樓 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
七賢分公司 Qixian Branch	80053 高雄市新興區七賢一路249號3樓 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 高雄市苓雅區中華四路47號3樓 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 高雄市苓雅區中正二路74號4樓 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 高雄市鼓山區明華路315號1樓 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 高雄市前鎮區一心二路21號3樓 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
前鎮分公司 Qianzhen Branch	80655 高雄市前鎮區一心二路128號3樓之一 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 高雄市三民區九如二路366號3樓 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 高雄市三民區建工路445號1樓 1F., No.445, Jiangong Rd., Sanmin Dist., Kaohsiung City 80778, Taiwan (R.O.C.) Tel: +886-7-395-3534 Fax: +886-7-395-2990
岡山分公司 Gangshan Branch	82041 高雄市岡山區公園東路47號 No.47, Gongyuan E. Rd., Gangshan Dist., Kaohsiung City 82041, Taiwan (R.O.C.) Tel: +886-7-623-3600 Fax: +886-7-622-6933
鳳山分公司 Fengshan Branch	83057 高雄市鳳山區維新路128號1樓 1F., No.128, Weixin Rd., Fengshan Dist., Kaohsiung City 83057, Taiwan(R.O.C.) Tel: +886-7-719-8899 Fax: +886-7-719-6969
屏東分公司 Pingtung Branch	90010 屏東縣屏東市自由路188號3樓 3F., No. 188, Ziyou Rd., Pingtung City, Pingtung County 90010, Taiwan (R.O.C.) Tel: +886-8-765-7000 Fax: +886-8-734-8065
內埔分公司 Neipu Branch	91249 屏東縣內埔鄉東寧村平昌街5號1樓 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
東港分公司 Donggang Branch	92847 屏東縣東港鎮中山路2號 No.2, Zhongshan Rd., Donggang Township, Pingtung County 92847, Taiwan (R.O.C.) Tel: +886-8-833-6565 Fax: +886-8-833-0065
北臺東分公司 North Taitung Branch	95043 臺東縣臺東市中山路248號1樓 1F., No.248, Zhongshan Rd., Taitung City, Taitung County 95043, Taiwan (R.O.C.) Tel: +886-89-345-000 Fax: +886-89-352-000
臺東分公司 Taitung Branch	95044 臺東縣臺東市大同路183號1樓 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 服務據點 Service Outlets

凱基期貨股份有限公司
KGI Futures Co. Ltd. 10044 臺北市中正區博愛路35號8樓
8F., No.35, Bo-ai Rd., Zhongzheng Dist., Taipei City 100, Taiwan (R.O.C.)
Tel: +886-2-2361-9889 Fax: +886-2-2371-2867
<http://www.KGIFutures.com.tw>

凱基證券投資信託
股份有限公司
KGI Securities Investment
Trust Co. Ltd. 10462 臺北市中山區明水路698號
No.698, Mingshui Rd., Zhongshan Dist., Taipei City 104, Taiwan (R.O.C.)
Tel: +886-2-2181-5678
<http://KGIFund.com.tw>

凱基證券投資顧問
股份有限公司
KGI Securities Investment
Advisory Co. Ltd. 10462 臺北市中山區明水路700號
No.700, Mingshui Rd., Zhongshan Dist., Taipei City 104, Taiwan (R.O.C.)
Tel: +886-2-2181-8000 Fax: +886-2-8501-1362
<http://www.KGIsia.com.tw>

KGI 凱基證券集團 (香港)
KGI Hong Kong Group 香港灣仔港灣道18號中環廣場41樓
41/F, Central Plaza, 18 Harbour Road, Wanchai, Hong Kong
Tel: +852-2878-6888
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