Confidential



Q1 2010 Results Update May 20, 2010



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### Agenda

### I. SKFH

- II. Life Insurance Business
- III. Banking Business
- IV. Life's 2009 EV/AV Results
- V. Appendix
  - Life Premium Summary



### SKFH – Q1 2010 Overview

- Fundamentals of the economy continue to improve despite volatilities in the equity and foreign exchange markets.
- SKFH recorded after-tax loss of NT\$2.93bn in Q1 2010. Excluding one-off items such as CDO investment loss (NT\$0.93bn), foreign exchange hedging cost (NT\$4.01bn) and reserve for indemnity payments (NT\$0.50bn), profit would have been NT\$2.51bn.
- Excluding capital losses, revenues steadily grew
  - Despite foreign exchange and other one-off losses, interest income for SKL increased 17.1% YoY and 12.9% QoQ.
  - Net interest income and net fee income for SKB increased 45.4% and 49.4% YoY respectively.
- Control of expenses remained tight
  - SKL: Operating expenses were 12.4% lower year-on-year
  - SKB: Operating expenses decreased 3.6% year-on-year
- Much stronger capital situation than last year and concrete plans in place to strengthen capital even further
  - Consolidated shareholders' equity of SKFH was NT\$87.77bn, 56.6% higher YoY
  - Shareholders' equity of SKL was NT\$50.81bn, 111.9% higher YoY
  - NT\$5bn proceeds from the liquidation of SKSC will be injected into SKL
  - SKL and SKB to issue hybrid tier-1 securities in the amount of NT\$3-6bn
  - Disposal of Hannover Technology Building, NeiHu District, Taipei
- Embedded Value (EV) and Appraisal Value (AV) significantly increased
  - EV was NT\$110.1bn, 36.4% higher than 2008; VNB grew 22.2% to NT\$13.1bn despite lower FYP in 2009 compared to 2008
  - 5-year New Business AV was NT\$158.4bn, 34.4% higher than 2008

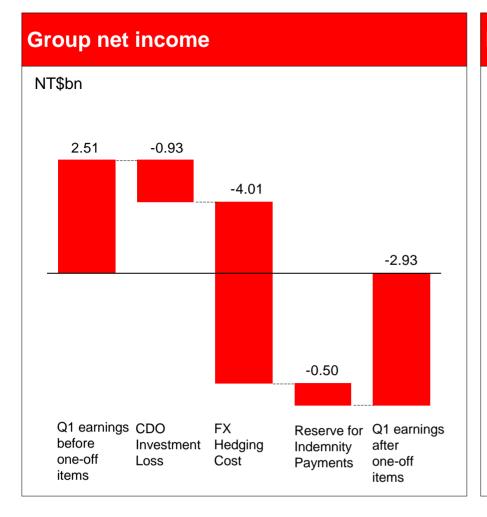


## Financial Highlights – Q1 2010

	Q1 2009	Q1 2010	YoY Growth
NT\$mn (except per share data), %			
Group net income	-637	-2,927	-
First year premium (Insurance)	17,689	15,469	-12.6%
Loans (Bank)	278,896	291,549	4.5%
Total assets	1,763,250	1,932,359	9.6%
Total shareholders' equity	56,036	87,768	56.6%
ROA (unannualized)	-0.02%	-0.14%	-
ROE (unannualized)	-0.89%	-2.98%	-
Earnings per share	-0.10	-0.37	-



### **Net Income – Q1 2010**



#### **Net income contribution**

#### NT\$bn

Net income	-2.93	-0.64
Others <sup>(1)</sup>	-0.01	0.12
Shin Kong Insurance Brokers	0.02	0.02
Shin Kong Investment Trust	0.01	0.00
Shin Kong Securities	0.06	0.08
Shin Kong Bank	0.35	0.17
Shin Kong Life	-3.36	-1.03
Subsidiaries	Q1 10	Q1 09

#### Note:



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### SKL – Q1 2010 Overview

- SKL recorded after-tax loss of NT\$3.36bn in Q1 2010 driven by NT\$0.93bn CDO investment loss, NT\$4.01bn foreign exchange hedging cost and NT\$0.50bn reserve for indemnity payments. Excluding one-off items, after-tax profit would have been NT\$2.08bn. ROE was -6.22%.
- FYP was NT\$15.47bn, down 12.6% YoY. To maintain reasonable profit margin, growth rate was lower than market growth of 22.1%. Market share was 5.7%.
- Sales were mainly contributed by traditional and interest-sensitive products, accounting for 22.4% and 69.3% of FYP respectively. Protection products were the focus of traditional sales vs single premium savings products in Q1 2009.
- New investment-linked product launched in the end of March has shown good sales momentum.
- 13-month persistency improved to 89.7%. 25-month persistency was 77.7%.
- Q1 annualized investment return was 2.4%.
- Shareholders' equity was NT\$50.81bn, up 111.9% YoY.



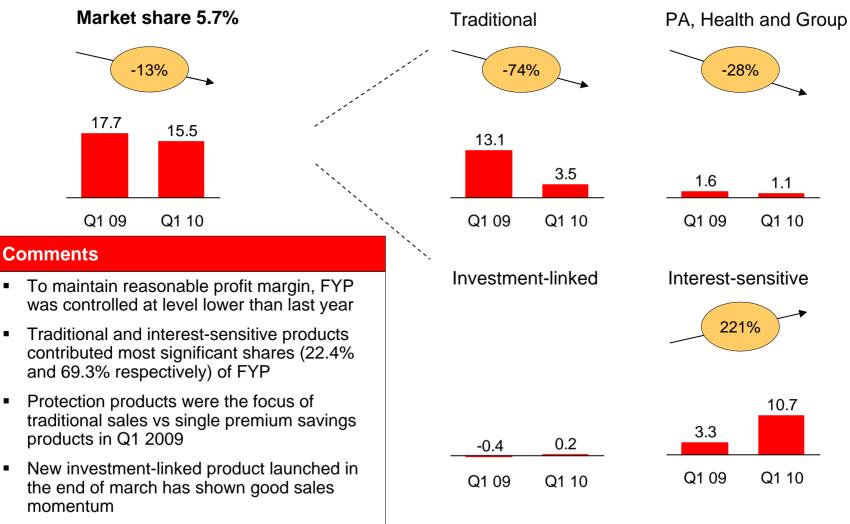
## Financial Highlights – Q1 2010

	Q1 2009	Q1 2010	YoY Growth
NT\$mn, %			
First year premium	17,689	15,469	-12.6%
Total premium	42,210	40,347	-4.4%
Investment income	11,760	10,132	-13.8%
Net income	-1,031	-3,357	-
Total assets	1,331,708	1,467,452	10.2%
Total shareholders' equity	23,975	50,810	111.9%
ROE (unannualized)	-4.23%	-6.22%	-
ROA (unannualized)	-0.08%	-0.23%	-



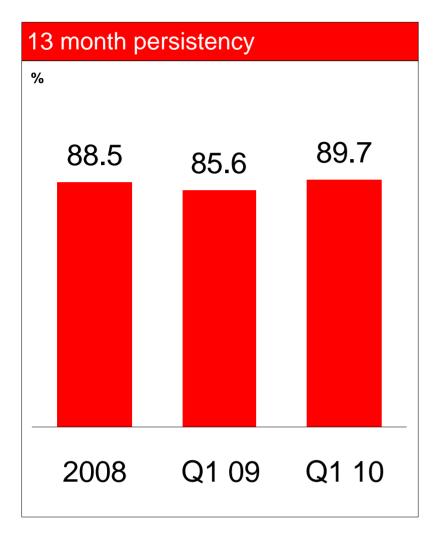
### First Year Premium – Q1 2010

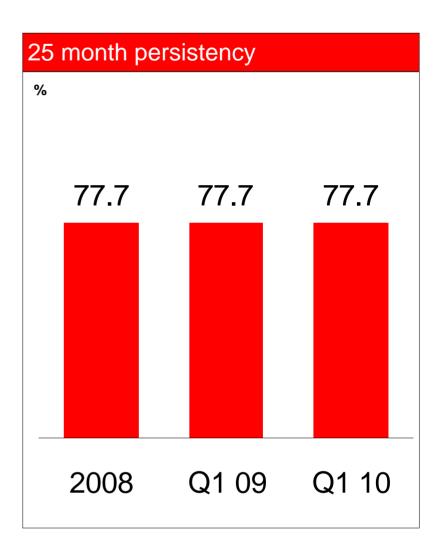
NT\$bn





### **Persistency Ratio**

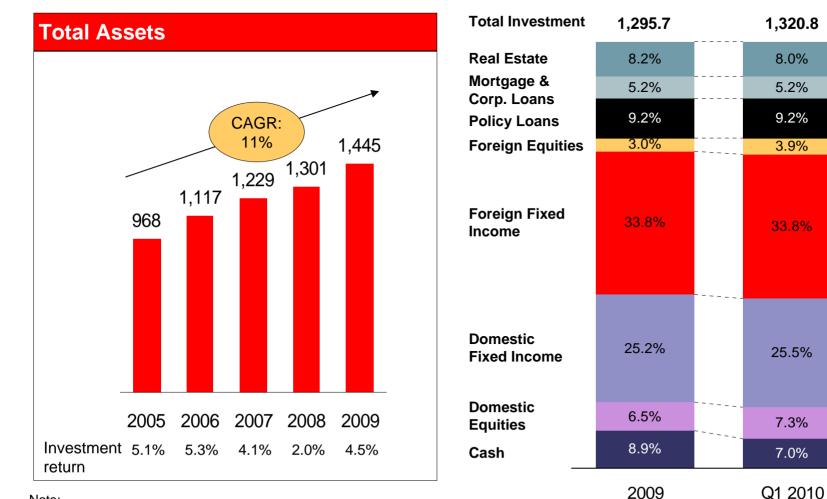






### **Investment Portfolio**

NT\$bn



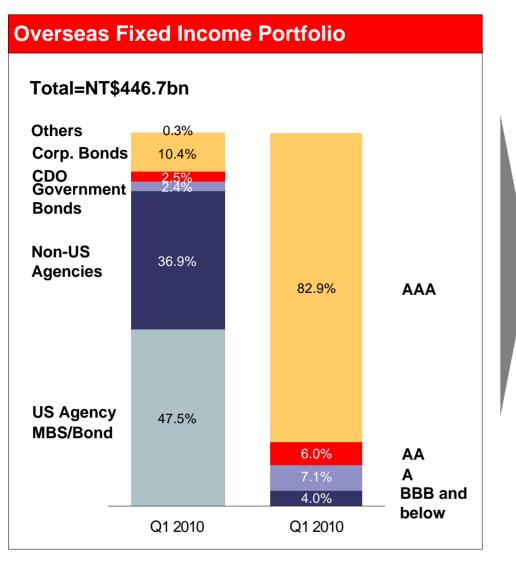
Note:

(1) Due to rounding, asset allocation figures may not add up to 100%

(2) Includes capital gains and FX hedging cost



### **Overseas Fixed Income Portfolio**

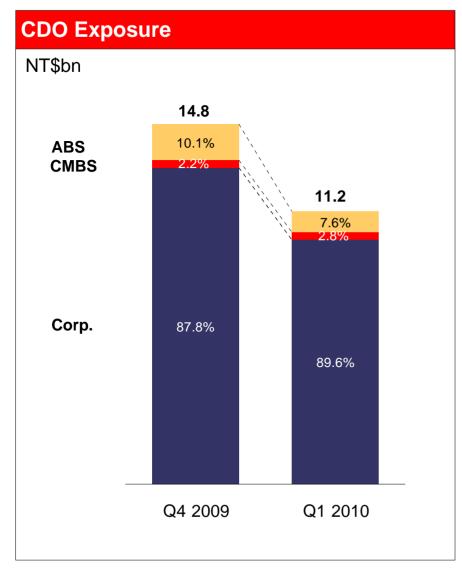


#### **Comments** Portfolio mainly comprises low risk investments such as government bonds, US Agency MBS/Bonds, and Non-US Agency Bonds AAA rated investments accounted for 82.9% of the portfolio. 96.0% of the portfolio is rated A and above. Overall credit risk exposure is very limited Corporate bond portfolio comprises leading investment grade names with stable credit quality (e.g., Johnson & Johnson,

Philip Morris, Wal-Mart)



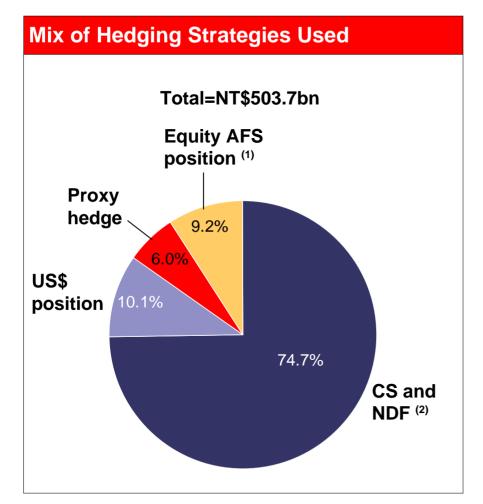
### **CDO Exposure**



#### Comments

- Overall exposure decreased from NT\$14.81bn to NT\$11.18bn as CDOs matured in Q1 2010
- 7.6% of CDOs were referenced to Asset Backed Securities which consist of RMBS, CMBS, auto loans, etc.
- Accounting treatment is 'no active market'
- Policy is to conduct impairment test when there is significant deterioration in credit quality (downgrade by more than 5 notches or to non-investment grade). In Q1 2010, an NT\$0.93bn loss was recognized
- Due to deterioration in credit market, cumulative loss of NT\$1.78bn among corporate CDOs has been recorded. The company will proactively manage the portfolio and deploy necessary hedging strategies to minimize losses

# SKFH Hedging Strategy



#### Comments

- Share of traditional hedges controlled within the target range of 70~90%
- Proxy hedging increased to 6.0%
- Available for sale position in foreign equities accounted for 9.2% of the portfolio and was not marked to market in income statement

#### Note:

(1) Available for sale position

(2) Currency swaps and non-delivery forwards



### **Investment Strategy**

Strong ALM **Discipline** 

Well-diversified **Portfolio** 

- Develop Strategic Asset Allocation based on liability profile and capital budget
- Build core portfolio of recurring income
- Achieve diversification and yield pick-up through overseas investments: obtained approval to increase overseas investment to 40%; currently operating between 35~40%
- Diversification by asset class (equity, credit, currency, commodity, real estate)
- Diversification by strategy for uncorrelated sources of alpha (quantitative, value. etc.)

**Cost-effective Currency Hedging** 

Enhance **Investment Risk** Management

- Target share of traditional hedges at 70~90% in the medium-long term
- Target hedging cost at 200 bps or below
- Manage/ control investment risk by prudent SAA and TAA ranges
- Cooperated with leading consulting company to enhance investment processes and investment risk management
- The Algo system (a cross-subsidiary market risk management platform) will be completed in Q2 2010 -16-



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# SKFH SKB – Q1 2010 Overview

- After-tax profit for Q1 2010 was NT\$347 million (up 101.6% year-on-year); preprovision profit increased 13.6% year-on-year to NT\$831 millon while provision expense went down 17.1% year-on-year to NT\$448 million.
- Loan balance increased 4.5% year-on-year. L/D ratio was 82.5% (incl. credit cards balance). To strike a better balance between risk and return, risk management has been strengthened.
- NIM improved from 1.54% in Q4 2009 to 1.60% in Q1 2010.
- Fee income from wealth management has recovered since Q2 2009 due to recovery in global markets. Fee income from wealth management for Q1 2010 was NT\$180 million (up 50.0% year-on-year). SKB achieved bancassurance crosssales of NT\$4.90 billion in Q1 2010, accounting for 46.1% of SKL bancassurance premium.
- Credit card NPL ratio decreased to 0.92% and coverage ratio increased to 294.70%.
- 11,235 cases (amounting to NT\$924 million) were filed since implementation of the Consumer Debt Clearance Regulations till the end of Q1 2010; overall situation expected to be manageable. Monthly repayment rate of restructured loans remained stable; cumulative repayment rate was 52.33%.
- Asset quality improved with overall NPL and coverage at 1.27% and 92.64% respectively. NPL ratio for mortgages remained low at 0.58%.

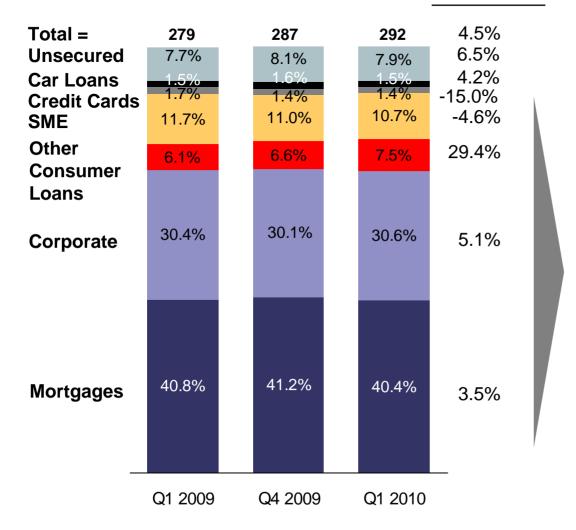


### **Net Income – Q1 2010**

	Q1 2009	Q1 2010	YoY Growth
NT\$mn, %			
Net interest income	1,006	1,462	45.4%
Net fee income	285	427	49.4%
Other income	694	149	-78.5%
Operating expense	-1,253	-1,207	-3.6%
Pre-provision operating income	731	831	13.6%
Provision expense	-541	-448	-17.1%
Income tax benefit (expense)	-18	-35	91.9%
Net Income	172	347	101.6%



NT\$bn



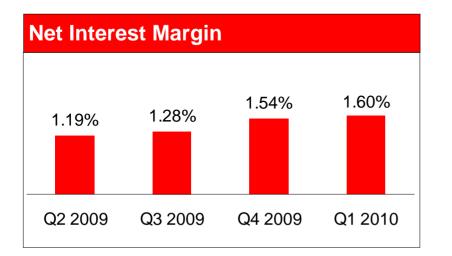
#### **YoY Growth**

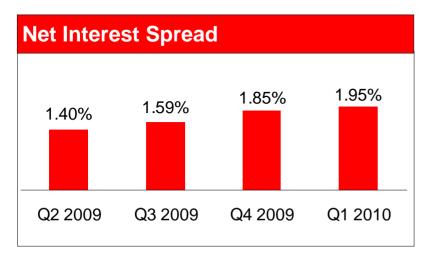
#### Comments

- Loan balance increased 4.5% year-on-year
- Despite stringent credit policies, mortgages achieved stable growth; maximum LTV ratio was 80% for urban planning areas and 60% for non-urban planning areas
- L/D ratio was 82.5% (incl. credit cards balance)



### **Interest Yield**



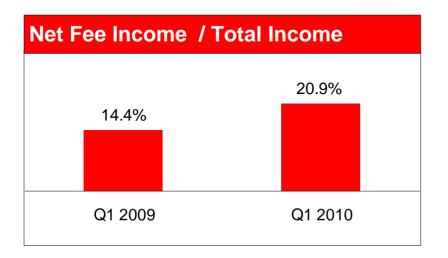


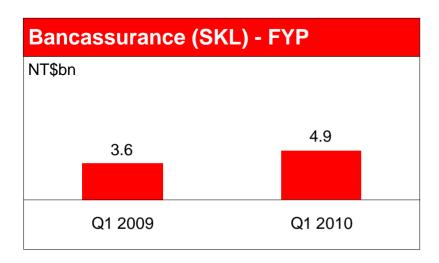
#### **Comments**

- As high rate deposits matured, NIM improved to 1.60% in Q1 2010
- Impact of Central Bank rate cuts was fully reflected in Q1 2010. NIM is expected to further increase when Central Bank raises rates
- SKB will continue to :
  - Develop cash management to increase demand deposits and lower cost of funds
  - Expand foreign exchange business and increase risk-free fee income from corporate customers, and
  - Develop SME and consumer loans with appropriate risk control to enhance interest income

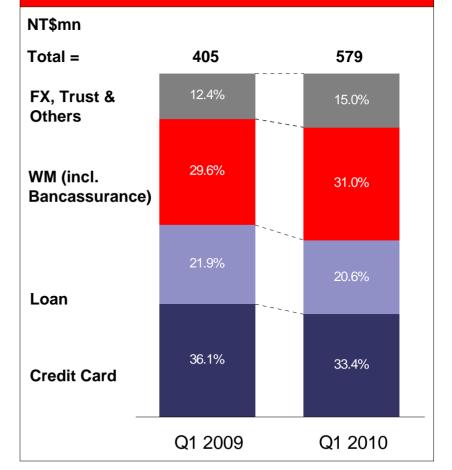


### **Fee Income**



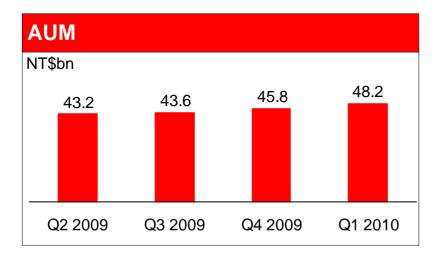


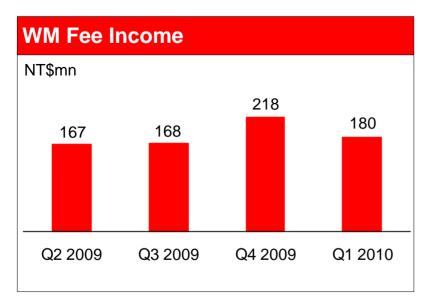
#### Fee Income Breakdown





### Wealth Management





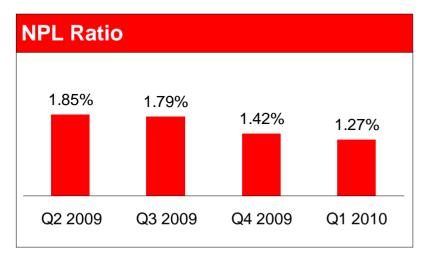
#### **Wealth Management Center**

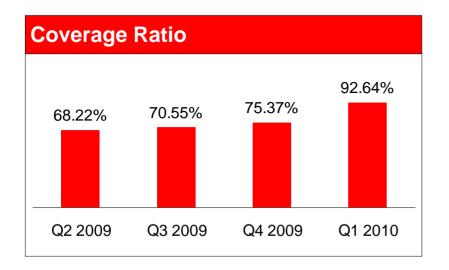


- Fee income from wealth management has increased since Q2 2009 due to recovery in global markets
- Fee income from wealth management for Q1 2010 was NT\$180 million (up 50.0% year-onyear) and accounted for 31.0% of total fee income
- Sales focuses were on mutual funds, insurance, and foreign securities in Q1 2010. As global markets stabilize, sales of mutual funds are expected to grow in 2010



### **Asset Quality**



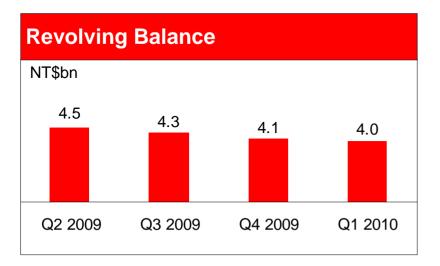


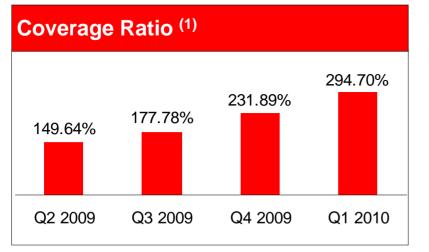
#### Comments

- Asset quality continued to improve with overall NPL at 1.27%
- NPL ratio for mortgages was low at 0.58%
- Coverage was 92.64% significantly improved compared to Q4 last year
- 11,235 cases (amounting to NT\$924million) were filed since implementation of the Consumer Debt Clearance Regulations till the end of Q1 2010. Overall situation expected to be manageable. Monthly repayment rate of restructured loans remained stable; cumulative repayment rate was 52.33%
- As of the end of Q1 2010, loan balances on DRAM and TFT-LCD industries were NT\$4.17bn and NT\$0.78bn respectively, accounting for 1.4% and 0.3% of total loans. Exposures were limited



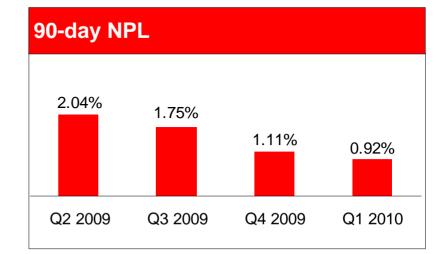
### **Credit Cards Metrics**

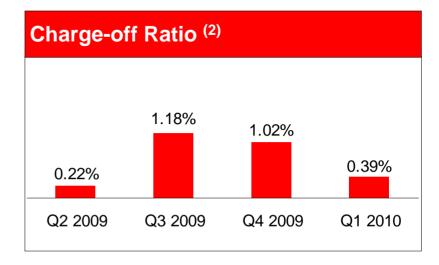




#### Note:

- (1) Actual reserves / NPL
- (2) Unannualized numbers







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### **SKL - EV & AV Results**

Unit : NT\$bn

	2008.12	2009.12	YoY growth
Adjusted NAV	70.2	97.7	39.2%
VIF	37.5	43.7	16.5%
COC	27.0	31.3	16.0%
EV	80.7	110.1	36.4%
EV / per share (SKL / SKFH)	19.3 / 12.9	22.1 / 14.0	-
V1NB	10.7	13.1	22.2%
AV – 5 years NB	117.9	158.4	34.4%
5-year AV / per share (SKL / SKFH)	28.2 / 18.9	31.8 / 20.1	-
AV – 20 years NB	161.0	220.7	37.1%
20-year AV / per share (SKL / SKFH)	38.5 / 25.8	44.3 / 28.0	-

Note:

(1) Based on SKFH's outstanding shares of 7.87bn as of the end of 2009



### **SKL - Estimate of Embedded/ Appraisal Value**

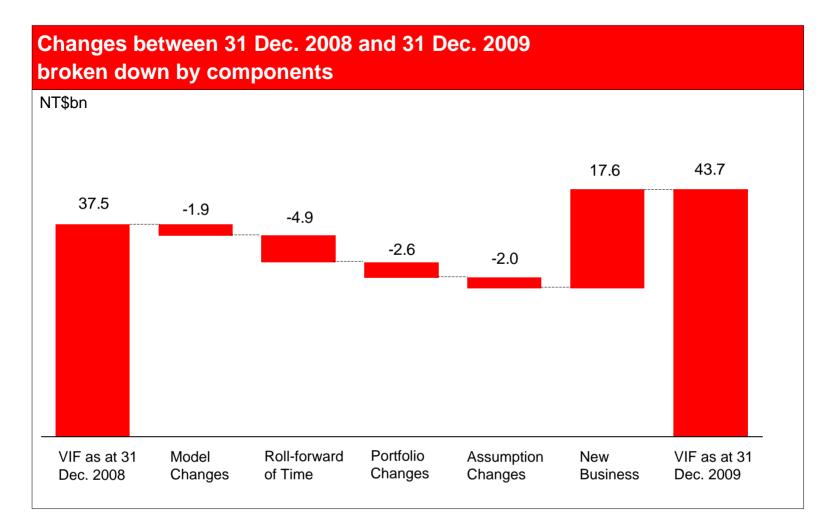
Unit: NT\$bn			Base Case Scenario		
Valn Date:	All else eq	ual except	Inv Return	All else eq	ual except
31 Dec, 09 Solvency Basis: 200% RBC	Inv Return -0.25%	Inv Return +0.25%	3.64% ~ 5.37% (Interest Sensitive Business 3.00% ~ 5.09%) RDR 9.5%	RDR - 1.0%	RDR + 1.0%
Net Worth	97.7	97.7	97.7	97.7	97.7
VIF	10.2	77.0	43.7	54.4	35.3
Cost of Capital (COC)	33.6	29.2	31.3	28.5	33.6
EV after COC	74.3	145.5	110.1	123.6	99.5
V1NB after COC	12.0	14.2	13.1	14.9	11.6
AV (5 years NB)	118.6	197.8	158.4	180.2	140.9
AV (20 years NB)	175.7	265.3	220.7	259.6	190.1

Note:

(1) Figures may not add up exactly due to rounding.

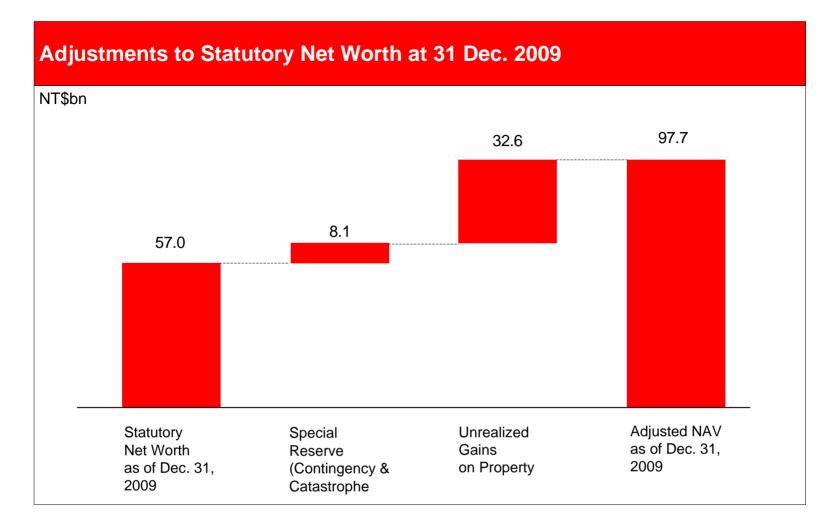


### SKL – Analysis of Change in VIF



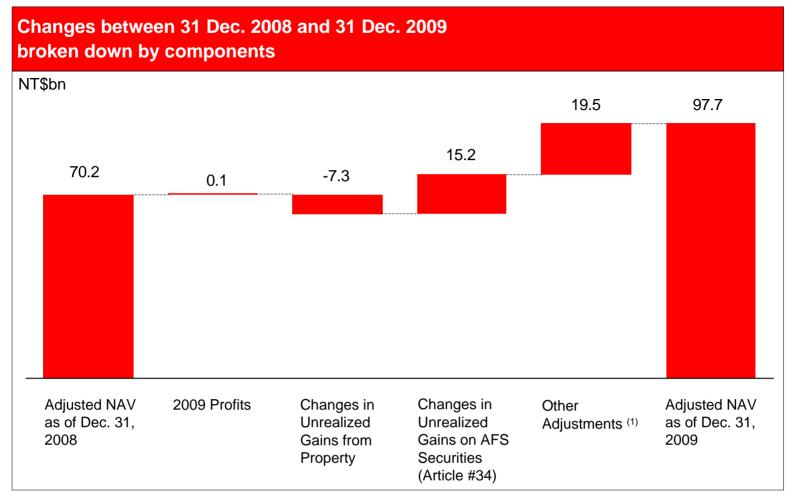


### SKL – Adjusted NAV





### **SKL - Analysis of Change in NAV**



Note:

- (1) Included capital injection, changes in special reserve (contingency & catastrophe), and other items.
- (2) Figures may not add up exactly due to rounding.



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### Total Premium – Q1 2010

NT\$bn

Market Share = 7.0%Growth Total 42.2 40.3 -4.4% PA, Health 6.4 6.9 7 5% & Group Interest 3.3 Sensitive 1.5 Investment 10.7 220.6% Linked 1.9 24.3% **Traditional** 30.9 20.9-32 6% Q1 2009 Q1 2010

### Comments

- Total premium went down 4.4% YoY
- Traditional and related policies accounted for 51.7% of total premiums; sales declined due to change in product focus from single premium products in Q1 2009 to protection products in 2010
- Total premium for all other product classes (PA, Health & Group and Interest Sensitive) grew



### SP / RP Breakdown

NT\$bn

Q1 2010 FYP	Single Premium	Regular Premium	Flexible Payment	Total
Traditional	2.32	1.14		3.46
Investment-linked				
VUL			0.15	0.15
Structured note				0.00
Interest Sensitive				
Annuity	10.71		0.01	10.72
Life				0.00
PA, health and others		1.14		1.14
Total	13.03	2.28	0.16	15.47



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### Shin Kong Financial Holding Financial Summary

(NT\$mm)

			2009/2008			Q1 10/Q1 09
Income Statement Data	2008	2009	% change	Q1 2009	Q1 2010	% change
Net interest income	(54)	(72)	33.3%	(21)	(37)	76.2%
Income from subsidiaries						
Shin Kong Life	(19,844)	106	-100.5%	(1,030)	(3,357)	225.9%
Shin Kong Bank	220	560	154.5%	172	347	101.7%
Shin Kong Securities	(383)	179	-146.7%	78	61	-21.8%
MasterLink Securities	(459)	359	-178.2%	48	76	58.3%
Shin Kong Insurance Brokers	50	40	-20.0%	18	19	5.6%
Shin Kong Investment Trust	(2)	22	-1200.0%	(2)	9	-550.0%
Total income from subsidiaries	(20,418)	1,266	-106.2%	(716)	(2,845)	297.3%
Other income	250	125	-50.0%	116	(1)	-100.9%
Adminstrative and general expenses	(834)	(252)	-69.8%	(51)	(49)	-3.9%
Income tax benefit (expense)	34	62	82.4%	35	5	-85.7%
Cumulative effect of changes in accounting principle	0	0		0	0	
Net income	(21,022)	1,129	-105.4%	(637)	(2,927)	359.5%
			2009/2008			Q1 10/Q1 09
Balance Sheet Data	2008	2009	% change	Q1 2009	Q1 2010	% change
Long term investment	55,703	90,685	62.8%	55,281	84,826	53.4%
Total assets	1,740,173	1,902,090	9.3%	1,763,250	1,932,359	9.6%
Total shareholders' equity	56,194	92,678	64.9%	56,036	87,768	56.6%

Note: Quarterly numbers have been reviewed by the auditors

## Shin Kong Life Financial Summary (NT\$mm)

			2009/2008			Q1 10/Q1 09
Income Statement Data	2008	2009	% change	Q1 2009	Q1 2010	% change
Premium income	152,347	167,298	9.8%	41,230	39,034	-5.3%
Investment income						
Interest income	38,668	39,083	1.1%	9,810	11,490	17.1%
Gains on investments in securities	(4,780)	10,088	-311.0%	(1,452)	849	-158.4%
Gains on real estate investments	6,098	9,941	63.0%	793	1,807	127.7%
FX	(12,552)	(4,493)	-64.2%	2,702	(4,013)	-248.5%
FX gain or loss	(1,434)	(10,992)	666.7%	11,074	(3,533)	-131.9%
Hedging	(11,119)	6,499	-158.4%	(8,372)	(480)	-94.3%
Impairment loss	(5,801)	(967)	-83.3%	(93)	0	-100.0%
Total Investment income	21,632	53,652	148.0%	11,760	10,132	-13.8%
Other operating income	5,733	3,165	-44.8%	681	250	-63.3%
Provision for reserves						
Provisions	(170,844)	(194,037)	13.6%	(45,940)	(45,150)	-1.7%
Recoveries	83,159	76,526	-8.0%	11,181	17,094	52.9%
Total provisions for reserves, net	(87,685)	(117,511)	34.0%	(34,759)	(28,056)	-19.3%
Insurance payments	(94,758)	(85,940)	-9.3%	(14,863)	(20,850)	40.3%
Commission expense	(5,542)	(4,647)	-16.1%	(1,202)	(862)	-28.3%
Separate account revenue	145,493	78,156	-46.3%	19,990	9,744	-51.3%
Separate account expenses	(145,493)	(78,156)	-46.3%	(19,990)	(9,744)	-51.3%
General and administrative expenses	(15,150)	(14,170)	-6.5%	(3,197)	(3,074)	-3.9%
Other operating costs and expenses	(2,944)	(2,161)	-26.6%	(572)	(226)	-60.5%
Operating income	(26,367)	(315)	-98.8%	(923)	(3,652)	295.7%
Non-operating income and expenses	737	1,505	104.2%	31	300	852.4%
Income taxes	5,892	(1,084)	-118.4%	(139)	(5)	-96.3%
Cumulative effect of changes in accounting principles	0	0		0	0	
Net income	(19,738)	106	-100.5%	(1,031)	(3,357)	225.7%

			2009/2008			Q1 10/Q1 09
Balance Sheet Data	2008	2009	% change	Q1 2009	Q1 2010	% change
Total assets	1,301,251	1,445,264	11.1%	1,331,708	1,467,452	10.2%
Total shareholders' equity	24,779	57,045	130.2%	23,975	50,810	111.9%

Note: Quarterly numbers have been reviewed by the auditors

Shin Kong Bank Financial Summary (NT\$mn)

()			2009/2008			Q1 10/Q1 09
Income Statement Data	2008	2009	% change	Q1 2009	Q1 2010	% change
Interest income	13,220	8,226	-37.8%	2,216	2,021	-8.8%
Interest expense	(7,000)	(3,563)	-49.1%	(1,210)	(559)	-53.8%
Net interest income	6,219	4,663	-25.0%	1,006	1,462	45.4%
Fee income	1,881	2,143	13.9%	405	579	43.1%
Fee expense	(488)	(563)	15.4%	(119)	(153)	27.9%
Net fee income	1,393	1,580	13.5%	285	427	49.4%
Gains on bill & securities	(160)	861	-638.1%	581	179	-69.2%
Gains recognized under equity method, net	(195)	16	-108.1%	9	25	190.0%
Gains on foreign exchange, net	106	93	-11.9%	168	(79)	-146.8%
Other gains or losses, net	117	118	1.3%	(64)	24	-137.6%
Operating expense	(5,262)	(4,905)	-6.8%	(1,253)	(1,207)	-3.6%
Pre-provision income or loss	2,217	2,426	9.4%	731	831	13.6%
Provision expense	(1,996)	(1,759)	-11.8%	(541)	(448)	-17.1%
Income tax (expense) benefit	5	(106)	-2324.6%	(18)	(35)	91.9%
Net income	227	560	147.3%	172	347	101.6%

			2009/2008			Q1 10/Q1 09
Balance Sheet Data	2008	2009	% Change	Q1 2009	Q1 2010	% Change
Total assets	404,028	422,860	4.7%	396,358	400,183	1.0%
Total shareholders' equity	20,605	22,263	8.0%	20,800	22,469	8.0%
Total loans, net <sup>(1)</sup>	280,063	283,560	1.2%	275,341	287,688	4.5%
Total deposits	356,193	375,074	5.3%	354,618	353,543	-0.3%

<b>Operating Metrics (cumulative)</b>	2008	2009	Q1 2009	Q1 2010
Fee income ratio	18.6%	21.6%	14.4%	20.9%
Cost income ratio	70.4%	66.9%	63.1%	59.2%
Loan/deposit ratio (excl. credit card)	78.6%	75.6%	77.6%	81.4%
Loan/deposit ratio (incl. credit card)	80.0%	76.7%	79.0%	82.5%
Net interest margin	1.69%	1.28%	1.12%	1.60%
Net interest spread	2.02%	1.56%	1.41%	1.95%
Pre-provision earnings/assets	0.56%	0.59%	0.18%	0.20%
Pre-provision earnings/equity	10.60%	11.32%	3.53%	3.71%

Note:

(1) Exclude credit cards but include overdue receivables

(2) Quarterly numbers have been reviewed by the auditors