



Q2 2016 Results Update

2016/08/24

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Figures in this presentation and the presentation materials distributed herewith are preliminary numbers.

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SKFH – 1H 2016 Overview

- SKFH recorded consolidated after-tax profit of NT\$1.87bn for Q2 2016; for 1H 2016, consolidated after-tax loss was NT\$0.69bn, and consolidated comprehensive profit was NT\$0.48bn. Shareholders' equity increased 1.5% QoQ to NT\$108.64bn, and book value per share was NT\$10.83.
- Subsidiaries' core business remained solid.
 - SKL:
 - ◆ FYP for 1H 2016 reached NT\$58.04bn, 21.1% higher YoY, boosting market share to 8.9%. Annualized cost of liabilities decreased to 4.44%, 7 bps lower compared to 2015.
 - ◆ Interest income grew 16.6% YoY to NT\$34.49bn, boosted by allocation to overseas fixed incomes. Recurring yield before hedging reached 3.69%, up 20 bps YoY.
 - Shin Kong Bank:
 - ◆ Net interest income grew 3.2% YoY, reflecting prudently controlled funding cost. Driven by growth in wealth management fee income, net fee income increased 8.1% YoY. Consolidated after-tax profit reached NT\$2.22bn.
 - ◆ BIS and Tier 1 ratio were 12.5% and 9.6% respectively, higher than 2015.
- In order to enhance core business, including tied agent management, customer resources, and product marketing, SKL has partnered with international consulting firms, BCG and Oliver Wyman, to execute agents and marketing transformation projects:
 - Increase agent productivity and optimize organization structure through comprehensive marketing planning and standardized activity management.
 - Strengthen customer management strategy and big data analysis.

Financial Highlights – 1H 2016

	1H 2015	1H 2016	YoY Growth
NT\$m (except per share data), %			
Consolidated net income	6,592	-695	-110.5%
Net income attributable to SKFH	6,255	-1,044	-116.7%
First year premium (Insurance)	47,938	58,043	21.1%
Loans (Bank)	487,274	490,199	0.6%
Total assets (Consolidated)	2,839,186	3,052,964	7.5%
Shareholders' equity ⁽¹⁾	113,913	108,638	-4.6%
ROA (unannualized)	4.61%	-0.80%	
ROE (unannualized)	5.57%	-0.96%	
Earnings per share	0.61	-0.10	-116.4%

Note:

(1) Consolidated shareholders' equity for 1H 2015 and 1H 2016 were NT\$128,152mn and NT\$123,190mn, respectively

Net Income – 1H 2016

Net income contribution

NT\$bn

Subsidiaries	1H 2015	1H 2016	YoY Growth
Shin Kong Life	3.51	-3.32	-194.5%
Shin Kong Bank	2.59	2.22	-14.3%
Shin Kong Investment Trust	0.01	0.01	49.0%
Shin Kong Venture Capital Int'l	0.02	0.01	-36.1%
Shin Kong Property Insurance Agency	0.02	0.03	17.6%
Others ⁽¹⁾	0.11	0.01	-90.9%
Net income	6.26	-1.04	-116.7%

Note:

(1) Includes other income of SKFH, income taxes, and profit from MasterLink Securities

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SKL – 1H 2016 Overview

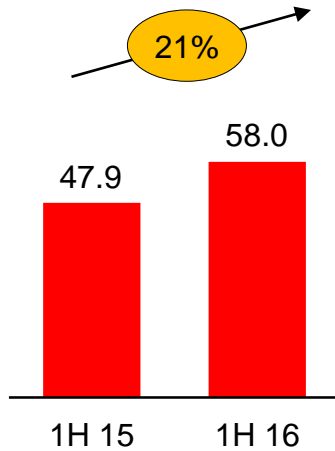
- FYP for Q2 2016 was NT\$37.06bn, 76.6% higher QoQ. FYP for 1H 2016 reached NT\$58.04bn, up 21.1% YoY, boosting market share to 8.9%.
- Through promotion of whole life savings products, FYPE for 1H 2016 amounted to NT\$27.62bn, up 81.3% YoY. Annualized cost of liabilities decreased to 4.44%, 7 bps lower compared to 2015.
- Focused on recurring yield, overseas fixed incomes increased continuously, enabling interest income to grow NT\$4.90bn YoY. Recurring yield before hedging increased 20 bps YoY to 3.69%.
- Consolidated after-tax profit for Q2 2016 was NT\$0.35bn. For 1H 2016, consolidated after-tax loss was NT\$3.32bn, and other comprehensive income was NT\$1.25bn.
- Annualized investment return was 3.4% for 1H 2016. Domestic and foreign cash dividend income expected to reach NT\$7.6bn for 2016.

Financial Highlights – 1H 2016

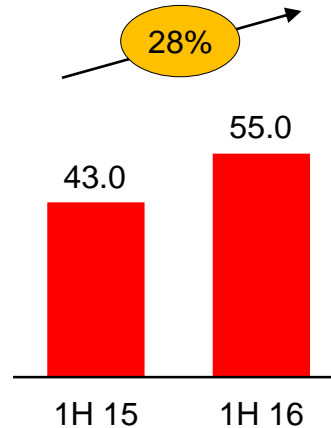
	1H 2015	1H 2016	YoY Growth
NT\$mn, %			
First year premium	47,938	58,043	21.1%
Total premium	117,471	127,595	8.6%
Investment income	37,772	35,673	-5.6%
Consolidated net income	3,517	-3,315	-194.2%
Consolidated total assets	2,015,623	2,211,075	9.7%
Consolidated total shareholders' equity	71,682	62,360	-13.0%
ROE (unannualized)	4.98%	-5.23%	
ROA (unannualized)	0.18%	-0.15%	

First Year Premium – 1H 2016

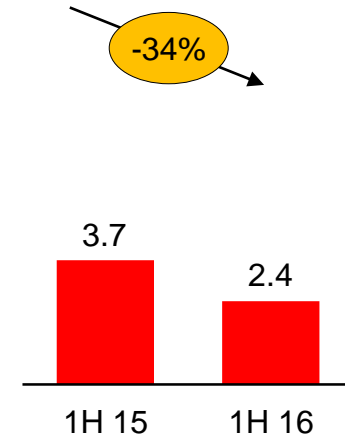
NT\$bn



Traditional



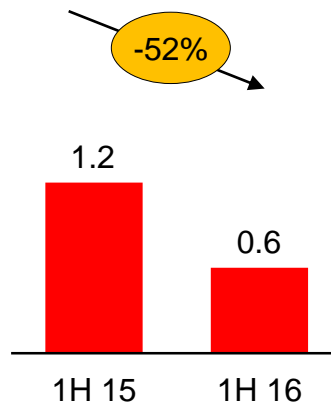
PA, Health and Group ⁽¹⁾



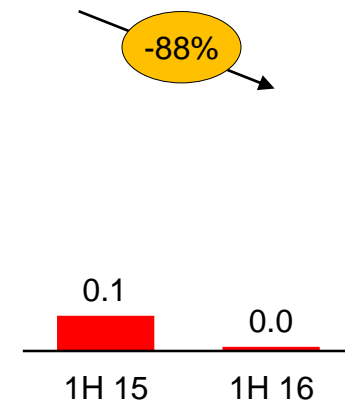
Comments

- FYP momentum has picked up, driven by policyholders' demand for whole life savings triggered by persisting low interest rates. Market share increased from 6.6% in Q1 to 8.9% in 1H
- FYP reached NT\$58.04bn, 21.1% higher YoY; FYPE amounted to NT\$27.62bn, up 81.3% YoY
- Traditional products remained marketing focus and contributed 94.8% of total FYP, allowing annualized cost of liabilities to decline to 4.44%, 7 bps lower compared to 2015
- FX policies and health insurance to be actively promoted in 2H 2016 for VNB growth

Investment-linked



Interest-sensitive

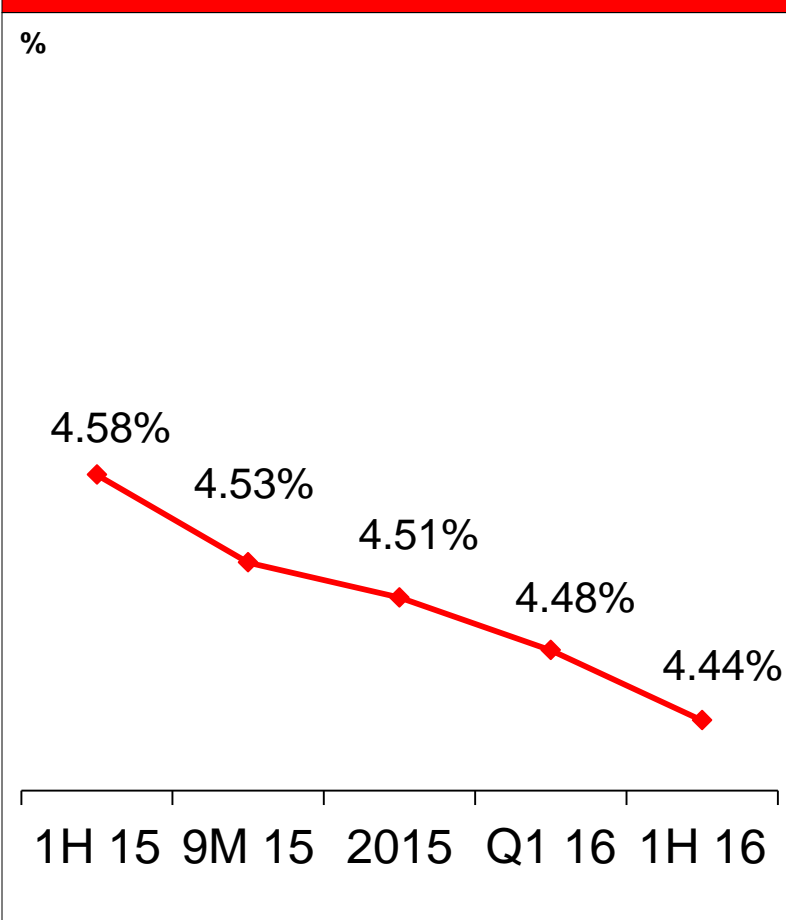


Note :

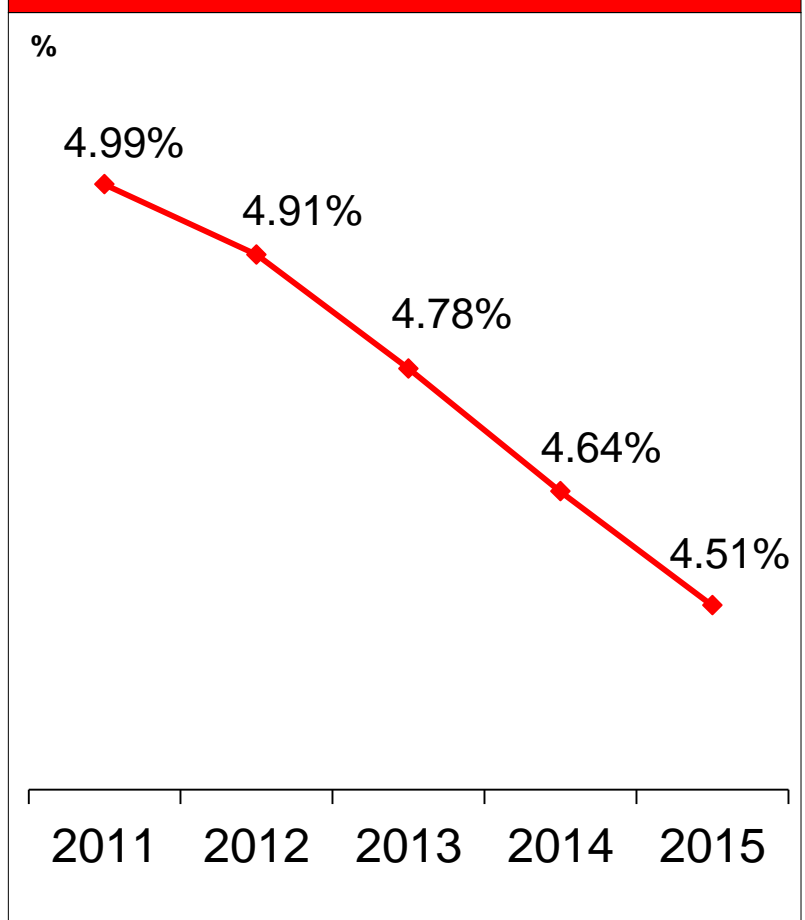
(1) Long-term disability Type A policies are classified as health insurance

Cost of Liabilities

Cost of Liabilities (quarterly)



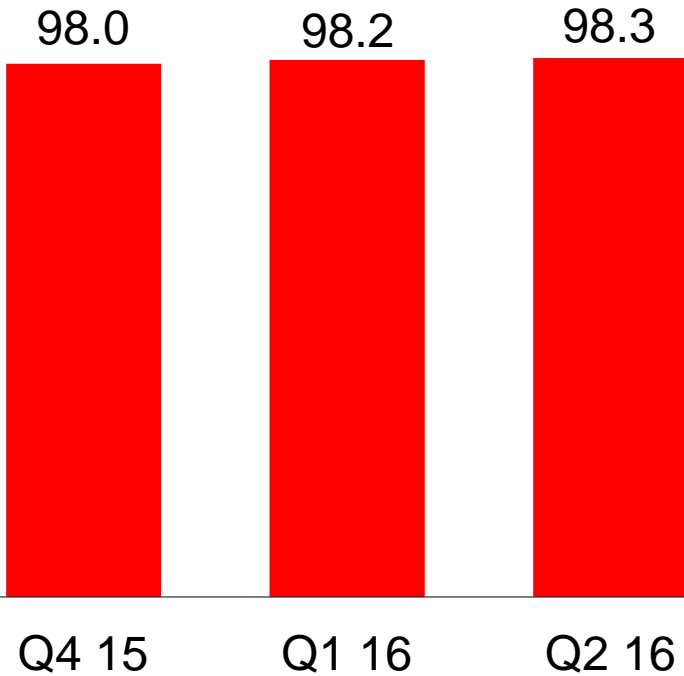
Cost of Liabilities (annual)



Persistence Ratio

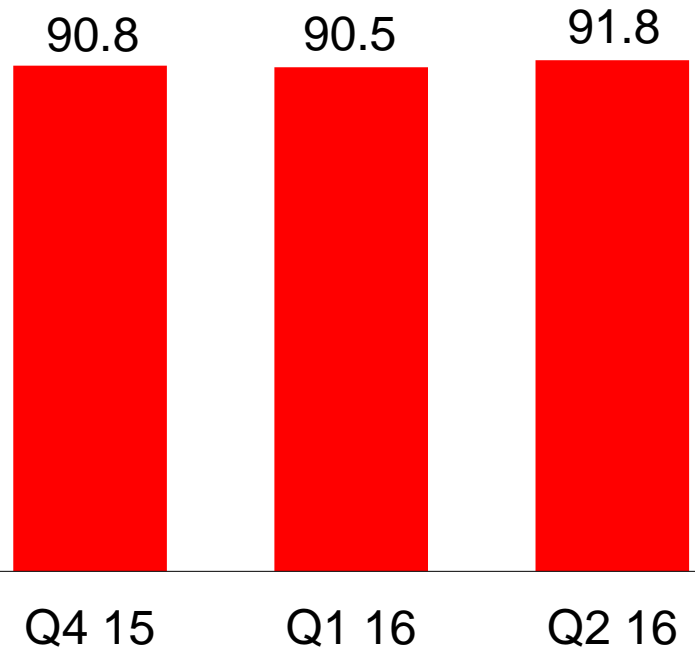
13 Month Persistence

%



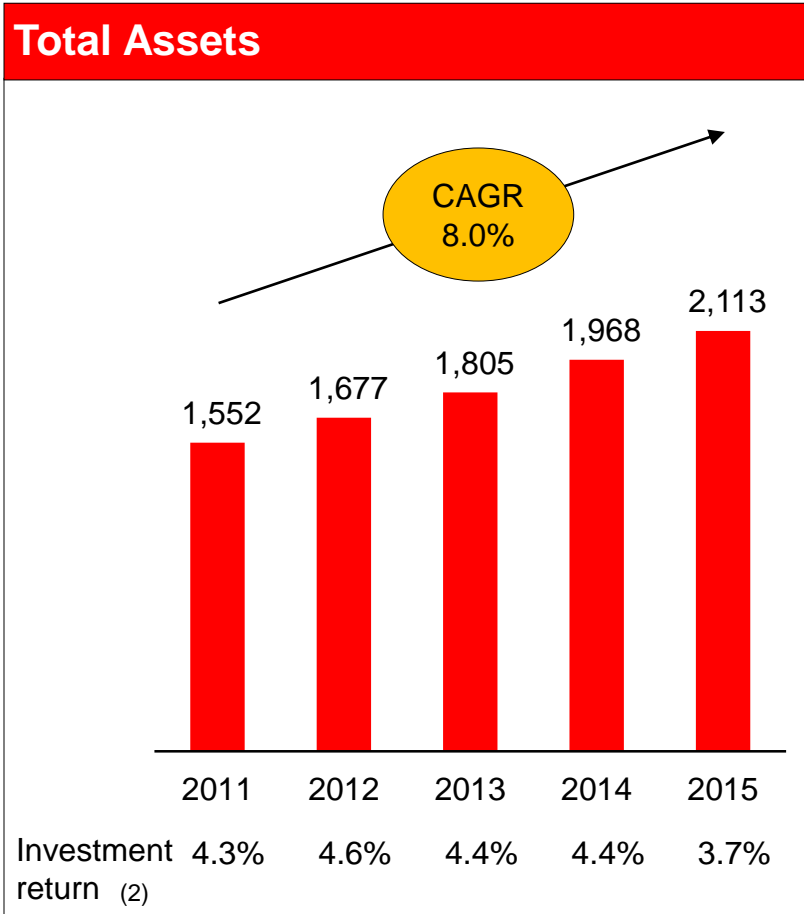
25 Month Persistence

%



Investment Portfolio

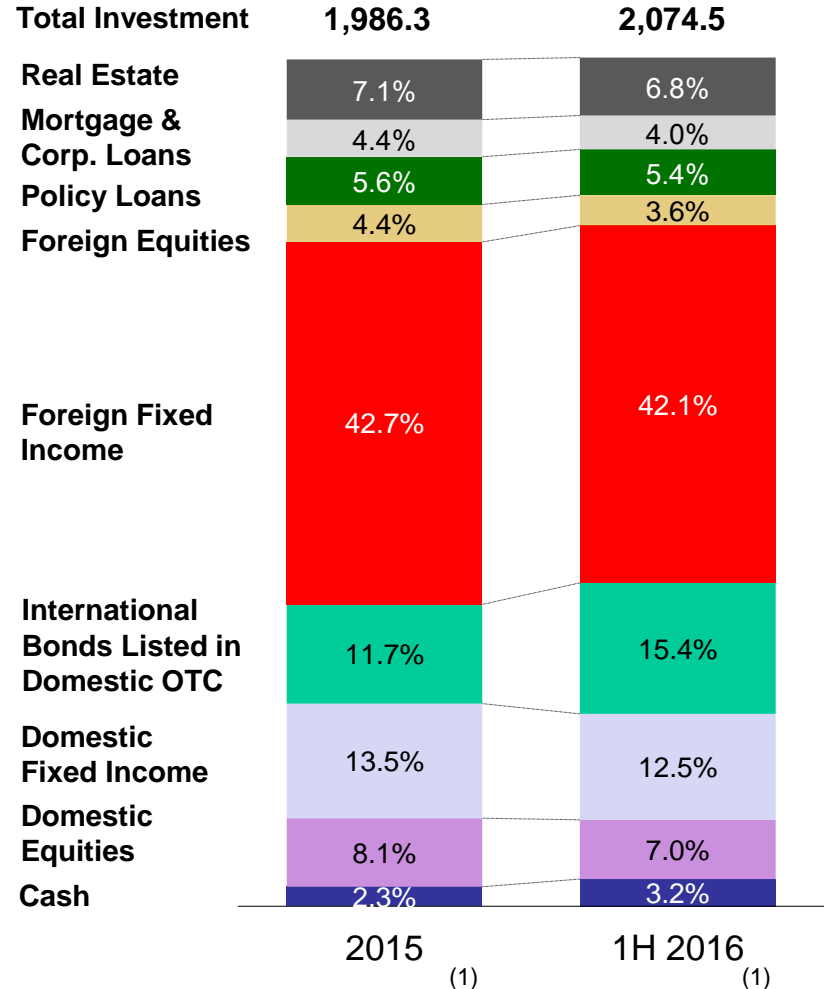
NT\$bn



Note:

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

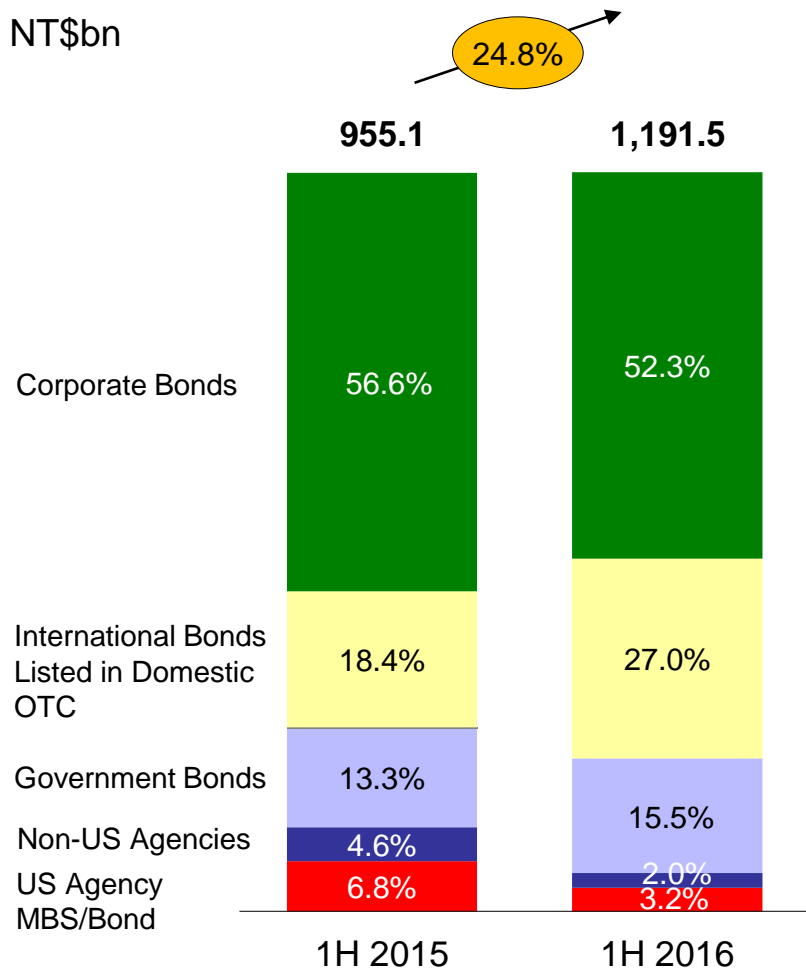
(2) Includes capital gains and FX hedging cost



Overseas Fixed Income

Overseas Fixed Income Portfolio

NT\$bn



Comments

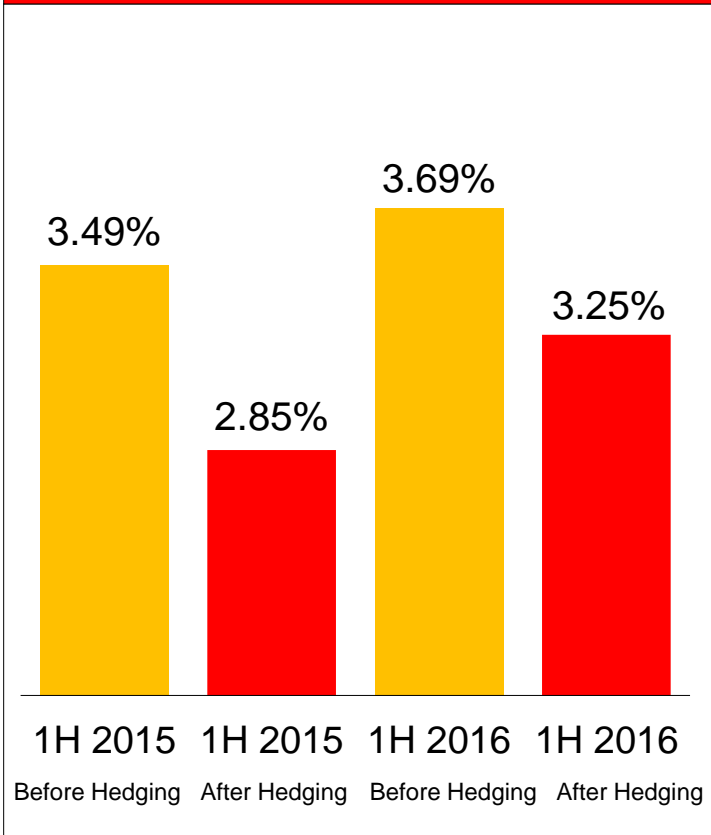
- Overseas fixed income grew 24.8% YoY, mainly deployed in emerging market USD-denominated government bonds and international bonds listed in domestic OTC
- International bonds offer average yield before hedging of 4.5%, which after hedging is still significantly higher than domestic bonds. As of end of 1H 2016, SKL held international bonds of NT\$318.7bn
- Driven by portfolio reallocation, interest income for 1H 2016 increased NT\$4.90bn compared to 1H 2015, up 16.6%
- As low interest rates persist, SKL will invest in emerging market government bonds and overseas corporate bonds to stabilize recurring income

Note :

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

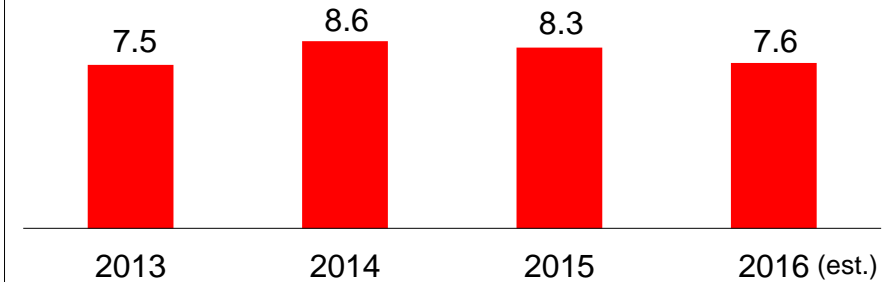
Recurring Income

Recurring Yield



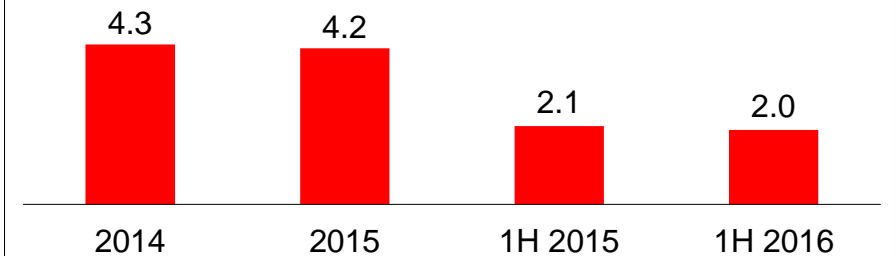
Domestic and Foreign Cash Dividend

NT\$bn



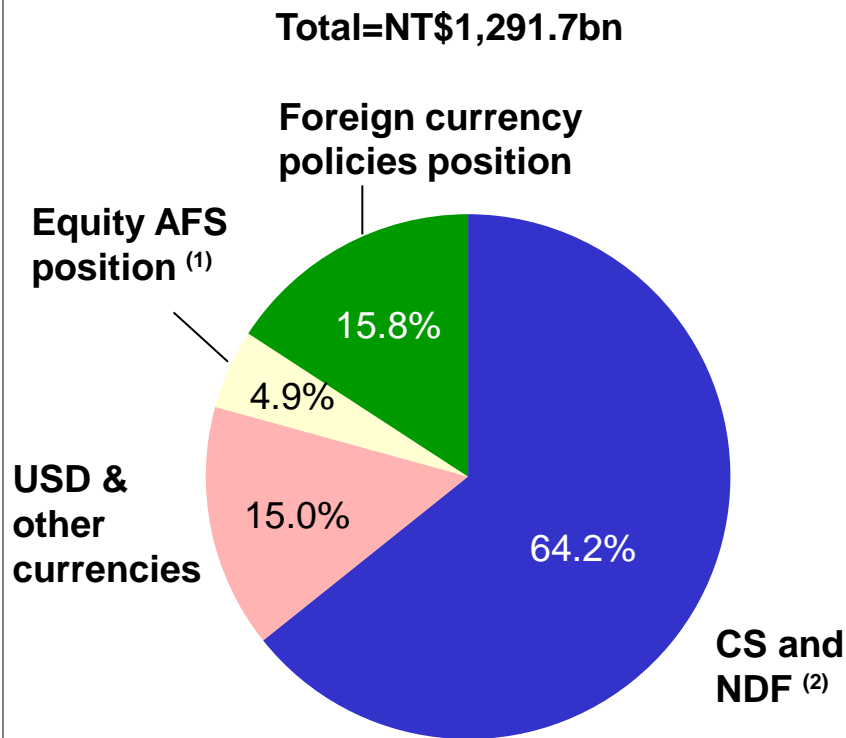
Real Estate Rental Income

NT\$bn



Hedging Strategy

Mix of Hedging Strategies Used



Comments

- Annualized hedging cost for 1H 2016 was 0.73%; FX volatility reserve was NT\$5.44bn
- Hedging ratio was 80.1%, including CS, NDF, and naturally-hedged foreign currency policies position. Mid- to long-term target of hedging ratio ranges from 65% to 90% under stringent risk management
- Among traditional hedges, CS and NDF accounted for 71% and 29%, respectively
- AFS⁽¹⁾ position in foreign equities accounted for 4.9% 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

- Develop Strategic Asset Allocation based on liability profile and capital budget
- Deploy funds from NTD policies in international bonds listed in domestic OTC and funds from FX policies in foreign bonds to enhance recurring yield

Well-diversified Portfolio

- Diversification by asset class (equity, credit, currency, commodity, real estate)
- Achieve diversification and yield pick-up through overseas investments. Continue to deploy in corporate bonds with rating of A- and above to increase fixed interest income
- Control exposure to assets with higher volatility

Cost-effective Currency Hedging

- Dynamically adjust FX hedging ratio. Mid- to long-term target of CS, NDF, and naturally-hedged foreign currency policies position together ranges from 65% to 90%
- Target hedging cost at 100 bps or below in the mid- to long-term

Enhance Investment Risk Management

- Consider current situations and characteristics of asset and liability to effectively manage overall investment risks through stringent SAA and TAA plans
- Strictly manage market, credit and business risks to cope with impacts of low interest rates on financial markets

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Project objectives: core business enhancement, including tied agent management, customer resources, and product marketing

- Tied agent management (Agent+ Project):
 1. Since January 2016, SKL has been working on Agent+ Project, cooperating with the Boston Consulting Group (BCG) to drive agent force transformation. This project, coupled with a three-year strategy, aims at increasing agent productivity and optimizing organization structure through comprehensive marketing planning and standardized activity management.
 2. With enhancement on standardized activity management, tailored team-managing system, younger recruits and practical training, FYPE per agent expected to grow at CAGR of over 15%, and young talent expected to account for 45% of the new recruits.
 3. Pilot program started in July 2016. Formal implementation throughout nationwide branches expected to start sequentially from Q4 2016.
- Customer resources and product marketing (Inforce 2.0 Project):
 1. SKL has partnered with Oliver Wyman to analyze in-force policies with big data based on customer characteristics and identified segments. The deliberated action plan expected to maintain customer stickiness and further create business leads and VNB.
 2. SKL will integrate and strengthen the customer resource management (the "Turf"), optimizing marketing effectiveness through systematic and transparent agent activity management.

Optimize agent management: build standards → optimize organization → recruit young talent



Key Strategies

Elevate productivity via standardized process

Adjust role positioning through solid system and gradually cut low performers

After improvements, actively recruit young talent and help them build careers

Management



Standardize sales management

Optimize resource allocation mechanism

System



Differentiate management of agents

Encourage organization development by managers

Recruitment



Optimize recruiting propositions/channels

Standardize recruiting methods

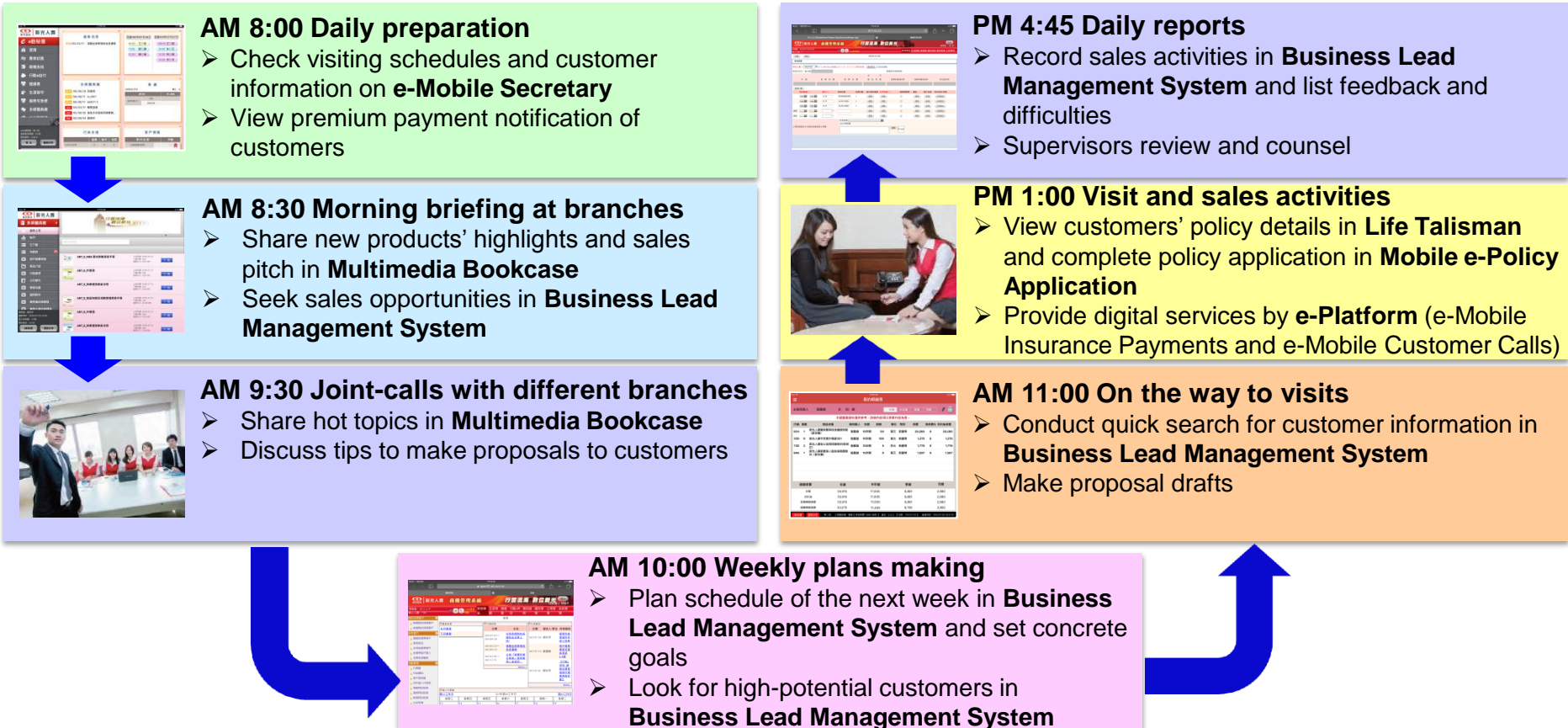
Training



Optimize lecturer allocation

Elevate teaching methods

Implement transparent, standardized and mobile activity management





Conclusion

- Activity management platforms have mostly been completed. The project focuses on implementation with discipline throughout all branches
- Standardized activity management and follow-up with e-tools expected to fulfill procedures of planning, executing, and reporting
- Record and analyze how tied agents use digitized sales tools, provide optimal training to enhance sales behavior and efficiency

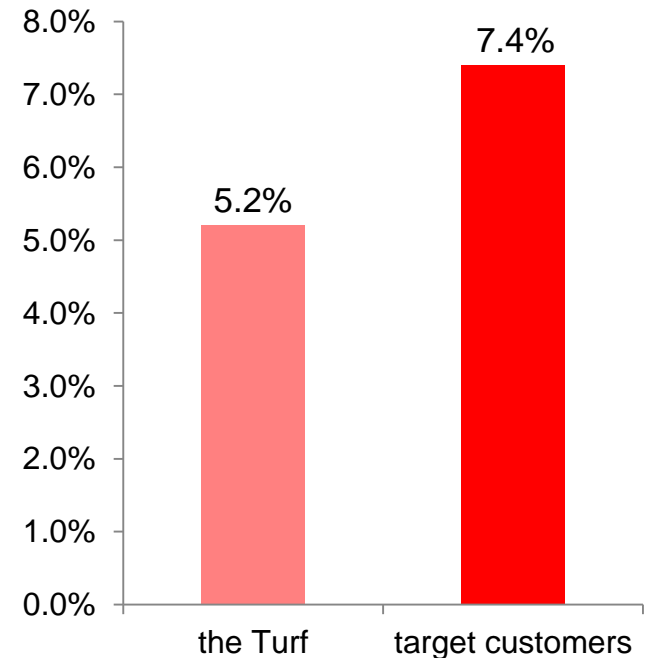
Digitized customer resource management

- Analyze customer segments (the "Turf") through big data, exploring customer value and needs, as well as generating target customer list (Business Lead Management System).
- Integrate mobile marketing tools and internal resources, including products, services and activities to boost business growth.



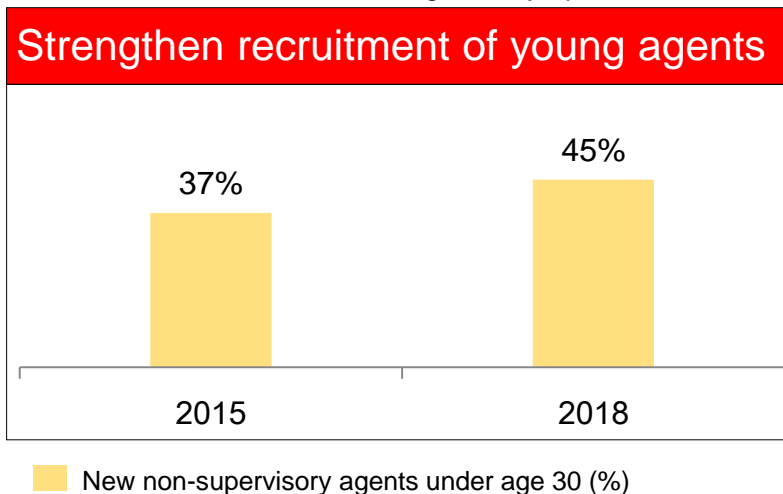
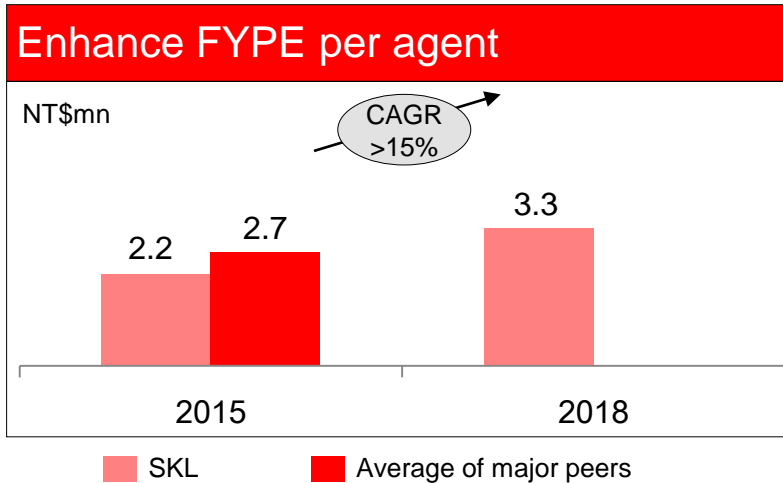
 Indicates actions by agents
 Indicates actions by headquarters

Business Lead Management System facilitates precise marketing, enhancing customer repurchase rate



Note: Data gathered in the first half of 2016

Three-year target: increase productivity per agent and strengthen recruitment of young agents



Comment

- With FYPE per agent growing at CAGR of over 15%, SKL expected to catch up and lead peers in agent productivity within three years
- The percentage of new recruits under age 30 expected to reach 45%, building more youthful agent force

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SKB – 1H 2016 Overview

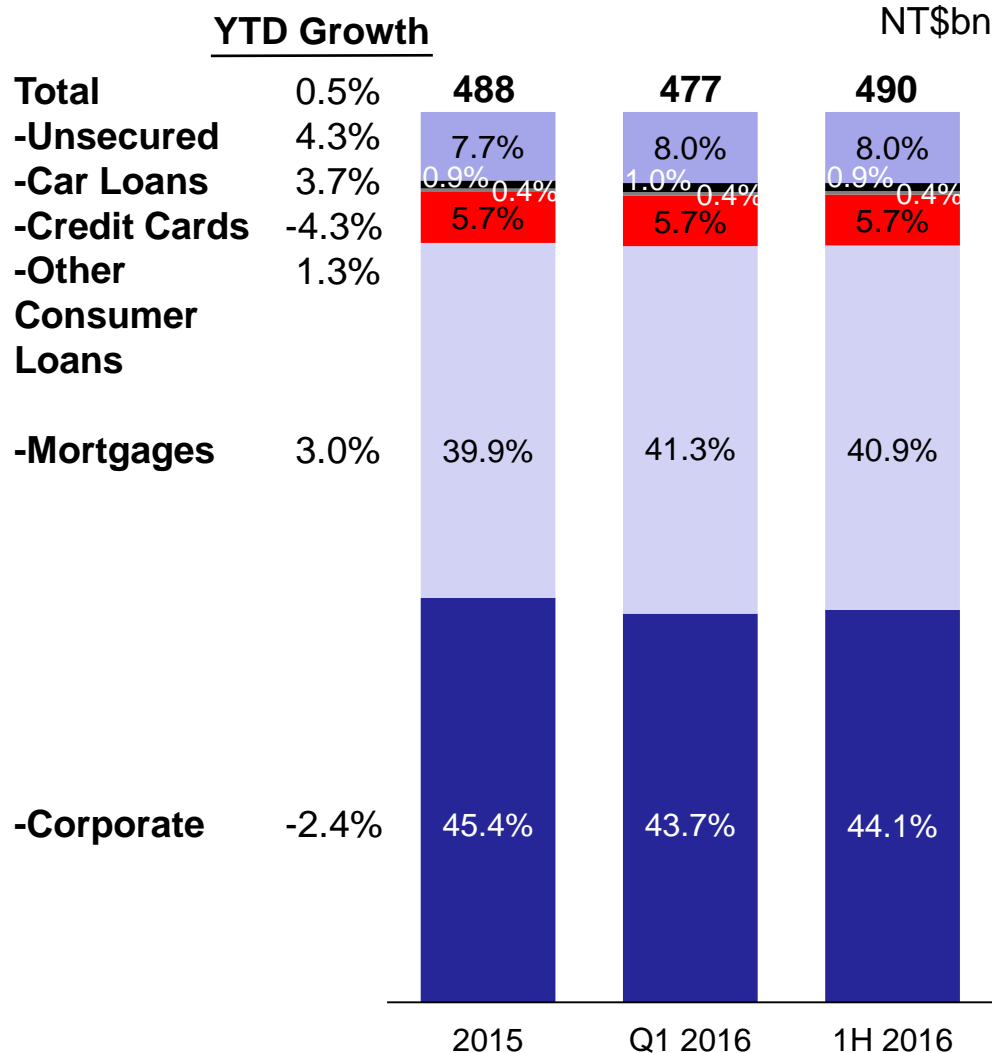
- Due to prudently controlled funding cost, net interest income increased 3.2% YoY to NT\$5.21bn. Driven by growth in wealth management fee income, net fee income grew 8.1% YoY to NT\$1.63bn. Consolidated after-tax profit for 1H 2016 was NT\$2.22bn.
- Deposit balance was NT\$644.24bn; demand deposit ratio increased from 38.90% to 41.14% in Q2 2016. Corporate loan started to grow in Q2 2016; total loan balance reached NT\$490.20bn, 2.8% higher QoQ.
- NIM and NIS was 1.46% and 1.96% respectively as of end of Q2 2016. SKB will continue to optimize deposit and loan structure and keep interest spread stable.
- Bancassurance fee income for Q2 2016 grew 50.5% QoQ to NT\$429mn, driving wealth management income for 1H 2016 to NT\$992mn, up 21.4% YoY.
- NPL ratio and coverage ratio were 0.19% and 647.29% respectively, better than industry average.

Net Income – 1H 2016

	1H 2015	1H 2016	YoY Growth
NT\$mn, %			
Net interest income	5,049	5,213	3.2%
Net fee income	1,506	1,628	8.1%
Investment income and other income	982	349	-64.5%
Operating expense	-3,805	-4,029	5.9%
Pre-provision operating income	3,733	3,161	-15.3%
Provision expense	-680	-521	-23.4%
Income tax benefit (expense)	-467	-423	-9.3%
Consolidated Net Income	2,586	2,216	-14.3%

Note: Total may not add up exactly due to rounding

Loan Mix



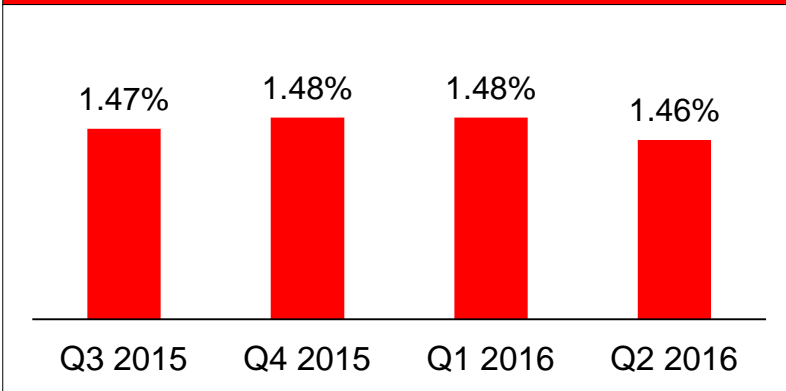
Note: Due to rounding, loan mix may not add up to 100%

Comments

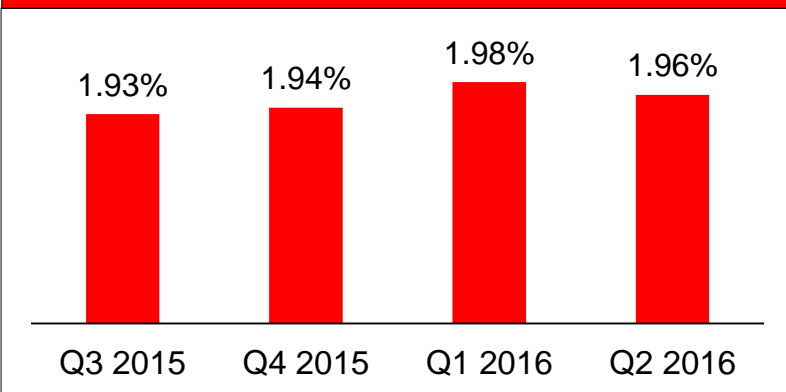
- Loan balance as of end of Q2 2016 was NT\$490.20bn, up 0.5% YTD. Corporate and consumer loans grew 3.7% and 2.0% QoQ respectively, indicating recovery of loan growth momentum
- SKB will actively participate in overseas syndicated loan to increase loan-to-deposit ratio and keep interest spread stable
- Focused on risk control, SME loans mainly with collaterals or backed by Credit Guarantee Fund

Interest Income

Net Interest Margin



Net Interest Spread

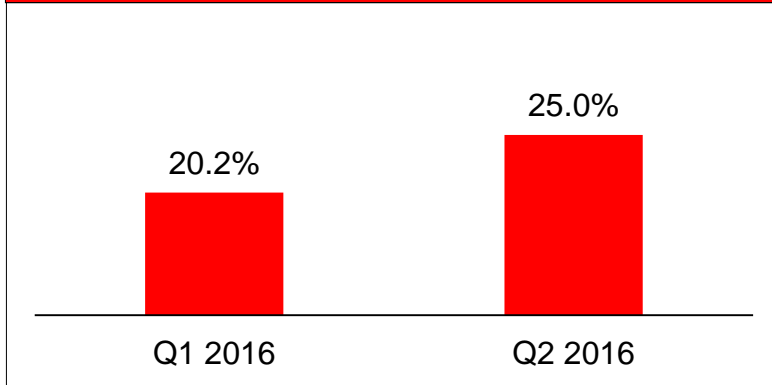


Comments

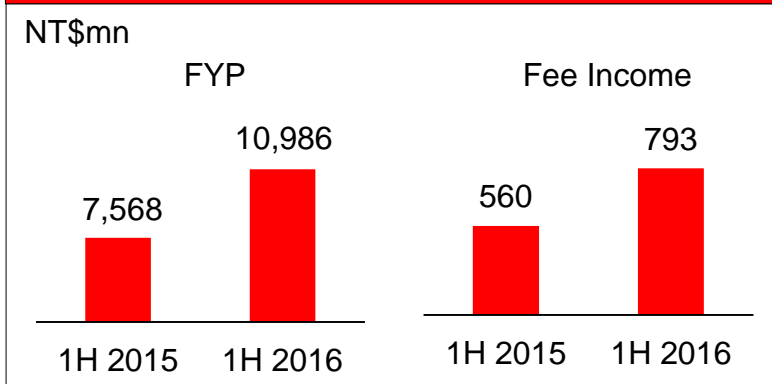
- SKB will continue to optimize deposit and loan structure to keep interest spread stable
- NIM and NIS was 1.46% and 1.96% respectively for Q2 2016. NIS for 2016 expected to remain at similar level of 2015
- SKB will continue to:
 - Strengthen cash management business and lower cost of funds, and
 - Adjust deposit and loan structure, as well as enhance fund utilization, and
 - Grow overseas syndicated loan to facilitate international business

Fee Income

Net Fee Income / Total Income



Bancassurance



Fee Income Breakdown

NT\$mn

Total =

2,008

2,153

FX, Trust & Others

19.3%

18.7%

WM (incl. Bancassurance)

39.9%

44.3%

Loan

13.9%

12.1%

Credit Card

26.9%

24.9%

1H 2015

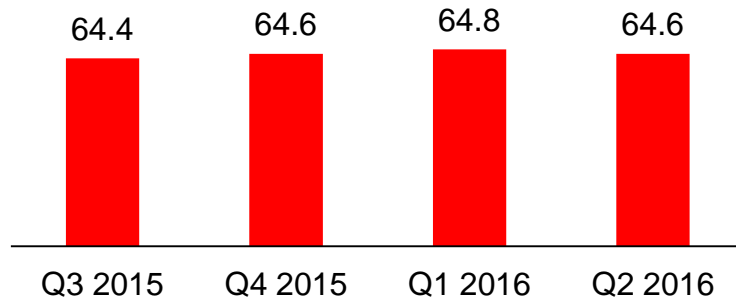
1H 2016

Note: Due to rounding, fee income breakdown may not add up to 100%

Wealth Management

AUM

NT\$bn

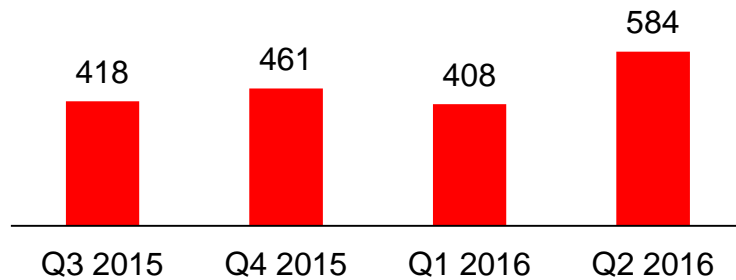


Wealth Management Center



WM Income

NT\$m



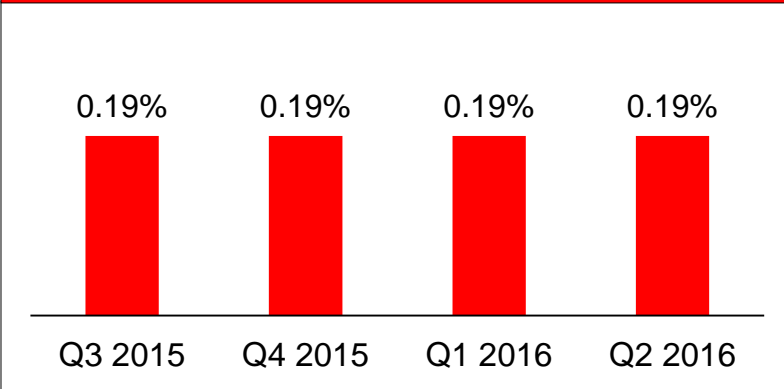
- Bancassurance fee income for Q2 2016 grew 50.5% QoQ to NT\$429mn, driving wealth management income for 1H 2016 to NT\$992mn, up 21.4% YoY
- Marketing efforts to be refocused on insurance in August and September to extend bancassurance momentum
- Besides insurance products, mutual funds actively promoted in 2H 2016, driving number of orders through regular saving plan significantly higher in July

Note:

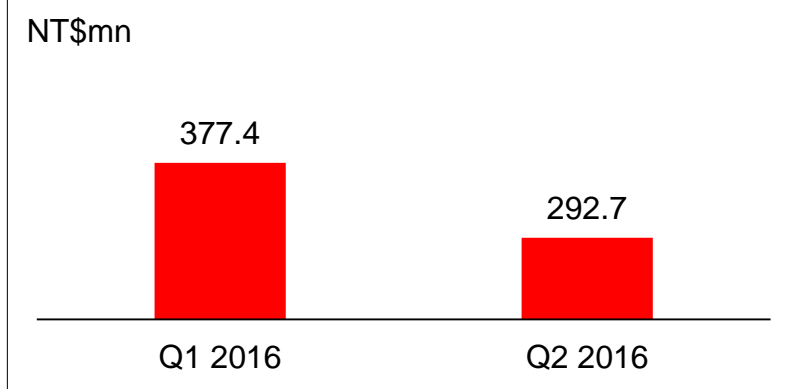
- (1) Wealth management income includes income from structured deposits
- (2) AUM does not include policy value reserve

Asset Quality

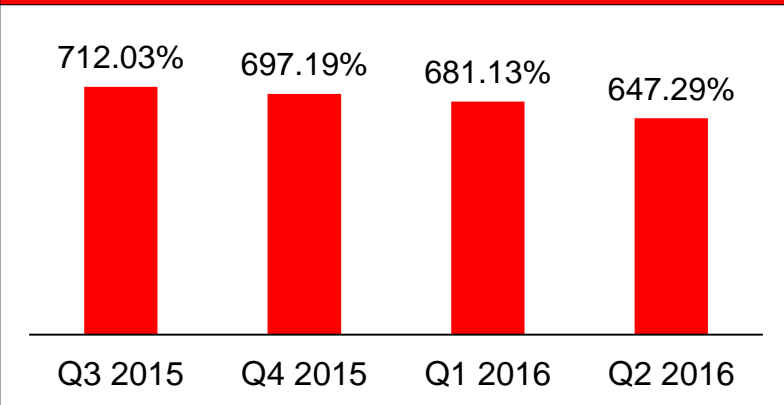
NPL Ratio



New NPL Generation



Coverage Ratio



- New NPL generated in Q2 2016 was NT\$293mn, decreasing consecutively for 2 quarters since Q4 2015
- NPL ratio was 0.19%, and coverage ratio was 647.29%, better than industry average

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SP / RP Breakdown

NT\$bn

1H 2016 FYP	Single Premium	Regular Premium	Flexible Payment	Total
Traditional	31.58	23.46		55.04
Investment-linked				
VUL		0.03	0.32	0.35
Structured note	0.23			0.23
Interest sensitive				
Annuity	0.00		0.01	0.01
Life				
PA, health and others ⁽¹⁾		2.41		2.41
Total	31.81	25.90	0.33	58.04
Share	54.8%	44.6%	0.6%	100.0%

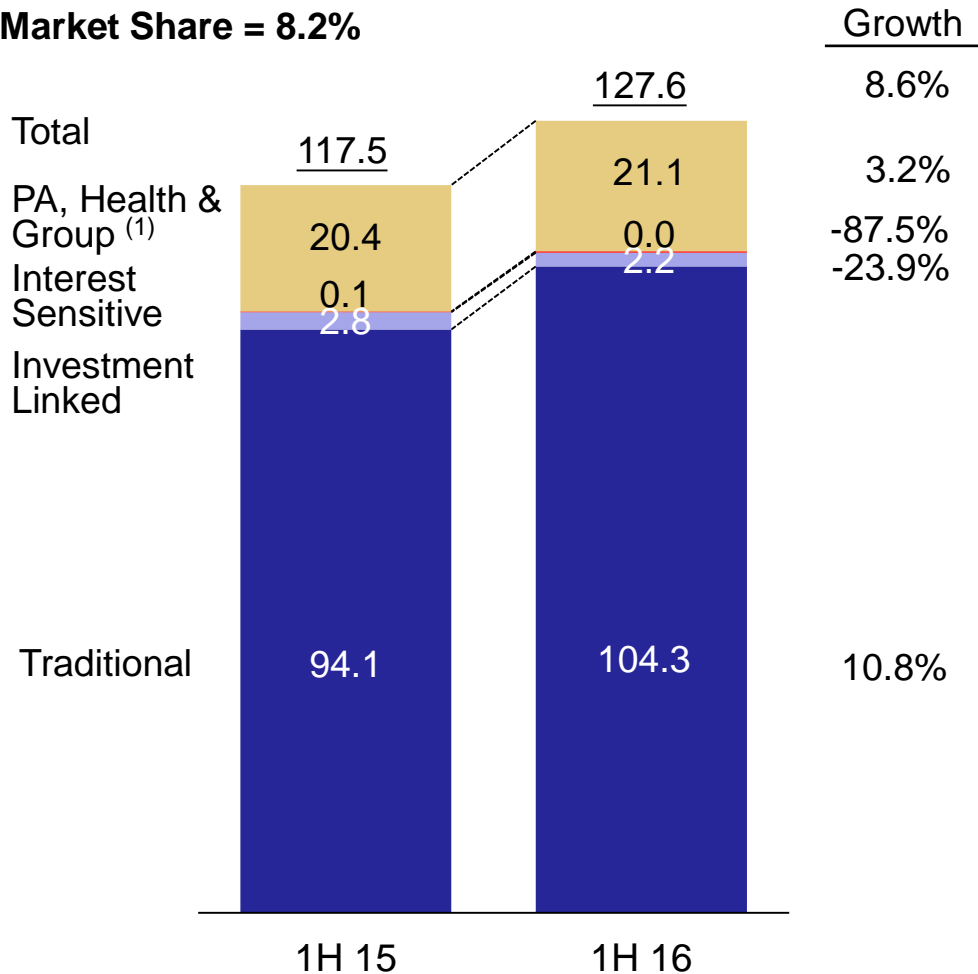
Note :

(1) Long-term disability Type A policies are classified as health insurance

Total Premium – 1H 2016

NT\$bn

Market Share = 8.2%



Comments

- Driven by FYP of traditional products up 28.0% YoY, total premium of traditional products grew 10.8% YoY and overall total premium increased 8.6% YoY
- Bancassurance channels focused primarily on sales of whole life savings products, rather than interest-sensitive annuities
- PA, Health & Group products grew steadily YoY

Note :

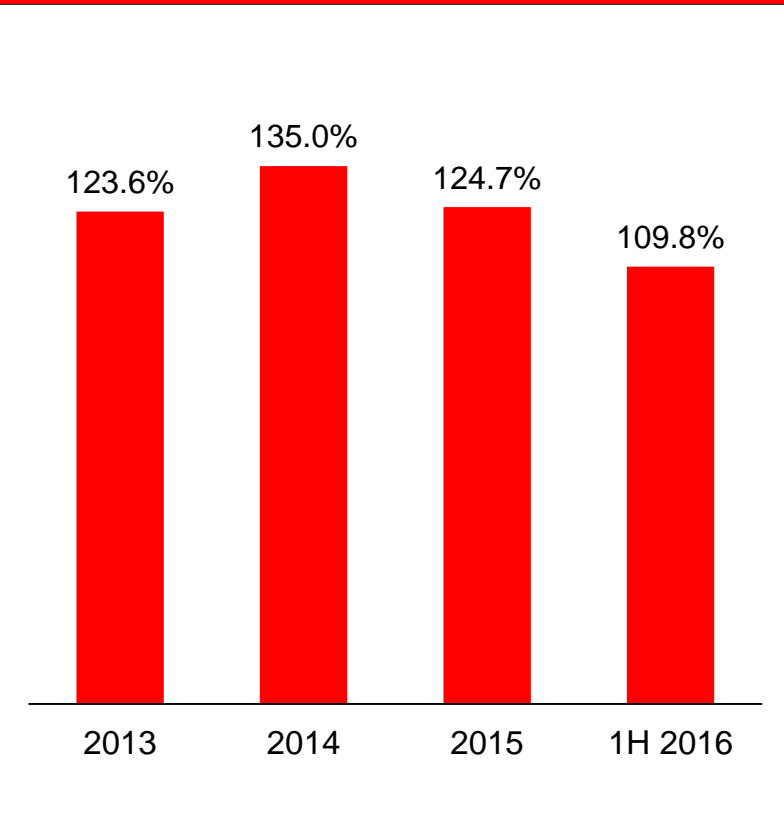
(1) Long-term disability Type A policies are classified as health insurance

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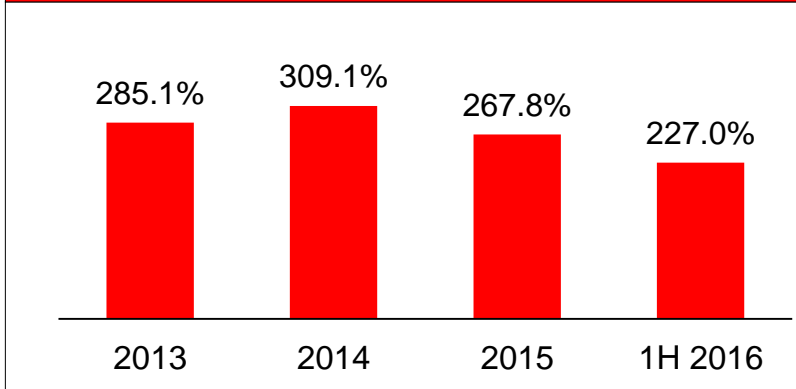
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Capital Adequacy

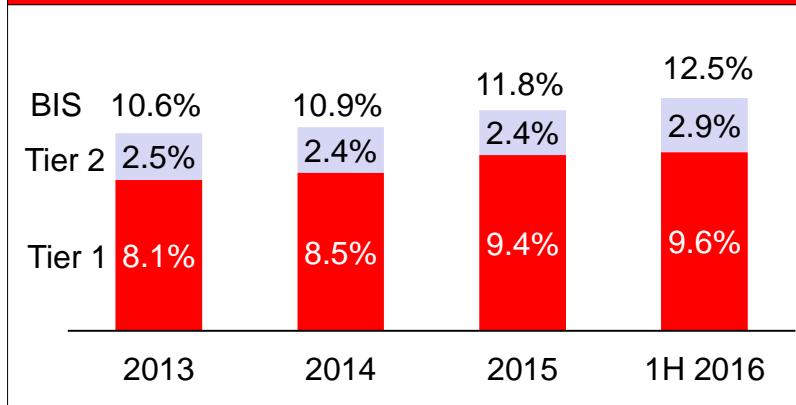
CAR of SKFH



RBC of SKL



BIS of Shin Kong Bank





Website : www.skfh.com.tw

E-mail : ir@skfh.com.tw

Shin Kong Financial Holding

Financial Summary

(NT\$mn)

Income Statement Data	2015	1H 2015	1H 2016	1H 16/1H 15	Q2 2015	Q2 2016	Q2 16/Q2 15
				% change			% change
Net interest income	(225)	(123)	(98)	-19.8%	(65)	(50)	-22.4%
Income from subsidiaries							
Shin Kong Life	143	3,512	(3,320)	-194.5%	1,465	342	-76.7%
Shin Kong Bank	5,033	2,586	2,216	-14.3%	1,369	1,148	-16.1%
MasterLink Securities	513	156	167	6.9%	44	145	229.6%
Shin Kong Investment Trust	16	7	11	49.0%	5	6	21.8%
Shin Kong Venture Capital International	17	15	9	-36.1%	7	5	-31.6%
Shin Kong Property Insurance Agency	46	24	28	17.6%	11	12	11.2%
Total income from subsidiaries	5,768	6,300	(889)	-114.1%	2,902	1,659	-42.8%
Other income	114	(11)	9	-184.6%	(19)	5	-126.8%
Administrative and general expenses	(243)	(124)	(110)	-11.5%	(67)	(55)	-17.7%
Income tax benefit (expense)	366	212	43	-79.6%	145	8	-94.1%
Cumulative effect of changes in accounting principle	0	0	0		0	0	
Net income	5,780	6,255	(1,044)	-116.7%	2,896	1,567	-45.9%
Other comprehensive income (loss), after tax	(5,455)	(1,369)	1,352	-198.8%	(5,427)	18	-100.3%
Total comprehensive income (loss)	325	4,886	308	-93.7%	(2,531)	1,586	-162.7%

Balance Sheet Data	2015	1H 2015	1H 2016	1H 16/1H 15	Q2 2015	Q2 2016	Q2 16/Q2 15
				% change			% change
Long term investment	120,614	125,187	120,324	-3.9%	125,187	120,324	-3.9%
Total assets	2,963,071	2,839,186	3,052,964	7.5%	2,839,186	3,052,964	7.5%
Shareholders' equity (excl. minority)	108,330	113,913	108,638	-4.6%	113,913	108,638	-4.6%

Note:

(1) Numbers have not been audited by the auditors.

Shin Kong LifeFinancial Summary
(NT\$mn)

Income Statement Data	1H 16/1H 15				Q2 16/Q2 15		
	2015	1H 2015	1H 2016	% change	Q2 2015	Q2 2016	% change
Premium income	222,780	115,421	126,086	9.2%	57,030	73,440	28.8%
Investment income							
Interest income	62,414	29,592	34,491	16.6%	14,990	17,352	15.8%
Gains on investments in securities	1,683	11,178	3,895	-65.2%	5,452	5,650	3.6%
Gains on real estate investments	12,927	2,807	1,939	-30.9%	1,044	944	-9.6%
FX	(7,595)	(9,564)	(5,926)	-38.0%	(3,410)	(2,992)	-12.3%
FX gain or loss	29,799	(19,094)	(24,980)	30.8%	(8,730)	(2,810)	-67.8%
Hedging	(37,394)	9,529	19,054	100.0%	5,319	(183)	-103.4%
FX Reserve	1,144	3,518	1,433	-59.3%	1,165	753	-35.3%
Impairment loss	242	242	(159)	-165.9%	(5)	(159)	2906.0%
Total Investment income	70,815	37,772	35,673	-5.6%	19,235	21,548	12.0%
Other operating income	1,860	854	791	-7.3%	535	429	-19.8%
Provisions for reserves							
Provisions	(259,600)	(132,942)	(145,664)	9.6%	(66,505)	(83,322)	25.3%
Recoveries	88,707	44,302	44,535	0.5%	21,949	25,556	16.4%
Total provisions for reserves, net	(170,892)	(88,640)	(101,129)	14.1%	(44,556)	(57,766)	29.6%
Insurance payments	(100,779)	(48,863)	(51,285)	5.0%	(24,001)	(29,013)	20.9%
Commission expenses	(7,977)	(4,308)	(6,360)	47.6%	(1,904)	(4,653)	144.5%
Separate account revenues	1,096	(1,262)	3,640	-388.3%	235	1,185	403.6%
Separate account expenses	(1,096)	1,262	(3,640)	-388.3%	(235)	(1,185)	403.6%
General and administrative expenses	(13,898)	(6,855)	(6,745)	-1.6%	(3,838)	(3,429)	-10.7%
Other operating costs and expenses	(1,449)	(774)	(830)	7.2%	(367)	(434)	18.2%
Operating income	460	4,173	(3,799)	-191.0%	1,700	122	-92.8%
Non-operating income and expenses	175	116	207	79.0%	89	92	3.7%
Income taxes	(486)	(772)	277	-135.9%	(320)	131	-141.1%
Cumulative effect of changes in accounting principles	0	0	0		0	0	
Net income	150	3,517	(3,315)	-194.2%	1,469	346	-76.5%
Other comprehensive income (loss)							
Exchange differences on translation of foreign operations financial statements	(0)	(3)	5	-281.4%	(1)	4	-422.7%
Unrealized gains (losses) on available-for-sale financial assets	(5,238)	(1,721)	1,272	-173.9%	(6,021)	(147)	-97.6%
Gains (losses) on effective portion of cash flow hedges	0	0	0		0	0	
Actuarial gains (losses) on defined benefit plans	(639)	0	0		0	0	
Share of other comprehensive income of associates and joint ventures accounted for using equity method	20	25	(21)	-183.1%	14	(8)	-159.8%
Income tax relating to components of other comprehensive income	519	240	(4)	-101.7%	761	42	-94.5%
Total comprehensive income (loss)	(5,188)	2,059	(2,063)	-200.2%	(3,779)	236	-106.3%

Balance Sheet Data	1H 16/1H 15				Q2 16/Q2 15		
	2015	1H 2015	1H 2016	% change	Q2 2015	Q2 2016	% change
Total assets	2,113,486	2,015,623	2,211,075	9.7%	2,015,623	2,211,075	9.7%
Total shareholders' equity	64,435	71,682	62,360	-13.0%	71,682	62,360	-13.0%

Note:

(1) Numbers have not been audited by the auditors.

Shin Kong Bank
Financial Summary
(NT\$m)

Income Statement Data	2015	1H 2015	1H 2016	1H 16/1H 15		Q2 16/Q2 15	
				% change	Q2 2015	Q2 2016	% change
Interest income	16,068	7,921	7,668	-3.2%	4,008	3,775	-5.8%
Interest expense	(5,704)	(2,872)	(2,455)	-14.5%	(1,443)	(1,181)	-18.2%
Net interest income	10,364	5,049	5,213	3.2%	2,565	2,594	1.1%
Fee income	4,123	2,008	2,153	7.2%	1,036	1,171	13.1%
Fee expense	(1,007)	(502)	(524)	4.6%	(247)	(261)	5.5%
Net fee income	3,117	1,506	1,628	8.1%	789	911	15.4%
Gains on bill & securities	1,574	1,013	109	-89.3%	741	145	-80.5%
Gains on foreign exchange, net	97	(98)	169	-273.0%	(239)	(24)	-90.1%
Other gains or losses, net	272	67	72	6.1%	21	18	-15.6%
Operating expense	(7,775)	(3,805)	(4,029)	5.9%	(1,921)	(2,043)	6.4%
Pre-provision income or loss	7,648	3,733	3,161	-15.3%	1,956	1,601	-18.2%
Provision expense	(1,726)	(680)	(521)	-23.4%	(340)	(231)	-32.2%
Income tax (expense) benefit	(890)	(467)	(423)	-9.3%	(247)	(222)	-10.2%
Net income	5,033	2,586	2,216	-14.3%	1,369	1,148	-16.1%
Other comprehensive income (loss)							
Exchange differences on translation of foreign operations financial statements	82	3	(12)	-486.4%	(1)	(1)	-44.7%
Unrealized gains (losses) on available-for-sale financial assets	24	215	246	14.3%	(124)	154	-223.9%
Actuarial gains and losses on defined benefit plans	(234)						
Income tax relating to components of other comprehensive income	40						
Other comprehensive income (loss), after tax	(89)	218	234	7.4%	(125)	153	-222.1%
Total comprehensive income (loss)	4,944	2,804	2,451	-12.6%	1,243	1,301	4.7%

Balance Sheet Data	2015	1H 2015	1H 2016	1H 16/1H 15		Q2 16/Q2 15	
				% change	Q2 2015	Q2 2016	% change
Total assets	788,387	764,754	759,028	-0.7%	764,754	759,028	-0.7%
Total shareholders' equity	45,779	43,638	47,729	9.4%	43,638	47,729	9.4%
Total loans, net ⁽¹⁾	479,668	479,620	482,934	0.7%	479,620	482,934	0.7%
Total deposits	679,593	667,391	644,243	-3.5%	667,391	644,243	-3.5%

Operating Metrics	2015	1H 2015	1H 2016	Q2 2015		Q2 2016	
Fee income ratio	20.2%	20.0%	22.6%	20.3%	25.0%		
Cost income ratio	50.0%	50.1%	55.8%	49.2%	55.8%		
Loan/deposit ratio (excl. credit card)	70.6%	71.8%	74.9%	71.8%	74.9%		
Loan/deposit ratio (incl. credit card)	70.9%	72.2%	75.3%	72.2%	75.3%		
Net interest margin	1.46%	1.46%	1.47%	1.45%	1.46%		
Net interest spread	1.93%	1.92%	1.97%	1.93%	1.96%		
Pre-provision earnings/assets	0.99%	0.49%	0.41%	0.26%	0.21%		
Pre-provision earnings/equity	17.56%	8.79%	6.76%	4.60%	3.42%		

Note:

(1) Excludes credit cards but include overdue receivables.

(2) Numbers have not been audited by the auditors.