



SKFH

Q3 2016 Results Update

2016/11/17

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

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SKFH – 9M 2016 Overview

- SKFH recorded consolidated after-tax profit of NT\$2.76bn for Q3 2016, up 47.5% QoQ; for 9M 2016, consolidated after-tax profit was NT\$2.06bn, and profit attributable to SKFH was NT\$1.50bn. EPS was NT\$0.15.
- Subsidiaries' core business remained solid.
 - SKL:
 - ◆ FYP for 9M 2016 reached NT\$89.29bn, 44.6% higher YoY, enabling VNB to grow 9.8% YoY. Annualized cost of liabilities decreased to 4.40%, 11 bps lower compared to 2015.
 - ◆ Interest income grew 13.9% YoY to NT\$52.02bn, boosted by allocation to overseas fixed incomes. Recurring yield before hedging reached 3.89%, up 7 bps YoY.
 - SKB:
 - ◆ Net interest income grew 2.4% YoY, reflecting enhanced fund utilization and cost control. Driven by growth in wealth management fee income, net fee income increased 7.4% YoY. Consolidated after-tax profit was NT\$3.36bn.
 - ◆ BIS and Tier 1 ratio were 12.8% and 9.9% respectively, higher than 1H 2016.
- Net worth of SKFH continued to recover; book value per share as end of Q3 was NT\$11.74. Capital structure actively enhanced.
 - As of end of Q3, consolidated shareholders' equity of SKFH was NT\$132.48bn, NT\$9.34bn higher than 2015, driven by SKL's other comprehensive income for 9M 2016 reaching NT\$7.90bn.
 - SKL successfully issued perpetual cumulative subordinated corporate bonds in amount of NT\$13bn on October 31.

Financial Highlights – 9M 2016

	9M 2015	9M 2016	YoY Growth
NT\$m (except per share data), %			
Consolidated net income	4,472	2,061	-53.9%
Net income attributable to SKFH	4,035	1,498	-62.9%
First year premium (Insurance)	61,749	89,285	44.6%
Loans (Bank)	494,665	493,918	-0.2%
Total assets (Consolidated)	2,919,605	3,050,541	4.5%
Shareholders' equity ⁽¹⁾	100,382	117,769	17.3%
ROA (unannualized)	3.14%	1.11%	
ROE (unannualized)	3.82%	1.33%	
Earnings per share	0.40	0.15	-62.5%

Note:

(1) Consolidated shareholders' equity for 9M 2015 and 9M 2016 were NT\$114,728mn and NT\$132,476mn, respectively

Net Income – 9M 2016

Net income contribution

NT\$bn

Subsidiaries	9M 2015	9M 2016	YoY Growth
Shin Kong Life	-0.04	-2.01	-5439.3%
Shin Kong Bank	3.80	3.36	-11.5%
Shin Kong Investment Trust	0.01	0.02	101.9%
Shin Kong Venture Capital International	0.02	0.02	-20.4%
Shin Kong Property Insurance Agency	0.04	0.04	13.5%
Others ⁽¹⁾	0.21	0.07	-66.7%
Net income	4.04	1.50	-62.9%

Note:

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

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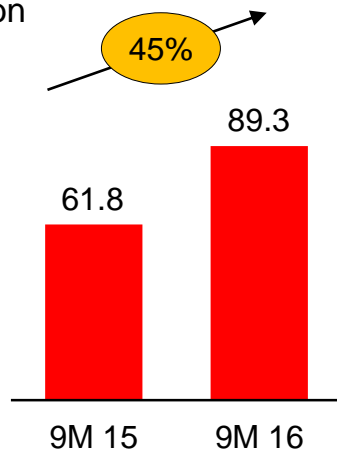
- FYP for 9M 2016 reached NT\$89.29bn, up 44.6% YoY, boosting market share to 9.2%.
- Driven by strong demand for whole life savings, FYPE for 9M 2016 amounted to NT\$41.15bn, up 91.7% YoY. Annualized cost of liabilities decreased to 4.40%, 11 bps lower compared to 2015.
- Focused on recurring yield, overseas fixed incomes increased continuously, enabling interest income to grow NT\$6.36bn YoY. Recurring yield before hedging increased 7 bps YoY to 3.89%.
- Consolidated after-tax loss for 9M 2016 was NT\$2.00bn; other comprehensive income was NT\$7.90bn. Shareholders' equity was NT\$70.32bn, up 12.8% QoQ.
- To enhance capital and financial structure, SKL successfully issued perpetual cumulative subordinated corporate bonds in amount of NT\$13bn on October 31.

Financial Highlights – 9M 2016

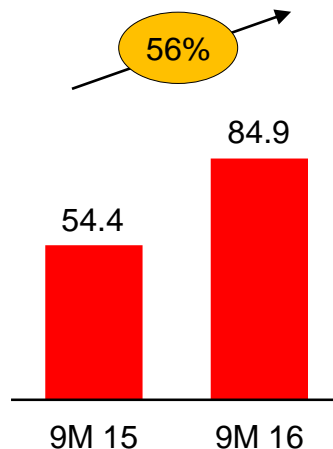
	9M 2015	9M 2016	YoY Growth
NT\$mn, %			
First year premium	61,749	89,285	44.6%
Total premium	170,227	197,726	16.2%
Investment income	50,386	57,487	14.1%
Consolidated net income	-31	-2,003	6339.2%
Consolidated total assets	2,083,450	2,243,743	7.7%
Consolidated total shareholders' equity	57,755	70,323	21.8%
ROE (unannualized)	-0.05%	-2.97%	
ROA (unannualized)	-0.002%	-0.09%	

First Year Premium – 9M 2016

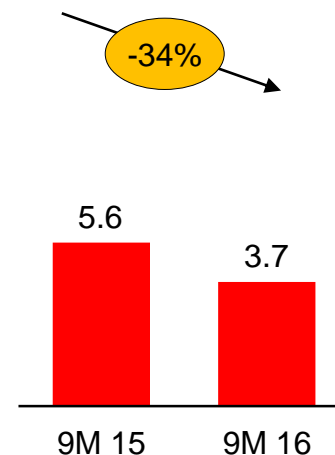
NT\$bn



Traditional



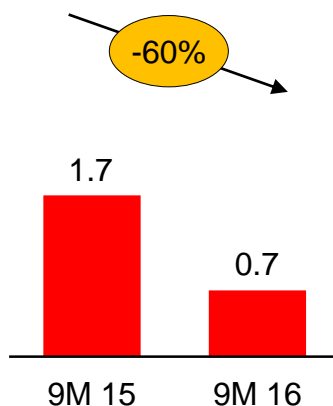
PA, Health and Group ⁽¹⁾



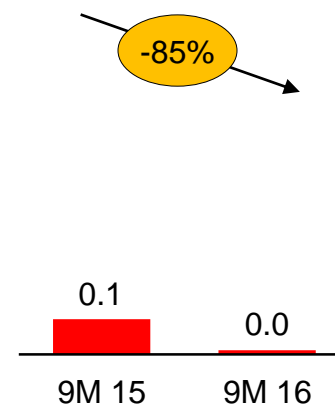
Comments

- Driven by strong demand for whole life savings, market share for 9M 2016 increased to 9.2%, 0.3% higher than 1H
- FYP reached NT\$89.29bn, 44.6% higher YoY; FYPE amounted to NT\$41.15bn, up 91.7% YoY
- Traditional products remained marketing focus and contributed 95.1% of total FYP, allowing annualized cost of liabilities to decline to 4.40%, 11 bps lower than 2015
- VNB for 9M 2016 grew 9.8% YoY. FX policies and protection products to be actively promoted

Investment-linked



Interest-sensitive

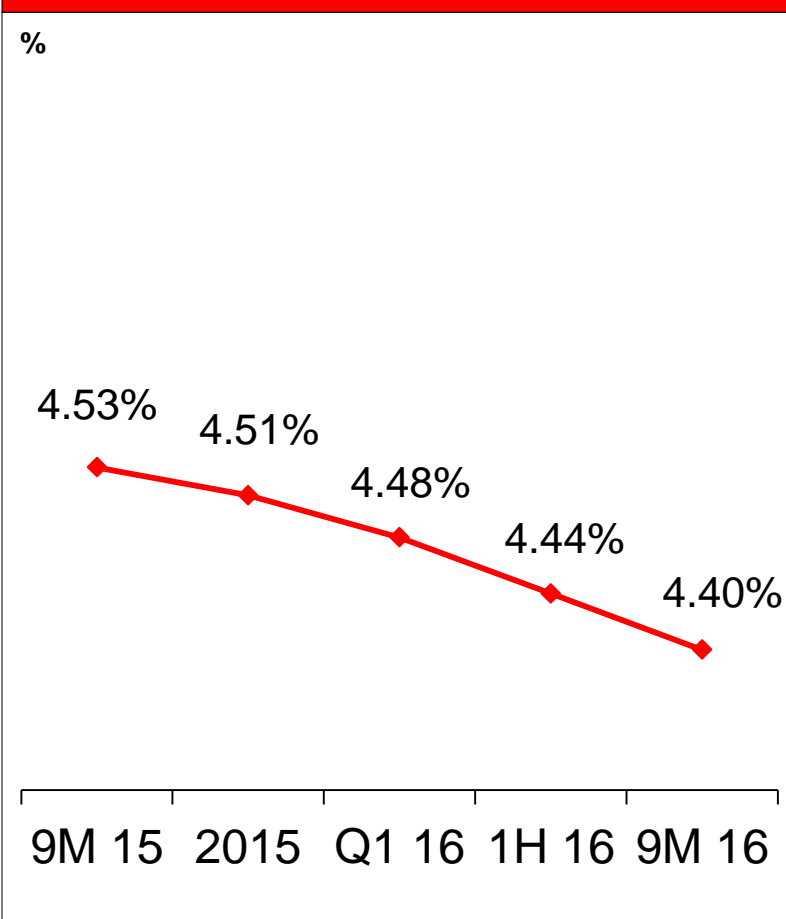


Note :

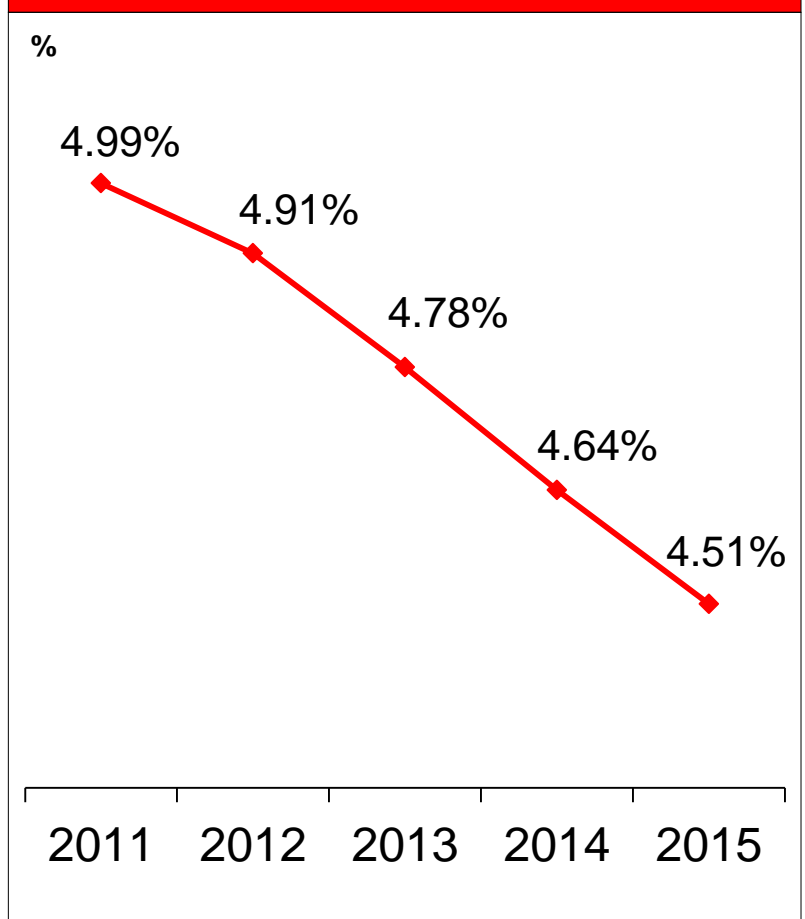
(1) Long-term disability Type A policies are classified as health insurance

Cost of Liabilities

Cost of Liabilities (quarterly)



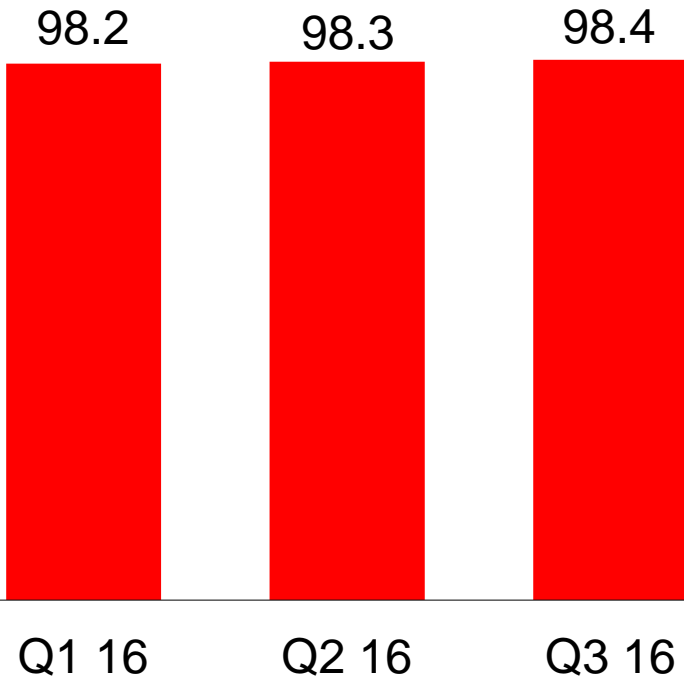
Cost of Liabilities (annual)



Persistency Ratio

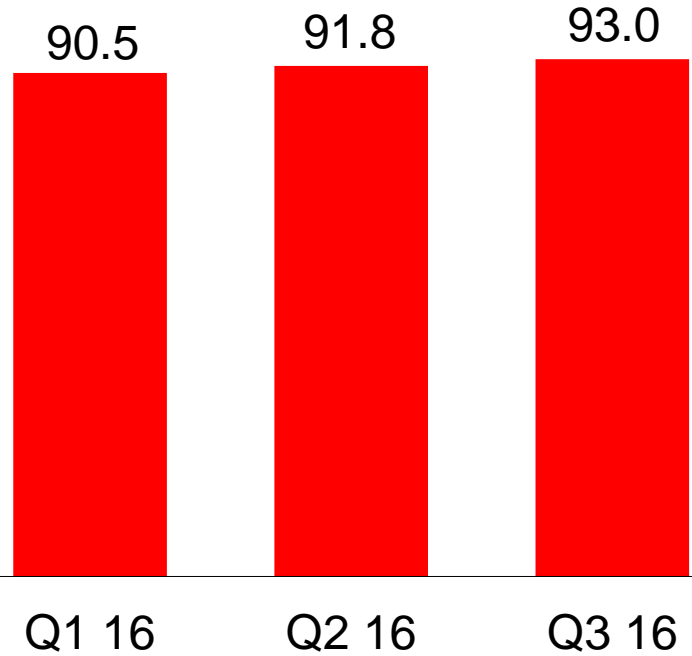
13 Month Persistency

%



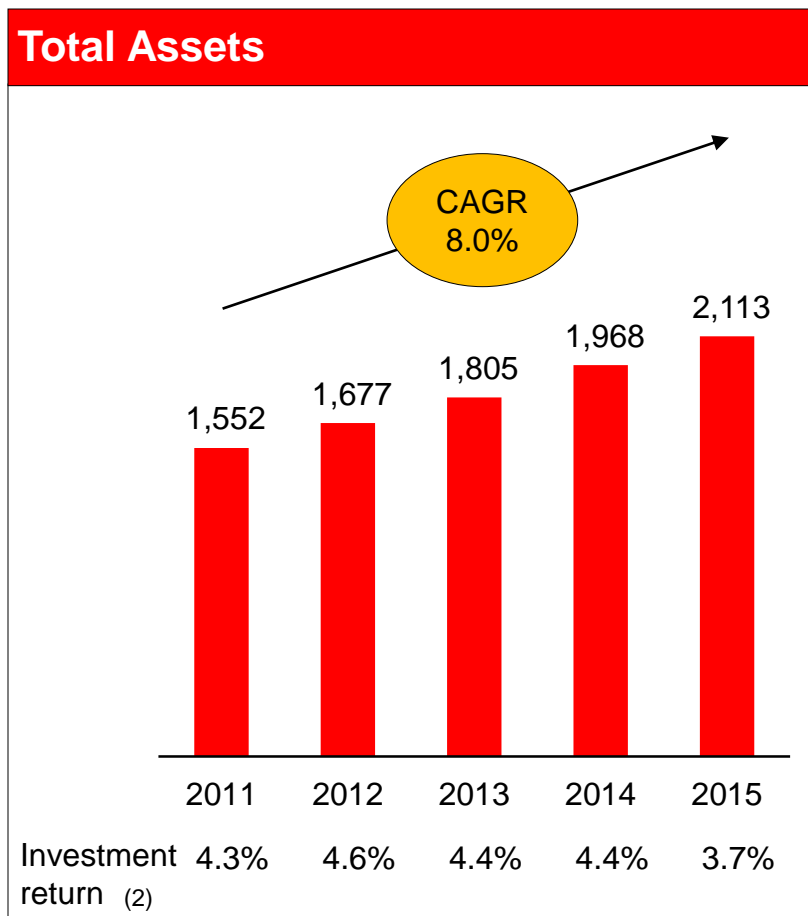
25 Month Persistency

%



Investment Portfolio

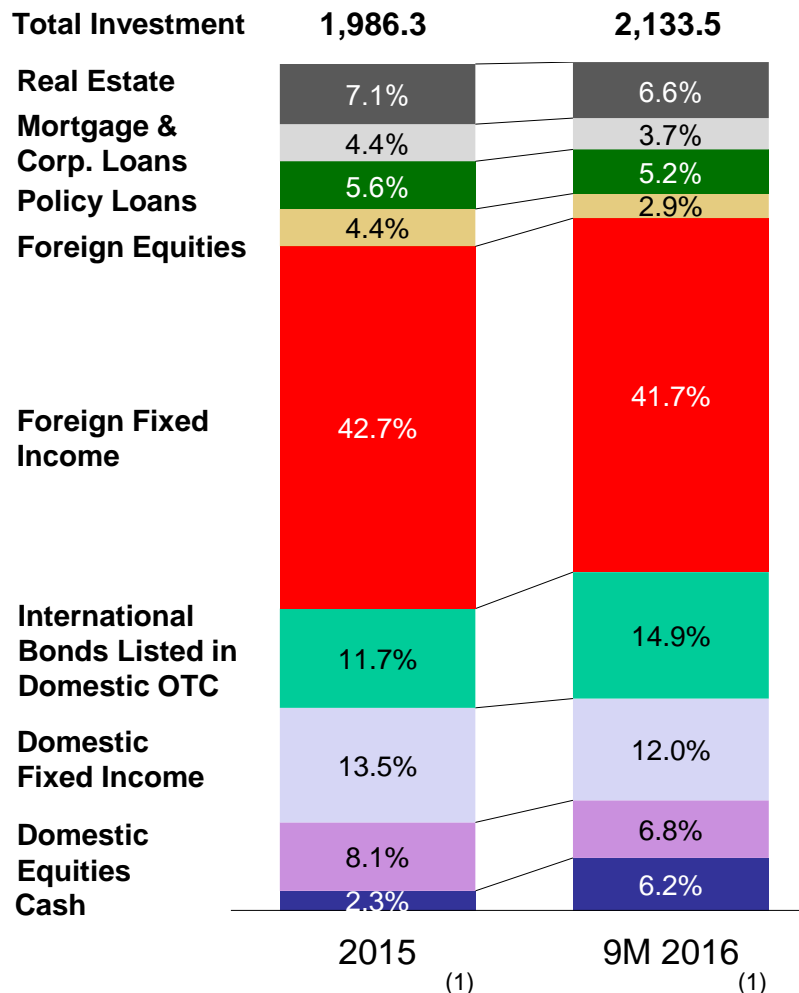
NT\$bn



Note:

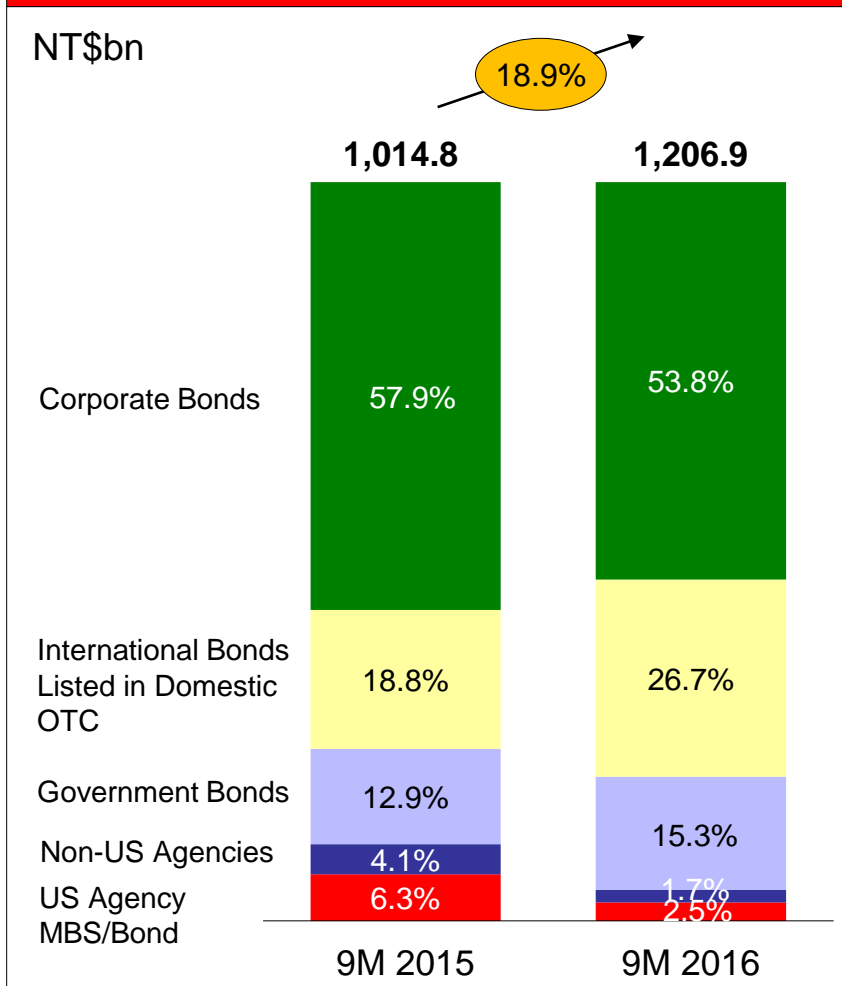
(1) Due to rounding, asset allocation figures may not add up to 100%

(2) Includes capital gains and FX hedging cost



Overseas Fixed Income

Overseas Fixed Income Portfolio



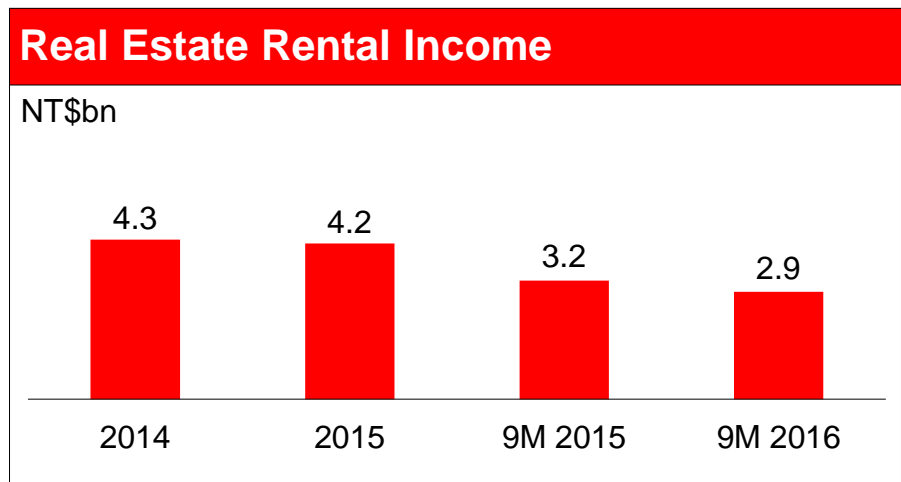
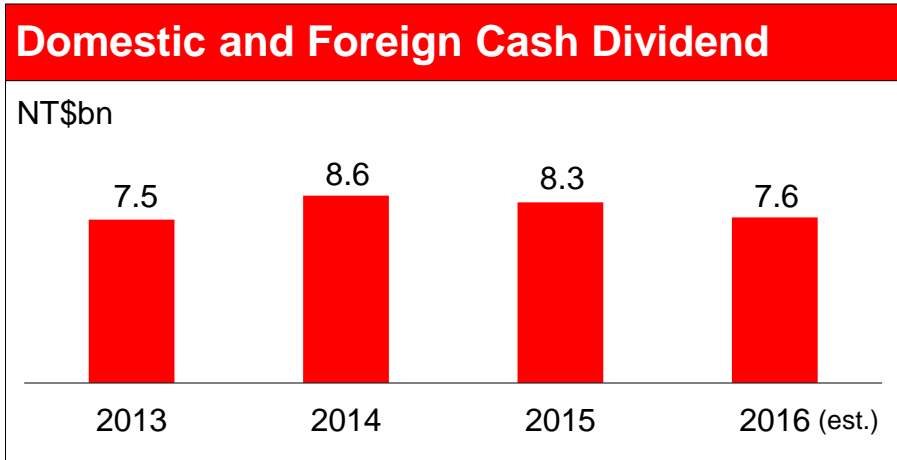
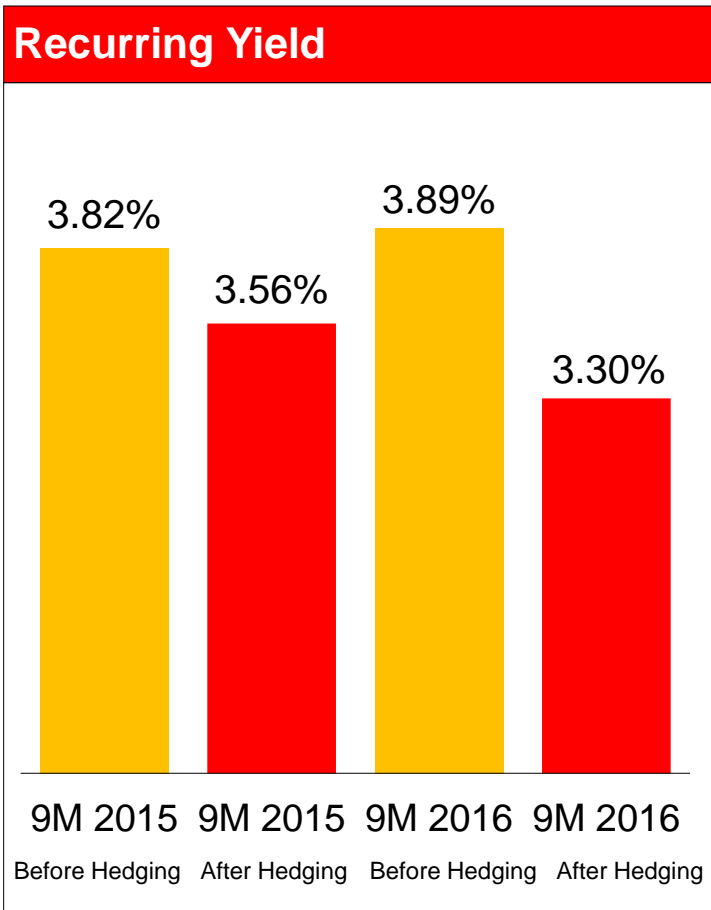
Comments

- Overseas fixed income grew 18.9% YoY, mainly deployed in emerging market USD government bonds and international bonds listed in domestic OTC
- As of end of 9M 2016, SKL held international bonds of NT\$317.4bn. These bonds offer average yield before hedging of 4.4%, which after hedging is still significantly higher than domestic bonds
- Driven by portfolio reallocation, interest income for 9M 2016 reached NT\$52.02bn, NT\$6.36bn higher YoY
- As interest rates gradually rise, SKL continues to invest in emerging market USD government bonds and overseas corporate bonds to stabilize recurring income

Note :

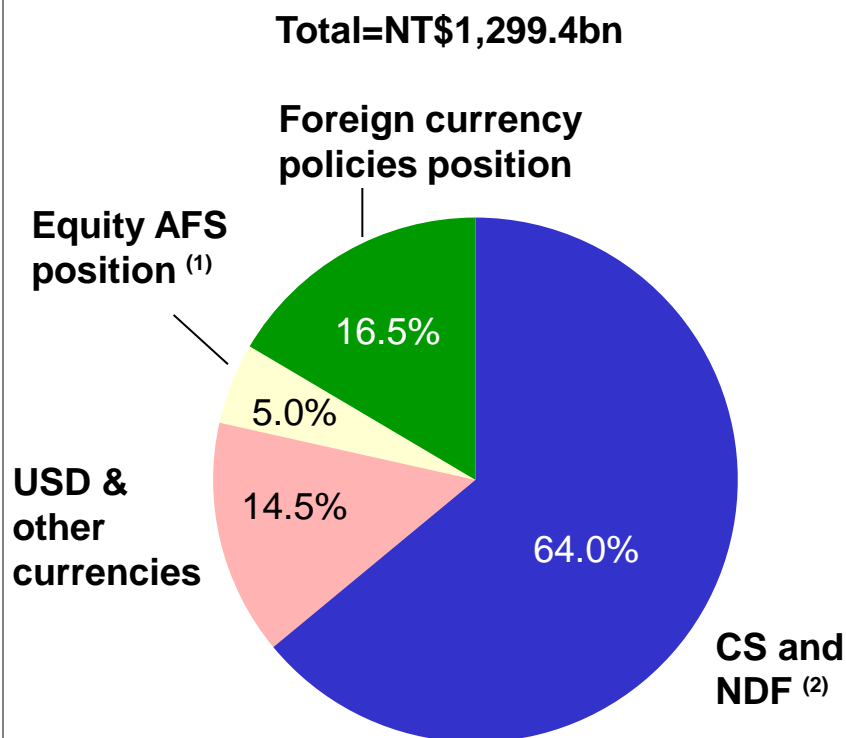
(1) Due to rounding, asset allocation figures may not add up to 100%

Recurring Income



Hedging Strategy

Mix of Hedging Strategies Used



Comments

- Annualized hedging cost for 9M 2016 was 0.98%
- Hedging ratio was 80.5%, 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 70% and 30%, respectively
- AFS⁽¹⁾ position in foreign equities accounted for 5.0% 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 bonds with investment grade 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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Digital Finance Development Highlights

- SKB: Meet customers' "consumption, payment, and wealth management" needs by integrating products and payment/transaction platforms and forming cross-industry partnerships to deliver proposition of "close-to-life service"
- SKL: Analyze data and integrate channels to build rapid and comprehensive service models and provide outstanding customer-centric service experience

Company	Content	Awards and Honors
SKB	<ul style="list-style-type: none"> • Led peers in offering digital accounts, WeChat Pay, mobile payments. Substantially grew number of active digital accounts and trading volume • Introduced Taiwan Clearing House (TCH) pre-authorized debit mechanisms to provide convenient payment services. Ranked top five for number of transactions • Developed FinTech, leveraging on t wallet APP to provide QR code account transfer services 	<ul style="list-style-type: none"> • Excellence Magazine – Best Digital Bank • Taiwan Clearing House – Excellence Award in ACH Collection Transaction Volume Competition • Financial Information Service Co., Ltd. – Excellence Award for Best Innovation in Electronic Cash Flow Operations
SKL	<ul style="list-style-type: none"> • Established automated claims model through data analysis to optimize processes and improve claims service performance by 20% • Led industry to establish voice recognition analysis system, enabling call centers to provide more immediate and accurate services. Achieved speech-to-text recognition rate of nearly 90% 	<ul style="list-style-type: none"> • Business Next – Silver Award for "Best Customer Communication" in Future Commerce Awards (FCA); Wealth Magazine – "Award for Most Innovative Application of FinTech in Life Insurance Industry" • Global Views Monthly – Five-Star Service Award for First in Insurance Industry

2016 Digital Business Development

Digital Finance Business		SKB	Digital Finance Business		SKL
Digital Platform	<ul style="list-style-type: none"> New Website New m-Banking App 		Digital Platform	<ul style="list-style-type: none"> Mobile e-Visit Mobile e-Payment 	Mobile eDDA Service
Mobile Finance	HCE Mobile Credit Card Payment	Shin Kong Cross-Border Payment: WeChat Pay	Smart Channel	Toll-free Voice Recognition System	
Digital Branch	Electronic Desk		Digital Applications	Underwriting Risk Prediction Models	Claims Risk Screening Models & Application
Digital Marketing	Digital Account Promotions		Digital Marketing	Continuous Promotion for New Products ¹ Online	Inforce 2.0 Project for Digital Precise Marketing

Note :

(1) Travel Insurance, Injury Insurance, Health Insurance, Life Insurance, Annuity

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SKB – 9M 2016 Overview

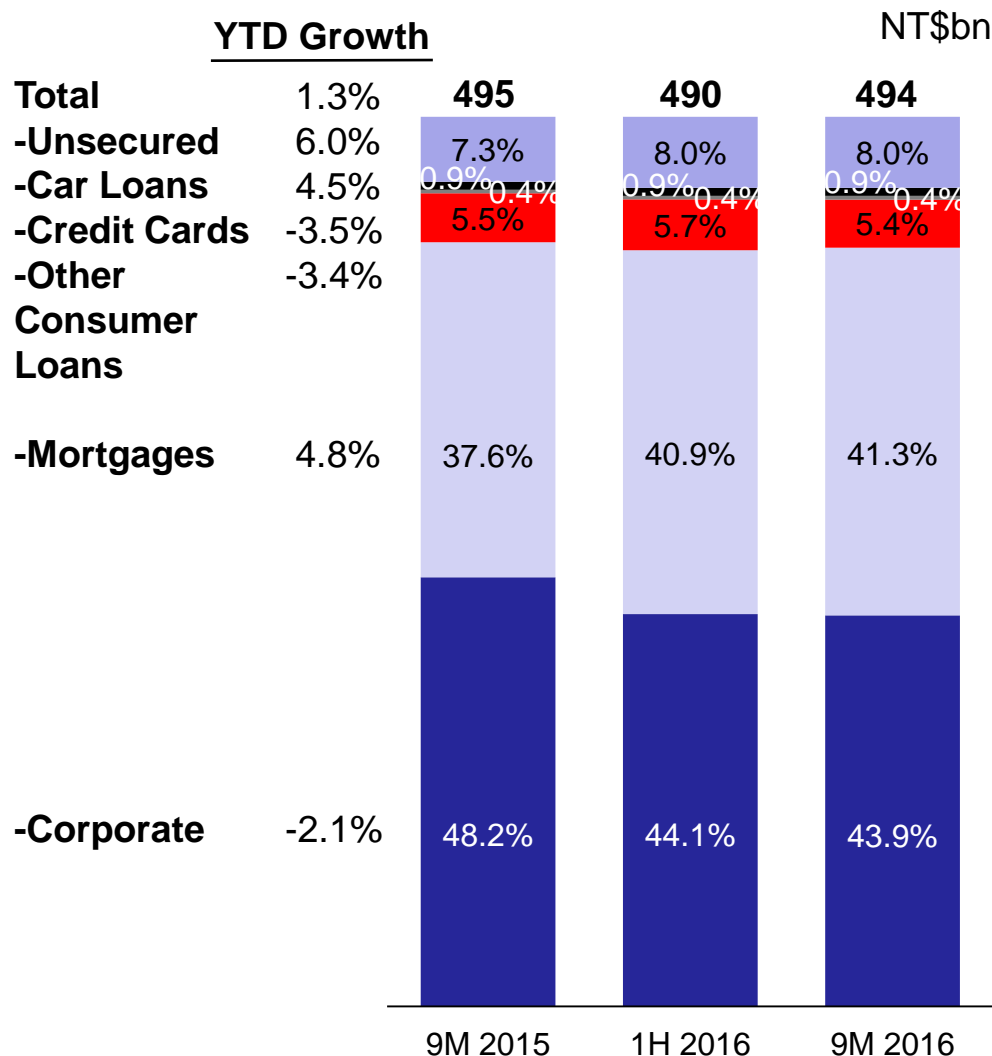
- Net interest income for 9M 2016 reached NT\$7.90bn, up 2.4% YoY. Driven by growth in wealth management fee income, net fee income grew 7.4% YoY to NT\$ 2.45bn. Consolidated after-tax profit for 9M 2016 was NT\$3.36bn.
- In light of economic slowdown, loans focused on clients with superior credit quality. Loan balance as of 9M 2016 was NT\$493.92bn, up 1.3% YTD. Momentum of consumer and large corporate loans expected to sustain.
- NIS remained same as last quarter at 1.96%. However, driven by enhanced fund utilization, NIM improved 4 bps to 1.50%.
- Benefited from the increase of bancassurance sales, wealth management income was NT\$1.51bn, up 22.5% YoY. Mutual fund and regular premium products expected to be sales focus in Q4.
- NPL ratio and coverage ratio were 0.26% and 480.49% respectively, better than industry average. Both ratios expected to remain at similar level in Q4.

Net Income – 9M 2016

	9M 2015	9M 2016	YoY Growth
NT\$mn, %			
Net interest income	7,711	7,898	2.4%
Net fee income	2,282	2,451	7.4%
Investment income and other income	1,374	559	-59.3%
Operating expense	-5,825	-6,078	4.3%
Pre-provision operating income	5,542	4,830	-12.8%
Provision expense	-1,055	-849	-19.6%
Income tax benefit (expense)	-689	-621	-9.9%
Consolidated Net Income	3,798	3,361	-11.5%

Note: Total may not add up exactly due to rounding

Loan Mix



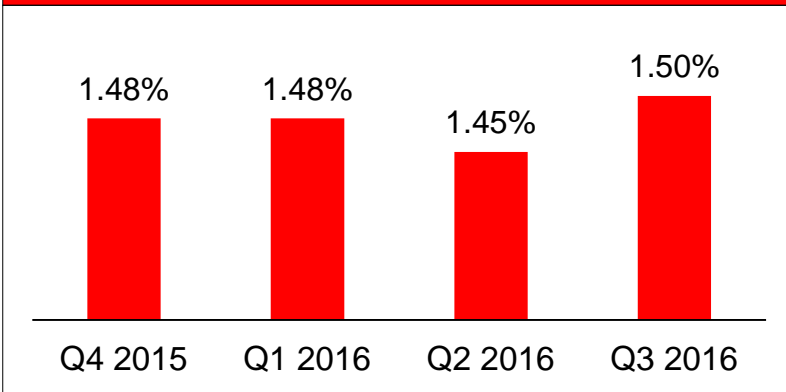
Note: Due to rounding, loan mix may not add up to 100%

Comments

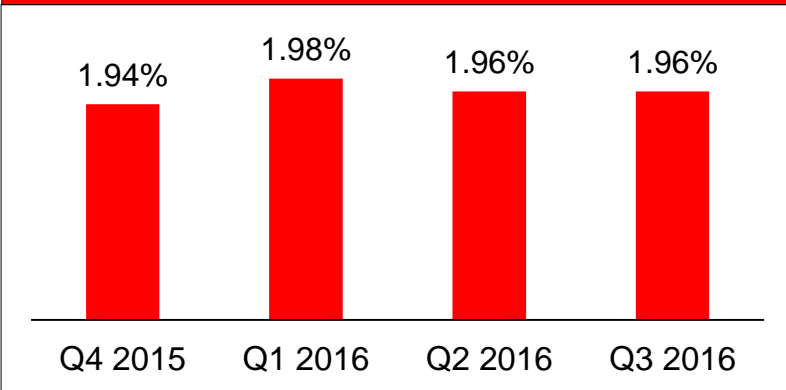
- Loan balance as of 9M 2016 was NT\$493.92bn, up 1.3% YTD. Momentum mainly came from consumer loans, up 4.0% YTD
- Mortgages grew under stringent risk control. Asset quality remained solid
- Large corporate and overseas syndicated loans expected to drive momentum to loan-to-deposit ratio and interest spread

Interest Income

Net Interest Margin



Net Interest Spread

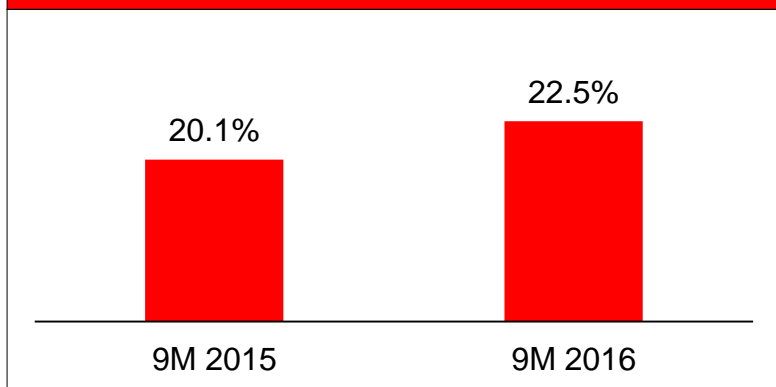


Comments

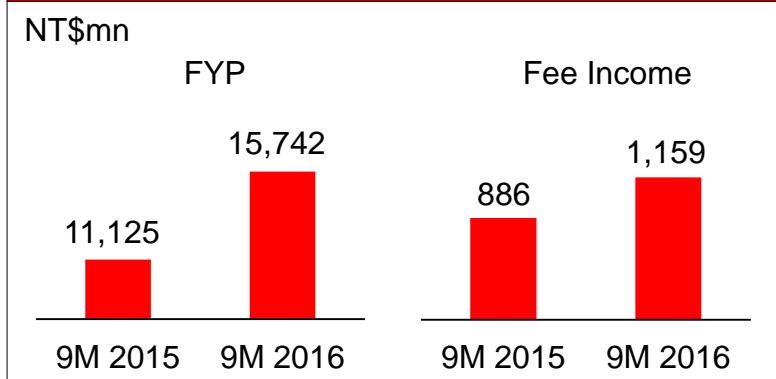
- Driven by enhanced fund utilization, net interest income grew 3.5% QoQ. NIM grew 4 bps to 1.50% QoQ. NIS was 1.96%
- SKB will continue to:
 - Adjust deposit and loan structure, as well as enhance fund utilization
 - Increase demand deposit to lower cost of funds
 - Increase overseas syndicated loan to expand international business

Fee Income

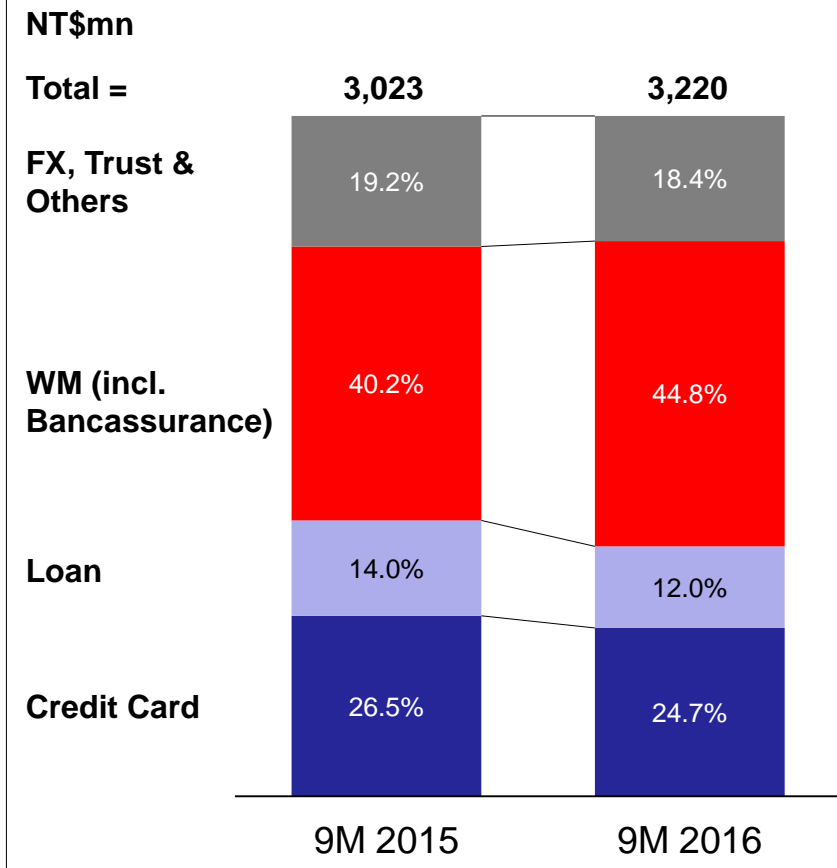
Net Fee Income / Total Income



Bancassurance



Fee Income Breakdown

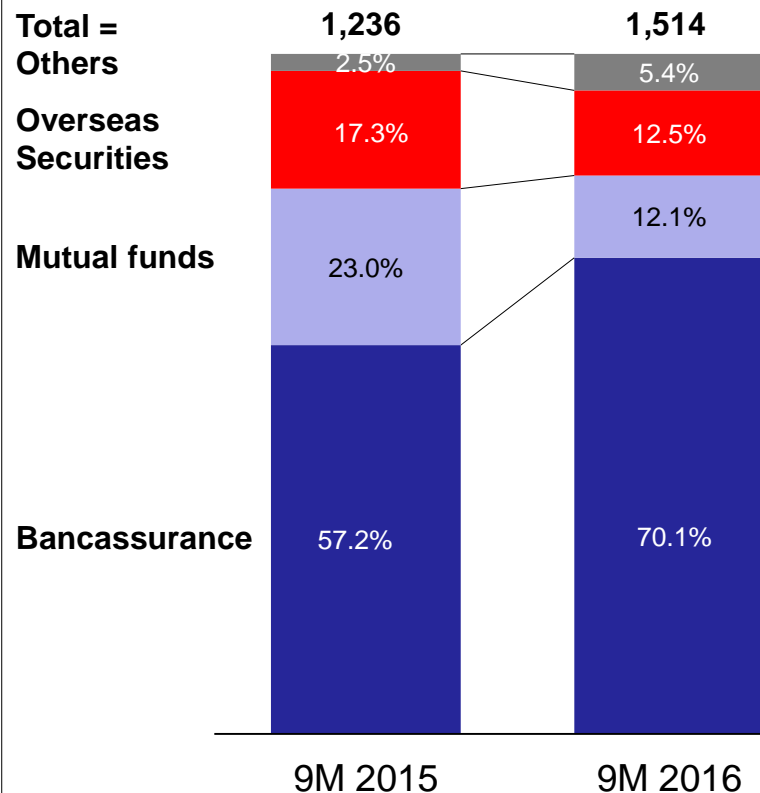


Note: Due to rounding, fee income breakdown may not add up to 100%

Wealth Management

Wealth Management Income Breakdown

NT\$m



Wealth Management Center

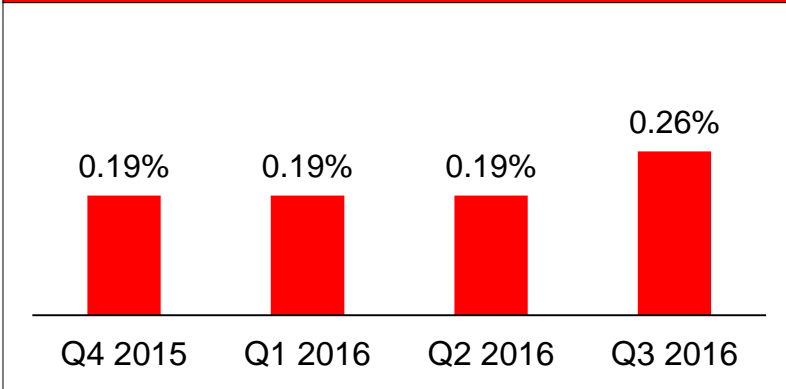


- Wealth management income for 9M 2016 was NT\$1.51bn, up 22.5% YoY, driven by bancassurance fee income growing 50.0% YoY to NT\$1.06bn
- Fee income from wealth management accounted for 44.8% of total fee income
- On job training for financial consultants to be enhanced. Mutual funds, bonds, and regular premium products remain sales focus to maintain growth momentum in Q4

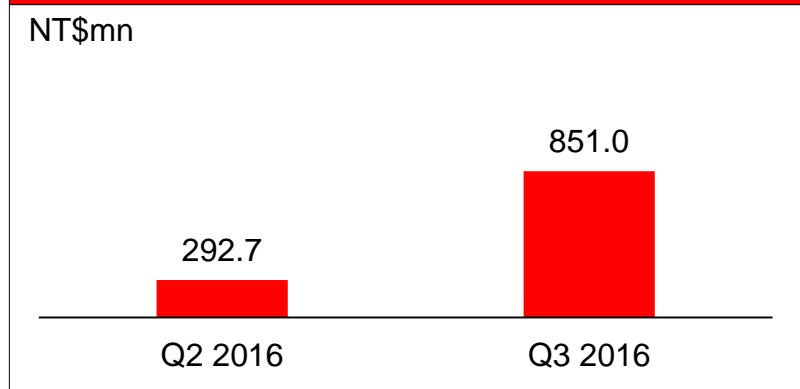
Note: Due to rounding, WM income breakdown may not add up to 100%

Asset Quality

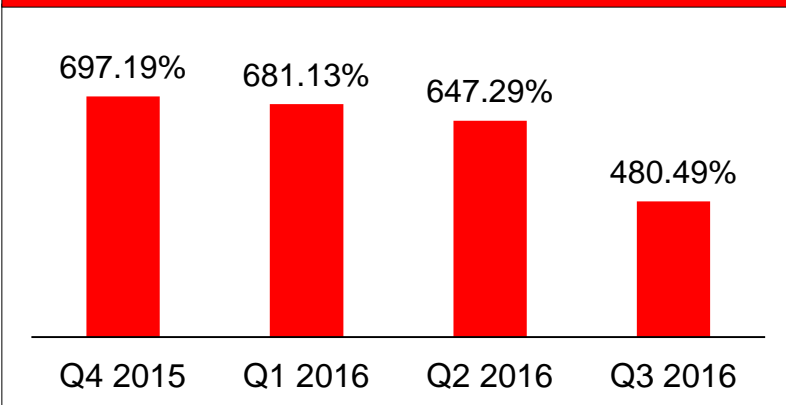
NPL Ratio



New NPL Generation



Coverage Ratio



- New NPL generated in Q3 2016 increased by NT\$558mn QoQ, mainly including Pacific Andes (NT\$318mn) and Ting Sing Trading (NT\$102mn)
- SKB had charged-off loan to Pacific Andes at the end of September. NPL ratio and coverage ratio were 0.26% and 480.49% respectively, better than industry average

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SP / RP Breakdown

NT\$bn

9M 2016 FYP	Single Premium	Regular Premium	Flexible Payment	Total
Traditional	49.85	35.06		84.91
Investment-linked				
VUL		0.04	0.41	0.45
Structured note	0.23			0.23
Interest sensitive				
Annuity	0.00		0.00	0.00
PA, health and others ⁽¹⁾		3.68		3.68
Total	50.08	38.78	0.42	89.29
Share	56.1%	43.4%	0.5%	100.0%

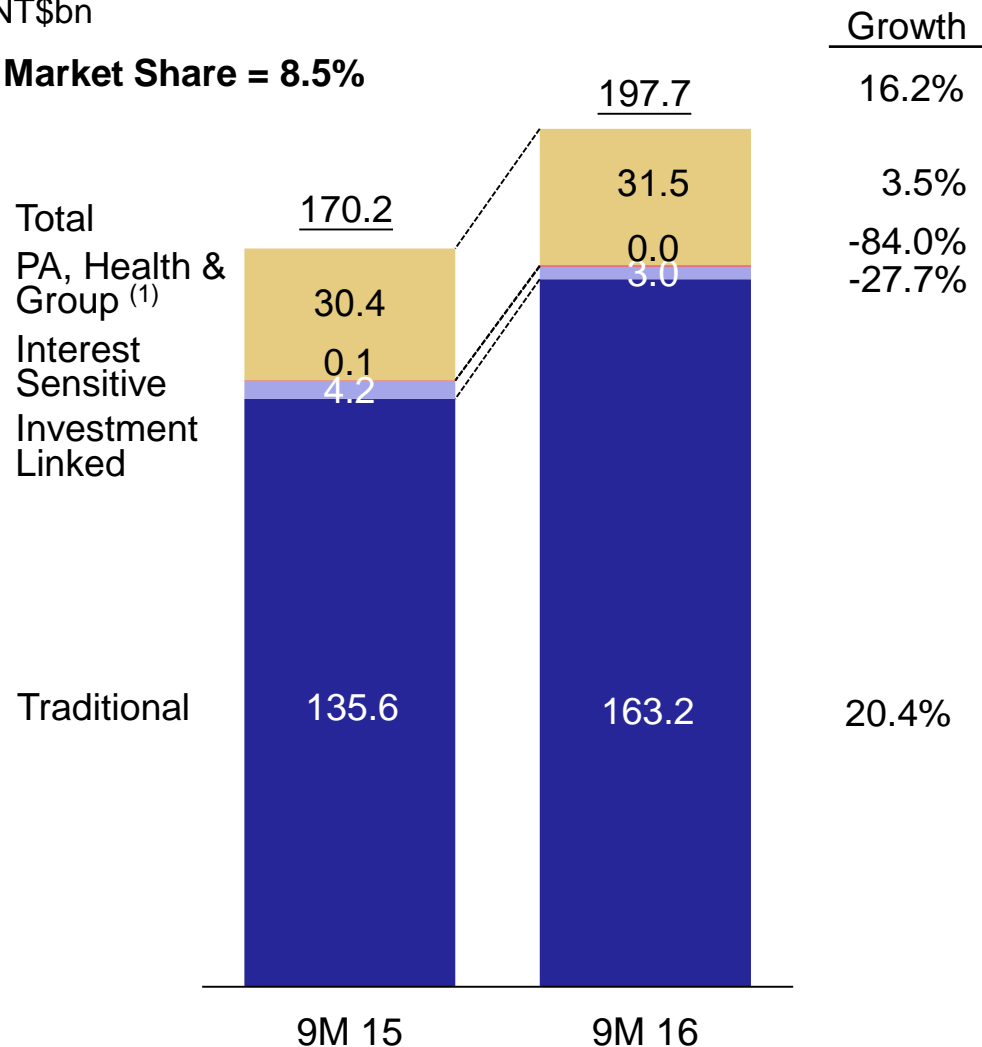
Note :

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

Total Premium – 9M 2016

NT\$bn

Market Share = 8.5%



Comments

- Driven by FYP of traditional products up 56.1% YoY, total premium of traditional products grew 20.4% YoY and overall total premium increased 16.2% 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 :

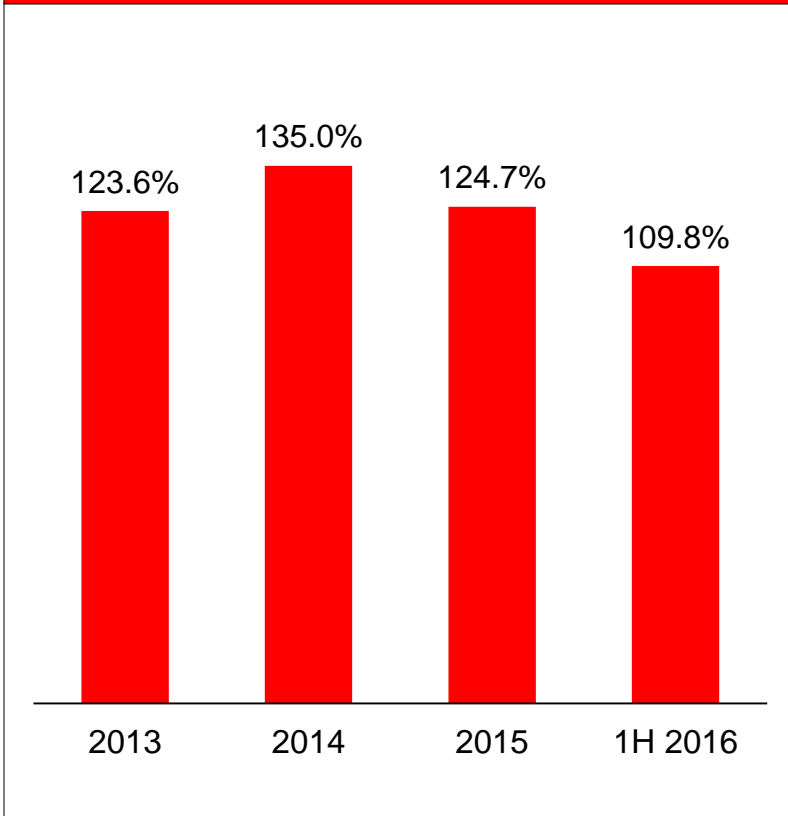
(1) Long-term disability Type A policies are classified as health insurance

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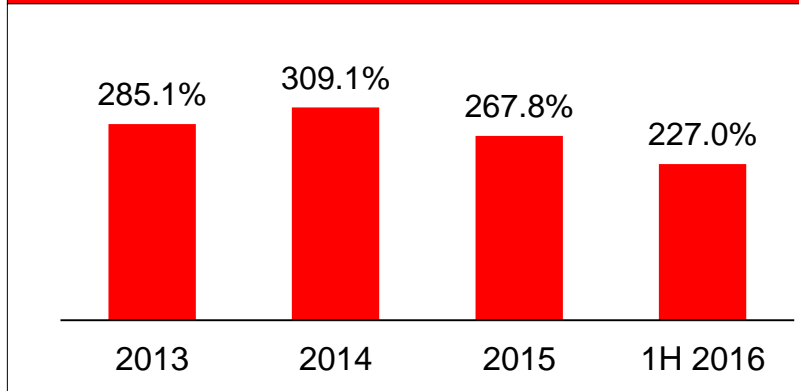
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Capital Adequacy

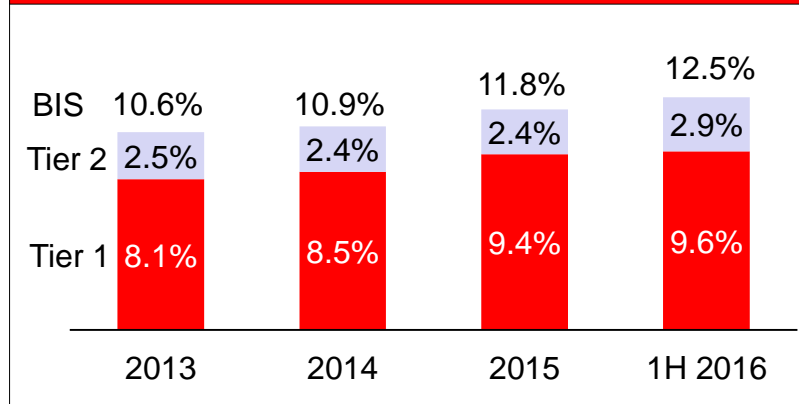
CAR of SKFH



RBC of SKL



BIS of Shin Kong Bank





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Shin Kong Financial Holding

Financial Summary

(NT\$m)

Income Statement Data	2015	9M 2015	9M 2016	9M 16/9M 15		Q3 16/Q3 15	
				% change	Q3 2015	Q3 2016	% change
Net interest income	(225)	(176)	(148)	-16.1%	(53)	(49)	-7.7%
Income from subsidiaries							
Shin Kong Life	143	(36)	(2,011)	5439.3%	(3,548)	1,310	-136.9%
Shin Kong Bank	5,033	3,798	3,361	-11.5%	1,212	1,145	-5.6%
MasterLink Securities	513	204	270	32.5%	47	103	116.7%
Shin Kong Investment Trust	16	9	18	101.9%	1	7	392.6%
Shin Kong Venture Capital International	17	19	15	-20.4%	4	6	35.7%
Shin Kong Property Insurance Agency	46	36	40	13.5%	12	13	5.5%
Total income from subsidiaries	5,768	4,029	1,693	-58.0%	(2,271)	2,582	-213.7%
Other income	114	105	42	-60.1%	115	33	-71.6%
Administrative and general expenses	(243)	(205)	(169)	-17.2%	(81)	(60)	-26.0%
Income tax benefit (expense)	366	283	80	-71.7%	70	37	-47.8%
Cumulative effect of changes in accounting principle	0	0	0		0	0	
Net income	5,780	4,035	1,498	-62.9%	(2,219)	2,543	-214.6%
Other comprehensive income (loss), after tax	(5,455)	(11,620)	7,941	-168.3%	(10,251)	6,588	-164.3%
Total comprehensive income (loss)	325	(7,584)	9,439	-224.5%	(12,470)	9,131	-173.2%

Balance Sheet Data	2015	9M 2015	9M 2016	9M 16/9M 15		Q3 16/Q3 15	
				% change	Q3 2015	Q3 2016	% change
Long term investment	120,614	112,671	129,494	14.9%	112,671	129,494	14.9%
Total assets	2,963,071	2,919,605	3,050,541	4.5%	2,919,605	3,050,541	4.5%
Shareholders' equity (excl. minority)	108,330	100,382	117,769	17.3%	100,382	117,769	17.3%

Note:

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

Shin Kong LifeFinancial Summary
(NT\$mn)

Income Statement Data	9M 16/9M 15				Q3 16/Q3 15		
	2015	9M 2015	9M 2016	% change	Q3 2015	Q3 2016	% change
Premium income	222,780	166,952	195,380	17.0%	51,531	69,294	34.5%
Investment income							
Interest income	62,414	45,654	52,017	13.9%	16,062	17,526	9.1%
Gains on investments in securities	1,683	4,320	12,273	184.1%	(6,858)	8,378	-222.2%
Gains on real estate investments	12,927	3,856	2,867	-25.6%	1,049	928	-11.6%
FX	(7,595)	(3,491)	(13,460)	285.5%	6,073	(7,534)	-224.1%
FX gain or loss	29,799	33,939	(55,673)	-264.0%	53,033	(30,693)	-157.9%
Hedging	(37,394)	(37,431)	42,213	-212.8%	(46,960)	23,159	-149.3%
FX Reserve	1,144	(194)	4,280	-2310.9%	(3,711)	2,847	-176.7%
Impairment loss	242	242	(489)	-302.7%	0	(330)	
Total Investment income	70,815	50,386	57,487	14.1%	12,614	21,814	72.9%
Other operating income	1,860	1,468	1,344	-8.5%	614	552	-10.1%
Provisions for reserves							
Provisions	(259,600)	(193,450)	(224,220)	15.9%	(60,508)	(78,556)	29.8%
Recoveries	88,707	63,282	66,111	4.5%	18,980	21,576	13.7%
Total provisions for reserves, net	(170,892)	(130,168)	(158,109)	21.5%	(41,528)	(56,980)	37.2%
Insurance payments	(100,779)	(71,736)	(76,455)	6.6%	(22,873)	(25,171)	10.0%
Commission expenses	(7,977)	(6,027)	(10,081)	67.3%	(1,719)	(3,721)	116.4%
Separate account revenues	1,096	(2,030)	5,188	-355.6%	(767)	1,548	-301.8%
Separate account expenses	(1,096)	2,030	(5,188)	-355.6%	767	(1,548)	-301.8%
General and administrative expenses	(13,898)	(10,316)	(10,236)	-0.8%	(3,461)	(3,490)	0.8%
Other operating costs and expenses	(1,449)	(1,105)	(1,370)	24.0%	(331)	(540)	63.3%
Operating income	460	(546)	(2,040)	273.6%	(4,719)	1,759	-137.3%
Non-operating income and expenses	175	142	114	-19.1%	26	(93)	-461.6%
Income taxes	(486)	373	(78)	-120.8%	1,145	(355)	-131.0%
Cumulative effect of changes in accounting principles	0	0	0		0	0	
Net income	150	(31)	(2,003)	6339.2%	(3,548)	1,311	-137.0%
Other comprehensive income (loss)							
Exchange differences on translation of foreign operations financial statements	(0)	(1)	9	-984.1%	2	4	102.4%
Unrealized gains (losses) on available-for-sale financial assets	(5,238)	(13,592)	8,959	-165.9%	(11,871)	7,687	-164.8%
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	8	(14)	-280.7%	(18)	7	-139.5%
Income tax relating to components of other comprehensive income	519	1,748	(1,049)	-160.0%	1,508	(1,045)	-169.3%
Total comprehensive income (loss)	(5,188)	(11,868)	5,901	-149.7%	(13,927)	7,964	-157.2%

Balance Sheet Data	9M 16/9M 15				Q3 16/Q3 15		
	2015	9M 2015	9M 2016	% change	Q3 2015	Q3 2016	% change
Total assets	2,113,486	2,083,450	2,243,743	7.7%	2,083,450	2,243,743	7.7%
Total shareholders' equity	64,435	57,755	70,323	21.8%	57,755	70,323	21.8%

Note:

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

Shin Kong Bank
Financial Summary
(NT\$m)

Income Statement Data	2015	9M 2015	9M 2016	9M 16/9M 15		Q3 16/Q3 15	
				% change	Q3 2015	Q3 2016	% change
Interest income	16,068	12,045	11,438	-5.0%	4,124	3,770	-8.6%
Interest expense	(5,704)	(4,334)	(3,539)	-18.3%	(1,462)	(1,085)	-25.8%
Net interest income	10,364	7,711	7,898	2.4%	2,662	2,685	0.9%
Fee income	4,123	3,023	3,220	6.5%	1,016	1,068	5.1%
Fee expense	(1,007)	(742)	(769)	3.7%	(240)	(245)	2.1%
Net fee income	3,117	2,282	2,451	7.4%	776	823	6.0%
Gains on bill & securities	1,574	1,270	392	-69.1%	258	284	10.1%
Gains on foreign exchange, net	97	3	42	1284.9%	101	(126)	-225.5%
Other gains or losses, net	272	101	124	23.5%	33	53	58.6%
Operating expense	(7,775)	(5,825)	(6,078)	4.3%	(2,020)	(2,048)	1.4%
Pre-provision income or loss	7,648	5,542	4,830	-12.8%	1,809	1,669	-7.7%
Provision expense	(1,726)	(1,055)	(849)	-19.6%	(375)	(328)	-12.6%
Income tax (expense) benefit	(890)	(689)	(621)	-9.9%	(222)	(197)	-11.3%
Net income	5,033	3,798	3,361	-11.5%	1,212	1,145	-5.6%
Other comprehensive income (loss)							
Exchange differences on translation of foreign operations financial statements	82	85	(28)	-133.3%	82	(16)	-120.2%
Unrealized gains (losses) on available-for-sale financial assets	24	197	250	27.0%	(18)	5	-126.1%
Actuarial gains and losses on defined benefit plans	(234)	0	0		0	0	
Income tax relating to components of other comprehensive income	40	0	0		0	0	
Other comprehensive income (loss), after tax	(89)	282	222	-21.1%	64	(12)	-118.6%
Total comprehensive income (loss)	4,944	4,080	3,583	-12.2%	1,276	1,133	-11.2%

Balance Sheet Data	2015	9M 2015	9M 2016	9M 16/9M 15		Q3 16/Q3 15	
				% change	Q3 2015	Q3 2016	% change
Total assets	788,387	796,215	763,715	-4.1%	796,215	763,715	-4.1%
Total shareholders' equity	45,779	44,914	48,862	8.8%	44,914	48,862	8.8%
Total loans, net ⁽¹⁾	479,668	486,592	486,669	0.0%	486,592	486,669	0.0%
Total deposits	679,593	671,114	661,394	-1.4%	671,114	661,394	-1.4%

Operating Metrics	2015	9M 2015	9M 2016	Q3 2015		Q3 2016	
Fee income ratio	20.2%	20.1%	22.5%	20.3%	22.1%		
Cost income ratio	50.0%	50.9%	55.5%	52.4%	54.8%		
Loan/deposit ratio (excl. credit card)	70.6%	72.5%	73.6%	72.5%	73.6%		
Loan/deposit ratio (incl. credit card)	70.9%	72.8%	73.9%	72.8%	73.9%		
Net interest margin	1.46%	1.46%	1.48%	1.47%	1.50%		
Net interest spread	1.93%	1.92%	1.97%	1.93%	1.96%		
Pre-provision earnings/assets	0.99%	0.71%	0.62%	0.23%	0.22%		
Pre-provision earnings/equity	17.56%	12.85%	10.21%	4.20%	3.53%		

Note:

(1) Excludes credit cards but include overdue receivables.

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