



# Investor Conference

(Stock Code : 2855)

March 23, 2017

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- This document may contain forward-looking statements, including but not limited to statements that address activities, events or developments that the Company expects or anticipates to occur in the future. All statements are made according to the projection of future operation and various political, economic and market factors beyond the Company's control. Therefore, the actual results may differ materially from those contained in the forward-looking statements.
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# *Agenda*



Business Synopsis



Operating Achievements



# Business Synopsis





# Company Profile

**D**ate of Incorporation : Dec. 17, 1988



**N**umber of Employees : 1,520



**N**umber of Affiliated Companies :

*5 in Taiwan and 2 overseas*



**N**umber of Branches : 37



**C**apital : NTD 13.36 Billion



**P**roducts and Services :



*Brokerage, Proprietary Trading,*

*Underwriting,*

*Fixed Income Dealing,*

*Financial Products,*

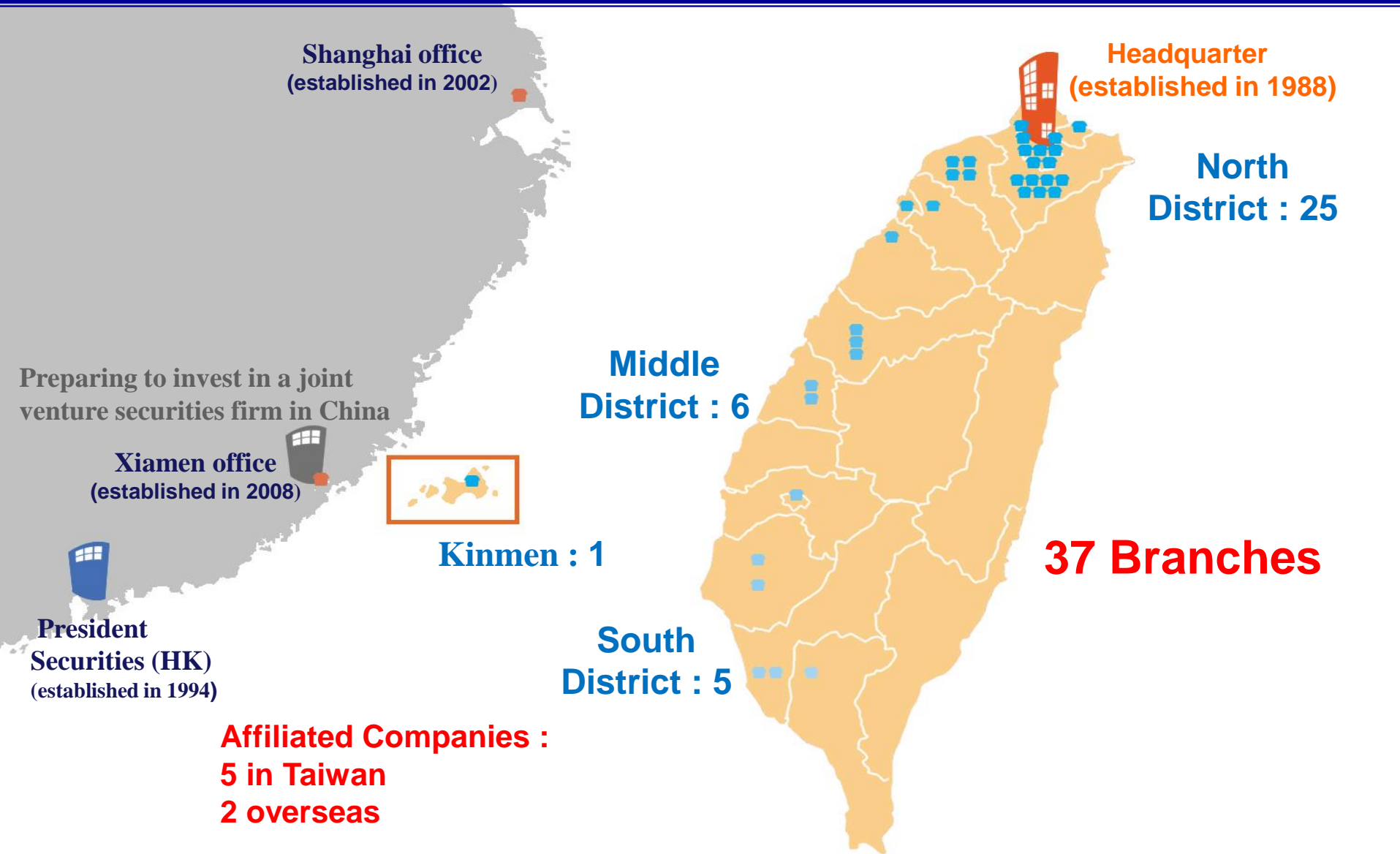
*Shareholder Services,*

*Wealth Management & Trust*

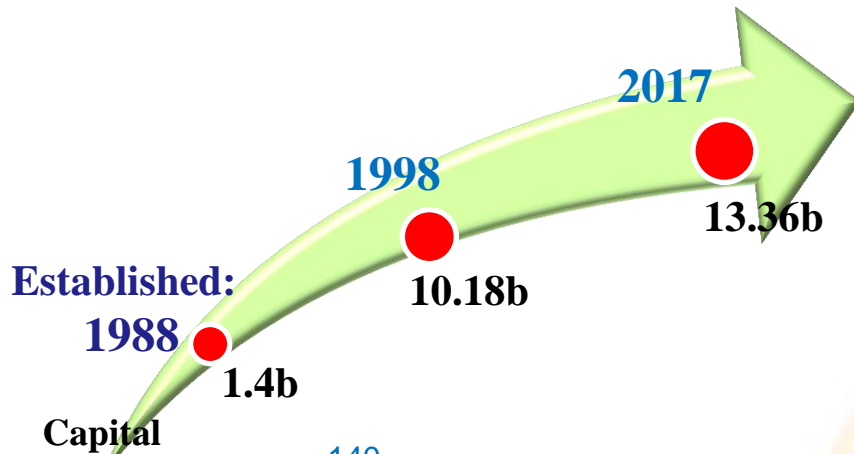
*Offshore Securities Units*



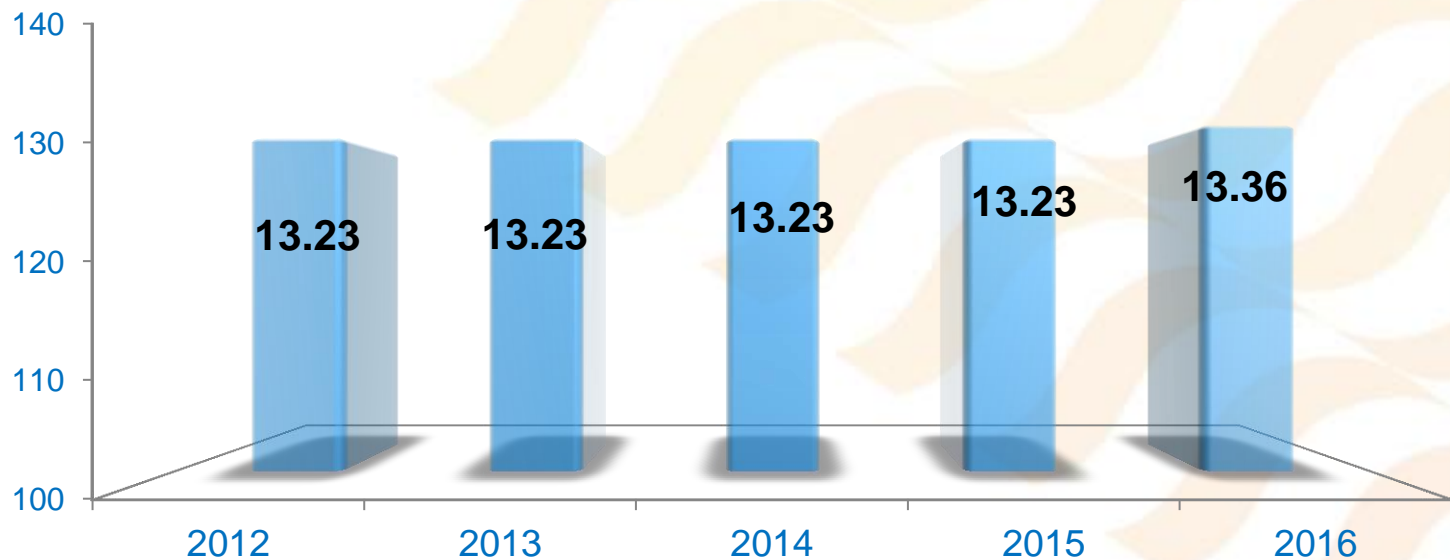
# Service Location



# Capital Structure



At the beginning of establishment, the capital of our company was 1.4 billion, and there was a rapid 10-year growth up to over 10 billion, reaching a current level of 13.36 billion.



Unit : Billion NTD

# Long-term Business development

**Services: Brokerage, Underwriting, Proprietary Trading, Fixed Income Dealing, Financial Products, Shareholder Services, Wealth Management & Trust**

## Brokerage

- ◆ Professional research team and high service quality to gain institutional and foreign investors.
- ◆ Diversified products and e-trading platform.

## Proprietary Trading

- ◆ Fast strategy adjustment through risk management system.
- ◆ Developing overseas products and overseas investment businesses.

## Fixed Income Dealing

- ◆ Building global database and foreign bond trading platform.
- ◆ Developing structural products to meet different risk appetite for different clients.

## Wealth Management & Trust

- ◆ Building a “Domestic wealth management platform for Taiwan” via trust.
- ◆ Creating a “cross strait feature” business through OSU.

## Financial Products

- ◆ Providing customize products.
- ◆ Deploying risk management system for derivatives.
- ◆ Applying for OSU related foreign exchange derivative businesses.

## Futures Proprietary

- ◆ Reinforcing capability for in-time strategical quantitative analysis and build up analysis module for overseas return-risk decision.
- ◆ Automatizing ordering module.

## Underwriting

- ◆ Gaining private placement businesses and greater China investment bank businesses.

## Shareholder Services

- ◆ Providing diversified services for our clients and becoming a shareholder Services division that also functioned as a wealth management advisor.



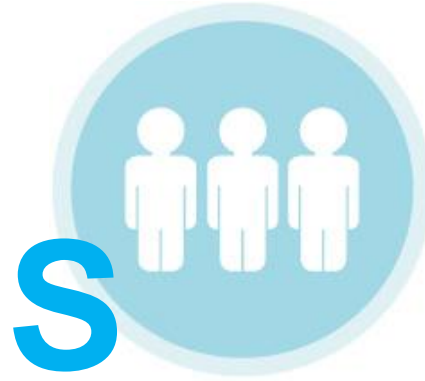
# Performance on Sustainable Development



## E

### Environmental

- **3,302,458** kilograms of carbon emission
- Ratio of electronic transaction has reached **49.71%**
- Turning off all the lights for an hour on the earth day
- Replacing our low-efficient equipment
- Waste paper reduction policies



## S

### Social

- Certification of Healthy workplace
- Certification of Quality Breastfeeding Room
- Industry-Academic cooperation for **9** consecutive years
- Donation to provide scholarships for accumulated up to **28.3** million
- Blood donation for 11 years, accumulated up to **2,817** bags

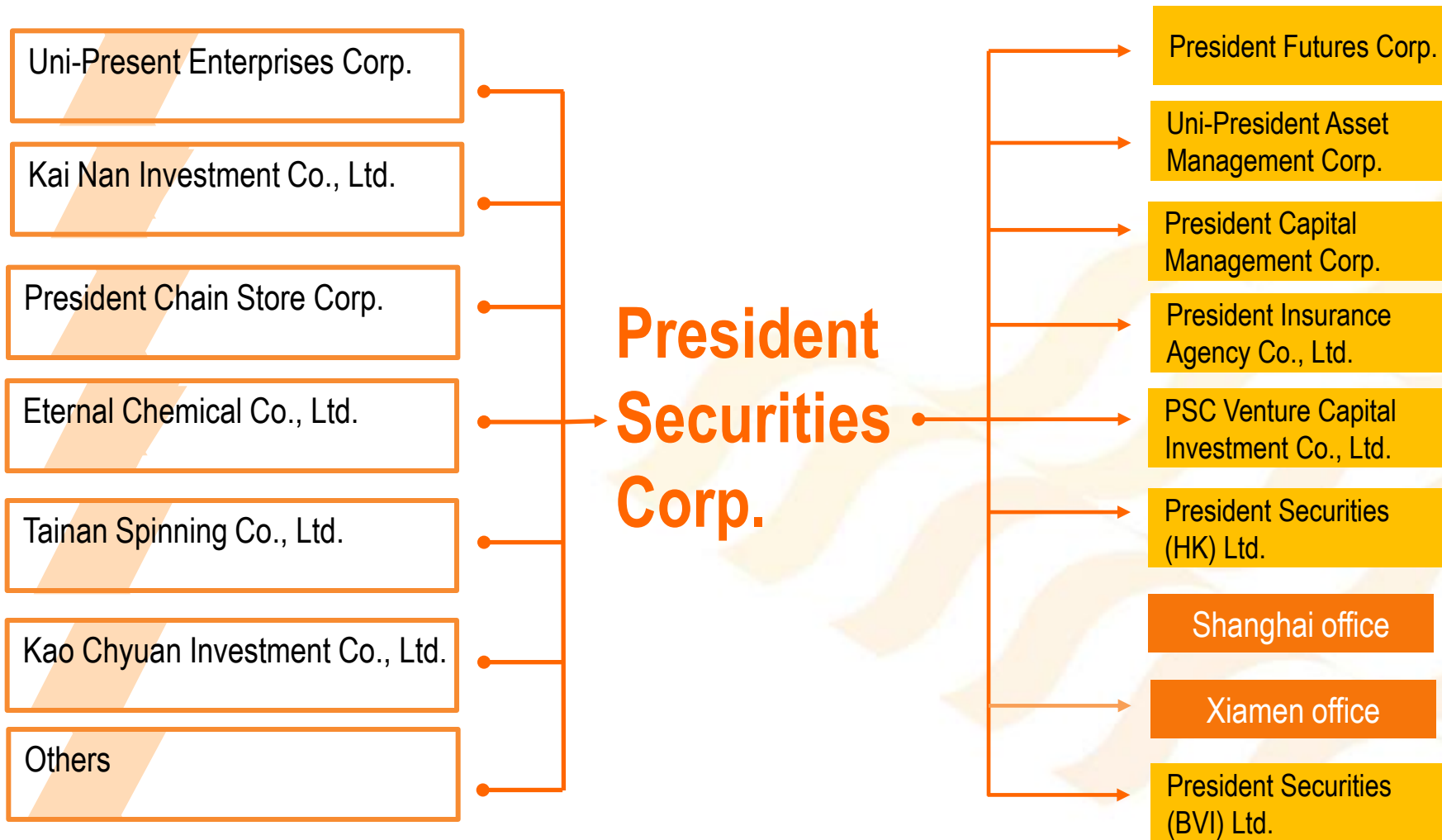


## G

### Governance

- Net income **827** million
- ROE **3.61%**
- Information Disclosure and Transparency Ranking System **A++**
- Corporate Governance Evaluation System **The First Class** (TWSE)
- Securities Firms Risk Evaluation System **The First Class** (TPEX)

# Primary Shareholders and Affiliated Companies



*Note: President Personal Insurance Agency Co., Ltd. was merged by President Insurance Agency Co., Ltd. on July 1, 2016.*

*After the merger, President Insurance Agency provides both property and life insurance services.*



# Operating Achievements



# Condensed Income Statements

Unit : Million NTD

Item	2016	2015
Revenues	3,493	3,511
Operating Expenditures	407	534
Operating Expenses	2,701	2,911
Operating Income	385	66
Other Incomes and Costs	511	1,004
Income Before Tax	896	1,070
Income Tax Expense	69	113
Net Income	827	957
Other Comprehensive Income	-89	78
Total Comprehensive Income	738	1,035
EPS (NTD)	0.62	0.72

# Condensed Balance Sheets

Unit : Million NTD

Item	2016	2015
Current Assets	63,516	52,172
Non-Current Assets	8,475	8,579
<b>Total Assets</b>	<b>71,991</b>	<b>60,751</b>
Current Liabilities	48,853	37,964
Non-Current Liabilities	57	69
<b>Total Liabilities</b>	<b>48,910</b>	<b>38,033</b>
Capital Common Stock	13,357	13,231
Other Equity	9,724	9,487
<b>Total Equity</b>	<b>23,081</b>	<b>22,718</b>
<b>Total Liabilities and Equity</b>	<b>71,991</b>	<b>60,751</b>
ROA	1.51%	2.11%
ROE	3.61%	4.18%

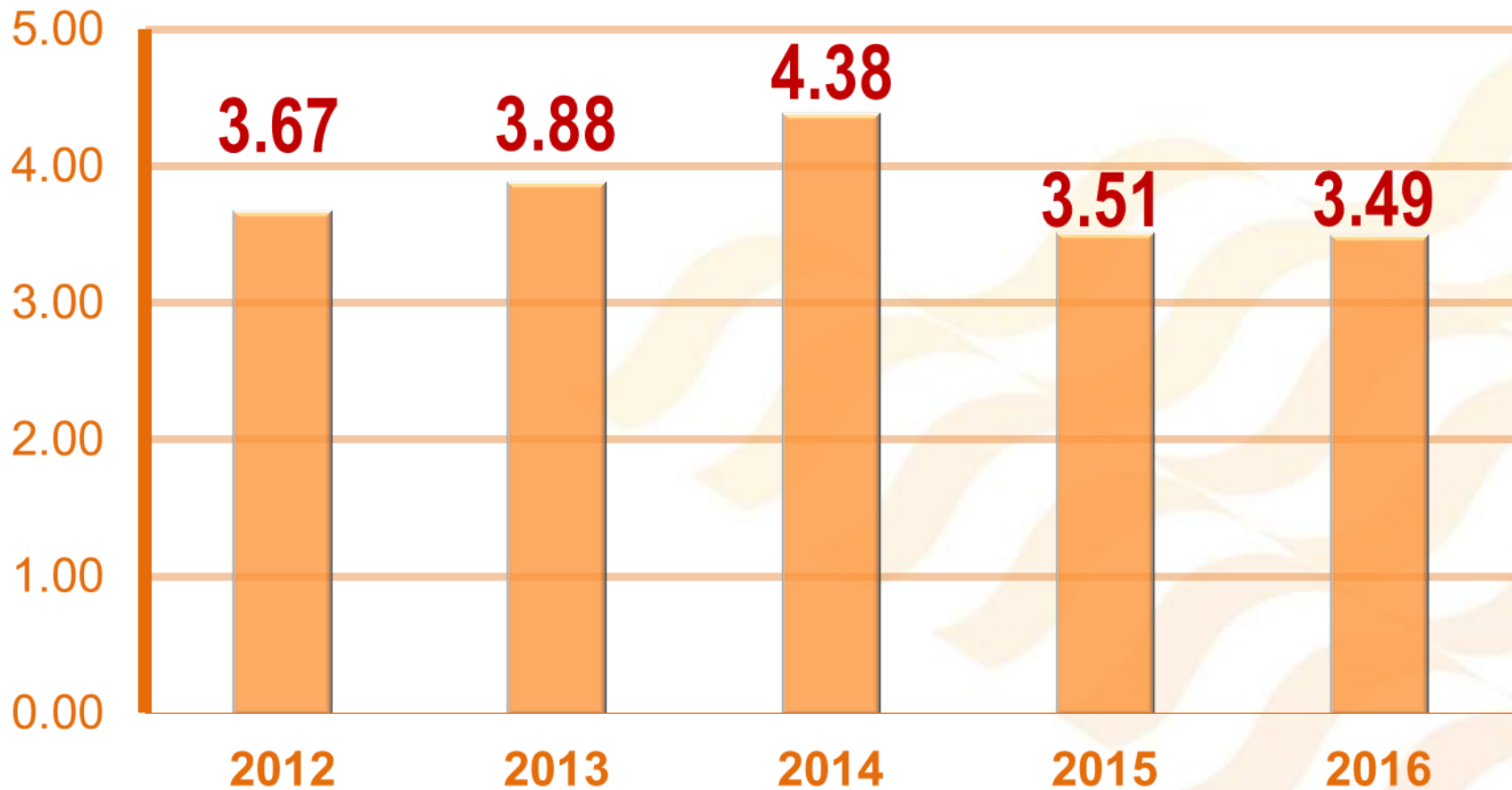


# *Business performance and market shares*

<b>Business Area</b>	<b>Component</b>	<b>2015 Market share</b>	<b>2016 Market share</b>
<b>Brokerage Business</b>	Equity Brokerage Trading Volume	<b>3.26%</b>	<b>2.89%</b>
	Individual Branch	<b>0.08%</b>	<b>0.08%</b>
<b>Financial Products</b>	Warrants Issued (Volume)	<b>5.61%</b>	<b>8.24%</b>
	Structure Commodity Business Volume	<b>2.00%</b>	<b>1.53%</b>
<b>Fixed Income</b>	Repo Transactions	<b>1.37%</b>	<b>0.95%</b>
	Outright Purchases / Sales	<b>0.73%</b>	<b>1.38%</b>
	Interest Rate Swaps	<b>3.48%</b>	<b>1.10%</b>
<b>Underwriting</b>	Lead Underwriting Deals No./ Volume	<b>6/2.13%</b>	<b>3/1.72%</b>
	Co-Lead Underwriting Deals No./ Volume	<b>39/2.45%</b>	<b>34/2.43%</b>

# Revenue for the latest 5 years

Unit : Billion NTD



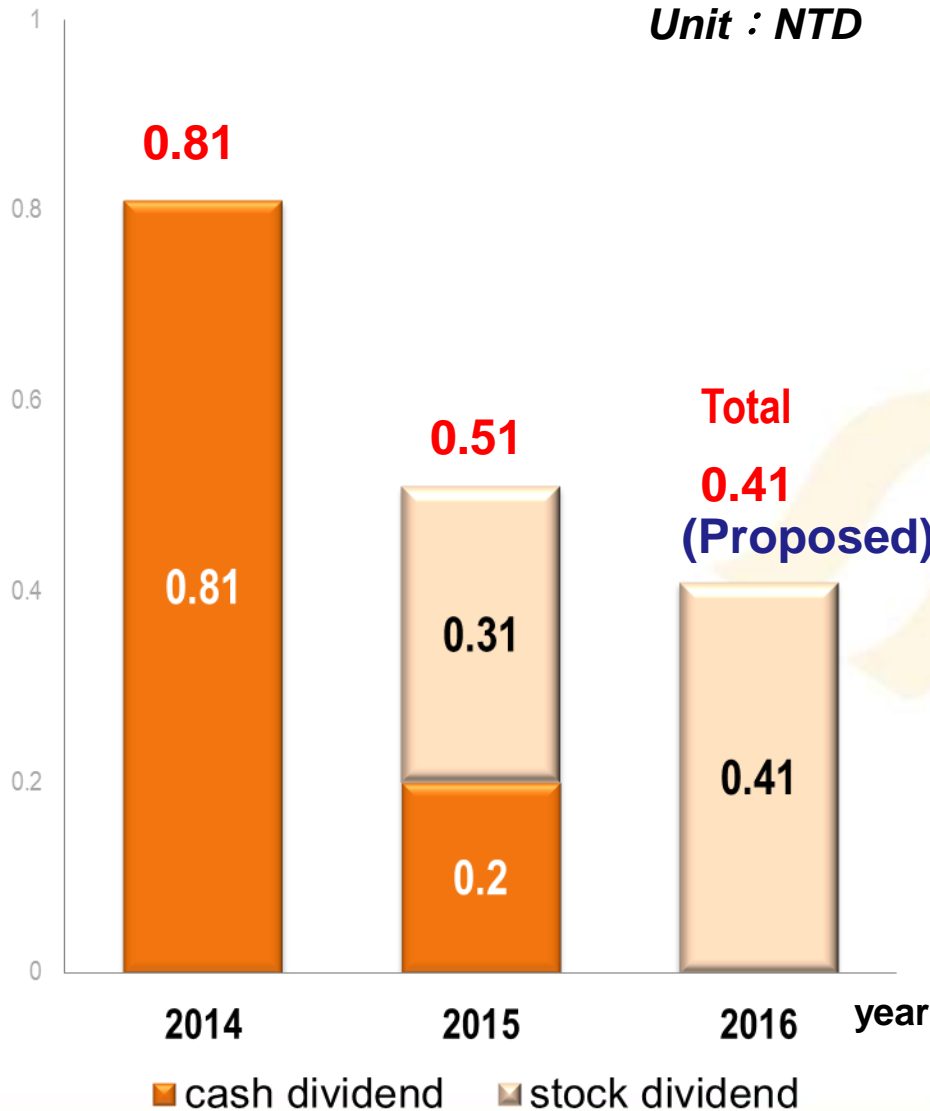
Note : The International Financial Reporting Standards (IFRSs) was adopted by the Company starting 2013.

# Dividend policy – stable payout ratio

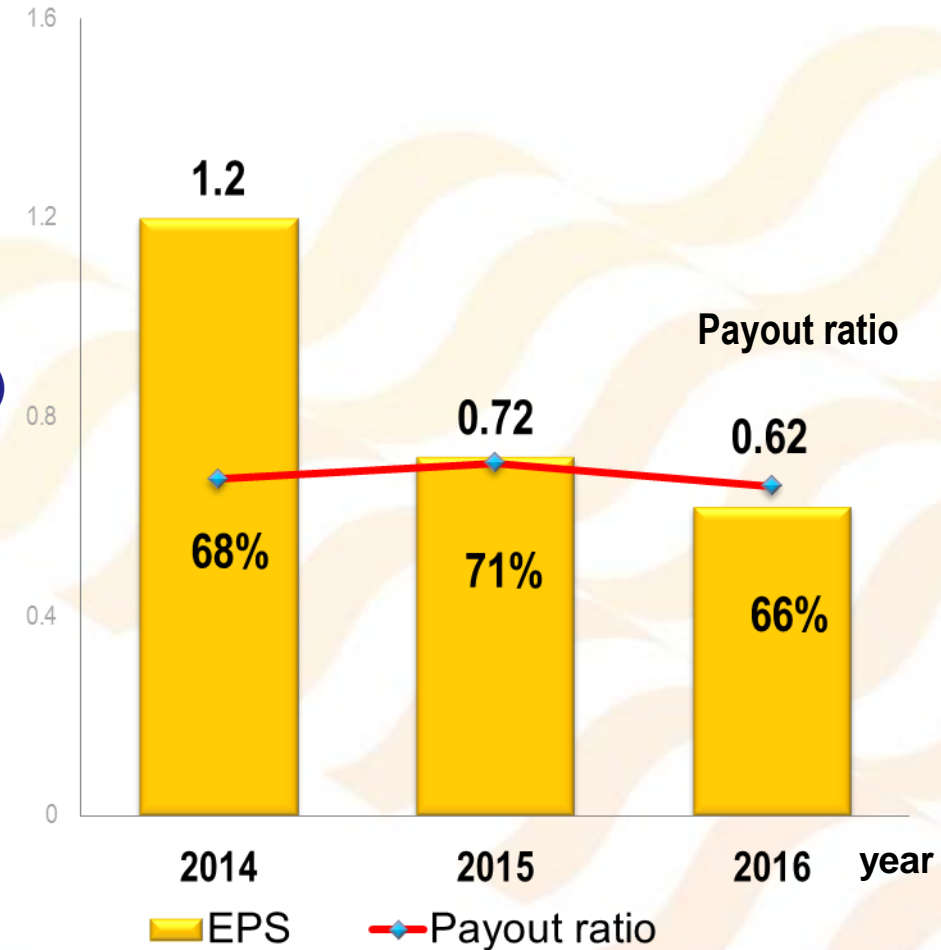
Dividend

Unit : NTD

Unit : NTD

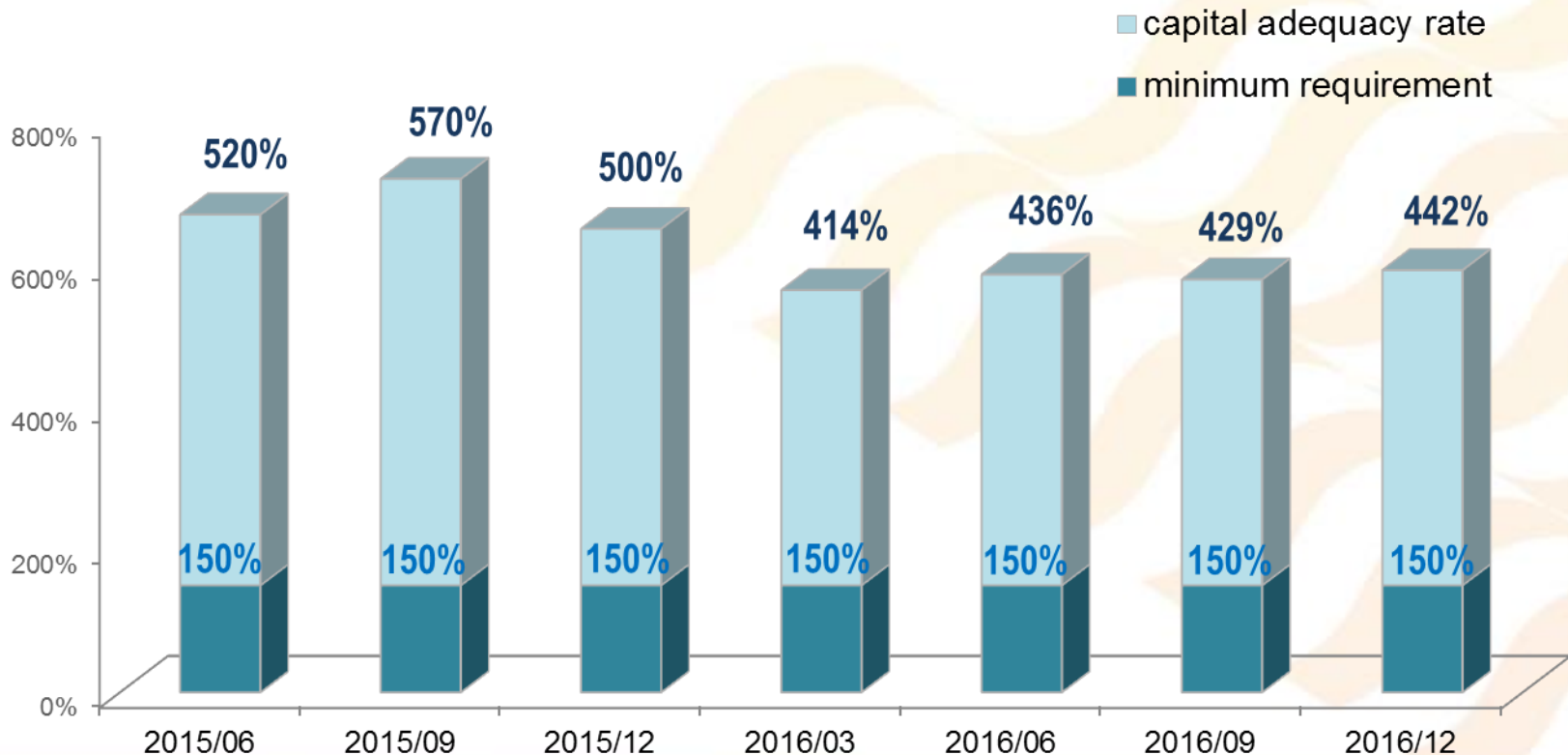


EPS



# Capital Adequacy Ratio-solid risk management

According to Article 64 of the Regulations Governing Securities Firms, a securities firm has to satisfy a minimum capital adequacy rate of **150%** ( 200% in order to be permitted to operate in derivatives products). The company's capital adequacy rates are well above the minimum requirement.



# Credit Ratings and the Information Disclosure & Corporate Governance Evaluation System

## Well and Stable Ratings

YEAR	2012	2013	2014	2015	2016
Taiwan Ratings Long-term Ratings	TWA	TWA	TWA	TWA	TWA
Taiwan Ratings Short-term Ratings	TWA-1	TWA-1	TWA-1	TWA-1	TWA-1
Taiwan Ratings Rating Outlook	Stable	Stable	Stable	Stable	Stable

## Were awarded the highest ranking in Corporate Governance Evaluation System for 2 consecutive years!!

YEAR	2014	2015
Corporate Governance Evaluation System	Top 5% (The Highest Grade)	Top 5% (The Highest Grade)

## Were awarded the highest ranking in Information Disclosure and Transparency Ranking System for 7 consecutive years!!


YEAR	2008-2010	2011-2014
Information Disclosure and Transparency Ranking System	A+ (The Highest Grade)	A++ (The Highest Grade)







# Roll of Honor




 **2016.09 PSC was ranked No. 14 in Corporate Social Responsibility Award held by the Commonwealth magazine.**

 **2016.10 PSC was received the Second TAIFEX Diamond Award in Trading Volume of Security.**

 **2016.10 PSC was received the Second TAIFEX Diamond Award in Trading Volume Growth of Security.**

 **2016.10 PSC was received the Second TAIFEX Diamond Award in Trading Volume Growth of Futures Brokers.**

 **2016.10 PSC was received “Sports Enterprise Certification Badge” from Sports Administration of Ministry of Education.**

 **2016.11 PSC was ranked No.2 in the 6<sup>th</sup> National Wealth Mangement Competition.**

**CSR 天下企業公民** Excellence in Corporate Social Responsibility 與世界同步 為企業接軌國際 訂定競爭力新標準。

Medium-sized Enterprises

Honor	Enterprises	Aggregate	Corporate Governance	Corporate Commitment	Social Engagement	Environmental Protection
1	Sinyi Realty Inc.	9.238	9.58	8.93	9.43	9.02
2	Planet Technology Corporation	8.972	9.00	8.90	8.83	9.16
3	KD Holding Corporation	8.815	8.93	8.48	8.82	9.04
4	ATEN International Co., Ltd.	8.640	8.03	8.66	8.94	8.94
5	REJU CONSTRUCTION CO., LTD.	8.221	7.13	8.42	8.78	8.56
6	KINGS TOWN BANK CO., LTD.	8.163	8.13	8.12	8.11	8.30
7	Swancor Ind. CO., Ltd.	8.102	8.13	8.17	7.67	8.44
8	ACTER CO.,LTD.	8.027	8.65	8.20	7.60	7.66
9	Trade-Van Information Services Co.	8.005	8.20	8.40	7.96	7.46
10	STANDARD CHEMICAL & PHARMACEUTICAL CO., LTD.	7.953	8.08	7.75	8.12	7.86
11	YOKE Industrial Corp.	7.929	7.10	8.42	8.33	7.86
12	ELAN MICROELECTRONICS CORP	7.890	7.65	8.26	7.75	7.90
13	TAINAN ENTERPRISES CO., LTD.	7.837	6.88	8.52	8.71	7.24
14	PRESIDENT SECURITIES CORP.	7.829	8.88	7.56	7.72	7.16
15	TAIPEI FINANCIAL CENTER CORP.	7.811	6.98	7.73	8.10	8.44
15	FORTUNE ELECTRIC CO., LTD.	7.811	7.30	7.89	8.23	7.82

# Future Perspectives of Uni-President Securities Group

All of President Enterprises' Vast Resources

Uni-President Group

PSC Subsidiaries



Deep Roots in Taiwan

- President Securities Corp.
- President Capital Management Corp.
- President Futures Corp.
- Uni-President Asset Management Corp.
- President Insurance Agency Co., Ltd.
- PSC Venture Capital Investment Co., Ltd.



Significant Inroads into China

- President Securities (Hong Kong) Ltd.
- President Securities (Hong Kong) Ltd., Shanghai Representative Office
- President Securities Ltd., Xiamen Representative Office

Boost Group's Aggressiveness



Securities Group Integration



Mutually-beneficial Strategic Alliances

**First Class Securities Firm in Pacific-Asia Region**

# Q&A