

# Investor Conference

(Stock Code : 2855)

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# Global Economic Overview

## ◆ Global inflation remains stubbornly high, while economic recovery is faltering.

- Based on the latest IMF forecast, global economic growth is expected to remain unchanged at 3.0% in 2023 and is projected to decline in 2024.
- The IMF has also predicted a possible decline in global inflation to 5.8% next year.

## ◆ With gradual interest rate hikes and easing inflation, the U.S. economy and labor market have expanded in Q3.

- The U.S. Department of Labor announced an annual growth rate of 3.7% for the Consumer Price Index (CPI) in September.
- The U.S. Department of Labor reported an unemployment rate of 3.8% for the month of September.

## ◆ China's real estate crisis has spread, hindering economic recovery.

- China reported a Q3 GDP growth rate of 4.9% in mid-October.
- The real estate investment market is still in recession, which burdens the macroeconomy.

## ◆ Taiwan's export performance showed positive signs in the third quarter.

- The Directorate General of Budget has projected a GDP growth rate of 1.55% for 2023, leading to NDC's monitoring indicators shifting to a **Yellow-blue light**.
- The growth rate of export value was 3.4% in September, and the manufacturing PMI was 48.2 in the same period.



# Brief Introduction

Number  
of Branches  
31

Number of  
employees  
1,685

## Product and Services

Brokerage, Proprietary Trading,  
Underwriting, Fixed Income Dealing,  
Financial Products, Shareholder Services  
Wealth Management & Trust,  
Offshore Securities Units

## Date of Incorporation

1988.12.17

## Capital

NTD 145.58  
Billion

## Affiliated Companies

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

President Securities (Hong Kong) Limited  
President Wealth Management (HK) Ltd.  
President Securities (Nominee) Limited  
JinYuan President Securities Co.,Ltd.

統一綜合證券  
President Securities Corporation



# Consolidated Balance Sheets

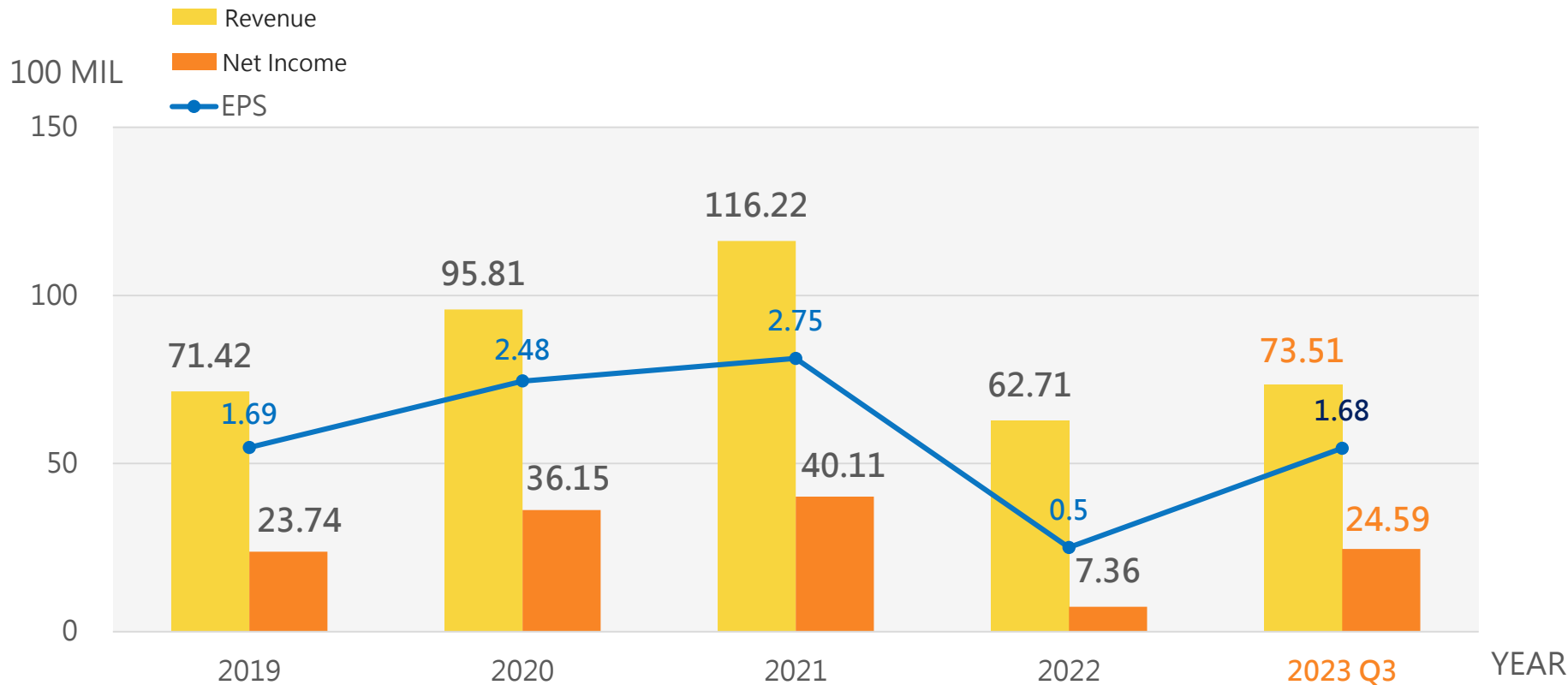
ITEM	2023 Q3	%	2022 Q3	%
Current Assets	118,697	92%	89,929	90%
Non-Current Assets	9,741	8%	9,499	10%
<b>Total Assets</b>	<b>128,438</b>	<b>100%</b>	<b>99,428</b>	<b>100%</b>
Current Liabilities	96,635	75%	69,755	70%
Non-Current Liabilities	94	0%	178	0%
<b>Total Liabilities</b>	<b>96,729</b>	<b>75%</b>	<b>69,933</b>	<b>70%</b>
Capital Common Stock	14,558	10%	14,558	15%
Other Equity	17,151	13%	14,937	15%
<b>Total Equity</b>	<b>31,709</b>	<b>25%</b>	<b>29,495</b>	<b>30%</b>

Unit : Million NTD

# Consolidated Income Statement

ITEM	2023 Q3	%	2022 Q3	%
<b>Revenues</b>	<b>7,351</b>	<b>100%</b>	<b>4,594</b>	<b>100%</b>
Operating Expenses	5,332	72%	4,107	89%
Operating Income	2,019	28%	487	11%
Other Income and Costs	657	9%	237	5%
Income Before Tax	2,676	37%	724	16%
Income Tax Expense	217	3%	207	4%
<b>Net Income</b>	<b>2,459</b>	<b>34%</b>	<b>517</b>	<b>12%</b>
Other Comprehensive Income	17	0%	-34	-1%
Total Comprehensive Income	2,476	34%	483	11%
<b>EPS(NTD)</b>	<b>1.68</b>	<b>-</b>	<b>0.35</b>	<b>-</b>

# 5-Years Operating Performances



SOURCE : MOPS

# Business Development

## Brokerage Business

### Market Position

In both brokerage and financing balances, PSC has achieved a higher market share compared to the same period in 2022. Looking ahead, the department will persist in refining E-service capabilities and pursuing avenues for new business development.

### Marketing Strategy

To align with our environmental policy, we have launched the "e-Billing" marketing campaign, encouraging investors to opt for **electronic billing**.

**Love the Earth:** [https://webportal.pscnet.com.tw/event\\_2021001/index.php](https://webportal.pscnet.com.tw/event_2021001/index.php)

## Proprietary Trading

### Operating Status

The proprietary trading department experienced a pullback in its core holdings this quarter. However, through controlling positions, the accumulated profits for the first nine months are still significantly higher than the same period in 2022.

### Vision

Anticipating a likely upward trend in Q4, the department's operational strategy will lean towards long positions.





# Business Development



## Fixed Income Dealing

### Operating Strategy

As the rate hike cycle concludes, the department's operational strategy involves waiting for the peak of bond yields and increasing holdings at lower prices.

### Business Development

The department will enhance collaboration with other departments to prioritize market demand and broaden the scope of service offerings.



## Underwriting Business

### Underwriting Performance

The department has witnessed an increase in its market share compared to the first half of 2023, both in terms of market participation and underwriting amount.

### Development Strategy

The department is actively involved in the market and is dedicated to increasing its market share in Initial Public Offerings (IPOs) and Secondary Public Offerings (SPOs).



## Wealth Management

### Investment Trust

The rate of Non-discretionary Money Trust has grown by **39%** compared to one year ago. **Foreign bonds** and **Offshore Structured Notes** have shown exceptional performance this year.

### Marketing Campaign

The department is launching **a marketing plan for US stock term deposits, initiating a Dollar-Cost Averaging Award campaign for funds**, and continuously optimizing services.



# Business Development



## Quantitative Trading

### Business Profile

The accumulated profits for the first three quarters are significantly higher than the same period in 2022. Additionally, the trading volumes for both proprietary business and market-making activities in futures and options have secured positions in the **Top 4**.

### Operating Strategy

The department continues to expand its product diversification and revises its risk control methods to respond to new rules, upgrading the department's risk control capabilities.



## Financial Product Business

### Market Share

The Equity Options Business maintains its position as the **second-highest** market share holder, while the volume of Structured Notes secures a market share **ranking of third**. Additionally, the issuance of call (put) warrants attains a market share **ranking of sixth**.

### Marketing Campaign

The initial stage optimization of the warrant system has been completed, and the department is currently designing advanced functions for this quarter. We are striving to enhance the efficiency of the trading system further.

# AWARDS

Stewardship  
Principles  
for Institutional Investors



2023  
Digital financial Award



The 9th  
Futures Diamond Award



# AWARDS

## Wealth Management Award



Best  
Wealth Management of  
Banks and Securities  
No.1 Best Customer Satisfaction  
No.3 Best Wealth Added



# Q&A



**PRESIDENT SECURITIES CORPORATION**