2016 Third Quarter Briefing

November 2016



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Agenda

- 9M16 Business overview
- Overseas Expansion
- Business Performance Summary

Cathay United Bank Cathay Life Cathay Century

Appendix

9M16 Business overview

Cathay United Bank

- Delivered 14% loan growth with benign credit quality
- Fee income grew by 8% YoY, wealth management fee grew by 12%
- Continued to expand overseas business; Shenzhen branch has opened in Nov. 2016

Cathay Life

- Continued value-driven strategy; FYPE grew by 39% YoY, VNB grew by 26% YoY
- Overseas investment reached 60%; pre-hedging recurring yield achieved 3.5%

Cathay Century

- Premium income grew by 12% YoY
- Market share reached 13%, maintained No.2 market position
- Offshore business continued to grow

Cathay SITE

- Ranked No.1 in terms of AUM, which amounted to NT\$469BN
- Received "Market Award Taiwan" by Asia Investors in 2015 and "Taiwan Fund Award" by Taiwan Futures Exchange, Lipper and Smart in 2016

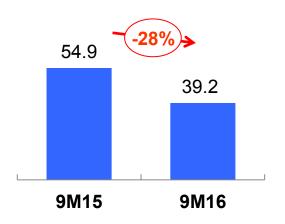
Cathay Securities

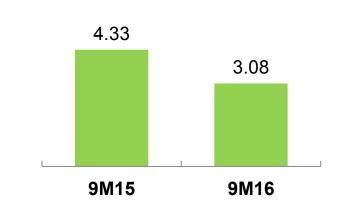
- Each business line grow steadily; sub-brokerage business ranked No.1 in the industry
- Deepened digital technology applications and broaden clients base

Cathay FHC – Net income & EPS

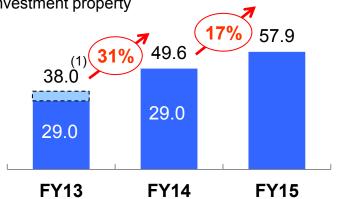
Net income (NT\$BN)

Adjusted EPS (NT\$)

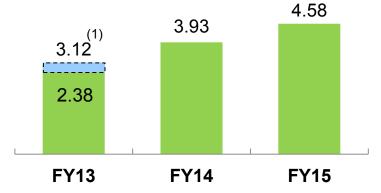




Impact to net income from fair value method on investment property



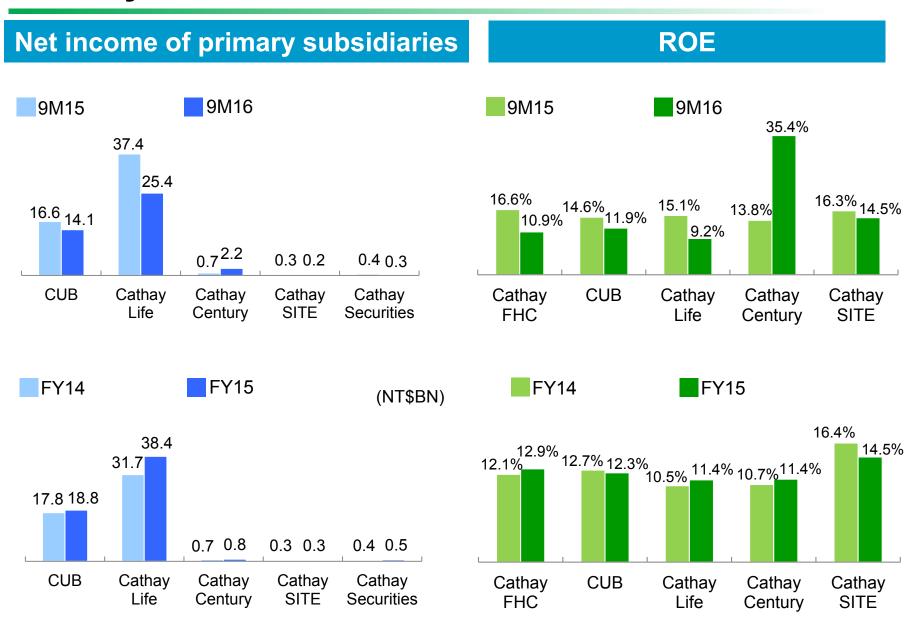
Impact to EPS from fair value method on investment property



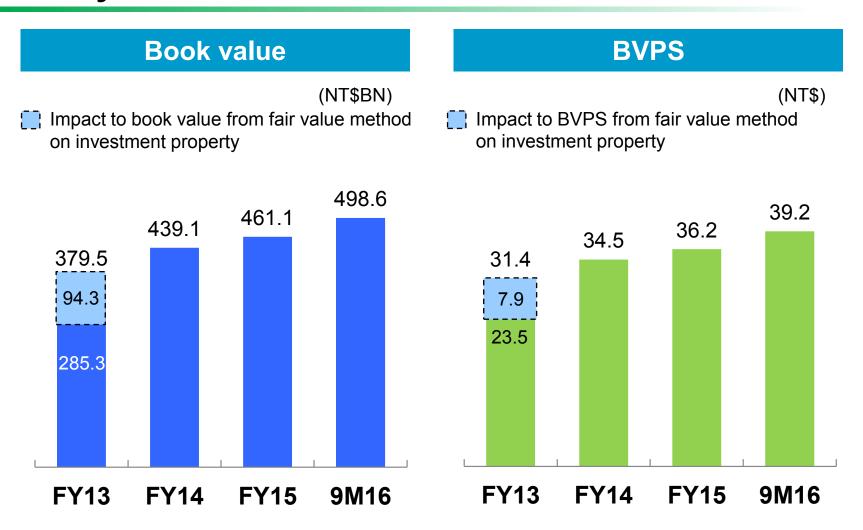
Note: (1) FY13 figures reflected the impact from applying fair value method on investment property, starting 2014/1/1. The impact to FY13 net income and EPS of Cathay FHC was NT\$9.0BN and NT\$0.74, respectively.

(2) EPS has been adjusted for stock dividend (stock split).

Cathay FHC – Financial results of subsidiaries



Cathay FHC – Book value & BVPS



Note: FY13 figures reflected the impact from applying fair value method on investment property

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Cathay FHC in South East Asia

	China	Vietnam	Cambodia	Hong Kong	Singapore	Malaysia	Laos	Philippines	Thailand	Myanmar	Indonesia
Bank	6	37	16	1	1	1	1	1	1	1	1
Life	36	12									
P&C	26	2									
Asset Mgt	1			1	_						
Securities				1	₩						

Note: Footprints in Thailand, Myanmar and Indonesia are representative offices. Cathay FHC owns 49% stake of Cathay Century (China)



Banking

- Vietnam: Business performed steadily with solid financial performance and superior asset quality
- Cambodia: Owns most footprints among Taiwanese banks
- Philippines: Invest 22.7% stake in RCBC*
- Indonesia: Invest 40% stake in Bank Mayapada*

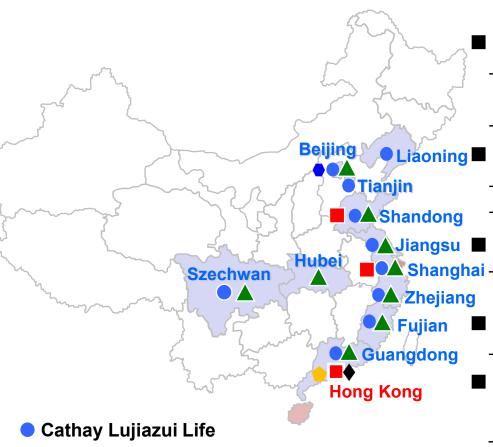
■ Cathay Life

- Cathay Life (Vietnam) has performed steadily
- Continued to expand agent force
- Increase footprints to extend offshore business

Cathay Century

Continue to expand local channels to enhance growth momentum

Cathay FHC in China



- Cathay United Bank
 - Each business line has performed steadily in Shanghai branch
 - Shenzhen branch has opened in Nov. 2016
- Cathay Lujiazui Life
 - 9M16 solvency ratio 265%
 - Reported pre-tax profits of 66MN RMB in 9M16
- Cathay Century (China)
- Shanghai Align with Ant Financial to expand general insurance business in China
 - Cathay Securities (HK)
 - Each business line has performed steadily
 - JV with China Development Bank Securities (CDBS Cathay Asset Management)
 - Continued to launch new products, mainly focus on fixed income funds
 - Conning Asia Pacific Limited
 - Continued to expand asset management business

- Cathay United Bank
- ▲ Cathay Century (China)
- Cathay Securities
- **♦** Conning Asia Pacific Limited
- CDBS Cathay Asset Management Company

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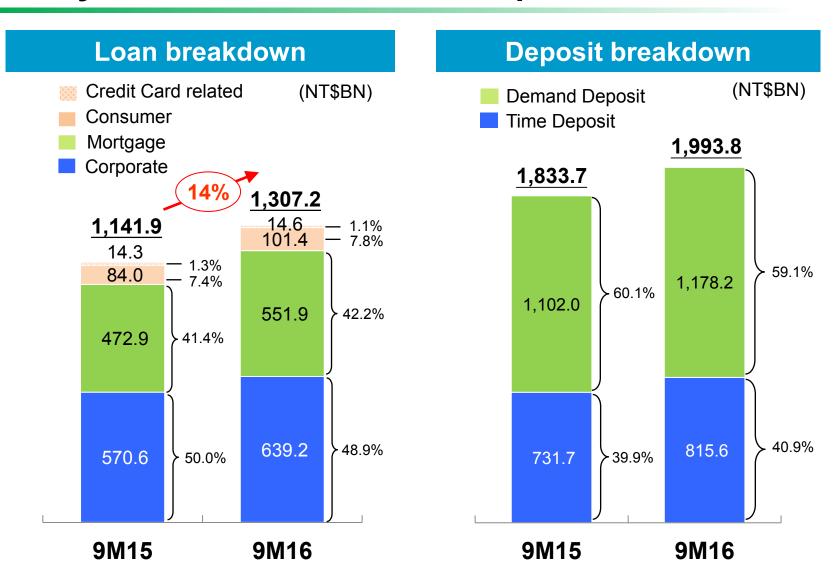
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Cathay United Bank

Cathay Life
Cathay Century

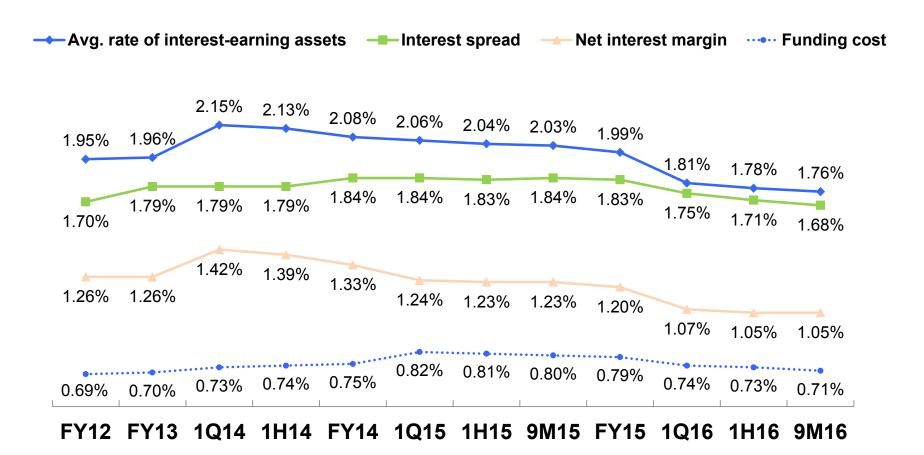
Appendix

Cathay United Bank – Loan & deposit breakdown



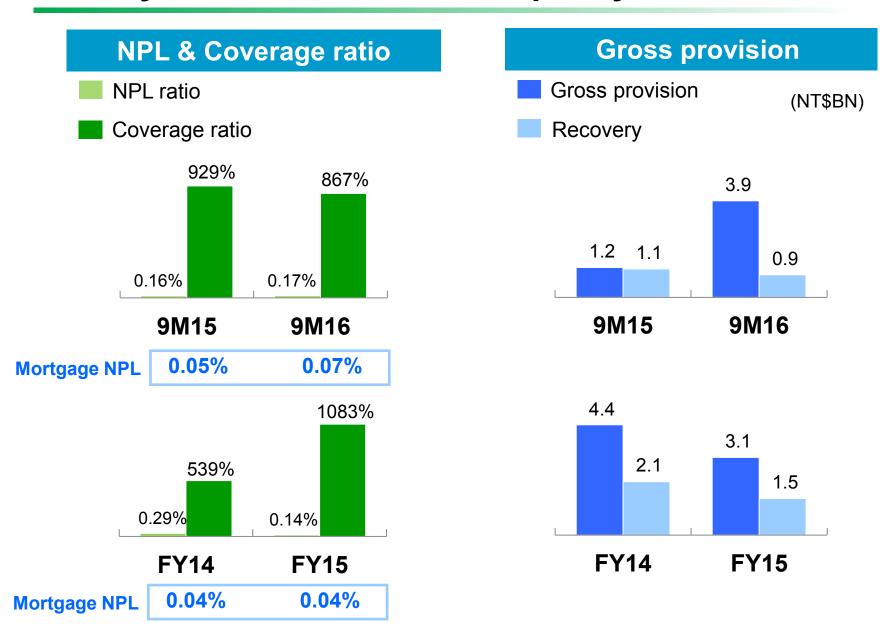
Note: Totals may not sum due to rounding.

Cathay United Bank – Interest yields



Note: Credit card related loans are included in the calculation of interest spread.

Cathay United Bank – Credit quality



Cathay United Bank – SME & FX loans

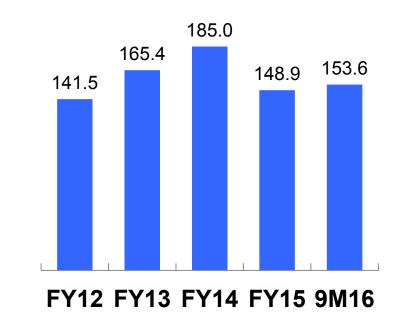
SME loans

(NT\$BN)

Foreign currency loans

(NT\$BN)





As % of total loans

11.5% 10.5% 10.5% 10.6% 9.6%

15.1% 16.1% 16.6% 13.3% 11.9%

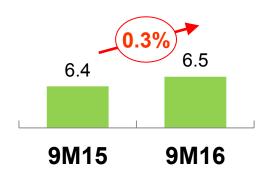
Note: Total loans exclude credit card revolving balance.

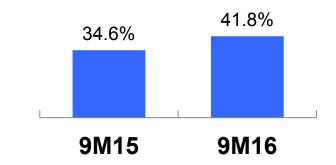
Cathay United Bank – Offshore earnings

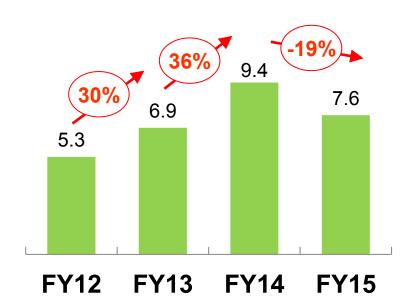


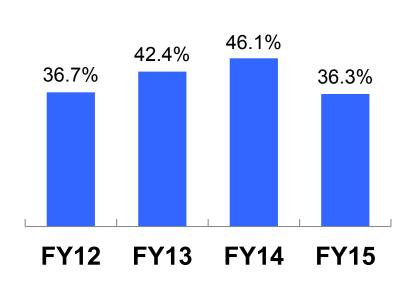
As % of CUB pre-tax profits

(NT\$BN)

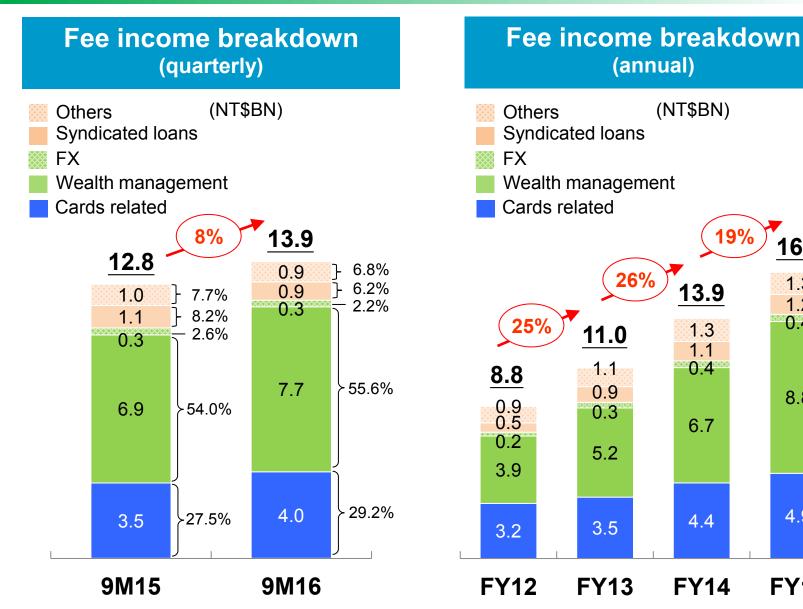








Cathay United Bank – Fee income



Note: Totals may not sum due to rounding.

16.6

1.3

1.2

0.4

8.8

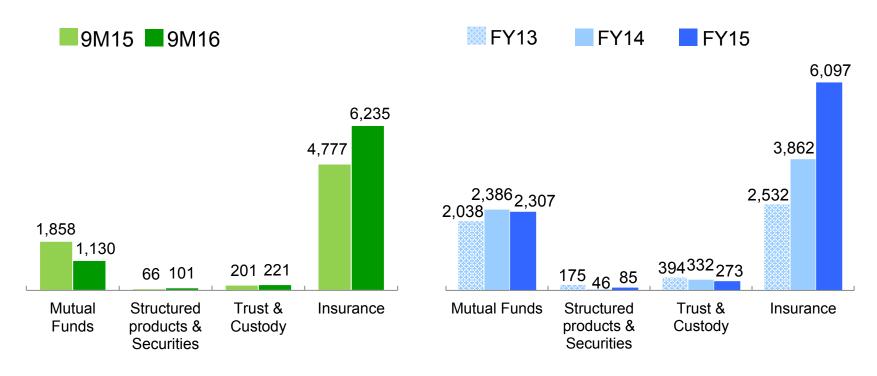
4.9

FY15

Cathay United Bank – Wealth management fee

Wealth management fee breakdown

(NT\$MN)	9M15	9M16	FY13	FY14	FY15
Wealth Management Fee Income*	6,914	7,708	5,163	6,673	8,779
YoY growth (%)	45.8%	11.5%	32.6%	29.2%	31.6%



Note: (1) Wealth management fee excludes revenue from DCI, SI and others.

(2) Totals may not sum due to rounding.

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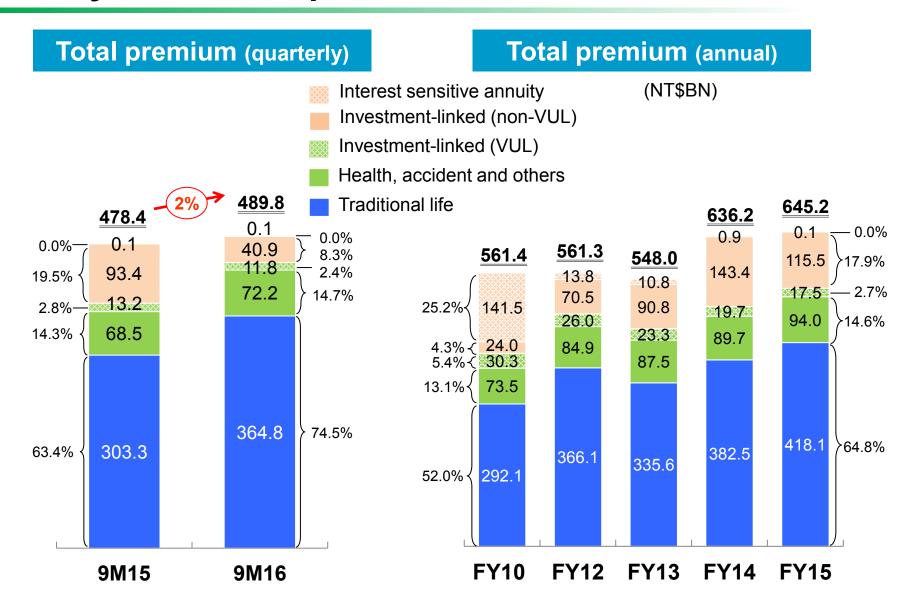
Cathay United Bank

Cathay Life

Cathay Century

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Cathay Life – Total premium



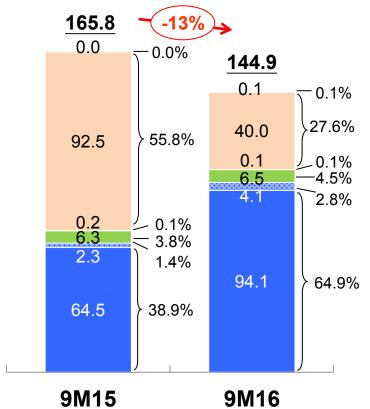
Note: Totals may not sum due to rounding.

Cathay Life – FYP & FYPE

(NT\$BN)

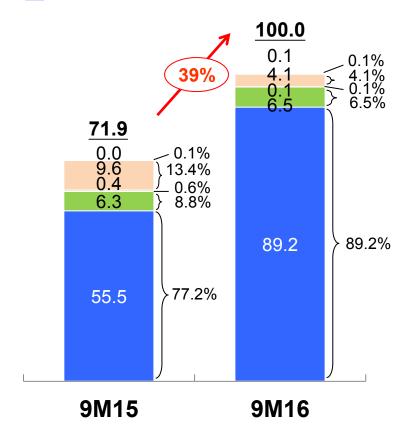
First Year Premium

- Interest sensitive annuity
- Investment-linked (non-VUL)
- Investment-linked (VUL)
- Health, accident and others
- Traditional life single paid
- Traditional life regular paid



Annualized First Year Premium

- Interest sensitive annuity (NT\$BN)
- Investment-linked (non-VUL)
- Investment-linked (VUL)
- Health, accident and others
- Traditional life

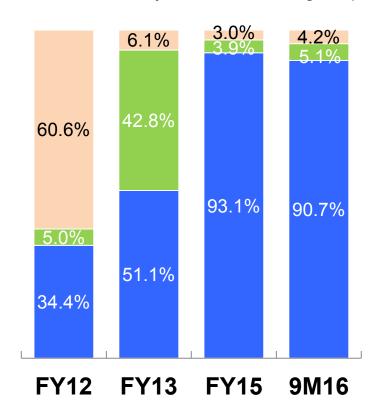


Note: Totals may not sum due to rounding.

Cathay Life – Regular paid policies remain as focus

Breakdown of Traditional FYP

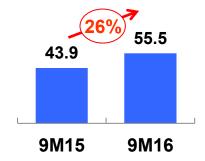
- Traditional life single paid
- Traditional life 2 year regular paid
- Traditional life 3 year and above regular paid



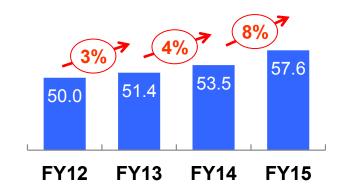
Note: Totals may not sum due to rounding.

Value for New Business

Profit Margin	9M15	9M16
VNB/FYP	27%	38%
VNB/FYPE	61%	56%



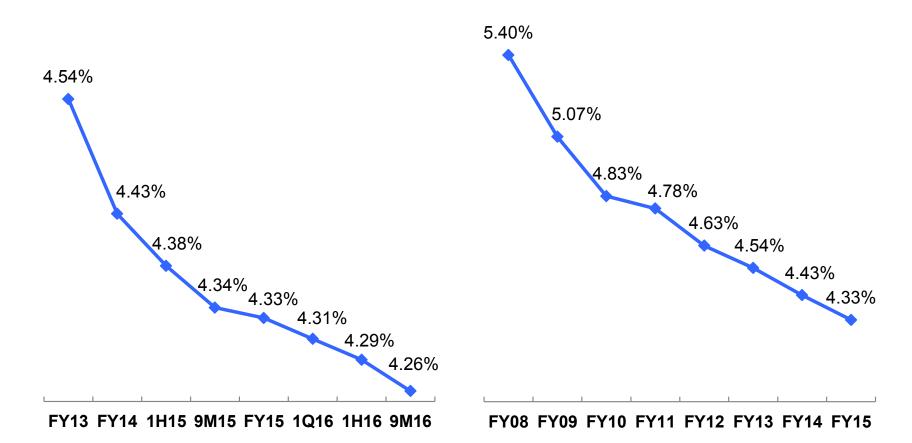
Profit Margin	FY12	FY13	FY14	FY15
VNB/FYP	19%	26%	23%	27%
VNB/FYPE	54%	70%	75%	57%



Cathay Life – Cost of liability

Cost of liability (quarterly)

Cost of Liability (annual)



Note: The figures of cost of liability are reserve-based.

Cathay Life – Investment portfolio

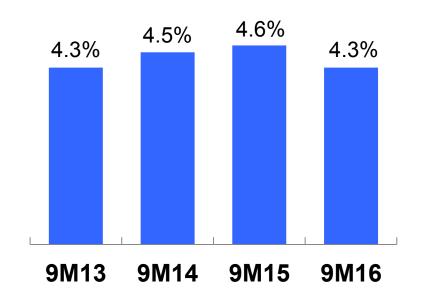
(NT\$BN)	4Q13	4Q14	4Q15			9M16	
Total investments ⁽¹⁾	3,785.1	4169.1		4,636.6		4,886.9	
	Weight	Weight	Weight	Amount	Weight	Amount	Yield
Cash & Cash equivalents	3.7%	3.2%	1.3%	61.1	2.1%	104.7	0.5%
Equity- Domestic	8.9%	8.4%	7.4%	343.0	7.9%	388.2	6.0%
Equity- International (2)	4.9%	5.0%	6.2%	289.2	6.1%	298.4	5.0%
Bond- Domestic	14.4%	11.0%	8.0%	373.0	6.8%	331.4	2.4%
Bond-International (1)(2)	38.9%	43.6%	50.6%	2,344.8	52.5%	2,567.7	5.9%
Mortgage & Secured loans	12.2%	12.7%	10.2%	471.5	9.5%	448.7	1.9%
Policy loans	4.7%	4.0%	3.6%	169.2	3.4%	163.9	6.1%
Real estate	10.6%	10.5%	10.5%	489.0	9.7%	489.1	3.8%
Others	1.7%	1.6%	2.1%	95.8	1.9%	94.8	

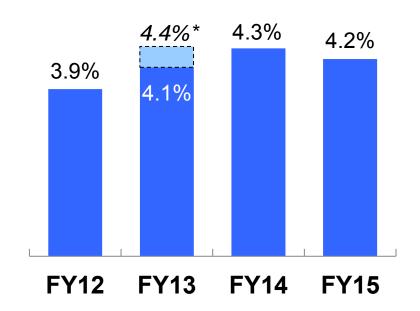
Note: (1) Total assets excluded separate account assets; international bond includes foreign currency deposit and related adjustments (2) Yields of international equity and international bond are pre-hedge investment yields.

Cathay Life – Investment performance highlight

After-hedging investment yield

After-hedging investment yield (annual)





Note: FY13 (4.4%) was pro forma adjusted number of fair value method on investment property.

Cathay Life – Investment performance highlight

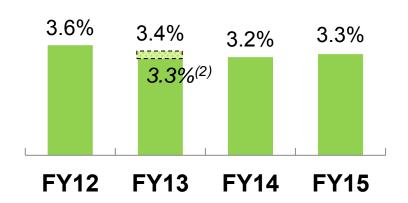
Pre-hedging recurring yield

3.5% 3.3% 3.4% 9M13 9M14 9M15 9M16

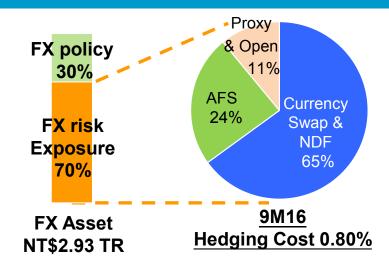
Note: (1) Pre-hedging recurring income doesn't include capital gains but rental, interest revenue and cash dividend. Most dividend will be recognized in 2Q & 3Q.

(2) FY13 (3.3%) was pro forma adjusted number of fair value method on investment property.

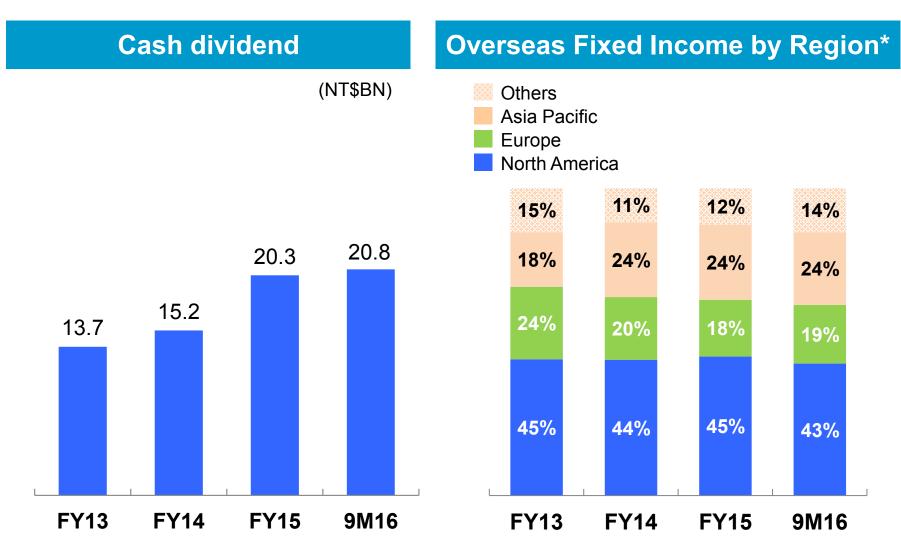
Pre-hedging recurring yield



Currency Hedging Structure



Cathay Life – Cash dividend & Overseas fixed income by region



Note: Exclude overseas deposit and equity.

Cathay Life – Book value & Unrealized G/L of AFS financial assets

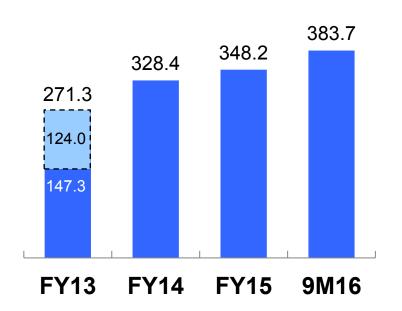
Book value

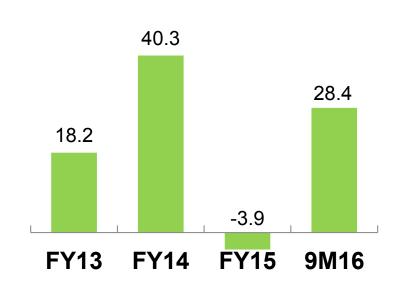
(NT\$BN)

Impact to book value from fair value method on investment property

Unrealized G/L of AFS financial assets

(NT\$BN)



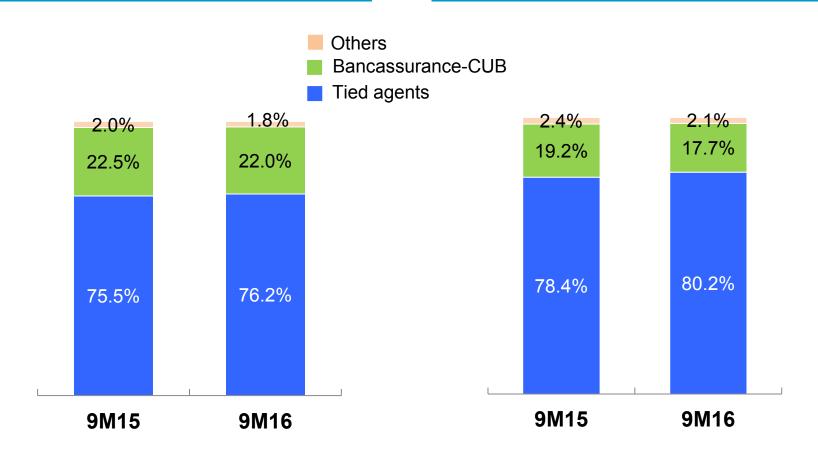


Note: FY13 figures reflected the impact from applying fair value method on investment property

Cathay Life – Distribution channel

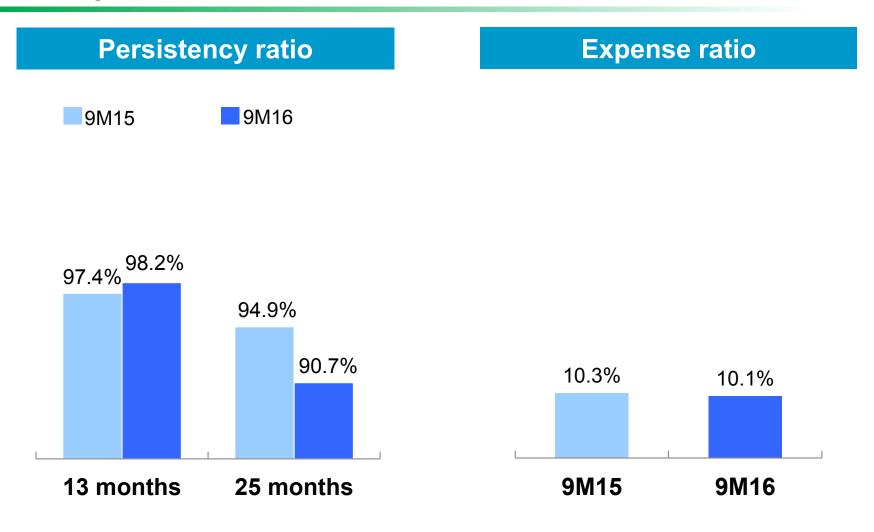
First Year Premium

Annualized First Year Premium



Note: Totals may not sum due to rounding.

Cathay Life – Operational indicators



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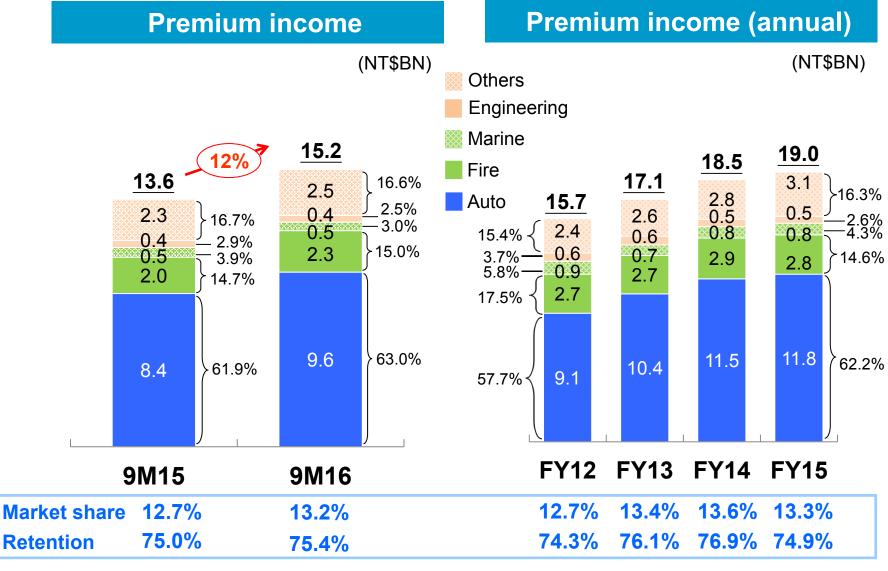
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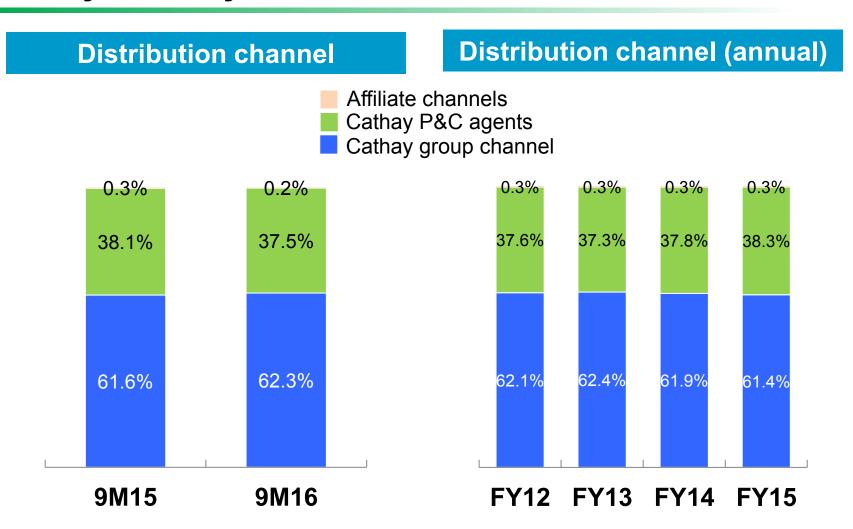
Appendix

Cathay Century – Premium income



Note: Totals may not sum due to rounding.

Cathay Century – Distribution

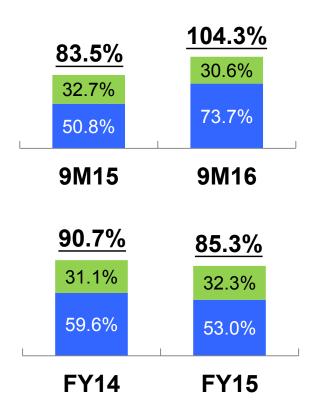


Note: Totals may not sum due to rounding.

Cathay Century – Combined ratio

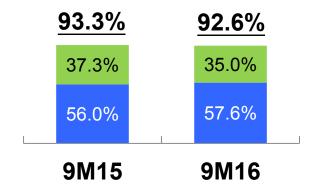
Gross combined ratio

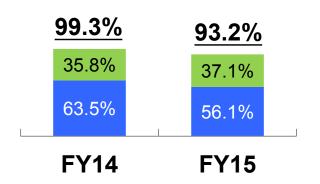
- Gross expense ratio
- Gross loss ratio



Retained combined ratio

- Retained expense ratio
- Retained loss ratio





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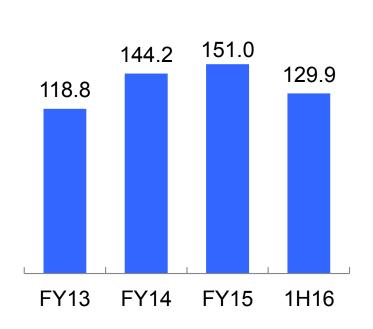
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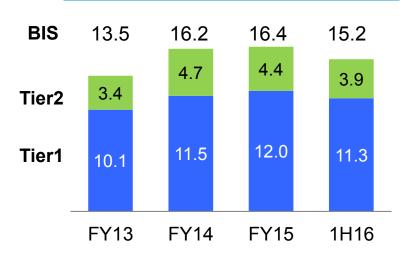
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Capital adequacy

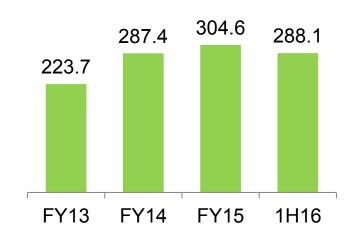




CUB Capital Adequacy (%)



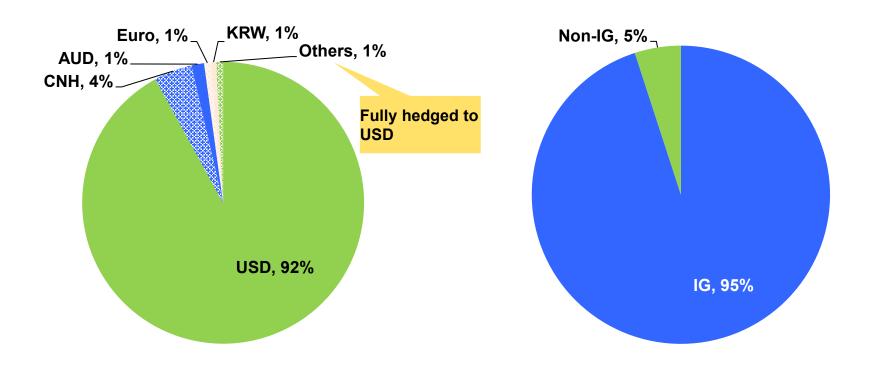
Cathay Life RBC(%)



Cathay Life – Overseas bond breakdown by currency and rating

Overseas bond by currency (9M16)

Overseas bond by rating (9M16)



Note: Totals may not sum due to rounding.



Thank You



Cathay Financial Holdings

(NT\$MN)			FY15/ FY14			9M16/ 9M15			3Q16/ 3Q15
Income Statement Data (Consolidated)	FY14	FY15	% Chg	9M15	9M16	% Chg	3Q15	3Q16	% Chg
Operating Income									
Net interest income	125,123	139,962	12%	102,708	114,089	11%	36,397	38,016	4%
Net commission and fee	369	(4,480)	-1313%	(2,909)	(6,078)	109%	(1,610)	(2,384)	48%
Net earned premium	488,327	535,858	10%	389,089	455,197	17%	141,975	152,253	7%
Change in liability reserve	(290,800)	(306,598)	5%	(239,059)	(305,034)	28%	(79,806)	(104,462)	31%
Net claims payment	(285,869)	(309,104)	8%	(213,175)	(223,110)	5%	(79,695)	(75,121)	-6%
Investment income	75,751	63,734	-16%	62,081	32,684	-47%	18,548	13,024	-30%
Contribution from associates-equity method	168	1,108	561%	637	951	49%	353	189	-46%
Other net non-interest income	3,449	14,188	311%	10,147	34,861	244%	(4,298)	24,046	-659%
Bad debt expense	(2,982)	(2,467)	-17%	(554)	(3,783)	583%	(387)	(1,473)	280%
Operating expense	(57,477)	(65,067)	13%	(45,682)	(52,815)	16%	(17,270)	(16,877)	-2%
Income before taxes	56,058	67,132	20%	63,284	46,963	-26%	14,206	27,211	92%
Income taxes	(6,427)	(9,250)	44%	(8,399)	(7,714)	-8%	(555)	(2,205)	297%
Net income	49,631	57,882	17%	54,885	39,249	-28%	13,651	25,006	83%
EPS (NT\$)	3.93	4.58		4.33	3.08		1.07	1.97	
<u>Dividend Payout</u>									
Cash dividend per share	2.00	2.00							
Stock dividend per share	0.00	0.00							
Weighted average outstanding shares (Millions of shares)	12,563	12,563		12,563	12,563				
Balance Sheet Data									
Total assets	6,944,837	7,568,975		7,520,230	7,940,728				
Total shareholders' equity	439,120	461,062		443,451	498,629				
Operating Metrics									
ROAE (Consolidated)	12.10%	12.86%		16.58%	10.91%				
ROAA (Consolidated)	0.76%	0.80%		1.01%	0.67%				
Double leverage ratio(inc. preferred stock)	113%	111%		114%	110%				
Capital Adequacy Metrics									
Capital Adequacy Ratio	144%	151%							

⁽¹⁾ All data and information on this page is provided for informational purposes only, and may subject to adjustment. For more details, please refer to our official financial reports.

⁽²⁾ Starting from 2015/1/1, Cathay FHC adopted IFRS 2013 version and has adjusted FY14 financial data to pro-forma basis. FY14 total assets, liabilities, and shareholders' equity have also been adjusted accordingly.

⁽³⁾ Total may not sum due to rounding.



Cathay Life

(NT\$MN)			FY15/ FY14			9M16/ 9M15			3Q16/ 3Q15
Income Statement Data (Consolidated)	FY14	FY15	% Chg	9M15	9M16	% Chg	3Q15	3Q16	% Chg
Net written premium	472,630	519,014	10%	376,994	442,299	17%	137,585	148,275	8%
Net earned premium	471,849	518,250	10%	376,690	442,183	17%	137,284	148,215	8%
Reinsurance commission earned	4,740	200	-96%	222	358	62%	(60)	(3)	-95%
Fee income	5,943	5,762	-3%	4,409	4,096	-7%	1,301	1,370	5%
Recurring investment income Gain on disposal of investment	124,152	140,977	14%	107,038	123,943	16%	44,365	47,887	8%
Realized gain (loss)-Equity	23,357	30,072	29%	26,696	7,978	-70%	(7,994)	4,037	-151%
Realized gain (loss)-Debt	12,828	14,804	15%	12,810	26,683	108%	2,280	19,550	757%
Gain on investment property	16,579	11,074	-33%	11,310	5,255	-54%	(1)	(96)	10512%
FX and others, net	(7,166)	(13,101)	83%	(8,635)	(11,736)	36%	3,049	(9,370)	-407%
Investment income, net	169,750	183,827	8%	149,219	152,123	2%	41,700	62,009	49%
Other operating income	9	914	9777%	115	3,640	3069%	109	1,260	1057%
Separate account revenues	115,040	17,303	-85%	5,163	32,727	534%	(994)	12,819	-1390%
Net claims payment	(275,195)	(298,102)	8%	(205,988)	(214,856)	4%	(76,981)	(72,410)	-6%
Changes in liability reserves	(290,109)	(305,864)	5%	(238,245)	(304,943)	28%	(79,430)	(104,745)	32%
Acquisition and commission expense	(32,405)	(33,238)	3%	(24,396)	(28,353)	16%	(8,280)	(10,234)	24%
Other operating costs	(4,544)	(5,541)	22%	(3,899)	(4,569)	17%	(1,440)	(1,363)	-5%
Financial cost	(106)	(296)	179%	(314)	(365)	16%	123	(200)	-262%
Separate account expense	(115,040)	(17,303)	-85%	(5,163)	(32,727)	534%	994	(12,819)	-1390%
Operating expense	(16,869)	(23,021)	36%	(15,620)	(21,300)	36%	(6,857)	(5,721)	-17%
Net non-operating income	1,482	1,265	-15%	853	1,394	64%	180	426	137%
Income taxes	(2,810)	(5,710)	103%	(5,642)	(4,045)	-28%	373	(1,055)	-383%
Net income	31,734	38,447	21%	37,402	25,365	-32%	8,022	17,547	119%
Balance Sheet Data									
Total assets	4,704,976	5,180,081		5,133,994	5,411,434				
General account	4,242,710	4,699,512		4,666,001	4,914,886				
Separate account	462,267	480,568		467,993	496,548				
Reserves for life insurance liabilities	3,770,679	4,228,117		4,162,355	4,449,375				
Total liabilities	4,376,595	4,831,846		4,801,418	5,027,777				
Total shareholders' equity	328,382	348,235		332,576	383,657				
Operating Metrics									
First Year Premium(FYP)	233,379	217,378		165,808	144,945				
First Year Premium Equivalent(FYPE)	71,147	102,002		71,908	100,016				
Expense ratio	9.9%	10.3%		10.3%	10.1%				
13-M persistency ratio	97.9%	97.6%		97.4%	98.2%				
25-M persistency ratio	94.9%	91.8%		94.9%	90.7%				
ROAE	10.54%	11.36%		15.09%	9.24%				
ROAA	0.71%	0.78%		1.01%	0.64%				

Capital Adequacy Metrics

RBC ratio (Standalone) 287% 305%

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⁽²⁾ Starting from 2015/1/1, Cathay Life adopted IFRS 2013 version and has adjusted FY14 financial data to pro-forma basis. FY14 total assets, liabilities, and shareholders' equity have also been adjusted accordingly.

⁽³⁾ Total may not sum due to rounding.



Cathay United Bank

(NT\$MN)			FY15/ FY14			9M16/ 9M15			3Q16/ 3Q15
Income Statement Data (Consolidated)	FY14	FY15	7 1 14 % Chg	9M15	9M16	% Chg	3Q15	3Q16	% Chg
Operating Income		1110	70 O.I.g	011110	OIII 10	70 Gilg	04.0	04.0	70 Gilg
Net interest income	25,779	26,729	4%	20,295	18,973	-7%	6,921	6,642	-4%
Fee income	11,806	14,344	21%	11,222	11,962	7%	3,789	3,980	5%
Investment income	7,326	5,599	-24%	4,565	6,561	44%	1,690	2,419	43%
other income	1,064	1,380	30%	1,086	1,083	0%	310	323	4%
Net operating income	45,975	48,052	5%	37,168	38,578	4%	12,710	13,365	5%
Operating expenses	(22,804)	(24,851)	9%	(18,174)	(19,596)	8%	(6,549)	(6,939)	6%
Pre-provision profit	23,170	23,201	0%	18,994	18,982	0%	6,161	6,425	4%
Net provisions for possible losses	(2,471)	(1,922)	-22%	(173)	(3,160)	1722%	(108)	(1,227)	1041%
Income before taxes	20,700	21,279	3%	18,821	15,822	-16%	6,053	5,198	-14%
Income tax	(2,885)	(2,513)	-13%	(2,222)	(1,715)	-23%	(738)	(539)	-27%
Net income	17,814	18,767	5%	16,599	14,107	-15%	5,315	4,660	-12%
Balance Sheet Data									
Total assets	2,243,958	2,383,377		2,388,868	2,512,765				
Loans, net	1,119,281	1,127,807		1,137,114	1,305,440				
Financial assets	649,497	791,192		766,254	853,389				
Total liability	2,096,340	2,226,608		2,234,137	2,353,486				
Deposits	1,739,023	1,881,657		1,844,163	2,009,698				
Financial Debenture Payable	67,614	51,900		65,551	51,900				
Total shareholders' equity	147,617	156,769		154,730	159,279				
Operating Metrics									
Cost income ratio	49.60%	51.72%		48.90%	50.80%				
ROAE	12.71%	12.33%		14.64%	11.90%				
ROAA	0.84%	0.81%		0.96%	0.77%				
Assets Quality									
NPL	3,277	1,599		1,809	2,186				
NPL ratio	0.29%	0.14%		0.16%	0.17%				
NPL provisions	17,675	17,323		16,806	18,950				
Coverage ratio	539%	1083%		929%	867%				
Capital Adequacy Metrics									
BIS ratio (Standalone)	16.2%	16.4%							
Tier I Ratio (Standalone)	11.5%	12.0%							

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Cathay Century

			FY15/			9M16/			3Q16/
(NT\$MN)			FY14			9M15		3Q15	
Income Statement Data (Consolidated)	FY14	FY15	% Chg	9M15	9M16	% Chg	3Q15	3Q16	% Chg
Premium income	21,279	22,449	5%	16,115	17,252	7%	5,702	5,241	-8%
Net written premium	16,080	17,254	7%	12,401	13,180	6%	4,464	4,041	-9%
Net earned premium	15,626	17,169	10%	12,634	13,182	4%	4,607	4,285	-7%
Reinsurance commission earned	683	517	-24%	381	411	8%	120	115	-4%
Fee income	45	48	5%	34	34	0%	11	10	-12%
Investment	918	972	6%	768	2,074	170%	251	1,691	574%
Interest income	609	564	-7%	413	441	7%	145	150	4%
Other investment income, net	308	408	32%	355	1,633	361%	106	1,541	1357%
Other operating income	7	15	101%	14	0	-100%	9	(2)	-124%
Net claims payment	(8,747)	(9,292)	6%	(6,503)	(7,363)	13%	(2,314)	(2,616)	13%
Changes in liability reserves	(691)	(734)	6%	(814)	(91)	-89%	(376)	284	-175%
Commissions and other operating costs	(1,218)	(1,402)	15%	(1,016)	(1,038)	2%	(374)	(286)	-24%
Operating expenses	(5,823)	(6,197)	6%	(4,529)	(4,591)	1%	(1,581)	(1,361)	-14%
Operating income	801	1,095	37%	970	2,618	170%	354	2,120	499%
Net non-operating income	29	(4)	-114%	(14)	(7)	-48%	(6)	(4)	-38%
Income taxes	(174)	(287)	65%	(229)	(438)	91%	(97)	(326)	235%
Net income	657	804	22%	727	2,173	199%	251	1,790	614%
Balance Sheet Data									
Total assets	35,863	42,106		36,326	38,327				
Total shareholders' equity	6,829	7,219		7,180	9,140				
Operating Metrics									
Gross Combined ratio	90.7%	85.3%		83.5%	104.3%				
Net Combined ratio	99.3%	93.2%		93.3%	92.6%				
ROAE	10.71%	11.44%		13.84%	35.42%				
ROAA	1.94%	2.06%		2.69%	7.21%				
Capital Adequacy Metrics									
RBC ratio (Standalone)	324%	359%							

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