2016 First Half Briefing

August 2016



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Agenda

- 1H16 Business overview
- Overseas Expansion
- Business Performance Summary

Cathay United Bank Cathay Life Cathay Century

Appendix

1H16 Business overview

Cathay United Bank

- Delivered 13% loan growth with benign credit quality
- Fee income grew by 9% YoY, wealth management fee grew by 19%
- Continued to expand overseas business; planned to open Shenzhen branch in 2H16

Cathay Life

- Continued value-driven strategy; FYPE grew by 53% YoY, VNB grew by 38% YoY
- Overseas investment reached 59%; pre-hedging recurring yield improved gradually
- Maintained solid capital adequacy, RBC ratio reached 288%

Cathay Century

- Premium income grew by 16% 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\$442BN
- Taiwan Futures Exchange, Lipper and Smart rewarded Cathay Mandarin Fund and Cathay Global Infrastructure Fund with "Taiwan Fund Award" in 2016, and Asia Investors rewarded Cathay SITE with "Market Award - Taiwan" in 2015

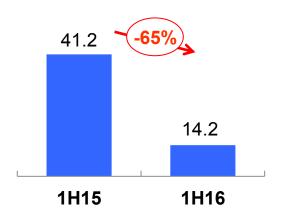
Cathay Securities

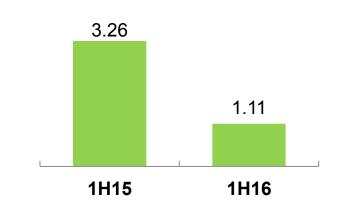
- Each business line grow steadily; sub-brokerage business ranked No.1 in the industry
- Deepened digital technology applications and broaden clients base

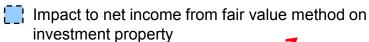
Cathay FHC – Net income & EPS

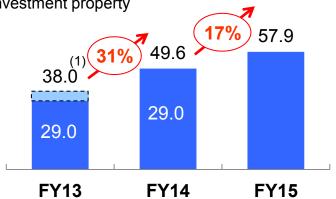
Net income (NT\$BN)

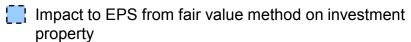
Adjusted EPS (NT\$)

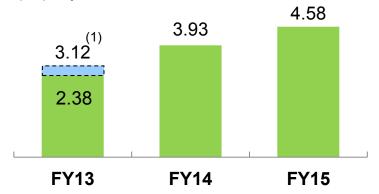








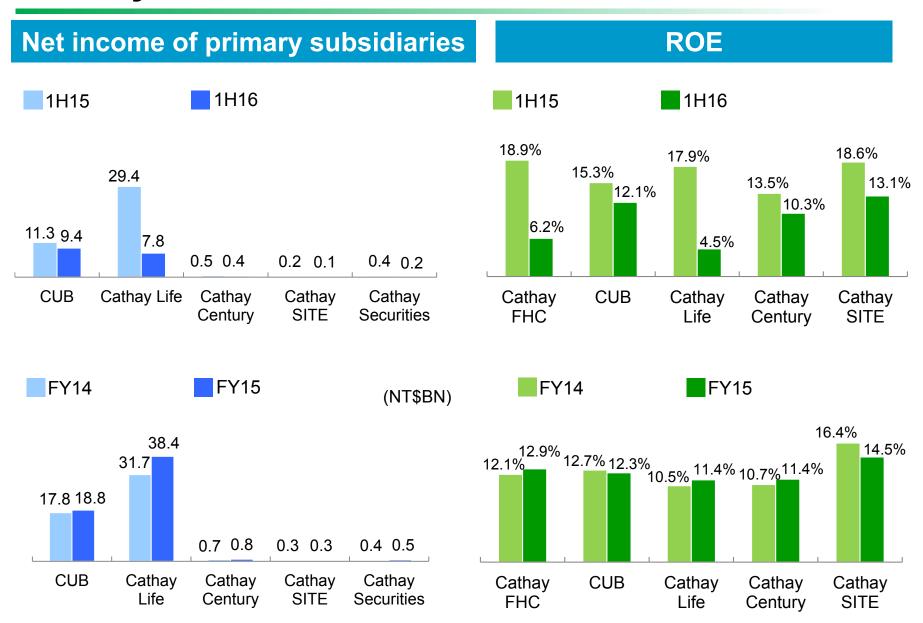




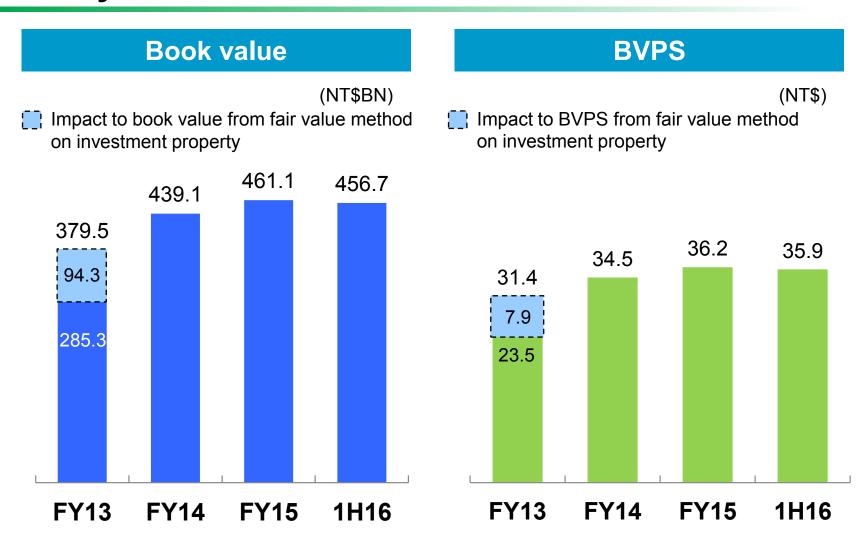
Note: (1) FY13 figures reflected the impact from applying fair value method on investment property, starting 2014/1/1. The impact to FY13 net income and EPS of Cathay FHC was NT\$9.0BN and NT\$0.74, respectively.

(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	33	12									
P&C	26	2									
Asset Mgt	1			1							
Securities				1	V						

Note: Footprints in Thailand, Myanmar and Indonesia are representative offices. CUB obtained the approval to set up Shenzhen branch.



■ 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 24.9% stake in Bank Mayapada*

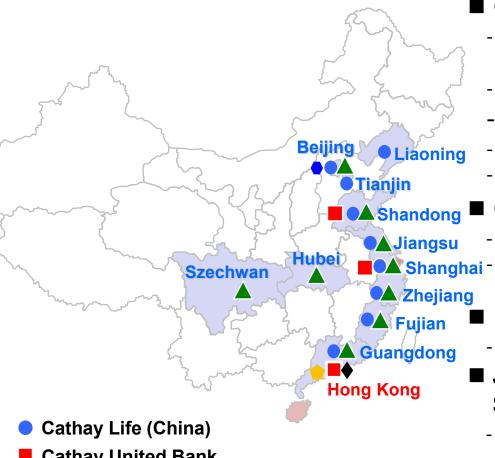
■ Cathay Life

- 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
 - Planned to open Shenzhen branch in 2H16
 - Cathay Life (China)
 - 1H16 solvency ratio 275%
 - Reported pre-tax profits of 58MN RMB in 1H16
- **Cathay Century (China)**
 - Strong premium income growth of 14% YoY
 - Obtained approval for the capital injection from Ant **Financial**
- 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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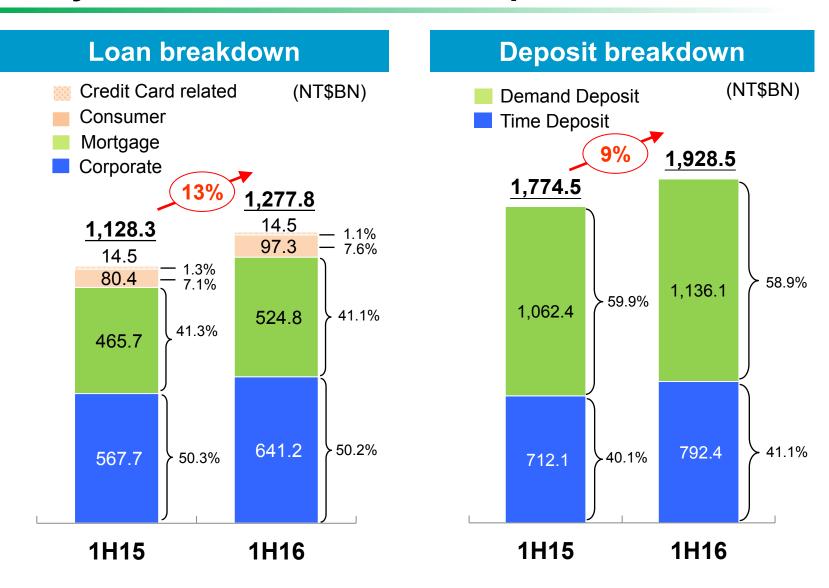
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Cathay United Bank

Cathay Life
Cathay Century

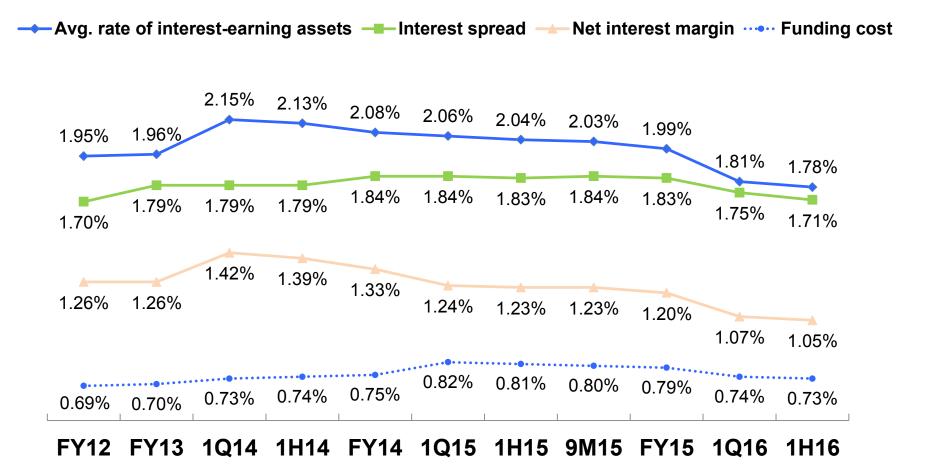
Appendix

Cathay United Bank – Loan & deposit breakdown



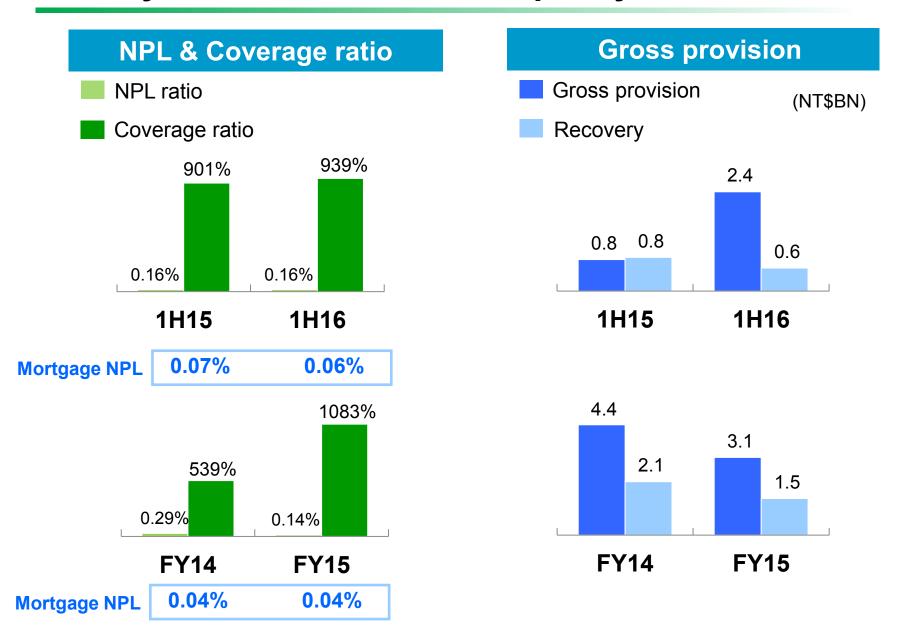
Note: Totals may not sum due to rounding.

Cathay United Bank – Interest yields

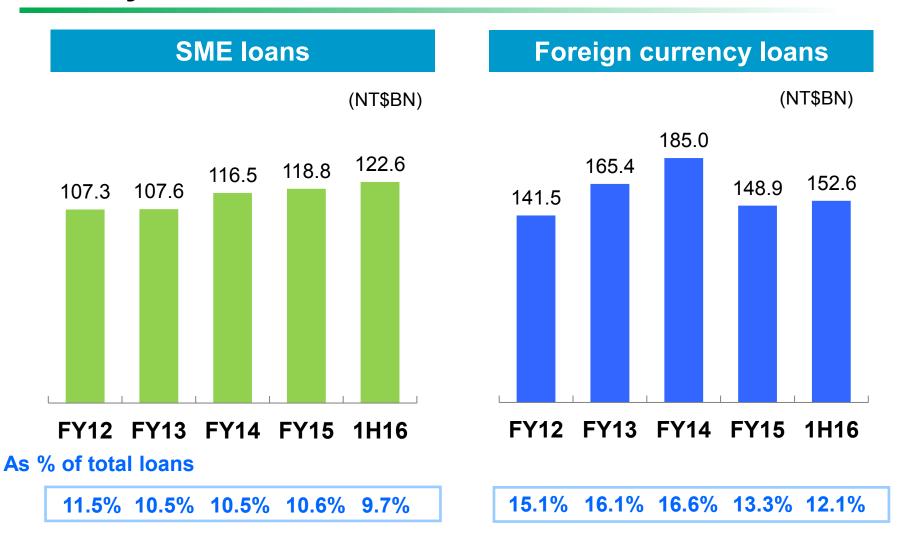


Note: Credit card related loans are included in the calculation of interest spread.

Cathay United Bank – Credit quality



Cathay United Bank – SME & FX loans



Note: Total loans exclude credit card revolving balance.

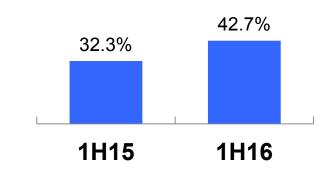
Cathay United Bank – Offshore earnings

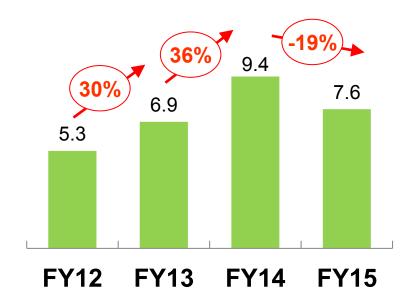


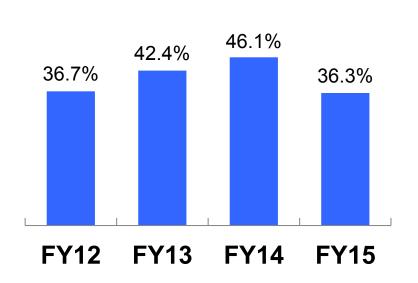
As % of CUB pre-tax profits

(NT\$BN)





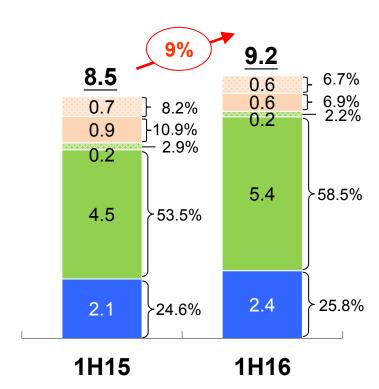


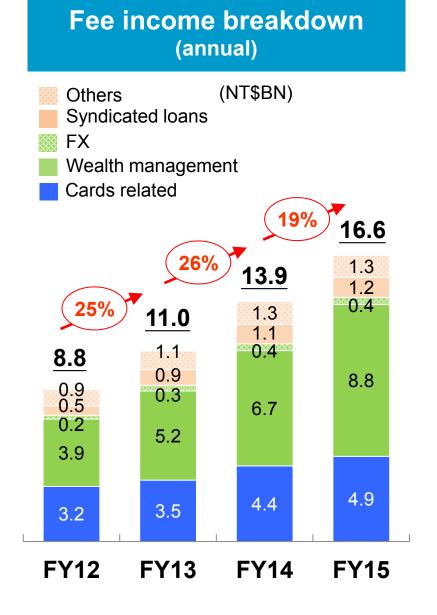


Cathay United Bank – Fee income



- Others (NT\$BN)
- Syndicated loans
- M FX
- Wealth management
- Cards related



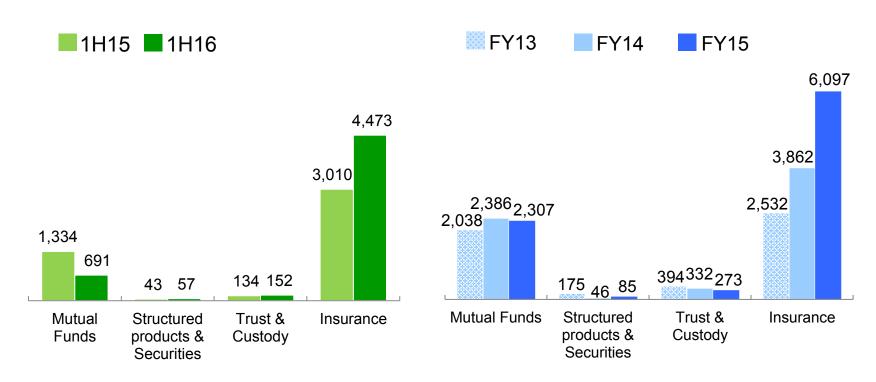


Note: Totals may not sum due to rounding.

Cathay United Bank – Wealth management fee

Wealth management fee breakdown

(NT\$MN)	1H15	1H16	FY13	FY14	FY15
Wealth Management Fee Income*	4,528	5,388	5,163	6,673	8,779
YoY growth (%)	60.3%	19.0%	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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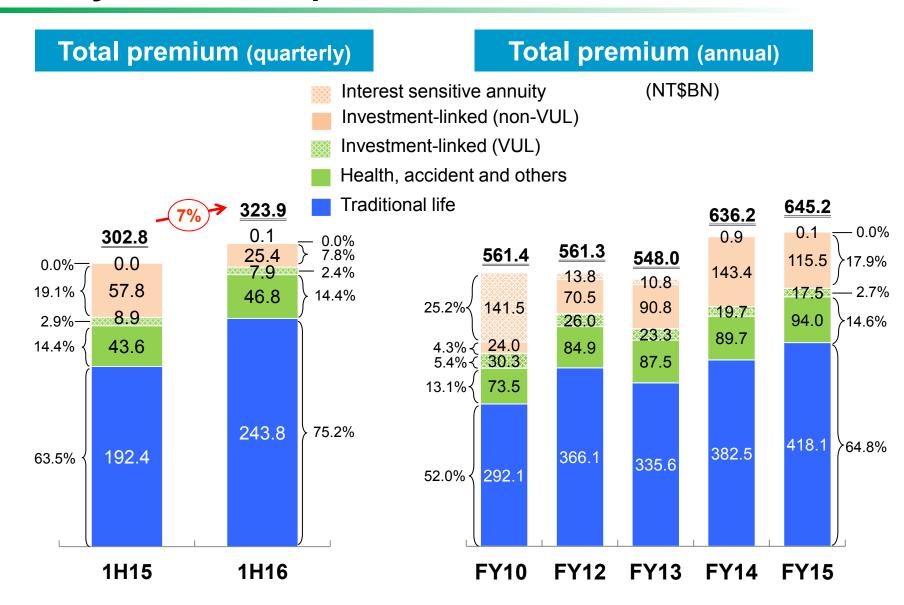
Cathay United Bank

Cathay Life

Cathay Century

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Cathay Life – Total premium

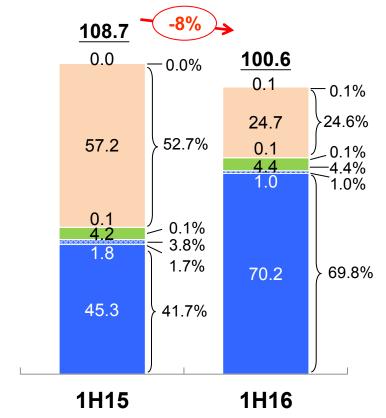


Note: Totals may not sum due to rounding.

Cathay Life – FYP & FYPE

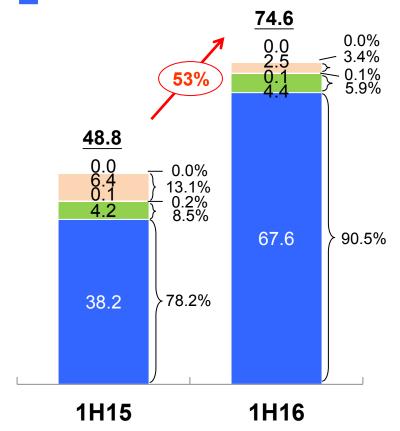
First Year Premium

- Interest sensitive annuity
- (NT\$BN)
- 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

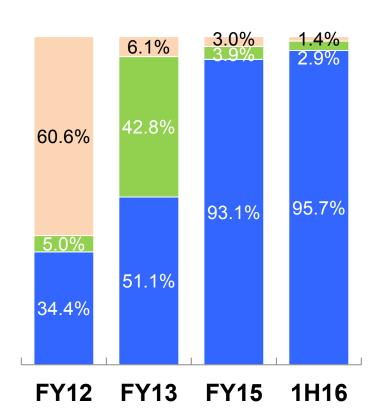


Note: Totals may not sum due to rounding.

Cathay Life – Regular paid policies remain as focus

Breakdown of Traditional FYP

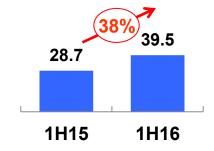
- Traditional life single paid
- Traditional life 2 year regular paid
- Traditional life 3 year and above regular paid



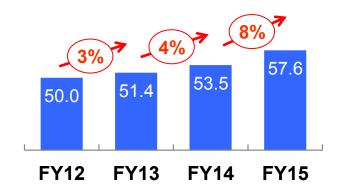
Note: Totals may not sum due to rounding.

Value for New Business

Profit Margin	1H15	1H16
VNB/FYP	26%	39%
VNB/FYPE	59%	53%



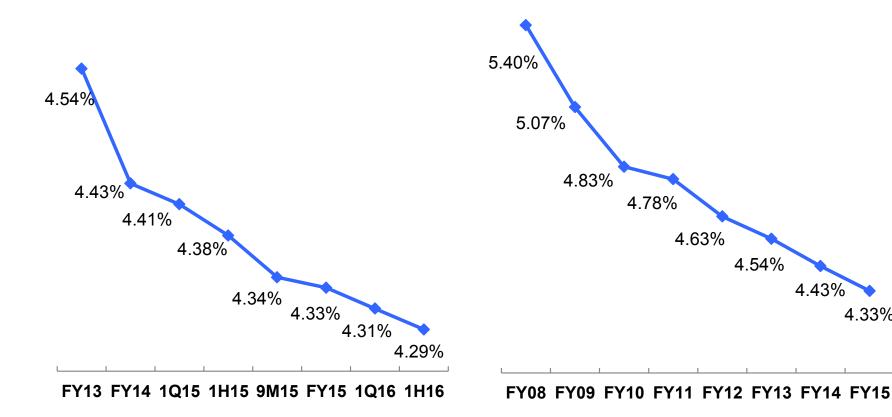
Profit Margin	FY12	FY13	FY14	FY15
VNB/FYP	19%	26%	23%	27%
VNB/FYPE	54%	70%	75%	57%



Cathay Life – Cost of liability

Cost of liability (quarterly)

Cost of Liability (annual)



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

4.33%

Cathay Life – Investment portfolio

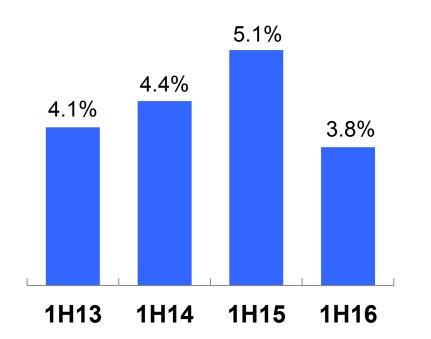
(NT\$BN)	4Q13	4Q14	4Q15		1H16		
Total investments ⁽¹⁾	3,785.1	4169.1		4,636.6		4,785.6	
	Weight	Weight	Weight	Amount	Weight	Amount	Yield
Cash & Cash equivalents	3.7%	3.2%	1.3%	61.1	2.1%	101.8	0.5%
Equity- Domestic	8.9%	8.4%	7.4%	343.0	7.8%	373.2	3.6%
Equity- International (2)	4.9%	5.0%	6.2%	289.2	6.4%	304.4	5.4%
Bond- Domestic	14.4%	11.0%	8.0%	373.0	7.1%	341.5	2.4%
Bond-International (1)(2)	38.9%	43.6%	50.6%	2,344.8	51.3%	2,456.6	5.0%
Mortgage & Secured loans	12.2%	12.7%	10.2%	471.5	9.5%	456.6	1.9%
Policy loans	4.7%	4.0%	3.6%	169.2	3.4%	164.7	5.9%
Real estate	10.6%	10.5%	10.5%	489.0	10.3%	491.1	4.6%
Others	1.7%	1.6%	2.1%	95.8	2.0%	95.7	

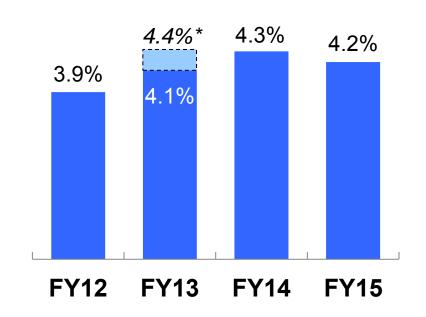
Note: (1) Total assets excluded separate account assets; international bond includes foreign currency deposit and related adjustments (2) Yields of international equity and international bond are pre-hedge investment yields.

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

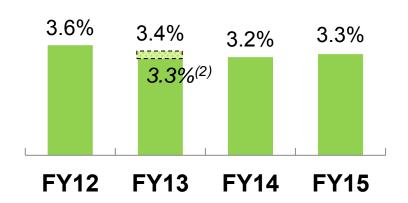
Pre-hedging recurring yield

3.1% 2.9% 3.0% 3.2% 1H13 1H14 1H15 1H16

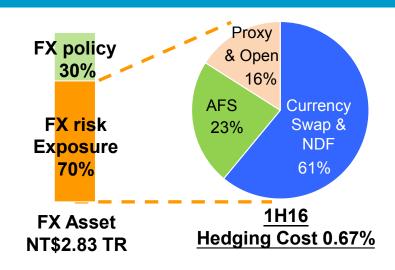
Note: (1) Pre-hedging recurring income doesn't include capital gains but rental, interest revenue and cash dividend. Most dividend will be recognized in 2Q & 3Q.

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

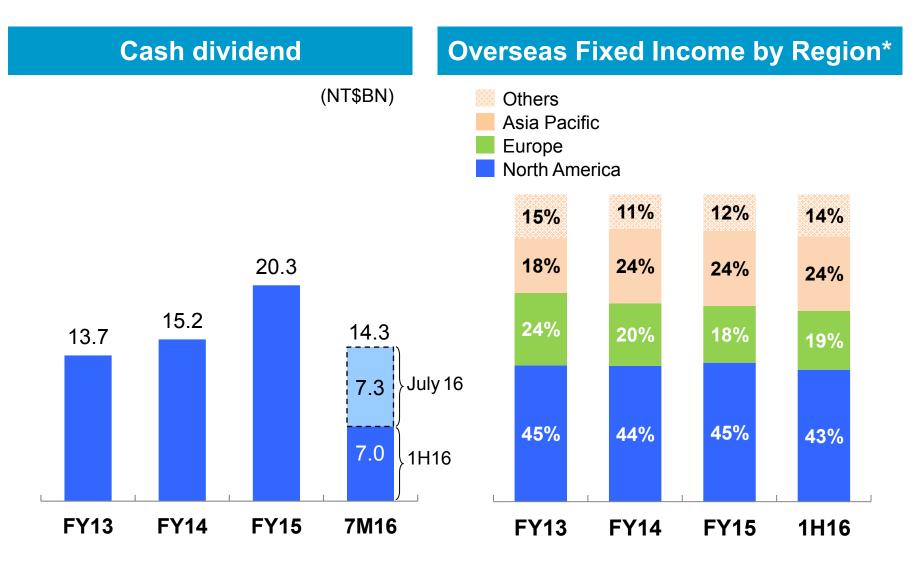
Pre-hedging recurring yield



Currency Hedging Structure



Cathay Life – Cash dividend & Overseas fixed income by region



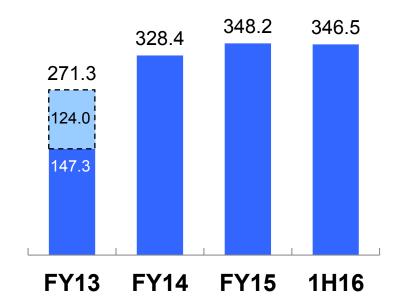
Note: Exclude overseas deposit and equity.

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

Book value

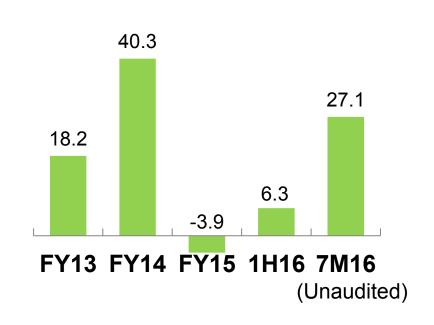
(NT\$BN)

Impact to book value from fair value method on investment property



Unrealized G/L of AFS financial assets

(NT\$BN)

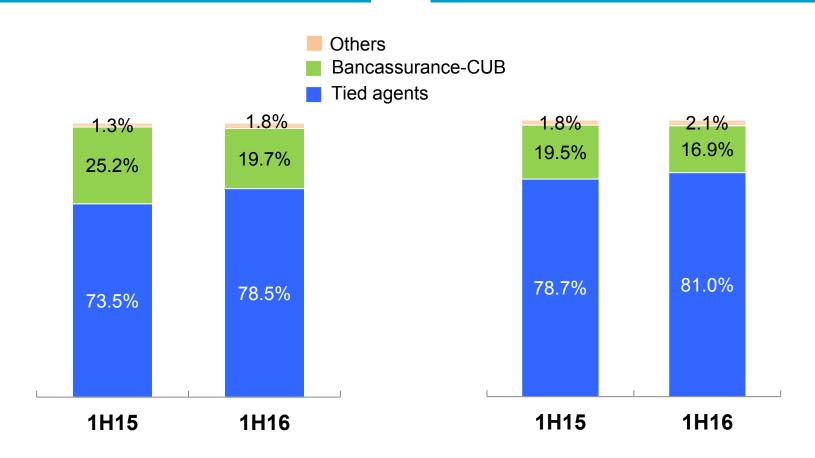


Note: FY13 figures reflected the impact from applying fair value method on investment property

Cathay Life - Distribution channel

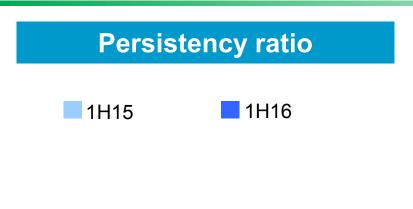
First Year Premium

Annualized First Year Premium

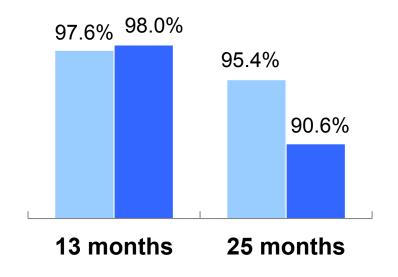


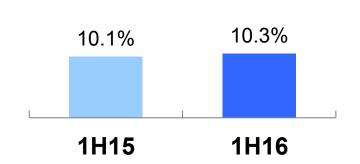
Note: Totals may not sum due to rounding.

Cathay Life – Operational indicators



Expense ratio





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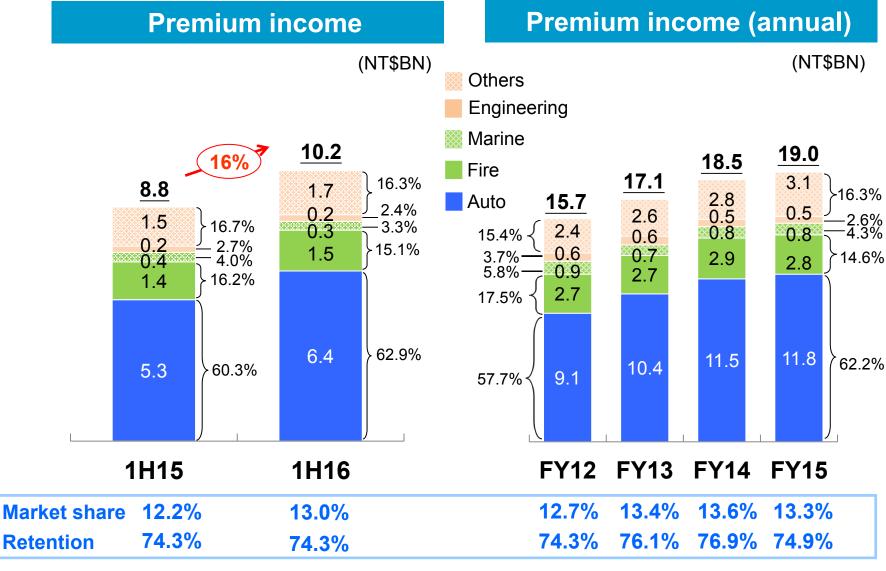
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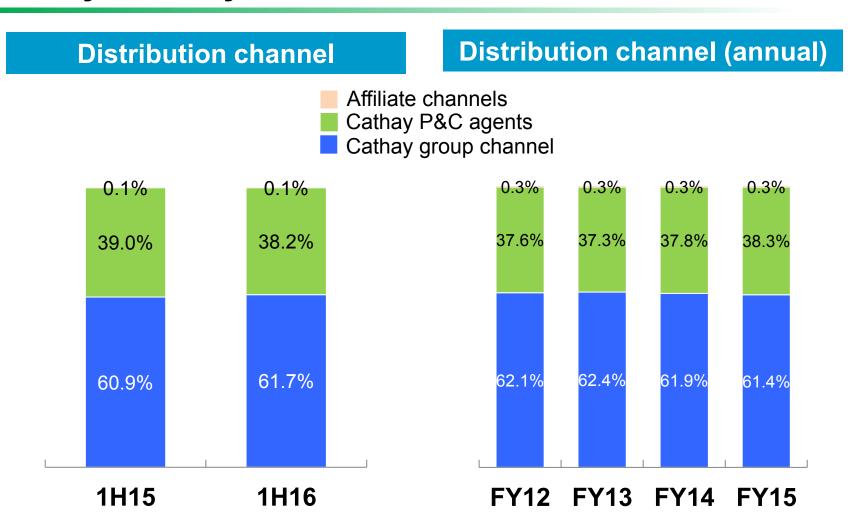
Appendix

Cathay Century – Premium income



Note: Totals may not sum due to rounding.

Cathay Century – Distribution

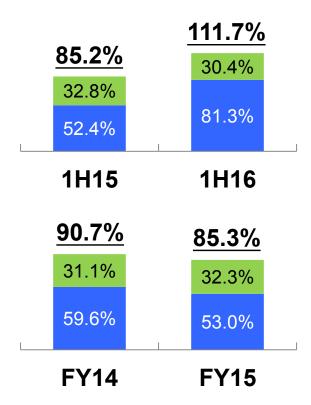


Note: Totals may not sum due to rounding.

Cathay Century – Combined ratio

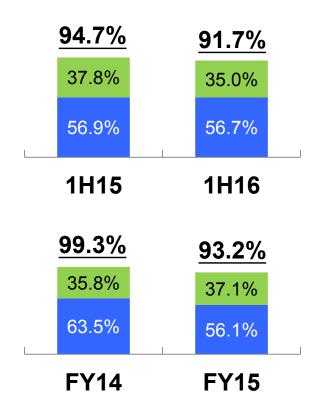
Gross combined ratio

- Gross expense ratio
- Gross loss ratio



Retained combined ratio

- Retained expense ratio
- Retained loss ratio



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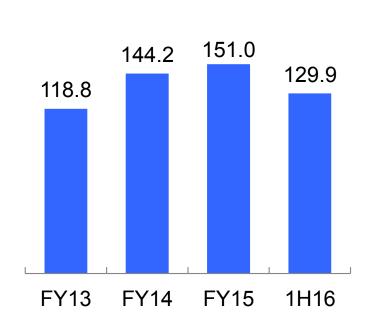
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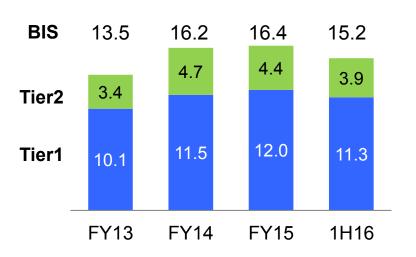
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Capital adequacy

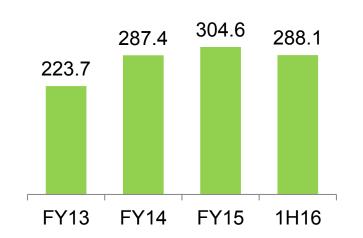
Cathay FHC CAR (%)



CUB Capital Adequacy (%)



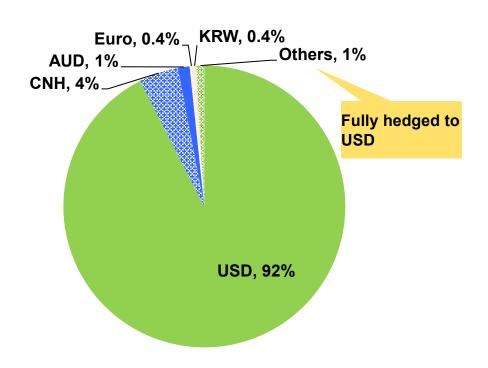
Cathay Life RBC(%)

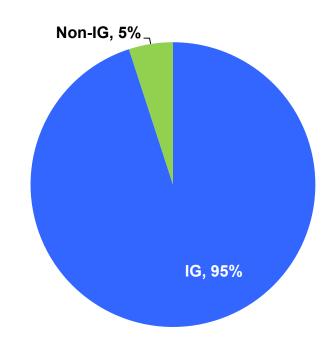


Cathay Life – Overseas bond breakdown by currency and rating

Overseas bond by currency (1H16)

Overseas bond by rating (1H16)





Note: Totals may not sum due to rounding.



Thank You



Cathay Financial Holdings

(NT\$MN)			FY15/ FY14			1H16/ 1H15			2Q16/ 2Q15
Income Statement Data (Consolidated)	FY14	FY15	% Chg	1H15	1H16	% Chg	2Q15	2Q16	% Chg
Operating Income									
Net interest income	125,123	139,962	12%	66,310	76,073	15%	33,431	38,486	15%
Net commission and fee	369	(4,480)	-1313%	(1,299)	(3,694)	184%	(1,636)	(683)	-58%
Net earned premium	488,327	535,858	10%	247,114	302,944	23%	134,724	159,013	18%
Change in liability reserve	(290,800)	(306,598)	5%	(159,253)	(200,572)	26%	(88,887)	(106,242)	20%
Net claims payment	(285,869)	(309,104)	8%	(133,480)	(147,989)	11%	(68,744)	(74,663)	9%
Investment income	75,751	63,734	-16%	43,534	19,660	-55%	30,984	10,660	-66%
Contribution from associates-equity method	168	1,108	561%	284	762	168%	233	260	12%
Other net non-interest income	3,449	14,188	311%	14,445	10,816	-25%	3,760	5,196	38%
Bad debt expense	(2,982)	(2,467)	-17%	(167)	(2,310)	1285%	(55)	(1,673)	2968%
Operating expense	(57,477)	(65,067)	13%	(28,412)	(35,938)	26%	(14,638)	(18,903)	29%
Income before taxes	56,058	67,132	20%	49,078	19,752	-60%	29,172	11,451	-61%
Income taxes	(6,427)	(9,250)	44%	(7,844)	(5,509)	-30%	(6,047)	(5,546)	-8%
Net income	49,631	57,882	17%	41,234	14,243	-65%	23,125	5,905	-74%
EPS (NT\$)	3.93	4.58		3.26	1.11		1.83	0.46	
Dividend Payout									
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		7,122,539	7,807,699				
Total shareholders' equity	439,120	461,062		433,101	456,655				
Operating Metrics									
ROAE (Consolidated)	12.10%	12.86%		18.91%	6.21%				
ROAA (Consolidated)	0.76%	0.80%		1.17%	0.37%				
Double leverage ratio(inc. preferred stock)	113%	111%		115%	111%				
Capital Adequacy Metrics									
Capital Adequacy Ratio	144%	151%		136%	130%				

Notes:

⁽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			1H16/ 1H15			2Q16/ 2Q15
Income Statement Data (Consolidated)	FY14	FY15	% Chg	1H15	1H16	% Chg	2Q15	2Q16	% Chg
Net written premium	472,630	519,014	10%	239,409	294,023	23%	130,370	154,385	18%
Net earned premium	471,849	518,250	10%	239,406	293,969	23%	129,963	154,037	19%
Reinsurance commission earned	4,740	200	-96%	282	362	28%	276	350	27%
Fee income	5,943	5,762	-3%	3,108	2,726	-12%	1,460	1,379	-6%
Recurring investment income Gain on disposal of investment	124,152	140,977	14%	62,672	76,056	21%	33,159	40,627	23%
Realized gain (loss)-Equity	23,357	30,072	29%	34,690	3,941	-89%	16,129	(1,641)	-110%
Realized gain (loss)-Debt	12,828	14,804	15%	10,530	7,133	-32%	2,901	2,063	-29%
Gain on investment property	16,579	11,074	-33%	11,311	5,351	-53%	11,327	5,115	-55%
FX and others, net	(7,166)	(13,101)	83%	(11,684)	(2,367)	-80%	(3,618)	1,131	-131%
Investment income, net	169,750	183,827	8%	107,519	90,114	-16%	59,899	47,295	-21%
Other operating income	9	914	9777%	6	2,380	39808%	1	1,276	140157%
Separate account revenues	115,040	17,303	-85%	6,157	19,908	223%	242	12,426	5043%
Net claims payment	(275,195)	(298,102)	8%	(129,007)	(142,445)	10%	(65,607)	(71,644)	9%
Changes in liability reserves	(290,109)	(305,864)	5%	(158,815)	(200,198)	26%	(88,788)	(105,974)	19%
Acquisition and commission expense	(32,405)	(33,238)	3%	(16,117)	(18,119)	12%	(8,923)	(7,831)	-12%
Other operating costs	(4,544)	(5,541)	22%	(2,459)	(3,206)	30%	(1,347)	(1,538)	14%
Financial cost	(106)	(296)	179%	(438)	(164)	-62%	(161)	(150)	-7%
Separate account expense	(115,040)	(17,303)	-85%	(6,157)	(19,908)	223%	(242)	(12,426)	5043%
Operating expense	(16,869)	(23,021)	36%	(8,763)	(15,579)	78%	(4,790)	(8,696)	82%
Net non-operating income	1,482	1,265	-15%	673	968	44%	347	550	59%
Income taxes	(2,810)	(5,710)	103%	(6,014)	(2,990)	-50%	(5,450)	(3,917)	-28%
Net income	31,734	38,447	21%	29,380	7,818	-73%	16,879	5,138	-70%
Balance Sheet Data									
Total assets	4,704,976	5,180,081		4,813,402	5,336,165				
General account	4,242,710	4,699,512		4,347,890	4,847,690				
Separate account	462,267	480,568		465,512	488,475				
Reserves for life insurance liabilities	3,770,679	4,228,117		3,909,142	4,377,792				
Total liabilities	4,376,595	4,831,846		4,484,962	4,989,690				
Total shareholders' equity	328,382	348,235		328,440	346,476				
Operating Metrics									
First Year Premium(FYP)	233,379	217,378		108,717	100,559				
First Year Premium Equivalent(FYPE)	71,147	102,002		48,842	74,635				
Expense ratio	9.9%	10.3%		10.1%	10.3%				
13-M persistency ratio	97.9%	97.6%		97.6%	98.0%				
25-M persistency ratio	94.9%	91.8%		95.4%	90.6%				
ROAE	10.54%	11.36%		17.89%	4.50%				
ROAA	0.71%	0.78%		1.23%	0.30%				
Capital Adequacy Metrics									
RBC ratio (Standalone)	287%	305%		295%	288%				
	287%	305%		295%	288%				

Notes

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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

(ALTOMAL)			FY15/			1H16/			2Q16/ 2Q15
(NT\$MN)	EV44	FV4F	FY14	41145	41140	1H15	2045	2046	
Income Statement Data (Consolidated)	FY14	FY15	% Chg	1H15	1H16	% Chg	2Q15	2Q16	% Chg
Operating Income	25.770	26.720	40/	40.075	10 001	00/	6.700	6 404	00
Net interest income Fee income	25,779	26,729	4%	13,375	12,331	-8%	6,729	6,121	-9%
	11,806	14,344	21%	7,432	7,982	7%	3,863	3,680	-5%
Investment income	7,326	5,599	-24%	2,875	4,142	44%	1,399	1,888	35%
other income	1,064	1,380	30%	776	759	-2%	278	199	-28%
Net operating income	45,975	48,052	5%	24,458	25,214	3%	12,268	11,887	-3%
Operating expenses	(22,804)	(24,851)	9%	(11,625)	(12,657)	9%	(6,024)	(6,491)	8%
Pre-provision profit	23,170	23,201	0%	12,834	12,557	-2%	6,244	5,396	-14%
Net provisions for possible losses	(2,471)	(1,922)	-22%	(66)	(1,933)	2833%	120	(1,213)	-1111%
Income before taxes	20,700	21,279	3%	12,768	10,624	-17%	6,364	4,183	-34%
Income tax	(2,885)	(2,513)	-13%	(1,484)	(1,176)	-21%	(613)	(381)	-38%
Net income	17,814	18,767	5%	11,284	9,447	-16%	5,752	3,803	-34%
Balance Sheet Data									
Total assets	2,243,958	2,383,377		2,304,831	2,458,952				
Loans, net	1,119,281	1,127,807		1,121,224	1,275,704				
Financial assets	649,497	791,192		746,694	858,748				
Total liability	2,096,340	2,226,608		2,156,709	2,302,570				
Deposits	1,739,023	1,881,657		1,782,017	1,941,807				
Financial Debenture Payable	67,614	51,900		67,195	51,900				
Total shareholders' equity	147,617	156,769		148,122	156,382				
Operating Metrics									
Cost income ratio	49.60%	51.72%		47.53%	50.20%				
ROAE	12.71%	12.33%		15.26%	12.07%				
ROAA	0.84%	0.81%		0.99%	0.78%				
Assets Quality									
NPL	3,277	1,599		1,794	1,991				
NPL ratio	0.29%	0.14%		0.16%	0.16%				
NPL provisions	17,675	17,323		16,166	18,704				
Coverage ratio	539%	1083%		901%	939%				
Capital Adequacy Metrics									
BIS ratio (Standalone)	16.2%	16.4%		15.9%	15.2%				
Tier I Ratio (Standalone)	11.5%	12.0%		11.6%	11.3%				

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Cathay Century

			FY15/			1H16/	2Q16/			
(NT\$MN)			FY14		1H15				2Q15	
Income Statement Data (Consolidated)	FY14	FY15	% Chg	1H15	1H16	% Chg	2Q15	2Q16	% Chg	
Premium income	21,279	22,449	5%	10,413	12,011	15%	5,809	6,329	9%	
Net written premium	16,080	17,254	7%	7,937	9,139	15%	4,435	4,692	6%	
Net earned premium	15,626	17,169	10%	8,027	8,897	11%	4,143	4,531	9%	
Reinsurance commission earned	683	517	-24%	261	296	14%	146	151	4%	
Fee income	45	48	5%	23	24	6%	19	13	-35%	
Investment	918	972	6%	517	383	-26%	264	215	-18%	
Interest income	609	564	-7%	268	291	9%	131	139	6%	
Other investment income, net	308	408	32%	249	92	-63%	133	76	-43%	
Other operating income	7	15	101%	5	2	-57%	(3)	1	-140%	
Net claims payment	(8,747)	(9,292)	6%	(4,189)	(4,747)	13%	(2,239)	(2,247)	0%	
Changes in liability reserves	(691)	(734)	6%	(438)	(374)	-15%	(99)	(268)	171%	
Commissions and other operating costs	(1,218)	(1,402)	15%	(642)	(753)	17%	(362)	(405)	12%	
Operating expenses	(5,823)	(6,197)	6%	(2,948)	(3,230)	10%	(1,558)	(1,676)	8%	
Operating income	801	1,095	37%	616	498	-19%	311	315	1%	
Net non-operating income	29	(4)	-114%	(7)	(3)	-56%	(2)	3	-216%	
Income taxes	(174)	(287)	65%	(132)	(112)	-15%	(74)	(66)	-10%	
Net income	657	804	22%	477	383	-20%	235	252	7%	
Balance Sheet Data										
Total assets	35,863	42,106		36,091	44,970					
Total shareholders' equity	6,829	7,219		7,265	7,673					
Operating Metrics										
Gross Combined ratio	90.7%	85.3%		85.2%	111.7%					
Net Combined ratio	99.3%	93.2%		94.7%	91.7%					
ROAE	10.71%	11.44%		13.52%	10.28%					
ROAA	1.94%	2.06%		2.65%	1.76%					
Capital Adequacy Metrics										
RBC ratio (Standalone)	324%	359%		354%	365%					

Notes:

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