



三商投資控股股份有限公司(2905)

法人說明會

2019.09.06

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大綱

- ◆公司簡介
- ◆營運概況
- ◆財務概況
- ◆Thanks You

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公司簡介

公司設立：1965年2月

掛牌時間：1988年9月

2015年1月1日轉型為投資控股公司

營業項目：一般投資業

員工人數：17,515人(2018年12月31日)

實收資本：82.67億元

2019年Q2：合併資產總額：1兆2,387億元

合併營業收入：1,124億元

每股淨值：19.02元

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公司簡介 - 主要投資

項目	人身保險	民生用品及 餐飲零售	製藥業	資訊服務業	其他	合計
投資家數 註(1)	1	6	2	5	7	21
投資金額 (億元)註(2)	51	20	6	6	9	92
投資金額 佔比(%)	55%	22%	7%	7%	9%	100%

註(1)：編入合併報表的子公司(不含紙上公司及未實際營運部份)。

註(2)：本公司直接投資金額。



人身保險(2867三商人壽)

- ◆1993年6月12日核准成立。
- ◆2012年12月18日股票掛牌上市。
- ◆2018年國內壽險公司保費收入市佔率4.46%，排名第七。
- ◆2018年底每股隱含價值(EV)達50.7元。
- ◆2019.1.9中華信用評等TW A+ 評等展望穩定。

一句承諾，一生的朋友



營運概況-人身保險

單位：億元	2018	2017	2016
首年度保費	366	320	345
續年度保費	1,201	1,217	1,075
總保費	1,567	1,537	1,420
淨投資損益	304	335	308
稅後淨利	(3.12)	31.85	29.60
EPS(稅後)(元)	(0.14)	1.71	1.63
總資產	11,438	10,529	9,490
股東權益	261	392	312
每股淨值(元)	11.00	20.42	18.73

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營運概況-人身保險

單位：億元	2019Q2	2018Q2	YoY
首年度保費	170	211	-19.6%
續年度保費	578	599	-3.5%
總保費	748	811	-7.7%
淨投資損益	178	165	7.9%
稅後淨利	16.99	23.51	-27.7%
EPS(稅後)(元)	0.72	1.06	-32.1%
總資產	12,145	11,221	8.2%
股東權益	338	369	-8.4%
每股淨值(元)	14.25	19.22	-25.9%

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民生用品及餐飲零售



滿足全家大小足下穿著之需求，一次就能購足全家鞋。



以「物美價廉」為經營主軸，成為顧客「幸福生活的好幫手、鄰里信賴的好朋友」。



全國最大的牛肉麵連鎖店，懷念的味道，盡在三商巧福。



提供台灣人們「物超所值」的「優質美食體驗」，拿坡里披薩、炸雞。



幸運幸福的日式豬排專賣，「福」吃得好幸福的感覺；「勝」吃日式豬排帶來好運。



以「新鮮及健康」為訴求，嚴選食材，讓您每一口都可以吃到不同的感動。



結合牛肉麵發源地「四川」及清燉味產地「蘭州」作為命名概念，強調純粹食材經慢火熬煮後釋放出的美味精華，甘甜湯頭搭配彈牙麵條及鮮嫩牛肉，展現精緻的牛肉麵印象。



營運概況-主要民生用品及餐飲零售

品 牌	店 數		員 工 人 數		營 業 面 積 (坪 數)	
	201906	201806	201906	201806	201906	201806
全家福	225	234	1,202	1,261	17,462	17,786
美廉社	684	635	2,744	2,515	25,016	22,951
三商巧福	159	155	1,593	1,522	4,898	4,777
拿帕里	103	100	1,184	1,136	4,226	4,207
福勝亭	53	46	741	628	3,257	2,824
鮮五井	18	19	210	189	495	513
品川蘭	7	7	70	82	258	233
BANCO	2	2	21	17	117	60
合計	1251	1198	7,765	7,350	55,729	53,351

註：員工人數不含總部人員。



製藥業(4119旭富製藥)

公司設立：1987年9月18日

實收資本：7.95億元

員工人數：265人(2019年6月30日)

營業項目：

原料藥API (63.48%)

中間體Intermediate (27.49%)

特用化學品 Custom-made chemicals (9.03%)

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營運概況-製藥業

製藥產業的上、中、下游 SCI's position

上游

基本原料

↓
中間體:生產原料藥之
中間步驟所產出之產品

中游

↓
原料藥:
製劑中之有效成分

下游

↓
製劑: 成品藥

旭富營業範圍

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營運概況-製藥業

主要產品	應用
VA Series	癲癇、躁鬱症、偏頭痛
(S)-MMAA/Duloxetine HCl	重鬱症、廣泛性焦慮症、糖尿病週邊神經痛、纖維肌痛、慢性腰痛(日本地區)
Pyrogallolaldehyde	治療帕金森氏症之中間體
Hydroxychloroquine sulfate	類風濕性關節炎、瘧疾、慢性多形性日光疹、慢性圓板狀紅斑症
Menthadienol, Olivetol, Ethyl Olivetolate	兒童罕見癲癇以及多發性硬化症、化療引起的噁心及嘔吐、愛滋病引起之厭食症
Propafenone HCl	心律不整
Pent-2 / PEB.Na	鎮定安眠用中間體及原料藥



營運概況-製藥業

產品	2019Q2	2018Q2	2018	2017
VA Series	22.78%	18.81%	16.69%	12.48%
S-MMAA / Dulo.Hcl	15.91%	13.69%	12.58%	13.14%
PGA	13.61%	9.31%	9.64%	9.22%
HOCLQ Sulfate	9.09%	24.07%	22.29%	12.47%
Olivetol / PMDOL	8.01%	6.63%	5.80%	0.38%
PF.HCL	5.32%	1.14%	1.62%	1.17%
Pent-2 / PEB.Na	4.01%	5.86%	6.69%	8.69%
合計	78.73%	71.67%	75.31%	57.55%



資訊服務業(2427三商電腦)

公司設立：1976年

實收資本：18.43億元

員工人數：685人(2019年6月30日)

營業項目：

金融自動化系統業務

系統工程整合業務



營運概況-金融自動化系統業務

- ◆2019年ATM市場總需求衰退，但ATM維護數量增加，維護收入持續成長。
- ◆指靜脈銷售已漸入佳境。



營運概況-系統工程整合業務

- ◆ 台鐵TETRA (Terrestrial Trunked Radio) 系統。
- ◆ 交通/捷運自動售票 (AFC) 系統與自動閘門 (AG) 系統。
- ◆ 警用無線電 (P25 ; Project 25 Digital Radio) 通訊系統。
- ◆ 台電電費計價 (Billing) 系統。
- ◆ 伺服器/資料庫儲存設備。



營運概況

三商電腦(2427)-簡式合併綜合損益表(百萬元)

科目	2019Q2	2018Q2	2018	2017
營業收入	1,199.05	1,734.27	3,354.04	3,297.43
營業成本	796.10	1,336.35	2,416.26	2,457.37
營業毛利	402.95	397.92	937.78	840.07
營業費用	387.96	379.89	840.34	763.26
營業利益	14.99	18.03	97.44	76.80
營業外收支	25.67	15.17	22.82	10.73
稅前淨利	40.66	33.20	120.26	87.53



財務資訊

三商投控-簡式合併綜合損益表(億元)

科目	2019Q2	2018Q2	YoY
利息收入	173.35	159.35	8.79%
保費收入	615.07	650.38	-5.43%
除列按攤銷後成本衡量之金融資產利益	20.54	1.55	1225.16%
銷貨收入淨額	127.20	126.98	0.17%
兌換利益	52.44	95.91	-45.33%
其他	135.48	119.63	13.25%
收入合計	1,124.08	1,153.81	-2.58%
佣金費用及保險賠款與給付	340.90	336.31	1.36%
其他保險負債淨變動	420.69	437.99	-3.95%
透過損益按公允價值衡量之金融資產及負債損失	0.00	134.69	-
銷貨成本	83.98	86.06	-2.41%
採用覆蓋法重分類之損失	69.44	0.00	-
營業費用及其他支出	182.16	133.39	36.56%
支出合計	1,097.17	1,128.44	-2.77%
繼續營業單位稅前淨利(淨損)	26.91	25.37	6.07%
所得稅(費用)利益	0.32	0.42	24.86%
本期淨利(淨損)	27.23	25.79	5.56%
其他綜合損益	61.44	(53.54)	-214.76%
本期綜合損益總額	88.67	(27.75)	-419.58%
淨利(淨損)歸屬			
母公司業主	15.68	11.82	32.70%
非控制權益	11.54	13.98	-17.41%
合計	27.23	25.79	5.55%
綜合損益總額歸屬			
母公司業主	43.58	(13.22)	-429.72%
非控制權益	45.09	(14.53)	-410.23%
合計	88.67	(27.75)	-419.52%
每股盈餘(元)	2.01	1.52	32.24%

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財務資訊

三商投控-簡式合併綜合損益表(億元)

科目	2018	2017	2016
利息收入	328.28	295.71	261.37
保費收入	1,281.12	1,345.79	1,339.04
透過損益按公允價值衡量之金融資產及負債利益	0.00	215.09	44.95
銷貨收入淨額	254.00	252.24	236.89
兌換利益	124.24	0.00	0.00
其他	264.29	280.73	171.43
收入合計	2,251.94	2,389.56	2,053.69
佣金費用及保險賠款與給付	737.00	584.62	606.61
其他保險負債淨變動	824.05	1,012.79	953.57
透過損益按公允價值衡量之金融資產及負債損失	304.27	0.00	0.00
銷貨成本	174.36	166.74	152.32
兌換損失	0.00	280.89	70.63
營業費用及其他支出	215.54	306.27	232.85
支出合計	2,255.22	2,351.31	2,015.98
繼續營業單位稅前淨利(淨損)	(3.28)	38.25	37.71
所得稅(費用)利益	8.15	(4.28)	(1.54)
本期淨利(淨損)	4.86	33.97	36.17
其他綜合損益	(154.76)	35.85	15.34
本期綜合損益總額	(149.90)	69.82	51.51
淨利(淨損)歸屬			
母公司業主	3.32	16.41	20.50
非控制權益	1.54	17.56	15.67
合計	4.86	33.97	36.17
綜合損益總額歸屬			
母公司業主	(67.60)	33.89	28.67
非控制權益	(82.30)	35.93	22.84
合計	(149.90)	69.82	51.51
每股盈餘(元)	0.43	2.11	2.63

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財務資訊

三商投控-簡式合併資產負債表(億元)

科目	2019Q2	2018	2017	2016
現金及約當現金	977.12	690.78	623.18	584.87
貼現及放款淨額	716.37	723.86	742.54	750.22
其他	218.00	193.90	159.81	163.23
流動資產	1,911.49	1,608.54	1,525.53	1,498.33
金融資產-非流動	1,232.65	1,477.72	3,086.61	2,804.41
無活絡市場之債券投資	0.00	0.00	4,989.13	4,408.72
按攤銷後成本衡量之金融資產	7,783.29	7,248.38	0.00	0.00
其他	9,242.55	8,545.66	1,123.49	976.43
非流動資產	10,475.20	10,023.37	9,199.23	8,189.56
資產總額	12,386.70	11,631.92	10,724.75	9,687.89
流動負債	154.48	129.99	142.18	139.42
負債準備	10,738.06	10,277.24	9,370.90	8,513.18
其他	1,126.85	936.47	803.16	699.66
非流動負債	11,864.91	11,213.71	10,174.05	9,212.84
負債合計	12,019.39	11,343.71	10,316.24	9,352.26
股本(含待分配股票股利)	82.67	82.67	76.55	71.54
歸屬於母公司業主之權益	148.14	108.64	169.16	141.19
非控制權益	219.16	179.57	239.35	194.43
權益合計	367.31	288.21	408.51	335.63
每股淨值(元)	19.02	13.95	23.45	20.95



三商投資控股股份有限公司

Thanks You



Mercuries & Associates Holding , Ltd. (2905)

Investor Conference

2019.09.06

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- ◆ The Company has not issued a financial forecast, the information contained in this document regarding the Company's financial, Business, Q & A description involved in the future business and industry development . The views of the exhibition may differ from the actual results of the future. This difference reasons may include changes in market demand, price fluctuations, competitive behavior, the international economy status, exchange rate fluctuations, upstream and downstream supply chain and other various risk can not grasp by the company.
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Outline

- ◆ Company Profile
- ◆ Business Operations
- ◆ Financial Summary
- ◆ Thanks You

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Company Profile

- ◆ Date of establishment : Feb. 19, 1965
- ◆ Date of Listing : Sep. 19, 1988
- ◆ The Company has been revamped as an investment holdings company in Jan. 1, 2015
- ◆ Business : investment
- ◆ Number of employee : 17,515 (2018.12.31)
- ◆ Capital : NT\$ 8.27 billion
- ◆ 2019Q2 :
 - Consolidated assets : NT\$ 1,238.7 billion
 - Consolidated income : NT\$ 112.4 billion
 - Net worth per share : NT\$ 19.02

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Company Profile – Core investment

	Life Insurance	Daily Commodities and Food & Beverage Sector	Pharmaceutical	System Integration	Other	Total
Number of invested companies : Note(1)	1	6	2	5	7	21
Investment amount (NT\$: 0.1 billion) Note (2)	51	20	6	6	9	92
The percentage of the investment amount	55%	22%	7%	7%	9%	100%

Note (1) : Subsidiaries incorporated in the consolidated statement (excluding paper companies & stop operating companies).

Note (2) : Direct investment amount.



Life Insurance (2867 Mercuries Life Insurance Co., Ltd.)

- ◆ Date of establishment : June. 12, 1993.
- ◆ Date of Listing : Dec. 18, 2012 .
- ◆ Have market share of 4.46% in domestic life insurance company premium income in 2018, ranked seventh.
- ◆ At the end of 2018, the embedded value (EV) per share was NT\$50.7 .
- ◆ 2019.1.9 Chinese credit rating TW A +, rating outlook stable .

a promise, a lifetime friend



Operations Summary-Life Insurance

NT\$: 0.1 billion	2018	2017	2016
First Year Premium(FYP)	366	320	345
Renewal Premium(RYP)	1,201	1,217	1,075
Total Premium(TP)	1,567	1,537	1,420
Investment income	304	335	308
Net Income	(3.12)	31.85	29.60
EPS(After Tax)(NT\$)	(0.14)	1.71	1.63
Total Assets	11,438	10,529	9,490
Stockholder's Equity	261	392	312
BVPS(NT\$)	11.00	20.42	18.73

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Operations Summary-Life Insurance

NT\$: 0.1 billion	2019Q2	2018Q2	YoY
First Year Premium(FYP)	170	211	-19.6%
Renewal Premium(RYP)	578	599	-3.5%
Total Premium(TP)	748	811	-7.7%
Investment income	178	165	7.9%
Net Income	16.99	23.51	-27.7%
EPS(After Tax)(NT\$)	0.72	1.06	-32.1%
Total Assets	12,145	11,221	8.2%
Stockholder's Equity	338	369	-8.4%
BVPS(NT\$)	14.25	19.22	-25.9%

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Operations Summary- Daily Commodities and Food and Beverage Sector



Satisfy shoes demands of the family at once.



Become a community helper and great friend with the main appeal of "excellent quality at reasonable prices".



Taiwan's Largest Beef Noodle Chain Store. All the most memorable taste is right here.



Napoli pizza and fried chicken will always offer you the best value for money, providing customers with amazing experience.



Spearheading Japanese pork chop let patrons feel satisfied and garner good fortune.



With the premise of "Fresh and Healthy", making patrons obtain fantastic experience.



Brand name is combined with the concept of beef noodle soup originated from Sichuan and Clear Stewed originated from Lanzhou. Served with chewy noodles and tender beef, the visual and aural leave customers with a mouthwatering impression toward beef noodles.



Operations Summary- –Daily Commodities and Food and Beverage Sector

Brand	Number of stores		Number of employee		Business area(Ping)	
	201906	201806	201906	201806	201906	201806
	225	234	1,202	1,261	17,462	17,786
	684	635	2,744	2,515	25,016	22,951
	159	155	1,593	1,522	4,898	4,777
	103	100	1,184	1,136	4,226	4,207
	53	46	741	628	3,257	2,824
	18	19	210	189	495	513
	7	7	70	82	258	233
	2	2	21	17	117	60
Total	1251	1198	7,765	7,350	55,729	53,351

Note: The number of employee does not include headquarters staff.



Pharmaceutical (4119 SCI Pharmtech.Inc.)

Date of establishment : Sep 18, 1987.

Capital : NT\$ 0.795 billion.

Number of employee : 265 (2019.6.30).

Business :

Active Pharmaceutical Ingredients (API) (63.48%)

Intermediates (27.49%)

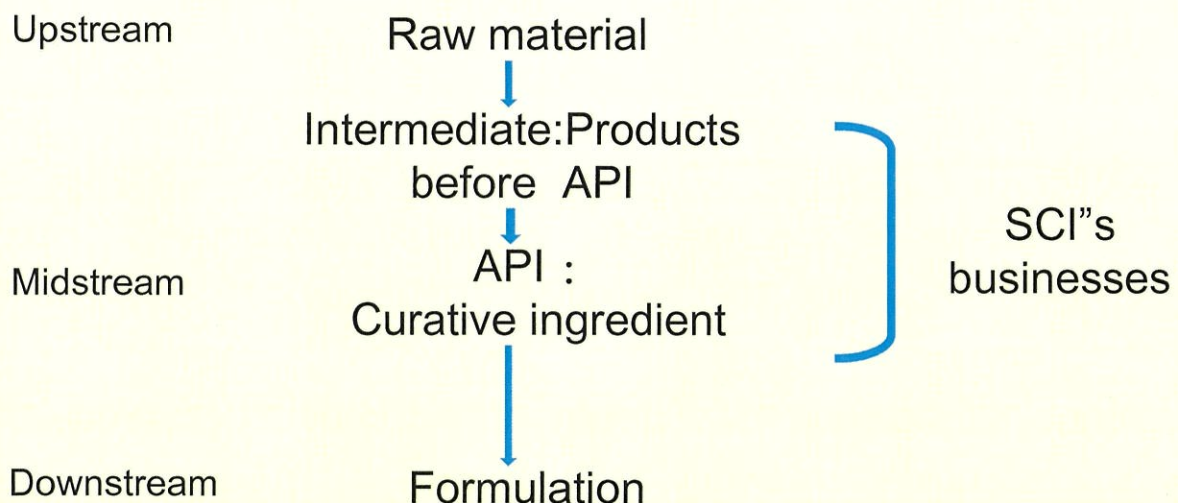
Custom-made chemicals (9.03%)

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Operations Summary - Pharmaceutical

SCI's position



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Operations Summary - Pharmaceutical

Product	Application
VA Series	seizure 、 bipolar disorder 、 migraine headaches.
(S)-MMAA/Duloxetine HCl	major depressive disorder 、 generalized anxiety disorder 、 diabetic neuropathy 、 Fibromyalgia 、 lower back pain(only in Japan)
Pyrogallolaldehyde	Intermediate for Parkinson's Disease
Hydroxychloroquine sulfate	rheumatoid arthritis 、 malaria 、 discoid and systemic lupus erythematosus.
Menthadienol , Olivetol,Ethyl Olivetolate	For seizures in patients aged 2 years and older , and Multiple Sclerosis 、 Nausea and vomiting due to chemotherapy 、 anorexia due to AIDS
Propafenone HCl	Irregular Heartbeat
Pent-2 / PEB.Na	Intermediate and API for calmative



Operations Summary - Pharmaceutical

Product	2019Q2	2018Q2	2018	2017
VA Series	22.78%	18.81%	16.69%	12.48%
S-MMAA / Dulo.Hcl	15.91%	13.69%	12.58%	13.14%
PGA	13.61%	9.31%	9.64%	9.22%
HOCLQ Sulfate	9.09%	24.07%	22.29%	12.47%
Olivetol / PMDOL	8.01%	6.63%	5.80%	0.38%
PF.HCL	5.32%	1.14%	1.62%	1.17%
Pent-2 / PEB.Na	4.01%	5.86%	6.69%	8.69%
Total	78.73%	71.67%	75.31%	57.55%



Information Services (2427Mercuries Data Systems)MDS

Established in 1976

Capital : NT\$ 1.843 billion

Number of employee: 685 (2019.6.30)

Business :

Banking automatic system

Public construction integration

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Operations Summary – Banking automatic system

- ◆ Total demand in the ATM market declined in 2019, but the number of ATM maintenance increased.
Maintenance income continues to grow.
- ◆ The sales of finger vein solution get better.

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Operations Summary – Public construction integration

- ◆ TRA TETRA (Terrestrial Trunked Radio) system.
- ◆ AFC (Automatic Fare Collection) system and AG (Automatic Gate) system.
- ◆ NPA P25 (Project 25) Digital Radio system.
- ◆ TPC Billing system.
- ◆ Sever / Storage Devices.



MDS(2427)-Consolidated Condensed Statement of Comprehensive Income (NT\$: million)

Item	2019Q2	2018Q2	2018	2017
Revenue	1,199.05	1,734.27	3,354.04	3,297.43
Cost of Revenue	796.10	1,336.35	2,416.26	2,457.37
Gross Profit	402.95	397.92	937.78	840.07
Operating Expenses	387.96	379.89	840.34	763.26
Operating Income	14.99	18.03	97.44	76.80
Non-Operating Income	25.67	15.17	22.82	10.73
Net Income before Tax	40.66	33.20	120.26	87.53



Financial Summary-Consolidated Condensed Statement of Comprehensive Income (NT\$: 0.1 billion)

Item	2019Q2	2018Q2	YoY
Interest income	173.35	159.35	8.79%
Premiums income	615.07	650.38	-5.43%
Net gains on financial assets at amortized cost	20.54	1.55	1225.16%
Net sales revenue	127.20	126.98	0.17%
Foreign exchange gain	52.44	95.91	-45.33%
Other	135.48	119.63	13.25%
Total operating revenue	1,124.08	1,153.81	-2.58%
Commission expenses & Insurance claims paid	340.90	336.31	1.36%
Net changes in other insurance liabilities	420.69	437.99	-3.95%
Loss on financial assets (liabilities) at fair value through profit or loss	0.00	134.69	-
Cost of goods sold	83.98	86.06	-2.41%
Loss on reclassification under the overlay approach	69.44	0.00	
Operating expenses & Other expense	182.16	133.39	36.56%
Total operating cost	1,097.17	1,128.44	-2.77%
Profit (loss) before tax from continuing operations	26.91	25.37	6.07%
Income tax	0.32	0.42	24.86%
Net profit (loss) from continuing operations	27.23	25.79	5.56%
Other comprehensive income (loss)	61.44	(53.54)	-214.76%
Total comprehensive income for the year	88.67	(27.75)	-419.58%
Net profit (loss) attributable to:			
Owners of parent	15.68	11.82	32.70%
Non-controlling interests	11.54	13.98	-17.41%
Total	27.23	25.79	5.55%
Total comprehensive income (loss) attributable to :			
Owners of parent	43.58	(13.22)	-429.72%
Non-controlling interests	45.09	(14.53)	-410.23%
Total	88.67	(27.75)	-419.52%
Earnings per share(dollar)	2.01	1.52	32.24%

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Financial Summary-Consolidated Condensed Statement of Comprehensive Income (NT\$: 0.1 billion)

Item	2018	2017	2016
Interest income	328.28	295.71	261.37
Premiums income	1,281.12	1,345.79	1,339.04
Gains on financial assets (liabilities) at fair value through profit or loss	0.00	215.09	44.95
Net sales revenue	254.00	252.24	236.89
Foreign exchange gain	124.24	0.00	0.00
Other	264.29	280.73	171.43
Total operating revenue	2,251.94	2,389.56	2,053.69
Commission expenses & Insurance claims paid	737.00	584.62	606.61
Net changes in other insurance liabilities	824.05	1,012.79	953.57
Loss on financial assets (liabilities) at fair value through profit or loss	304.27	0.00	0.00
Cost of goods sold	174.36	166.74	152.32
Foreign exchange loss	0.00	280.89	70.63
Operating expenses & Other expense	215.54	306.27	232.85
Total operating cost	2,255.22	2,351.31	2,015.98
Profit (loss) before tax from continuing operations	(3.28)	38.25	37.71
Income tax	8.15	(4.28)	(1.54)
Net profit (loss) from continuing operations	4.86	33.97	36.17
Other comprehensive income (loss)	(154.76)	35.85	15.34
Total comprehensive income for the year	(149.90)	69.82	51.51
Net profit (loss) attributable to:			
Owners of parent	3.32	16.41	20.50
Non-controlling interests	1.54	17.56	15.67
Total	4.86	33.97	36.17
Total comprehensive income (loss) attributable to :			
Owners of parent	(67.60)	33.89	28.67
Non-controlling interests	(82.30)	35.93	22.84
Total	(149.90)	69.82	51.51
Earnings per share(dollar)	0.43	2.11	2.63

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Financial Summary-Consolidated Condensed Balance Sheet (NT\$: 0.1billion)

Item	2019Q2	2018	2017	2016
Cash and cash equivalents	977.12	690.78	623.18	584.87
Bills discounted and loans, net	716.37	723.86	742.54	750.22
Other	218.00	193.90	159.81	163.23
Current assets	1,911.49	1,608.54	1,525.53	1,498.33
Financial assets - non-current	1,232.65	1,477.72	3,086.61	2,804.41
Investment in debt instrument without active market	0.00	0.00	4,989.13	4,408.72
Amortized cost financial assets	7,783.29	7,248.38	0.00	0.00
Other	9,242.55	8,545.66	1,123.49	976.43
Non-current assets	10,475.20	10,023.37	9,199.23	8,189.56
Total assets	12,386.70	11,631.92	10,724.75	9,687.89
Current liabilities	154.48	129.99	142.18	139.42
Provisions non-current	10,738.06	10,277.24	9,370.90	8,513.18
Other	1,126.85	936.47	803.16	699.66
Non-current liabilities	11,864.91	11,213.71	10,174.05	9,212.84
Total liabilities	12,019.39	11,343.71	10,316.24	9,352.26
Capital(Include Stock dividend)	82.67	82.67	76.55	71.54
Total equity attributable to owners of the parent	148.14	108.64	169.16	141.19
Non-controlling interests	219.16	179.57	239.35	194.43
Total equity	367.31	288.21	408.51	335.63
Net worth per share(NT dollar)	19.02	13.95	23.45	20.95

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Mercuries & Associates Holding, Ltd.

Thank You

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