



Concord Securities Co. LTD. (6016 TT)

November 2023

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Concord Securities

Established in 1989

Stock Code	6016
Capital(Bn)	5.944
Net worth (Bn)	8.856
Net Worth Per Share (NTD)	14.9
Employees	647
Branch	15

Data dated until Sep.30th, 2023

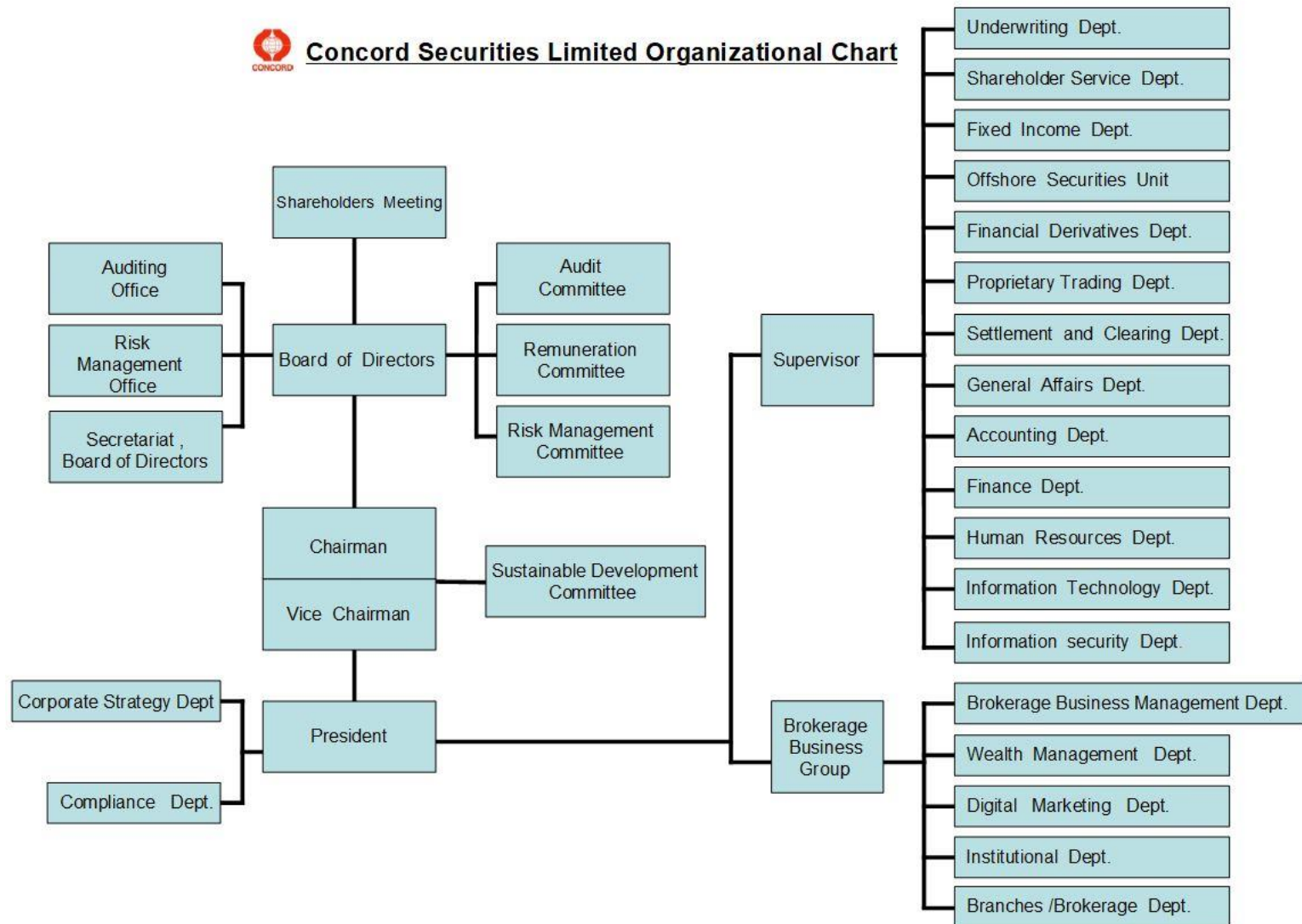


Group Overview

Concord Securities Group consists of the company and several subsidiaries including Concord Securities, Concord Futures, Concord Capital Management, Concord Insurance Agent, Concord Asset Management Services .



Organizational Chart



Our Services



Asset
Management



Research



Insurance
Agent



Investment
Advisory



Underwriting

**We provide a one-stop
solution and satisfy your
diversified needs**



Derivatives



ETF



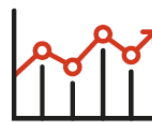
Fixed
Income



Investment
Banking



Futures



Brokerage



Government
Bond



Business Performance

項目	2021	2022	2023 (Sep.)
Spot Market Share (%)	1.01%	0.94%	1.0%
Margin Trading Market Share (%)	2.1%	2.0%	1.86%
Futures IB Market Share (%)	0.32%	0.30%	0.31%
Electronic Trading Market Share (%)	0.68%	0.69%	0.77%
Government Bond Secondary Market Trading Market Share (%)	2.62%	1.89%	2.62%
Equity Warrant Issuance Deals	979	1,230	502
IPO+SPO Underwriting Deals	27	31	28
Credit Rating	A- (tw)	A- (tw)	A- (tw)
Risk Management Assessment	level 2	level 2	level 2

Condensed Consolidated Balance Sheet

(In thousands of NT\$)

Item	2020	2021	2022	Jan.~Sep. 2023
Current Assets	30,316,641	33,503,764	29,268,209	32,550,148
Non-current Assets	5,287,658	5,885,084	6,578,818	6,523,259
Total Assets	35,604,299	39,388,848	35,847,027	39,073,407
Current Liabilities	26,899,910	29,632,811	26,887,347	28,917,901
Non-current Liabilities	437,015	826,057	1,061,909	1,240,766
Total Liabilities	27,336,925	30,458,868	27,949,256	30,158,667
Capital Stock	5,944,550	5,944,550	5,944,550	5,944,550
Additional Paid-In Capital	175,307	175,320	175,320	175,331
Retained Earnings	1,683,518	2,291,877	1,327,283	2,319,573
Other Equity	409,422	463,248	391,181	416,457
Equity Attributable to Owners of the Parent	8,212,797	8,874,995	7,838,334	8,855,911
Non-controlling Interest	54,577	54,985	59,437	58,829
Total Equity	8,267,374	8,929,980	7,897,771	8,914,740
Book Value per Share	13.82	14.93	13.19	14.90

※The above financial data from are all audited (reviewed) and attested by CPAs.

Changes In Consolidated Balance Sheet

2023Q3 vs 2022Q4

Assets Increase 3,226,380 thousand

FVPL	+2,447,221
-Equity investment	+1,909,416
-Bond investment	+ 701,004
-Derivative products	- 163,199
FVOCI	+268,672
-Equity investment	- 3,317
-Bond investment	+271,989
Margin loans receivable	+1,688,213
Customer margin account	+ 827,794
Security borrowing collateral price	- 890,017
Security borrowing margin	- 982,315

Liabilities Increase 2,209,411 thousand

Bank loan & Commercial paper	+ 2,141,123
Futures traders' equity	+ 884,718
Other financial liabilities	- 1,401,955

Equity Increase 1,016,969 thousand

Retained earnings	+ 1,018,400
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Condensed Consolidated Statements of Comprehensive Income

(In thousands of NT\$, except EPS)

Item	2020	2021	2022	Jan.~Sep. 2023
Operating Revenue	3,338,989	4,298,845	2,056,778	2,874,115
Costs And Expenses	2,362,327	2,828,617	2,158,828	2,028,252
Operating Income (Loss)	976,662	1,470,228	(102,050)	845,863
Non-operating Income and Expenses	165,192	98,119	138,714	203,812
Profit before Tax	1,141,854	1,568,347	36,664	1,049,675
Tax Expenses	52,040	178,245	180,364	53,955
Net Income (Loss)	1,089,814	1,390,102	(143,700)	995,720
Net Income Attributed to Shareholders of the Parent Company	1,084,976	1,385,923	(148,735)	992,290
Earnings (Loss) Per Share	1.83	2.33	(0.25)	1.67
Dividend yield	3.14%	8.05%	13.78%	-

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Changes In Consolidated Statements of Comprehensive Income

2023Q3 vs 2022Q3

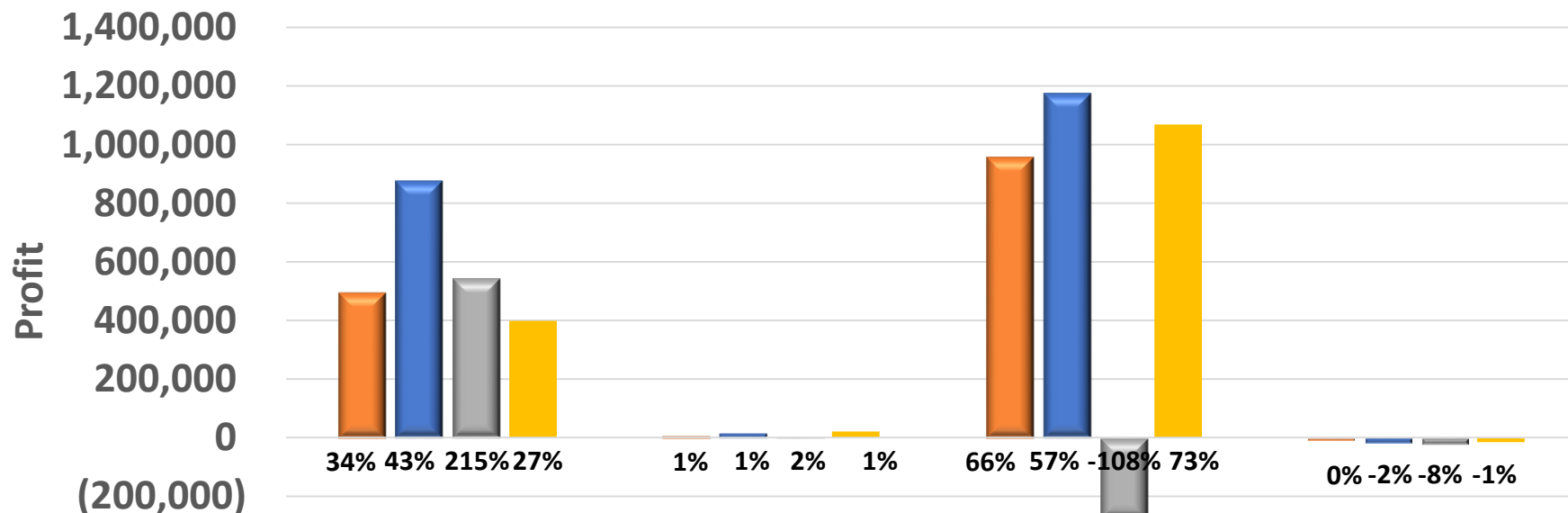
(In thousands of NT\$)

Items	2023Q3	2022Q3	Diff
Brokerage handling fee revenue	1,143,906	1,185,074	(41,168)
Gains (losses) on sale and Valuation of operating securities, net	505,464	(2,773,645)	3,279,109
Dividend income	1,626,945	1,446,632	180,313
Gains (losses) on issuance of call (put) warrants, net	(101,913)	370,496	(472,409)
Gains (losses) on derivative instruments - futures, net	(105,767)	130,251	(236,018)
Gains (losses) on derivative instruments - OTC, net	(508,366)	418,788	(927,154)
Other operating income	313,846	703,886	(390,040)
Total	2,874,115	1,481,482	1,392,633

Operating Performance by Major Business

(In thousands of NT\$)

Consolidated Operating Profit



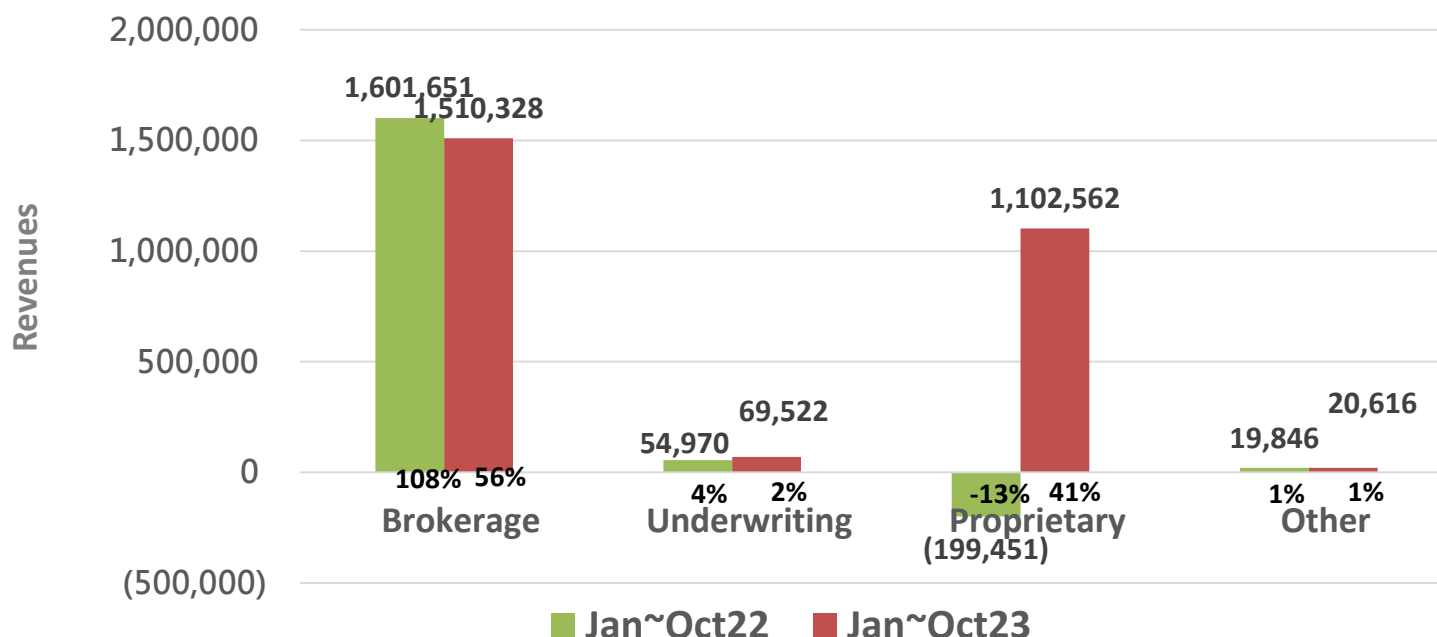
	Brokerage	Underwriting	Proprietary	Other
2020	497,138	8,957	956,270	(6,762)
2021	878,435	17,048	1,177,167	(17,570)
2022	542,891	4,219	(273,645)	(21,206)
Jan~Sep23	398,102	20,372	1,068,902	(15,227)

Consolidated Operating Results

(In thousands of NT\$)

Item	2023/10	2022/10	Diff	Jan~Oct23	Jan~Oct22	Diff2
Profit before Tax	(266,945)	(171,036)	(95,909)	782,730	(254,718)	1,037,448
Net Income	(297,717)	(216,539)	(81,178)	698,003	(474,061)	1,172,064
Earnings Per Share	(0.50)	(0.36)	(0.14)	1.17	(0.80)	1.97

Consolidated Operating Revenues



Awards and Recognition



- **2023** Won the "Innovation Platform Award" at the China Times Financial Services Evaluation Awards.



- **2023** Won the "Warrant Value Growth Award - First Place" from the Warrant Issuer Award of TSE.



Awards and Recognition



- **2023** Won the "Best Intelligent Financial Management Award" in the non-financial holdings category of the "2022 Excellence in Securities Rating".



- **2023** Won the "2023 Sports Enterprise Certification" organized by the Sports Administration of the Ministry of Education.



Awards and Recognition



- **2023** Won the "2023 Sports Enterprise Certification" organized by the Sports Administration of the Ministry of Education.
- **2023** Won the "Innovation Platform Award" at the China Times Financial Services Evaluation Awards.
- **2023** Awarded the silver award of the 16th "TCSA Taiwan Enterprise Sustainability Award" sustainability report in the financial and insurance category.
- **2023** Obtained ISO14064-1 Greenhouse Gases certification by BSI for all locations.
- **2023** Obtained ISO45001&ISO14001 certification by BSI.
- **2023** Won the "Warrant Value Growth Award - First Place" from the Warrant Issuer Award of TSE.
- **2023** Won the "Best Intelligent Financial Management Award" in the non-financial holdings category of the "2022 Excellence in Securities Rating".
- **2022** Awarded the "Happy Enterprise Gold Award" for the first time, with a high-quality working environment and perfect benefits to create a happy and healthy workplace.
- **2022** Awarded the National Brand Yushan Award for "Outstanding Enterprise", "Outstanding Enterprise Leader", "Best Product" and "Best Popular Brand". President Mr. Eric (Jung-Chen) Chiu won the national first prize of "Outstanding Enterprise Leader".

Awards and Recognition



- **2022** Performed the best of non-financial holding independent securities firms in the evaluation of due diligence by institutional investors.
- **2022** Announced the results of the 2021 corporate governance evaluation, and Concord was granted as a company among 6% to 20% of OTC companies.
- **2022** Obtained invention patents approved by the Intelligence and Finance Bureau of the Ministry of Economic Affairs with the "Risk Control Device and Method " once again.
- **2022** Won the "Best Corporate Social Responsibility Award" and "Best Digital Financial Service Award" .
- **2022** Awarded the silver award of the 15th "TCSA Taiwan Enterprise Sustainability Award" sustainability report in the financial and insurance category.
- **2021** Concord CSR report obtained the verification of the British Standards Institution (BSI) for the first time.
- **2021** Awarded the great honor of healthy workplace certification "Health Promotion Label"
- **2021** Awarded the silver award of the 14th "TCSA Taiwan Enterprise Sustainability Award" sustainability report in the financial and insurance category.

Q&A



Concord Securities Co. Ltd.