



Concord Securities Co. LTD. (6016 TT)

August 2024

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Concord Securities

Established in 1989

Stock Code 6016

Capital(Bn) 5.944

Net worth (Bn) 9.596

**Net Worth Per
Share (NTD) 16.14**

Employees 633

Branches 15

Data dated until Jun.30th, 2024



Group Overview

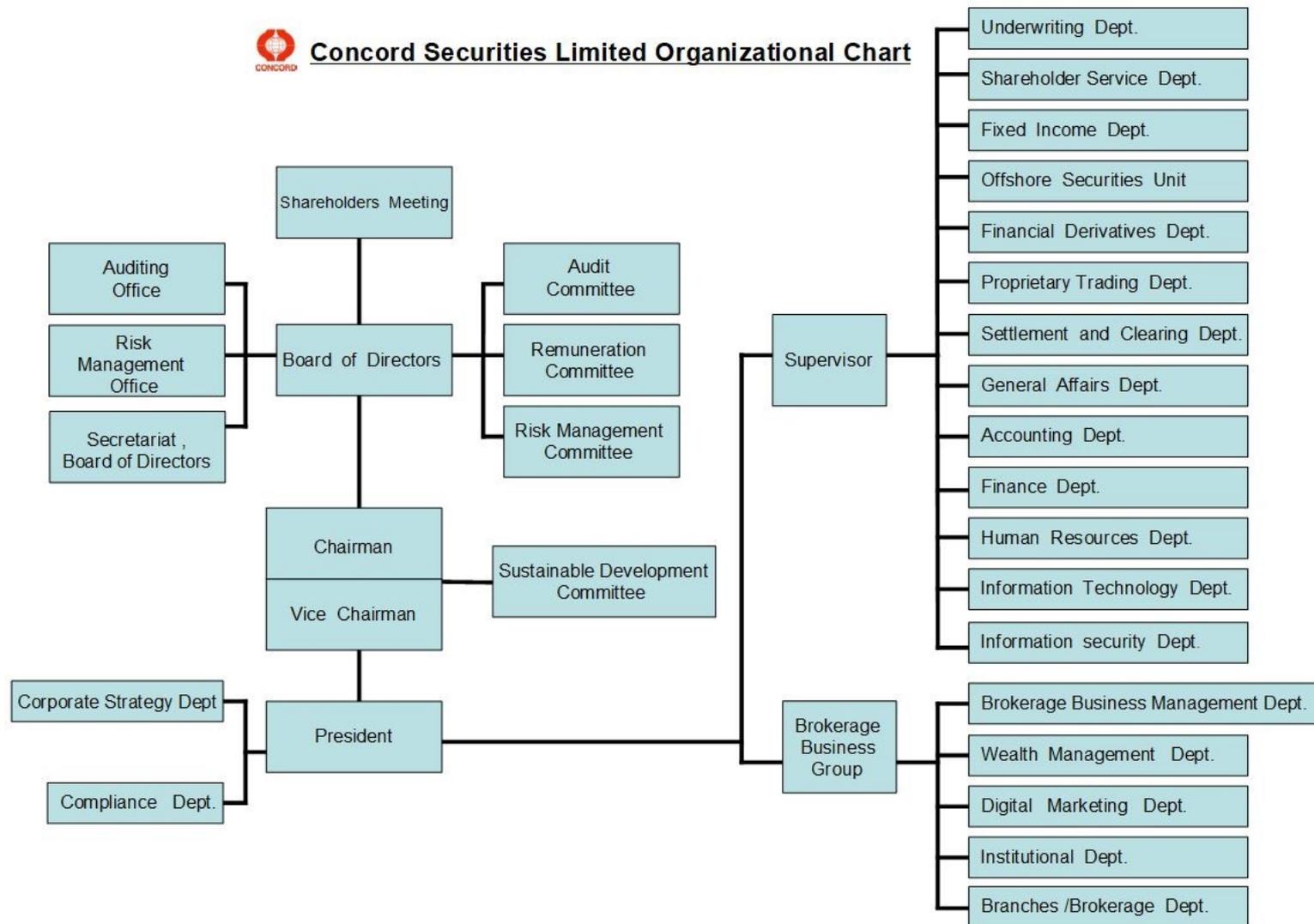
Concord Securities Group consists of the company and several subsidiaries including Concord Securities, Concord Futures, Concord Capital Management, Concord Insurance Agent, Concord Asset Management Services .



Organizational Chart



Concord Securities Limited 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



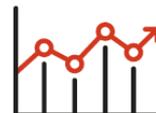
Fixed Income



Investment Banking



Futures



Brokerage



Government Bond

Business Performance

項目	2022	2023	2024 (Jun.)
Spot Market Share (%)	0.94%	0.99%	0.87%
Margin Trading Market Share (%)	2.0%	1.87%	1.83%
Futures IB Market Share (%)	0.30%	0.32%	0.32%
Electronic Trading Market Share (%)	0.69%	0.76%	0.68%
Government Bond Secondary Market Trading Market Share (%)	1.89%	2.33%	1.48%
Equity Warrant Issuance Deals	1,230	602	96
IPO+SPO Underwriting Deals	31	35	10
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.~Jun. 2024
Current Assets	33,503,764	29,268,209	33,955,233	41,441,946
Non-current Assets	5,885,084	6,578,818	6,359,780	6,375,291
Total Assets	39,388,848	35,847,027	40,315,013	47,817,237
Current Liabilities	29,632,811	26,887,347	30,099,486	36,918,757
Non-current Liabilities	826,057	1,061,909	1,287,332	1,242,408
Total Liabilities	30,458,868	27,949,256	31,386,818	38,161,165
Capital Stock	5,944,550	5,944,550	5,944,550	6,241,777
Additional Paid-In Capital	175,320	175,320	175,331	175,331
Retained Earnings	2,291,877	1,327,283	2,306,912	2,621,311
Other Equity	463,248	391,181	441,856	557,760
Equity Attributable to Owners of the Parent	8,874,995	7,838,334	8,868,649	9,596,179
Non-controlling Interest	54,985	59,437	59,546	59,893
Total Equity	8,929,980	7,897,771	8,928,195	9,656,072
Book Value per Share	14.93	13.19	14.92	Before XR 16.14 After XR 15.37

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

Changes in Consolidated Balance Sheet

2024Q2 vs 2023Q4

Assets Increase 7,502,224 thousand		Liabilities Increase 6,774,347 thousand	
Notes and accounts receivable	+3,115,581	Accounts payable	+ 2,724,463
Customer margin account	+1,783,359	Bank loan & Commercial paper	+ 2,468,925
Margin loans receivable	+1,179,090	Futures traders' equity	+ 1,736,147
FVPL	<u>+1,456,261</u>	Equity Increase 727,877 thousand	
-Equity investment	+ 1,753,577	Retained earnings	+ 314,399
-Bond investment	- 357,698	Common stock dividend distributable	
-Derivative products	+ 60,382		+ 297,227
FVOCI	<u>- 379,202</u>		
-Equity investment	+ 113,447		
-Bond investment	- 492,649		

Condensed Consolidated Statements of Comprehensive Income

(In thousands of NT\$, except EPS)

Item	2021	2022	2023	Jan.~Jun. 2024
Operating Revenue	4,298,845	2,056,778	3,424,191	2,502,220
Costs And Expenses	2,828,617	2,158,828	2,616,921	1,627,510
Operating Income (Loss)	1,470,228	(102,050)	807,270	874,710
Non-operating Income and Expenses	98,119	138,714	263,391	142,153
Profit (Loss) before Tax	1,568,347	36,664	1,070,661	1,016,863
Tax Expenses	178,245	180,364	66,394	15,971
Net Income (Loss)	1,390,102	(143,700)	1,004,267	1,000,892
Net Income (Loss) Attributed to Shareholders of the Parent Company	1,385,923	(148,735)	999,752	998,022
Earnings (Loss) Per Share	2.33	(0.25)	1.68	1.68

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Changes in Consolidated Statements of Comprehensive Income

2024Q2 vs 2023Q2

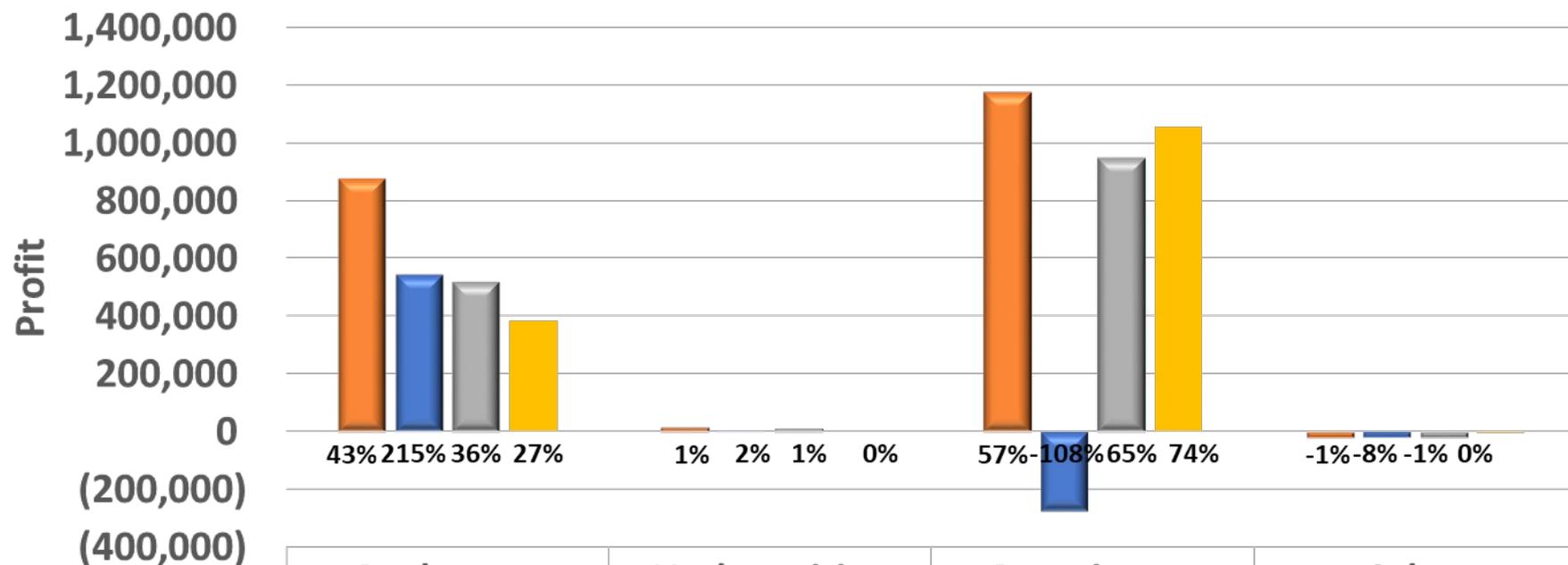
(In thousands of NT\$)

Items	2024Q2	2023Q2	Diff
Brokerage handling fee revenue	946,676	707,558	239,118
Gains on sale of operating securities, net	1,314,942	307,887	1,007,055
Gains on valuation of operating securities, net	798,943	1,085,119	(286,176)
Dividend income	82,632	811,606	(728,974)
Losses on derivative instruments - futures, net	(216,666)	(21,411)	(195,255)
Losses on derivative instruments - OTC, net	(536,129)	(563,951)	27,822
Other operating income	111,822	(28,626)	140,448
Total	2,502,220	2,298,182	204,038

Operating Performance by Major Business

(In thousands of NT\$)

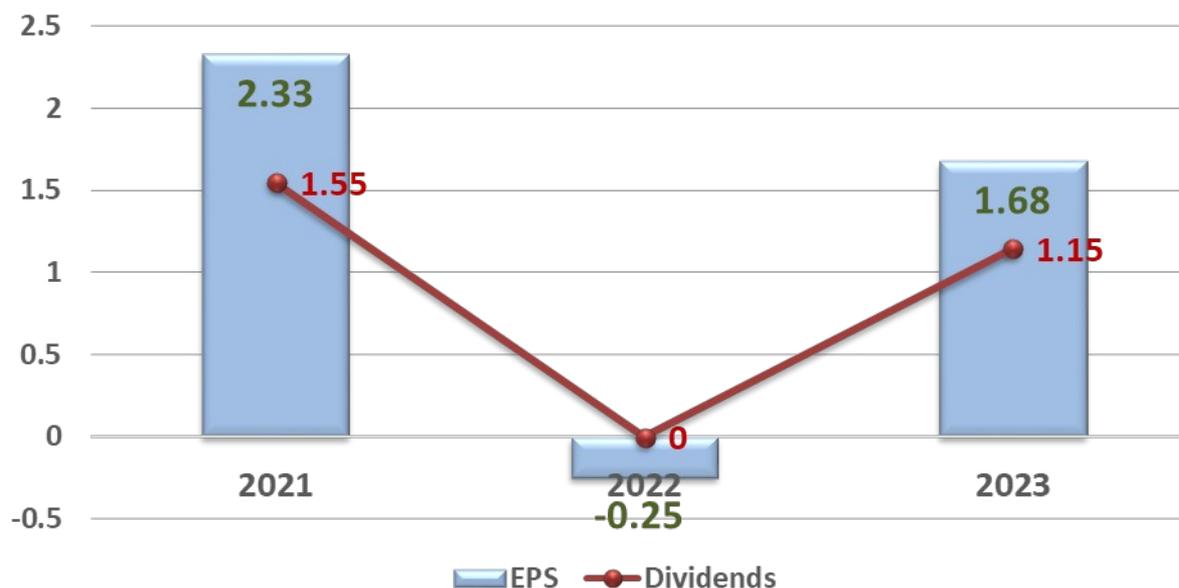
Consolidated Operating Profit



	Brokerage	Underwriting	Proprietary	Other
2021	878,435	17,048	1,177,167	(17,570)
2022	542,891	4,219	(273,645)	(21,206)
2023	517,430	10,596	947,262	(20,081)
Jan~Jun24	383,739	1,965	1,057,086	(6,018)

EPS & Dividend Distribution

(In thousands of NT\$, except EPS)



Item	2021	2022	2023
Net Income (Loss)	1,385,923	(148,735)	999,752
Dividends (Note 1)	921,405	-	683,623
Payout Ratio	66.52%	-	68.45%
Dividend yield (Note 2)	13.78%	-	7.40%

Note 1: Dividends in 2023 are NT\$386,396 thousand of cash dividends and NT\$ 297,227 thousand of stock dividends.

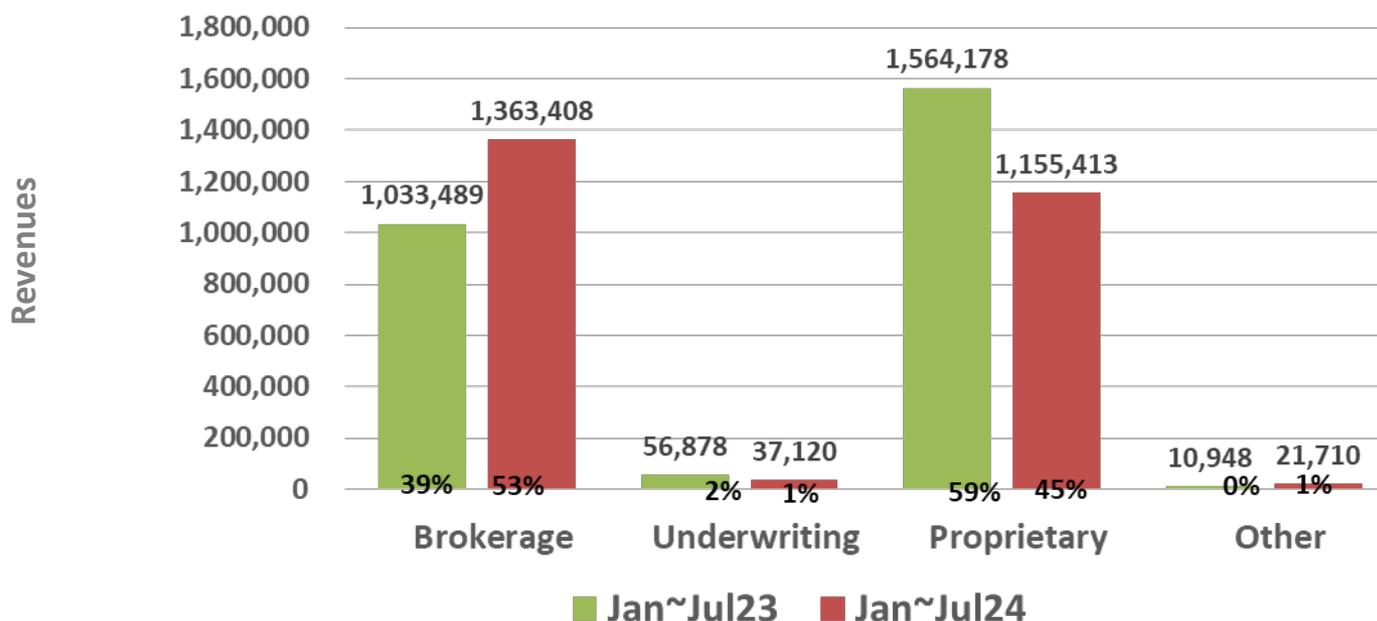
Note 2: Calculated by the closing price on the day before the ex-dividend trading date. The ex-dividend trading date in 2024 is dated on August 30, 2024, the calculated basis is based on the closing price on August 23, 2024.

Consolidated Operating Results

(In thousands of NT\$)

Item	2024/7	2023/7	Diff	Jan~Jul24	Jan~Jul23	Diff
Profit (Loss) before Tax	(77,989)	113,973	(191,962)	938,874	1,154,832	(215,958)
Net Income (Loss)	(145,827)	94,699	(240,526)	855,065	1,149,458	(294,393)
Earnings (Loss) Per Share	(0.25)	0.16	(0.41)	1.43	1.93	(0.50)

Consolidated Operating Revenues



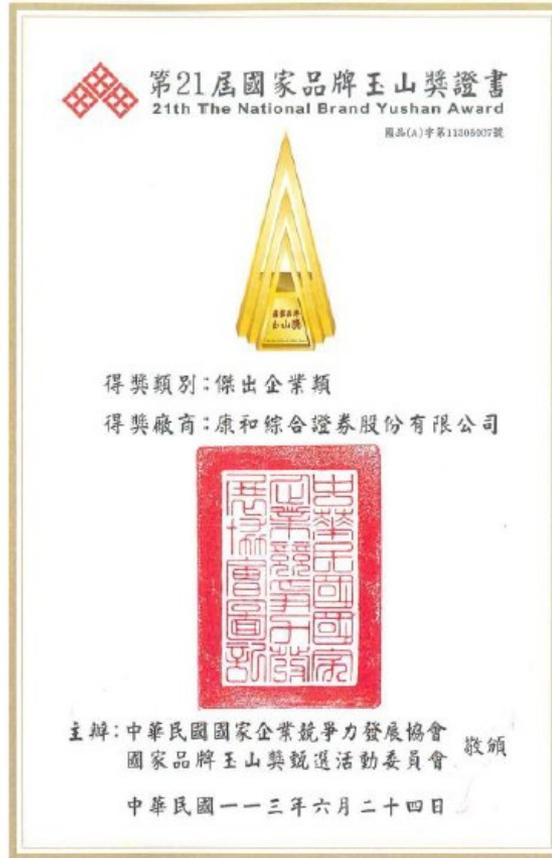
Awards and Recognition



■ 2024 June

Awarded the National Brand Yushan Award for "Outstanding Enterprise", "Outstanding Enterprise Leader" and "Best Popular Brand". Chairman Mr. David (Ta-Yu) Cheng won the "Outstanding Enterprise Leader".

Concord :



Awards and Recognition

■2024

Awarded the Best List of Institutional Investors' Due Diligence and Governance Information Disclosure in 2023 by TSE; the only OTC securities firm is on the list.



■2024

Won the "Best Digital Intelligence System" and "Best Video Marketing" at the 2024 Wealth Management Award of Wealth Magazine.

■2024

Won the "Best Intelligent Financial Management Award" in the non-financial holdings category of the "2024 Excellence in Securities Rating".



Awards and Recognition



Concord

- **2024** Awarded the National Brand Yushan Award for "Outstanding Enterprise", "Outstanding Enterprise Leader" and "Best Popular Brand". Chairman Mr. David (Ta-Yu) Cheng won the "Outstanding Enterprise Leader".
- **2024** Won the "Best Digital Intelligence System" and "Best Video Marketing" at the 2024 Wealth Management Award of Wealth Magazine.
- **2024** Won the "Best Intelligent Financial Management Award" in the non-financial holdings category of the "2024 Excellence in Securities Rating".
- **2024** Awarded the "Best List of Institutional Investors' Due Diligence and Governance Information Disclosure in 2023" by TSE; the only OTC securities firm is on the list.
- **2023** Awarded the Top 10% of Best Companies in Sustainability Report Disclosure Regarding to Occupational Health and Safety Indicators Initiative by the Occupational Safety and Health Administration of the Ministry of Labor.
- **2023** Awarded the "Happy Enterprise Gold Award" again, with a high-quality working environment and perfect benefits to create a happy and healthy workplace.
- **2023** Won the "2023 Sports Enterprise Certification" organized by the Sports Administration of the Ministry of Education.

Awards and Recognition



Concord

- **2023** Won the "Innovation Platform Award" at the China Times Financial Services Evaluation Awards. ◦
- **2023** Announced the results of the 2022 corporate governance evaluation, and Concord was granted as a company among 6% to 20% of OTC companies.
- **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 and OTC.
- **2022** Won the "Best Corporate Social Responsibility Award" and "Best Digital Financial Service Award" .
- **2021** Concord CSR report obtained the verification of the British Standards Institution (BSI) for the first time.

Q&A



Concord Securities Co. Ltd.