



Concord Securities Co. LTD. (6016 TT)

December 2024

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Concord Securities

Established in 1990

Stock Code 6016

Capital(Bn) 6.242

Net worth (Bn) 9.653

**Net Worth Per
Share (NTD) 15.46**

Employees 638

Branches 15

Data dated until Sep.30th, 2024



Group Overview

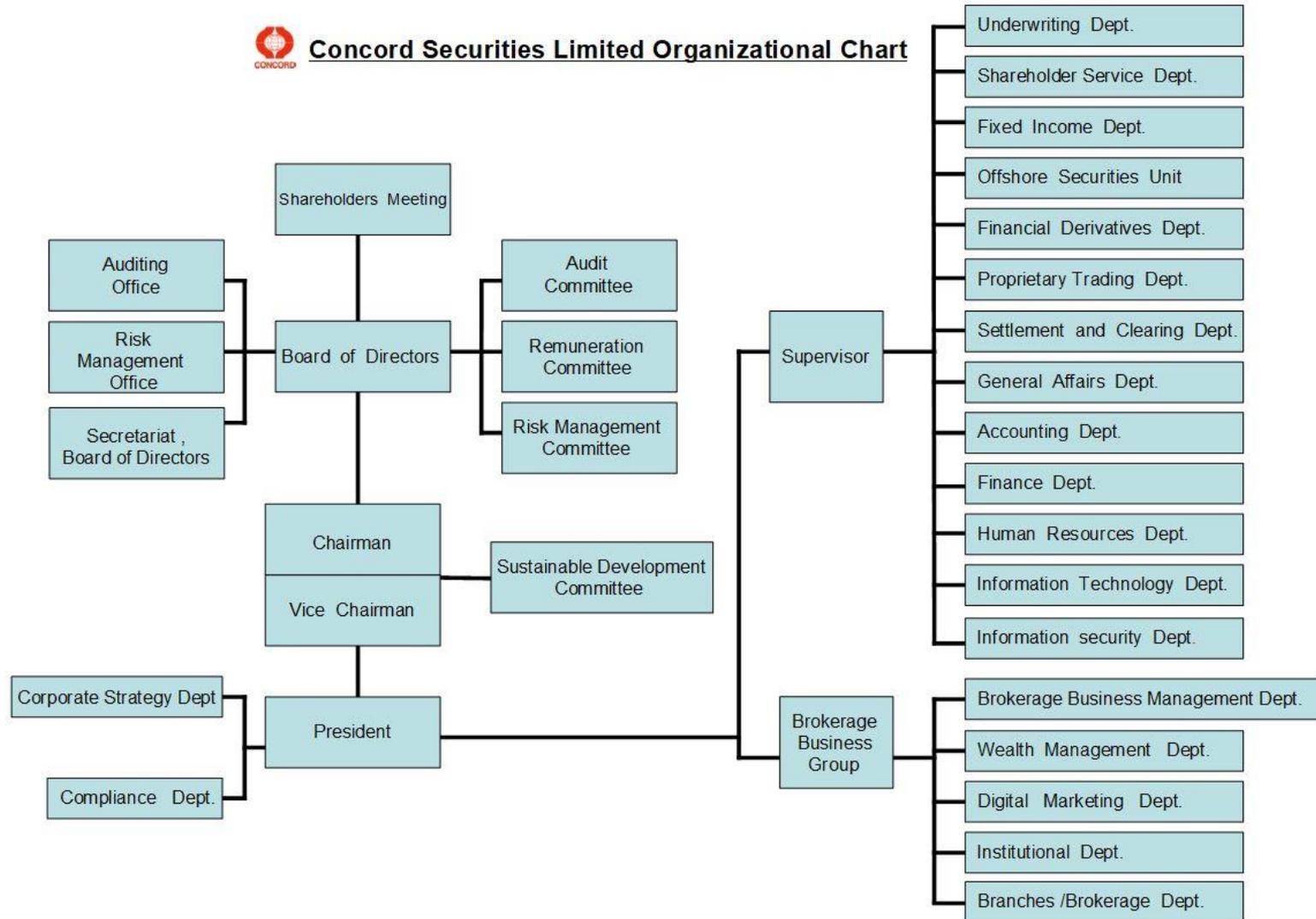
Concord Securities Group consists of the company and several subsidiaries including Concord Securities, Concord Futures, Concord Capital Management, Concord Insurance Agent, Concord Asset Management Services .



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



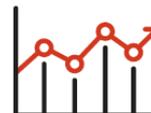
Fixed Income



Investment Banking



Futures



Brokerage



Government Bond

Business Performance

項目	2022	2023	2024 (Sep.)
Spot Market Share (%)	0.94%	0.99%	0.87%
Margin Trading Market Share (%)	2.0%	1.87%	1.82%
Futures IB Market Share (%)	0.30%	0.32%	0.32%
Electronic Trading Market Share (%)	0.69%	0.76%	0.70%
Government Bond Secondary Market Trading Market Share (%)	1.89%	2.33%	1.17%
Equity Warrant Issuance Deals	1,230	602	102
IPO+SPO Underwriting Deals	31	35	16
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	2021	2022	2023	Jan.~Sep. 2024
Current Assets	33,503,764	29,268,209	33,955,233	40,120,558
Non-current Assets	5,885,084	6,578,818	6,359,780	6,786,022
Total Assets	39,388,848	35,847,027	40,315,013	46,906,580
Current Liabilities	29,632,811	26,887,347	30,099,486	36,145,849
Non-current Liabilities	826,057	1,061,909	1,287,332	1,046,156
Total Liabilities	30,458,868	27,949,256	31,386,818	37,192,005
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	2,534,540
Other Equity	463,248	391,181	441,856	701,680
Equity Attributable to Owners of the Parent	8,874,995	7,838,334	8,868,649	9,653,328
Non-controlling Interest	54,985	59,437	59,546	61,247
Total Equity	8,929,980	7,897,771	8,928,195	9,714,575
Book Value per Share	14.93	13.19	14.92	15.47

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

Changes in Consolidated Balance Sheet

2024Q3 vs 2023Q4

Assets Increase 6,591,567 thousand		Liabilities Increase 5,805,187 thousand	
Customer margin account	+2,403,385	Futures traders' equity	+ 2,355,474
Notes and accounts receivable	+1,859,374	Accounts payable	+ 2,193,039
Margin loans receivable	+1,056,499	Bank loan & Commercial paper	+ 1,747,681
FVPL	+1,251,151	Equity Increase 786,380 thousand	
-Equity investment	+ 1,268,082	Common stock	+ 297,227
-Bond investment	+ 72,364	Retained earnings	+ 227,628
-Derivative products	- 89,295		
FVOCI	+ 160,009		
-Equity investment	+ 229,219		
-Bond investment	- 69,210		

Condensed Consolidated Statements of Comprehensive Income

(In thousands of NT\$, except EPS)

Item	2021	2022	2023	Jan.~Sep. 2024
Operating Revenue	4,298,845	2,056,778	3,424,191	3,061,076
Costs And Expenses	2,828,617	2,158,828	2,616,921	2,275,146
Operating Income (Loss)	1,470,228	(102,050)	807,270	785,930
Non-operating Income and Expenses	98,119	138,714	263,391	245,027
Profit before Tax	1,568,347	36,664	1,070,661	1,030,957
Tax Expenses	178,245	180,364	66,394	115,304
Net Income (Loss)	1,390,102	(143,700)	1,004,267	915,653
Net Income (Loss) Attributed to Shareholders of the Parent Company	1,385,923	(148,735)	999,752	911,251
Earnings (Loss) Per Share	2.33	(0.25)	1.68	1.46

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Changes in Consolidated Statements of Comprehensive Income

2024Q3 vs 2023Q3

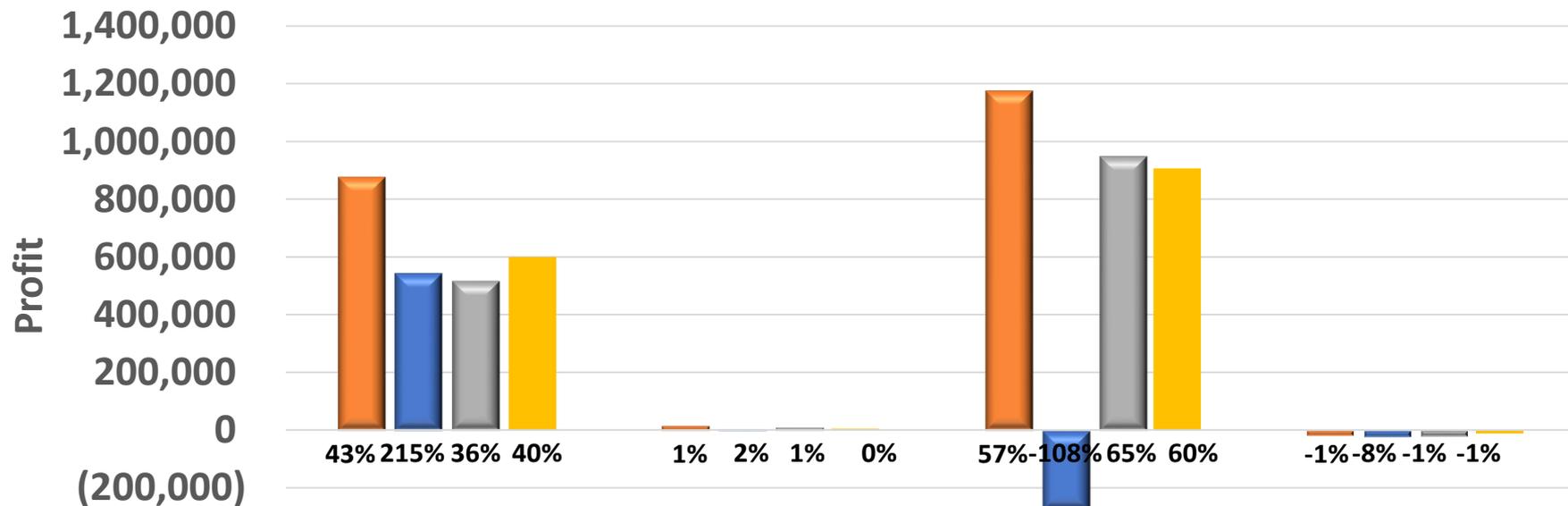
(In thousands of NT\$)

Items	2024Q3	2023Q3	Diff
Brokerage handling fee revenue	1,434,005	1,143,906	290,099
Gains on sale of operating securities, net	1,529,332	78,916	1,450,416
Gains on valuation of operating securities, net	149,724	426,548	(276,824)
Dividend income	173,574	1,626,945	(1,453,371)
Losses on derivative instruments - futures, net	(218,836)	(105,767)	(113,069)
Losses on derivative instruments - OTC, net	(276,381)	(508,366)	231,985
Other operating income	269,658	211,933	57,725
Total	3,061,076	2,874,115	186,961

Operating Performance by Major Business

(In thousands of NT\$)

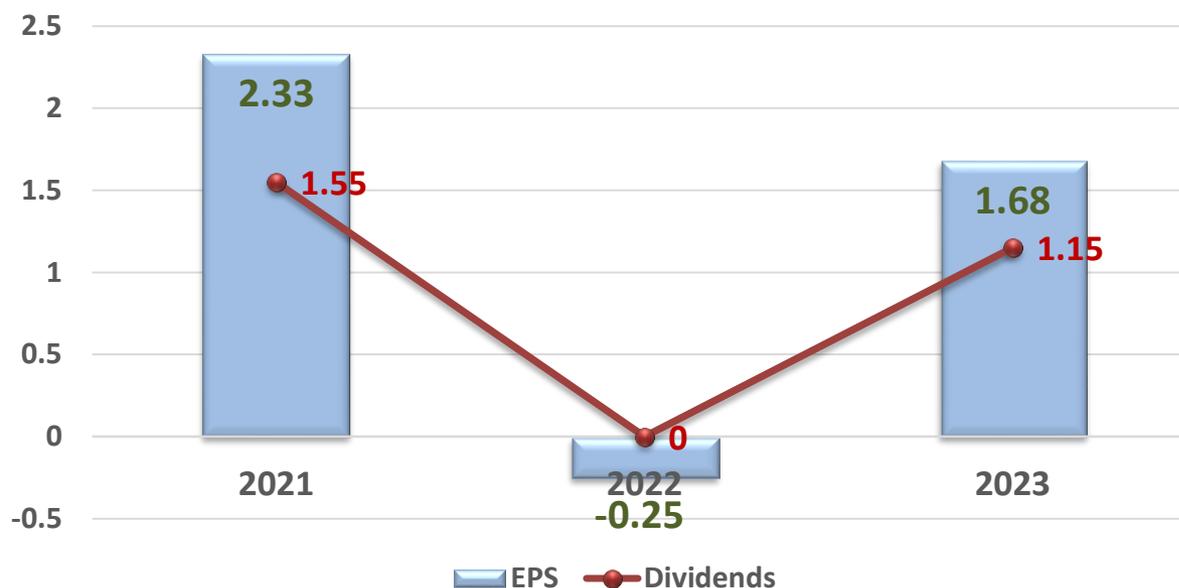
Consolidated Operating Profit



	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~Sep24	599,602	5,493	906,402	(11,373)

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%	-	7.47%

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

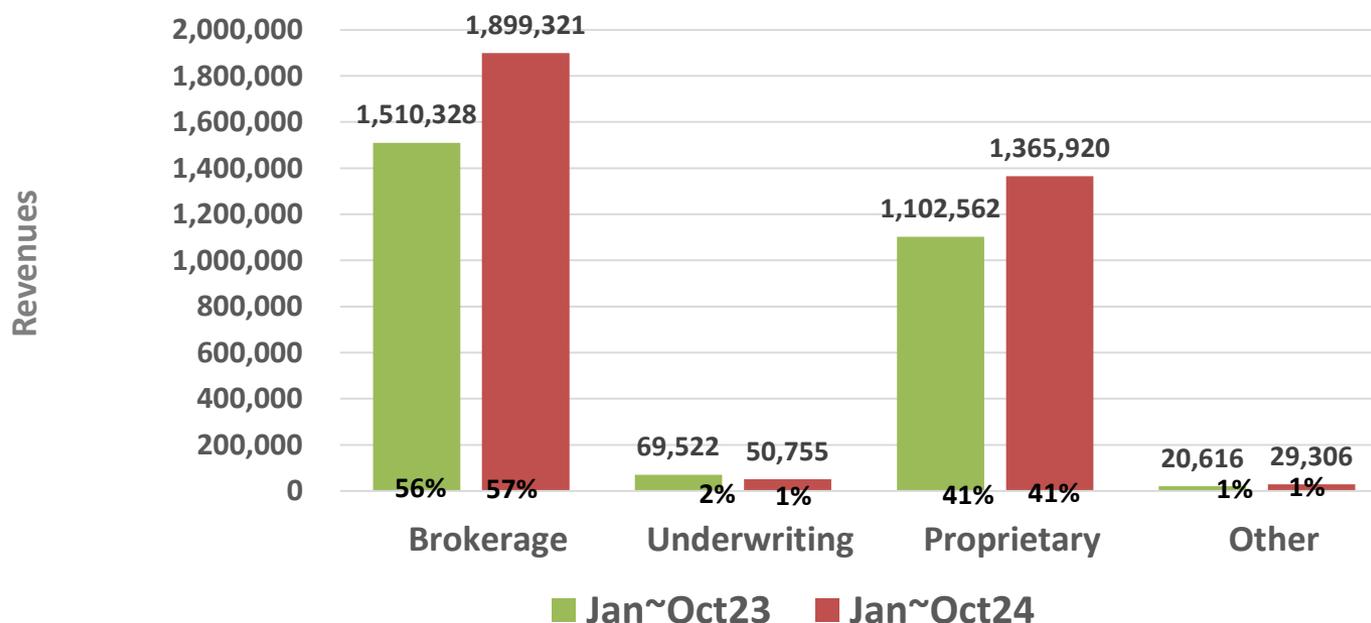
Note 2: Calculated by the closing price on the day before the ex-dividend trading date.

Consolidated Operating Results

(In thousands of NT\$)

Item	2024/10	2023/10	Diff	Jan~Oct24	Jan~Oct23	Diff
Profit (Loss) before Tax	81,120	(266,945)	348,065	1,112,077	782,730	329,347
Net Income (Loss)	53,603	(297,717)	351,320	969,256	698,003	271,253
Earnings (Loss) Per Share	0.09	(0.50)	0.59	1.55	1.17	0.38

Consolidated Operating Revenues



Awards and Recognition

■2024 Oct.

Awarded the National Brand Yushan Award for "National First Prize of Outstanding Enterprise Category", is the highest honor and first non-financial holding securities firm to win the award.



■2024 Oct.

Granted ISO 27001:2022 Version transition, aligned with new international security standards, and built a safe financial technology innovation environment.

■2024 Sep.

Awarded the first place in the "Best Marketing Innovation Award" of the wealth management banking and securities evaluation by BusinessToday Magazine.



Awards and Recognition



Concord

- **2024** Awarded the National Brand Yushan Award for "National First Prize of Outstanding Enterprise Category", is the highest honor and first non-financial holding securities firm to win the award.
- **2024** Granted ISO 27001:2022 Version transition, aligned with new international security standards, and built a safe financial technology innovation environment.
- **2024** Awarded the first place in the "Best Marketing Innovation Award" of the wealth management banking and securities evaluation by BusinessToday Magazine.
- **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.

Awards and Recognition



Concord

- **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.
- **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 and OTC.

Q&A



Concord Securities Co. Ltd.