| Final Amount for Last Year |  | Account |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Amount | \% |  | Budget Amount |  |
|  |  |  | Amount | \% |
| 2,668,554,070,931 | 100 Operating revenues |  | 2,513,080,020,000 | 100 |
| 1,732,877,346,401 | 64.94 | Sales revenues | 1,682,274,318,000 | 66.94 |
| 61,940,892,638 | 2.32 | Service revenues | 65,724,358,000 | 2.62 |
| 799,032,247,053 | 29.94 | Banking/Insurance revenues | 704,914,272,000 | 28.05 |
| 5,512,259,030 | 0.21 | Share of profit of associates and joint ventures accounted for using equity method | 3,241,111,000 | 0.13 |
| 69,191,325,809 | 2.59 | Other operating revenues | 56,925,961,000 | 2.27 |
| 2,254,363,730,008 | 84.48 | Operating costs | 2,142,744,945,000 | 85.26 |
| 1,669,313,706,416 | 62.55 | Costs of sales | 1,578,059,092,000 | 62.79 |
| 79,726,872,780 | 2.99 | Costs of services | 79,240,244,000 | 3.15 |
| 484,269,164,207 | 18.15 | Banking/Insurance costs | 460,670,923,000 | 18.33 |
|  |  | Share of profit of associates and joint ventures accounted for using equity method |  |  |
| 21,053,986,605 | 0.79 | Other operating costs | 24,774,686,000 | 0.99 |
| 414,190,340,923 | 15.52 | Gross profits(loss) from operations | 370,335,075,000 | 14.74 |
| 131,479,359,349 | 4.93 | Operating expenses | 134,199,318,000 | 5.34 |
| 30,839,691,859 | 1.16 | Selling expenses | 34,895,365,000 | 1.39 |
| 73,749,345,493 | 2.76 | Agency expenses | 70,496,944,000 | 2.81 |
| 18,504,617,945 | 0.69 | Administrative expenses | 18,196,921,000 | 0.72 |
| 8,385,704,053 | 0.31 | Other operating expenses | 10,610,088,000 | 0.42 |
| 282,710,981,574 | 10.59 | Operating income(loss) | 236,135,757,000 | 9.40 |
| 31,990,698,941 | 1.20 | Non-operating income | 24,891,275,000 | 0.99 |
|  |  | Financial expenses |  |  |
| 1,265,903,667 | 0.05 | Share of profit of associates and joint ventures accounted for using equity method | 1,089,404,000 | 0.04 |
| 30,724,795,274 | 1.15 | Other non-operating income | 23,801,871,000 | 0.95 |
| 85,143,429,600 | 3.19 | Non-operating expenses | 50,764,196,000 | 2.02 |
| 21,241,214,833 | 0.80 | Financial expenses | 25,382,744,000 | 1.01 |
| 4,994,048 |  | Share of profit of associates and joint ventures accounted for using equity method | 555,000 | - |
| 63,897,220,719 | 2.39 | Other non-operating expenses | 25,380,897,000 | 1.01 |
| -53,152,730,659 | -1.99 | Non-operating income(loss) | -25,872,921,000 | -1.03 |
| 229,558,250,915 | 8.60 | Profit (loss) before tax | 210,262,836,000 | 8.37 |
| 1,443,393,580 | 0.05 | Income tax expense (benefit) | 10,047,915,000 | 0.40 |
| 228,114,857,335 | 8.55 | Profit (loss) from continuing operations | 200,214,921,000 | 7.97 |
|  |  | Profit (loss) from discontinued operations |  |  |
| 228,114,857,335 | 8.55 | Profit (loss) | 200,214,921,000 | 7.97 |
|  |  | Profit (loss) |  |  |
| $228,113,780,325$$1,077,010$ |  | Shareholders of the parent company | 200,208,523,000 |  |
|  |  | Non-controlling interest | 6,398,000 |  |

## Agencies (Enterprise Division) - Income

Unit: NTD

| This year |  |  |  |
| :---: | :---: | :---: | :---: |
| Original Amount | Adjustment Amount | Final Amount |  |
|  |  | Amount | \% |
| 3,226,433,055,374 | -152,829,238 | 3,226,280,226,136 | 100 |
| 2,090,326,106,700 |  | 2,090,326,106,700 | 64.79 |
| 62,765,794,799 | 5,897,475 | 62,771,692,274 | 1.95 |
| 992,127,895,040 | -186,666,083 | 991,941,228,957 | 30.75 |
| 5,218,833,899 |  | 5,218,833,899 | 0.16 |
| 75,994,424,936 | 27,939,370 | 76,022,364,306 | 2.36 |
| 3,275,982,276,132 | 2,796,616,057 | 3,278,778,892,189 | 101.63 |
| 2,501,583,302,870 | 227,668,918 | 2,501,810,971,788 | 77.54 |
| 86,316,232,556 | -137,013 | 86,316,095,543 | 2.68 |
| 667,521,392,743 | -179,502,627 | 667,341,890,116 | 20.68 |
| 20,561,347,963 | 2,748,586,779 | 23,309,934,742 | 0.72 |
| -49,549,220,758 | -2,949,445,295 | -52,498,666,053 | -1.63 |
| 134,416,880,130 | -2,025,205 | 134,414,854,925 | 4.17 |
| 32,095,618,588 |  | 32,095,618,588 | 0.99 |
| 74,879,658,198 | -2,019,429 | 74,877,638,769 | 2.32 |
| 18,646,853,086 | -5,776 | 18,646,847,310 | 0.58 |
| 8,794,750,258 |  | 8,794,750,258 | 0.27 |
| -183,966,100,888 | -2,947,420,090 | -186,913,520,978 | -5.79 |
| 94,551,532,085 | -1,131,887,916 | 93,419,644,169 | 2.90 |
| 779,000 |  | 779,000 |  |
| 1,491,338,495 | 105,878,291 | 1,597,216,786 | 0.05 |
| 93,059,414,590 | -1,237,766,207 | 91,821,648,383 | 2.85 |
| 75,364,342,355 | -223,209,860 | 75,141,132,495 | 2.33 |
| 27,238,430,293 | -57,195 | 27,238,373,098 | 0.84 |
| 631,991,645 | 12,418,203 | 644,409,848 | 0.02 |
| 47,493,920,417 | -235,570,868 | 47,258,349,549 | 1.46 |
| 19,187,189,729 | -908,678,056 | 18,278,511,673 | 0.57 |
| -164,778,911,159 | -3,856,098,146 | -168,635,009,305 | -5.23 |
| -26,985,466,820 | -566,039 | -26,986,032,859 | -0.84 |
| -137,793,444,339 | -3,855,532,107 | -141,648,976,446 | -4.39 |
| -137,793,444,339 | -3,855,532,107 | -141,648,976,446 | -4.39 |
| -137,800,070,062 | -3,847,278,767 | -141,647,348,829 |  |
| 6,625,723 | -8,253,340 | -1,627,617 |  |

