| Final Amount for Last Year |  | Account |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Amount | \% |  | Budget Amount |  |
|  |  |  | Amount | \% |
| 3,045,250,238,142 | 100 Operating revenues |  | 2,556,087,208,000 | 100 |
| 1,827,513,758,094 | 60.012.47 | Sales revenues | 1,498,768,275,000 | 58.64 |
| 75,120,266,042 |  | Service revenues | 75,057,573,000 | 2.94 |
| 1,063,886,085,481 | 2.47 34.94 | Banking/Insurance revenues | 907,558,507,000 | 35.51 |
| 4,820,343,602 | 0.16 | Share of profit of associates and joint ventures accounted for using equity method | 3,124,885,000 | 0.12 |
| 73,909,784,923 | 2.43 | Other operating revenues | 71,577,968,000 | 2.80 |
| 2,585,594,336,778 | 84.91 Operating costs |  | 2,173,814,300,000 | 85.04 |
| 1,736,665,412,082 | 57.03 | Costs of sales | 1,406,130,385,000 | 55.01 |
| 74,074,004,336 | 2.43 | Costs of services | 78,409,956,000 | 3.07 |
| 747,708,461,992 | 24.55 | Banking/Insurance costs | 665,740,840,000 | 26.05 |
|  |  | Share of profit of associates and joint ventures accounted for using equity method |  |  |
| 27,146,458,368 | 0.89 | Other operating costs | 23,533,119,000 | 0.92 |
| 459,655,901,364 | 15.09 Gross profits(loss) from operations |  | 382,272,908,000 | 14.96 |
| 126,891,694,910 | 4.17 Operating expenses |  | 135,043,183,000 | 5.28 |
| 35,673,548,797 | 1.17 | Selling expenses | 38,119,833,000 | 1.49 |
| 66,981,339,250 | 2.20 | Agency expenses | 71,123,206,000 | 2.78 |
| 16,370,452,458 | 0.54 | Administrative expenses | 17,741,959,000 | 0.69 |
| 7,866,354,405 | 0.26 | Other operating expenses | 8,058,185,000 | 0.32 |
| 332,764,206,454 | 10.93 Operating income(loss) |  | 247,229,725,000 | 9.67 |
| 62,718,036,891 | 2.06 Non-operating income |  | 24,353,574,000 | 0.95 |
|  |  |  |  |  |
| 1,166,555,889 | 0.04 | Share of profit of associates and joint ventures accounted for using equity method | 1,042,936,000 | 0.04 |
| 61,551,481,002 | 2.02 | Other non-operating income | 23,310,638,000 | 0.91 |
| 54,548,064,285 | 1.79 | Non-operating expenses | 54,342,285,000 | 2.13 |
| 24,865,095,512 | 0.82 | Financial expenses | 26,719,304,000 | 1.05 |
|  |  | Share of profit of associates and joint ventures accounted for using equity method |  |  |
| 29,682,968,773 | 0.97 | Other non-operating expenses | 27,622,981,000 | 1.08 |
| 8,169,972,606 | 0.27 Non-operating income(loss) |  | -29,988,711,000 | 1.17 |
| 340,934,179,061 | 11.20 Profit (loss) before tax |  | 217,241,014,000 | 8.50 |
| 15,771,010,637 | 0.52 Income tax expense (benefit) |  | 11,526,177,000 | 0.45 |
| 325,163,168,424 | 10.68 Profit (loss) from continuing operations |  | 205,714,837,000 | 8.05 |
| -673,679,931 | 0.02 Profit (loss) from discontinued operations |  |  |  |
| 324,489,488,493 | 10.66 | Profit (loss) | 205,714,837,000 | 8.05 |
|  |  | Profit (loss) |  |  |
| 324,483,942,924 |  | Shareholders of the parent company | 205,707,955,000 |  |
| 5,545,569 |  | Non-controlling interest | 6,882,000 |  |

Agencies (Enterprise Division) - Income
Unit : NTD

| This year |  |  |  |
| :---: | :---: | :---: | :---: |
| Original Amount | Adjustment Amount | Final Amount |  |
|  |  | Amount | \% |
| 2,626,874,455,728 | 4,649,672,159 | 2,631,524,127,887 | 100 |
| 1,532,981,046,018 |  | 1,532,981,046,018 | 58.25 |
| 66,362,212,157 |  | 66,362,212,157 | 2.52 |
| 961,565,250,412 | 580,421,796 | 962,145,672,208 | 36.56 |
| 2,774,734,135 |  | 2,774,734,135 | 0.11 |
| 63,191,213,007 | 4,069,250,363 | 67,260,463,370 | 2.56 |
| 2,188,022,957,291 | 23,544,470,600 | 2,211,567,427,891 | 84.04 |
| 1,437,671,628,952 | -605,770,978 | 1,437,065,857,974 | 54.61 |
| 78,747,998,354 | -151,664,886 | 78,596,333,468 | 2.99 |
| 652,197,217,552 | 582,164,979 | 652,779,382,531 | 24.81 |
| 19,406,112,433 | 23,719,741,485 | 43,125,853,918 | 1.64 |
| 438,851,498,437 | -18,894,798,441 | 419,956,699,996 | 15.96 |
| 121,528,923,856 | -407,743,802 | 121,121,180,054 | 4.60 |
| 31,180,503,567 | -277,038,336 | 30,903,465,231 | 1.17 |
| 66,851,213,551 | -204,813 | 66,851,008,738 | 2.54 |
| 16,564,805,057 | -14,282,066 | 16,550,522,991 | 0.63 |
| 6,932,401,681 | -116,218,587 | 6,816,183,094 | 0.26 |
| 317,322,574,581 | -18,487,054,639 | 298,835,519,942 | 11.36 |
| 37,043,076,753 | -2,600,403,784 | 34,442,672,969 | 1.31 |
| 1,095,208,177 | -25,285,193 | 1,069,922,984 | 0.04 |
| 35,947,868,576 | $-2,575,118,591$ | 33,372,749,985 | 1.27 |
| 76,066,385,794 | -9,860,776,696 | 66,205,609,098 | 2.52 |
| 23,080,513,720 |  | 23,080,513,720 | 0.88 |
| 5,370,799 | -5,370,799 |  |  |
| 52,980,501,275 | -9,855,405,897 | 43,125,095,378 | 1.64 |
| -39,023,309,042 | 7,260,372,912 | -31,762,936,130 | 1.21 |
| 278,299,265,540 | -11,226,681,727 | 267,072,583,813 | 10.15 |
| 9,800,103,420 | -315,824,452 | 9,484,278,968 | 0.36 |
| 268,499,162,120 | -10,910,857,275 | 257,588,304,845 | 9.79 |
| 268,499,162,120 | -10,910,857,275 | 257,588,304,845 | 9.79 |
| 15,122,399,777 | -456,109 |  |  |
| 15,119,763,537 | -376,396 | 257,585,748,318 |  |
| 2,636,240 | -79,713 | 2,556,527 |  |

