111 Consolidated Table for Subsidiary Agencies (Enterprise Division) - Income
Unit : NTD

| Final Amount for Last Year |  | Account | This year |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amount | \% |  | Final Amount |  | Budget Amont |  | $\left\{\begin{array}{l} \text { Difference } \\ \text { between } \\ \text { this and } \\ \text { last vear } \mathcal{O} \end{array}\right.$ |
|  |  |  | Amount | \% | Amount | \% |  |
|  |  |  |  |  |  |  |  |
| 1,697,470,441,362.84 | 59.33 | Sales revenues | 1,843,948,172,988.90 | 60.64 | 1,667,147,003,000.00 | 62.15 | 10.61 |
| 70,907,984,574.20 | 2.48 | Service revenues | 74,568,929,504.69 | 2.45 | 72,000,577,000.00 | 2.68 | 3.57 |
| 1,023,336,825,923.47 | 35.77 | Banking/Insurance revenues | 1,047,844,368,948.01 | 34.46 | 868,879,455,000.00 | 32.39 | 20.60 |
| 3,778,237,722.52 | 0.13 | Share of profit of associates and joint ventures accounted for using equity method | 3,981,138,930.29 | 0.13 | 3,071,176,000.00 | 0.11 | 29.63 |
| 65,534,223,389.54 | 2.29 | Other operating revenues | 70,372,274,175.00 | 2.31 | 71,508,170,000.00 | 2.67 | 1.59 |
| 2,353,518,381,618.20 82.26 Operating costs |  |  | 2,571,115,432,504.49 | 84.56 | 2,291,207,937,000.00 | 85.41 | 12.22 |
| $\text { 1,546,839,323,164.57 } 54.07$ |  | Costs of sales | 1,742,802,493,922.88 | 57.32 | 1,560,967,059,000.00 | 58.19 | 11.65 |
| 73,181,894,350.72 2.56 |  | Costs of services | 73,599,728,170.74 | 2.42 | 74,000,101,000.00 | 2.76 | 0.54 |
| 702,965,127,935.98 24.57 |  | Banking/Insurance costs Share of profit of associates and joint ventures accounted for using equity method | 734,096,797,401.33 | 24.14 | 632,645,588,000.00 | 23.58 | 16.04 |
| 30,532,036,166.93 | 1.07 | Other operating costs | 20,616,413,009.54 | 0.68 | 23,595,189,000.00 | 0.88 | 12.62 |
| 507,509,331,354.37 | 17.74 | Gross profits(loss) from operations | 469,599,452,042.40 | 15.44 | 391,398,444,000.00 | 14.59 | 19.98 |
| 119,874,076,549.59 | 4.19 | Operating expenses | 126,231,288,434.92 | 4.15 | 130,807,439,000.00 | 4.88 | 3.50 |
| 31,133,801,815.69 | 1.09 | Selling expenses | 34,498,447,435.37 | 1.13 | 36,083,179,000.00 | 1.35 | 4.39 |
| 65,423,414,638.30 | 2.29 | Agency expenses | 67,456,907,485.61 | 2.22 | 69,158,158,000.00 | 2.58 | 2.46 |
| 15,907,369,108.44 | 0.56 | Administrative expenses | 16,547,422,332.33 | 0.54 | 16,901,558,000.00 | 0.63 | 2.10 |
| 7,409,490,987.16 | 0.26 | Other operating expenses | 7,728,511,181.61 | 0.25 | 8,664,544,000.00 | 0.32 | 10.80 |
| 387,635,254,804.78 | 13.55 | Operating income(loss) | 343,368,163,607.48 | 11.29 | 260,591,005,000.00 | 9.71 | 31.77 |
| 32,107,482,152.83 | 1.12 | Non-operating income | 79,311,526,562.00 | 2.61 | 18,836,389,000.00 | 0.70 | 321.05 |
|  |  | Financial expenses | 758,000.00 | - |  |  |  |
| 1,499,700,954.80 | $0.05$ | Share of profit of associates and joint ventures accounted for using equity method | 897,977,904.00 | 0.03 | 1,059,989,000.00 | 0.04 | 15.28 |
| 30,607,781,198.03 | 1.07 | Other non-operating income | 78,412,790,658.00 | 2.58 | 17,776,400,000.00 | 0.66 | 341.11 |
| 53,576,959,102.86 | 1.87 | Non-operating expenses | 61,589,822,120.35 | 2.03 | 55,773,331,000.00 | 2.08 | 10.43 |
| 23,268,773,465.00 | 0.81 | Financial expenses | 23,401,490,189.00 | 0.77 | 27,628,294,000.00 | 1.03 | 15.30 |
| 10,305,329.00 |  | Share of profit of associates and joint ventures accounted for using equity method | 244,222,524.00 | 0.01 | 29,091,000.00 |  | 739.51 |
| 30,297,880,308.86 | 1.06 | Other non-operating expenses | 37,944,109,407.35 | 1.25 | 28,115,946,000.00 | 1.05 | 34.96 |
| -21,469,476,950.03 | 0.75 | Non-operating income(loss) | 17,721,704,441.65 | 0.58 | -36,936,942,000.00 | 1.38 | 147.98 |
| $\begin{array}{r} 366,165,777,854.75 \\ 24,377,640,816.87 \end{array}$ | 12.80 | Profit (loss) before tax | 361,089,868,049.13 | 11.88 | 223,654,063,000.00 | 8.34 | 61.45 |
|  | 0.85 | Income tax expense (benefit) | 14,130,902,143.16 | 0.46 | 7,855,604,000.00 | 0.29 | 79.88 |
| 341,788,137,037.88 | $11.95$ | Profit (loss) from continuing operations | 346,958,965,905.97 | 11.41 | 215,798,459,000.00 | 8.04 | 60.78 |
|  |  | Profit (loss) from discontinued operations |  |  |  |  |  |
| 341,788,137,037.88 | 11.95 | Profit (loss) | 346,958,965,905.97 | 11.41 | 215,798,459,000.00 | 8.04 | 60.78 |
|  |  | Profit (loss) |  |  |  |  |  |
| $\begin{array}{r} 341,786,822,125.88 \\ 1,314,912.00 \end{array}$ |  | Shareholders of the Parent Company | 346,956,041,286.97 |  | 215,796,872,000.00 |  |  |
|  |  | Non-controlling Interest | 2,924,619.00 |  | 1,587,000.00 |  |  |

