



Concord International Securities Co., Ltd. Investor Conference

Stock Code:5864

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Agenda

1

Company Profile

2

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3

Operational outlook

1.1 Company Profile

Paid-in capital

NT\$2.668 billion as of June 2022.

Number of employees

209 people as of October 2022.

Locations in Taiwan
9 locations

Concord International Securities Co. Ltd.

Main services

Brokerage, Dealer
Underwriter, bonds
Futures Trading Assistance,
Securities trading financing (securities) business,
Borrowing or Lending Money in connection with Securities Business by Securities Firms

Date of establishment

November 1989

1.1 Milestones of the Company

November 1989 - the Company started its business, with a paid-in capital of NT\$1.4 billion, and its business items included brokerage, dealers and underwriting business of securities.

February 1995 - The first branch was established (Taipei Branch).

June 1999 - The e-securities department was established.

November 2007- Merged with Sun Rise Securities Co. Ltd.

April 2009 – the Company officially listed in the emerging stock market.

August 2010- Internet order AP System Just Win was officially launched.

April 2015 - Securities Trading Margin Purchase and Short Sale Operations by the Company.

April 2018 - the Company officially registered in the over-the-counter market.

June 2022 - the Company's paid-in capital increased to NT\$2.668 billion.

1.2 Branch offices

Tainan Head Office (established in November 1989)

Head office



No. 10, Ximen 3rd Road, Tainan City
(06)221-9777



1.2 Branch office locations

Tainan business locations: 4 (Jiali branch office was established in April 1996. Fuchien branch office was established in October 1996. Jinhua branch office was established in January 1997, Chongde branch office was established in November 1997.)

Fuchien branch



No. 141, Fuchien Road, Section 1,
Tainan

(06)213-5888

Jiali branch



3F., No. 351, Yenping Road, Jiali Dist.,
Tainan

(06)722-6666

Jinhua branch



B1, No. 172, Jinhua Road, Section 2,
Tainan

(06)261-9777

Chongde branch



No. 242, Hua Dong Road, Section 3,
Tainan

(06)289-9000

1.2 Branch office locations

Branch office locations in Taipei: 3 branches (Taipei Branch Office was established in Feb. 1995. Dongmen Branch Office was established in April 1997, and Nanjing Branch Office was established in September 1998.)

Taipei Branch



2/F, 96 Xinyi Road, Section 4, Taipei
(02)2700-6666

Dongmen Branch



2/F, 213 Xin Yi Road, Section 2, Taipei
(02)2351-6600

Nanking branch



4/F, 188 East Nanjing Road,
Section 5, Taipei
(02)2748-5558

1.2 Locations of Branch offices

Kaohsiung Office: 1
(established in July 1997).

Kaohsiung Branch



No. 83, Kwang Hua 1st Road, Kaoshiung

(07)225-9255

1.3 Major Core Business



Brokerage business characteristics

The Company currently has nine brokerage business locations in Taiwan and adopts a full range of localized services. With the spirit of local people serving local customers and kindly and familiarly cut into the service of customers in many fields.

Credit transaction (financing, securities lending) business features

Provide customers with more flexible and short-term investment tools, active funds and securities sources.

Securities business loan payment characteristics

Solve the use of stock assets on the account of customers due to temporary shortage of funds. Using inventory stocks as collateral, it is more mobile than credit loans.

Business characteristics of underwriting department

With the goal of providing professional financial services to businesses to act as a good intermediary and supplier in the market value chain and to enhance operational value.

Business characteristics of self-employed and bond departments

The team obtains various data and observes market volatility information through computer assistance to determine the trend the stock market in order to achieve the department's growth goals.

2.1 Condensed Balance Sheet

Item	2020	2021	2022 Q3
Current Assets	4,946,891	6,690,528	4,109,034
Non-Current Assets	1,517,759	1,706,814	1,554,895
Total Assets	6,464,650	8,397,342	5,663,929
Current Liabilities	2,404,833	3,621,705	1,462,221
Non-current Liabilities	86,087	50,469	45,021
Total Liabilities	2,490,920	3,672,174	1,507,242
Capital	2,374,904	2,517,398	2,668,442
Capital Surplus	119,608	119,609	119,609
Retained Earnings	1,412,631	1,815,957	1,238,840
Other Equalities	66,587	272,204	129,796
Total Equalities	3,973,730	4,725,168	4,097,772
EPS (NT\$)	16.73	18.77	15.35

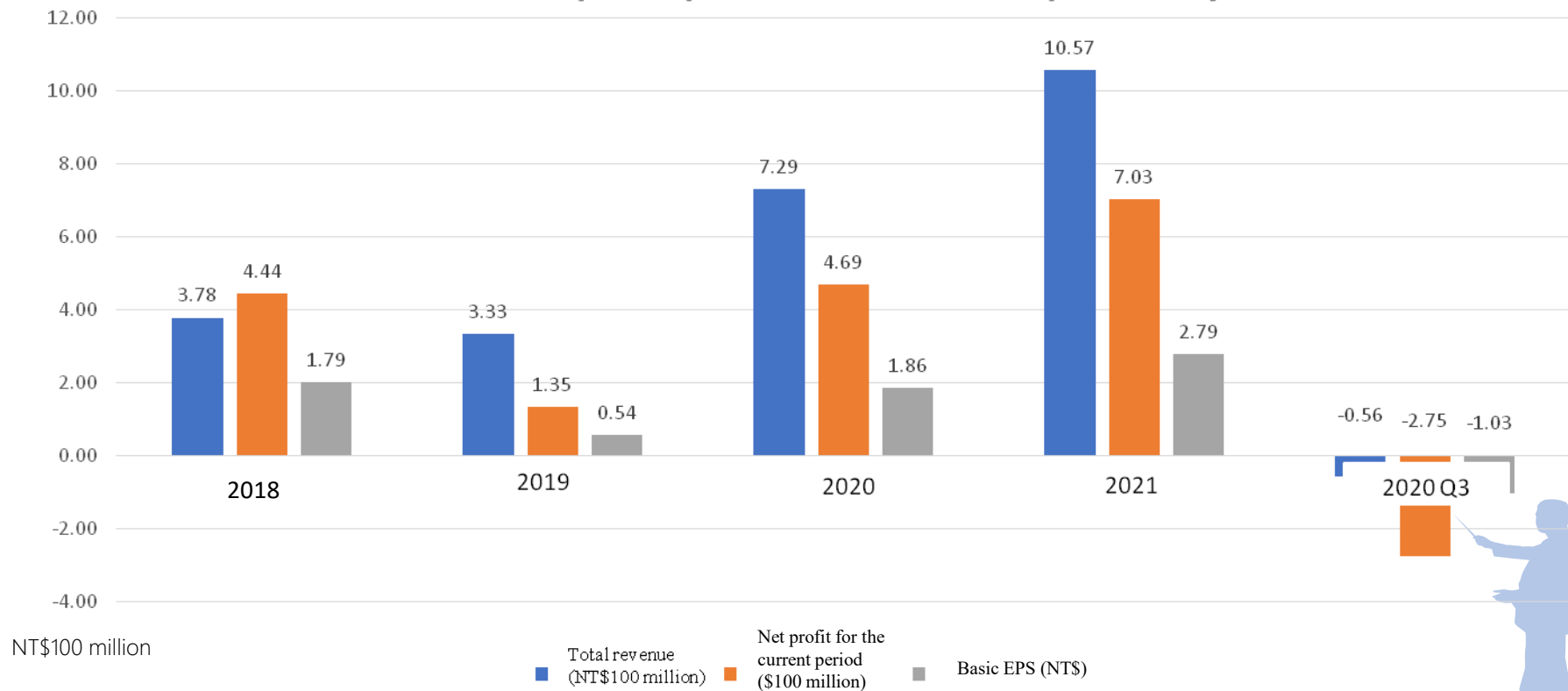
Unit: in NT\$1,000

2.2 Condensed Income Statement

Item	2020	2021	2022 Q3
Total Income	729,816	1,057,679	-56,841
Expenditures and fees	266,731	346,746	201,138
Operation income	463,085	710,933	-257,979
Non operation (loss) income	27,389	28,147	14,267
Net (loss) Income before tax	490,474	739,080	-243,712
Taxes (income)	21,397	36,060	31,317
Profit (loss) from continuing operations	469,077	703,020	-275,029
Net income (loss)	469,077	703,020	-275,029
Other consolidated income (loss) (net)	98,551	190,911	-142,408
Total consolidated income (loss)	567,628	893,931	-417,437
Basic EPS (NT\$)	1.86	2.79	-1.03

2.3 Operation Results

Revenue and profit performance for the past five years



2.4 Operation Results

01



Transaction amount and handling fee income of the brokerage department

As of the end of October 2022, the transaction amount was NT\$215 billion. The handling fee income was NT\$166,015,000.

02



Underwriting business

As of October 2022, totaled 11 co-sponsored underwriting cases.

03



Financing and Financing Credit Trading

NT\$61,240,000 - as of the end of October 2022.

04



Dealer Division

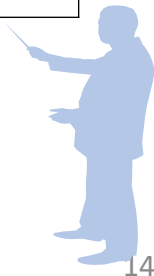
NT\$440 million, as of the end of October 2022 -

Transaction amount in Stock exchange market in the past 5 years

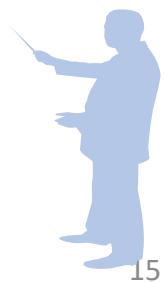
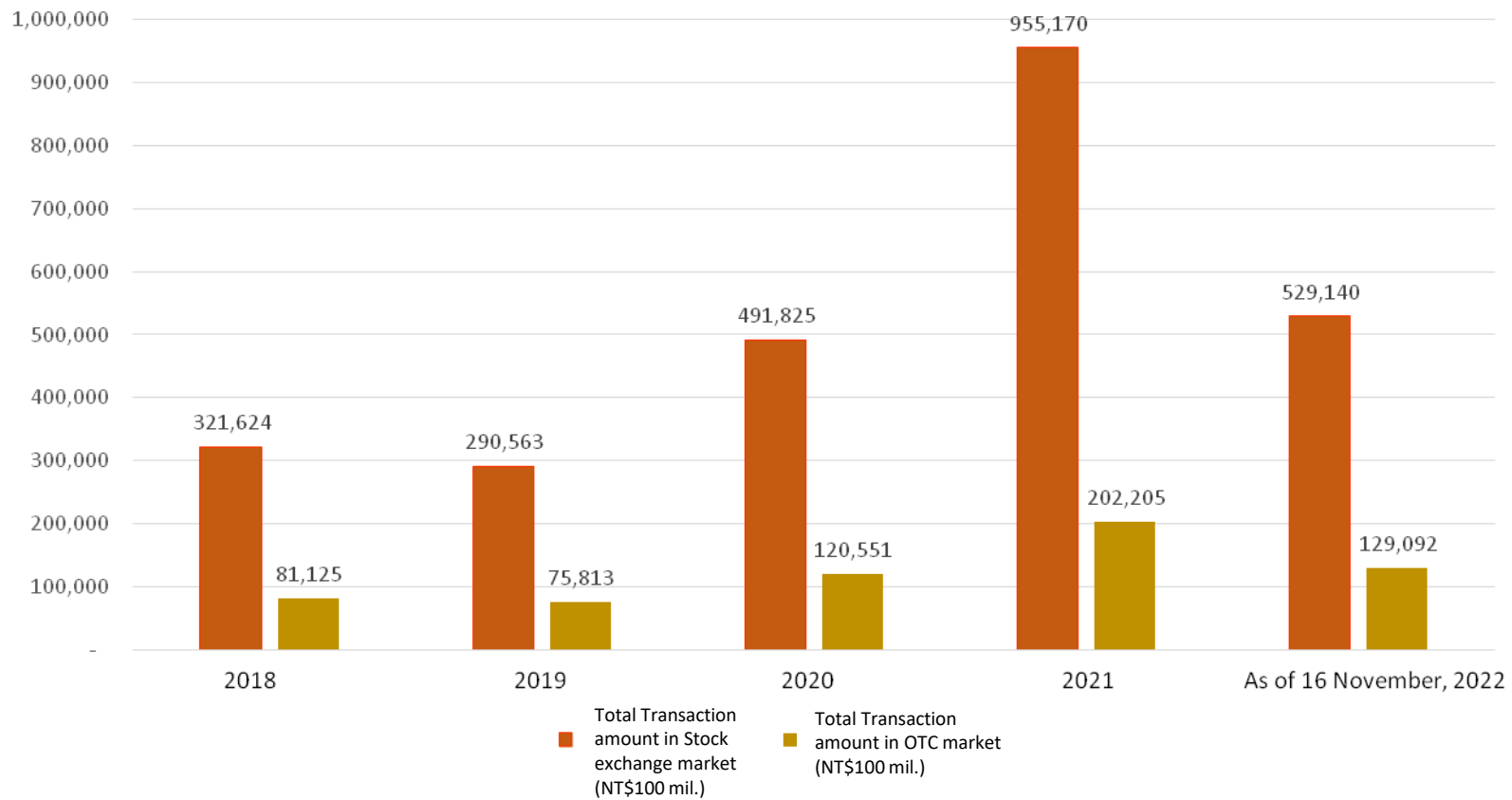
Transaction Year	Transaction Days	Total Transaction Amount (NT\$100 mil.)	Daily Average Transaction Amount
2018	247	321,623	1,302
2019	242	290,563	1,201
2020	245	491,825	2,007
2021	244	955,169	3,915
2022/11/16	214	529,139	2,473

Transaction amount in OTC market in the past 5 years

Transaction Year	Transaction Days	Total Transaction Amount (NT\$100 mil.)	Daily Average Transaction Amount
2018	247	81,125	328
2019	242	75,813	313
2020	245	120,550	492
2021	244	202,205	829
2022/11/16	214	129,092	603



Transaction Amount in Stock exchange market and OTC market in recent five year



Taiwan Weighted Index Trend Chart



2.5 Sustainable Business Philosophy-Implementation of Corporate Social Responsibility

Industry-university Exchange

Since 2019, the Company has successively cooperated with the departments of finance and economics of neighboring universities to build and teach. In addition to participating in school recruitment activities, it also provides students with internship opportunities. In 2021, the Company signed an off-campus internship contract with Tainan University of Applied Science and Technology for students, so that students can improve their professional abilities through practical learning, and they can also better understand the work content of the securities industry. It is hoped that it will provide reference and help for students' future career choices. After the internship, the Company will hire outstanding students as full-time employees.

Society Caring

Caring Club Donates Blood for caring
Participate in sponsoring the blood donation event organized by the Gudu Caring Society every year.
Donate a bag of blood, save a life, call on employees to respond together with blood and sleeves, to give back to the community with practical actions, and also encourage employees to turn their blood into a hearty caring, to convey to those in need.



2.6 Sustainability Philosophy - Employee Benefits

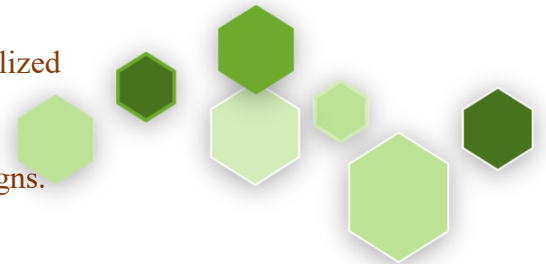
Regular Employee outing activities and Chinese New Year Celebration Party

Basic Benefits	Bonus/Subsidies	Leaves	Retirement and Insurance
Labor and health insurance Good faith insurance Group accident insurance Education and training Staff travel Year-end and chinese new year celebration parties	Three major festival bonus Performance bonus Employee dividend Year-end bonus Health examination fee Birthday gift cash Wedding and funeral allowance Birth allowance	Special leave Maternity leave Parental leave Paternity leave Vaccination leave Quarantine leave Pandemic prevention and care Leave	•Labor pension To protect staff's rights and interests after retirement, Labor base law and retirement Provisions of the ordinance •Employee's savings The company also allocates the monthly contributions of the participating employees.

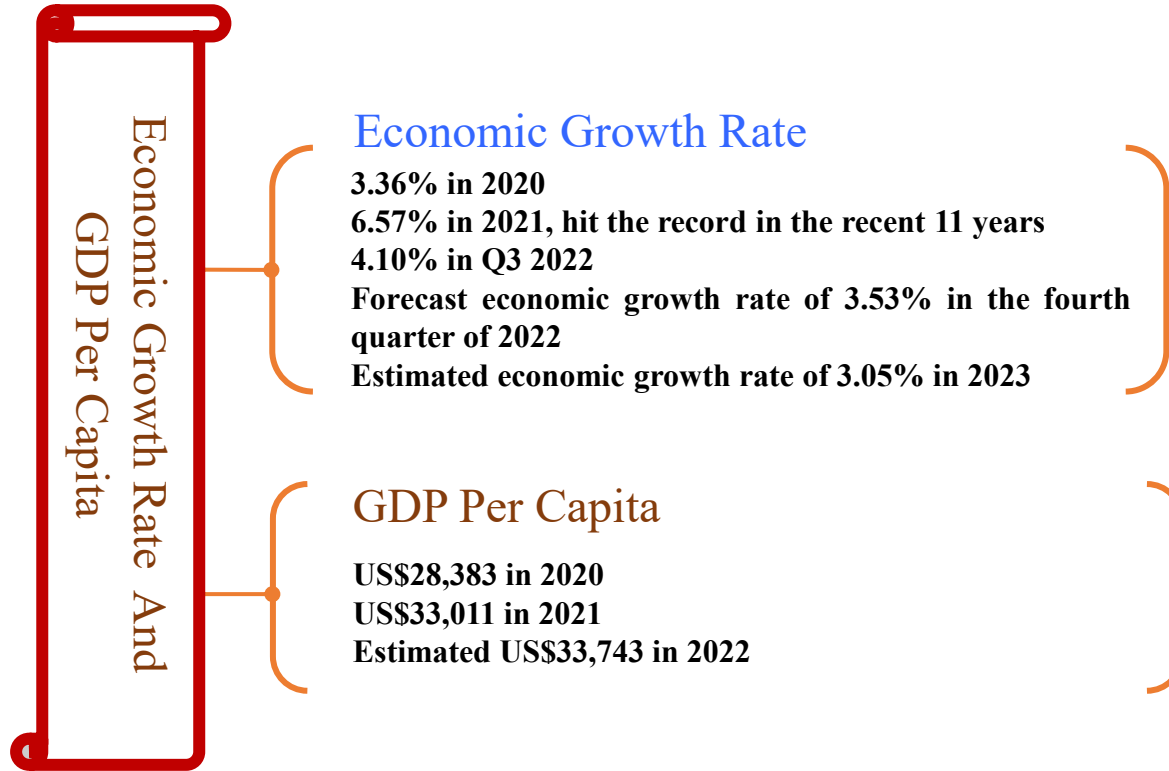


2.7 Promoting Sustainable Development to Save Energy and Reduce Carbon use.

- The office adopts energy-saving lamp tube lighting equipment.
- Adjust the temperature of the office air conditioner to gradually reduce the degree of electricity consumption.
- Replace the CRT TV wall.
- Switch to energy-saving LCD TV wall.
- Reduce the use of paper cups, and the business hall does not take the initiative to provide paper cups.
- Environmentally friendly tableware-Encourage colleagues and customers to use environmentally friendly tableware and work together to do their part for environmental protection.
- Garbage sorting and resources, food waste recycling.
- Implement food waste recycling and set up food waste recycling bins on each floor for centralized storage and treatment.
- Recycling paper, second-hand paper, double-sided printing and other paper reduction campaigns.

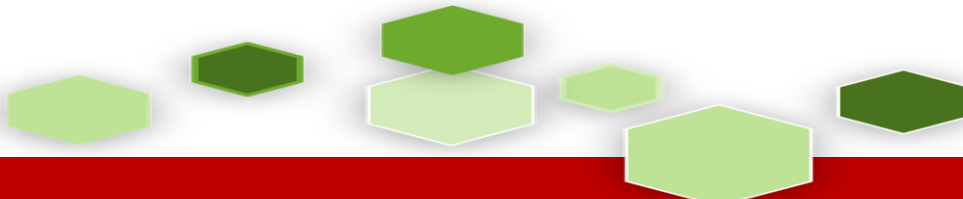


3.1 Operational Outlook and Economic Data



3.2 Outlook for the International Economic Situation

- Affected by the strong US dollar, the repatriation of funds dragged down the continuous depreciation of the new Taiwan dollar, and under the influence of the Fed's hint of "continuing to raise interest rates", the strength of funds to push up Taiwan stocks was also limited.
- The main reason for the Fed's interest rate hike is mainly to curb inflation, and it is expected that six interest rate hikes this year will accumulate to 15 basis points, and the benchmark interest rate will reach 3.75~4%.
- Russia-Ukraine war: According to the central bank, on the whole, Taiwan has less economic and trade relations with Russia, which has an impact on Taiwan's economy.
- China's economy: This year's economic growth rate is likely to be less than 3%, mainly due to the negative impact of the Sino-US trade war, COVID-19, the Russia-Ukraine war, labor shortages, soaring unemployment, and the bursting of the real estate bubble.



➤ The Company Future Development

◆ Optimize the overall securities order system, enhance staff service quality, strengthen professional knowledge to provide timely gate-keeping for customers and build service value.

◆ The dealer division deploys its positions appropriately in line with market trends to reduce investment risk.



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- ◎ 反投資詐騙海峽兩岸活動
- ◎ 證券投資及詐騙投資專區
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國際股匯行情2022/11/24

道瓊	34194.000	▲ 95.900
日經現	28454.000	▲ 339.000
恆生指數	17616.000	▲ 93.000

THANK YOU !

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