Bank SinoPac

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FINANCIAL HIGHLIGHTS

## FINANCIAL HIGHLIGHTS

| (NT\$ in millions, except per share data) | 1999 | 1998 | 1997 | 1996 | 1995 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## For the Year

| Pretax income | 2,020 | 1,311 | 1,544 | 1,037 | 807 |
| :--- | ---: | :--- | ---: | ---: | ---: |
| Net income | 1,791 | 1,005 | 1,237 | 848 | 695 |

## At the Year End

Deposits and remittances
Loans
Securities purchased
Total assets
Shareholders' equity

| 164,109 | 160,701 | 138,175 | 98,553 | 75,626 |
| ---: | ---: | ---: | ---: | ---: |
| 133,818 | 119,033 | 12,769 | 86,772 | 67,397 |
| 22,285 | 27,441 | 17,863 | 10,961 | 12,371 |
| 204,129 | 191,603 | 171,740 | 121,880 | 98,474 |
| 20,802 | 19,479 | 15,685 | 12,367 | 11,518 |

## Per Share

Earnings per share
Shareholders' equity per share
Dividends declared per share**

- Cash dividend
- 0.393
_ Stock dividend
$1.00 \quad 0.407$
0.770 .47
0.40


## Capital Adequacy

Risk-based capital ratio (BIS
Ratio)*
$12.59 \% \quad 13.21 \%$
$15.21 \quad 16.12 \%$
18.04\%

[^0]
# A MESSAGE FROM THE CHAIRMAN AND THE PRESIDENT 

## A MESSAGE FROM <br> THE CHAIRMAN AND <br> THE PRESIDENT

The domestic economy began to stabilize and recover in 1999. Bank SinoPac's total revenue for 1999 was $\mathrm{NT} \$ 15,240,000,000$, an increase of $7.2 \%$ over the previous year. Costs and operating expenses for 1999 were NT $\$ 13,200,000,000$, an increase of $2.3 \%$ over the previous year. Earnings before and after taxation were NT $\$ 2,020,000,000$ and NT\$1,790,000,000 respectively, and the annual growth rate was $54.2 \%$ and $78.1 \%$, respectively. With ROE of $8.8 \%$, these achievements actually exceeded the expected goals. The increased profits were due to increased profit margin, growth in loan operations, and increased returns from both long and short-term investments. At the same time, deposits grew by $2.1 \%$, while loan growth was $11.7 \%$. Overdue loans and non-performing loans were $0.99 \%$ of our total credit exposure. Our asset quality is still the best in the industry.

In 1999, we concentrated on the training of personnel, cultivating relationships with major customers, integrating our subsidiaries, and improving our transaction-related and self-liquidating businesses. In addition, we aimed to increase the margin on profits from our treasury, investment, trust and foreign exchange businesses. We also streamlined our operation procedures, cut our operating costs, strengthened our integration with Far East National Bank (our subsidiary), moved into electronic business, and established a lifetime customer base. The details are as follows:

## Training of personnel

The theme for 1999 was to bring aboard more competent personnel and to educate our existing staff through intensified training and job rotation. As human resources are vital in order to compete effectively in fast changed environment, we expect to build a solid foundation from which to expand our business. Throughout the year, we recruited 506 employees. Among them, 316 have a bachelor's degree and 75 have a master's degree. At the end of 1999, we had a total of 1,641 employees. We organized 81,249 hours of training sessions in the bank, and 6,669 hours of sessions outside the bank. Furthermore, we plan to launch an education program through the bank's computer network so that our employees can be more innovative, control necessary information technology, improve the quality of their work and work more effectively and efficiently.

## Present new products and cultivate relations with major customers

We focused on developing our relationships with our major individual as well as
institutional customers so that we could become their core bank. In the area of consumer banking, we integrated our products and services within our group. The products are now tailored for personal financial management so that customers can enjoy "one-stop shopping." The MMA (Money Management Account) unveiled formally on January 6, 2000 is a foremost service for our customers which allows them to enjoy savings, automated services, flexible home mortgages, securities and mutual fund investments, and credit card services, all in a single bank account. Similar to inter-continental financial service, the MMA provides integrated financial service and will be one of our core businesses in 2000.

In the area of corporate banking, we presented the Financial Electronic Data Interchange (FEDI) service via Financial Information Services Co. This product assists customers with their cash management, allowing them to save on human resources and operating costs. By offering this service, we hope to become their core bank. We received approval to conduct factoring business by the end of 1998 , which made us the first domestic bank to provide this service. In the first year of operation, we generated NT\$22 billion worth of business. Our growth target for 2000 is double this figure.

## Streamlining operating procedures and cutting operating costs

We condensed our operating procedures, which improved the efficiency of our operations center. Beginning with the Northern Operations Center, we centralized our operations, condensed the procedures, and increased our efficiency. This has allowed us to control costs regardless of the expansion of operations, and has allowed us to allocate our resources more effectively to render a higher yield in shareholders' equity. We will expand this mode of operation to the south after the Northern Operations Center has gained momentum.

## The Y2K computer problem

We conducted contingency planning and testing throughout 1999. We met the challenge and succeeded in our commitment to our customers that "we try as hard we can to preserve their privileges." We are also prepared for a few additional critical dates in 2000, and are continuing to take necessary measures to cope with contingencies.

## Electronic banking

Bank SinoPac signed agreements with HEWLETT PACKARD and UNISYS for the establishment of our Data Warehousing System. This is still in the experimental stage, and will be in service later in 2000. This data warehousing system will allow us to further understand the attributes of our client base and provide precise, quality service.

In the wave of the Internet and electronic business, we established the electronic banking division in August 1999 to back up the MMA. After reaching an agreement with a renowned cellular phone company, we are now in the process of starting a mobile banking business to provide more convenient services to our customers.

In addition, we are also assisting our corporate customers in cash management, with the objective of providing them with Online Payment Solutions as the demand for business-to-business online service surges. The former is precisely what FEDI purported to do, while the latter will include an online factoring service.

## Our subsidiaries and overseas locations

SinoPac Capital (HK) and SinoPac Financial Consulting were established in June 1999. Our Hong Kong representative office and Los Angeles branch were also opened that same month. This has brought us closer to the completion of a five-hub financial network around the Pacific Rim and will allow us to extend our services to the entire Chinese community in the Greater China Area. In terms of our holdings, SinoPac Leasing increased its stake in SinoPac Securities during 1999. By the end of that year, it held $70 \%$ of SinoPac Securities, which enabled the whole group to provide a more diverse portfolio of services.

In addition, we have already obtained approval from the Ministry of Finance to jointly establish a credit card company with a subsidiary of Aetna Life Insurance Co. The new company, Aetna SinoPac Credit Card, is the first operation in Taiwan formed under a strategic partnership between a bank and a life insurance company. We hope our combined resources will help this joint venture to expand the credit card market.

## The outlook for the year 2000

We are optimistic on the prospects for 2000 following the economic turmoil and financial collapse from 1997 to 1999. However, we have too many banks in the domestic financial sector and as such, the market share of each is spread thinly, and services tend to overlap. Over the past few years, we have cautiously preserved our asset quality and developed innovative products which have differentiated us from our competitors and established a solid foundation. We intend to shed the "traditional commercial banking" image to embrace a full range of banking services, including assets management and value added financial services.

For 2000, we will work on: 1) Strengthening the capacity of our human resources. 2) Making use of the full-fledged MMA to integrate related businesses to increase our profit
margin over 30\%. 3) Promoting e-business to strengthen our core competence. 4) Speeding up the establishment of our Data Warehousing System. 5) Enhancing our service effectiveness for our target customers. 6) Persisting in the application of capital, risk and comprehensive performance assessment so as to utilize capital effectively. 7) Expanding international banking business. 8) Engaging in investment banking, trust and asset management in order to enhance profits. 9) Introducing an automated operating system to share resources, condense operating procedures, control service quality and save costs. 10) Preserving the high quality of our assets. 11) Ascertaining the business goals and management of the businesses that we hold in order to upgrade the overall performance and competitiveness of the group. 12) Seeking opportunities in investment, strategic alliances, or mergers and acquisitions in order to broaden our operation base and achieve comprehensive effectiveness.

Among the above-mentioned work, we are aware that e-business, strengthening of our core competence, as well as seeking opportunities for investment, strategic alliances, or mergers and acquisitions are capital-intensive activities. Therefore, we decided at a special shareholders meeting in 1999 to issue $220,000,000$ new shares of stock in the form of Global Depositary Receipts to raise the capital for our expansion. At the same time, we set a goal of $34 \%$ growth for pre-tax earnings in order that our shareholders, employees and customers can all be winners.

## CORPORATE PROFILE

## CORPORATE PROFILE

## Corporate Mission

Our mission is to operate as a highly professional, full-service bank throughout the Pacific Rim. We have several focuses toward achieving that aim:

- To provide an increasing range of services to an increasing variety of customers.
- To render service in the friendliest, most responsive and effective ways.
- To enlarge our business territory to include most areas around the Pacific Rim, starting in the US, Hong Kong and other Asian countries.


## Business Philosophy

These are our guiding principles:

- Customer focus
- Prudence and precision
- Unity and harmony
- Creation of profit
- Contribution to society


## New Branches and a Representative Office Opened

In 1999, Bank SinoPac Group opened the following new branches and a representative office:

## In Taiwan-

- Tien Mou Branch (in Taipei) East Panchiao Branch (in Taipei)
- East Tainan Branch (in Tainan City) Keelung Branch (in Keelung City)
- East Taipei Branch (in Taipei) South Taichung Branch (in Taichung City)

In U. S. A.

- Los Angeles Branch
- Beverly Hills Branch (through Far East National Bank)


## In Hong Kong

- Hong Kong Representative Office
- SinoPac Capital Limited


## General Corporate Data

(December 31, 1999)
Date of establishment :
Date of listing in Taiwan Stock Exchange:
January 28, 1992

Date of new right issue for cash injections:

$$
99 \text { million shares-- }
$$

200 million shares--
Paid-in capital :
Total shareholders' equity:
June 29, 1998

Number of shares issued :
Number of shareholders : (March 21, 2000)
Number of employees :
Auditor :
Moody's Long-term bank deposit rating:
October 9, 1997
September 19, 1998
NT\$ 15,846,060,400
NT\$ 20,801,973,000
1,584,606,040
90,512
1,641
T.N. Soong \& Co.

Baa 3

Ten Major Shareholders

| (March 21, 2000) | No. of Shares | Percentage |
| :--- | :---: | :---: |
| Kin On Investment, Ltd. | $73,802,794$ | 4.65 |
| Ruentex Industrial, Ltd. | $50,747,926$ | 3.20 |
| QFII A | $49,690,000$ | 3.13 |
| Reuntex Construction \& Development Co., Ltd. | $49,671,807$ | 3.13 |
| QFII B | $29,327,686$ | 1.85 |
| Fuh Hua Real Estate Management Co., Ltd. | $27,018,506$ | 1.70 |
| SinoPac Leasing Co., Ltd. | $24,915,448$ | 1.57 |
| Southeast Soda Manufacturing Co., Ltd. | $24,435,052$ | 1.54 |
| QFII C | $14,933,249$ | 0.94 |
| Fu I Industrial Co. | $14,708,431$ | 0.92 |

As of March 21, 2000, total holdings of qualified foreign institutional investors (QFII) on Bank SinoPac were 32.04\%.

## Human Resources

| Staff Education Level |  |  |  |  | Position and Seniority |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| At Dec. 31 | 1999 |  | 1998 |  | 1999 |  |  |  | 1998 |  |
|  | No. | \% | No. | \% |  | No. | \% | \% | No. | \% |
| Postgraduate | 238 | 15 | 195 | 15 | Officer | 436 |  | 27 | 377 | 29 |
| University | 971 | 59 | 741 | 58 | Clerk | 1,205 |  | 73 | 904 | 71 |
| Junior college | 379 | 23 | 296 | 23 |  |  |  |  |  |  |
| High School | 51 | 3 | 47 | 4 | Avg.age |  | 30.58 |  |  |  |
| Other | 2 | - | 2 | - | Avg. Sen | ority | 2.95 |  |  |  |
| Total 1 | 1,641 | 100 | 1,281 | 100 |  |  |  |  |  |  |

Training Persons Hours Persons Hours

| In-house | 7,157 | 81,249 | 5,903 | 63,956 |
| :--- | ---: | ---: | ---: | ---: |
| Outsides | 394 | 6,669 | 344 | 7,294 |

## Board of Directors

(December 31, 1999)

In the development of human resources, we provide domestic and international trainings for both clerical staff and executives. The programs covered a variety of subjects at different levels. During 1999, we also provide programs that helpemployees to plan their career development. The programs were optional and made basic training universal. In the training of leadership and management, we arranged a series of curricula and job rotation. Foreign languages and computer programs were also provided. Furthermore, we organized the SinoPac Life Symposium to enriching the professional as well as the social skills of our staff. We have our own facilities, and are currently developing programs in computer applications via multimedia education to make the class environment lively. Our employees are our vital assets that need to be cultivated. Our goal in human resources is to yield results that are satisfactory to the employees, shareholders, and the company.

## Executive Officers

## (December 31, 1999)

## Paul C. Lo

President and Chief Executive Officer

## Chi Chien (James Chi)

Senior Executive Vice President and General Manager, International Banking Sector
Chen Pou-tsang (Angus Chen)
Senior Executive Vice President

Chia Chen-I (C. I. Chia)
Senior Executive Vice President and General Manager, Individual Banking Sector
Chen Pi-yuin (Nancy Chen Lee)
Executive Vice President and Chief Auditor

## Chen Chien-jung (C. J. Chen)

Executive Vice President and General Manager, Personal Finance and Investment Center

## Fang Nai-chen (Joan N. Fang)

Executive Vice President and General Manager, Information Technology Division

## Wholly Owned Subsidiaries

## Robert Oehler

President, Far East National Bank (Los Angeles, USA)

Liu I-chen (I. C. Liu)
President, SinoPac Leasing Corporation

## Peng Kong-hsiung (Kevin Peng)

President, SinoPac Security Investment Advisory

## Chou Chi-lai

President, SinoPac Capital Limited

Lei Yuan-lai
President, SinoPac Financial Consulting

## ECONOMIC AND MONETARY REVIEW

## Economic Situation

The impact of the economic storm in Southeast Asia caused the economy to remain as sluggish in 1999 as it was in 1998. As the storm abated during the second quarter, the economic indicator turned from blue to green. However, the devastating Sept. 21 earthquake interrupted the recovery. Electricity rationing led to a drop in economic productivity, and the economy in the disaster zone was severely hampered. Because of this, domestic recovery remained stagnant for a while. Fortunately, however, most of the island's production capacity resumed very quickly, and the recovery returned to normal in November and December.

As a result of the government's expansionist financial measures, Taiwan's total economic growth in 1998 was $4.57 \%$. This was broken down to $4.17 \%$ in the first quarter, $6.55 \%$ in the second, down to $5.14 \%$ during the third as a result of the earthquake, and back up to $6.05 \%$ in the last. The growth came principally from exports, which constituted $4.8 \%$ of the growth in the first quarter and $5.9 \%$ in the second. In that period of stagnant growth, this export surge provided avital driving force. The total export value enjoyed a surplus of US\$109.4 billion, which was US\$5.92 billion more than the surplus of the previous year. Also, the export value gained another $10.0 \%$ over the year-earlier level. Imports increased by $5.8 \%$, which also represented substantial growth.

Compared to global trade figures, domestic investment was less vigorous during the first three quarters. The growth rates were only $-6.51 \%,-6.94 \%$, and $-4.2 \%$, respectively. As the recovery was more certain, a growth rate of $13.54 \%$ in the fourth quarter came up to an annual growth rate of $0.19 \%$. The growth for next year was targeted at $11.54 \%$. Investment made by the government and state-owned companies increased to a large extent, and they were $6.51 \%$ and $-0.8 \%$ in the first quarter, $9.58 \%$ and $17.44 \%$ in the second, $3.97 \%$ and $24.27 \%$ in the third, and $6.0 \%$ and $4.10 \%$ in the fourth. The growth rates for macro fixed investment were $-2.21 \%$ in the first quarter, $1.23 \%$ in the second, $0.04 \%$ in the third, and $10.20 \%$ in the fourth. Hence, we can witness the effect of the increase in domestic demand.

In the employment market, the annual average rate of unemployment was $2.92 \%$. Al though the economy was heating up, prices remained stable. The annual average CPI was $0.20 \%$. It is expected that the rate next year will be $0.22 \%$. In an effort to heal the wounds of banking industry in order to stabilize the macro economic environment, the Executive

Yuan amended the Sales Tax Law in June. The amendment, which went into effect on July 1 , allowed banking industry to enjoy a lower tax rate of $2 \%$ instead of the previous $5 \%$. Under the terms of this mandatory action, banks had to use the resulting tax surplus to charge off bad debts or reserve loan loss provisions for a period of four years. This move was expected to improve overall asset quality of banks.

Continuous recovery is expected in the future. Although the earthquake caused a huge amount of damage,
overnment spending on reconstruction ameliorated the effect of declined domestic spending brought by the loss of wealth during the quake. Hence, according to the Council for Economic Development, the economic growth rate could reach $5.48 \%$, while the estimate from the Statistics Office was 6.04\%.

## Financial Situation

As most countries in Southeast Asia were recovering from the financial crisis, international capital poured back into the region. Amid a surplus in exports and huge investment of foreign capital into the stock market, the NT dollar appreciated from 32.216 in January to 31.395 at the year-end. This was the currency's highest level in twenty-five months. In the future, the strengthening of the yen and the euro is likely to cause a softening of the US dollar, which in turn will increase the inflow of foreign currency into Taiwan, causing the NT dollar to appreciate further. An increase in exports will augment this development. If the Americans raise their interest rates, if there is a surge in international oil prices, or if there is political uncertainty between Taiwan and mainland China, the Central Bank of China will probably put the brakes on any further appreciation of the local unit.

Because of the inflow of foreign capital and export surplus, the M2 money supply exhibited a rate which fluctuated between $7.31 \%$ and $9.69 \%$, with an annual average of $8.33 \%$. Compared to the $8.5 \%$ target set by the Central Bank, we are near sufficiency in terms of money supply, and this would stimulate economic growth. In addition, the inter-bank overnight rate lowered from $4.95 \%$ at year-end of 1998 to $4.73 \%$ at the year-end of 1999 .

Various Financial Indicators In 1999

| Items | 1999 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan | Feb | Mar | Apr | May | June | Jul | Aug | Sept | t Oct | $t$ Nov | Dec |
| Economic growth | h $4.17 \%$ |  |  | $6.55 \%$ |  | 5.14\% |  |  | 6.05\% |  |  |  |
| Rate at <br> close USD | 32.2980 | 33.0550 | 33.1430 | 32.6880 | 32.7290 | 32.3040 | 32.1450 | 31.8430 | 31.8010 | 31.7360 | 31.6720 | 31.395 |
| $\begin{aligned} & \hline \text { M2 } \\ & \text { (dai ly average) } \end{aligned}$ | 7.37\% | 7.85\% | 8.57\% | 9.09\% | 9.32\% | 9.64\% | 9.69\% | 9.05\% | 8.14\% | 7.63\% | 6.65\% | 7.1\% |
| MB <br> (daily average) | -0.33\% | 3.04\% | 4.02\% | 7.41\% | 9.23\% | 11.35\% | 12.82\% | 13.89\% | 15.49\% | 15.37\% | 13.15\% | 14.08\% |
| Rediscount rate <br> Inter-bank | 4.75\% | 4.50\% | 4.50\% | 4.50\% | 4.50\% | 4.50\% | 4.50\% | 4.50\% | 4.50\% | 4.50\% | 4.50\% | 4.50\% |
| Overnight rate | 4.85\% | 4.75\% | 4.73\% | 4.72\% | 4.70\% | 4.74\% | 4.83\% | 4.84\% | 4.84\% | 4.82\% | 4.82\% | 4.73\% |

Note: 1.Source: Executive Yuan Statistical Office, Central Bank.
2. The exchange rate and rediscount rate are figures at month end. M1B and M2 are monthely average. Inter-bank overnight rate is daily weighted average.

Money supply annual growth rate

## OPERATING REPORT

## OPERATING REPORT

## Corporate Banking

With a cautious policy of granting credits in 1998 and 1999, corporate credit exposure until the end of 1999 was approximately $35.4 \%$ of the total credit exposure of the entire bank, which represents an increase of $11.3 \%$ over the prior year. Overdue loans and non-performing loans were $0.99 \%$, still maintaining its leading place in the banking industry. In 2000, we will continue our long-practiced credit policy by not dodging the risks of credit operation. Under the premises of acknowledging and controlling the risks of credit operation and assuring the source of loan repayment, we will pursue the goal of becoming a Core Bank for the corporate clients so as to provide full-scale credit services to domestic and foreign companies.

Further, active moves are now being taken by our Credit Division to set up an in-house corporate evaluation system which will facilitate faster investigation and objective pricing. In this way, we may follow the approach of calculating capital adequacy set by Bank of International Settlement (BIS) to adjust the direction of our future development.

Since our business opened in 1992, the development approach of "The Banking Group Around the Pacific Rim" has been providing credit for Chinese people as the mainstream of service. Following the buyout of Far East National Bank in 1997, the Vietnam Representative Office was opened in 1998. Since June 1999, the business operations of our Los Angeles Branch, Hong Kong Representative Office and SinoPac Capital Ltd. (HK) have also commenced. The initial servicing network of "Around the Pacific Rim" was completed with an ability to aggressively coordinate with domestic companies in providing speedier and more convenient financing services for their trading activities on both sides of the Pacific Ocean.

In 1999, "Bank SinoPac Group" increased its shareholding of SinoPac Securities to 70\%. While providing credit services as a commercial bank, this group may undertake further lease and fund-raising businesses in the capital markets for providing a wider range of services to the corporate clients so as to establish long-term service relationships. In the fourth quarter of 1998, we participated in Factors Chain International (FCI) and an active move was taken in undertaking factoring business in 1999, and in the first year, this undertaking has exceeded $N T \$ 22$ billion. In addition to increasing fee income, a new service channel was also provided in offering credit for medium-sized businesses.

Currently, aggressive efforts are being taken by us to develop factoring operations on the Internet so as to meet the demand of our corporate clients for e-commerce.

Financial Electronic Data Interchange System (FEDI) is a financial service system implemented by Financial Information Services Co., which serves as a verification unit, under an authorization of Ministry of Finance. It is designed to assist corporations in completing remittance, account transfer and fund implementation within their own offices and it will significantly save labor and time cost. In the future, it will be consolidated with the existing bank system to provide comprehensive value-added banking services and take the place of traditional remittance operations. Until now, approximately 1,400 companies are using this system in which more than 20 banks are involved. The SinoPac banking network was already put on-1 ine for service in April 1999 with more than 100 companies being solicited. We estimate that the number of clients could double in 2000. By the end of the year, there were $1,061 \mathrm{clients}$ with 1 ines of credit totaling NT\$128,207,183,000, of which NT\$58,227,000,000 had already been utilized. Bad debts are 0.163 \% of the total credit exposure and represents $0.293 \%$ of total outstanding loans. The overdue amount is $0.209 \%$ of the total credit exposure and $0.376 \%$ of the total outstanding loans.

## Retail Banking

The effect of the economic recession and global financial downturn from the fourth quarter of 1998 carried forward to the first half of 1999. Enterprises suffered from payment delinquency and many closed down. Banks that specialized in the financing of enterprises suffered as well. As such, they turned to consumer banking. Indeed, this area of business had become a common undertaking of the banking business. Most banks engaged in low cost competition in order to get a larger share of the market. We used a new market strategy with an innovative portfolio to maintain our leading position in domestic personal financial service. In addition, we clearly positioned ourselves in
"Consumer Banking Driven by Investment Service" as our future for personal financial service with a view to setting up a complete financial service system.

In addition to this objective, we unveiled a new product in conjunction with the Fuh-Hwa Investment Trust, and our subsidiary SinoPac Securities. This product, the MMA (Money Management Account), is the foremost financial product of its kind ever presented in the country. With this product, it is possible through integration of the resources of different groups to combine the function of automatic transactions and merge different kinds of financial services. By doing so, the customers could enjoy the service of rout ine
financial management and investment service in one bank account. This is the function of "one stop shopping". In addition, we enhanced our media marketing and project marketing services and presented our targeted customers with services matched with the MMA to incorporate various activities. We intend to make use of this approach to expand our business through different channels to widen our competitive edge over our competitors.

In developing new products and expanding our business, we never cease to attend to the international financial situation and the changes in the financial market. We believe that electronic banking will replace $50 \%$ or more of the traditional channels and modes of service. As such, we established electronic banking division last September to get into the domain of Internet and electronic business. With their no-boundary integrative power, we could integrate electronic banking, securities service, mutual funds, credit cards, insurance, investment consultation and news data bank. Hence, we could provide our customers with individualized service and could expand our market.

By the end of 1999, the total balance of individual loans amounted to NT $\$ 101,708,000,000$. Among them, 7,528 are prestige banking accounts with a savings amount of NT $\$ 42,253,000,000$. The total number of accounts financed is 3,170 with outstanding loans of $\mathrm{NT} \$ 11,976,000,000$. Accumulated profit was $\mathrm{NT} \$ 623,000,000$. For the same year, there was a gain of NT $\$ 111,000,000$ from the sales of mutual funds and processing fees for flexible home mortgages. Bad debts charged off were $\mathrm{NT} \$ 149,000,000$ in the same year, approximately $0.15 \%$ of the year end individual loan balance. As a whole, we are a leader among the new banks (excluding credit card business), and are a better performer among private banks.

## International Banking

Economic recovery occurred in 1999 with export trade bouncing back. This allowed for an increase in trade finance and foreign exchange over the previous year. In addition to hiring experts in international banking, we visited good standing manufacturers and traders, as well as worked in conjunction with the US Far East National Bank in order to expand the business of trade finance and foreign exchange.

Hence, we enjoyed a sizable growth in international banking in 1999. The total amount of foreign exchange handled was US $\$ 6,805,313,000$, a growth of $61.92 \%$ over the previous year. Among the exchange volume, outward remittances amounted US $\$ 3,202,018,000$ and inward remittances amounted US $\$ 2,820,505,000$. These remained the largest portions in our exchange business. Issuing Letters of Credit for import were worth US $\$ 414,841,000$.

Export negotiations and collections together were worth US\$264,929,000.

## Trust Business

Our trust business is represented by a combination of trust and entrustment of the customers. We focused on our business philosophy, expertise and advanced information technology to provide reliable and professional services to our customers. After 7 years of development, we have significant expertise in financial entrustment and asset management. We are indeed highly acclaimed by the customers. In addition to complying with relevant laws and regulations, we will actively develop new products in our trust business to meet the demands of the society and the market.

The goal of the trust division is to become a center for financial trust and asset management. The major involvement will be trust, asset management, and financial consultation. Strategically, we will first integrate the functions within our group in the areas of credit granting, foreign exchange, financial operation, and investment consultation. We will further develop strategic partnerships with foreign institutions in presenting core products of high effectiveness and high efficiency in terms of added value. The investment management account is a product of this cooperation.

Within the year of 1999 , our sales of overseas mutual funds valued NT\$2,216,000,000, with $77.8 \%$ growth over the previous year. The balance of such funds was NT $\$ 3,004,000,000$. The value of certifying securities like stocks and corporate debts was NT $\$ 15,372,000,000$. Acting as the custodian bank for domestic mutual funds for the securities investment trust companies, we maintained fund assets valued at NT $\$ 34,279,000,000$ by the end of 1999, an increase of $229 \%$ over the previous year. As the underwriter for corporate bonds, we issued a total amount of $\mathrm{NT} \$ 41,830,000,000$ worth of corporate bonds. Asset management, which includes the safekeeping of securities for foreign institutions, guarantee deposits, corporate employees benefits, saving trust, and corporate pension funds, had a total value of $\mathrm{NT} \$ 6,030,000,000$, with a growth of $21.1 \%$ over the previous year.

## Investment Banking

Our investment business unit became an independent Investment Division in the latter half of 1998. It handles the investment of equity-related investments, such as stocks listed in the TSE and the OTC, foreign and domestic convertible corporate bonds and mutual funds, in favor of the bank. In serving the customers, the department assists them in planning their financial needs and hence secures every opportunity for our direct or
indirect investment in their businesses. As the investment portfolio of our bank expands, the department acts as the intermediary between subsidiaries and the administration of the bank.

With our lucrative investment in stocks listed in the TSE and the OTC, particularly high-tech stocks, and convertible corporate bonds, we enjoyed good performance in the stock market. In 1999, we held securities which include stocks and mutual funds valued at $\mathrm{NT} \$ 1,611,000,000$, and convertible corporate bonds valued at NT\$3,089, 921,000. In direct investment, we invested in SinoPac Capital (H.K.) with a value of NT\$128, 100, 000, SinoPac Financial Consulting with NT $\$ 1,900,000$, and Aetna SinoPac Credit Cards (at NT\$500,970,000). Others in process include SinoPac Life Insurance Brokerage (NT\$1,900,000), and SinoPac Property Insurance Brokerage Company (NT\$1,900,000). In addition, we are in the process of leading syndicated loans to SinoPac Securities and Grand Cathay Securities and will conclude them by the first quarter of 2000.

## Treasury Operation

Since 1996, we have began reorganizing and expanding treasury division, which is now functioning at international standard. We now provide a full range of financial products for our customers such as bills and bonds, sight and usance foreign currencies, Forward Rate Agreements, Interest Rate Options, Interest Rate Swaps, Cross Currency Swaps, FX Swaps, FX Options, and NDF. In order to control the risk that may arise from the above businesses, we introduced the Kondor+ risk management system. Treasury division continuously upgrades the system in order to yield the best effect of risk control for the customers.

The international economic situation in 1999 was largely a result of continued US prosperity. Japan, Europe and Southeast Asia had emerged from the haze of recession, and consumer prices were stabilized. The global economy recovered under low inflation. Despite the impact of the September earthquake, the domestic economy still enjoyed a sizable growth. The interest rates of major currencies remained low, but there was a slight volatility in the interest rate market. In addition to assisting our customers in financial management, the treasury division also helps them avoid risk and ascertain profits successfully. There was an annual accumulated value of NT\$860,603,000,000 in the transactions of bills and bonds, with a growth of $10 \%$ over the previous year. The total annual value of foreign exchange reached US\$6,805,000,000, with a $62 \%$ growth compared to 1998.

| ( In NT\$ millions) | 1999/12/31 |  | 1998/12/31 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Bank SinoPac | Consolidated with FENB | Bank SinoPac | Consolidated with FENB |
| Capital ( In NT\$ millions) |  |  |  |  |
| Tier I | 20,816 | 19,686 | 19,479 | 18,227 |
| Tier II | 1,201 | 1,361 | 790 | 922 |
| Tier III | 82 | 82 | - | - |
| Ratio |  |  |  |  |
| Tier I | 14.78\% | 12.91\% | 15.68\% | 13.41\% |
| Tier II | 0.85\% | 0.89\% | 0.64\% | 0.68\% |
| Tier III | 0.06\% | 0.05\% | - | - |
| Deduction of | -1.25\% | -1.26\% | -0.85\% | -0.88\% |
| long-term investment |  |  |  |  |
| Total | 14.44\% | 12.59\% | 15.47\% | 13.21\% |

In 1998, the Ministry of Finance amended banking regulation on coverage of capital and risk assets used to calculate Capital Adequacy Ratio. Major changes included adding market risk to risk-assets, deducting long term investments from capital, deducting special reserves for bad debt from Tier II capital, and adding net unrealized gain on equity securities to Tier III. By this new method, Bank SinoPac's Capital Adequacy ratio was $14.44 \%$, and FENB consolidated ratio was $12.59 \%$, well above MOF's $8 \%$ minimum requirement. Bank SinoPac's target is to maintain a Tier I ratio not below $10 \%$.

## Summary of Credits

Breakdown by Business Segment

| (In NT\$ millions) | $1999 / 12 / 31$ |  | $1998 / 12 / 31$ |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Amount | $\%$ | Amount | $\%$ |
| Corporate | 58,227 | 35.4 | 52,31 | 35.3 |
| Loans | 32,403 | 19.7 | 26,796 | 18.1 |
| Bills \& Bonds | 3,907 | 2.4 | 5,510 | 3.7 |
| Guarantees \& Acceptances | 17,310 | 10.5 | 19,952 | 13.5 |
| Factoring | 3,892 | 2.4 | - | - |
| Derivatives | 715 | 0.4 | 43 | - |
|  |  |  |  |  |
| Individual | 106,052 | 64.6 | 95,812 | 64.7 |
| Loans | 102,645 | 62.5 | 93,259 | 63.0 |
| Credit Card-Receivable | 3,407 | 2.1 | 2,553 | 1.7 |
| Total Credit Exposures | 164,279 | 100.0 | 148,113 | 100.0 |
| Growth Rate | $10.9 \%$ |  | $7.2 \%$ |  |

Loans figures include non-performing loans.
Bills are short-term papers which we buy in OBU operations through the credit approving process. Bonds mean corporate bonds which we undertake credit risk through outright-buy or asset swap.

Corporate Credit Exposure - Distribution by Industry
Breakdown by Business Segment

| (In NT\$ millions) | $1999 / 12 / 31$ |  |  | $1998 / 12 / 31$ |
| :--- | ---: | ---: | ---: | ---: |
|  | Amount | $\%$ | Amount | $\%$ |
| Manufacturing | 16,381 | 10.0 | 15,265 | 10.3 |
| State-owned Company | 3,742 | 2.3 | 3,864 | 2.6 |
| Construction | 8,970 | 5.5 | 9,438 | 6.4 |
| Installment \& Leasing | 3,103 | 1.9 | 3,729 | 2.5 |
| Import / Export Trading | 1,361 | 0.8 | 1,416 | 1.0 |
| Investment Company | 2,492 | 1.4 | 2,625 | 1.8 |
| Financial Inst. | 5,679 | 3.5 | 4,453 | $3.0 \&$ |
| Security House |  |  |  |  |
| Transportation | 1,124 | 0.7 | 1,410 | 1.0 |
| Others | 15,375 | 9.3 | 10,101 | 6.8 |
| Total | 58,227 | 35.4 | 52,301 | 35.3 |

Total credit exposures include all credit facilities: loans, bills \& bonds, guarantees \& acceptances, factoring and derivatives.

Corporate Credit Exposure - Manufacturing Industry Breakdown

| (In NT\$ millions) | $1999 / 12 / 31$ |  | $1998 / 12 / 31$ |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Amount | $\%$ | Amount | $\%$ |
| Iron \& Steel | 2,802 | 1.7 | 3,849 | 2.6 |
| Textile | 1,310 | 0.8 | 1,359 | 0.9 |
| Electronics | 7,702 | 4.7 | 6,609 | 4.5 |
| Chemical | 1,907 | 1.2 | 1,778 | 1.2 |
| Food | 306 | 0.2 | 915 | 0.6 |
| Electric Appliances | 1,338 | 0.8 | - | - |
| Others | 1,016 | 0.6 | 755 | 0.5 |
| Total | 16,381 | 10.0 | 15,265 | 10.3 |

Indlvidual Credit Exposure

| (In NT\$ millions) | $1999 / 12 / 31$ |  |  | $1998 / 12 / 31$ |
| :--- | ---: | ---: | ---: | ---: |
|  | Amount | $\%$ | Amount | $\%$ |
| Mortgage Loans | 91,754 | 55.9 | 81,804 | 55.2 |
| Short Term Secured Loans | 6,409 | 3.9 | 9,652 | 6.5 |
| Car Loans | 667 | 0.4 | 1,049 | 0.7 |
| Others (Credit Cards etc.) | 7,222 | 4.4 | 3,307 | 2.2 |
| Total | 106,052 | 64.6 | 95,812 | 64.7 |

Breakdown by Tenor and Security

| (In NT\$ millions) | $1999 / 12 / 31$ |  |  | $1998 / 12 / 31$ |
| :--- | ---: | ---: | ---: | ---: |
|  | Amount | $\%$ | Amount | $\%$ |
| 1 year or less | 45,638 | 27.8 | 46,773 | 31.6 |
| Over 1 year to 7 years | 59,438 | 36.2 | 53,341 | 36.0 |
| Over 7 years | 59,203 | 36.0 | 48,000 | 32.4 |
| Total | 164,279 | 100.0 | 148,113 | 100.0 |
| Secured | 123,828 | 75.4 | 109,632 | 74.0 |
| Unsecured | 40,451 | 24.6 | 38,481 | 26.0 |
| Total | 164,279 | 100.0 | 148,113 | 100.0 |

Summary of Overdue Credits

| (In NT\$ millions) | $1999 / 12 / 31$ | Amount |
| :--- | :---: | :---: |
|  | 471 | Amount |
| Overdue Credits | 1,156 | 235 |
| Non-Performing Loans | 1,627 | 806 |
| Total Overdue Credits | $0.99 \%$ | 0,041 |
| Total Overdue / Total Credits | $1.21 \%$ | $0.70 \%$ |
| Total Overdue / Total Loans | 744 | 288 |
| Provision for Credit Losses | 764 | 104 |
| Charge-Off | 167 | 1,233 |
| Other Real Estate Owned | 195 | 145 |
| Bad Debt Reserve-Loans | 103 |  |
| -Guarantee |  | 96 |
| Contingent | 145 | 1,490 |

Bad Debt Reserve/Non-Performing 134\% 185\%
Loans
Overdue credits, according to MOF's definition, include (1) principal past due more than 3 months, (2) interest past due more than 6 months if principal payment is not past due, and (3) monthly installment of mortgage past due more than 3 months, etc.

## Summary of Deposits

| ( In NT\$ millions) | 1999/12/31 |  | 1998/12/31 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% |
| Checking Deposits | 1,689 | 1 | 1,434 | 1 |
| Demand Deposits | 7,094 | 4 | 5,403 | 3 |
| Foreign Currency Demand | 3,542 | 2 | 3,022 | 2 |
| Deposits |  |  |  |  |
| Savings-Demand Deposits | 28,317 | 18 | 24,520 | 15 |
| Subtotal | 40,642 | 25 | 34,379 | 21 |
| Time Deposits | 58,740 | 36 | 73,695 | 47 |
| Foreign Currency Time | 15,092 | 9 | 8,610 | 5 |
| Deposits |  |  |  |  |
| Savings-Time Deposits | 49,586 | 30 | 43,982 | 27 |
| Subtotal | 123,418 | 75 | 126,287 | 79 |
| Total Deposits | 164,060 | 100 | 160,666 | 100 |
| Loan to Deposit Ratio | 82\% |  | 75\% |  |

Summary of Deposits
At the end of 1999 , local currency time deposits were $66 \%$ of total deposits, of which $69 \%$ were fixed rates. The percentage distribution of various durations of local currency time deposits is shown in the table below, and deposit rate adjustments in 1999 are shown in the chart below.

| 1999/12/31 | $1 \sim 3$ months |  | $\sim 6$ month | hs $7 \sim 12$ months |  | 13 months |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Time Deposits | 25\% |  | $22 \%$ | 44\% |  | 9\% |
| Quasi Liquid Assets | Security Investments |  |  |  |  |  |
| As of December 31 | 1999 | 1998 |  | As of December 31 | 1999 | 1998 |
| (In NT\$ millions) |  |  |  | ( In NT\$ millions) |  |  |
| Cash \& Near Cash | 5,247 | 4,353 |  | Commercial Papers | 14,004 | 19,023 |
| Inter-bank Assets | 15,332 | 26,372 |  | Bank Acceptances | 98 | 542 |
| Security | 22,285 | 27,441 |  | Government \& | 6,571 | 6,944 |
| Investments |  |  |  | Corporate Bonds |  |  |
|  |  |  |  | Beneficiary | 1,045 | 140 |
|  |  |  |  | Certificates |  |  |
|  |  |  |  | Listed Stocks | 567 | 934 |
|  |  |  |  | Price Decline Reserve | - | (141) |
| Total | 42,864 | 58,166 |  | Total | 22,285 | 27,441 |

Quasi Liquid Ratio $21.0 \% \quad 30.4 \%$

## Summary of Income and Expenses

| (In NT\$ millions) | 1999 |  | 1998 |  |  |
| :--- | ---: | ---: | ---: | ---: | :--- |
|  | Amount | $\%$ | Amount | $\%$ |  |
| Interest Income | 12,613 |  | 12,603 |  |  |
| Interest on Money Market | 1,023 |  | 959 |  |  |
| Instruments |  |  |  |  |  |
| Interest Expense | 9,145 |  | 9,721 |  |  |
| Net Interest Income | 4,491 | 87 | 3,841 | 95 |  |


| Provision for Credit Loss | 744 | 14 | 288 | 7 |
| :--- | ---: | ---: | ---: | ---: |
| Net Interest Income After | 3,747 | 73 | 3,553 | 90 |
| Provision for Credit Loss |  |  |  |  |
| Fee Income (Net) | 525 | 10 | 423 | 10 |
| Capital Gain on Short Term | 48 | 1 | $(140)$ | $(3)$ |
| Papers etc. (Net) |  |  |  |  |
| Capital Gain on Stocks | 233 | 5 | 107 | 3 |
| Trading (Net) | 491 | 9 | 71 | 2 |
| Gain on Long Term |  | 1 | 36 | - |
| Investment (Net) | 51 | 1 | 47 | 100 |


| Operating and | 3,122 | 61 | 2,761 | 68 |
| :--- | ---: | :---: | ---: | :---: |
| Administrative Expenses |  |  |  |  |
| Operating Profit | 2,020 | 39 | 1,299 | 32 |
| Non-operating Income (Net) | - | - | 12 | - |
| Net Profit Before | 2,020 | 39 | 1,311 | 32 |

## Income Tax

| Income Tax | 229 | 4 | 305 | 9 |
| :--- | ---: | ---: | ---: | ---: |
| Net Profit | 1,791 | 35 | 1,005 | 25 |

Service fee of credit card business was NT\$ 321 million, weighting $44 \%$ of the bank's NT\$733 million total gross fee income.

| (In NT\$ millions) | 1999/12/31 |  |  |  | 1998/12/31 |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :---: |
|  | Amount | Holding\% | Gain | Amount | Holding\% |  | Gain

Equity Method

| SinoPac Bancorp | $3,461.1$ | 100.00 | 104.7 | $3,124.9$ | 100.00 | 120.1 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| SinoPac Leasing | $1,367.7$ | 99.99 | 381.7 | 782.9 | 99.99 | $(19.5)$ |
| ROCORP Holding | 3.5 | 33.33 | - | 3.5 | 33.33 | - |
| SinoPac Securities | 11.1 | 99.40 | 1.1 | 9.9 | 99.99 | - |

Investment Advisory

| SinoPac Capital Ltd. | 124.5 | 99.99 | 3.4 | - | - | - |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- |
| SinoPac Financial Consulting | 1.9 | 97.00 | - | - | - | - |


| Sub-total | $4,969.8$ | 490.9 | $3,921.3$ | 100.6 |
| :--- | ---: | ---: | ---: | ---: |
| Cost Method | 619.8 | 0.2 | 254.8 | 6.0 |


| Total | $5,589.6$ | 491.1 | $4,176.1$ | 106.6 |
| :--- | :--- | :--- | :--- | :--- |

In May 1999, Bank SinoPac injected US\$ 10 million cash into SinoPac Bancorp to expand FENB's capital stock to US\$ 102 million. In June 1999, SinoPac Capital Ltd., in Hong Kong, started operations with an injected capital of HK $\$ 30$ million. SinoPac Financial Consulting also incorporated to operate with an injected capital of NT\$2 million.

Our shareholding in the security subsidiary, SinoPac Securities, held through SLC, has increased to $70.16 \%$. Aetna SinoPac Credit Card Co. Ltd. is scheduled to operate in the second quarter of 2000 with a planned capital of NT\$ 1,700 million.

## Foreign Exchange Business

| (In US\$ thousands) | 1999 | 1998 |
| :--- | ---: | ---: |
| Export Negotiation \& Collection | 264,929 | 244,630 |
| Letters of Credit \& D/P, D/A | 414,841 | 354,523 |
| Inward Remittances | $2,820,505$ | $1,579,921$ |
| Outward Remittances | $3,202,018$ | $1,946,931$ |
| Bills Collection \& Purchases | 43,115 | 22,604 |
| Cash \& Travelers' Checks | 59,905 | 54,334 |
| Total | $6,805,313$ | $4,202,943$ |


| (In US\$ thousands) | $1999 / 12 / 31$ | $1998 / 12 / 31$ |  |  |
| :--- | :---: | :--- | :--- | :--- |
|  | Amount | $\%$ | Amount | $\%$ |

ASSETS

| Cash \& Due From Banks | 10,864 | $1 \%$ | 11,941 | $2 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| Federal Funds Sold | 84,380 | $10 \%$ | 102,000 | $13 \%$ |
| Sub-total | 95,244 | $11 \%$ | 113,941 | $15 \%$ |

Investments:

| - U.S. Securities | 48,234 | $5 \%$ | 42,488 | $5 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| - Municipal Securities | 964 | $0 \%$ | 977 | $0 \%$ |
| - Commercial Papers etc. 134,295 | $16 \%$ | 152,586 | $20 \%$ |  |
| Total Investment Securities | 183,493 | $21 \%$ | 196,051 | $25 \%$ |
| Loans: |  |  |  |  |
| Real Estate Loans | 321,065 | $38 \%$ | 249,514 | $32 \%$ |
| Commercial Loans | 164,768 | $19 \%$ | 166,089 | $21 \%$ |
| Installment Loans \& Others | 41,768 | $5 \%$ | 3,228 | $0 \%$ |
| Total Loans | 527,601 | $62 \%$ | 418,832 | $54 \%$ |
| Less :Reserve for | $(4,339)$ | $-1 \%$ | $(5,896)$ | $-1 \%$ |

Loan Losses

| Less : Deferred Loan Fees | $(2,728)$ | $0 \%$ | $(2,487)$ | $0 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| Net Loans | 520,534 | $61 \%$ | 410,449 | $53 \%$ |
| Bank Premises \& Equipment | 9,731 | $1 \%$ | 9,294 | $1 \%$ |
| Other Real Estate Owned | 1,228 | $0 \%$ | 1,694 | $0 \%$ |
| Other Assets | 10,774 | $1 \%$ | 7,406 | $1 \%$ |
| Acquisition Premium | 36,001 | $4 \%$ | 38,852 | $5 \%$ |

\& Goodwill

| Total Assets | 857,005 | $100 \%$ | 777,687 | $100 \%$ |
| :--- | :--- | :--- | :--- | :--- |

LIABILITIES
Deposits:

| - Demand Deposits | 98,556 | $12 \%$ | 99,650 | $13 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| - DDA Money Markets | 59,623 | $7 \%$ | 43,869 | $6 \%$ |
| - NOWs | 27,884 | $3 \%$ | 27,842 | $4 \%$ |
| - Savings Deposits | 34,535 | $4 \%$ | 34,943 | $5 \%$ |
| - Public Funds | 2,664 | $0 \%$ | 3,111 | $0 \%$ |
| - TCD's | 412,318 | $48 \%$ | 344,984 | $45 \%$ |
| Total Deposits | 635,580 | $74 \%$ | 554,400 | $71 \%$ |
| Total Liabilities | 744,907 | $87 \%$ | 679,520 | $87 \%$ |
| Limited Life Preferred Stock | 1,000 | $0 \%$ | 1,000 | $0 \%$ |
| Equity | 111,098 | $13 \%$ | 97,167 | $13 \%$ |
| Liabilities \& Equity | 857,005 | $100 \%$ | 777,687 | $100 \%$ |


| ( In US\$ thousands) | 1999 | 1998 | +/- | Change \% |
| :---: | :---: | :---: | :---: | :---: |
| Interest Revenues | 60,049 | 49,029 | +11,020 | 22\% |
| Interest Expenses | 25,700 | 21,027 | +4,673 | 22\% |
| Other Operating Revenues | 2,672 | 5,026 | -2,354 | -47\% |
| Operating Expenses | 23,403 | 21,089 | +2,314 | 11\% |
| Operating Income | 13,618 | 11,930 | +1,688 | 14\% |
| Goodwill Amortization | 3,485 | 3,574 | -89 | -2\% |
| Provision for Income Tax | 5,220 | 4,363 | +857 | 18\% |
| Net Income | 4,913 | 3,993 | +920 | 23\% |

February $1 \quad$ Central Bank of China lowered rediscount rate and secured borrowing rate by 0.25 percent.

February 19 Central Bank of China lowered deposit reserve requirement by 35~0. 75 percent. Ministry of Finance announced the lowering of sales tax on banks to 2 percent.

February 20
March 15
April 26
April 30

June 12 Hong Kong Representative Office and SinoPac Capital Limited in Hong Kong were opened.

June 14 Business Week magazine voted President Paul C. Lo as the "Star of Asia."

June 23 Obtained approval to establish SinoPac Financial Consulting, a subsidiary of Bank SinoPac.

East Panchiao Branch was opened.
The Los Angeles Branch and the East Tainan Branch were opened. EUROMONEY magazine rated Bank SinoPac as the best bank in Taiwan. Keelung Branch was opened. Electronic Banking Division was formed. Obtained approval to raise authorized capital to $65,706,040$ shares, which in turn increased total amount of issued capital to NT\$15,846,060, 400.

September 13 Issuance of 220 million shares in form of Global Depositary Receipts was passed in Shareholders' Meeting.
September 21 An earthquake occurred in central western Taiwan which registered 7.3 on the Richter Scale.

October 1 Legal Division was formed.
October 15 East Taipei Branch was opened.
November 17 South Taichung Branch was opened.
November 19 Ministry of Finance doubled the cap on the amount of investment by a single qualified foreign institutional investor (QFII) to US\$1.2 billion.

December 1 asiamoney rated Bank SinoPac as the 1999 best new bank in Taiwan. asiamoney awarded Bank SinoPac as one of the overall best-managed company in Taiwan, the only bank to be recognized in this way.

FINANCIAL REPORT

Condensed Six-year Financial Statements
Balance Sheets

| At December 31 (In NT\$ thousan | ds) 1999 | 1998 | 1997 | 1996 | 1995 | 1994 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and due from banks | 20,578,125 | 30,725,644 | 24,143,589 | 13,494,770 | 9,873,246 | 9,145,817 |
| Loans, discounts and | 133,817,521 | 119,033,207 | 112,769,398 | 86,771,878 | 67,397,217 | 50,241,754 |
| bills purchased, net |  |  |  |  |  |  |
| Securities purchased, net | 22,284,561 | 27,441,343 | 17,863,310 | 10,961,482 | 2,371,377 | 5,851,682 |
| Long-term equity investments | 6,090,555 | 4,176,118 | 3,799,334 | 148,562 | 100,800 | 16,800 |
| Properties, net | 4,332,500 | 3,823,821 | 2,507,947 | 2,421,432 | 2,223,679 | 724,704 |
| Nonperforming loans, net | 958,182 | 577,326 | 357,924 | 311,360 | 148,747 | 162,147 |
| Other assets | 15,407,820 | 4,884,138 | 4,989,915 | 2,054,717 | 1,471,964 | 1,148,326 |
| Acceptances | 659,638 | 941,695 | 5,308,381 | 5,715,376 | 4,887,141 | 3,807,468 |
| Deposits and remittances | 164,108,727 | 160,700,916 | 138,174,952 | 98,553,220 | 75,626,389 | 53,324,297 |
| Call loans and due to banks | 9,874,841 | 3,621,987 | 6,234,900 | 2,678,476 | 3,616,772 | 1,078,046 |
| Short-term borrowings | - | - | 300,000 | - | - | - |
| Other liabilities | 8,683,723 | 6,860,181 | 6,036,639 | 2,565,995 | 2,825,795 | 2,065,411 |
| Acceptances payable | 659,638 | 941,695 | 5,308,381 | 5,715,376 | 4,887,141 | 3,807,468 |
| Capital stocks | 15,846,060 | 15,189,000 | 12,238,130 | 10,743,200 | 10,330,000 | 10,000,000 |
| Capital surplus | 1,487,201 | 2,104,784 | 1,103,828 | 9,054 | 18 | - |
| Retained earnings | 3,477,311 | 2,389,584 | 2,340,414 | 1,614,256 | 1,188,056 | 823,476 |
| Unrealized loss on |  | ( 202,148$)$ | - | - | - | - |
| long-term investments |  |  |  |  |  |  |
| Translation adjustment | $(8,599)$ | $(2,707)$ | 2,554 | - | - | - |
| Total assets | 204,128,902 | 191,603,292 | 171,739,798 | 121,879,577 | 98,474,171 | 71,098,698 |
| Total liabilities | 183,326,929 | 172,124,779 | 156,054,872 | 109,513,067 | 86,956,097 | 60,275,222 |
| Total stockholders' equity | 20,801,973 | 19,478,513 | 15,684,926 | 12,366,510 | 11,518,074 | 10,823,476 |

Statements of Income

| Years ended December 31 | 1999 | 1998 | 1997 | 1996 | 1995 | 1994 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (In NT\$ thousands, except earnings per share) |  |  |  |  |  |  |
| Operating revenues | $15,240,200$ | $14,216,206$ | $11,608,807$ | $8,798,508$ | $6,889,571$ | $4,773,799$ |
| Operating expenses | $13,220,033$ | $12,917,520$ | $10,089,585$ | $7,780,871$ | $6,091,256$ | $4,122,788$ |
| Operating income | $2,020,167$ | $1,298,686$ | $1,519,222$ | $1,017,637$ | 798,315 | 651,011 |
| Nonoperating income, net | $(32)$ | 11,829 | 24,843 | 19,615 | 8,712 | 296 |
| Pretax income | $2,020,135$ | $1,310,515$ | $1,544,065$ | $1,037,252$ | 807,027 | 651,307 |
| Net income | $1,790,521$ | $1,005,308$ | $1,236,862$ | 848,436 | 694,598 | 545,912 |
| Earnings per share | 1.13 | 0.70 | 0.96 | 0.67 | 0.56 | 0.43 |

## Independent Auditors' Report

## The Board of Directors and Stockholders

## Bank SinoPac

We have audited the balance sheets of Bank SinoPac as of December 31, 1999 and 1998 and the related statements of income, changes in stockholders' equity and cash flows for the years then ended. These financial statements are the responsibility of the Bank's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the regulations governing such audits and generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Bank SinoPac as of December 31, 1999 and 1998, and the results of its operations and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the Republic of China.

For your information, we have audited the consolidated financial statements of Bank SinoPac as of and for the years ended December 31, 1999 and 1998, and issued an unqualified opinion thereon.

Notice to Readers

The accompanying financial statements are intended only to present the financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in the Republic of China and not those of any other jurisdictions. The standards, procedures and practices to audit such financial statements are those generally accepted and applied in the Republic of China.

## BANK SINOPAC

## BALANCE SHEETS

December 31, 1999 and 1998(Expressed
in Thousands of New Taiwan Dollars,
Except Par Value of Capital Stock)
ASSETS
CASH (Note 3)
DUE FROM BANKS (Note 18)
DUE FROM CENTRAL BANK (Note 4)

SECURITIES PURCHASED - NET
9991998
(Notes 2, 5,10 and 18)
ACCEPTANCES
ACCOUNTS, INTEREST AND OTHER
RECEIVABLES - NET (Notes 2, 6 and 18)
PREPAYMENTS (Notes 2 and 17)
LOANS, DISCOUNTS AND BILLS PURCHASED- NET

| Amount | $\%$ | Amount | $\%$ |
| :--- | :---: | :---: | :---: |
| $\$ 5,246,527$ | 3 | $\$$ | $4,353,393$ |
| $8,482,452$ | 4 | $15,969,529$ | 2 |
| $6,849,146$ | 3 | $10,402,722$ | 6 |
| $22,284,561$ | 11 | $27,441,343$ | 14 |
|  |  |  |  |
| 659,638 | - | 941,695 | 1 |

(Notes 2, 7 and 18)
LONG-TERM EQUITY INVESTMENTS (Notes 2 and 8)
6,090,555
4,176,118
2
PROPERTIES (Notes 2, 9 and 19)
$\operatorname{Cos} t$

| Land | 1,638,633 | 1 | 1,638,633 | 1 |
| :---: | :---: | :---: | :---: | :---: |
| Buildings | 1,671,009 | 1 | 1,317,101 | 1 |
| Computer equipment | 874,486 | 1 | 549,936 | - |
| Transportation equipment | 60,583 | - | 48,563 | - |
| Office and other equipment | 948,021 | - | 757,391 | - |
| Total cost | 5,192,732 | 3 | 4,311,624 | 2 |
| Accumulated depreciation | 901,005 | 1 | 710,959 | - |
|  | 4,291,727 | 2 | 3,600,665 | 2 |

Prepayments for equipment and construction in

| Progress | 40,773 | - | 223,156 |
| :---: | :---: | :---: | :---: |
| Net Properties | 4,332,500 | 2 | 3,823,821 |
| OTHER ASSETS (Notes 2, 10 and 19) | 2,418,302 | 1 | 1,804,814 |

[^1]\$ 204,128,902 $\qquad$ \$ 191,603,292
$\underline{\underline{100}}$

## LIABILITIES AND STOCKHOLDERS' EQUITY

Liabilities

| Call loans and due to banks | 9,874,841 | 5 | 3,621,987 | 2 |
| :---: | :---: | :---: | :---: | :---: |
| Acceptances payable | 659,638 | - | 941,695 | 1 |
| Accounts, interest and other payables | 8,294,088 | 4 | 6,070,860 | 3 |
| (Notes 12 and17) |  |  |  |  |
| Deposits and remittances (Notes 11 and 18) | 164,108, 727 | 80 | 160,700,916 | 84 |
| Other liabilities (Notes 2, 16 and 17) | 389,635 | - | 789,321 | - |
| Total Liabilities | 183,326,929 | 89 | 172,124,779 | 90 |

## STOCKHOLDERS' EQUITY (Note 13) <br> Capital stock, $\$ 10$ par value <br> Authorized: 1,804,606,040 shares in 1999 and $1,518,900,000$ shares in 1998 <br> Issued: 1,584,606,040 shares in 1999 and $1,518,900,000$ shares in 1998

$15,846,060 \quad 8 \quad 15,189,000 \quad 8$

Capital surplus (Note 2)

| Additional paid-in capital | $1,470,808$ | 1 | $2,089,000$ | 1 |
| :--- | ---: | ---: | ---: | ---: |
| Gain on disposal of properties | 16,310 | - | 15,784 | - |
| Donated capital | 83 | - | - | - |

Retained earnings


CONTINGENCIES AND COMMITMENTS (Notes 19 and 20)

TOTAL LIABILITIES AND STOCKHOLDERS' $\quad \underline{\underline{\$ 204,128,902}} \underline{\underline{100}}$ EQUITY

[^2]BANK SINOPAC
STATEMENTS OF INCOME
For the Years Ended December 31, 1999 and 1998

| (Expressed in Thousands of New Taiwan Dollars, |  |  |  | 1999 |
| :--- | :--- | :--- | :--- | :--- |
| Except Earnings Per Share) |  |  |  |  |
|  | Amount | $\%$ | Amount | $\%$ |

OPERATING REVENUES


OPERATING EXPENSES

| Interest (Note 2) |  | 9,145,501 | 60 |  | 9,721,144 | 69 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Service charges |  | 208,545 | 2 |  | 148,116 | 1 |
| Provision for credit losses (Note 2) |  | 743,975 | 5 |  | 287,603 | 2 |
| Operating and administrative expenses |  | 3,089,730 | 20 |  | 2,733,989 | 19 |
| (Notes 15, 16 and 18) |  |  |  |  |  |  |
| Other |  | 32,282 | - |  | 26,668 | - |
| Total Operating Expenses |  | 13,220,033 | 87 |  | 12,917,520 | 91 |
| OPERATING INCOME |  | 2,020,167 | 13 |  | 1,298,686 | 9 |
| NON-OPERATING INCOME (EXPENSES) |  |  |  |  |  |  |
| Non-operating income |  | 28,290 | - |  | 18,914 | - |
| Non-operating expenses | ( | 28,322) | - | ( | 7,085) | - |
| Non-operating Income (Expenses) - Net | ( | 32) | - |  | 11,829 | - |
| INCOME BEFORE INCOME TAX |  | 2,020,135 | 13 |  | 1,310,515 | 9 |
| INCOME TAX (Notes 2 and 17) |  | 229,614 | 1 |  | 305,207 | 2 |
| NET INCOME | \$ | 1,790,521 | 12 | \$ | 1,005,308 | 7 |

Based on weighted average shares

> | outstanding: $1,582,327,198$ shares in 1999 and |
| :--- |
| $\qquad 1,375,276,094$ shares in $1998 \$ \quad 1.13$ |

$\$ \quad 0.73$

Based on $1,431,249,831$ shares - after retroactive
adjustment for 1999 stock dividends
$\$ \quad 0.70$

The accompanying notes are an integral part of the financial statements.

For the Years Ended December 31, 1999 and 1998 (Expressed in Thousands of New Taiwan Dollars, Except Dividend and Stock Issue Price Per Share)

|  | CAPITAL STOCK |  | CAPITAL SURPLUS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (Note 15) |  | Additional |  | Gain on |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Thousands ) |  | Amoun t |  | Capital |  | perties |  |  | Total |
| BALANCE, JANUARY 1, 1998 1,223,813 | \$ | 12,238,130 |  | \$ 1,089,000 | \$ | 14,828 | \$ | - | \$1,103,828 |
| Appropriation of 1997 earnings |  |  |  |  |  |  |  |  |  |
| Legal reserve |  | - |  | - |  | - |  | - | - |
| Special reserve |  | - |  | - |  | - |  | - | - |
| Stock dividends - \$0.77 per share 94,234 |  | 942,336 |  | - |  | - |  | - | - |
| Rewards to directors and supervisors - |  | - |  | - |  | - |  | - | - |
| Bonus to employees 853 |  | 8,534 |  | - |  | - |  | - | - |
| Net income for 1998 |  | - |  | - |  | - |  | - | - |
| Issuance of capital stock for cash -\$15 |  |  |  |  |  |  |  |  |  |
| per share, effected on September |  |  |  |  |  |  |  |  |  |
| 19, 1998 200,000 |  | 2,000,000 |  | 1,000,000 |  | - |  | - | 1,000,000 |
| Transfer of gain on sale of |  |  |  |  |  |  |  |  |  |
| properties to capital surplus |  | - |  | - |  | 956 |  | - | 956 |
| Unrealized loss on long - term equity |  |  |  |  |  |  |  |  |  |
| investments recognized from investee |  |  |  |  |  |  |  |  |  |
| under the equity method |  | - |  | - |  | - |  | - | - |
| Change in translation adjustment on |  |  |  |  |  |  |  |  |  |
| long - term equity investments _ - |  | - |  | - - |  | - |  | - | - |
| BALANCE, DECEMBER 31, 1998 1,518,900 |  | 15,189,000 |  | 2,089,000 |  | 15,784 |  | - | 2,104,784 |
| Appropriation of 1998 earnings |  |  |  |  |  |  |  |  |  |
| Legal reserve |  | - |  | - |  | - |  | - | - |
| Stock dividends - \$0.407 per share 61,819 |  | 618,192 |  | 618,192) |  | - |  | - | ( 618,192) |
| Cash dividends - \$0.393 per share |  | - |  | - |  | - |  | - | - |
| Rewards to directors and supervisors |  | - |  | - |  | - |  | - | - |
| Bonus to employees 3,887 |  | 38,868 |  | - |  | - |  | - | - |
| Net income for 1999 |  | - |  | - |  | - |  | - | - |
| Transfer of gain on sale of properties to |  |  |  |  |  |  |  |  |  |
| capital surplus |  | - |  | - |  | 526 |  | - | 526 |
| Reversal of unrealized loss on long - term |  |  |  |  |  |  |  |  |  |
| equity investments recognized from |  |  |  |  |  |  |  |  |  |
| investee under the equity method |  | - |  | - |  | - |  | - | - |
| Change in translation adjustment on |  |  |  |  |  |  |  |  |  |
| long - term equity investments |  | - |  | - |  | - |  | - | - |
| Donated dividends |  | - |  | - |  | - |  | 83 | 83 |
| BALANCE, DECEMBER 31, 1999 1,584,606 | \$ | 15,846,060 |  | $\underline{\text { \$1,470,808 }}$ | \$ | 16,310 | \$ | 83 | $\underline{\underline{\$ 1,487,201}}$ |



| For the Years Ended December 31, 1999 and 1998 | 1999 | 1998 |
| :--- | :--- | :--- |
| (Expressed in Thousands of New Taiwan Dollars) |  |  |


| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net income | \$ | 1,790,521 | \$ | 1,005,308 |
| Adjustments to reconcile net income to net cash provided by (used in) operating activities |  |  |  |  |
| Depreciation and amortization |  | 261,676 |  | 211,439 |
| Provision for credit losses |  | 743,975 |  | 287,603 |
| Provision for (reversal of) market value decline of securities purchased | ( | 107,930) |  | 85,200 |
| Loss on disposal of properties - net |  | 11,704 |  | 5,300 |
| Investment income under the equity method | ( | 490, 976) | ( | 100,206) |
| Gain on sale of long-term equity investments |  | - | ( | 6,359) |
| Accrued pension cost | ( | 12,401) | ( | 9,997) |
| Deferred income tax |  | 29,454 | ( | 9,870) |
| Changes in operating assets and liabilities |  |  |  |  |
| Accounts, interest and other receivables | ( | 10,416,099) | ( | 1,077,802) |
| Prepayments | ( | 24,437) | ( | 46,835) |
| Accounts, interest and other payables |  | 2,219,368 |  | 2,245,757 |
| Net Cash Provided by (Used in) Operating Activities | $($ | 5,995,145) |  | 2,589,538 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |  |
| Increase in loans, discounts and bills purchased | ( | 14,670,785) | ( | 6,155,756) |
| Decrease (increase) in securities purchased |  | 5,132,764 | ( | 9,663,233) |
| Acquisition of properties | ( | 756,394) | ( | 1,511,090) |
| Decrease (increase) in other assets | ( | 1,422,020) |  | 627,821 |
| Increase in long-term equity investments | ( | 1,061,719) | ( | 566,541) |
| Proceeds from sale of long-term equity investments |  | - |  | 52,892 |
| Proceeds from sale of properties |  | 1,311 |  | 1,740 |
| Net Cash Used in Investing Activities | $($ | 12,776,843) | $($ | 17,214,167) |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |  |
| Increase in deposits and remittances | 3,407 | ,811 | 22,5 | ,964 |
| Decrease in short-term borrowings |  | - | ( | 300,000) |
| Increase (decrease) in call loans and due to banks |  | 6,252,854 | ( | 2,612,913) |
| Decrease in other liabilities | ( | 376,739) | ( | 1,402,055) |
| Rewards to directors, supervisors and bonus to employees | ( | 62,612) | ( | 4,312) |
| Cash dividends | ( | 596, 928) |  | - |
| Donated dividends |  | 83 |  | - |
| Issuance of capital stock for cash |  | - |  | 3,000,000 |
| Net Cash Provided by Financing Activities |  | 8,624,469 |  | 21,206,684 |
| INCREASE (DECREASE) IN CASH, DUE FROM |  |  |  |  |
| CENTRAL BANK AND DUE FROM BANKS | (\$ | 10,147,519) | \$ | 6,582,055 |
| CASH, DUE FROM CENTRAL BANK AND DUE FROM |  |  |  |  |
| BANKS, BEGINNING OF YEAR |  | 30,725,644 |  | 24,143,589 |
| CASH, DUE FROM CENTRAL BANK AND DUE FROM |  |  |  |  |
| BANKS, END OF YEAR | \$ | 20,578,125 | \$ | 30,725,644 |
| SUPPLEMENTAL INFORMATION |  |  |  |  |
| Interest paid | \$ | 9,392,753 | \$ | 9,275,942 |
| Income tax paid | \$ | 315,865 | \$ | 360,575 |

The accompanying notes are an integral part of the financial statements.

## BANK SINOPAC

## NOTES TO FINANCIAL STATEMENTS

December 31, 1999 and 1998 (Expressed in Thousands of New Taiwan Dollars, Unless Otherwise Stated)

## 1. ORGANIZATION AND OPERATIONS

The Bank obtained government approval to incorporate on August 8, 1991, and commenced operations on January 28, 1992. The Bank is engaged in commercial banking, savings, trust, and foreign exchange operations as prescribed by the Banking Law.

As of December 31, 1999, the Bank's operating units include Banking, Savings, Trust, International Division of the Head Office, an Offshore Banking Unit (OBU) and thirty-four domestic branches, one overseas branch and two overseas representative offices. The Bank's shares of stock had been traded on the R.O.C. Over-the-counter Securities Exchange (the OTC Exchange) until June 29, 1998 when the shares were 1 isted on the Taiwan Stock Exchange.

## 2. SIGNIFICANT ACCOUNTING POLICIES

## Basis of financial statement preparation

The accompanying financial statements include the accounts of the Head Office, OBU, all branches and representative offices. All inter-office transactions and balances have been eliminated.

## Securities purchased

Securities purchased include short-term bills, stocks, beneficiary certificates and bonds.

Short-term bills are stated at cost (which approximates market value). Stocks, beneficiary certificates and bonds are stated at the lower of moving-average cost or market. Market prices are determined as follows: (a) listed stocks and beneficiary certificates (close-end fund) - average daily closing prices for the last month of the accounting period; (b) beneficiary certificates (open-end fund) - net asset values at the balance sheet date; and (c) over-the-counter stocks and bonds - year-end reference prices published by the OTC Exchange. Cost of securities sold is determined by the moving-average cost except that of short-term bills, which is determined by the specific identification method. In compliance with a directive of the Ministry of Finance, sales and purchases of bonds and short-term bills under agreements to repurchase or resell are treated as
outright sales and purchases.

## Allowance for credit losses

Allowances for losses on loans, discounts, bills purchased, accounts, interest and other receivables, and non-performing loans are provided based on a review of their collectibility.

## Long-term equity investments

Long-term equity investments are accounted for by the equity method if the Bank has significant influence over the investees. Investments accounted for by the equity method are stated at cost plus (orminus) a proportionate share in net earnings (losses) or changes in net worth of the investees. Any difference between the acquisition cost and the equity of the investee acquired at the time of investment is amortized over 15 years. Long-term equity investments are accounted for by the cost method if the Bank does not have significant influence over the investees. Stock dividends result only in an increase in the number of shares and are not recognized as investment income.

For listed stocks accounted for by the cost method, when the aggregate market value is lower than the total carrying value, an allowance for market value decline is provided and the unrealized loss is charged against stockholders' equity.

Cost of equity investments sold is determined by the weighted-average method.

## Properties

Properties are stated at cost less accumulated depreciation. Major renewals and betterments are capitalized, while repairs and maintenance are expensed as incurred.

Upon sale or disposal of properties, their cost and related accumulated depreciation are removed from the respective accounts. Any resulting gain is credited to current income and then transferred to capital surplus after deducting applicable income tax. Any resulting loss is charged to current income.

Depreciation is calculated by the straight-line method based on estimated service lives which range as follows: buildings, 8 to 55 years; computer equipment, 3 to 5 years; transportation equipment, 5 years; office and other equipment, 5 to 8 years. For assets which have reached their original estimated service lives but remain in use, further depreciation is calculated based on the estimated additional service
lives.

## Provisions for losses on guarantees

Provisions for losses on guarantees and acceptances (included in other liabilities) are provided based on their estimated collectibility.

## Foreign-currency transactions

The Bank records foreign-currency transactions in the respective currencies in which these are denominated. Foreign-currency denominated income and expenses are translated into New Taiwan dollars at month end based on spot exchange rates. Foreign-currency assets and liabilities are translated into New Taiwan dollars at closing rates at the balance sheet date. Realized and unrealized foreign exchange gains or losses are credited or charged to current income. Gains or losses resulting from restatement of year-end foreign-currency denominated long-term equity investments accounted for by the equity method are credited or charged to
"translation adjustment" under stockholders' equity.

## Derivative financial instruments

a. Foreign exchange forward contracts

Foreign-currency assets and liabilities arising from forward exchange contracts, which are mainly to accommodate customers' needs or to manage the Bank's currency positions, are recorded at the contracted forward rates. Gains or losses arising from the differences between the contracted forward rates and spot rates at settlement are credited or charged to current income. For contracts outstanding at the balance sheet date, the gains or losses arising from the differences between the contracted forward rates and the forward rates available for the remaining maturities of the contracts are credited or charged to current income. Receivables arising from forward exchange contracts are offset against the related payables at the balance sheet date.

## b.Currency swap contracts

Foreign-currency spot-position assets or liabilities arising from currency swap contracts, which are mainly to accommodate customers' needs or to manage the Bank's currency positions, are recorded at the spot rates when the transactions occur, while the corresponding forward-position assets or liabilities are recorded at the contracted forward rates; with receivables netted against the related payables. Gains or losses arising from the differences between the contracted forward rates and the spot rates at settlement are credited or charged to current income. For contracts
outstanding at the balance sheet date, the gains or losses arising from the differences between contracted forward rates and the forward rates available for the remaining maturities of the contracts are credited or charged to current income.
c. Cross currency swap

Cross currency swap (CCS) contracts, which are intended for hedging purposes, are recorded at the contracted forward rates as off-balance sheet items. The related discounts or premiums are amortized over the respective contract periods on a straight-line basis. The net interest upon each settlement is recorded as an adjustment to the revenue or expense associated with the item being hedged.

## d.Options

Premiums paid or received for options, which are mainly to accommodate customers' needs or to manage the Bank's currency positions, are recorded as assets and liabilities, respectively, and are amortized over the respective contract periods on a straight-line basis. Gains or losses on exercise of options are credited or charged to current income. Options outstanding at the balance sheet date are revalued at market value and the resulting gains or losses are recognized currently. Premiums paid or received for options, which are intended for hedging purposes, are recorded as assets and liabilities, respectively, and are amortized over the respective contract periods on a straight-line basis. Gains or losses on exercise of options are recorded as adjustments to the revenue, cost or expenses associated the items being hedged.
e.Interest rate swaps

Interest rate swaps do not involve exchanges of principals, which are recorded by memorandum entries at the contract dates. For such swaps entered into to accommodate customers' needs or to manage the Bank's interest rate positions, the interest differentials to be received or paid at settlement are recognized as interest income or expense. For swaps entered into for hedging purposes, the net interest upon each settlement is recorded as an adjustment to interest income or expense associated with the item being hedged.

Pension
Under R.O.C. Statement of Financial Accounting Standards ( "SFAS") No. 18,
"Accounting for Pensions," pension expense is determined based on actuarial calculations (Note 16).

## Income tax

Under SFAS No. 22, "Accounting for Income Tax," interperiod income tax allocation is applied, whereby tax effects of deductible temporary differences. And unused investment tax credits are recognized as deferred income tax assets and those of taxable temporary differences are recognized as deferred income tax liabilities; a valuation allowance is provided for deferred income tax assets that are not certain to be realized.Adjustments of prior years' tax liabilities are included in the current year's tax provision. Income tax (10\%) on unappropriated earnings is recorded as income tax in the year when the shareholders resolve that the earnings shall be retained.
3. CASH

|  | 1999 | 1998 |
| :--- | :---: | :---: | :---: |
| Notes and checks in clearing | $\$ 1,015,254$ | $\$ 1,361,230$ |
| Cash | $1,504,800$ | $1,002,203$ |
| Negotiable certificates of deposit | $2,726,473$ | $\underline{1,989,960}$ |
|  | $\underline{\$ 4,246,527}$ | $\underline{\$ 4,353,393}$ |

As of December 31, 1999, negotiable certificates of deposit aggregating \$31,395 have maturities over one year.

## 4. DUE FROM CENTRAL BANK

This consists mainly of deposit reserves required by law, which are determined monthly at prescribed rates on average balances of customers' deposits. These reserves include $\$ 5,041,416$ and $\$ 5,852,848$ as of December 31, 1999 and 1998 , respectively, of which withdrawal is restricted.

## 5. SECURITIES PURCHASED

|  | 1999 | 1998 |
| :---: | :---: | :---: |
| Commercial paper | \$ 3,870,208 | \$18, 015,920 |
| Bonds and bank debentures | 6,570,777 | 6,944,017 |
| Beneficiary certificates | 1,044,851 | 140,000 |
| Listed and over-the-counter stocks | 566,511 | 933,814 |
| Floating rate notes | 133,820 | 1,006,922 |
| Bank acceptances | 98,394 | 542,138 |
|  | 22,284,561 | 27,582,811 |
| Less: Allowance for market value decline | - | 141,468 |
| Net | \$ 22,284,561 | \$27,441,343 |

The aggregate market value or reference price of bonds and bank debentures, stocks and beneficiary certificates are as follows:

|  | 1999 | 1998 |  |
| :--- | ---: | ---: | ---: | ---: |
| Bonds and bank debentures | $\$$ | $6,614,460$ | $\$ 0,988,218$ |
| Beneficiary certificates |  | $1,044,471$ | 96,770 |
| Listed and over-the-counter stocks |  | 540,795 | 876,666 |

As of December 31, 1999 and 1998, government bonds, corporate bonds and bank debentures totaling $\$ 54,800$ and $\$ 31,700$, respectively, have been provided to courts as performance bonds for provisional seizure of debtors' properties.

## 6. ACCOUNTS, INTEREST AND OTHER RECEIVABLES

|  | 1999 | 1998 |
| :---: | :---: | :---: |
| Accounts receivable | \$ 12,211,290 | \$ 2,618,619 |
| Interest receivable | 836,197 | 750,826 |
| Other receivable | 351,160 | - |
| Accrued revenue | 349,644 | 235,128 |
| Forward receivable - net | 164,038 | - |
| Due from affiliates | 82,914 | - |
| Refundable tax | 22,753 | - |
| Other | 37,601 | 34,925 |
|  | 14,055,597 | 3,639,498 |
| Less: Allowance for losses | 245,345 | 95,859 |
| Net | \$ 13,810,252 | \$ 3,543,639 |

As of December 31, 1999, accounts receivable includes $\$ 8,889,436$ which were generated from factoring business.

The investments in corporate bonds issued by Tong Lung Metal Industry Co., floating rate notes issued by C. P. POKPHAND and convertible corporate bonds issued by TECHNOLOGY RESOURCES INDUSTRIES BERHAD amounted to $\$ 100,000, \$ 156,975$ and $\$ 94,185$, respectively, were reclassified in 1999 from securities purchased to other receivables. An additional provision for losses were provided on the investments based on a review of their collectibility.

|  | 1999 | 1998 |  |
| :--- | ---: | ---: | ---: |
| Overdrafts | $\$$ | $3,393,314$ | $\$$ |
| Short-term loans | $28,357,079$ | $24,300,194$ |  |
| Mid-term loans | $43,523,689$ | $47,056,695$ |  |
| Long-term loans | $58,715,532$ | $43,958,312$ |  |
| Import and export negotiations | 812,746 | 756,004 |  |
| Bills purchased | $\underline{12,619}$ | $\underline{804}$ |  |
|  | $134,814,979$ | $120,053,314$ |  |
| Less: Allowance for credit losses | $\underline{\underline{997,458}}$ | $\underline{1,020,107}$ |  |
| Net | $\underline{\$ 133,817,521}$ | $\underline{\underline{\$ 119,033,207}}$ |  |

## 8. LONG-TERM EQUITY INVESTMENTS

|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% of Shareholding | Amount | \% of Shareholding |
| Cost method |  |  |  |  |
| Listed |  |  |  |  |
| Ruentex Textile Co., Ltd. | \$ 165,486 | 1.45 | \$ | - |
| Chiao Tung Bank Co., Ltd. | 199,465 | 0.26 | - | - |
| Vate Technology Co., Ltd. | 11,467 | 0.61 | 11,467 | 0.61 |
|  | 376,418 |  | 11,467 |  |
| Unlisted |  |  |  |  |
| Global Securities Finance Corp. | 100,000 | 1.56 | 100,000 | 1.56 |
| Z-Com, Inc. | 16,800 | 3.43 | 16,800 | 3.43 |
| Taipei Forex Inc. | 800 | 0.40 | 800 | 0.40 |
| Taiwan International |  |  |  |  |
| Mercantile Exchange Corp. | 9,000 | 0.45 | 9,000 | 0.45 |
| Taiwan Leader Copper Clad |  |  |  |  |
| Laminate Co., Ltd. | 16,554 | 1.35 | 16,554 | 1.91 |
| APack Technologies Inc. | 30,709 | 1.60 | 30,709 | 2.03 |
| Fuh-Hwa Securities Investment | 24,000 | 8.00 | 24,000 | 8.00 |
| Trust Co., Ltd. |  |  |  |  |
| Financial Information Service |  |  |  |  |
| Co., Ltd. | 45,500 | 1.14 | 45,500 | 1.14 |
|  | 243,363 |  | 243,363 |  |
|  | 619,781 |  | 254,830 |  |
| Equity method |  |  |  |  |
| Rocorp Holding S.A. | \$ 3,531 | 33.33 | \$ 3,531 | 33.33 |
| SinoPac Bancorp | 3,461,107 | 100.00 | 3,124,944 | 100.00 |
| SinoPac Leasing Corporation | 1,367,669 | 99.99 | 782,873 | 99.99 |
| SinoPac Securities Investment |  |  |  |  |
| Advisory Corp. | 11,082 | 99.40 | 9,940 | 99.40 |
| SinoPac Capital Ltd. | 124,475 | 99.99 | - | - |
| Bank SinoPac Financial Consulting |  |  |  |  |
| Co., Ltd. | 1,940 | 97.00 | - |  |
|  | 4,969,804 |  | 3,921,288 |  |
| Prepayments for capital subscription Aetna |  |  |  |  |
| SinoPac Credit Card Co.,Ltd., |  |  |  |  |
| Preparatory office | 500,970 | - | - | - |
| \$ | 6,090,555 |  | \$4,176,118 |  |

The total market value of the 1 isted stocks is $\$ 411,815$ and $\$ 17,000$ as of December 31 , 1999 and 1998, respectively. The investment in Ruentex Textile Co., Ltd. was reclassified in September 1999 from securities purchased (short-term) to long-term equity investments.

SinoPac Bancorp is a holding company established by the Bank in the United States to acquire and hold a 100\% equity interest in Far East National Bank ("FENB") , Los Angeles, California, USA.

Except SinoPac Bancorp and SinoPac Leasing Corporation, the operating revenues and total assets of the other three subsidiaries - SinoPac Securities Investment Advisory Corp., SinoPac Capital Ltd., and Bank SinoPac Financial Consutling Co., Ltd. - are individually less than $10 \%$, and are in aggregate less than $30 \%$, of those of the Bank. Accordingly, only SinoPac Bancorp and SinoPac Leasing Corporation are consolidating subsidiaries in the Bank's consolidated financial statements.

The carrying amounts of the investments accounted for by the equity method as of December 31, 1999 and 1998, and the related investment income of $\$ 490,976$ and $\$ 100,206$, respectively, for the years then ended, were based on the investees' audited financial statements, except for those of Rocorp Holding S.A. and Bank SinoPac Financial Consulting Co., Ltd. which were based on the investees' unaudited financial statements. If the investees' unaudited financial statements mentioned above were audited, the effect of adjustments, if any, is not expected to be significant.

In 1998, the Bank recorded, in stockholders' equity, $\$ 202,148$ of unrealized loss, which was reversed in 1999,
on long-term equity investments resulting from market value decline of listed stocks held by an investee accounted for by the equity method.

## 9. PROPERTIES

|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Cost | \$ | 5,192,732 | \$ | 4,311,624 |
| Accumulated depreciation |  |  |  |  |
| Buildings |  | 143,750 |  | 100,356 |
| Computer equipment |  | 325,955 |  | 282,324 |
| Transportation equipment |  | 24,260 |  | 16,891 |
| Office and other equipment |  | 407,040 |  | 311,388 |
|  |  | 901,005 |  | 710,959 |
|  |  | 4,291,727 |  | 3,600,665 |
| Prepayments for equipment and |  |  |  | 223,156 |
| Net | \$ | 4,332,500 | \$ | 3,823,821 |

10.OTHER ASSETS

|  | 1999 | 1998 |  |
| :---: | :---: | :---: | :---: |
| Non-performing loans | \$ 1,156,005 | \$ | 805,714 |
| Less: Allowance for credit losses | 197,823 |  | 228,388 |
|  | 958,182 |  | 577,326 |
| Guarantee deposits | 1,120,773 |  | 885,712 |
| Collateral assumed | 167,282 |  | 233,365 |
| Computer system software | 110,156 |  | 67,506 |
| Other | 61,909 |  | 40,905 |
|  | \$ 2,418,302 | \$ | 1,804,814 |

As of December 31, 1999 and 1998, bank debentures, government and corporate bonds totaling $\$ 727,865$ and $\$ 609,100$, respectively, have been submitted as guarantee deposits.

|  | 1999 | 1998 |
| :--- | ---: | ---: |
| Savings | $\$ 77,903,739$ | $\$ 68,502,079$ |
| Time | $71,702,772$ | $76,197,152$ |
| Demand | $10,635,720$ | $8,425,126$ |
| Negotiable certificates of deposit | $2,128,600$ | $6,107,400$ |
| Checking | $1,688,974$ | $1,433,902$ |
| Outward remittances | 29,649 | 18,801 |
| Inward remittances | $\underline{19,273}$ | $\underline{16,456}$ |
|  | $\underline{\$ 164,108,727}$ | $\underline{\underline{\$ 160,700,916}}$ |

## 12.ACCOUNTS, INTEREST AND OTHER PAYABLES

|  | 1999 | 1998 |  |
| :--- | ---: | ---: | ---: |
| Accounts payable | $\$$ | $5,002,670$ | $\$$ |
| Interest payable | $1,682,463$ | 21,519 |  |
| Notes and checks in clearing | $1,015,254$ | $2,002,462$ |  |
| Accrued expenses | 181,249 | $1,361,230$ |  |
| Tax payable | 43,487 | 185,972 |  |
| Collections payable | 26,415 | 72,423 |  |
| Other | $\underline{342,550}$ | $2,221,284$ |  |
|  | $\underline{\$ 8,294,088}$ | $\underline{\$ 8,070,860}$ |  |

As of December 31, 1999, accounts payable include $\$ 5,001,871$ which were generated from factoring business.

## 13.STOCKHOLDERS' EQUITY

a.Capital stock

On September 13, 1999, the stockholders resolved to increase the Bank's capital from $\$ 15,846,060$ to $\$ 18,046,060$, divided into $1,804,606,040$ shares at a par value of 10 New Taiwan dollars. $220,000,000$ shares will be increased in form of Global Depositary Receipts. The capital increase has been submitted to the competent authorities for approval.

On April 15, 1999, the stockholders resolved to increase the Bank's capital from $\$ 15,189,000$ to $\$ 15,846,060$, divided into $1,584,606,040$ shares at the same par value,
through: (1) stock dividends of $\$ 618,192$ declared from additional paid-in capital, and (2) issuance of shares to employees in lieu of cash bonus of $\$ 38,868$. The capital increase was effected on August 3, 1999.

On March 23, 1998, the stockholders resolved to increase the Bank's capital from $\$ 12,238,130$ to $\$ 15,189,000$, divided into $1,518,900,000$ shares at the same par value, through: 1) stock dividends of $\$ 255,746$ and $\$ 686,590$ declared from special reserve and unappropriated earnings, respectively; 2) issuance of shares to employees in lieu of cash bonus of $\$ 8,534$; and 3) issuance of $200,000,000$ shares by cash contribution at 15 New Taiwan dollars per share. The capital increase was effected on September 19, 1998.

## b.Capital surplus

According to the Securities and Futures Commission (the "SFC") regulations, capital surplus arising from issuance of shares in excess of par value can be transferred to capital only once a year, excluding the year in which it arises, and within the specified limits.
c.Retained earnings

The Bank's Articles of Incorporation provide that the following shall be appropriated from the annual net income, less any deficit:

1) $30 \%$ as legal reserve;
2)Special reserve or an amount to be retained; and
3)Dividends to stockholders, rewards to directors and supervisors and bonus to employees at $85 \%, 2 \%$ and $13 \%$, respectively, of the remainder.

These appropriations and the disposition of the remaining net income, as well as other allocations of earnings, shall be resolved by the stockholders in the following year and given effect to in the financial statements of that year.

Under the Company Law, the aforementioned appropriation for legal reserve shall be made until the reserve equals the paid-in capital. This reserve shall only be used to offset a deficit, or, when reaching $50 \%$ of capital, up to $50 \%$ thereof can be transferred to capital. In addition, the Banking Law provides that, before the reserve equals the paid-in capital, annual cash dividends, rewards and bonus shall not exceed $15 \%$ of the
capital.

On January 28, 2000, the board of directors proposed to amend the Articles of Incorporation with respect to appropriation of earnings as follows:
(1) To comply with a directive issued by the SFC, whenever the stockholders' equity contains components showing debit balances, such as unrealized loss on long-term equity investments and translation adjustment, a special reserve equal to the total debit balance shall be appropriated from the current year's earnings and unappropriated earnings generated in the prior years. The special reserve so appropriated, except the amount
that is reversable due to the reduction in the total debit balance, shall not be available for appropriation.
(2) The type and amount of dividends and bonus to employees shall be determined by the board of directors after taking into account prevailing financial market environment, market trend and the Bank's development plan. Except that during the Bank's growth period dividends and bonus to employees shall in principle be paid in stock, the board of directors shall determine the respective percentages of dividends to be paid in cash or stock and then submit them to the stockholders for resolution. Cash dividends shall be paid after they are resolved by the stockholders, while stock dividends shall be distributed after they are approved by the competent authorities.

The aforementioned amendments shall be submitted to the annual stockholders' meeting for resolution.

Under the Integrated Income Tax System, non-corporate stockholders are allowed a tax credit for the income tax paid or payable by the Bank on earnings generated in 1998 and onwards.
14.INCOME FROM SECURITIES - NET

|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Short-term bills | \$ | 1,022,860 | \$ | 960,497 |
| Stocks |  | 233,063 | ( | 139,586) |
| Bonds |  | 47,958 |  | 8,200 |
|  | \$ | 1,303,881 | \$ | $\underline{829,111}$ |

Income from short-term bills mainly consists of interest earned during the holding period.
15.OPERATING AND ADMINISTRATIVE EXPENSES

|  | 1999 |  | 1998 |
| :---: | :---: | :---: | :---: |
| Payroll | \$ 1,194, 081 | \$ | 988,660 |
| Taxes other than income tax | 500,214 |  | 671,931 |
| Depreciation and amortization | 261,676 |  | 211,439 |
| Rental | 248,847 |  | 220,532 |
| Postage | 100,369 |  | 76,600 |
| Insurance | 100,049 |  | 74,377 |
| Promotions | 91,550 |  | 38,134 |
| Stationery | 64,515 |  | 44,426 |
| Repairs and maintenance | 56,247 |  | 46,936 |
| Other | 472,182 |  | 360,954 |
|  | \$ 3,089,730 | \$ | 2,733,989 |

## 16.PENSION

The Bank has a pension plan covering all regular employees. The Bank makes monthly contributions, equal to $7 \%$ of employee salaries, to a pension fund. Non-management employees, in addition, contribute $4 \%$ of their salaries to the fund. A retiring employee will receive: (a) pension benefits from the Bank-contributed fund based on length of service and average monthly salary upon retirement; and (b) the cumulative self-contributions plus interest thereon.

1) The changes in the pension fund and the pension reserve are summarized below:

Pension Fund

|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Balance, January 1 | \$ | 259,310 | \$ | 166,051 |
| Contributions |  | 117,491 |  | 143,177 |
| Benefits paid | ( | 13,728) | ( | 69,037) |
| Interest income |  | 26,491 |  | 19,119 |
| Balance, December 31 | \$ | 389,564 | \$ | 259,310 |

The ending balances consist of :

|  | 1999 |  | 1998 |  |
| :--- | :---: | :---: | :---: | :---: |
| Contributions by the Bank | $\$$ | 233,505 | $\$$ | 152,298 |
| Contributions by employees | $\underline{\$ 156,059}$ | 107,012 <br>  |  |  |

Pension Reserve

|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Balance, January 1 | \$ | 17,810 | \$ | 27,807 |
| Provisions |  | 62,313 |  |  |
| Benefits paid | $($ | 74,714) | $($ | 57,685) |
| Balance, December 31 | \$ | 5,409 | \$ | 17,810 |

(Forward)
2) Net pension costs for the years ended December 31, 1999 and 1998 are summarized below:

|  | 1999 |  | 998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Service cost | \$ | 53,331 | \$ | 39,466 |
| Interest cost |  | 6,551 |  | 11,973 |
| Actual return on plan assets (\$ | 11,512) |  |  |  |
| Deferred assets (gain) loss ( | 1,162) |  |  |  |
| Expected return on plan assets | ( | 12,674) |  | 8,843) |
| Net amortization and deferral |  | 5,105 |  | 5,092 |
| Net pension cost | \$ | 62,313 |  | \$ 47,688 |

3) The reconciliations of the funded status of the plan and accrued pension cost as of December 31, 1999 and 1998 are as follows:


|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Tax on pretax financial statements income at statutory rate (25\%) | \$ | 505,034 | \$ | 327,629 |
| Add (deduct) tax effects of: <br> Interest income on short-term bills |  | 253,649) | ( | 240,591) |
| Tax-exempt gain on sale of securities and cash dividends | ( | 54,218) | ( | 1,246) |
| Deferral of provision for (reversal of) market value decline of securities purchased | ( | 26,983) |  | 25,778 |
| Net loss (income) of OBU | ( | 30,443) |  | 5,194 |
| Changes in unrealized foreign exchange loss |  | 4,685 |  | 8,268 |
| Tax on unappropriated earnings (10\%) |  | 10,449 |  | - |
| Investment income under equity method | ( | 122,744) | ( | 25,052) |
| Investment tax credits | ( | 58,585) | ( | 12,342) |
| Other | $($ | 667) |  | 2,695 |
| Income tax currently payable |  | - |  | 130,333 |
| Tax on interest income of shortterm bills levied separately |  | 202,917 |  | 192,511 |
| Change in deferred income tax |  | 29,454 | ( | 9,870) |
| Other | 1 | 2,757) | 1 | 7,767) |
| Income tax expense | \$ | 229,614 | \$ | 305,207 |

Net deferred income tax assets (liabilities) as of December 31, 1999 and 1998 consist of the tax effects of the following:

|  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
| Contribution to employees welfare fund | \$ | 1,702 | \$ | 2,820 |
| Investment income under equity method | ( | 80,655) | ( | 47,635) |
| Unrealized foreign exchange loss | (\$ | $\begin{array}{r} 6,713 \\ \hline 72,240) \\ \hline \hline \end{array}$ | $\underline{\text { (\$ }}$ | 2,029 $42,786)$ |

The related information under the Integrated Income Tax System is as follows:

| 1999 | 1998 |
| :--- | :--- |

Year-end balance of imputed tax credit $\quad \underline{\underline{\$ 152,882}}$

The 1999 projected and 1998 actual ratios of imputed tax credit to earnings are 8.50\% and $33.33 \%$, respectively. The tax credit allocable to stockholders are based on the balance of Imputation Credit Account (ICA) on the dividend distribution date. Accordingly, the 1999 projected tax credit ratio may change because the actual tax credit may differ from the projected tax credit.

The unappropratied earnings as of December 31, 1999 and 1998 consist of earnings of $\$ 6,760$ which were generated before January 1, 1998.

Income tax payable (included in interest and other payables) as of December 31, 1998 are net of prepayments of $\$ 96,592$. Income tax returns of up to 1995 and of 1997 have been examined and approved by the tax authorities.

## 18.RELATED PARTY TRANSACTIONS

Significant transactions with related parties, which include directors, supervisors, managers and their relatives, are summarized as follows:
a. Credit extended, deposits taken and placed
\% of Account
Amount
December 31, 1999
Deposits
Loans and discounts Due from banks

December 31, 1998
Deposits
Loans and discounts
Due from banks
\$ 1, 858, 751
487,142
27,018
1.1
$0 \%-13 \%$
$0.4 \quad 5.075 \%-12.75 \%$
0.2

None of the related parties individually accounts for $10 \%$ or more of the respective account balances.
b. Lease

The Bank leases certain office premises from KMT Central Committee (the major stockholder of the Bank's supervisors and directors before March 23 , 1998) for a seven-year period ending March 2003. Rentals for the years ended December 31, 1999 and 1998 are $\$ 44,842$ and $\$ 53,824$, respectively.

In December 1996, the Bank entered into a lease contract (as leasee) with Central Investment Holding Co., Ltd. (a major stockholder of the Bank) for certain office premises for a seven-year period ending December 2003. Rentals for the years ended December 31, 1999 and 1998 are $\$ 8,716$ and $\$ 8,352$, respectively.

The Bank leases certain office premises from Su Kwang Hui (son of a director) for a five-year period ending December 2003. Rentals for the year ended December 31, 1999 amounted to $\$ 5,563$.

The Bank leases certain office premises to SinoPac Securities Corporation (a subsidiary of SinoPac Leasing Corporation, which is a subsidiary of the Bank) for a seven-year period ending July 2006. Rentals received for the year ended December 31, 1999 amounted to $\$ 777$.
c. Fee income and charges

In the years ended December 31, 1999 and 1998, syndication fees and management fees for loans extended to Runtex Textile Co. (parent company of Kin On Investment Ltd., which is the Bank's director) amounted to $\$ 540$ and $\$ 2,535$, respectively, and certification fees received from other related parties aggregated to $\$ 429$ and $\$ 1,890$ respectively.

In 1999 and 1998, syndication fees and management fees on the loan to Grand Capital International Limited (a subsidiary of SinoPac Leasing Corporation, which is a subsidiary of the Bank) amounted to US\$133 and US\$72, respectively.

In December 1999, L.A. Branch of the Bank purchased loans from Far East National Bank (a subsidiary of SinoPac Bancorp, which is a subsidiary of the Bank) amounted to US\$11, 892 and the related service charge is US\$119.
d. Guarantee and securities purchased

As of December 31, 1999 and 1998, the Bank has provided guarantees on $\$ 1,107,000$ and $\$ 853,000$ of commercial paper issued by SinoPac Leasing Corporation (a subsidiary of the Bank). As of December 31, 1999 and 1998, the guarantees are collateralized by the following:

|  | 1999 | 1998 |
| :--- | ---: | ---: | ---: |
| Stocks - at par value | $\$ 1,403,143$ | $\$ 1600,000$ |
| Post - dated checks | 449,615 | 690,317 |
| Certificates of deposits | $\underline{\$ 1,852,758}$ | $\underline{\$ 1,743,114}$ |

As of December 31, 1999 and 1998, the Bank holds $\$ 20,000$ and $\$ 863,000$, respectively, of the aforementioned commercial paper, which is recorded under securities purchased.
e. Professional advisory fees

The Bank has entered into an investment advisory contract with SinoPac Securities Investment Advisory Corp. (a subsidiary of the Bank). The contract matures on December 31, 2000 and is renewable. The advisory fees paid for the year ended December 31, 1999 are $\$ 22,785$.
f. Accounts receivable and due from affiliates

In April 1999, the Bank purchased an account receivable of Chuntex Electronic Co., Ltd. amounted to $\$ 79,102$ from SinoPac Leasing Corporation (a subsidiary of the Bank). And the account receivable was extinguished as of December 31, 1999.

The Bank is one of the incorporators of Aetna SinoPac Credit Card Co., Ltd. As of December 31, 1999, the Bank has paid preparatory expenses of $\$ 82,872$ on behalf of the Company .

The terms of the transactions with related parties are similar to those with non-related parties except the preferential interest rates made available to employees for savings and loans of up to prescribed limits.

## 19.CONTINGENCIES AND COMMITMENTS

a. As of December 31, 1999, contingencies and commitments in the ordinary course of business are as follows:

| Securities held for safekeeping | $\$ 41,910,389$ |
| :--- | ---: |
| Guarantees | $12,969,811$ |
| Bills for collection | $11,306,918$ |
| Short-term bills and bonds sold under agreements to repurchase | $5,634,403$ |
| Short-term bills and bonds purchased under agreements to resell | $5,066,600$ |
| Trust assets | $7,161,867$ |
| Letters of credit payable | $2,856,232$ |
| Guarantee notes payable | 810,800 |
| Travellers checks | 191,799 |

b. Lease contract

The Bank leases certain office premises under several contracts for various periods ranging from one to seven years, with rentals paid monthly, quarterly or semiannually. Future rentals for the next five years are as follows:

| Year | Amount |
| :--- | ---: |
| 2000 | $\$ 186,659$ |
| 2001 | 174,484 |
| 2002 | 121,063 |
| 2003 | 98,833 |
| 2004 | 97,665 |

Rentals for the years beyond 2004 amount to $\$ 24,756$, the present value of which is about $\$ 19,904$ as discounted at the Bank's one-year time deposit rate of $5.1 \%$.
c. Equipment purchase contract

The Bank has entered into contracts to purchase computer hardware and software for $\$ 371,187$ and has paid $\$ 307,338$ as of December 31, 1999.
d. Renovation agreement

The Bank has entered into contracts to renovate office premises for $\$ 349,204$ and has paid $\$ 326,773$ as of December 31, 1999.
e. Short-term bills and bonds sold under agreements to repurchase

As of December 31, 1999, short-term bills and bonds with a total face value of $\$ 5,641,700$ were sold under agreements to repurchase at $\$ 5,634,403$ in January to June 2000. f. Short-term bills and bonds purchased under agreements to resell

As of December 31, 1999, short-term bills and bonds with a total face value of $\$ 5,097,960$ were purchased under agreements to resell at $\$ 5,066,600$ in January to June 2000.

## 20.FINANCIAL INSTRUMENTS

a. Derivative financial instruments

The Bank is engaged in derivative transactions mainly to accommodate customers' needs and to manage its exposure positions. It also enters into interest rate swap, cross currency swap, and option contracts to hedge the effects of foreign exchange or interest rate fluctuations on its foreign-currency net assets, net liabilities or commitments. The Bank's strategy is to hedge most of the market risk the Bank is exposed through hedging instruments whose changes in market value have a highly negative correlation with those of the hedged items; the Bank also assess hedge effectiveness of the instruments periodically.

The Bank is exposed to credit risk in the event of nonperformance by the counterparties to the contracts on maturity. The Bank enters into contracts with customers that have satisfied the credit approval process and have provided necessary collateral.

Transactions are made within each customer's credit lines; guarantee deposits may be required, depending on the customer's credit standing. Transactions with other banks are made within the trading limit set for each bank based on the bank's credit rating and its worldwide ranking. The associated credit risk has been considered in the evaluation of provision for credit losses.

The contract amounts (or notional amounts), credit risk and market values of outstanding contracts are as follows:


For the purpose of
accommodating customers'
needs or managing its exposure:

| Forward contracts - Buy | 2,038,292 | 379 | ( | 9,460) | 410,960 | 1,454 | ( | 27,996) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Sell | 2,183,144 | 37,873 |  | 37,684 | 383,435 | 27,216 |  | 27,216 |
| Currency swap contracts | 5,206,750 | 45,477 |  | 26,099 | 6,424,541 | 68,431 |  | 66,215 |
| Interest rate swap |  |  |  |  |  |  |  |  |
| contracts | 4,000,000 | 33,239 |  | 12,216 | - | - |  |  |
| Options - As buyer | 2,072,274 | 809 | ( | 5,581) | 322,160 | 2,426 |  | 80 |
| - As seller | 2,072,274 | 7,882 |  | 7,139 | 322,160 | 2,036 | ( | 314 |

The fair value of each contract is determined using the quotation from Reuters or Telerate Information System.

The Bank has entered into certain derivative contracts in which the notional amounts are used solely as a basis for calculating the amounts receivable and payable under the contracts. Thus, the notional amount does not represent actual cash inflows or outflows. The possibility that derivative financial instruments held or issued by the Bank can not be sold with reasonable prices is minimal; accordingly, no significant cash requirement is expected.

The gains and losses on derivative financial instruments for the years ended December 31, 1999 and 1998 are not significant.
b. Fair value of non-derivative financial instruments

|  | December 31, 1999 |  |  | December 31, 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS | Carrying Amount |  | Fair Value | Carrying Amount |  | Fair Value |  |
| Financial assets - with fair values |  |  |  |  |  |  |  |
| approximating carrying amounts | \$ | 34,388, 377 | \$ 34, 388, 377 | \$ | 34,269,283 | \$ | 34,269,283 |
| Securities purchased |  | 22,284,561 | 22,302,148 |  | 27,441,343 |  | 27,441,343 |
| Loans, discounts and bills purchased |  | 133,817,521 | 133,817,521 |  | 119,033,207 |  | 119,033,207 |
| Long-term equity investments |  | 6,090,555 | 6,125,952 |  | 4,176,118 |  | 4,181,651 |
| Other assets - refundable deposits |  | 1,120,773 | 1,122,385 |  | 885,712 |  | 910,390 |
| LIABILITIES |  |  |  |  |  |  |  |
| Financial liabilities - with fair values |  |  |  |  |  |  |  |
| approximating carrying amounts | \$ | 18,168,929 | \$ 18, 168, 929 | \$ | 9,692,847 |  | 9,692,847 |
| Deposits and remittances |  | 164,108,727 | 164,108,727 |  | 160,700,916 |  | 160,700,916 |
| Other liabilities - guarantee deposits |  |  |  |  |  |  |  |
| received |  | 20,000 | 20,000 |  | 244,578 |  | 244,578 |

Methods and assumptions applied in estimating fair values of non-derivative financial instruments are as follows:

1) The carrying amounts of cash, due from banks, due from Central Bank, receivables, due to banks and payables approximate their fair values because of the short maturities of these instruments.
2) If market prices for securities purchased and long-term equity investment are available, the fair values of these financial instruments are based on such market prices. If such market prices are unavailable, fair values are estimated based on their carrying amounts.
3) Loans, discounts and bills purchased, and deposits are financial assets and liabilities bearing interest. Thus, their carrying amounts represent fair values.
4) For government and corporate bonds submitted as guarantee deposits, fair values are based on market values. Fair values of other guarantee deposits are estimated at their carrying amounts as such deposits do not have specific due dates.

Certain financial instruments and all nonfinancial instruments are excluded from
disclosure of fair value. Accordingly, the aggregate fair value presented does not represent the underlying value of the Bank.
c. Off-balance-sheet credit risks

The Bank extends loans and issues credit cards; thus, it has significant credit commitments. Most of the credit commitments are for one to seven years. The interest rates of loans range from $4.5 \%$ to $12 \%$ and the interest rates of credit card loans can be as high as $18.9 \%$. The Bank also issues financial guarantees and standby letters of credit to guarantee the performance of a customer to a third party. The terms of these guarantees are usually one year, and their maturity dates do not concentrate in any particular period.

The contract amounts of financial instruments with off-balance-sheet credit risk as of December 31, 1999 and 1998 are as follows:

|  | 1999 |  | 1998 |  |
| :--- | :---: | :---: | :---: | ---: |
| Irrevocable loan commitments | $\$$ | 400,867 |  | $\$ 172,000$ |
| Credit card commitments | $22,190,000$ |  | $19,668,000$ |  |
| Financial guarantees and standby |  |  |  |  |
| letters of credit | $14,358,477$ | $18,500,089$ |  |  |

Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. If the total commitments were fully drawn upon and the collateral or other security obtained therefore proved to be of no value, the Bank's credit risk will equal to the total commitments, which also represent the maximum loss the Bank may incur.

The Bank makes credit commitments and issues financial guarantees and standby letters of credit only after careful evaluation of customers' creditworthiness. Based on the result of the credit evaluation, the Bank may require collateral before the credit facilities are drawn upon. Collateralized loans amounted to about $85.08 \%$ of the total loans. Collateral held varies but may include cash, inventories, marketable securities, and other property. When the customers default, the Bank will, as the case may be, foreclose the collateral or execute other rights arising out of the guarantees given.

The Bank does not require collateral for credit card commitments. However, the creditworthiness of card holders is reviewed periodically and the commitments are
revised if deemed necessary.
d. Information on concentrations of credit risk

Credit risk concentrations exist when the counterparties in financial instrument transactions are individuals or groups who are engaged in similar activities, which would cause their ability to meet contractual obligations to be subject to the same changes in economic or other conditions. The Bank has no credit risk concentration arising from any individual counterparty or groups of counterparties engaged in similar business activities.

## 21.SEGMENT AND GEOGRAPHIC INFORMATION

The Bank is engaged only in banking activities as prescribed by the Banking Law and has no single customer that accounts for $10 \%$ or more of the Bank's operating revenues. All overseas units individually represent less than $10 \%$ of the Bank's operating revenues and $10 \%$ of its total assets. Accordingly, no segment and geographic information is required to be disclosed.

BANK SINOPAC AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

| December 31, 1999 and 1998(Expressed in Thousands of New Taiwan Dollars, Except Par Value of Capital Stock) | 1999 | 1998 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| ASSETS | Amount \% |  | Amount \% |  |
| CASH | \$ 5,328,794 | 2 | \$ 4,427,148 | 2 |
| DUE FROM BANKS | 8,656,945 | 4 | 16,357,184 | 7 |
| DUE FROM CENTRAL BANK | 6,849,146 | 3 | 10,747,803 | 5 |
| SECURITIES PURCHASED - NET | 30,916,413 | 13 | 36,575,890 | 17 |
| SECURITIES - DEALING AND UNDERWRITING | 7,526,070 | 3 | 610,239 |  |
| ACCEPTANCES | 790,106 | - | 997,668 |  |
| -ACCOUNTS, INTEREST AND OTHER |  |  |  |  |
| RECEIVABLES - NET | 15,658,320 | 6 | 5,029,401 | 2 |
| PREPAYMENTS | 187,183 | - | 149,308 | - |
| SECURITIES PURCHASED UNDER AGREEMENIS TO RESELL | 430,621 | - | 60,398 | - |
| LOANS, DISCOUNTS AND BILLS PURCHASED - NET | 150,093,203 | 63 | 132,019,010 | 61 |
| LONG - TERM EQUITY INVESTMENTS | 2,371,048 | 1 | 1,889, 057 | 1 |
| PROPERTIES |  |  |  |  |
| Land | 1,706,138 | 1 | 1,707,903 | 1 |
| Buildings | 1,751,484 | 1 | 1,399,680 | 1 |
| Computer equipment | 914,275 |  | 585,415 |  |
| Transportation equipment | 208,199 - |  | 50,935 |  |
| Office and other equipment | 1,226,452 | - | 1,038,497 | - |
| Equipment for lease | 1,366,063 | 1 | 1,343,737 | 1 |
| Total Cost | 7,172,611 | 3 | 6,126,167 | 3 |
| Accumulated depreciation | 1,280,377 | - | 942,579 | - |
|  | 5,892,234 | 3 | 5,183,588 | 3 |
| Prepayments for equipment and construc in progress | 101,933 | - | 269,758 | - |
| Net Properties | $5,994,167 \quad 3$ |  | 5,453,346 $\underline{3}$ |  |
| OTHER ASSETS | 4,552,163 | 2 | 3,565,498 | 2 |
| TOTAL ASSETS | \$ 239,354,179 | $\underline{\underline{100}}$ | \$ 217,881,950 | $\underline{\underline{100}}$ |

LIABILITIES AND STOCKHOLDERS' EQUITY
LIABILITIES
Borrowings from other banks
Call loans and due to banks Acceptances payable
Accounts, interest and other payables
Securities sold under agreements to repurchase
Deposits and remittances
Other liabilities
Minority equity
Total Liabilities

| $\$ 3,881,585$ | 2 | $\$$ | $4,695,986$ | 2 |
| ---: | ---: | ---: | ---: | ---: |
| $12,003,431$ | 5 | $3,646,345$ | 2 |  |
| 790,106 | - | 997,668 | 1 |  |
| $11,532,944$ | 5 | $9,277,416$ | 4 |  |
| $6,306,550$ | 2 | 430,507 | - |  |
| $182,835,969$ | 76 | $177,016,007$ | 81 |  |
| 535,937 | - | 896,887 | - |  |
| 665,684 | - | $\underline{1,442,621}$ | $\underline{1}$ |  |
| $\underline{218,552,206}$ | $\underline{90}$ | $\underline{198,403,437}$ | $\underline{91}$ |  |

STOCKHOLDERS' EQUITY
Capital stock, $\$ 10$ par value
Authorized: 1,804,606,040 shares in 1999 and $1,518,900,000$ shares in 1998
Issued: 1,584,606,040 shares in 1999 and $1,518,900,000$ shares in 1998
Capital surplus
Additional paid-in capital Gain on disposal of properties Donated capital
Retained earnings Legal reserve Special reserve Unappropriated
Unrealized loss on long-term equity investments
Translation adjustment
Total Stockholders' Equity

| 15,846,060 | 7 | 15,189,000 |  | 7 |
| :---: | :---: | :---: | :---: | :---: |
| 1,470,808 | 1 |  | ,089,000 | 1 |
| 16,310 |  | 15,784 | 4 |  |
| 83 | - |  | - | - |
| 1,497,868 | 1 |  | 196,563 | 1 |
| 181,909 | - |  | 181,909 |  |
| 1,797,534 | 1 |  | ,011,112 | - |
| - | - | ( 202, | 202,148) | - |
| ( 8,599) | - | ( | 2,707) | - |
| 20,801,973 10 |  | 19,478,153 | 3 - |  |

CONTINGENCIES AND COMMITMENTS
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY

| For the years Ended December 31, 1999 and 1998 |
| :--- |
| (Expressed in Thousands of New Taiwan Dollars, |
| Except Earnings Per Share |

## OPERATING REVENUES

Interest (Note 2 and 9)
Service fees (Note 20)
Income from securities - net (Notes 2 and 16)
Income from long-term equity investments -
net (Notes 2 and 10)
Foreign exchange gain - net (Note 2 and 22)
Other (Note 2)
Total Operating Revenues
OPERATING EXPENSES
Interest (Note 2)
Service charges
Provision for credit losses and loss reserve
Operating and administrative expenses
(Notes 17 and 18)
Other
Total Operating Expenses

OPERATING INCOME

NON-OPERATING INCOME (EXPENSES)
Non-operating income
Non-operating expenses
Non-operating Income (Expenses) - Net
INCOME BEFORE INCOME TAX MINORITY INCOME

INCOME TAX (Notes 2 and 19)
NET INCOME
EARNINGS PER SHARE
Based on weighted average shares

```
outstanding: 1,582,327,198 shares
in 1999 and 1,375,276,094 shares
in }199
```

Based on $1,431,249,831$ shares - after retroactive
adjustment for stock dividends

| $\$ 14,470,293$ | 79 | $\$$ | $13,839,559$ | 85 |
| ---: | ---: | ---: | ---: | ---: |
| $1,059,175$ | 6 | 821,352 | 5 |  |
| $2,074,024$ | 13 | $1,316,540$ | 8 |  |
| 345,346 | - | 41,016 | - |  |
| 55,745 | - | 98,606 | 1 |  |
| 263,255 | $\underline{2}$ |  | 199,726 | $\frac{1}{16,316,799}$ |
| $18,267,838$ | $\underline{100}$ |  | 100 |  |


| $10,366,322$ | 57 | $10,509,818$ | 65 |
| ---: | ---: | ---: | ---: |
| 243,389 | 1 | 175,416 | 1 |
| 853,753 | 5 | 404,748 | 2 |


| $4,317,216$ | 24 | $3,572,782$ | 22 |  |
| ---: | ---: | ---: | ---: | ---: |
| 175,748 | 1 | 176,983 | -1 |  |
| $15,956,428$ | 88 |  | $14,839,747$ | $\underline{91}$ |

$\underline{2,311,410} 12 \quad 1,477,052 \quad 9$

|  | 60,235 | - |  | 32,454 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $($ | 106,324) | - | $($ | 27,377) | - |
| $($ | 46,089) | - |  | 5,077 | - |
|  | 2,265,321 | 12 |  | 1,482,129 | 9 |
| ( | 63,725) | - | ( | 23,286) | - |
|  | 411,075 | 2 |  | 453,535 | 3 |
| \$ | 1,790,521 | $\underline{\underline{10}}$ | \$ | 1,005,308 | 6 |


$\$ \quad 0.70$

BANK SINOPAC AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY
For the Years Ended December 31, 1999 and 1998 (Expressed in Thousands of New Taiwan Dollars, Except Dividend and Stock Issue Price Per Share)

|  | CAPITAL STOCK |  | CAPITAL SURPLUS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (Note 15) |  | Additional |  | Gain on |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Thous ands) |  | Amount |  | Capital |  | perties |  |  | Total |
| BALANCE, JANUARY 1, 1998 1,223,813 | \$ | 12,238,130 |  | \$ 1,089,000 | \$ | 14,828 | \$ | - | \$1,103,828 |
| Appropriation of 1997 earnings |  |  |  |  |  |  |  |  |  |
| Legal reserve |  | - |  | - |  | - |  | - | - |
| Special reserve |  | - |  | - |  | - |  | - | - |
| Stock dividends - \$0.77 per share 94,234 |  | 942,336 |  | - |  | - |  | - | - |
| Rewards to directors and supervisors - |  | - |  | - |  | - |  | - | - |
| Bonus to employees 853 |  | 8,534 |  | - |  | - |  | - | - |
| Net income for 1998 |  | - |  | - |  | - |  | - | - |
| Issuance of capital stock for cash -\$15 |  |  |  |  |  |  |  |  |  |
| per share, effected on September |  |  |  |  |  |  |  |  |  |
| 19, 1998 200,000 |  | 2,000,000 |  | 1,000,000 |  | - |  | - | 1,000,000 |
| Transfer of gain on sale of |  |  |  |  |  |  |  |  |  |
| properties to capital surplus |  | - |  | - |  | 956 |  | - | 956 |
| Unrealized loss on long - term equity |  |  |  |  |  |  |  |  |  |
| investments recognized from investee |  |  |  |  |  |  |  |  |  |
| under the equity method |  | - |  | - |  | - |  | - | - |
| Change in translation adjustment on |  |  |  |  |  |  |  |  |  |
| long - term equity investments _ - |  | - |  | - |  | - |  | - | - |
| BALANCE, DECEMBER 31, 1998 1,518,900 |  | 15,189,000 |  | 2,089,000 |  | 15,784 |  | - | 2,104,784 |
| Appropriation of 1998 earnings |  |  |  |  |  |  |  |  |  |
| Legal reserve |  | - |  | - |  | - |  | - | - |
| Stock dividends - \$0.407 per share 61,819 |  | 618,192 |  | 618,192) |  | - |  | - | ( 618,192) |
| Cash dividends - \$0.393 per share |  | - |  | - |  | - |  | - | - |
| Rewards to directors and supervisors - |  | - |  | - |  | - |  | - | - |
| Bonus to employees 3,887 |  | 38,868 |  | - |  | - |  | - | - |
| Net income for 1999 |  | - |  | - |  | - |  | - | - |
| Transfer of gain on sale of properties to |  |  |  |  |  |  |  |  |  |
| capital surplus |  | - |  | - |  | 526 |  | - | 526 |
| Reversal of unrealized loss on long - term |  |  |  |  |  |  |  |  |  |
| equity investments recognized from |  |  |  |  |  |  |  |  |  |
| investee under the equity method |  | - |  | - |  | - |  | - | - |
| Change in translation adjustment on |  |  |  |  |  |  |  |  |  |
| long - term equity investments |  | - |  | - |  | - |  | - | - |
| Donated dividends |  | - |  | - |  | - |  | 83 | 83 |
| BALANCE, DECEMBER 31, 1999 1,584,606 | \$ | 15,846,060 |  | \$ 1,470,808 | \$ | 16,310 | \$ | 83 | $\underline{\text { \$1,487,201 }}$ |



| For the Years Ended December 31, 1999 and 1998 | 1999 |
| :--- | :--- |
| (Expressed in Thousands of New Taiwan Dollars) |  |

## CASH FLOWS FROM OPERATING ACTIVITIES

## Net income

Adjustments to reconcile net income to net cash provided by (used in) operating activities

## Minority income Depreciation and amortization

Provision for credit losses and loss reserve Provision for (reversal of) market value decline of securities purchased
Loss (gain) on disposal of properties - net
Investment loss under the equity method
Gain on sale of long-term equity investments
Deferred income tax
Changes in operating assets and liabilities Securities-dealing and underwriting Accounts, interest and other receivables Prepayments
Securities purchased under agreements to resell Accounts, interest and other payables
Securities sold under agreements to repurchase
Net Cash Provided by (Used in) Operating Activities

## CASH FLOWS FROM INVESTING ACTIVITIES

Increase in loans, discounts and bills purchased
Decrease (increase) in securities purchased
Acquisition of properties
Increase in long-term equity investments
Proceeds from sale of long-term equity investments
Proceeds from sale of properties
Decrease (increase) in other assets
Net Cash Used in Investing Activities
CASH FLOWS FROM FINANCING ACTIVITIES
Increase in deposits and remittances
Increase (decrease) in borrowings from other banks
Increase (decrease) in call loans and due to banks
Decrease in other liabilities
Rewards to directors, supervisors and bonus to employees
Cash dividends
Donated dividends
Issuance of capital stock for cash
Increase (decrease) in minority, equity
Net Cash Provided by Financing Activities
INCREASE (DECREASE) IN CASH, DUE FROM CENTRAL
BANK AND DUE FROM BANKS
CASH, DUE FROM CENTRAL BANK AND DUE FROM BANKS, BEGINNING OF YEAR
CASH, DUE FROM CENTRAL BANK AND DUE FROM
BANKS, END OF YEAR
SUPPLEMENTAL INFORMATION
Interest paid
Income tax paid
\$ 1,790,521

|  | 63,725 |  | 23,286 |
| :---: | :---: | :---: | :---: |
|  | 433,188 |  | 434,720 |
|  | 853,753 |  | 404,748 |
| ( | 32,427) |  | 98,256 |
|  | 7,828 | ( | 79,538) |
|  | 1,658 |  | 4,316 |
| ( | 337,536) | ( | 45,332) |
| ( | 88) | ( | 44,197) |
| ( | 6,915,831) | ( | 610,240) |
| ( | 10,865,395) | ( | 2,552,077) |
| ( | 37,875) | ( | 106,461) |
| ( | 370,223) | ( | 60,398) |
|  | 2,251,668 |  | 4,919,191 |
|  | 5,876,043 |  | 430,507 |
| $($ | 7,280,991) |  | 3,822,089 |


| $\left(\begin{array}{r}18,006,934) \\ 5,559,955 \\ ( \\ 964,149) \\ 1,250,419) \\ 1,472.021 \\ 29,352 \\ ( \\ \hline\end{array} \quad 1,745,990\right)$ |
| ---: |


|  | 5,819,962 |  | 25,759,088 |
| :---: | :---: | :---: | :---: |
| ( | 814,401) |  | 4,395,986 |
|  | 8,357,086 | ( | 2,595,274 |
| ( | 372,623) | ( | 1,364,904 |
| ( | 62,612) | ( | 4,312 |
| ( | 596,928) |  |  | 3,000,000

1,081,687
30,272,271
\$ 6,361,094
$\qquad$
\$ 31,532,135

| $\$$ | $10,048,716$ |
| :--- | ---: |

## Six-year Financial Ratios of Bank SinoPac

| ltem / year | 1999 | 1998 | 1997 | 1996 | 1995 | 1994 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Total Liabilities / Total Assets | $89.81 \%$ | $89.83 \%$ | $90.87 \%$ | $89.85 \%$ | $88.30 \%$ | $84.78 \%$ |
| Deposits / Equity | $788.67 \%$ | $824.84 \%$ | $880.75 \%$ | $796.94 \%$ | $656.59 \%$ | $492.67 \%$ |
| Fixed Assets / Equity | $20.83 \%$ | $19.63 \%$ | $15.99 \%$ | $19.58 \%$ | $19.31 \%$ | $6.70 \%$ |
| Liquidity Reserve Ratio | $13.78 \%$ | $20.45 \%$ | $13.08 \%$ | $10.97 \%$ | $17.90 \%$ | $17.71 \%$ |
| Loans / Deposits | $82.38 \%$ | $75.22 \%$ | $82.72 \%$ | $89.25 \%$ | $90.22 \%$ | $95.48 \%$ |
| Past Due Ratio | $0.99 \%$ | $0.70 \%$ | $0.61 \%$ | $0.62 \%$ | $0.50 \%$ | $0.61 \%$ |
| Interest Expenses / Average Deposits | $5.34 \%$ | $6.17 \%$ | $5.79 \%$ | $6.15 \%$ | $6.55 \%$ | $6.64 \%$ |
| Interest Revenues / Average Loans | $8.29 \%$ | $8.90 \%$ | $8.83 \%$ | $9.17 \%$ | $9.39 \%$ | $9.62 \%$ |
| Turnover of Total Assets | 0.08 | 0.08 | 0.08 | 0.08 | 0.08 | 0.08 |
| Revenues Per Employee (In NT\$ thousands) | 9,287 | 11,098 | 11,437 | 10,474 | 9,542 | 8,105 |
| Net Profit Per Employee (In NT\$ thousands) | 1,091 | 785 | 1,219 | 1,010 | 962 | 927 |
| Return on Total Assets | $0.9 \%$ | $0.55 \%$ | $0.84 \%$ | $0.77 \%$ | $0.82 \%$ | $0.94 \%$ |
| Return on Equity | $8.89 \%$ | $5.72 \%$ | $8.82 \%$ | $7.10 \%$ | $6.22 \%$ | $5.08 \%$ |
| Operating Revenues / Capital Stock | $12.75 \%$ | $8.55 \%$ | $12.41 \%$ | $9.47 \%$ | $7.73 \%$ | $6.51 \%$ |
| Net Profit Before Tax / Capital Stock | $12.75 \%$ | $8.63 \%$ | $12.62 \%$ | $9.65 \%$ | $7.81 \%$ | $6.51 \%$ |
| Net Profit Rate | $11.75 \%$ | $7.07 \%$ | $10.65 \%$ | $9.64 \%$ | $10.07 \%$ | $11.44 \%$ |
| Earnings Per Share | 1.13 | 0.70 | 0.96 | 0.67 | 0.56 | 0.43 |

[^3]
## OFFICE LOCATIONS

## OFFICE LOCATIONS

## Headquarters

9-1 Chien Kuo North Road, Section 2, Taipei 104, Taiwan, ROC
Tel: (02) 2508-2288 Fax: (02) 2508-3456
Northern Operations Center
66 Lane 9, Sung Shan Road, Taipei 105
Tel: (02) 8761-2288 Fax: (02) 8761-2211
Banking Division
4 Chung Hsiao West Road, Section 1, Taipei 100
Tel: (02) 2388-1111 Fax: (02) 2381-0224
Savings Division
209 Tun Hua North Road, Taipei 105
Tel: (02) 2712-7899 Fax: (02) 2719-8708
Trust Division and Investment Division
3F1., 9-1 Chien Kuo North Road, Section 2, Taipei 104
Tel: (02) 2508-2288 Fax: (02) 2517-3475
International Division and offshore Banking Unit
2F1., 9-1 Chien Kuo North Road, Section 2, Taipei 104
Tel: (02) 2508-2288 Fax: (02) 2517-3473
Taipei Branch
9-1 Chien Kuo North Road, Section 2, Taipei 104
Tel: (02) 2508-2288 Fax: (02) 2517-2962
Chunghsiao Branch
1 Lane 236, Tun Hua South Road, Section 1, Taipei 106
Tel: (02) 2778-8811 Fax: (02) 2778-1189
Sungshan Branch
92 Nanking E. Road, Section 5, Taipei 105
Te1: (02) 2746-9888 Fax: (02) 2768-5999
Hs inyi Branch
185 An Ho Road, Section 2, Taipei 106
Tel: (02) 2378-0707 Fax: (02) 2378-3030
Tungmen Branch
189, Hsin Yi Road Section 2, Taipei 100
Tel: (02) 2392-6611 Fax: (02) 2397-2211
Chungshan Branch
192 Sung Chiang Road, Taipei 104
Tel: (02) 2567-9911 Fax: (02) 2563-7047
Chunglun Branch and Personal Finane and Investment Center
232 Pa Te Road, Section 2, Taipei 104
Tel: (02) 2771-1199 Fax: (02) 2771-1155

Panchiao Branch
186, Min Chuan Road, Panchiao 220
Tel: (02) 2968-1616 Fax: (02) 2965-4977

Hsinchuang Branch
165 Hs in Tai Road, Hsinchuang 242
Tel: (02) 2992-9898 Fax: (02) 2991-1805

Sanchung Branch
80 Chung Hsiao Road, Section 2, Sanchung 241
Tel: (02) 2983-3008 Fax: (02) 2984-0520
Shuangho Branch
188 Chung Shan Road, Section 1, Yungho 234
Tel: (02) 2232-9988 Fax: (02) 2232-9977

Hsintien Branch
260 Peh Hsin Road, Section 2, Hsintien 231
Tel: (02) 2912-7799 Fax: (02) 2911-1622
Tucheng Branch
124 Hsueh Fu Road, Section 1, Tucheng 236
Tel: (02) 2266-2000 Fax: (02) 2266-5000
Tien Mou Branch
249 Chung Cheng Road, Section 2, Taipei 111
Tel: (02) 2872-1177 Fax: (02) 2872-2277
East Taipei Branch
66, Lane a, Sung Shan Road, Taipei 105
Tel: (02) 2528-9999 Fax: (02) 8761-2201

East Panchiao Branch
147 Chung Shan Road, Section 2, Panchiao 220
Tel: (02) 8952-2200 Fax: (02) 8952-2211

Keelung Branch
48 Hs in Er Road, Keelung 201
Tel: (02) 2423-2323 Fax: (02) 2422-9955

Taoyuan Branch
51 Fu Hsing Road, Taoyuan 330
Tel: (03) 333-9000 Fax: (03) 332-5266

Chungli Branch
160 Tzu Hui 3rd Street, Changli 320
Tel: (03) 427-8988 Fax: (03) 427-8958

Nankan Branch
308 Chung Cheng Road, Luchu 338
Tel: (03) 321-7700 Fax: (03) 321-7918

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Hsinchu Branch
295 Kuang Fu Road, Section 2, Hsinchu 300
Tel:(03) 572-8866 Fax: (03) 572-5125
Guanghwa Branch
35, Tien Mei 3rd Street, Hsinchu 300
Tel:(03) 535-6688 Fax: (03) 535-5000
Taichung Branch
101 Tzu Yu Road, Section 1, Taichung 403
Tel:(04) 220-5766 Fax: (04) 223-3275
North Taichung Branch
1027 Wen Hsin Road, Section 3, Taichung 406
Tel: (04) 293-8101 Fax: (04) 293-8102
South Taichung Branch
6 6 \text { Kung I Road, Section 2, Taichung 408}
Tel: (04) 323-2468 Fax: (04) 320-4726
Changhua Branch
3 1 7 \text { Min Tsu Road, Changhua 500}
Tel:(04) 726-3111 Fax: (04) 726-3065
Chiayi Branch
338 Hsing Yeh West Road, Chiayi 600
Tel:(05) 235-7888 Fax: (05) 235-9888
Tainan Branch
114 Chien Kang Road, Section 2, Tainan 702
Tel: (06) 223-2888 Fax: (06) 223-2822
East Tainan Branch
1 6 3 \text { Chang Ron Road, Section 2, Tainan 701}
Tel: (06) 200-5566 Fax: (06) 200-5577
Kaohsiung Branch
143 Chung Cheng 2nd Road, Kaohsiung }80
Tel: (07) 224-3733 Fax: (07) 224-5973
Sanmin Branch
78 Min Tsu 1st Road, Kaohsiung 807
Tel: (07) 392-8988 Fax: (07) 392-8977
South Kaohsiung Branch
100, Jong Hwa 4th Road, Kaohsiung 802
Tel: (07) 535-1111 Fax: (07) 535-1234
Fengshan Branch
366 Kuang Yuan Road, Fengshan }83
Tel: (07) 710-8866 Fax: (07) 710-2860
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Pingtung Branch
88-2 Jen Ai Road, Pingtung 900
Tel: (08) 732-3322 Fax: (08) 732-8701

Los Angeles Branch
Two California Plaza, 350 South Grand Avenue, Suite 3070,
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Tel: (213) 437-4800 Fax: (213) 437-4848
Vietnam Representative Office
OSIC Building 11 Floor, Unit A No. 8, Nguyen Hue Blvd., Dist. 1, HCMC
Tel: (848) 825-7612-3 Fax: (848) 825-7676

Hong Kong Representaive Office
18F, Golden Center, 188 Des Voeux Road Central, Hong Kong
Tel: 852-2801-2801~2 Fax: 852-2801-2800

## SUBSIDIARY LOCATIONS

SinoPac Leasing Co, Ltd.
7 Floor, 132\&136, Nanking East Road, Section 3, Taipei 104
Tel: (02) 2778-7988 Fax: (02) 2778-7989

SinoPac Securities
3, 8, 9 Floor, 136, Nanking East Road, Section 3, Taipei 104
Tel: (02) 2777-8954 Fax: (02) 2711-7072

SinoPac Financial Consulting
6 Floor, 9-1 Chien Kuo North Road, Section 2, Taipei 104
Tel: (02) 2508-2288 Fax: (02) 2517-3042

SinoPac Securities Investment Advisory Corp.
7 Floor, 132 Nanking East Road, Section 3, Taipei 104
Tel: (02) 2781-2883 Fax: (02) 8773-7405

SinoPac Capital Limited
18 F, Golden Center, 188 Des Voeux Road Central, Hong Kong
Tel: 852-2801-2828~33 Fax: 852-2801-2838

Aetna SinoPac Credit Card Co.
12, 13 Floor, 760 Pa Te Road, Section 4, Taipei 105
Tel: (02) 2528-7776 Fax: (02) 8761-3645

## FAR EAST NATIONAL BANK LOCATIONS

Corporate Headquarters
Two California Plaza, 350 S. Grand Avenue, 41st F
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## SOUTHERN CALIFORNIA

L. A. Main Office

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Tel: (213) 687-1260 Fax: (213) 613-1193

Alhambra Office
105 E. Valley Blvd. Alhambra, CA 91801
Tel: (626) 293-3100 Fax: (626) 284-7636

City of Industry Office
17870 Castleton Street, \#100, City of Industry, CA 91748
Tel: (626) 854-2820 Fax: (626) 854-2824

Irvine Office
15333 Culver Drive, \# 100, Irvine, CA 92604
Tel: (714) 262-7266 Fax: (714) 262-0905
L. A. Chinatown Office

977 N. Broadway, Los Angeles, CA 90012
Tel: (213) 687-1300 Fax: (213) 680-1535

Monterey Park Office
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Monterey Park, CA 91754
Tel: (213) 881-3100 Fax: (213) 266-2634

Newport Beach Office
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Tel: (714) 442-3200 Fax: (714) 263-0418

Pasadena Office
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Beverly Hills Regional Office
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Beverly Hills, CA90212
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NORTHERN CALIFORNIA

San Franciscon Main Office
Transamerica Pyramid Building
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San Franciscon Chinatown Office
711 Sacramento Street, San Francisco, CA 94108
Tel: (415) 677-8538 Fax: (415) 677-8533

San Jose Office
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CHINA

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## KEY Economic Indicators in

Taiwan Area, R.O.C.


## Explanation:

* (f): forecast.
* Data of Finance refer to fiscal year, starting from July 1 through June 30.
* Data Source: Directorate-General of Budget, Accounting and Statistics, Executive Yuan, R.O.C..


[^0]:    * New regulation since December 31, 1998.
    **Earnings are distributed in the following year.

[^1]:    TOTAL ASSETS

[^2]:    The accompanying notes are an integral part of the financial statements.

[^3]:    Note:Based on financials of Bank SinoPac only, not consolidated figures.

