

Onshore ILP Mandate Market Snapshot

Onshore ILP Mandate Wallet Share by SITE **NOMURA**

- Among the top 18 SITEs with onshore ILP mandate business, we have approximate **7.67%** of wallet share in total. Total AUM is NTD **12,695 mn.**

SITE	ILP # account	DB # account*	Contract size (TWD mn)	DB AUM	DB %	Reason for 0% wallet share
FuhHwa SITE	24	19	69,691	6,856	9.84%	
Yuanta SITE	5	4	25,171	1,057	4.20%	
Allianz SITE	6	6	21,043	1,779	8.45%	
AB SITE	3		10,082			No third party fund allocation
Cathay SITE	1		7,188			Brand name issues unresolved, but already build connection with chairman
Franklin SITE	3	6	6,058	589	9.73%	
Capital SITE	6	4	5,822	1,093	18.77%	
Manulife SITE	3	4	5,639	184	3.26%	
Fubon SITE	3	2	4,069	510	12.54%	
TCB SITE	2	2	2,708	411	15.16%	
CTBC SITE	2	2	2,522	153	6.05%	
Taishin SITE**	2	1	1,336			a/c opened in May. New positions are not counted in.
Pinebridge SITE	1		1,126			Positions temporarily redeemed for trading purpose.
Eastspring SITE	1	1	1,027			Mainly allocate in in-house onshore funds.
Uni-President SITE	1	1	815			Positions temporarily redeemed for trading purpose.
KGI SITE	2	1	372	44	11.88%	
First Securities SITE	1	1	127	12	9.81%	
ShinKong SITE	1	2	29	7	25.19%	
Total	68	56	165,467	12,695	7.67%	

Unit : NTD mn. Sorting by contract size.

Source : SITCA and SA. Data is as of June 30 *Accumulated and Monthly Income Distribution accounts would be counted in 1 account

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Onshore ILP mandate Wallet share – Top 17 ILP contracts

NOMURA

- We've penetrated all the top 17 ILP contracts and had approximate **9.61%** of wallet share in total. Total AUM is NTD **9,890 mn.**

Account	AUM 6/30	DB AUM	DB %
南山人壽委託復華投信投資帳戶-新臺幣精選平衡型(現金撥回)	49,313	5,776	11.71%
安聯人壽委託德盛安聯投信投資帳戶-台幣環球股債均衡組合(月撥回資產)	9,773	1,156	11.83%
合作金庫人壽新臺幣環球穩健投資帳戶(委託復華投信運用操作)-轉投入	7,236	427	5.90%
富邦人壽委託安聯投信-優享退月提解全權委託投資帳戶(現金撥回)	5,279	31	0.58%
三商美邦人壽鑫穩健投資帳戶(現金撥回)	4,708	499	10.59%
*保誠人壽全權委託富蘭克林華美投信投資帳戶-新臺幣股債平衡收益帳戶	3,676	363	9.86%
台灣人壽委託群益投信投資帳戶-安鑫增益投資帳戶(新臺幣)	3,007	496	16.50%
保誠人壽全權委託宏利投信投資帳戶-亞洲亮點收益帳戶	2,944	75	2.56%
臺銀人壽委託復華投信投資帳戶-新台幣精選平衡型	2,782	128	4.60%
**台灣人壽台幣代操帳戶(成長型)	2,213	55	2.51%
安聯人壽委託復華投信投資帳戶-豐收得利2(月撥回資產)	2,113	31	1.46%
*法國巴黎人壽新臺幣環球成長投資帳戶(委託富蘭克林華美投信運用操作)	1,989	102	5.10%
**台灣人壽委託宏利投信-台幣投資帳戶(成長型)(二)	1,818	33	1.82%
*安聯人壽委託富蘭克林華美投信投資帳戶_新臺幣多元收益	1,694	125	7.38%
全球人壽優選樂退投資帳戶	1,621	514	31.72%
法國巴黎人壽新臺幣全球平衡投資帳戶(委託復華投信運用操作)-月撥現	1,478	54	3.64%
合作金庫人壽新臺幣環球穩健投資帳戶(委託安聯投信運用操作)-轉投入	1,219	25	2.09%
Total	102,864	9,890	9.61%

Unit : NTD mn. Sorting by AUM as of 2021/6/30

Source : SA. Data is as of June 30

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Account Current AUM

From	Account	目前規模(月報寫法)	目前規模(新台幣)
AIA List (onshore)	南山人壽委託復華投信投資帳戶-新臺幣精選平衡型(現金撥回)	493.13 億元	49,313

Account Holding

top holding-1	百分比	top holding-2	百分比
野村環球基金-S類型新臺幣計價	8.44	復華全球大趨勢基金-新臺幣	8.25

top holding-3	百分比	top holding-4	百分比	top holding-5	百分比	Top 5 百分比加總
復華已開發國家300股票指數基金-新台幣	6.27	復華美元高收益債券指數基金-新臺幣A	5.8	柏瑞全球策略高收益債券基金-I類型	4.82	33.58

Source / Disclaimer / Annotations: 本資料僅供專業理財顧問人員參考，需配合專人說明使用，不得直接交付一般投資大眾。

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- Top 5 Funds by AUM size of ILP contracts are list below, and GE is the top 1 and included in 4 ILP contracts.

Fund Name	Count of contract	AUM size (NTD mn)
野村環球基金-S類型新臺幣計價	4	618,791
復華全球大趨勢基金-新臺幣	6	503,202
復華已開發國家300股票指數基金-新台幣	5	463,917
復華美元高收益債券指數基金-新臺幣A	5	419,432
柏瑞全球策略高收益債券基金-I類型	5	339,284

- 4 Nomura funds are included in Top 17 ILP contracts.

Fund Name	Count of contract	AUM size (NTD mn)
野村環球基金-S類型新臺幣計價	4	618,791
野村全球金融收益基金	1	18,341
野村美利堅高收益債基金	1	12,159
野村環球高收益債基金	1	11,997

Offshore ILP Mandate Market Snapshot

Offshore ILP Mandate Wallet Share by SITE **NOMURA**

- Due to the limited offering of pure i-share for institutional clients in the past, we have only **0.34%** of wallet share in total. Total AUM is NTD **2,629 mn**. We will keep pushing the account opening of NN ishare to increase our wallet share for offshore ILP mandate.

SITE	ILP # acctount	DB # account *	Contract size (TWD mn)	DB AUM	DB %	Reason for 0% wallet share
Cathay SITE	16		219,332			Brand name issue, but already build connection with its chairman to explore a/c opening opportunity.
AB SITE	15		158,979			
JPM SITE	12		92,003			
Schroders SITE	15		61,072			
Fidelity SITE	12		48,251			
Allianz SITE	8	4	30,091			No third party fund allocation
Franklin SITE	45	19	29,431	759	2.58%	
Blackrock SITE	12		24,854			Positions temporarily redeemed/ new a/c opening is underway
CTBC SITE	11		21,208			
Eastspring SITE	7	3	18,774	1,248	6.65%	Mainly allocate in ETFs
FuhHwa SITE	14	7	13,235	471	3.56%	
Manulife SITE	5		10,300			Positions temporarily redeemed/ new a/c opening is underway
Shin Kong SITE	8	1	8,541			
Pinebridge SITE	5	3	5,635			Mainly allocate in ETFs
Taishin SITE	11		5,476			
Prudential SITE	4	2	4,093			Positions temporarily redeemed/ new a/c opening is underway
Invesco SITE	2		3,960			
Fubon SITE	2	2	2,530	34	1.36%	Mainly allocate in ETFs
TCB SITE	5	3	1,790	9	0.51%	
UBS SITE	2		1,773			Mainly allocate in ETFs
HUA NAN SITE	3	2	1,714			
Amudi SITE	4		1,582			Mainly allocate in ETFs
KGI SITE	1	1	1,511			
Yuanta SITE	3		550			Mainly allocate in ETFs
Capital SITE	3	1	545	8	1.45%	
Mega SITE	1		441			Mainly allocate in ETFs
JKO SITE	1	1	239	99	41.50%	
Total	230	49	770,447	2,629	0.34%	

Offshore ILP mandate Wallet share – On AIA List

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■ Among the top 27 ILP contracts, we have approximate **0.48%** of wallet share in total. Total AUM is **NTD 2,140 mn.**

Account	2021/6/30 AUM	DB Total	DB%	NAMU	NN (L)	Ninety One
國泰人壽-全球成長收益型(現金/單位撥回)	129,716					
國泰人壽-MIT多元收益組合(現金/單位撥回)	104,560					
台灣人壽-智能多元收益(美元)	52,576					
三商美邦人壽-環球總報酬投資帳戶	44,751					
國泰人壽-VIP多元收益(現金/單位撥回)	36,427					
富邦人壽委託安聯投信-目標收益穩健組合月提解全權委託投資帳戶(現金撥回)	11,844					
富邦人壽委託富蘭克林華美投信-目標收益優利組合月提解全權委託投資帳戶(現金撥回)	11,593					
瀚亞新收益全權委託管理帳戶(美元)	10,133	1,025	10.12%	920	0	105
南山人壽委託復華投信投資帳戶-美元精選平衡型(現金撥回)	9,580	301	3.14%			301
中國人壽瀚亞享鑫全權委託管理帳戶(美元)	6,952					
台灣人壽委託中國信託投信投資帳戶-趨勢動能投資帳戶(美元)	4,125					
安聯人壽委託富蘭克林華美投信投資帳戶-穩健成長型(月撥回資產)	3,496					
安聯人壽委託安聯投信投資帳戶-智慧平衡組合(月撥回資產)-X	2,968					
中國信託投信全委代操美歐動態策略價值投資組合	2,013					
法國巴黎人壽風險管理策略投資帳戶(委託中國信託投信運用操作)-月撥現	1,984					
富邦人壽月月收益月提解全權委託投資帳戶(現金撥回)	1,781					
安聯人壽委託瀚亞投信投資帳戶-收益優化	1,622	222	13.71%	197	0	25
安聯人壽委託瀚亞投信投資帳戶-收益升級(月撥回)	1,507					
合作金庫人壽環球穩健投資帳戶(委託富蘭克林華美投信運用操作)-轉投入	1,417	82	5.80%			82
法國巴黎人壽環球成長投資帳戶(委託富蘭克林華美投信運用操作)-月撥現	1,373					
安達人壽復華投信全委代操戰略贏家價值投資組合 - 月撥回 (現金)	1,233					
中國人壽瀚亞享富全權委託管理帳戶(美元)	1,161					
法國巴黎人壽多重資產投資帳戶(委託富蘭克林華美投信運用操作)-月撥現	1,126	464	41.18%			464
安聯人壽委託富蘭克林華美投信投資帳戶_精選收益型(月撥回)美元計價	993	46	4.66%			46
法國巴黎人壽智慧收益投資帳戶(委託安聯投信運用操作)-月撥現	980					
安聯人壽委託富蘭克林華美投信投資帳戶-美元環球股債均衡組合(月撥回資產)	824					
法國巴黎人壽動態智慧ETF投資帳戶(委託中國信託投信運用操作)-累積	111					
Total	446,848	2,140	0.48%	1,118	0	1,023

Unit : TWD mn. Sorting by contract size.

Source : SA. Data is as of June 30. FX rate:28.

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- Top 5 Funds(exclude ETF) by AUM size of ILP contracts are list below.

Fund Name	AUM size (USD mn)	Count of contract
聯博-美國收益基金S1級別美元(本基金有相當比重投資 於非投資等級之高風險債券且配息來源可能為本金)	47,035	2
國泰全球多重收益平衡基金-I美元(不配息型)	45,118	4
PIMCO多元收益債券基金-機構H級類別(累積股份)	25,358	9
聯博-精選美國股票基金S1級別美元	18,549	2
聯博-優化波動股票基金S1級別美元 (基金之配息來源可能為本金)	17,434	2

- 4 Nomura MA series funds are included in Top 27 ILP contracts.

Fund Name	AUM size (USD mn)	Count of contract
野村基金(愛爾蘭系列)美國高收益債券基金	1,117	2
晉達環球策略基金 - 環球高收益債券基金 I 累積股份 (美元)	185	1
晉達環球策略基金 - 亞洲股票基金 I 累積股份	143	1
晉達環球策略基金 - 歐洲股票基金 I 累積股份	136	1