

# Aim Higher and Creatively Pioneering Ahead Shinhan Financial Group



1H 2020

FUNDAMENTAL





HUMAN-TALENT



Shinhan Financial Group

### CONTENTS

### **01 Shinhan Financial Group**

- 1-01 Overview
- **1-02** Mission, Vision, and Value Management
- **1-03** F.R.E.S.H 2020s
- 1-04 Sustainable Management

### 02 Companies in the Group

- 2-01 Shinhan Bank
- 2-02 Shinhan Card
- 2-03 Shinhan Investment
- 2-04 Shinhan Life
- 2-05 OrangeLife
- 2-06 Shinhan Capital
- 2-07 Shinhan BNP Paribas AM
- 2-08 Jeju Bank
- 2-09 Shinhan Savings Bank
- 2-10 Asia Trust
- 2-11 Shinhan DS
- 2-12 Shinhan AITAS
- 2-13 Shinhan Credit Info.
- 2-14 Shinhan Alternative Inv.
- 2-15 Shinhan REITs Mgmt.
- 2-16 Shinhan Al



# Shinhan Financial Group

1-01	Overview
1-02	Mission, Vision, and Value Management
1-03	F.R.E.S.H 2020s
1_01	Sustainable Management

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## **About Shinhan**





Sustainable Net Income growth driven by solid core earnings and consistent ROE enhancing business strategy

### Global Expansion and Diversification

Establishing a foundation for the sustainable growth through steady and consistent global expansion and business diversification



Maintaining sound asset qualities through preemptive and proactive risk management



Focused on Creating Customer and Shareholder Value

Implementing the "Compassionate Finance" to build a virtuous cycle of shared prosperity for the company and society

## SFG at a Glance

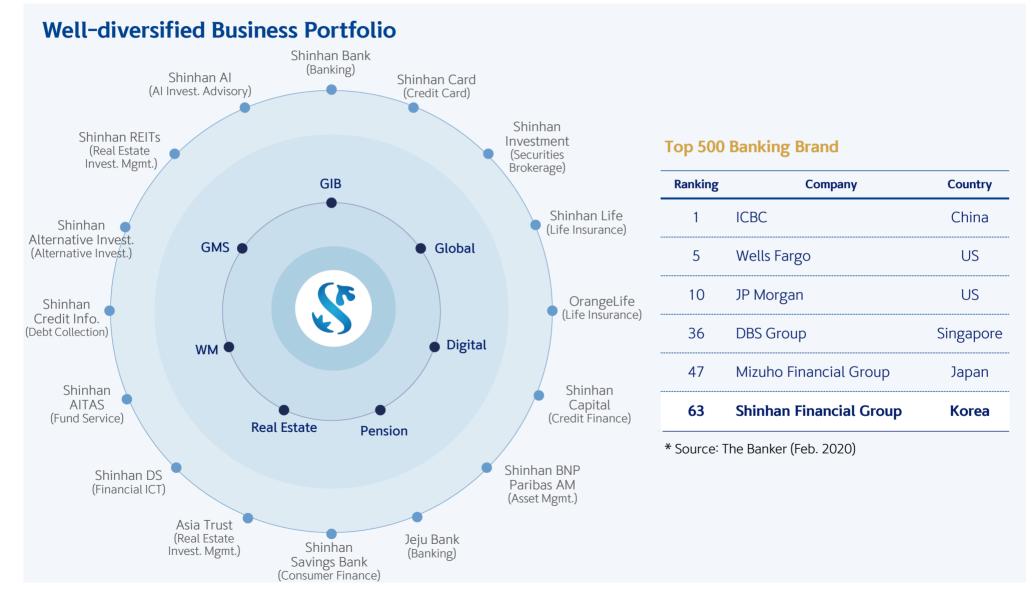




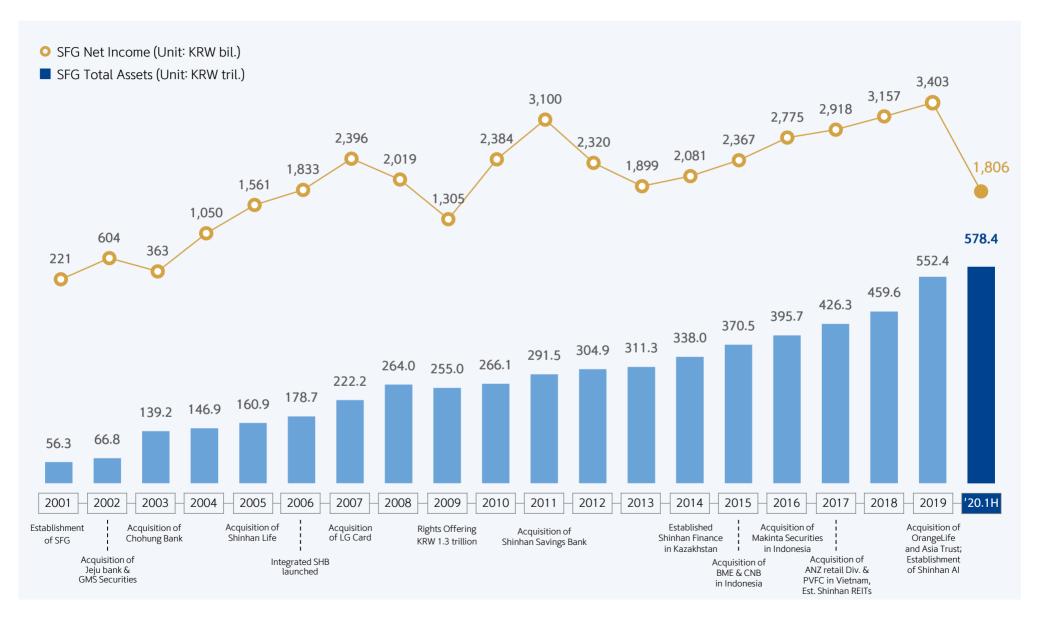
- Major Shareholders (Common Shares)
  - Korea National Pension Service 9.86%<sup>1</sup>
  - BlackRock Fund Advisors 6.09%<sup>2</sup>
  - SFG ESOP 5.15%<sup>3</sup>
  - BNP Paribas 3.55%<sup>4</sup>
  - Citi Bank [ADR Dept.] 2.80%<sup>4</sup>

NOTE 1 Based on the Large equity ownership disclosure by NPS with the Financial Supervisory Service (FSS) on FEB. 7, 2020 NOTE 2 Based on the Large equity ownership disclosure by BlackRock with the FSS on Sep. 27, 2018 NOTE 3 As of end of 1H 2020 NOTE 4 As of end of FY2019 5

## SFG at a Glance



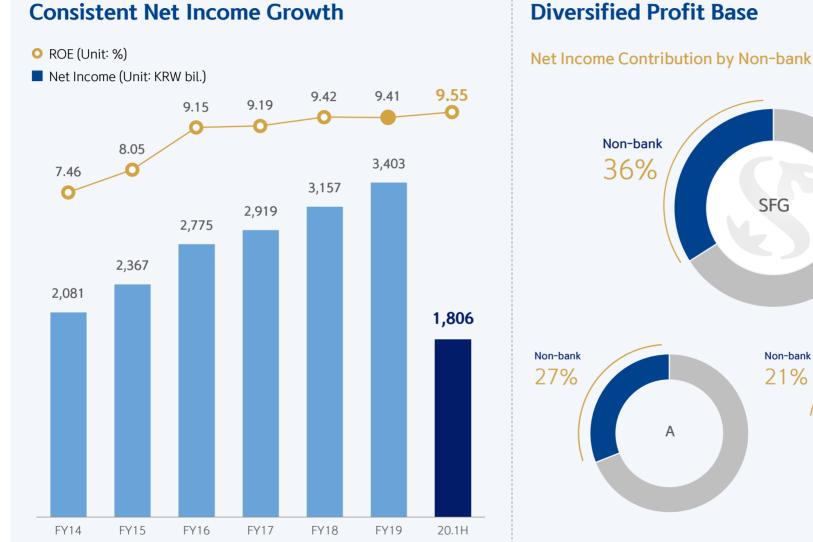
### **Continuous Growth Through Business Diversification**



## **Performance and Portfolio**

Non-bank
 Bank

В



Net Income Contribution by Non-bank Subsidiaries ('20.1H)

# SFG's Major Affiliates

#### Leading Financial Group in Korea



#### (as of 1H 2020)

Shinhan Bank	Shinhan Card	Shinhan Investment	Shinhan Life	OrangeLife <sup>2)</sup>	Shinhan Capital	Shinhan BNP Paribas AM	Jeju Bank
100%	100%	100%	100%	100%	100%	65%	75.31%
Top Commercial Bank in Korea	No.#1 Credit Card Company in Korea	Major Securities Firm in Korea	Life Insurance Co. with Strengths in Telemarketing	Highly Profitable Life Insurance Company	Specializes in facility leases & installment financing	Major Asset Management Firm in Korea	The Leading Local Bank in Jeju
Total Assets <b>496.5</b> Wtn.	Total Assets <b>34.0</b> Wtn.	Total Assets <b>77.2</b> Wtn.	Total Assets <b>35.0</b> Wtn.	Total Assets <b>32.9</b> Wtn.	Total Assets <b>8.5</b> Wtn.	Total Assets 54.7 Wtn.	Total Assets <b>6.6</b> Wtn.
Total Equity <b>26.7</b> Wtn.	Total Equity <b>6.1</b> Wtn.	Total Equity <b>4.3</b> Wtn.	Total Equity <b>2.2</b> Wtn.	Total Equity <b>3.2</b> Wtn.	Total Equity <b>1.1</b> Wtn.	Total Equity <b>155.4</b> Wbn.	Total Equity 507.6 Wbn.

Shinhan Savings Bank	Asia Trust <sup>2)</sup>	Shinhan DS	Shinhan AITAS	Shinhan Credit Info.	Shinhan Alternative Invest.	Shinhan REITs	Shinhan Al
100%	60%	100%	99.8%	100%	100%	100%	100%
Major Savings Bank in Korea	Major Market Player in Real Estate Trust	Specialized IT Service Provider for Financial Corp.	No.# 1 Fund Service Company in Korea	Expertise in debt collection & credit research	Private Equity Fund & Alternative Investment	Real Estate Investment Management Firm	Al-based Investment Advisory Firm
Total Assets <b>1.6</b> Wtn.	Total Assets <b>43.5</b> Wtn.	Total Assets <b>89.1</b> Wbn.	Total Assets <b>79.3</b> Wbn.	Total Assets <b>27.2</b> Wbn.	Total Assets <b>4.6</b> Wtn.	Total Assets <b>1.2</b> Wtn.	Total Assets <b>42.4</b> Wbn.
Total Equity <b>194.7</b> Wbn.	Total Equity <b>148.2</b> Wbn.	Total Equity <b>21.1</b> Wbn.	Total Equity 69.9 Wbn.	Total Equity <b>16.5</b> Wbn.	Total Equity <b>14.8</b> Wbn.	Total Equity <b>38.9</b> Wbn.	Total Equity <b>40.8</b> Wbn.

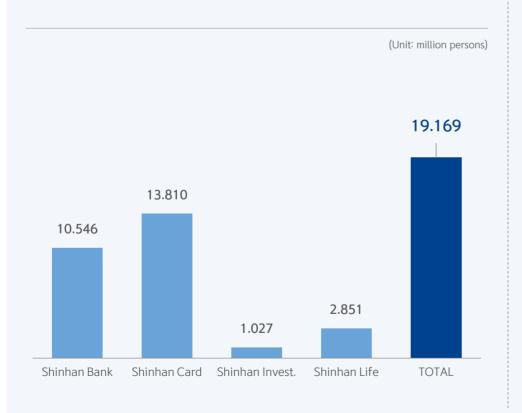
1) Based on Consolidated Financial Statements, Trust A/C and AUM are included in Total Assets. 2) Orange Life Insurance joined SFG on Feb. 1. 2019, and Asia Trust joined SFG on May 2, 2019.

## **Customers and Networks**

#### Customers

### SFG serves **19.17 million\*** active customers.

\* Excluding overlapping customers (as of 1H 2020)



### Branch Networks (in Korea)

Company	# of Branches
Shinhan Bank	874
Shinhan Life	120
Shinhan Investment	119
OrangeLife	106
Shinhan Card	29
Jeju Bank/기타	106
TOTAL	1,354

### **Hybrid Branch Network**





# Shinhan Financial Group

1-01	Overview
1-02	Mission, Vision, and Value Management
1 02	

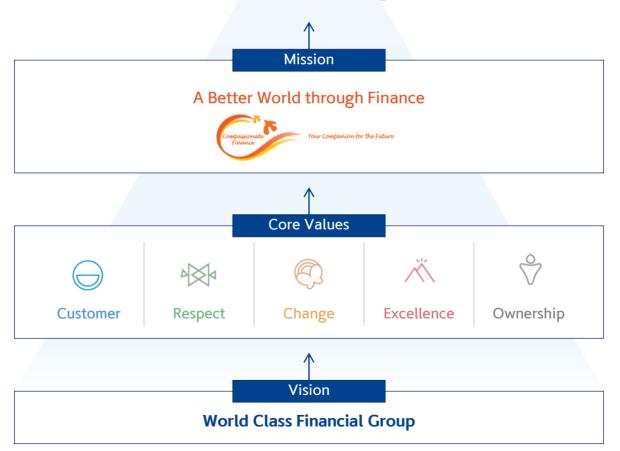
- 1-03 F.R.E.S.H 2020S
- 1-04 Sustainable Management

# Value Management System



### **Shinhan WAY**

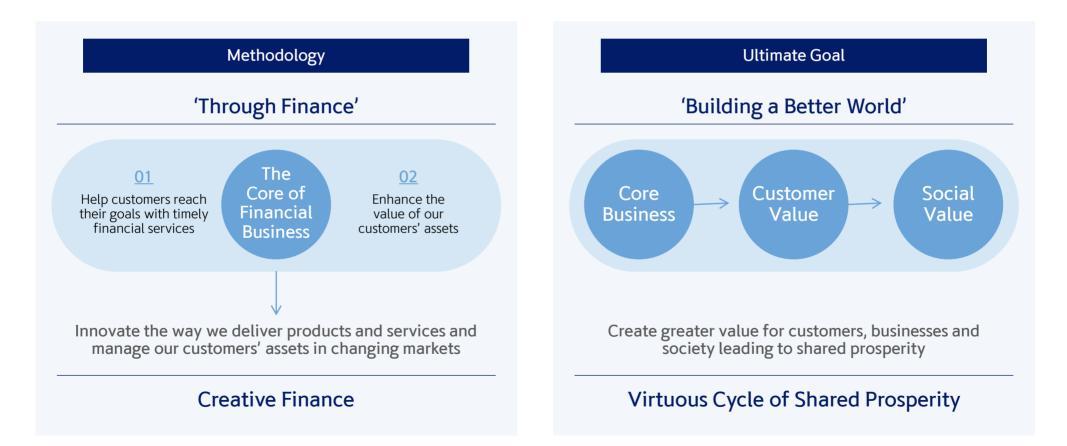
"Shinhan WAY" is the value system and guiding principle for all Shinhan employees' thoughts and actions.





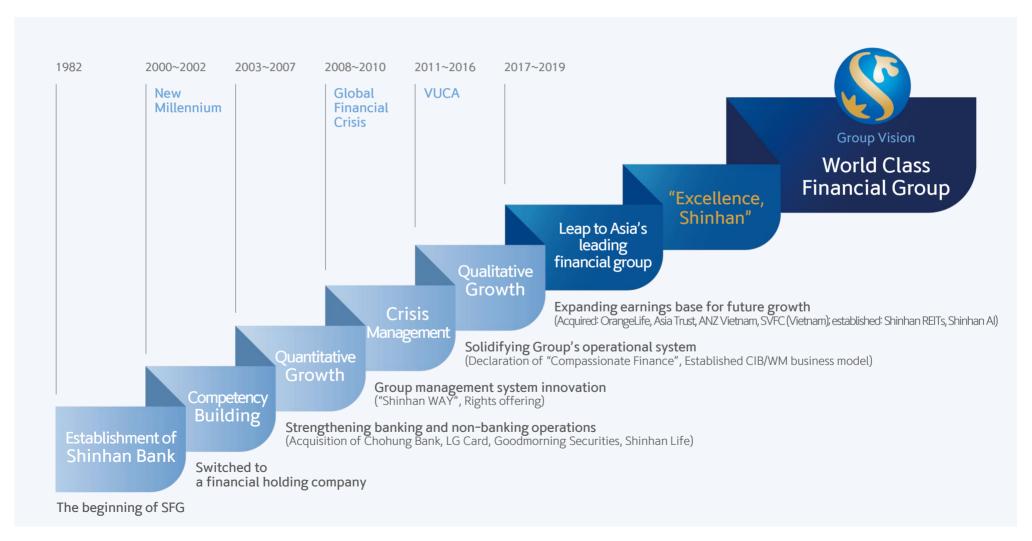
### **Compassionate Finance, Your Companion for Future**

"Promote a virtuous cycle of shared prosperity with creative financial services"



# Shinhan's History & Vision

SFG will embody *"Excellence"* while it progress towards its vision, *"World Class Financial Group"*, through accumulated experiences and success in overcoming external headwinds.



## **Stable Corporate Governance**



### **CEO & Subsidiary Management**



#### **CHO Yong-byoung**

CEO, Shinhan Financial Group

#### Experiences

- 2015 CEO, Shinhan Bank
- 2013 CEO, Shinhan BNPP AM
- 2009 Deputy CEO, Shinhan Bank

#### Major Shareholders

(as of 1H 2020)

Company	Ownership (%)
Korea National Pension Service	9.92
BlackRock Fund Advisors <sup>1)</sup>	6.13
SFG ESOP	5.11
BNP Paribas	3.55
Citibank N.A. (ADR dept.)	2.80
The Government of Singapore	2.54
Norges Bank Investment Management	1.84
Samsung Asset Management	1.75
Vanguard Total Int'l Stock Index	1.43
Peoples Bank of China	1.18
1) Based on the Large equity ownership disclosure by BlackRock Fund	Advisors with the FSS on Sep. 27, 2018

#### SFG Subsidiaries' CEOs (as of 1H 2020)

01.	Shinhan Bank: <b>JIN Ok-dong</b>	09.	Shinhan Savings Bank: KIM Young-pyo
02.	Shinhan Card: LIM Young-jin	10.	Asia Trust: BAE Il Geu
03.	Shinhan Invest.: LEE Young-chang	11.	Shinhan DS: <b>YI Sunny</b>
04.	Shinhan Life: SUNG Dai Gou	12.	신한아이타스: CHOI Byeong Wha
05.	OrangeLife: CHEONG Munkuk	13.	Shinhan Credit Info.: <b>LEE Ki Jun</b>
06.	Shinhan BNPP AM: LEE Chang Goo	14.	Shinhan Alternative Invest: KIM Hee-song
07.	Shinhan Capital: <b>HEO Young Taeg</b>	15.	Shinhan REITs: NAM Koong Hun
08.	Jeju Bank: <b>SEO Hyun-joo</b>	16.	Shinhan Al: BAE Jin Soo

1H 2020

# **Thorough Risk Management**

The Group's risk management policies are established by the Risk Management Committee, comprised of directors appointed by the BOD, and the Group Risk Council, which includes Group & Subsidiaries CROs, implements and monitors detailed strategies.

#### SFG Risk Management Structure



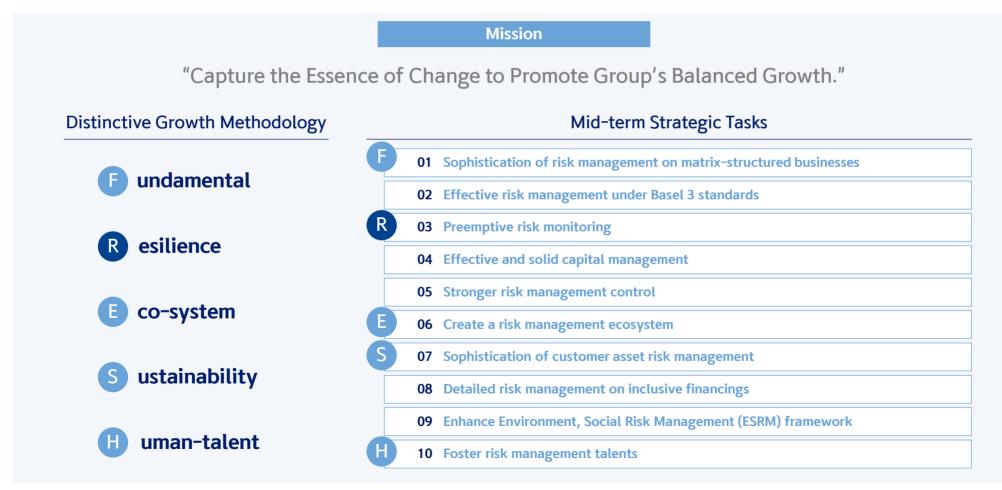
- 01 GRMC, a subcommittee under BOD, establishes and approves the Group's risk strategies (policies and limits)
  - Monitors and coordinates whether the Group's risk strategies are appropriate and whether they are properly followed
- Supports the GRMC and reviews the results of monitoring of daily tasks / major issues conducted by the risk management team
  - Operates Group Risk Council for implementation of the Group's risk strategies and communication
- Role: discusses details to the group's risk management issues
  - Members: Chief Risk Officers of the holding company and subsidiaries

- Supports GRMC / Group Risk Council
  - Supports GCRO
    - monitoring, establishment of detailed risk strategies and coordination
  - Allocation of risk capital and limit management, Group risk monitoring
- Implements the Group risk strategies
  - Establishes subsidiary-specific policies and strategies in line with the Group risk policies and limits
  - Reports major risk-related issues to the Group CRO

# Differentiated Risk Management

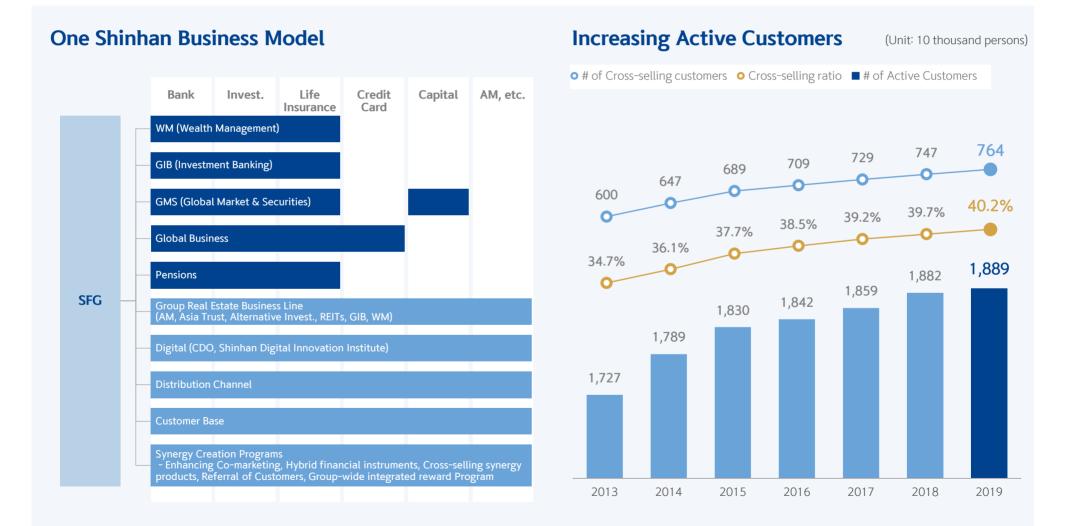
To ensure the Group's sustainable growth, SFG pursues a balance of risk and return. SFG conducts integrated and proactive strategic risk management to respond to various business risks and regulations.

### SFG Risk Framework



### **Customer-centric "One Shinhan" Model**

'One Shinhan' business model focuses on providing the very best products and services to clients by establishing Groupwide collaborative system under customer-centered business structure.



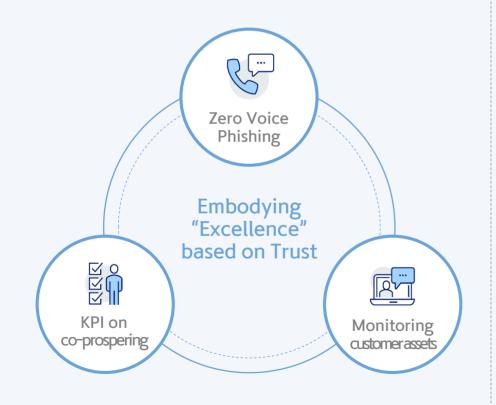
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### **Customer First Business Management**

### Embodying "Excellence" based on Trust

[Trust] The foremost path toward "Excellence, Shinhan" – customer trust

Based on solid customer trust, we will pursue a virtuous cycle of trust that enhances the value of employees, share holders, and society.



### **Customer-centric Business Management**

#### Group-wide Monitoring on Customer Assets

- Pursuing increase in returns for both the company and customers
- Monitoring and systematically managing customer assets (including customers of Shinhan Bank, Shinhan Investment, Shinhan Life, and OrangeLife) through a dash board system .
- Risk management and monitoring of customer assets are under different categories: by key market indices, by subsidiary, and by country
- \* Group risk management classifies and labels different levels of risk as follows: Normal Watch Alert Serious

#### Zero Voice Phishing

- Group-wide efforts to prevent cases of voice phishing
- Measures for prevention: 'delayed transfer service', 'designated deposit account service', etc.
- Finding best practices for preventing voice phishing

#### **KPI on Co-Prospering**

- KPI focused on increasing value of both customers and the Bank
- All marketing activities focused on customers
- Evaluating the process of sales and providing more flexibility to front offices for a shift towards "Customer first" sales culture



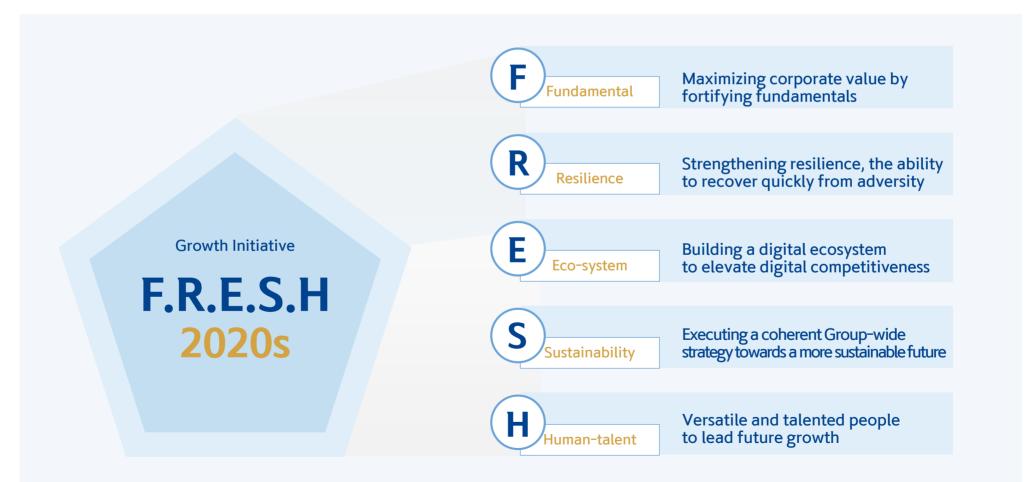
# Shinhan Financial Group

- 1-01 Overview
- 1-02 Mission, Vision, and Value Management
- 1-03 F.R.E.S.H 2020s
- 1-04 Sustainable Management

## F.R.E.S.H 2020s

Amidst a highly volatile external environment, SFG has newly set "F.R.E.S.H 2020s" as its growth initiative to realize unrivaled growth, embody "Excellence, Shinhan", and progress towards "World Class Financial Group"

#### Initiative for a Differentiated Growth



# F.R.E.S.H 2020s

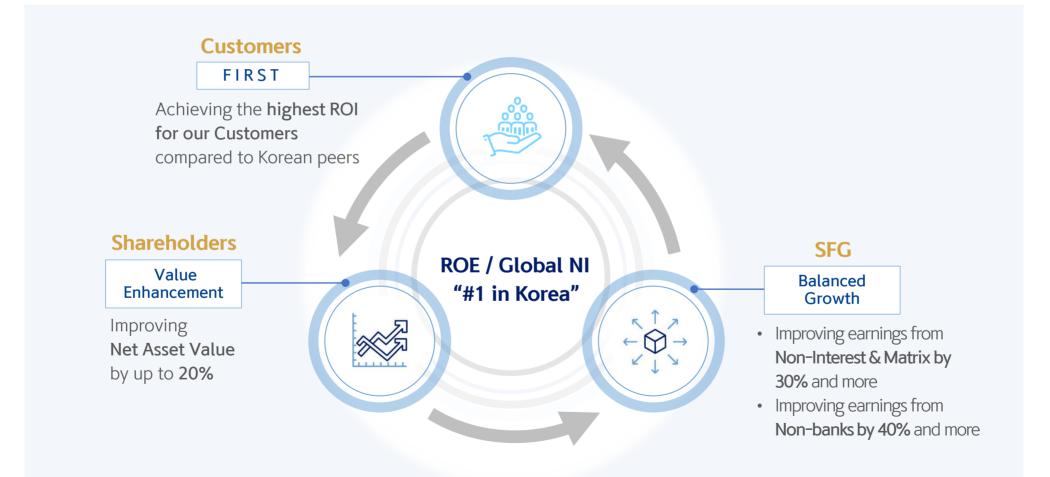
For a precise and efficient implementation, the guide for "F.R.E.S.H 2020s" initiative lays out four strategies and three core competency building tasks.

#### The Guide for "F.R.E.S.H 2020s": 4 Strategies & 3 Core Competencies



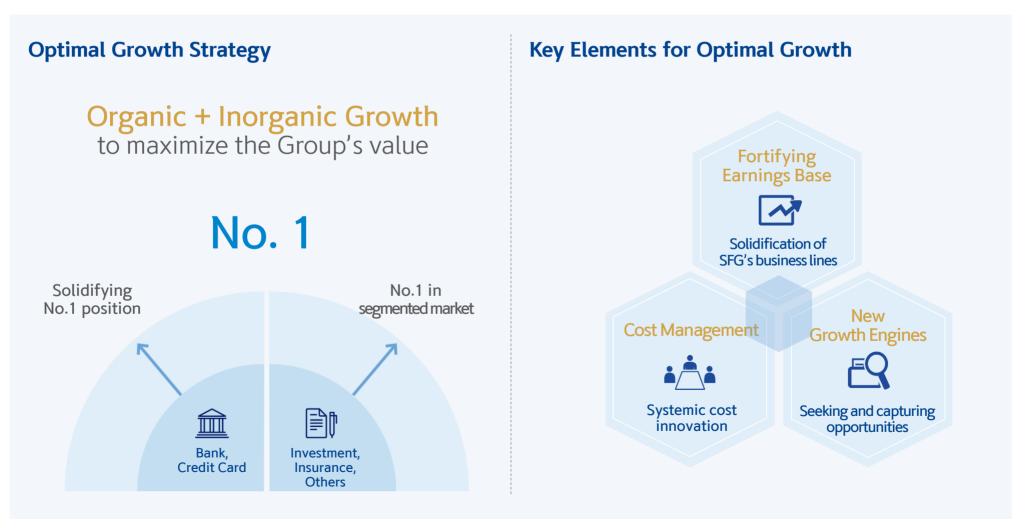
## [F.R.E.S.H 2020s] Mid-term Financial Target

By establishing a virtuous cycle of "Customer First", "Shareholder Value Enhancement", and "Balanced Growth of SFG", SFG aims to embody "Excellence" from the perspective of our customers and shareholders rather than from the sole perspective of the company.

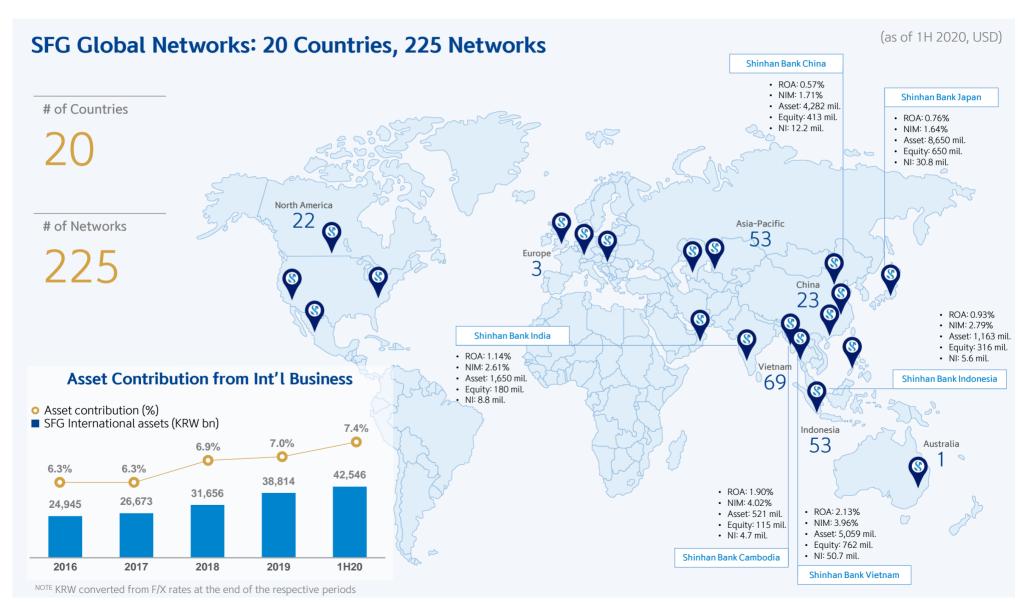


## [F.R.E.S.H 2020s] 01 Optimal Growth

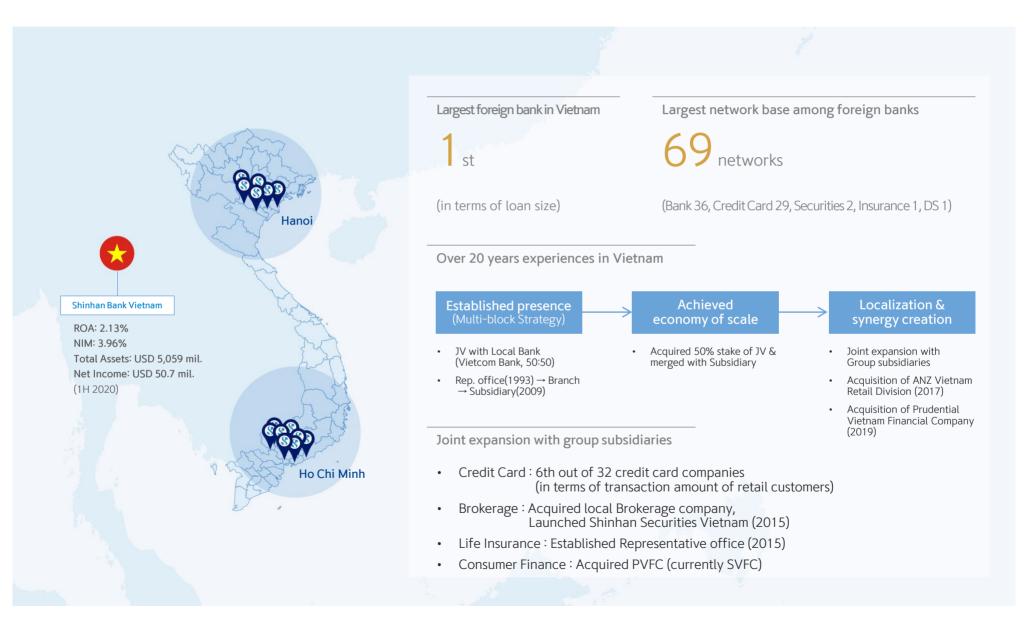
SFG is implementing "Optimal Growth" strategy to strengthen both bank and non-bank subsidiaries by finding new growth drivers to maximize the Group's value.



### [F.R.E.S.H 2020s] 02 Globalization



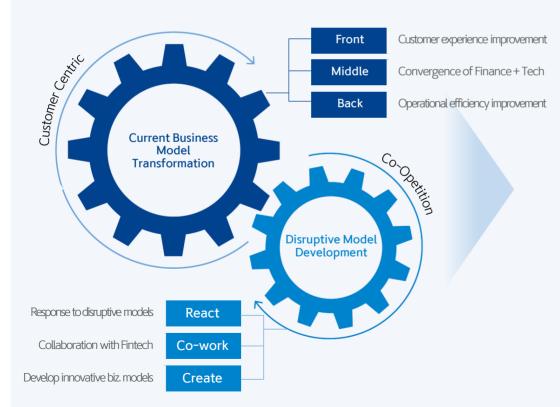
### [F.R.E.S.H 2020s] 02 Globalization Vietnam



# [F.R.E.S.H 2020s] 03 Digital Transformation

Under efforts for a comprehensive Digital Transformation, SFG has been implementing "2 Tracks + 5Cs" strategy to achieve business innovation by upgrading the Group's digital capacity, represented by "5Cs".

#### SFG Digital Transformation Strategy Framework



#### 2Track for Business Innovation

#### 5 Cs for the Group's Readiness

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□∰- Core Tech	01. Digital Technology	Al/IoT, Blockchain, Open Innovation, Cloud, DX(Digital Experience)
	02. HR development	Digital specialists training program, Education
Capability	03. Recruiting, academy coop.	Securing professionals, Industry and academy cooperation
P	04. Work Culture	Agile, Test & Learn, Magnanimity to new trials and failures
Culture	05. Organization	Chief Digital Officer(CDO), Matrix system, Shinhan digital campus
	06. Platform	Renewal financial platform, Connect non-financial platform
Collaboration	07. Partnership, Joint venture	Partnership with ICT / retail leaders, Contruct Digital ecosystem
	08. Intellectual property	'Digital Shinhan' intellectual property
X	09. Change Management	Define strategic destination, 'To-Be', Prioritization of plans, Communications
Change Management	10. Regulatory reform	Improvement of company regulations, Persuade authorities

# [F.R.E.S.H 2020s] 03 Digital Transformation

### **Current Business Model Transformation**

#### Front

#### Improve Customer Experience

• Providing excellent customer experience through a single view, seamless omni channel





Shinhan Card MySHOP

Bigdata-based

#### Middle

#### Develop Digitally Innovative Products/Services

• Digitally specialized, mobile, convergence products and services



#### Back

#### Improve Operational Efficiency

• Optimization of channel, risk management, UW model, FDS, RPA, chatbot, etc.

#### SOLmate ORORA

SHB chatbot



### **Disruptive Model Development**

#### Respond

#### **Respond to Online Banks**

• Enhancing product, service, platform competitiveness

**Shinhan FacePay** Payment system using facial recognition technology



#### Collaborate

#### **Collaboration with Fintech**

- Developing collaborative models by creating fintech ecosystem in Shinhan a
- Establishing Open innovation Platform

Shinhan Future's Lab Fostering start-ups and exploring collaborative models (in and out of Korea)



#### Create

#### **Develop Innovative Biz Models**

- Shinhan's unique digital business model development
- Connecting life platform via digital technology

#### Shinhan Al "NEO" Al-based investment advisory services

		MARKET	SENSING		-
surso 4.63 s	1752 100 12 4 4 8 5 			nosm # 13.47%	
HIRKEI 225 2.05 m	вонски а 2.53 ч	US1017			00.10V1
40.26 %p					ata • 7.92 %

## [F.R.E.S.H 2020s] 03 Digital Transformation

### **3rd-Party Partnerships**

#### Collaboration with approx. 170 companies

Advancing digital competitiveness and developing new business models through collaboration with 3<sup>rd</sup> parties.

#### SFG Major Alliances



### **Creating Fintech Ecosystem**

#### Shinhan Future's Lab

An Industry-first Fintech support program and Shinhan reinforces its alliances by nurturing and investing in promising start-ups.

Country	Program (year)	No. of Companies	Related Fields	
Korea	1~5 (2015~2019)	111	P2P, AI, VR/AR etc.	
KUIEd	6-1, 6-2 (2020)	55	Data Analytics, Health Tech etc.	
	1 (2017)	5	5 Payment, e-Wallet etc.	
Vietnam	2 (2018)	6	P2P, small investments, etc.	models
	3 (2019)	10	Chatbot, Face recognition etc.	
Indonesia	1 (2020)	4	Robo-Advisor, cyber security etc.	

#### Shinhan Future's Lab Development

Investment of 27.7 Wbn in 46 Future's Lab companies

- Direct Investment : 20.2 Wbn
- Indirect Investment : 7.5 Wbn

#### Launched "One-Shinhan Future's Fund" (25Wbn, 5yrs)

- Successfully launched 2<sup>nd</sup> Fund (10.1Wbn, Jun. 2020)
- 1<sup>st</sup> Fund (10.8Wbn, Jun. 2019)

#### Established "Shinhan Future's Lab Indonesia" (Sep. 2019)

• Fostering 4 companies in 2020

### [F.R.E.S.H 2020s] 04 Sustainability Management

SFG has established the Group Mission based on Shinhan Bank's founding spirit. Under the Group mission, "Compassionate Finance", SFG has established various initiatives to contribute to the enhancement of the value of its customers, society and shareholders.

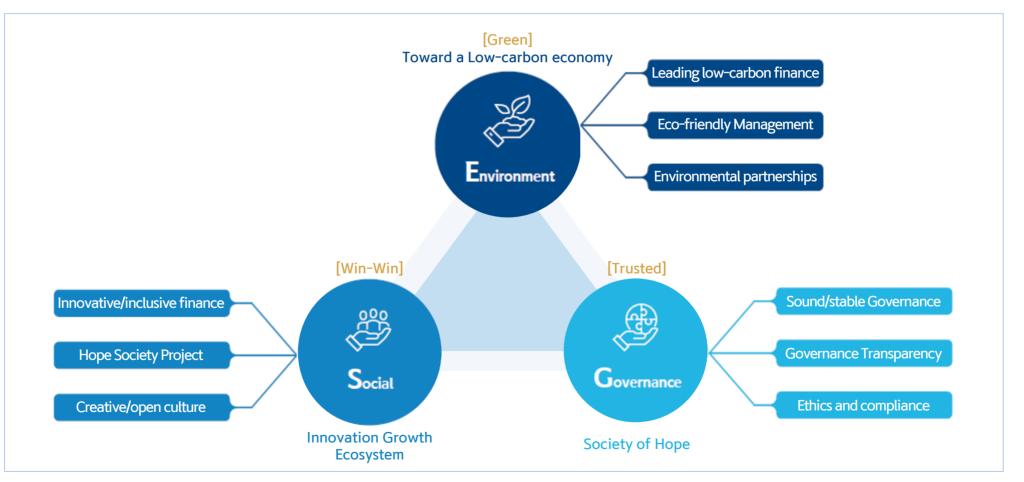


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### [F.R.E.S.H 2020s] 04 Sustainability Management

To expand the values of sustainability and innovative finance across our entire business portfolio, and achieve systematic progress in our ESG efforts, SFG will promote the development of our ESG system in three directions: "Green Management", "Win-Win Management", and "Trusted Management."

### Shinhan Financial Group's ESG Table



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# Shinhan Financial Group

- 1-01 Overview
- 1-02 Mission, Vision, and Value Management
- 1-03 F.R.E.S.H 2020s
- 1-04 Sustainable Management

# 2020 CSR Strategy

To enhance the mid to long-term values of customers, society and shareholders, SFG has set up 2020 CSR Strategies" in an attempt to proactively respond to a changing sustainability management environment. The strategies formulate the three pillars as well as six commitment strategies ranging from products to service to management.

### 2020 CSR Strategy Framework



## **Global ESG Initiatives**

Shinhan Financial Group has been partaking in a major global sustainability management intuitive as part of its endeavors to join the initiatives of international society to ensure sustainable development.

### **Major Global ESG Initiatives**

And	Carbon Disclosure Project	<ul> <li>Shinhan Bank(2007), Shinhan BNPP AM(2008) join as a signatory</li> <li>SFG becomes a signatory (2009)</li> </ul>
Poly-browned for the second se	UN Global Compact	<ul> <li>SFG joins UN Global Compact (2008) as part of an ongoing commitment to human rights, labor empowerment, and the environment.</li> </ul>
	Principles for Responsible Banking	<ul> <li>SFG participates in drafting UN PRB (2018)</li> <li>SFG becomes an official signatory (2019)</li> </ul>
OBALCOM AND	Principles for Sustainable Insurance	<ul> <li>Shinhan Life becomes an official signatory of UN PSI (2020)</li> </ul>
ESCLOSURE INSIGHT ACTION	TCFD Pilot Program	<ul> <li>SFG participates in the 2<sup>nd</sup> pilot program led by UNEP FI for the implementation of TCFD recommendations (2019)</li> </ul>

# **ECO Transformation 20.20**

SFG announced "ECO Transformation 20.20" as its environmental vision for 2030 in order to ensure that its management operations are sustainable, future-oriented and environmentally friendly. As part of this vision, SFG is planning to invest KRW 20 trillion in green industries and to reduce its GHG emissions by 20% by the year 2030.

### ECO Transformation 20.20



ECO Governance & Organizational Implementation

Raising Employees' Environmental Awareness & Fostering Leaders for Sustainable Management

# **Society of Hope Project**

SFG launched a "Society of Hope Project" geared towards solving social problems such as the eradication of polarization and job creation, and is injecting resources amounting to KRW270 billion by 2020. This Project builds a new social contribution system structured at the Group level, thus eliminating overlap at the subsidiary level.

### **Society of Hope Project**



# Triple-K Project

SFG launched 'Triple-K Project', under which the Group plans to invest KRW 2.1 trillion in startups by year 2023. With this Project, the Group aims to help around 2,000 venture firms, and among the 2,000 venture firms, the Group seeks to foster 10 Unicorn enterprises with more than US\$1 billion in total assets.

#### **Triple-K Project**



### Creating an environment in which any firms with great ideas and technology can get a systematic financial support

## Shinhan N.E.O Project

SFG has launched "N.E.O Project", through which it will provide financial support to innovative new businesses while advancing digital financial services. With "N.E.O Project", SFG will fully assume the role as a leading financial group to spur economic growth whilst capturing new opportunities of growth in the post-pandemic era.

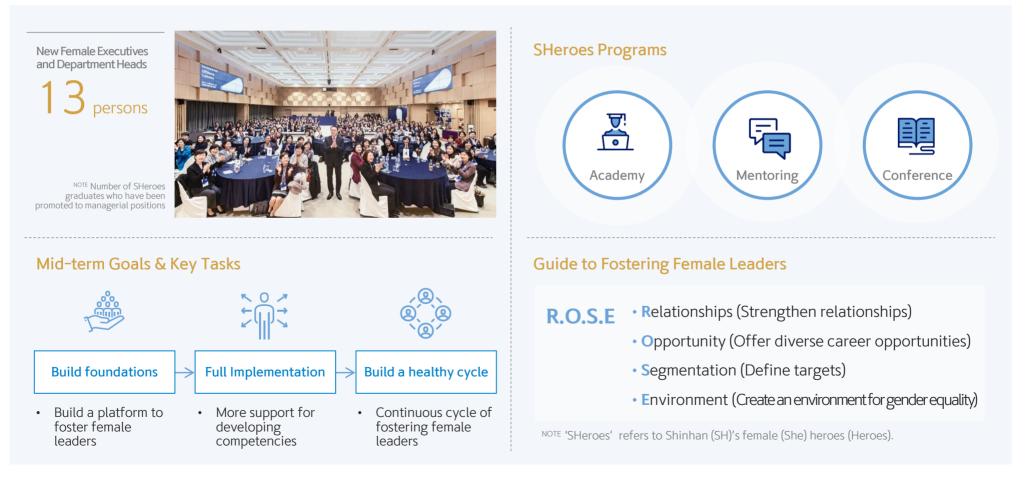
### N.E.O (New Economic growth supporting Operations) Project



# **Cultivating Female Leaders**

In efforts to encourage the long-term development of female talents and evolving them into leaders at every Level of the Group's operations, SFG introduced a program called "SHeroes," which offers a wide range of opportunities for its female employees such as training, mentoring, and networking.

#### **SHeroes**



## **ESG-related Recognitions**

SFG is included in major SRI indices at home and abroad, and are targeted for investment by socially responsible fund investors who selectively invest in top ESG companies. We are also recognized and evaluated by various global investors and research firms as a leading company in ESG initiatives.

#### **ESG-related Evaluations**

Institution	Index title	Grade / Score	Benchmark Index	Award / Certification
KCCSS Korea Corporate Governance Service	Corporate Governance Grades	Grade: A+	_	Received A+ grade and higher for 5 consecutive years (2015~2019)
NEXAGER OF Dow Jones Sustainability Indices In Collaboration with RobecoSAM	DJSI	Ranking : 6th Score: 84	DJSI World DJSI Asia-Pacific DJSI Korea	Included in DJSI World index for the first time among Korean financial groups for 7 consecutive years
😴 GLOBAL100	Global 100	Banking Sector: 6th Total: 43rd	Global 100	Selected Global 100 Most Sustainable Corporations by Davos Forum for 8 consecutive years
	CDP	Leadership A	-	Included in the Honors Club for 5 consecutive years
MSCI ESG Research	MSCI ESG	Grade: AA	MSCI ACWI ESG MSCI EM ESG MSCI Korea ESG	Received AA Grade for 3 consecutive years
ISS	ISS Quality Score	Grade: 1	-	-
대신지(배구조연구소 🗖	Daeshin Corporate Governance Inst.	The Best Company among Korean financial groups	_	_
Bloomberg	Gender Equality Index	_	GEI	Included in Bloomberg GEI for 2 consecutive years (2019-2020)



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## Companies in the Group Shinhan Bank

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- 2-16 Shinhan Al



Kangwon

Chungbuk

Gyeongbuk

25

Daegu

24

Ulsan

15

39

27

30

#### Shinhan Bank Overview

Shinhan Bank is a leading commercial bank in Korea.

Total Asset (including Trust A/C)	Rating Agency	F/C LT Debt Rating
4/1.5 <sub>KRW tril.1)</sub>	Moody's	Aa3
'20.1H Net Income	S&P	A+
<b>1,140.7</b> KRW bil. <sup>2)</sup>	Fitch Ratings	A
1) Total Accot: Banking Account (Soparato) + M	orchant Banking Account	

1) Iotal Asset: Banking Account (Separate) + Merchant Banking Account + Trust Account 2) Net Income: Consolidated basis

### **Key Milestones**



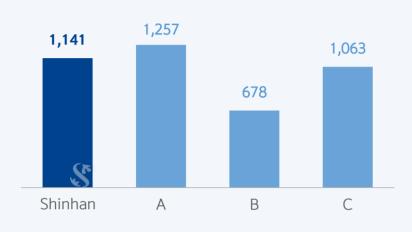
#### **Network**



### **Market Position**

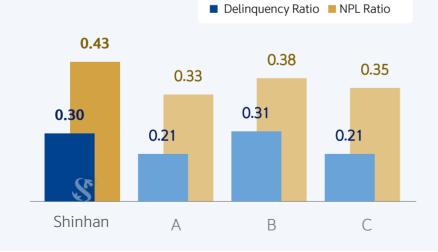


(As of 1H 2020)



#### Consolidated Net Income (Unit: KRW bil.)

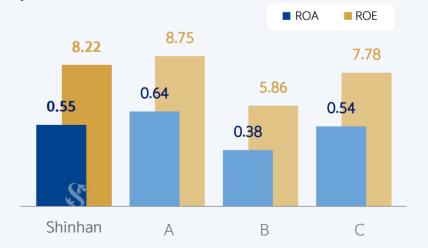




#### Total Assets (Unit: KRW tril.)



#### ROA, ROE (Unit: %)



114%

0.23

2017

0.55

97%

2016

0.28

0.65

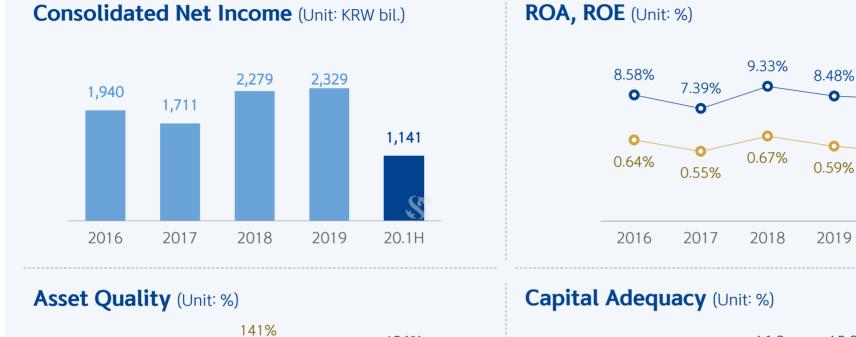


8.22%

0.55%

20.1H

(As of 1H 2020)



126%

0.3

20.1H

116%

2019

0.45<sup>0.25</sup> 0.45<sup>0.26</sup> 0.43

2018

■ NPL Ratio ■ Delinquency Ratio • NPL Coverage Ratio



#### 45

## **Competitive Edge**



(As of 1H 2020)

45.3%

42.5%

3.0%

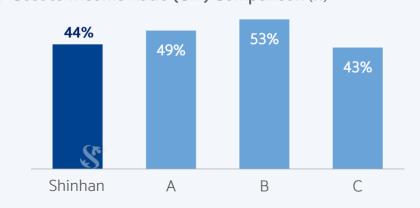
9.2%



#### Stable Funding Base



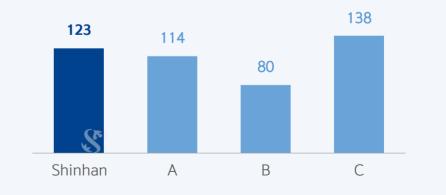
#### **Stable Cost Management**



#### Cost to Income Ratio (CIR) Comparison (%)

### Sound Per-Capita Productivity

Per-Capita Pre-provisioning Income Comparison (Domestic, Unit: KRW mil.)





## Companies in the Group Shinhan Card

#### 2-01 Shinhan Bank

- 2-02 Shinhan Card
- 2-03 Shinhan Investment
- 2–04 Shinhan Life
- 2-05 OrangeLife
- 2-06 Shinhan Capital
- 2-07 Shinhan BNP Paribas AM
- 2-08 Jeju Bank

- 2-09 Shinhan Savings Bank
- 2-10 Asia Trust
- 2-11 Shinhan DS
- 2-12 Shinhan AITAS
- 2-13 Shinhan Credit Info.
- 2-14 Shinhan Alternative Inv.
- 2-15 Shinhan REITs Mgmt.
- 2-16 Shinhan Al



#### Shinhan Card Overview

Shinhan Card is the No. 1 credit card company in Korea which encompasses the strengths of both the credit card division of a bank as well as an independent credit card company.

#### Merits of Credit Card Division under Bank

- Attract new customers through the bank's channel
- Secure diversified funding sources and stable liquidity management under holding company



 Retains efficient decision making process, marketing expertise;
 Benefits from the high credit rating of SFG and Shinhan Bank as well as direct liquidity access;

• Utilize Shinhan Bank's distribution channels to attract new customers

#### Merits of Mono-line Credit Card Company

- Ability to focus on the card business only with greater expertise
- Efficient decision-making
   process
- Active marketing activities

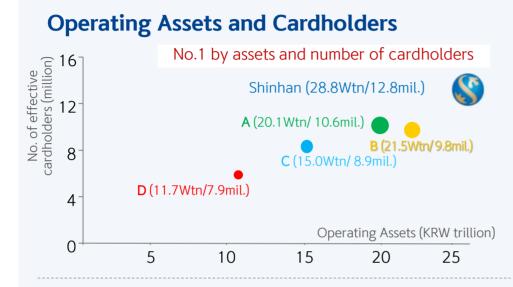
#### Key Milestones (Incorporation Date: 1996.08.26)



### **Market Position**



(As of 1H 2020)



### Credit Rating

	Shinhan Card	Α	В	С	D
Domestic	AA+	AA+	AA+	AA	AA-
Moody's	A2	_	A2	_	_
S&P	A-	_	_	BBB	_
Fitch	-	-	A-	BBB	_

#### M/S by Credit Purchase Volume



#### Bona fide No.1 Credit Card Company in Korea



- 2019.09 Awarded <u>1st place</u> in 3 categories for 8 consecutive years by Korea Brand Power Index (K-BPI)
- 2019.08 Awarded <u>Presidential Marking</u> in "2019 Reading Culture Awards" by Ministry of Culture, Sports and Tourism
- 2019. 08 Awarded Presidential Award at 2019 Korea Digital Management Innovation Awards
- 2020.03 Awarded <u>1st place</u> for 9 years in a row in <u>Korea Brand Power Index</u> (K-BPI) by KMAC
- 2020.02 Awarded <u>"Korea's Most Admired Company in Korea"</u> for 13 consecutive years, becoming "All Star" Company
- 2020.01 Awarded <u>1st place</u> in "2020 Korea Brand Hall of Fame" by The Institute for Industrial Policy Studies



(As of 1H 2020)



#### Adjusted Equity Capital Ratio (Unit: %)



#### ROA, ROE O ROA 🔘 ROE 15.0% 12.2% 10.0% 8.8% 8.5% 3.6% 0 2.9% 1.9% 1.8% 0 1.7% O 2016 2017 2018 2019 '20 1H

#### **Delinquency Ratio**<sup>1)</sup>





### Companies in the Group Shinhan Investment

#### 2-01 Shinhan Bank

- 2-02 Shinhan Card
- 2-03 Shinhan Investment
- 2–04 Shinhan Life
- 2-05 OrangeLife
- 2-06 Shinhan Capital
- 2-07 Shinhan BNP Paribas AM
- 2-08 Jeju Bank

- 2-09 Shinhan Savings Bank
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- 2-13 Shinhan Credit Info.
- 2-14 Shinhan Alternative Inv.
- 2-15 Shinhan REITs Mgmt.
- 2-16 Shinhan Al



(As of 1H 2020)

#### Shinhan Investment Overview

Shinhan Investement Corp. is taking a lead in the Korean securities industry by combining its firm and stable corporate governance and financial structure with advanced management skills.

#### Total Asset

45.9 KRW tril.

'20. 1H Net Income

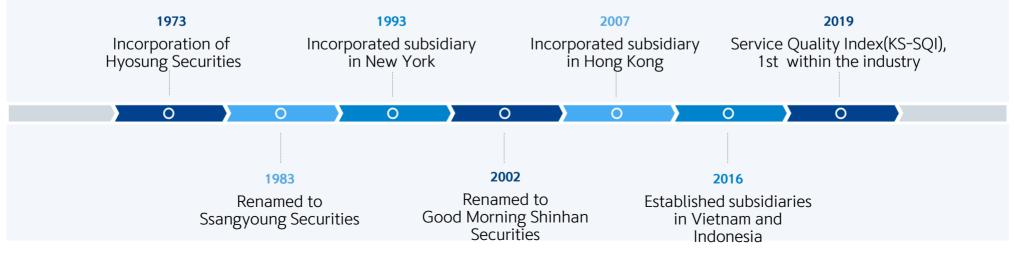
5/.1 KRW bil.<sup>1)</sup>

F/C LT Debt Rating
A3
A-

#### **Network** Seoul 73 126 (as of 1H 2020) Chungnam



### **Key Milestones**



Domestic

119

Overseas

### **Market Position**



(As of 1H 2020)

* June 2020 (Source: the bell)			Best Corporate	e Marketir	ng	(Source: Hankyu	
	2018	2019	2020.1H		2018	2019	2020
5	2 <sup>nd</sup>	2 <sup>nd</sup>	4 <sup>th</sup>	1 <sup>st</sup> Half	<b>1</b> st	<b>1</b> st	<b>3</b> <sup>rd</sup>
p. ds	5 <sup>th</sup>	6 <sup>th</sup>	6 <sup>th</sup>		Ord	and	
0	4 <sup>th</sup>	9 <sup>th</sup>	5 <sup>th</sup>	2 <sup>nd</sup> Half	<b>2</b> <sup>nd</sup>	2 <sup>nd</sup>	

#### **Danking of IP Pusiness**

### Market Share in Brokerage

	2018	2019	2020.1H
Equities	5.9%	5.6%	7.3%
Futures	9.6%	18.8%	15.7%
Options	6.8%	6.3%	7.2%

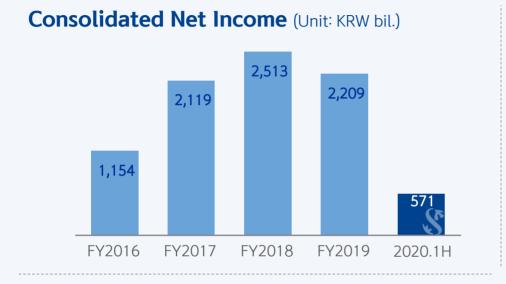
### Rank by AUM from Corporates

	Rank	AUM
1	Shinhan Investment	50 Wtn.
2	М	47 Wtn.
3	Н	46 Wtn.
4	N	32 Wtn.

(Source: KOFIA, as of June. 2020)



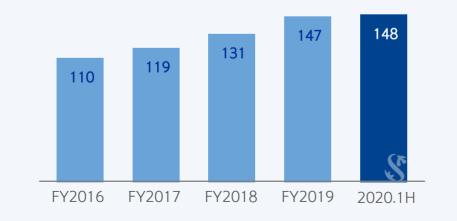
(As of 1H 2020)



ROA, ROE (Unit: %)



AUM (Unit: KRW tril.)



#### Operating Income, Revenue (Unit: KRW bil.)





## Companies in the Group Shinhan Life

- 2-01 Shinhan Bank
- 2-02 Shinhan Card
- 2-03 Shinhan Investment
- 2-04 Shinhan Life
- 2-05 OrangeLife
- 2-06 Shinhan Capital
- 2-07 Shinhan BNP Paribas AM
- 2-08 Jeju Bank

- 2-09 Shinhan Savings Bank
- 2-10 Asia Trust
- 2-11 Shinhan DS
- 2-12 Shinhan AITAS
- 2-13 Shinhan Credit Info.
- 2-14 Shinhan Alternative Inv.
- 2-15 Shinhan REITs Mgmt.
- 2-16 Shinhan Al



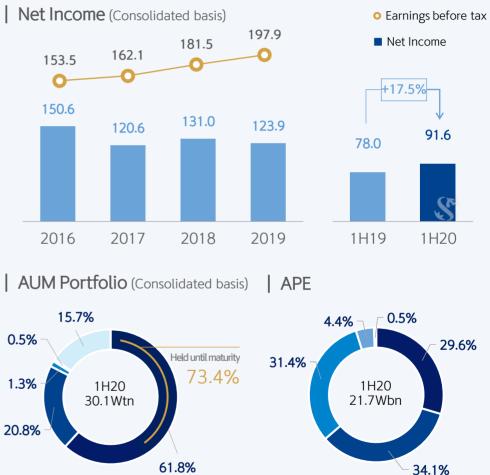
#### Shinhan Life Overview

Shinhan Life Insurance provides sophisticated and customized insurance and financial services through diversified channels to meet customer needs.

#### **Key Milestones**

JAN 1990	Shinhan Life Insurance established
JAN 1997	Started Tele-Marketing Sales
SEP 2003	Launched Bancassurance products
DEC 2005	Joined SFG as a subsidiary
JUL 2006	Launched Financial Full-service named as "Tops Club" for the first time in the industry
NOV 2008	Established new internal insurance management system
OCT 2013	Awarded the Excellence Prize in the Knowledge Category by Prime Minister (Ministry of Security & Public Administration)
NOV 2013	Awarded Harmonious Labor-Management Prize (Ministry of Employment and Labor)
JUN 2015	Established the overseas office in Hanoi, Vietnam
DEC 2015	Consumer Centered Management certification acquired from Korea Consumer Agency
FEB 2016	Relocated Headquarters to "Shinhan L Tower"
MAY 2019	Acquired AAA rating for Insurance solvency for 12 years in a row
JUL 2019	Included in Hall of Fame by Korea Service Grand Prix
MAY 2020	Obtained AAA grade from IFSR for 13 consecutive years
JUN 2020	Established Shinhan Financial Plus as a wholly-owned subsidiary

### **Financial Highlights**



Bond
 Loan
 Cash/deposits
 Equity
 Others



GA

DB

BA

Others



(As of 1H 2020)

#### **Condensed Income Statements**<sup>1)</sup>

(KRW bil., %)	2017	2018	2019	1H20
Operating Income	164.9	185.5	210.0	107.6
Operating Revenue	6,002.1	5,634.7	5,406.0	2,750.4
Operating Expense	5,837.3	5,449.2	5,196.0	2,642.8
Non-operating Income	-2.2	-4.7	-10.0	-7.9
Net Income before tax	162.6	180.7	200.0	99.7
Net Income	121.2	130.5	125.4	75.4

1) under K-IFRS standards, separate basis

#### **Asset Composition**

(KRW bi	il.)	2017	2018	2019	1H20
	Cash & Equivalent	1,165	1,613	1,411	497
General Accounts	Securities	18,150	19,950	21,791	23,144
Ger Acco	Loans	5,780	6,274	6,338	6,391
	Others	1,590	1,404	1,388	1,290
Separa	ted Account	3,041	2,783	3,251	3,625
Total A	Assets	29,725	32,023	34,179	34,947

Note) under K-IFRS standards, separate basis

#### **Policies in Force**<sup>1)</sup>

(KRW bi	l., %)	2019	(%)	1H20	(%)
	Individual Insurance	111,733	98.1	111,967	97.9
	Pure Endowment	10,779	9.5	10,244	9.0
ral <sup>2)</sup> vunt	Against Death	92,019	80.8	93,338	81.6
General <sup>2</sup> Account	Endowment	8,934	7.8	8,386	7.3
0 -	Group Insurance	475	0.4	426	0.4
	Sub total	112,207	98.5	112,393	98.3
Separa	ted Account	1,744	1.5	1,922	1.7
Total		113,952	100.0	114,316	100.0

1) based on subscription amount of an insurance contracts

2) including variable insurance

#### **Key Financial Indicators**

(%)	2017	2018	2019	1H20
RBC <sup>1)</sup>	175.4	238.7	227.9	237.5
ROA	0.42	0.42	0.38	0.44
ROE	7.06	7.18	6.27	6.98

1) consolidated, under IAS39 standards



# Companies in the Group OrangeLife

- 2–01 Shinhan Bank
- 2–02 Shinhan Card
- 2-03 Shinhan Investment
- 2-04 Shinhan Life
- 2-05 OrangeLife
- 2-06 Shinhan Capital
- 2-07 Shinhan BNP Paribas AM
- 2-08 Jeju Bank

- 2-09 Shinhan Savings Bank
- 2-10 Asia Trust
- 2-11 Shinhan DS
- 2-12 Shinhan AITAS
- 2-13 Shinhan Credit Info.
- 2-14 Shinhan Alternative Inv.
- 2-15 Shinhan REITs Mgmt.
- 2-16 Shinhan Al

### OrangeLife 词

#### **OrangeLife Overview**

OrangeLife is a leading insurance company with distinguished global management capability, outstanding financial soundness, competitive FC channel, and dynamic organizational culture.

#### Key Milestones

1987.01	Established Life Insurance Company of Georgia (Korea Office)
1991.09	Renamed to Netherlands Life Insurance (Korea Subsidiary)
1999.03	Renamed to ING Life Insurance Korea
2000.06	First Korean life insurer to receive an "A(Excellent)" rating from A.M. Best
2006.03	Received the "Anti-Corruption Merit Commendation" in the group category from the Korea Independent Commission Against Corruption
2008.10	Received the "Silver Tower Order of Industrial Service Merit" from the Ministry of Knowledge Economy
2012.03	Chosen as "Korea's Most Ethical Company" by Fortune Korea
2015.07	Launched the industry's first low cash surrender value product with lower premium
2016.11	Received the Anti-Money Laundering Award by the Prime Minister on the 10th Anti-Money Laundering Day
2017.05	Listed on KOSPI (as #079440.KS)
2018.04	Industry's first to implement an "Agile" organization
2018.09	Renamed to OrangeLife Insurance, Ltd
2019.02	Joined SFG as a subsidiary
2020.06	Received 'AAA (Stable)' rating from NICE Investor Service In the insurer financial strength ratings for 2 consecutive years

#### **RBC** (Unit: %)



#### Protection APE (Unit: KRW bil.)





#### **Condensed Income Statements**<sup>1)</sup>

(KRW bil., %)	2017	2018	2019	2020 1H
Operating Income	450	413	387	195
Operating Revenue	4,342	5,048	4,662	2,164
Operating Expense	3,892	4,635	4,275	1,969
Non-operating Income	2	0	-2	-6
Net Income before tax	452	413	385	189
Net Income	340	311	272	137

1) IAS39 standards for 2017-2018 figures, IFRS9 standards for 2019 figures

#### **Asset Composition**

(KRW b	oil.)	2017 2018		2019	2020 1H
	Cash & Equivalent	560	539	472	913
Gene Accou	Securities	21,864	23,192	23,416	23,419
	Loans	2,812	3,239	2,970	2,746
	Others	640	651	717	669
Separated Account		5,578	5,123	5,266	5,107
Total Assets		31,455	32,744	32,841	32,854

1) IAS39 standards for 2017-2018 figures, IFRS9 standards for 2019 figures

#### **Policies in Force**<sup>1)</sup>

(KRW bi	l., %)	2019	(%)	2020 1H	(%)
	Individual Insurance	3,331	79.2%	1,506	80.8%
al <sup>2)</sup> unt	Pure Endowment	414	9.8%	173	9.3%
	Against Death	1,941	46.1%	979	52.6%
General <sup>2</sup> Account	Endowment	976	23.2%	354	19.0%
0 -	Group Insurance	-	0.0%	-	0.0%
S	Sub total	3,331	79.2%	1,506	80.8%
Separat	ted Account	876	20.8%	357	19.2%
Total		4,207	100	1,863	100

1) based on subscription amount of an insurance contracts (FSS reporting basis) 2) including variable insurance

### **Key Financial Indicators**

(%)	2017	2018	2019	2020 1H
RBC <sup>1)</sup>	455	425	394	407
ROA	1.10	0.97	0.81	0.81
ROE	8.71	8.37	7.06	7.03

1) KLIA reporting basis



## Companies in the Group Shinhan Capital

- 2-01 Shinhan Bank
- 2-02 Shinhan Card
- 2-03 Shinhan Investment
- 2-04 Shinhan Life
- 2-05 OrangeLife
- 2-06 Shinhan Capital
- 2-07 Shinhan BNP Paribas AM
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- 2-13 Shinhan Credit Info.
- 2-14 Shinhan Alternative Inv.
- 2-15 Shinhan REITs Mgmt.
- 2-16 Shinhan Al



#### Shinhan Capital Overview Vision & Strategy Total Equity Incorporation Date: April 19, 1991 Vision Networks: Headquarters (Seoul) Branches (Gangnam, Yeouido, Busan, Ansan, Daejeon) Leading credit-specialized financial company in Korea (Paid-in Capital 180Wbn) Main Business Areas: · Leasing in relation to autos, medical Strategic Goal instruments, and other PP&Es **Total Asset** • Installment Financing / Venture Capital / 8.5 KRW tril. Leading the future, Corporate restructuring financing CREATIVE CHARGERS! • Real Estate PF / Loans / Factoring, etc. **Key Milestones Strategic Direction** Incorporation of Shinhan Lease APR 1991 Expert **Efficient** Exciting Listed in KOSDAQ OCT 1994 Platform Support Corporate Renamed to Shinhan Capital, registered and started Installment Finance Business **MAY 1999** Marketing Culture System Joined SFG as a subsidiary AUG 2000 Registered on Corporate Restructuring Financing business SEP 2001 Rating upgrade ( $A + \rightarrow AA$ -) **APR 2004** Shinhan Capital has set out its vision of emerging as Paid in capital increase by KRW 100 billion **NOV 2006** Korea's benchmark credit specialized company and playing Implementation of Next-generation IT system "WINK" **NOV 2007** a major role in achieving Shinhan Financial Group's goal of Launched Online mobile system MAY 2014 becoming a 'World Class Financial Group'. Incorporation of Shinhan Lease JUN 2018 Acquired ISO14001 certificate JUN 2019

MAY 2020

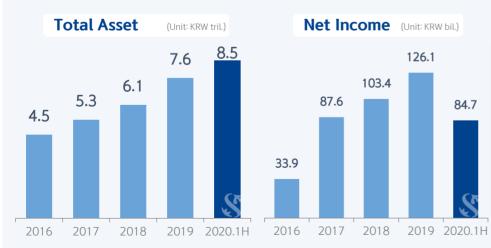
Opened Yeouido Finance Center 2<sup>nd</sup>



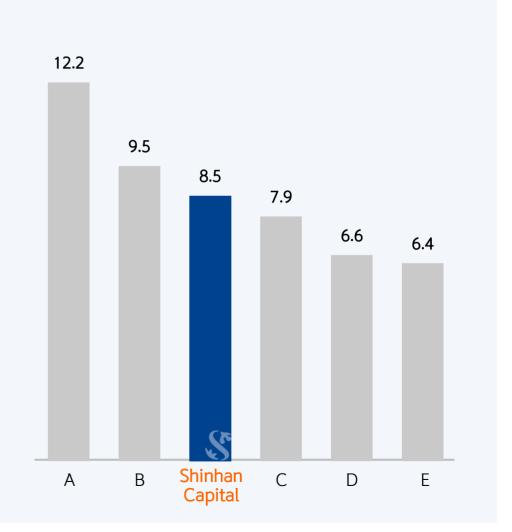
(As of 1H 2020)

#### **Financial Highlights**

(KRW billion, %)	2016	2017	2018	2019	2020.1H
Condensed IS					
<b>Operating Revenue</b>	4,506.8	5,315.4	6,116.6	7,566.4	8,529.4
Operating Expense	3,862.4	4,603.8	5,368.3	6,612.5	7,411.1
(SG&A)	644.4	711.6	748.3	854.0	1,118.3
Operating Income	180.0	180.0	180.0	180.0	180.0
Net Income					
Condensed BS	302.6	351.8	439.0	455.2	124.5
Total Assets	40.9	110.7	142.9	167.7	113.4
Total Equity	33.9	87.6	103.4	126.1	84.7
Key Financial Indicat	ors				
ROE	5.40%	13.00%	14.50%	15.00%	16.66%
ROA	0.80%	1.80%	1.80%	1.90%	2.12%
Cost-Income Ratio	14.91%	14.05%	13.15%	13.09%	14.11%
NPL Ratio	2.60%	1.40%	0.96%	0.76%	0.71%



#### Market Position (Total Asset basis, Unit: KRW tril.)





### Companies in the Group Shinhan BNP Paribas AM

2-01 Shinhan Bank

- 2-02 Shinhan Carc
- 2-03 Shinhan Investment
- 2–04 Shinhan Life
- 2-05 OrangeLife
- 2-06 Shinhan Capital
- 2-07 Shinhan BNP Paribas AM
- 2-08 Jeju Bank

- 2–09 Shinhan Savings Bank
- 2-10 Asia Trust
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- 2-13 Shinhan Credit Info.
- 2-14 Shinhan Alternative Inv.
- 2-15 Shinhan REITs Mgmt.
- 2-16 Shinhan Al

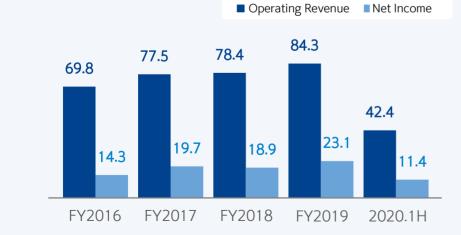


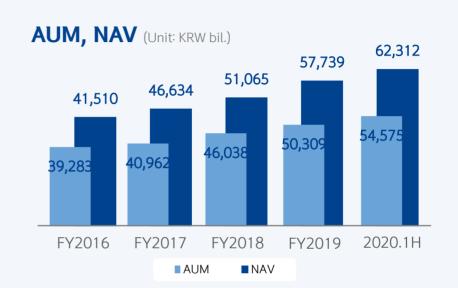


	asset management com and <b>Shinh</b> a Shinhan BNP Paribas A veral years and showed f	bas Asset Management panies; <b>SH Asset Manag</b> an BNP Paribas Trust Inv sset Management has p undamentally solid mar	was launched in through an integ gement, specialized in investment estment, whose specialty was for rovided trustworthy asset manage agement skills and performance. as the best asset management cor	in domestic equitie eign equity funds ement services to o Beloved 50 millior	s and bonds, ur clients for
	Total Equity 155.4 KRW bil.	AUM 54.6 KRW tril. * Including discretionary account	Major Shareholders Shinhan Financial BNP PARIBAS Asset M		65% 35%
• 1996. Shinhan Investme incorport	Trust I Introduced the I Introd ent I first equity I the first	9.03 • 2001.09 BN Uced Joined SFG as ac a subsidiary Re BN	OO2.10         P Paribas Asset         inagement Group         quired 50% of         nership         named as "Shinhan         P Paribas Investment         St Management	• 2009.01 Shinhan BNP Paribas AM launched	• 2013.11 Launched Metro Line 9 Fund • 2015.10 Obtained a license for hedge fund
• 1988.0 HanYan;		<b>&gt; &gt;</b> 4 • 1996.03 • 1997	.07 • 2007	2011.1 Subsidiary in Ho incorporated (p capital: HKD 11, ship changed 2012.10	aid-in RQFII license 000,000)

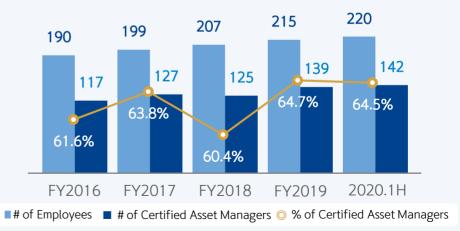
#### **Financial Highlights**

(KRW billion, %)	2015	2016	2017	2018	2019	2020.1H
Condensed IS						
Operating Revenue	83.7	69.8	77.5	78.4	84.3	42.4
Operating Expense	51.8	51.0	51.8	53.8	53.1	26.9
(SG&A)	41.6	42.8	42.5	44.6	46.7	23.0
Operating Income	31.9	18.8	25.7	24.6	31.2	15.5
Net Income	23.7	14.3	19.7	18.9	23.1	11.4
Condensed BS						
Total Assets	170.2	161.2	174.8	174.0	184.2	168.9
Total Equity	154.8	147.8	156.6	159.1	164.5	155.4
Key Financial Indicators						
ROE	15.20%	9.93%	13.25%	12.31%	14.71%	15.34%
ROA	13.18%	8.42%	11.97%	11.07%	13.09%	13.84%













# Companies in the Group

- 2–01 Shinhan Bank
- 2-02 Shinhan Carc
- 2-03 Shinhan Investment
- 2-04 Shinhan Life
- 2-05 OrangeLife
- 2-06 Shinhan Capital
- 2-07 Shinhan BNP Paribas AM
- 2-08 Jeju Bank

- 2-09 Shinhan Savings Bank
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- 2-15 Shinhan REITs Mgmt.
- 2-16 Shinhan Al



(As of 1H 2020)

#### Jeju Bank Overview

Incorporated in Jeju Island in 1969, Jeju Bank had been posting healthy growth amid strong support of the Jeju residents, playing a central role in the development of the Island's local economy.

- Major Shareholders: SFG (75.31%), ESOP (5.93%)
- Total Equity: 507.5 Wbn Total Assets: 6.5 Wtn.
- Networks: 35 branches and sub-branches (33 in Jeju)
- Market share in Jeju: 33.6% of deposits, 24.7% of loans (as of 1H 2020)

#### **Key Milestones**

MAR 1969	Jeju Bank (Ltd) founded
DEC 1972	Shares listed on the Korean Stock Exchange
MAY 2002	Became subsidiary of Shinhan Financial Group
DEC 2012	Launched smartphone banking service
NOV 2013	Awarded the CSR prize by Minister of Public Administration
NOV 2014	Launched tax-deductible long-term mutual funds
DEC 2015	Launched barcode payment system on Bank wallet Kakao
NOV 2016	Business Agreement for Jeju Transportation Card Service
FEB 2017	Launched new mobile banking app 'JBANK Plus"
OCT 2017	Launched "Innovation Pioneer Division" for new businesses
JUL 2018	Launched a non-financial app "Jeju Jini"
NOV 2018	Capital Increase by issuing new stocks
OCT 2019	Launched open banking system
DEC 2019	Recognized as "Family Friendly Company" by MOGEF
MAR 2020	Launched "Total Support Program for Customers and Local Society"

### Vision & Strategy



The "Local Best Bank" that enhances value for customers and for Jeju, enshrining them in basic business guidelines.

### **Financial Highlights**





(As of 1H 2020)





(As of 1H 2020)

#### **Asia Trust Overview**

Asia Trust is a comprehensive real estate service company that brings together the best experts in the real estate and finance sectors to inspire customers with creative ideas and approaches, rich knowledge and experience in real estate.

Total Equity AUM **148.1** Wbn. **34.8** Wtn.

#### **Key Milestones**

2006.10.18.	Company established
2007.07.06.	Obtained Trust Business License
2007.08.24.	Renamed to 'Asia Asset Trust'
2008.02.21.	Obtained Managed Land Trust License
2008.11.25.	Renamed to 'Asia Trust'
2009.01.15.	Obtained Borrowed Land Trust License
2010.03.17.	Increased Paid-in capital (173,400 shares, price per share KRW 15,000won)
2010.05.19.	Stock Split (price per share 10,000won $\rightarrow$ 500won)
2016.12.08.	Joined Shinhan Financial Group as a subsidiary
2018.03.21.	Company established
2019.05.02.	Obtained Trust Business License

#### Vision and Strategy



#### **Financial Highlights**







(As of 1H 2020)





(As of 1H 2020)

#### **Shinhan AITAS Overview**

Shinhan AITAS, founded in June 2000, is the best fund service specialty provider with unparalleled market competitiveness and the largest domestic market share. It provides general fund related administrative services as well as comprehensive system for asset management, including Accounting System, Trading System, and Asset Management System.

In 2020, Shinhan AITAS expanded its business overseas to Vietnam, providing top-tier back office services including cross-boarder Consulting, ASP (Application Service Provider), TSS (Total Service Outsourcing).

Incorporation Date	CEO
July 15, 2000	CHOI Byoung-hwa
Shareholders SFG (99.79%), Others (0.2	21%)
Total Equity (as of 1H 2020)	No. of Employees
69.9 KRW bil.	267 persons

#### **Key Milestones**





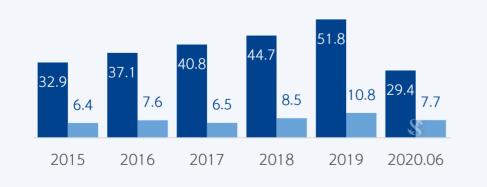
(As of 1H 2020)

### Financial Highlights

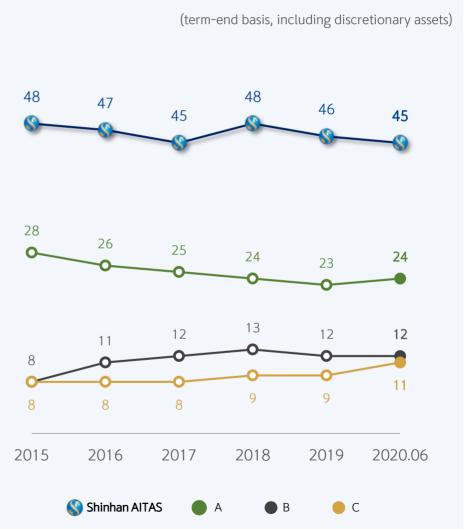
(Unit: KRW bil.)	FY2015	FY2016	FY2017	FY2018	FY2019	2020.06		
Condensed IS								
<b>Operating Revenue</b>	32.9	37.1	40.8	44.7	51.8	29.4		
<b>Operating Expense</b>	25.1	27.6	33.0	34.4	38.7	19.9		
(SG&A)	25.1	27.6	33.0	34.4	38.7	19.9		
Operating Income	7.8	9.5	7.9	10.4	13.1	13.1		
Net Income	6.4	7.6	6.5	8.5	10.8	9.5		
Condensed BS								
Total Asset	42.7	53.9	58.2	65.7	77.1	79.3		
Total Equity	37.8	45.5	52.0	58.4	66.1	69.9		
Key Financial India	cations							
ROE	16.96%	16.79%	12.48%	14.50%	17.56%	22.64%		
ROA	14.99%	14.16%	11.14%	12.87%	15.46%	19.78%		
Cost-Income Ratio	76.18%	74.37%	80.76%	76.82%	74.70%	67.74%		

■ Operating Revenue ■ Net Income

(Unit: KRW bil.)



#### **Market Position**



2007.07

Launched credit management

of former I G credit card



2019.11

Garnered Social Responsibility

Award from SRMO Institute

(As of 1H 2020)

#### Shinhan Credit Information Overview **Business Scope** Debt collection and credit reporting, Civil application and petition Shinhan Credit Information, a wholly-owned subsidiary of SFG, services, document collection and ČRM operation for SFG and its is a specialist in credit information business. With integrated subsidiaries management of non-performing assets, the company allows synergy • Operations in support of KAMCO, the National Happiness Fund and creation amongst the Group's subsidiaries and robust asset quality. SFG Hope Foundation • Credit under management : 3.6 Wtn. (for Group companies), • Sales Revenue: 21.6 Wbn. **Credit Rating** 3.2 Wtn. (Public credit) Customers: approx. 450,000 **AO** (e-30) • # of credit research: approx. 200,000 cases Debt Collection: 99.1 Wbn. Beneficiaries of financial support program: 8,895 persons (accumul.) **Key Milestones** 2017.11 2019.03 2020.03 2009.01 2002.09 Commenced troubled asset Commenced Youth Loan Signed Contract Launched credit management of management service for SHC Incorporation **Total Care Business** with KINFA KAMCO's credit recovery fund 0 $\mathbf{O}$ Ο 0 $\mathbf{O}$ 0 $\mathbf{O}$

2018.02

Financial Support Program for

Individual with low credit scores

2013.07

Credit management of KAMCO's

National Happiness Fund

#### 74

### **Market Position & Network**



(As of 1H 2020)



### **Global Certification** (Information Security)

Operating Revenue (Unit: KRW mil.)



#### <u>ISO 27001</u>

ISO 27001 Certified (Global certificate for Information Security Management System)

#### <u>BS 10012</u>

Attained global certification to BS 10012 (Information Security Standards) from BSI (British Standards Institution)

### Network



#### 😵 Shinhan Alternative Investment Management

(As of 1H 2020)

#### Shinhan Alternative Asset Management

Shinhan Alternative Asset Management is the first local private equity company in Korea established in Dec. 2004 with a 100% capital contribution by Shinhan Financial Group.

In 2017, the company expanded its business to emerge as an asset management company specializing in alternative investments.

#### Overview



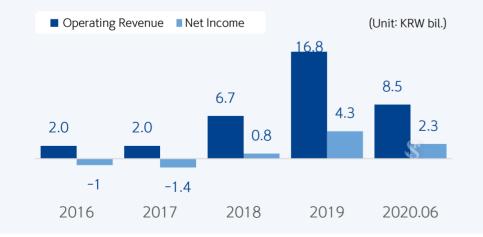
#### **Key Milestones** 2019.11 2017.11 2008.06 **Registered** investment 2004.12 Changed its name to Established Shinhan advisory and discretionary Shinhan Private Shinhan Alternative Investment Private Equity Fund investment business Equity 2nd Established **Registered PEF** 2012.12 2018.12 2020.05 2005.08 business Established Shinhan Established Shinhan Liquidated Shinhan Liquidated Shinhan Stonebridge Petro Equity Fund NPS PE Fund 1st NPS PE Fund 1st -Stonebridge PE

#### Shinhan Alternative Investment Management

(As of 1H 2020)

#### **Financial Highlights**

Unit: KRW bil., %	2016	2017	2018	2019	2020.06
Condensed IS					
<b>Operating Revenue</b>	2.0	2.0	6.7	16.8	8.5
Operating Expense	2.3	2.9	6.1	11.2	5.5
(SG&A)	2.1	2.8	6.0	11.1	5.2
<b>Operating Income</b>	-0.2	-0.9	0.5	5.6	3.0
Net Income	-1.0	-1.4	0.8	4.3	2.3
Condensed BS					
Total Assets	14.2	13.1	15.2	19.7	58.2
Total Equity	8.8	7.4	8.2	12.5	14.8
Key Financial Indicat	ors				
ROE	-10.8%	-19.2%	9.9%	34.2%	15.4%
ROA	-6.7%	-10.8%	5.4%	21.7%	3.9%
Cost-to-Income Ratio	112.0%	142.5%	91.9%	66.6%	64.2%



### **Operation Overview**

#### **Private Equity Funds**

Shinhan Private Equity Fund 2nd	<ul> <li>Investment Amount : KRW 460 billion</li> <li>Independently managed by Shinhan PE</li> <li>Liquidated in June, 2017 and currently in process of selling the remaining assets to 'Jeonju paper'</li> </ul>

#### **Private Placement Funds**

<b>Real Estate Funds</b> (Real estate, structured, etc.)	<ul> <li># of Funds: 25</li> <li>Committed amount: 3,661 Wbn</li> <li>Launch date: DEC 22, 2017</li> </ul>
<b>Infrastructure</b> (Infrastructure, FOF, Credit, etc.)	<ul> <li># of Funds: 26</li> <li>Committed amount: 3,318 Wbn</li> <li>Launch date: FEB 28, 2018</li> </ul>
<b>Others</b> (Social Enterprise, etc.)	<ul> <li># of Funds: 2</li> <li>Committed amount: 32 Wbn</li> <li>Launch date: OCT 31, 2018</li> </ul>



(As of 1H 2020)

### Shinhan REITs Management Overview

Incorporated in 2017, Shinhan REITs Management is a real estate asset management company, wholly-owned by Shinhan Financial Group.

Total Equity AUM **38.9** Wbn. **1.06** Wtn.

#### Key Milestones

2017.10	Shinhan REITs Management Established (100% owned by SFG)
2017.12	Selected as a preferred bidder for Pangyo Alpha dome(6-4BL) Project
2017.12	Launched 1st REITs (Shinhan Alpha REITs)
2018.04	Shinhan Alpha REITs Acquired underlying assets (Pangyo Alpha dome 6-4BL, The Prime Tower equity)
2018.07	IPO
2018.08	Listed on KOSPI
2018.10	Shinhan Alpha REITs adds Yongsan The Prime Tower to its asset
2019.04	Launched Shinhan Alpha Gangnam REITs
2019.05	Shinhan Alpha Gangnam REITs adds Seolleung WeWork Tower
2019.07	Launched Shinhan Hotel Cheonan REITs
2019.09	Shinhan Hotel Cheonan REITs adds <i>Cheonan Shilla Stay</i> to its asset
2020.01	Launched Shinhan SeoBu TND REITs
2020.05	Rights offering for Shinhan Alpha REITs
2020.06	Launched Shinhan Logis REITs 1st and Shinhan Alpha Namsan REITs

### **Vision and Strategy**

Strategic Direction	Strategic Tasks
Leading the Real Estate Finance Business	<ol> <li>① Expand AUM</li> <li>② Increase REITs returns</li> <li>③ Preemptive response to regulatory changes</li> </ol>
Accelerating One Shinhan Synergy	<ol> <li>Increase collaboration within the Group</li> <li>Develop diversified products</li> <li>Increase the asset management capacity</li> </ol>
Strengthening Management Infrastructure	<ol> <li>Sound HR management</li> <li>Sophisticated internal operation system</li> <li>Stronger ties with customers built on trust</li> </ol>

### **Financial Highlights**



# **Business Highlights**



(As of 1H 2020)

#### Shinhan REITs Management Business Highlights



Pangyo Alpha Dome City

#### Shinhan Alpha REITs

Launch Date	DEC 18, 2017
Listed Date	AUG 8, 2019
Underlying Assets	- Pangyo Alpha Dome City 6-4BL - The Prime Tower (Wonhyo-ro) - Daeil Building (Gwanggyo)
AUM	837.1 KRW bil. - Market Capital: 350.6 KRW bil. (as of June 2020)
Other Info.	Entrusted and managed 100% by Shinhan REITs Mgmt.

### Shinhan Alpha Gangnam REITs

Launch Date	APR 10, 2019	
Underlying Assets	Seolleung WeWork Tower	
AUM	131.0 KRW bil. (as of June 2020)	

### Shinhan Hotel Cheonan REITs

Launch Date	JUL 18, 2019
Underlying Assets	Cheonan Shilla Stay
AUM	82.7 KRW bil. (as of June 2020)



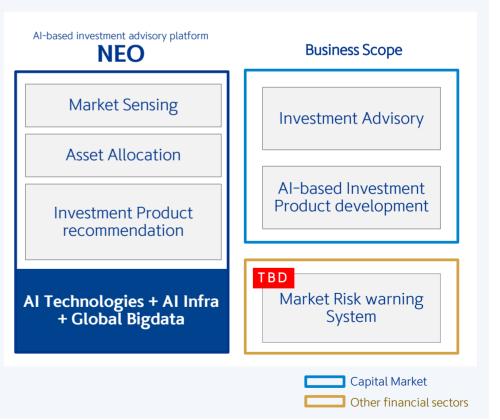
#### Shinhan Al Overview

- Shinhan AI, a wholly-owned subsidiary of SFG, is an artificial intelligence based investment consulting firm, which is the first of a kind to be incorporated under a financial holding company (Officially registered in July 2019)
- Currently focusing on AI-based investment advisory services, and aims to apply AI technology in various financial businesses
  - Incorporation Date: July 31, 2019
  - Total Equity: KRW 42.4 billion
  - Main Business: Investment advisory, software development
  - Key Milestones

DEC 2018	<ul> <li>SFG's BoD decides to incorporate a subsidiary under the holding company</li> </ul>
JAN 2019	Completes corporate registration (Total Equity: KRW 2 billion)
JUL 2019	<ul> <li>Registered for business (investment advisory) at FCS</li> <li>Officially joins Shinhan Financial Group as a subsidiary</li> </ul>
AUG 2019	<ul> <li>Increase in Total Equity (2Wbn → 42Wbn)</li> <li>Completes administrative procedures for joining SFG</li> </ul>
JAN 2020	Launched 2 types of Shinhan Al investment products
MAY 2020	Initiated the beta service for Market Warning System

### Operation Highlights (as of June 2020)

 Based on the AI-based investment advisory platform "NEO", the company provides investment advisory services to subsidiaries of the Group, and is preparing to invest in AIbased investment products, risk detection/alert systems.



### **Forward-Looking Statements**

Shinhan Financial Group's 1H 2020 e-Brochure may contain forward-looking statements to provide value-added account of Shinhan Financial Group's businesses and results of operations.

These forward-looking statements reflect our current views with respect to future events and performance, and are generally identified by the use of forward-looking terminology, such as "expect", "plan", "intend", and similar expressions.

You are cautioned not to place undue reliance in these forward-looking statements, which reflect management's current analysis of future events.

We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.



