

## Statement of compliance

We have prepared this unaudited Disclosure Statement of Shinhan Bank, Hong Kong Branch (“the Branch”) as of 31 December 2017. It is compiled according to the Banking (Disclosure) Rules under the Banking Ordinance (Chapter 155M) effective from 1 January 2007.

As the Chief Executive of the Branch, I confirm, to the best of my knowledge, that the information contained in the Disclosure Statement is correctly compiled in accordance with the Banking (Disclosure) Rules requirement and consistent with the books and records of the Branch.

Shinhan Bank, Hong Kong Branch



Chief Executive  
Hong Kong  
29 March 2018

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**

(Expressed in Thousand of Hong Kong dollars)

**Branch Information (Hong Kong office only)**

**Profit and loss information**

<b>Income</b>	<b>Dec 2017</b>	<b>Dec 2016</b>
Interest income	370,872	225,341
Interest expense	259,144	122,917
Net interest income	<u>111,728</u>	<u>102,424</u>
Other operating income		
- Gains less losses from trading in foreign currencies	-	-
- Gains less losses from non-trading activities in foreign currencies	1,969	2,037
- Gains less losses from trading in securities	-	-
- Gains less losses from non-trading activities in securities <sup>Note</sup>	10,282	19
- Gains less losses from other trading activities <sup>Note</sup>	11,095	-
	<u>23,346</u>	<u>2,056</u>
Net fee and commission income		
- Fee and commission income	36,472	29,125
- Fee and commission expense	(2,127)	(1,465)
	<u>34,345</u>	<u>27,660</u>
Other income	1,551	1,543
<b>Total operating income</b>	<u>170,970</u>	<u>133,683</u>
<b>Expenses</b>		
Operating expenses		
- Staff expenses	11,054	10,557
- Rental expenses	5,361	5,338
- Other operating expenses	3,303	3,483
<b>Total Operating expenses</b>	<u>19,718</u>	<u>19,378</u>
<b>Operating profit before impairment losses</b>	151,252	114,305
Impairment losses and charges for allowances on impaired loans and receivables		
- Collective impairment allowances	6,486	(21,686)
- Individual impairment allowances	-	-
	<u>6,486</u>	<u>(21,686)</u>
Gains less losses from the disposal of property, plant and equipment and investment properties	-	-
<b>Profit before taxation</b>	<u>157,738</u>	<u>92,619</u>
<b>Tax expense</b>	<u>18,034</u>	<u>17,616</u>
<b>Profit after taxation</b>	<u>139,704</u>	<u>75,003</u>

Note : including gains less losses from changes of fair value of derivative instruments

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**

(Expressed in Thousand of Hong Kong dollars)

**Branch Information (Hong Kong office only)**

**Balance sheet information**

<b>Assets</b>	<b>At 31 Dec 2017</b>	<b>At 30 Jun 2017</b>
Cash and balances with banks	1,215,305	3,184,713
Placements with banks which have a residual contractual maturity		
not more than 1 month	707,213	1,729,711
more than 1 month but not more than 1 year	508,092	1,454,180
more than 1 year	-	-
	<u>1,215,305</u>	<u>3,183,891</u>
Amount due from overseas offices of Shinhan Bank	433,058	539,176
Trade bills	7,248,681	5,392,317
Advances and other accounts		
- Advances to customers	5,415,030	4,918,727
- Advances to banks and other financial institutions	-	-
- Accrued interest and other accounts	58,258	47,535
- Collective allowances for impaired advances to customers	(22,571)	(18,697)
- Collective allowances for impaired advances to banks	-	(8,356)
- Individual allowances for impaired advances to customers	-	-
- Individual allowances for impaired advances to banks	-	-
	<u>5,450,717</u>	<u>4,939,209</u>
Investment Securities		
- Available-for-sale securities	3,485,257	3,083,439
	<u>3,485,257</u>	<u>3,083,439</u>
Property, plant and equipment and investment properties	179	199
Other assets	11,599	91,717
<b>Total assets</b>	<b><u>17,844,796</u></b>	<b><u>17,230,770</u></b>
<b>Liabilities</b>		
Deposits and balances from banks	2,147,674	2,521,572
Deposits from customers		
- Demand deposits and current accounts	97,736	112,468
- Savings deposits	558,608	417,137
- Time, call and notice deposits	865,986	743,039
	<u>1,522,330</u>	<u>1,272,644</u>
Amount due to overseas offices of Shinhan Bank	4,097,505	1,229,414
Certificates of deposit issued	3,580,094	4,488,335
Issued debt securities	7,816,800	8,874,363
Other liabilities	202,723	117,086
Provisions	-	-
<b>Total liabilities</b>	<b><u>17,844,796</u></b>	<b><u>17,230,770</u></b>

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**

(Expressed in Thousand of Hong Kong dollars)

**I Additional Balance Sheet Information**

<b>(a) Loans and receivables</b>	<b>At 31 Dec 2017</b>	<b>At 30 Jun 2017</b>
Advances to customers	5,415,030	4,918,727
Advances to banks	-	-
Accrued interest and other accounts	58,258	47,535
Impairment allowances for impaired advances		
- Collective allowances for impaired advances to customers	(22,571)	(18,697)
- Collective allowances for impaired advances to banks	-	(8,356)
- Individual allowances for impaired advances to customers	-	-
- Individual allowances for impaired advances to banks	-	-
	<u>5,450,717</u>	<u>4,939,209</u>

<b>As at 31 Dec 2017</b>	<b>Gross amount</b>	<b>Impairment allowances (individually)</b>	<b>Market Value of collateral held</b>	<b>% to total loans and advances to customers</b>
Impaired loans and advances to customers (individually determined)	-	-	-	0.00%

<b>As at 31 Dec 2017</b>	<b>Gross amount</b>	<b>Impairment allowances (individually)</b>	<b>Market Value of collateral held</b>	<b>% to total loans and advances to banks</b>
Impaired loans and advances to banks (individually determined)	-	-	-	-

<b>As at 30 Jun 2017</b>	<b>Gross amount</b>	<b>Impairment allowances (individually)</b>	<b>Market Value of collateral held</b>	<b>% to total loans and advances to customers</b>
Impaired loans and advances to customers (individually determined)	-	-	-	0.00%

<b>As at 30 Jun 2017</b>	<b>Gross amount</b>	<b>Impairment allowances (individually)</b>	<b>Market Value of collateral held</b>	<b>% to total loans and advances to banks</b>
Impaired loans and advances to banks (individually determined)	-	-	-	-

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**  
*(Expressed in Thousand of Hong Kong dollars)*

**I Additional Balance Sheet Information (continued)**

**(b) Overdue and rescheduled assets**

	<u>At 31 Dec 2017</u>		<u>At 30 Jun 2017</u>	
<b>Overdue advances</b>				
Advances to customers overdue for	<b>Gross amount</b>	<b>% to total advances to customers</b>	<b>Gross amount</b>	<b>% to total advances to customers</b>
- not more than 3 months	-	-	-	-
- more than 3 months but not more than 6 months	-	-	-	-
- more than 6 months but not more than 1 year	-	-	-	-
- more than 1 year	-	-	-	-
Total overdue advances	-	-	-	-
Advances to banks overdue for	<b>Gross amount</b>	<b>% to total advances to banks</b>	<b>Gross amount</b>	<b>% to total advances to banks</b>
- not more than 3 months	-	-	-	-
- more than 3 months but not more than 6 months	-	-	-	-
- more than 6 months but not more than 1 year	-	-	-	-
- more than 1 year	-	-	-	-
Total overdue advances	-	-	-	-
Market value of collateral held against the secured overdue advances		<b>Gross amount</b>		<b>Gross amount</b>
		-		-
Secured overdue advances		-		-
Unsecured overdue advances		-		-
		-		-
Specific provision made on overdue advances		-		-
<b>Rescheduled advances</b>				
Rescheduled advances to customers	<b>Gross amount</b>	<b>% to total advances to customers</b>	<b>Gross amount</b>	<b>% to total advances to customers</b>
	-	-	-	-
Rescheduled advances to banks	<b>Gross amount</b>	<b>% to total advances to banks</b>	<b>Gross amount</b>	<b>% to total advances to banks</b>
	-	-	-	-

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**  
*(Expressed in Thousand of Hong Kong dollars)*

**I Additional Balance Sheet Information (continued)**

**(b) Overdue and rescheduled assets (continued)**

	At 31 Dec 2017		At 30 Jun 2017	
	Gross amount	% to total other assets	Gross amount	% to total other assets
<b>Other overdue assets</b>				
Other assets overdue for				
- not more than 3 months	-	-	-	-
- more than 3 months but not more than 6 months	-	-	-	-
- more than 6 months but not more than 1 year	-	-	-	-
- more than 1 year	-	-	-	-
Total other overdue assets	-	-	-	-
<b>Repossessed assets</b>				
Repossessed assets held				
		Gross amount		Gross amount
		-		-

**(c) The breakdown of the gross amount of loans and advances to customers by industry categories**

**As at 31 Dec 2017**

	Gross advances	Extent advances are covered by collateral or other security
Loans and advances for use in Hong Kong		
Industrial, commercial and financial		
- Property development	-	-
- Property investment	-	-
- Civil engineering works	51,154	12,000
- Financial concerns	-	-
- Stockbrokers	-	-
- Wholesale and retail trade	887,278	494,480
- Manufacturing	244,068	45,337
- Transport and transport equipment	117,252	23,450
- Recreational activities	27,817	-
- Information technology	36,988	-
- Others	23,450	-
Sub-total	1,388,007	575,267
Individuals		
- Loans for the purchase of flats in the Home Ownership Scheme, Private Sector Participation Scheme and Tenants Purchase Scheme or their respective successor schemes	-	-
- Loans for the purchase of other residential properties	-	-
- Credit card advances	-	-
- Others	-	-
Sub-total	-	-
Total loans and advances for use in Hong Kong	1,388,007	575,267
Trade finance	-	-
Loans and advances for use outside Hong Kong	4,027,023	1,907,196
	5,415,030	2,482,463

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**  
*(Expressed in Thousand of Hong Kong dollars)*

**1 Additional Balance Sheet Information** *(continued)*

**(c) The breakdown of the gross amount of loans and advances to customers by industry categories**  
*(continued)*

As at 30 Jun 2017

	<u>Gross advances</u>	<u>Extent advances are covered by collateral or other security</u>
Loans and advances for use in Hong Kong		
Industrial, commercial and financial		
- Property development	-	-
- Property investment	-	-
- Civil engineering works	112,539	12,000
- Financial concerns	15,612	-
- Stockbrokers	-	-
- Wholesale and retail trade	759,941	678,176
- Manufacturing	213,706	105,379
- Transport and transport equipment	140,504	23,417
- Recreational activities	27,806	7,805
- Information technology	72,474	78,058
- Others	-	-
Sub-total	<u>1,342,582</u>	<u>904,835</u>
Individuals		
- Loans for the purchase of flats in the Home Ownership Scheme, Private Sector Participation Scheme and Tenants Purchase Scheme or their respective successor schemes	-	-
- Loans for the purchase of other residential properties	-	-
- Credit card advances	-	-
- Others	-	-
Sub-total	<u>-</u>	<u>-</u>
Total loans and advances for use in Hong Kong	<u>1,342,582</u>	<u>904,835</u>
Trade finance	49,522	-
Loans and advances for use outside Hong Kong	<u>3,526,623</u>	<u>1,263,116</u>
	<u>4,918,727</u>	<u>2,167,951</u>

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**  
*(Expressed in Thousand of Hong Kong dollars)*

**I Additional Balance Sheet Information (continued)**

**(d) Analysis of gross loans and advances to customer by geographical areas**

<b>As at 31 Dec 2017</b>	<b>Gross loans and advances</b>	<b>Overdue loans and advances to customers</b>	<b>Impaired loans (individually determined)</b>	<b>Collectively assessed impairment allowances</b>
- Asia & Pacific of which	5,020,749	-	-	14,731
- China	2,473,425	-	-	8,180
- Hong Kong	1,388,007	-	-	4,939
- South Korea	232,768	-	-	18
- Vietnam	685,705	-	-	1,305
- Caribbean of which	10,854	-	-	310
- Panama	10,854	-	-	310
- North America of which	-	-	-	-
- United States	-	-	-	-
- Others	383,427	-	-	121
<b>Total</b>	<b>5,415,030</b>	<b>-</b>	<b>-</b>	<b>15,041</b>
<b>As at 30 Jun 2017</b>	<b>Gross loans and advances</b>	<b>Overdue loans and advances to customers</b>	<b>Impaired loans (individually determined)</b>	<b>Collectively assessed impairment allowances</b>
- Asia & Pacific of which	4,720,145	-	-	16,979
- China	2,518,886	-	-	6,113
- Hong Kong	1,342,582	-	-	9,089
- South Korea	127,235	-	-	172
- Vietnam	443,323	-	-	1,502
- Caribbean of which	16,368	-	-	467
- Panama	16,368	-	-	467
- Middle East of which	-	-	-	-
- Saudi Arabia	-	-	-	-
- Others	132,692	-	-	1,217
<b>Total</b>	<b>4,869,205</b>	<b>-</b>	<b>-</b>	<b>18,663</b>

Note: Classification of gross amount of loans and advances to customers by countries or geographical areas constitutes 10% or more of the relevant disclosure amount. The analysis is based on the location of the counterparty.



**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**  
*(Expressed in Thousand of Hong Kong dollars)*

1 **Additional Balance Sheet Information** *(continued)*

**(e) Non-bank Mainland China exposures**

<b>As at 31 Dec 2017</b>			
<b>Types of counterparties</b>	<b>On-balance sheet exposure</b>	<b>Off-balance sheet exposure</b>	<b>Total</b>
1. Central government, central government-owned entities and their subsidiaries and joint ventures (JVs)	-	-	-
2. Local governments, local government-owned entities and their subsidiaries and JVs	-	-	-
3. PRC nationals residing in Mainland China or other entities incorporated in Mainland China and their subsidiaries and JVs	1,235,824	-	1,235,824
4. Other entities of central government not reported in item 1 above	-	-	-
5. Other entities of local governments not reported in item 2 above	-	-	-
6. PRC nationals residing outside Mainland China or entities incorporated outside Mainland China where the credit is granted for use in Mainland China	-	-	-
7. Other counterparties where the exposures are considered by the reporting institution to be non-bank Mainland China exposures	1,398,673	636,543	2,035,216
<b>Total</b>	<b>2,634,497</b>	<b>-</b>	<b>3,271,040</b>
<b>Total assets after provision</b>	<b>17,844,796</b>		
<b>On-balance sheet exposures as percentage of total assets</b>	<b>14.76%</b>		

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**  
*(Expressed in Thousand of Hong Kong dollars)*

**I Additional Balance Sheet Information (continued)**

**(e) Non-bank Mainland China exposures**

<b>As at 30 Jun 2017</b>			
<b>Types of counterparties</b>	<b>On-balance sheet exposure</b>	<b>Off-balance sheet exposure</b>	<b>Total</b>
1. Central government, central government-owned entities and their subsidiaries and joint ventures (JVs)	-	-	-
2. Local governments, local government-owned entities and their subsidiaries and JVs	-	-	-
3. PRC nationals residing in Mainland China or other entities incorporated in Mainland China and their subsidiaries and JVs	1,048,197	-	1,048,197
4. Other entities of central government not reported in item 1 above	-	-	-
5. Other entities of local governments not reported in item 2 above	-	-	-
6. PRC nationals residing outside Mainland China or entities incorporated outside Mainland China where the credit is granted for use in Mainland China	-	-	-
7. Other counterparties where the exposures are considered by the reporting institution to be non-bank Mainland China exposures	1,619,610	541,080	2,160,690
<b>Total</b>	<b>2,667,807</b>	<b>-</b>	<b>3,208,887</b>
Total assets after provision	17,230,770		
On-balance sheet exposures as percentage of total assets	15.48%		

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**

(Expressed in Thousand of Hong Kong dollars)

**II Cross-border claims (excluding claims from Head Office, branches and subsidiaries) by geographical areas after taking into consideration of transfer of risks**

Cross-border claims are on-balance sheet exposures to counterparties after taking into account the transfer of risk.

<b>As at 31 Dec 2017</b>	<b>Banks and others financial institutions</b>	<b>Public sector entities</b>	<b>Others</b>	<b>Total</b>
- Asia & Pacific excluding Hong Kong of which	10,090,936	-	5,088,645	15,179,581
- China	2,602,220	-	2,565,594	5,167,814
- South Korea	7,260,158	-	1,437,600	8,697,758
- Vietnam	-	-	685,705	685,705
- North America	319,729	-	-	319,729
- Middle East	-	-	-	-
- Caribbean	-	-	68,635	68,635
- Western Europe	35,448	-	-	35,448
	<u>10,446,113</u>	<u>-</u>	<u>5,157,280</u>	<u>15,603,393</u>

<b>As at 30 Jun 2017</b>	<b>Banks and others financial institutions</b>	<b>Public sector entities</b>	<b>Others</b>	<b>Total</b>
- Asia & Pacific excluding Hong Kong of which	8,825,248	-	4,057,266	12,882,514
- China	613,424	-	2,518,886	3,132,310
- South Korea	6,491,311	-	806,937	7,298,248
- Hong Kong	-	-	-	-
- Vietnam	38,167	-	443,323	481,490
- North America	274,784	-	-	274,784
- Middle East	15,612	-	-	15,612
- Caribbean	-	-	16,368	16,368
- Western Europe	819,189	-	23,417	842,606
	<u>9,934,833</u>	<u>-</u>	<u>4,097,051</u>	<u>14,031,884</u>

Note: Amounts represent cross-border claims based on countries or geographical classification and constitutes 10% or more of the total amount. Claims arising between branches and subsidiaries are excluded.

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**  
*(Expressed in Million Hong Kong dollars)*

**III Currency risk**

<b>As at 31 Dec 2017</b>	<b>HK\$ Million Equivalent</b>			<b>Total</b>
	<b>US Dollar</b>	<b>JPY &amp; Others</b>	<b>CNY</b>	
Spot assets	16,926	274	8	17,208
Spot liabilities	(17,539)	(31)	(8)	(17,578)
Forward purchases	611	-	-	611
Forward sales	-	(243)	-	(243)
Net option position	-	-	-	-
Net long / (net short) position	(2)	-	-	(2)
Structural position	-	-	-	-

<b>As at 30 Jun 2017</b>	<b>HK\$ Million Equivalent</b>			<b>Total</b>
	<b>US Dollar</b>	<b>JPY &amp; Others</b>	<b>CNY</b>	
Spot assets	16,257	567	6	16,830
Spot liabilities	(17,016)	(18)	(6)	(17,040)
Forward purchases	987	-	-	987
Forward sales	(231)	(545)	-	(776)
Net option position	-	-	-	-
Net long / (net short) position	(3)	4	-	1
Structural position	-	-	-	-

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**

(Expressed in Thousand Hong Kong dollars)

**IV Off-balance sheet exposures**

(a) The contractual or notional amounts of each of the following class of off-balance sheet exposures outstanding are:

	<u>At 31 Dec 2017</u>	<u>At 30 Jun 2017</u>
Contingent liabilities and commitments		
- Direct credit substitutes	-	-
- Transaction-related contingencies	960,775	945,112
- Trade-related contingencies	471,278	299,676
- Note issuance and revolving underwriting facilities	-	-
- Other commitments	1,294,173	1,273,344

Contingent liabilities and commitments arises from credit-related instruments which include letters of credit, guarantees and commitments to extend credit. The risk involved in these credit-related instruments is essentially the same as the credit risk involved in extending loan facilities to customers. The contract amounts represent the amounts at risk should the contract be fully drawn upon and the customers default. As the facilities may expire without being drawn upon, the contracts amounts do not represent expected future cash flows.

	<u>At 31 Dec 2017</u>	<u>At 30 Jun 2017</u>
Derivative transactions		
- Exchange rate-related derivative contracts (exclude forward foreign exchange contracts arising from swap deposit arrangements)	1,223,717	2,442,359
- Interest rate derivative contracts	-	-
- Others	-	-

The above derivative contracts amounts are the notional amount of the contract, they do not represent amounts at risk. All the derivative contracts held by the Branch are to offset gains/losses on fixed rate bonds and loans.

(b) The total fair value of the above derivative transactions	<u>At 31 Dec 2017</u>	<u>At 30 Jun 2017</u>
- Exchange rate-related derivative contracts	1,852	6,034
- Interest rate derivative contracts	-	-

No bilateral netting arrangements for above derivative transactions.

**V Liquidity**

	<u>Year ended 31 Dec 2017</u>	<u>Year ended 31 Dec 2016</u>
The average liquidity maintenance ratio for the period	239.77%	65.39%

The liquidity maintenance ratio (LMR) is calculated in accordance with the Banking (Liquidity) Rules effective from 01 January 2015.

The average liquidity maintenance ratio is the arithmetic mean of each calendar month's average LMR as reported in the "Return of Liquidity Position of an Authorized Institution".

**Liquidity Risk Management**

The Branch has established a Liquidity Risk Management Policy which is reviewed and approved by the senior management. This policy requires the Branch to maintain a conservative level of liquid funds on a daily basis to meet all financial obligations, and setup the action plan on liquidity contingency.

The liquidity position is monitored through statutory liquidity ratios, cash flow analysis, and inter-bank transactions undertaken by our Branch. The Branch also perform the testing on various type of stress scenarios on monthly basis according to our Liquidity Stress Testing Policy.

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**

*(Expressed in thousand Hong Kong dollars)*

**VI Bank information (Consolidated basis)**

The following table shows the consolidated capital adequacy ratio and the amount of shareholders' funds of Shinhan Financial Group. The basis of preparation is in accordance with the Korean-International Financial Reporting Standards.

<b>(a) Capital and Capital Adequacy</b>	<b><u>31 Dec 2017</u></b>	<b><u>30 Jun 2017</u></b>
(i) Capital adequacy ratio	14.70%	15.10%
(ii) Total share capital	19,314,005	17,039,876
(iii) Total amount of shareholder funds	246,115,633	204,473,362
<b>(b) Other Financial Information</b>		
(i) Total assets	2,868,041,281	2,548,955,099
(ii) Total liabilities	2,641,301,938	2,344,481,737
(iii) Total loans and advances	1,853,913,926	1,668,560,201
(iv) Total deposits	1,678,008,773	1,514,771,629
	<b><u>31 Dec 2017</u></b>	<b><u>31 Dec 2016</u></b>
(v) Pre-tax profit	25,539,942	20,424,531

- 1 Shareholders' fund is the sum total of capital and reserves.
- 2 Total liabilities are equal to total assets minus shareholders' fund.
- 3 The conversion rate of HKD/KRW as at 31 December 2017 is 136.95
- 4 The consolidated capital adequacy ratio was calculated in accordance with the Korean-International Financial Reporting Standards adopting Basel III approach.

**Shinhan Bank, Hong Kong Branch**  
**Financial Disclosure as of 31 December 2017**

*(Expressed in Thousand of Hong Kong dollars)*

**VII Disclosure on Remuneration for CG-5 Guideline on a Sound Remuneration System issued by the HKMA**

Pursuant to section 3 of CG-5 Guideline on a Sound Remuneration System issued by the HKMA, the following disclosures are made:

**a) The design and implementation of the remuneration systems:**

The Bank adopts the remuneration policy and systems which are established by the Remuneration Committee of our Head Office for overseas branch. The objective of the remuneration policy is to attract, motivate reward and retain quality staff. The Board ensures that the remuneration policies are in line with the strategic objectives and corporate values of the Bank, and do not give rise to conflicts between the objectives of the Bank and the interests of individual Directors and key executives.

The Remuneration Committee reviews the performance of management and directors over the past fiscal year and settles on remuneration that is proportionate to the individual's responsibilities. It also make sure that the remuneration is on a proper level that improves the long-term interests of the Group and its shareholders.

**b) Aggregate quantitative information on remuneration for senior management and key personnel (Note 1) are as follows:**

**As at 31 Dec 2017**

	<u>Amount</u>	<u>Number of Beneficiaries</u>
- Fixed Remuneration	5,961	7
- Variable Remuneration	341	-
- Deferred Remuneration	-	-
Total	<u>6,302</u>	<u>7</u>

**As at 31 Dec 2016**

	<u>Amount</u>	<u>Number of Beneficiaries</u>
- Fixed Remuneration	5,786	6
- Variable Remuneration	181	-
- Deferred Remuneration	-	-
Total	<u>5,967</u>	<u>6</u>

No senior management or key personnel has been awarded with new sign-on or severance payments.

Note 1: As defined in CG5 Guideline on a Sound Remuneration System issued by the HKMA, senior management are those who are responsible for oversight of either the Bank's company-wide strategy or activities or those of the Bank's main business lines. Key Personnel are individual employees whose duties or activities in the course of their employment involve the assumption of material risk or the taking on of material exposures on behalf of the Bank.