



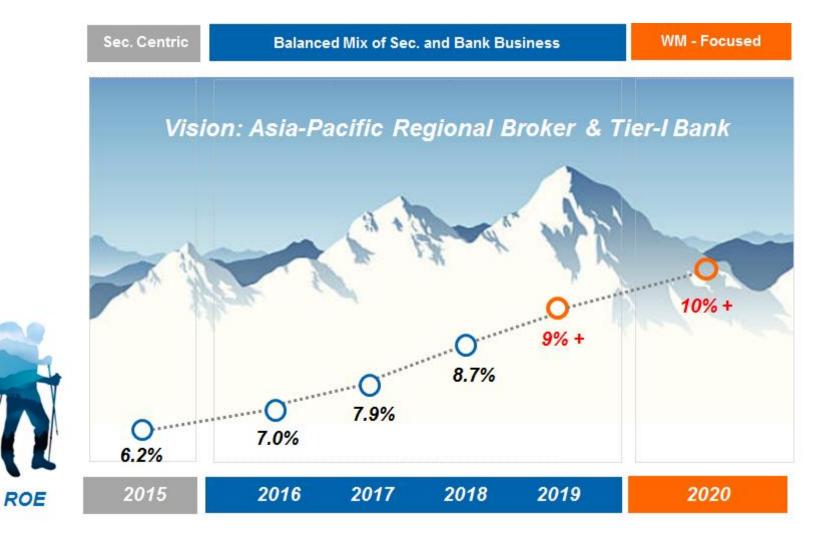
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# Yuanta Profile

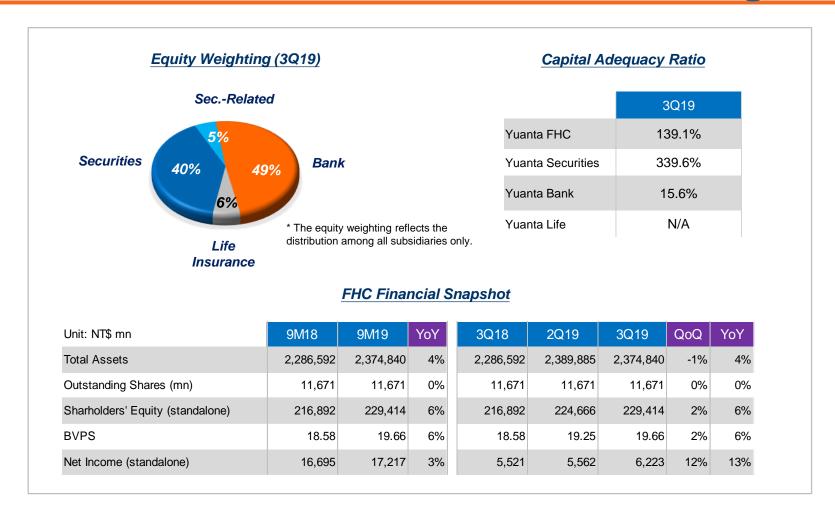


# **Vision and Targets**





## Sec. & Bank Centric Financial Holdings



Note:

3Q19 numbers are un-audited



## Downside Risk Kept on a Tight Leash

#### Yuanta's Historical VaR to Net Worth Ratio



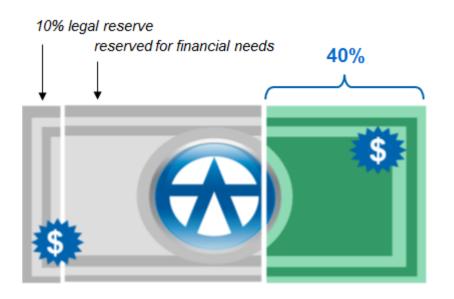
#### 2019 VaR by Risk Type for Trading Activities Unit: NT\$ mn

Value at Risk for 1 day at 99% confidence	As of Sept 27	Average	High	Low
Interest Rate	73.4	101.0	128.1	71.1
Equities	220.9	250.3	320.3	200.8
Foreign Exchange	240.1	297.5	402.9	235.1
Commodities	16.1	10.5	24.9	1.5
Diversification Effect	- 110.3	- 230.8		
Total	440.2	428.5		
VaR / Net Worth	0.19%	0.19%		



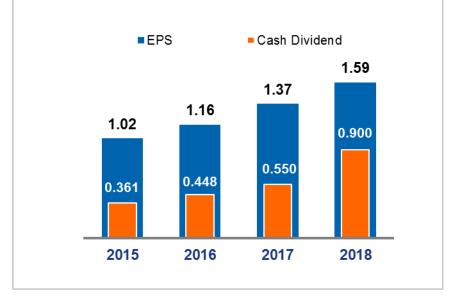
## **Dividend Policy**

#### Commitment: At least 40% of net income in cash.



Unit: NT\$				
	2015	2016	2017	2018
EPS	1.02	1.16	1.37	1.59
Cash Dividend	0.361	0.448	0.55	0.9
Stock Dividend				

	Dec. '16	Dec. '17	Dec. '18	Sept. '19
DLR	115.4%	113.3%	111.7%	107.4%





# **Sustainability Matters**



### 2019 Recognition



TWSE listed companies

# **Business Review**



## **Results Overview**

#### **FHC Financial Performance**

Unit: NT\$ mn	9M18	9M19	YoY	3Q18	2Q19	3Q19	QoQ	YoY
Net Income (standalone)	16,695	17,217	3%	5,521	5,562	6,223	12%	13%
EPS (NT\$)	1.42	1.48	4%	0.47	0.48	0.53	9%	12%
ROE (%) YTD annualized	10.4%	10.2%	-2%	10.4%	9.9%	10.2%		

#### Net Income by Subsidiary (standalone)

Unit: NT\$ mn	9M18	9M19	YoY	3Q18	2Q19	3Q19	QoQ	YoY
Yuanta Securities	7,798	6,757	-13%	2,336	2,055	2,593	26%	11%
Yuanta Bank	7,740	8,243	6%	2,708	2,799	2,852	2%	5%
Yuanta Futures (68.65%)	686	904	32%	253	337	313	-7%	24%
Yuanta SITC (74.36%)	733	862	18%	263	266	313	18%	19%
Yuanta AMC	129	98	-24%	69	34	35	3%	-49%
Yuanta Venture Capital	223	172	-23%	49	52	79	52%	61%
Yuanta Life	940	1,701	81%	27	472	602	28%	2130%



<sup>1) 3</sup>Q19 numbers are un-audited.

## **Diversify from Domestic Brokerage Business**







## **Becoming a Regional Broker**



Building up regional platform



Scaling up market position

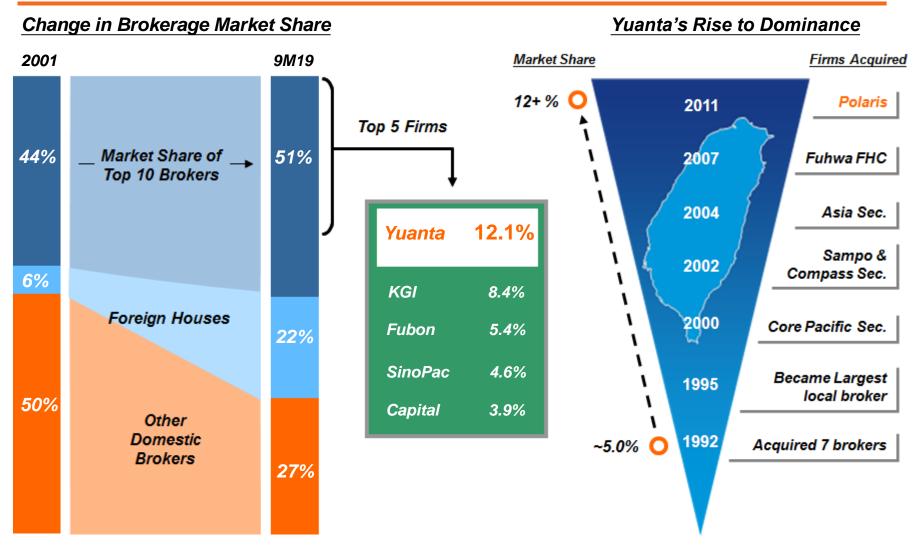


**Enhancing Overseas Contribution** 



Note: Data as of Sept 30, 2019 and 9M19 numbers are un-audited.

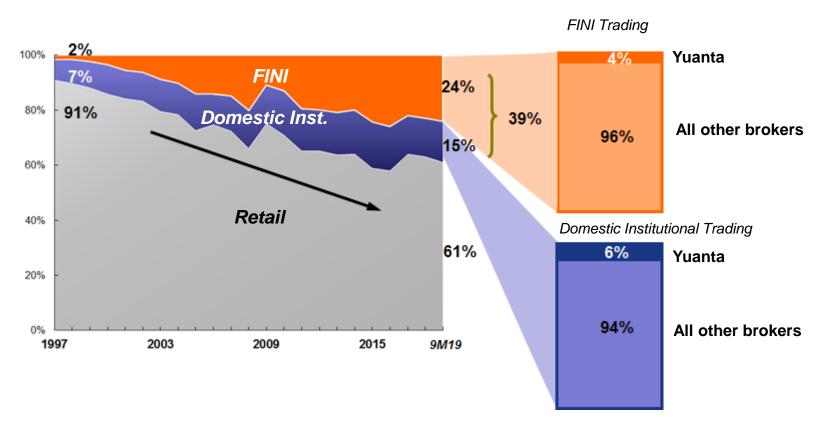
## Yuanta's Role in Market Consolidation



## **Retail Participation Continues Downward Trend**

#### Market Participation

#### Yuanta's Inst. Mkt. Share (9M19)



Note: Calculated using TAIEX plus OTC trading volume

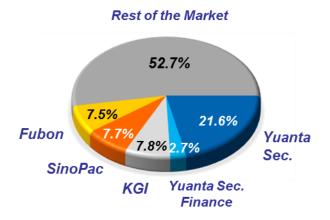
Source: Securities and Futures Bureau; Yuanta Securities

# **Dominant Leader in Margin Financing**

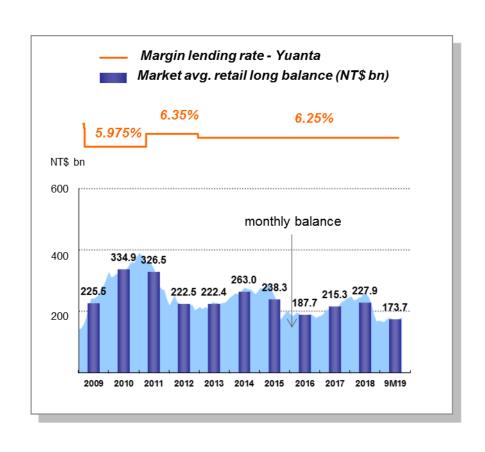
#### Long Margin Market Share (9M19)

# Fubon 6.1% 6.6% 7.2% 3.9% Yuanta Sec. Finance

#### Short Margin Market Share (9M19)

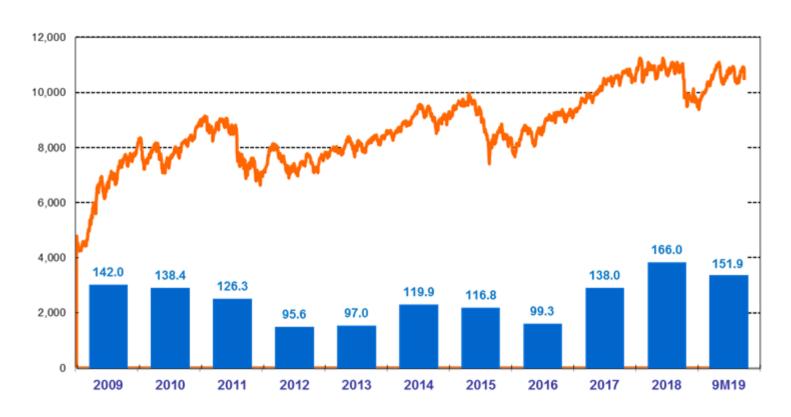


#### Long Margin Trends



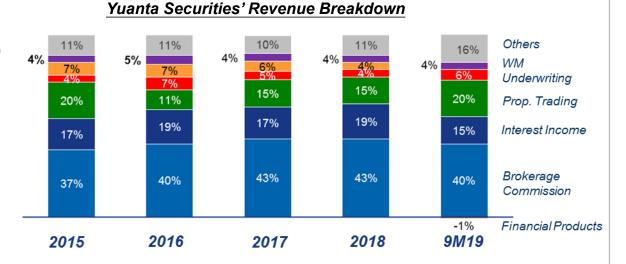
## **Historical Index and Trading Value**

#### Securities Average Daily Turnover Value (NT\$ bn)



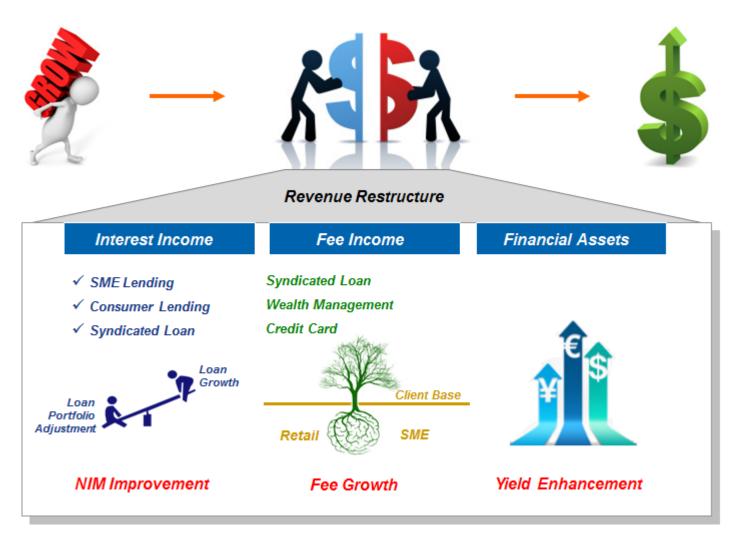
## **Securities Diversified Revenue Sources**

- Excluding NT\$ 2.9bn (before tax) and NT\$ 1.9bn (before tax) in disposal gains on Yuanta FHC headquarters from 2015 and 2016 revenue respectively, given that they were related party transactions and Yuanta FHC did not recognize these gains.
- NT\$ 880mn in capital gains (before tax) from TC Bank's merger with Yuanta FHC in March 2016 are excluded from 2016 revenue.
- 3) 3Q19 numbers are un-audited

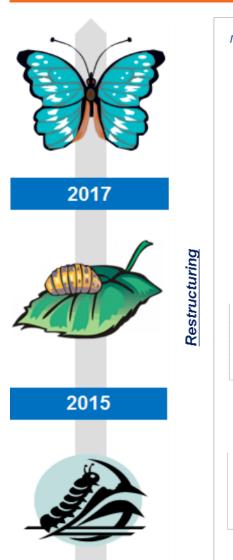


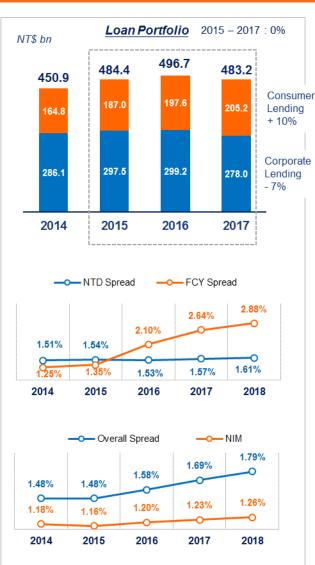
NT\$ mn	9M18	9M19	YoY	3Q18	2Q19	3Q19	QoQ	YoY
Brokerage Commission	7,161	6,097	-15%	2,318	2,047	2,329	14%	0%
Interest Income	3,136	2,282	-27%	1,055	753	736	-2%	-30%
Prop. Trading	2,743	3,182	16%	216	898	1,088	21%	403%
Underwriting	564	962	71%	160	218	246	13%	54%
Financial Products	974	(141)	-114%	192	(38)	(24)	-36%	-113%
WM Fee Income	701	578	-18%	194	195	192	-2%	-1%
Others	2,021	2,427	20%	881	762	1,130	48%	28%
Total Net Revenue	17,300	15,388	-11%	5,016	4,834	5,697	18%	14%

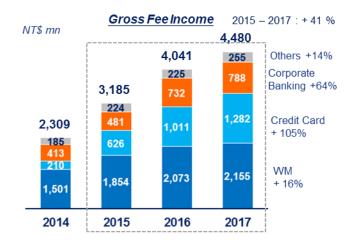
## Revenue Restructure to Improve Capital Efficiency

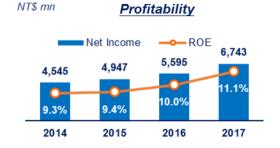


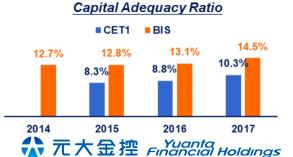
## **Transformation Leads to Better Profits**



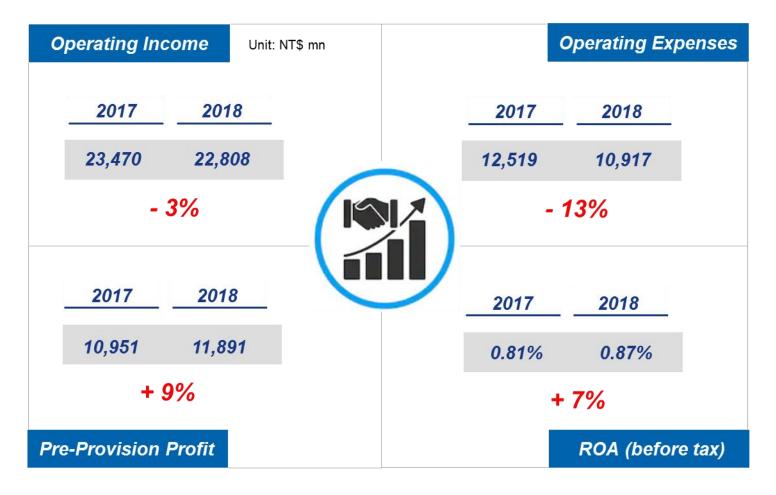








## A Successful Merger (1+1 > 2)



<sup>1)</sup> The following items were excluding from the operating income; a) FX gains or losses on TCB's USD assets b) NT\$ 2,365 mn of interest expenses recognized by TCB in 2017 c) NT\$ 1,437 mn of goodwill impairment recognized by Yuanta Bank in 2018.

## A Successful Merger (1+1 > 2)

linit NT¢ mon		2017		2018	YoY
Unit: NT\$ mn	YB	тсв	Pro-Forma	YB	101
Net Interest Income	8,895	<b>*</b> 5,517	14,412	13,517	-6%
Fee Income	3,086	2,269	5,355	5,362	0%
Trading Gains & Others	2,762	* 941	3,703	3,929	6%
ECB FX Gains / (Losses)	***************************************	(619)	(619)	227	137%
Operating Income	14,743	8,108	22,851	23,035	1%
Operating Income (excluding ECB FX Gains / Losses)	14,743	8,727	23,470	22,808	-3%
Operating expenses	(7,066)	(5,453)	(12,519)	(10,917)	-13%
Pre-provision profit (excluding ECB FX Gains / Losses)	7,677	3,274	10,951	11,891	9%
Net provision	(225)	(9)	(234)	(665)	184%
Income before tax (excluding ECB FX Gains / Losses)	7,452	3,265	10,717	11,226	5%

\* 1) With regard to Dual Currency Investment business, TCB classified the interest expenses paid to counterparties as other expenses, different from YB's interest expenses. In 2017, about NT\$ 727mn of interest expenses related to DCI products under TCB were booked as other expenses.

In an apple-to-apple comparison, net interest income for 2018 was down by 1%, and trading gains & others were down by 11% YoY.

- 2) Excluding NT\$ 2,365 mn of the one-off interest expenses with regard to the redemption of TC Bank's preferred shares in 2017.
- 3) Excluding NT\$ 1,437 mn of the goodwill impairment recognized by Yuanta Bank in 2018.

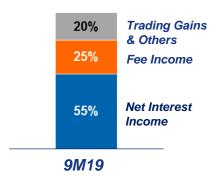
Note: Yuanta Bank has US\$ 256mn in assets which have not yet been converted to NTD after 70% of TCB's ECBs were converted into TC Bank common shares in June 2016.

## **Financial Overview**

#### Financial Snapshot - Yuanta Bank

NT\$ mn	9M18	9M19	YoY		3Q18	2Q19	3Q19	QoQ	YoY
Net interest income	10,169	9,734	-4%	0000	3,435	3,237	3,245	0%	-6%
Fee income	4,075	4,352	7%		1,341	1,476	1,464	-1%	9%
Trading gains & others	3,173	3,621	14%		1,170	1,089	1,562	43%	34%
ECB FX gains / (losses)	180	79	-56%		13	63	(8)	-113%	-162%
Operating income	17,597	17,786	1%		5,959	5,865	6,263	7%	5%
Operating expenses	(8,238)	(7,969)	-3%		(2,755)	(2,696)	(2,667)	-1%	-3%
Pre-provision profit	9,359	9,817	5%		3,204	3,169	3,596	13%	12%
Net provision	(485)	(534)	10%		(111)	12	(472)	-4033%	325%
Income before tax	8,874	9,283	5%		3,093	3,181	3,124	-2%	1%
Net Income	7,741	8,243	6%		2,709	2,799	2,852	2%	5%
EPS	1.05	1.11	6%		0.37	0.38	0.38	0%	3%
ROA (YTD annualized)	0.80%	0.85%	6%		0.80%	0.84%	0.85%		
ROE (YTD annualized)	9.1%	9.3%	3%		9.1%	9.2%	9.3%		

#### Revenue Breakdown



\* NT\$ 79mn of FX gains were excluded from 9M19 revenue breakdown

#### **Capital Adequacy**

10.27%	11.91%	12.44%
11.26%	12.52%	13.07%
14.46%	15.39%	15.64%
	11.26%	10.27% 11.91% 11.26% 12.52% 14.46% 15.39%

<sup>1)</sup> Yuanta Bank posted NT\$ 180 mn and NT\$ 79mn of FX gains in 9M18 and 9M19 respectively on TC Bank's USD assets. Before the merger, TC Bank had US\$ 256mn in assets which have not yet been converted to NTD after 70% of its ECBs were converted into TC Bank common shares in 2016.

<sup>2) 3</sup>Q19 numbers are un-audited.



## Loan and Deposit Breakdown

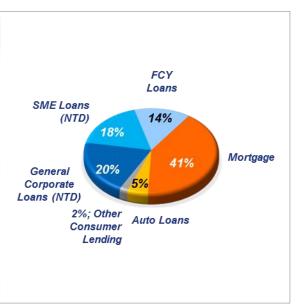
#### **Deposit Breakdown**

NT\$ mn	3Q18	2Q19	3Q19	QoQ	YoY
NTD Demand Deposits	413,415	449,574	472,928	5%	14%
NTD Time Deposits	472,960	476,259	459,474	-4%	-3%
Postal Savings Redeposit & Others	5,337	5,116	5,116	0%	-4%
Subtotal	891,712	930,949	937,518	1%	5%
Foreign Currency Deposits	157,844	161,216	156,264	-3%	-1%
Total	1,049,556	1,092,165	1,093,782	0%	4%



#### Loan Breakdown

NT\$ mn	3Q18	2Q19	3Q19	QoQ	YoY
Corporate Banking	373,074	390,059	386,286	-1%	4%
General Corporate Loans	134,544	147,373	148,519	1%	10%
SME Loans	131,602	135,711	132,971	-2%	1%
Foreign Currency Loans	106,040	106,541	104,368	-2%	-2%
Non-Accrual Loans	888	434	428	-1%	-52%
Consumer Banking	339,223	346,374	349,658	1%	3%
Mortgage Loans	293,224	299,848	302,573	1%	3%
Auto Loans	32,604	34,620	35,278	2%	8%
Unsecured Personal Loans	11,127	9,858	9,667	-2%	-13%
Others	1,682	1,548	1,654	7%	-2%
Non-Accrual Loans	586	500	486	-3%	-17%
Total	712,297	736,433	735,944	0%	3%



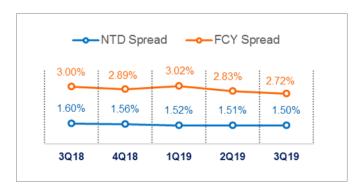
<sup>1) 3</sup>Q19 numbers are un-audited

## NIM and Spread

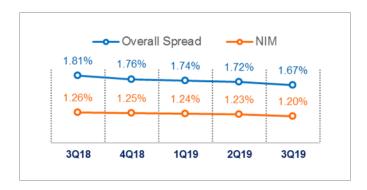
#### Interest Income Breakdown

NT\$ mn	9M18	9M19	YoY	3Q18	2Q19	3Q19	QoQ	YoY
Interest Income	16,640	16,551	-1%	5,663	5,525	5,442	-2%	-4%
Loan interest	13,096	13,247	1%	4,485	4,430	4,365	-1%	-3%
Interest income from marketable securities	3,146	2,919	-7%	1,048	966	949	-2%	-9%
Other interest	398	385	-3%	130	129	128	-1%	-2%
Interest Expenses	(6,471)	(6,817)	5%	(2,228)	(2,288)	(2,197)	-4%	-1%
Net Interest Income	10,169	9,734	-4%	3,435	3,237	3,245	0%	-6%
Loan to Deposit Ratio	67.9%	67.3%	-1%	67.9%	67.4%	67.3%	0%	-1%

#### NTD Spread & FCY Spread



#### NIM and Overall Spread

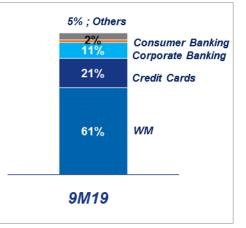


## Fee Income Breakdown

#### Fee Income Breakdown

NT\$ mn	9M18	9M19	YoY
Fee Income	5,382		5%
		5,629	
Wealth Management	3,134	3,436	10%
Credit Cards	1,238	1,166	-6%
Corporate Banking	632	609	-4%
Consumer Banking	115	127	10%
Others	263	291	11%
Fee Expenses	(1,307)	(1,277)	-2%
Net Fee Income	4,075	4,352	7%

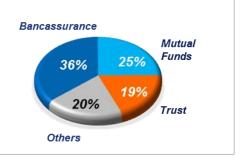
3Q18	2Q19	3Q19	QoQ	YoY
1,776	1,882	1,889	0%	6%
1,030	1,167	1,223	5%	19%
401	376	388	3%	-3%
197	213	135	-37%	-31%
41	44	45	2%	10%
107	82	98	20%	-8%
(435)	(406)	(425)	5%	-2%
1,341	1,476	1,464	-1%	9%



#### WM Fee Breakdown

NT\$ mn	9M18	9M19	YoY
Mutual Funds	731	842	15%
Bancassurance	1,322	1,244	-6%
Trust	716	645	-10%
Structured & Others	365	705	93%
WM fee Income	3,134	3,436	10%

3Q18	2Q19	3Q19	QoQ	YoY
206	253	387	53%	88%
424	447	365	-18%	-14%
236	218	226	4%	-4%
164	249	245	-2%	49%
1,030	1,167	1,223	5%	19%

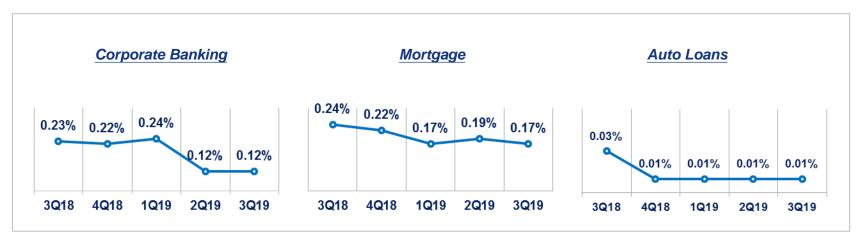


<sup>1) 3</sup>Q19 numbers are un-audited

## **Asset Quality**

NT\$ mn	9M18	9M19	YoY	3Q18	2Q19	3Q19	QoQ	YoY
Total Provision	485	534	10%	111	(12)	472	4033%	325%
Provision for Loan (net)	(126)	637	606%	146	(11)	497	4618%	240%
Provision for Credit Card (net)	35	(29)	-183%	(1)	(20)	(9)	-55%	800%
Others (net)	576	(74)	-113%	(34)	19	(16)	-184%	-53%
Total Reserves for Loan	11,524	11,541	0%	11,524	11,439	11,541	1%	0%
NPL Ratio	0.22%	0.14%	-36%	0.22%	0.14%	0.14%	0%	-36%
NPL Coverage Ratio	722.6%	1152.7%	60%	722.6%	1103.9%	1152.7%	4%	60%
General Provision	1.62%	1.57%	-3%	1.62%	1.55%	1.57%	1%	-3%

#### NPL Ratio by Major Business



<sup>1) 3</sup>Q19 numbers are un-audited

# **Appendix**



## **Balance Sheet of Yuanta FHC & Major Subsidiaries**

#### Data as of Sept 30, 2019

NT\$ mn	Yuanta Sec. (Standalone)	Yuanta Bank (Standalone)	Yuanta Life	Yuanta FHC (Standalone)	Yuanta FHC (Consolidated)
Cash and due from banks	36,025	57,496	7,409	13,499	115,015
Financial assets at FVPL	114,876	136,188	24,979	0	484,867
Financial assets at FVOCI	69,218	101,748	34,949	25	225,632
Financial assets at AC	0	201,482	177,673	0	386,954
Bills and bonds sold under RS	894	3,900	1,800	814	33,612
Loans (net)	0	724,391	6,576	0	760,590
A/R (net)	77,462	37,493	4,693	1,118	188,67
LT Investments under Equity Method	43,299	5,056	0	246,287	2,307
Other assets	24,918	42,121	13,595	547	177,19
Total assets	366,692	1,309,875	271,674	262,290	2,374,840
Financial liabilities at FVPL	47,602	4,041	2,014	0	115,39
Bills and bonds sold under RP	87,413	883	0	0	191,330
A/P (net)	50,398	26,329	2,373	5,416	171,90
Deposits and remittances	0	1,089,191	0	0	1,049,63
Provisions	1,910	1,489	249,098	40	259,789
Other liabilities	80,929	67,689	4,037	27,420	339,702
Total liabilities	268,252	1,189,622	257,522	32,876	2,127,758
Common shares (mn)	5,406	7,394	974	11,686	11,686
Total shareholders' equity	98,440	120,253	14,152	229,414	247,082



## P&L of Yuanta FHC & Major Subsidiaries

Data as of Sept 30, 2019

NT\$ mn	Yuanta Sec. (Standalone)	Yuanta Bank (Standalone)	Yuanta Life	Yuanta FHC (Standalone)	Yuanta FHC (Consolidated)
Net interest income	1,192	9,734	5,921	(80)	18,230
Net fee income	6,142	4,352	(2,830)	0	13,397
Net insurance income	0	0	26,085	0	26,072
Other income	6,216	3,631	619	25	20,010
LT investment income	1,855	69	0	18,328	23
Total operating income	15,406	17,786	29,795	18,273	77,73
Provision for bad debt and reserve for guarantee policy	(18)	(534)	(12)	0	(73:
Net change in insurance reserve	0	0	(27,099)	0	(26,99)
Operating expenses	(7,977)	(7,969)	(1,021)	(666)	(28,66
Income before tax	7,411	9,283	1,663	17,607	21,34
Net income	6,757	8,243	1,701	17,217	18,53
EPS	1.25	1.11	1.75	1.48	
ROE (YTD annualized)	9.3%	9.3%	18.0%	10.2%	10.29

Note:

1) 9M19 numbers are un-audited



# **Yuanta FHC Financial Summary**

## (Consolidated Base)

NT\$ mn	9M18	9M19	YoY	3Q18	2Q19	3Q19	QoQ	YoY
Net interest income	19,439	18,230	-6%	6,620	6,447	5,459	-15%	-18%
Net fee income	17,684	13,397	-24%	5,049	4,563	4,483	-2%	-11%
Net insurance income	21,890	26,072	19%	8,682	8,066	9,626	19%	11%
Other income	16,429	20,033	22%	5,084	5,612	8,480	51%	67%
Total operating income	75,442	77,732	3%	25,435	24,688	28,048	14%	10%
Provision for bad debt	(792)	(732)	-8%	(68)	36	(607)	-1786%	793%
Net change in insurance reserve	(22,957)	(26,992)	18%	(9,411)	(8,453)	(10,156)	20%	8%
Operating expenses	(30,164)	(28,664)	-5%	(9,473)	(9,359)	(9,786)	5%	3%
Income before tax	21,529	21,344	-1%	6,483	6,912	7,499	8%	16%
Net income	18,134	18,537	2%	5,900	5,983	6,649	11%	13%
Net Income attr. to parent company	16,695	17,217	3%	5,521	5,562	6,223	12%	13%
Total assets	2,286,592	2,374,840	4%	2,286,592	2,389,885	2,374,840	-1%	4%
Common shares (mn)	11,686	11,686	0%	11,686	11,686	11,686	0%	0%
Total shareholders' equity	234,623	247,082	5%	234,623	242,585	247,082	2%	5%
Equity attr. to parent company	216,892	229,414	6%	216,892	224,666	229,414	2%	6%
BVPS	18.58	19.66	6%	18.58	19.25	19.66	2%	6%

Note: 3Q19 numbers are un-audited



## Yuanta Sec. Financial Summary

## (Consolidated Base)

NT\$ mn	9M18	9M19	YoY	3Q18	2Q19	3Q19	QoQ	YoY
Net fee income	13,918	11,291	-19%	4,027	3,781	3,927	4%	-2%
Net interest income	5,527	5,129	-7%	1,803	1,711	1,706	0%	-5%
Net investment income	5,175	5,017	-3%	1,170	1,481	1,887	27%	61%
Other income	3,734	4,113	10%	1,286	1,078	1,528	42%	19%
Total net revenue	28,353	25,551	-10%	8,286	8,051	9,048	12%	9%
Operating expenses	(18,371)	(17,012)	-7%	(5,545)	(5,487)	(5,855)	7%	6%
Income before tax	9,982	8,539	-14%	2,741	2,564	3,193	25%	179
Net income	8,791	7,587	-14%	2,563	2,298	2,893	26%	13%
Net Income attr. to parent company	7,798	6,757	-13%	2,336	2,055	2,648	29%	13%
EPS	1.44	1.25	-13%	0.43	0.38	0.49	29%	13%
ROE (YTD annualized)	11.3%	9.3%	-17%	11.3%	8.6%	9.3%		
Total assets	700,916	736,432	5%	700,916	764,282	736,432	-4%	5%
Common shares (mn)	5,406	5,406	0%	5,406	5,406	5,406	0%	0%
Total shareholders' equity	108,023	112,484	4%	108,023	110,627	112,484	2%	4%
Equity attr. to parent company	93,618	98,440	5%	93,618	96,134	98,440	2%	59

<sup>1) 3</sup>Q19 numbers are un-audited

<sup>2)</sup> EPS and ROE calculations are standalone



## **Yuanta Bank Financial Summary**

## (Consolidated Base)

NT\$ mn	9M18	9M19	YoY	3Q18	2Q19	3Q19	QoQ	YoY
Net interest income	10,546	10,092	-4%	3,560	3,354	3,363	0%	-6%
Net fee income	4,083	4,359	7%	1,342	1,478	1,466	-1%	9%
Other income	3,237	3,657	13%	1,135	1,112	1,571	41%	38%
Total operating income	17,866	18,108	1%	6,037	5,944	6,400	8%	6%
Operating expenses	(8,483)	(8,265)	-3%	(2,840)	(2,795)	(2,773)	-1%	-2%
Pre-provision operating income	9,383	9,843	5%	3,197	3,149	3,627	15%	13%
Net provision	(497)	(547)	10%	(98)	42	(499)	-1288%	409%
Net Income before tax	8,886	9,296	5%	3,099	3,191	3,128	-2%	1%
Net income	7,741	8,243	6%	2,709	2,799	2,852	2%	5%
Total assets	1,287,184	1,319,275	2%	1,287,184	1,309,756	1,319,275	1%	2%
Common shares (mn)	7,394	7,394	0%	7,394	7,394	7,394	0%	0%
Total shareholders' equity	114,670	120,253	5%	114,670	118,298	120,253	2%	5%

Note:

1) 3Q19 numbers are un-audited.



## **Yuanta Life Financial Summary**

NT\$ mn	9M18	9M19	YoY	3Q18	2Q19	3Q19	QoQ	YoY
First Year premium	7,445	7,187	-3%	2,686	2,097	2,690	28%	0%
Renewal and other premium	18,884	24,863	32%	7,760	7,894	9,407	19%	21%
Retained earned premium	26,329	32,050	22%	10,446	9,991	12,097	21%	16%
Total investment income	4,929	6,528	32%	1,630	2,032	2,572	27%	58%
Other income	299	426	42%	107	138	64	-53%	-40%
Total operating revenue	31,558	39,003	24%	12,184	12,160	14,733	21%	21%
Retained claim payment	(4,376)	(5,895)	35%	(1,734)	(1,903)	(2,434)	28%	40%
Net change in insurance liability	(23,071)	(27,099)	17%	(9,450)	(8,491)	(10,193)	20%	8%
Other expenses	(2,462)	(3,311)	35%	(844)	(999)	(1,185)	19%	41%
Total operating costs	(29,908)	(36,306)	21%	(12,028)	(11,393)	(13,813)	21%	15%
General and administrative expenses	(921)	(1,033)	12%	(324)	(348)	(375)	8%	16%
Other income and expenses	(1)	(1)	11%	(1)	0	(1)	-320%	-8%
Income before tax	728	1,663	129%	(169)	420	544	30%	423%
Net income	940	1,701	81%	27	472	602	28%	2100%
Total assets	225,686	271,674	20%	225,686	260,409	271,674	4%	20%
Total liabilities	214,249	257,522	20%	214,249	246,518	257,522	4%	20%
Total shareholders' equity	11,437	14,152	24%	11,437	13,891	14,152	2%	24%

Note: 3Q19 numbers are un-audited



## **Yuanta Life Investment Portfolio**

NT\$ mn	3Q18		2Q19		3Q19		000	VoV
	Amount	%	Amount	%	Amount	%	QoQ	YoY
Overseas Fixed Income	134,683	64.0%	152,251	62.2%	159,000	62.4%	4%	18%
Overseas Equity	842	0.4%	272	0.1%	271	0.1%	0%	-68%
Domestic Fixed Income	51,417	24.4%	53,968	22.0%	54,660	21.5%	1%	6%
Domestic Equity	10,107	4.8%	21,202	8.7%	18,977	7.5%	-10%	88%
Loans	5,993	2.8%	6,450	2.6%	6,576	2.6%	2%	10%
Others	134	0.1%	221	0.1%	241	0.1%	9%	79%
Deposits and Cash Equivalent	7,126	3.4%	10,412	4.3%	14,956	5.9%	44%	110%
Total	210,302	100%	244,776	100%	254,681	100%	4%	21%
RBC Ratio	N/A		> 300%		N/A			

Note: 3Q19 numbers are un-audited