Security Code: 2897.TW

O-Bank 2021 H1 Performance Briefing

QIC 10th Taiwan CEO Week
 October 5, 2021



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Introduction of O-Bank



About O-Bank

Predecessor: Industrial Bank of Taiwan (IBT)

IBT was founded in 1999 by former Central Bank Governor Samuel C. Shieh and veteran financier Kenneth C.M. Lo.

The principal mission of IBT was to coordinate with the t's national economic development strategies by providing professional investment banking services designed to nurture strategic new business.

Transformed into O-Bank in January 2017, and listed on the Taiwan Stock Exchange (TWSE).



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The Industrial Bank of Taiwan decided to transform into O-Bank in January 2017, becoming **Taiwan's first native digital bank** that offers financial services mainly online and supplemented offline.

In May 2017, O-Bank was listed on the TWSE.



O-Bank - Management Team(1/2)



Chairperson Tina Y.C. Lo

Ms. Lo currently serves as Chairperson of O-Bank, Vice Chairperson of US-based EverTrust Bank, member of the Board of Directors of the Chinese National Association of Industry and Commerce, and member of the Asian Executive Board of the MIT Sloan School of Management.

Experiences:

- Vice Chairperson of O-Bank
- Managing Director and Chief Strategy Officer of IBT (Now O-Bank)
- The first Chief Executive of IBT's (Now O-Bank) Hong Kong Branch
- One of the Young Global Leader in the World Economic Forum (WEF) in Davos
- Awarded the prestigious Eisenhower Fellowship
- Appointed as Chinese Taipei member of the APEC Business Advisory Council



President Elton F.Y. Lee

Mr. Lee currently serves as President of O-Bank. Mr. Lee has worked in the financial services industry for over 28 years and has accumulated abundant experience in the Greater China Region. Experiences:

- Chief Executive of O-Bank Hong Kong Branch
- Senior Vice President of Hong Kong and Shanghai Banking Corporation (HSBC) Taiwan
- Chief Executive of HSBC Suzhou Branch





Chief Corporate Banking Officer & Chief Retail Banking Officer Mr. Roger Y.F. Lin	 Chief Corporate Banking Officer of O-Bank EMBA, NTU 	Chief Audit Ms. Vivian H.J. Fan	 Senior Vice P Operation De Bachelor of I Technology, I
Chief Financial Markets Officer Mr. Niel W.F. Chang	 Senior Deputy President, Financial Markets, Ta Chong Bank Master in Finance, NTU 	Chief Strategy Officer & Chief Human Resources Officer Ms. Joy C.Y. Siew	 Senior Vice P Bank Corpora Communicat acting Globa Department MIPP, The Jo University
Chief Compliance Officer Ms. Chiachi Wang	 Board of Directors General and Consumer Banking Legal Center Senior AVP of Citibank LLM, University of Connecticut 	Chief Operating Officer Ms. Tillie C.L. Chao	 Chief Risk Of MBA, Nation University of Technology
Chief Technology Officer Mr. Y.H. Chyr	 Chief IT Officer of Cathay United Bank Master in Industrial Engineering and Management , New Jersey Institute of Technology 	Chief Risk Officer Mr. Eric V. Chih	 Senior Vice P Risk Office of International MBA, George University

Chief Financial Ma Officer

Chief Compliance

Chief Technology Officer

- President, Corporate Department of IBT
- Information Fu Jen University
- President of Orate ations Department al Business
- ohns Hopkins
- Officer, ANZ Bank
- nal Taiwan of Science and
- President, Consumer of Far Eastern al Bank
- ge Washington





Corporate Banking

- Corporate Banking Services
- Trade Finance Services
- Financial Markets Services
- Securitization and Trust Services

Retail Banking

- Depository and Foreign Exchange Services
- Payment Services
- Personal Loans
- Insurance Services
- Wealth Management Services

Online + Offline

- With the help from digitalization trends, O-Bank provides retail banking services mostly via online digital channel to connect with and cultivate younger generation consumers.
- Additional revenue-generating financial advisory services can be supplemented through offline channels.

Corporate Banking + Retail Banking

- Under the "One Bank" strategy that stresses comprehensive integration and coordinated collaboration, O-Bank's solid corporate banking relationships serve as strong foundation for growing its retail banking businesses.
- Greater synergy can be achieved in areas such as in-bulk customer acquisitions through payroll businesses, and the provision of personal banking services to executives of corporate banking clientele.



O-Bank's Future Major Operation Goals

Goal

From "Assets Growth Driven" to "ROE/EPS Profitability Driven"



Develop premium customers and expand loan spread and NIM



Develop corporate banking, TMU, and wealth management business, build stable growth momentum of fee income



Expand MME (Middle Market Enterprises) customers, launch digital micro SME loans



Increase demand deposits ratio, improve deposit structure and increase income from interest spread

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Sustainable Business Operations (1/2)

a Morningstar company

As of March 2021, Scored 18.15 and ranked fourth among Taiwan's financial institutions in the publishing of Sustainalytics's ESG Risk Ratings.



Signed the Equator Principles (EP) in August 2021, becoming the signatory of the first non-FHC bank in Taiwan.



Implemented Task Force on Climate-Related Financial Disclosures (TCFD) and became a member of TCFD Supporter.



Included as a constituent of "TWSE Corporate Governance 100 (CG100) Index" for two consecutive years since 2019. Ranked top 5% in the 7th Corporate Governance Evaluation among TWSE listed companies.



Received the second place in the Mid-Size Companies Division of the 2021 "CommonWealth Magazine Corporate Citizen Award" for two consecutive years since 2020.



Received "Taiwanese Companies Sustainability Performance Award" and multiple Performance Awards for two consecutive years since 2019. Received "Corporate Sustainability Report Award" for four consecutive years since 2017. 301

Sustainable Business Operations (2/2)

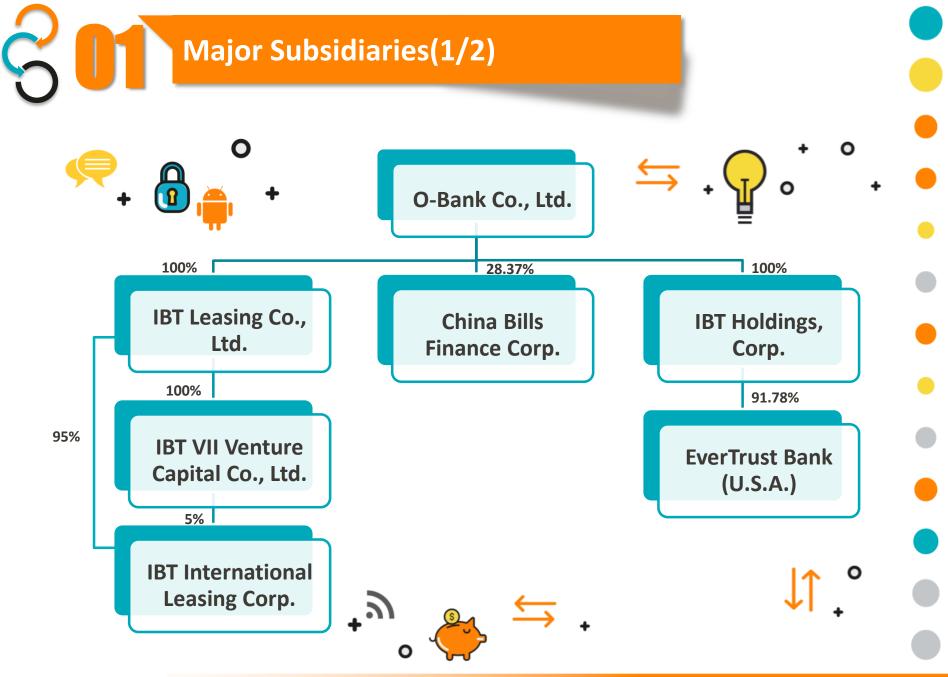
O-Bank aims for business sustainability and persistently pursues sustainable acts in the areas of corporate governance, employee care, customer relationships, environmental protection, social engagement, and green finance. In particular, the green finance commitments include:

- Adopt Sustainable Credit Principles, and incorporate ESG indicators into corporate banking credit review and underwriting process.
- Adopt Sustainable Investment Principles, and incorporate ESG indicators into investment decision process.
- Identify ESG opportunity sectors and ESG risk sectors, and gradually increase the share of ESG opportunity companies, while reducing the share of ESG risk companies, in the Bank's loan portfolio.
- Plan to issue green bond in the second half of 2021 for use in renewable energy sectors.

Corporate Governance Subcommittee	Employee Care Subcommittee	Customer Relationships Subcommittee
Responsible for busi- ness direction and highest management principles, business integrity, risk manage- ment, legal compliance, transparent disclosure, data protection, and protection of sharehold- er rights.	Responsible for employ- ee recruitment, care, development, and management, as well as workplace safety, employee compensa- tion and benefits, and communication chan- nels.	Responsible for custom- er relationships manage- ment direction, product R&D and service, protec- tion of customer rights, and related matters including transaction security, customer satisfaction, and finan- cial innovation.
Environmental Protection Subcommittee	Social Engagement Subcommittee	Green Finance Subcommittee
Responsible for matters related to environmen- tal protection, power conservation, and suppli- er management, includ- ing green purchasing, setting and establishing environmental policy, and green office envi- ronment.	Carries out community service activities and takes advantage of the bank's financial indus- try expertise to benefit society. Cooperates with social enterprises and B Corp, and launches financial products with links to CSR concepts.	Incorporates sustain- ability considerations into financial products, adopts sustainability standards for investment and lending decisions, and promotes sustain- able development cycles for industry.



In 2017, O-Bank became the first publicly listed **Certified B Corp** and the <u>first B Corp financial</u> <u>institution in Taiwan</u>, and the first publicly listed certified B Corp bank in the world. The B Corp Certification is run by **US-based B Lab**, and quantitatively assesses company's overall impact across five dimensions of **corporate governance**, **workers**, **environment**, **community**, and **customers**.





Major Subsidiaries(2/2) The O-Bank Group comprises of a variety of financial institutions, including commercial bank, bills finance, and leasing. Over the past years, it has developed into a diversified financial

group spanning across Taiwan, Hong Kong, China, and the US.

IBT Internatio	nal Leasing	💡 US EverTrust Bank
Business Scope	 Direct Leasing Sale Leaseback 	Business Scope Corporate and consumer deposit • Corporate commercial property log
Business Highlight	 Ranked No.1 among Taiwanese bank affiliated leasing companies in China. 	and personal mortgageInsurance agent
		Business Highlight • Strong footprint in Northern and
	Nanjing Suzhou IBT International Leasing Co., Ltd.	EverTrust Bank Greater Los Angeles Area and Silicon Valley Southern California and advantag of familiar with Chinese cultures, serving local Chinese enterprises.
	Foshan Dongguan Co-Bank Taiwan IBT Leasing Co., Ltd. China Bills Finance Corp. O-Bank Education Foundation	
China Bills Fi	nance (Code:2820)	IBT Leasing
Business Scope	 Bills finance/bond certification, under brokerage, and prop trading 	writing, Business Scope • Financial lease • Operating lea • Sale leaseback • Installment
	Bills finance guarantee, endorsementEquity and fixed income investment	Vendor marketing
Business Highligh	 One of top 3 Bills Finance companies Taiwan 	n Business Highlight • Focus on providing full financia services to small and medium enterprises





Major Subsidiaries-Management Team

IBT Leasing Chairman IBT International Leasing Chairman Mr. Wu-Chai Lin	 Chairman, IBT Securities Executive Deputy President of IBT Master in Finance, NTU 	US EverTrust Bank Chairman Mr. Henry W.K. Peng	 CEO of Industrial Bank of Taiwan President & CEO of Chinatrust Bank in USA President & CEO of Grand Pacific Financing Corp. in USA
IBT International Leasing President Mr. Ming-Che Chuang	 Executive Deputy President, Leasing Risk Management of IBT Int'l leasing Executive Deputy President, IBT Leasing First President, HK branch of O-Bank, Deputy President EMBA, NTPU 	US EverTrust Bank CEO Mr. Jesse C.K. Kung	 Deputy President of Industrial Bank of Taiwan CFO of Grand Pacific Holdings Corporation in California COO of Chinatrust Bank in USA Northern Illinois University MBA
China Bills Finance Chairman Mr. Cheng-Chuan Chang	COO of O-BankEMBA, NCCU	US EverTrust Bank President Mr. Charles M. Hsieh	 Senior Vice President of CTBC Bank Corp. in USA MBA, Boston University, Questrom School of Business
China Bills Finance GM Mr. Cheng-Hsiang Wei	CSO of O-BankMBA, UT Arlington	IBT Leasing President Mr. Hsing-Pang Wang	 Chief Audit of China Bills Finance Deputy President, Main Business Dept., Deputy President, Risk Management Dept. of IBT National Sun Yat-sen University EMBA





2021H1 Operation Highlights

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2021H1 Operation Highlight (1/3)

Operating Performance

NTI			NTD millions
O-Bank	2021 H1	2020 H1	Growth Rate
Consolidated Net Revenues	4,682	3,876	21%
Consolidated Net Profits After Tax	1,696	991	71%
Standalone Net Revenues	2,757	2,276	21%
Standalone Net Profits After Tax	973	454	114%
Earnings Per Share (EPS, NT\$)	0.31	0.14	121%

Since listed on TWSE in 2017, O-Bank was included as a constituent of the MSCI Taiwan Small Cap Index for four consecutive years.



2021H1 Operation Highlight (2/3) Operating Performance					
Major Subsidiaries	Earnings Per Share(EPS)	Net Profits After Tax (NT\$ millions)		Growth Rate	
	2021 H1	2021 H1	2020 H1		
China Bills Finance	NTD\$ 0.74	989	738	34%	
IBT Holdings Corp. (Holdings of US EverTrust Bank)	USD\$ 0.53	163	95	71%	
IBT Leasing and its subsidiaries	NTD\$ 0.72	190	143	33%	



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2021H1 Operation Highlight (3/3)

Capital Adequacy & Asset Quality

- As of June 30, 2021, O-Bank's BIS Ratio was 14.43%, Tier1 Capital Ratio was 13.20%, and CET1 Ratio was 13.06%.
- As of June 30, 2021, O-Bank's NPL ratio was 0.42% and loan loss coverage ratio was 335.48%. Currently, the collateral of one non-performing loan has been auctioned off. O-Bank's NPL ratio is expected to improve to industry average.

Awards &

Recognitions

- As of August 31, 2021, O-Bank scored 18.15 and ranked fourth among Taiwan's financial institutions in the publishing of **Sustainalytics**' ESG Risk Ratings.
- Awarded the Second Place in the Mid-Size Companies Division of the 2021 CommonWealth Magazine Corporate Citizen Award.
- Ranked Top 5% in the TWSE's "2020 Corporate Governance Evaluation" among TWSE listed companies.

Received the "Best Online Bank Award" of "2021 Excellent Bank Award".

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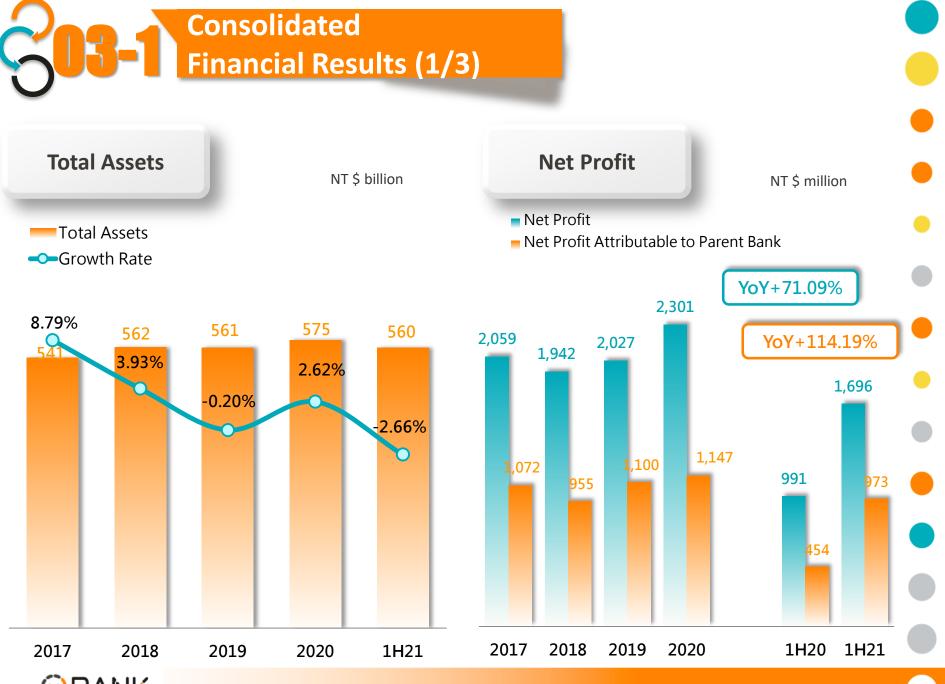






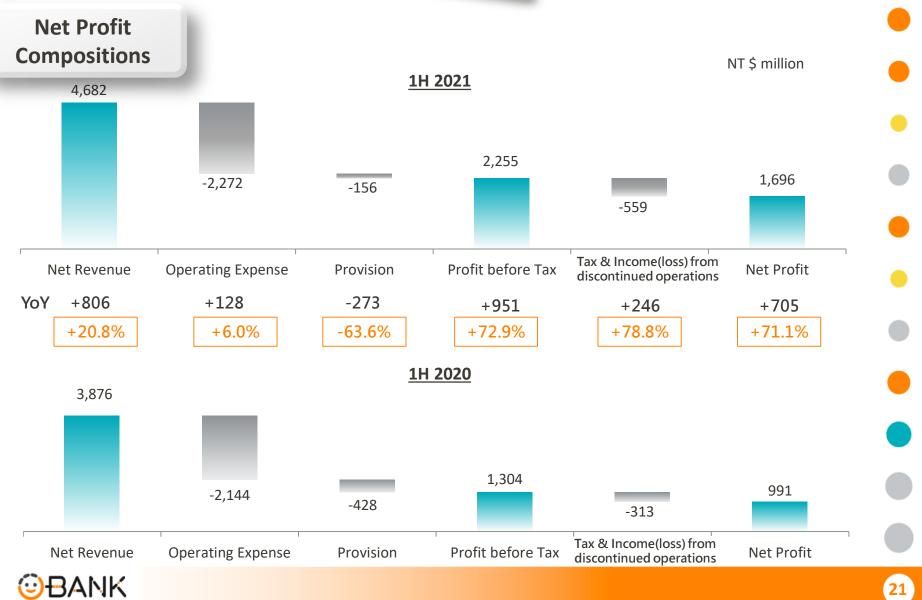
Consolidated Financial Results



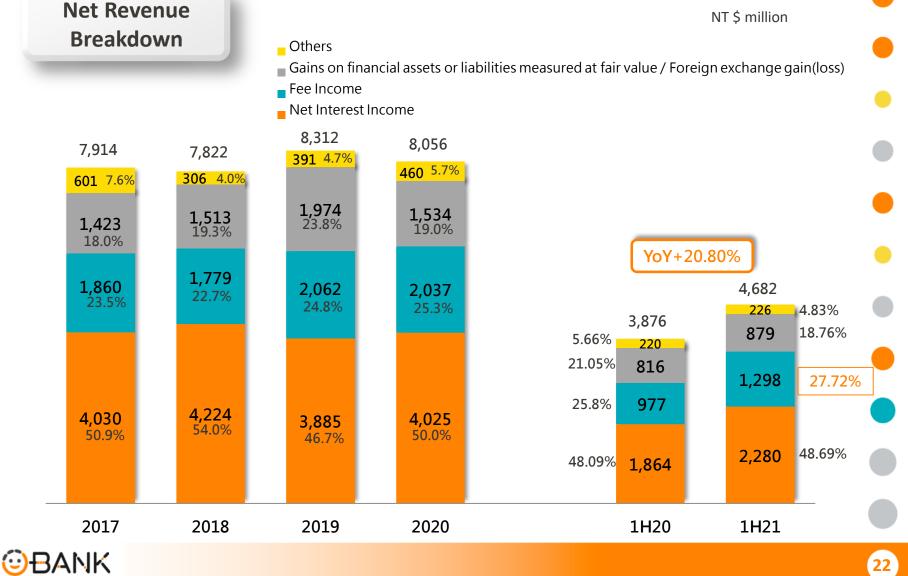


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Consolidated Financial Results (2/3)



Consolidated Financial Results (3/3)

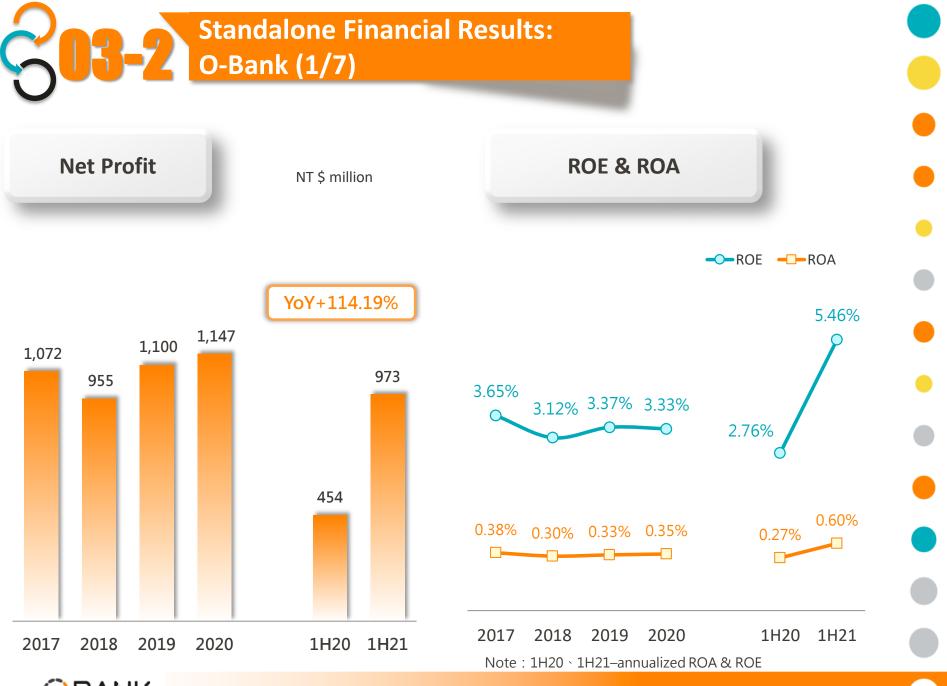




Standalone Financial Results

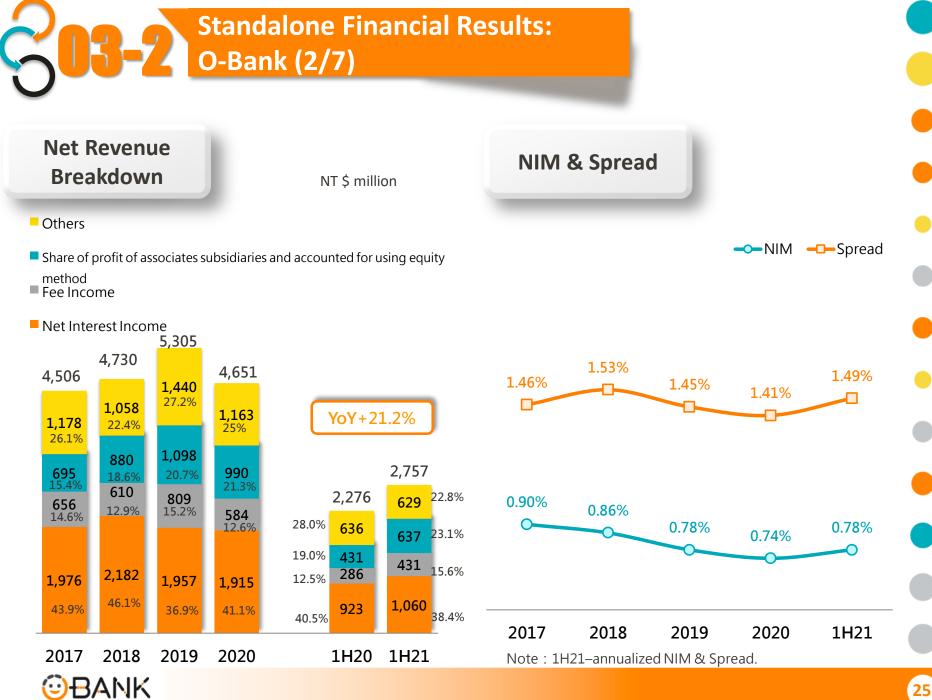
-O-Bank-





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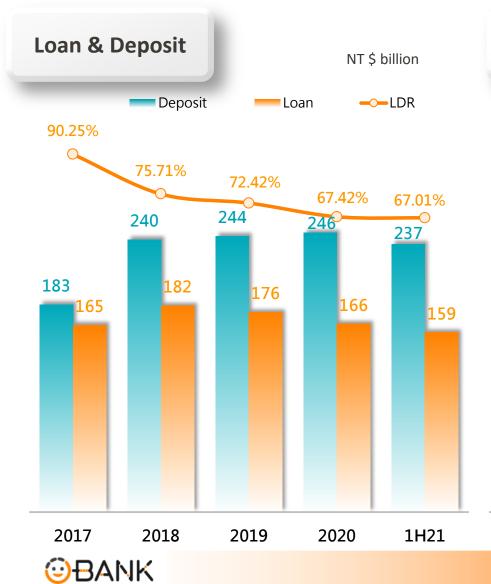
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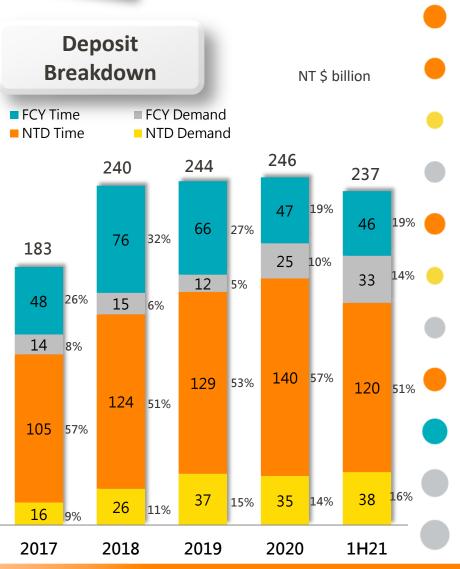


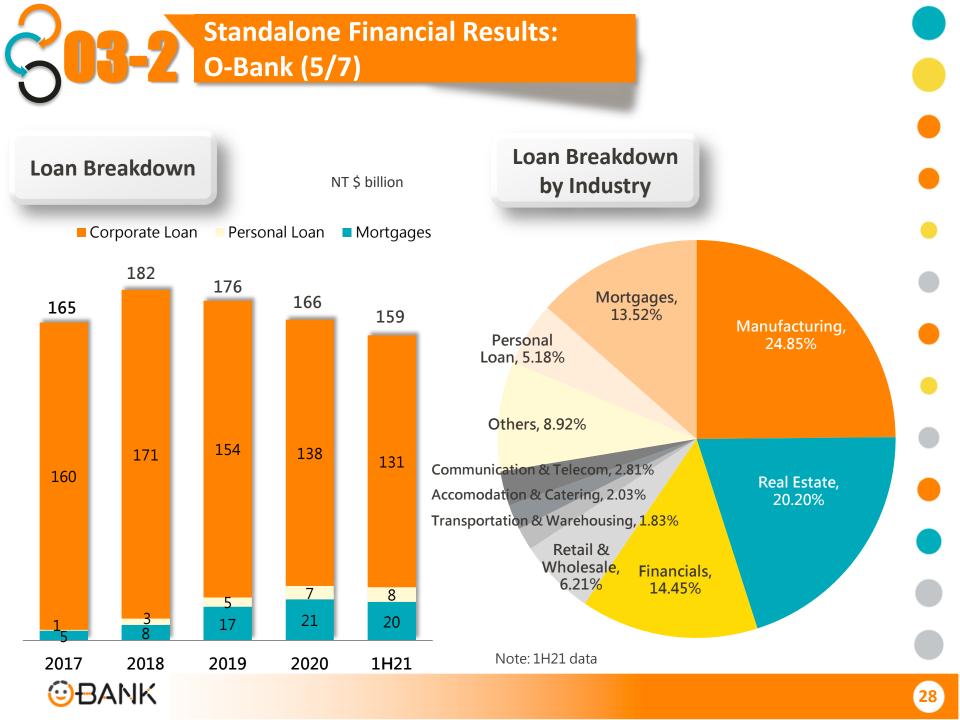
Standalone Financial Results: O-Bank (3/7) **Cost/Income** EPS Ratio NT \$ million NT \$ = EPS **Operating Expense** Net Revenue ----Cost Income Ratio 66.60% 65.67% 64.18% 60.94% **59.83%** 0.45 0.45 55.00% 0.41 0.4 5.305 4,730 4,651 4,506 0.31 3,150 3,174 2,985 2,757 2,746 2,276 1,494 1,516 0.14 2017 2018 2019 2020 1H20 1H21 2017 2018 2019 2020 1H20 1H21

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Standalone Financial Results: O-Bank (4/7)



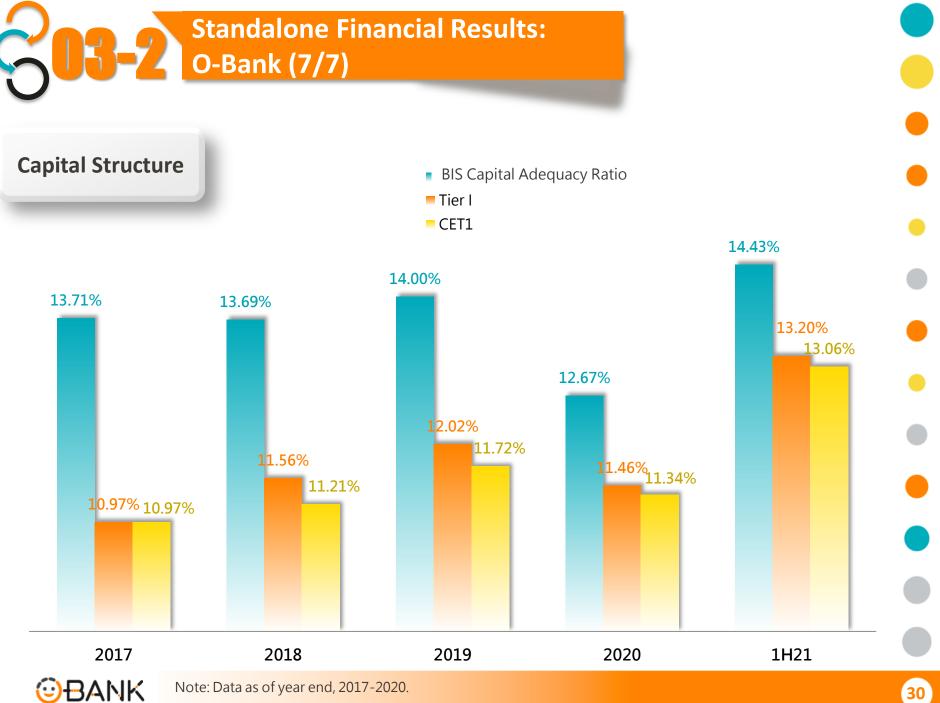




Standalone Financial Results: O-Bank (6/7) NT \$ million 9892% **Asset Quality** Loan Loss Reserve NT \$ million LLR Ratio(Loan Loss Reserve/Total Loan) ----- Loan Loss Reserve/NPL NPL ____NPL Ratio 0.75% 582.29 0.42% 0.42% 309.6% 335.5% 183.1% 1.47% 1.46% 0.25% 1.41% 1,325 1.38% 0.02% 1.31% 2,671 2,426 2,416 2,183 705 673 415 27 2017 2020 2017 2018 2019 2020 1H21 2018 2019 1H21

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Note: Data as of year end, 2017-2020.



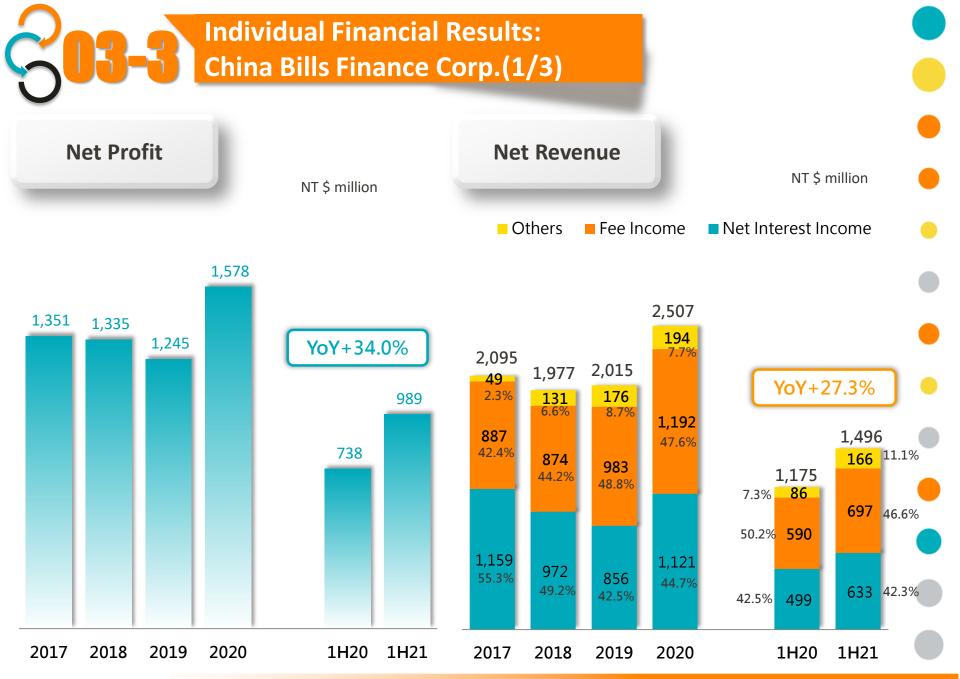
Note: Data as of year end, 2017-2020.



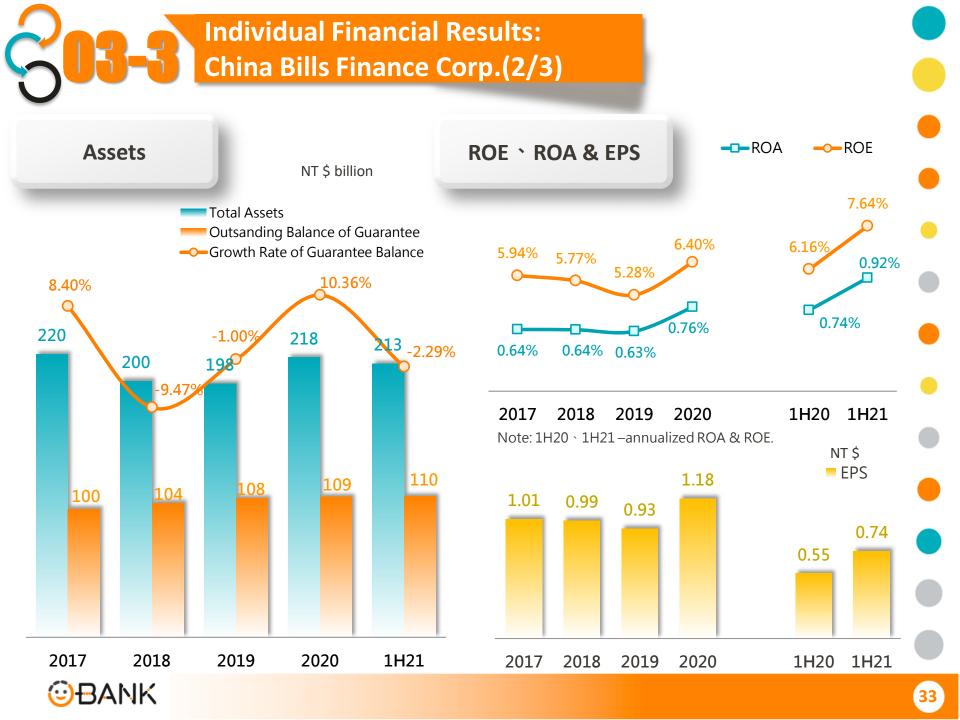
Individual Financial Results

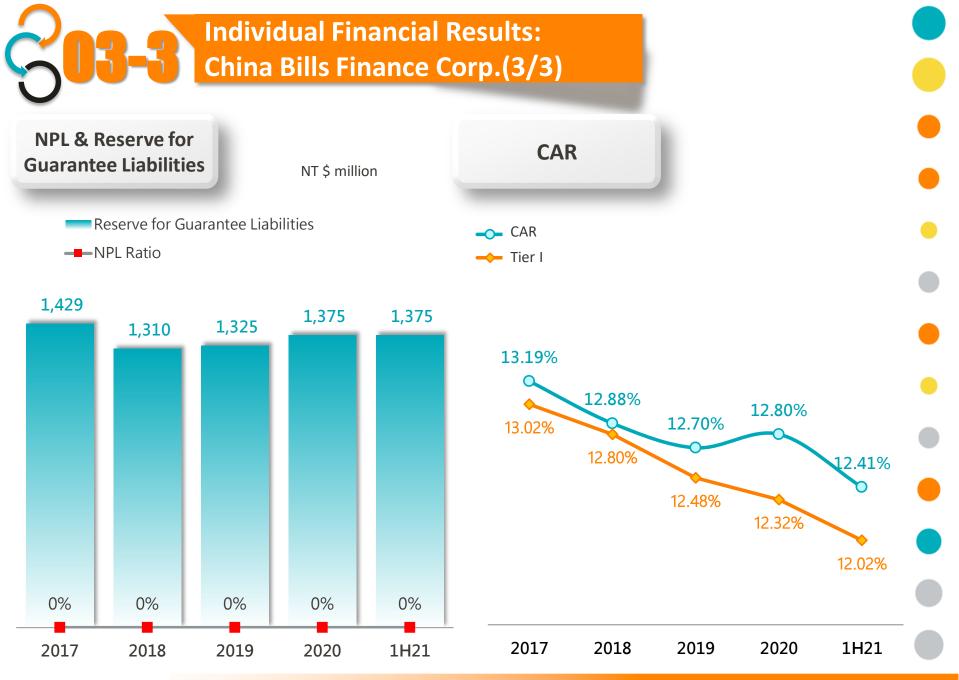
-China Bills Finance Corp.-











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Note: Data as of year end, 2017-2020.

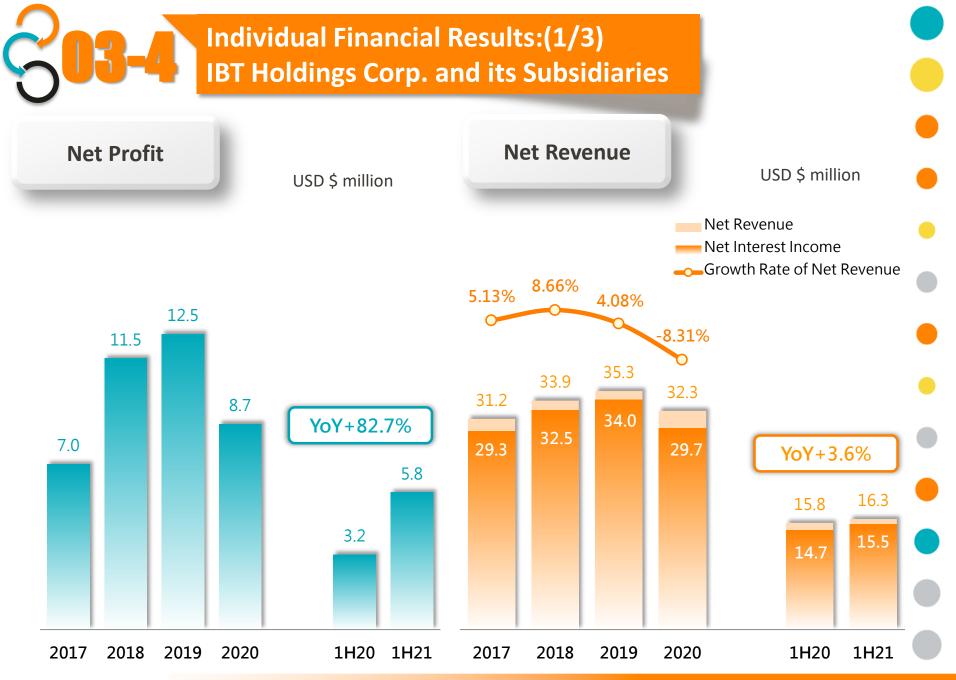
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Individual Financial

Results

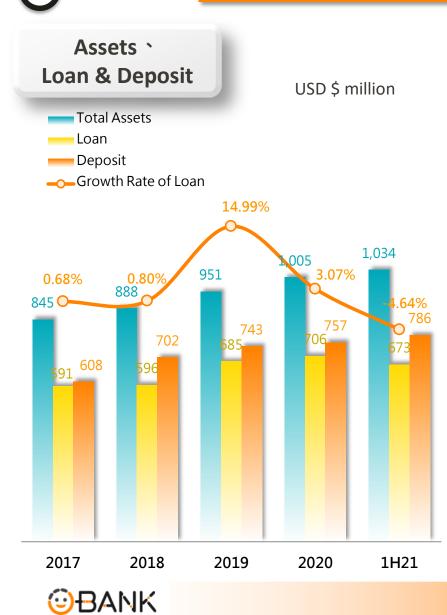
-IBT Holdings Corp. and its Subsidiaries -

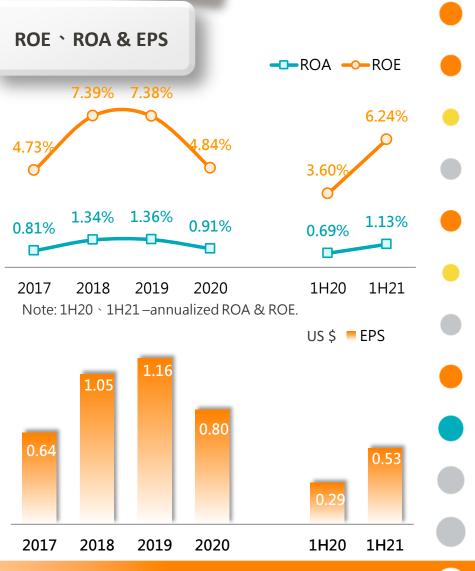




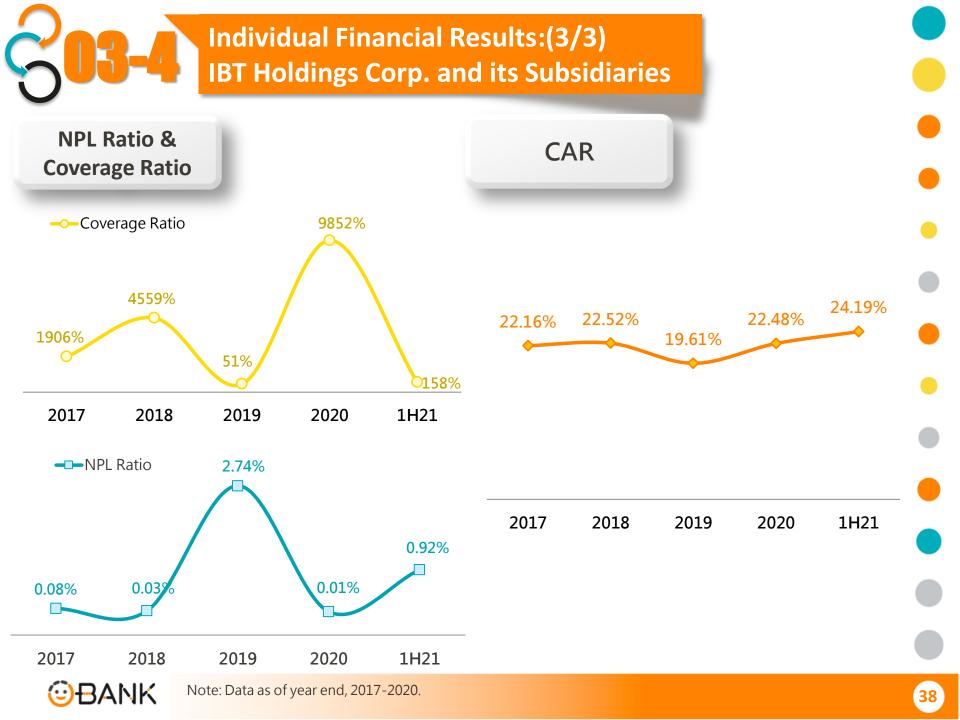
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Individual Financial Results:(2/3) IBT Holdings Corp. and its Subsidiaries





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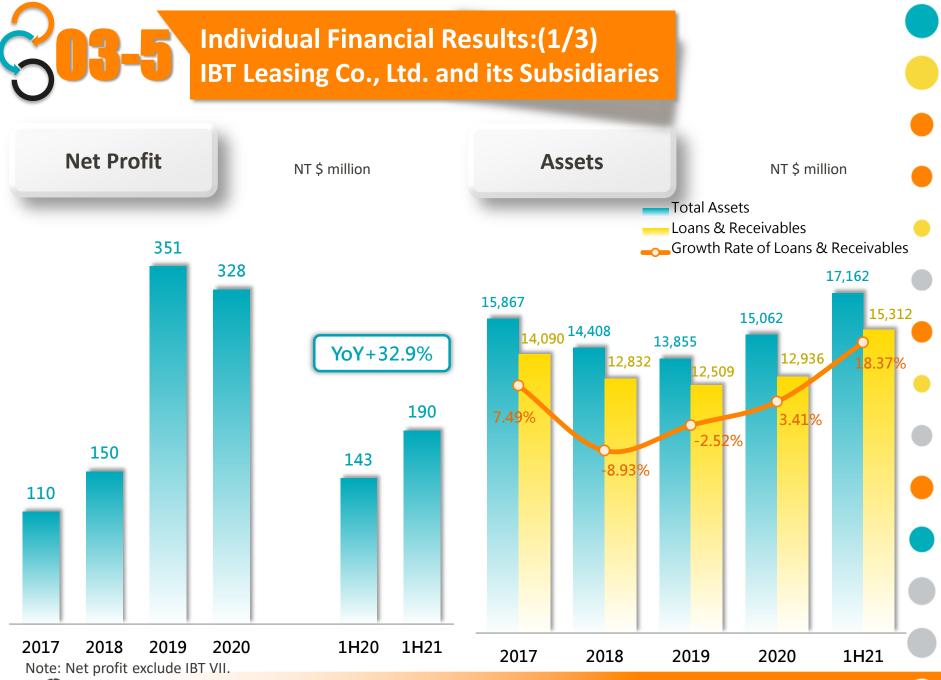


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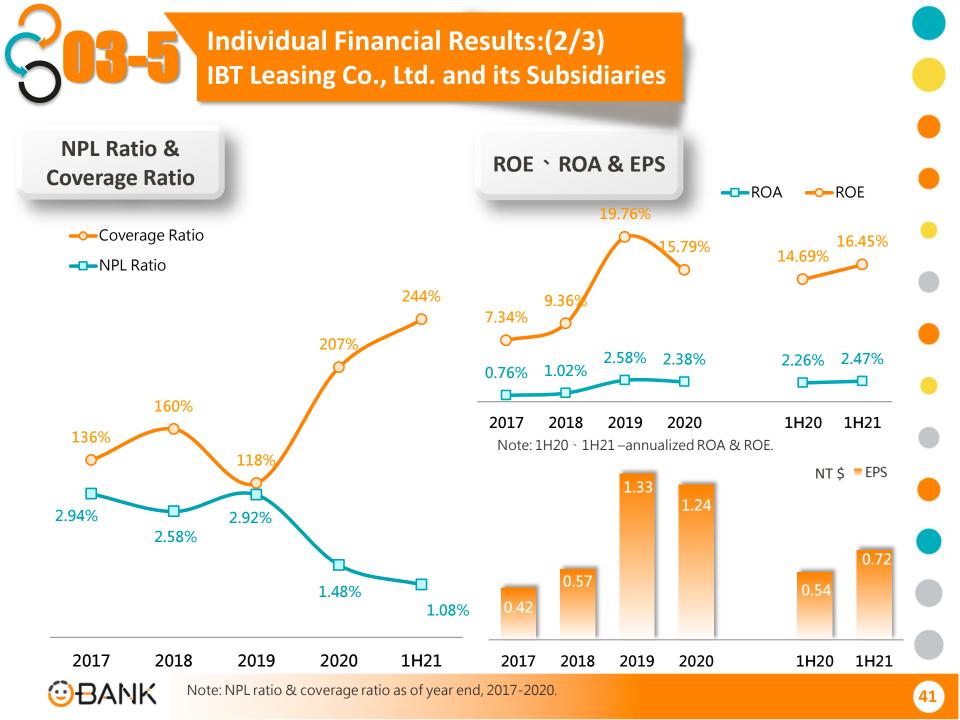
Individual Financial Results

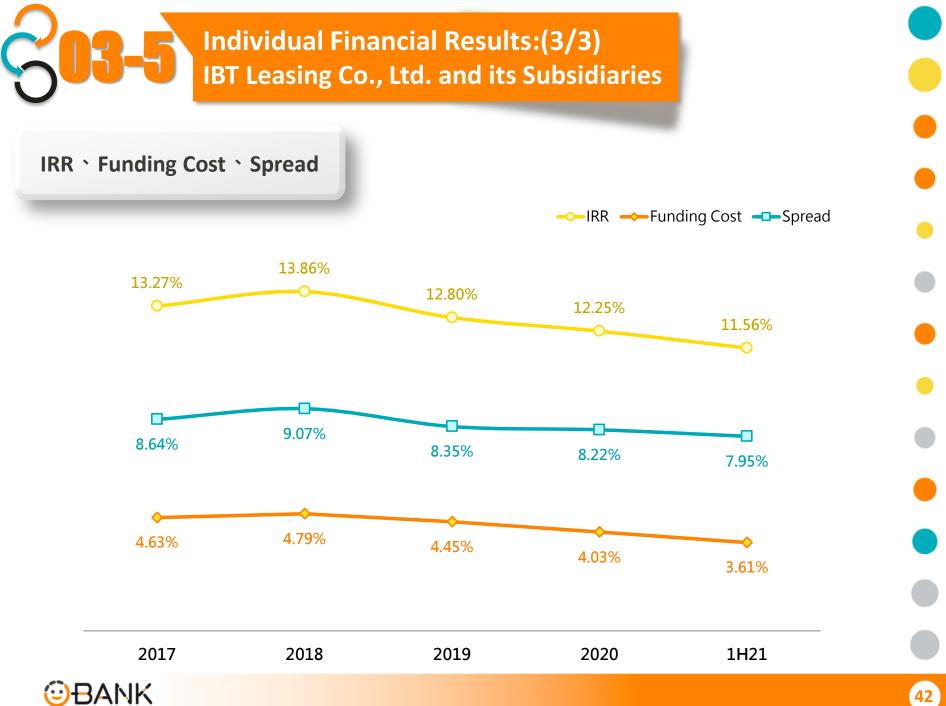
-IBT Leasing Co., Ltd. and its Subsidiaries-





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Future Key Strategic Focuses





Corporate Banking Business Strategies

- Strengthen risk management measures.
- Enhance credit quality.

Enforce Risk Control and Management

Optimize Asset

Allocation

Broaden Clients Relationship

jumbo clients while developing mid-market enterprises and green energy companies clientele.

Deepen relationships with

 Provide total solution and become clients' main bank.

- Expand small and medium enterprise(SME) accounts and increase demand deposits.
- Increase return on equity.

Boutique Bank

Increase Fee Income

- Develop various project finance and structured finance and syndicated loan portfolio to maximize fee income.
- Enhance trade finance and foreign exchange.
- Strengthen cross-sell business with wealth management products.





Retail Banking Business Strategies

- Establish wealth management business units.
- Leverage on existing corporate banking relationships to develop wealth management business, expanding revenue base.
- Provide customized products and services.
- Increase customer engagement by providing differentiated products and services for different customer segments with the help of big data.
- Strengthen the depth and breadth of customer relationship management.
- Optimize online and offline processes to enhance customer experience.

Develop Wealth Management Business

Focus on Consumer Finance

- Increase competitiveness by expanding interest spread according to the optimal risk and reward level.
- Optimize customer experiences and improve process efficiencies.
- Implement Inclusive Financing to provide lending for young customers

Boutique Bank

Improve Customer Engagement with Effective Customer Relationship Management

Focus on FinTech to Improve Operational Efficiencies and Productivity

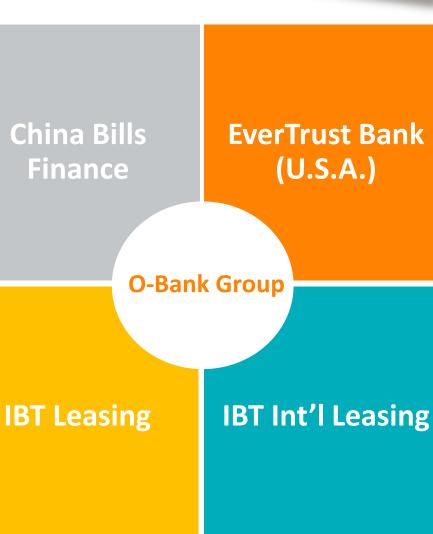
- Continue adopt and develop new technologies.
- Strengthen strategic alliances to expand use case application.





Subsidiaries Strategic Overview

- Adjust structure of clientele to improve revenue.
- Maintain zero % NPL ratio.
- Leverage monetary easing and build up investment portfolio.
- Utilize capital synergy to maximize shareholder value.
- Diversify product offerings and build quality portfolio.
- Discover hidden demand in underserved sectors.
- Strive to secure stable earnings.
- Balance between risk management and business growth.



- Strengthen risk management and strict control of asset quality.
- Implement effective spreads management in low interest rate environment.
- Expand mortgage portfolio.
- Enhance mobile banking and digital services.

- Strick control of asset quality and liquidity management.
- Grow business scale through branch expansion.
- Maintain high NIM approach.
- Seize domestic market opportunities in China.



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O-Bank-Financial Summary

(NT \$ million)	2Q21	1Q21	4Q20	3Q20	2020	2019	YoY
Income Statement							
Interest income	854	885	942	960	4,360	5,764	-24%
Interest expense	(320)	(360)	(415)	(495)	(2,445)	(3,806)	-36%
Net interest income	535	525	527	465	1,915	1,957	-2%
Fee income	183	248	123	176	584	809	-28%
Equity in the income of investees	301	336	211	347	990	1,098	-10%
Other income	404	225	231	296	1,163	1,440	-19%
Net revenue	1,423	1,334	1,092	1,284	4,651	5,305	-12%
Provision expense	(105)	(50)	(70)	(59)	(430)	(921)	-53%
Operating expense	(759)	(758)	(728)	(762)	(2,985)	(3,174)	-6%
Net profit B/T	559	527	294	462	1,236	1,210	2%
Net profit A/T	519	454	252	441	1,147	1,100	4%
Balance Sheet Loans, net Deposits	156,281 236,628	157,505 241,091	163,917 246,421	171,497 251,482	163,917 246,421	173,981 243,645	<u>-6%</u> 1%
Total assets	316,936	321,247	328,854	340,806	328,854	335,253	-2%
Total stockholders' equity	35,750	36,090	35,556	33,000	35,556	33,259	7%
Key Ratios(%)							
ROA(A/T)	0.16	0.14	0.08	0.13	0.35	0.33	
ROE(A/T)	1.46	1.27	0.73	1.32	3.33	3.37	
NPL	0.42	0.44	0.42	0.57	0.42	0.75	
Tier I	13.20	11.68	11.46	10.74	11.46	12.02	
CAR	14.43	12.89	12.67	12.12	12.67	14.00	

Note : ROA & ROE-unannualized



CBF-Financial Summary

2Q21 416	1Q21	4Q20	3Q20	2020	2019	ΥοΥ
416						
416						
	436	455	460	1,902	2,010	-5%
(103)	(117)	(135)	(158)	(781)	(1,154)	-32%
314	319	320	301	1,121	856	31%
341	356	293	309	1,192	983	21%
50	116	32	78	194	175	11%
704	792	645	687	2,507	2,015	24%
(1)	(6)	36	(3)	32	4	612%
(131)	(129)	(123)	(123)	(484)	(457)	6%
575	668	486	568	1,992	1,553	28%
458	531	384	456	1,578	1,245	27%
213,185	213,904	218,284	224,527	218,284	197,540	11%
25,165	25,680	25,449	24,678	25,449	23.855	7%
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IBT Holdings-Financial Summary

(USD \$ thousand)	2Q21	1Q21	4Q20	3Q20	2020	2019	YoY
Income Statement							
Interest income	8,830	9,018	9,467	8,588	37,332	45,803	-18%
Interest expense	(1,083)	(1,247)	(1,429)	(1,585)	(7,589)	(11,800)	-36%
Net interest income	7,747	7,771	8,038	7,002	29,743	34,003	-13%
Fee income	210	174	163	208	705	651	8%
Other income	164	23	215	919	1,873	596	214%
Net revenue	8,121	7,968	8,416	8,129	32,322	35,250	-8%
Provision expense	0	0	(170)	0	(4,080)	(370)	1003%
Operating expense	(3,858)	(3,538)	(4,114)	(3,756)	(14,842)	(15,501)	-4%
Net profit B/T	4,262	4,430	4,133	4,373	13,400	19,379	-31%
Net profit A/T	3,190	3,127	2,920	3,088	9,465	13,598	-30%
Minority interest	(263)	(257)	(240)	(254)	(779)	(1,119)	-30%
Consolidated net income	2,927	2,870	2,680	2,834	8,686	12,479	-30%

Balance Sheet

Loans, net	662,131	698,394	694,328	681,060
Deposits	785,747	780,055	756,907	738,137
Total assets	1,033,872	1,030,690	1,005,173	988,895
Total stockholders' equity	189,948	186,727	184,555	181,962

694,328	673,018	3%
756,907	742,556	2%
1,005,173	950,879	6%
184,555	175,566	5%



IBT Leasing-Financial Summary*

(NT \$ million)	2Q21	1Q21	4Q20	3Q20	2020	2019	YoY
Income Statement							
Interest income	277	259	248	219	920	1,046	-12%
Fee income	99	61	81	69	241	253	-5%
Other income	57	8	3	21	25	35	-29%
Sales revenue, net	433	327	331	309	1,186	1,335	-11%
Operating costs	(100)	(70)	(58)	(52)	(260)	(377)	-31%
Gross Profit	333	257	274	257	926	957	-3%
Provision expense	(21)	10	(27)	27	(12)	(87)	-86%
Operating expense	(155)	(135)	(136)	(126)	(481)	(488)	-1%
Non-operating income	102	86	190	44	269	128	110%
Non-operating expense	(77)	(37)	(96)	(24)	(145)	(57)	157%
Net profit B/T	182	181	204	178	556	453	23%
Net profit A/T	130	118	109	140	389	369	5%
Minority interest	0	0	0	0	0	0	-
Consolidated net income	130	118	109	140	389	369	5%
Balance Sheet							
Total assets	17,162	15,387	15,062	13,363	15,062	13,855	9%
Total stockholders' equity	2,959	2,876	2,784	2,634	2,784	2,361	18%

*Include IBT VII Venture Capital Co.,Ltd

