



# 玉山金控2016年第4季財業務資訊

Feb. 2017



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# 大綱

- 2016年第4季財務績效表現
- 2016年第4季業務發展概況
- 附件-金控及子公司損益表及資產負債表



# 玉山金控整體概況

		Unit : NT\$ million	
		2016.12	2015.12
總資產	玉山金控	1,888,918	1,775,284
	玉山銀行	1,876,185	1,760,401
	玉山證券	11,513	11,254
	玉山保經	- 2/	1,281
	玉山創投	3,657	3,839
主要財務比率	金控每股淨值(新台幣元)	14.67	15.21
	雙重槓桿比率	104.79%	104.29%
	金控資本適足率	135.96%	141.73%
外資持股比重	QFII	55.36%	59.75%
實體通路	國內銀行通路	137	136
	海外據點	Branch: HK, LA, Singapore, Vietnam, Australia, Myanmar Subsidiary: China and Cambodia (UCB) Representative office in Hanoi with total 24 overseas operating sites	
	證券分公司	20	21

Note: 1 Preliminary figures of Dec. 2016  
2. Insurance Brokers was merged into Bank in March, 2016



# 2016年財業務概況

## 持續獲利動能

- 2016年稅後淨利 131.97億元，較去年同期成長 3.0%。
- EPS 1.51元，ROE 10.41%，ROA 0.71%。

## 業務穩健成長

- 淨利息收入及淨手續費收入穩健成長，YoY成長率為5.4% 及 12.0%。
- 信用卡及財富管理維持優異的成長動能，手續費收入成長率20.8% 及 12.4%。
- 放款穩健成長，放款餘額YoY成長率9.2%。
- 資產品質優異，逾期放款比率0.19%，覆蓋率為629.9%。

## 2016年里程碑

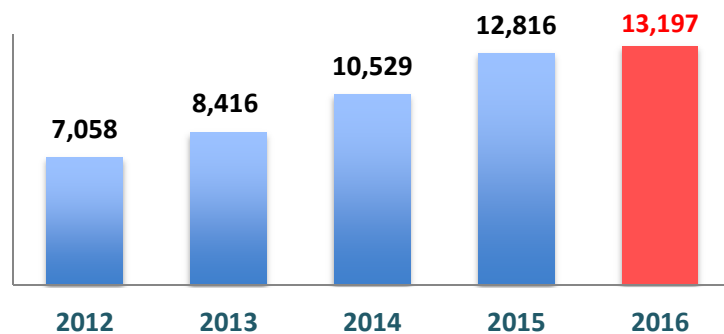
- 榮耀與肯定，2016年 The Banker / Asiamoney / The Asset 頒發台灣最佳銀行獎。
- 海外平台布局更完整，已於8個國家設有24個營業據點，提供顧客全面的跨境金融服務。
- 保持在金融創新領域的優勢，發展支付及智能金融等服務。



# 玉山金控獲利表現

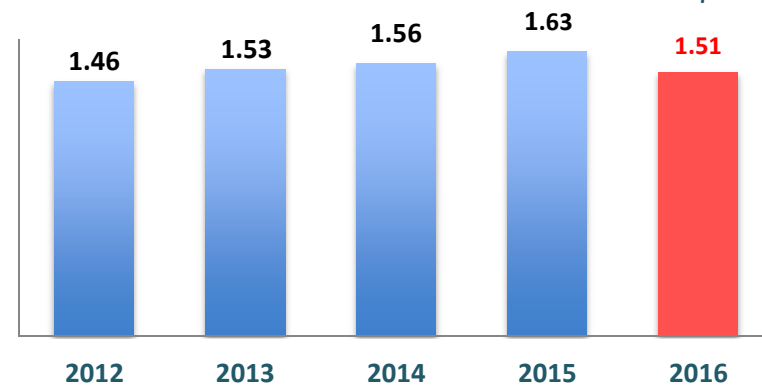
## Net Profit

Unit: NT\$ million

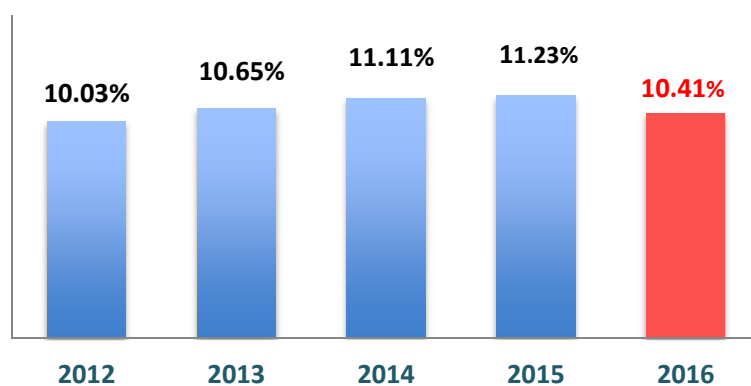


## EPS

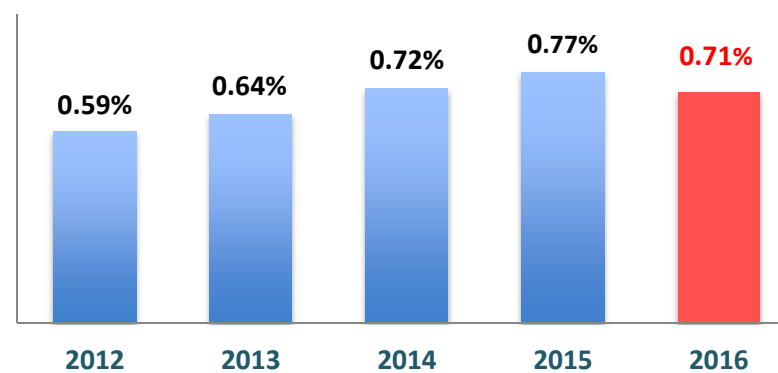
Unit: NT\$ dollars



## ROE



## ROA

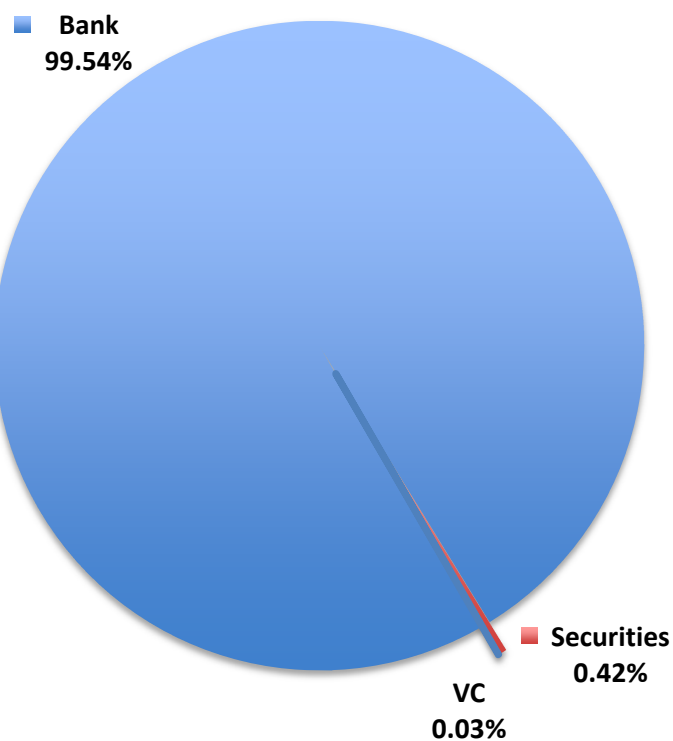


Note: 1. Net Profit was deducted by non-controllable portion  
2. Preliminary figures of Dec. 2016

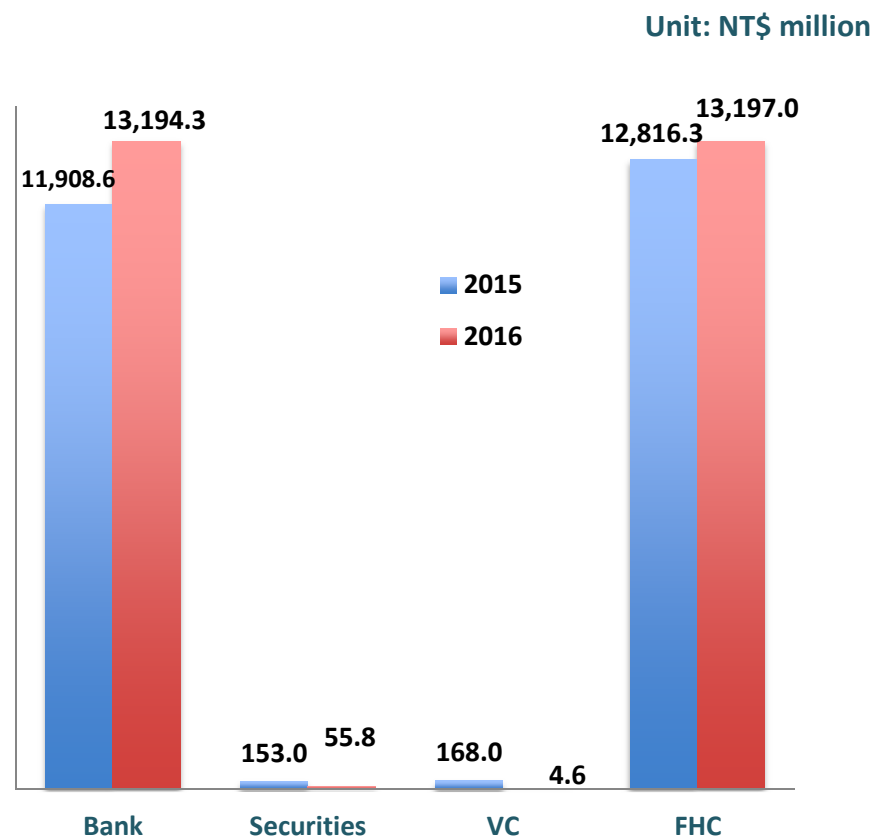


# 玉山金控及子公司獲利結構

## 各子公司獲利貢獻



## 金控及子公司稅後淨利比較

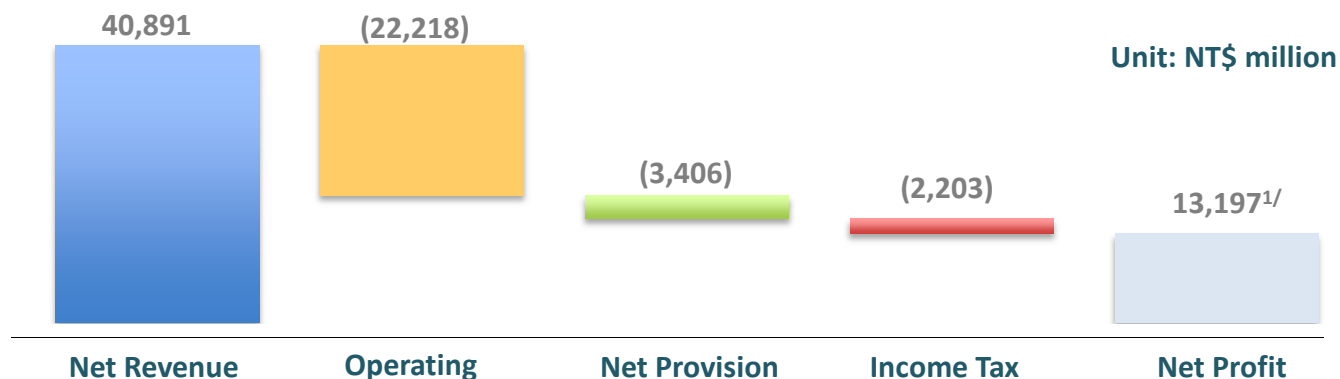


Note. 1. Preliminary figures of Dec. 2016  
2. Insurance Brokers has been merged to Bank in Mar. 2016

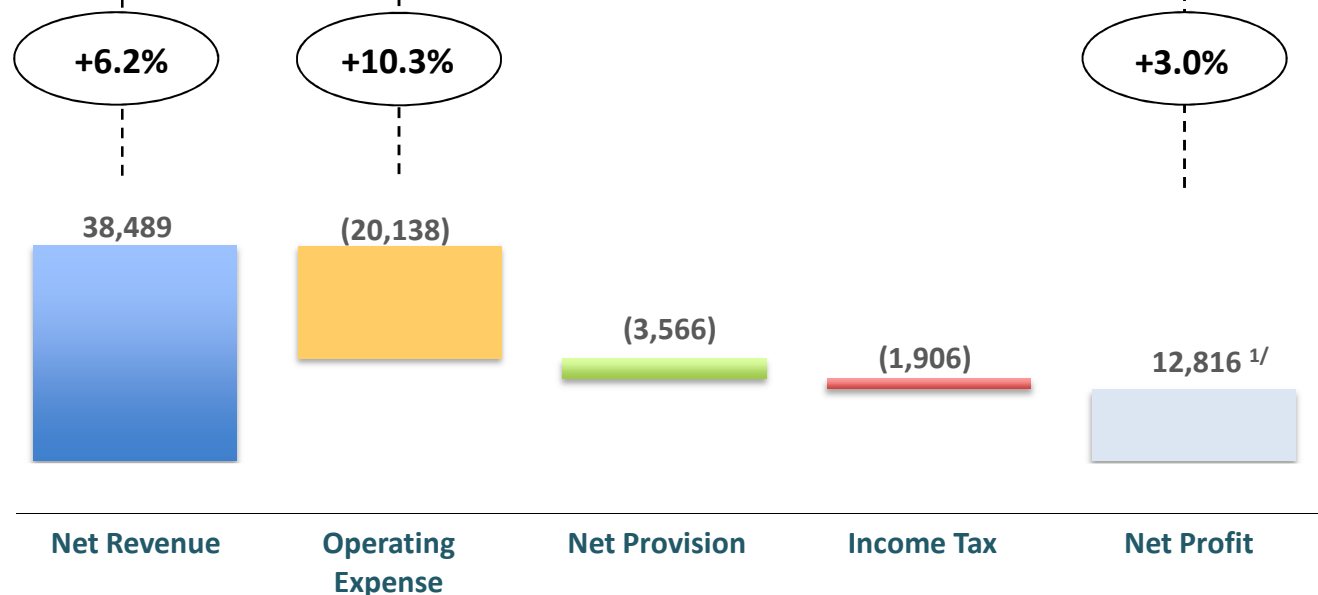


# 與去年同期獲利比較

## 2016 P&L



## 2015 P&L



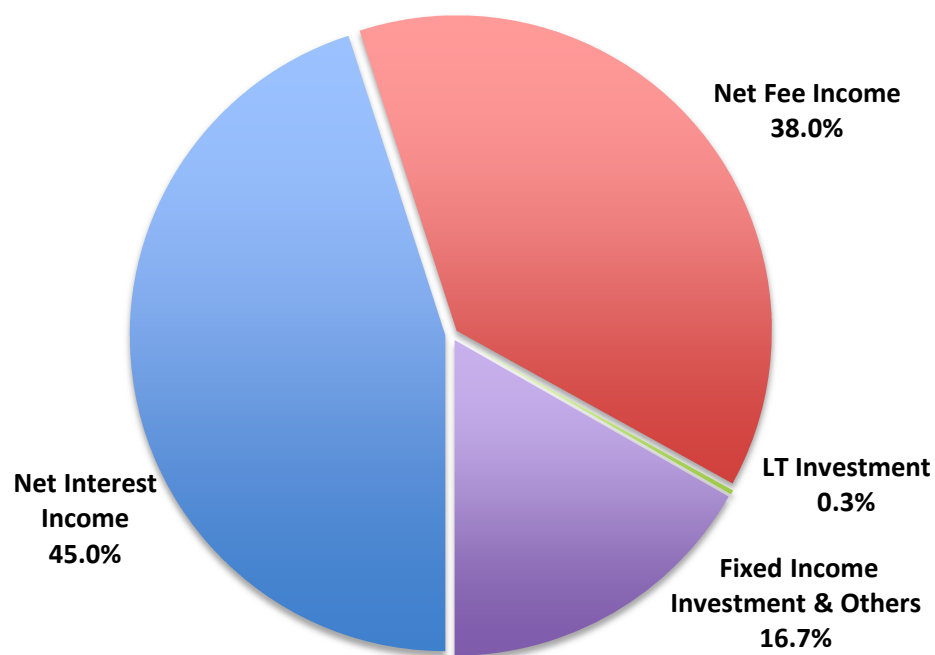
Note: 1. Net Profit is deduct non-controllable portion  
 2. Preliminary figures of Dec. 2016



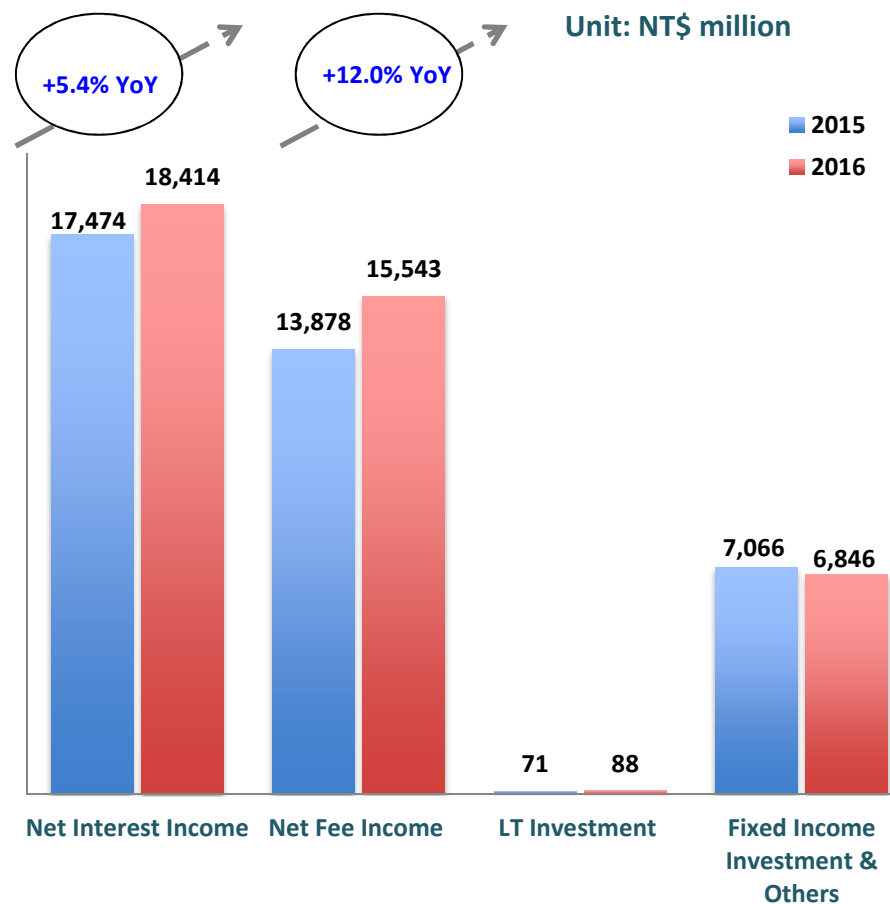


# 玉山金控淨收益結構

淨收益  
新台幣\$ 408.9億元



## 與去年同期比較

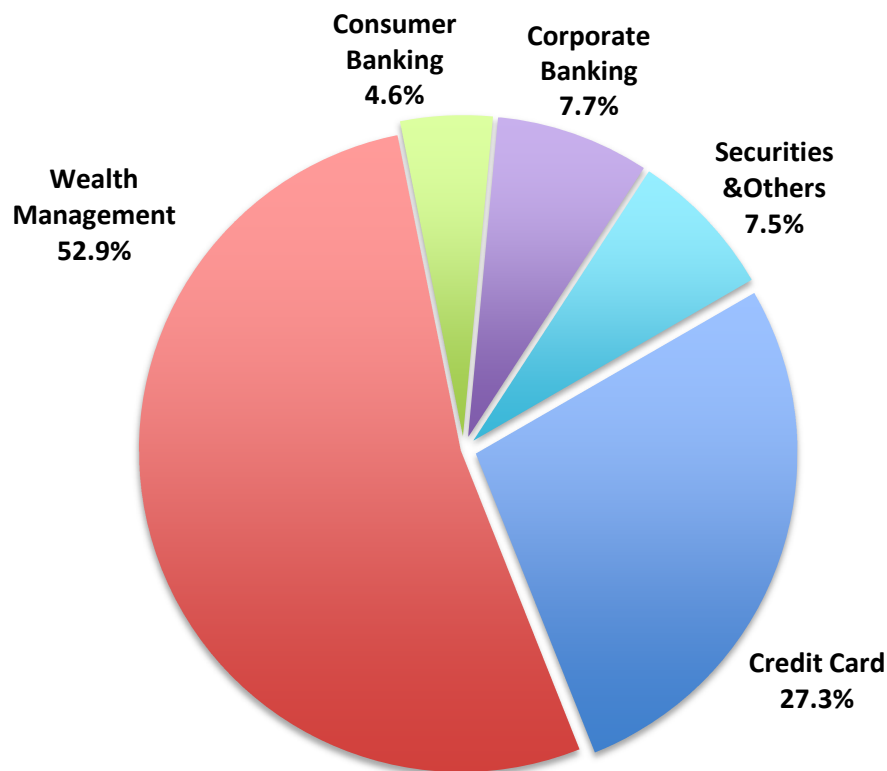


Note: Preliminary figures of Dec. 2016

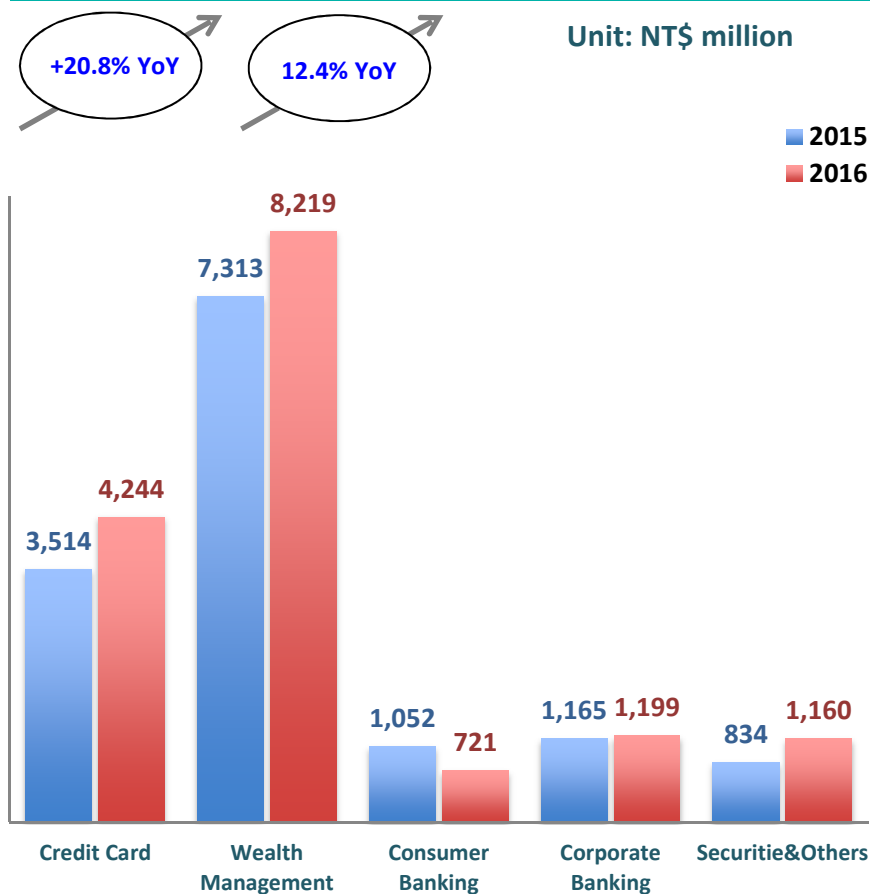


# 玉山金控淨手續費結構

淨手續費收入  
新台幣\$ 155.4億元



與去年同期比較



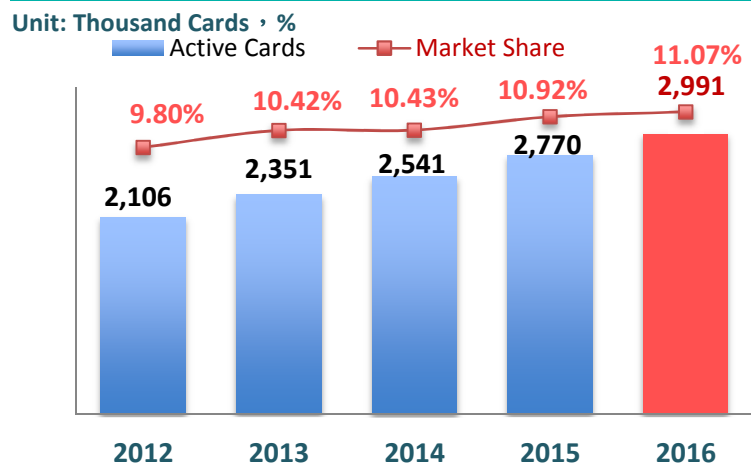
Note: 1. Preliminary figures of Dec. 2016

2. WM Including Bancassurance fee from Insurance Brokers

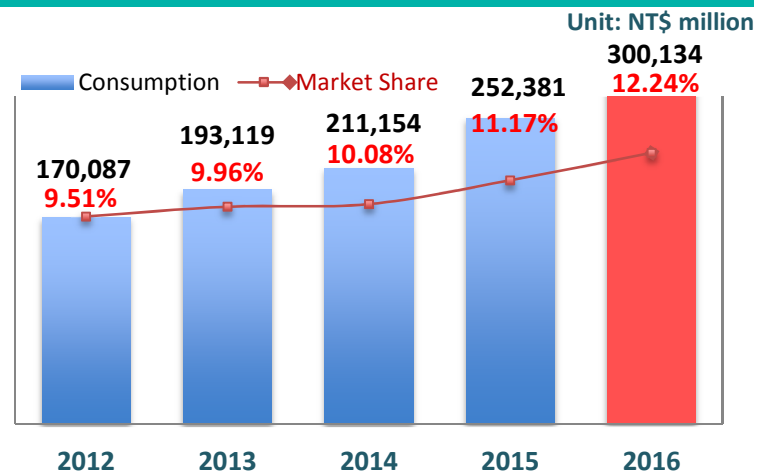


# 信用卡業務相關指標

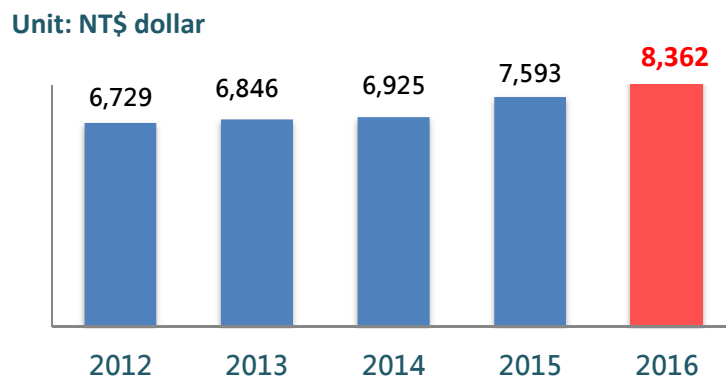
## Active Cards



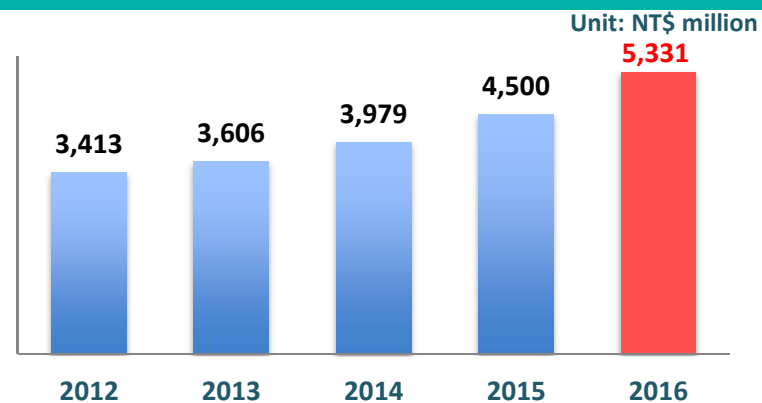
## Card Consumption



## Per Card Spending (Monthly)



## Gross Fee Income



Note: Market share of Nov. 2016



# 主要存放款業務比較

Unit: NT\$ Bn

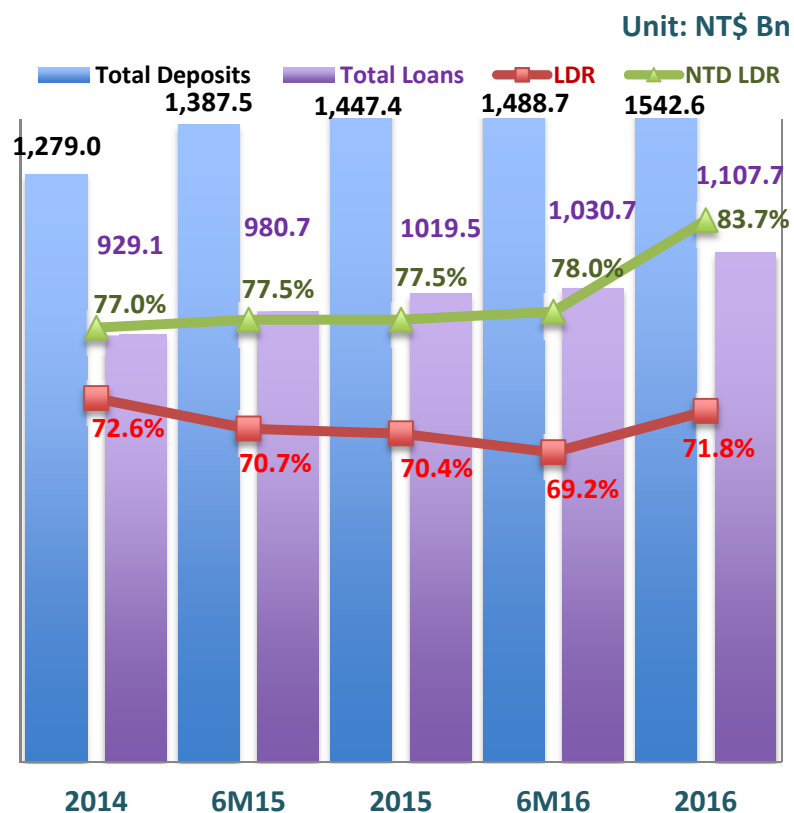
產品別	2016.12	QoQ Growth %	2016.9	YTD Growth %	2015
總存款	1,542.6	4.3%	1479.7	6.6%	1,447.4
台幣活期存款	725.2	4.4%	694.8	7.8%	672.9
台幣定期存款	423.3	3.2%	410.2	(2.0%)	431.8
外幣存款	394.0	5.2%	374.7	15.0%	342.6
總放款 <sup>1/</sup>	1,107.7	3.4%	1,071.1	9.2%	1,014.8
企業放款	552.3	3.4%	533.9	9.5%	504.4
中小企業放款	294.0	4.9%	280.3	11.8%	263.0
消金放款	555.5	3.4%	537.3	8.8%	510.4
房屋貸款	229.6	2.4%	224.3	2.8%	223.3
小額信貸	91.0	3.9%	87.6	14.2%	79.7
信用卡有效卡數('000s)	2,991	1.8%	2,937	8.0%	2,770
累積總簽帳金額	300.1	1.1%	224.2	18.9%	252.4
信用卡循環額	11.5	2.7%	11.2	10.6%	10.4

Note: Excluded loan balance of subsidiaries NT \$22.3 billion and credit card revolving balance

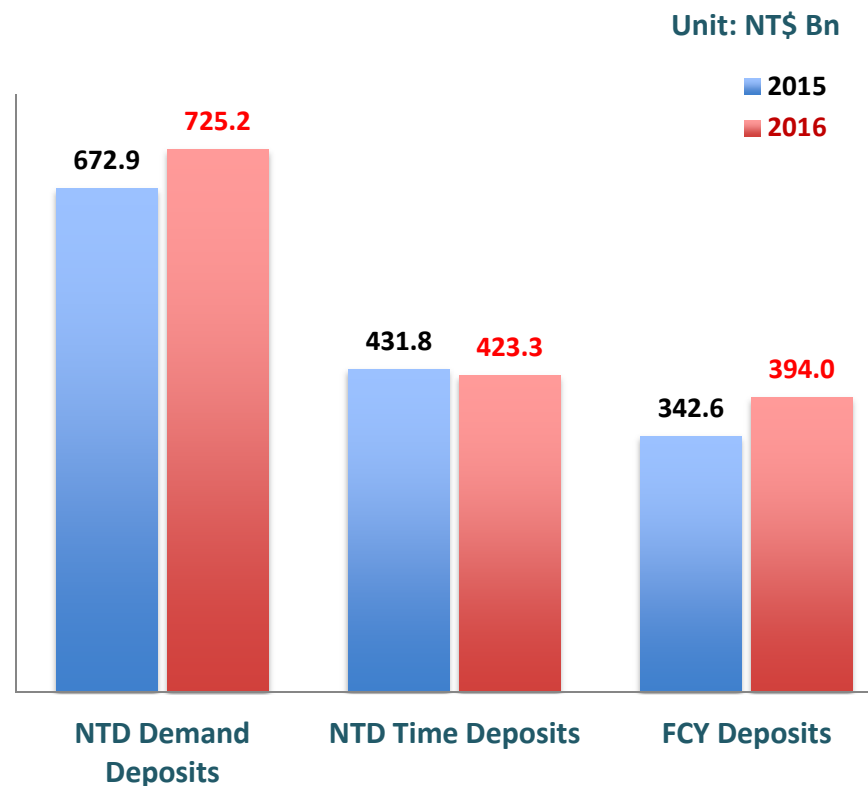


# 存款結構分析

## 存放比率



## 存款結構比較

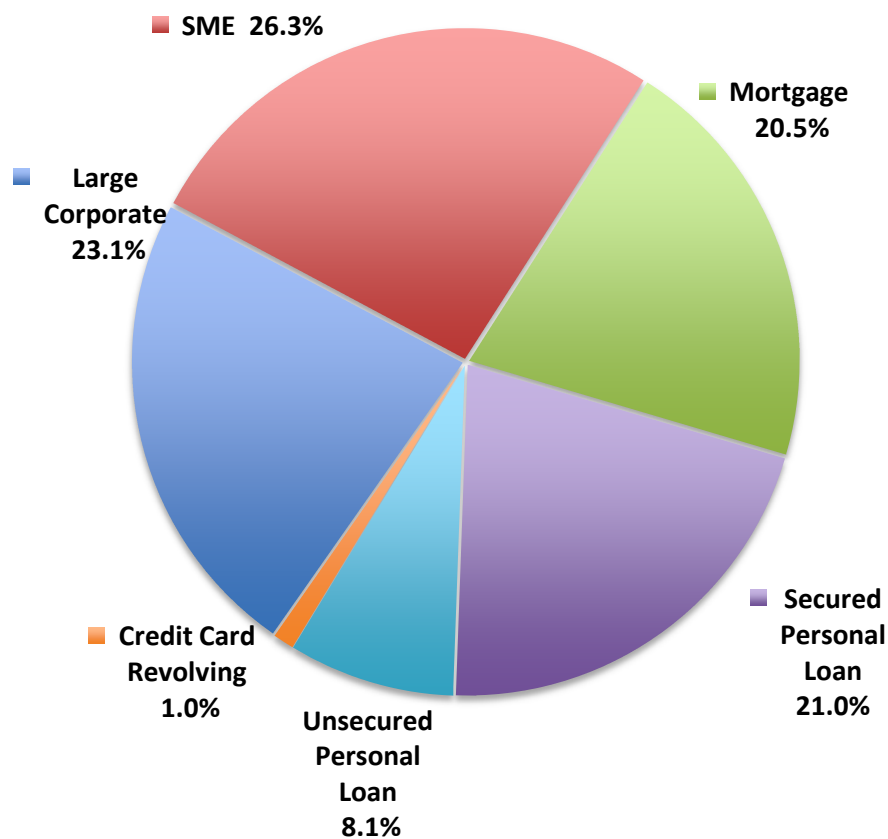


Note: 1. Excluded Credit card revolving balance  
 2. Financials of E.SUN Bank  
 3. Excluded deposit and loan of subsidiaries

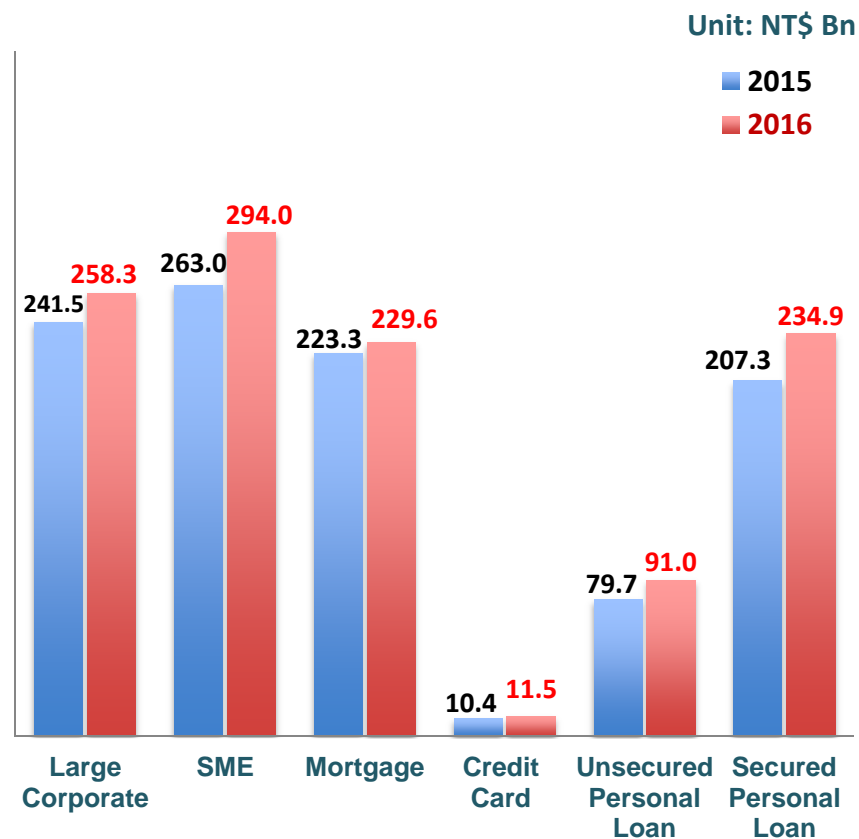


# 放款結構分析

總放款  
新台幣\$ 1兆1,192億元



與去年同期比較

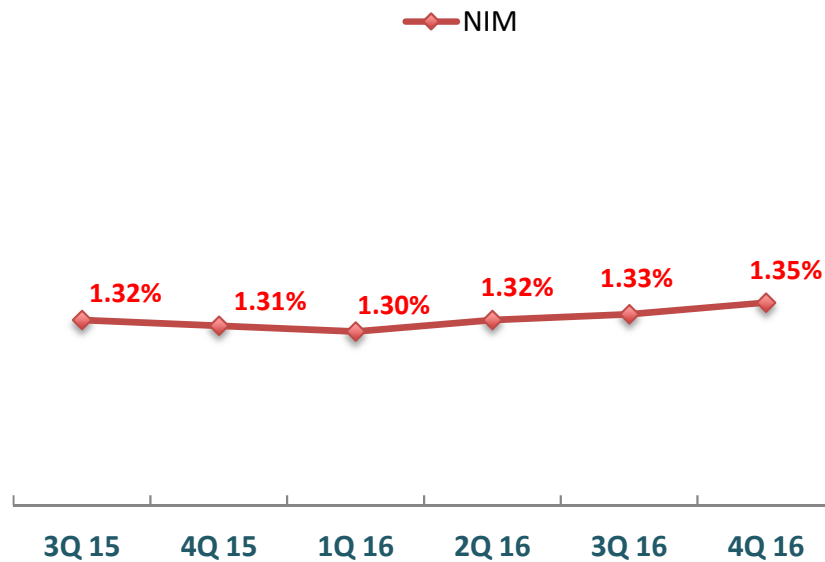


Note: 1. Secured Personal Loan is fully collateralized by fixed asset  
 2. Excluded loan of subsidiaries

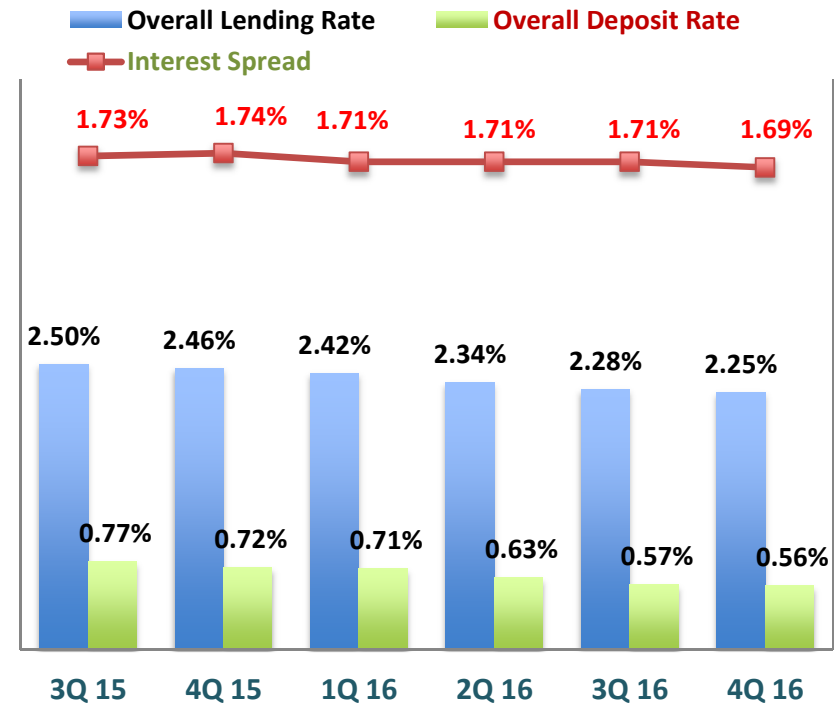


# NIM and Spread

## Quarterly Net Interest Margin



## Quarterly Interest Spread



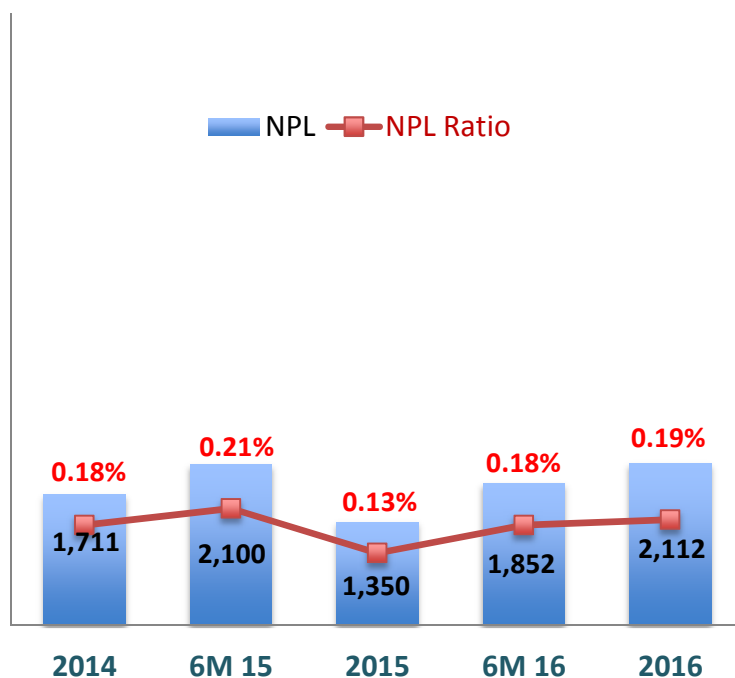
Note: 1. Financials of E.SUN Bank  
2. The net interest income restore the accounting treatment impact



# 優異的資產品質<sup>1/3</sup>

## NPL Ratio(%)

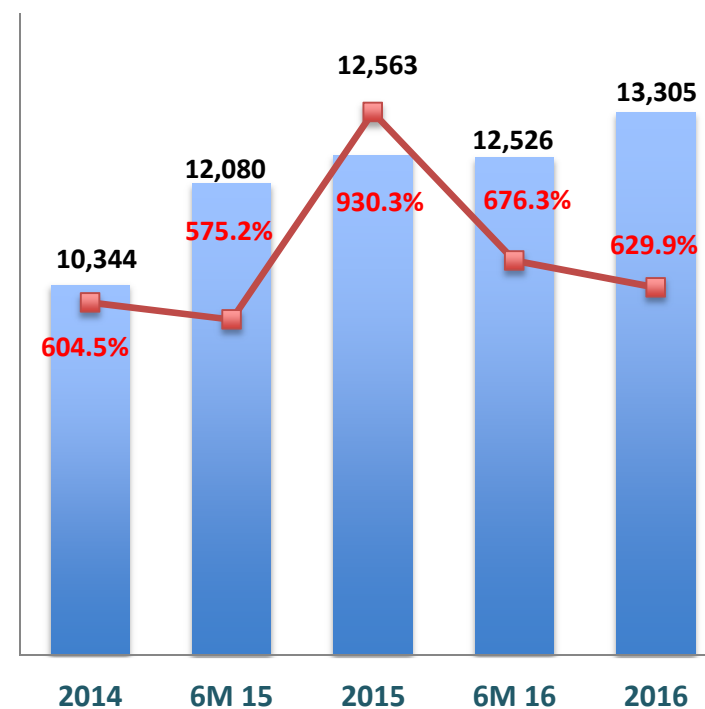
Unit: NT\$ million



## Coverage Ratio(%)

Unit: NT\$ million

Loan Loss Reserve Coverage Ratio



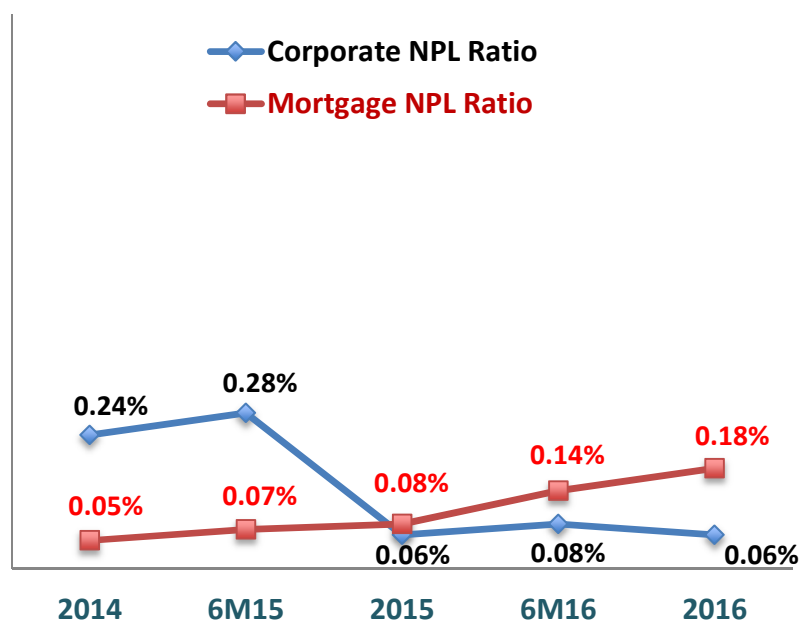
Note: Financials of E.SUN Bank



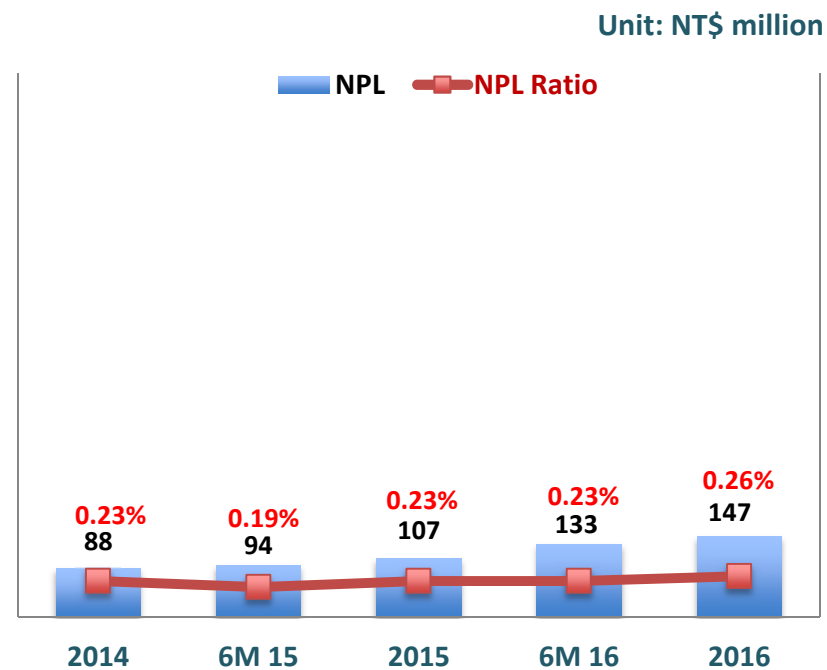


# 優異的資產品質<sup>2/3</sup>

## NPL Ratio for Major Products



## NPL Ratio for Credit Card

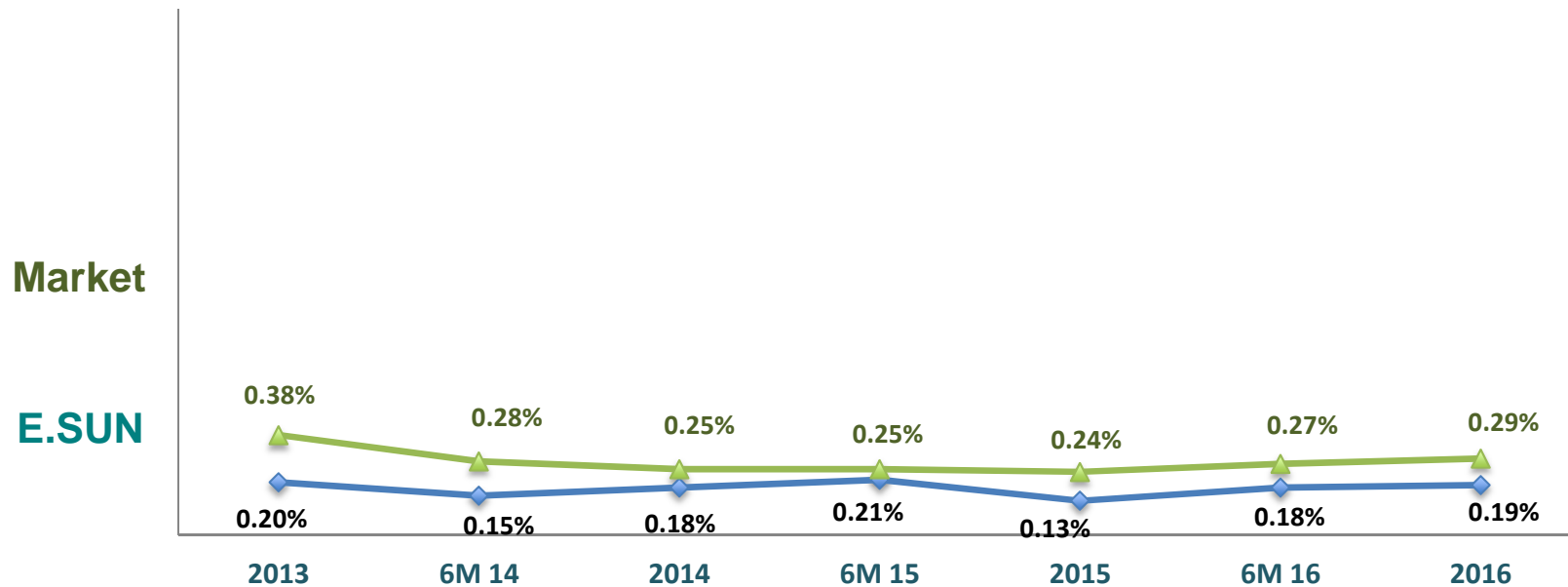


Note: Financials of E.SUN Bank



# 優異的資產品質<sup>3/3</sup>

## NPL Comparison with Market

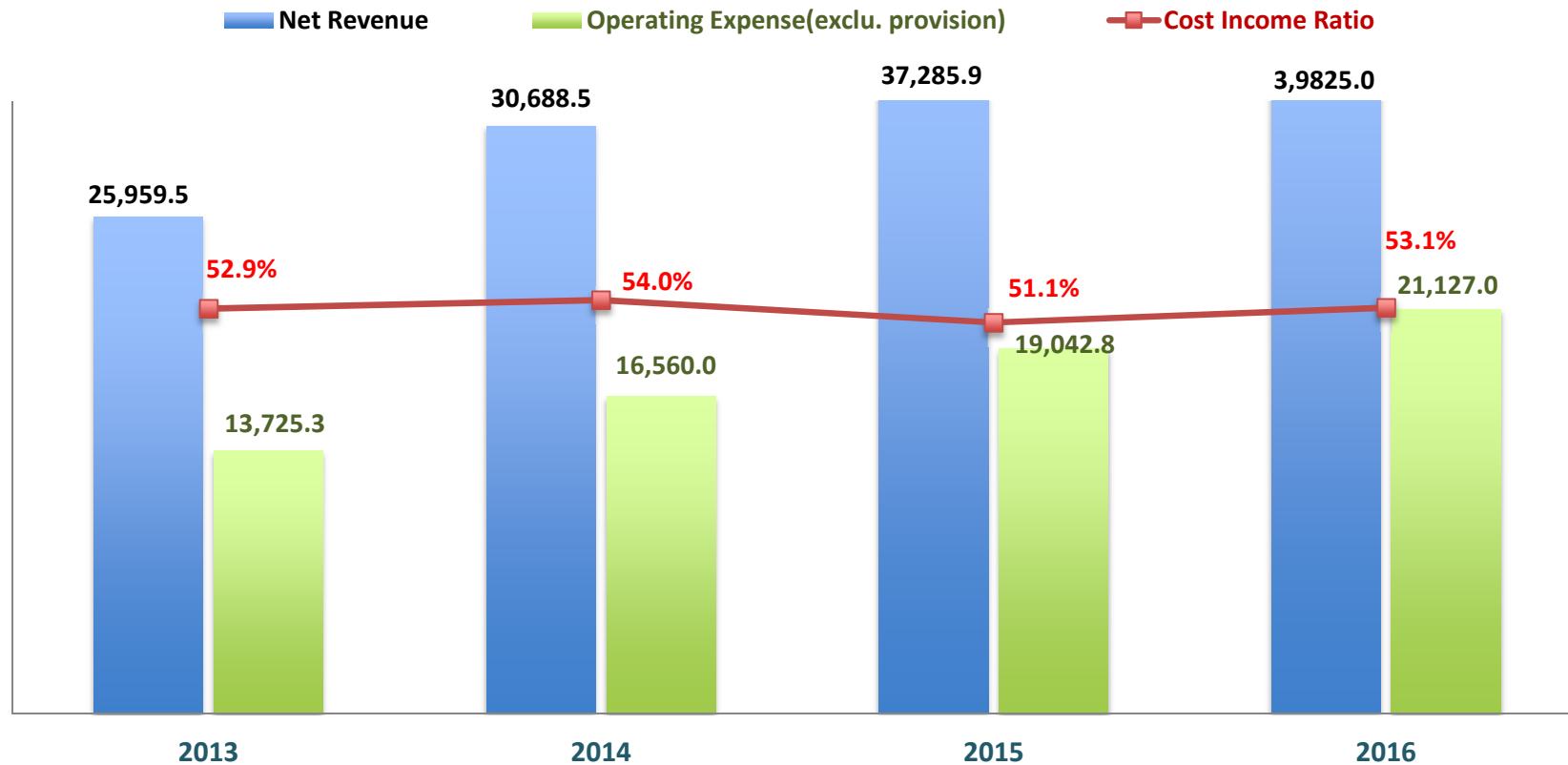


Source : FSC, Market figure of Nov. 2016



# 成本效率比

Unit: NT\$ million

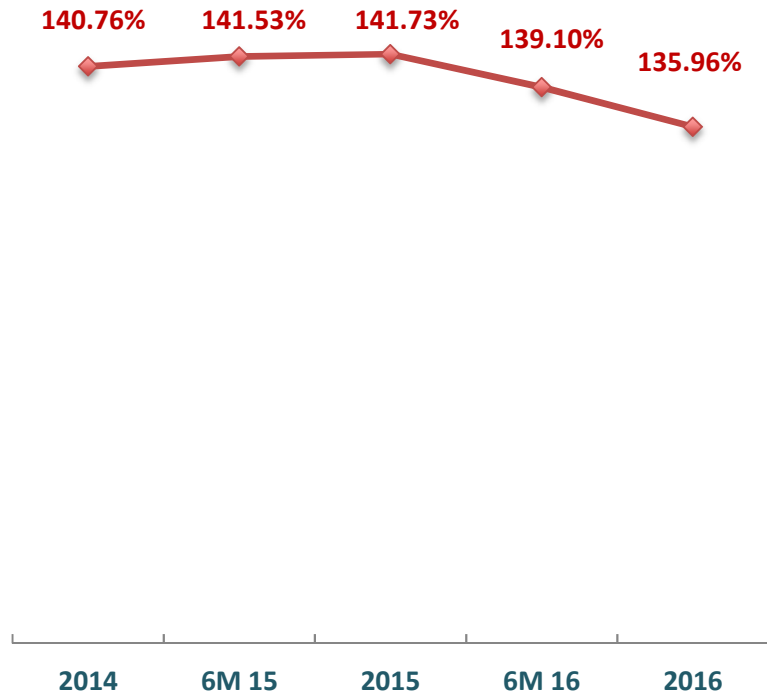


Note: 1. Preliminary figures of Dec. 2016  
2. Financials of E.SUN Bank

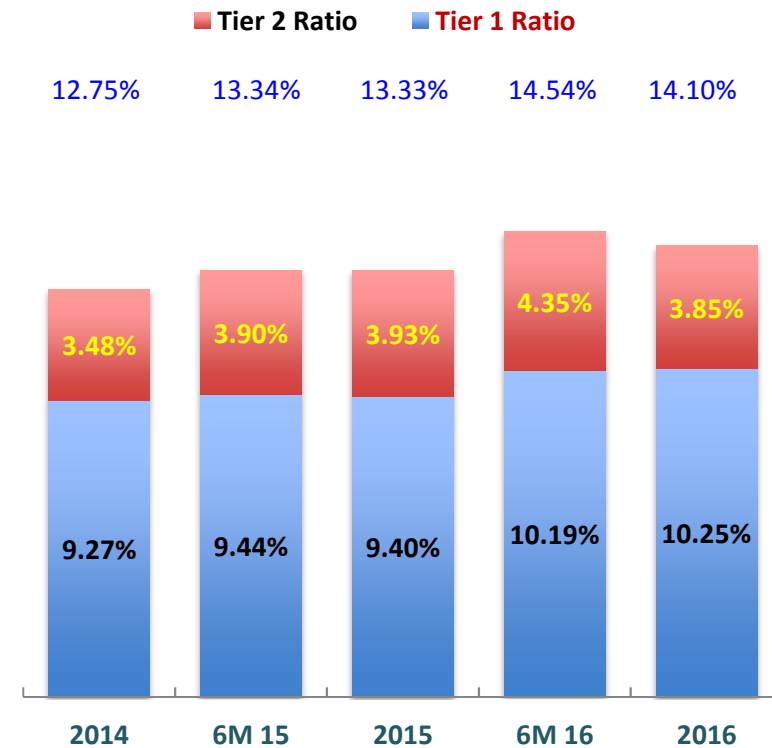


# 資本適足率

## FHC CAR Ratio



## Bank BIS Ratio



Note: 1. Preliminary figures of Dec. 2016

2. As consolidated basis



# Thank You

- ❖ If you wish to know more about E.SUN, please visit our website site ([www.esunfhc.com.tw](http://www.esunfhc.com.tw)) for more information.
- ❖ If you have further questions, please feel free to contact us through email or conference call
- ❖ For more information, please contact Investor Relations Department  
+8862 2175 1313 Ext 1346, 9347,9302  
[ir@email.esunbank.com.tw](mailto:ir@email.esunbank.com.tw)





## Appendix 1/6

### Balance Sheet of 4Q2016 for E.SUN FHC and its subsidiaries

NT\$ million	E.SUN Bank (consolidated)	E.SUN Sec. (Consolidated)	E.SUN VC	E.SUN FHC (Standalone)	E.SUN FHC (consolidated)
<b>Assets :</b>					
Cash and due from banks	125,732	686	507	468	124,949
Securities, net	503,158	211	547	0	512,126
Loans, net	1,117,960	0	0	0	1,117,960
A/R, net	80,778	7,944	0	81	88,681
LT investments, net	544	173	2,077	134,733	2,743
Land, premises and equipments, net	25,787	347	0	33	26,168
Others	22,226	2,152	526	2,214	16,291
<b>Total assets</b>	<b>1,876,185</b>	<b>11,513</b>	<b>3,657</b>	<b>137,529</b>	<b>1,888,918</b>
<b>Liabilities:</b>					
Deposits	1,615,652	0	0	0	1,554,965
Other liabilities	133,328	6,803	67	8,956	204,595
<b>Total liabilities</b>	<b>1,748,980</b>	<b>6,803</b>	<b>67</b>	<b>8,956</b>	<b>1,759,560</b>
<b>Total stockholders' equity</b>	<b>127,205</b>	<b>4,710</b>	<b>3,590</b>	<b>128,573</b>	<b>129,358</b>
<b>Total equity attributable to owners of the company</b>	<b>126,416</b>	<b>4,710</b>	<b>3,590</b>	<b>128,573</b>	<b>128,573</b>
Non-Controlling interests	789	0	0	0	785
<b>Total liabilities and stockholders' equity</b>	<b>1,876,185</b>	<b>11,513</b>	<b>3,657</b>	<b>137,529</b>	<b>1,888,918</b>

Note: Preliminary figures of Dec. 2016



## Appendix 2/6

### P&L of E.SUN FHC and its subsidiaries for 4Q2016

NT\$ million	E.SUN Bank (Consolidated)	E.SUN Sec. (Consolidated)	E.SUN VC	E.SUN FHC (Standalone)	E.SUN FHC (consolidated)
Operating income					
Net interest income	18,247	286	1	(121)	18,414
Net fee income	14,656	599	0	0	15,543
LT investment income	54	3	26	13,538	81
Net trading income/(loss) & Derivatives & FX	6,575	36	(2)	(37)	6,571
Others	293	96	1	71	282
Total Net Revenues	39,825	1,020	26	13,451	40,891
Allowance for bad-debt expenses	3,406	0	0	0	(3,406)
Operating expenses	21,127	(937)	(14)	(237)	(22,218)
Income before income tax	15,292	83	12	13,214	15,267
Income tax expenses	(2,098)	(27)	(7)	(17)	(2,203)
Net Income	13,194	56	5	13,197	13,064
Attributable to owners of the company	13,327	56	5	13,197	13,197
Attribute to former business under control	0	0	0	0	0
Non-controlling interests	(133)	0	0	0	(133)

Note: 1. Preliminary figures of Dec. 2016

2. Insurance Brokers was merged with Bank on March 25<sup>th</sup>, 2016



## Appendix 3/6

### E.SUN FHC's Balance Sheet (Consolidated)

NT\$ million	Yearly Results			Quarterly Results				
	2013	2014	2015	Dec 15	Mar 16	Jun 16	Sep 16	Dec 16
<b>Assets :</b>								
Cash and due from banks	79,252	89,638	104,113	104,113	96,705	88,346	86,116	124,949
Securities, net	352,114	420,897	469,508	469,508	517,090	548,099	515,775	512,126
Loans, net	828,238	934,614	1,021,995	1,021,995	1,017,679	1,038,719	1,080,228	1,117,960
A/R, net	62,895	73,088	78,562	78,562	76,731	84,218	79,367	88,681
LT investments, net	1,783	2,184	2,386	2,386	2,700	2,706	2,736	2,743
Land, premises and equipments, net	19,373	21,106	26,792	26,792	26,856	27,390	27,451	26,168
Others	37,382	24,893	71,928	71,928	64,604	54,940	52,175	16,291
<b>Total assets</b>	<b>1,381,037</b>	<b>1,566,420</b>	<b>1,775,284</b>	<b>1,775,284</b>	<b>1,802,365</b>	<b>1,844,418</b>	<b>1,843,848</b>	<b>1,888,918</b>
<b>Liabilities:</b>								
Deposits	1,150,369	1,280,692	1,456,394	1,456,394	1,476,395	1,497,509	1,493,485	1,554,965
Other liabilities	147,313	178,067	197,229	197,229	201,688	221,838	222,415	204,595
<b>Total liabilities</b>	<b>1,297,682</b>	<b>1,458,759</b>	<b>1,653,623</b>	<b>1,653,623</b>	<b>1,678,083</b>	<b>1,719,347</b>	<b>1,715,900</b>	<b>1,759,560</b>
<b>Total stockholders' equity</b>	<b>83,355</b>	<b>107,661</b>	<b>121,661</b>	<b>121,661</b>	<b>124,282</b>	<b>125,071</b>	<b>127,948</b>	<b>129,358</b>
<b>Total equity attributable to owners of the company</b>	<b>82,651</b>	<b>106,876</b>	<b>120,927</b>	<b>120,927</b>	<b>123,480</b>	<b>124,272</b>	<b>127,162</b>	<b>128,573</b>
<b>Non-Controlling interests</b>	<b>704</b>	<b>785</b>	<b>734</b>	<b>734</b>	<b>802</b>	<b>799</b>	<b>786</b>	<b>785</b>
<b>Total liabilities and stockholders' equity</b>	<b>1,381,037</b>	<b>1,566,420</b>	<b>1,775,284</b>	<b>1,775,284</b>	<b>1,802,365</b>	<b>1,844,418</b>	<b>1,843,848</b>	<b>1,888,918</b>

Note: Preliminary figures of Dec. 2016





# Appendix 4/6

## E.SUN FHC's P&L account (Consolidated)

NT\$ million	Yearly Results			Quarterly Results				
	2013	2014	2015	4Q15	1Q16	2Q16	3Q16	4Q16
Operating income								
Net interest income	13,035	15,485	17,474	4,514	4,329	4,528	4,751	4,806
Net Fee income	9,124	11,470	13,878	3,326	3,459	3,825	4,373	3,886
LT investment income	308	121	71	1	26	6	56	(7)
Net trading income/(loss) & Derivatives & FX	4,359	5,602	7,378	1,834	1,777	1,625	1,659	1,510
Others	(79)	77	(312)	(513)	14	31	32	205
<b>Total Net Revenues</b>	<b>26,747</b>	<b>32,755</b>	<b>38,489</b>	<b>9,162</b>	<b>9,605</b>	<b>10,015</b>	<b>10,871</b>	<b>10,400</b>
Allowance for bad-debt expenses	(1,707)	(2,034)	(3,566)	(779)	(33)	(541)	(1,028)	(1,804)
Operating expenses	(14,826)	(17,950)	(20,138)	(5,587)	(5,167)	(5,397)	(5,636)	(6,018)
Income before income tax	10,214	12,771	14,785	2,796	4,405	4,077	4,207	2,578
Income tax expenses	(1,798)	(2,166)	(1,906)	(361)	(689)	(560)	(726)	(228)
<b>Net Income</b>	<b>8,416</b>	<b>10,605</b>	<b>12,879</b>	<b>2,435</b>	<b>3,716</b>	<b>3,517</b>	<b>3,481</b>	<b>2,350</b>
Income Attributable to owners of the company	8,416	10,529	12,816	2,422	3,698	3,546	3,474	2,479
Attribute to former business under control	-	-	-	-	-	-	-	-
Non-Controlling interests	-	76	63	13	18	(29)	7	(129)

Note: Preliminary figures of Dec. 2016



## E.SUN Bank's Balance Sheet

NT\$ million	Yearly Results			Quarterly Results				
	2013	2014	2015	Dec 15	Mar 16	Jun 16	Sep 16	Dec 16
<b>Assets :</b>								
Cash and due from banks	79,225	89,599	103,947	103,947	96,603	88,342	86,046	125,732
Securities, net	350,833	417,344	467,481	467,481	516,351	546,517	513,982	503,158
Loans, net	828,238	934,614	1,021,995	1,021,995	1,017,679	1,038,719	1,080,228	1,117,960
A/R, net	56,093	65,392	71,523	71,523	68,859	76,924	71,682	80,778
LT investments, net	521	546	542	542	541	538	538	544
Land, premises and equipments, net	18,487	20,247	26,156	26,156	26,935	26,719	26,819	25,787
Others	35,516	24,202	68,986	68,986	60,295	52,156	49,880	22,226
<b>Total assets</b>	<b>1,368,913</b>	<b>1,551,944</b>	<b>1,760,630</b>	<b>1,760,630</b>	<b>1,787,263</b>	<b>1,829,915</b>	<b>1,829,175</b>	<b>1,876,185</b>
<b>Liabilities:</b>								
Deposits	1,157,060	1,284,728	1,457,201	1,457,201	1,478,221	1,502,420	1,495,822	1,615,652
Other liabilities	128,399	161,708	185,171	185,171	187,812	205,416	207,925	133,328
<b>Total liabilities</b>	<b>1,285,459</b>	<b>1,446,436</b>	<b>1,642,372</b>	<b>1,642,372</b>	<b>1,666,033</b>	<b>1,707,836</b>	<b>1,703,747</b>	<b>1,748,980</b>
<b>Total stockholders' equity</b>	<b>83,454</b>	<b>105,508</b>	<b>118,258</b>	<b>118,258</b>	<b>121,230</b>	<b>122,079</b>	<b>125,428</b>	<b>127,205</b>
Total equity attributable to owners of the company	82,750	104,723	116,391	116,391	120,423	121,274	124,635	126,416
Non-Controlling interests	704	785	1,133	1,133	807	805	793	789
Attribute to former business under control	-	-	734	734				
<b>Total liabilities and stockholders' equity</b>	<b>1,368,913</b>	<b>1,551,944</b>	<b>1,760,630</b>	<b>1,760,630</b>	<b>1,787,263</b>	<b>1,829,915</b>	<b>1,829,175</b>	<b>1,876,185</b>

Note: 1. Preliminary figures of Dec. 2016

2. E.SUN IB merged into E.SUN Bank on Mar. 16 and therefore restate the financial statement of '15, in which Q1~Q3 were reviewed by CPA. .



## Appendix 6/6

### E.SUN Bank's P&L account

NT\$ million	Yearly Results			Quarterly Results				
	2013	2014	2015	4Q15	1Q16	2Q16	3Q16	4Q16
Operating income								
Net interest income	12,887	15,286	17,253	4,469	4,289	4,486	4,709	4,763
Fee income	7,929	9,910	13,190	3,147	3,294	3,680	4,220	3,462
LT investment income	49	48	45	0	5	6	43	0
Net trading income/(loss) & Derivatives & FX	4,969	5,318	6,522	1,236	1,904	1,540	1,756	1,375
Others	125	127	276	11	23	39	37	194
Total Net Revenues	25,959	30,689	37,286	8,863	9,515	9,751	10,765	9,794
Allowance for bad-debt expenses	(1,707)	(2,034)	(3,566)	(779)	(32)	(540)	(1,029)	5,007
Operating expenses	(13,725)	(16,560)	(19,043)	(5,322)	(4,916)	(5,151)	(5,381)	36,575
Income before income tax	10,527	12,095	14,677	2,762	4,567	4,060	4,355	2,310
Income tax expenses	(1,680)	(1,814)	(1,947)	(382)	(667)	(557)	(729)	(145)
Net Income	8,847	10,281	12,730	2,380	3,900	3,503	3,626	2,165
Attributable to owners of the company	8,847	10,205	11,908	2,204	3,736	3,532	3,618	2,441
Attribute to former business under control	-	-	759	163	146	-	-	-
Non-controlling interests	-	76	63	13	18	(29)	8	(130)

Note: 1. Preliminary figures of Dec. 2016

2. E.SUN IB merged into E.SUN Bank on Mar. 16 and therefore restate the financial statement of '15, in which Q1~Q3 were reviewed by CPA. .