



E.SUN FHC Financial Review of 4Q 2020



Disclaimer

This Presentation is provided by E.SUN Financial Holding Co., Ltd. ('E.SUN FHC'). E.SUN makes no guarantee or warranties as to the accuracy or correctness of all the material contained. After this presentation is released to the public, we undertake no obligation to update any relevant data to reflect any change hereafter.

This presentation may contain forward-looking statements. Statements that are not historical facts, including statements relating to the implementation of strategic initiatives, future business development and economic performance are forward-looking statements. Those statements involve uncertainties, risks, assumptions and other factors that could cause actual developments and results to differ materially from our statement in this presentation.



Agenda

- 2020 4Q Financial Performance
- 2020 4Q Business Operation Overview
- Appendix



E.SUN FHC Summary

		Unit : NT\$ million	
		2020.12/ ¹	2019.12
Total Assets	FHC	2,971,581	2,498,358
	Bank	2,946,665	2,481,011
	Securities	21,688	14,991
	Venture Capital	4,143	3,462
Key Financials	Book value per share (NT\$)	14.44	14.89
	Double Leverage Ratio	103.40%	103.88%
	FHC CAR	136.54%	126.10%
Channels	Bank – domestic	139	139
	Oversea channels	Branch: HK, LA, Singapore, Vietnam, Myanmar, Japan, Sydney, Brisbane Subsidiary: China and Cambodia (UCB) Representative office in Hanoi 28 overseas sites	
	Securities - branches	16	17

Note: 1. Preliminary figures of Dec. 2020

2. Share owned by QFII: 37.04%, as of Dec. 31, 2020



2020 Business and Financial Review

Financial Performance

- In 2020, E.SUN FHC's preliminary net revenue was NT\$56.3 billion, up 3.2%. Net profit NT\$18.0 billion, down by 10.4%. ROE 10.17%, EPS NT\$1.43.
- E.SUN Bank's ROE was 9.47%, the 2nd highest among banks under FHCs. E.SUN Securities' net profit grew by 82.5%, and E.SUN VC's net profit grew by 699.8%.

Business Operation

- Net fee income set record high NT\$19.8 billion (+5.9%) and managed to grow for the 12th consecutive year. E.SUN was the 2nd highest among peers in volume and increment of fee income.
- WM fee income NT\$9.2 billion grew by 9.3% and was record high. E.SUN will continue to enhance digital WM platform and to develop private banking service.
- Credit card consumption grew by 9.8% and had the highest increased volume among peers.
- Business scale maintained healthy growth. Loan balance rose by 12.3% and FX deposit grew by 14.2%.
- Asset quality: NPL ratio was 0.19% and coverage ratio was 656.3%.

Highlights

- Fintech & digital banking : number of active digital customers grew by 20%; “e.Fingo” digital banking membership was launched to integrate Fintech products and improve user experience.
- Excellence in ESG: listed in DJSI for the 7th consecutive year, leading Taiwan banking industry. Received AA rating from MSCI ESG for the 4th straight year and Taiwan Corporate Sustainability Awards 6 years in a row.



Our approach to ESG

Environmental

- Launched an **ESG initiative** with Taiwanese leading companies to promote sustainability
- First bank to adopt **TCFD** and quantified climate change risks and opportunities
- The **highest** green bond issuance in New Taiwan Dollars and foreign currencies
- Issued **2.6** million carbon neutral credit cards, target to achieve 100% carbon neutral by 2025

Social

- **158** golden seed libraries benefiting 93 thousand students
- Awarding scholarship to outstanding talents for **16** consecutive years
- Hosting E.SUN CUP National AAA Baseball Tournament for **14** years

Governance

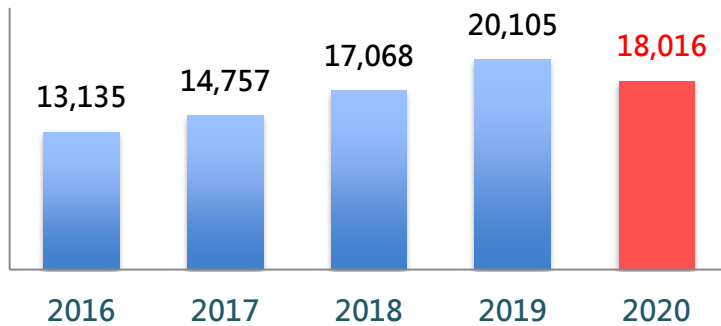
- Set up **Sustainable Development Committee** (original CSR Committee), added climate change and human rights task force units under the committee.
- First Taiwanese company that adopted **GRI** and **SASB** for sustainability report



Financial Performance

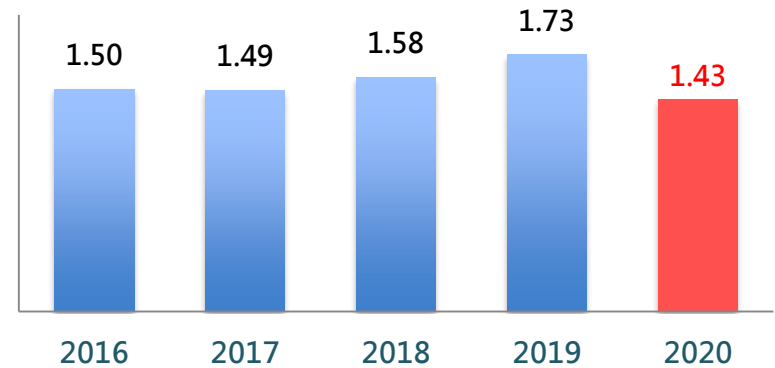
Net Profit

Unit: NT\$ million

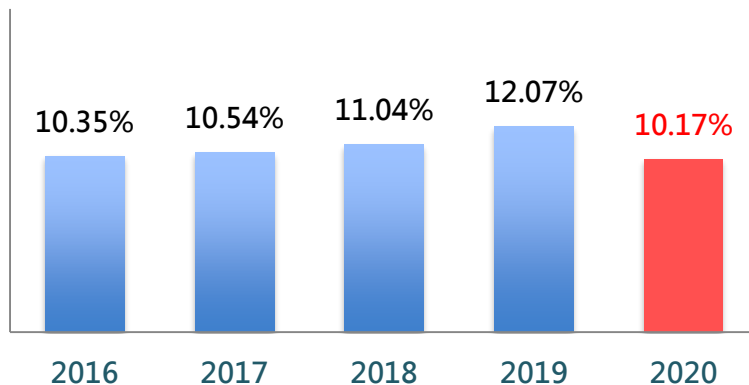


EPS

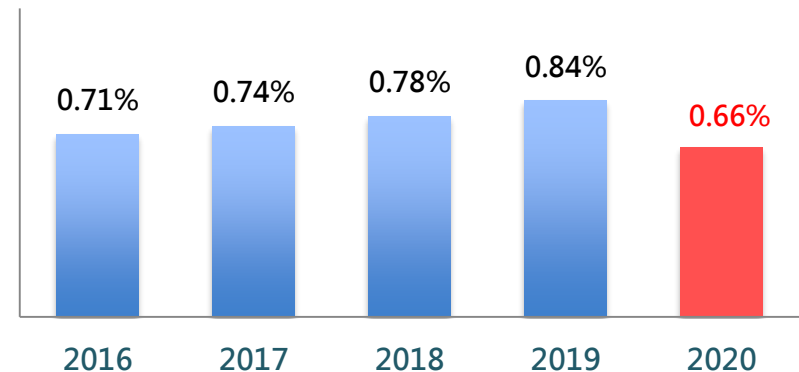
Unit: NT\$ dollars



ROE



ROA

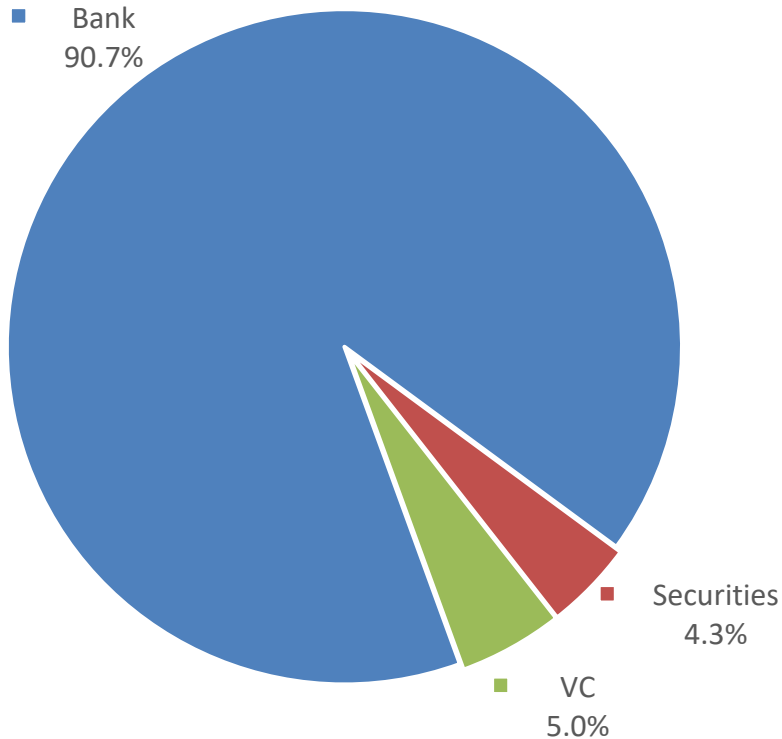


Note: Preliminary figures of Dec. 2020



Net Income of FHC & its Subsidiaries

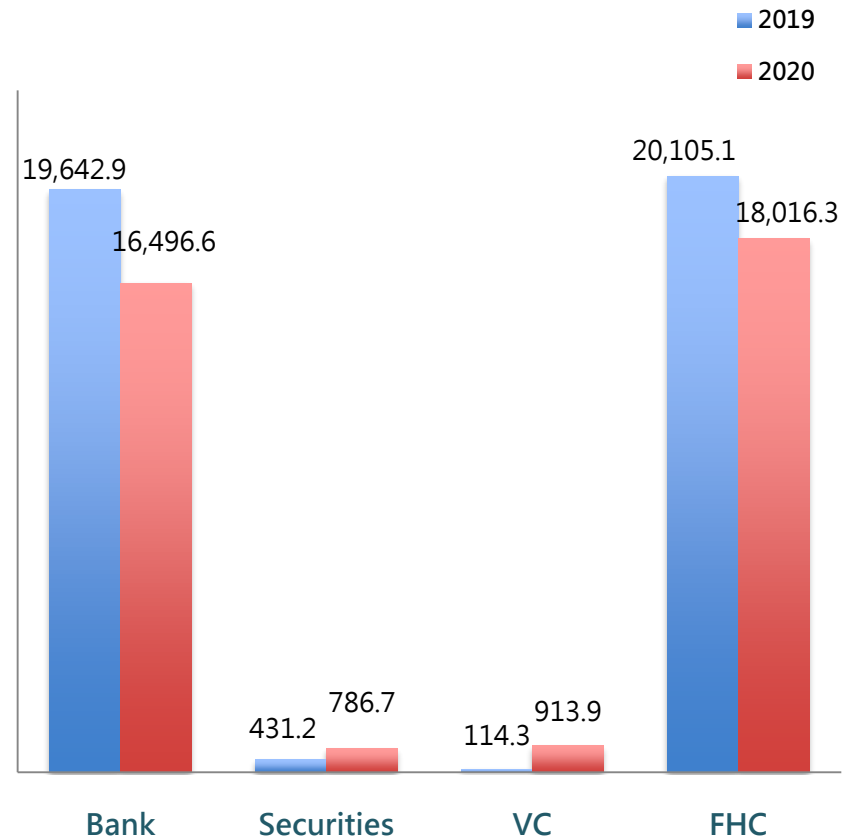
Contribution by Subsidiaries



Note: Preliminary figures of Dec. 2020

Net Income of FHC and its Subsidiaries

Unit: NT\$ million

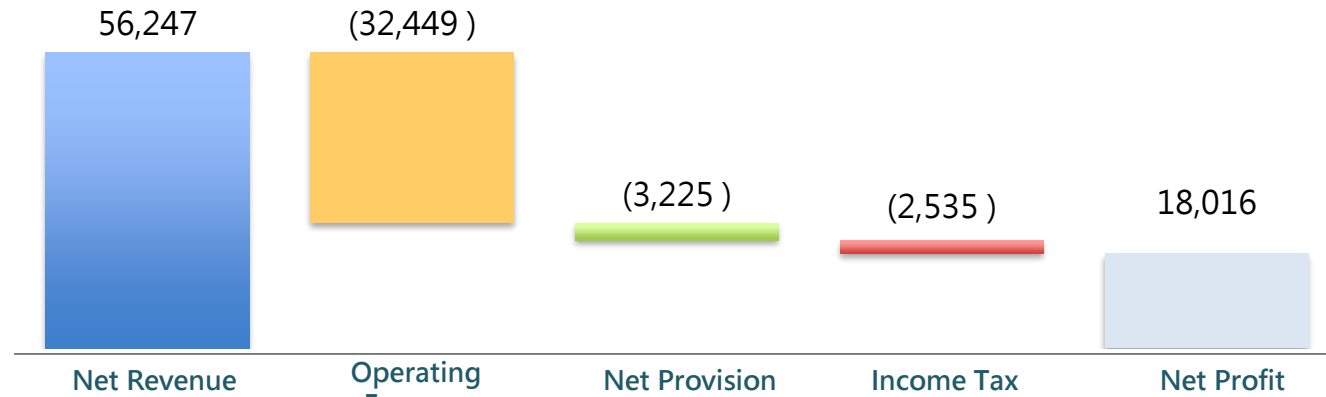




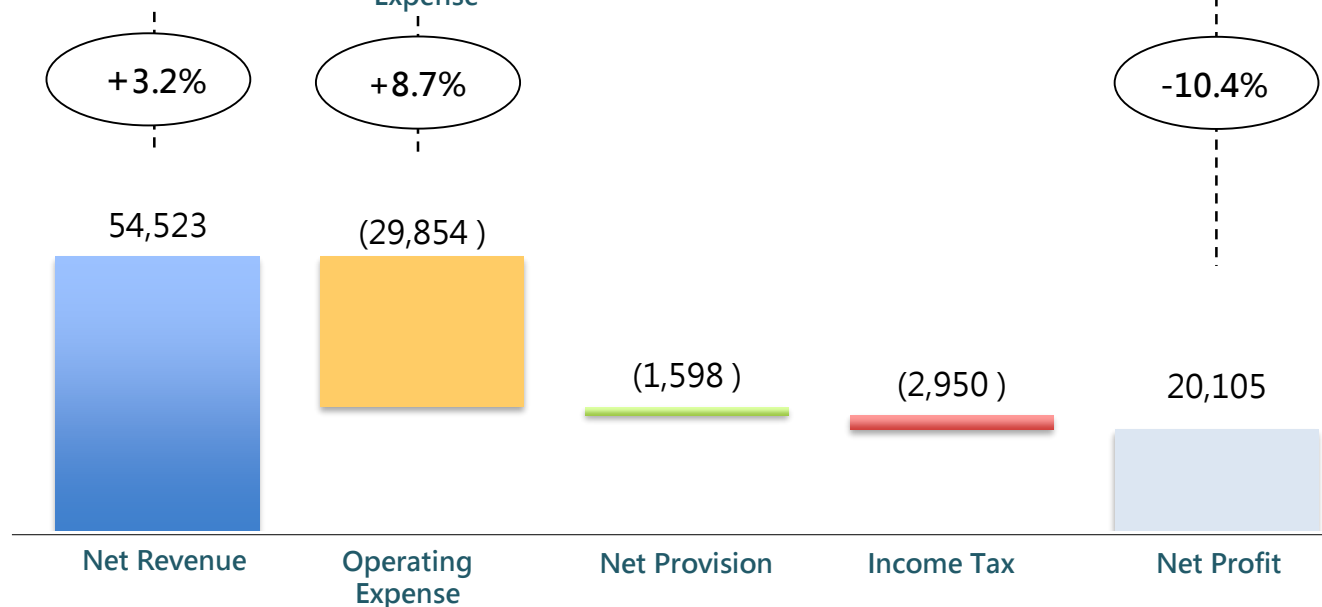
Net Profit Breakdown

Unit: NT\$ million

2020 P&L



2019 P&L



Note: Preliminary figures of Dec. 2020

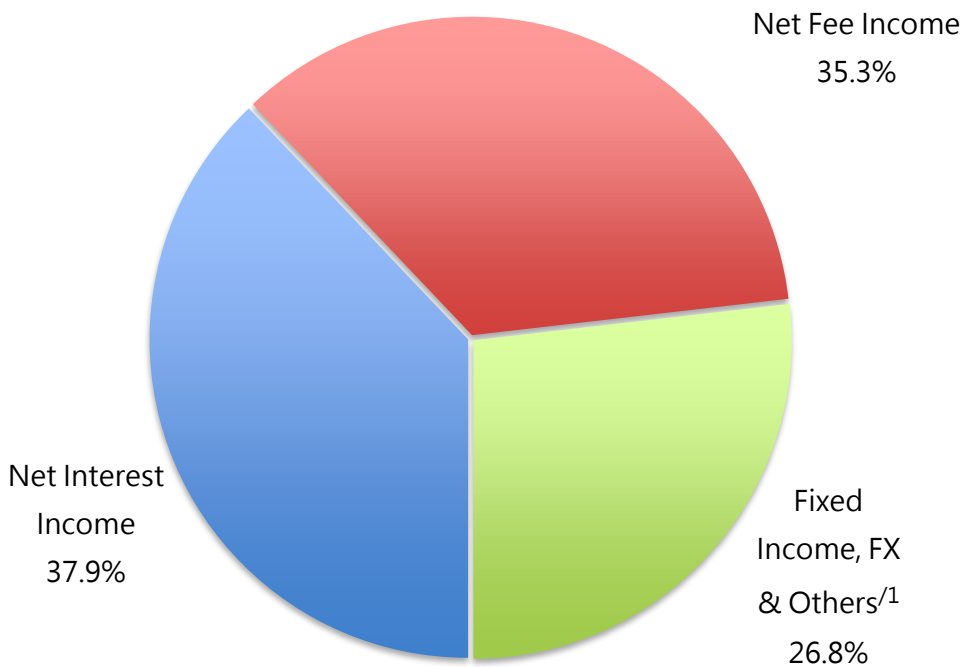


FHC Revenue Breakdown

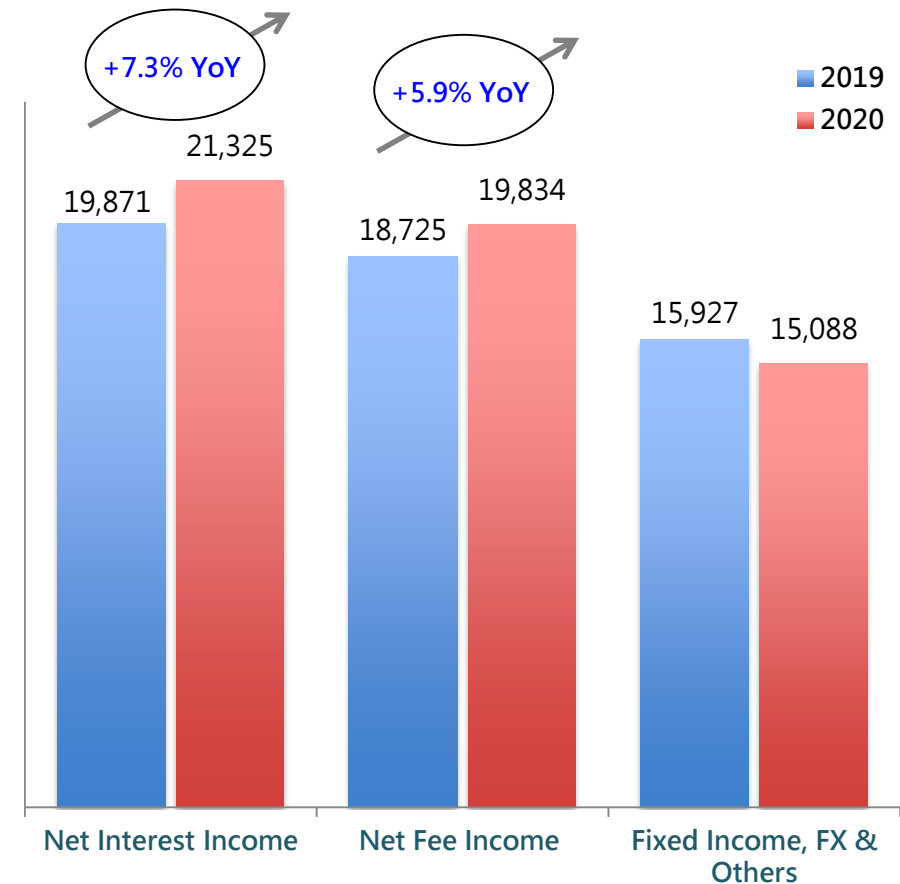
Total Net Revenue
NT\$ 56,247 million

YoY Comparison

Unit: NT\$ million



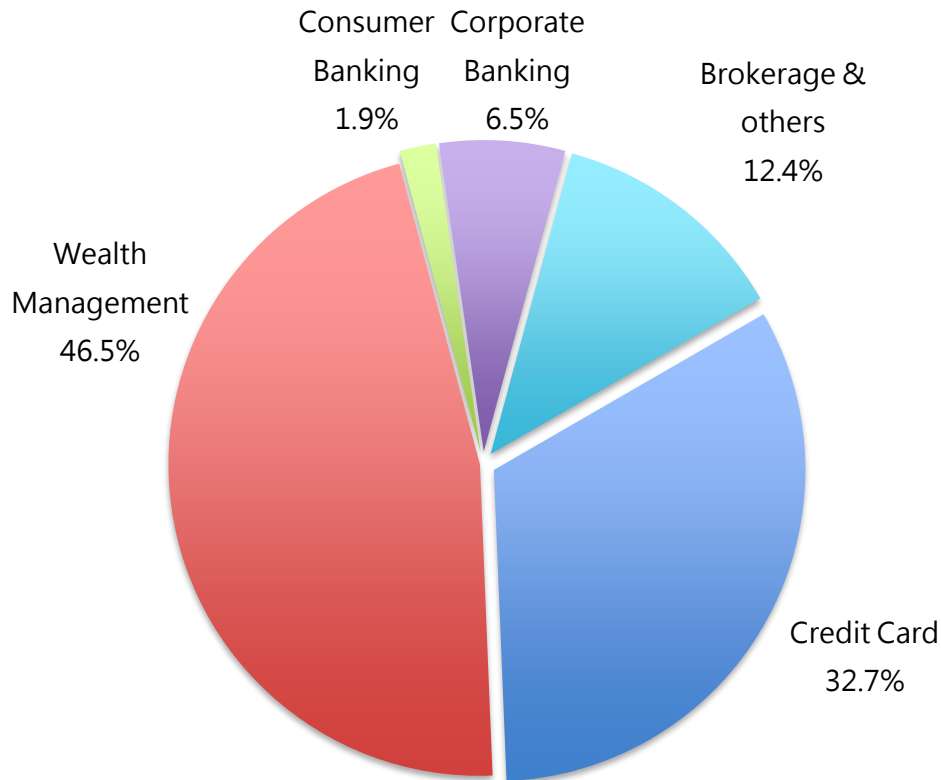
Note: 1. 62.2% of "Fixed income, FX & Others" is associated with fixed income investment
2. Preliminary figures of Dec. 2020





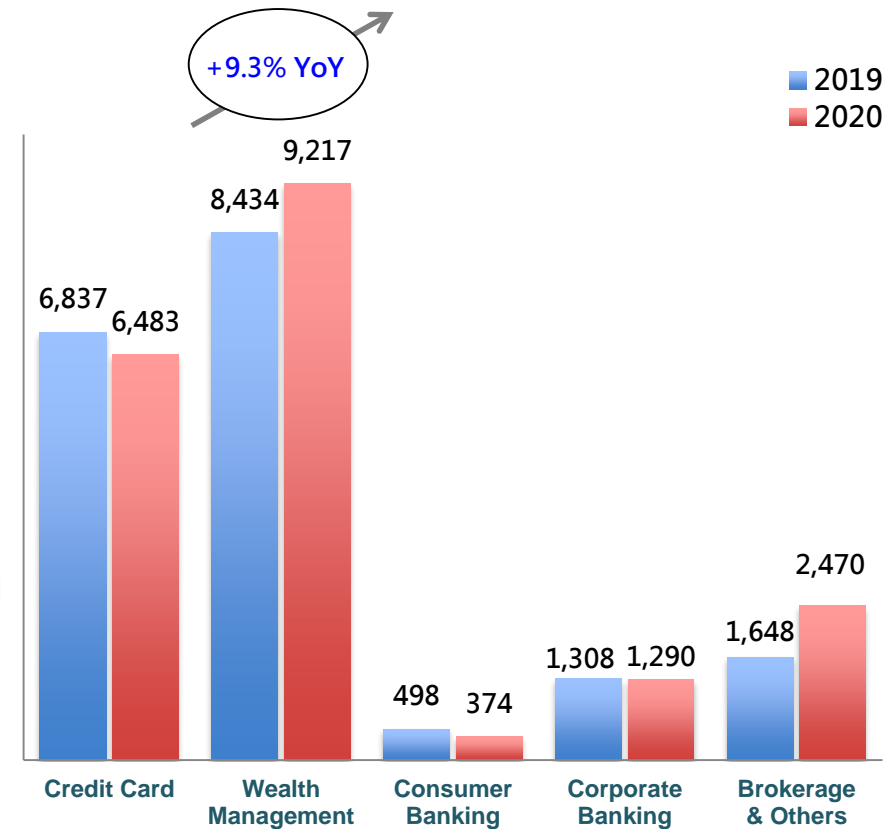
Net Fee Income Breakdown

Total Net Fee Income
NT 19,834 million



YoY Comparison

Unit: NT\$ million



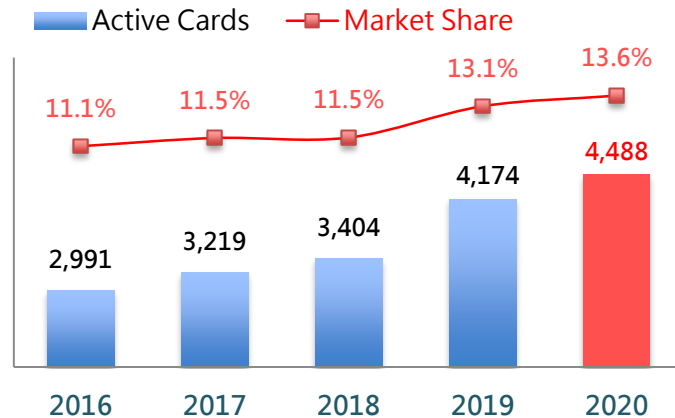
Note: Preliminary figures of Dec. 2020



Credit Card Business Breakdown

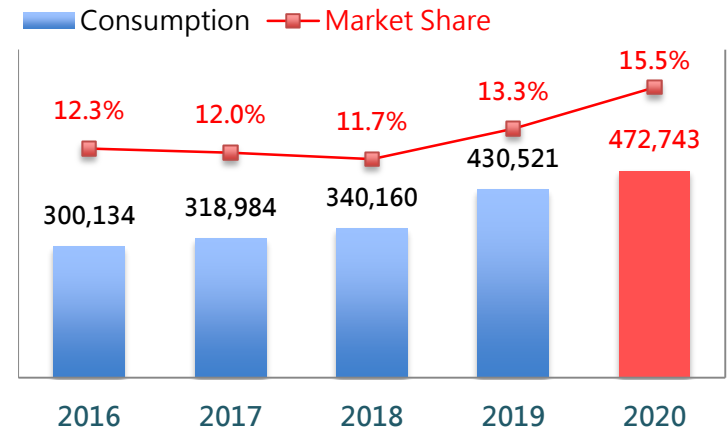
Active Cards

Unit: Thousand Cards, %



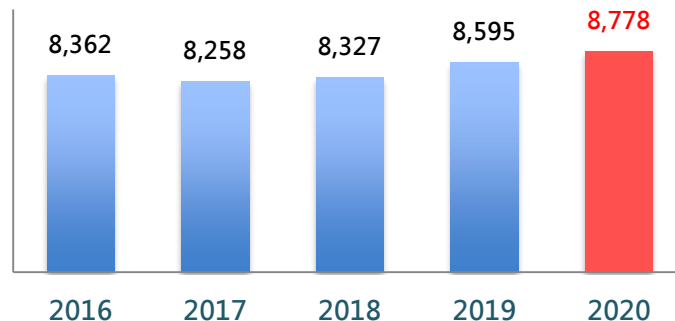
Card Consumption

Unit: NT\$ million



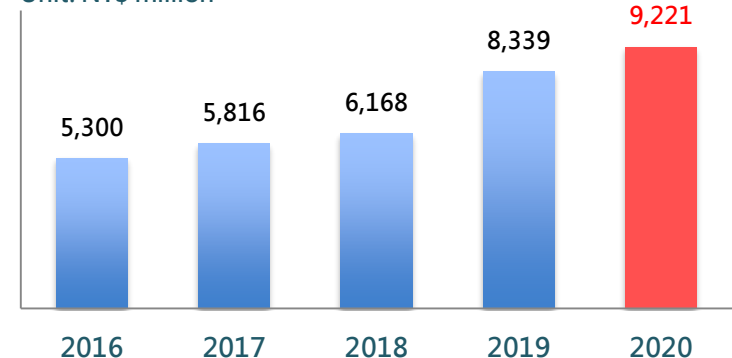
Per Card Spending (Monthly)

Unit: NT\$ dollar



Gross Fee Income

Unit: NT\$ million





Deposit and Loan Structure

Unit: NT\$ Bn

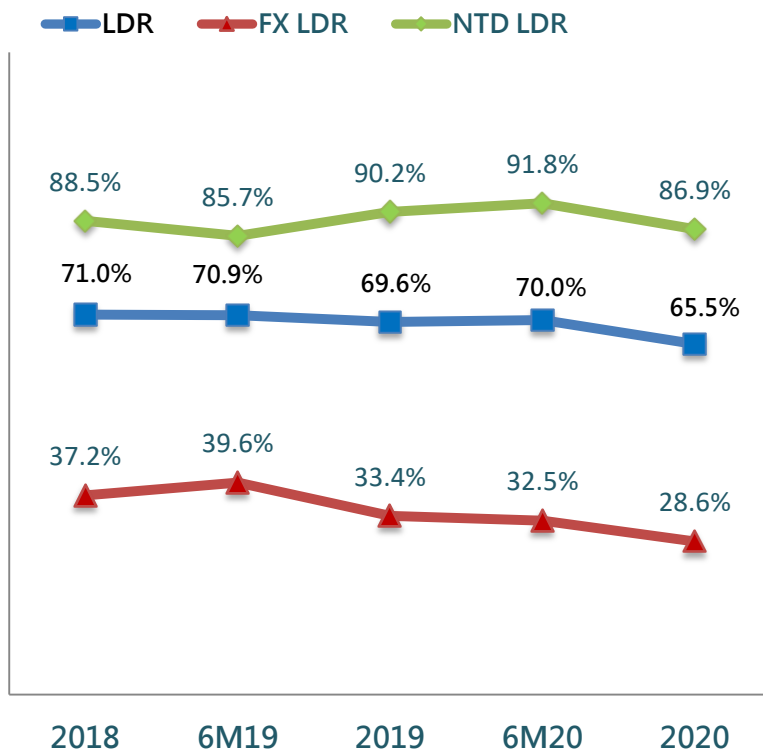
Category	2020	QoQ Growth %	2020.9	YoY Growth %	2019
Total Deposits	2,442.2	8.4%	2,253.8	19.4%	2,045.5
Demand Deposits	1,013.5	10.0%	921.2	24.4%	814.9
Time Deposits	584.8	10.5%	529.2	19.0%	491.6
FCY Deposits	843.9	5.0%	803.5	14.2%	739.1
Total Loans ^{1/}	1,599.2	2.9%	1,553.5	12.3%	1,424.0
Corporate Loans	769.5	1.9%	754.8	8.9%	706.7
SME Loans	428.1	3.8%	412.6	17.3%	365.0
FCY Loans	241.6	1.6%	237.8	-2.0%	246.6
Consumer Loans	829.7	3.9%	798.7	15.7%	717.3
Mortgage Loan	407.6	5.5%	386.2	25.6%	324.4
Unsecured Personal Loan	120.9	2.1%	118.4	10.5%	109.4
Credit Card Revolving Balance	12.8	2.4%	12.5	-5.2%	13.5

Note: Not including loan balance of subsidiaries NT\$ 41 billion



Deposit Structure

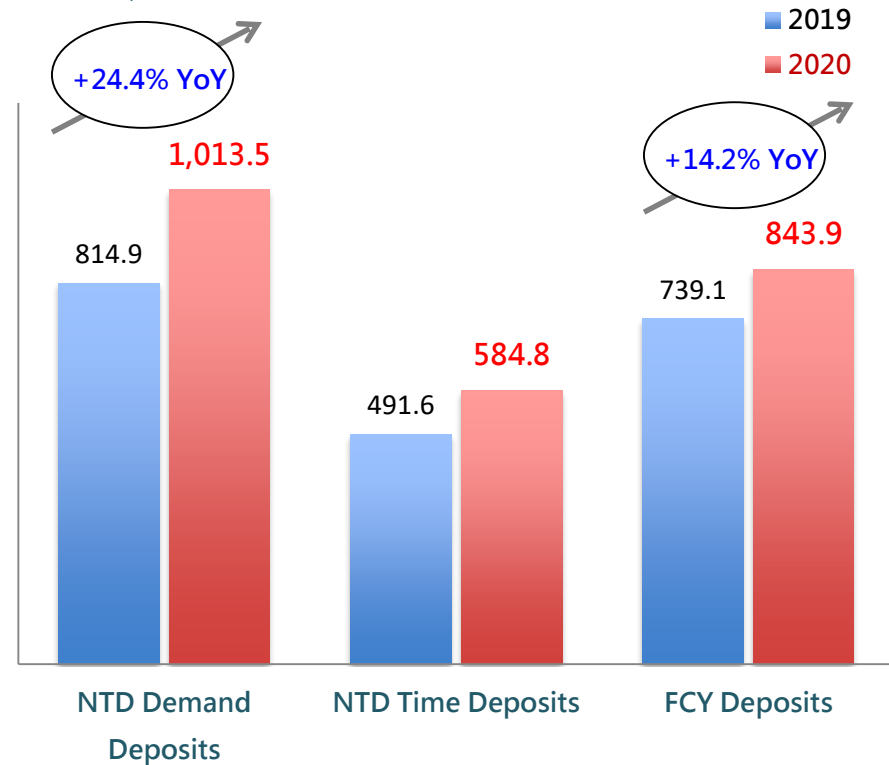
Loan to Deposit Ratio



Note: Data of E.SUN Bank

Deposit Structure

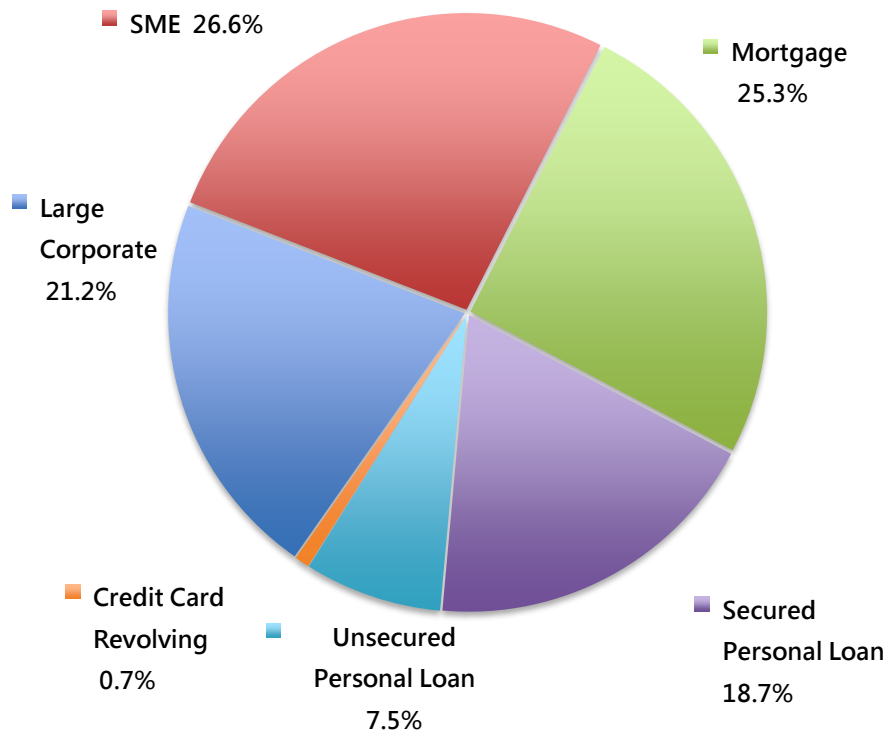
Unit: NT \$Bn





Loan Portfolio Breakdown

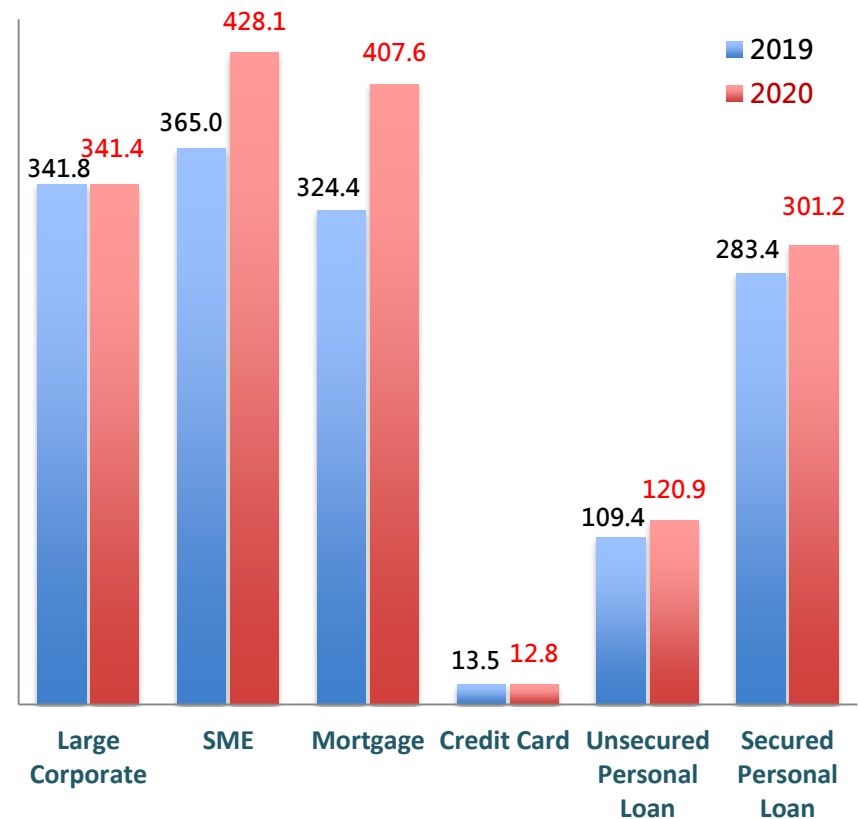
Total Loan
NT\$ 1,612.0 billion



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

YoY Comparison

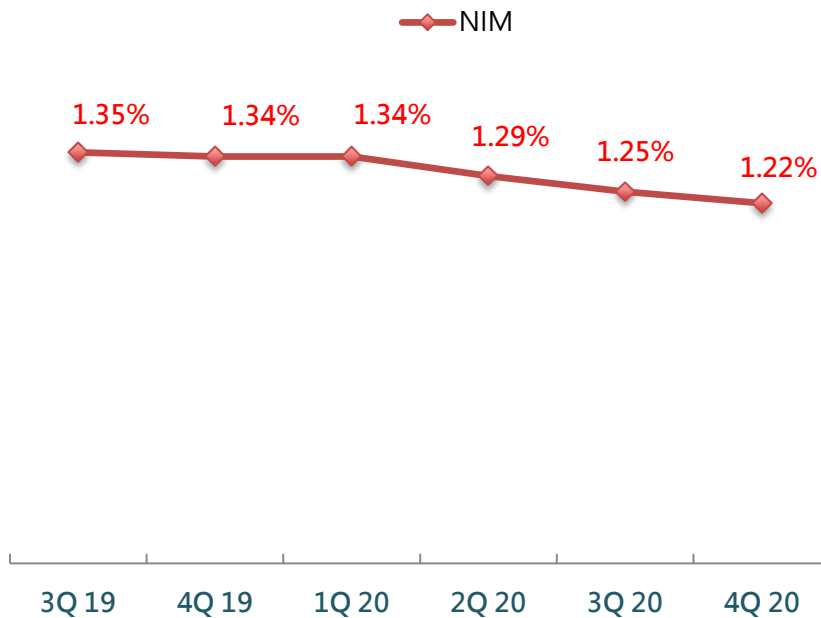
Unit: NT\$ Bn



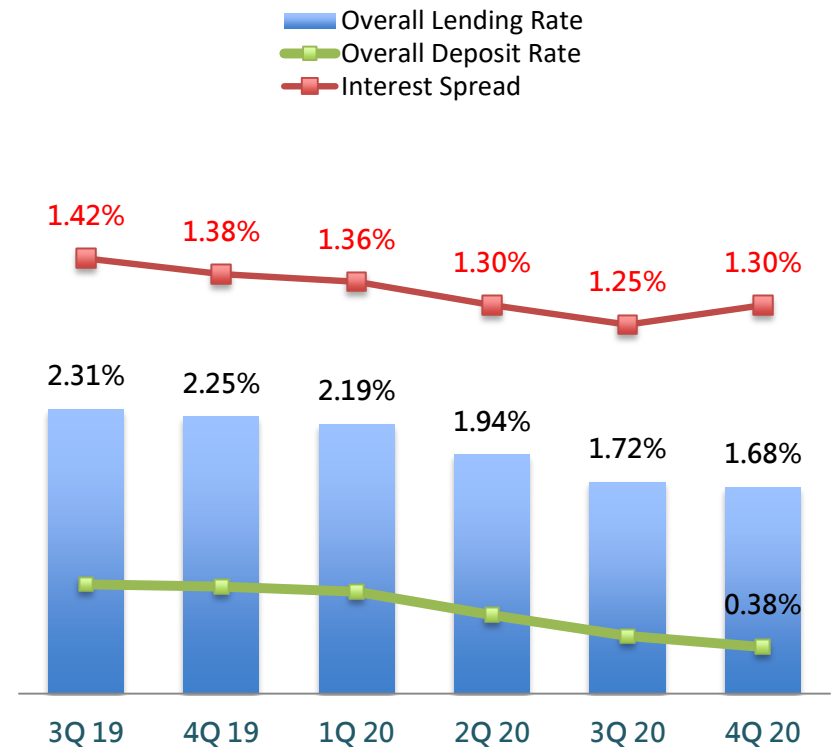


NIM and Spread

Quarterly Net Interest Margin



Quarterly Interest Spread



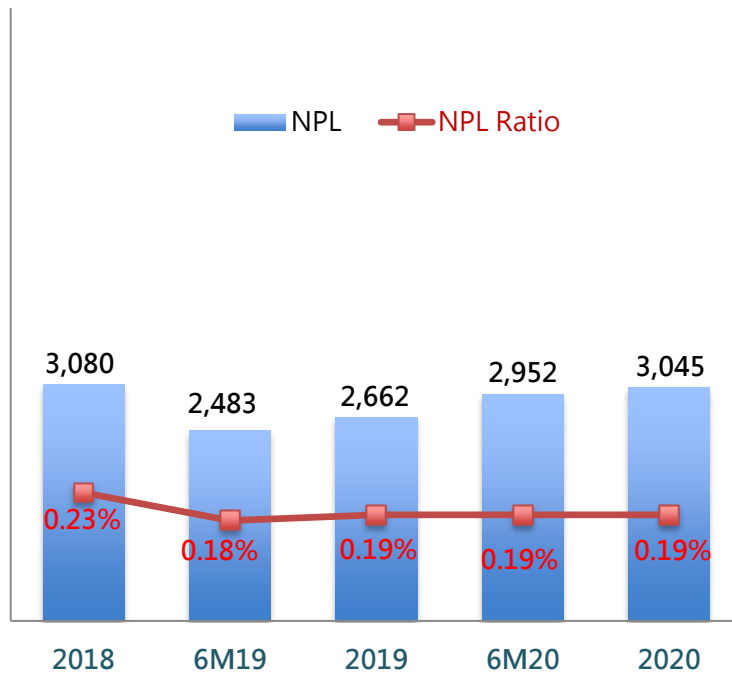
Note: Data of E.SUN Bank



Superior Asset Quality 1/3

NPL Ratio(%)

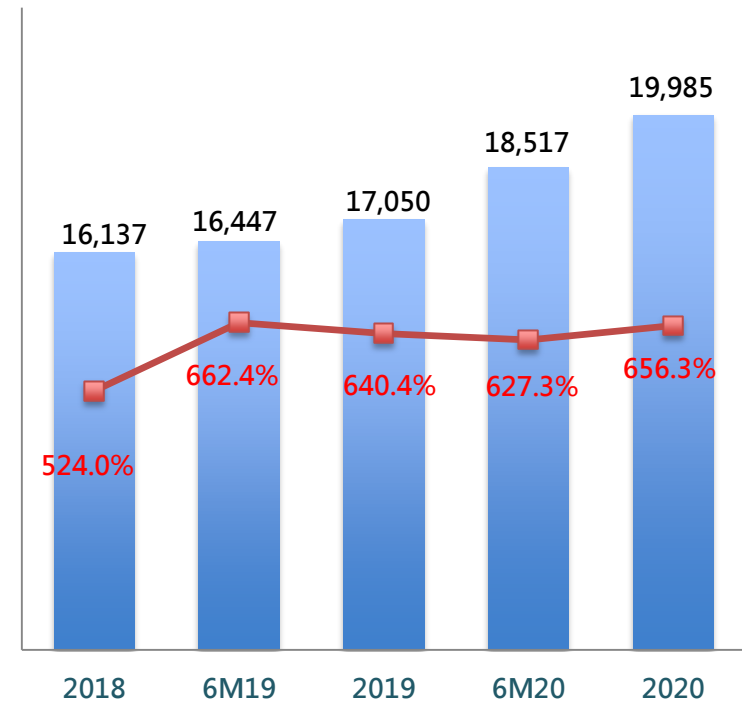
Unit: NT\$ million



Coverage Ratio(%)

Unit: NT\$ million

Loan Loss Reserve Coverage Ratio

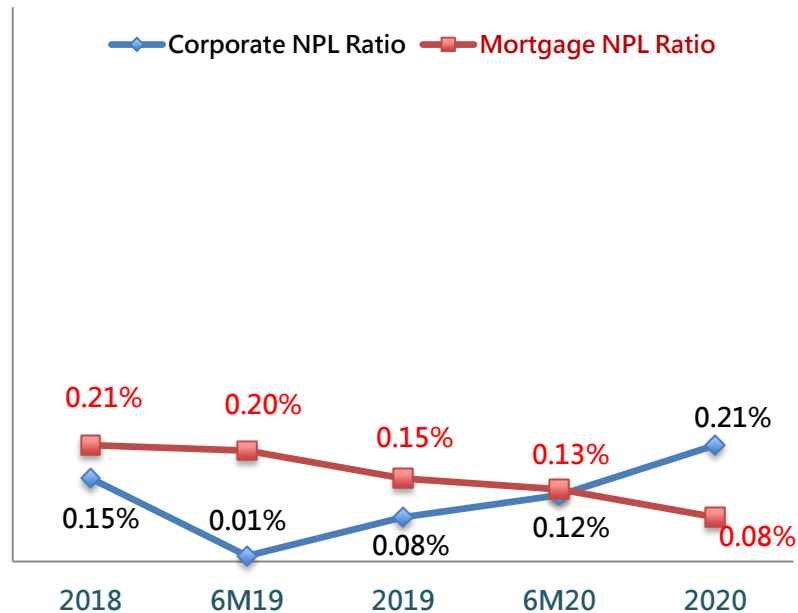


Note: Data of E.SUN Bank



Superior Asset Quality 2/3

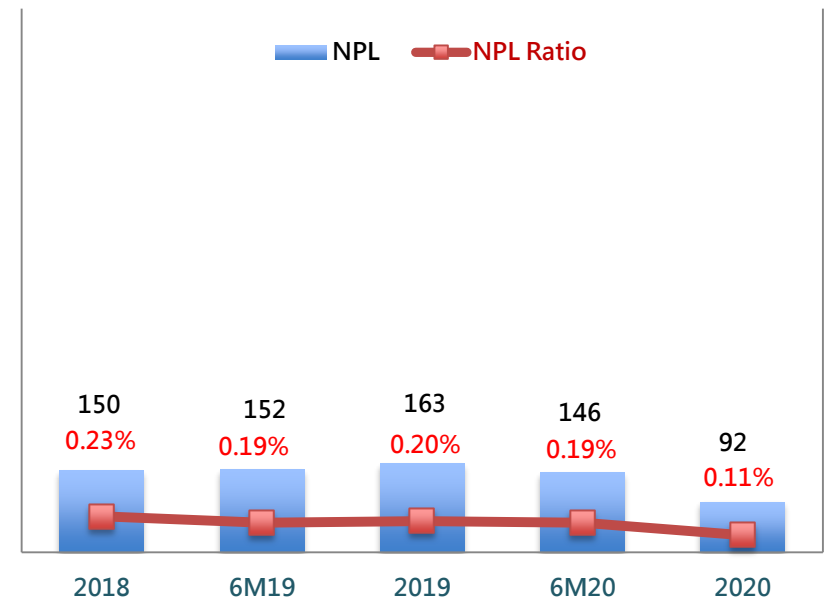
NPL Ratio for Major Products



Note: Data of E.SUN Bank

NPL Ratio for Credit Card

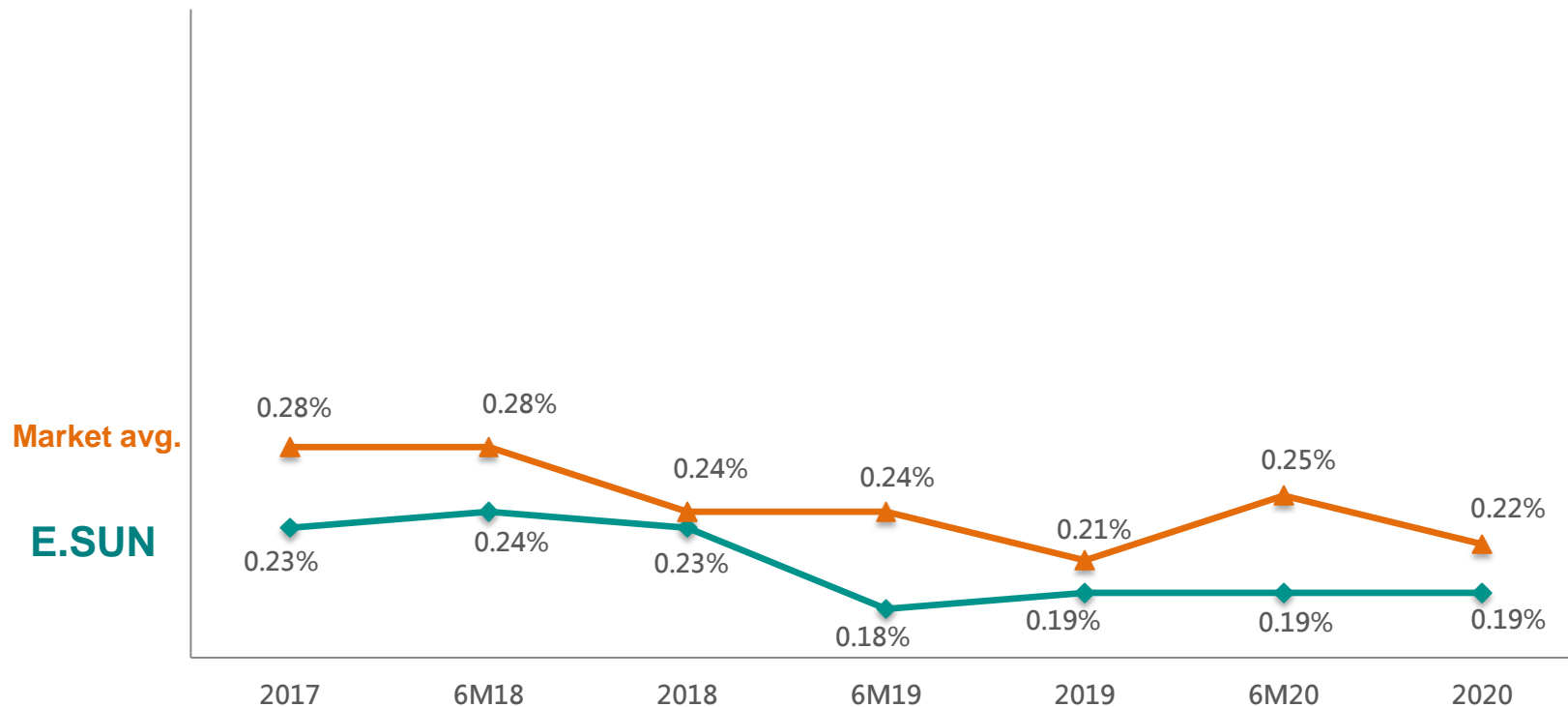
Unit: NT\$ million





Superior Asset Quality 3/3

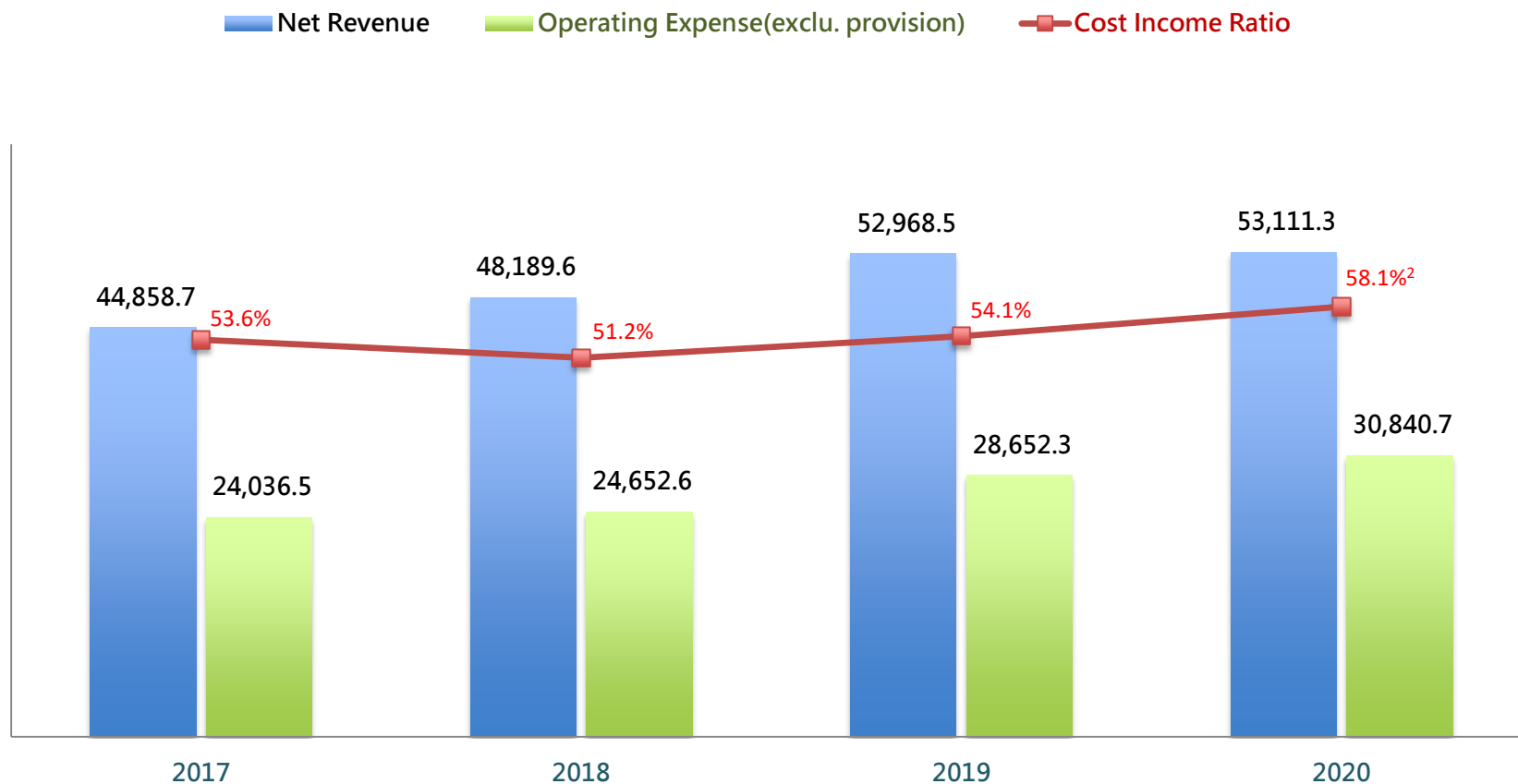
NPL Comparison with Market



Source: FSC



Cost-Income Ratio

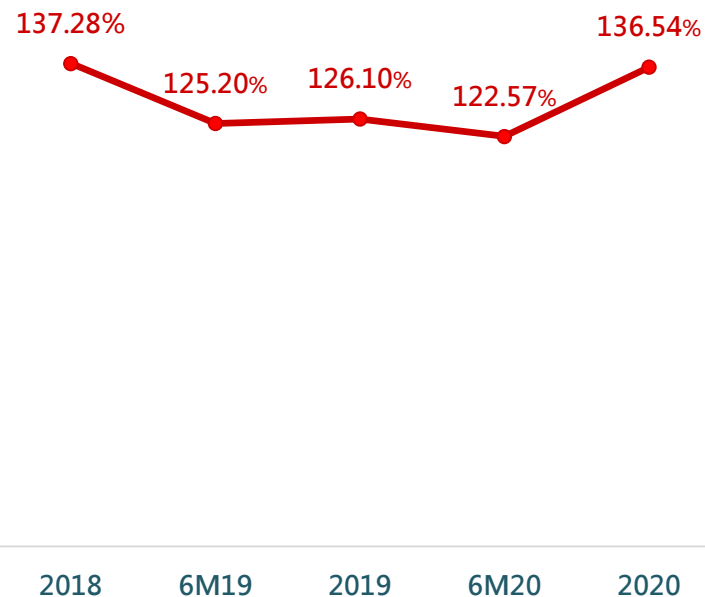


Note: 1. Data of E.SUN Bank
2. Preliminary figures of Dec. 2020



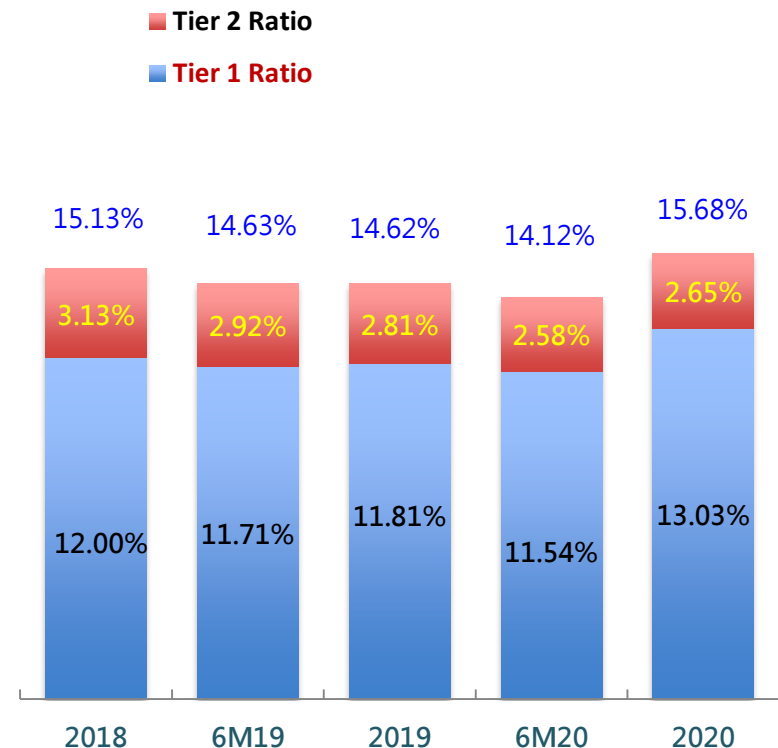
Capital Adequacy Ratio

FHC CAR Ratio



Note: 1. Preliminary figures of Dec. 2020
2. BIS of E.SUN Bank standalone

Bank BIS Ratio





Thank You

- ❖ If you wish to know more about E.SUN, please visit our website site (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 9347,9302, 9346
ir@email.esunbank.com.tw





Balance Sheet of E.SUN FHC and its subsidiaries for FY2020

NT\$ million	E.SUN Bank (Consolidated)	E.SUN Securities (Consolidated)	E.SUN Venture Capital	E.SUN FHC (Standalone)	E.SUN FHC (Consolidated)
Assets :					
Cash and due from banks	175,677	1,159	285	766	176,261
Securities, net	972,624	1,507	3,829	110	978,064
Loans, net	1,620,401	0	0	0	1,620,401
A/R, net	102,063	14,771	0	108	116,834
Land, premises and equipments, net	32,689	338	0	8	33,035
Others	43,211	3,913	29	187,919	46,986
Total assets	2,946,665	21,688	4,143	188,911	2,971,581
Liabilities:					
Deposits	2,486,231	0	0	0	2,484,581
Other liabilities	282,601	15,940	63	7,450	305,407
Total liabilities	2,768,832	15,940	63	7,450	2,789,988
Total stockholders' equity	177,833	5,748	4,080	181,461	181,593
Total equity attributable to owners of the company	177,692	5,748	4,080	181,461	181,461
Non-Controlling interests	141	0	0	0	132
Total liabilities and stockholders' equity	2,946,665	21,688	4,143	188,911	2,971,581

Note: Preliminary figures of Dec. 2020



P&L of E.SUN FHC and its subsidiaries for FY2020

NT\$ million	E.SUN Bank (Consolidated)	E.SUN Securities (Consolidated)	E.SUN Venture Capital	E.SUN FHC (Standalone)	E.SUN FHC (consolidated)
Operating income					
Net interest income	21,076	305	(1)	(58)	21,325
Net fee income	18,048	1,791	0	0	19,834
Net trading income/(loss) & Derivatives & FX	13,595	166	943	2	14,706
Others	392	109	0	18,294	382
Total Net Revenues	53,111	2,371	942	18,238	56,247
Allowance for bad-debt expenses	(3,239)	15	0	0	(3,225)
Operating expenses	(30,841)	(1,403)	(27)	(397)	(32,449)
Income before income tax	19,031	983	915	17,841	20,573
Income tax expenses	(2,512)	(196)	(1)	175	(2,535)
Net Income	16,519	787	914	18,016	18,038
Attributable to owners of the company	16,496	787	914	18,016	18,016
Non-controlling interests	23	0	0	0	22

Note: Preliminary figures of Dec. 2020



E.SUN FHC's Balance Sheet (Consolidated)

NT\$ million	Yearly Results Quarterly			Quarterly Results				
	2017	2018	2019	Dec 19	Mar 20	Jun 20	Sep 20	Dec 20
Assets :								
Cash and due from banks	131,175	132,444	128,579	128,579	138,228	180,827	167,787	176,261
Securities, net	577,285	660,622	742,487	742,487	782,218	779,124	840,680	978,064
Loans, net	1,211,071	1,333,277	1,444,322	1,444,322	1,483,179	1,542,228	1,576,579	1,620,401
A/R, net	94,083	93,451	113,150	113,150	107,951	113,367	109,452	116,834
Land, premises and equipments, net	28,209	32,605	33,351	33,351	33,220	33,268	33,163	33,035
Others	32,565	35,388	36,469	36,469	53,973	48,927	54,014	46,986
Total assets	2,074,388	2,287,787	2,498,358	2,498,358	2,598,769	2,697,741	2,781,675	2,971,581
Liabilities:								
Deposits	1,711,175	1,885,885	2,082,070	2,082,070	2,123,453	2,198,597	2,291,068	2,484,581
Other liabilities	214,265	241,772	243,107	243,107	298,498	325,828	313,621	305,407
Total liabilities	1,925,440	2,127,657	2,325,177	2,325,177	2,421,951	2,524,425	2,604,689	2,789,988
Total stockholders' equity	148,948	160,130	173,181	173,181	176,818	173,316	176,986	181,593
Total equity attributable to owners of the company	148,842	160,014	173,058	173,058	176,693	173,200	176,864	181,461
Non-Controlling interests	106	116	123	123	125	116	122	132
Total liabilities and stockholders' equity	2,074,388	2,287,787	2,498,358	2,498,358	2,598,769	2,697,741	2,781,675	2,971,581

Note: Preliminary figures of Dec. 2020



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

NT\$ million	Yearly Results Quarterly			Quarterly Results				
	2017	2018	2019	4Q19	1Q20	2Q20	3Q20	4Q20
Operating income								
Net interest income	20,250	20,311	19,871	5,046	5,054	5,136	5,354	5,781
Fee income	15,776	16,371	18,725	4,921	5,026	4,800	4,810	5,198
Net trading income/(loss) & Derivatives & FX	9,733	12,459	15,629	3,688	3,650	5,001	3,430	2,625
Others	348	288	298	79	234	42	43	63
Total Net Revenues	46,107	49,429	54,523	13,734	13,964	14,979	13,637	13,667
Allowance for bad-debt expenses	(4,055)	(3,253)	(1,598)	(302)	(347)	(1,166)	(727)	(985)
Operating expenses	(25,179)	(25,839)	(29,855)	(8,273)	(8,024)	(8,018)	(8,004)	(8,403)
Income before income tax	16,873	20,337	23,070	5,159	5,593	5,795	4,906	4,279
Income tax expenses	(2,219)	(3,254)	(2,950)	(858)	(1,050)	(643)	(643)	(199)
Net Income	14,654	17,083	20,120	4,301	4,543	5,152	4,263	4,080
Income Attributable to owners of the company	14,757	17,069	20,105	4,298	4,541	5,149	4,256	4,070
Non-Controlling interests	(103)	14	15	3	2	3	7	10

Note: Preliminary figures of Dec. 2020



E.SUN Bank's Balance Sheet

NT\$ million	Yearly Results Quarterly			Quarterly Results				
	2017	2018	2019	Dec 19	Mar 20	Jun 20	Sep 20	Dec 20
Assets :								
Cash and due from banks	131,042	132,378	128,432	128,432	138,131	180,704	167,699	175,677
Securities, net	575,980	656,564	737,525	737,525	777,982	773,921	835,123	972,624
Loans, net	1,211,071	1,333,277	1,444,322	1,444,322	1,483,179	1,542,228	1,576,579	1,620,401
A/R, net	83,130	85,317	103,686	103,686	100,761	102,814	99,905	102,063
Land, premises and equipments, net	27,559	31,950	32,725	32,725	32,611	32,663	32,570	32,689
Others	27,555	32,851	34,320	34,320	51,276	46,098	45,715	43,211
Total assets	2,056,337	2,272,337	2,481,010	2,481,010	2,583,940	2,678,428	2,757,591	2,946,665
Liabilities:								
Deposits	1,712,072	1,886,850	2,083,226	2,083,226	2,125,245	2,208,996	2,292,727	2,486,231
Other liabilities	197,007	227,217	226,694	226,694	283,895	299,276	291,216	282,601
Total liabilities	1,909,079	2,114,067	2,309,920	2,309,920	2,409,140	2,508,272	2,583,943	2,768,832
Total stockholders' equity	147,258	158,270	171,090	171,090	174,800	170,156	173,648	177,833
Total equity attributable to owners of the company	147,145	158,147	170,959	170,959	174,666	170,033	173,518	177,692
Non-Controlling interests	113	123	131	131	134	123	130	141
Total liabilities and stockholders' equity	2,056,337	2,272,337	2,481,010	2,481,010	2,583,940	2,678,428	2,757,591	2,946,665

Note: Preliminary figures of Dec. 2020



E.SUN Bank's P&L account

NT\$ million	Yearly ResultsQuarterly			Quarterly Results				
	2017	2018	2019	4Q19	1Q20	2Q20	3Q20	4Q20
Operating income								
Net interest income	20,015	20,031	19,657	4,977	4,991	5,088	5,288	5,709
Fee income	14,903	15,359	17,712	4,634	4,671	4,393	4,290	4,694
Net trading income/(loss) & Derivatives & FX	9,604	12,485	15,297	3,661	4,107	4,075	3,153	2,260
Others	337	314	302	79	236	48	45	63
Total Net Revenues	44,859	48,189	52,968	13,351	14,005	13,604	12,776	12,726
Allowance for bad-debt expenses	(3,869)	(3,209)	(1,603)	(302)	(354)	(1,166)	(736)	(983)
Operating expenses	(24,037)	(24,653)	(28,652)	(7,996)	(7,677)	(7,639)	(7,528)	(7,997)
Income before income tax	16,953	20,327	22,713	5,053	5,974	4,799	4,512	3,746
Income tax expenses	(2,167)	(3,204)	(3,054)	(959)	(936)	(755)	(622)	(199)
Net Income	14,786	17,123	19,659	4,094	5,038	4,044	3,890	3,547
Attributable to owners of the company	14,887	17,108	19,643	4,091	5,036	4,041	3,883	3,536
Non-controlling interests	(101)	15	16	3	2	3	7	11

Note: Preliminary figures of Dec. 2020