



玉山金控2018年第3季法人說明會

October, 2018



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大綱

- 2018年第3季財務績效表現
- 2018年第3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	
		2018.09 ^{/1}	2017.12
總資產	玉山金控	2,178,170	2,074,388
	玉山銀行	2,161,726	2,056,337
	玉山證券	14,589	15,411
	玉山創投	3,399	3,419
主要財務比率	金控每股淨值(新台幣元)	14.47	14.61
	雙重槓桿比率	104.13%	104.46%
	金控資本適足率	136.56% ^{/2}	143.69%
實體通路	國內銀行通路	139	138
	海外據點	Branch: HK, LA, Singapore, Vietnam, Myanmar, Japan, Sydney, Brisbane ^{/3} Subsidiary: China and Cambodia (UCB) Representative office in Hanoi 26 overseas sites	
	證券分公司	18	18

Note: 1. Preliminary figures of Sep. 2018

2. Audit figures of Jun. 2018

3. Share owned by QFII: 46.16%, as of Sep. 2018.



2018年第3季財業務概況

長期、穩健的績效成長

- 獲利穩定成長、資產品質優異、高標準的公司治理，創造社會及股東的長期價值。
- 2018年 前9月 自結稅後淨利 133.5 億元，較去年同期成長 15.3%；淨收益 371.7 億元，成長 8.0%。
- EPS 1.23 元，ROE 11.64 %，ROA 0.84 %。

業務穩健成長

- 首重流動性管理，聚焦跨境業務及顧客金流服務，外幣存款年成長 12.8%，外幣放款年成長 18.8%。
- 手續費收入穩健成長，財富管理成長 4.7% 及信用卡成長 5.1%。

喜悅與榮光

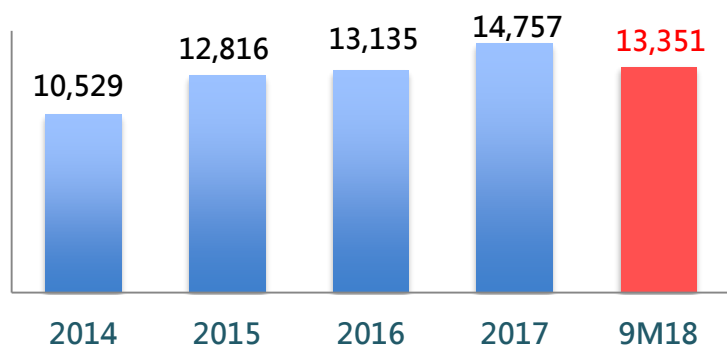
- 永續發展與社會責任：台灣金融業唯一連續5年列名DJSI，並3度入選 DJSI 世界指數；11度榮獲「天下企業公民獎」金融業第1名，為國內企業永續發展樹立典範。
- 響應綠色產業政策：國內發行綠色債券次數最多與規模最大的銀行，並為企業承銷發行綠色債券。
- 海外布局：澳洲布里斯本分行 7 月開業，玉山中國子行廣州分行預計於 11 月開業，成為玉山第27個海外據點，提供更完整的跨境金融服務。



玉山金控獲利表現

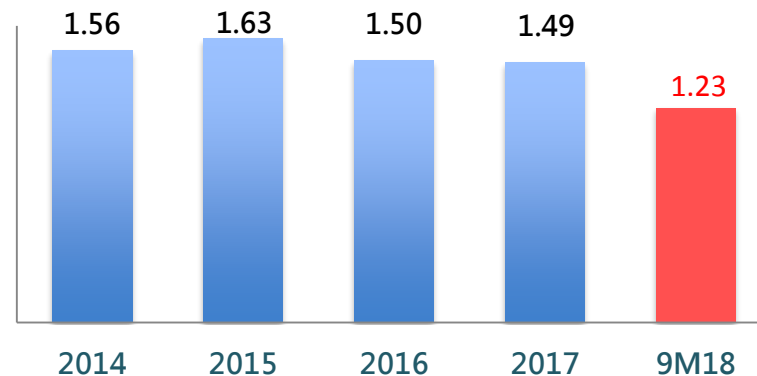
Net Profit

Unit: NT\$ million

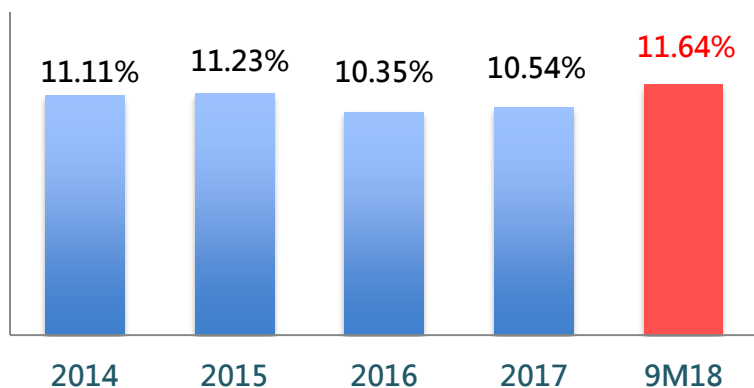


EPS

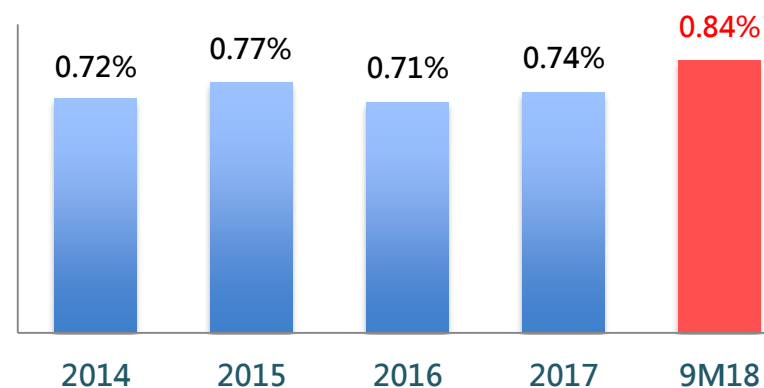
Unit: NT\$ dollars



ROE



ROA

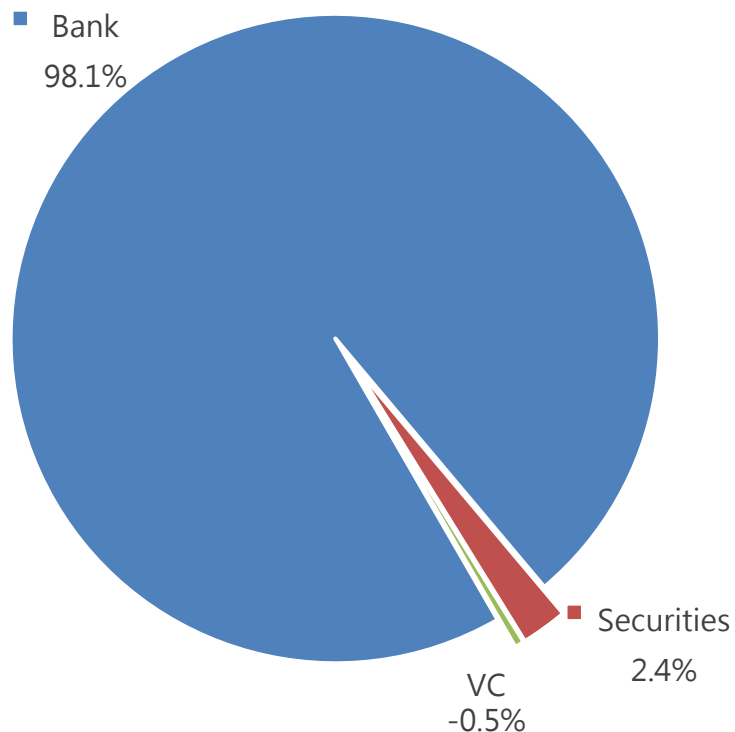


Note: Preliminary figures of Sep. 2018

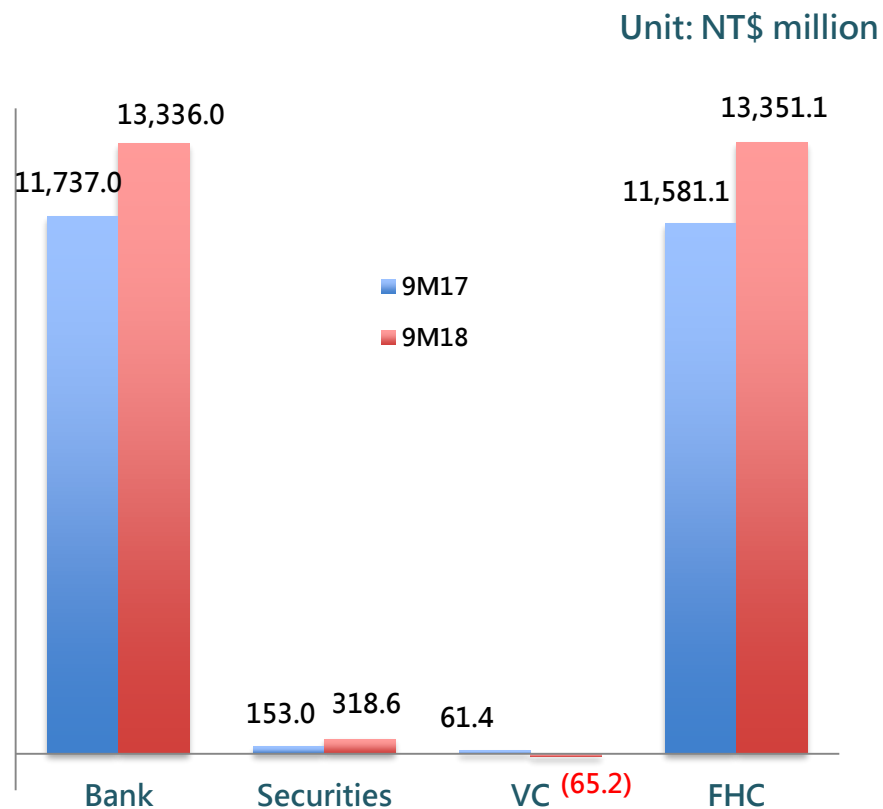


玉山金控及子公司獲利結構

各子公司獲利貢獻



金控及子公司稅後淨利比較



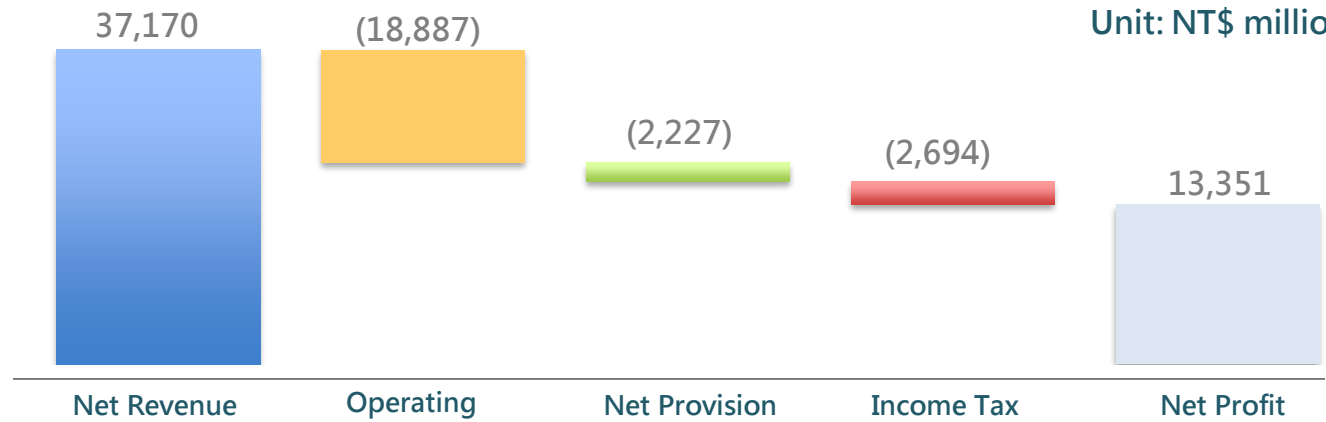
Note: Preliminary figures of Sep. 2018



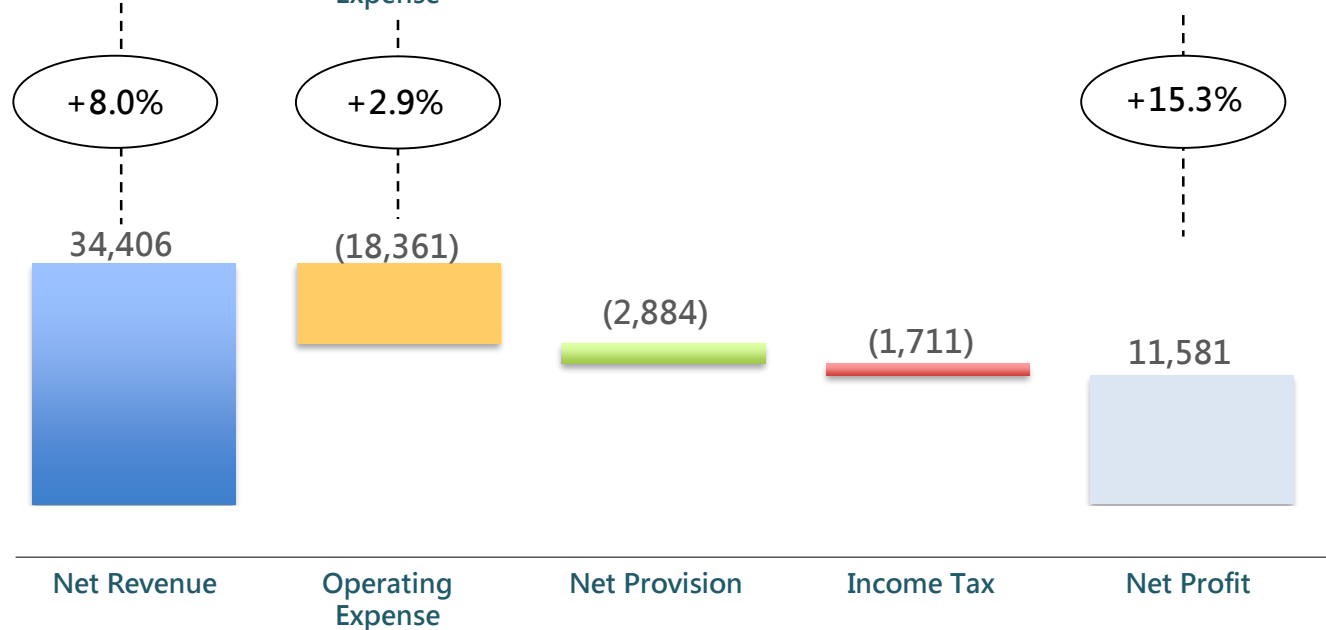
與去年同期獲利比較

9M18 P&L

Unit: NT\$ million



9M17 P&L

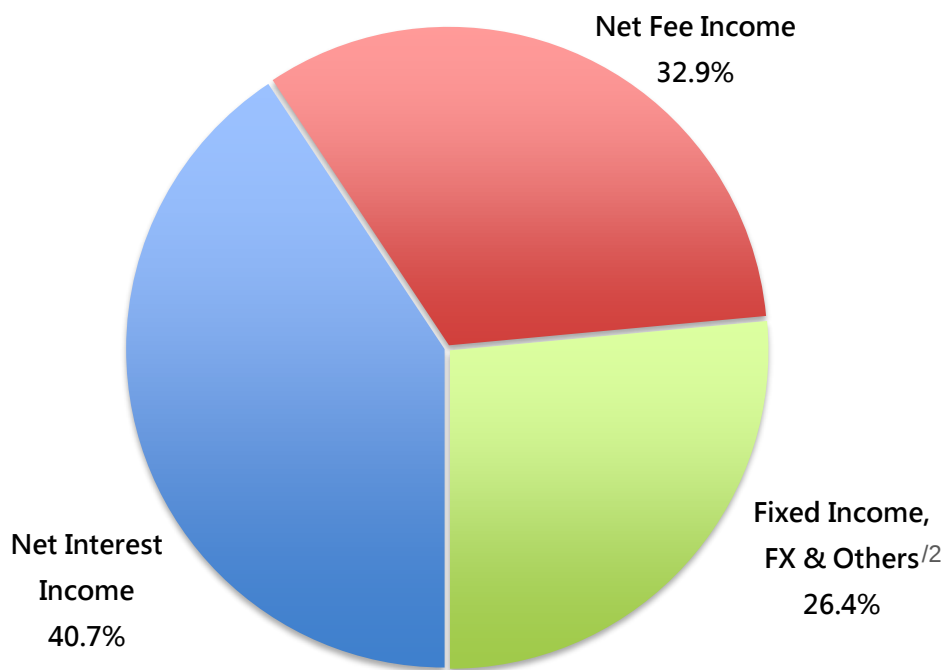


Note: Preliminary figures of Sep. 2018



玉山金控淨收益結構

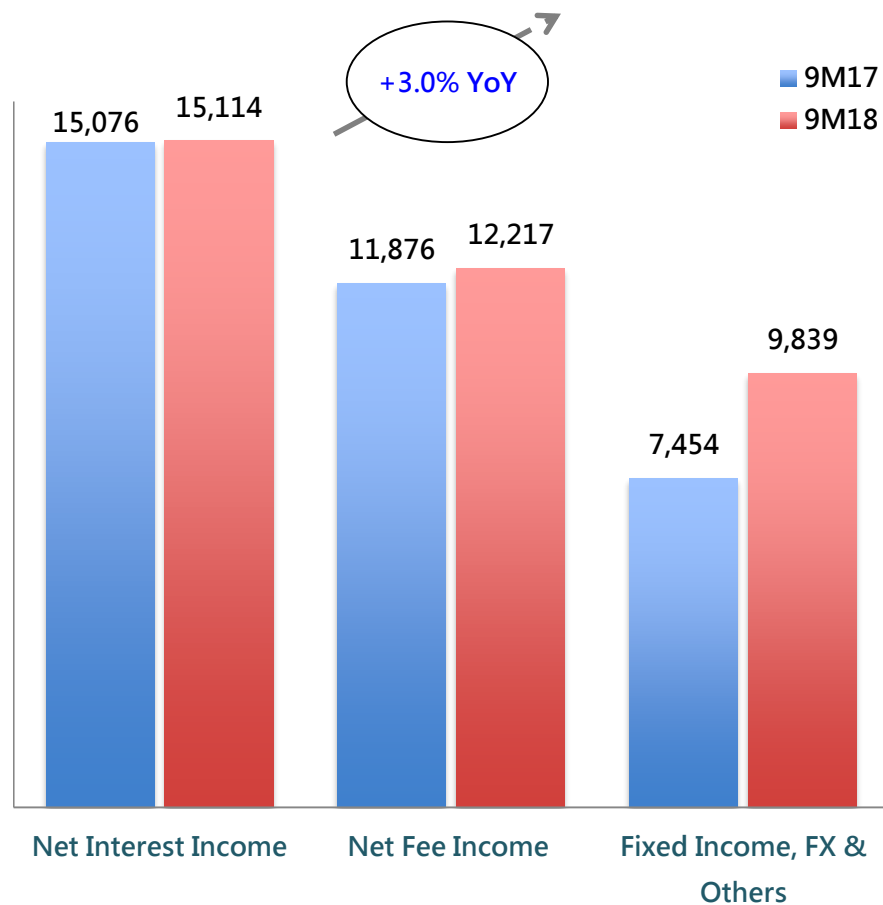
淨收益
新台幣371.7億元



Note: 1. 53.0% of "fixed income, FX & others" is interest income from stable growing fixed income investment
2. Preliminary figures of Sep. 2018

與去年同期比較

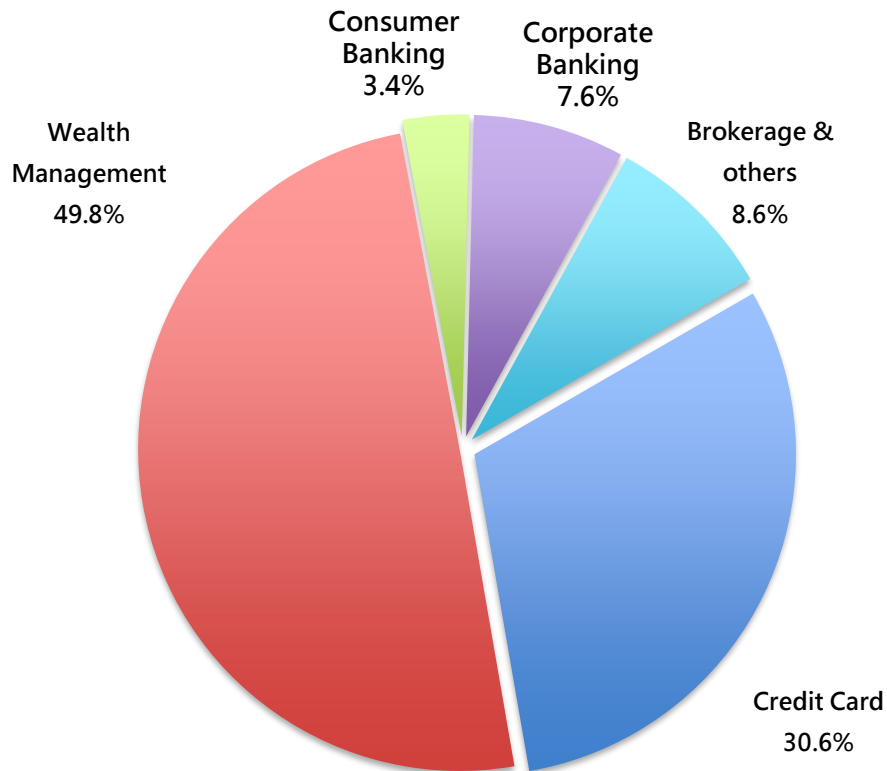
Unit: NT\$ million





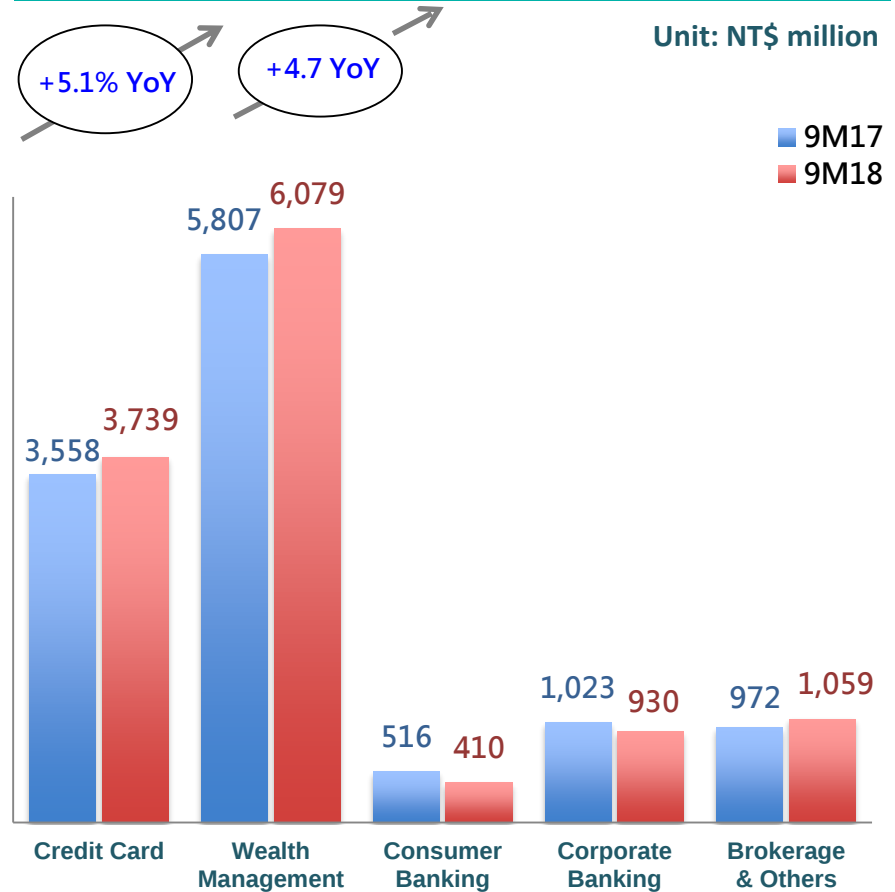
玉山金控淨手續費結構

淨手續費收入
新台幣\$ 122.2億元



Note: Preliminary figures of Sep. 2018

與去年同期比較

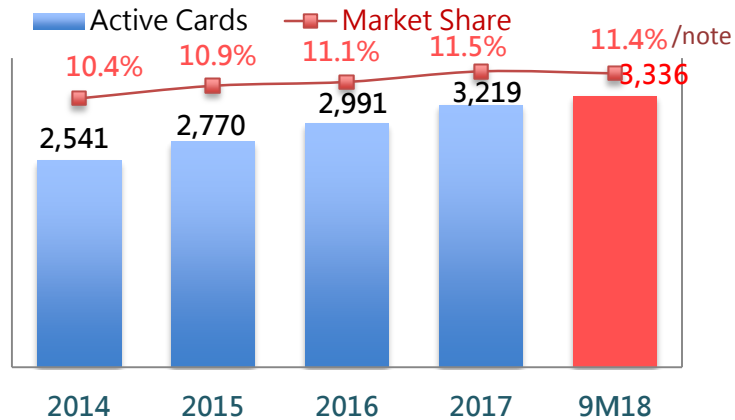




信用卡業務相關指標

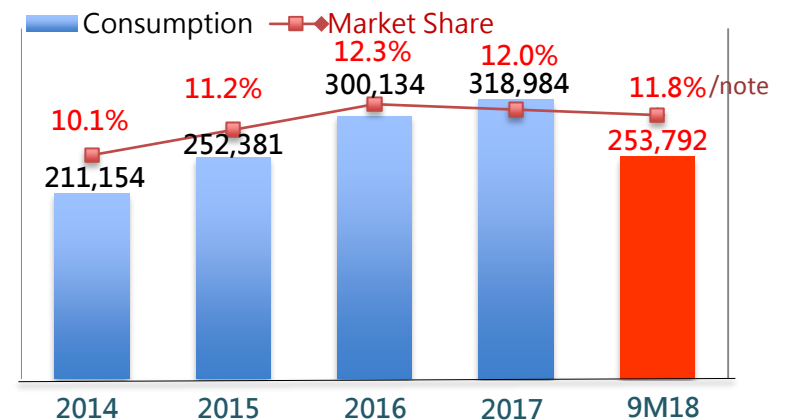
Active Cards

Unit: Thousand Cards, %



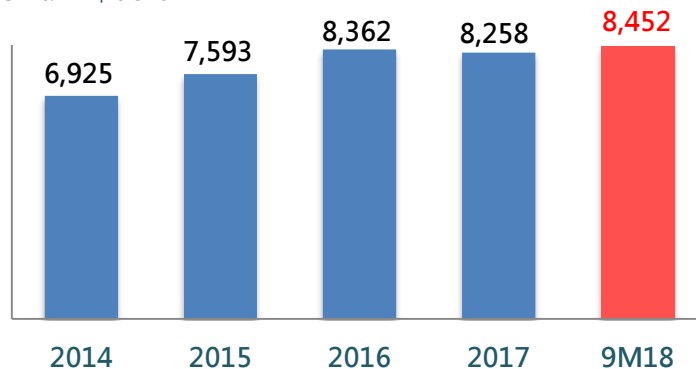
Card Consumption

Unit: NT\$ million



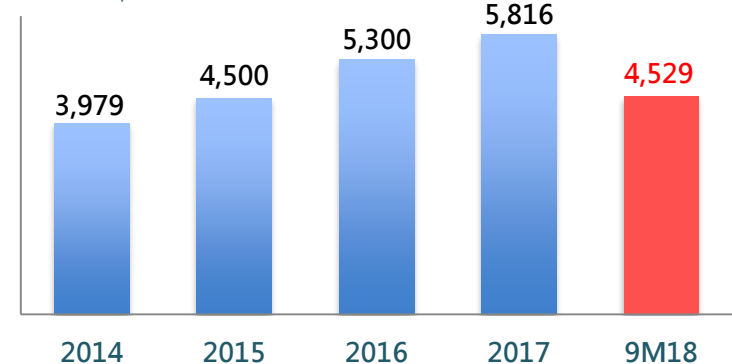
Per Card Spending (Monthly)

Unit: NT\$ dollar



Gross Fee Income

Unit: NT\$ million



Note: Market share as of Aug. 2018



主要存放款業務比較

Unit: NT\$ Bn

Category	2018.9	QoQ Growth %	2018.6	YTD Growth %	2017
總存款	1,763.9	1.8%	1,732.0	4.1%	1,694.7
台幣活期存款	758.8	0.8%	752.7	1.5%	747.4
台幣定期存款	448.1	3.1%	434.8	3.1%	434.6
外幣存款	557.0	2.3%	544.5	8.6%	512.7
總放款 ^{1/}	1,283.1	2.7%	1,249.0	7.0%	1,198.9
企業放款	650.6	2.6%	634.1	7.7%	604.2
中小企業放款	341.6	0.4%	340.4	4.6%	326.6
外幣放款	220.4	7.1%	205.8	17.4%	187.7
消金放款	632.5	3.0%	614.2	6.4%	594.7
房屋貸款	258.6	4.2%	248.1	8.6%	238.2
小額信貸	100.6	3.0%	97.7	3.7%	97.0
信用卡循環額	12.6	4.1%	12.1	3.3%	12.2

Note: Not including loan balance of subsidiaries NT\$ 28 billion

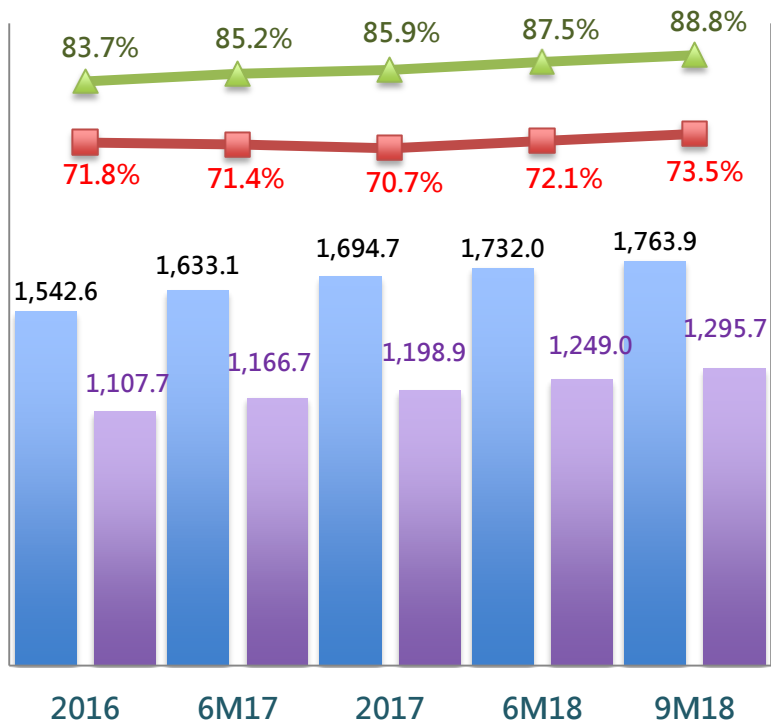


存款結構分析

存放比率

Unit: NT\$ Bn

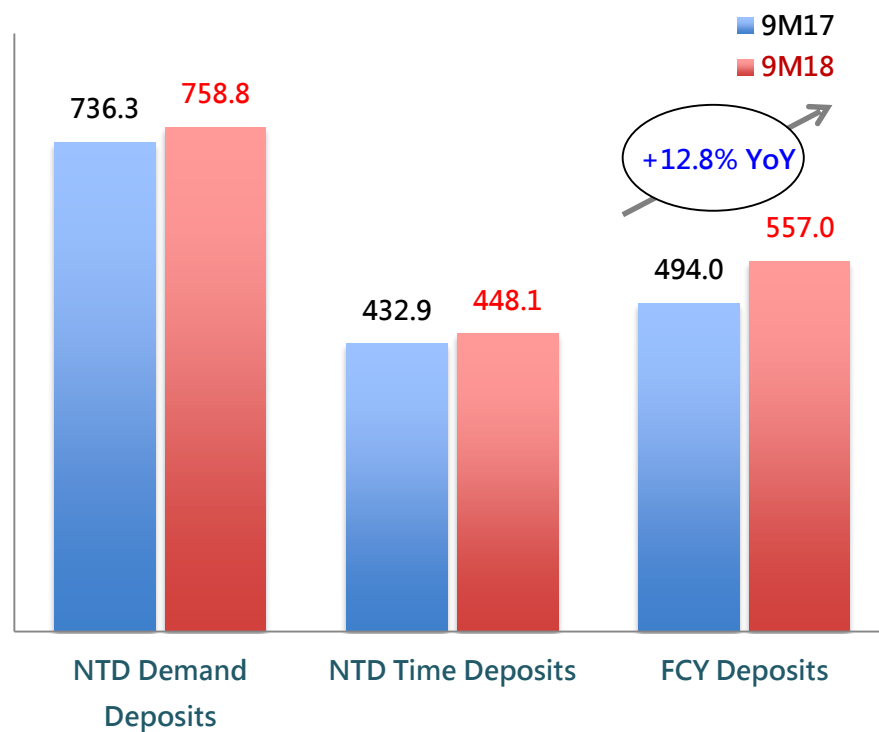
Total Deposits Total Loans LDR NTD LDR



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

存款結構比較

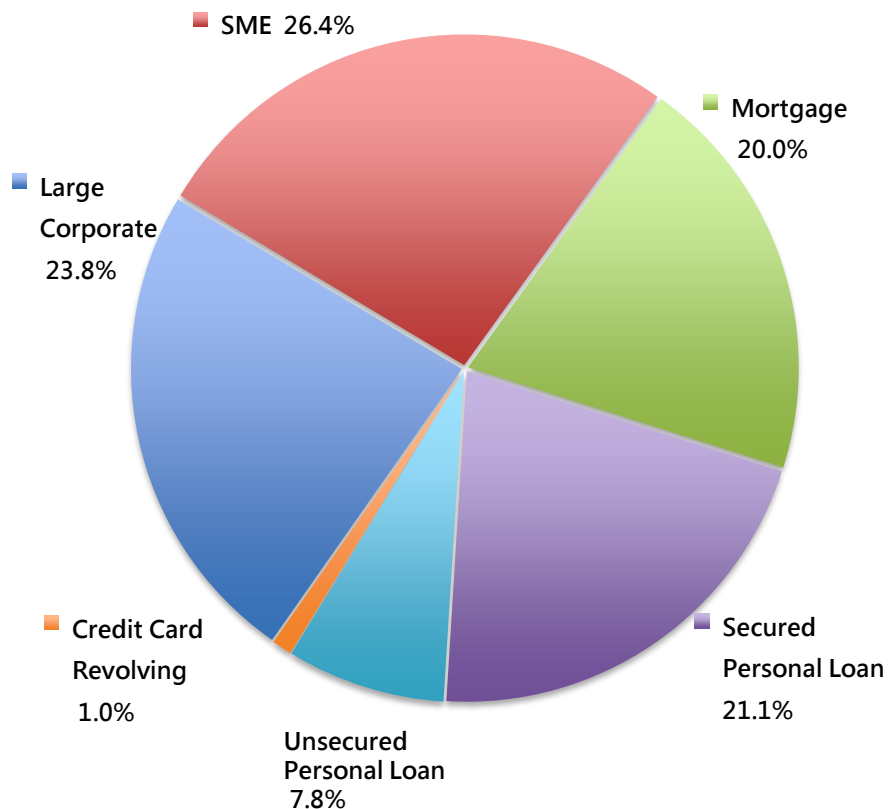
Unit: NT\$ Bn





放款結構分析

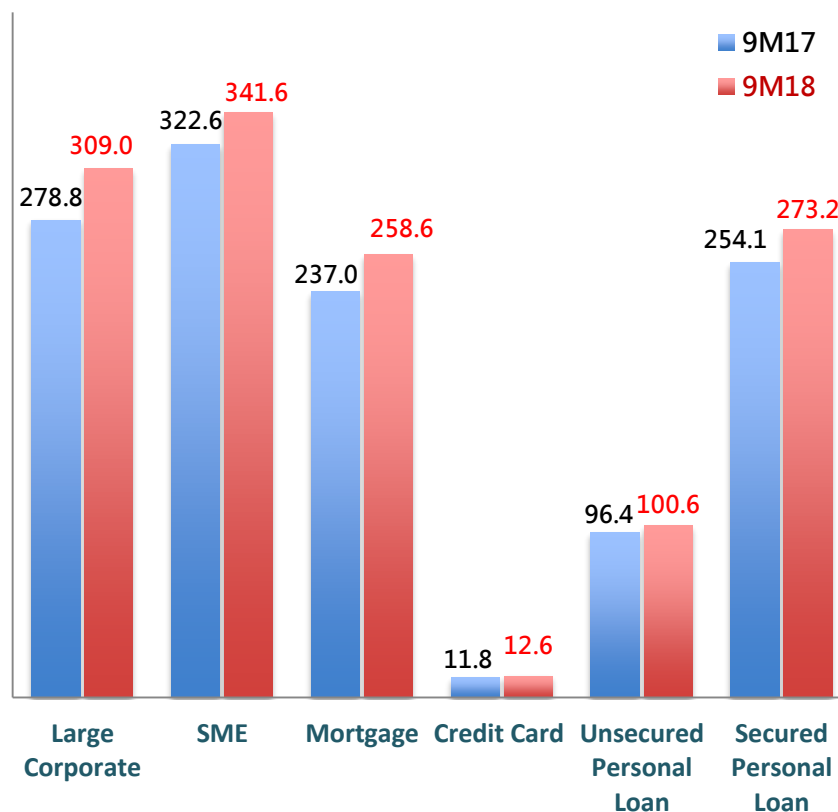
總放款
新台幣\$ 1兆2,957億元



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

與去年同期比較

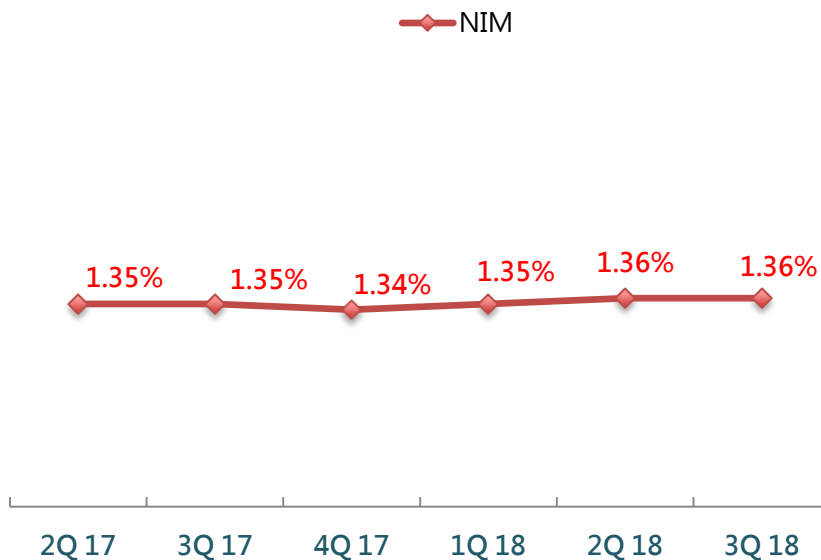
Unit: NT\$ Bn



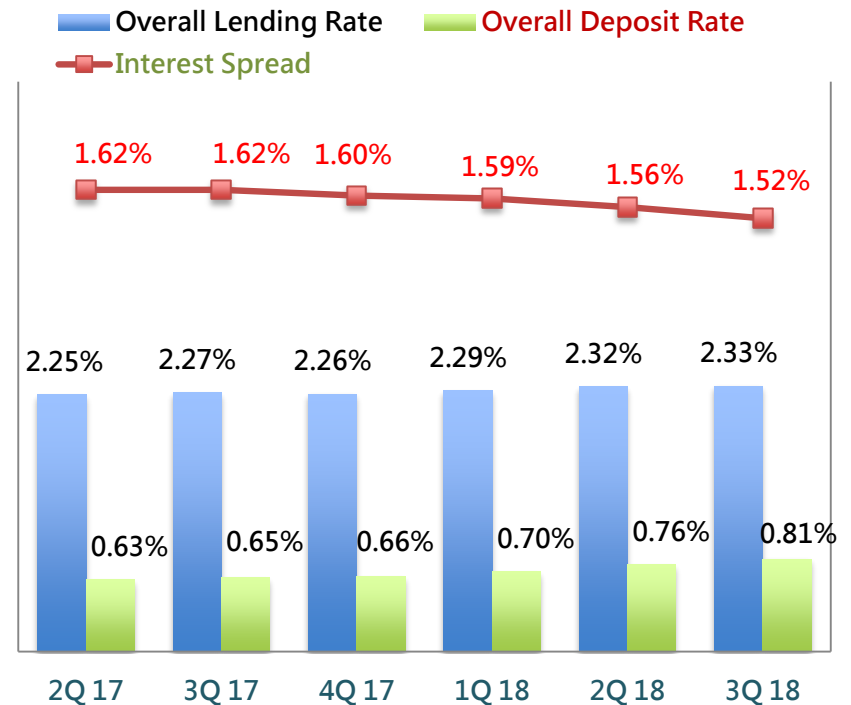


NIM and Spread

Quarterly Net Interest Margin



Quarterly Interest Spread



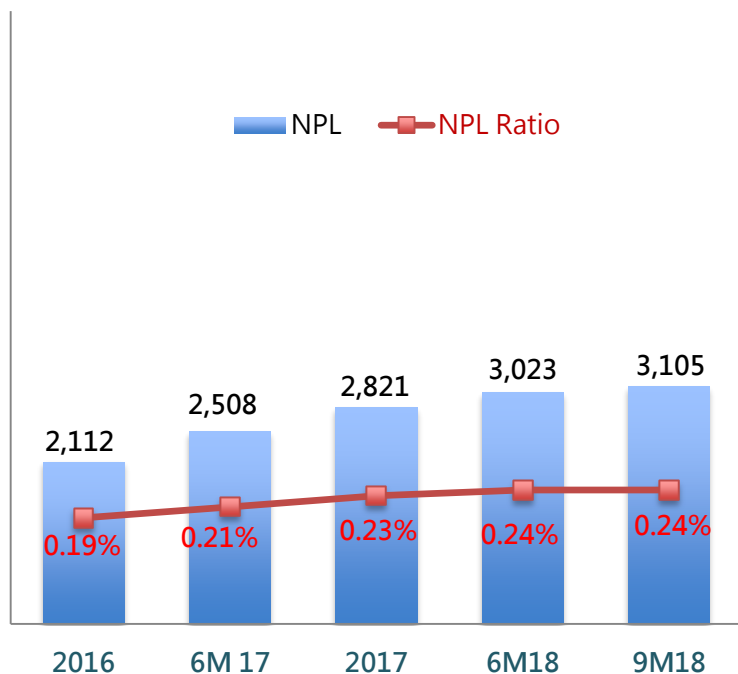
Note: Data of E.SUN Bank



優異的資產品質^{1/3}

NPL Ratio(%)

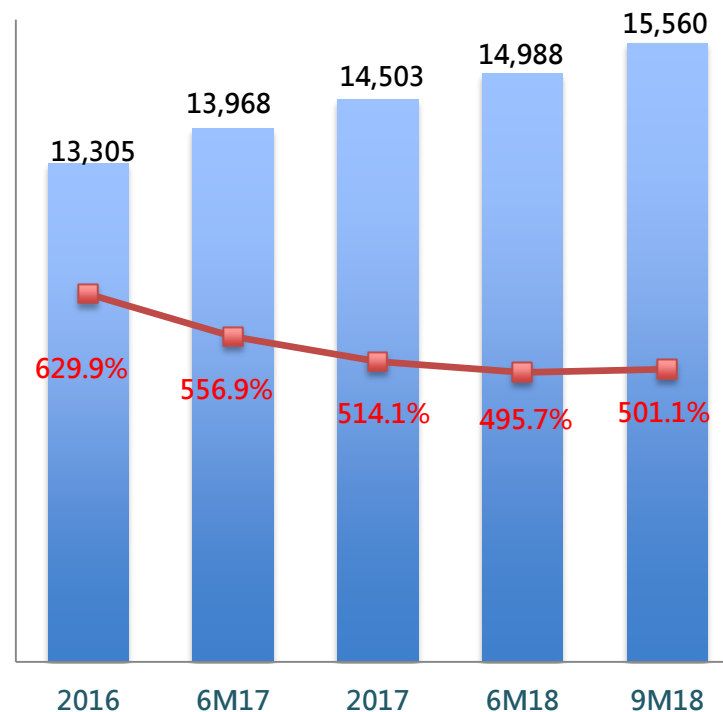
Unit: NT\$ million



Coverage Ratio(%)

Unit: NT\$ million

Loan Loss Reserve Coverage Ratio

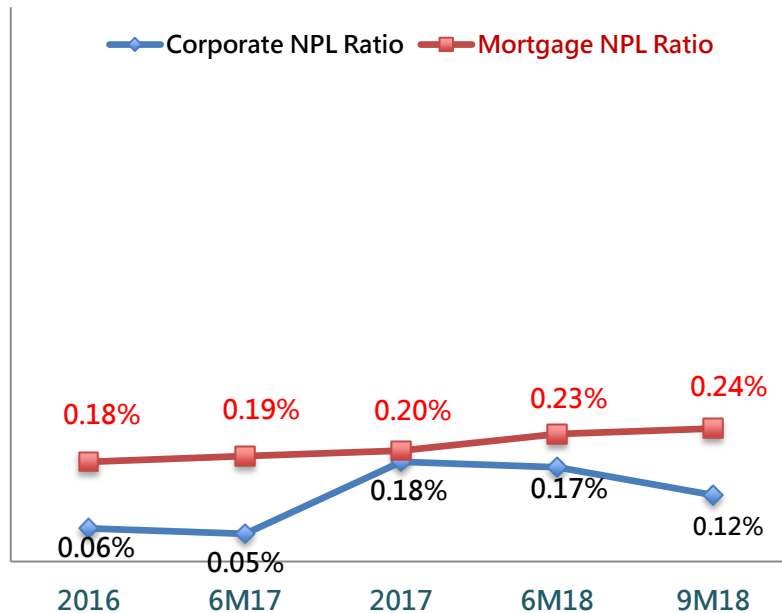


Note: Data of E.SUN Bank



優異的資產品質^{2/3}

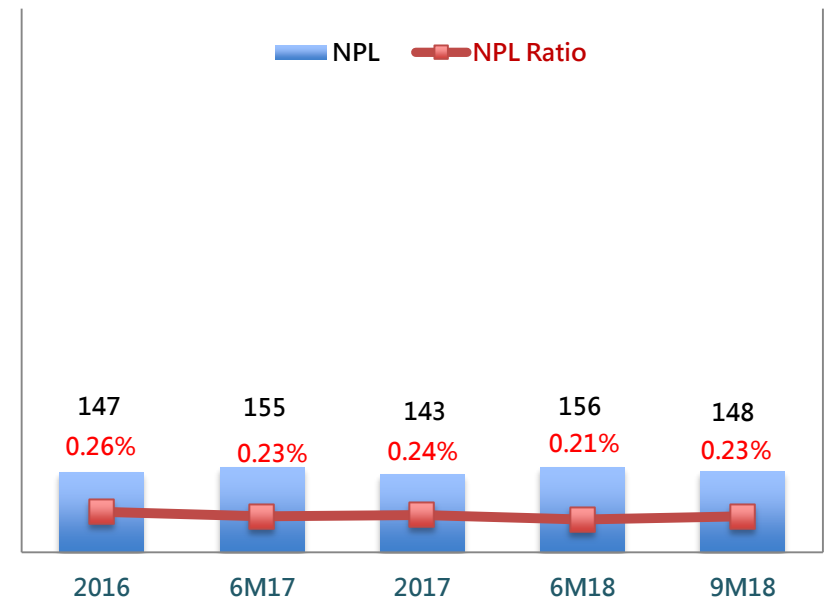
NPL Ratio for Major Products



Note: Data of E.SUN Bank

NPL Ratio for Credit Card

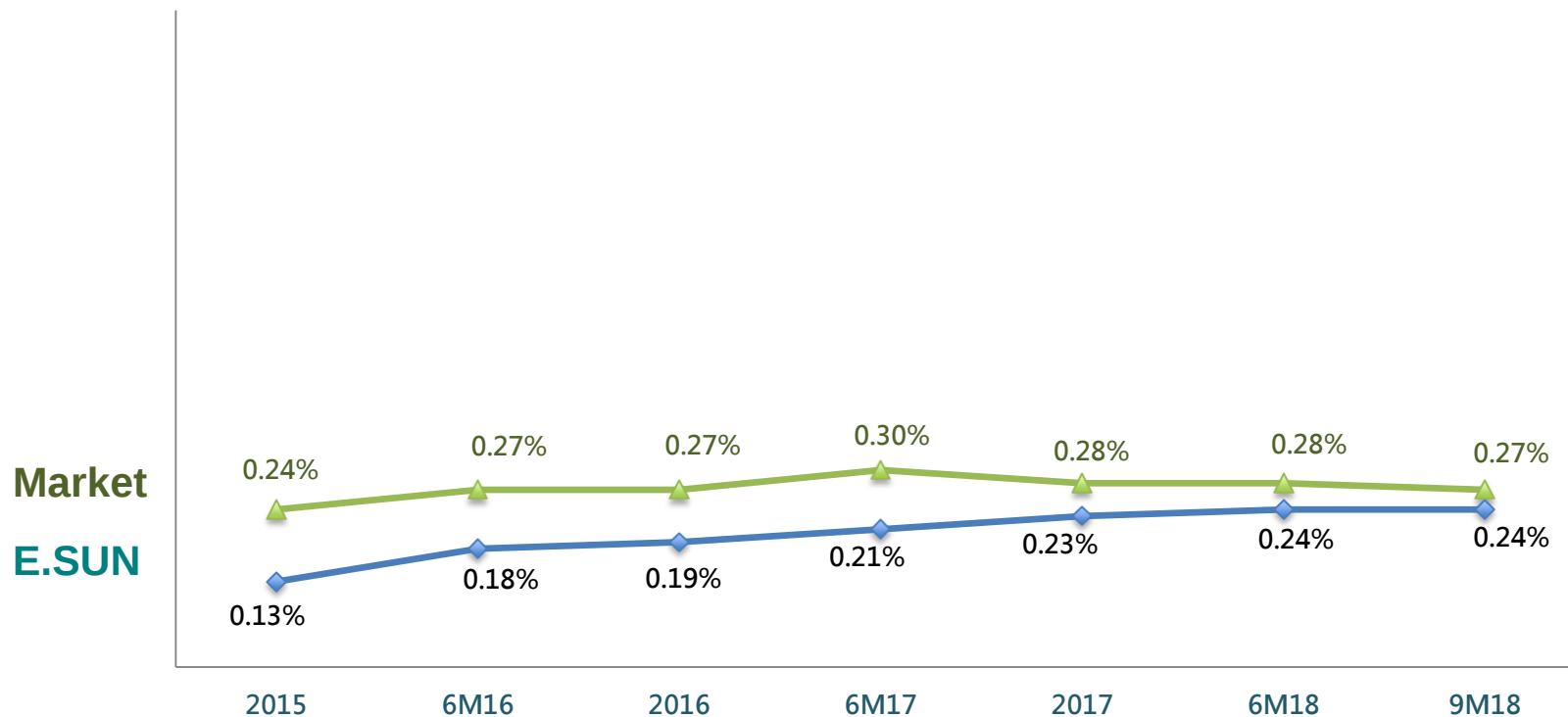
Unit: NT\$ million





優異的資產品質_{3/3}

NPL Comparison with Market

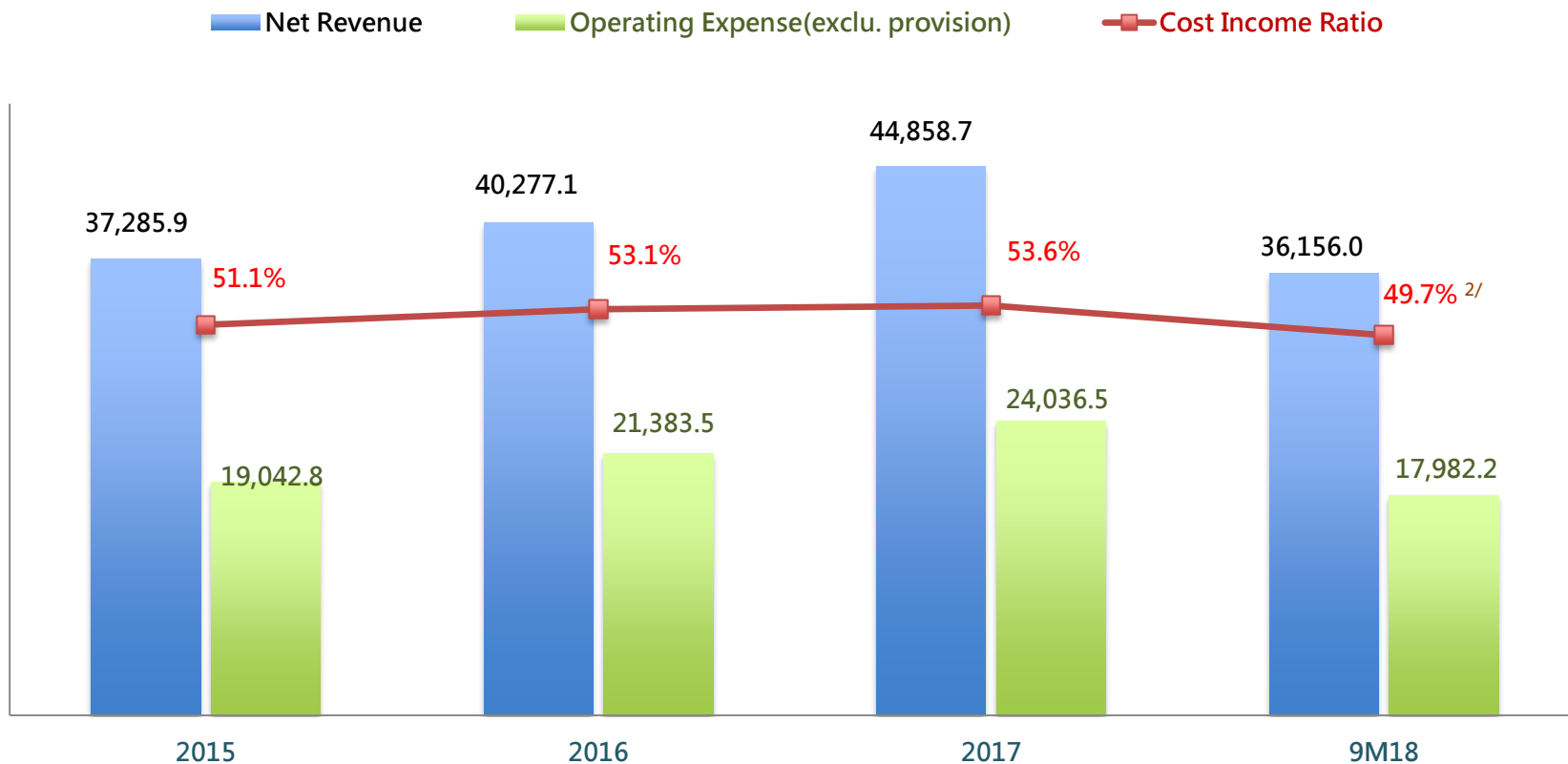


Source : FSC, Market NPL as of Aug. 18



成本效率比

Unit: NT\$ million



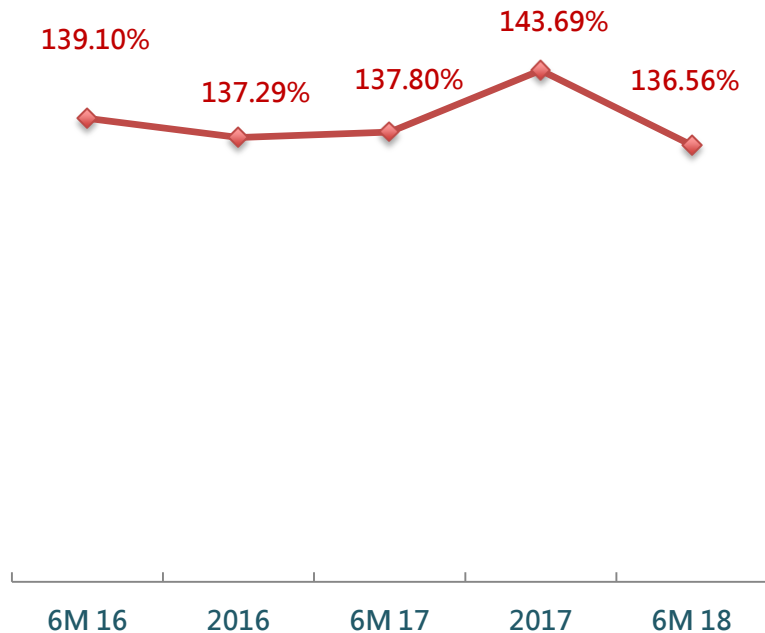
Note: 1. Data of E.SUN Bank

2. Preliminary figures of Sep. 2018

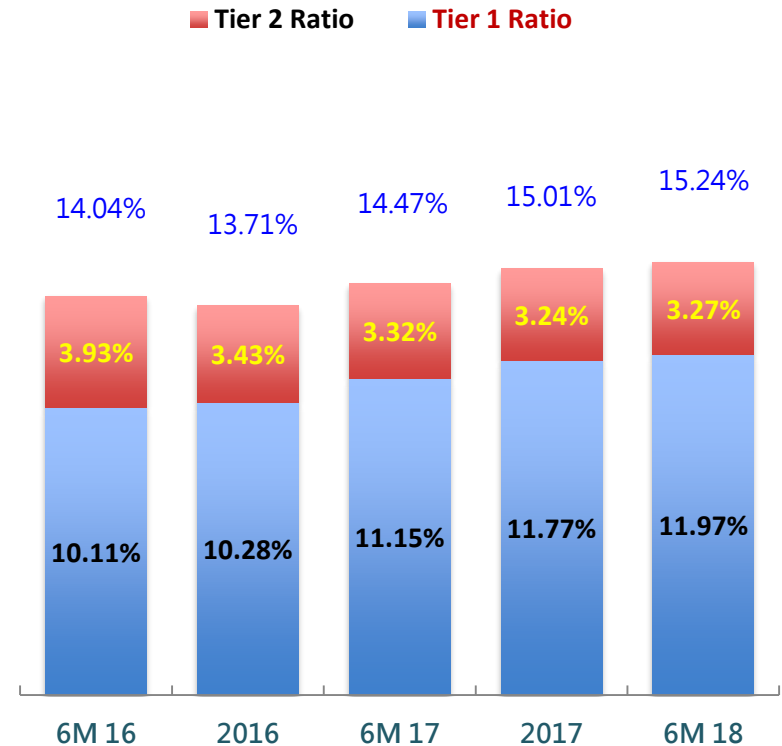


資本適足率

FHC CAR Ratio



Bank BIS Ratio



Note: 1. Audit figures of Jun. 2018
2. BIS of E.SUN Bank standalone



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
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ir@email.esunbank.com.tw





Balance Sheet of 3Q2018 for E.SUN FHC and its subsidiaries

NT\$ million	E.SUN Bank (consolidated)	E.SUN Sec. (Standalone)	E.SUN VC	E.SUN FHC (Standalone)	E.SUN FHC (consolidated)
Assets :					
Cash and due from banks	124,190	928	47	386	124,044
Securities, net	603,556	1,053	3,131	52	608,002
Loans, net	1,296,531	0	0	-	1,296,531
A/R, net	85,635	9,960	0	84	95,591
Land, premises and equipments, net	28,576	339	0	22	28,938
Others	23,238	2,303	221	163,955	25,064
Total assets	2,161,726	14,583	3,399	164,499	2,178,170
Liabilities:					
Deposits	1,785,505	0	0	0	1,785,505
Other liabilities	221,475	9,496	7	7,808	235,856
Total liabilities	2,006,980	9,496	7	7,808	2,021,361
Total stockholders' equity	154,746	5,087	3,392	156,691	156,809
Total equity attributable to owners of the company	154,626	5,087	3,392	156,691	156,691
Non-Controlling interests	120	0	0	0	118
Total liabilities and stockholders' equity	2,161,726	14,583	3,399	164,499	2,178,170

Note: Preliminary figures of Sep. 2018



P&L of E.SUN FHC and its subsidiaries for 3Q2018

NT\$ million	E.SUN Bank (Consolidated)	E.SUN Sec. (Standalone)	E.SUN VC	E.SUN FHC (Standalone)	E.SUN FHC (consolidated)
Operating income					
Net interest income	14,886	289	2	(63)	15,114
Net fee income	11,437	783	0	0	12,217
Net trading income/(loss) & Derivatives & FX	9,529	65	(49)	2	9,547
Others	304	53	0	13,674	292
Total Net Revenues	36,156	1,190	(47)	13,613	37,170
Allowance for bad-debt expenses	(2,227)	0	0	0	(2,227)
Operating expenses	(17,982)	(803)	(11)	(243)	(18,887)
Income before income tax	15,947	387	(58)	13,370	16,056
Income tax expenses	(2,599)	(68)	(7)	(19)	(2,694)
Net Income	13,348	319	(65)	13,351	13,362
Attributable to owners of the company	13,336	319	(65)	13,351	13,351
Non-controlling interests	12	0	0	0	11

Note: Preliminary figures of Sep. 2018



E.SUN FHC's Balance Sheet (Consolidated)

NT\$ million	Yearly Results			Quarterly Results				
	2015	2016	2017	Sep 17	Dec 17	Mar 18	Jun 18	Sep 18
Assets :								
Cash and due from banks	104,113	99,545	131,175	128,633	131,175	131,824	119,291	124,044
Securities, net	469,508	502,761	577,285	554,518	577,285	602,588	614,072	608,002
Loans, net	1,021,995	1,118,149	1,211,071	1,201,528	1,211,071	1,234,658	1,262,911	1,296,531
A/R, net	78,562	83,936	94,083	92,277	94,083	87,191	106,098	95,591
Land, premises and equipments, net	26,792	26,440	28,209	27,702	28,209	28,311	28,294	28,938
Others	74,314	53,469	32,565	32,959	32,565	37,288	35,448	25,064
Total assets	1,775,284	1,884,300	2,074,388	2,037,617	2,074,388	2,121,860	2,166,114	2,178,170
Liabilities:								
Deposits	1,456,394	1,556,422	1,711,175	1,675,686	1,711,175	1,742,858	1,743,615	1,785,505
Other liabilities	197,229	198,697	214,265	216,066	214,265	224,456	269,546	235,856
Total liabilities	1,653,623	1,755,119	1,925,440	1,891,752	1,925,440	1,967,314	2,013,161	2,021,361
Total stockholders' equity	122,661	129,181	148,948	145,865	148,948	154,546	152,953	156,809
Total equity attributable to owners of the company	120,927	128,524	148,842	145,761	148,842	154,438	152,848	156,691
Non-Controlling interests	734	657	106	104	106	108	105	118
Total liabilities and stockholders' equity	1,775,284	1,884,300	2,074,388	2,037,617	2,074,388	2,121,860	2,166,114	2,178,170

Note: Preliminary figures of Sep. 2018



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

NT\$ million	Yearly Results			Quarterly Results				
	2015	2016	2017	3Q17	4Q17	1Q18	2Q18	3Q18
Operating income								
Net interest income	17,474	18,585	20,250	5,200	5,174	5,199	4,956	4,959
Net Fee income	13,878	15,548	15,776	4,273	3,900	4,284	4,113	3,820
Net trading income/(loss) & Derivatives & FX	7,378	6,586	9,733	2,613	2,518	2,931	3,318	3,298
Others	(241)	345	348	127	109	79	71	142
Total Net Revenues	38,489	41,064	46,107	12,213	11,701	12,493	12,458	12,219
Allowance for bad-debt expenses	(3,566)	(3,463)	(4,055)	(1,124)	(1,171)	(664)	(756)	(807)
Operating expenses	(20,138)	(22,396)	(25,179)	(6,221)	(6,817)	(6,148)	(6,373)	(6,366)
Income before income tax	14,785	15,205	16,873	4,868	3,713	5,681	5,329	5,046
Income tax expenses	(1,906)	(2,222)	(2,219)	(848)	(508)	(905)	(853)	(936)
Net Income	12,879	12,983	14,654	4,020	3,205	4,776	4,476	4,110
Income Attributable to owners of the company	12,816	13,135	14,757	4,063	3,176	4,775	4,474	4,102
Non-Controlling interests	63	(152)	(103)	(43)	29	1	2	8

Note: Preliminary figures of Sep. 2018



E.SUN Bank's Balance Sheet

NT\$ million	Yearly Results			Quarterly Results				
	2015	2016	2017	Sep 17	Dec 17	Mar 18	Jun 18	Sep 18
Assets :								
Cash and due from banks	103,947	99,446	131,042	128,589	131,042	131,799	119,245	124,190
Securities, net	467,481	501,867	575,980	553,592	575,980	598,012	609,277	603,556
Loans, net	1,021,995	1,118,149	1,211,071	1,201,528	1,211,071	1,234,658	1,262,911	1,296,531
A/R, net	71,523	75,992	83,130	82,483	83,130	76,398	94,020	85,635
Land, premises and equipments, net	26,156	25,785	27,559	27,047	27,559	27,700	27,667	28,576
Others	69,528	48,892	27,555	27,490	27,555	34,713	32,932	23,238
Total assets	1,760,630	1,870,131	2,056,337	2,020,729	2,056,337	2,103,280	2,146,052	2,161,726
Liabilities:								
Deposits	1,457,201	1,558,856	1,712,072	1,676,538	1,712,072	1,743,753	1,750,860	1,785,505
Other liabilities	185,171	184,241	197,007	200,211	197,007	207,309	244,816	221,475
Total liabilities	1,642,372	1,743,097	1,909,079	1,876,749	1,909,079	1,951,062	1,995,676	2,006,980
Total stockholders' equity	118,258	127,034	147,258	143,980	147,258	152,218	150,376	154,746
Total equity attributable to owners of the company	116,391	126,371	147,145	143,869	147,145	152,103	150,264	154,626
Non-Controlling interests	1,133	663	113	111	113	115	112	120
Attribute to former business under control	734	0	0	0	0	0	0	0
Total liabilities and stockholders' equity	1,760,630	1,870,131	2,056,337	2,020,729	2,056,337	2,103,280	2,146,052	2,161,726

Note: Preliminary figures of Sep. 2018



E.SUN Bank's P&L account

NT\$ million	Yearly Results			Quarterly Results				
	2015	2016	2017	3Q17	4Q17	1Q18	2Q18	3Q18
Operating income								
Net interest income	17,253	18,419	20,015	5,132	5,107	5,127	4,879	4,880
Fee income	13,190	14,939	14,903	4,021	3,642	4,037	3,838	3,562
Net trading income/(loss) & Derivatives & FX	6,522	6,575	9,604	2,576	2,458	2,680	3,167	3,682
Others	321	344	337	114	71	84	75	145
Total Net Revenues	37,286	40,277	44,859	11,843	11,278	11,928	11,959	12,269
Allowance for bad-debt expenses	(3,566)	(3,462)	(3,869)	(1,122)	(1,115)	(631)	(756)	(840)
Operating expenses	(19,043)	(21,384)	(24,037)	(5,895)	(6,534)	(5,857)	(6,064)	(6,061)
Income before income tax	14,677	15,431	16,953	4,826	3,629	5,440	5,139	5,368
Income tax expenses	(1,947)	(2,171)	(2,167)	(789)	(448)	(888)	(818)	(893)
Net Income	12,730	13,260	14,786	4,037	3,181	4,552	4,321	4,475
Attributable to owners of the company	11,908	13,265	14,887	4,080	3,150	4,551	4,318	4,467
Attribute to former business under control	759	146	0	0	0	0	0	0
Non-controlling interests	63	(151)	(101)	(43)	31	1	3	8

Note: Preliminary figures of Sep. 2018