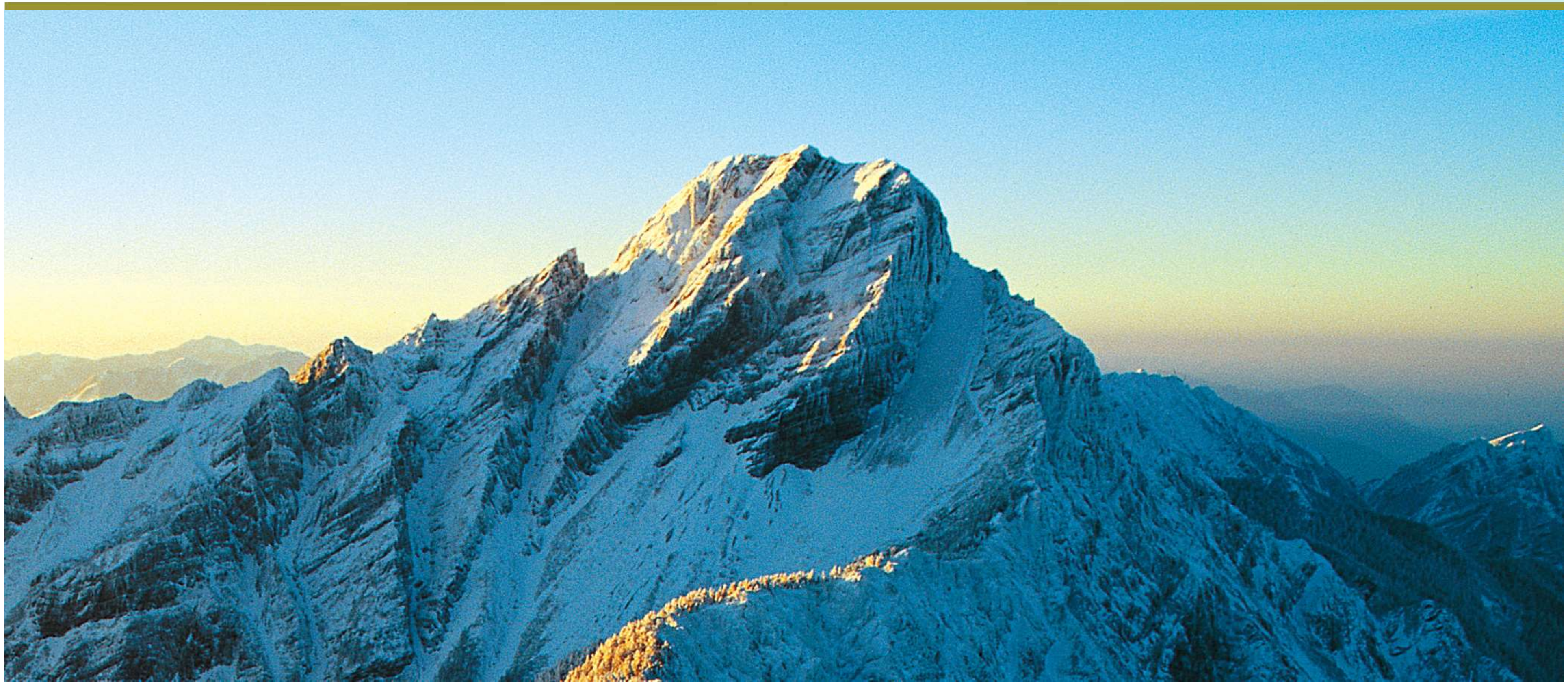
玉山金控 E.SUN FHC



玉山金控 2024 年第 3 季法人說明會

Nov 2024

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大綱

- 2024 年第 3 季財務績效表現
- 2024 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

全球總體經濟概況

• 國際局勢多變，復甦速度緩步

- 隨全球庫存調整告終及通膨放緩，全球經濟緩步復甦，然復甦之路仍充滿不確定性，IMF 10月全年經濟成長預估維持3.2%
- 美國通膨漸緩，FED開始有序降息，然降息速度不若年初預期，且難回到過往低利率環境；就業市場維持穩健、消費溫和成長，經濟續朝軟著陸前進
- 中國大規模政策刺激經濟，然房市持續不振，內需持續疲弱，評估財政政策刺激效果有限，Q3經濟成長率4.6%續放緩，經濟仍在調整階段
- 地緣政治加劇，烏俄戰爭、以巴衝突升級，恐影響能源及國際運輸價格，有通膨再起疑慮

• 台灣出口帶動成長，政策持續調控房市

- 出口表現佳，投資動能回升，主計總處發布Q3經濟成長率3.97%，全年預估上修至4.1%
- AI需求持續成長，前三季資通訊類產品出口成長近9成，帶動整體出口年增10.2%，惟須注意產業出口狀況不一，傳產仍具挑戰
- 物價逐步緩和，核心CPI連6個月維持2%以下，薪資調整漸成常態，實質薪資連5個月正成長，帶動消費表現亮眼，零售、餐飲服務強勁，支撐近年內需表現
- 央行政策維持緊縮，9月調升存準率1碼，搭配第7波信用管制調控房市，預期房市成長將趨緩，未來央行將視房市及國內資金狀況，持續透過存準率及信用管制措施調控

玉山金控整體概況

Unit : TWD million

		2024.09/1	2023.12/3
總資產	玉山金控	3,932,267	3,638,498
	玉山銀行	3,888,922	3,608,639
	玉山證券	38,288	24,801
	玉山創投	6,103	6,110
主要財務比率	金控每股淨值(新臺幣元)	15.47	15.08
	雙重槓桿比率	108.54%	102.92%
	金控資本適足率	128.20%/2	140.42%
實體通路	國內銀行通路	139	139
	海外據點	Branch: HK, LA, Singapore, Vietnam, Myanmar, Tokyo, Fukuoka, Sydney, Brisbane Sub-Branch in Kumamoto, Japan Subsidiary: China and Cambodia (UCB) Rep office in Hanoi, HCM City, Bangkok, Kuala Lumpur 33 overseas sites	
	證券分公司	17	17

Note: 1. Preliminary figures of Sep 2024
2. Audit figures of Jun 2024
3. Audit figures of Dec 2023
4. Share owned by QFII: 30.98%, as of September 30, 2024

2024 年第 3 季財業務概況

金控獲利

- 前三季金控自結淨收益 585.9億元(+21.6%)，稅後淨利 208.8億元(+31.5%)，創歷年同期最高紀錄。
- 玉山金控 EPS 1.31元、ROE 11.51%、ROA 0.74%。
- 玉山銀行稅後淨利194.7億元(+39.7%)，玉山證券淨利17.0億元(+77.0%)，皆創歷年同期新高。

營運績效

- 存放款穩健成長，總放款餘額 2.3兆元 (+13.6%)，企業放款成長 12.9%，其中外幣放款成長12.8%，SME放款成長 11.6%、個人放款成長 14.9%；總存款成長9%。(yoy)
- 前三季淨手續費收入 205.2億元(+30.3%)，創歷年同期最高。財富管理單季淨手收34.9億元、前三季97.8億元(+42.9%)皆為最高紀錄；信用卡手收 58.2億元(+10.3%)，簽帳金額亦創新高。(yoy)
- 長期保持優良資產品質，逾期放款比率 0.16%，逾期放款覆蓋率 766.62%。

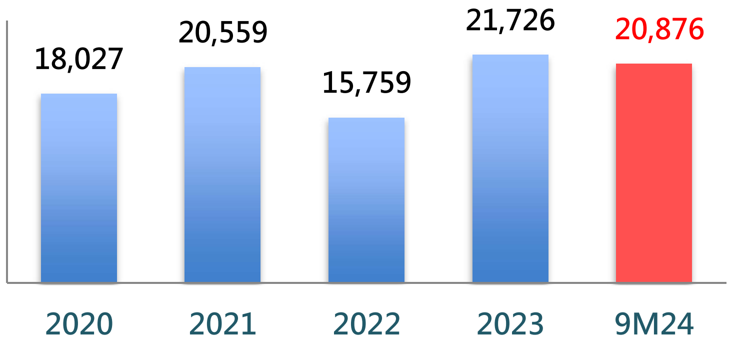
本季營運亮點

- 海外布局：馬來西亞吉隆坡辦事處7月開業、日本熊本出張所10月開幕，深化服務台商供應鏈，海外營運擴及11個國家地區共33處營運據點；10月已獲金管會核准申設美國達拉斯代表人辦事處。
- 喜悅與榮光：獲菁業獎「最佳企業金融」、「最佳人力發展」及「最佳數位金融」特優以及「最佳海外發展」、「最佳中小企業金融」、「最佳消費金融」及「最佳財富管理」優等。獲The Banker選為亞太區最佳創新數位銀行，連續3年獲天下永續公民獎以及2年獲天下永續人才獎第一名殊榮，更連續6屆獲國家環保獎肯定。
- 永續發展：連續第4年舉辦ESG倡議行動，邀請蕭副總統及5個國家辦事處代表參與，共160家海內外企業響應，持續發揮社會影響力，邁向永續未來。

玉山金控獲利表現

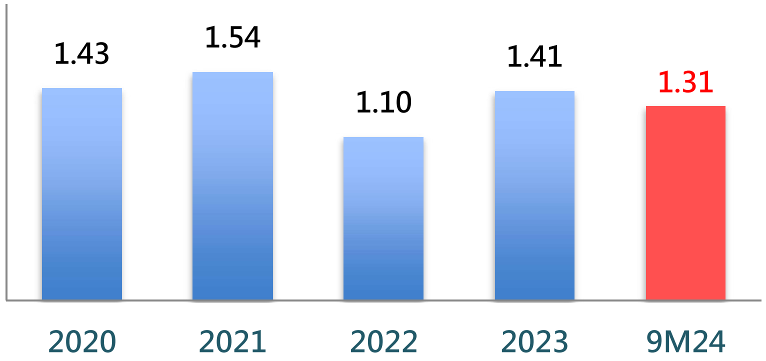
稅後淨利

Unit: TWD million

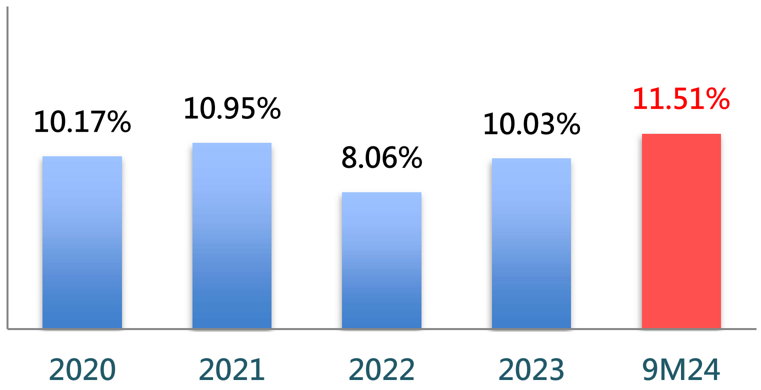


EPS

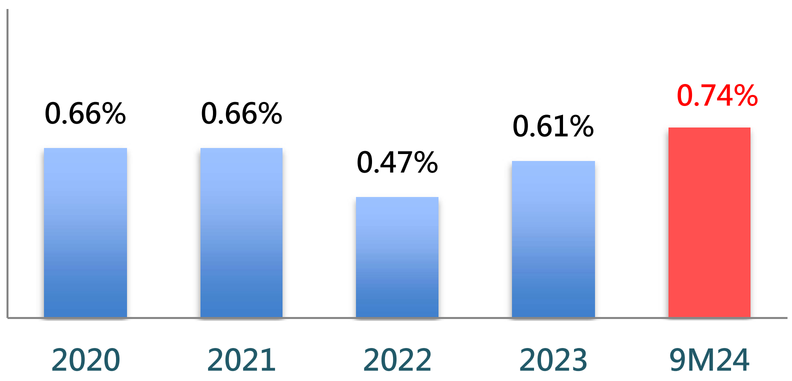
Unit: TWD



ROE



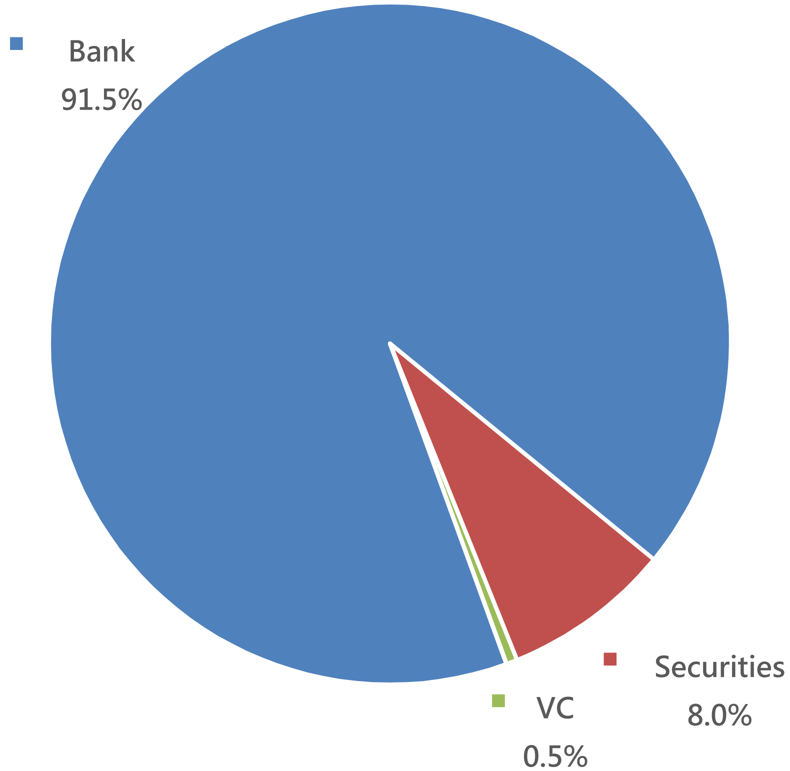
ROA



Note: Preliminary figures of Sep 2024

玉山金控及子公司獲利結構

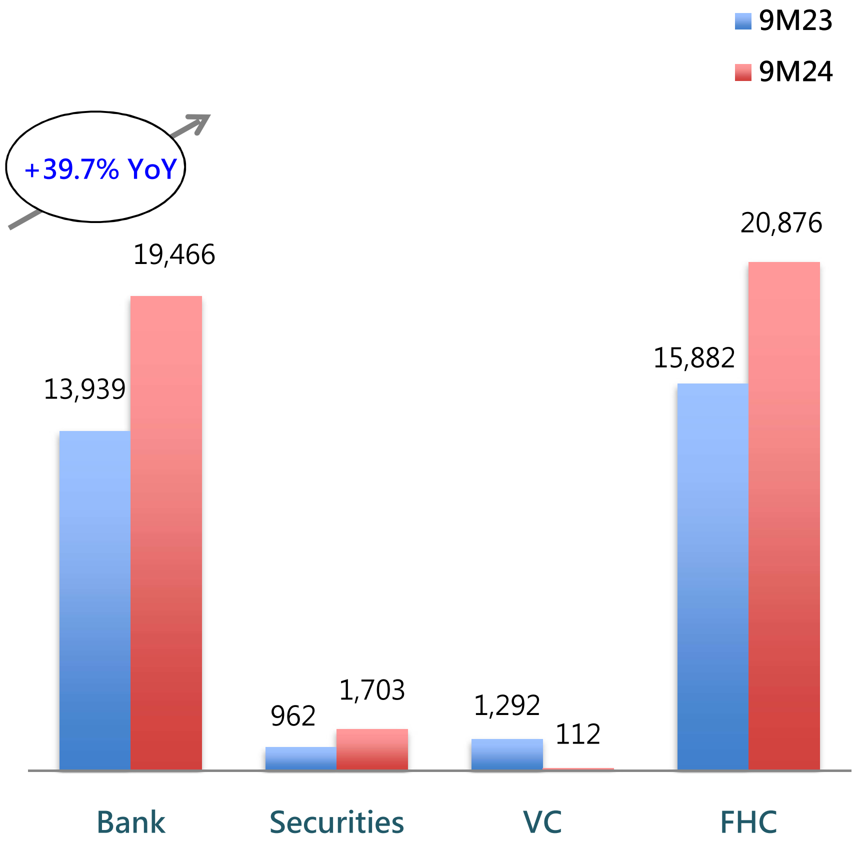
各子公司獲利貢獻



Note: Preliminary figures of Sep 2024

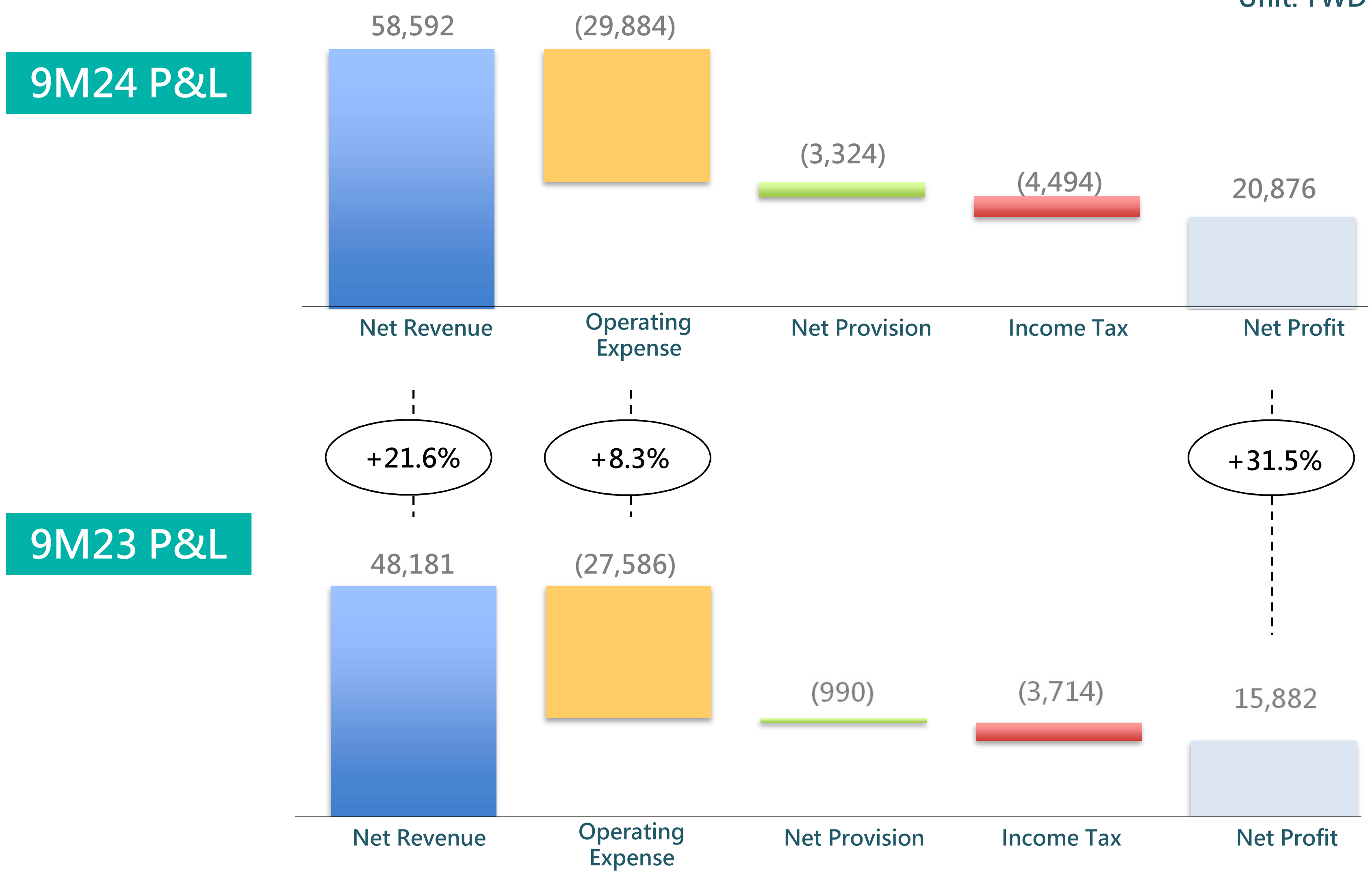
金控及子公司稅後淨利比較

Unit: TWD million



與去年同期獲利比較

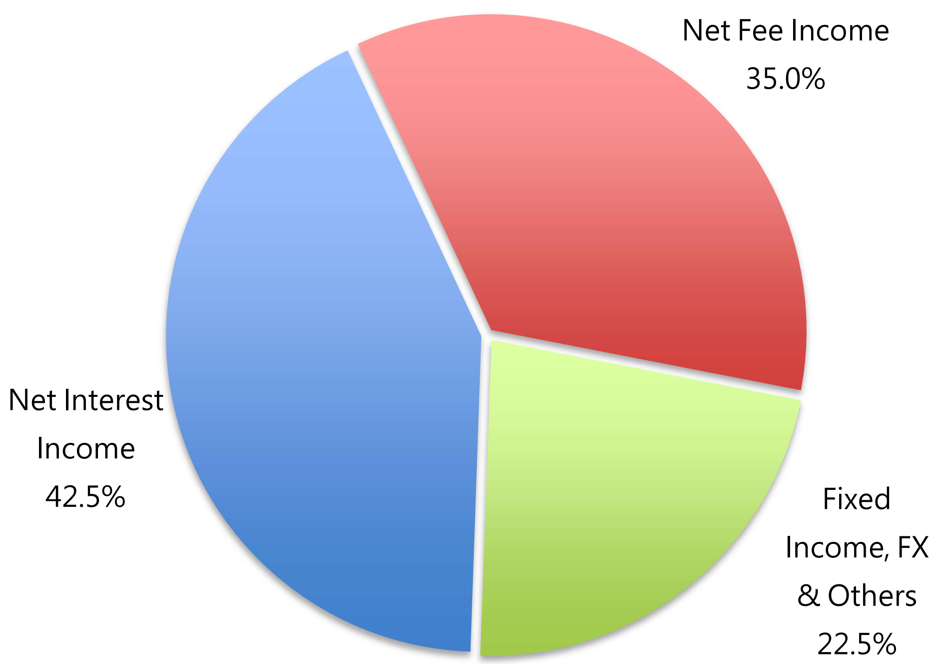
Unit: TWD million



Note: Preliminary figures of Sep 2024

玉山金控淨收益結構

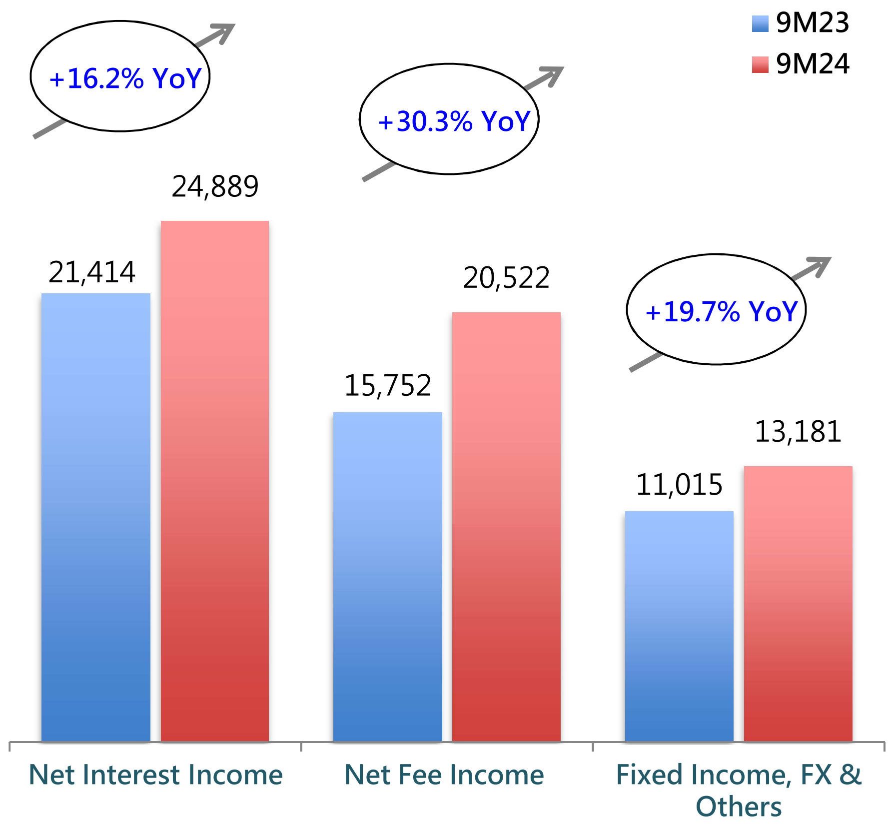
淨收益
新臺幣585.9億元



Note: Preliminary figures of Sep 2024

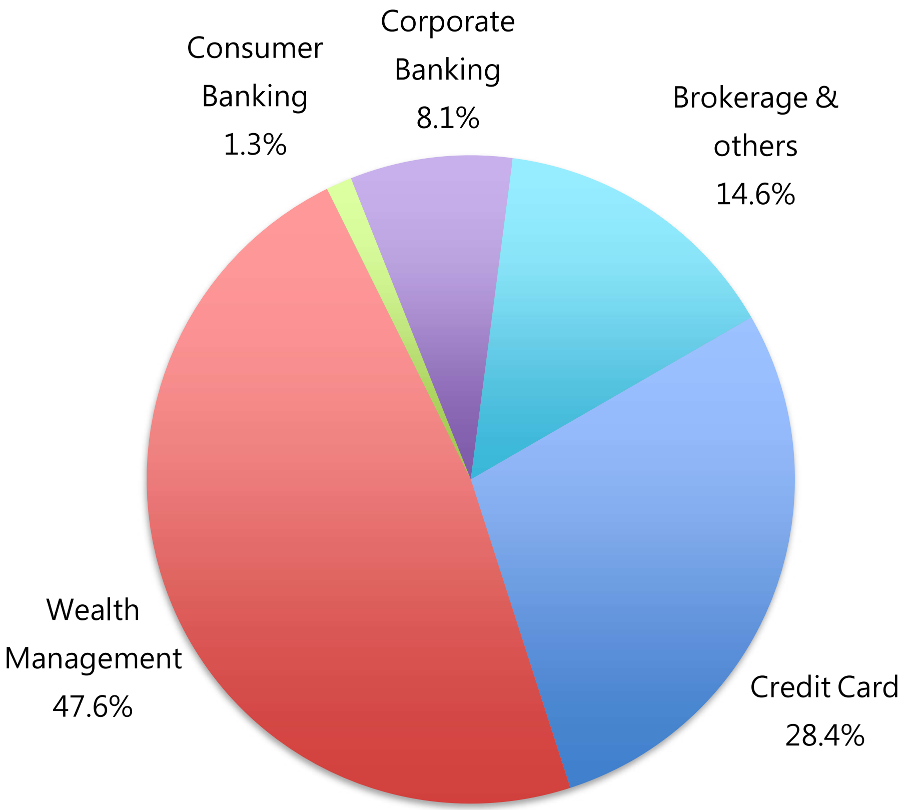
與去年同期比較

Unit: TWD million



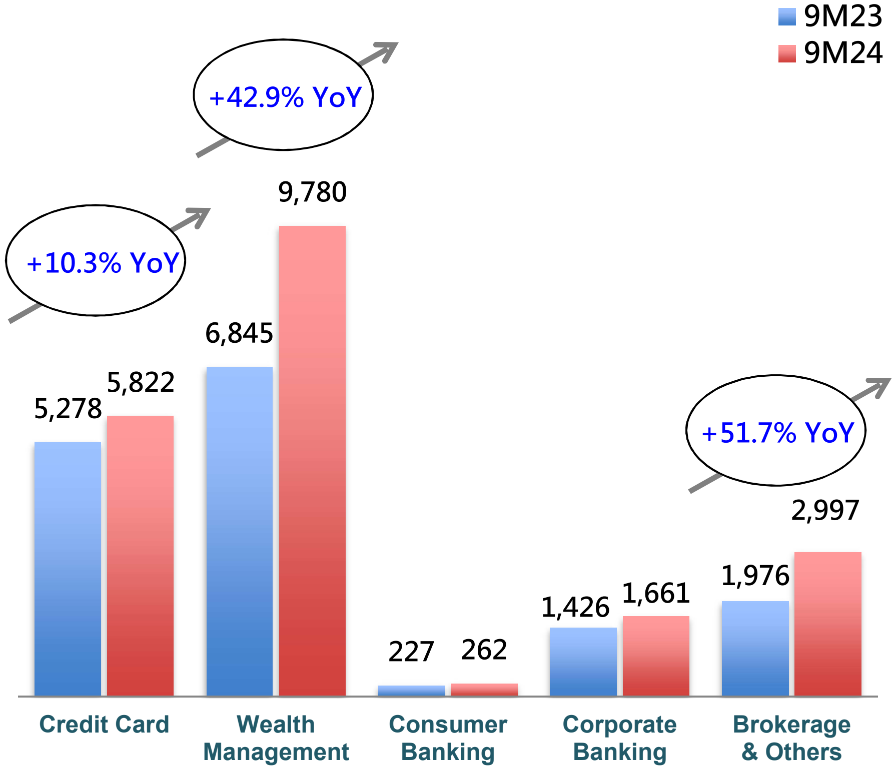
玉山金控淨手續費結構

淨手續費收入
新臺幣$205.2 億元



與去年同期比較

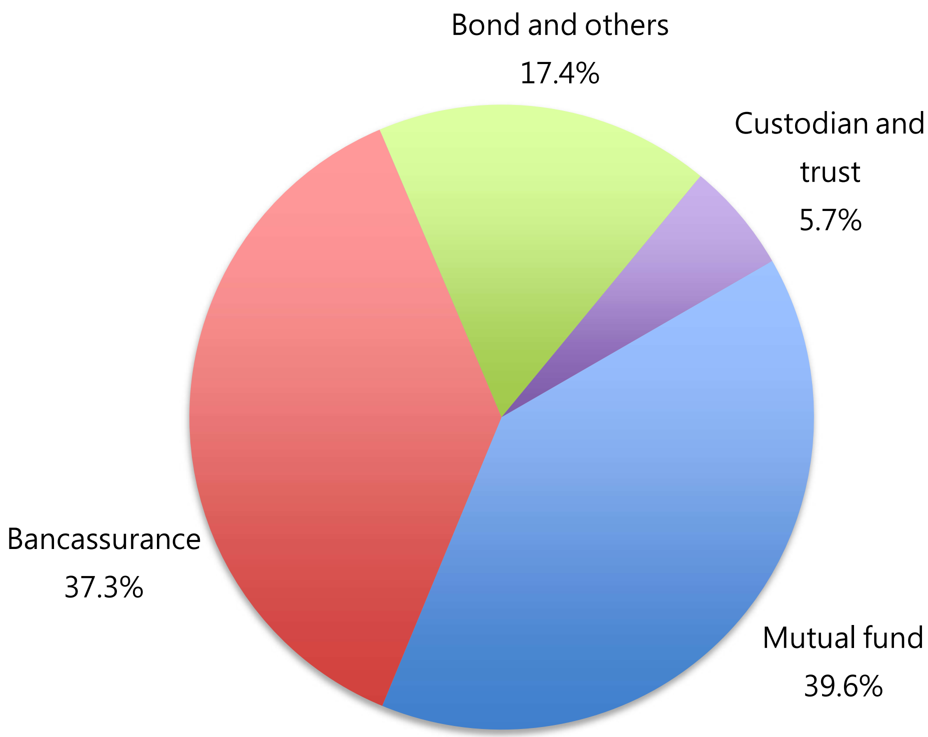
Unit: TWD million



Note: Preliminary figures of Sep 2024

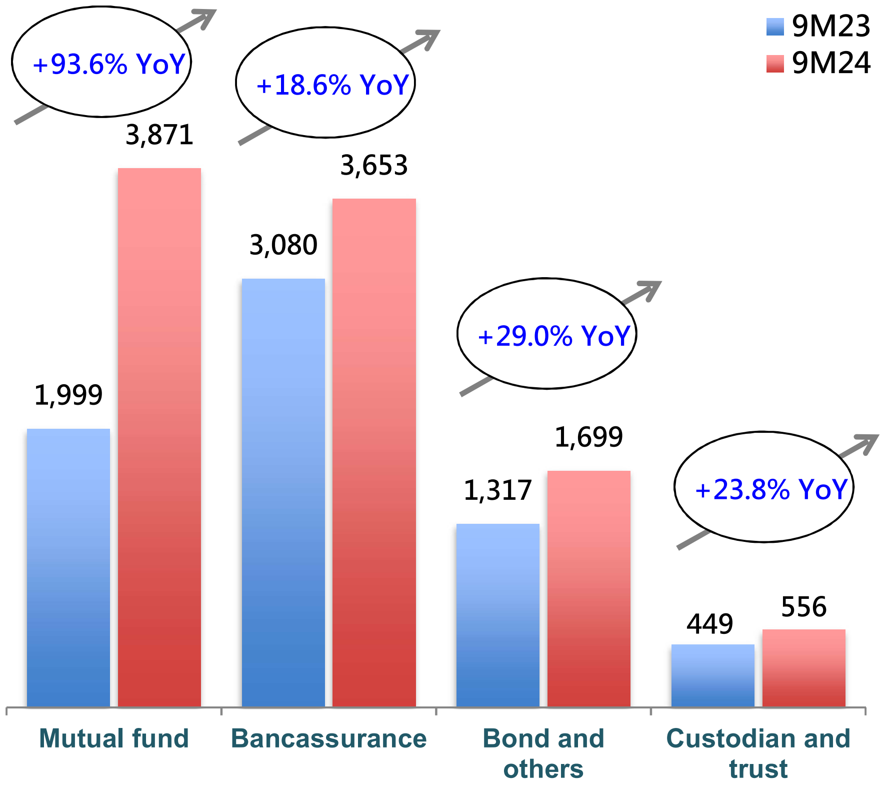
財富管理手續費結構

財富管理淨手續費收入分項



與去年同期比較

Unit: TWD million

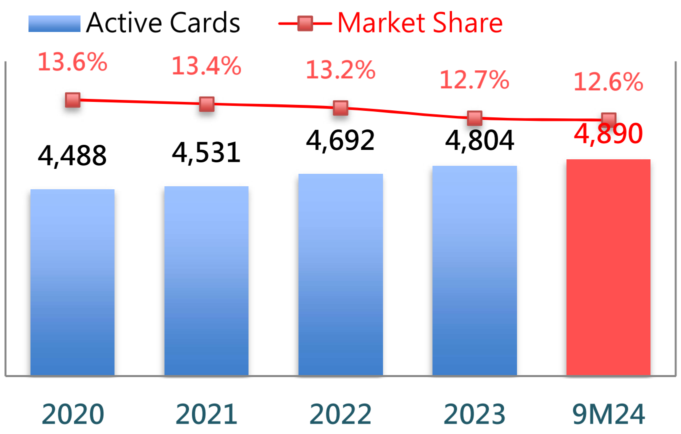


Note: Preliminary figures of Sep 2024

信用卡業務相關指標

Active Cards

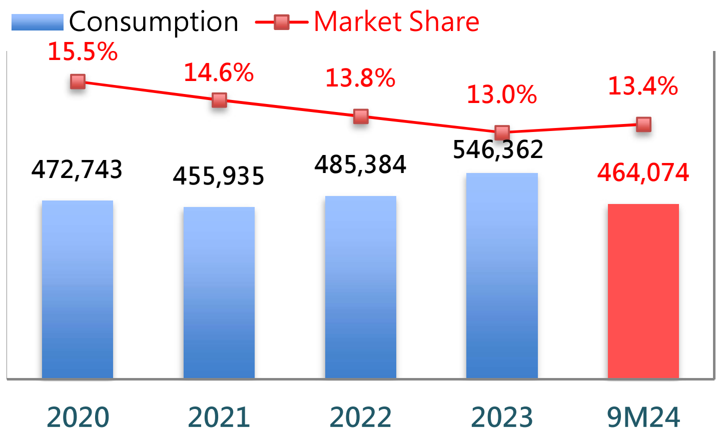
Unit: Thousand Cards, %



Note: Market share of Aug 2024

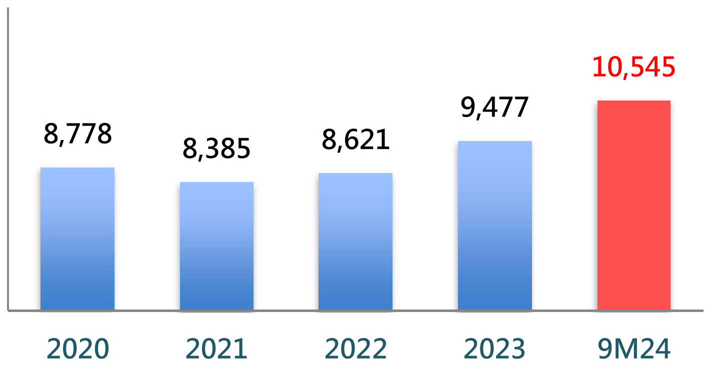
Card Consumption

Unit: TWD million



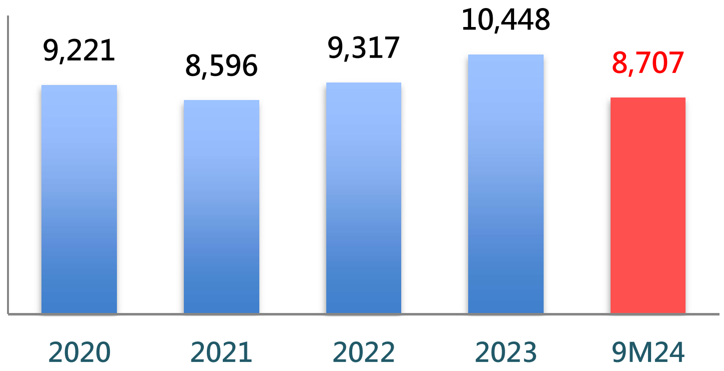
Per Card Spending (Monthly)

Unit: TWD



Gross Fee Income

Unit: TWD million



海外業務發展

財務績效

2024年前三季海外分、子行：

- 獲利年成長15.7%，海外獲利佔銀行合併獲利31.3%。
- 放款成長率17.8%。

拓展服務網絡

- 熊本出張所已於第四季開幕，搭配福岡分行就近服務台商供應鏈。
- 10月獲金管會核准申設美國達拉斯代表人辦事處，持續深化全球布局。

Overseas

- 5 sites under E.SUN Bank (China), China subsidiary
- 14 sites under Union Commercial Bank, Cambodian subsidiary
- 9 Branches in HK, Singapore, LA, Vietnam, Myanmar, Japan, and Australia
- 4 Rep. offices: Hanoi, Ho Chi Minh City, Bangkok, Kuala Lumpur
- 1 Sub-branch in Kumamoto, Japan

主要存放款業務比較

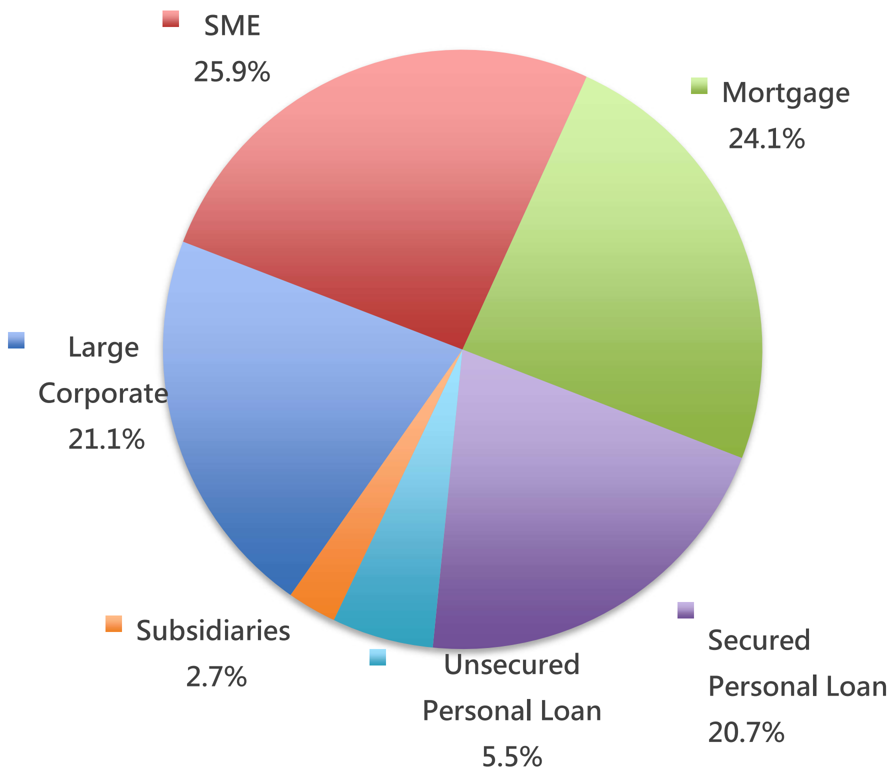
Unit: TWD Bn

Category	2024.9	Ytd Growth %	2023.12	YoY Growth %	2023.9
總存款/1	3,237.9	7.0%	3,026.0	9.0%	2,969.9
新臺幣活期存款	1,209.5	4.9%	1,152.7	7.9%	1,120.6
新臺幣定期存款	928.0	9.8%	845.1	11.7%	830.7
外幣存款	1,100.5	7.0%	1,028.3	8.0%	1,018.7
總放款/1	2,302.4	10.4%	2,084.6	13.6%	2,026.4
新臺幣放款	1,893.6	10.0%	1,721.6	13.8%	1,664.1
外幣放款	408.8	12.6%	363.0	12.8%	362.3
企業放款/2	1,084.5	9.9%	986.7	12.9%	961.0
中小企業放款	597.4	7.0%	558.5	11.6%	535.3
個人放款/2	1,158.0	11.1%	1,042.3	14.9%	1,008.0
房屋貸款	555.0	7.5%	516.5	11.0%	499.9
小額信貸	126.3	4.8%	120.5	4.7%	120.6
信用卡循環額/3	18.1	9.0%	16.6	11.0%	16.3

Note: 1. E.SUN Bank consolidated
2. E.SUN Bank standalone
3. Credit card revolving balances have been adjusted according to new definition by Banking Bureau

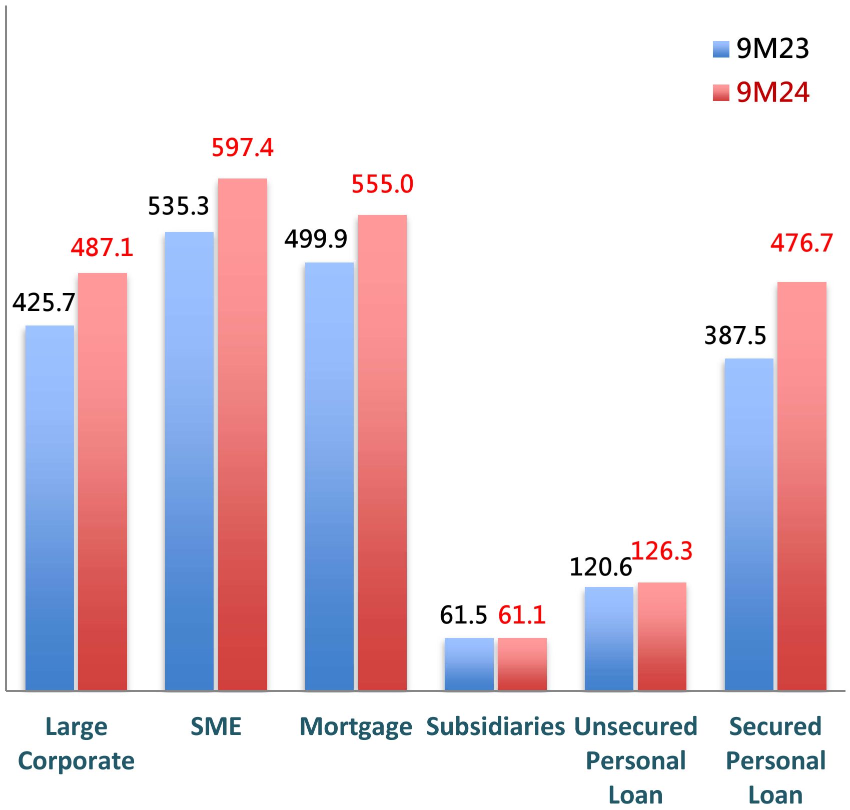
放款結構分析

放款總額
新臺幣$ 2兆3,024億元



與去年同期比較

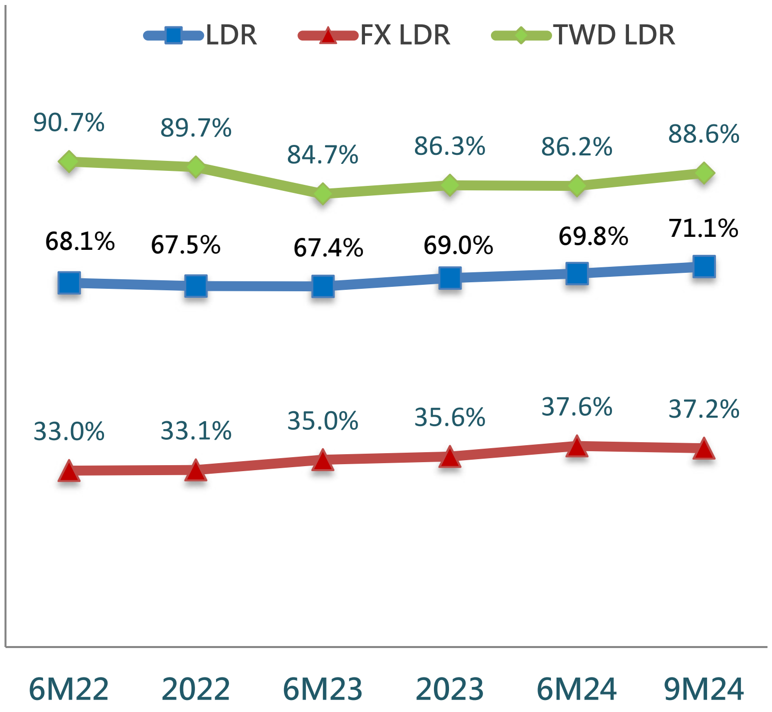
Unit: TWD Bn



Note: Secured Personal Loan is fully collateralized by fixed asset

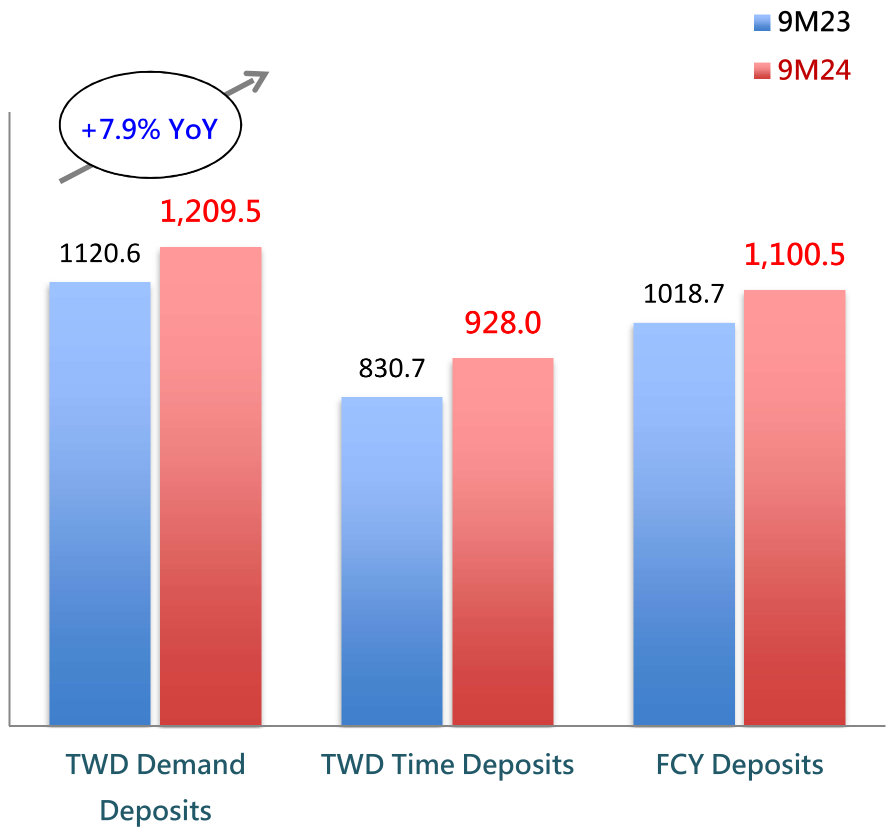
存款結構分析

存放比率



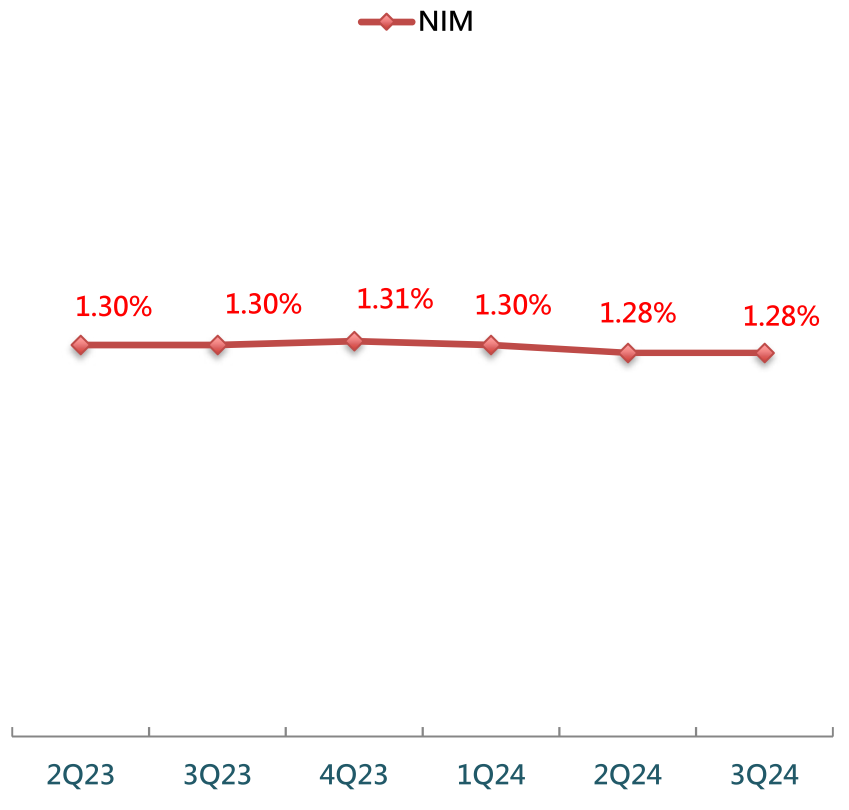
存款結構比較

Unit: TWD Bn

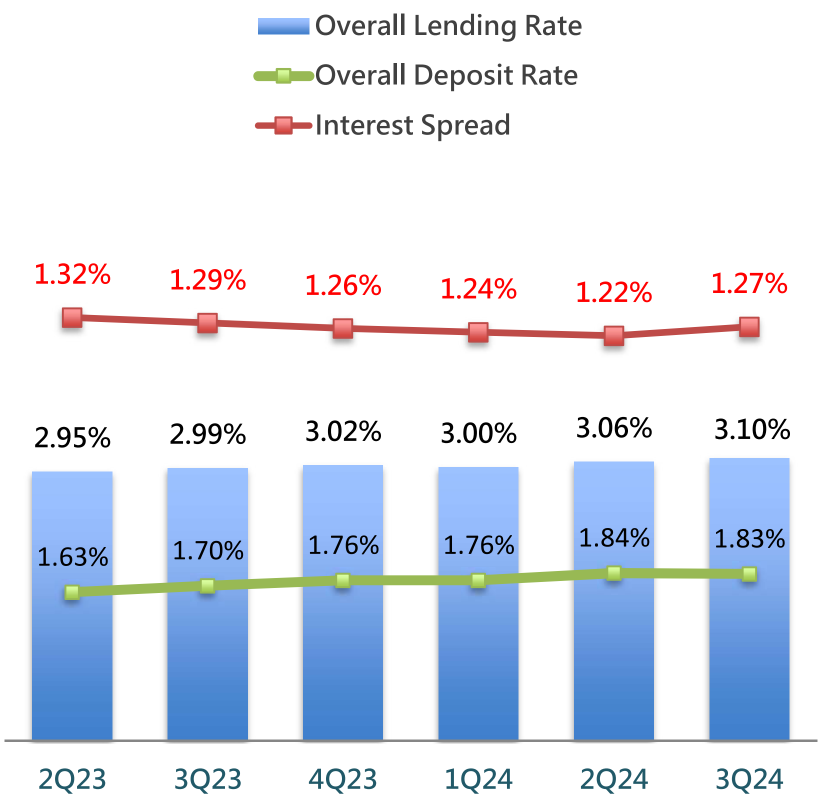


NIM and Spread

Quarterly Net Interest Margin



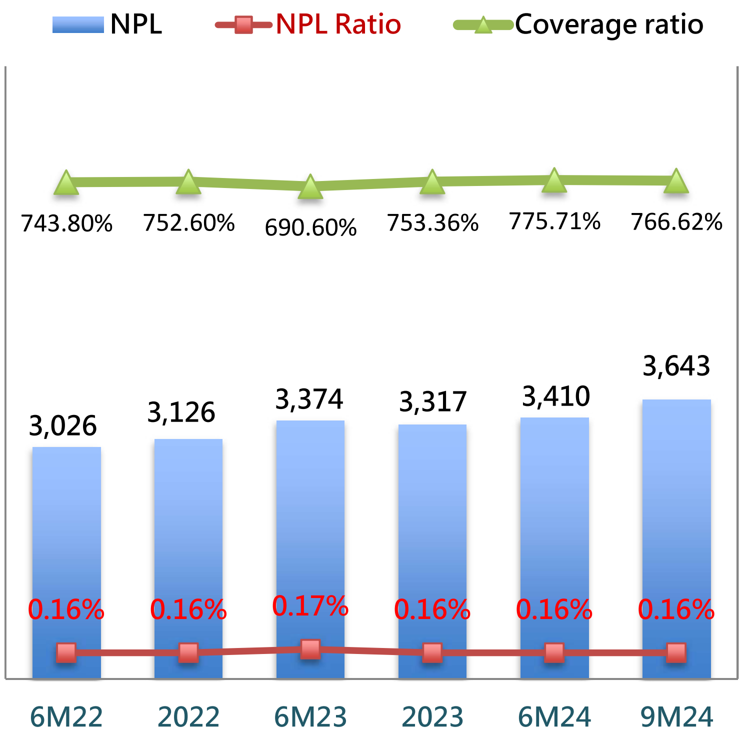
Quarterly Interest Spread



優異的資產品質1/2

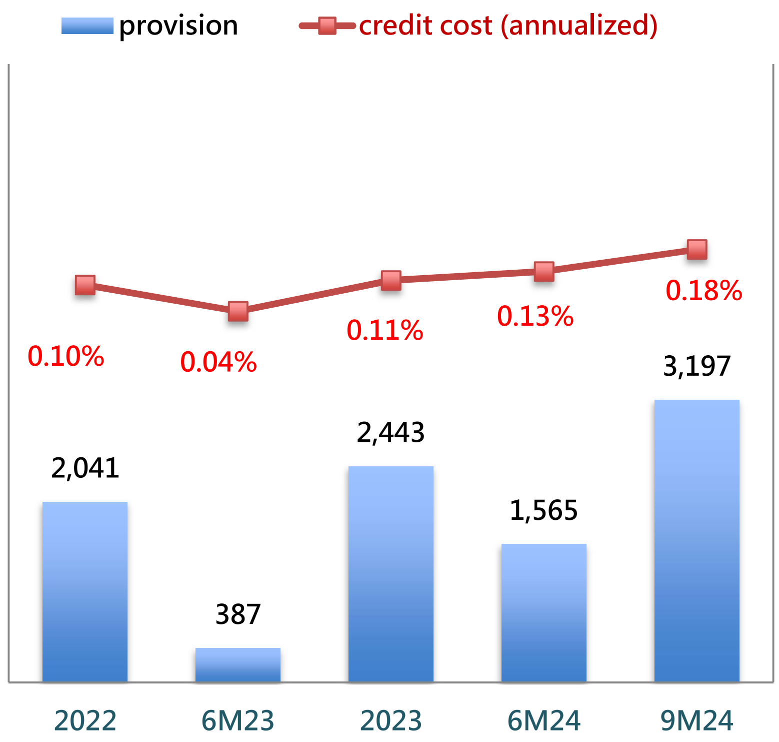
NPL Ratio

Unit: TWD million



Provision and Credit Cost

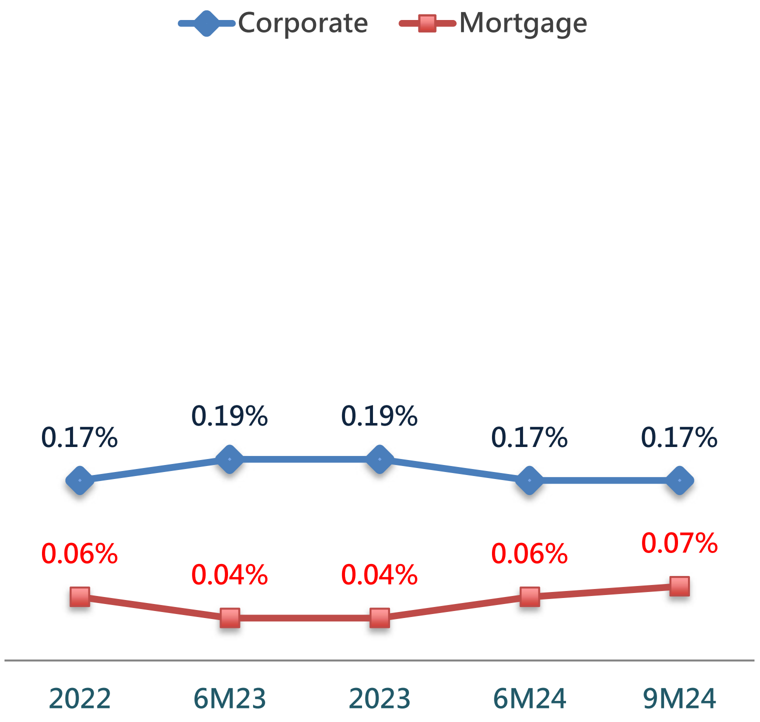
Unit: TWD million



Note: Data of E.SUN Bank standalone

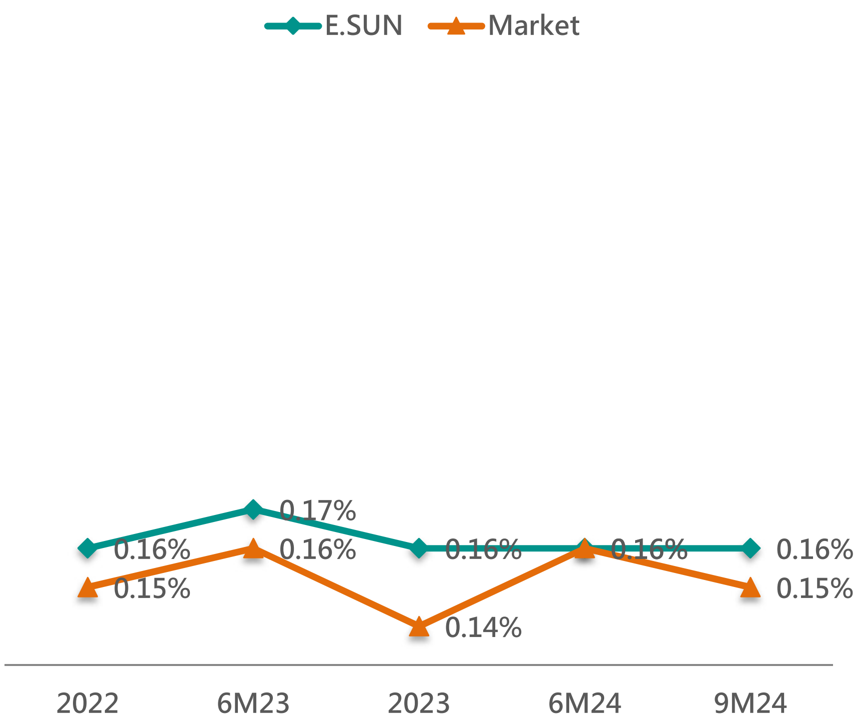
優異的資產品質2/2

NPL Ratio for Main Business



Note: Data of E.SUN Bank standalone

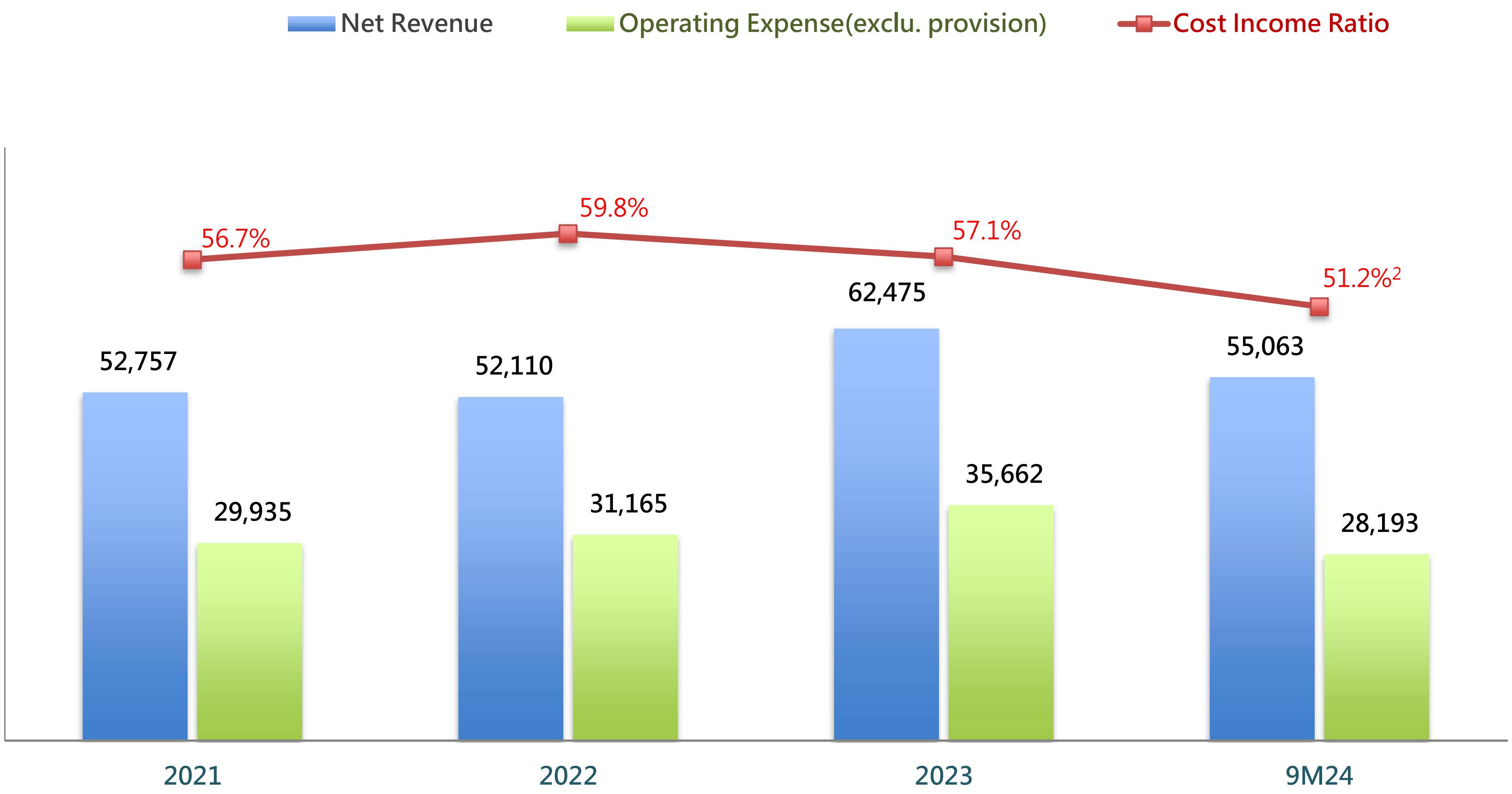
NPL Comparison with Market



Source: Financial Statistics Abstract by Banking Bureau

成本效率比

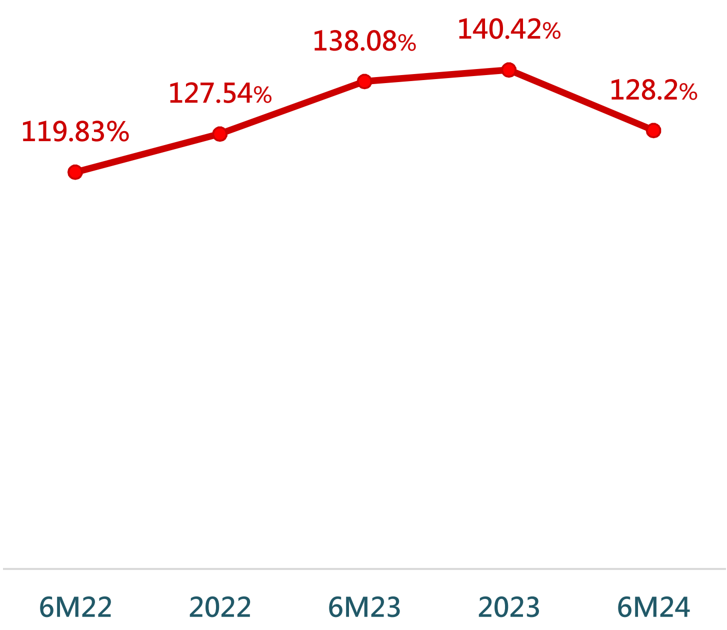
Unit: TWD million



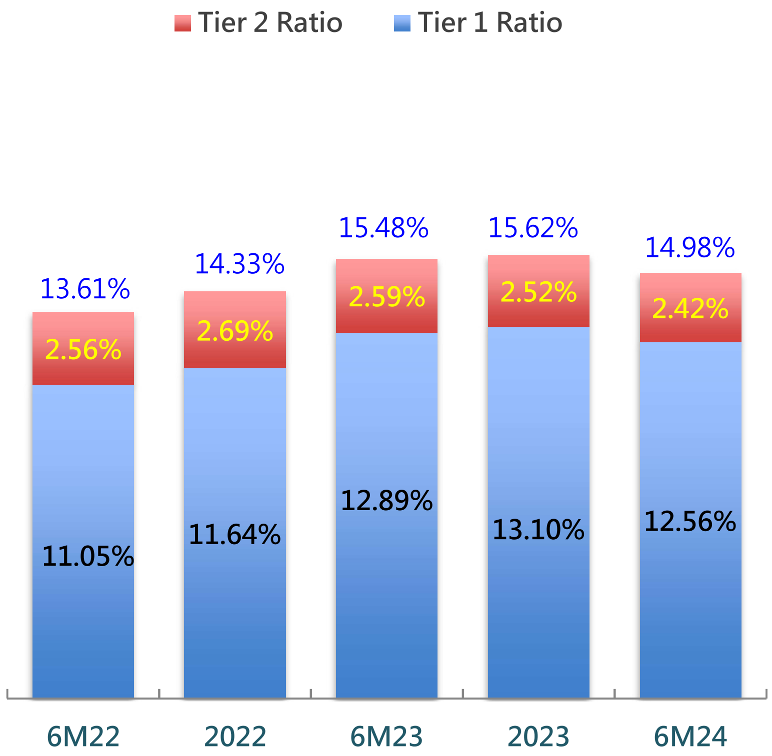
Note: 1. Data of E.SUN Bank consolidated
2. Preliminary figures of Sep 2024

資本適足率

FHC CAR Ratio



Bank BIS Ratio



Note: CET1 ratio 11.18%

Note: 1. Audit figures of Jun 2024
2. BIS of E.SUN Bank standalone

ESG永續倡議行動

連續4年舉辦ESG永續倡議行動

給世界一個更好的台灣

- 海內外參與倡議企業逾160家
- 國內27家醫療院所共同參與
- 邀請英國、加拿大、日本、波蘭及印度辦事處代表共同響應

積極發揮永續金融影響力，攜手專家團隊協助企業接軌國際

接軌國際　永續發展

連續 10 年入選

DJSI道瓊永續指數

S&P Global

★★★★★

蟬聯最高評級

MSCI ESG Rating AAA

MSCI

★★★★★

蟬聯最佳永續評級

區域、產業最佳表現

Sustainalytics

★★★★★

領導者等級

A Rating

CDP

★★★★★

首批入選前 20%

永續金融評鑑

台灣金融研訓院

★★★★★

金控、銀行、證券特優認證

CG6012公司治理制度評量

中華公司治理協會

★★★★★

9 度入選前 5%

公司治理評鑑

臺灣證券交易所

★★★★★

Thank You

❖ If you wish to know more about E.SUN, please visit our website site (https://www.esunfhc.com) for more information.

❖ If you have further questions, please feel free to contact us through email or conference call

❖ For more information, please contact
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Appendix 1/6

Balance Sheet of E.SUN FHC and its subsidiaries as of Sep. 30, 2024

TWD 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	306,762	1,443	276	1,419	307,538
Securities, net	1,043,756	3,668	5,743	191	1,053,348
Loans, net	2,277,815	-	-	-	2,277,815
A/R, net	142,485	26,735	2	114	168,975
Land, premises and equipments, net	33,051	463	2	1	33,865
Others	85,053	5,979	80	269,979	90,726
Total assets	3,888,922	38,288	6,103	271,704	3,932,267
Liabilities:					
Deposits	3,237,862	-	-	-	3,235,424
Other liabilities	397,144	29,697	41	24,247	449,212
Total liabilities	3,635,006	29,697	41	24,247	3,684,636
Total stockholders' equity	253,916	8,591	6,062	247,457	247,631
Total equity attributable to owners of the company	253,732	8,591	6,062	247,457	247,457
Non-Controlling interests	184	-	-	-	174
Total liabilities andstockholders' equity	3,888,922	38,288	6,103	271,704	3,932,267

Note: Q3 2024 Preliminary figures

Appendix 2/6

P&L of E.SUN FHC and its subsidiaries for 9M2024

TWD 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	24,582	412	4	(112)	24,889
Net fee income	17,718	2,812	-	-	20,522
Net trading income/(loss) & Derivatives & FX	12,600	304	120	3	13,027
Others	163	155	4	21,389	154
Total Net Revenues	55,063	3,683	128	21,280	58,592
Allowance for bad-debt expenses	(3,324)	0	0	0	(3,324)
Operating expenses	(28,194)	(1,642)	(19)	(309)	(29,884)
Income before income tax	23,545	2,041	109	20,971	25,384
Income tax expenses	(4,065)	(338)	3	(95)	(4,495)
Net Income	19,480	1,703	112	20,876	20,889
Attributable to owners of the company	19,466	1,703	112	20,876	20,876
Non-controlling interests	14	0	0	0	13

Note: Q3 2024 Preliminary figures

E.SUN Bank's Balance Sheet (Consolidated)

TWD million	Yearly ResultsQuarterly 2021	2022	2023	Quarterly Results Jun 23	Sep 23	Dec 23	Mar 24	Jun 24	Sep 24
Assets：									
Cash and due from banks	210,382	228,865	261,706	243,704	230,283	261,706	280,302	280,683	306,762
Securities, net	1,030,673	1,049,340	1,046,146	1,053,361	1,039,248	1,046,146	1,054,362	1,072,940	1,043,756
Loans, net	1,768,641	1,934,792	2,063,181	1,961,979	2,006,332	2,063,181	2,112,899	2,216,636	2,277,815
A/R, net	108,589	115,768	124,621	142,813	130,855	124,621	121,025	167,202	142,485
Land, premises and equipments, net	33,266	34,067	33,886	34,082	34,041	33,886	33,725	33,514	33,051
Others	44,566	95,192	79,099	95,750	123,353	79,099	95,642	101,215	85,053
Total assets	3,196,117	3,458,024	3,608,639	3,531,689	3,564,112	3,608,639	3,697,955	3,872,190	3,888,922
Liabilities:									
Deposits	2,696,351	2,902,696	3,026,038	2,947,989	2,969,935	3,026,038	3,099,459	3,213,220	3,237,862
Other liabilities	311,650	363,783	353,215	367,030	372,438	353,215	360,988	415,939	397,144
Total liabilities	3,008,001	3,266,479	3,379,253	3,315,019	3,342,373	3,379,253	3,460,447	3,629,159	3,635,006
Total stockholders' equity	188,116	191,545	229,386	216,670	221,739	229,386	237,508	243,031	253,916
Total equity attributable to owners of the company	187,947	191,370	229,198	216,485	221,564	229,198	237,316	242,852	253,732
Non-Controlling interests	169	175	188	185	175	188	192	179	184
Total liabilities andstockholders' equity	3,196,117	3,458,024	3,608,639	3,531,689	3,564,112	3,608,639	3,697,955	3,872,190	3,888,922

Note: Q3 2024 Preliminary figures

Appendix 4/6

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

TWD million	Yearly ResultsQuarterly 2021	2022	2023	Quarterly Results 2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
Operating income									
Net interest income	25,591	29,239	28,735	7,279	7,329	7,580	7,727	8,227	8,628
Fee income	18,289	17,135	19,076	4,595	4,947	5,109	5,447	5,979	6,292
Net trading income/(loss) & Derivatives & FX	8,647	5,564	14,441	2,531	3,077	5,033	3,053	3,165	6,382
Others	230	172	223	49	39	100	46	84	33
Total Net Revenues	52,757	52,110	62,475	14,454	15,392	17,822	16,273	17,455	21,335
Allowance for bad-debt expenses	(2,134)	(2,081)	(2,682)	(424)	(567)	(1,692)	(371)	(1,291)	(1,662)
Operating expenses	(29,935)	(31,164)	(35,662)	(8,910)	(9,423)	(9,460)	(8,895)	(9,014)	(10,285)
Income before income tax	20,688	18,865	24,131	5,120	5,402	6,670	7,007	7,150	9,388
Income tax expenses	(3,101)	(4,032)	(4,545)	(1,107)	(968)	(1,034)	(1,359)	(1,227)	(1,479)
Net Income	17,587	14,833	19,586	4,013	4,434	5,636	5,648	5,923	7,909
Attributable to owners of the company	17,559	14,809	19,563	4,011	4,430	5,624	5,644	5,919	7,903
Non-controlling interests	28	24	23	2	4	12	4	4	6

Note: Q3 2024 Preliminary figures

E.SUN FHC's Balance Sheet (Consolidated)

TWD million	Yearly ResultsQuarterly			Quarterly Results					
	2021	2022	Dec 23	Jun 23	Sep 23	Dec 23	Mar 24	Jun 24	Sep 24
Assets：									
Cash and due from banks	210,608	229,134	262,166	244,060	230,581	262,166	280,777	281,034	307,538
Securities, net	1,037,395	1,055,846	1,054,315	1,061,209	1,047,486	1,054,315	1,063,238	1,082,022	1,053,348
Loans, net	1,768,641	1,934,792	2,063,181	1,961,979	2,006,332	2,063,181	2,112,899	2,216,636	2,277,815
A/R, net	124,412	125,989	141,356	155,977	144,755	141,356	142,913	192,111	168,975
Land, premises and equipments, net	33,881	34,709	34,666	34,808	34,797	34,666	34,509	34,320	33,865
Others	55,971	99,090	82,814	99,343	126,811	82,814	100,416	105,295	90,726
Total assets	3,230,908	3,479,560	3,638,498	3,557,376	3,590,762	3,638,498	3,734,752	3,911,418	3,932,267
Liabilities:									
Deposits	2,693,343	2,900,914	3,019,071	2,944,690	2,966,017	3,019,071	3,094,767	3,205,301	3,235,424
Other liabilities	343,180	381,555	383,003	389,959	396,050	383,003	394,362	469,383	449,212
Total liabilities	3,036,523	3,282,469	3,402,074	3,334,649	3,362,067	3,402,074	3,489,129	3,674,684	3,684,636
Total stockholders' equity	194,385	197,091	236,424	222,727	228,695	236,424	245,623	236,734	247,631
Total equity attributable to owners of the company	194,226	196,926	236,248	222,553	228,531	236,248	245,444	236,567	247,457
Non-Controlling interests	159	165	176	174	164	176	179	167	174
Total liabilities andstockholders' equity	3,230,908	3,479,560	3,638,498	3,557,376	3,590,762	3,638,498	3,734,752	3,911,418	3,932,267

Note: Q3 2024 Preliminary figures

Appendix 6/6

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

TWD million	Yearly ResultsQuarterly 2021	2022	2023	Quarterly Results 2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
Operating income									
Net interest income	25,984	29,618	29,100	7,371	7,419	7,686	7,821	8,350	8,718
Fee income	21,324	19,280	21,518	5,174	5,635	5,766	6,239	6,936	7,347
Net trading income/(loss) & Derivatives & FX	10,366	5,743	15,868	2,916	3,787	4,965	3,387	3,275	6,365
Others	223	165	210	43	36	98	40	85	29
Total Net Revenues	57,897	54,806	66,696	15,504	16,877	18,515	17,487	18,646	22,459
Allowance for bad-debt expenses	(2,130)	(2,077)	(2,682)	(424)	(568)	(1,692)	(371)	(1,291)	(1,662)
Operating expenses	(31,808)	(32,826)	(37,502)	(9,366)	(9,953)	(9,917)	(9,381)	(9,569)	(10,934)
Income before income tax	23,959	19,903	26,512	5,714	6,356	6,906	7,735	7,786	9,863
Income tax expenses	(3,373)	(4,122)	(4,764)	(1,211)	(1,014)	(1,050)	(1,481)	(1,329)	(1,685)
Net Income	20,586	15,781	21,748	4,503	5,342	5,856	6,254	6,457	8,178
Income Attributable to owners of the company	20,559	15,759	21,726	4,501	5,339	5,844	6,251	6,452	8,173
Non-Controlling interests	27	22	22	2	3	12	3	5	5

Note: Q3 2024 Preliminary figures