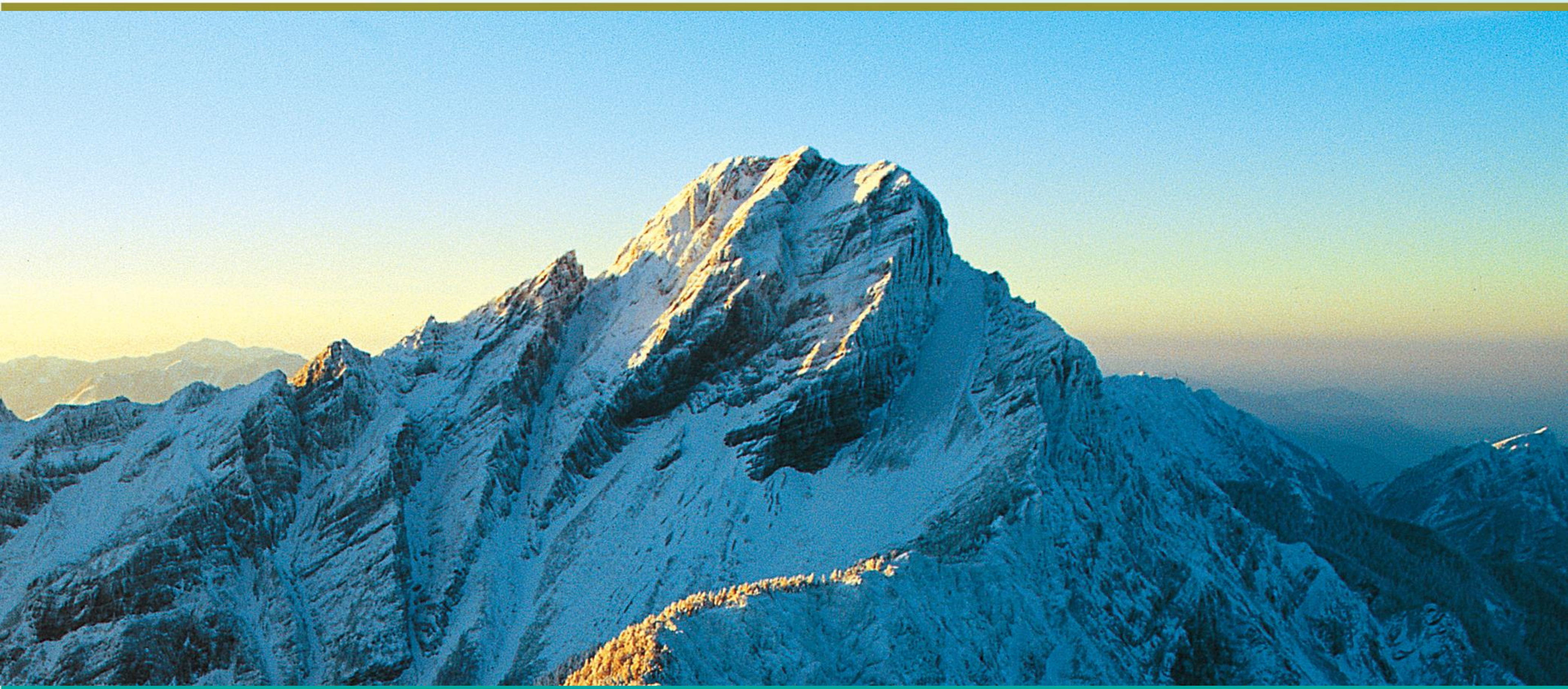
玉山金控 E.SUN FHC



玉山金控 2023 年第 2 季法人說明會

August 2023

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大綱

- 2023 年第 2 季財務績效表現
- 2023 年第 2 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

• 全球經濟不確定性仍高

- 歐美銀行危機緩解，加上通膨明顯回落，IMF 7月上修2023年全球經濟成長率至3%，惟去庫存時程延宕、俄烏戰爭持續、金融環境緊縮等因素，經濟前景不確定性高
- 美國經濟溫和成長，Q2經濟成長率2.4%，主因疫後服務業蓬勃，就業市場強勁，雖CPI由去年高點9.1%滑落至7月3.2%，但核心CPI 4.7%仍高，預期利率將維持高檔
- 中國內外需疲弱，H1經濟成長率5.5%。6月全國房產投資年減擴大至7.9%，青年失業率創新高至21.3%，預期將持續寬鬆及強化補貼措施
- 日本央行7月維持負利率政策，但YCC政策略微調，考量日本薪資逐步調漲，自2022/8起CPI皆逾3%，需留意後續貨幣政策動向

• 台灣經濟倚靠內需支撐

- 主計總處持續下修台灣經濟成長率，2023年成長率下調至1.61%(5月估2.04%)，主因出口不振，加上前景不明導致企業投資趨保守
- 終端需求復甦緩慢，亞洲製造業疲弱，H1出口及外銷訂單各衰退18%及21%，觀察上市櫃電子業整體庫存已開始下降，惟仍較疫情前高，庫存調整將持續抑制出口表現
- 民間消費亮眼。H1零售銷售額年增9%，其中汽機車銷售年增21.1%、百貨公司銷售額年增23.5%，另餐飲業營業額年增27.2%，內需表現強勁
- 物價溫和成長。疫後服務業需求熱絡，人力短缺，服務類物價具支撐，加上電價調漲，7月CPI年增率1.88%，且核心CPI 2.72%尚未明顯下降

玉山金控整體概況

Unit : NT$ million

		2023.6/1	2022.12/2
總資產	玉山金控	3,557,376	3,479,560
	玉山銀行	3,531,689	3,458,024
	玉山證券	21,265	17,797
	玉山創投	5,558	4,979
主要財務比率	金控每股淨值(新台幣元)	14.76	13.80
	雙重槓桿比率	102.87%	103.15%
	金控資本適足率	138.08%	127.54%
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 Subsidiary: China and Cambodia (UCB) Rep office in Hanoi, HCM City, and Bangkok 31 overseas sites	
	證券分公司	17	17

Note: 1. Audit figures of June 2023
2. Audit figures of Dec. 2022
3. Share owned by QFII: 31.57%, as of June 30, 2023

2023 年第 2 季財業務概況

金控獲利創歷年上半年新高

- 第 2 季金控淨收益 313.0 億元，稅後淨利 105.4 億元，較去年同期成長 48.8，創歷年上半年獲利最高;金控 EPS 0.70 元、ROE 10.05%、ROA 0.60%。
- 銀行稅後淨利 95.1億元，年增 51.0%；其中海外分子行獲利大幅提升，占整體獲利33.2%。
- 截至前 7 月，玉山金控自結稅後淨利 122.7 億元，年增 24.3%。

各項業務穩健發展

- 淨手續費收入 101.2 億元 (+3.0%)，其中信用卡淨手收 33.8 億元 (+13.0%)，主要受惠於海外旅遊簽帳；財富管理淨手收 44.4 億元 (+9.0%)，AuM 1億元以上的顧客戶數及AuM均成長2成以上 。
- 上半年外匯、固收及其他收入 71.9 億元，大幅成長主因金融操作得宜及來自顧客flow的穩定獲利。
- 上半年調整存放款結構以提升存放利差，總放款成長 4.8%，SME 放款成長 6.2%；ESG永續授信餘額占整體法金放款35% 。(yoy)
- 長期保持優良資產品質，逾期放款比率 0.17%，逾期放款覆蓋率 690.6%。

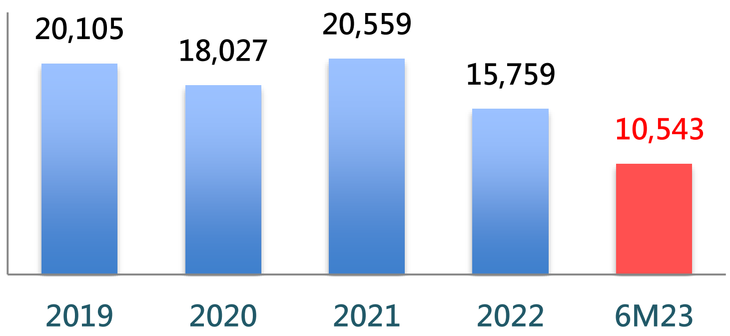
近期營運重點

- 海外布局：日本福岡分行成立，為玉山第31個海外據點，也是首家台資銀行在日本九州成立分行。
- 數位科技：首家金控設立「科技諮詢委員會」，延攬多位在人工智慧、數位賦能、電子商務、資訊安全領域專家，提升玉山金融科技競爭力。
- 喜悅與榮光：獲得《亞洲企業商會》「人力投資獎」及「企業永續報告獎」，董事長黃男州更連續6度榮獲「負責任商業領袖獎」，是該獎項設立以來最佳成績。
- ESG：金控 8 度獲「公司治理評鑑」前5%；銀行、證券亦同時榮獲金管會2023年公平待客評核佳績。

玉山金控獲利表現

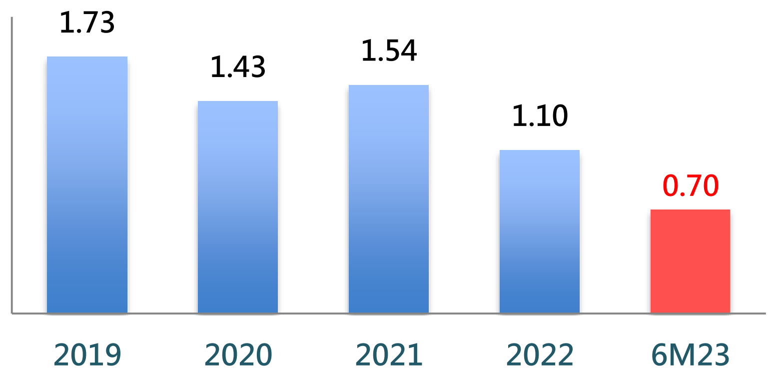
稅後淨利

Unit: NT$ million

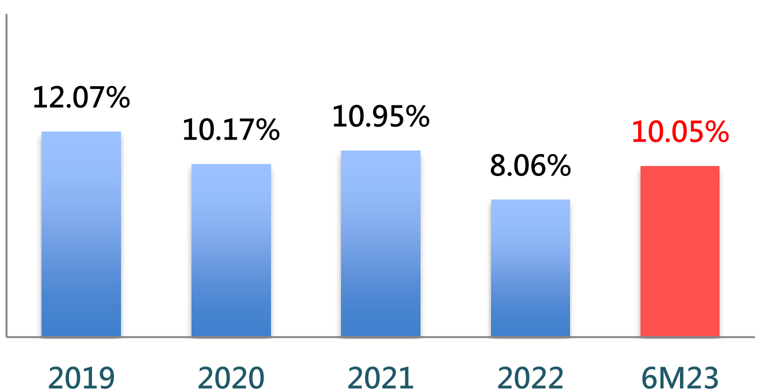


EPS

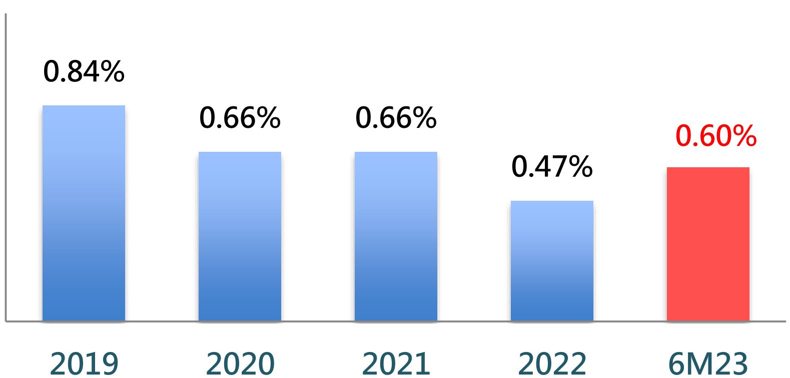
Unit: NT$ dollars



ROE



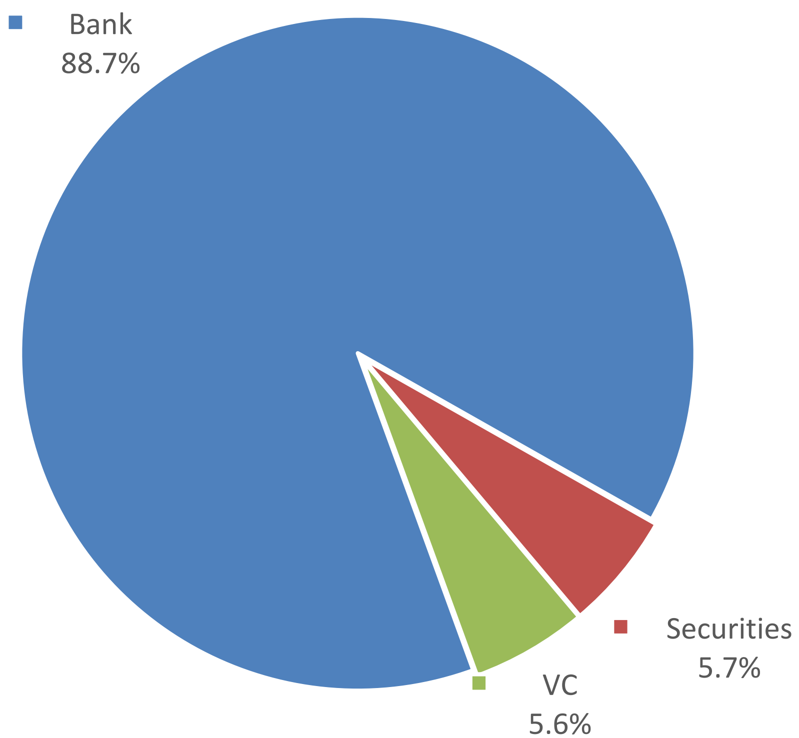
ROA



Note: Audit figures of June 2023

玉山金控及子公司獲利結構

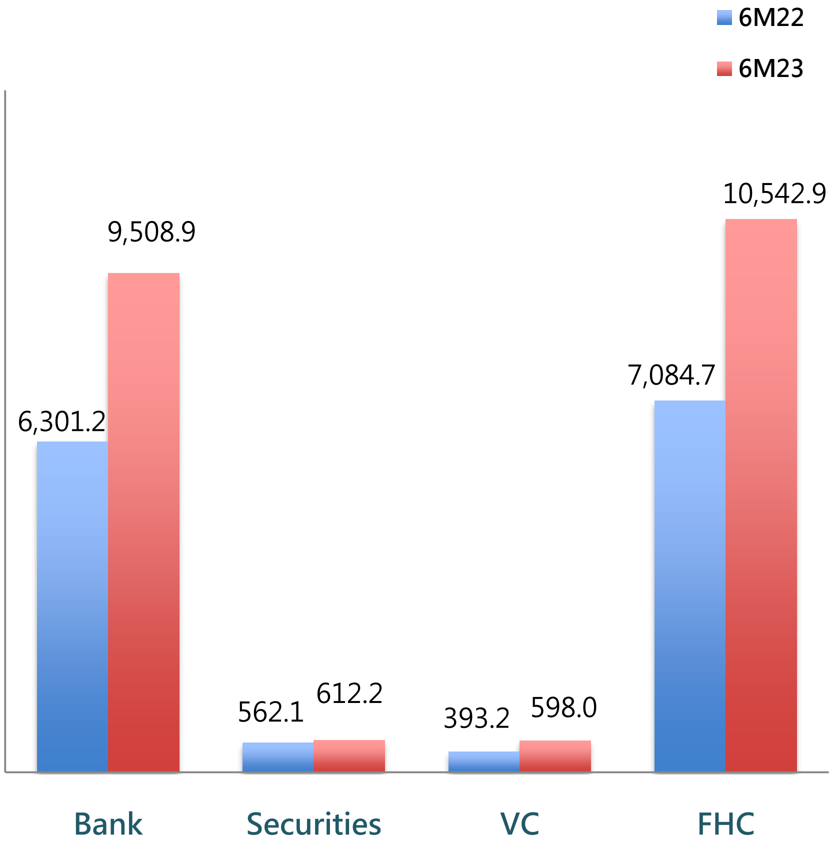
各子公司獲利貢獻



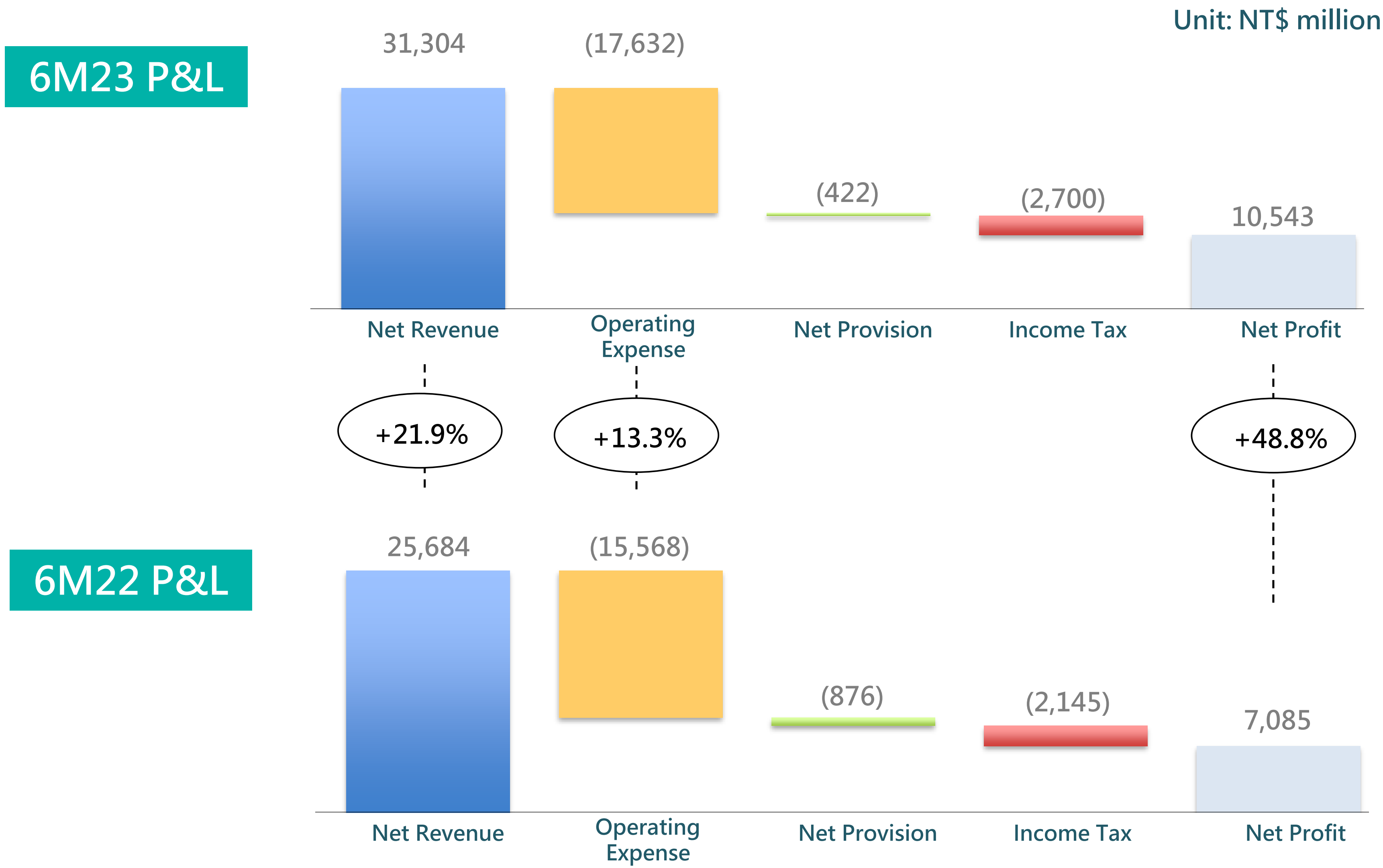
Note: Audit figures of June 2023

金控及子公司稅後淨利比較

Unit: NT$ million



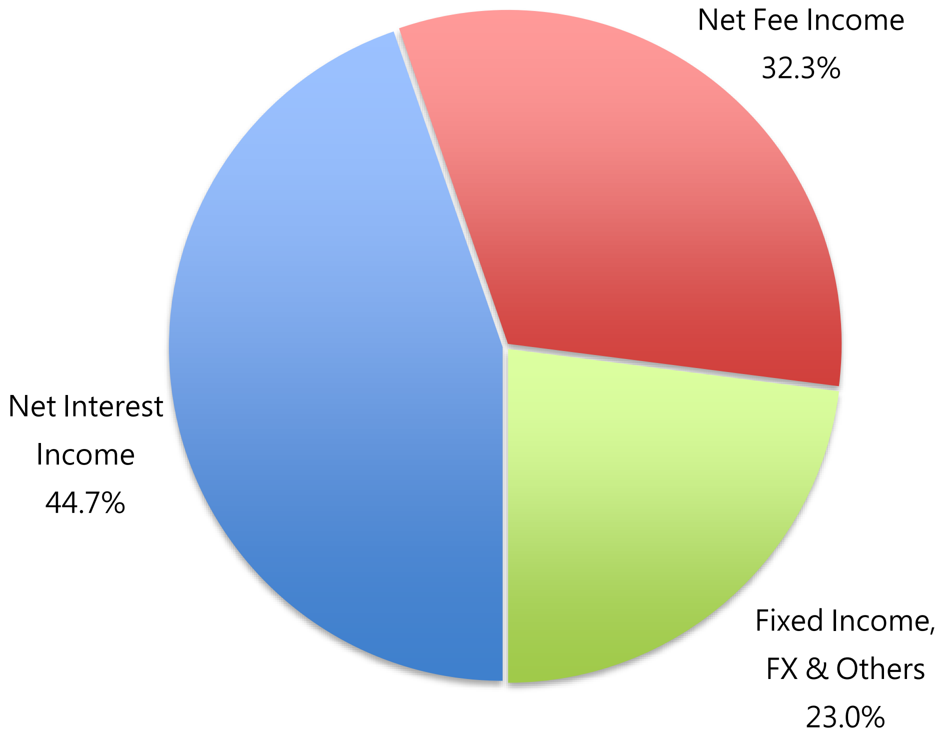
與去年同期獲利比較



Note: Audit figures of June 2023

玉山金控淨收益結構

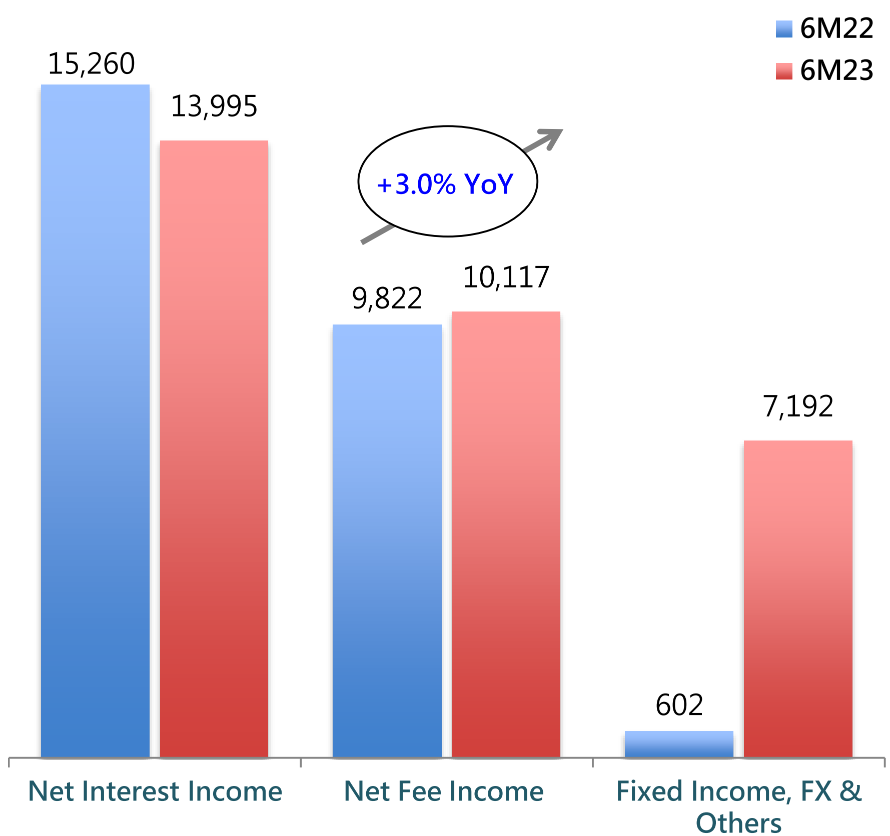
淨收益
新台幣313.0億元



Note: Audit figures of June 2023

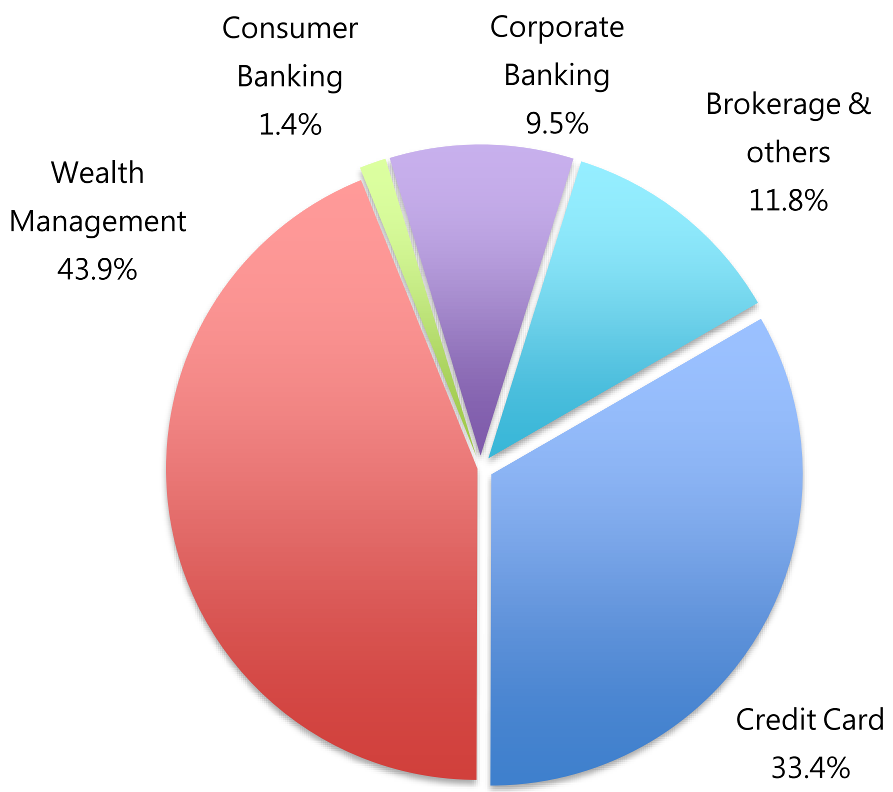
與去年同期比較

Unit: NT$ million



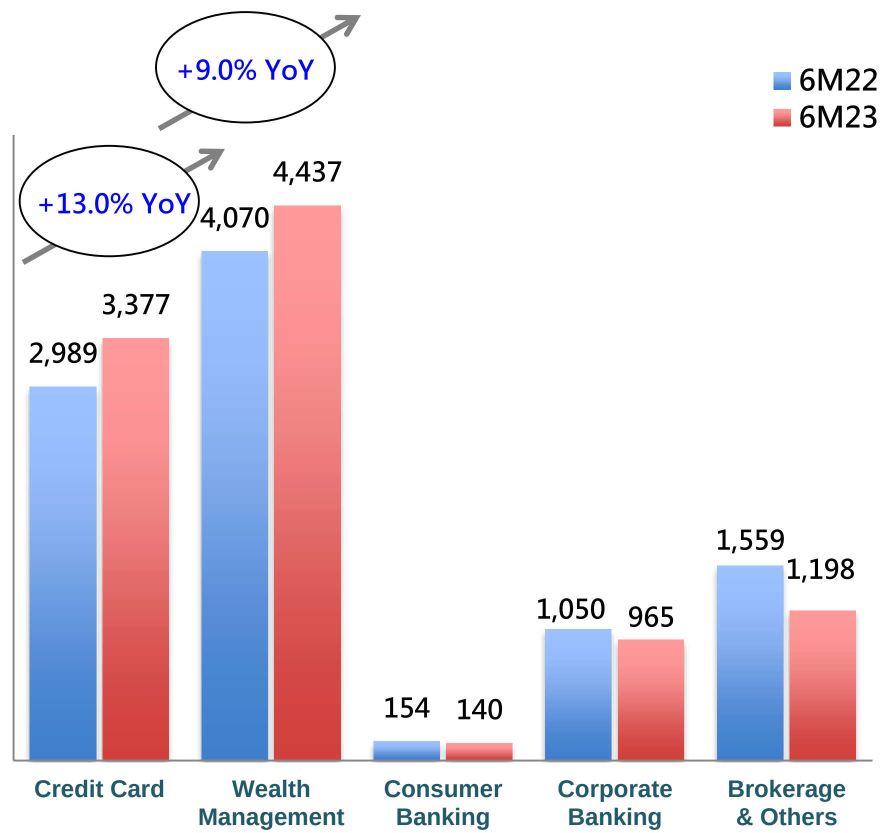
玉山金控淨手續費結構

淨手續費收入
新台幣$ 101.2億元



與去年同期比較

Unit: NT$ million

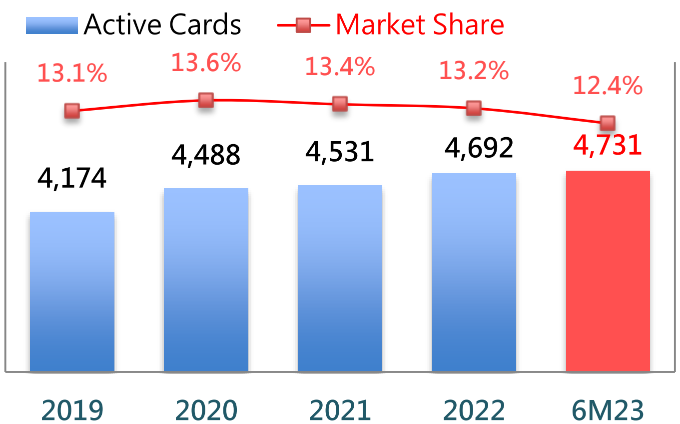


Note: Audit figures of June 2023

信用卡業務相關指標

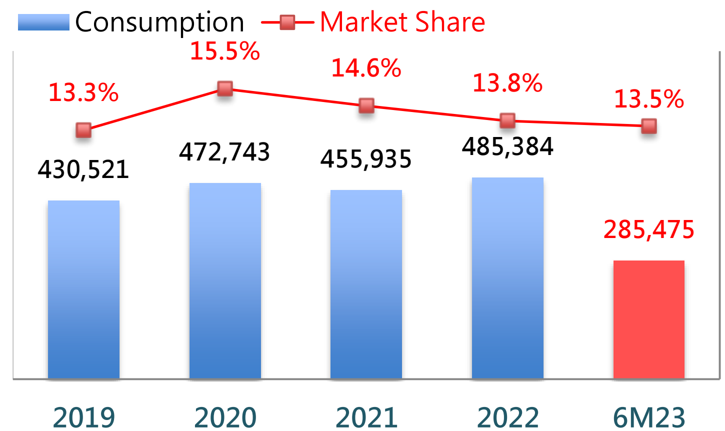
Active Cards

Unit: Thousand Cards, %



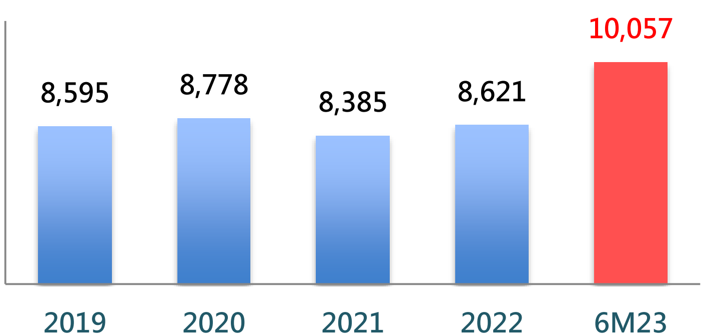
Card Consumption

Unit: NT$ million



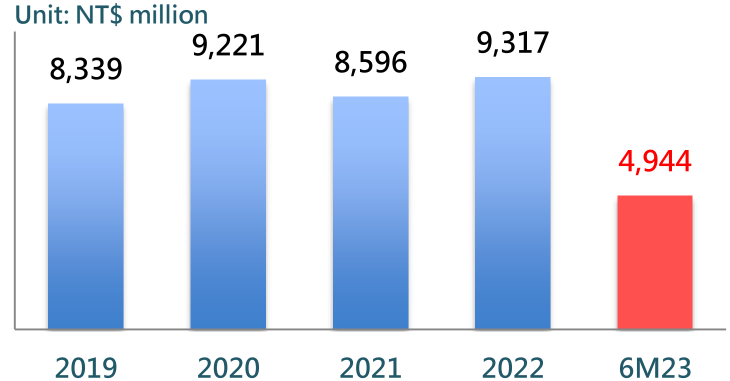
Per Card Spending (Monthly)

Unit: NT$ dollar



Gross Fee Income

Unit: NT$ million



主要存放款業務比較

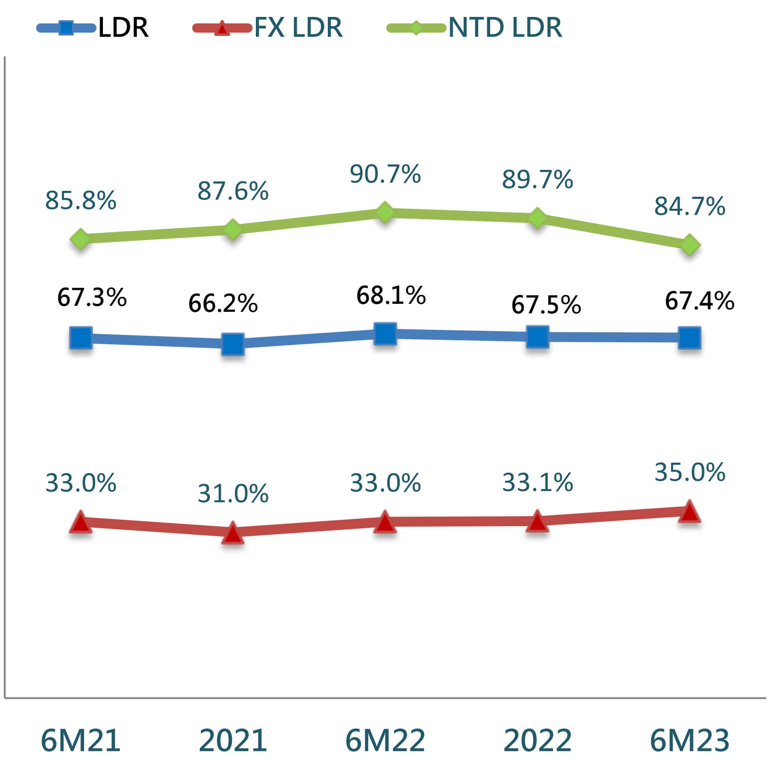
Unit: NT$ Bn

Category	2023.6	QoQ Growth %	2023.3	Ytd Growth %	2022.12
總存款 /1	2,948.0	2.9%	2,865.0	1.6%	2,902.7
台幣活期存款	1,109.9	1.8%	1,090.5	0.7%	1,102.1
台幣定期存款	809.2	10.6%	731.8	22.0%	663.1
外幣存款	1,028.9	-1.3%	1,042.6	-9.5%	1,137.5
總放款 /1, 2	1,986.3	1.7%	1,953.3	1.4%	1,959.1
企業放款	938.4	1.7%	923.1	0.8%	931.1
中小企業放款	516.7	1.7%	507.9	2.1%	506.0
外幣放款 /1, 2	360.4	1.3%	355.6	-4.2%	376.3
個人放款	987.2	1.8%	969.7	2.1%	967.0
房屋貸款	490.4	1.8%	481.8	2.1%	480.1
小額信貸	122.8	-1.9%	125.2	-5.9%	130.5
信用卡循環額	12.7	0.0%	12.7	-4.5%	13.3

Note: 1. E.SUN Bank Consolidated
2. Loan balance of subsidiaries NT$ 60.5 billion

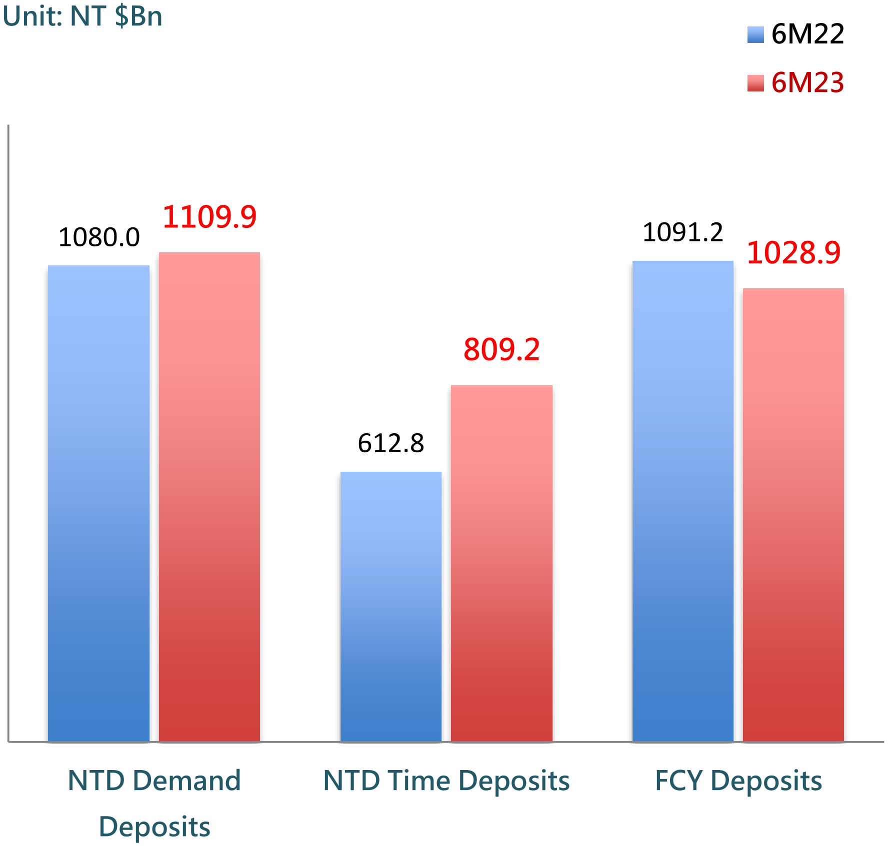
存款結構分析

存放比率



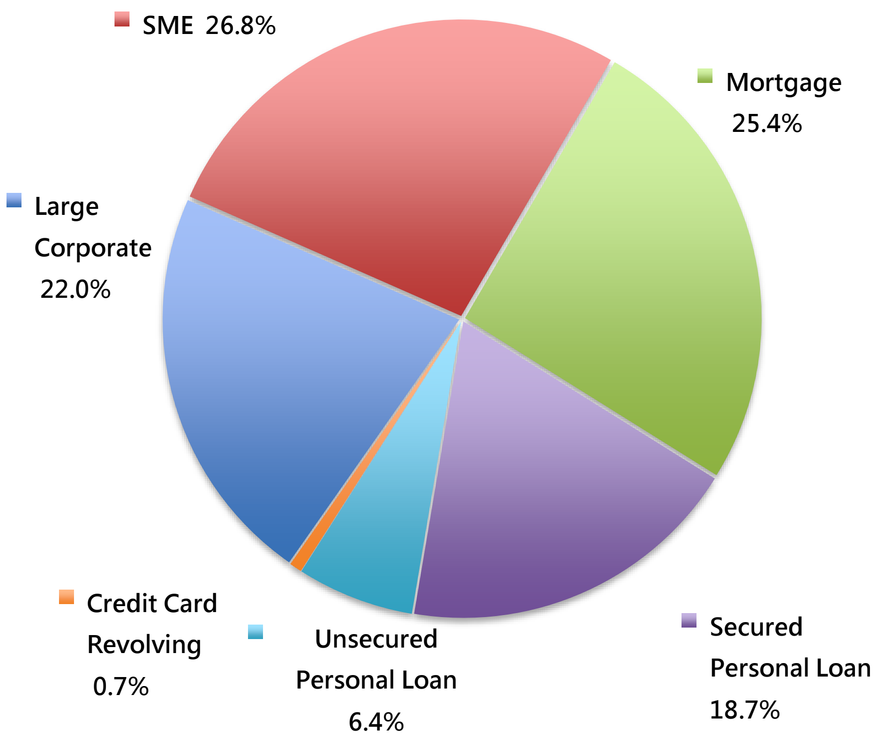
存款結構比較

Unit: NT $Bn



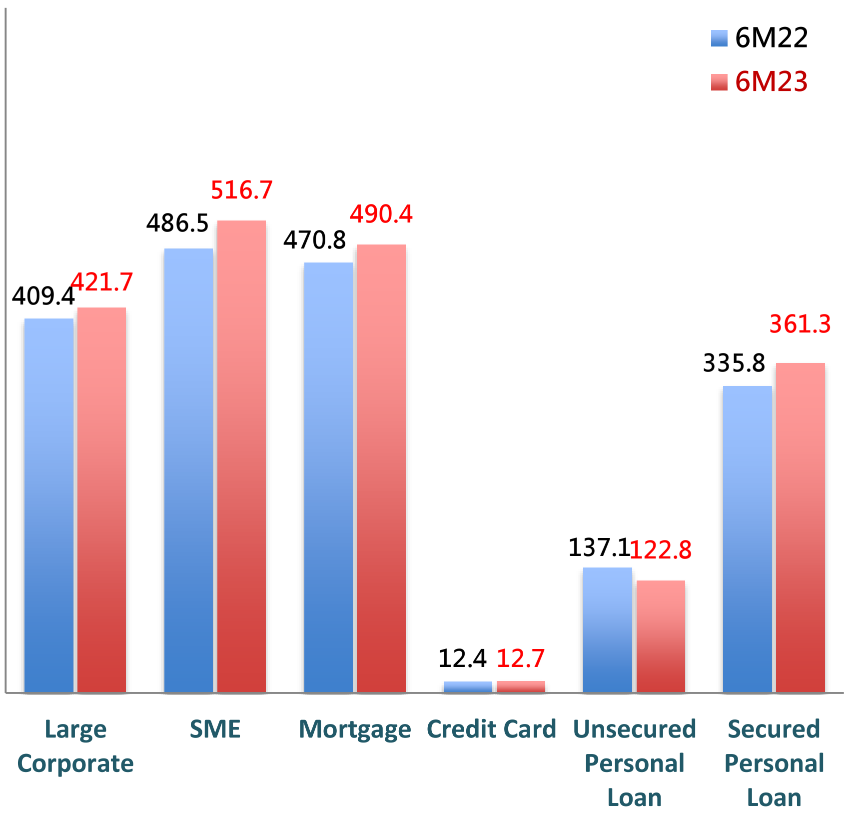
放款結構分析

放款總額
新台幣$ 1兆9,256億元



YoY Comparison

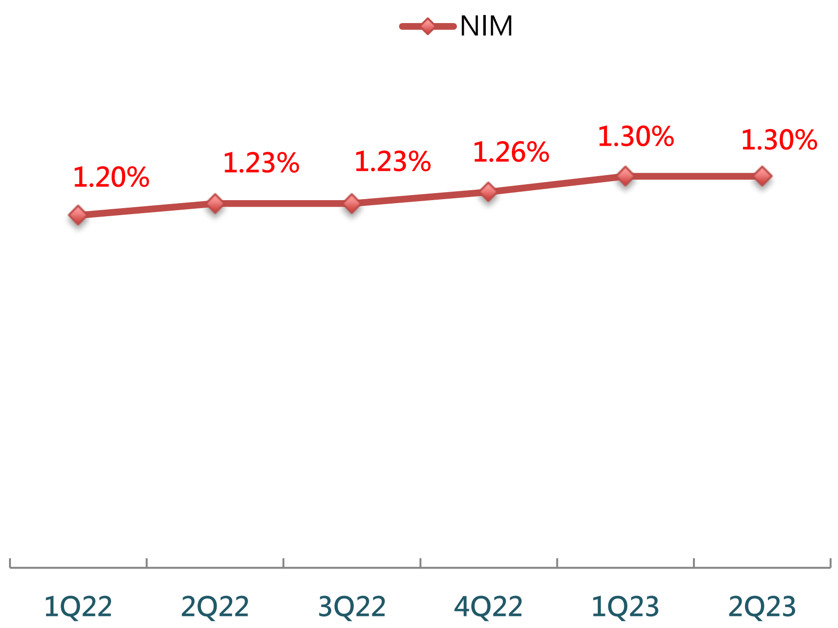
Unit: NT$ Bn



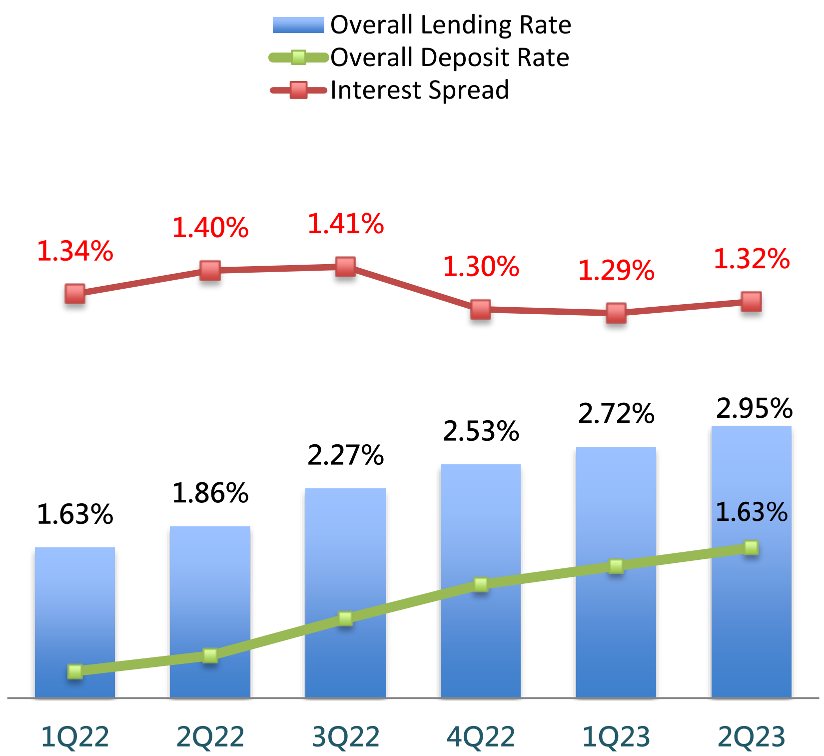
Note: 1. Secured Personal Loan is fully collateralized by fixed asset
2. Data of E.SUN Bank standalone

NIM and Spread

Quarterly Net Interest Margin



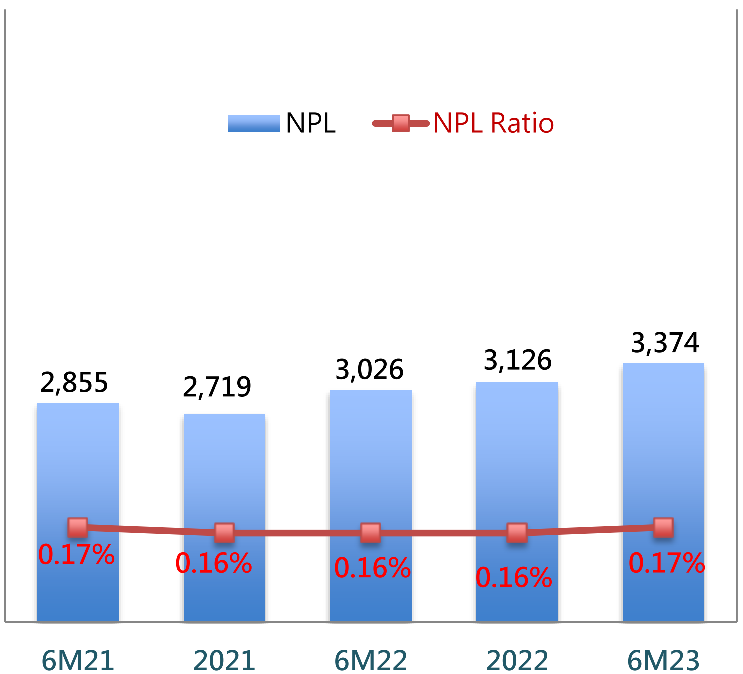
Quarterly Interest Spread



優異的資產品質1/3

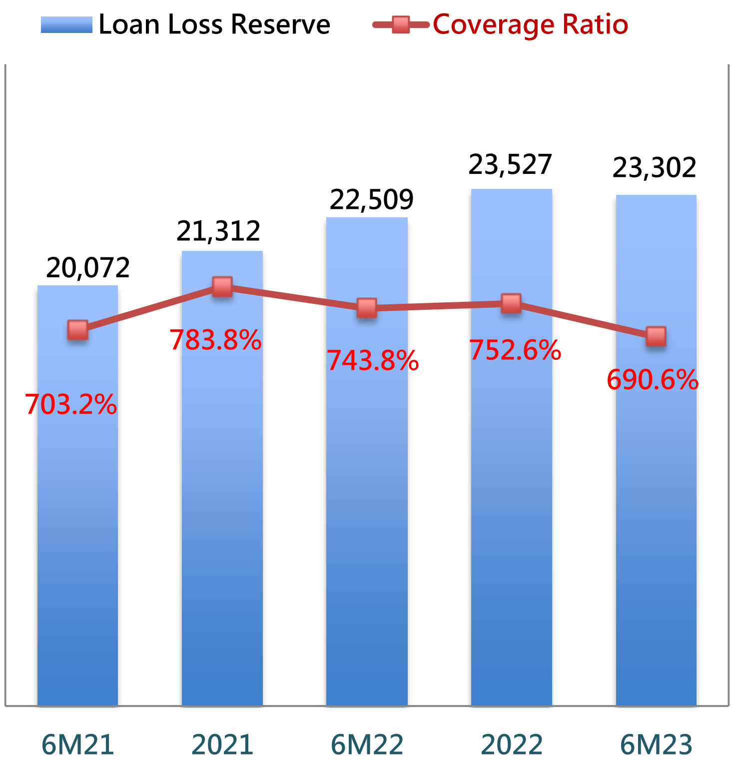
NPL Ratio

Unit: NT$ million



Coverage Ratio

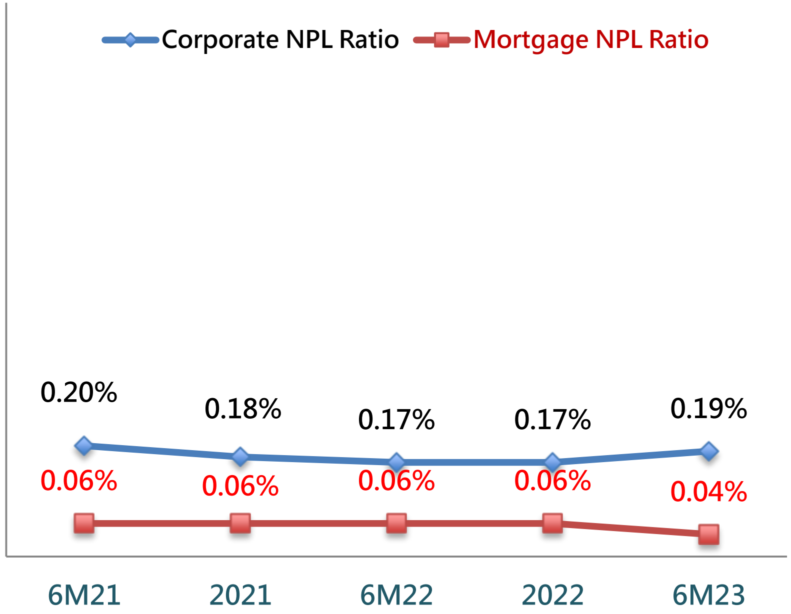
Unit: NT$ million



Note: Data of E.SUN Bank standalone

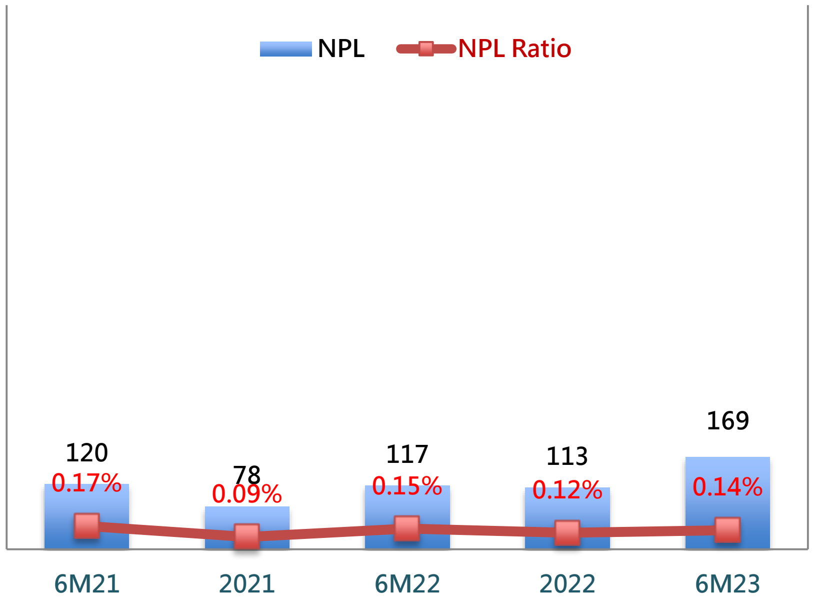
優異的資產品質2/3

NPL Ratio for Major Products



NPL Ratio for Credit Card

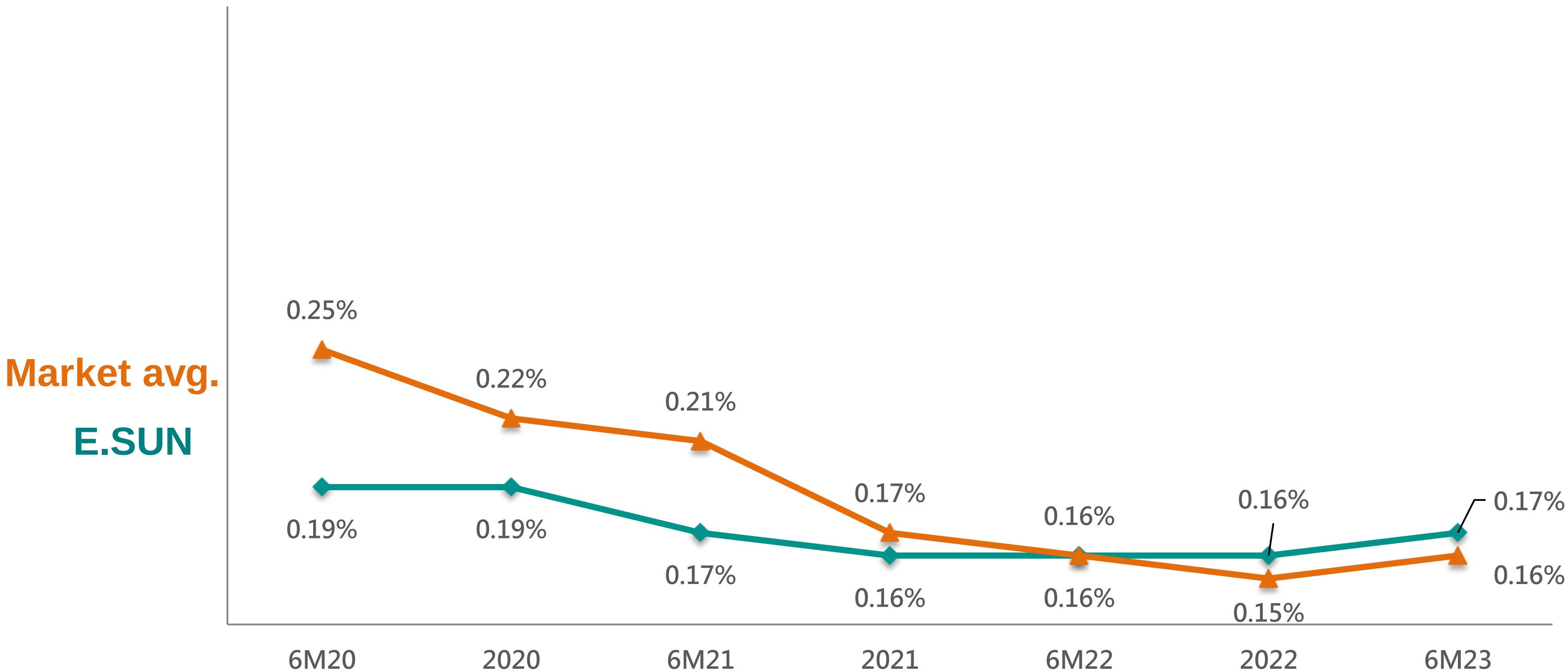
Unit: NT$ million



Note: Data of E.SUN Bank standalone

優異的資產品質3/3

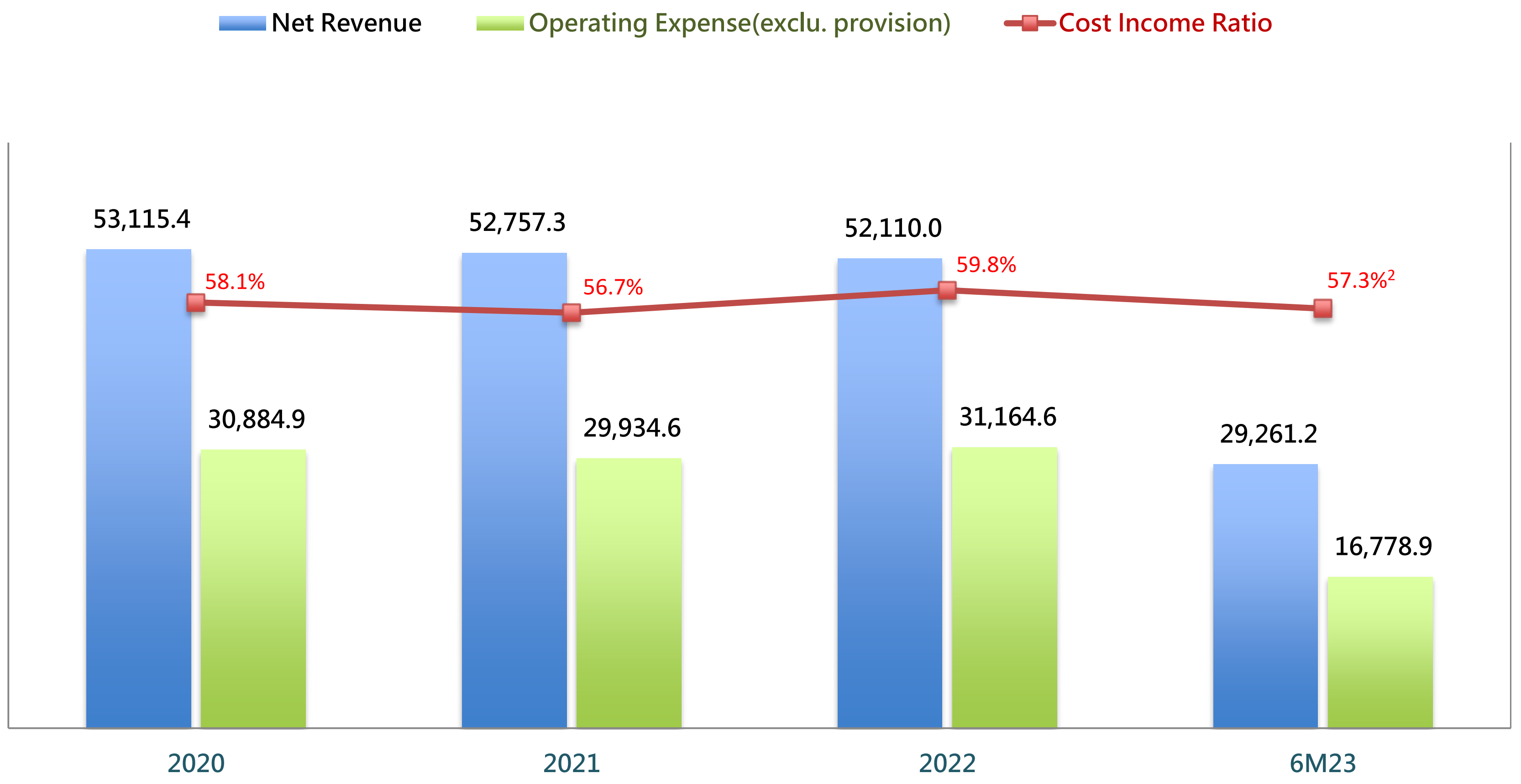
NPL Comparison with Market



Source: FSC

成本效率比

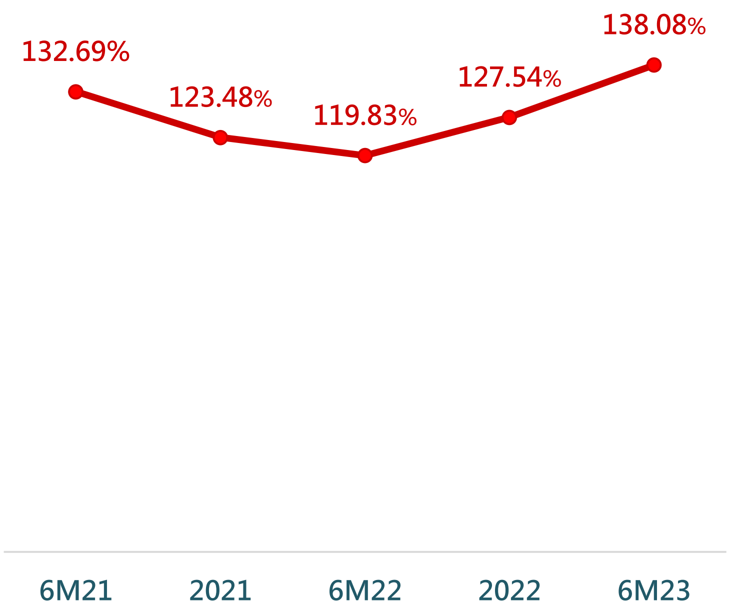
Unit: NT$ million



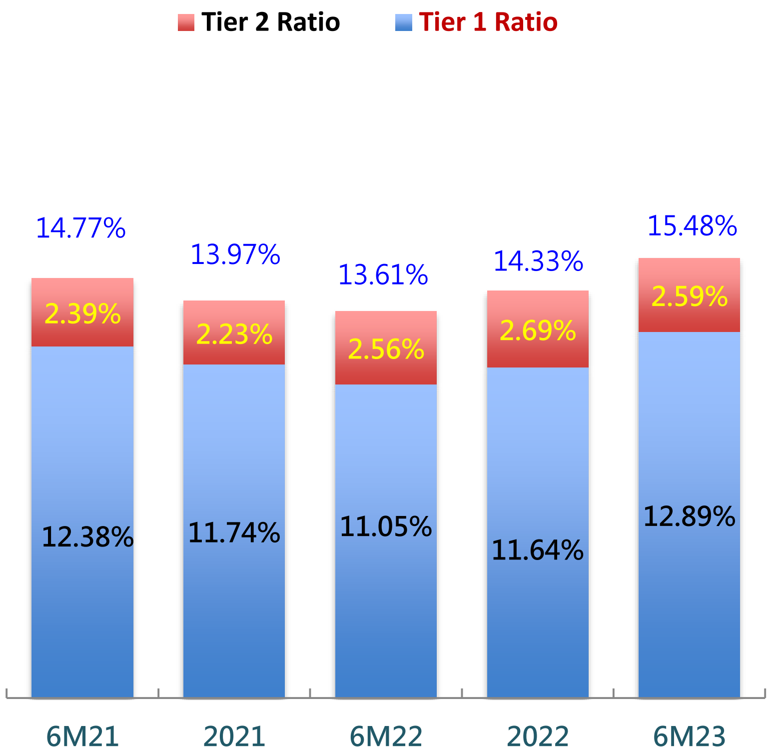
Note: 1. Data of E.SUN Bank
2. Audit figures of June 2023

資本適足率

FHC CAR Ratio



Bank BIS Ratio



Note: 1. Audit figures of June 2023
2. BIS of E.SUN Bank standalone

深化ESG價值 積極接軌國際標竿

E

- 金融業首家 零碳ATM 通過ISO 14067碳足跡認證
- 支持生物多樣性 贊助《消失的紫斑蝶》生態紀錄片
- 首創便利商店加盟主永續績效連結貸款

S

- 入選2023彭博性別平等指數 深獲國際肯定

G

- 8度榮獲「公司治理評鑑」前5%佳績

擴大 ESG 關注範疇 積極接軌國際標竿

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Sustainability Indices
Powered by the S&P Global CSA

DJSI

2014-2022

MSCI
ESG RATINGS
AAA
CCC B BB BBB A AA AAA

MSCI ESG Ratings

2018-2022

先行者聯盟
COALITION OF MOVERS AND SHAKERS ON SUSTAINABLE FINANCE

Coalition of Movers and Shakers

2022

SUSTAINALYTICS
a Morningstar company

Sustainalytics ESG Risk Ratings

2022

FTSE4Good

FTSE4Good

2017-2023

International ESG Standards

TCFD TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES

GRI Empowering Sustainable Decisions

SASB SUSTAINABILITY ACCOUNTING STANDARDS BOARD

RE 100

SCIENCE BASED TARGETS

TNFD

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
Investor Relations Department
+8862 2175 1313 Ext 9347, 9302
ir@esunbank.com

Appendix 1/6

Balance Sheet of E.SUN FHC and its subsidiaries as of June 30, 2023

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	243,704	721	417	2,340	244,060
Securities, net	1,053,361	2,624	5,113	121	1,061,209
Loans, net	1,961,979	-	-	-	1,961,979
A/R, net	142,813	13,455	3	833	155,977
Land, premises and equipments, net	34,082	383	2	2	34,808
Others	95,750	4,082	23	230,922	99,343
Total assets	3,531,689	21,265	5,558	234,218	3,557,376
Liabilities:					
Deposits	2,947,989	-	-	-	2,944,690
Other liabilities	367,030	14,390	114	11,665	389,959
Total liabilities	3,315,019	14,390	114	11,665	3,334,649
Total stockholders' equity	216,670	6,875	5,444	222,553	222,727
Total equity attributable to owners of the company	216,485	6,875	5,444	222,553	222,553
Non-Controlling interests	185	-	-	-	174
Total liabilities andstockholders' equity	3,531,689	21,265	5,558	234,218	3,557,376

Note: Audit figures of June 2023

Appendix 2/6

P&L of E.SUN FHC and its subsidiaries for 6M2023

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	13,826	183	1	(16)	13,995
Net fee income	9,020	1,100	-	-	10,117
Net trading income/(loss) & Derivatives & FX	6,331	152	633	0	7,116
Others	84	87	1	10,763	76
Total Net Revenues	29,261	1,522	635	10,747	31,304
Allowance for bad-debt expenses	(423)	1	0	0	(422)
Operating expenses	(16,779)	(808)	(20)	(167)	(17,632)
Income before income tax	12,059	715	615	10,580	13,250
Income tax expenses	(2,543)	(103)	(17)	(37)	(2,700)
Net Income	9,516	612	598	10,543	10,550
Attributable to owners of the company	9,509	612	598	10,543	10,543
Non-controlling interests	7	0	0	0	7

Note: Audit figures of June 2023

Appendix 3/6

E.SUN FHC's Balance Sheet (Consolidated)

NT$ million	Yearly ResultsQuarterly			Quarterly Results					
	2020	2021	2022	Mar 22	Jun 22	Sep 22	Dec 22	Mar 23	Jun 23
Assets :									
Cash and due from banks	175,722	210,608	229,134	208,307	198,487	255,725	229,134	210,227	244,060
Securities, net	998,478	1,037,395	1,055,846	1,028,826	1,013,388	990,267	1,055,846	1,050,956	1,061,209
Loans, net	1,620,374	1,768,641	1,934,792	1,826,344	1,872,442	1,917,410	1,934,792	1,929,348	1,961,979
A/R, net	116,686	124,412	125,989	119,207	116,586	129,843	125,989	118,966	155,977
Land, premises and equipments, net	33,291	33,881	34,709	34,078	34,036	34,325	34,709	34,598	34,808
Others	27,194	55,971	99,090	75,752	108,375	164,094	99,090	83,176	99,343
Total assets	2,971,745	3,230,908	3,479,560	3,292,514	3,343,314	3,491,664	3,479,560	3,427,271	3,557,376
Liabilities:									
Deposits	2,484,605	2,693,343	2,900,914	2,711,688	2,774,699	2,852,345	2,900,914	2,863,518	2,944,690
Other liabilities	305,539	343,180	381,555	384,372	384,892	453,741	381,555	358,870	389,959
Total liabilities	2,790,144	3,036,523	3,282,469	3,096,060	3,159,591	3,306,086	3,282,469	3,222,388	3,334,649
Total stockholders' equity	181,601	194,385	197,091	196,454	183,723	185,578	197,091	204,883	222,727
Total equity attributable to owners of the company	181,469	194,226	196,926	196,294	183,572	185,424	196,926	204,714	222,553
Non-Controlling interests	132	159	165	160	151	154	165	169	174
Total liabilities andstockholders' equity	2,971,745	3,230,908	3,479,560	3,292,514	3,343,314	3,491,664	3,479,560	3,427,271	3,557,376

Note: Audit figures of June 2023

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

NT$ million	Yearly ResultsQuarterly			Quarterly Results					
	2020	2021	2022	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Operating income									
Net interest income	21,339	25,984	29,618	7,384	7,876	7,756	6,602	6,624	7,371
Fee income	19,831	21,324	19,280	5,173	4,649	4,728	4,730	4,943	5,174
Net trading income/(loss) & Derivatives & FX	14,707	10,366	5,743	936	(477)	1,800	3,484	4,200	2,916
Others	372	223	165	58	85	64	(42)	33	43
Total Net Revenues	56,249	57,897	54,806	13,551	12,133	14,348	14,774	15,800	15,504
Allowance for bad-debt expenses	(3,226)	(2,130)	(2,077)	(344)	(532)	(615)	(586)	2	(424)
Operating expenses	(32,494)	(31,808)	(32,826)	(7,868)	(7,700)	(8,131)	(9,127)	(8,266)	(9,366)
Income before income tax	20,529	23,959	19,903	5,339	3,901	5,602	5,061	7,536	5,714
Income tax expenses	(2,481)	(3,373)	(4,122)	(1,012)	(1,133)	(1,037)	(940)	(1,489)	(1,211)
Net Income	18,048	20,586	15,781	4,327	2,768	4,565	4,121	6,047	4,503
Income Attributable to owners of the company	18,027	20,559	15,759	4,325	2,760	4,563	4,111	6,042	4,501
Non-Controlling interests	21	27	22	2	8	2	10	5	2

Note: Audit figures of June 2023

Appendix 5/6

E.SUN Bank's Balance Sheet (Consolidated)

	Yearly ResultsQuarterly			Quarterly Results					
NT$ million	2020	2021	2022	Mar 22	Jun 22	Sep 22	Dec 22	Mar 23	Jun 23
Assets：									
Cash and due from banks	175,678	210,382	228,865	207,909	198,314	255,395	228,865	209,960	243,704
Securities, net	970,129	1,030,673	1,049,340	1,021,388	1,006,447	983,563	1,049,340	1,043,731	1,053,361
Loans, net	1,620,374	1,768,641	1,934,792	1,826,344	1,872,442	1,917,410	1,934,792	1,929,348	1,961,979
A/R, net	102,012	108,589	115,768	102,984	103,001	117,389	115,768	106,993	142,813
Land, premises and equipments, net	32,689	33,266	34,067	33,475	33,431	33,699	34,067	33,961	34,082
Others	46,097	44,566	95,192	71,903	104,888	160,200	95,192	79,815	95,750
Total assets	2,946,979	3,196,117	3,458,024	3,264,003	3,318,523	3,467,656	3,458,024	3,403,808	3,531,689
Liabilities:									
Deposits	2,486,232	2,696,351	2,902,696	2,713,813	2,784,022	2,854,324	2,902,696	2,864,964	2,947,989
Other liabilities	282,949	311,650	363,783	361,155	356,452	433,404	363,783	340,406	367,030
Total liabilities	2,769,181	3,008,001	3,266,479	3,074,968	3,140,474	3,287,728	3,266,479	3,205,370	3,315,019
Total stockholders' equity	177,798	188,116	191,545	189,035	178,049	179,928	191,545	198,438	216,670
Total equity attributable to owners of the company	177,657	187,947	191,370	188,864	177,888	179,765	191,370	198,258	216,485
Non-Controlling interests	141	169	175	171	161	163	175	180	185
Total liabilities andstockholders' equity	2,946,979	3,196,117	3,458,024	3,264,003	3,318,523	3,467,656	3,458,024	3,403,808	3,531,689

Note: Audit figures of June 2023

Appendix 6/6

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

	Yearly ResultsQuarterly			Quarterly Results					
NT$ million	2020	2021	2022	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Operating income									
Net interest income	21,095	25,591	29,239	7,278	7,772	7,670	6,519	6,547	7,279
Fee income	18,044	18,289	17,135	4,567	4,073	4,216	4,279	4,425	4,595
Net trading income/(loss) & Derivatives & FX	13,593	8,647	5,564	485	(529)	1,958	3,650	3,800	2,531
Others	383	230	172	60	88	66	(42)	35	49
Total Net Revenues	53,115	52,757	52,110	12,390	11,404	13,910	14,406	14,807	14,454
Allowance for bad-debt expenses	(3,241)	(2,134)	(2,081)	(345)	(532)	(617)	(587)	1	(424)
Operating expenses	(30,885)	(29,935)	(31,164)	(7,421)	(7,303)	(7,694)	(8,746)	(7,869)	(8,910)
Income before income tax	18,989	20,688	18,865	4,625	3,568	5,599	5,073	6,939	5,120
Income tax expenses	(2,501)	(3,101)	(4,032)	(950)	(931)	(1,151)	(1,000)	(1,436)	(1,107)
Net Income	16,488	17,587	14,833	3,675	2,637	4,448	4,073	5,503	4,013
Attributable to owners of the company	16,465	17,559	14,809	3,674	2,627	4,445	4,063	5,498	4,011
Non-controlling interests	23	28	24	1	10	3	10	5	2

Note: Audit figures of June 2023