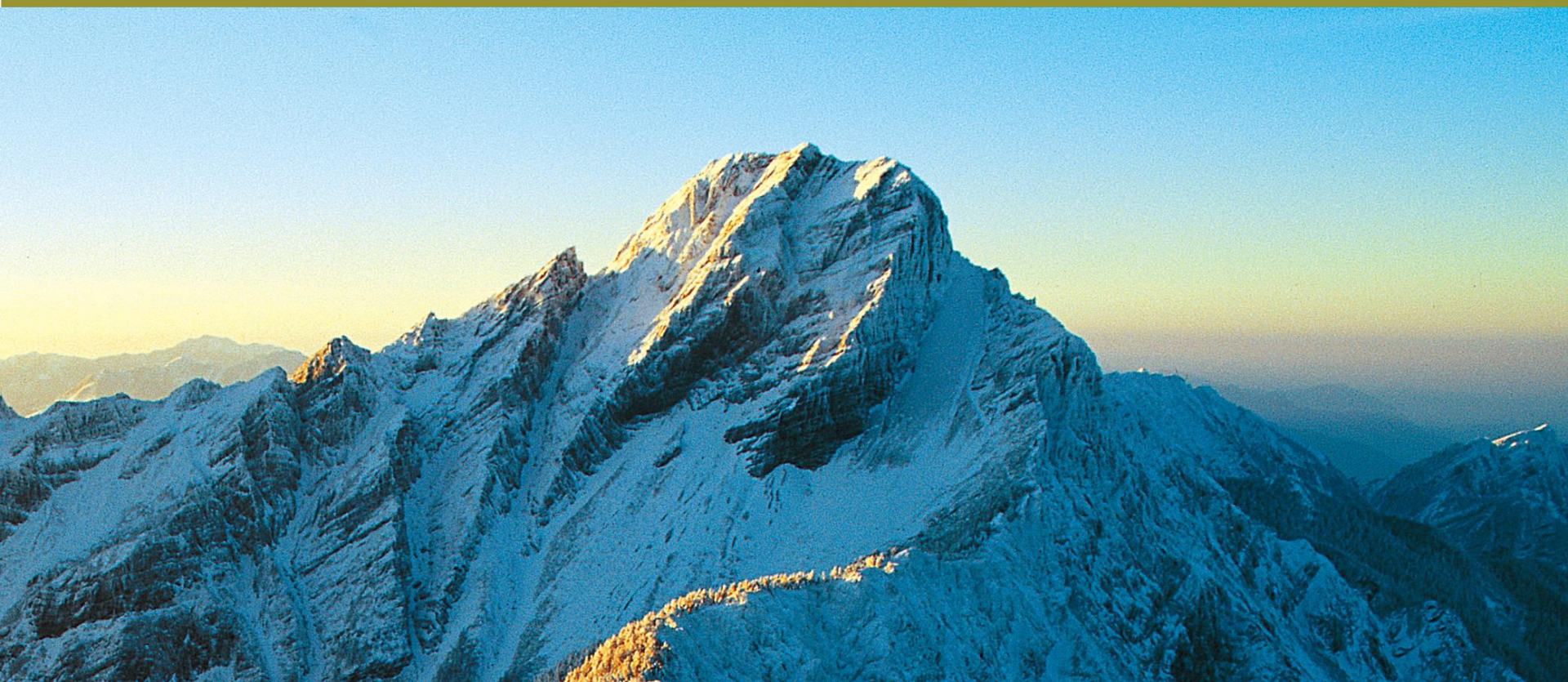




玉山金控 2022 年第 2 季法人說明會

August 2022



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大綱

- 2022 年第 2 季財務績效表現
- 2022 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

• 受通膨及升息影響，全球景氣趨緩

- 全球通膨擴散，美國加速升息，終端需求轉弱，另中國經濟不振、烏俄戰爭未見停歇，IMF下修2022年經濟成長率自3.6%至3.2%
- 美國7月CPI年增率8.5%低於預期，高通膨未解致政策加速緊縮，抑制商品消費，雖國際原物料漲勢趨緩，但就業市場緊俏持續推升工資，物價壓力仍高
- 中國經濟疲弱，仰賴出口及投資支撐，惟歐美通膨若持續，恐影響中國出口動能，另需關注房市泡沫疑慮延燒的後續影響
- Fed加速緊縮，Q2日元、韓圓、新臺幣及人民幣貶值5~10%，需留意亞洲貨幣競貶

• 台灣經濟穩健，關注全球通膨變化

- 主計總處7月下修Q2經濟成長率，全年自5月3.91%下調至3.76%，然國內消費隨疫情趨緩復甦、出口維持正成長，經濟基本面仍佳，下半年關注全球通膨變化
- 半導體及石化製品帶動下，出口持續暢旺，7月出口年增14.2%，連5個月超過400億美元，Q2年增15.4%連續8季正成長，惟歐美通膨壓力重，恐影響下半年出口
- 民間消費逐步回溫，7月NMI回升至榮枯線以上56.7，其中住宿餐飲及零售業成長顯著，惟物價逐步上漲，民眾通膨預期上升，需持續關注對內需衝擊程度
- 央行貨幣政策朝緊縮，7月CPI微降至3.36%，後續升息步調仍需觀察美國升息、國內物價變化及疫情影響



玉山金控整體概況

		Unit : NT\$ million	
		2022.6 ¹	2021.12
總資產	玉山金控	3,343,314	3,230,908
	玉山銀行	3,318,523	3,196,117
	玉山證券	21,696	30,809
	玉山創投	5,640	5,248
主要財務比率	金控每股淨值(新台幣元)	13.75	14.54
	雙重槓桿比率	103.28%	103.06%
	金控資本適足率	119.83% ¹	123.48%
實體通路	國內銀行通路	139	139
	海外據點	Branch: HK, LA, Singapore, Vietnam, Myanmar, Japan, Sydney, Brisbane Subsidiary: China and Cambodia (UCB) Rep office in Hanoi, HCM City, and Bangkok 30 overseas sites	
	證券分公司	17	17

Note: 1.Audit figures of June 2022

2.Share owned by QFII: 37.04%, as of Jun. 30, 2022



2022 年第 2 季財業務概況

金控獲利

- 2022年上半年金控淨收益 256.8 億元，稅後淨利 70.8 億元，較去年同期減少30.9%。
- 玉山金控 EPS 0.50 元、ROE 7.51%、ROA 0.43%。
- 截至7月稅後淨利98.7億元，較去年同期減少21.7%，EPS 0.74 元、ROE 8.88%。

營運績效

- 存放款快速均衡發展，淨利息收入成長22.8%。總放款成長13.5%，外幣放款成長20.5%；總存款成長14.7%，外幣存款成長21.0%(yoy)。截至第2季永續相關授信餘額佔法金授信餘額34%。
- 淨手續費收入98.2億元(-5.7%)，因2Q市場波動影響，財管淨手收 40.7 億元(-16.1%)；信用卡手收 29.9億元(+8.5%)、企金手收10.5億元(+40.4%)。預期下半年市場波動降低，國內外旅遊、消費回溫，可望推升各項手續費收入。
- 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 743.8%。

本季營運亮點

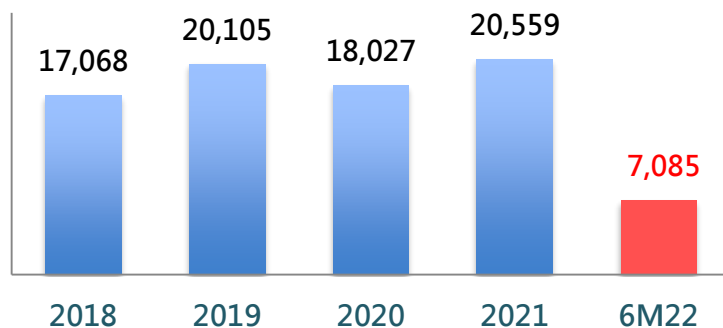
- 喜悅與榮光：玉山銀行榮獲國際財經媒體 “Finance Asia”，“Asiamoney”，“The Asset”，“Forbes” 評選為年度「台灣最佳銀行」；獲 Asiamoney「最佳企業金融」、「最佳SME」兩項大獎；以人工智慧開發的「信用卡防偽冒盜刷系統」獲英國 The Banker 頒發「數位金融創新獎-資訊安全」大獎。
- 國際信用評等：玉山銀行獲S&P Global調升信用評等至 A。玉山銀行在S&P與Moody's均獲得 A 級評等，玉山金控的A3也是台灣民營金控所獲最高評等。
- ESG：玉山金控正式成為RE100會員，為台灣首家以「低用電企業」身分獲准加入之金融業，承諾於 2040年國內外營運據點100%使用綠電。



玉山金控獲利表現

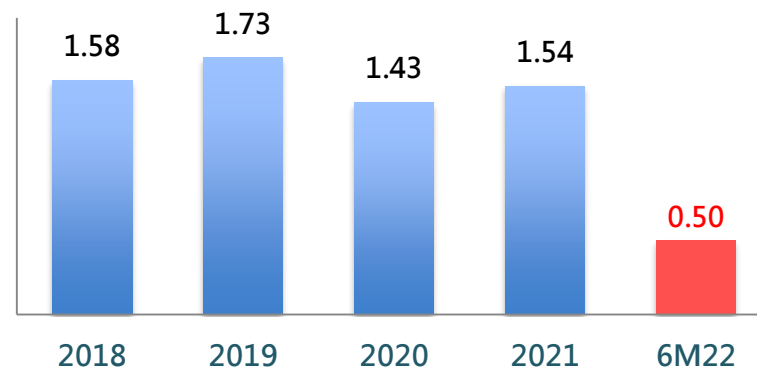
稅後淨利

Unit: NT\$ million

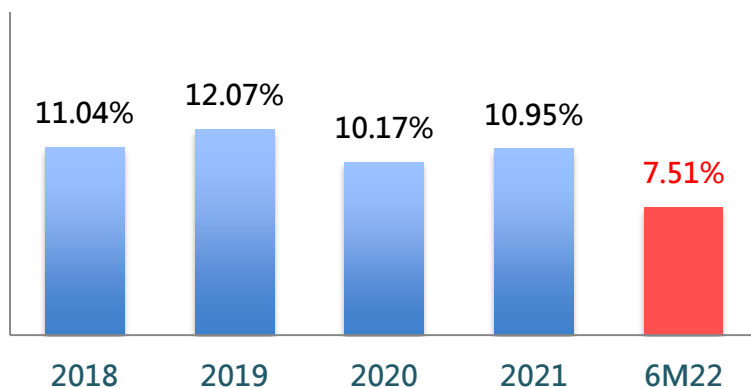


EPS

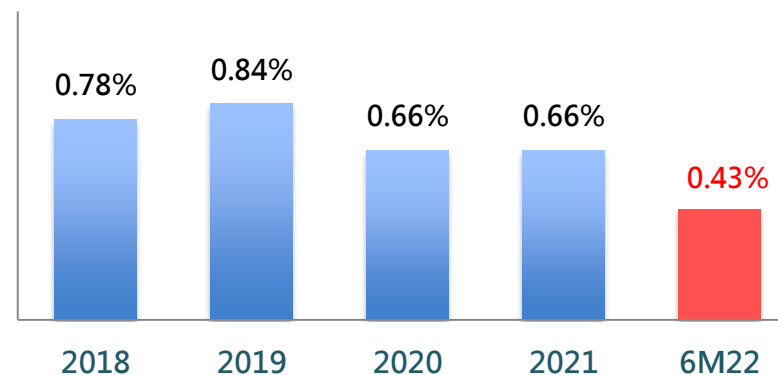
Unit: NT\$ dollars



ROE



ROA

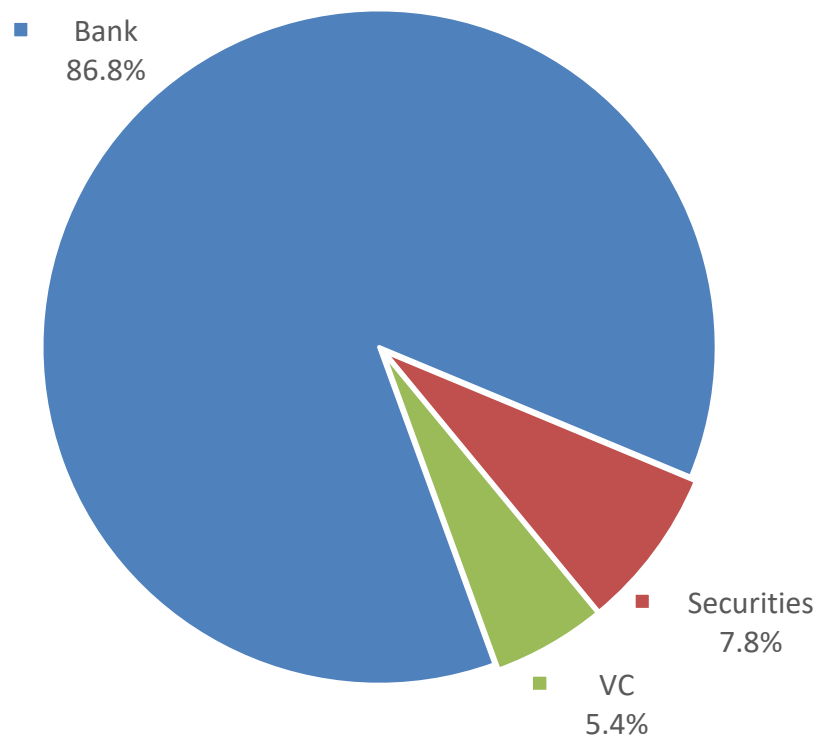


Note: 1. Audit figures of June 2022
2. As of 7M, Net profit \$9,873 mil, EPS \$0.74, ROE 8.88%



玉山金控及子公司獲利結構

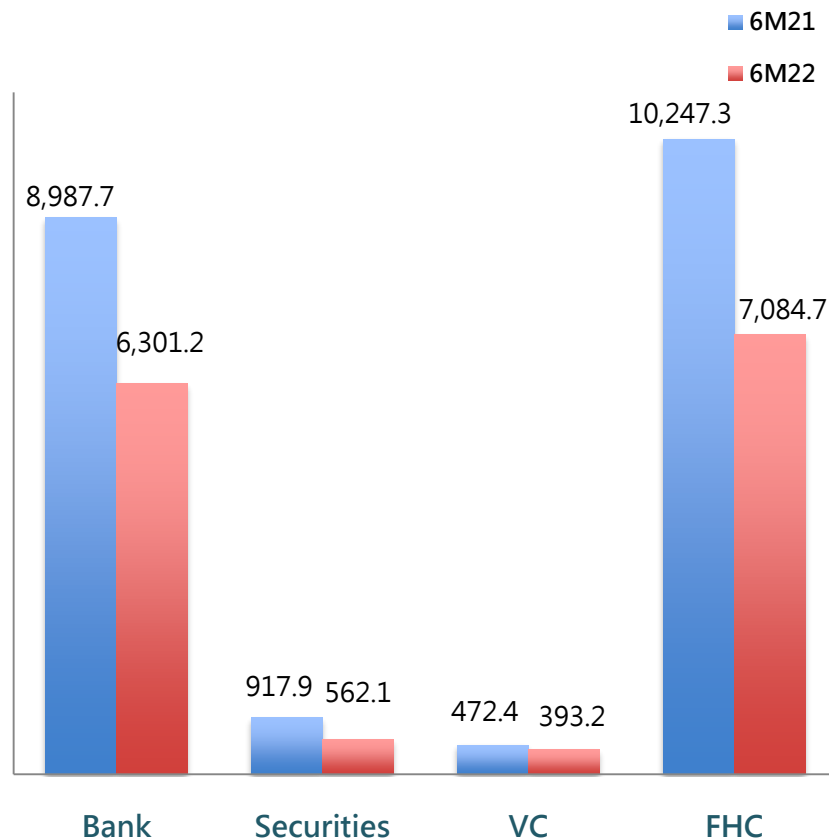
各子公司獲利貢獻



Note: Audit figures of June 2022

金控及子公司稅後淨利比較

Unit: NT\$ million

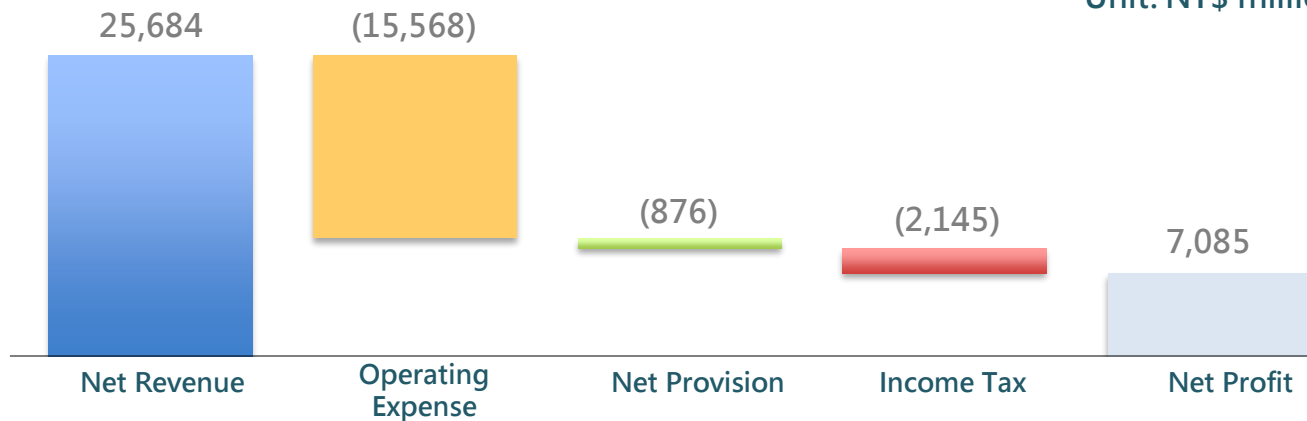




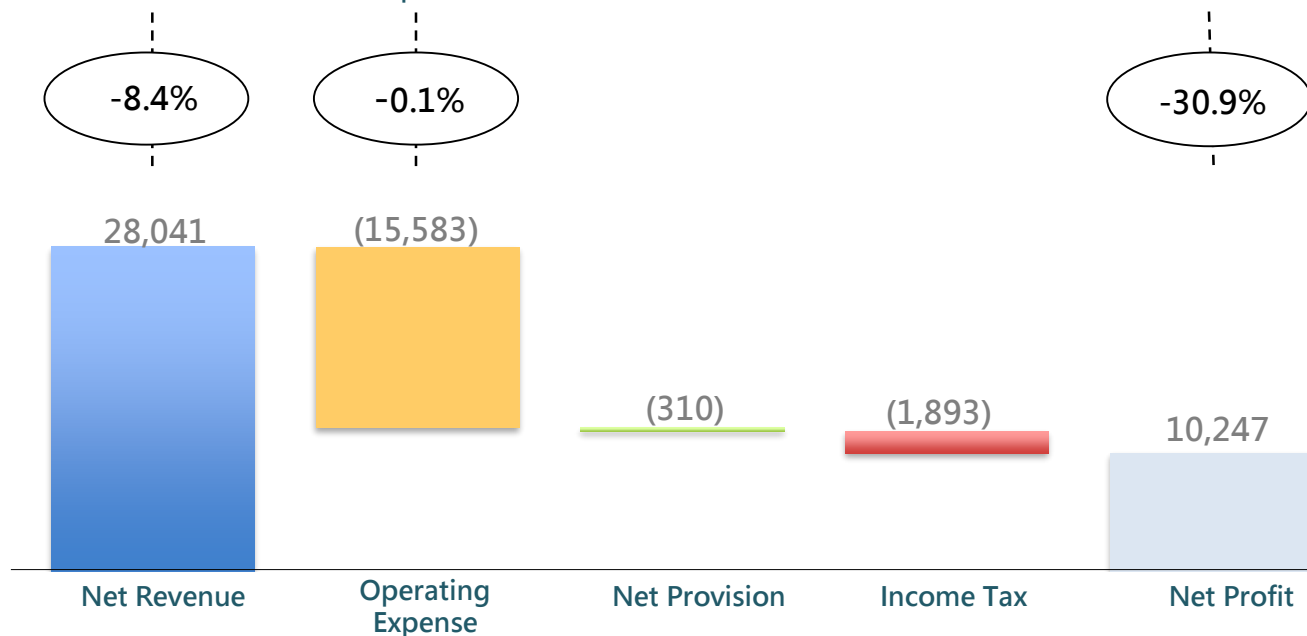
與去年同期獲利比較

Unit: NT\$ million

6M22 P&L



6M21 P&L

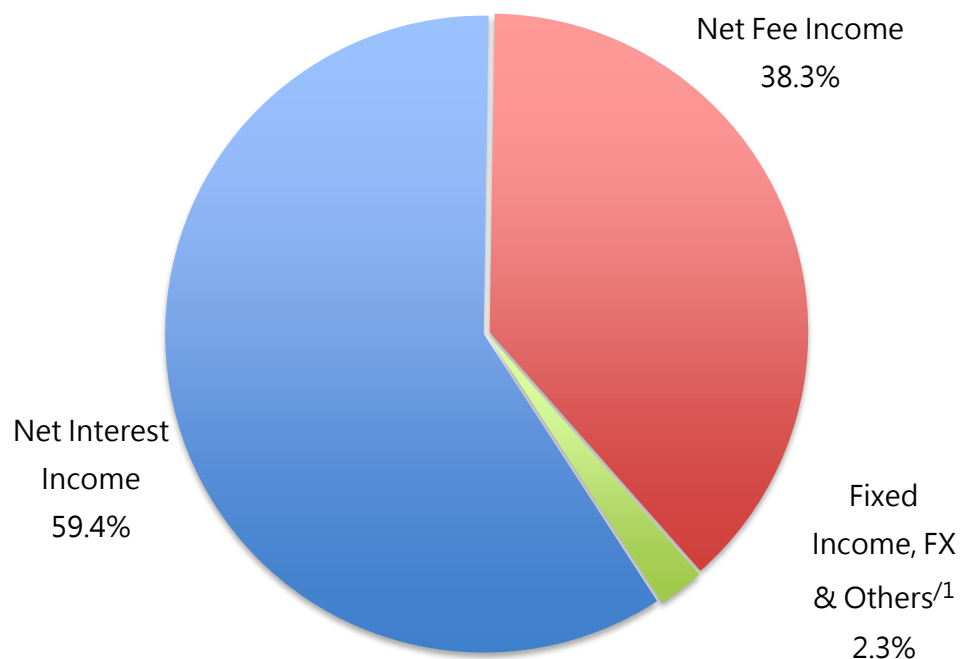


Note: Audit figures of June 2022



玉山金控淨收益結構

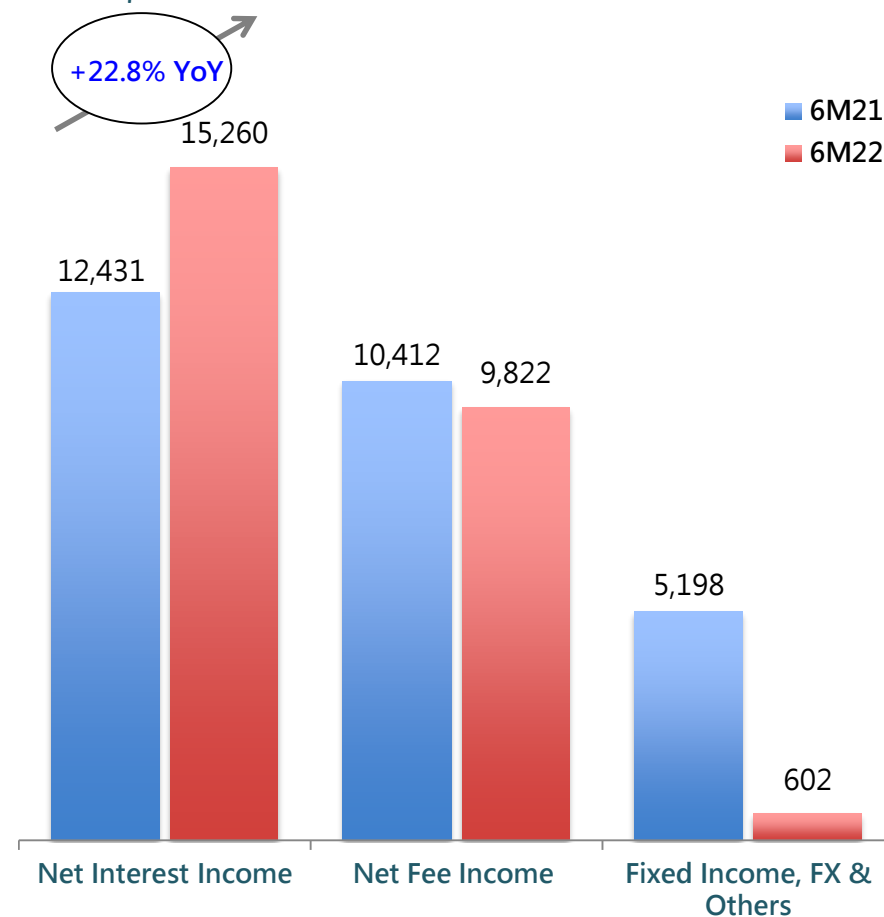
淨收益
新台幣256.8億元



Note: 1. Audit figures of June 2022

與去年同期比較

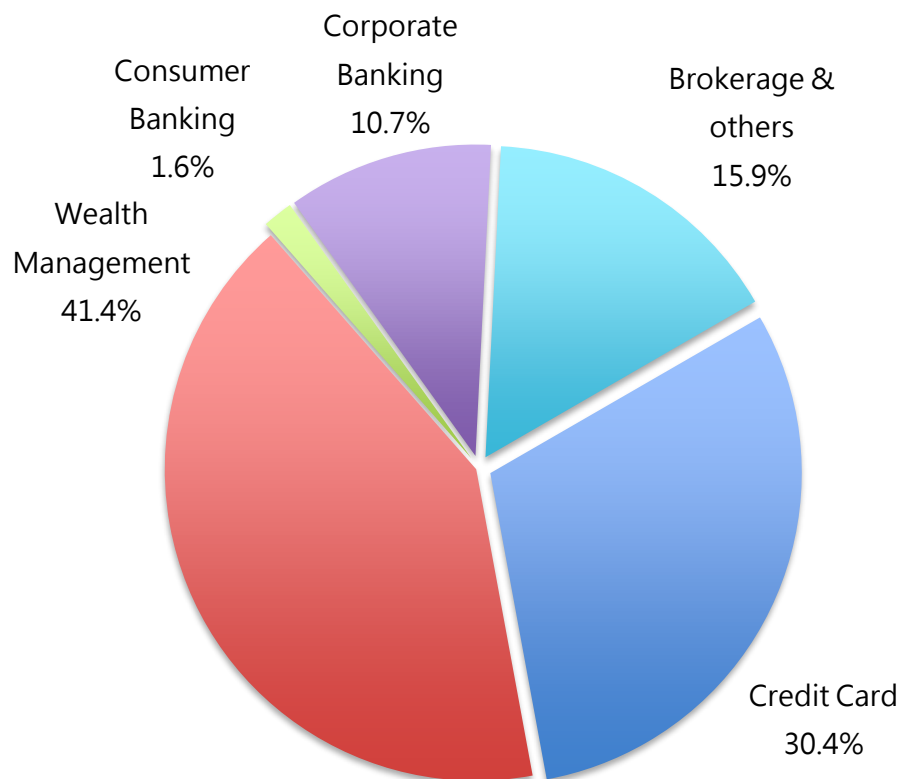
Unit: NT\$ million





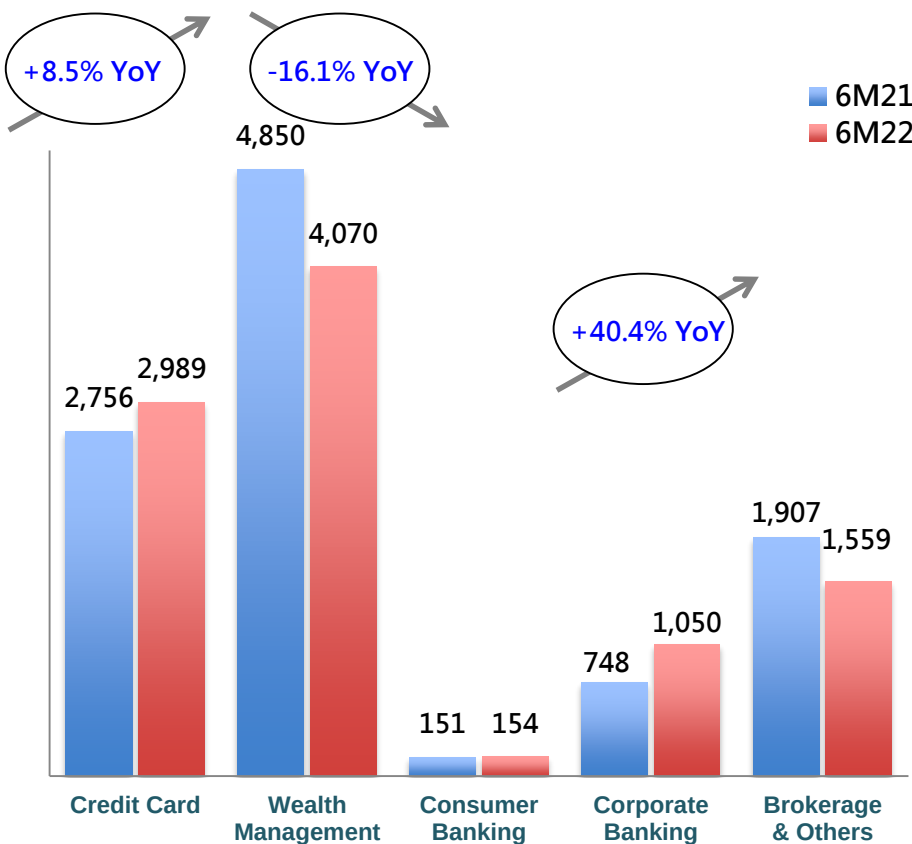
玉山金控淨手續費結構

淨手續費收入
新台幣\$ 98.2億元



與去年同期比較

Unit: NT\$ million



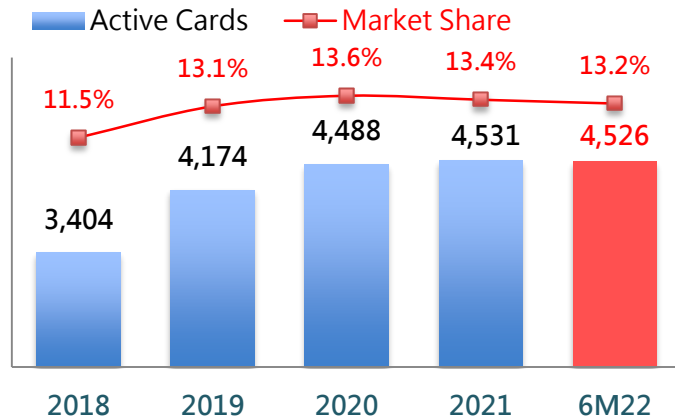
Note: Audit figures of June 2022



信用卡業務相關指標

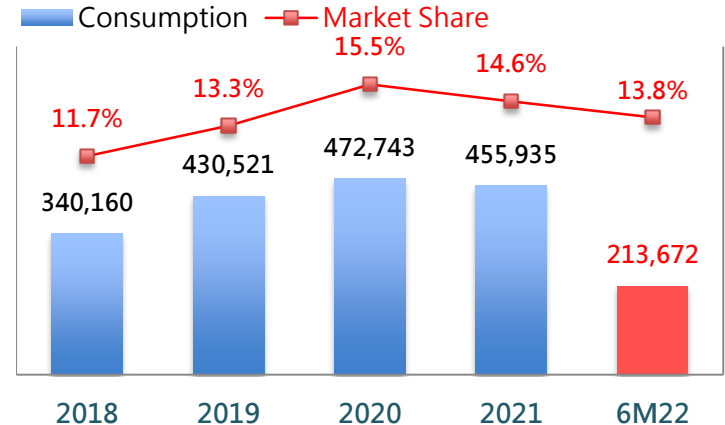
Active Cards

Unit: Thousand Cards, %



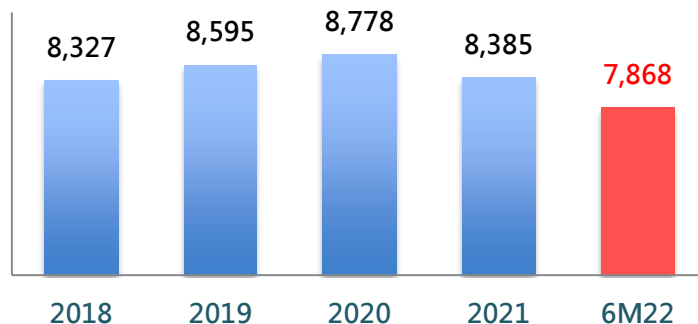
Card Consumption

Unit: NT\$ million



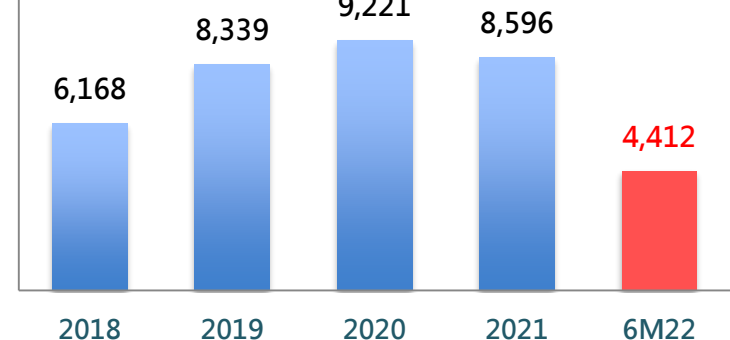
Per Card Spending (Monthly)

Unit: NT\$ dollar



Gross Fee Income

Unit: NT\$ million





主要存放款業務比較

Unit: NT\$ Bn

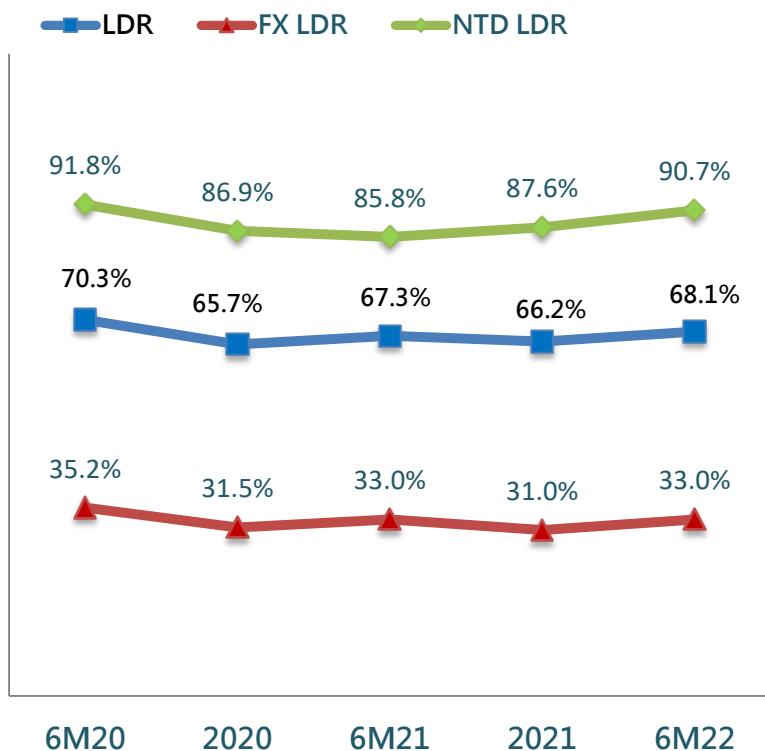
Category	2022.6	QoQ Growth %	2022.3	Ytd Growth %	2021
總存款	2,784.0	2.5%	2,716.2	3.2%	2,698.6
台幣活期存款	1,080.0	-2.2%	1,104.6	-1.2%	1,093.0
台幣定期存款	612.8	2.7%	596.4	2.3%	598.9
外幣存款	1,091.2	7.5%	1,015.2	8.4%	1,006.7
總放款 ^{/1}	1,895.8	2.5%	1,849.3	5.9%	1,790.7
企業放款	895.9	2.2%	876.7	6.7%	839.6
中小企業放款	486.5	0.9%	482.2	3.8%	468.6
外幣放款	360.0	4.5%	344.5	15.0%	313.0
個人放款	943.7	2.8%	917.7	5.0%	898.7
房屋貸款	470.8	3.2%	456.0	6.8%	440.7
小額信貸	137.1	1.2%	135.5	-0.1%	137.3
信用卡循環額	12.4	0.0%	12.4	0.8%	12.3

Note: Included loan balance of subsidiaries NT\$56 billion



存款結構分析

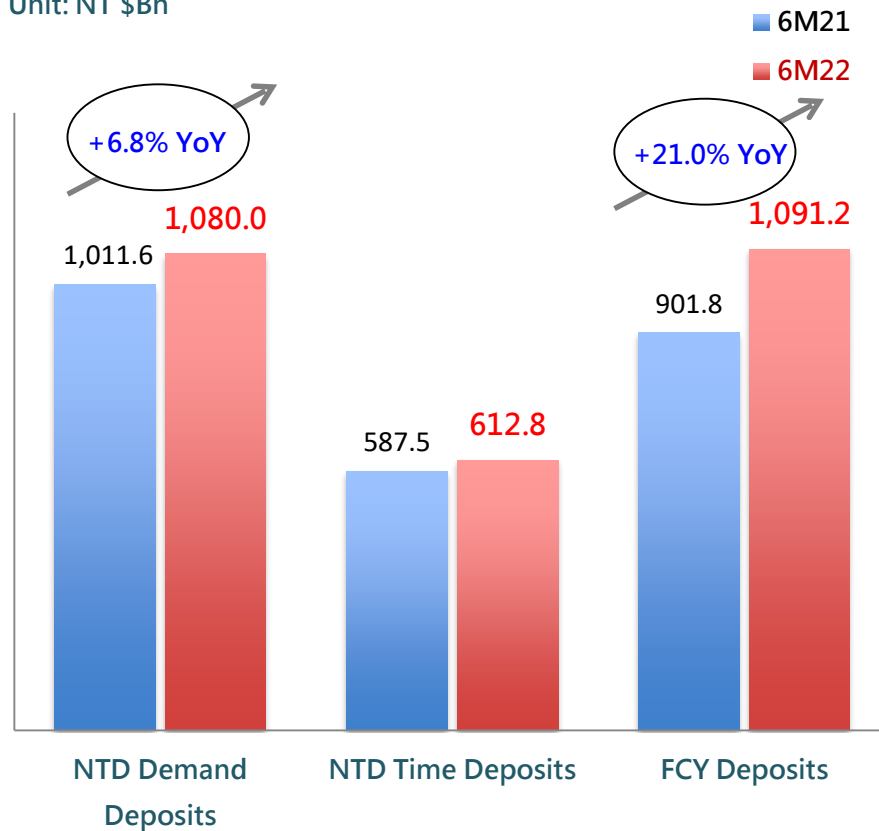
存放比率



Note: Data of E.SUN Bank

存款結構比較

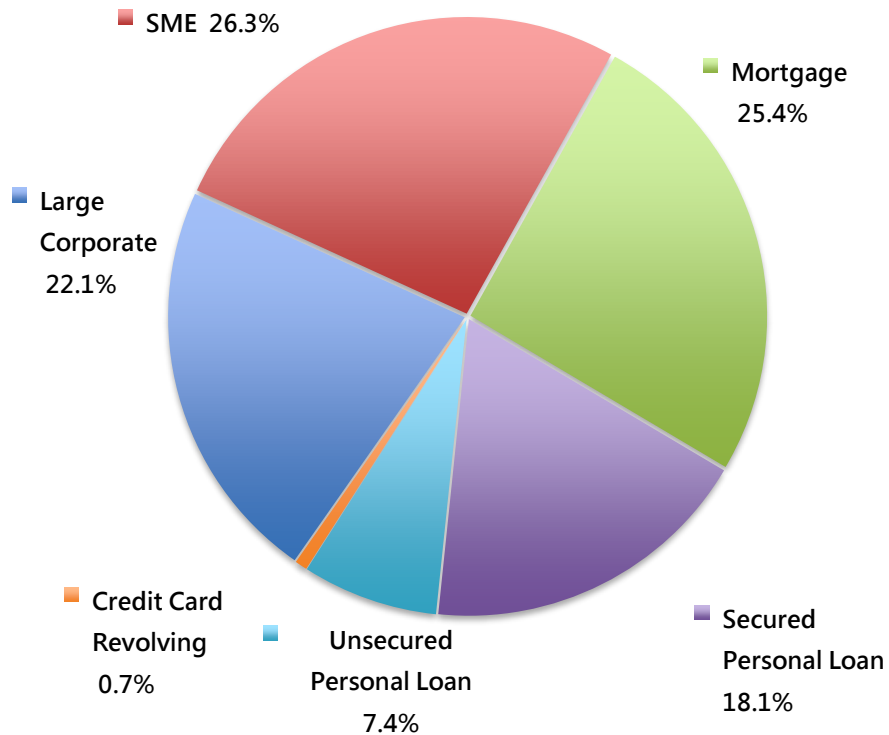
Unit: NT \$Bn





放款結構分析

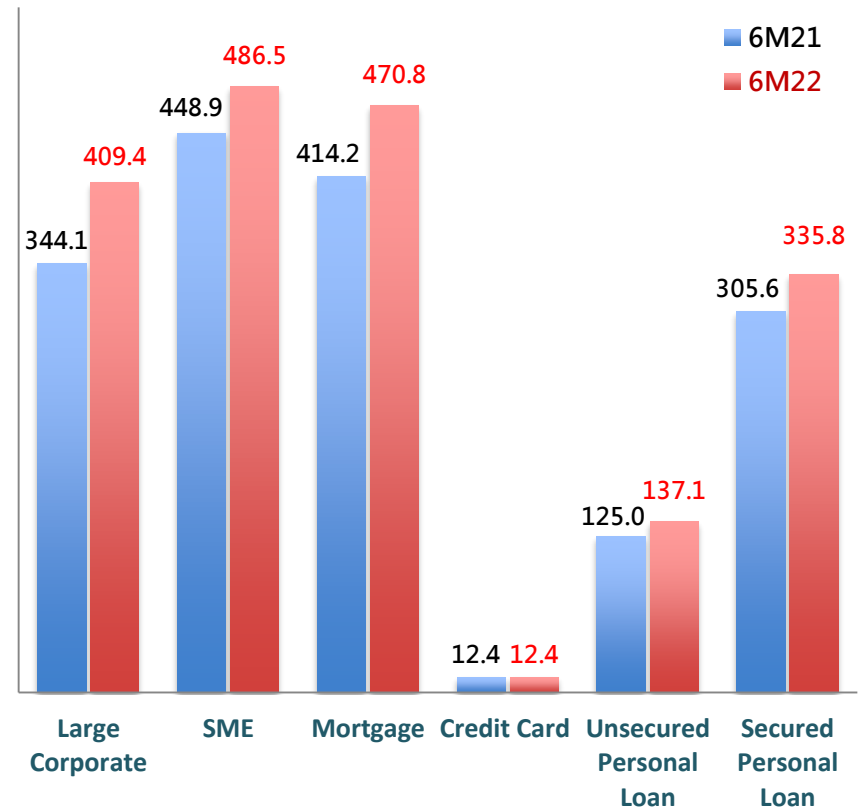
放款總額
新台幣\$ 1兆8,520億元



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

YoY Comparison

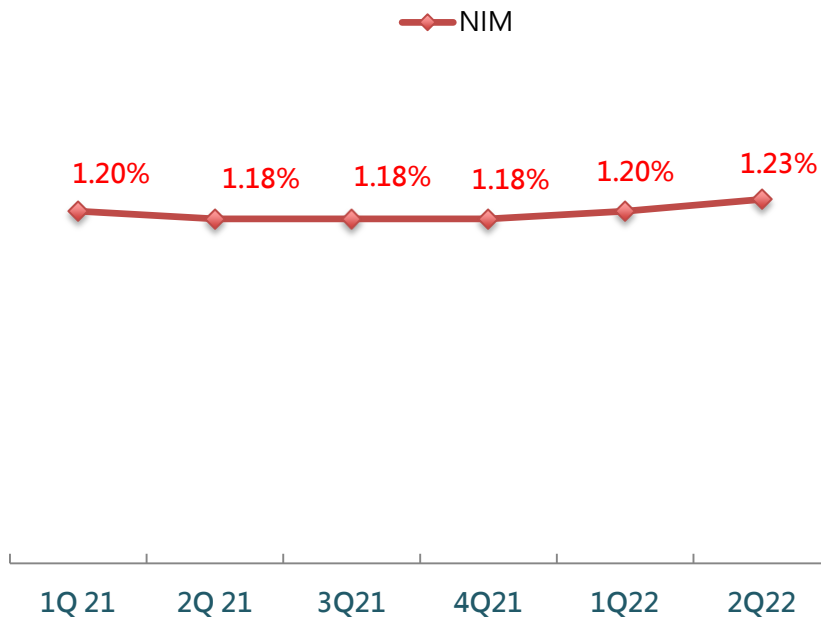
Unit: NT\$ Bn



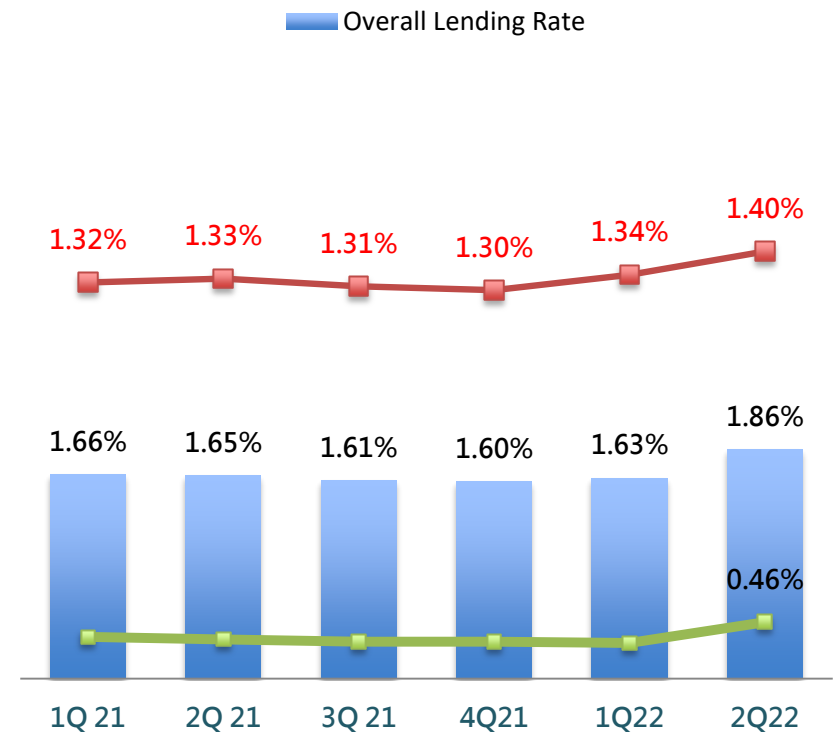


NIM and Spread

Quarterly Net Interest Margin



Quarterly Interest Spread



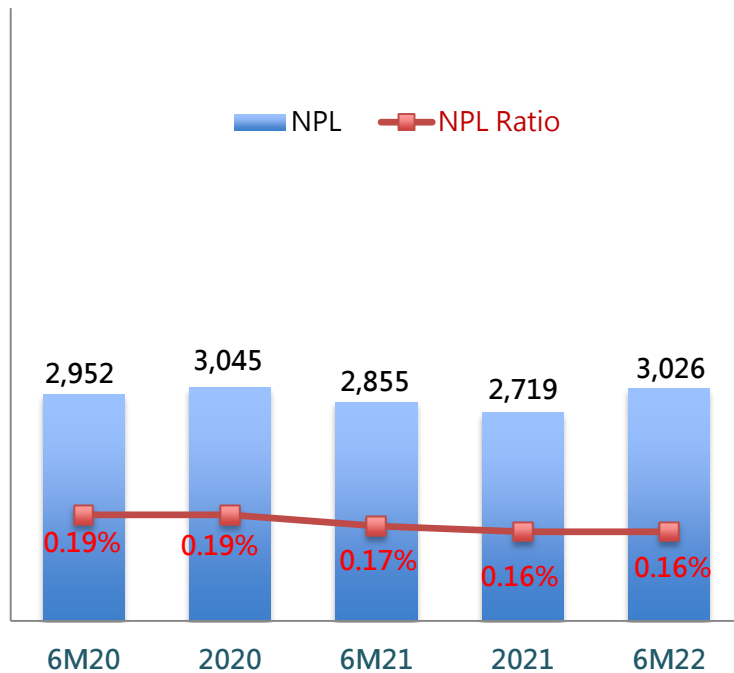
Note: Data of E.SUN Bank



優異的資產品質^{1/3}

NPL Ratio

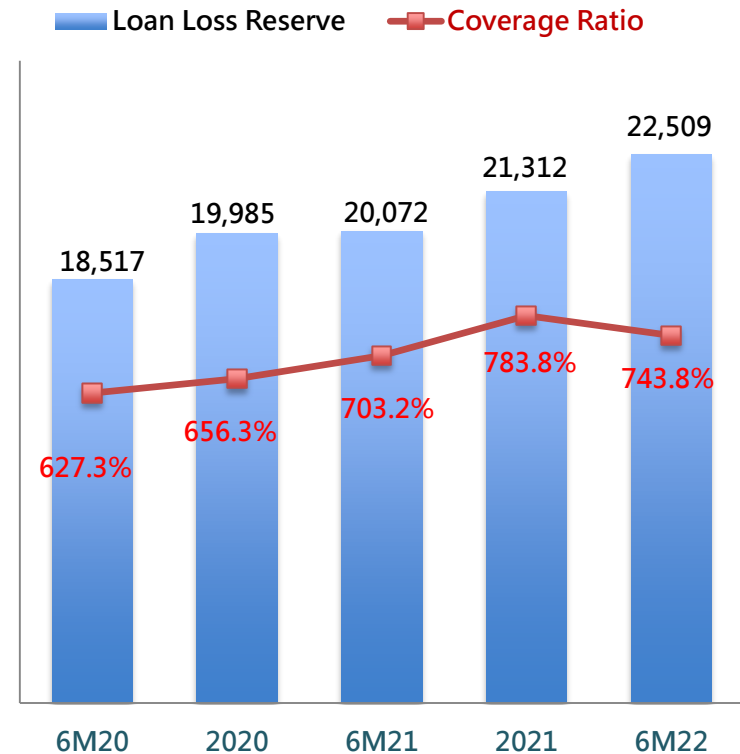
Unit: NT\$ million



Note: Data of E.SUN Bank

Coverage Ratio

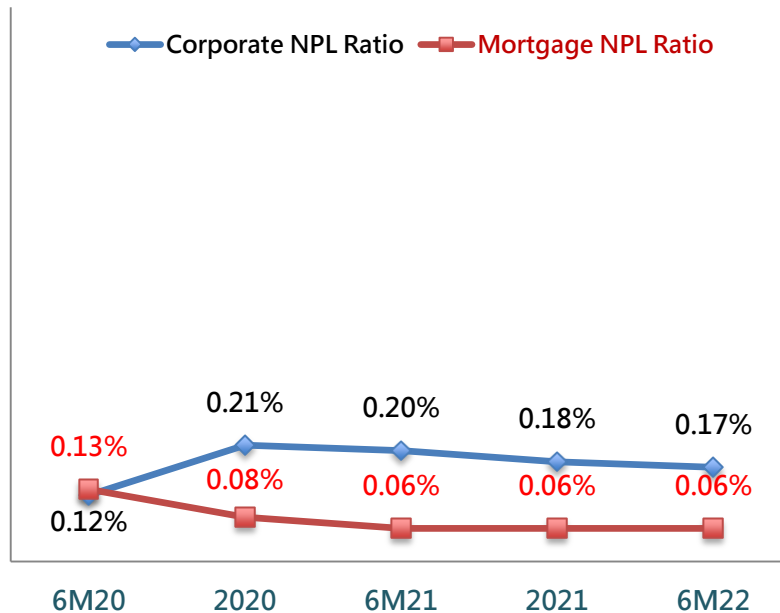
Unit: NT\$ million





優異的資產品質^{2/3}

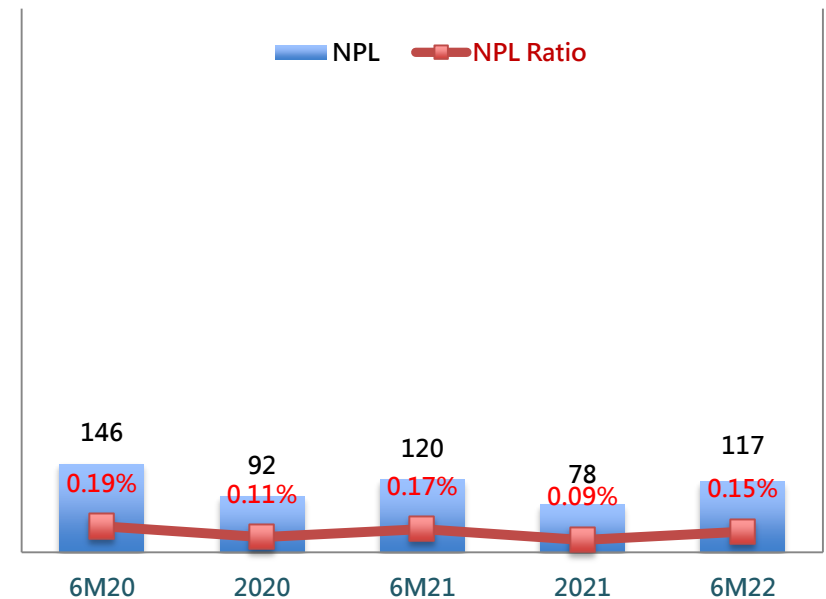
NPL Ratio for Major Products



Note: Data of E.SUN Bank

NPL Ratio for Credit Card

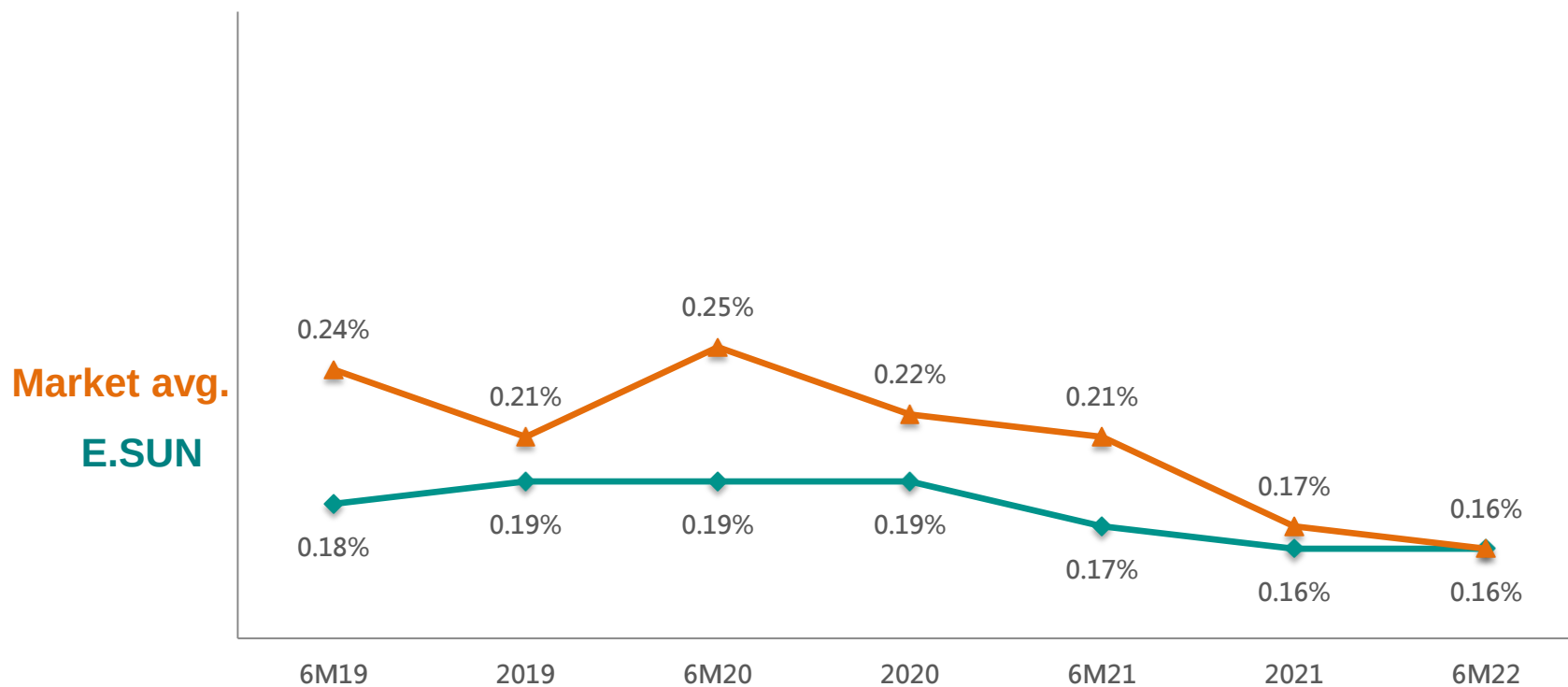
Unit: NT\$ million





優異的資產品質_{3/3}

NPL Comparison with Market



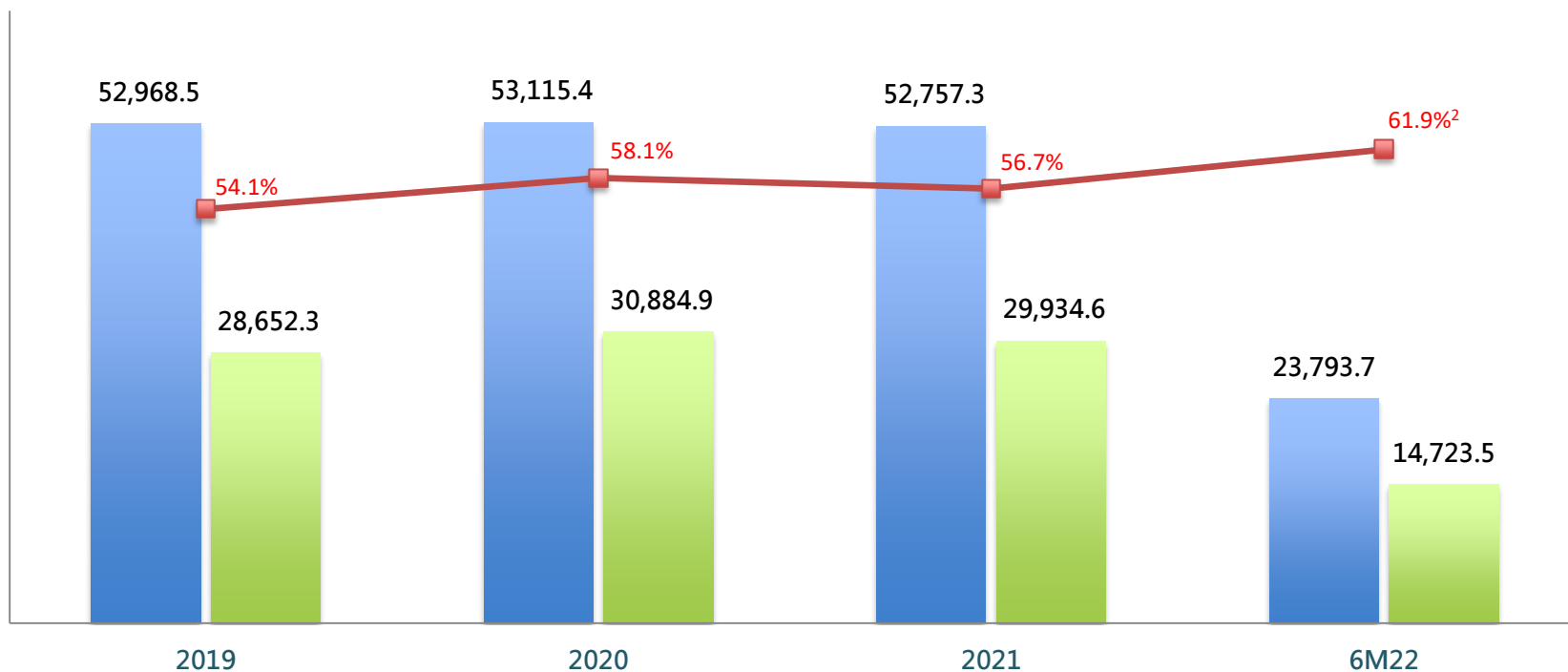
Source: FSC



成本效率比

Unit: NT\$ million

Net Revenue Operating Expense(exclu. provision) Cost Income Ratio

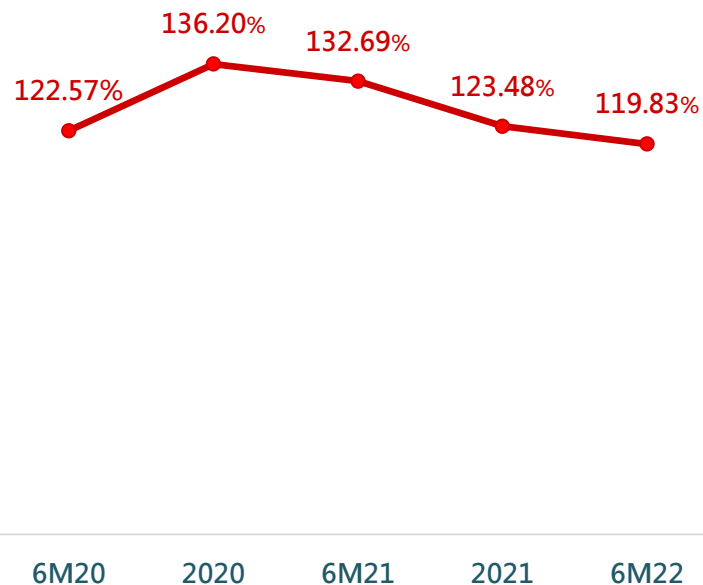


Note: 1. Data of E.SUN Bank
2. Audit figures of June 2022

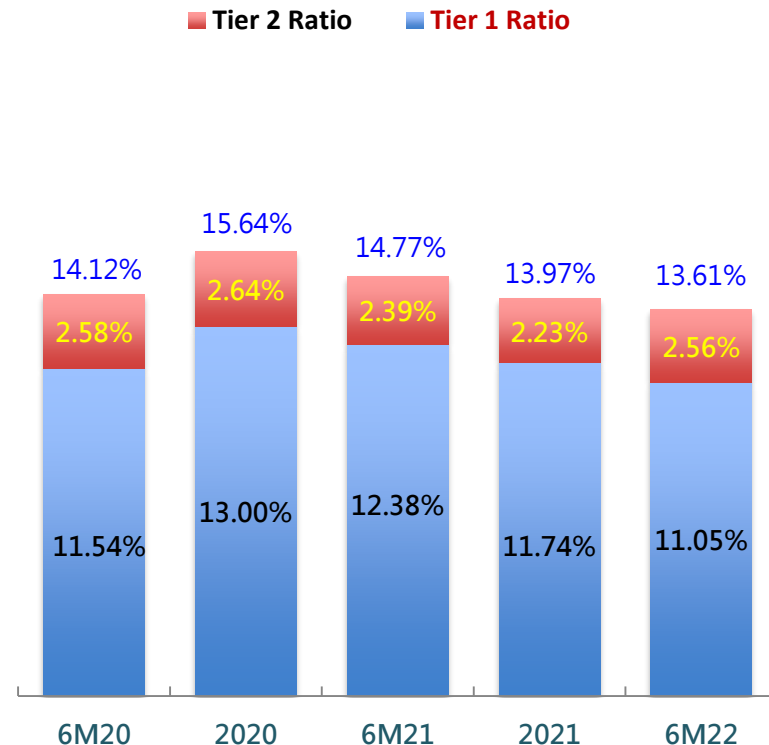


資本適足率

FHC CAR Ratio



Bank BIS Ratio



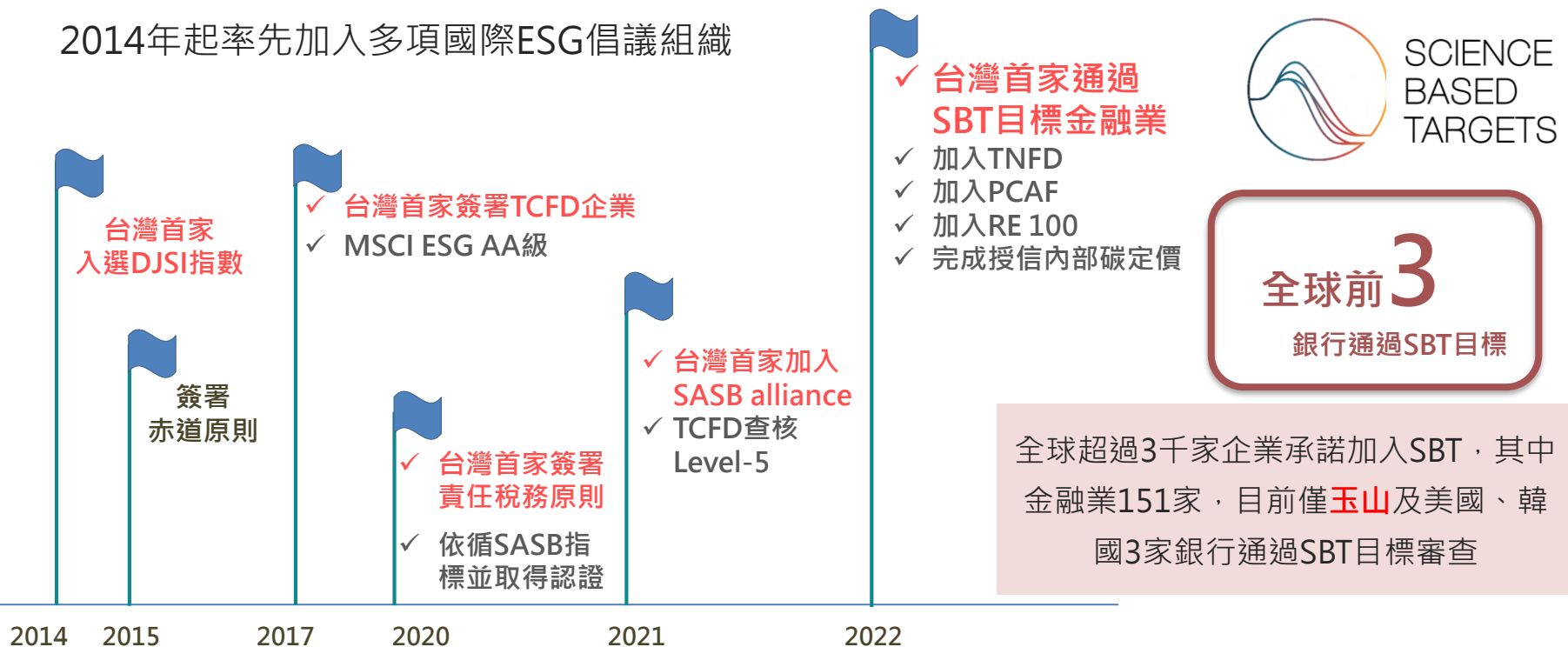
Note: 1. Audit figures of June 2022
2. BIS of E.SUN Bank standalone



持續向國際標竿學習

“接軌最高標準 有系統的持續精進”

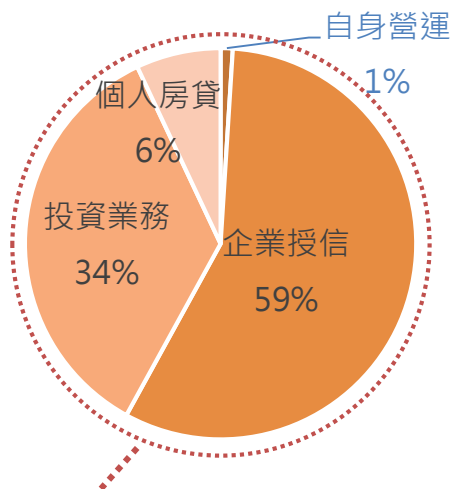
2014年起率先加入多項國際ESG倡議組織





邁向2050淨零排放

2020年玉山總碳排量(tCO₂e)
479萬噸



99%碳排量來自投融資業務

玉山思考如何解決顧客轉型問題，
提供顧客解決方案，共同許下承諾
積極推動減碳行動，攜手邁向淨零

實現燃煤撤資

【**首家**】停止燃煤發電專案融資
2020部位清零

【**亞洲首家銀行**】承諾全面撤煤
2035 Phase Out

Gray to Green

☒ SBT企業	☒ 天然氣發電
☒ 綠能發電	☒ 高碳排產業
☒ 綠建築融資	☒ 高碳排抵押品

Green Asset Gray Asset

實施內部碳定價

率先國內同業導入內部授信碳定價機制

- 思維改變、行為改變、商業模式改變
- (碳排量-碳配額)*碳價=碳成本
- 輔助管理機制，鼓勵RM多承作綠色案件

有紀律、有系統、有計畫地邁向2050淨零排放



中小企業永續靠山 顧客最佳永續夥伴

永續授信

- 國內領先發展綠能專案融資，共同主辦7件**再生能源聯貸**，包括太陽光電最大案件
- 支持綠能發電、節能環保、循環經濟等 **ESG 產業授信**

#2022Q2餘額 2,613 億元

- 提供顧客永續發展轉型路徑，輔以ESG Linked Loan，**鼓勵顧客達成永續目標**

#ESG Linked Loan餘額 284 億元

- 以綠色授信協助企業投入潔淨能源、儲能系統，**投入多元再生能源產業**

#餘額 307 億元

2022Q2永續相關授信\$3,204億元

佔企金放款 **34%**

永續投資

- 2022年7月發行新臺幣73億元綠色債券
- 將資金投入對社會友善產業，2022年發行首檔社會責任債券，金額新臺幣11億元
- 支持企業永續籌資，累積承銷26檔永續發展債券
- 投資部位逾99.87%屬ESG中低風險

永續債券發行量
金融業No.1

永續產品



積極推廣安養信託

#市場前3、民營銀行第1

- 推出一站式完整信託服務，滿足高齡顧客全方位需求
- 發展員工持股信託，輔導企業強化公司治理指標

Sustainability
as a
Service
協助顧客邁向永續



長期深耕投入 產生社會正面影響力

攜手志同道合夥伴

結合顧客力量

15年來完成168所
玉山圖書館

黃金種子圖書館

連續22年舉辦
年度募集5,435袋血

愛心捐血

連續10年種植10萬棵
台灣原生柏木

十年樹木百年樹人
玉山臺大ESG百年計畫

17年累計培育208位
管理、科技、人文、護
理、東協等領域人才

傑出人才獎學金

10年累計幫助逾7.5
萬人

關懷學童



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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Balance Sheet of E.SUN FHC and its subsidiaries as of June 30, 2022

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	198,314	552	838	8,030	198,487
Securities, net	1,006,447	2,036	4,775	139	1,013,388
Loans, net	1,872,442	-	-	-	1,872,442
A/R, net	103,001	14,873	2	1,596	116,586
Land, premises and equipments, net	33,431	340	-	4	34,036
Others	104,888	3,895	25	191,521	108,375
Total assets	3,318,523	21,696	5,640	201,290	3,343,314
Liabilities:					
Deposits	2,784,022	-	-	-	2,774,699
Other liabilities	356,452	15,349	436	17,718	384,892
Total liabilities	3,140,474	15,349	436	17,718	3,159,591
Total stockholders' equity	178,049	6,347	5,204	183,572	183,723
Total equity attributable to owners of the company	177,888	6,347	5,204	183,572	183,572
Non-Controlling interests	161	-	-	-	151
Total liabilities and stockholders' equity	3,318,523	21,696	5,640	201,290	3,343,314

Note: Audit figures of June 2022



P&L of E.SUN FHC and its subsidiaries for 2Q2022

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	15,050	234	0	(24)	15,260
Net fee income	8,640	1,184	-	-	9,822
Net trading income/(loss) & Derivatives & FX	(44)	(16)	519	0	459
Others	148	93	1	7,273	143
Total Net Revenues	23,794	1,495	520	7,249	25,684
Allowance for bad-debt expenses	(877)	2	0	0	(876)
Operating expenses	(14,724)	(803)	(9)	(149)	(15,568)
Income before income tax	8,193	694	511	7,100	9,240
Income tax expenses	(1,881)	(132)	(118)	(15)	(2,145)
Net Income	6,312	562	393	7,085	7,095
Attributable to owners of the company	6,301	562	393	7,085	7,085
Non-controlling interests	11	0	0	0	10

Note: Audit figures of June 2022



E.SUN FHC's Balance Sheet (Consolidated)

NT\$ million	Yearly ResultsQuarterly			Quarterly Results					
	2019	2020	2021	Mar 21	Jun 21	Sep 21	Dec 21	Mar 22	Jun 22
Assets :									
Cash and due from banks	128,579	175,722	210,608	142,928	180,384	189,310	210,608	208,307	198,487
Securities, net	742,487	998,478	1,037,395	994,628	957,488	942,780	1,037,395	1,028,826	1,013,388
Loans, net	1,444,322	1,620,374	1,768,641	1,617,494	1,666,096	1,723,385	1,768,641	1,826,344	1,872,442
A/R, net	113,150	116,686	124,412	109,846	114,837	120,435	124,412	119,207	116,586
Land, premises and equipments, net	33,351	33,291	33,881	36,071	33,279	33,316	33,881	34,078	34,036
Others	36,469	27,194	55,971	27,314	48,587	43,111	55,971	75,752	108,375
Total assets	2,498,358	2,971,745	3,230,908	2,928,281	3,000,671	3,052,337	3,230,908	3,292,514	3,343,314
Liabilities:									
Deposits	2,082,070	2,484,605	2,693,343	2,434,369	2,485,975	2,550,344	2,693,343	2,711,688	2,774,699
Other liabilities	243,107	305,539	343,180	306,387	321,971	312,332	343,180	384,372	384,892
Total liabilities	2,325,177	2,790,144	3,036,523	2,740,756	2,807,946	2,862,676	3,036,523	3,096,060	3,159,591
Total stockholders' equity	173,181	181,601	194,385	187,525	192,725	189,661	194,385	196,454	183,723
Total equity attributable to owners of the company	173,058	181,469	194,226	187,391	192,585	189,515	194,226	196,294	183,572
Non-Controlling interests	123	132	159	134	140	146	159	160	151
Total liabilities andstockholders' equity	2,498,358	2,971,745	3,230,908	2,928,281	3,000,671	3,052,337	3,230,908	3,292,514	3,343,314

Note: Audit figures of June 2022



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

NT\$ million	Yearly ResultsQuarterly			Quarterly Results					
	2019	2020	2021	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
Operating income									
Net interest income	19,871	21,339	25,984	6,082	6,349	6,576	6,977	7,384	7,876
Fee income	18,725	19,831	21,324	5,273	5,139	5,519	5,393	5,173	4,649
Net trading income/(loss) & Derivatives & FX	15,629	14,707	10,366	2,306	2,797	3,036	2,227	936	(477)
Others	298	372	223	37	58	57	71	58	85
Total Net Revenues	54,523	56,249	57,897	13,698	14,343	15,188	14,668	13,551	12,133
Allowance for bad-debt expenses	(1,598)	(3,226)	(2,130)	358	(668)	(769)	(1,051)	(344)	(532)
Operating expenses	(29,855)	(32,494)	(31,808)	(7,817)	(7,766)	(7,989)	(8,236)	(7,868)	(7,700)
Income before income tax	23,070	20,529	23,959	6,239	5,909	6,430	5,381	5,339	3,901
Income tax expenses	(2,950)	(2,481)	(3,373)	(1,032)	(861)	(786)	(694)	(1,012)	(1,133)
Net Income	20,120	18,048	20,586	5,207	5,048	5,644	4,687	4,327	2,768
Income Attributable to owners of the company	20,105	18,027	20,559	5,205	5,042	5,638	4,674	4,325	2,760
Non-Controlling interests	15	21	27	2	6	6	13	2	8

Note: Audit figures of June 2022



E.SUN Bank's Balance Sheet (Consolidated)

NT\$ million	Yearly ResultsQuarterly			Quarterly Results					
	2019	2020	2021	Mar 21	Jun 21	Sep 21	Dec 21	Mar 22	Jun 22
Assets :									
Cash and due from banks	128,432	175,678	210,382	142,869	180,264	189,224	210,382	207,909	198,314
Securities, net	737,525	970,129	1,030,673	969,116	951,715	936,773	1,030,673	1,021,388	1,006,447
Loans, net	1,444,322	1,620,374	1,768,641	1,617,494	1,666,096	1,723,385	1,768,641	1,826,344	1,872,442
A/R, net	103,686	102,012	108,589	94,333	96,067	103,123	108,589	102,984	103,001
Land, premises and equipments, net	32,725	32,689	33,266	35,473	32,677	32,698	33,266	33,475	33,431
Others	34,320	46,097	44,566	43,391	44,220	38,544	44,566	71,903	104,888
Total assets	2,481,010	2,946,979	3,196,117	2,902,676	2,971,039	3,023,747	3,196,117	3,264,003	3,318,523
Liabilities:									
Deposits	2,083,226	2,486,232	2,696,351	2,435,886	2,498,663	2,553,779	2,696,351	2,713,813	2,784,022
Other liabilities	226,694	282,949	311,650	284,233	292,085	285,634	311,650	361,155	356,452
Total liabilities	2,309,920	2,769,181	3,008,001	2,720,119	2,790,748	2,839,413	3,008,001	3,074,968	3,140,474
Total stockholders' equity	171,090	177,798	188,116	182,557	180,291	184,334	188,116	189,035	178,049
Total equity attributable to owners of the company	170,959	177,657	187,947	182,414	180,142	184,178	187,947	188,864	177,888
Non-Controlling interests	131	141	169	143	149	156	169	171	161
Total liabilities andstockholders' equity	2,481,010	2,946,979	3,196,117	2,902,676	2,971,039	3,023,747	3,196,117	3,264,003	3,318,523

Note: Audit figures of June 2022



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

NT\$ million	Yearly ResultsQuarterly			Quarterly Results					
	2019	2020	2021	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
Operating income									
Net interest income	19,657	21,095	25,591	6,001	6,251	6,467	6,872	7,278	7,772
Fee income	17,712	18,044	18,289	4,598	4,261	4,713	4,717	4,567	4,073
Net trading income/(loss) & Derivatives & FX	15,297	13,593	8,647	1,746	2,693	2,558	1,650	485	(529)
Others	302	383	230	39	60	61	70	60	88
Total Net Revenues	52,968	53,115	52,757	12,384	13,265	13,799	13,309	12,390	11,404
Allowance for bad-debt expenses	(1,603)	(3,241)	(2,134)	355	(669)	(769)	(1,051)	(345)	(532)
Operating expenses	(28,652)	(30,885)	(29,935)	(7,437)	(7,253)	(7,436)	(7,809)	(7,421)	(7,303)
Income before income tax	22,713	18,989	20,688	5,302	5,343	5,594	4,449	4,625	3,568
Income tax expenses	(3,054)	(2,501)	(3,101)	(881)	(768)	(668)	(784)	(950)	(931)
Net Income	19,659	16,488	17,587	4,421	4,575	4,926	3,665	3,675	2,637
Attributable to owners of the company	19,643	16,465	17,559	4,419	4,568	4,920	3,652	3,674	2,627
Non-controlling interests	16	23	28	2	7	6	13	1	10

Note: Audit figures of June 2022