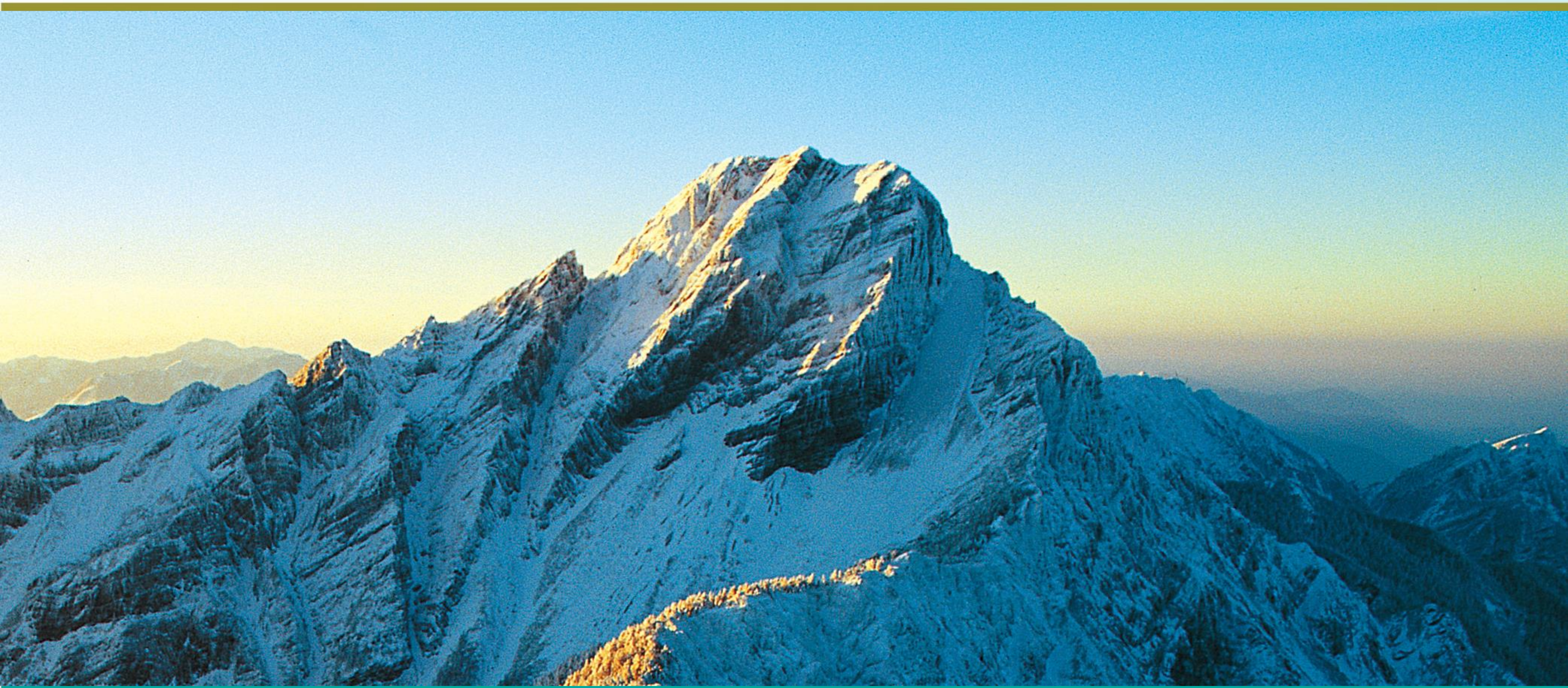

玉山金控 2023 年第 1 季法人說明會

May 2023

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大綱

- 2023 年第 1 季財務績效表現
- 2023 年第 1 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

- ## 全球經濟不確定性高
  - 2023年經濟變數仍多，俄烏戰爭持續衝擊，通膨仍居高檔及緊縮政策致金融環境惡化，全球經濟呈動盪復甦，IMF下修今年經濟成長率預測至2.8%
  - 美國通膨逐步放緩，就業市場仍緊俏，惟部分經濟數據疲弱，且緊縮政策引發中小型銀行疑慮，需留意後續金融緊縮效果對下半年經濟的影響
  - 歐元區經濟在服務業帶動下持續復甦，惟物價壓力仍高，3月核心CPI年增率略增至5.7%，ECB仍將持續緊縮貨幣政策
  - 中國投資溫和增長，然房市仍低迷，Q1經濟成長率4.5%，兩會經濟成長目標5%趨保守，成長仰賴內需支撐，政策積極擴大消費及有效投資
- ## 台灣經濟外冷內溫
  - 全球經濟終端需求下滑及庫存調整影響，台灣Q1出口及外銷訂單各衰退19.2%及21.3%，未來需視美、中經濟表現
  - 國發會預期Q2起經濟動能逐季好轉，主計總處預估2023年經濟成長率2.12%
  - 民間投資因基期較高及經濟前景趨保守，預期成長放緩，內需主要仰賴民間消費帶動，隨解封及服務業需求提升，有助消費成長，第一季零售業營業額成長5.3%，餐飲業成長17.2%
  - 物價溫和成長。考量服務類物價仍具支撐，加上電價調漲，台灣央行上修2023年CPI年增率預測至2.09%，略低於主計總處預估2.16%

玉山金控整體概況

Unit : NT$ million

		2023.3[1]	2022.12[2]
總資產	玉山金控	3,427,271	3,479,560
	玉山銀行	3,403,808	3,458,024
	玉山證券	19,218	17,797
	玉山創投	5,315	4,979
主要財務比率	金控每股淨值(新台幣元)	14.34	13.80
	雙重槓桿比率	102.91%	103.15%
	金控資本適足率	127.54%	127.54%
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. Reviewed figures of Mar. 2023
2. Audit figures of Dec. 2022
3. Share owned by QFII: 31.33%, as of Mar. 31, 2022

2023 年第 1 季財業務概況

金控、銀行獲利均創單季歷史新高

- 第 1 季金控淨收益 158.0 億元，稅後淨利 60.4 億元，較去年同期成長 39.7%，創單季獲利最高; 金控 EPS 0.42 元、ROE 12.03%、ROA 0.70%。
- 銀行稅後淨利 54.98 億元，年增 49.7%，創單季獲利最高。
- 截至前4月，玉山金控自結稅後淨利75.9億元，年增56.1%，並創歷年同期最高。

各項業務穩健發展

- 穩健發展各項企業金融業務，總放款成長 5.6%，SME 放款成長 5.3%，外幣放款成長 3.2%；ESG永續授信餘額成長14.1%，現占整體法金放款34.8% (yoy)。
- 淨手續費收入 49.4 億元 (-4.4%)，其中信用卡淨手收 16.4 億元 (+12.3%)，主要受惠於海外旅遊恢復；財富管理淨手收 22.1 億元 (-1.1%)，AuM 1億元以上的顧客戶數及AuM均成長2成以上 。
- 本季外匯、固收及其他收入成長，主因第1季票債券評價回升及貨幣市場操作得宜。
- 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 695.9%。

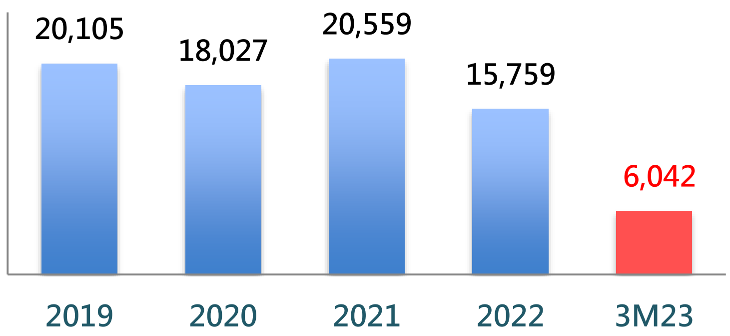
近期營運重點

- 現金增資：玉山金控160億元現金增資案順利完成，主要為玉山銀行充實資本以發展各項業務。
- 喜悅與榮光：玉山連續三年獲富比士(Forbes)評選「全球最佳銀行」台灣銀行業第1名；《遠見》ESG企業永續獎綜合績效首獎、公益推動及環境友善楷模獎，為本屆得獎最多的金融機構。
- ESG：玉山金控、銀行、證券再次榮獲中華公司治理協會「CG6013公司治理制度評量授證」榮獲特優，肯定玉山長期致力提升公司治理制度的決心與成效。

玉山金控獲利表現

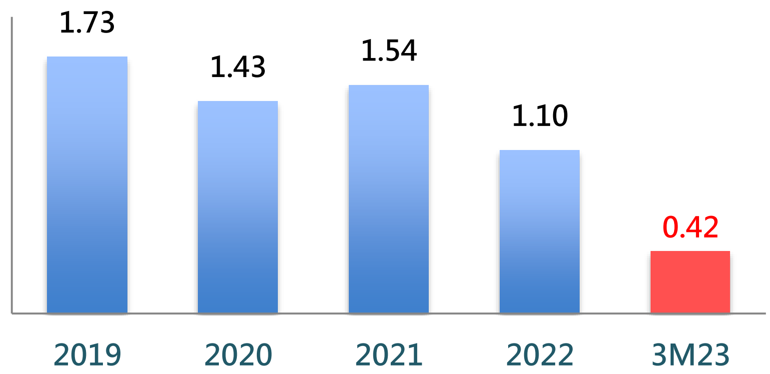
稅後淨利

Unit: NT$ million

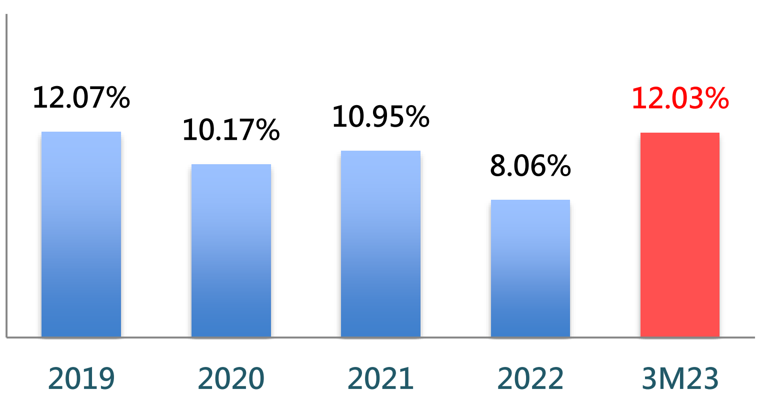


EPS

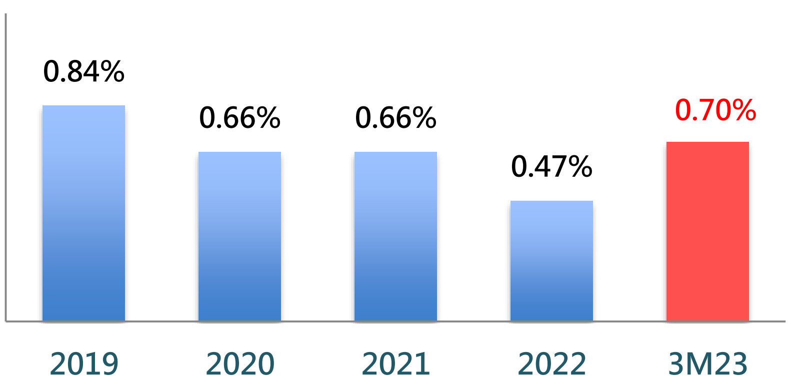
Unit: NT$ dollars



ROE



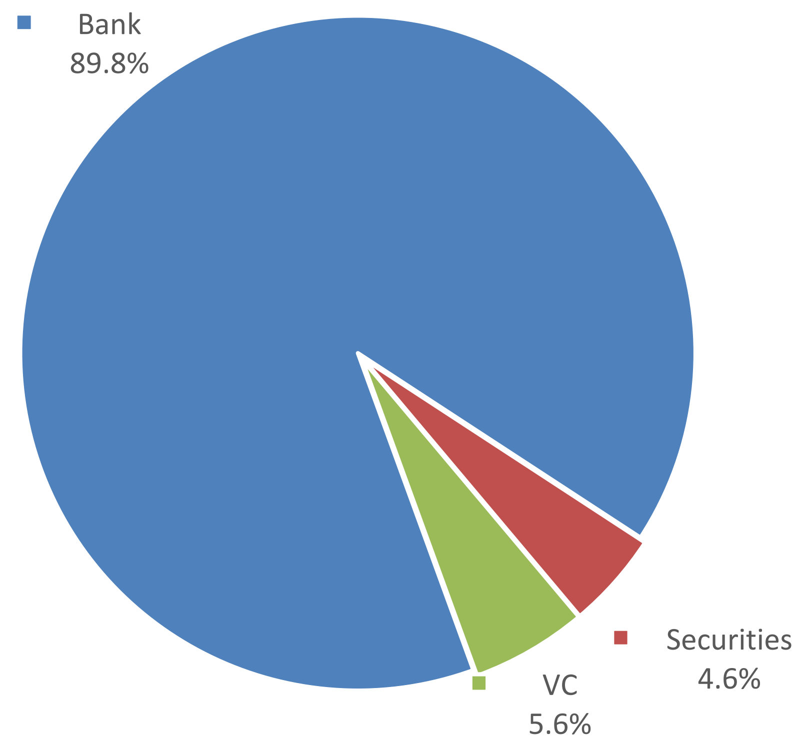
ROA



Note: Reviewed figures of Mar. 2023

玉山金控及子公司獲利結構

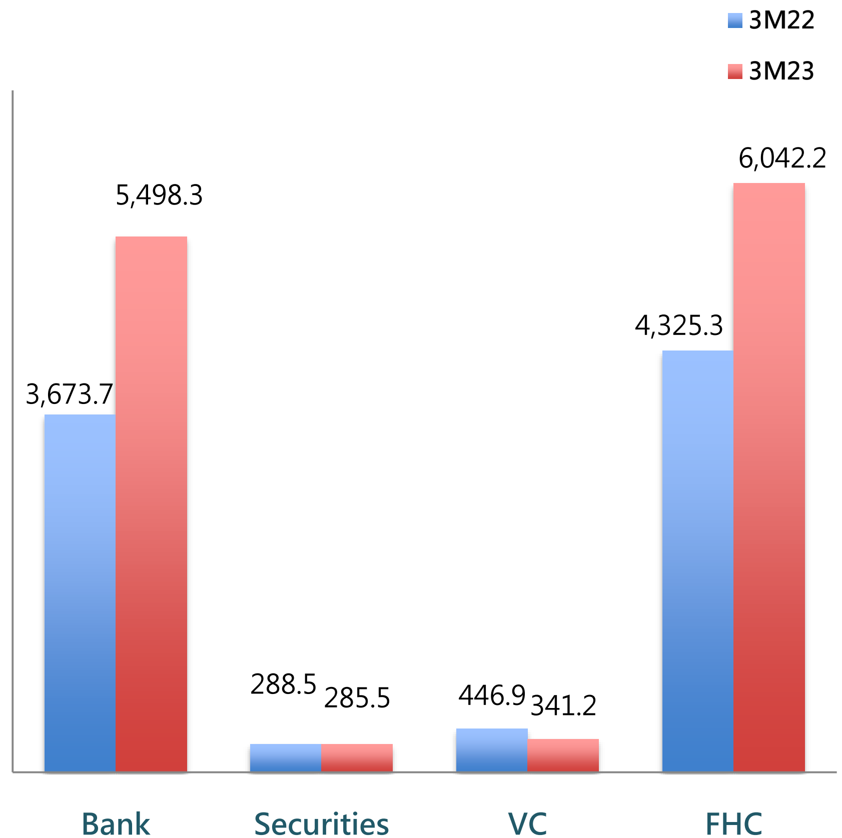
各子公司獲利貢獻



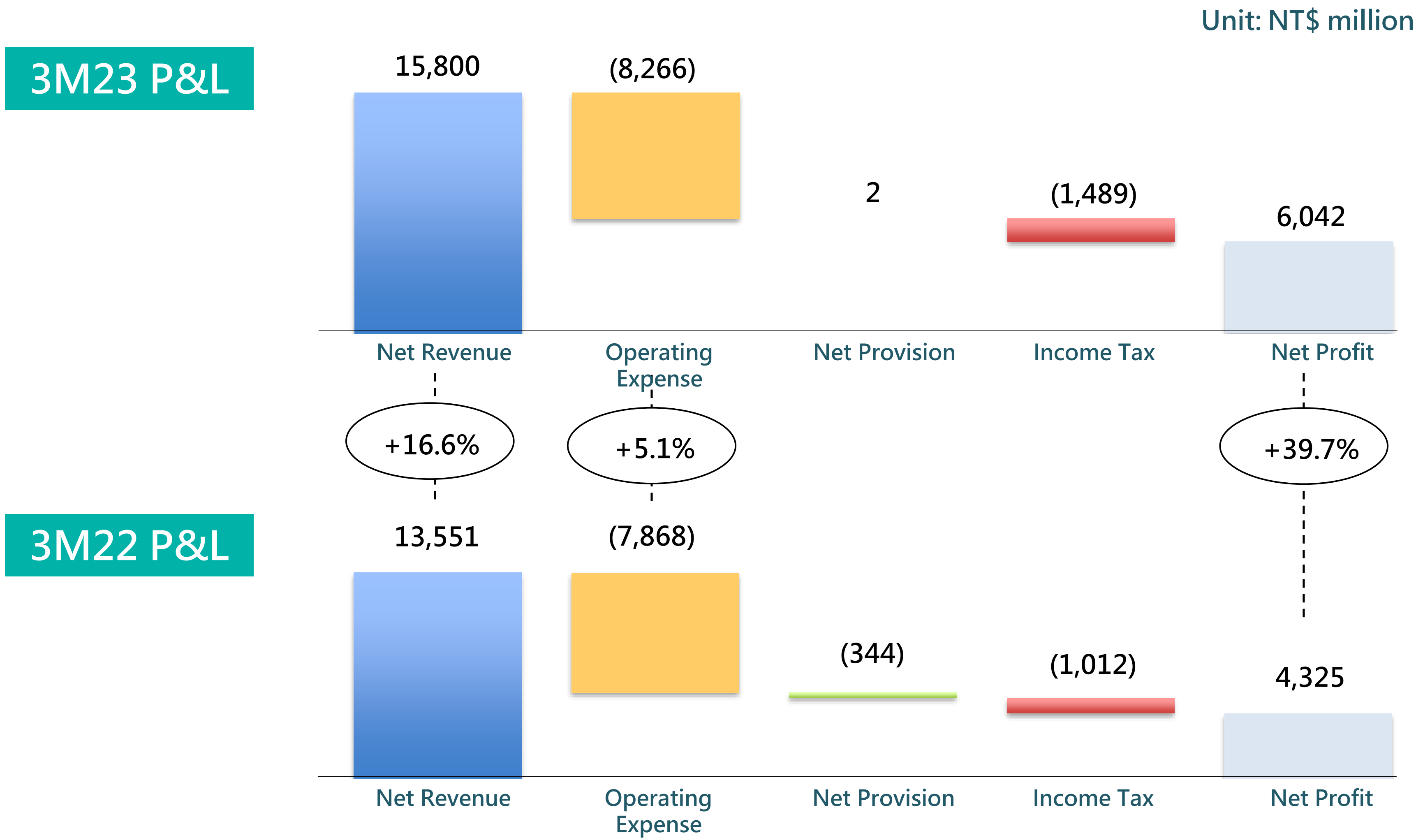
Note: Reviewed figures of Mar. 2023

金控及子公司稅後淨利比較

Unit: NT$ million



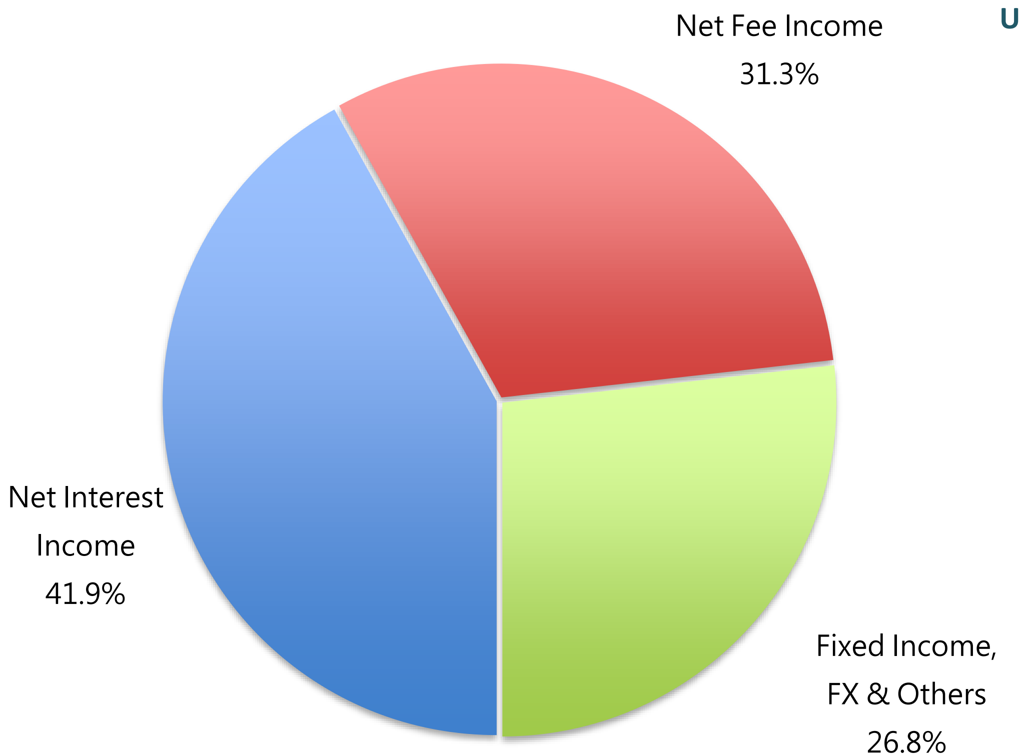
與去年同期獲利比較



Note: Reviewed figures of Mar. 2023

玉山金控淨收益結構

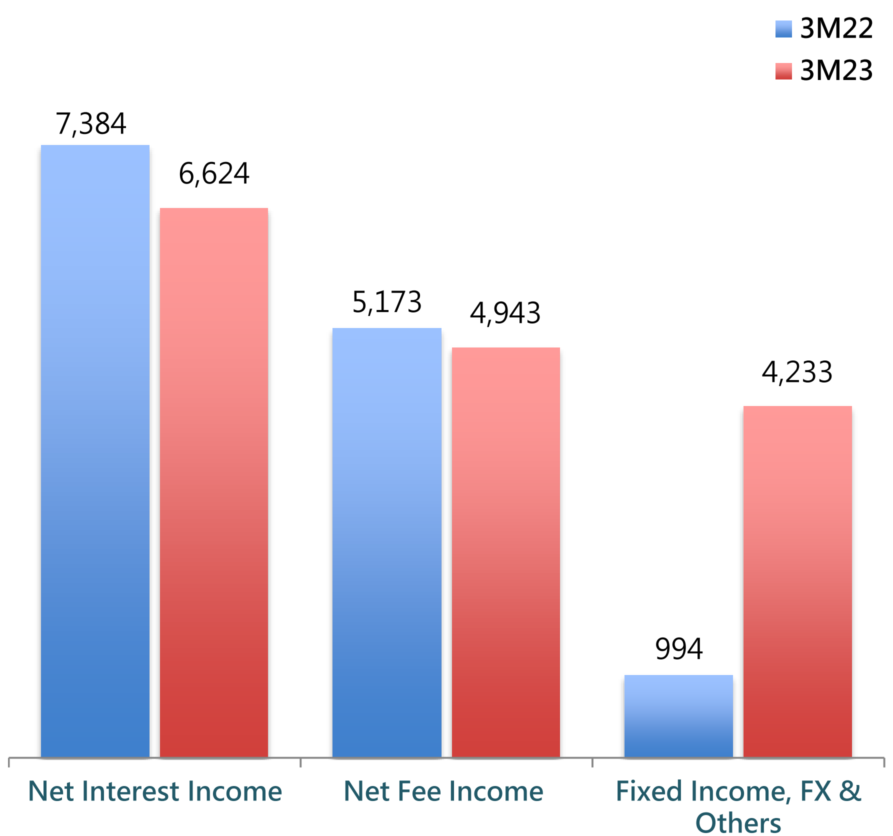
淨收益
新台幣158.0億元



Note: Reviewed figures of Mar. 2023

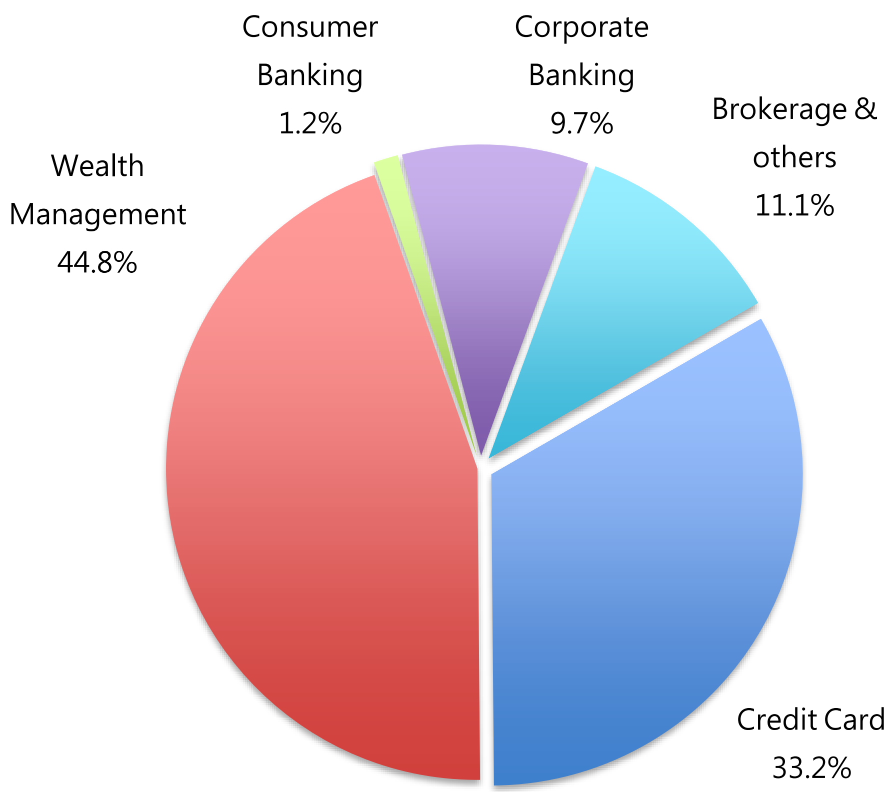
與去年同期比較

Unit: NT$ million



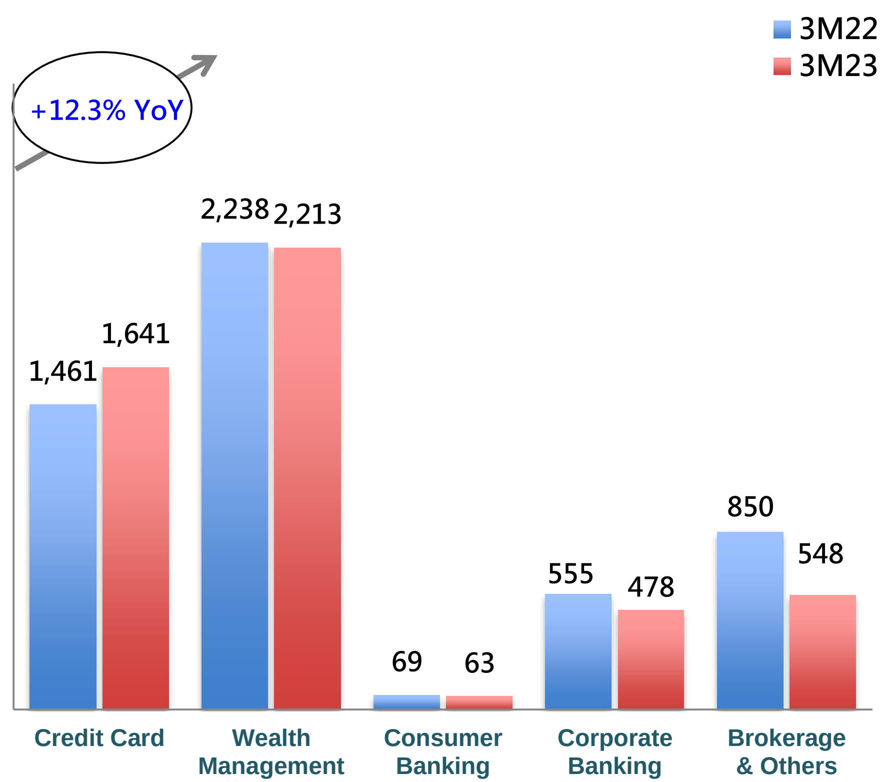
玉山金控淨手續費結構

淨手續費收入
新台幣$ 49.4億元



與去年同期比較

Unit: NT$ million

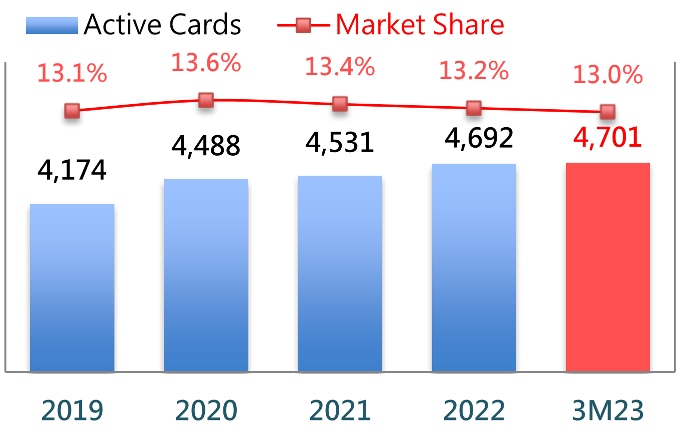


Note: Reviewed figures of Mar. 2023

信用卡業務相關指標

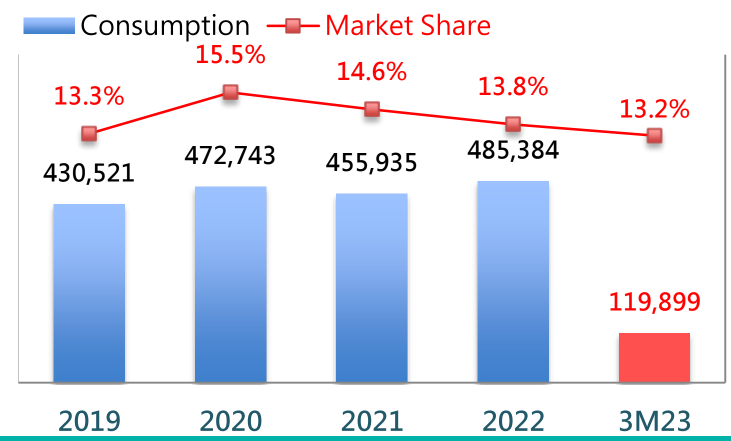
Active Cards

Unit: Thousand Cards, %



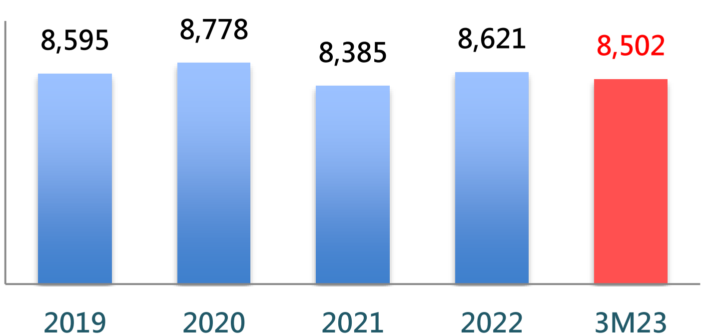
Card Consumption

Unit: NT$ million



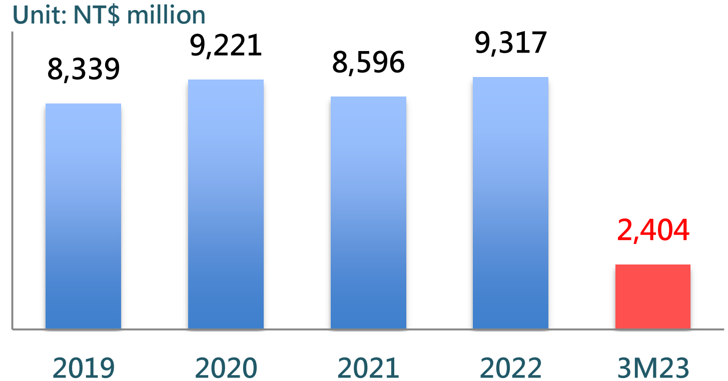
Per Card Spending (Monthly)

Unit: NT$ dollar



Gross Fee Income

Unit: NT$ million



Note: Market share of Feb. 2023

主要存放款業務比較

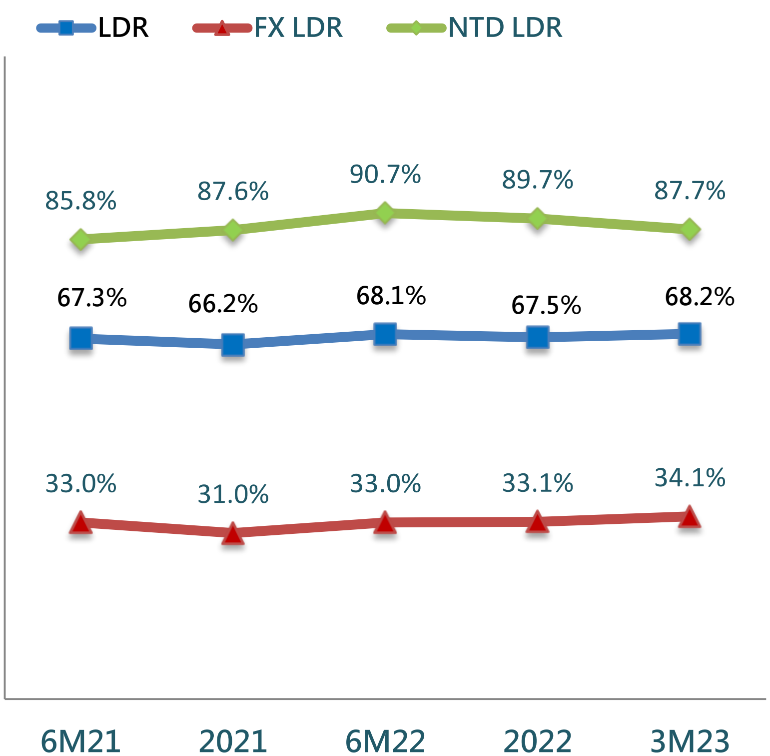
Unit: NT$ Bn

Category	2023.3	QoQ Growth %	2022.12	YoY Growth %	2022.3
總存款 /1	2,865.0	-1.3%	2,902.7	5.6%	2,713.8
台幣活期存款	1,090.5	-1.1%	1,102.1	-1.3%	1,104.6
台幣定期存款	731.8	10.4%	663.1	23.1%	594.3
外幣存款	1,042.6	-8.3%	1,137.5	2.7%	1,015.2
總放款 /1, 2	1,953.3	-0.3%	1,959.1	5.6%	1,849.3
企業放款	923.1	-0.9%	931.1	5.3%	876.7
中小企業放款	507.9	0.4%	506.0	5.3%	482.2
外幣放款 /1, 2	355.6	-5.5%	376.3	3.2%	344.5
個人放款	969.7	0.3%	967.0	5.7%	917.7
房屋貸款	481.8	0.4%	480.1	5.7%	456.0
小額信貸	125.2	-4.1%	130.5	-7.6%	135.5
信用卡循環額	12.7	-4.5%	13.3	3.3%	12.3

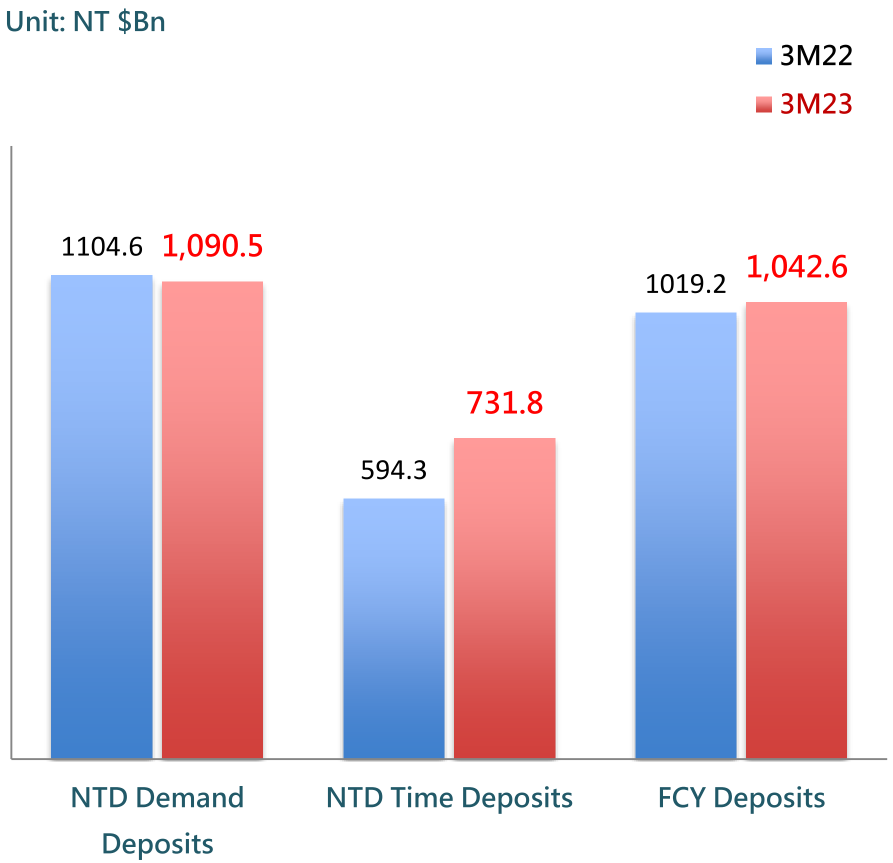
Note: 1. E.SUN Bank Consolidated
2. Loan balance of subsidiaries NT$ 60.5 billion

存款結構分析

存放比率

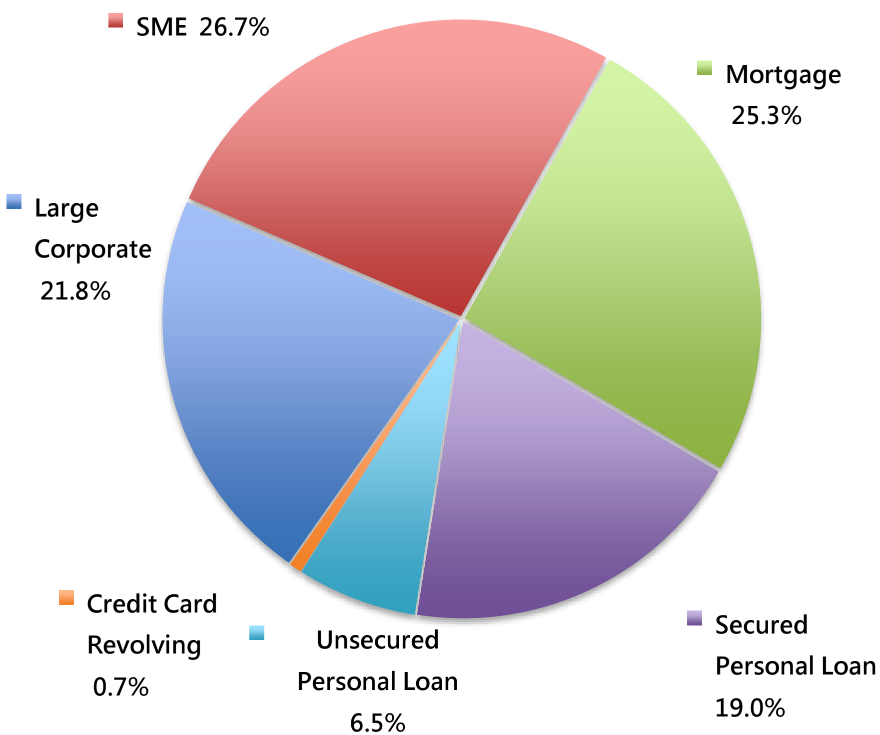


存款結構比較



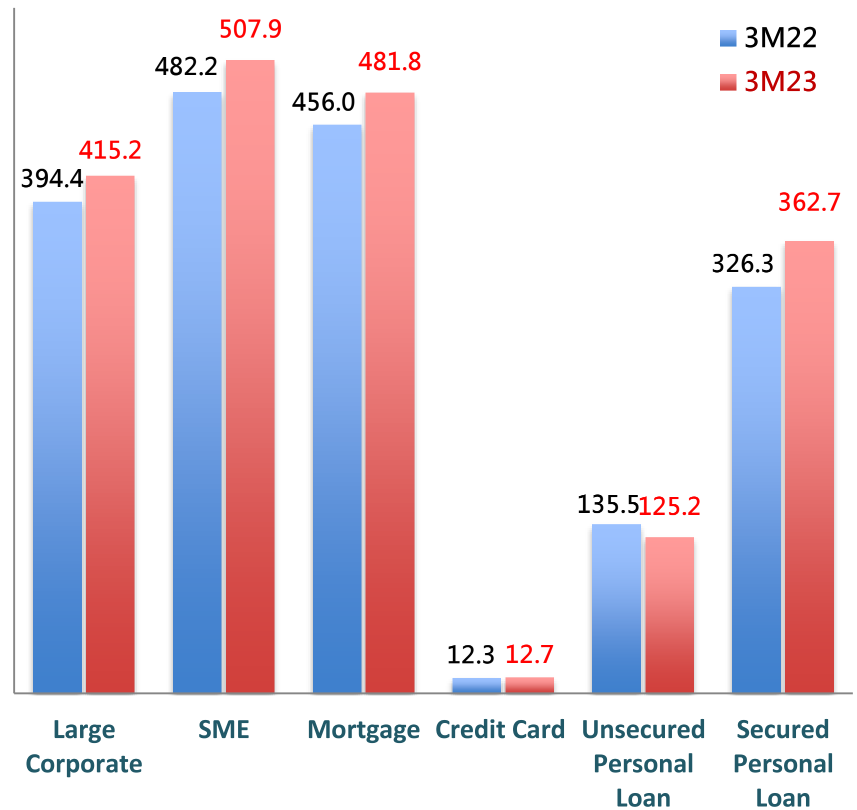
放款結構分析

放款總額
新台幣$ 1兆9,055億元



YoY Comparison

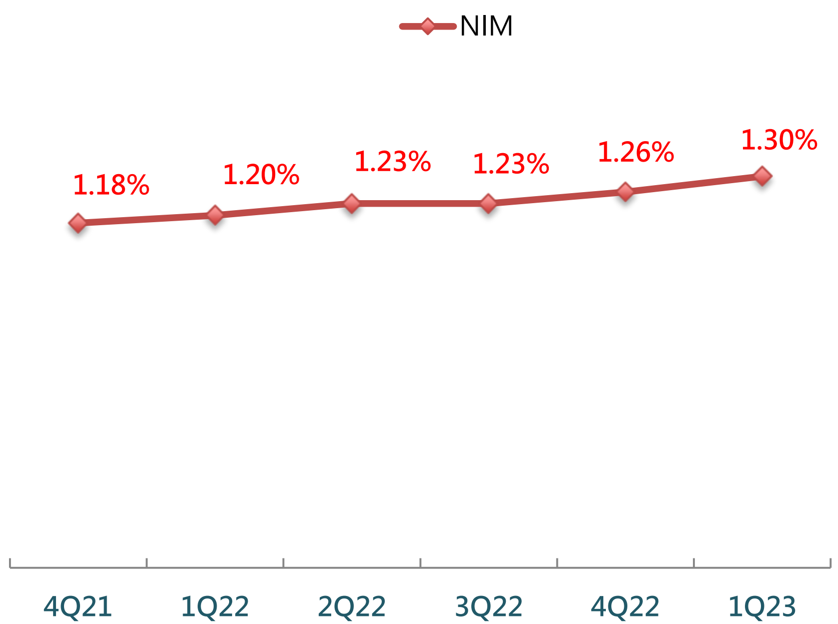
Unit: NT$ Bn



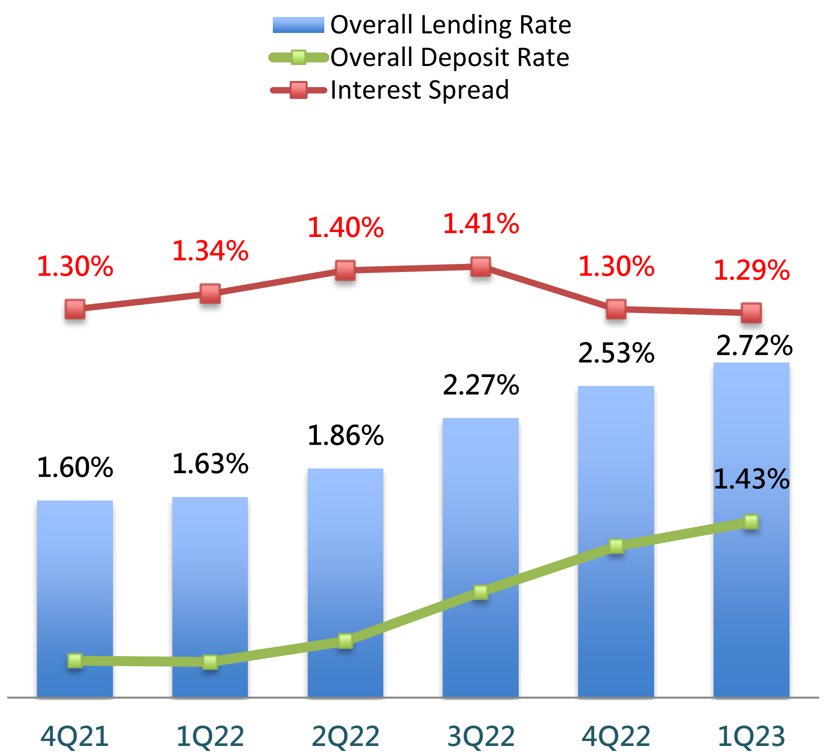
Note: 1. Secured Personal Loan is fully collateralized by fixed asset
2. Data of E.SUN Bank standalone

NIM and Spread

Quarterly Net Interest Margin



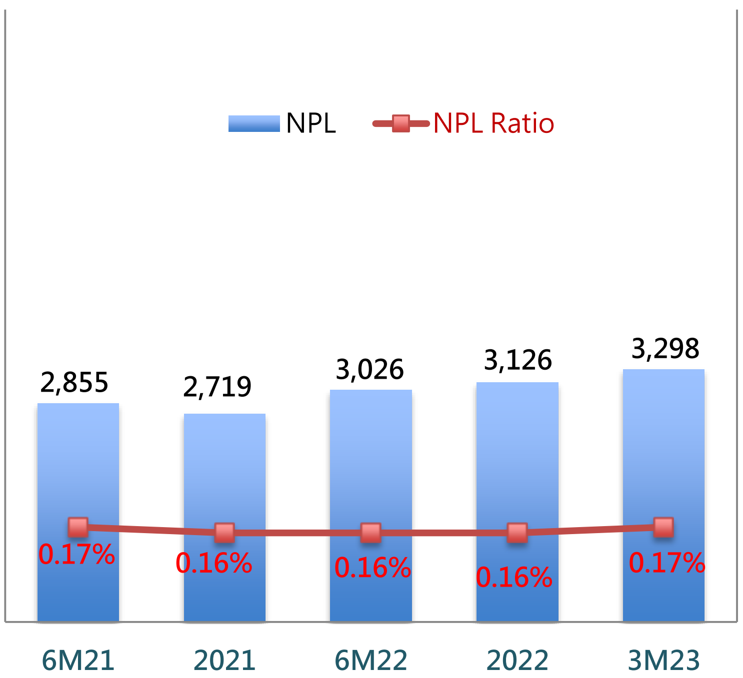
Quarterly Interest Spread



優異的資產品質1/3

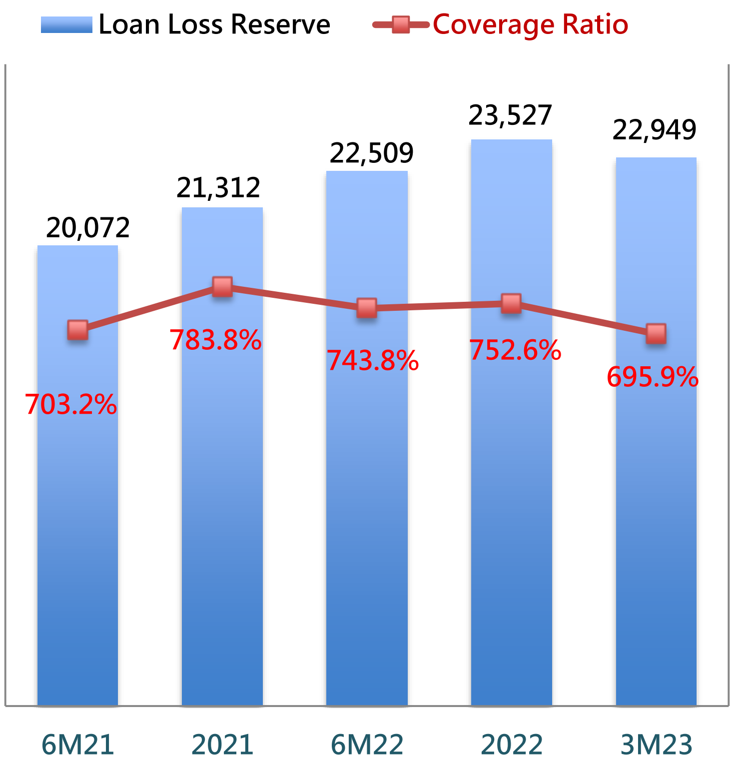
NPL Ratio

Unit: NT$ million



Coverage Ratio

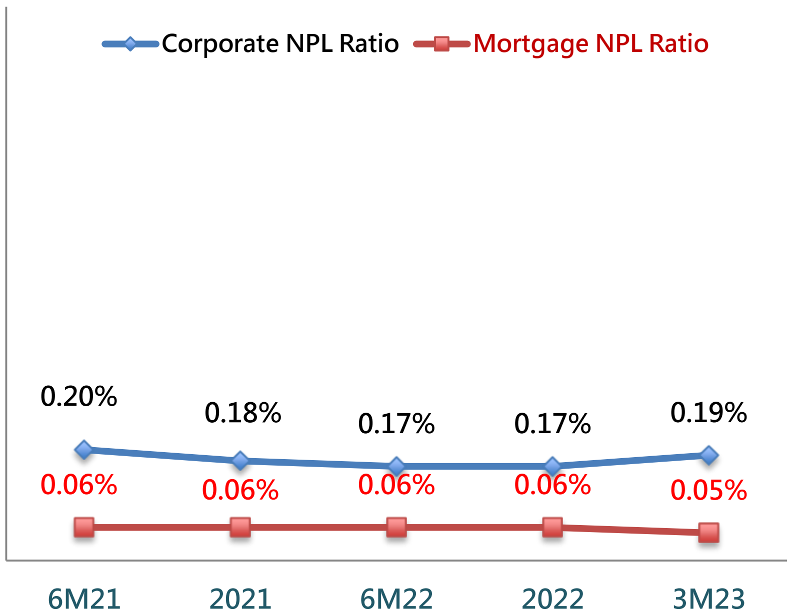
Unit: NT$ million



Note: Data of E.SUN Bank standalone

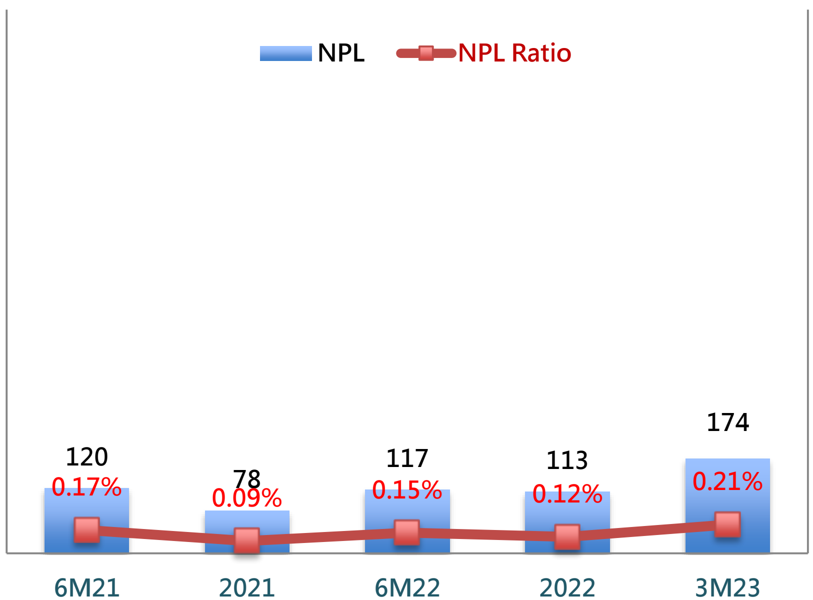
優異的資產品質2/3

NPL Ratio for Major Products



NPL Ratio for Credit Card

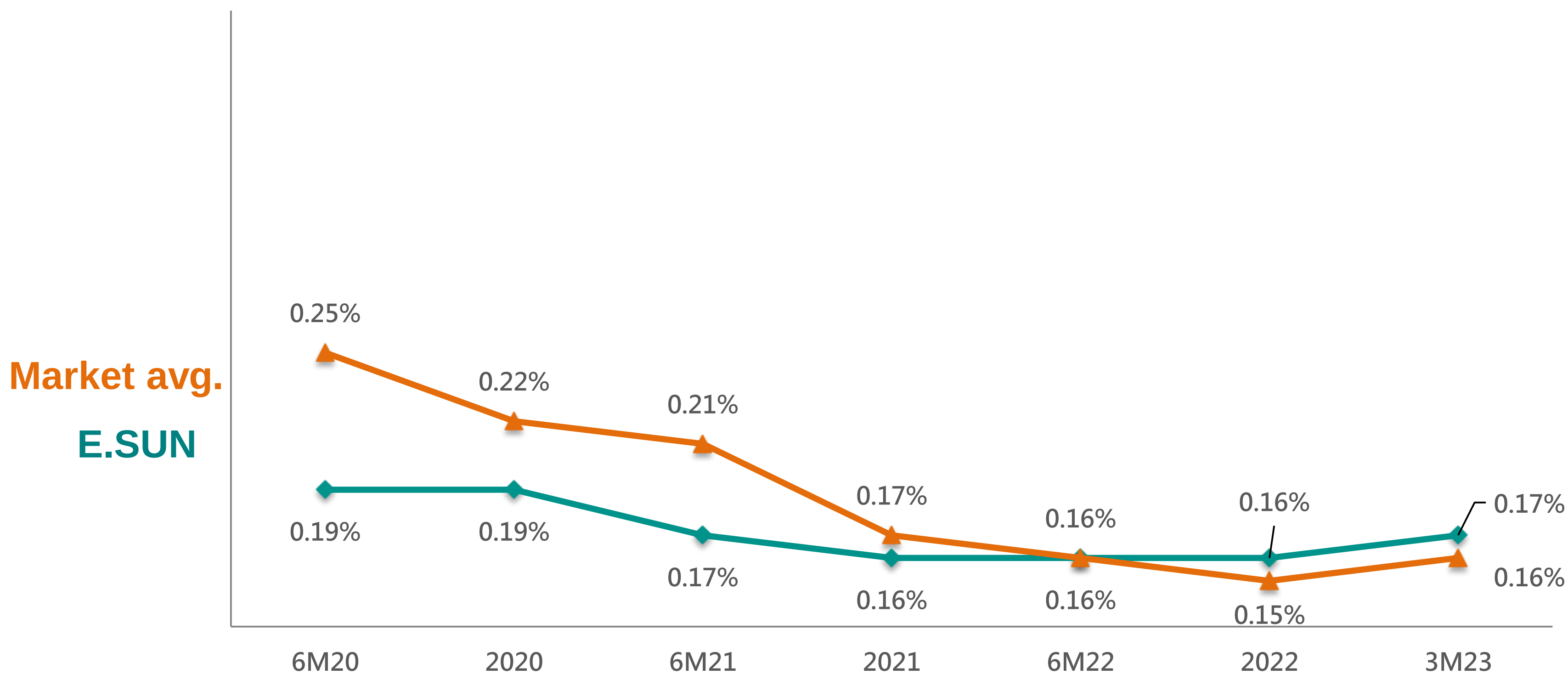
Unit: NT$ million



Note: Data of E.SUN Bank standalone

優異的資產品質3/3

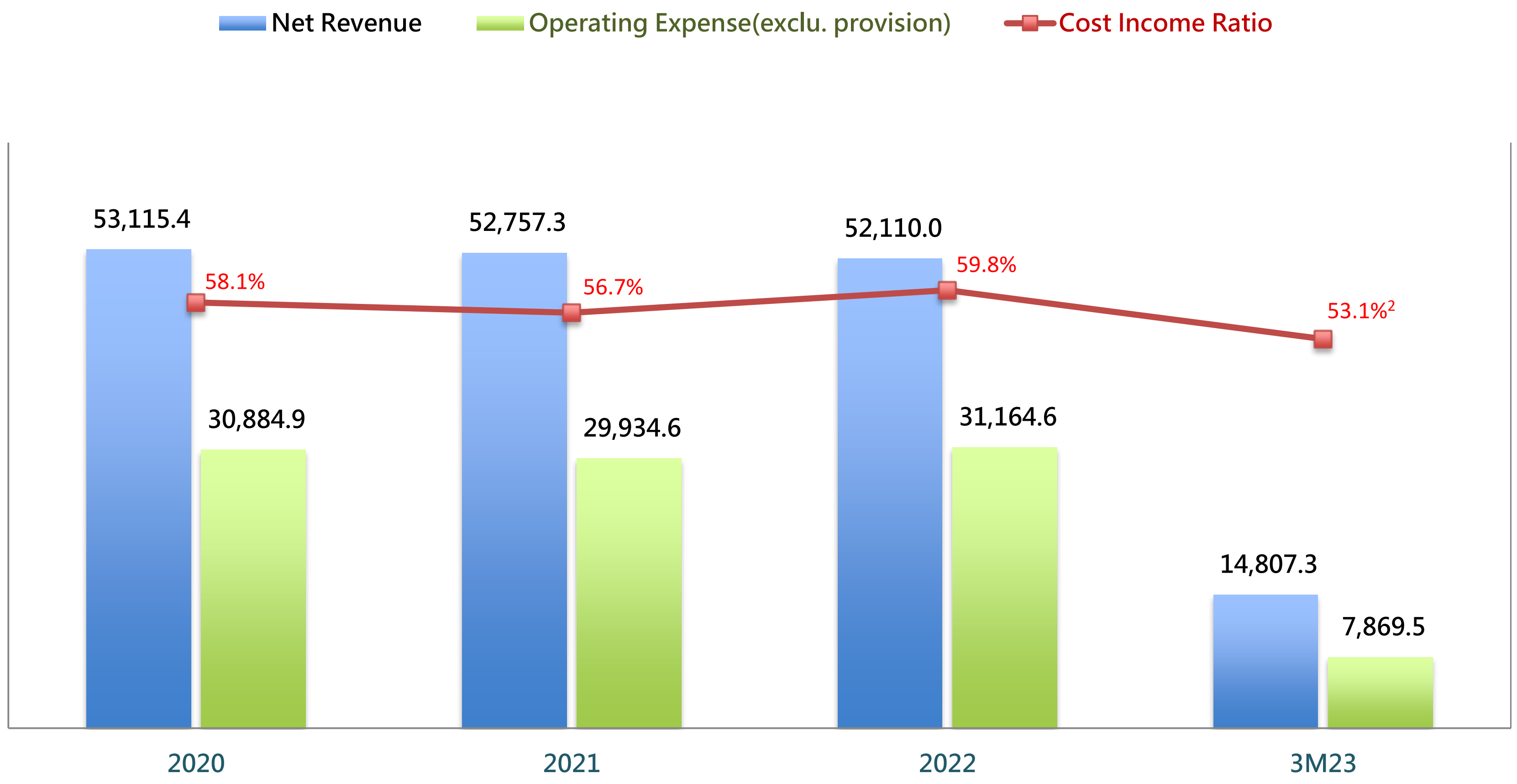
NPL Comparison with Market



Source: FSC, market share of Feb 2023

成本效率比

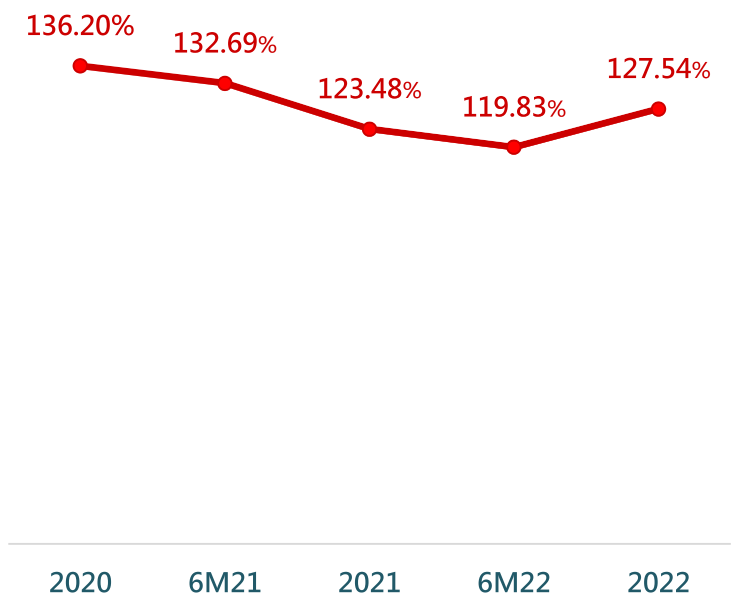
Unit: NT$ million



Note: 1. Data of E.SUN Bank
2. Reviewed figures of Mar. 2023

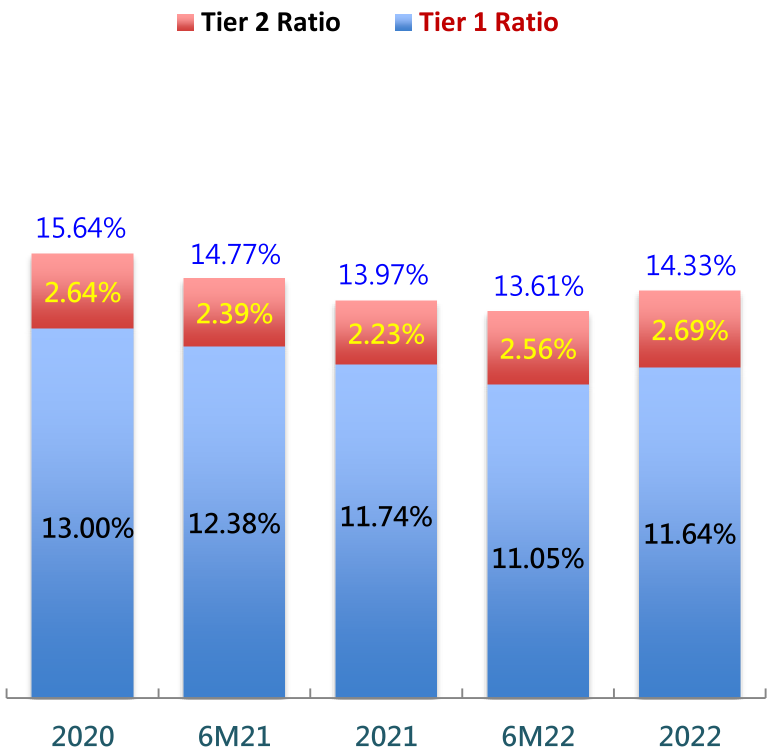
資本適足率

FHC CAR Ratio



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

Bank BIS Ratio



擴大 ESG 關注範疇 積極接軌國際標竿

E

響應生物多樣性

- 攜手台灣大學推動小米扎根行動計畫
- 加入TNFD工作小組
- 領先同業發布氣候暨自然環境報告書
- 臺灣大學合作ESG百年計畫

S

入選2023彭博性別平等指數 深獲國際肯定

G

玉山榮獲公司治理制度評量「特優」認證

擴大 ESG 關注範疇 積極接軌國際標竿

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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
2017-2022

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 (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, 9310, 9302
ir@email.esunbank.com.tw

Balance Sheet of E.SUN FHC and its subsidiaries as of Mar. 31, 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	209,960	557	557	272	210,227
Securities, net	1,043,731	2,389	4,723	122	1,050,956
Loans, net	1,929,348	-	-	-	1,929,348
A/R, net	106,993	11,988	10	141	118,966
Land, premises and equipments, net	33,961	373	2	2	34,598
Others	79,815	3,911	23	212,896	83,176
Total assets	3,403,808	19,218	5,315	213,433	3,427,271
Liabilities:					
Deposits	2,864,964	-	-	-	2,863,518
Other liabilities	340,406	12,107	138	8,719	358,870
Total liabilities	3,205,370	12,107	138	8,719	3,222,388
Total stockholders' equity	198,438	7,111	5,177	204,714	204,883
Total equity attributable to owners of the company	198,258	7,111	5,177	204,714	204,714
Non-Controlling interests	180	-	-	-	169
Total liabilities andstockholders' equity	3,403,808	19,218	5,315	213,433	3,427,271

Note: Reviewed figures of Mar. 2023

Appendix 2/6

P&L of E.SUN FHC and its subsidiaries for 3M2023

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	6,547	89	0	(12)	6,624
Net fee income	4,425	519	-	-	4,943
Net trading income/(loss) & Derivatives & FX	3,800	57	343	0	4,200
Others	35	44	-	6,141	33
Total Net Revenues	14,807	709	343	6,129	15,800
Allowance for bad-debt expenses	1	1	0	0	2
Operating expenses	(7,869)	(377)	(10)	(73)	(8,266)
Income before income tax	6,939	333	333	6,056	7,536
Income tax expenses	(1,436)	(47)	8	(14)	(1,489)
Net Income	5,503	286	341	6,042	6,047
Attributable to owners of the company	5,498	286	341	6,042	6,042
Non-controlling interests	5	0	0	0	5

Note: Reviewed figures of Mar. 2023

Appendix 3/6

E.SUN FHC's Balance Sheet (Consolidated)

	Yearly Results			Quarterly Results					
NT$ million	2020	2021	2022	Dec 21	Mar 22	Jun 22	Sep 22	Dec 22	Mar 23
Assets :									
Cash and due from banks	175,722	210,608	229,134	210,608	208,307	198,487	255,725	229,134	210,227
Securities, net	998,478	1,037,395	1,055,846	1,037,395	1,028,826	1,013,388	990,267	1,055,846	1,050,956
Loans, net	1,620,374	1,768,641	1,934,792	1,768,641	1,826,344	1,872,442	1,917,410	1,934,792	1,929,348
A/R, net	116,686	124,412	125,989	124,412	119,207	116,586	129,843	125,989	118,966
Land, premises and equipments, net	33,291	33,881	34,709	33,881	34,078	34,036	34,325	34,709	34,598
Others	27,194	55,971	99,090	55,971	75,752	108,375	164,094	99,090	83,176
Total assets	2,971,745	3,230,908	3,479,560	3,230,908	3,292,514	3,343,314	3,491,664	3,479,560	3,427,271
Liabilities:									
Deposits	2,484,605	2,693,343	2,900,914	2,693,343	2,711,688	2,774,699	2,852,345	2,900,914	2,863,518
Other liabilities	305,539	343,180	381,555	343,180	384,372	384,892	453,741	381,555	358,870
Total liabilities	2,790,144	3,036,523	3,282,469	3,036,523	3,096,060	3,159,591	3,306,086	3,282,469	3,222,388
Total stockholders' equity	181,601	194,385	197,091	194,385	196,454	183,723	185,578	197,091	204,883
Total equity attributable to owners of the company	181,469	194,226	196,926	194,226	196,294	183,572	185,424	196,926	204,714
Non-Controlling interests	132	159	165	159	160	151	154	165	169
Total liabilities andstockholders' equity	2,971,745	3,230,908	3,479,560	3,230,908	3,292,514	3,343,314	3,491,664	3,479,560	3,427,271

Note: Reviewed figures of Mar. 2023

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

NT$ million	Yearly ResultsQuarterly 2020	2021	2022	Quarterly Results 4Q21	1Q22	2Q22	3Q22	4Q22	1Q23
Operating income									
Net interest income	21,339	25,984	29,618	6,977	7,384	7,876	7,756	6,602	6,624
Fee income	19,831	21,324	19,280	5,393	5,173	4,649	4,728	4,730	4,943
Net trading income/(loss) & Derivatives & FX	14,707	10,366	5,743	2,227	936	(477)	1,800	3,484	4,200
Others	372	223	165	71	58	85	64	(42)	33
Total Net Revenues	56,249	57,897	54,806	14,668	13,551	12,133	14,348	14,774	15,800
Allowance for bad-debt expenses	(3,226)	(2,130)	(2,077)	(1,051)	(344)	(532)	(615)	(586)	2
Operating expenses	(32,494)	(31,808)	(32,826)	(8,236)	(7,868)	(7,700)	(8,131)	(9,127)	(8,266)
Income before income tax	20,529	23,959	19,903	5,381	5,339	3,901	5,602	5,061	7,536
Income tax expenses	(2,481)	(3,373)	(4,122)	(694)	(1,012)	(1,133)	(1,037)	(940)	(1,489)
Net Income	18,048	20,586	15,781	4,687	4,327	2,768	4,565	4,121	6,047
Income Attributable to owners of the company	18,027	20,559	15,759	4,674	4,325	2,760	4,563	4,111	6,042
Non-Controlling interests	21	27	22	13	2	8	2	10	5

Note: Reviewed figures of Mar. 2023

E.SUN Bank's Balance Sheet (Consolidated)

	Yearly ResultsQuarterly			Quarterly Results					
NT$ million	2020	2021	2022	Dec 21	Mar 22	Jun 22	Sep 22	Dec 22	Mar 23
Assets :									
Cash and due from banks	175,678	210,382	228,865	210,382	207,909	198,314	255,395	228,865	209,960
Securities, net	970,129	1,030,673	1,049,340	1,030,673	1,021,388	1,006,447	983,563	1,049,340	1,043,731
Loans, net	1,620,374	1,768,641	1,934,792	1,768,641	1,826,344	1,872,442	1,917,410	1,934,792	1,929,348
A/R, net	102,012	108,589	115,768	108,589	102,984	103,001	117,389	115,768	106,993
Land, premises and equipments, net	32,689	33,266	34,067	33,266	33,475	33,431	33,699	34,067	33,961
Others	46,097	44,566	95,192	44,566	71,903	104,888	160,200	95,192	79,815
Total assets	2,946,979	3,196,117	3,458,024	3,196,117	3,264,003	3,318,523	3,467,656	3,458,024	3,403,808
Liabilities:									
Deposits	2,486,232	2,696,351	2,902,696	2,696,351	2,713,813	2,784,022	2,854,324	2,902,696	2,864,964
Other liabilities	282,949	311,650	363,783	311,650	361,155	356,452	433,404	363,783	340,406
Total liabilities	2,769,181	3,008,001	3,266,479	3,008,001	3,074,968	3,140,474	3,287,728	3,266,479	3,205,370
Total stockholders' equity	177,798	188,116	191,545	188,116	189,035	178,049	179,928	191,545	198,438
Total equity attributable to owners of the company	177,657	187,947	191,370	187,947	188,864	177,888	179,765	191,370	198,258
Non-Controlling interests	141	169	175	169	171	161	163	175	180
Total liabilities andstockholders' equity	2,946,979	3,196,117	3,458,024	3,196,117	3,264,003	3,318,523	3,467,656	3,458,024	3,403,808

Note: Reviewed figures of Mar. 2023

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

NT$ million	Yearly Results 2020	2021	2022	Quarterly Results 4Q21	1Q22	2Q22	3Q22	4Q22	1Q23
Operating income									
Net interest income	21,095	25,591	29,239	6,872	7,278	7,772	7,670	6,519	6,547
Fee income	18,044	18,289	17,135	4,717	4,567	4,073	4,216	4,279	4,425
Net trading income/(loss) & Derivatives & FX	13,593	8,647	5,564	1,650	485	(529)	1,958	3,650	3,800
Others	383	230	172	70	60	88	66	(42)	35
Total Net Revenues	53,115	52,757	52,110	13,309	12,390	11,404	13,910	14,406	14,807
Allowance for bad-debt expenses	(3,241)	(2,134)	(2,081)	(1,051)	(345)	(532)	(617)	(587)	1
Operating expenses	(30,885)	(29,935)	(31,164)	(7,809)	(7,421)	(7,303)	(7,694)	(8,746)	(7,869)
Income before income tax	18,989	20,688	18,865	4,449	4,625	3,568	5,599	5,073	6,939
Income tax expenses	(2,501)	(3,101)	(4,032)	(784)	(950)	(931)	(1,151)	(1,000)	(1,436)
Net Income	16,488	17,587	14,833	3,665	3,675	2,637	4,448	4,073	5,503
Attributable to owners of the company	16,465	17,559	14,809	3,652	3,674	2,627	4,445	4,063	5,498
Non-controlling interests	23	28	24	13	1	10	3	10	5

Note: Reviewed figures of Mar. 2023