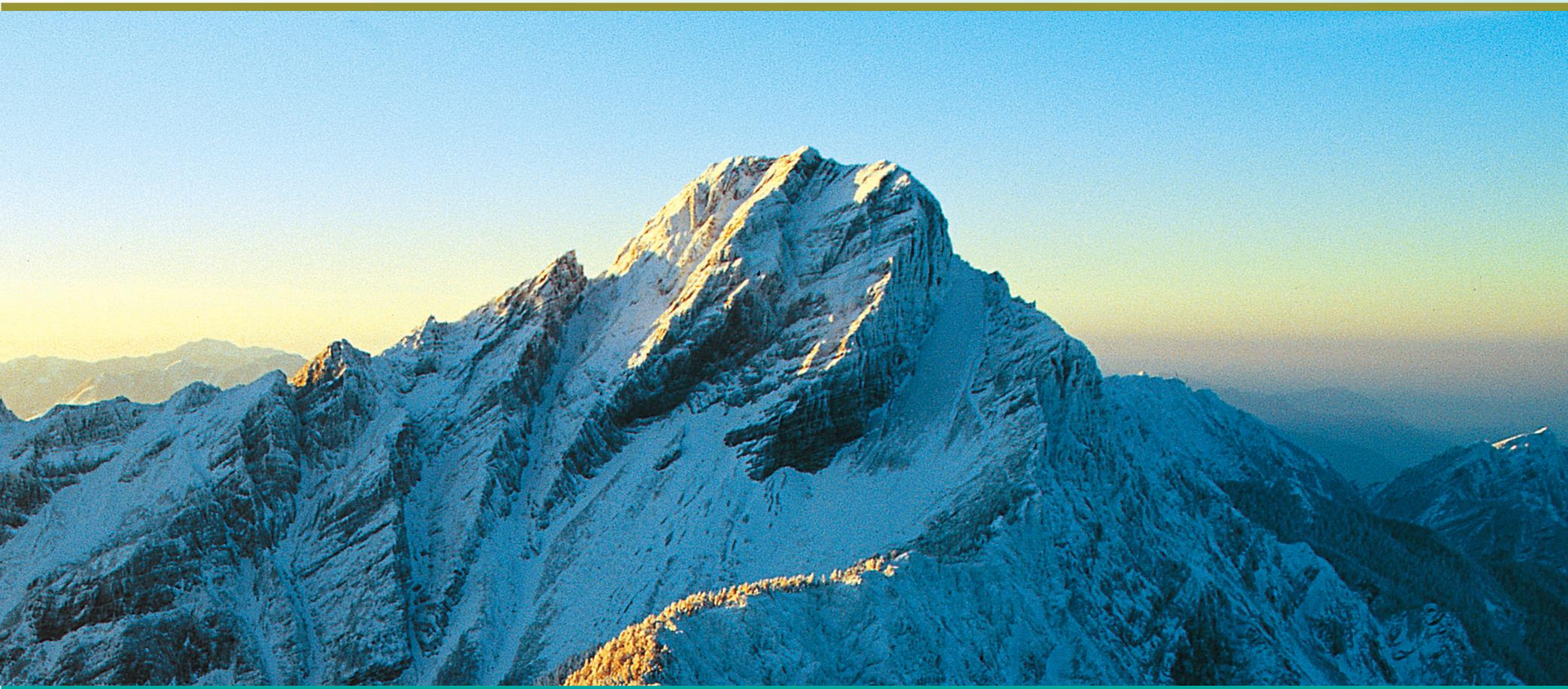
玉山金控 E.SUN FHC



玉山金控 2022 年第 3 季法人說明會

November 2022

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大綱

- 2022 年第 3 季財務績效表現
- 2022 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

• 全球經濟放緩，不確定性高

- 全球經濟變數多，面對FED升息、俄烏戰爭、歐洲能源危機及中國房市泡沫等風險，IMF對前景看法偏保守，下修2023年經濟成長率至2.7%
- 美國通膨仍高，服務類價格及薪資成長率持續推高物價水準，10月CPI年增率7.7%，壓抑通膨將是FED首要政策目標
- 中國二十大後未放寬清零政策，不動產救市效果不彰，人行續採貨幣寬鬆，經濟持續疲弱
- 地緣政治風險及能源價格高漲持續衝擊歐元區經濟，德國估2023年GDP衰退0.3%，加上義大利債務風險、英國政策引起市場動盪，歐洲結構性問題難解
- 亞洲貨幣貶值幅度擴大，需留意匯率波動影響及各國央行態度

• 台灣經濟溫和成長

- 考量全球景氣趨緩，主計總處預估2022年經濟成長率3.76%恐再下修；另IMF預估台灣2023年經濟成長率2.8%，惟仍高於日本(1.6%)及韓國(2%)
- 出口受終端需求下滑及庫存調整影響，短期出口動能受抑制，但半導體、石化製品及交通運輸設備仍維持正成長
- 民間消費回溫，隨逐步解封及政策補貼，1~9月零售業營業額成長8.6%、餐飲業成長21.4%
- 物價相對穩定，10月CPI年增率2.72%，主因政府透過供給面政策因應物價波動，央行預估2023年CPI年增率將降至1.88%

玉山金控整體概況

Unit : NT$ million

		2022.09[1]	2021.12
總資產	玉山金控	3,492,566	3,230,908
	玉山銀行	3,469,228	3,196,117
	玉山證券	19,655	30,809
	玉山創投	5,178	5,248
主要財務比率	金控每股淨值(新台幣元)	12.98	14.54
	雙重槓桿比率	103.30%	103.06%
	金控資本適足率	119.83%[2]	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. Preliminary figures of Sep. 2022
2. Audit figures of Jun. 2022
3. Share owned by QFII: 35.2%, as of Sep. 30, 2022

2022 年第 3 季財業務概況

金控獲利

- 2022年前第三季自結金控淨收益 400.4 億元，稅後淨利 116.4億元，較去年同期減少26.7%。
- 玉山金控 EPS 0.82 元、ROE 8.18%、ROA 0.46%。
- 截至10月稅後淨利127.9億元，較去年同期減少25.7%，EPS 0.90 元。

營運績效

- 存放款快速均衡發展，淨利息收入成長21.2%。總放款成長11.3%，外幣放款成長23.9%；總存款成長11.8%，外幣存款成長24.2%(yoy)。截至第3季永續相關授信餘額佔法金授信餘額34%。
- 淨手續費收入145.8億元(-8.5%)，受市場波動影響，財管淨手收 60.2 億元(-19.3%)；信用卡手收 46.1 億元(+12.1%)、企金手收15.2億元(+25.4%)。隨邊境開放，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 740.3%。

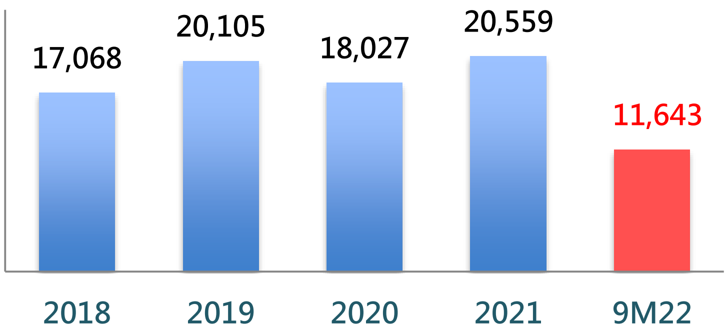
本季營運亮點

- 喜悅與榮光：玉山金控榮獲「天下永續公民獎」大型企業組第一名；玉山榮獲金融研訓院菁業獎「最佳企業金融獎」、「最佳海外發展獎」及「最佳ESG-一般金融組」特優；榮獲《今周刊》評鑑最高榮譽「最佳財富管理銀行」第一名；The Asset雜誌「台灣最佳財富管理銀行」及「台灣最佳ESG私人銀行」；以人工智慧開發的「洗錢防制系統」獲 IDC 頒發「台灣最佳數位營運獎」大獎。
- 永續發展：獲主管機關選為「永續金融先行者聯盟」創始成員，矢志發揮金融影響力，邁向永續發展。
- 玉山ESG倡議：玉山號召逾百家優質企業加入玉山ESG永續倡議行動，共同訂下2025年前減碳目標，其中更有46家企業承諾在2050前達到淨零排放。

玉山金控獲利表現

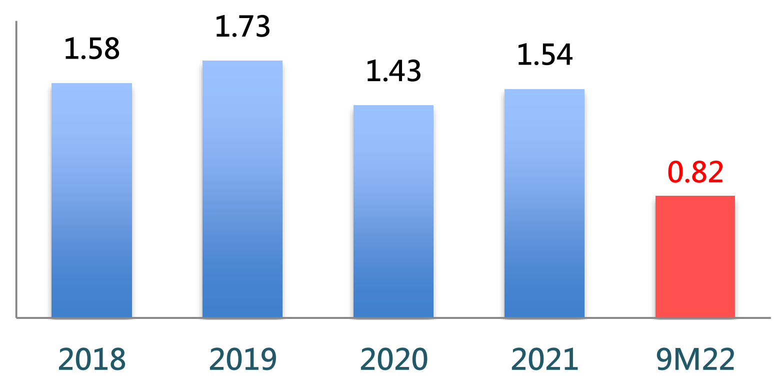
稅後淨利

Unit: NT$ million

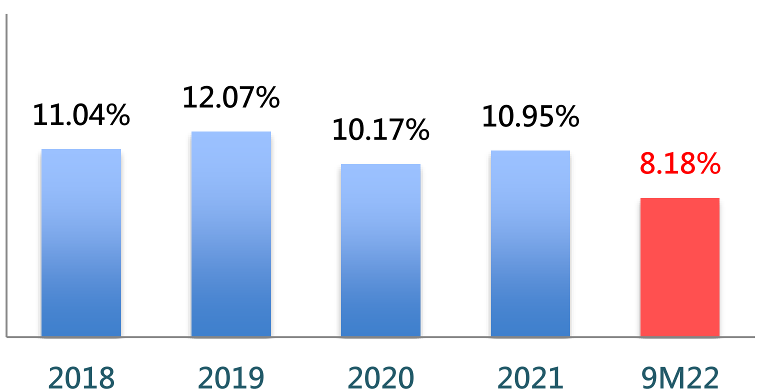


EPS

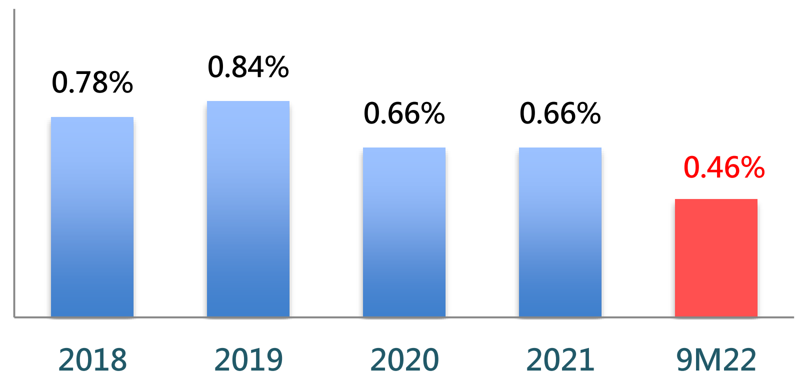
Unit: NT$ dollars



ROE



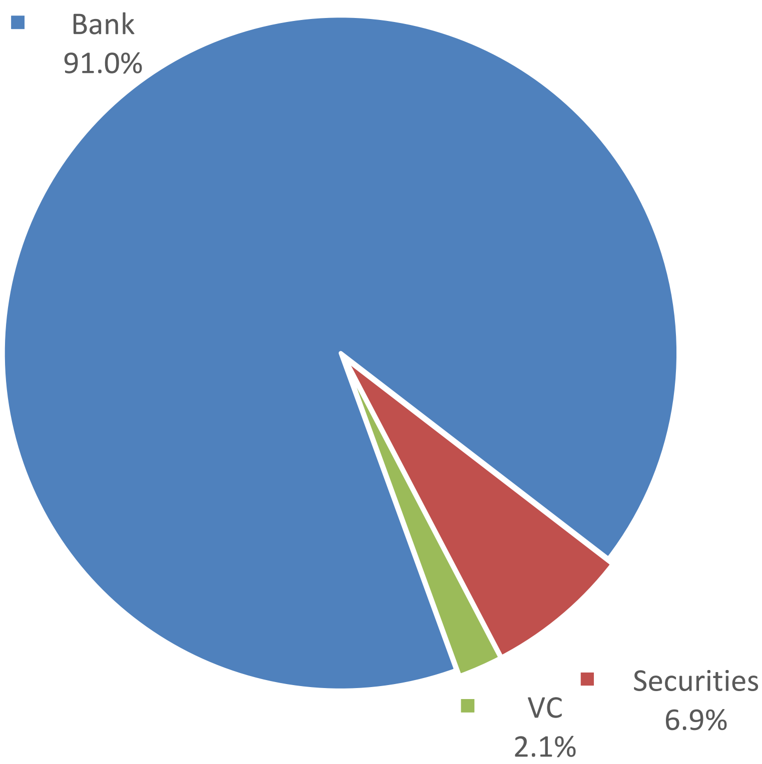
ROA



Note: Preliminary figures of Sep. 2022

玉山金控及子公司獲利結構

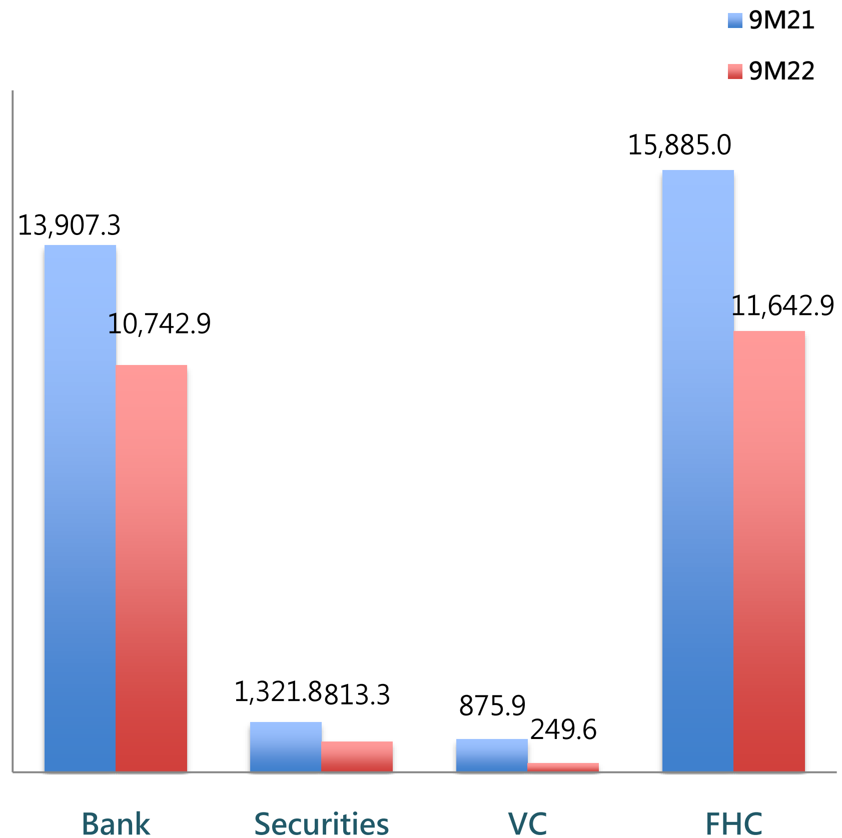
各子公司獲利貢獻



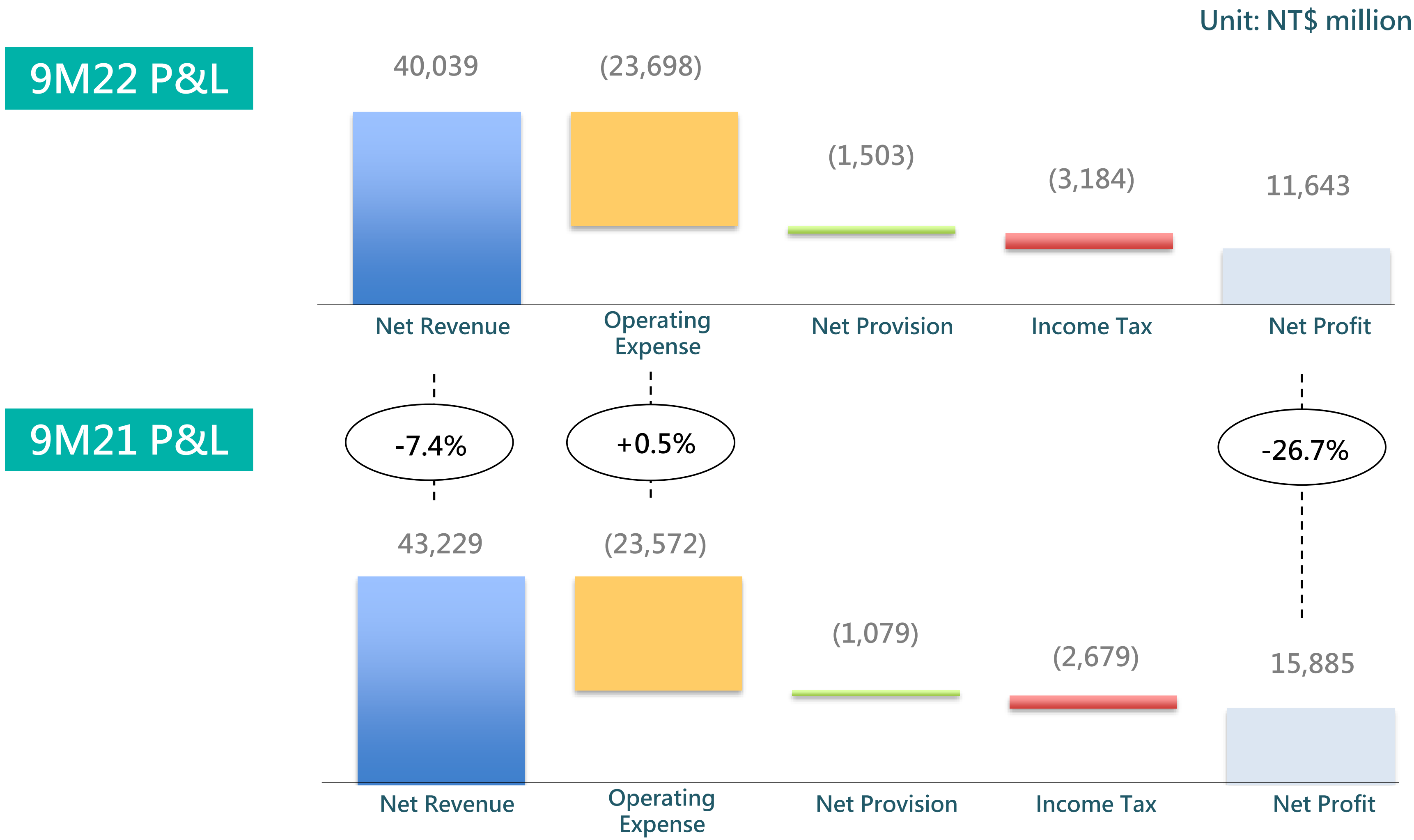
Note: Preliminary figures of Sep. 2022

金控及子公司稅後淨利比較

Unit: NT$ million



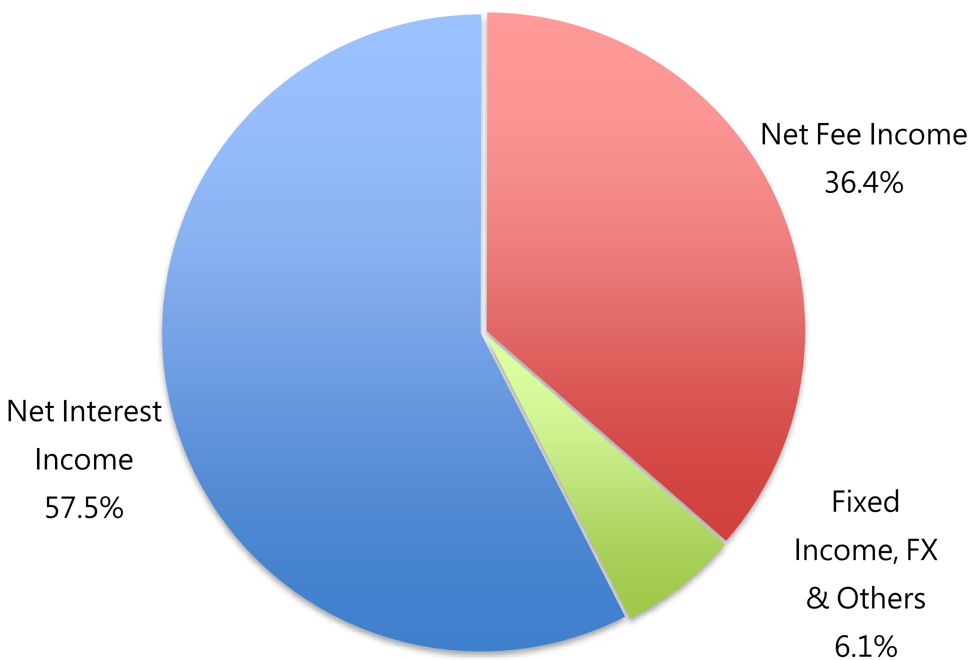
與去年同期獲利比較



Note: Preliminary figures of Sep. 2022

玉山金控淨收益結構

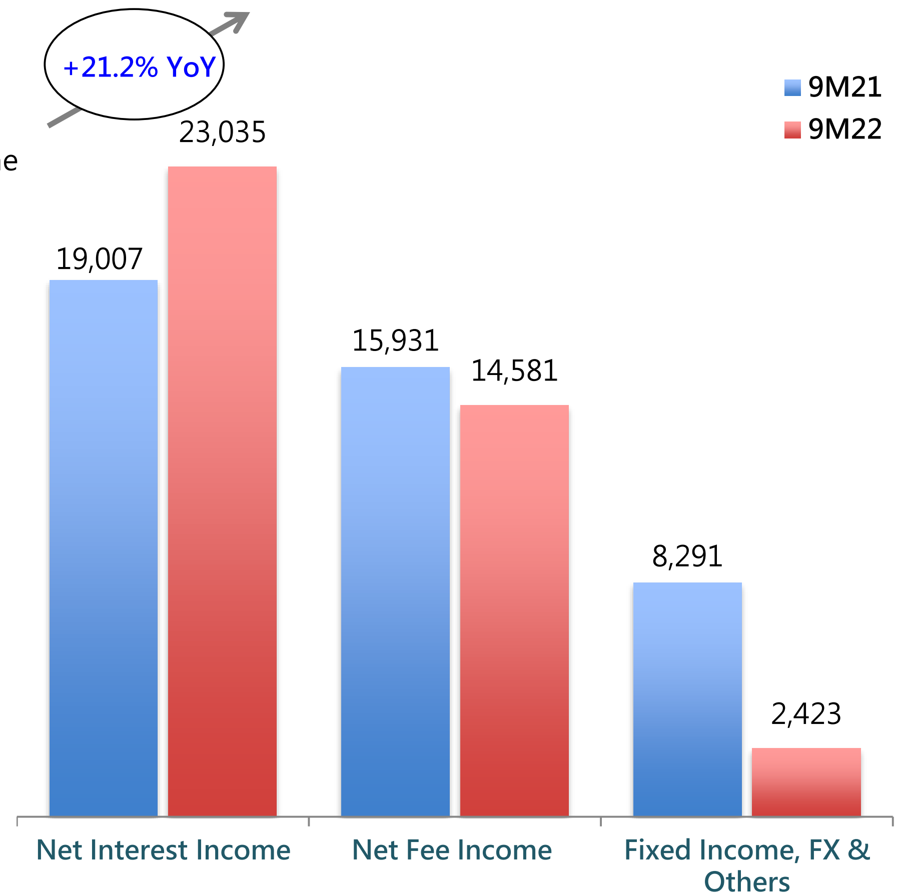
淨收益
新台幣400.4億元



Note: Preliminary figures of Sep. 2022

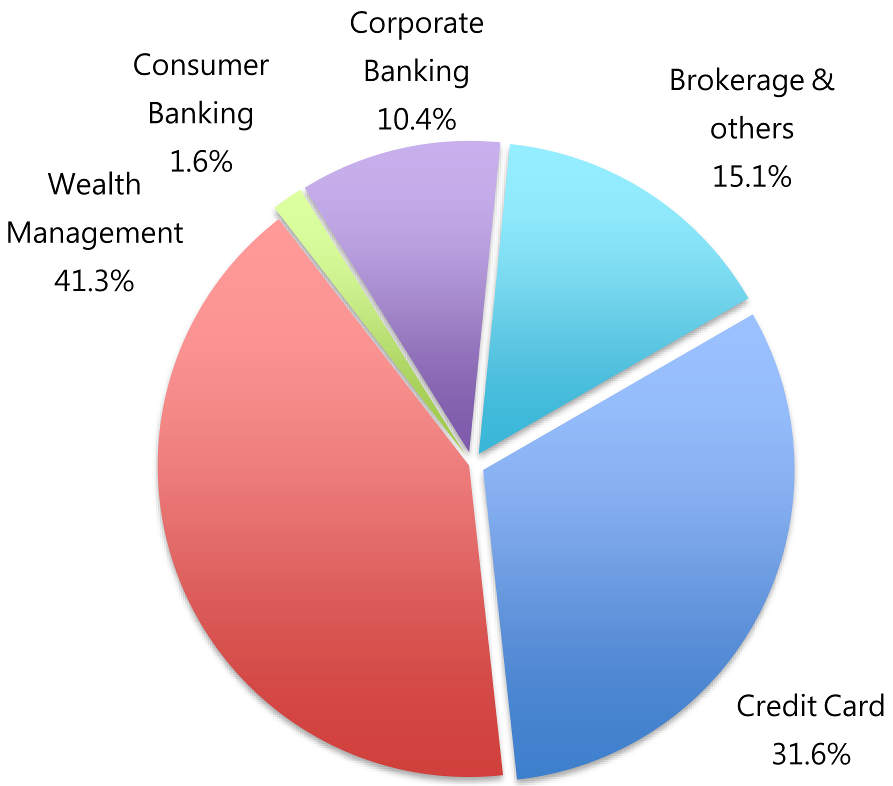
與去年同期比較

Unit: NT$ million



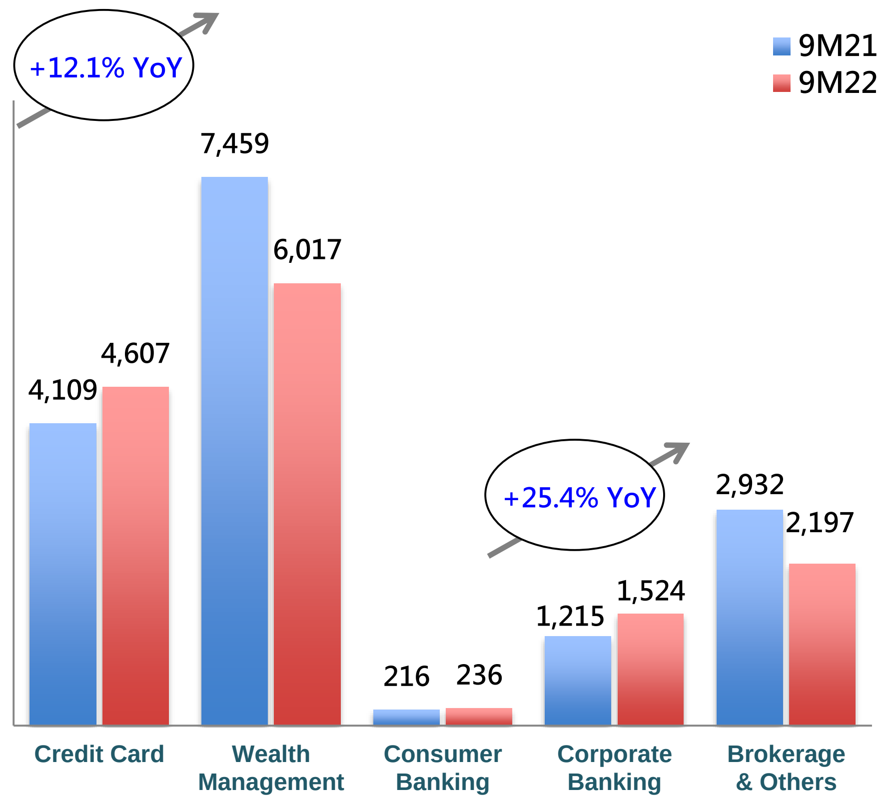
玉山金控淨手續費結構

淨手續費收入
新台幣$ 145.8億元



與去年同期比較

Unit: NT$ million

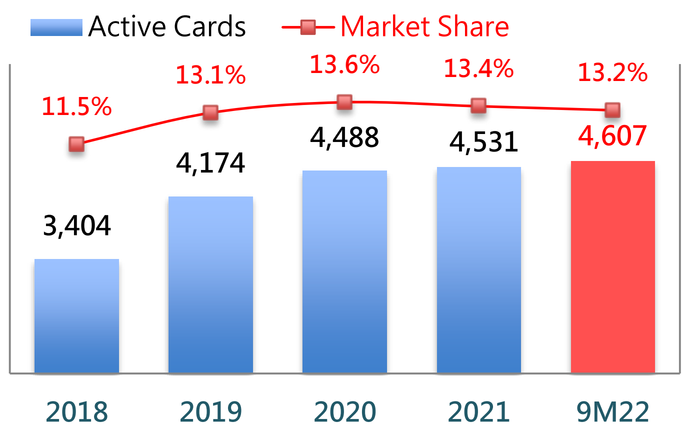


Note: Preliminary figures of Sep. 2022

信用卡業務相關指標

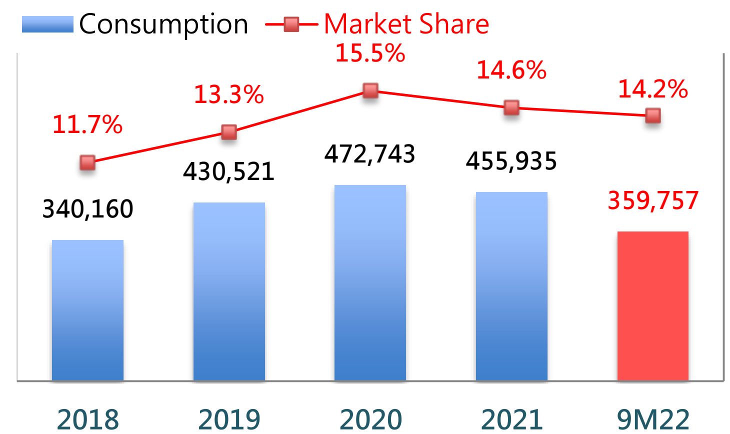
Active Cards

Unit: Thousand Cards, %



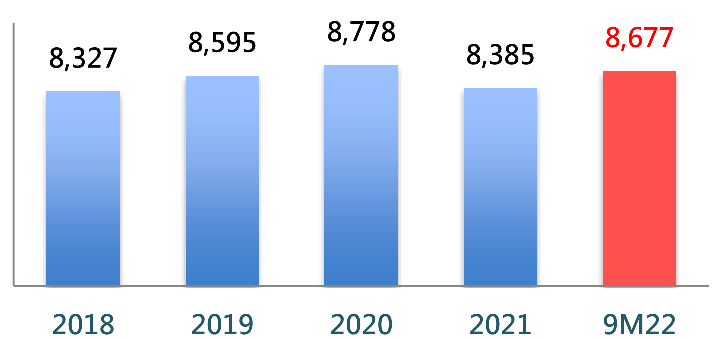
Card Consumption

Unit: NT$ million



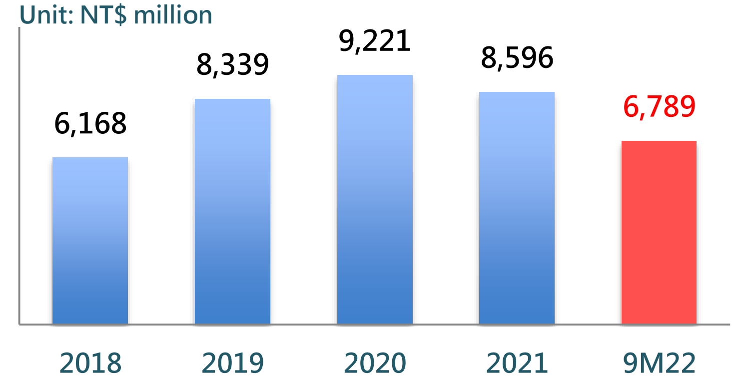
Per Card Spending (Monthly)

Unit: NT$ dollar



Gross Fee Income

Unit: NT$ million



Note: Market share data as of Aug. 2022

主要存放款業務比較

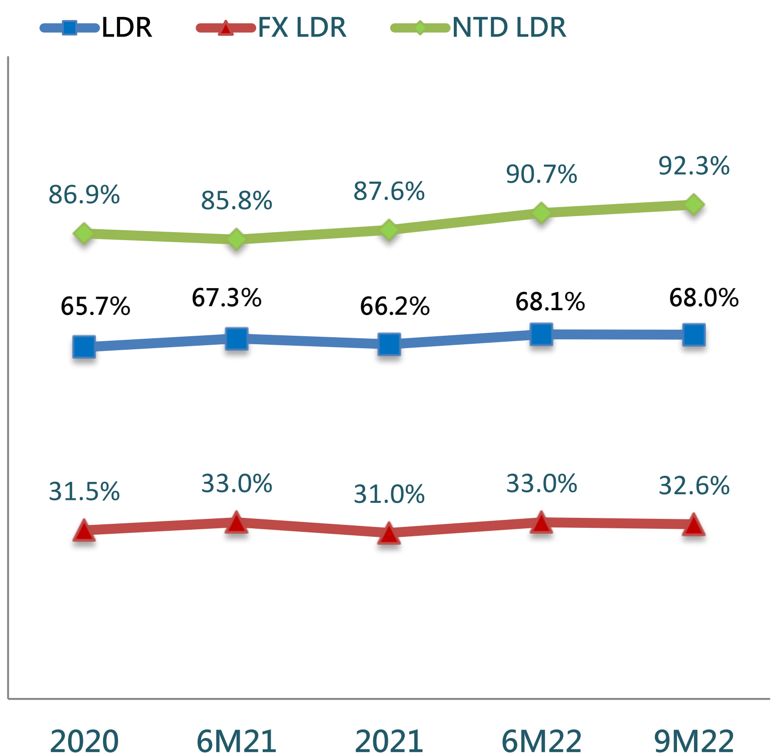
Unit: NT$ Bn

Category	2022.9	QoQ Growth %	2022.6	Ytd Growth %	2021
總存款 /1	2,855.3	2.6%	2,784.0	5.8%	2,698.6
台幣活期存款	1,077.2	-0.3%	1,080.0	-1.4%	1,093.0
台幣定期存款	614.2	0.2%	612.8	2.6%	598.9
外幣存款 /1	1,163.9	6.7%	1,091.2	15.6%	1,006.7
總放款 /1、2	1,941.4	2.4%	1,895.8	8.4%	1,790.7
企業放款	923.6	3.1%	895.9	10.0%	839.6
中小企業放款	495.5	1.8%	486.5	5.7%	468.6
外幣放款 /1、2	379.7	5.5%	360.0	21.3%	313.0
消金放款	957.7	1.5%	943.7	6.6%	898.7
房屋貸款	478.5	1.6%	470.8	8.6%	440.7
小額信貸	134.0	-2.3%	137.1	-2.4%	137.3
信用卡循環額	12.8	3.2%	12.4	4.1%	12.3

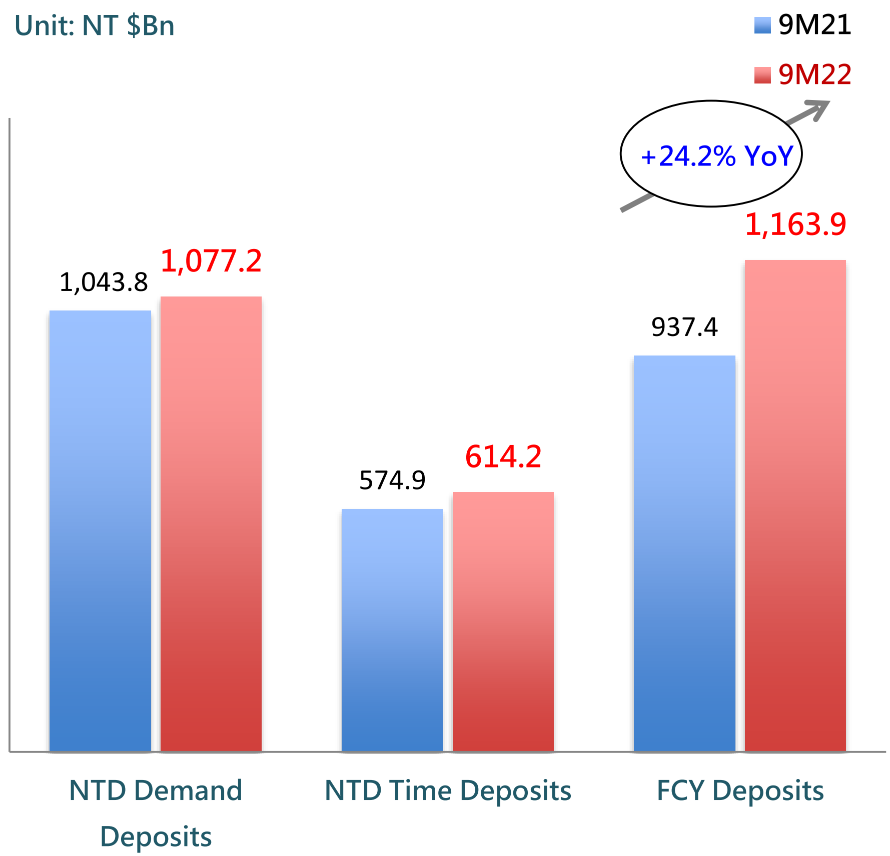
Note: 1. E.SUN Bank Consolidated
2. Loan balance of subsidiaries NT$59.5 billion

存款結構分析

存放比率

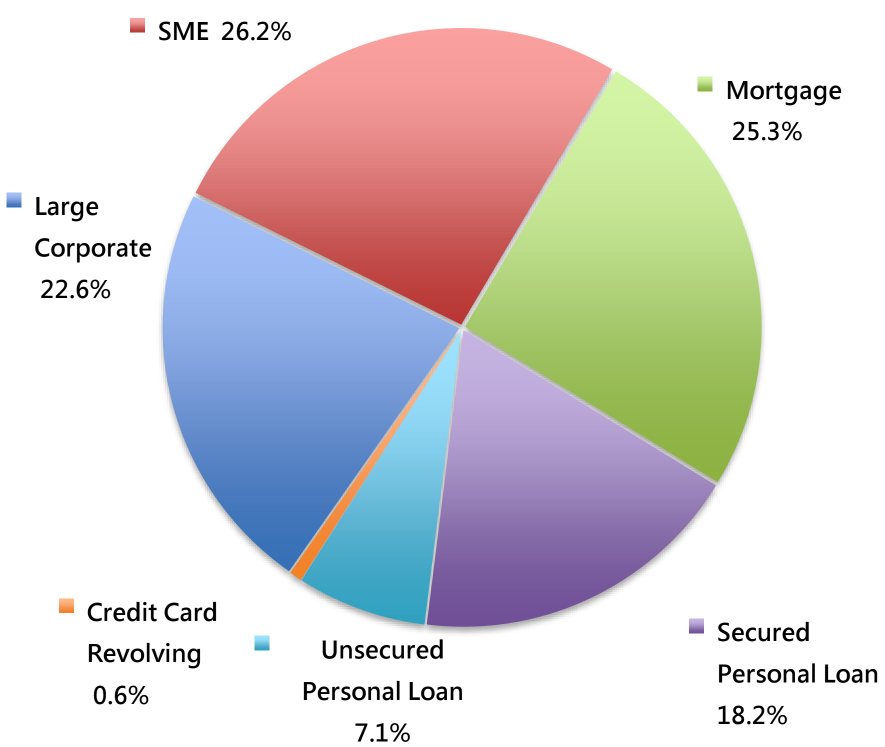


存款結構比較



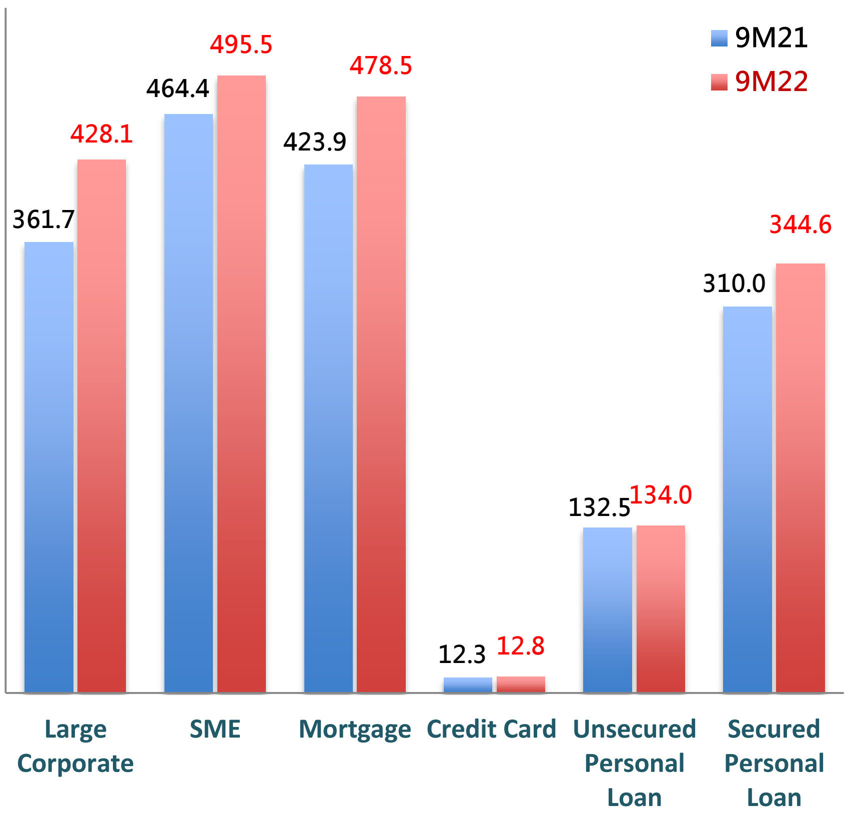
放款結構分析

放款總額
新台幣$ 1兆8,935億元



YoY Comparison

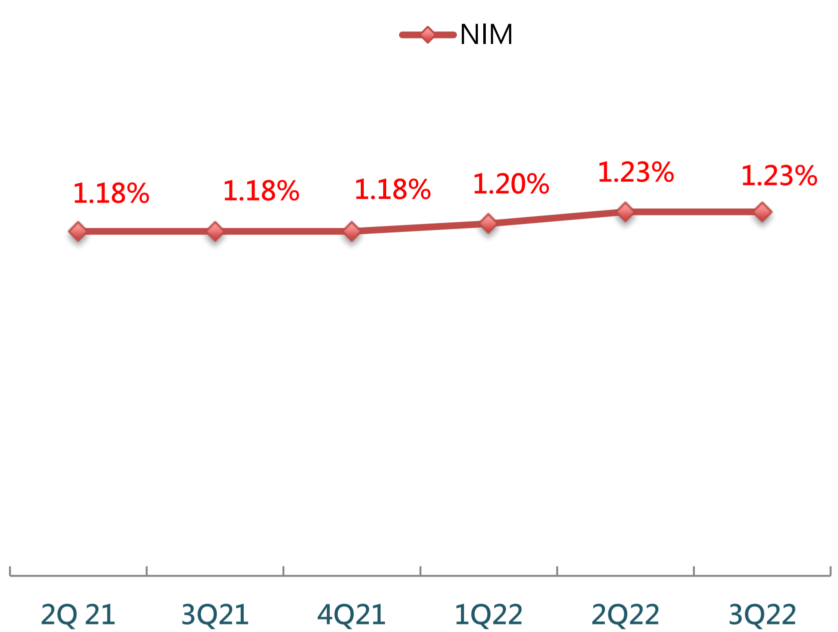
Unit: NT$ Bn



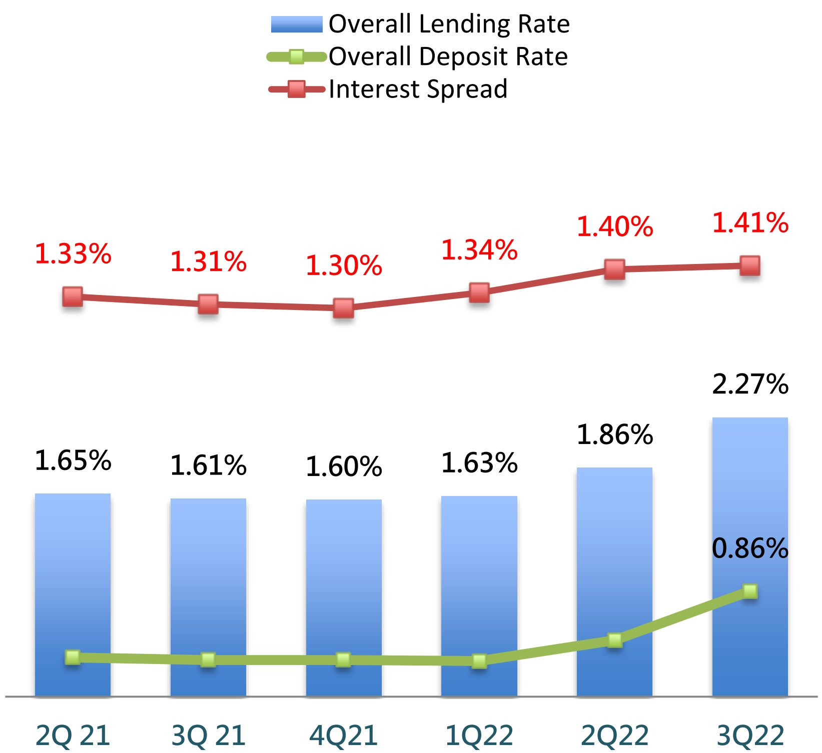
Note: 1. Secured Personal Loan is fully collateralized by fixed asset
2. Data of E.SUN Bank standalone

NIM and Spread

Quarterly Net Interest Margin



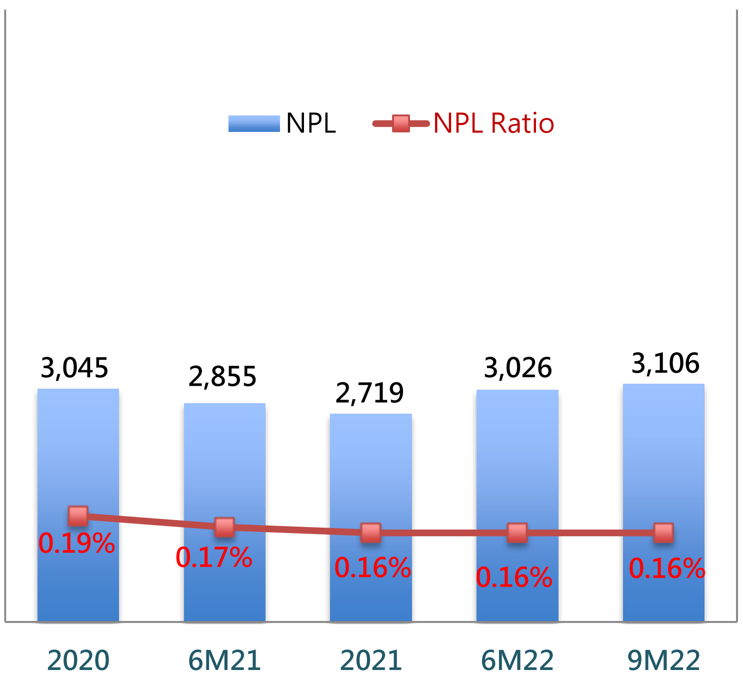
Quarterly Interest Spread



優異的資產品質 1/3

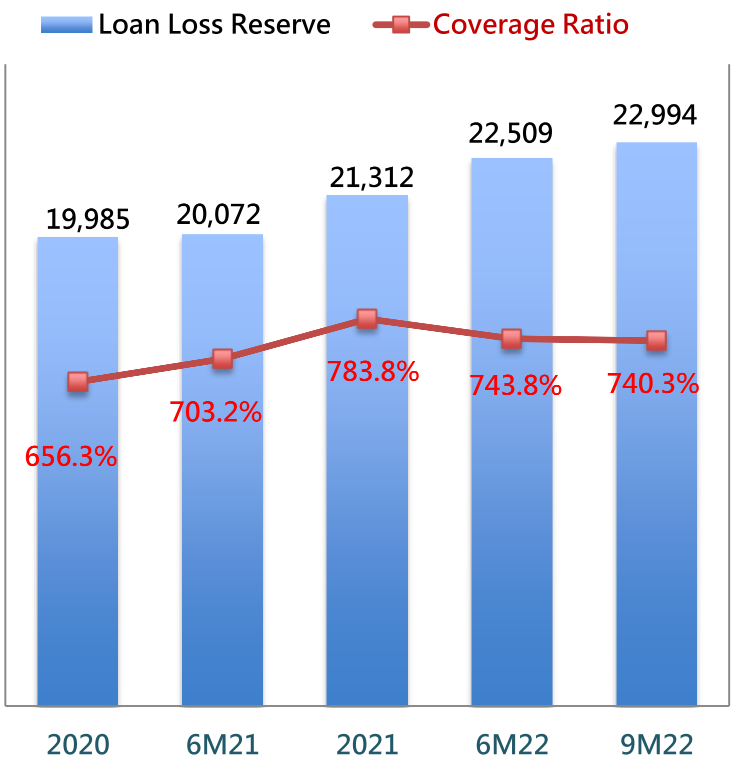
NPL Ratio

Unit: NT$ million



Coverage Ratio

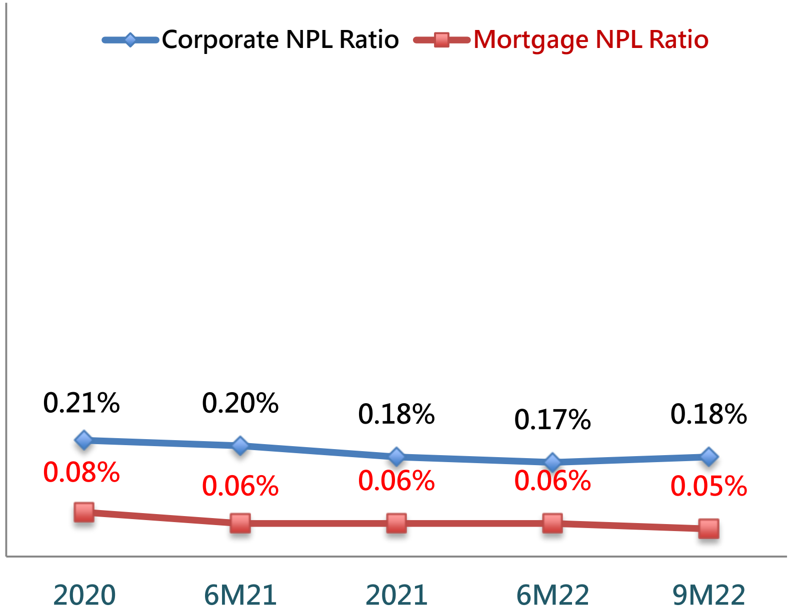
Unit: NT$ million



Note: Data of E.SUN Bank standalone

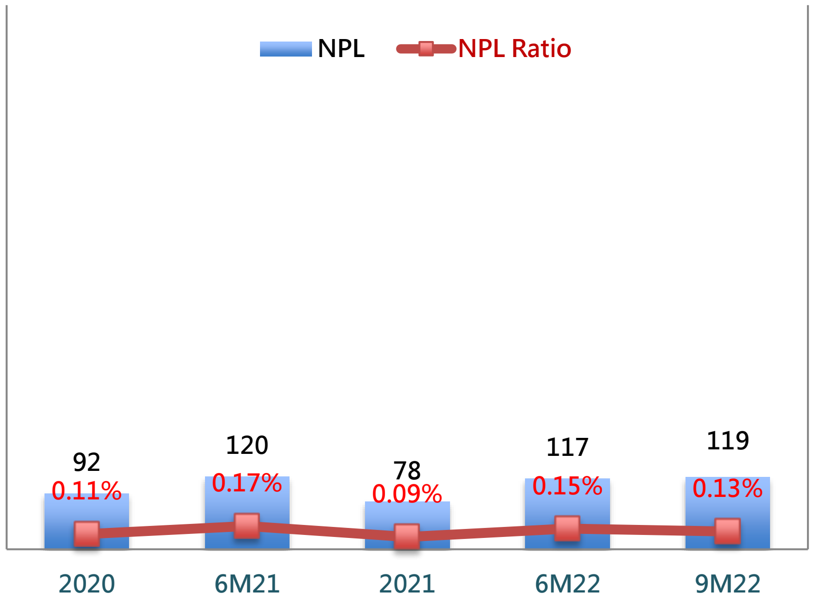
優異的資產品質2/3

NPL Ratio for Major Products



NPL Ratio for Credit Card

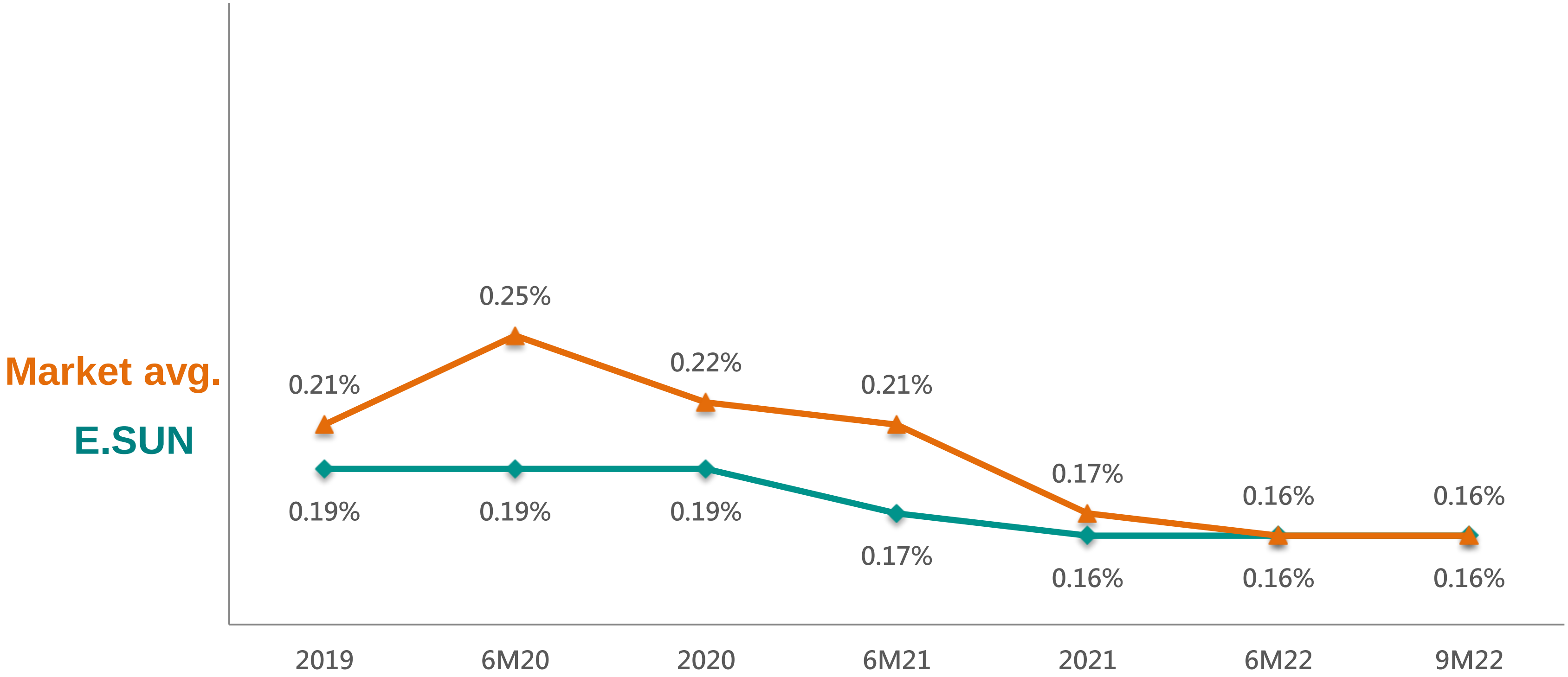
Unit: NT$ million



Note: Data of E.SUN Bank standalone

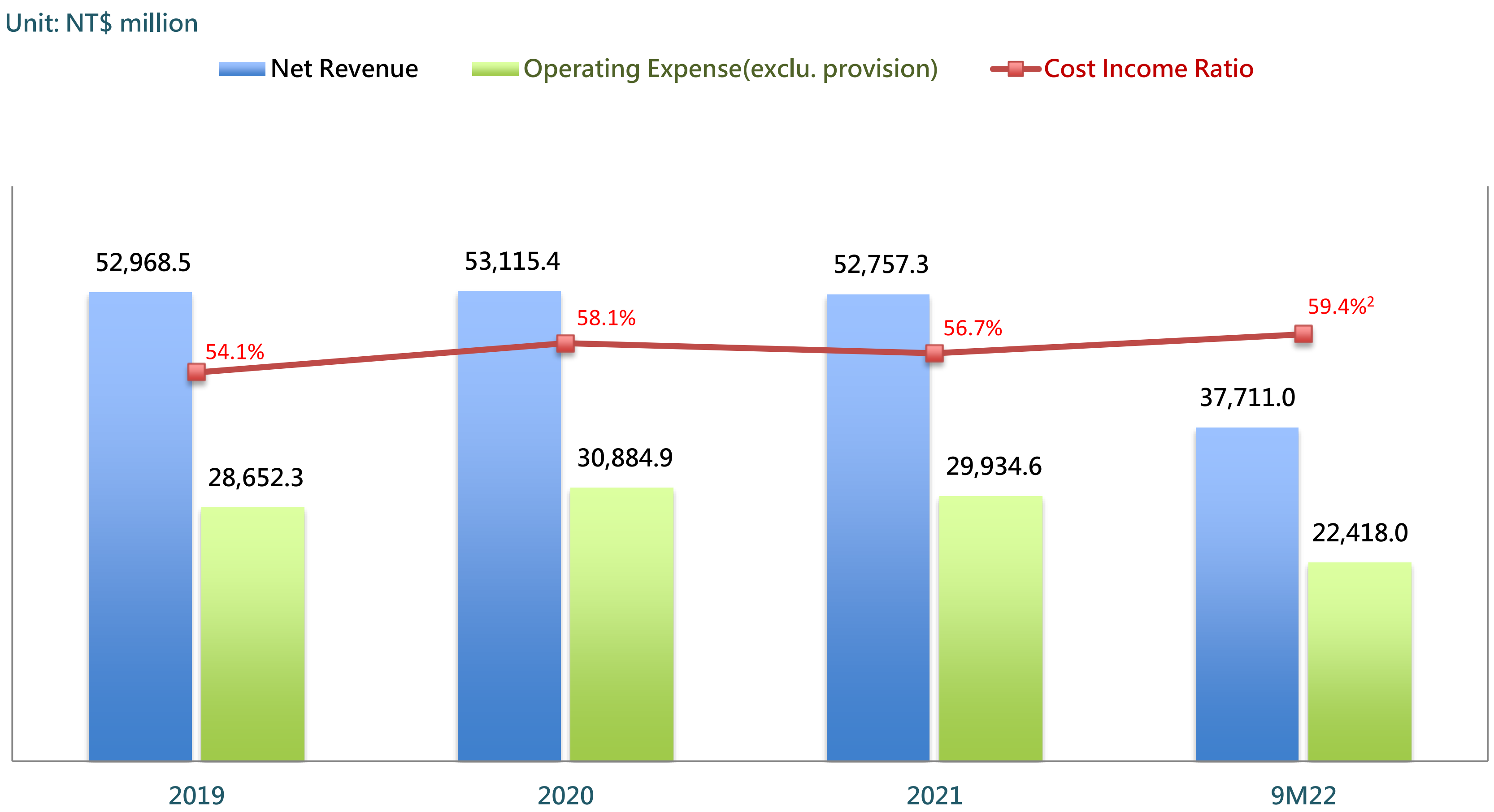
優異的資產品質3/3

NPL Comparison with Market



Source: FSC

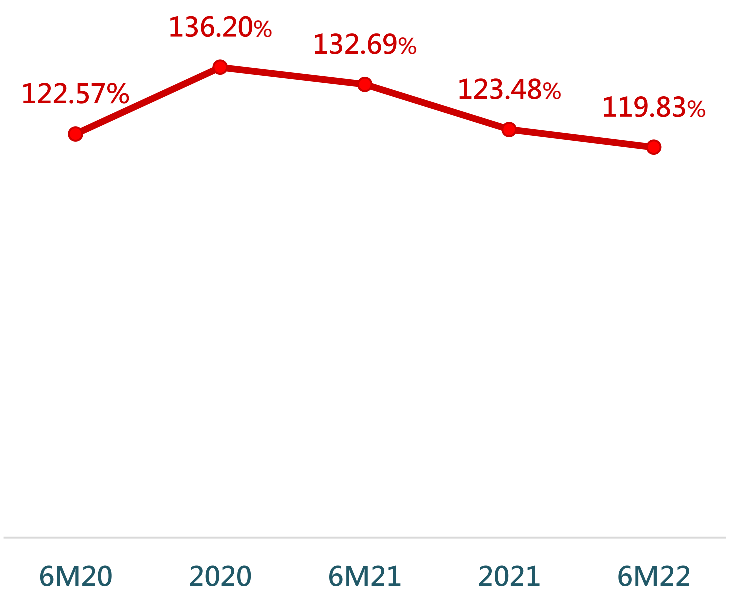
成本效率比



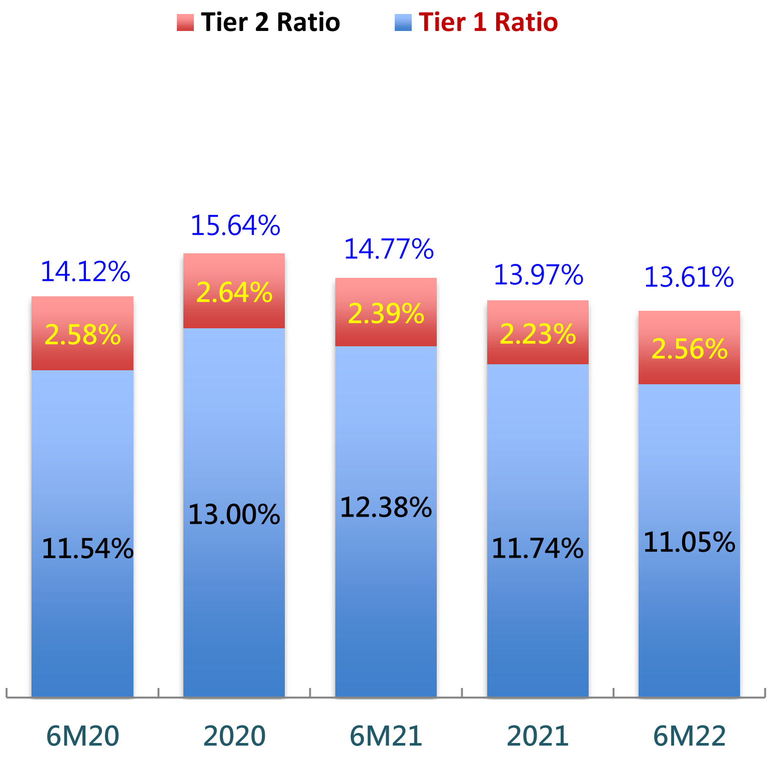
Note: 1. Data of E.SUN Bank standalone
2. Preliminary figures of September 2022

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

以金融引領永續未來

Sustainability as a Service

結合永續的金融服務 創造更大價值

玉山響應綠色金融行動方案3.0

企業轉型

- **積極承作永續連結貸款** #餘額 $359億元
- **永續債券發行量金融業第1** #發行 $190億元
- **永續相關授信餘額佔法金授信餘額34%**

產業發展

- **赤道原則核准件數第1** #累計核准41件
- **承作再生能源類型最多元**
  包括屋頂/地面/水面/漁電、在岸+離岸風電、地熱與儲能

個人參與

- **創新安養信託服務** #累計信託本金45億元、淨增量NO.1

推廣ESG主題基金、綠建築房貸、危老重建貸款

首度發行純虛擬「玉山數位e卡」

ESG永續倡議行動

倡議企業133家
(46家承諾2050淨零)

總營收$6兆元
(佔GDP達23%)

透過ESG諮詢、議合及提供永續金融商品服務，擴大社會減碳影響力

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

Appendix 1/6

Balance Sheet of E.SUN FHC and its subsidiaries as of Sep. 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	255,385	1,701	501	570	256,177
Securities, net	983,563	1,931	4,652	128	990,267
Loans, net	1,917,397	-	-	-	1,917,397
A/R, net	117,675	11,696	1	65	129,287
Land, premises and equipments, net	33,699	362	-	3	34,325
Others	161,509	3,965	24	192,826	165,113
Total assets	3,469,228	19,655	5,178	193,592	3,492,566
Liabilities:					
Deposits	2,855,260	-	-	-	2,853,262
Other liabilities	434,180	13,074	119	8,310	453,870
Total liabilities	3,289,440	13,074	119	8,310	3,307,132
Total stockholders' equity	179,788	6,581	5,059	185,282	185,434
Total equity attributable to owners of the company	179,624	6,581	5,059	185,282	185,282
Non-Controlling interests	164	-	-	-	152
Total liabilities andstockholders' equity	3,469,228	19,655	5,178	193,592	3,492,566

Note: Preliminary figures of Sep. 2022

P&L of E.SUN FHC and its subsidiaries for 9M2022

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	22,739	330	0	(36)	23,035
Net fee income	12,887	1,697	-	-	14,581
Net trading income/(loss) & Derivatives & FX	1,914	16	328	3	2,259
Others	171	134	1	11,846	164
Total Net Revenues	37,711	2,177	329	11,813	40,039
Allowance for bad-debt expenses	(1,505)	3	0	0	(1,503)
Operating expenses	(22,418)	(1,181)	(11)	(271)	(23,698)
Income before income tax	13,788	999	318	11,542	14,838
Income tax expenses	(3,032)	(186)	(68)	101	(3,184)
Net Income	10,756	813	250	11,643	11,654
Attributable to owners of the company	10,743	813	250	11,643	11,643
Non-controlling interests	13	0	0	0	11

Note: Preliminary figures of Sep. 2022

E.SUN FHC's Balance Sheet (Consolidated)

NT$ million	Yearly Results 2019	Yearly Results 2020	Yearly Results 2021	Quarterly Results Jun 21	Quarterly Results Sep 21	Quarterly Results Dec 21	Quarterly Results Mar 22	Quarterly Results Jun 22	Quarterly Results Sep 22
Assets :									
Cash and due from banks	128,579	175,722	210,608	180,384	189,310	210,608	208,307	198,487	256,177
Securities, net	742,487	998,478	1,037,395	957,488	942,780	1,037,395	1,028,826	1,013,388	990,267
Loans, net	1,444,322	1,620,374	1,768,641	1,666,096	1,723,385	1,768,641	1,826,344	1,872,442	1,917,397
A/R, net	113,150	116,686	124,412	114,837	120,435	124,412	119,207	116,586	129,287
Land, premises and equipments, net	33,351	33,291	33,881	33,279	33,316	33,881	34,078	34,036	34,325
Others	36,469	27,194	55,971	48,587	43,111	55,971	75,752	108,375	165,113
Total assets	2,498,358	2,971,745	3,230,908	3,000,671	3,052,337	3,230,908	3,292,514	3,343,314	3,492,566
Liabilities:									
Deposits	2,082,070	2,484,605	2,693,343	2,485,975	2,550,344	2,693,343	2,711,688	2,774,699	2,853,262
Other liabilities	243,107	305,539	343,180	321,971	312,332	343,180	384,372	384,892	453,870
Total liabilities	2,325,177	2,790,144	3,036,523	2,807,946	2,862,676	3,036,523	3,096,060	3,159,591	3,307,132
Total stockholders' equity	173,181	181,601	194,385	192,725	189,661	194,385	196,454	183,723	185,434
Total equity attributable to owners of the company	173,058	181,469	194,226	192,585	189,515	194,226	196,294	183,572	185,282
Non-Controlling interests	123	132	159	140	146	159	160	151	152
Total liabilities andstockholders' equity	2,498,358	2,971,745	3,230,908	3,000,671	3,052,337	3,230,908	3,292,514	3,343,314	3,492,566

Note: Preliminary figures of Sep. 2022

Appendix 4/6

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

NT$ million	Yearly Results 2019	2020	2021	Quarterly Results 2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
Operating income									
Net interest income	19,871	21,339	25,984	6,349	6,576	6,977	7,384	7,876	7,775
Fee income	18,725	19,831	21,324	5,139	5,519	5,393	5,173	4,649	4,759
Net trading income/(loss) & Derivatives & FX	15,629	14,707	10,366	2,797	3,036	2,227	936	(477)	1,800
Others	298	372	223	58	57	71	58	85	21
Total Net Revenues	54,523	56,249	57,897	14,343	15,188	14,668	13,551	12,133	14,355
Allowance for bad-debt expenses	(1,598)	(3,226)	(2,130)	(668)	(769)	(1,051)	(344)	(532)	(627)
Operating expenses	(29,855)	(32,494)	(31,808)	(7,766)	(7,989)	(8,236)	(7,868)	(7,700)	(8,130)
Income before income tax	23,070	20,529	23,959	5,909	6,430	5,381	5,339	3,901	5,598
Income tax expenses	(2,950)	(2,481)	(3,373)	(861)	(786)	(694)	(1,012)	(1,133)	(1,039)
Net Income	20,120	18,048	20,586	5,048	5,644	4,687	4,327	2,768	4,559
Income Attributable to owners of the company	20,105	18,027	20,559	5,042	5,638	4,674	4,325	2,760	4,558
Non-Controlling interests	15	21	27	6	6	13	2	8	1

Note: Preliminary figures of Sep. 2022

Appendix 5/6

E.SUN Bank's Balance Sheet (Consolidated)

NT$ million	Yearly Results			Quarterly Results					
	2019	2020	2021	Jun 21	Sep 21	Dec 21	Mar 22	Jun 22	Sep 22
Assets：									
Cash and due from banks	128,432	175,678	210,382	180,264	189,224	210,382	207,909	198,314	255,385
Securities, net	737,525	970,129	1,030,673	951,715	936,773	1,030,673	1,021,388	1,006,447	983,563
Loans, net	1,444,322	1,620,374	1,768,641	1,666,096	1,723,385	1,768,641	1,826,344	1,872,442	1,917,397
A/R, net	103,686	102,012	108,589	96,067	103,123	108,589	102,984	103,001	117,675
Land, premises and equipments, net	32,725	32,689	33,266	32,677	32,698	33,266	33,475	33,431	33,699
Others	34,320	46,097	44,566	44,220	38,544	44,566	71,903	104,888	161,509
Total assets	2,481,010	2,946,979	3,196,117	2,971,039	3,023,747	3,196,117	3,264,003	3,318,523	3,469,228
Liabilities:									
Deposits	2,083,226	2,486,232	2,696,351	2,498,663	2,553,779	2,696,351	2,713,813	2,784,022	2,855,260
Other liabilities	226,694	282,949	311,650	292,085	285,634	311,650	361,155	356,452	434,180
Total liabilities	2,309,920	2,769,181	3,008,001	2,790,748	2,839,413	3,008,001	3,074,968	3,140,474	3,289,440
Total stockholders' equity	171,090	177,798	188,116	180,291	184,334	188,116	189,035	178,049	179,788
Total equity attributable to owners of the company	170,959	177,657	187,947	180,142	184,178	187,947	188,864	177,888	179,624
Non-Controlling interests	131	141	169	149	156	169	171	161	164
Total liabilities andstockholders' equity	2,481,010	2,946,979	3,196,117	2,971,039	3,023,747	3,196,117	3,264,003	3,318,523	3,469,228

Note: Preliminary figures of Sep. 2022

Appendix 6/6

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

NT$ million	Yearly Results 2019	2020	2021	Quarterly Results 2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
Operating income									
Net interest income	19,657	21,095	25,591	6,251	6,467	6,872	7,278	7,772	7,689
Fee income	17,712	18,044	18,289	4,261	4,713	4,717	4,567	4,073	4,247
Net trading income/(loss) & Derivatives & FX	15,297	13,593	8,647	2,693	2,558	1,650	485	(529)	1,958
Others	302	383	230	60	61	70	60	88	23
Total Net Revenues	52,968	53,115	52,757	13,265	13,799	13,309	12,390	11,404	13,917
Allowance for bad-debt expenses	(1,603)	(3,241)	(2,134)	(669)	(769)	(1,051)	(345)	(532)	(628)
Operating expenses	(28,652)	(30,885)	(29,935)	(7,253)	(7,436)	(7,809)	(7,421)	(7,303)	(7,694)
Income before income tax	22,713	18,989	20,688	5,343	5,594	4,449	4,625	3,568	5,595
Income tax expenses	(3,054)	(2,501)	(3,101)	(768)	(668)	(784)	(950)	(931)	(1,151)
Net Income	19,659	16,488	17,587	4,575	4,926	3,665	3,675	2,637	4,444
Attributable to owners of the company	19,643	16,465	17,559	4,568	4,920	3,652	3,674	2,627	4,442
Non-controlling interests	16	23	28	7	6	13	1	10	2

Note: Preliminary figures of Sep. 2022