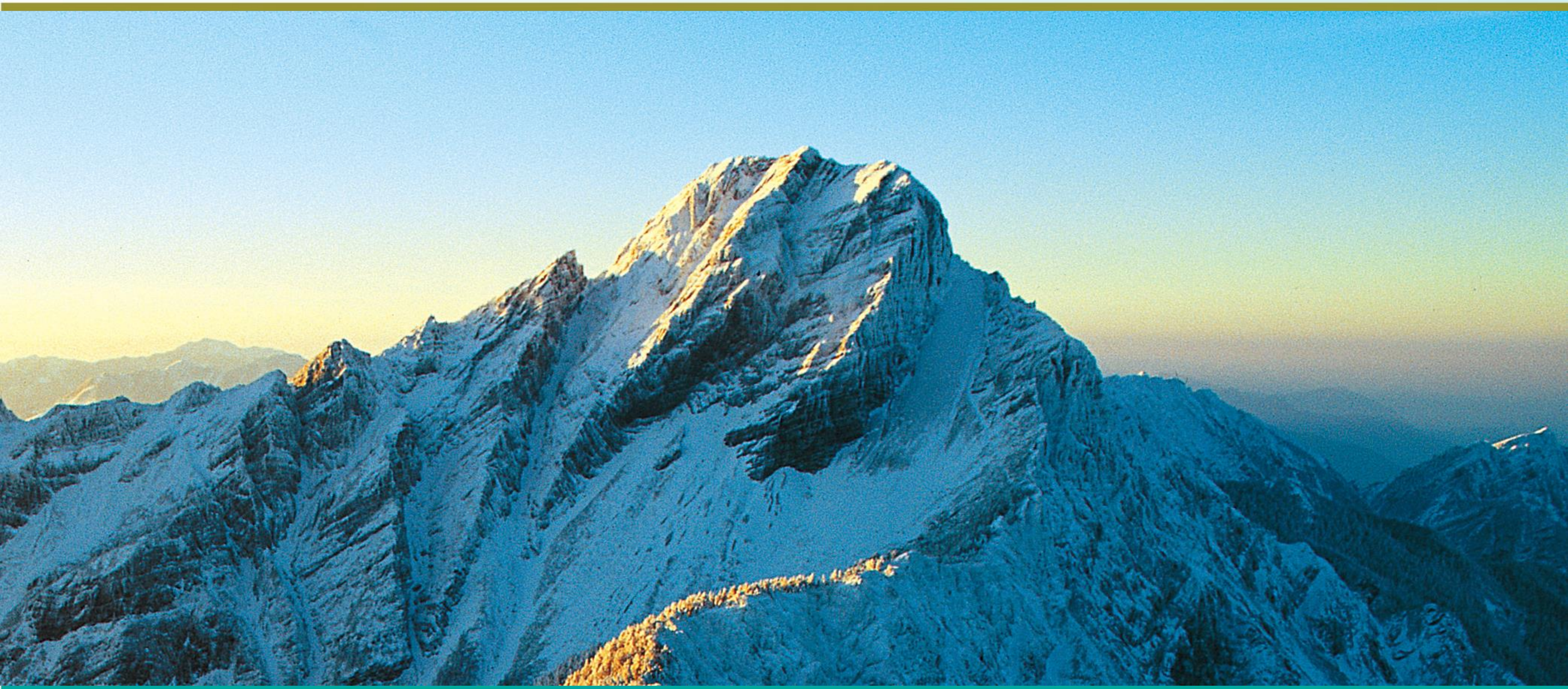

玉山金控 2021 年第 2 季法人說明會

August 2021

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大綱

- 2021 年第 2 季財務績效表現
- 2021 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

全球經濟不均衡復甦

- 疫苗施打率提升，美、歐服務業PMI開始回升，帶動全球經濟復甦，惟新興市場國家復甦速度受疫情影響，IHS預估2021年經濟成長率5.8%
- 通膨為關注重點，惟FED認為通膨僅為暫時性現象，近期FED及ECB均表示允許物價暫時超過2%，仍將持續寬鬆貨幣政策
- 美國經濟穩定復甦，Q2經濟成長率6.5%，其中個人消費支出增加11.8%，非農就業逐步回升，失業率5.9%，服務業好轉有助就業市場改善
- 中國H1經濟成長率12.7%，IHS預估全年經濟成長8.5%。消費、出口及投資均恢復成長，惟需留意物價上漲、房市調控及美中對抗等影響

台灣經濟佳，短期受疫情衝擊

- 短期國內疫情衝擊內需，受惠全球經濟復甦帶動出口，主計處上修2021年經濟成長率至5.46%
- 半導體、資通訊需求熱絡，H1出口創同期新高(年增31%)，在出口衍生需求帶動下，進口亦成長28.6%
- 國內投資穩健成長，企業回台投資陸續落實，加上半導體、綠能、都更危老等推升，主計處預估民間投資成長率9.1%
- 疫情影響內需，6月失業率升至4.8%，為2010年來高點，主計處亦下修民間消費成長率至2.75%，需持續關注疫情後續發展

玉山金控整體概況

Unit : NT$ million

		2021.06[1]	2020.12
總資產	玉山金控	3,000,684	2,971,745
	玉山銀行	2,971,360	2,946,979
	玉山證券	27,766	21,645
	玉山創投	4,593	4,143
主要財務比率	金控每股淨值(新台幣元)	15.32	14.44
	雙重槓桿比率	99.19%	103.38%
	金控資本適足率	134.29%	136.20%
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) Representative office in Hanoi 28 overseas sites	
	證券分公司	17	16

Note: 1. Preliminary figures of Jun. 2021
2. Share owned by QFII: 35.09%, as of Jun. 30, 2021

2021 年第 2 季財業務概況

獲利穩健成長

- 2021上半年金控自結淨收益 280.2 億元，稅後淨利 102.5 億元，較去年同期成長 5.8 %。
- 玉山金控 EPS 0.81 元、ROE 10.96%、ROA 0.69%。
- 玉山銀行 EPS 0.91 元，ROE 10.04% 為金控旗下銀行第 2 高。

手續費收入創歷年新高

- 淨手續費收入 104.1 億元 (+6.0%)，財管淨手收 48.5 億元 (+1.9%)，均為歷年同期最高；證券經紀及承銷等業務淨手續費收入亦表現良好(+92.9%) (yoy)。
- 掌握國內投資及出口成長動能，總放款成長 7.7%，其中SME放款成長 15.5% (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 703.2%。

本季營運亮點

- 平衡的股利政策：股東會決議通過發放股利每股1.22元，其中現金股利0.61元，股票股利0.61元。
- 數位發展：便捷線上服務滿足顧客多元需求，行動銀行活躍顧客數成長 21% (yoy)。
- 綜合績效：榮獲《The Asian Banker》亞太區最佳房貸產品；《Asiamoney》台灣最佳SME銀行、台灣最佳私人銀行–財富移轉暨傳承規劃及ESG；《The Asset》台灣最佳SME銀行、台灣最佳金融人工智慧專案、台灣最佳核心系統專案。

玉山永續發展進程

Environmental

- 2030 年前國內據點 100% 使用再生能源、2050 年前成為淨零碳排銀行
- 報告書依循 TCFD 治理/策略/風險管理/目標等要素，取得 TCFD 符合性查核最高等級認證
- 積極將 ESG 融入本業，結合顧客共同發揮正面的金融影響力，領先市場推動多筆永續連結貸款
- 2020 年通過 7 件赤道原則之專案融資案件，累積核准評估 26 件，其中綠能專案融資 16 件

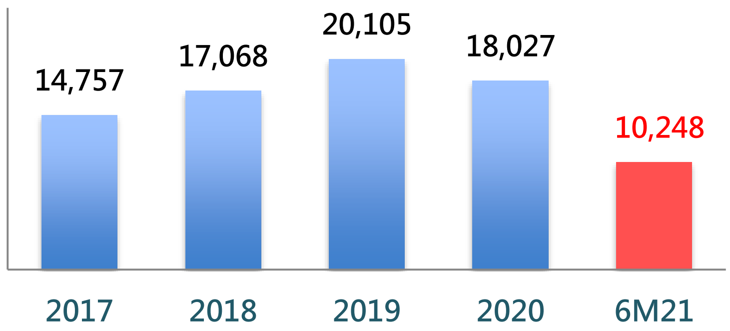
Social & Governance

- 響應SDG 8 經濟成長，提供1.8萬家微型企業融資服務；支持振興紓困，核貸金額民營銀行第 1 名
- 董事會設有永續發展、風險管理委員會，完善各項ESG及氣候變遷等新興風險管理機制
- 連續 5 年入選 FTSE4GOOD富時社會責任新興市場指數、臺灣證券交易所台灣永續指數
- 連續 2 年獲頒 FinanceAsia 台灣最佳永續銀行

玉山金控獲利表現

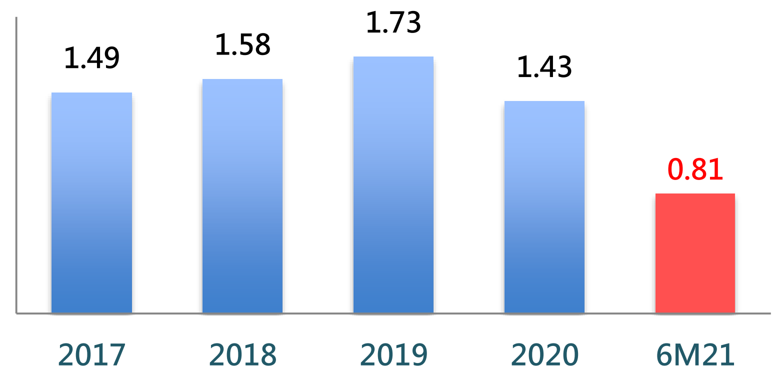
稅後淨利

Unit: NT$ million

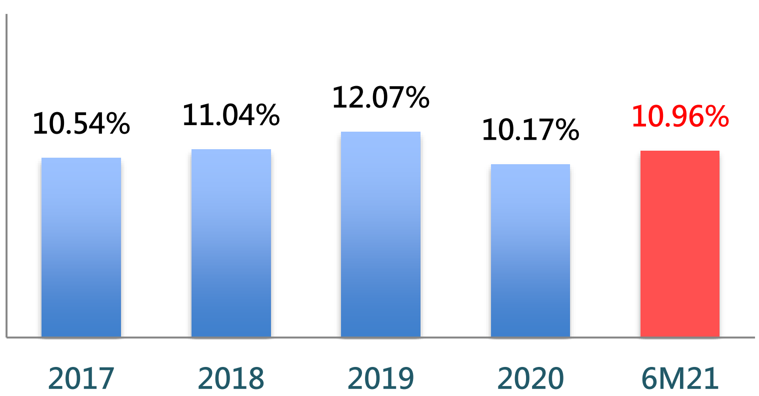


EPS

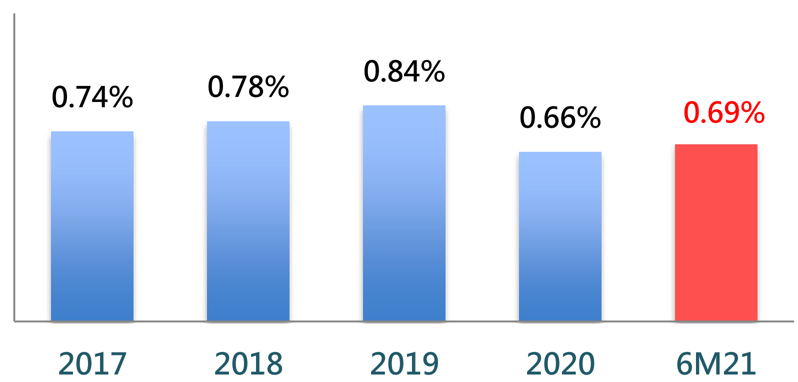
Unit: NT$ dollars



ROE



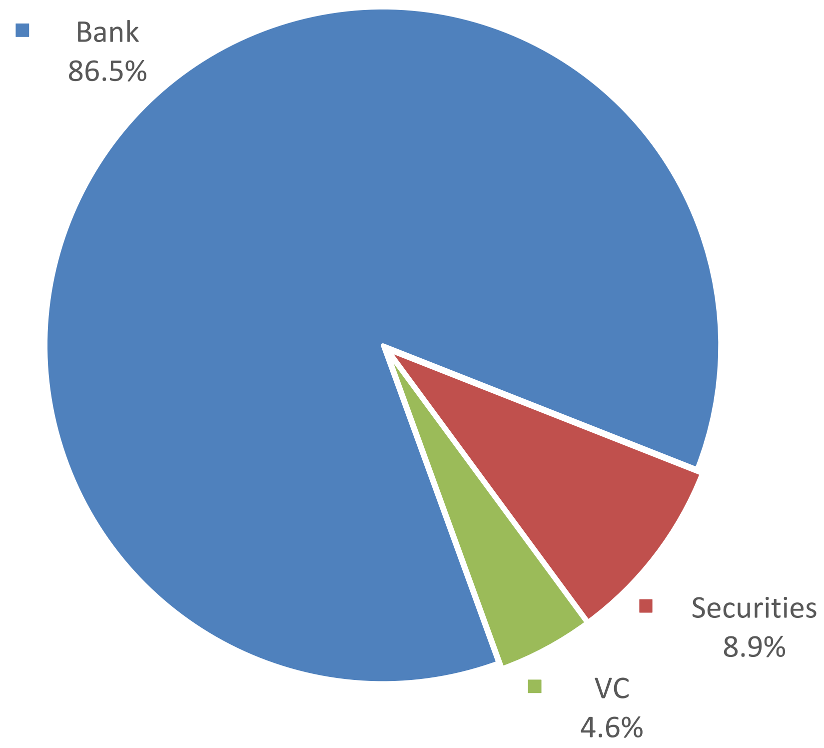
ROA



Note: Preliminary figures of Jun. 2021

玉山金控及子公司獲利結構

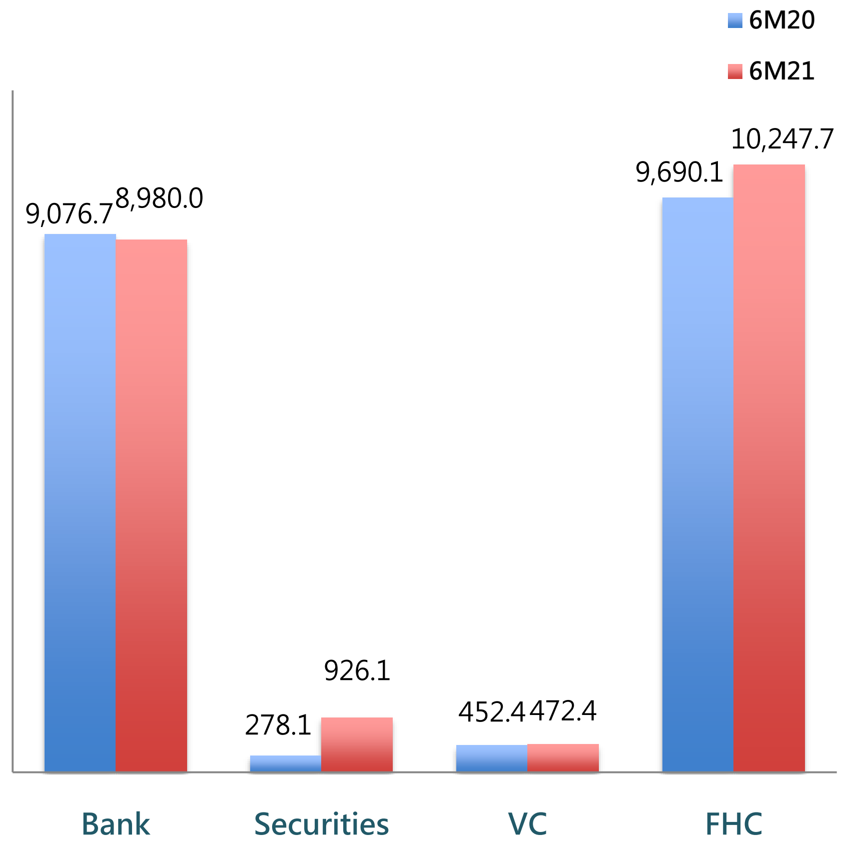
各子公司獲利貢獻



Note: Preliminary figures of Jun. 2021

金控及子公司稅後淨利比較

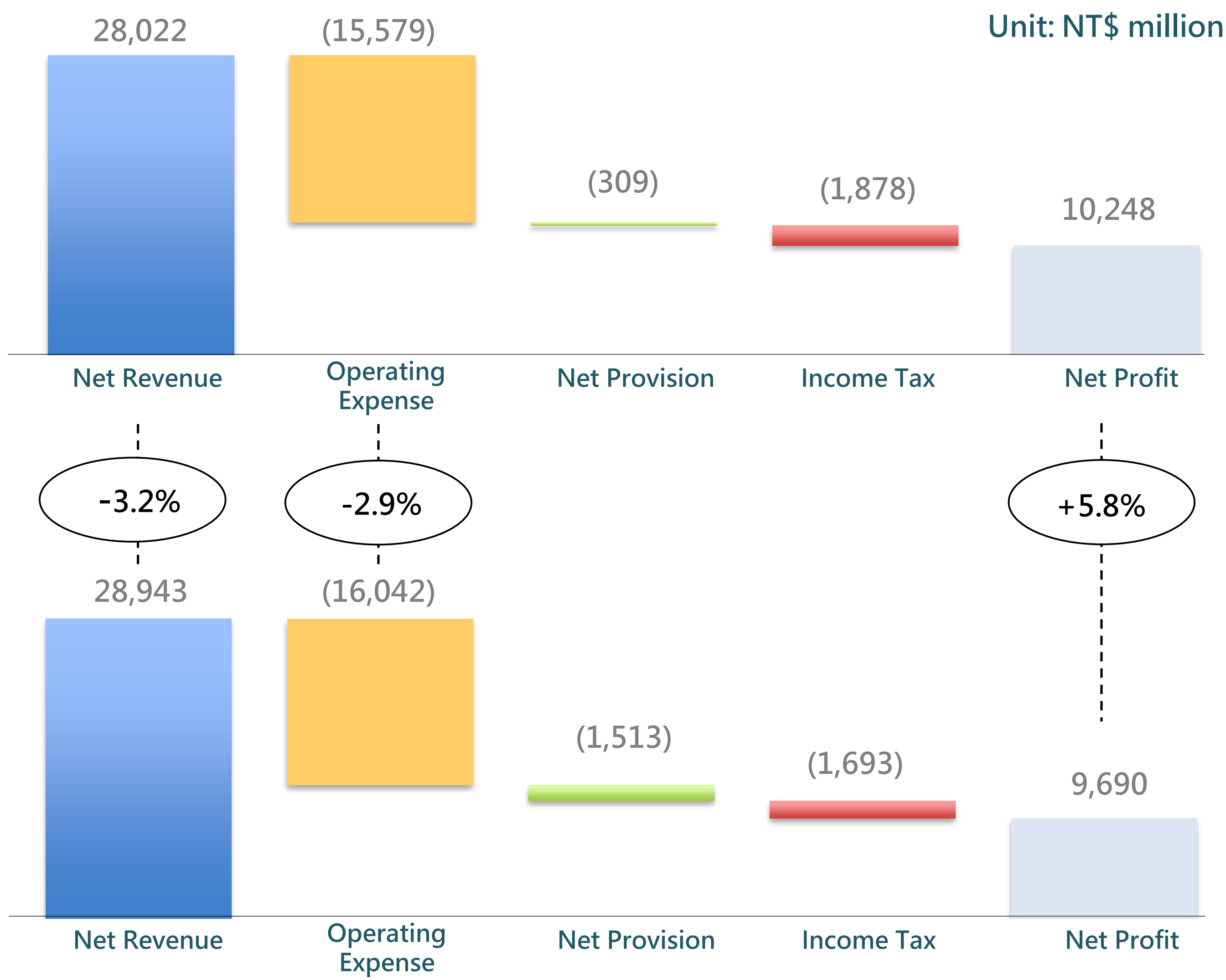
Unit: NT$ million



與去年同期獲利比較

6M21 P&L

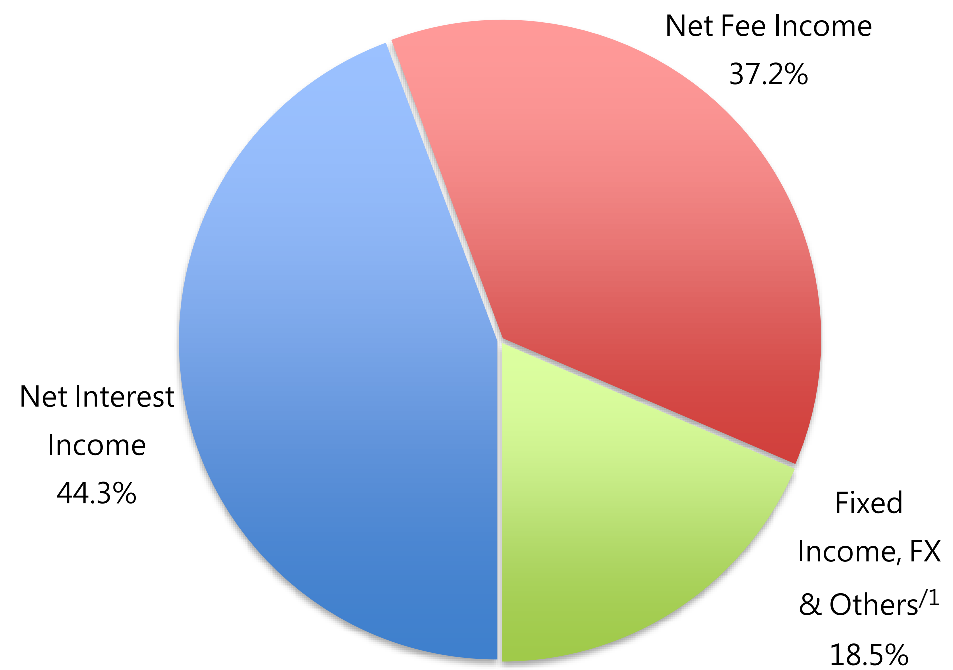
6M20 P&L



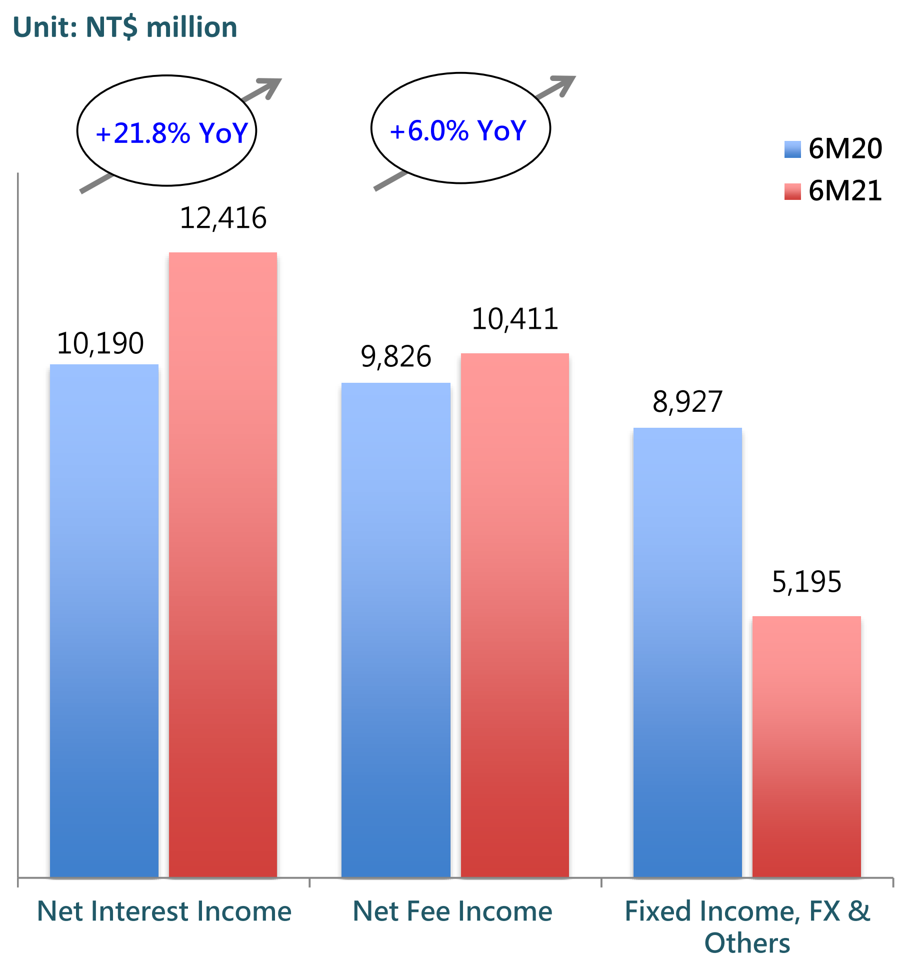
Note: Preliminary figures of Jun. 2021

玉山金控淨收益結構

淨收益
新台幣280.2億元



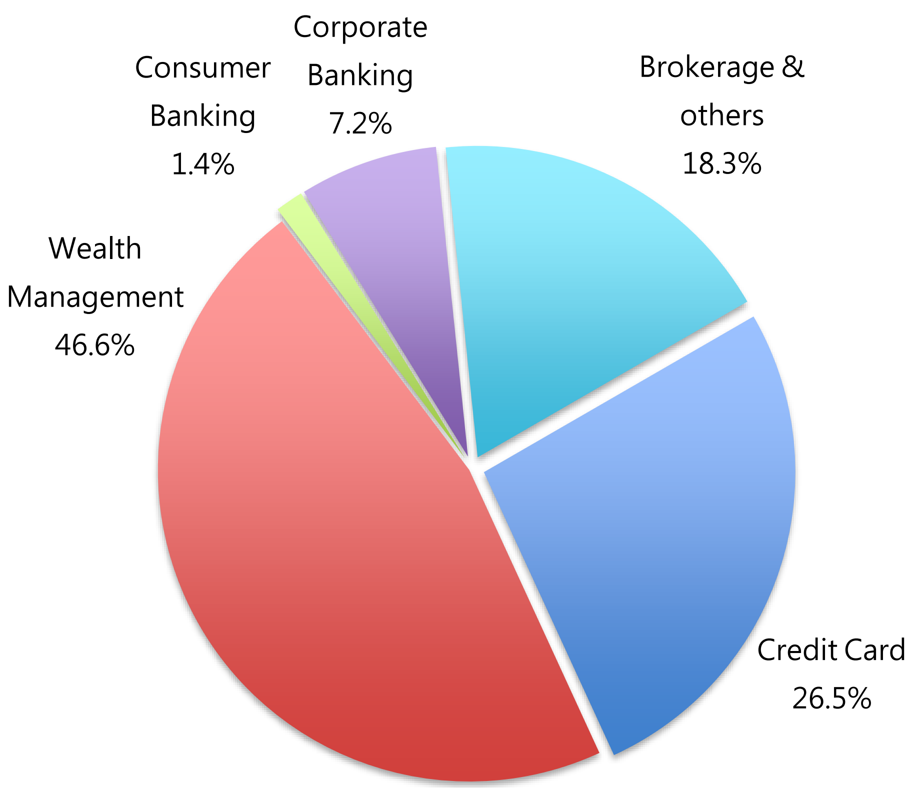
與去年同期比較



Note: 1. 48.9% of "Fixed income, FX & Others" is associated with fixed income investment
2. Preliminary figures of Jun. 2021

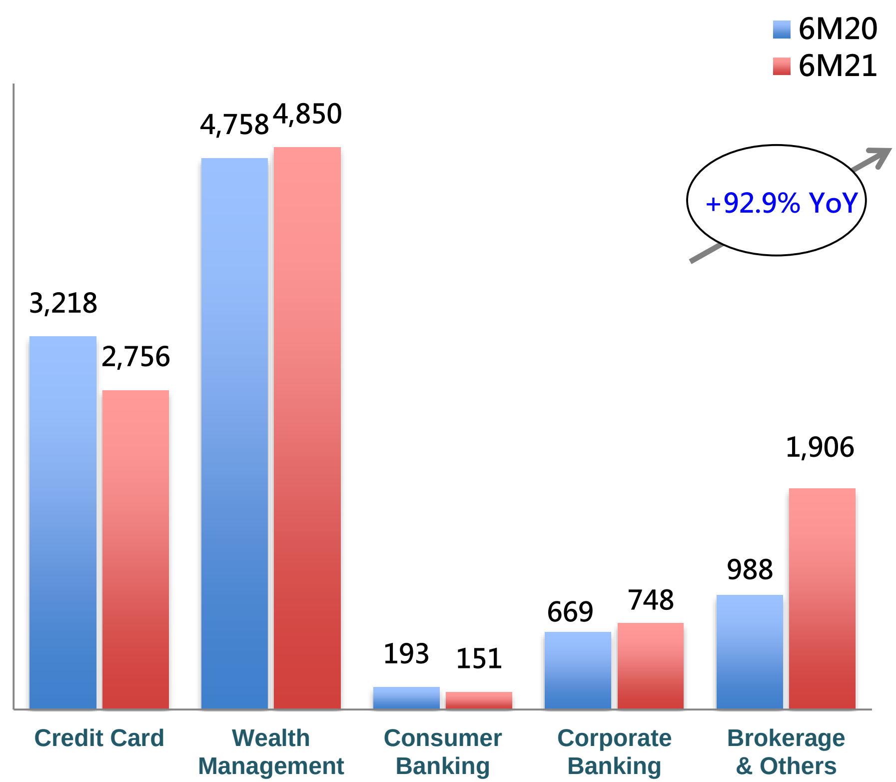
玉山金控淨手續費結構

淨手續費收入
新台幣$ 104.1億元



與去年同期比較

Unit: NT$ million

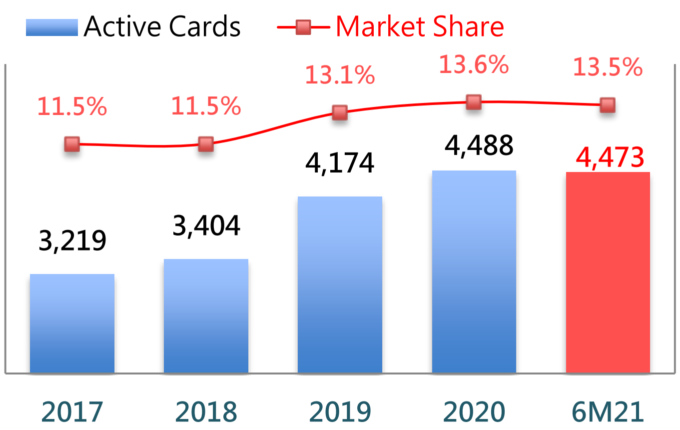


Note: Preliminary figures of Jun. 2021

信用卡業務相關指標

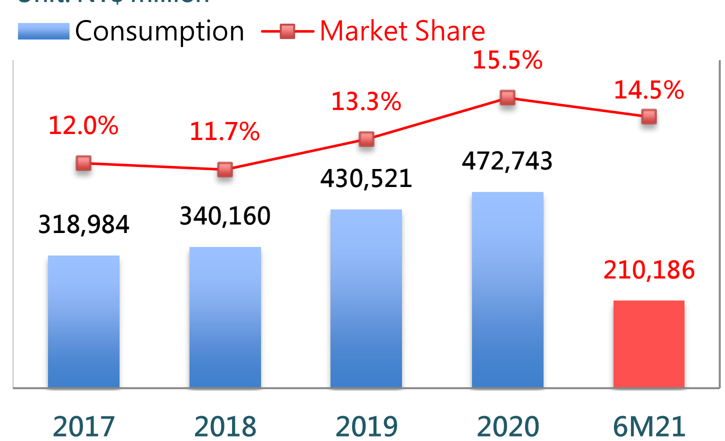
Active Cards

Unit: Thousand Cards, %



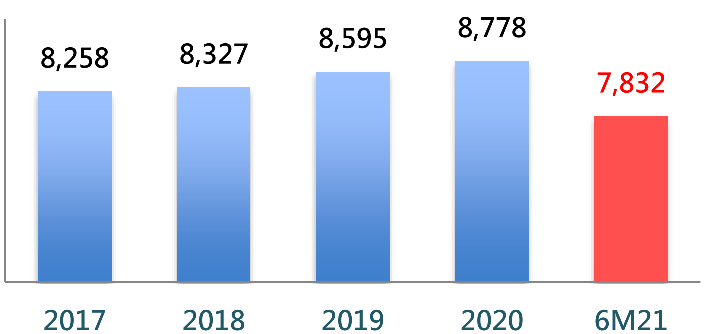
Card Consumption

Unit: NT$ million



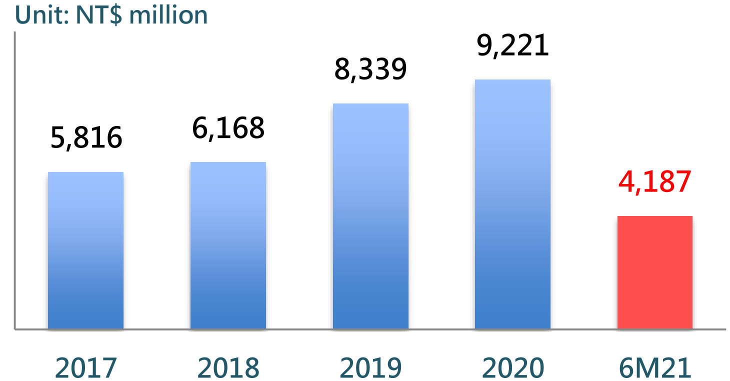
Per Card Spending (Monthly)

Unit: NT$ dollar



Gross Fee Income

Unit: NT$ million



Note: Market share data as of May 2021

主要存放款業務比較

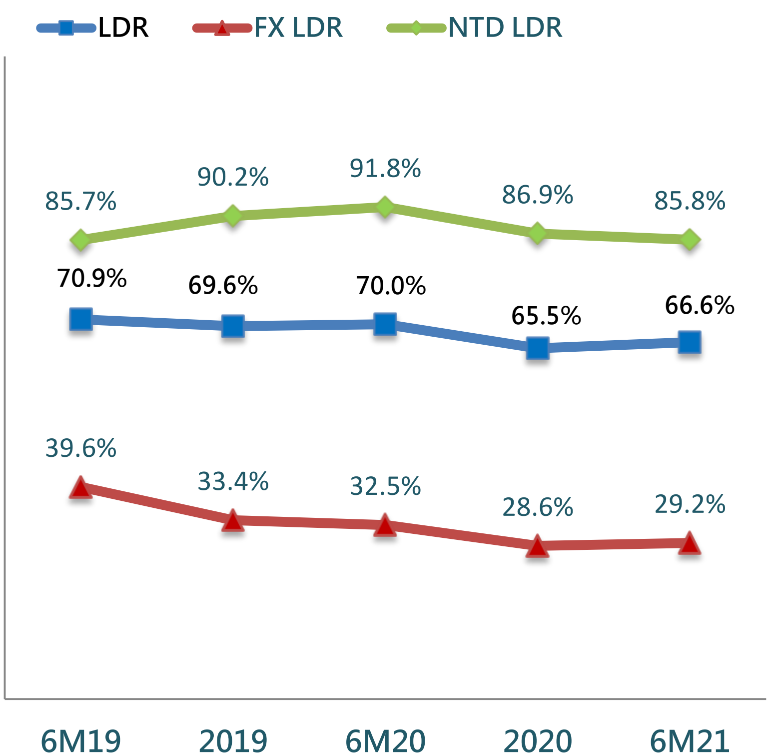
Unit: NT$ Bn

Category	2021.6	QoQ Growth %	2021.3	Ytd Growth %	2020
總存款	2,459.0	2.6%	2,397.7	0.7%	2,442.2
台幣活期存款	1,011.6	-0.6%	1,017.4	-0.2%	1,013.5
台幣定期存款	587.5	5.8%	555.1	0.5%	584.8
外幣存款	859.9	4.2%	825.2	1.9%	843.9
總放款 /1	1,637.9	2.8%	1,593.1	2.4%	1,599.2
企業放款	793.0	2.9%	770.5	3.1%	769.5
中小企業放款	448.9	4.5%	429.7	4.9%	428.1
外幣放款	250.7	3.3%	242.6	3.8%	241.6
消金放款	844.8	2.7%	822.6	1.8%	829.7
房屋貸款	414.2	2.6%	403.7	1.6%	407.6
小額信貸	125.0	3.8%	120.4	3.4%	120.9
信用卡循環額	12.4	0.0%	12.4	-3.1%	12.8

Note: Not including loan balance of subsidiaries NT$ 48 billion

存款結構分析

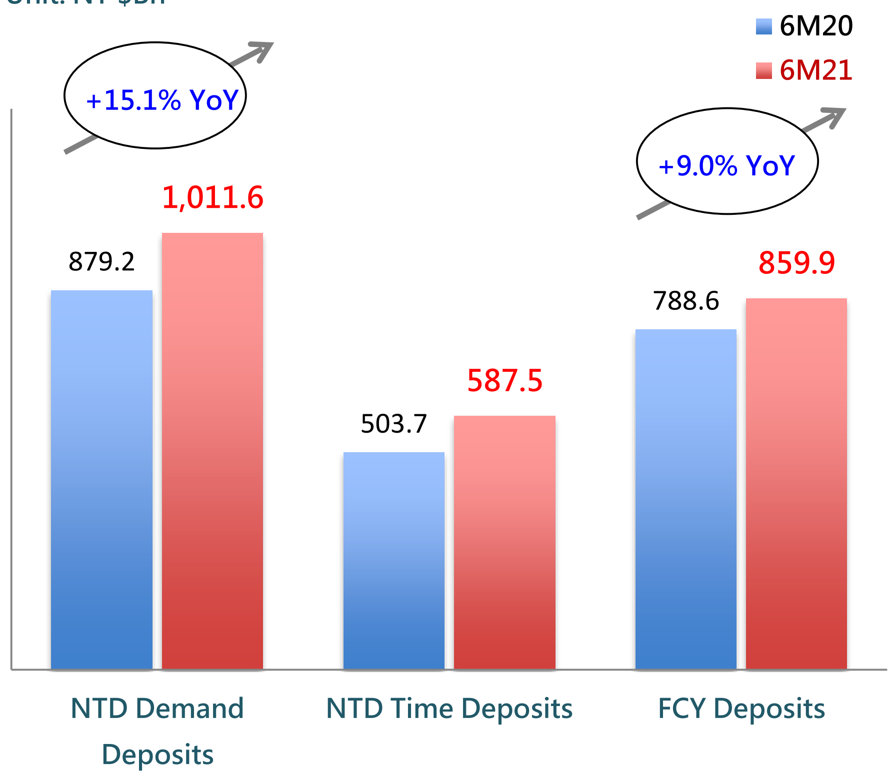
存放比率



Note: Data of E.SUN Bank

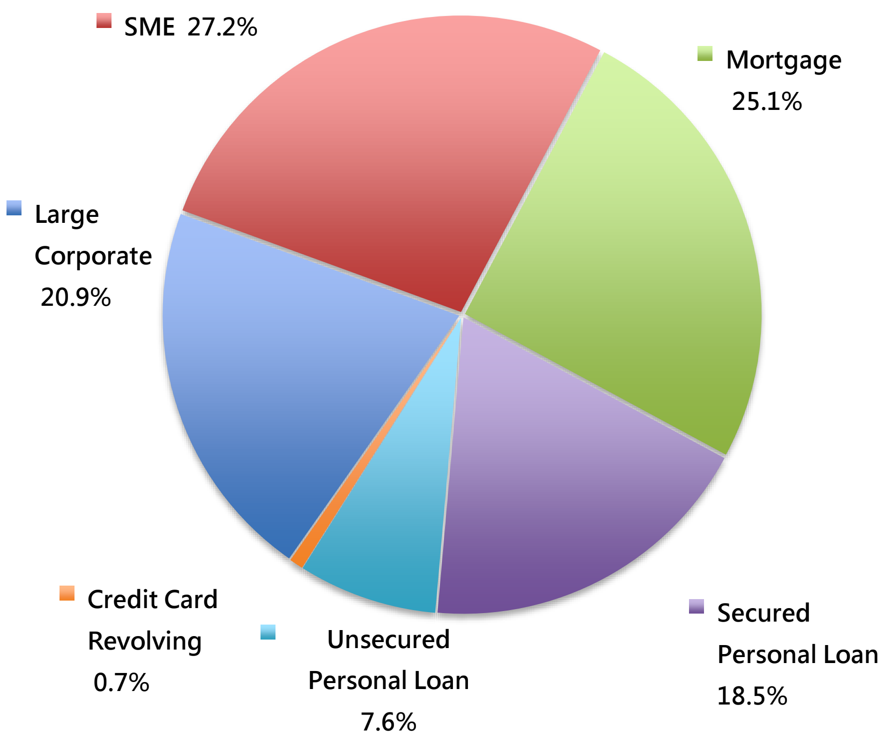
存款結構比較

Unit: NT $Bn



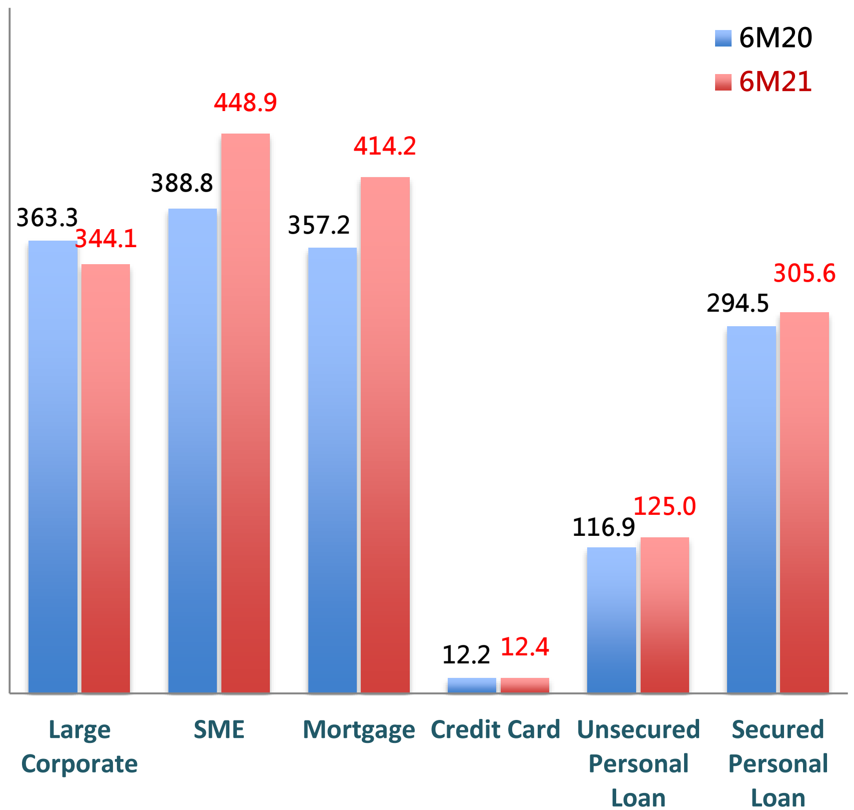
放款結構分析

放款總額
新台幣$ 1兆6,503億元



YoY Comparison

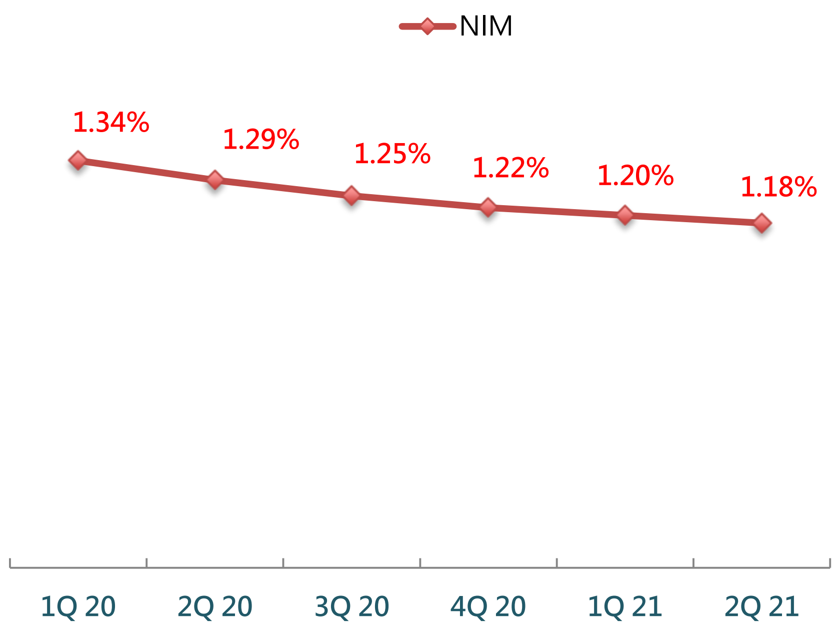
Unit: NT$ Bn



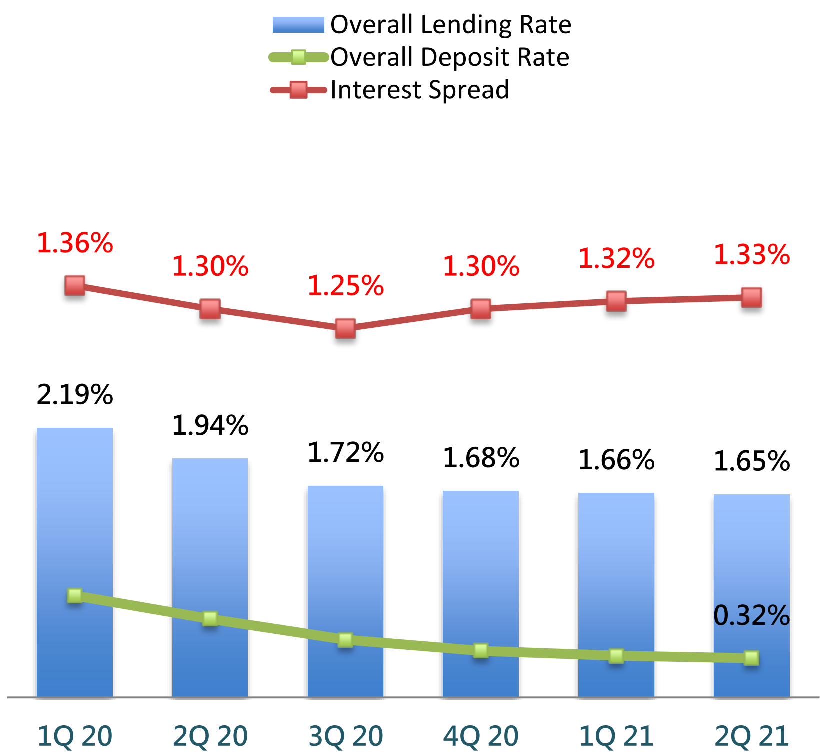
Note: 1. Secured Personal Loan is fully collateralized by fixed asset
2. Excluded loan of subsidiaries

NIM and Spread

Quarterly Net Interest Margin



Quarterly Interest Spread

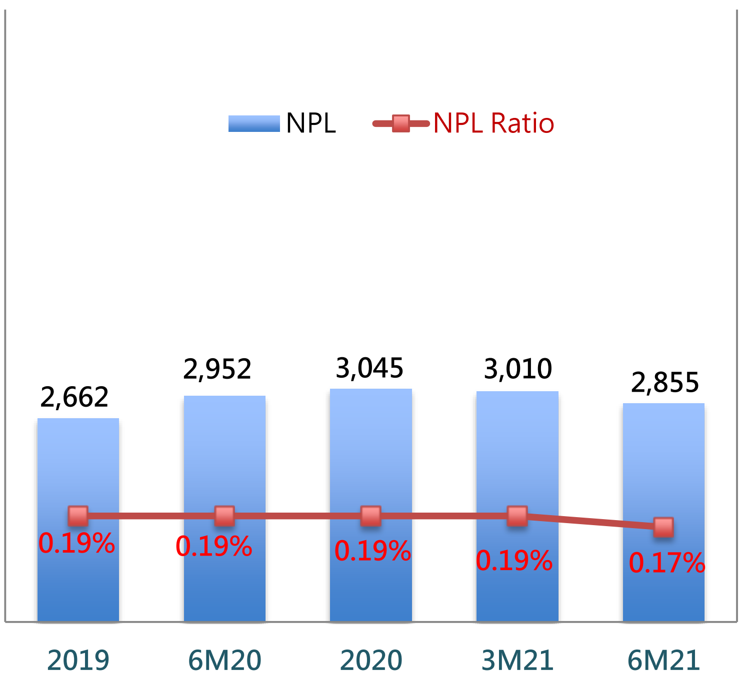


Note: Data of E.SUN Bank

優異的資產品質1/3

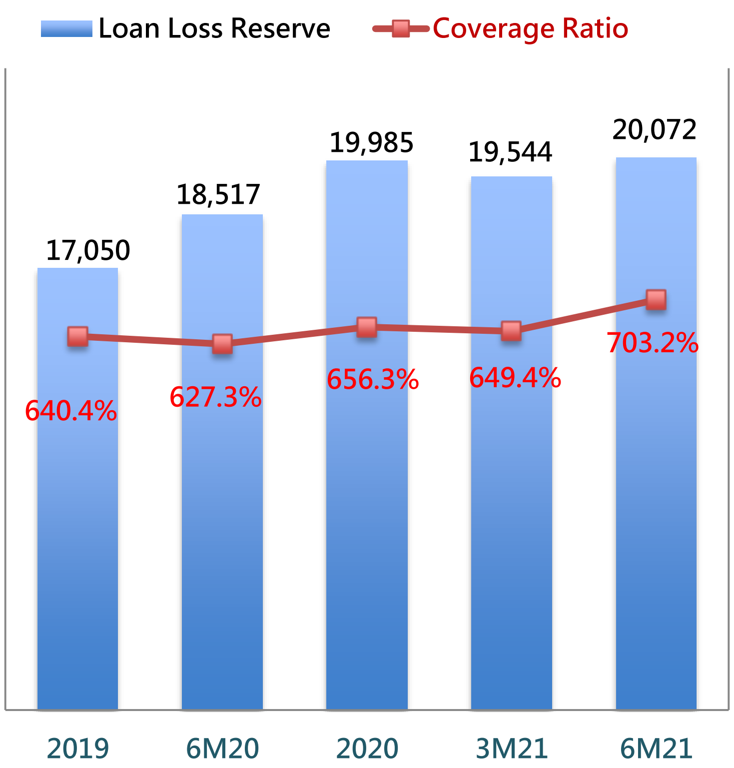
NPL Ratio

Unit: NT$ million



Coverage Ratio

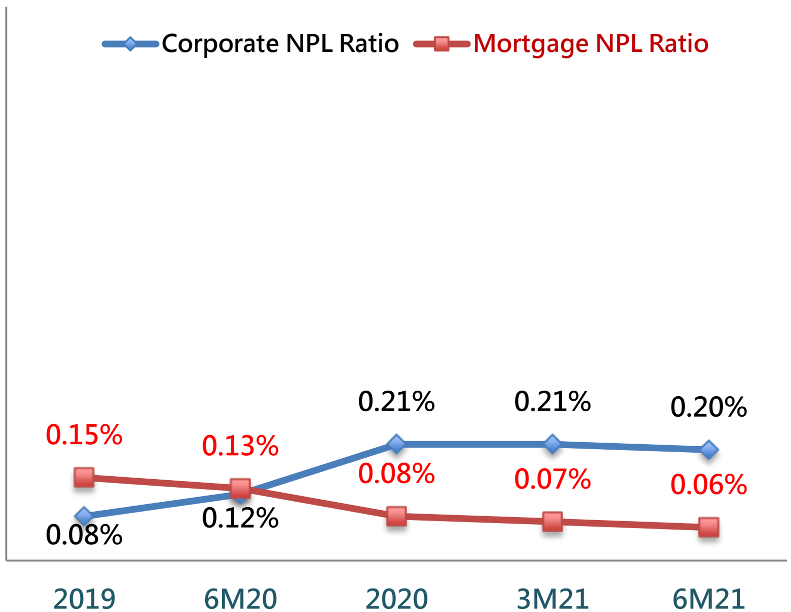
Unit: NT$ million



Note: Data of E.SUN Bank

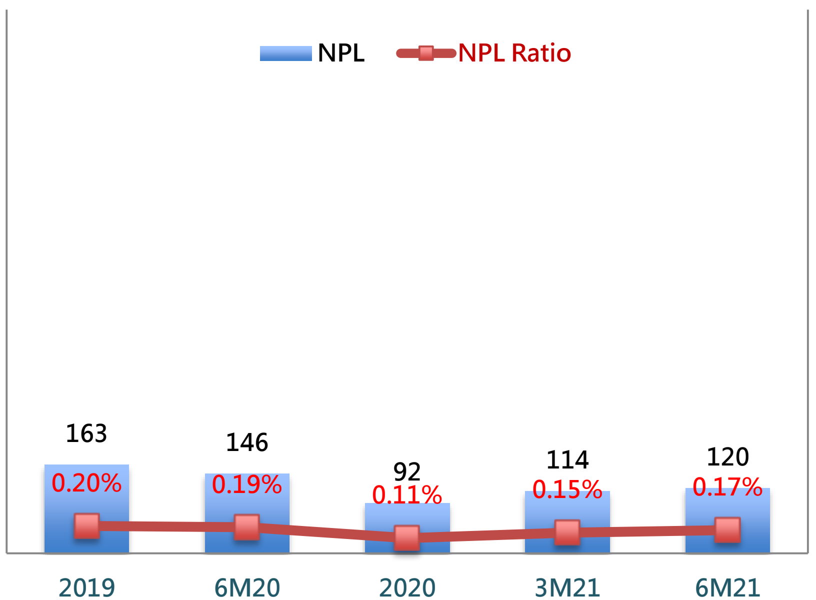
優異的資產品質2/3

NPL Ratio for Major Products



NPL Ratio for Credit Card

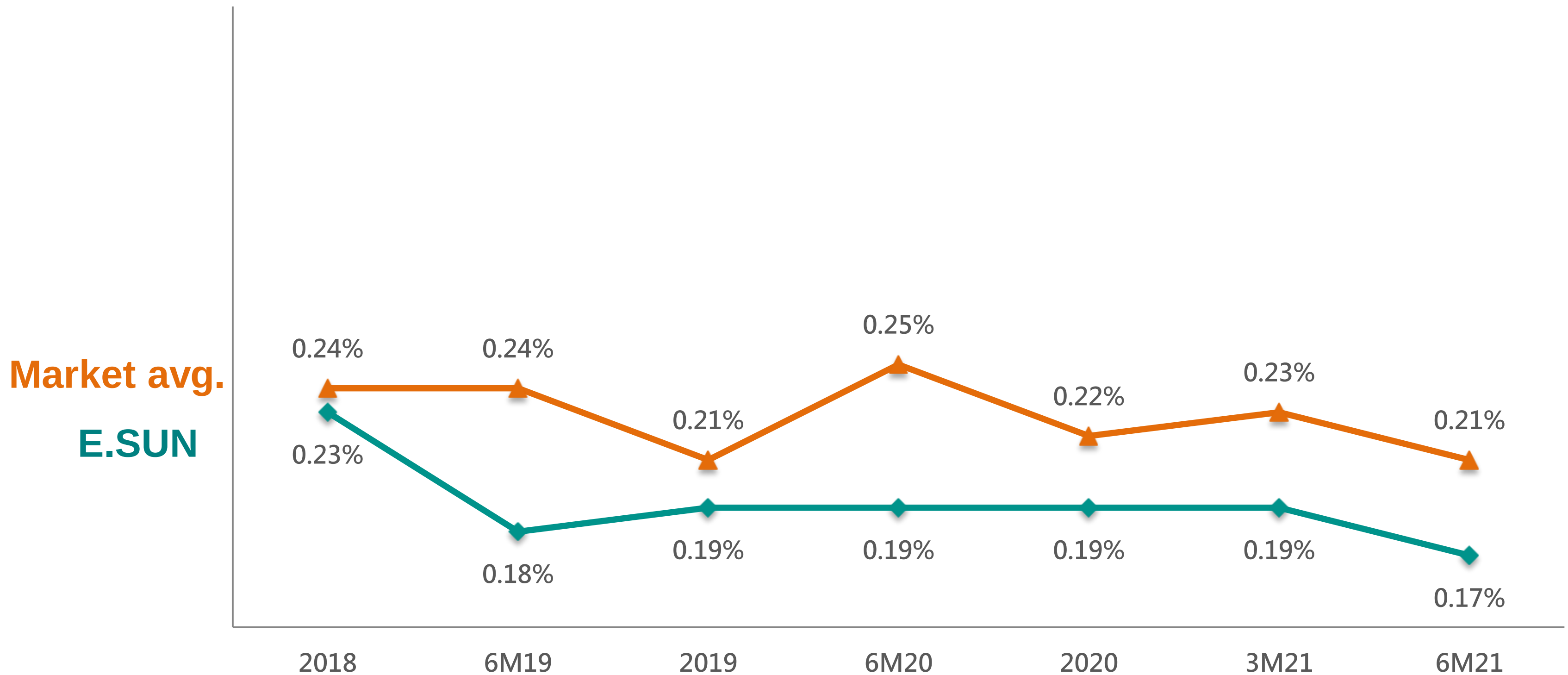
Unit: NT$ million



Note: Data of E.SUN Bank

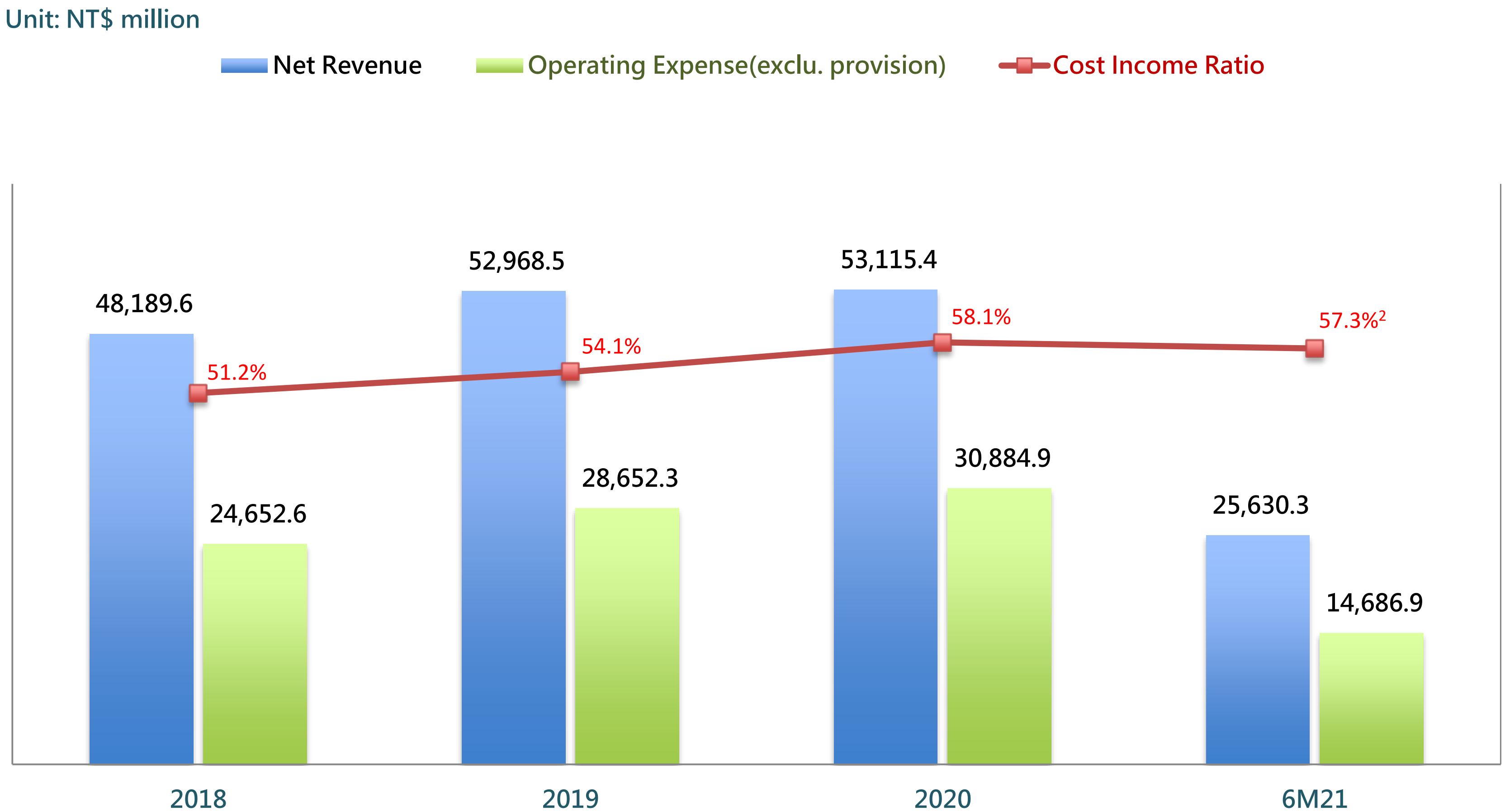
優異的資產品質3/3

NPL Comparison with Market



Source: FSC, Market NPL as of May 2021

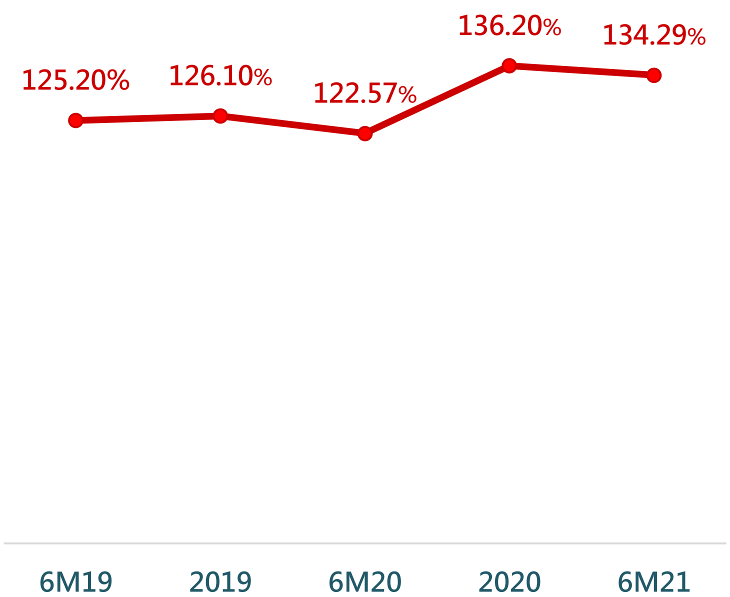
成本效率比



Note: 1. Data of E.SUN Bank
2. Preliminary figures of Jun. 2021

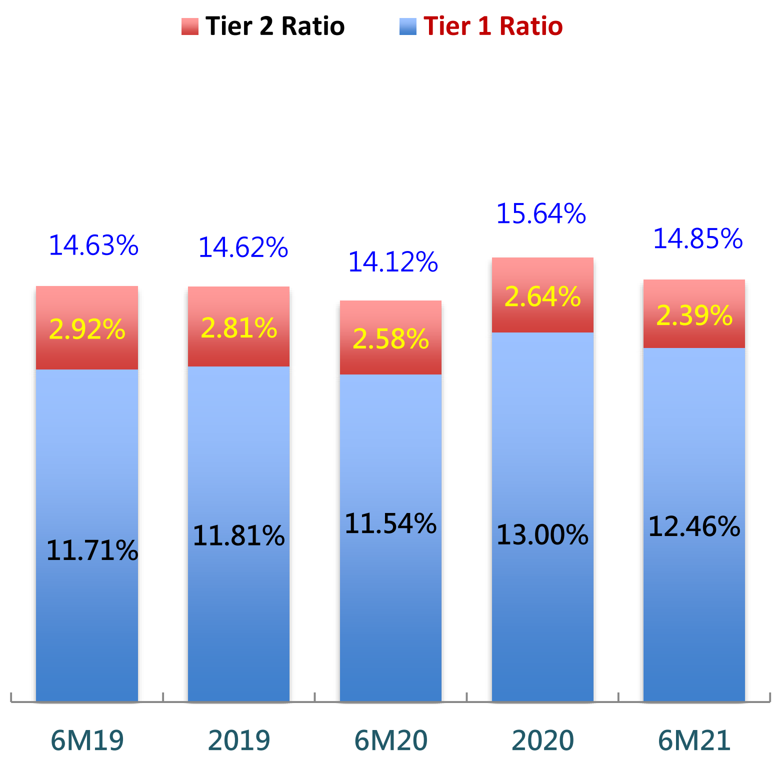
資本適足率

FHC CAR Ratio



Note: 1. Preliminary figures of Jun. 2021
2. BIS of E.SUN Bank standalone

Bank BIS Ratio



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, 9346, 9302
  ir@email.esunbank.com.tw

Appendix 1/6

Balance Sheet of E.SUN FHC and its subsidiaries for 2Q2021

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	180,396	3,159	339	8,752	181,057
Securities, net	951,716	1,422	4,225	132	957,489
Loans, net	1,666,095	0	0	0	1,666,095
A/R, net	96,266	18,621	2	629	114,724
Land, premises and equipments, net	32,677	341	0	6	33,279
Others	44,210	4,223	27	193,587	48,040
Total assets	2,971,360	27,766	4,593	203,106	3,000,684
Liabilities:					
Deposits	2,498,642	0	0	0	2,485,940
Other liabilities	292,522	21,560	53	10,608	322,106
Total liabilities	2,791,164	21,560	53	10,608	2,808,046
Total stockholders' equity	180,196	6,206	4,540	192,498	192,638
Total equity attributable to owners of the company	180,047	6,206	4,540	192,498	192,498
Non-Controlling interests	149	0	0	0	140
Total liabilities and stockholders' equity	2,971,360	27,766	4,593	203,106	3,000,684

Note: Preliminary figures of Jun. 2021

P&L of E.SUN FHC and its subsidiaries for 2Q2021

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	12,236	208	0	(30)	12,416
Net fee income	8,858	1,558	0	0	10,411
Net trading income/(loss) & Derivatives & FX	4,439	177	485	0	5,102
Others	97	74	0	10,408	93
Total Net Revenues	25,630	2,017	485	10,378	28,022
Allowance for bad-debt expenses	(312)	4	0	0	(309)
Operating expenses	(14,687)	(908)	(11)	(83)	(15,579)
Income before income tax	10,631	1,113	474	10,295	12,134
Income tax expenses	(1,642)	(187)	(2)	(47)	(1,878)
Net Income	8,989	926	472	10,248	10,256
Attributable to owners of the company	8,980	926	472	10,248	10,248
Non-controlling interests	9	0	0	0	8

Note: Preliminary figures of Jun. 2021

E.SUN FHC's Balance Sheet (Consolidated)

NT$ million	Yearly Results 2018	Yearly Results 2019	Yearly Results 2020	Quarterly Results Mar 20	Quarterly Results Jun 20	Quarterly Results Sep 20	Quarterly Results Dec 20	Quarterly Results Mar 21	Quarterly Results Jun 21
Assets：									
Cash and due from banks	132,444	128,579	175,722	138,228	180,827	167,787	175,722	142,928	181,057
Securities, net	660,622	742,487	998,478	782,218	779,124	840,680	998,478	994,628	957,489
Loans, net	1,333,277	1,444,322	1,620,374	1,483,179	1,542,228	1,576,579	1,620,374	1,617,494	1,666,095
A/R, net	93,451	113,150	116,686	107,951	113,367	109,452	116,686	109,846	114,724
Land, premises and equipments, net	32,605	33,351	33,291	33,220	33,268	33,163	33,291	36,071	33,279
Others	35,388	36,469	27,194	53,973	48,927	54,014	27,194	27,314	48,040
Total assets	2,287,787	2,498,358	2,971,745	2,598,769	2,697,741	2,781,675	2,971,745	2,928,281	3,000,684
Liabilities:									
Deposits	1,885,885	2,082,070	2,484,605	2,123,453	2,198,597	2,291,068	2,484,605	2,434,369	2,485,940
Other liabilities	241,772	243,107	305,539	298,498	325,828	313,621	305,539	306,387	322,106
Total liabilities	2,127,657	2,325,177	2,790,144	2,421,951	2,524,425	2,604,689	2,790,144	2,740,756	2,808,046
Total stockholders' equity	160,130	173,181	181,601	176,818	173,316	176,986	181,601	187,525	192,638
Total equity attributable to owners of the company	160,014	173,058	181,469	176,693	173,200	176,864	181,469	187,391	192,498
Non-Controlling interests	116	123	132	125	116	122	132	134	140
Total liabilities and stockholders' equity	2,287,787	2,498,358	2,971,745	2,598,769	2,697,741	2,781,675	2,971,745	2,928,281	3,000,684

Note: Preliminary figures of Jun. 2021

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

NT$ million	Yearly Results 2018	Yearly Results 2019	Yearly Results 2020	Quarterly Results 1Q20	Quarterly Results 2Q20	Quarterly Results 3Q20	Quarterly Results 4Q20	Quarterly Results 1Q21	Quarterly Results 2Q21
Operating income									
Net interest income	20,311	19,871	21,339	5,054	5,136	5,354	5,795	6,082	6,334
Fee income	16,371	18,725	19,831	5,026	4,800	4,810	5,195	5,273	5,138
Net trading income/(loss) & Derivatives & FX	12,459	15,629	14,707	3,650	5,001	3,430	2,626	2,306	2,796
Others	288	298	372	234	42	43	53	37	56
Total Net Revenues	49,429	54,523	56,249	13,964	14,979	13,637	13,669	13,698	14,324
Allowance for bad-debt expenses	(3,253)	(1,598)	(3,226)	(347)	(1,166)	(727)	(986)	358	(667)
Operating expenses	(25,839)	(29,855)	(32,494)	(8,024)	(8,018)	(8,004)	(8,448)	(7,817)	(7,762)
Income before income tax	20,337	23,070	20,529	5,593	5,795	4,906	4,235	6,239	5,895
Income tax expenses	(3,254)	(2,950)	(2,481)	(1,050)	(643)	(643)	(145)	(1,032)	(846)
Net Income	17,083	20,120	18,048	4,543	5,152	4,263	4,090	5,207	5,049
Income Attributable to owners of the company	17,069	20,105	18,027	4,541	5,149	4,256	4,081	5,205	5,043
Non-Controlling interests	14	15	21	2	3	7	9	2	6

Note: Preliminary figures of Jun. 2021

Appendix 5/6

E.SUN Bank's Balance Sheet (Consolidated)

NT$ million	Yearly Results			Quarterly Results					
	2018	2019	2020	Mar 20	Jun 20	Sep 20	Dec 20	Mar 21	Jun 21
Assets：									
Cash and due from banks	132,378	128,432	175,678	138,131	180,704	167,699	175,678	142,869	180,396
Securities, net	656,564	737,525	970,129	777,982	773,921	835,123	970,129	969,116	951,716
Loans, net	1,333,277	1,444,322	1,620,374	1,483,179	1,542,228	1,576,579	1,620,374	1,617,494	1,666,095
A/R, net	85,317	103,686	102,012	100,761	102,814	99,905	102,012	94,333	96,266
Land, premises and equipments, net	31,950	32,725	32,689	32,611	32,663	32,570	32,689	35,473	32,677
Others	32,851	34,320	46,097	51,276	46,098	45,715	46,097	43,391	44,210
Total assets	2,272,337	2,481,010	2,946,979	2,583,940	2,678,428	2,757,591	2,946,979	2,902,676	2,971,360
Liabilities:									
Deposits	1,886,850	2,083,226	2,486,232	2,125,245	2,208,996	2,292,727	2,486,232	2,435,886	2,498,642
Other liabilities	227,217	226,694	282,949	283,895	299,276	291,216	282,949	284,233	292,522
Total liabilities	2,114,067	2,309,920	2,769,181	2,409,140	2,508,272	2,583,943	2,769,181	2,720,119	2,791,164
Total stockholders' equity	158,270	171,090	177,798	174,800	170,156	173,648	177,798	182,557	180,196
Total equity attributable to owners of the company	158,147	170,959	177,657	174,666	170,033	173,518	177,657	182,414	180,047
Non-Controlling interests	123	131	141	134	123	130	141	143	149
Total liabilities and stockholders' equity	2,272,337	2,481,010	2,946,979	2,583,940	2,678,428	2,757,591	2,946,979	2,902,676	2,971,360

Note: Preliminary figures of Jun. 2021

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

NT$ million	Yearly Results			Quarterly Results					
	2018	2019	2020	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21
Operating income									
Net interest income	20,031	19,657	21,095	4,991	5,088	5,288	5,728	6,001	6,235
Fee income	15,359	17,712	18,044	4,671	4,393	4,290	4,690	4,598	4,260
Net trading income/(loss) & Derivatives & FX	12,485	15,297	13,593	4,107	4,075	3,153	2,258	1,746	2,693
Others	314	302	383	236	48	45	54	39	58
Total Net Revenues	48,189	52,968	53,115	14,005	13,604	12,776	12,730	12,384	13,246
Allowance for bad-debt expenses	(3,209)	(1,603)	(3,241)	(354)	(1,166)	(736)	(985)	355	(667)
Operating expenses	(24,653)	(28,652)	(30,885)	(7,677)	(7,639)	(7,528)	(8,041)	(7,437)	(7,250)
Income before income tax	20,327	22,713	18,989	5,974	4,799	4,512	3,704	5,302	5,329
Income tax expenses	(3,204)	(3,054)	(2,501)	(936)	(755)	(622)	(188)	(881)	(761)
Net Income	17,123	19,659	16,488	5,038	4,044	3,890	3,516	4,421	4,568
Attributable to owners of the company	17,108	19,643	16,465	5,036	4,041	3,883	3,505	4,419	4,561
Non-controlling interests	15	16	23	2	3	7	11	2	7

Note: Preliminary figures of Jun. 2021