玉山金控 E.SUN FHC

玉山金控 2010年第3季法說會

2010.11. 26

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Agenda

- 9M 10 Financial Performance
- Business Operating Overview
- Appendix- P&L and Balance Sheet

全球總體經濟概況

• 寬鬆貨幣效果有限，全球景氣復甦待努力

- '10下半年起美歐等地區消費、就業及生產等經濟指標表現轉差，其央行持續甚至擴大寬鬆貨幣政策，顯示全球景氣復甦未如預期好轉，而過度寬鬆貨幣亦將加劇金融市場波動，不利景氣復甦。
- 美國：9月失業率仍達9.6%，非農就業人口6月起連四個月減少，消費信心雖近50臨界點，仍低於前波景氣80的水準，顯示終端需求力道仍嫌不足。
- 歐元區：近期債信危機逐漸平息，但經濟基本面除德國外，其餘地區表現仍差，另'11年主權債務到期也將影響後續景氣的復甦。
- 中國：政策持續調控，經濟成長速度逐季減緩走穩，擴大內需調整經濟結構為未來發展主軸。

• 台灣經濟外熱內溫將轉溫和成長

- 9月外銷訂單359.8億美元，連續2個月創歷史新高；'07年底迄今，新台幣升值約5%，相對日圓升值近3成、韓圜貶值逾2成，國內經濟可能因日圓飆漲而受益。
- 惟內需尚未熱絡，且國際經濟基本面仍弱，經濟部也表示，部份廠商對歐美聖誕節買氣轉趨謹慎，對外出口成長力道可能轉弱，經濟前景樂觀中帶有不確定性。

玉山金近期大事一覽表

2010.11.12	玉山金董事會通過決議，俟主管機關備查後，與浙商銀行簽署合作意向書
2010.11.1	玉山銀行榮獲遠見雜誌「傑出服務獎」金融銀行業第一名
2010.11.1	玉山金控榮獲金融研訓院所第五屆台灣傑出金融業務菁業獎～「最佳社會責社獎」
2010.10.4	玉山銀行榮獲中華民國銀行公會頒發全國性繳費(稅)業務「全國繳費網交易總筆數龍騰獎」，及金融XML「業務推廣獎」、金融XML「業務穩定獎」

玉山金控概況簡表

		09/2010	2009
Total Assets	FHC	1,016,217	942,318
	Bank	1,006,686	934,797
	Securities	7,495	5,903
	Insurance Brokers	615	453
	Venture Capital	1,730	1,666
Distribution Channels	Bank-Domestics	122	122
	Oversea Branch Repo Office	HK, LA Branch, Donggaun and Vietnam	
	Securities-Branch*	17	16
	Securities-CS Counters	59	51
Shareholder Structure	QFII	40.71%	32.82%
Financials	Book Value	14.33	14.30
	Double Leverage Ratio	109.42%	109.78%
	Capital Adequacy Ratio	123.64%	116.28%

Note: E.SUN Securities' branch and CS counters are latest figures.

玉山金 9M10 財務績效

• Maintain growth driver for net revenue

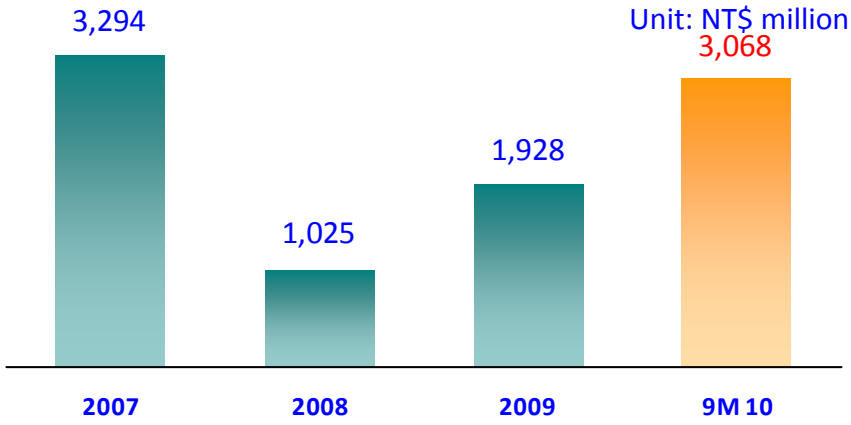
- For 9M 10, E.SUN FHC reported a net profit of NT$ 3,068 million, equivalent to NT$0.81 in EPS, an significant improvement of 112% growth compare to 9M 09.
- Fee income businesses led by Wealth Management and Credit Card have shown a strong momentum, contributing 31.7% of total net revenue, a QoQ growth of 6.6% and a YoY growth of 50.8%.
- Benefited from the adjustment of deposit and loan portfolio mix, E.SUN has seen a 3bp increase in the NIM, which leads to a QoQ growth of 5.7% and YoY growth of 36.4% in Net Interest Income.
- In addition to strong revenue growth, E.SUN has carefully managed its overall expense. Cost-income ratio has been lowered from 67.7% of 2009 to 55.4% of 9M 10.

• Maintain Asset Quality in a Superior Level

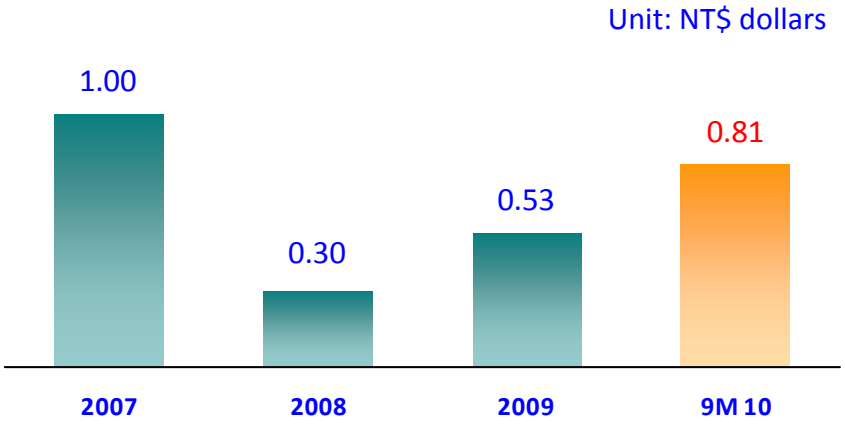
- All product lines have shown improvement on their asset quality. The overall NPL ratio has been lowered from 0.45% of June to 0.39% of Sep. 2010
- Further strengthening the coverage ratio from 137.9% of June to 150.2% of Sep. 2010
- Maintain a comfortable level of capital adequacy at 11.48% BIS ratio and 8.20% Tier 1 ratio.

玉山金獲利情形

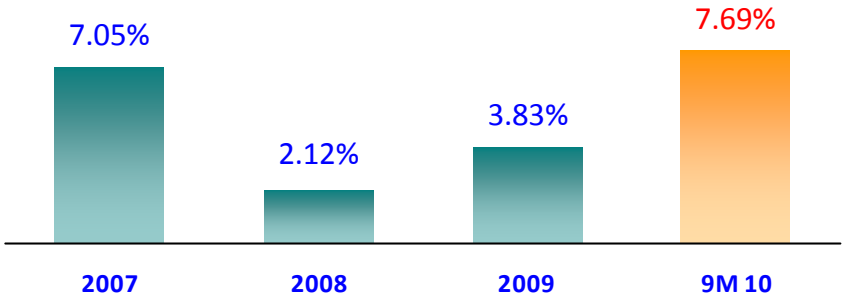
Net profit



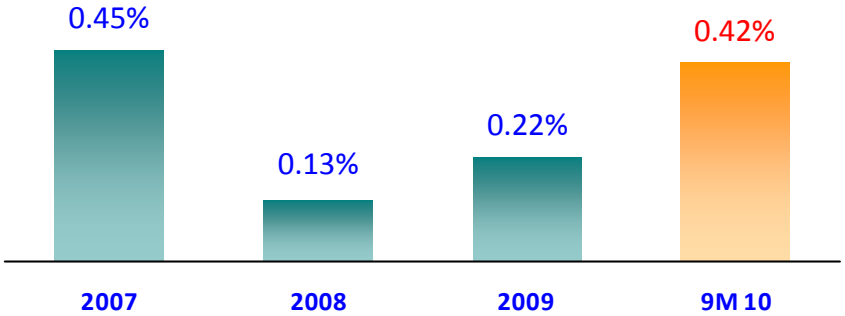
EPS



ROE

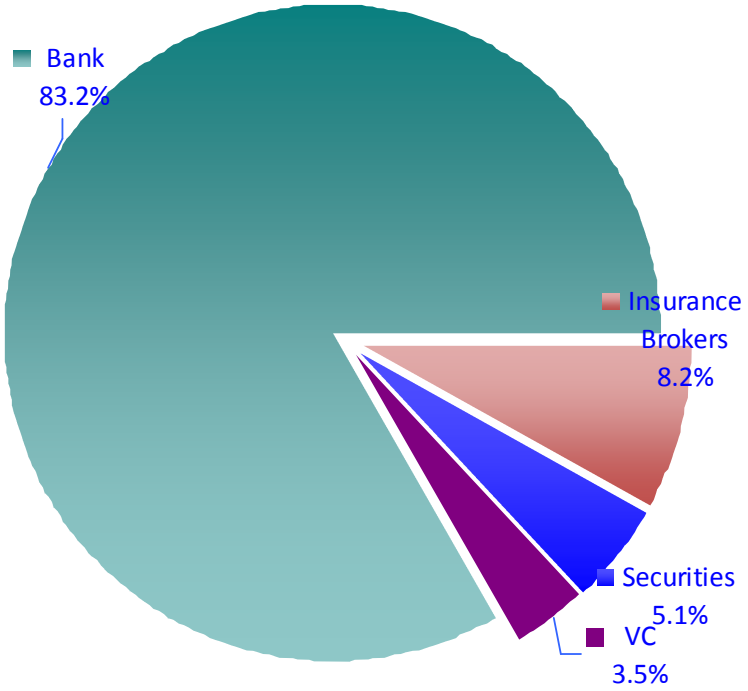


ROA



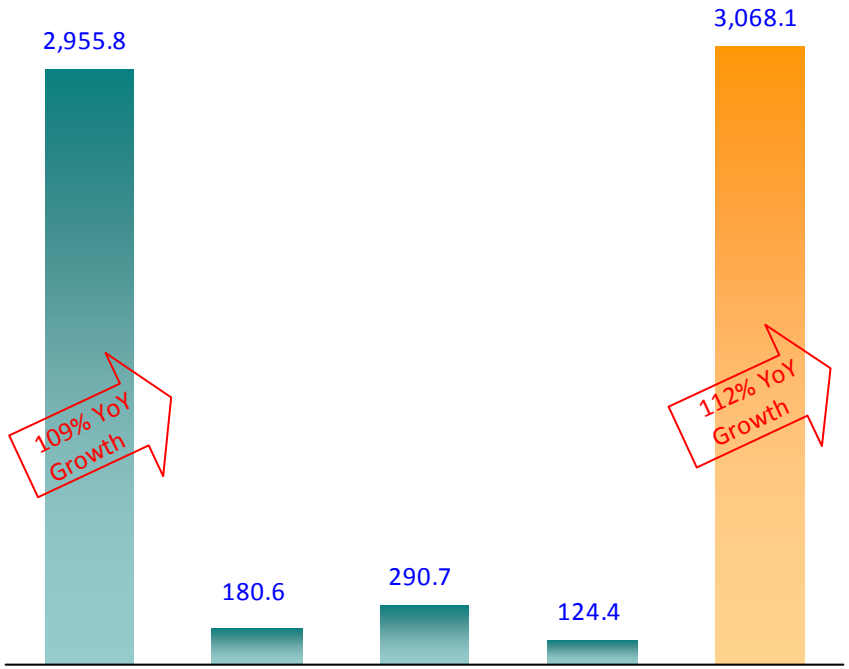
玉山金獲利結構

Contribution by Subsidiaries



Net Income of FHC and its Subs

Unit: NT$ million



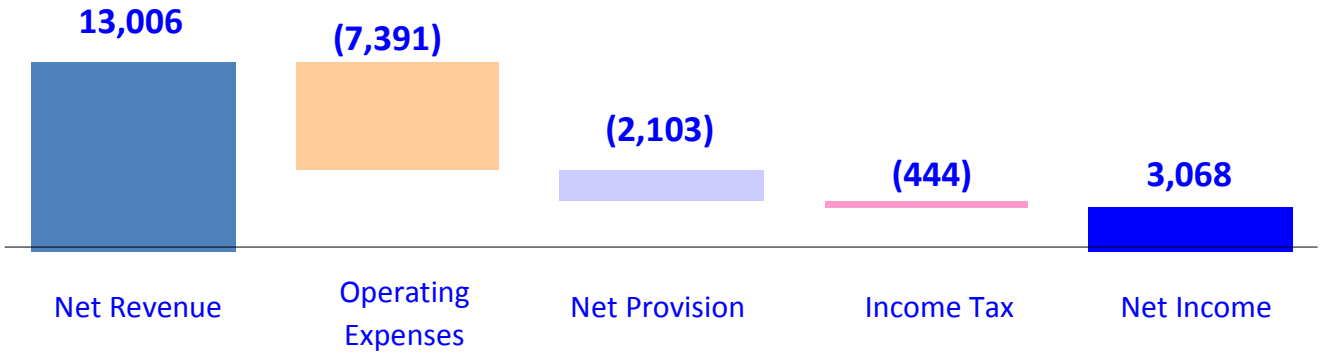
	Bank	Securities	Insurance Broker	VC	FHC
EPS(NT$)	0.84	0.59	25.73	0.83	0.81

Note: Audit Figures of Sep.2010

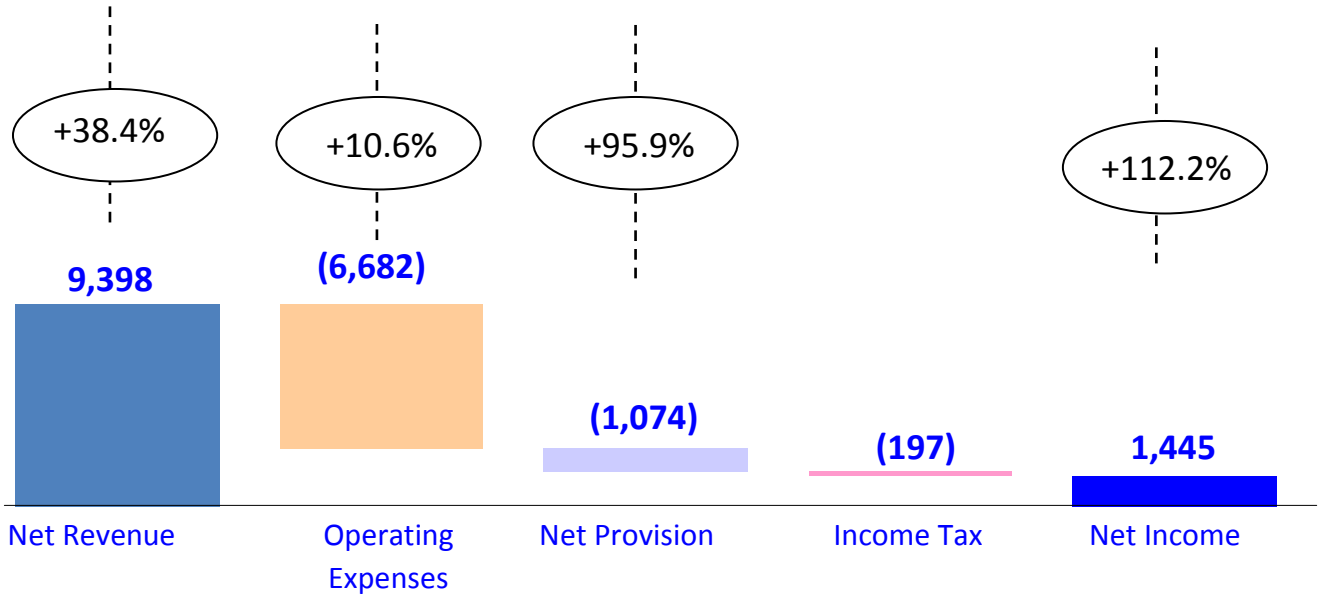
與去年同期獲利比較

9M 10 P&L

Unit: NT$ million



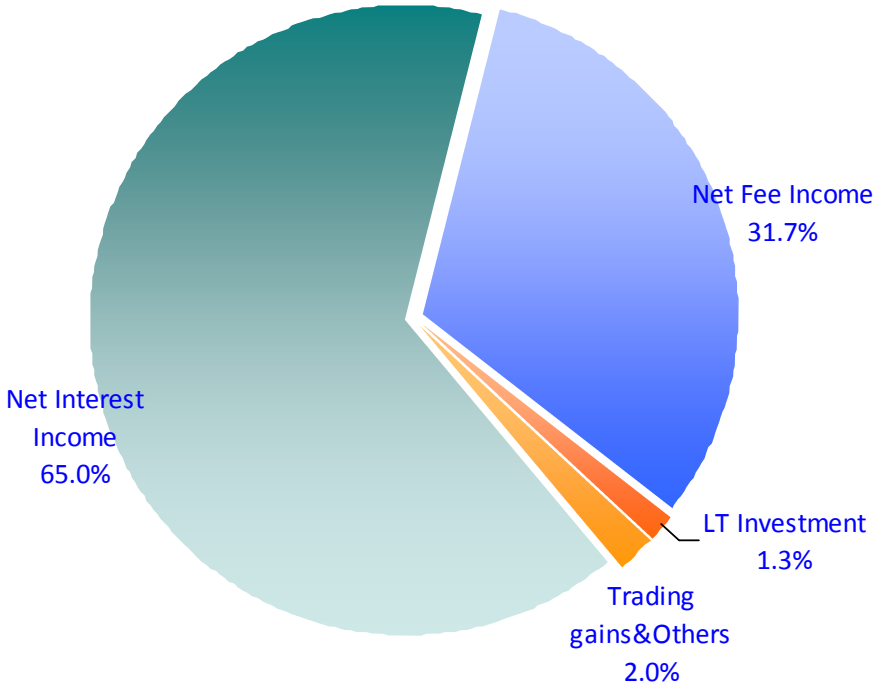
9M 09 P&L



Note: Audited Figures of Sep.2010

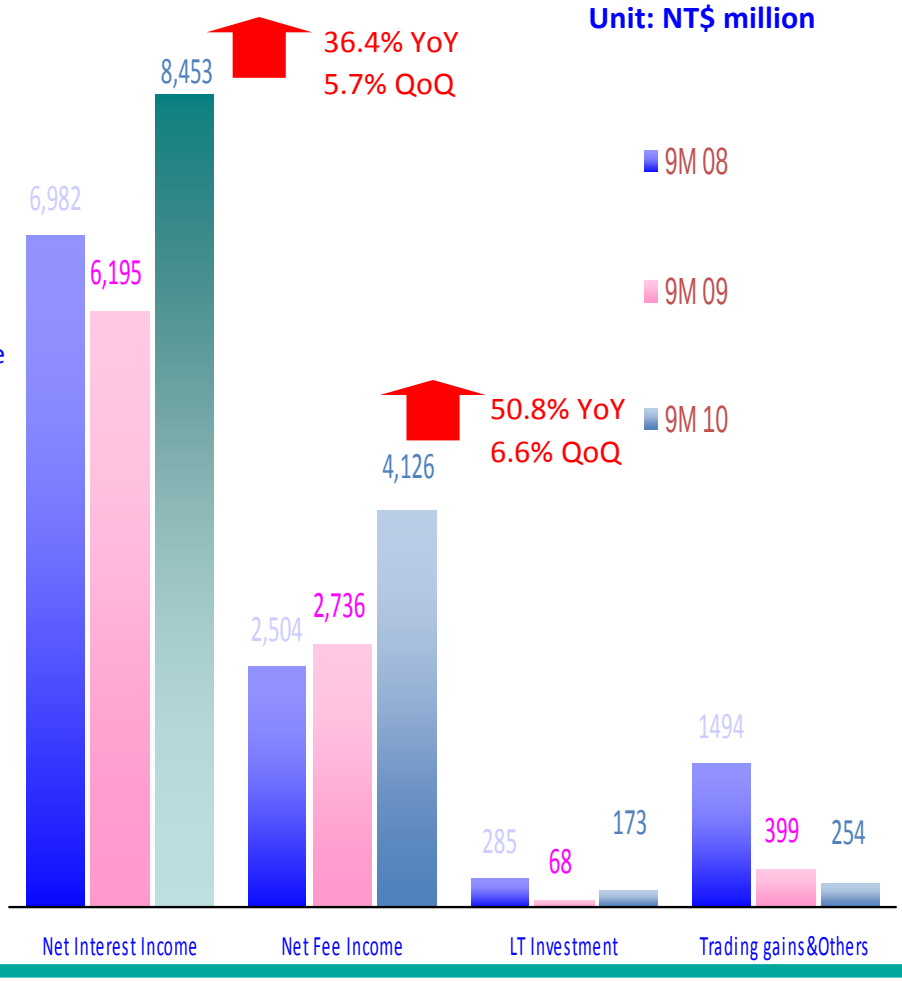
玉山金淨收益結構

Total Net Operating Revenue
NT$ 13,006 mm

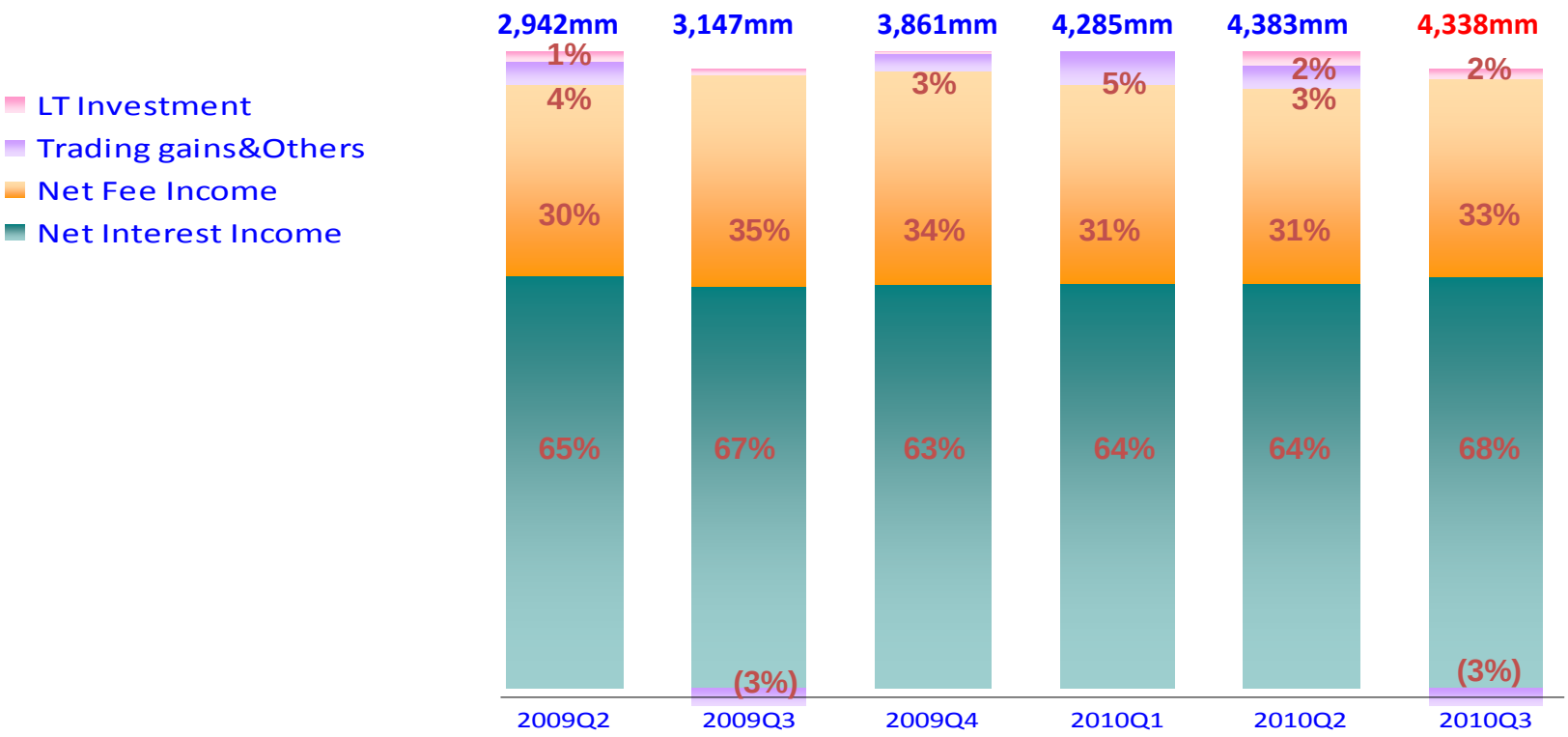


Note: Audited Figures of Sep. 2010

YoY Revenue Comparison



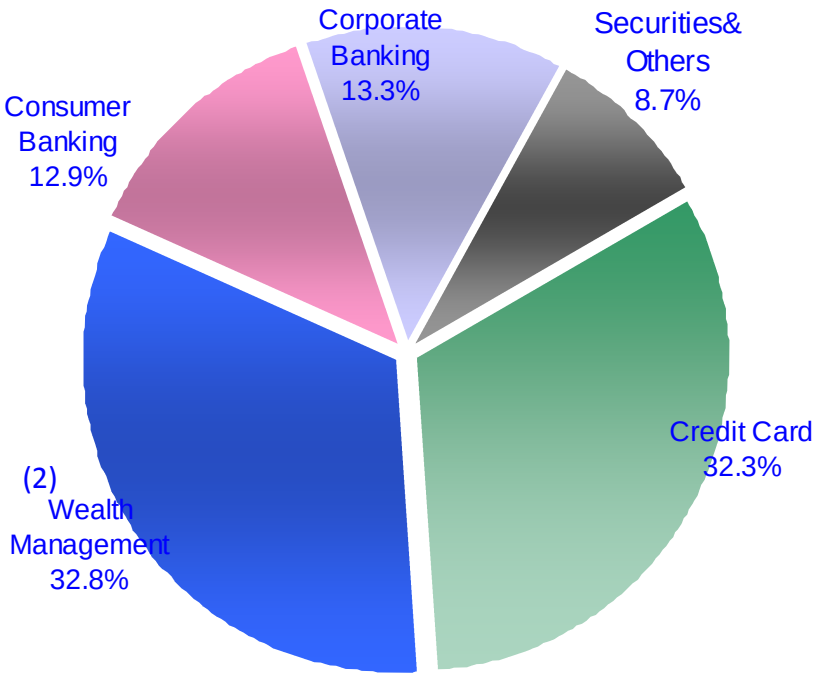
玉山金淨收益結構/季



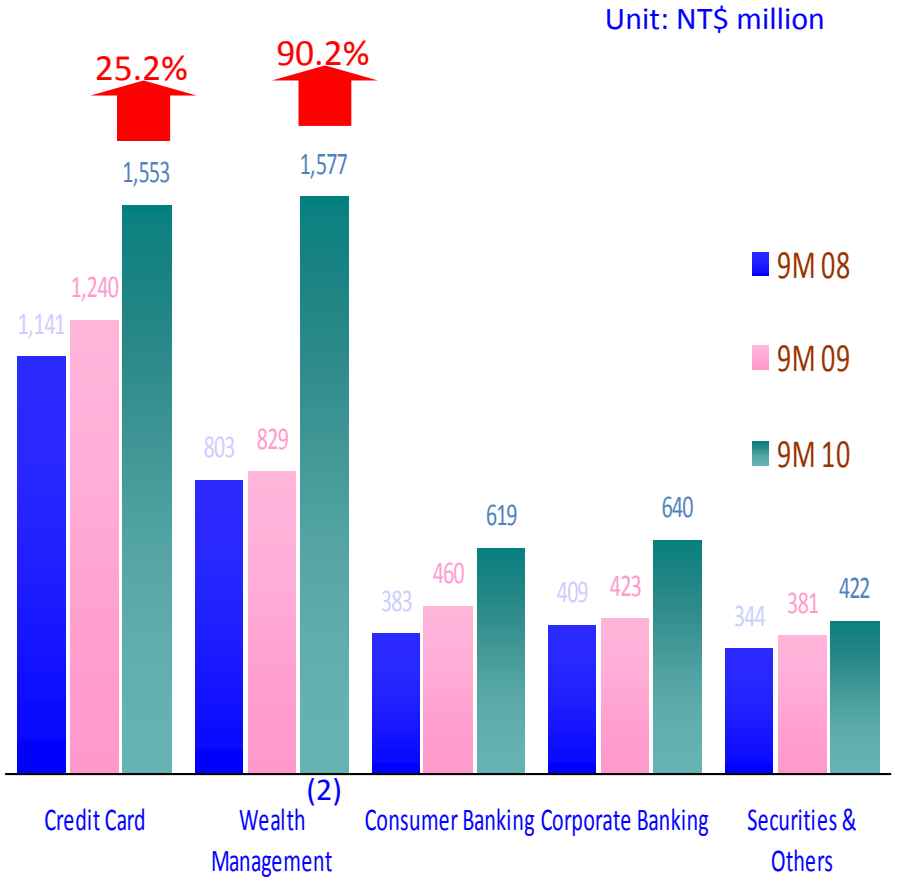
Note: Audit Figures of Sep.2010

玉山金控手續費結構

Total Gross Fee Income
NT$ 4,811 mm



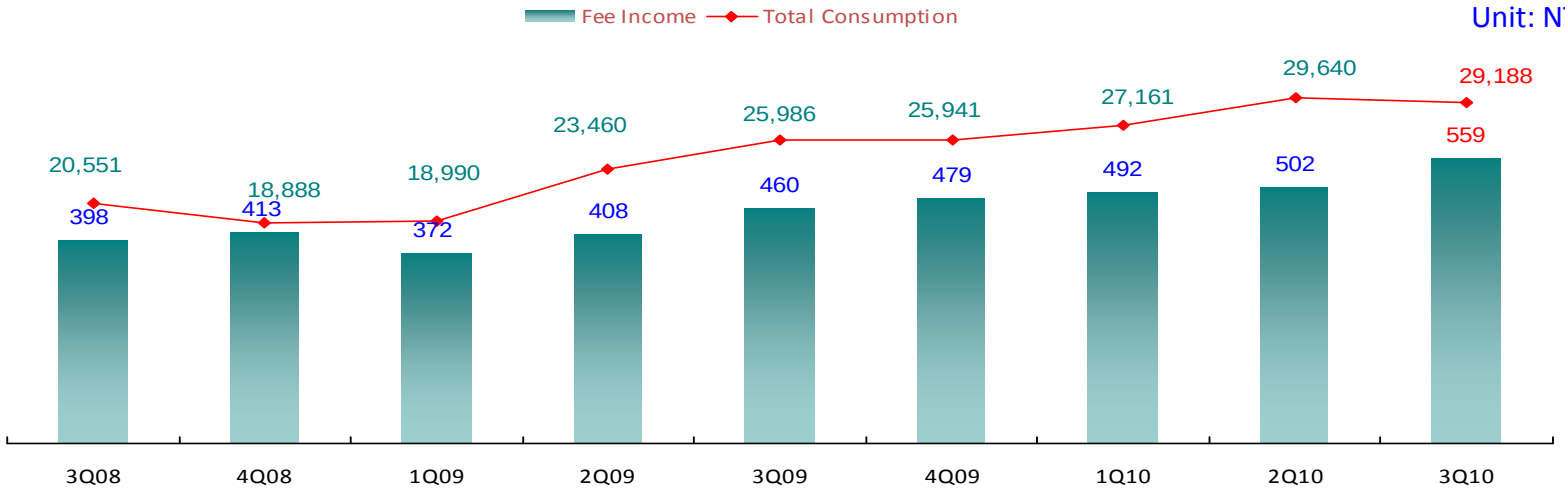
YoY Gross Fee Comparison

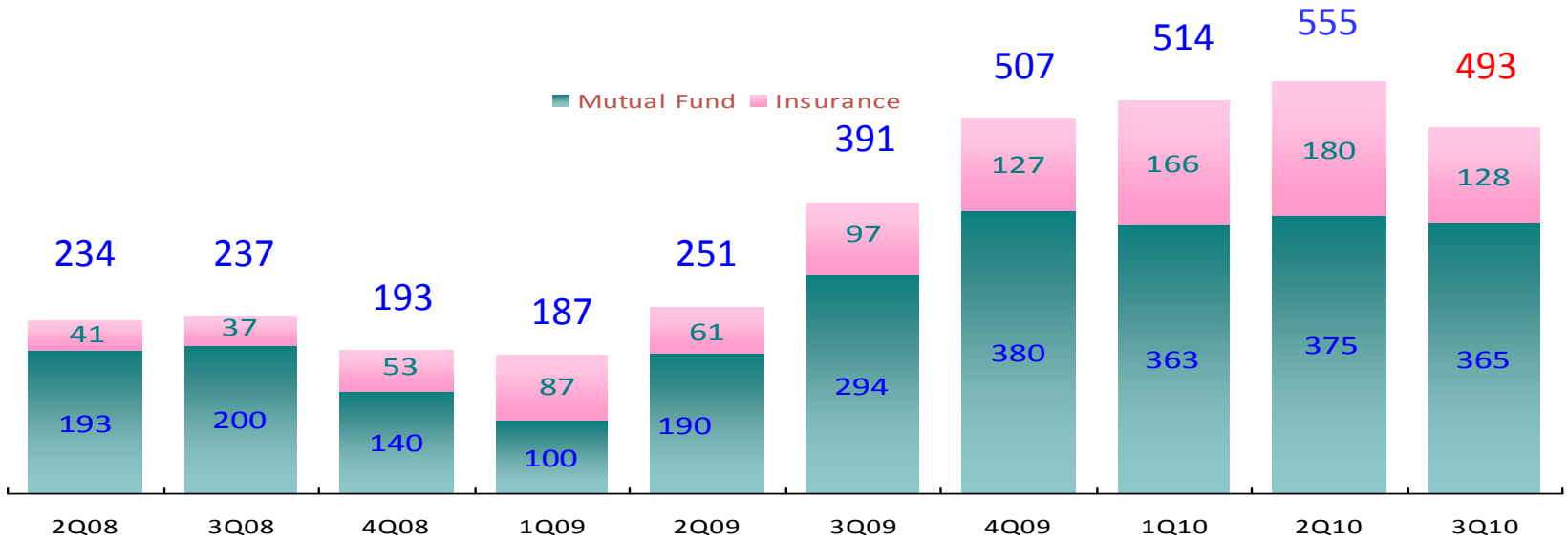


Note: 1.Audited Figures of Sep. 2010

2. Including Bancassurance fee from E.SUN Insurance Broker

信用卡及財富管理手續費分析





主要存放款業務比較

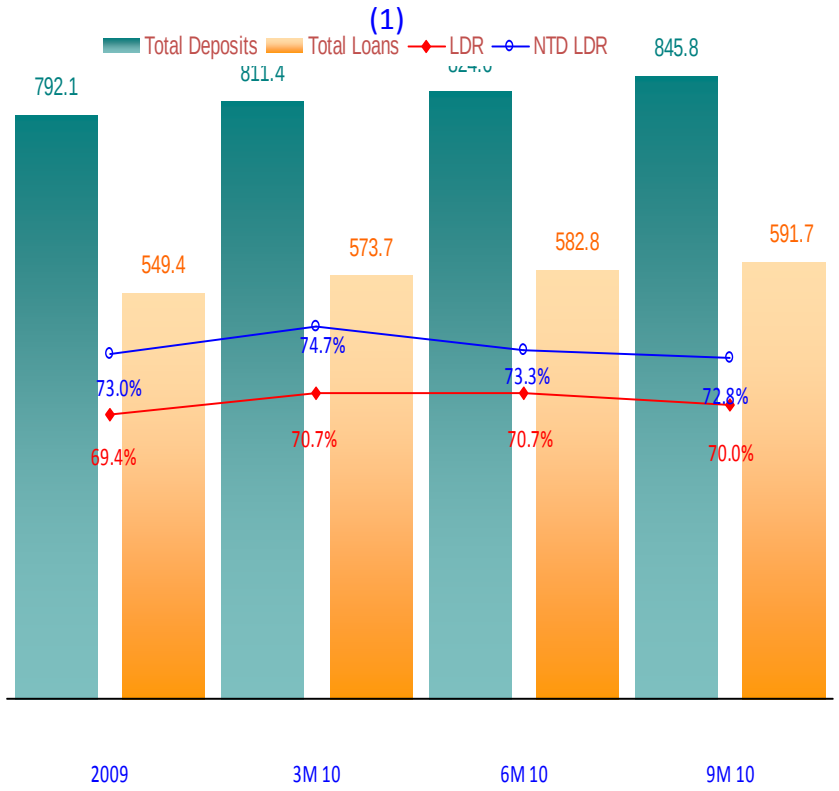
Unit: NT$ Bn

Products	9M 10	QoQ Growth %	6M 10	2010 Growth %	2009
Total Deposits	845.7	2.6%	824.6	6.8%	792.1
Demand Deposits	344.8	4.4%	330.2	12.1%	307.7
Total Loans (1)	591.7	1.5%	582.8	7.7%	549.4
Corporate Loans	251.1	4.2%	240.9	10.7%	226.8
SME Loans	130.5	5.3%	123.9	15.9%	112.6
Consumer Loans	340.6	(0.4%)	341.9	5.6%	322.6
Mortgage Loan	256.1	0.9%	253.7	0.4%	254.9
Credit Cards in Circulation('000s)	2,575	0.3%	2,567	4.8%	2,457
Accumulated Credit Card Spending	85.6	N.A.	56.6	N.A.	94.4
Credit Card Revolving Balance	18.4	0.5%	18.3	2.2%	18.0

Note: 1.Exclude credit card revolving balance
2.Financials of E.SUN Bank

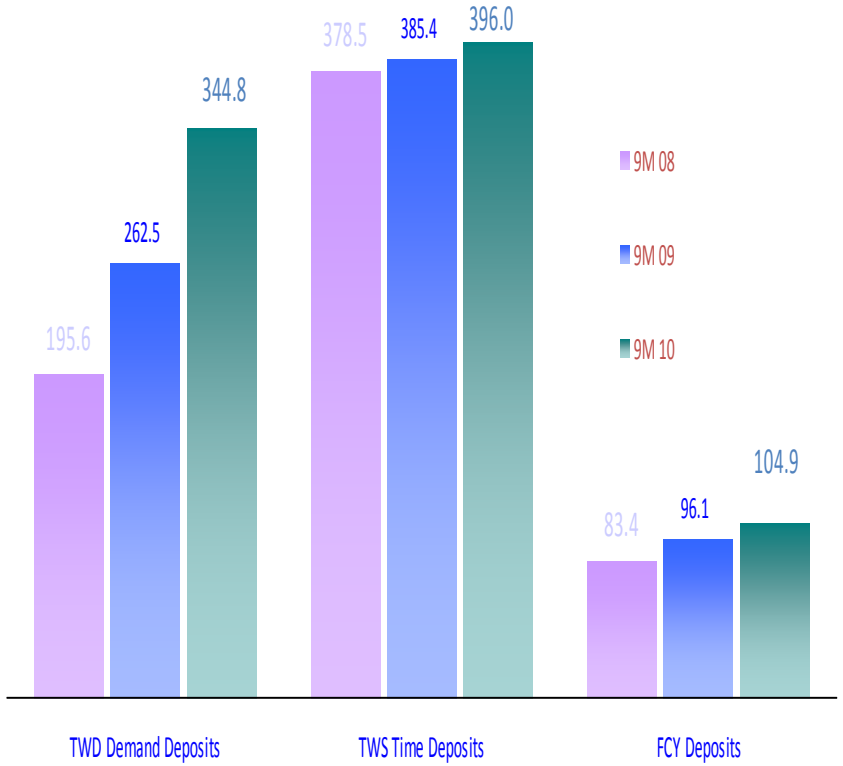
存款結構分析

Loan to Deposit Ratio(1)



Deposit Structure

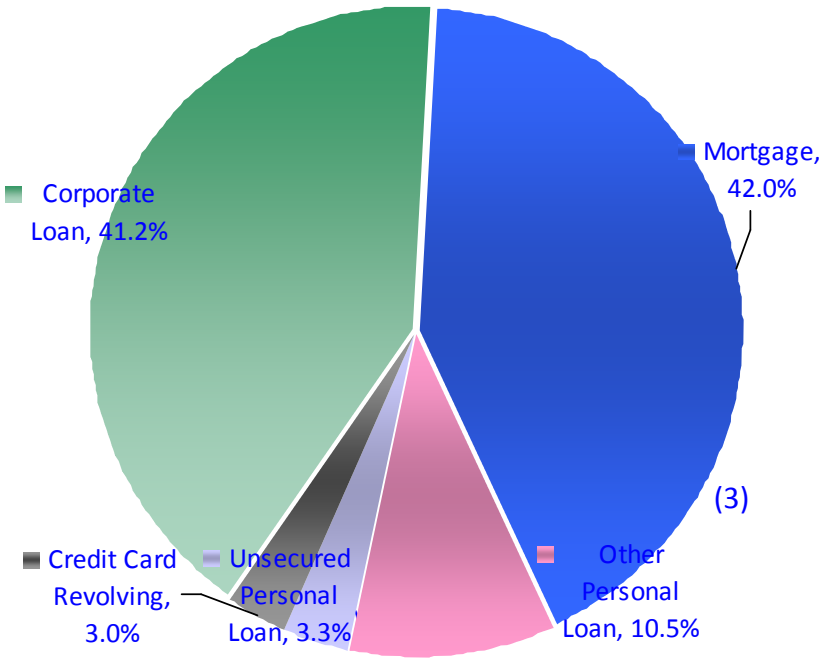
Unit: NT$ Bn



Note: 1.Excluding Credit card revolving balance
2. Financials of E.SUN Bank

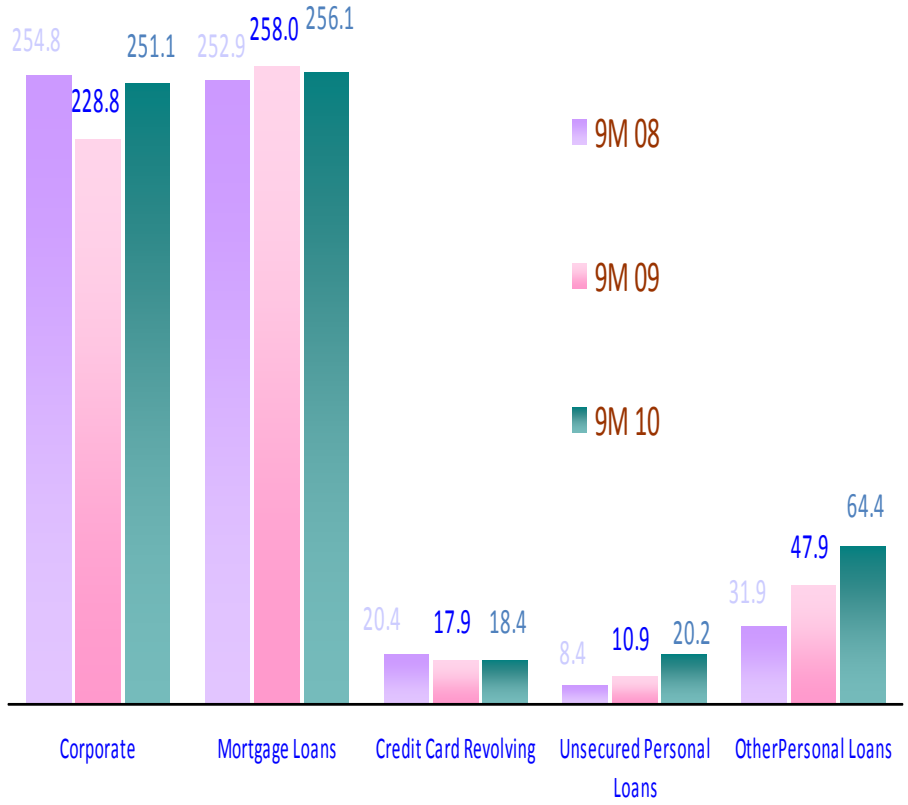
放款結構分析

Total Loan Portfolio (1)
NT$ 610.1 Bn



YoY Loan Portfolio Comparison

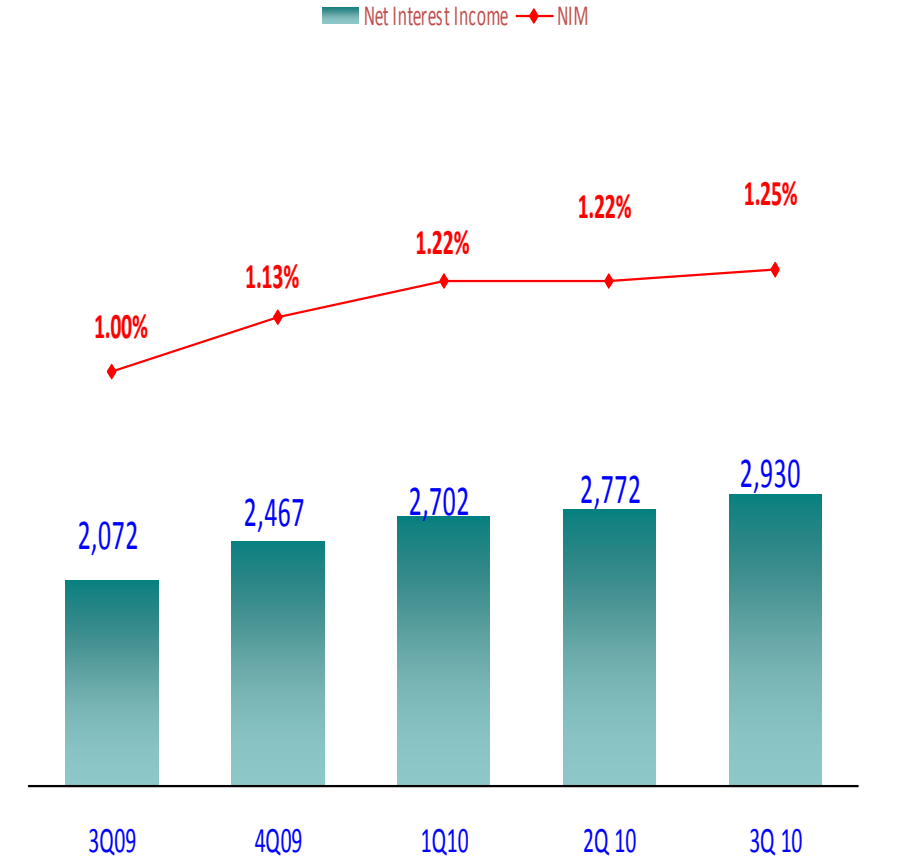
Unit: NT$ Bn



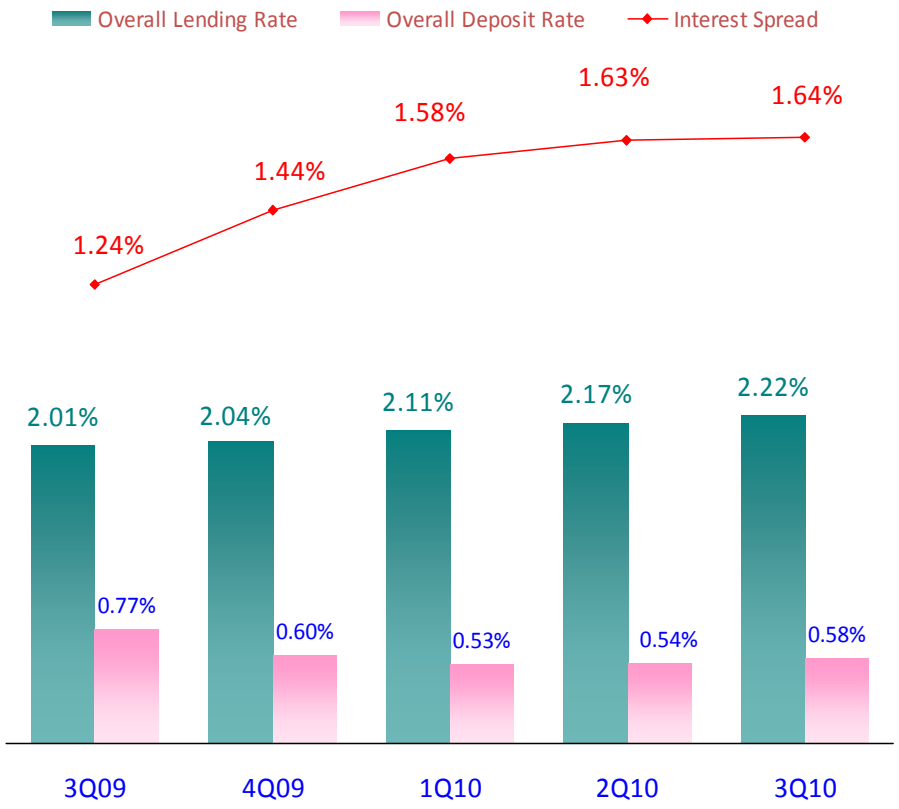
Note: 1.Include Credit Card Revolving balance
2.Unsecured Personal Loan, Include Cash card balance
3.Other Personal Loan, which is fully collateralized.
4. As of Sep. 2010

NIM and Spread

Quarterly Net Interest Income



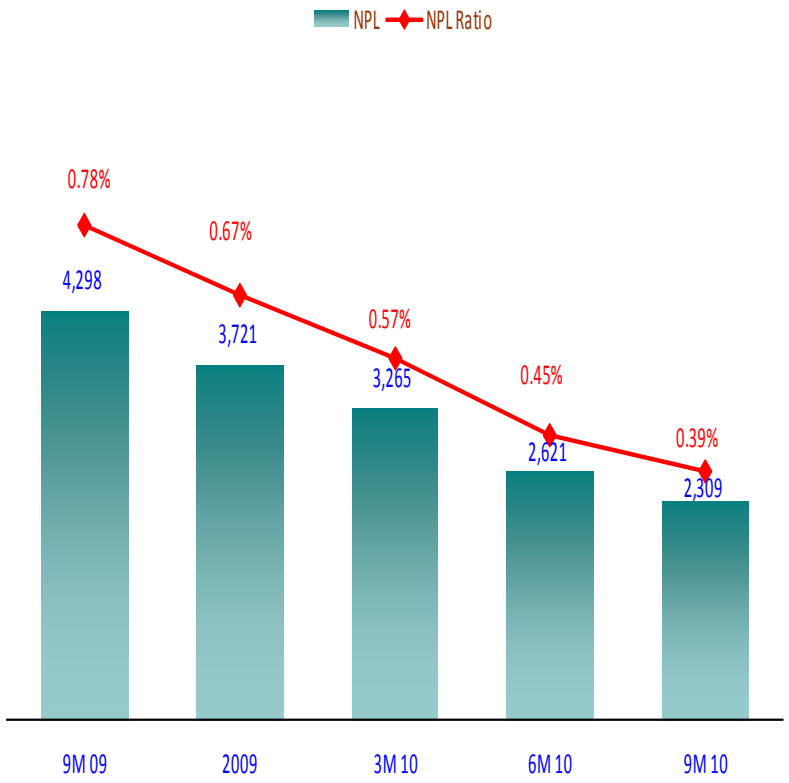
Quarterly Interest Spread



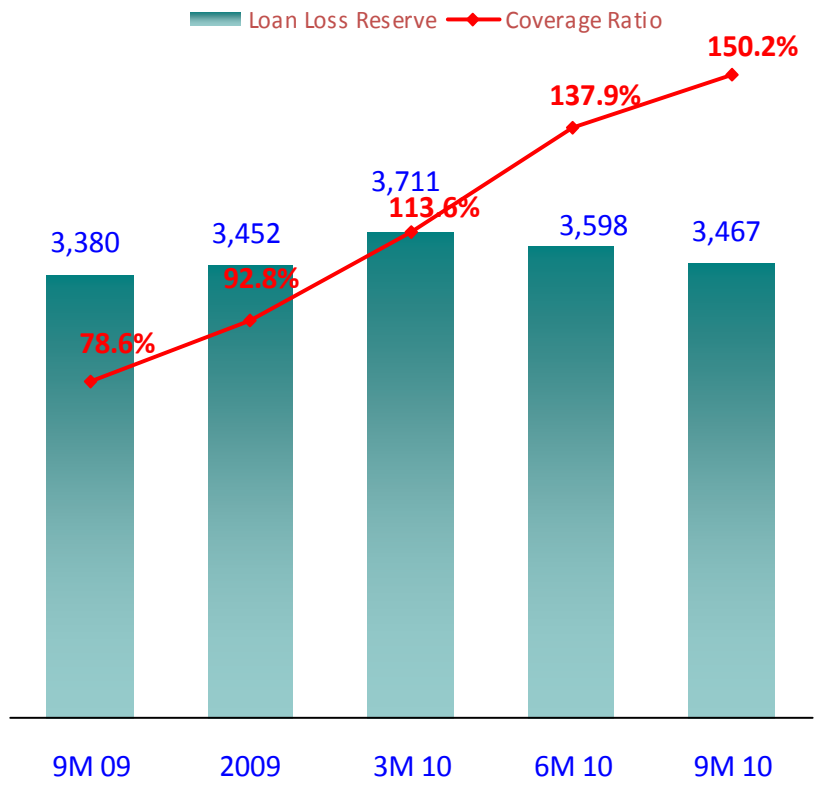
Note: Financials of E.SUN Bank

資產品質保持良好 1/3

NPL Ratio(%)



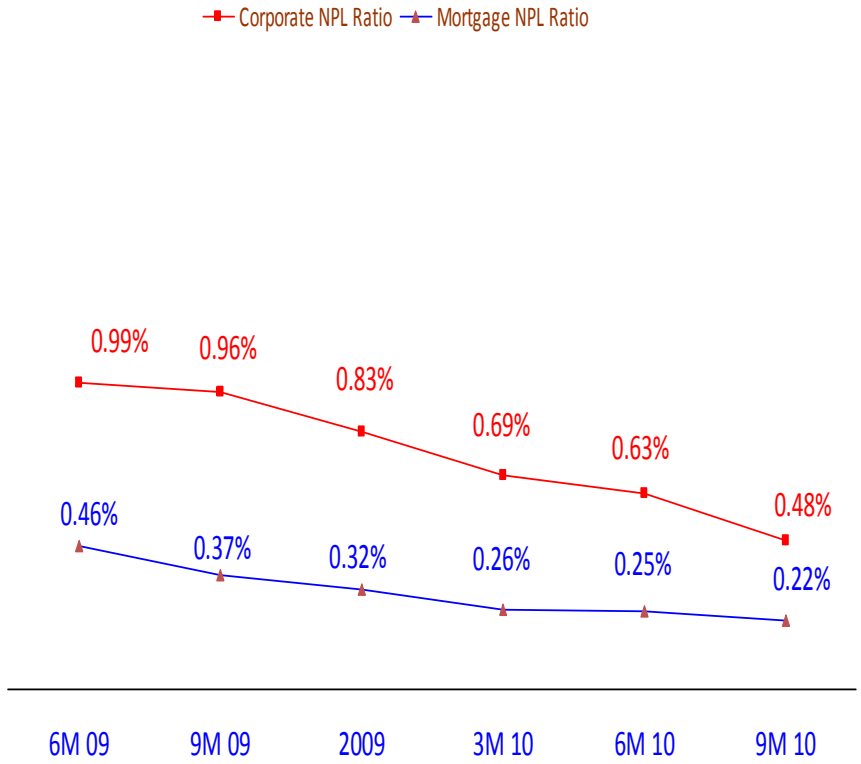
Coverage Ratio(%)



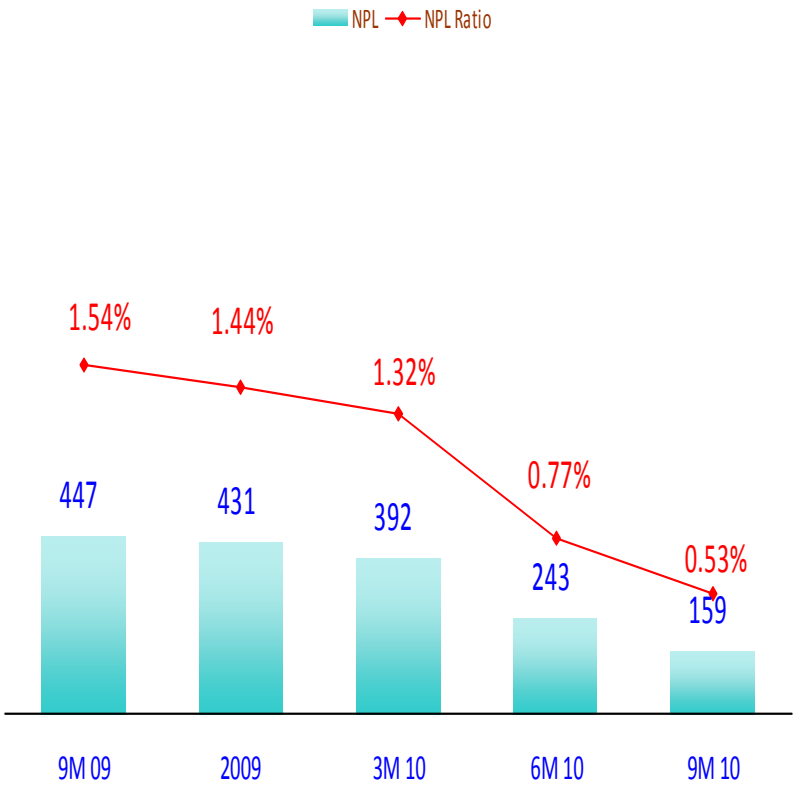
Note: .1. Financials of E.SUN Bank

資產品質保持良好 2/3

NPL Ratio for Major Products



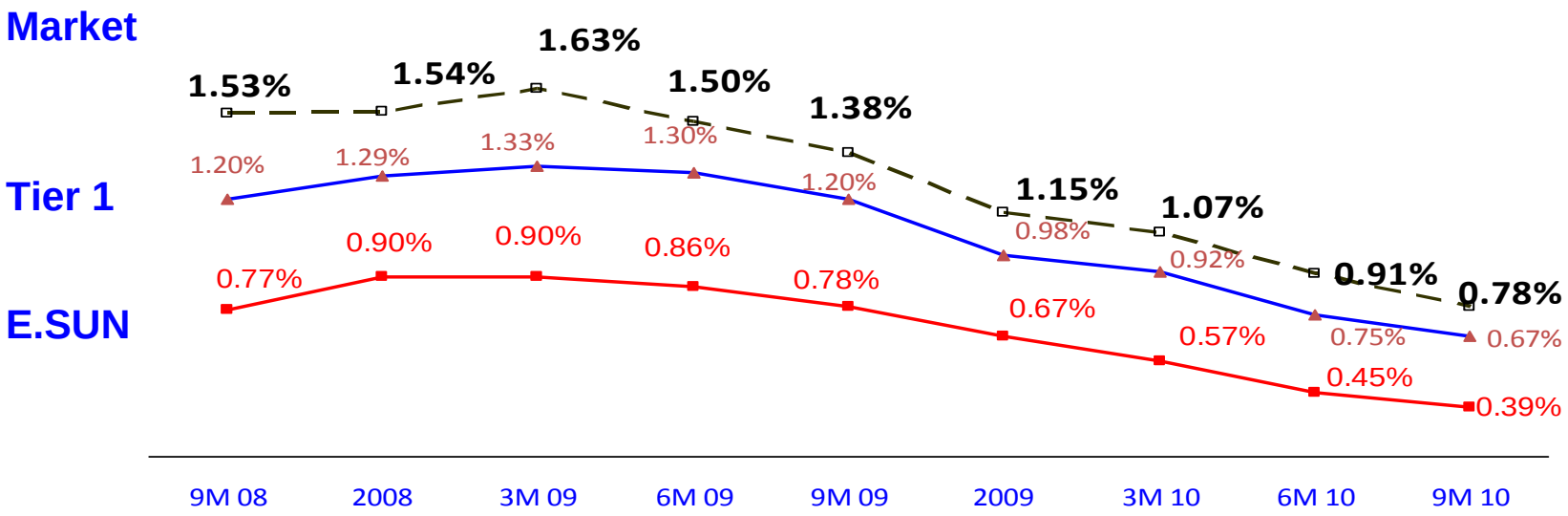
NPL Ratio for Credit Card



Note: .1. Financials of E.SUN Bank

資產品質保持良好 3/3

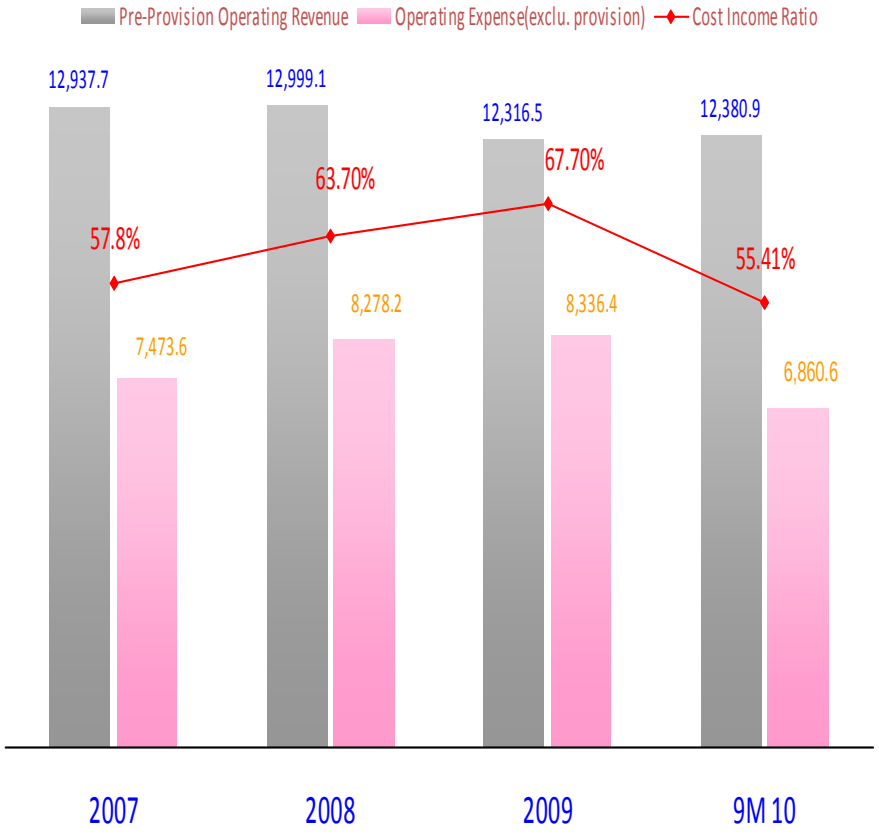
NPL Comparison with Tier 1 players and the Market

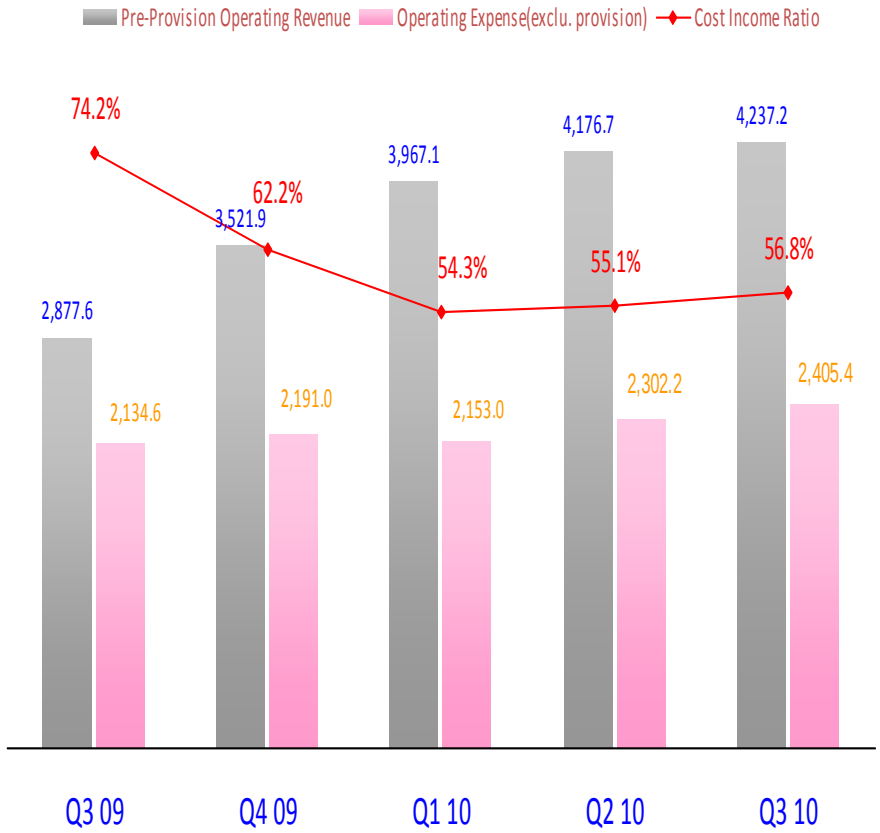


Note: 1. Source : FSC
2. Tier 1 group include Taishin, Chinatrust, Cathay, Fubon, Shanghai, First, Hua-nan, CHB, Mega and Sinopac

成本效率比

Unit: NT$ million

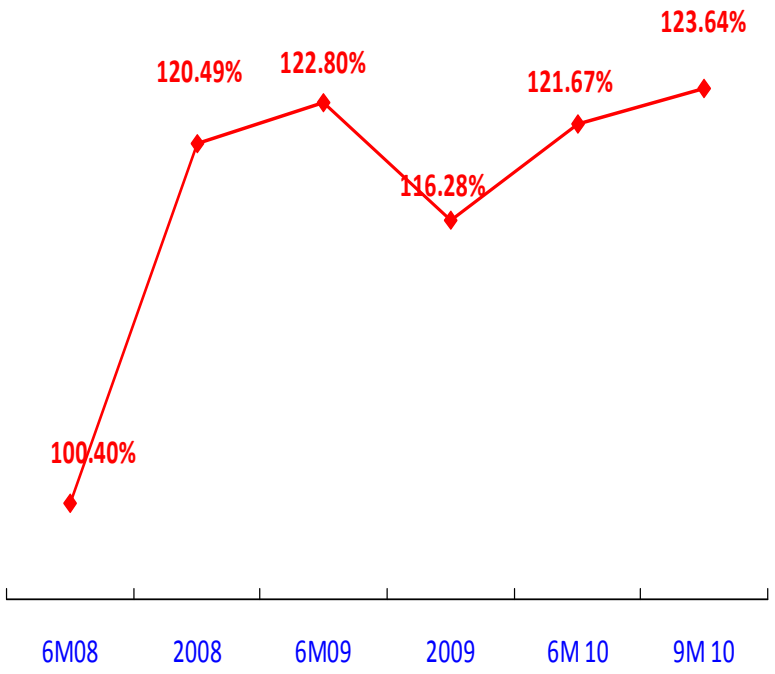




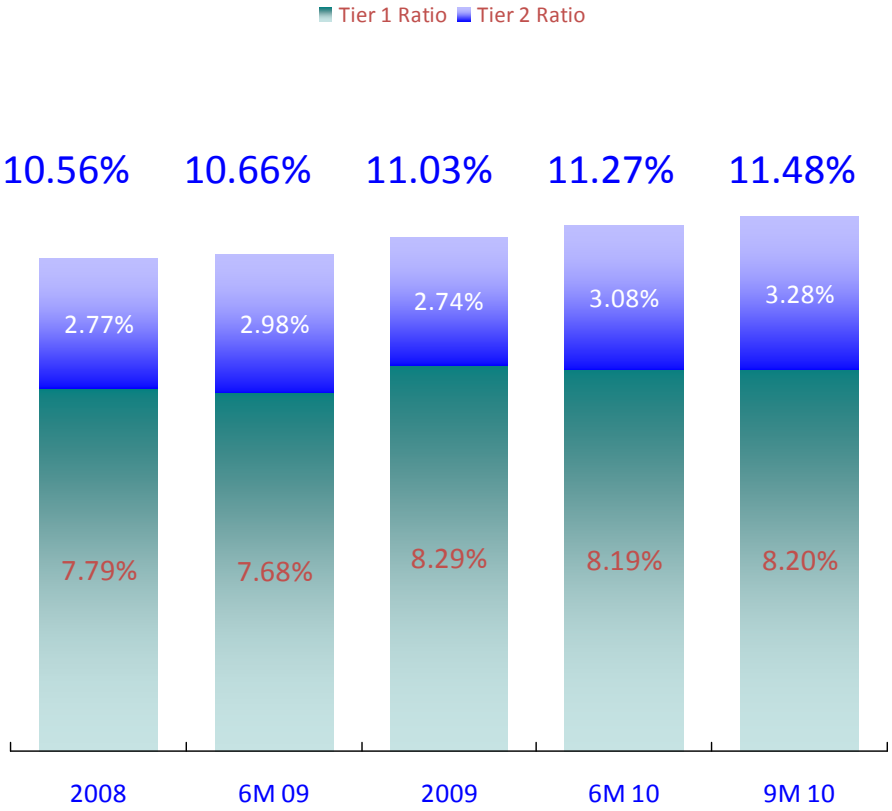
Note: 1. Audited Figures of Sep. 2010
2. Financials of E.SUN Bank

資本適足率

FHC CAR Ratio



Bank BIS Ratio



敬請指導

敬祝　健康快樂

萬事如意

E.SUN of Taiwan, as E.SUN of the World.

Appendix 1/6

Balance Sheet of 9M 10 for E.SUN FHC and its subsidiaries

NT$ million	E.SUN Bank	E.SUN Sec. (Consolidated)	E.SUN IB	E.SUN VC	E.SUN FHC (Standalone)	E.SUN FHC (consolidated)
Assets：						
Cash and due from banks	47,063	201	165	263	7,076	47,094
Securities, net	308,454	918	410	1,445	-	309,909
Loans, net	592,761	-	-	-	-	592,761
A/R, net	34,570	4,972	38	-	936	39,916
LT investments, net	-	-	-	-	59,634	-
Land, premises andequipments, net	13,855	265	-	-	-	14,120
Others	9,983	1,139	2	22	18	12,417
Total assets	1,006,686	7,495	615	1,730	67,664	1,016,217
Liabilities:						
Deposits	831,224	-	-	-	-	823,507
Other liabilities	121,531	3,977	142	17	13,149	138,195
Total liabilities	952,755	3,977	142	17	13,149	961,702
Total stockholders' equity	53,931	3,518	473	1,713	54,515	54,515
Total liabilities andstockholders' equity	1,006,686	7,495	615	1,730	67,664	1,016,217

Appendix 2/6

P&L of E.SUN FHC and its subsidiaries for 9M 10

NT$ million	E.SUN Bank	E.SUN Sec. (Consolidated)	E.SUN IB	E.SUN VC	E.SUN FHC (Standalone)	E.SUN FHC (consolidated)
Operating income						
Net interest income	8,404	186	3	1	(141)	8,453
Fee income	3,271	453	459	-	-	4,126
LT investment income	0	-	-	-	3,552	0
Net trading income/(loss) & Derivatives & FX	547	(4)	-	138	(422)	183
Others	159	90	1	1	24	244
Total Net Revenues	12,381	725	463	140	3,013	13,006
Allowance for bad-debt expenses	(2,099)	-	-	-	-	(2,103)
Operating expenses	(6,861)	(501)	(112)	(7)	(79)	(7,391)
Income before income tax	3,421	224	351	133	2,934	3,512
Income tax expenses	(465)	(43)	(60)	(9)	134	(444)
Net Income	2,956	181	291	124	3,068	3,068

Appendix 3/6

E.SUN FHC's Balance Sheet (Consolidated)

NT$ million	2007	2008	2009	Sep 09	Dec 09	Mar 10	Jun 10	Sep 10	QoQ(%)
Assets：									
Cash and due from banks	40,630	100,544	226,996	184,231	226,996	186,644	49,495	47,094	-4.9%
Securities, net	152,198	131,504	95,705	97,284	95,705	155,219	298,415	309,909	3.9%
Loans, net	514,649	532,945	550,484	546,890	550,484	574,159	582,988	592,761	1.7%
A/R, net	32,626	32,607	37,148	35,523	37,148	37,468	40,786	39,916	-2.1%
LT investments, net	130	-	-	-	-	-	-	-	
Land, premises andequipments, net	12,915	13,283	14,184	12,970	14,184	14,058	14,157	14,120	-0.3%
Others	19,034	18,584	17,801	19,893	17,801	7,324	14,108	12,417	-12.0%
Total assets	772,182	829,467	942,318	896,791	942,318	974,872	999,949	1,016,217	1.6%
Liabilities:									
Deposits	589,441	658,991	769,286	718,304	769,286	789,564	800,817	823,507	2.8%
Other liabilities	134,899	121,734	121,094	127,222	121,094	132,517	146,369	138,195	-5.6%
Total liabilities	724,340	780,725	890,380	845,526	890,380	922,081	947,186	961,702	1.5%
Total stockholders' equity	47,842	48,742	51,938	51,265	51,938	52,791	52,763	54,515	3.3%
Total liabilities andstockholders' equity	772,182	829,467	942,318	896,791	942,318	974,872	999,949	1,016,217	1.6%

Appendix 4/6

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

	Yearly Results Quarterly			Quarterly Results					
NT$ million	2007	2008	2009	3Q09	4Q09	1Q10	2Q10	3Q10	QoQ(%)
Operating income									
Net interest income	9,526	9,580	8,642	2,101	2,447	2,722	2,786	2,945	5.7%
Fee income	3,870	3,241	4,033	1,117	1,297	1,341	1,348	1,437	6.6%
LT investment income	47	286	81	25	13	4	0	0	#DIV/0!
Net trading income/(loss) & Derivatives & FX	883	1,051	887	276	117	225	161	(203)	-226.1%
Others	(84)	6	(384)	(372)	(13)	(8)	89	159	78.7%
Total Net Revenues	14,242	14,164	13,259	3,147	3,861	4,284	4,384	4,338	-1.0%
Allowance for bad-debt expenses	(2,175)	(3,536)	(2,117)	(168)	(1,043)	(733)	(655)	(715)	9.2%
Operating expenses	(8,123)	(9,007)	(9,060)	(2,330)	(2,378)	(2,323)	(2,525)	(2,543)	0.7%
Income before income tax	3,944	1,621	2,082	649	440	1,228	1,204	1,080	-10.3%
Income tax expenses	(650)	(596)	(154)	(76)	43	(173)	(128)	(143)	11.7%
Accounting principles	-	-	-	-	-	-	-		
Net Income	3,294	1,025	1,928	573	483	1,055	1,076	937	-12.9%

Appendix 5/6

E.SUN Bank's Balance Sheet

NT$ million	Yearly Results Quarterly 2007	2008	2009	Quarterly Results Sep 09	Dec 09	Mar 10	Jun 10	Sep 10	QoQ(%)
Assets：									
Cash and due from banks	40,444	100,543	226,976	184,229	226,976	186,628	49,477	47,063	-4.9%
Securities, net	149,210	129,538	94,586	94,564	94,586	146,279	299,836	308,454	2.9%
Loans, net	514,649	532,945	550,484	546,890	550,484	574,159	582,988	592,761	1.7%
A/R, net	28,263	30,560	32,990	31,967	32,990	32,911	36,047	34,570	-4.1%
LT investments, net	130	-	-	-	-	-	-	-	-
Land, premises andequipments, net	11,417	12,975	13,859	12,674	13,859	13,803	13,890	13,855	-0.3%
Others	17,847	16,090	15,902	19,766	15,902	12,949	9,551	9,983	4.5%
Total assets	761,960	822,651	934,797	890,090	934,797	966,729	991,789	1,006,686	1.5%
Liabilities:									
Deposits	598,774	666,460	775,064	726,562	775,064	795,229	808,898	831,224	2.8%
Other liabilities	116,523	109,971	108,226	115,090	108,226	119,230	130,081	121,531	-6.6%
Total liabilities	715,297	776,431	883,290	841,652	883,290	914,459	938,979	952,755	1.5%
Total stockholders' equity	46,663	46,220	51,507	48,438	51,507	52,270	52,810	53,931	2.1%
Total liabilities andstockholders' equity	761,960	822,651	934,797	890,090	934,797	966,729	991,789	1,006,686	1.5%

Appendix 6/6

E.SUN Bank's P&L account

NT$ million	Yearly Results Quarterly			Quarterly Results					
	2007	2008	2009	3Q09	4Q09	1Q10	2Q10	3Q10	QoQ(%)
Operating income									
Net interest income	8,823	9,375	8,602	1,678	2,467	2,702	2,772	2,930	5.7%
Fee income	3,255	2,707	3,161	709	1,022	1,048	1,075	1,148	6.8%
LT investment income	(9)	262	48	25	0	0	0	0	
Net trading income/(loss) & Derivatives & FX	897	789	811	232	16	275	124	148	19.4%
Others	(28)	(134)	(306)	(338)	16	(58)	206	11	-94.7%
Total Net Revenues	12,938	12,999	12,316	2,306	3,521	3,967	4,177	4,237	1.4%
Allowance for bad-debt expenses	(2,175)	(3,536)	(2,112)	247	(1,042)	(733)	(653)	(713)	9.2%
Operating expenses	(7,474)	(8,278)	(8,336)	(2,135)	(2,190)	(2,153)	(2,302)	(2,406)	4.5%
Income before income tax	3,289	1,185	1,868	418	289	1,081	1,222	1,118	-8.5%
Income tax expenses	(698)	(403)	(94)	(59)	72	(147)	(146)	(172)	17.8%
Accounting principles	-	-	-	-	-	-	-		-
Net Income	2,591	782	1,774	359	361	934	1,076	946	-12.1%