玉山金控 E.SUN FHC

玉山金控2012年第3季法人說明會

Oct. 2012

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大綱

- 3Q 12財務績效表現
- 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

• 全球經濟前景彌漫悲觀氛圍，下滑風險升高

- 美國失業率降至7.8%，但整體經濟復甦力道仍疲弱，且面臨財財政懸崖風險，Fed於9月推出QE3刺激景氣，惟成效待觀察。
- 歐元區景氣陷入衰退困境，短期難擺脫低迷的成長，為降低歐債危機衝擊，ECB推出OMT機制，加上ESM已正式啟動，可持續追蹤歐債問題之發展。
- 中國為避免經濟持續滑落，已啟動大規模投資計劃，並透過逆回購持續向市場投入流動性。
- 主要地區央行為避免經濟陷入長期衰退，已陸續推出寬鬆貨幣政策，惟需留意資金泛濫後遺症。

• 國內經濟內外皆冷，受全球景氣影響大

- 景氣對策信號連續亮出10個藍燈，顯示實質經濟仍處於低緩狀態。
- 出口不振、消費趨緩、投資疲弱，主計處8度下修經濟成長率至1.66%，全球景氣好轉前，台灣景氣反彈機率低。
- 台灣產業集中度高，且以中間財為主易受終端需求影響，加上產業競爭激烈，致出口產業面臨較大壓力。

玉山金控簡介

Unit : NT$ million

		2012.9	2011
總資產	玉山金控	1,196,742	1,155,491
	玉山銀行	1,188,831	1,147,345
	玉山證券	6,479	6,002
	玉山保經	661	789
	玉山創投	1,621	1,692
主要財務比率	金控每股淨值(新台幣元)	14.69	14.34
	雙重槓桿比率	108.14%	108.02%
	金控資本適足率	143.68%	133.49%
外資持股比重	QFII	39.62%	35.99%
實體通路	國內銀行通路	130	127
	海外據點	Branch in HK, LA, Singapore, Donguan (China) Representation office in Vietnam	
	證券分公司	21	20
	證券整合行銷櫃臺	83	75

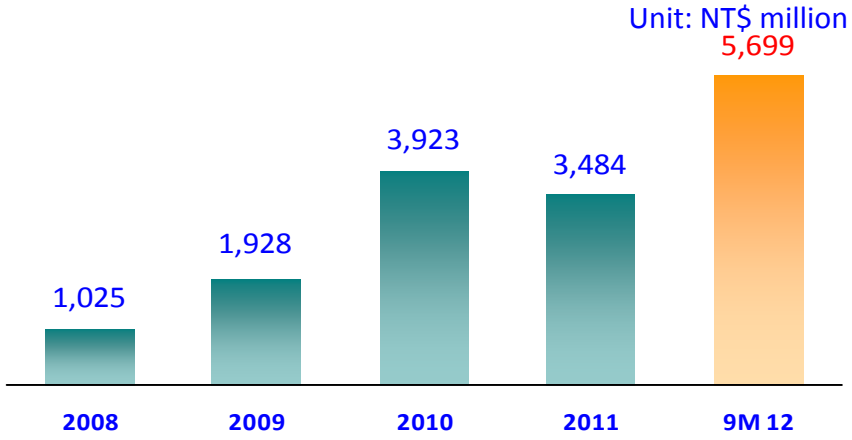
Note1: as of 30th of sep. 2012

玉山金2012年第3季財務績效簡要

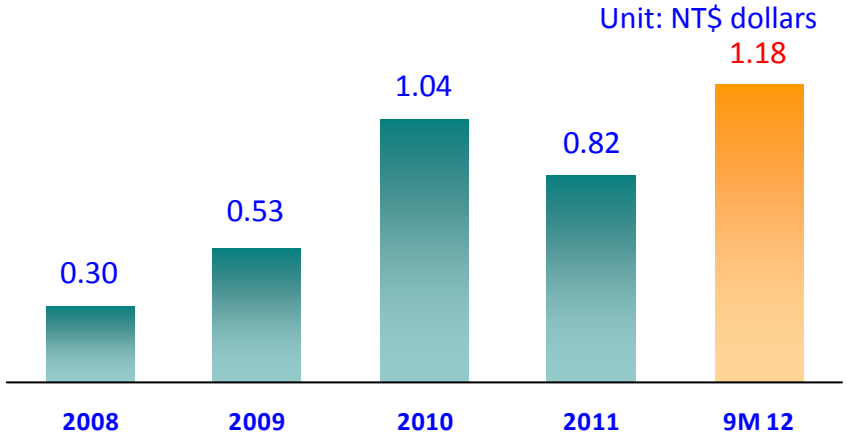
- ## 深根台灣，維持質量俱佳的水準
  - 玉山金控2012年前9月稅後獲利為新台幣57億元，每股稅後盈餘1.18元，稅後獲利較去年同期大幅成長34%。年化的ROE 及ROA更分別達11.15% 及0.65%，維持獲利成長動能。
  - 強勁的手續費收入依舊是獲利成長的動能之一，2012年上半年淨手續費收入較去年同期成長15.3% ，其中信用卡及財富管理保持超過25%的YoY成長。
  - 各產品線均保持優異的資產品質，到2012年9月底時，整體逾放比率僅0.16%，另覆蓋率高達691.5%。此外，玉山在整體放款覆蓋率為1.11%，符合主管機關的規範。
- ## 布局海外市場，拓增東南亞通路
  - 玉山新加坡分行及中國東莞分行均於第3季正式成立，延伸玉山在中國及東南亞市場的聲量與服務範疇。
  - 此外玉山也獲得主管機關核准在緬甸、柬埔寨、澳洲等地設立據點，將使海外布局上更為完整。

玉山金控獲利表現

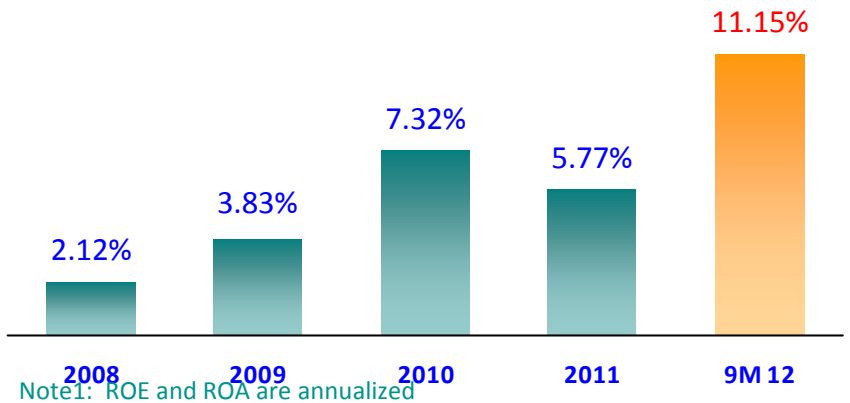
稅後獲利



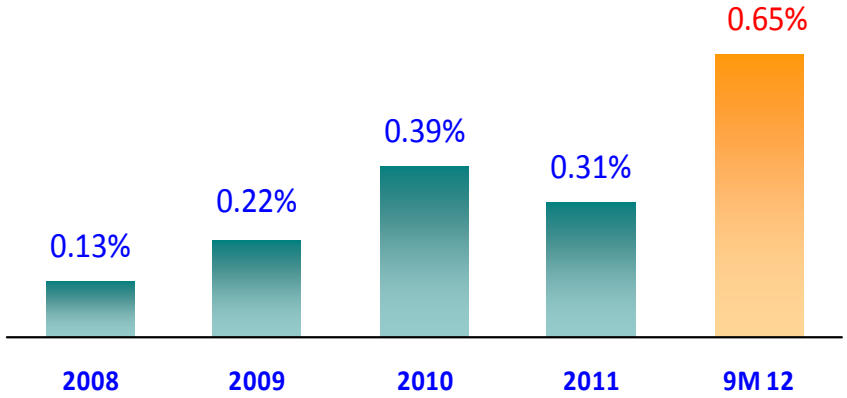
EPS



ROE



ROA

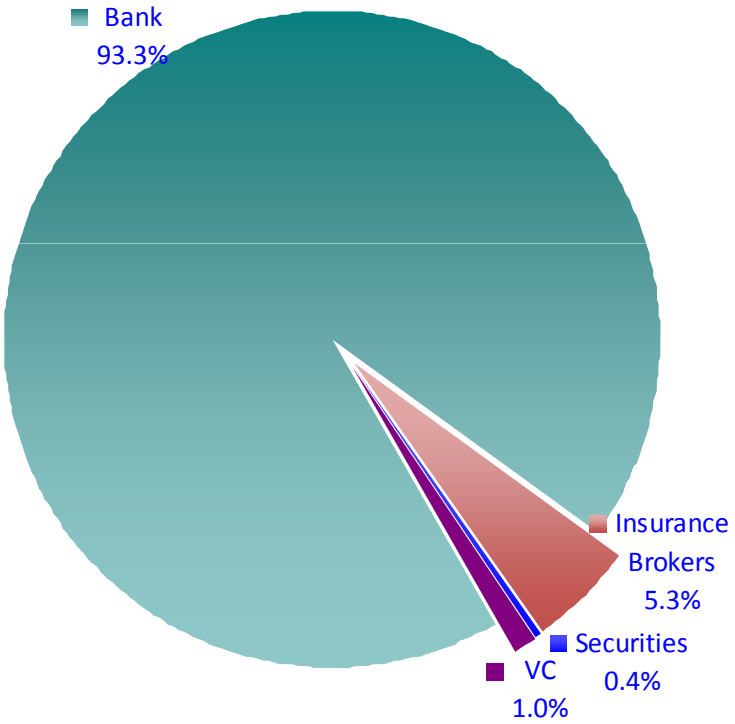


Note1: ROE and ROA are annualized

Note2: Preliminary figures of Sep. 2012

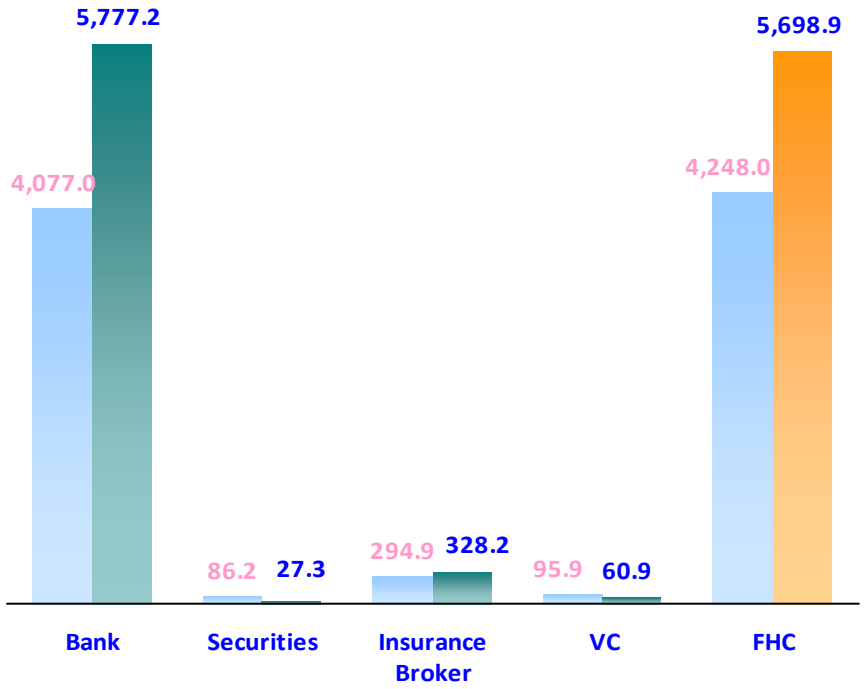
玉山金控及子公司獲利結構

各子公司獲利貢獻



金控及子公司稅後淨利比較

Unit: NT$ million



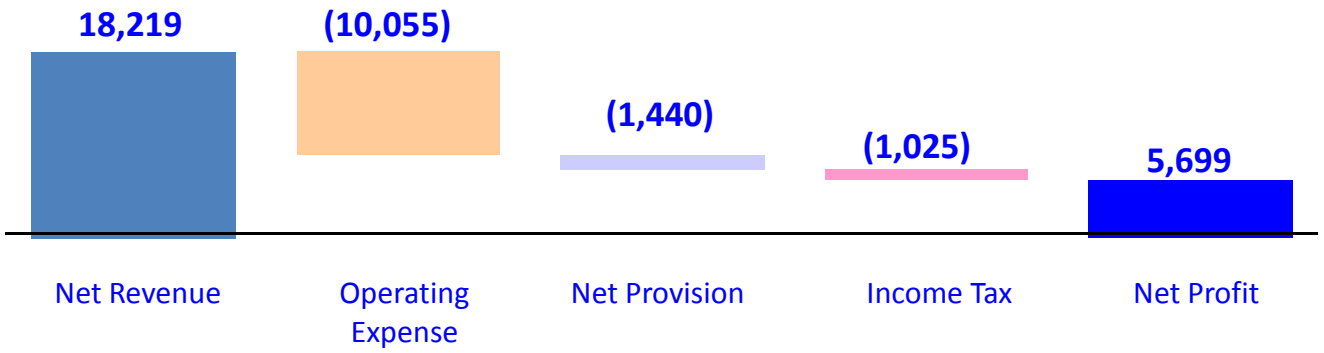
	Bank	Securities	Insurance Broker	VC	FHC
EPS(NT$)	1.32	0.09	29.05	0.41	1.18

Note: Preliminary figures of Sep. 2012

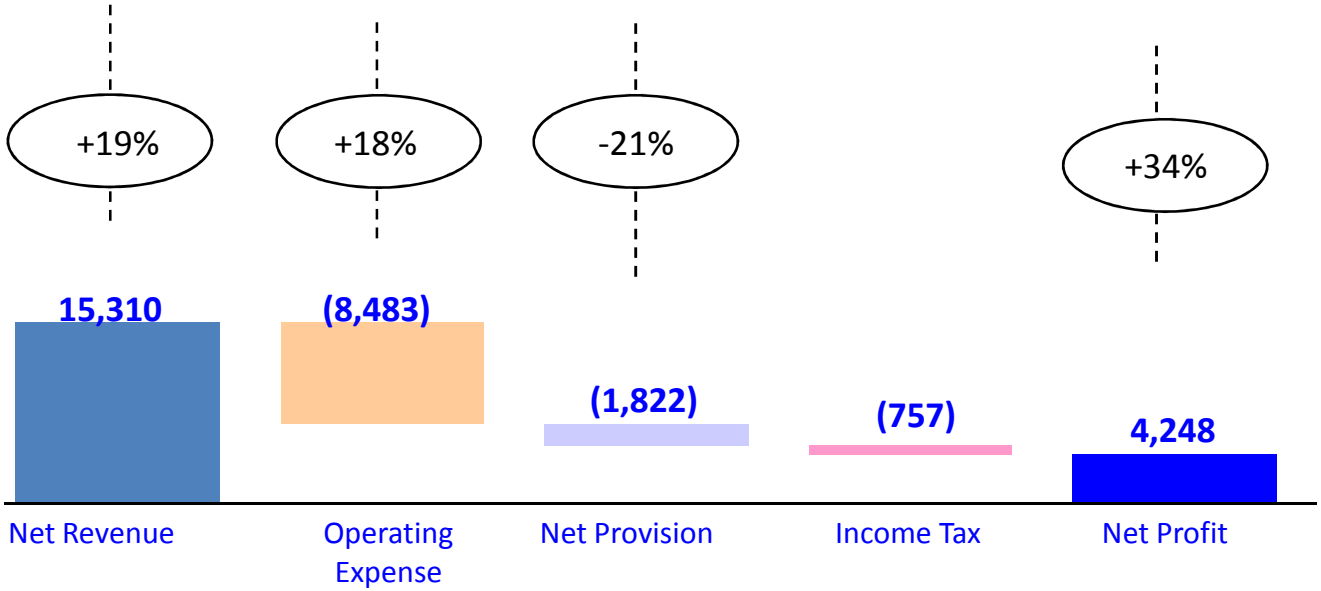
與去年同期獲利比較

9M12 P&L

Unit: NT$ million



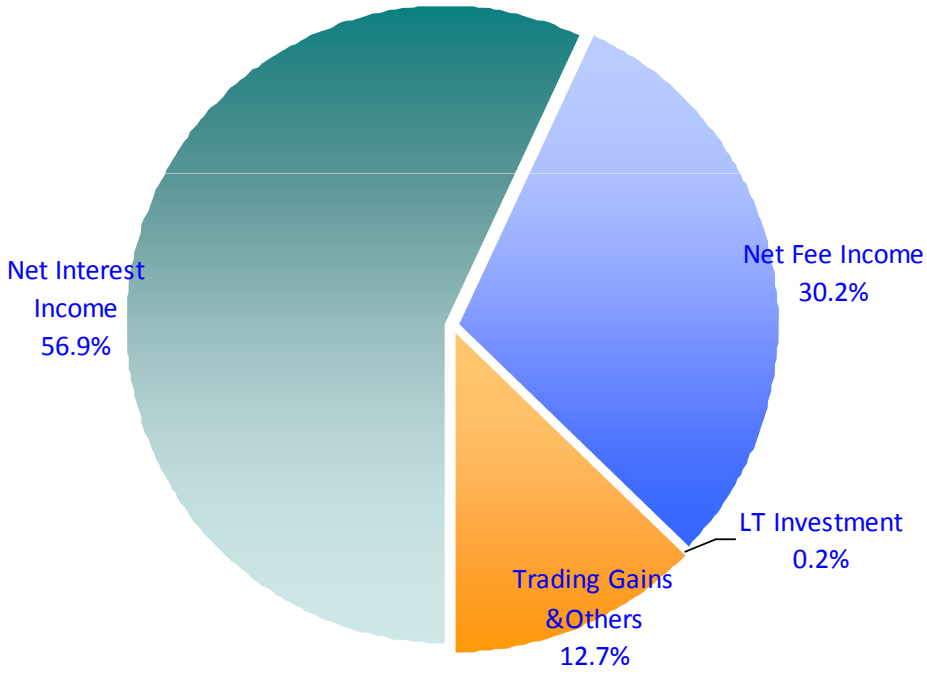
9M11 P&L



Note: Preliminary figures of Sep. 2012

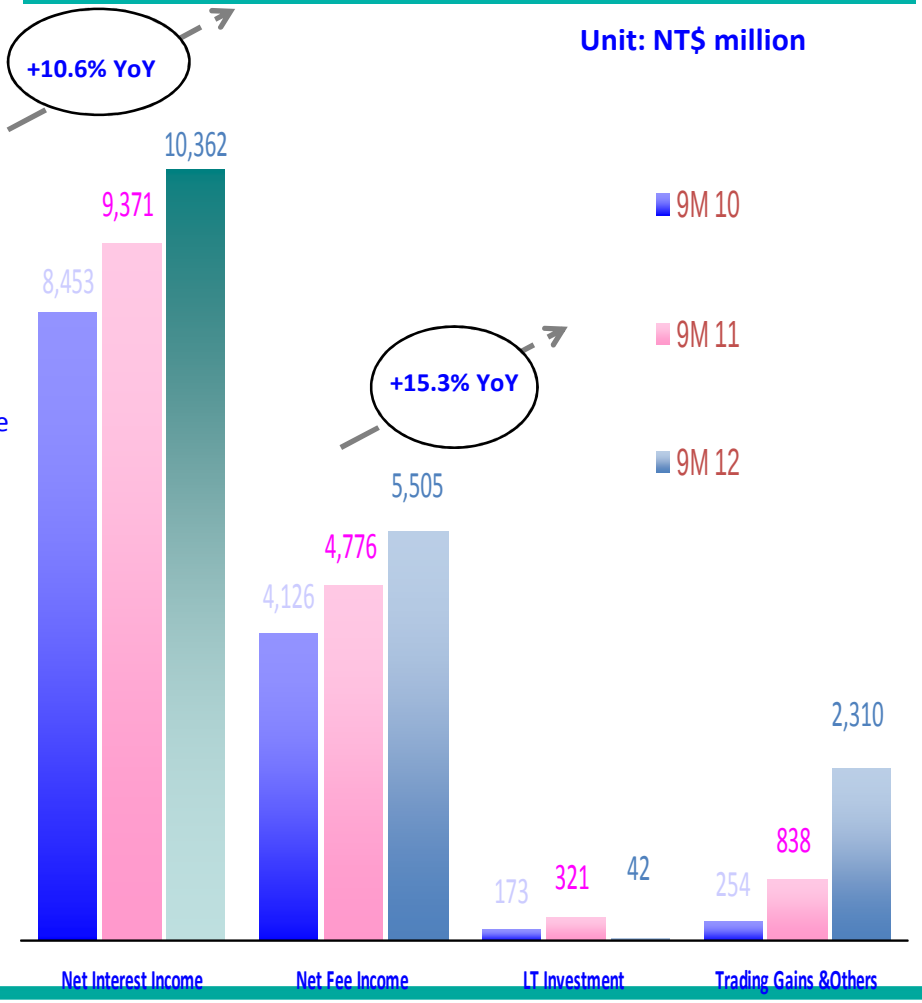
玉山金控淨收益結構

淨收益
新台幣$ 18,219百萬元



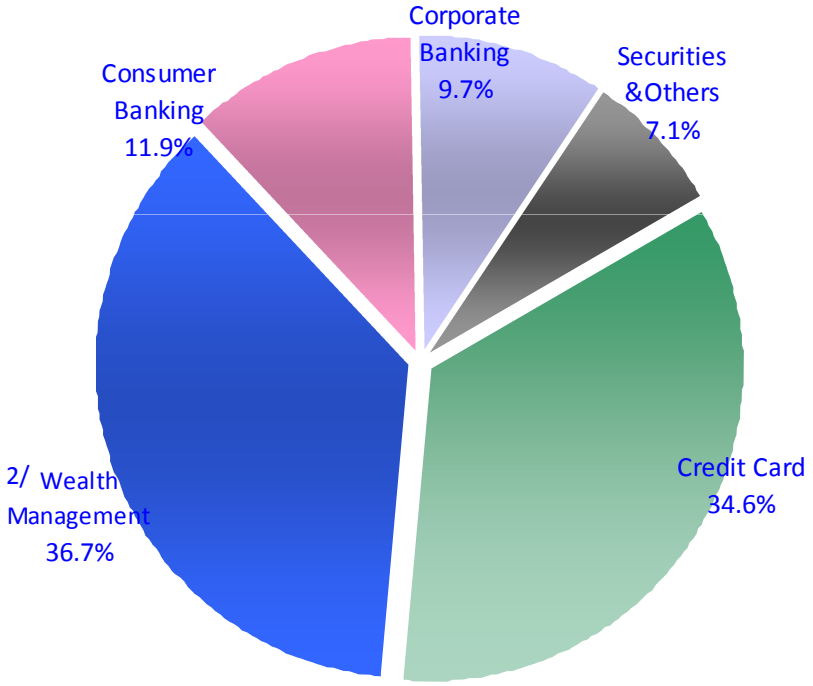
Note: Preliminary figures of Sep. 2012

與去年同期比較

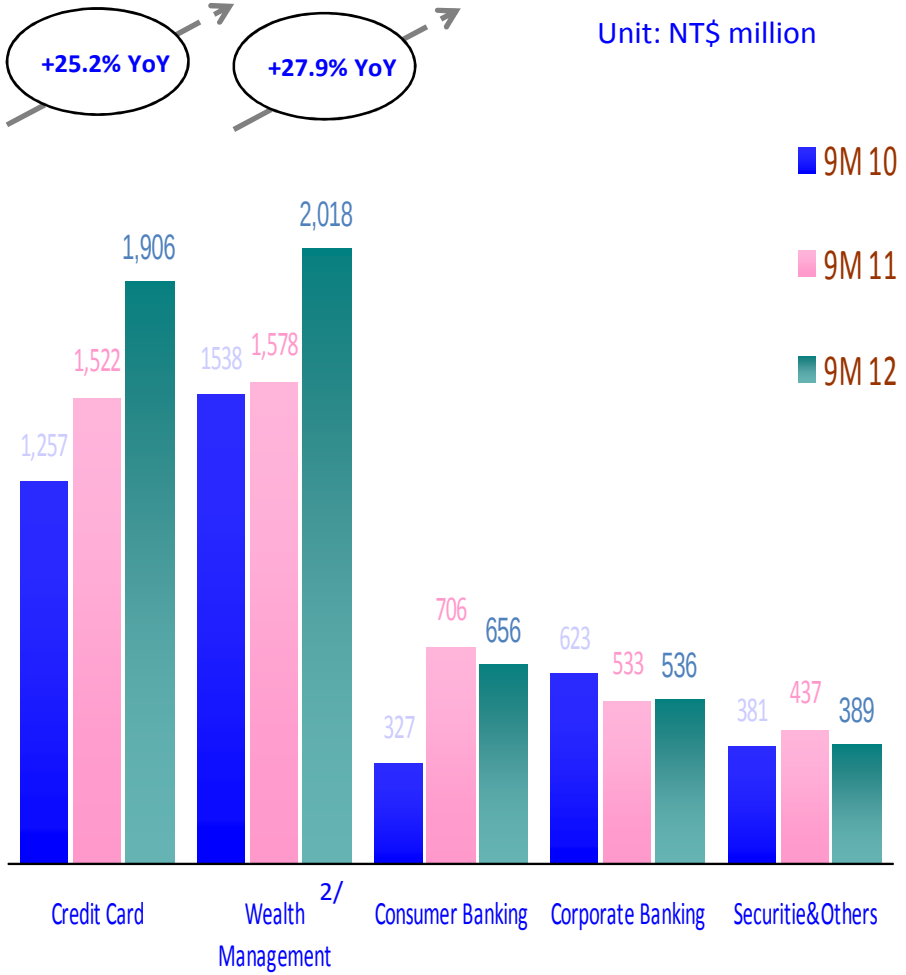


玉山金控淨手續費結構

淨手續費收入
新台幣$ 5,505百萬元



與去年同期比較

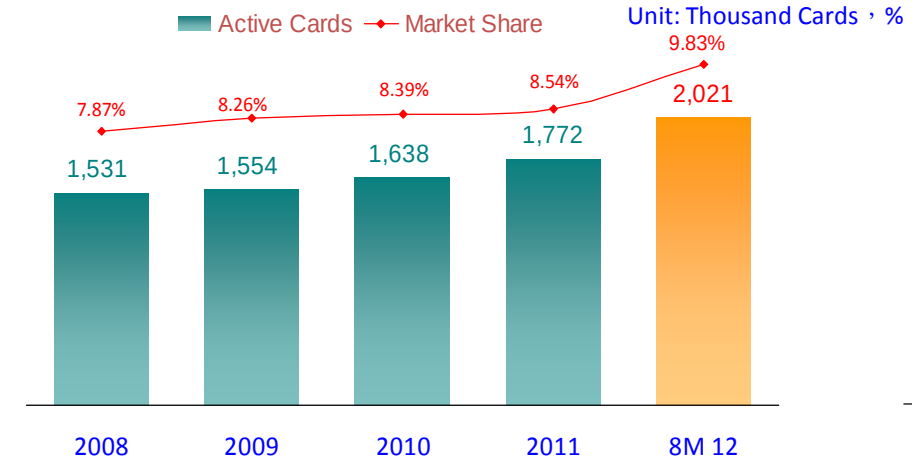


Note: 1. Preliminary Figures of Sep. 2012

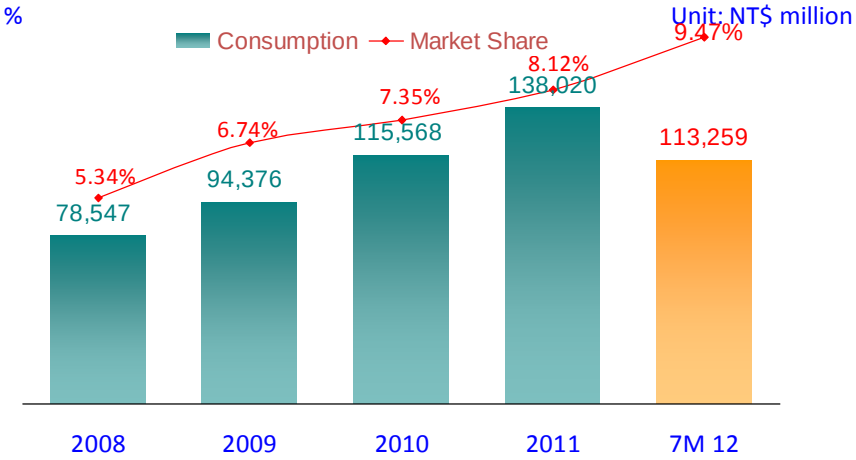
2. Including Bancassurance fee from E.SUN Insurance Broker

快速成長的信用卡業務

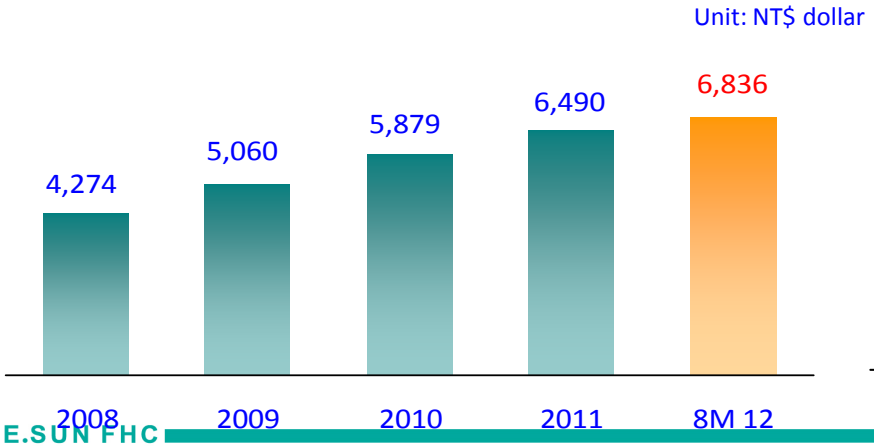
Active Cards



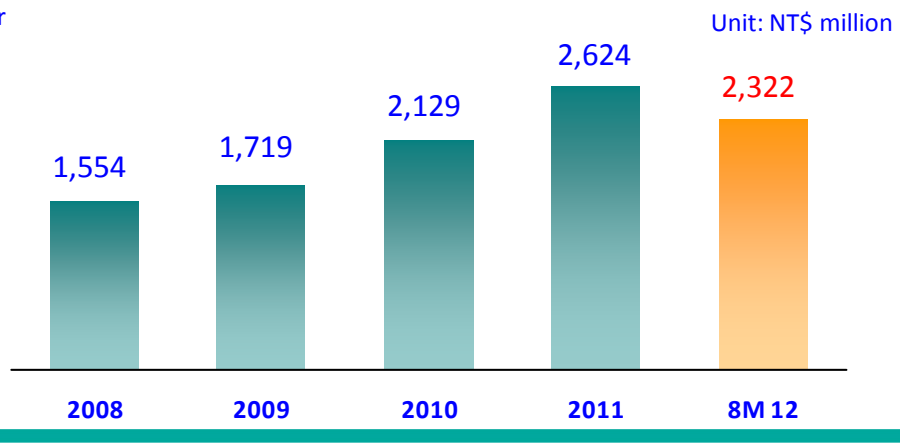
Card Consumption



Per Card Spending (Monthly)



Gross Fee Income



主要存放款業務比較

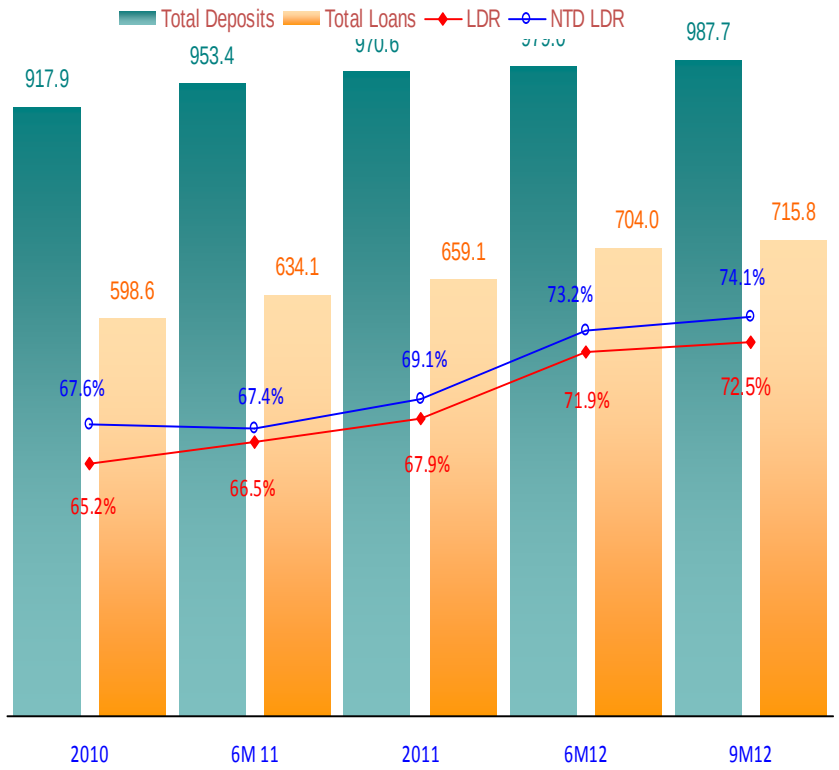
Unit: NT$ Bn

產品別	9M 12	QoQ Growth %	6M 12	YTD Growth %	2011
總存款	987.7	0.9%	979.0	1.8%	970.6
活期存款	425.9	1.9%	417.9	6.9%	398.5
總放款 1/	715.8	1.7%	704.0	8.6%	659.1
企業放款	354.6	(0.5%)	356.5	11.6%	317.8
中小企業放款	179.5	1.6%	176.6	13.3%	158.4
消金放款	361.2	3.9%	347.6	5.8%	341.3
房屋貸款	209.6	0.9%	207.7	(3.6%)	217.4
小額信貸	32.1	3.2%	31.1	12.6%	28.5
信用卡流通卡數('000s)	3,111	2.9%	3,023	9.6%	2,838
累積總簽帳金額	126.7	(1.0%) 2/	83.2	25.0% 3/	138.0
信用卡循環額	12.6	(0.8%)	12.7	(4.5%)	13.2

Note: 1.Exclude credit card revolving balance
2. QoQ growth is 3Q12 vs 2Q12
3. YoY growth is 9M12 vs 9M11

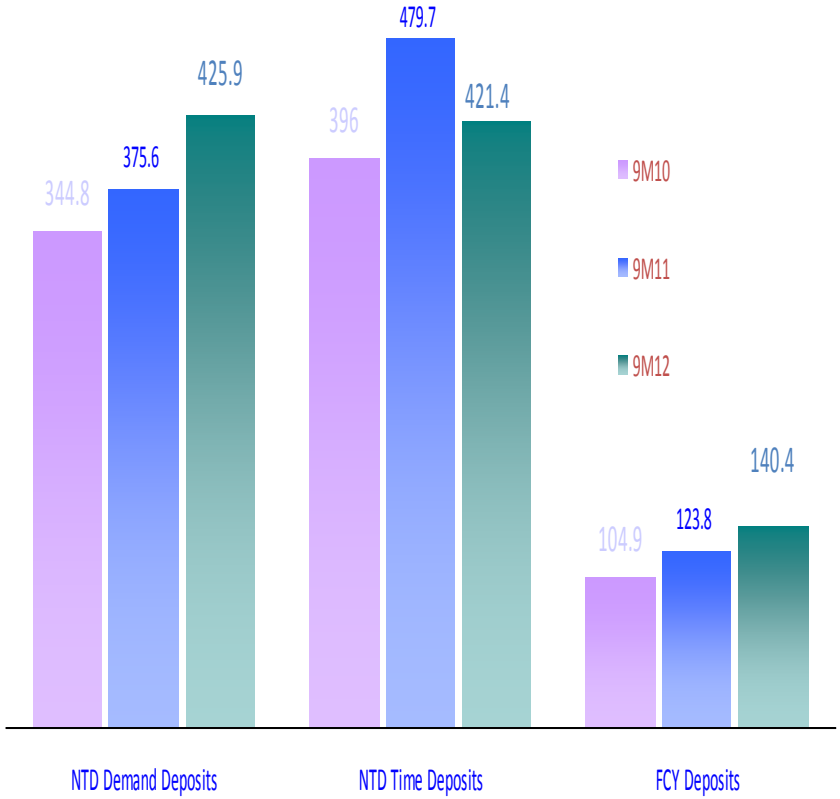
存款結構分析

存放比率 1/



存款結構比較

Unit: NT$ Bn

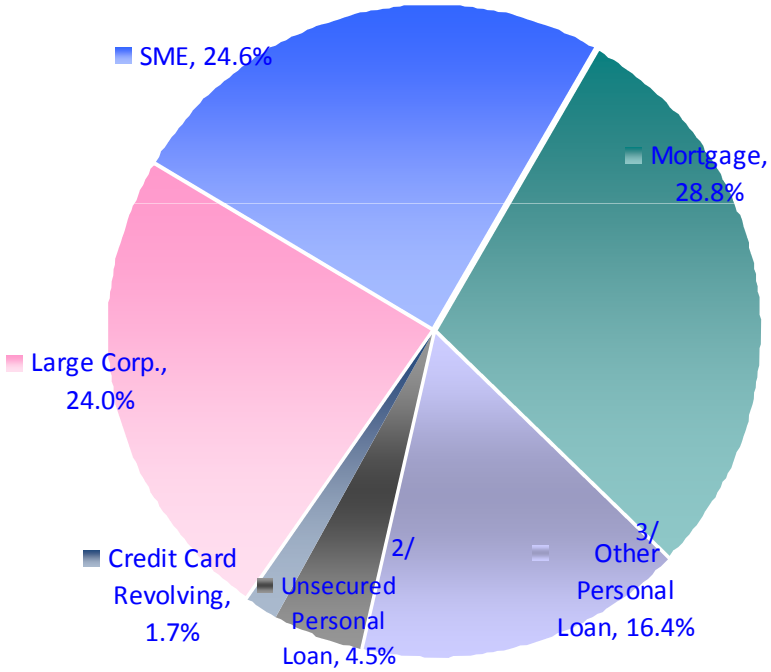


Note: 1.Excluding Credit card revolving balance

2. Financials of E.SUN Bank

放款結構分析

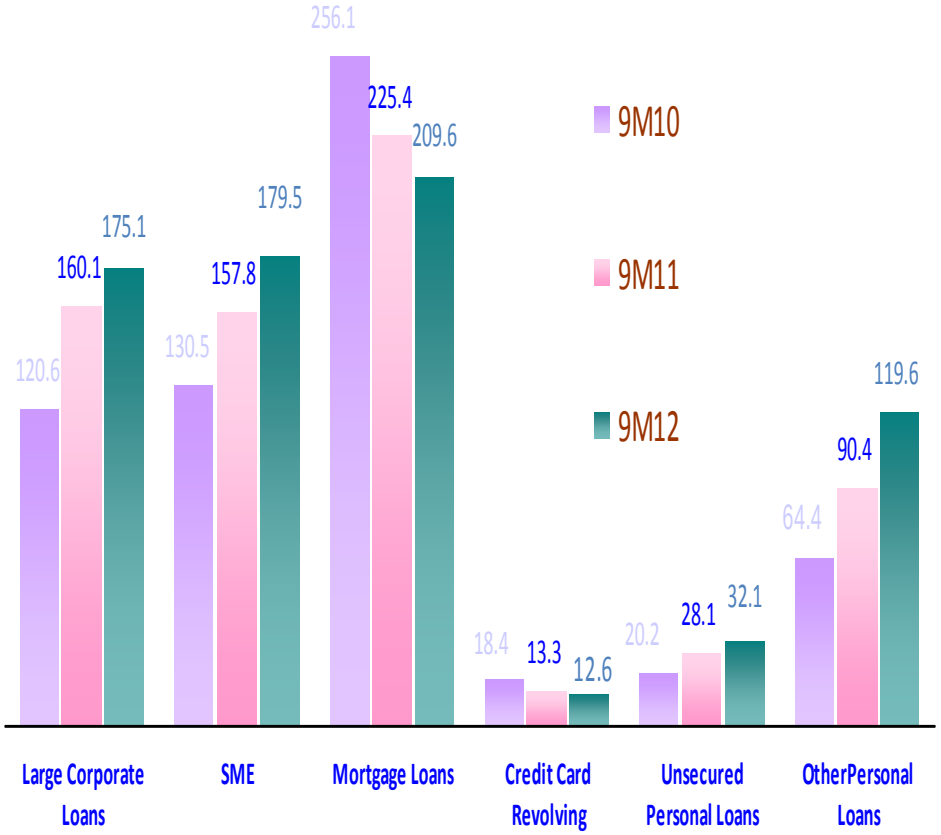
總放款 1/
新台幣$ 7,284億元



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. 2012

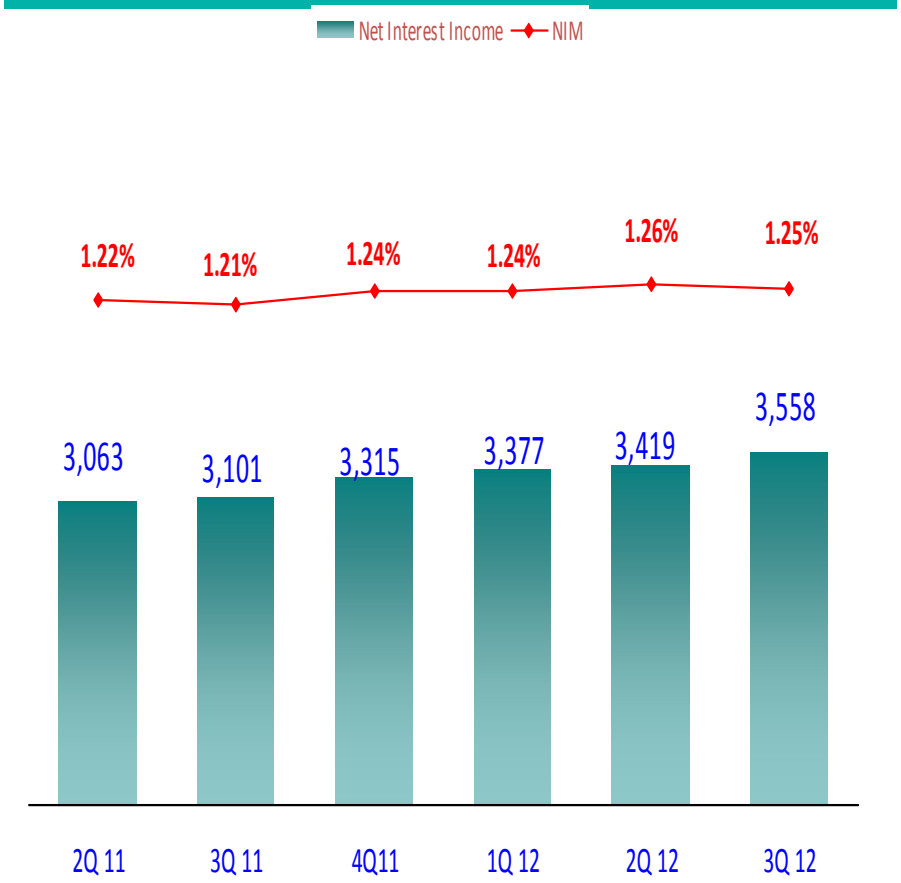
與去年同期比較

Unit: NT$ Bn

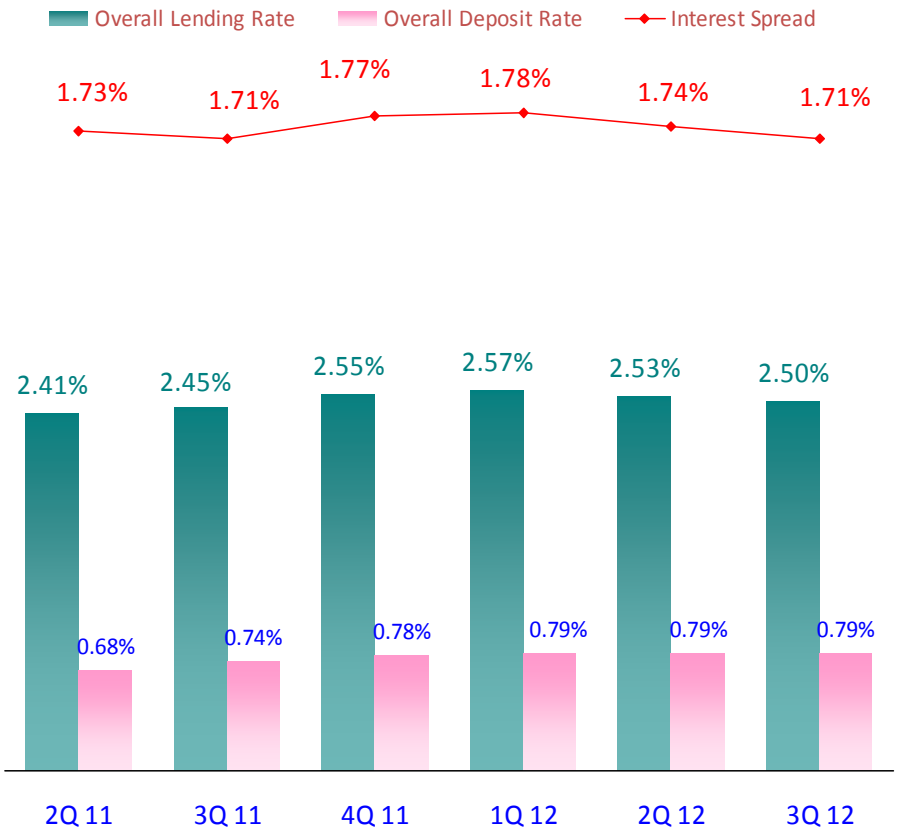


NIM and Spread

Quarterly Net Interest Margin



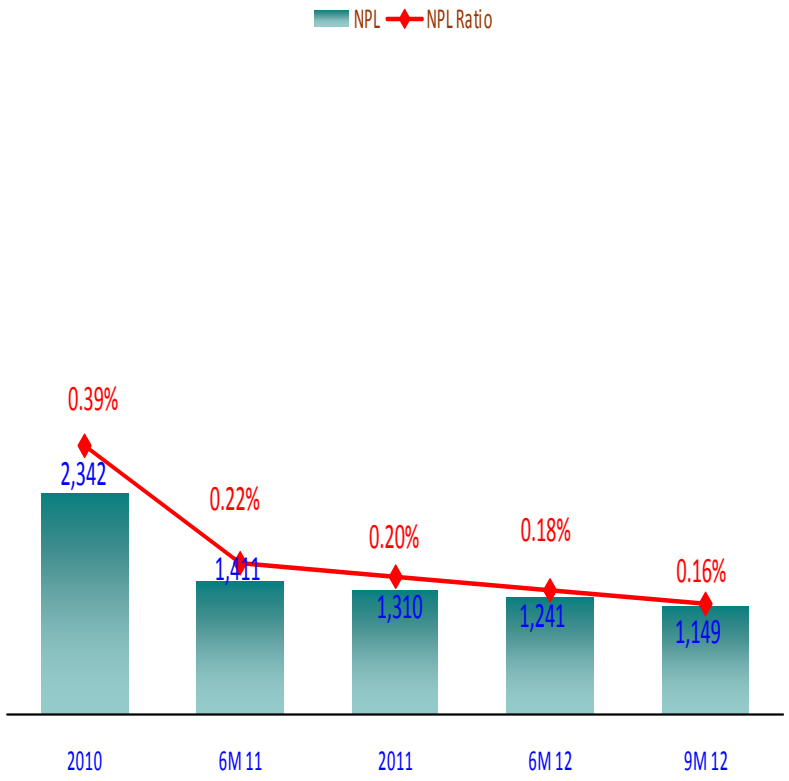
Quarterly Interest Spread



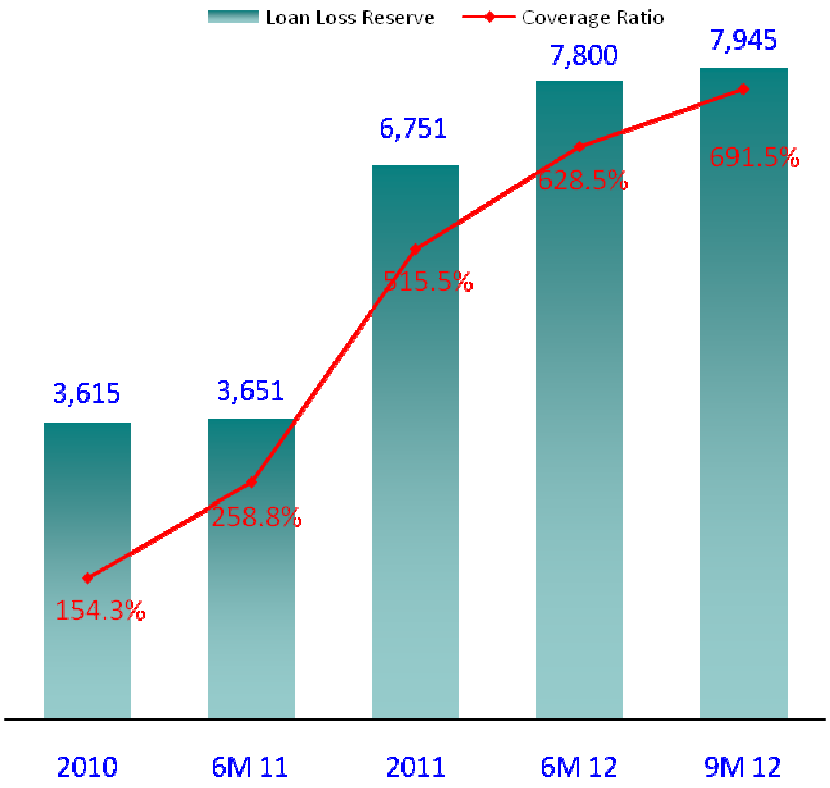
Note: Financials of E.SUN Bank

優異的資產品質 1/3

NPL Ratio(%)



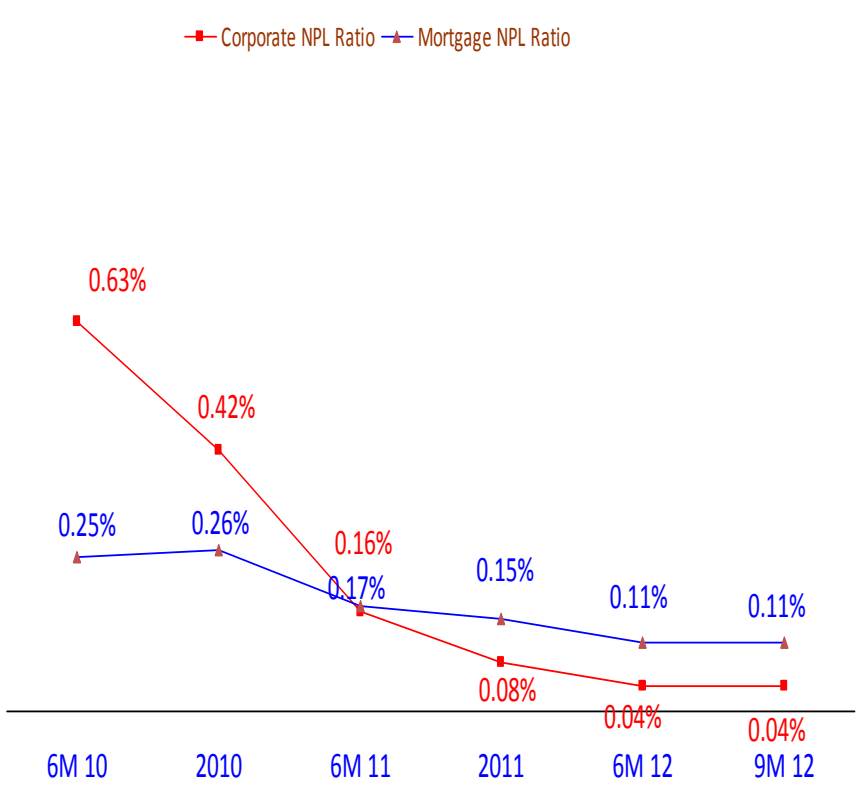
Coverage Ratio(%)



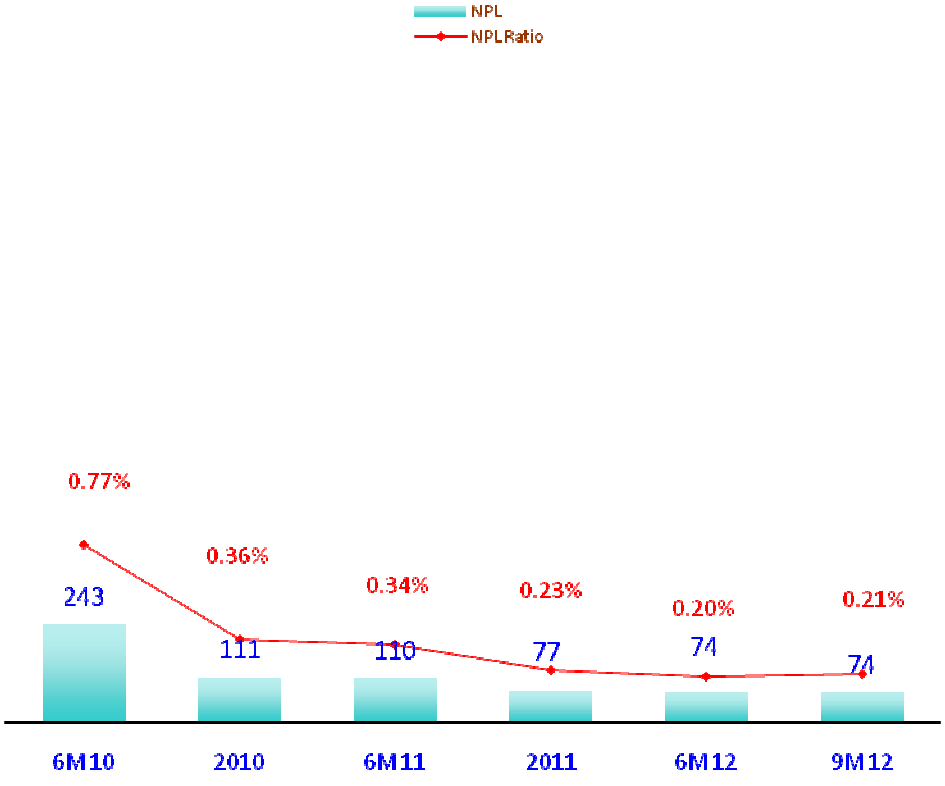
Note: .1. Financials of E.SUN Bank

優異的資產品質 2/3

NPL Ratio for Major Products



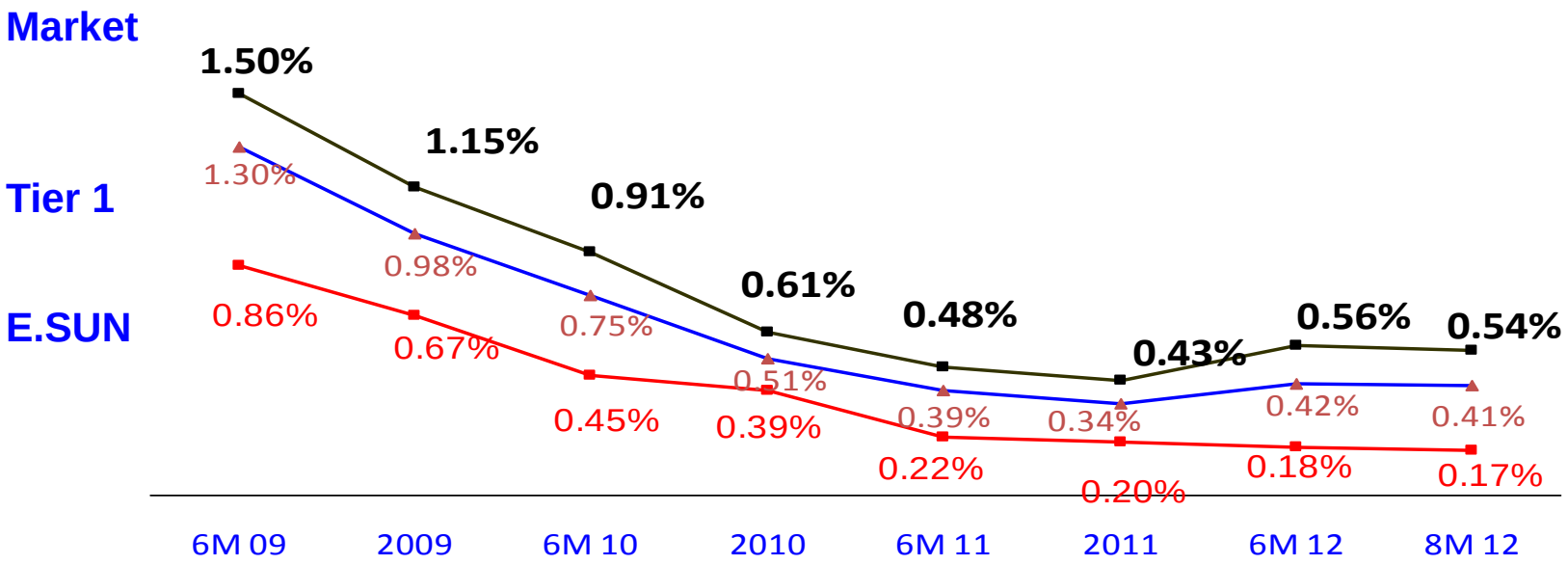
NPL Ratio for Credit Card



Note: .1. Financials of E.SUN Bank

優異的資產品質 3/3

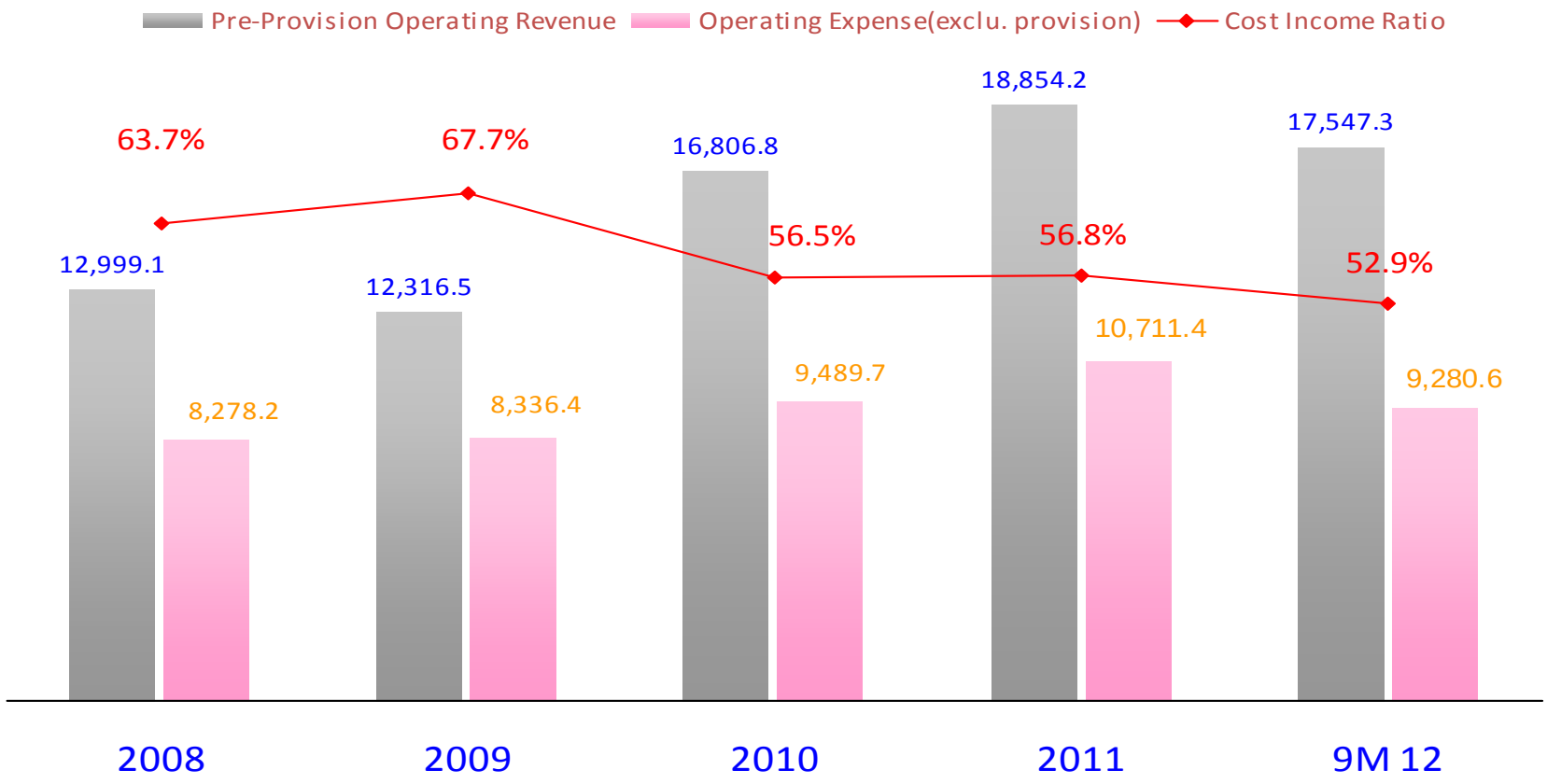
NPL Comparison with Tier 1 players and the Market



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

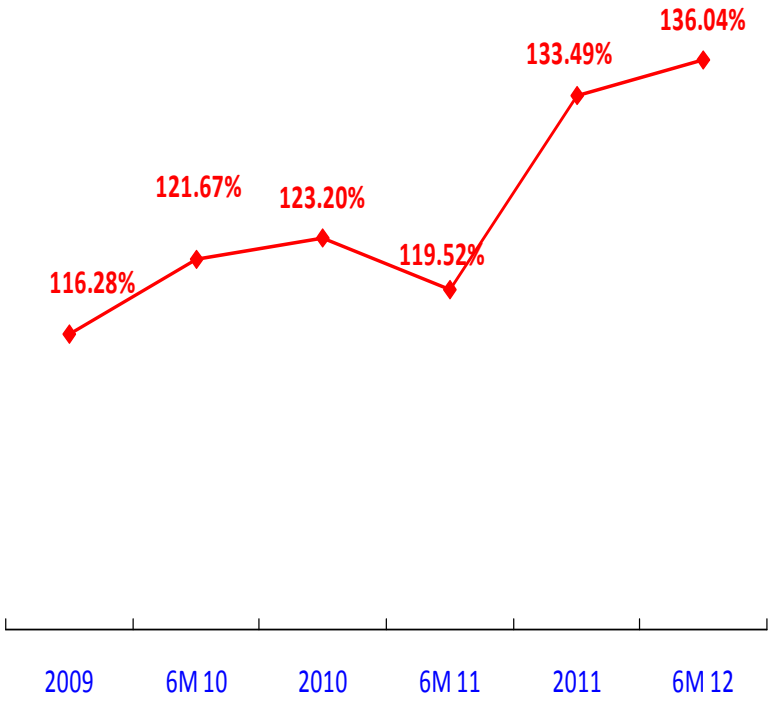
Unit: NT$ million



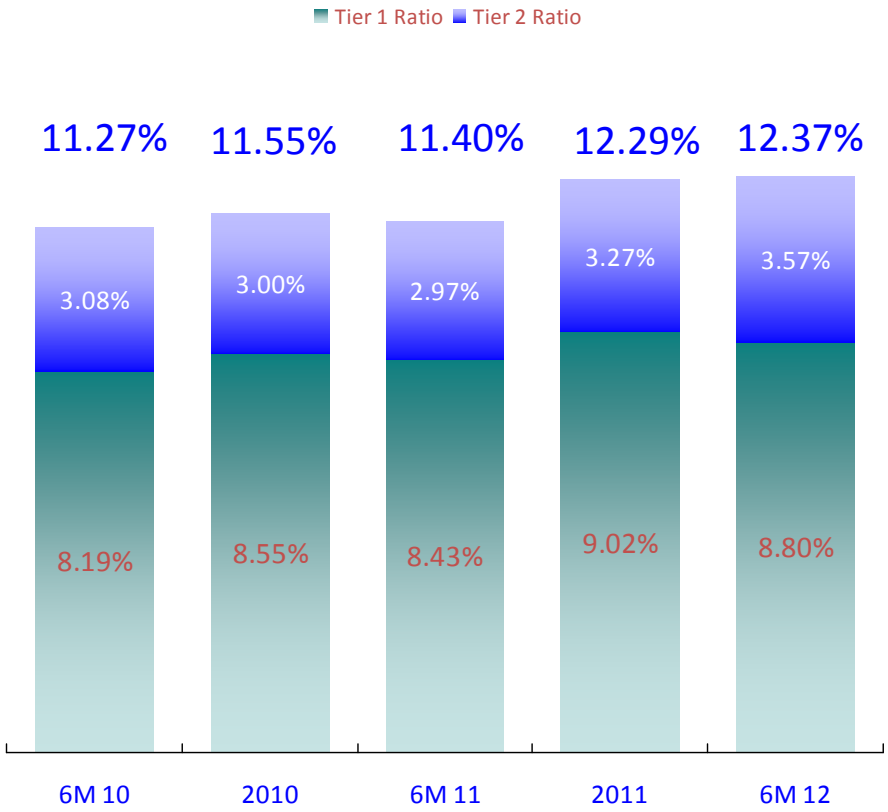
Note: 1. Preliminary figures of Sep. 2012
2. Financials of E.SUN Bank

資本適足率

金控資本適足率



銀行資本適足率



Q & A

- If you wish to know more about E.SUN, please visit our website site (www.esunfhc.com.tw/ir/ir.aspx) for more information.

- If you have further questions, please feel free to contact us through email or conference call

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大綱

- 2012年第3季財務績效表現
- 2012年第3季業務發展概況
- 附錄

Appendix 1/6

Balance Sheet of 9M12 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	68,904	298	229	211	10,671	68,987
Securities, net	340,450	548	313	1,384	-	342,781
Loans, net	711,710	-	-	-	-	711,711
A/R, net	43,895	3,775	113	23	1,326	48,331
LT investments, net	-	-	-	-	76,416	-
Land, premises andequipments, net	15,943	297	2	-	2	16,245
Others	7,929	1,561	4	3	58	8,689
Total assets	1,188,831	6,479	661	1,621	88,473	1,196,744
Liabilities:						
Deposits	981,322	-	-	-	-	969,230
Other liabilities	136,865	2,914	74	13	17,812	156,852
Total liabilities	1,118,187	2,914	75	13	17,812	1,126,082
Total stockholders' equity	70,644	3,565	586	1,608	70,661	70,662
Total liabilities andstockholders' equity	1,188,831	6,479	661	1,621	88,473	1,196,744

Note: Preliminary figures of Sep. 2012

Appendix 2/6

P&L of E.SUN FHC and its subsidiaries for 9M12

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	10,363	163	4	2	(170)	10,362
Fee income	4,520	400	1,134	-	-	5,505
LT investment income	42	17	-	-	6,194	42
Net trading income/(loss) & Derivatives & FX	2,597	(33)	7	74	(356)	2,307
Others	25	53	-	(2)	53	3
Total Net Revenues	17,547	600	1,145	74	5,721	18,219
Allowance for bad-debt expenses	(1,440)	-	-	-	-	(1,440)
Operating expenses	(9,281)	(561)	(750)	(9)	(130)	(10,055)
Income before income tax	6,826	39	395	65	5,591	6,724
Income tax expenses	(1,049)	(12)	(67)	(4)	108	(1,025)
Net Income	5,777	27	328	61	5,699	5,699

Note: Preliminary figures of Sep. 2012

Appendix 3/6

E.SUN FHC's Balance Sheet (Consolidated)

	Yearly Results			Quarterly Results					
NT$ million	2009	2010	2011	Sep 11	Dec 11	Mar 12	June 12	Sep 12	QoQ(%)
Assets :									
Cash and due from banks	226,996	57,914	65,132	69,562	65,132	73,066	69,116	68,987	-0.2%
Securities, net	95,705	358,415	359,111	365,387	359,111	370,474	340,165	342,781	0.8%
Loans, net	550,484	599,161	656,009	662,601	656,009	662,685	699,712	711,711	1.7%
A/R, net	37,148	41,834	46,576	44,184	46,576	50,933	51,261	48,331	-5.7%
LT investments, net	-	-	-	-	-	-	-	-	
Land, premises andequipments, net	14,184	14,457	15,892	15,675	15,892	15,827	16,077	16,245	1.0%
Others	17,801	12,747	12,771	12,207	12,771	7,630	8,692	8,689	0.0%
Total assets	942,318	1,084,528	1,155,491	1,169,616	1,155,491	1,180,615	1,185,023	1,196,744	1.0%
Liabilities:									
Deposits	769,286	897,264	954,994	956,233	954,994	974,917	959,719	969,230	1.0%
Other liabilities	121,094	132,022	134,913	146,930	134,913	137,927	156,563	156,852	0.2%
Total liabilities	890,380	1,029,286	1,089,907	1,103,163	1,089,907	1,112,844	1,116,282	1,126,082	0.9%
Total stockholders' equity	51,938	55,242	65,584	66,453	65,584	67,771	68,741	70,662	2.8%
Total liabilities andstockholders' equity	942,318	1,084,528	1,155,491	1,169,616	1,155,491	1,180,615	1,185,023	1,196,744	1.0%

Note: Preliminary figures of Sep. 2012

Appendix 4/6

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

NT$ million	Yearly Results			Quarterly Results					
	2009	2010	2011	3Q11	4Q11	1Q12	2Q12	3Q12	QoQ(%)
Operating income									
Net interest income	8,642	11,451	12688	3,173	3,312	3,384	3,434	3,544	3.2%
Fee income	4,033	5,630	6,273	1,697	1,502	1,810	1,777	1,918	7.9%
LT investment income	81	215	385	5	2	-4	63	-17	N.A.
Net trading income/(loss) & Derivatives & FX	887	73	764	205	123	1,721	363	223	N.A.
Others	(384)	46	95	20	(44)	12	(14)	5	N.A.
Total Net Revenues	13,259	17,415	20,205	5,100	4,895	6,923	5,623	5,673	0.9%
Allowance for bad-debt expenses	(2,117)	(2,732)	(4,540)	(426)	(2,718)	(1,225)	(82)	(133)	62.2%
Operating expenses	(9,060)	(10,211)	(11,623)	(3,118)	(3,140)	(3,209)	(3,399)	(3,447)	1.4%
Income before income tax	2,082	4,472	4,042	1,556	(963)	2,489	2,142	2,093	-2.3%
Income tax expenses	(154)	(549)	(558)	(264)	199	(420)	(339)	(266)	-21.5%
Net Income	1,928	3,923	3,484	1,292	(764)	2,069	1,803	1,827	1.3%

Note: Preliminary figures of Sep. 2012

Appendix 5/6

E.SUN Bank's Balance Sheet

NT$ million	Yearly Results			Quarterly Results					
	2009	2010	2011	Sep 11	Dec 11	Mar 12	June 12	Sep 12	QoQ(%)
Assets :									
Cash and due from banks	226,976	57,888	65,948	69,383	65,948	72,758	68,791	68,904	0.2%
Securities, net	94,586	357,103	358,297	364,641	358,297	366,790	337,430	340,450	0.9%
Loans, net	550,484	599,161	656,009	662,601	656,009	662,685	699,712	711,710	1.7%
A/R, net	32,990	35,892	42,260	39,271	42,260	46,592	47,085	43,895	-6.8%
LT investments, net	-	-	-	-	-	-	-	-	-
Land, premises andequipments, net	13,859	14,194	15,600	15,375	15,600	15,536	15,771	15,943	1.1%
Others	15,902	10,403	9,231	9,617	9,231	8,117	7,746	7,929	2.4%
Total assets	934,797	1,074,641	1,147,345	1,160,888	1,147,345	1,172,478	1,176,535	1,188,831	1.0%
Liabilities:									
Deposits	775,064	904,761	962,842	971,559	962,842	982,887	971,175	981,322	1.0%
Other liabilities	108,226	114,938	119,593	130,916	119,593	122,475	136,809	136,865	0.0%
Total liabilities	883,290	1,019,699	1,082,435	1,102,475	1,082,435	1,105,362	1,107,984	1,118,187	0.9%
Total stockholders' equity	51,507	54,942	64,910	58,413	64,910	67,116	68,551	70,644	3.1%
Total liabilities andstockholders' equity	934,797	1,074,641	1,147,345	1,160,888	1,147,345	1,172,478	1,176,535	1,188,831	1.0%

Note: Preliminary figures of Sep. 2012

Appendix 6/6

E.SUN Bank's P&L account

NT$ million	Yearly Results			Quarterly Results					
	2009	2010	2011	3Q11	4Q11	1Q12	2Q12	3Q12	QoQ(%)
Operating income									
Net interest income	8,602	11,377	12,600	3,154	3,296	3,377	3,428	3,558	3.8%
Fee income	3,161	4,507	5,000	1,359	1,150	1,460	1,461	1,599	9.4%
LT investment income	48	48	323	1	2	-	40	2	N.A.
Net trading income/(loss) & Derivatives & FX	811	749	745	186	57	1,816	381	400	N.A.
Others	(306)	126	186	27	3	26	22	(23)	-204.5%
Total Net Revenues	12,316	16,807	18,854	4,727	4,508	6,679	5,332	5,536	3.8%
Allowance for bad-debt expenses	(2,112)	(2,727)	(4,540)	(426)	(2,718)	(1,224)	(83)	(133)	60.2%
Operating expenses	(8,336)	(9,490)	(10,711)	(2,807)	(2,945)	(2,968)	(3,135)	(3,178)	1.4%
Income before income tax	1,868	4,590	3,603	1,494	(1,155)	2,487	2,114	2,225	5.3%
Income tax expenses	(94)	(609)	(445)	(245)	236	(428)	(329)	(292)	-11.2%
Net Income	1,774	3,981	3,158	1,249	(919)	2,059	1,785	1,933	8.3%

Note: Preliminary figures of Sep. 2012