

玉山金控 2022 年第 4 季法人說明會

February 2023



免責聲明

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大綱

- 2022 年第 4 季財務績效表現
- 2022 年第 4 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

• 全球經濟趨緩，不確定性高

- 高通膨及高利率環境，加上戰爭及疫情等不確定性，2023年全球經濟持續放緩，然因通膨逐步放緩，加上主要國家經濟優於預期，IMF上修經濟成長率至2.9%
- 美國經濟放緩但具韌性。就業市場緊俏，服務業需求仍佳，彌補疲弱的製造業，陷入衰退機率低，另近期通膨壓力放緩，Fed調整升息步調，惟需觀察貨幣政策滯後效果
- 歐洲經濟疲弱，ECB將持續升息抑制高通膨，惟歐元區1~2月製造業及服務業PMI已有回穩跡象，需持續關注戰爭及通膨影響
- 中國放寬防疫措施，疫情急速攀升縮短調整期，將釋放被抑制的需求，另亦積極推出房市刺激政策，預期經濟將逐步回溫

• 台灣經濟外冷內溫

- 全球景氣下滑，終端需求疲弱，出口挑戰大，企業資本支出趨審慎，主計總處預估2023年經濟成長率由2.75%下修至2.12%
- 出口疲弱，受終端需求轉弱影響，2022Q4出口衰退8.6%，2023H1仍面臨庫存調整衝擊，出口動能受抑制，需觀察中國經濟復甦狀況
- 民間消費為主要成長動能，隨經濟活動恢復正常及政策補貼，2022年零售業營業額成長7.4%、餐飲業成長18.9%，預期消費將持續成長
- 物價溫和成長。隨國際原物料價格下跌，2022H2物價已放緩，惟服務類物價仍具支撐，主計總處預估2023年物價維持穩定，CPI年增率降至2.16%



玉山金控整體概況

		Unit : NT\$ million	
		2022.12 ¹	2021.12
總資產	玉山金控	3,479,560	3,230,908
	玉山銀行	3,458,024	3,196,117
	玉山證券	17,797	30,809
	玉山創投	4,979	5,248
主要財務比率	金控每股淨值(新台幣元)	13.80	14.54
	雙重槓桿比率	103.15%	103.06%
	金控資本適足率	127.54%	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. Audit figures of Dec. 2022

2. Share owned by QFI: 32.77%, as of Dec. 31, 2022



2022 年第 4 季財業務概況

2022年財務表現

- 2022年金控淨收益 548.1 億元，稅後淨利 157.6 億元，較去年同期減少 23.3%。
- 玉山金控 EPS 1.1 元、ROE 8.06%、ROA 0.47%；玉山銀行稅後淨利148.1億元，較同期減少15.7%。
- 2023年一月金控自結獲利27.2億元、銀行獲利25.6億元，均創史上單月獲利次高。

各項業務穩健發展

- 放款業務穩健發展，總放款成長 9.4%，SME放款成長 8%，外幣放款成長 20.2%；ESG永續授信餘額成長14.1%，現占整體法金放款33.8% (yoy)。
- 淨手續費收入 192.8 億元 (-9.6%)，其中信用卡手收 63.6億元 (+11.4%)、財富管理淨手收 79.1 億元 (-19.9%)、法人金融淨手收 19.3億元 (+18.7%) (yoy)。
- 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 752.6%。

近期營運重點

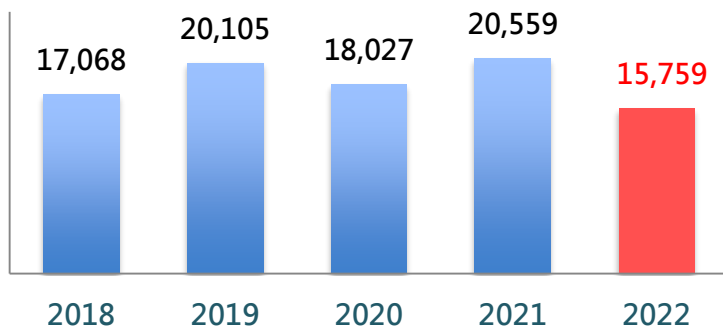
- 股利政策：董事會決議通過發放股利每股0.6元，其中現金股利0.2元，股票股利0.4元。此決議尚待股東會確認通過。
- 現金增資：為轉投資子公司玉山銀行供拓展業務之用及充實營運資金，或支應集團長期策略發展所需資金。
- 喜悅與榮光：金控12度榮獲 The Asset ESG Corporate Award – 白金獎。
- ESG：永續發展世界領先，S&P 2023年全球永續年鑑，銀行業中排名全球前1%；二度獲選Sustainalytics 亞太區及銀行產業全球Top Rated，台灣唯一、亞洲前三。



玉山金控獲利表現

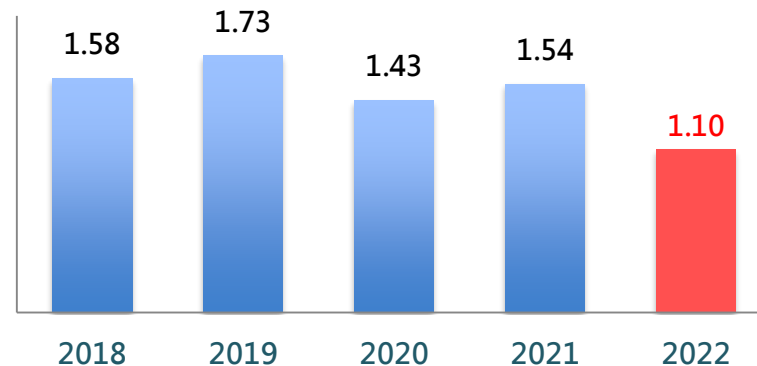
稅後淨利

Unit: NT\$ million

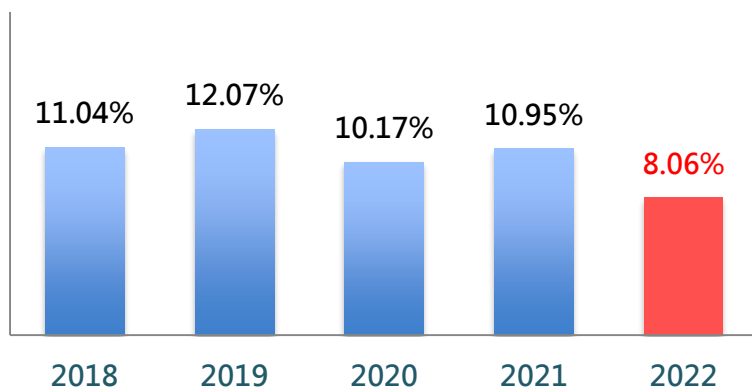


EPS

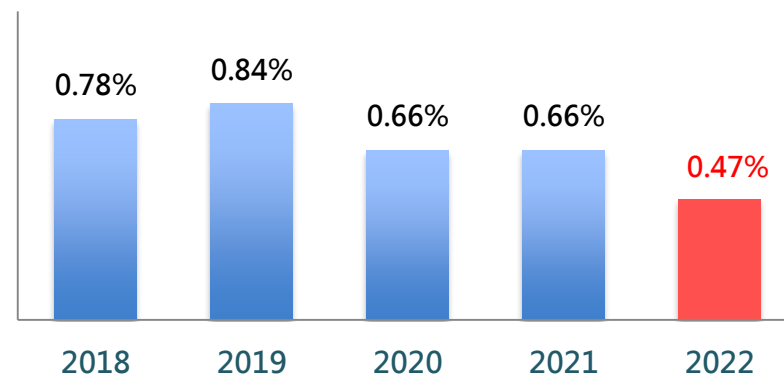
Unit: NT\$ dollars



ROE



ROA

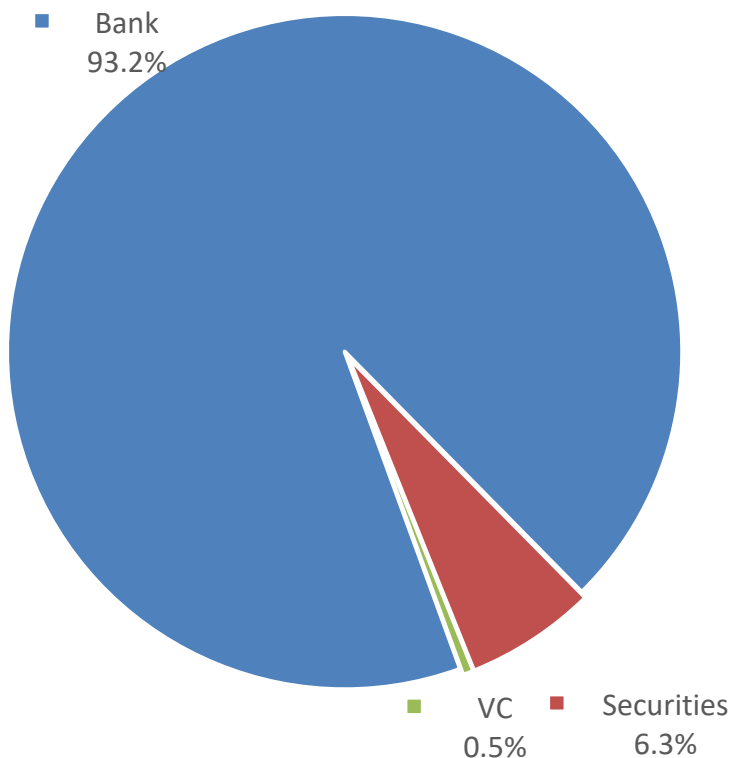


Note: Audit figures of Dec. 2022



玉山金控及子公司獲利結構

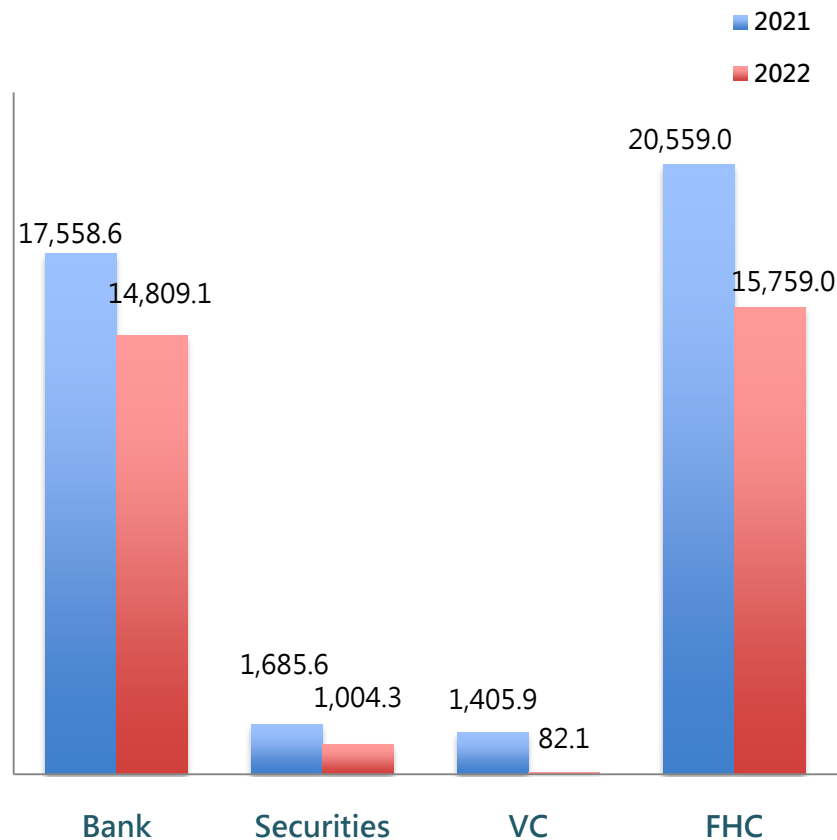
各子公司獲利貢獻



Note: Audit figures of Dec. 2022

金控及子公司稅後淨利比較

Unit: NT\$ million

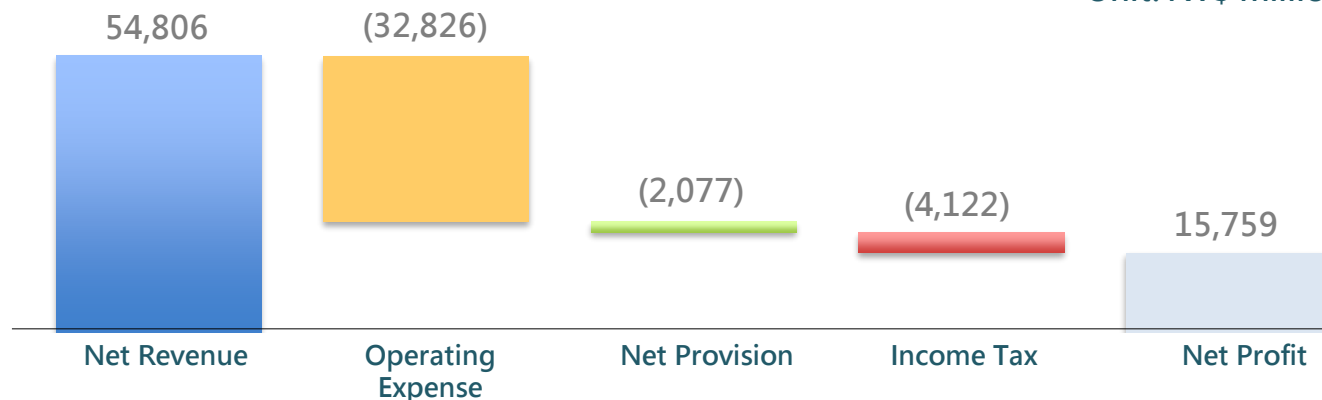




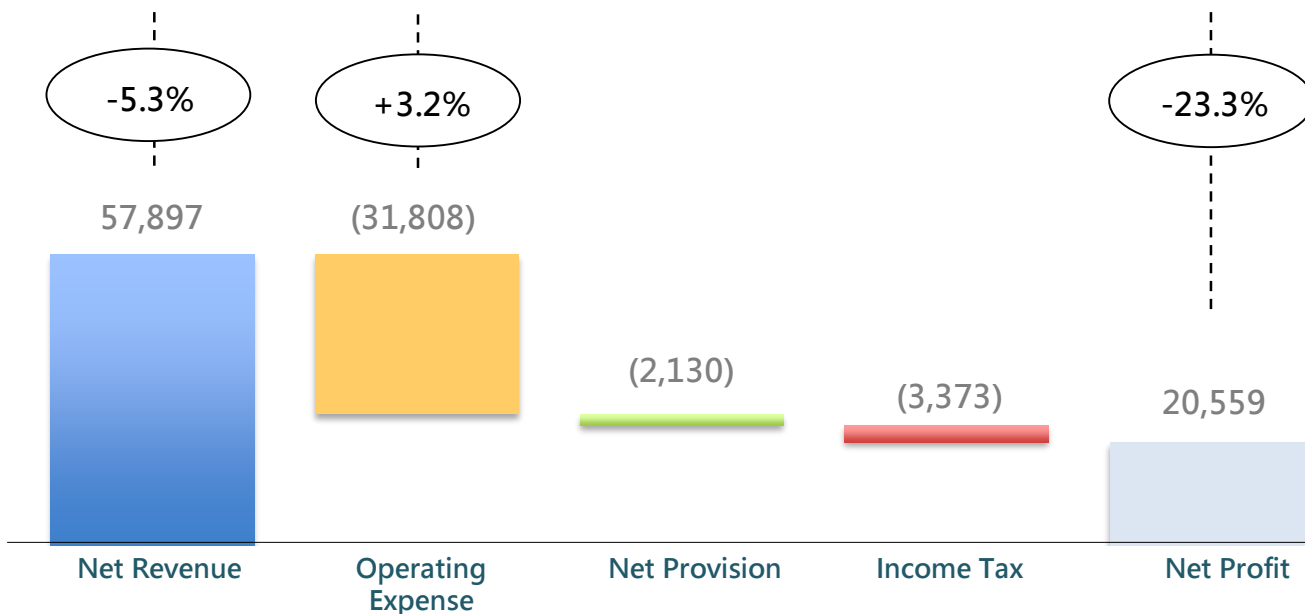
與去年同期獲利比較

Unit: NT\$ million

2022 P&L



2021 P&L

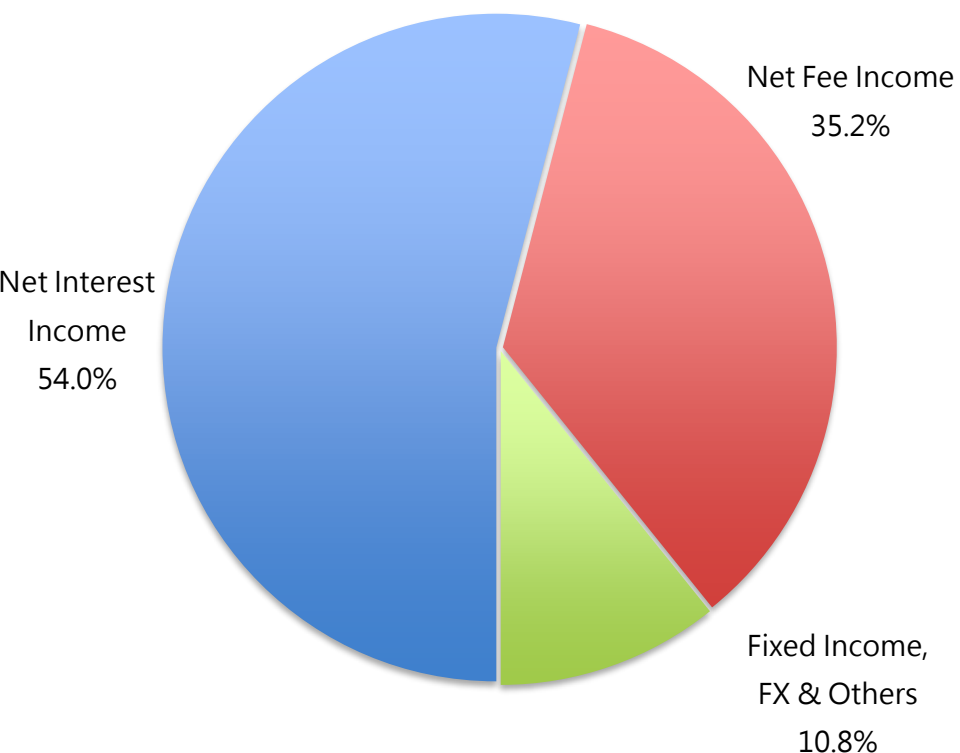


Note: Audit figures of Dec. 2022



玉山金控淨收益結構

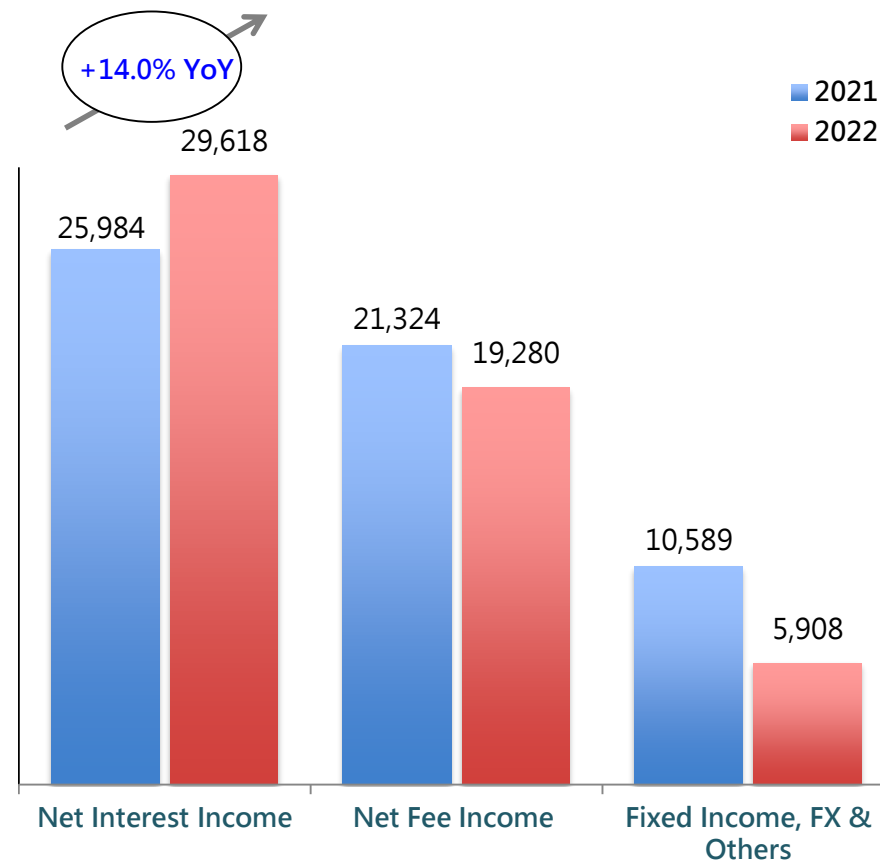
淨收益
新台幣548.1億元



Note: Audit figures of Dec. 2022

與去年同期比較

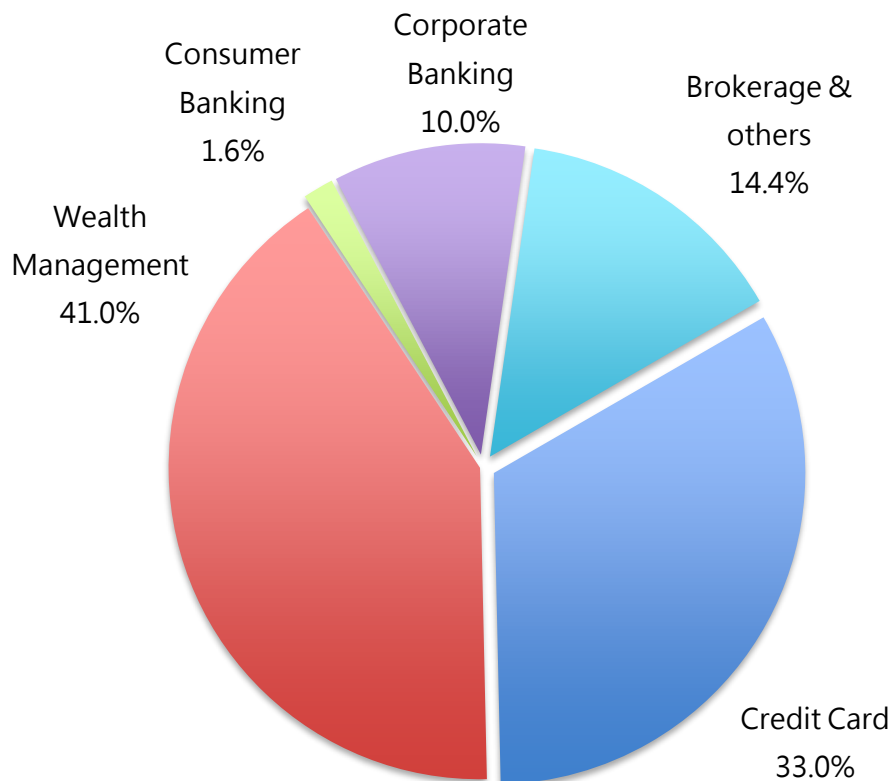
Unit: NT\$ million





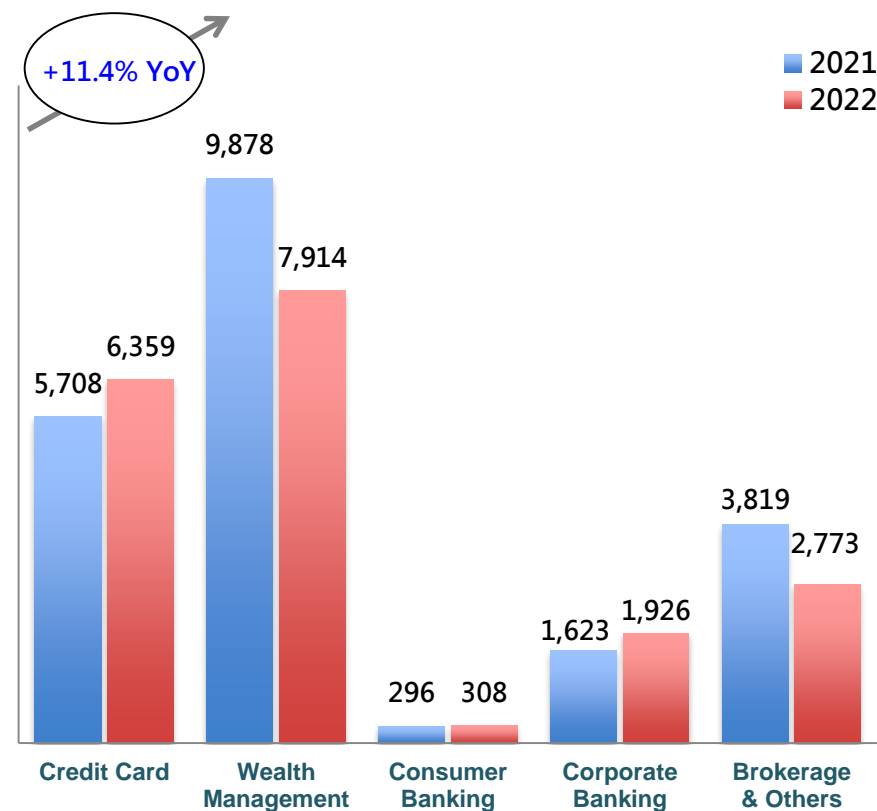
玉山金控淨手續費結構

淨手續費收入
新台幣\$ 192.8億元



與去年同期比較

Unit: NT\$ million



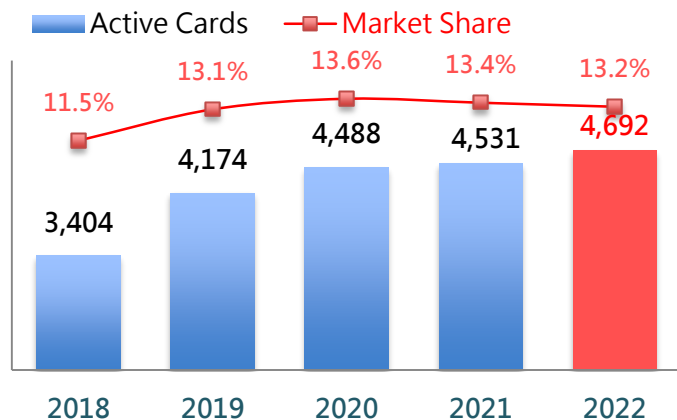
Note: Audit figures of Dec. 2022



信用卡業務相關指標

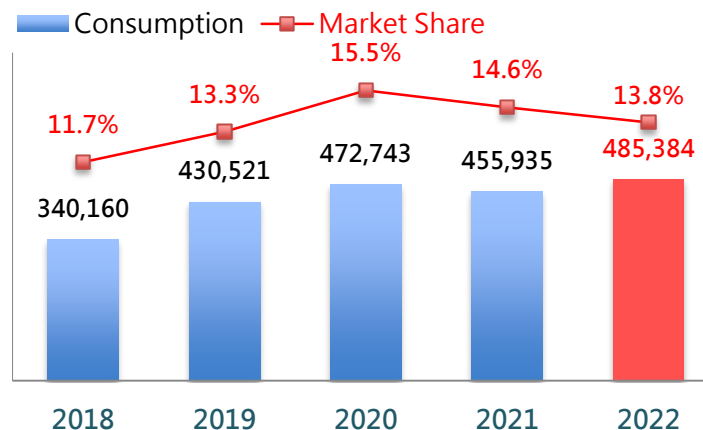
Active Cards

Unit: Thousand Cards, %



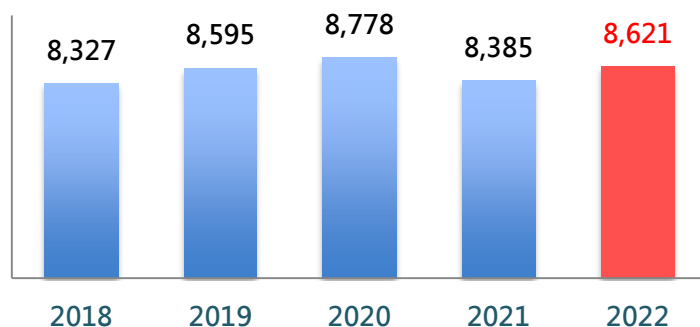
Card Consumption

Unit: NT\$ million



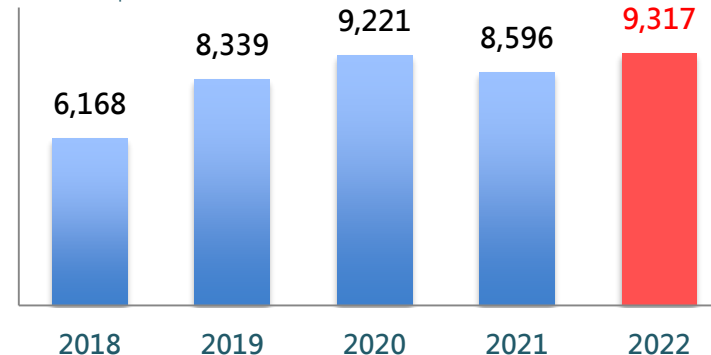
Per Card Spending (Monthly)

Unit: NT\$ dollar



Gross Fee Income

Unit: NT\$ million





主要存放款業務比較

Unit: NT\$ Bn

Category	2022.12	QoQ Growth %	2022.9	YoY Growth %	2021.12
總存款	2,902.7	1.7%	2,855.3	7.6%	2,698.6
台幣活期存款	1,102.1	2.3%	1,077.2	0.8%	1,093.0
台幣定期存款	663.1	8.0%	614.2	10.7%	598.9
外幣存款	1,137.5	-2.3%	1,163.9	13.0%	1,006.7
總放款 ¹	1,959.1	0.9%	1,941.4	9.4%	1,790.7
企業放款	931.1	0.8%	923.6	10.9%	839.6
中小企業放款	506.0	2.1%	495.5	8.0%	468.6
外幣放款	376.3	-0.9%	379.7	20.2%	313.0
個人放款	967.0	1.0%	957.7	7.6%	898.7
房屋貸款	480.1	0.3%	478.5	8.9%	440.7
小額信貸	130.5	-2.6%	134.0	-5.0%	137.3
信用卡循環額	13.3	3.9%	12.8	8.1%	12.3

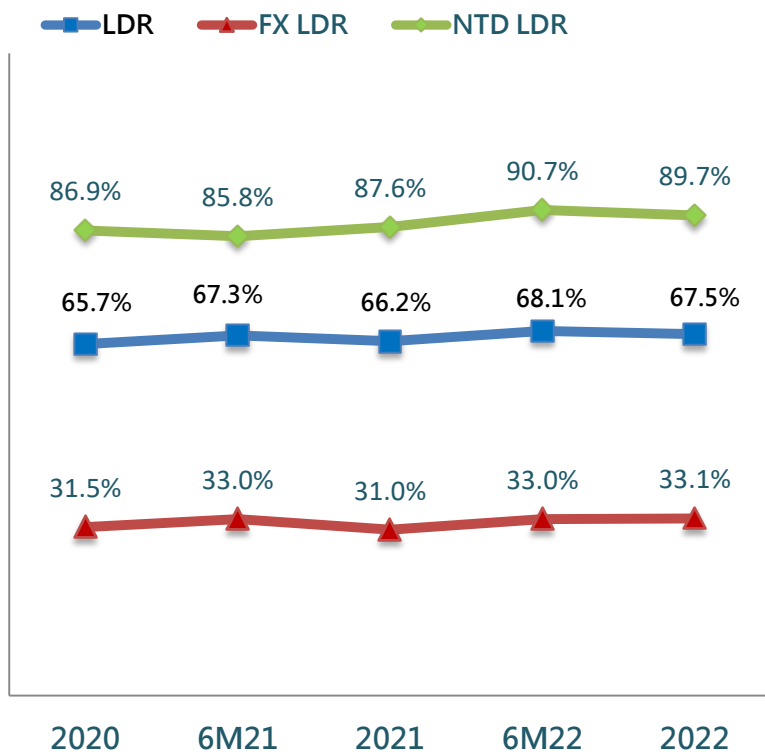
Note: 1. E.SUN Bank Consolidated

2. Loan balance of subsidiaries NT\$ 61.5 billion



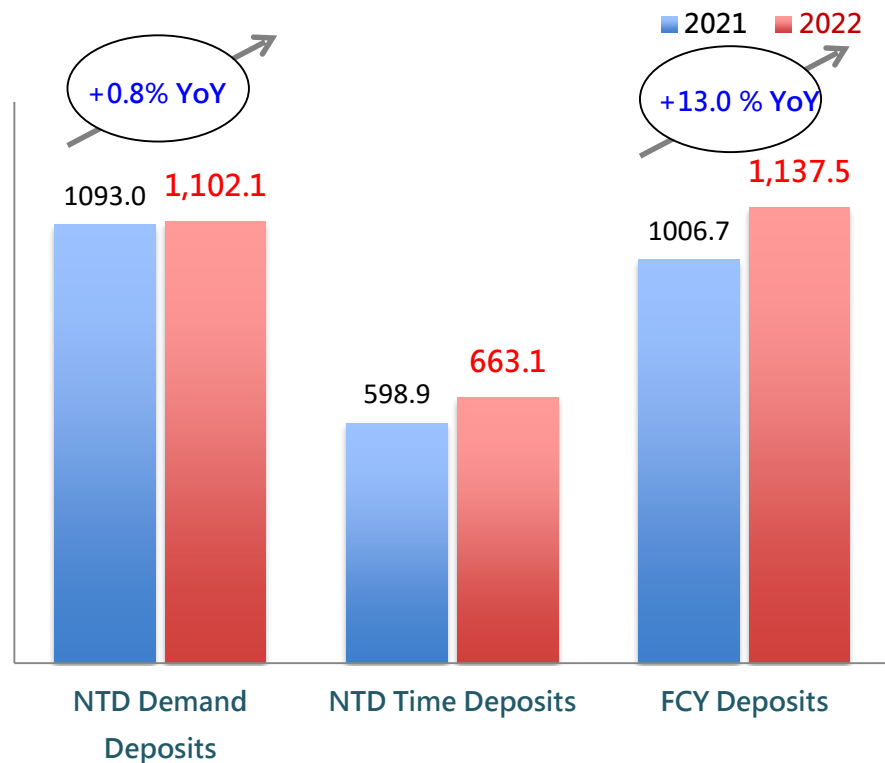
存款結構分析

存放比率



存款結構比較

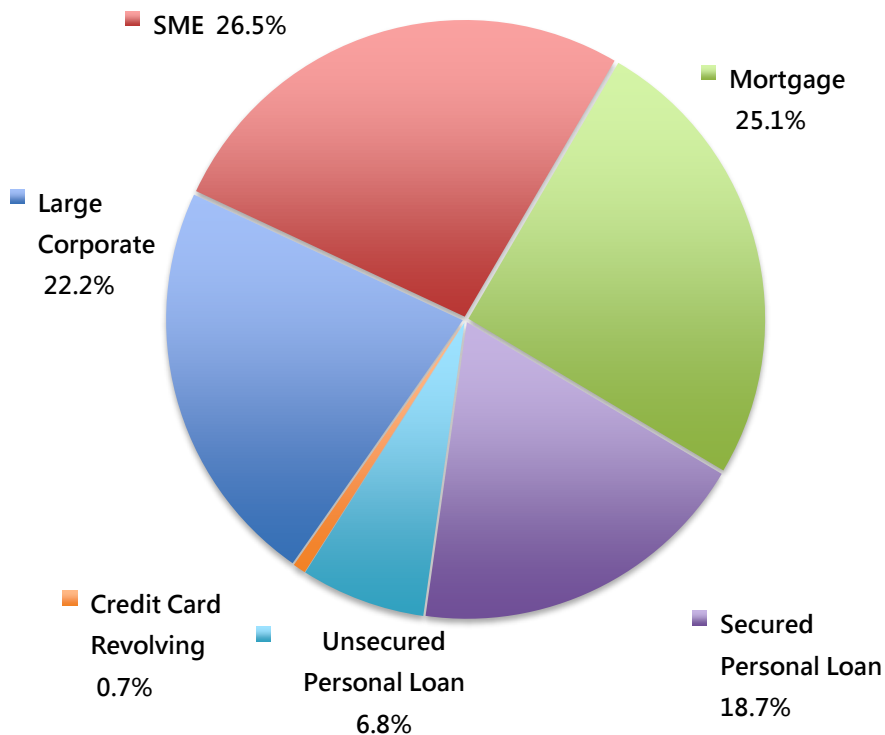
Unit: NT \$Bn





放款結構分析

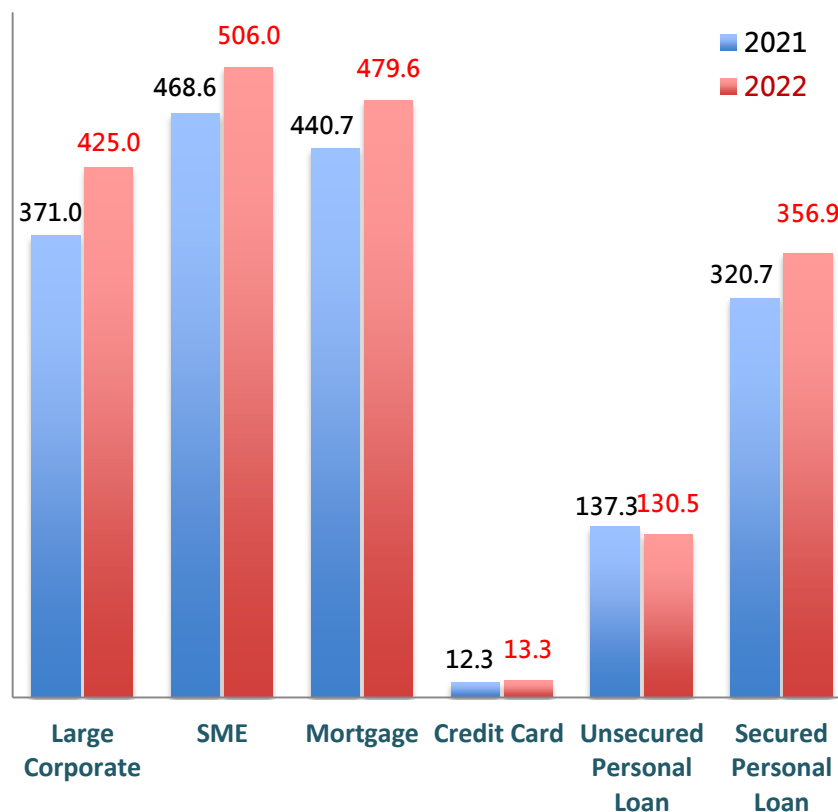
放款總額
新台幣\$ 1兆9,114億元



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

YoY Comparison

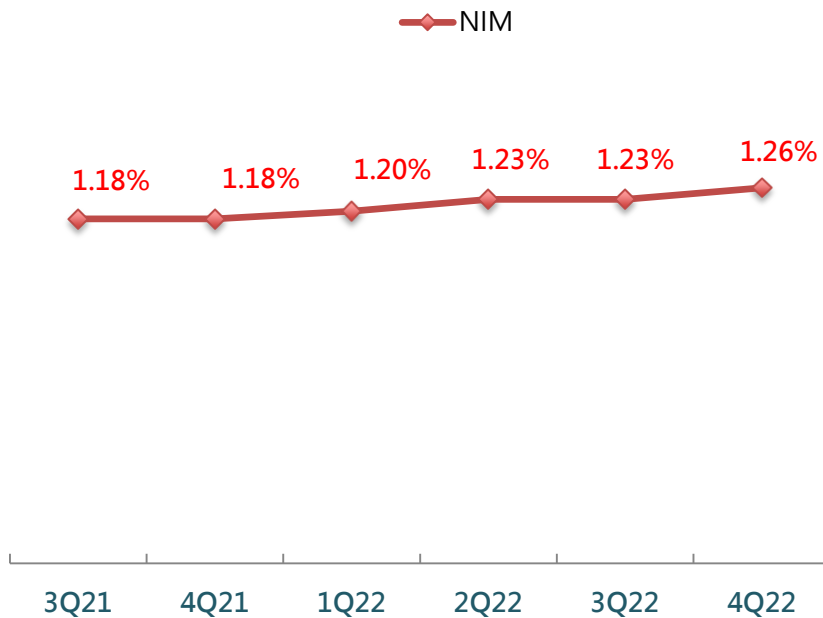
Unit: NT\$ Bn



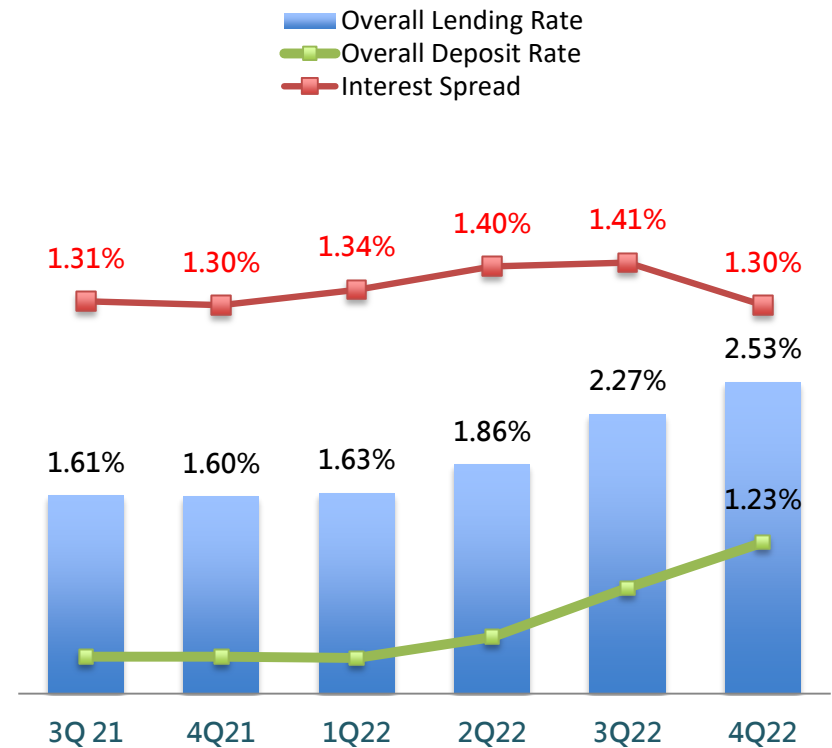


NIM and Spread

Quarterly Net Interest Margin



Quarterly Interest Spread

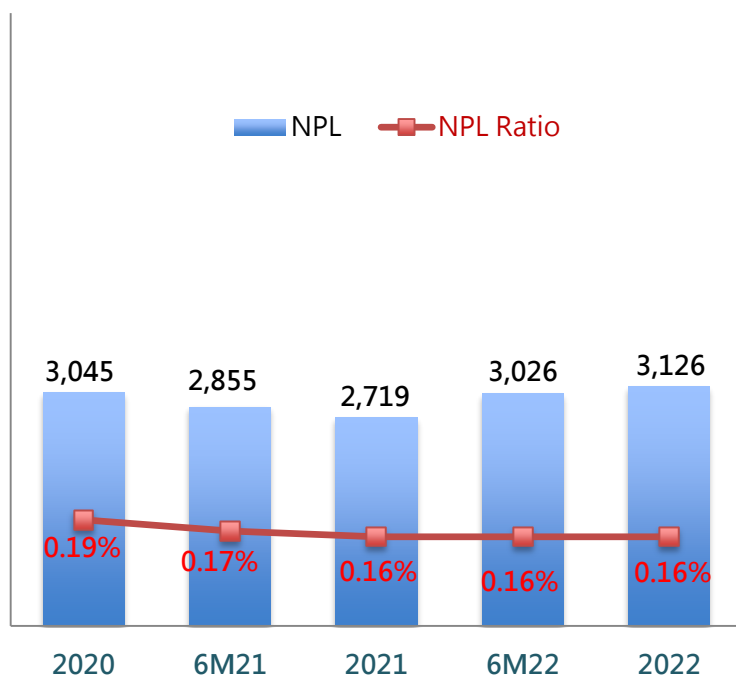




優異的資產品質^{1/3}

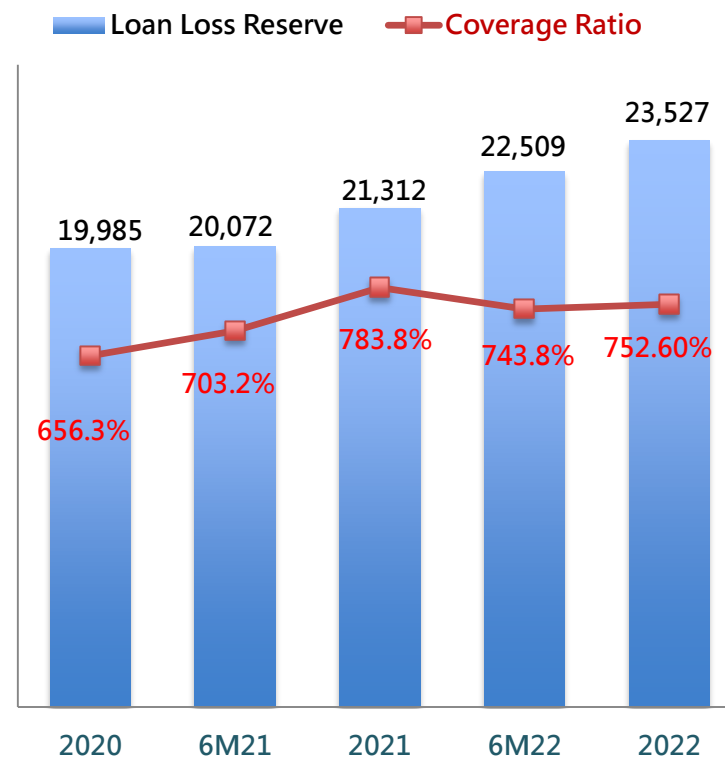
NPL Ratio

Unit: NT\$ million



Coverage Ratio

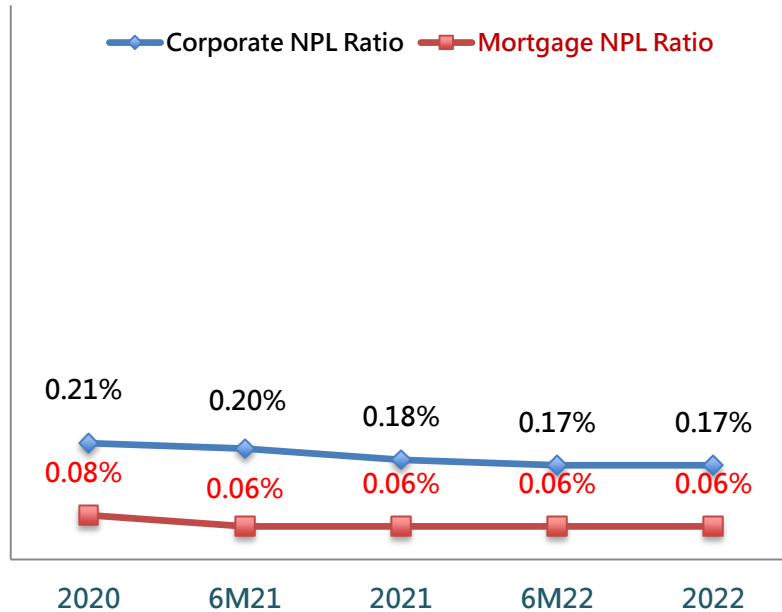
Unit: NT\$ million



Note: Data of E.SUN Bank standalone

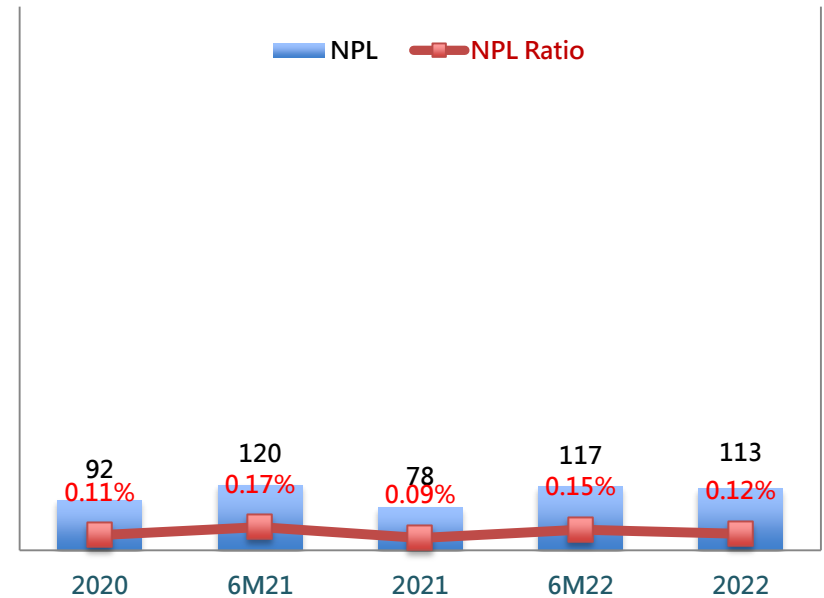


NPL Ratio for Major Products



NPL Ratio for Credit Card

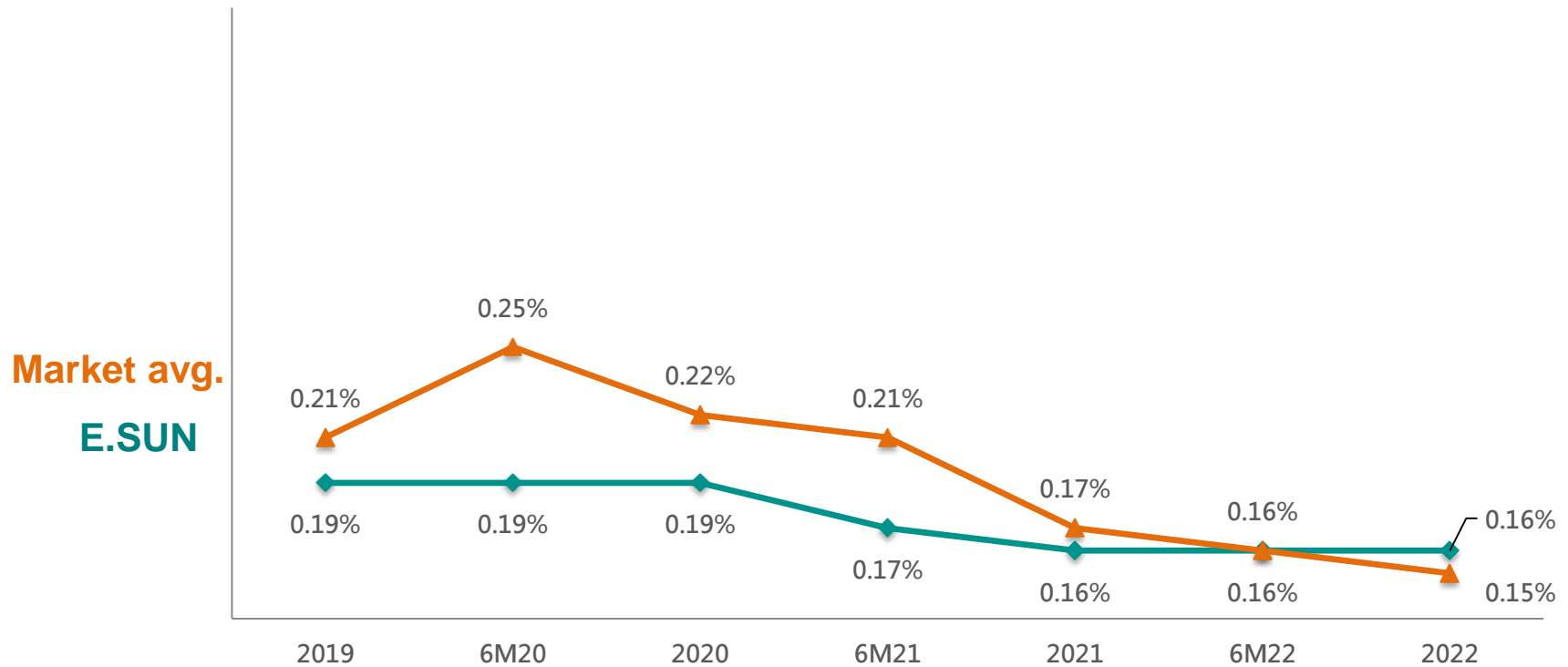
Unit: NT\$ million



Note: Data of E.SUN Bank standalone



NPL Comparison with Market



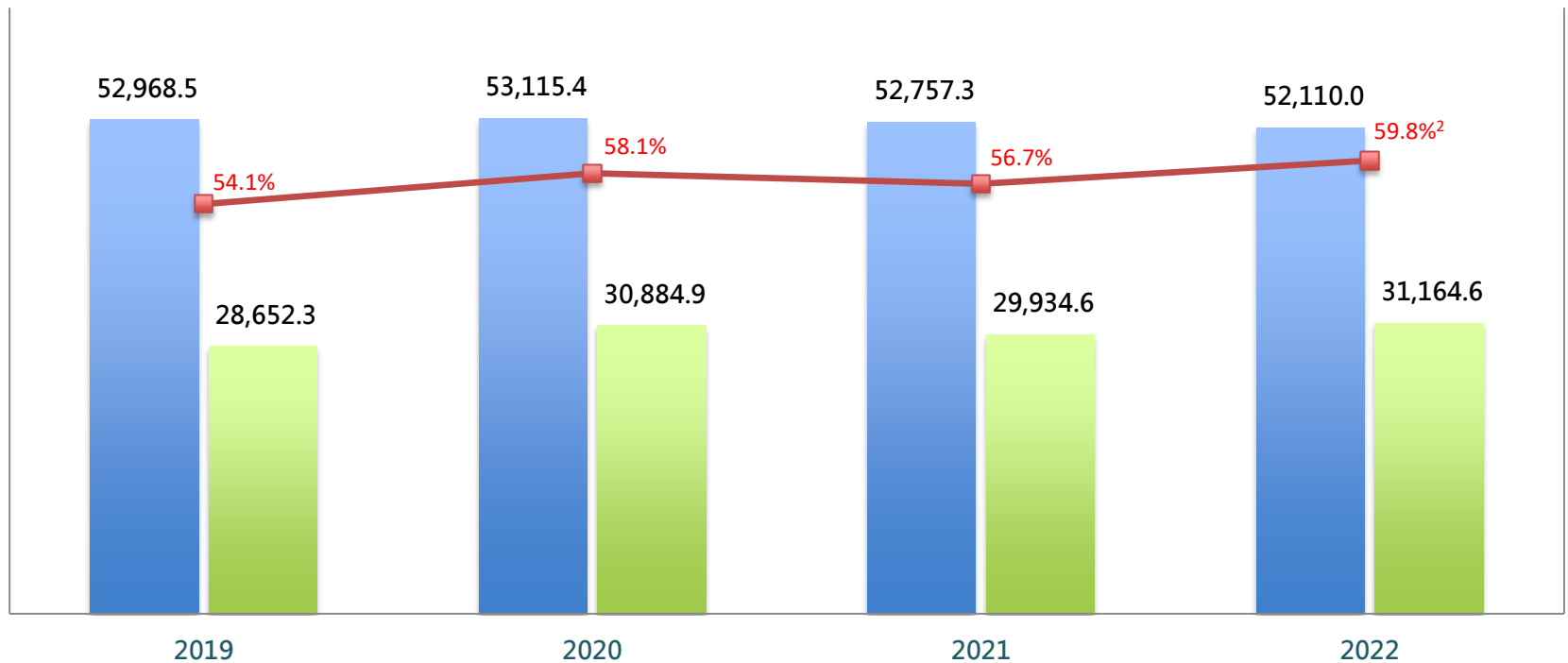
Source: FSC



成本效率比

Unit: NT\$ million

Net Revenue Operating Expense(exclu. provision) Cost Income Ratio

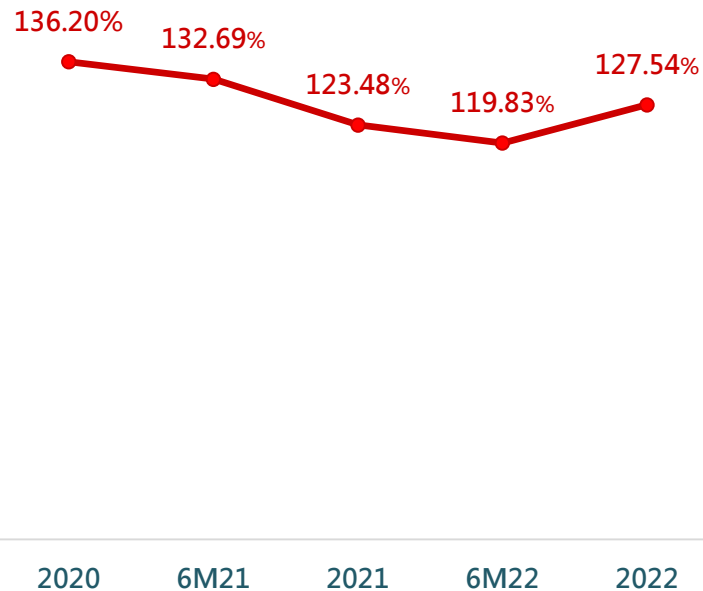


Note: 1. Data of E.SUN Bank
2. Audit figures of Dec. 2022

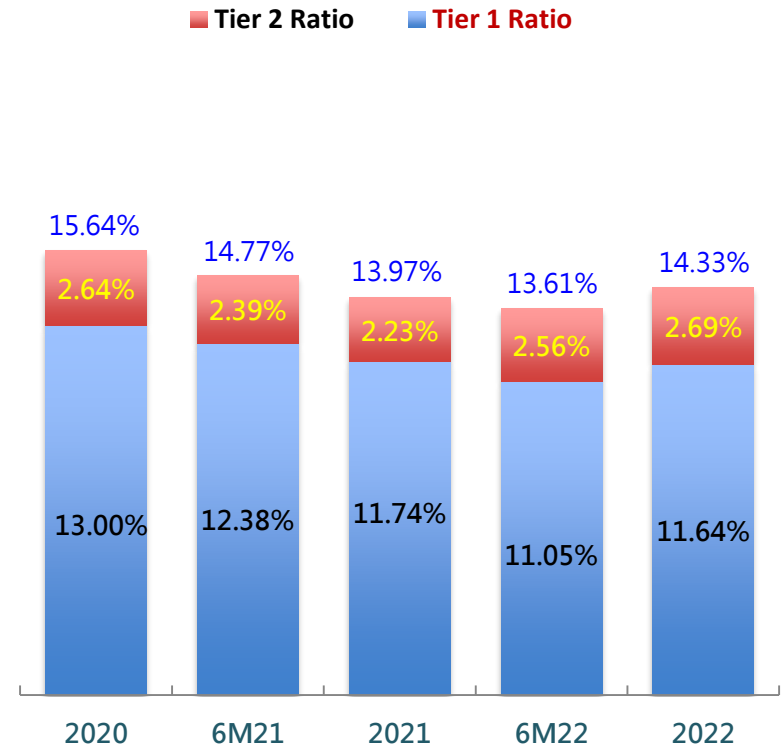


資本適足率

FHC CAR Ratio



Bank BIS Ratio



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



對標國際 成為亞洲永續標竿

Together for Implementation

永續金融的領航者



為台灣發聲 - 黃男州董事長於2022 COP27 世界氣候峰會(WCS) 發表「臺灣氣候新金融」演說

企業
轉型

- ✓ 永續連結貸款金額406億元
- ✓ 永續債券發行量190億元 規模及檔數本國銀行第一
- ✓ 輔導中小企業參獎數金融業最多
- ✓ 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44件，本國銀行第一
- ✓ 承作再生能源類型最多元
- ✓ 普惠金融相關貸款(含地方創生、綠建築、社會創新、青創、危老重建等) 餘額181億元

個人
參與

- ✓ 創新安養信託服務，信託本金88.6億 民營銀行第一
- ✓ 結合信用卡、悠遊卡，鼓勵低碳消費
- ✓ 推廣ESG主題基金、綠建築房貸、危老重建貸款



資料日期2022.12



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 Dec. 31, 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	228,865	846	465	442	229,134
Securities, net	1,049,340	1,899	4,488	126	1,055,846
Loans, net	1,934,792	-	-	-	1,934,792
A/R, net	115,768	10,221	-	80	125,989
Land, premises and equipments, net	34,067	377	2	3	34,709
Others	95,192	4,454	24	204,539	99,090
Total assets	3,458,024	17,797	4,979	205,190	3,479,560
Liabilities:					
Deposits	2,902,696	-	-	-	2,900,914
Other liabilities	363,783	11,048	102	8,264	381,555
Total liabilities	3,266,479	11,048	102	8,264	3,282,469
Total stockholders' equity	191,545	6,749	4,877	196,926	197,091
Total equity attributable to owners of the company	191,370	6,749	4,877	196,926	196,926
Non-Controlling interests	175	-	-	-	165
Total liabilities and stockholders' equity	3,458,024	17,797	4,979	205,190	3,479,560

Note: Audit figures of Dec. 2022



P&L of E.SUN FHC and its subsidiaries for 12M2022

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	29,239	424	0	(48)	29,618
Net fee income	17,135	2,149	-	-	19,280
Net trading income/(loss) & Derivatives & FX	5,564	32	145	3	5,743
Others	172	183	10	15,951	165
Total Net Revenues	52,110	2,788	155	15,906	54,806
Allowance for bad-debt expenses	(2,081)	4	0	0	(2,077)
Operating expenses	(31,164)	(1,563)	(22)	(333)	(32,826)
Income before income tax	18,865	1,229	133	15,573	19,903
Income tax expenses	(4,032)	(225)	(51)	186	(4,122)
Net Income	14,833	1,004	82	15,759	15,781
Attributable to owners of the company	14,809	1,004	82	15,759	15,759
Non-controlling interests	24	0	0	0	22

Note: Audit figures of Dec. 2022



E.SUN FHC's Balance Sheet (Consolidated)

NT\$ million	Yearly Results			Quarterly Results					
	2019	2020	2021	Sep 21	Dec 21	Mar 22	Jun 22	Sep 22	Dec 22
Assets :									
Cash and due from banks	128,579	175,722	210,608	189,310	210,608	208,307	198,487	255,725	229,134
Securities, net	742,487	998,478	1,037,395	942,780	1,037,395	1,028,826	1,013,388	990,267	1,055,846
Loans, net	1,444,322	1,620,374	1,768,641	1,723,385	1,768,641	1,826,344	1,872,442	1,917,410	1,934,792
A/R, net	113,150	116,686	124,412	120,435	124,412	119,207	116,586	129,843	125,989
Land, premises and equipments, net	33,351	33,291	33,881	33,316	33,881	34,078	34,036	34,325	34,709
Others	36,469	27,194	55,971	43,111	55,971	75,752	108,375	164,094	99,090
Total assets	2,498,358	2,971,745	3,230,908	3,052,337	3,230,908	3,292,514	3,343,314	3,491,664	3,479,560
Liabilities:									
Deposits	2,082,070	2,484,605	2,693,343	2,550,344	2,693,343	2,711,688	2,774,699	2,852,345	2,900,914
Other liabilities	243,107	305,539	343,180	312,332	343,180	384,372	384,892	453,741	381,555
Total liabilities	2,325,177	2,790,144	3,036,523	2,862,676	3,036,523	3,096,060	3,159,591	3,306,086	3,282,469
Total stockholders' equity	173,181	181,601	194,385	189,661	194,385	196,454	183,723	185,578	197,091
Total equity attributable to owners of the company	173,058	181,469	194,226	189,515	194,226	196,294	183,572	185,424	196,926
Non-Controlling interests	123	132	159	146	159	160	151	154	165
Total liabilities and stockholders' equity	2,498,358	2,971,745	3,230,908	3,052,337	3,230,908	3,292,514	3,343,314	3,491,664	3,479,560

Note: Audit figures of Dec. 2022



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

NT\$ million	Yearly Results			Quarterly Results					
	2019	2020	2021	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Operating income									
Net interest income	19,871	21,339	25,984	6,576	6,977	7,384	7,876	7,756	6,602
Fee income	18,725	19,831	21,324	5,519	5,393	5,173	4,649	4,728	4,730
Net trading income/(loss) & Derivatives & FX	15,629	14,707	10,366	3,036	2,227	936	(477)	1,800	3,484
Others	298	372	223	57	71	58	85	64	(42)
Total Net Revenues	54,523	56,249	57,897	15,188	14,668	13,551	12,133	14,348	14,774
Allowance for bad-debt expenses	(1,598)	(3,226)	(2,130)	(769)	(1,051)	(344)	(532)	(615)	(586)
Operating expenses	(29,855)	(32,494)	(31,808)	(7,989)	(8,236)	(7,868)	(7,700)	(8,131)	(9,127)
Income before income tax	23,070	20,529	23,959	6,430	5,381	5,339	3,901	5,602	5,061
Income tax expenses	(2,950)	(2,481)	(3,373)	(786)	(694)	(1,012)	(1,133)	(1,037)	(940)
Net Income	20,120	18,048	20,586	5,644	4,687	4,327	2,768	4,565	4,121
Income Attributable to owners of the company	20,105	18,027	20,559	5,638	4,674	4,325	2,760	4,563	4,111
Non-Controlling interests	15	21	27	6	13	2	8	2	10

Note: Audit figures of Dec. 2022



E.SUN Bank's Balance Sheet (Consolidated)

NT\$ million	Yearly Results			Quarterly Results					
	2019	2020	2021	Sep 21	Dec 21	Mar 22	Jun 22	Sep 22	Dec 22
Assets :									
Cash and due from banks	128,432	175,678	210,382	189,224	210,382	207,909	198,314	255,395	228,865
Securities, net	737,525	970,129	1,030,673	936,773	1,030,673	1,021,388	1,006,447	983,563	1,049,340
Loans, net	1,444,322	1,620,374	1,768,641	1,723,385	1,768,641	1,826,344	1,872,442	1,917,410	1,934,792
A/R, net	103,686	102,012	108,589	103,123	108,589	102,984	103,001	117,389	115,768
Land, premises and equipments, net	32,725	32,689	33,266	32,698	33,266	33,475	33,431	33,699	34,067
Others	34,320	46,097	44,566	38,544	44,566	71,903	104,888	160,200	95,192
Total assets	2,481,010	2,946,979	3,196,117	3,023,747	3,196,117	3,264,003	3,318,523	3,467,656	3,458,024
Liabilities:									
Deposits	2,083,226	2,486,232	2,696,351	2,553,779	2,696,351	2,713,813	2,784,022	2,854,324	2,902,696
Other liabilities	226,694	282,949	311,650	285,634	311,650	361,155	356,452	433,404	363,783
Total liabilities	2,309,920	2,769,181	3,008,001	2,839,413	3,008,001	3,074,968	3,140,474	3,287,728	3,266,479
Total stockholders' equity	171,090	177,798	188,116	184,334	188,116	189,035	178,049	179,928	191,545
Total equity attributable to owners of the company	170,959	177,657	187,947	184,178	187,947	188,864	177,888	179,765	191,370
Non-Controlling interests	131	141	169	156	169	171	161	163	175
Total liabilities and stockholders' equity	2,481,010	2,946,979	3,196,117	3,023,747	3,196,117	3,264,003	3,318,523	3,467,656	3,458,024

Note: Audit figures of Dec. 2022



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

NT\$ million	Yearly Results			Quarterly Results					
	2019	2020	2021	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Operating income									
Net interest income	19,657	21,095	25,591	6,467	6,872	7,278	7,772	7,670	6,519
Fee income	17,712	18,044	18,289	4,713	4,717	4,567	4,073	4,216	4,279
Net trading income/(loss) & Derivatives & FX	15,297	13,593	8,647	2,558	1,650	485	(529)	1,958	3,650
Others	302	383	230	61	70	60	88	66	(42)
Total Net Revenues	52,968	53,115	52,757	13,799	13,309	12,390	11,404	13,910	14,406
Allowance for bad-debt expenses	(1,603)	(3,241)	(2,134)	(769)	(1,051)	(345)	(532)	(617)	(587)
Operating expenses	(28,652)	(30,885)	(29,935)	(7,436)	(7,809)	(7,421)	(7,303)	(7,694)	(8,746)
Income before income tax	22,713	18,989	20,688	5,594	4,449	4,625	3,568	5,599	5,073
Income tax expenses	(3,054)	(2,501)	(3,101)	(668)	(784)	(950)	(931)	(1,151)	(1,000)
Net Income	19,659	16,488	17,587	4,926	3,665	3,675	2,637	4,448	4,073
Attributable to owners of the company	19,643	16,465	17,559	4,920	3,652	3,674	2,627	4,445	4,063
Non-controlling interests	16	23	28	6	13	1	10	3	10

Note: Audit figures of Dec. 2022