

永豐金控 2018/1Q 法人說明會

May 29th, 2018

Disclaimer

This presentation and the presentation materials distributed herewith may include forward-looking statements. 2018/1Q financial data are preliminary. All statements, other than statements of historical facts, that address activities, events or developments that SinoPac Financial Holdings Company ("SinoPac") expects or anticipates will or may occur in the future (including but not limited to projections, targets, estimates and business plans) are forward-looking statements. SinoPac's actual results or developments may differ materially from those indicated by these forward-looking statements as a result of various factors and uncertainties, including but not limited to price fluctuations, actual demand, exchange rate fluctuations, market shares, competition, changes in legal, financial and regulatory frameworks, international economic and financial market conditions, political risks, cost estimates and other risks and factors beyond its control. In addition, SinoPac makes the forward-looking statements referred to herein as of today and undertakes no obligation to update these statements.

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一、金控整體營運摘要

2018/1~3 金控稅後權益報酬率(ROE) 7.69%

■ 1Q淨收益NT\$8,124Mn，QoQ +1.5%，YoY +0.3%

■ 1Q稅後淨利NT\$2,649Mn，QoQ +18.1%，YoY +12.1%

1Q核心收益增加受惠於淨手收，基金、保險、證券手續費均較前季增長

■ 1Q利息淨收益NT\$3,845Mn (47%)，QoQ -2.2%，YoY -5.5%

■ 1Q手續費淨收益NT\$2,921Mn (36%)，QoQ +28.1%，YoY +22.4%

調整資產運用結構，持續提升收益率，資本適足率增強穩健

■ 金控1Q總資產規模NT\$16,259億元，QoQ +1.7%；YoY -3.0%

■ 銀行1Q放款規模NT\$8,766億元，QoQ -1.2%；YoY -5.7%。NIM及Spread QoQ及YoY皆為成長

■ 銀行1Q合併資本適足率15.39%，Tier 1 ratio續增至13.45%

Major achievements

■ 銀行「豐雲房貸」榮獲《The Asian Banker》評選為2018亞洲年度最佳房貸產品

■ 銀行連續七年獲頒中小企業信用保證融資業務績優金融機構及授信經理人等獎項

■ 銀行獲海外信用保證基金頒發「106年度授信金額成長優等獎」

■ 證券榮獲《財訊》2018財富管理大獎：「證券最佳服務」、「證券最佳數位財富管理」、「最佳影音行銷」三大獎項

■ 證券(亞洲)榮獲財資(THE Asset)頒發 The Asset Triple A Country Awards 2017之「Best Bank Capital Bond, China」獎項

■ 投信、投顧雙獲理柏台灣基金獎肯定，投信旗下永豐領航科技基金獲資訊科技股票型五年期獎項、永豐趨勢平衡基金獲新台幣平衡混合型十年期獎項。

二、金控 Financial Highlights

NT\$Mn ; Mn Shares	2015	2016	2017	2018/1~3M	YoY	2018/1Q	2017/4Q	QoQ
股本	101,680	106,764	110,501	110,501	3.5%	110,501	110,501	0.0%
流通股數	10,168	10,676	11,050	11,050	3.5%	11,050	11,050	0.0%
權益	131,655	133,840	138,256	141,193	4.4%	141,193	138,256	2.1%
總資產	1,587,605	1,678,930	1,599,161	1,625,930	-3.0%	1,625,930	1,599,161	1.7%
Leverage	12.06	12.54	11.57	11.52	-0.89	11.52	11.57	-0.05
淨收益	32,566	30,820	32,506	8,124	0.3%	8,124	8,001	1.5%
稅後淨利	10,856	8,282	9,084	2,649	12.1%	2,649	2,244	18.1%
EPS (元)	0.98	0.75	0.82	0.24	0.03	0.24	0.20	0.04
每股淨值 (元)	12.95	12.54	12.51	12.78	0.12	12.78	12.51	0.27
ROA	0.69%	0.51%	0.55%	0.67%	0.10%	0.67%	0.55%	0.12%
ROE	8.45%	6.24%	6.68%	7.69%	0.56%	7.69%	6.47%	1.22%
CAR	128%	119%	130%	124%	9.5%	124%	130%	-6.4%
DLR	108%	115%	114%	114%	-0.5%	114%	114%	-0.3%

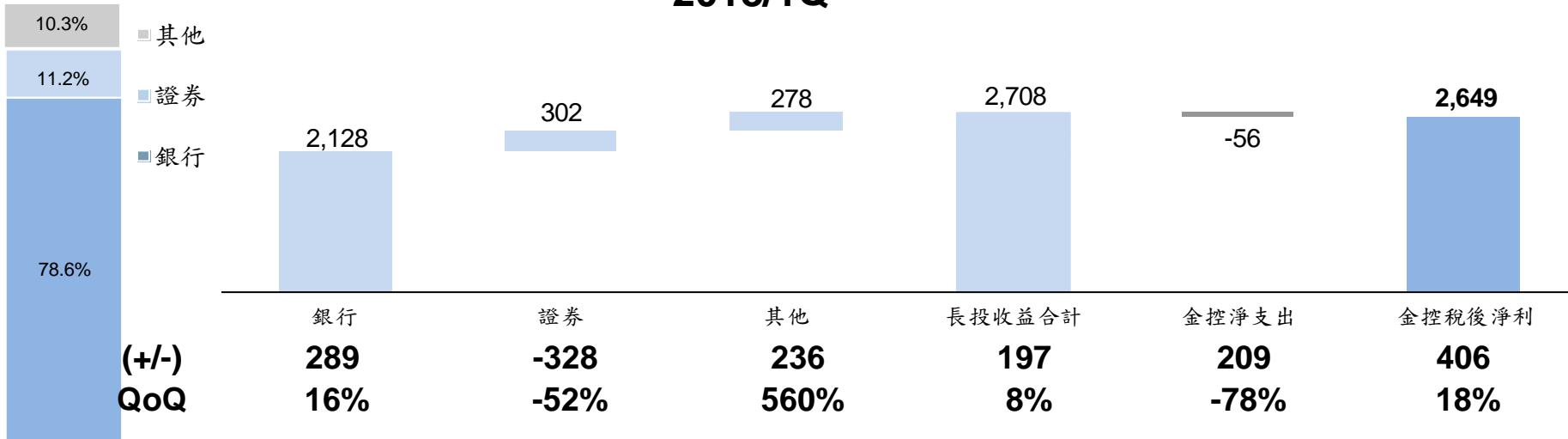
證券 Financial Highlights

NT\$Mn	2015	2016	2017	2018/1-3M	YoY	2018/1Q	2017/4Q	QoQ
股本	16,212	16,212	16,212	16,212	0.0%	16,212	16,212	0.0%
權益	25,424	25,566	25,800	26,335	3.6%	26,335	25,800	2.1%
總資產	120,376	146,696	148,204	143,484	-11.2%	143,484	148,204	-3.2%
資本利得	774	490	980	-138	-158.9%	-138	399	-134.6%
穩定性收入	5,490	5,613	6,801	1,878	23.5%	1,878	1,757	6.9%
稅後淨利	1,245	1,067	1,129	302	308.3%	302	630	-52.0%
EPS (元)	0.77	0.66	0.70	0.19	0.14	0.19	0.39	-0.20
每股淨值 (元)	15.68	15.77	15.91	16.24	0.56	16.24	15.91	0.33
資本適足率	327%	323%	292%	313%	18%	313%	292%	21%
ROA	1.08%	0.80%	0.77%	0.84%	0.65%	0.84%	1.67%	-0.83%
ROE	4.93%	4.19%	4.39%	4.68%	3.50%	4.68%	9.80%	-5.12%
Leverage	4.73	5.74	5.74	5.45	-0.90	5.45	5.74	-0.30
經紀業務市占率	4.80%	4.69%	5.13%	5.05%	-0.07%	5.05%	5.12%	-0.07%
平均融資餘額	15,641	12,736	16,113	17,676	21.5%	17,676	17,872	-1.1%
平均融資餘額市占率	6.61%	6.79%	7.45%	7.29%	-0.15%	7.29%	7.43%	-0.14%

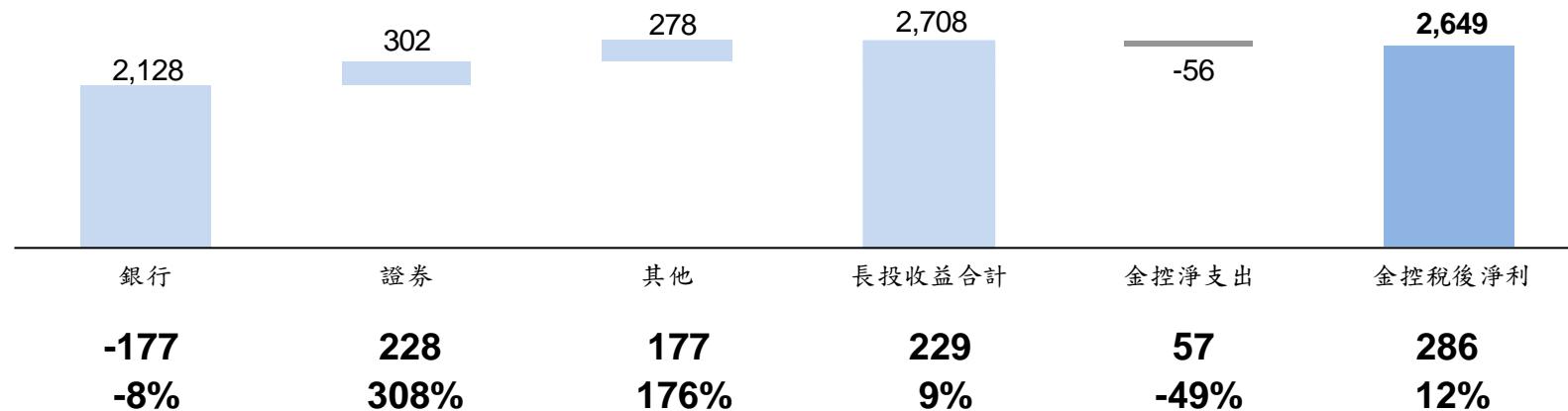
Note: numbers are presented on consolidated basis.

三、金控各子公司獲利貢獻

長投收益佔比

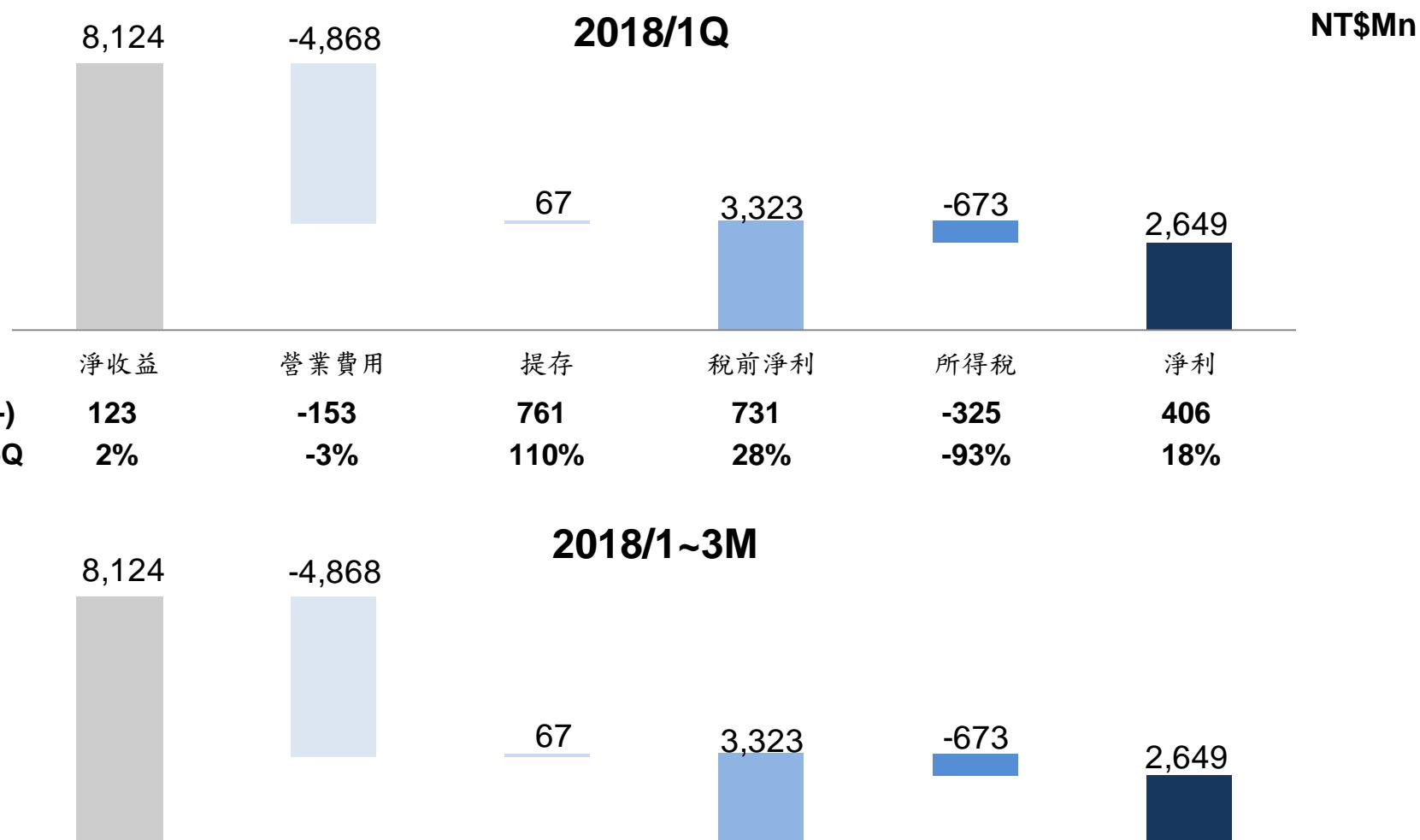


2018/1~3M



註：金控公司淨支出為金控本身收入扣除利息支出及營業費用

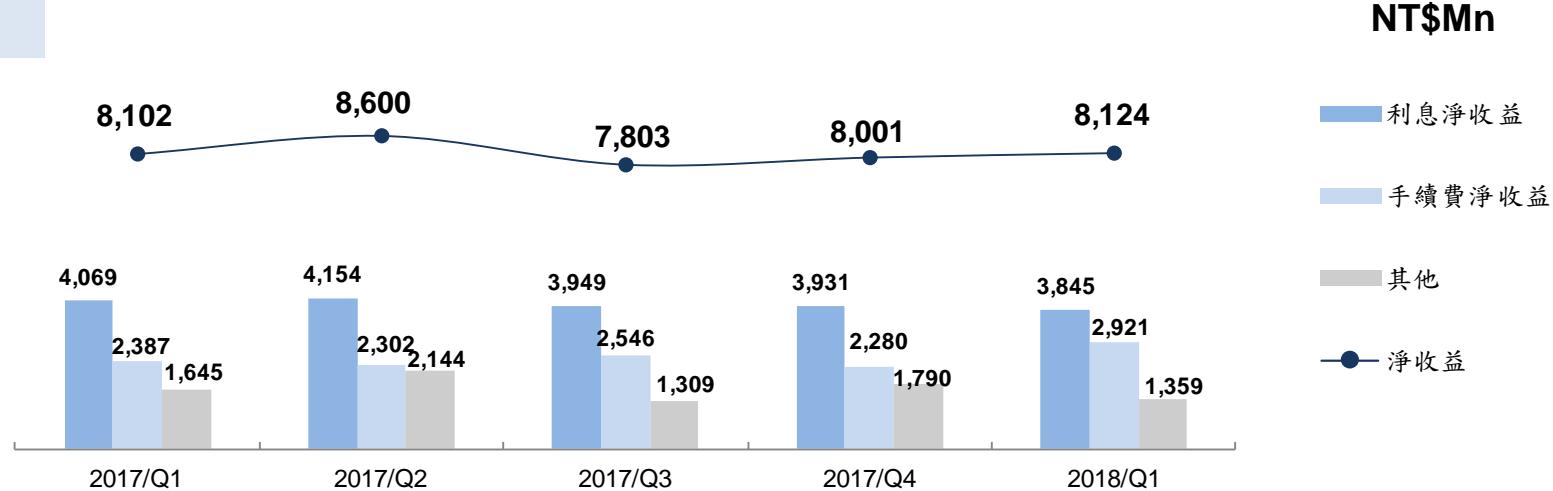
金控獲利比較



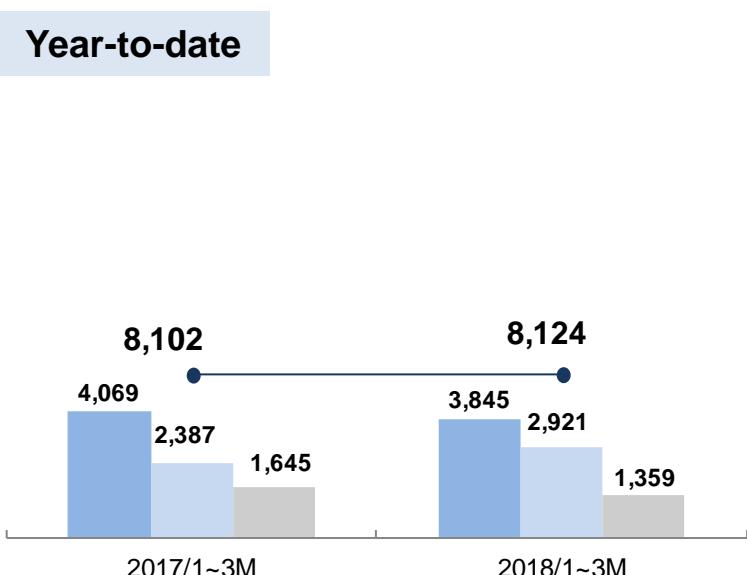
Note : numbers are presented on consolidated basis.

金控淨收益趨勢

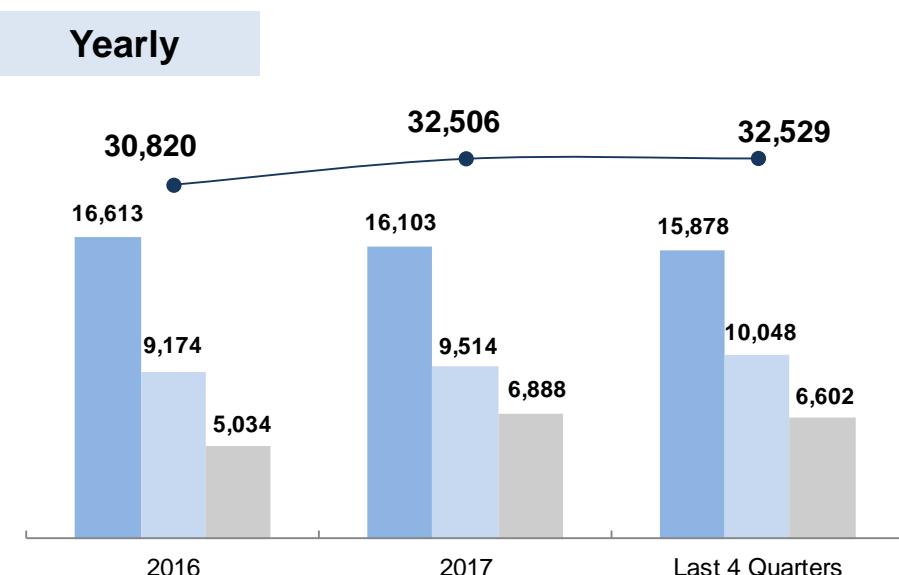
Quarterly



Year-to-date



Yearly



Note: numbers are presented on consolidated basis.

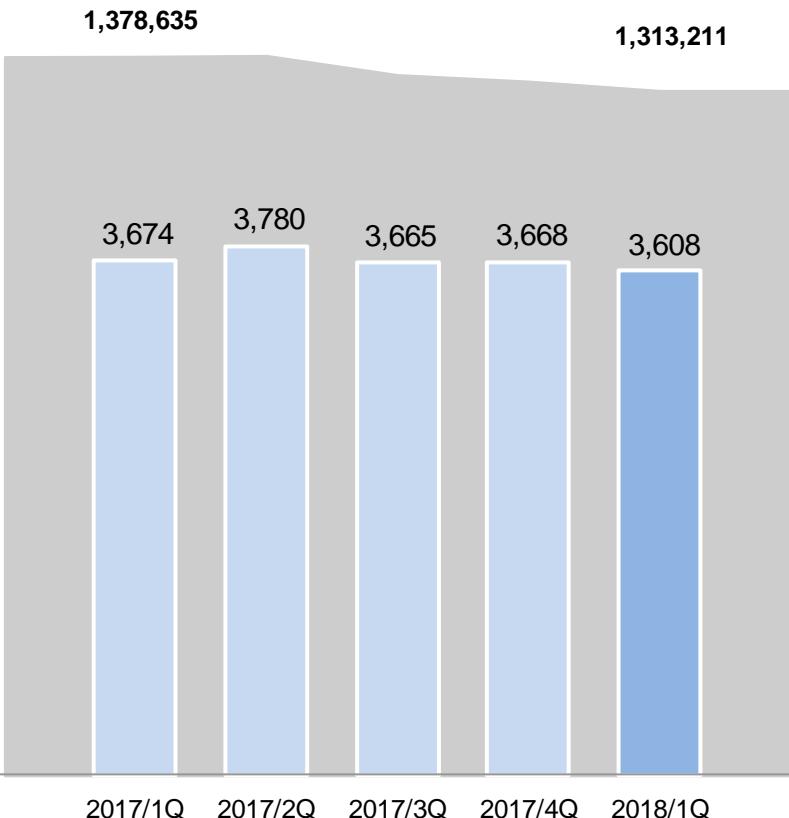
銀行NIM & Spread

Interest earning assets & Net interest income

NT\$Mn

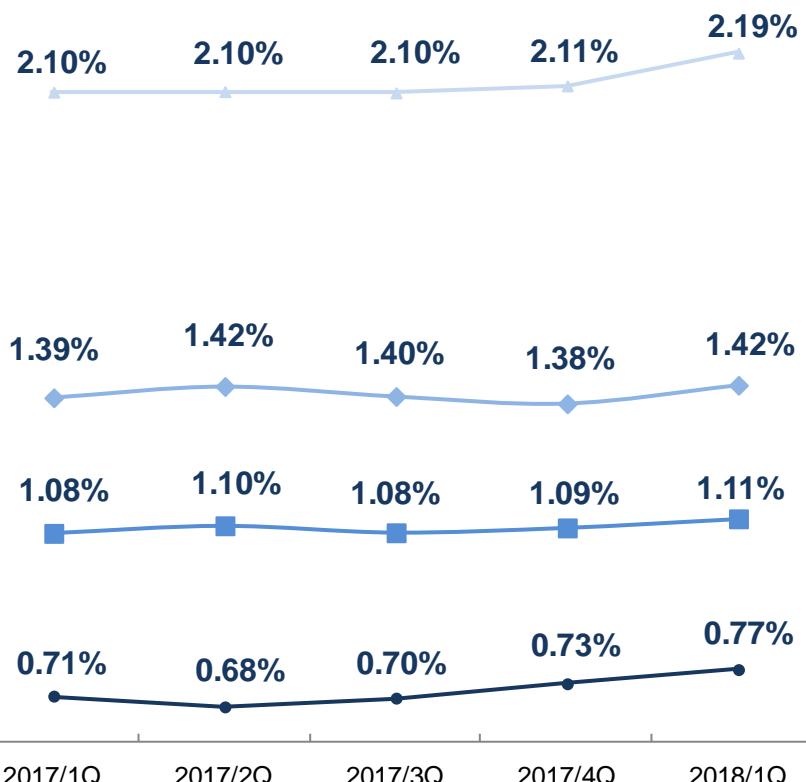
Interest earning assets

NII



NIM & Spread

Spread NIM Loan Deposit



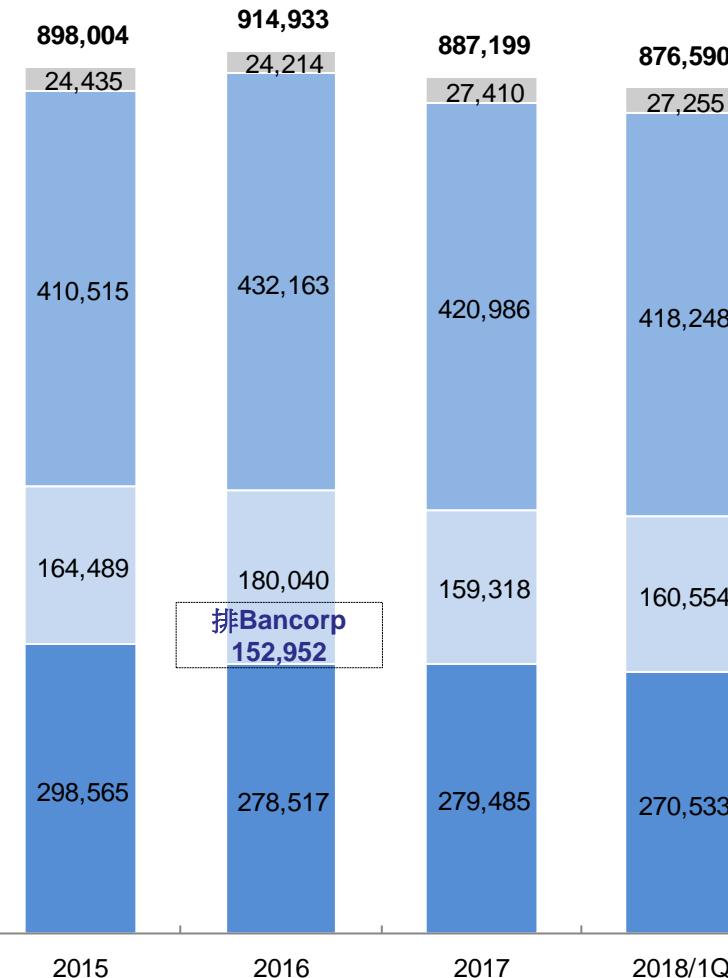
Note: numbers are presented on consolidated basis.

銀行放款結構分析

NT\$Mn

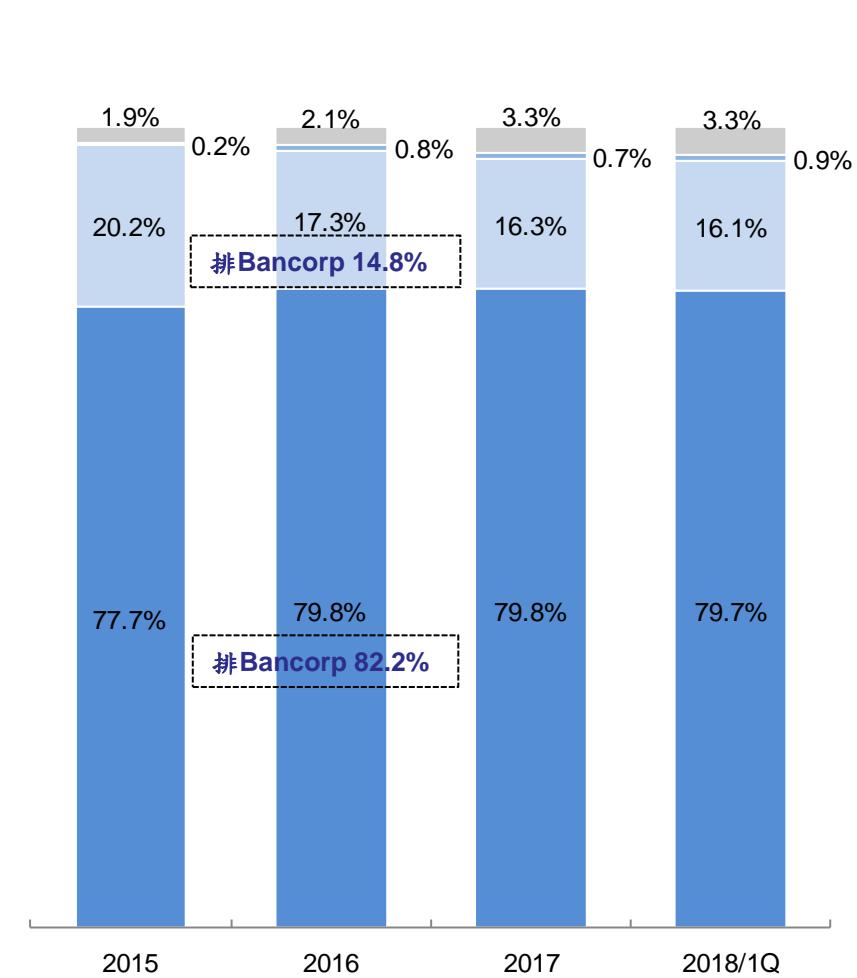
BSP's Loan

■大型企業 ■中小企業 ■個金 ■消金及其他



Loan by Currency

■TWD ■USD ■RMB ■Others



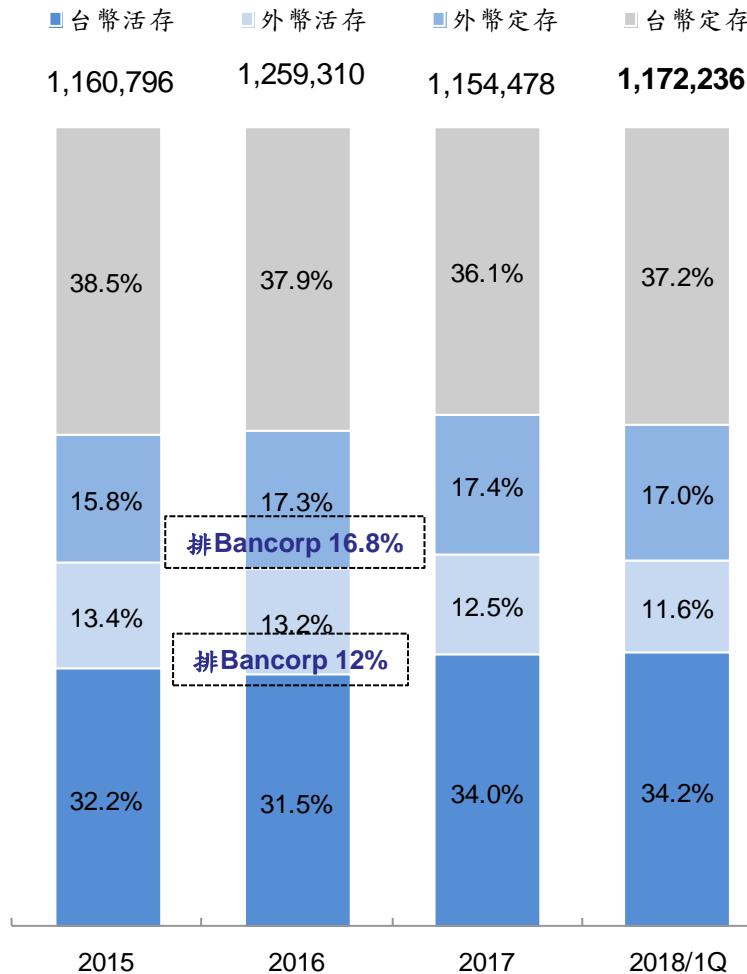
Note1: loans portfolio includes credit card revolving balance and FA, excluding non-accrual loans.

Note2: numbers are presented on consolidated basis.

銀行存款結構分析

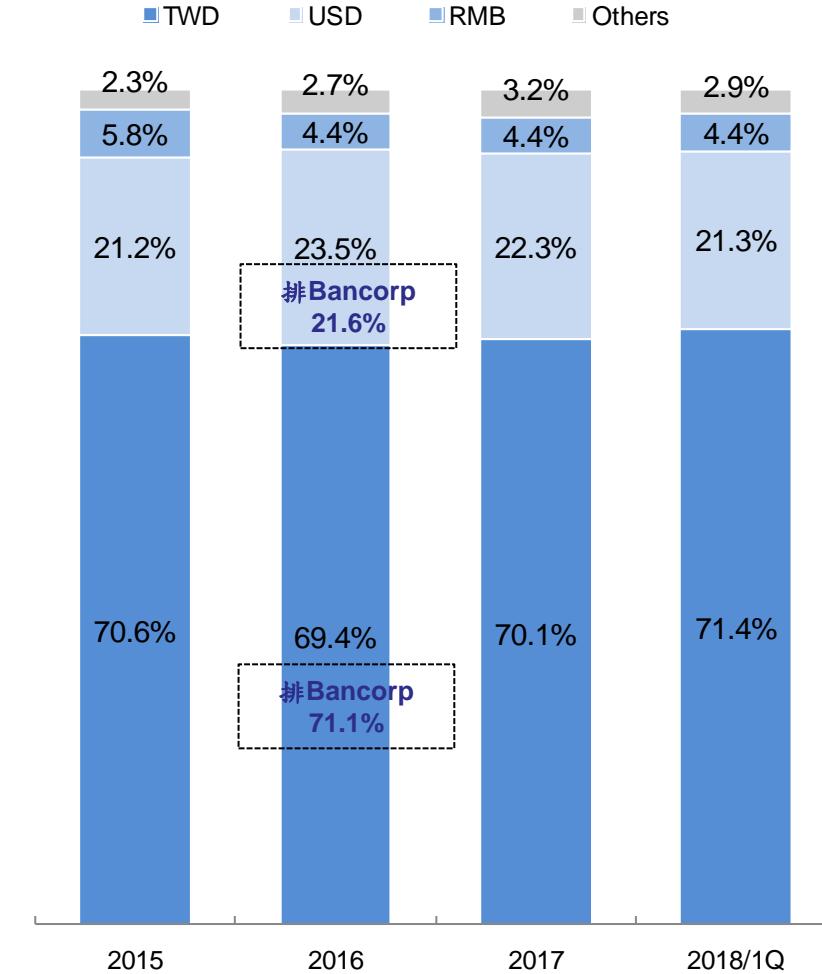
BSP's Deposit

NT\$Mn



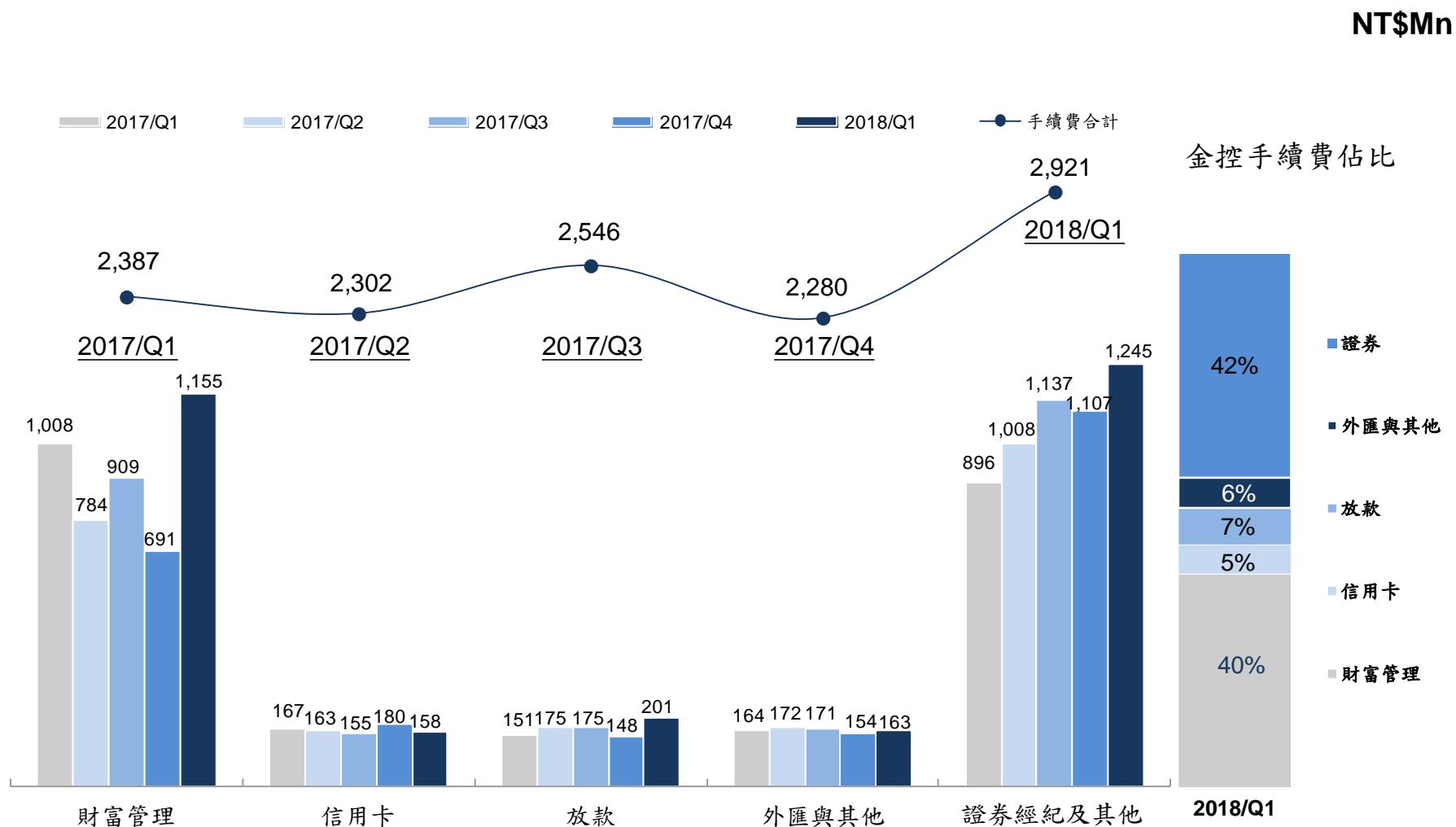
Deposit by Currency

TWD USD RMB Others



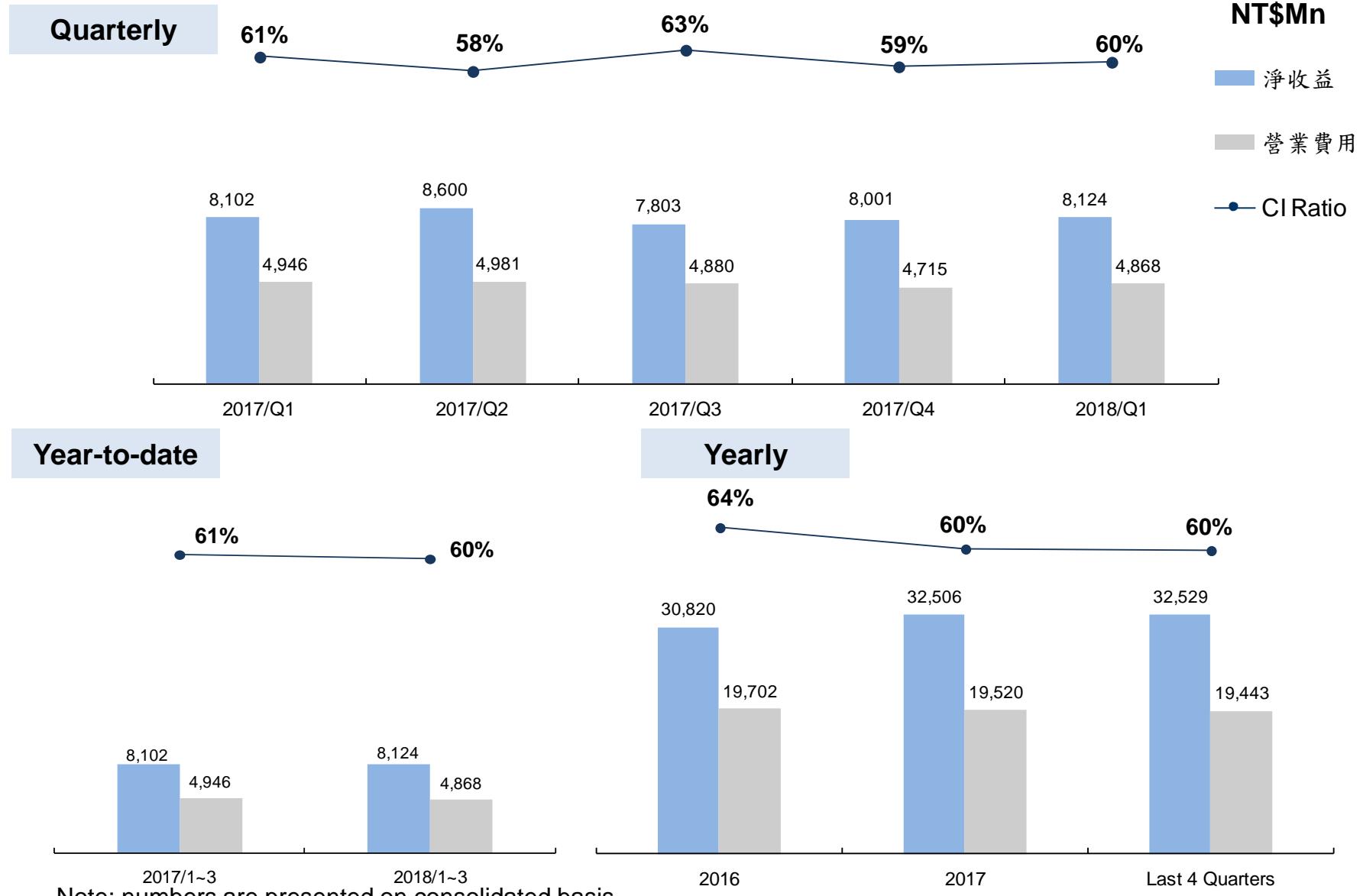
Note: numbers are presented on consolidated basis.

金控手續費收入組合



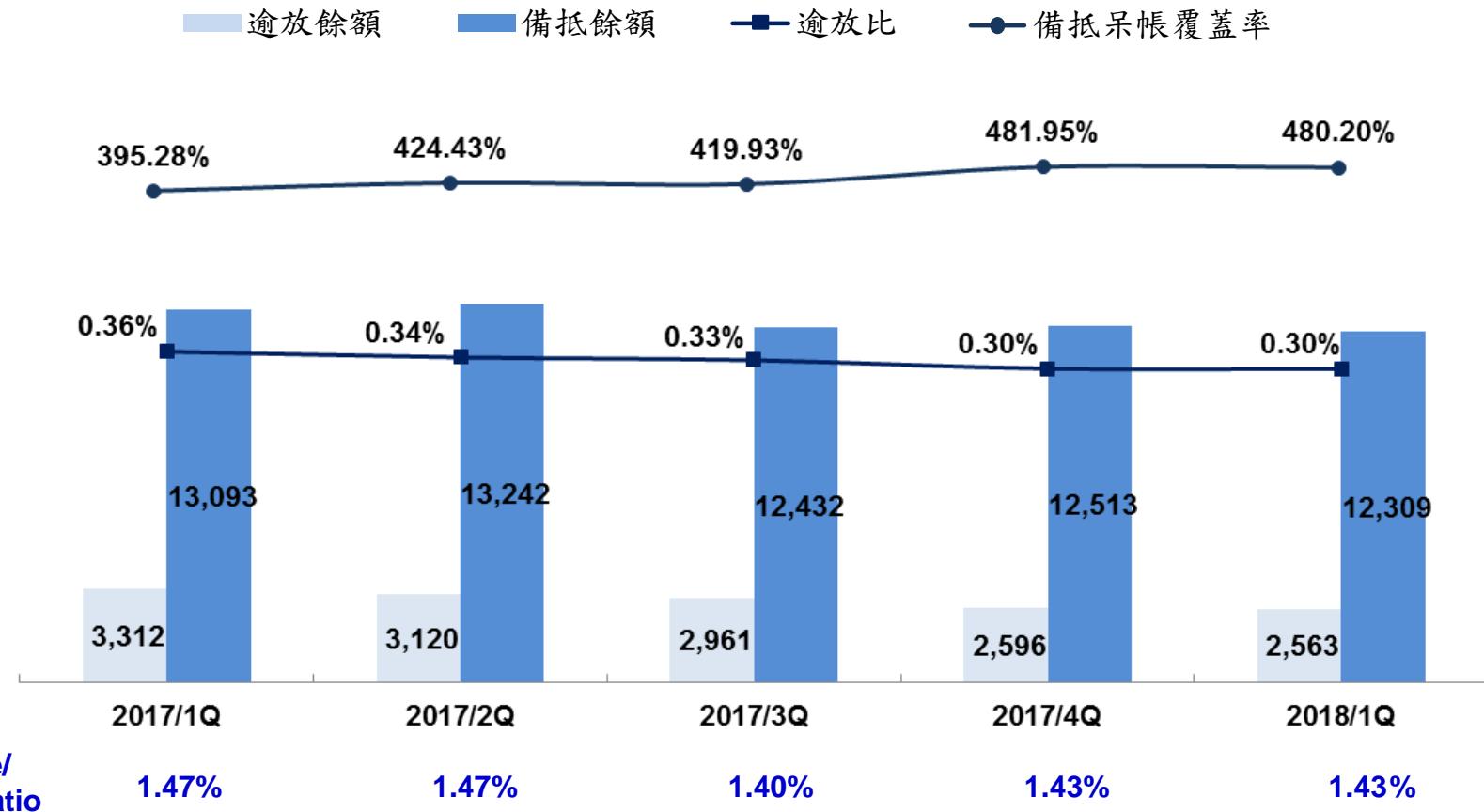
Note: numbers are presented on consolidated basis.

金控營業費用分析



銀行放款資產品質

NT\$Mn



Note 1: numbers are based on regulator's definition, excluding FA and credit card revolving balance.

Note 2: numbers are presented on consolidated basis.

公司治理進度報告

PWC體檢
五大行動方案

2017.12

四大守則

2018.2

二大功能性
委員會

2018.3

1. 設立誠信經營委員會
2. 強化舉報機制
3. 強化內部控制三道防線之有效運作機制
4. 全面推動風險導向內部稽核制度
5. 稽核、法遵、風管文化之形塑

1. 公司治理守則
2. 企業社會責任守則
3. 誠信經營守則
4. 道德行為準則

1. 誠信經營委員會

- 獨立性高—由金控、銀行、證券共8名獨董組成，業界首見
- 層級高—隸屬於董事會，位階等同於審計、薪酬等委員會
- 專業人員之委任—委員會得委任外部專業人員為查核或提供諮詢
- 舉報制度業已於5月設置—承諾保護以公益為目的之檢舉人

2. 永續發展委員會

- 由金控及主要子公司董事長、總經理任委員
- 設置公司治理、顧客關係、員工照顧、社會參與及環境永續等五個推動小組，預計6月確立永續發展藍圖
- 各推動小組定期依執行進度及成效提呈委員會與董事會

永續綠能 豐光台灣

經營實績

- 自2012年起配合政府發展綠色金融，累計融資逾1,000座電廠，光電設置容量逾415MW，換算已接近半個核電機組的裝置容量。
- 2017年5月募發國內首檔綠債，金額4,500萬美元，6個月內貸放完畢。
- 2017年太陽能電廠設備融資專案融資量年增197%，承作約140MW，換算年發電量為140百萬度。

永豐的競爭優勢

- 國內唯一蟬聯經濟部舉辦之第三屆、第四屆優良太陽光電系統光鐸獎-優良金融服務獎項之金融業者。
- 太陽能融資專案發展歷程已超過5年以上，融資電廠的案場數量已逾1,000座以上
- 對法人與個人綠能投資者均有提供適切的金融服務。
- 太陽光電融資首創台電併聯前「過橋融資」服務，個人融資免不動產抵押設定。
- 提供財務顧問服務，引介投資者、規劃籌/融資服務。

未來目標

- 以「產業扶植 法個並行」多元策略，致力打造全方位綠色金融服務平台
- 2018年預計將再次發行綠色債券，全力協助企業或個人朝向綠色家園邁進。
- 目標2年內在全台灣再增加1,000座電廠融資合作案。

Appendix 10/12

BSP's Loan Asset Quality

NT\$Mn	Yearly Results		Quarterly Results						
	2016	2017	1Q17	2Q17	3Q17	4Q17	1Q18	QoQ(%)	YoY(%)
NPL									
90-days NPLs - beginning	2,159	3,140	3,140	3,312	3,120	2,961	2,596	-12.30	-17.31
New NPL influx	4,143	2,346	670	620	490	566	719	27.02	7.39
NPL recovery	1,655	1,651	448	447	447	309	505	63.34	12.55
Write-offs	1,507	1,239	49	365	203	622	248	-60.11	403.86
90-days NPLs - ending	3,140	2,596	3,312	3,120	2,961	2,596	2,563	-1.27	-22.61
Total reserves for loans	13,291	12,513	13,093	13,242	12,432	12,513	12,309	-1.63	-5.99
Provisions for loan loss	2,084	1,361	-2	481	174	708	97	-86.24	NA
Recovery - Loan	491	497	125	195	115	62	80	29.77	-35.91
NPL ratio	0.35%	0.30%	0.36%	0.34%	0.33%	0.30%	0.30%	0.00%	-0.06%
Coverage ratio	423.30%	481.95%	395.28%	424.43%	419.93%	481.95%	480.20%	-1.75%	84.92%

Note: Loans portfolio includes non-accrual loans and is on a consolidated basis.

