



2019年第3季法人說明會

2019.12.04



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▶ 報告大綱

●2019年第3季營運摘錄

●2019年第3季財務資訊

●2019年第3季經營成果

●附錄

▶ 營運摘錄(合併基礎)

核心業務

- ★放款量YoY -0.3%，中小企業YoY+1.3%
- ★存款量YoY+1.7%，台幣活期YoY+6.3%

獲利表現

- ★稅前盈餘YoY-7.9%，核心收益NII YoY-0.02%
- ★境外獲利占比提升至52.2%

資產品質

- ★逾放比0.36%
- ★覆蓋率338.30%

資本水準

- ★資本適足率14.59%(YoY+0.18%)

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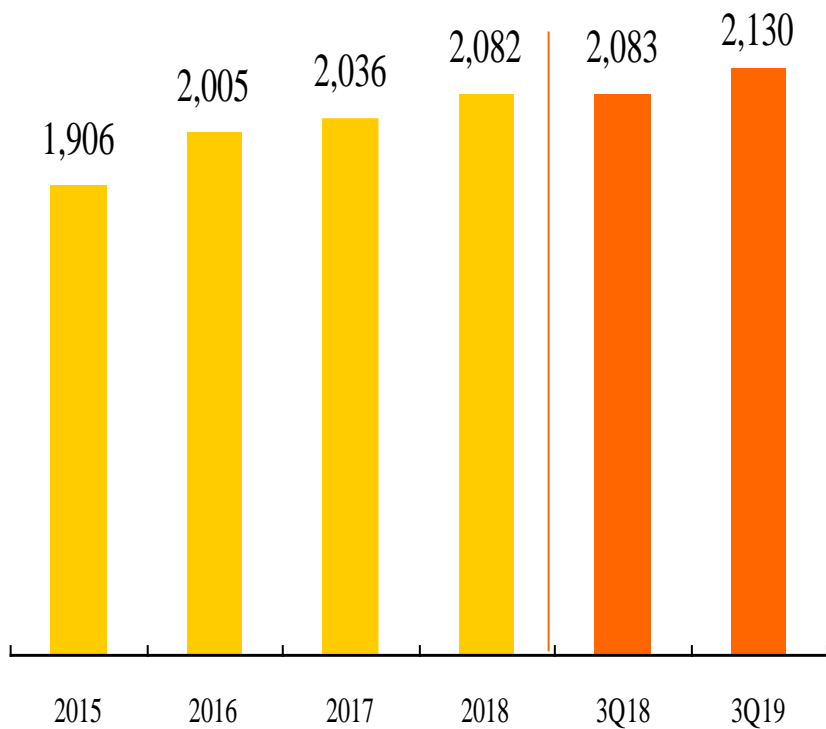
● 2019年第3季財務資訊

● 2019年第3季經營成果

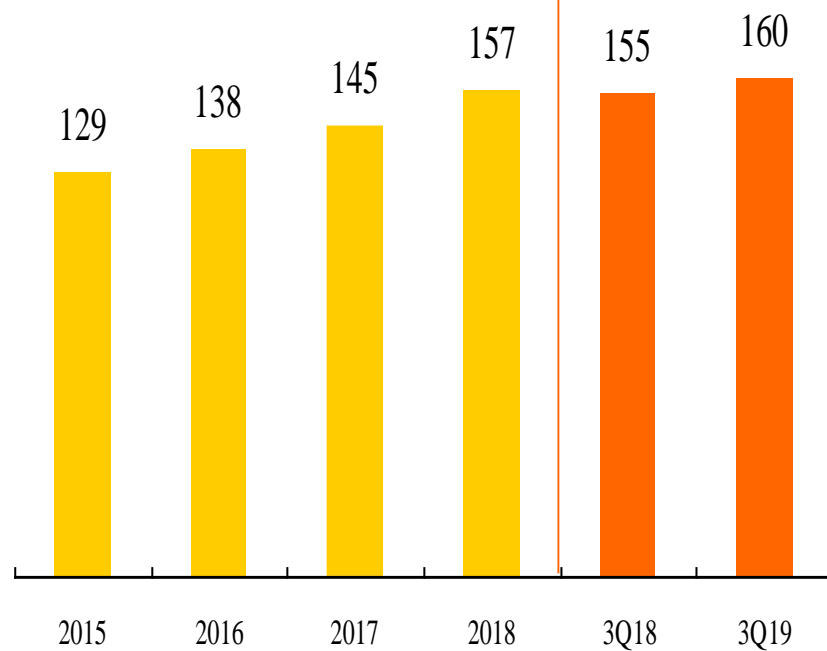
● 附錄

▶ 資產規模及淨值

Asset size (in NT\$ bn)

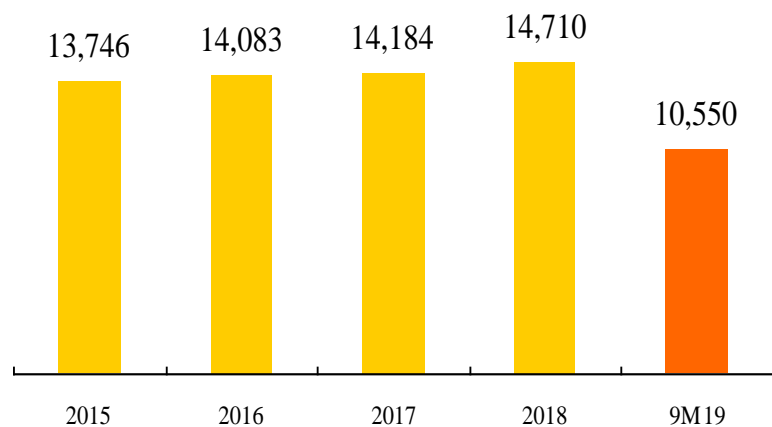


Net Worth (in NT\$ bn)

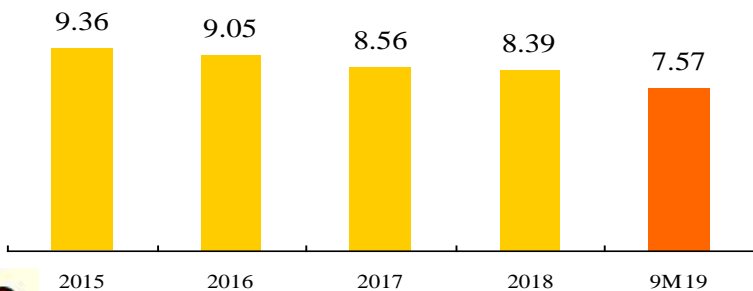


▶ 獲利表現

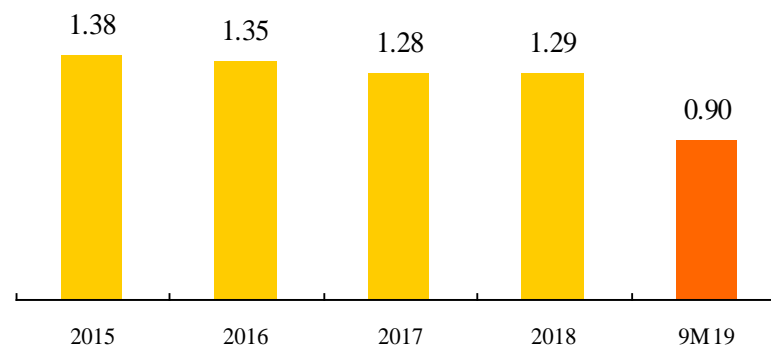
Net Income Before Tax (in NT\$ mn)



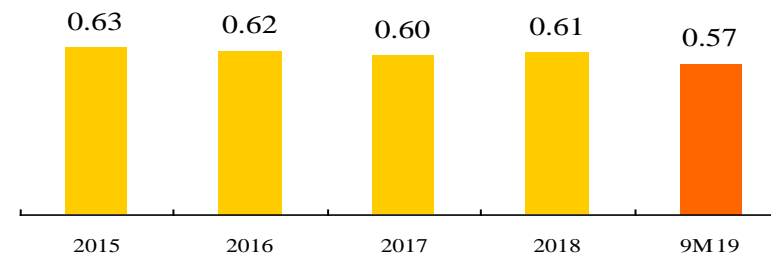
ROE



EPS After tax



ROA



1. ROE and ROA are after-tax figures and annualized figures.

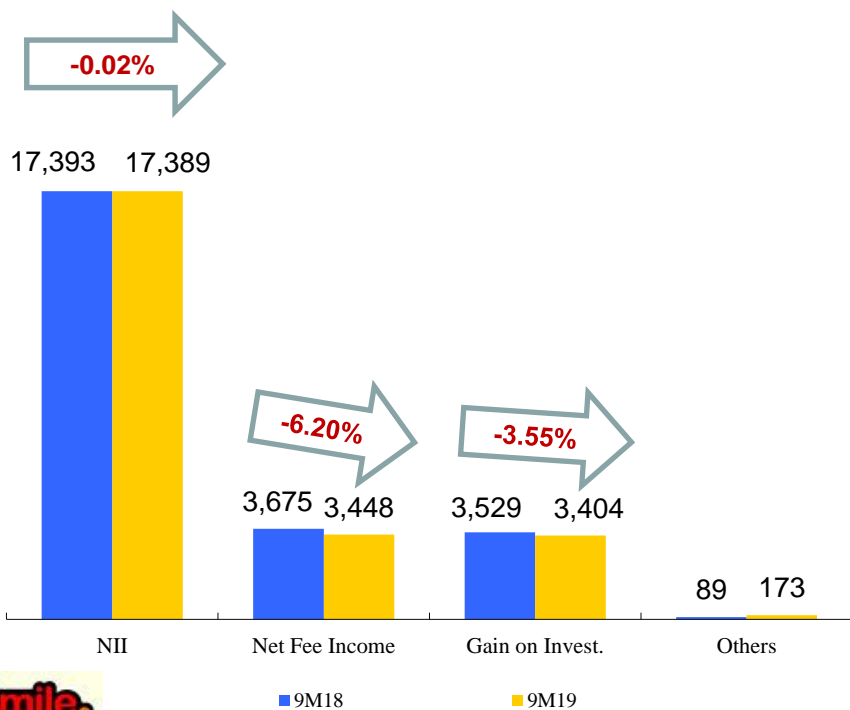
▶ 綜合損益表

(In NT\$ mn)	9M18	9M19	YoY(%)
Net Revenue	24,686	24,414	-1.10%
Provision, Net	1,558	1,705	9.41%
Operating Expense	11,674	12,159	4.16%
Net Income Before tax	11,454	10,550	-7.90%
Income Tax Expense	1,486	1,567	5.45%
Net Income After tax	9,968	8,982	-9.89%
Other comprehensive income	829	634	-23.56%
Total comprehensive income	10,797	9,616	-10.94%

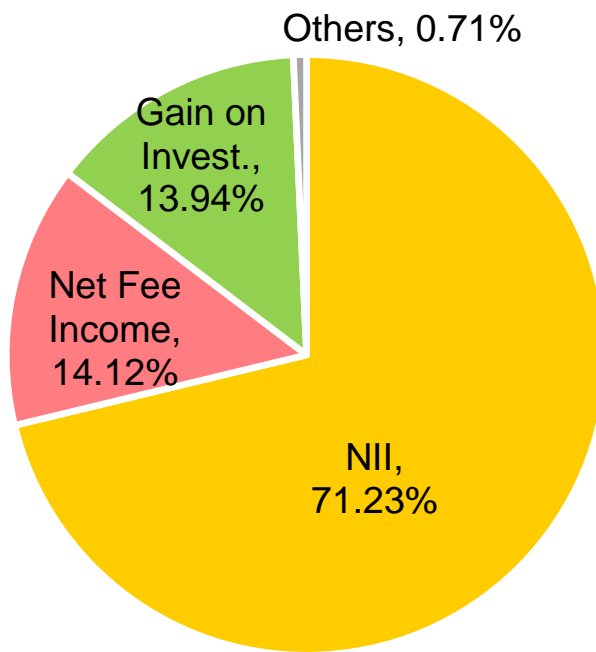
▶ 淨收益

Net Revenue (in NT\$ mn)

9M18	9M19	YoY
24,686	24,414	-1.1%



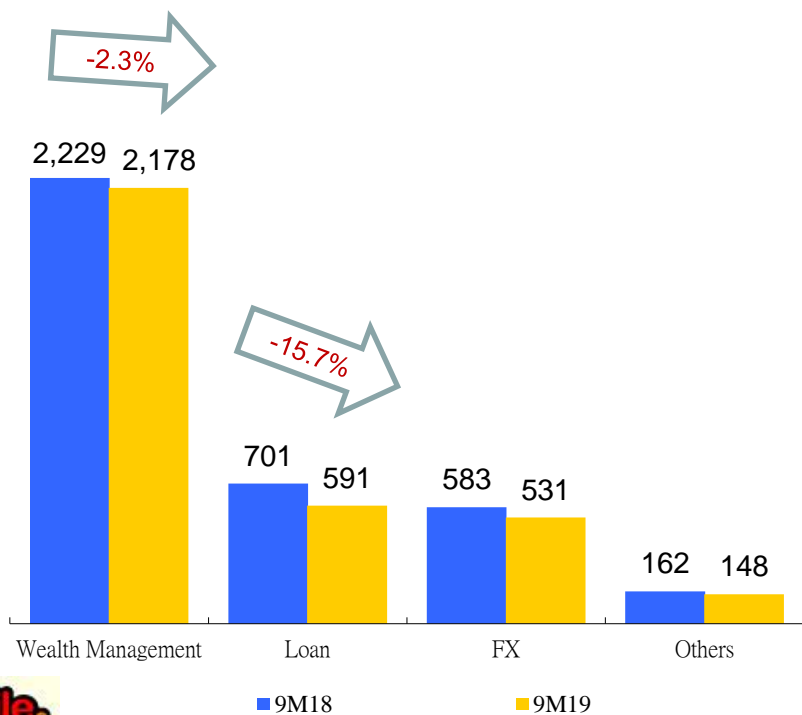
9M19 Net Revenue breakdown



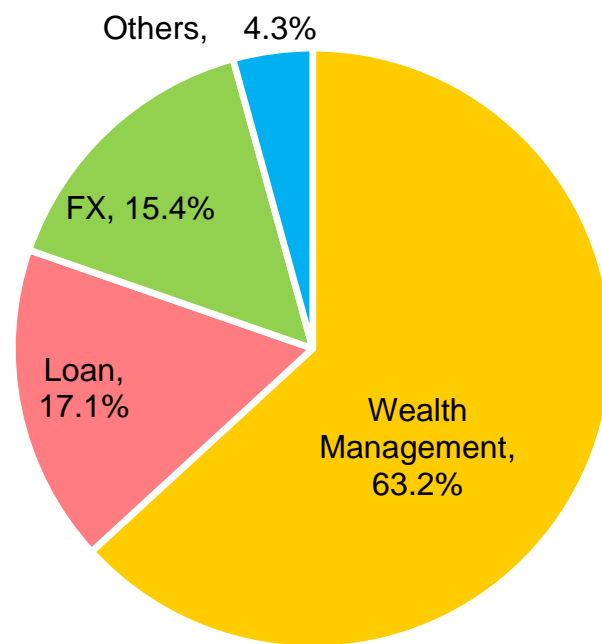
▶ 手續費淨收益

Net Fee Income (in NT\$ mn)

9M18	9M19	YoY
3,675	3,448	-6.2%



9M19 Net Fee Income breakdown



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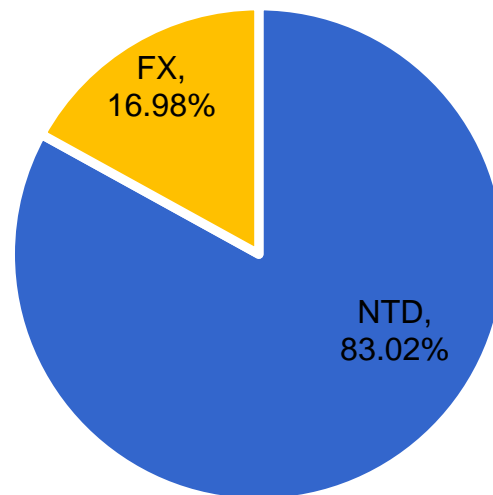
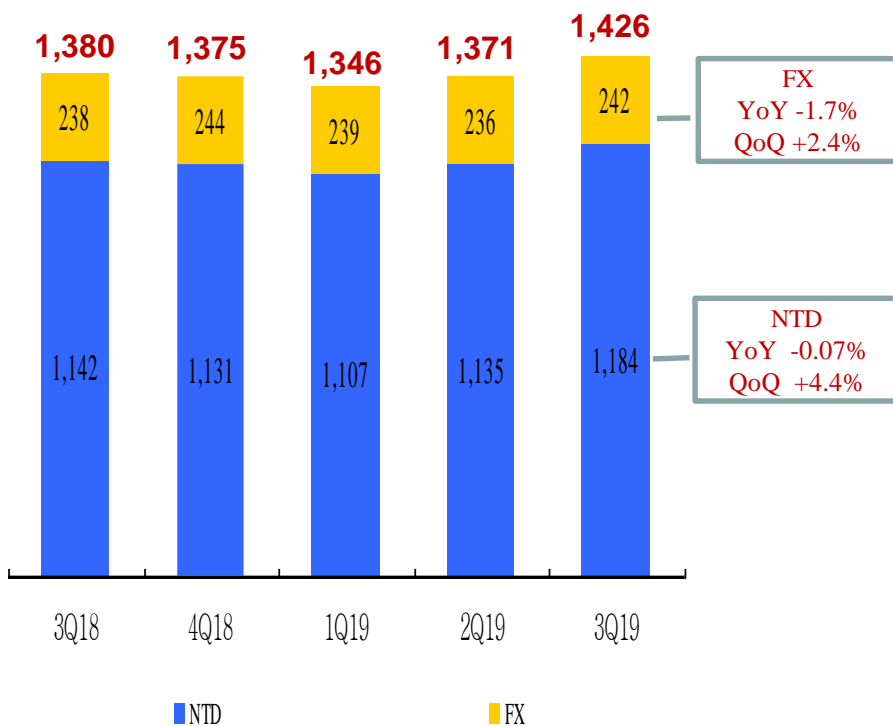
● 2019年第3季經營成果

● 附錄

▶放款結構：台外幣

Quarterly loan balance (in NT\$ bn)

3Q19 loan breakdown by currency

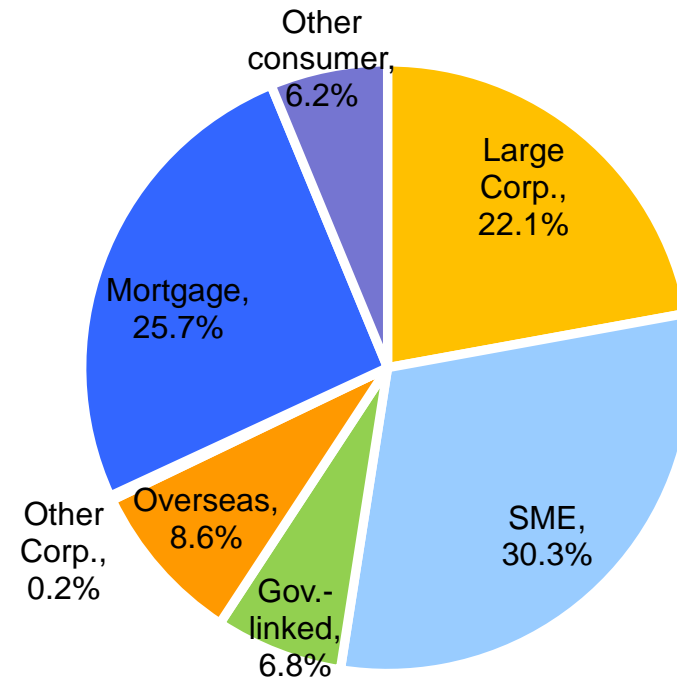
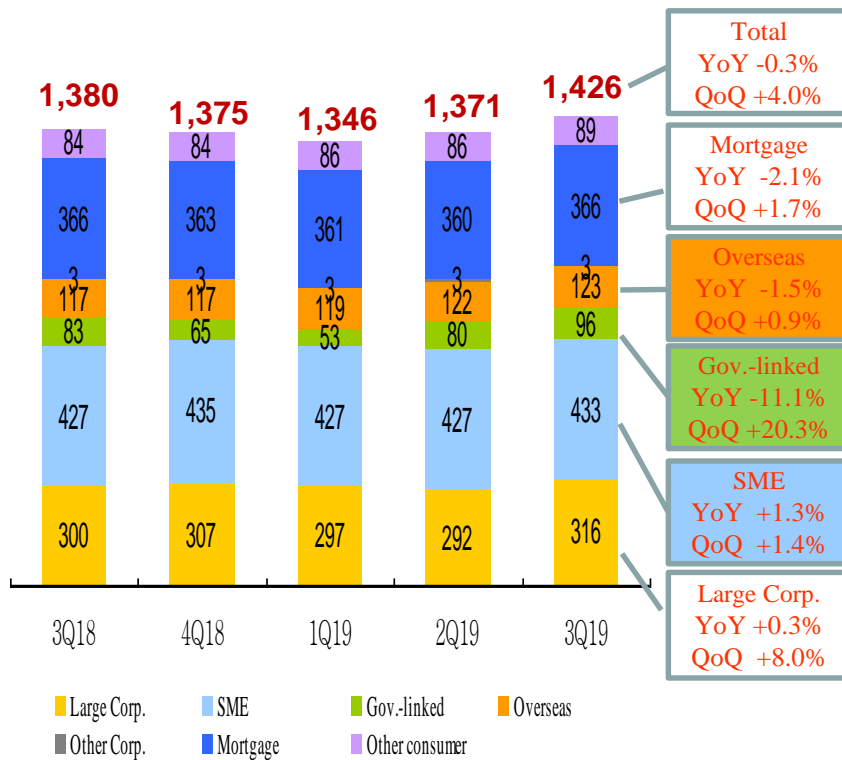


1. Loan is included ordinary loans, advances (credit card), factoring A/R, exchange bills negotiated, and import / export bills negotiated, and excluded overdue loans.
2. Quarterly loan balance is single quarter average balance basis.
3. YoY is compared with the average of nine months in 2018 and 2019.

▶放款結構：對象別

Quarterly loan balance (in NT\$ bn)

3Q19 loan breakdown by customer



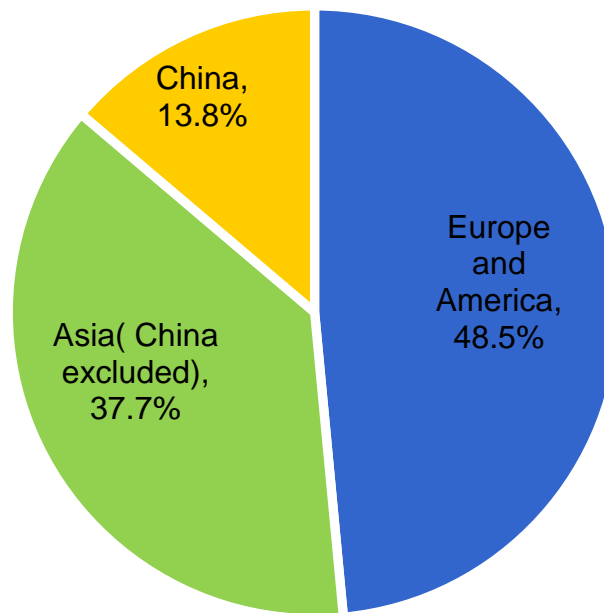
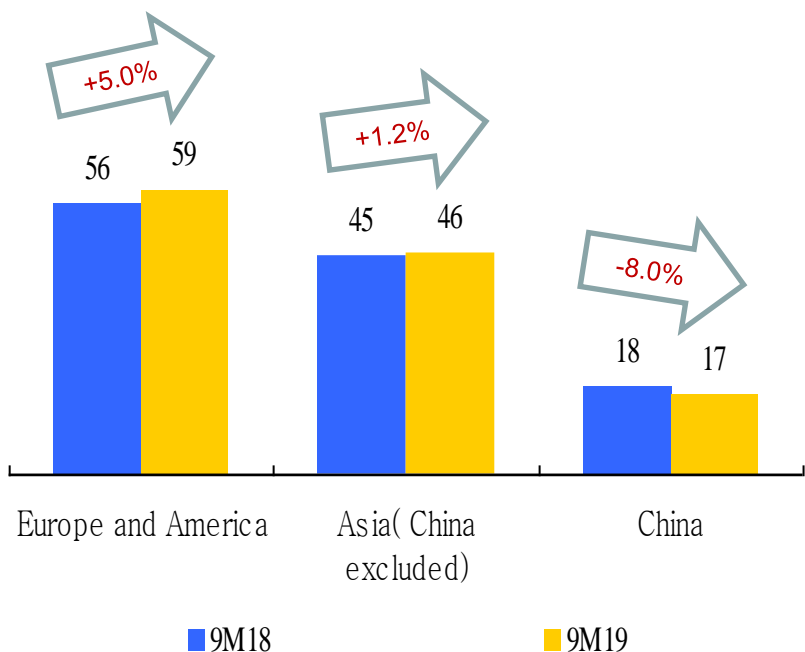
1. Loan is included ordinary loans, advances (credit card), factoring A/R, exchange bills negotiated, and import / export bills negotiated, and excluded overdue loans.
2. Quarterly loan balance is single quarter average balance basis.
3. YoY is compared with the average of nine months in 2018 and 2019.

海外分行放款地區別

Overseas loan balance (in NT\$ bn)

9M19 overseas loan breakdown by regions

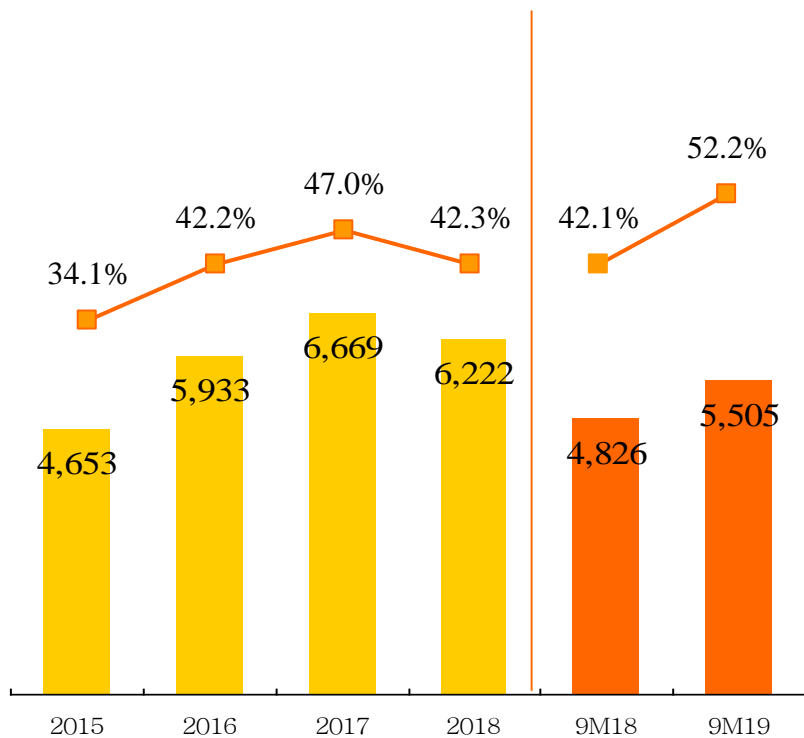
9M18	9M19	YoY
119.6	121.4	+1.6%



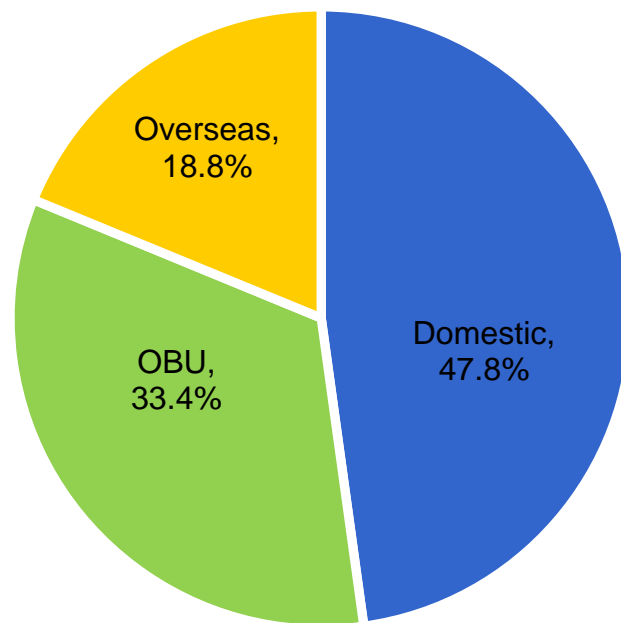
1. Loan is included ordinary loans, advances (credit card), factoring A/R, exchange bills negotiated, and import / export bills negotiated, and excluded overdue loans.
2. The figures are the average of nine months.
3. Including China subsidiary.

▶ 境外獲利占比

Overseas & OBU
Net Income Before Tax (in NT\$ mn)

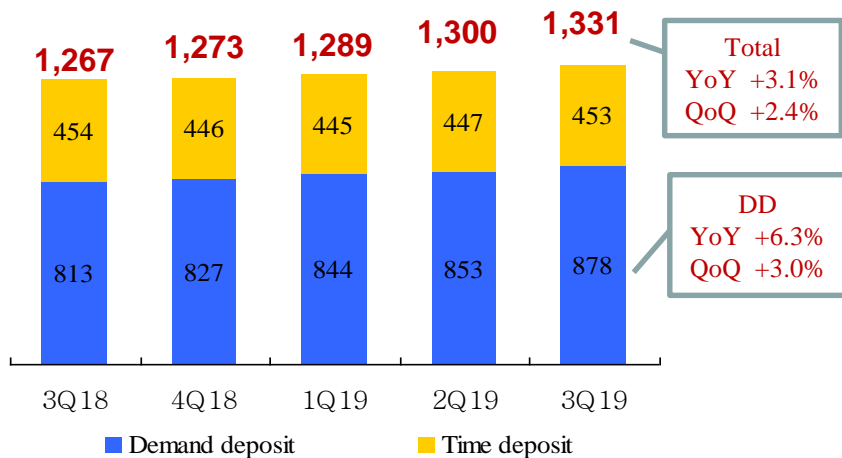


9M19 Net Income Before Tax
breakdown

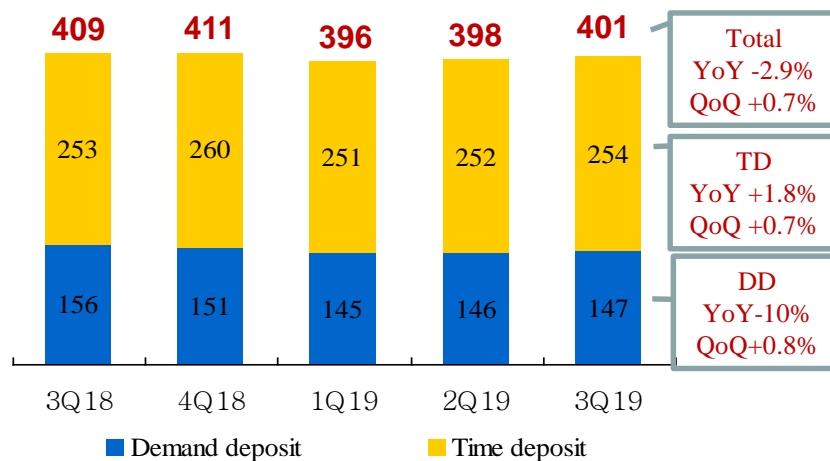


存款結構：台外幣

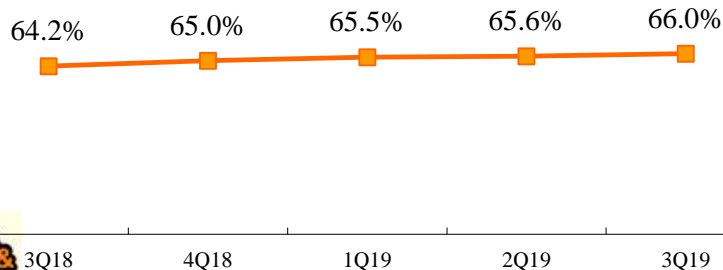
Quarterly NTD deposit balance (in NT\$ bn)



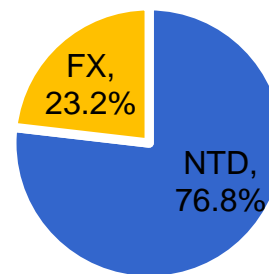
Quarterly FX deposit balance (in NT\$ bn)



Quarterly NTD demand deposit proportion



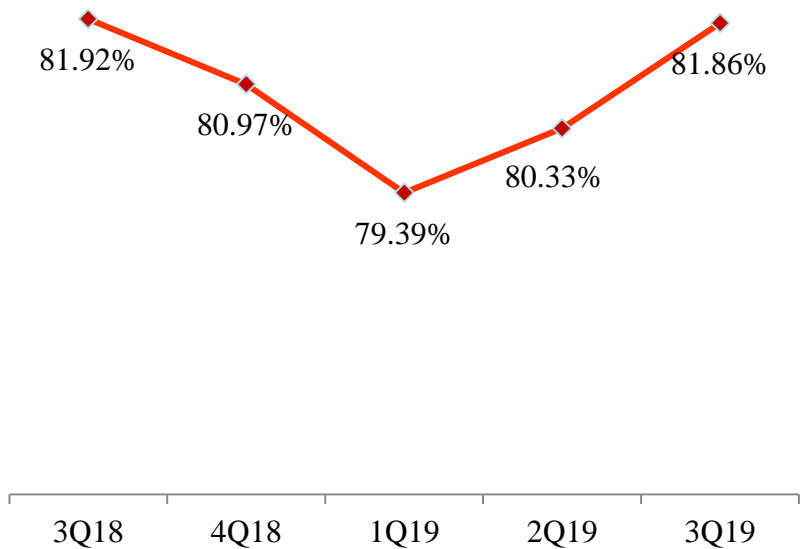
3Q19 Deposit breakdown by currency



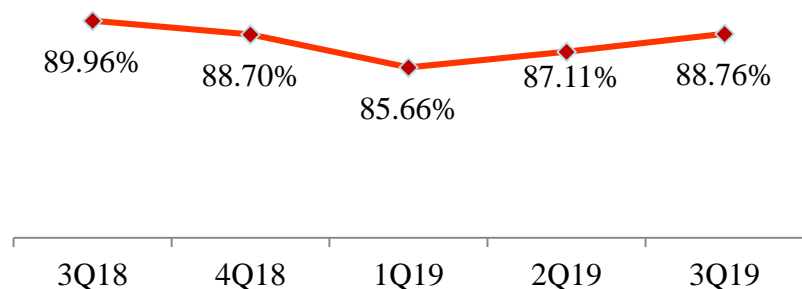
1. Quarterly deposit balance is single quarter average balance basis.
2. YoY is compared with the average of nine months in 2018 and 2019.

▶ 存放比

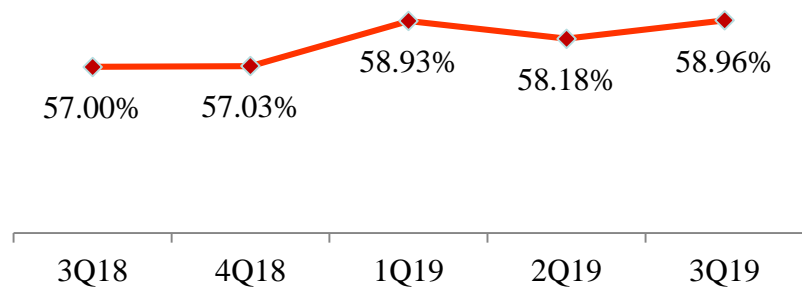
Total LDR



NTD LDR

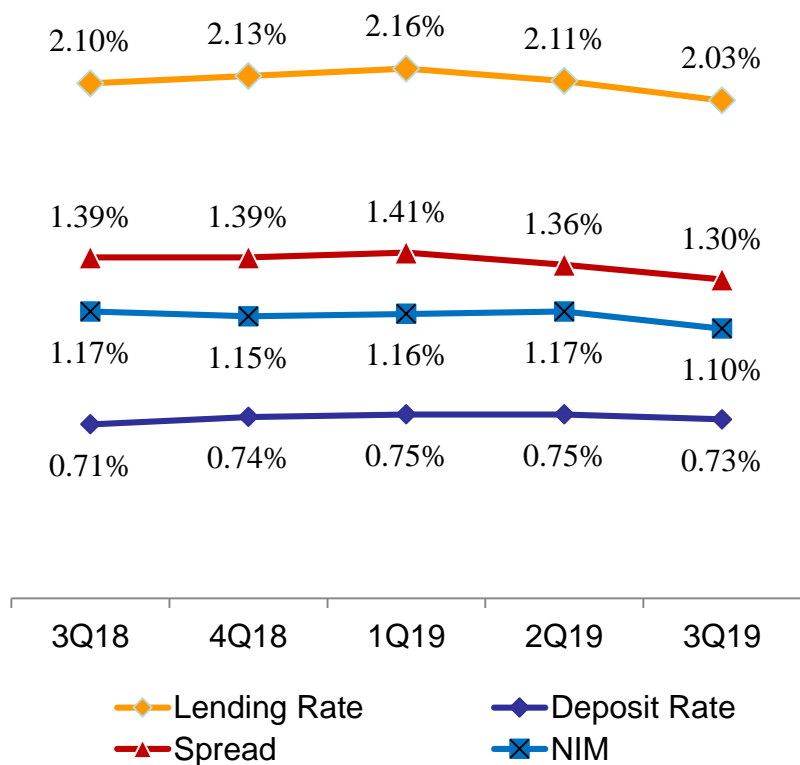


FX LDR

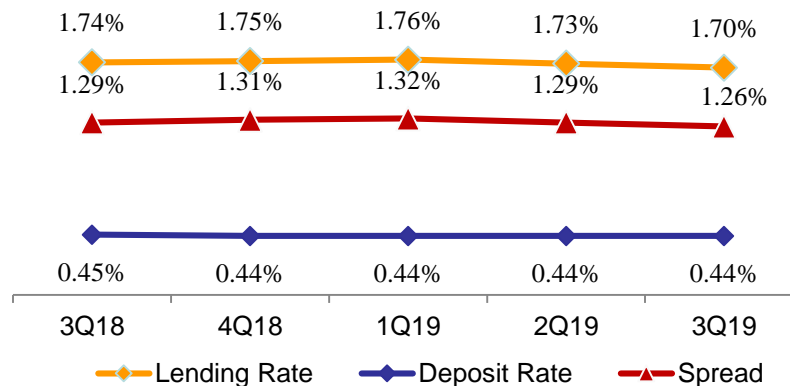


存放利差、淨利差

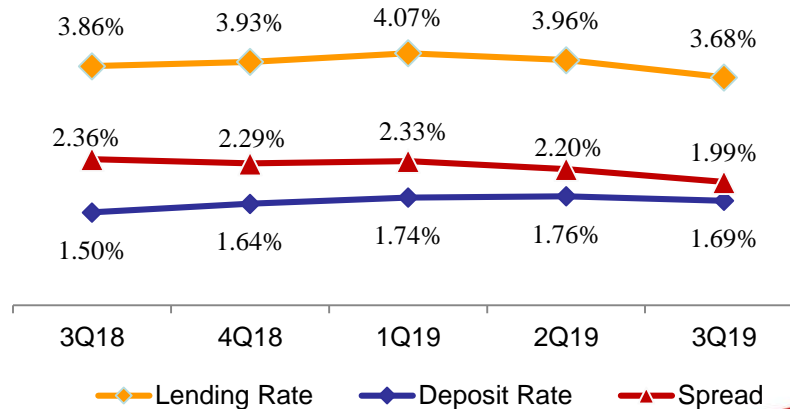
Quarterly total loan interest spread and NIM



NTD loan interest spread



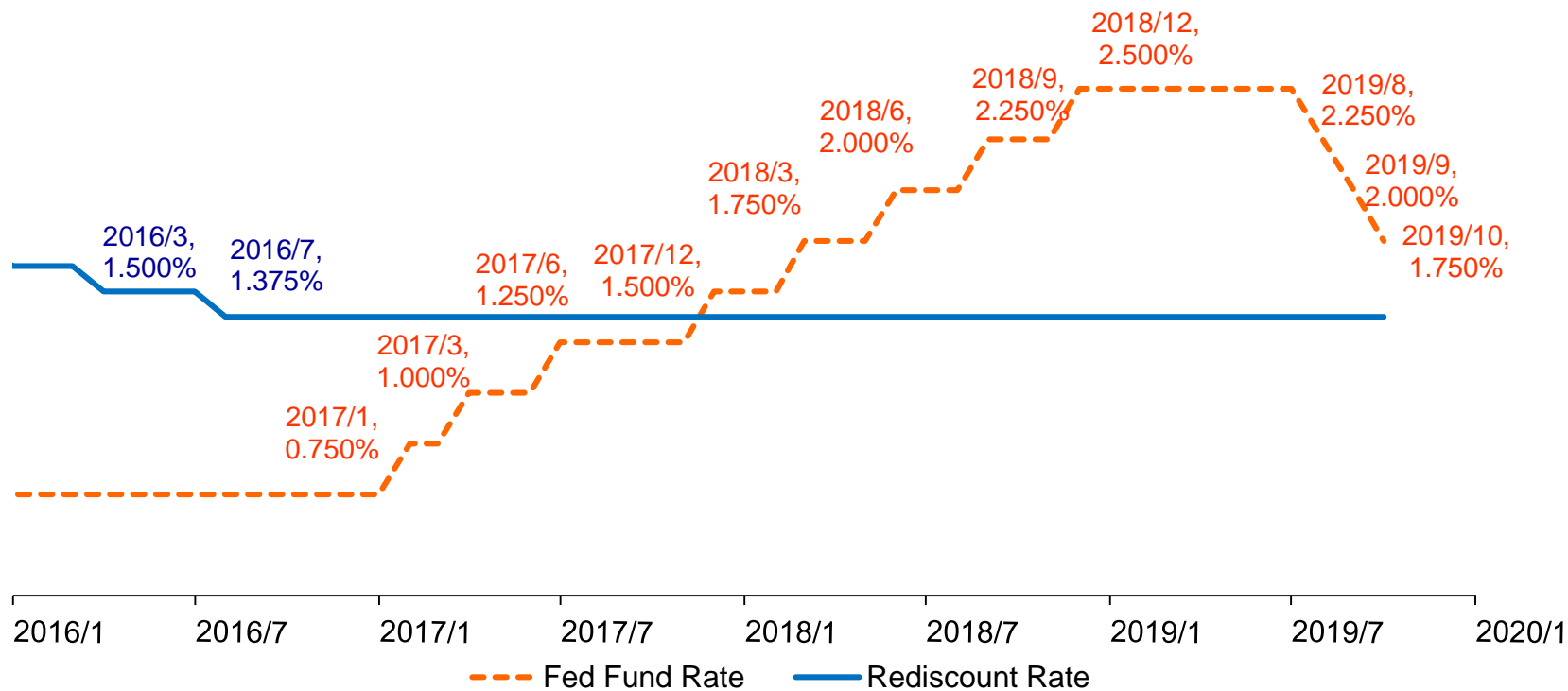
FX loan interest spread



1. IFRS and quarterly basis.

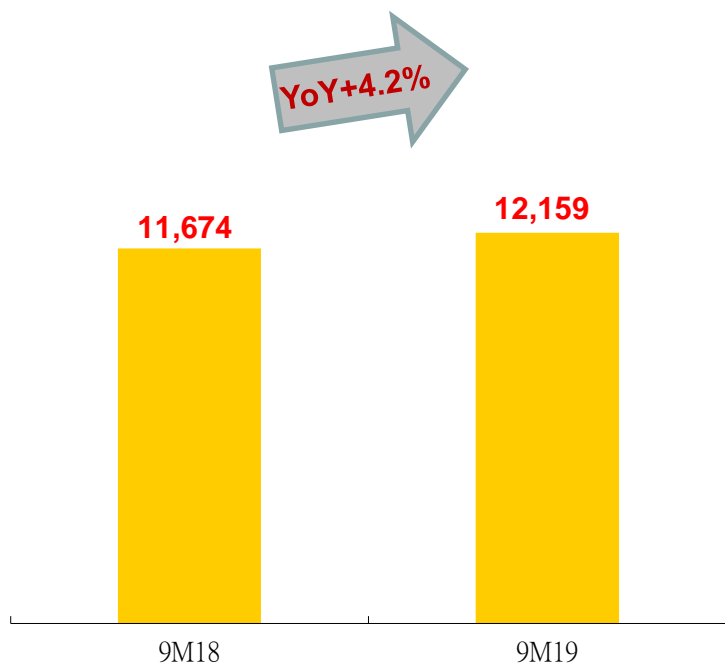
FED與國內央行利率走勢

Fed Fund Rate VS. Rediscount Rate

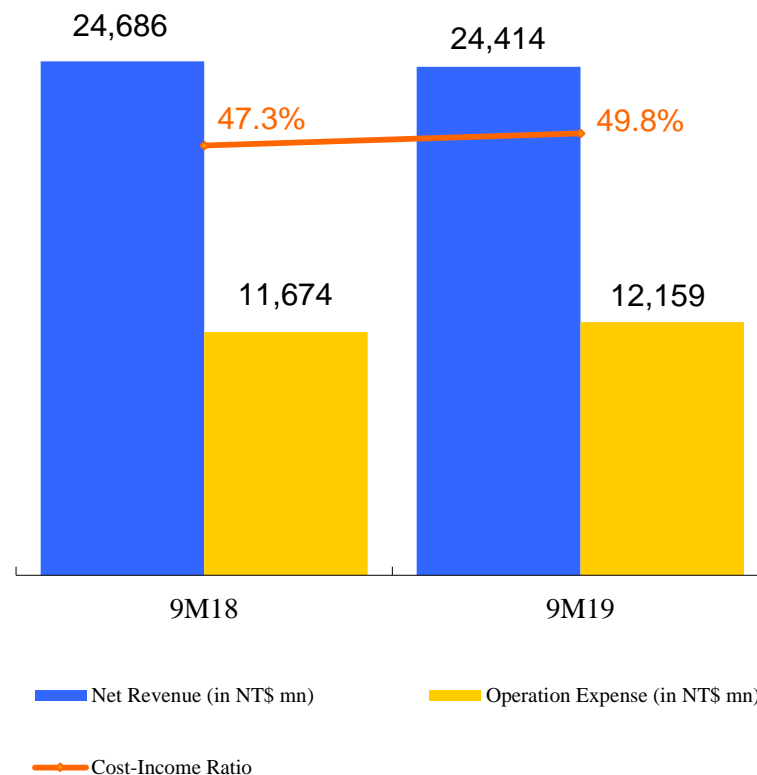


▶ 營業費用比

Operating Expense (in NT\$ mn)

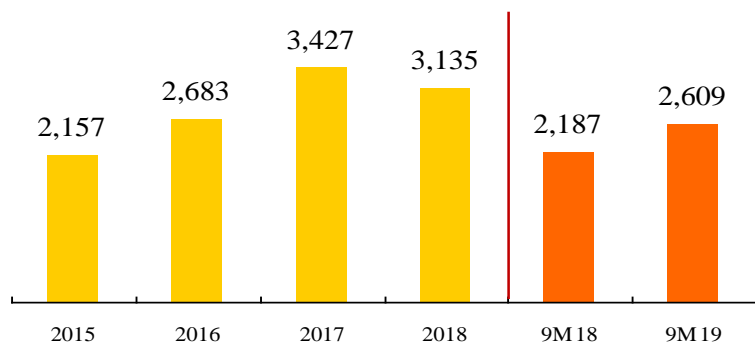


Cost-Income Ratio

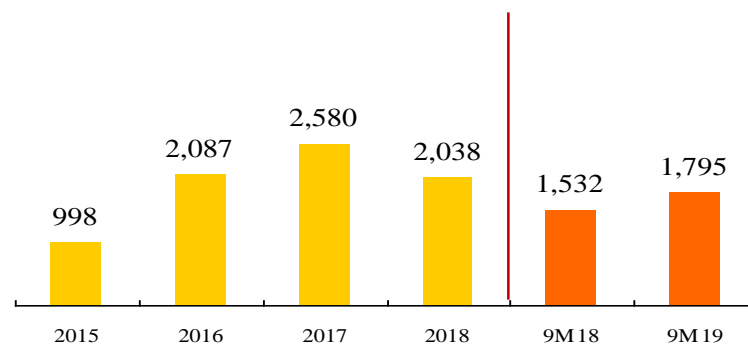


▶放款提存、轉銷及收回

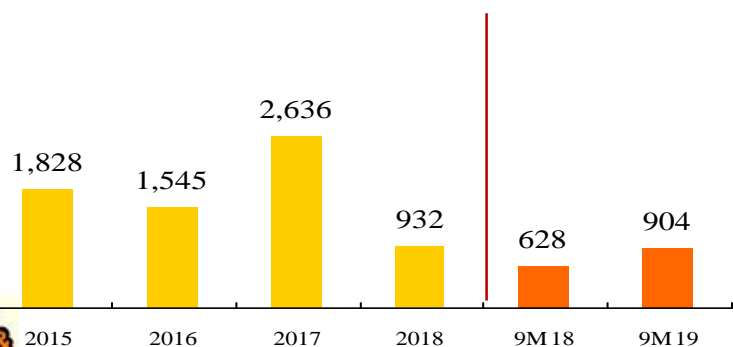
Provision (in NT\$ mn)



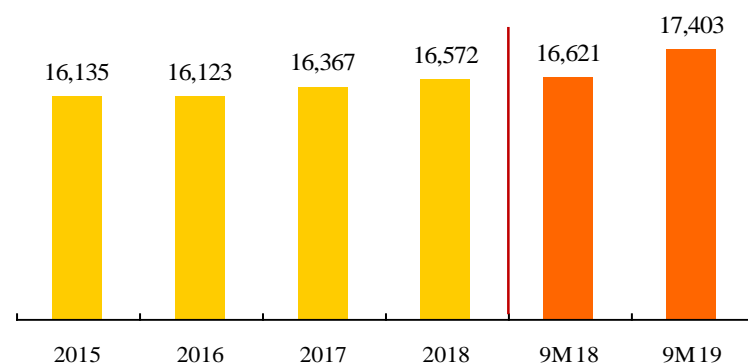
Write-Off (in NT\$ mn)



Recovery (in NT\$ mn)

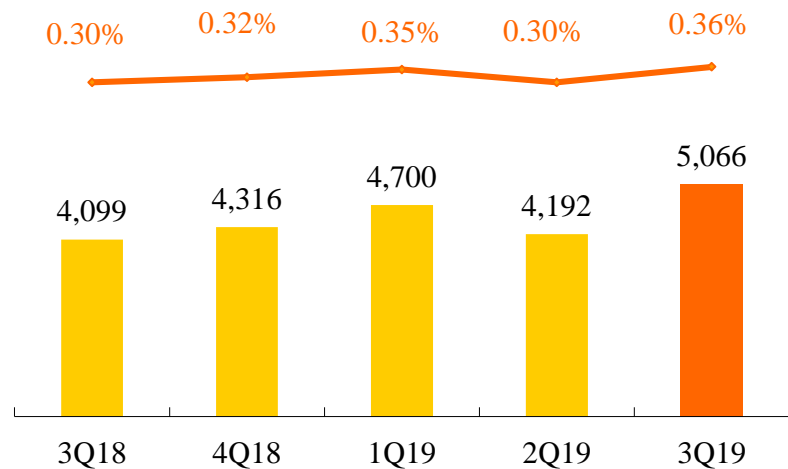


Reserve (in NT\$ mn)



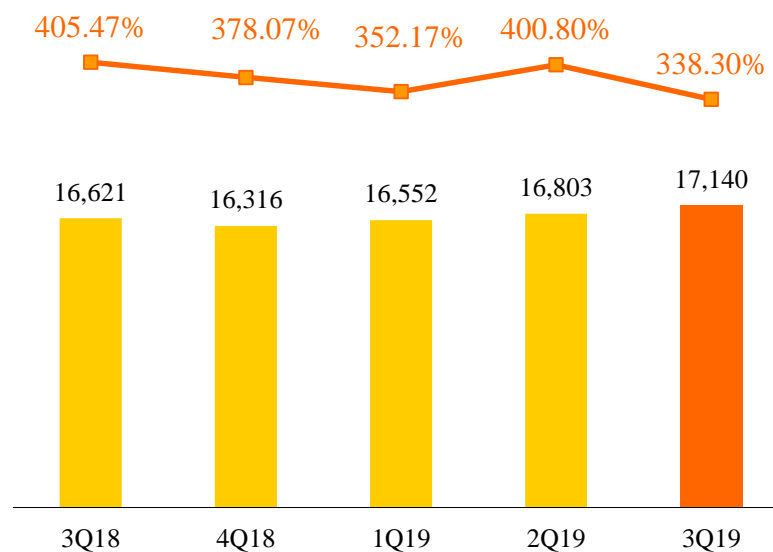
逾放比及覆蓋率

NPL Ratio



■ NPL Balance(in NT\$ mn) — NPL Ratio

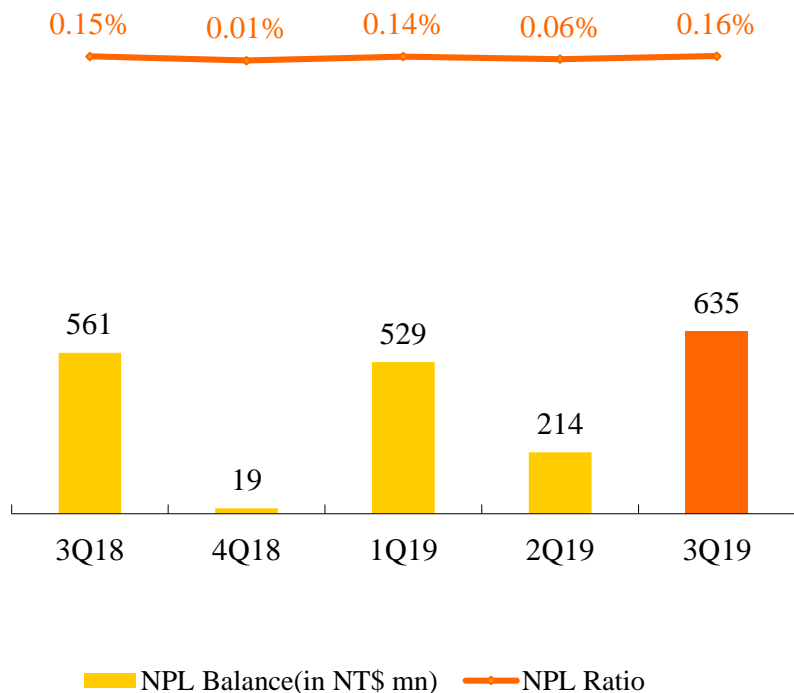
Coverage Ratio



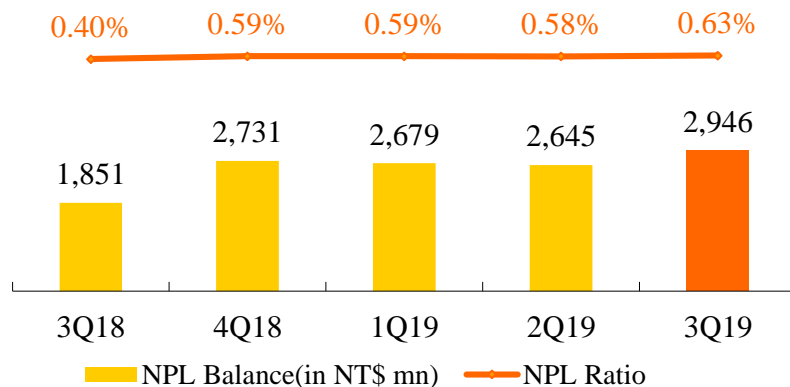
■ Loan loss reserved(in NT\$ mn) — Coverage Ratio

▶ 資產品質

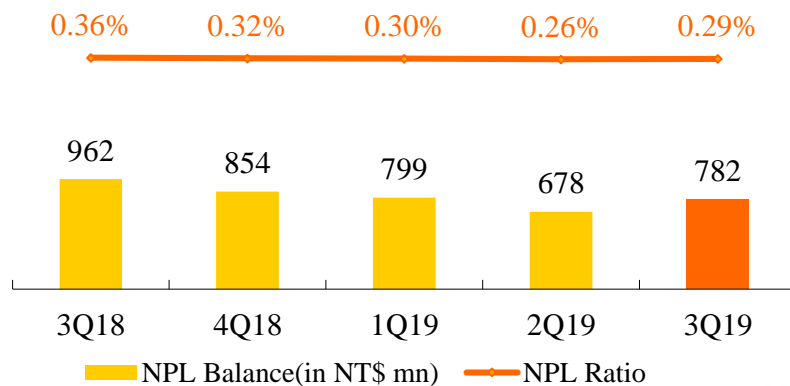
Large Corp.



SME



Mortgage



信用評級及資本適足率

Credit Rating

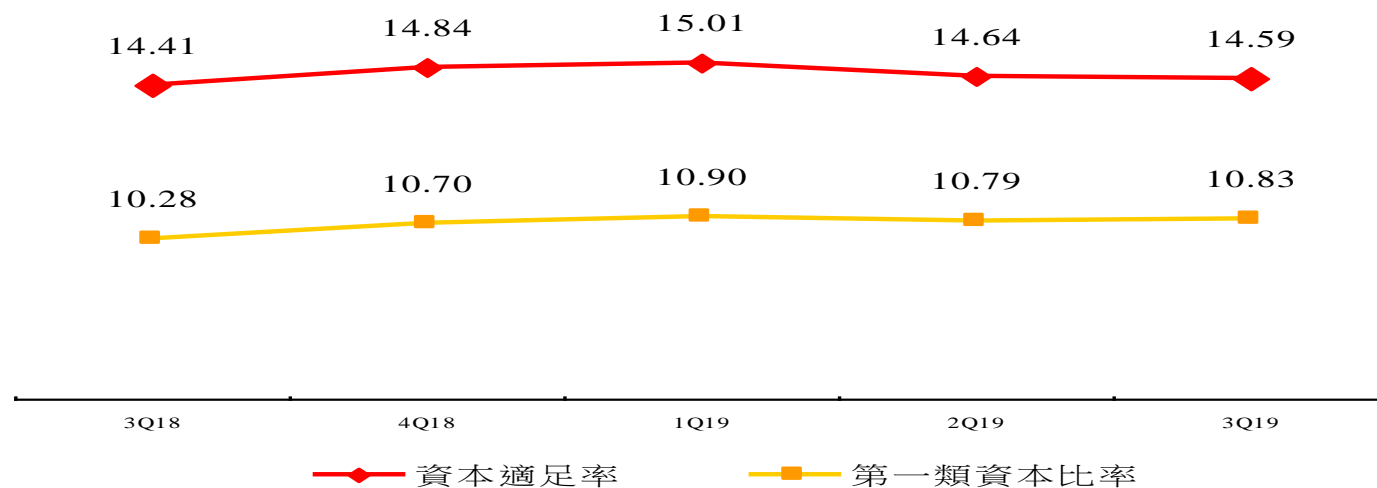
Moody's (2019/1發布) :

- 長期評等：A2
- 短期評等：P-1
- 展望：穩定

S&P (2019/10發布) :

- 長期評等：A-
- 短期評等：A-2
- 展望：穩定

Capital Adequacy Ratio (%)



營運展望

強化核心業務

- 調整客群結構、致力開拓中小企業授信新戶，鞏固利差收益。
- 衝刺消金業務、縮小同業差距。
- 爭取「臺商回臺」及「境外資金匯回管理運用及課稅條例」相關商機。
- 加強數據管理與應用，致力融入客戶金流體系。

開發多元獲利來源

- 結合高資產團隊服務，協助分行開發暨深耕客群，提供客戶財富傳承規劃。
- 發展多元理財商品，擴增資產規劃面向，提供目標客群合適商品，強化財富管理成長動能。
- 靈活資產配置策略，提高財務操作效能。
- 參與都更計畫，提升自有資產活化效益。

擴大海外布局

- 於仰光辦事處及馬尼拉分行設立後，將積極規劃東協地區據點在業務上的整合推展。
- 持續加強海外布局，除積極籌設休士頓分行，更將致力於培訓專業人才，拓展國際金融網絡。
- 積極推動海外單位統籌主辦國際聯貸案。
- 加強海外分行業務及管理能力，落實合規文化。

提升數位金融競爭力

- 規劃企業網路銀行升級，統整台灣及海外網路銀行為多通路之共用整合平台，提供客戶更全方位之數位金融服務。
- 加強多元通路整合，優化行動支付交易流程，擴大行動支付應用場域。
- 建置全媒體客服系統，提升顧客滿意度及降低人力成本。
- 與異業結盟，拓展合作通路，創造業務商機。

落實法規遵循及公司治理

- 持續強化法遵制度及功能，確保法遵制度有效性，提升法遵文化與認知。
- 加強健全防制洗錢及打擊資恐機制，降低洗錢及資恐風險。
- 入選臺灣永續指數、公司治理100指數及FTSE4Good 富時社會責任新興市場指數等成分股。
- 2019卓越銀行服務評比，本行獲最佳永續經營獎。

▶ Q&A時間



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BALANCE SHEETS(Consolidated)

(in NT\$ mn)	Year(IFRSs)			Quarter(IFRSs)					Period(IFRSs)			
	2017	2018	Change%	3Q18	4Q18	1Q19	2Q19	3Q19	Change%	3Q18	3Q19	Change%
Assets												
Cash & due from Banks	239,850	249,016	3.82%	220,955	249,016	261,064	229,311	187,982	-18.02%	220,955	187,982	-14.92%
Financial assets at FVPL, net	13,553	10,918	-19.44%	11,918	10,918	8,892	9,090	11,114	22.27%	11,918	11,114	-6.75%
Financial assets at FVOCI, net	-	91,938	0.00%	99,532	91,938	95,754	119,839	124,472	3.87%	99,532	124,472	25.06%
Financial assets for hedging	-	245	-	216	245	262	275	267	-2.84%	216	267	23.69%
Derivative financial assets for hedging	243	-	-	-	-	-	-	-	-	0	0	-
Financial assets at amortized cost, net	-	268,060	0.00%	253,448	268,060	260,259	270,059	272,616	0.95%	253,448	272,616	7.56%
Receivables, net	24,670	29,934	21.34%	31,989	29,934	25,872	26,581	35,177	32.34%	31,989	35,177	9.97%
Loans, net	1,377,041	1,336,701	-2.93%	1,368,161	1,336,701	1,338,709	1,383,681	1,422,235	2.79%	1,368,161	1,422,235	3.95%
Available-for-sale financial assets, net	73,176	-	-	-	-	-	-	-	-	-	-	-
Held-to-maturity financial assets, net	237,412	-	-	-	-	-	-	-	-	-	-	-
Other financial assets, net	31,247	55,045	76.16%	57,491	55,045	50,986	44,118	34,609	-21.55%	57,491	34,609	-39.80%
Property and equipment, net	20,640	21,071	2.09%	20,620	21,071	21,051	20,827	20,701	-0.61%	20,620	20,701	0.39%
Right-of-use asset	-	-	-	-	-	1,883	1,684	1,643	-2.45%	0	1,643	-
Investment property, net	13,748	13,742	-0.04%	13,743	13,742	13,741	13,876	13,875	-0.01%	13,743	13,875	0.96%
Other assets	4,678	5,142	9.92%	4,956	5,142	7,761	4,829	5,530	14.51%	4,956	5,530	11.57%
Total Assets	2,036,258	2,081,812	2.24%	2,083,029	2,081,812	2,086,234	2,124,170	2,130,220	0.28%	2,083,029	2,130,220	2.27%
Liabilities												
Deposits from banks	108,152	113,039	4.52%	113,712	113,039	114,731	132,529	104,986	-20.78%	113,712	104,986	-7.67%
Financial liabilities at FVPL	12,309	11,047	-10.25%	12,148	11,047	11,172	12,143	13,412	10.45%	12,148	13,412	10.40%
RP	3,119	5,286	69.48%	10,659	5,286	3,635	2,181	1,968	-9.76%	10,659	1,968	-81.54%
Payables	34,850	36,678	5.25%	42,283	36,678	36,326	39,781	41,833	5.16%	42,283	41,833	-1.07%
Deposits and remittances	1,672,080	1,689,581	1.05%	1,683,083	1,689,581	1,685,252	1,700,423	1,730,495	1.77%	1,683,083	1,730,495	2.82%
Bank notes payable	41,740	49,549	18.71%	46,518	49,549	49,568	55,544	55,539	-0.01%	46,518	55,539	19.39%
Provisions	4,759	5,296	11.28%	5,007	5,296	5,190	5,136	5,149	0.24%	5,007	5,149	2.83%
Lease liabilities	-	-	-	-	-	1,657	1,475	1,445	-2.01%	0	1,445	-
Other liabilities	14,301	14,774	3.31%	15,016	14,774	17,901	16,687	15,480	-7.23%	15,016	15,480	3.09%
Total Liabilities	1,891,310	1,925,250	1.79%	1,928,426	1,925,250	1,925,432	1,965,899	1,970,307	0.22%	1,928,426	1,970,307	2.17%
Stockholders' Equity	144,948	156,562	8.01%	154,603	156,562	160,802	158,271	159,913	1.04%	154,603	159,913	3.43%
Total Liabilities and Stockholders' Equity	2,036,258	2,081,812	2.24%	2,083,029	2,081,812	2,086,234	2,124,170	2,130,220	0.28%	2,083,029	2,130,220	2.27%

STATEMENTS OF COMPREHENSIVE INCOME(Consolidated)

(in NT\$ mm)	Year(IFRSs)			Quarter(IFRSs)						Period(IFRSs)		
	2017	2018	Change%	3Q18	4Q18	1Q19	2Q19	3Q19	Change%	9M18	9M19	Change%
Interest Income	34,603	38,422	6.18%	9,702	9,940	9,870	10,122	9,858	-2.61%	28,482	29,850	4.80%
Interest Expense	11,946	15,232	9.97%	3,878	4,142	4,139	4,169	4,153	-0.38%	11,090	12,461	12.36%
Net Interest Income	22,657	23,190	4.28%	5,824	5,798	5,731	5,953	5,705	-4.17%	17,392	17,389	-0.02%
Net Service fee and commissions income	4,799	4,868	-11.33%	1,283	1,193	1,165	1,132	1,151	1.64%	3,675	3,448	-6.19%
Gains(losses) on financial assets and liabilities at FVPL	2,343	2,712	13.13%	693	670	567	234	387	65.57%	2,042	1,188	-41.80%
Realized gains(losses) of AFS financial assets	564	0	30.56%	-	-	-	-	-	-	-	-	-
Realized gains of financial assets at FVOCI	-	782	-	362	264	194	271	725	167.35%	518	1,190	129.64%
Gains(losses) on disposal of credit assets measured at AC	-	-101	-	-92	-9	-	-	-	-	92.00	-	-
Foreign exchange gains(losses)	-77	1,181	-127.50%	130	288	330	291	373	28.26%	893	994	11.34%
Other miscellaneous net income	511	476	-52.95%	74	218	66	65	74	13.82%	258	205	-20.55%
Net income other than net interest income	8,140	9,918	-12.29%	2,450	2,624	2,322	1,993	2,710	35.96%	7,294	7,025	-3.69%
Net Revenues and gains	30,797	33,108	-0.68%	8,274	8,422	8,053	7,946	8,415	5.90%	24,686	24,414	-1.10%
Credit loss provisions, net	791	2,203	-30.49%	404	645	374	621	710	14.30%	1,558	1,705	9.42%
Operating Expenses	15,822	16,195	0.22%	3,888	4,521	3,902	4,054	4,202	3.66%	11,674	12,158	4.15%
Employee Benefits expenses	10,608	10,797	0.56%	2,543	3,090	2,615	2,654	2,787	5.02%	7,707	8,056	4.53%
Depreciation and amortization expenses	719	716	0.14%	178	180	361	356	365	2.61%	536	1,082	101.92%
Other general and administrative expenses	4,495	4,682	-0.55%	1,167	1,251	926	1,044	1,050	0.56%	3,431	3,020	-11.98%
Income before income tax from continuing operations	14,184	14,710	0.72%	3,982	3,256	3,777	3,271	3,502	7.07%	11,454	10,550	-7.89%
Income Tax Expense	2,091	2,064	4.71%	579	578	641	408	519	27.21%	1,486	1,568	5.52%
Net Income	12,093	12,646	0.06%	3,403	2,678	3,136	2,863	2,983	4.20%	9,968	8,982	-9.89%
Basic EPS(NT\$)	1.28	1.29	-5.19%	0.35	0.27	0.32	0.29	0.30	3.45%	1.02	0.91	-10.78%
Other comprehensive income	-904	110	16.06%	341	-719	1,105	871	-1,342	-254.08%	829	634	-23.52%
Total comprehensive income	11,189	12,756	1.64%	3,744	1,959	4,241	3,734	1,641	-56.04%	10,797	9,616	-10.93%