



兆豐金控 Mega Holdings

# 3Q/2025 Analyst Meeting

2025/11/25



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# 1-3Q/25 Mega FHC Achieves Remarkable Results

## FHC Profit Overview

**28.285 billion**

1-3Q/25 Net Profit

As of the end of September

**1.91 NT\$**

1-3Q/25 EPS

Solid earnings performance

**30.36 billion**

Jan.-Oct./25 Net Profit

Ranked 5<sup>th</sup> in the industry

## Bank Subsidiary Show Bright Performance

### Loan Business Growth

The average loan balance is approximately **2.3 trillion**, with YoY growth rate of **4.9%**. The NTD loan 3Q annual growth rate is **8.1%**, mainly from AI, high-efficiency energy and semiconductor industry loan demand increases.

### Leading Syndicated Loan Business

"MLA " ranks 2<sup>nd</sup> and "Bookrunner" ranks 1<sup>st</sup> among peers, jointly leads large-scale electronic and semiconductor syndicated loans, actively promoting green and sustainable loans.

### FX Business Momentum Strong

FX business surged in the previous quarter, growing by **650.4 billion US dollars**, with an annual growth rate of **15%**, mainly benefiting from trade settlements and US dollar deposits with cross-border technology groups.

### Wealth management Deepening

HNW wealth management AUM reached **235.4 billion**, with an annual growth rate of **15%**. Wealth management net fee income was **3.18 billion**, with an annual growth rate of **11%**.

## Non-Bank Subsidiaries' Solid Performance

### Securities Subsidiary

The net profit after tax in the first three quarters was **1.841 billion**. It has returned to stable profits since the third quarter. After the launch of the bank-securities double-opening and digital center services, the number of young people and new customers continues to increase.

### CKI Subsidiary

The net profit after tax in the first three quarters was **0.654 billion**, with an annual growth rate of **107%**. Premium income **8.175 billion**, an annual increase of **5%**, and engineering insurance and health injury insurance performed well.

### Bills Subsidiary

The net profit after tax in the first three quarters was **1.906 billion**, with an annual growth rate of **11%**. The volume of underwritten and billed bonds has grown by double digits, ranking among the market leaders.

### Site subsidiary

The net profit after tax in the first three quarters was **75.85 million**, an increase of **11%** year-on-year. Assets under management **118.8 billion**, an annual increase of **18%**.

Looking ahead, as the global economy still faces challenges from policies and geopolitics, Mega FHC will continue to maintain a sound capital structure and flexible strategic response capability to drive the development of each subsidiary and expect to further enhance overall competitiveness and shareholder value.

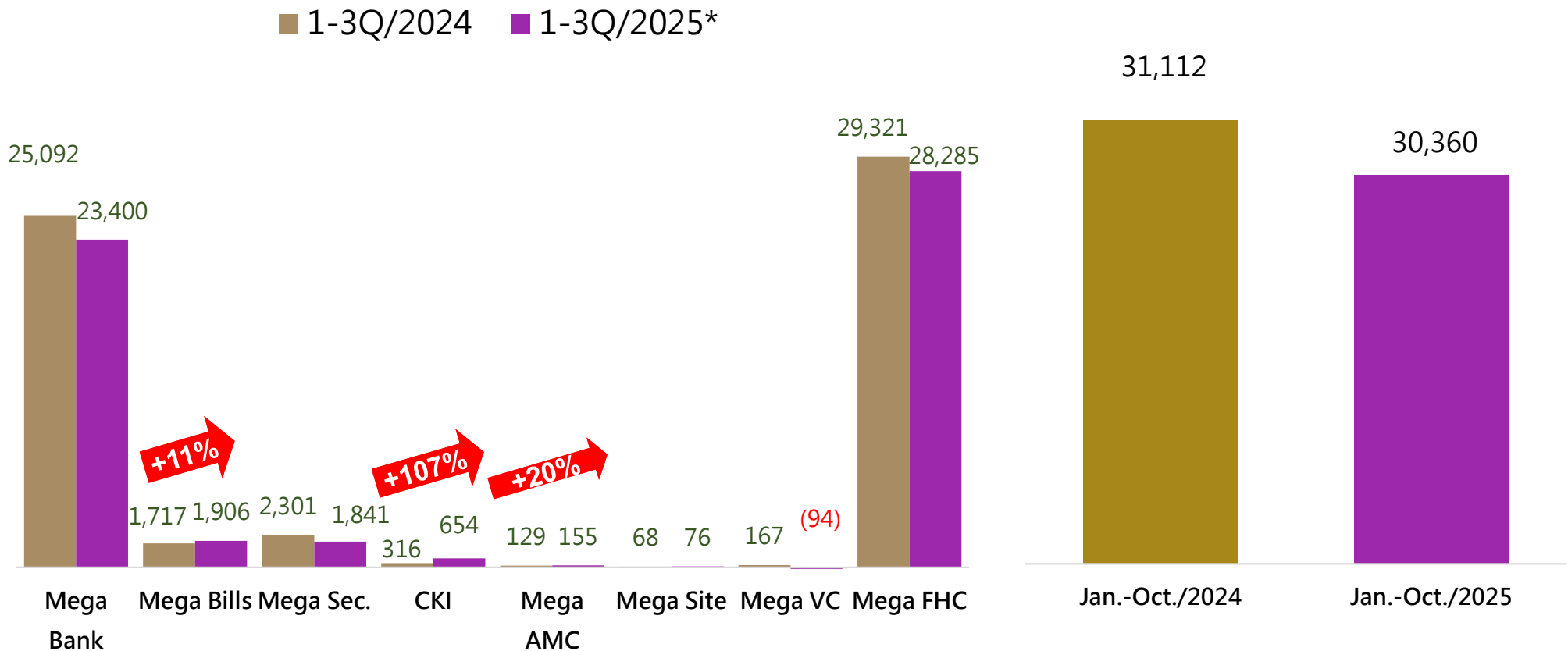
- 1-3Q / 25 & Jan.-Oct. / 25 are unaudited numbers

# Mega FHC 1-3Q/25 Reports NT\$28.3 Billion Net Profit, Bills, CKI, AMC, and Site Subsidiaries Drive the Growth

## Mega FHC & Subs. 1-3Q/25 earning trend

## Mega FHC Jan.-Oct./25 earning trend

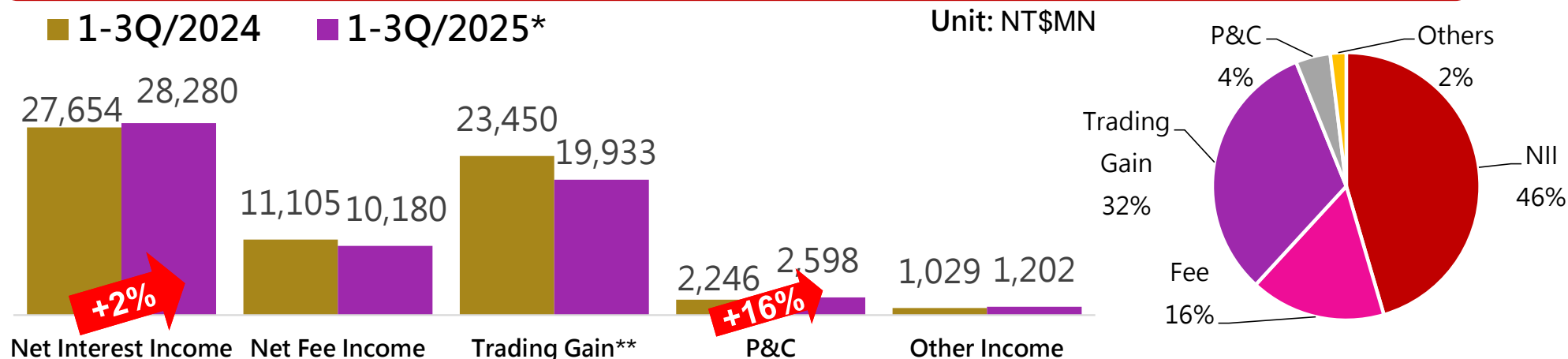
Unit: NT\$MN



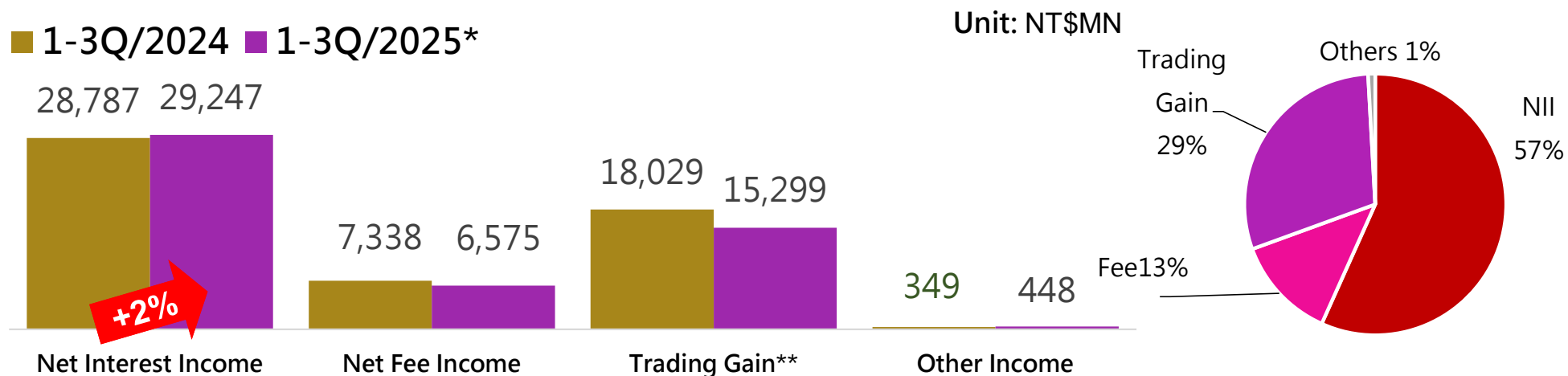
\* 1-3Q / 25 & Jan.-Oct. / 25 are unaudited numbers

# Mega FHC & Bank 1-3Q/25 NII Up 2% YoY

## Mega FHC 1-3Q/25 net revenue breakdown\*



## Mega Bank 1-3Q/25 net revenue breakdown\*



\* 1-3Q / 25 are unaudited numbers



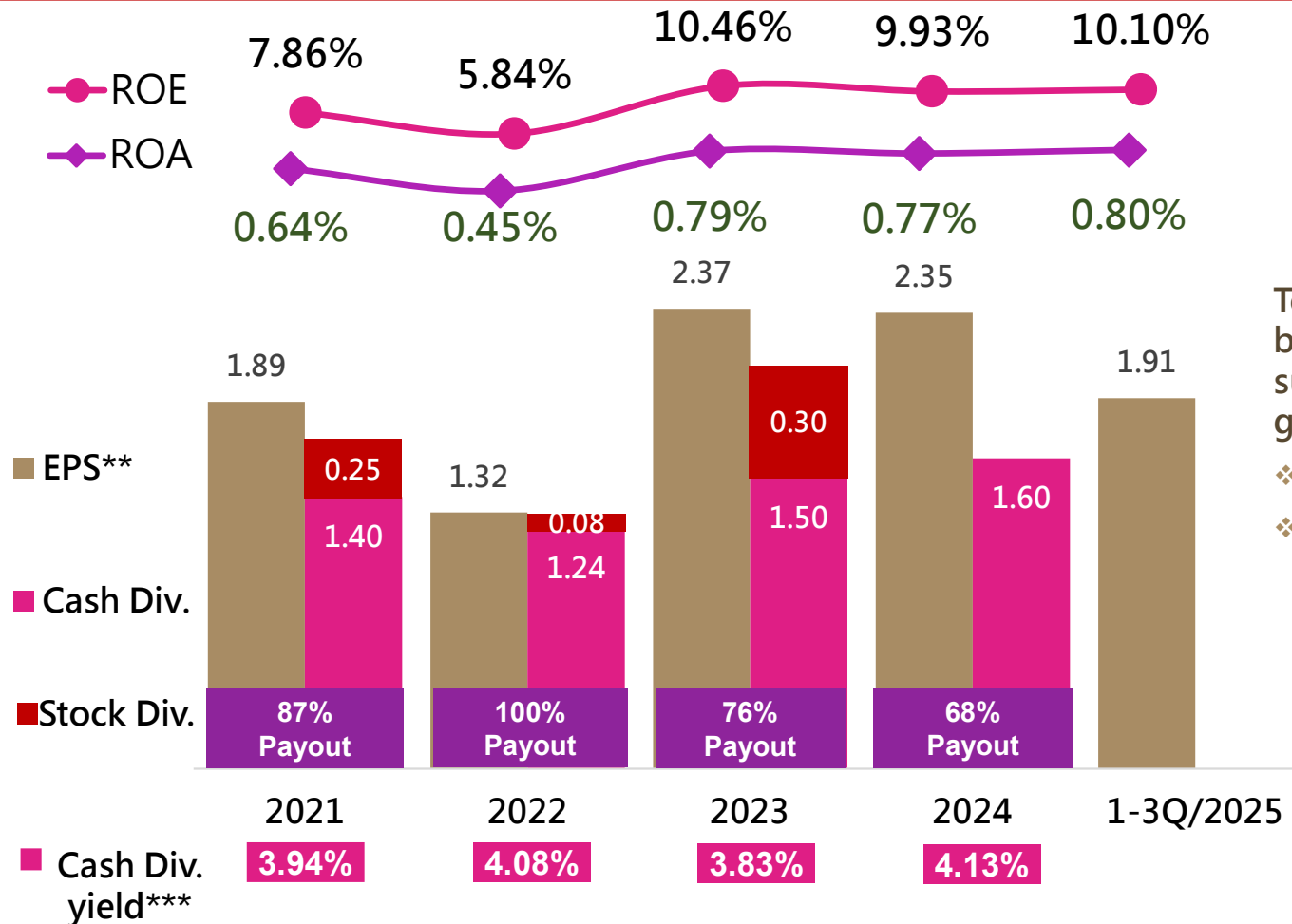
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# 1-3Q/25 ROE Reaches 10.10%; ROA Hits Record 0.80%

## Major earning matrixes



To prevent over-inflated capital base as well as to maintain sufficient capital for future growth, our dividend policy is:

- ❖ Maintain high payout ratio
- ❖ At least 50% of dividend payout in cash form.

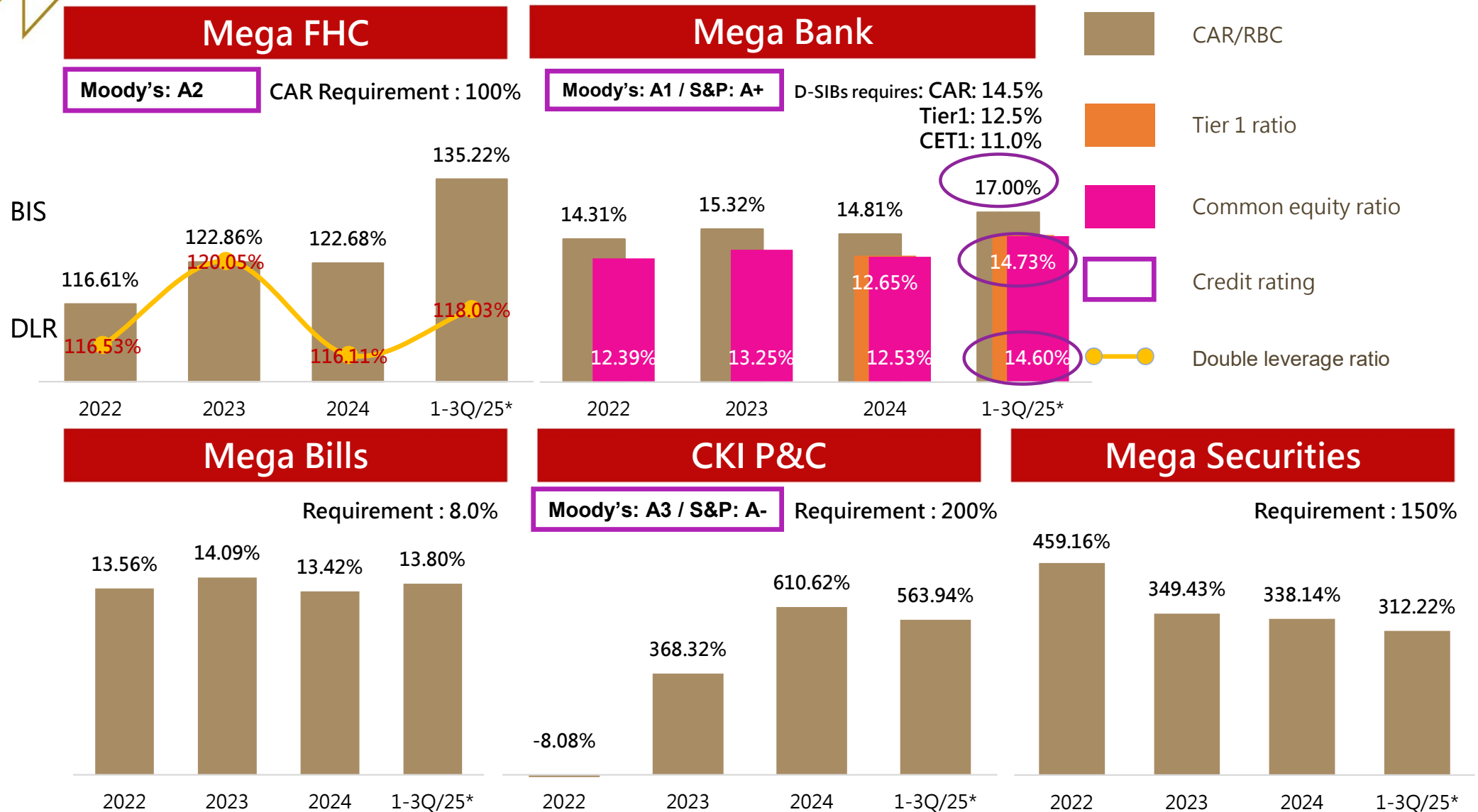
\* 1-3Q/25 are unaudited numbers; ROE and ROA are annualized numbers.

\*\* Historical EPS were not adjusted for forward looking stock dividend distribution.

\*\*\* Cash dividend yield = cash dividend / last trading day share price of that year



# Highly Adequate Capital with Strong Stability



\*1-3Q/25 are unaudited numbers

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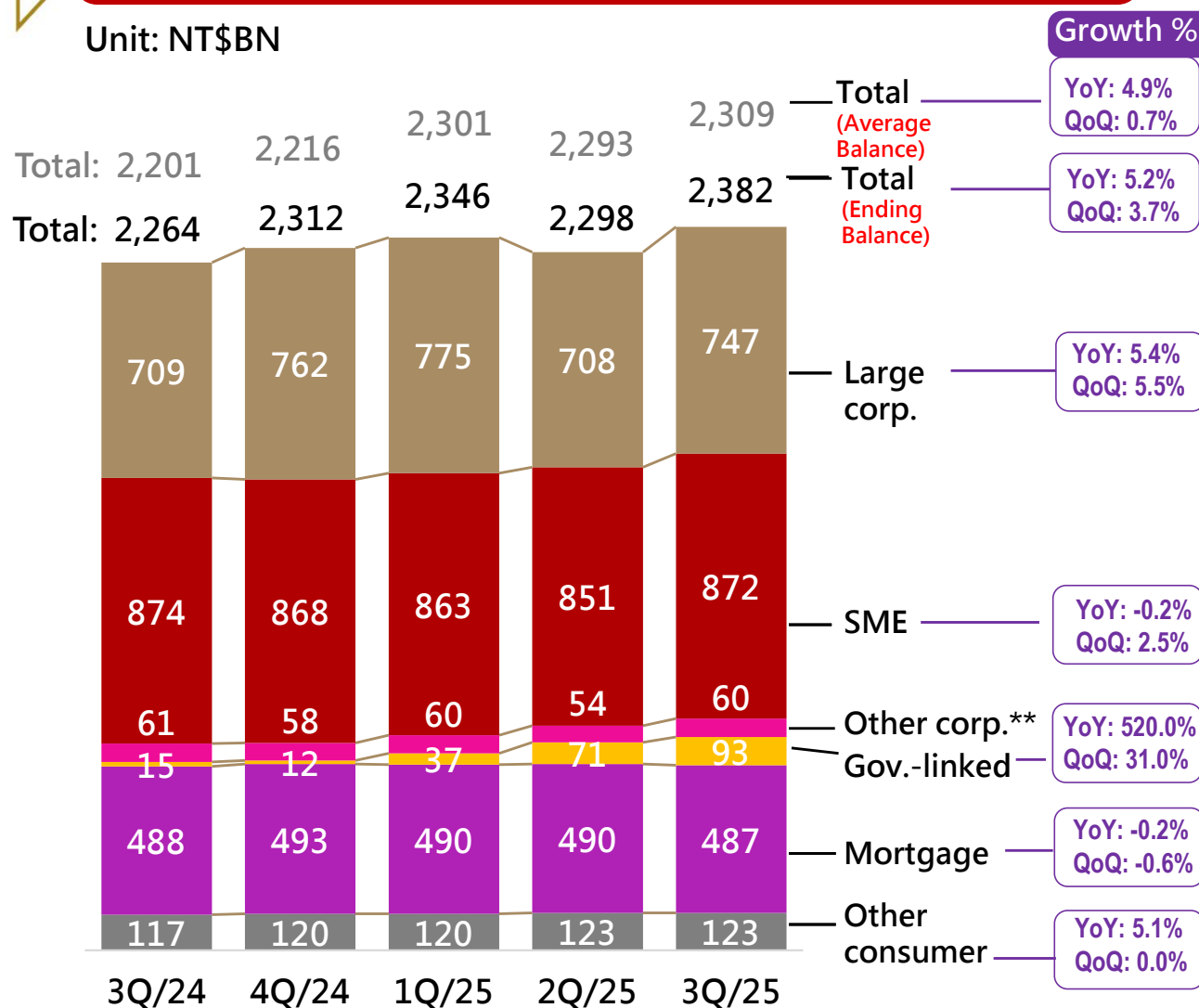
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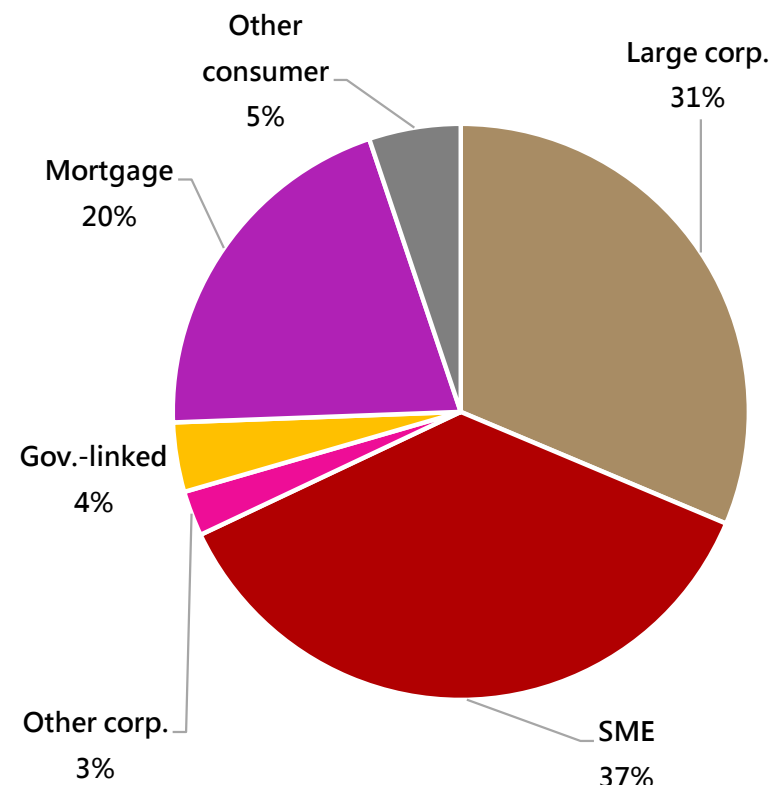
# 3Q25 Corporate Loan Growth Accelerates: Large Corp +5.5%, SME +2.5%, Gov't-Related +31% QoQ

## Mega Bank quarterly loan balance\*

Unit: NT\$BN



## Mega Bank 3Q/25 loan breakdown by customers



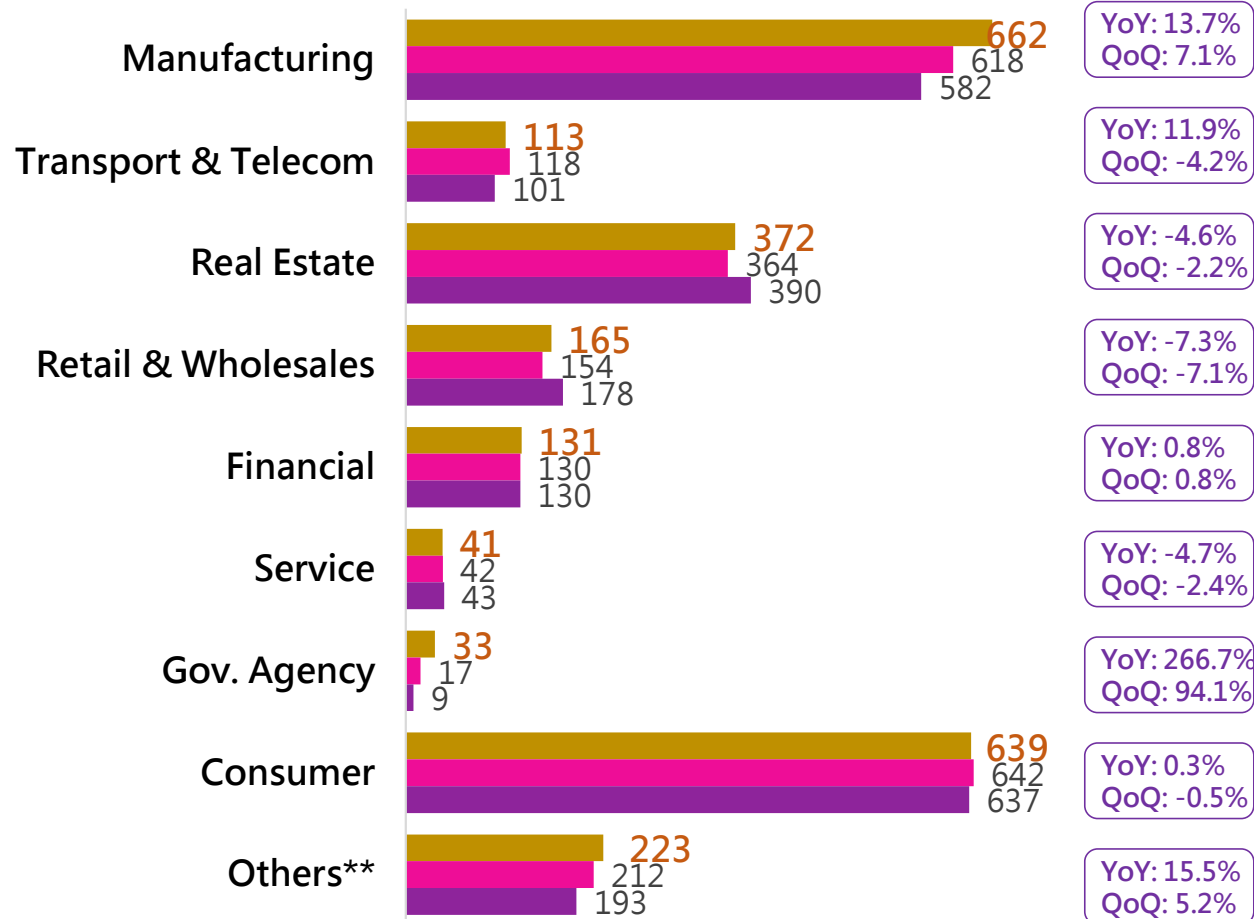
\* Mega Bank quarterly end balance, internal numbers; includes loan, factoring, A/R financing, L/C, credit card revolving and non-accrual loan but excludes guarantee.

\*\* Includes Gov-linked Non-Profit Organization and etc.

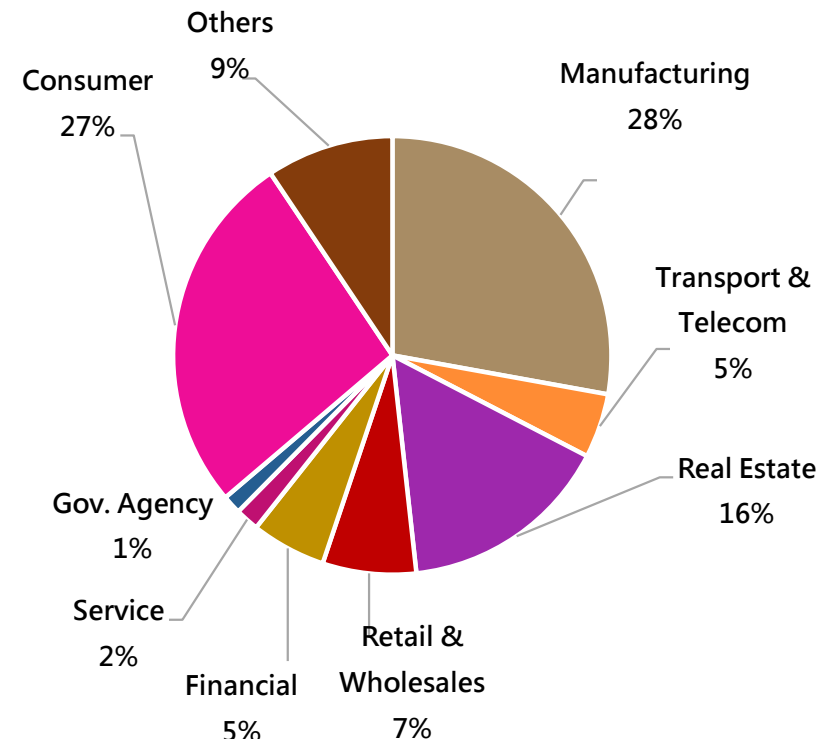
# 3Q/25 Manufacturing Loans Surge: +7.1% QoQ, +13.7% YoY

## Mega Bank loan balance trend by industry\*

Unit: NT\$BN ■ 3Q/25 ■ 2Q/25 ■ 3Q/24



## 3Q/25 loan breakdown by industry\*



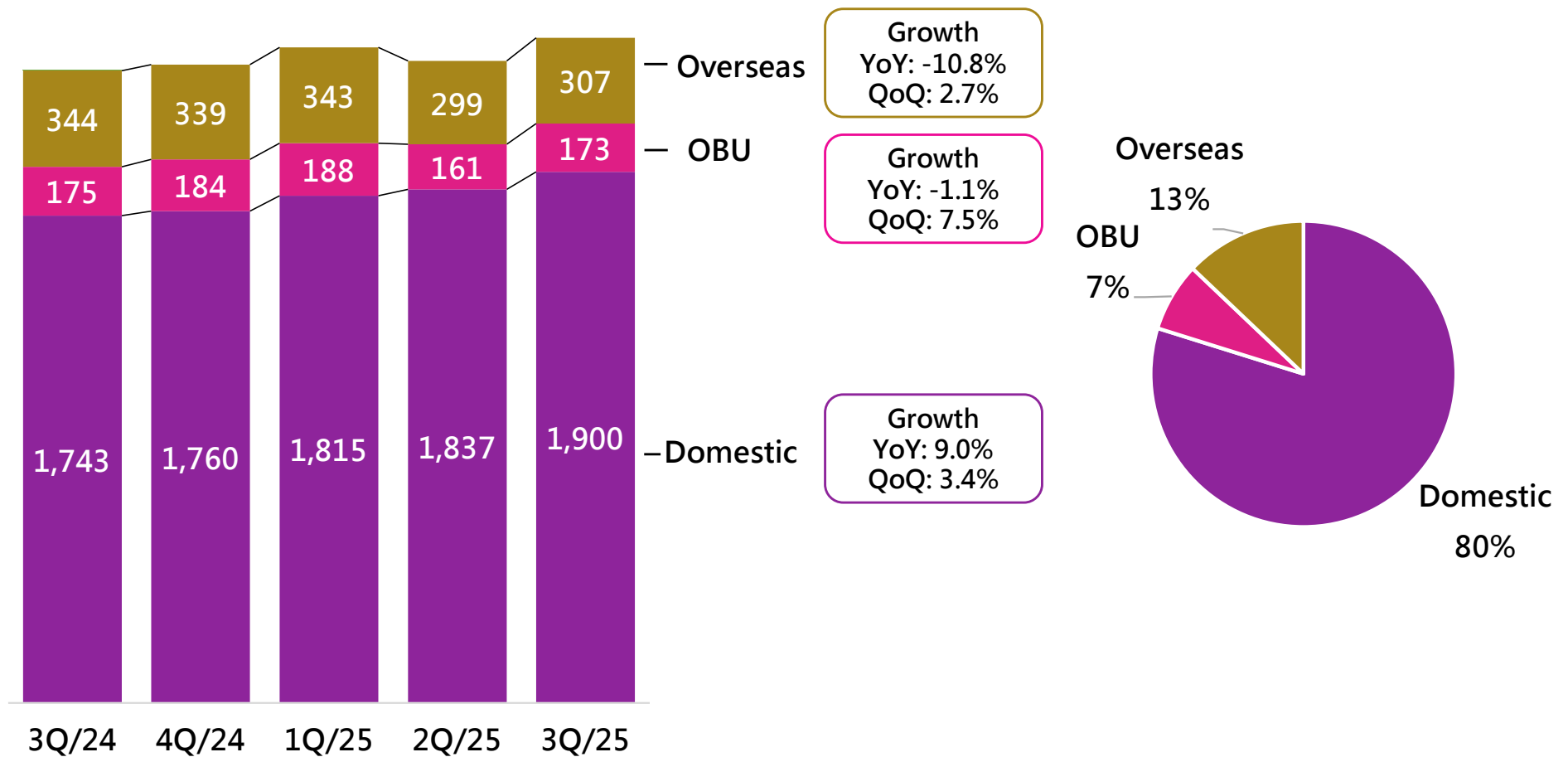
\* Mega Bank internal numbers, includes loan, factoring, A/R financing, L/C, credit card revolving and non-accrual loan but excludes guarantee.

\*\* Main component for "Other Industry": leisure (hotel & restaurant) industry

# 3Q/25 Steady Loan Growth Across Channels: Domestic +3.4%, Overseas +2.7%, OBU +7.5%

## Mega Bank 3Q/25 loan breakdown by regions \*

Unit: NT\$BN



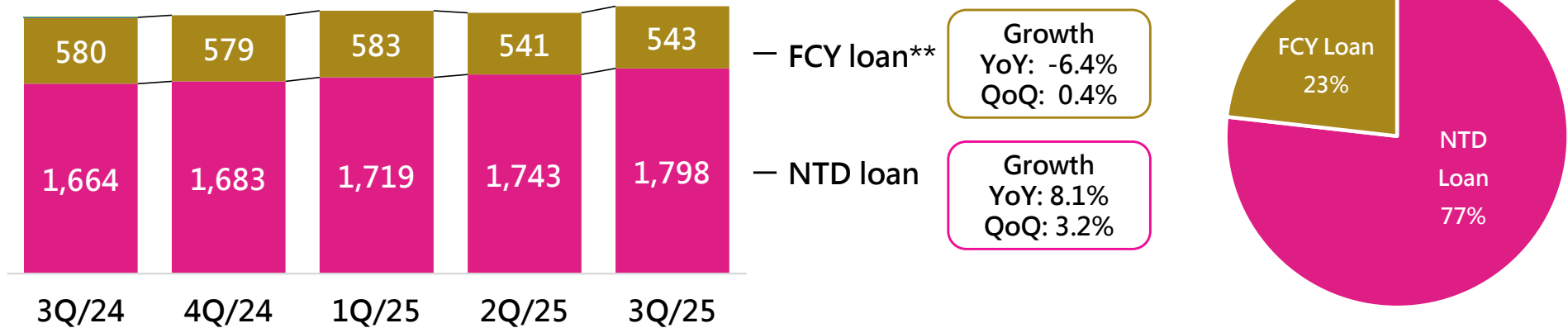
\* Mega Bank quarterly end balance, internal numbers; includes loan, factoring, A/R financing, L/C, credit card revolving and non-accrual loan but excludes guarantee.

\*\* OBU stands for Off-shore Banking Unit

# 3Q/25 NTD Loan Growth Momentum Continues: 8.1% YoY, 3.2% QoQ

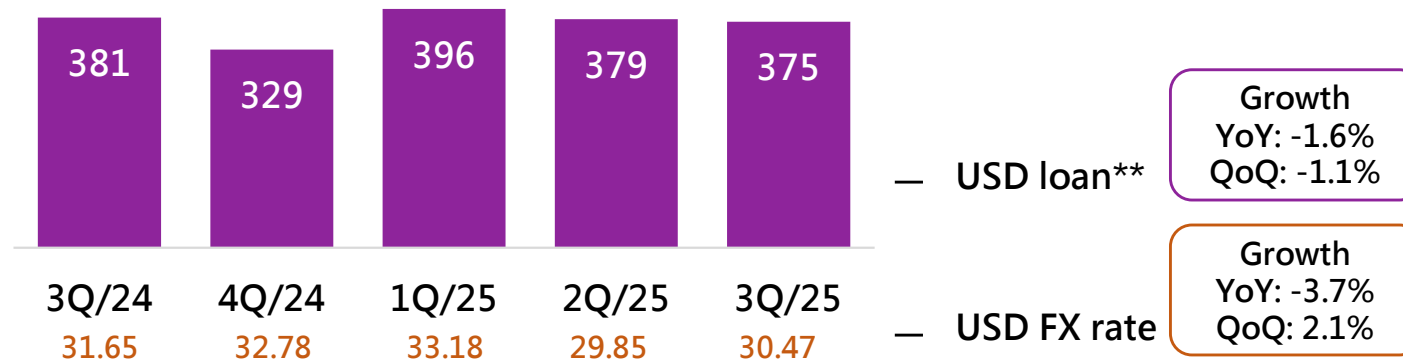
Mega Bank 3Q/25 loan breakdown by currency: NTD vs. foreign currency loan \*

Unit: NT\$BN



## Mega Bank USD Loan balance\*

Unit: NT\$BN



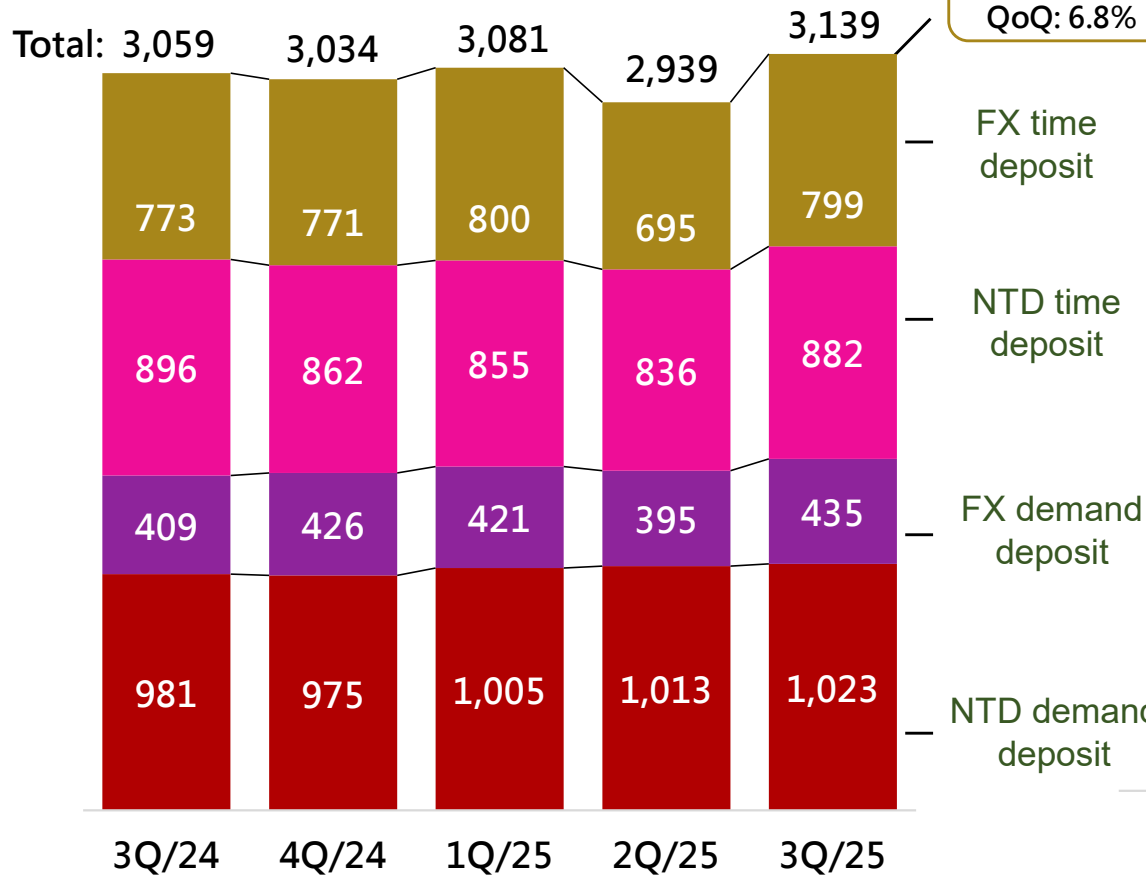
\* Mega Bank quarterly average balance, internal numbers; includes loan, factoring, A/R financing, L/C, and non-accrual loan but excludes credit card & guarantee.

\*\* Foreign currency and USD loans include OBU, overseas branched and some domestic branched loans.

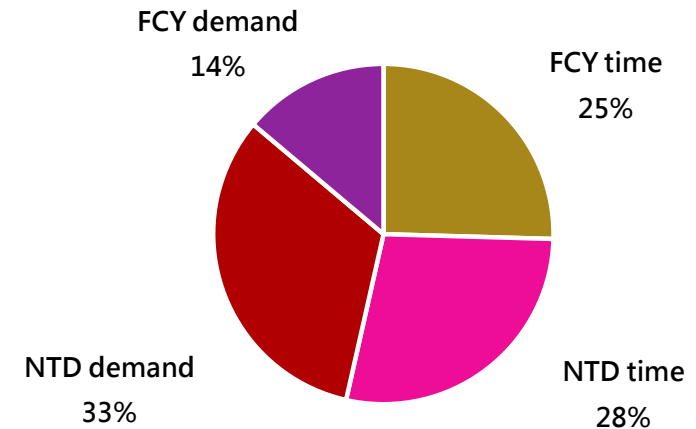
# 3Q/25 Overall Deposits Rise: +6.8% QoQ, +2.6% YoY

## Mega Bank deposit balance \*

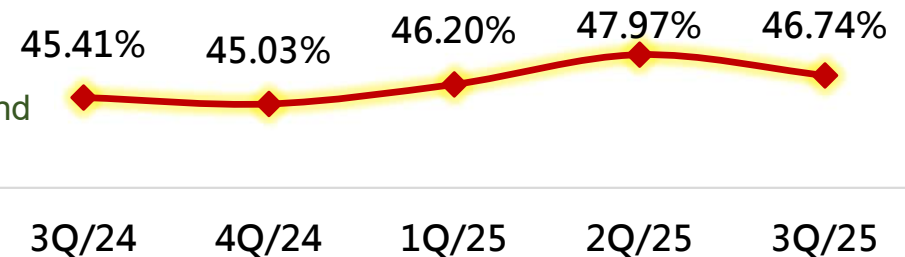
Unit: NT\$BN



## Mega Bank 3Q/25 deposit breakdown



## Mega Bank demand deposit % trend



\* Excludes interbank deposit, Central Bank deposit & Chunghwa Post re-deposit ; internal numbers.

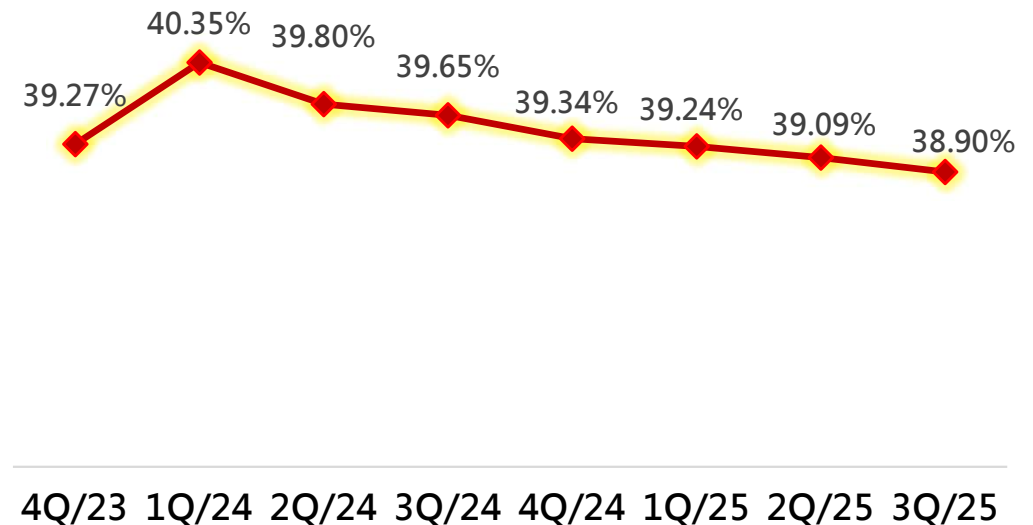
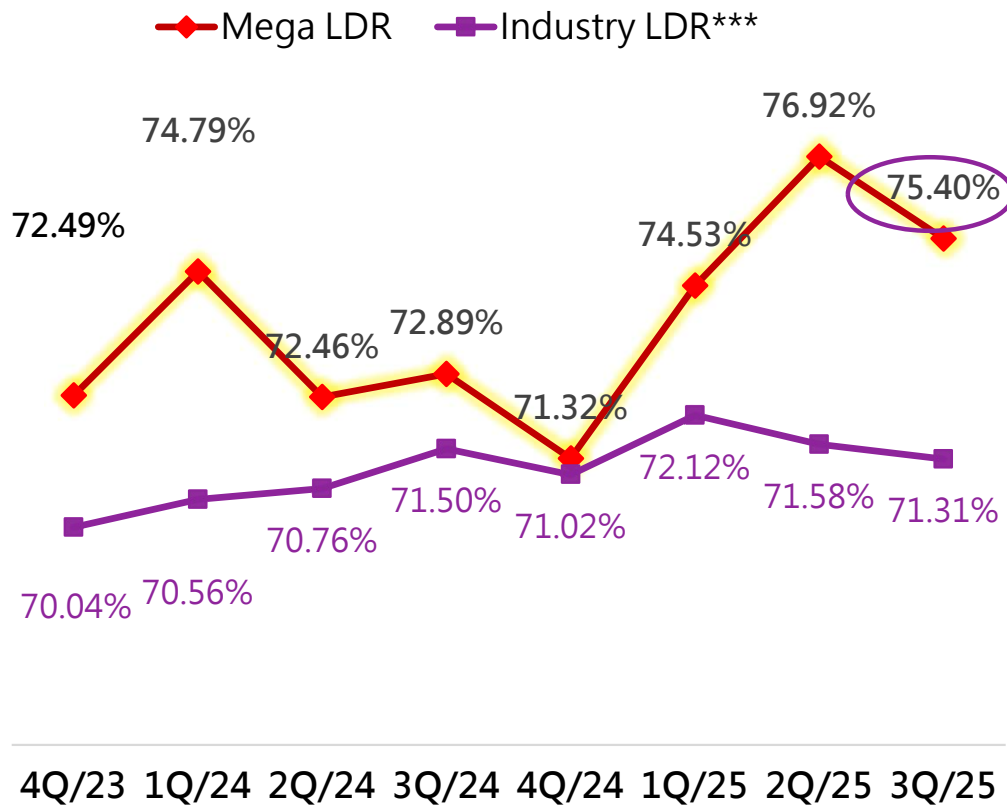
\*\* Includes retail and corporate deposit but excludes due from central banks and banks



# 3Q/25 LDR Stands at 75.4% Overall and 38.9% for USD

## Mega Bank's total LDR\*

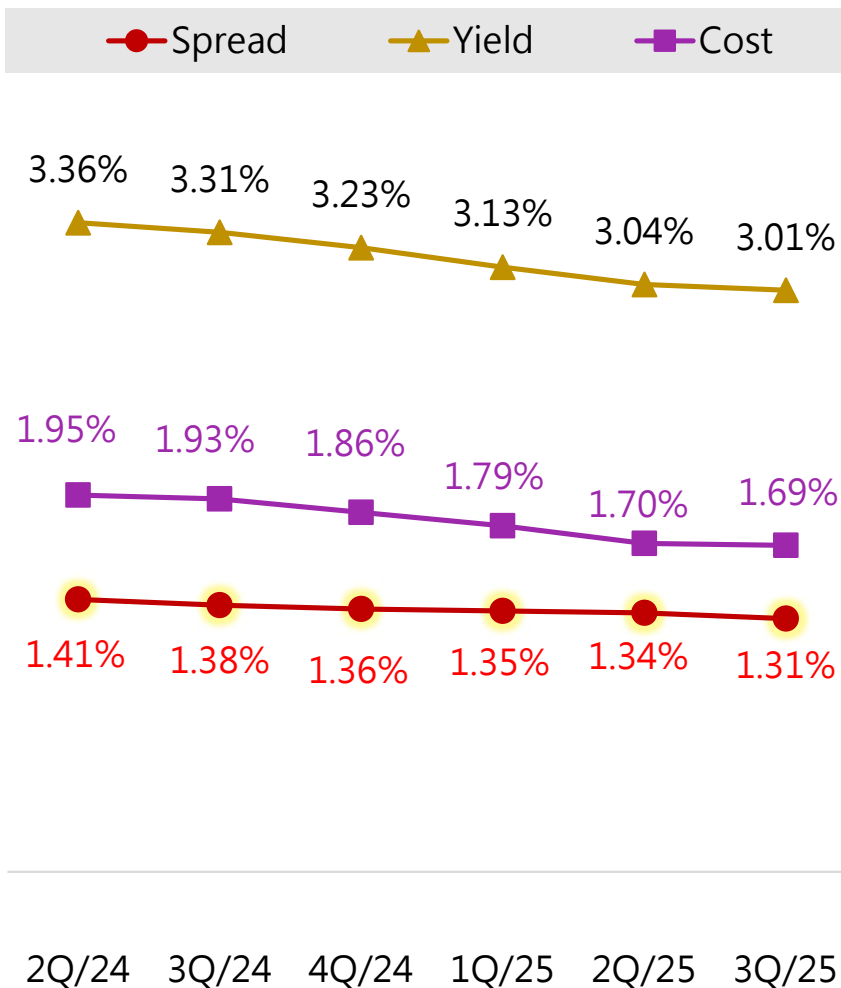
## Mega Bank's USD LDR\*\*



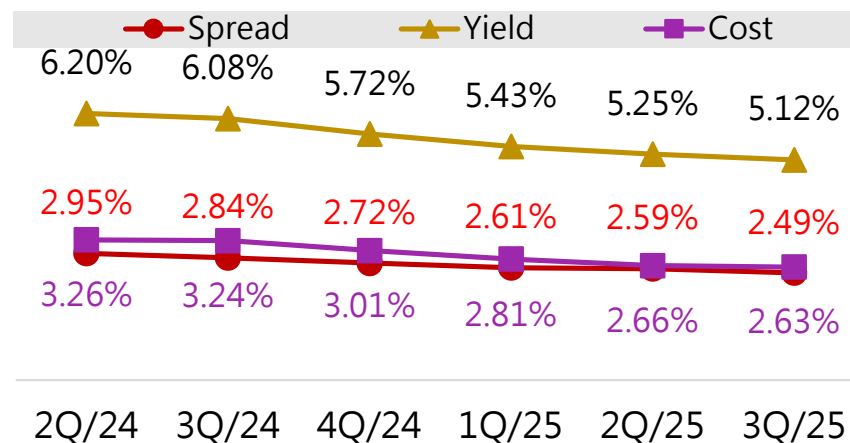
\* Total LDR calculation is based on avg. loan/ avg. deposit end balance  
 \*\* USD LDR calculation is based on average loan/deposit balance of that quarter  
 \*\*\* Source: Central Bank of Taiwan

# Spread Continues to Consolidate

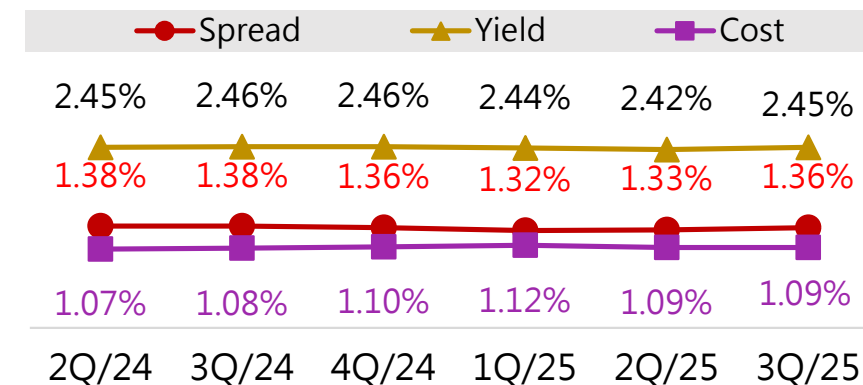
## Mega Bank total loan interest spread



## Mega Bank overseas loan interest spread\*



## Mega Bank domestic loan interest spread\*

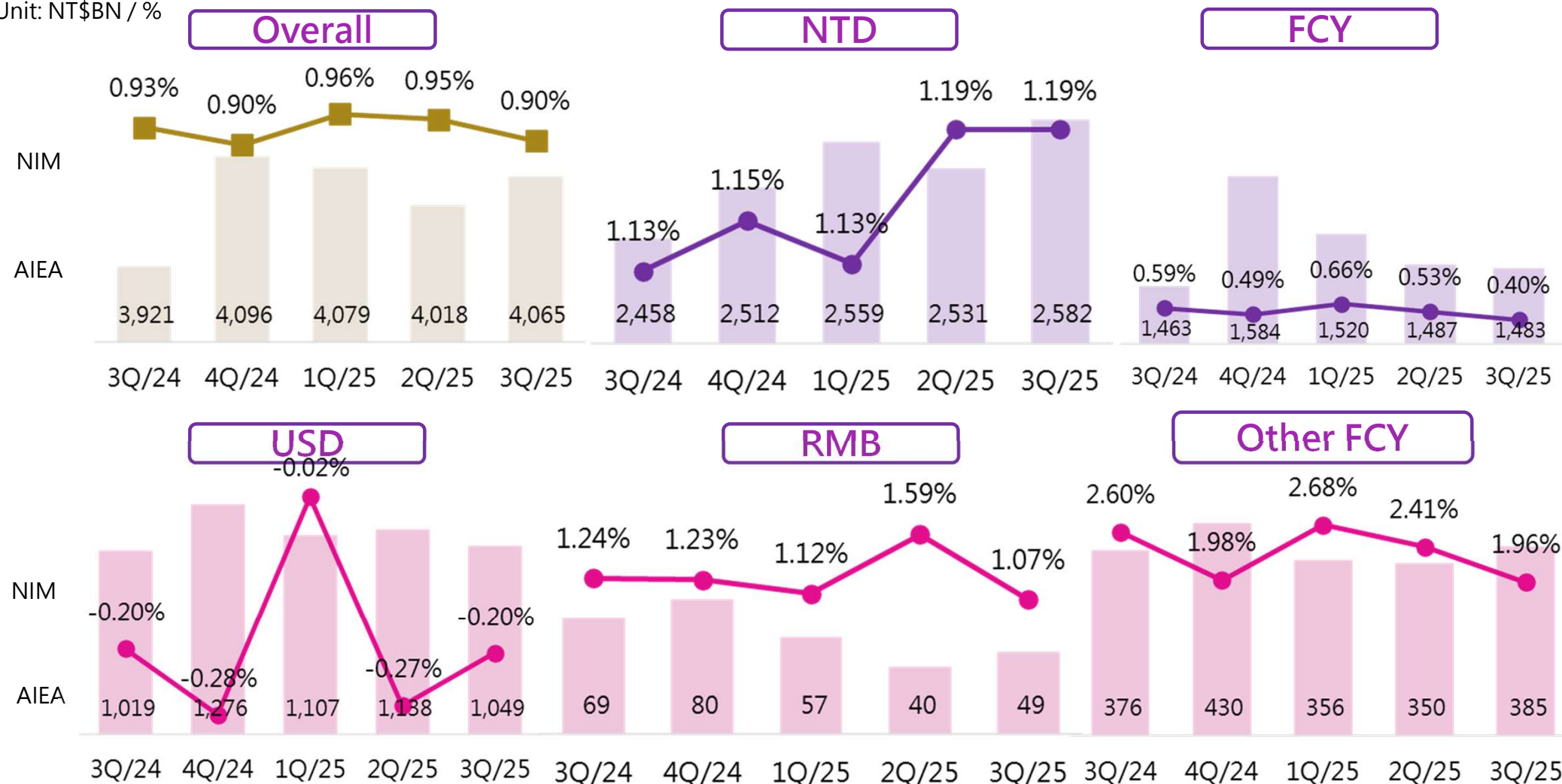


\* Overseas loan includes overseas branches and OBU loan; internal numbers.

# 3Q/25 Net Interest Margin (NIM) Remains Solid: Overall 0.9%, TWD 1.19%

## Mega Bank quarter NIM and average interest earning assets\*

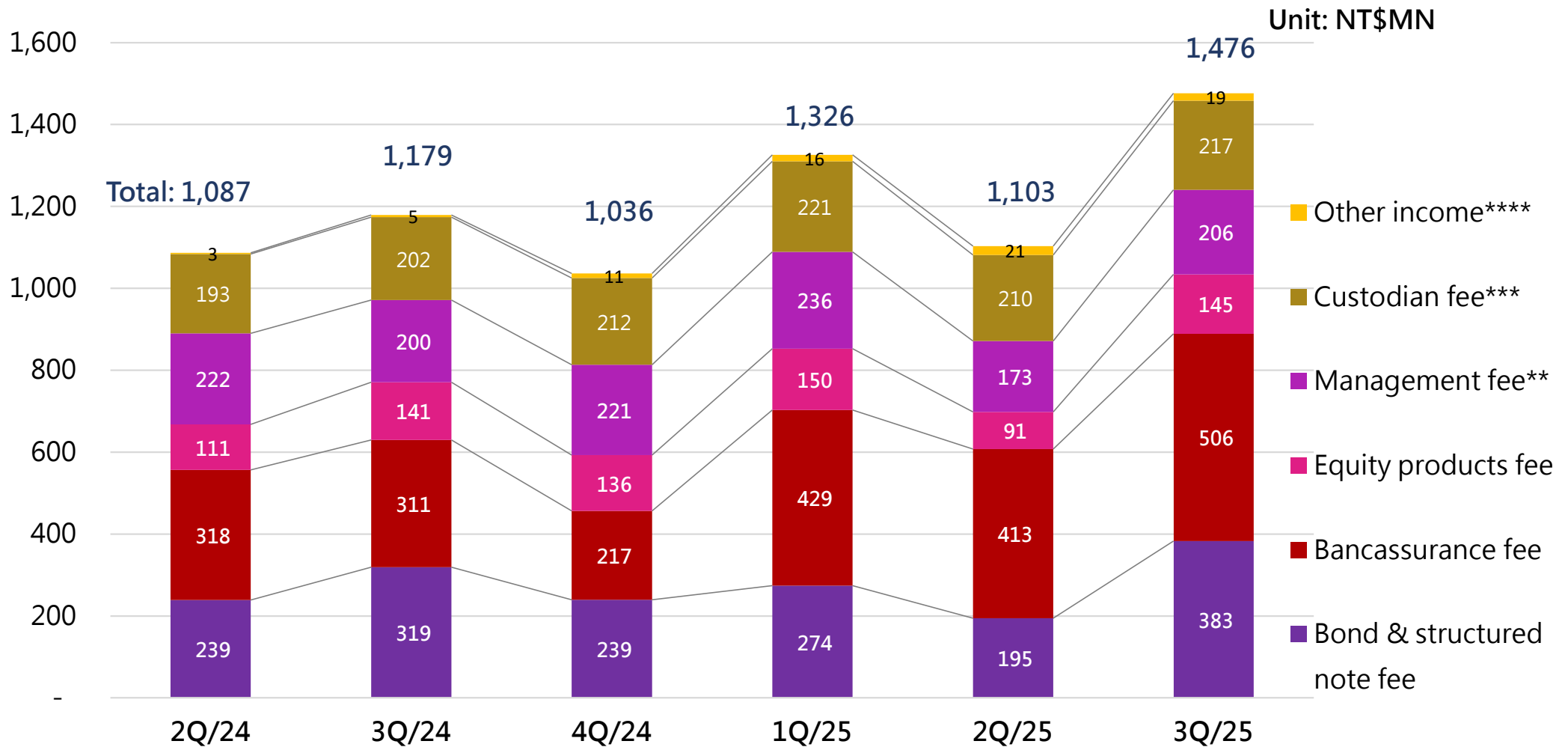
Unit: NT\$BN / %



\* NIM = annualized net interest income / average interest earning assets (AIEA) of that quarter; internal numbers; Unit: NT\$BN / %

# 3Q/25 Wealth Management Fee Revenue Reached NT\$1.476bn, Highest in 6 Quarters

Mega Bank wealth management gross fee breakdown\*



\* Mega Bank internal data; gross wealth mgmt. fee, NOT net wealth mgmt. fee.

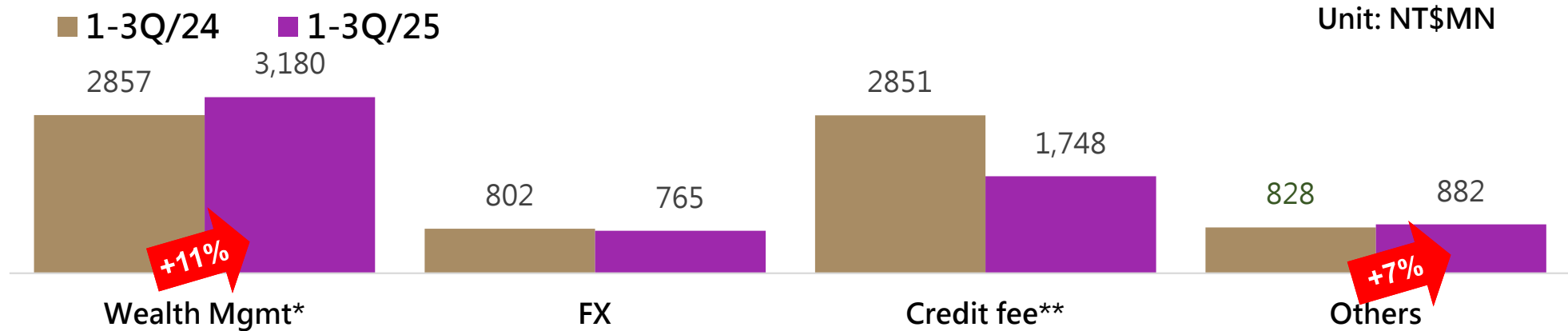
\*\* Profit sharing scheme of fund mgmt. fee and trust account mgmt. fee.

\*\*\* Custodian acc. fee associated with WM biz

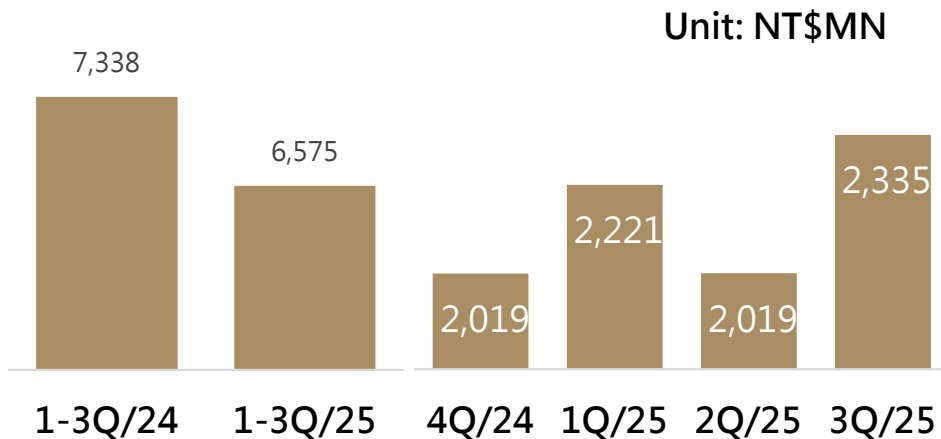
\*\*\*\* Includes FX spread gain and etc.

# 1-3Q/25 Bank WM Net Fees Rose 11% YoY, Reaching NT\$3.18bn

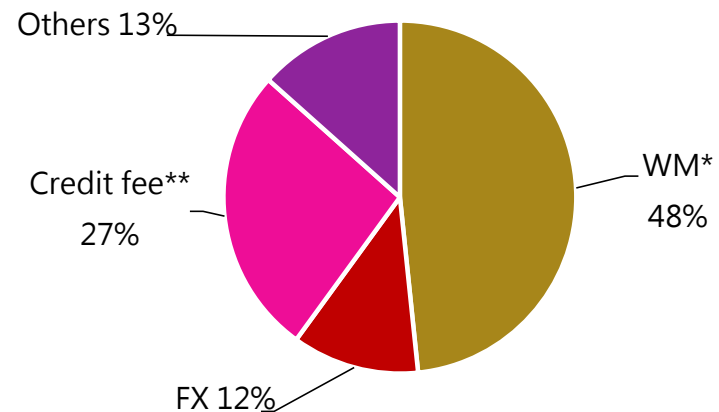
## Mega Bank net fee breakdown



## Mega Bank net fee trend\*\*\*



## Mega Bank 1-3Q/25 net fee breakdown



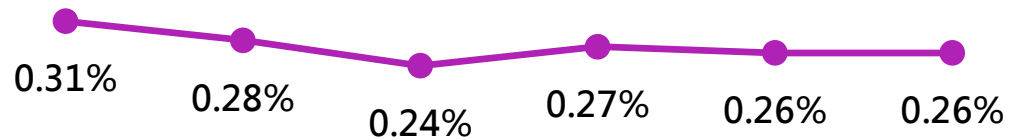
\* Net wealth mgmt. fee, plus/deduct adjustment for marketing cost, rebate, and profit sharing with partners.

\*\* Includes corporate loan fee, consumer loan fee, guarantee fee and factoring fee

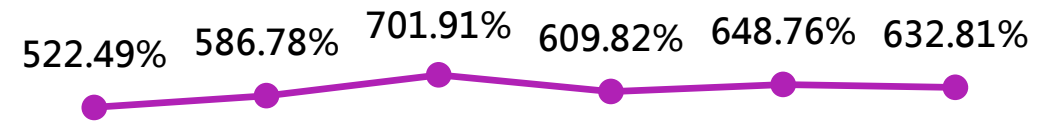
\*\*\*Total net fees are unaudited numbers.

# Asset Quality Stays Robust; NPL Ratio Flat at 0.26%

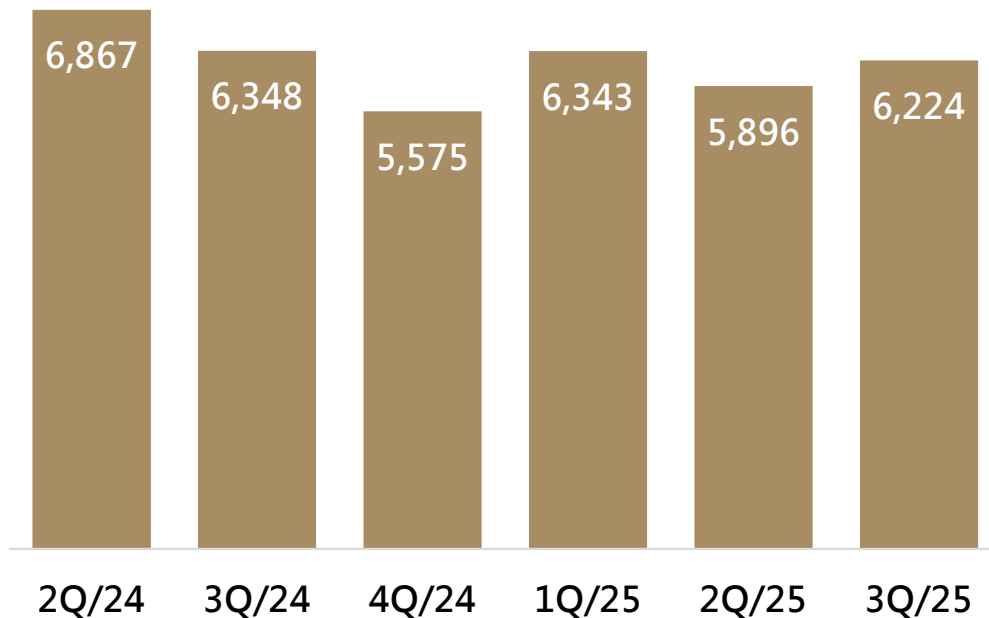
Mega Bank NPL balance & NPL ratio



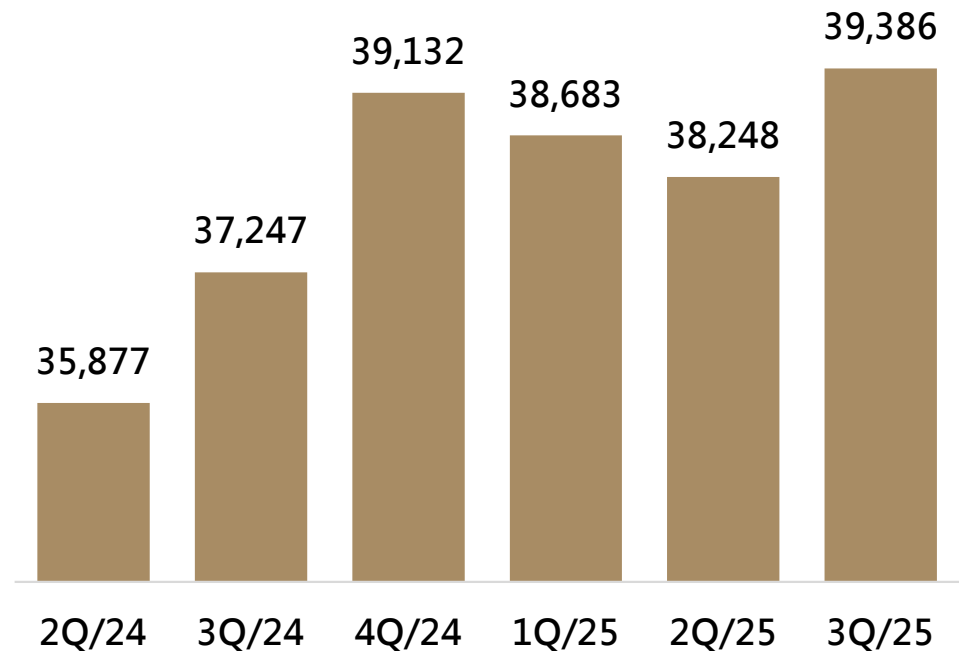
Mega Bank loan loss reserved and coverage ratio



Unit: NT\$MN

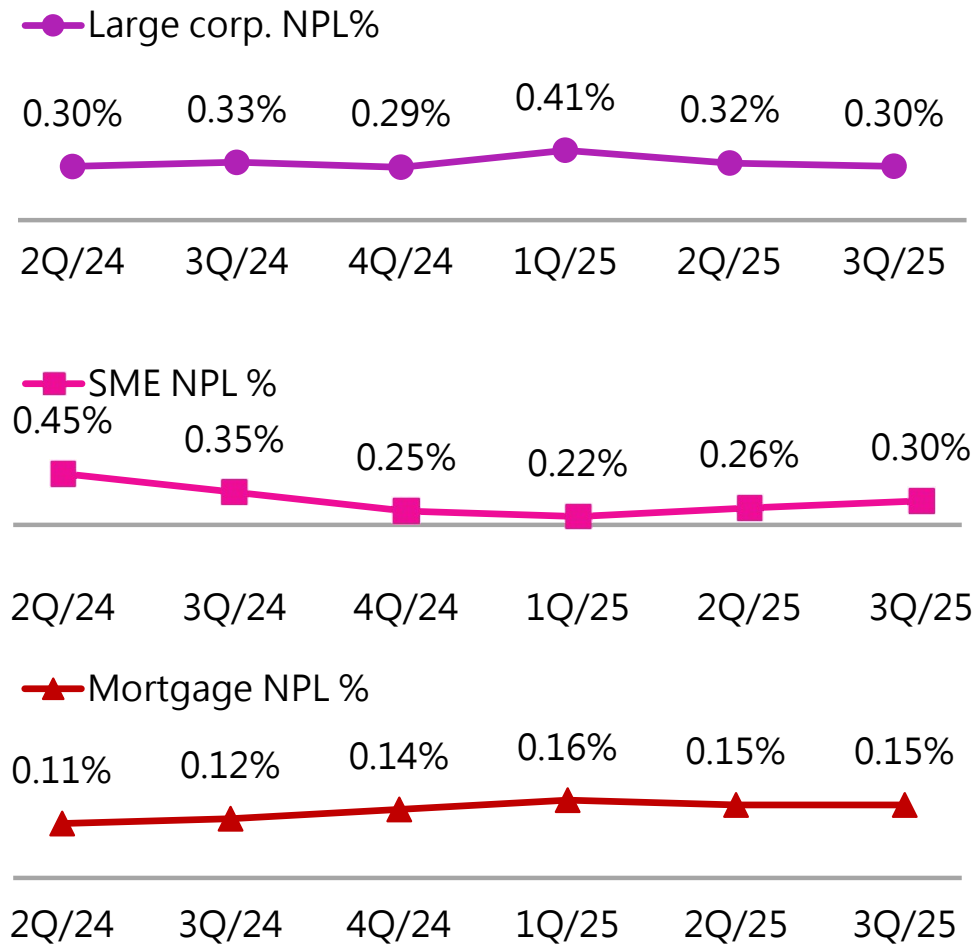


Unit: NT\$MN

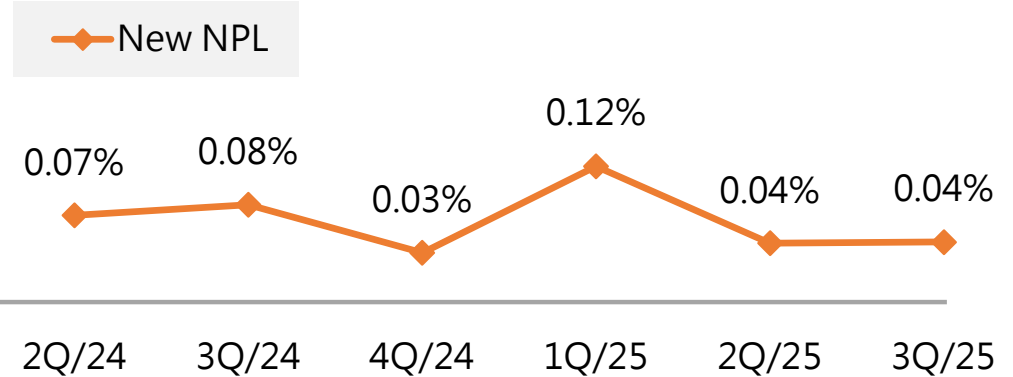


# New NPL Formation Flat, Credit Costs Remained Low

## Mega Bank NPL ratio by customer \*

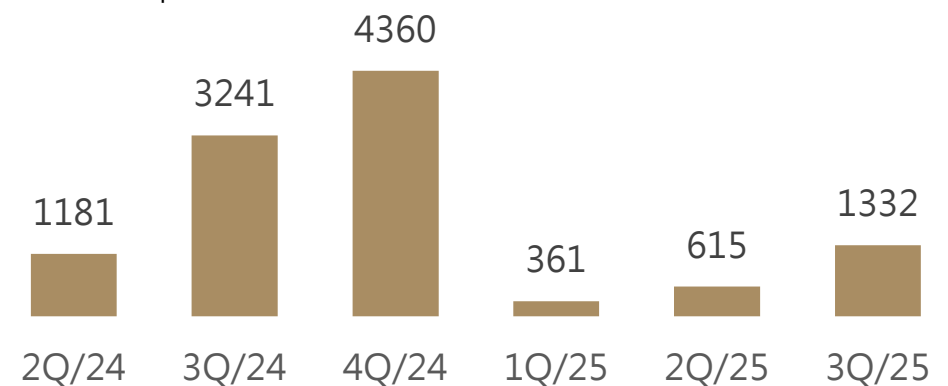


## Mega Bank new NPL as % of total loan \*



## Mega Bank Bad debts expense, commitment and guarantee liability provision

Unit: NT\$MN



\* Excludes gov. loan, gov-linked corp. loan and other corp. loan, which all have 0% NPL.



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# 1-3Q/25 Mega FHC consolidated P&L statement

<i>Unit: NT\$MN; EPS: NT\$</i>	1-3Q/2025*	1-3Q/2024	YoY
Interest income	93,056,480,130	97,095,679,484	-4%
Less: interest expense	64,776,047,241	69,441,595,201	-7%
<b>Net interest revenue</b>	<b>28,280,432,889</b>	<b>27,654,084,283</b>	2%
<b>Net revenue other than interest</b>	<b>33,912,762,612</b>	<b>37,830,294,093</b>	-10%
Net fee and commissions	10,180,341,029	11,105,257,321	-8%
Net insurance revenue	2,597,604,913	2,246,069,821	16%
Gain on financial assets and liabilities at fair value thru P&L	14,557,738,935	17,442,696,847	-17%
Gain on investment property	59,827,778	17,315,309	246%
Realized gain on financial assets at fair value thru OCI	3,464,113,790	3,203,417,197	8%
Gain/loss arising from derecognition of fin. assets measured at AC	(172,306,784)	178,288,166	-197%
Equity method profit/loss	(44,811,594)	88,931,101	-150%
Foreign exchange gains	2,039,956,542	2,487,935,287	-18%
Reversal of loss on assets	29,593,652	30,252,024	-2%
Gain on reclassification under the overlay approach	(1,308,213)	957,196	-237%
Net other revenue other than interest income	1,202,012,564	1,029,173,824	17%
<b>Net revenue</b>	<b>62,193,195,501</b>	<b>65,484,378,376</b>	-5%
Bad debts expense, guarantee provision	2,126,304,676	4,513,881,329	-53%
Net change in provisions for insurance liabilities	162,273,720	366,711,881	-56%
Operating expenses	27,033,235,908	26,910,730,569	0%
Profit from continuing operations before tax	32,871,381,197	33,693,054,597	-2%
Income tax expense	(4,585,982,926)	(4,372,287,029)	5%
<b>Profit</b>	<b>28,285,398,271</b>	<b>29,320,767,568</b>	-4%
EPS	1.91	1.98	-4%

\* 1-3Q / 25 are unaudited numbers

# 1-3Q/25 Mega FHC consolidated balance sheet

<i>Unit: NT\$MN</i>	1-3Q/2025*	1-3Q/2024	YoY
Cash and cash equivalents, net	121,732,867,880	71,508,891,458	70%
Due from central bank and interbank assets	684,618,884,879	621,367,031,002	10%
Financial assets at fair value thru P&L	261,816,979,911	239,523,134,460	9%
Financial assets at fair value thru OCI	567,804,783,632	567,075,650,599	0%
Investments in debts at amortized cost	613,036,479,114	673,208,699,917	-9%
REPO securities	3,784,373,430	8,134,157,480	-53%
Receivables	111,328,809,010	113,753,759,205	-2%
Current tax assets	1,276,203,644	6,207,279	20460%
Loans	2,363,847,837,264	2,247,987,003,748	5%
Other assets	76,145,871,074	70,114,608,914	9%
<b>Total Assets</b>	<b>4,805,393,089,838</b>	<b>4,612,679,144,062</b>	<b>4%</b>
Deposits from central bank and banks	632,581,203,369	567,918,327,412	11%
Due to central bank and banks	2,224,899,262	2,671,746,274	-17%
Financial liabilities at fair value thru P&L	27,331,403,425	26,087,331,071	5%
Securities sold under repurchase agreements	320,106,396,984	281,799,285,883	14%
Commercial paper issued	48,875,885,017	40,477,215,381	21%
Payable	118,291,253,011	170,794,378,553	-31%
Current tax liabilities	7,078,400,083	6,752,825,175	5%
Deposits and remittances	3,142,439,169,092	3,044,229,581,376	3%
Bond payable	45,200,000,000	33,000,000,000	37%
Other liabilities	78,548,533,846	77,414,748,408	1%
<b>Total Liabilities</b>	<b>4,422,677,144,089</b>	<b>4,251,145,439,533</b>	<b>4%</b>
Common stock	148,333,782,820	148,333,782,820	0%
Capital surplus	76,835,989,868	76,547,152,176	0%
Retain earnings	142,960,311,647	130,456,577,021	10%
Other equity interest	14,585,861,414	6,196,192,512	135%
<b>Total Equity</b>	<b>382,715,945,749</b>	<b>361,533,704,529</b>	<b>6%</b>

# 1-3Q/25 Mega Bank consolidated P&L statement

Unit: NT\$MN; EPS: NT\$

	1-3Q/2025*	1-3Q/2024	YoY
Interest income	88,926,957,947	93,192,714,295	-5%
Less: interest expense	59,680,163,887	64,405,555,968	-7%
<b>Net interest revenue</b>	<b>29,246,794,060</b>	<b>28,787,158,327</b>	<b>2%</b>
<b>Net revenue other than interest</b>	<b>22,321,862,917</b>	<b>25,715,697,138</b>	<b>-13%</b>
Net fee and commissions	6,575,260,949	7,337,546,556	-10%
Gain on financial assets and liabilities at fair value thru P&L	11,116,817,660	13,271,701,606	-16%
Realized gain on financial assets at fair value thru OCI	2,222,099,122	2,019,115,051	10%
Gain/loss arising from derecognition of fin. assets measured at AC	(172,306,784)	178,288,166	-197%
Equity method profit/loss	(44,648,499)	85,522,601	-152%
Foreign exchange gains	2,152,753,350	2,447,216,807	-12%
Reversal of loss on assets	24,252,767	27,334,379	-11%
Net other revenue other than interest income	447,634,352	348,971,972	28%
<b>Net revenue</b>	<b>51,568,656,977</b>	<b>54,502,855,465</b>	<b>-5%</b>
Bad debts expense, guarantee provision	1,946,888,389	4,422,728,355	-56%
Operating expenses	21,548,381,950	21,345,964,996	1%
Profit from continuing operations before tax	28,073,386,638	28,734,162,114	-2%
Income tax expense	(4,673,137,542)	(3,642,263,786)	-
<b>Profit</b>	<b>23,400,249,096</b>	<b>25,091,898,328</b>	<b>-7%</b>
EPS	2.4	2.61	-8%

\* 1-3Q / 25 are unaudited numbers

# 1-3Q/25 Mega Bank consolidated balance sheet

<i>Unit: NT\$MN</i>	1-3Q/2025*	1-3Q/2024	YoY
Cash and cash equivalents, net	115,418,052,406	64,439,779,022	79%
Due from central bank and interbank assets	685,518,884,879	623,667,031,002	10%
Financial assets at fair value thru P&L	63,164,629,004	55,546,386,477	14%
Financial assets at fair value thru OCI	374,767,267,316	399,178,899,963	-6%
Investments in debts at amortized cost	609,336,064,814	668,414,489,433	-9%
REPO securities	3,804,158,910	4,133,439,451	-8%
Receivables	40,309,177,754	42,638,618,181	-5%
Current tax assets	253,743	313,092	-19%
Loans	2,363,847,837,264	2,247,987,003,748	5%
Other assets	42,276,381,750	37,742,991,934	12%
<b>Total Assets</b>	<b>4,298,442,707,840</b>	<b>4,143,748,952,303</b>	<b>4%</b>
Deposits from central bank and banks	611,513,754,369	535,885,132,412	14%
Due to central bank and banks	2,224,899,262	2,671,746,274	-17%
Financial liabilities at fair value thru P&L	26,629,889,437	24,840,423,472	7%
Securities sold under repurchase agreements	12,086,952,217	16,318,426,356	-26%
Payable	53,383,256,422	107,529,697,299	-50%
Current tax liabilities	3,799,948,237	3,883,119,453	-2%
Deposits and remittances	3,145,646,666,930	3,049,376,962,731	3%
Bond payable	30,200,000,000	18,000,000,000	68%
Other liabilities	46,758,201,933	44,000,612,340	6%
<b>Total Liabilities</b>	<b>3,932,243,568,807</b>	<b>3,802,506,120,337</b>	<b>3%</b>
Common stock	100,000,000,000	96,118,000,000	4%
Capital surplus	72,804,478,683	62,432,164,863	17%
Retain earnings	184,941,802,491	179,290,768,337	3%
Other equity interest	8,452,857,859	3,401,898,766	148%
<b>Total Equity</b>	<b>366,199,139,033</b>	<b>341,242,831,966</b>	<b>7%</b>

# 39 offices in 18 countries/areas; 22 offices in “New South Bond Area”

## Mega Bank's Extensive Overseas Franchise



### 39 offices includes:

- 24 branches
- 7 sub-branches
- 3 rep. offices
- 1 Thai bank sub. + 4 branches

### In Progress:

- Hai Duong branch in Vietnam, TBA.
- Indonesia Jakarta Rep. office, TBA.

\*Hai Fong, Kuala Lumpur and Mumbai are rep. offices. \*\*On August 12, 2025, Mega Financial Holding announced that Mega Bank will close seven overseas branches across Australia, Netherlands, China, and Cambodia, consolidating operations into remaining local branches pending regulatory approval.



# Thank you~

## Q & A