



TISCO Financial Group Public Co., Ltd.

Analyst Meeting 3Q2023

October 12, 2023

Consolidated Income Statements



Unit : Million Baht	3Q22	2Q23	3Q23	% QoQ	% YoY	9M22	9M23	% YoY
Interest Income	3,755	4,397	4,666	6.1	24.3	10,927	13,198	20.8
Interest Expenses	(533)	(978)	(1,110)	13.5	108.1	(1,538)	(2,935)	90.8
Net Interest Income	3,221	3,420	3,557	4.0	10.4	9,389	10,263	9.3
Fee & Service Income	1,360	1,260	1,305	3.6	(4.0)	4,035	3,944	(2.3)
Fee & Service Expenses	(103)	(108)	(107)	(1.1)	4.4	(341)	(328)	(3.8)
Other Operating Income	(10)	172	52	(69.7)	(607.0)	359	341	(5.0)
Total Non-Interest Income	1,247	1,324	1,250	(5.6)	0.2	4,053	3,957	(2.4)
Total Income	4,469	4,743	4,807	1.3	7.6	13,442	14,221	5.8
Operating Expenses	(2,144)	(2,378)	(2,329)	(2.1)	8.6	(6,358)	(6,988)	9.9
PPOP	2,325	2,366	2,478	4.8	6.6	7,084	7,233	2.1
ECL	(119)	(63)	(147)	132.4	23.6	(344)	(365)	6.2
Pre-tax Profit	2,206	2,303	2,332	1.3	5.7	6,741	6,868	1.9
Income Tax	(433)	(449)	(457)	1.9	5.6	(1,323)	(1,346)	1.8
Net Profit	1,773	1,854	1,874	1.1	5.7	5,417	5,521	1.9
EPS (Baht)	2.21	2.32	2.34			6.77	6.90	
ROAE (%)	17.7	17.5	18.6			17.6	17.7	

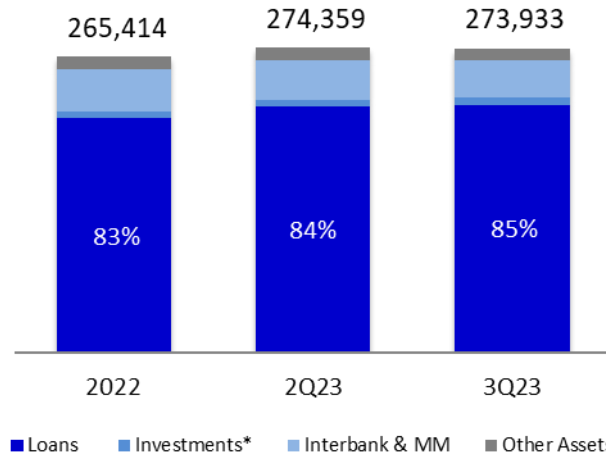
Assets and Liabilities



Assets

Unit: Million Baht

-0.2% **+3.2%**
QoQ YTD



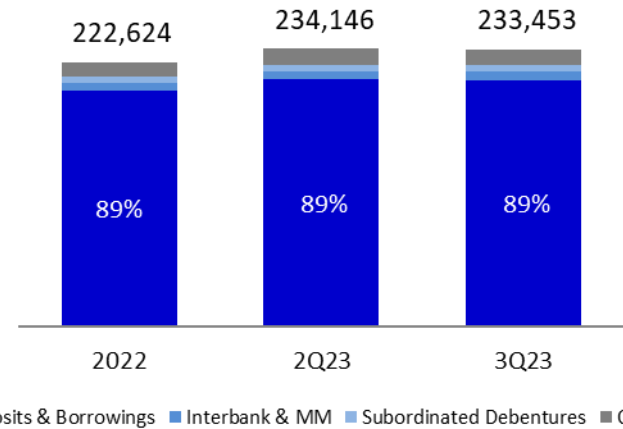
Unit : Million Baht	2022	2Q23	3Q23	% QoQ	% YTD
Loans	219,004	230,494	231,794	0.6	5.8
Allowance	(11,845)	(11,345)	(10,728)	(5.4)	(9.4)
Investments*	6,162	5,574	6,971	25.1	13.1
Interbank & MM	40,272	37,582	34,626	(7.9)	(14.0)
Other Assets	11,821	12,054	11,270	(6.5)	(4.7)
Total Assets	265,414	274,359	273,933	(0.2)	3.2

*Investments included Financial Assets measured at FV to PL

Liabilities

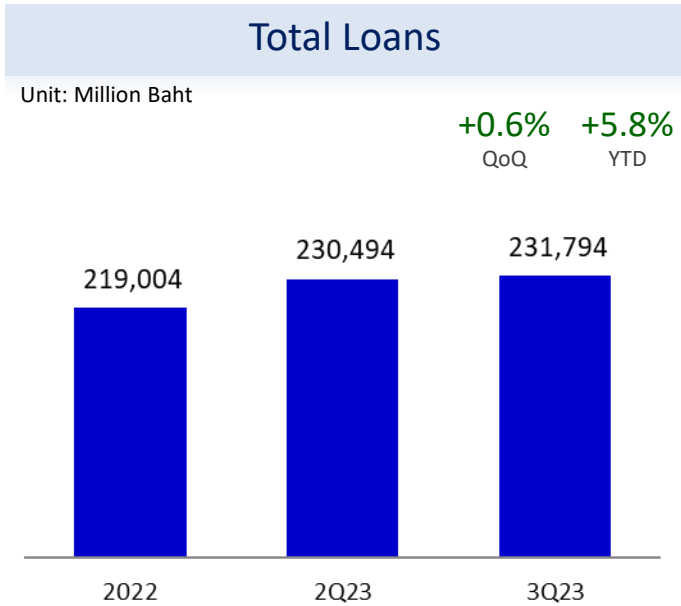
Unit: Million Baht

-0.3% **+4.9%**
QoQ YTD

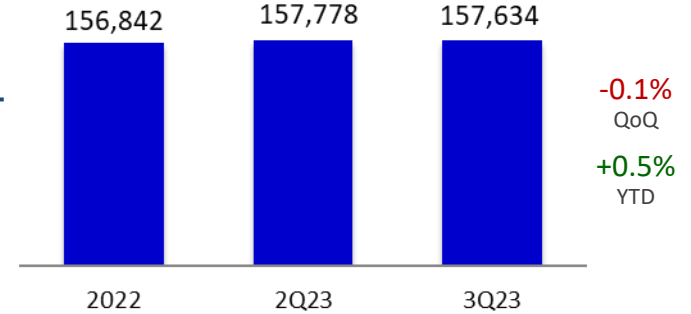


Unit : Million Baht	2022	2Q23	3Q23	% QoQ	% YTD
Deposits & Borrowings	198,983	208,303	207,433	(0.4)	4.2
Interbank & MM	6,195	6,514	7,284	11.8	17.6
Subordinated Debentures	5,040	5,040	5,040	-	-
Other Liabilities	12,406	14,290	13,696	(4.2)	10.4
Total Liabilities	222,624	234,146	233,453	(0.3)	4.9
Retained Earnings	31,931	29,342	29,616	0.9	(7.3)
Total Equities	42,791	40,213	40,479	0.7	(5.4)

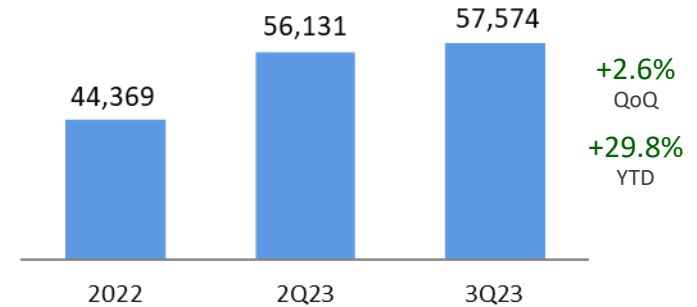
Loan Portfolios



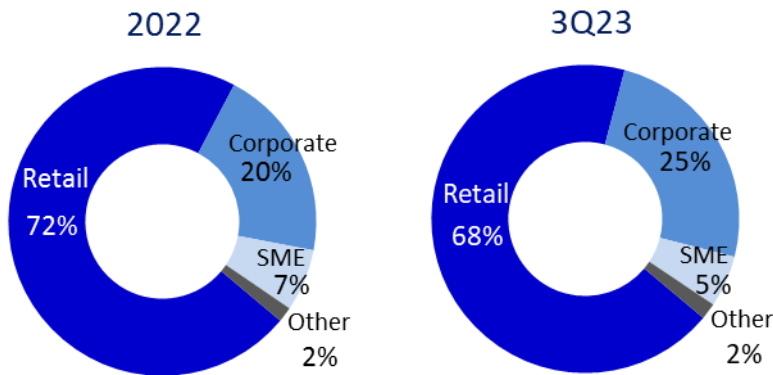
Retail Loans



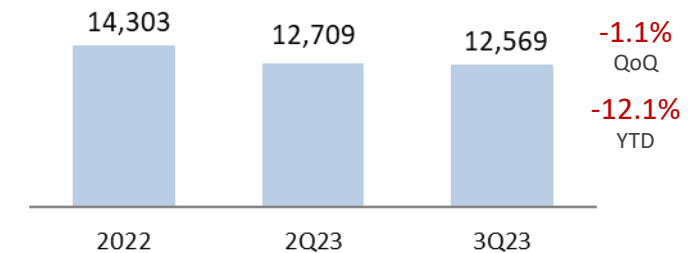
Corporate Loans



Loans by sectors



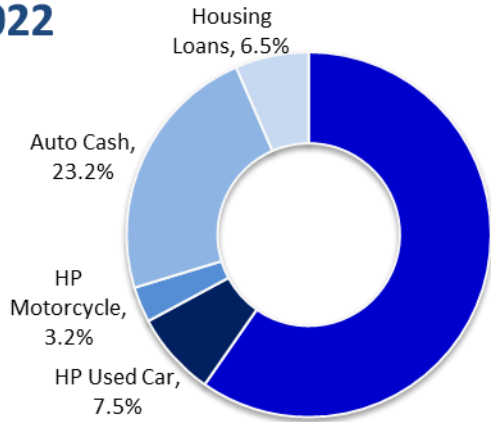
SME Loans



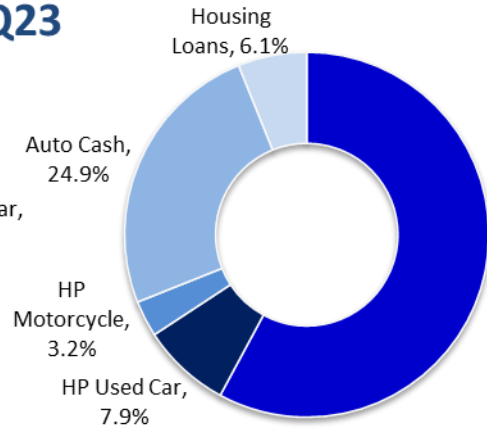
Retail Loan Portfolio Breakdown



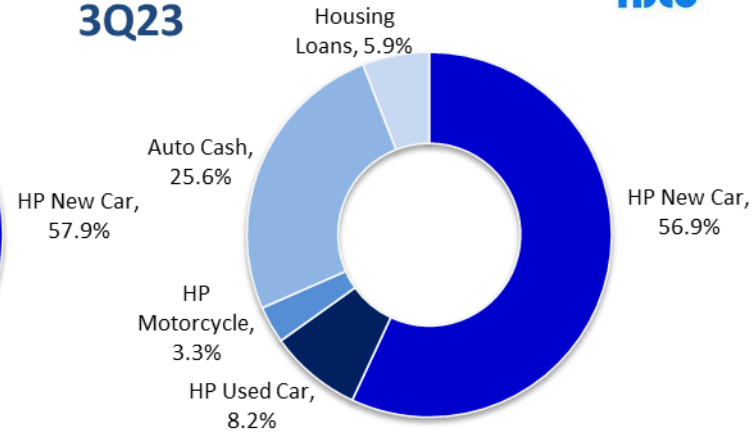
2022



2Q23

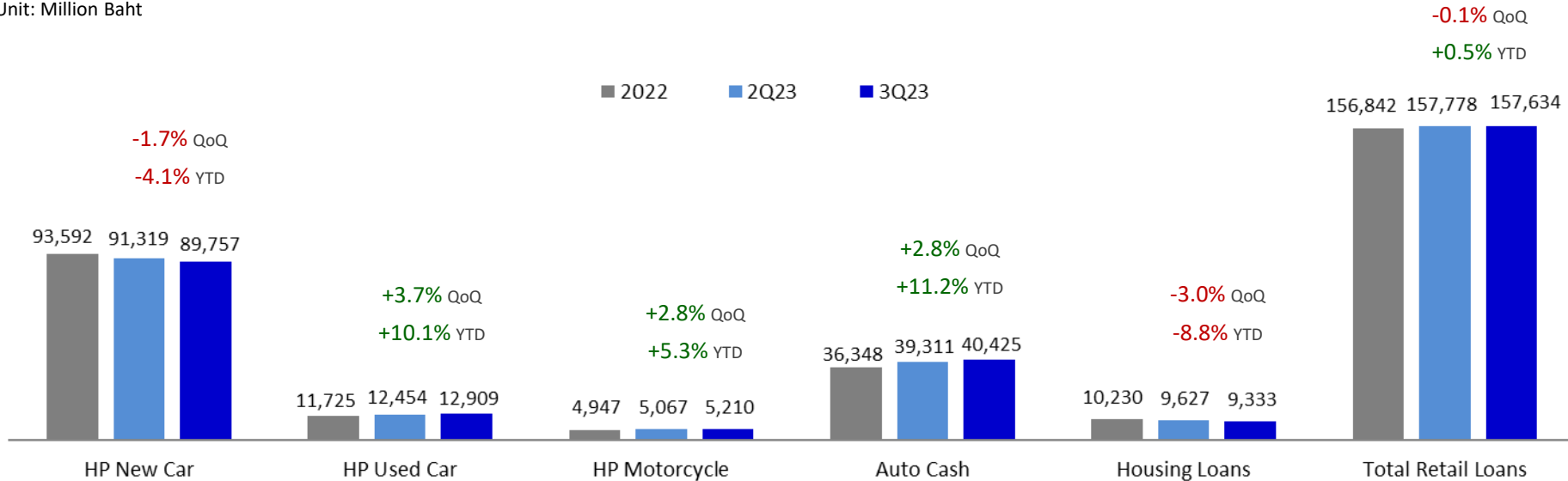


3Q23



Unit: Million Baht

■ 2022 ■ 2Q23 ■ 3Q23

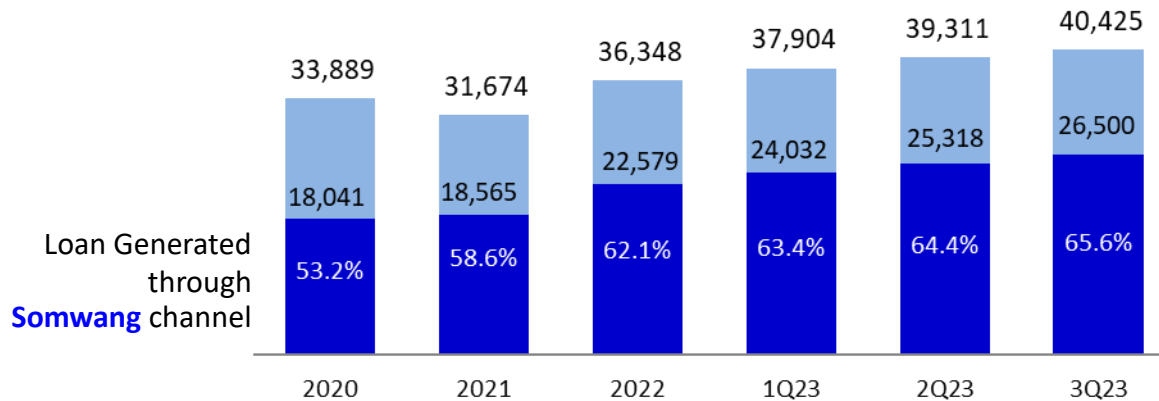


TISCO Auto Cash



Auto Cash Loans

Unit: Million Baht



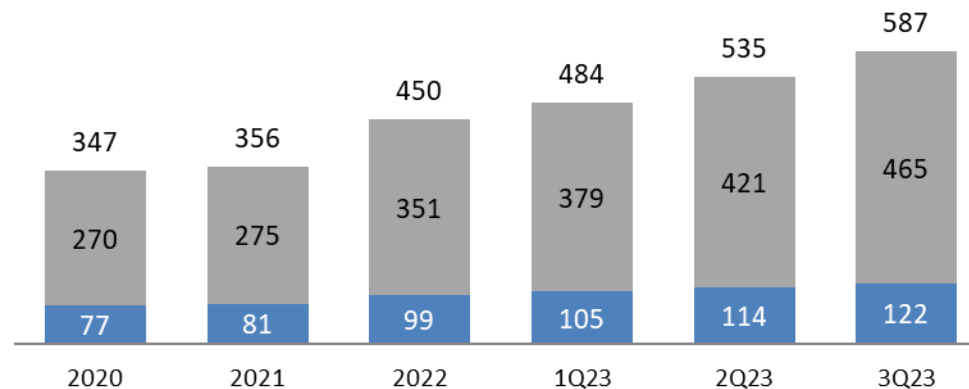
Auto Cash +2.8% +11.2%
QoQ YTD

Somwang +4.7% +17.4%
QoQ YTD



Somwang Branches

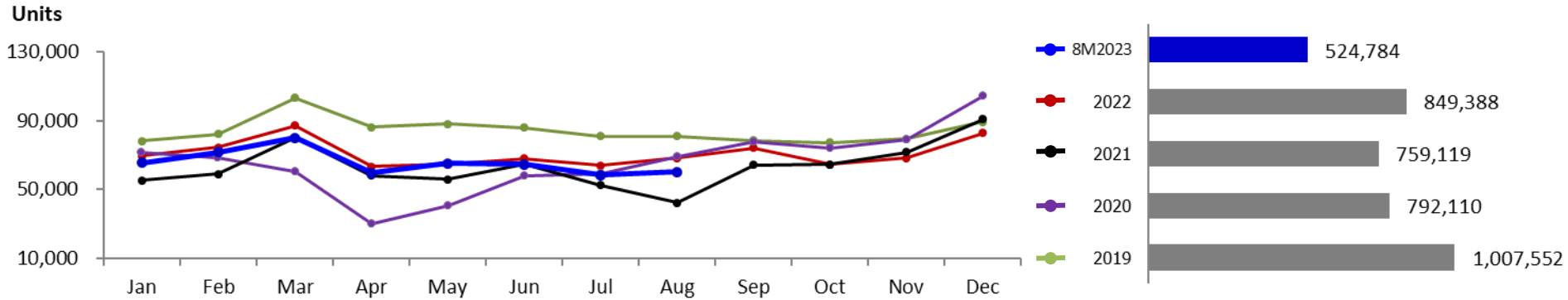
■ BKK and vicinity ■ Provincial area



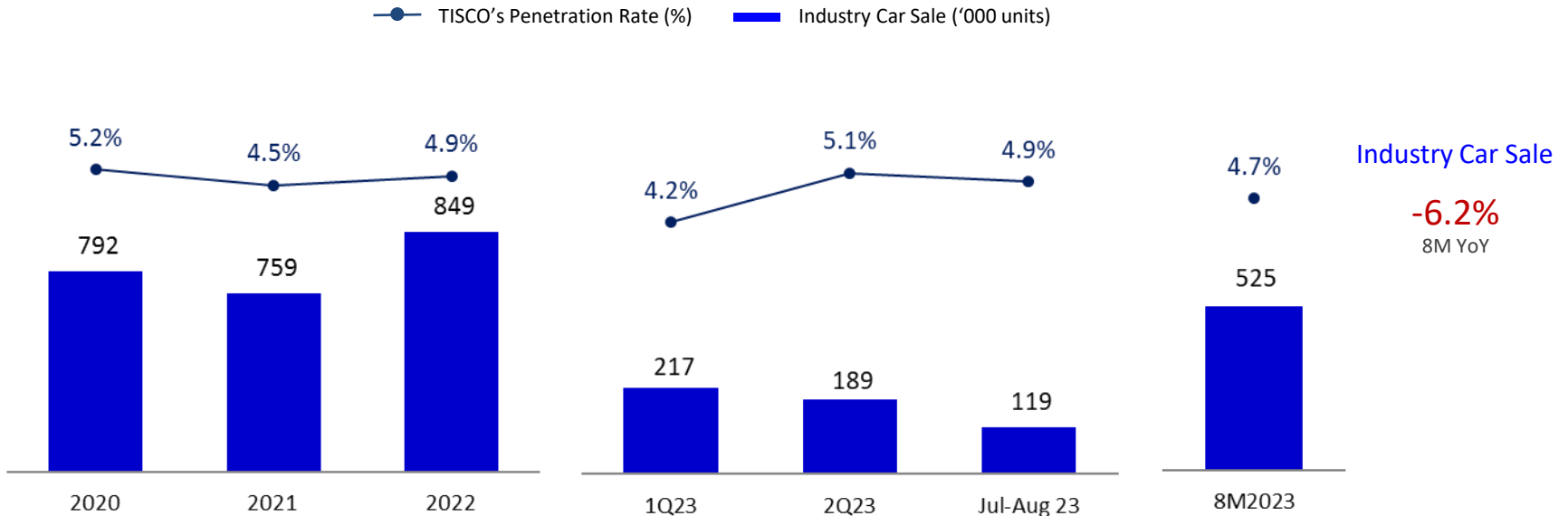
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

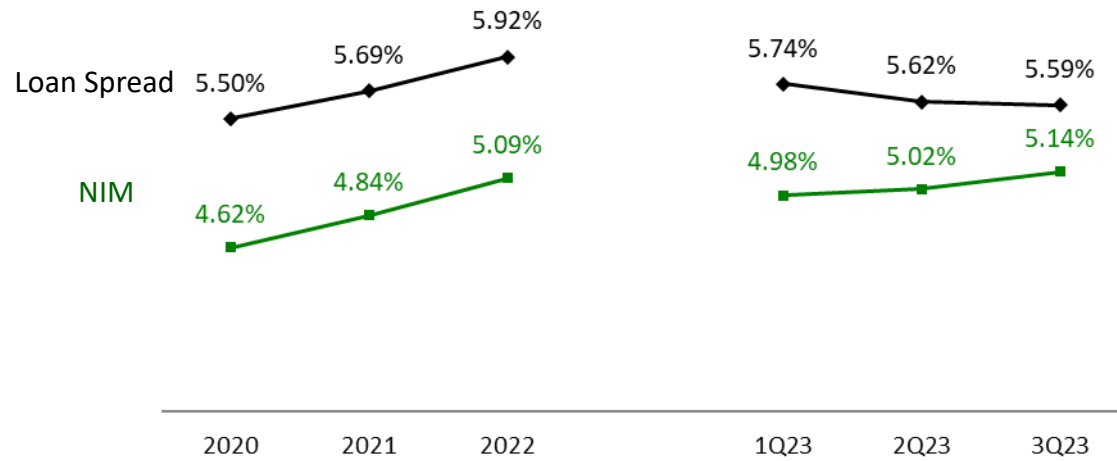
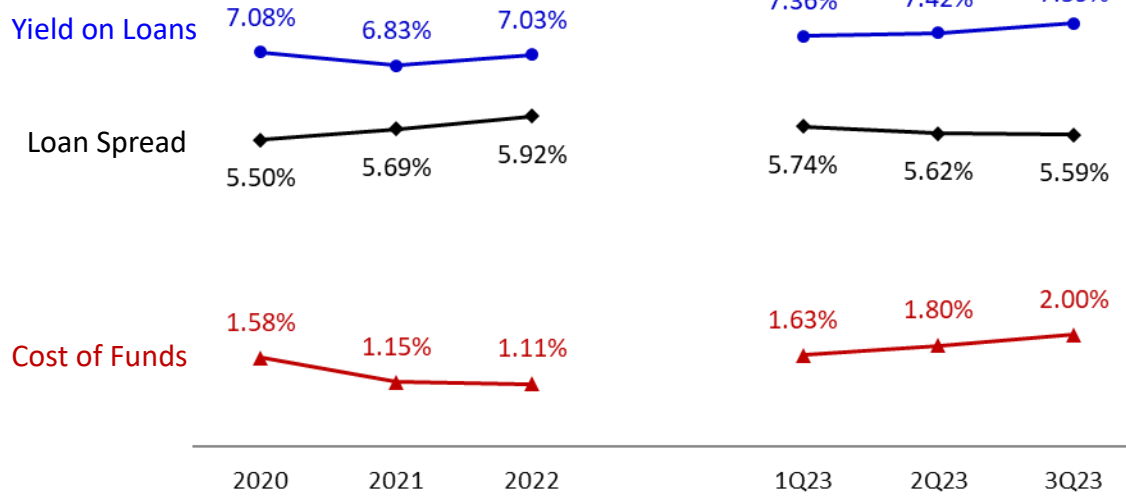


Interest Income & NIM



Net Interest Income

Unit: Million Baht

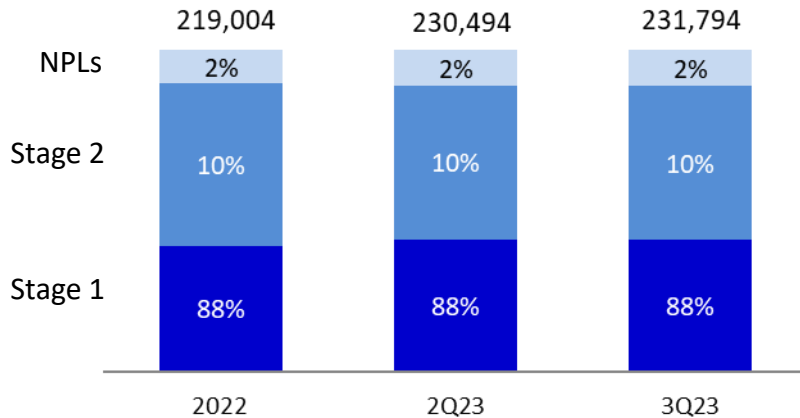


Asset Quality



Loan Classification

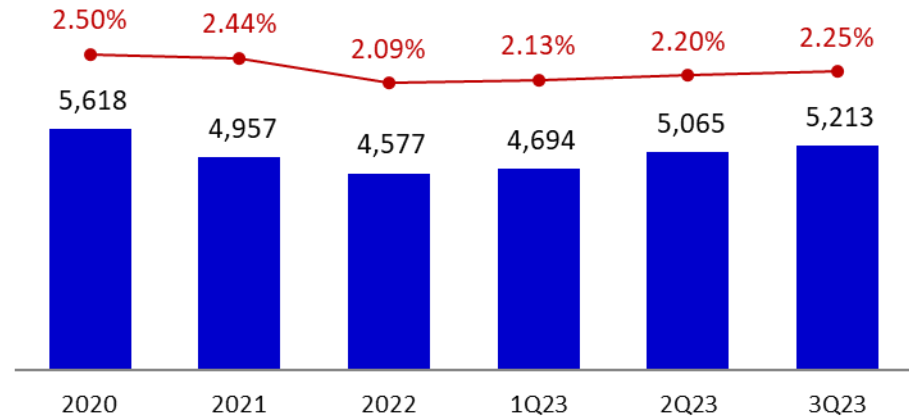
Unit: Million Baht



Non-Performing Loans

Unit: Million Baht

■ Total NPLs ● NPL Ratio (%)



NPLs by Loan Types

	2022		2Q23		3Q23	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	-	-	-	-	-	-
SME	87	0.6	66	0.5	92	0.7
Hire Purchase	2,606	2.4	2,783	2.6	2,837	2.6
Mortgage	840	8.2	803	8.3	794	8.5
Auto Cash	1,040	2.9	1,407	3.6	1,484	3.7
Others	3	0.1	7	0.2	6	0.1
Total NPLs	4,577	2.09	5,065	2.20	5,213	2.25

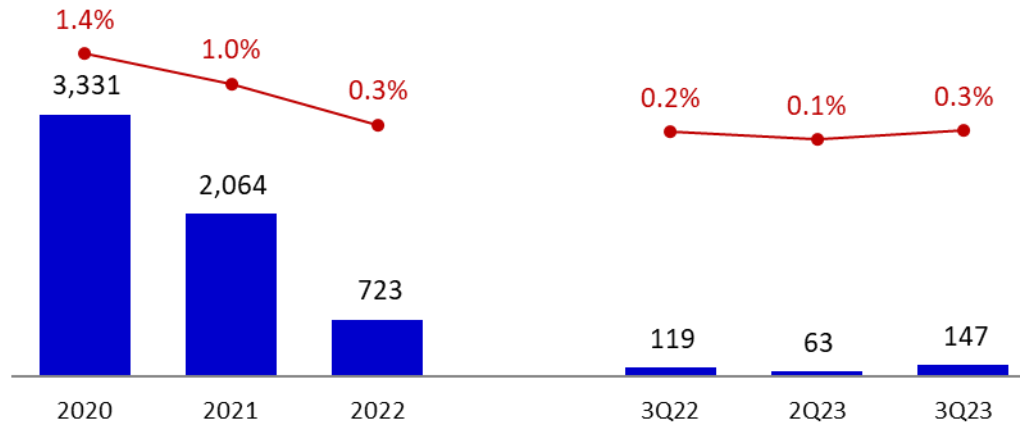
Expected Credit Loss



Expected Credit Loss

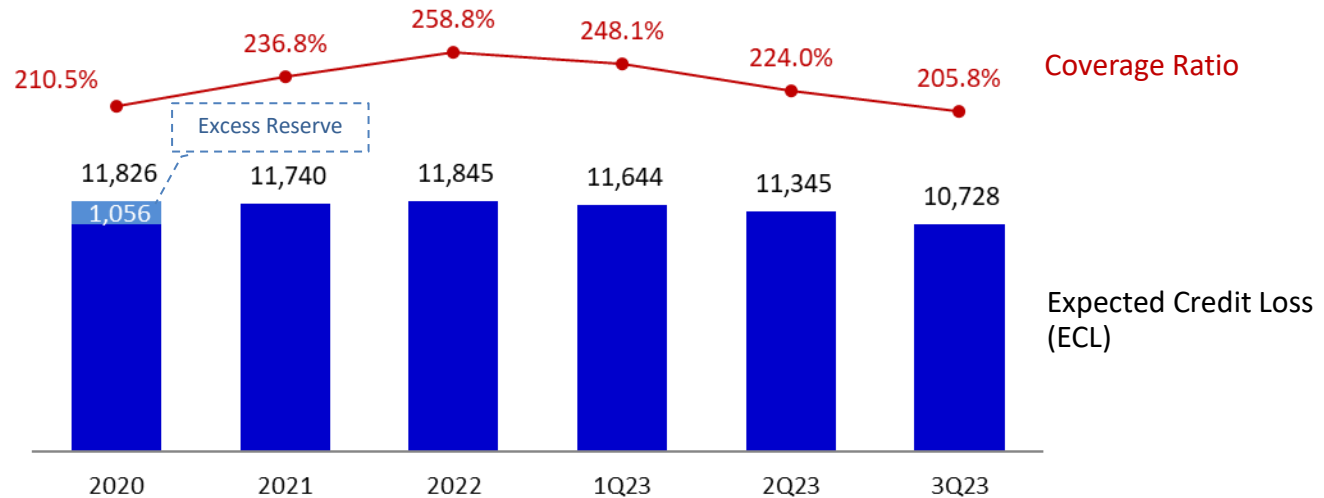
Unit: Million Baht

■ Provisions/ECL ● Credit Cost (%)



Allowance for ECL

Unit: Million Baht



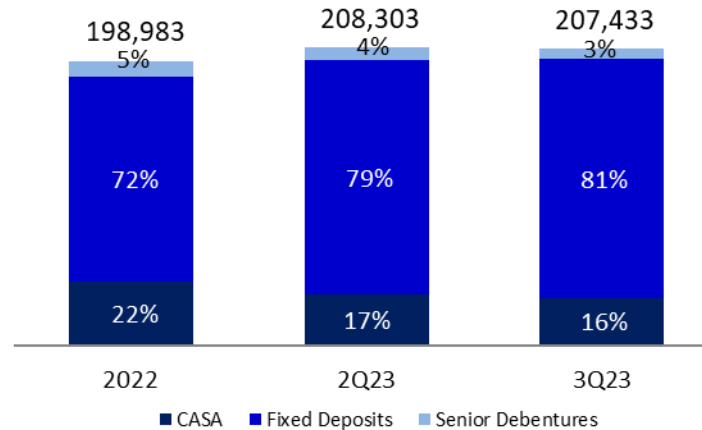
Funding



Total Funding

Unit: Million Baht

-0.4% QoQ
+4.2% YTD



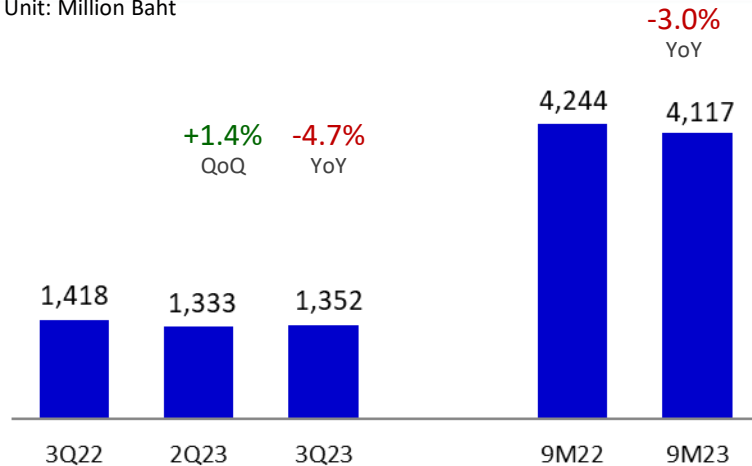
Unit : Million Baht	2022	2Q23	3Q23	% QoQ	% YTD
Current	1,821	1,469	1,423	(3.1)	(21.9)
Savings	42,930	33,656	31,767	(5.6)	(26.0)
Fixed Deposits	143,515	164,232	167,607	2.1	16.8
Short-Term Bill of Exchanges	37	36	36	-	(2.2)
Senior Debentures	10,680	8,910	6,600	(25.9)	(38.2)
Total Deposits & Borrowings	198,983	208,303	207,433	(0.4)	4.2
Subordinated Debentures	5,040	5,040	5,040		
% LDR to Total Deposits & Borrowings	110.1	110.7	111.7		

Non-Interest Income



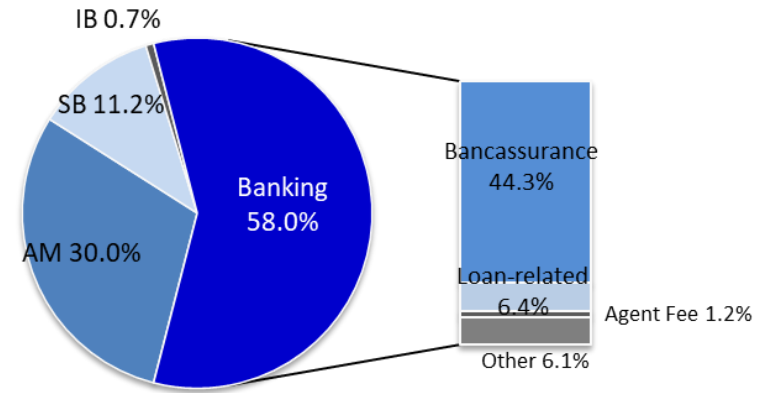
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data as of 9M2023



Unit : Million Baht	3Q22	2Q23	3Q23	% QoQ	% YoY	9M22	9M23	% YoY
Banking Fee	852	787	800	1.7	(6.1)	2,464	2,389	(3.1)
<i>Bancassurance Fee</i>	664	594	615	3.6	(7.4)	1,864	1,824	(2.1)
<i>Other Banking Fee</i>	188	194	185	(4.4)	(1.4)	600	564	(6.0)
Asset Management Basic Fee	398	409	410	0.3	2.9	1,209	1,235	2.1
Brokerage Fee	166	137	139	1.2	(16.2)	541	463	(14.4)
Investment Banking Fee	2	0	3	614.3	10.0	30	30	1.3
Non-Interest Income from Core Businesses	1,418	1,333	1,352	1.4	(4.7)	4,244	4,117	(3.0)
Gain (Loss) on Financial Instruments	(107)	67	(43)	(164.0)	(60.0)	35	44	25.7
Share of Profit from Subsidiaries	13	10	11	7.7	(14.7)	41	31	(23.3)
Dividend Income	26	20	32	64.2	24.1	73	85	16.0
AM Performance Fee	(0)	2	5	201.7	n.a.	0	8	1,915.5
Total Non-Interest Income	1,350	1,432	1,357	(5.2)	0.6	4,394	4,285	(2.5)

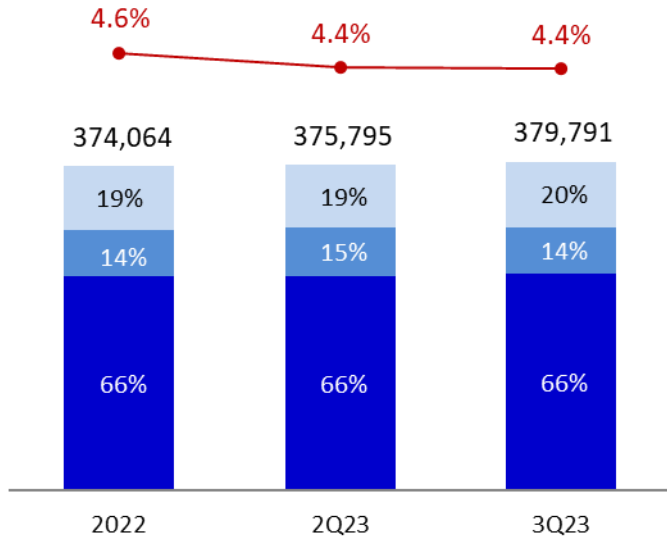
Asset Management Business



Assets Under Management

Unit: Million Baht

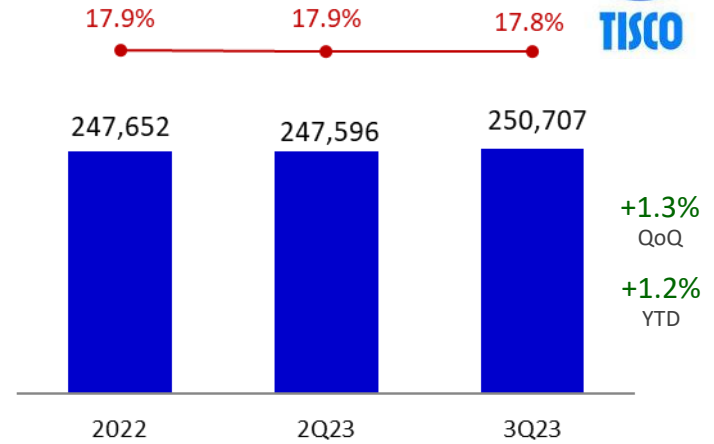
+1.1% QoQ
+1.5% YTD



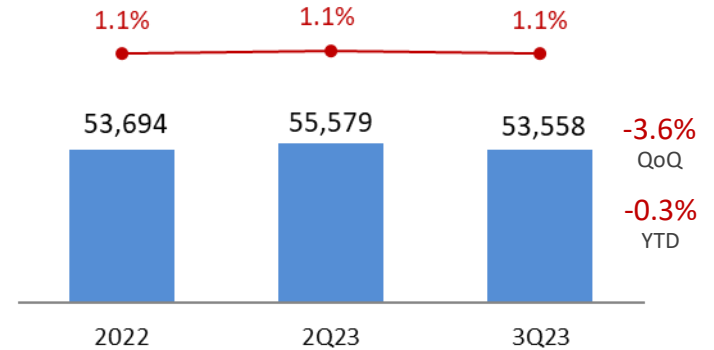
■ Provident Fund ■ Mutual Fund ■ Private Fund ● Market Share (%)

Rank #9

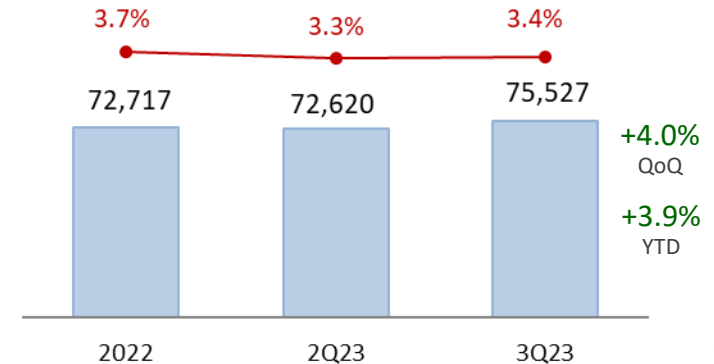
Rank #1 Provident Fund



Rank #12 Mutual Fund



Rank #6 Private Fund



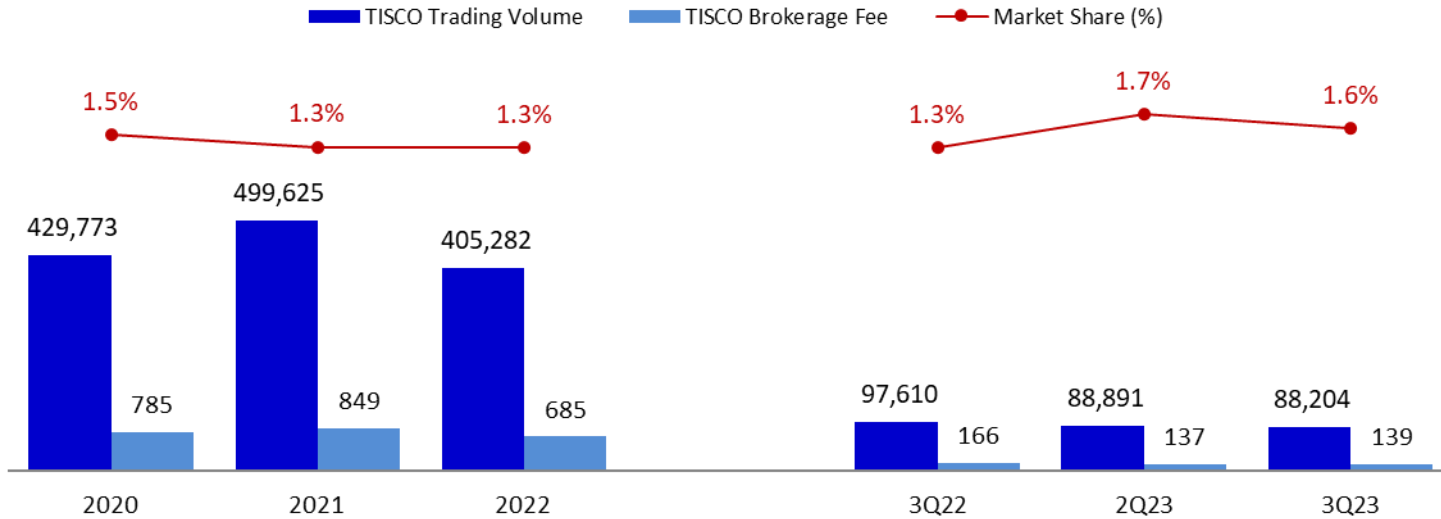
*Remark: Market Share and Rankings as of August 2023

Brokerage Business

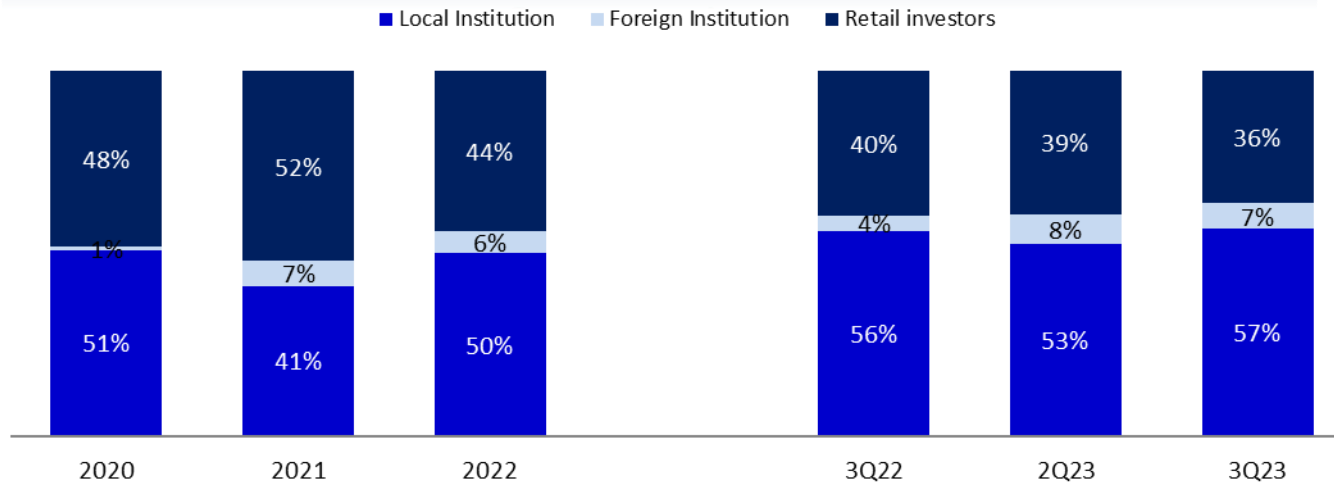


TISCO Trading Volume & Market Share

Unit: Million Baht



Trading Volume by Customers

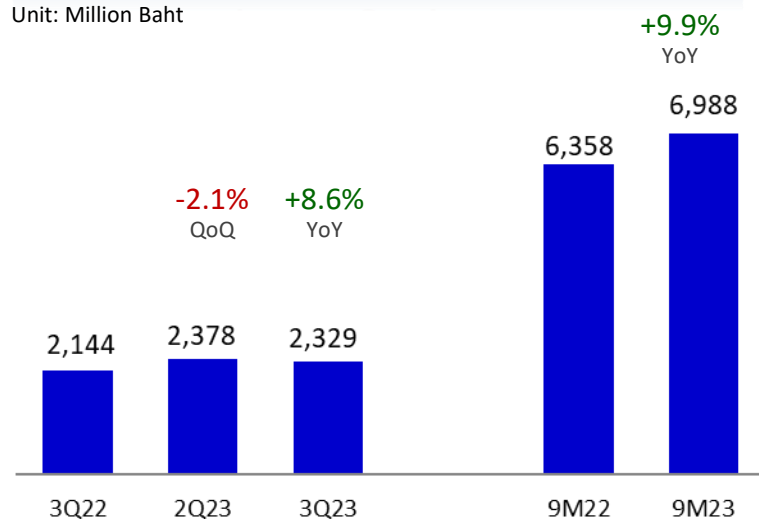


Operating Expenses

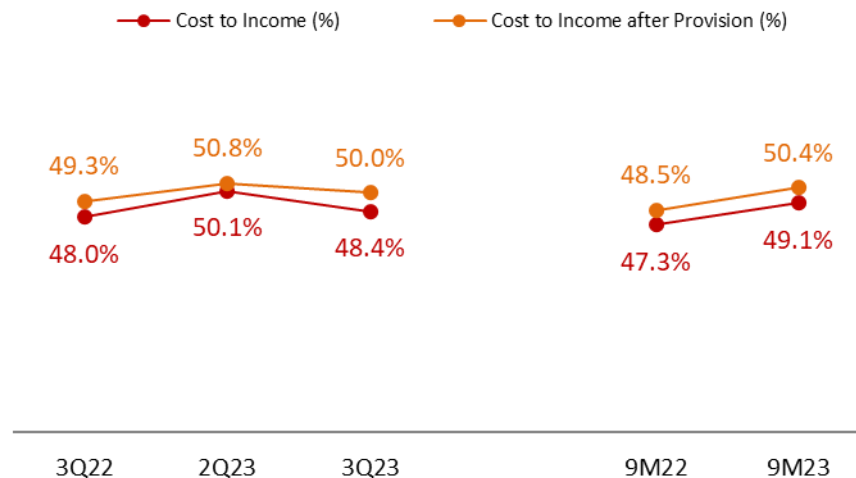


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



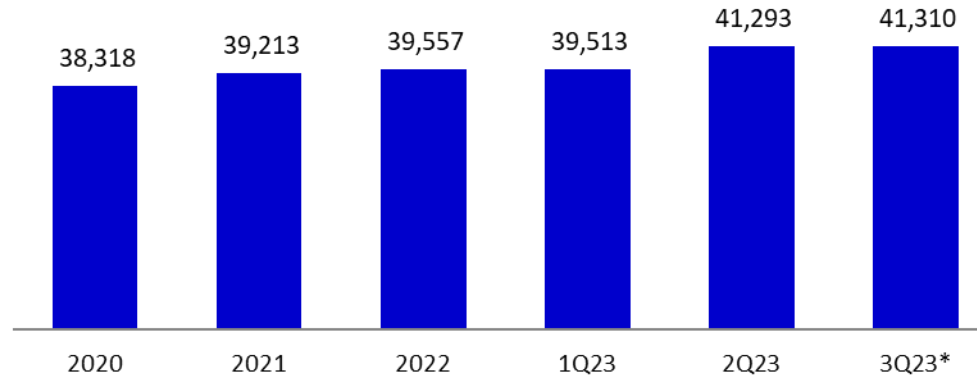
Unit : Million Baht	3Q22	2Q23	3Q23	% QoQ	% YoY	9M22	9M23	% YoY
Employee Expenses	1,511	1,603	1,611	0.5	6.6	4,559	4,784	4.9
Premises & Equipment Expenses	161	208	206	(0.9)	27.7	498	602	20.7
IT Expenses	184	202	204	1.3	11.2	510	593	16.1
Marketing & Sale Admin Expenses	74	100	72	(28.2)	(2.0)	190	257	35.5
Admin & Other Expenses	214	265	235	(11.3)	10.0	601	753	25.3
Total Operating Expenses	2,144	2,378	2,329	(2.1)	8.6	6,358	6,988	9.9

Capital Adequacy

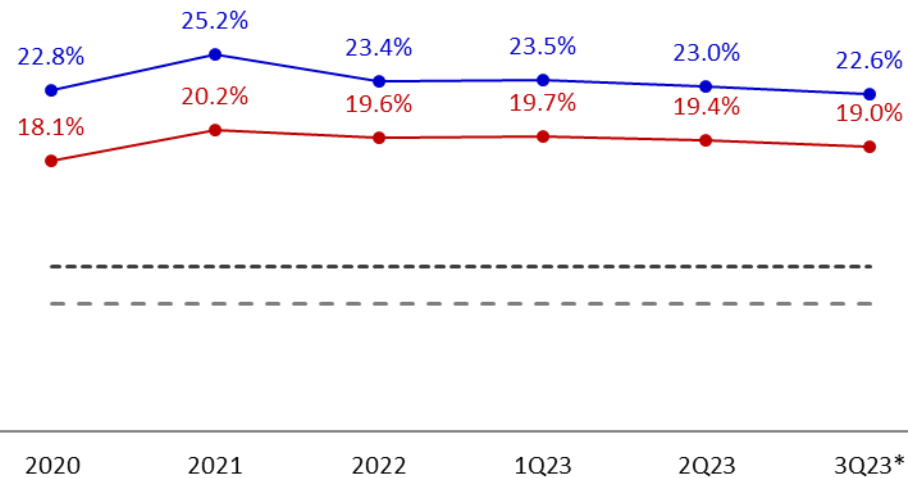


Capital Base of TISCO Bank

Unit: Million Baht



Capital Adequacy Ratio



BIS Ratio

Tier I Ratio

Min. Required by BOT

11.0% BIS Ratio

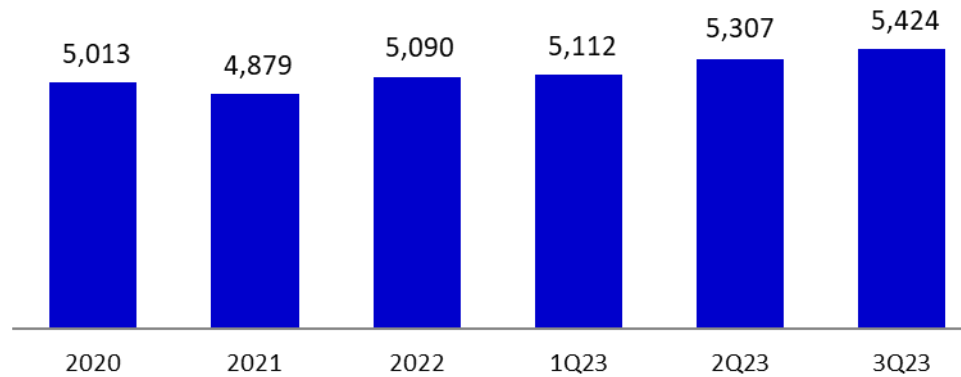
8.5% Tier I Ratio

*Remark: Projected figures

Employees and Branch Network

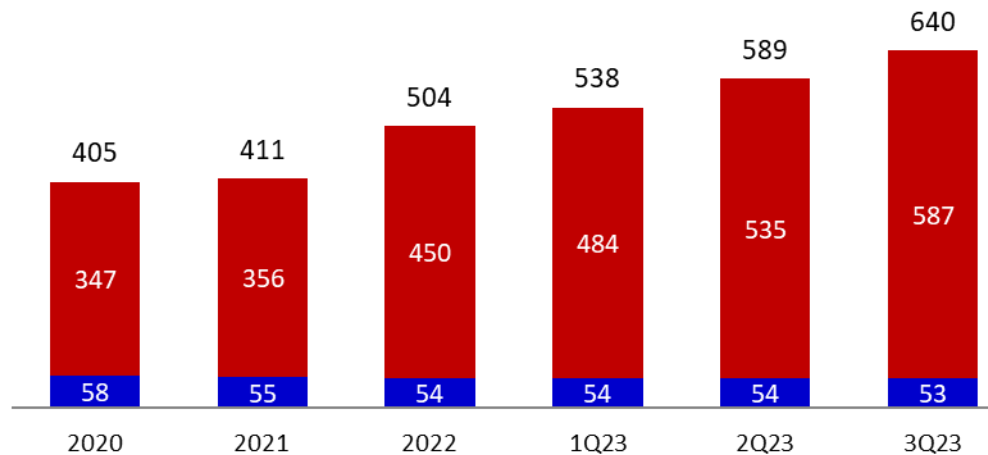


Total Employees



Number of Employees

Total Branch Network



Somwang Loan Offices



Bank Branches



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