



TISCO Financial Group Public Co., Ltd.

Analyst Presentation 1Q/2011

20 April 2011

Shareholders



Clients



Staff



Society



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I. Financial Results 1Q/2011

II. Business and Operation Updates

III. Appendix





1Q/2011 Performance Summary



- Revenue continued to grow QoQ and YoY
- Exceptional loan growth in all area
- Stable net spread after provisions, slightly soften gross spread
- Strong non-interest income from core businesses
- Record low NPL
- Provision expense at normal level while still incurring general reserve
- ROE sustained above 20%

Consolidated Income Statements

Unit: Million Baht	1Q10	4Q10	1Q11	%QoQ	%YoY
Interest income	2,207	2,527	2,712	7.3	22.9
Interest expense	(572)	(761)	(881)	15.7	54.1
Net interest income	1,635	1,766	1,831	3.7	12.0
Fee and service income	624	782	793	1.4	27.0
Fee and service expenses	(64)	(55)	(57)	2.0	(12.3)
Other operating income	219	172	203	18.2	(7.2)
Total non-interest income	779	899	940	4.6	20.7
Operating expense	(1,102)	(1,087)	(1,234)	13.5	11.9
PPOP	1,312	1,578	1,538	(2.6)	17.2
Provisions	(315)	(607)	(352)	(42.1)	11.6
Pre-tax profit	997	971	1,186	22.1	19.0
Income tax	(281)	(287)	(353)	23.1	25.8
Net profit	712	682	829	21.4	16.3
Diluted EPS (Baht)	0.98	0.94	1.14	21.4	16.3
ROAE (%)	22.1	18.8	21.8		

Comparing Old and New Format

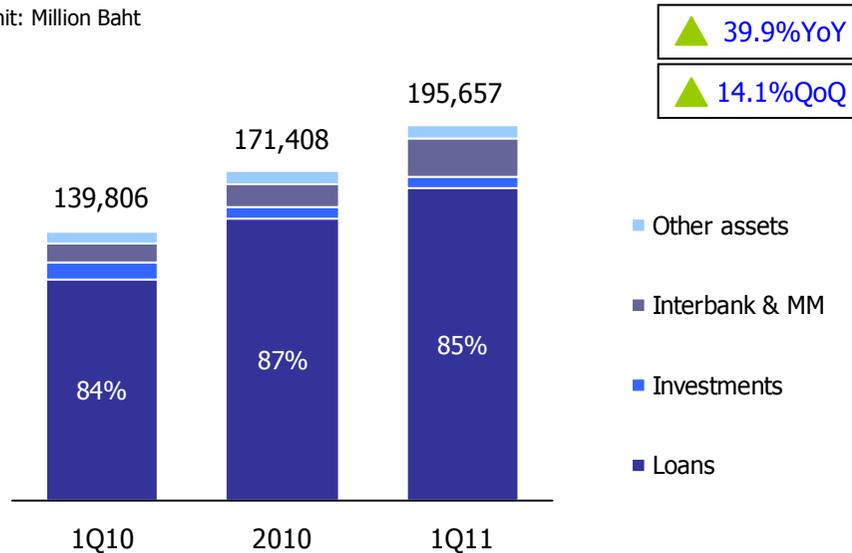
Unit: Million Baht	Old	New	Change	Description
Interest income	2,738	2,712	(26)	1. Excl. dividend income
Interest expense	(835)	(881)	(46)	2. Incl. contribution to DPA totaling Bt46 million
Net interest income	1,903	1,831	(71)	
Fee and service income	793	793		
Fee and service expenses	-	(57)	(57)	3. Fee and service expenses (formerly in OPEX)
Net fee and service income	793	737	(57)	
Gain on trading and foreign exchange	(22)	(25)	(3)	4. Inclu. gain on trading investment (formerly in gain on investments)
Gain on selling investments	6	13	7	5. Excl. gain on trading investment & impaired receivables and debt securities
Other operating income	190	216	26	6. Incl. dividend income totaling Bt26 million
Total income	2,870	2,772	(98)	
Operating expenses	(1,336)	(1,234)	102	7. Excl. contribution to DPA & fee and service expenses
Provisions	(348)	(352)	(4)	8. Incl. impaired receivables and debt securities totaling Bt4 million
Pre-tax profit	1,186	1,186		
Income tax	(353)	(353)		
Net profit before minority interests	833	833		
Net profit	829	829		
Non-controlling interest	5	5		

Assets and Liabilities



Assets

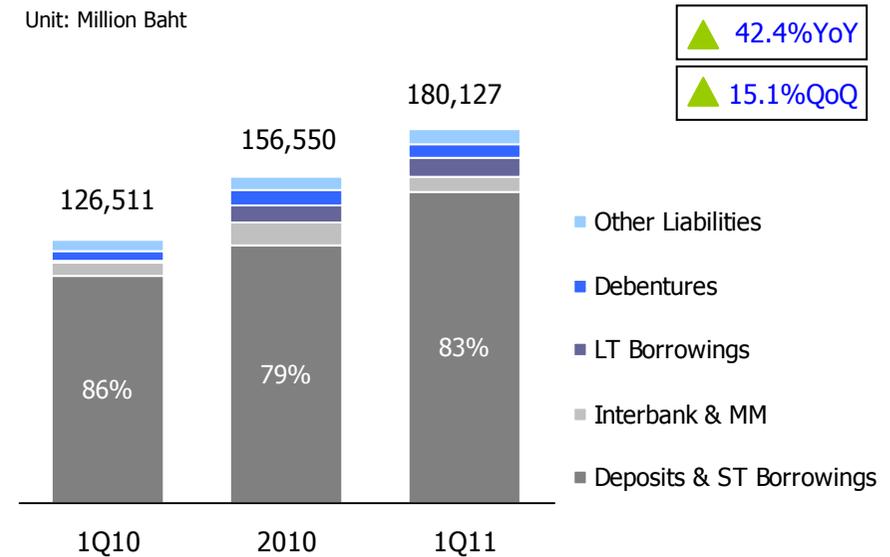
Unit: Million Baht



Unit: Million Baht	1Q10	2010	1Q11	%QoQ	%YoY
Loans – net	117,831	149,731	165,897	10.8	40.8
<i>Loans & Receivables</i>	<i>131,670</i>	<i>164,979</i>	<i>182,286</i>	<i>10.5</i>	<i>38.4</i>
<i>Deferred Revenue</i>	<i>(13,839)</i>	<i>(15,249)</i>	<i>(16,389)</i>	<i>7.5</i>	<i>18.4</i>
Allowance	(2,835)	(4,162)	(4,388)	5.4	54.8
Investments	8,937	6,481	6,238	(3.8)	(30.2)
Interbank & MM	9,833	12,545	21,045	67.7	114.0
Other assets	6,040	6,812	6,866	0.8	13.7
Total Assets	139,806	171,408	195,657	14.1	39.9

Liabilities

Unit: Million Baht

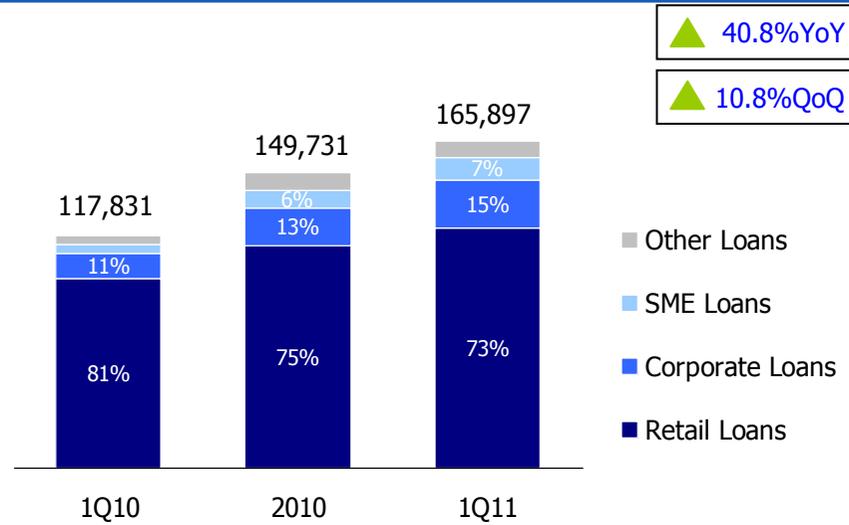


Unit: Million Baht	1Q10	2010	1Q11	%QoQ	%YoY
Deposits & ST borrowings	109,130	123,849	149,325	20.6	36.8
Interbank & MM	6,896	10,843	7,901	(27.1)	14.6
LT borrowings	407	8,460	8,506	0.5	1,989.5
Debentures	5,000	7,000	7,000	-	40.0
Other liabilities	5,078	6,398	7,395	15.6	45.6
Total Liabilities	126,511	156,550	180,127	15.1	42.4
Retained Earnings	5,175	6,448	7,167	11.1	38.5
Total Equity	13,296	14,857	15,531	4.5	16.8



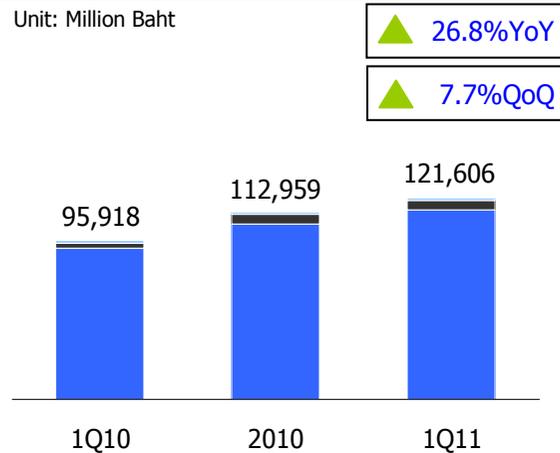
Loan Composition

Loan Portfolio Breakdown



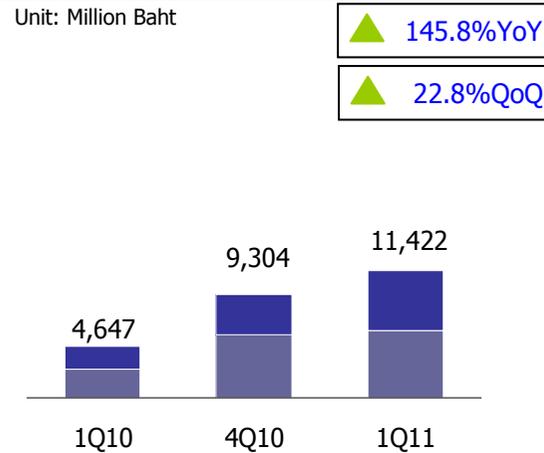
Retail Loans

Unit: Million Baht



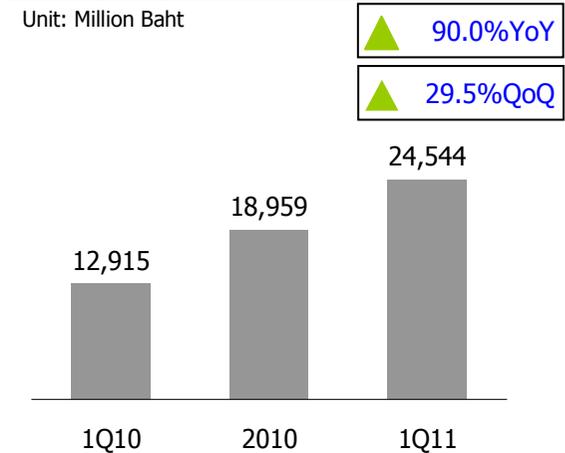
SME Loans

Unit: Million Baht



Corporate Loans

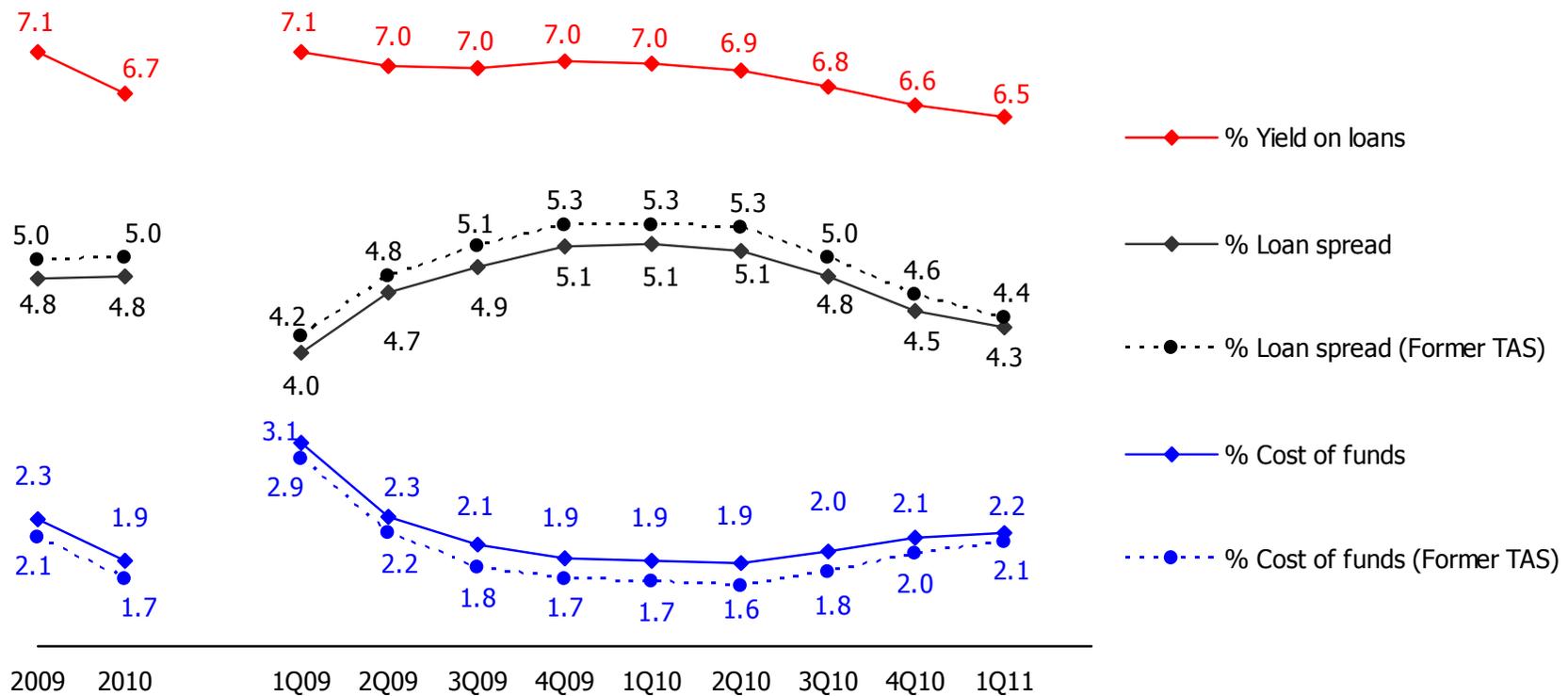
Unit: Million Baht





Loan Spread

Loan Spread, Yield on Loans and Cost of Funds

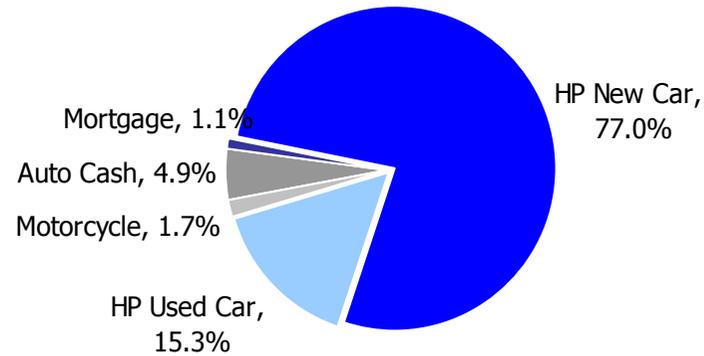


Remark: Yield on loans, cost of funds and loan spread restated in compliance with the revised TAS implemented since January 2011



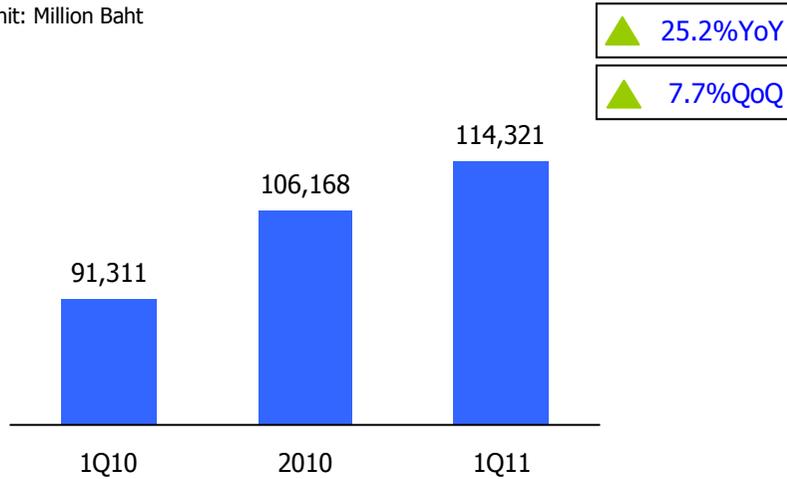
Retail Loan Portfolio

Retail Loan Portfolio Breakdown



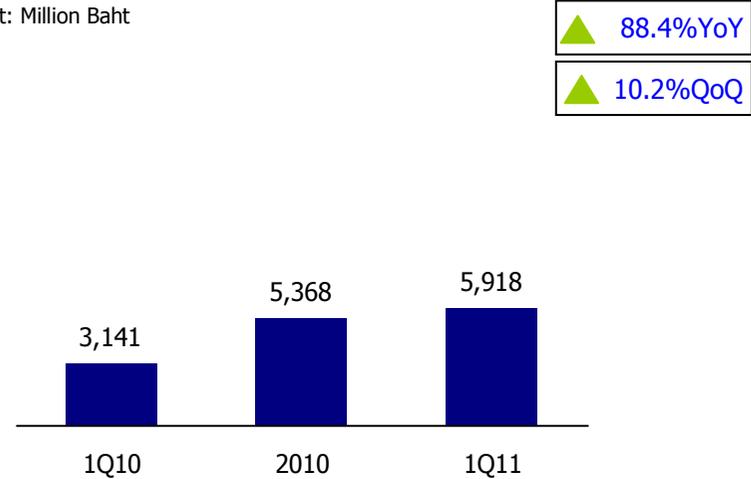
Auto Hire Purchase Loan

Unit: Million Baht



TISCO Auto Cash Loan

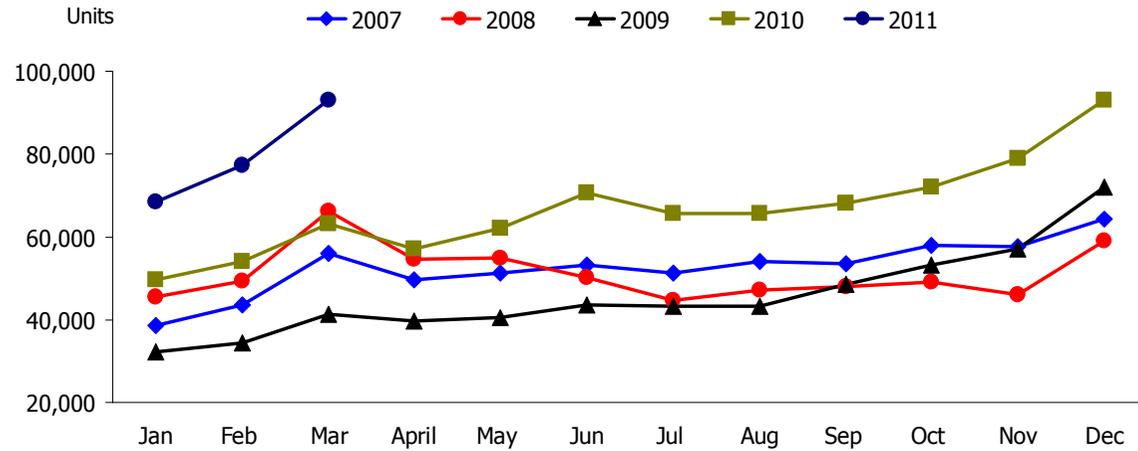
Unit: Million Baht



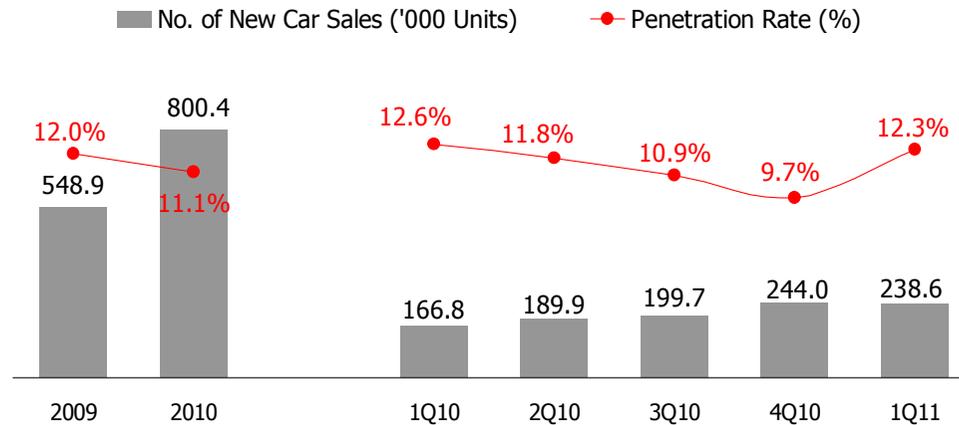


Industry Car Sales and Penetration Rate

Industry New Car Sales



TISCO Penetration Rate

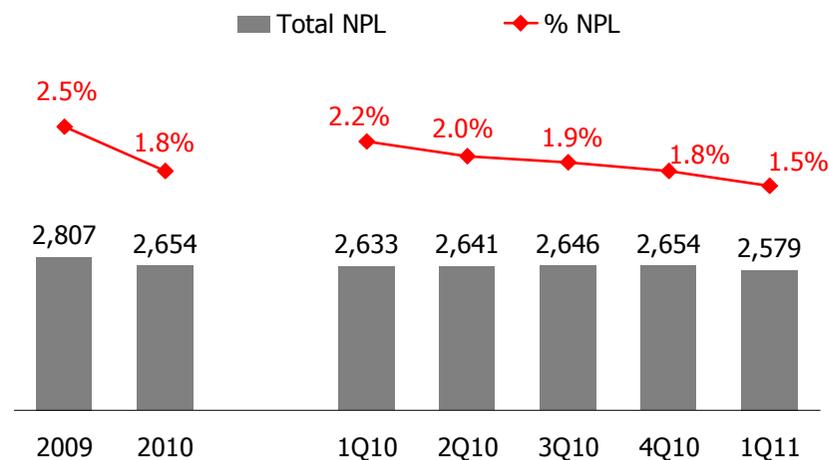




Asset Quality

NPL and NPL Ratio

Unit: Million Baht

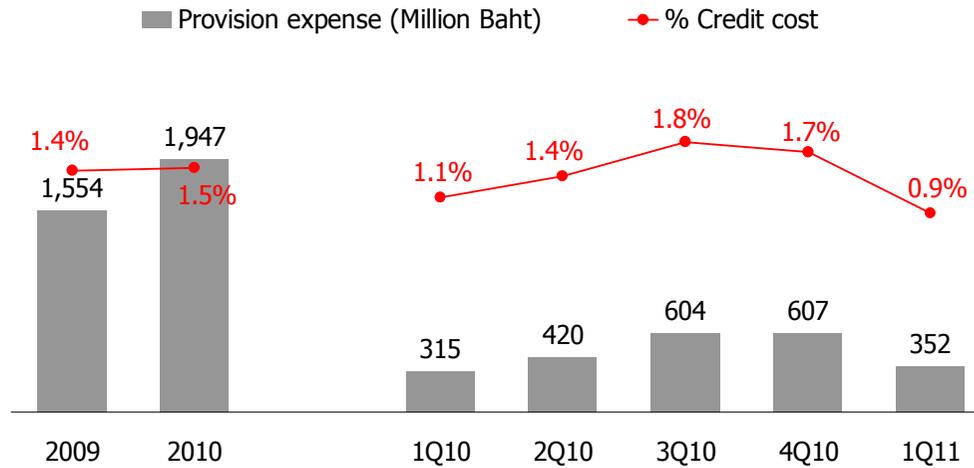


NPL by Loan Type	1Q10		2010		1Q11	
	(Million Baht)	(%)	(Million Baht)	(%)	(Million Baht)	(%)
Corporate	623	4.4	536	2.4	539	2.0
SME	72	1.5	77	0.8	80	0.7
Hire Purchase	1,373	1.5	1,496	1.4	1,409	1.2
Mortgage	142	9.7	124	8.7	111	8.2
Others	423	5.7	422	3.6	440	3.4
Total NPL	2,633	2.2	2,654	1.8	2,579	1.5



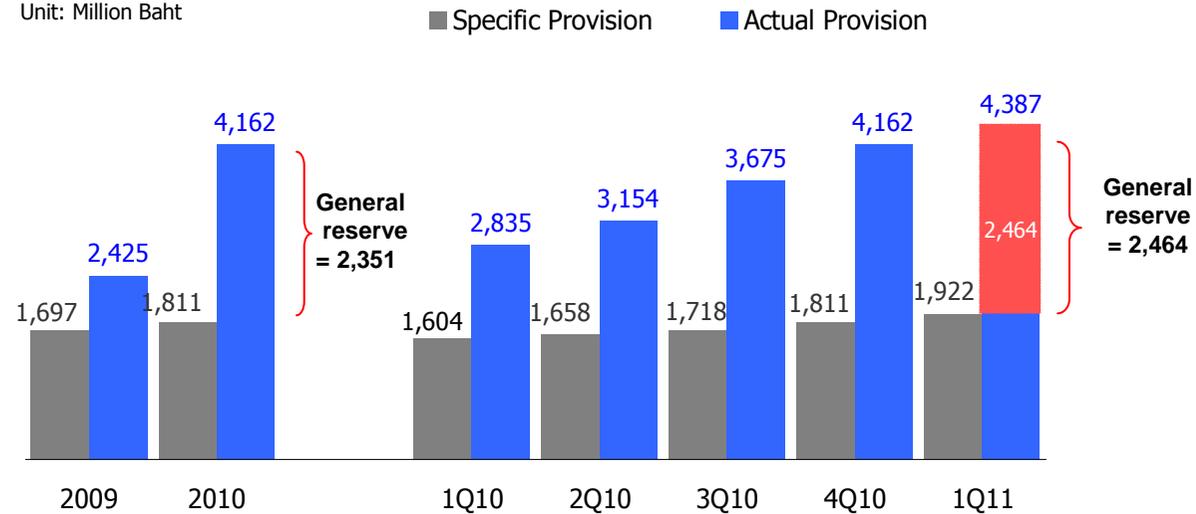
Provisions

Provision Expense and Credit Cost



Specific Provision vs Actual Provision

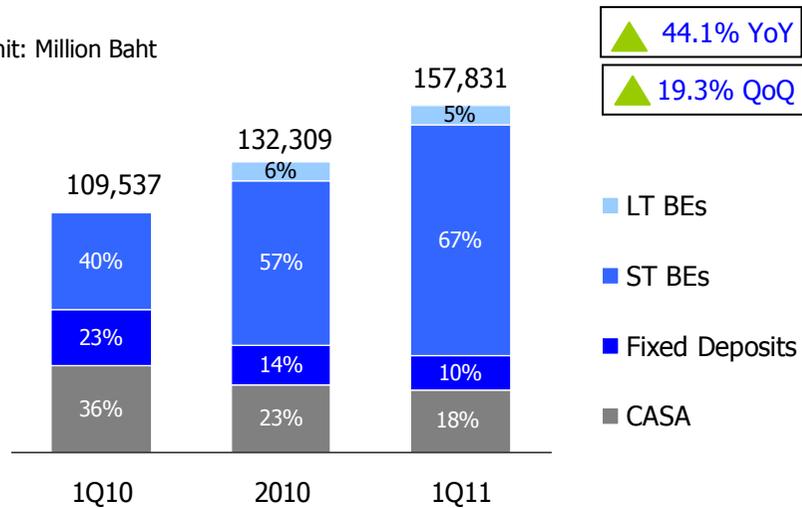
Unit: Million Baht



Deposits

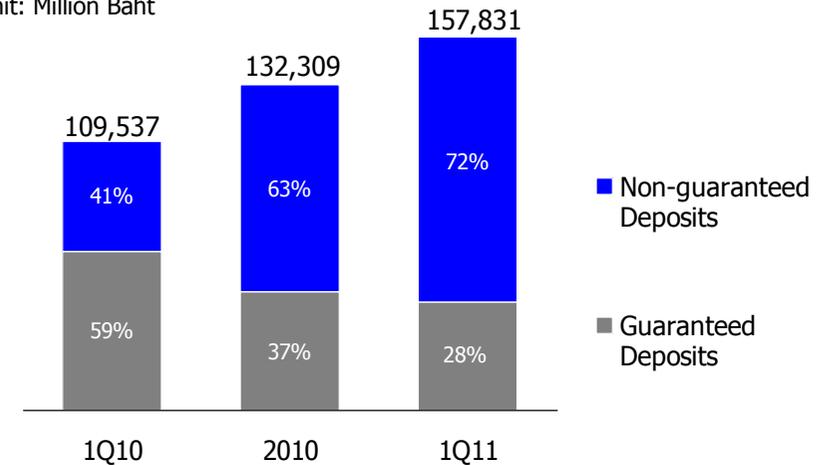
Total Deposits & LT BEs

Unit: Million Baht



Guaranteed & Non-guaranteed Deposits

Unit: Million Baht



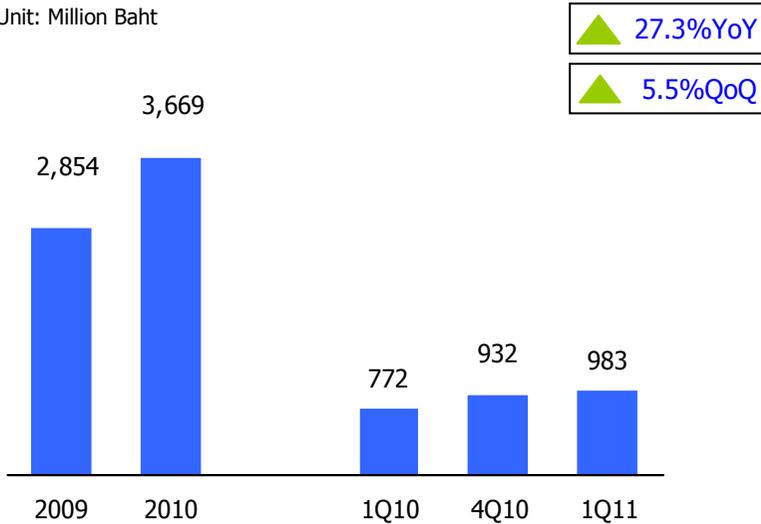
Unit: Million Baht	1Q10	2010	1Q11	%QoQ	%YoY
Current	7,602	4,860	5,438	11.9	(28.5)
Savings	31,870	25,672	22,798	(11.2)	(28.5)
Fixed Deposits	25,479	18,004	15,843	(12.0)	(37.8)
Short-term Bill of Exchanges	44,178	75,313	105,246	39.7	138.2
Total Deposits*	109,130	123,849	149,325	20.6	36.8
Long-term Bill of Exchanges	407	8,460	8,506	0.5	1,989.5
Total Deposits & LT BEs	109,537	132,309	157,831	19.3	44.1
Debentures	5,000	7,000	7,000	-	40.0
% LDR to Total Deposits & LT BEs	107.6	113.2	105.1		
% CASA to Total Deposits & LT BEs	36.0	23.1	17.9		

Remark: Total Deposits include deposits & ST BEs

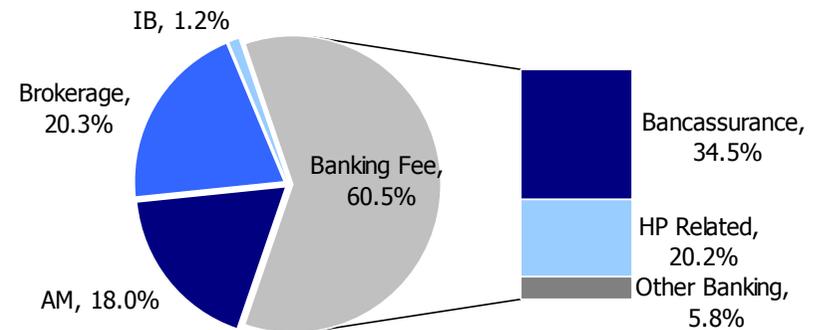
Non-Interest Income

Non-Interest Income from Core Businesses

Unit: Million Baht



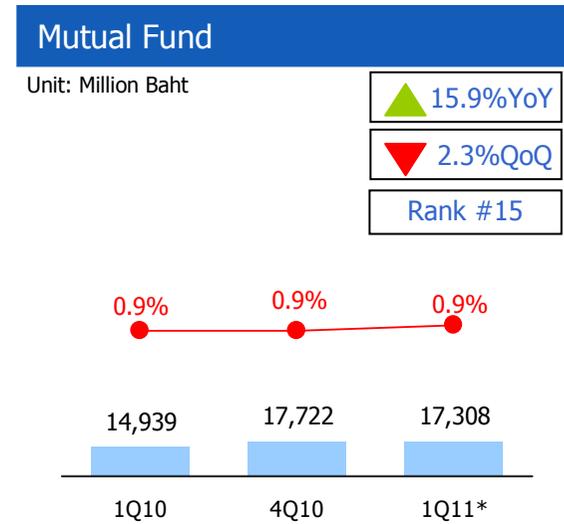
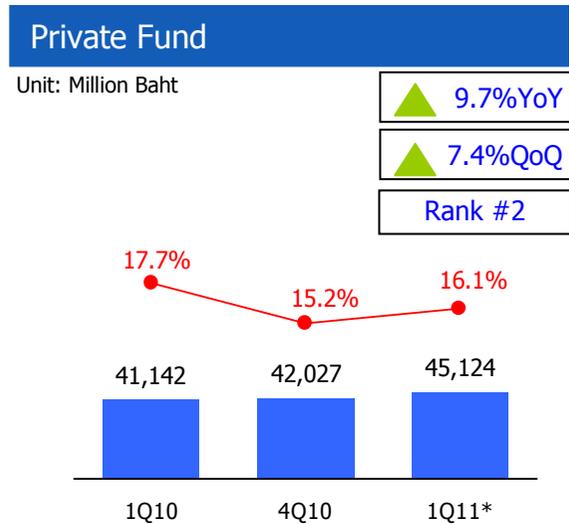
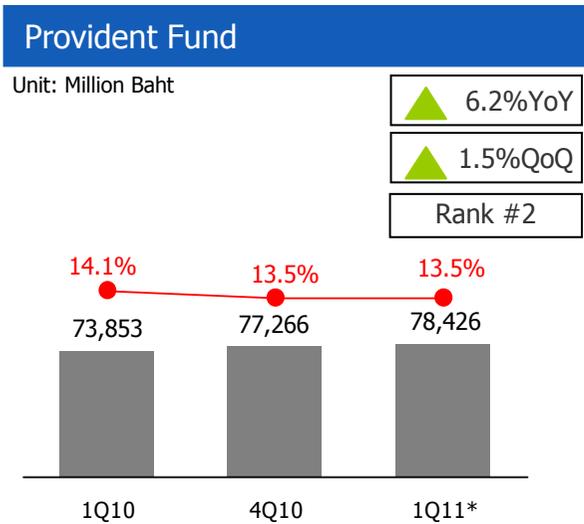
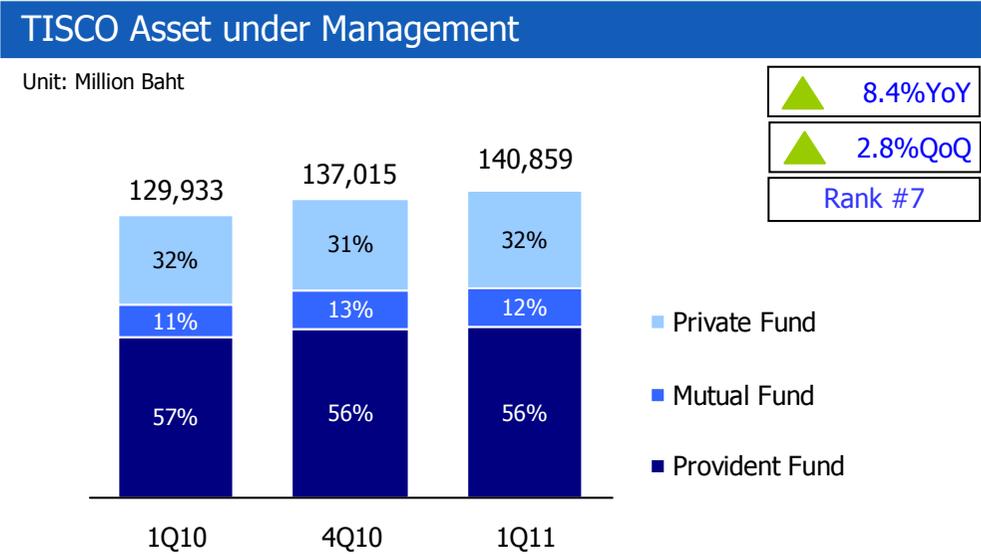
Non-Interest Income from Core Businesses Structure



Unit: Million Baht	1Q10	4Q10	1Q11	% QoQ	%YoY
Banking fee	474	497	595	19.7	25.4
Asset Management fee	161	190	177	(6.8)	10.0
Brokerage fee	130	228	200	(12.5)	53.4
Investment Banking fee	7	17	12	(32.7)	70.6
Non-interest income from core businesses	772	932	983	5.5	27.3
Trading income	23	16	(12)	(178.3)	(154.3)
Dividend income	49	6	26	305.2	(47.2)
Total non-interest income	844	954	997	4.4	18.1

Remark: In 1Q/11 TISCO had front-end fee from corporate loan business totaling Bt120 million, which will gradually be realized as interest income within 2 – 5 years

Asset Management Business

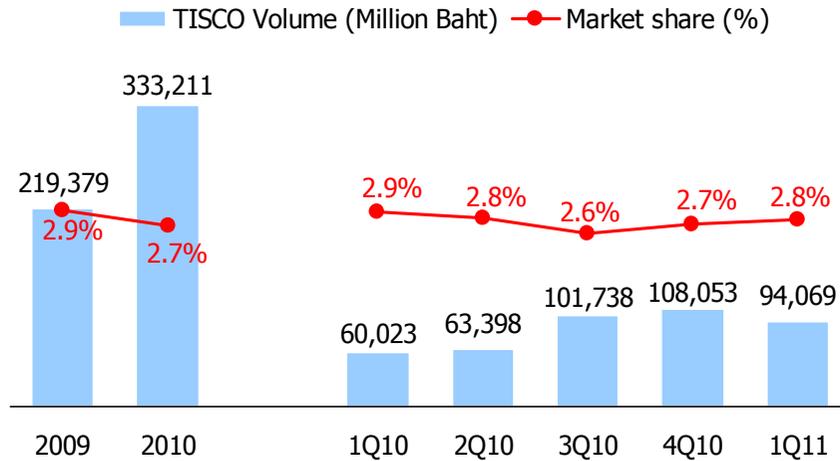


Remark: Market share as of February 2011



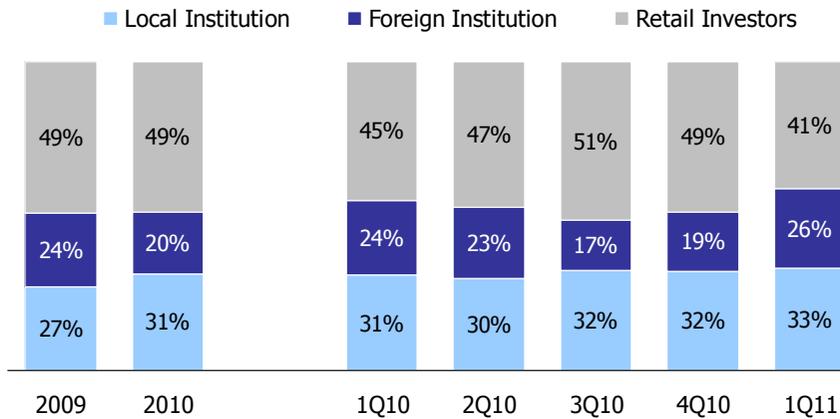
Brokerage Business

TISCO Trading Volume and Market Share



Remark: Market share excluded brokers' proprietary trading

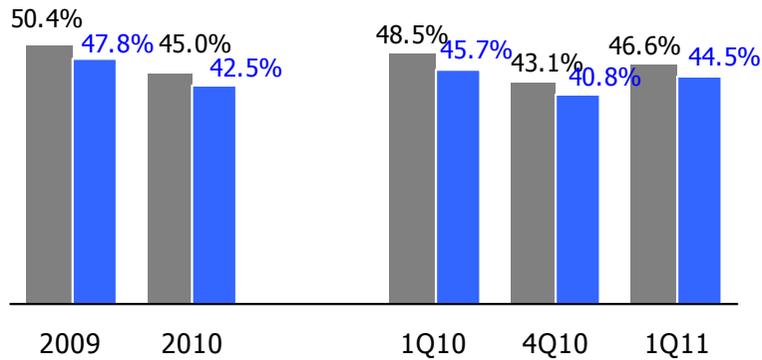
TISCO Trading Volume by Customer



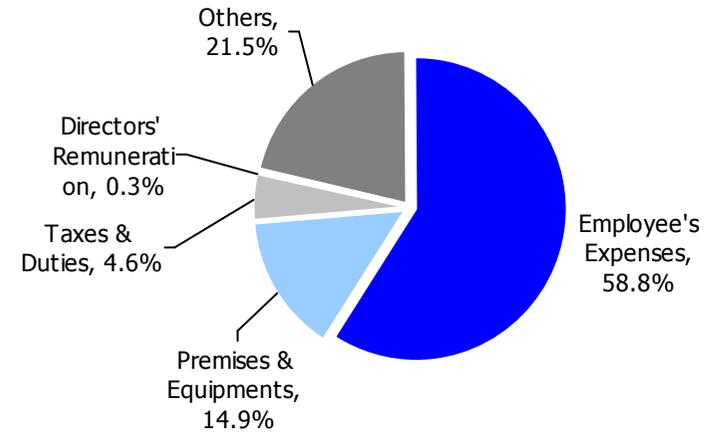
Operating Expenses

Cost to Income Ratio

■ TAS ■ Revised TAS



Cost Structure

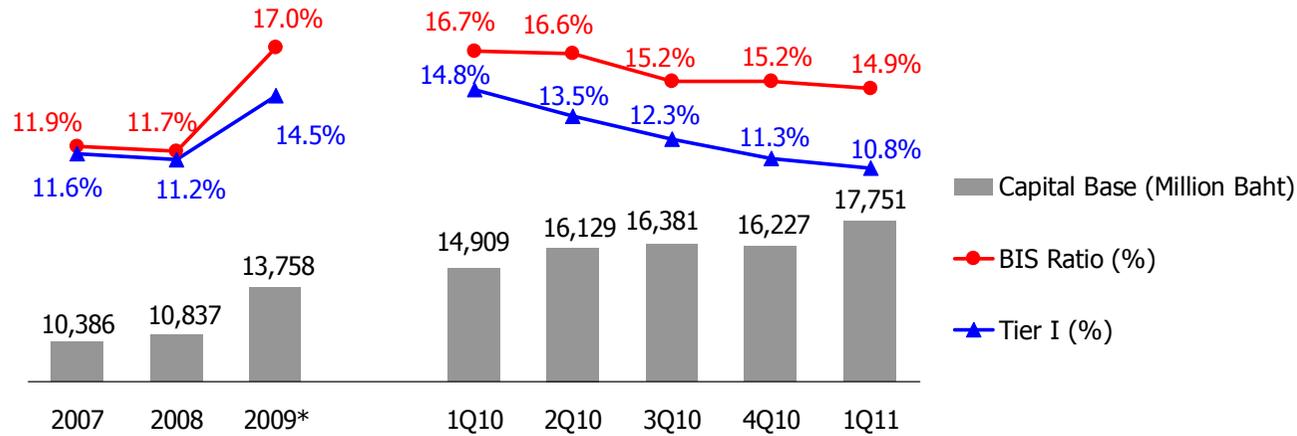


Unit: Million Baht	1Q10	4Q10	1Q11	%QoQ	%YoY
Employee's expenses	708	603	726	20.2	2.4
Directors' remuneration	2	3	3	21.2	41.7
Premises & equipment expenses	173	191	184	(3.6)	6.1
Taxes & duties	35	41	56	38.8	59.2
Other expenses	183	249	265	6.2	44.8
Total	1,102	1,087	1,234	13.5	11.9



Capital Adequacy

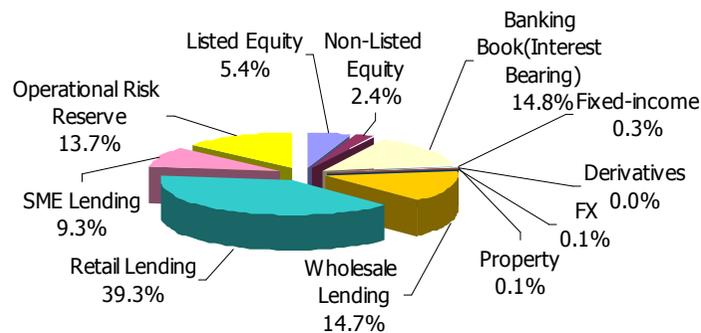
Capital Adequacy Ratio of TISCO Bank



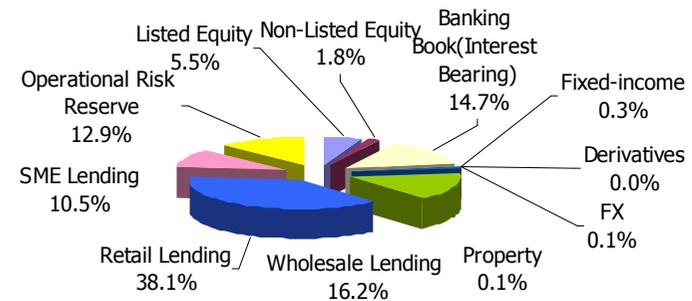
Remark: *Upgraded from Basel II – SA to Basel II – IRB Approach in December 2009

Risk-Based Capital Exposure

2010



Mar 11

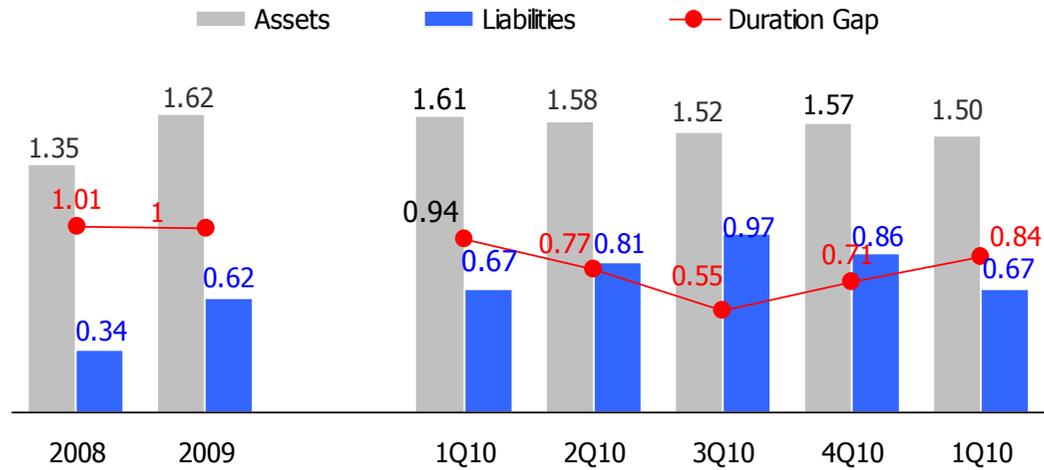




Interest Rate Risk

Duration of Assets and Liabilities

Unit: Years



Agenda

I. Financial Results 1Q/2011

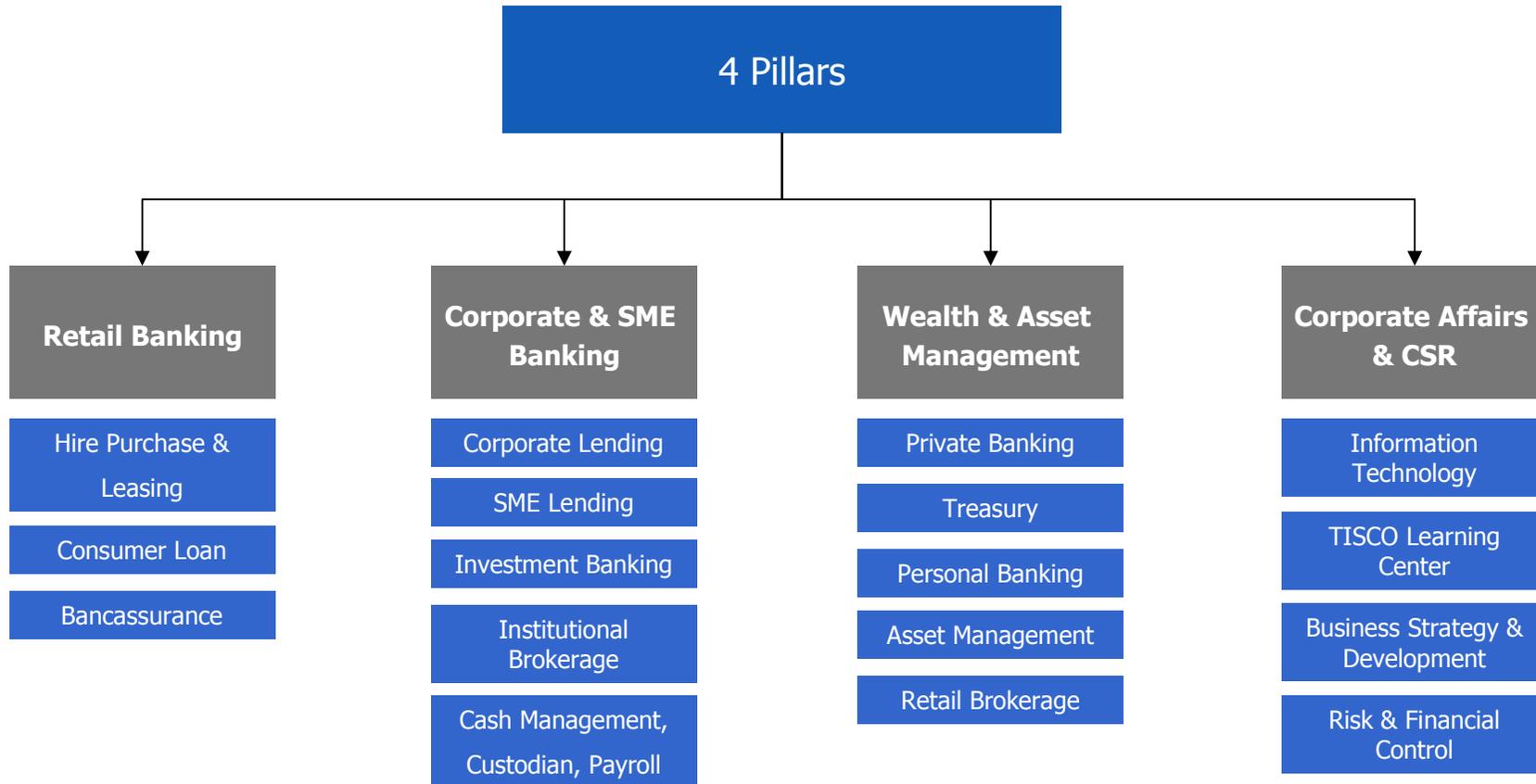
II. Business and Operation Updates

III. Appendix





TISCO New Group Business Structure





Employee and Branch Network

	2009	2010	1Q11
No. of Employee	2,904	3,055	3,095
TISCO Bank's Branch	43	45	45
- Bangkok	21	22	22*
- Upcountry	22	23	23
TISCO Leasing's Branch	-	4	6
- Bangkok	-	-	-
- Upcountry	-	4	6

Remark: TISCO closed down 1 bank branch in 1Q11



New Bank Branch in 1Q11
- The Mall Bangkok



New TISCO Leasing Branches
- Roi Et
- Hua Hin



Agenda

- I. Financial Results 1Q/2011
- II. Business and Operation Updates

III. Appendix





Restated Quarterly Financial Statements (1Q10 – 4Q10)

Unit: Million Baht	1Q10	2Q10	3Q10	4Q10	1Q11
Interest income	2,207	2,292	2,408	2,527	2,712
Interest expense	(508)	(511)	(589)	(707)	(835)
- Contribution to DPA	(64)	(73)	(65)	(54)	(46)
Net interest income	1,635	1,707	1,753	1,766	1,831
Fee and service income	624	711	806	782	793
Fee and service expenses	(64)	(48)	(53)	(55)	(57)
Net fee and service income	560	663	752	727	737
Gain on trading and foreign exchange	(1)	5	3	3	(25)
Gain on selling investments	23	33	141	13	13
Other operating income	148	258	189	150	190
- Dividend income	49	9	23	6	26
Total income	2,414	2,677	2,861	2,665	2,772
Operating expenses	(1,102)	(1,168)	(1,155)	(1,087)	(1,234)
Provisions	(315)	(420)	(604)	(607)	(352)
Pre-tax profit	997	1,088	1,102	971	1,186
Income tax	(281)	(321)	(368)	(287)	(353)
Net profit before minority interests	716	767	734	685	833
Net profit	712	763	731	682	829
Non-controlling interest	4	4	3	2	5
Loans & Receivables	131,670	142,292	154,621	164,979	182,286
Deferred Revenue	(13,839)	(14,290)	(14,756)	(15,249)	(16,389)



Investor Relations

TISCO Financial Group Public Company Limited

48/2 TISCO Tower, North Sathorn Road
Silom, Bangrak, Bangkok 10500
Thailand

Tel: +66-2-633-6868
Fax: +66-2-633-6855
Email: ir@tisco.co.th
Website: www.tisco.co.th

