



TISCO Financial Group Public Co., Ltd.

Analyst Presentation 2Q/2013

July 15, 2013

Consolidated Income Statements



Unit: Million Baht	2Q12	1Q13	2Q13	%QoQ	%YoY	1H12	1H13	%YoY
Interest income	3,617	4,467	4,766	6.7	31.8	7,030	9,233	31.3
Interest expense	(1,888)	(2,364)	(2,537)	7.3	34.4	(3,736)	(4,901)	31.2
Net interest income	1,729	2,103	2,229	6.0	28.9	3,294	4,332	31.5
Fee and service income *	974	1,639	1,268	(22.6)	30.2	1,945	2,907	49.5
Fee and service expenses	(50)	(66)	(59)	(11.6)	16.3	(110)	(125)	13.3
Other operating income*	303	188	246	30.7	(18.6)	329	435	32.2
Total non-interest income	1,226	1,761	1,456	(17.3)	18.7	2,164	3,217	48.7
Total income	2,955	3,865	3,685	(4.7)	24.7	5,458	7,550	38.3
Operating expenses*	(1,179)	(1,449)	(1,388)	(4.2)	17.7	(2,331)	(2,837)	21.7
PPOP	1,776	2,416	2,297	(4.9)	29.3	3,127	4,713	50.7
Provisions	(591)	(940)	(810)	(13.8)	37.0	(851)	(1,750)	105.6
Pre-tax profit	1,185	1,476	1,487	0.7	25.5	2,276	2,963	30.2
Income tax	(259)	(284)	(303)	6.4	17.1	(507)	(587)	15.9
Net profit	920	1,154	1,159	0.5	26.0	1,756	2,313	31.7
Diluted EPS (Baht)	1.26	1.58	1.59			2.41	3.17	
ROAE (%)	22.1	24.6	23.5			21.7	24.1	

Remark: * Net of income and expense from business promotion relating to the business

Assets and Liabilities

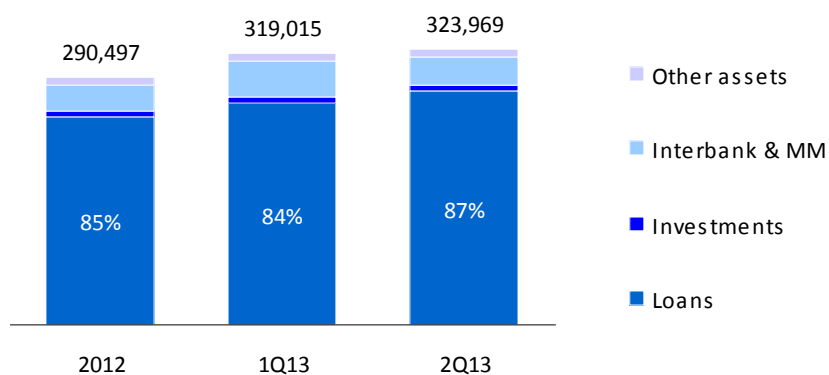


Assets

Unit: Million Baht

▲ 1.6%QoQ

▲ 11.5%YTD



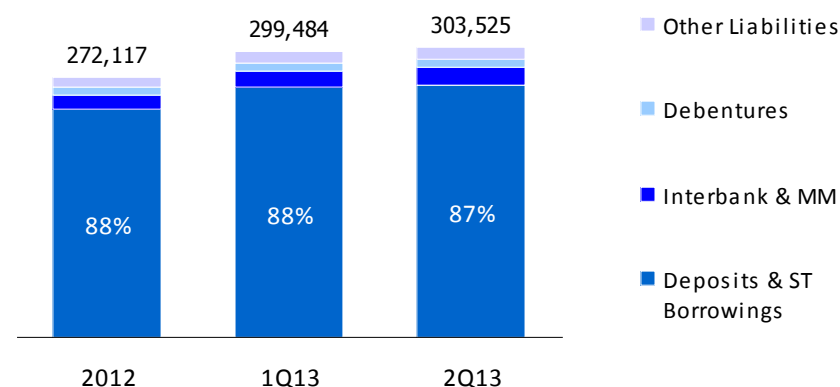
Unit: Million Baht	2012	1Q13	2Q13	%QoQ	%YTD
Loans – net	248,316	266,785	280,558	5.2	13.0
Allowance	(5,122)	(5,685)	(5,913)	4.0	15.5
Investments	7,016	6,703	7,640	14.0	8.9
Interbank & MM	31,196	41,625	32,376	(22.2)	3.8
Other assets	9,091	9,587	9,307	(2.9)	2.4
Total Assets	290,497	319,015	323,969	1.6	11.5

Liabilities

Unit: Million Baht

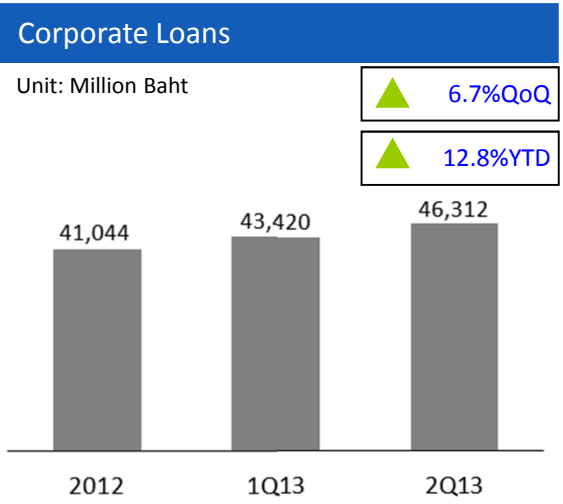
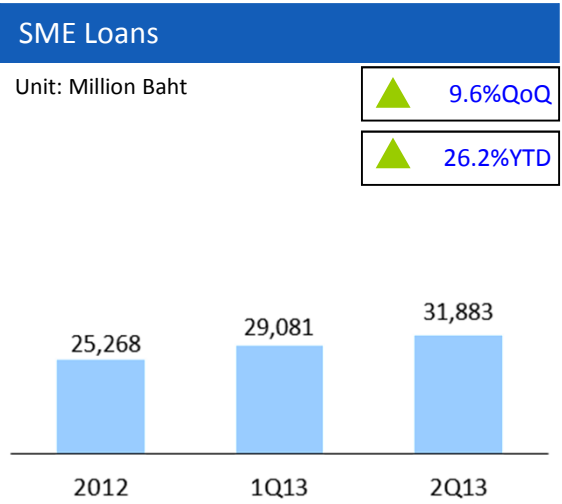
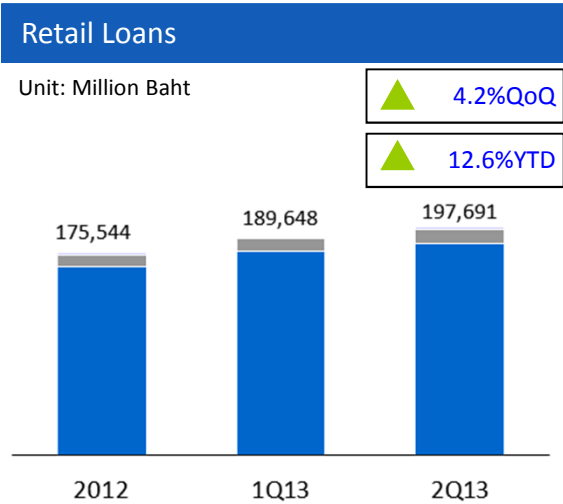
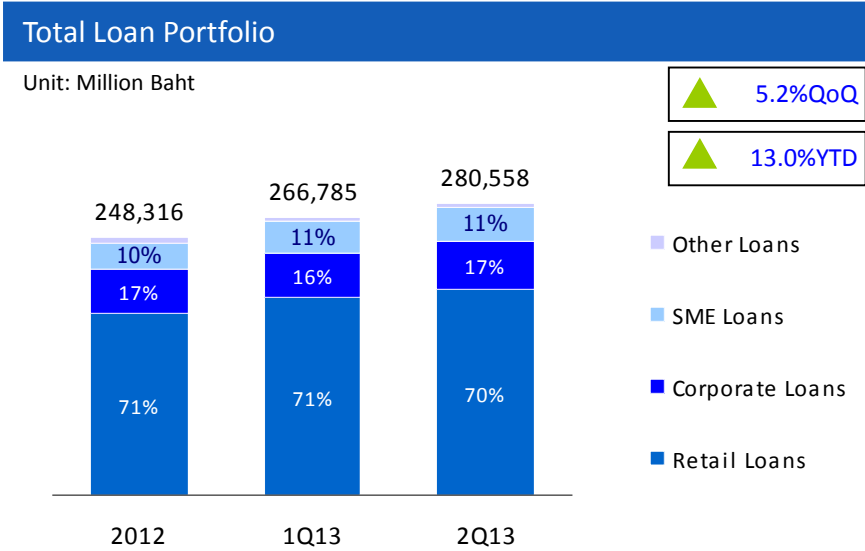
▲ 1.3%QoQ

▲ 11.5%YTD



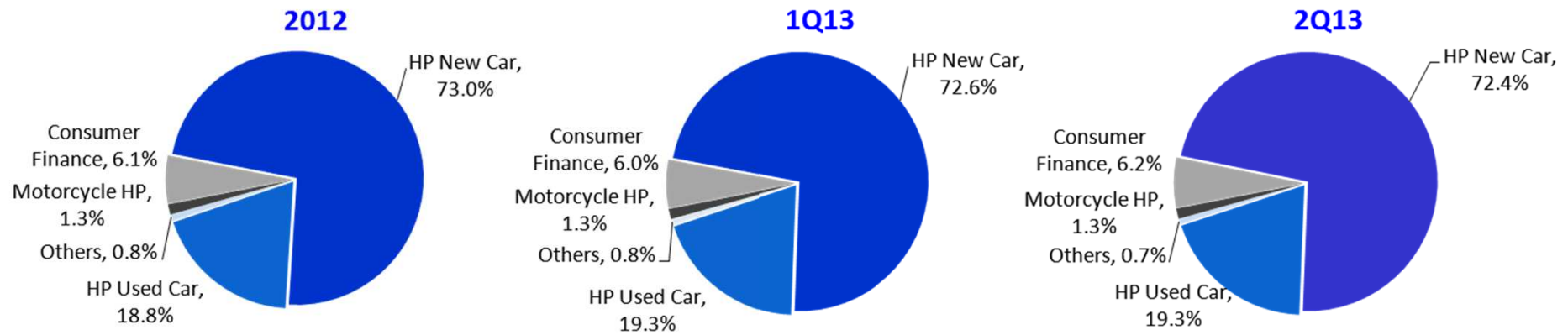
Unit: Million Baht	2012	1Q13	2Q13	%QoQ	%YTD
Deposits & ST Borrowings	239,347	262,478	264,470	0.8	10.5
Interbank & MM	13,971	16,455	18,911	14.9	35.4
Debentures	8,243	8,243	8,243	-	-
Other liabilities	10,556	12,308	11,901	(3.3)	12.7
Total Liabilities	272,117	299,484	303,525	1.3	11.5
Retained earnings	9,877	11,030	10,451	(5.3)	5.8
Total Equity	18,380	19,531	20,444	4.7	11.2

Loan Portfolio



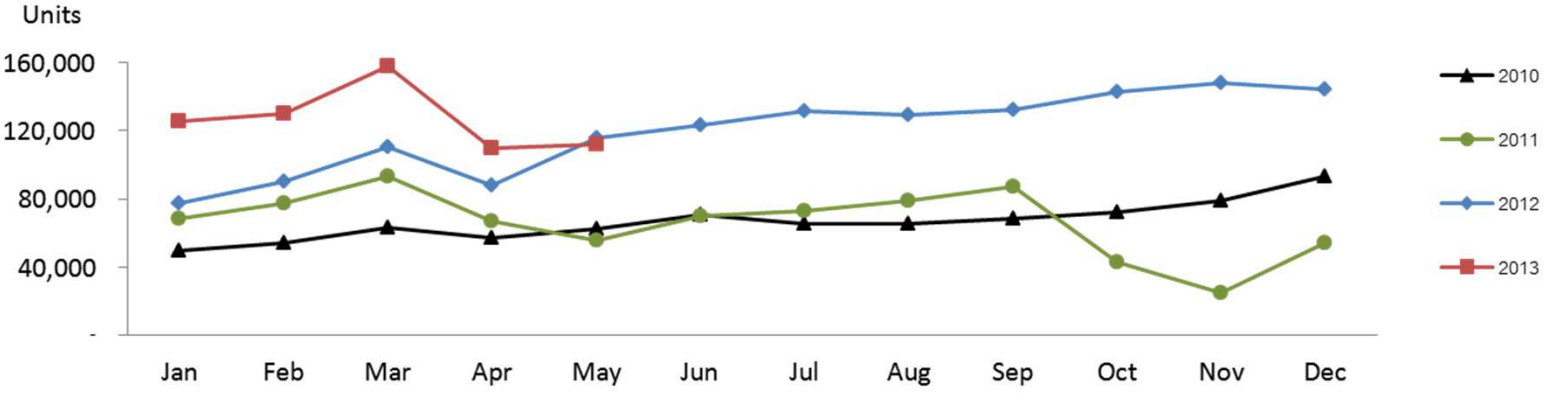
Retail Loan Portfolio

Retail Loan Breakdown

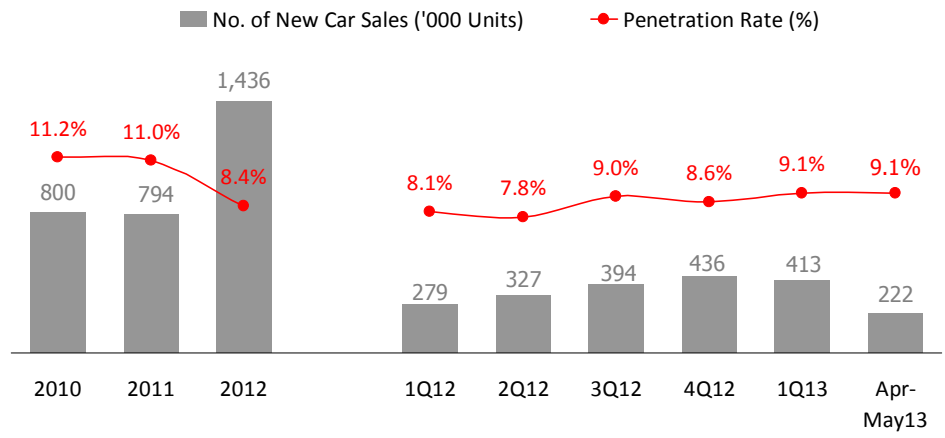


Industry Car Sales and Penetration Rate

Industry New Car Sales

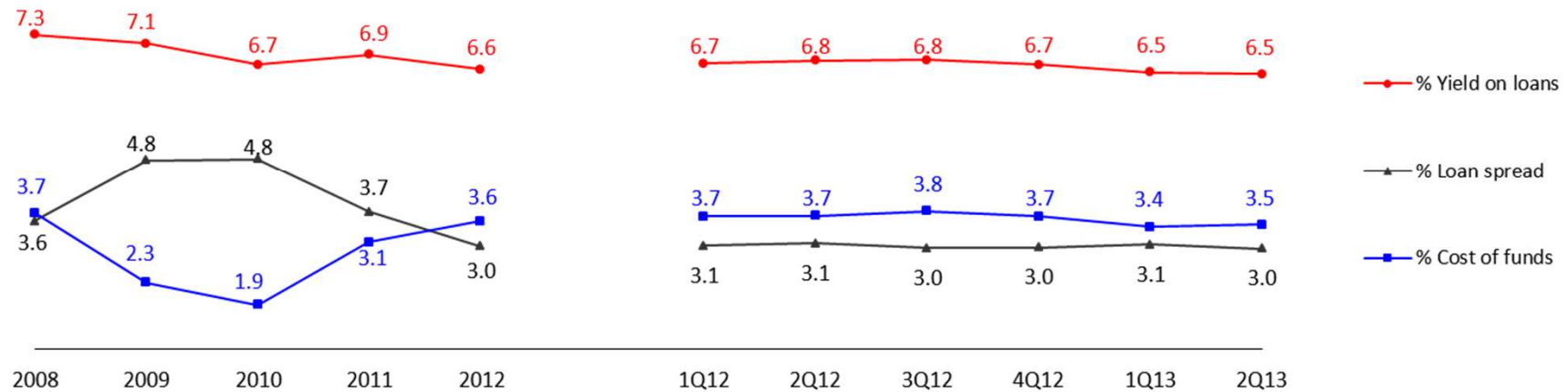


TISCO Auto HP Penetration Rate



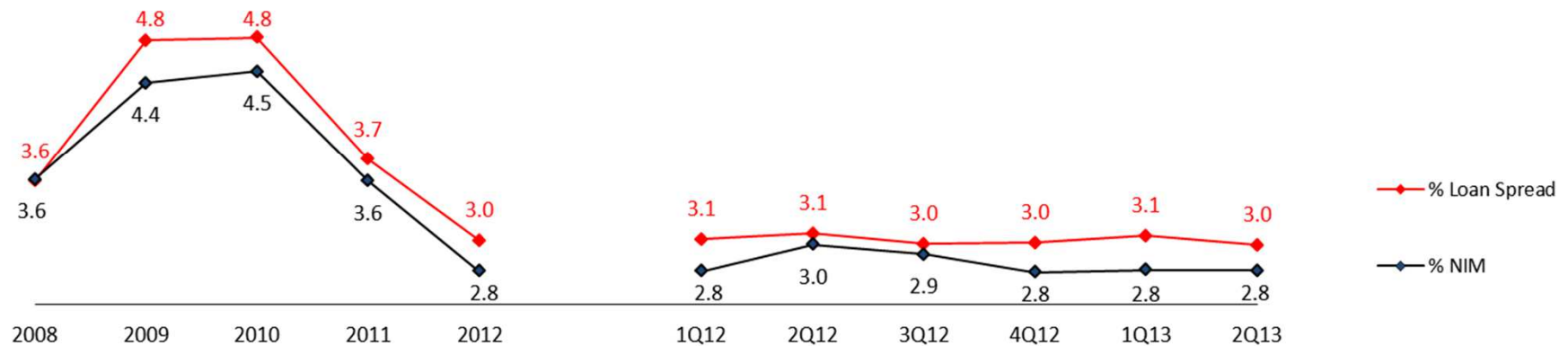
Loan Spread and Net Interest Margin

Yield on Loans and Cost of Funds



Remark: Cost of funds include contributions to FIDF and DPA

Loan Spread and Net Interest Margin

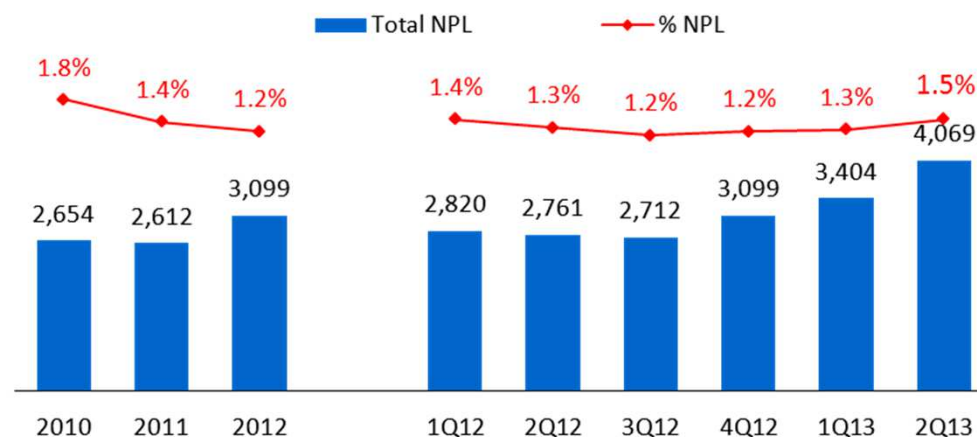


Asset Quality



NPL and NPL Ratio

Unit: Million Baht

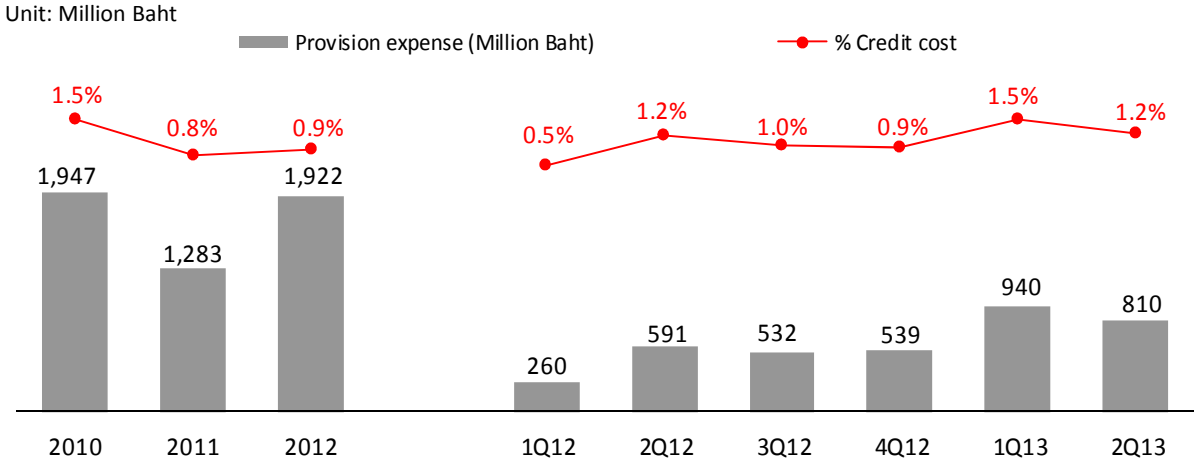


NPL by Loan Type	2012		1Q13		2Q13	
	(Million Baht)	(%)	(Million Baht)	(%)	(Million Baht)	(%)
Corporate	389	0.9	420	1.0	426	0.9
SME	52	0.2	48	0.2	90	0.3
Hire Purchase	2,398	1.5	2,663	1.5	3,254	1.8
Mortgage	106	7.3	102	7.0	92	6.4
Others	154	0.9	170	1.1	207	1.2
Total NPL	3,099	1.2	3,404	1.3	4,069	1.5

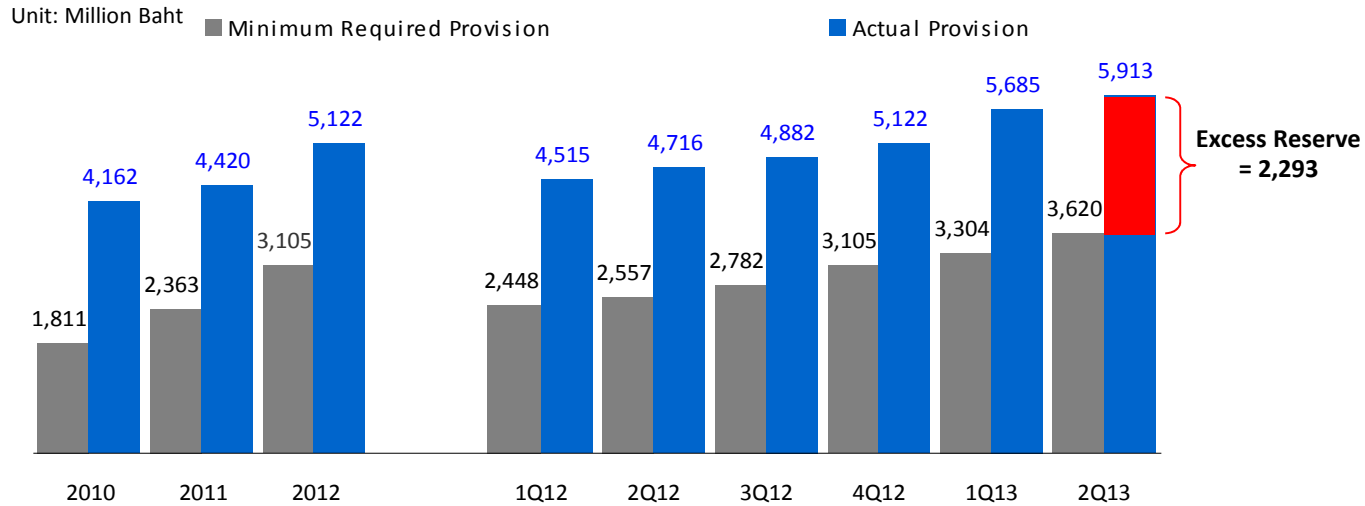
Provisions



Provision Expense and Credit Cost



Minimum Required Provision vs Actual Provision

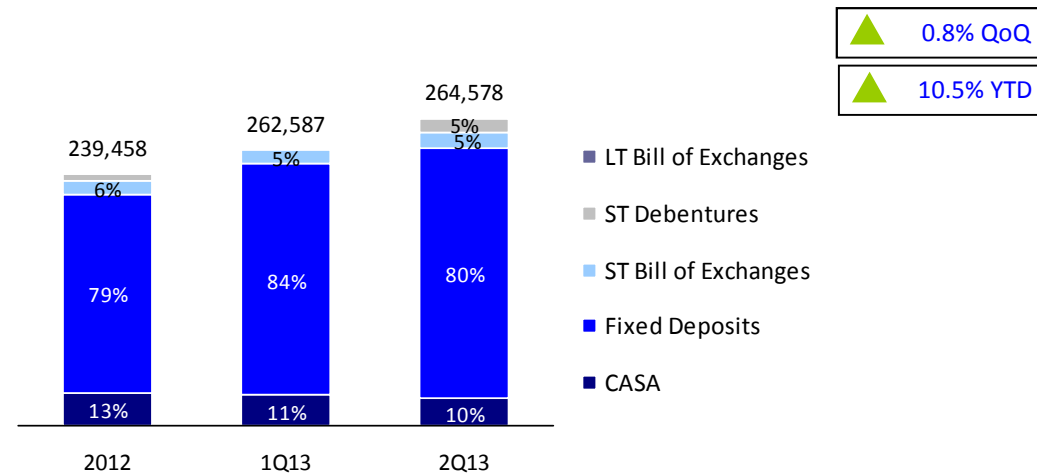


Deposits



Total Deposits & Bill of Exchanges

Unit: Million Baht

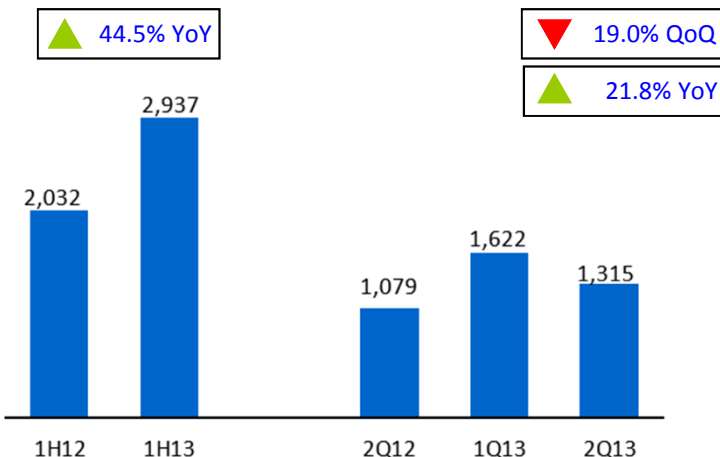


Unit: Million Baht	2012	1Q13	2Q13	%QoQ	%YTD
Current	2,762	2,123	3,429	61.5	24.1
Savings	28,140	26,851	23,092	(14.0)	(17.9)
Fixed Deposits	188,921	219,940	211,572	(3.8)	12.0
Short-term Bill of Exchanges	13,695	13,060	14,277	9.3	4.2
Short-term Debentures	5,828	504	12,100	2301.3	107.6
Total Deposits & ST Borrowings	239,347	262,478	264,470	0.8	10.5
Long-term Bill of Exchanges	111	109	108	(1.1)	(2.9)
Total Deposits & Bill of Exchanges	239,458	262,587	264,578	0.8	10.5
Debentures	8,243	8,243	8,243		
% LDR to Total Deposits & Bill of Exchanges	103.7	101.6	106.0		

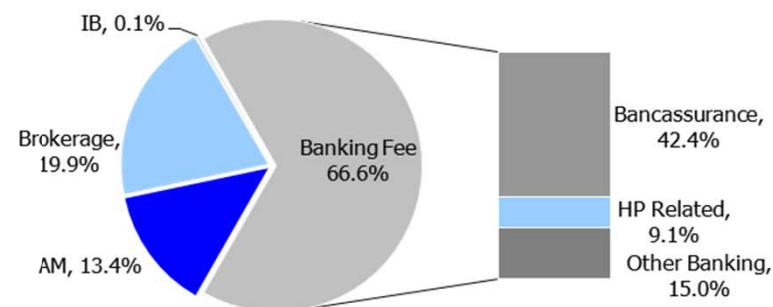
Non-Interest Income

Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income Breakdown



Unit: Million Baht	2Q12	1Q13	2Q13	%QoQ	%YoY	1H12	1H13	%YoY
Banking fee*	733	1,029**	802	(22.1)	9.5	1,334	1,831	37.2
Asset Management fee	159	224	206	(8.0)	29.6	320	429	34.2
Brokerage fee	172	363	305	(15.9)	77.5	350	668	91.0
Investment Banking fee	15	6	1	(77.9)	(91.0)	28	8	(72.7)
Non-interest income from core businesses	1,079	1,622	1,315	(19.0)	21.8	2,032	2,937	44.5
Trading income	169	171	155	(9.2)	(7.9)	180	327	81.3
Dividend income	29	34	45	30.2	52.7	61	79	28.8
Total non-interest income	1,277	1,828	1,514	(17.1)	18.6	2,274	3,342	47.0

Remark: * Net of income and expense from business promotion relating to the business

** Included Extraordinary bancassurance fee 210mn

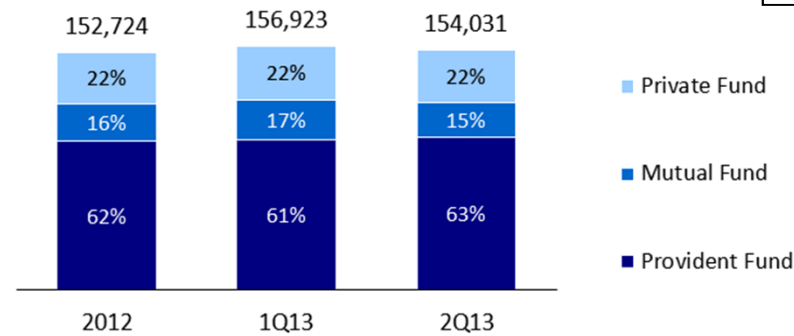
Asset Management Business



TISCO Asset under Management

Unit: Million Baht

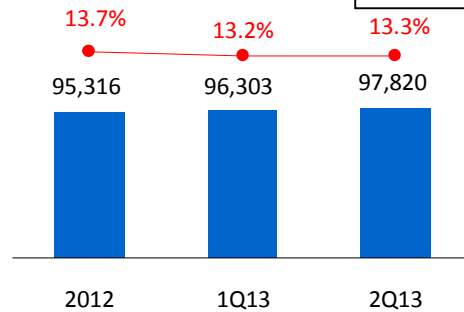
▼	1.8% QoQ
▲	0.9% YTD
Rank #8	



Provident Fund

Unit: Million Baht

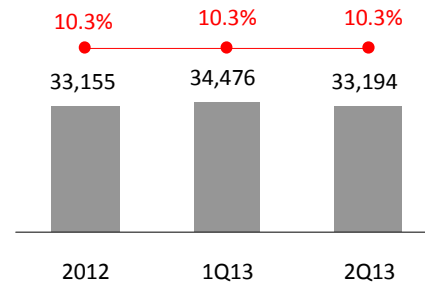
▲	1.6% QoQ
▲	2.6% YTD
Rank #3	



Private Fund

Unit: Million Baht

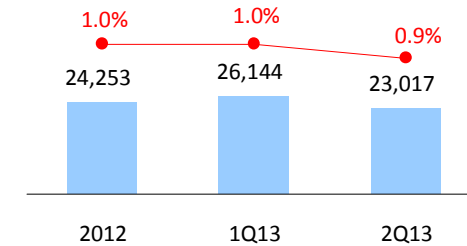
▼	3.7% QoQ
▲	0.1% YTD
Rank #4	



Mutual Fund

Unit: Million Baht

▼	12.0% QoQ
▼	5.1% YTD
Rank #14	

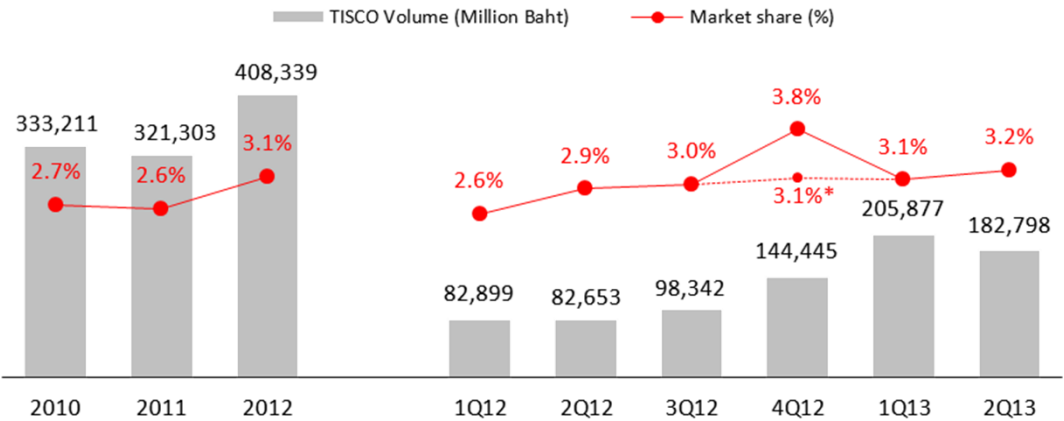


*Rankings & Market Share as of May 2013

Brokerage Business

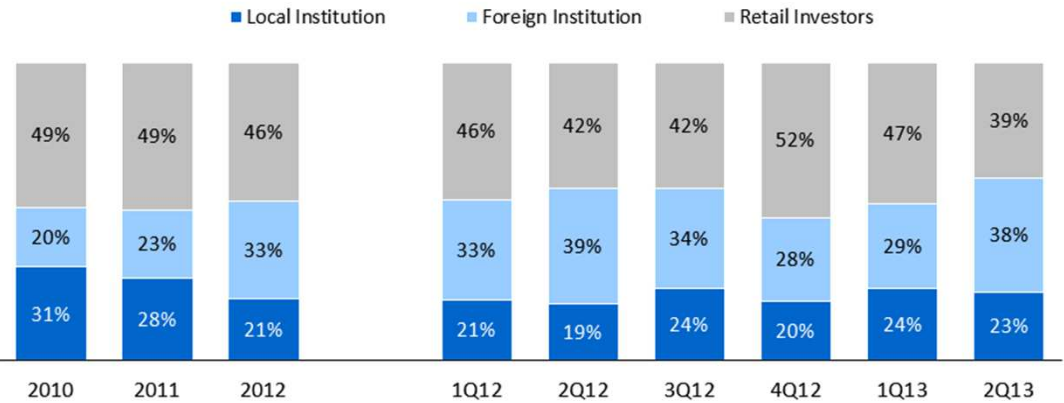


TISCO Trading Volume and Market Share



Remark: * Market share excluded Big Lot in 4Q12

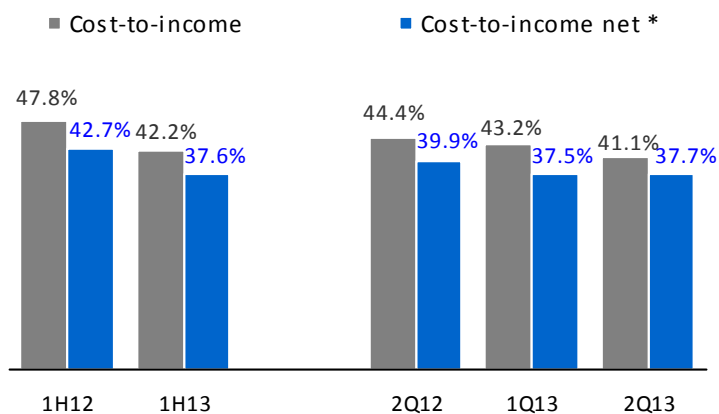
TISCO Trading Volume by Customer



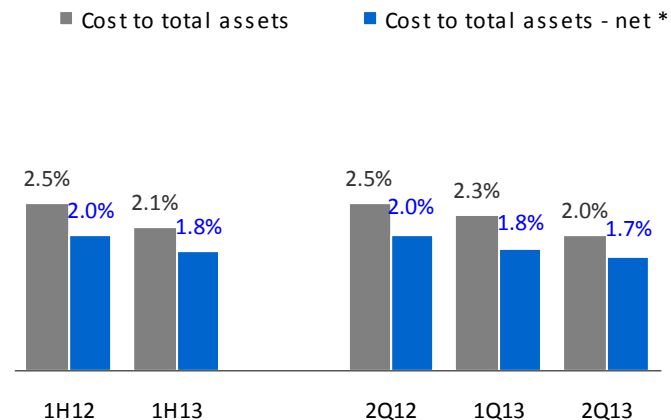
Operating Expenses



Cost to Income Ratio



Cost to Total Assets Ratio



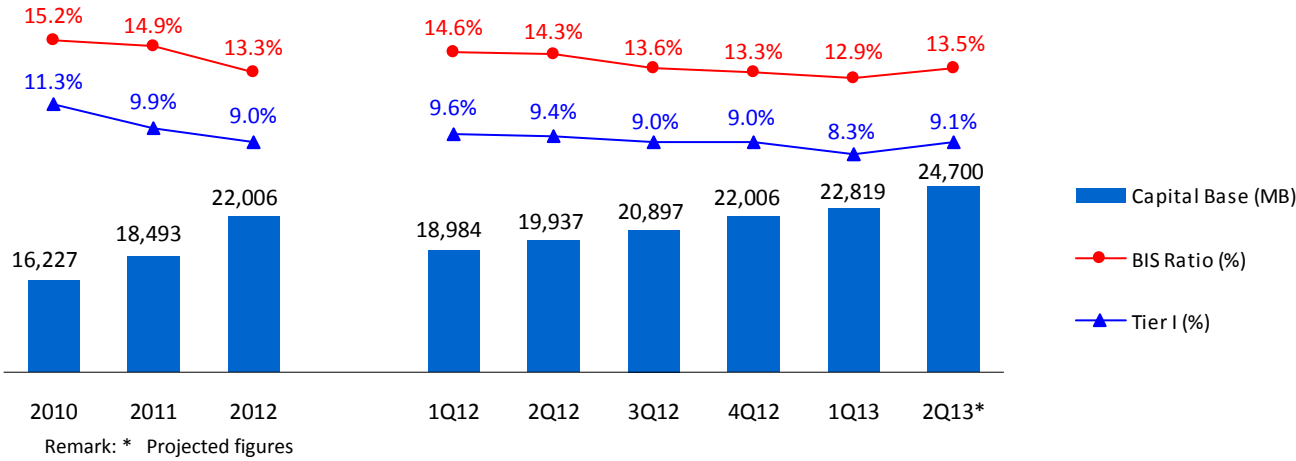
Unit: Million Baht	2Q12	1Q13	2Q13	%QoQ	%YoY	1H12	1H13	%YoY
Employee's expenses	778	997	949	(4.8)	22.1	1,474	1,946	32.1
Directors' remuneration	3	3	3	(6.0)	(2.4)	7	6	(5.0)
Premises & equipment expenses	209	229	224	(2.2)	6.8	417	452	8.6
Taxes & duties	18	49	55	12.0	202.5	81	104	28.1
Other expenses *	171	171	157	(8.2)	(8.0)	353	328	(7.0)
Total	1,179	1,449	1,388	(4.2)	17.7	2,331	2,837	21.7

Remark: * Excluded expense from business promotion relating to the business

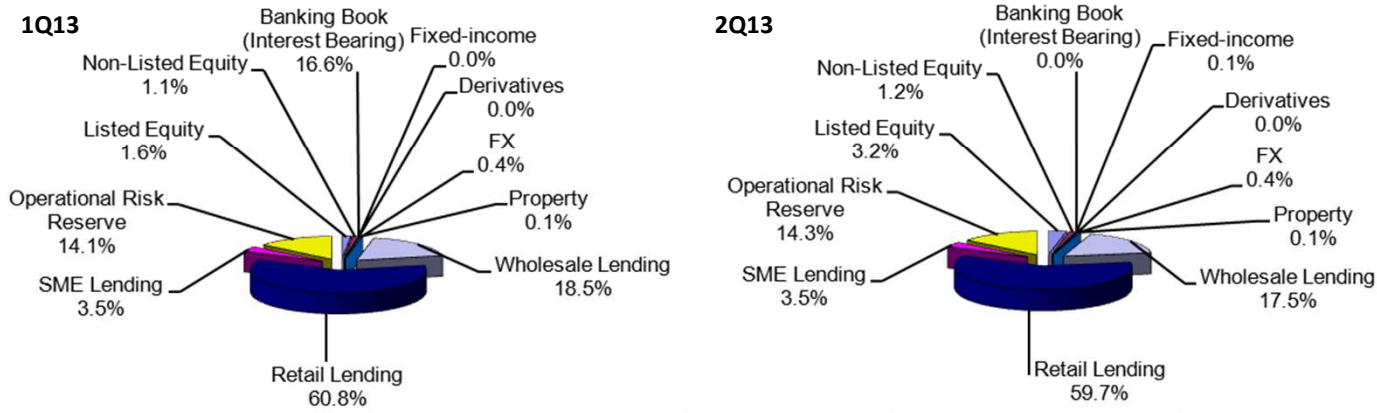
Capital Adequacy



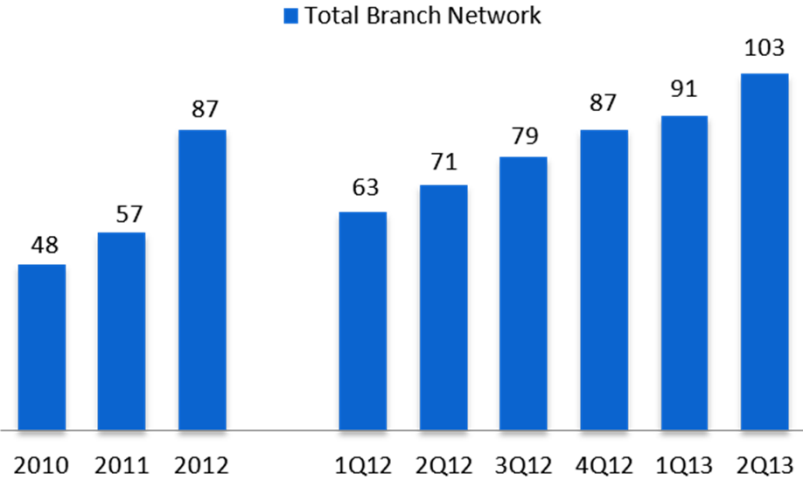
Capital Adequacy Ratio of TISCO Bank



Risk-Based Capital Exposure



Employee and Branch Network



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