

TISCO

TISCO Financial Group Public Co., Ltd.

Analyst Meeting 2Q 2015

July 15, 2015



2Q 2015 Financial Results



Consolidated Income Statements

Unit : Million Baht	2Q14	1Q15	2Q15	% QoQ	% YoY	1H14	1H15	% YoY
Interest Income	4,773	4,374	4,263	(2.5)	(10.7)	9,690	8,637	(10.9)
Interest Expenses	(2,396)	(1,974)	(1,815)	(8.1)	(24.3)	(5,048)	(3,789)	(24.9)
Net Interest Income	2,377	2,400	2,448	2.0	3.0	4,642	4,848	4.4
Fee & Service Income	1,299	1,302	1,348	3.5	3.7	2,583	2,650	2.6
Fee & Service Expenses	(48)	(58)	(46)	(21.4)	(3.9)	(96)	(104)	8.4
Other Operating Income*	174	319	180	(43.6)	3.1	311	498	60.2
Total Non-Interest Income	1,426	1,563	1,481	(5.2)	3.9	2,798	3,044	8.8
Total Income	3,803	3,962	3,930	(0.8)	3.3	7,440	7,892	6.1
Operating Expenses*	(1,355)	(1,501)	(1,434)	(4.5)	5.8	(2,642)	(2,934)	11.1
PPOP	2,448	2,462	2,496	1.4	2.0	4,798	4,958	3.3
Provisions	(1,220)	(972)	(1,244)	28.0	2.0	(2,395)	(2,215)	(7.5)
Pre-tax Profit	1,228	1,490	1,252	(16.0)	1.9	2,403	2,742	14.1
Income Tax	(239)	(292)	(243)	(16.6)	1.7	(470)	(535)	13.9
Net Profit	992	1,192	1,004	(15.8)	1.2	1,926	2,196	14.0
EPS (Baht)	1.24	1.49	1.25			2.41	2.74	
ROAE (%)	16.8	18.1	15.1			16.6	16.9	

Remark: * Net of expense from business promotion relating to HP business



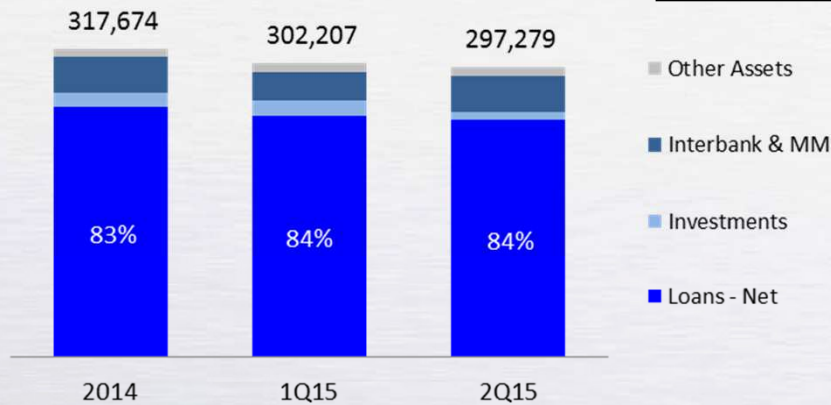
Assets and Liabilities

Assets

Unit: Million Baht

▼ 1.6% QoQ

▼ 6.4% YTD

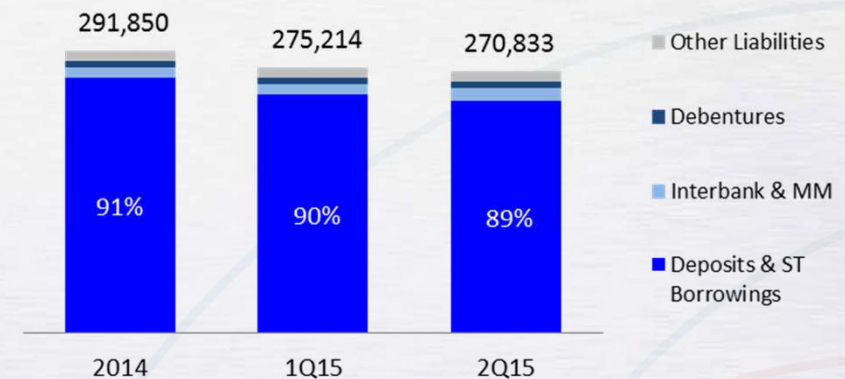


Liabilities

Unit: Million Baht

▼ 1.6% QoQ

▼ 7.2% YTD



Unit : Million Baht	2014	1Q15	2Q15	% QoQ	% YTD
Loans - Net	262,784	254,437	249,341	(2.0)	(5.1)
Allowance	(6,950)	(7,096)	(7,650)	7.8	10.1
Investments	15,003	15,673	9,298	(40.7)	(38.0)
Interbank & MM	38,058	30,057	37,003	23.1	(2.8)
Other Assets	8,779	9,136	9,287	1.7	5.8
Total Assets	317,674	302,207	297,279	(1.6)	(6.4)

Unit : Million Baht	2014	1Q15	2Q15	% QoQ	% YTD
Deposits & ST Borrowings	264,147	246,433	240,444	(2.4)	(9.0)
Interbank & MM	10,897	11,305	12,917	14.3	18.5
Debentures	6,643	6,643	6,643	-	-
Other Liabilities	10,162	10,833	10,828	(0.0)	6.6
Total Liabilities	291,850	275,214	270,833	(1.6)	(7.2)
Retained Earnings	15,025	16,219	15,627	(3.6)	4.0
Total Equities	25,824	26,992	26,446	(2.0)	2.4

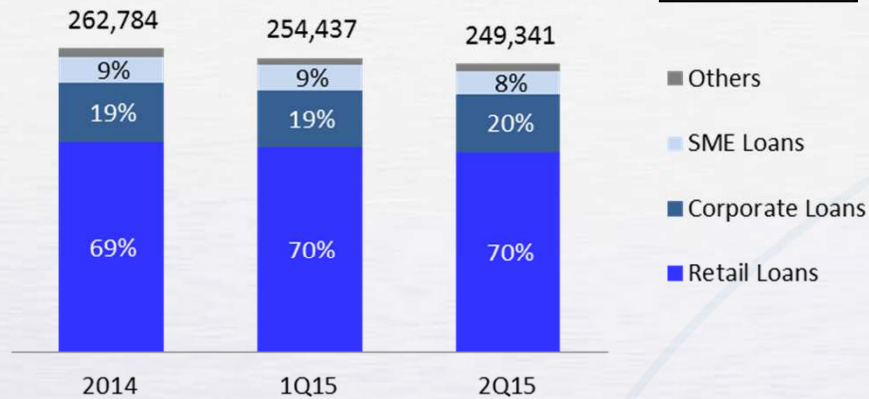


Loan Portfolio

Total Loan Portfolio

Unit: Million Baht

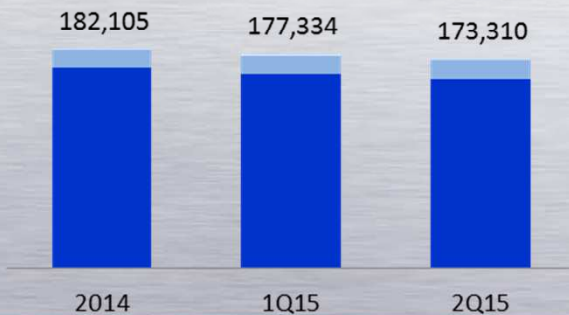
▼ 2.0% QoQ
▼ 5.1% YTD



Retail Loans

Unit: Million Baht

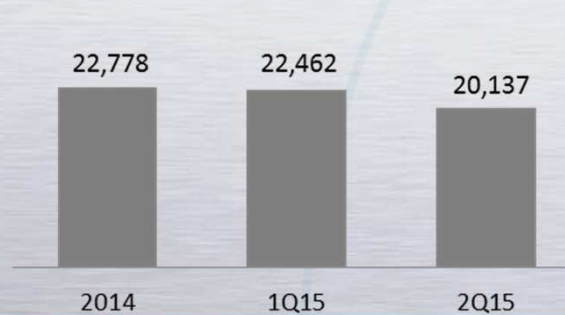
▼ 2.3% QoQ
▼ 4.8% YTD



SME Loans

Unit: Million Baht

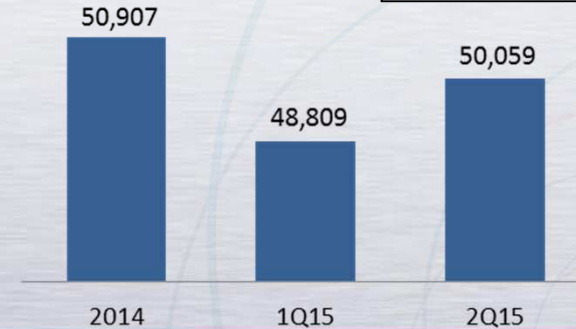
▼ 10.3% QoQ
▼ 11.6% YTD



Corporate Loans

Unit: Million Baht

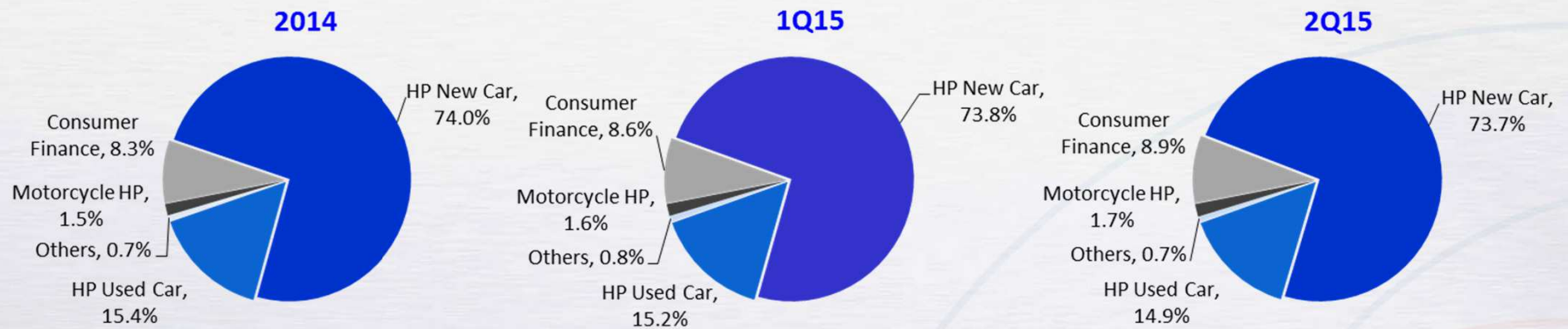
▲ 2.6% QoQ
▼ 1.7% YTD





Retail Loan Portfolio

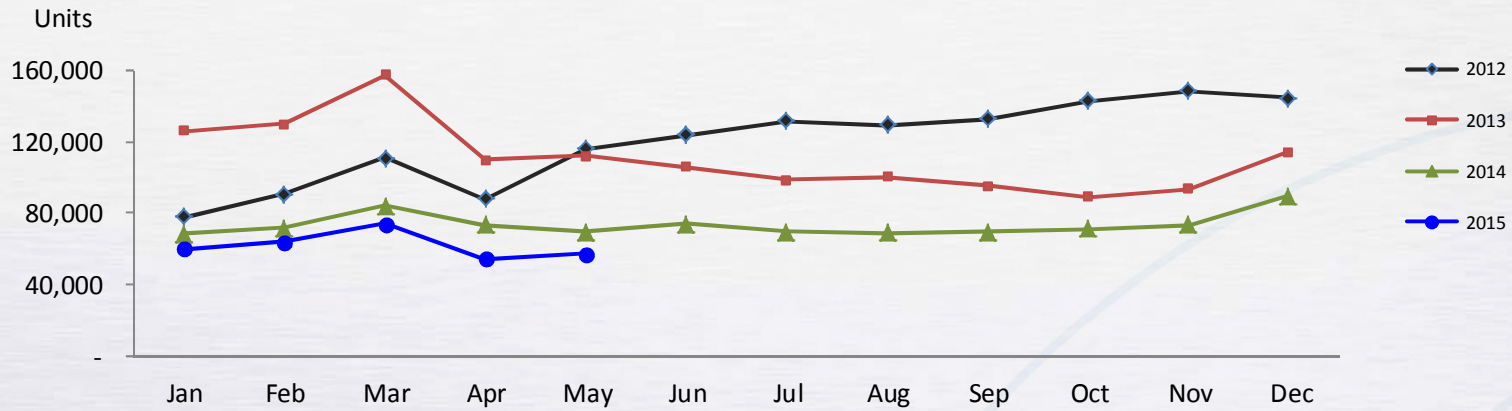
Retail Loan Breakdown



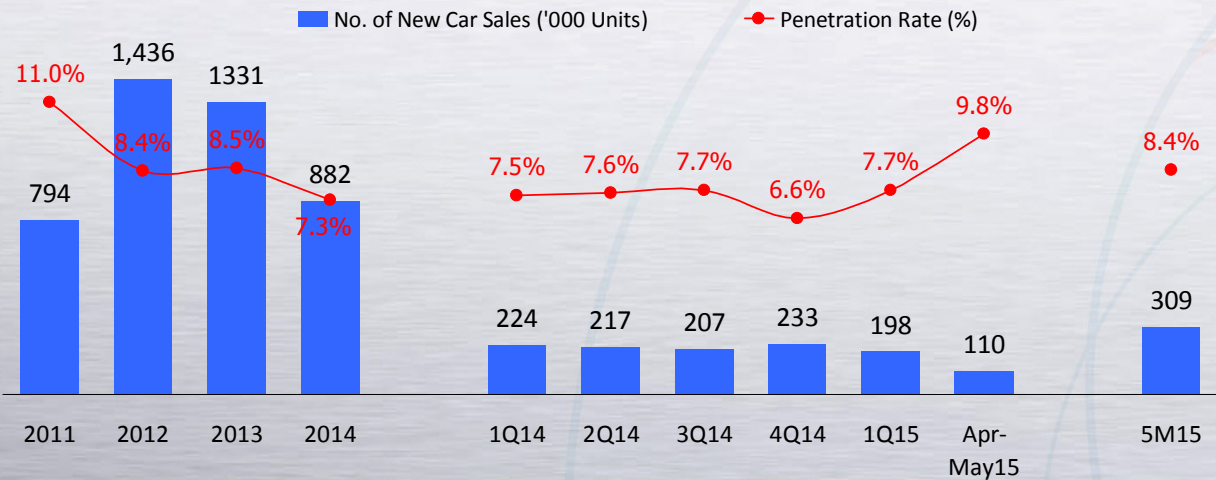


Industry Car Sales and Penetration Rate

Industry New Car Sales



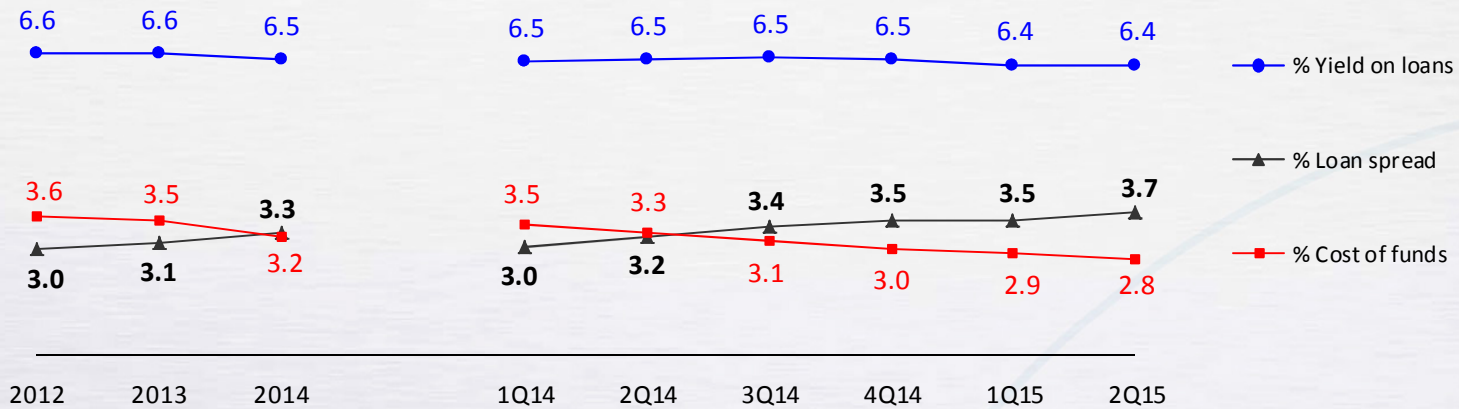
TISCO Auto HP Penetration Rate





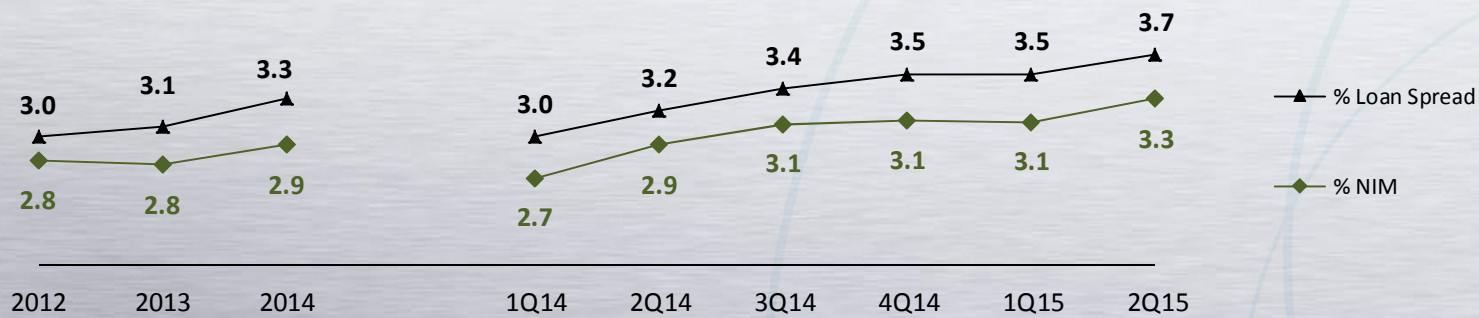
Loan Spread and Net Interest Margin

Yield on Loans and Cost of Funds



Remark: Cost of funds include contributions to FIDF and DPA

Loan Spread and Net Interest Margin

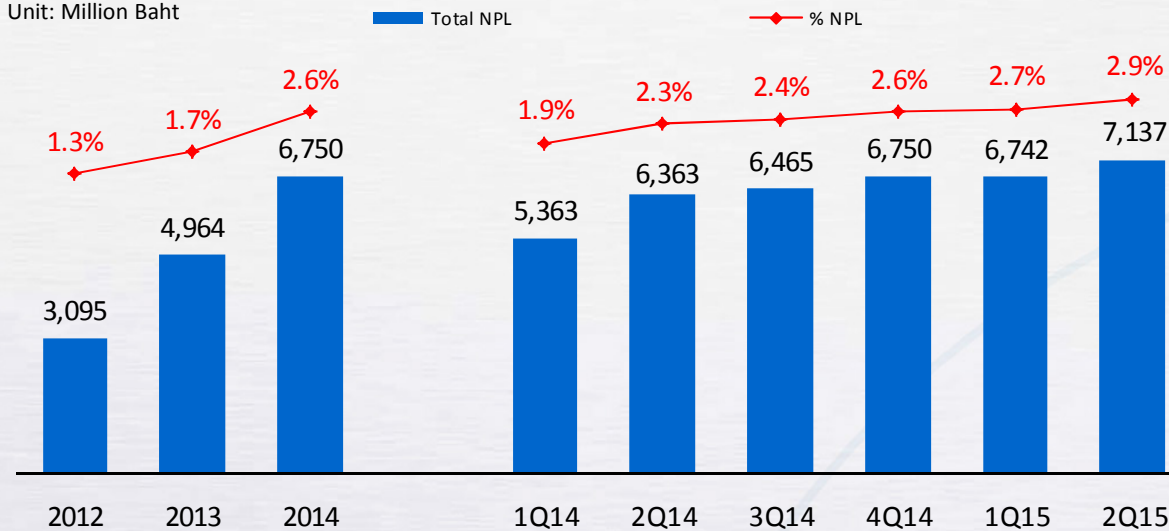




Asset Quality

NPL and NPL Ratio

Unit: Million Baht

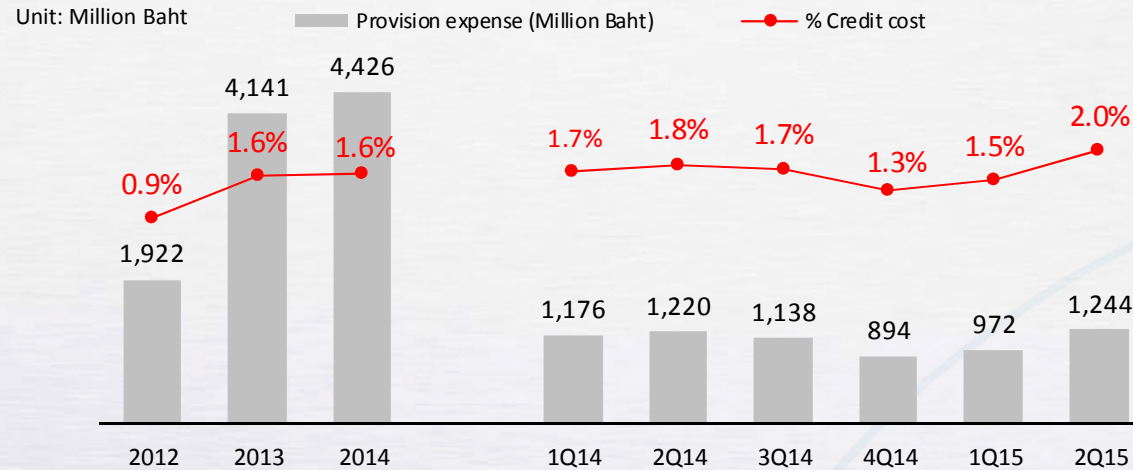


NPL by Loan Type	2014		1Q15		2Q15	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	258	0.5	333	0.7	311	0.6
SME	239	1.1	267	1.2	414	2.1
Hire Purchase	5,522	3.3	5,370	3.3	5,644	3.6
Mortgage	96	7.3	96	6.8	97	7.6
Others	635	2.9	677	3.2	671	3.2
Total NPL	6,750	2.57	6,742	2.65	7,137	2.86

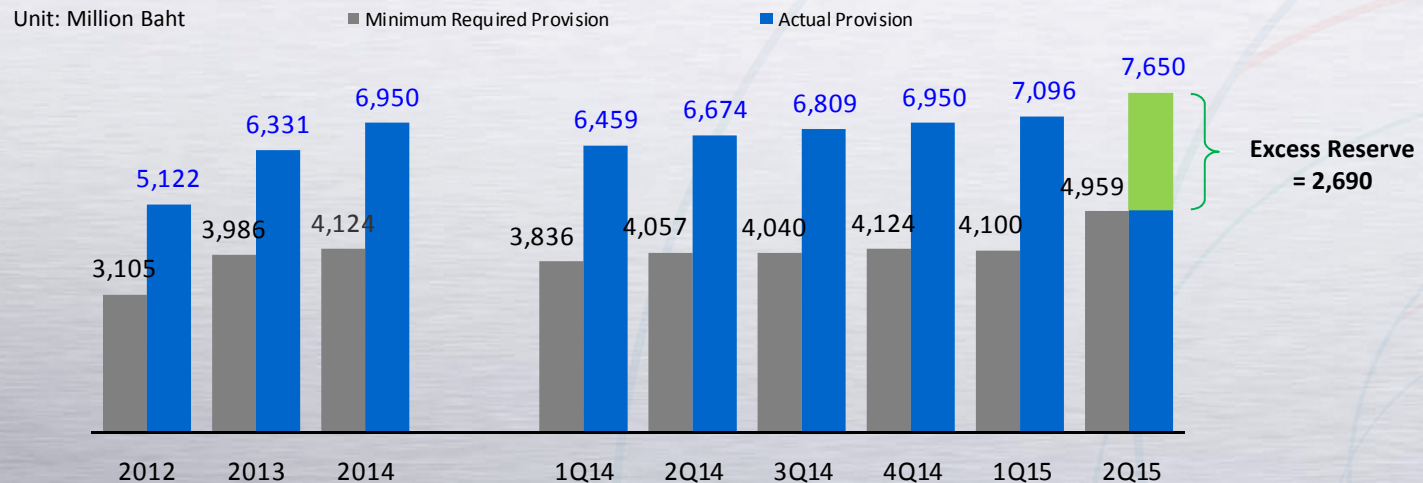


Provisions

Provision Expense and Credit Cost



Minimum Required Provision vs Actual Provision

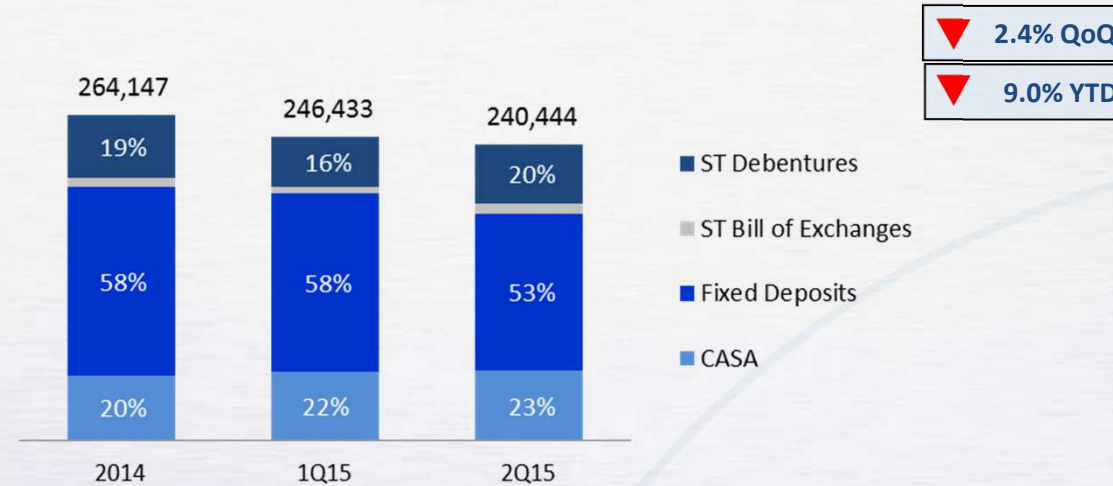




Deposits

Total Deposits & Bill of Exchanges

Unit: Million Baht



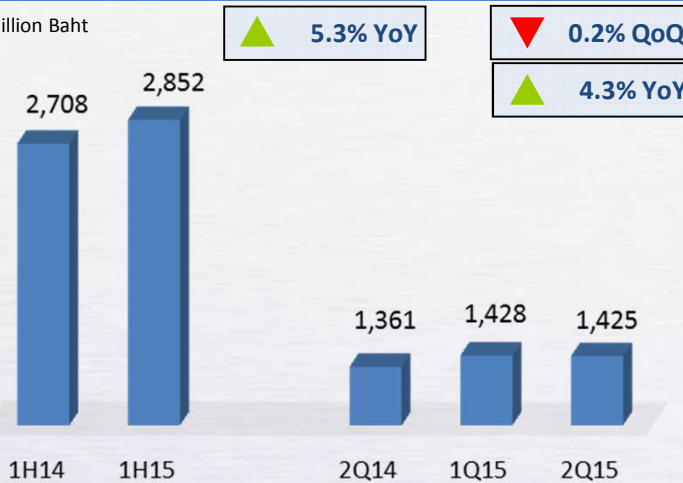
Unit : Million Baht	2014	1Q15	2Q15	%QoQ	%YTD
Current	2,917	3,382	3,392	0.3	16.3
Savings	49,606	51,809	52,907	2.1	6.7
Fixed Deposits	152,860	144,958	128,056	(11.7)	(16.2)
Short-Term Bill of Exchanges	7,706	6,051	7,395	22.2	(4.0)
Short-Term Debentures	51,057	40,233	48,695	21.0	(4.6)
Total Deposits & ST Borrowings	264,147	246,433	240,444	(2.4)	(9.0)
Debentures	6,643	6,643	6,643		
% LDR to Total Deposits & Bill of Exchanges	99.5	103.2	103.7		



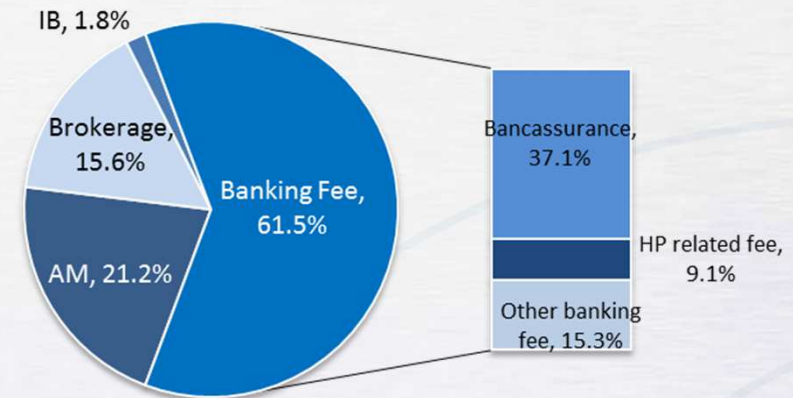
Non-Interest Income

Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income Breakdown



Unit : Million Baht	2Q14	1Q15	2Q15	% QoQ	% YoY	1H14	1H15	% YoY
Banking Fee*	932	881	872	(1.1)	(6.4)	1,898	1,753	(7.6)
Asset Management Fee	225	293	311	6.3	38.6	436	604	38.7
Brokerage Fee	201	250	194	(22.2)	(3.4)	368	445	21.0
Investment Banking Fee	3	3	47	1,348.4	1,357.4	7	50	620.1
Non-Interest Income from Core Businesses	1,361	1,428	1,425	(0.2)	4.7	2,708	2,852	5.3
Trading Income & Incentive	56	113	54	(52.0)	(2.8)	83	167	100.8
Share of Profit from Investment in Subsidiaries	13	21	35	70.1	164.3	26	56	114.6
Dividend Income	44	60	13	(77.9)	(69.6)	77	74	(4.9)
Total Non-Interest Income	1,474	1,621	1,527	(5.8)	3.6	2,894	3,148	8.8

Remark: * Net of expense from business promotion relating to HP business

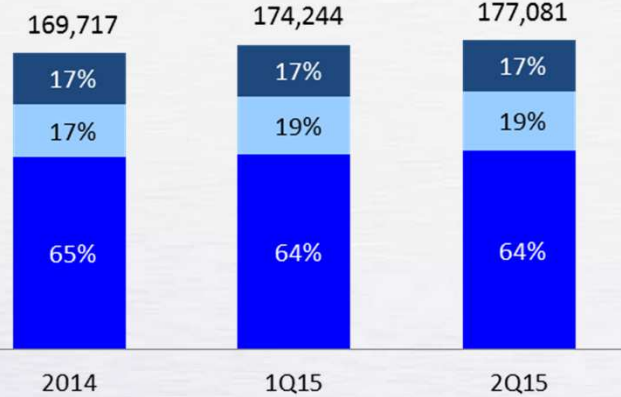


Asset Management Business

TISCO Asset under Management

Unit: Million Baht

Rank #9
▲ 1.6% QoQ
▲ 4.3% YTD

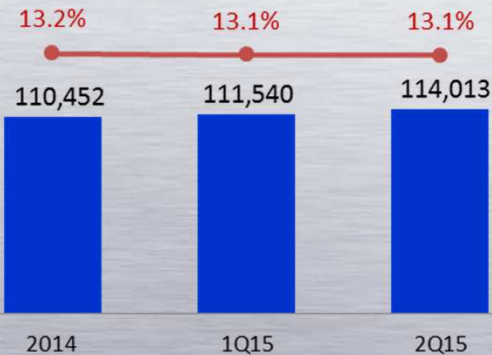


■ Private Fund
■ Mutual Fund
■ Provident Fund

Provident Fund

Unit: Million Baht

Rank #4
▲ 2.2% QoQ
▲ 3.2% YTD



Mutual Fund

Unit: Million Baht

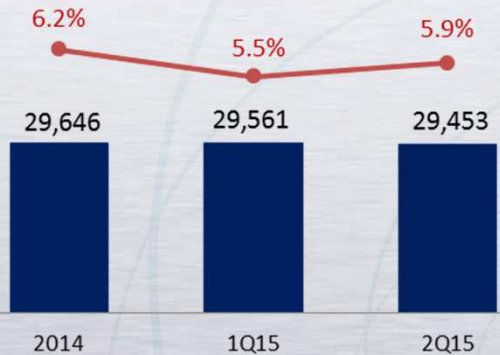
Rank #14
▲ 1.4% QoQ
▲ 13.5% YTD



Private Fund

Unit: Million Baht

Rank #8
▼ 0.4% QoQ
▼ 0.7% YTD

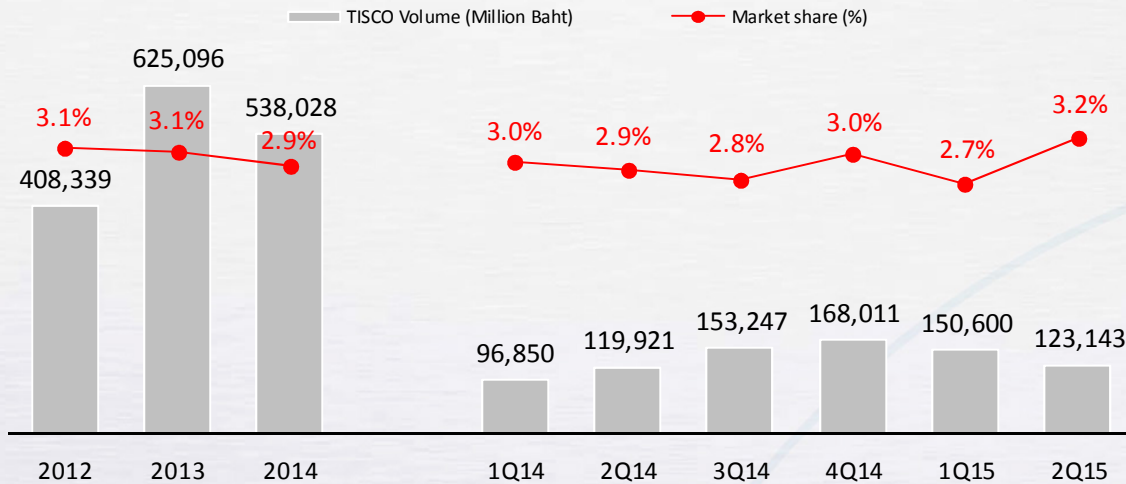


*Rankings & Market Share as of May 2015

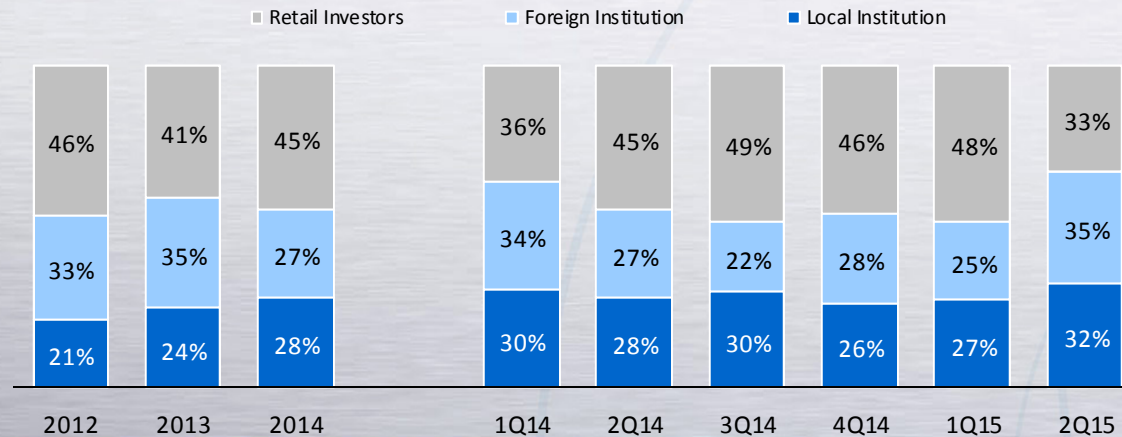


Brokerage Business

TISCO Trading Volume and Market Share



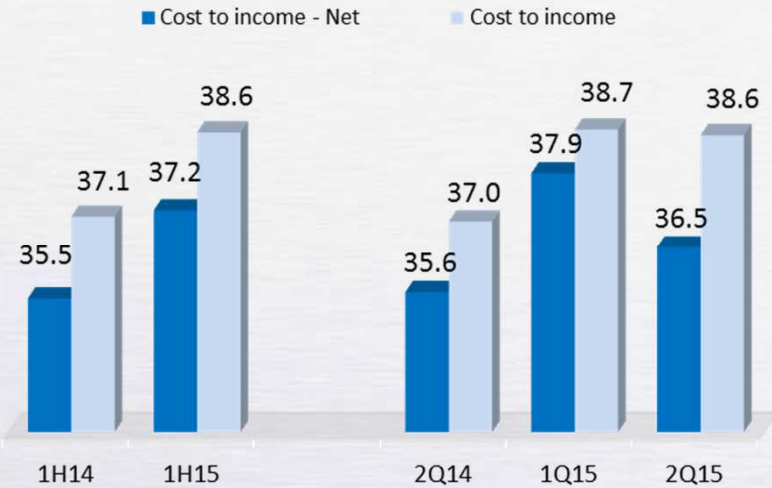
TISCO Trading Volume by Customer





Operating Expenses

Cost to Income Ratio



Cost to Total Assets Ratio



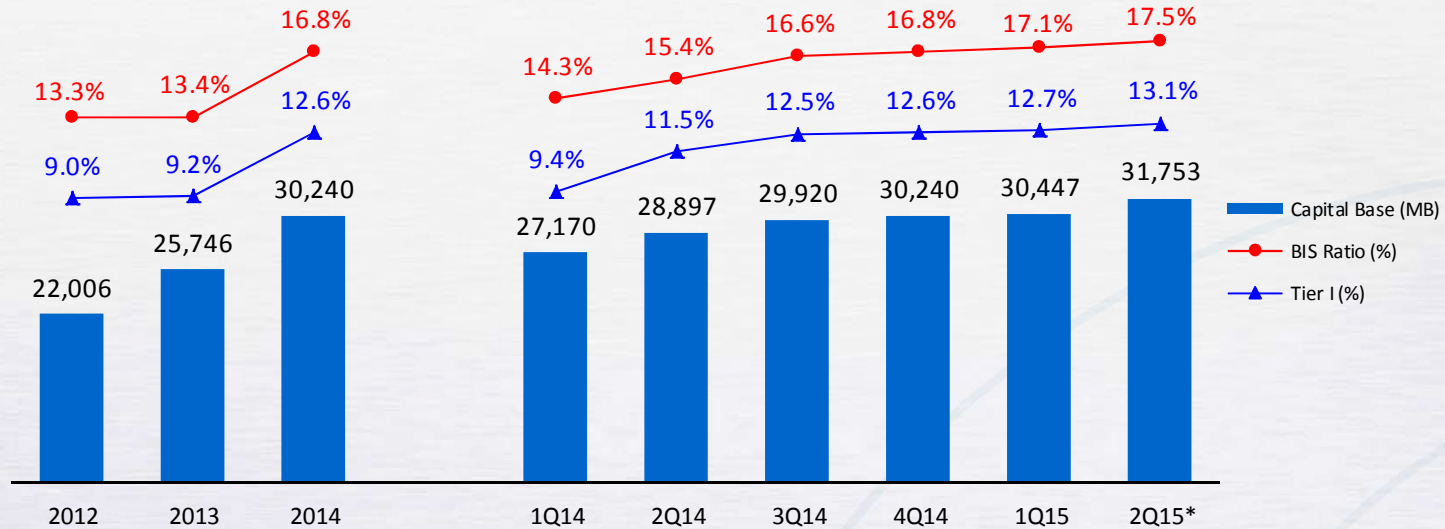
Unit : Million Baht	2Q14	1Q15	2Q15	% QoQ	% YoY	1H14	1H15	% YoY
Employees' Expenses	841	990	889	(10.2)	5.7	1,650	1,879	13.9
Premises & Equipment Expenses	231	231	237	2.2	2.6	445	468	5.3
Taxes & Duties	58	56	53	(4.3)	(7.7)	112	109	(2.8)
Other Expenses*	226	223	255	14.2	12.9	435	478	9.9
Total Operating Expenses	1,355	1,501	1,434	(4.5)	5.8	2,642	2,934	11.1

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



Capital Adequacy

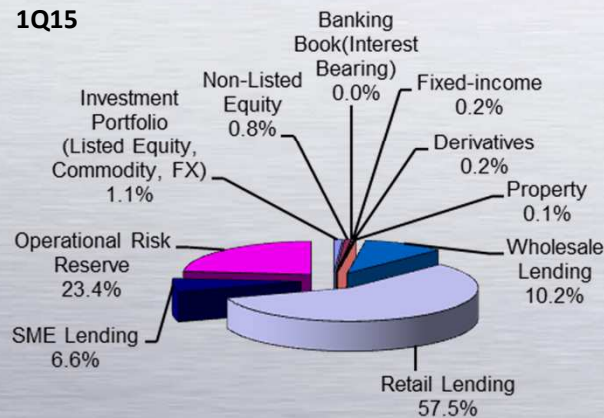
Capital Adequacy Ratio of TISCO Bank



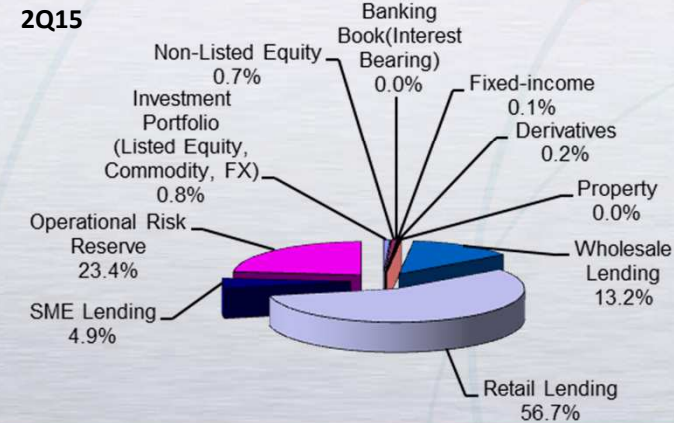
Remark: * Projected Figure

Risk-Based Capital Exposure

1Q15



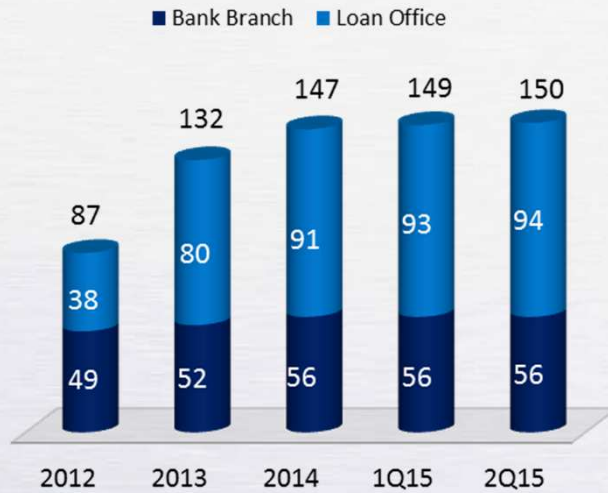
2Q15



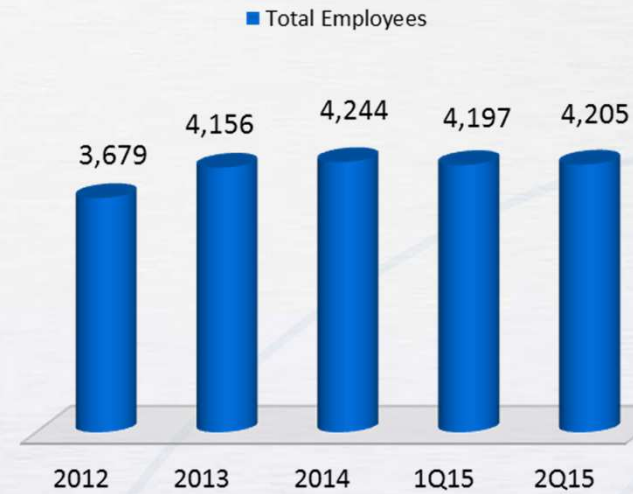


Employees and Branch Network

Total Branch Network



Total TISCO Employees





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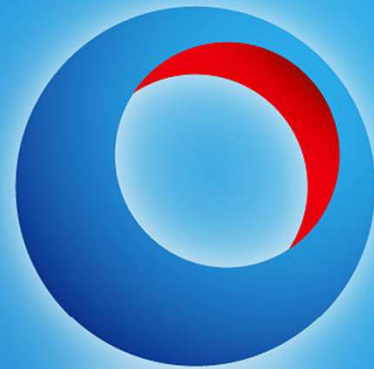
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TISCO

WEALTH OF POSSIBILITIES