

TISCO

TISCO Financial Group Public Co., Ltd.

Analyst Meeting 2Q2016

July 13, 2016



2Q 2016 Financial Results



Consolidated Income Statements

Unit : Million Baht	2Q15	1Q16	2Q16	% QoQ	% YoY	1H15	1H16	% YoY
Interest Income	4,263	4,067	3,991	(1.9)	(6.4)	8,637	8,058	(6.7)
Interest Expenses	(1,815)	(1,374)	(1,300)	(5.4)	(28.3)	(3,789)	(2,675)	(29.4)
Net Interest Income	2,448	2,692	2,691	(0.1)	9.9	4,848	5,383	11.0
Fee & Service Income	1,348	1,339	1,237	(7.6)	(8.2)	2,650	2,576	(2.8)
Fee & Service Expenses	(46)	(58)	(53)	(8.7)	15.0	(104)	(111)	6.1
Other Operating Income*	180	140	154	9.4	(14.5)	498	294	(41.0)
Total Non-Interest Income	1,481	1,421	1,338	(5.9)	(9.7)	3,044	2,760	(9.4)
Total Income	3,930	4,114	4,029	(2.1)	2.5	7,892	8,142	3.2
Operating Expenses*	(1,434)	(1,566)	(1,605)	2.5	12.0	(2,934)	(3,171)	8.1
PPOP	2,496	2,547	2,424	(4.8)	(2.9)	4,958	4,971	0.3
Provisions	(1,244)	(981)	(926)	(5.7)	(25.6)	(2,215)	(1,907)	(13.9)
Pre-tax Profit	1,252	1,566	1,498	(4.3)	19.6	2,742	3,064	11.7
Income Tax	(243)	(309)	(289)	(6.4)	18.8	(535)	(598)	11.8
Net Profit	1,004	1,255	1,208	(3.8)	20.3	2,196	2,463	12.1
<i>EPS (Baht)</i>	<i>1.25</i>	<i>1.57</i>	<i>1.51</i>			<i>2.74</i>	<i>3.08</i>	
<i>ROAE (%)</i>	<i>15.1</i>	<i>17.5</i>	<i>16.7</i>			<i>16.9</i>	<i>17.4</i>	

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

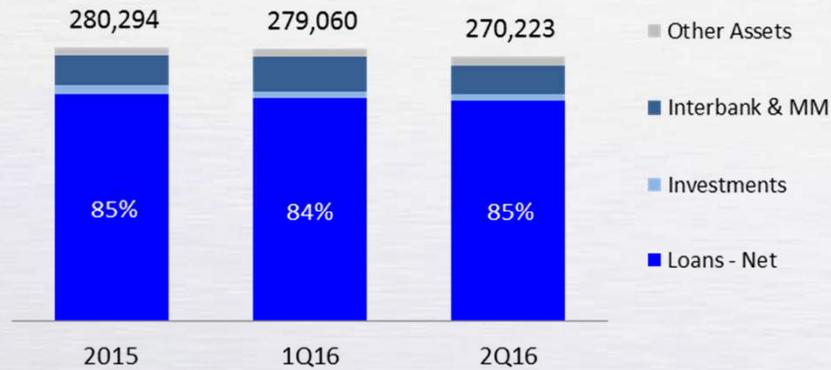


Assets and Liabilities

Assets

Unit: Million Baht

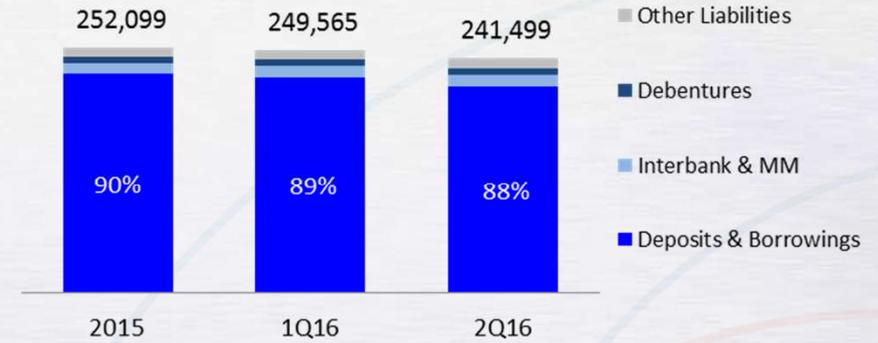
▼ 3.2% QoQ
▼ 3.6% YTD



Liabilities

Unit: Million Baht

▼ 3.2% QoQ
▼ 4.2% YTD



Unit : Million Baht	2015	1Q16	2Q16	% QoQ	% YTD
Loans - Net	238,260	233,166	230,833	(1.0)	(3.1)
Allowance	(6,168)	(6,389)	(6,792)	6.3	10.1
Investments	8,617	7,195	7,478	3.9	(13.2)
Interbank & MM	31,163	36,657	28,870	(21.2)	(7.4)
Other Assets	8,423	8,431	9,836	16.7	16.8
Total Assets	280,294	279,060	270,223	(3.2)	(3.6)

Unit : Million Baht	2015	1Q16	2Q16	% QoQ	% YTD
Deposits & Borrowings	226,220	221,247	212,404	(4.0)	(6.1)
Interbank & MM	10,030	12,304	11,361	(7.7)	13.3
Debentures	6,643	6,643	6,643	-	-
Other Liabilities	9,206	9,371	11,091	18.4	20.5
Total Liabilities	252,099	249,565	241,499	(3.2)	(4.2)
Retained Earnings	17,689	18,946	18,157	(4.2)	2.6
Total Equities	28,194	29,495	28,724	(2.6)	1.9

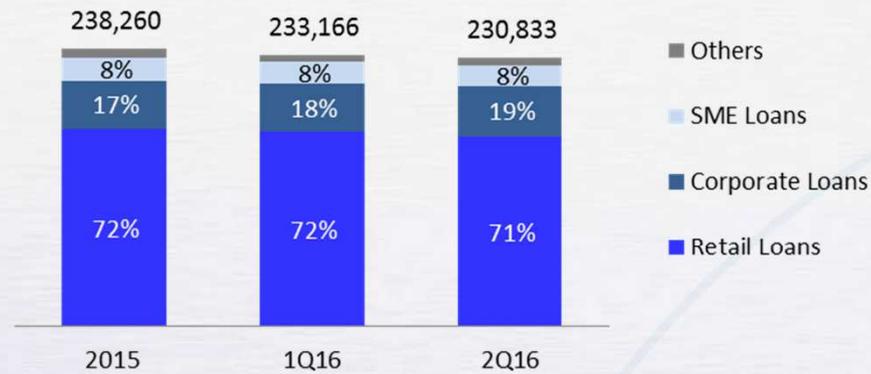


Loan Portfolio

Total Loan Portfolio

Unit: Million Baht

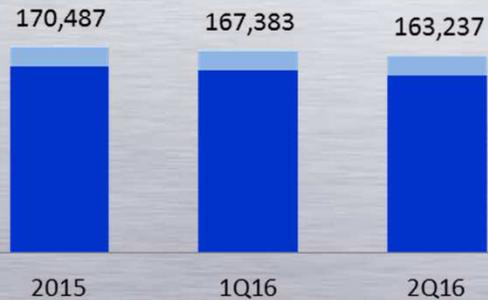
▼ 1.0% QoQ
▼ 3.1% YTD



Retail Loans

Unit: Million Baht

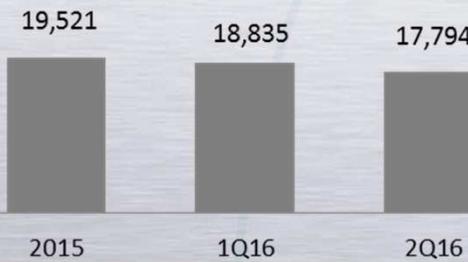
▼ 2.5% QoQ
▼ 4.3% YTD



SME Loans

Unit: Million Baht

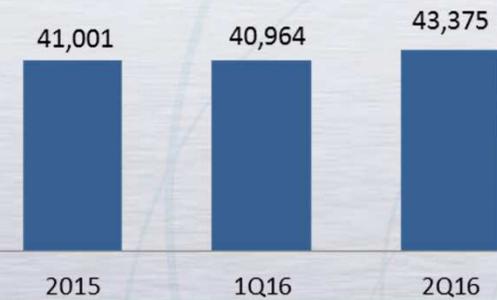
▼ 5.5% QoQ
▼ 8.8% YTD



Corporate Loans

Unit: Million Baht

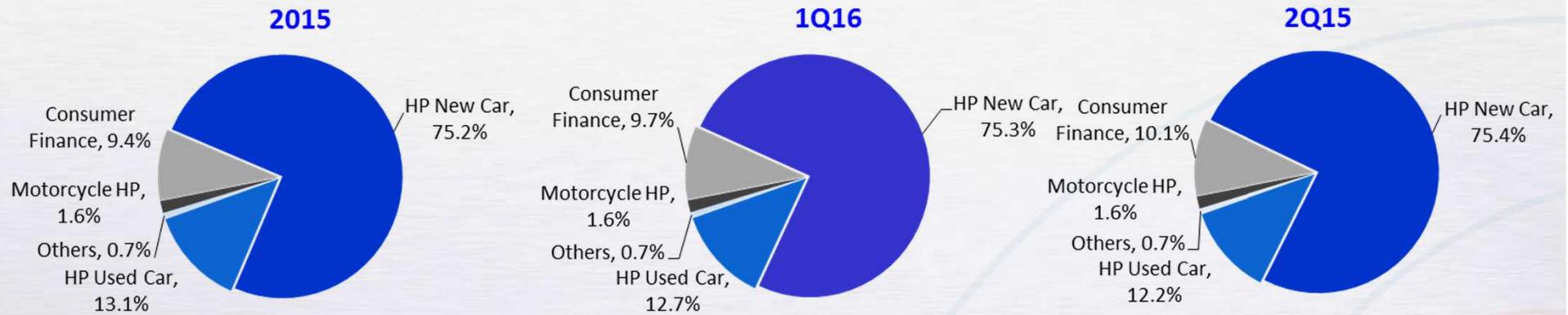
▲ 5.9% QoQ
▲ 5.8% YTD





Retail Loan Portfolio

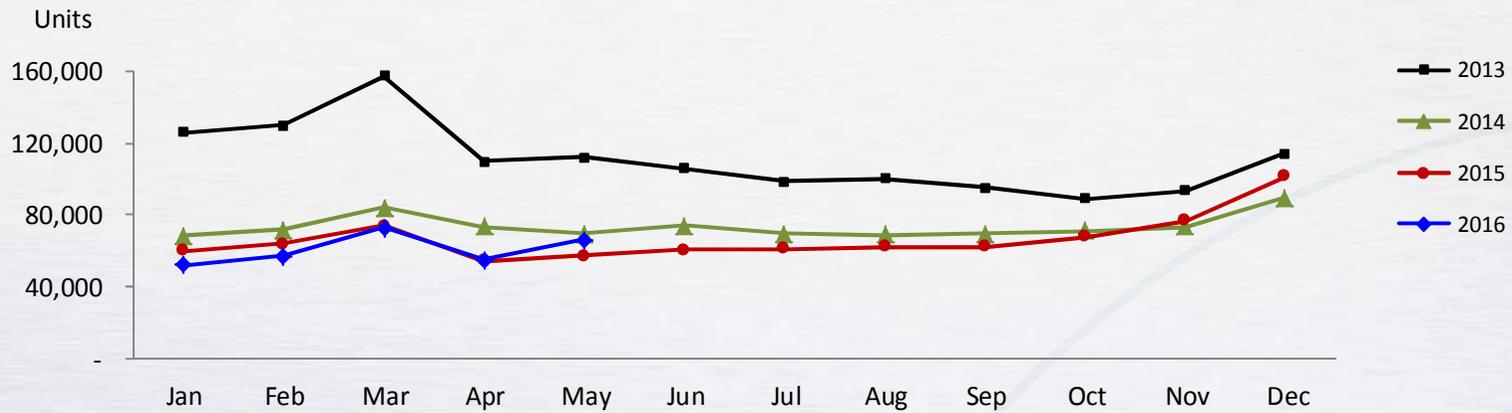
Retail Loan Breakdown



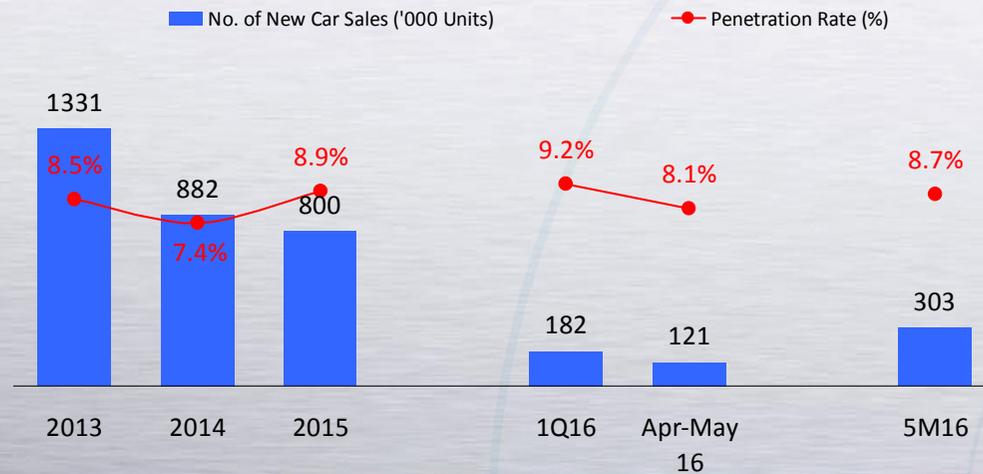


Industry Car Sales and Penetration Rate

Industry New Car Sales



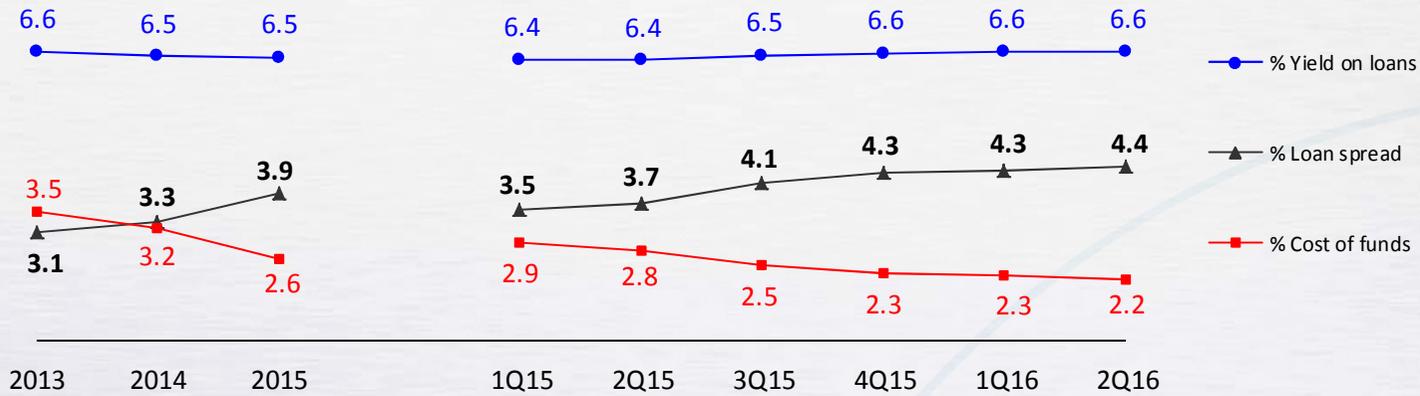
TISCO Auto HP Penetration Rate





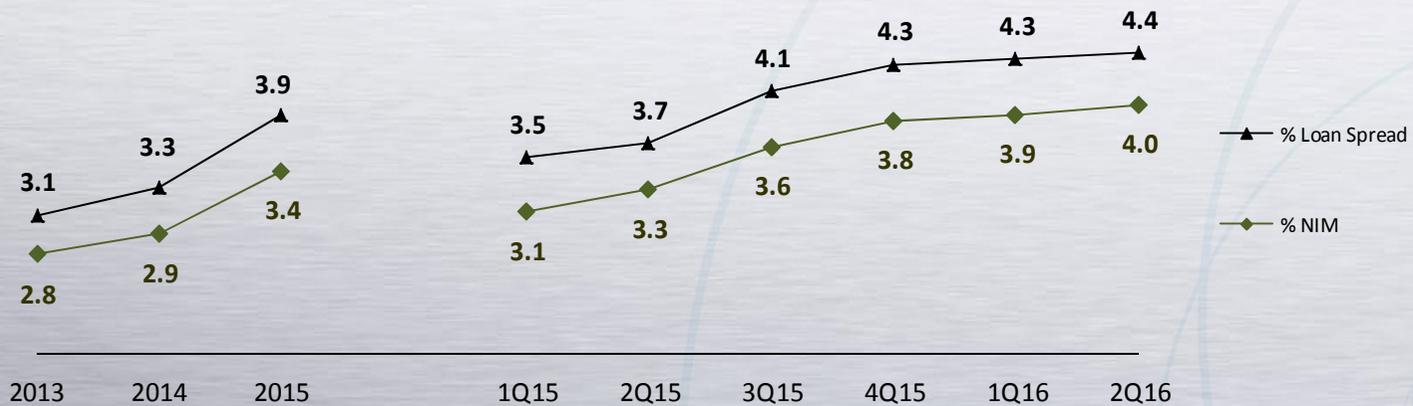
Loan Spread and Net Interest Margin

Yield on Loans and Cost of Funds



Remark: Cost of funds include contributions to FIDF and DPA

Loan Spread and Net Interest Margin

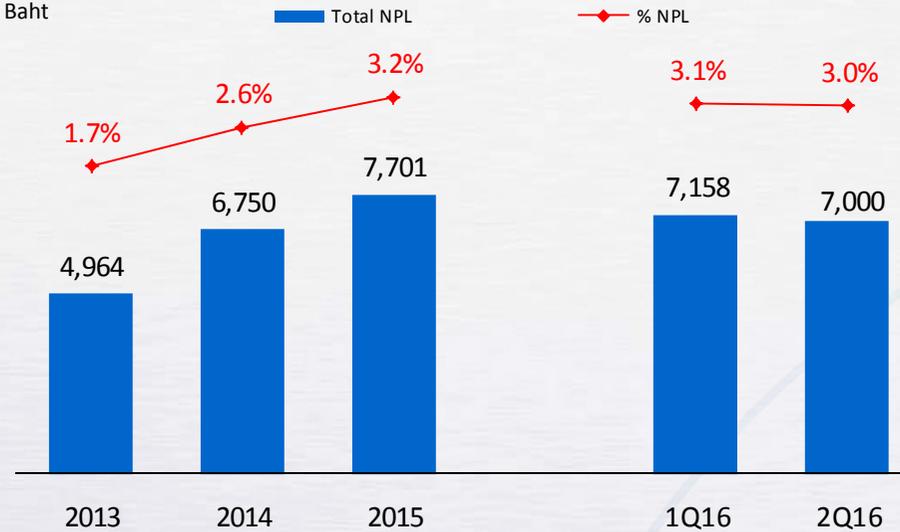




Asset Quality

NPL and NPL Ratio

Unit: Million Baht



NPL by Loan Type	2015		1Q16		2Q16	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	1,189	2.9	1,210	3.0	1,239	2.9
SME	405	2.1	493	2.6	488	2.7
Hire Purchase	5,404	3.5	4,807	3.2	4,618	3.2
Mortgage	82	6.7	66	5.9	77	7.2
Others	622	2.7	582	2.6	577	2.5
Total NPL	7,701	3.23	7,158	3.07	7,000	3.03

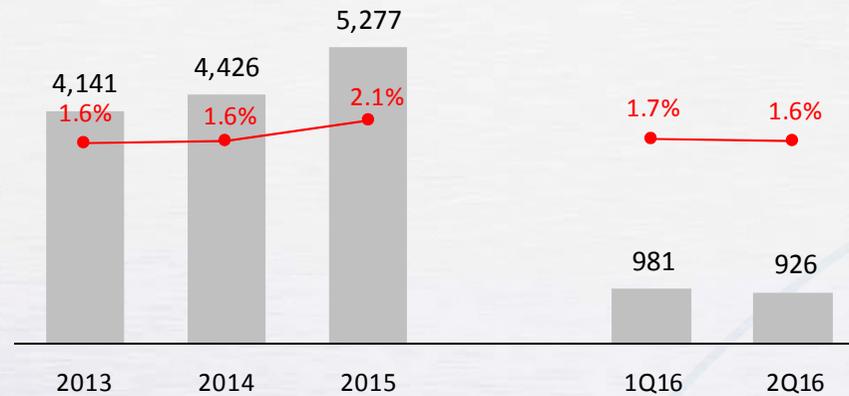


Provisions

Provision Expense and Credit Cost

Unit: Million Baht

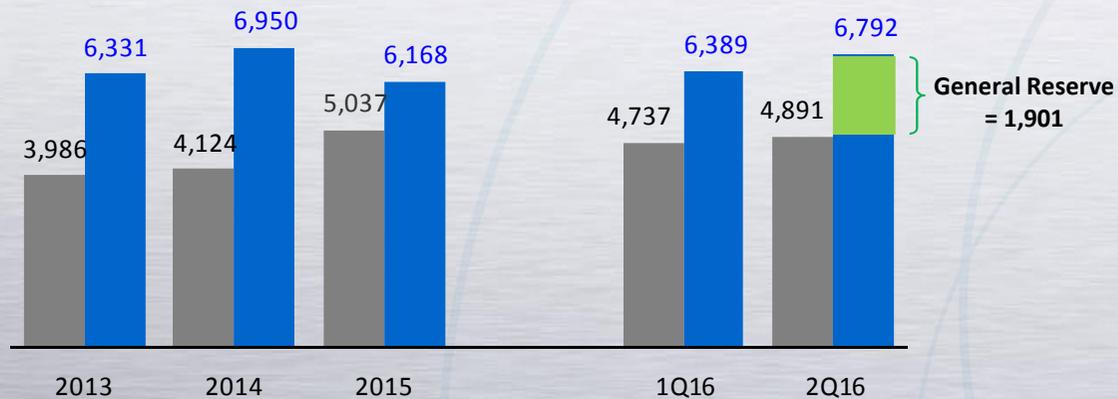
■ Provision expense (Million Baht) ● % Credit cost



Minimum Required Provision vs Actual Provision

Unit: Million Baht

■ Minimum Required Provision ■ Actual Provision



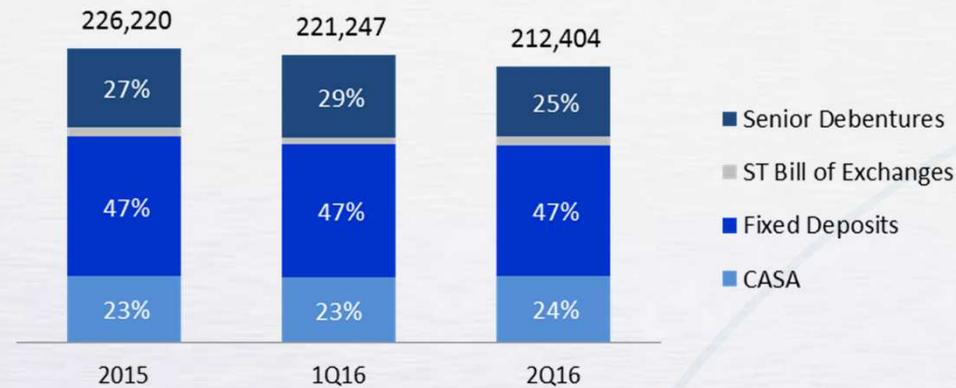


Deposits

Total Deposits & Bill of Exchanges

Unit: Million Baht

▼ 4.0% QoQ
▼ 6.1% YTD



Unit : Million Baht	2015	1Q16	2Q16	% QoQ	% YTD
Current	3,122	3,971	3,121	(21.4)	(0.0)
Savings	48,272	45,941	48,330	5.2	0.1
Fixed Deposits	106,950	102,961	100,550	(2.3)	(6.0)
Short-Term Bill of Exchanges	6,937	4,987	6,387	28.1	(7.9)
Senior Debentures	60,939	63,387	54,016	(14.8)	(11.4)
Total Deposits & Borrowings	226,220	221,247	212,404	(4.0)	(6.1)
Subordinated Debentures	6,643	6,643	6,643		
% LDR to Total Deposits & Borrowings	105.3	105.4	108.7		



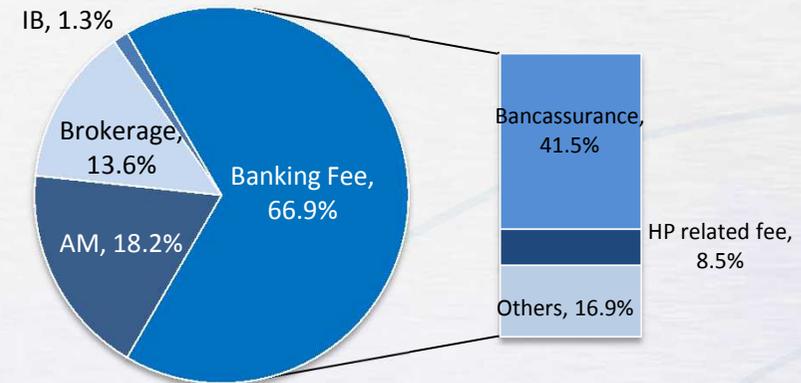
Non-Interest Income

Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income Breakdown



Unit : Million Baht	2Q15	1Q16	2Q16	% QoQ	% YoY	1H15	1H16	% YoY
Banking Fee*	872	973	900	(7.5)	3.3	1,753	1,874	6.9
Asset Management Fee	311	251	260	3.8	(16.5)	604	511	(15.5)
Brokerage Fee	194	193	188	(2.8)	(3.5)	445	381	(14.4)
Investment Banking Fee	47	31	6	(81.0)	(87.3)	50	37	(25.9)
Non-Interest Income from Core Businesses	1,425	1,448	1,354	(6.5)	(5.0)	2,852	2,802	(1.8)
Trading Income & Incentive	54	(20)	(6)	n.a.	n.a.	167	(26)	n.a.
Share of Profit from Investment in Subsidiaries	35	20	20	2.1	(43.3)	56	39	(29.4)
Dividend Income	13	31	23	(26.1)	73.3	74	54	(26.2)
Total Non-Interest Income	1,527	1,479	1,391	(6.0)	(8.9)	3,148	2,870	(8.8)

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



Asset Management Business

TISCO Asset under Management

Unit: Million Baht

Rank #10 ▲ 1.7% QoQ
▲ 1.5% YTD



Provident Fund

Unit: Million Baht

Rank #3 ▲ 2.7% QoQ
▲ 5.3% YTD



Mutual Fund

Unit: Million Baht

Rank #15 ▲ 1.3% QoQ
▼ 1.0% YTD



Private Fund

Unit: Million Baht

Rank #8 ▼ 2.9% QoQ
▼ 12.7% YTD

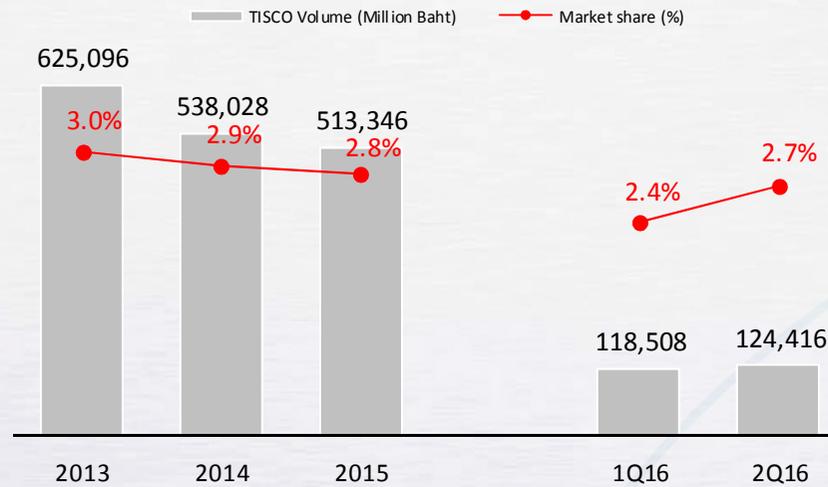


*Remark: Market Share and Rankings as of May 2016

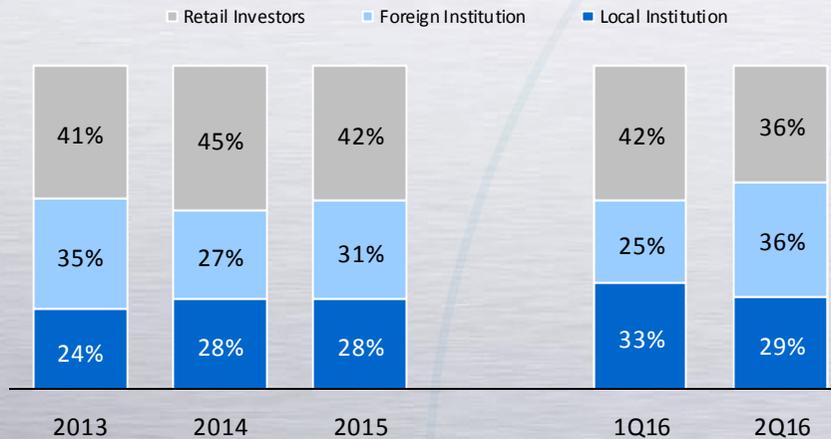


Brokerage Business

TISCO Trading Volume and Market Share



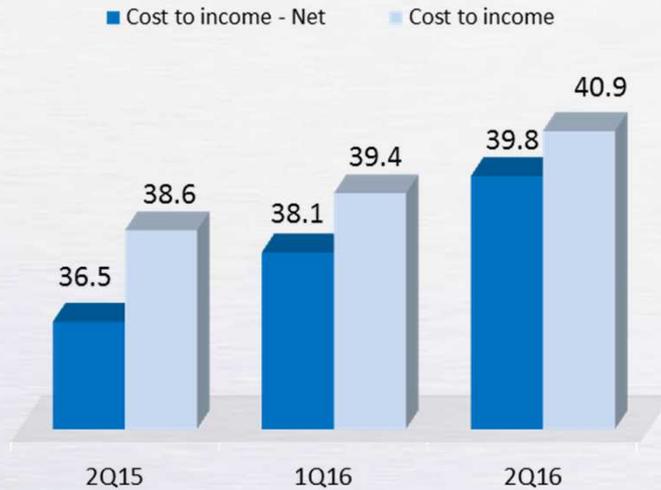
TISCO Trading Volume by Customer



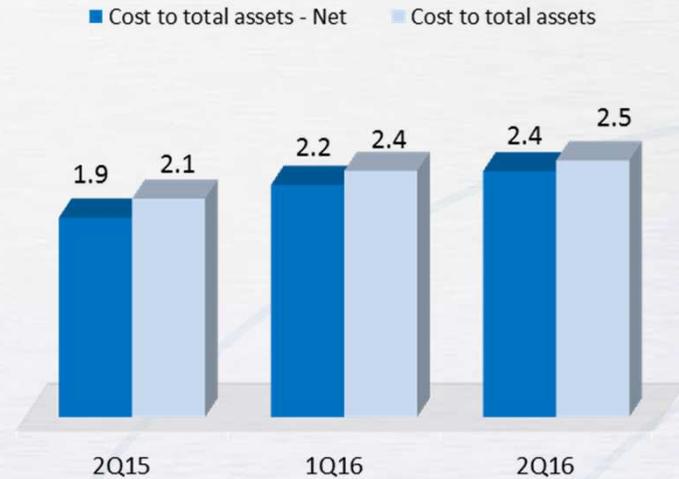


Operating Expenses

Cost to Income Ratio



Cost to Total Assets Ratio



Unit : Million Baht	2Q15	1Q16	2Q16	% QoQ	% YoY	1H15	1H16	% YoY
Employees' Expenses	889	1,068	1,059	(0.8)	19.1	1,879	2,127	13.2
Premises & Equipment Expenses	237	226	233	3.0	(1.7)	468	458	(2.1)
Taxes & Duties	53	51	52	3.6	(1.4)	109	103	(5.2)
Other Expenses*	255	222	261	17.5	2.5	478	484	1.1
Total Operating Expenses	1,434	1,566	1,605	2.5	12.0	2,934	3,171	8.1

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



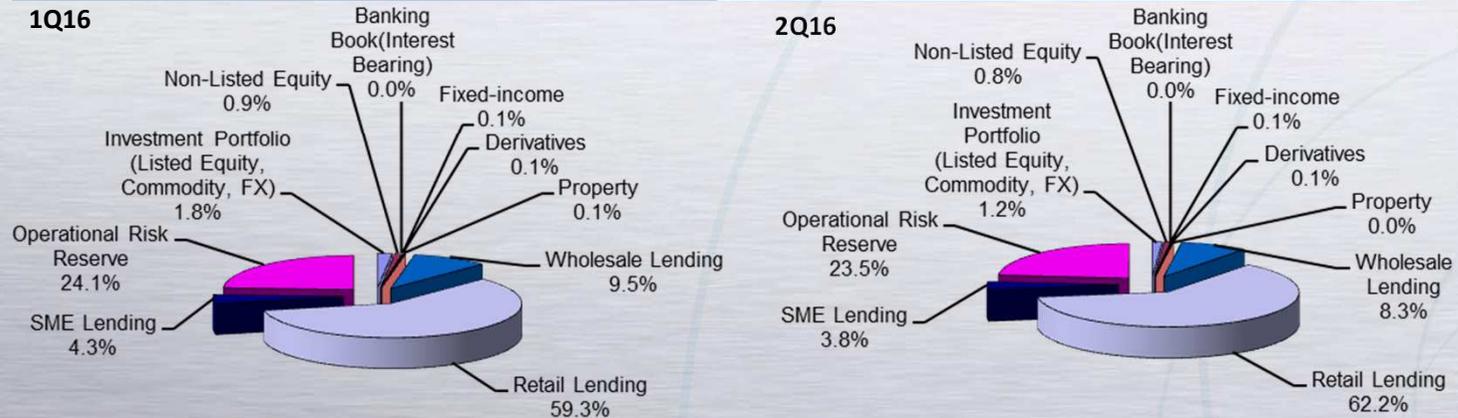
Capital Adequacy

Capital Adequacy Ratio of TISCO Bank



*Remark: Projected Figures

Risk-Based Capital Exposure



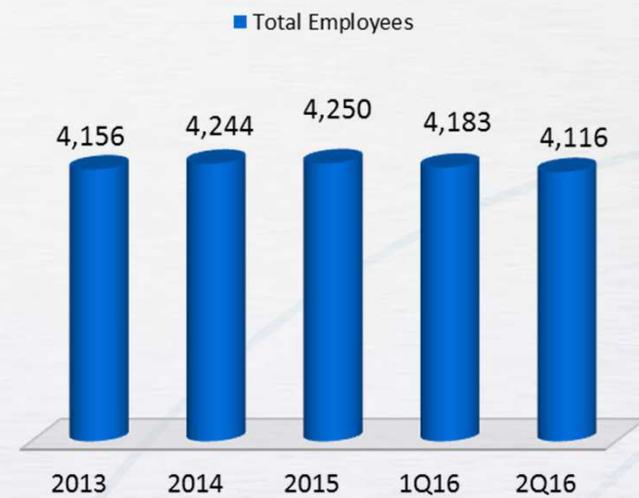


Employees and Branch Network

Total Branch Network



Total TISCO Employees



*Remark: Loan Office included Mobile Branches





Disclaimer

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CISCO

WEALTH OF POSSIBILITIES