

TISCO

TISCO Financial Group Public Co., Ltd.

Analyst Meeting 1Q2017

April 18, 2017





1Q2017 Financial Results



Consolidated Income Statements

Unit : Million Baht	1Q16	4Q16	1Q17	% QoQ	% YoY
Interest Income	4,067	3,978	3,925	(1.3)	(3.5)
Interest Expenses	(1,374)	(1,199)	(1,161)	(3.1)	(15.5)
Net Interest Income	2,692	2,780	2,764	(0.6)	2.7
Fee & Service Income	1,339	1,358	1,512	11.4	12.9
Fee & Service Expenses	(58)	(63)	(61)	(3.9)	4.9
Other Operating Income*	140	221	185	(16.5)	31.7
Total Non-Interest Income	1,421	1,516	1,636	7.9	15.1
Total Income	4,114	4,296	4,400	2.4	7.0
Operating Expenses*	(1,566)	(1,718)	(1,798)	4.7	14.8
PPOP	2,547	2,578	2,602	0.9	2.2
Provisions	(981)	(974)	(753)	(22.7)	(23.3)
Pre-tax Profit	1,566	1,604	1,850	15.3	18.1
Income Tax	(309)	(306)	(351)	14.8	13.6
Net Profit	1,255	1,293	1,491	15.3	18.8
<i>EPS (Baht)</i>	<i>1.57</i>	<i>1.62</i>	<i>1.86</i>		
<i>ROAE (%)</i>	<i>17.5</i>	<i>16.9</i>	<i>18.6</i>		

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



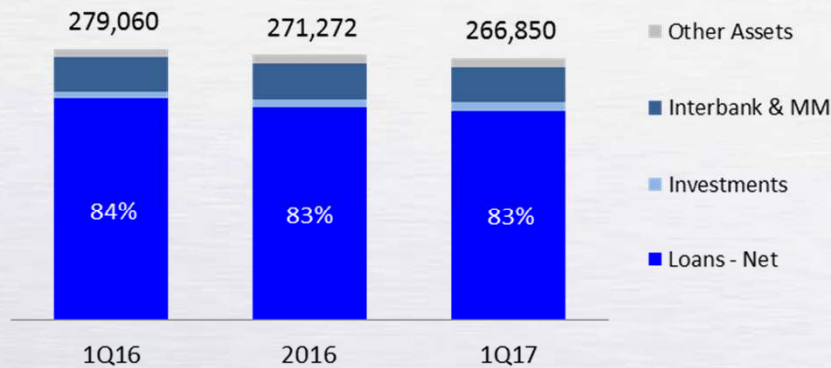
Assets and Liabilities

Assets

Unit: Million Baht

▼ 1.6% QoQ

▼ 4.4% YoY

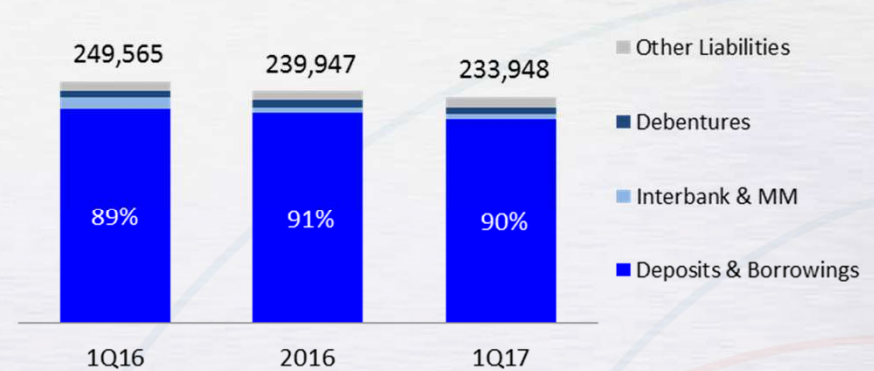


Liabilities

Unit: Million Baht

▼ 2.5% QoQ

▼ 6.3% YoY



Unit : Million Baht	1Q16	2016	1Q17	% QoQ	% YoY
Loans - Net	233,166	224,934	220,523	(2.0)	(5.4)
Allowance	(6,389)	(7,984)	(8,560)	7.2	34.0
Investments	7,195	7,632	9,236	21.0	28.4
Interbank & MM	36,657	38,067	36,466	(4.2)	(0.5)
Other Assets	8,431	8,623	9,186	6.5	9.0
Total Assets	279,060	271,272	266,850	(1.6)	(4.4)

Unit : Million Baht	1Q16	2016	1Q17	% QoQ	% YoY
Deposits & Borrowings	221,247	218,073	211,033	(3.2)	(4.6)
Interbank & MM	12,304	5,197	5,242	0.9	(57.4)
Debentures	6,643	7,323	7,323	-	10.2
Other Liabilities	9,371	9,354	10,350	10.6	10.4
Total Liabilities	249,565	239,947	233,948	(2.5)	(6.3)
Retained Earnings	18,946	20,753	22,246	7.2	17.4
Total Equities	29,495	31,326	32,903	5.0	11.6

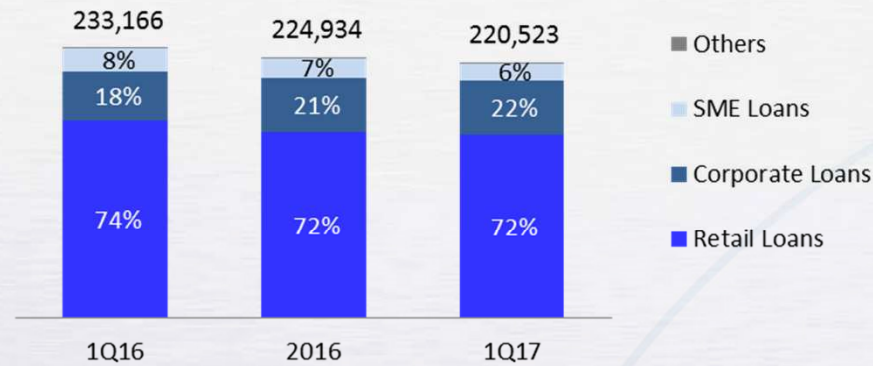


Loan Portfolio

Total Loan Portfolio

Unit: Million Baht

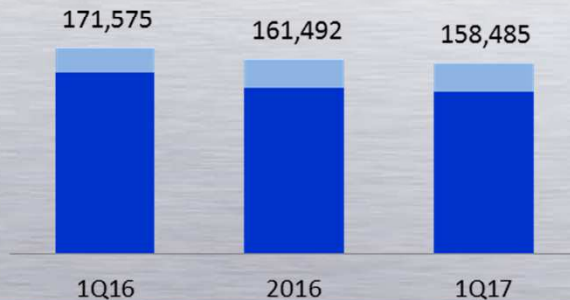
▼ 2.0% QoQ
▼ 5.4% YoY



Retail Loans

Unit: Million Baht

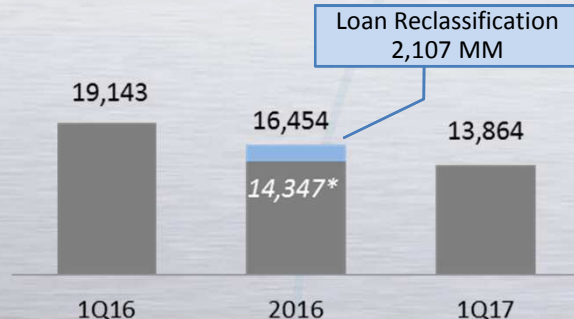
▼ 1.9% QoQ



SME Loans

Unit: Million Baht

▼ 15.7% QoQ
▼ 3.4% QoQ*



Corporate Loans

Unit: Million Baht

▲ 2.1% QoQ
▼ 2.3% QoQ*

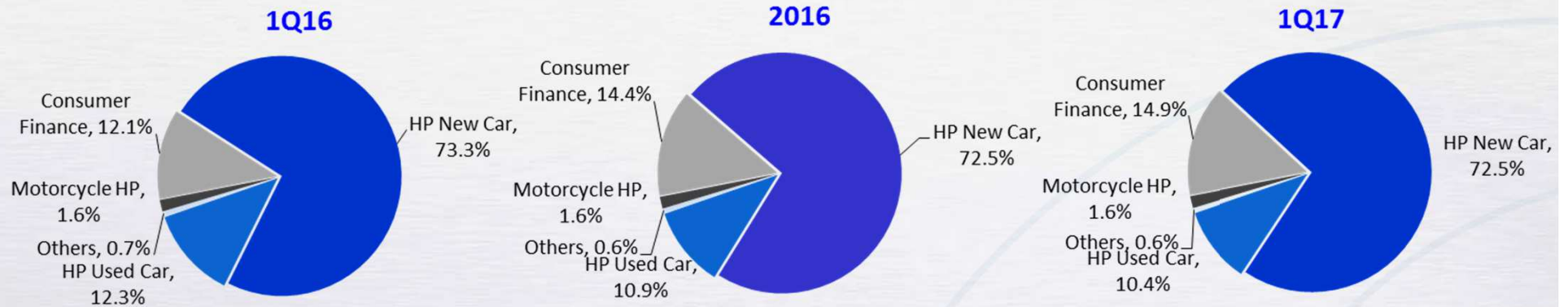


* Without loan reclassification, SME loans and corporate loans were decreased by 3.4% and 2.3% (QoQ) respectively 5



Retail Loan Portfolio

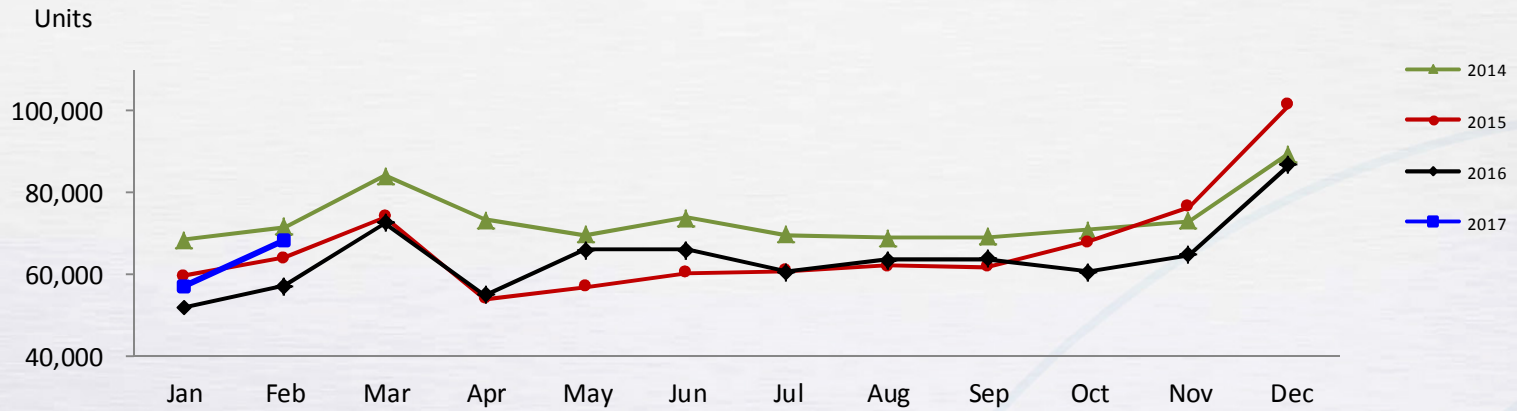
Retail Loan Breakdown



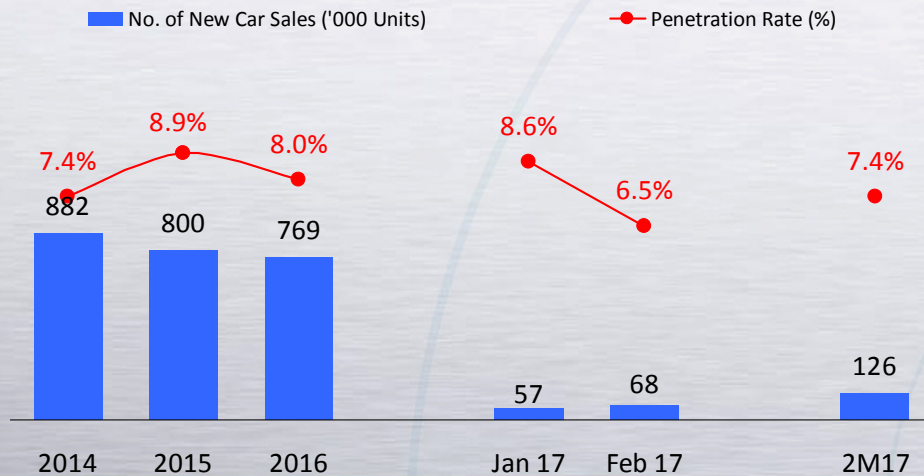


Industry Car Sales and Penetration Rate

Industry New Car Sales



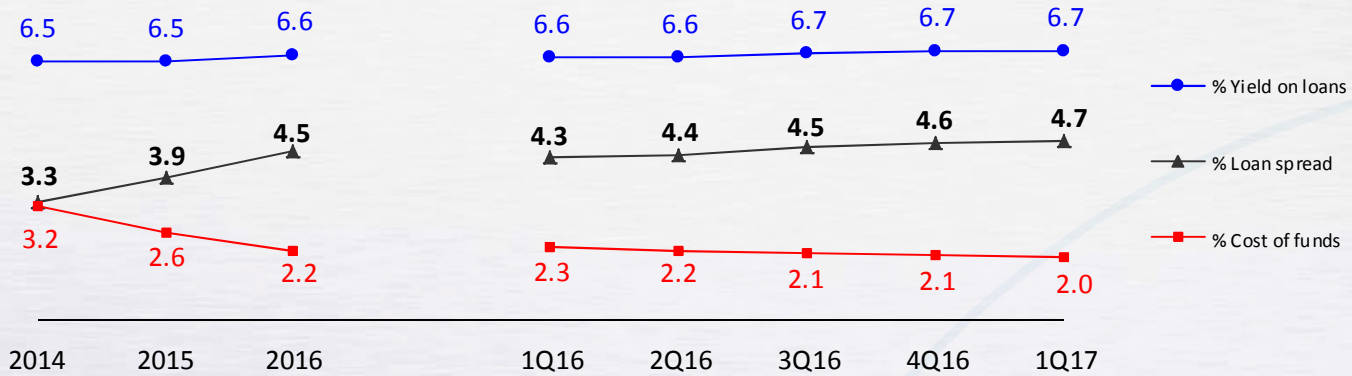
TISCO Auto HP Penetration Rate





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

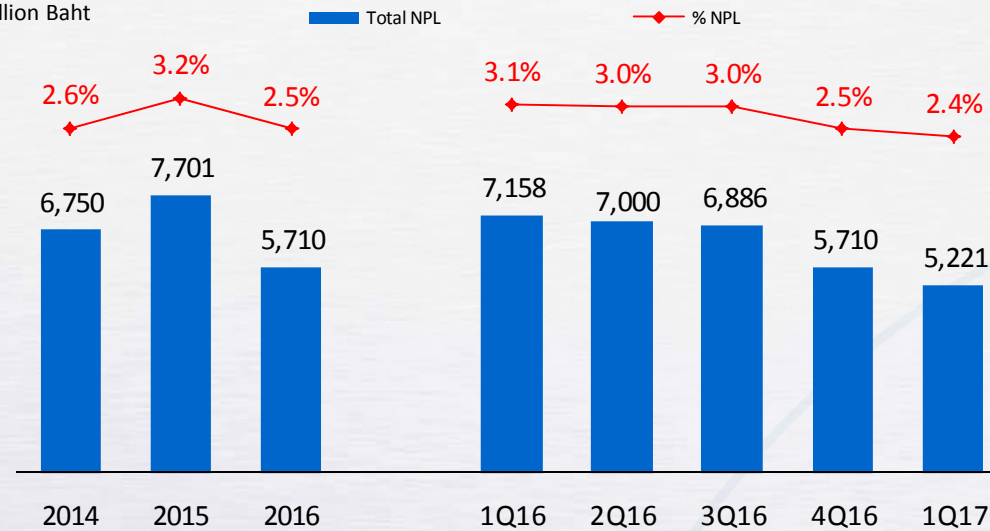




Asset Quality

NPL and NPL Ratio

Unit: Million Baht



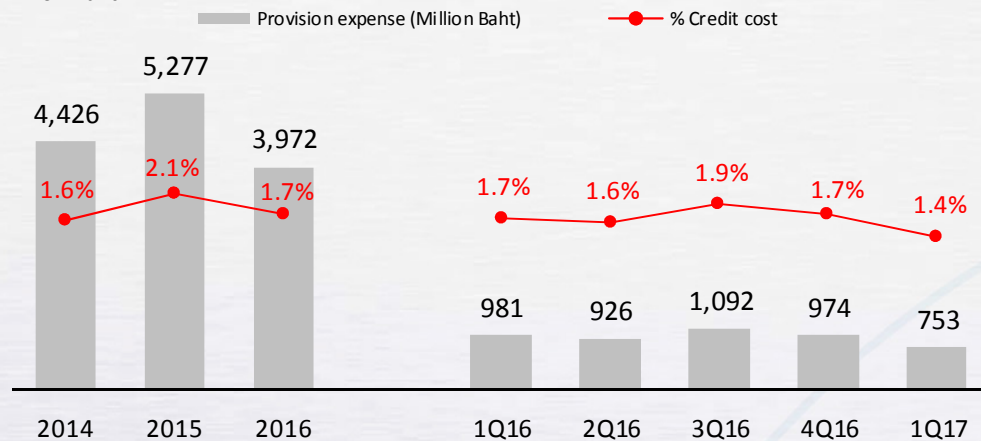
NPL by Loan Type	1Q16		2016		1Q17	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	1,210	2.9	412	0.9	383	0.8
SME	493	2.6	595	3.6	554	4.0
Hire Purchase	4,807	3.2	4,043	2.9	3,637	2.7
Mortgage	66	5.9	91	9.3	83	8.8
Others	582	2.8	569	2.4	564	2.3
Total NPL	7,158	3.07	5,710	2.54	5,221	2.37



Provisions

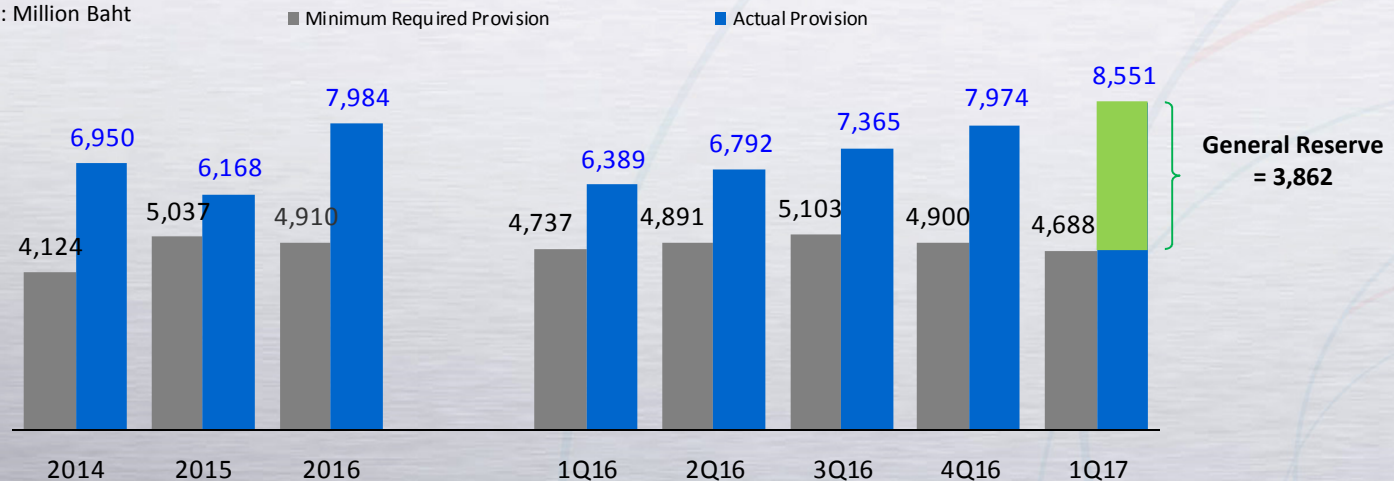
Provision Expense and Credit Cost

Unit: Million Baht



Minimum Required Provision vs Actual Provision

Unit: Million Baht



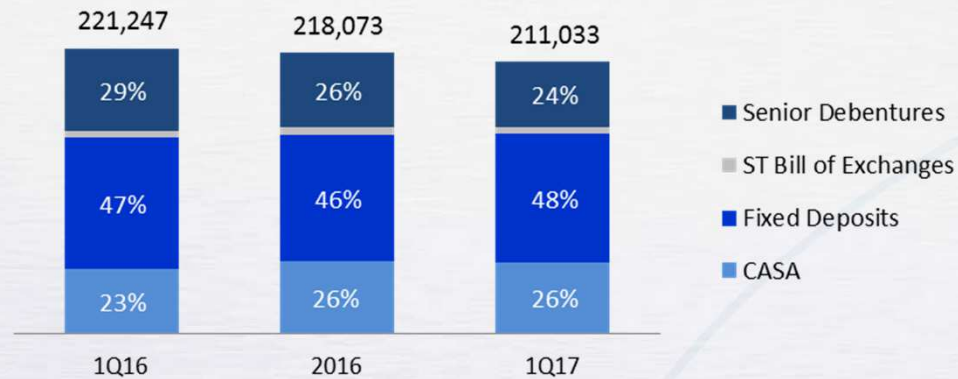


Deposits

Total Deposits & Bill of Exchanges

Unit: Million Baht

▼ 3.2% QoQ
▼ 4.6% YoY



Unit : Million Baht	1Q16	2016	1Q17	% QoQ	% YoY
Current	3,971	3,691	3,019	(18.2)	(24.0)
Savings	45,941	51,928	51,625	(0.6)	12.4
Fixed Deposits	102,961	99,449	101,355	1.9	(1.6)
Short-Term Bill of Exchanges	4,987	5,967	4,957	(16.9)	(0.6)
Senior Debentures	63,387	57,039	50,077	(12.2)	(21.0)
Total Deposits & Borrowings	221,247	218,073	211,033	(3.2)	(4.6)
Subordinated Debentures	6,643	7,323	7,323		
% LDR to Total Deposits & Borrowings	105.4	103.1	104.5		



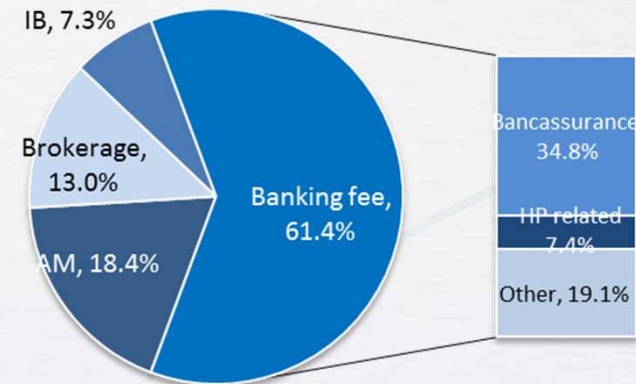
Non-Interest Income

Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income Breakdown



Unit : Million Baht	1Q16	4Q16	1Q17	% QoQ	% YoY
Banking Fee*	973	974	1,006	3.2	3.4
Asset Management Basic Fee	251	276	301	9.0	20.1
Brokerage Fee	193	199	213	7.2	10.5
Investment Banking Fee	31	8	120	1,313.6	281.5
Non-Interest Income from Core Businesses	1,448	1,458	1,640	12.5	13.2
Trading Income & Incentive	(20)	51	(1)	(102.9)	(92.4)
Share of Profit from Investment in Subsidiaries	20	70	27	(61.0)	39.5
Dividend Income	31	-	32	n.a.	2.5
Total Non-Interest Income	1,479	1,579	1,697	7.5	14.7

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



Asset Management Business

TISCO Asset under Management

Unit: Million Baht



Rank #9

▲ 9.7% QoQ

▲ 18.9% YoY

- Private Fund
- Mutual Fund
- Provident Fund

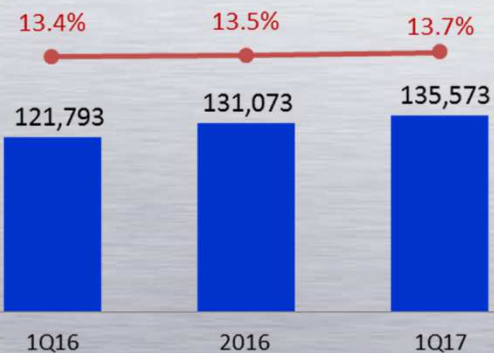
Provident Fund

Unit: Million Baht

Rank #3

▲ 3.4% QoQ

▲ 11.3% YoY



Mutual Fund

Unit: Million Baht

Rank #15

▲ 10.1% QoQ

▲ 19.2% YoY



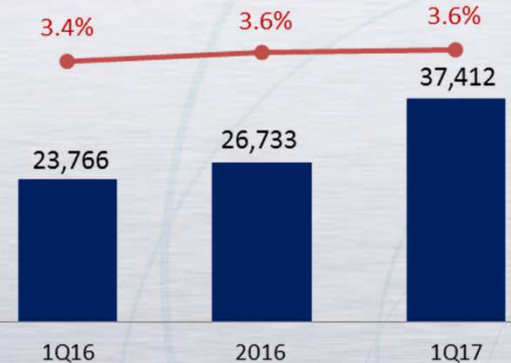
Private Fund

Unit: Million Baht

Rank #8

▲ 39.9% QoQ

▲ 57.4% YoY

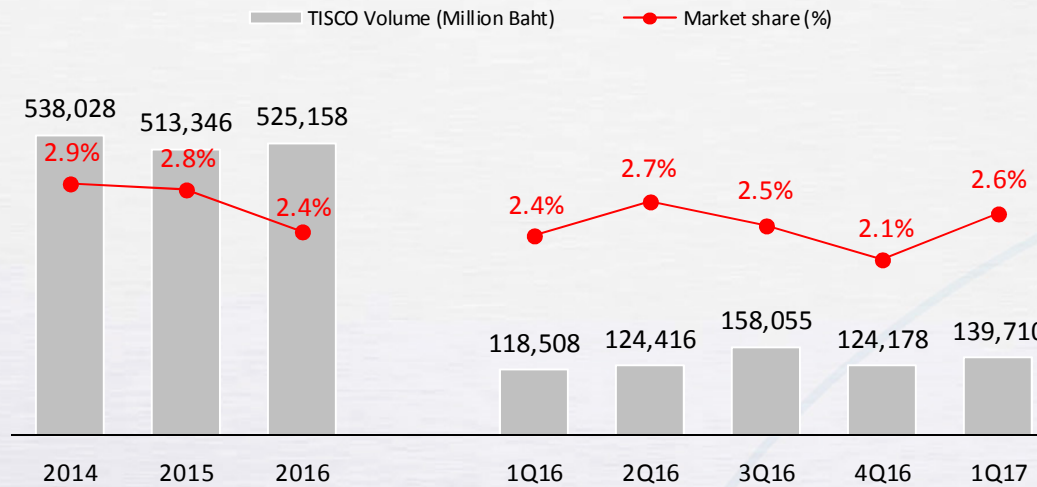


*Remark: Market Share and Rankings as of February 2017

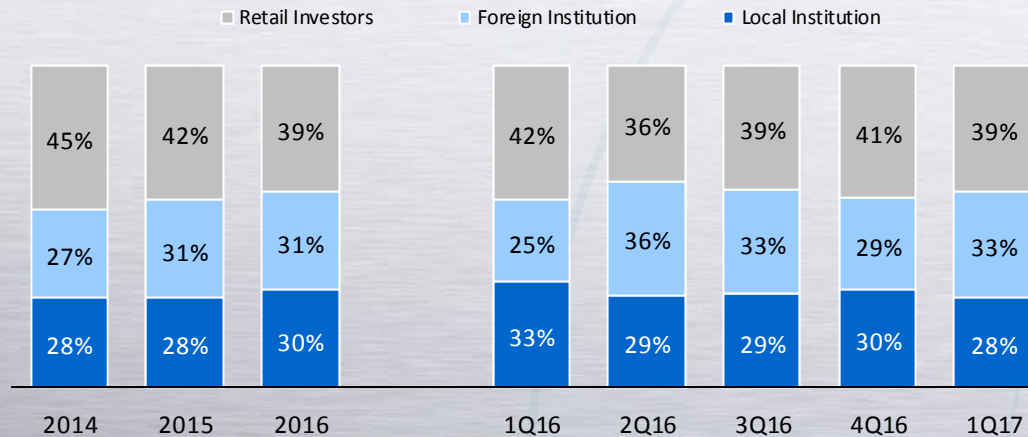


Brokerage Business

TISCO Trading Volume and Market Share



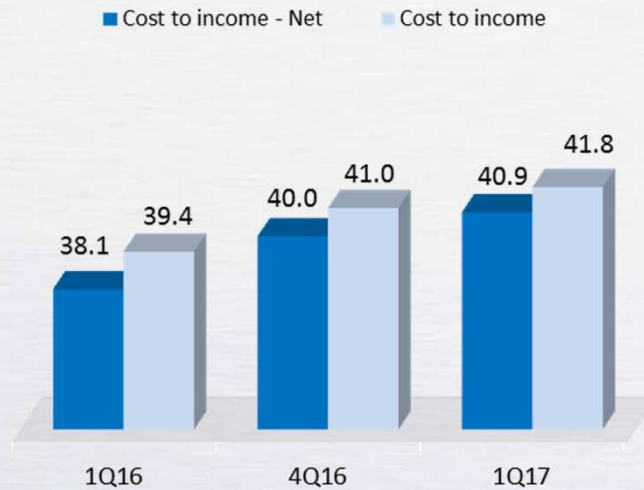
TISCO Trading Volume by Customer





Operating Expenses

Cost to Income Ratio



Cost to Total Assets Ratio



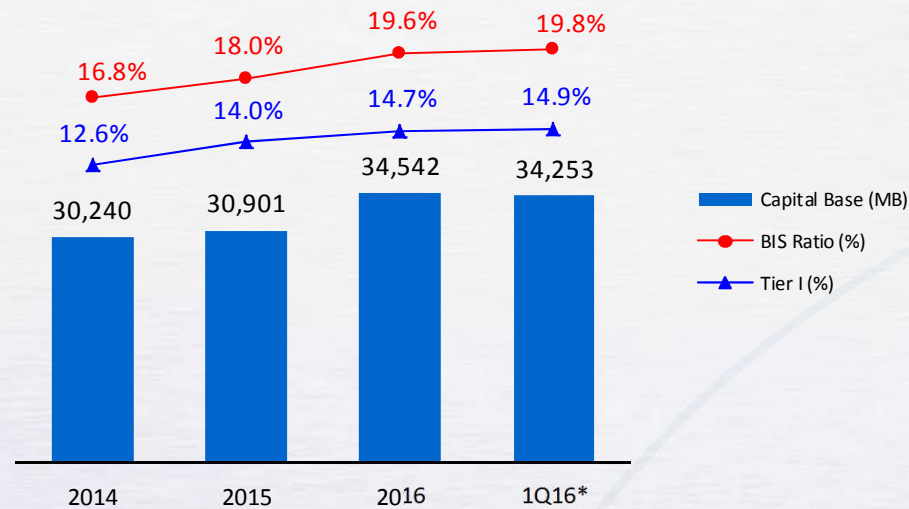
Unit : Million Baht	1Q16	4Q16	1Q17	% QoQ	% YoY
Employees' Expenses	1,068	1,096	1,248	13.8	16.9
Premises & Equipment Expenses	226	276	249	(9.7)	10.4
Taxes & Duties	51	54	55	1.8	9.1
Other Expenses*	222	292	246	(15.6)	10.7
Total Operating Expenses	1,566	1,718	1,798	4.7	14.8

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



Capital Adequacy

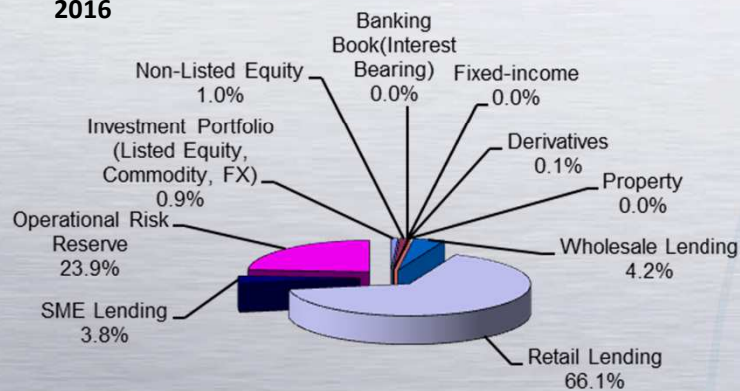
Capital Adequacy Ratio of TISCO Bank



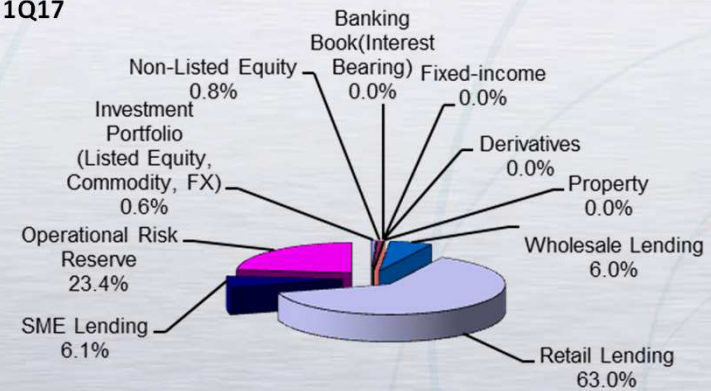
*Remark: Projected Figures

Risk-Based Capital Exposure

2016



1Q17



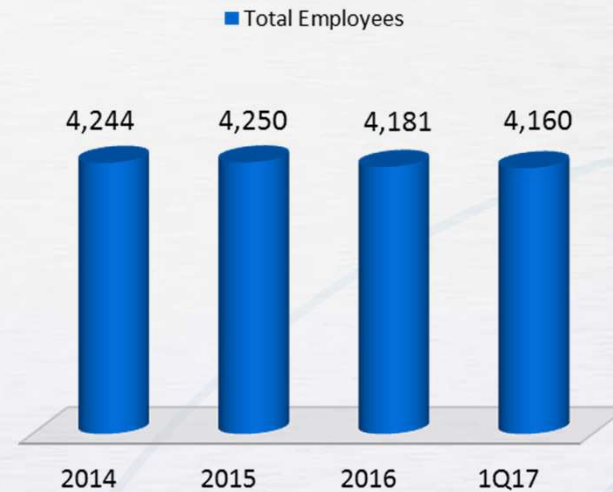


Employees and Branch Network

Total Branch Network



Total TISCO Employees



*Remark: Loan Office included Mobile Branches





Disclaimer

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Investor Relations

TISCO Financial Group Public Company Limited

48/49 TISCO Tower, North Sathorn Road

Silom, Bangrak, Bangkok 10500

Thailand

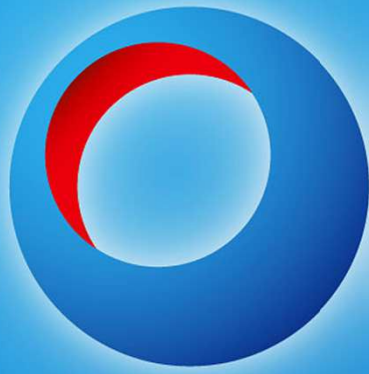
Tel: +66-2-633-6868

Fax: +66-2-633-6855

Email: ir@tisco.co.th

Website: www.tisco.co.th





CISCO

WEALTH OF POSSIBILITIES