

TISCO

TISCO Financial Group Public Co., Ltd.

Analyst Meeting FY2017

January 15, 2018



Consolidated Income Statements

Unit : Million Baht	4Q16	3Q17	4Q17	% QoQ	% YoY	2016	2017	% YoY
Interest Income	3,978	3,981	4,636	16.5	16.5	16,012	16,469	2.9
Interest Expenses	(1,199)	(1,208)	(1,278)	5.7	6.6	(5,091)	(4,815)	(5.4)
Net Interest Income	2,780	2,772	3,358	21.1	20.8	10,920	11,655	6.7
Fee & Service Income	1,358	1,536	2,003	30.4	47.6	5,397	6,401	18.6
Fee & Service Expenses	(63)	(55)	(76)	37.3	19.7	(230)	(245)	6.5
Other Operating Income*	221	225	138	(38.8)	(37.8)	670	719	7.3
Total Non-Interest Income	1,516	1,706	2,065	21.1	36.3	5,837	6,875	17.8
Total Income	4,296	4,478	5,424	21.1	26.2	16,757	18,530	10.6
Operating Expenses*	(1,718)	(1,918)	(2,231)	16.3	29.9	(6,541)	(7,756)	18.6
PPOP	2,578	2,560	3,192	24.7	23.8	10,216	10,774	5.5
Provisions	(974)	(611)	(1,234)	101.9	26.8	(3,972)	(3,140)	(20.9)
Pre-tax Profit	1,604	1,948	1,958	0.5	22.1	6,244	7,634	22.3
Income Tax	(306)	(372)	(424)	14.0	38.7	(1,220)	(1,517)	24.3
Net Profit	1,293	1,572	1,522	(3.2)	17.7	5,006	6,090	21.7
<i>EPS (Baht)</i>	<i>1.62</i>	<i>1.96</i>	<i>1.90</i>			<i>6.25</i>	<i>7.61</i>	
<i>ROAE (%)</i>	<i>16.9</i>	<i>19.5</i>	<i>18.0</i>			<i>16.9</i>	<i>18.5</i>	

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

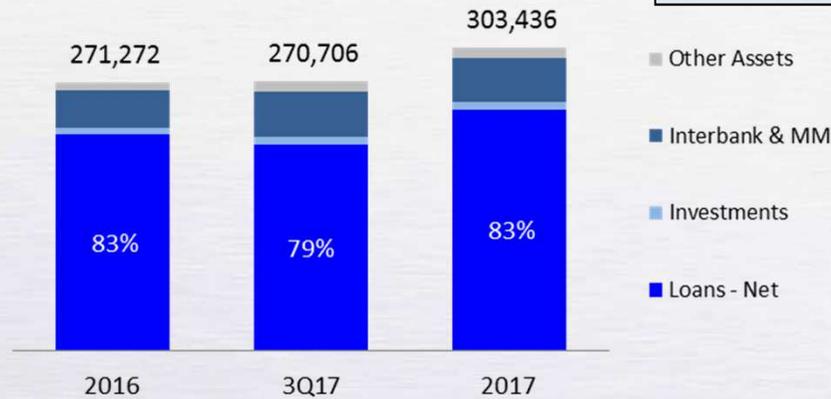


Assets and Liabilities

Assets

Unit: Million Baht

▲ 12.1% QoQ
▲ 11.9% YoY

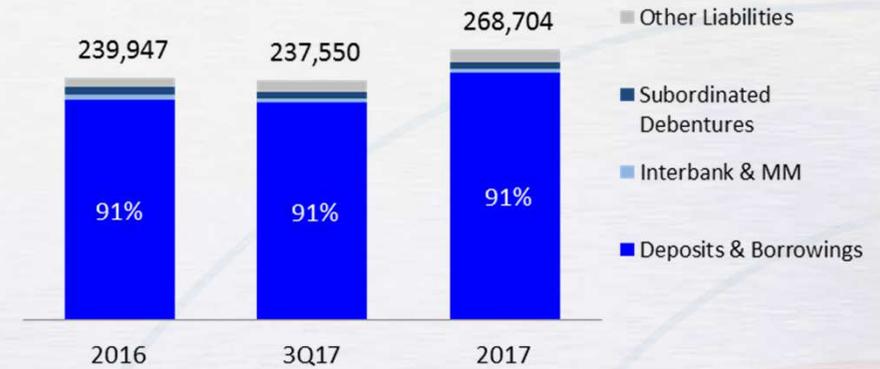


Unit : Million Baht	2016	3Q17	2017	% QoQ	% YoY
Loans - Net	224,934	215,038	251,396	16.9	11.8
Allowance	(7,984)	(9,363)	(11,483)	22.6	43.8
Investments	7,632	8,237	8,138	(1.2)	6.6
Interbank & MM	38,067	46,796	44,647	(4.6)	17.3
Other Assets	8,623	9,998	10,738	7.4	24.5
Total Assets	271,272	270,706	303,436	12.1	11.9

Liabilities

Unit: Million Baht

▲ 13.1% QoQ
▲ 12.0% YoY



Unit : Million Baht	2016	3Q17	2017	% QoQ	% YoY
Deposits & Borrowings	218,073	215,198	245,202	13.9	12.4
Interbank & MM	5,197	3,825	4,018	5.0	(22.7)
Subordinated Debentures	7,323	7,323	6,680	(8.8)	(8.8)
Other Liabilities	9,354	11,204	12,804	14.3	36.9
Total Liabilities	239,947	237,550	268,704	13.1	12.0
Retained Earnings	20,753	22,421	23,926	6.7	15.3
Total Equities	31,326	33,156	34,732	4.8	10.9



Loan Portfolio

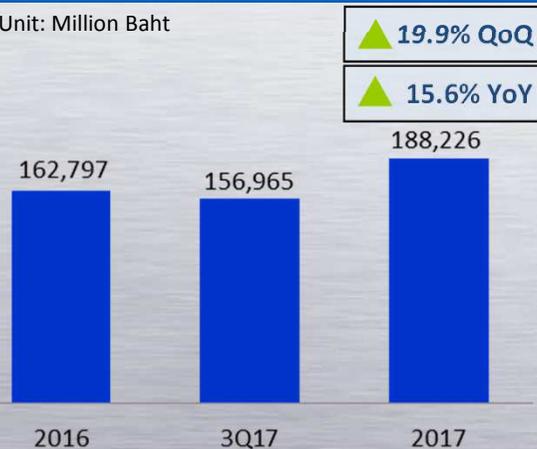
Total Loan Portfolio

Unit: Million Baht



Retail Loans

Unit: Million Baht



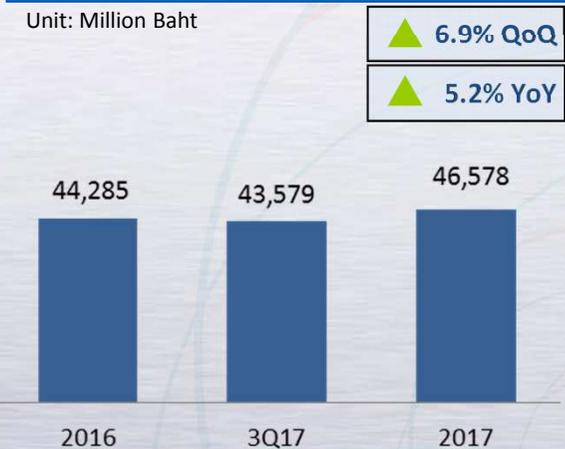
SME Loans

Unit: Million Baht



Corporate Loans

Unit: Million Baht



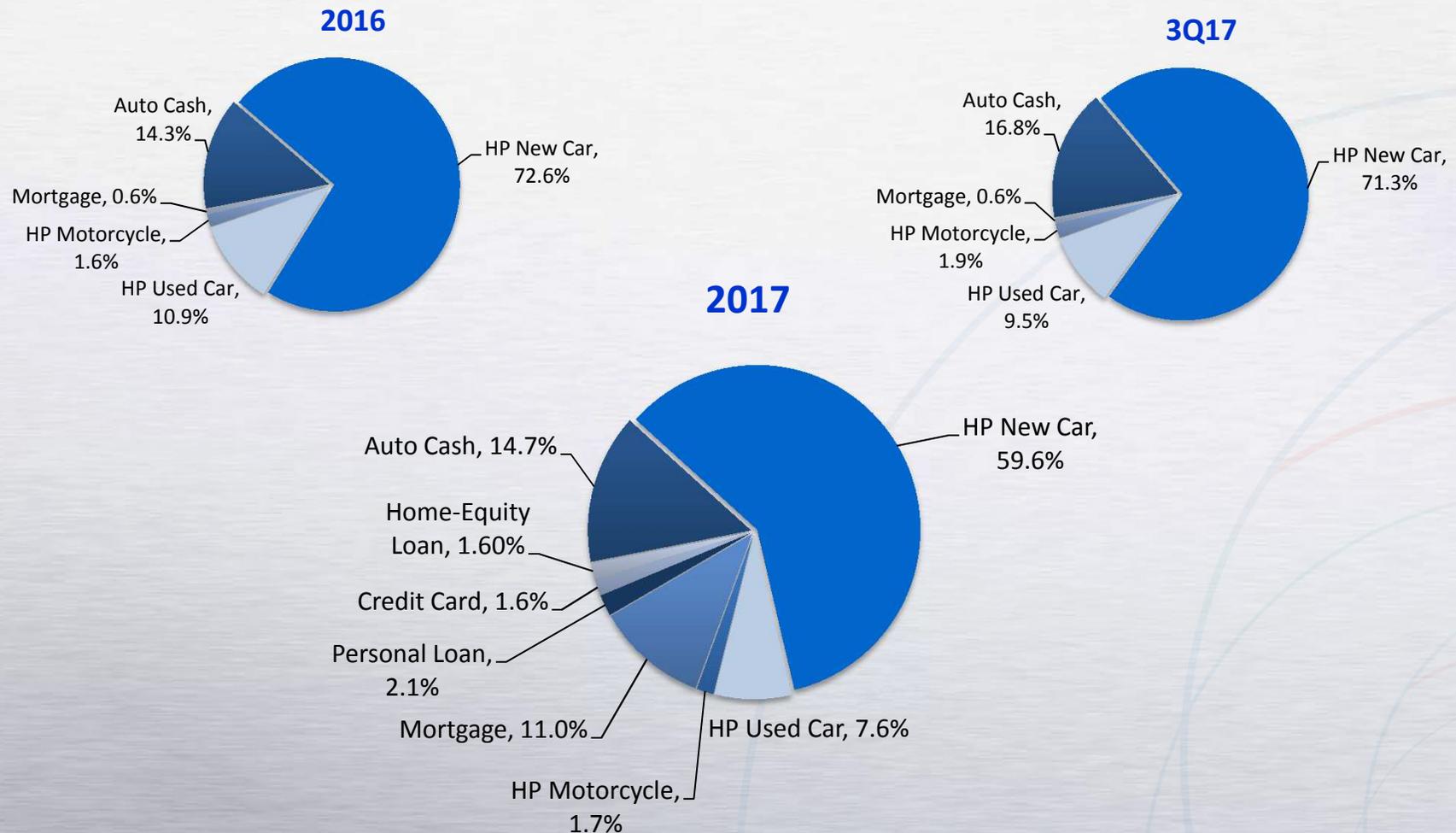
Remark: * Loan Portfolio classified with managerial purpose, including consumer loans for corporate clients into retail loans

** In the beginning of 2017, reclassified Real-Estate loans from SME to Corporate Loan amounting 2,100 MM



Retail Loan Portfolio

Retail Loan Breakdown

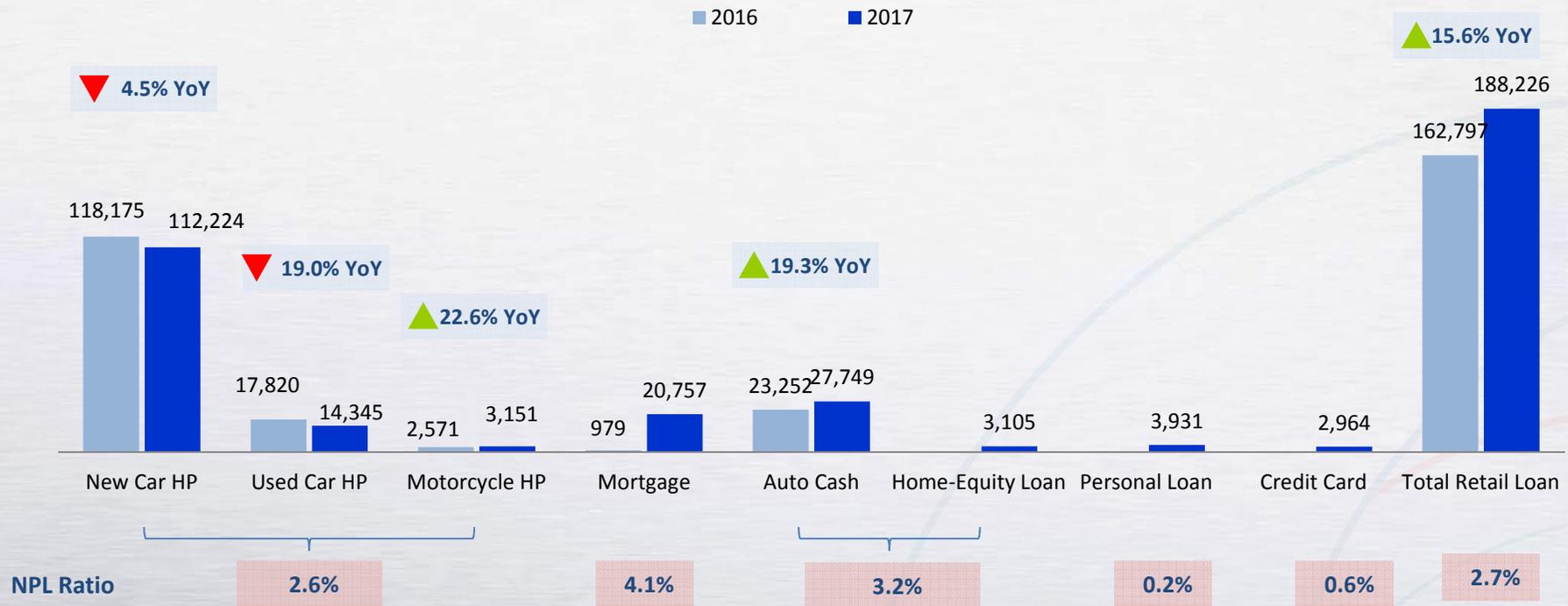


Remark: * Loan Portfolio classified with managerial purpose, including consumer loans for corporate clients into retail loans



Retail Loan Portfolio

Retail Loan Composition



Remark: * Loan Portfolio classified with managerial purpose, including consumer loans for corporate clients into retail loans



TISCO Auto Cash

Auto Cash Loan Outstanding

Unit: Million Baht



Somwang Loan Outstanding

Unit: Million Baht



Auto Cash

▲ 5.5% QoQ
▲ 19.3% YoY

Somwang

▲ 10.9% QoQ
▲ 41.9% YoY



Somwang Branches

■ BKK and vicinity ■ Provincial area

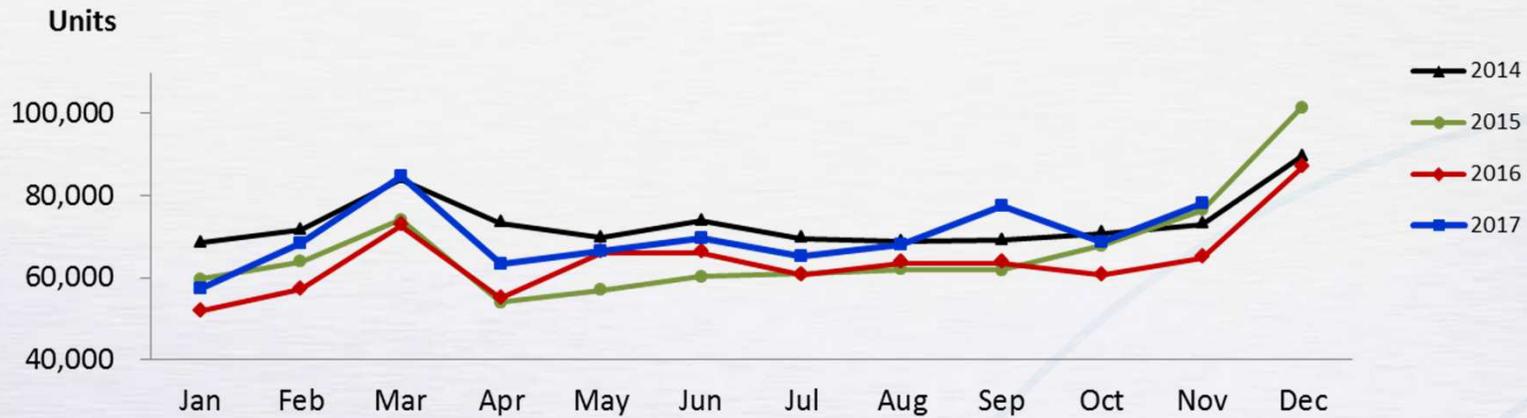


Remark: * Loan Portfolio classified with managerial purpose, including consumer loans for corporate clients into retail loans

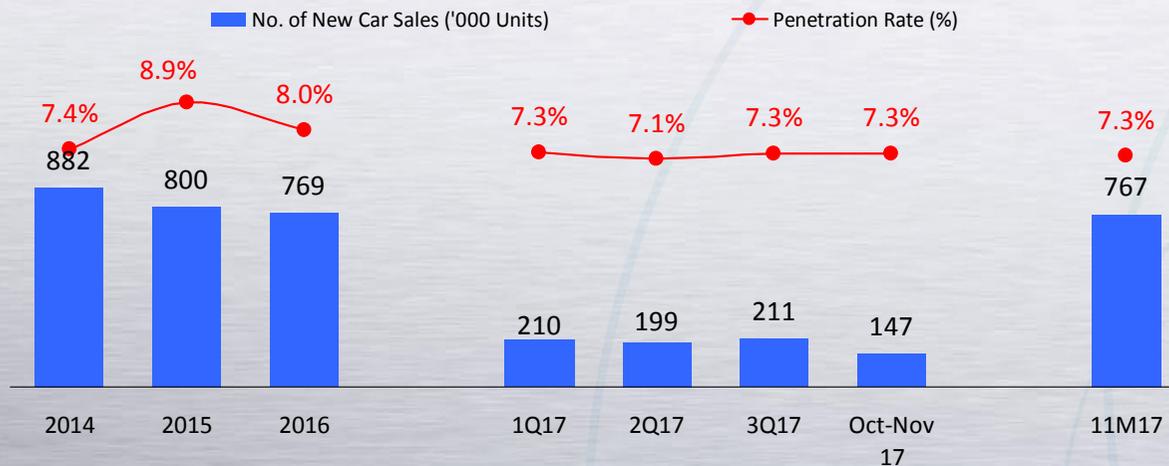


Industry Car Sales and Penetration Rate

Industry New Car Sales



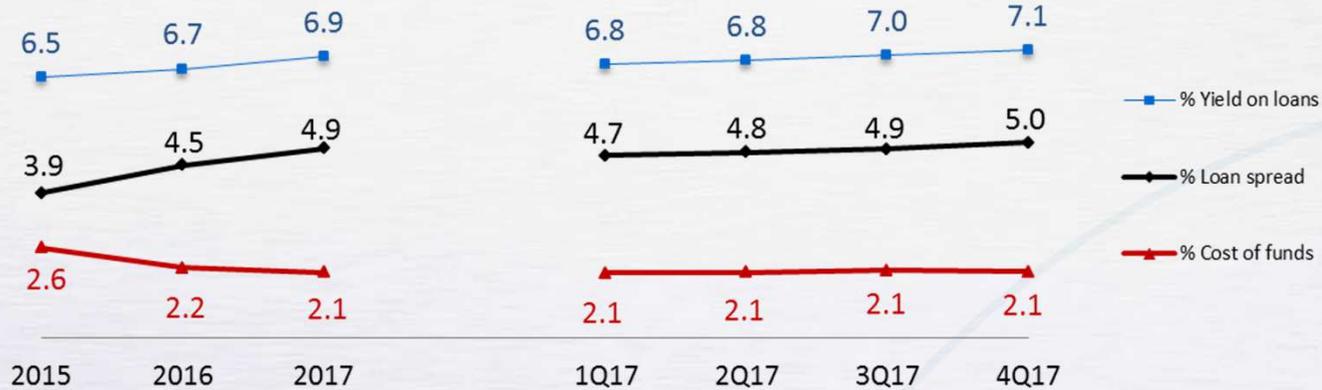
TISCO Auto HP Penetration Rate





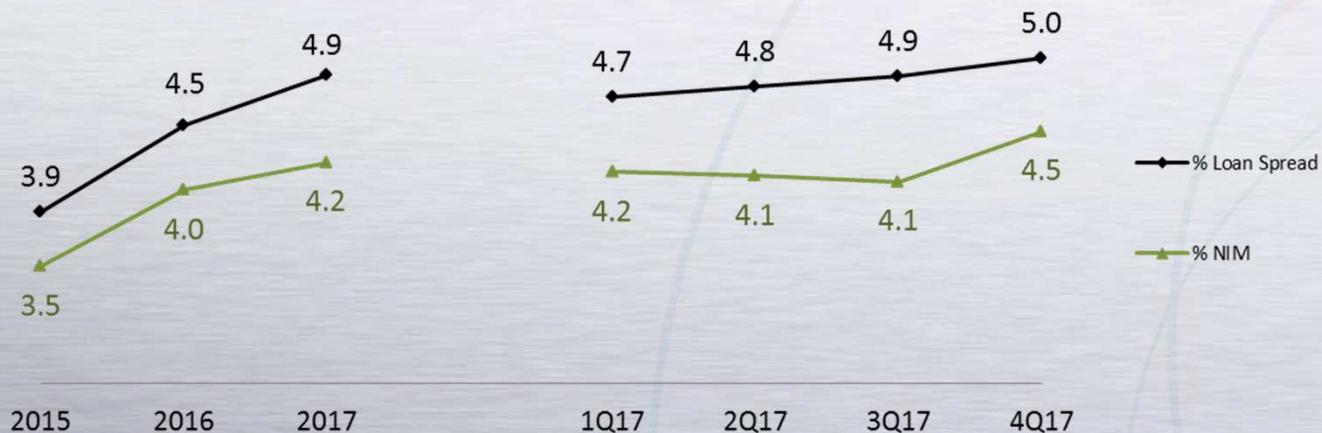
Loan Spread and Net Interest Margin

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	2016		3Q17		2017	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	412	0.9	412	0.9	476	0.9
SME	595	3.6	460	3.5	191	1.3
Hire Purchase	4,091	3.0	3,510	2.7	3,325	2.6
Mortgage	91	9.3	91	10.1	847	4.1
Consumer Finance*	521	2.3	556	2.3	989	2.8
Total NPL	5,710	2.54	5,030	2.34	5,829	2.32

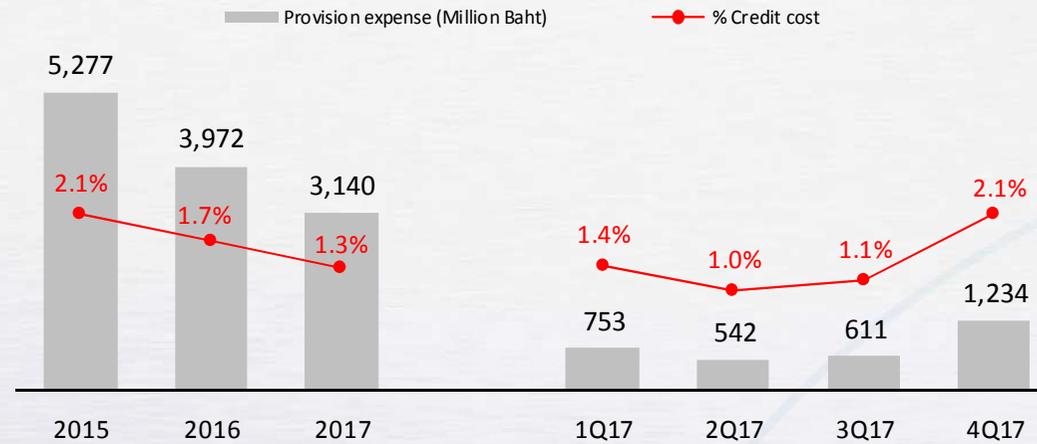
Remark: * Consumer Finance included Auto Cash, Home-Equity Loan, Personal Loan and Credit Card



Provisions

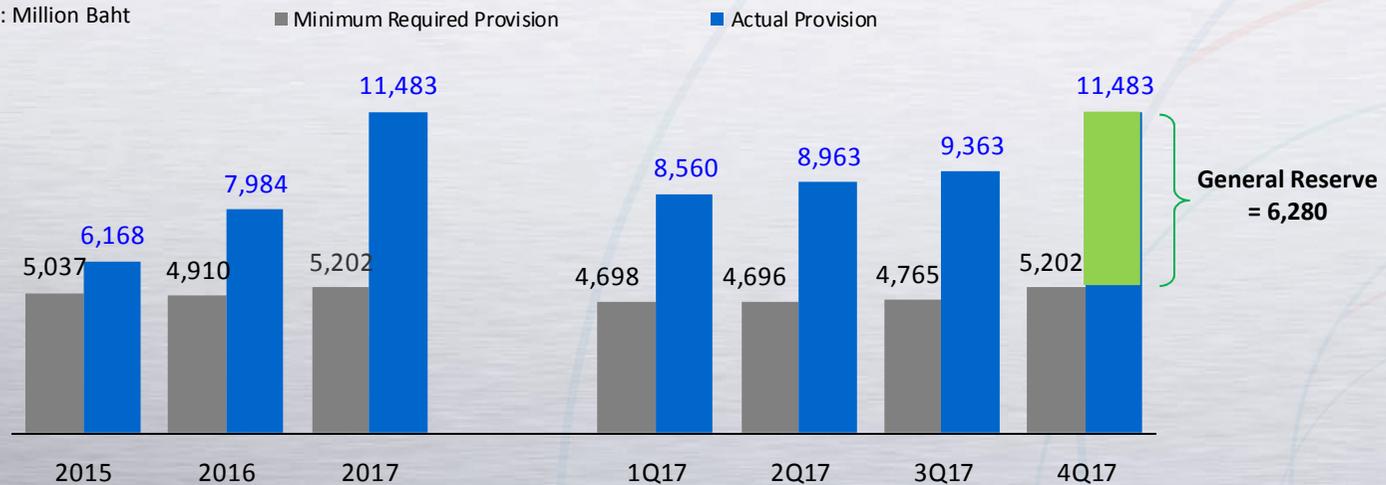
Provision Expense and Credit Cost

Unit: Million Baht



Minimum Required Provision vs Actual Provision

Unit: Million Baht





Deposits

Total Deposits & Bill of Exchanges

Unit: Million Baht

▲ 13.9% QoQ
▲ 12.4% YoY



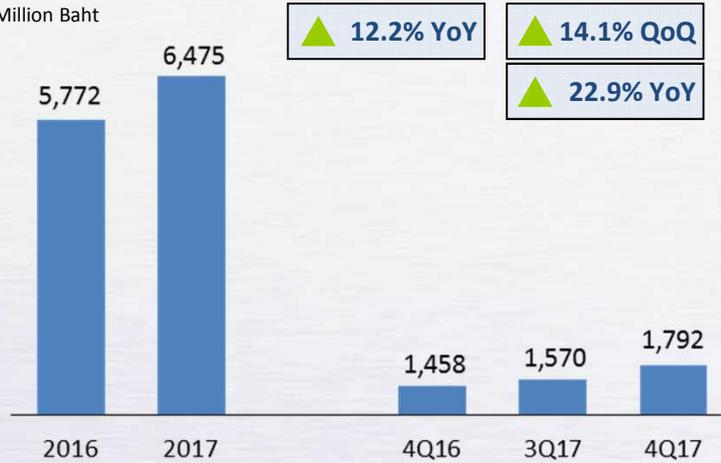
Unit : Million Baht	2016	3Q17	2017	% QoQ	% YoY
Current	3,691	3,381	3,785	12.0	2.6
Savings	51,928	53,018	64,544	21.7	24.3
Fixed Deposits	99,449	98,567	112,474	14.1	13.1
Short-Term Bill of Exchanges	5,967	8,312	7,477	(10.0)	25.3
Senior Debentures	57,039	51,921	56,922	9.6	(0.2)
Total Deposits & Borrowings	218,073	215,198	245,202	13.9	12.4
Subordinated Debentures	7,323	7,323	6,680		
% LDR to Total Deposits & Borrowings	103.1	99.9	102.5		



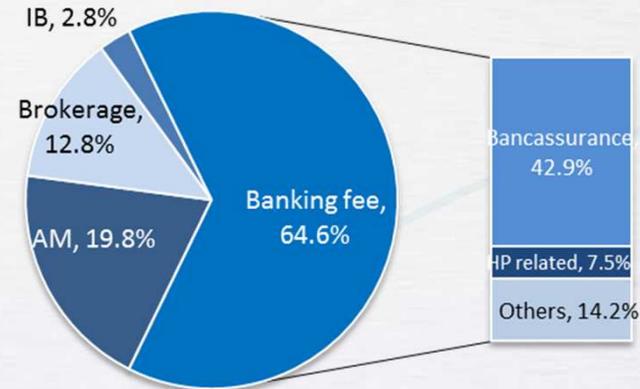
Non-Interest Income

Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income Breakdown



*Data as of 2017

Unit : Million Baht	4Q16	3Q17	4Q17	% QoQ	% YoY	2016	2017	% YoY
Banking Fee*	974	1,004	1,203	19.9	23.5	3,779	4,184	10.7
Asset Management Basic Fee	276	325	349	7.5	26.6	1,060	1,279	20.7
Brokerage Fee	199	203	235	15.9	18.0	825	831	0.7
Investment Banking Fee	8	39	5	(87.4)	(41.9)	108	181	67.5
Non-Interest Income from Core Businesses	1,458	1,570	1,792	14.1	22.9	5,772	6,475	12.2
Trading Income & Incentive	51	57	300	428.1	484.3	85	360	324.1
Share of Profit from Investment in Subsidiaries	70	35	49	42.2	(29.5)	131	147	12.0
Dividend Income	-	99	-	(100.0)	n.a.	79	138	75.0
Total Non-Interest Income	1,579	1,761	2,141	21.6	35.6	6,067	7,120	17.4

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



Asset Management Business

TISCO Asset under Management

Unit: Million Baht

Rank #9

▲ 6.4% QoQ

▲ 24.4% YoY



Provident Fund

Unit: Million Baht

Rank #3

▲ 4.7% QoQ

▲ 15.2% YoY



Mutual Fund

Unit: Million Baht

Rank #14

▲ 14.0% QoQ

▲ 33.9% YoY



Private Fund

Unit: Million Baht

Rank #5

▲ 4.7% QoQ

▲ 56.6% YoY

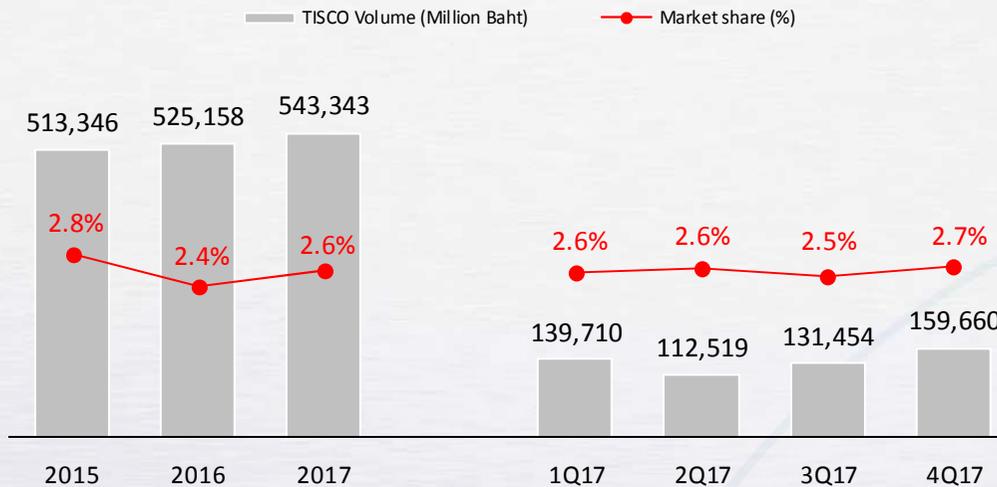


*Remark: Market Share and Rankings as of November 2017

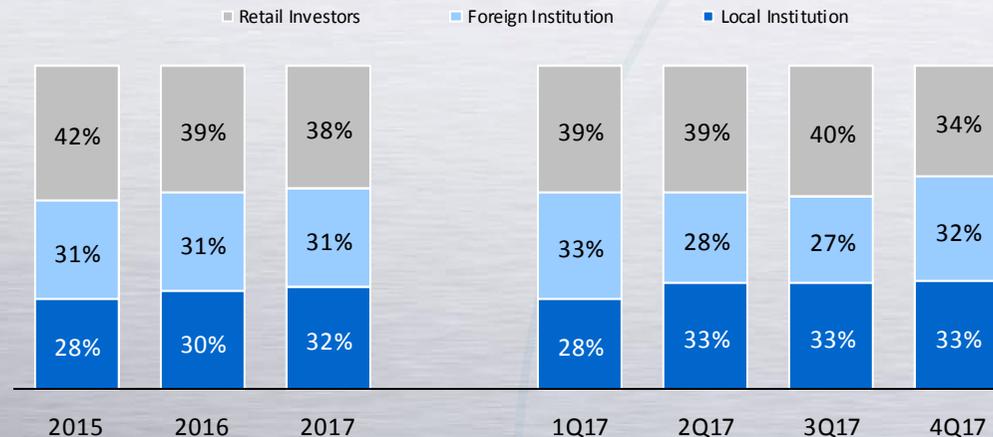


Brokerage Business

TISCO Trading Volume and Market Share



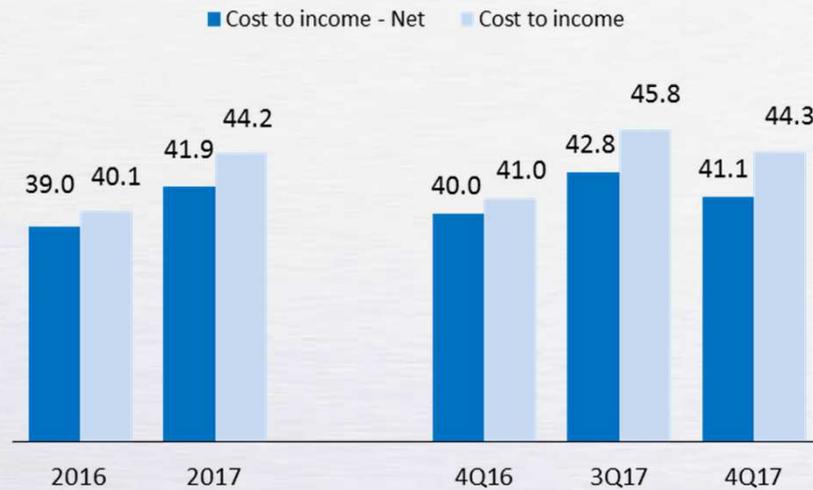
TISCO Trading Volume by Customer



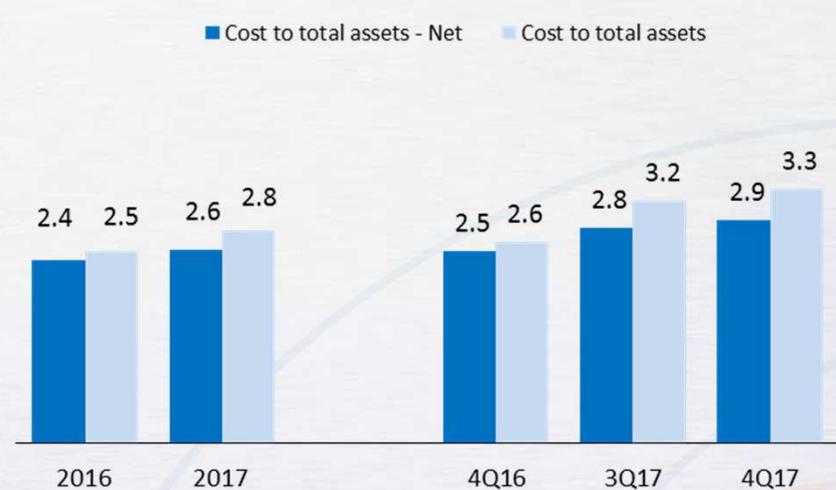


Operating Expenses

Cost to Income Ratio



Cost to Total Assets Ratio



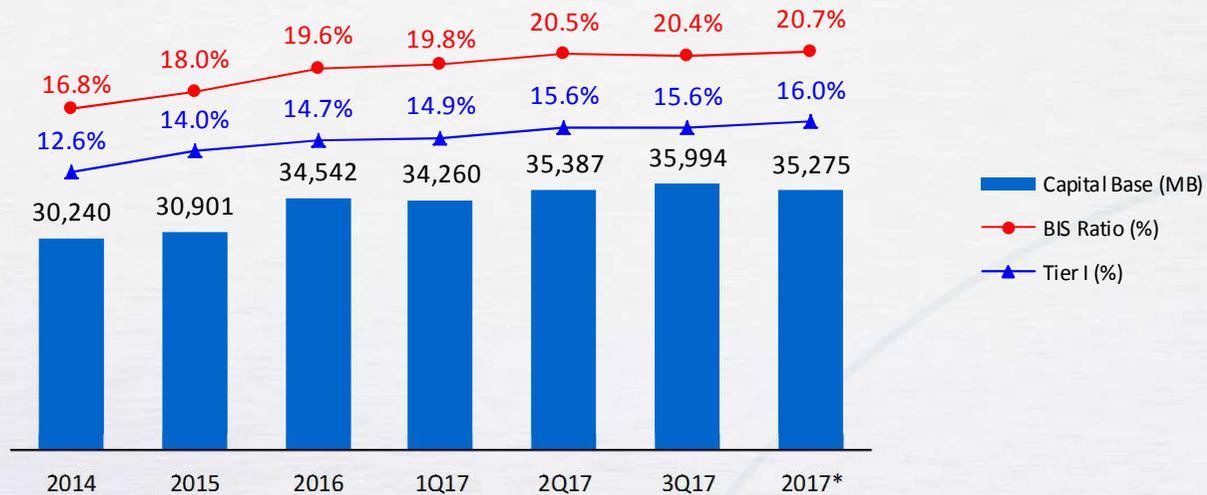
Unit : Million Baht	4Q16	3Q17	4Q17	% QoQ	% YoY	2016	2017	% YoY
Employees' Expenses	1,096	1,318	1,282	(2.7)	16.9	4,299	5,082	18.2
Premises & Equipment Expenses	276	277	355	28.0	28.7	970	1,150	18.5
Taxes & Duties	54	57	89	55.6	63.9	209	257	22.8
Other Expenses*	292	266	506	90.4	73.2	1,063	1,268	19.2
Total Operating Expenses	1,718	1,918	2,231	16.3	29.9	6,541	7,756	18.6

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



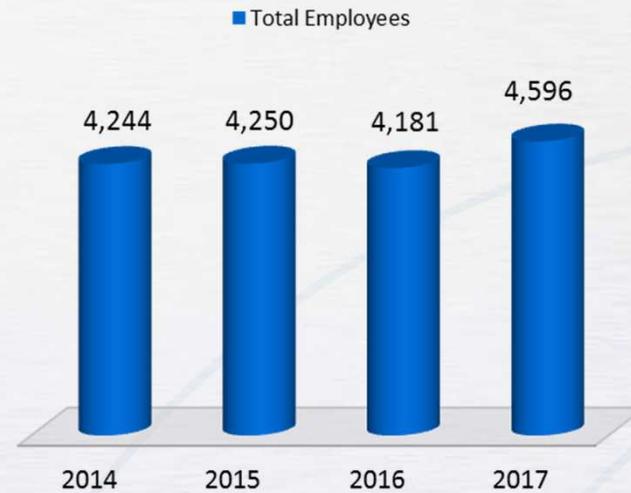


Employees and Branch Network

Total Branch Network



Total TISCO Employees



*Remark: Loan Office included Mobile Branches





Disclaimer

This presentation material may contain forward-looking statements. These forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward looking statements as a result of various factors. TISCO accepts no liability whatsoever with respect to the use of this document of its content.



Investor Relations

TISCO Financial Group Public Company Limited

48/49 TISCO Tower, North Sathorn Road

Silom, Bangrak, Bangkok 10500

Thailand

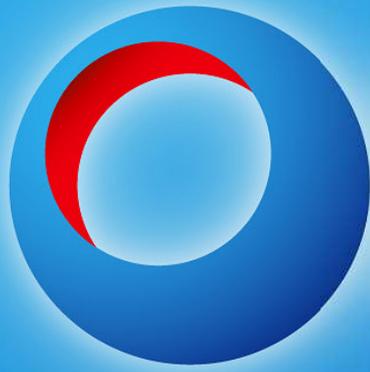
Tel: +66-2-633-6868

Fax: +66-2-633-6855

Email: ir@tisco.co.th

Website: www.tisco.co.th





TISCO

WEALTH OF POSSIBILITIES