

TISCO

TISCO Financial Group Public Co., Ltd.

Analyst Meeting 1Q2018

April 18, 2018



Consolidated Income Statements

Unit : Million Baht	1Q17	4Q17	1Q18	% QoQ	% YoY
Interest Income	3,925	4,636	4,568	(1.5)	16.4
Interest Expenses	(1,161)	(1,278)	(1,244)	(2.7)	7.1
Net Interest Income	2,764	3,358	3,325	(1.0)	20.3
Fee & Service Income	1,512	1,998	1,797	(10.1)	18.8
Fee & Service Expenses	(61)	(81)	(71)	(12.4)	16.4
Other Operating Income*	185	121	468	286.2	153.0
Total Non-Interest Income	1,636	2,038	2,194	7.6	34.1
Total Income	4,400	5,396	5,518	2.3	25.4
Operating Expenses*	(1,798)	(2,237)	(2,377)	6.3	32.2
PPOP	2,602	3,160	3,141	(0.6)	20.7
Provisions	(753)	(1,192)	(950)	(20.3)	26.2
Pre-tax Profit	1,850	1,968	2,192	11.4	18.5
Income Tax	(351)	(434)	(412)	(4.9)	17.6
Net Profit	1,491	1,522	1,766	16.0	18.5
<i>EPS (Baht)</i>	<i>1.86</i>	<i>1.90</i>	<i>2.21</i>		
<i>ROAE (%)</i>	<i>18.6</i>	<i>18.0</i>	<i>19.9</i>		

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

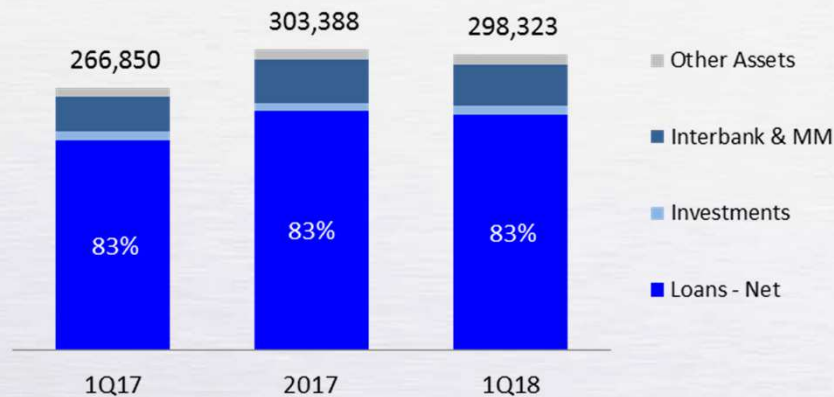


Assets and Liabilities

Assets

Unit: Million Baht

▼ 1.7% YTD

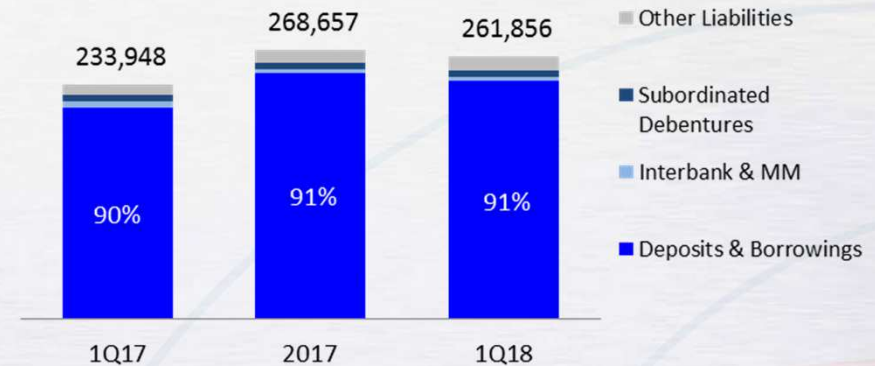


Unit : Million Baht	1Q17	2017	1Q18	% YTD
Loans - Net	220,523	251,384	246,530	(1.9)
Allowance	(8,560)	(11,456)	(11,667)	1.8
Investments	9,236	8,121	9,238	13.8
Interbank & MM	36,466	44,647	43,046	(3.6)
Other Assets	9,186	10,693	11,175	4.5
Total Assets	266,850	303,388	298,323	(1.7)

Liabilities

Unit: Million Baht

▼ 2.5% YTD



Unit : Million Baht	1Q17	2017	1Q18	% YTD
Deposits & Borrowings	211,033	245,202	237,082	(3.3)
Interbank & MM	5,242	4,018	3,806	(5.3)
Subordinated Debentures	7,323	6,680	6,680	-
Other Liabilities	10,350	12,757	14,288	12.0
Total Liabilities	233,948	268,657	261,856	(2.5)
Retained Earnings	22,246	23,926	25,695	7.4
Total Equities	32,903	34,732	36,467	5.0



Loan Portfolio

Total Loan Portfolio

Unit: Million Baht

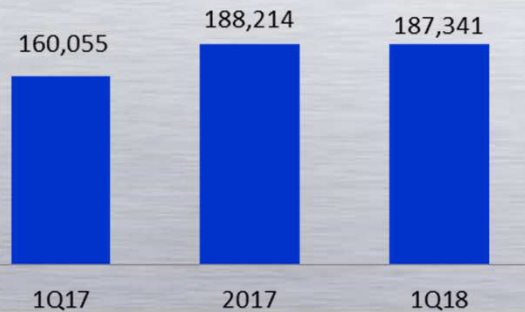
▼ 1.9% YTD



Retail Loans

Unit: Million Baht

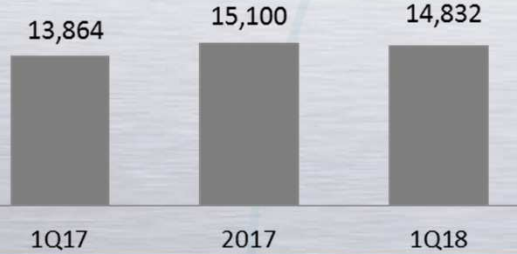
▼ 0.5% YTD



SME Loans

Unit: Million Baht

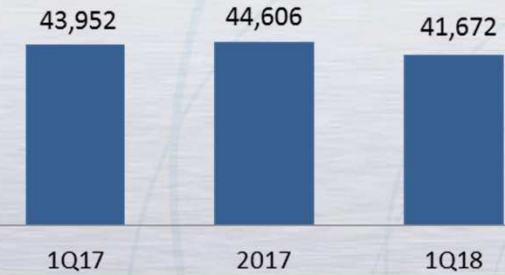
▼ 1.8% YTD



Corporate Loans

Unit: Million Baht

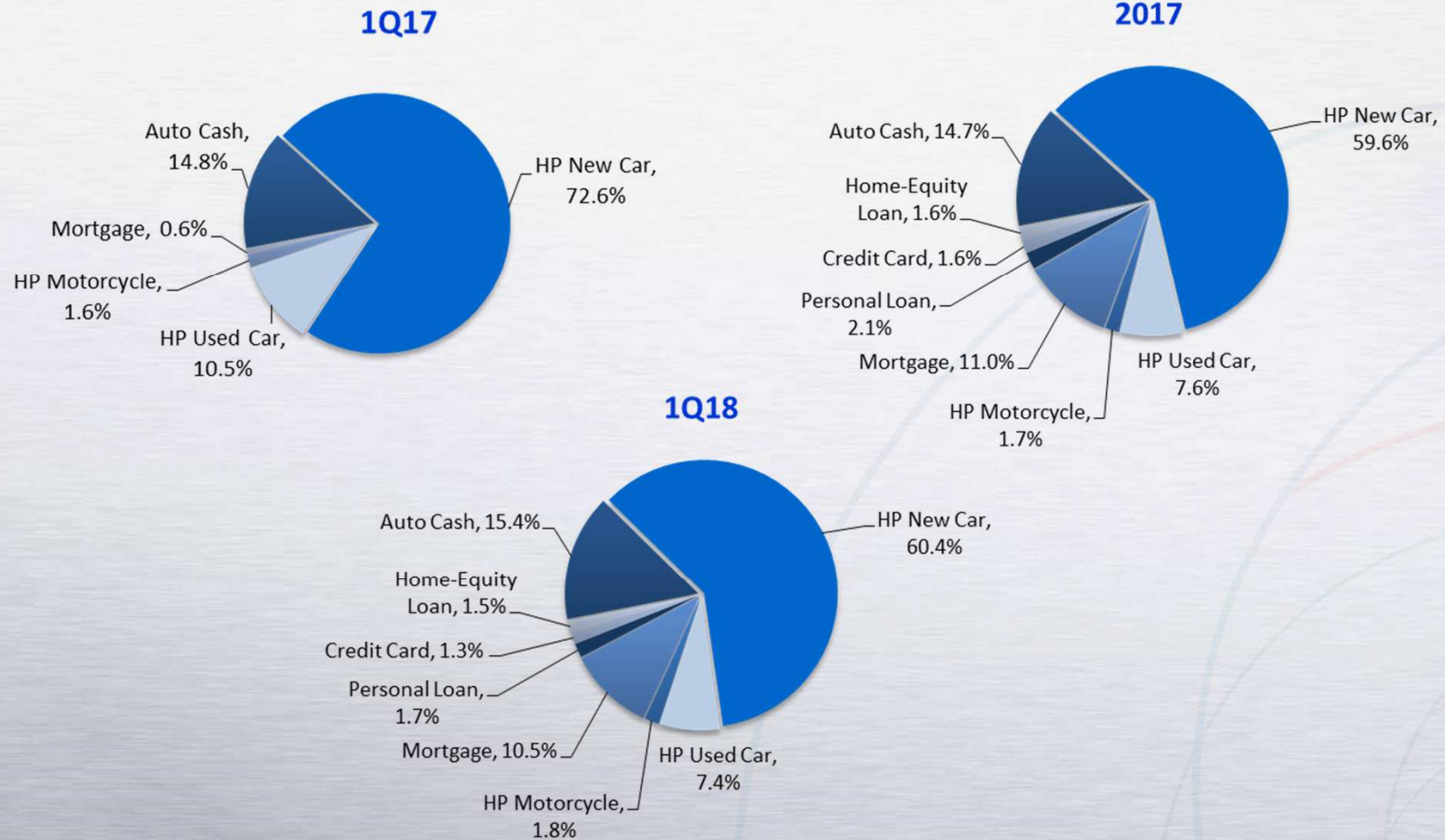
▼ 6.6% YTD





Retail Loan Portfolio

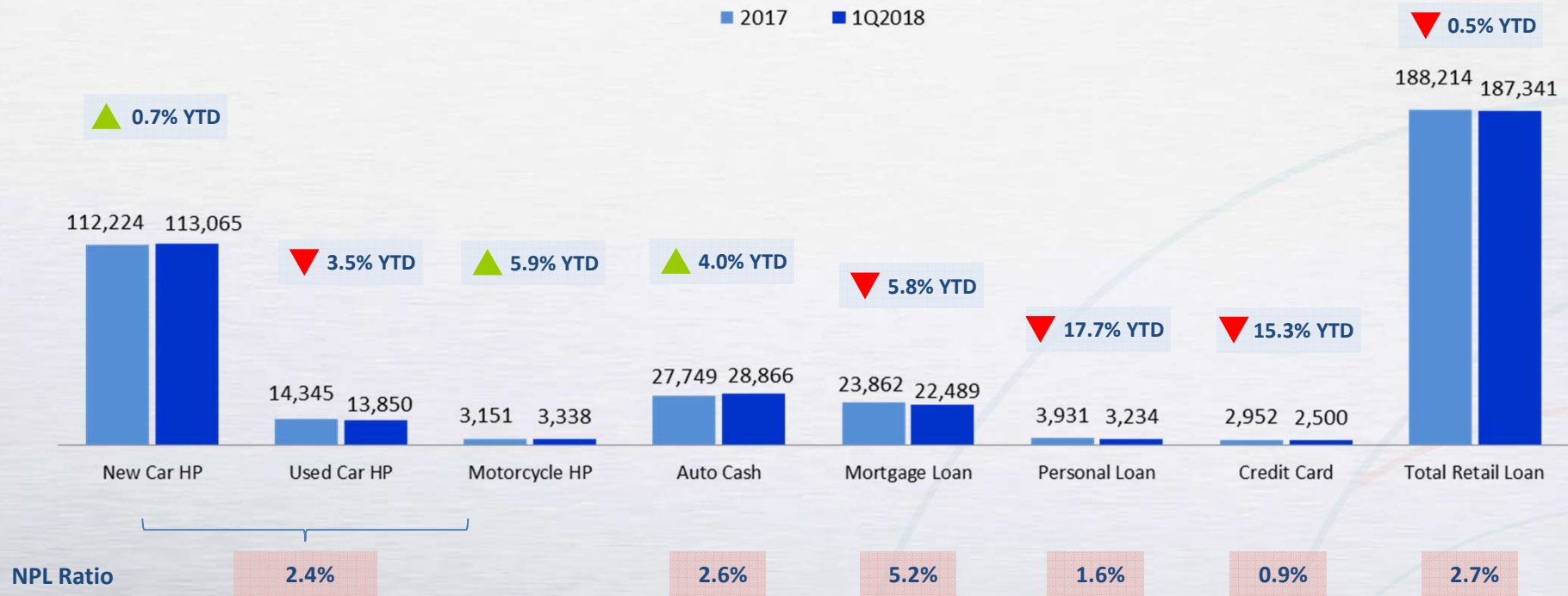
Retail Loan Breakdown





Retail Loan Portfolio

Retail Loan Composition



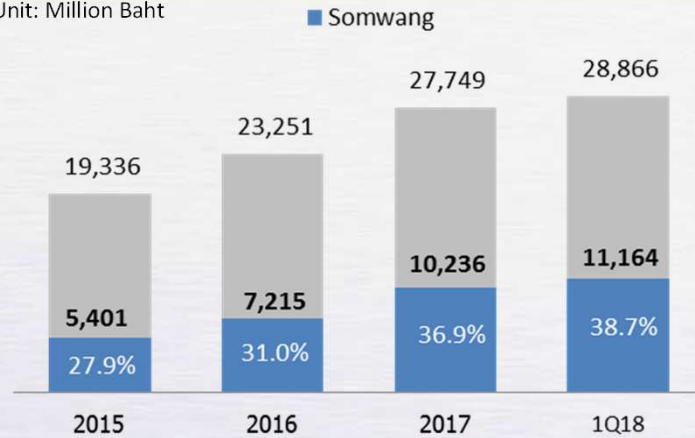
Remark: * Loan Portfolio classified with managerial purpose, including consumer loans for corporate clients into retail loans



TISCO Auto Cash

Auto Cash Loan Outstanding

Unit: Million Baht



Auto Cash

▲ 4.0% YTD

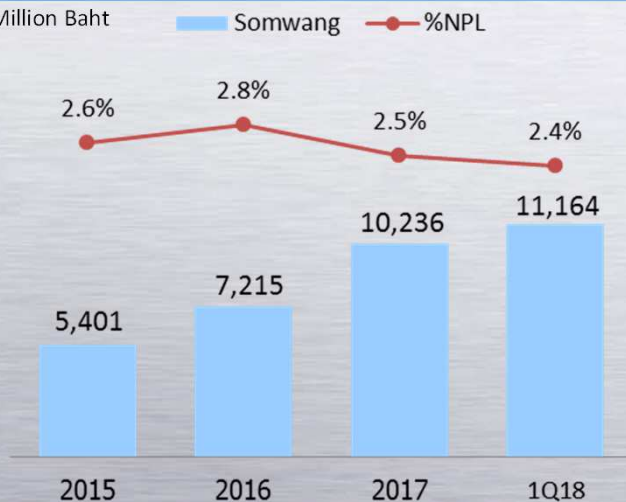
Somwang

▲ 9.1% YTD

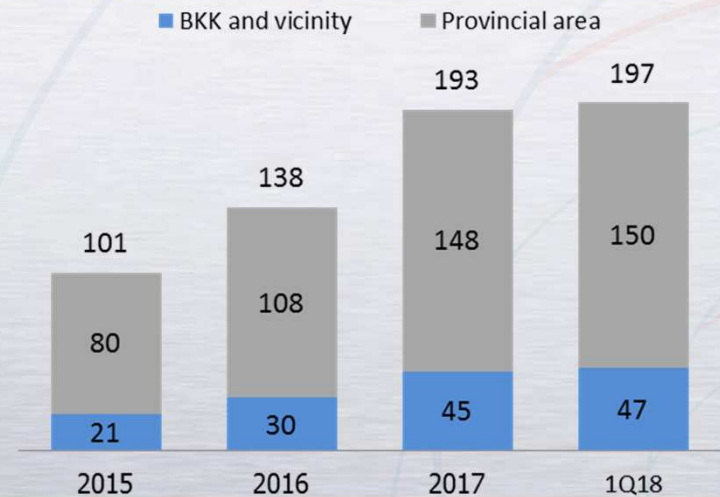


Somwang Loan Outstanding

Unit: Million Baht



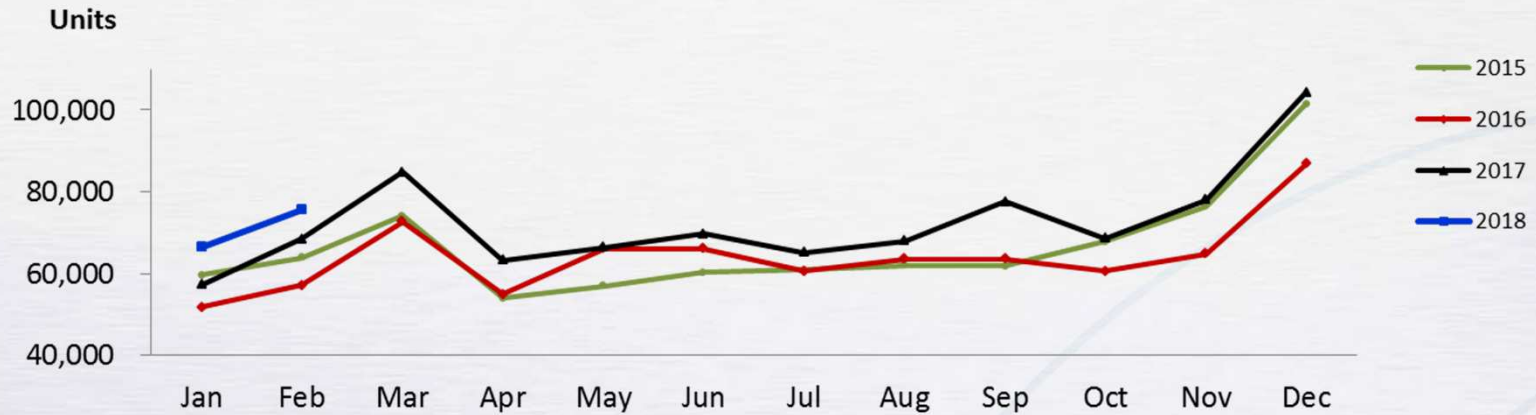
Somwang Branches



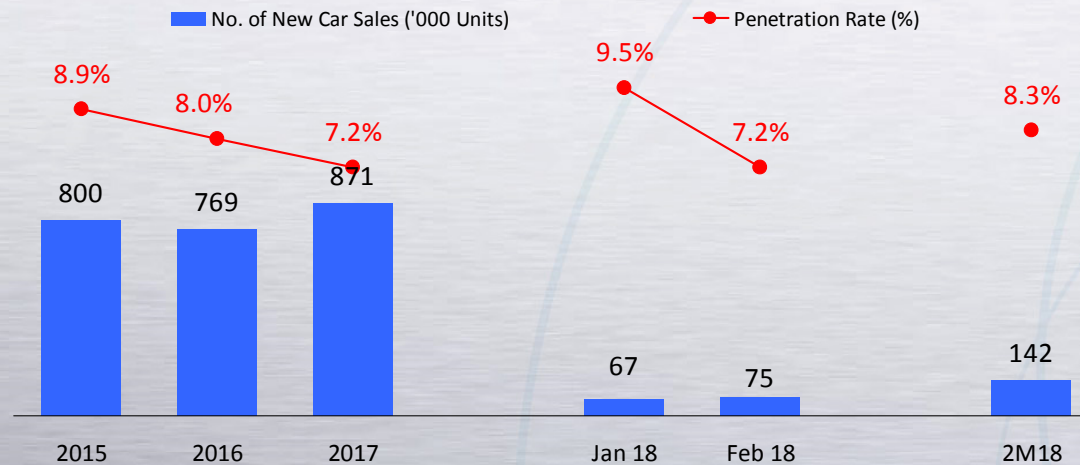


Industry Car Sales and Penetration Rate

Industry New Car Sales



TISCO Auto HP Penetration Rate





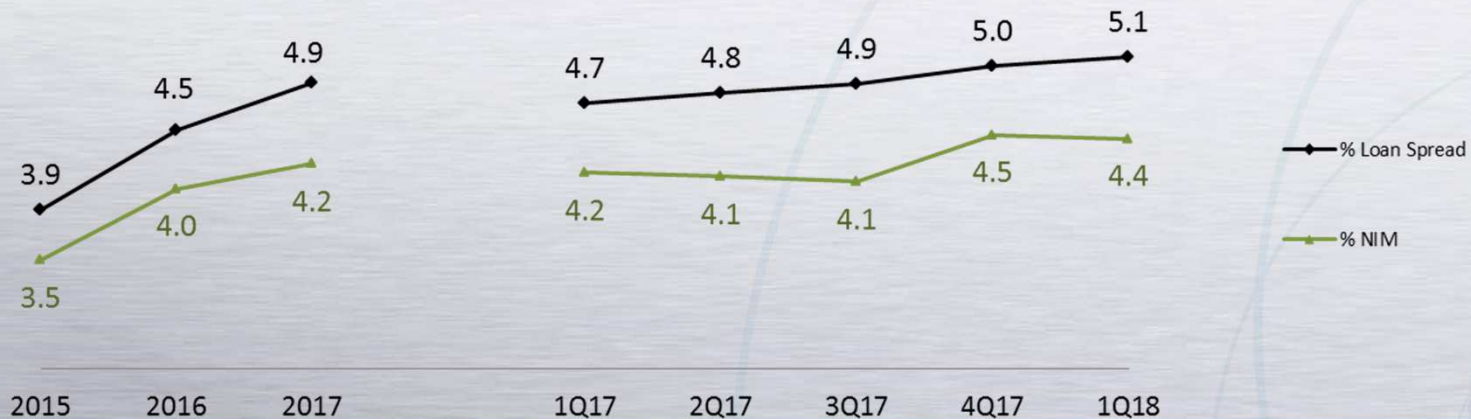
Loan Spread and Net Interest Margin

Yield on Loans and Cost of Funds



Remark: Cost of funds include contributions to FIDF and DPA

Loan Spread and Net Interest Margin

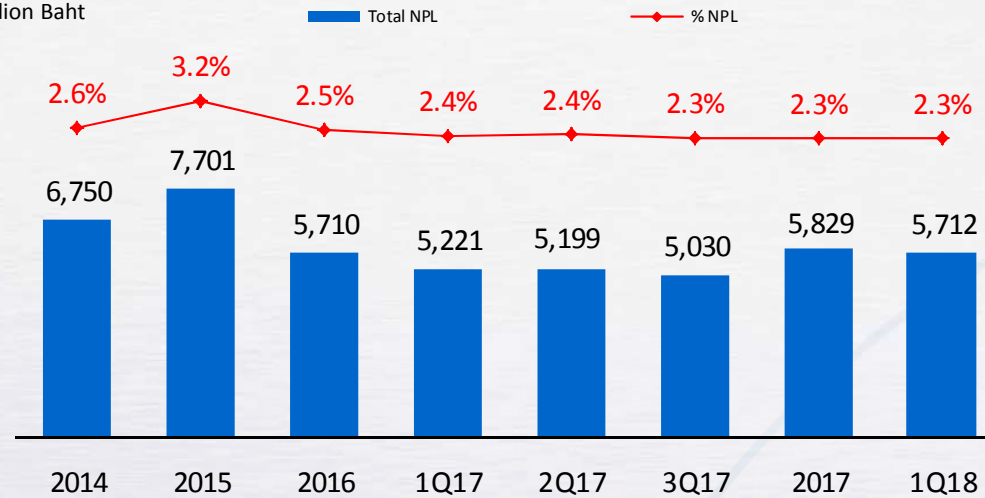




Asset Quality

NPL and NPL Ratio

Unit: Million Baht



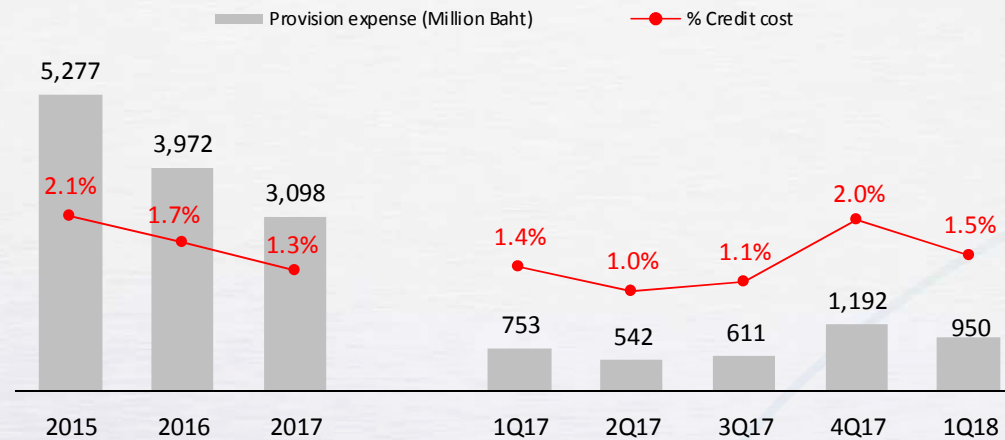
NPL by Loan Type	1Q17		2017		1Q18	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	262	0.6	332	0.7	290	0.7
SME	554	4.0	191	1.3	164	1.1
Hire Purchase	3,679	2.7	3,325	2.6	3,155	2.4
Mortgage	83	8.8	1,168	4.9	1,177	5.2
Auto Cash	527	2.2	677	2.4	741	2.6
Others	115	4.4	136	1.3	185	2.2
Total NPL	5,221	2.37	5,829	2.32	5,712	2.32



Provisions

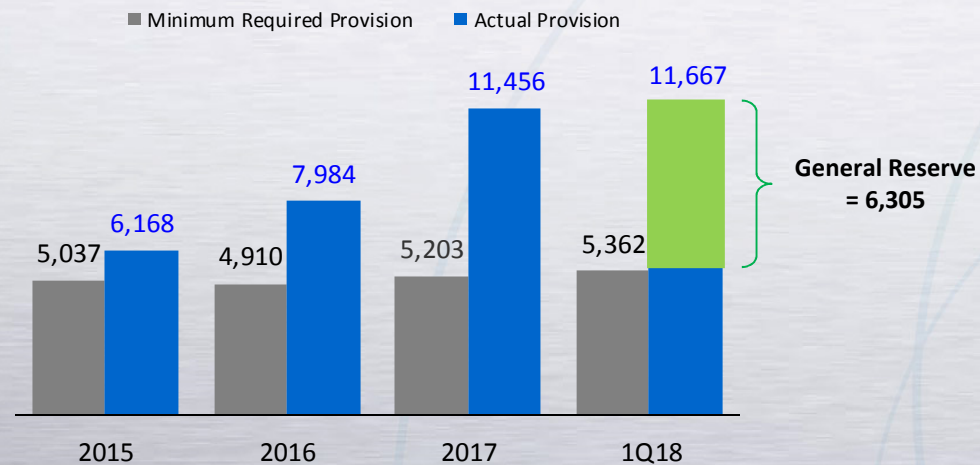
Provision Expense and Credit Cost

Unit: Million Baht



Minimum Required Provision vs Actual Provision

Unit: Million Baht



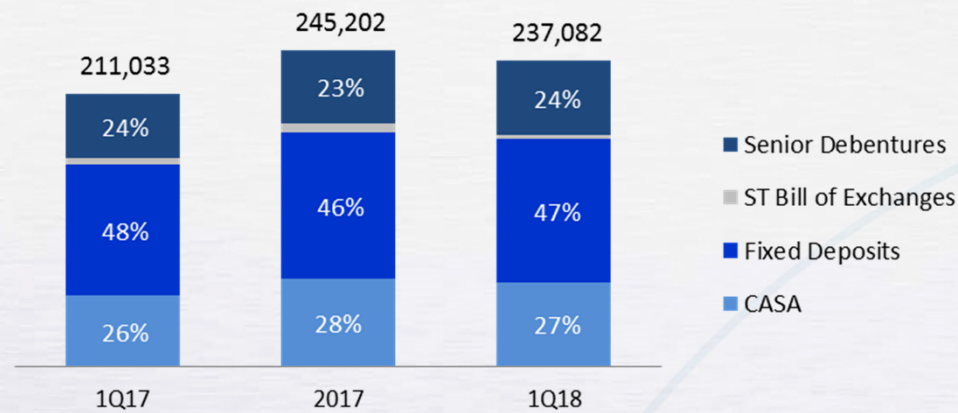


Deposits

Total Deposits & Bill of Exchanges

Unit: Million Baht

▼ 3.3% YTD



Unit : Million Baht	1Q17	2017	1Q18	%YTD
Current	3,019	3,785	3,683	(2.7)
Savings	51,625	64,544	61,249	(5.1)
Fixed Deposits	101,355	112,474	111,214	(1.1)
Short-Term Bill of Exchanges	4,957	7,477	3,067	(59.0)
Senior Debentures	50,077	56,922	57,869	1.7
Total Deposits & Borrowings	211,033	245,202	237,082	(3.3)
Subordinated Debentures	7,323	6,680	6,680	
% LDR to Total Deposits & Borrowings	104.5	102.5	104.0	



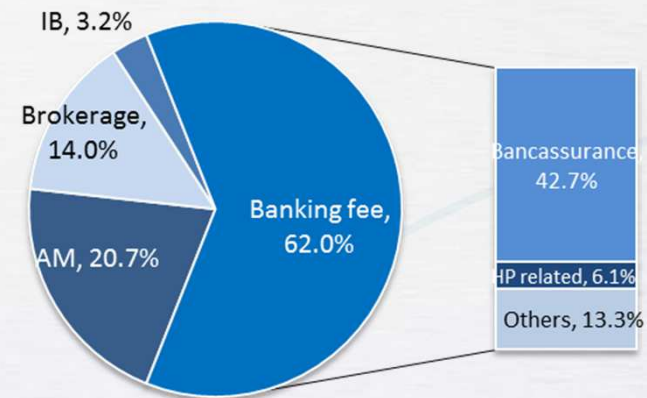
Non-Interest Income

Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income Breakdown



Unit : Million Baht	1Q17	4Q17	1Q18	% QoQ	% YoY
Banking Fee*	1,006	1,198	1,153	(3.7)	14.6
Asset Management Basic Fee	301	349	385	10.2	27.9
Brokerage Fee	213	235	261	11.1	22.4
Investment Banking Fee	120	5	59	1,109.1	(50.3)
Non-Interest Income from Core Businesses	1,640	1,787	1,858	4.0	13.3
Trading Income & Incentive	(2)	300	228	(23.9)	n.a.
Share of Profit from Investment in Subsidiaries	27	33	146	344.8	434.8
Dividend Income	32	-	32	n.a.	2.5
Total Non-Interest Income	1,697	2,119	2,265	6.9	33.4

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



Asset Management Business

TISCO Asset under Management

Unit: Million Baht

Rank #8

▲ 1.7% YTD



Provident Fund

Unit: Million Baht

Rank #3

▲ 1.7% YTD



Mutual Fund

Unit: Million Baht

Rank #14

▲ 1.5% YTD



Private Fund

Unit: Million Baht

Rank #5

▲ 1.7% YTD

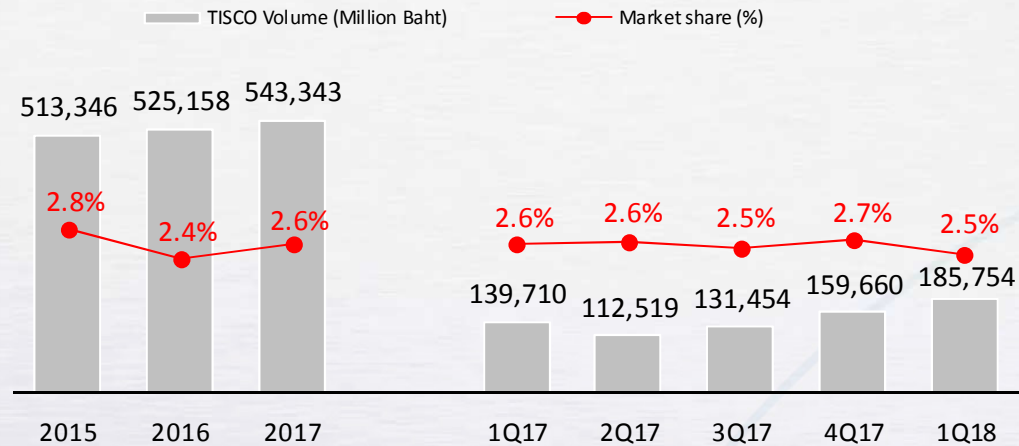


*Remark: Market Share and Rankings as of February 2018

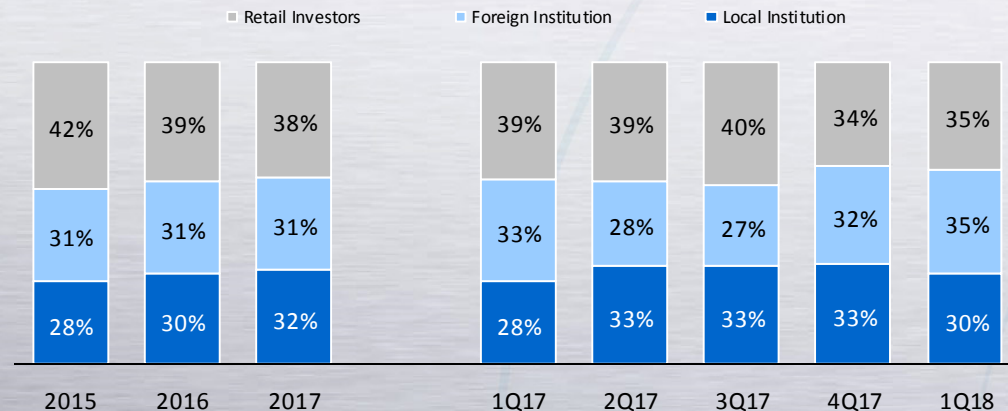


Brokerage Business

TISCO Trading Volume and Market Share



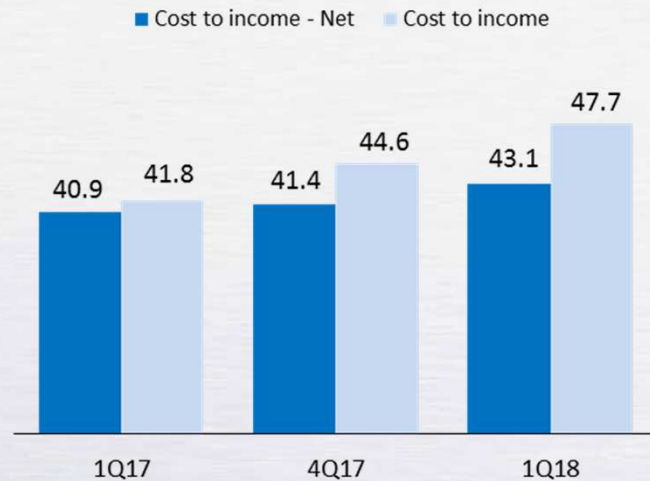
TISCO Trading Volume by Customer



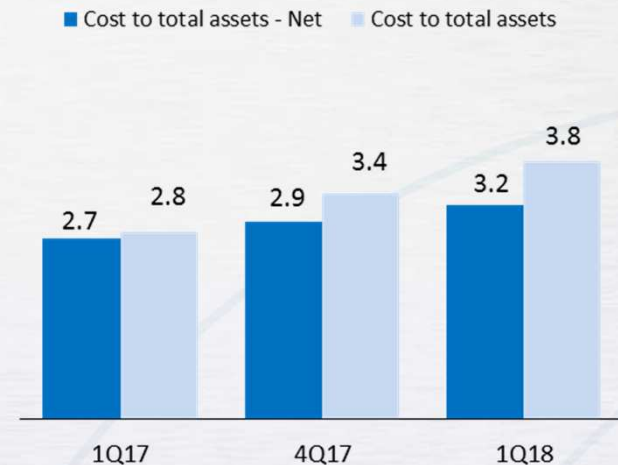


Operating Expenses

Cost to Income Ratio



Cost to Total Assets Ratio



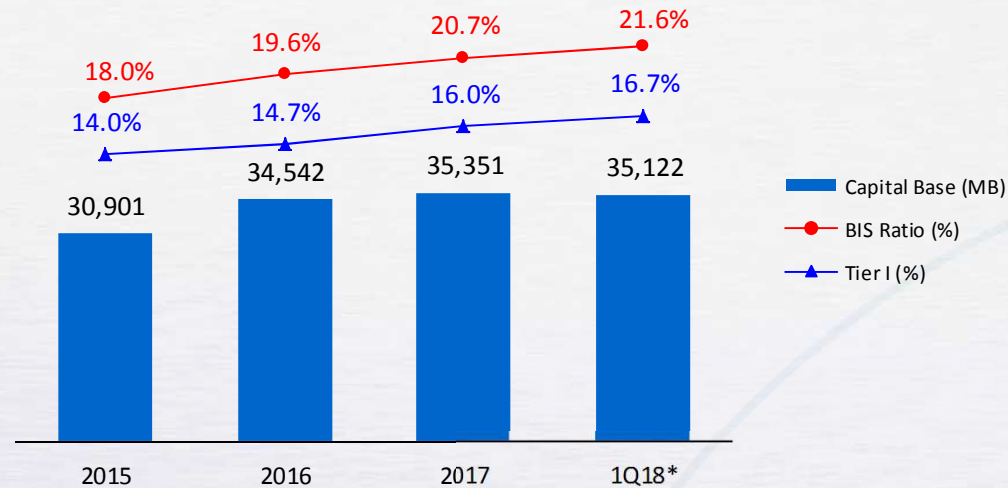
Unit : Million Baht	1Q17	4Q17	1Q18	% QoQ	% YoY
Employees' Expenses	1,248	1,282	1,465	14.3	17.4
Premises & Equipment Expenses	249	355	294	(17.0)	18.2
Taxes & Duties	55	89	84	(5.3)	52.6
Other Expenses*	246	511	534	4.5	116.8
Total Operating Expenses	1,798	2,237	2,377	6.3	32.2

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



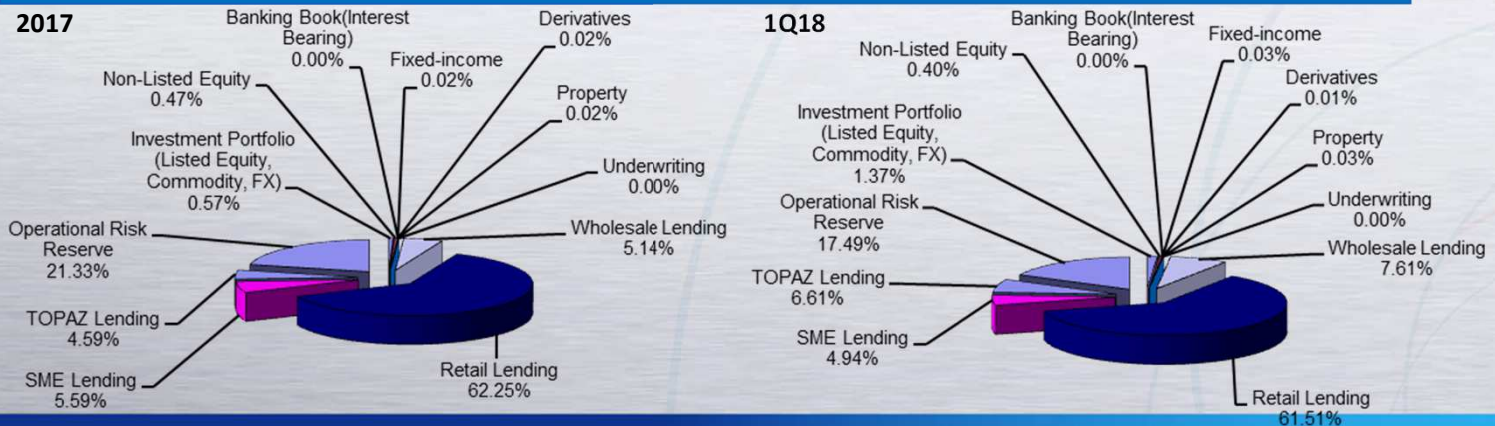
Capital Adequacy

Capital Adequacy Ratio of TISCO Bank



*Remark: Projected Figures

Risk-Based Capital Exposure



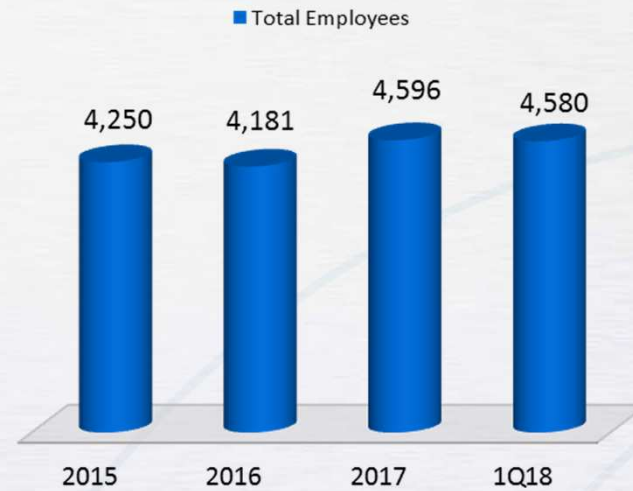


Employees and Branch Network

Total Branch Network



Total TISCO Employees



*Remark: Loan Office included Mobile Branches





Disclaimer

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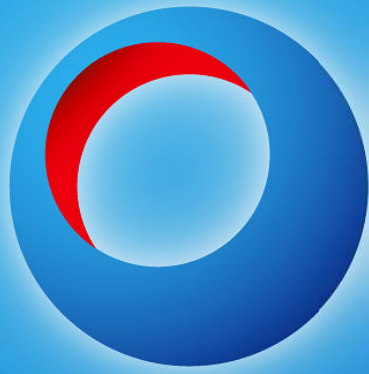
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TISCO

WEALTH OF POSSIBILITIES