

TISCO

TISCO Financial Group Public Co., Ltd.

Analyst Meeting 2Q2018

July 12, 2018



Consolidated Income Statements

Unit : Million Baht	2Q17	1Q18	2Q18	% QoQ	% YoY	1H2017	1H2018	% YoY
Interest Income	3,928	4,491	4,411	(1.8)	12.3	7,853	8,902	13.4
Interest Expenses	(1,167)	(1,244)	(1,233)	(0.9)	5.6	(2,329)	(2,476)	6.4
Net Interest Income	2,761	3,247	3,179	(2.1)	15.1	5,525	6,426	16.3
Fee & Service Income	1,350	1,775	1,611	(9.2)	19.4	2,862	3,386	18.3
Fee & Service Expenses	(54)	(63)	(61)	(2.3)	14.5	(114)	(124)	8.8
Other Operating Income*	172	471	132	(71.9)	(23.1)	357	603	69.0
Total Non-Interest Income	1,468	2,182	1,682	(22.9)	14.6	3,104	3,864	24.5
Total Income	4,229	5,430	4,861	(10.5)	14.9	8,629	10,290	19.3
Operating Expenses*	(1,808)	(2,296)	(2,131)	(7.2)	17.8	(3,606)	(4,426)	22.7
PPOP	2,420	3,134	2,730	(12.9)	12.8	5,022	5,864	16.8
Provisions	(542)	(914)	(534)	(41.6)	(1.4)	(1,295)	(1,449)	11.9
Pre-tax Profit	1,878	2,220	2,196	(1.1)	16.9	3,728	4,415	18.4
Income Tax	(370)	(403)	(434)	7.7	17.4	(721)	(837)	16.2
Profit from Discontinued Operations	-	(37)	(45)	20.7	n.a.	-	(82)	n.a.
Net Profit	1,505	1,766	1,709	(3.2)	13.6	2,996	3,475	16.0
<i>EPS (Baht)</i>	<i>1.88</i>	<i>2.21</i>	<i>2.14</i>			<i>3.74</i>	<i>4.34</i>	
<i>ROAE (%)</i>	<i>18.8</i>	<i>19.9</i>	<i>19.5</i>			<i>19.1</i>	<i>20.3</i>	

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

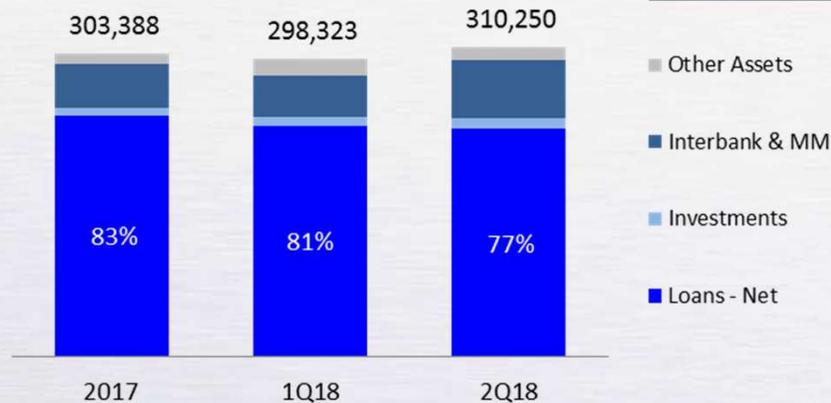


Assets and Liabilities

Assets

Unit: Million Baht

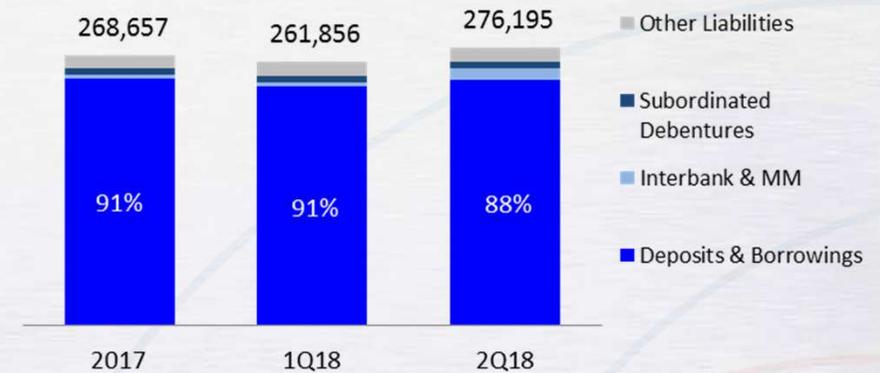
▲ 4.0% QoQ
▲ 2.3% YTD



Liabilities

Unit: Million Baht

▲ 5.5% QoQ
▲ 2.8% YTD



Unit : Million Baht	2017	1Q18	2Q18	% QoQ	% YTD
Loans - Net	251,384	240,764	237,367	(1.4)	(5.6)
Allowance	(11,456)	(11,425)	(11,819)	3.4	3.2
Investments	8,121	9,238	10,516	13.8	29.5
Interbank & MM	44,647	43,046	61,171	42.1	37.0
Other Assets	10,693	16,699	13,015	(22.1)	21.7
Total Assets	303,388	298,323	310,250	4.0	2.3

Unit : Million Baht	2017	1Q18	2Q18	% QoQ	% YTD
Deposits & Borrowings	245,202	237,082	243,554	2.7	(0.7)
Interbank & MM	4,018	3,806	11,961	214.3	197.7
Subordinated Debentures	6,680	6,680	6,680	-	-
Other Liabilities	12,757	14,288	14,000	(2.0)	9.7
Total Liabilities	268,657	261,856	276,195	5.5	2.8
Retained Earnings	23,926	25,695	23,387	(9.0)	(2.3)
Total Equities	34,732	36,467	34,055	(6.6)	(1.9)



Loan Portfolio

Total Loan Portfolio

Unit: Million Baht

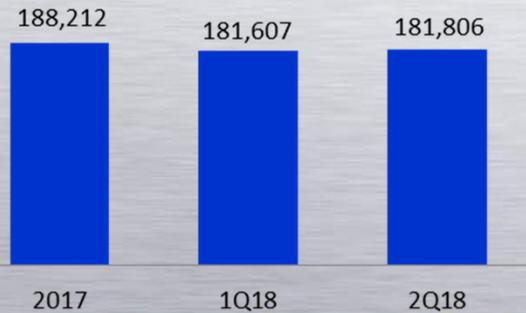
▼ 1.4% QoQ
▼ 5.6% YTD



Retail Loans

Unit: Million Baht

▲ 0.1% QoQ
▼ 3.4% YTD



SME Loans

Unit: Million Baht

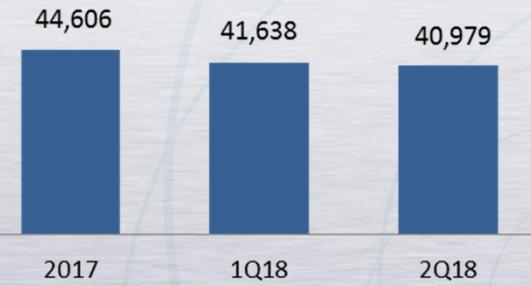
▼ 20.2% QoQ
▼ 21.6% YTD



Corporate Loans

Unit: Million Baht

▼ 1.6% QoQ
▼ 8.1% YTD

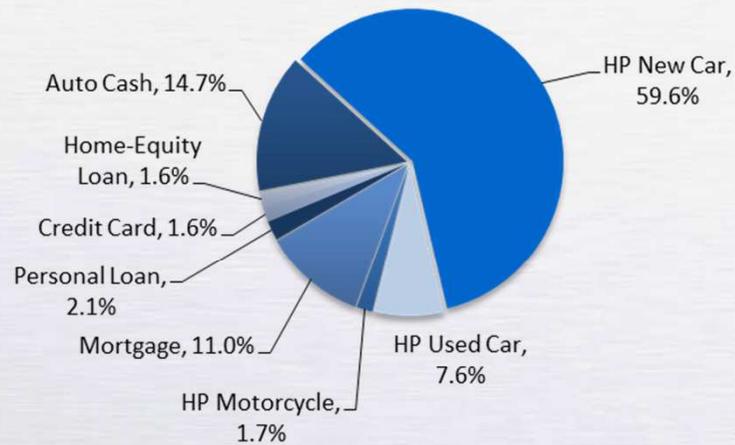




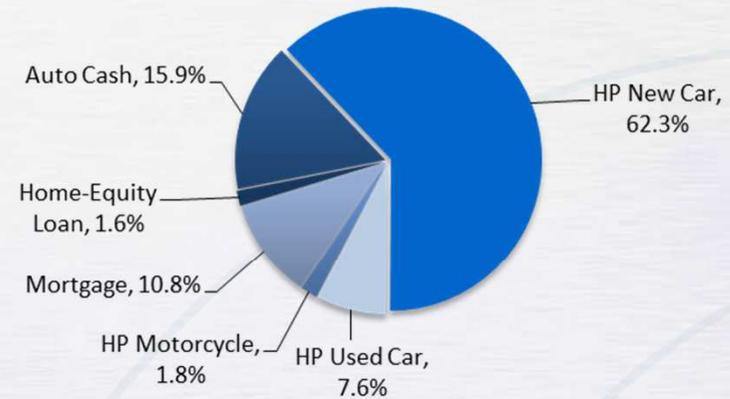
Retail Loan Portfolio

Retail Loan Breakdown

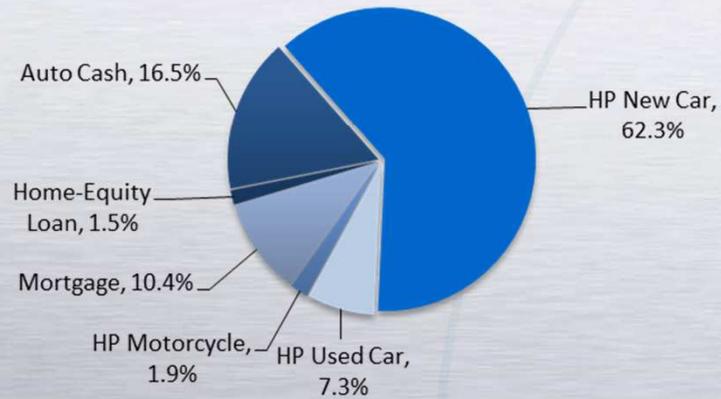
2017



1Q18



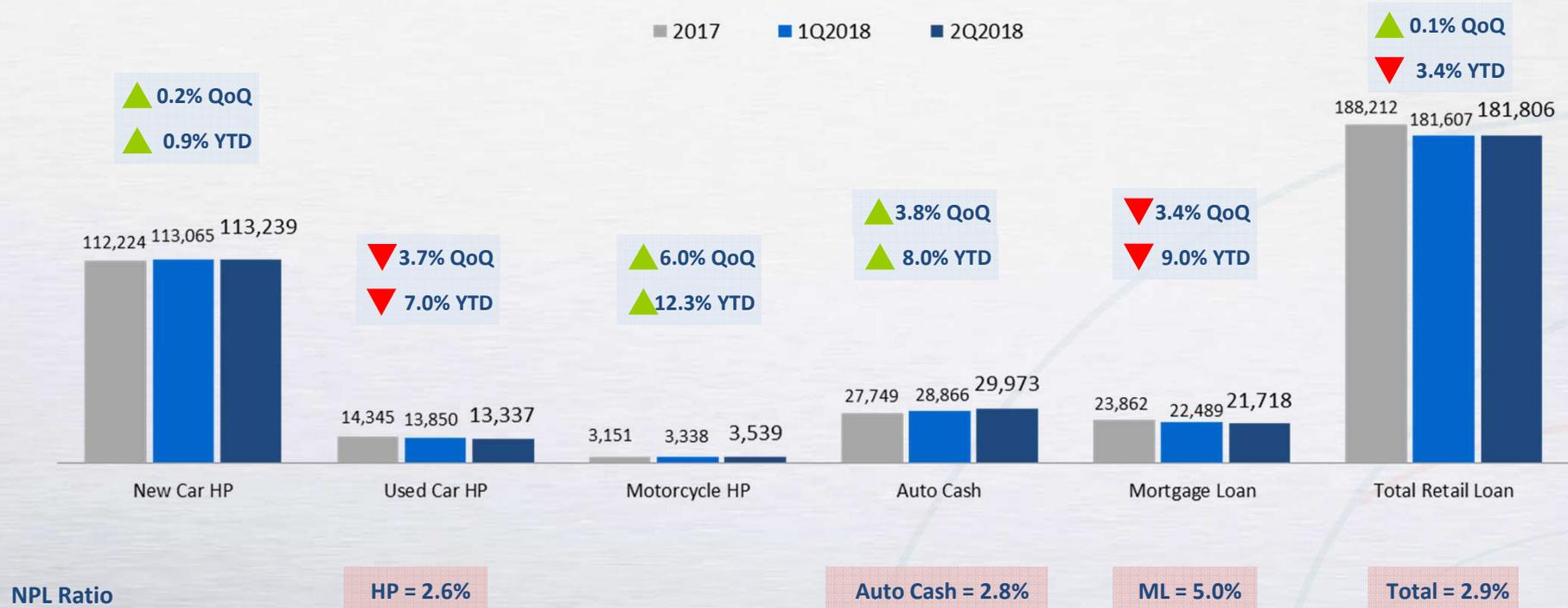
2Q18





Retail Loan Portfolio

Retail Loan Composition

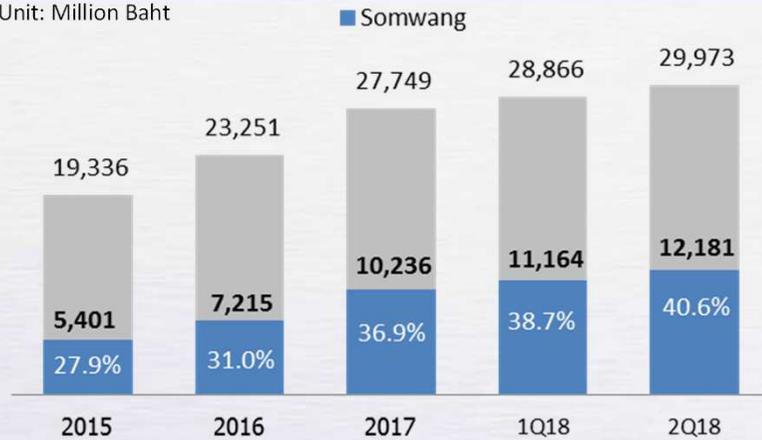




TISCO Auto Cash

Auto Cash Loan Outstanding

Unit: Million Baht

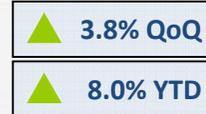


Somwang Loan Outstanding

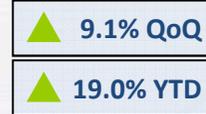
Unit: Million Baht



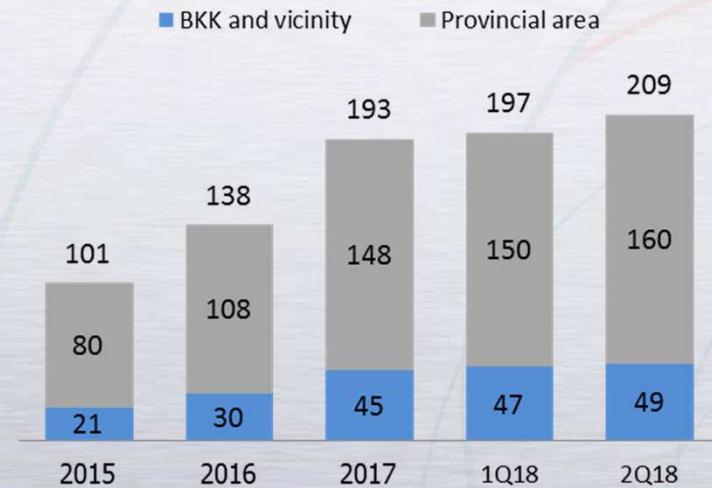
Auto Cash



Somwang



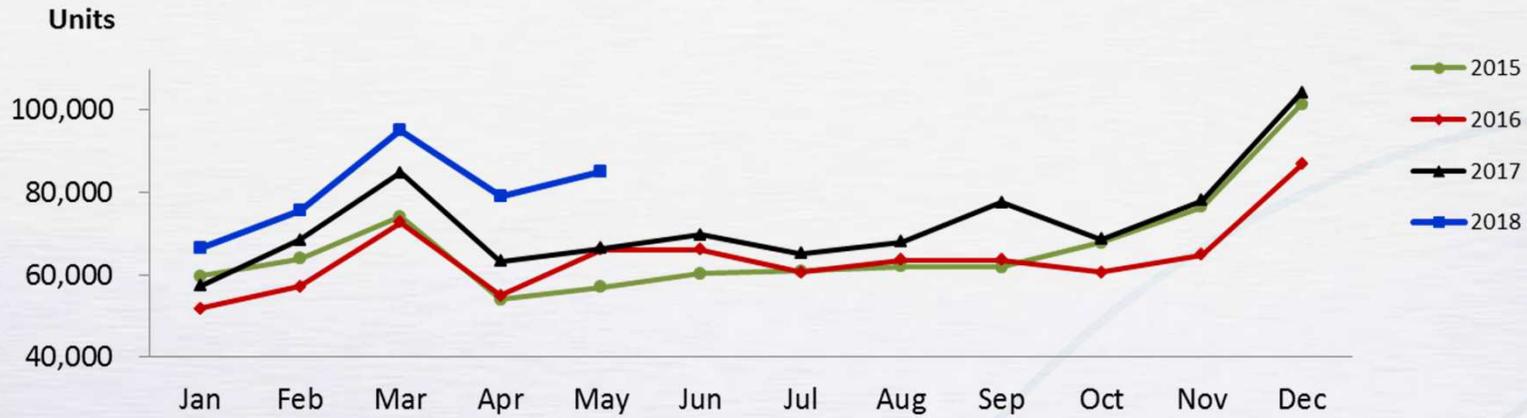
Somwang Branches



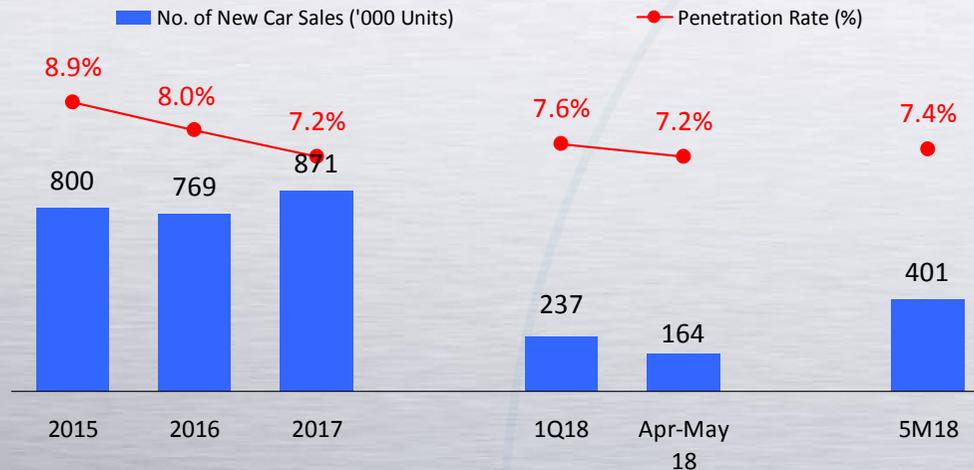


Industry Car Sales and Penetration Rate

Industry New Car Sales



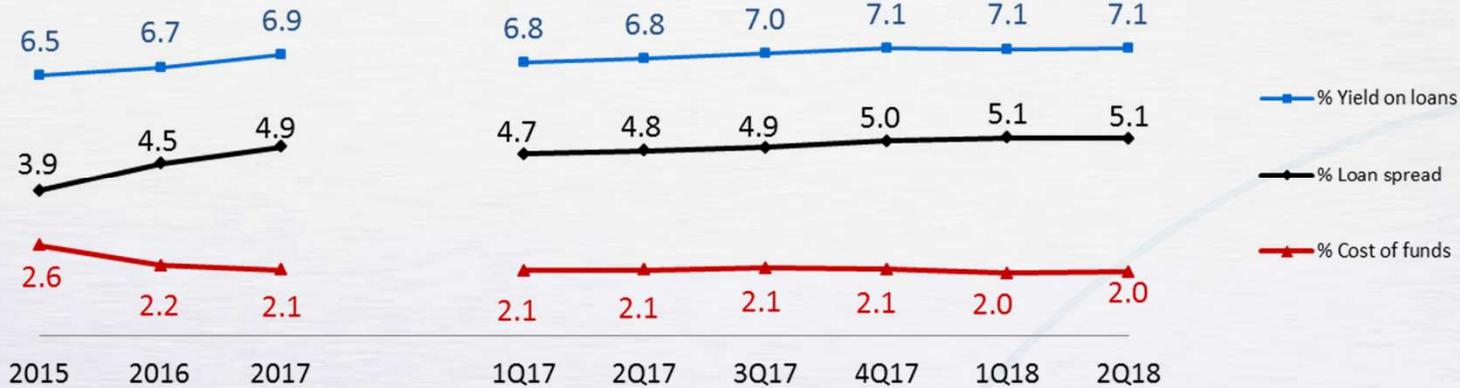
TISCO Auto HP Penetration Rate





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

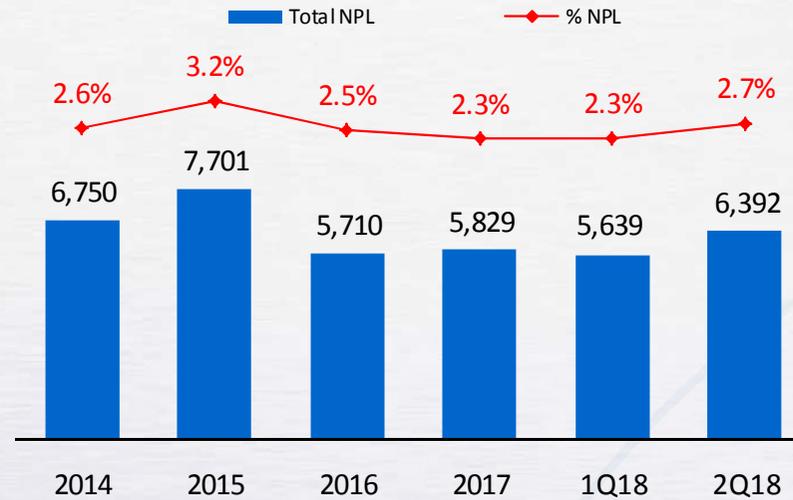




Asset Quality

NPL and NPL Ratio

Unit: Million Baht



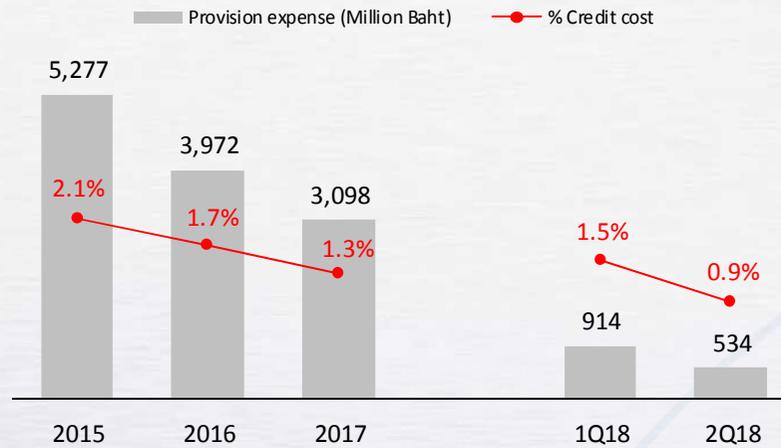
NPL by Loan Type	2017		1Q18		2Q18	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	332	0.7	289	0.7	280	0.7
SME	191	1.3	164	1.1	736	6.2
Hire Purchase	3,325	2.6	3,155	2.4	3,361	2.6
Mortgage	1,168	4.9	1,177	5.2	1,076	5.0
Auto Cash	677	2.4	741	2.6	824	2.8
Others	136	1.3	113	4.2	115	4.2
Total NPL	5,829	2.32	5,639	2.34	6,392	2.69



Provisions

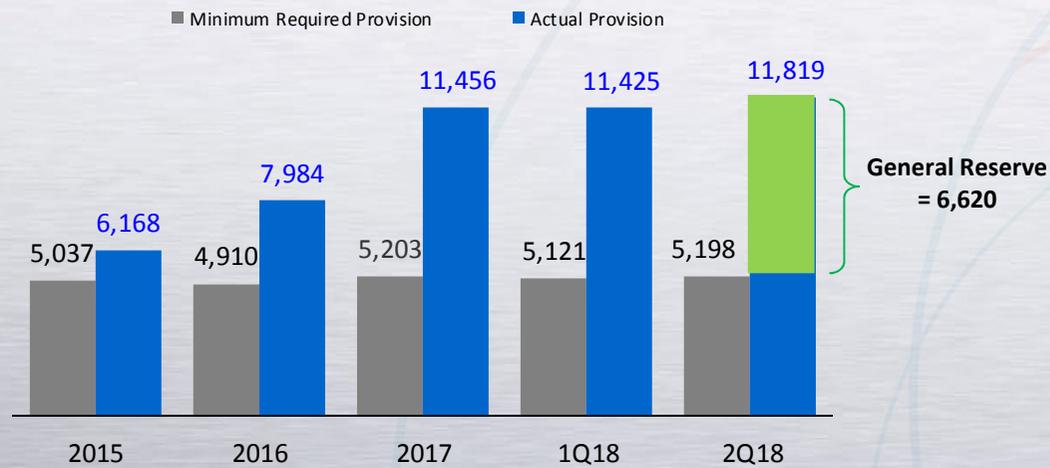
Provision Expense and Credit Cost

Unit: Million Baht



Minimum Required Provision vs Actual Provision

Unit: Million Baht

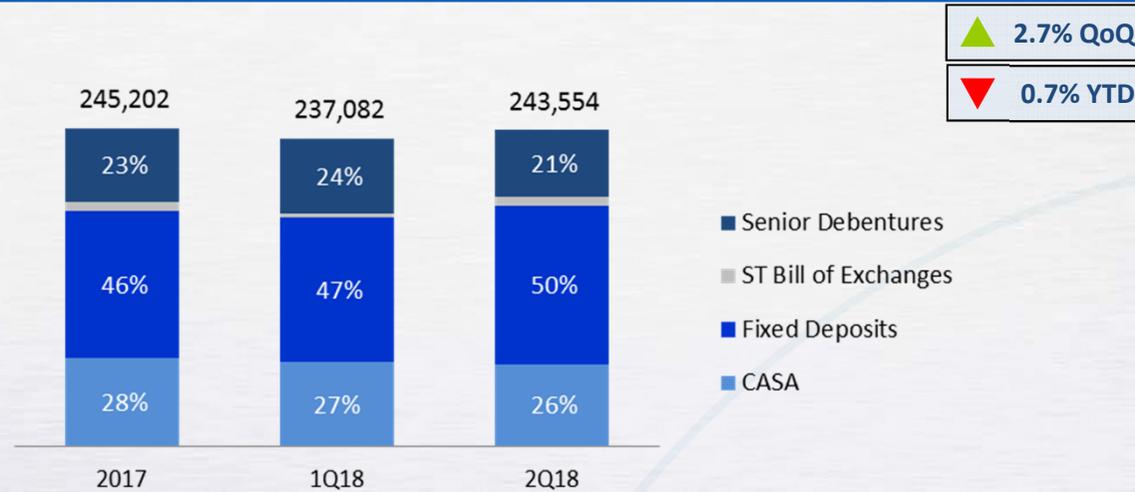




Deposits

Total Deposits & Bill of Exchanges

Unit: Million Baht



Unit : Million Baht	2017	1Q18	2Q18	%QoQ	% YTD
Current	3,785	3,683	2,652	(28.0)	(29.9)
Savings	64,544	61,249	60,637	(1.0)	(6.1)
Fixed Deposits	112,474	111,214	121,730	9.5	8.2
Short-Term Bill of Exchanges	7,477	3,067	7,042	129.6	(5.8)
Senior Debentures	56,922	57,869	51,494	(11.0)	(9.5)
Total Deposits & Borrowings	245,202	237,082	243,554	2.7	(0.7)
Subordinated Debentures	6,680	6,680	6,680		
% LDR to Total Deposits & Borrowings	102.5	101.6	97.5		



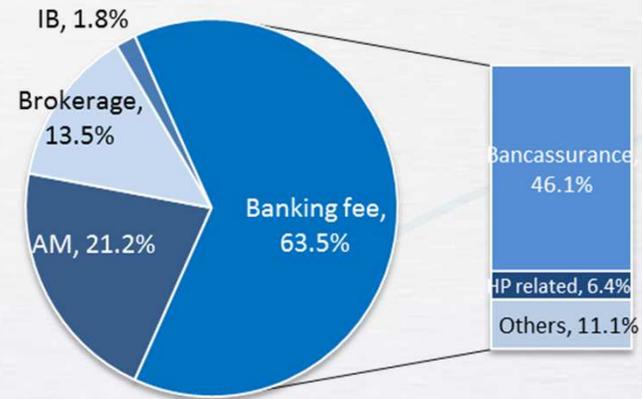
Non-Interest Income

Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income Breakdown



*Date for 6M2018

Unit : Million Baht	2Q17	1Q18	2Q18	% QoQ	% YoY	1H2017	1H2018	% YoY
Banking Fee*	971	1,131	1,078	(4.7)	11.1	1,977	2,209	11.7
Asset Management Basic Fee	304	385	352	(8.7)	15.7	605	737	21.8
Brokerage Fee	180	261	210	(19.5)	16.4	394	471	19.6
Investment Banking Fee	18	59	2	(96.7)	(89.0)	137	61	(55.3)
Non-Interest Income from Core Businesses	1,473	1,836	1,641	(10.6)	11.5	3,113	3,478	11.7
Trading Income & Incentive	6	231	75	(67.5)	1,190.0	4	306	7,623.1
Share of Profit from Investment in Subsidiaries	36	146	24	(83.9)	(34.2)	63	169	168.7
Dividend Income	7	32	3	(89.8)	(54.8)	39	36	(8.3)
Total Non-Interest Income	1,522	2,245	1,743	(22.4)	14.6	3,219	3,989	23.9

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



Asset Management Business

TISCO Asset under Management

Unit: Million Baht

Rank #8

▲ 0.3% QoQ

▲ 2.0% YTD



Provident Fund

Unit: Million Baht

Rank #2

▲ 1.0% QoQ

▲ 2.7% YTD



Mutual Fund

Unit: Million Baht

Rank #13

▼ 1.1% QoQ

▲ 0.4% YTD



Private Fund

Unit: Million Baht

Rank #5

▼ 0.6% QoQ

▲ 1.1% YTD

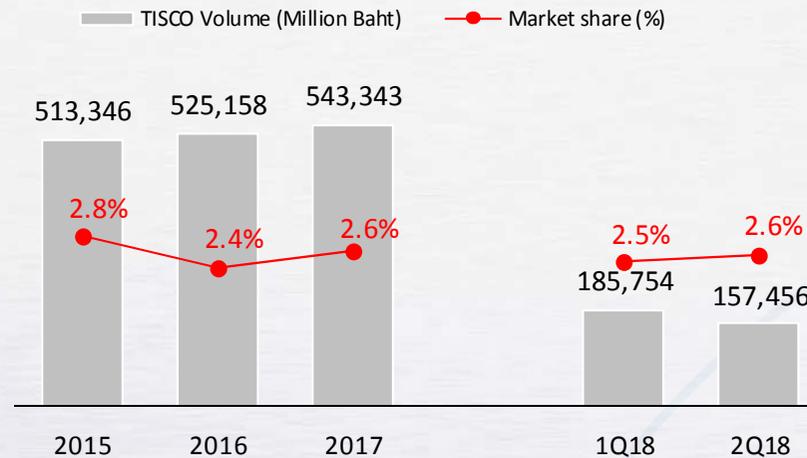


*Remark: Rankings and Market Share as of May 2018

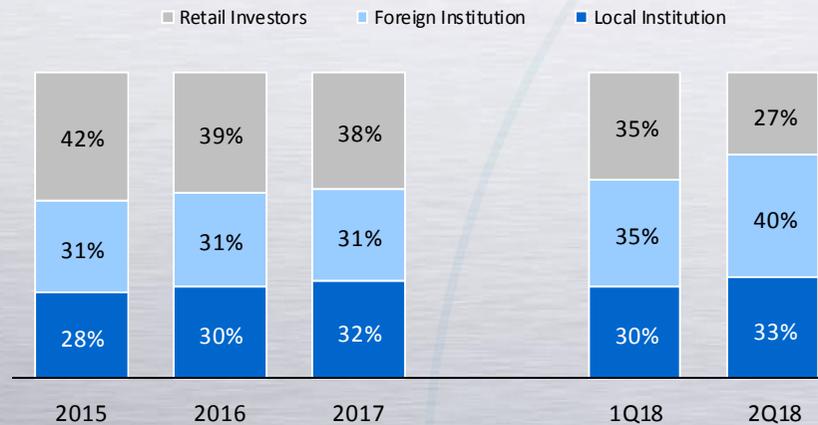


Brokerage Business

TISCO Trading Volume and Market Share



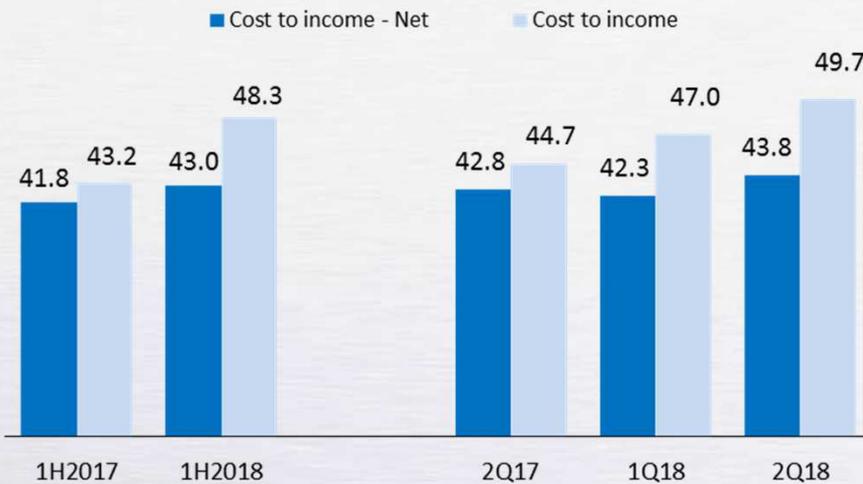
TISCO Trading Volume by Customer





Operating Expenses

Cost to Income Ratio



Cost to Total Assets Ratio



Unit : Million Baht	2Q17	1Q18	2Q18	% QoQ	% YoY	1H2017	1H2018	% YoY
Employees' Expenses	1,234	1,459	1,441	(1.2)	16.8	2,482	2,900	16.9
Premises & Equipment Expenses	268	292	302	3.6	12.6	517	594	14.8
Taxes & Duties	55	81	75	(6.9)	35.6	111	156	40.8
Other Expenses*	250	464	312	(32.7)	24.8	497	777	56.4
Total Operating Expenses	1,808	2,296	2,131	(7.2)	17.8	3,606	4,426	22.7

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



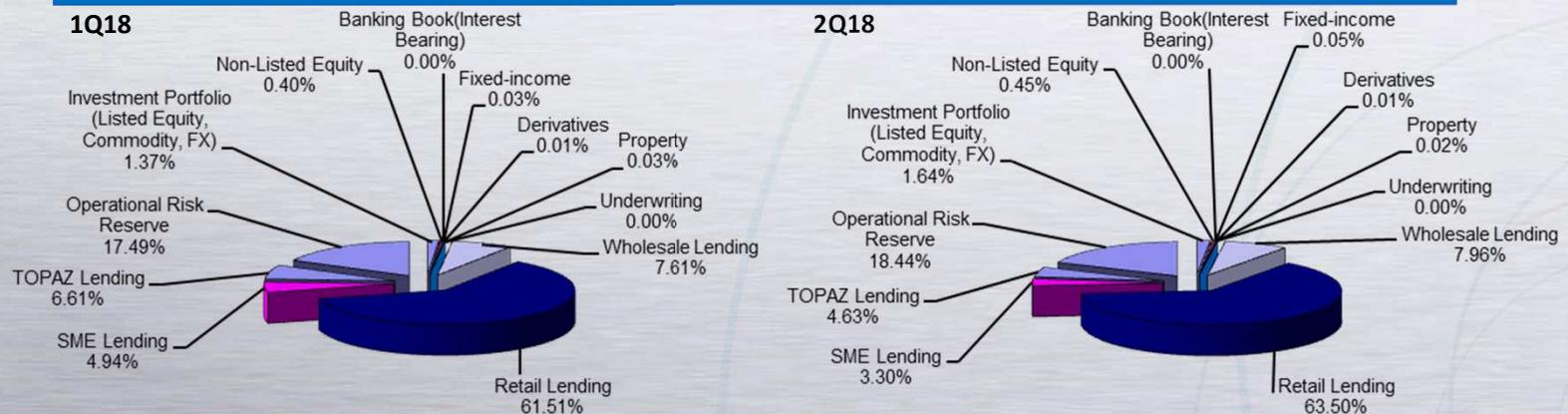
Capital Adequacy

Capital Adequacy Ratio of TISCO Bank



*Remark: Projected Figures

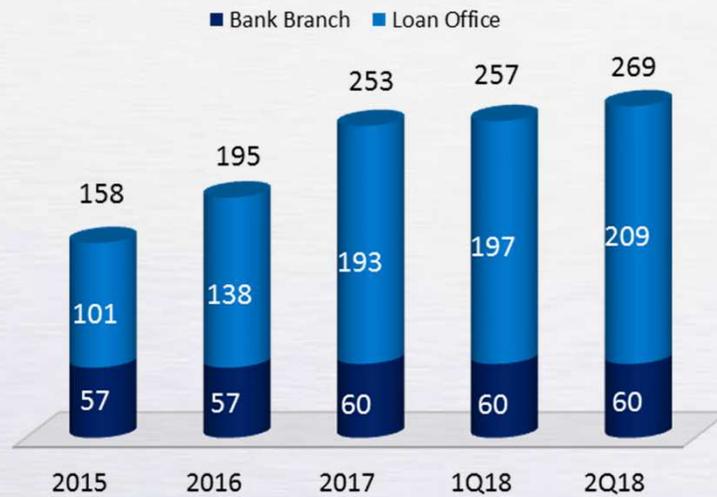
Risk-Based Capital Exposure





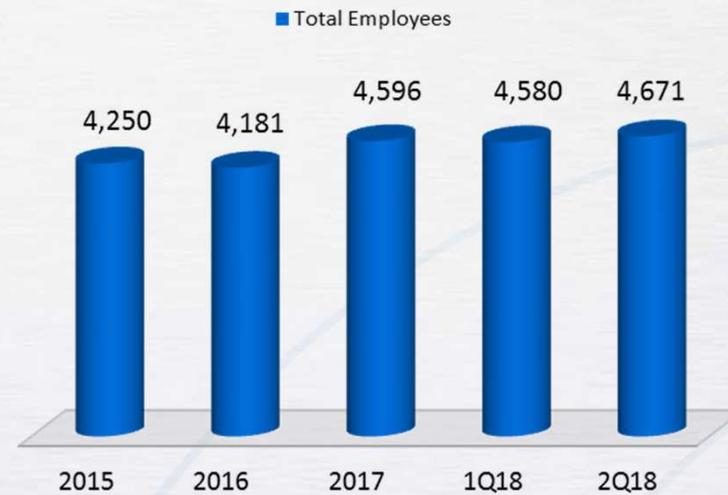
Employees and Branch Network

Total Branch Network



*Remark: Loan Office included Mobile Branches

Total TISCO Employees





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





TISCO

WEALTH OF POSSIBILITIES