

TISCO

TISCO Financial Group Public Co., Ltd.

Financial Result 1Q2019

April 19, 2019



Consolidated Income Statements



Unit : Million Baht	1Q18	4Q18	1Q19	% QoQ	% YoY
Interest Income	4,491	4,380	4,390	0.2	(2.3)
Interest Expenses	(1,244)	(1,301)	(1,287)	(1.0)	3.5
Net Interest Income	3,247	3,079	3,102	0.8	(4.5)
Fee & Service Income	1,722	1,583	1,460	(7.7)	(15.2)
Fee & Service Expenses	(63)	(61)	(61)	(0.4)	(3.1)
Other Operating Income	523	171	121	(29.3)	(76.8)
Total Non-Interest Income	2,182	1,693	1,520	(10.2)	(30.3)
Total Income	5,430	4,772	4,623	(3.1)	(14.9)
Operating Expenses	(2,296)	(2,147)	(2,317)	7.9	0.9
PPOP	3,134	2,624	2,306	(12.1)	(26.4)
Provisions	(914)	(465)	(152)	(67.2)	(83.3)
Pre-tax Profit	2,220	2,160	2,154	(0.3)	(3.0)
Income Tax	(403)	(433)	(422)	(2.6)	4.7
Profit from Discontinued Operations	(37)	-	-	n.a.	n.a.
Net Profit	1,766	1,726	1,730	0.2	(2.1)
EPS (Baht)	2.21	2.16	2.16		
ROAE (%)	19.9	18.8	17.9		

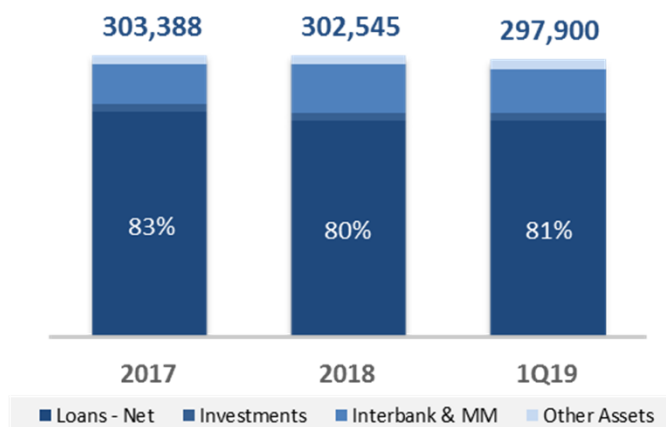
Assets and Liabilities



Assets

Unit: Million Baht

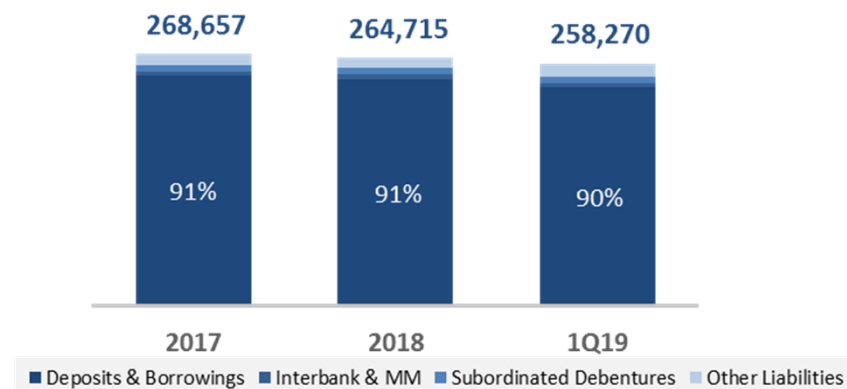
-1.5% YTD



Liabilities

Unit: Million Baht

-2.4% YTD



Unit : Million Baht	2017	2018	1Q19	% YTD
Loans - Net	251,384	240,654	241,700	0.4
Allowance	(11,456)	(11,674)	(11,562)	(1.0)
Investments	8,121	9,812	8,210	(16.3)
Interbank & MM	44,647	54,071	48,726	(9.9)
Other Assets	10,693	9,680	10,826	11.8
Total Assets	303,388	302,545	297,900	(1.5)

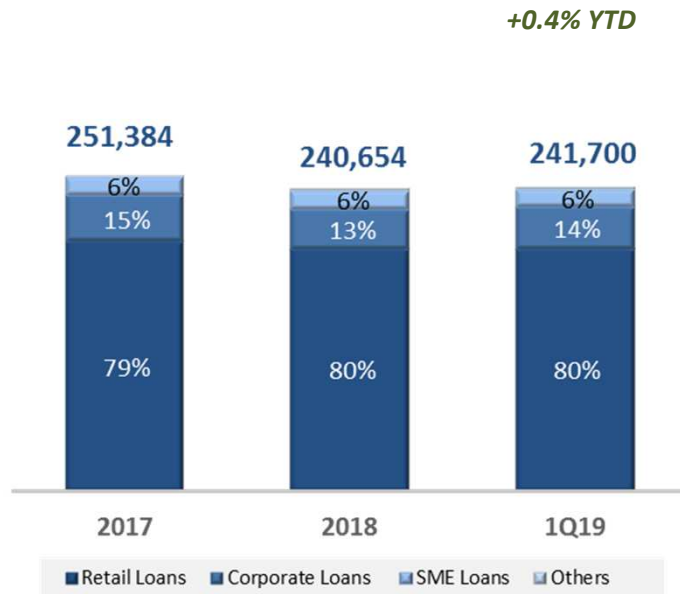
Unit : Million Baht	2017	2018	1Q19	% YTD
Deposits & Borrowings	245,202	241,985	233,606	(3.5)
Interbank & MM	4,018	4,375	4,277	(2.2)
Subordinated Debentures	6,680	6,680	6,680	-
Other Liabilities	12,757	11,675	13,707	17.4
Total Liabilities	268,657	264,715	258,270	(2.4)
Retained Earnings	23,926	26,918	28,648	6.4
Total Equities	34,732	37,829	39,630	4.8

Loan Portfolios

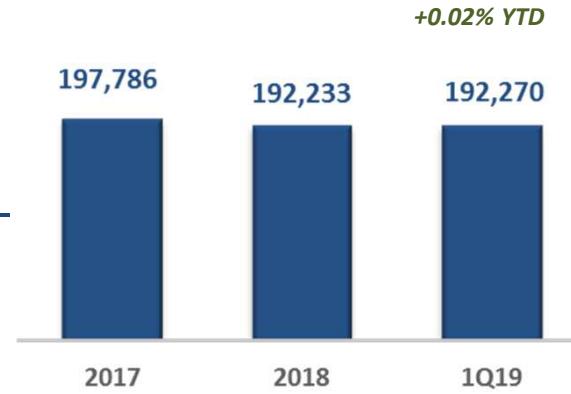


Total Loans

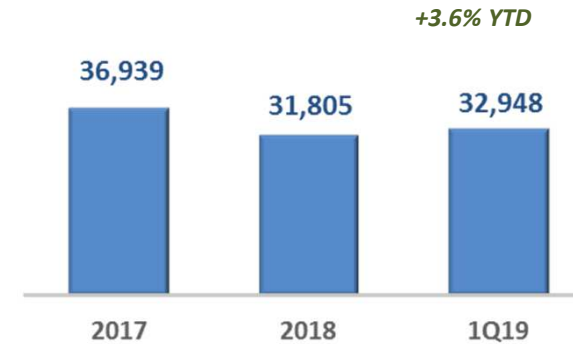
Unit: Million Baht



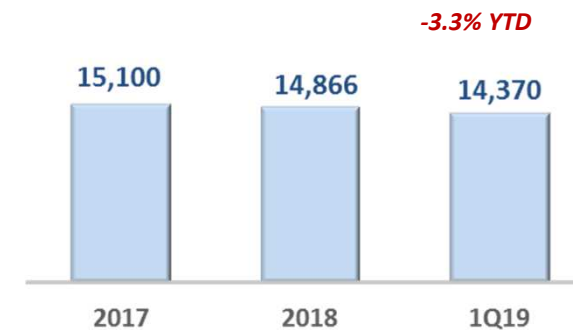
Retail Loans



Corporate Loans



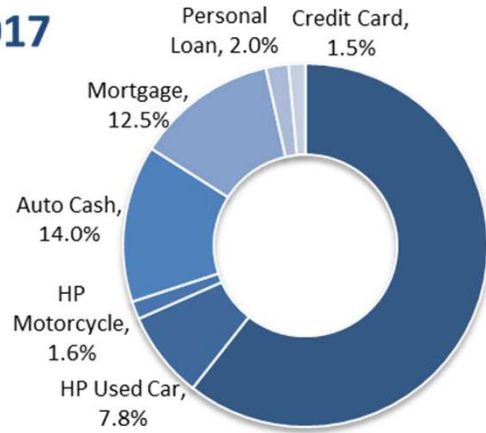
SME Loans



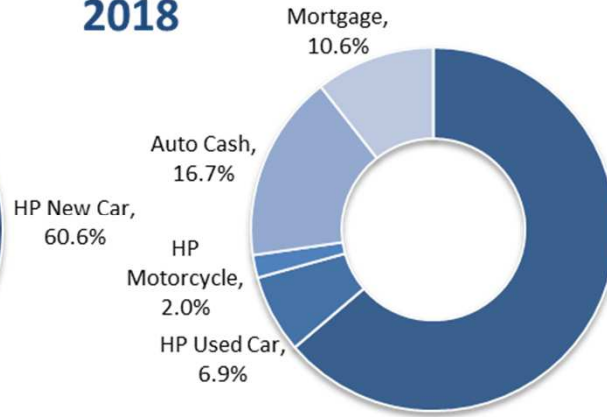
Retail Loan Portfolio Breakdown



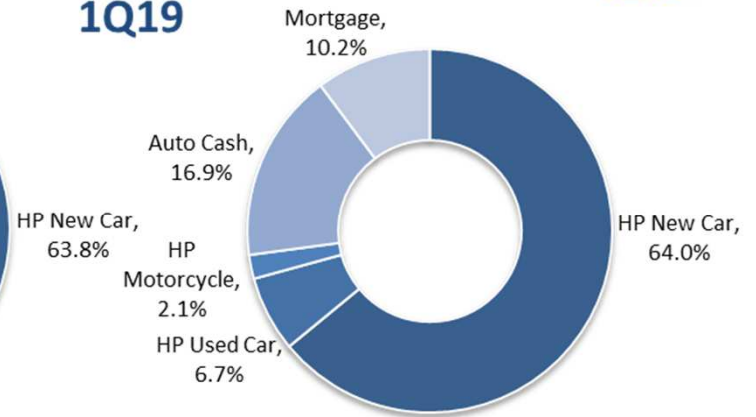
2017



2018

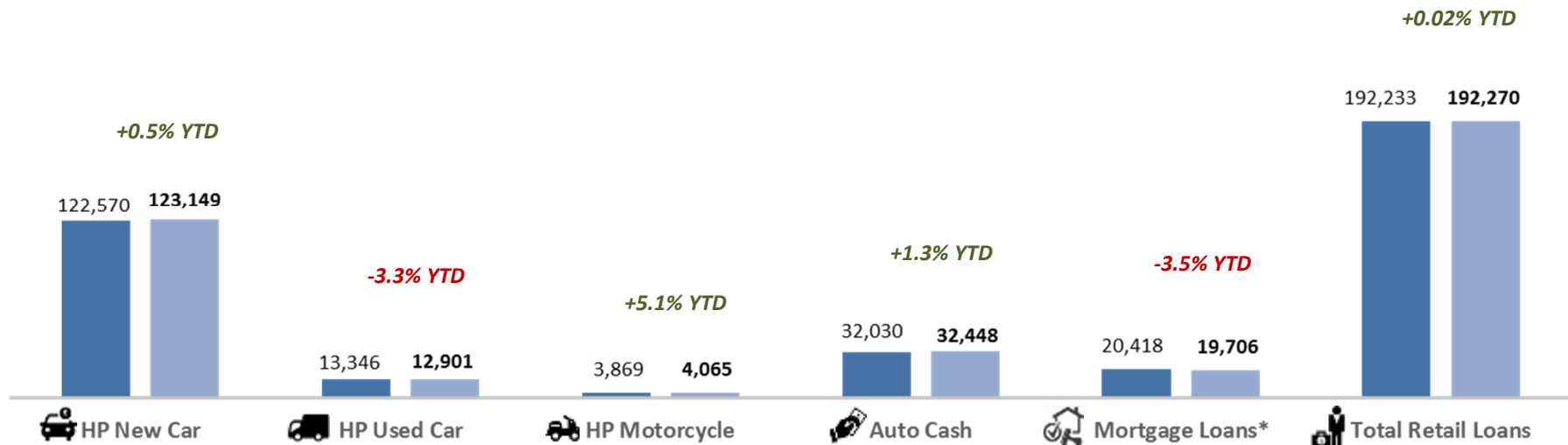


1Q19



Unit: Million Baht

■ 2018 ■ 1Q19



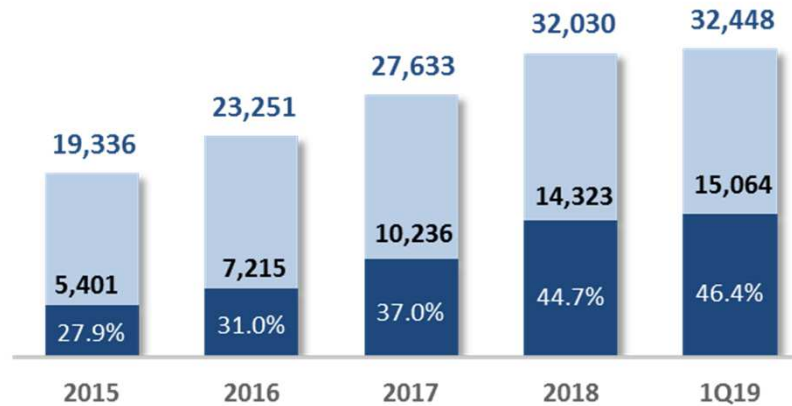
*Remark: Mortgage Loans include Housing Loans and Home-Equity Loans

TISCO Auto Cash



Auto Cash Loan Outstanding

Unit: Million Baht



Auto Cash +1.3% YTD

Somwang +5.2% YTD

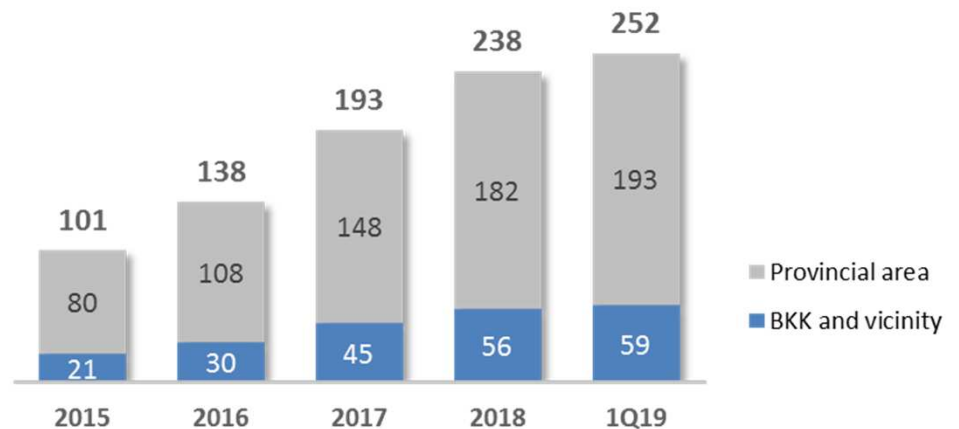
■ Loan generated through Somwang channel



Somwang Loan Outstanding vs NPLs



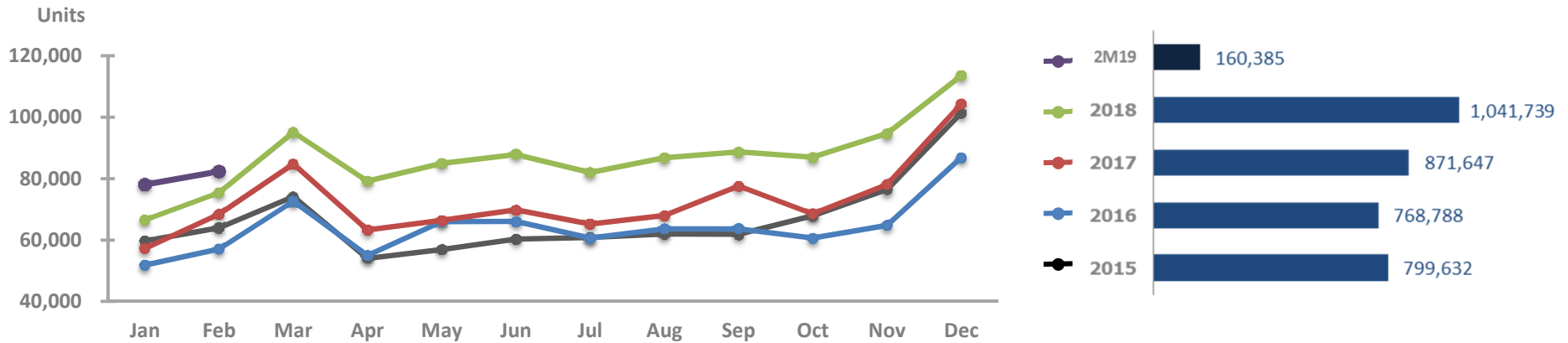
Somwang Branches



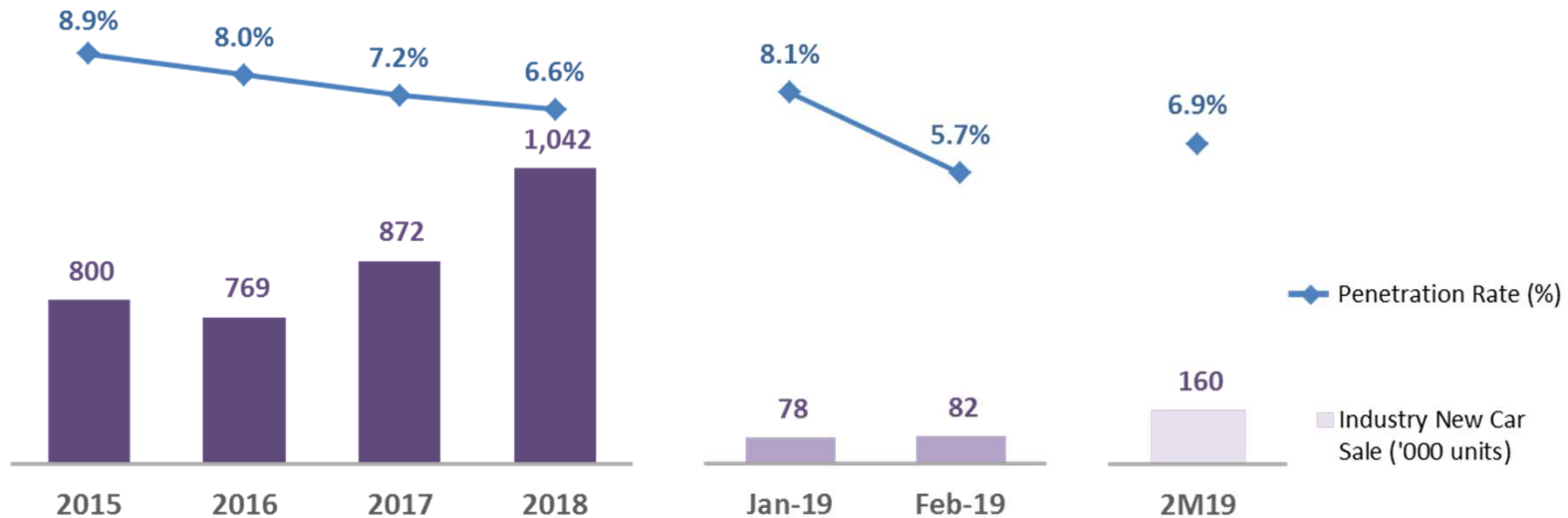
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

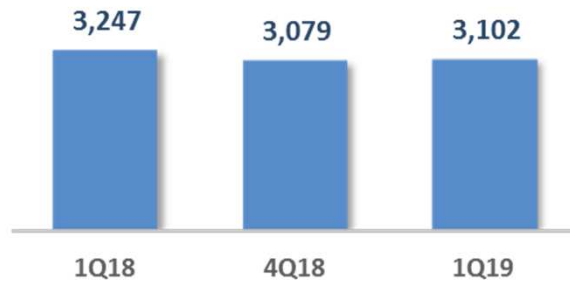


Interest Income & NIM

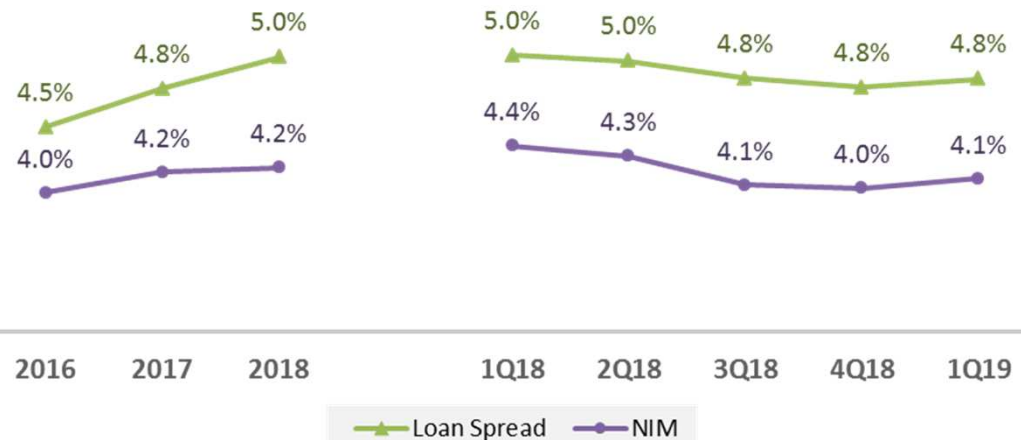
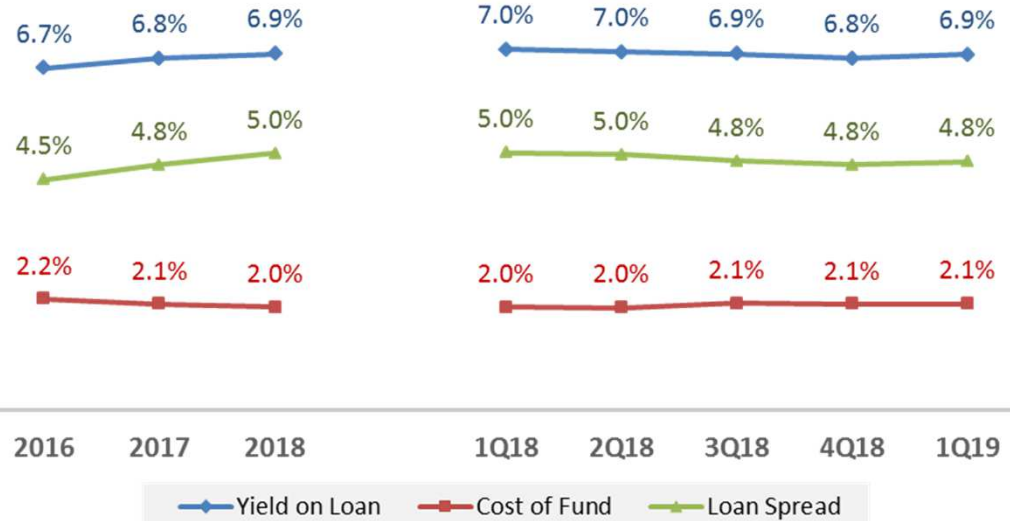


Net Interest Income

Unit: Million Baht



+0.8% QoQ
-4.5% YoY

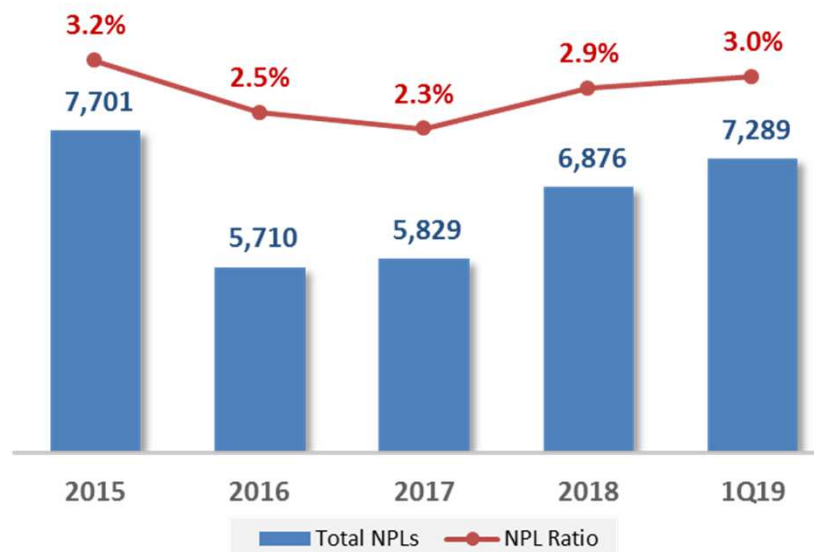


Asset Quality



Non-Performing Loans

Unit: Million Baht



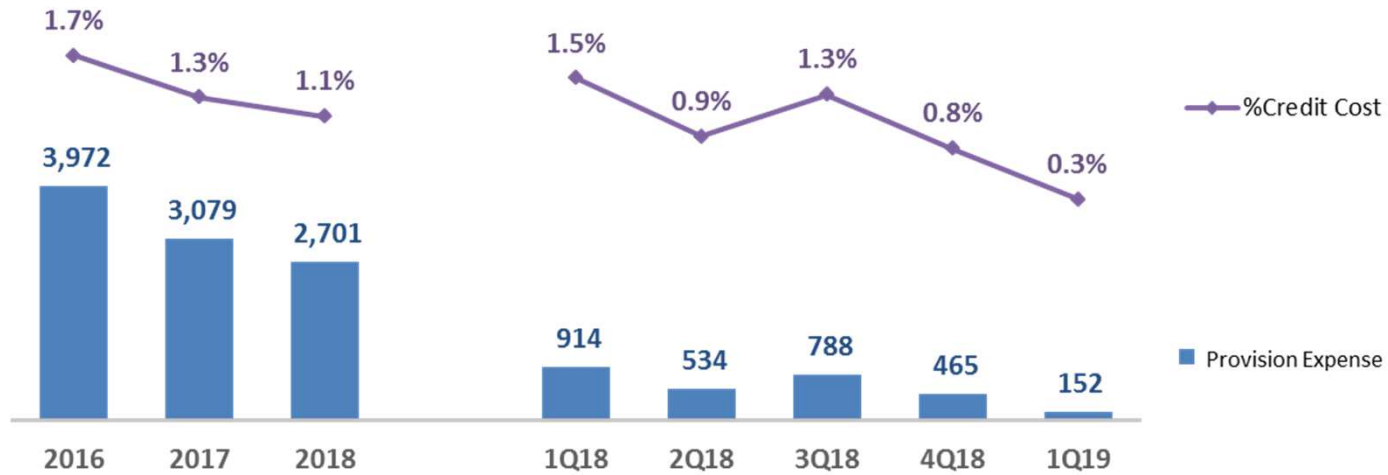
NPL by Loan Type	2017		2018		1Q19	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	-	-	-	-	278	0.8
SME	188	1.2	112	0.8	107	0.7
Hire Purchase	3,548	2.6	3,845	2.8	3,732	2.7
Mortgage	1,388	5.6	1,345	6.6	1,431	7.3
Auto Cash	663	2.4	1,564	4.9	1,734	5.3
Others	41	0.5	11	0.6	8	0.4
Total NPL	5,829	2.32	6,876	2.86	7,289	3.02

Provisions



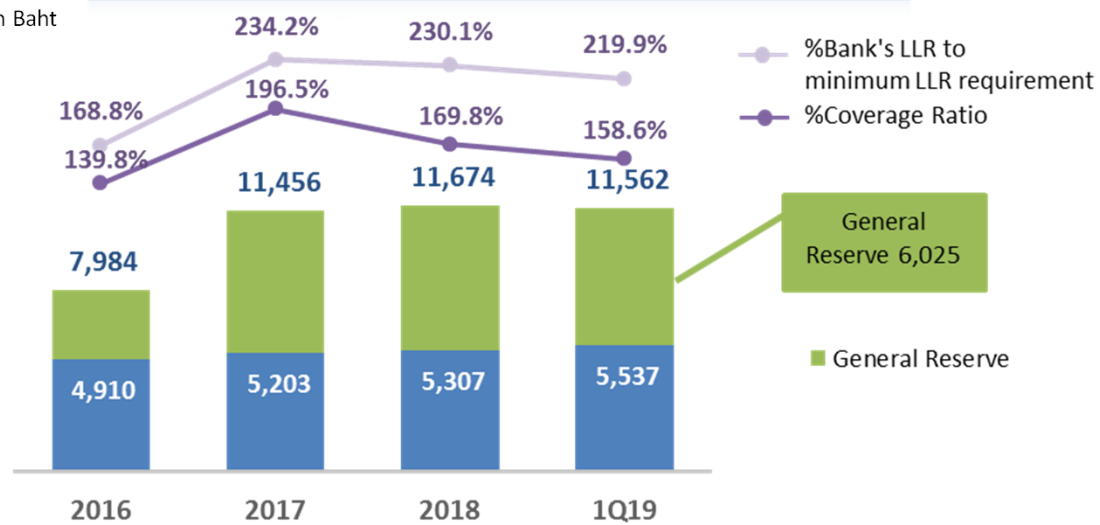
Provision Expense & Credit Cost

Unit: Million Baht



Minimum Required Provision vs Actual Provision

Unit: Million Baht



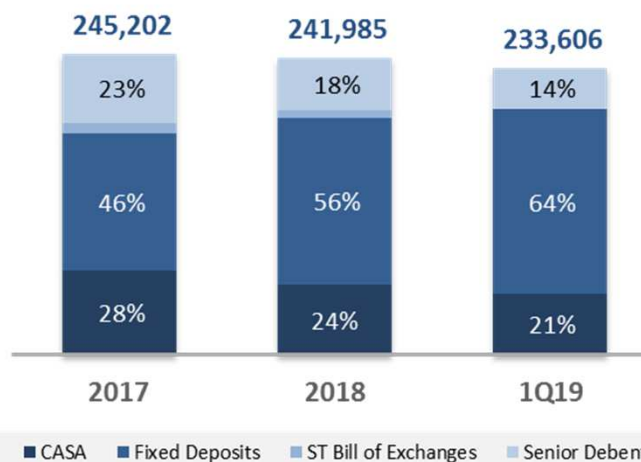
Funding



Total Funding

Unit: Million Baht

-3.5% YTD



Unit : Million Baht	2017	2018	1Q19	% YTD
Current	3,785	2,484	2,394	(3.6)
Savings	64,544	54,684	47,371	(13.4)
Fixed Deposits	112,474	135,941	150,218	10.5
Short-Term Bill of Exchanges	7,477	5,877	37	(99.4)
Senior Debentures	56,922	43,000	33,585	(21.9)
Total Deposits & Borrowings	245,202	241,985	233,606	(3.5)
Subordinated Debentures	6,680	6,680	6,680	
% LDR to Total Deposits & Borrowings	102.5	99.5	103.5	

Non-Interest Income



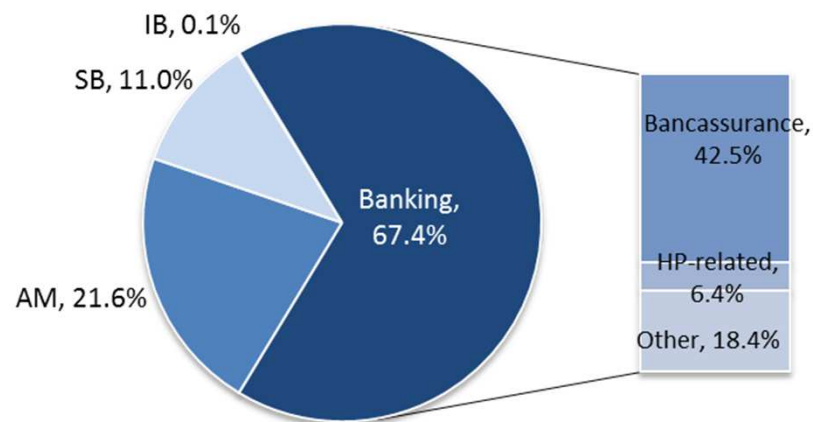
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data for 3M2019



Unit : Million Baht	1Q18	4Q18	1Q19	% QoQ	% YoY
Banking Fee	1,131	1,187	1,059	(10.8)	(6.4)
Asset Management Basic Fee	385	337	338	0.4	(12.1)
Brokerage Fee	261	168	172	2.3	(33.9)
Investment Banking Fee	59	4	2	(52.3)	(97.0)
Non-Interest Income from Core Businesses	1,836	1,696	1,571	(7.4)	(14.4)
Trading Income & Incentive	231	25	(21)	(181.9)	(109.0)
Share of Profit from Investment in Subsidiaries	146	31	(2)	(106.0)	(101.3)
Dividend Income	32	1	32	2,599.6	0.2
Total Non-Interest Income	2,245	1,754	1,581	(9.9)	(29.6)

Asset Management Business



TISCO Asset Under Management

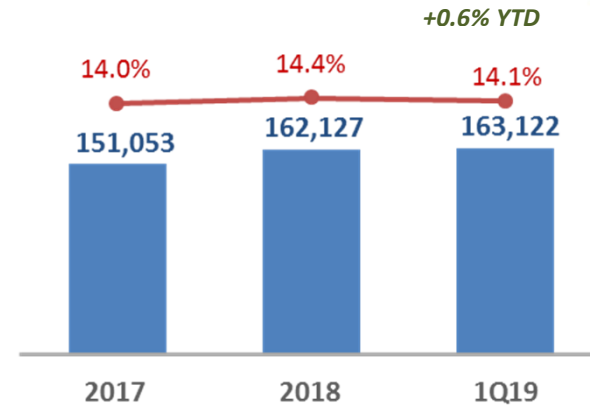
Unit: Million Baht



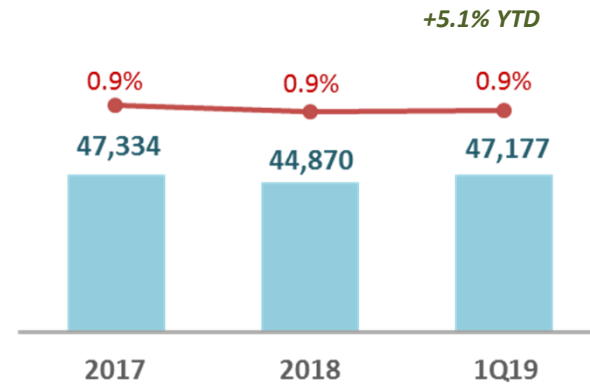
Provident Fund Mutual Fund Private Fund Market Share (%)

Rank #8

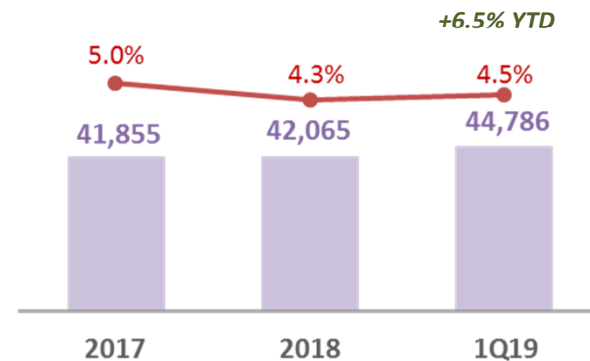
Rank #2
Provident Fund



Rank #14
Mutual Fund



Rank #5
Private Fund

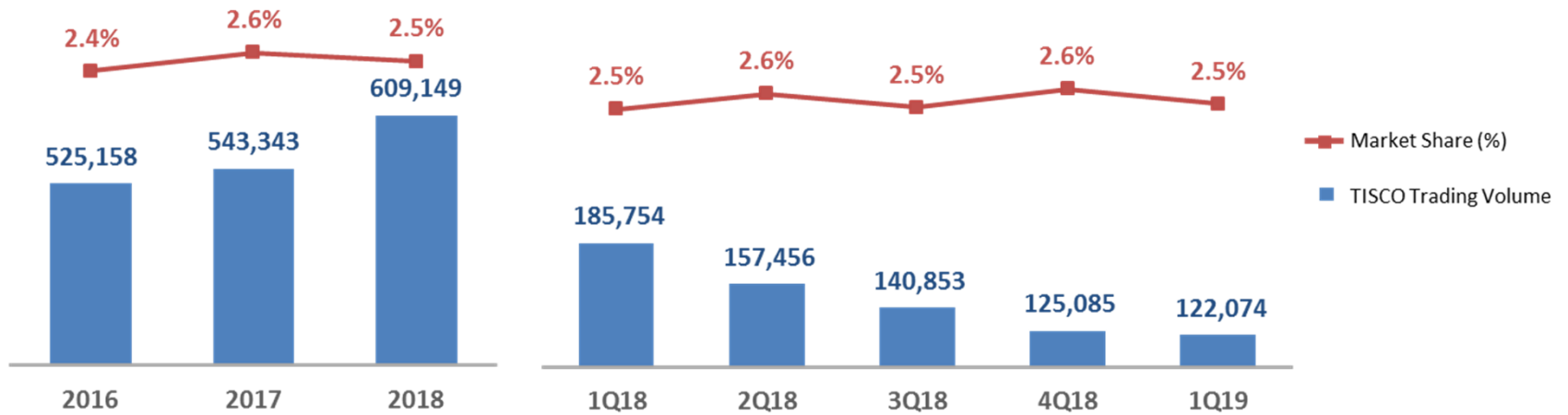


Brokerage Business

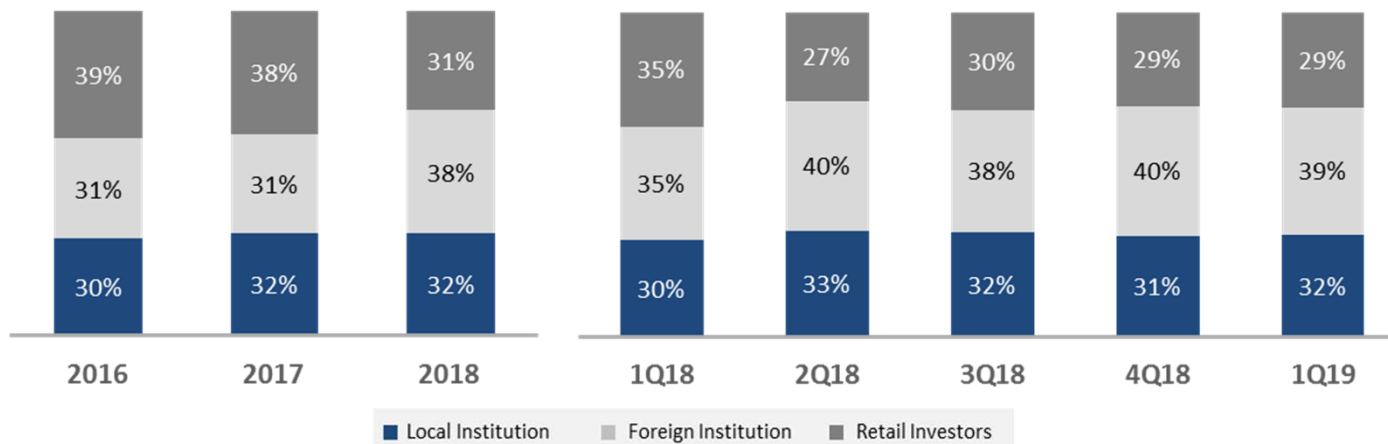


TISCO Trading Volume & Market Share

Unit: Million Baht



TISCO Trading Volume by Customers

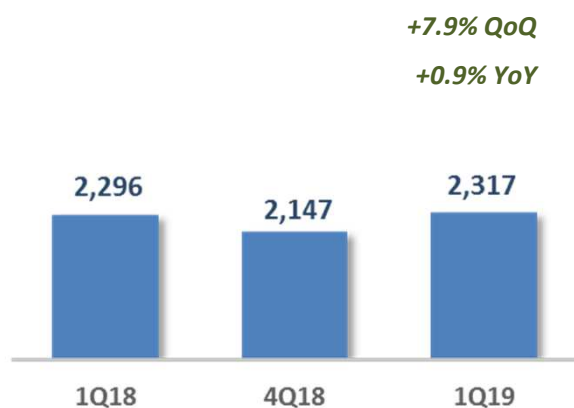


Operating Expenses

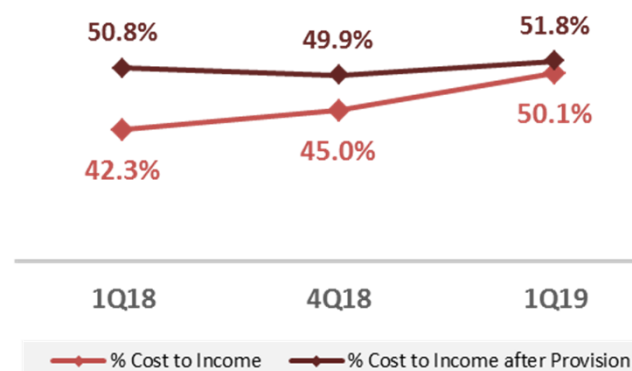


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



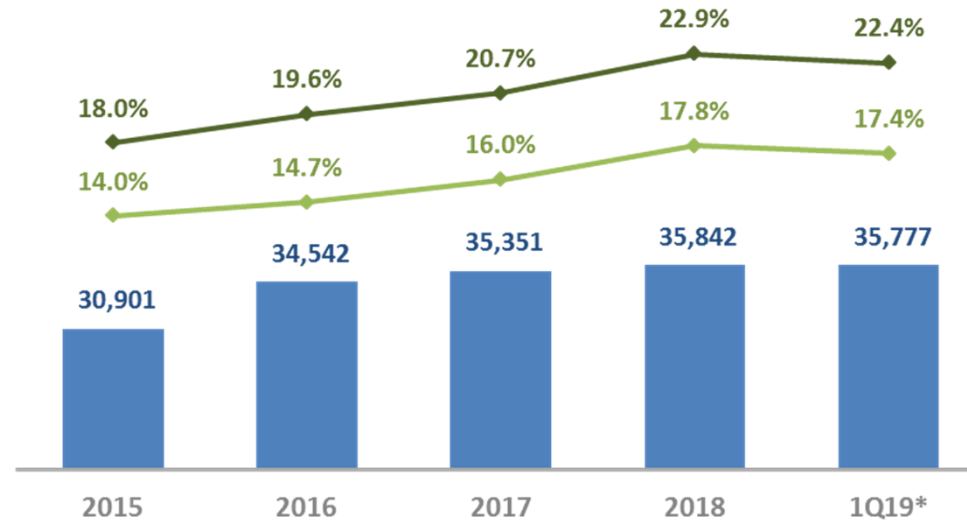
Unit : Million Baht	1Q18	4Q18	1Q19	% QoQ	% YoY
Employees' Expenses	1,459	1,431	1,671	16.8	14.5
Premises & Equipment Expenses	292	316	307	(2.8)	5.3
Taxes & Duties	81	73	75	2.1	(7.5)
Other Expenses	464	328	264	(19.5)	(43.1)
Total Operating Expenses	2,296	2,147	2,317	7.9	0.9

Capital Adequacy



Capital Adequacy Ratio of TISCO Bank

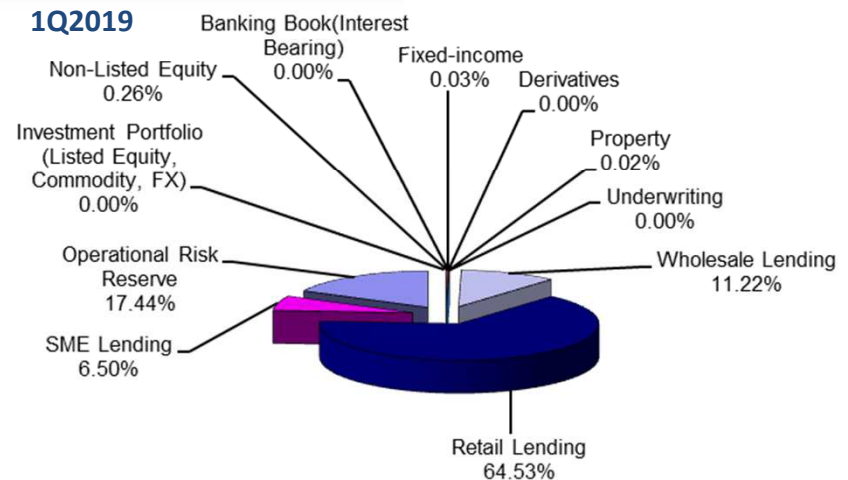
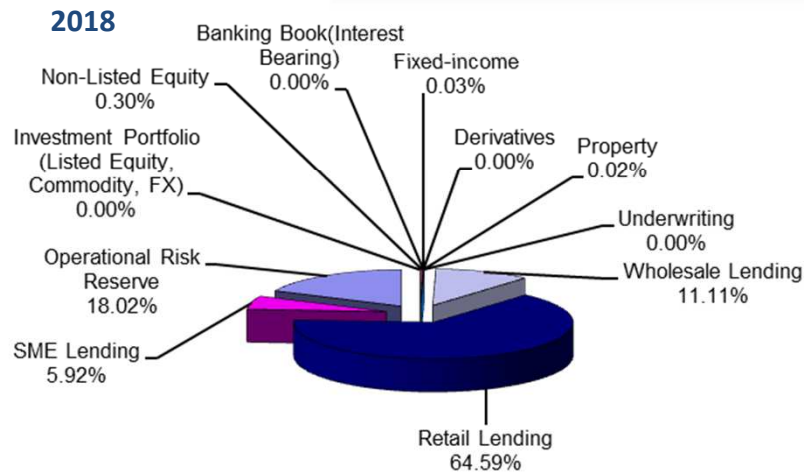
Unit: Million Baht



*Remark: Projected Figures

■ Capital Base ◆ BIS Ratio (%) ◆ Teir I Ratio (%)

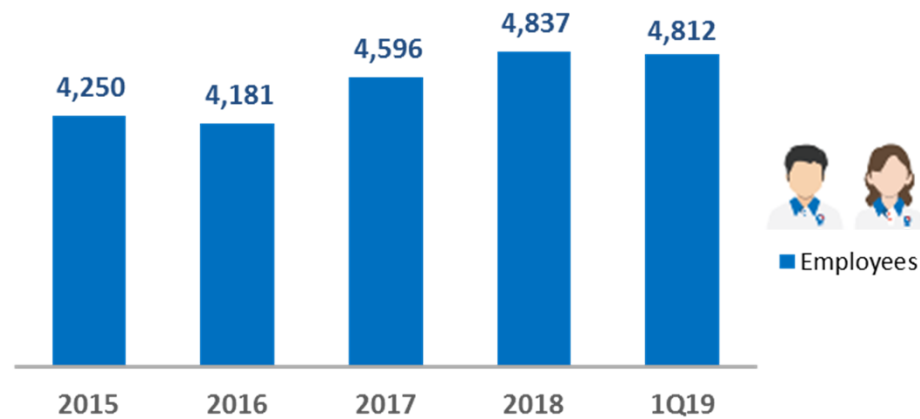
Risk-Based Capital Exposure



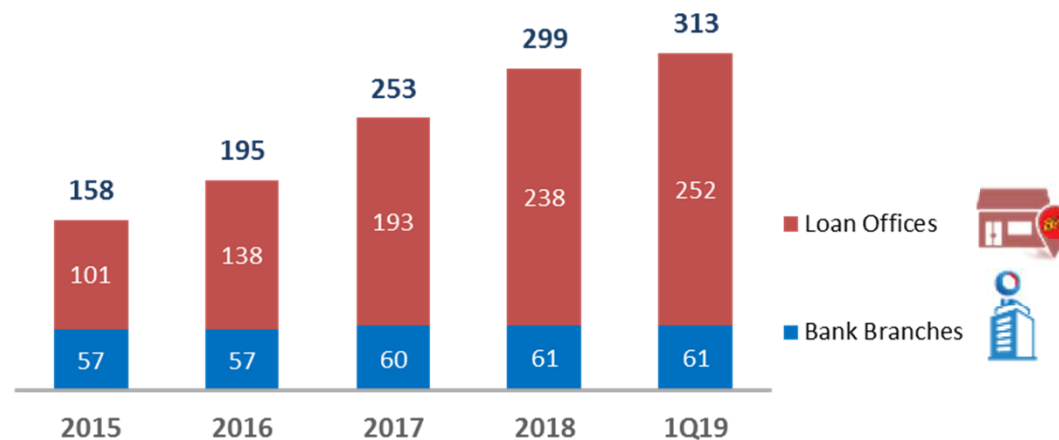
Employees and Branch Network



Total Employees



Total Branch Network



Investor Relations



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