



TISCO Financial Group Public Co., Ltd.

Analyst Meeting 3Q2019

October 15, 2019

Consolidated Income Statements



Unit : Million Baht	3Q18	2Q19	3Q19	% QoQ	% YoY	9M2018	9M2019	% YoY
Interest Income	4,408	4,380	4,377	(0.1)	(0.7)	13,311	13,146	(1.2)
Interest Expenses	(1,298)	(1,273)	(1,266)	(0.5)	(2.5)	(3,775)	(3,826)	1.4
Net Interest Income	3,110	3,107	3,111	0.1	0.0	9,536	9,320	(2.3)
Fee & Service Income	1,532	1,525	1,561	2.3	1.9	4,757	4,546	(4.4)
Fee & Service Expenses	(58)	(77)	(70)	(9.5)	20.0	(182)	(207)	13.7
Other Operating Income	388	93	162	73.8	(58.3)	1,152	341	(70.4)
Total Non-Interest Income	1,861	1,541	1,653	7.2	(11.2)	5,726	4,679	(18.3)
Total Income	4,971	4,649	4,763	2.5	(4.2)	15,262	13,999	(8.3)
Operating Expenses	(2,179)	(2,273)	(2,303)	1.3	5.7	(6,606)	(6,892)	4.3
PPOP	2,792	2,376	2,461	3.5	(11.9)	8,656	7,107	(17.9)
Provisions	(788)	(138)	(125)	(9.0)	(84.1)	(2,237)	(371)	(83.4)
Pre-tax Profit	2,004	2,239	2,335	4.3	16.6	6,419	6,737	4.9
Income Tax	(392)	(438)	(459)	4.9	17.1	(1,230)	(1,328)	8.0
Profit from Discontinued Operations	211	-	-	n.a.	n.a.	128	-	n.a.
Net Profit	1,815	1,798	1,878	4.4	3.5	5,290	5,406	2.2
EPS (Baht)	2.27	2.25	2.35			6.61	6.75	
ROAE (%)	20.8	19.2	20.6			20.0	19.2	

Assets and Liabilities

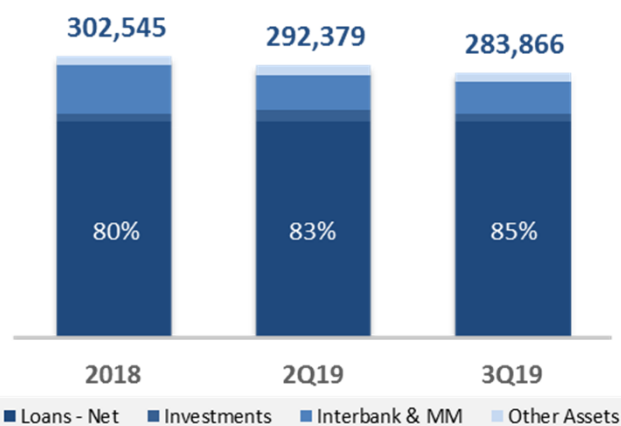


Assets

Unit: Million Baht

-2.9% QoQ

-6.2% YTD

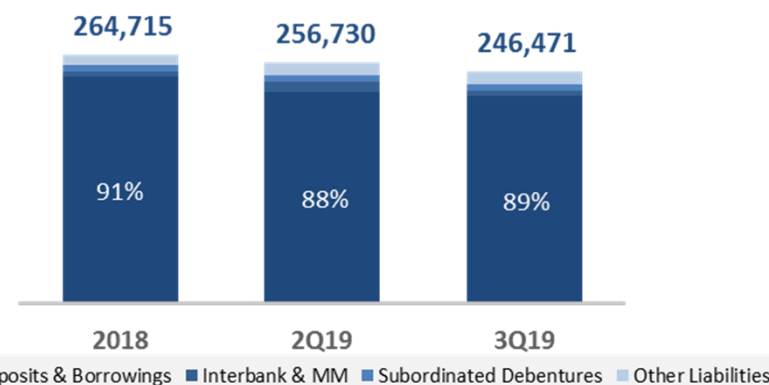


Liabilities

Unit: Million Baht

-4.0% QoQ

-6.9% YTD



Unit : Million Baht	2018	2Q19	3Q19	% QoQ	% YTD
Loans - Net	240,654	241,215	240,742	(0.2)	0.0
Allowance	(11,674)	(11,309)	(11,249)	(0.5)	(3.6)
Investments	9,812	12,724	8,739	(31.3)	(10.9)
Interbank & MM	54,071	39,529	36,358	(8.0)	(32.8)
Other Assets	9,680	10,221	9,275	(9.2)	(4.2)
Total Assets	302,545	292,379	283,866	(2.9)	(6.2)

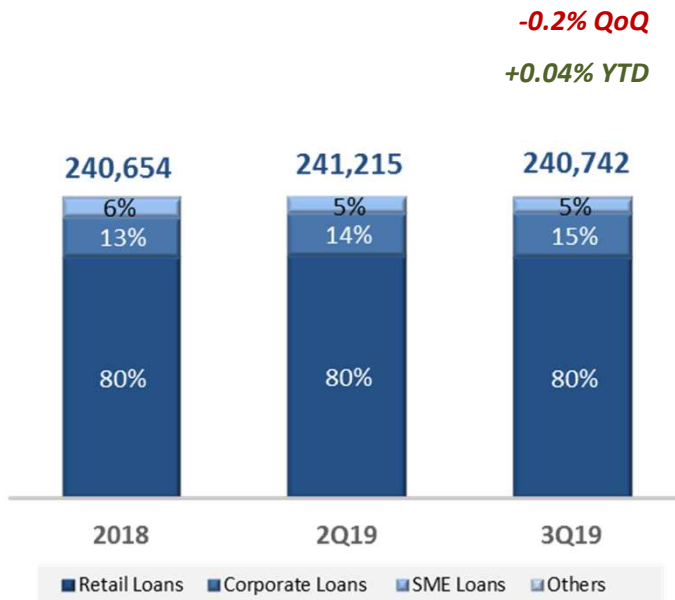
Unit : Million Baht	2018	2Q19	3Q19	% QoQ	% YTD
Deposits & Borrowings	241,985	225,400	220,340	(2.2)	(8.9)
Interbank & MM	4,375	10,693	6,386	(40.3)	46.0
Subordinated Debentures	6,680	6,680	6,680	-	-
Other Liabilities	11,675	13,957	13,065	(6.4)	11.9
Total Liabilities	264,715	256,730	246,471	(4.0)	(6.9)
Retained Earnings	26,918	24,700	26,579	7.6	(1.3)
Total Equities	37,829	35,649	37,395	4.9	(1.1)

Loan Portfolios

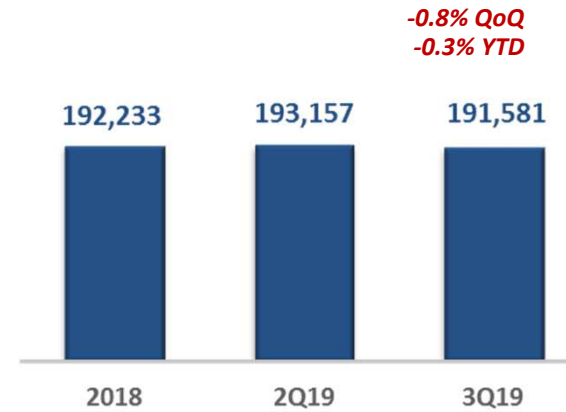


Total Loans

Unit: Million Baht



Retail Loans



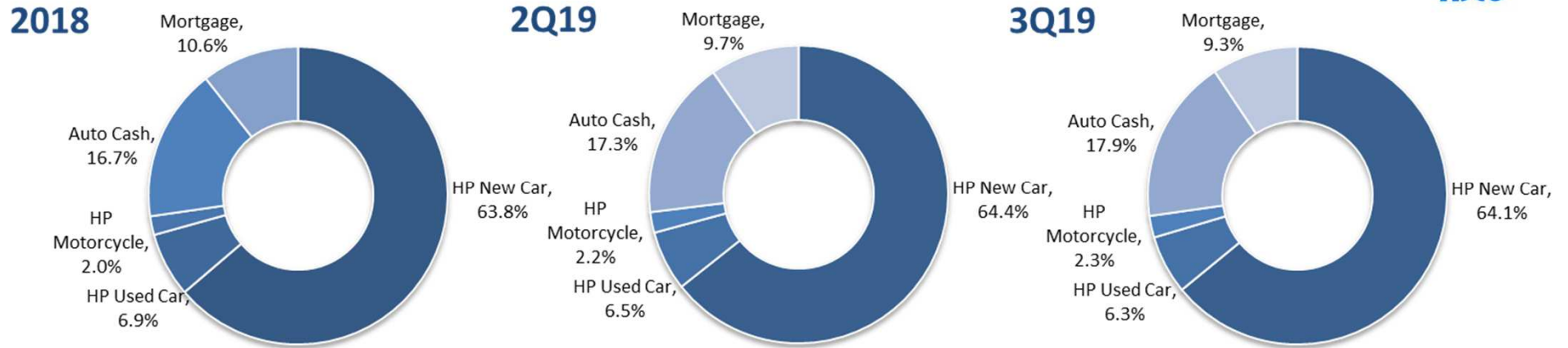
Corporate Loans



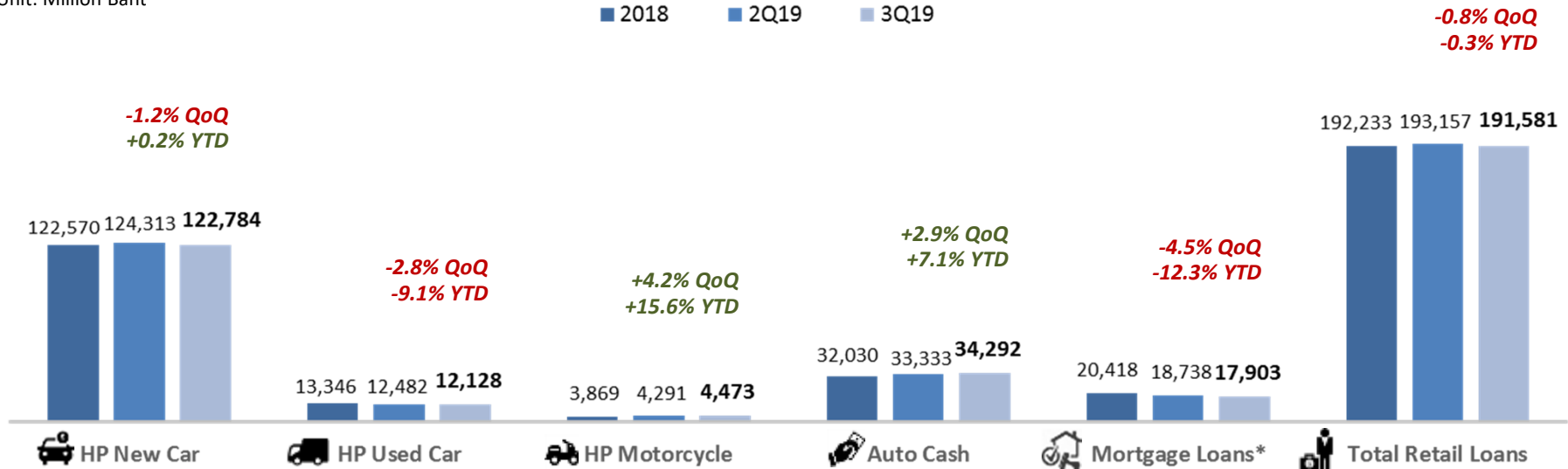
SME Loans



Retail Loan Portfolio Breakdown



Unit: Million Baht



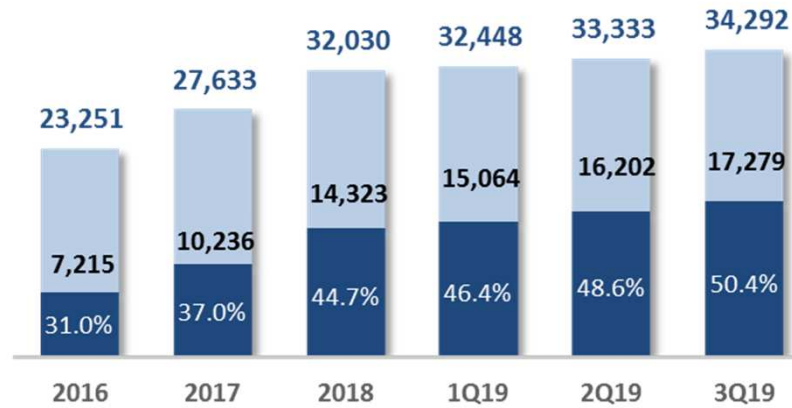
*Remark: Mortgage Loans include Housing Loans and Home-Equity Loans

TISCO Auto Cash



Auto Cash Loan Outstanding

Unit: Million Baht



Auto Cash +2.9% QoQ
+7.1% YTD

Somwang +6.6% QoQ
+20.6% YTD

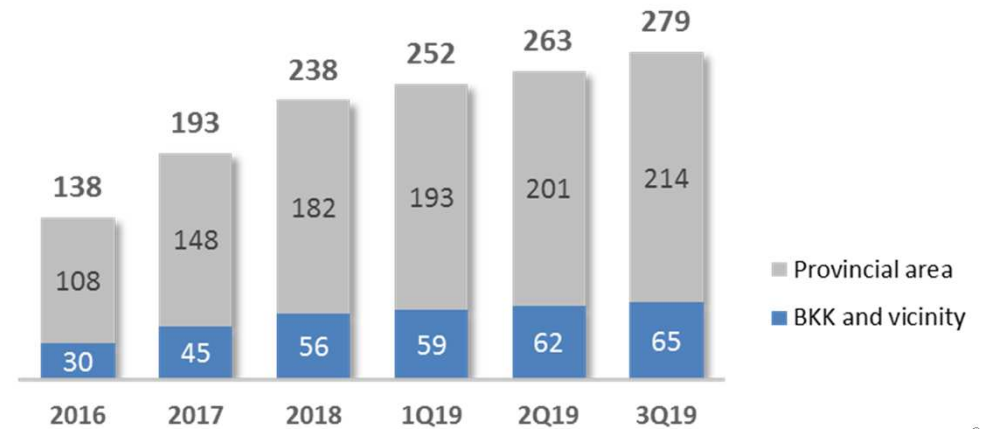
■ Loan generated through Somwang channel



Somwang Loan Outstanding vs NPLs



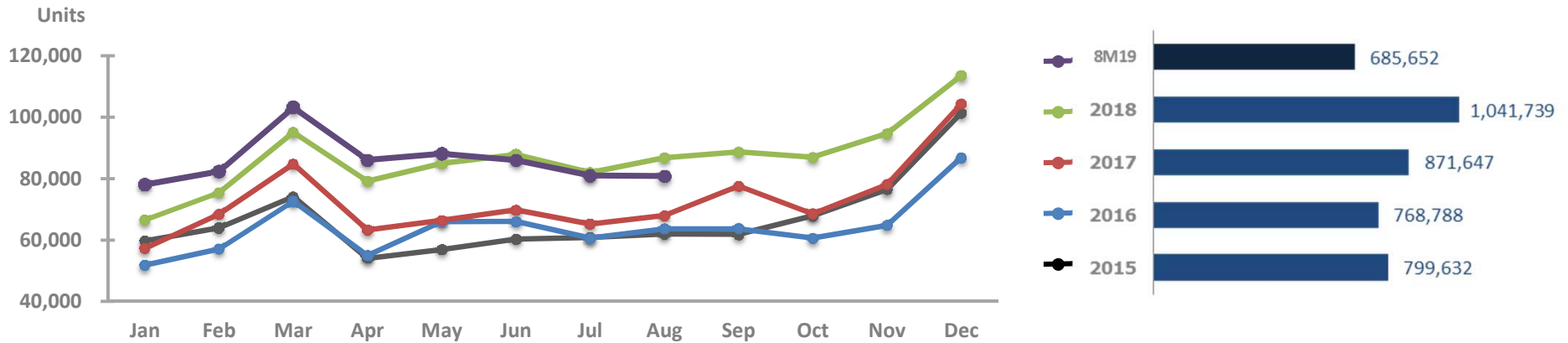
Somwang Branches



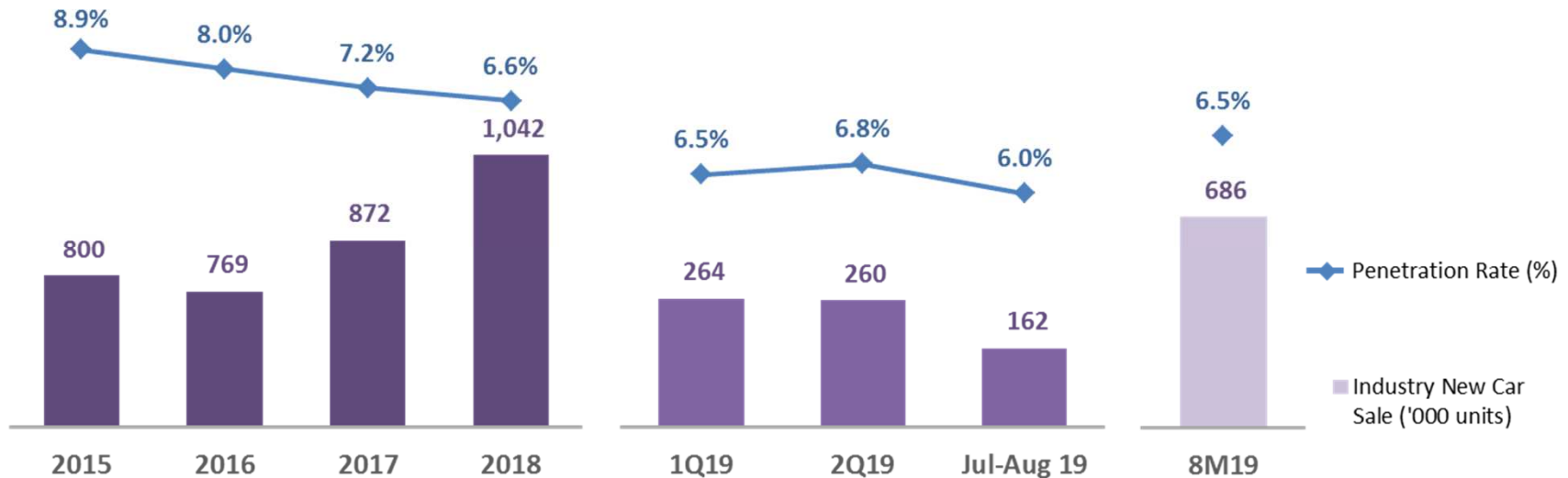
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

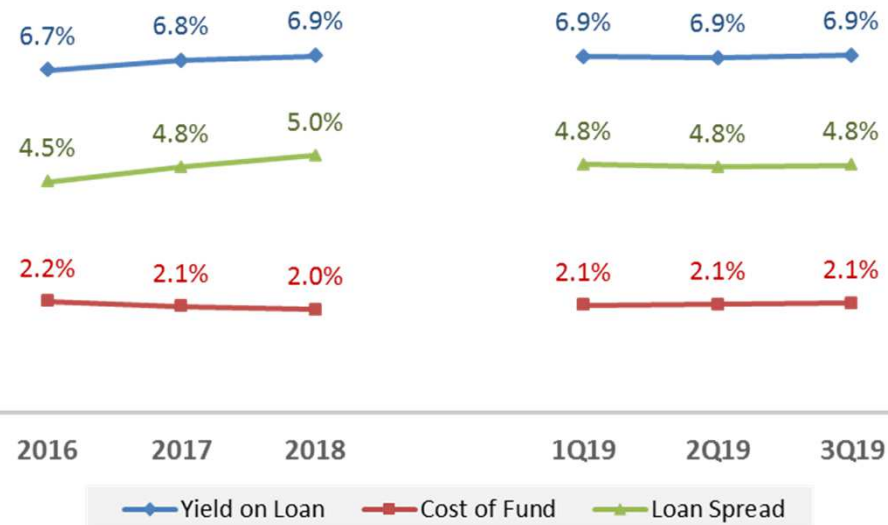


Interest Income & NIM



Net Interest Income

Unit: Million Baht

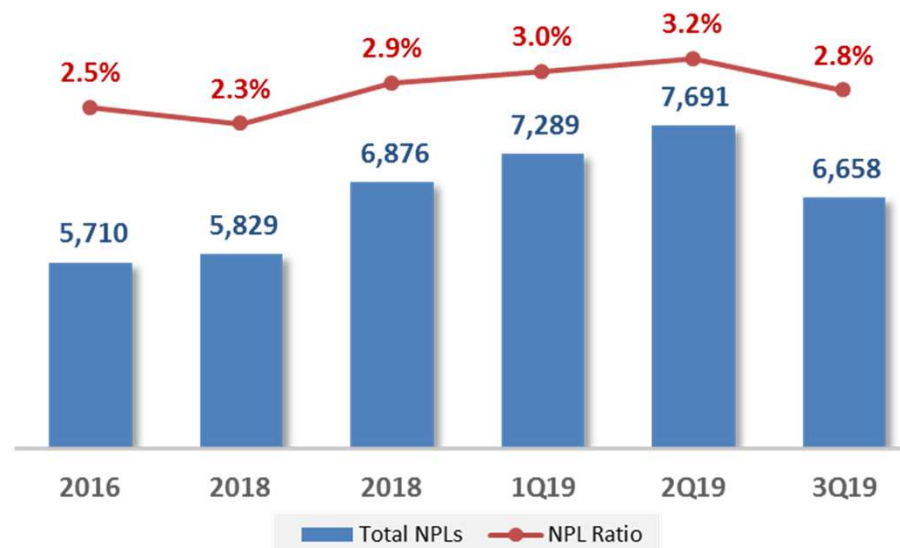


Asset Quality



Non-Performing Loans

Unit: Million Baht



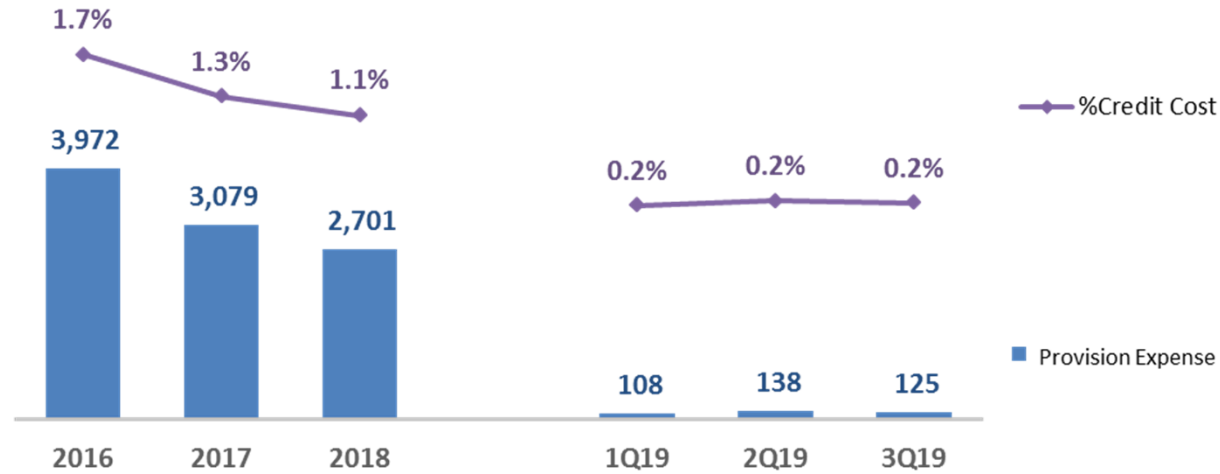
NPL by Loan Type	2018		2Q19		3Q19	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	-	-	267	0.8	261	0.7
SME	112	0.8	130	1.0	168	1.4
Hire Purchase	3,845	2.8	4,010	2.8	3,895	2.8
Mortgage	1,345	6.6	1,414	7.5	1,393	7.8
Auto Cash	1,564	4.9	1,863	5.6	936	2.7
Others	11	0.6	8	0.4	5	0.2
Total NPL	6,876	2.86	7,691	3.19	6,658	2.77

Provisions



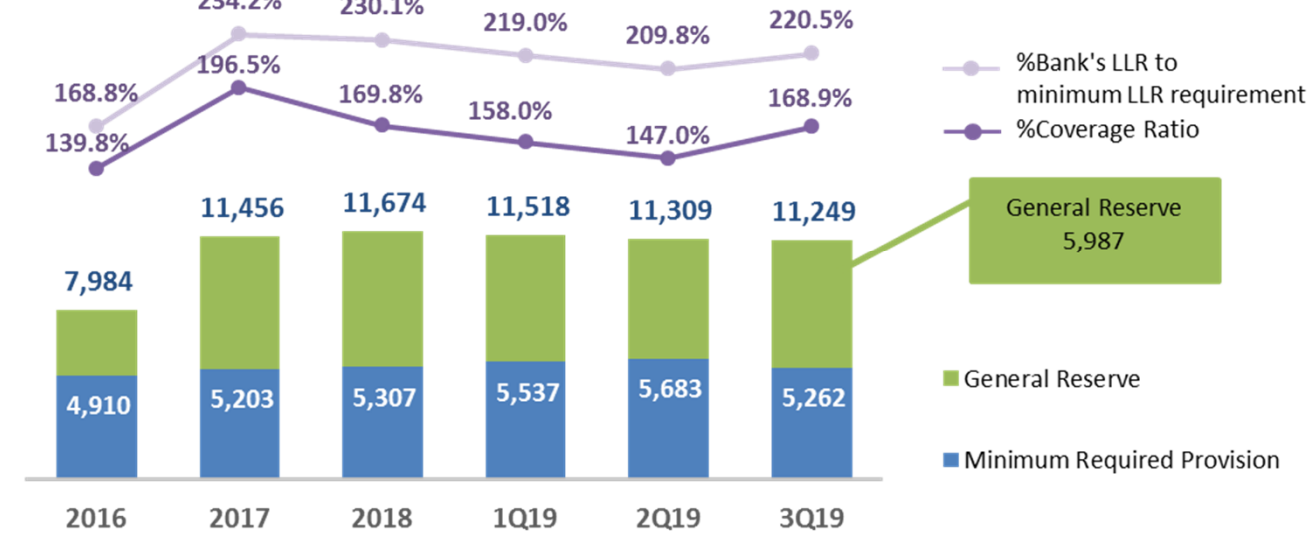
Provision Expense & Credit Cost

Unit: Million Baht



Minimum Required Provision vs Actual Provision

Unit: Million Baht



Funding

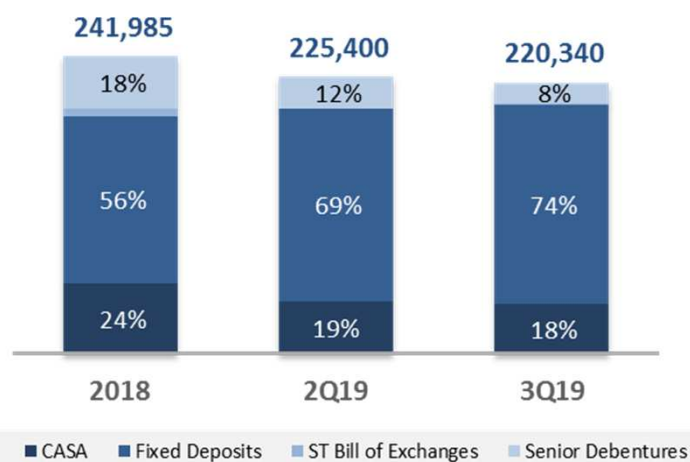


Total Funding

Unit: Million Baht

-2.2% QoQ

-8.9% YTD



Unit : Million Baht	2018	2Q19	3Q19	% QoQ	% YTD
Current	2,484	2,424	2,848	17.5	14.7
Savings	54,684	40,282	37,662	(6.5)	(31.1)
Fixed Deposits	135,941	156,522	162,272	3.7	19.4
Short-Term Bill of Exchanges	5,877	37	37	0.0	(99.4)
Senior Debentures	43,000	26,135	17,520	(33.0)	(59.3)
Total Deposits & Borrowings	241,985	225,400	220,340	(2.2)	(8.9)
Subordinated Debentures	6,680	6,680	6,680		
% LDR to Total Deposits & Borrowings	99.5	107.0	109.3		

Non-Interest Income



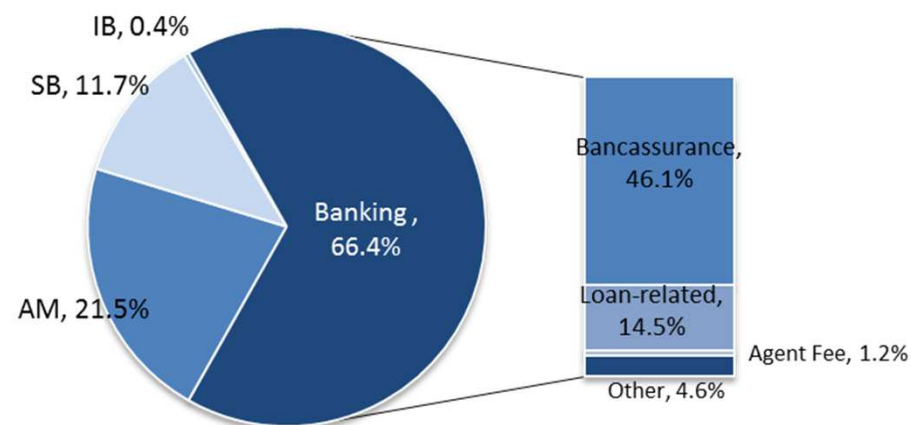
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data for 9M2019



Unit : Million Baht	3Q18	2Q19	3Q19	% QoQ	% YoY	9M2018	9M2019	% YoY
Banking Fee	1,040	1,060	1,097	3.6	5.5	3,250	3,216	(1.0)
Asset Management Basic Fee	338	347	355	2.3	5.1	1,075	1,041	(3.1)
Brokerage Fee	195	193	201	4.4	3.4	666	567	(14.9)
Investment Banking Fee	17	13	5	(60.4)	(70.3)	78	20	(75.0)
Non-Interest Income from Core Businesses	1,591	1,613	1,659	2.9	4.3	5,068	4,843	(4.4)
Trading Income & Incentive	281	(8)	14	(283.3)	(95.1)	587	(14)	(102.5)
Share of Profit from Investment in Subsidiaries	22	5	26	395.2	18.0	192	(6)	(103.0)
Dividend Income	26	8	23	193.0	(10.6)	61	63	3.1
Total Non-Interest Income	1,919	1,618	1,722	6.4	(10.3)	5,908	4,886	(17.3)

Asset Management Business



TISCO Asset Under Management

Unit: Million Baht



+7.3% QoQ
+12.9% YTD

Rank #2
Provident Fund

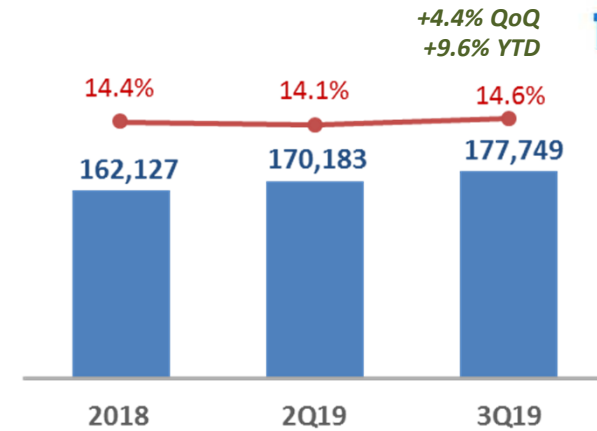
Rank #14
Mutual Fund

Rank #8

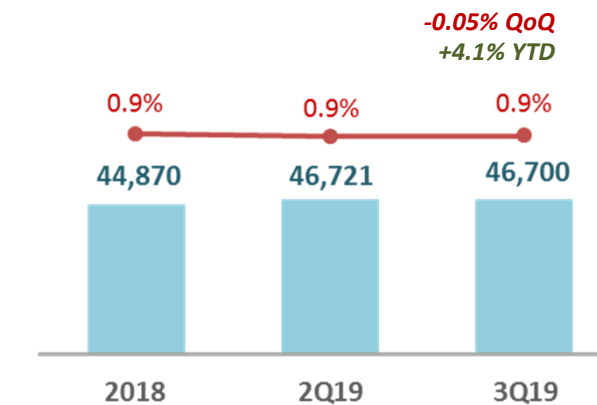
Rank #4
Private Fund

*Remark: Market Share and Rankings as of August 2019

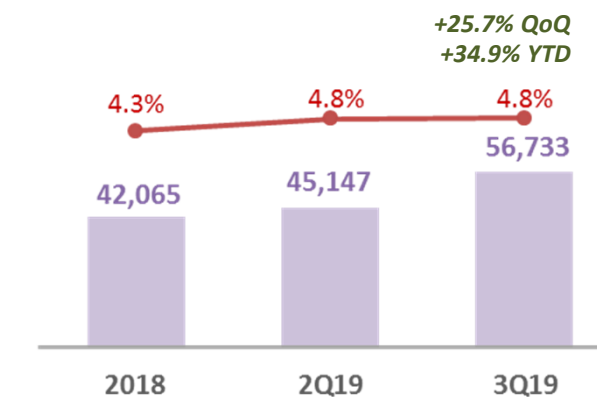
Provident Fund Mutual Fund Private Fund Market Share (%)



+4.4% QoQ
+9.6% YTD



-0.05% QoQ
+4.1% YTD



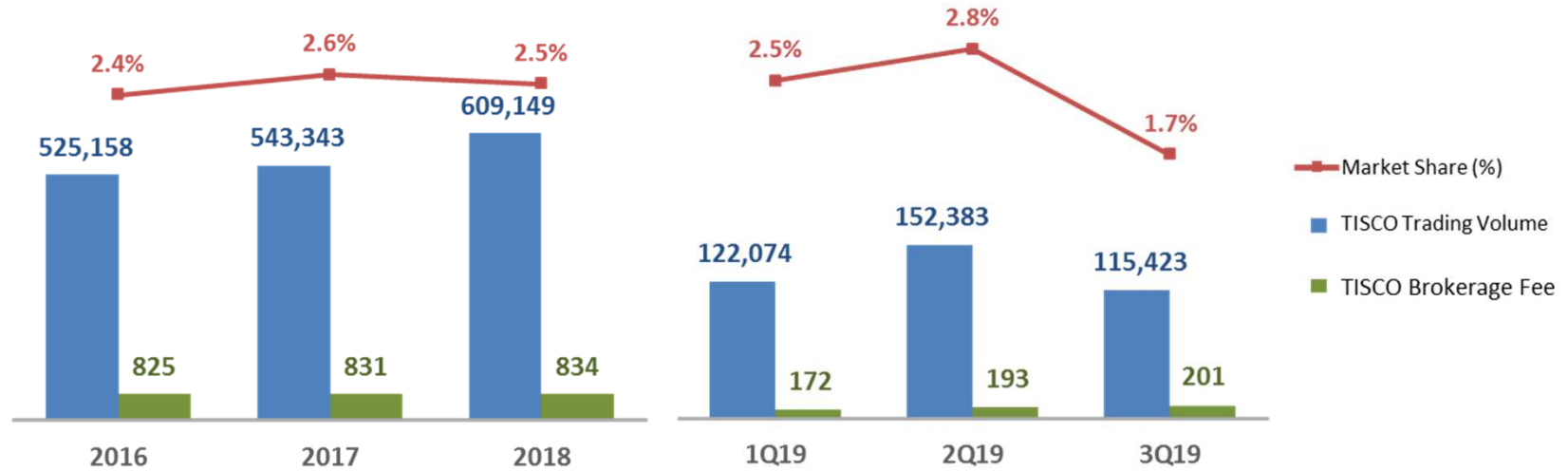
+25.7% QoQ
+34.9% YTD

Brokerage Business

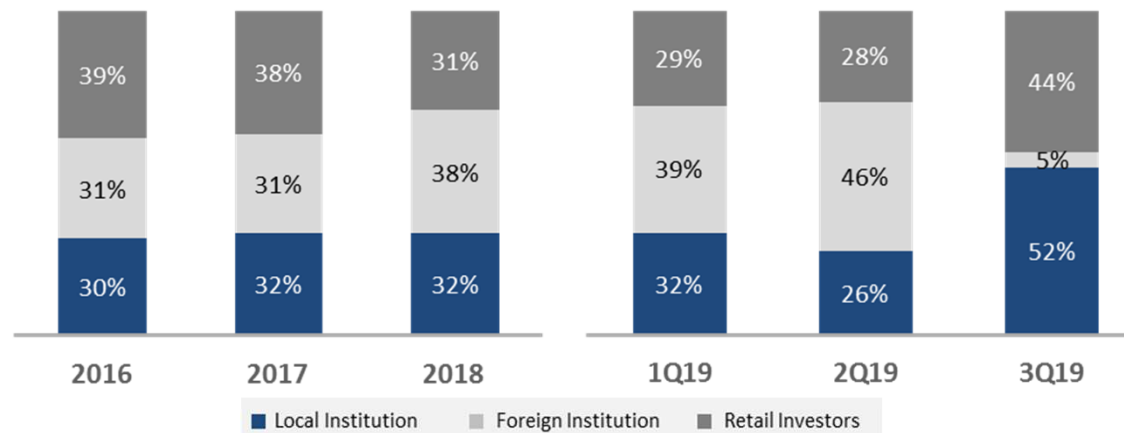


TISCO Trading Volume & Market Share

Unit: Million Baht



TISCO Trading Volume by Customers



Operating Expenses

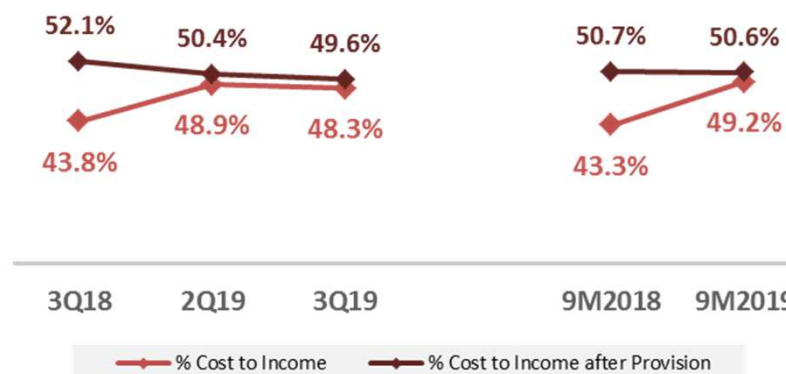


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



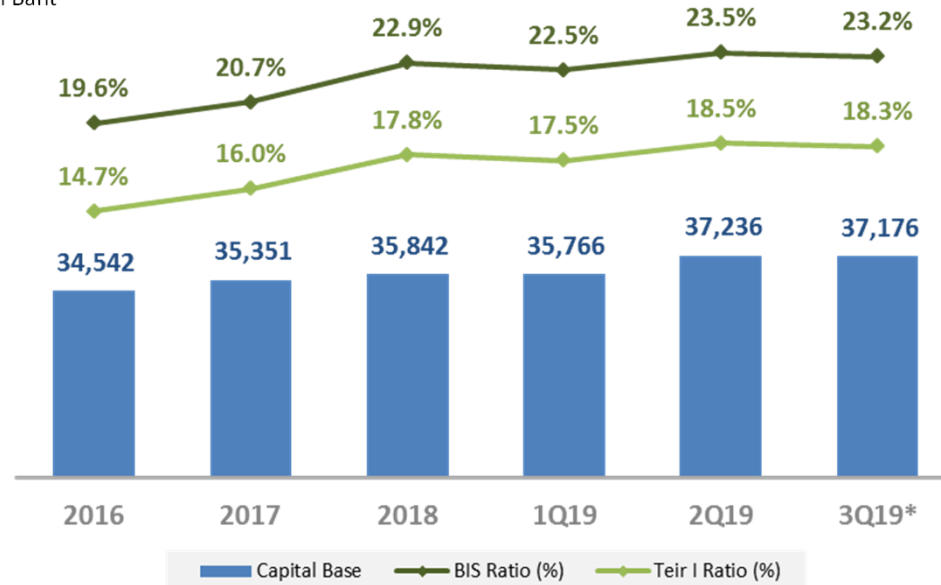
Unit : Million Baht	3Q18	2Q19	3Q19	% QoQ	% YoY	9M2018	9M2019	% YoY
Employees' Expenses	1,508	1,535	1,579	2.9	4.7	4,409	4,785	8.5
Premises & Equipment Expenses	304	329	333	1.0	9.5	898	969	7.9
Taxes & Duties	74	73	74	1.3	(0.9)	230	221	(3.9)
Other Expenses	293	336	317	(5.5)	8.5	1,069	917	(14.2)
Total Operating Expenses	2,179	2,273	2,303	1.3	5.7	6,606	6,892	4.3

Capital Adequacy

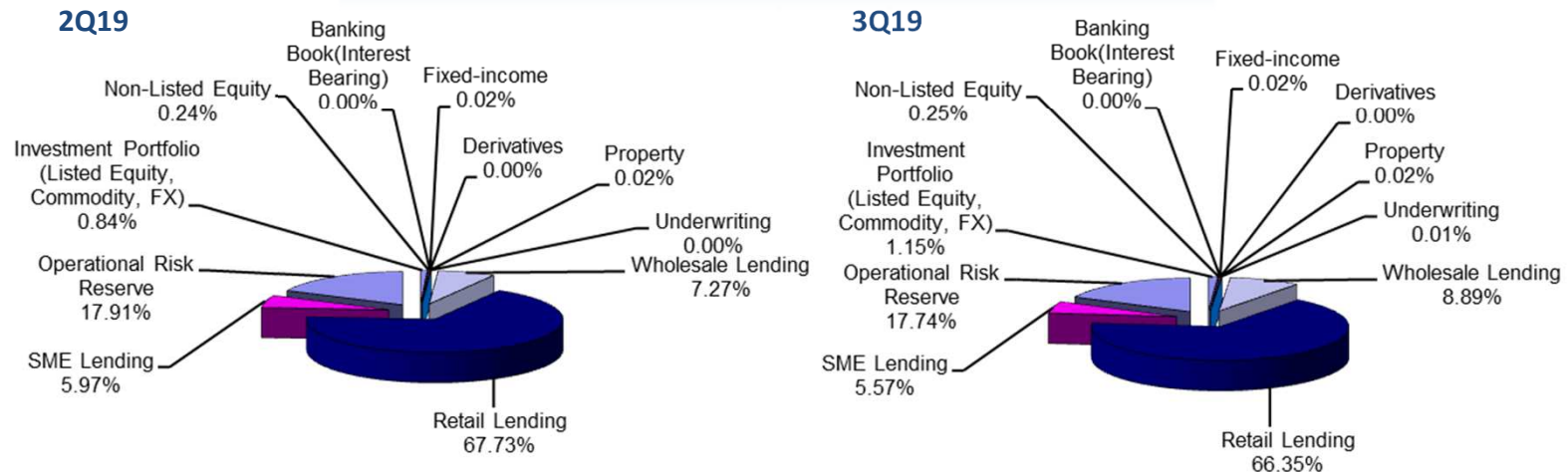


Capital Adequacy Ratio of TISCO Bank

Unit: Million Baht



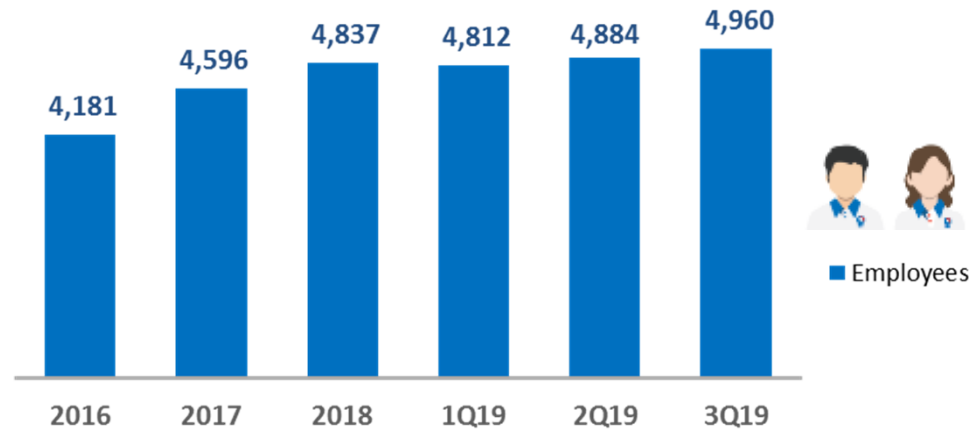
Risk-Based Capital Exposure



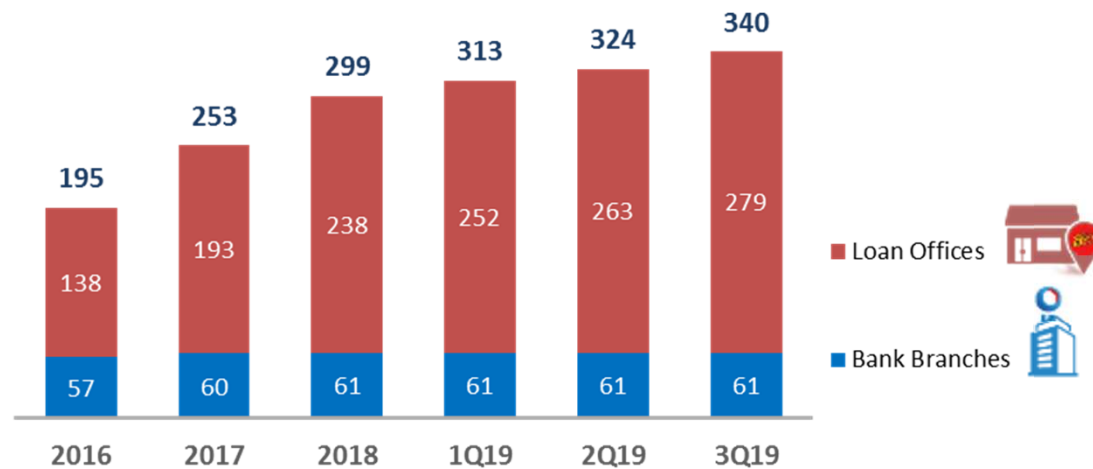
Employees and Branch Network



Total Employees



Total Branch Network



Investor Relations



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