



TISCO Financial Group Public Co., Ltd.
For the third quarter of 2019

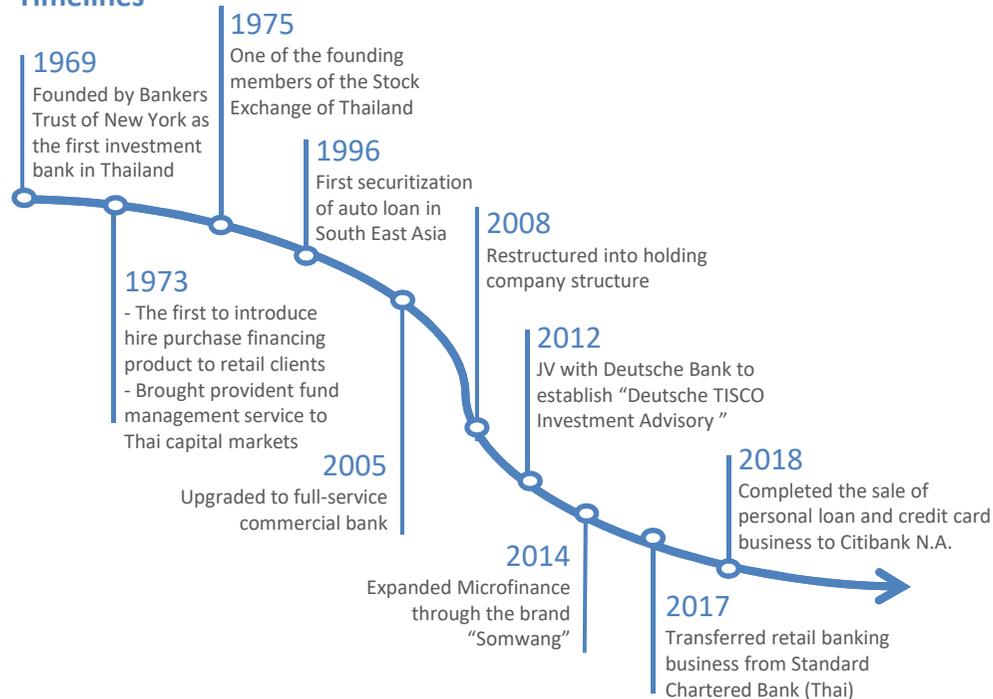


TISCO Overview

Company Profile



Timelines



Business Model

"Selective Focus"
Universal Bank

CG Scoring



Excellent

Credit Rating

A- (Stable)

Key Metrics

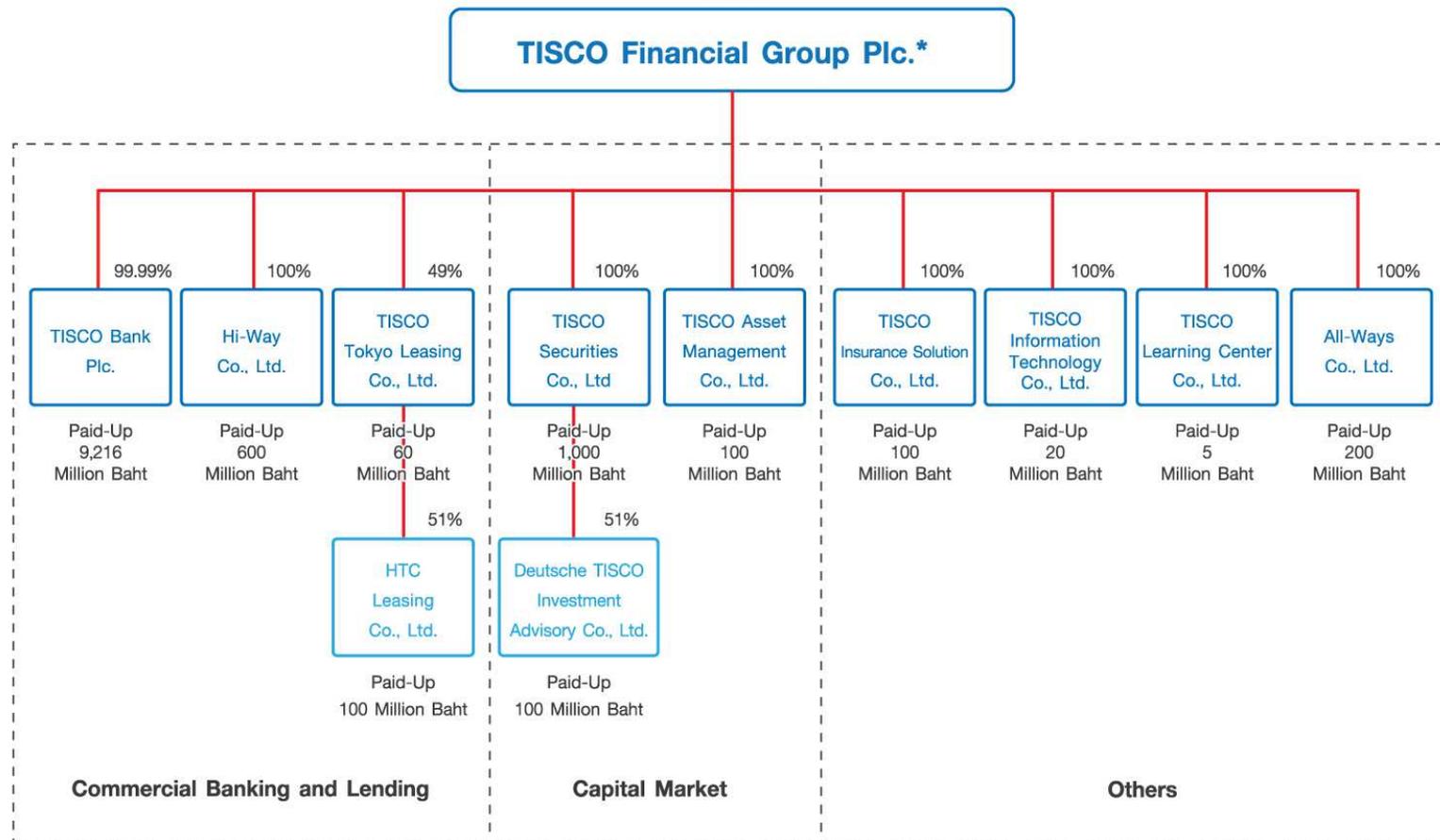
	Unit: Million Baht	2018	9M2019
Total Assets		302,545	283,866
Total Loans		240,654	240,742
Total Funding Deposits		241,985	220,340
Capital Ratio (BIS %)		22.9	23.2
Market Capitalization		62,651	82,066

Thailand Sustainability Investment (THSI)

by SET in 2018
 "ESG100 Company" in 2015-2018
 "Company with excellent CG Scoring"
 by IOD in 2018



TISCO Group Structure



*Listed in The Stock Exchange of Thailand

As of June 30, 2019

TISCO Businesses



Retail Banking

- Auto Hire Purchase
- TISCO Auto Cash
- Mortgage Loan & Home-Equity Loan
- SME Lending
- Life & Non-Life Insurance



Corporate Banking

- Corporate Lending & Financial Advisory
- Investment Banking
- Corporate Insurance

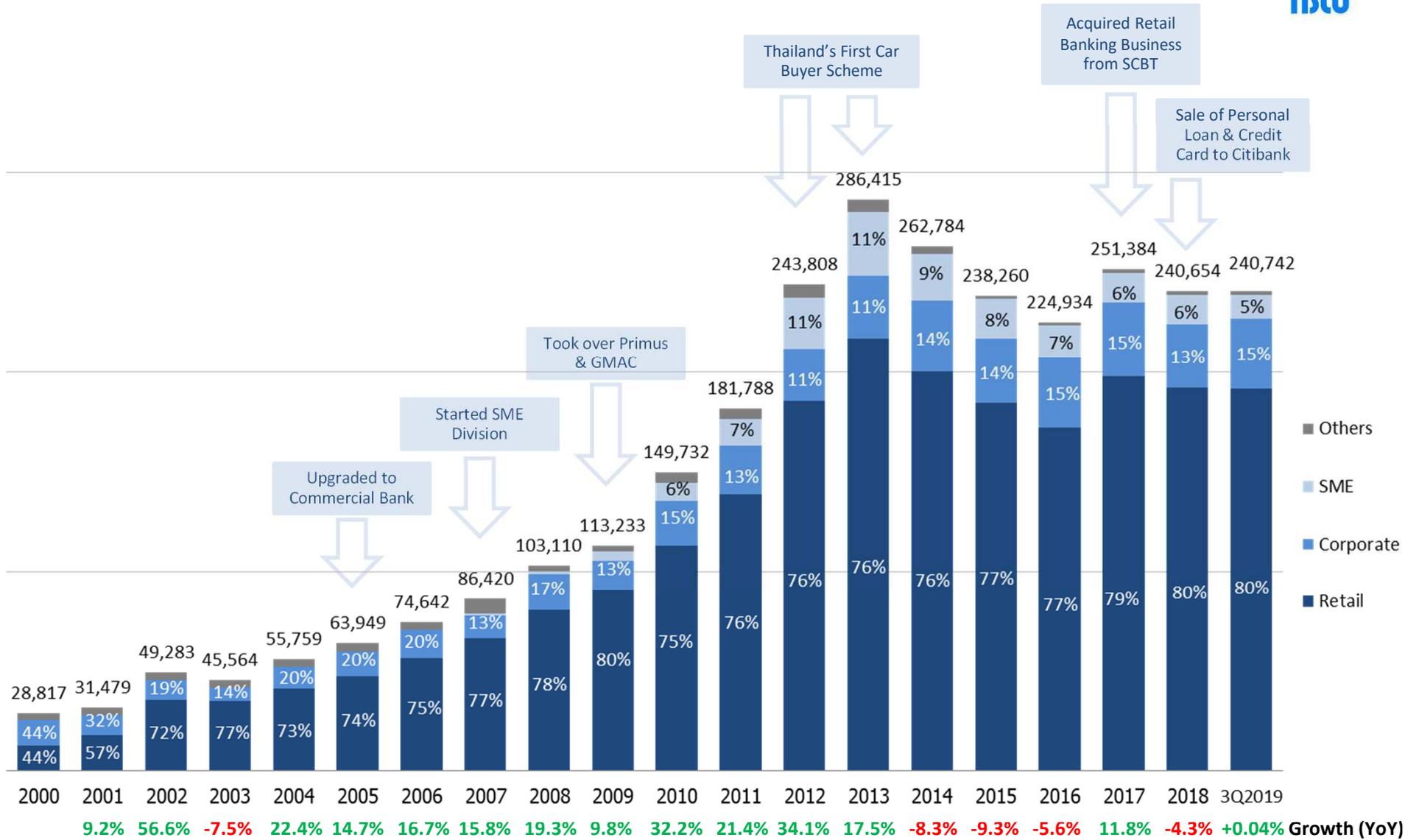


Wealth & Asset Management

- Deposit Service
- Wealth Management
- Open Architecture : Insurance & Mutual Fund
- Securities Brokerage
- Asset Management
- Life & Non-Life Insurance



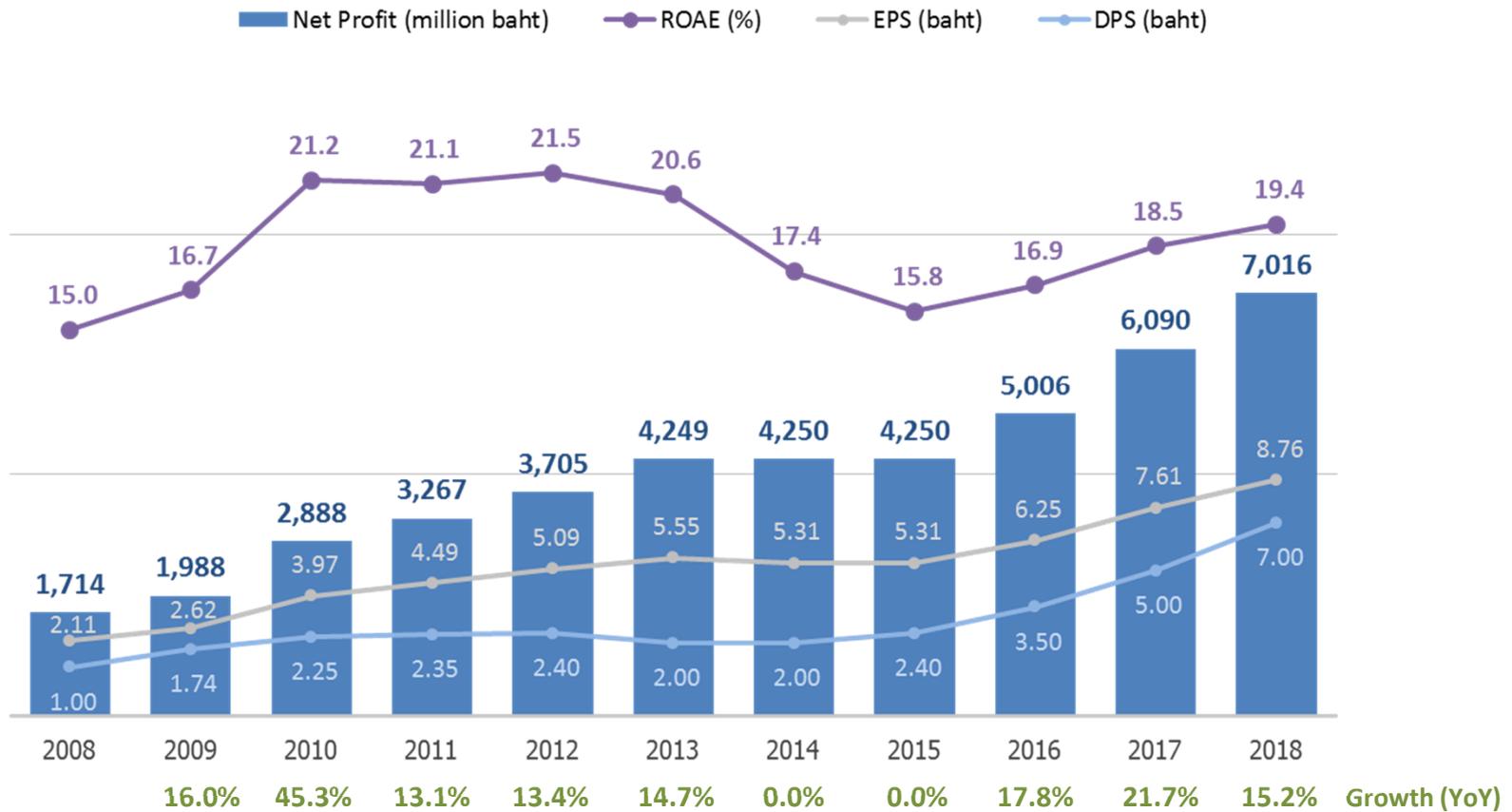
Consolidated Loan Portfolio



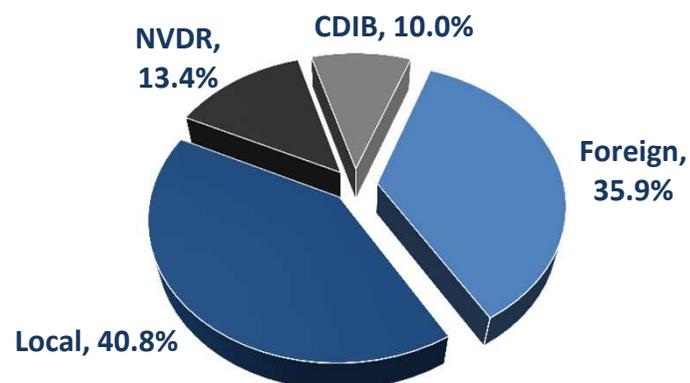
Profitability



Profitability for the past 10 years



Share Capital Information



*As of 30 September 2019

Total Shares	800,655,483
Ordinary Shares	800,645,624
Preferred Shares	9,859
No. of Shareholders	20,435
Foreign Shareholders	139
Local Shareholders	20,296
Shareholders by type (%)	
Institutional	76.0%
Individual	24.0%
Foreign limit (%)	49.0%
Free float (%)	79.9%
Top Ten Shareholders (as of 30 April 2019)	
1. THAI NVDR CO., LTD.	13.34%
2. CDIB & PARTNERS INVESTMENT HOLDINGS PTE LTD	10.00%
3. SOUTH EAST ASIA UK (TYPE C) NOMINEES LIMITED	6.45%
4. TOKYO CENTURY CORPORATION	4.93%
5. STATE STREET EUROPE LIMITED	4.68%
6. SOCIAL SECURITIES OFFICE	3.13%
7. KRUNGSRI DIVIDEND STOCK LTF	2.78%
8. BNY MELLON NOMINEES LIMITED	1.60%
9. MR.PRASERT VIRASATHIENPORNKUL	1.58%
10. KRUNGSRI DIVIDEND STOCK FUND	1.48%

Recognition and Awards



Best Company Performance from SET Awards 2018

Distinguished Financial Management from Thailand Corporate Excellence Awards 2018 by TMA and Sasin



➤ **Board of the Year Awards 2018 – Gold** from Thai Institute of Directors (IOD)

➤ **ASEAN CG Scorecard** from ASEAN Capital Markets Forum

➤ Received “**Excellent CG Scoring**” for 11 consecutive years from Thai Institute of Directors



➤ **Thailand Sustainability Investment (THSI)** from SET Sustainability Awards 2018

➤ Certificate of “**ESG100 Company**” 2015-2018



➤ **Sustainability Report Award 2018 – Outstanding** and **Sustainability Report Award 2018 – Most Improved** from Thai Listed Companies Association

➤ **Best Research House of the Year 2018 (Institutional Investors), Best Analyst for Technology Sector**

(Institutional Investors) and Outstanding Technical Analyst from IAA Best Analyst Awards 2018



➤ **Most Innovative Asset Management Company - Thailand 2018** from International Finance Awards 2018

➤ **Best Provident Fund Provider Thailand 2018** from Global Banking and Finance Review



➤ **Awards Winner – RMF Equity** from Morningstar Thailand Fund Awards 2019

➤ **Most Active Bank in Corporate Bond Secondary Market** from ThaiBMA Best Bond Awards 2018

➤ **Top Bank in Corporate Bonds and Best Individual** from The Asset Benchmark Research Awards 2018





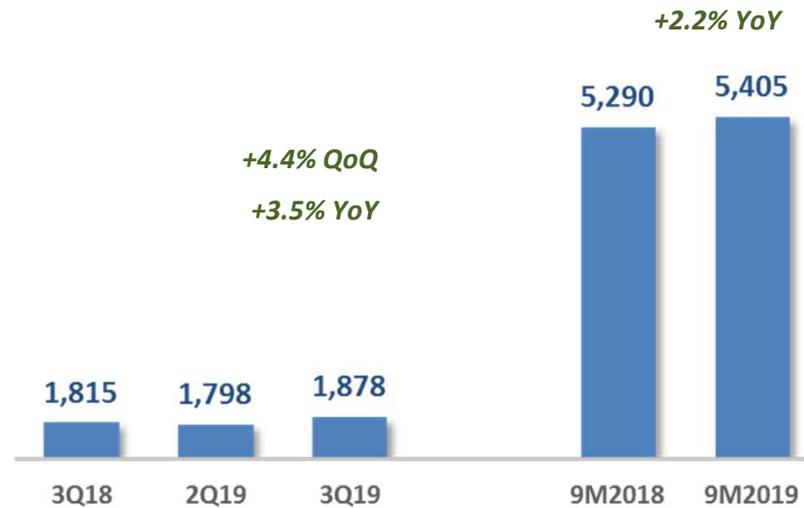
Financial Results

Profitability



Net Profit

Unit: Million Baht



ROAE & ROAA



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

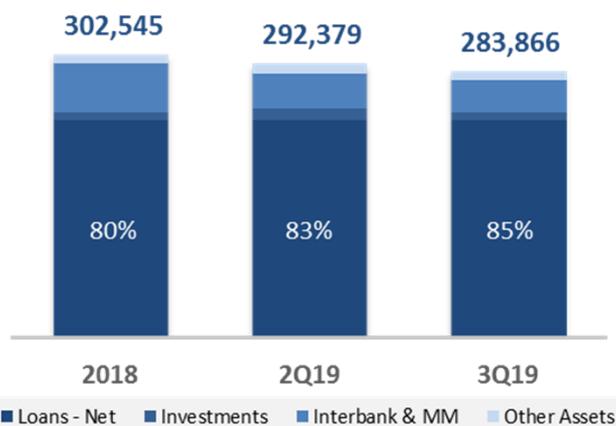


Assets

Unit: Million Baht

-2.9% QoQ

-6.2% YTD

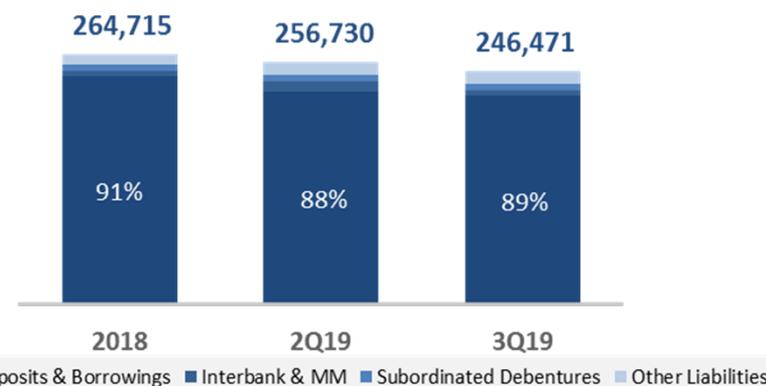


Liabilities

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)

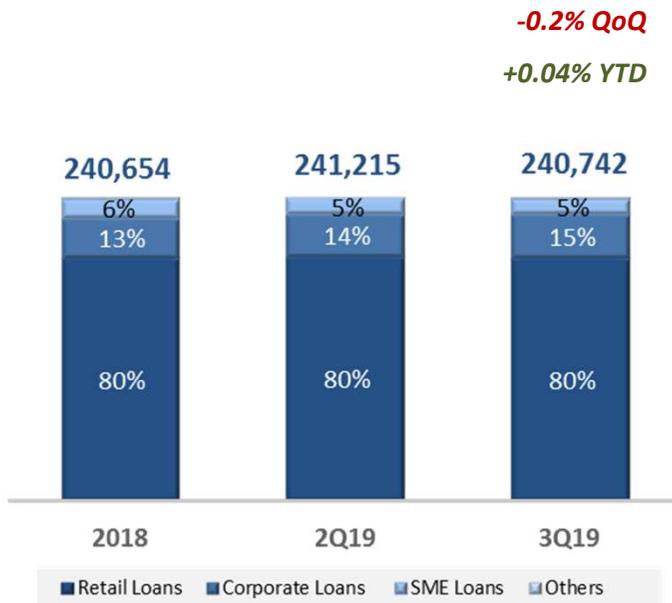
Unit : Million Baht	2018	2Q19	3Q19	% QoQ	% YTD
Deposits & Borrowings	241,985	225,400	220,340	(2.2)	(8.9)
Interbank & MM	4,375	10,693	6,386	(40.3)	46.0
Subordinated Debentures	6,680	6,680	6,680	-	-
Other Liabilities	11,675	13,957	13,065	(6.4)	11.9
Total Liabilities	264,715	256,730	246,471	(4.0)	(6.9)
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

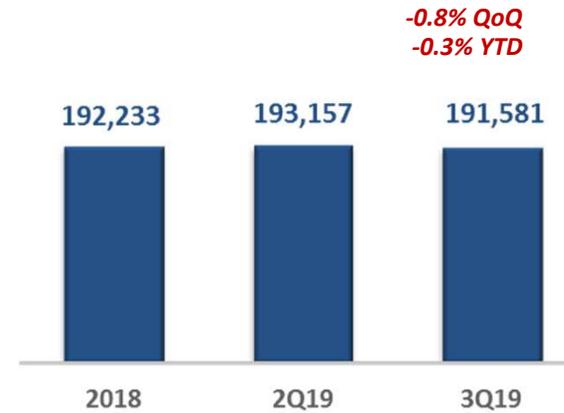


Total Loans

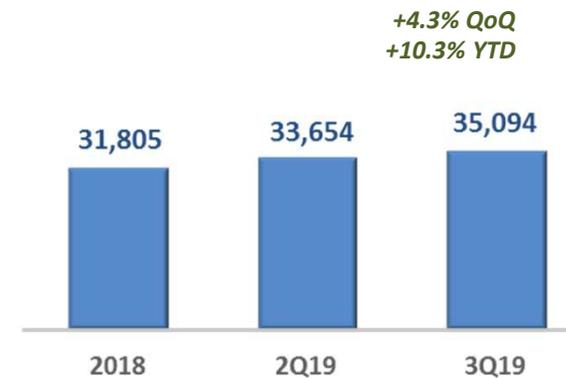
Unit: Million Baht



Retail Loans



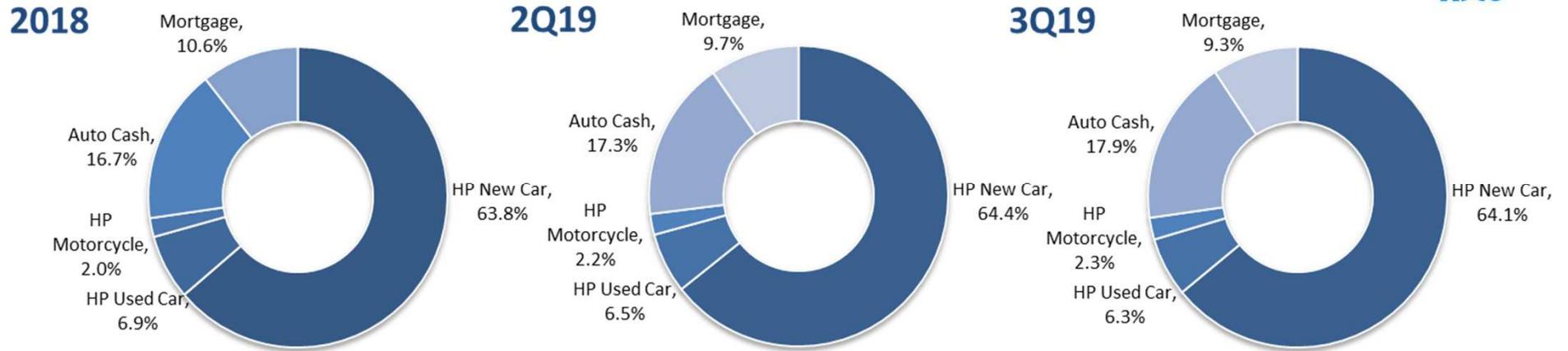
Corporate Loans



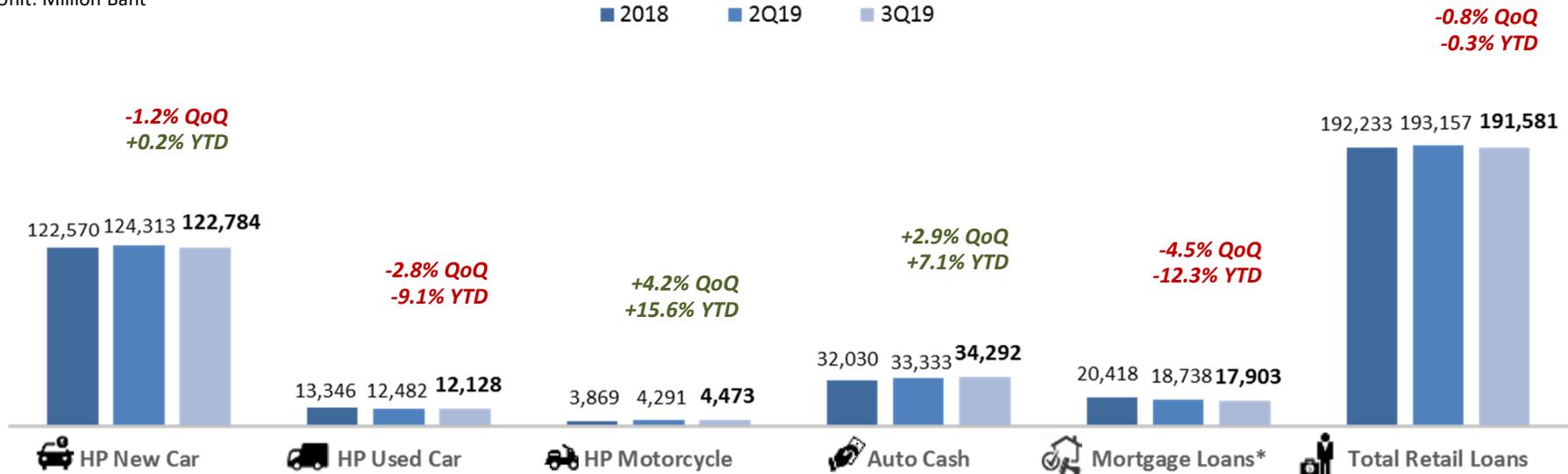
SME Loans



Retail Loan Portfolio Breakdown



Unit: Million Baht



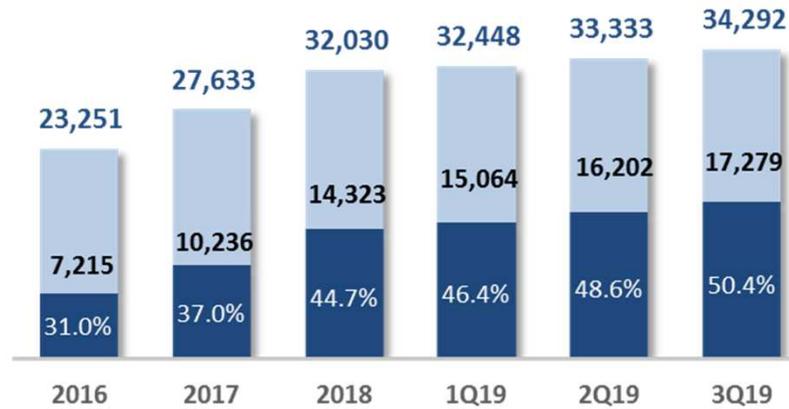
*Remark: Mortgage Loans include Housing Loans and Home-Equity Loans

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

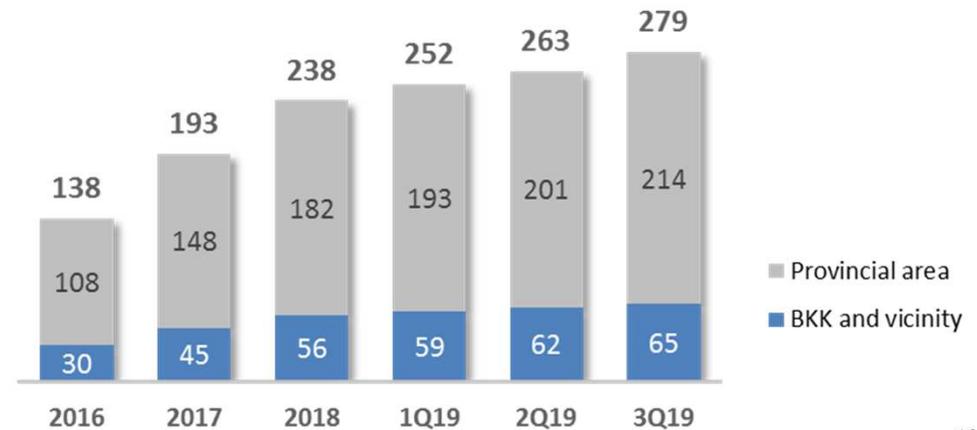
■ Loan generated through Somwang channel



Somwang Loan Outstanding vs NPLs



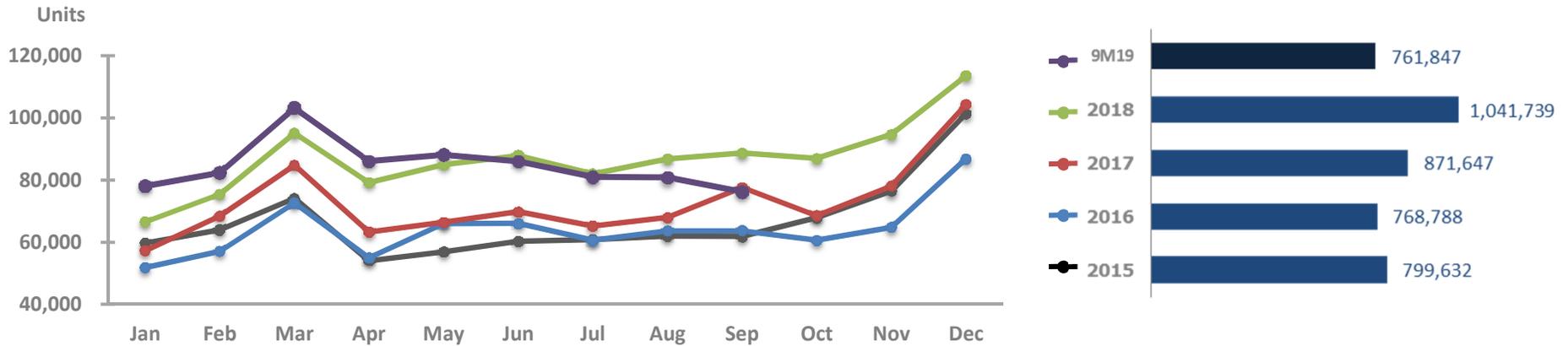
Somwang Branches



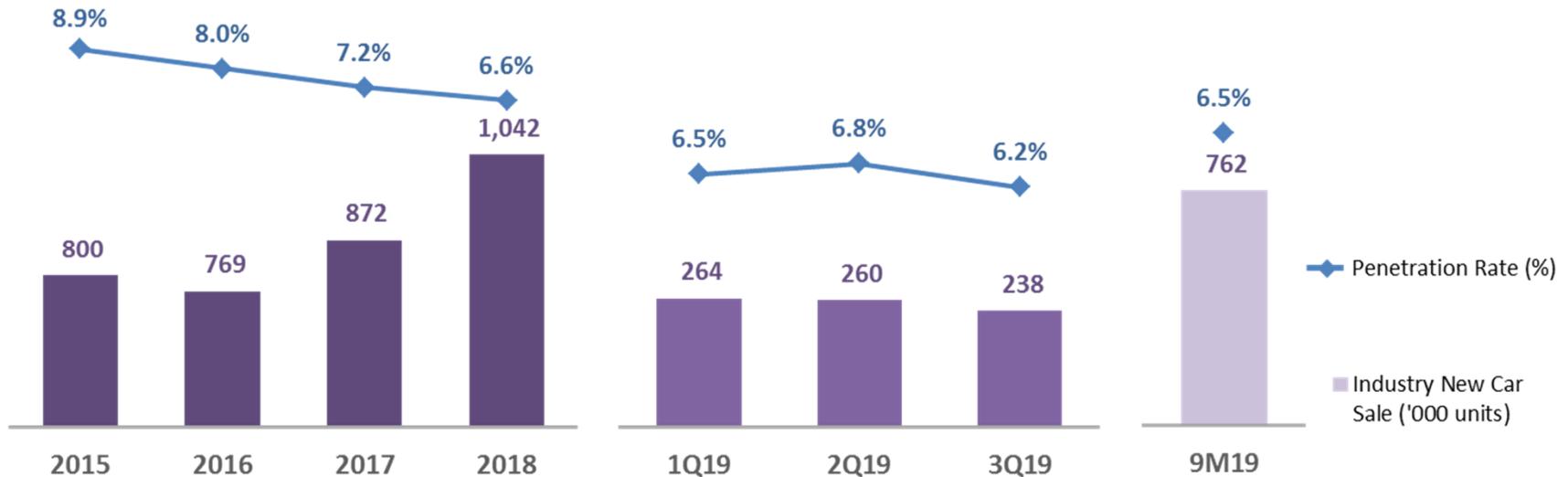
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

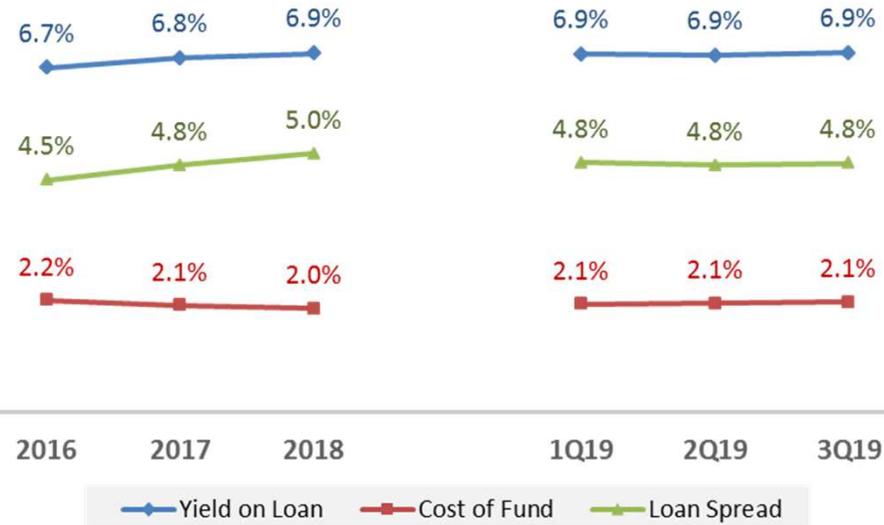


Interest Income & NIM



Net Interest Income

Unit: Million Baht



Asset Quality



Non-Performing Loans

Unit: Million Baht



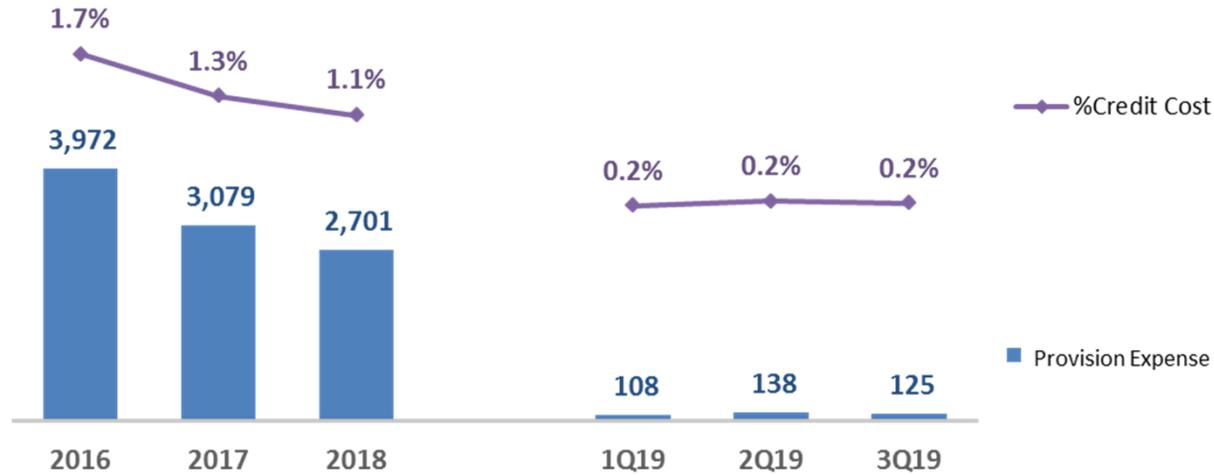
NPL by Loan Type	2018		2Q19		3Q19	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	-	-	267	0.8	261	0.7
SME	112	0.8	130	1.0	168	1.4
Hire Purchase	3,845	2.8	4,010	2.8	3,895	2.8
Mortgage	1,345	6.6	1,414	7.5	1,393	7.8
Auto Cash	1,564	4.9	1,863	5.6	936	2.7
Others	11	0.6	8	0.4	5	0.2
Total NPL	6,876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

Provisions



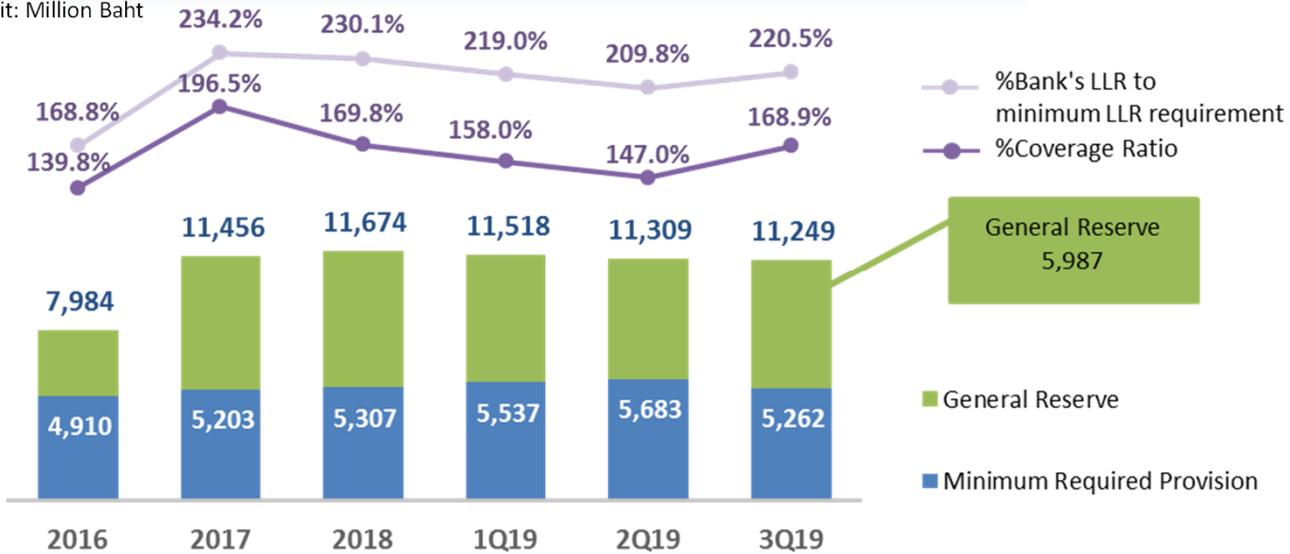
Provision Expense & Credit Cost

Unit: Million Baht



Minimum Required Provision vs Actual Provision

Unit: Million Baht



Funding

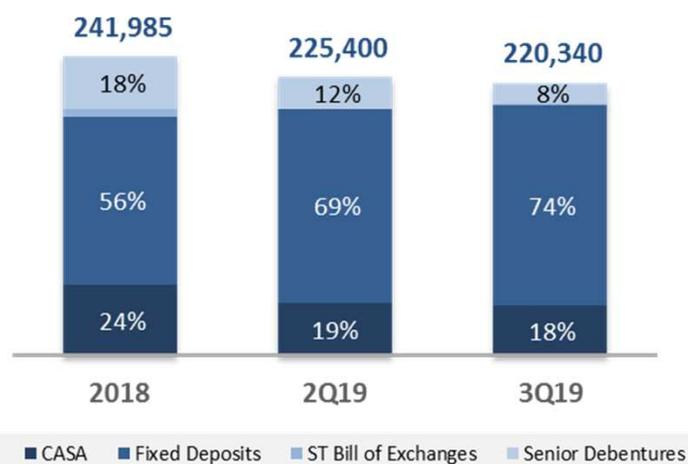


Total Funding

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



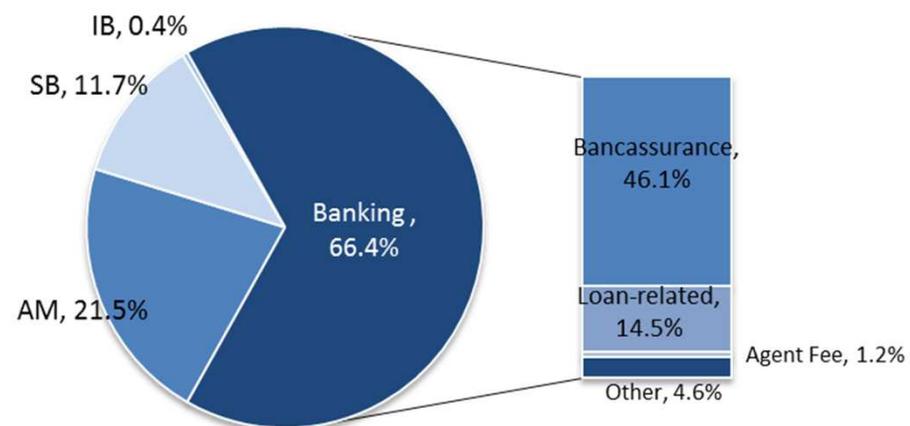
Non-Interest Income from Core Businesses

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

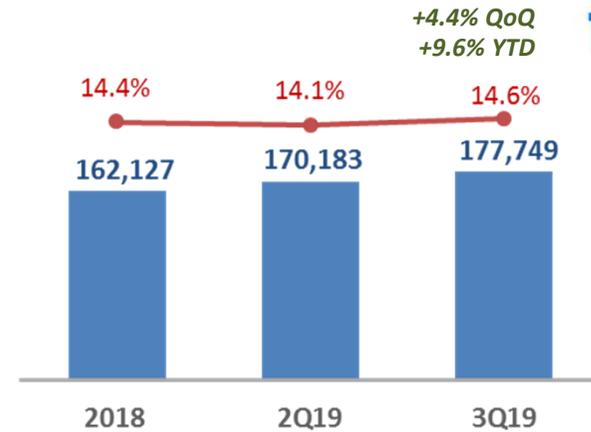
Rank #1
Provident Fund

Rank #14
Mutual Fund

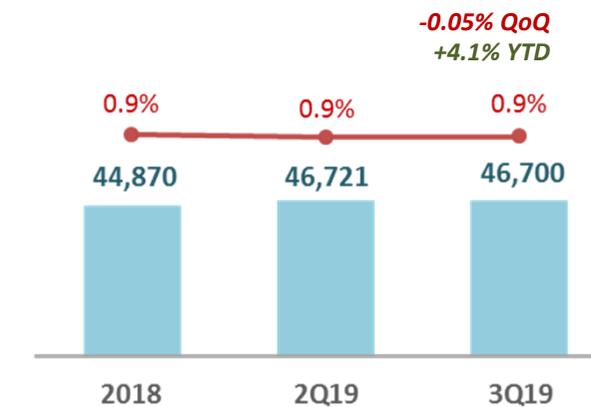
Rank #8

Rank #5
Private Fund

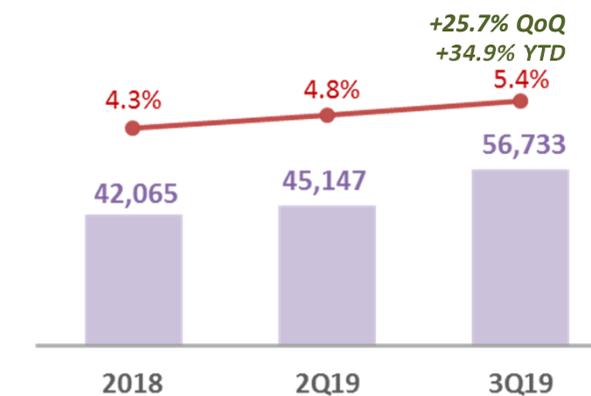
Provident Fund Mutual Fund Private Fund Market Share (%)



+4.4% QoQ
+9.6% YTD



-0.05% QoQ
+4.1% YTD



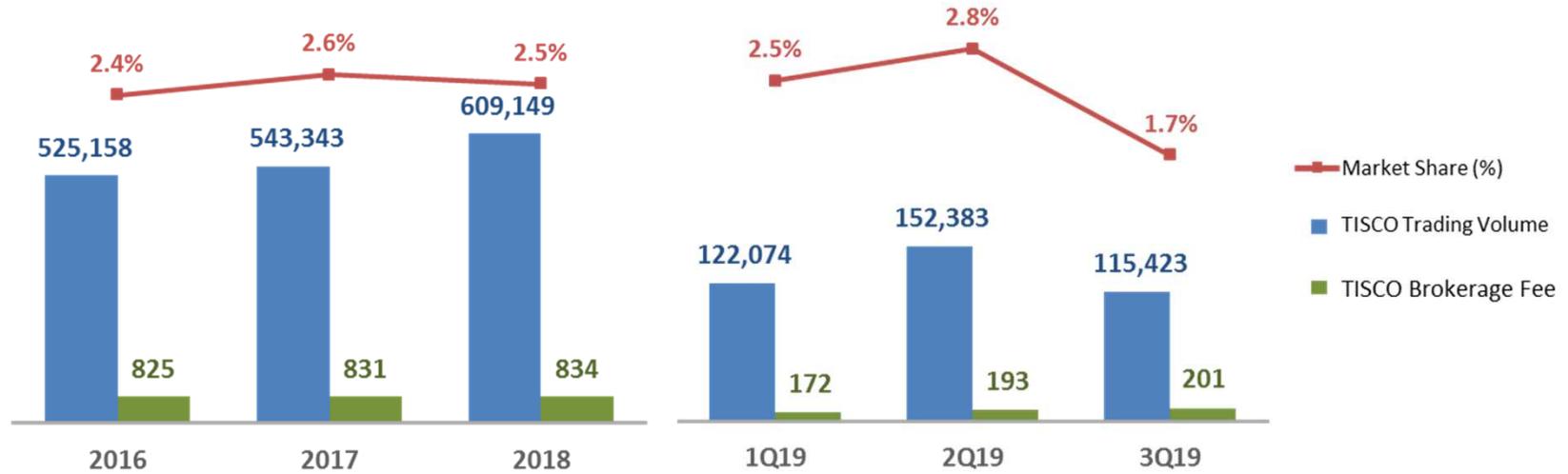
+25.7% QoQ
+34.9% YTD

Brokerage Business

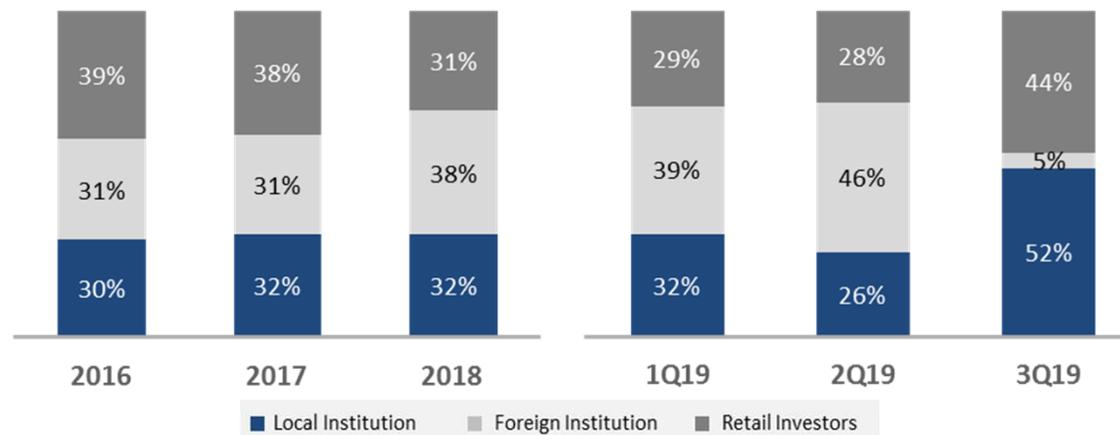


TISCO Trading Volume & Market Share

Unit: Million Baht



TISCO Trading Volume by Customers



Operating Expenses

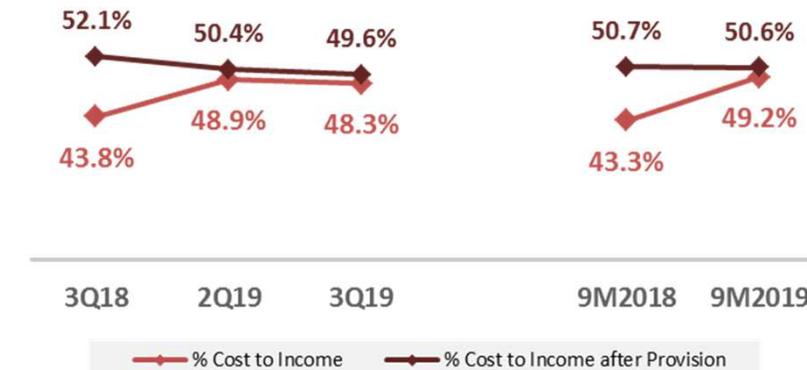


Operating Expenses

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

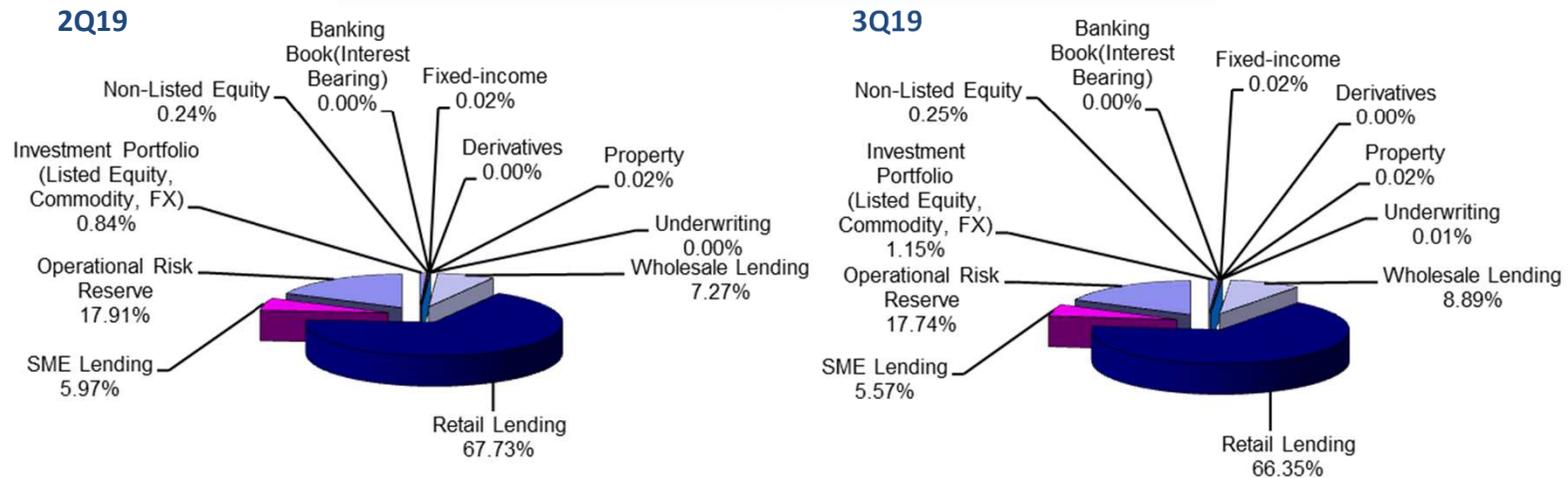


Capital Adequacy Ratio of TISCO Bank

Unit: Million Baht



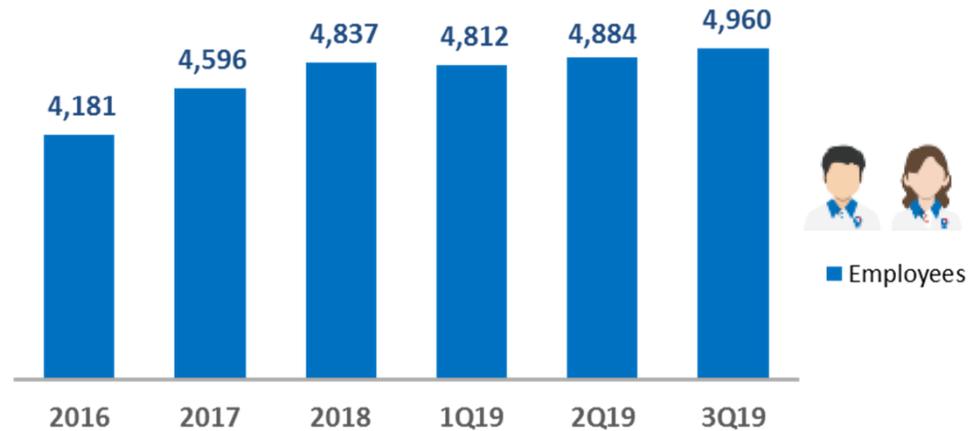
Risk-Based Capital Exposure



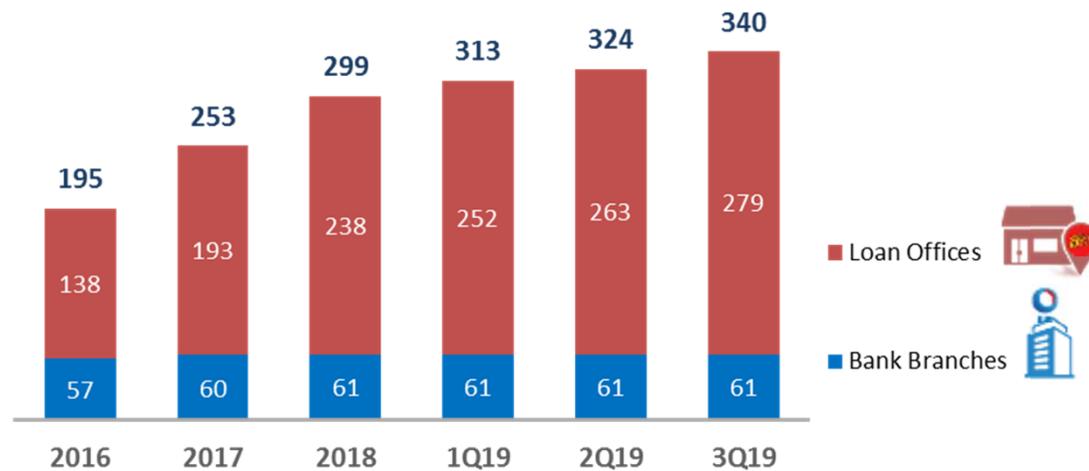
Employees and Branch Network



Total Employees



Total Branch Network



Investor Relations



TISCO Financial Group Public Company Limited
48/49 TISCO Tower, North Satorn Road, Silom, Bangrak, Bangkok, 10500, Thailand



+(66) 2633 6868



+(66) 2633 6855



ir@tisco.co.th



www.tisco.co.th

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.

