



TISCO Financial Group Public Co., Ltd.

Analyst Meeting 2Q2020

July 20, 2020

Consolidated Income Statements



Unit : Million Baht	2Q19	1Q20	2Q20	% QoQ	% YoY	1H2019	1H2020	% YoY
Interest Income	4,380	4,553	4,122	(9.5)	(5.9)	8,770	8,675	(1.1)
Interest Expenses	(1,273)	(1,095)	(994)	(9.3)	(21.9)	(2,560)	(2,089)	(18.4)
Net Interest Income	3,107	3,458	3,128	(9.5)	0.7	6,210	6,586	6.1
Fee & Service Income	1,525	1,476	1,165	(21.1)	(23.6)	2,985	2,641	(11.5)
Fee & Service Expenses	(77)	(78)	(78)	(0.3)	1.7	(138)	(157)	13.6
Other Operating Income	93	56	148	162.6	58.9	179	204	14.1
Total Non-Interest Income	1,541	1,454	1,234	(15.1)	(19.9)	3,026	2,688	(11.2)
Total Income	4,649	4,912	4,362	(11.2)	(6.2)	9,236	9,274	0.4
Operating Expenses	(2,273)	(1,995)	(1,819)	(8.8)	(20.0)	(4,589)	(3,813)	(16.9)
PPOP	2,376	2,917	2,544	(12.8)	7.0	4,647	5,461	17.5
Credit Expenses / ECL	(138)	(1,073)	(873)	(18.7)	534.7	(246)	(1,946)	692.0
Pre-tax Profit	2,239	1,844	1,671	(9.4)	(25.4)	4,401	3,515	(20.1)
Income Tax	(438)	(358)	(337)	(5.7)	(23.0)	(869)	(695)	(20.0)
Net Profit	1,798	1,486	1,333	(10.3)	(25.8)	3,528	2,819	(20.1)
EPS (Baht)	2.25	1.86	1.67			4.41	3.52	
ROAE (%)	19.2	14.8	13.8			19.3	14.9	

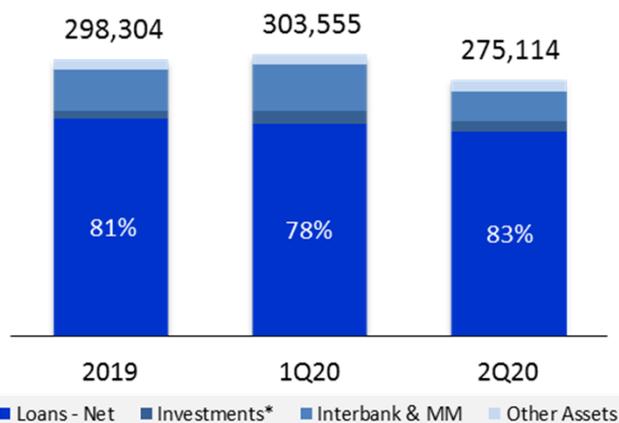
Assets and Liabilities



Assets

Unit: Million Baht

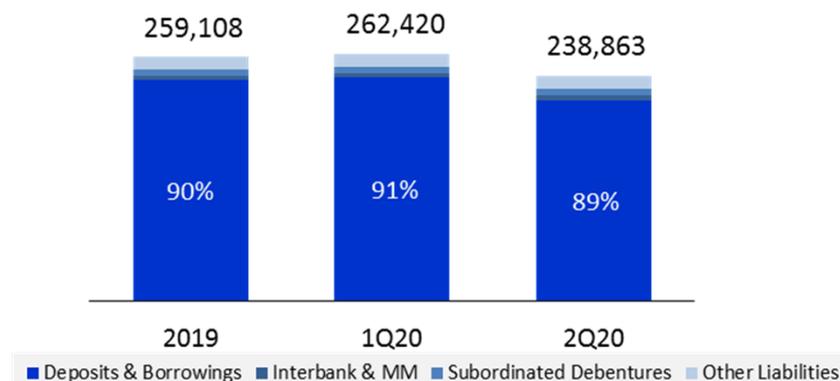
-9.4% QoQ
-7.8% YTD



Liabilities

Unit: Million Baht

-9.0% QoQ
-7.8% YTD



Unit : Million Baht	2019	1Q20	2Q20	% QoQ	% YTD
Loans	242,826	237,873	228,165	(4.1)	(6.0)
Allowance	(10,717)	(11,536)	(11,595)	0.5	8.2
Investments*	9,363	13,416	12,539	(6.5)	33.9
Interbank & MM	45,300	51,687	33,238	(35.7)	(26.6)
Other Assets	11,531	12,116	12,767	5.4	10.7
Total Assets	298,304	303,555	275,114	(9.4)	(7.8)

*Investments in 2020 included Financial Assets measured at FV to PL

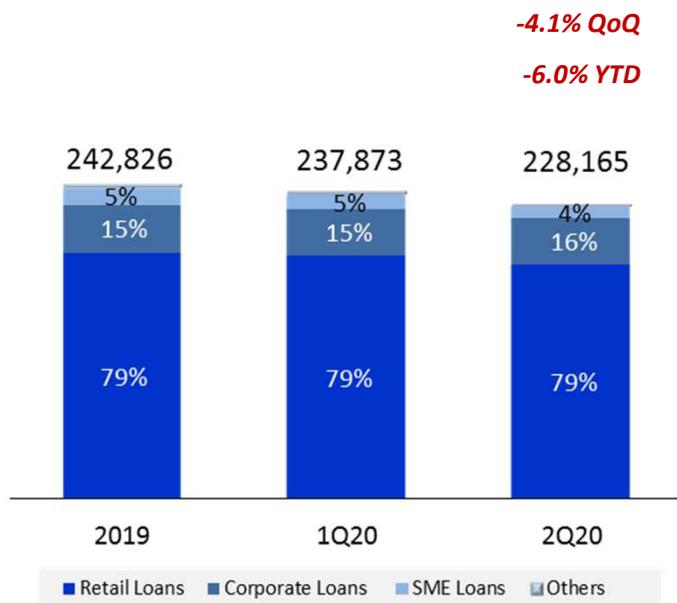
Unit : Million Baht	2019	1Q20	2Q20	% QoQ	% YTD
Deposits & Borrowings	234,421	237,576	213,036	(10.3)	(9.1)
Interbank & MM	4,656	4,126	5,482	32.9	17.7
Subordinated Debentures	6,680	6,680	6,370	(4.6)	(4.6)
Other Liabilities	13,350	14,038	13,975	(0.5)	4.7
Total Liabilities	259,108	262,420	238,863	(9.0)	(7.8)
Retained Earnings	28,357	30,253	25,374	(16.1)	(10.5)
Total Equities	39,196	41,135	36,251	(11.9)	(7.5)

Loan Portfolios

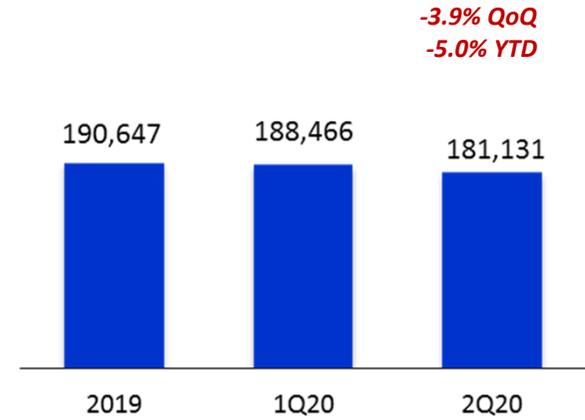


Total Loans

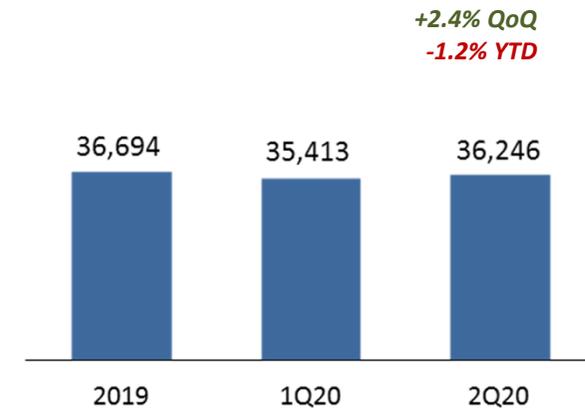
Unit: Million Baht



Retail Loans



Corporate Loans



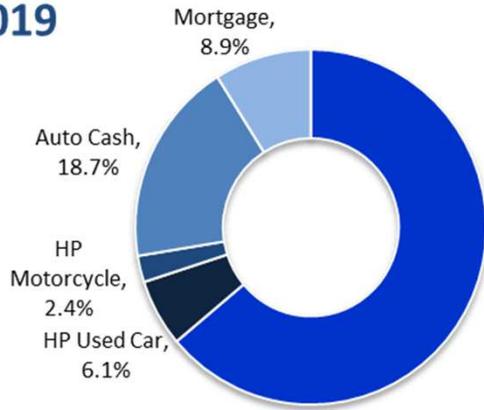
SME Loans



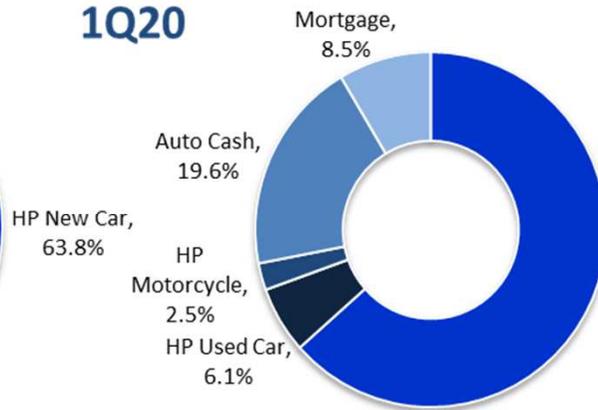
Retail Loan Portfolio Breakdown



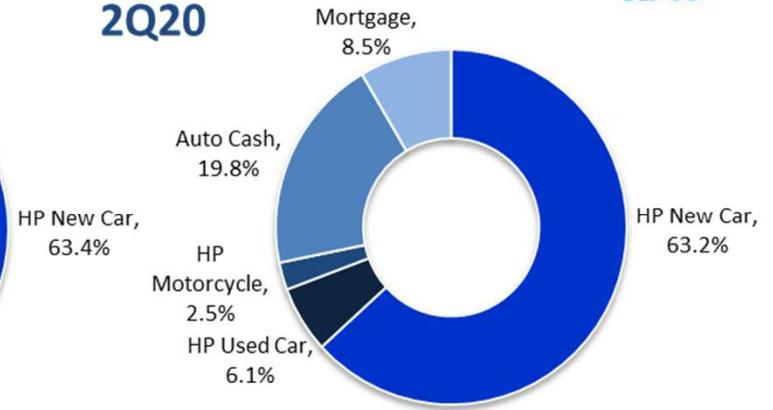
2019



1Q20

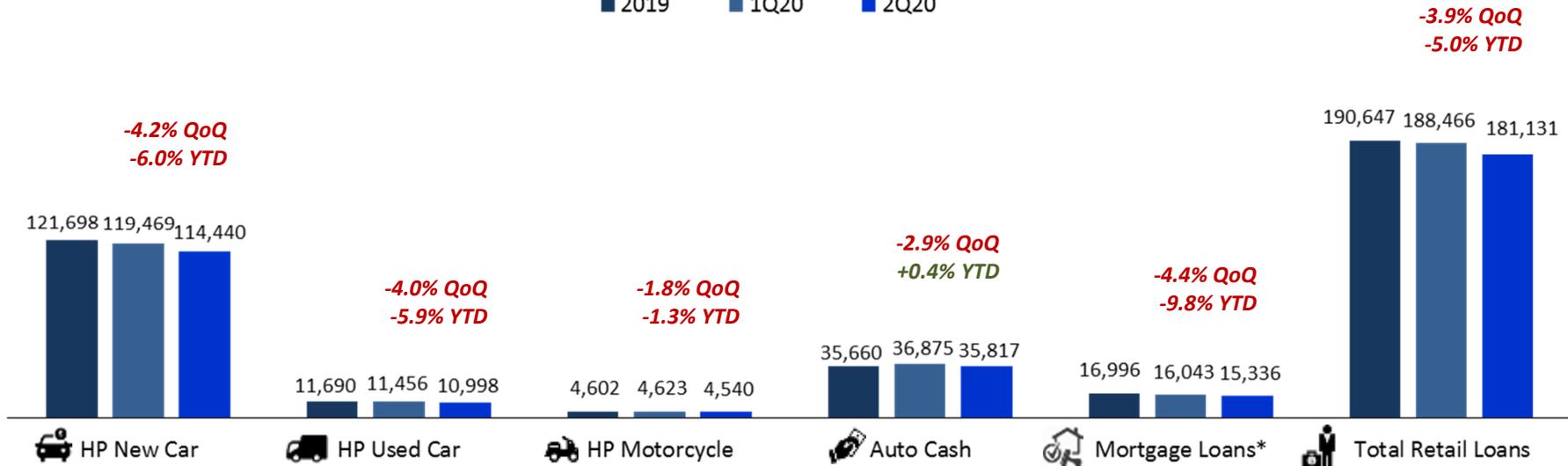


2Q20



Unit: Million Baht

■ 2019 ■ 1Q20 ■ 2Q20



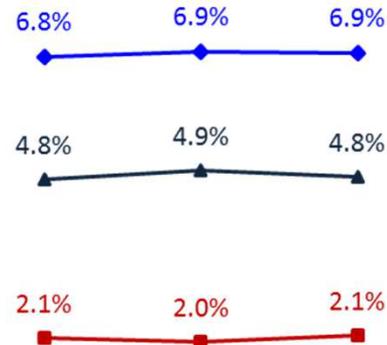
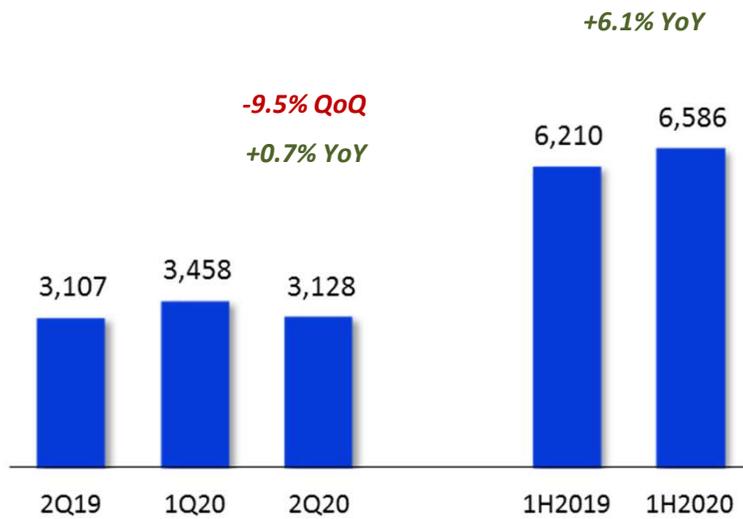
*Remark: Mortgage Loans include Housing Loans and Home-Equity Loans

Interest Income & NIM



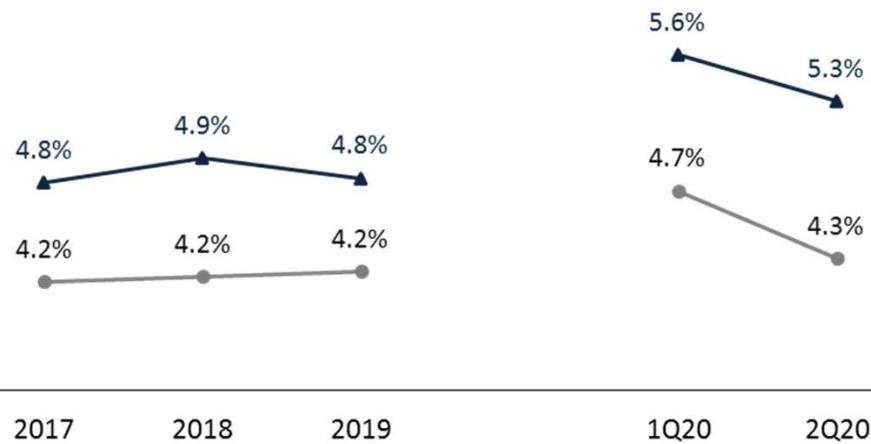
Net Interest Income

Unit: Million Baht



2017 2018 2019 1Q20 2Q20

◆ Yield on Loan (%)
 ■ Cost of Fund (%)
 ▲ Loan Spread (%)



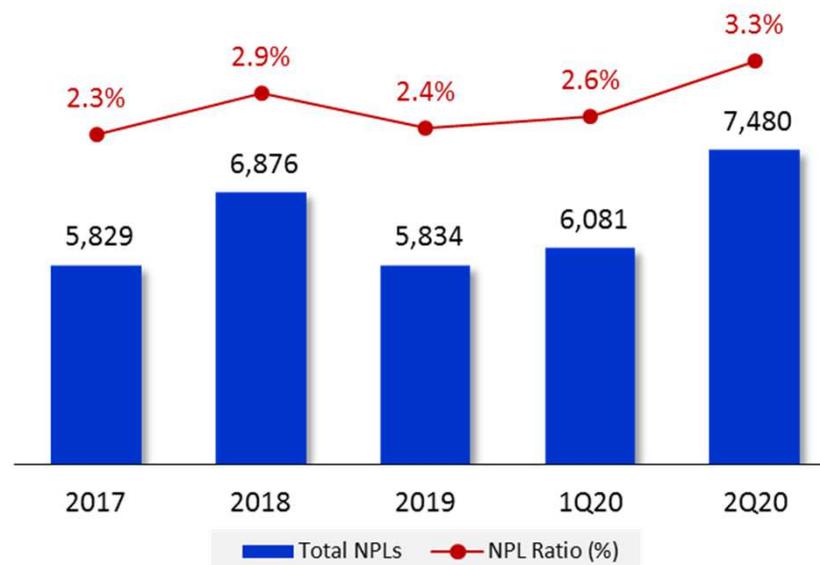
▲ Loan Spread (%)
 ● NIM (%)

Asset Quality



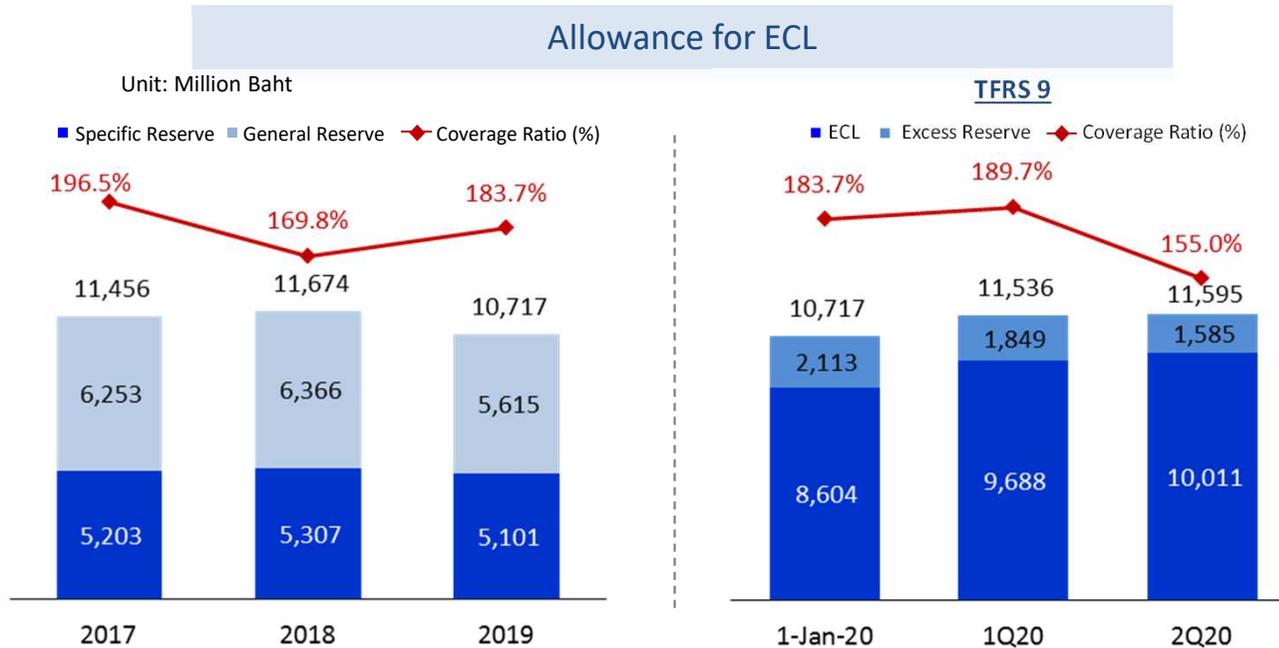
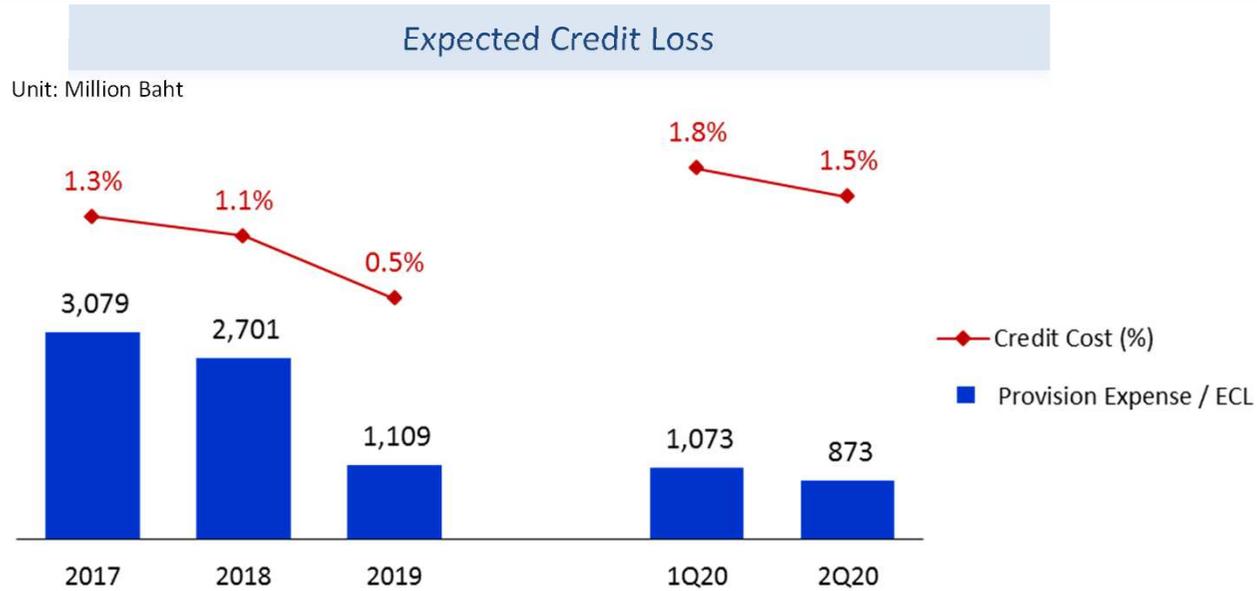
Non-Performing Loans

Unit: Million Baht



NPL by Loan Type	2019		1Q20		2Q20	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	259	0.7	259	0.7	229	0.6
SME	158	1.2	132	1.1	147	1.7
Hire Purchase	3,249	2.4	3,788	2.8	4,540	3.5
Mortgage	1,316	7.7	864	5.4	967	6.3
Auto Cash	848	2.4	1,032	2.8	1,589	4.4
Others	4	0.2	4	0.2	9	0.4
Total NPL	5,834	2.40	6,081	2.56	7,480	3.28

Expected Credit Loss



Debt Relief Measures



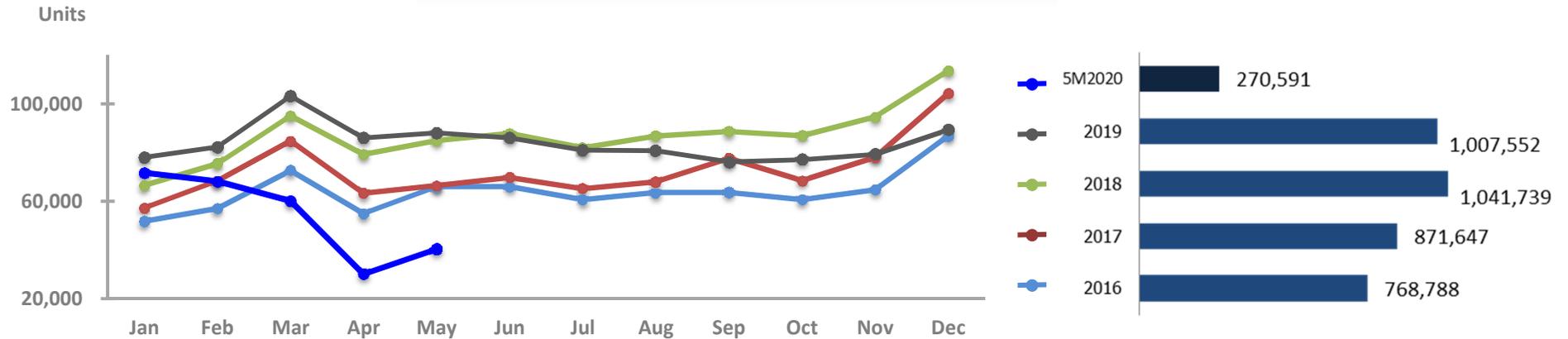
	Approximate % of Total Accounts
Total Debt Relief Granted	20%
<ul style="list-style-type: none"> • Principal Payment Suspension (6 months) and Term Extension* • Principal and Interest Suspension (3 months) (Skipped Payment) 	<p>17-18%</p> <p>3%</p>
Special Accounting Treatments	
<ul style="list-style-type: none"> • EIR Recalculation for Income Recognition <ul style="list-style-type: none"> - Overdue Accounts - Skipped Payment Accounts - Accounts with Special Assistance • Loan Classification Suspension <ul style="list-style-type: none"> - Skipped Payment Accounts 	<p>10%</p> <p>3%</p>

*All accounts under this category applied normal loan classification standard according to TFRS 9

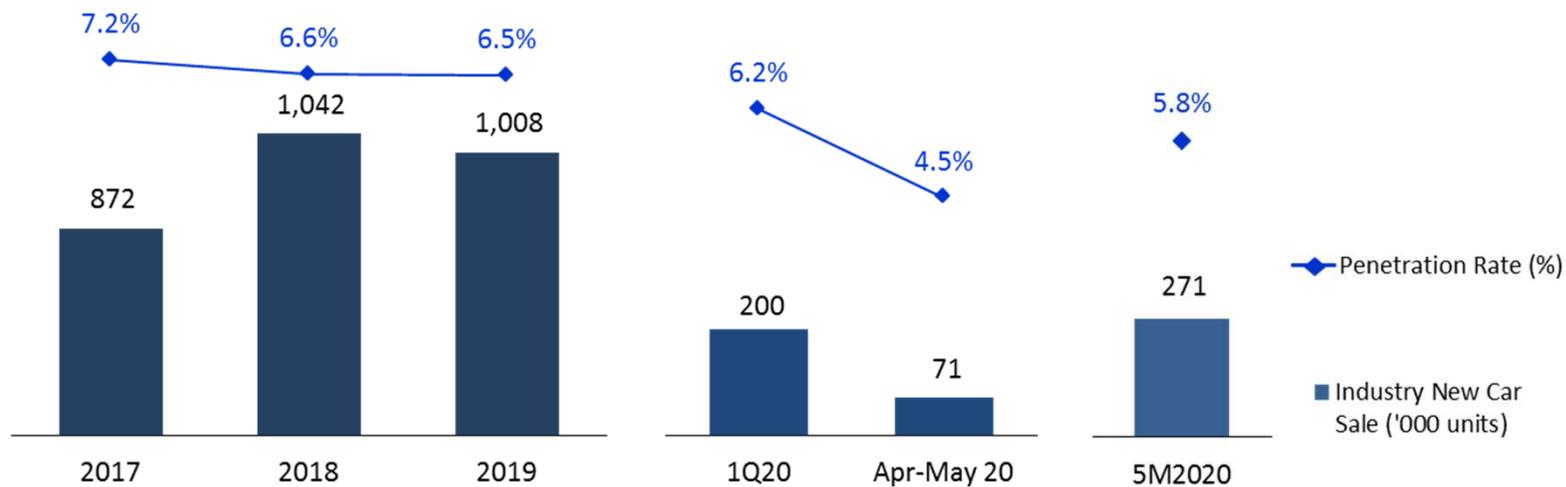
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

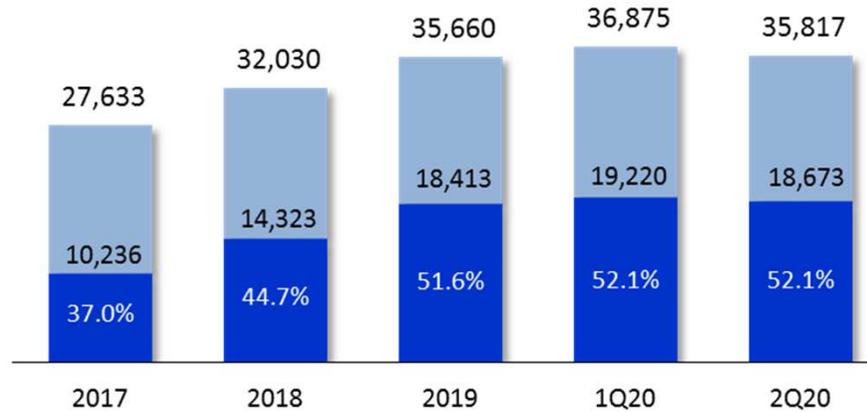


TISCO Auto Cash



Auto Cash Loan Outstanding

Unit: Million Baht



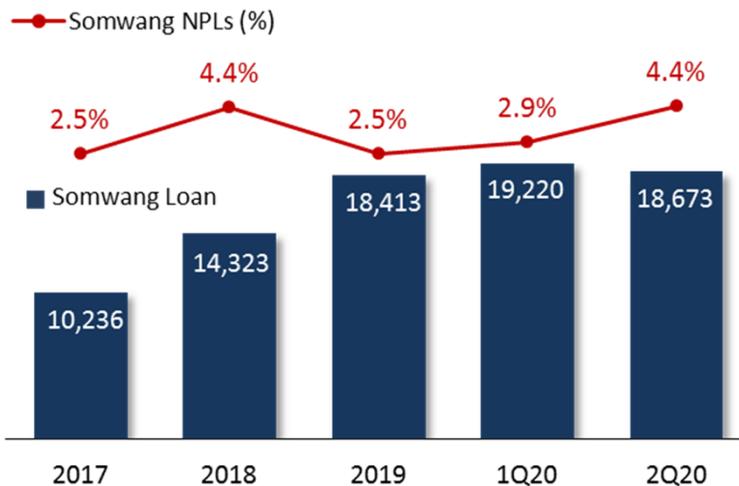
Auto Cash -2.9% QoQ
+0.4% YTD

Somwang -2.8% QoQ
+1.4% YTD

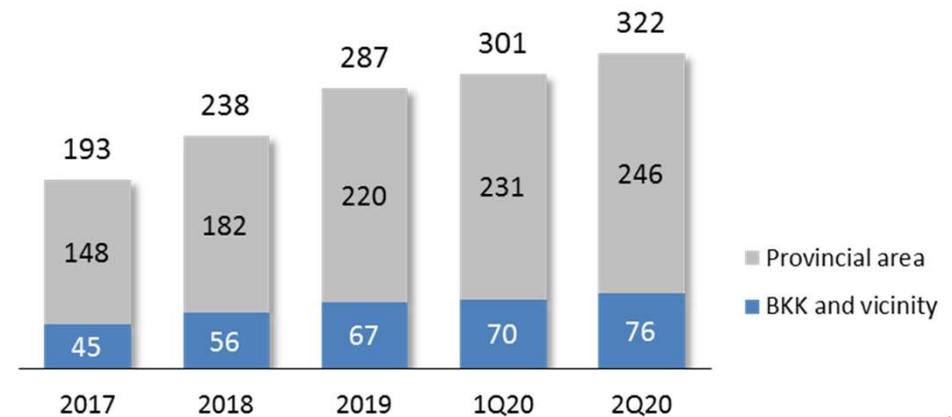
■ Loan generated through Somwang channel



Somwang Loan Outstanding vs NPLs



Somwang Branches



Funding

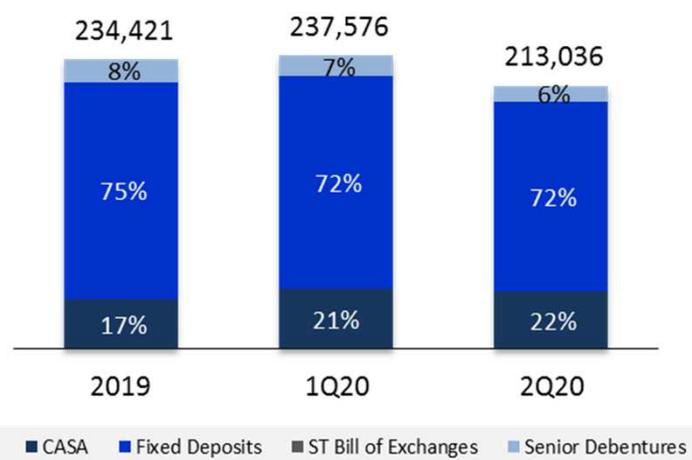


Total Funding

Unit: Million Baht

-10.3% QoQ

-9.1% YTD



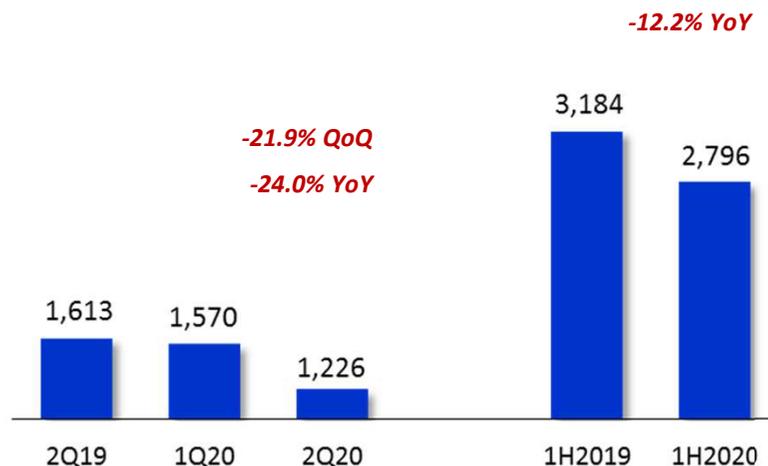
Unit : Million Baht	2019	1Q20	2Q20	% QoQ	% YTD
Current	2,638	3,393	2,762	(18.6)	4.7
Savings	37,802	45,887	43,690	(4.8)	15.6
Fixed Deposits	175,645	171,349	153,727	(10.3)	(12.5)
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	18,300	16,910	12,820	(24.2)	(29.9)
Total Deposits & Borrowings	234,421	237,576	213,036	(10.3)	(9.1)
Subordinated Debentures	6,680	6,680	6,370		
% LDR to Total Deposits & Borrowings	103.6	100.1	107.1		

Non-Interest Income



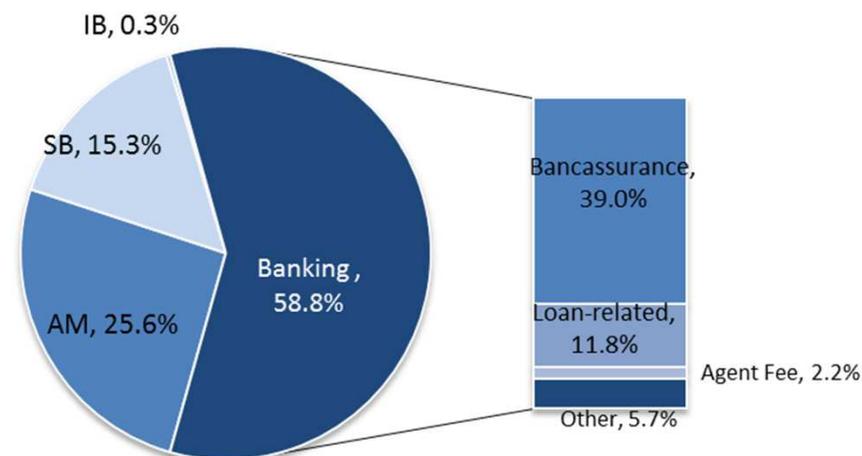
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data for 6M2020



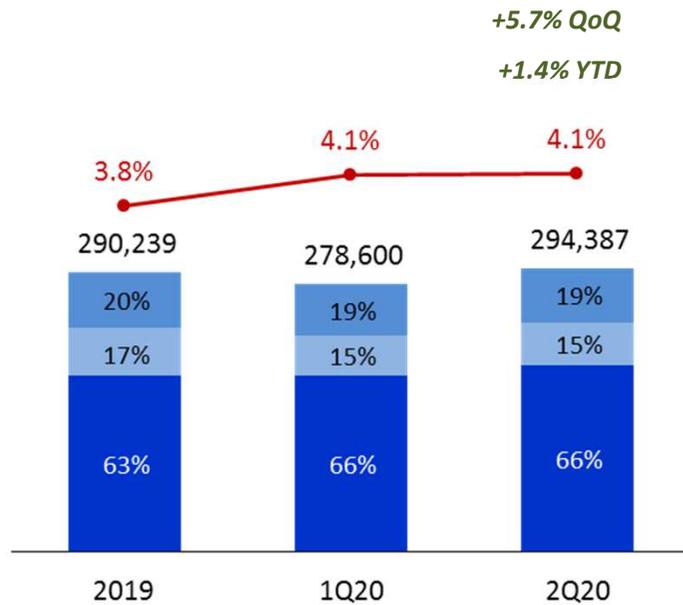
Unit : Million Baht	2Q19	1Q20	2Q20	% QoQ	% YoY	1H2019	1H2020	% YoY
Banking Fee	1,060	976	668	(31.6)	(37.0)	2,119	1,644	(22.4)
<i>Bancassurance Fee</i>	742	679	412	(39.3)	(44.5)	1,444	1,091	(24.4)
<i>Other Banking Fee</i>	318	297	256	(13.8)	(19.4)	675	553	(18.1)
Asset Management Basic Fee	347	375	341	(9.0)	(1.8)	686	716	4.4
Brokerage Fee	193	216	213	(1.5)	10.2	365	428	17.3
Investment Banking Fee	13	4	4	10.7	(65.4)	15	8	(42.4)
Non-Interest Income from Core Businesses	1,613	1,570	1,226	(21.9)	(24.0)	3,184	2,796	(12.2)
Trading Income & Incentive	(8)	(85)	66	n.a.	n.a.	(28)	(19)	(34.4)
Share of Profit from Investment in Subsidiaries	5	16	17	12.0	228.0	(32)	33	n.a.
Dividend Income	8	31	3	(91.1)	(64.4)	40	34	(15.1)
Total Non-Interest Income	1,618	1,533	1,312	(14.4)	(18.9)	3,164	2,845	(10.1)

Asset Management Business



TISCO Asset Under Management

Unit: Million Baht



+5.7% QoQ
+1.4% YTD

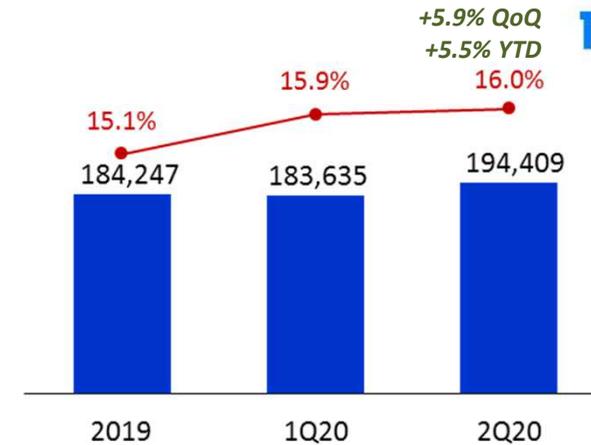
Rank #1
Provident Fund

Rank #13
Mutual Fund

Rank #7

Rank #5
Private Fund

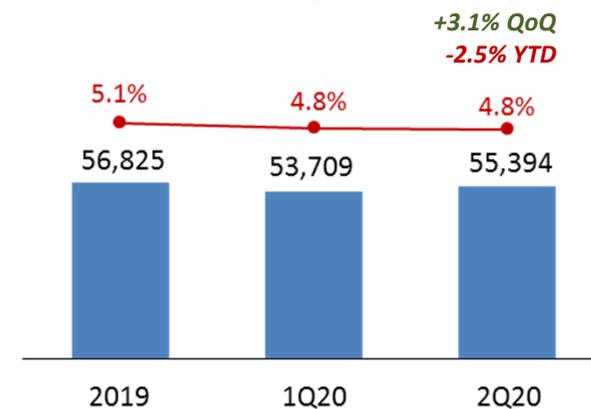
*Remark: Market Share and Rankings as of May 2020



+5.9% QoQ
+5.5% YTD



+8.1% QoQ
-9.3% YTD



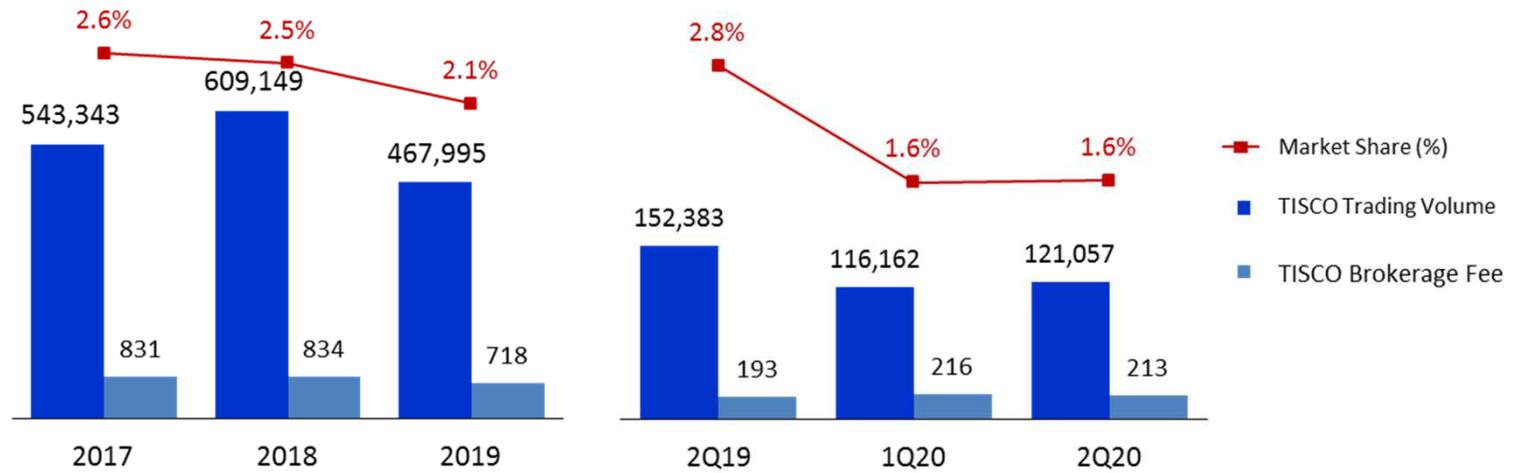
+3.1% QoQ
-2.5% YTD

Brokerage Business

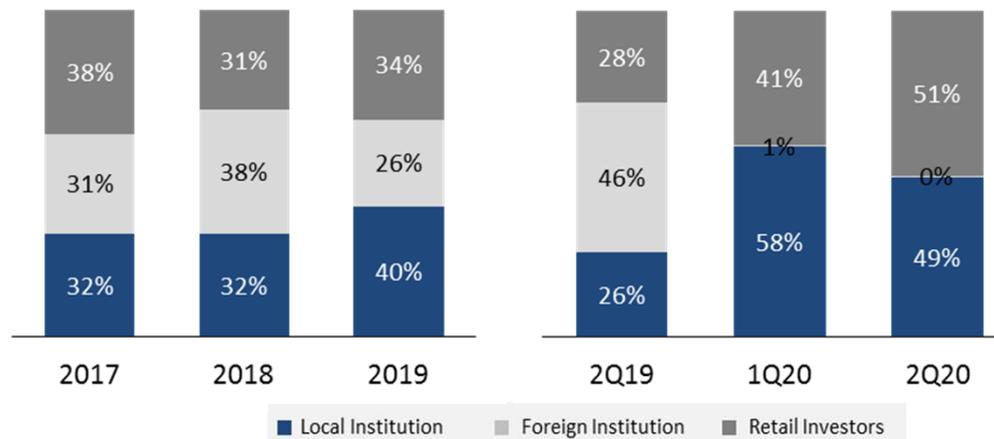


TISCO Trading Volume & Market Share

Unit: Million Baht



TISCO Trading Volume by Customers

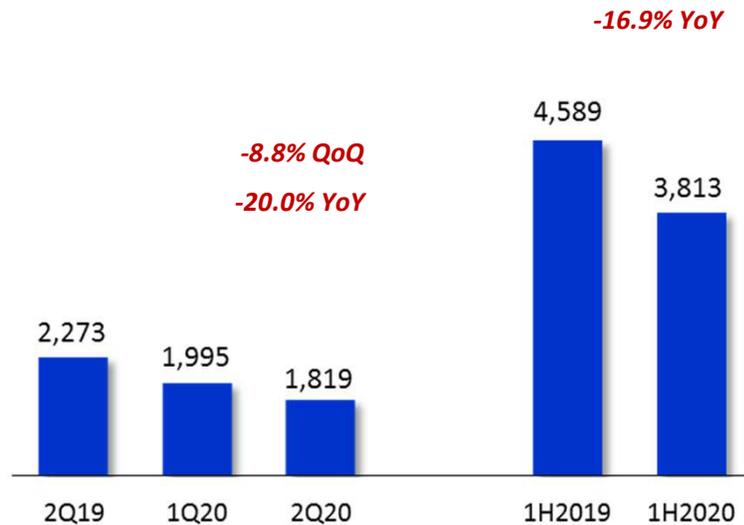


Operating Expenses

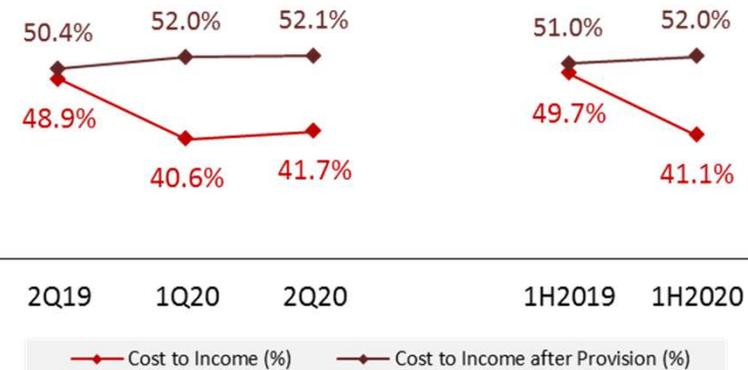


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



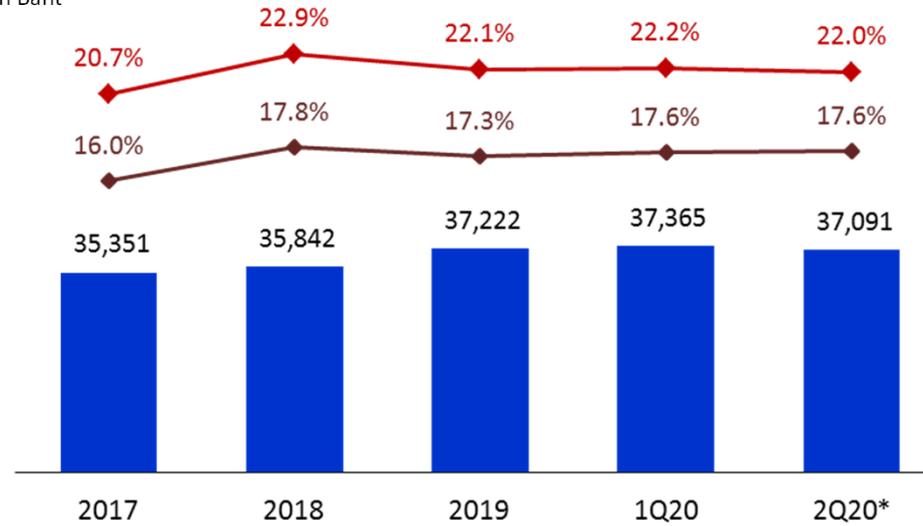
Unit : Million Baht	2Q19	1Q20	2Q20	% QoQ	% YoY	1H2019	1H2020	% YoY
Employees' Expenses	1,535	1,339	1,157	(13.6)	(24.6)	3,206	2,496	(22.1)
Premises & Equipment Expenses	329	321	322	0.1	(2.3)	636	643	1.1
Taxes & Duties	73	79	69	(12.4)	(5.4)	147	147	0.1
Other Expenses	336	256	271	5.9	(19.4)	600	527	(12.2)
Total Operating Expenses	2,273	1,995	1,819	(8.8)	(20.0)	4,589	3,813	(16.9)

Capital Adequacy



Capital Adequacy Ratio of TISCO Bank

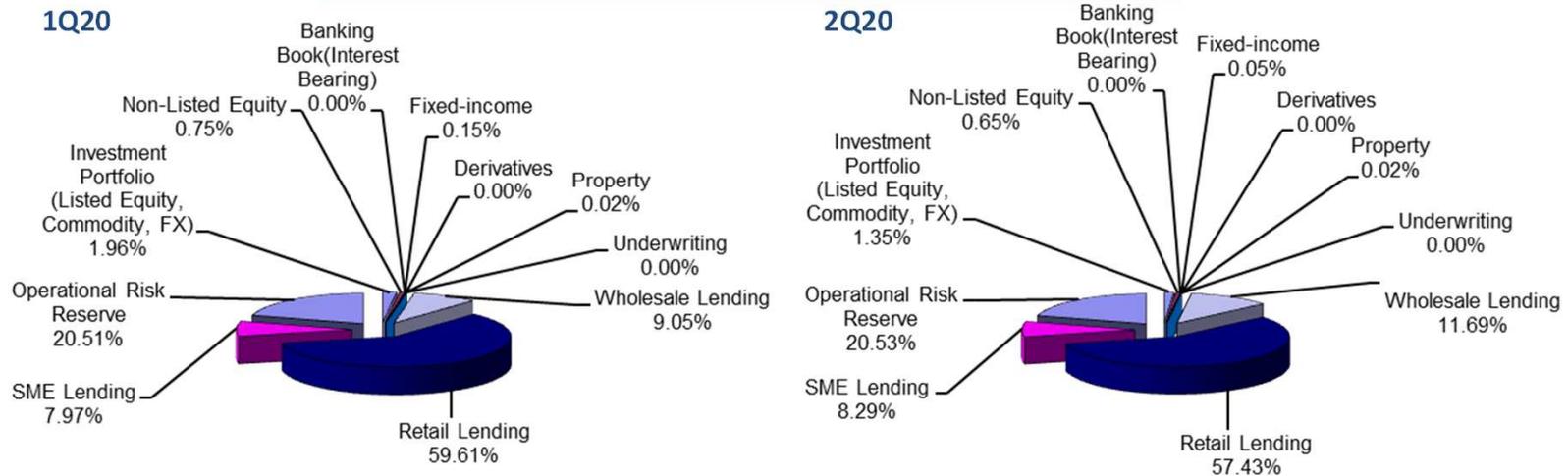
Unit: Million Baht



*Remark: Projected figures

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

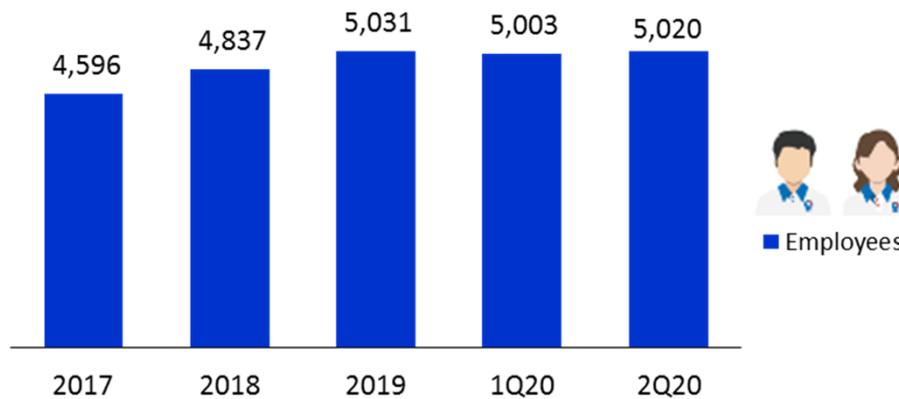
Risk-Based Capital Exposure



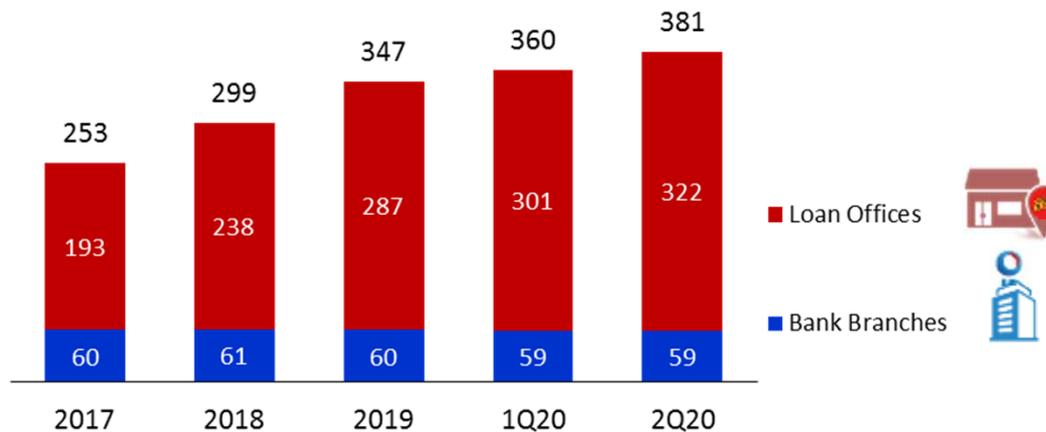
Employees and Branch Network



Total Employees



Total Branch Network



Investor Relations



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