



# **TISCO Financial Group Public Co., Ltd.**

**Analyst Meeting 1Q2022**

April 18, 2022

# Consolidated Income Statements



Unit : Million Baht	1Q21	4Q21	1Q22	% QoQ	% YoY
Interest Income	3,776	3,617	3,556	(1.7)	(5.8)
Interest Expenses	(666)	(510)	(495)	(2.9)	(25.7)
<b>Net Interest Income</b>	<b>3,110</b>	<b>3,108</b>	<b>3,061</b>	<b>(1.5)</b>	<b>(1.6)</b>
Fee & Service Income	1,735	1,827	1,407	(23.0)	(18.9)
Fee & Service Expenses	(192)	(107)	(129)	21.1	(32.7)
Other Operating Income	448	14	80	462.1	(82.2)
<b>Total Non-Interest Income</b>	<b>1,991</b>	<b>1,735</b>	<b>1,358</b>	<b>(21.7)</b>	<b>(31.8)</b>
<b>Total Income</b>	<b>5,101</b>	<b>4,842</b>	<b>4,419</b>	<b>(8.7)</b>	<b>(13.4)</b>
Operating Expenses	(2,055)	(2,176)	(2,099)	(3.5)	2.2
<b>PPOP</b>	<b>3,047</b>	<b>2,666</b>	<b>2,320</b>	<b>(13.0)</b>	<b>(23.8)</b>
Credit Expenses / ECL	(843)	(412)	(85)	(79.3)	(89.9)
<b>Pre-tax Profit</b>	<b>2,204</b>	<b>2,255</b>	<b>2,235</b>	<b>(0.9)</b>	<b>1.4</b>
Income Tax	(440)	(460)	(439)	(4.5)	(0.2)
<b>Net Profit</b>	<b>1,764</b>	<b>1,795</b>	<b>1,795</b>	<b>0.1</b>	<b>1.8</b>
<b>EPS (Baht)</b>	<b>2.20</b>	<b>2.24</b>	<b>2.24</b>		
<b>ROAE (%)</b>	<b>17.5</b>	<b>17.8</b>	<b>17.1</b>		

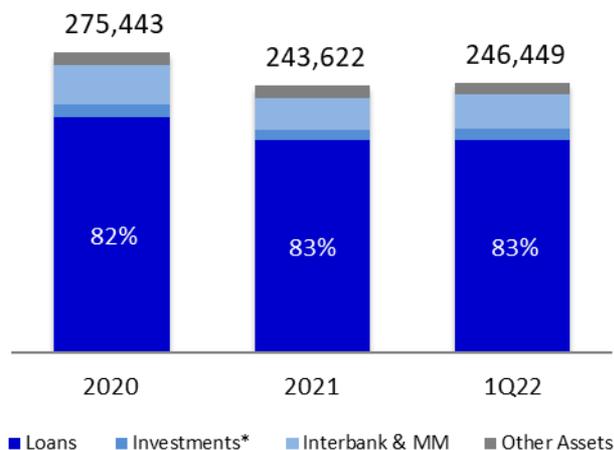
# Assets and Liabilities



## Assets

Unit: Million Baht

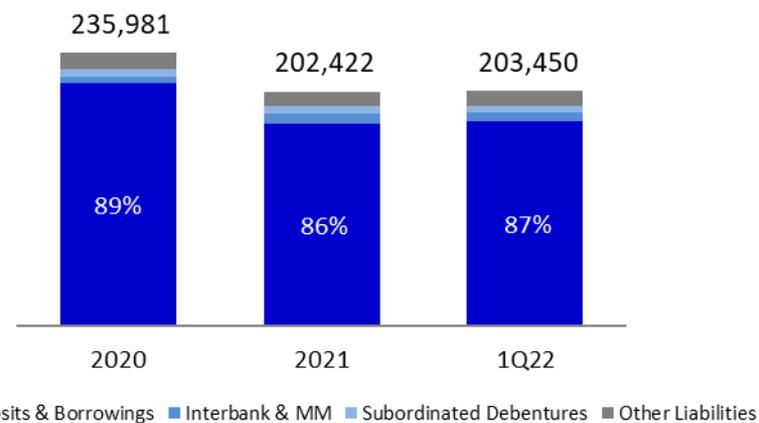
+1.2%  
QoQ



## Liabilities

Unit: Million Baht

+0.5%  
QoQ



Unit : Million Baht	2020	2021	1Q22	% QoQ
Loans	224,812	202,950	203,553	0.3
Allowance	(11,826)	(11,740)	(11,497)	(2.1)
Investments*	12,126	10,124	10,527	4.0
Interbank & MM	38,212	30,489	32,511	6.6
Other Assets	12,119	11,799	11,356	(3.8)
<b>Total Assets</b>	<b>275,443</b>	<b>243,622</b>	<b>246,449</b>	<b>1.2</b>

Unit : Million Baht	2020	2021	1Q22	% QoQ
Deposits & Borrowings	209,679	174,864	177,022	1.2
Interbank & MM	5,808	8,081	7,821	(3.2)
Subordinated Debentures	6,620	6,640	5,640	(15.1)
Other Liabilities	13,875	12,837	12,967	1.0
<b>Total Liabilities</b>	<b>235,981</b>	<b>202,422</b>	<b>203,450</b>	<b>0.5</b>
Retained Earnings	28,596	30,344	32,141	5.9
<b>Total Equities</b>	<b>39,462</b>	<b>41,200</b>	<b>42,999</b>	<b>4.4</b>

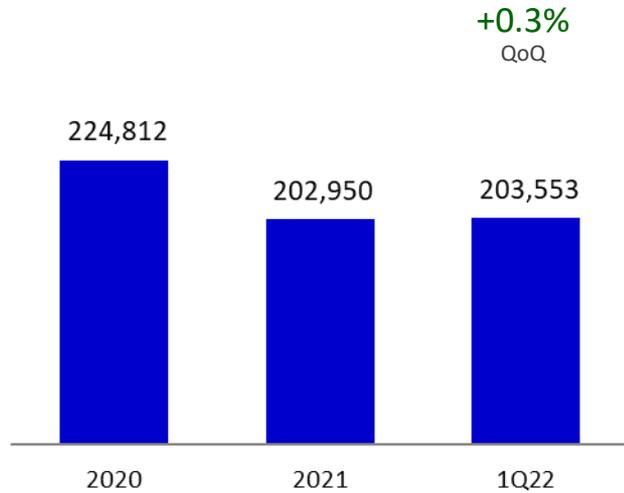
\*Investments included Financial Assets measured at FV to PL

# Loan Portfolios

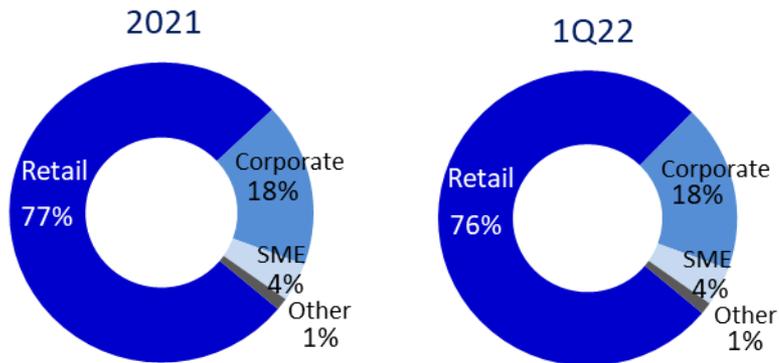


## Total Loans

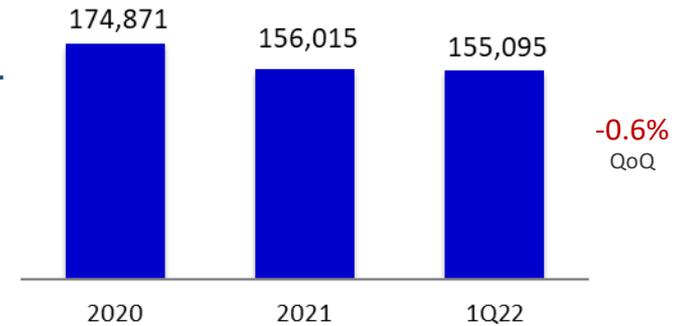
Unit: Million Baht



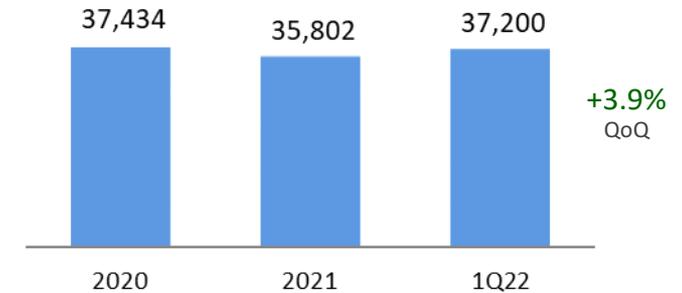
## Loans by sectors



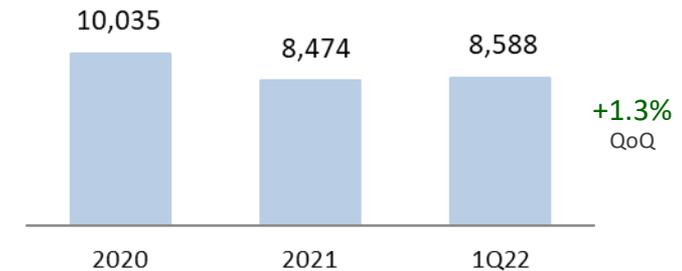
## Retail Loans



## Corporate Loans



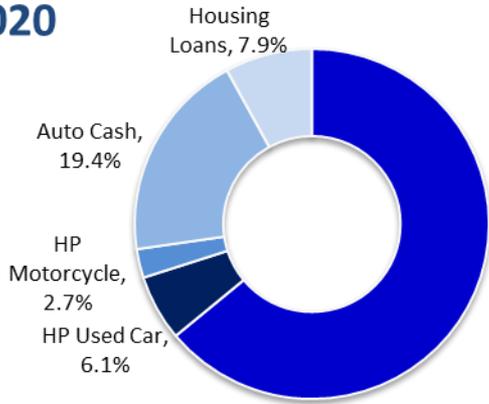
## SME Loans



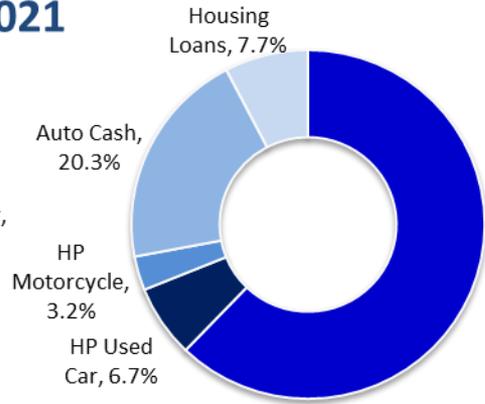
# Retail Loan Portfolio Breakdown



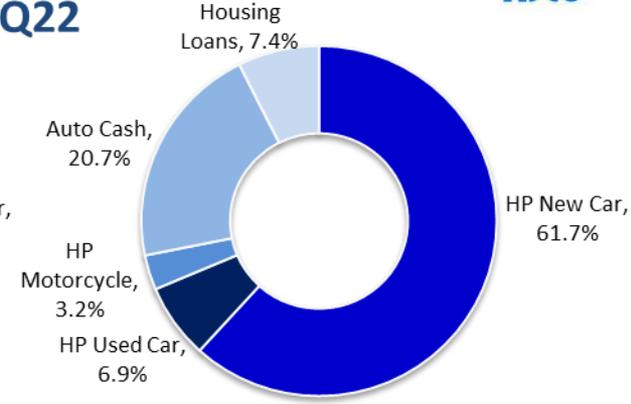
2020



2021

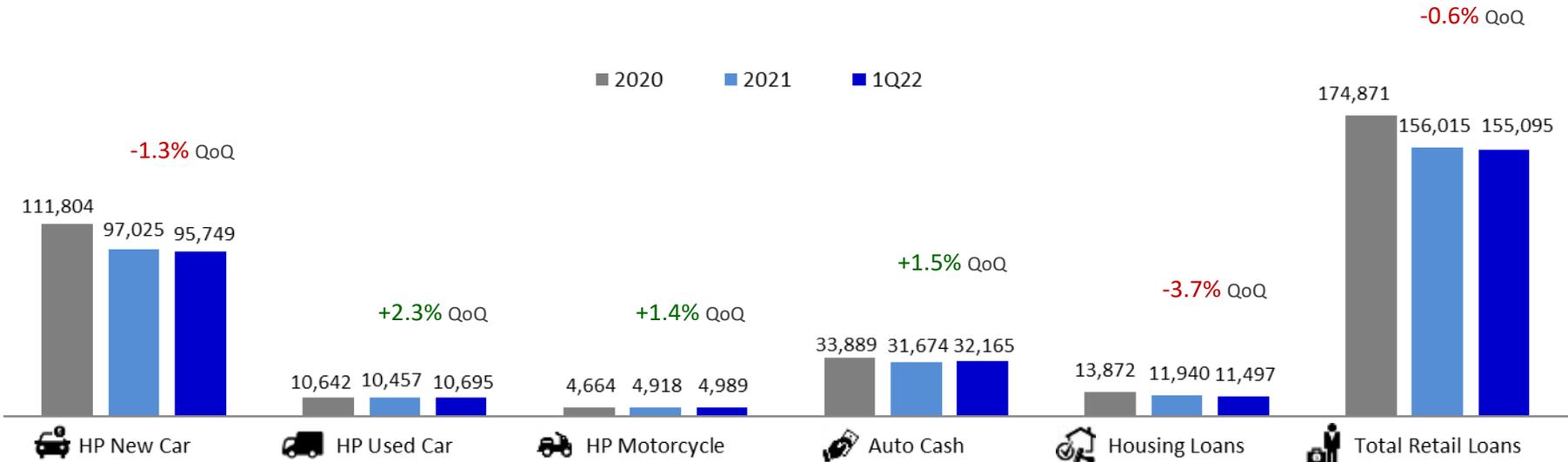


1Q22



Unit: Million Baht

■ 2020 ■ 2021 ■ 1Q22

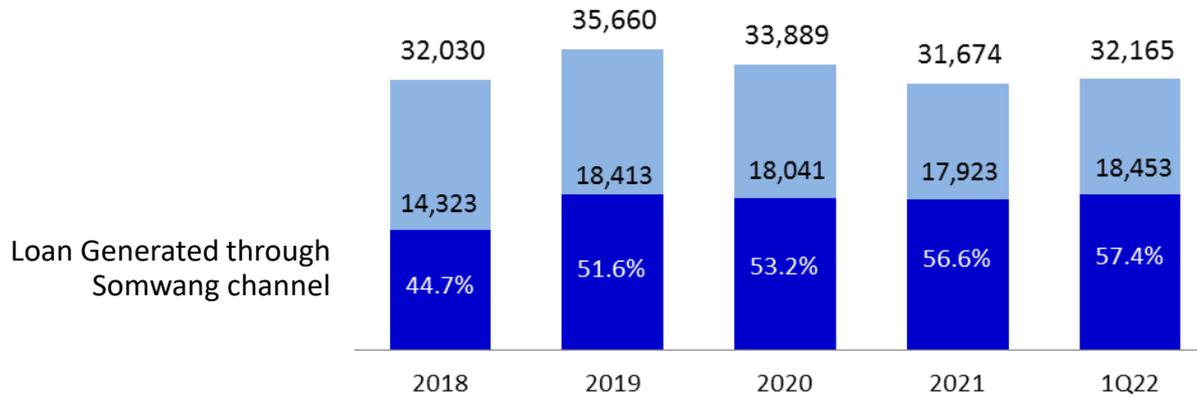


# TISCO Auto Cash



## Auto Cash Loans

Unit: Million Baht



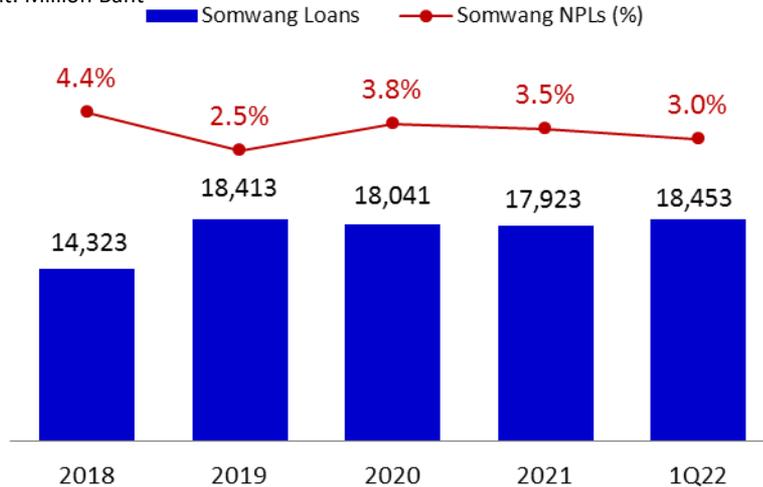
**Auto Cash** +1.5%  
QoQ

**Somwang** +3.0%  
QoQ



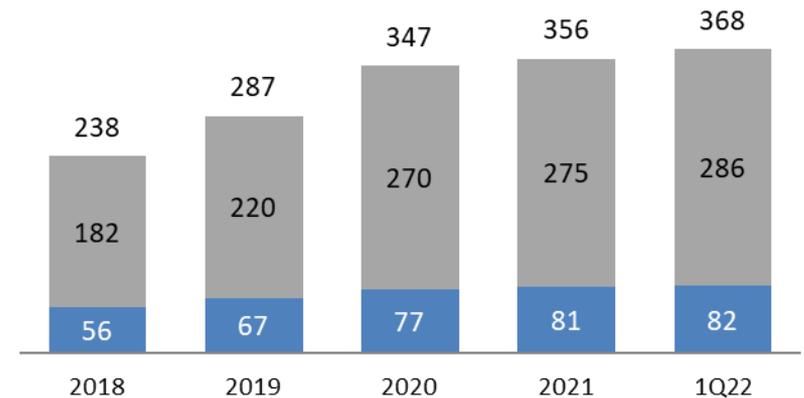
## Somwang Loans vs NPLs

Unit: Million Baht



## Somwang Branches

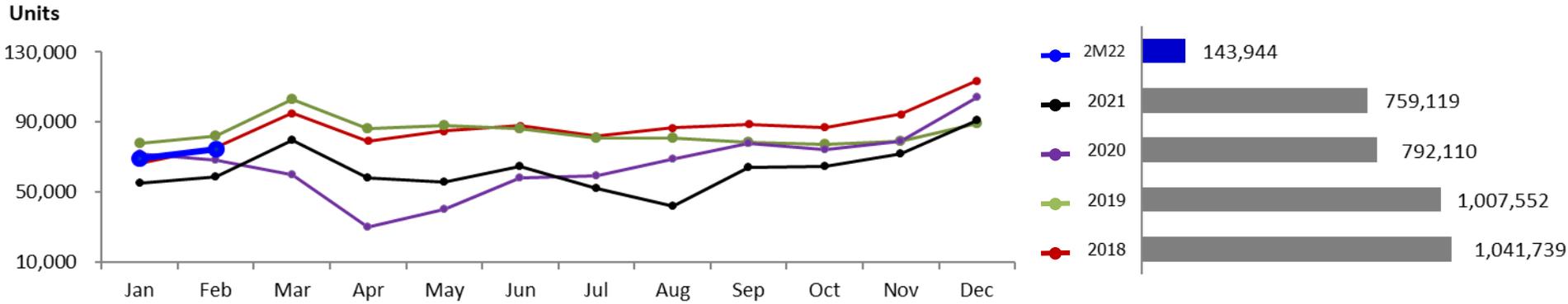
■ BKK and vicinity ■ Provincial area



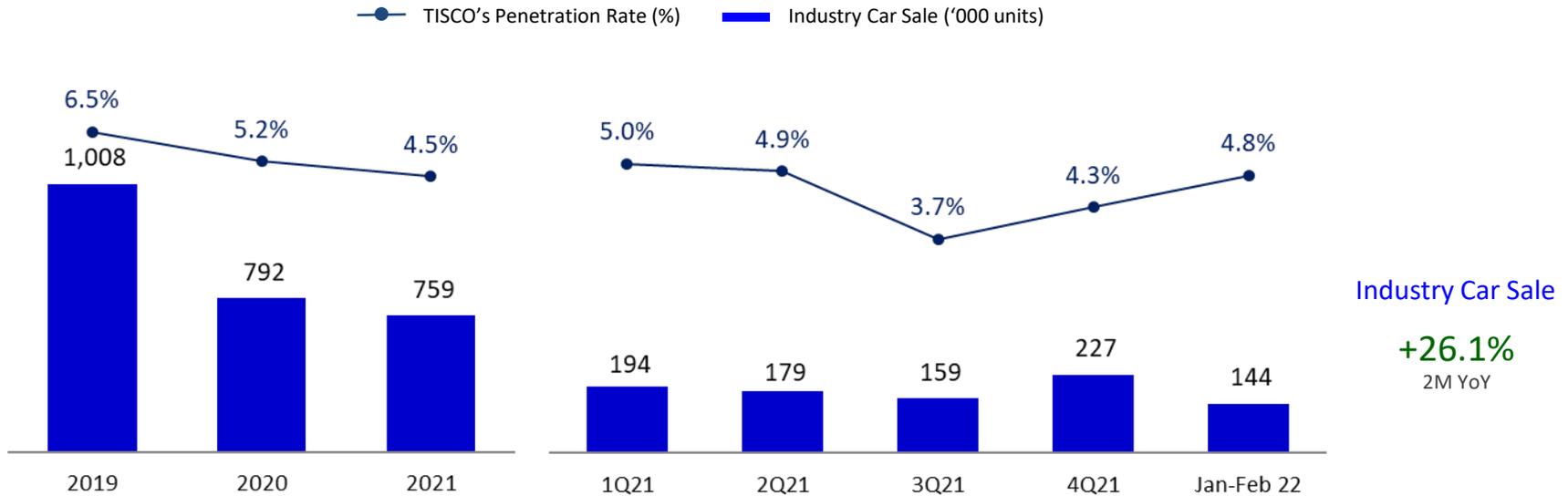
# Industry Car Sale & Penetration Rate



## Industry New Car Sale



## TISCO's Auto HP Penetration Rate

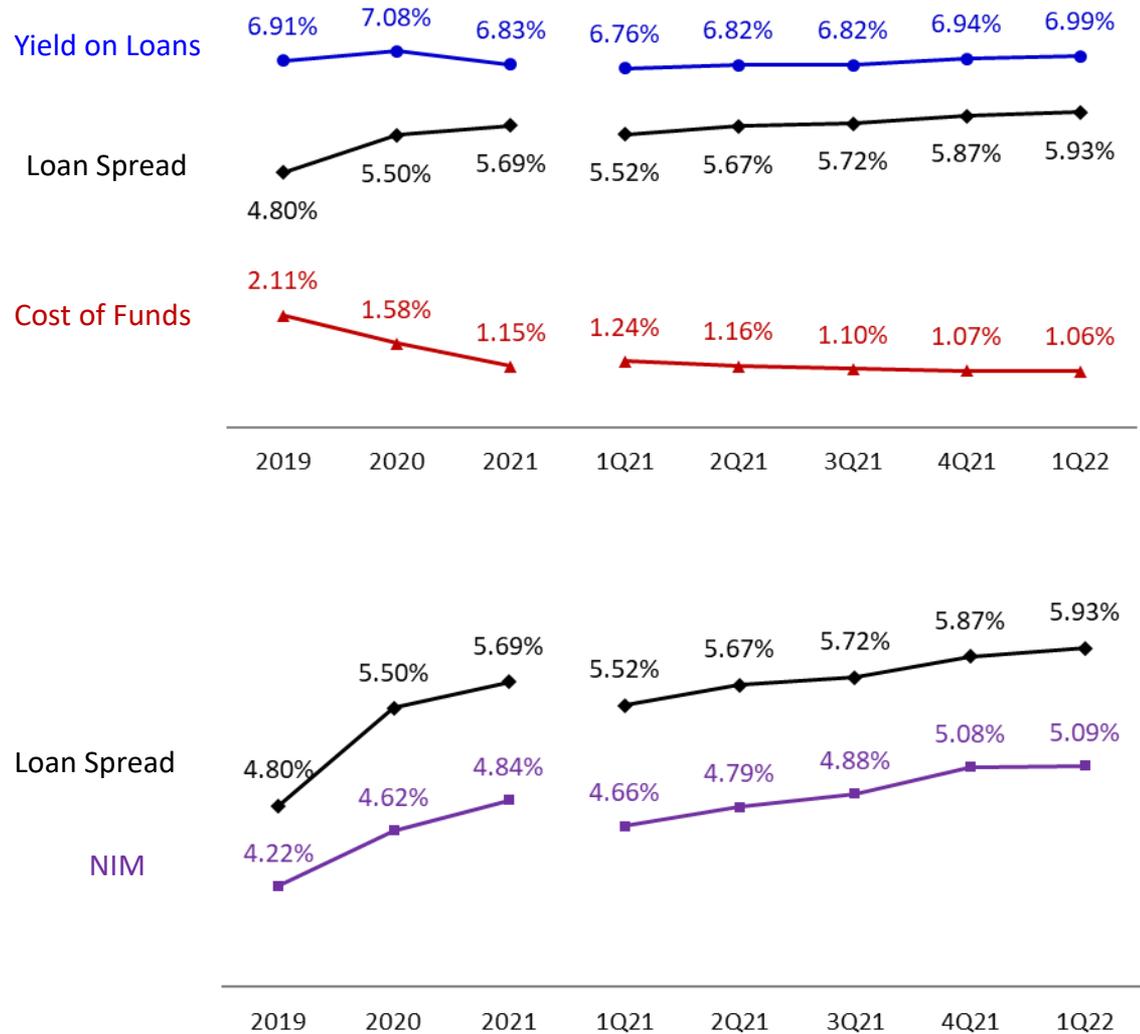


# Interest Income & NIM



## Net Interest Income

Unit: Million Baht

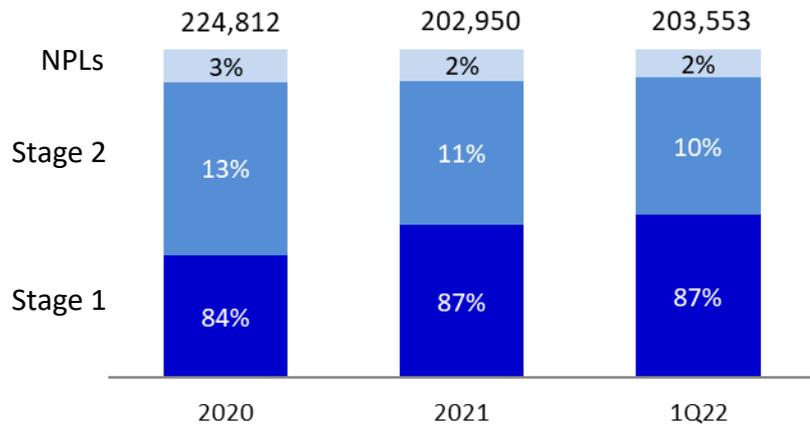


# Asset Quality



## Loan Classification

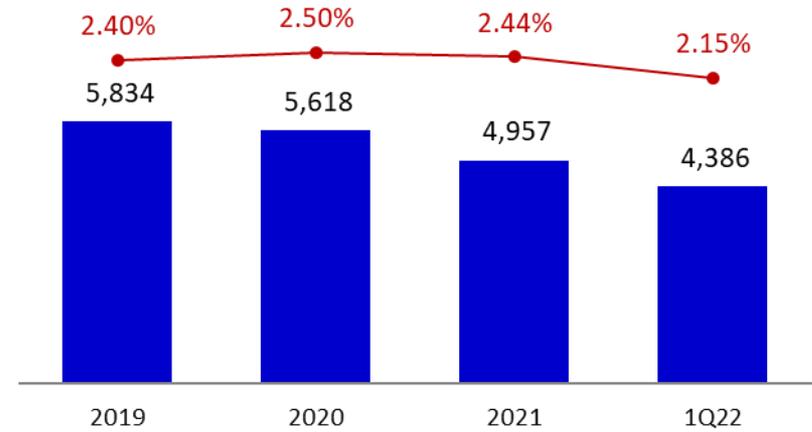
Unit: Million Baht



## Non-Performing Loans

Unit: Million Baht

■ Total NPLs —● NPL Ratio (%)



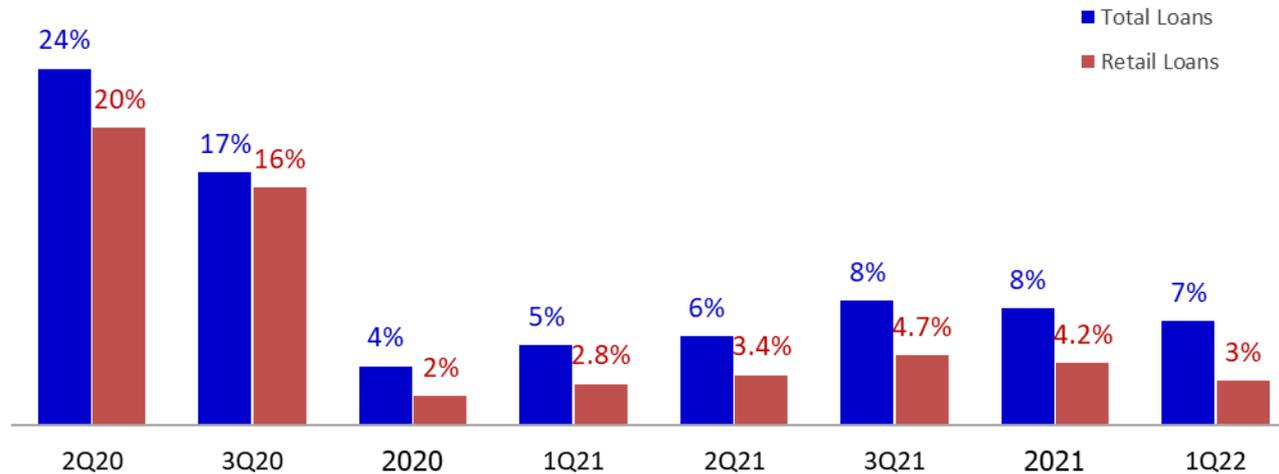
NPLs by Loan Types	2020		2021		1Q22	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	-	-	19	0.1	-	-
SME	64	0.6	66	0.8	78	0.9
Hire Purchase	3,268	2.6	2,682	2.4	2,309	2.1
Mortgage	986	7.1	1,015	8.5	967	8.4
Auto Cash	1,295	3.8	1,173	3.7	1,030	3.2
Others	5	0.2	2	0.1	2	0.1
<b>Total NPLs</b>	<b>5,618</b>	<b>2.50</b>	<b>4,957</b>	<b>2.44</b>	<b>4,386</b>	<b>2.15</b>

# Debt Relief Programs

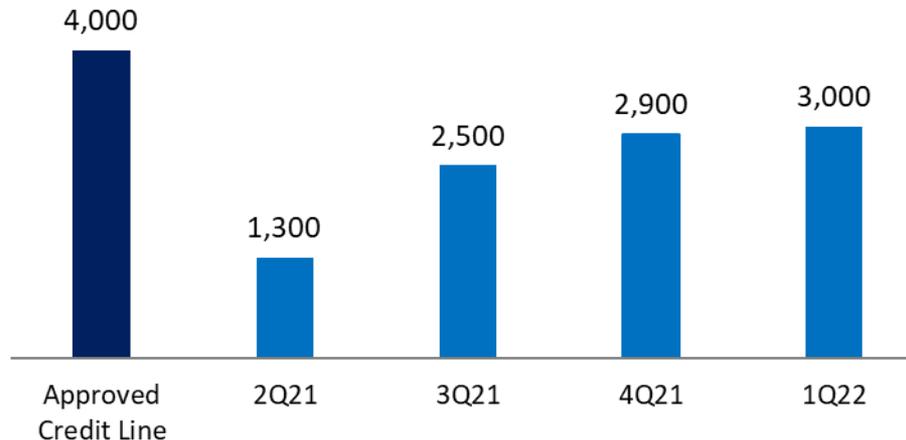


## Outstanding Loans under Debt Relief Programs at the end of March 2022

% to total loans



## Outstanding Soft Loans for SMES



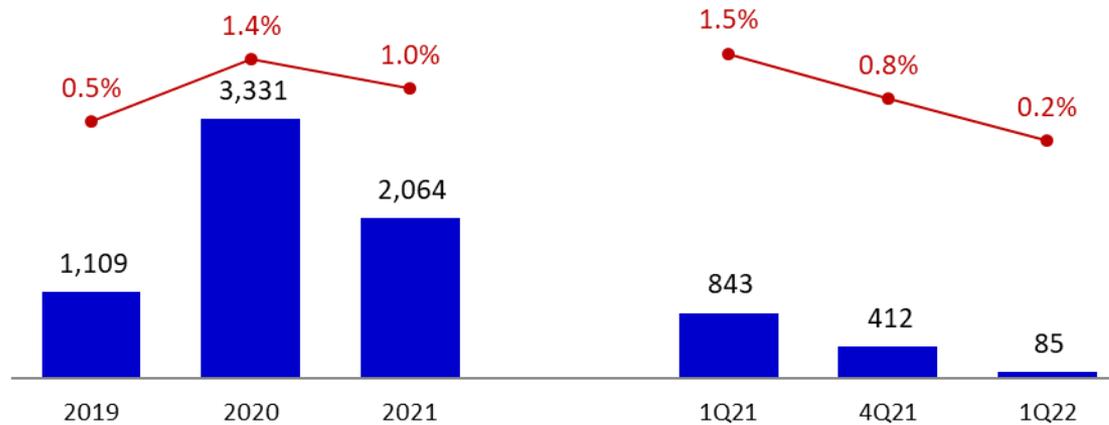
# Expected Credit Loss



## Expected Credit Loss

Unit: Million Baht

■ Provisions/ECL    ● Credit Cost (%)



## Allowance for ECL

Unit: Million Baht

TFRS 9



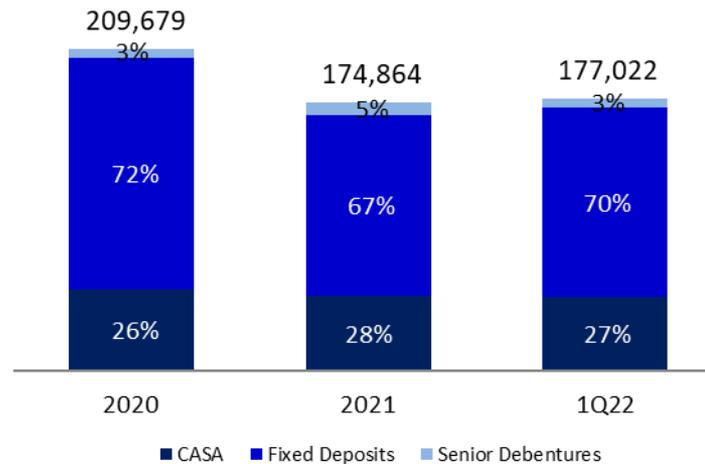
# Funding



## Total Funding

Unit: Million Baht

+1.2%  
QoQ



Unit : Million Baht	2020	2021	1Q22	% QoQ
Current	3,200	2,162	2,207	2.1
Savings	50,320	46,932	46,009	(2.0)
Fixed Deposits	149,953	117,448	123,219	4.9
Short-Term Bill of Exchanges	37	37	37	-
Senior Debentures	6,169	8,285	5,550	(33.0)
<b>Total Deposits &amp; Borrowings</b>	<b>209,679</b>	<b>174,864</b>	<b>177,022</b>	<b>1.2</b>
Subordinated Debentures	6,620	6,640	5,640	
% LDR to Total Deposits & Borrowings	107.2	116.1	115.0	

# Non-Interest Income



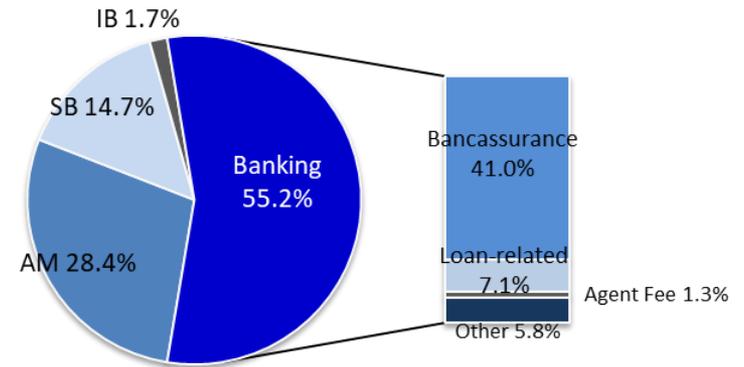
## Non-Interest Income from Core Businesses

Unit: Million Baht



## Non-Interest Income from Core Businesses Breakdown

Data as of 3M2022



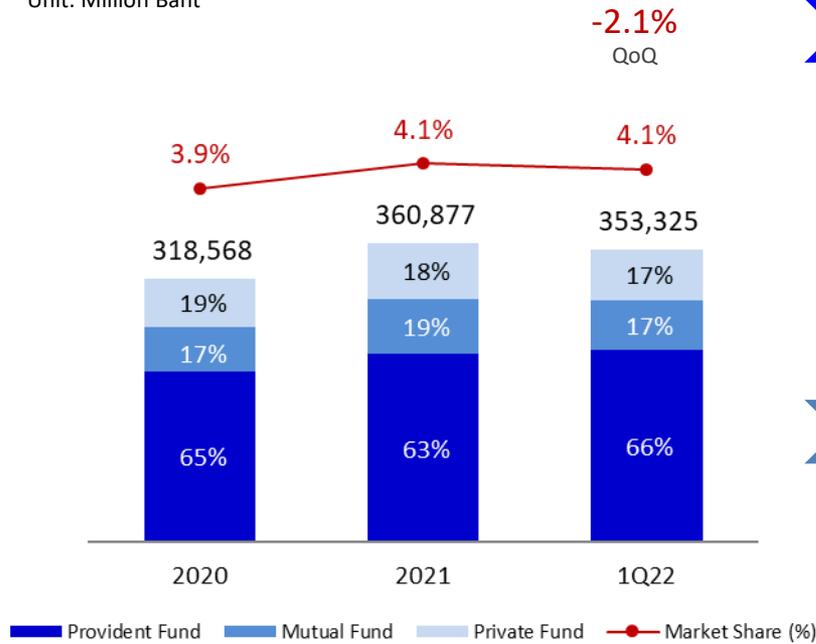
Unit : Million Baht	1Q21	4Q21	1Q22	% QoQ	% YoY
Banking Fee	827	824	814	(1.3)	(1.6)
<i>Bancassurance Fee</i>	539	615	604	(1.8)	12.1
<i>Other Banking Fee</i>	288	209	210	0.2	(27.2)
Asset Management Basic Fee	660	363	418	15.1	(36.6)
Brokerage Fee	239	192	217	13.0	(9.2)
Investment Banking Fee	87	24	25	4.1	(70.9)
<b>Non-Interest Income from Core Businesses</b>	<b>1,812</b>	<b>1,404</b>	<b>1,474</b>	<b>5.0</b>	<b>(18.7)</b>
Gain (Loss) on Financial Instruments	316	(54)	(34)	(37.2)	(110.7)
Share of Profit from Subsidiaries	13	(3)	13	n.a.	1.8
Dividend Income	37	4	33	684.4	(11.1)
AM Performance Fee	5	490	1	(99.9)	(87.0)
<b>Total Non-Interest Income</b>	<b>2,183</b>	<b>1,841</b>	<b>1,487</b>	<b>(19.2)</b>	<b>(31.9)</b>

# Asset Management Business



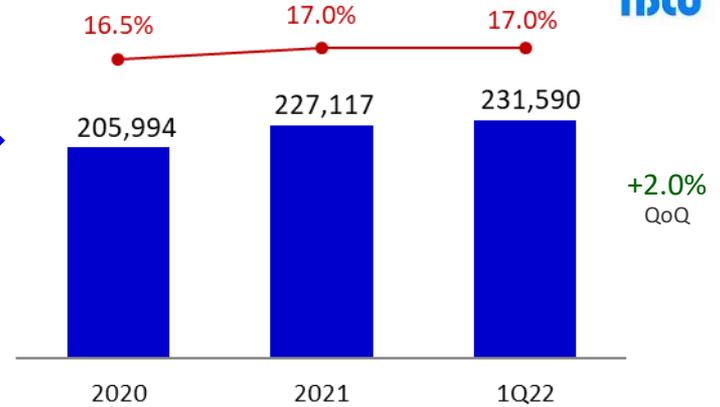
## Assets Under Management

Unit: Million Baht



**Rank #8**

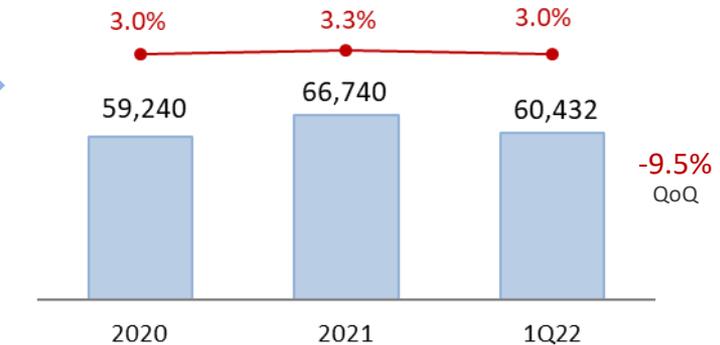
*Rank #1*  
Provident Fund



*Rank #13*  
Mutual Fund



*Rank #6*  
Private Fund

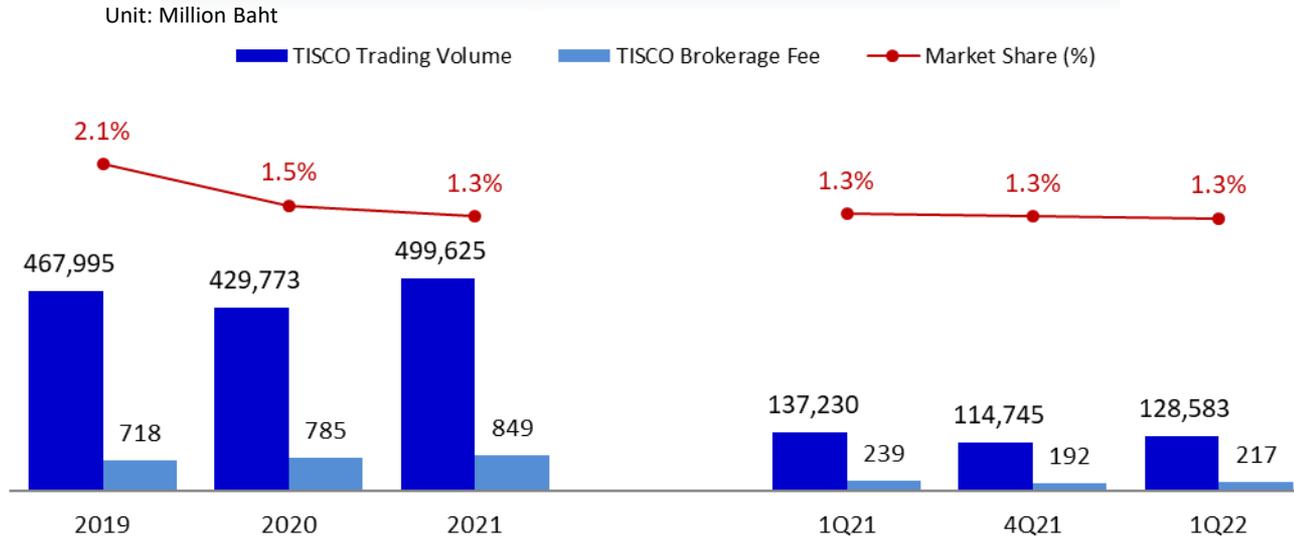


\*Remark: Market Share and Rankings as of February 2022

# Brokerage Business



## TISCO Trading Volume & Market Share



## Trading Volume by Customers



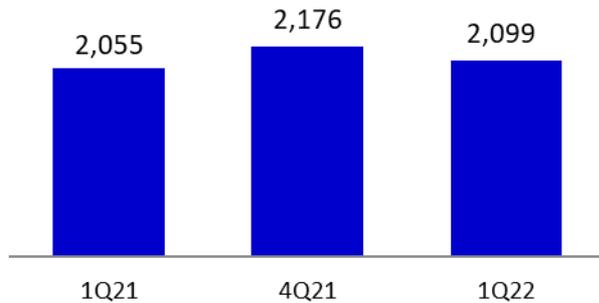
# Operating Expenses



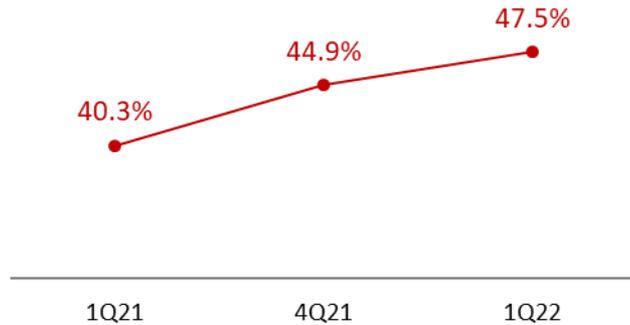
## Operating Expenses

Unit: Million Baht

**-3.5%** **+2.2%**  
QoQ YoY



## Cost to Income Ratio



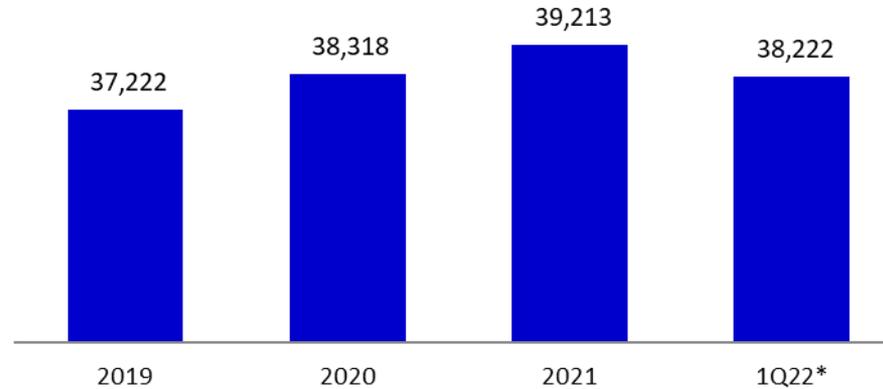
Unit : Million Baht	1Q21	4Q21	1Q22	% QoQ	% YoY
Employee Expenses	1,452	1,504	1,510	0.4	4.0
Premises & Equipment Expenses	317	338	322	(4.6)	1.6
Taxes & Duties	66	59	62	5.2	(5.9)
Other Expenses	220	276	205	(25.6)	(6.6)
<b>Total Operating Expenses</b>	<b>2,055</b>	<b>2,176</b>	<b>2,099</b>	<b>(3.5)</b>	<b>2.2</b>

# Capital Adequacy

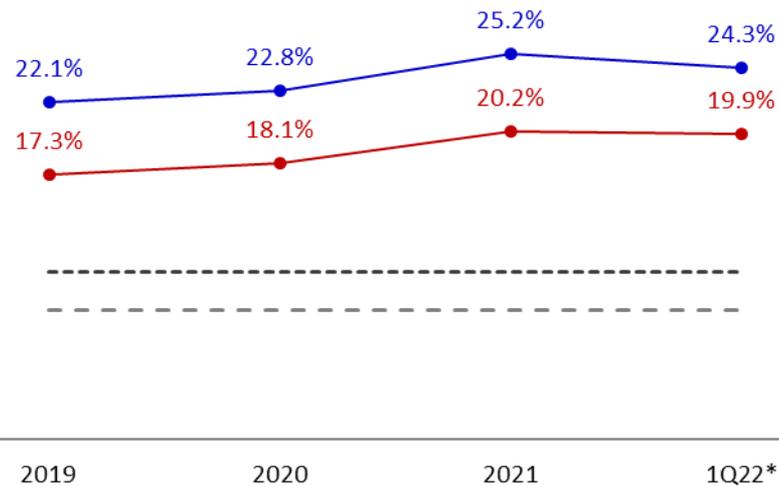


## Capital Base of TISCO Bank

Unit: Million Baht



## Capital Adequacy Ratio



BIS Ratio

Tier I Ratio

*Min. Required by BOT*

11.0% BIS Ratio

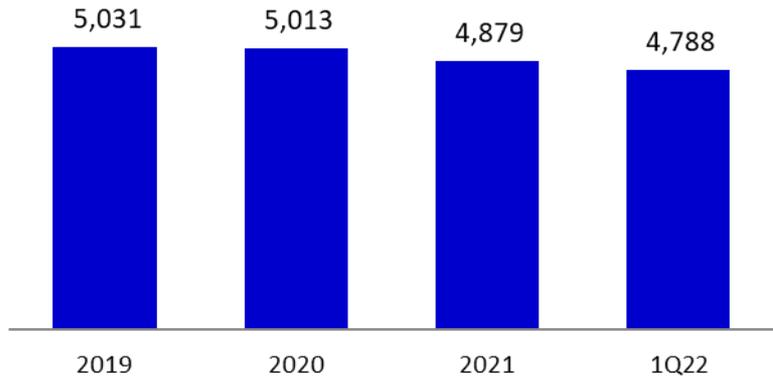
8.5% Tier I Ratio

\*Remark: Projected figures

# Employees and Branch Network

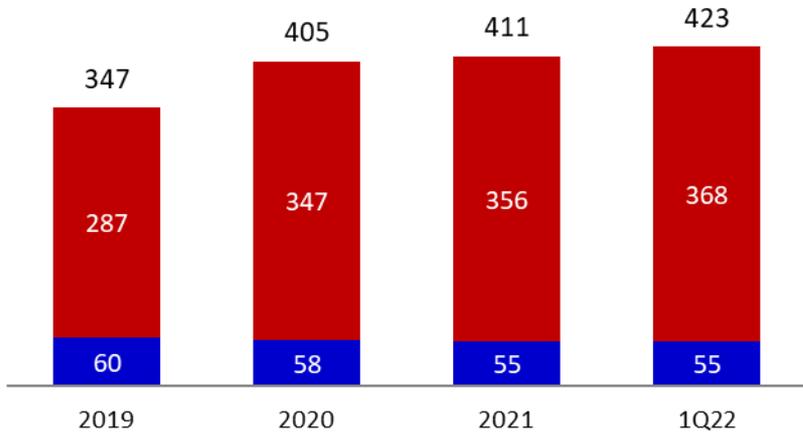


## Total Employees



Number of Employees

## Total Branch Network



Somwang Loan Offices

Bank Branches

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