



TISCO Financial Group Public Co., Ltd.

Analyst Meeting FY2021

January 14, 2022

Consolidated Income Statements



Unit : Million Baht	4Q20	3Q21	4Q21	% QoQ	% YoY	2020	2021	% YoY
Interest Income	4,000	3,644	3,617	(0.7)	(9.6)	16,757	14,792	(11.7)
Interest Expenses	(740)	(551)	(510)	(7.5)	(31.2)	(3,659)	(2,332)	(36.3)
Net Interest Income	3,259	3,093	3,108	0.5	(4.7)	13,098	12,460	(4.9)
Fee & Service Income	1,497	1,213	1,820	50.1	21.6	5,512	6,124	11.1
Fee & Service Expenses	(115)	(85)	(107)	25.0	(7.1)	(366)	(515)	40.7
Other Operating Income	293	(43)	14	(133.4)	(95.1)	660	761	15.2
Total Non-Interest Income	1,675	1,085	1,728	59.3	3.2	5,806	6,369	9.7
Total Income	4,934	4,178	4,835	15.7	(2.0)	18,904	18,829	(0.4)
Operating Expenses	(2,120)	(1,968)	(2,177)	10.6	2.7	(8,012)	(8,280)	3.3
PPOP	2,814	2,209	2,659	20.3	(5.5)	10,892	10,549	(3.1)
Credit Expenses / ECL	(771)	(254)	(408)	60.2	(47.1)	(3,331)	(2,060)	(38.2)
Pre-tax Profit	2,043	1,955	2,251	15.1	10.2	7,562	8,489	12.3
Income Tax	(406)	(395)	(460)	16.5	13.1	(1,498)	(1,708)	14.0
Net Profit	1,636	1,560	1,791	14.8	9.5	6,063	6,781	11.8
EPS (Baht)	2.04	1.95	2.24			7.57	8.47	
ROAE (%)	16.9	16.2	17.8			15.4	16.8	

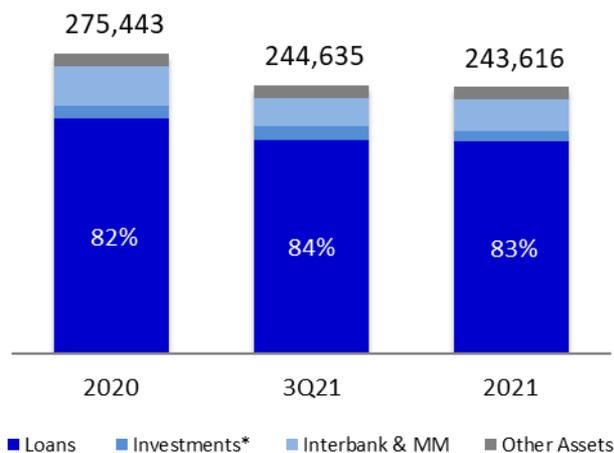
Assets and Liabilities



Assets

Unit: Million Baht

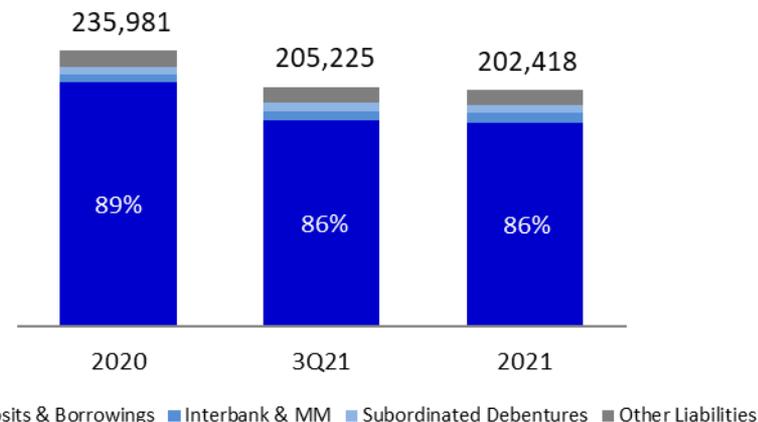
-0.4% -11.6%
QoQ YoY



Liabilities

Unit: Million Baht

-1.4% -14.2%
QoQ YoY



Unit : Million Baht	2020	3Q21	2021	% QoQ	% YoY
Loans	224,812	204,408	202,950	(0.7)	(9.7)
Allowance	(11,826)	(11,975)	(11,736)	(2.0)	(0.8)
Investments*	12,126	13,143	10,124	(23.0)	(16.5)
Interbank & MM	38,212	27,077	30,489	12.6	(20.2)
Other Assets	12,119	11,982	11,789	(1.6)	(2.7)
Total Assets	275,443	244,635	243,616	(0.4)	(11.6)

Unit : Million Baht	2020	3Q21	2021	% QoQ	% YoY
Deposits & Borrowings	209,679	177,135	174,864	(1.3)	(16.6)
Interbank & MM	5,808	7,597	8,081	6.4	39.1
Subordinated Debentures	6,620	6,640	6,640	-	0.3
Other Liabilities	13,875	13,852	12,834	(7.4)	(7.5)
Total Liabilities	235,981	205,225	202,418	(1.4)	(14.2)
Retained Earnings	28,596	28,556	30,341	6.2	6.1
Total Equities	39,462	39,410	41,197	4.5	4.4

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

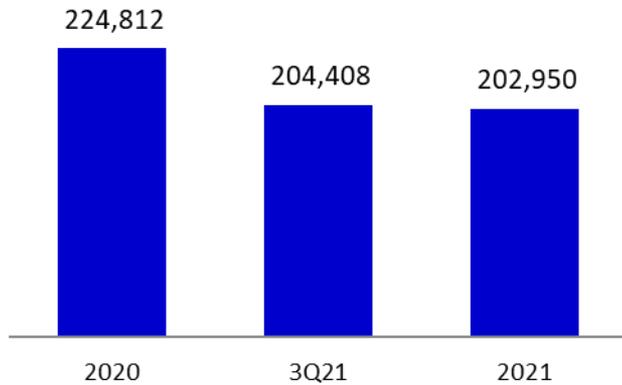
Loan Portfolios



Total Loans

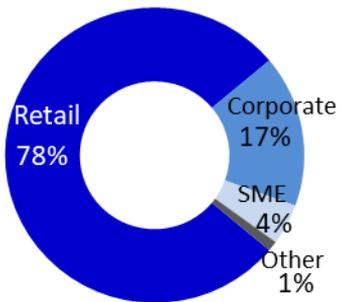
Unit: Million Baht

-0.7% QoQ
-9.7% YoY

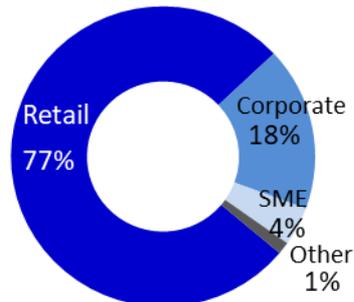


Loans by sectors

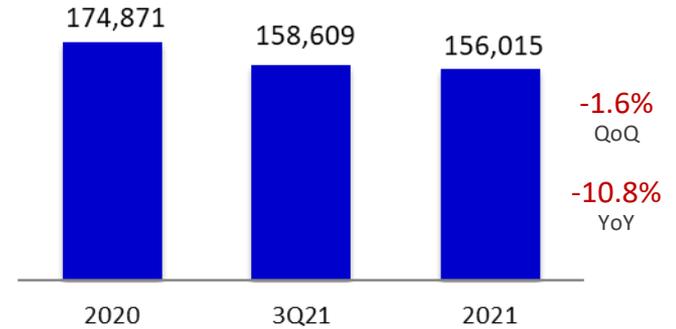
2020



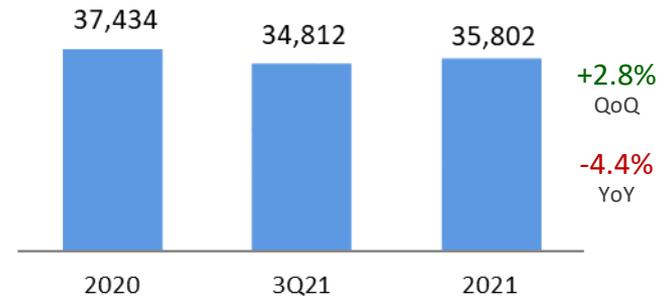
2021



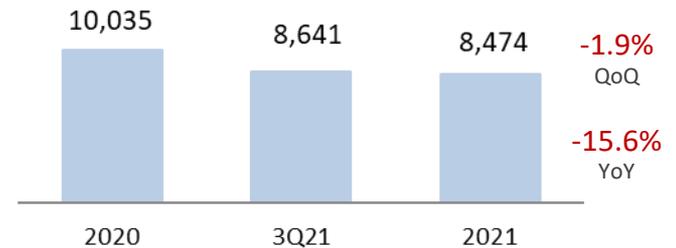
Retail Loans



Corporate Loans



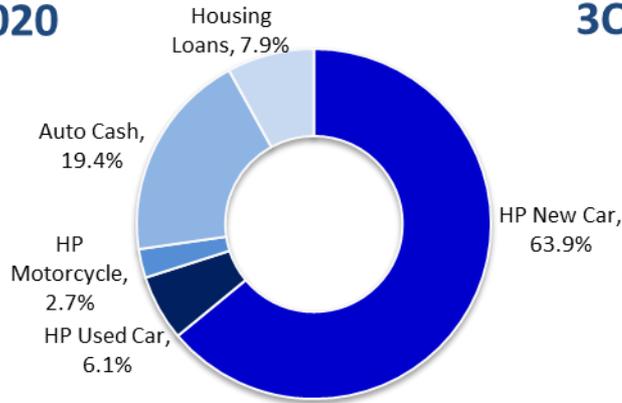
SME Loans



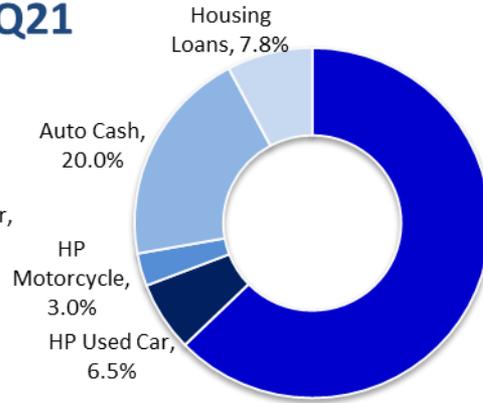
Retail Loan Portfolio Breakdown



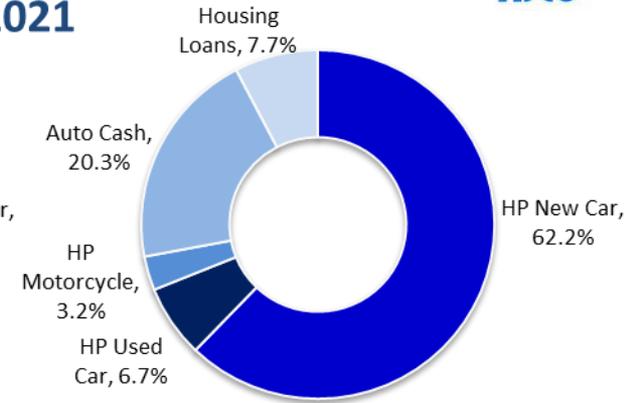
2020



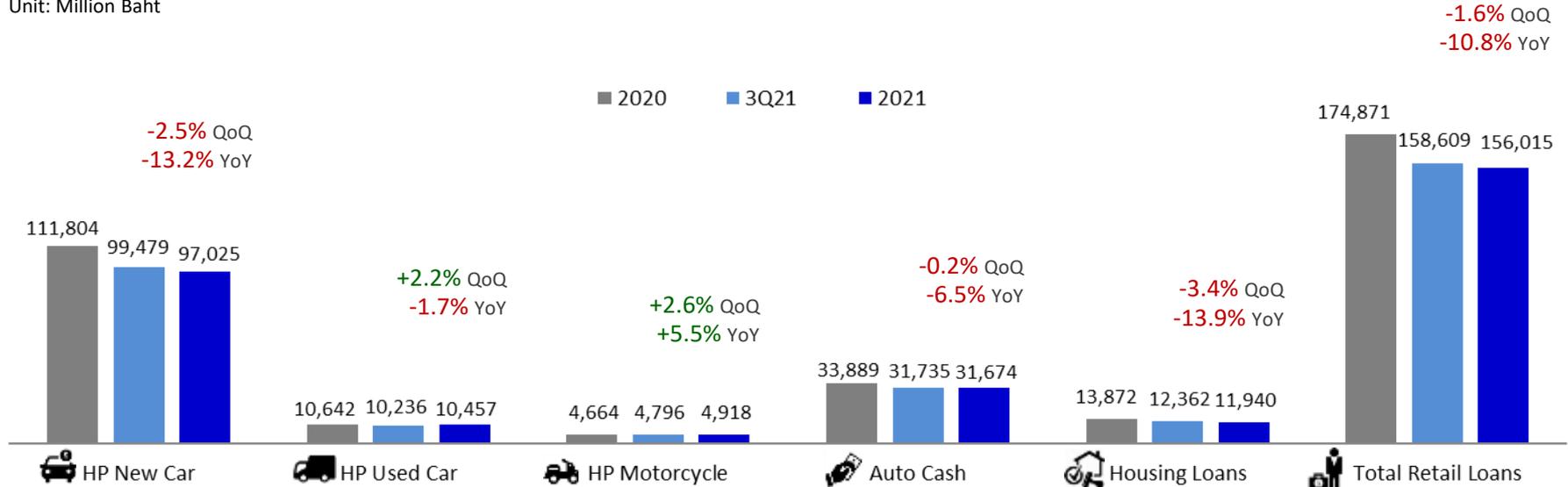
3Q21



2021

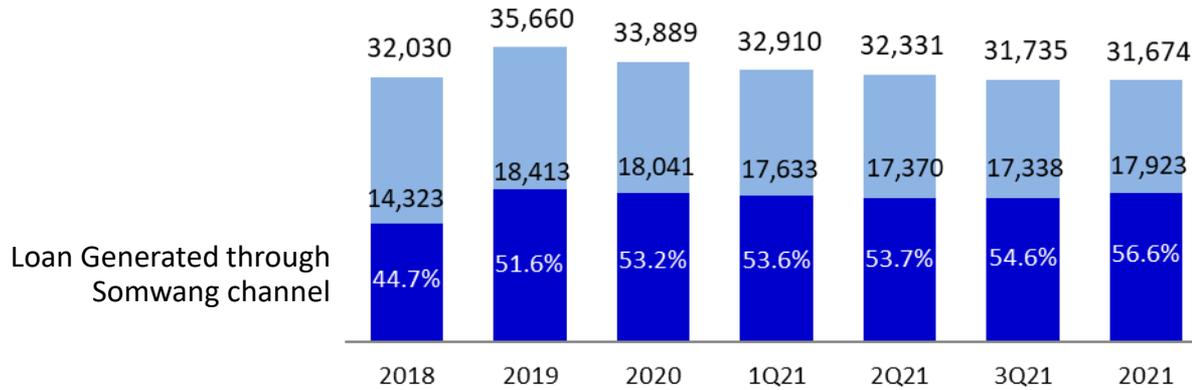


Unit: Million Baht



Auto Cash Loans

Unit: Million Baht



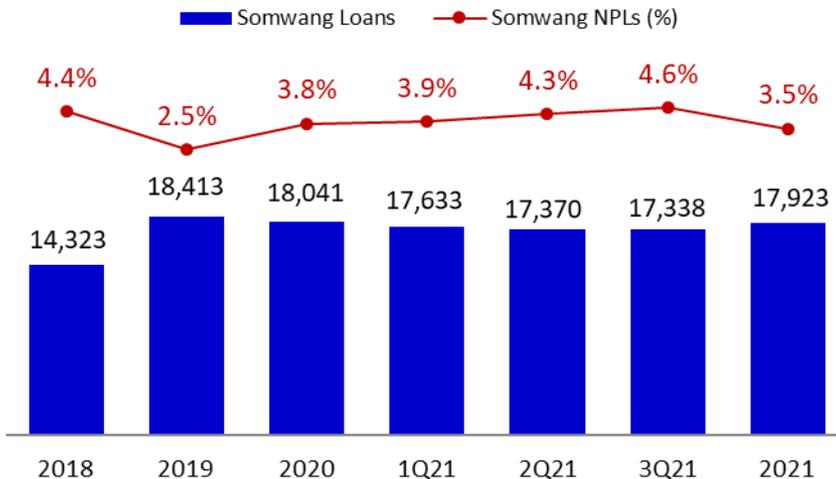
Auto Cash -0.2% -6.5%
QoQ YoY

Somwang +3.4% -0.7%
QoQ YoY



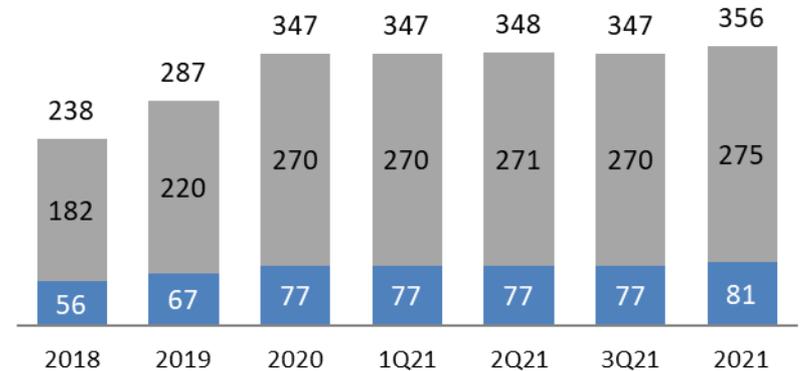
Somwang Loans vs NPLs

Unit: Million Baht



Somwang Branches

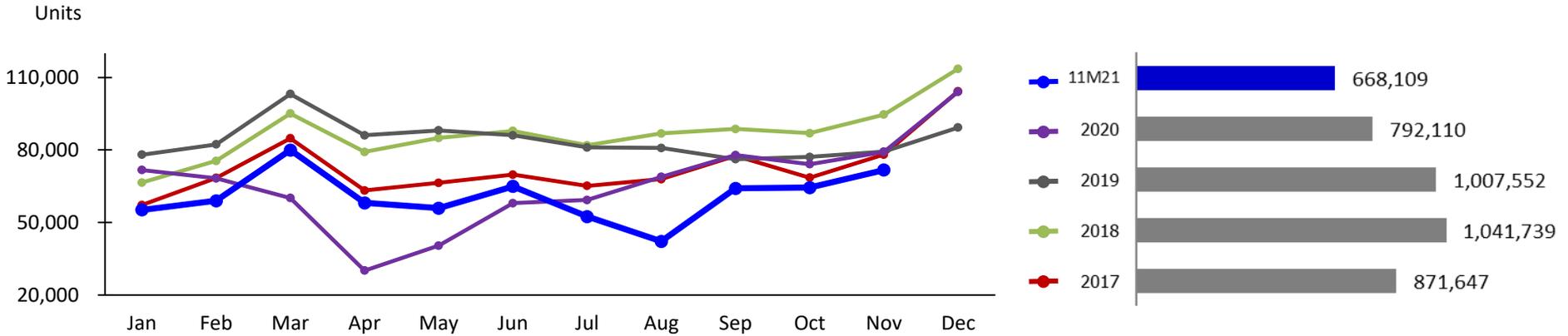
■ BKK and vicinity ■ Provincial area



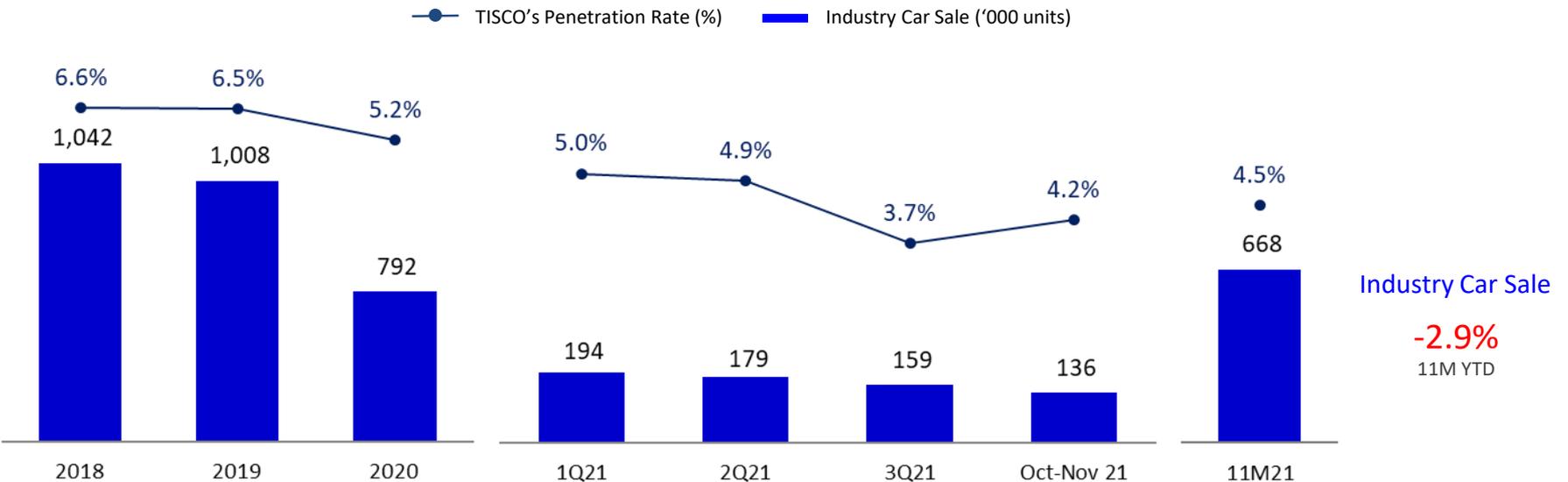
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

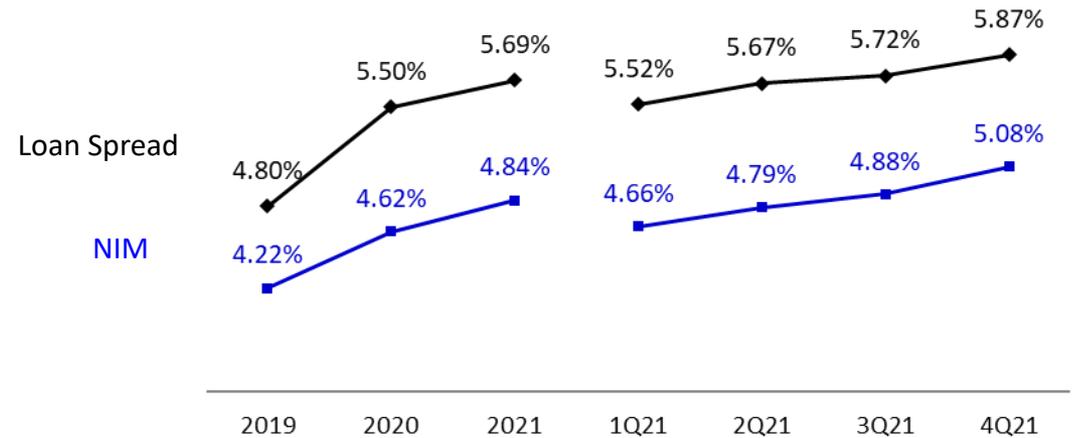
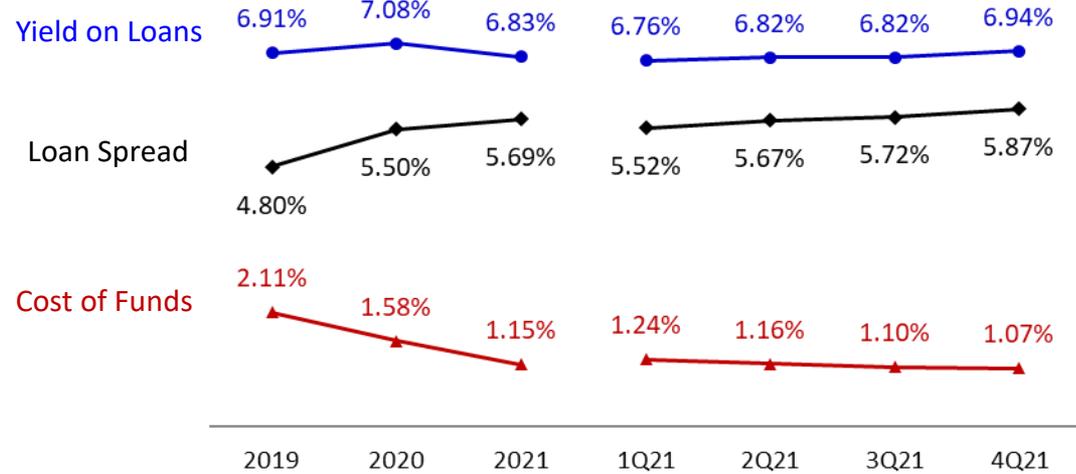
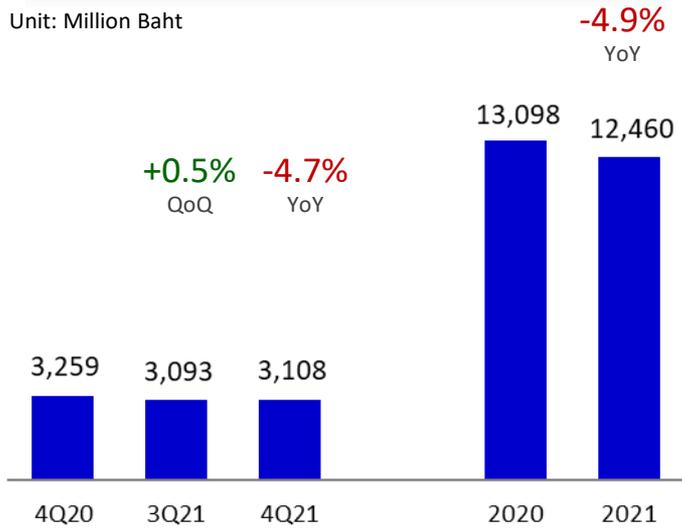


Interest Income & NIM



Net Interest Income

Unit: Million Baht

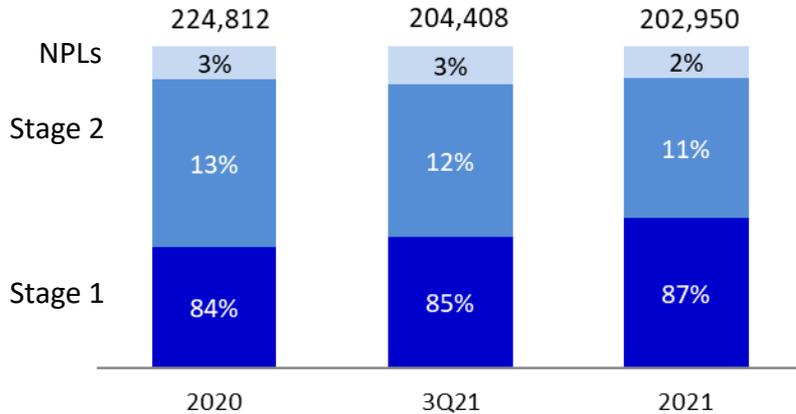


Asset Quality



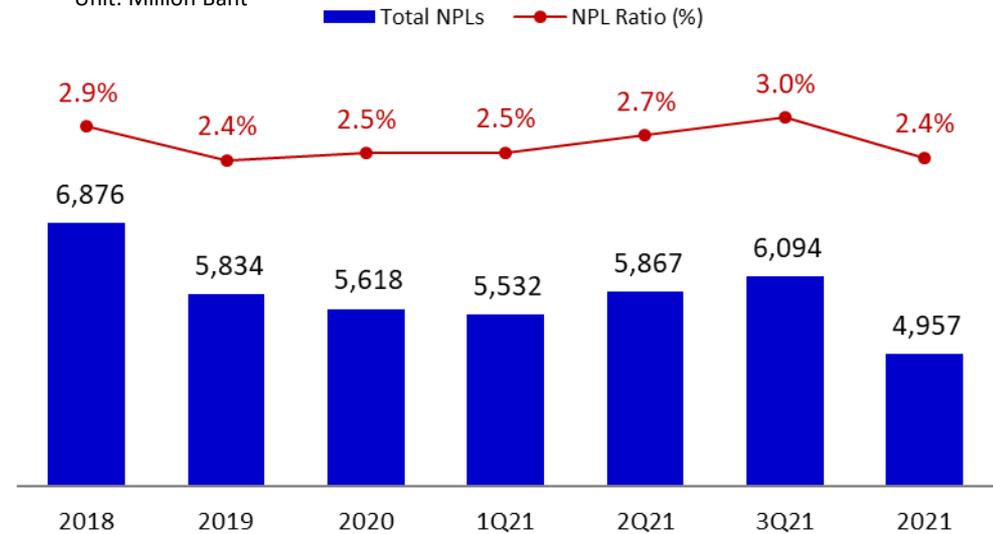
Loan Classification

Unit: Million Baht



Non-Performing Loans

Unit: Million Baht



NPLs by Loan Types

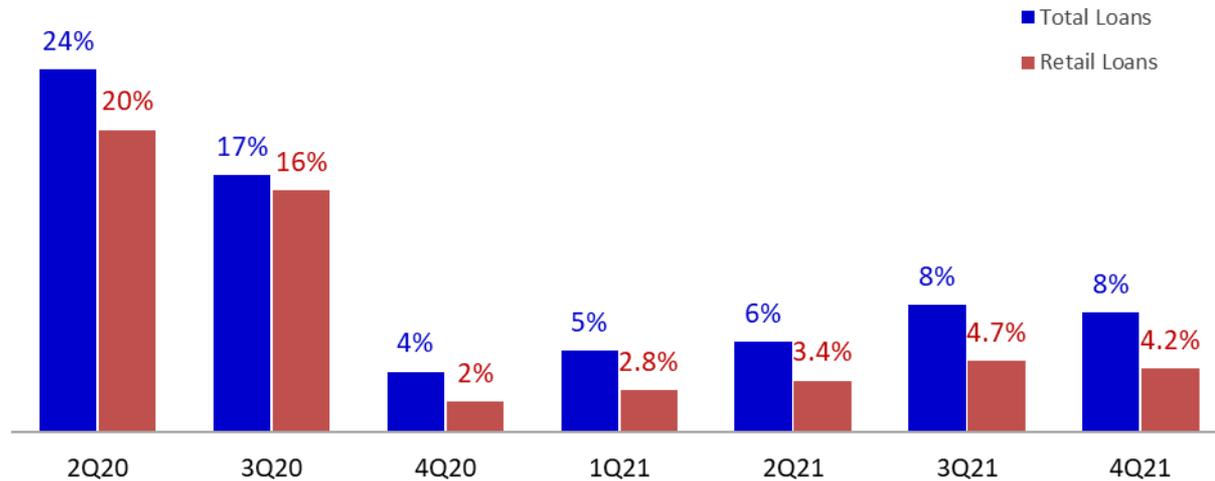
	2020		3Q21		2021	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	-	-	-	-	19	0.1
SME	64	0.6	80	0.9	66	0.8
Hire Purchase	3,268	2.6	3,452	3.0	2,682	2.4
Mortgage	986	7.1	1,047	8.5	1,015	8.5
Auto Cash	1,295	3.8	1,513	4.8	1,173	3.7
Others	5	0.2	2	0.1	2	0.1
Total NPLs	5,618	2.50	6,094	2.98	4,957	2.44

Debt Relief Programs

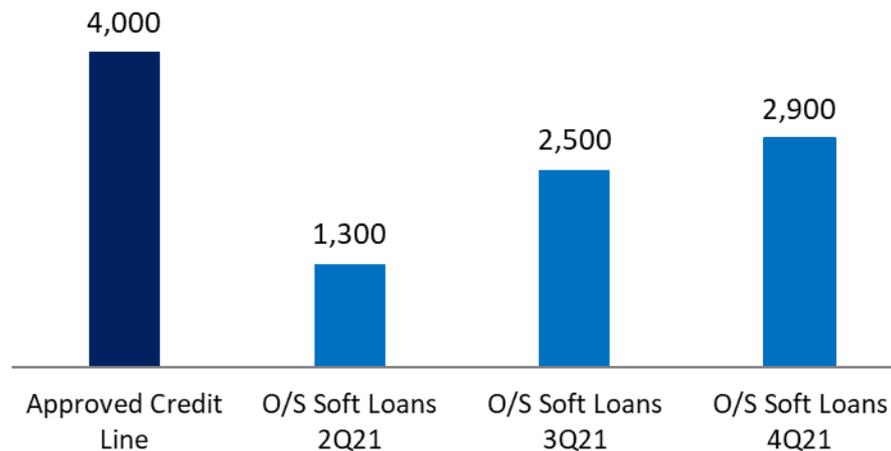


The outstanding loans under debt relief programs at the end of December 2021

% to total loans



Soft loans for SMES



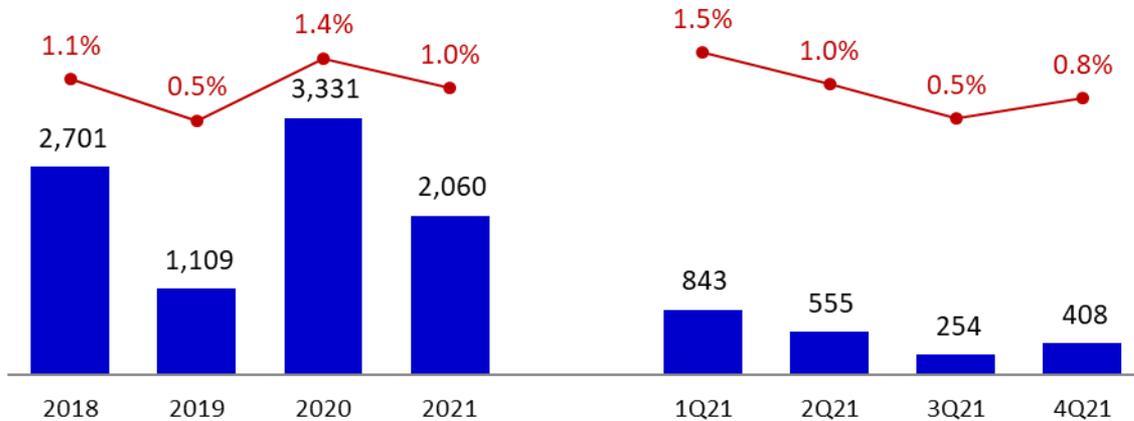
Expected Credit Loss



Expected Credit Loss

Unit: Million Baht

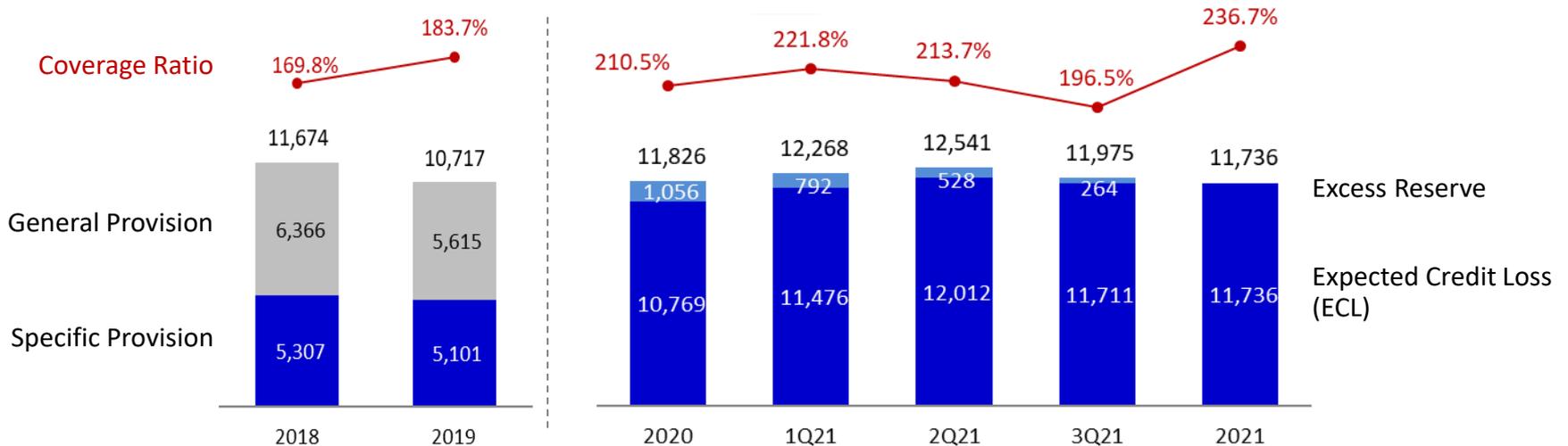
■ Provisions/ECL ● Credit Cost (%)



Allowance for ECL

Unit: Million Baht

IFRS 9



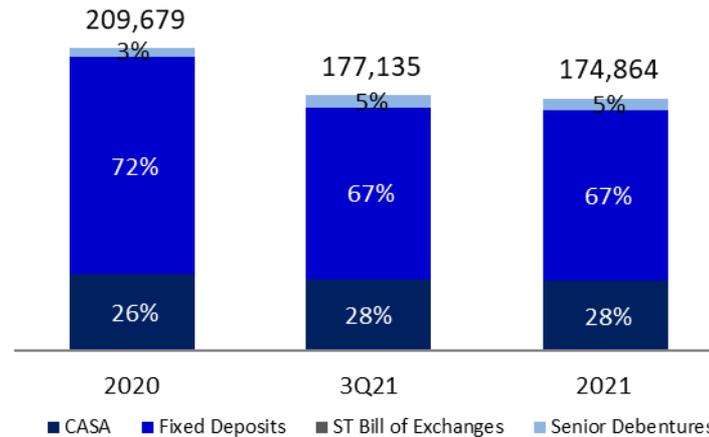
Funding



Total Funding

Unit: Million Baht

-1.3% QoQ
-16.6% YoY



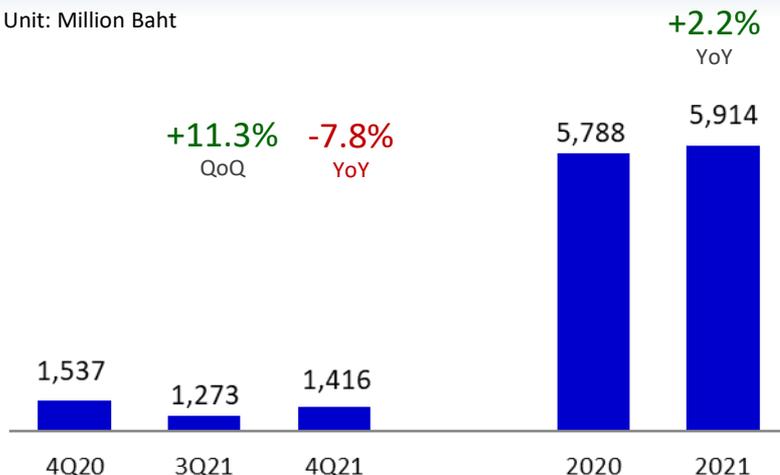
Unit : Million Baht	2020	3Q21	2021	% QoQ	% YoY
Current	3,200	2,221	2,162	(2.7)	(32.4)
Savings	50,320	47,656	46,932	(1.5)	(6.7)
Fixed Deposits	149,953	118,937	117,448	(1.3)	(21.7)
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	6,169	8,285	8,285	-	34.3
Total Deposits & Borrowings	209,679	177,135	174,864	(1.3)	(16.6)
Subordinated Debentures	6,620	6,640	6,640		
% LDR to Total Deposits & Borrowings	107.2	115.4	116.1		

Non-Interest Income



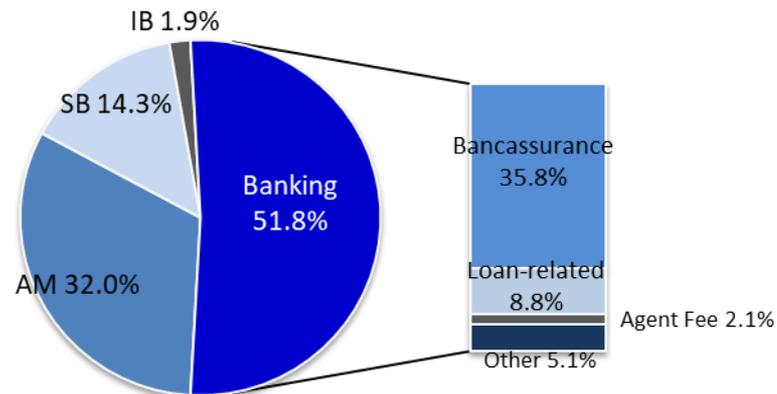
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data for 2021



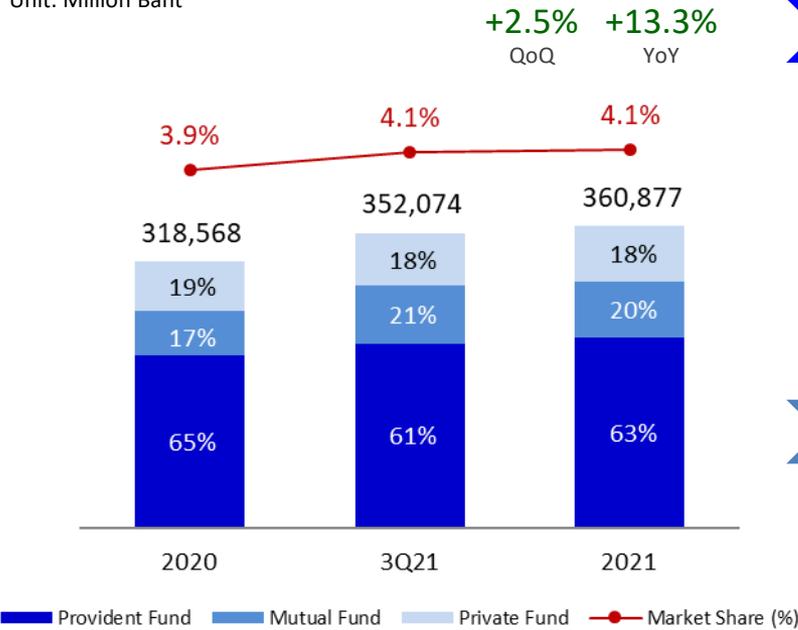
Unit : Million Baht	4Q20	3Q21	4Q21	% QoQ	% YoY	2020	2021	% YoY
Banking Fee	847	675	837	24.0	(1.2)	3,320	3,061	(7.8)
<i>Bancassurance Fee</i>	588	466	628	34.7	6.8	2,223	2,117	(4.8)
<i>Other Banking Fee</i>	259	209	209	0.0	(19.4)	1,097	944	(14.0)
Asset Management Basic Fee	433	402	366	(8.9)	(15.6)	1,567	1,892	20.7
Brokerage Fee	202	195	192	(1.8)	(5.0)	785	849	8.1
Investment Banking Fee	54	1	22	1,573.9	(59.2)	116	112	(3.2)
Non-Interest Income from Core Businesses	1,537	1,273	1,416	11.3	(7.8)	5,788	5,914	2.2
Gain (Loss) on Financial Instruments	229	(109)	(54)	(50.4)	(123.5)	270	410	52.0
Share of Profit from Subsidiaries	(33)	(14)	(3)	(77.4)	(90.6)	(2)	7	(520.4)
Dividend Income	5	15	4	(71.9)	(6.4)	59	70	18.2
AM Performance Fee	52	4	471	10,452.4	810.2	57	483	748.9
Total Non-Interest Income	1,790	1,170	1,835	56.8	2.5	6,172	6,884	11.5

Asset Management Business



Assets Under Management

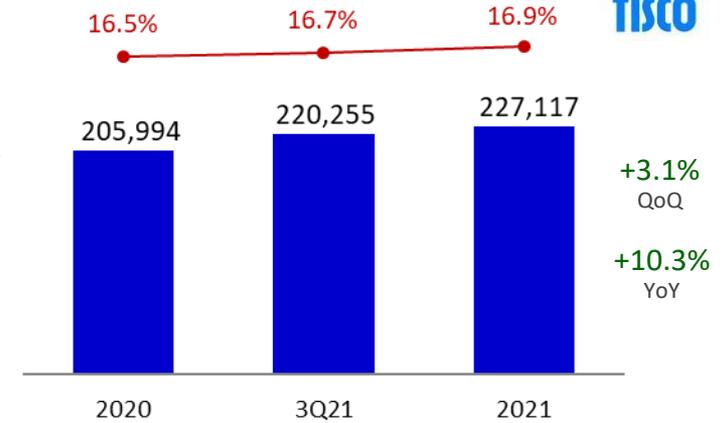
Unit: Million Baht



Rank #8

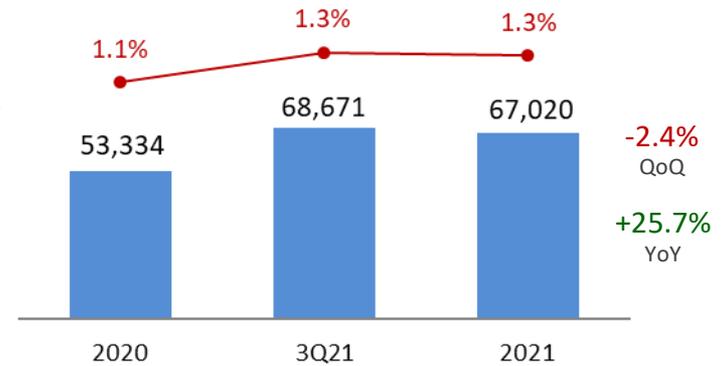
Rank #1

Provident Fund



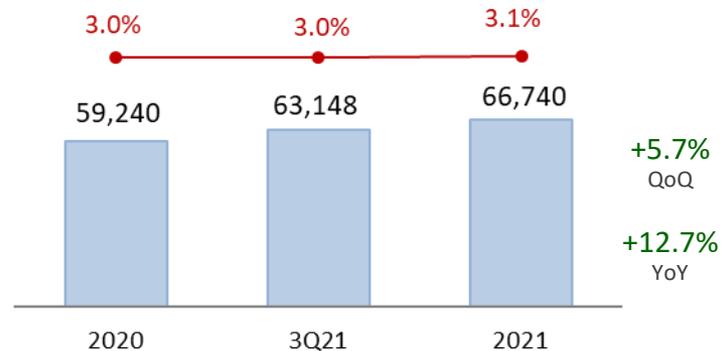
Rank #13

Mutual Fund



Rank #6

Private Fund

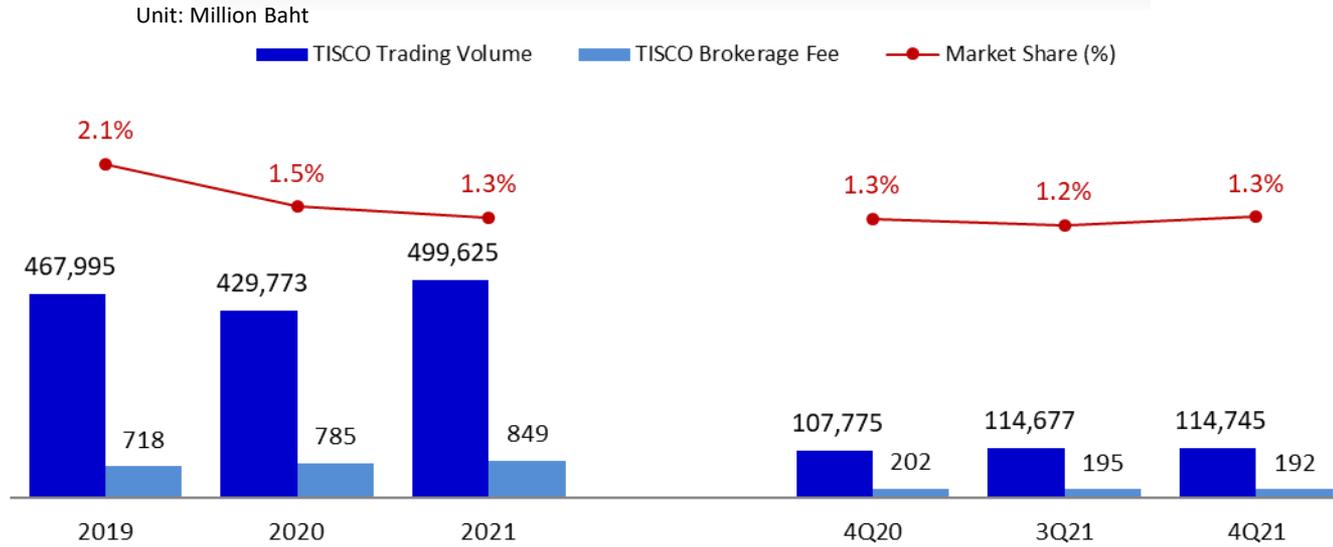


*Remark: Market Share and Rankings as of November 2021

Brokerage Business



TISCO Trading Volume & Market Share



Trading Volume by Customers



Operating Expenses

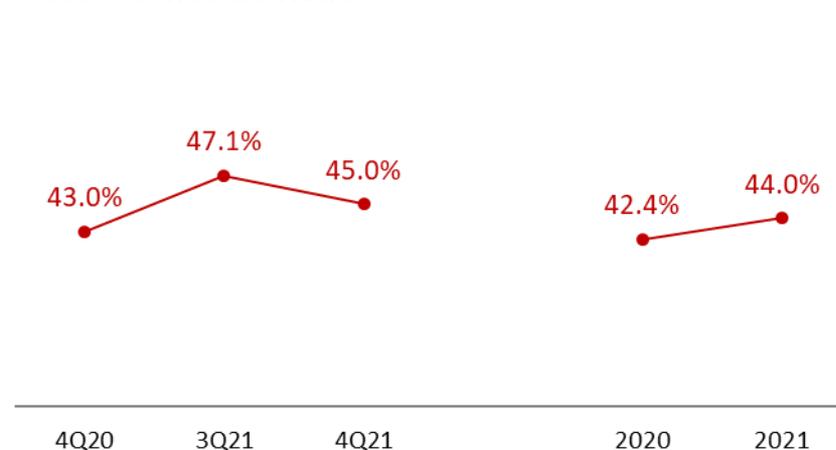


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



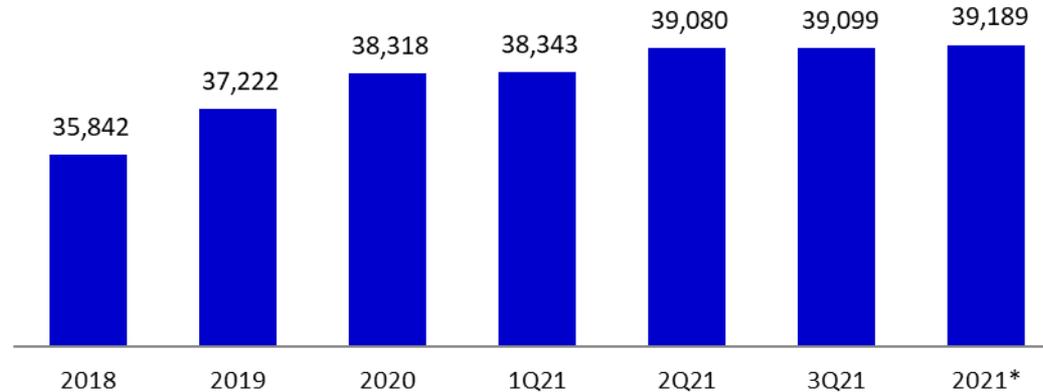
Unit : Million Baht	4Q20	3Q21	4Q21	% QoQ	% YoY	2020	2021	% YoY
Employee Expenses	1,387	1,349	1,504	11.5	8.4	5,288	5,727	8.3
Premises & Equipment Expenses	316	331	338	2.1	6.8	1,273	1,339	5.2
Taxes & Duties	64	59	59	0.3	(7.2)	277	243	(12.0)
Other Expenses	353	230	276	20.0	(21.8)	1,174	971	(17.3)
Total Operating Expenses	2,120	1,968	2,177	10.6	2.7	8,012	8,280	3.3

Capital Adequacy

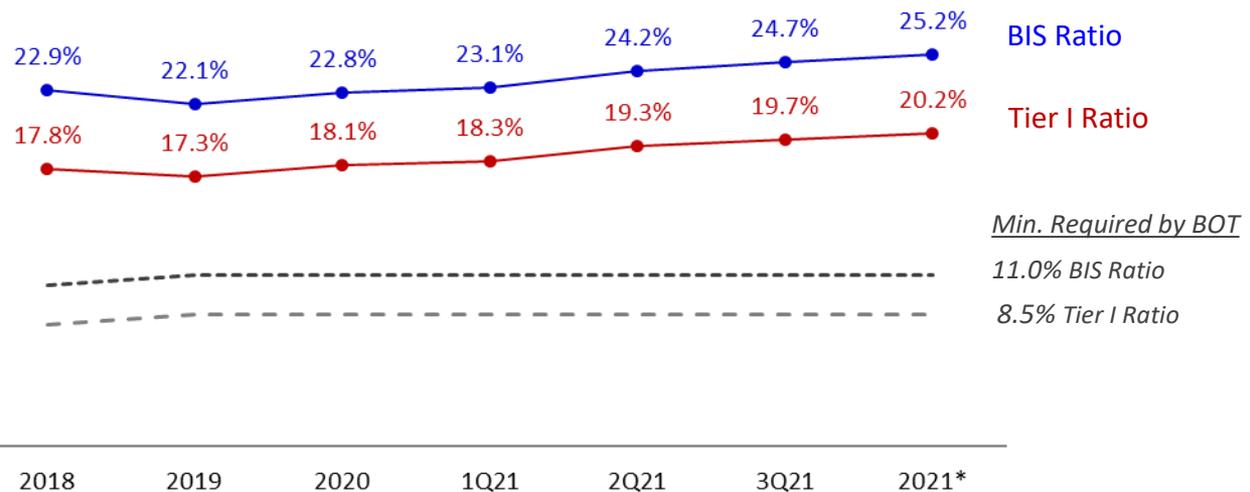


Capital Base of TISCO Bank

Unit: Million Baht



Capital Adequacy Ratio

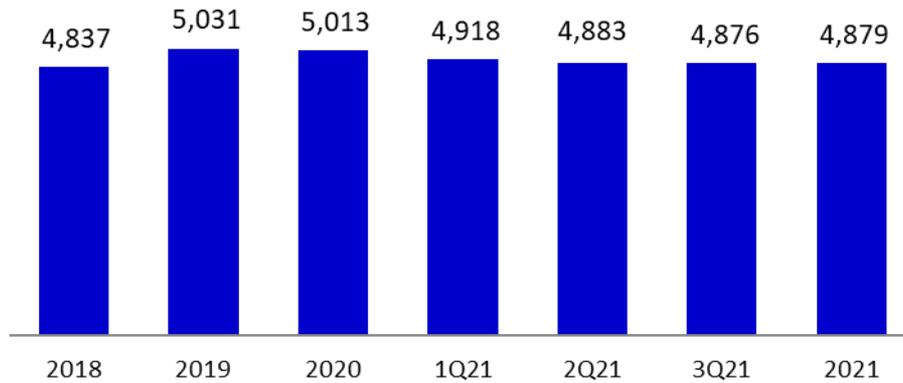


*Remark: Projected figures

Employees and Branch Network

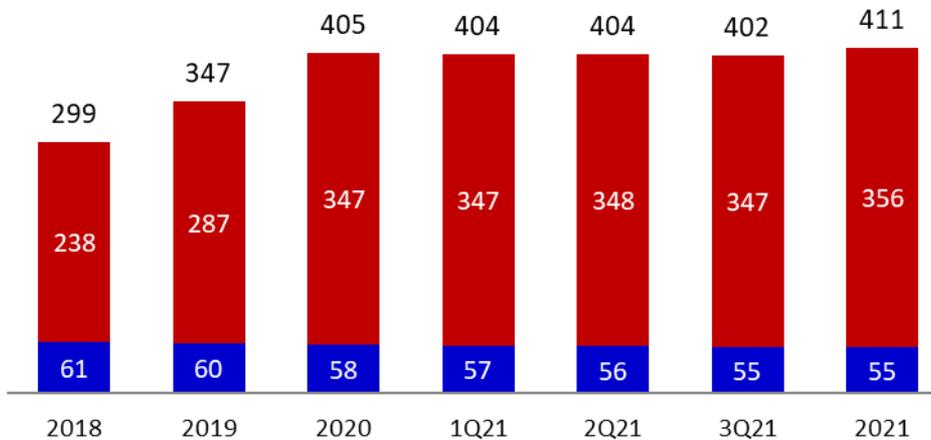


Total Employees



Number of Employees

Total Branch Network



Somwang Loan Offices

Bank Branches

-  **TISCO Financial Group Public Company Limited**
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