



TISCO Financial Group Public Co., Ltd.

Analyst Meeting 2Q2021

July 15, 2021

Consolidated Income Statements



Unit : Million Baht	2Q20	1Q21	2Q21	% QoQ	% YoY	1H2020	1H2021	% YoY
Interest Income	4,122	3,776	3,754	(0.6)	(8.9)	8,675	7,530	(13.2)
Interest Expenses	(994)	(666)	(605)	(9.2)	(39.1)	(2,089)	(1,271)	(39.1)
Net Interest Income	3,128	3,110	3,149	1.2	0.7	6,586	6,259	(5.0)
Fee & Service Income	1,165	1,628	1,332	(18.2)	14.4	2,641	2,960	12.1
Fee & Service Expenses	(78)	(85)	(107)	26.3	37.0	(157)	(192)	22.5
Other Operating Income	148	448	341	(24.0)	130.6	204	789	286.7
Total Non-Interest Income	1,234	1,991	1,566	(21.4)	26.9	2,688	3,557	32.3
Total Income	4,362	5,101	4,715	(7.6)	8.1	9,274	9,816	5.8
Operating Expenses	(1,815)	(2,065)	(2,070)	0.3	14.1	(3,810)	(4,135)	8.5
PPOP	2,547	3,037	2,645	(12.9)	3.8	5,465	5,682	4.0
Credit Expenses / ECL	(882)	(833)	(565)	(32.2)	(35.9)	(1,955)	(1,398)	(28.5)
Pre-tax Profit	1,666	2,204	2,080	(5.6)	24.8	3,510	4,283	22.1
Income Tax	(336)	(440)	(413)	(6.1)	22.8	(694)	(853)	23.0
Net Profit	1,329	1,764	1,666	(5.5)	25.3	2,815	3,430	21.8
EPS (Baht)	1.66	2.20	2.08			3.52	4.28	
ROAE (%)	13.7	17.5	16.9			14.9	17.7	

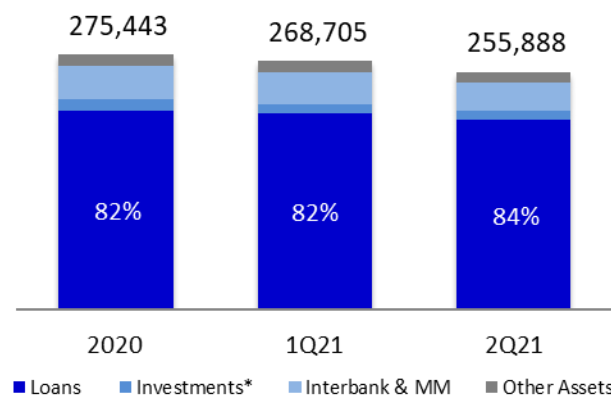
Assets and Liabilities



Assets

Unit: Million Baht

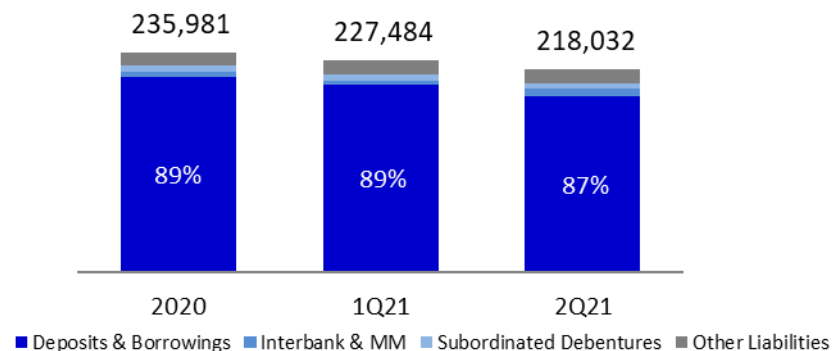
-4.8% **-7.1%**
QoQ YTD



Liabilities

Unit: Million Baht

-4.2% **-7.6%**
QoQ YTD



Unit : Million Baht	2020	1Q21	2Q21	% QoQ	% YTD
Loans	224,812	220,757	213,995	(3.1)	(4.8)
Allowance	(11,826)	(12,268)	(12,541)	2.2	6.0
Investments*	12,126	10,618	9,690	(8.7)	(20.1)
Interbank & MM	38,212	36,729	32,483	(11.6)	(15.0)
Other Assets	12,119	12,868	12,261	(4.7)	1.2
Total Assets	275,443	268,705	255,888	(4.8)	(7.1)

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

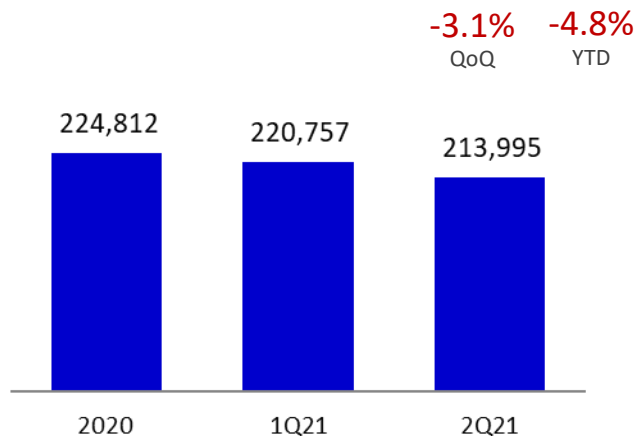
Unit : Million Baht	2020	1Q21	2Q21	% QoQ	% YTD
Deposits & Borrowings	209,679	201,408	189,237	(6.0)	(9.7)
Interbank & MM	5,808	5,137	7,928	54.3	36.5
Subordinated Debentures	6,620	6,620	6,620	-	-
Other Liabilities	13,875	14,319	14,247	(0.5)	2.7
Total Liabilities	235,981	227,484	218,032	(4.2)	(7.6)
Retained Earnings	28,596	30,359	26,995	(11.1)	(5.6)
Total Equities	39,462	41,221	37,856	(8.2)	(4.1)

Loan Portfolios

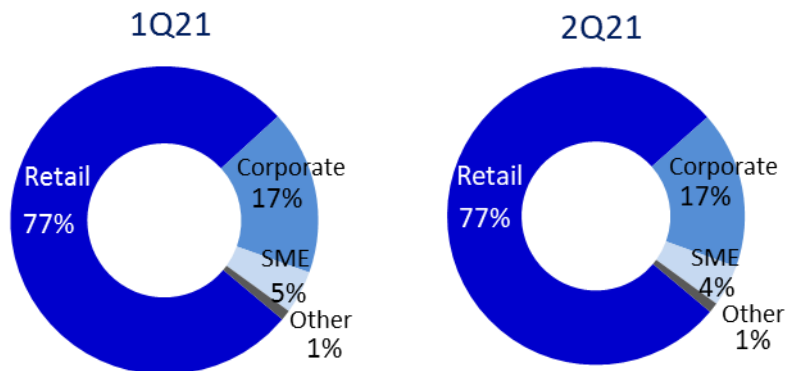


Total Loans

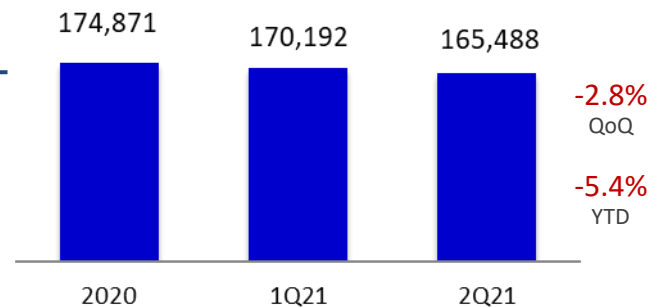
Unit: Million Baht



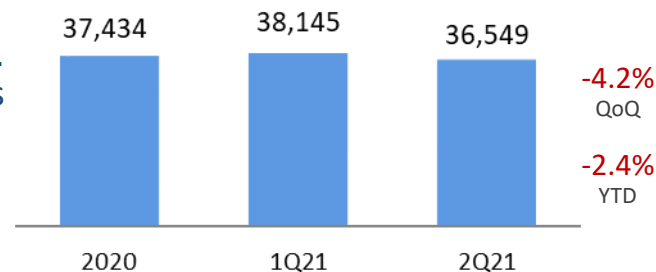
Loans by sectors



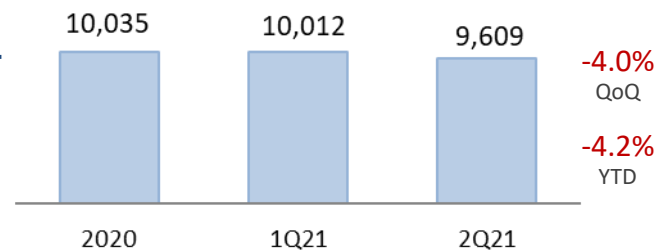
Retail Loans



Corporate Loans



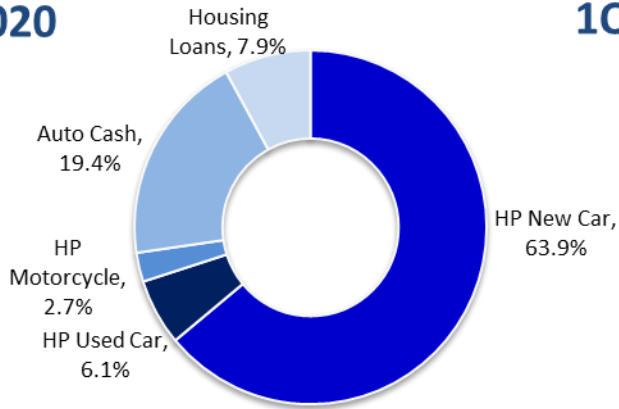
SME Loans



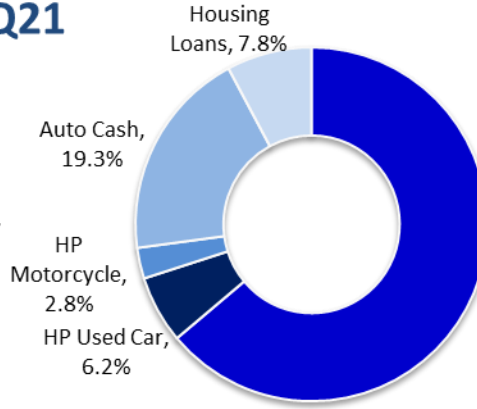
Retail Loan Portfolio Breakdown



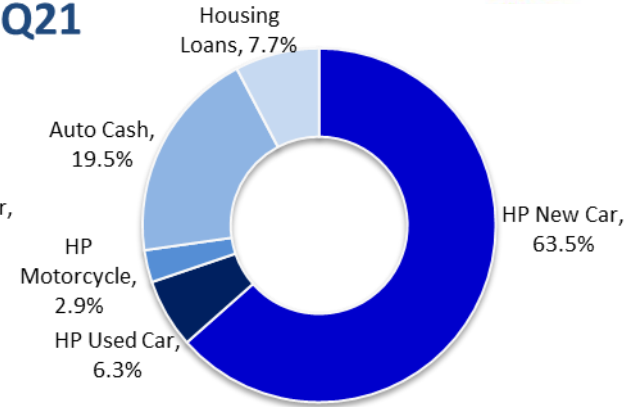
2020



1Q21

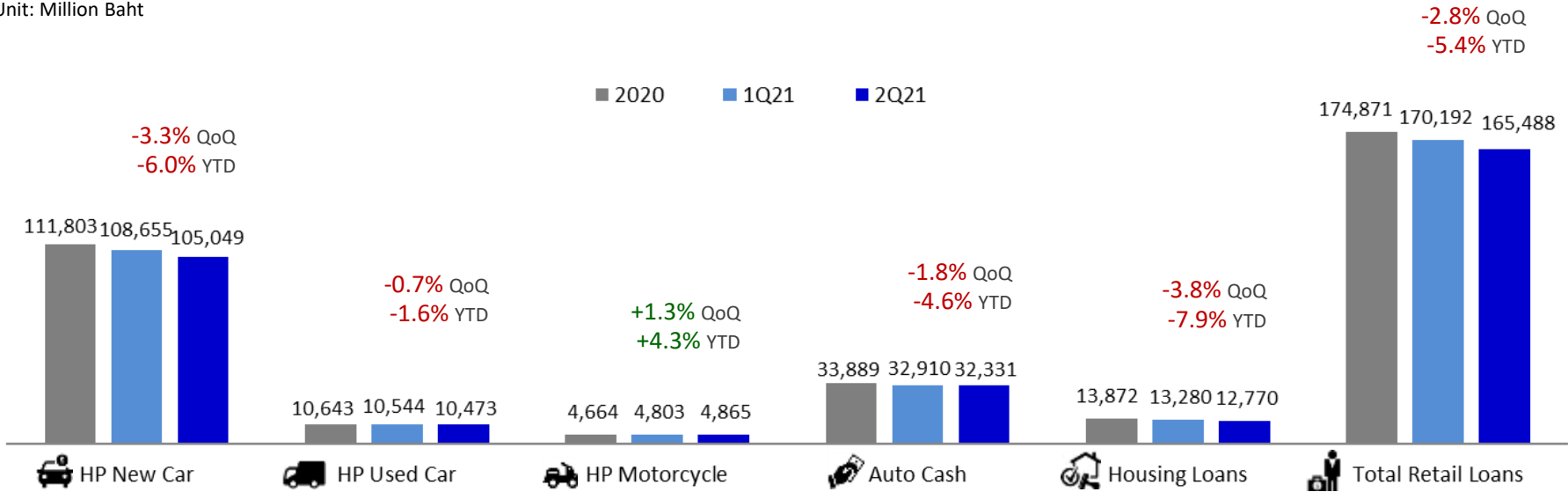


2Q21



Unit: Million Baht

■ 2020 ■ 1Q21 ■ 2Q21

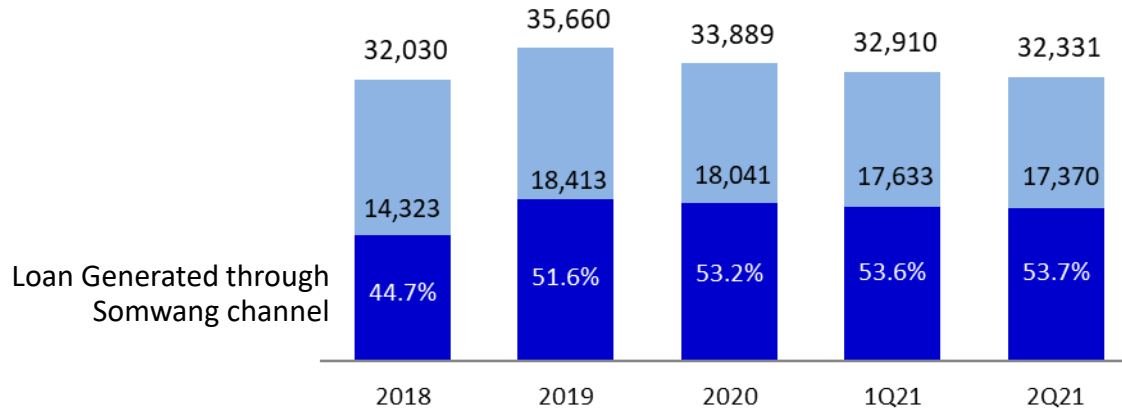


TISCO Auto Cash



Auto Cash Loans

Unit: Million Baht



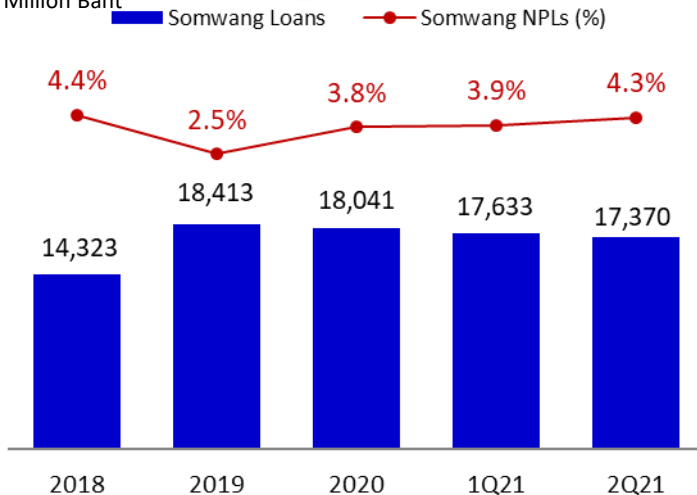
Auto Cash -1.8% QoQ, -4.6% YTD

Somwang -1.5% QoQ, -3.7% YTD



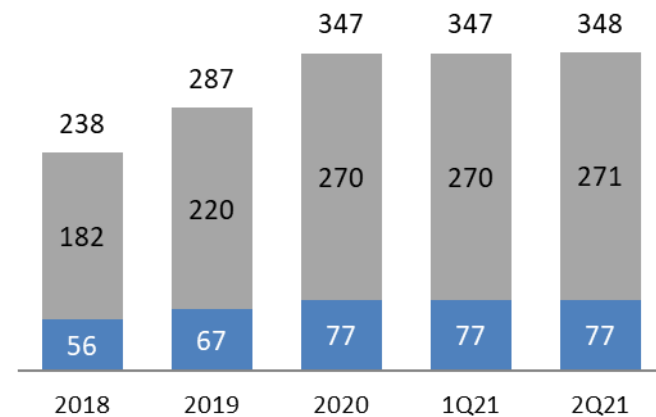
Somwang Loans vs NPLs

Unit: Million Baht



Somwang Branches

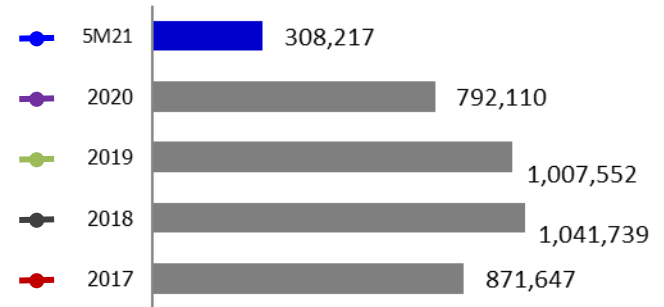
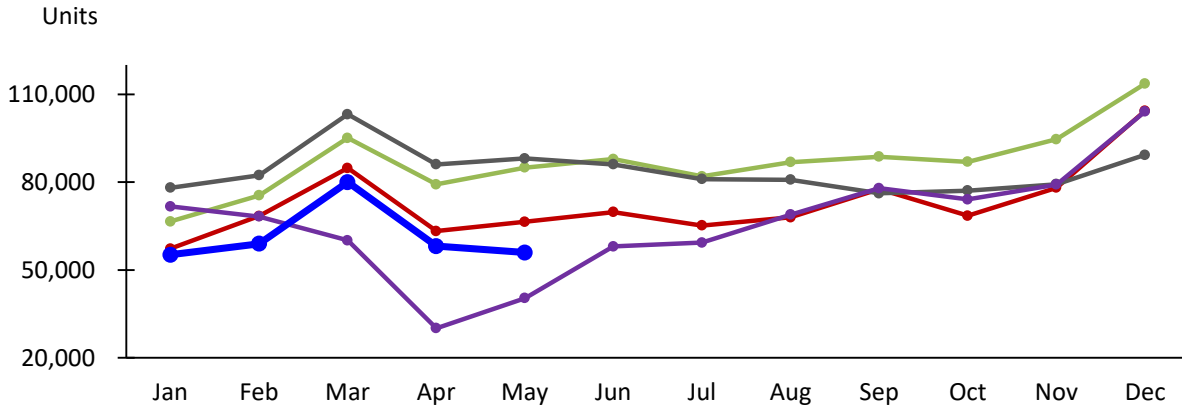
■ BKK and vicinity ■ Provincial area



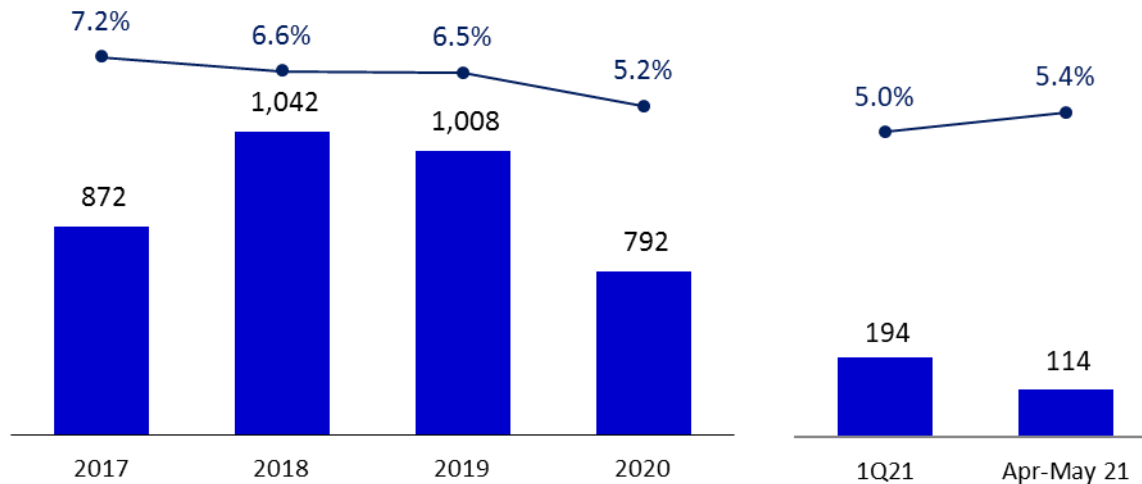
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate



TISCO's Penetration Rate

Industry Car Sale

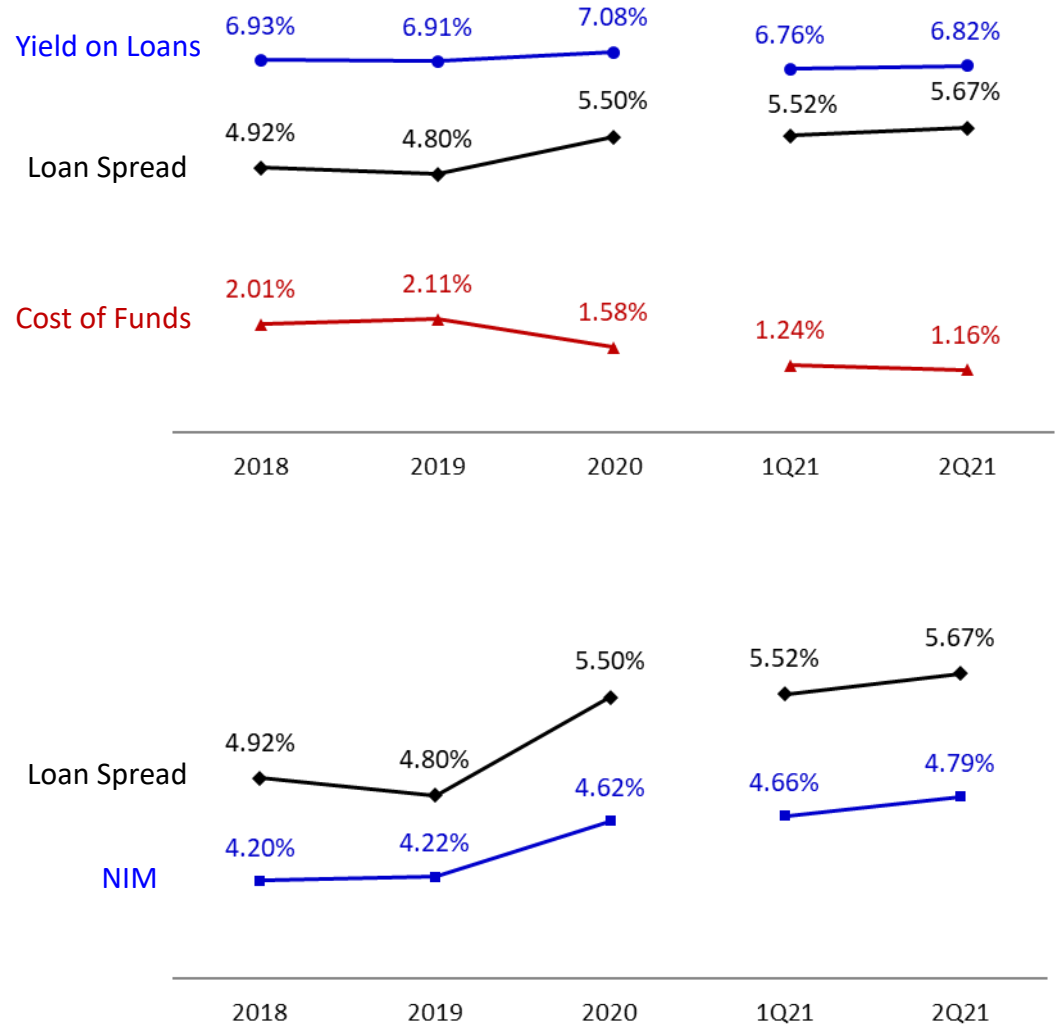
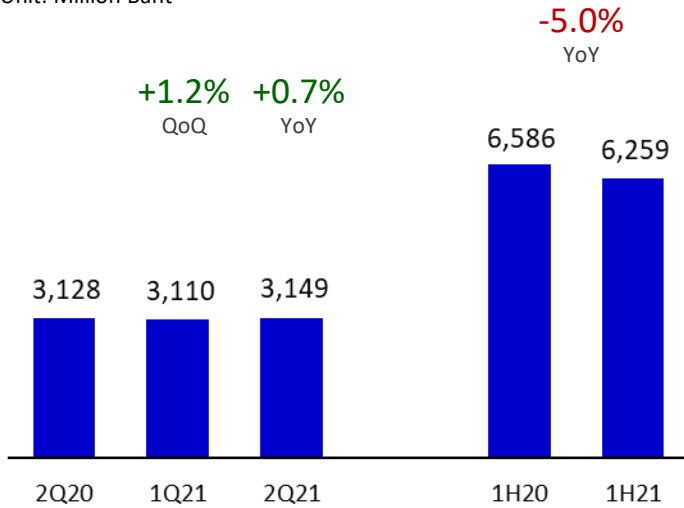
+13.9%
5M YTD

Interest Income & NIM



Net Interest Income

Unit: Million Baht

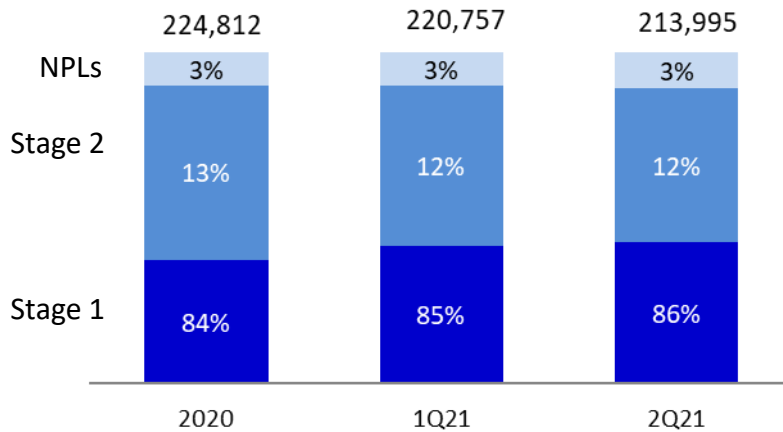


Asset Quality



Loan Classification

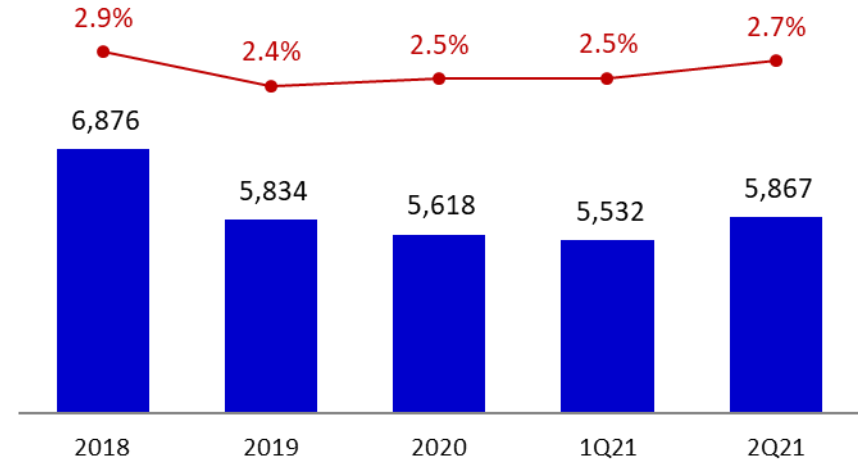
Unit: Million Baht



Non-Performing Loans

Unit: Million Baht

■ Total NPLs — NPL Ratio (%)

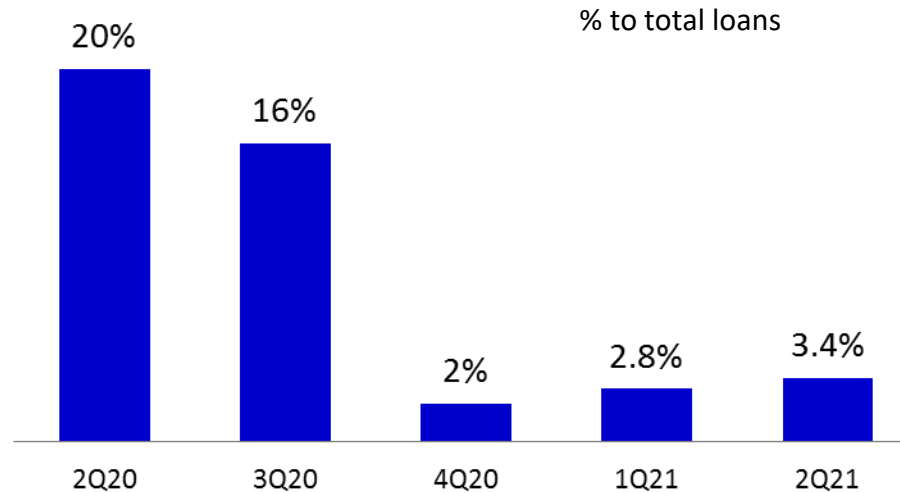


NPLs by Loan Types	2020		1Q21		2Q21	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	-	-	-	-	-	-
SME	64	0.6	78	0.8	96	1.0
Hire Purchase	3,268	2.6	3,157	2.5	3,366	2.8
Mortgage	986	7.1	994	7.5	984	7.7
Auto Cash	1,295	3.8	1,300	4.0	1,419	4.4
Others	5	0.2	3	0.1	3	0.1
Total NPLs	5,618	2.50	5,532	2.51	5,867	2.74

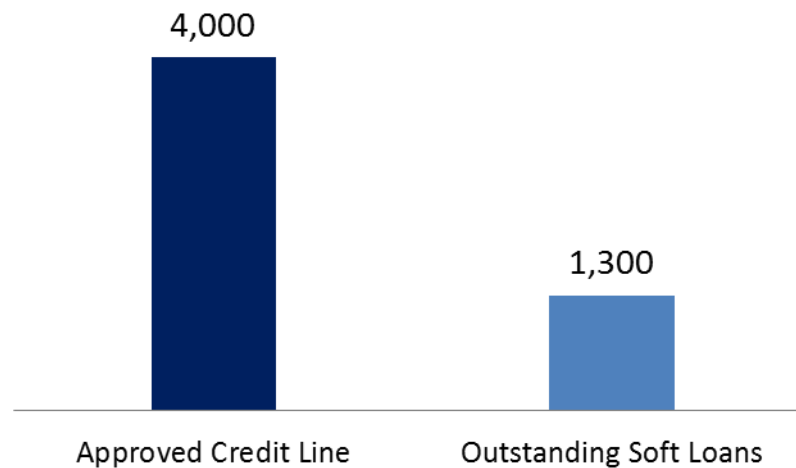
Debt Relief Programs



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



Soft loans for SMES

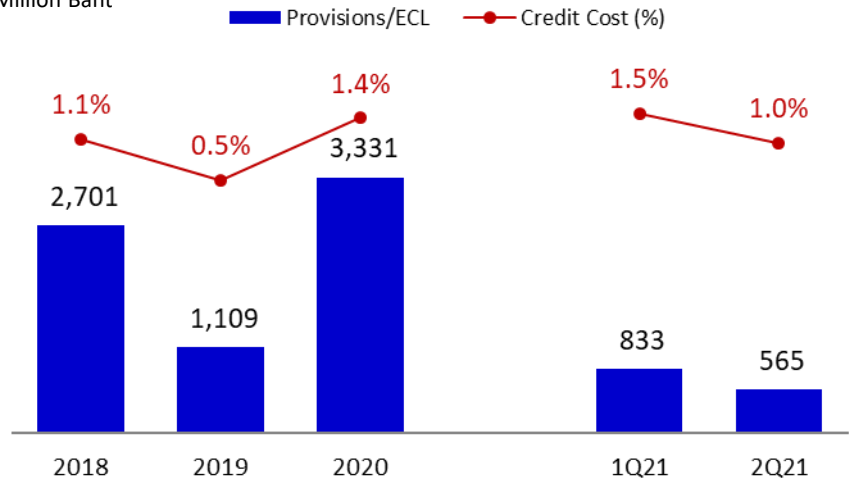


Expected Credit Loss



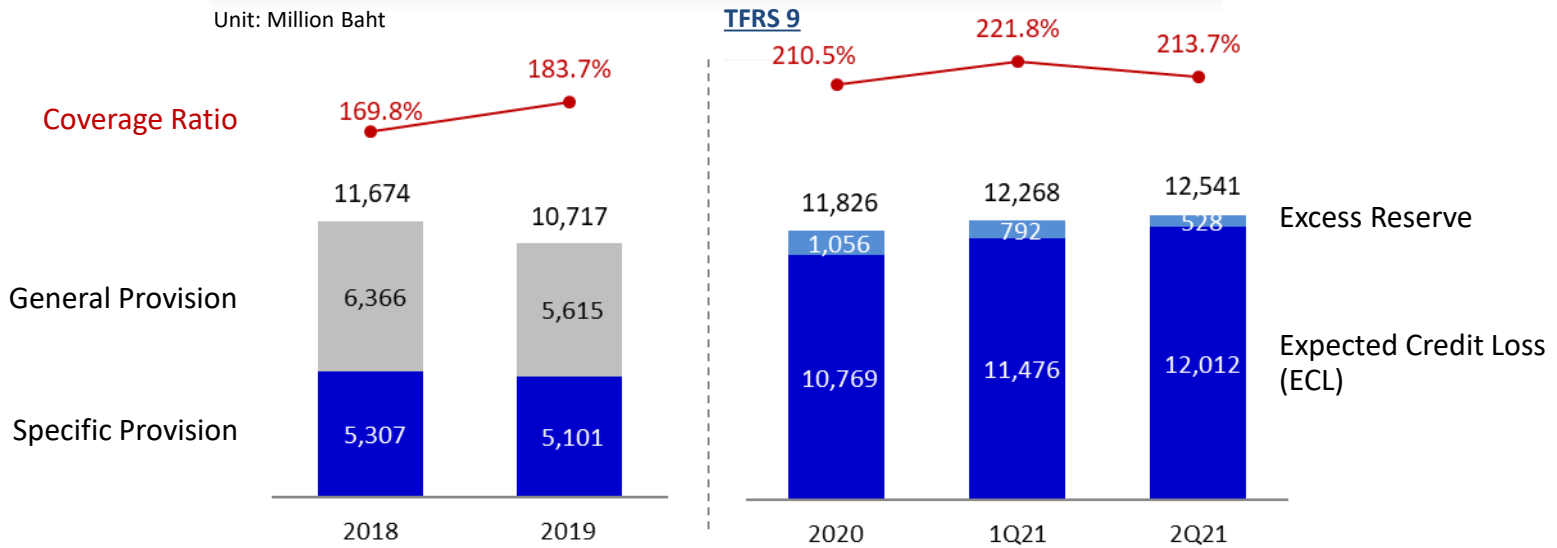
Expected Credit Loss

Unit: Million Baht



Allowance for ECL

Unit: Million Baht



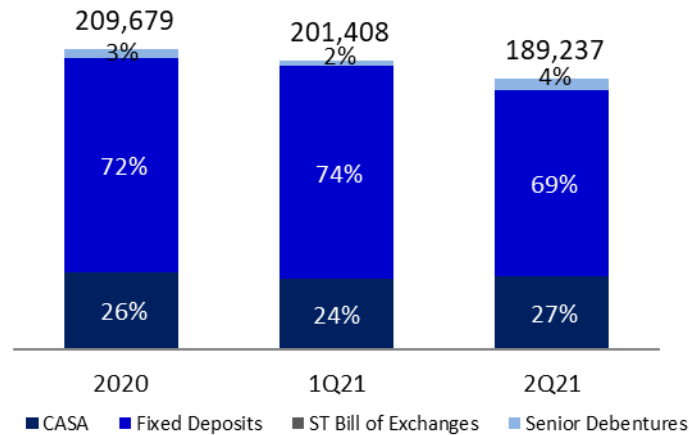
Funding



Total Funding

Unit: Million Baht

-6.0% QoQ
-9.7% YTD



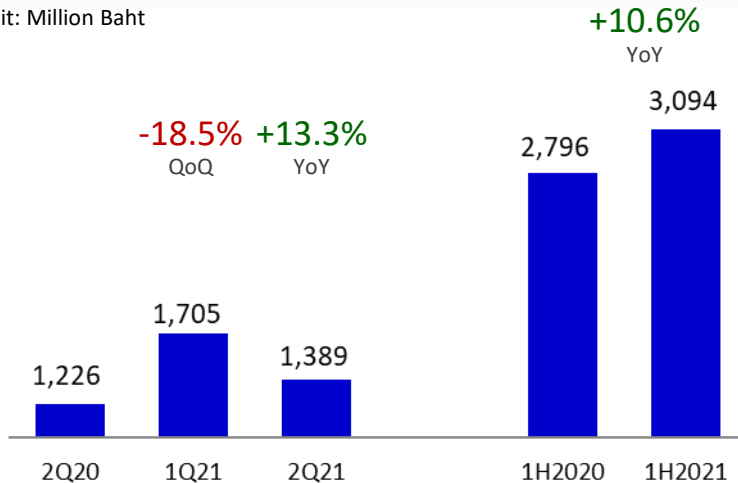
Unit : Million Baht	2020	1Q21	2Q21	% QoQ	% YTD
Current	3,200	2,496	2,731	9.4	(14.7)
Savings	50,320	46,310	47,936	3.5	(4.7)
Fixed Deposits	149,953	149,346	130,383	(12.7)	(13.1)
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	6,169	3,220	8,150	153.1	32.1
Total Deposits & Borrowings	209,679	201,408	189,237	(6.0)	(9.7)
Subordinated Debentures	6,620	6,620	6,620		
% LDR to Total Deposits & Borrowings	107.2	109.6	113.1		

Non-Interest Income



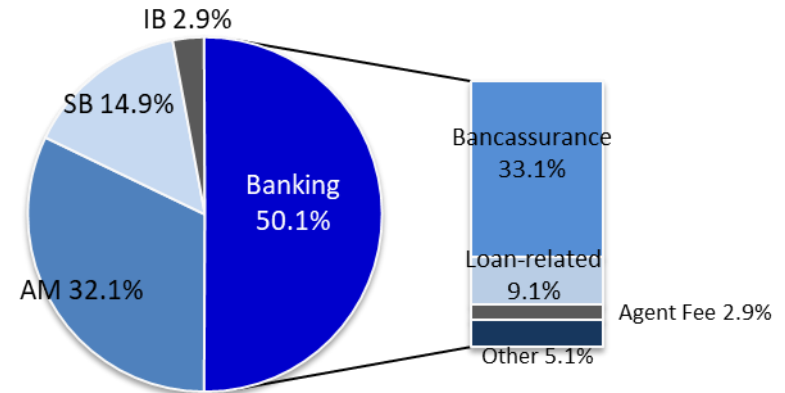
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data for 6M2021



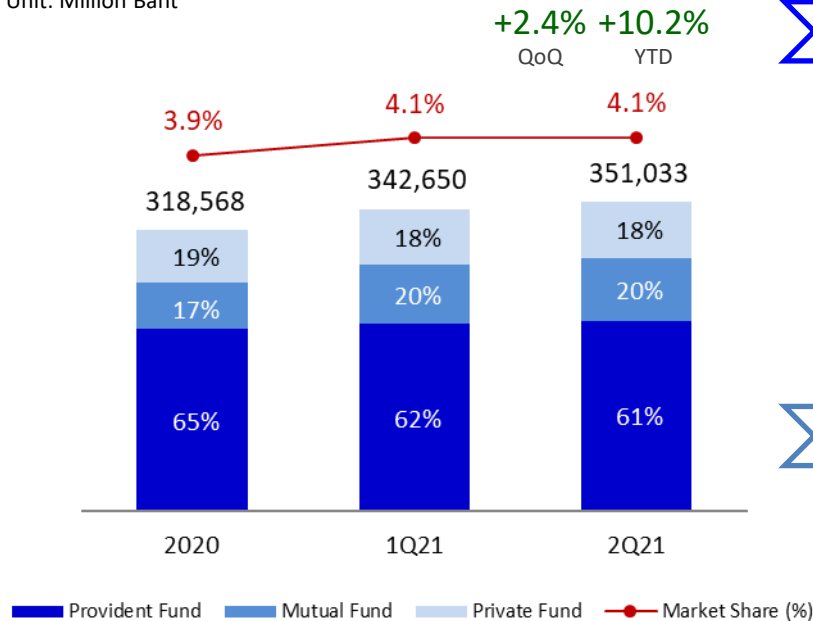
Unit : Million Baht	2Q20	1Q21	2Q21	% QoQ	% YoY	1H2020	1H2021	% YoY
Banking Fee	668	828	723	(12.7)	8.3	1,644	1,551	(5.6)
<i>Bancassurance Fee</i>	412	533	490	(8.0)	19.0	1,091	1,023	(6.2)
<i>Other Banking Fee</i>	256	295	233	(21.1)	(9.0)	553	528	(4.5)
Asset Management Basic Fee	341	551	441	(19.9)	29.4	716	992	38.6
Brokerage Fee	213	239	223	(6.5)	5.0	428	462	7.8
Investment Banking Fee	4	87	1	(98.3)	(67.1)	8	88	958.1
Non-Interest Income from Core Businesses	1,226	1,705	1,389	(18.5)	13.3	2,796	3,094	10.6
Gain (Loss) on Financial Instruments	64	316	257	(18.8)	302.9	(22)	573	n.a.
Share of Profit from Subsidiaries	17	13	11	(18.0)	(37.9)	33	24	(27.2)
Dividend Income	3	37	13	(65.6)	360.3	34	50	47.3
AM Performance Fee	3	5	3	(26.3)	29.9	3	8	136.2
Total Non-Interest Income	1,312	2,076	1,673	(19.4)	27.5	2,841	3,741	31.6

Asset Management Business



Assets Under Management

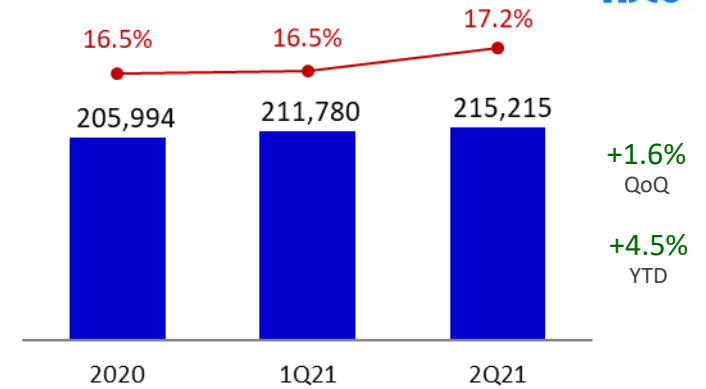
Unit: Million Baht



Rank #8

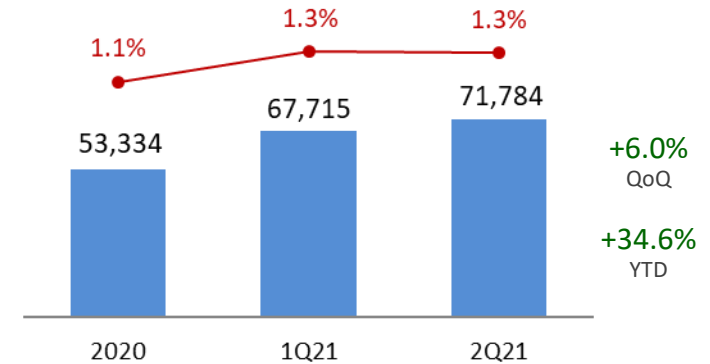
Rank #1

Provident Fund



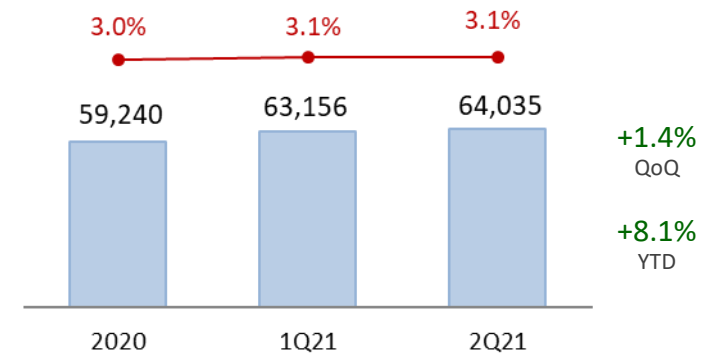
Rank #13

Mutual Fund



Rank #6

Private Fund

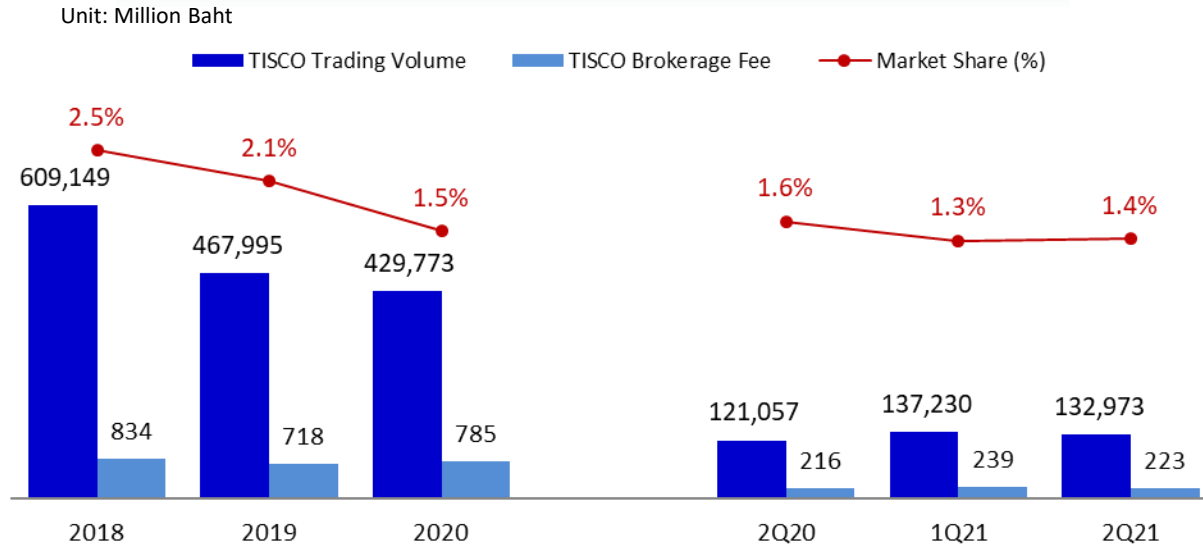


*Remark: Market Share and Rankings as of May 2021

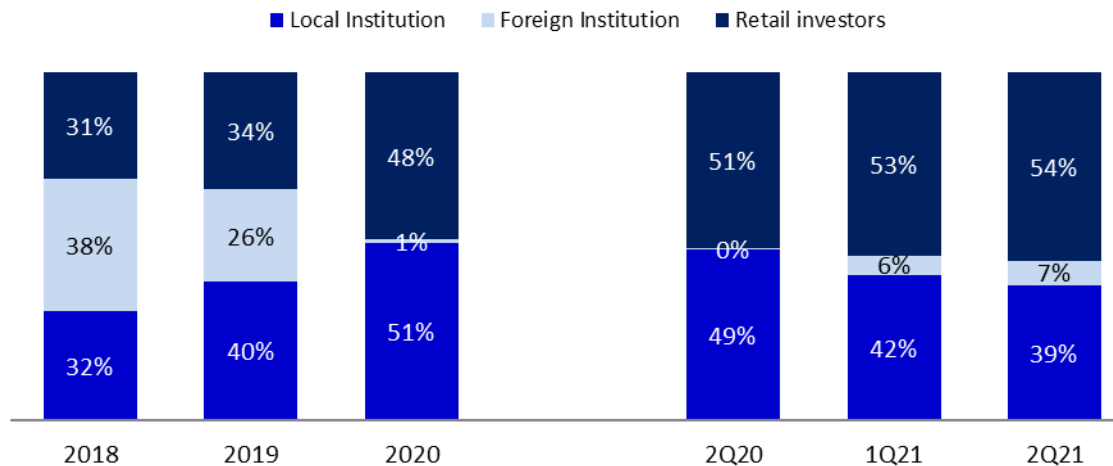
Brokerage Business



TISCO Trading Volume & Market Share



Trading Volume by Customers



Operating Expenses

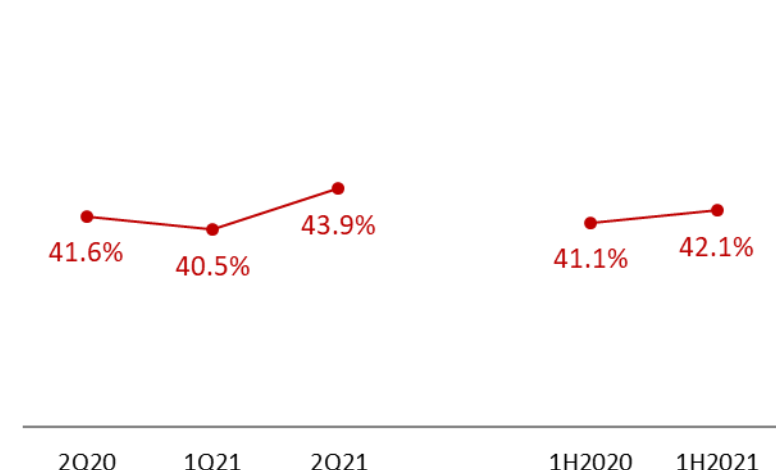


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



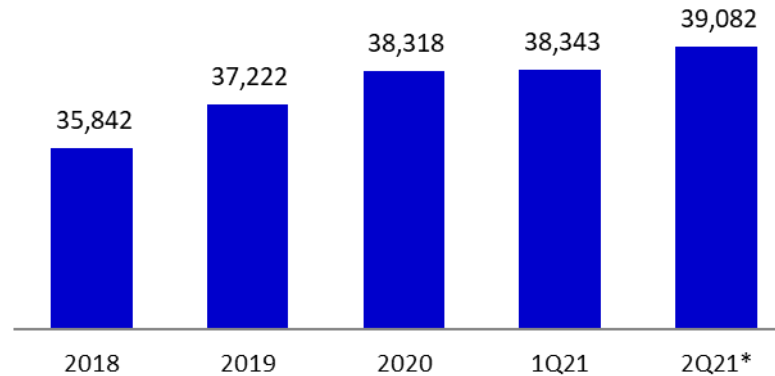
Unit : Million Baht	2Q20	1Q21	2Q21	% QoQ	% YoY	1H2020	1H2021	% YoY
Employee Expenses	1,153	1,452	1,422	(2.1)	23.3	2,492	2,875	15.3
Premises & Equipment Expenses	322	317	353	11.5	9.8	643	670	4.2
Taxes & Duties	69	66	59	(9.9)	(13.6)	147	125	(14.9)
Other Expenses	271	229	235	2.6	(13.2)	527	464	(11.8)
Total Operating Expenses	1,815	2,065	2,070	0.3	14.1	3,810	4,135	8.5

Capital Adequacy

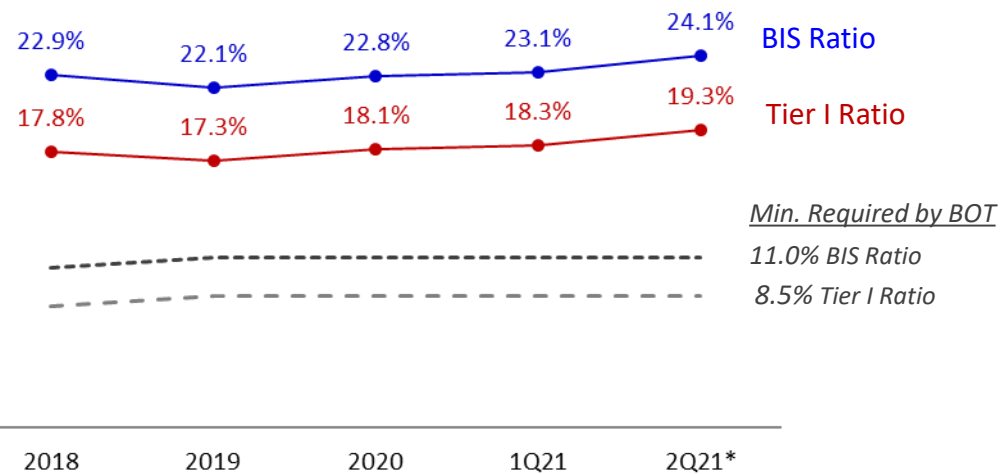


Capital Base of TISCO Bank

Unit: Million Baht



Capital Adequacy Ratio

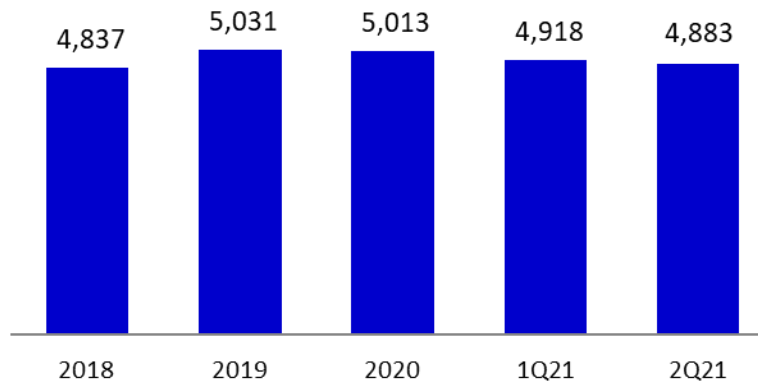


*Remark: Projected figures

Employees and Branch Network

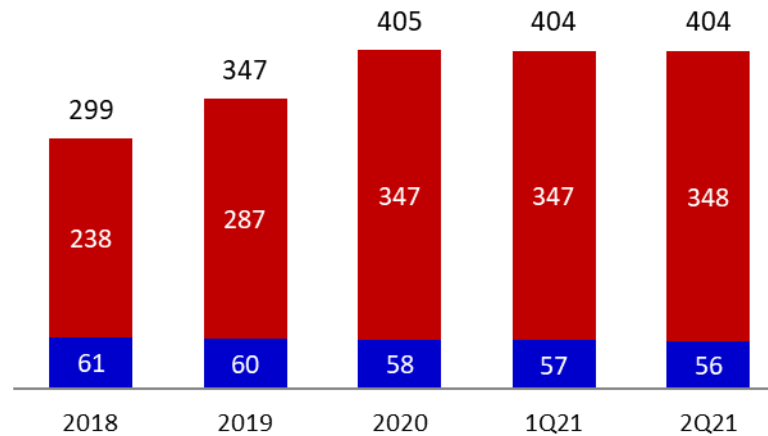


Total Employees



Employees

Total Branch Network



Somwang Loan Offices



Bank Branches



-  **TISCO Financial Group Public Company Limited**
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