



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

**Analyst Meeting 2Q2022**

July 14, 2022

# Consolidated Income Statements



Unit : Million Baht	2Q21	1Q22	2Q22	% QoQ	% YoY	1H2021	1H2022	% YoY
Interest Income	3,754	3,556	3,616	1.7	(3.7)	7,530	7,173	(4.7)
Interest Expenses	(605)	(495)	(510)	3.0	(15.7)	(1,271)	(1,005)	(20.9)
<b>Net Interest Income</b>	<b>3,149</b>	<b>3,061</b>	<b>3,107</b>	<b>1.5</b>	<b>(1.3)</b>	<b>6,259</b>	<b>6,168</b>	<b>(1.5)</b>
Fee & Service Income	1,355	1,407	1,277	(9.3)	(5.8)	3,090	2,684	(13.2)
Fee & Service Expenses	(130)	(129)	(109)	(16.1)	(16.8)	(323)	(238)	(26.2)
Other Operating Income	341	80	289	262.0	(15.1)	789	369	(53.2)
<b>Total Non-Interest Income</b>	<b>1,566</b>	<b>1,358</b>	<b>1,457</b>	<b>7.3</b>	<b>(6.9)</b>	<b>3,557</b>	<b>2,815</b>	<b>(20.8)</b>
<b>Total Income</b>	<b>4,715</b>	<b>4,419</b>	<b>4,564</b>	<b>3.3</b>	<b>(3.2)</b>	<b>9,816</b>	<b>8,983</b>	<b>(8.5)</b>
Operating Expenses	(2,080)	(2,099)	(2,125)	1.2	2.1	(4,135)	(4,224)	2.1
<b>PPOP</b>	<b>2,635</b>	<b>2,320</b>	<b>2,439</b>	<b>5.1</b>	<b>(7.4)</b>	<b>5,681</b>	<b>4,760</b>	<b>(16.2)</b>
Credit Expenses / ECL	(555)	(85)	(140)	63.9	(74.8)	(1,398)	(225)	(83.9)
<b>Pre-tax Profit</b>	<b>2,079</b>	<b>2,235</b>	<b>2,300</b>	<b>2.9</b>	<b>10.6</b>	<b>4,283</b>	<b>4,534</b>	<b>5.9</b>
Income Tax	(413)	(439)	(451)	2.7	9.2	(853)	(890)	4.3
<b>Net Profit</b>	<b>1,666</b>	<b>1,795</b>	<b>1,848</b>	<b>2.9</b>	<b>10.9</b>	<b>3,430</b>	<b>3,644</b>	<b>6.2</b>
<b>EPS (Baht)</b>	<b>2.08</b>	<b>2.24</b>	<b>2.31</b>			<b>4.28</b>	<b>4.55</b>	
<b>ROAE (%)</b>	<b>16.9</b>	<b>17.1</b>	<b>18.0</b>			<b>17.7</b>	<b>18.1</b>	

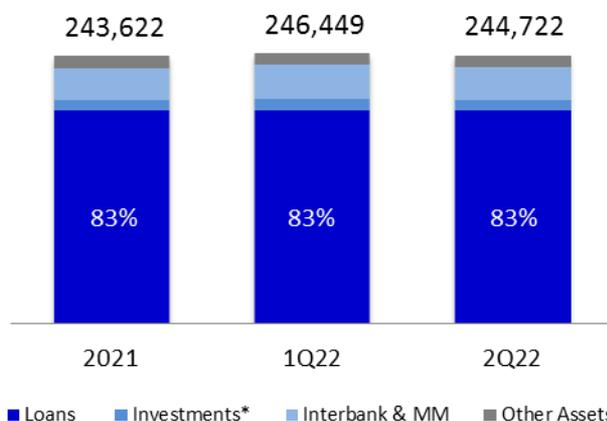
# Assets and Liabilities



## Assets

Unit: Million Baht

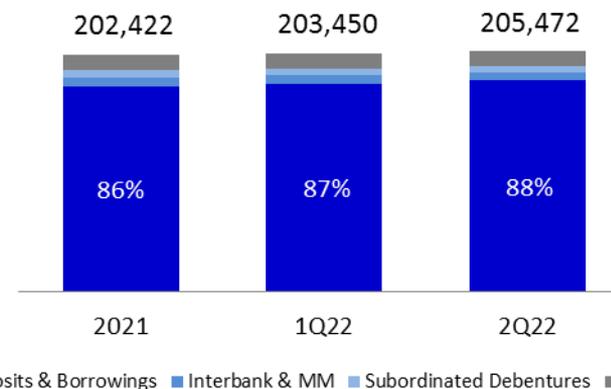
**-0.7%** **+0.5%**  
QoQ YTD



## Liabilities

Unit: Million Baht

**+1.0%** **+1.5%**  
QoQ YTD



Unit : Million Baht	2021	1Q22	2Q22	% QoQ	% YTD
Loans	202,950	203,553	203,341	(0.1)	0.2
Allowance	(11,740)	(11,497)	(11,298)	(1.7)	(3.8)
Investments*	10,124	10,527	9,246	(12.2)	(8.7)
Interbank & MM	30,489	32,511	32,554	0.1	6.8
Other Assets	11,799	11,356	10,878	(4.2)	(7.8)
<b>Total Assets</b>	<b>243,622</b>	<b>246,449</b>	<b>244,722</b>	<b>(0.7)</b>	<b>0.5</b>

Unit : Million Baht	2021	1Q22	2Q22	% QoQ	% YTD
Deposits & Borrowings	174,864	177,022	180,366	1.9	3.1
Interbank & MM	8,081	7,821	6,884	(12.0)	(14.8)
Subordinated Debentures	6,640	5,640	5,640	-	(15.1)
Other Liabilities	12,837	12,967	12,582	(3.0)	(2.0)
<b>Total Liabilities</b>	<b>202,422</b>	<b>203,450</b>	<b>205,472</b>	<b>1.0</b>	<b>1.5</b>
Retained Earnings	30,344	32,141	28,400	(11.6)	(6.4)
<b>Total Equities</b>	<b>41,200</b>	<b>42,999</b>	<b>39,251</b>	<b>(8.7)</b>	<b>(4.7)</b>

\*Investments included Financial Assets measured at FV to PL

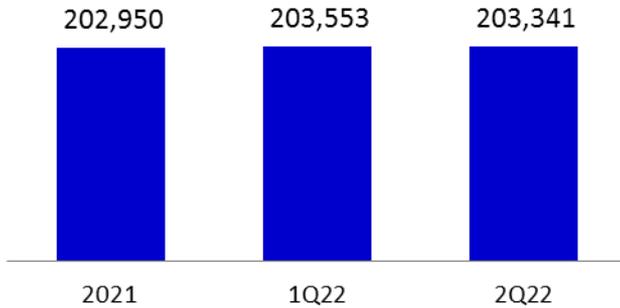
# Loan Portfolios



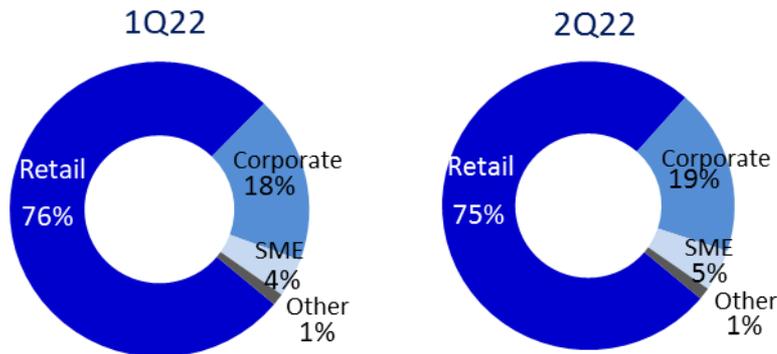
## Total Loans

Unit: Million Baht

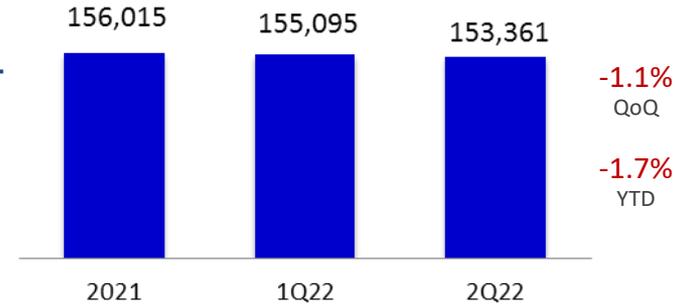
**-0.1%** QoQ  
**+0.2%** YTD



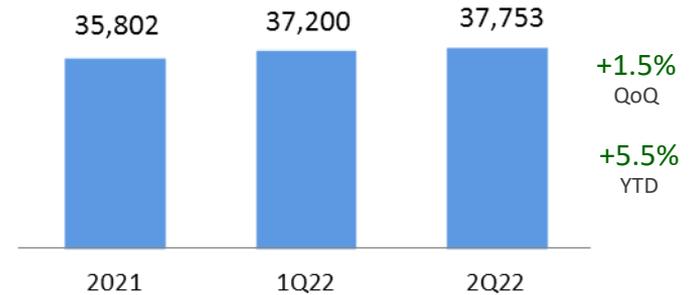
## Loans by sectors



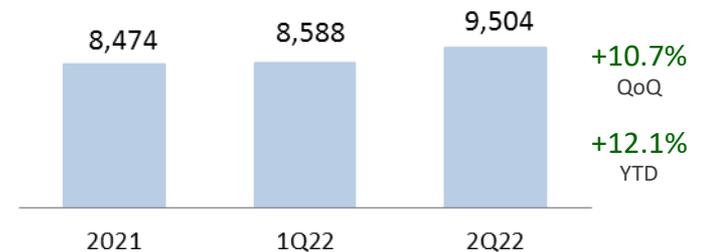
## Retail Loans



## Corporate Loans



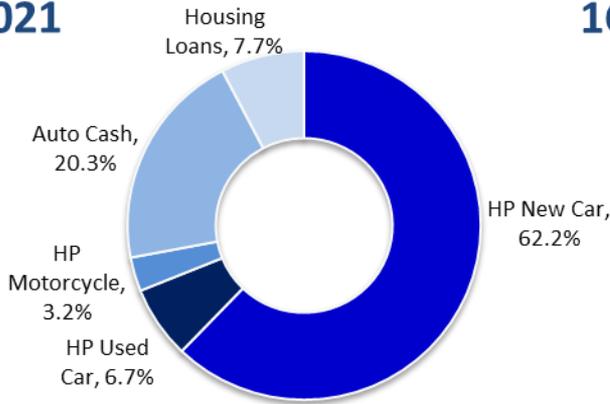
## SME Loans



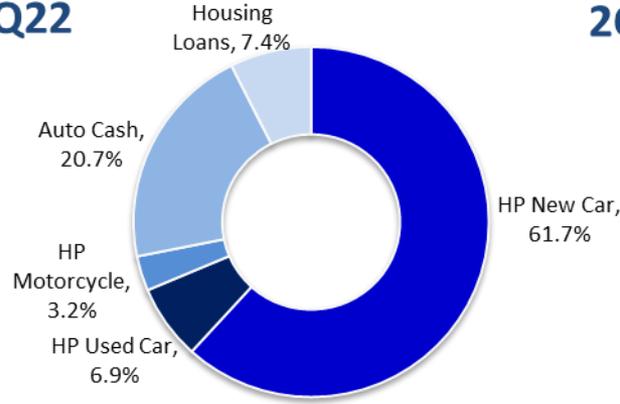
# Retail Loan Portfolio Breakdown



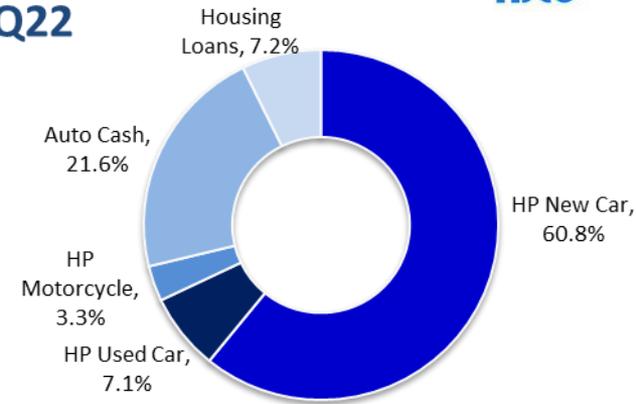
2021



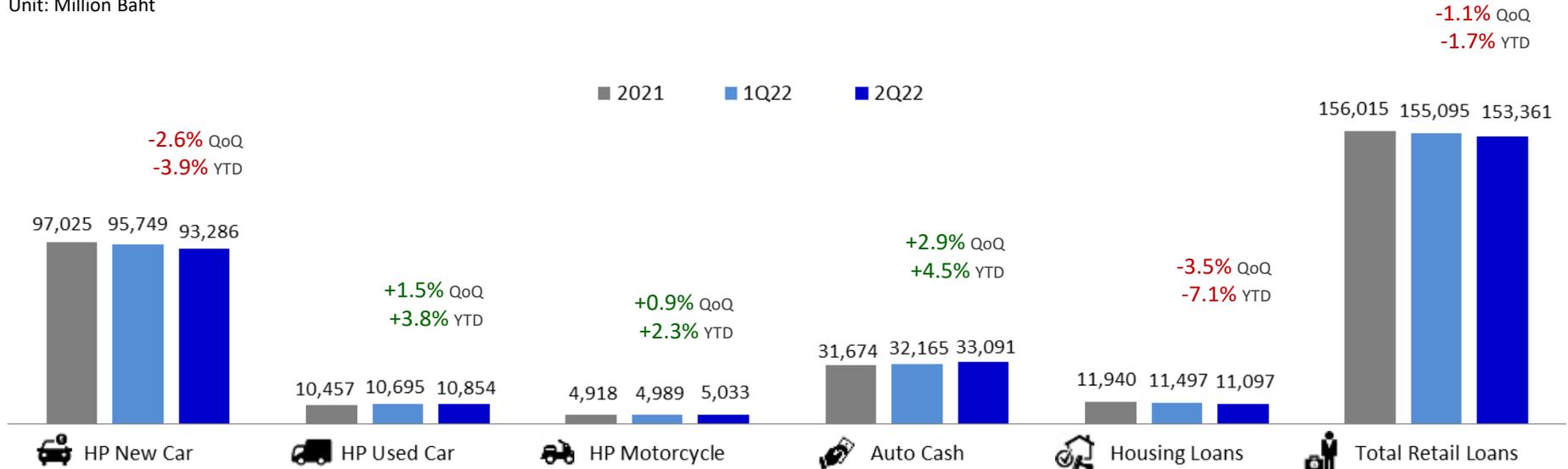
1Q22



2Q22



Unit: Million Baht

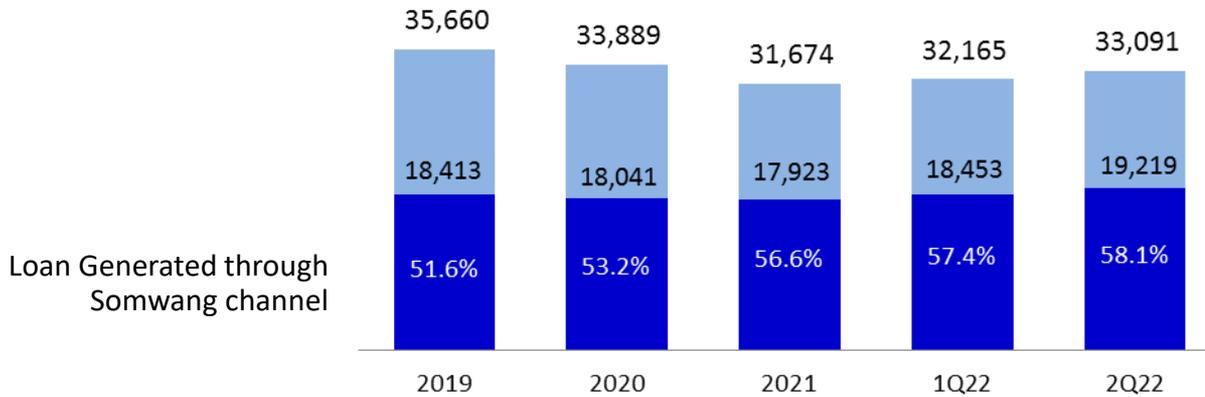


# TISCO Auto Cash



## Auto Cash Loans

Unit: Million Baht



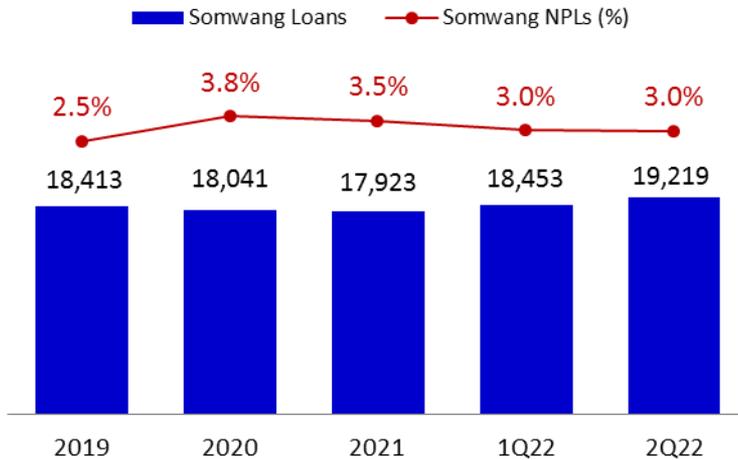
**Auto Cash** +2.9% QoQ +4.5% YTD

**Somwang** +4.2% QoQ +7.2% YTD



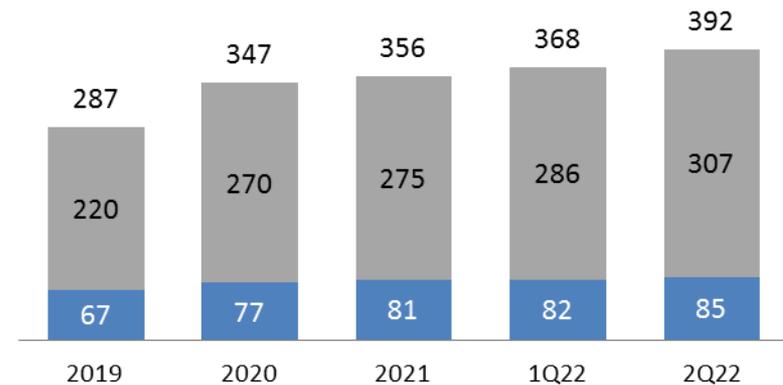
## Somwang Loans vs NPLs

Unit: Million Baht



## Somwang Branches

■ BKK and vicinity ■ Provincial area

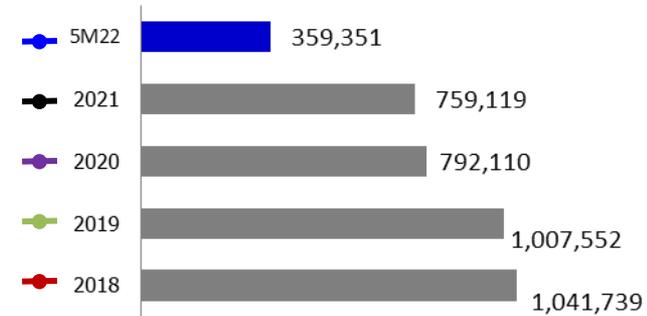
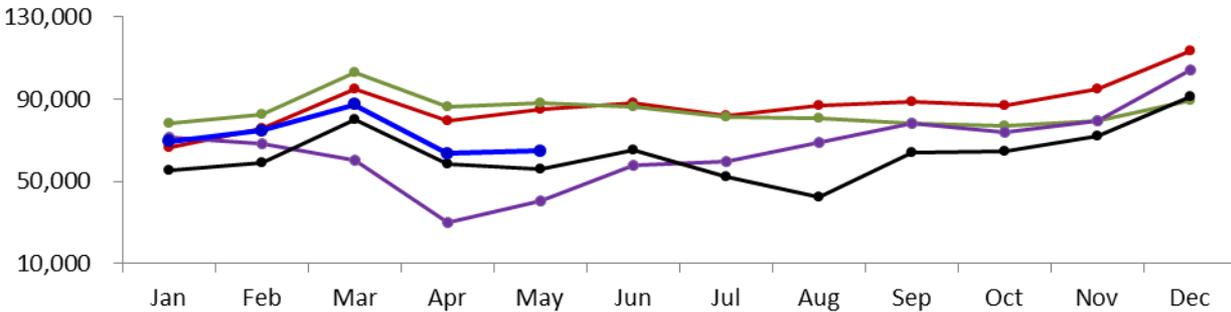


# Industry Car Sale & Penetration Rate



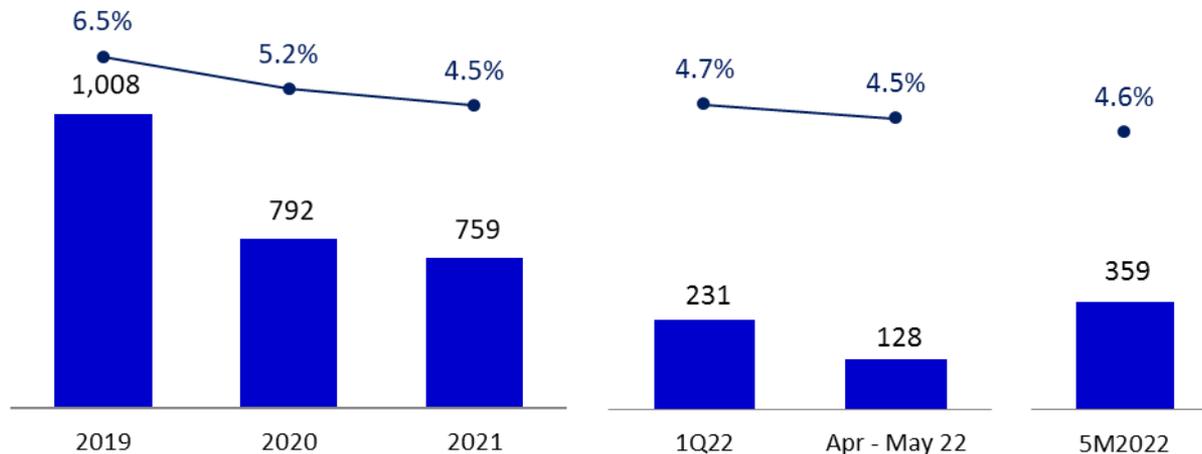
## Industry New Car Sale

Units



## TISCO's Auto HP Penetration Rate

● TISCO's Penetration Rate (%)    ■ Industry Car Sale ('000 units)



Industry Car Sale

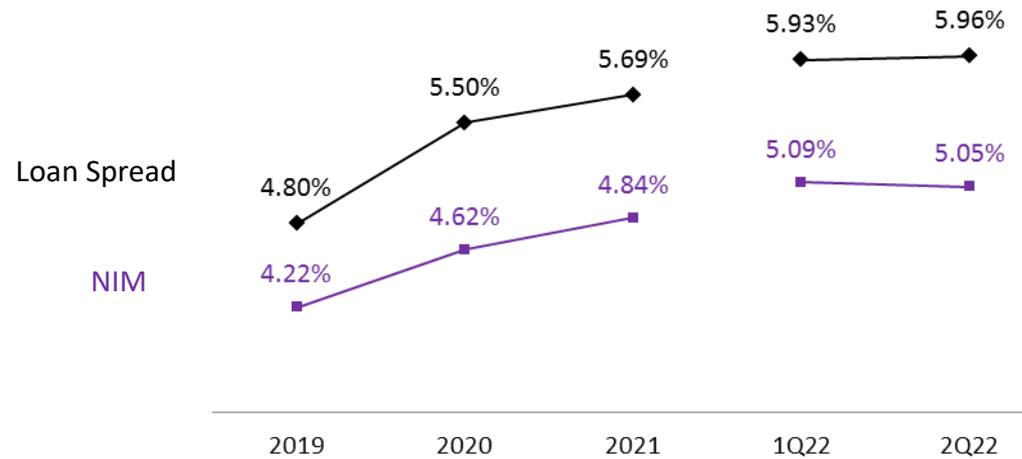
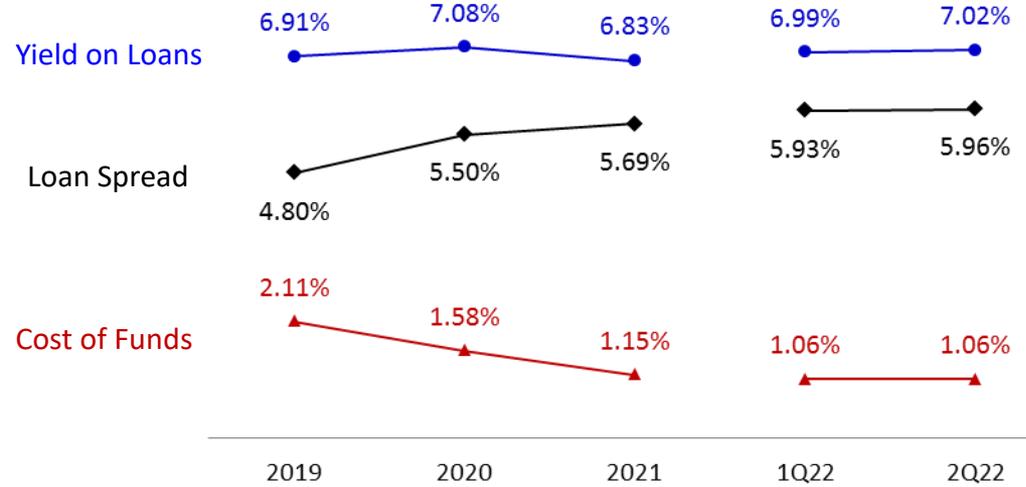
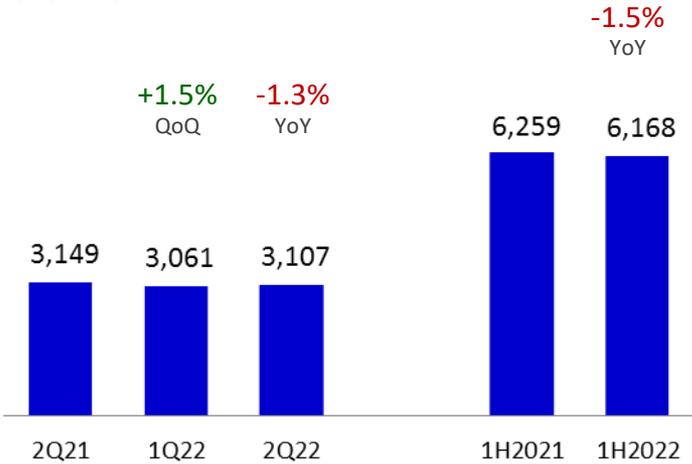
**+16.6%**  
5M YoY

# Interest Income & NIM



## Net Interest Income

Unit: Million Baht

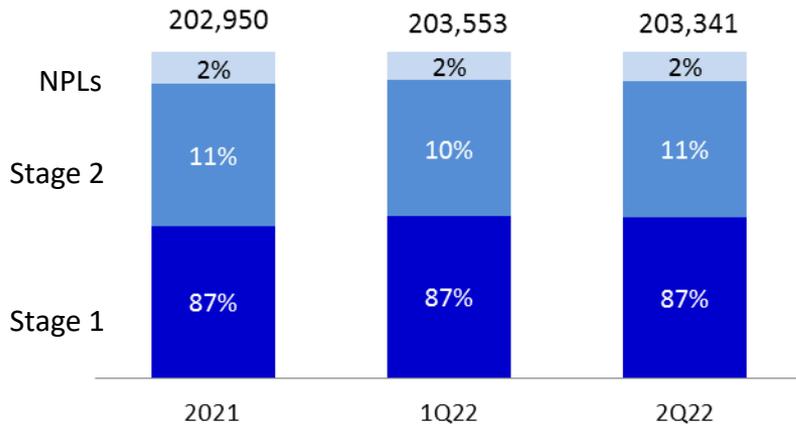


# Asset Quality



## Loan Classification

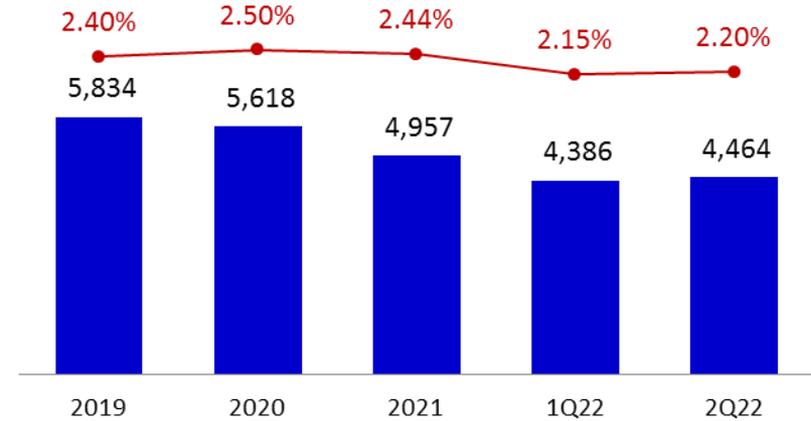
Unit: Million Baht



## Non-Performing Loans

Unit: Million Baht

■ Total NPLs —● NPL Ratio (%)



## NPLs by Loan Types

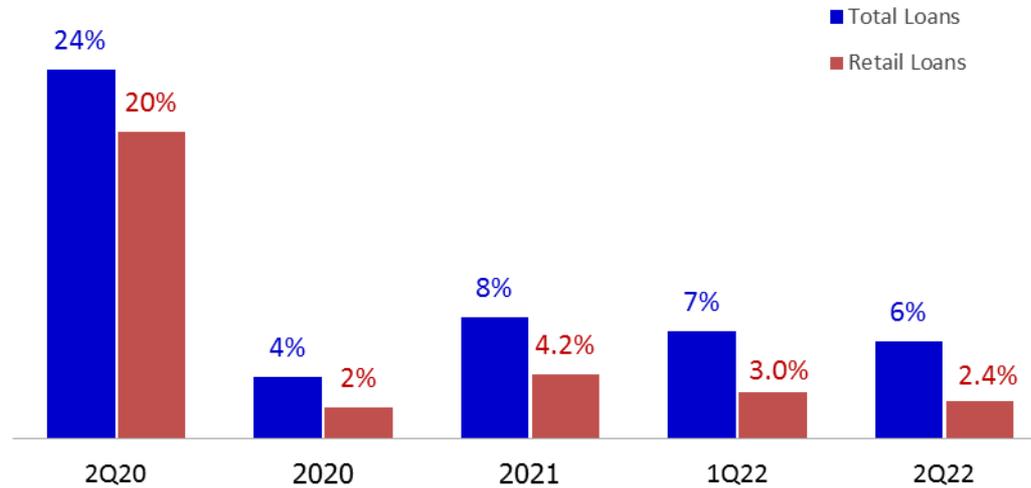
	2021		1Q22		2Q22	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	19	0.1	-	-	-	-
SME	66	0.8	78	0.9	135	1.4
Hire Purchase	2,682	2.4	2,309	2.1	2,383	2.2
Mortgage	1,015	8.5	967	8.4	925	8.3
Auto Cash	1,173	3.7	1,030	3.2	1,018	3.1
Others	2	0.1	2	0.1	3	0.1
<b>Total NPLs</b>	<b>4,957</b>	<b>2.44</b>	<b>4,386</b>	<b>2.15</b>	<b>4,464</b>	<b>2.20</b>

# Debt Relief Programs

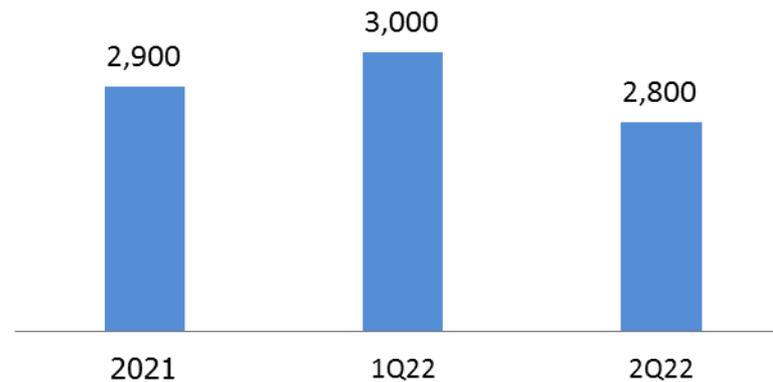


## Outstanding Loans under Debt Relief Programs at the end of June 2022

% to total loans



## Outstanding Soft Loans for SMES



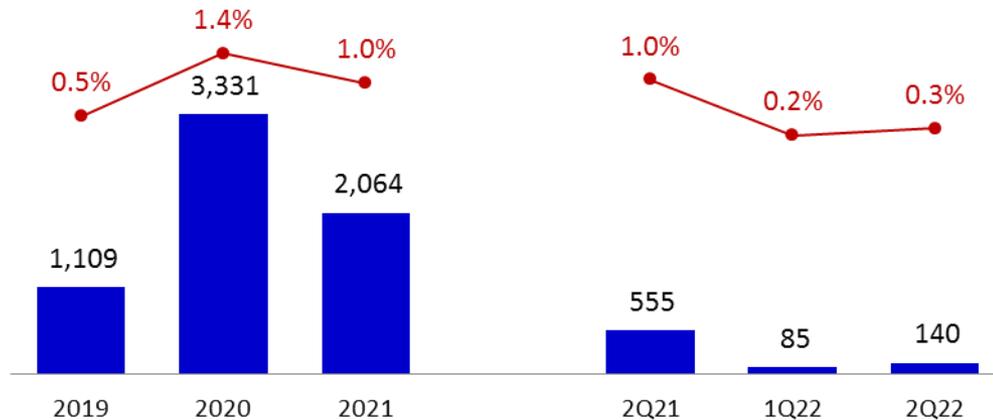
# Expected Credit Loss



## Expected Credit Loss

Unit: Million Baht

■ Provisions/ECL    ● Credit Cost (%)



## Allowance for ECL

Unit: Million Baht

TFRS 9



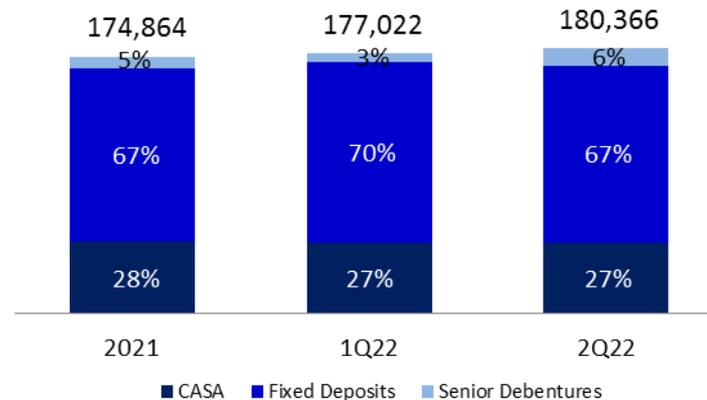
# Funding



## Total Funding

Unit: Million Baht

+1.9% +3.1%  
QoQ YTD



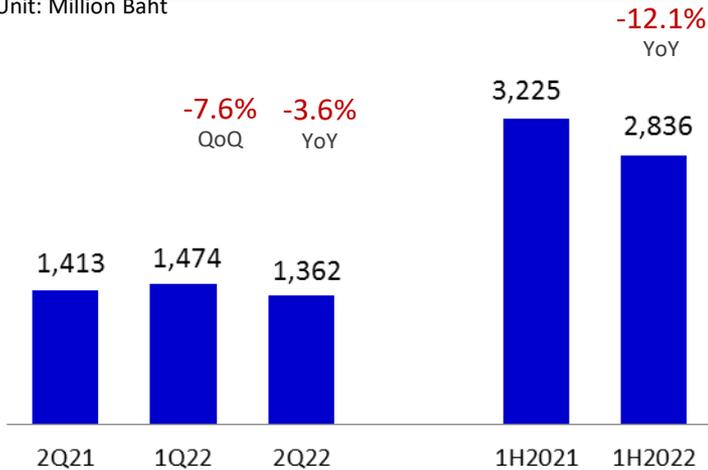
Unit : Million Baht	2021	1Q22	2Q22	% QoQ	% YoY
Current	2,162	2,207	2,212	0.2	2.3
Savings	46,932	46,009	46,444	0.9	(1.0)
Fixed Deposits	117,448	123,219	120,223	(2.4)	2.4
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	8,285	5,550	11,450	106.3	38.2
<b>Total Deposits &amp; Borrowings</b>	<b>174,864</b>	<b>177,022</b>	<b>180,366</b>	<b>1.9</b>	<b>3.1</b>
Subordinated Debentures	6,640	5,640	5,640		
% LDR to Total Deposits & Borrowings	116.1	115.0	112.7		

# Non-Interest Income



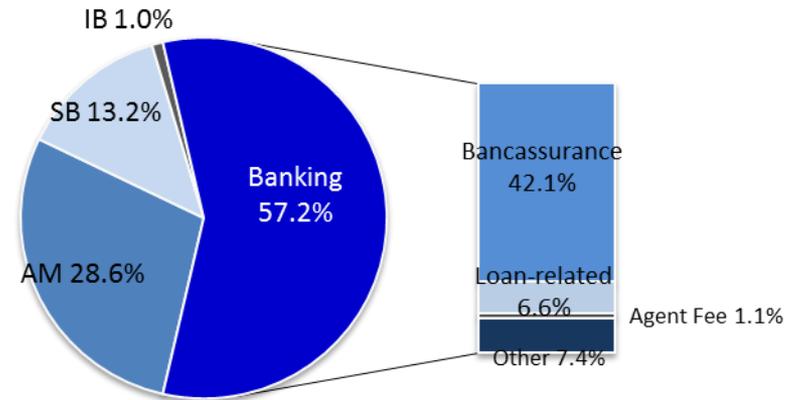
## Non-Interest Income from Core Businesses

Unit: Million Baht



## Non-Interest Income from Core Businesses Breakdown

Data as of 6M2022



Unit : Million Baht	2Q21	1Q22	2Q22	% QoQ	% YoY	1H2021	1H2022	% YoY
Banking Fee	723	814	808	(0.7)	11.7	1,550	1,622	4.6
<i>Bancassurance Fee</i>	490	604	589	(2.4)	20.2	1,029	1,194	16.0
<i>Other Banking Fee</i>	233	210	218	4.2	(6.2)	521	428	(17.8)
Asset Management Basic Fee	465	418	393	(6.1)	(15.5)	1,125	811	(27.9)
Brokerage Fee	223	217	158	(26.9)	(29.0)	462	375	(18.7)
Investment Banking Fee	1	25	3	(89.9)	76.8	88	28	(68.5)
<b>Non-Interest Income from Core Businesses</b>	<b>1,413</b>	<b>1,474</b>	<b>1,362</b>	<b>(7.6)</b>	<b>(3.6)</b>	<b>3,225</b>	<b>2,836</b>	<b>(12.1)</b>
Gain (Loss) on Financial Instruments	257	(34)	176	n.a.	(31.5)	573	142	(75.2)
Share of Profit from Subsidiaries	11	13	15	9.4	35.9	24	28	17.1
Dividend Income	13	33	14	(58.2)	7.7	50	47	(6.3)
AM Performance Fee	3	1	(0)	(100.9)	(100.2)	8	1	(92.6)
<b>Total Non-Interest Income</b>	<b>1,696</b>	<b>1,487</b>	<b>1,566</b>	<b>5.3</b>	<b>(7.7)</b>	<b>3,879</b>	<b>3,053</b>	<b>(21.3)</b>

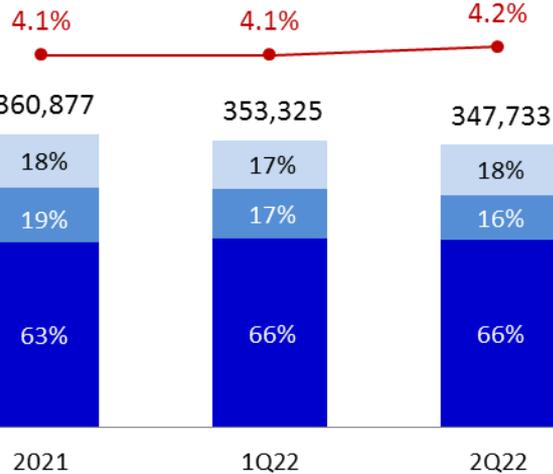
# Asset Management Business



## Assets Under Management

Unit: Million Baht

-1.6% QoQ  
-3.6% YTD



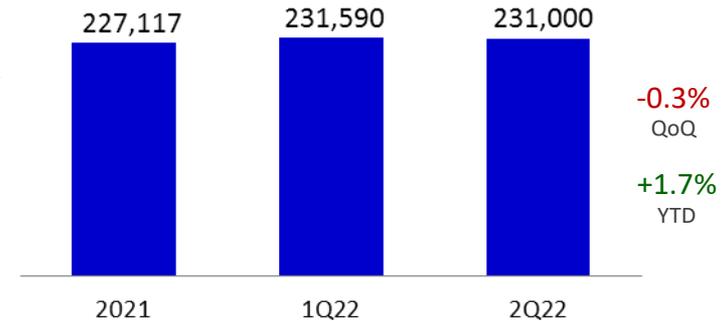
■ Provident Fund ■ Mutual Fund ■ Private Fund ● Market Share (%)

## Rank #8

Rank #1

Provident Fund

17.0% 17.3% 17.4%

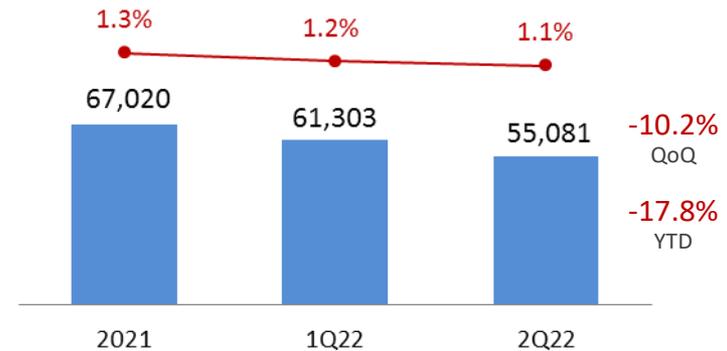


-0.3% QoQ  
+1.7% YTD

Rank #14

Mutual Fund

1.3% 1.2% 1.1%

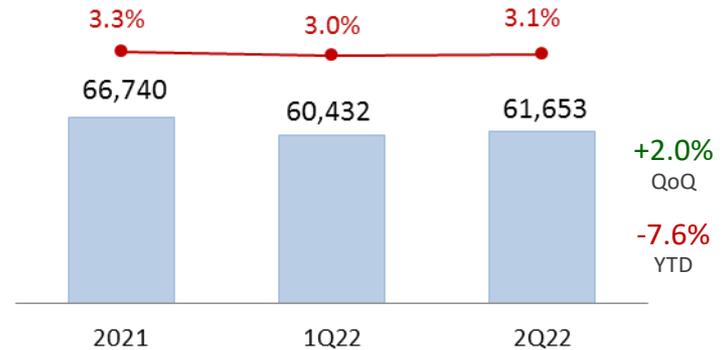


-10.2% QoQ  
-17.8% YTD

Rank #6

Private Fund

3.3% 3.0% 3.1%



+2.0% QoQ  
-7.6% YTD

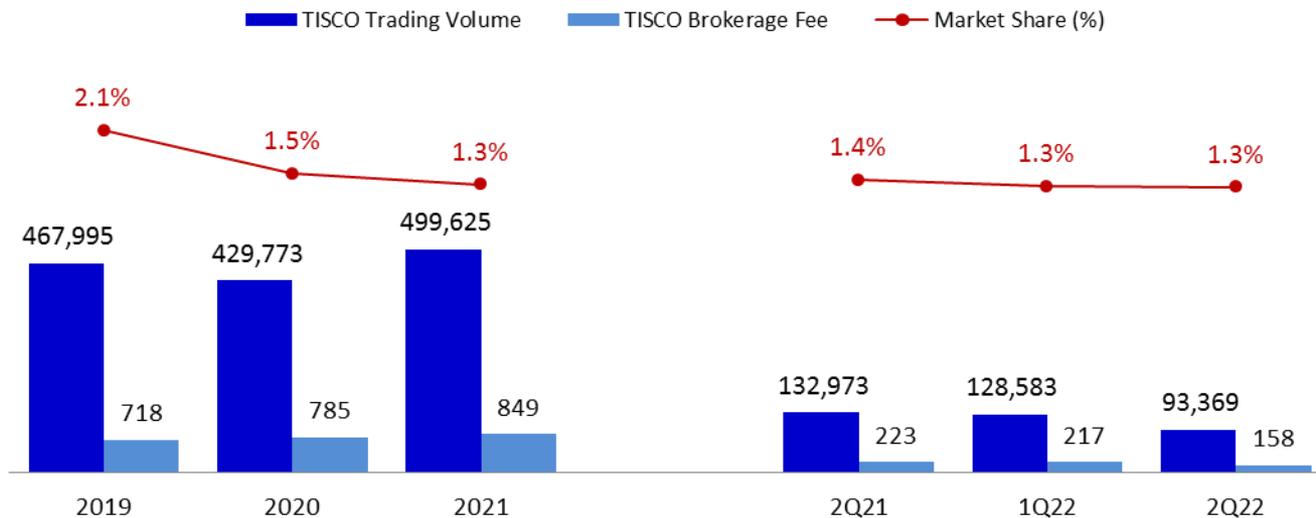
\*Remark: Market Share and Rankings as of May 2022

# Brokerage Business



## TISCO Trading Volume & Market Share

Unit: Million Baht



## Trading Volume by Customers

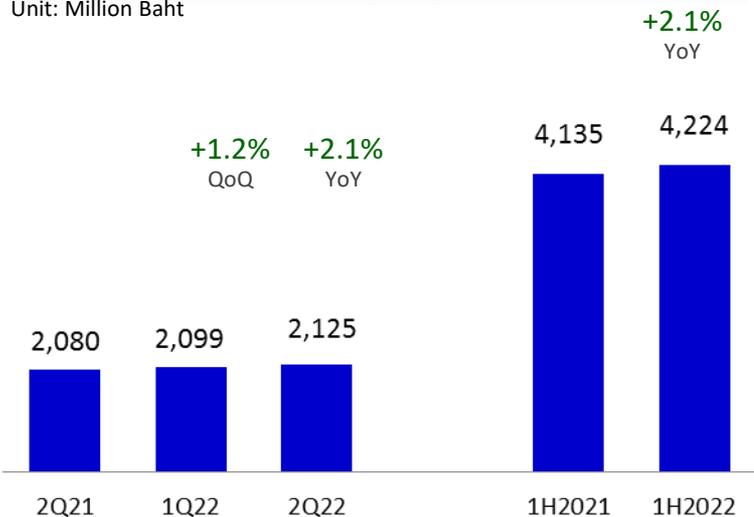


# Operating Expenses

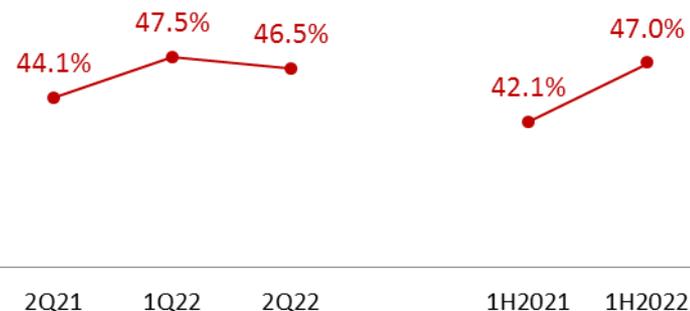


## Operating Expenses

Unit: Million Baht



## Cost to Income Ratio



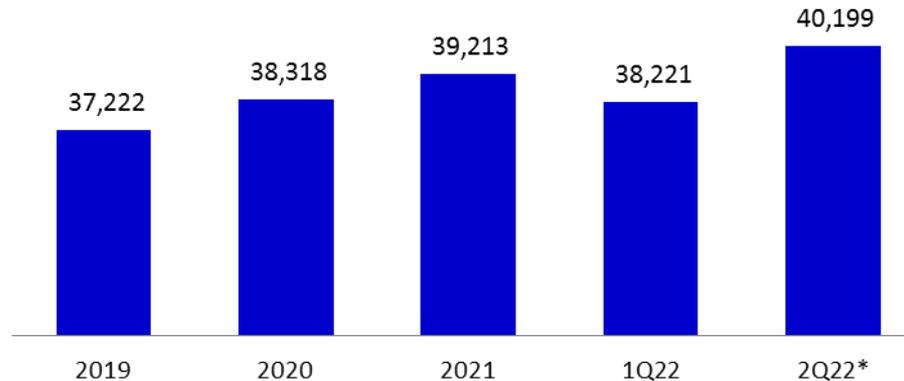
Unit : Million Baht	2Q21	1Q22	2Q22	% QoQ	% YoY	1H2021	1H2022	% YoY
Employee Expenses	1,422	1,510	1,537	1.8	8.1	2,874	3,047	6.0
Premises & Equipment Expenses	354	322	342	6.2	(3.4)	671	664	(1.0)
Taxes & Duties	59	62	60	(3.2)	1.1	125	122	(2.6)
Other Expenses	245	205	185	(9.6)	(24.3)	464	390	(15.9)
<b>Total Operating Expenses</b>	<b>2,080</b>	<b>2,099</b>	<b>2,125</b>	<b>1.2</b>	<b>2.1</b>	<b>4,135</b>	<b>4,224</b>	<b>2.1</b>

# Capital Adequacy

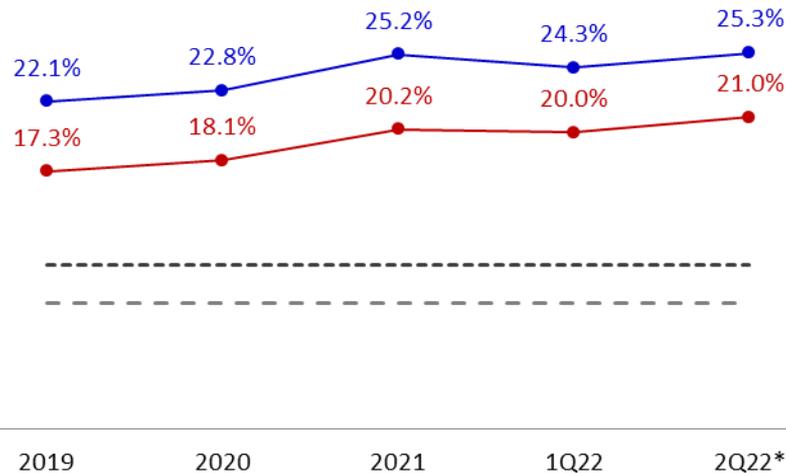


## Capital Base of TISCO Bank

Unit: Million Baht



## Capital Adequacy Ratio



BIS Ratio

Tier I Ratio

*Min. Required by BOT*

11.0% BIS Ratio

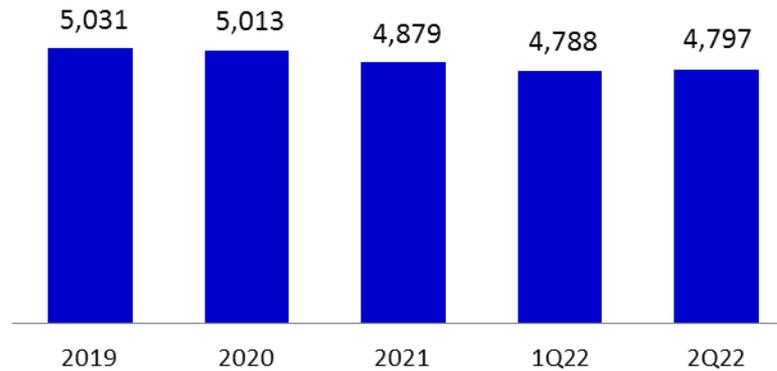
8.5% Tier I Ratio

\*Remark: Projected figures

# Employees and Branch Network

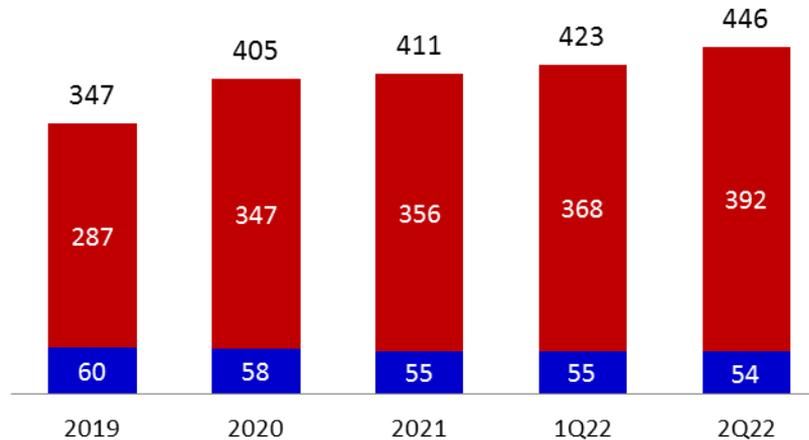


## Total Employees



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
-  +(66) 2633 6868
-  +(66) 2633 6855
-  [ir@tisco.co.th](mailto:ir@tisco.co.th)
-  [www.tisco.co.th](http://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.



**TISCO**