



TISCO Financial Group Public Co., Ltd.

Analyst Meeting 3Q2020

October 16, 2020

Consolidated Income Statements



Unit : Million Baht	3Q19	2Q20	3Q20	% QoQ	% YoY	9M19	9M20	% YoY
Interest Income	4,377	4,122	4,082	(1.0)	(6.7)	13,146	12,757	(3.0)
Interest Expenses	(1,266)	(994)	(830)	(16.5)	(34.5)	(3,826)	(2,919)	(23.7)
Net Interest Income	3,111	3,128	3,252	4.0	4.6	9,320	9,838	5.6
Fee & Service Income	1,561	1,165	1,344	15.4	(13.9)	4,546	3,985	(12.3)
Fee & Service Expenses	(70)	(78)	(64)	(18.3)	(8.2)	(207)	(220)	6.3
Other Operating Income	162	148	164	10.7	1.2	341	368	7.9
Total Non-Interest Income	1,653	1,234	1,443	17.0	(12.7)	4,679	4,132	(11.7)
Total Income	4,763	4,362	4,696	7.6	(1.4)	13,999	13,970	(0.2)
Operating Expenses	(2,303)	(1,815)	(2,082)	14.7	(9.6)	(6,892)	(5,892)	(14.5)
PPOP	2,461	2,547	2,614	2.6	6.2	7,107	8,078	13.7
Credit Expenses / ECL	(125)	(882)	(605)	(31.4)	383.5	(371)	(2,560)	590.3
Pre-tax Profit	2,335	1,666	2,009	20.6	(14.0)	6,737	5,518	(18.1)
Income Tax	(459)	(336)	(397)	18.1	(13.5)	(1,328)	(1,091)	(17.8)
Net Profit	1,878	1,329	1,612	21.2	(14.2)	5,405	4,427	(18.1)
EPS (Baht)	2.35	1.66	2.01			6.75	5.53	
ROAE (%)	20.6	13.7	17.4			19.2	15.3	

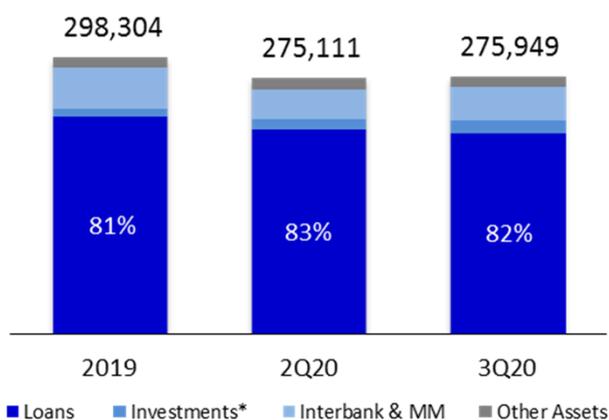
Assets and Liabilities



Assets

Unit: Million Baht

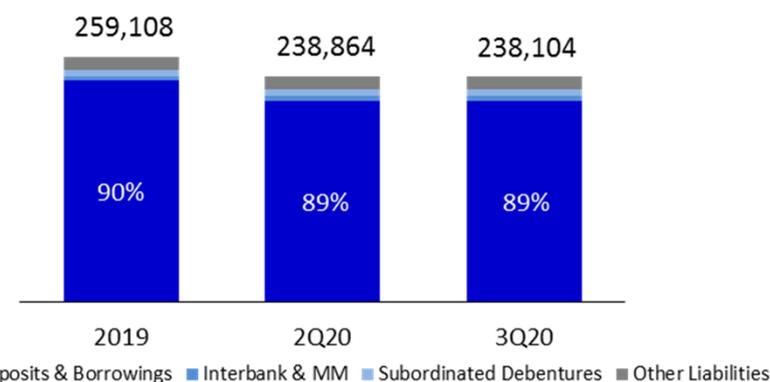
+0.3% QoQ
-7.5% YTD



Liabilities

Unit: Million Baht

-0.3% QoQ
-8.1% YTD



Unit : Million Baht	2019	2Q20	3Q20	% QoQ	% YTD
Loans	242,826	228,165	224,900	(1.4)	(7.4)
Allowance	(10,717)	(11,604)	(11,605)	0.0	8.3
Investments*	9,363	12,539	13,981	11.5	49.3
Interbank & MM	45,300	33,238	36,852	10.9	(18.6)
Other Assets	11,531	12,772	11,821	(7.4)	2.5
Total Assets	298,304	275,111	275,949	0.3	(7.5)

Unit : Million Baht	2019	2Q20	3Q20	% QoQ	% YTD
Deposits & Borrowings	234,421	213,036	212,633	(0.2)	(9.3)
Interbank & MM	4,656	5,482	5,596	2.1	20.2
Subordinated Debentures	6,680	6,370	6,370	-	(4.6)
Other Liabilities	13,350	13,976	13,506	(3.4)	1.2
Total Liabilities	259,108	238,864	238,104	(0.3)	(8.1)
Retained Earnings	28,357	25,370	26,983	6.4	(4.8)
Total Equities	39,196	36,247	37,845	4.4	(3.4)

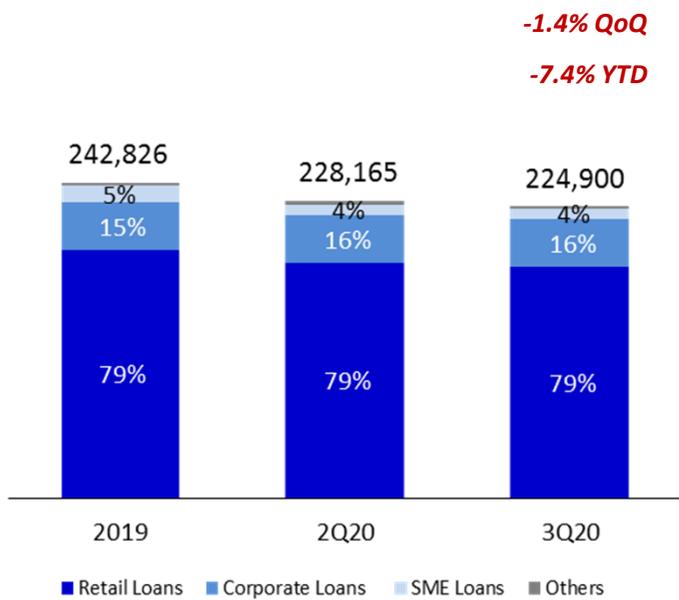
*Investments in 2020 included Financial Assets measured at FV to PL

Loan Portfolios

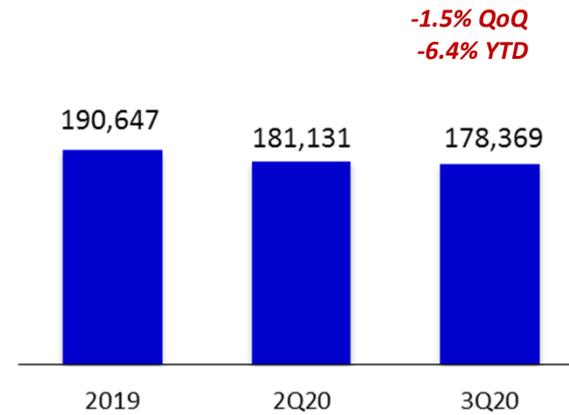


Total Loans

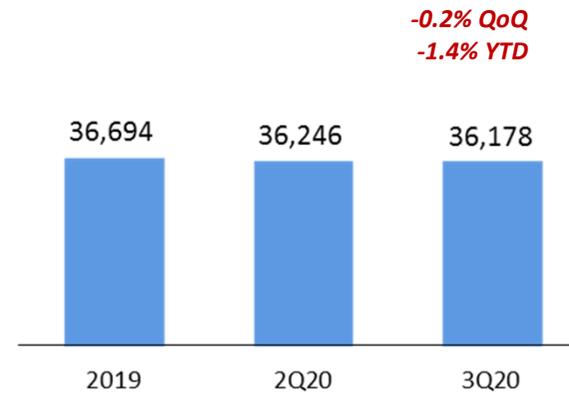
Unit: Million Baht



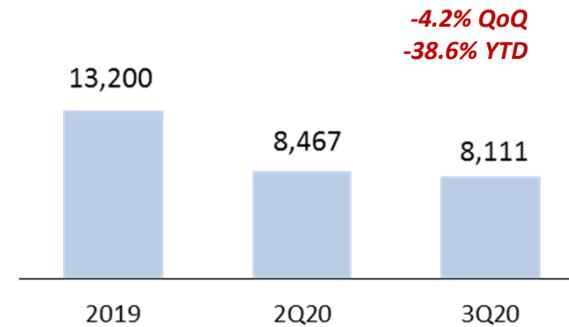
Retail Loans



Corporate Loans



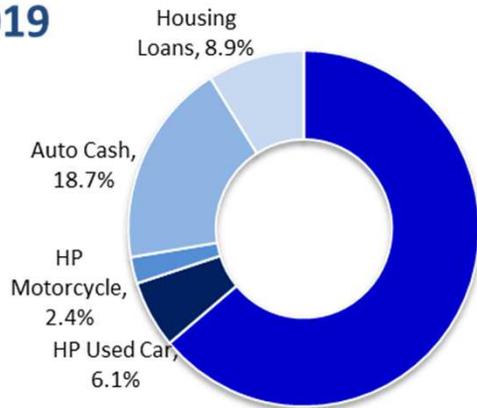
SME Loans



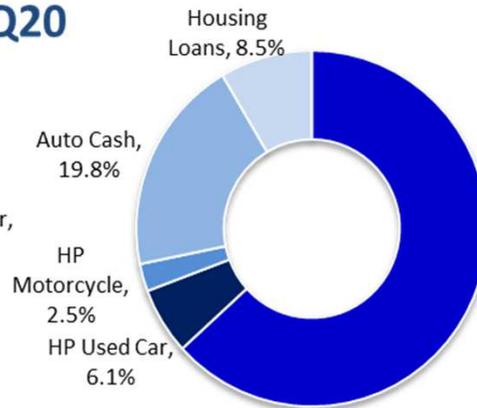
Retail Loan Portfolio Breakdown



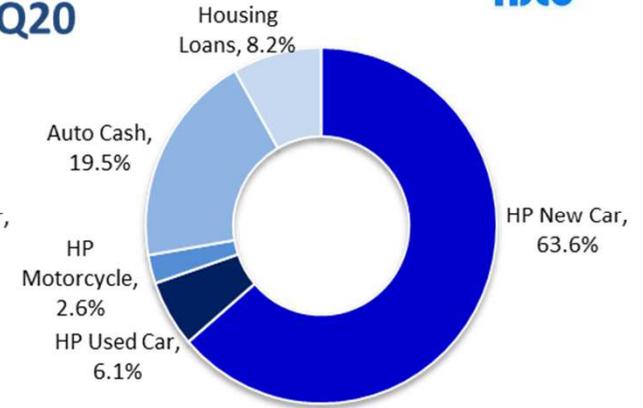
2019



2Q20

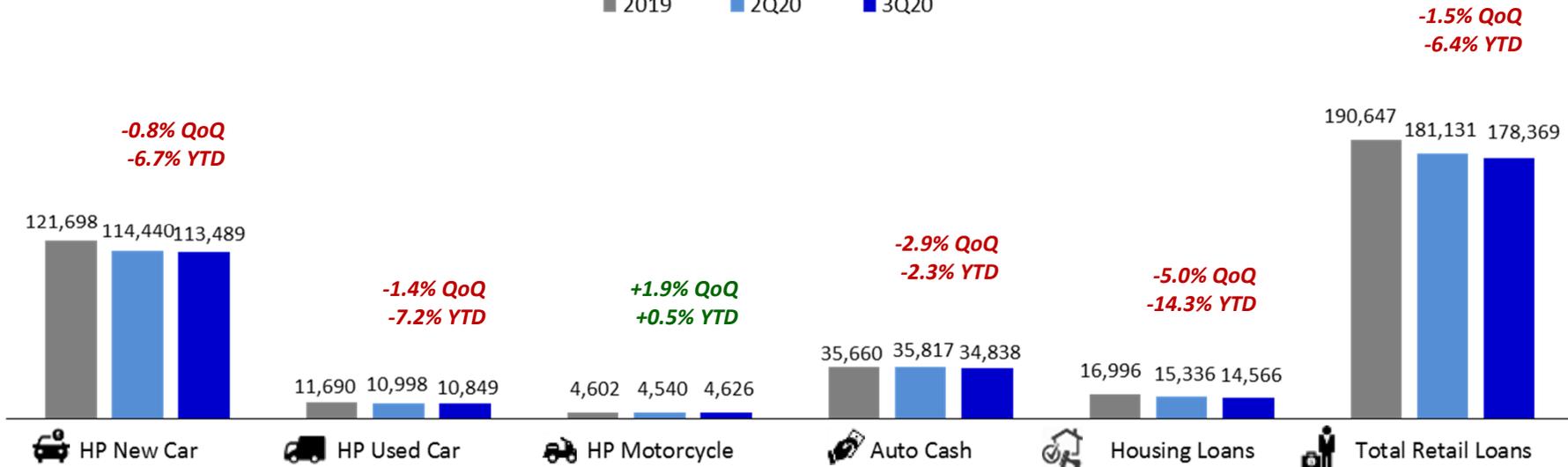


3Q20



Unit: Million Baht

■ 2019 ■ 2Q20 ■ 3Q20

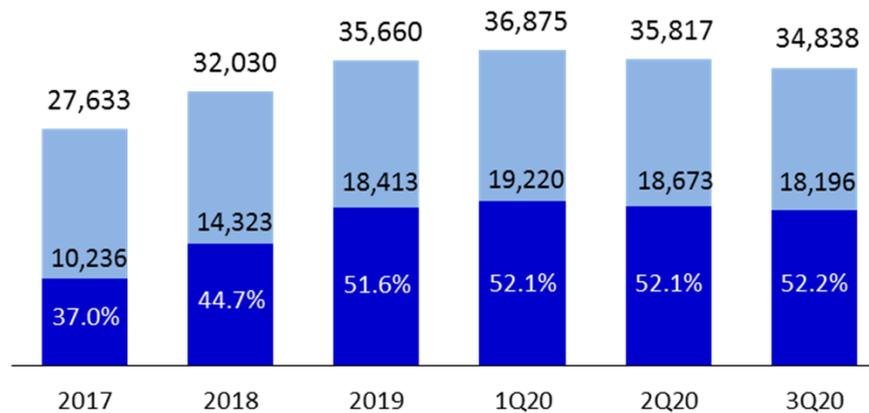


TISCO Auto Cash



Auto Cash Loans

Unit: Million Baht



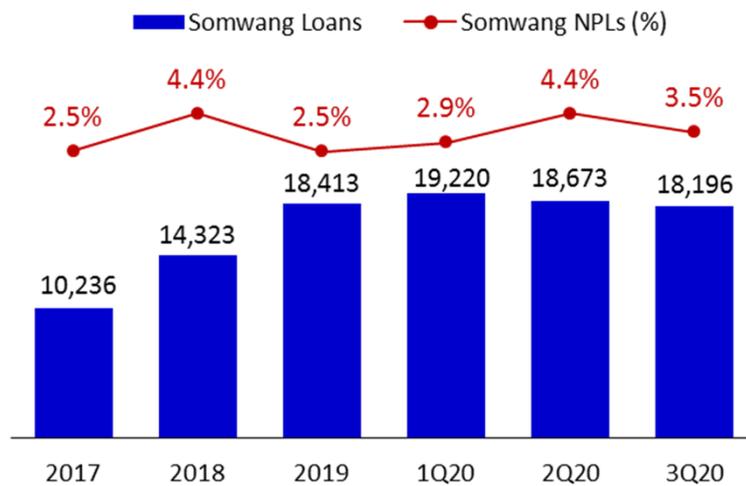
Auto Cash **-2.7% QoQ**
-2.3% YTD

Somwang **-2.6% QoQ**
-1.2% YTD

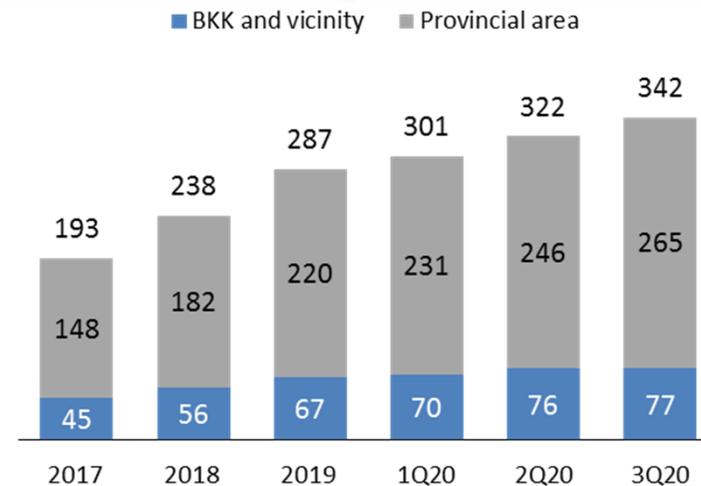
■ Loans generated through Somwang channel



Somwang Loans vs NPLs



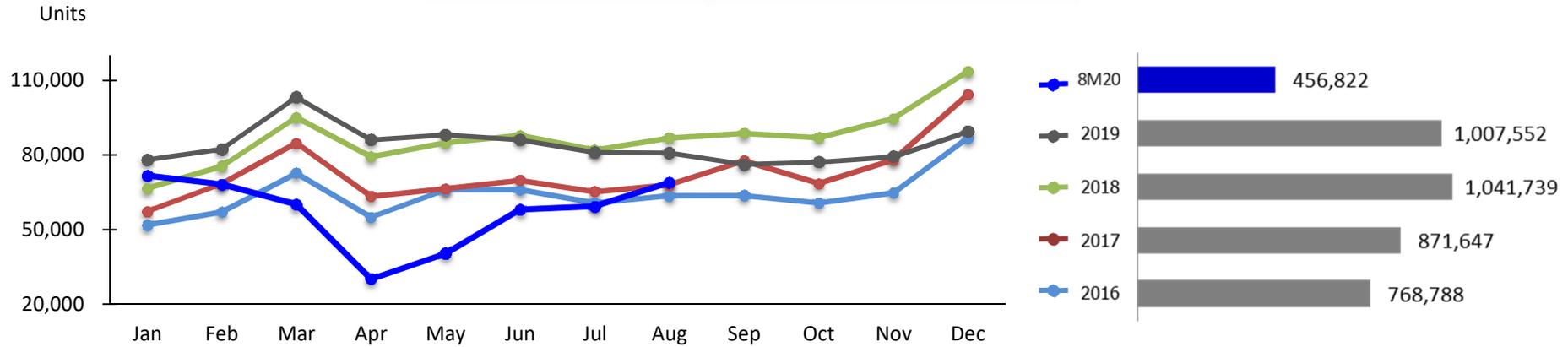
Somwang Branches



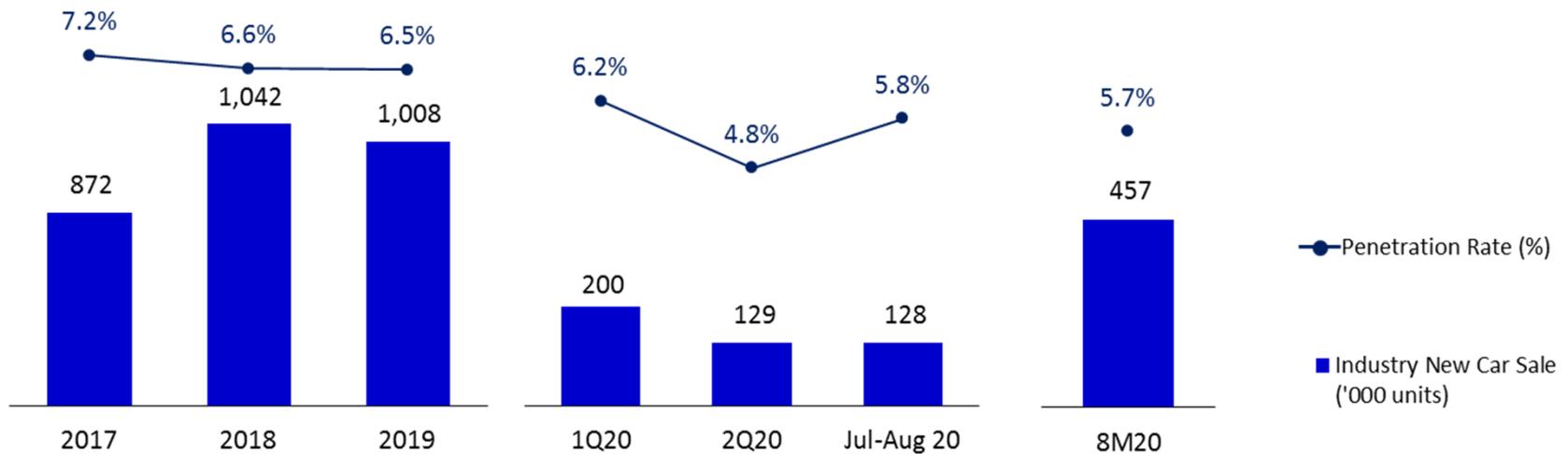
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

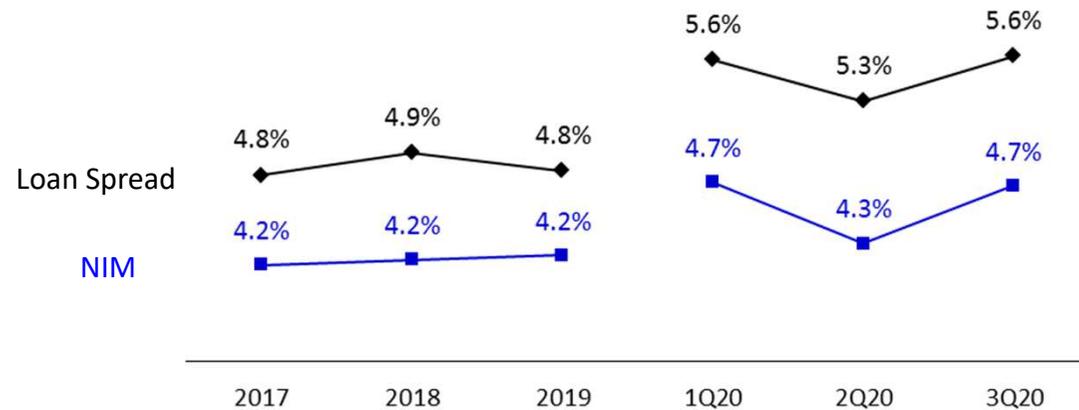
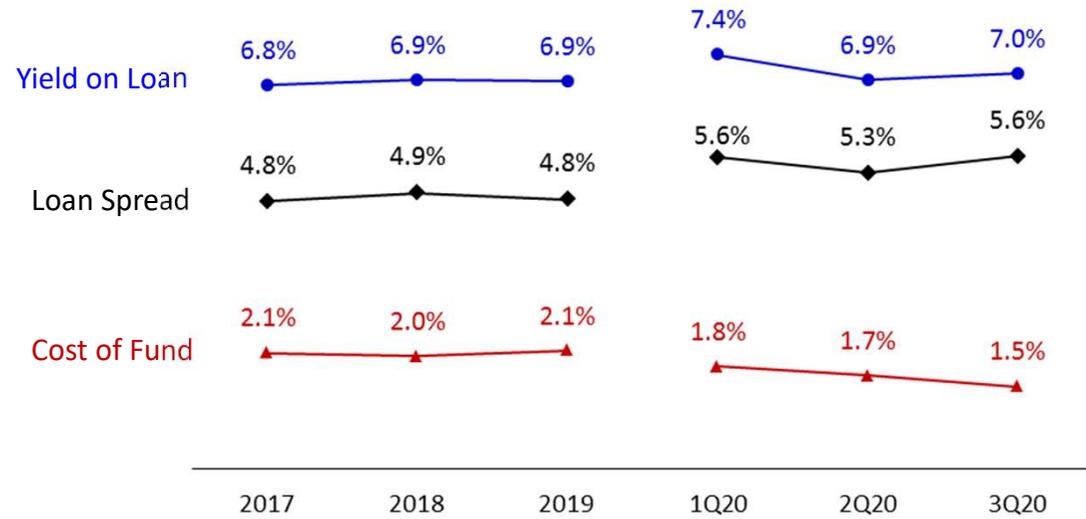
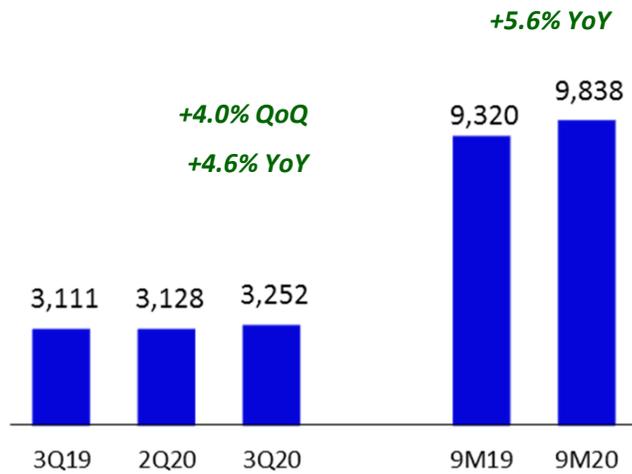


Interest Income & NIM



Net Interest Income

Unit: Million Baht

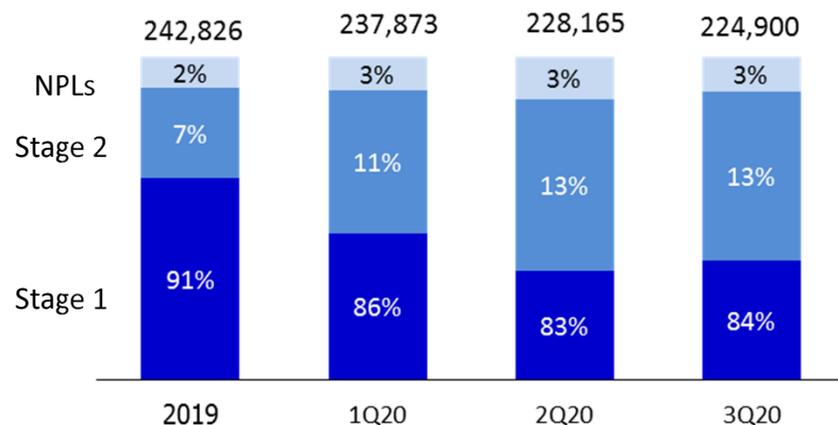


Asset Quality



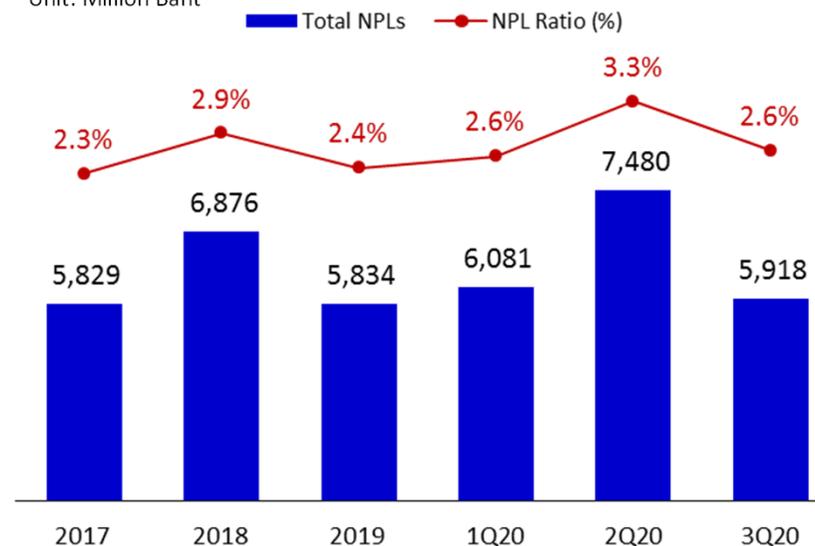
Loan Classification

Unit: Million Baht



Non-Performing Loans

Unit: Million Baht



NPLs by Loan Types

	2019		2Q20		3Q20	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	259	0.7	229	0.6	-	-
SME	158	1.2	147	1.7	118	1.5
Hire Purchase	3,249	2.4	4,540	3.5	3,575	2.8
Mortgage	1,316	7.7	967	6.3	996	6.8
Auto Cash	848	2.4	1,589	4.4	1,222	3.5
Others	4	0.2	9	0.4	6	0.3
Total NPLs	5,834	2.40	7,480	3.28	5,918	2.63

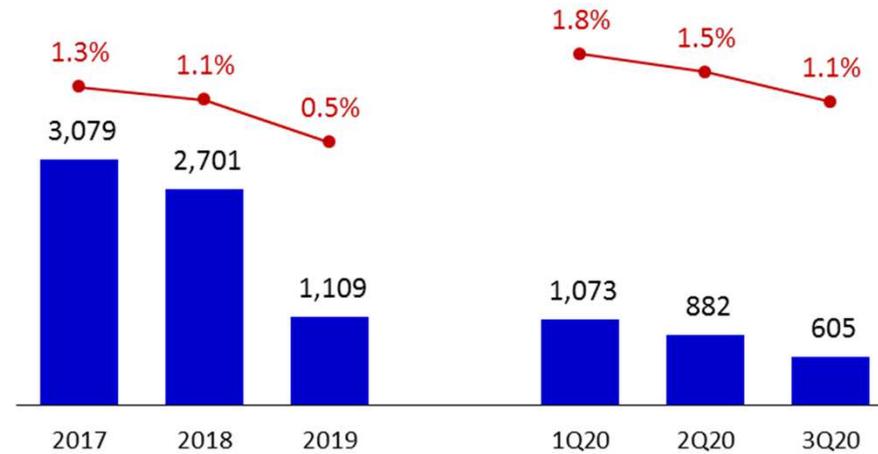
Expected Credit Loss



Expected Credit Loss

Unit: Million Baht

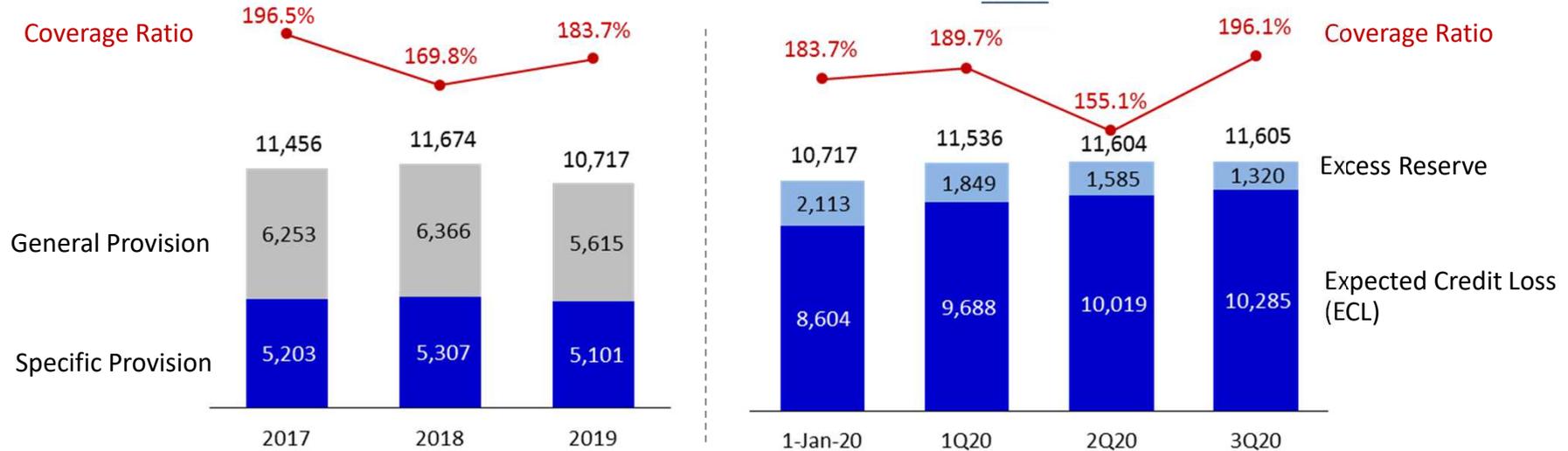
■ Provisions/ECL ● Credit Cost (%)



Allowance for ECL

Unit: Million Baht

TFRS 9



Funding

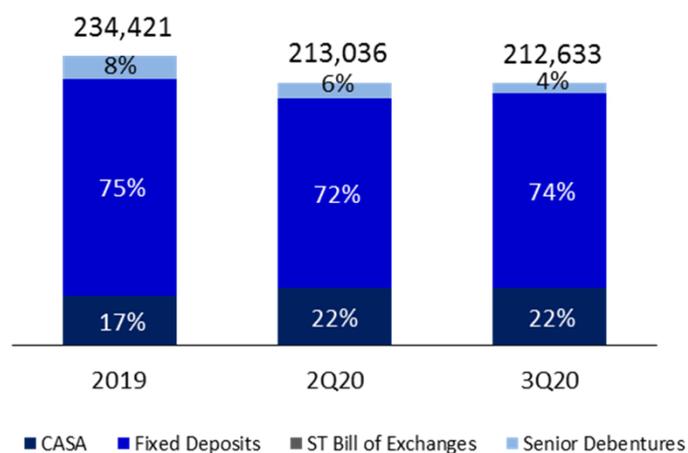


Total Funding

Unit: Million Baht

-0.2% QoQ

-9.3% YTD



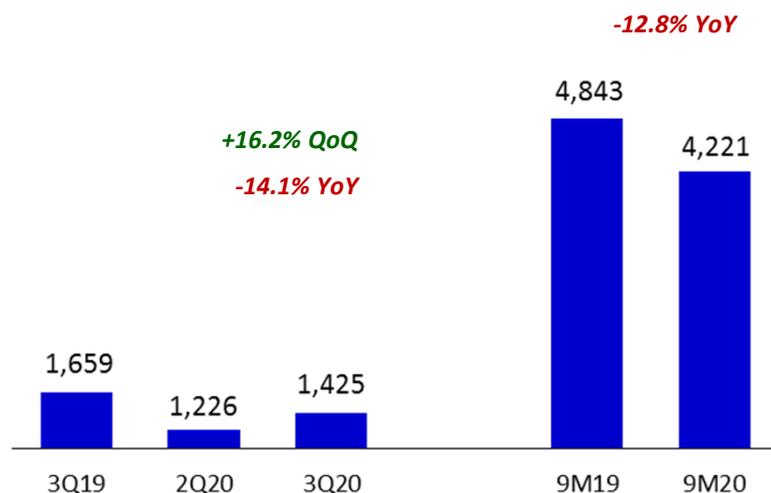
Unit : Million Baht	2019	2Q20	3Q20	% QoQ	% YTD
Current	2,638	2,762	2,580	(6.6)	(2.2)
Savings	37,802	43,690	44,138	1.0	16.8
Fixed Deposits	175,645	153,727	158,038	2.8	(10.0)
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	18,300	12,820	7,840	(38.8)	(57.2)
Total Deposits & Borrowings	234,421	213,036	212,633	(0.2)	(9.3)
Subordinated Debentures	6,680	6,370	6,370		
% LDR to Total Deposits & Borrowings	103.6	107.1	105.8		

Non-Interest Income



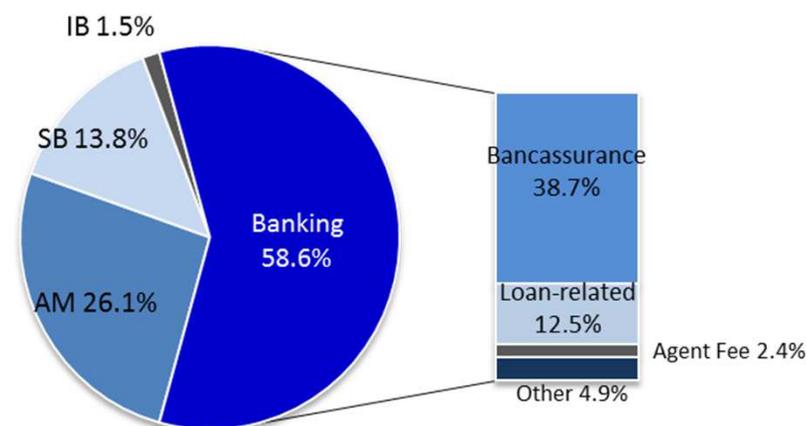
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data for 9M2020



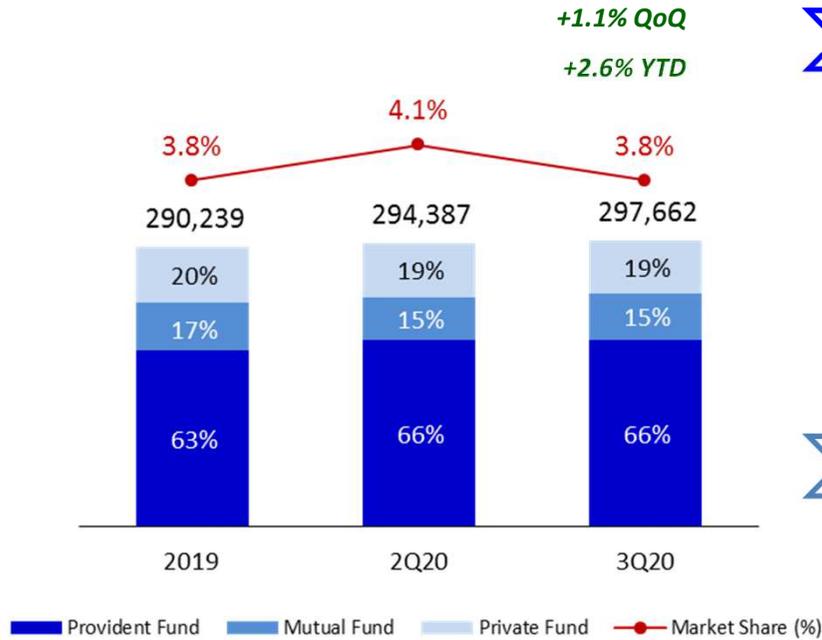
Unit : Million Baht	3Q19	2Q20	3Q20	% QoQ	% YoY	9M19	9M20	% YoY
Banking Fee	1,097	668	829	24.1	(24.5)	3,216	2,473	(23.1)
<i>Bancassurance Fee</i>	788	412	544	31.9	(31.0)	2,231	1,635	(26.7)
<i>Other Banking Fee</i>	310	256	285	11.5	(8.0)	985	838	(14.9)
Asset Management Basic Fee	355	341	388	13.6	9.1	1,041	1,103	6.0
Brokerage Fee	201	213	155	(27.2)	(23.2)	567	583	2.9
Investment Banking Fee	5	4	54	1,127.0	970.1	20	62	218.5
Non-Interest Income from Core Businesses	1,659	1,226	1,425	16.2	(14.1)	4,843	4,221	(12.8)
Trading Income & Incentive	14	66	64	(3.2)	363.1	(14)	46	(416.1)
Share of Profit from Investment in Subsidiaries	26	17	(2)	(111.1)	(107.4)	(6)	31	n.a.
Dividend Income	23	3	20	622.1	(12.2)	63	54	(14.1)
Total Non-Interest Income	1,722	1,312	1,507	14.9	(12.5)	4,886	4,352	(10.9)

Asset Management Business



TISCO Asset Under Management

Unit: Million Baht



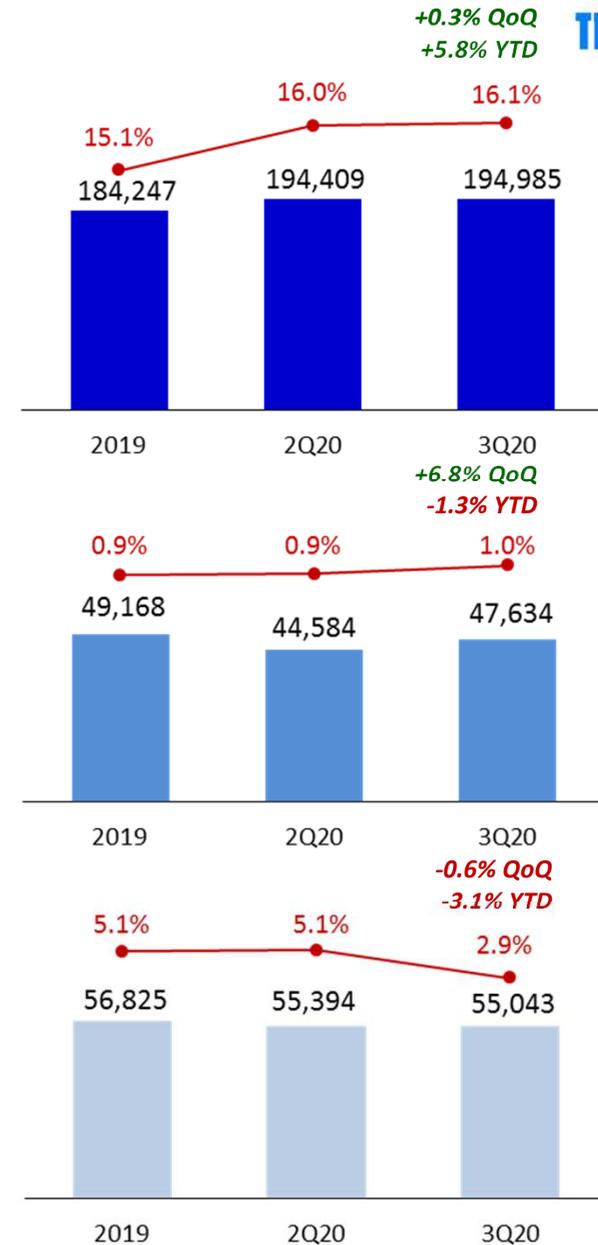
Rank #8

*Remark: Market Share and Rankings as of August 2020

Rank #1
Provident Fund

Rank #13
Mutual Fund

Rank #5
Private Fund

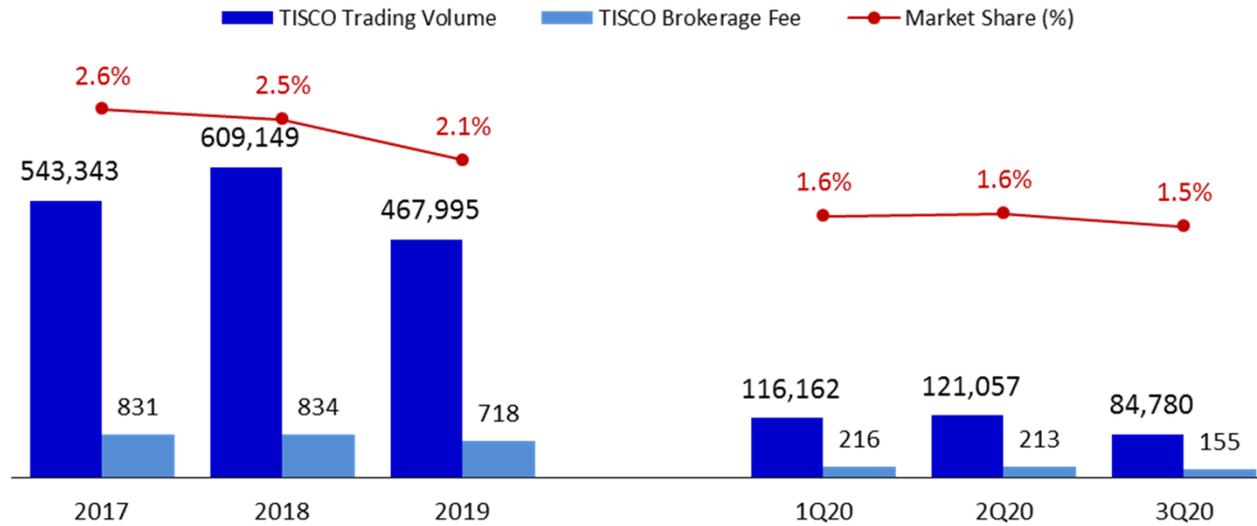


Brokerage Business

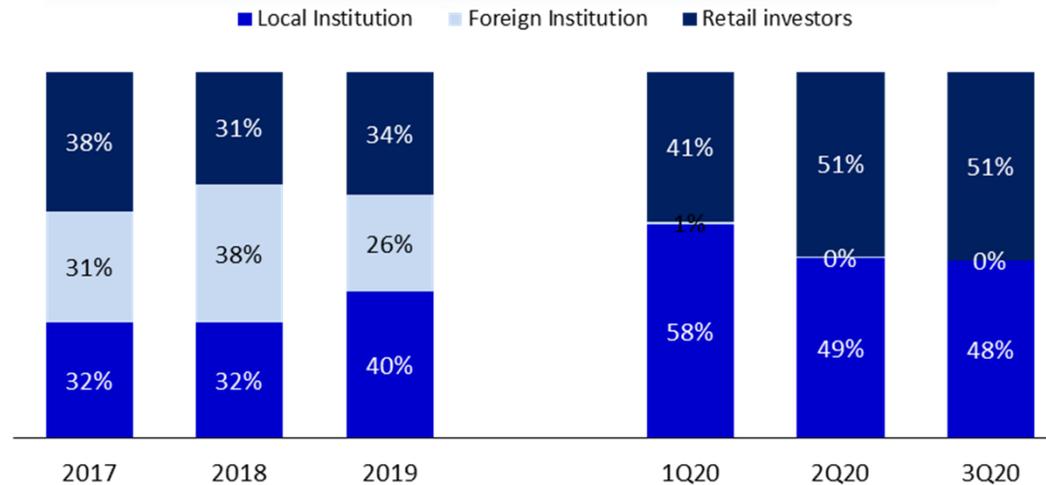


TISCO Trading Volume & Market Share

Unit: Million Baht



TISCO Trading Volume by Customers

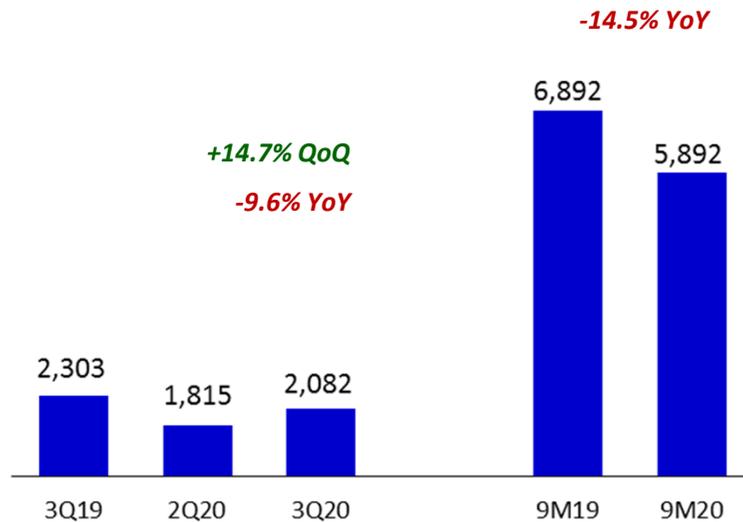


Operating Expenses

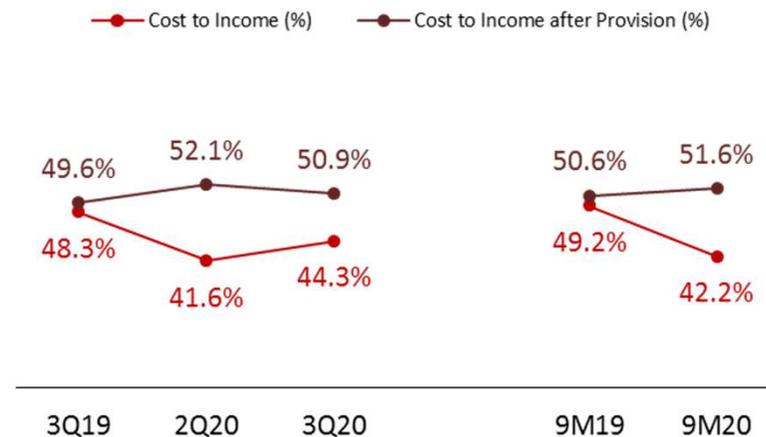


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



Unit : Million Baht	3Q19	2Q20	3Q20	% QoQ	% YoY	9M19	9M20	% YoY
Employees' Expenses	1,579	1,153	1,409	22.1	(10.8)	4,785	3,901	(18.5)
Premises & Equipment Expenses	333	322	314	(2.6)	(5.7)	969	957	(1.2)
Taxes & Duties	74	69	66	(4.9)	(11.2)	221	213	(3.7)
Other Expenses	317	271	294	8.7	(7.2)	917	821	(10.5)
Total Operating Expenses	2,303	1,815	2,082	14.7	(9.6)	6,892	5,892	(14.5)

Capital Adequacy



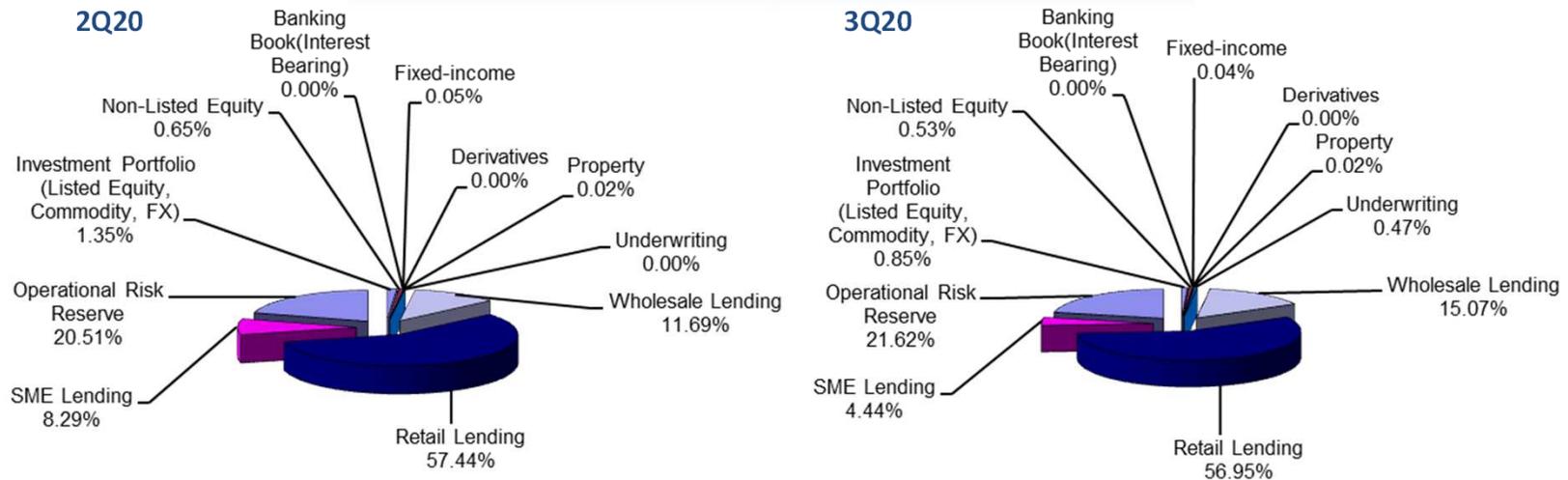
Capital Adequacy Ratio of TISCO Bank

Unit: Million Baht



*Remark: Projected figures

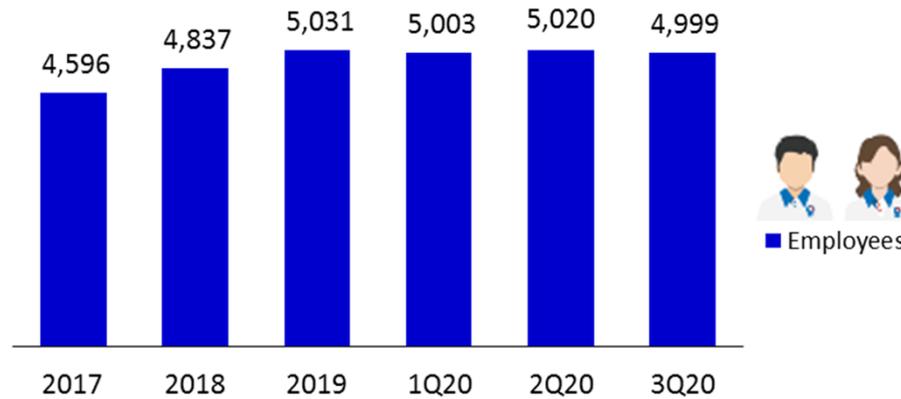
Risk-Based Capital Exposure



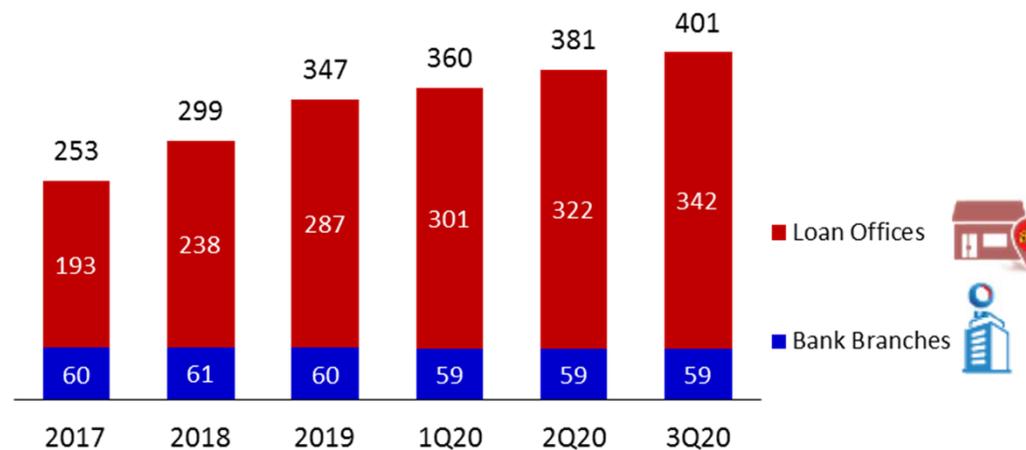
Employees and Branch Network



Total Employees



Total Branch Network



Investor Relations



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