



TISCO Financial Group Public Co., Ltd.

Analyst Meeting FY2022

January 16, 2023

Consolidated Income Statements



Unit : Million Baht	4Q21	3Q22	4Q22	% QoQ	% YoY	2020	2021	2022	% YoY
Interest Income	3,617	3,755	3,977	5.9	9.9	16,757	14,792	14,904	0.8
Interest Expenses	(510)	(533)	(633)	18.7	24.1	(3,659)	(2,332)	(2,171)	(6.9)
Net Interest Income	3,108	3,221	3,344	3.8	7.6	13,098	12,460	12,734	2.2
Fee & Service Income	1,827	1,370	1,481	8.1	(18.9)	5,512	6,130	5,535	(9.7)
Fee & Service Expenses	(107)	(103)	(113)	9.7	5.4	(366)	(515)	(453)	(12.0)
Other Operating Income	14	(10)	166	n.a.	1,070.0	660	761	526	(30.9)
Total Non-Interest Income	1,735	1,257	1,535	22.1	(11.5)	5,806	6,376	5,607	(12.1)
Total Income	4,842	4,478	4,879	9.0	0.8	18,904	18,836	18,341	(2.6)
Operating Expenses	(2,176)	(2,153)	(2,253)	4.6	3.5	(8,012)	(8,279)	(8,630)	4.2
PPOP	2,666	2,325	2,627	13.0	(1.5)	10,892	10,557	9,711	(8.0)
ECL	(412)	(119)	(379)	219.3	(8.0)	(3,331)	(2,064)	(723)	(65.0)
Pre-tax Profit	2,255	2,206	2,248	1.9	(0.3)	7,562	8,493	8,988	5.8
Income Tax	(460)	(433)	(443)	2.5	(3.6)	(1,498)	(1,708)	(1,766)	3.4
Net Profit	1,795	1,773	1,804	1.7	0.5	6,063	6,785	7,222	6.4
EPS (Baht)	2.24	2.21	2.25			7.57	8.47	9.02	
ROAE (%)	17.8	17.7	17.2			15.4	16.8	17.2	

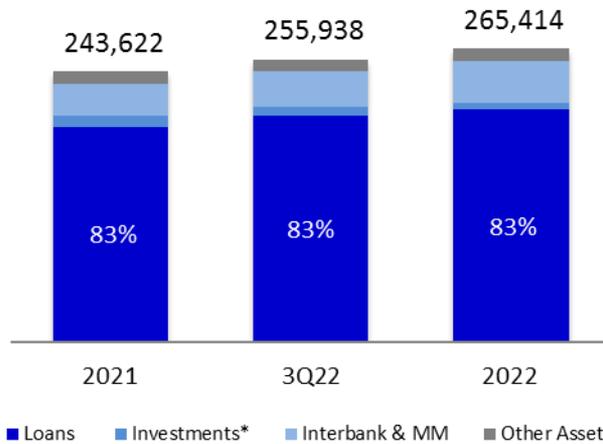
Assets and Liabilities



Assets

Unit: Million Baht

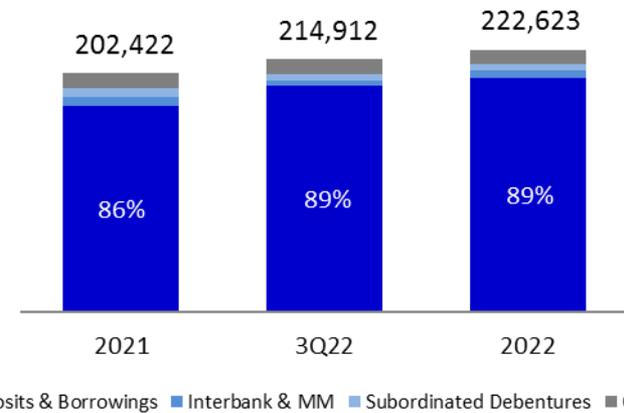
+3.7% +8.9%
QoQ YoY



Liabilities

Unit: Million Baht

+3.6% +10.0%
QoQ YoY



Unit : Million Baht	2021	3Q22	2022	% QoQ	% YoY
Loans	202,950	213,188	219,004	2.7	7.9
Allowance	(11,740)	(11,015)	(11,845)	7.5	0.9
Investments*	10,124	8,322	6,162	(26.0)	(39.1)
Interbank & MM	30,489	34,337	40,272	17.3	32.1
Other Assets	11,799	11,106	11,820	6.4	0.2
Total Assets	243,622	255,938	265,414	3.7	8.9

Unit : Million Baht	2021	3Q22	2022	% QoQ	% YoY
Deposits & Borrowings	174,864	192,037	198,983	3.6	13.8
Interbank & MM	8,081	4,458	6,195	39.0	(23.3)
Subordinated Debentures	6,640	5,640	5,040	(10.6)	(24.1)
Other Liabilities	12,837	12,778	12,405	(2.9)	(3.4)
Total Liabilities	202,422	214,912	222,623	3.6	10.0
Retained Earnings	30,344	30,175	31,932	5.8	5.2
Total Equities	41,200	41,026	42,791	4.3	3.9

*Investments included Financial Assets measured at FV to PL

Loan Portfolios

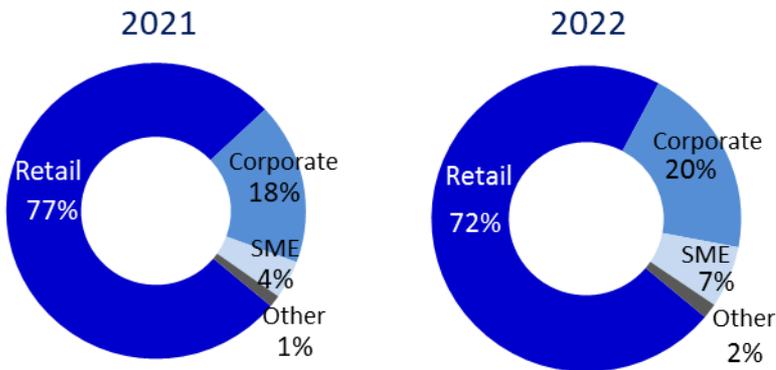


Total Loans

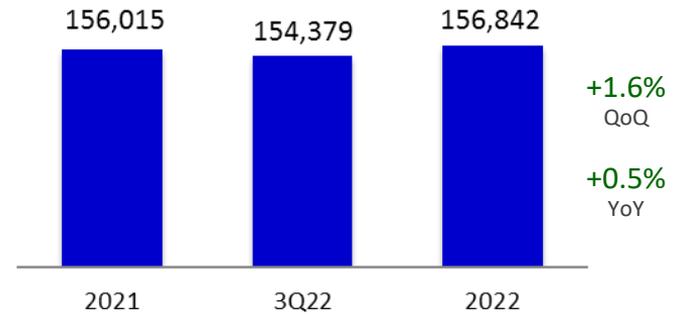
Unit: Million Baht



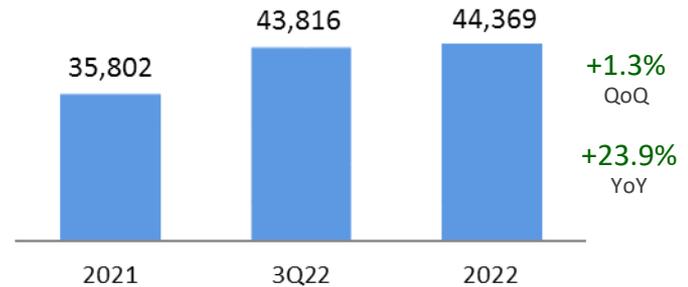
Loans by sectors



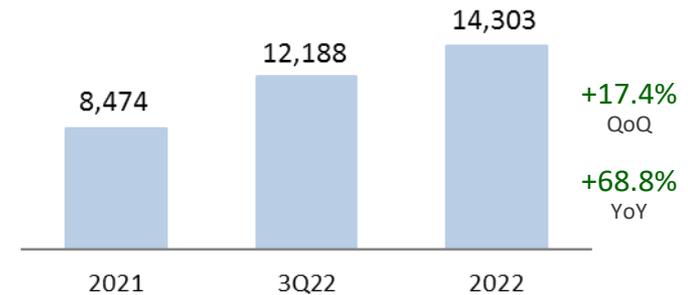
Retail Loans



Corporate Loans



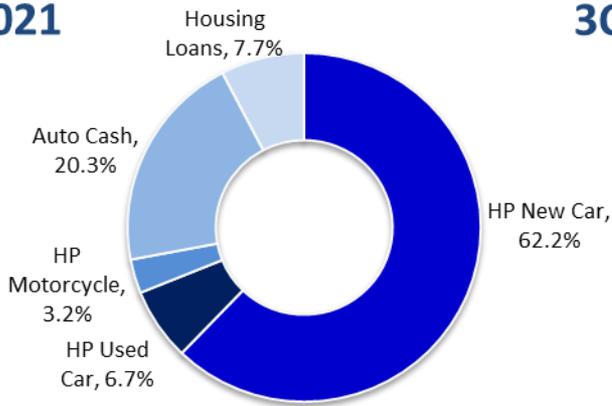
SME Loans



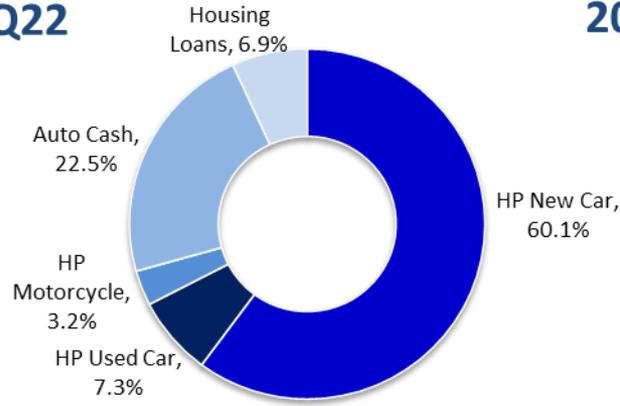
Retail Loan Portfolio Breakdown



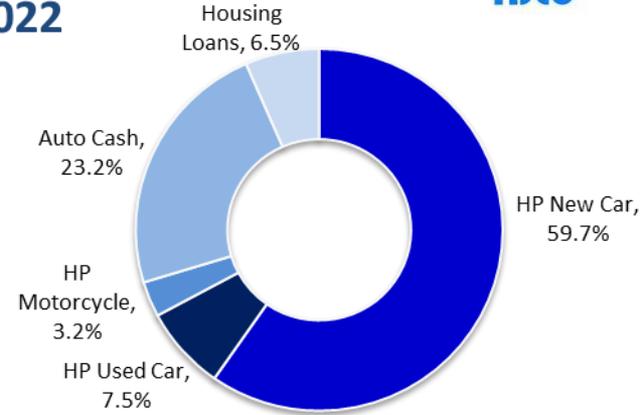
2021



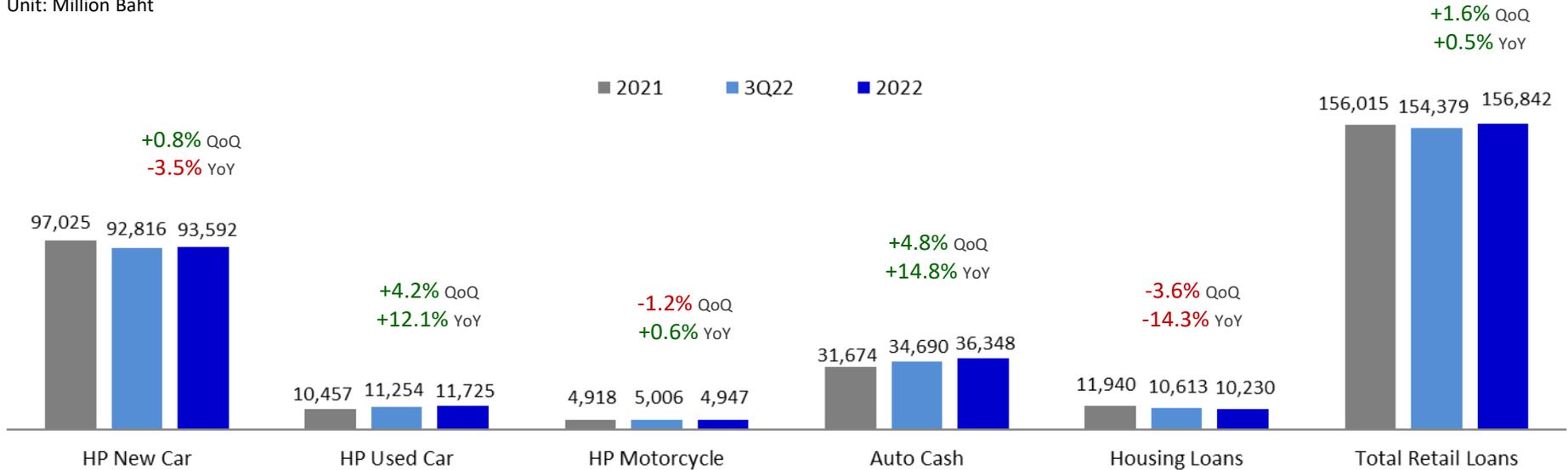
3Q22



2022



Unit: Million Baht

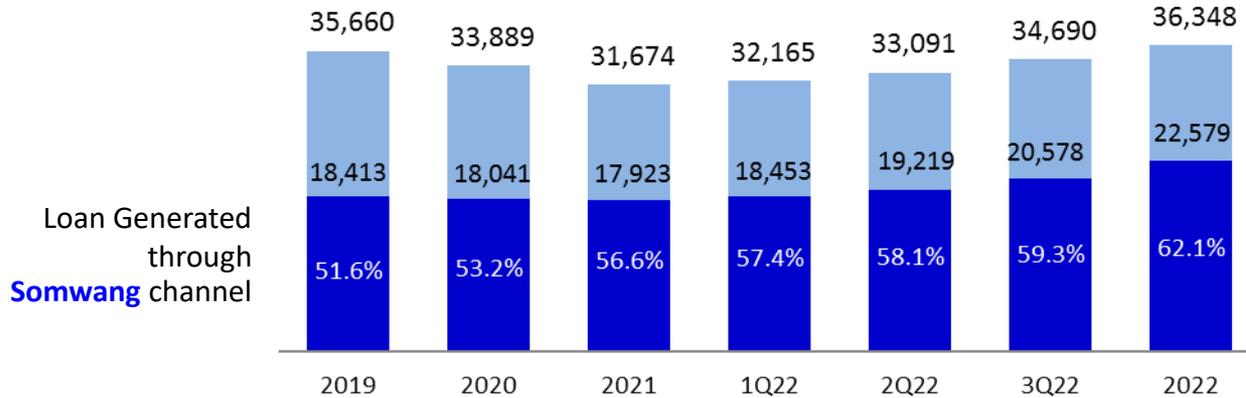


TISCO Auto Cash



Auto Cash Loans

Unit: Million Baht



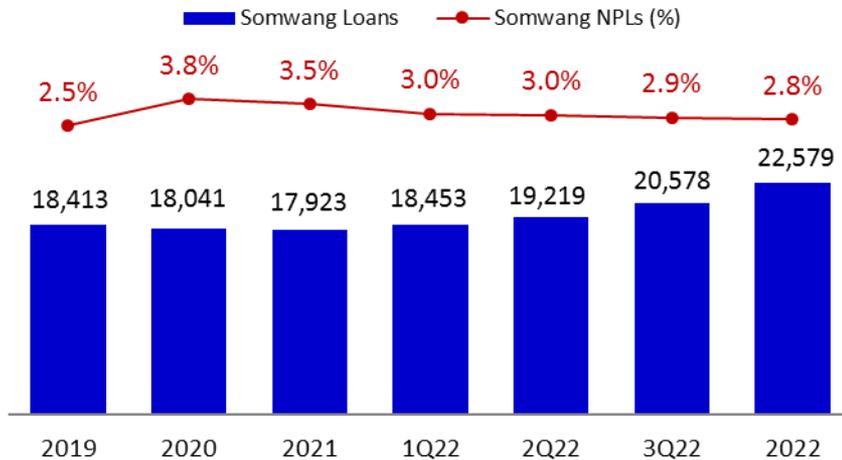
Auto Cash +4.8% QoQ +14.8% YoY

Somwang +9.7% QoQ +26.0% YoY



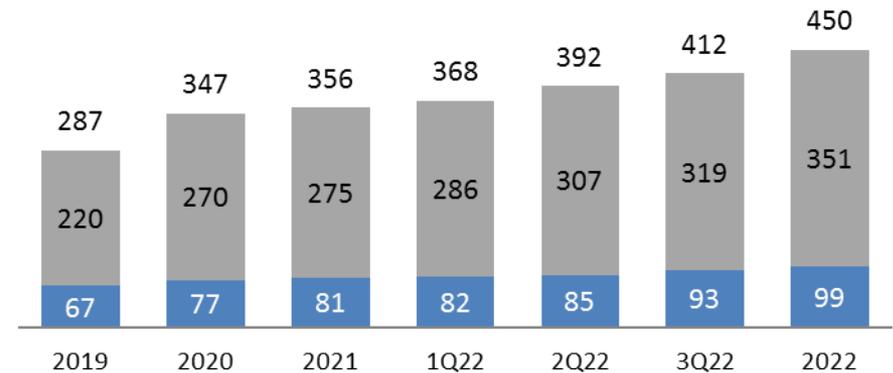
Somwang Loans vs NPLs

Unit: Million Baht



Somwang Branches

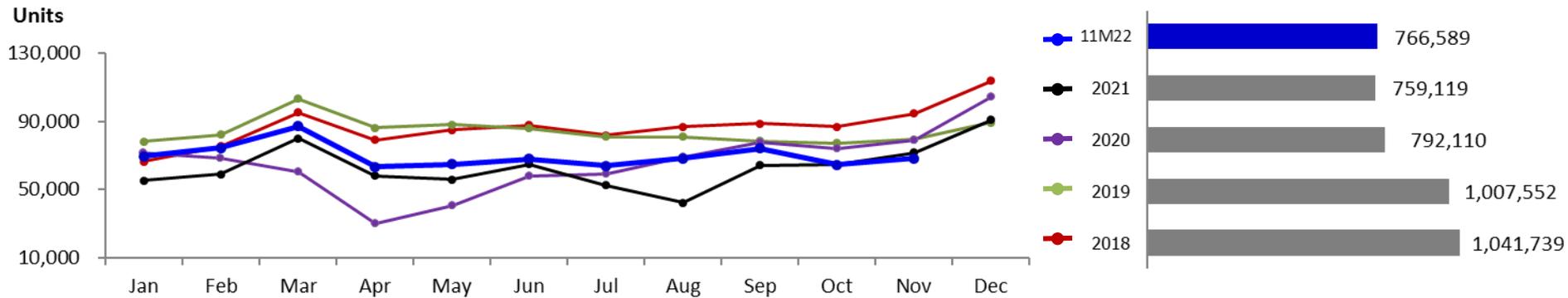
■ BKK and vicinity ■ Provincial area



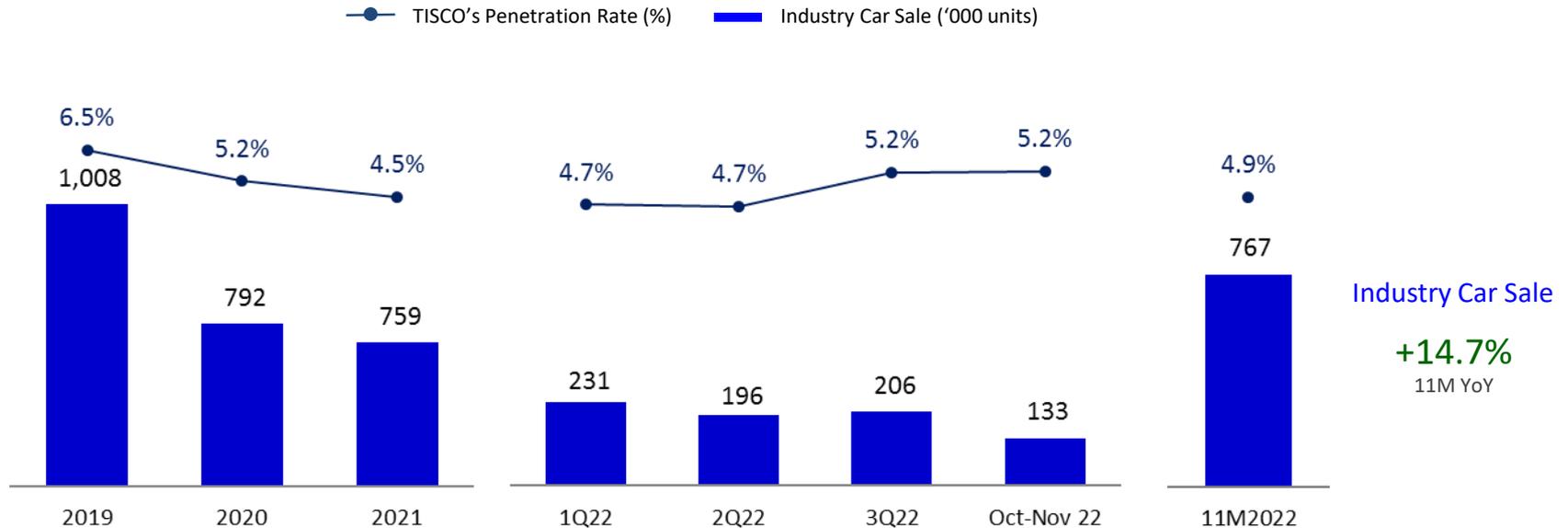
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

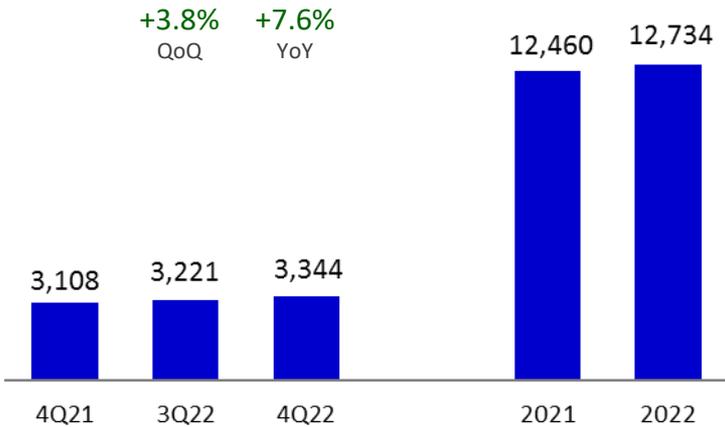


Interest Income & NIM



Net Interest Income

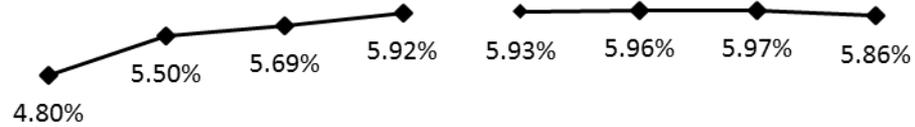
Unit: Million Baht



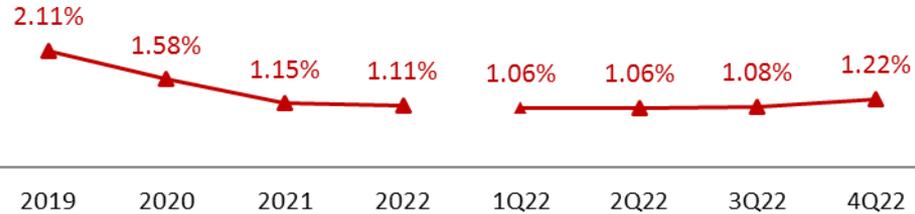
Yield on Loans



Loan Spread



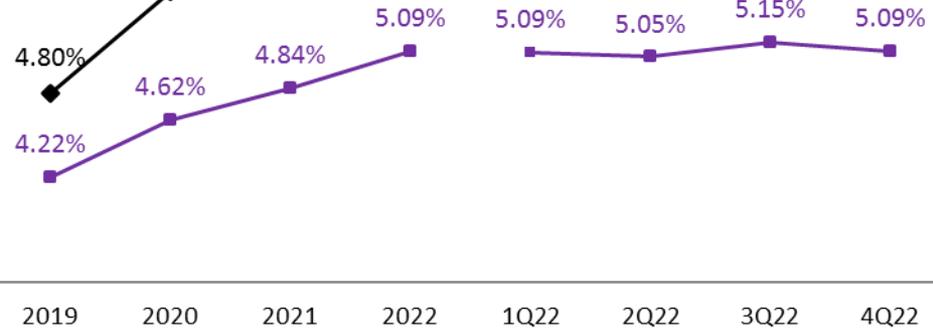
Cost of Funds



Loan Spread



NIM

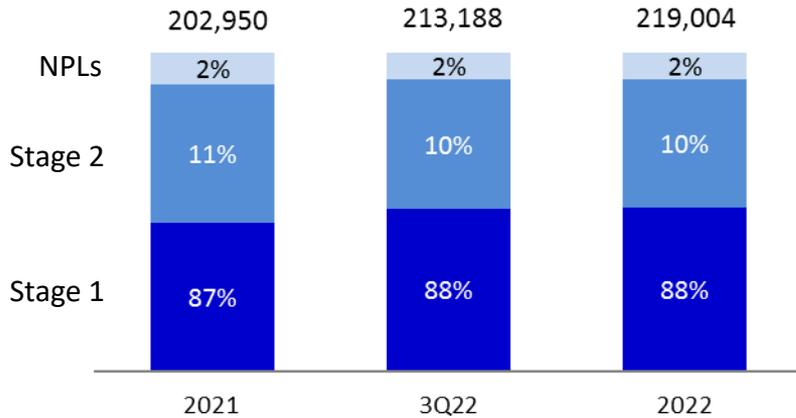


Asset Quality



Loan Classification

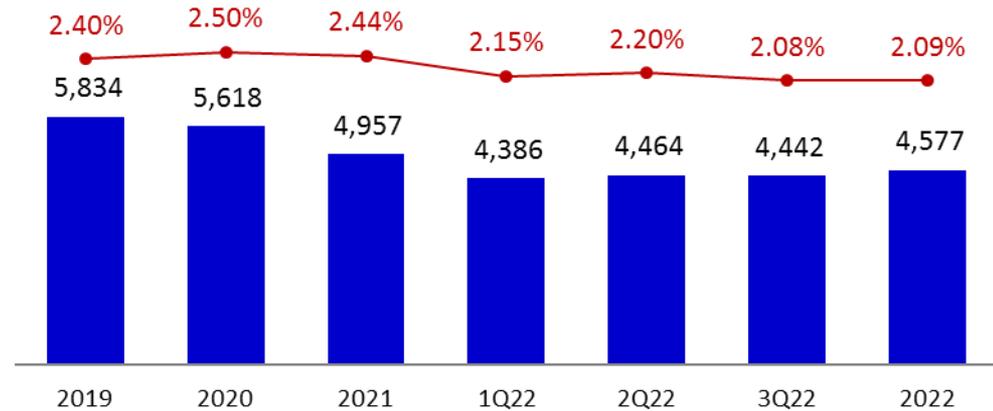
Unit: Million Baht



Non-Performing Loans

Unit: Million Baht

■ Total NPLs —● NPL Ratio (%)



NPLs by Loan Types

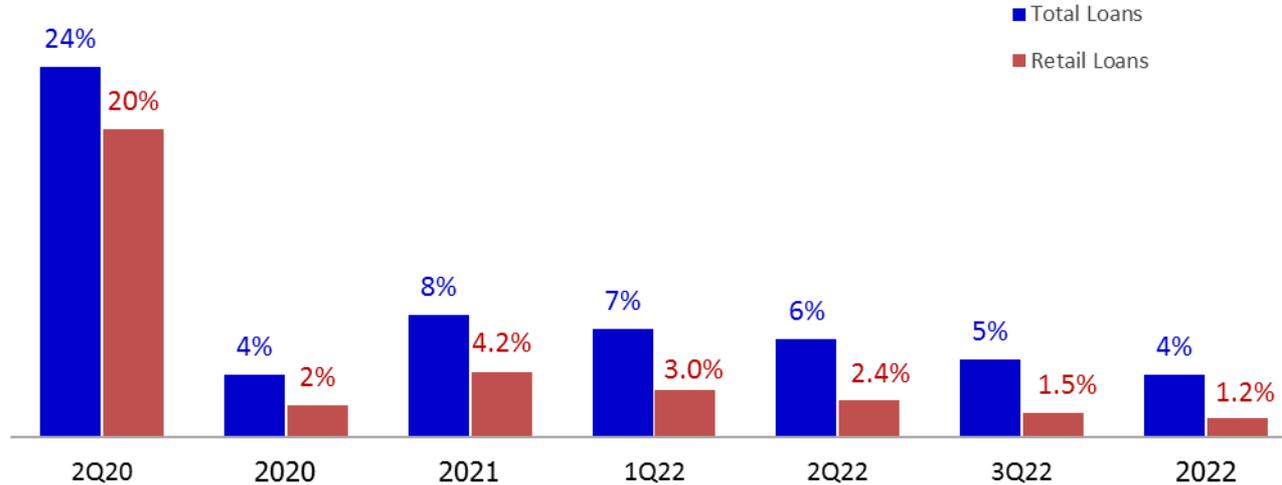
	2021		3Q22		2022	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	19	0.1	-	-	-	-
SME	66	0.8	100	0.8	87	0.6
Hire Purchase	2,682	2.4	2,413	2.2	2,606	2.4
Mortgage	1,015	8.5	922	8.7	840	8.2
Auto Cash	1,173	3.7	1,003	2.9	1,040	2.9
Others	2	0.1	3	0.1	3	0.1
Total NPLs	4,957	2.44	4,442	2.08	4,577	2.09

Debt Relief Programs



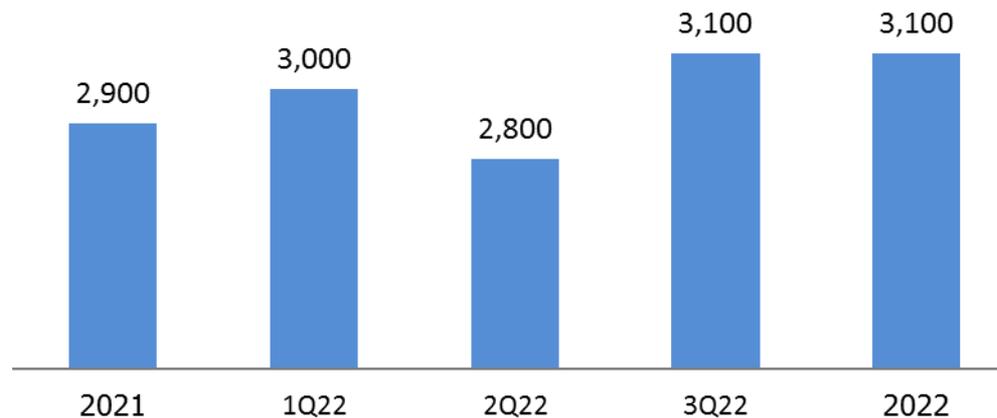
Outstanding Loans under Debt Relief Programs at the end of December 2022

% to total loans

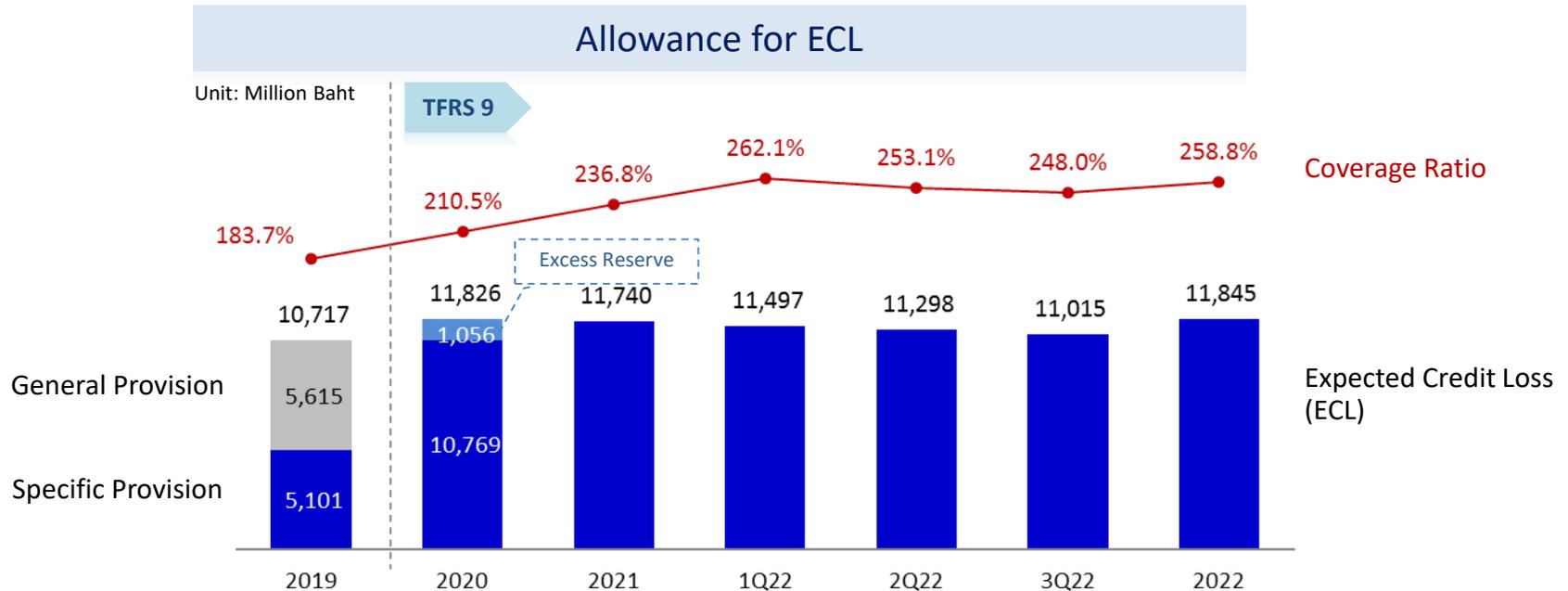
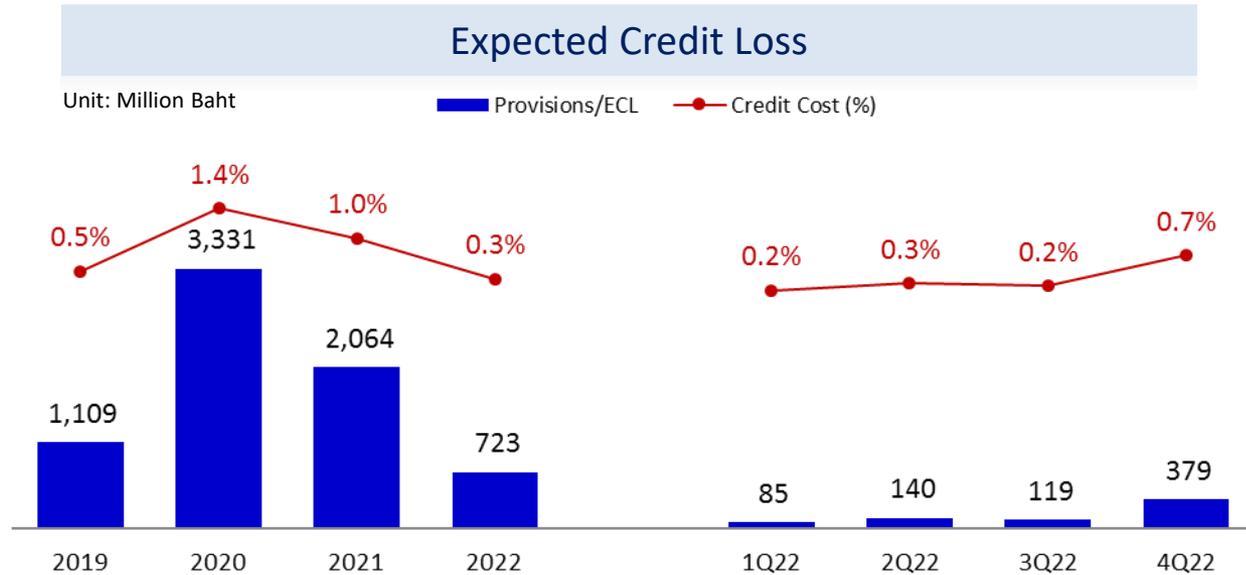


Outstanding Soft Loans for SME

Unit: Million Baht



Expected Credit Loss



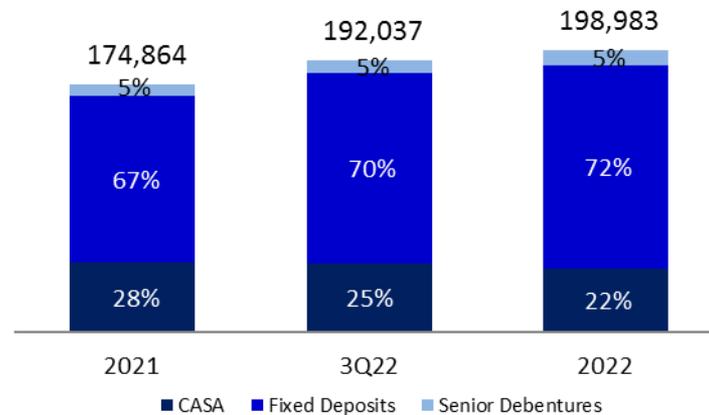
Funding



Total Funding

Unit: Million Baht

+3.6% QoQ
+13.8% YoY



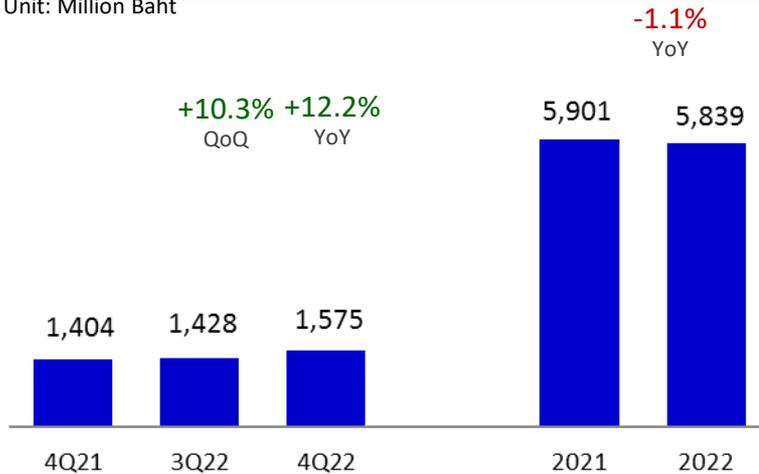
Unit : Million Baht	2021	3Q22	2022	% QoQ	% YoY
Current	2,162	2,255	1,821	(19.2)	(15.8)
Savings	46,932	46,207	42,930	(7.1)	(8.5)
Fixed Deposits	117,448	134,078	143,515	7.0	22.2
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	8,285	9,460	10,680	12.9	28.9
Total Deposits & Borrowings	174,864	192,037	198,983	3.6	13.8
Subordinated Debentures	6,640	5,640	5,040		
% LDR to Total Deposits & Borrowings	116.1	111.0	110.1		

Non-Interest Income



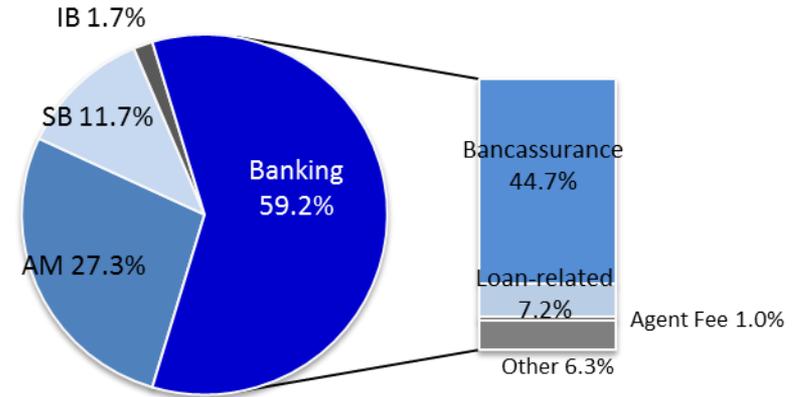
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data as of FY2022



Unit : Million Baht	4Q21	3Q22	4Q22	% QoQ	% YoY	2021	2022	% YoY
Banking Fee	824	862	975	13.2	18.3	3,049	3,458	13.4
<i>Bancassurance Fee</i>	615	664	745	12.1	21.1	2,105	2,609	24.0
<i>Other Banking Fee</i>	209	197	230	16.7	10.2	944	850	(10.0)
Asset Management Basic Fee	363	398	386	(3.1)	6.2	1,890	1,595	(15.6)
Brokerage Fee	192	166	144	(12.8)	(24.7)	849	685	(19.2)
Investment Banking Fee	24	2	70	2,964.3	186.8	114	100	(12.5)
Non-Interest Income from Core Businesses	1,404	1,428	1,575	10.3	12.2	5,901	5,839	(1.1)
Gain (Loss) on Financial Instruments	(54)	(107)	54	n.a.	n.a.	410	89	(78.2)
Share of Profit from Subsidiaries	(3)	13	14	11.6	n.a.	7	55	668.8
Dividend Income	4	26	-	(100.0)	(100.0)	70	73	4.8
AM Performance Fee	490	(0)	3	n.a.	(99.3)	503	4	(99.3)
Total Non-Interest Income	1,841	1,359	1,647	21.2	(10.5)	6,891	6,060	(12.1)

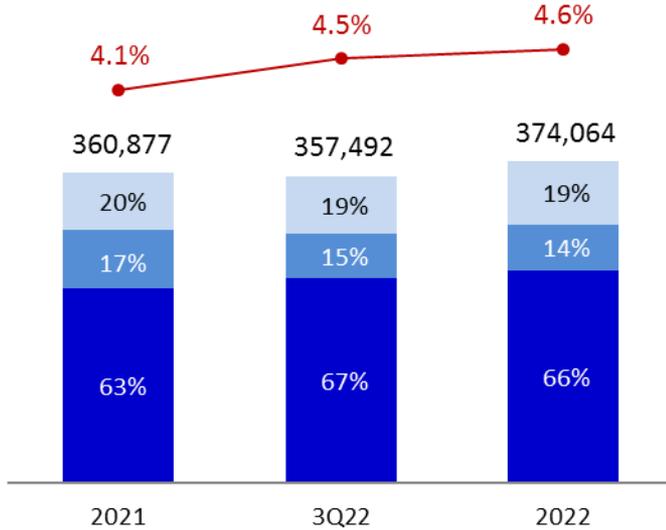
Asset Management Business



Assets Under Management

Unit: Million Baht

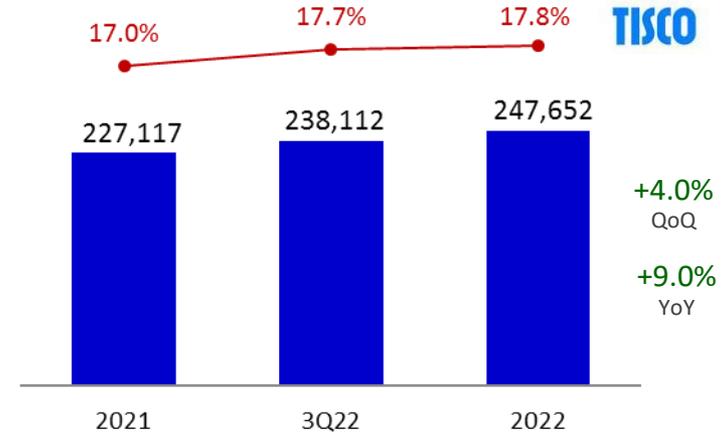
+4.6% QoQ
+3.7% YoY



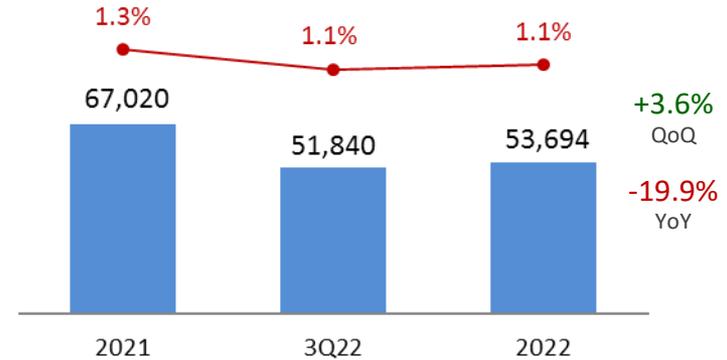
■ Provident Fund ■ Mutual Fund ■ Private Fund ● Market Share (%)

Rank #9

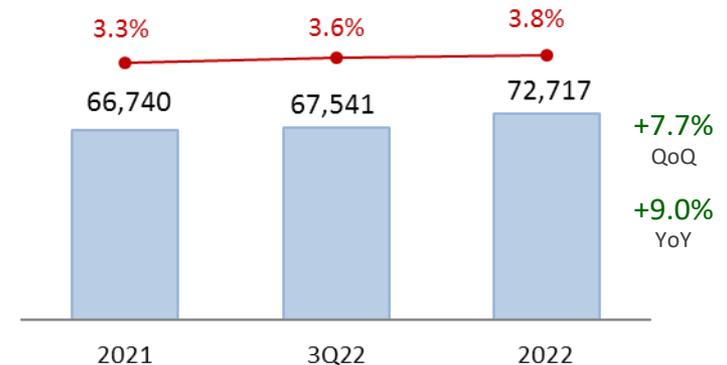
Rank #1 Provident Fund



Rank #13 Mutual Fund



Rank #5 Private Fund



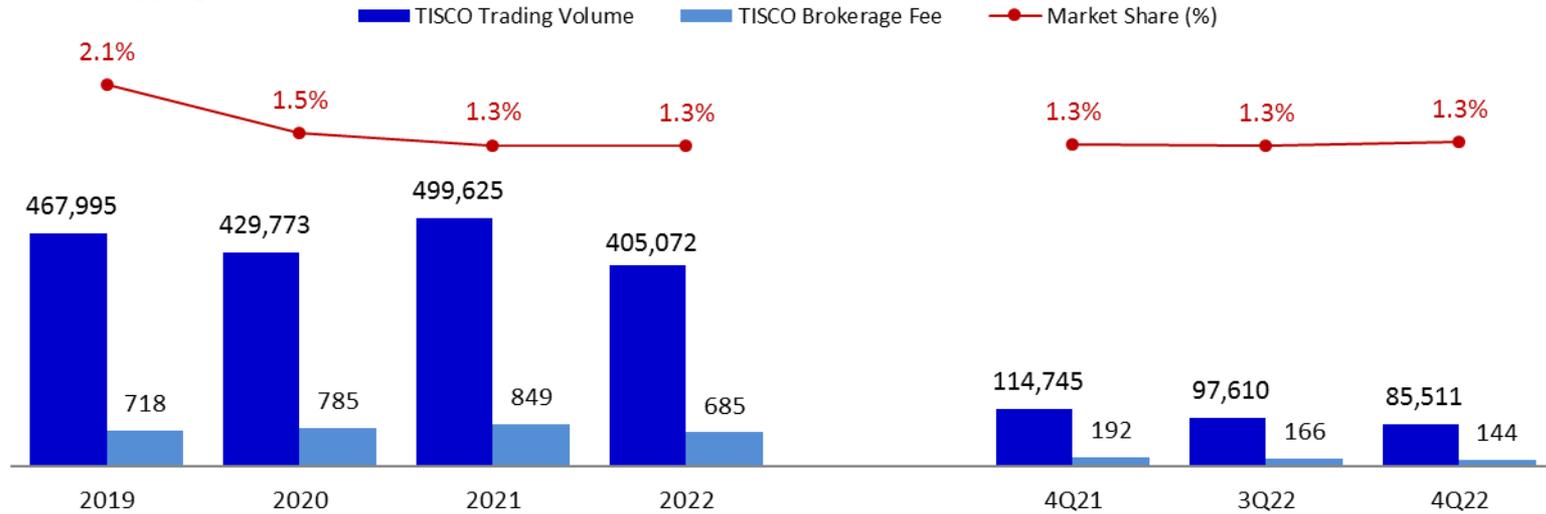
*Remark: Market Share and Rankings as of November 2022

Brokerage Business

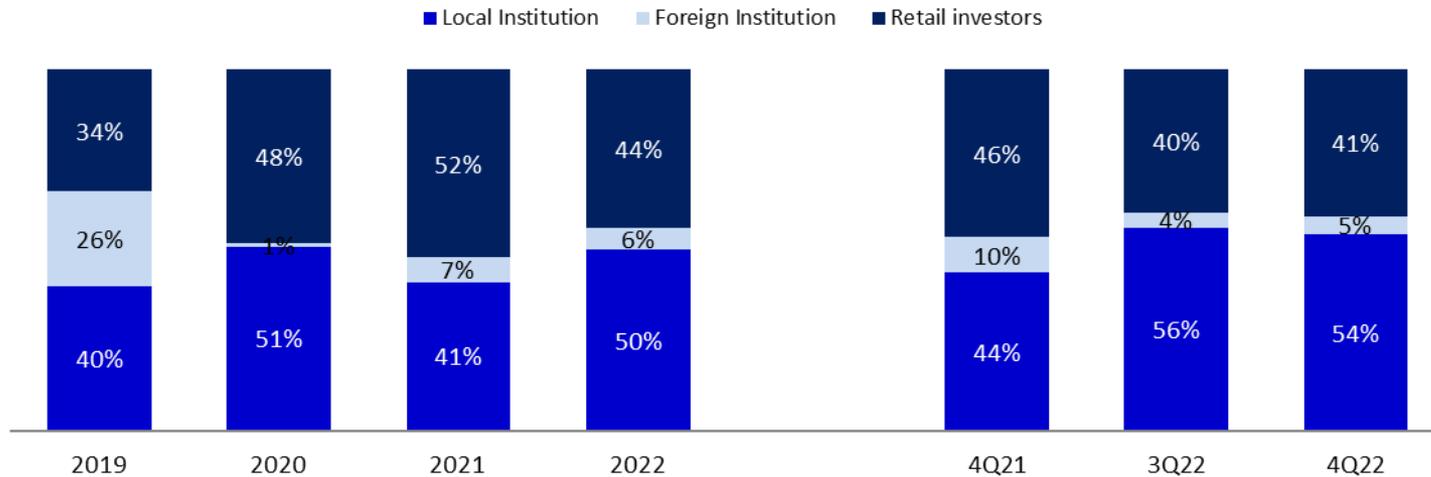


TISCO Trading Volume & Market Share

Unit: Million Baht



Trading Volume by Customers

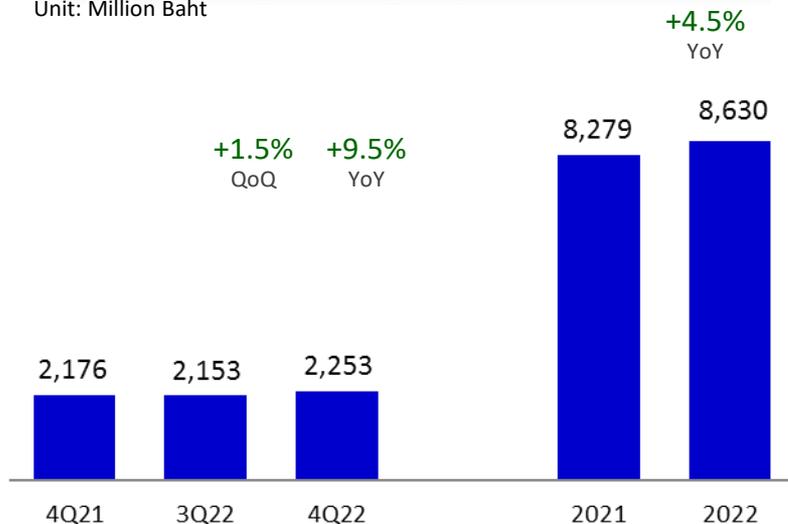


Operating Expenses

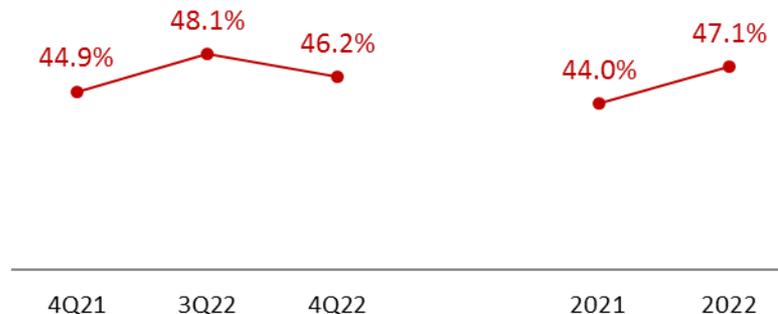


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



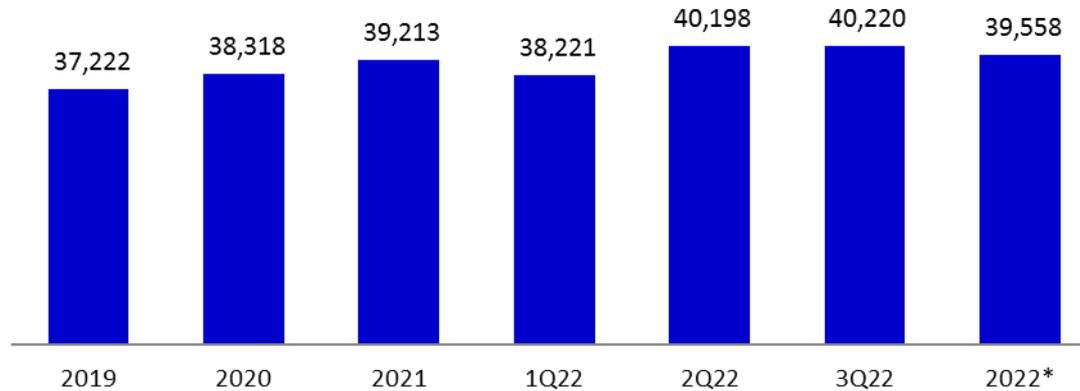
Unit : Million Baht	4Q21	3Q22	4Q22	% QoQ	% YoY	2021	2022	% YoY
Employee Expenses	1,504	1,511	1,548	2.4	2.9	5,727	6,107	6.6
Premises & Equipment Expenses	338	345	357	3.4	5.6	1,339	1,365	2.0
Taxes & Duties	59	64	74	15.5	25.6	243	260	7.1
Other Expenses	276	233	274	17.6	(0.7)	970	897	(7.5)
Total Operating Expenses	2,176	2,153	2,253	4.6	3.5	8,279	8,630	4.2

Capital Adequacy

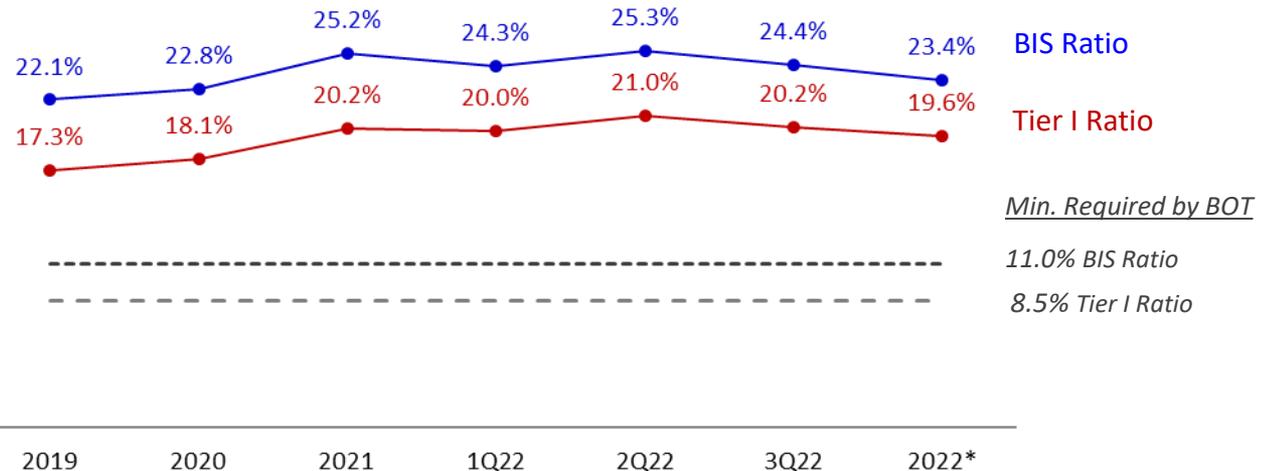


Capital Base of TISCO Bank

Unit: Million Baht



Capital Adequacy Ratio

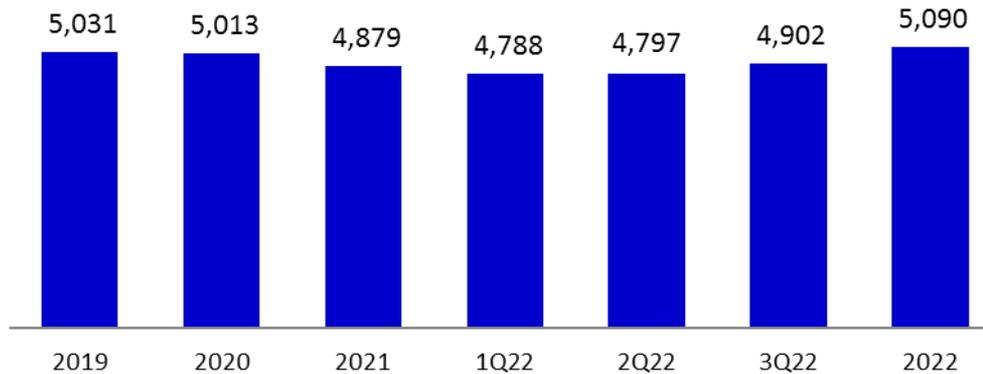


*Remark: Projected figures

Employees and Branch Network

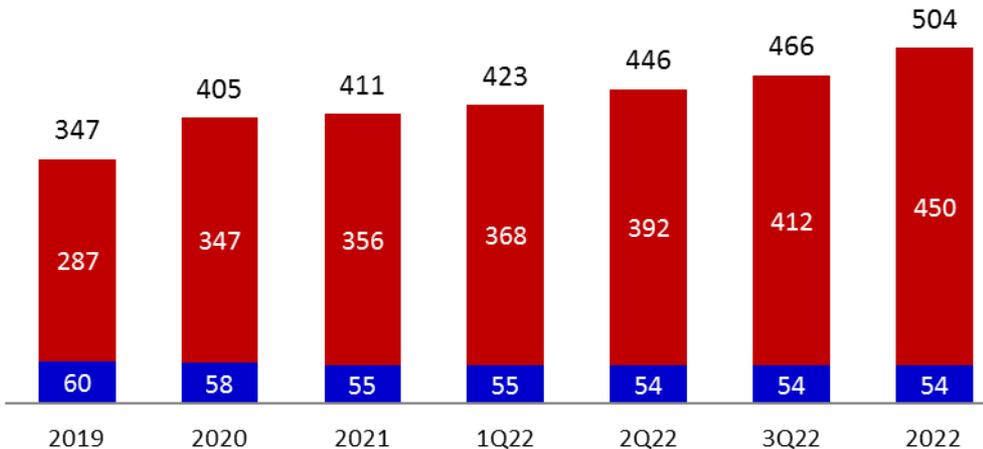


Total Employees



Number of Employees

Total Branch Network



Somwang Loan Offices



Bank Branches



TISCO Business Strategy 2023



Reviving Loan Growth

Focus on growth in secured loans that TISCO has expertise in, along with prudent risk control.



Boost Fee Income

Boost fee-based income and expand client base in capital market, wealth management and bancassurance businesses with product varieties and 'Holistic Advisory' services



Improve Competitiveness

Enhance digital platform and utilize new innovation to increase business opportunities and provide services that respond to customers' needs in the digital era



Drive Sustainability

Be a reliable financial institution with good corporate governance, with the integration of ESG concepts into all business activities to build trusts with all stakeholders

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