

TISCO

TISCO Financial Group Public Co., Ltd.

For the First Quarter of 2021

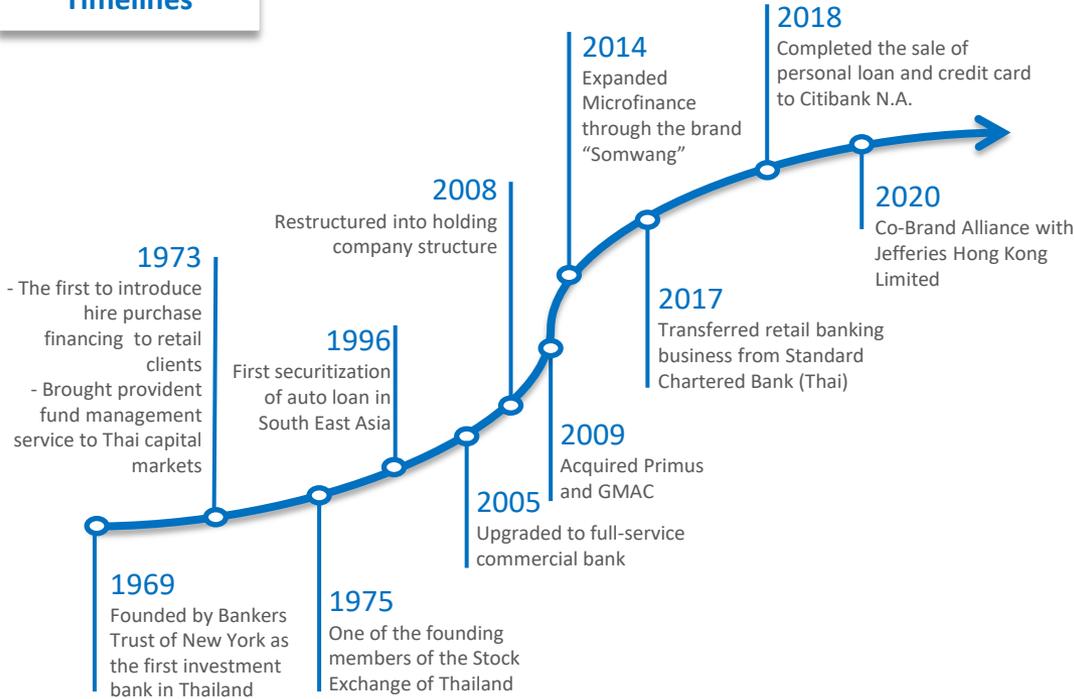


TISCO Overview

Company Profile



Timelines



Business Model

"Selective Focus"
Universal Bank

CG Scoring



Excellent

Credit Rating

A- (Stable)

Key Metrics

Unit: Million Baht

	2020	1Q2021
Total Assets	275,443	268,705
Total Loans	224,812	220,757
Total Funding Deposits	209,679	201,408
Capital Ratio (BIS %)	22.8	23.1
Market Capitalization	70,857	77,863

Recent Recognitions



Best Company of the Year Award 2020

from Money & Banking Awards

Best Company Performance

from SET Awards 2018-2019

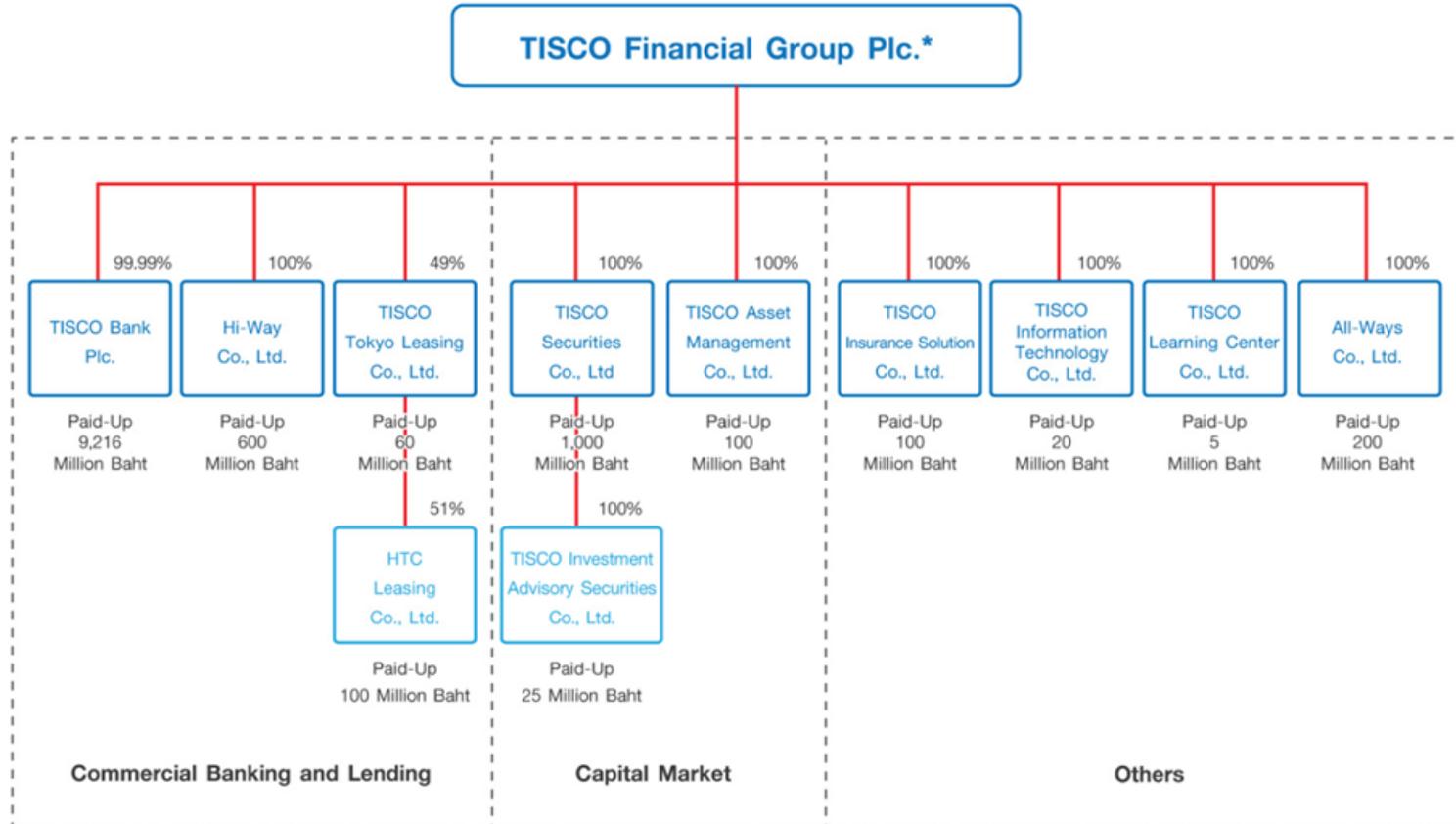
Thailand Sustainability Investment (THSI)

from SET in 2017-2020

Company with excellent CG Scoring

from IOD in 2019

TISCO Group Structure



*Listed in The Stock Exchange of Thailand

Retail Banking

- Auto & Motorcycle Hire Purchase
- TISCO Auto Cash
- Mortgage Loan
- SME & Inventory Financing
- Life & Non-Life Insurance



Corporate Banking

- Corporate Lending & Financial Advisory
- Investment Banking
- Corporate Insurance

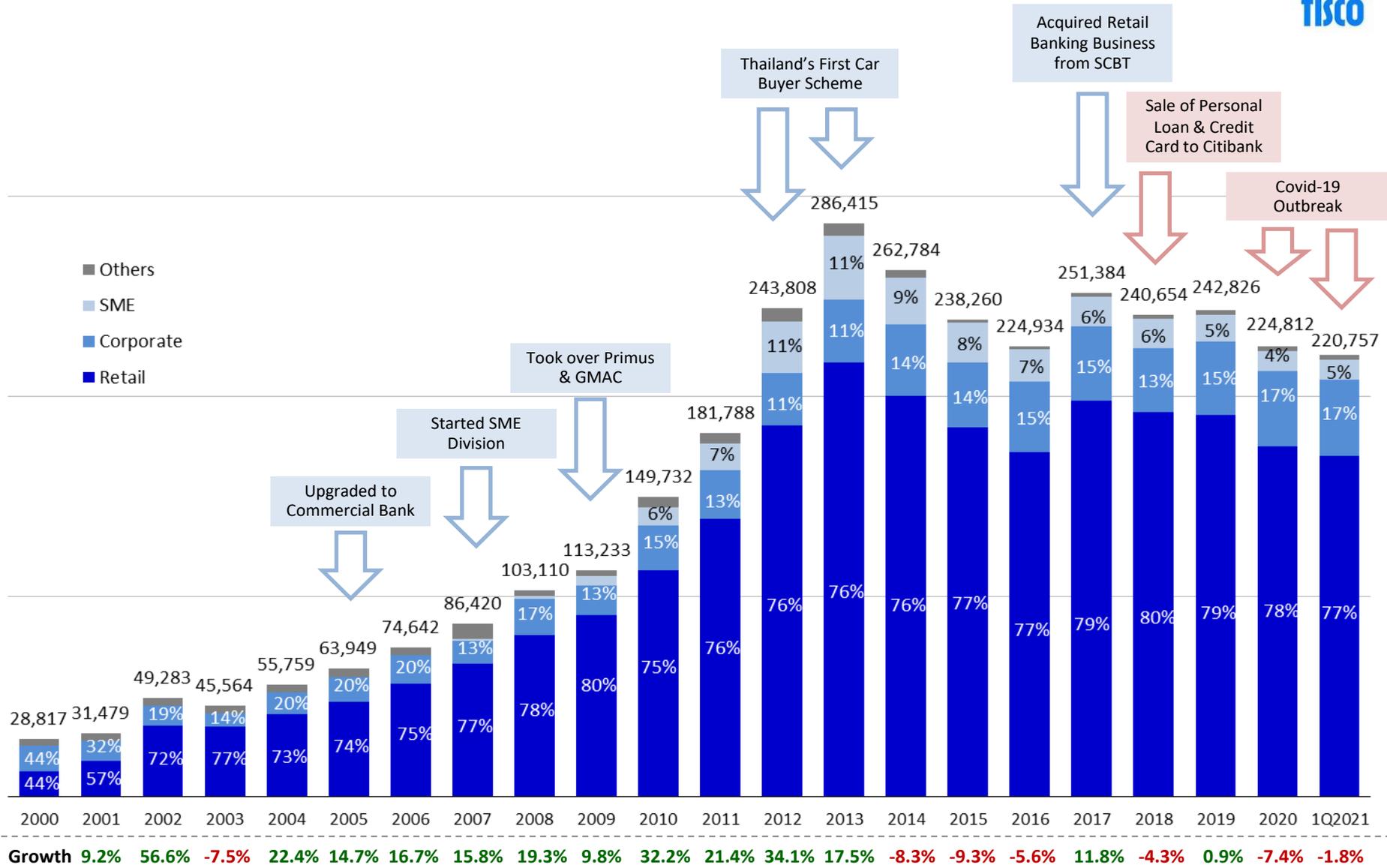


Wealth & Asset Management

- Deposit Service
- Wealth Management
- Open Architecture : Insurance & Mutual Fund
- Securities Brokerage
- Asset Management
- Life & Non-Life Insurance



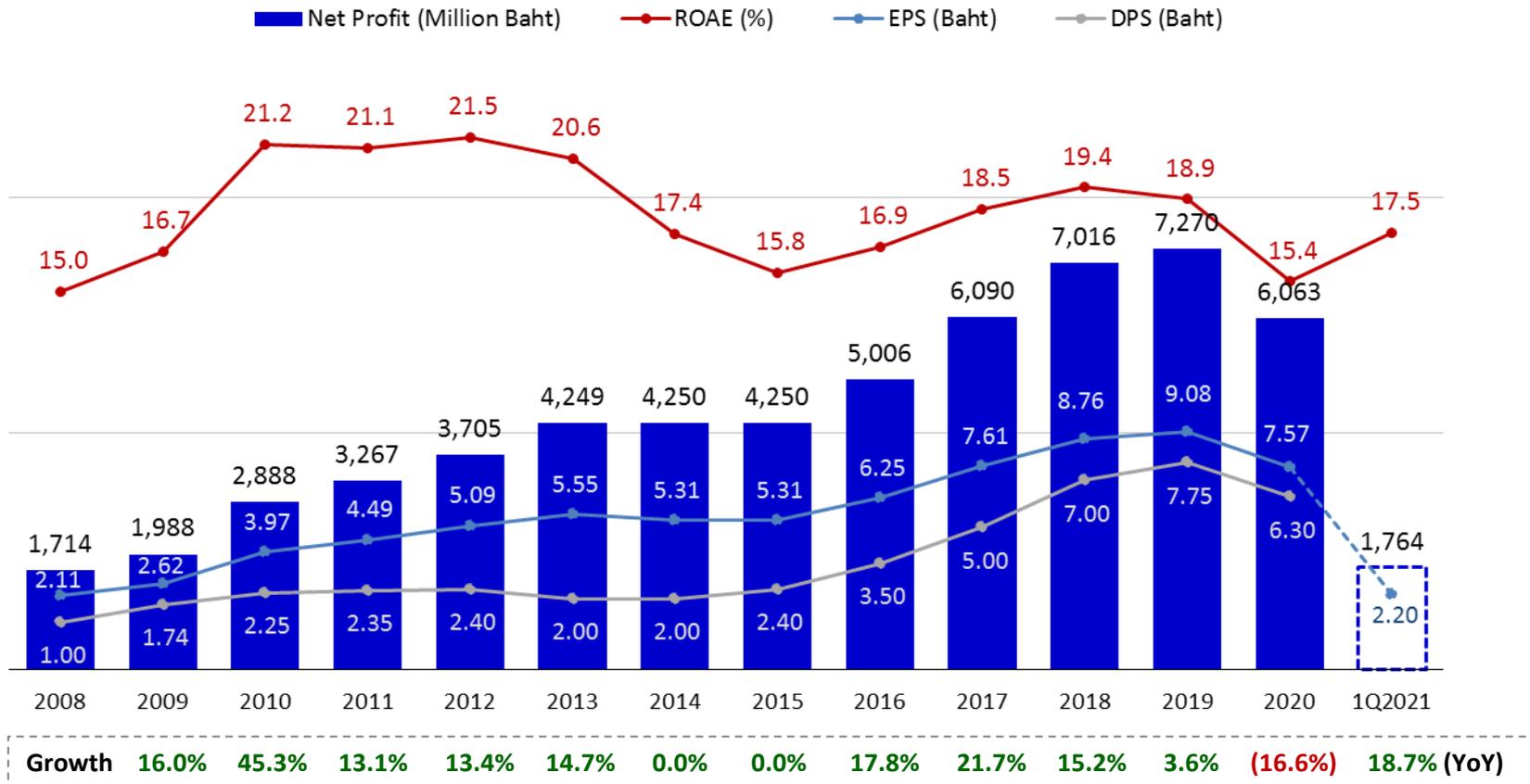
Consolidated Loan Portfolio



Profitability



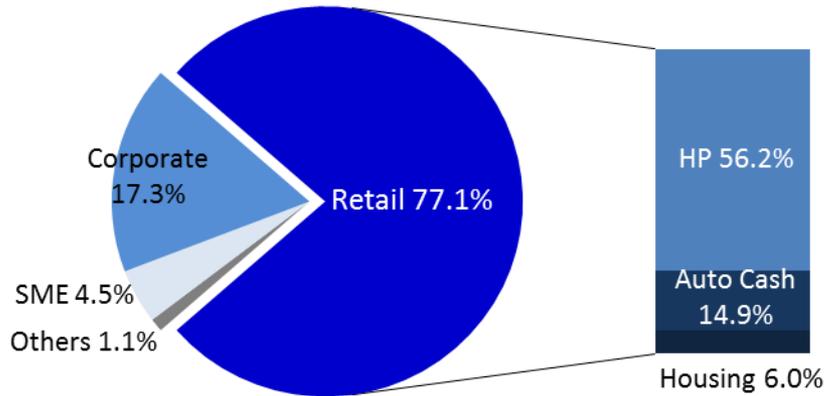
Profitability for the past decade



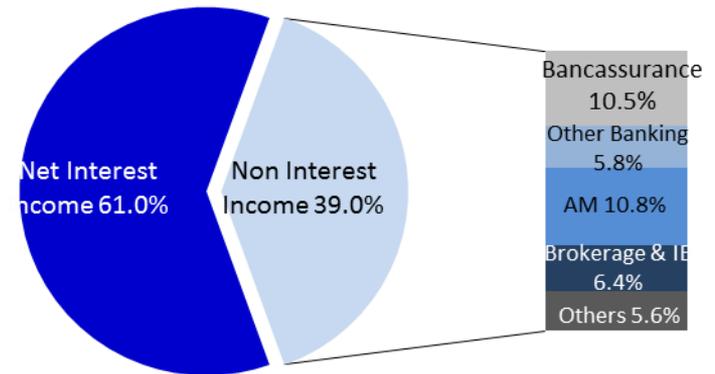
Business Profile as of 1Q2021



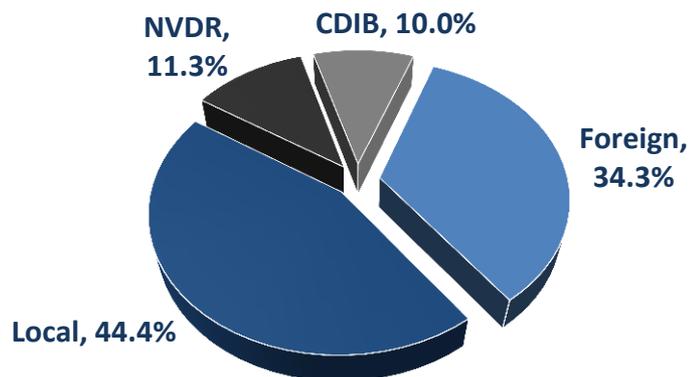
Loan Profile



Revenue Mix



Share Capital Information



*As of 31 Mar 2021

Total Shares	800,655,483
Ordinary Shares	800,645,624
Preferred Shares	9,859
No. of Shareholders	36,240
Foreign Shareholders	165
Local Shareholders	36,075
Shareholders by type (%)	
Institutional	75.7%
Individual	24.3%
Foreign limit (%)	49.0%
Free float (%)	82.04%
Top Ten Shareholders (as of 10 Mar 2021)	
1. THAI NVDR CO., LTD.	11.86%
2. CDIB & PARTNERS INVESTMENT HOLDINGS PTE LTD	10.00%
3. SOUTH EAST ASIA UK (TYPE C) NOMINEES LIMITED	6.69%
4. TOKYO CENTURY CORPORATION	4.93%
5. STATE STREET EUROPE LIMITED	4.70%
6. STATE STREET BANK AND TRUST COMPANY	2.47%
7. SOUTH EAST ASIA UK (TYPE A) NOMINEES LIMITED	2.02%
8. SOCIAL SECURITY FUND	1.73%
9. THE BANK OF NEW YORK MELLON	1.36%
10. BNY MELLON NOMINEES LIMITED	1.28%

Recognitions and Awards



Best Company Performance from SET Awards 2018 & 2019

Best Company of the Year Award 2020 from Money & Banking Awards 2020



➤ **Distinguished Financial Management** from Thailand Corporate Excellence Awards 2018 by TMA and Sasin

➤ **Board of the Year Awards 2019 – Gold** from Thai Institute of Directors (IOD)

➤ Mr. Suthas Ruangmanamongkol (Group CEO) received **“Outstanding CEO Award 2019”** from SET Awards 2019



➤ Mr. Chatri Chandrangam (CFO) received **“Best CFO Award 2020”** in the financial sector from IAA Awards for Listed Companies 2020



➤ **“Outstanding Investor Relations Awards”** from SET Awards 2020

➤ Hi-Way Co. Ltd. received **Best Employer Thailand Awards 2019** from Kincentric Thailand

➤ **Thailand HR Innovation Awards 2020** from Personnel Management Association of Thailand



➤ **Outstanding Asset Management Company Award 2020** from SET Awards 2020

➤ **DRIVE Award 2019, Financial Excellence** from MBA Alumni of Chulalongkorn University

➤ **ASEAN CG Scorecard** from ASEAN Capital Markets Forum



➤ Received **“Excellent CG Scoring”** for 12 consecutive years (2008-2019)  from Thai Institute of Directors

➤ **Thailand Sustainability Investment (THSI)** for 4 consecutive years (2017-2020) from SET

➤ Certificate of **“ESG100 Company”** in 2015-2020



➤ **Best Thailand Equity Small/Mid-Cap** in 2020-2021 from Morningstar Fund Awards Thailand

➤ **Best Mutual Fund of the Year 2020** in the Equity general from the Money & Banking Awards 2020



➤ **Best Provident Fund Provider Thailand Award** for 3 consecutive years (2018-2020) from Global Banking and Finance

Review

Sustainability Development



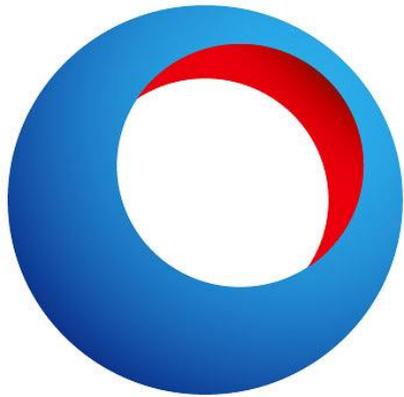
Towards to Sustainable Banking



E S G
Environment | Social | Governance



For more information: <https://www.tisco.co.th/en/sd/sustainability/index.html>



TISCO

Financial Results

Profitability

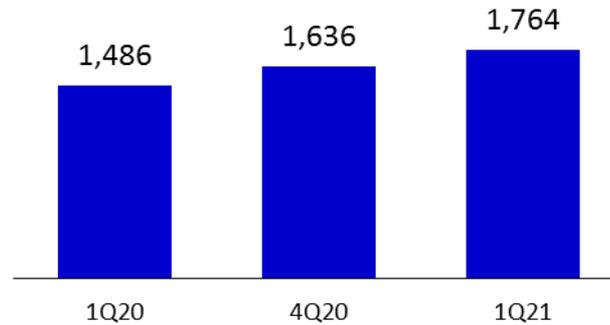


Net Profit

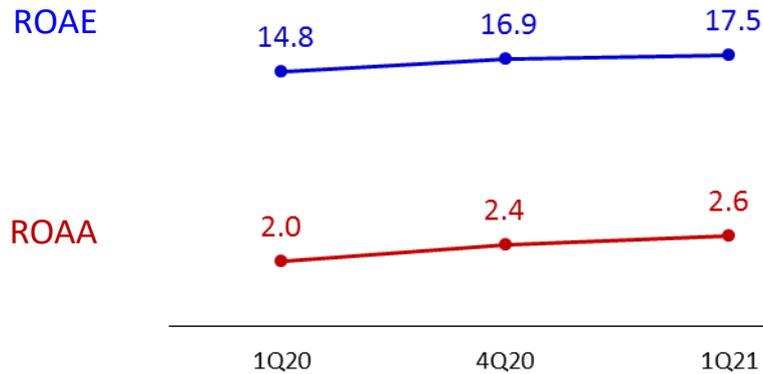
Unit: Million Baht

+7.8%
QoQ

+18.7%
YoY



ROAE & ROAA



Consolidated Income Statements



Unit : Million Baht	1Q20	4Q20	1Q21	% QoQ	% YoY
Interest Income	4,553	4,000	3,776	(5.6)	(17.1)
Interest Expenses	(1,095)	(740)	(666)	(10.1)	(39.2)
Net Interest Income	3,458	3,259	3,110	(4.6)	(10.1)
Fee & Service Income	1,476	1,475	1,628	10.3	10.3
Fee & Service Expenses	(78)	(93)	(85)	(9.0)	8.1
Other Operating Income	56	293	448	53.2	696.7
Total Non-Interest Income	1,454	1,675	1,991	18.9	36.9
Total Income	4,912	4,934	5,101	3.4	3.9
Operating Expenses	(1,995)	(2,120)	(2,065)	(2.6)	3.5
PPOP	2,917	2,814	3,037	7.9	4.1
Credit Expenses / ECL	(1,073)	(771)	(833)	8.1	(22.4)
Pre-tax Profit	1,844	2,043	2,204	7.9	19.5
Income Tax	(358)	(406)	(440)	8.3	23.1
Net Profit	1,486	1,636	1,764	7.8	18.7
EPS (Baht)	1.86	2.04	2.20		
ROAE (%)	14.8	16.9	17.5		

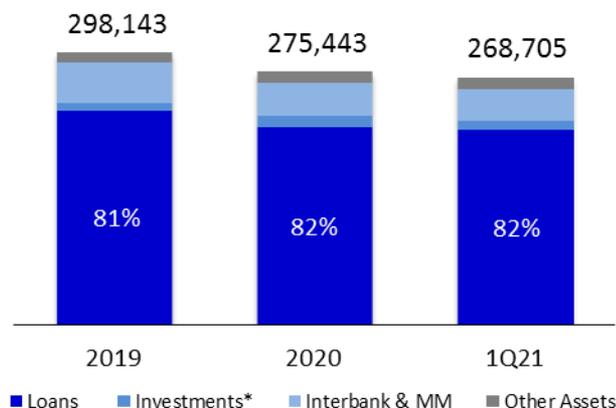
Assets and Liabilities



Assets

Unit: Million Baht

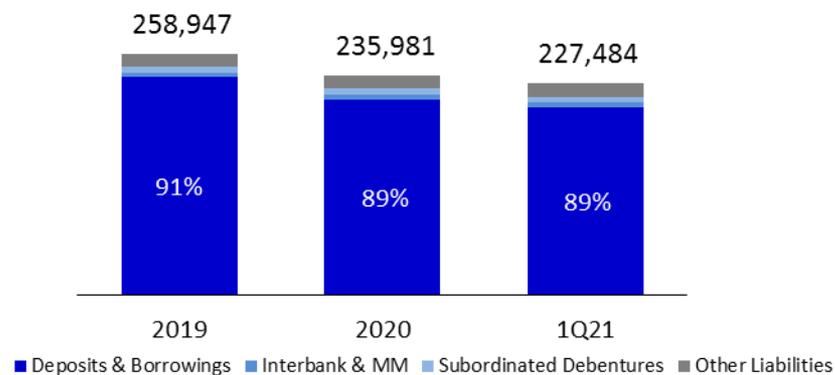
-2.4%
QoQ



Liabilities

Unit: Million Baht

-3.6%
QoQ



Unit : Million Baht	2019	2020	1Q21	% QoQ
Loans	242,826	224,812	220,757	(1.8)
Allowance	(10,717)	(11,826)	(12,268)	3.7
Investments*	9,363	12,126	10,618	(12.4)
Interbank & MM	45,300	38,212	36,729	(3.9)
Other Assets	11,370	12,119	12,868	6.2
Total Assets	298,143	275,443	268,705	(2.4)

Unit : Million Baht	2019	2020	1Q21	% QoQ
Deposits & Borrowings	234,421	209,679	201,408	(3.9)
Interbank & MM	4,656	5,808	5,137	(11.5)
Subordinated Debentures	6,680	6,620	6,620	-
Other Liabilities	13,189	13,875	14,319	3.2
Total Liabilities	258,947	235,981	227,484	(3.6)
Retained Earnings	28,357	28,596	30,359	6.2
Total Equities	39,196	39,462	41,221	4.5

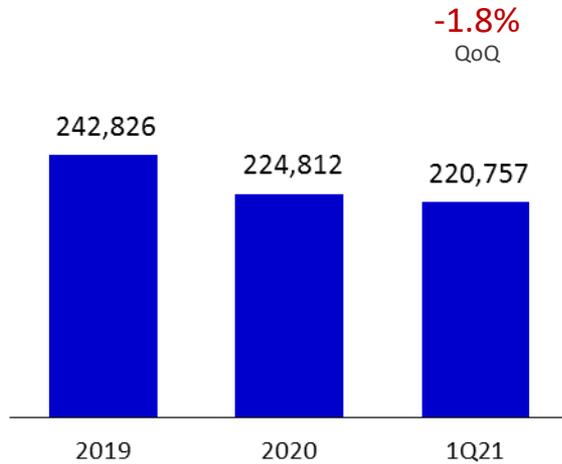
*Investments since 2020 included Financial Assets measured at FV to PL

Loan Portfolios

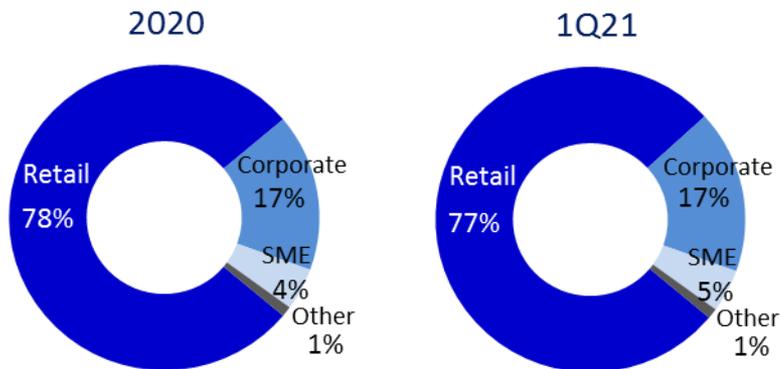


Total Loans

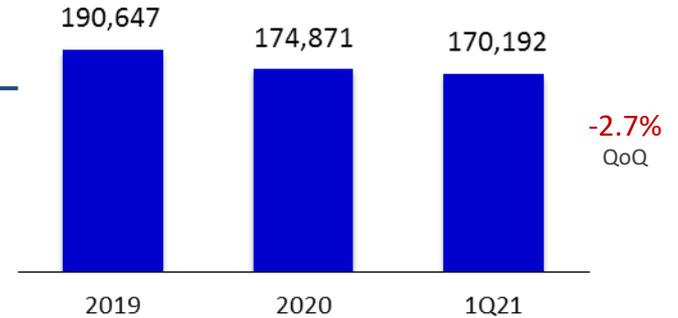
Unit: Million Baht



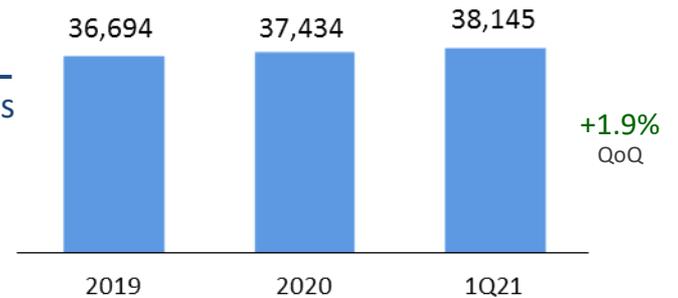
Loans by sectors



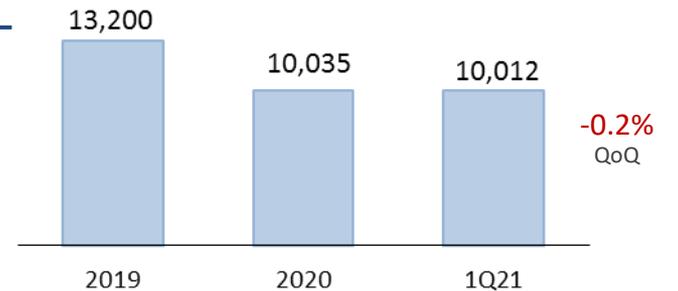
Retail Loans



Corporate Loans



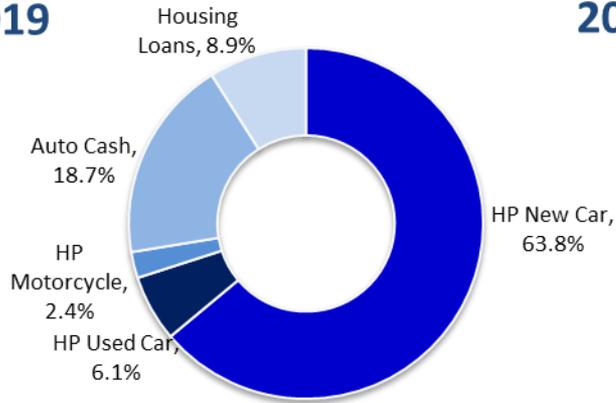
SME Loans



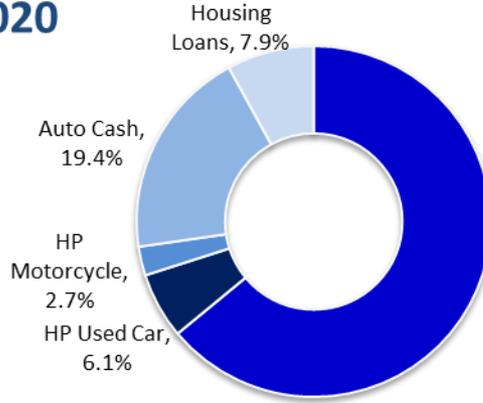
Retail Loan Portfolio Breakdown



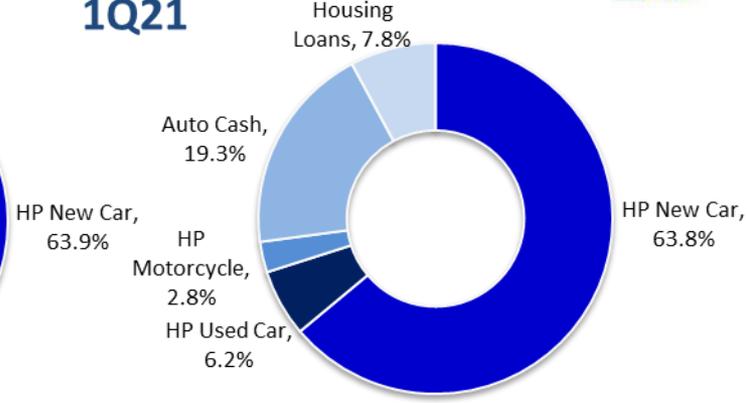
2019



2020

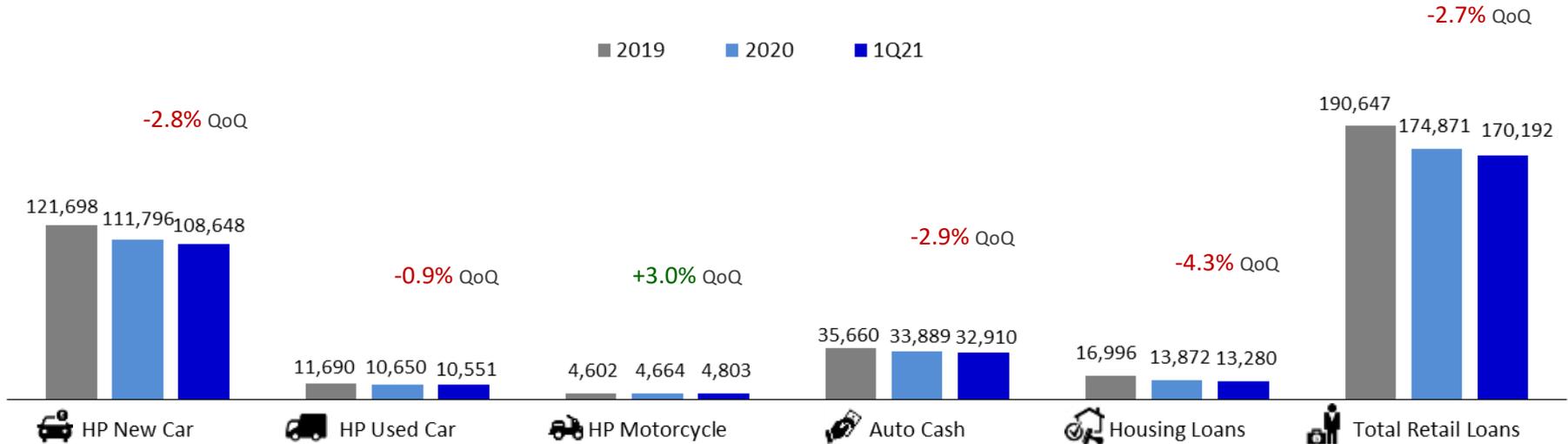


1Q21



Unit: Million Baht

■ 2019 ■ 2020 ■ 1Q21

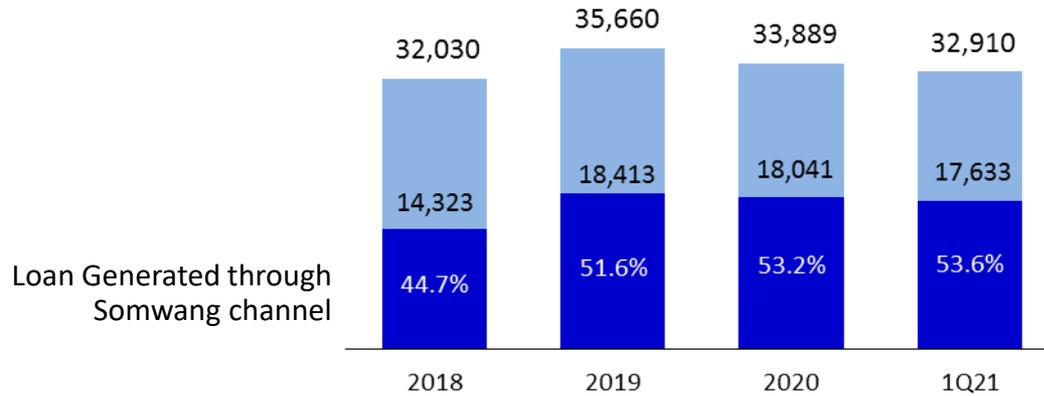


TISCO Auto Cash



Auto Cash Loans

Unit: Million Baht

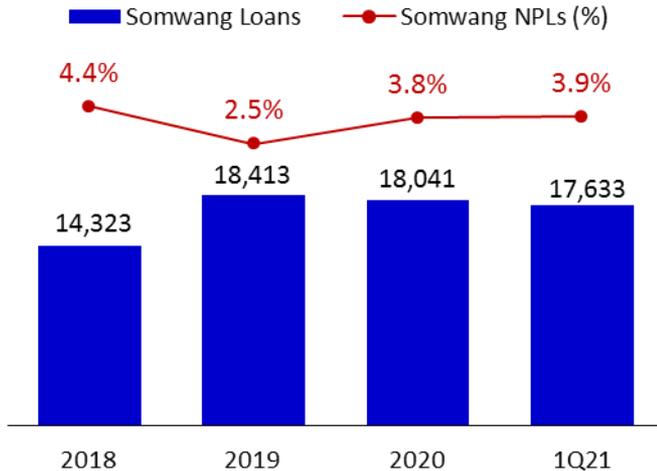


Auto Cash -2.9%
QoQ

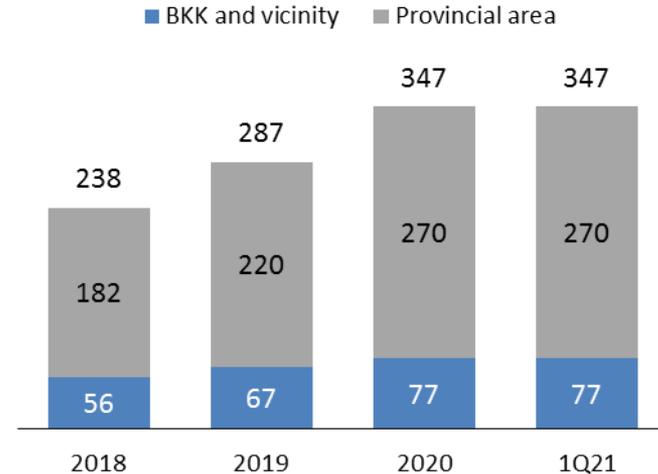
Somwang -2.3%
QoQ



Somwang Loans vs NPLs



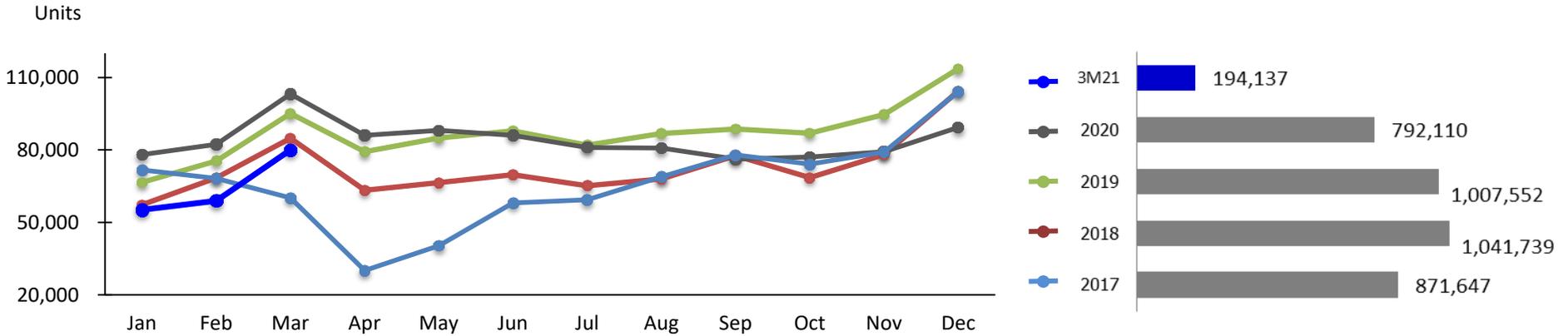
Somwang Branches



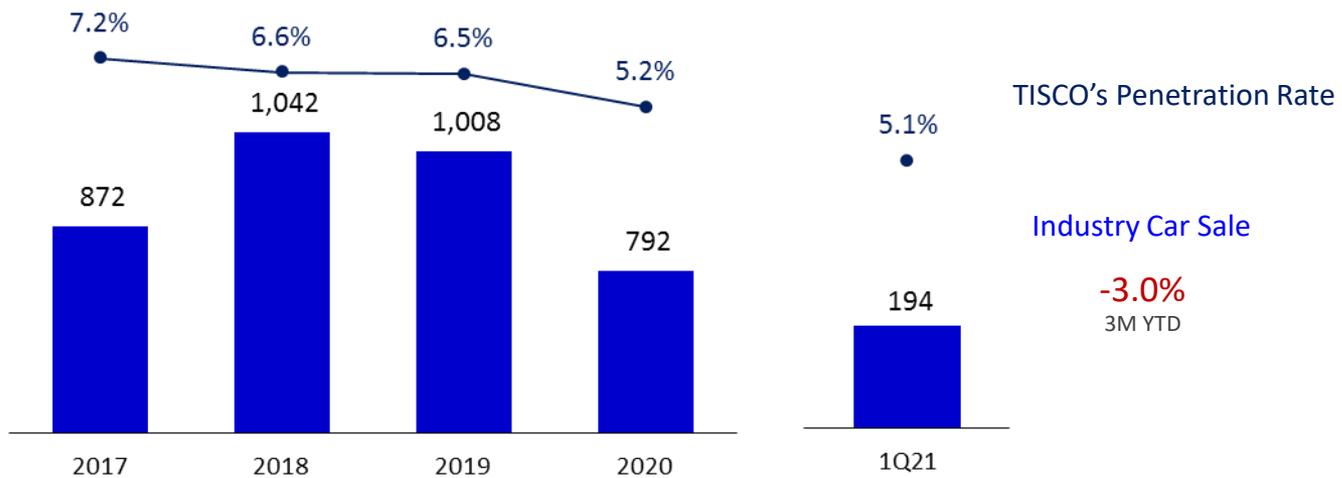
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate



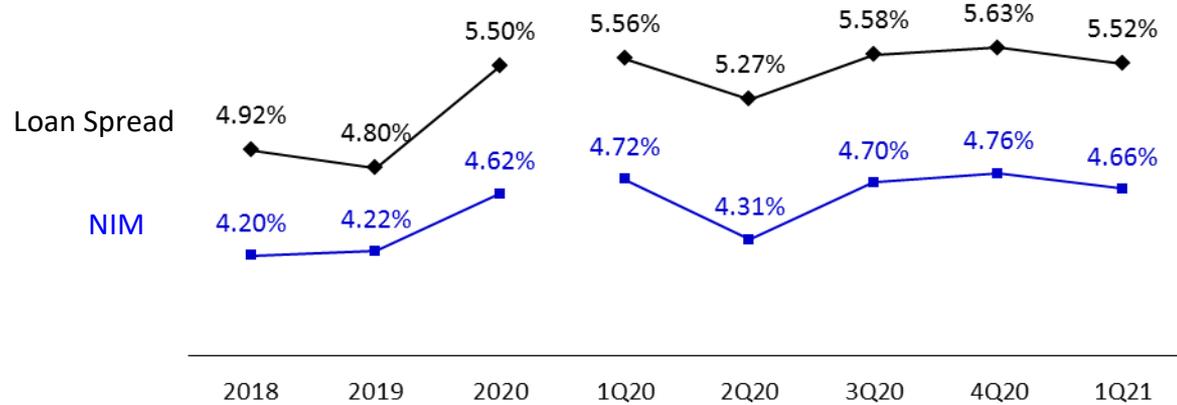
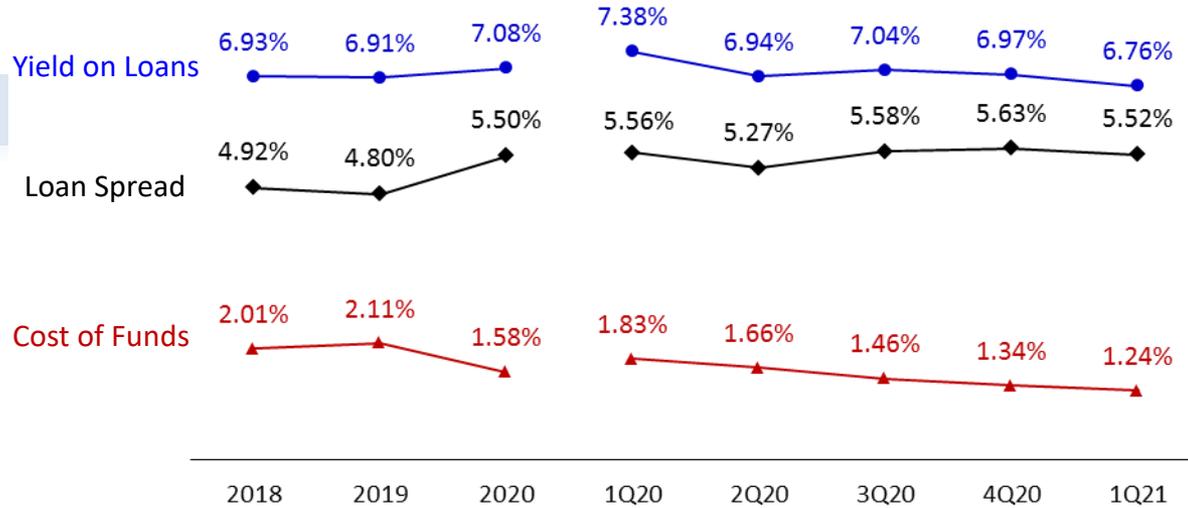
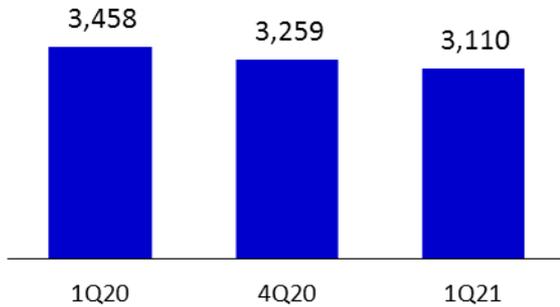
Interest Income & NIM



Net Interest Income

Unit: Million Baht

-4.6% QoQ
-10.1% YoY

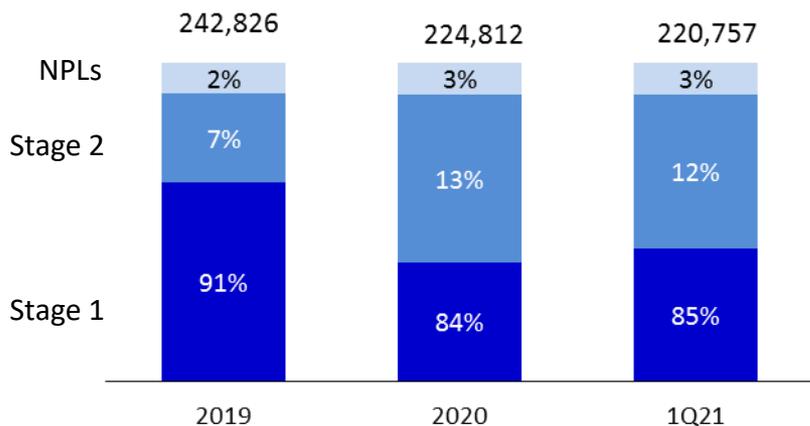


Asset Quality



Loan Classification

Unit: Million Baht



Non-Performing Loans

Unit: Million Baht

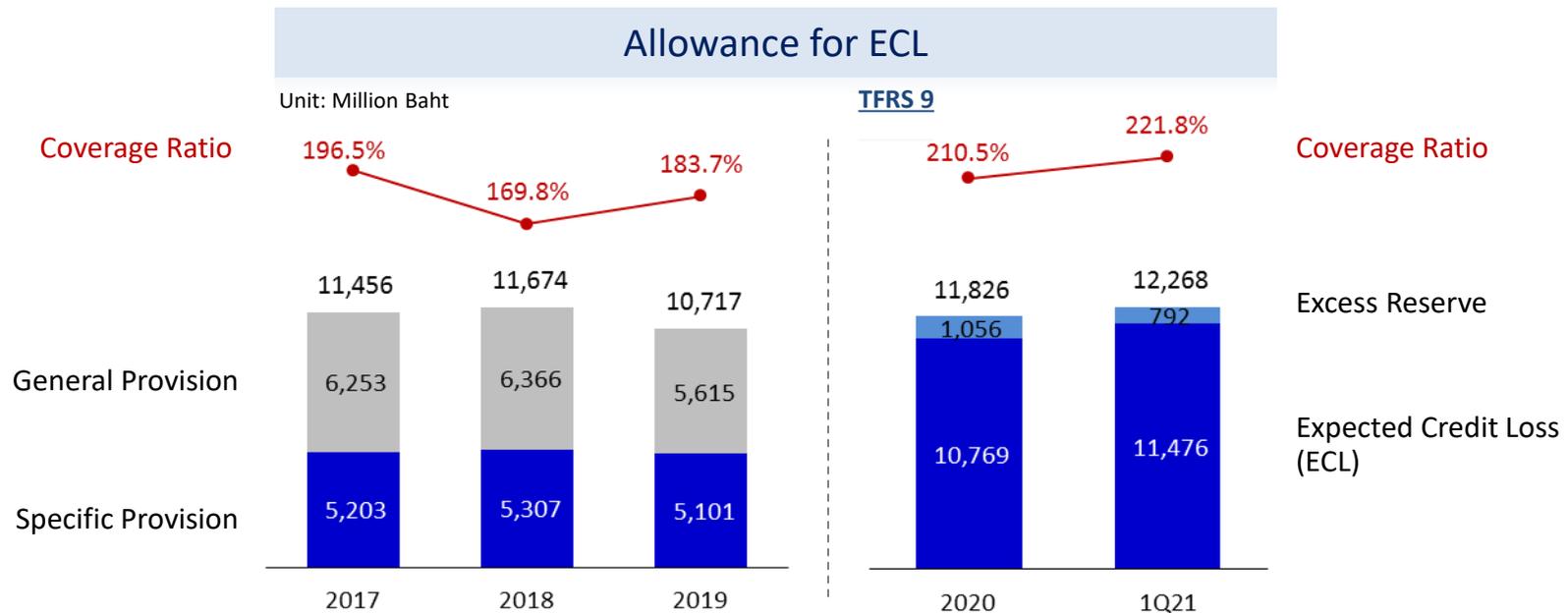
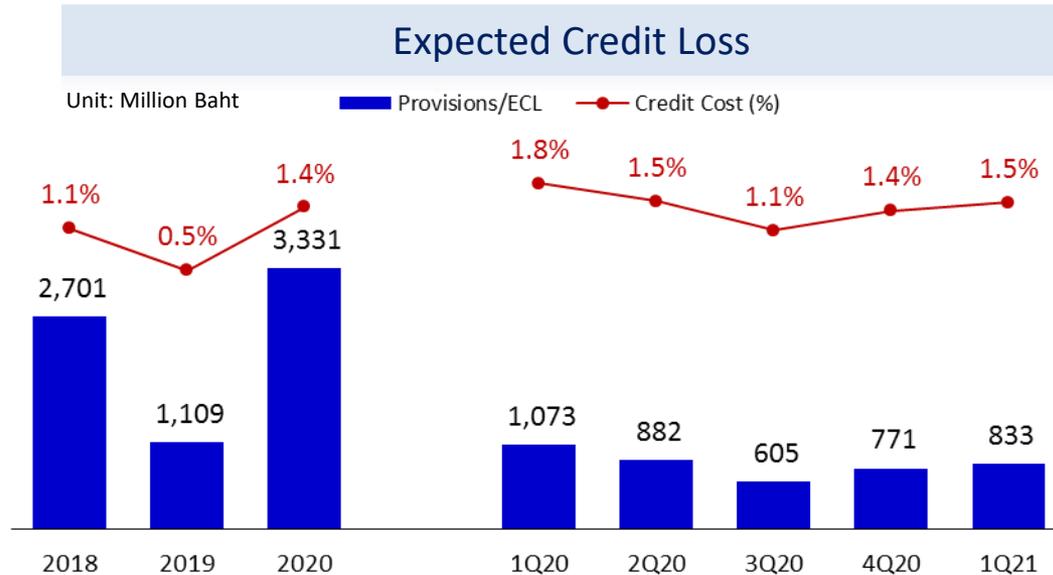
■ Total NPLs —● NPL Ratio (%)



NPLs by Loan Types

	2019		2020		1Q21	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	259	0.7	-	-	-	-
SME	158	1.2	64	0.6	78	0.8
Hire Purchase	3,249	2.4	3,268	2.6	3,157	2.5
Mortgage	1,316	7.7	986	7.1	994	7.5
Auto Cash	848	2.4	1,295	3.8	1,300	4.0
Others	4	0.2	5	0.2	3	0.1
Total NPLs	5,834	2.40	5,618	2.50	5,532	2.51

Expected Credit Loss



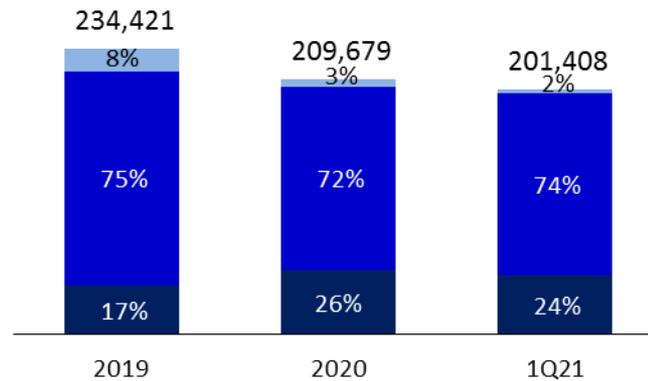
Funding



Total Funding

Unit: Million Baht

-3.9%
QoQ



Unit : Million Baht	2019	2020	1Q21	% QoQ
Current	2,638	3,200	2,496	(22.0)
Savings	37,802	50,320	46,310	(8.0)
Fixed Deposits	175,645	149,953	149,346	(0.4)
Short-Term Bill of Exchanges	37	37	37	-
Senior Debentures	18,300	6,169	3,220	(47.8)
Total Deposits & Borrowings	234,421	209,679	201,408	(3.9)
Subordinated Debentures	6,680	6,620	6,620	
% LDR to Total Deposits & Borrowings	103.6	107.2	109.6	

Non-Interest Income

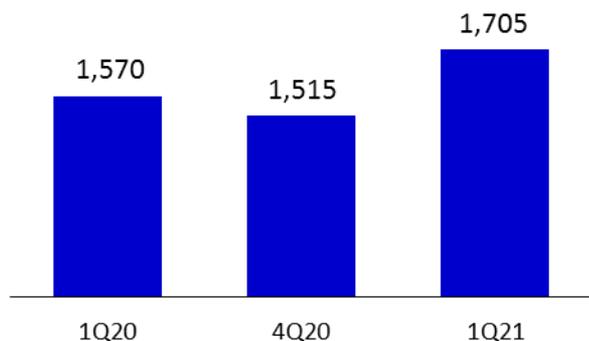


Non-Interest Income from Core Businesses

Unit: Million Baht

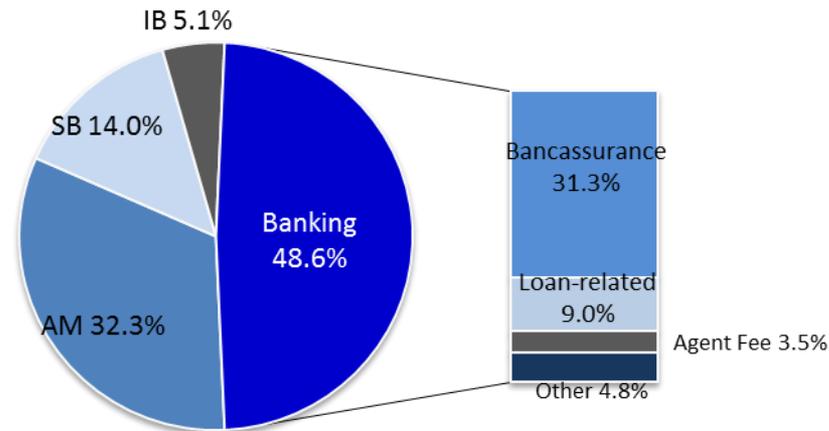
+12.5%
QoQ

+8.5%
YoY



Non-Interest Income from Core Businesses Breakdown

Data for 3M2021



Unit : Million Baht

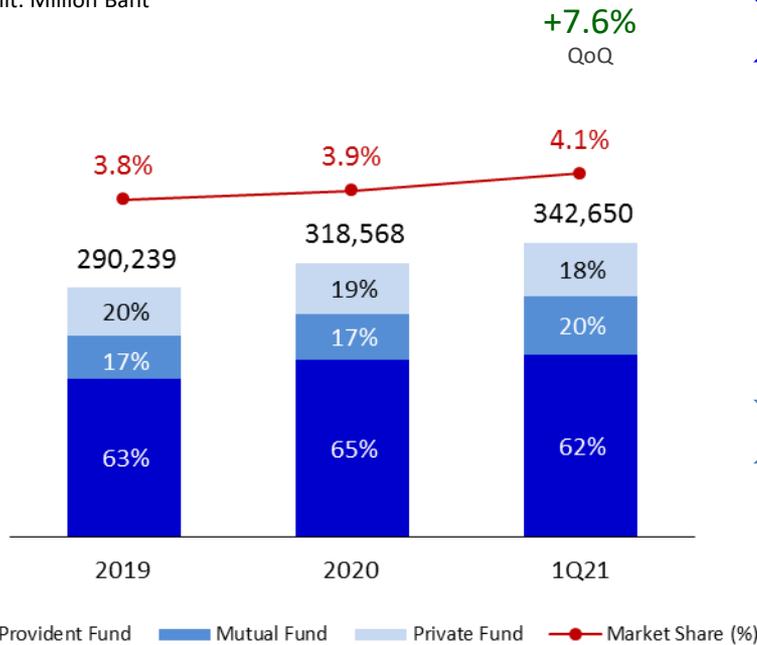
	1Q20	4Q20	1Q21	% QoQ	% YoY
Banking Fee	976	848	828	(2.3)	(15.1)
<i>Bancassurance Fee</i>	679	588	533	(9.3)	(21.5)
<i>Other Banking Fee</i>	297	260	295	13.6	(0.6)
Asset Management Basic Fee	375	411	551	34.1	47.0
Brokerage Fee	216	202	239	18.2	10.5
Investment Banking Fee	4	54	87	60.5	2,093.4
Non-Interest Income from Core Businesses	1,570	1,515	1,705	12.5	8.5
Gain (Loss) on Financial Instruments	(86)	229	316	37.7	(469.1)
Share of Profit from Subsidiaries	16	(33)	13	(140.3)	(15.2)
Dividend Income	31	5	37	726.0	19.3
AM Performance Fee	1	52	5	(91.1)	494.4
Total Non-Interest Income	1,533	1,768	2,076	17.4	35.5

Asset Management Business



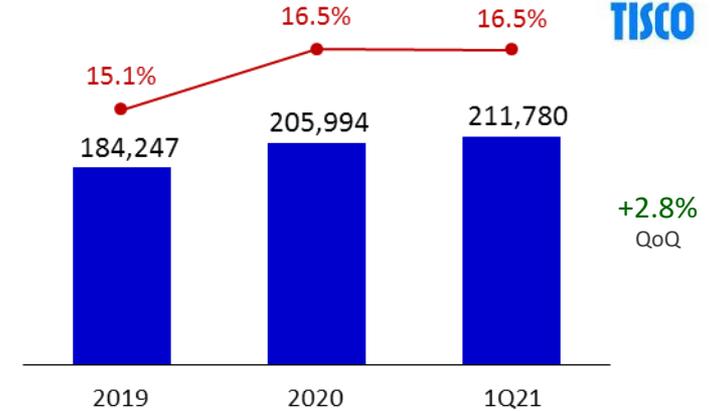
Assets Under Management

Unit: Million Baht

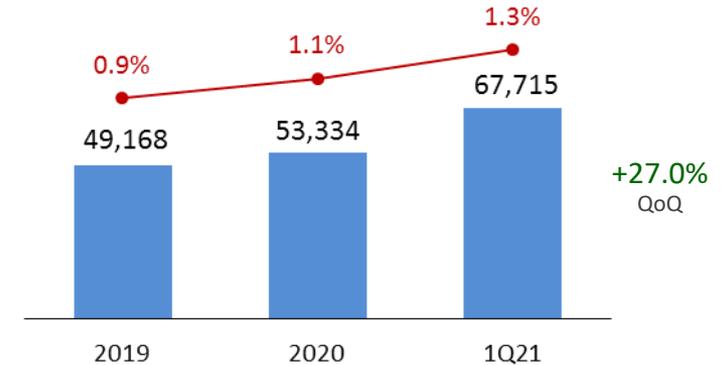


Rank #8

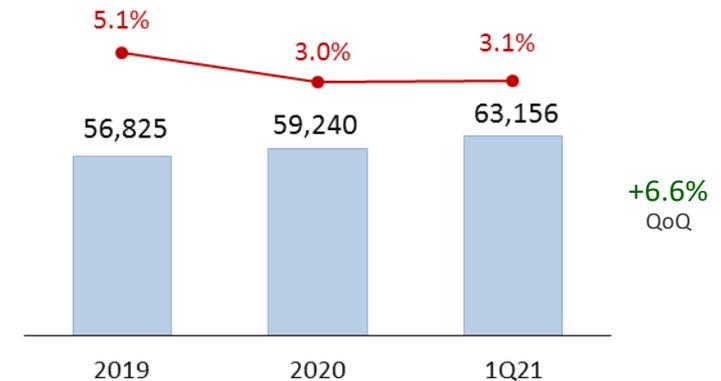
Rank #1
Provident Fund



Rank #13
Mutual Fund



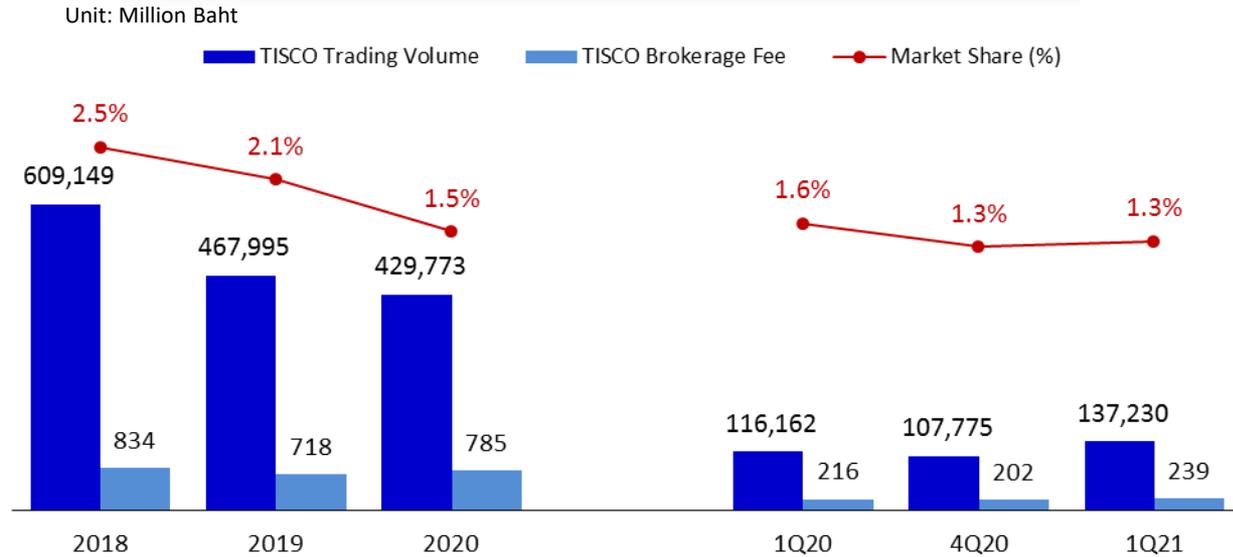
Rank #6
Private Fund



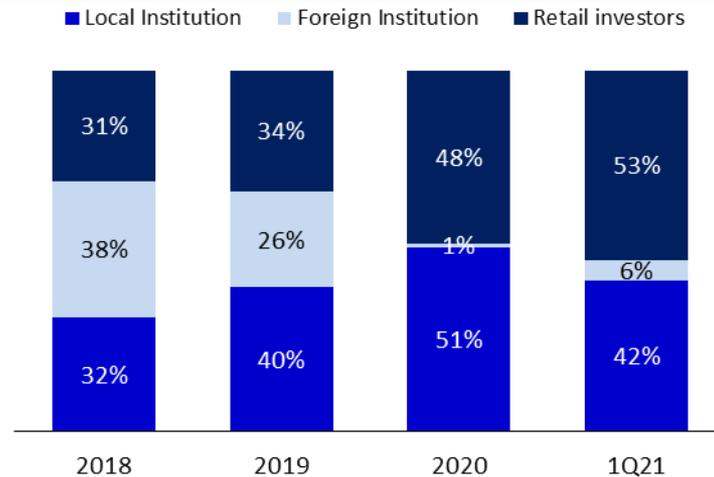
Brokerage Business



TISCO Trading Volume & Market Share



Trading Volume by Customers



Operating Expenses

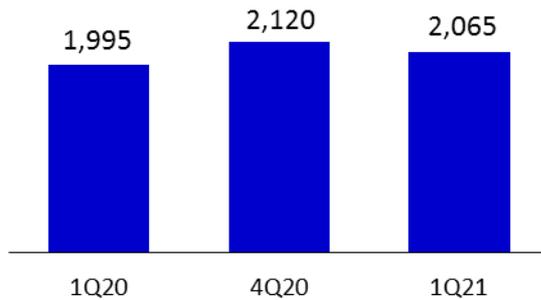


Operating Expenses

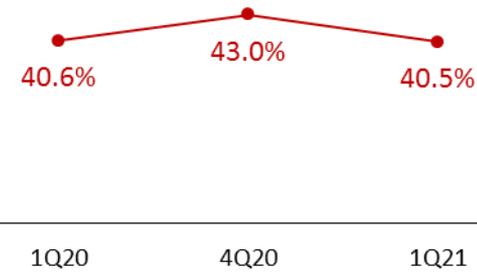
Unit: Million Baht

-2.6%
QoQ

+3.5%
YoY



Cost to Income Ratio



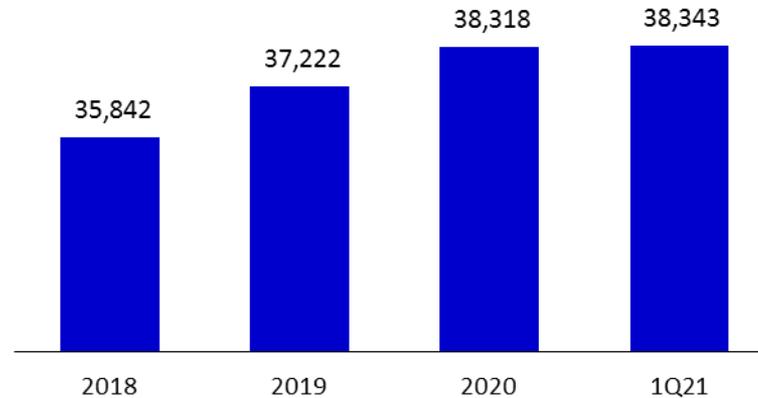
Unit : Million Baht	1Q20	4Q20	1Q21	% QoQ	% YoY
Employee Expenses	1,339	1,387	1,452	4.7	8.5
Premises & Equipment Expenses	321	316	317	0.3	(1.4)
Taxes & Duties	79	64	66	3.8	(16.1)
Other Expenses	256	353	229	(35.1)	(10.4)
Total Operating Expenses	1,995	2,120	2,065	(2.6)	3.5

Capital Adequacy

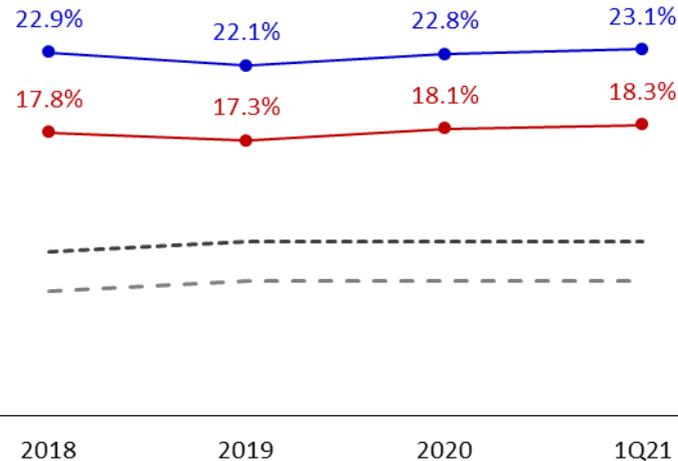


Capital Base of TISCO Bank

Unit: Million Baht



Capital Adequacy Ratio



BIS Ratio

Tier I Ratio

Min. Required by BOT

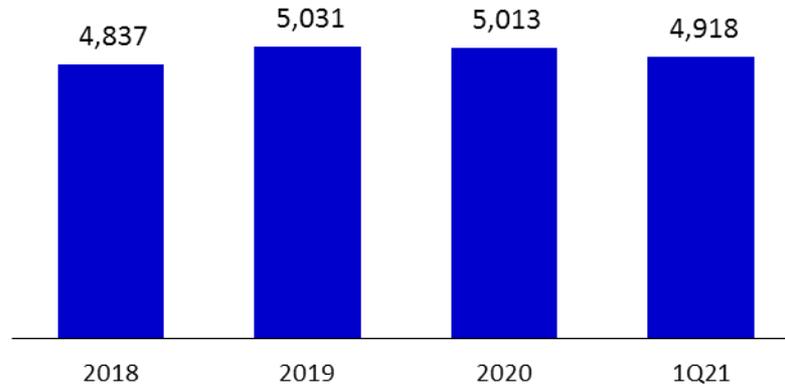
11.0% BIS Ratio

8.5% Tier I Ratio

Employees and Branch Network

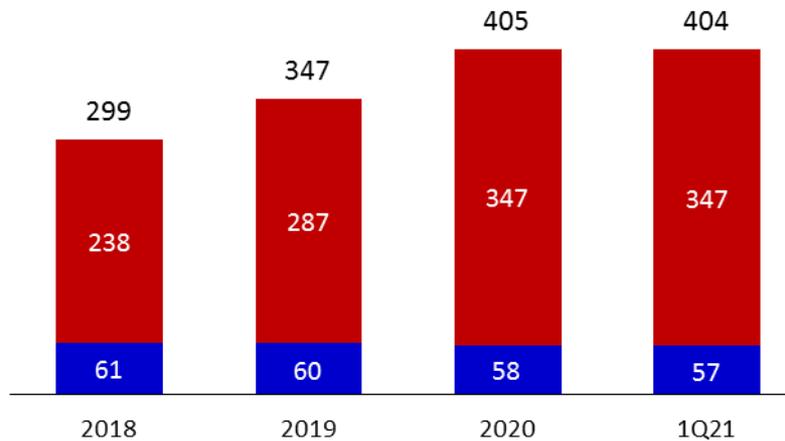


Total Employees



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



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