

TISCO

TISCO Financial Group Public Co., Ltd.

Performance Result for 2Q2022

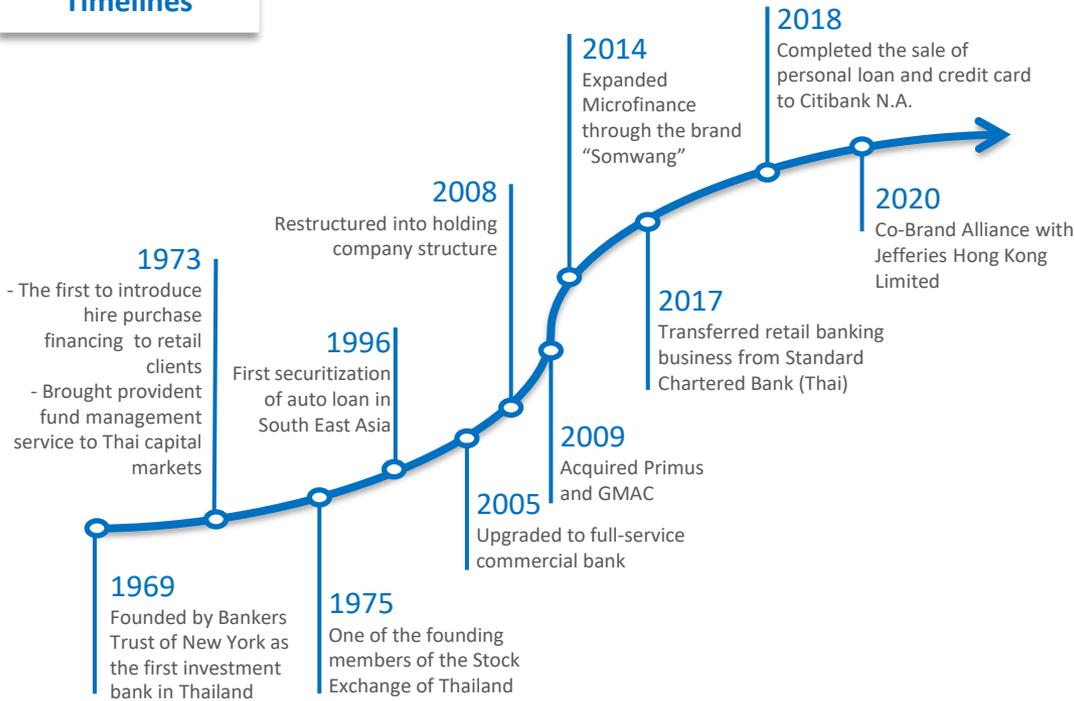


TISCO Overview

Company Profile



Timelines



Business Model

"Selective Focus"
Universal Bank

CG Scoring



Excellent

Credit Rating

TISCO

A-

Stable

TISCO Bank

A

Stable

Key Metrics

Unit: Million Baht

2021

2Q2022

	2021	2Q2022
Total Assets	243,622	244,722
Total Loans	202,905	203,341
Total Funding Deposits	174,864	180,366
Capital Ratio (BIS %)	25.2	25.3
Market Capitalization	76,862	70,857

Recent Recognitions



Outstanding Company Performance

from SET Awards 2021

Best Public Company – Financials Industry 2022

from Money & Banking Magazine

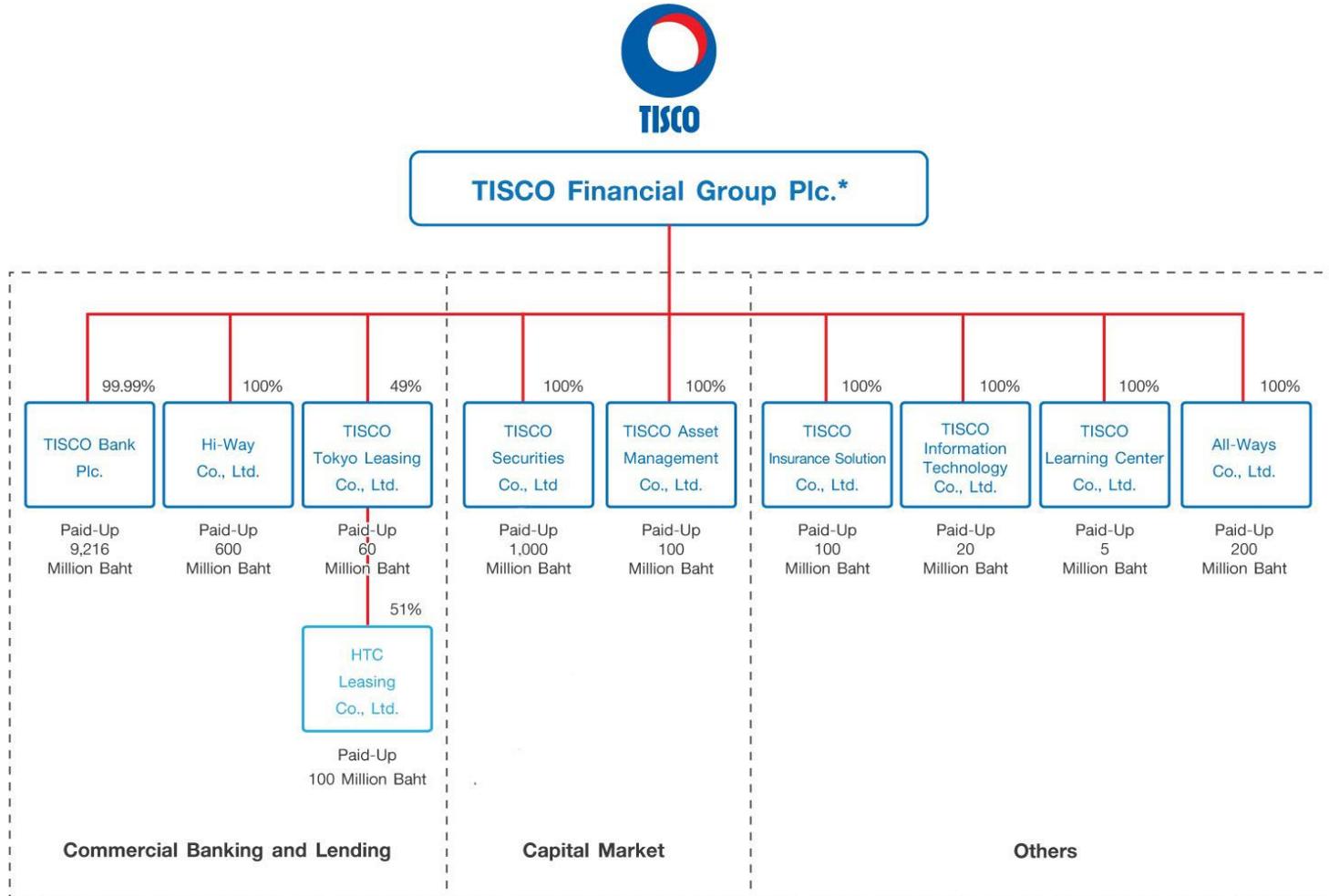
Thailand Sustainability Investment (THSI)

from SET in 2017-2021

"ESG100 Company"

For 7 consecutive years (2015-2021)

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

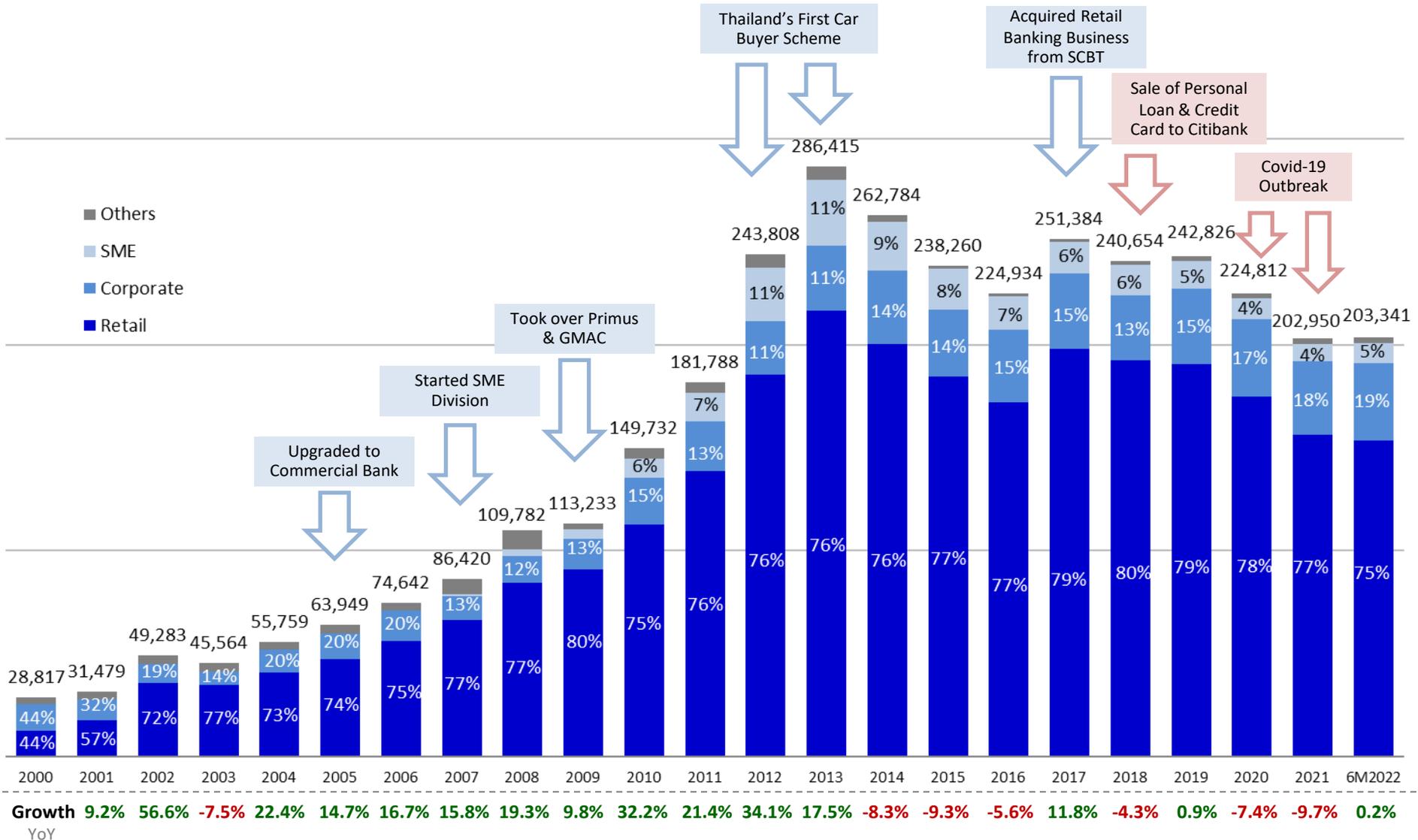
- Deposit Service
- Wealth Management
- Open Architecture : Insurance & Mutual Fund
- Securities Brokerage
- Asset Management
- Life & Non-Life Insurance



Consolidated Loan Portfolio



Unit: Million Baht

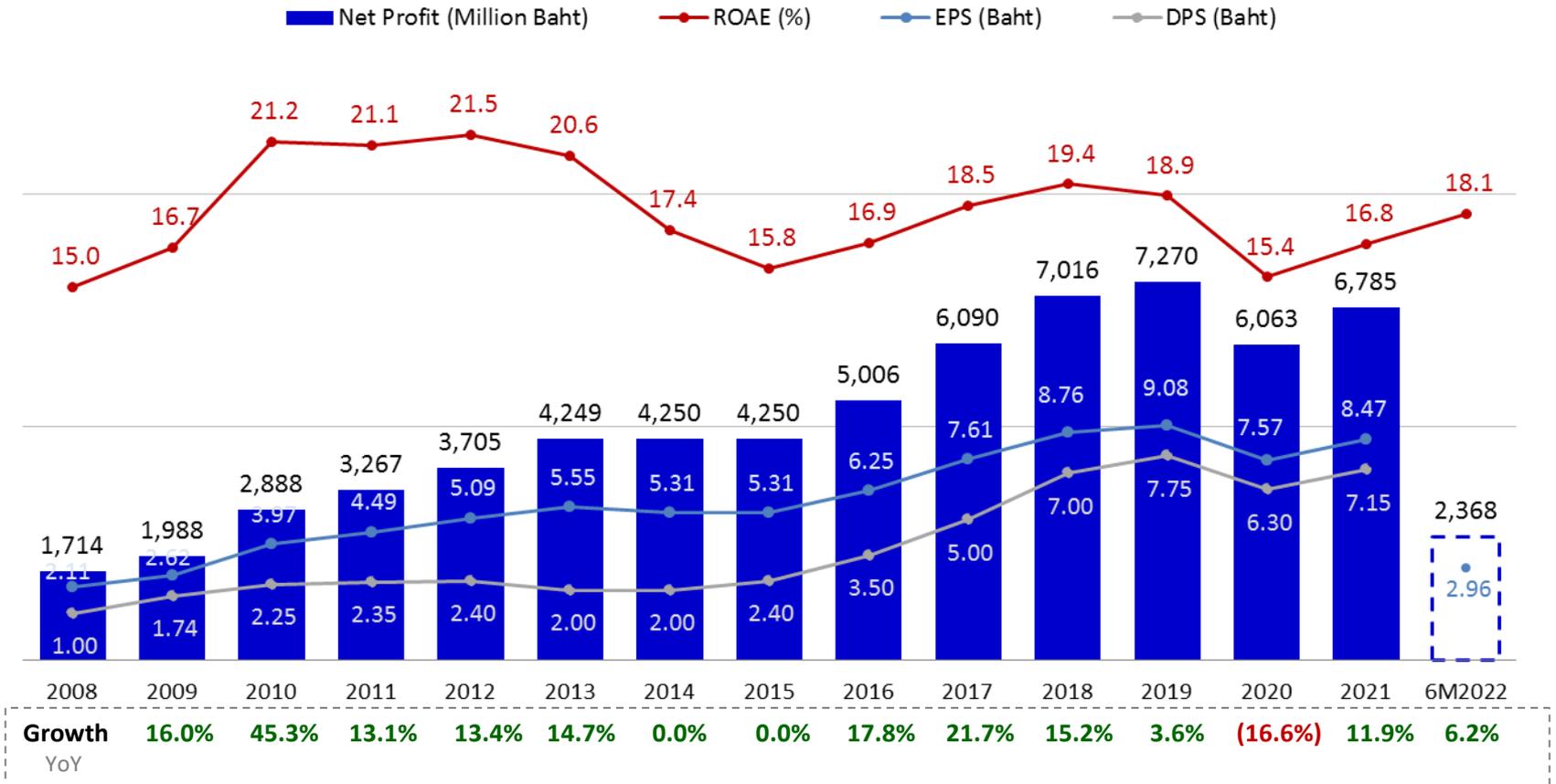


Profitability



Profitability for the past decade

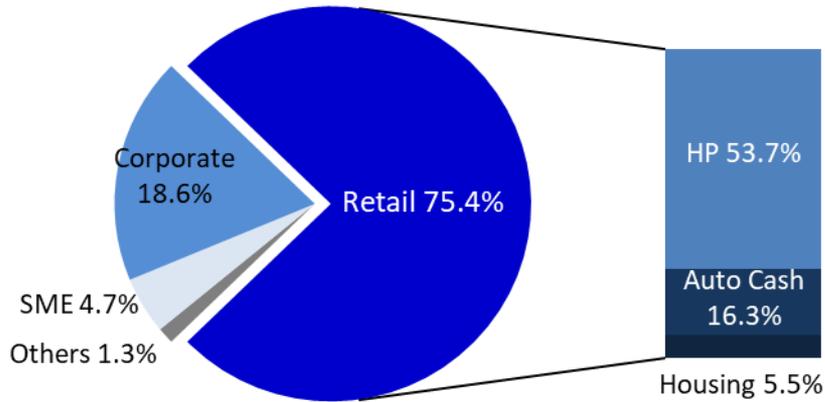
Unit: Million Baht



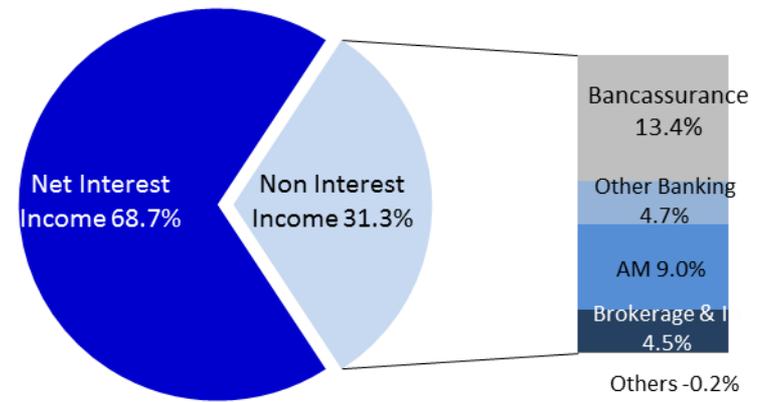
Business Profile as of 6M2022



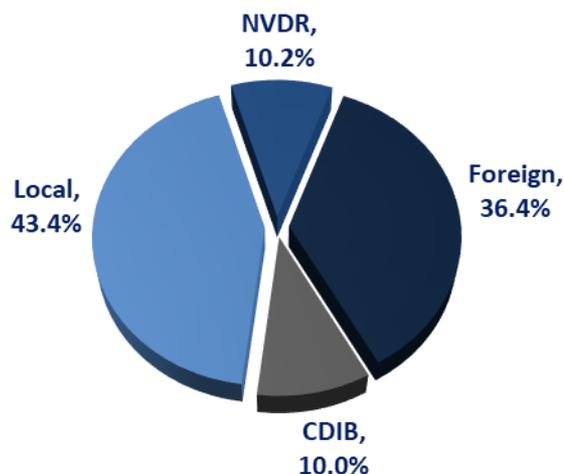
Loan Profile



Revenue Mix



Share Capital Information



*As of 30 Jun 2022

Total Shares

800,655,483

Ordinary Shares

800,645,624

Preferred Shares

9,859

No. of Shareholders (as of 3 May 2022)

47,918

Foreign Shareholders

181

Local Shareholders

47,737

Shareholders by type (as of 3 May 2022)

Institutional

67.1%

Individual

32.9%

Foreign limit

49.0%

Free float (as of 14 Mar 2022)

77.42%

Top Ten Shareholders (as of 3 May 2022)

1. THAI NVDR CO., LTD.	10.20%
2. CDIB & PARTNERS INVESTMENT HOLDINGS PTE LTD	10.00%
3. SOUTH EAST ASIA UK (TYPE C) NOMINEES LIMITED	5.86%
4. TOKYO CENTURY CORPORATION	4.93%
5. STATE STREET BANK AND TRUST COMPANY	4.89%
6. STATE STREET EUROPE LIMITED	3.46%
7. SOUTH EAST ASIA UK (TYPE A) NOMINEES LIMITED	2.45%
8. SOCIAL SECURITY FUND	1.73%
9. THE BANK OF NEW YORK MELLON	1.23%
10. MRS. DUANGJAI WALAISATHIEN	1.21%

Recognitions and Awards



Outstanding Company Performance Award
from SET Awards 2021



Outstanding Asset Management Company Award
from SET Awards 2021



Outstanding Investor Relations Company Award
from SET Awards 2021



Thailand Sustainability Investment (THSI) in 2017 - 2021
from SET Awards 2021



TISCO Group received Best Employer Thailand Awards 2021
from Kincentric Thailand



Hi-Way received Best Employer Thailand Awards 2021
from Kincentric Thailand



Best Domestic Brokerage in Thailand 2021
from Asiamoney



Best Research Team (for Institutional Investors)
from IAA Best Analyst Awards 2021



Best Deal of the Year and Best IPO for Retails Investors in Southeast Asia 2021
from Alpha Southeast Asia



Top Investment Houses in Asian Local Currency Bond Award 2021
from The Asset



Best Individual in Trading, Thai Baht Bond Award 2021
from The Asset



Decade of Excellence Provident Fund Management Thailand 2021
from Global Banking and Finance Review



Best Fund House Winner : Best Domestic Equity House
from Morningstar Awards 2022



Best Asset Management Company
from International Finance Award 2021



Best Brand Performance on Social Media in Financial Service Category (Leasing)
from Thailand Social Awards 2022



Excellent CG Scoring for the 15th consecutive year (2007-2021)
from Thai Institute of Directors



100 Listed Companies with Outstanding ESG (Environmental, Social and Governance) Performance known as the ESG100 in 2021
from ThaiPAT Institute for the seventh consecutive year



Thailand's Top Corporate Brands 2021 in Banking Sector
from Chulalongkorn University

Sustainability Development



Wealth of Possibility

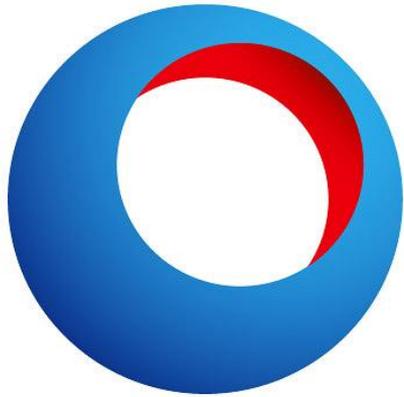
SD Framework	Environment	Society	Governance
Goal	Being a responsible corporate citizen to support low carbon economy	Being a responsible corporate citizen to promote social well-being	Being a responsible corporate citizen to create sustainable growth for all
Commitment	We are committed to reducing GHG emission and preserve the environment	We are committed to collaboration with employees, business partners and society to increase prosperity	We are committed to strong risk management culture and integrated ESG in business process
SD Policy and Stakeholder Engagement	Managing environmental impacts of our business operation	Ensuring financial products are responsible to ESG in corresponding to every customer's life stage and digital lifestyle	Enhancing Risk Management
	Support the environmentally friendly business and circular economy	Financial Inclusion and financial literacy Promoting recognition of responsibilities to employees	Ensuring Data Governance & Data Protection Promoting good governance and supplier management with responsibility and fairness

Sustainability Strategic Focus	Environment	Society	Governance
	Support EV /Solar Loans Support for Clean Energy	Digital Banking, Responsible Lending and CSR in process	Governance, Risk and Control

Sustainability Contribution to the Nation



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



TISCO

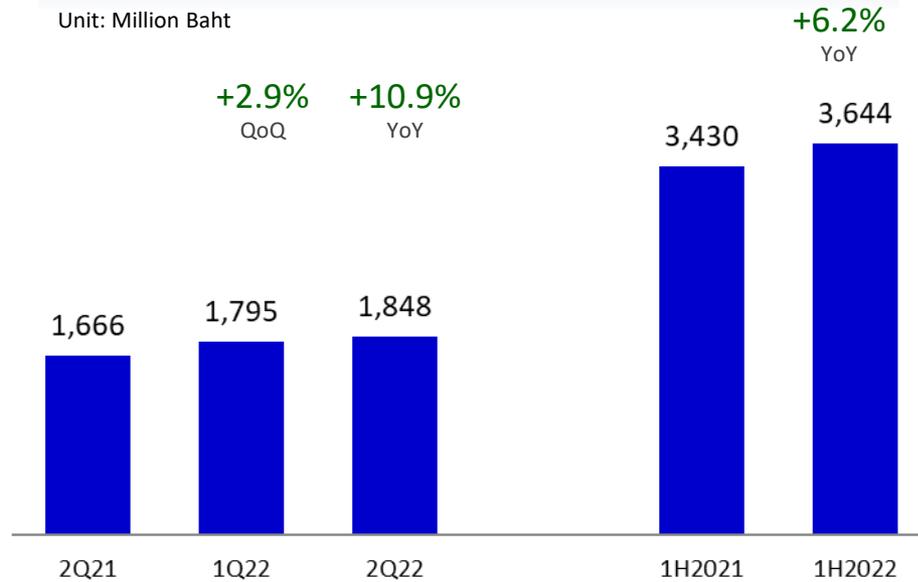
Financial Results

Profitability

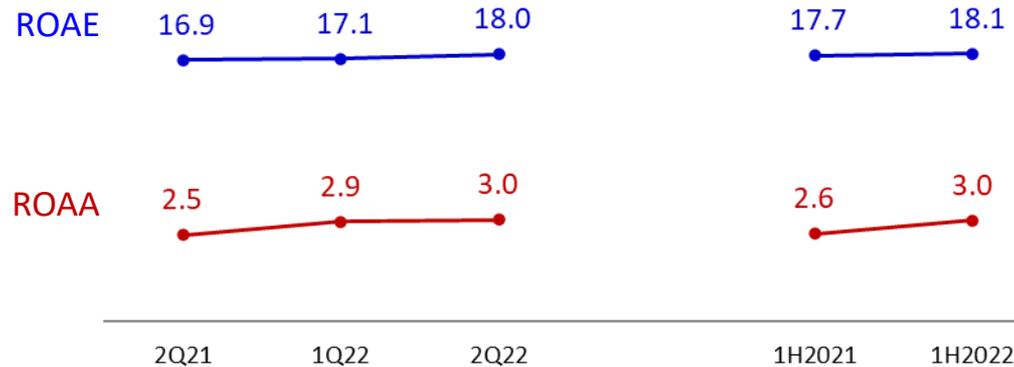


Net Profit

Unit: Million Baht



ROAE & ROAA



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)
Net Interest Income	3,149	3,061	3,107	1.5	(1.3)	6,259	6,168	(1.5)
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)
Total Non-Interest Income	1,566	1,358	1,457	7.3	(6.9)	3,557	2,815	(20.8)
Total Income	4,715	4,419	4,564	3.3	(3.2)	9,816	8,983	(8.5)
Operating Expenses	(2,080)	(2,099)	(2,125)	1.2	2.1	(4,135)	(4,224)	2.1
PPOP	2,635	2,320	2,439	5.1	(7.4)	5,681	4,760	(16.2)
Credit Expenses / ECL	(555)	(85)	(140)	63.9	(74.8)	(1,398)	(225)	(83.9)
Pre-tax Profit	2,079	2,235	2,300	2.9	10.6	4,283	4,534	5.9
Income Tax	(413)	(439)	(451)	2.7	9.2	(853)	(890)	4.3
Net Profit	1,666	1,795	1,848	2.9	10.9	3,430	3,644	6.2
EPS (Baht)	2.08	2.24	2.31			4.28	4.55	
ROAE (%)	16.9	17.1	18.0			17.7	18.1	

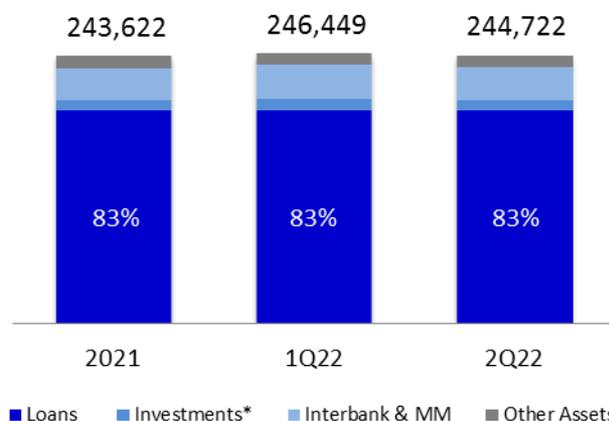
Assets and Liabilities



Assets

Unit: Million Baht

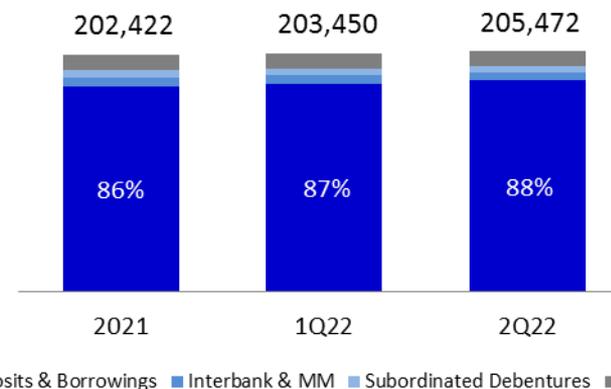
-0.7% **+0.5%**
QoQ YTD



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	9,266	(12.0)	(8.5)
Interbank & MM	30,489	32,511	32,554	0.1	6.8
Other Assets	11,799	11,356	10,859	(4.4)	(8.0)
Total Assets	243,622	246,449	244,722	(0.7)	0.5

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)
Total Liabilities	202,422	203,450	205,472	1.0	1.5
Retained Earnings	30,344	32,141	28,400	(11.6)	(6.4)
Total Equities	41,200	42,999	39,251	(8.7)	(4.7)

*Investments included Financial Assets measured at FV to PL

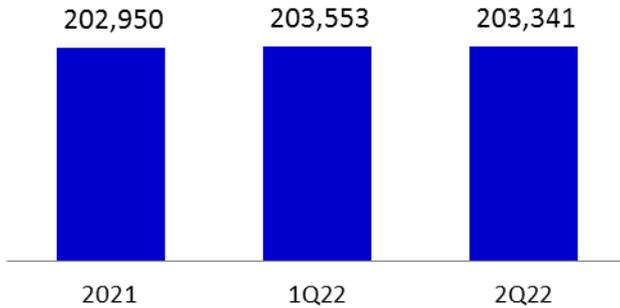
Loan Portfolios



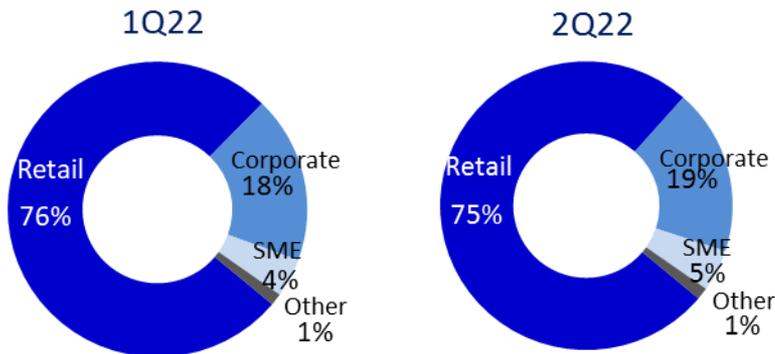
Total Loans

Unit: Million Baht

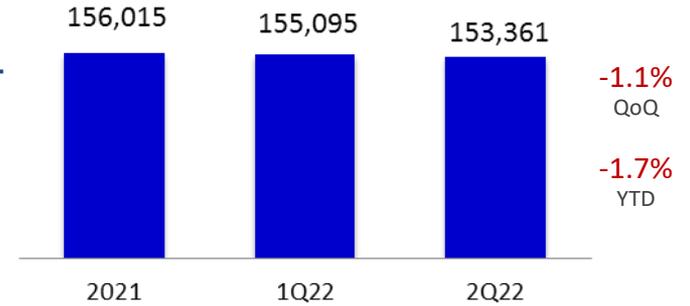
-0.1% QoQ
+0.2% YTD



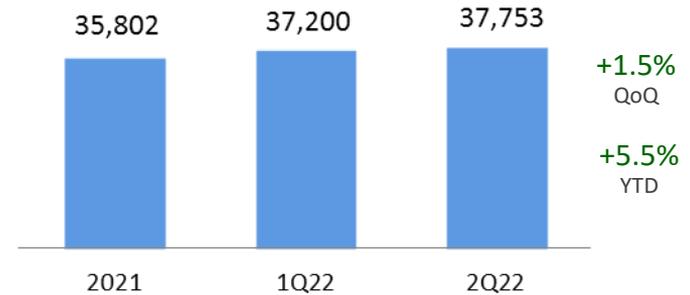
Loans by sectors



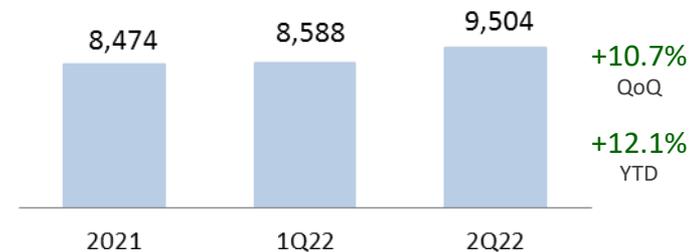
Retail Loans



Corporate Loans



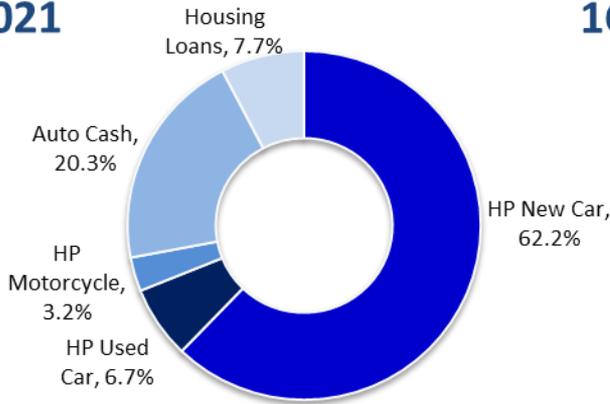
SME Loans



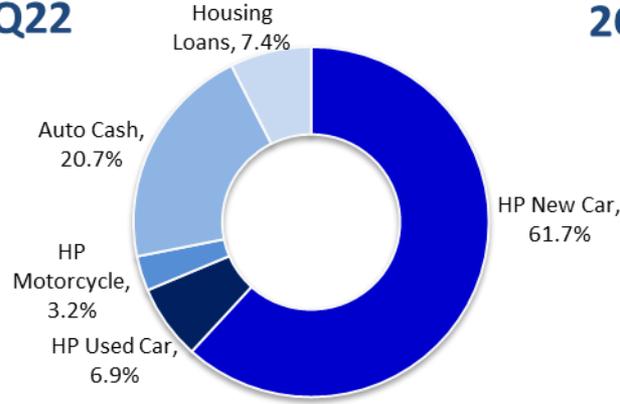
Retail Loan Portfolio Breakdown



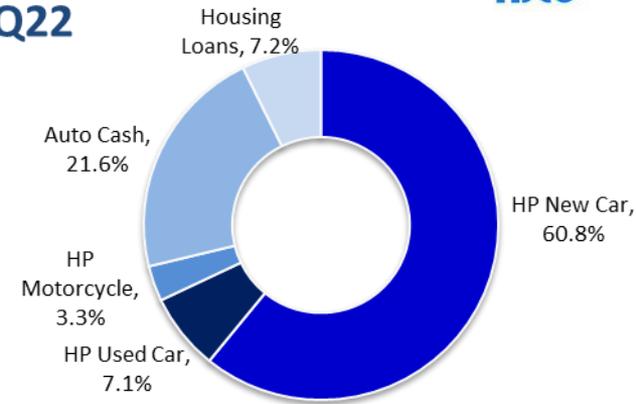
2021



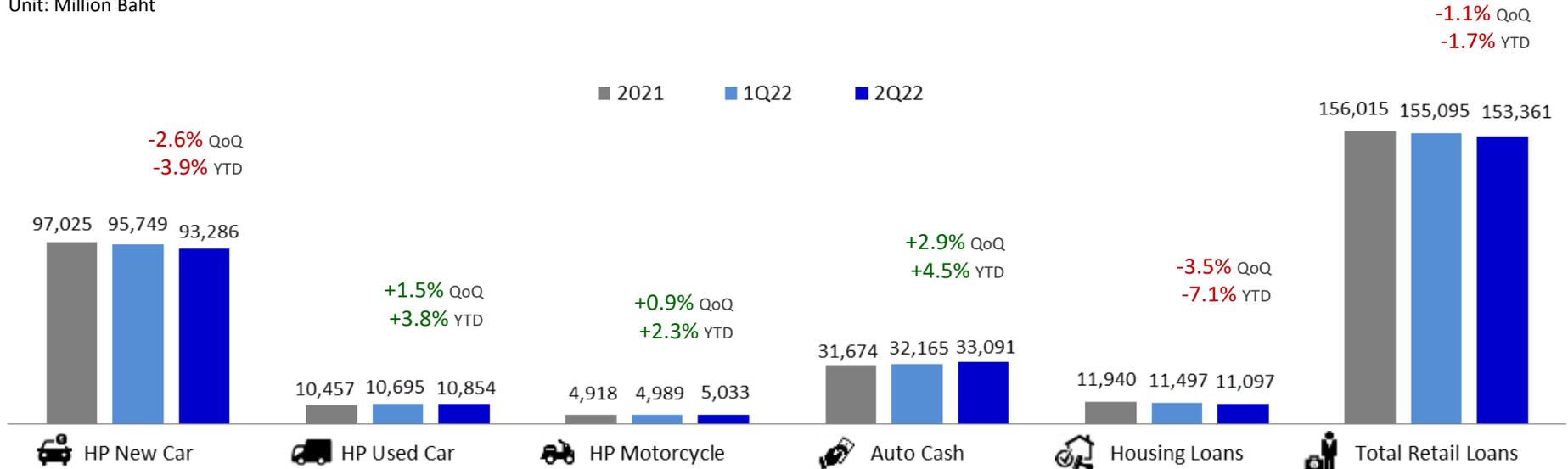
1Q22



2Q22



Unit: Million Baht

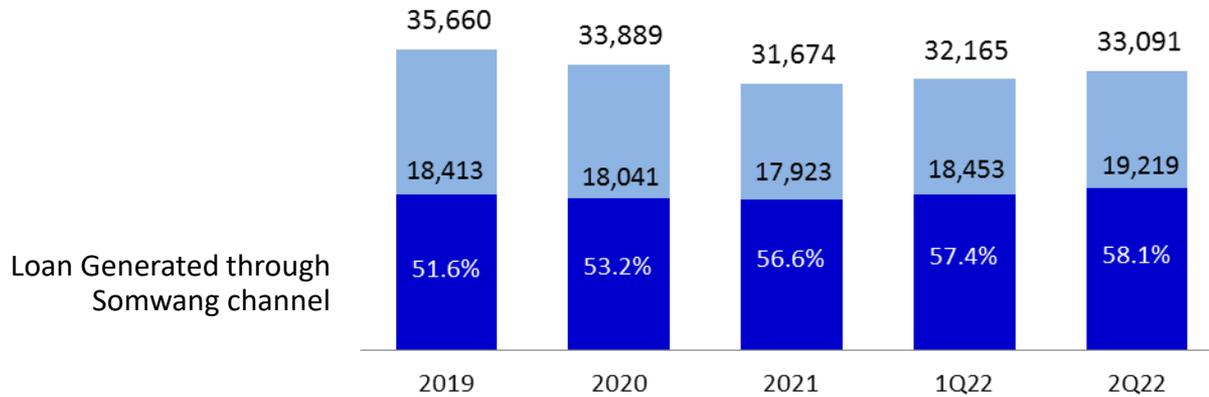


TISCO Auto Cash



Auto Cash Loans

Unit: Million Baht



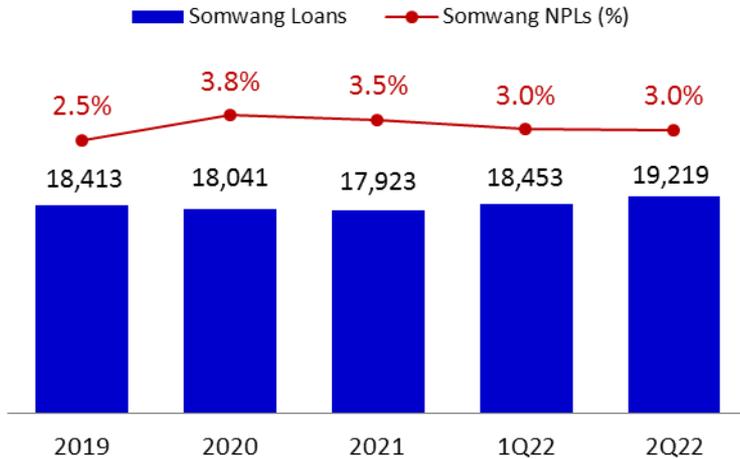
Auto Cash +2.9% QoQ +4.5% YTD

Somwang +4.2% QoQ +7.2% YTD



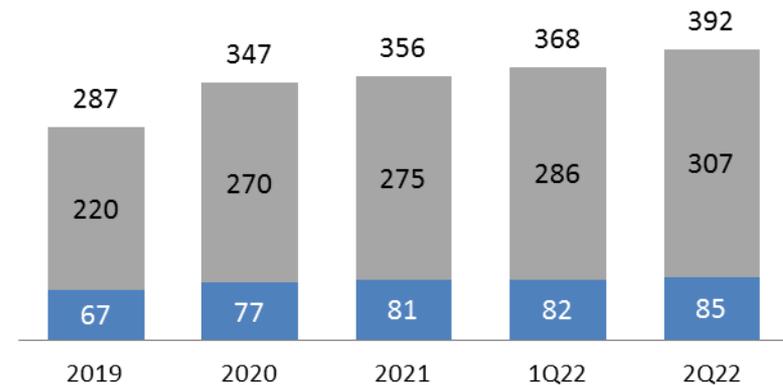
Somwang Loans vs NPLs

Unit: Million Baht



Somwang Branches

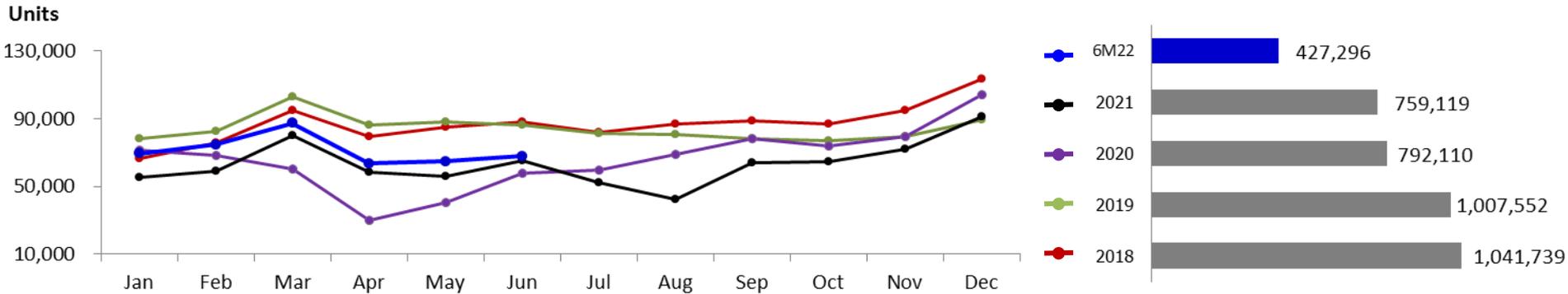
■ BKK and vicinity ■ Provincial area



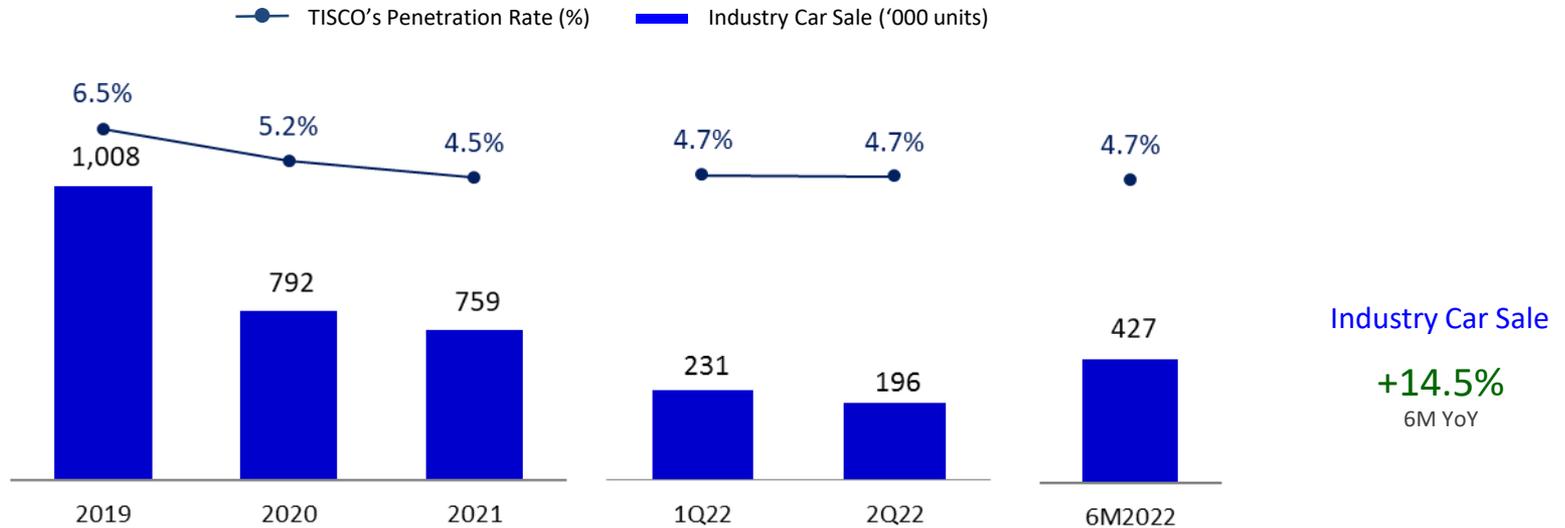
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

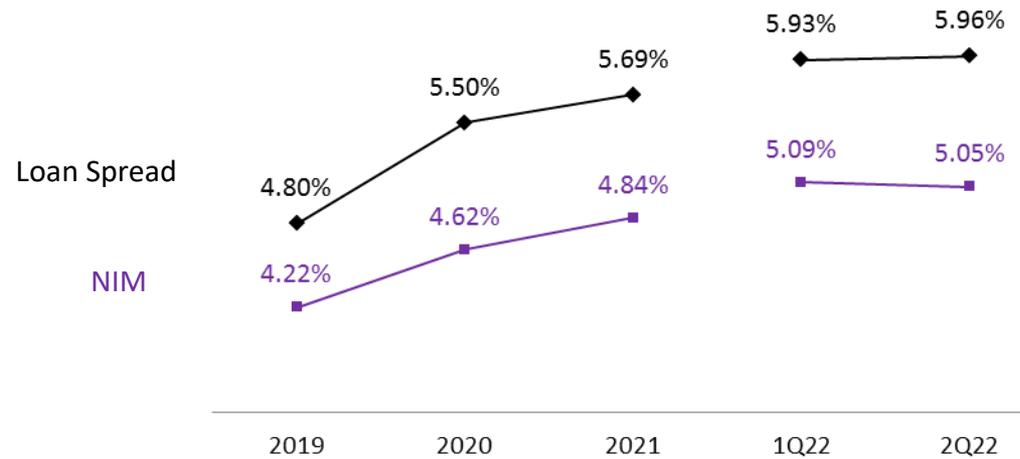
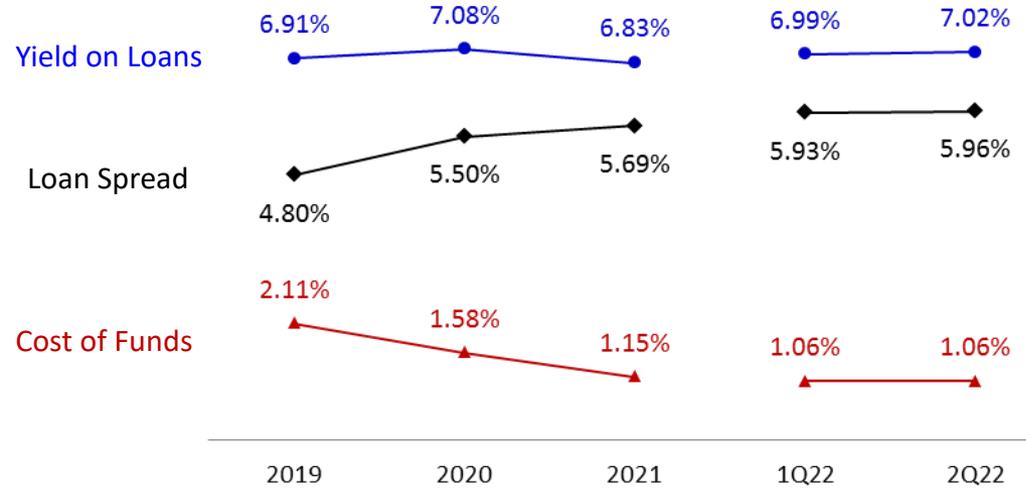
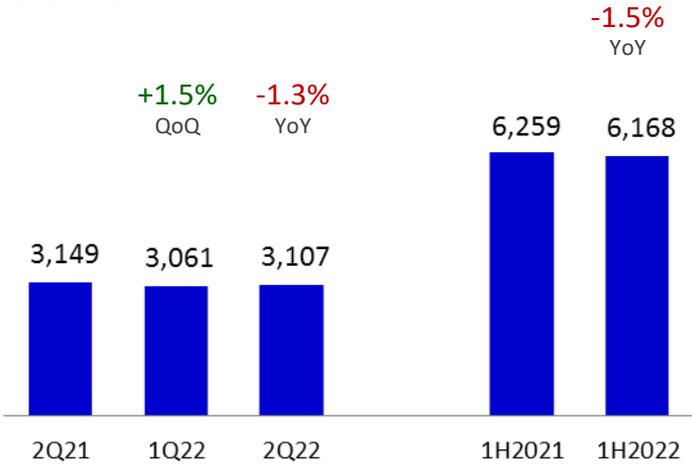


Interest Income & NIM



Net Interest Income

Unit: Million Baht

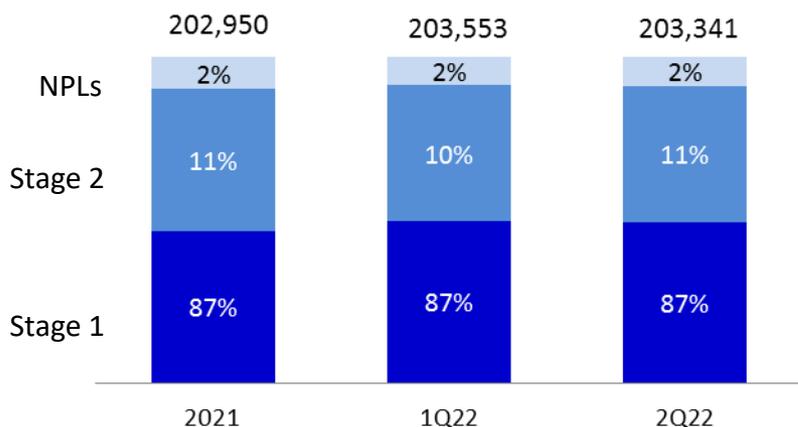


Asset Quality



Loan Classification

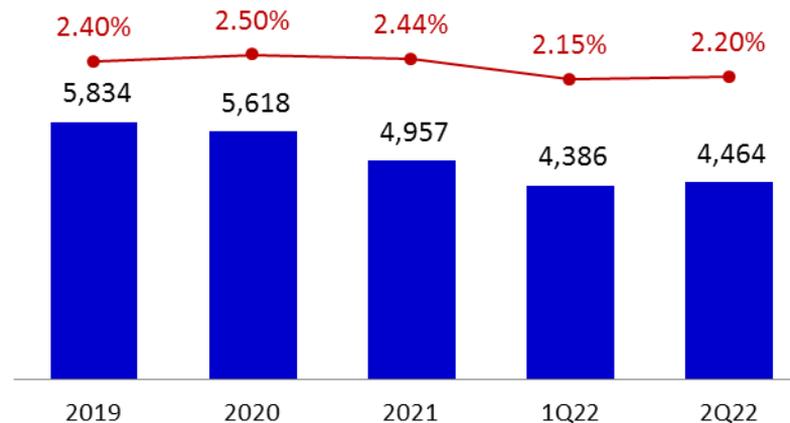
Unit: Million Baht



Non-Performing Loans

Unit: Million Baht

■ Total NPLs —● NPL Ratio (%)



NPLs by Loan Types

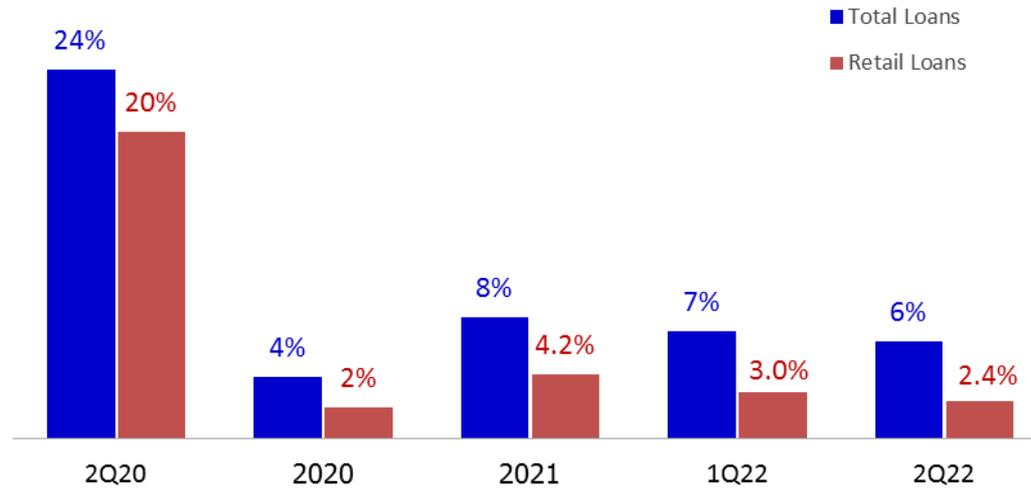
	2021		1Q22		2Q22	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	19	0.1	-	-	-	-
SME	66	0.8	78	0.9	135	1.4
Hire Purchase	2,682	2.4	2,309	2.1	2,383	2.2
Mortgage	1,015	8.5	967	8.4	925	8.3
Auto Cash	1,173	3.7	1,030	3.2	1,018	3.1
Others	2	0.1	2	0.1	3	0.1
Total NPLs	4,957	2.44	4,386	2.15	4,464	2.20

Debt Relief Programs

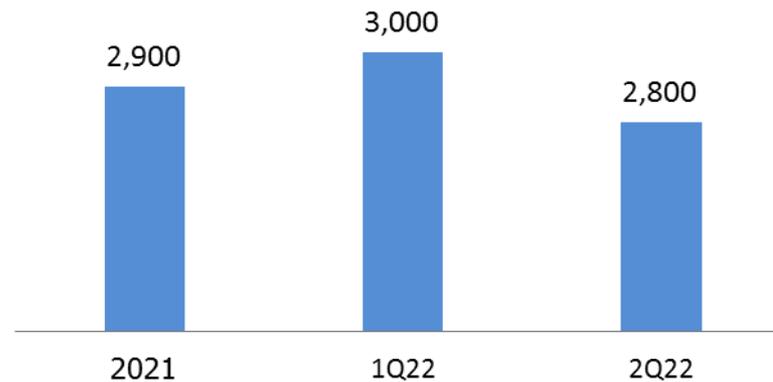


Outstanding Loans under Debt Relief Programs at the end of June 2022

% to total loans



Outstanding Soft Loans for SMES



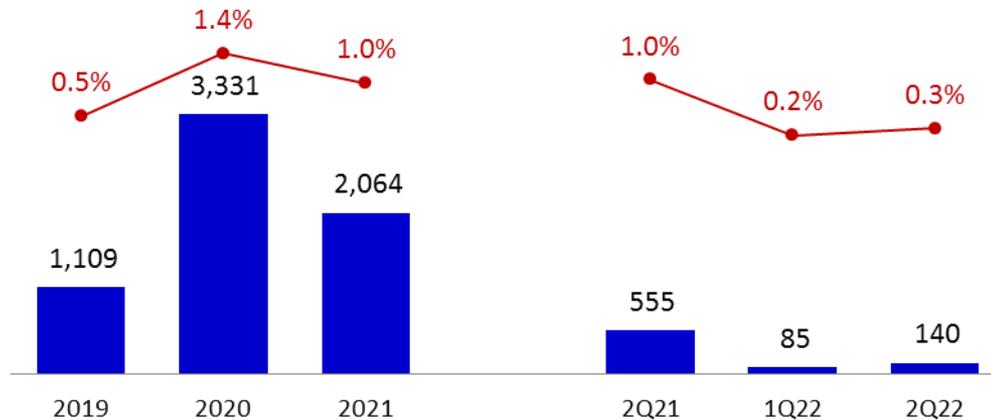
Expected Credit Loss



Expected Credit Loss

Unit: Million Baht

■ Provisions/ECL ● Credit Cost (%)



Allowance for ECL

Unit: Million Baht

TFRS 9



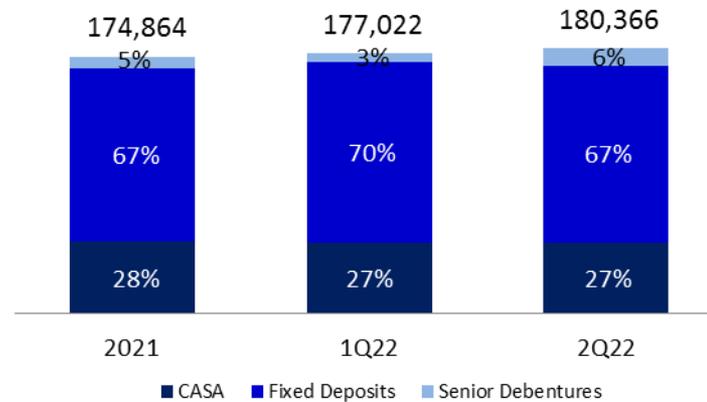
Funding



Total Funding

Unit: Million Baht

+1.9% +3.1%
QoQ YTD



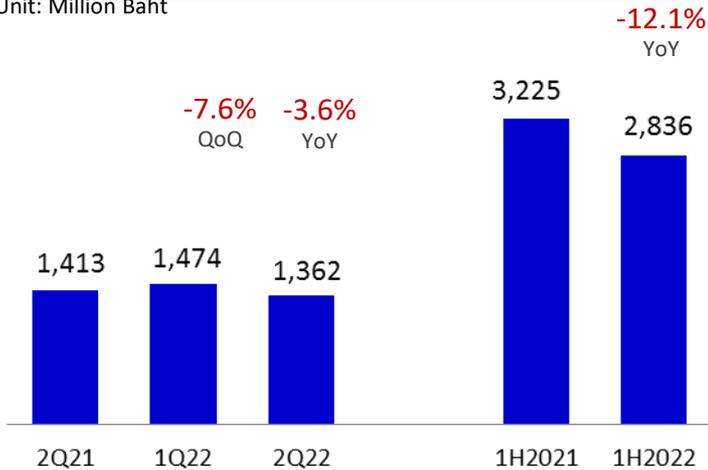
Unit : Million Baht	2021	1Q22	2Q22	% QoQ	% YoY
Current	2,162	2,207	2,212	0.2	2.3
Savings	46,932	46,009	46,444	0.9	(1.0)
Fixed Deposits	117,448	123,219	120,223	(2.4)	2.4
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	8,285	5,550	11,450	106.3	38.2
Total Deposits & Borrowings	174,864	177,022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

Non-Interest Income



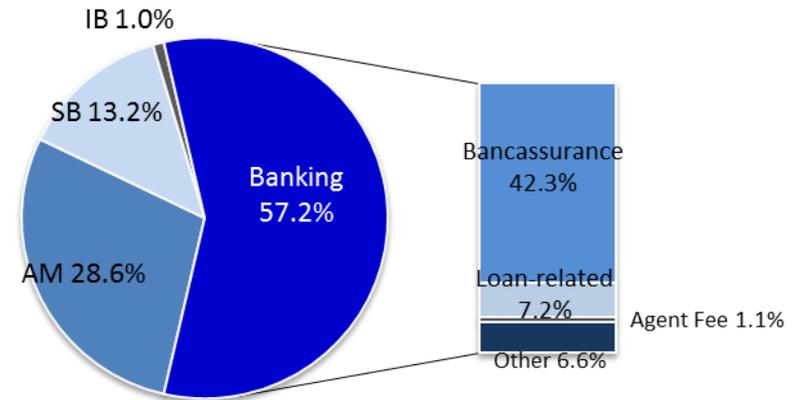
Non-Interest Income from Core Businesses

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	596	(1.4)	21.5	1,029	1,200	16.6
<i>Other Banking Fee</i>	233	210	212	1.3	(8.8)	521	422	(19.0)
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)
Non-Interest Income from Core Businesses	1,413	1,474	1,362	(7.6)	(3.6)	3,225	2,836	(12.1)
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)
Total Non-Interest Income	1,696	1,487	1,566	5.3	(7.7)	3,879	3,053	(21.3)

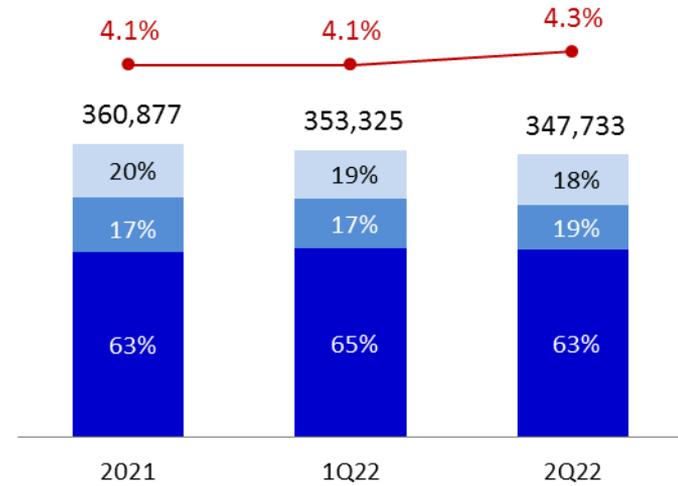
Asset Management Business



Assets Under Management

Unit: Million Baht

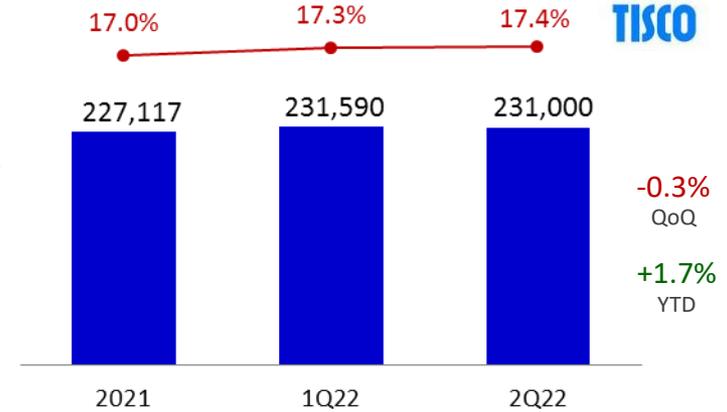
-1.6% QoQ
-3.6% YTD



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

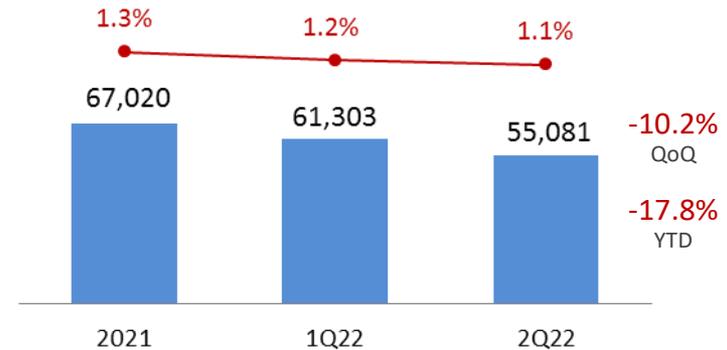
Rank #8

Rank #1
Provident Fund



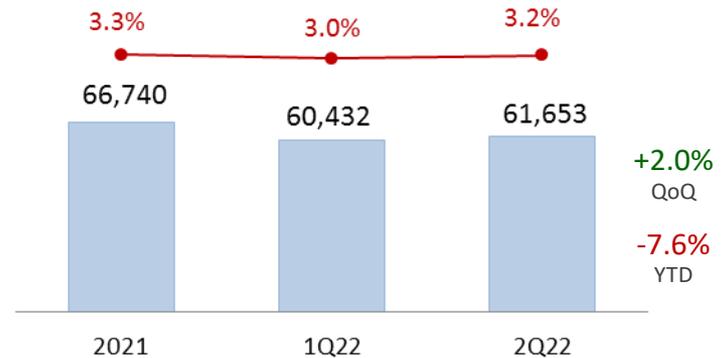
-0.3% QoQ
+1.7% YTD

Rank #14
Mutual Fund



-10.2% QoQ
-17.8% YTD

Rank #5
Private Fund



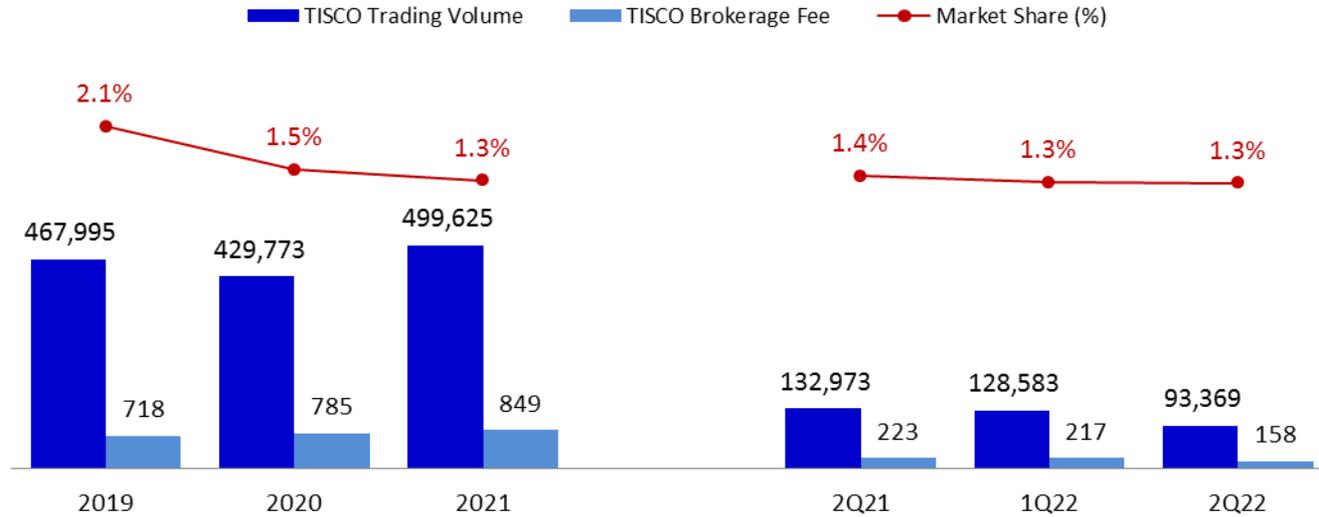
+2.0% QoQ
-7.6% YTD

Brokerage Business



TISCO Trading Volume & Market Share

Unit: Million Baht



Trading Volume by Customers

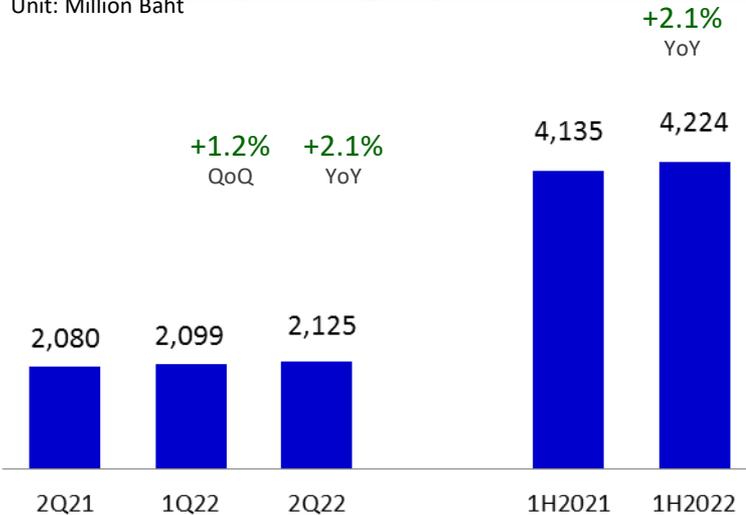


Operating Expenses

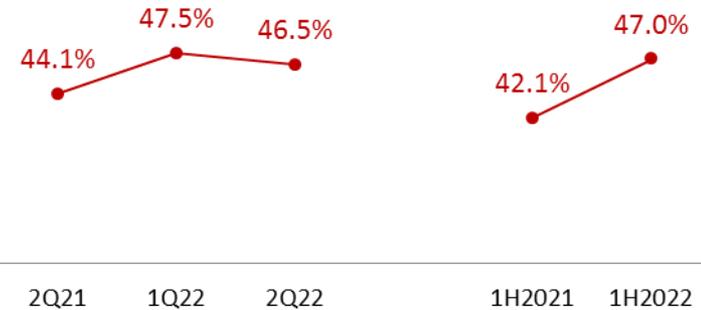


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



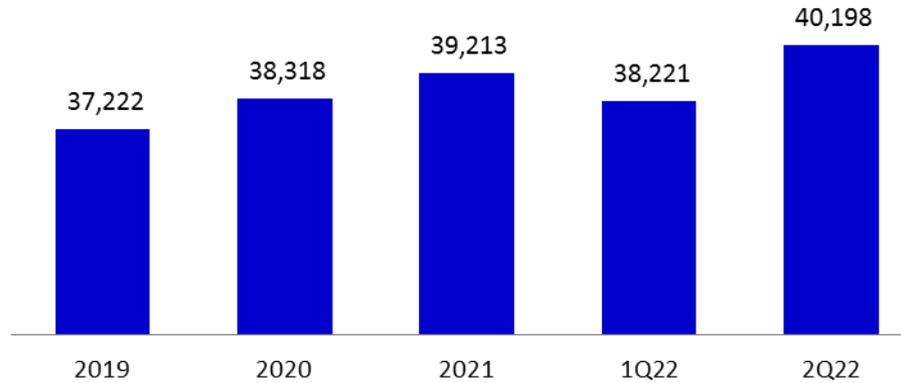
Unit : Million Baht	2Q21	1Q22	2Q22	% QoQ	% YoY	1H2021	1H2022	% YoY
Employee Expenses	1,422	1,510	1,537	1.8	8.1	2,874	3,047	6.0
Premises & Equipment Expenses	354	322	342	6.2	(3.4)	671	664	(1.0)
Taxes & Duties	59	62	60	(3.2)	1.1	125	122	(2.6)
Other Expenses	245	205	185	(9.6)	(24.3)	464	390	(15.9)
Total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

Capital Adequacy

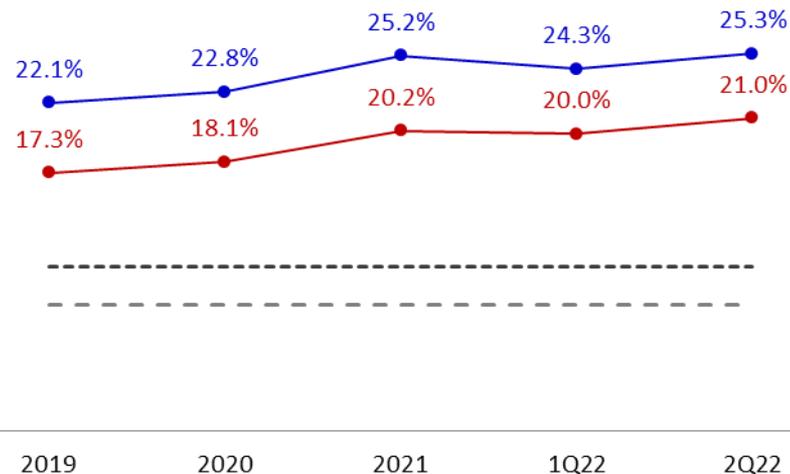


Capital Base of TISCO Bank

Unit: Million Baht



Capital Adequacy Ratio



BIS Ratio

Tier I Ratio

Min. Required by BOT

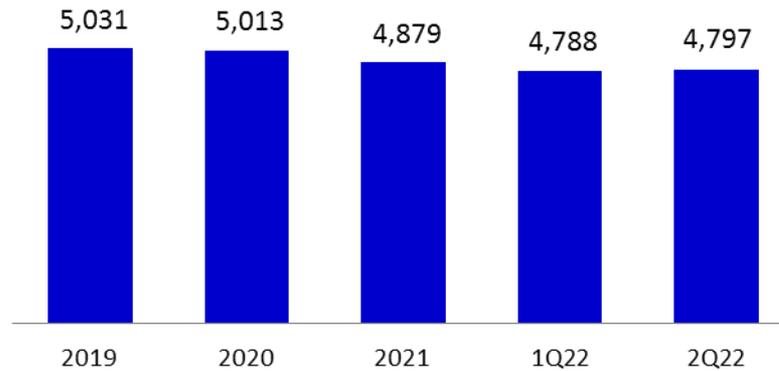
11.0% BIS Ratio

8.5% Tier I Ratio

Employees and Branch Network

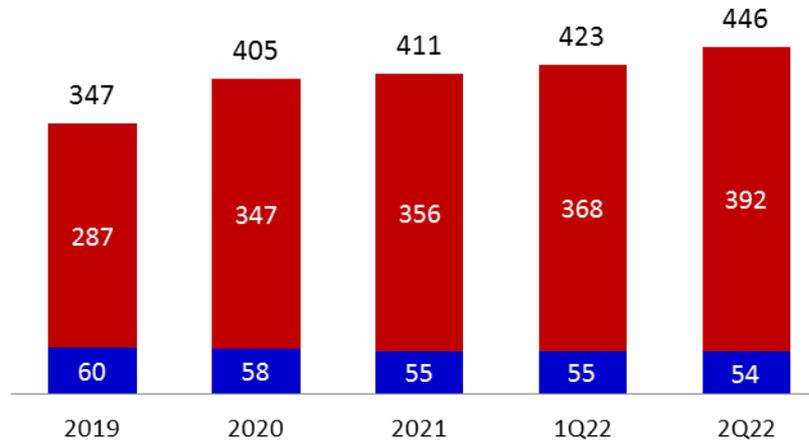


Total Employees



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



ir@tisco.co.th



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.

