



**TISCO Financial Group Public Co., Ltd.**  
**For the Third Quarter of 2020**

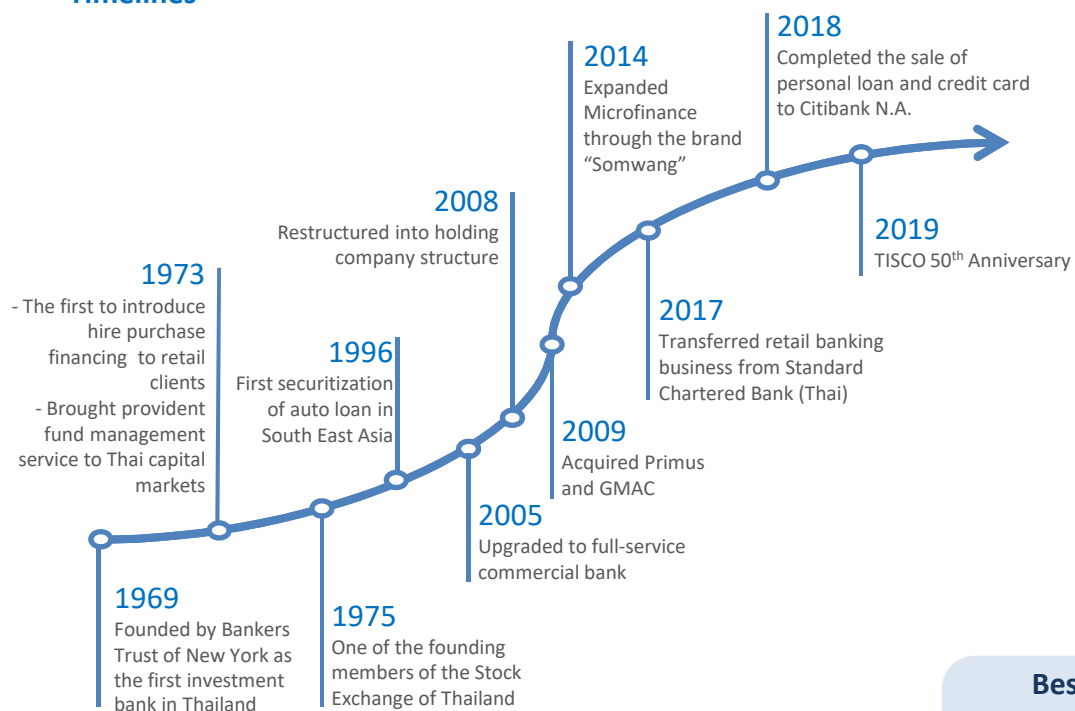


## TISCO Overview

# Company Profile



## Timelines



## Key Metrics

	Unit: Million Baht	2019	9M2020
Total Assets		298,143	275,949
Total Loans		242,826	224,900
Total Funding Deposits		234,421	212,633
Capital Ratio (BIS %)		22.1	22.5
Market Capitalization		79,464	51,041

## Business Model

"Selective Focus"  
Universal Bank

## CG Scoring



Excellent

## Credit Rating

A- (Stable)

Best Company Performance from SET Awards 2018-2019

Best Employer Thailand Awards 2019 from Kincentric Thailand

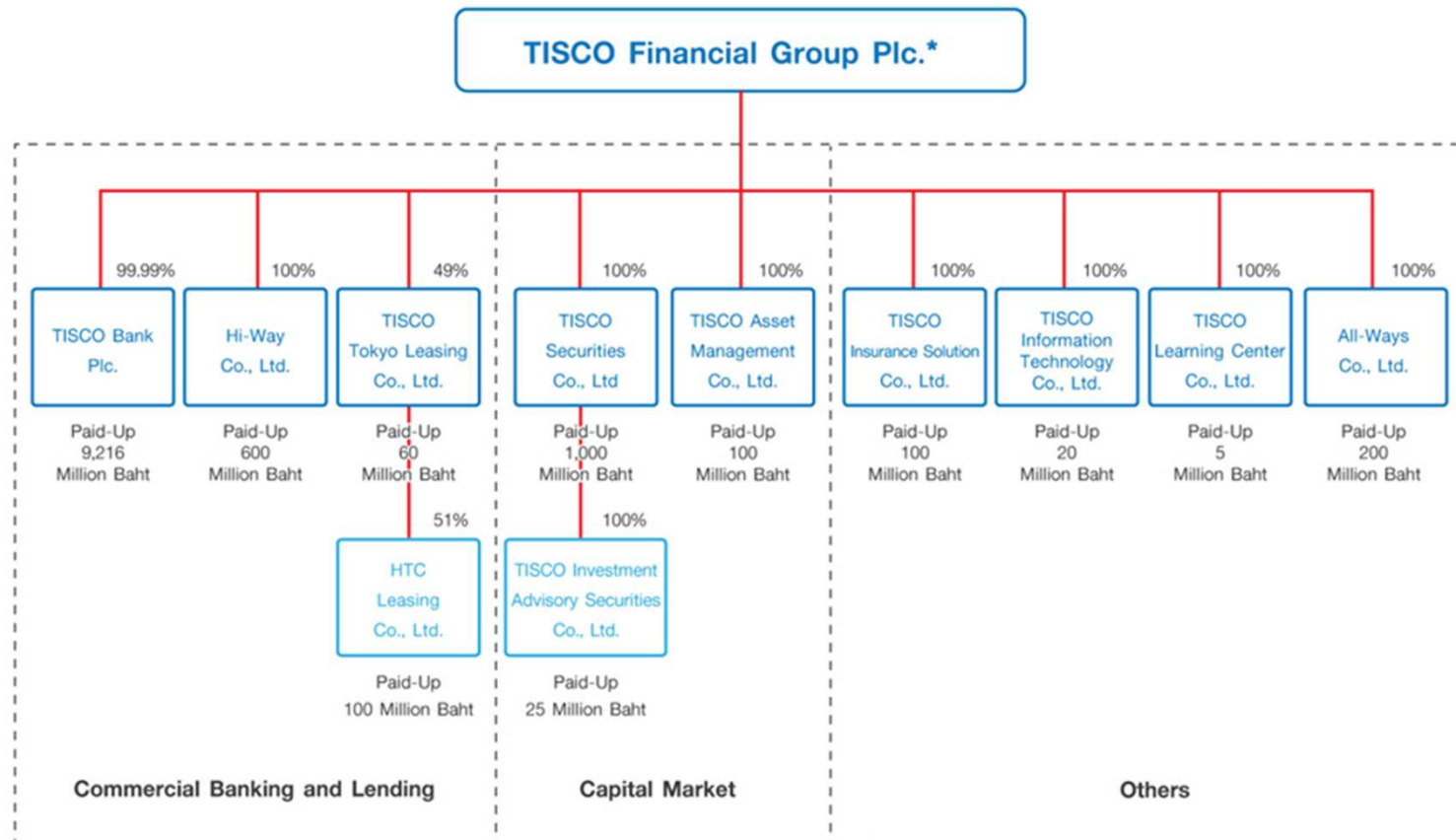
Thailand Sustainability Investment (THSI) from SET in 2017-2019

"ESG100 Company" in 2015-2019

"Company with excellent CG Scoring" from IOD in 2018



# TISCO Group Structure



# TISCO Businesses



## Retail Banking

- Auto Hire Purchase
- TISCO Auto Cash
- Mortgage Loan & Home-Equity Loan
- SME Lending
- Life & Non-Life Insurance



## Corporate Banking

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

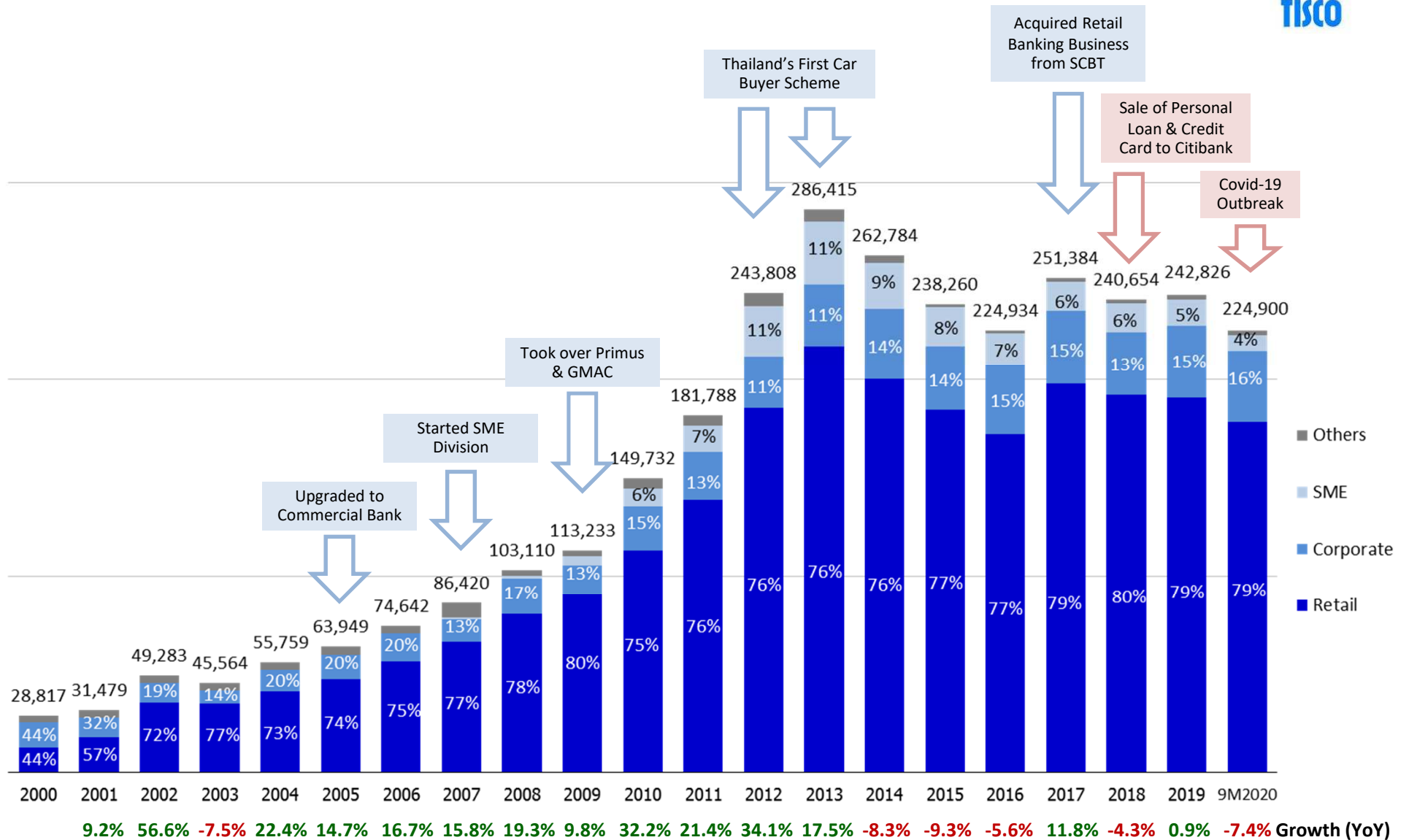


## Wealth & Asset Management

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



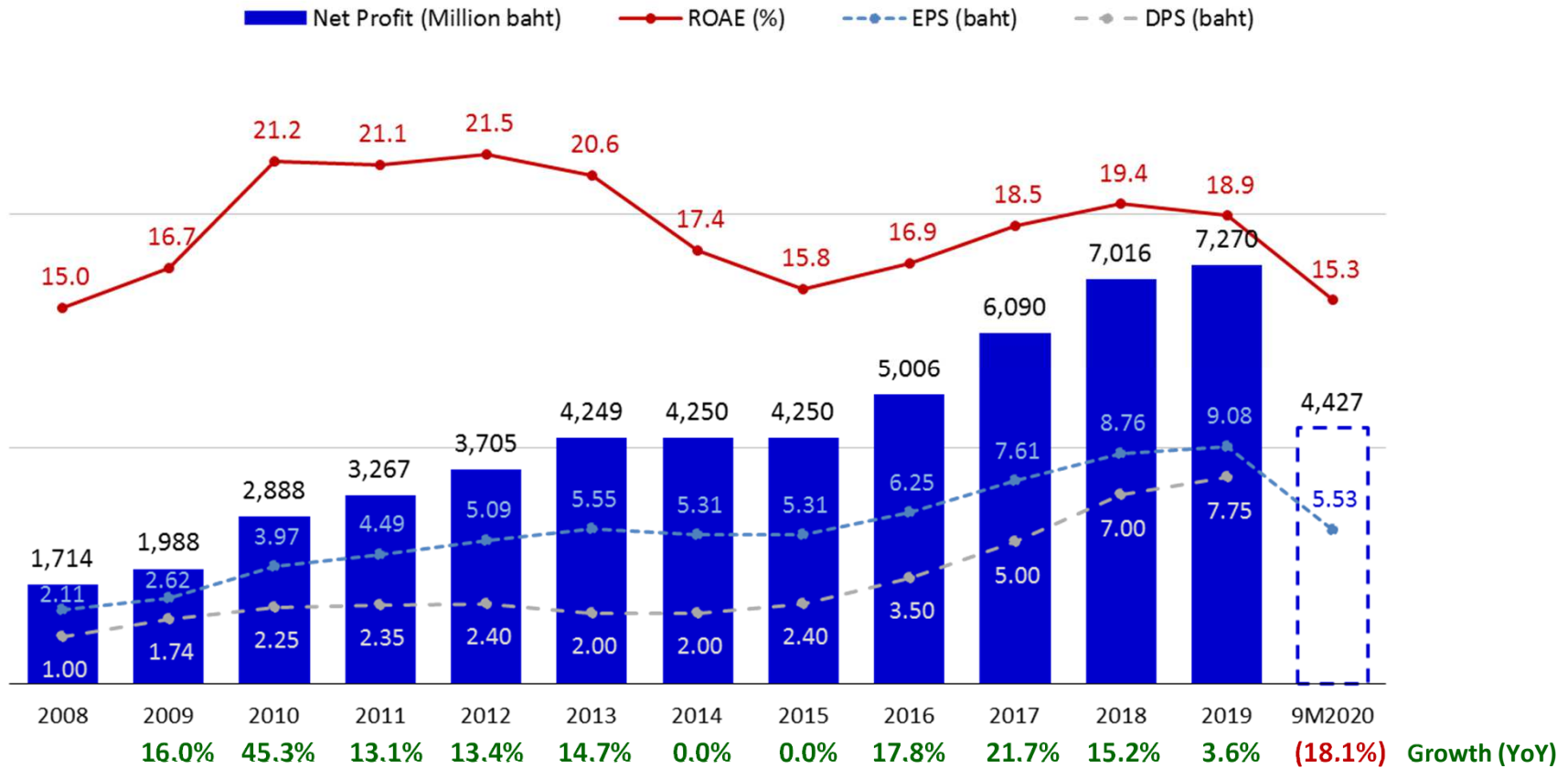
# Consolidated Loan Portfolio



# Profitability



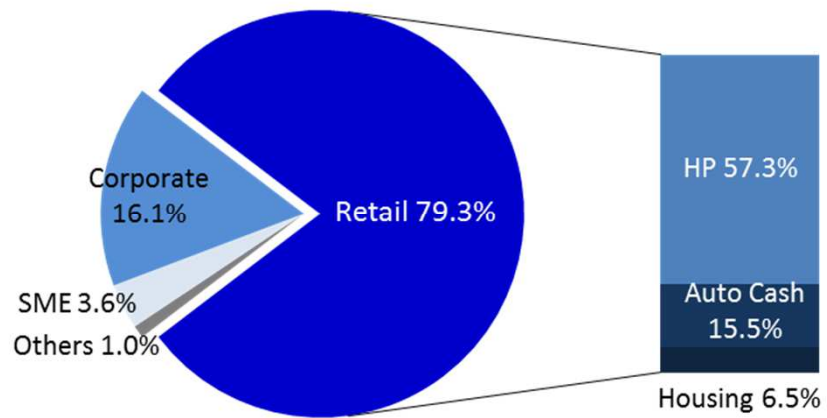
Profitability for the past decade



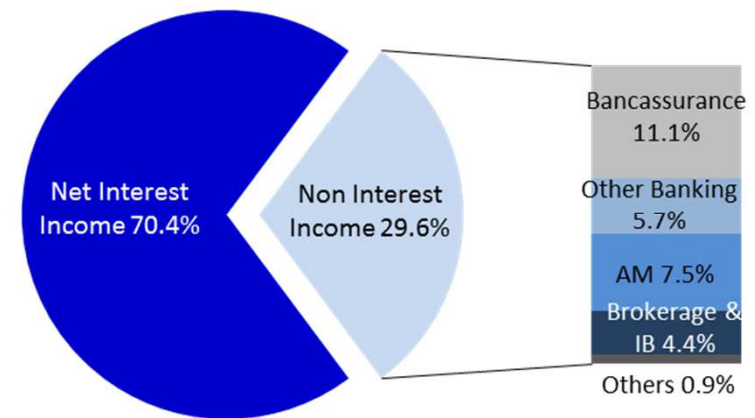
# Business Profile as of 9M2020



Loan Profile

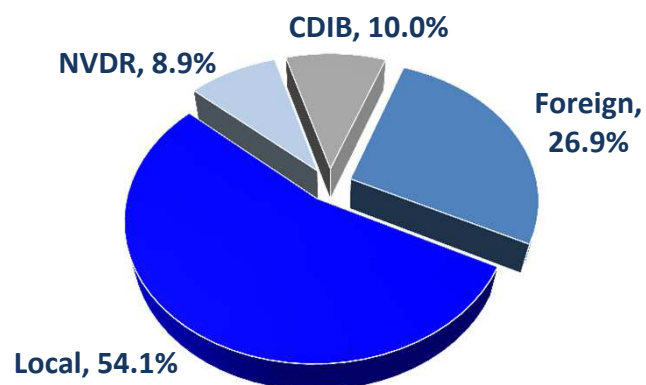


Revenue Mix





# Share Capital Information



\*As of 30 Sep 2020

**Total Shares** 800,655,483

Ordinary Shares 800,645,624

Preferred Shares 9,859

**No. of Shareholders** 35,689

Foreign Shareholders 156

Local Shareholders 35,533

**Shareholders by type (%)**

Institutional 73.1%

Individual 26.9%

**Foreign limit (%)** 49.0%

**Free float (%)** 82.04%

**Top Ten Shareholders (as of 4 June 2020)**

1. THAI NVDR CO., LTD. 11.17%

2. CDIB & PARTNERS INVESTMENT HOLDINGS PTE LTD 10.00%

3. SOUTH EAST ASIA UK (TYPE C) NOMINEES LIMITED 5.01%

4. TOKYO CENTURY CORPORATION 4.93%

5. STATE STREET EUROPE LIMITED 3.61%

6. KRUNGSRI DIVIDEND STOCK LTF 1.95%

7. SOCIAL SECURITIES OFFICE 1.86%

8. SOUTH EAST ASIA UK (TYPE A) NOMINEES LIMITED 1.20%

9. BNY MELLON NOMINEES LIMITED 1.16%

10. MR. VIRAWAT VILAISATHIEN 1.02%

# Recognitions and Awards



**Best Company Performance** from SET Awards 2018 & 2019

**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



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


- **Outstanding Asset Management Company Award 2019** from SET Awards 2019



- **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 3 consecutive years (2017-2019) from SET

- Certificate of **“ESG100 Company”** in 2015-2019



- **Best Responsible Investor Award** from Asia Asset Management at 2019 Best of The Best Awards

- **Best Retirement Mutual Fund Award - Equity securities** from Morningstar Thailand Fund Awards 2019



- **Best Provident Fund Provider Thailand award** for 2 consecutive years (2018-2019) from Global Banking and Finance Review

- **Top Bank in Corporate Bonds** in the Secondary Market by the The Asset in 2018-2019



## Financial Results

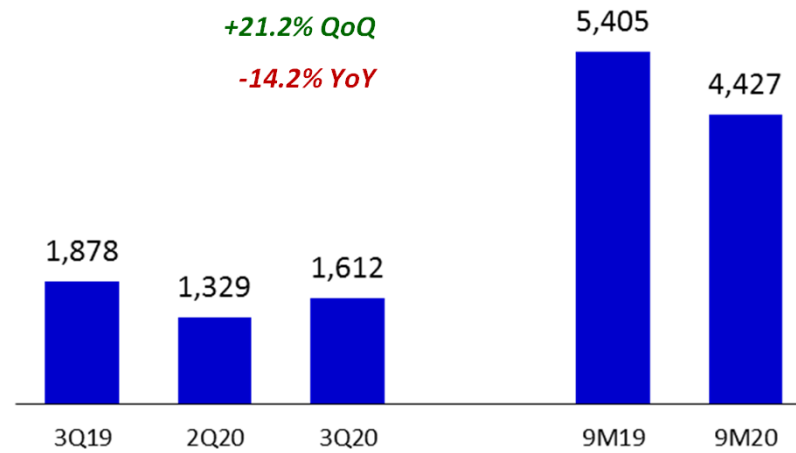
# Profitability



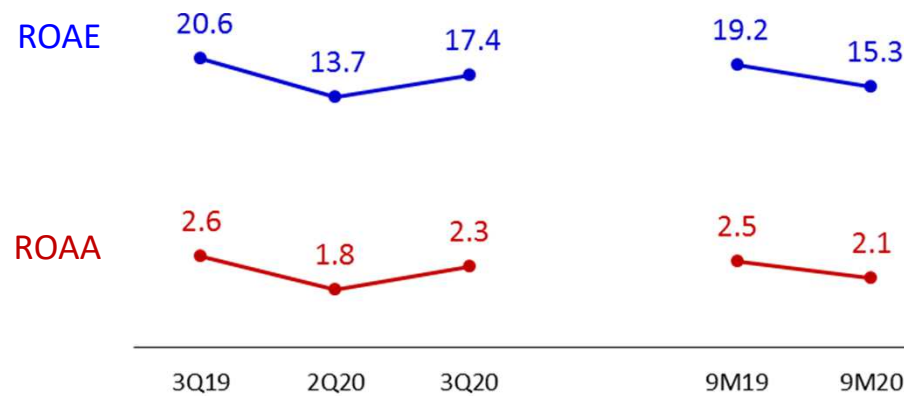
## Net Profit

Unit: Million Baht

**-18.1% YoY**



## ROAE & ROAA



# 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)
<b>Net Interest Income</b>	<b>3,111</b>	<b>3,128</b>	<b>3,252</b>	<b>4.0</b>	<b>4.6</b>	<b>9,320</b>	<b>9,838</b>	<b>5.6</b>
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
<b>Total Non-Interest Income</b>	<b>1,653</b>	<b>1,234</b>	<b>1,443</b>	<b>17.0</b>	<b>(12.7)</b>	<b>4,679</b>	<b>4,132</b>	<b>(11.7)</b>
<b>Total Income</b>	<b>4,763</b>	<b>4,362</b>	<b>4,696</b>	<b>7.6</b>	<b>(1.4)</b>	<b>13,999</b>	<b>13,970</b>	<b>(0.2)</b>
Operating Expenses	(2,303)	(1,815)	(2,082)	14.7	(9.6)	(6,892)	(5,892)	(14.5)
<b>PPOP</b>	<b>2,461</b>	<b>2,547</b>	<b>2,614</b>	<b>2.6</b>	<b>6.2</b>	<b>7,107</b>	<b>8,078</b>	<b>13.7</b>
Credit Expenses / ECL	(125)	(882)	(605)	(31.4)	383.5	(371)	(2,560)	590.3
<b>Pre-tax Profit</b>	<b>2,335</b>	<b>1,666</b>	<b>2,009</b>	<b>20.6</b>	<b>(14.0)</b>	<b>6,737</b>	<b>5,518</b>	<b>(18.1)</b>
Income Tax	(459)	(336)	(397)	18.1	(13.5)	(1,328)	(1,091)	(17.8)
<b>Net Profit</b>	<b>1,878</b>	<b>1,329</b>	<b>1,612</b>	<b>21.2</b>	<b>(14.2)</b>	<b>5,405</b>	<b>4,427</b>	<b>(18.1)</b>
<b>EPS (Baht)</b>	<b>2.35</b>	<b>1.66</b>	<b>2.01</b>			<b>6.75</b>	<b>5.53</b>	
<b>ROAE (%)</b>	<b>20.6</b>	<b>13.7</b>	<b>17.4</b>			<b>19.2</b>	<b>15.3</b>	

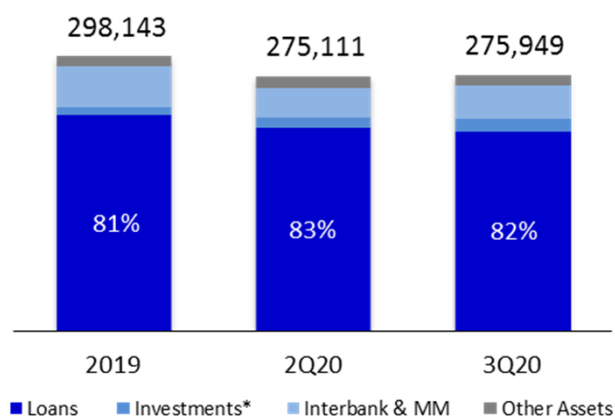
# Assets and Liabilities



## Assets

Unit: Million Baht

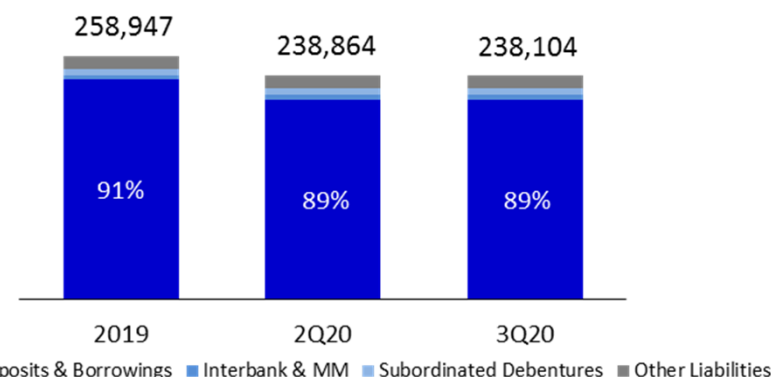
**+0.3% QoQ**  
**-7.4% YTD**



## Liabilities

Unit: Million Baht

**-0.3% QoQ**  
**-8.0% 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	11,370	12,772	11,821	(7.4)	4.0
<b>Total Assets</b>	<b>298,143</b>	<b>275,111</b>	<b>275,949</b>	<b>0.3</b>	<b>(7.4)</b>

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	13,189	13,976	13,506	(3.4)	2.4
<b>Total Liabilities</b>	<b>258,947</b>	<b>238,864</b>	<b>238,104</b>	<b>(0.3)</b>	<b>(8.0)</b>
Retained Earnings	28,357	25,370	26,983	6.4	(4.8)
<b>Total Equities</b>	<b>39,196</b>	<b>36,247</b>	<b>37,845</b>	<b>4.4</b>	<b>(3.4)</b>

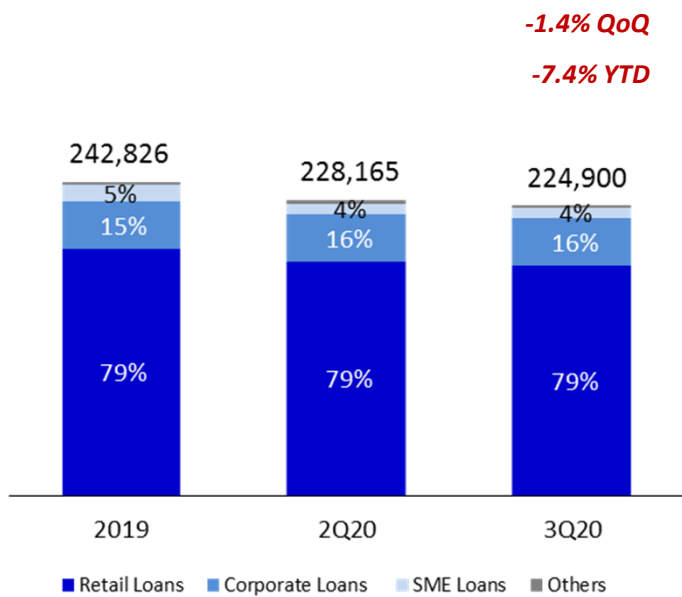
\*Investments in 2020 included Financial Assets measured at FV to PL

# Loan Portfolios

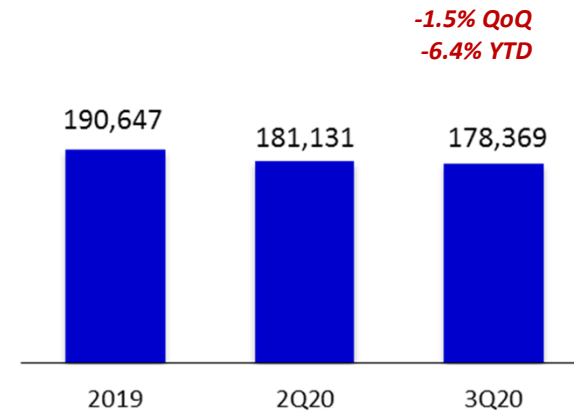


## Total Loans

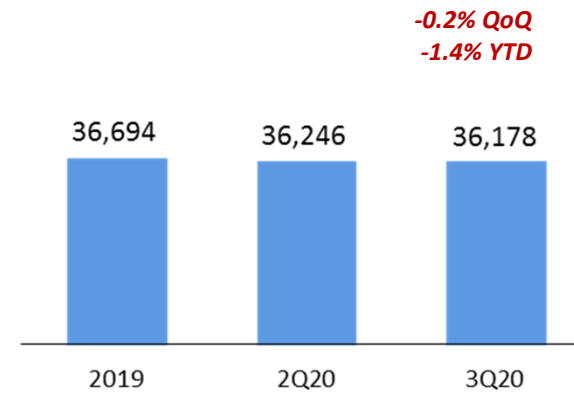
Unit: Million Baht



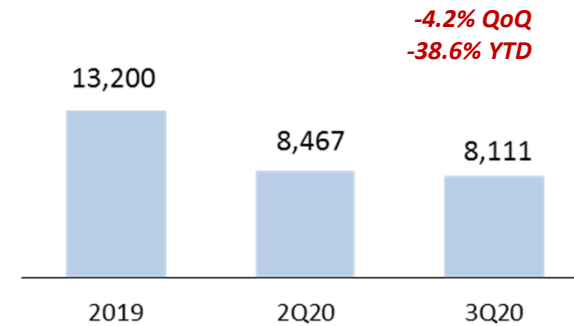
## Retail Loans



## Corporate Loans



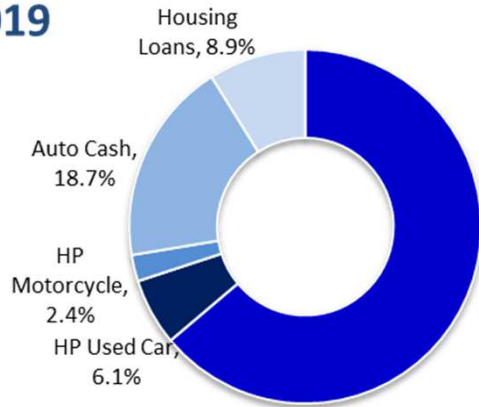
## SME Loans



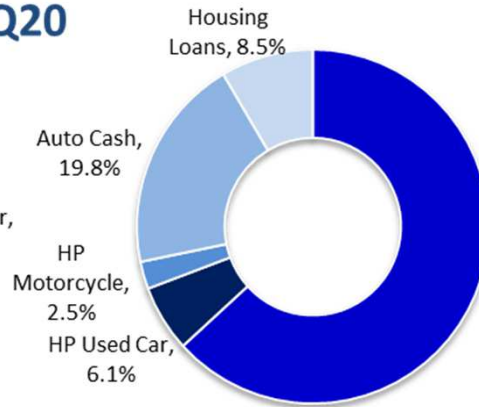
# Retail Loan Portfolio Breakdown



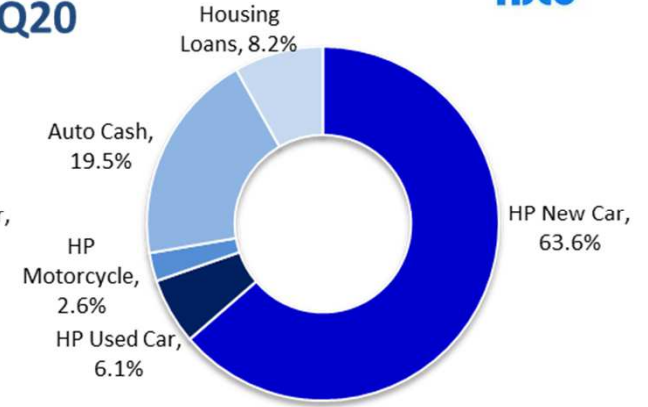
2019



2Q20

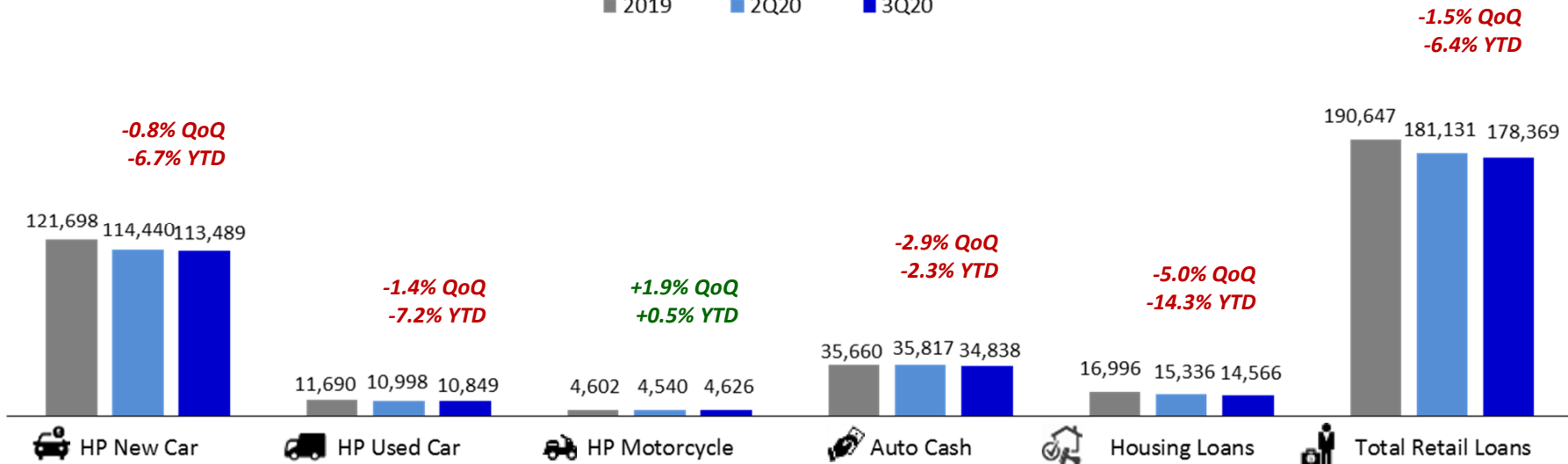


3Q20



Unit: Million Baht

■ 2019 ■ 2Q20 ■ 3Q20



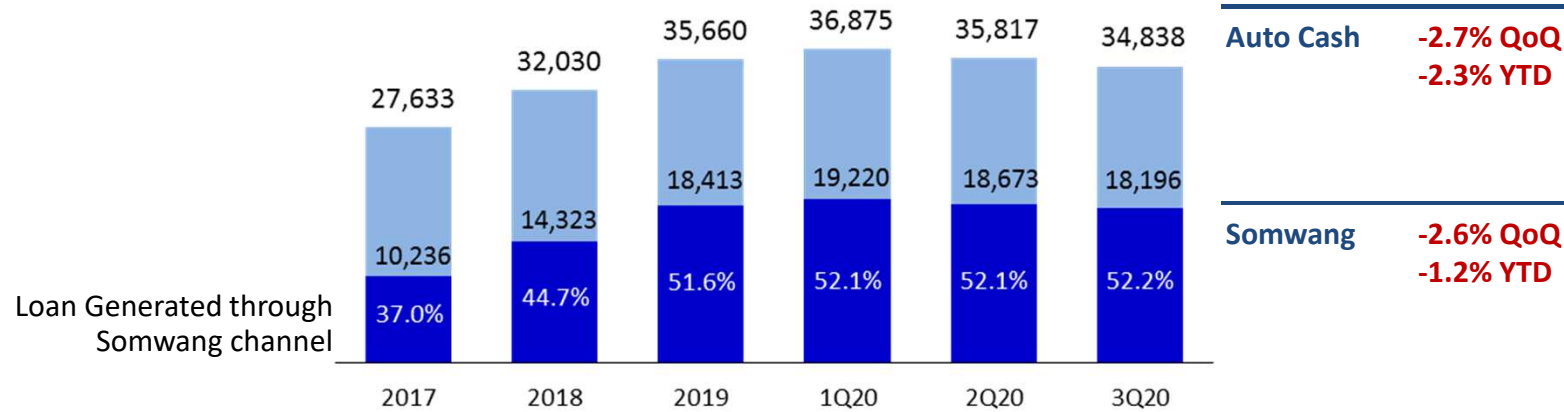


# TISCO Auto Cash

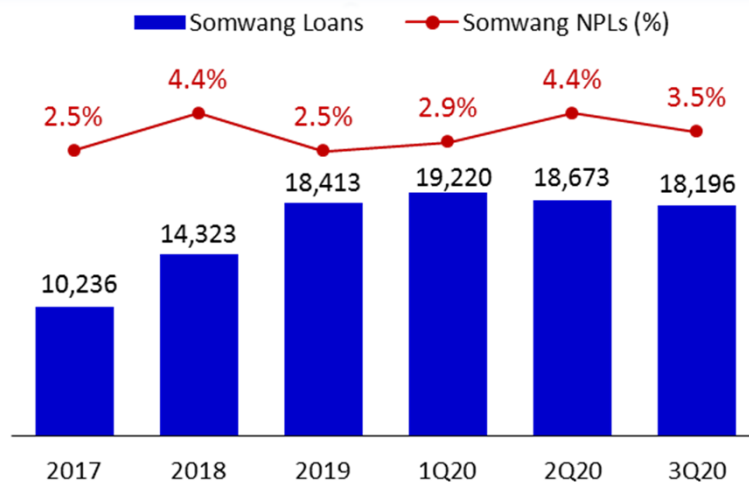


## Auto Cash Loans

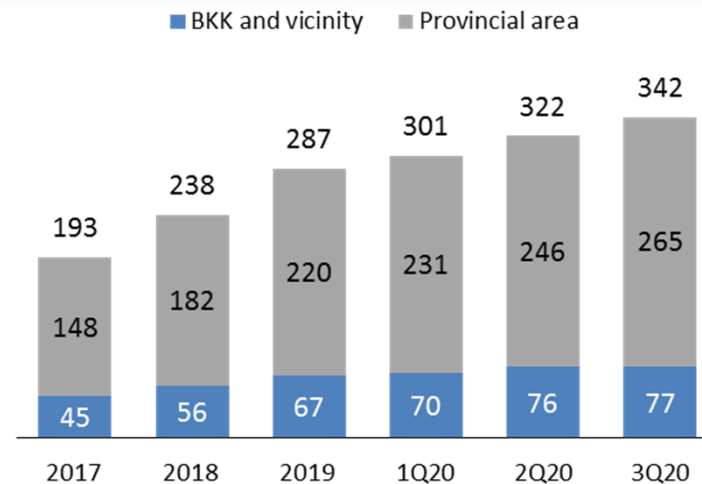
Unit: Million Baht



## Somwang Loans vs NPLs



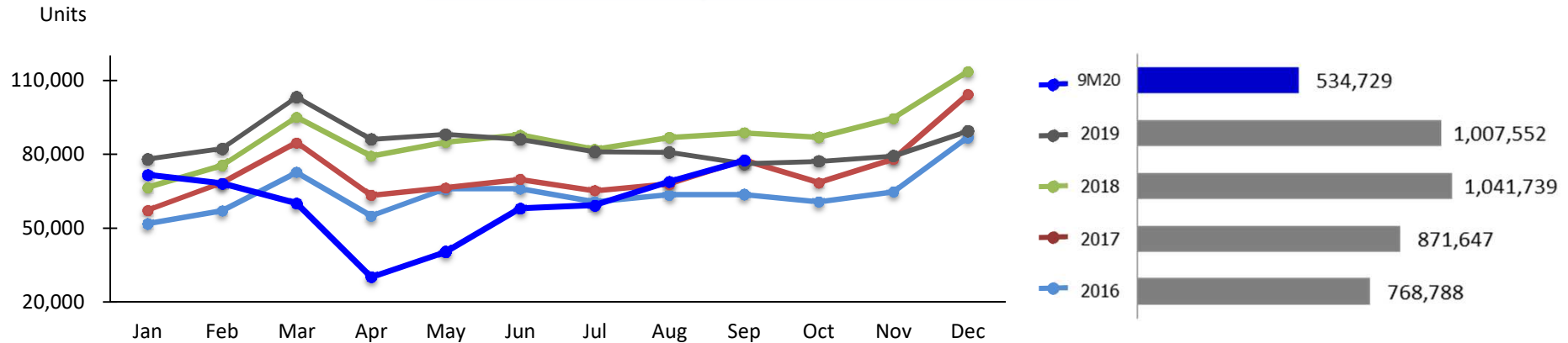
## Somwang Branches



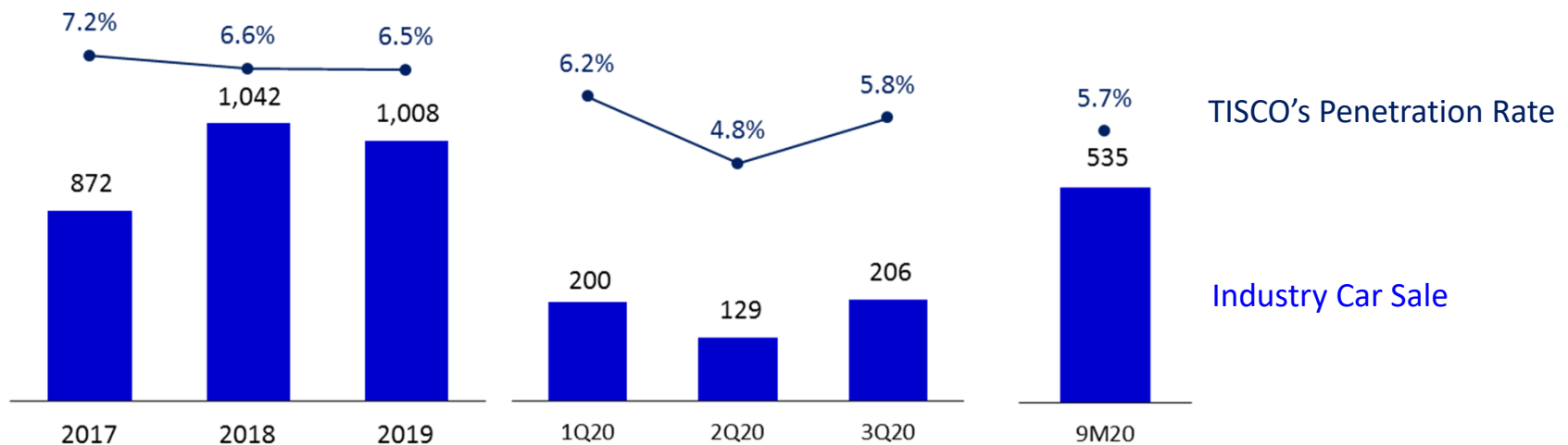
# Industry Car Sale & Penetration Rate



## Industry New Car Sale



## TISCO's Auto HP Penetration Rate

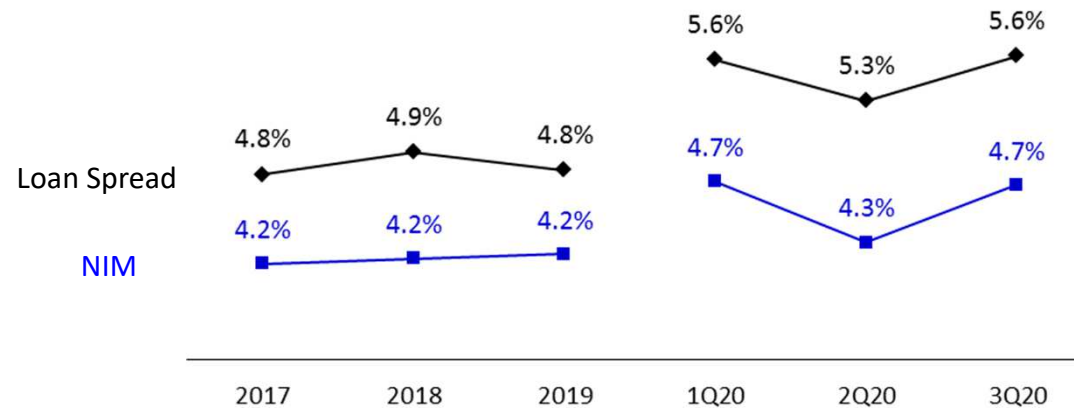
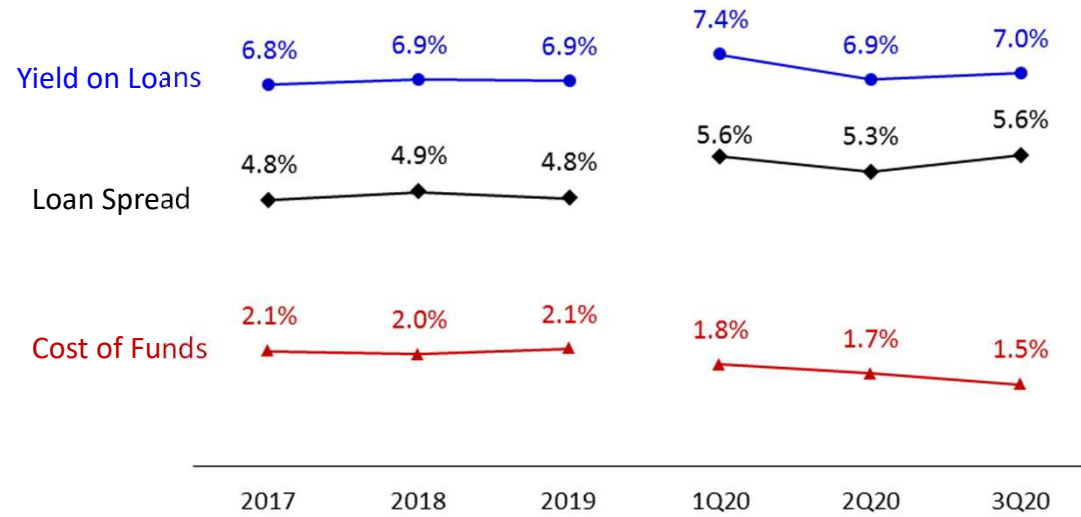
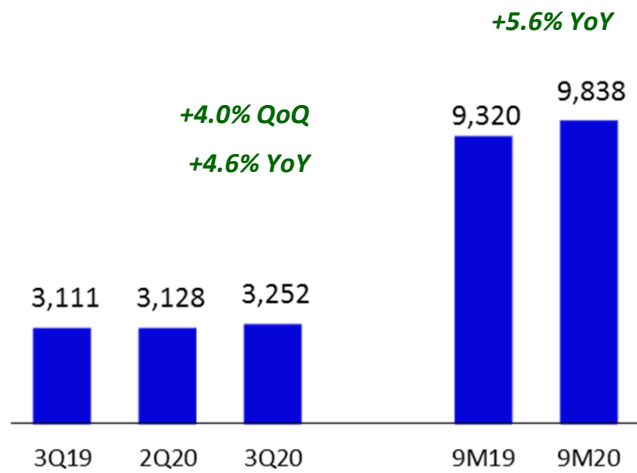


# Interest Income & NIM



## Net Interest Income

Unit: Million Baht

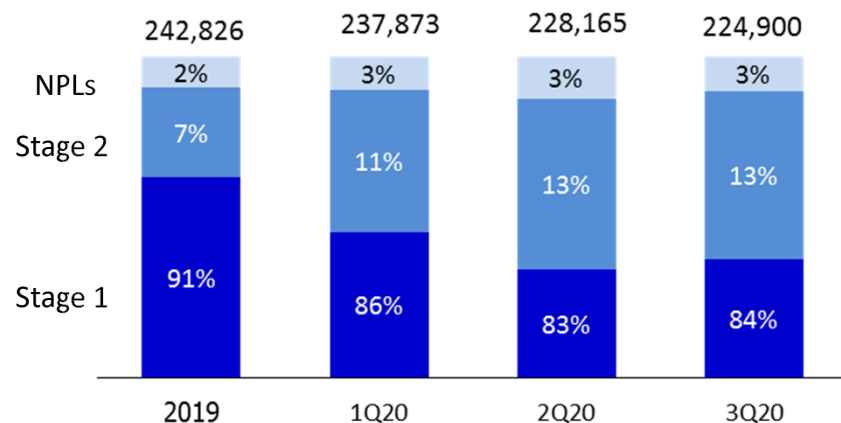


# Asset Quality



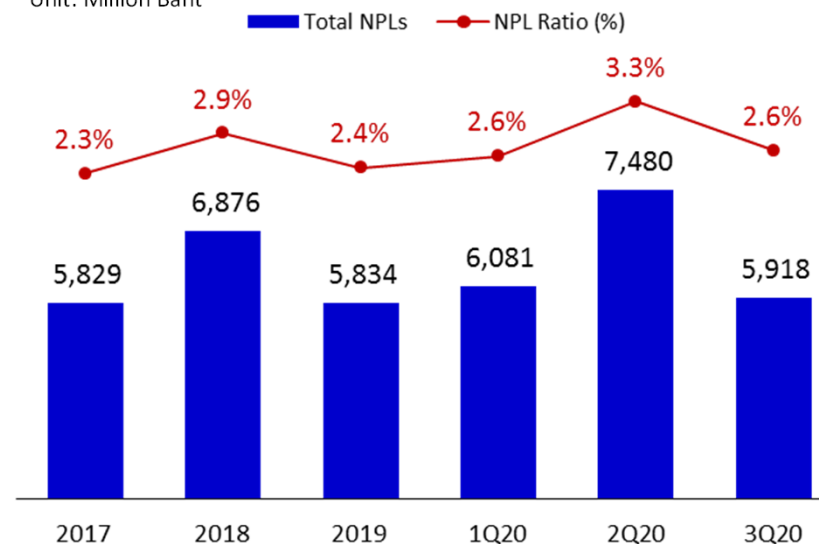
## Loan Classification

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
<b>Total NPLs</b>	<b>5,834</b>	<b>2.40</b>	<b>7,480</b>	<b>3.28</b>	<b>5,918</b>	<b>2.63</b>

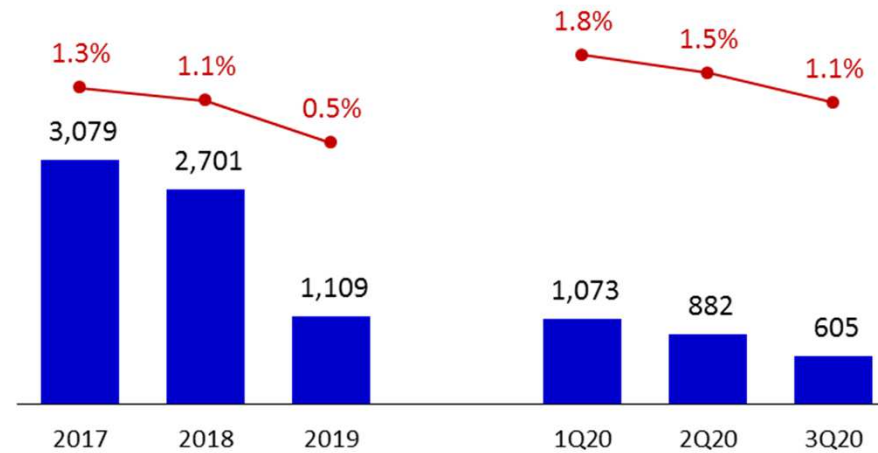
# Expected Credit Loss



## Expected Credit Loss

Unit: Million Baht

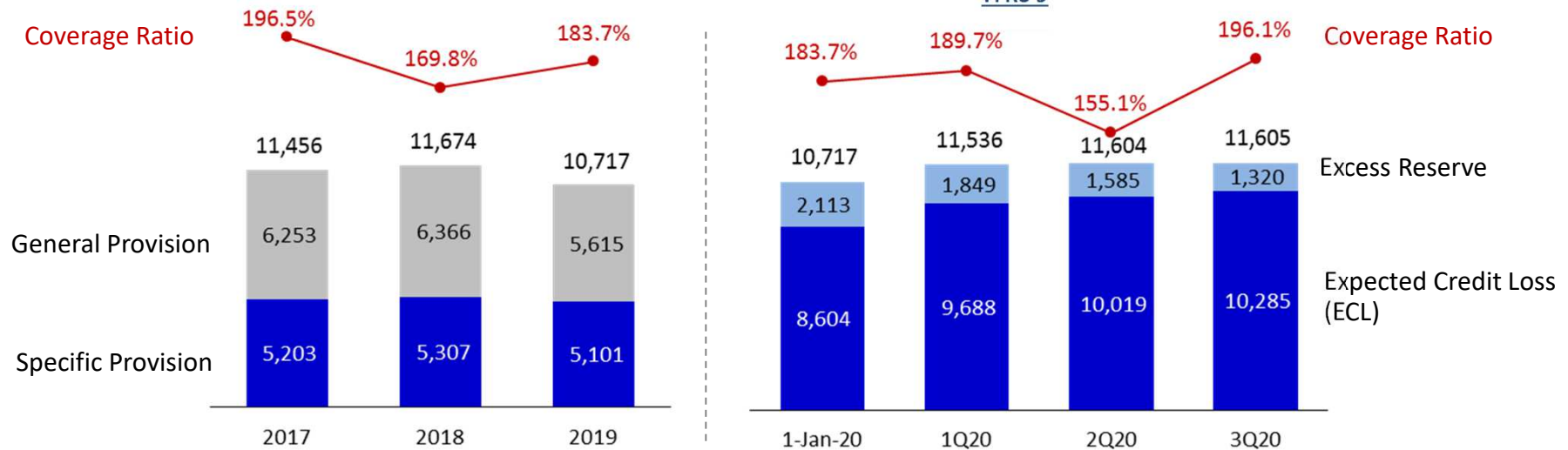
■ Provisions/ECL    ● Credit Cost (%)



## Allowance for ECL

Unit: Million Baht

TFRS 9



# Funding

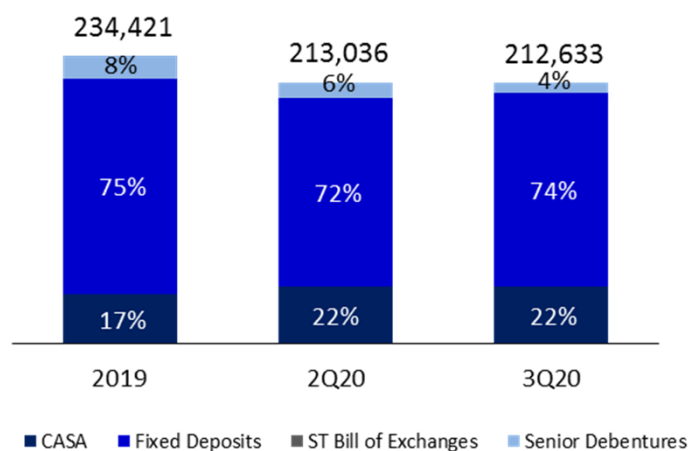


## Total Funding

Unit: Million Baht

**-0.2% QoQ**

**-9.3% YTD**



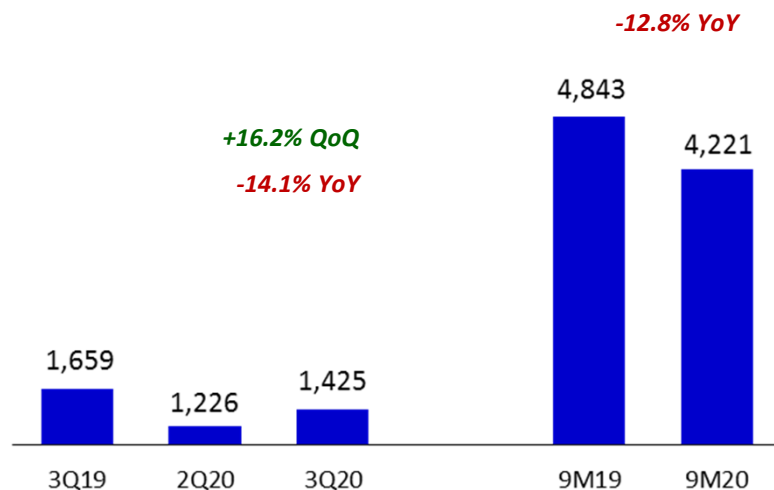
Unit : Million Baht	2019	2Q20	3Q20	% QoQ	% YTD
Current	2,638	2,762	2,580	(6.6)	(2.2)
Savings	37,802	43,690	44,138	1.0	16.8
Fixed Deposits	175,645	153,727	158,038	2.8	(10.0)
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	18,300	12,820	7,840	(38.8)	(57.2)
<b>Total Deposits &amp; Borrowings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

# Non-Interest Income



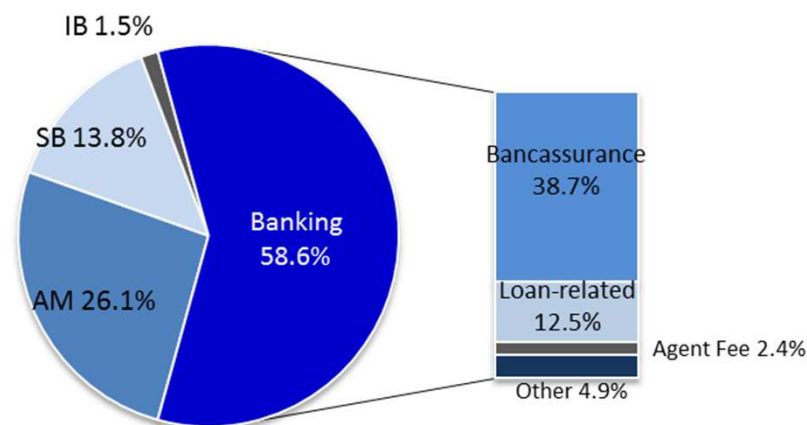
## Non-Interest Income from Core Businesses

Unit: Million Baht



## Non-Interest Income from Core Businesses Breakdown

Data for 9M2020



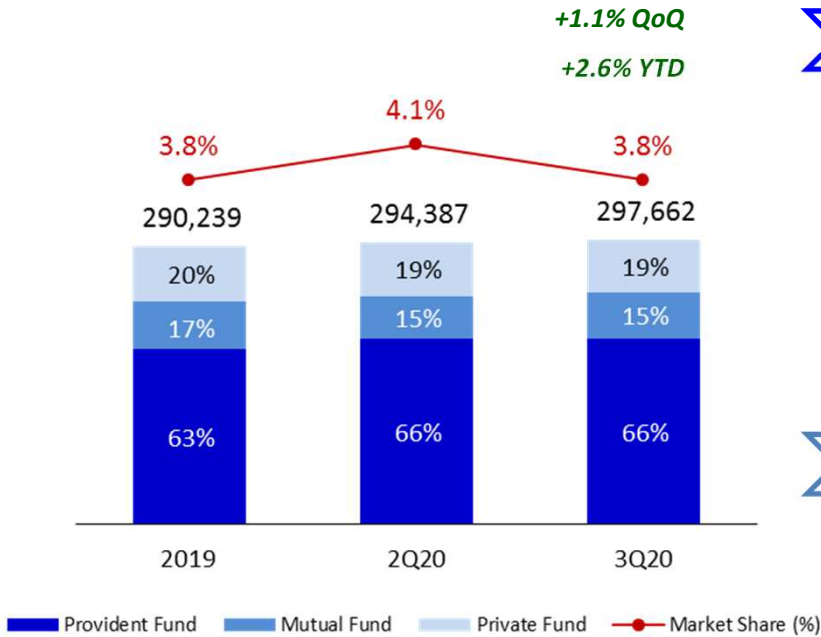
Unit : Million Baht	3Q19	2Q20	3Q20	% QoQ	% YoY	9M19	9M20	% YoY
Banking Fee	1,097	668	829	24.1	(24.5)	3,216	2,473	(23.1)
<i>Bancassurance Fee</i>	788	412	544	31.9	(31.0)	2,231	1,635	(26.7)
<i>Other Banking Fee</i>	310	256	285	11.5	(8.0)	985	838	(14.9)
Asset Management Basic Fee	355	341	388	13.6	9.1	1,041	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
<b>Non-Interest Income from Core Businesses</b>	<b>1,659</b>	<b>1,226</b>	<b>1,425</b>	<b>16.2</b>	<b>(14.1)</b>	<b>4,843</b>	<b>4,221</b>	<b>(12.8)</b>
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)
<b>Total Non-Interest Income</b>	<b>1,722</b>	<b>1,312</b>	<b>1,507</b>	<b>14.9</b>	<b>(12.5)</b>	<b>4,886</b>	<b>4,352</b>	<b>(10.9)</b>

# Asset Management Business



## Assets Under Management

Unit: Million Baht

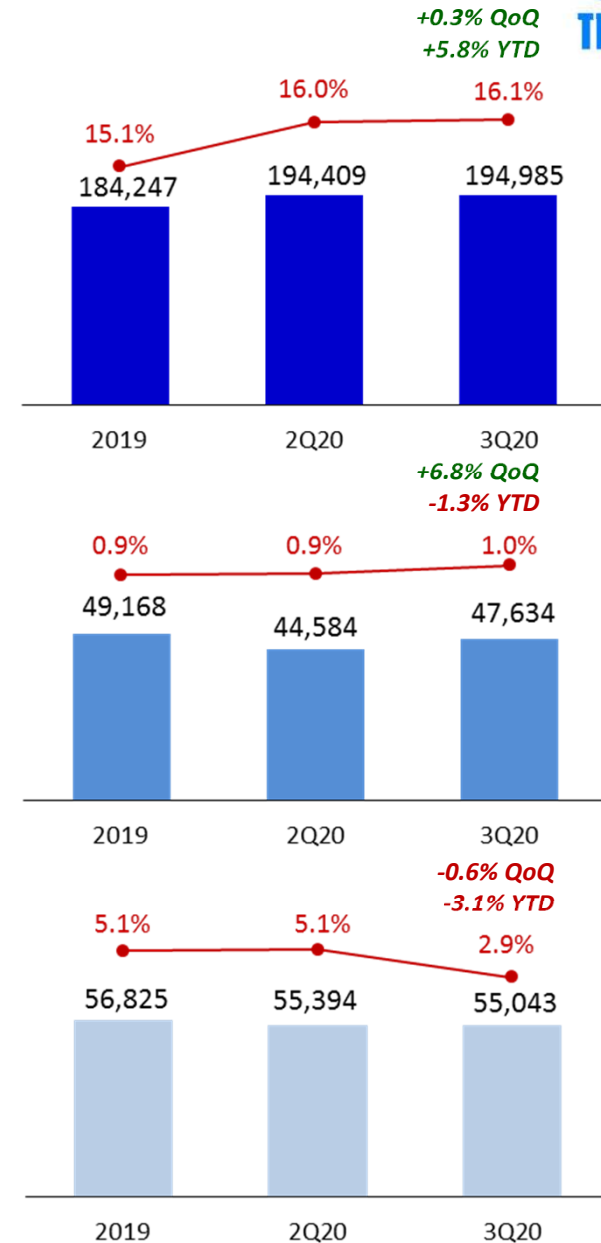


**Rank #8**

**Rank #1**  
Provident Fund

**Rank #14**  
Mutual Fund

**Rank #5**  
Private Fund



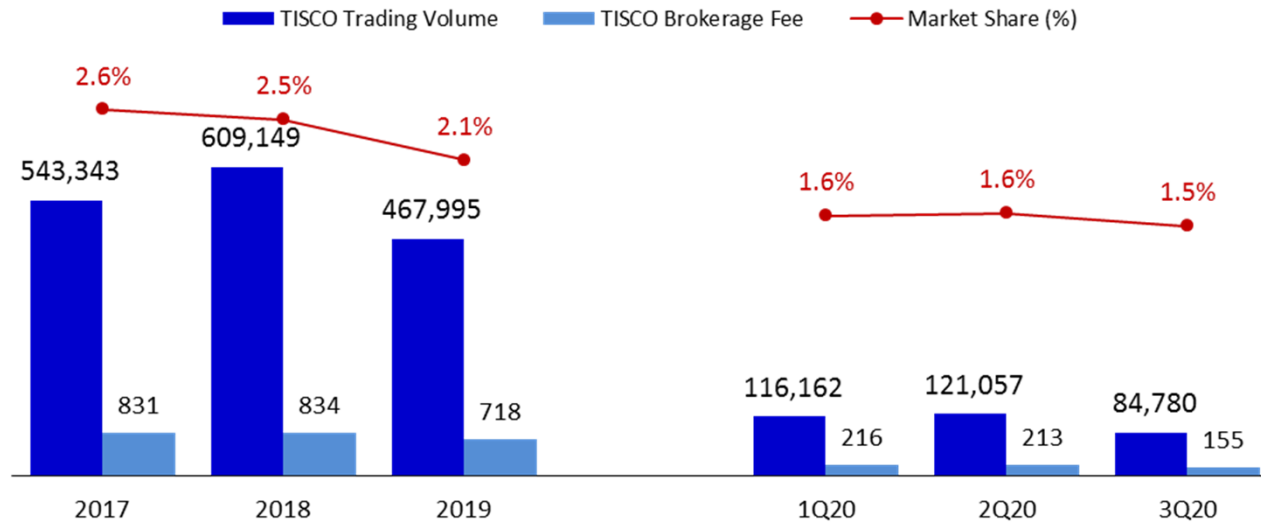


# Brokerage Business

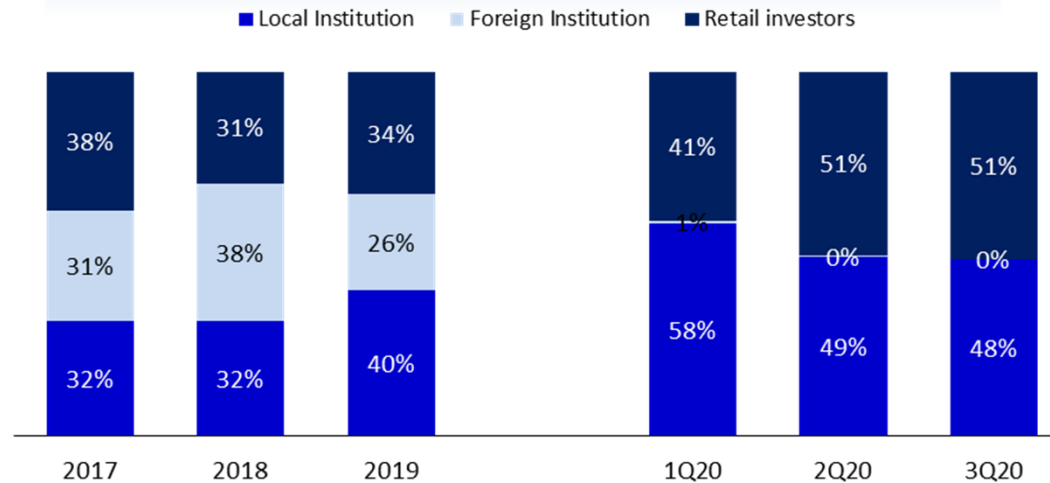


## TISCO Trading Volume & Market Share

Unit: Million Baht



## Trading Volume by Customers

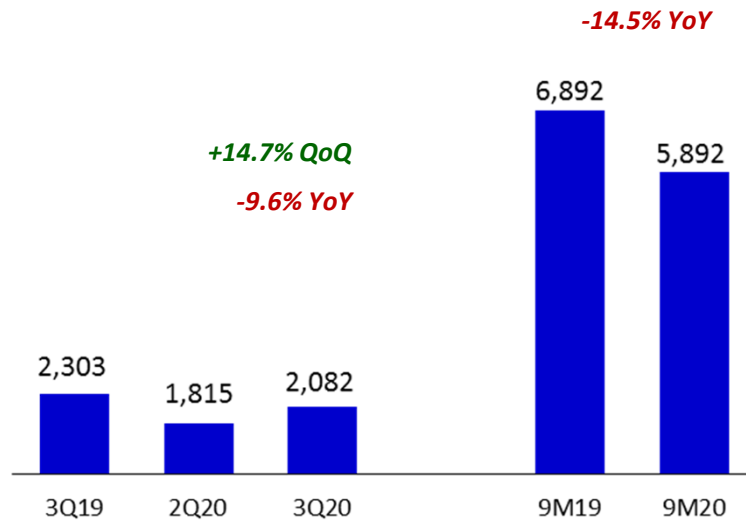


# Operating Expenses

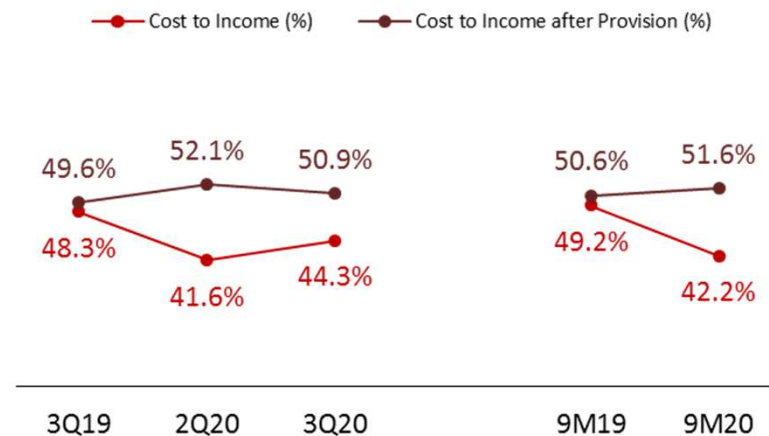


## Operating Expenses

Unit: Million Baht



## Cost to Income Ratio



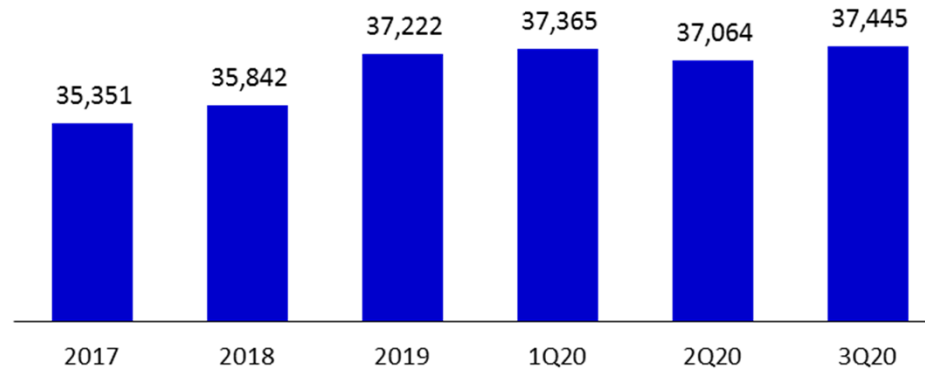
Unit : Million Baht	3Q19	2Q20	3Q20	% QoQ	% YoY	9M19	9M20	% YoY
Employees' Expenses	1,579	1,153	1,409	22.1	(10.8)	4,785	3,901	(18.5)
Premises & Equipment Expenses	333	322	314	(2.6)	(5.7)	969	957	(1.2)
Taxes & Duties	74	69	66	(4.9)	(11.2)	221	213	(3.7)
Other Expenses	317	271	294	8.7	(7.2)	917	821	(10.5)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

# Capital Adequacy

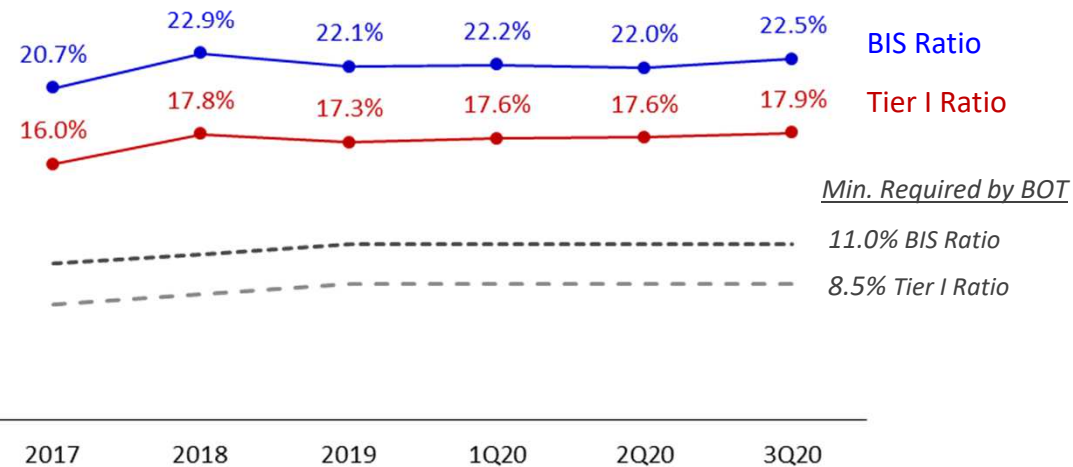


## Capital Base of TISCO Bank

Unit: Million Baht



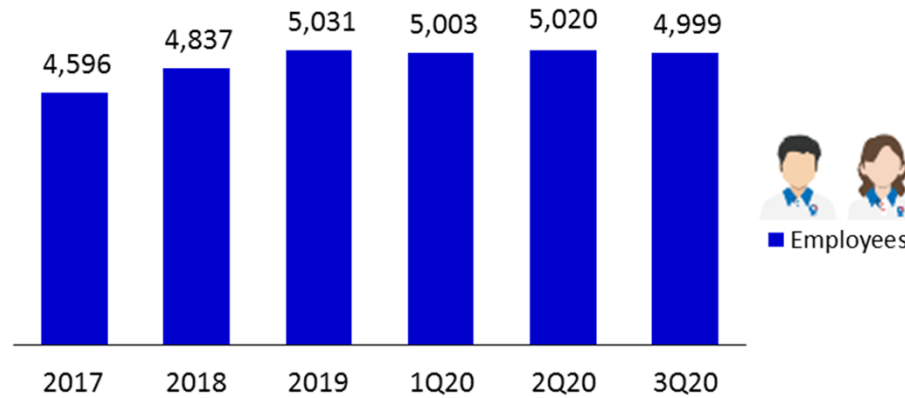
## Capital Adequacy Ratio



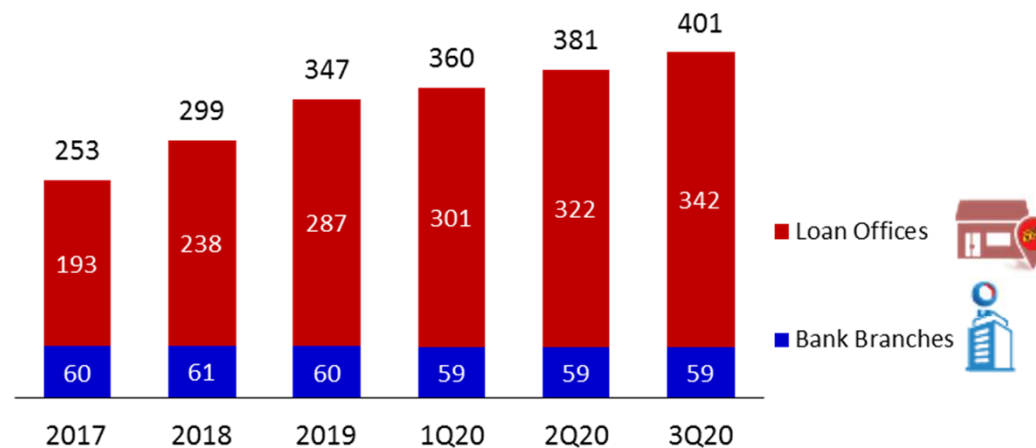
# Employees and Branch Network



### Total Employees



### Total Branch Network



# Investor Relations

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