



**TISCO Financial Group Public Co., Ltd.**

**Analyst Presentation 2Q/2012**

**12 July 2012**

# Consolidated Income Statements

Unit: Million Baht	2Q11	1Q12	2Q12	%QoQ	%YoY	1H11	1H12	%YoY
Interest income	3,010	3,413	3,617	6.0	20.2	5,722	7,030	22.9
Interest expense	(1,135)	(1,848)	(1,888)	2.2	66.4	(2,015)	(3,736)	85.4
<b>Net interest income</b>	<b>1,875</b>	<b>1,566</b>	<b>1,729</b>	<b>10.4</b>	<b>(7.8)</b>	<b>3,707</b>	<b>3,294</b>	<b>(11.1)</b>
Fee and service income	766	971	974	0.3	27.1	1,559	1,945	24.7
Fee and service expenses	(53)	(60)	(50)	(15.8)	(4.3)	(108)	(110)	2.3
Other operating income*	190	111	303	171.7	59.5	297	414	39.2
<b>Total non-interest income</b>	<b>903</b>	<b>1,022</b>	<b>1,226</b>	<b>20.0</b>	<b>35.8</b>	<b>1,749</b>	<b>2,249</b>	<b>28.6</b>
Operating expenses*	(1,226)	(1,237)	(1,179)	(4.7)	(3.8)	(2,365)	(2,416)	2.2
<b>PPOP</b>	<b>1,553</b>	<b>1,351</b>	<b>1,776</b>	<b>31.5</b>	<b>14.3</b>	<b>3,091</b>	<b>3,127</b>	<b>1.2</b>
Provisions	(328)	(260)	(591)	127.6	80.2	(680)	(851)	25.2
<b>Pre-tax profit</b>	<b>1,225</b>	<b>1,091</b>	<b>1,185</b>	<b>8.6</b>	<b>(3.3)</b>	<b>2,412</b>	<b>2,276</b>	<b>(5.6)</b>
Income tax	(358)	(248)	(259)	4.2	(27.8)	(711)	(507)	(28.7)
<b>Net profit</b>	<b>863</b>	<b>837</b>	<b>920</b>	<b>9.9</b>	<b>6.5</b>	<b>1,692</b>	<b>1,756</b>	<b>3.8</b>
Diluted EPS (Baht)	1.19	1.15	1.26			2.32	2.41	
ROAE (%)	22.9	20.0	22.0			22.9	21.6	

Remark: \* Net of income and expense from business promotion relating to the business

# Assets and Liabilities

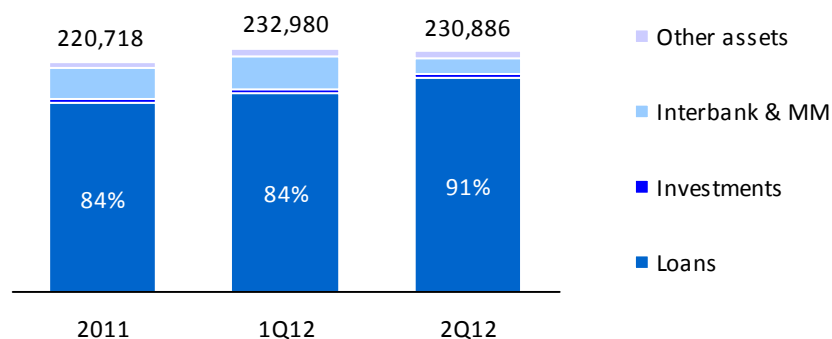


## Assets

Unit: Million Baht

▼ 0.9%QoQ

▲ 4.6%YTD



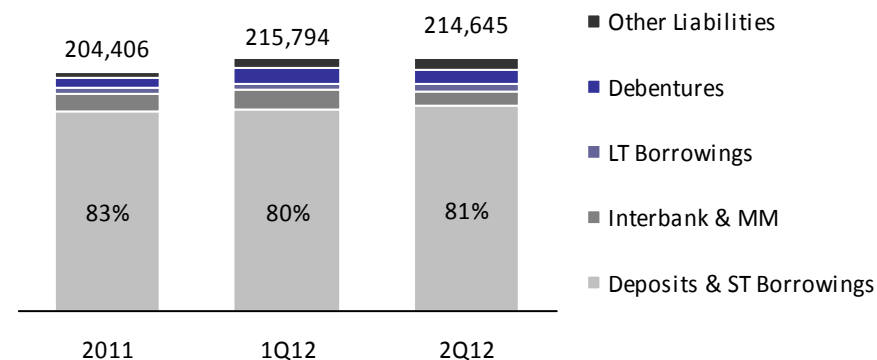
Unit: Million Baht	2011	1Q12	2Q12	%QoQ	%YTD
Loans – net	185,014	194,561	209,970	7.9	13.5
Allowance	(4,420)	(4,515)	(4,716)	4.5	6.7
Investments	3,706	4,769	4,354	(8.7)	17.5
Interbank & MM	30,722	30,899	14,520	(53.0)	(52.7)
Other assets	5,696	7,266	6,759	(7.0)	18.7
<b>Total Assets</b>	<b>220,718</b>	<b>232,980</b>	<b>230,886</b>	<b>(0.9)</b>	<b>4.6</b>

## Liabilities

Unit: Million Baht

▼ 0.5%QoQ

▲ 5.0%YTD



Unit: Million Baht	2011	1Q12	2Q12	%QoQ	%YTD
Deposits & ST bill of exchanges	170,550	172,500	174,692	1.3	2.4
Interbank & MM	14,479	15,342	12,774	(16.7)	(11.8)
LT bill of exchanges	5,750	5,739	5,727	(0.2)	(0.4)
Debentures	7,076	13,400	12,904	(3.7)	82.4
Other liabilities	6,552	8,813	8,549	(3.0)	30.5
<b>Total Liabilities</b>	<b>204,406</b>	<b>215,794</b>	<b>214,645</b>	<b>(0.5)</b>	<b>5.0</b>
Retained earnings	7,932	8,769	7,962	(9.2)	0.4
<b>Total Equity</b>	<b>16,312</b>	<b>17,186</b>	<b>16,241</b>	<b>(5.5)</b>	<b>(0.4)</b>

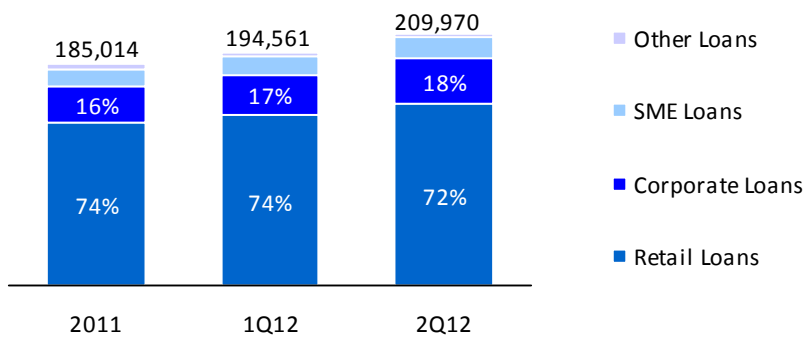
# Loan Portfolio



## Total Loan Portfolio

Unit: Million Baht

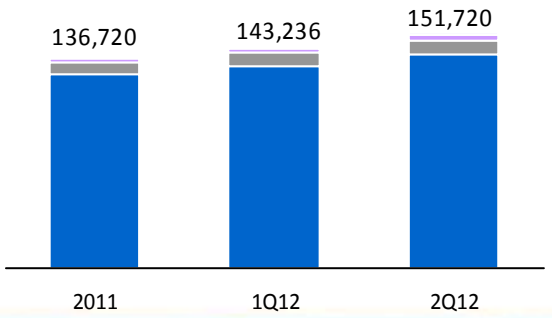
▲ 7.9%QoQ  
▲ 13.5%YTD



## Retail Loans

Unit: Million Baht

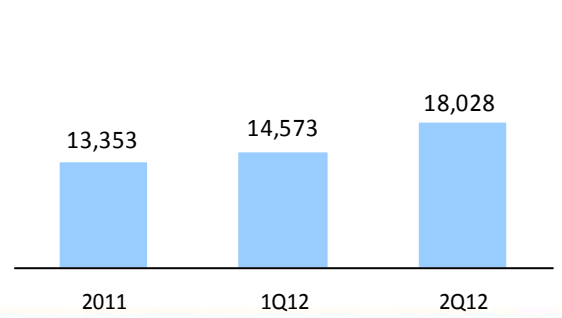
▲ 5.9%QoQ  
▲ 11.0%YTD



## SME Loans

Unit: Million Baht

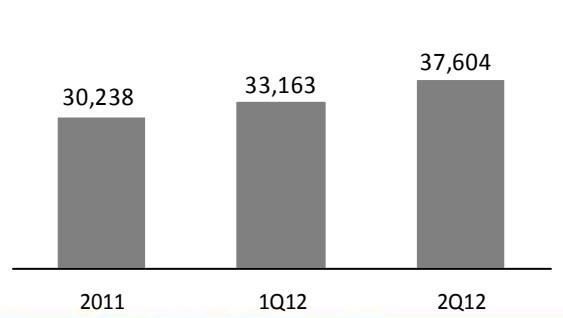
▲ 23.7%QoQ  
▲ 35.0%YTD



## Corporate Loans

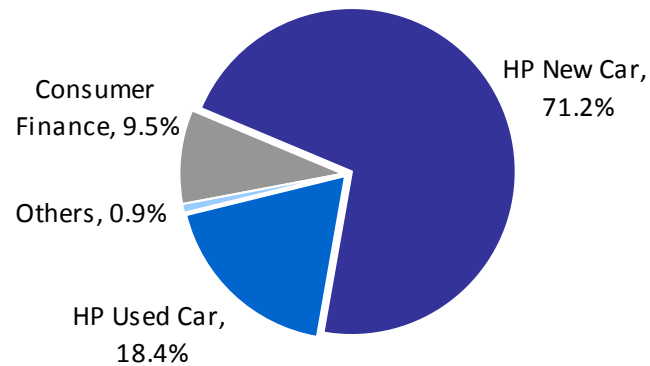
Unit: Million Baht

▲ 13.4%QoQ  
▲ 24.4%YTD



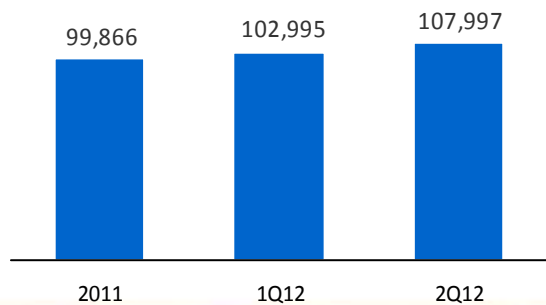
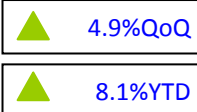
# Retail Loan Portfolio

## Retail Loan Portfolio



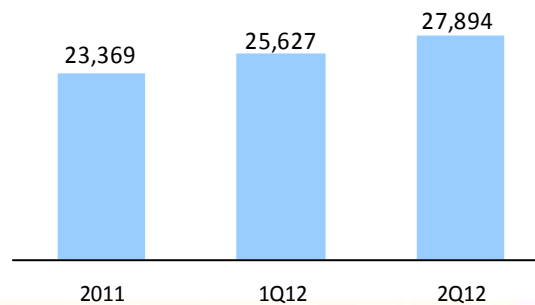
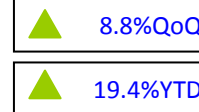
### New Car HP

Unit: Million Baht



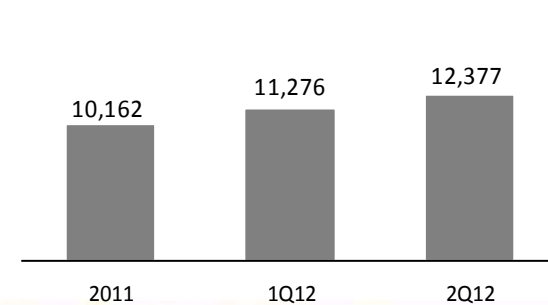
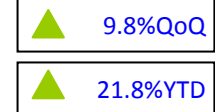
### Used Car HP

Unit: Million Baht



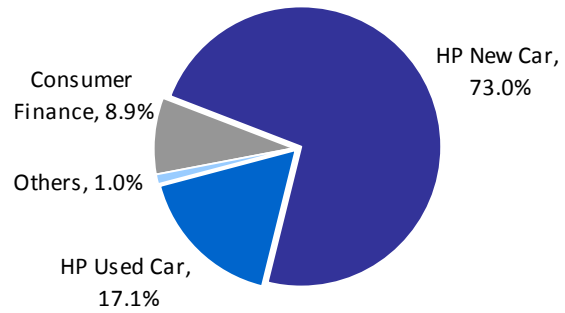
### Car Pledge Financing

Unit: Million Baht

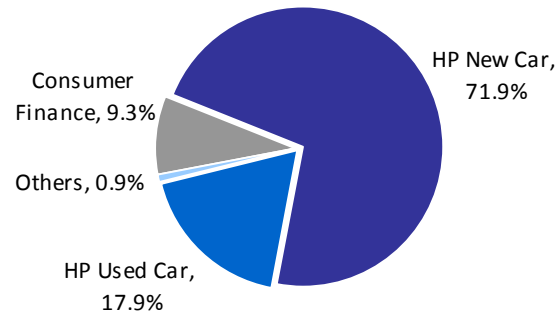


# Retail Loan Portfolio Breakdown

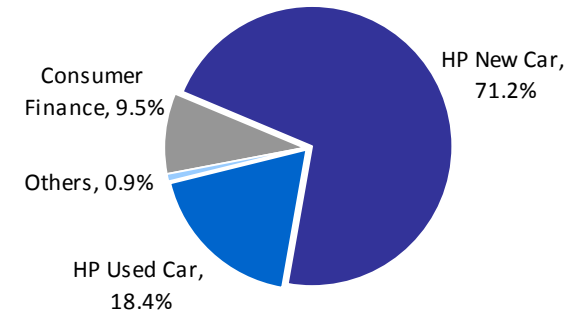
2011



1Q12



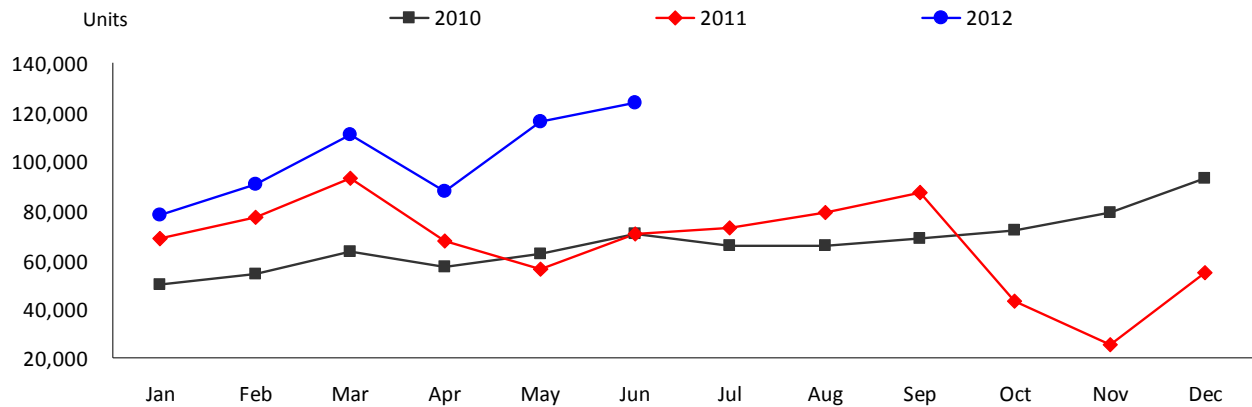
2Q12



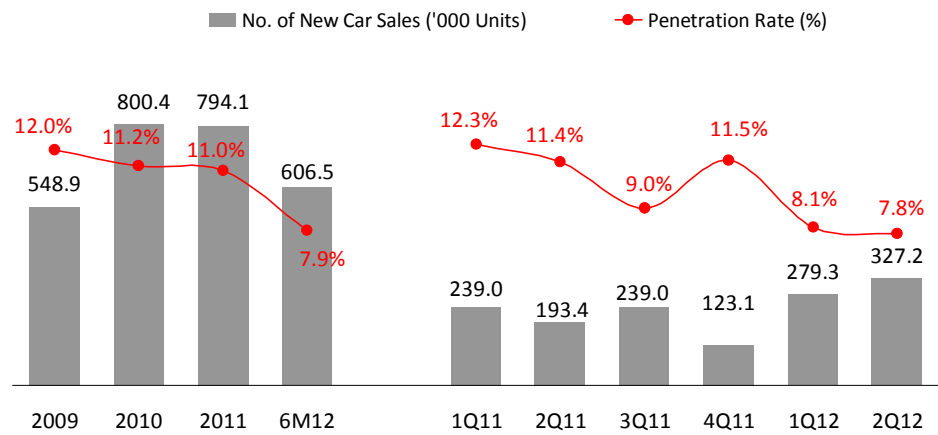
# Industry Car Sales and Penetration Rate



## Industry New Car Sales

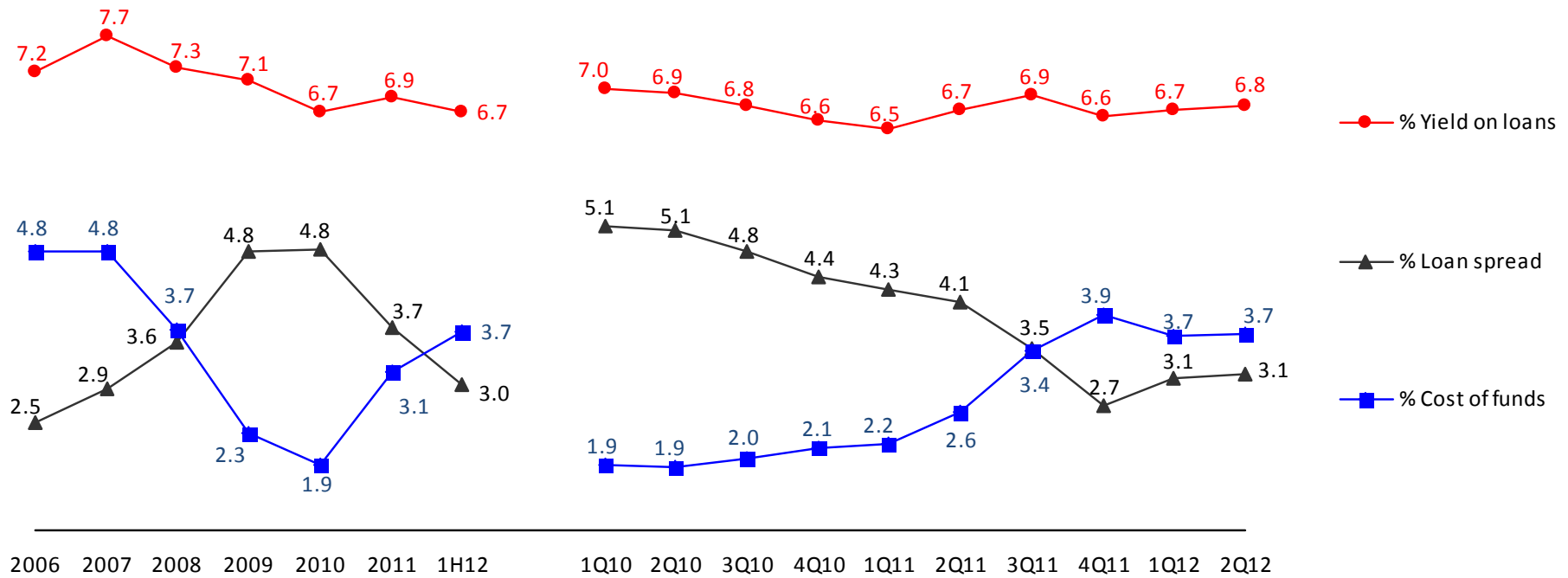


## TISCO Auto HP Penetration Rate



# Loan Spread

## Loan Spread, Yield on Loans and Cost of Funds



Remark: Cost of funds include contributions to FIDF and DPA

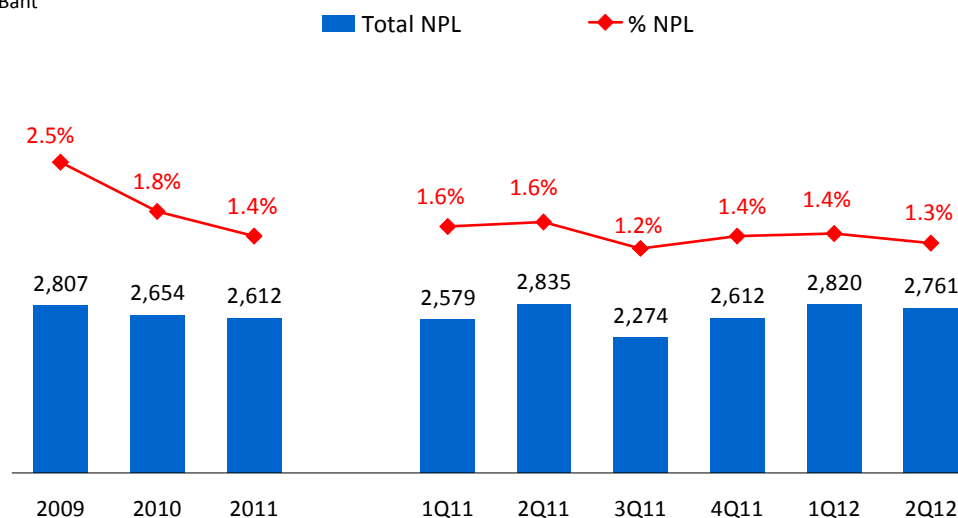


# Asset Quality



## NPL and NPL Ratio

Unit: Million Baht

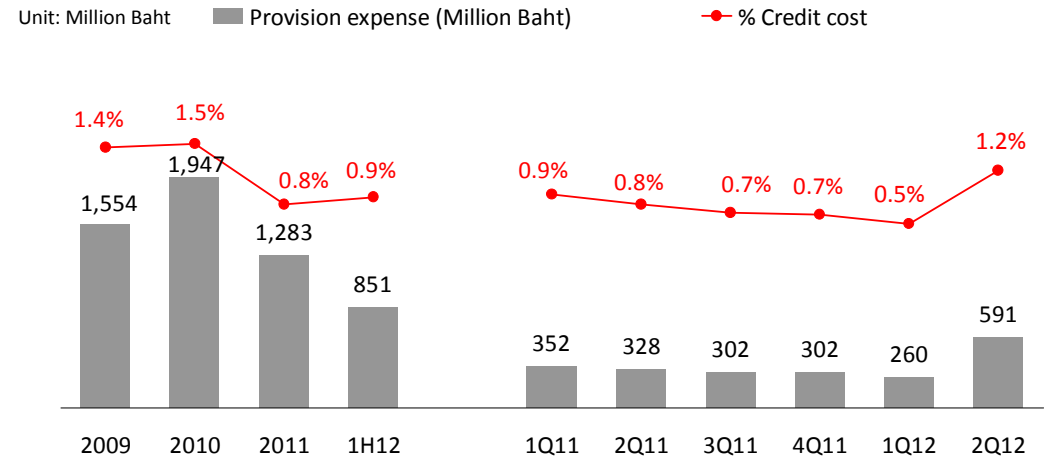


NPL by Loan Type	2011		1Q12		2Q12	
	(Million Baht)	(%)	(Million Baht)	(%)	(Million Baht)	(%)
Corporate	393	1.2	402	1.2	388	1.0
SME	117	0.9	111	0.8	93	0.5
Hire Purchase	1,885	1.5	2,062	1.6	2,030	1.5
Mortgage	104	7.6	104	7.7	108	7.9
Others	113	1.1	143	1.4	141	1.4
<b>Total NPL</b>	<b>2,612</b>	<b>1.4</b>	<b>2,820</b>	<b>1.4</b>	<b>2,761</b>	<b>1.3</b>

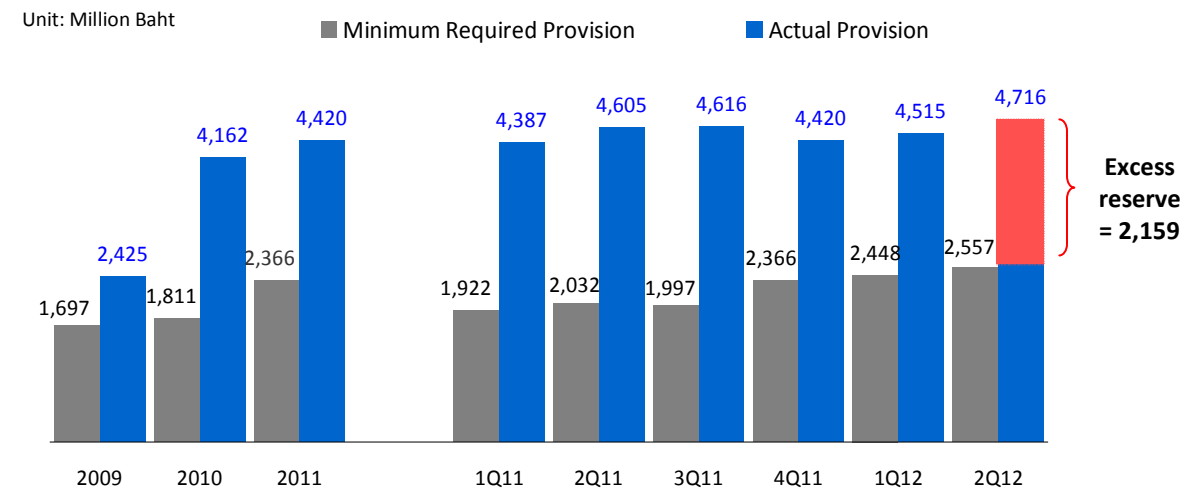
# Provisions



## Provision Expense and Credit Cost



## Minimum Required Provision vs Actual Provision

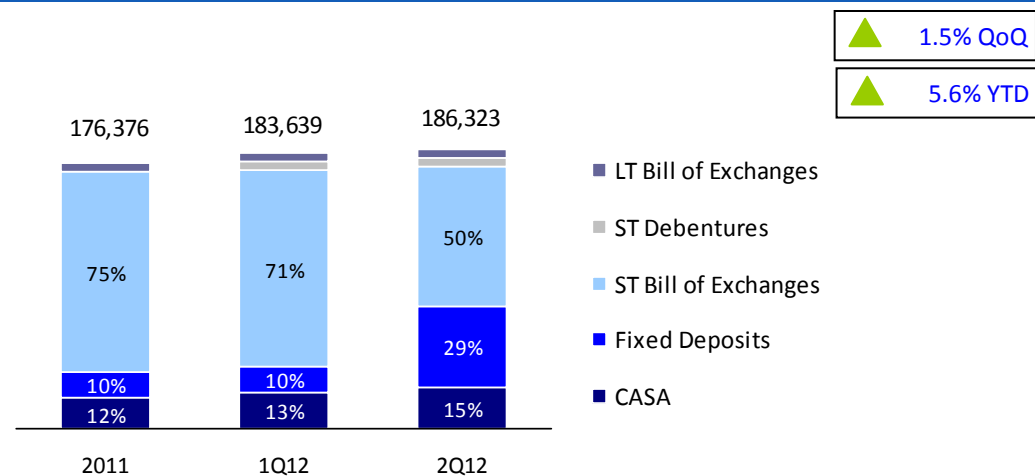


# Deposits



## Total Deposits & Bill of Exchanges

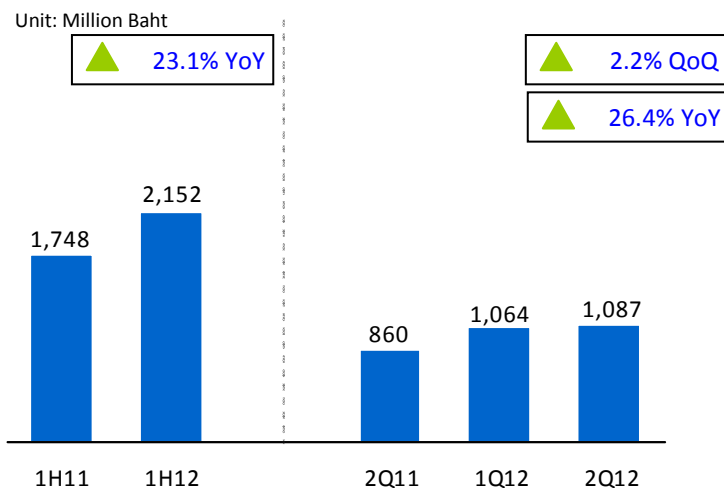
Unit: Million Baht



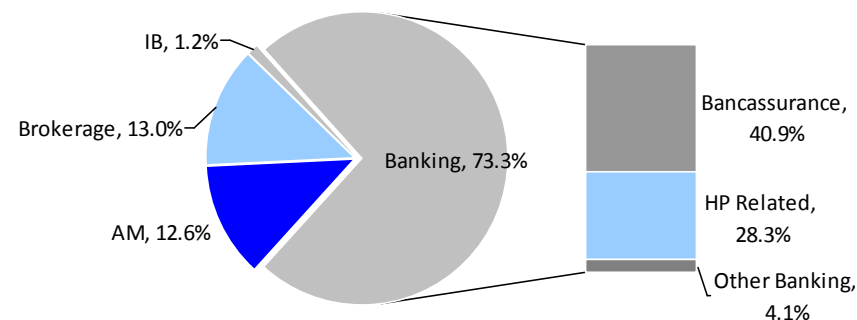
Unit: Million Baht	2011	1Q12	2Q12	%QoQ	%YTD
Current	3,423	3,400	3,415	0.5	(0.2)
Savings	17,083	20,511	24,354	18.7	42.6
Fixed Deposits	17,473	17,785	53,659	201.7	207.1
Short-term Bill of Exchanges	132,571	130,804	93,264	(28.7)	(29.6)
Short-term Debentures	76	5,400	5,904	9.3	7668.7
<b>Total Deposits &amp; ST Borrowings</b>	<b>170,626</b>	<b>177,901</b>	<b>180,596</b>	<b>1.5</b>	<b>5.8</b>
Long-term Bill of Exchanges	5,750	5,739	5,727	(0.2)	(0.4)
<b>Total Deposits &amp; Bill of Exchanges</b>	<b>176,376</b>	<b>183,639</b>	<b>186,323</b>	<b>1.5</b>	<b>5.6</b>
Debentures	7,000	8,000	7,000		
% LDR to Total Deposits & Bill of Exchanges	104.9	105.9	112.7		

# Non-Interest Income

## Non-Interest Income from Core Businesses



## Non-Interest Income Breakdown



Unit: Million Baht	2Q11	1Q12	2Q12	%QoQ	%YoY	1H11	1H12	%YoY
Banking fee*	532	687	733	6.6	37.8	1,031	1,419	37.7
Asset Management fee	164	187	167	(10.5)	2.1	341	354	3.9
Brokerage fee	156	178	172	(3.3)	10.4	355	350	(1.6)
Investment Banking fee	9	13	15	22.7	72.1	21	28	36.9
<b>Non-interest income from core businesses</b>	<b>860</b>	<b>1,064</b>	<b>1,087</b>	<b>2.2</b>	<b>26.4</b>	<b>1,748</b>	<b>2,152</b>	<b>23.1</b>
Trading income	63	(14)	160	n.m.	153.4	51	146	186.3
Dividend income	32	32	29	(8.8)	(10.1)	58	61	5.4
<b>Total non-interest income</b>	<b>956</b>	<b>1,082</b>	<b>1,277</b>	<b>18.0</b>	<b>33.5</b>	<b>1,857</b>	<b>2,359</b>	<b>27.0</b>

Remark: \* Net of income and expense from business promotion relating to the business

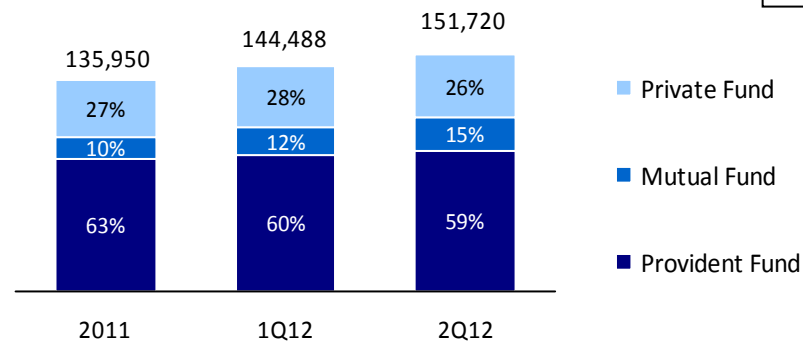
# Asset Management Business



## TISCO Asset under Management

Unit: Million Baht

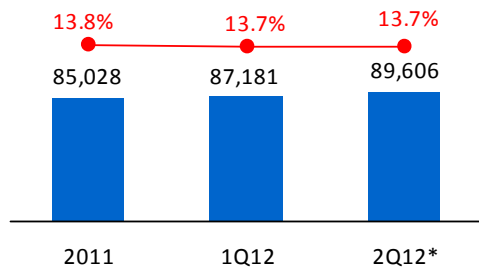
▲ 5.0% QoQ
▲ 11.6% YTD
Rank #7



### Provident Fund

Unit: Million Baht

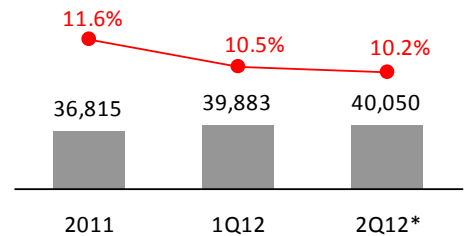
▲ 2.8% QoQ
▲ 5.4% YTD
Rank #3



### Private Fund

Unit: Million Baht

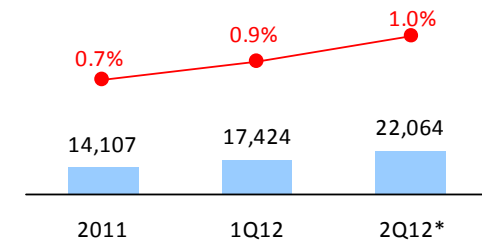
▲ 0.4% QoQ
▲ 8.8% YTD
Rank #4



### Mutual Fund

Unit: Million Baht

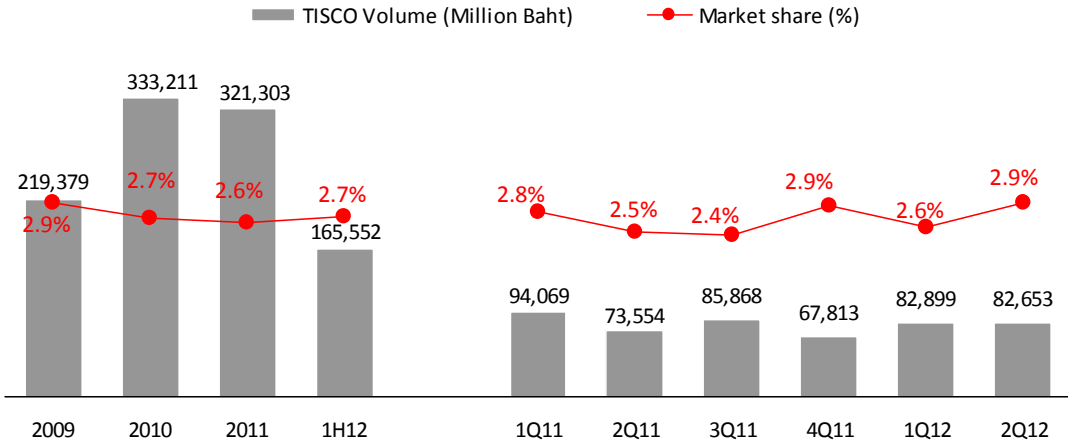
▲ 26.6% QoQ
▲ 56.4% YTD
Rank #12



# Brokerage Business

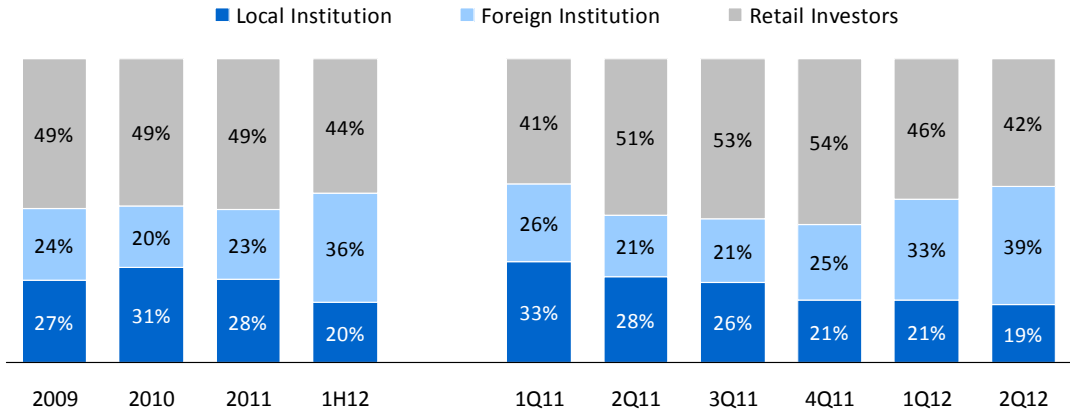


## TISCO Trading Volume and Market Share



Remark: Market share excluded brokers' proprietary trading

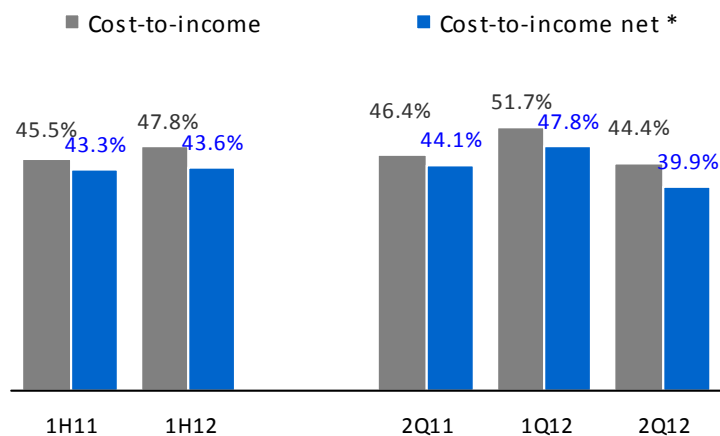
## TISCO Trading Volume by Customer



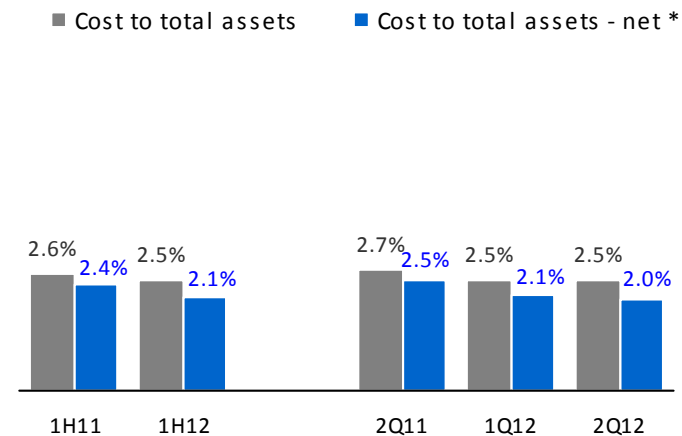
# Operating Expenses



## Cost to Income Ratio



## Cost to Total Assets Ratio



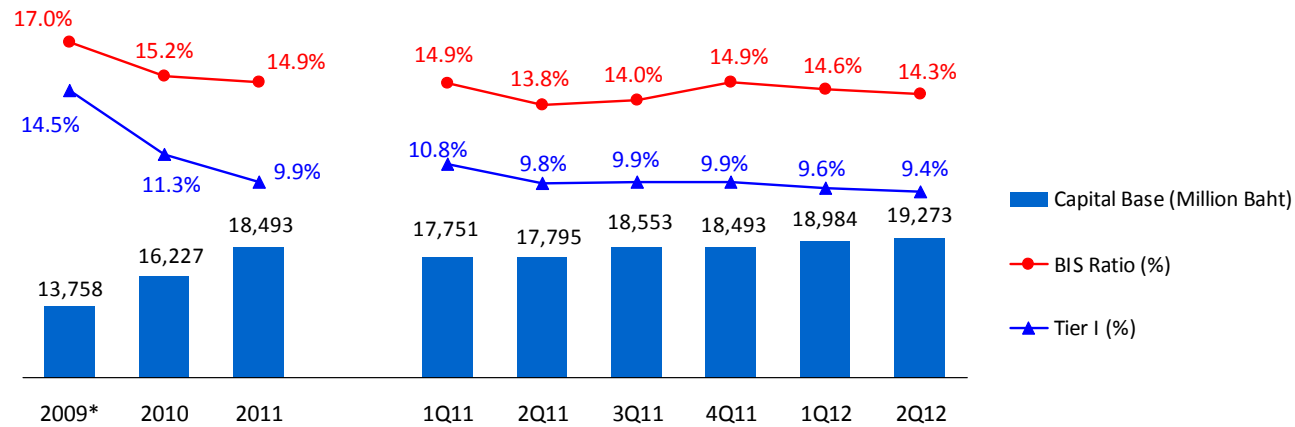
Unit: Million Baht	2Q11	1Q12	2Q12	%QoQ	%YoY	1H11	1H12	%YoY
Employee's expenses	794	696	778	11.7	(2.1)	1,519	1,474	(3.0)
Directors' remuneration	3	4	3	(10.9)	(3.3)	6	7	5.0
Premises & equipment expenses	182	207	209	1.1	15.1	366	417	13.8
Taxes & duties	57	63	18	(71.2)	(68.0)	113	81	(28.2)
Other expenses *	190	267	171	(36.2)	(10.1)	360	438	21.6
<b>Total</b>	<b>1,226</b>	<b>1,237</b>	<b>1,179</b>	<b>(4.7)</b>	<b>(3.8)</b>	<b>2,365</b>	<b>2,416</b>	<b>2.2</b>

Remark: \* Net of income and expense from business promotion relating to the business

# Capital Adequacy



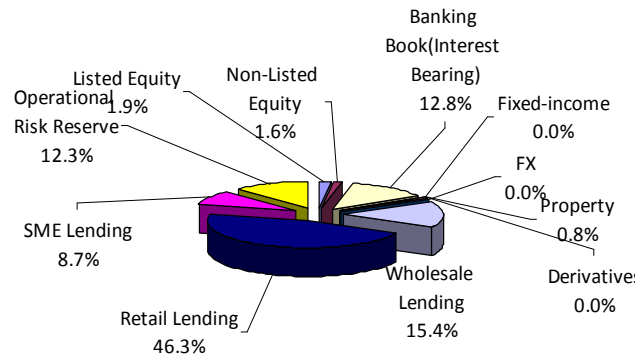
## Capital Adequacy Ratio of TISCO Bank



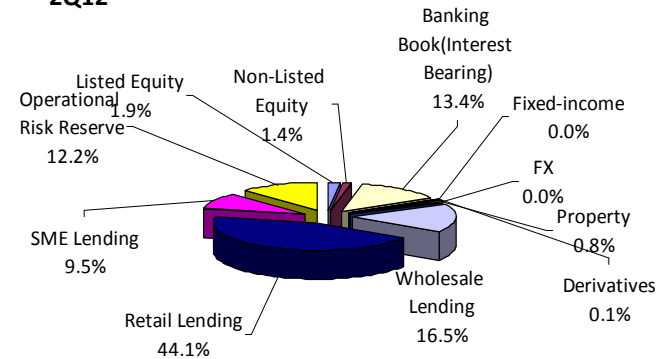
Remark: \* Upgraded from Basel II – SA to Basel II – IRB Approach in December 2009

## Risk-Based Capital Exposure

### 1Q12



### 2Q12



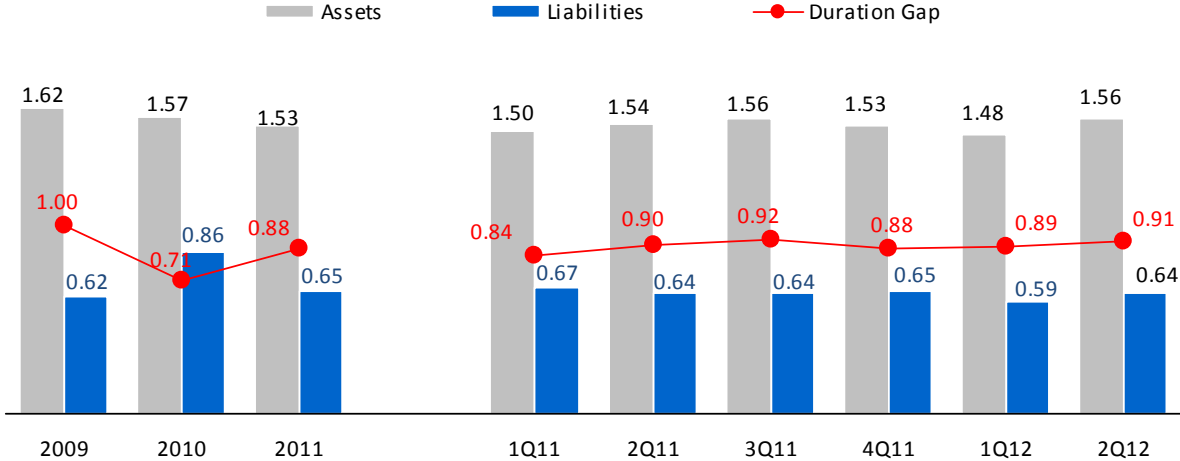


# Interest Rate Risk



## Duration of Assets and Liabilities

Unit: Years



# Employee and Branch Network

	2009	2010	2011	1Q12	2Q12
<b>No. of Employee</b>	<b>2,904</b>	<b>3,055</b>	<b>3,335</b>	<b>3,395</b>	<b>3,515</b>
<b>TISCO Bank's Branch</b>	<b>43</b>	<b>45</b>	<b>47</b>	<b>47</b>	<b>46</b>
- Bangkok	21	22	24	24	23
- Upcountry	22	23	23	23	23
<b>TISCO Leasing's Branch</b>	<b>-</b>	<b>4</b>	<b>10</b>	<b>12</b>	<b>12</b>
- Bangkok	-	-	-	-	-
- Upcountry	-	4	10	12	12
<b>Hi-Way's Branch</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>4</b>	<b>13</b>
<b>Total Branches</b>	<b>44</b>	<b>50</b>	<b>58</b>	<b>63</b>	<b>71</b>



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Wealth of Possibilities