



TISCO Financial Group Public Co., Ltd.

Analyst Meeting 3Q2022

October 12, 2022

Consolidated Income Statements



Unit : Million Baht	3Q21	2Q22	3Q22	% QoQ	% YoY	9M2021	9M2022	% YoY
Interest Income	3,644	3,616	3,755	3.8	3.0	11,174	10,927	(2.2)
Interest Expenses	(551)	(510)	(533)	4.6	(3.3)	(1,822)	(1,538)	(15.6)
Net Interest Income	3,093	3,107	3,221	3.7	4.2	9,352	9,389	0.4
Fee & Service Income	1,213	1,277	1,370	7.3	12.9	4,303	4,054	(5.8)
Fee & Service Expenses	(85)	(109)	(103)	(5.4)	20.1	(408)	(341)	(16.5)
Other Operating Income	(43)	289	(10)	(103.6)	(75.8)	746	359	(51.9)
Total Non-Interest Income	1,085	1,457	1,257	(13.8)	15.9	4,642	4,072	(12.3)
Total Income	4,178	4,564	4,478	(1.9)	7.2	13,994	13,461	(3.8)
Operating Expenses	(1,968)	(2,125)	(2,155)	1.5	9.5	(6,103)	(6,379)	4.5
PPOP	2,209	2,439	2,323	(4.8)	5.1	7,891	7,082	(10.2)
ECL	(254)	(140)	(119)	(15.2)	(53.4)	(1,652)	(344)	(79.2)
Pre-tax Profit	1,955	2,300	2,204	(4.2)	12.7	6,238	6,738	8.0
Income Tax	(395)	(451)	(433)	(4.1)	9.6	(1,248)	(1,323)	6.0
Net Profit	1,560	1,848	1,771	(4.2)	13.5	4,990	5,415	8.5
EPS (Baht)	1.95	2.31	2.21			6.23	6.76	
ROAE (%)	16.2	18.0	17.7			16.9	17.6	

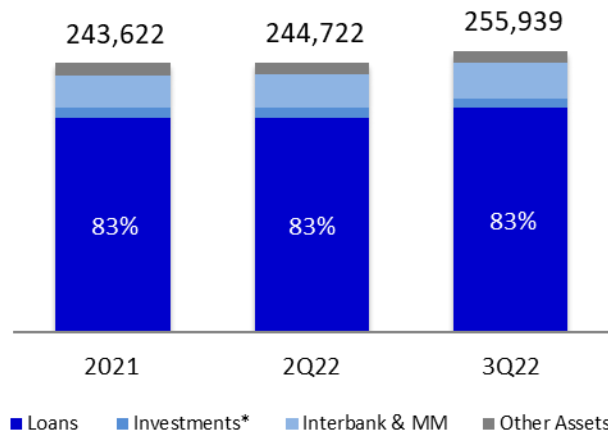
Assets and Liabilities



Assets

Unit: Million Baht

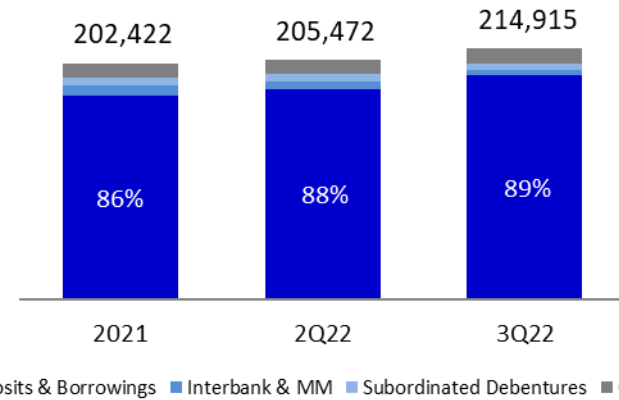
+4.6% QoQ
+5.1% YTD



Liabilities

Unit: Million Baht

+4.6% QoQ
+6.2% YTD



Unit : Million Baht	2021	2Q22	3Q22	% QoQ	% YTD
Loans	202,950	203,341	213,188	4.8	5.0
Allowance	(11,740)	(11,298)	(11,015)	(2.5)	(6.2)
Investments*	10,124	9,266	8,322	(10.2)	(17.8)
Interbank & MM	30,489	32,554	34,337	5.5	12.6
Other Assets	11,799	10,859	11,107	2.3	(5.9)
Total Assets	243,622	244,722	255,939	4.6	5.1

Unit : Million Baht	2021	2Q22	3Q22	% QoQ	% YTD
Deposits & Borrowings	174,864	180,366	192,037	6.5	9.8
Interbank & MM	8,081	6,884	4,458	(35.2)	(44.8)
Subordinated Debentures	6,640	5,640	5,640	-	(15.1)
Other Liabilities	12,837	12,582	12,781	1.6	(0.4)
Total Liabilities	202,422	205,472	214,915	4.6	6.2
Retained Earnings	30,344	28,400	30,172	6.2	(0.6)
Total Equities	41,200	39,251	41,023	4.5	(0.4)

*Investments included Financial Assets measured at FV to PL

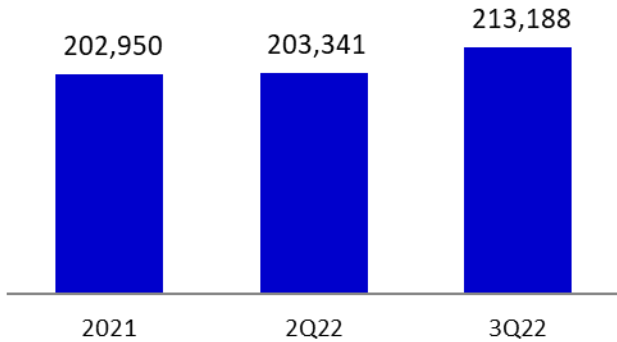
Loan Portfolios



Total Loans

Unit: Million Baht

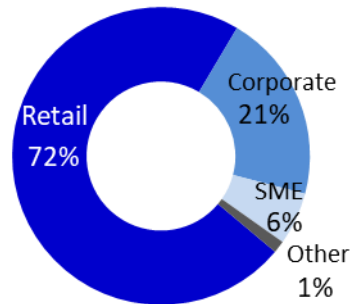
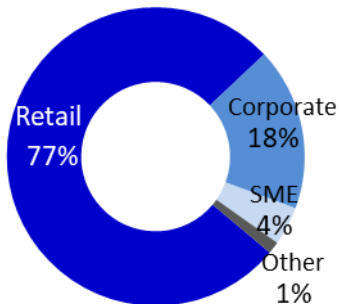
+4.8% QoQ
+5.0% YTD



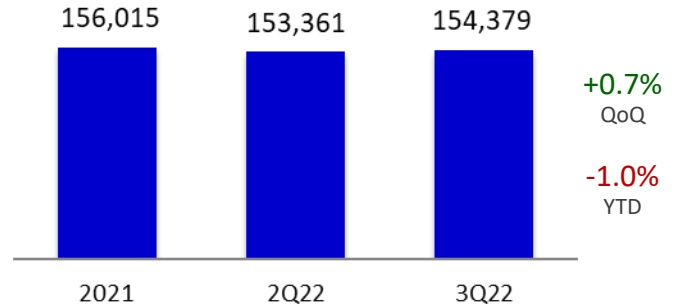
Loans by sectors

2021

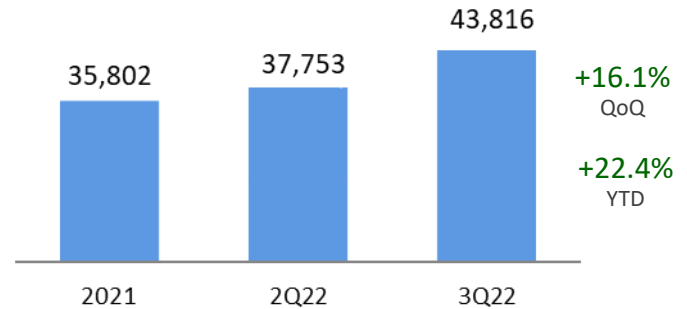
3Q22



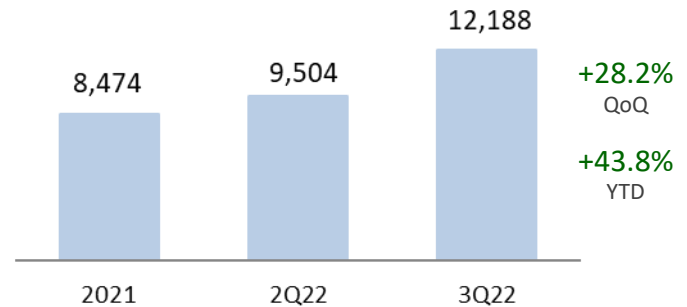
Retail Loans



Corporate Loans



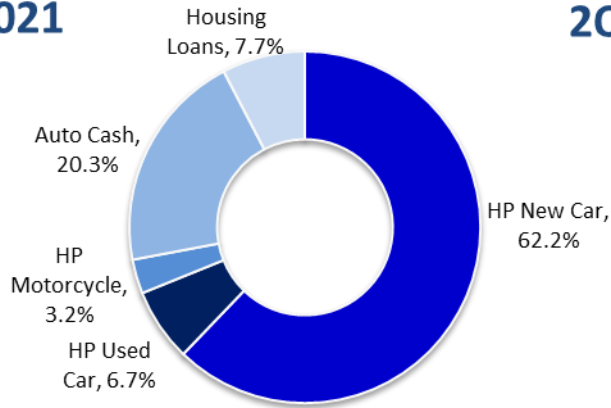
SME Loans



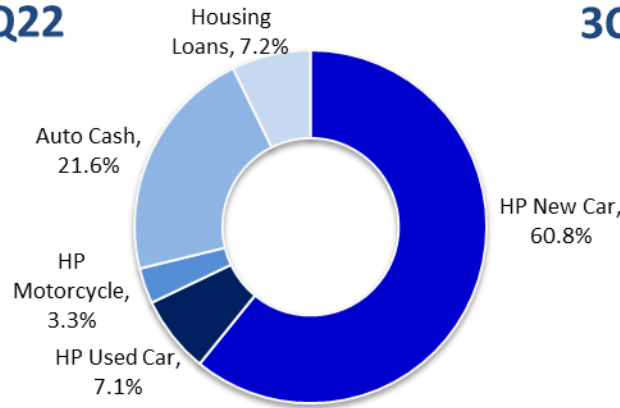
Retail Loan Portfolio Breakdown



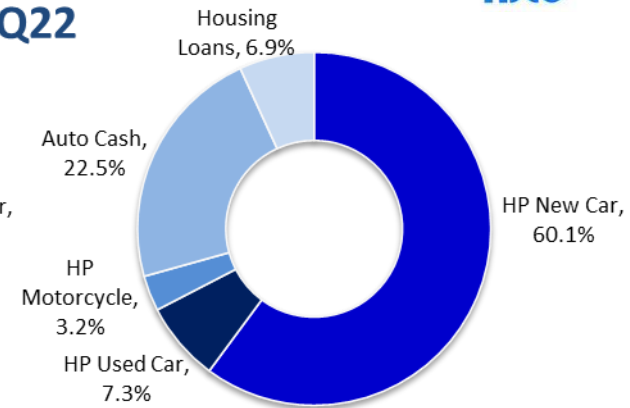
2021



2Q22

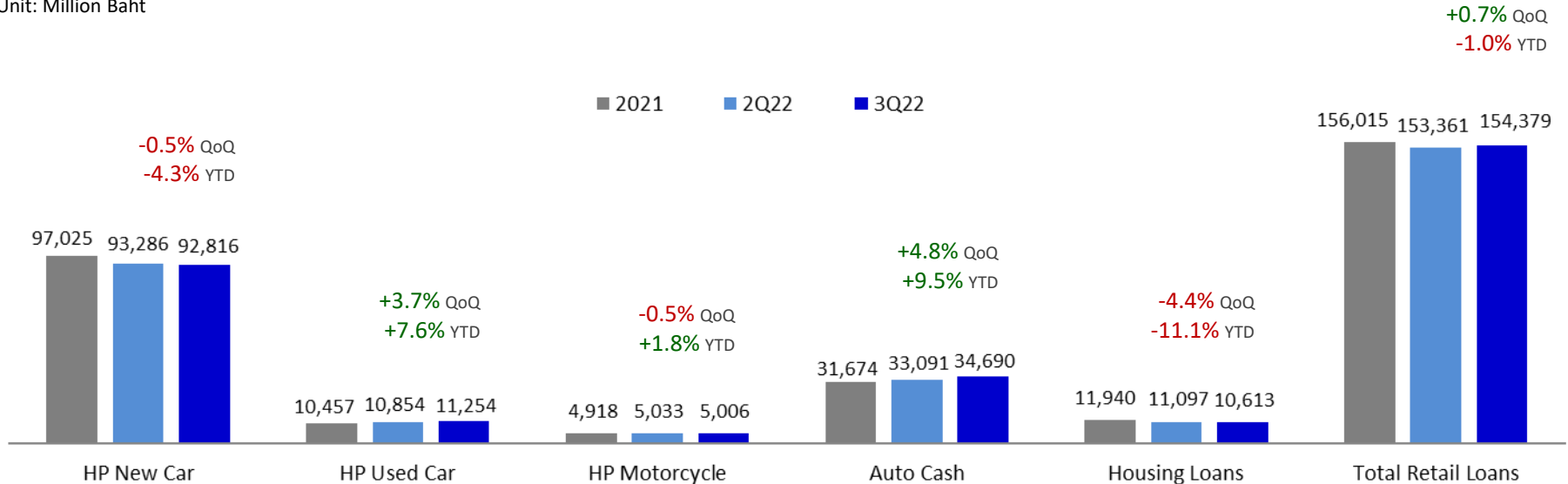


3Q22



Unit: Million Baht

■ 2021 ■ 2Q22 ■ 3Q22

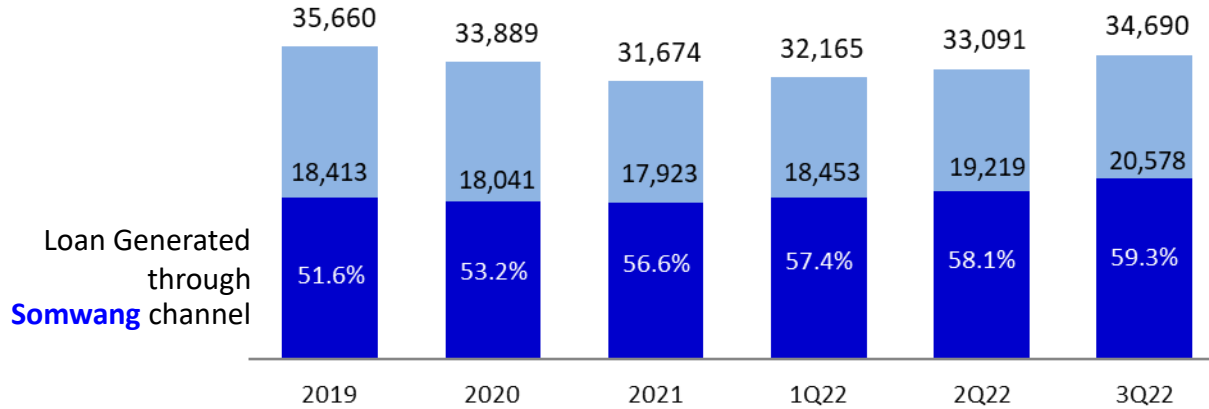


TISCO Auto Cash



Auto Cash Loans

Unit: Million Baht



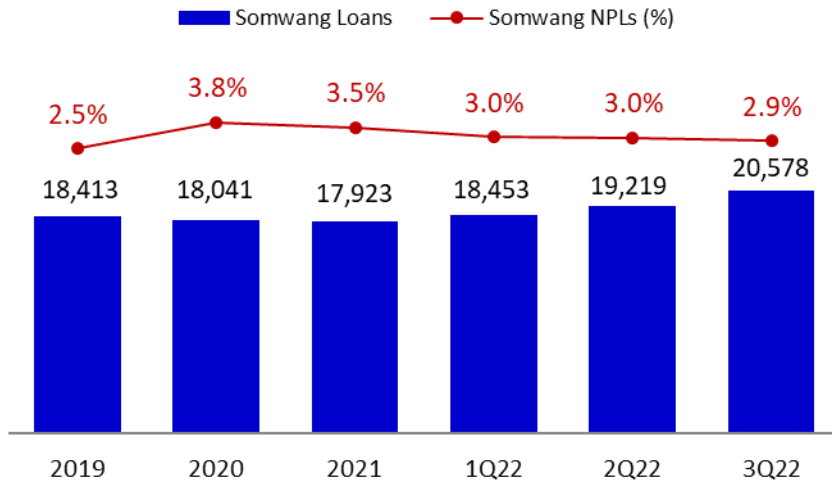
Auto Cash +4.8% QoQ +9.5% YTD

Somwang +7.1% QoQ +14.8% YTD



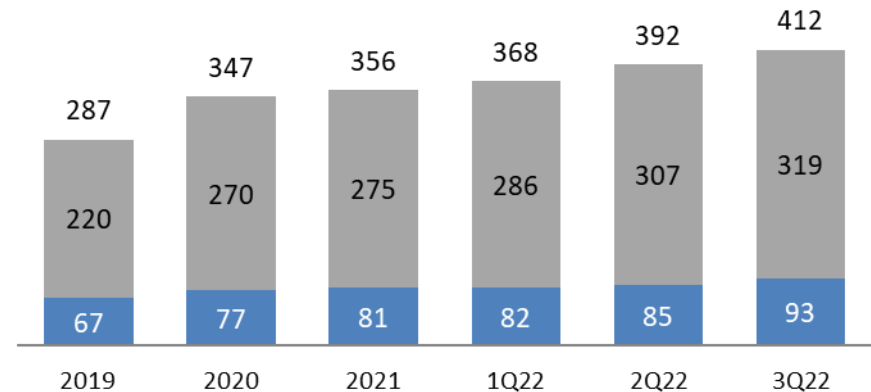
Somwang Loans vs NPLs

Unit: Million Baht



Somwang Branches

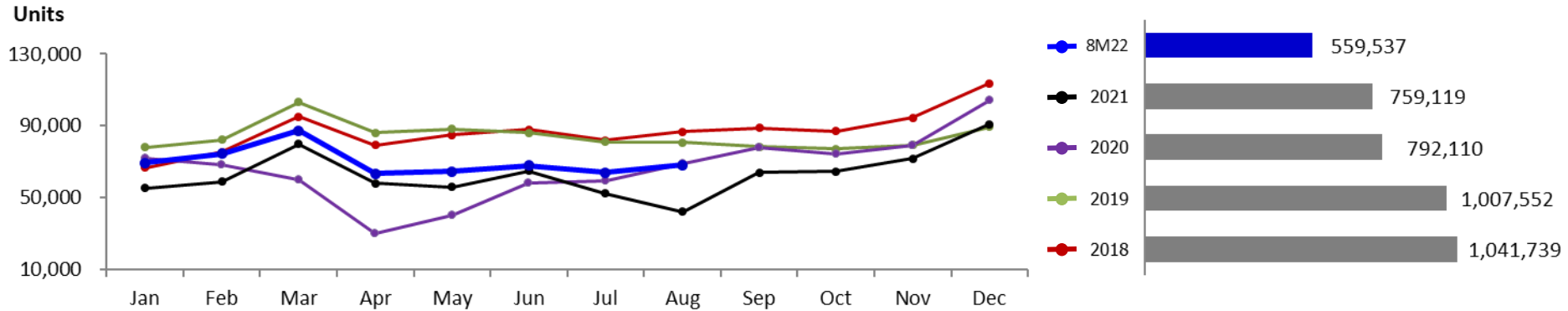
■ BKK and vicinity ■ Provincial area



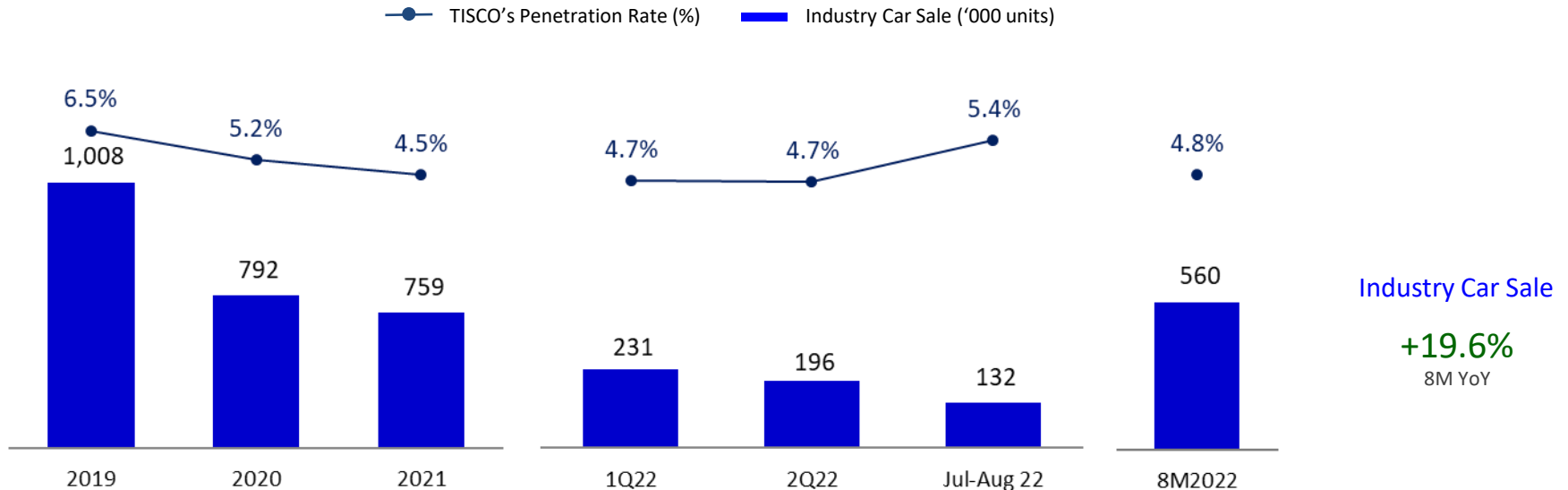
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

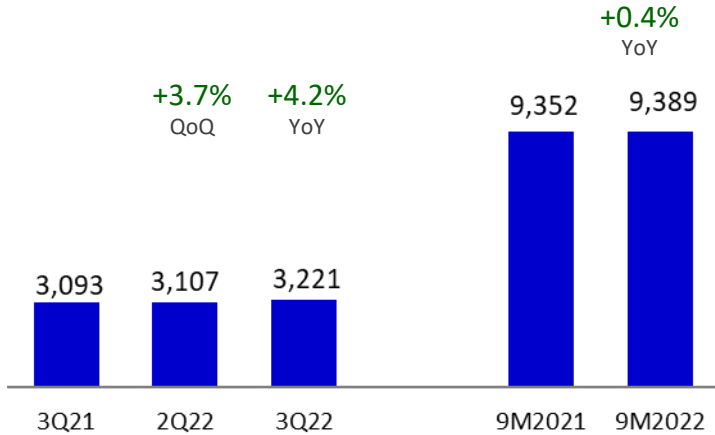


Interest Income & NIM



Net Interest Income

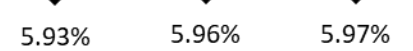
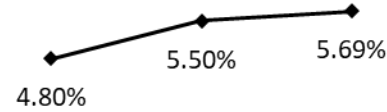
Unit: Million Baht



Yield on Loans



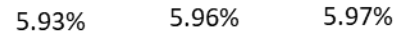
Loan Spread



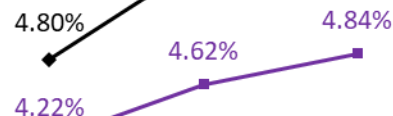
Cost of Funds



Loan Spread



NIM



2019 2020 2021

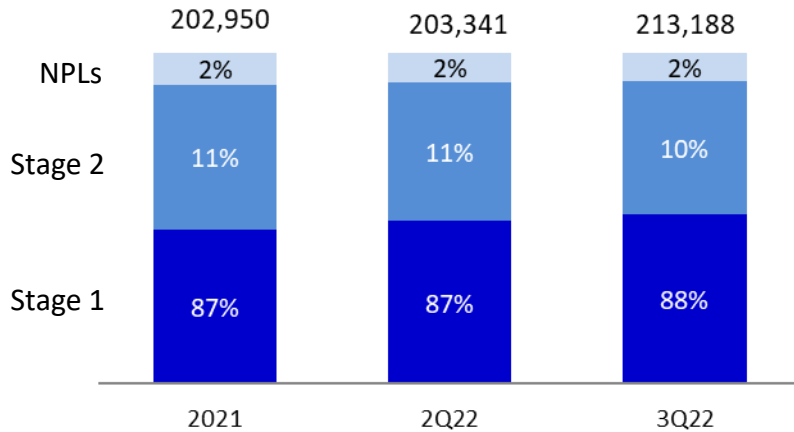
1Q22 2Q22 3Q22

Asset Quality



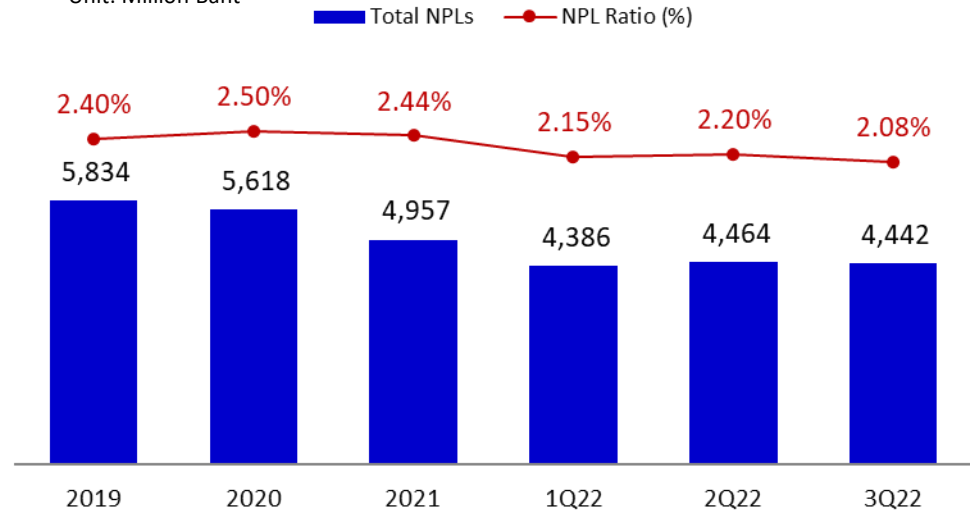
Loan Classification

Unit: Million Baht



Non-Performing Loans

Unit: Million Baht



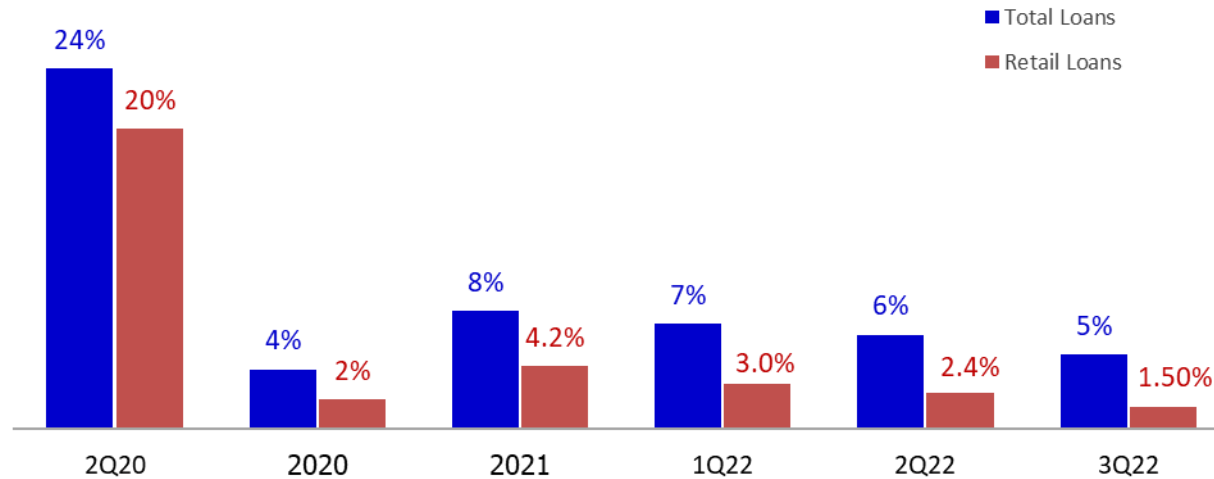
NPLs by Loan Types	2021		2Q22		3Q22	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	19	0.1	-	-	-	-
SME	66	0.8	135	1.4	100	0.8
Hire Purchase	2,682	2.4	2,383	2.2	2,413	2.2
Mortgage	1,015	8.5	925	8.3	922	8.7
Auto Cash	1,173	3.7	1,018	3.1	1,003	2.9
Others	2	0.1	3	0.1	3	0.1
Total NPLs	4,957	2.44	4,464	2.20	4,442	2.08

Debt Relief Programs

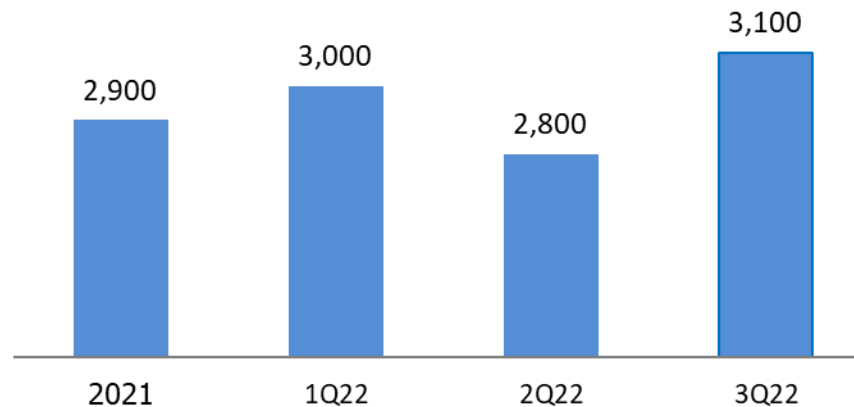


Outstanding Loans under Debt Relief Programs at the end of September 2022

% to total loans



Outstanding Soft Loans for SME



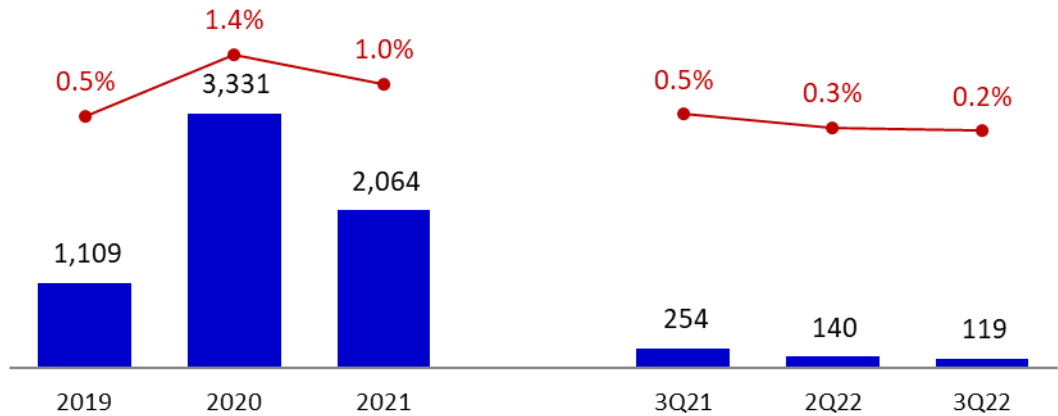
Expected Credit Loss



Expected Credit Loss

Unit: Million Baht

■ Provisions/ECL ● Credit Cost (%)



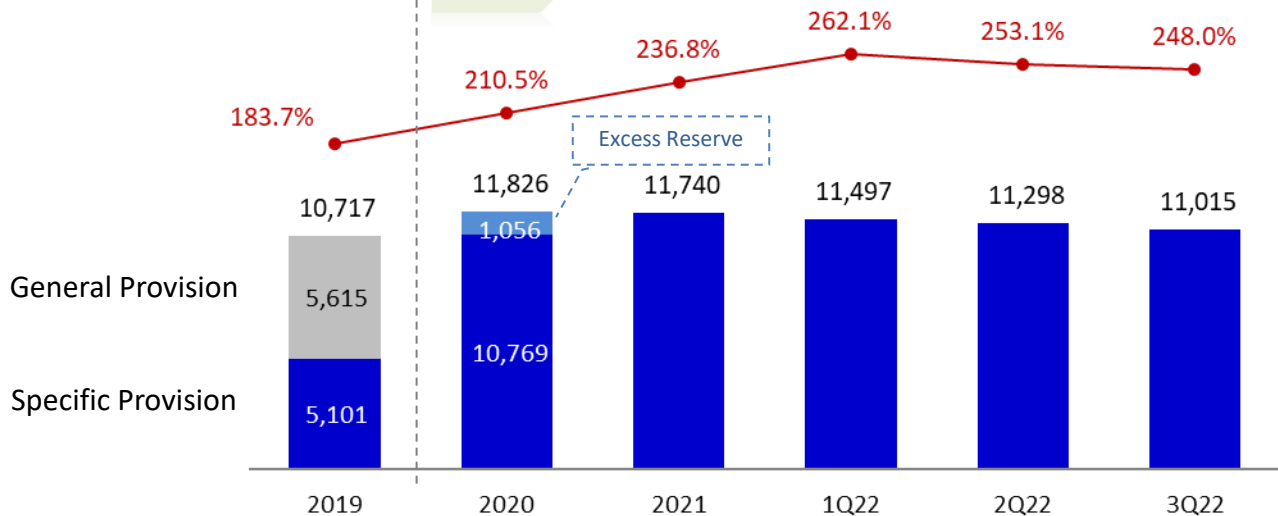
Allowance for ECL

Unit: Million Baht

TFRS 9

Coverage Ratio

Expected Credit Loss (ECL)



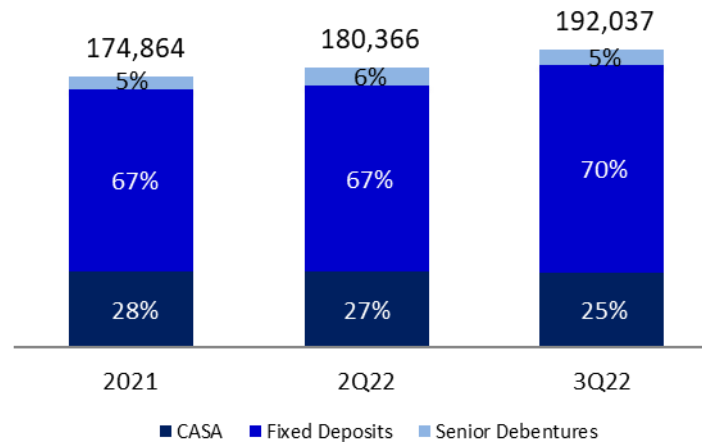
Funding



Total Funding

Unit: Million Baht

+6.5% +9.8%
QoQ YTD



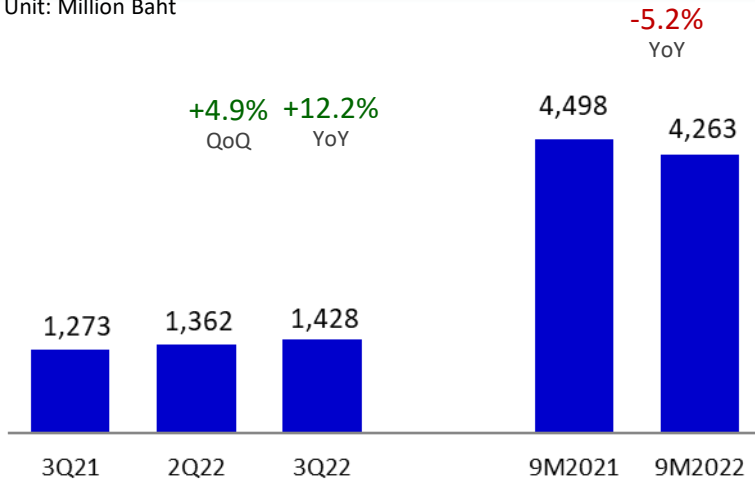
Unit : Million Baht	2021	2Q22	3Q22	% QoQ	% YoY
Current	2,162	2,212	2,255	1.9	4.3
Savings	46,932	46,444	46,207	(0.5)	(1.5)
Fixed Deposits	117,448	120,223	134,078	11.5	14.2
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	8,285	11,450	9,460	(17.4)	14.2
Total Deposits & Borrowings	174,864	180,366	192,037	6.5	9.8
Subordinated Debentures	6,640	5,640	5,640		
% LDR to Total Deposits & Borrowings	116.1	112.7	111.0		

Non-Interest Income



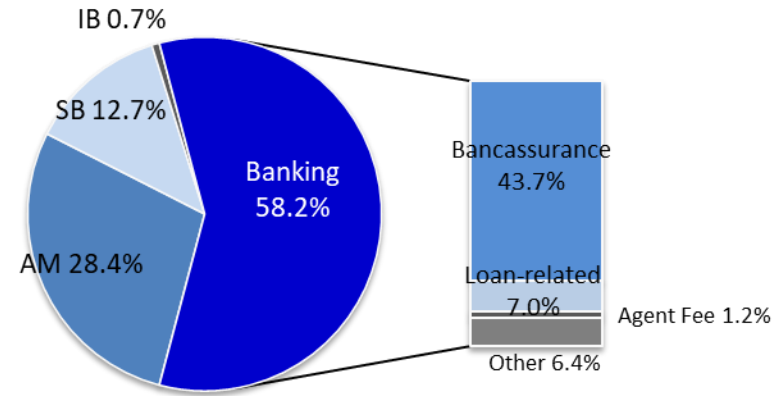
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data as of 9M2022



Unit : Million Baht	3Q21	2Q22	3Q22	% QoQ	% YoY	9M2021	9M2022	% YoY
Banking Fee	675	808	862	6.7	27.7	2,225	2,483	11.6
<i>Bancassurance Fee</i>	460	596	664	11.4	44.3	1,489	1,864	25.1
<i>Other Banking Fee</i>	215	212	198	(6.8)	(7.8)	735	620	(15.7)
Asset Management Basic Fee	402	393	398	1.4	(0.9)	1,526	1,209	(20.8)
Brokerage Fee	195	158	166	4.6	(15.1)	657	541	(17.7)
Investment Banking Fee	1	3	2	(10.9)	72.0	90	30	(66.5)
Non-Interest Income from Core Businesses	1,273	1,362	1,428	4.9	12.2	4,498	4,263	(5.2)
Gain (Loss) on Financial Instruments	(109)	176	(107)	(160.9)	(1.4)	464	35	(92.5)
Share of Profit from Subsidiaries	(14)	15	13	(11.5)	n.a.	10	41	298.1
Dividend Income	15	14	26	86.2	71.5	65	73	11.6
AM Performance Fee	4	(0)	(0)	3,450.0	(104.2)	12	0	(96.8)
Total Non-Interest Income	1,170	1,566	1,359	(13.2)	16.2	5,050	4,413	(12.6)

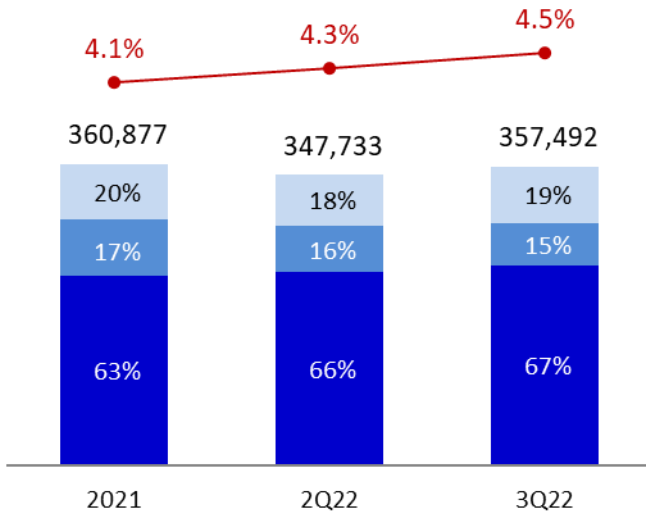
Asset Management Business



Assets Under Management

Unit: Million Baht

+2.8% QoQ
-0.9% YTD

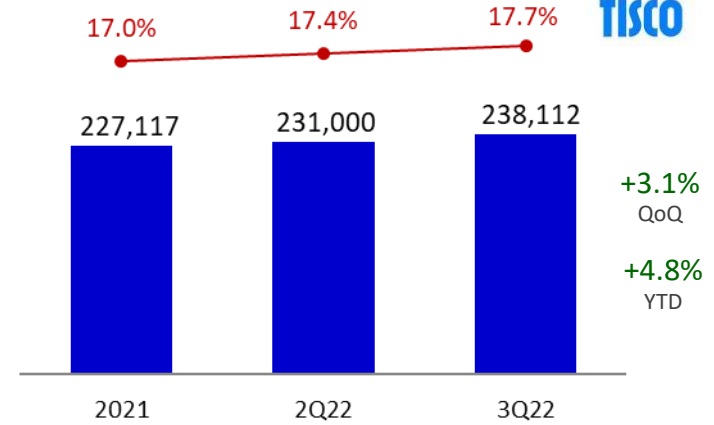


■ Provident Fund ■ Mutual Fund ■ Private Fund ● Market Share (%)

Rank #9

Rank #1

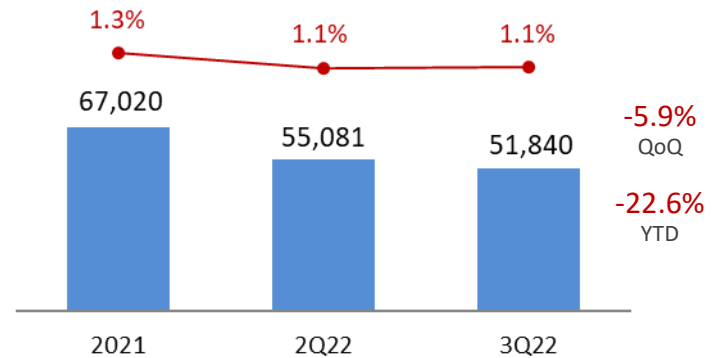
Provident Fund



+3.1% QoQ
+4.8% YTD

Rank #13

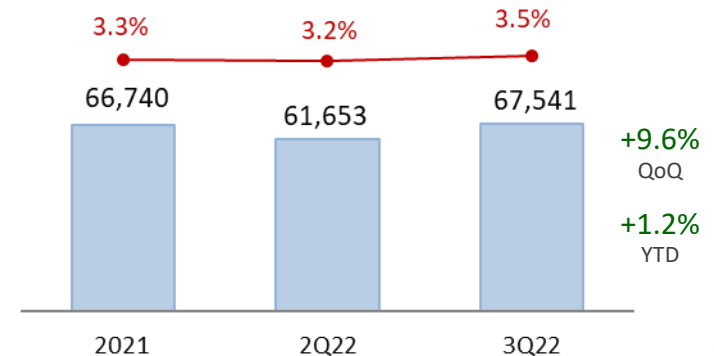
Mutual Fund



-5.9% QoQ
-22.6% YTD

Rank #5

Private Fund



+9.6% QoQ
+1.2% YTD

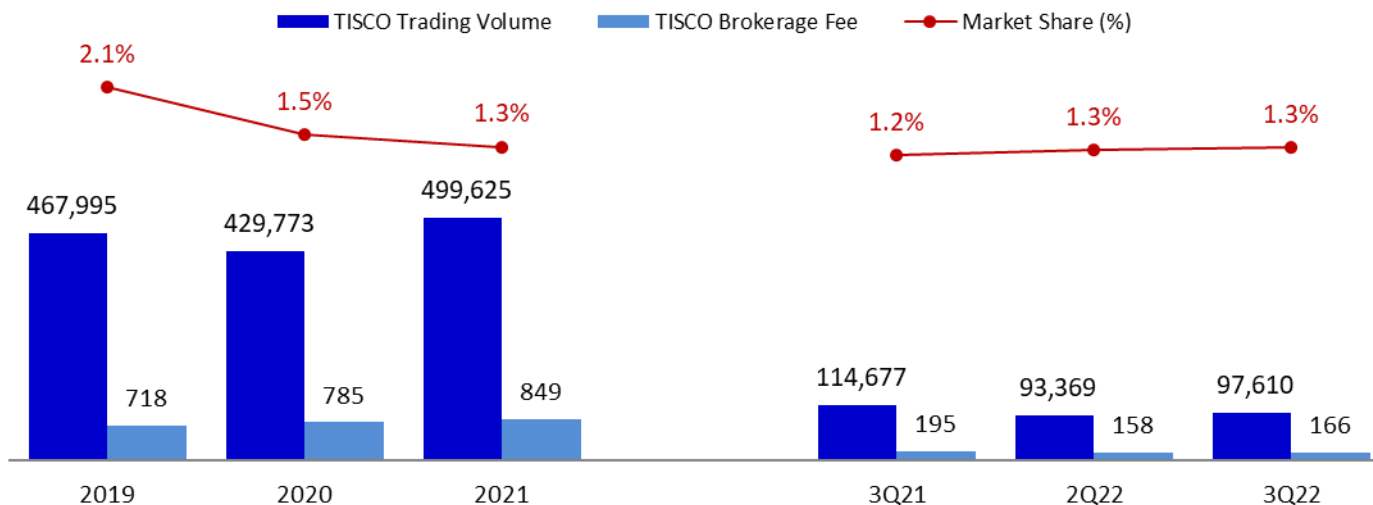
*Remark: Market Share and Rankings as of August 2022

Brokerage Business

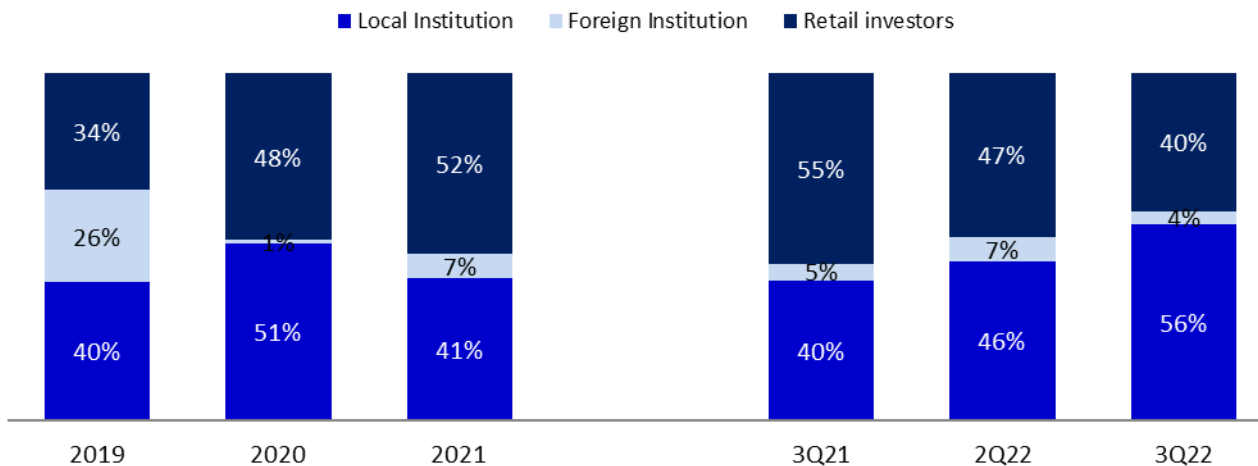


TISCO Trading Volume & Market Share

Unit: Million Baht



Trading Volume by Customers

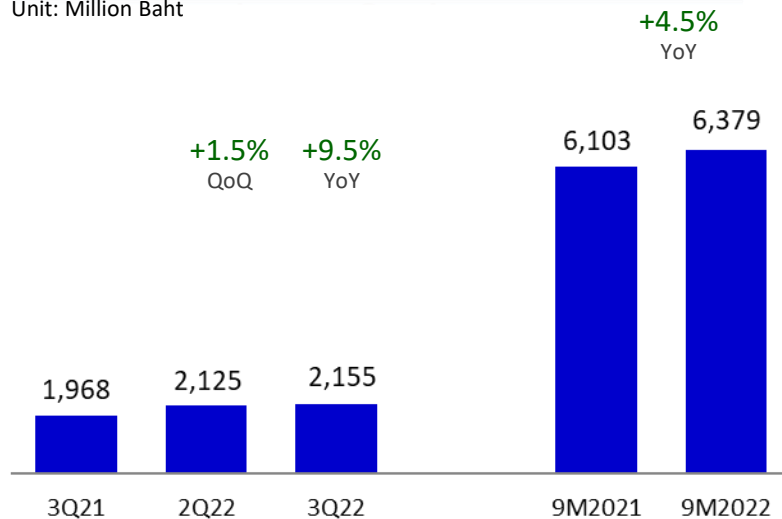


Operating Expenses

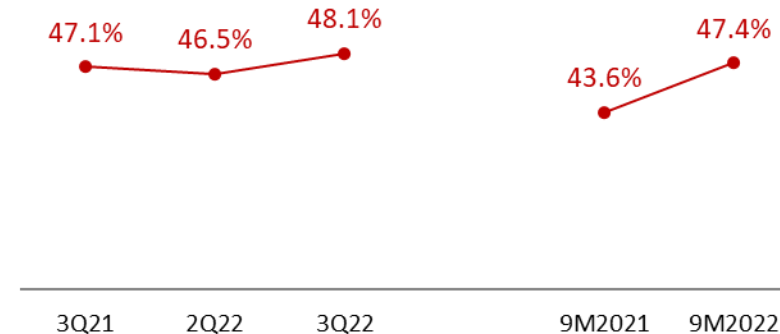


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



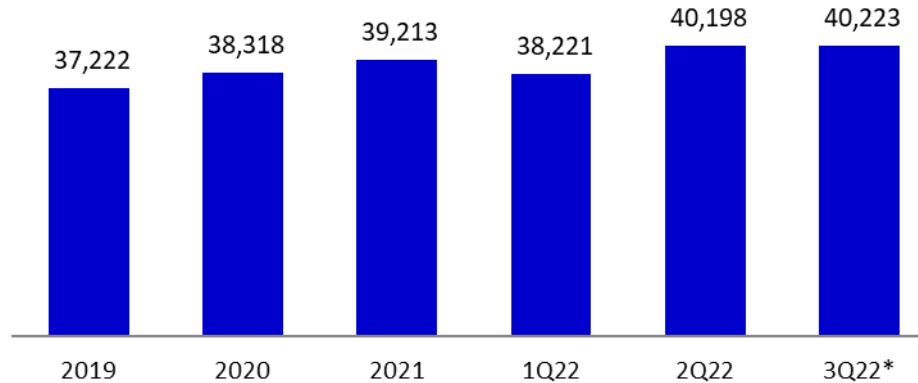
Unit : Million Baht	3Q21	2Q22	3Q22	% QoQ	% YoY	9M2021	9M2022	% YoY
Employee Expenses	1,349	1,537	1,513	(1.6)	12.2	4,223	4,561	8.0
Premises & Equipment Expenses	331	342	345	0.9	4.4	1,001	1,009	0.8
Taxes & Duties	59	60	64	6.7	9.1	184	186	1.1
Other Expenses	230	185	233	25.7	1.2	694	623	(10.3)
Total Operating Expenses	1,968	2,125	2,155	1.5	9.5	6,103	6,379	4.5

Capital Adequacy

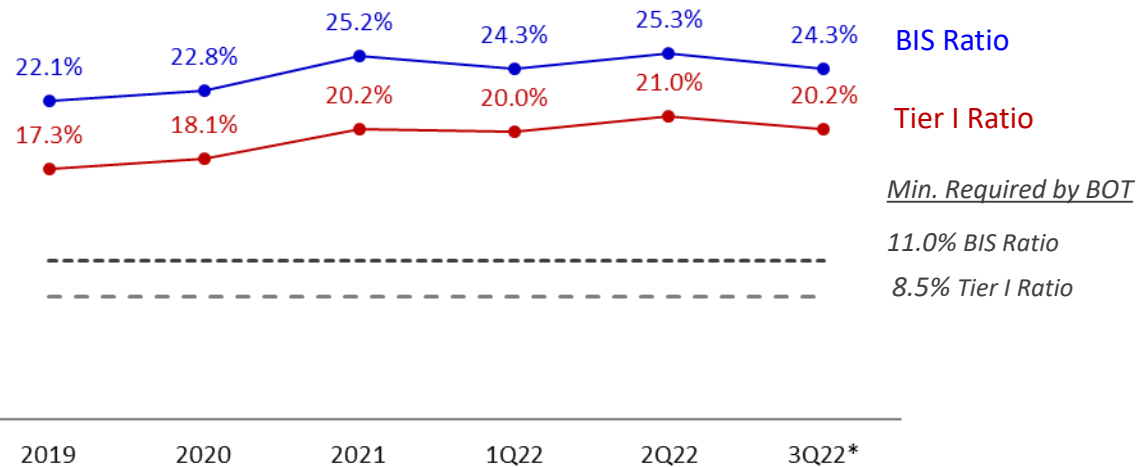


Capital Base of TISCO Bank

Unit: Million Baht



Capital Adequacy Ratio

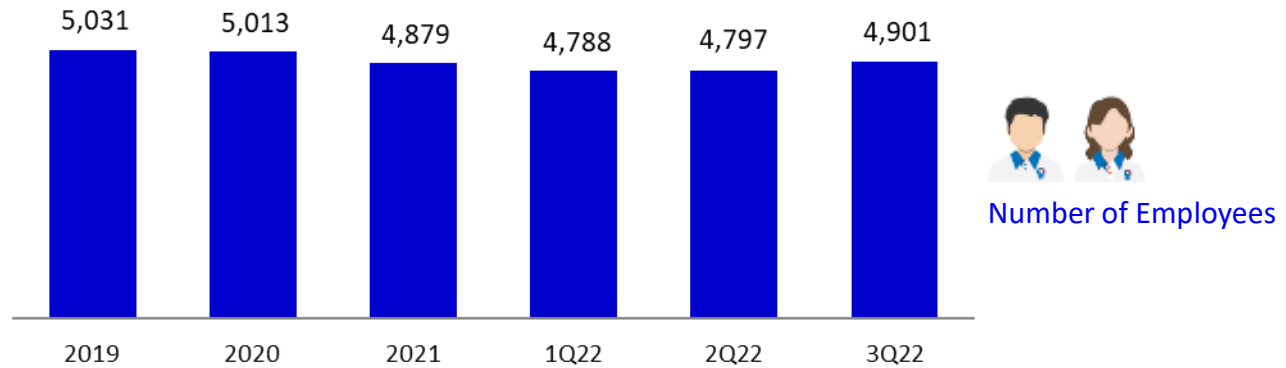


*Remark: Projected figures

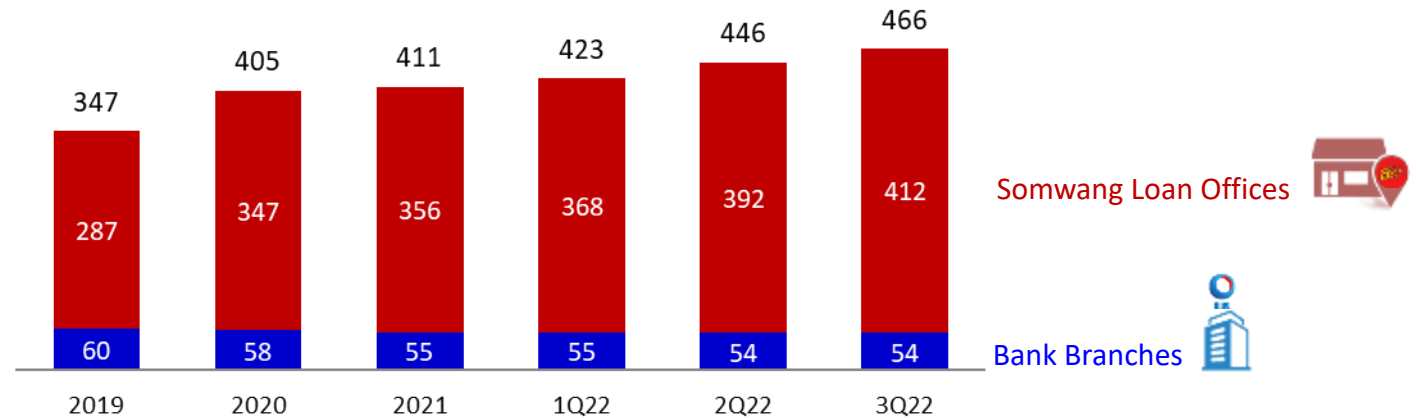
Employees and Branch Network



Total Employees



Total Branch Network



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