

TISCO

TISCO Financial Group Public Co., Ltd.

Analyst Meeting 3Q2016

October 12, 2016



3Q 2016 Financial Results



Consolidated Income Statements

Unit : Million Baht	3Q15	2Q16	3Q16	% QoQ	% YoY	9M15	9M16	% YoY
Interest Income	4,176	3,991	3,975	(0.4)	(4.8)	12,813	12,033	(6.1)
Interest Expenses	(1,559)	(1,300)	(1,208)	(7.1)	(22.5)	(5,349)	(3,883)	(27.4)
Net Interest Income	2,617	2,691	2,767	2.9	5.7	7,465	8,150	9.2
Fee & Service Income	1,245	1,237	1,463	18.2	17.5	3,895	4,039	3.7
Fee & Service Expenses	(46)	(53)	(56)	6.6	21.9	(150)	(167)	11.0
Other Operating Income*	281	154	155	0.9	(44.8)	779	449	(42.4)
Total Non-Interest Income	1,479	1,338	1,561	16.7	5.5	4,524	4,321	(4.5)
Total Income	4,096	4,029	4,329	7.4	5.7	11,988	12,471	4.0
Operating Expenses*	(928)	(1,605)	(1,652)	2.9	77.9	(3,862)	(4,823)	24.9
PPOP	3,168	2,424	2,677	10.5	(15.5)	8,126	7,648	(5.9)
Provisions	(2,166)	(926)	(1,101)	19.0	(49.1)	(4,381)	(3,008)	(31.3)
Pre-tax Profit	1,003	1,498	1,576	5.2	57.2	3,745	4,640	23.9
Income Tax	(197)	(289)	(317)	9.6	61.0	(732)	(915)	25.0
Net Profit	810	1,208	1,250	3.5	54.4	3,006	3,713	23.5
EPS (Baht)	1.01	1.51	1.56			3.75	4.64	
ROAE (%)	12.2	16.7	17.1			15.2	17.1	

Remark: * Net of expense from business promotion relating to HP business



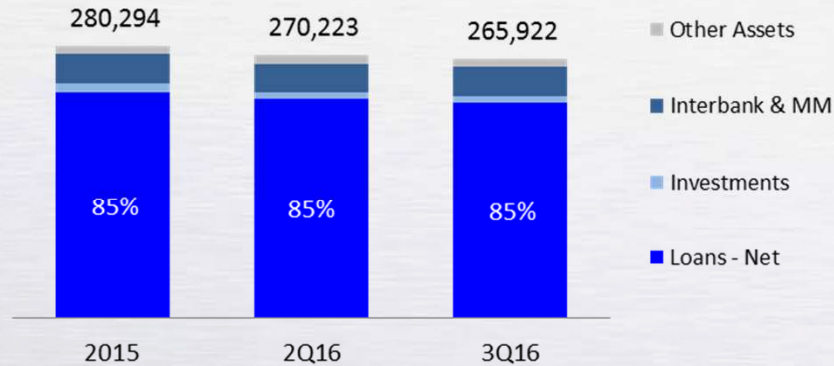
Assets and Liabilities

Assets

Unit: Million Baht

▼ 1.6% QoQ

▼ 5.1% YTD



Liabilities

Unit: Million Baht

▼ 2.3% QoQ

▼ 6.4% YTD



Unit : Million Baht	2015	2Q16	3Q16	% QoQ	% YTD
Loans - Net	238,260	230,833	226,437	(1.9)	(5.0)
Allowance	(6,168)	(6,792)	(7,365)	8.4	19.4
Investments	8,617	7,478	7,415	(0.8)	(13.9)
Interbank & MM	31,163	28,870	30,272	4.9	(2.9)
Other Assets	8,423	9,836	9,164	(6.8)	8.8
Total Assets	280,294	270,223	265,922	(1.6)	(5.1)

Unit : Million Baht	2015	2Q16	3Q16	% QoQ	% YTD
Deposits & Borrowings	226,220	212,404	210,258	(1.0)	(7.1)
Interbank & MM	10,030	11,361	8,310	(26.9)	(17.1)
Debentures	6,643	6,643	7,323	10.2	10.2
Other Liabilities	9,206	11,091	10,013	(9.7)	8.8
Total Liabilities	252,099	241,499	235,905	(2.3)	(6.4)
Retained Earnings	17,689	18,157	19,410	6.9	9.7
Total Equities	28,194	28,724	30,018	4.5	6.5

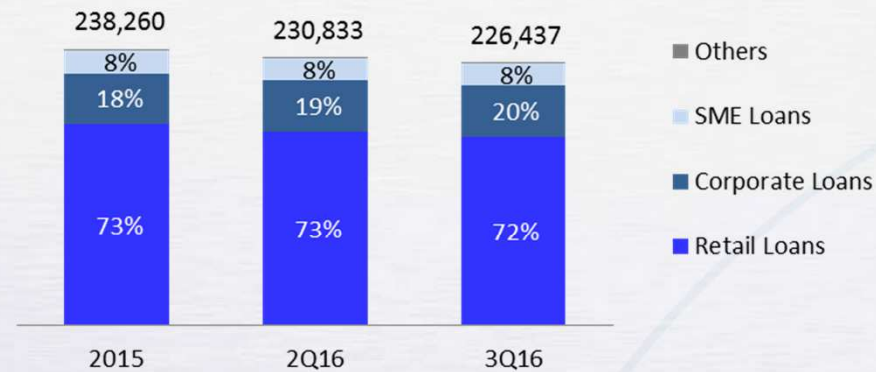


Loan Portfolio

Total Loan Portfolio

Unit: Million Baht

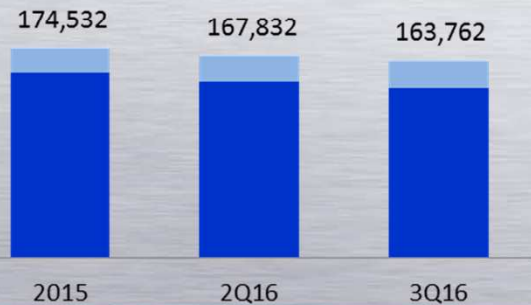
▼ 1.9% QoQ
▼ 5.0% YTD



Retail Loans

Unit: Million Baht

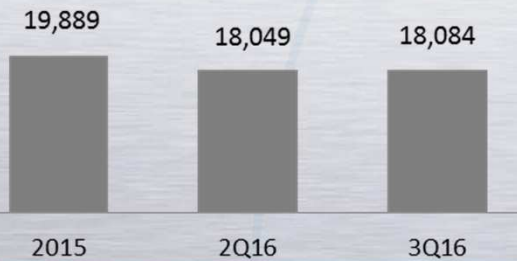
▼ 2.4% QoQ
▼ 6.2% YTD



SME Loans

Unit: Million Baht

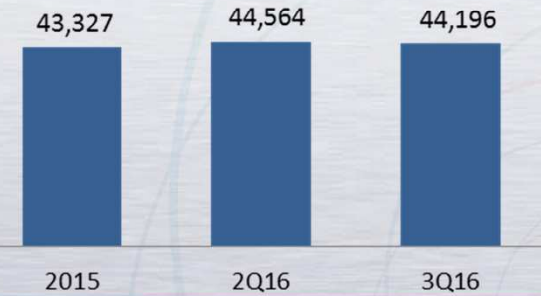
▲ 0.2% QoQ
▼ 9.1% YTD



Corporate Loans

Unit: Million Baht

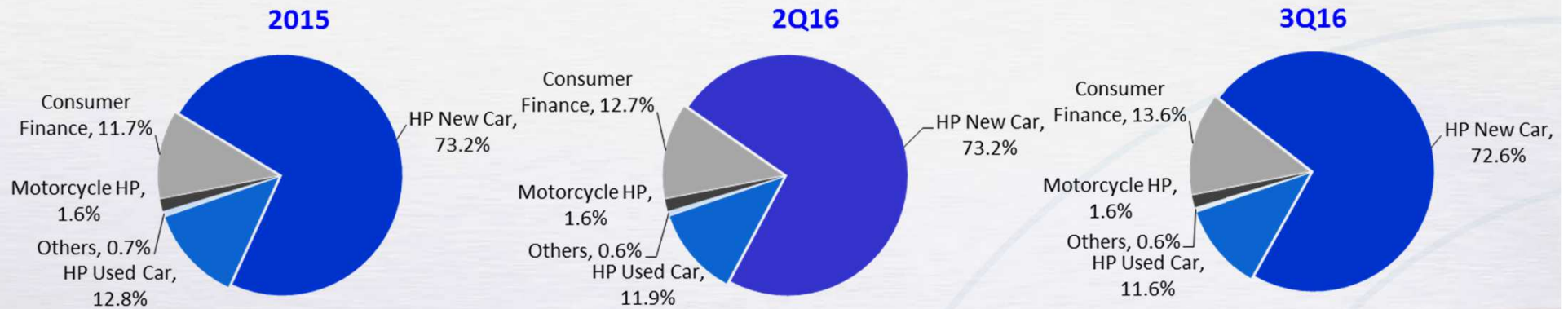
▼ 0.8% QoQ
▲ 2.0% YTD





Retail Loan Portfolio

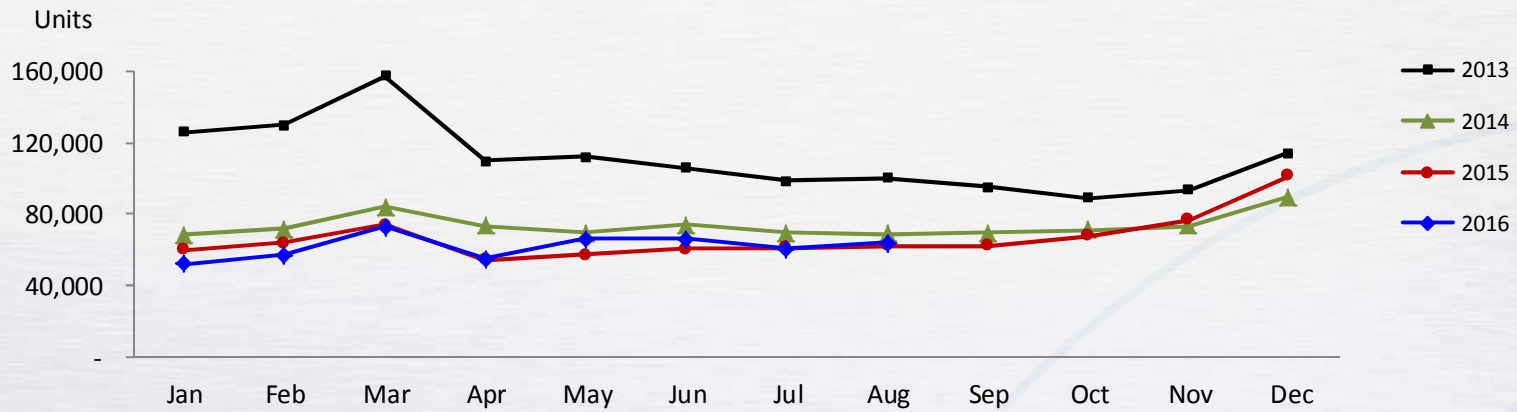
Retail Loan Breakdown



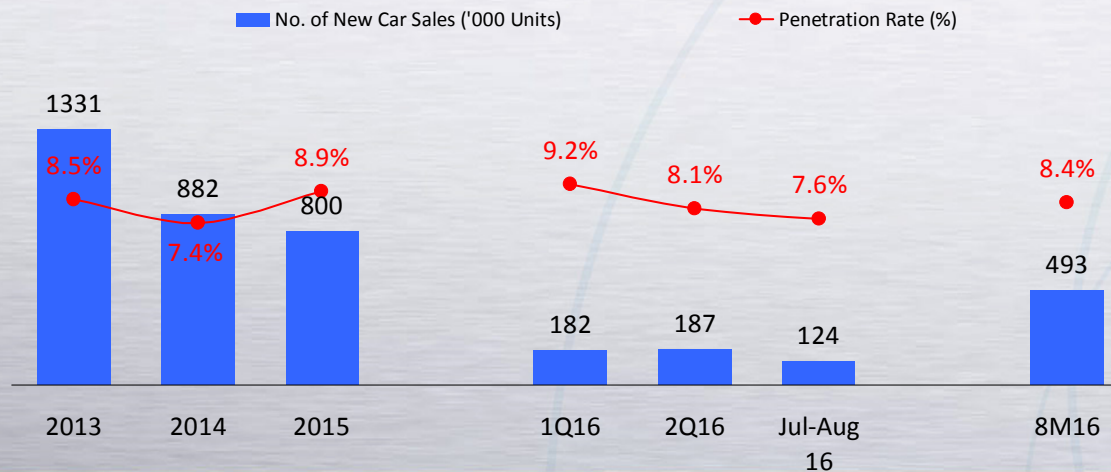


Industry Car Sales and Penetration Rate

Industry New Car Sales



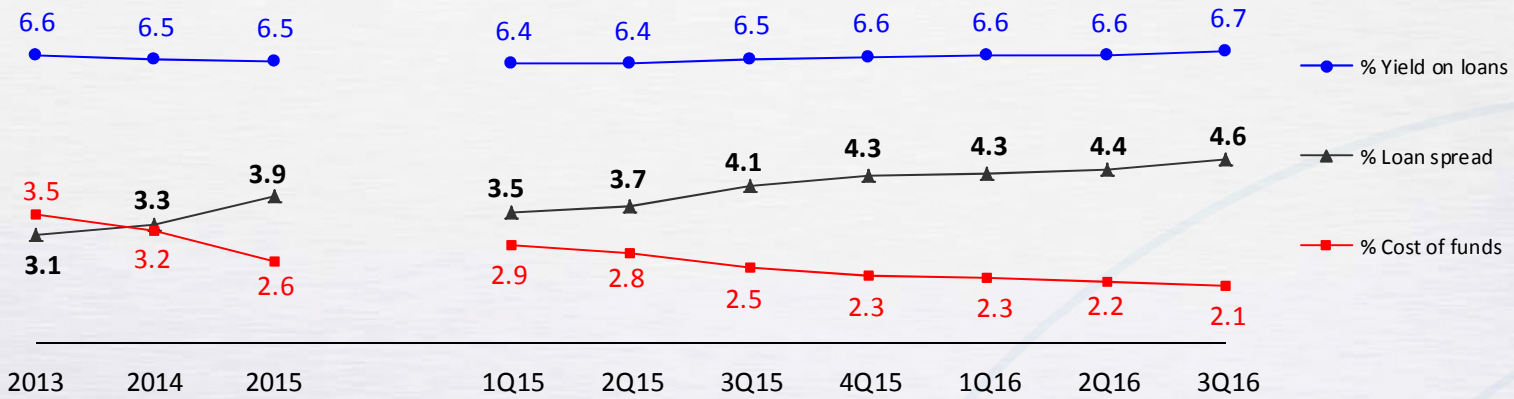
TISCO Auto HP Penetration Rate





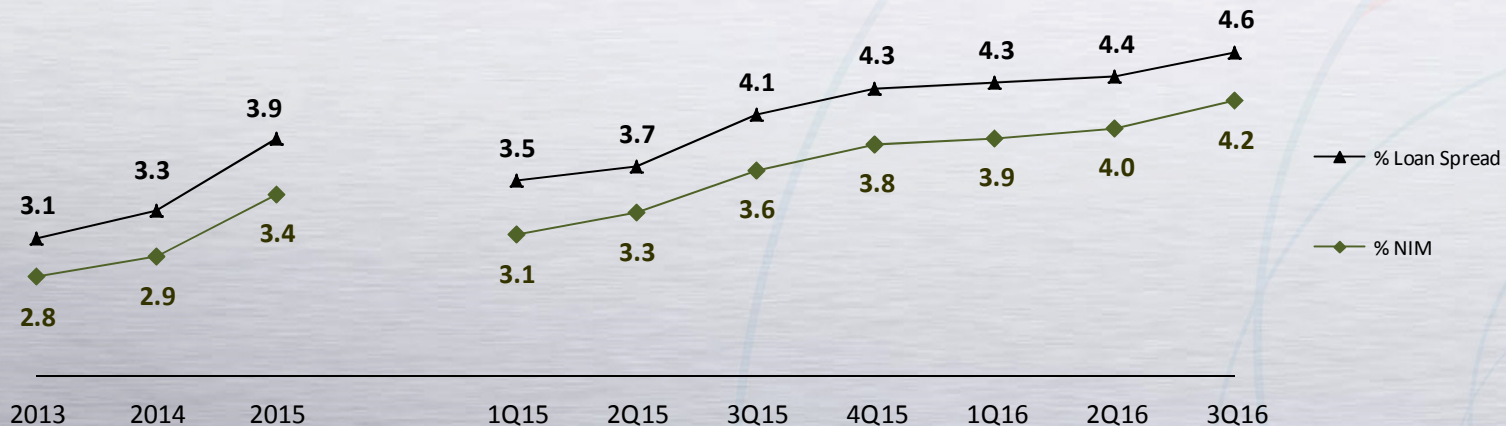
Loan Spread and Net Interest Margin

Yield on Loans and Cost of Funds



Remark: Cost of funds include contributions to FIDF and DPA

Loan Spread and Net Interest Margin

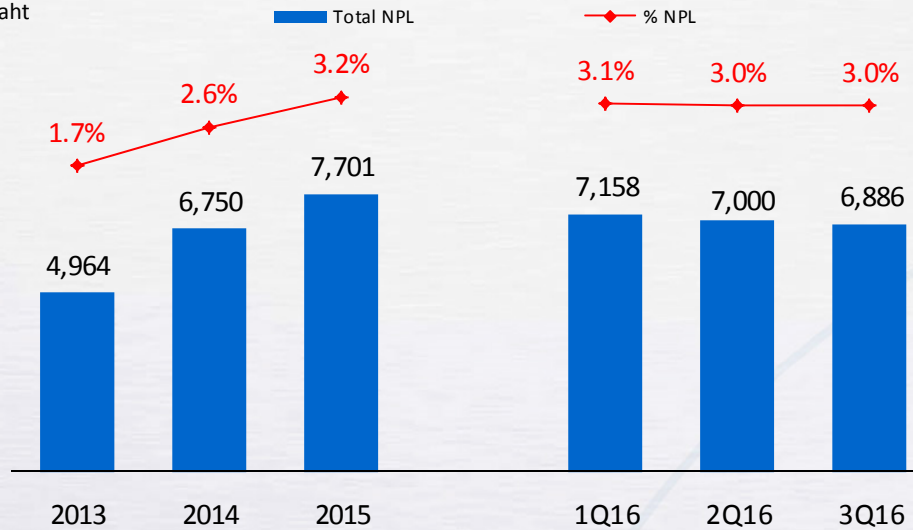




Asset Quality

NPL and NPL Ratio

Unit: Million Baht



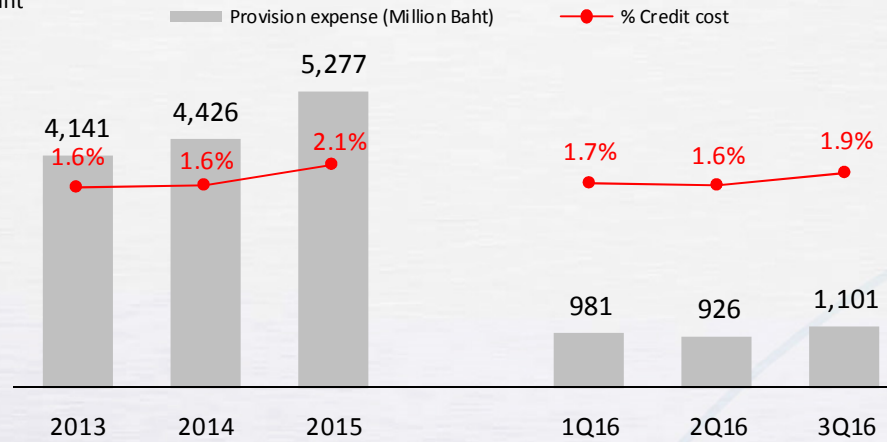
NPL by Loan Type	2015		2Q16		3Q16	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	1,189	2.7	1,239	2.8	1,268	2.9
SME	405	2.0	488	2.7	838	4.6
Hire Purchase	5,404	3.5	4,618	3.2	4,153	3.0
Mortgage	82	6.7	77	7.2	75	7.3
Others	622	3.0	577	2.7	553	2.4
Total NPL	7,701	3.23	7,000	3.03	6,886	3.04



Provisions

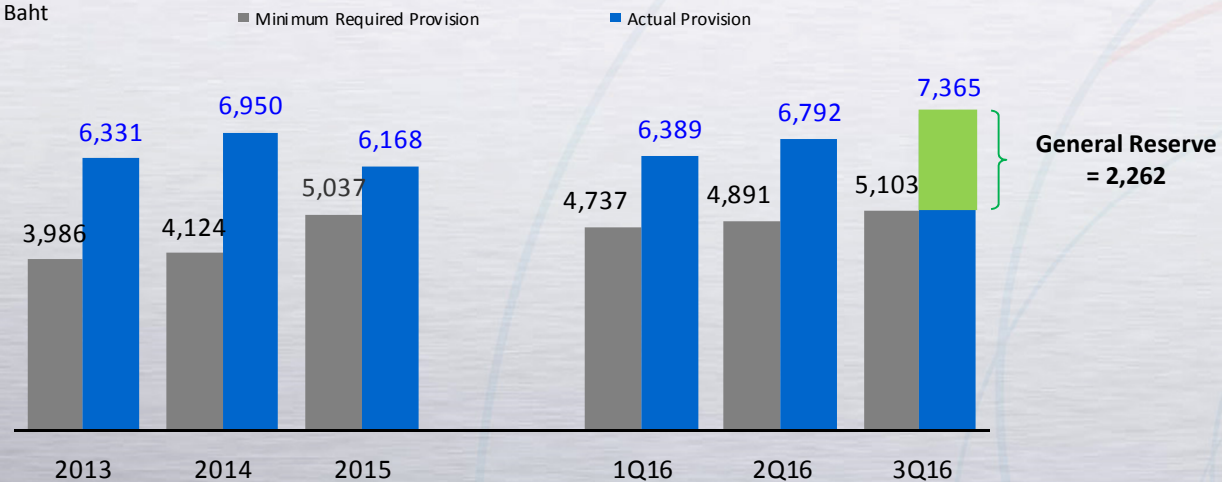
Provision Expense and Credit Cost

Unit: Million Baht



Minimum Required Provision vs Actual Provision

Unit: Million Baht



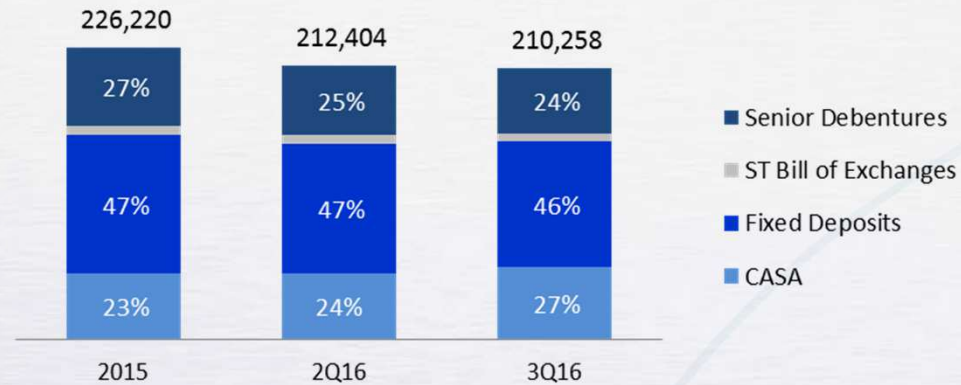


Deposits

Total Deposits & Bill of Exchanges

Unit: Million Baht

▼ 1.0% QoQ
▼ 7.1% YTD



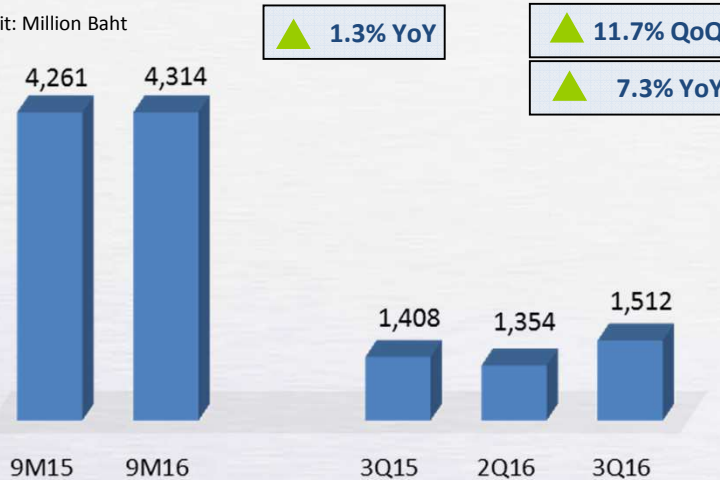
Unit : Million Baht	2015	2Q16	3Q16	% QoQ	% YTD
Current	3,122	3,121	2,946	(5.6)	(5.7)
Savings	48,272	48,330	53,130	9.9	10.1
Fixed Deposits	106,950	100,550	97,414	(3.1)	(8.9)
Short-Term Bill of Exchanges	6,937	6,387	5,837	(8.6)	(15.9)
Senior Debentures	60,939	54,016	50,932	(5.7)	(16.4)
Total Deposits & Borrowings	226,220	212,404	210,258	(1.0)	(7.1)
Subordinated Debentures	6,643	6,643	7,323		
% LDR to Total Deposits & Borrowings	105.3	108.7	107.7		



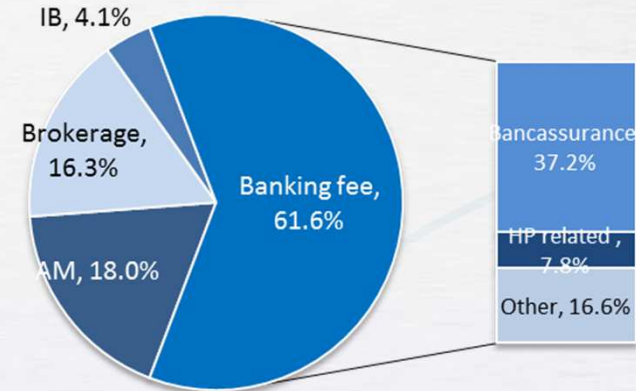
Non-Interest Income

Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income Breakdown



Unit : Million Baht	3Q15	2Q16	3Q16	% QoQ	% YoY	9M15	9M16	% YoY
Banking Fee*	947	900	931	3.4	(1.7)	2,700	2,804	3.9
Asset Management Basic Fee	269	260	273	4.8	1.5	873	783	(10.3)
Brokerage Fee	192	188	246	31.0	28.3	636	626	(1.6)
Investment Banking Fee	1	6	62	947.2	4,845.6	52	100	93.2
Non-Interest Income from Core Businesses	1,408	1,354	1,512	11.7	7.3	4,261	4,314	1.3
Trading Income & Incentive	75	(6)	60	n.a.	(20.9)	242	34	(86.1)
Share of Profit from Investment in Subsidiaries	23	20	22	9.3	(6.5)	79	61	(22.6)
Dividend Income	19	23	25	6.9	31.3	92	79	(14.5)
Total Non-Interest Income	1,526	1,391	1,618	16.3	6.0	4,674	4,488	(4.0)

Remark: * Net of expense from business promotion relating to HP business

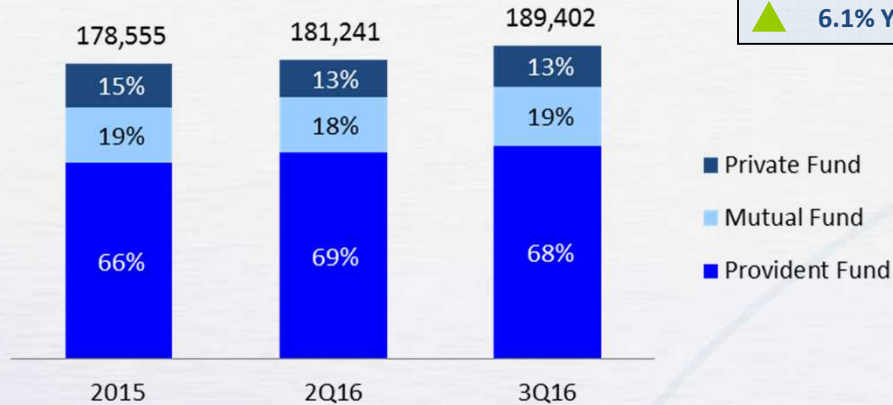


Asset Management Business

TISCO Asset under Management

Unit: Million Baht

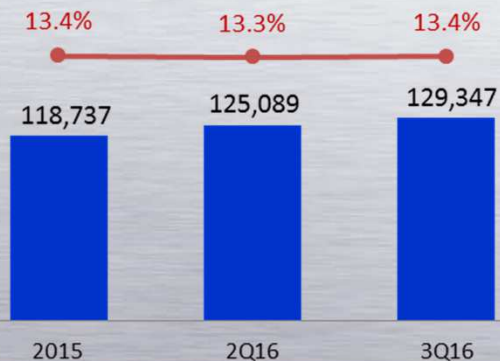
Rank #10
▲ 4.5% QoQ
▲ 6.1% YTD



Provident Fund

Unit: Million Baht

Rank #3
▲ 3.4% QoQ
▲ 8.9% YTD



Mutual Fund

Unit: Million Baht

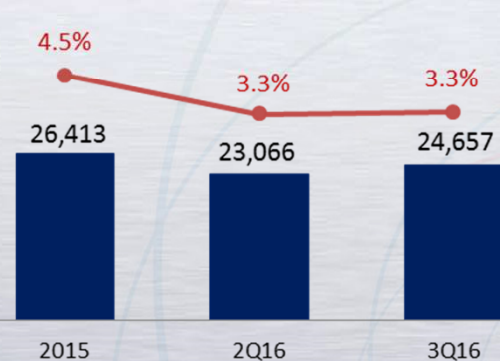
Rank #15
▲ 7.0% QoQ
▲ 6.0% YTD



Private Fund

Unit: Million Baht

Rank #8
▲ 1.5% QoQ
▼ 7.9% YTD

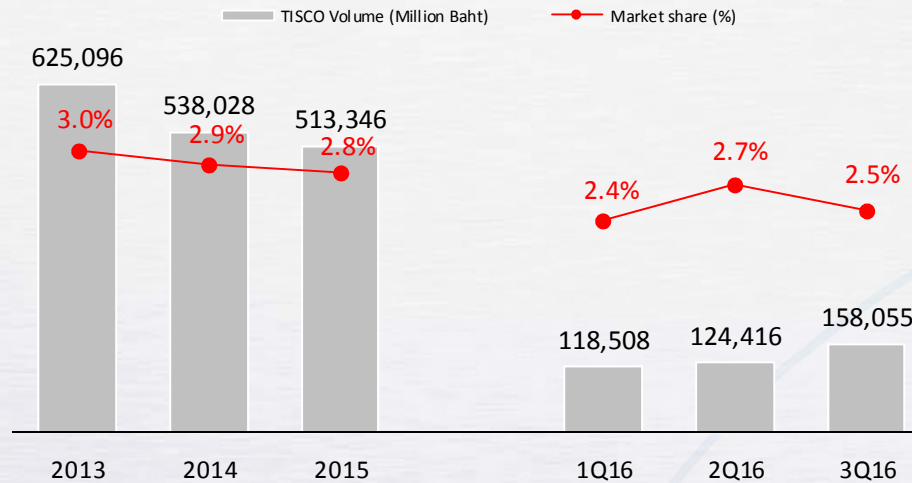


*Remark: Market Share and Rankings as of August 2016

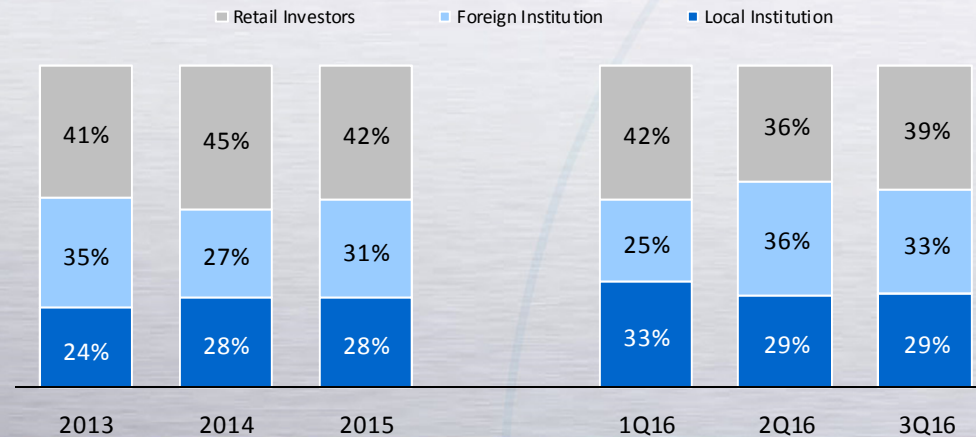


Brokerage Business

TISCO Trading Volume and Market Share



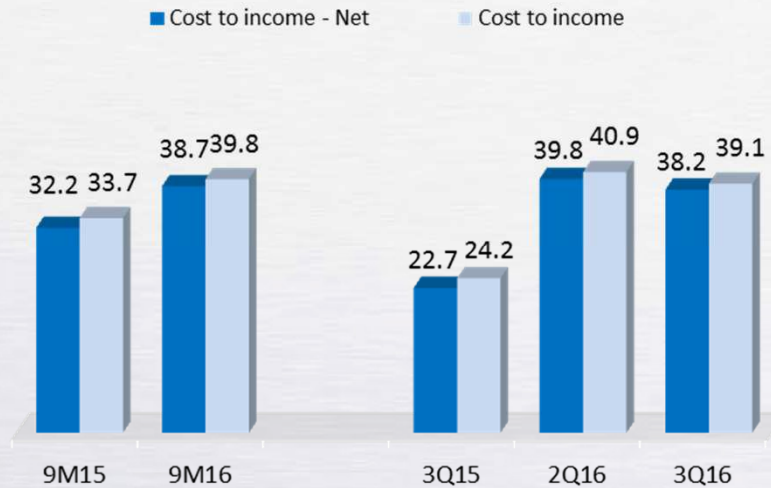
TISCO Trading Volume by Customer



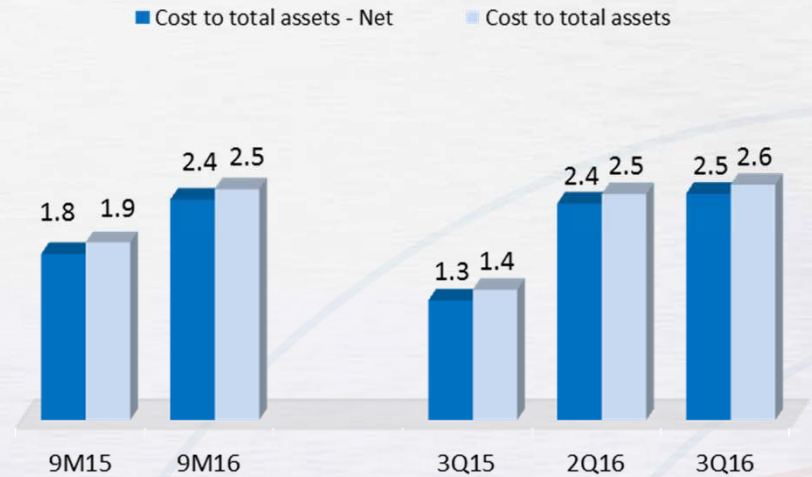


Operating Expenses

Cost to Income Ratio



Cost to Total Assets Ratio



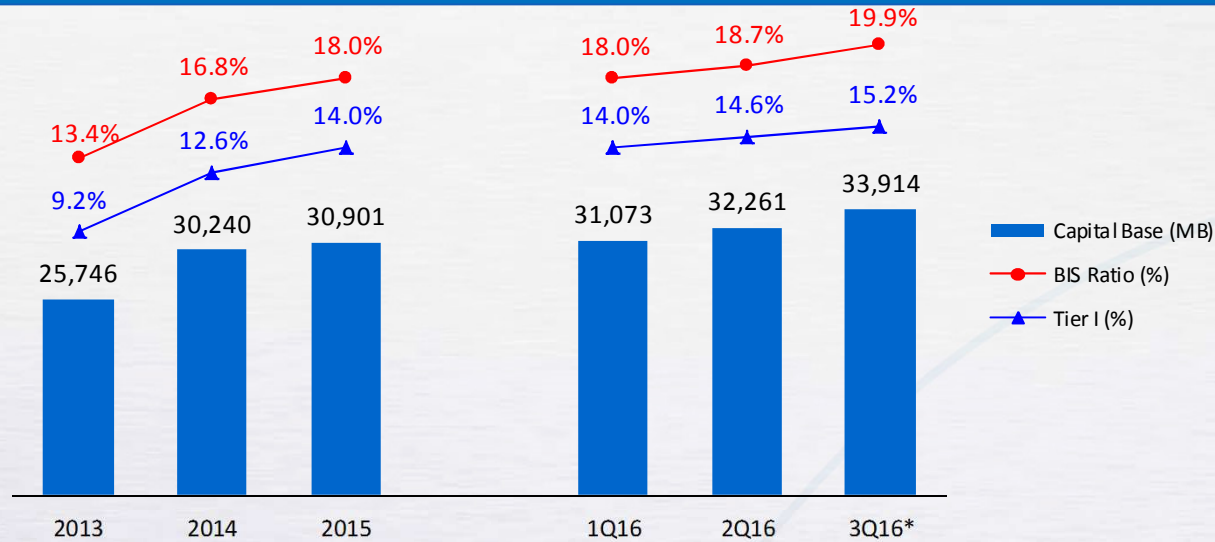
Unit : Million Baht	3Q15	2Q16	3Q16	% QoQ	% YoY	9M15	9M16	% YoY
Employees' Expenses	417	1,059	1,076	1.6	158.0	2,296	3,202	39.5
Premises & Equipment Expenses	230	233	236	1.6	2.6	698	694	(0.6)
Taxes & Duties	52	52	52	(1.6)	(0.1)	160	155	(3.6)
Other Expenses*	229	261	288	10.2	25.6	708	771	9.0
Total Operating Expenses	928	1,605	1,652	2.9	77.9	3,862	4,823	24.9

Remark: * Excluded expense from business promotion relating to HP business



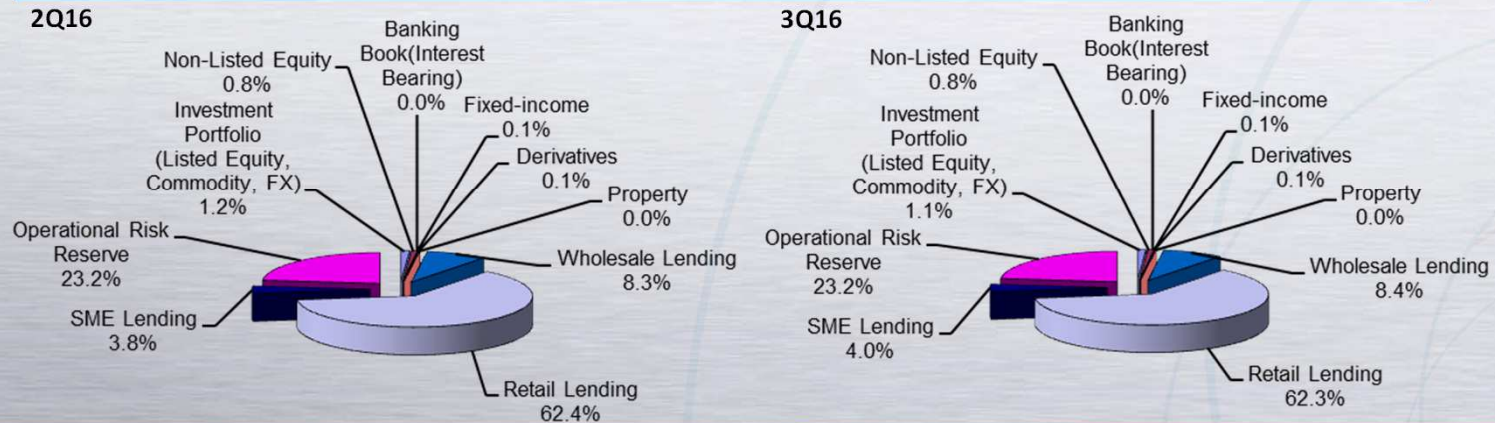
Capital Adequacy

Capital Adequacy Ratio of TISCO Bank



*Remark: Projected Figures

Risk-Based Capital Exposure



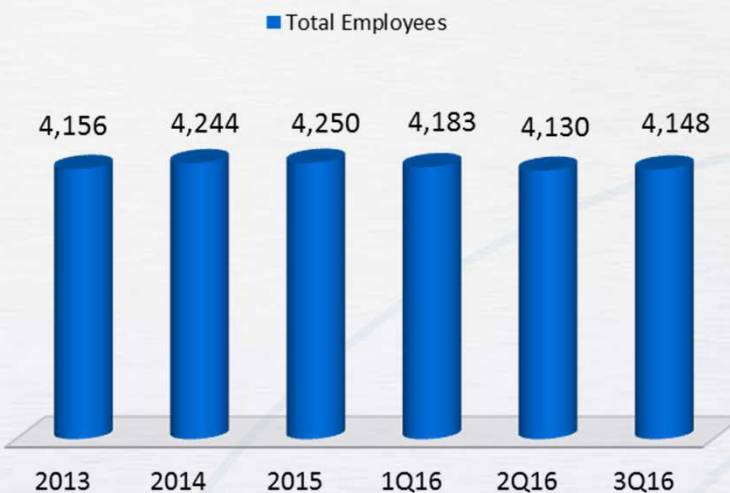


Employees and Branch Network

Total Branch Network



Total TISCO Employees



*Remark: Loan Office included Mobile Branches





Disclaimer

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CISCO

WEALTH OF POSSIBILITIES