

TISCO

TISCO Financial Group Public Co., Ltd.

Analyst Meeting FY2016

January 13, 2017





FY2016 Financial Results



Consolidated Income Statements

Unit : Million Baht	4Q15	3Q16	4Q16	% QoQ	% YoY	2015	2016	% YoY
Interest Income	4,074	3,975	3,978	0.1	(2.4)	16,888	16,012	(5.2)
Interest Expenses	(1,409)	(1,218)	(1,199)	(1.6)	(14.9)	(6,758)	(5,091)	(24.7)
Net Interest Income	2,665	2,758	2,780	0.8	4.3	10,130	10,920	7.8
Fee & Service Income	1,361	1,463	1,358	(7.2)	(0.2)	5,256	5,397	2.7
Fee & Service Expenses	(48)	(56)	(63)	12.2	30.2	(199)	(230)	15.7
Other Operating Income*	127	155	221	43.0	74.7	906	670	(26.0)
Total Non-Interest Income	1,439	1,561	1,516	(2.9)	5.3	5,963	5,837	(2.1)
Total Income	4,104	4,319	4,296	(0.5)	4.7	16,093	16,757	4.1
Operating Expenses*	(1,665)	(1,652)	(1,718)	4.0	3.2	(5,527)	(6,541)	18.3
PPOP	2,439	2,668	2,578	(3.4)	5.7	10,566	10,216	(3.3)
Provisions	(896)	(1,092)	(974)	(10.8)	8.6	(5,277)	(3,972)	(24.7)
Pre-tax Profit	1,543	1,576	1,604	1.8	3.9	5,288	6,244	18.1
Income Tax	(301)	(317)	(306)	(3.4)	1.8	(1,032)	(1,221)	18.3
Net Profit	1,244	1,250	1,293	3.4	3.9	4,250	5,005	17.8
EPS (Baht)	1.55	1.56	1.61			5.31	6.25	
ROAE (%)	18.1	17.1	16.9			15.8	16.9	

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

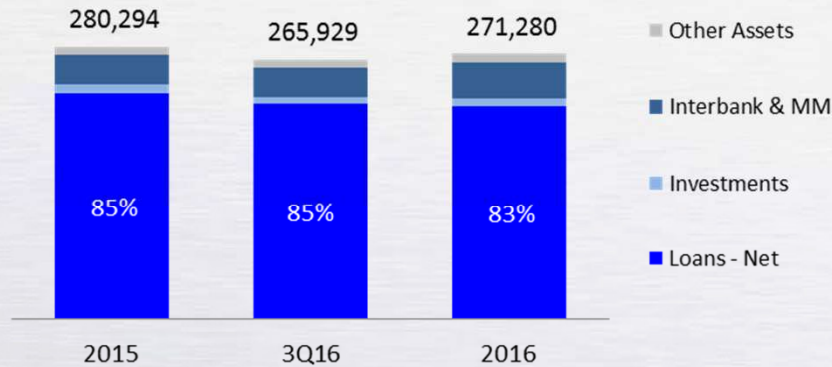


Assets and Liabilities

Assets

Unit: Million Baht

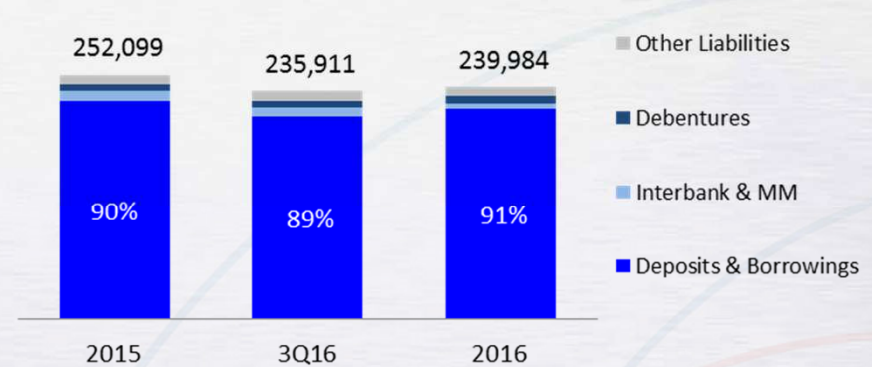
▲ 2.0% QoQ
▼ 3.2% YoY



Liabilities

Unit: Million Baht

▲ 1.7% QoQ
▼ 4.8% YoY



Unit : Million Baht	2015	3Q16	2016	% QoQ	% YoY
Loans - Net	238,260	226,437	224,934	(0.7)	(5.6)
Allowance	(6,168)	(7,356)	(7,984)	8.5	29.4
Investments	8,617	7,415	7,632	2.9	(11.4)
Interbank & MM	31,163	30,271	38,067	25.8	22.2
Other Assets	8,423	9,162	8,630	(5.8)	2.5
Total Assets	280,294	265,929	271,280	2.0	(3.2)

Unit : Million Baht	2015	3Q16	2016	% QoQ	% YoY
Deposits & Borrowings	226,220	210,258	218,073	3.7	(3.6)
Interbank & MM	10,030	8,309	5,197	(37.5)	(48.2)
Debentures	6,643	7,323	7,323	-	10.2
Other Liabilities	9,206	10,021	9,391	(6.3)	2.0
Total Liabilities	252,099	235,911	239,984	1.7	(4.8)
Retained Earnings	17,689	19,410	20,723	6.8	17.2
Total Equities	28,194	30,018	31,295	4.3	11.0

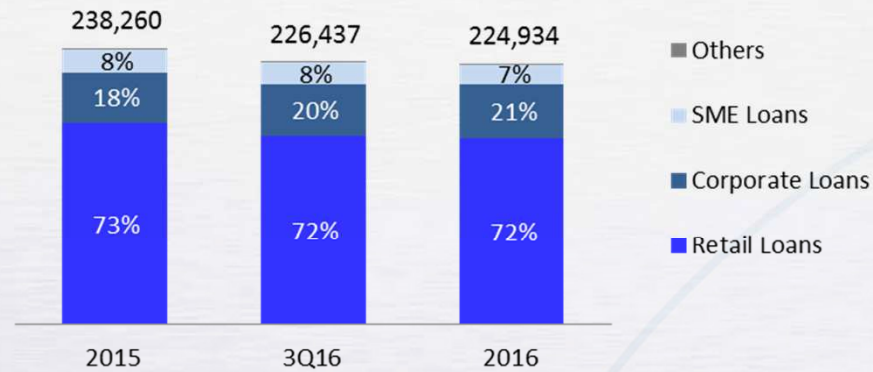


Loan Portfolio

Total Loan Portfolio

Unit: Million Baht

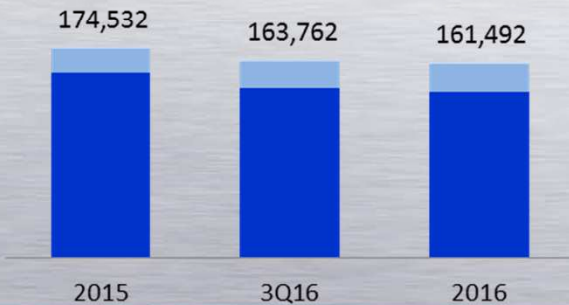
▼ 0.7% QoQ
▼ 5.6% YoY



Retail Loans

Unit: Million Baht

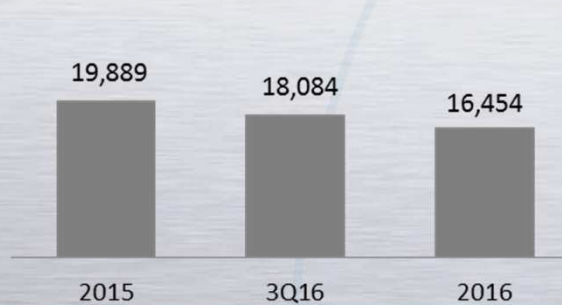
▼ 1.4% QoQ
▼ 7.5% YoY



SME Loans

Unit: Million Baht

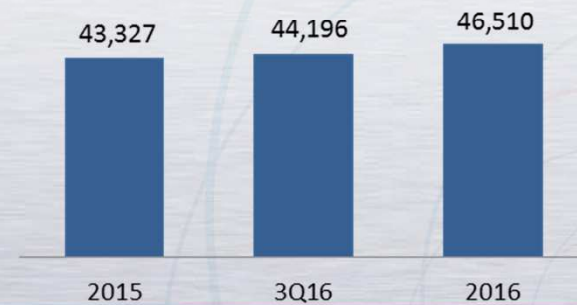
▼ 9.0% QoQ
▼ 17.3% YoY



Corporate Loans

Unit: Million Baht

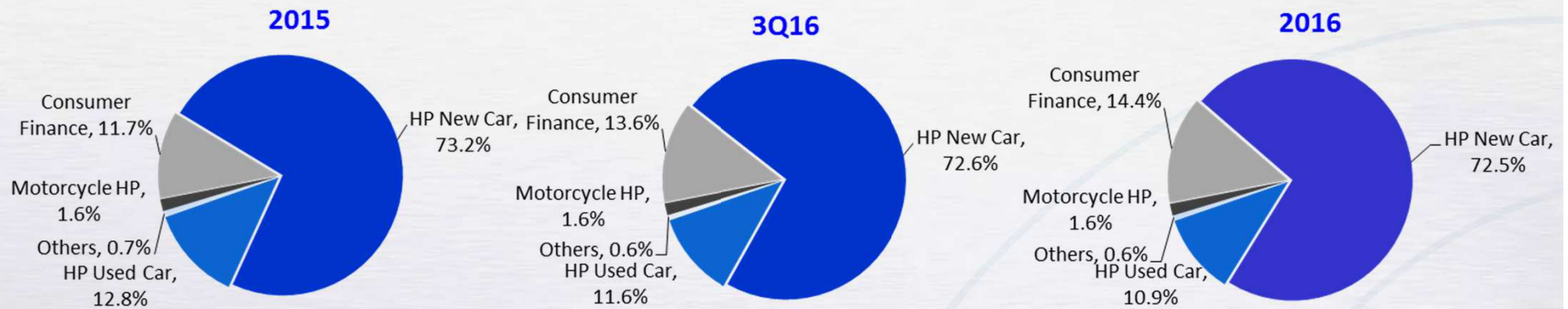
▲ 5.2% QoQ
▲ 7.3% YoY





Retail Loan Portfolio

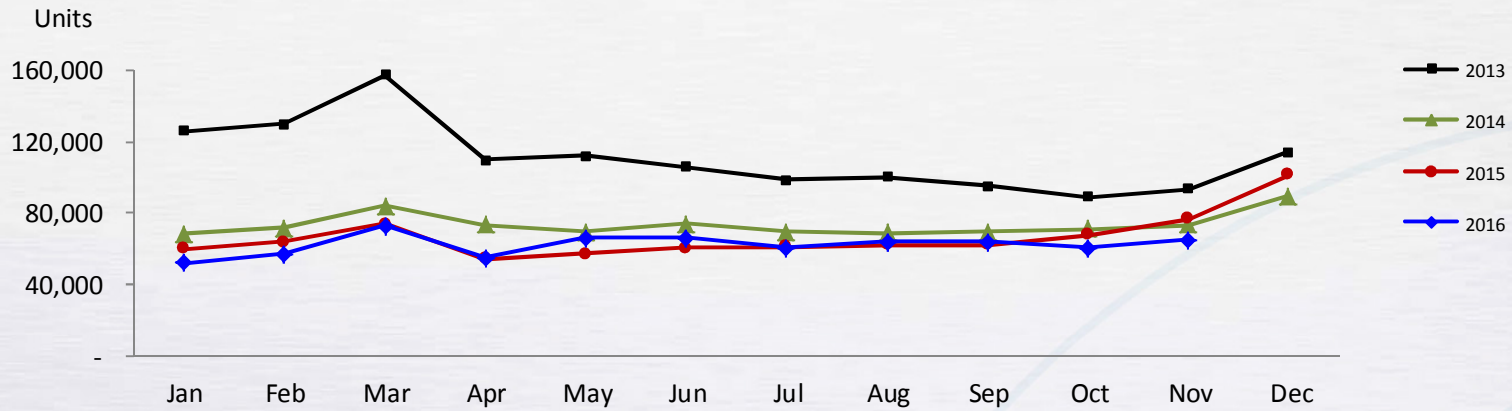
Retail Loan Breakdown



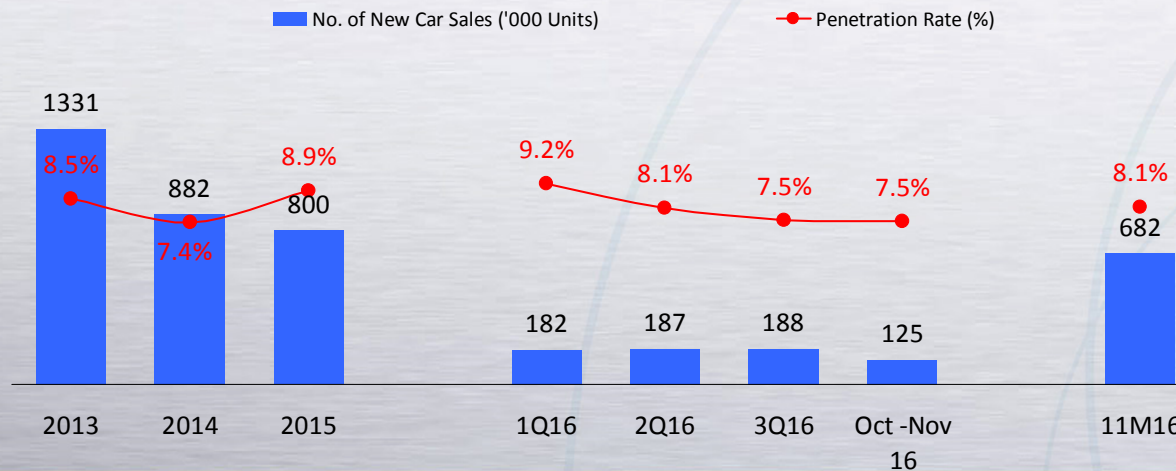


Industry Car Sales and Penetration Rate

Industry New Car Sales



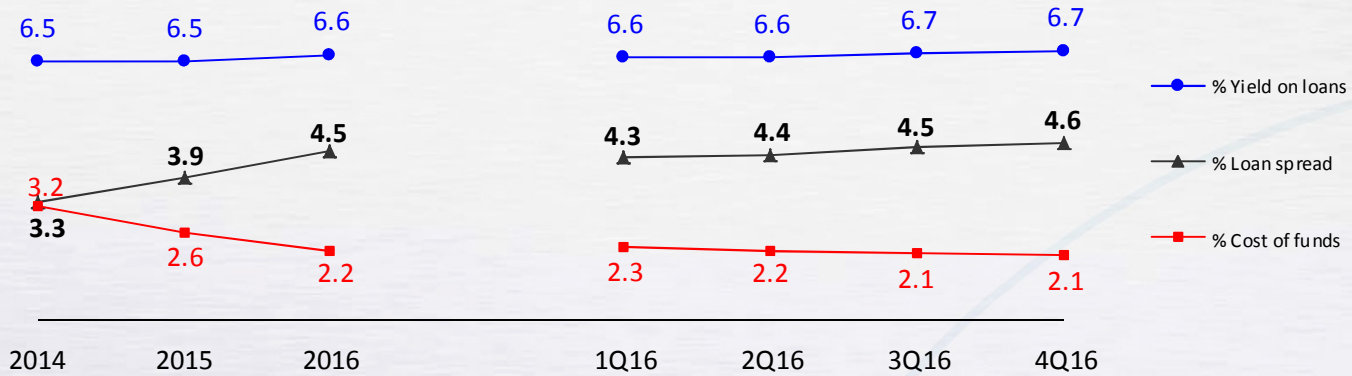
TISCO Auto HP Penetration Rate





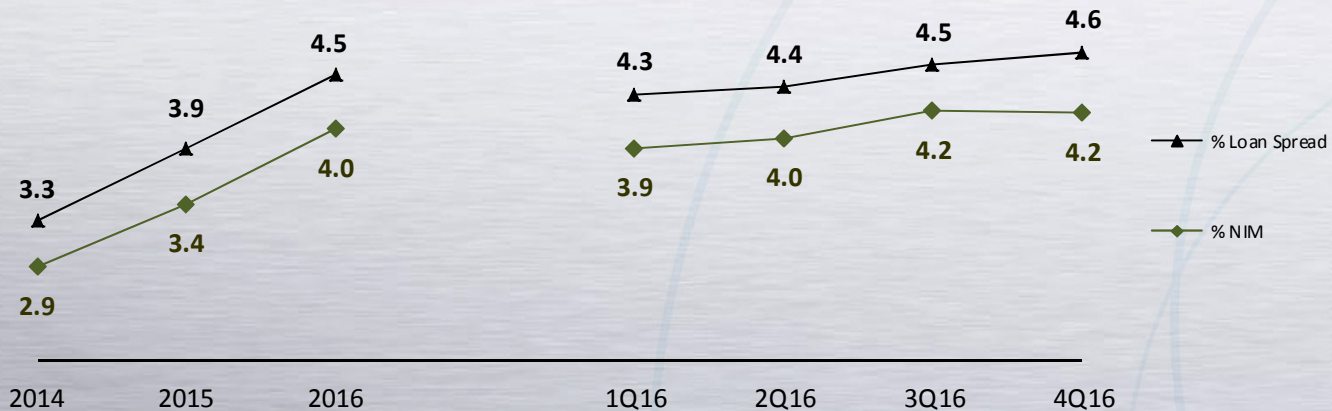
Loan Spread and Net Interest Margin

Yield on Loans and Cost of Funds



Remark: Cost of funds include contributions to FIDF and DPA

Loan Spread and Net Interest Margin

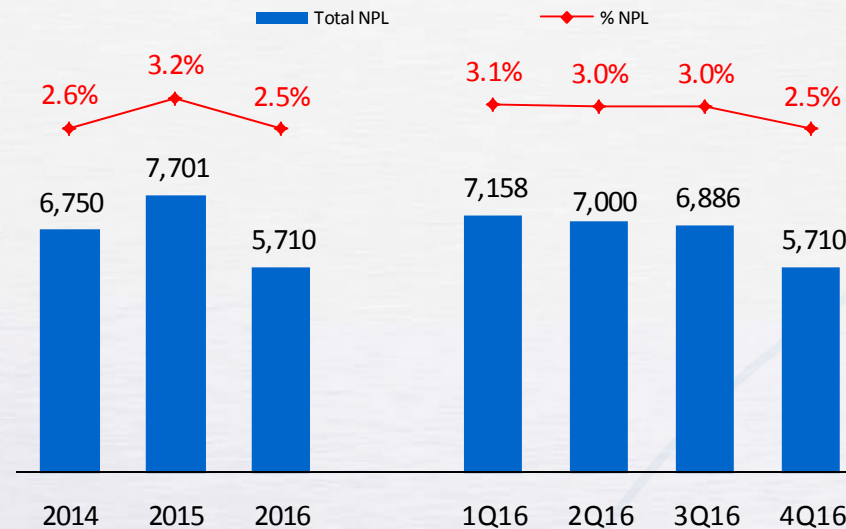




Asset Quality

NPL and NPL Ratio

Unit: Million Baht



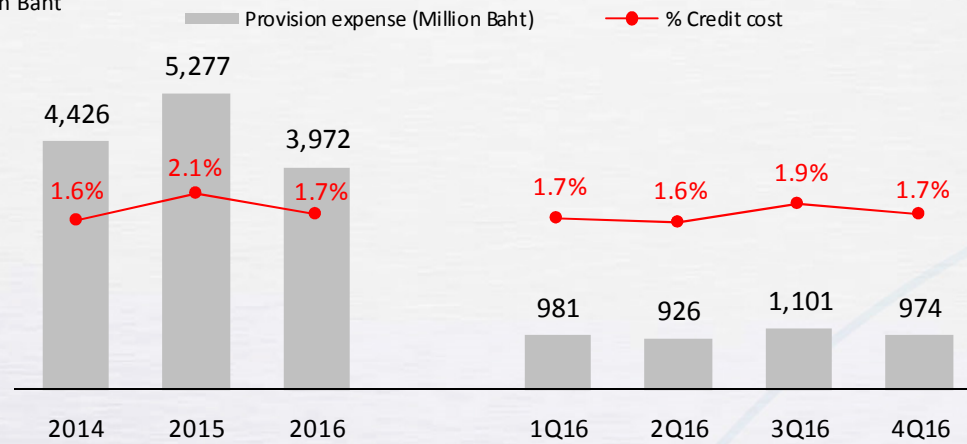
NPL by Loan Type	2015		3Q16		2016	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	1,189	2.7	1,268	2.9	412	0.9
SME	405	2.0	838	4.6	595	3.6
Hire Purchase	5,404	3.5	4,153	3.0	4,043	2.9
Mortgage	82	6.7	75	7.3	91	9.3
Others	622	3.0	553	2.4	569	2.4
Total NPL	7,701	3.23	6,886	3.04	5,710	2.54



Provisions

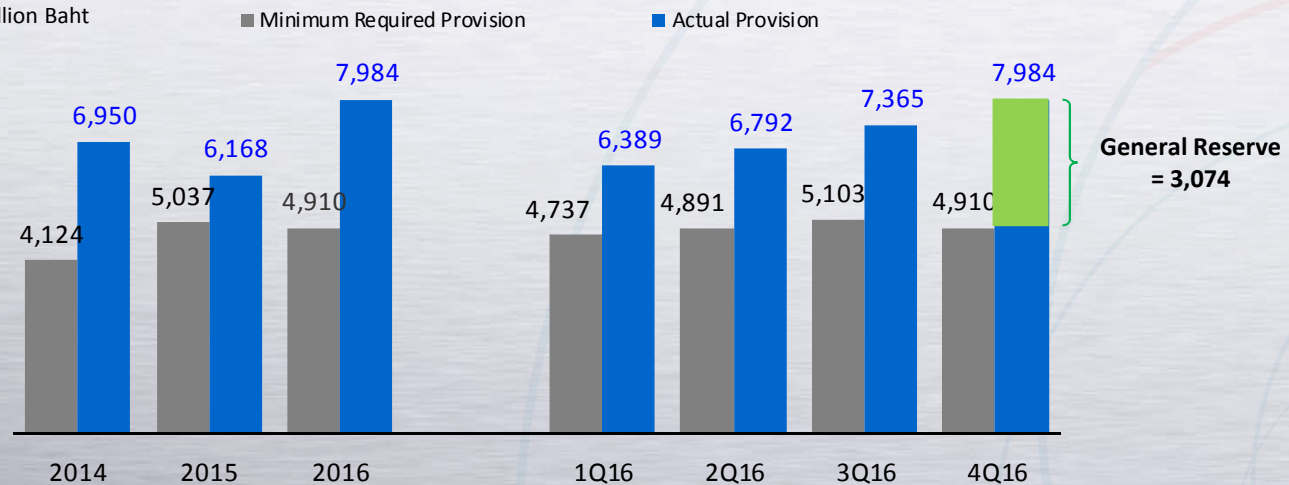
Provision Expense and Credit Cost

Unit: Million Baht



Minimum Required Provision vs Actual Provision

Unit: Million Baht



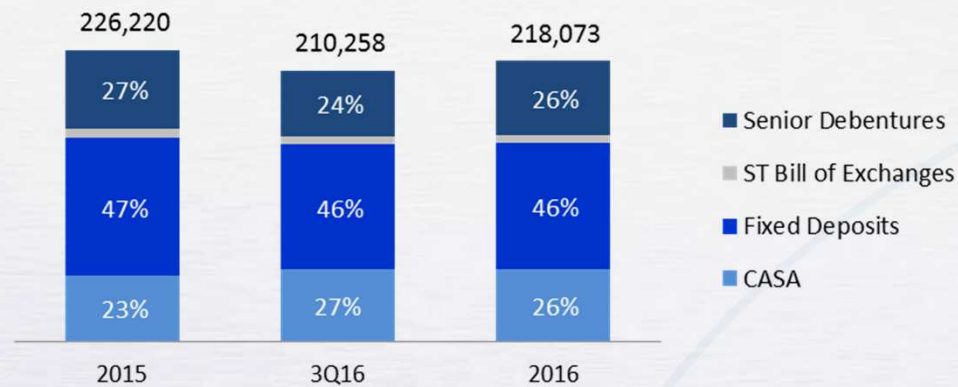


Deposits

Total Deposits & Bill of Exchanges

Unit: Million Baht

▲ 3.7% QoQ
▼ 3.6% YoY

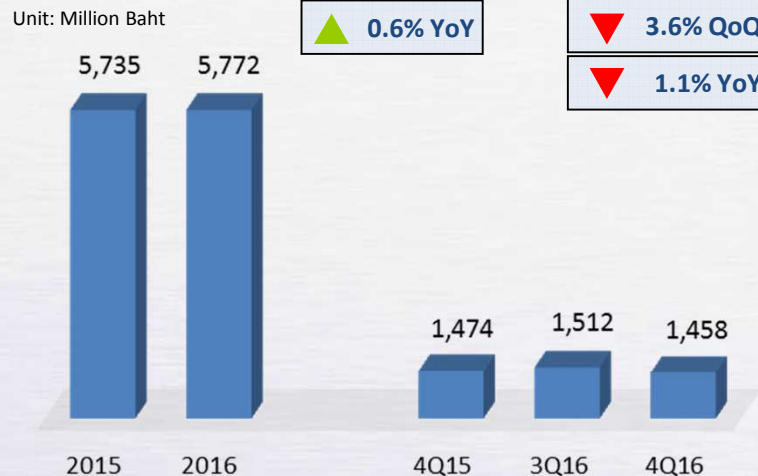


Unit : Million Baht	2015	3Q16	2016	% QoQ	% YTD
Current	3,122	2,946	3,691	25.3	18.2
Savings	48,272	53,130	51,928	(2.3)	7.6
Fixed Deposits	106,950	97,414	99,449	2.1	(7.0)
Short-Term Bill of Exchanges	6,937	5,837	5,967	2.2	(14.0)
Senior Debentures	60,939	50,932	57,039	12.0	(6.4)
Total Deposits & Borrowings	226,220	210,258	218,073	3.7	(3.6)
Subordinated Debentures	6,643	7,323	7,323		
% LDR to Total Deposits & Borrowings	105.3	107.7	103.1		

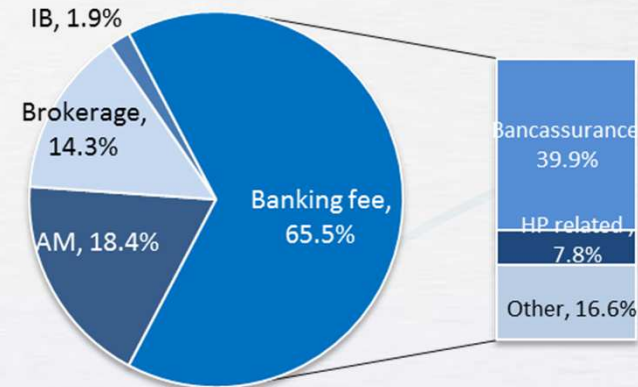


Non-Interest Income

Non-Interest Income from Core Businesses



Non-Interest Income Breakdown



Unit : Million Baht	4Q15	3Q16	4Q16	% QoQ	% YoY	2015	2016	% YoY
Banking Fee*	1,044	931	974	4.7	(6.7)	3,744	3,779	0.9
Asset Management Basic Fee	256	273	276	1.2	7.8	1,129	1,060	(6.2)
Brokerage Fee	166	246	199	(19.1)	19.5	803	825	2.8
Investment Banking Fee	8	62	8	(86.4)	9.0	59	108	82.2
Non-Interest Income from Core Businesses	1,474	1,512	1,458	(3.6)	(1.1)	5,735	5,772	0.6
Trading Income & Incentive	(5)	60	51	(13.9)	n.a.	237	85	(64.1)
Share of Profit from Investment in Subsidiaries	18	22	70	220.6	279.4	98	131	34.4
Dividend Income	-	25	-	(100.0)	n.a.	92	79	(14.5)
Total Non-Interest Income	1,488	1,618	1,579	(2.4)	6.2	6,162	6,067	(1.5)

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



Asset Management Business

TISCO Asset under Management

Unit: Million Baht

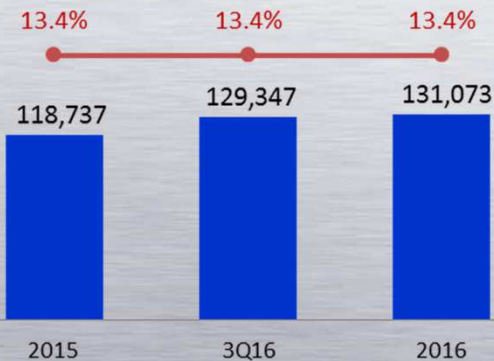
Rank #10
 ▲ 2.0% QoQ
 ▲ 8.2% YoY



Provident Fund

Unit: Million Baht

Rank #3
 ▲ 1.3% QoQ
 ▲ 10.4% YoY



Mutual Fund

Unit: Million Baht

Rank #15
 ▼ 0.1% QoQ
 ▲ 5.8% YoY



Private Fund

Unit: Million Baht

Rank #8
 ▲ 8.4% QoQ
 ▲ 1.2% YoY

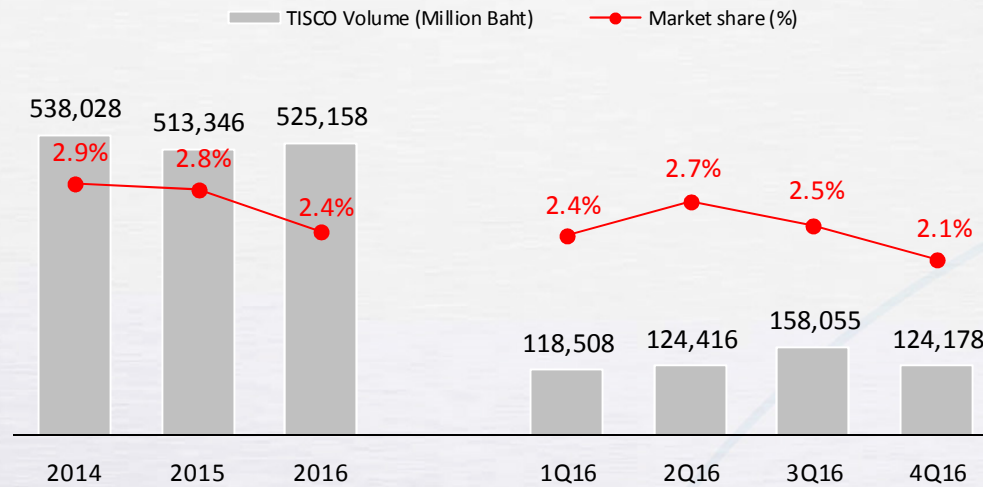


*Remark: Market Share and Rankings as of November 2016

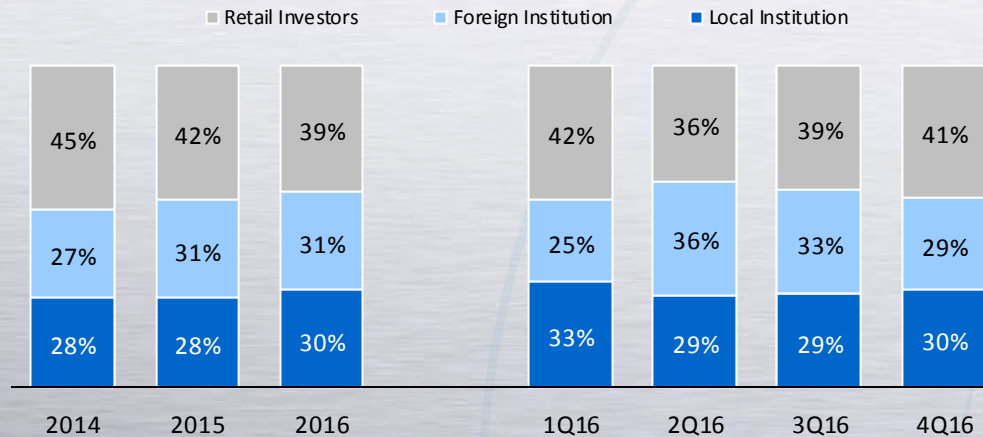


Brokerage Business

TISCO Trading Volume and Market Share



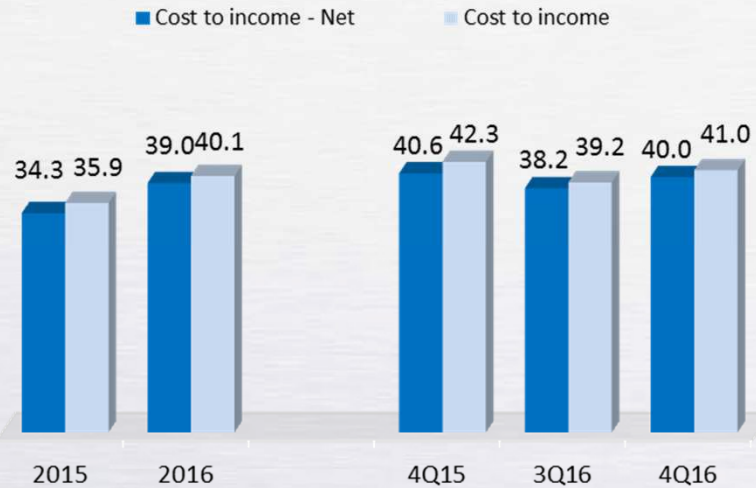
TISCO Trading Volume by Customer



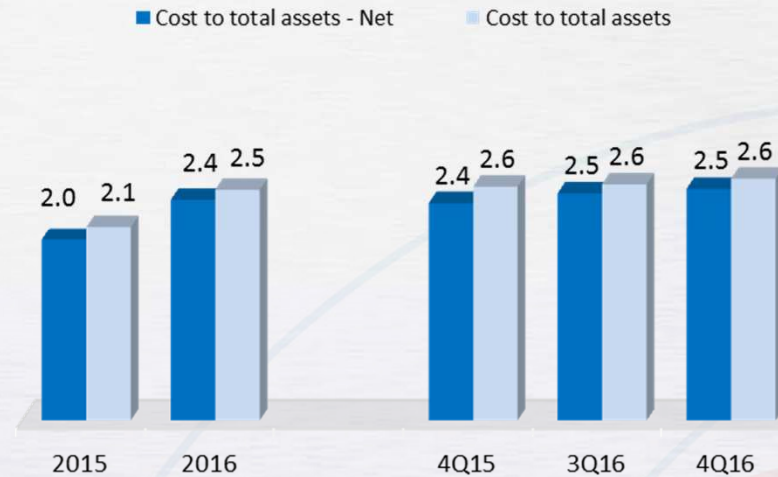


Operating Expenses

Cost to Income Ratio



Cost to Total Assets Ratio



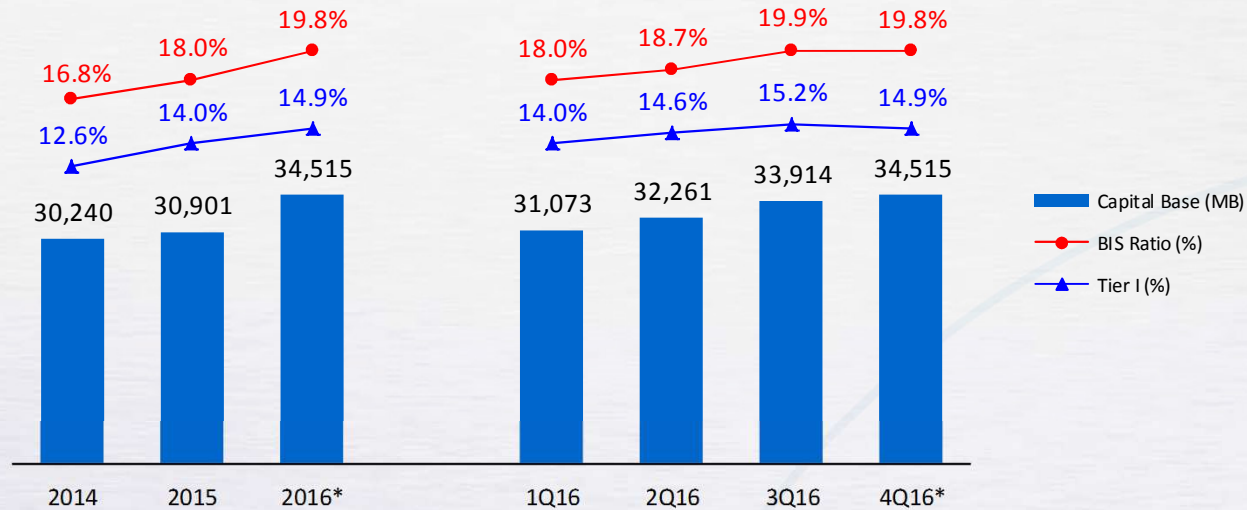
Unit : Million Baht	4Q15	3Q16	4Q16	% QoQ	% YoY	2015	2016	% YoY
Employees' Expenses	1,084	1,076	1,096	1.9	1.2	3,380	4,299	27.2
Premises & Equipment Expenses	231	236	276	16.7	19.6	929	970	4.4
Taxes & Duties	53	52	54	5.1	3.3	213	209	(1.9)
Other Expenses*	298	288	292	1.4	(2.1)	1,005	1,063	5.7
Total Operating Expenses	1,665	1,652	1,718	4.0	3.2	5,527	6,541	18.3

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



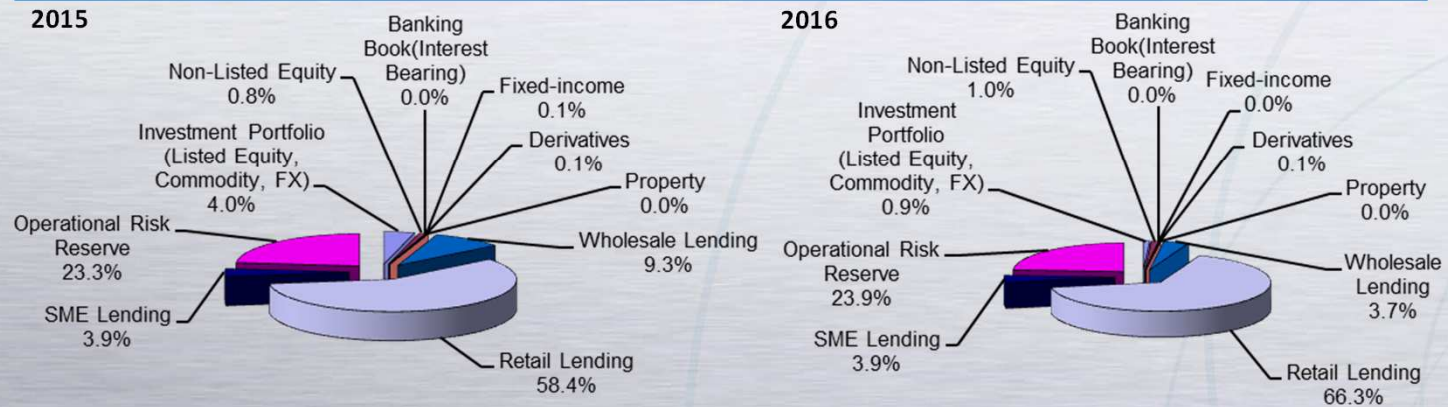
Capital Adequacy

Capital Adequacy Ratio of TISCO Bank



*Remark: Projected Figures

Risk-Based Capital Exposure



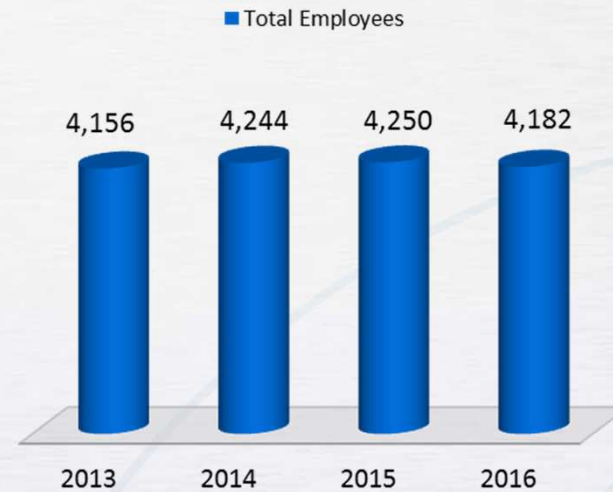


Employees and Branch Network

Total Branch Network



Total TISCO Employees



*Remark: Loan Office included Mobile Branches





Disclaimer

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.



Investor Relations

TISCO Financial Group Public Company Limited

48/49 TISCO Tower, North Sathorn Road

Silom, Bangrak, Bangkok 10500

Thailand

Tel: +66-2-633-6868

Fax: +66-2-633-6855

Email: ir@tisco.co.th

Website: www.tisco.co.th





CISCO

WEALTH OF POSSIBILITIES