



TISCO Financial Group Public Co., Ltd.

Analyst Meeting FY2018

January 15, 2019

Consolidated Income Statements



Unit : Million Baht	4Q17	3Q18	4Q18	% QoQ	% YoY	2017	2018	% YoY
Interest Income	4,548	4,408	4,380	(0.7)	(3.7)	16,382	17,690	8.0
Interest Expenses	(1,277)	(1,298)	(1,301)	0.2	1.8	(4,814)	(5,076)	5.4
Net Interest Income	3,270	3,110	3,079	(1.0)	(5.9)	11,567	12,615	9.1
Fee & Service Income	1,957	1,532	1,583	3.3	(19.1)	6,345	6,339	(0.1)
Fee & Service Expenses	(77)	(58)	(61)	5.7	(19.9)	(246)	(244)	(0.9)
Other Operating Income	137	388	171	(55.8)	25.1	728	1,323	81.7
Total Non-Interest Income	2,017	1,861	1,693	(9.1)	(16.1)	6,827	7,418	8.7
Total Income	5,287	4,971	4,772	(4.0)	(9.8)	18,394	20,033	8.9
Operating Expenses	(2,146)	(2,179)	(2,147)	(1.5)	0.1	(7,671)	(8,753)	14.1
PPOP	3,141	2,792	2,624	(6.0)	(16.5)	10,723	11,280	5.2
Provisions	(1,173)	(788)	(465)	(41.1)	(60.4)	(3,079)	(2,701)	(12.3)
Pre-tax Profit	1,969	2,004	2,160	7.8	9.7	7,645	8,578	12.2
Income Tax	(394)	(392)	(433)	10.5	9.9	(1,487)	(1,663)	11.9
Profit from Discontinued Operations	(41)	211	-	n.a.	n.a.	(41)	128	n.a.
Net Profit	1,522	1,815	1,726	(4.9)	13.4	6,090	7,016	15.2
EPS (Baht)	1.90	2.27	2.16			7.61	8.76	
ROAE (%)	18.0	20.8	18.8			18.5	19.4	

Assets and Liabilities

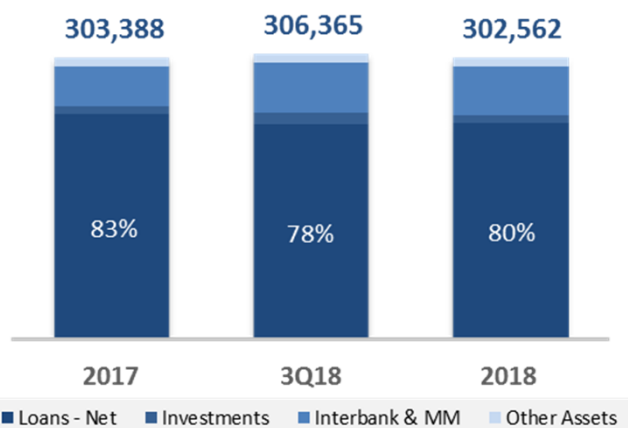


Assets

Unit: Million Baht

-1.2% QoQ

-0.3% YoY

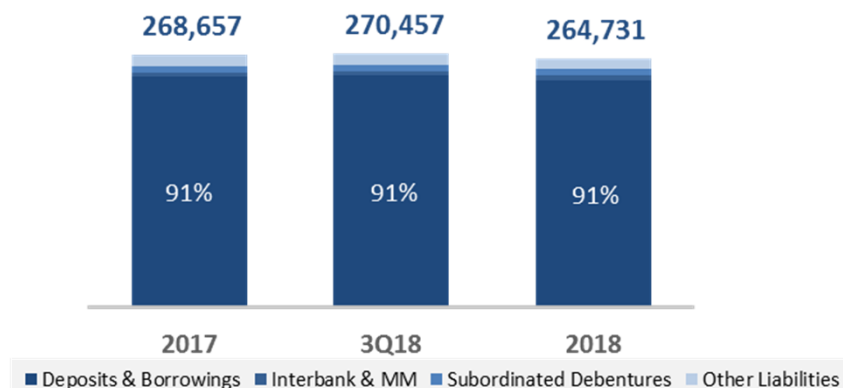


Liabilities

Unit: Million Baht

-2.1% QoQ

-1.5% YoY



Unit : Million Baht	2017	3Q18	2018	% QoQ	% YoY
Loans - Net	251,384	240,051	240,654	0.3	(4.3)
Allowance	(11,456)	(12,521)	(11,674)	(6.8)	1.9
Investments	8,121	12,475	9,812	(21.3)	20.8
Interbank & MM	44,647	56,323	54,071	(4.0)	21.1
Other Assets	10,693	10,038	9,697	(3.4)	(9.3)
Total Assets	303,388	306,365	302,562	(1.2)	(0.3)

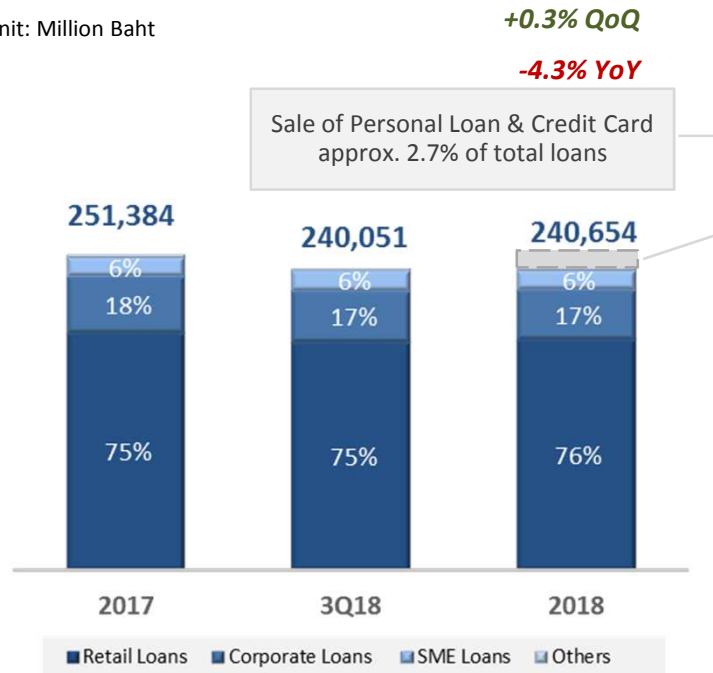
Unit : Million Baht	2017	3Q18	2018	% QoQ	% YoY
Deposits & Borrowings	245,202	246,440	241,985	(1.8)	(1.3)
Interbank & MM	4,018	4,021	4,375	8.8	8.9
Subordinated Debentures	6,680	6,680	6,680	-	-
Other Liabilities	12,757	13,315	11,691	(12.2)	(8.4)
Total Liabilities	268,657	270,457	264,731	(2.1)	(1.5)
Retained Earnings	23,926	25,205	26,919	6.8	12.5
Total Equities	34,732	35,909	37,831	5.4	8.9

Loan Portfolios



Total Loans

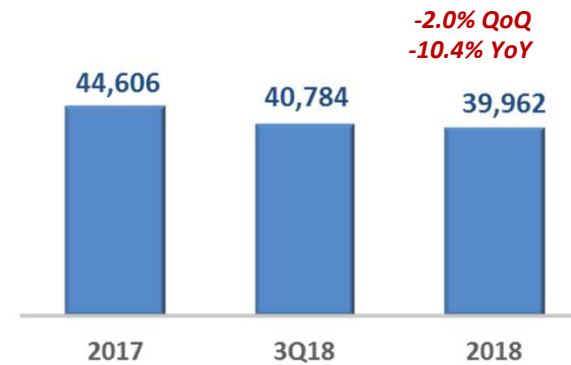
Unit: Million Baht



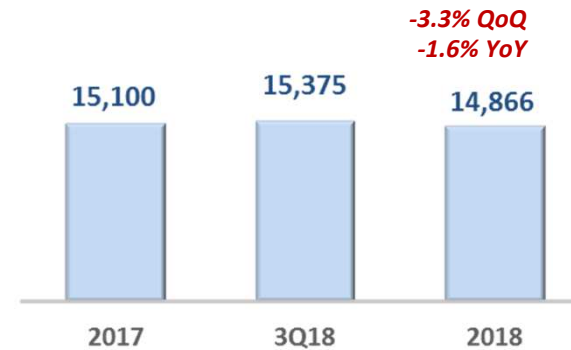
Retail Loans



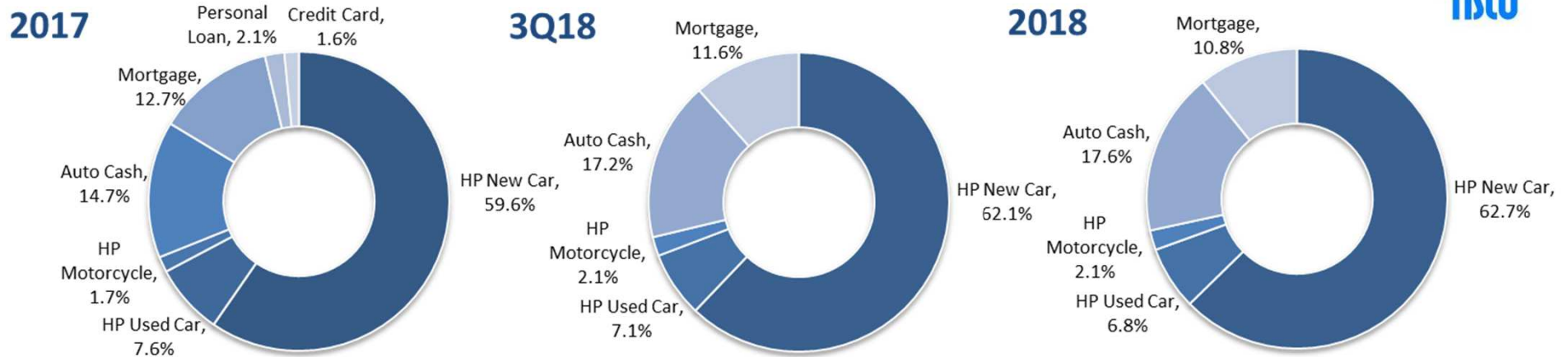
Corporate Loans



SME Loans



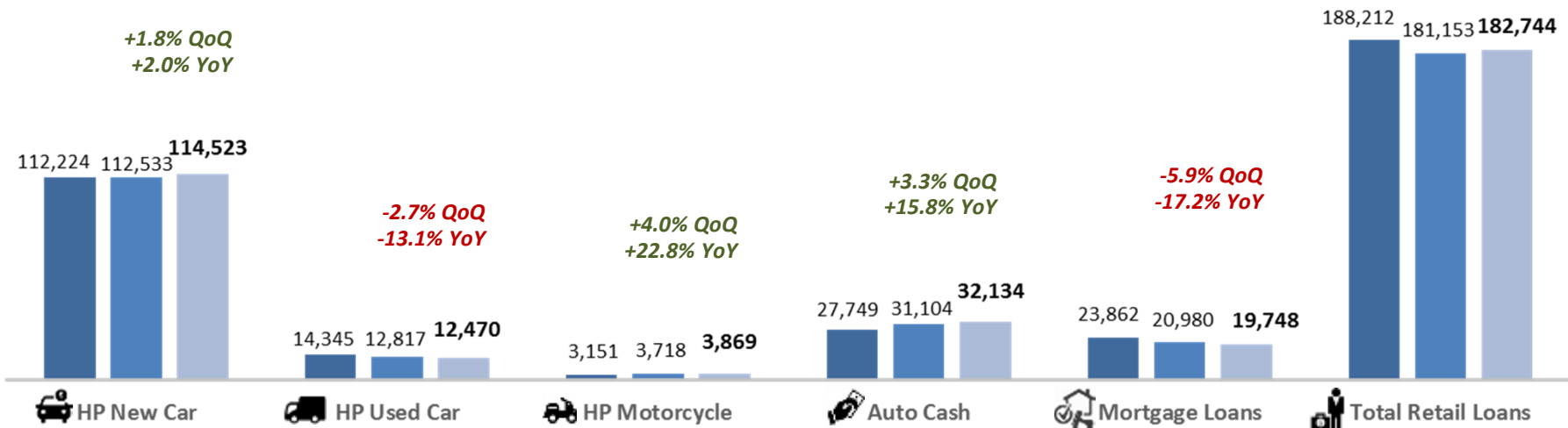
Retail Loan Portfolio Breakdown



Unit: Million Baht

■ 2017 ■ 3Q18 ■ 2018

+0.9% QoQ
-2.9% YoY

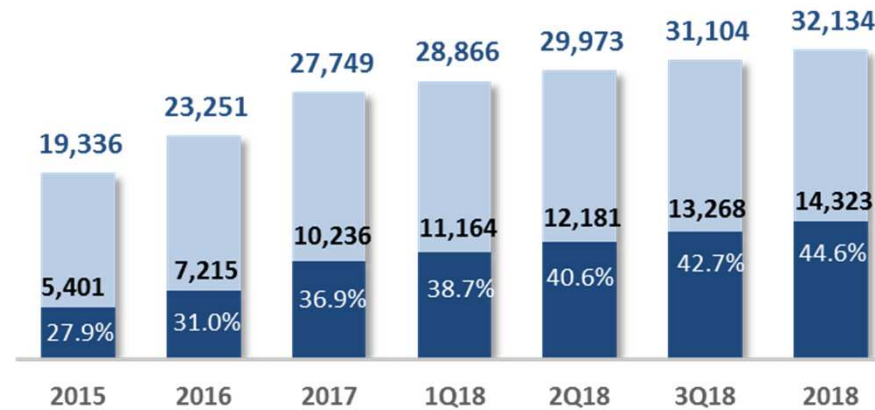


TISCO Auto Cash



Auto Cash Loan Outstanding

Unit: Million Baht



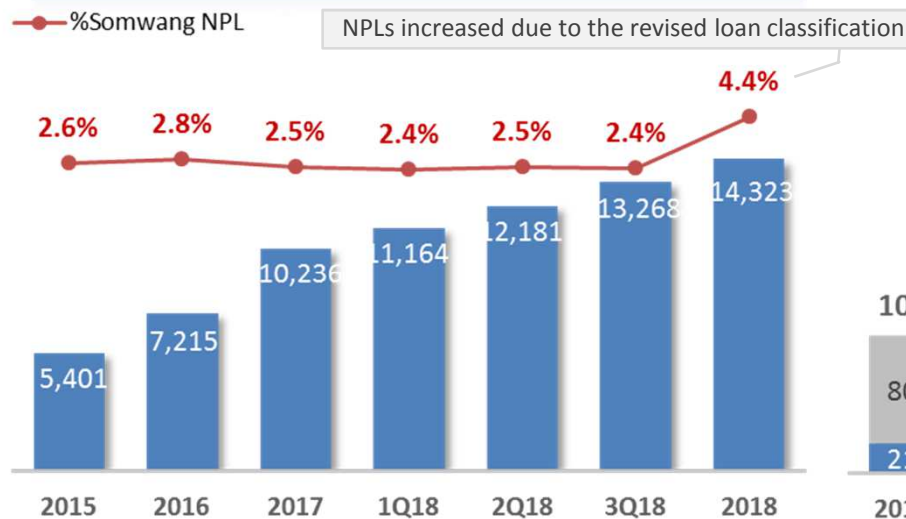
Auto Cash +3.3% QoQ
+15.8% YoY

Somwang +8.0% QoQ
+39.9% YoY

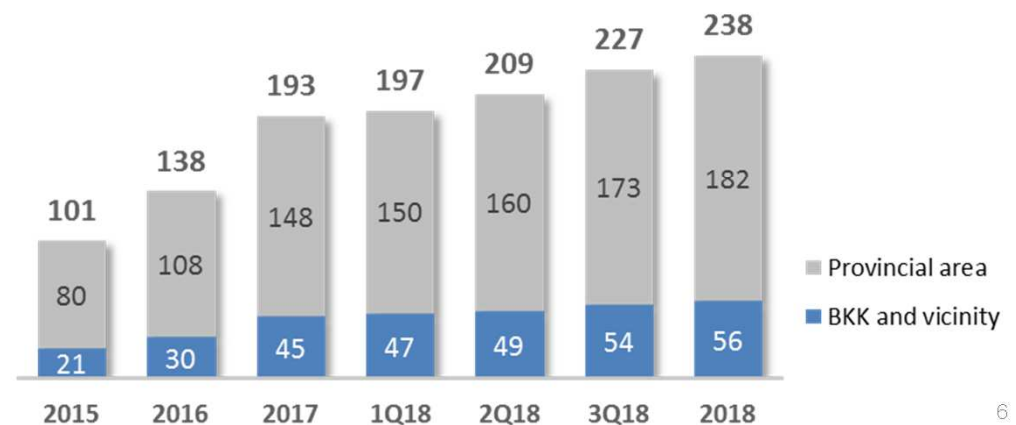
■ Loan generated through Somwang channel



Somwang Loan Outstanding vs NPLs



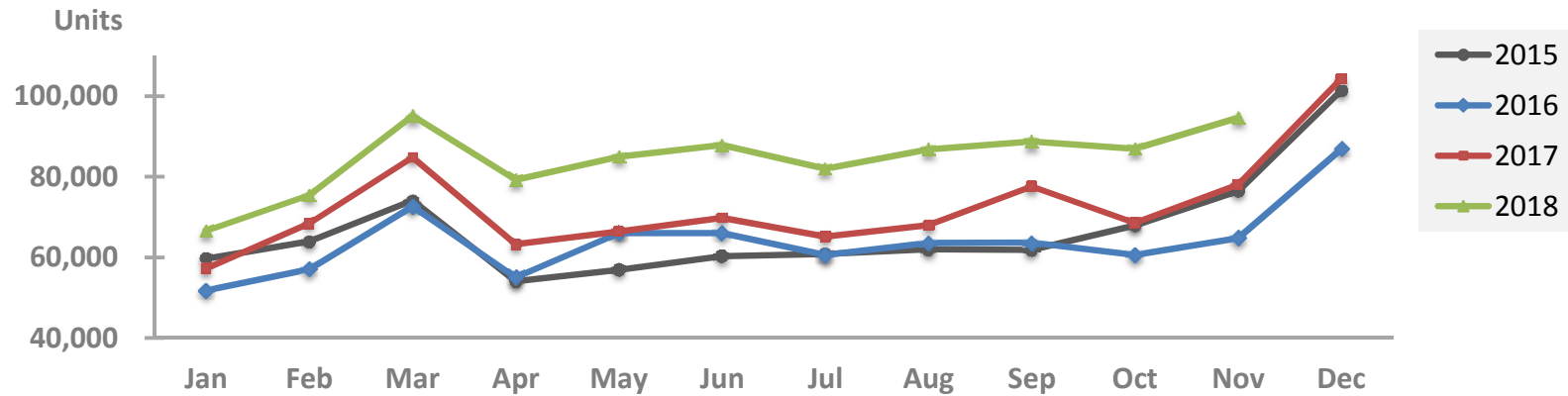
Somwang Branches



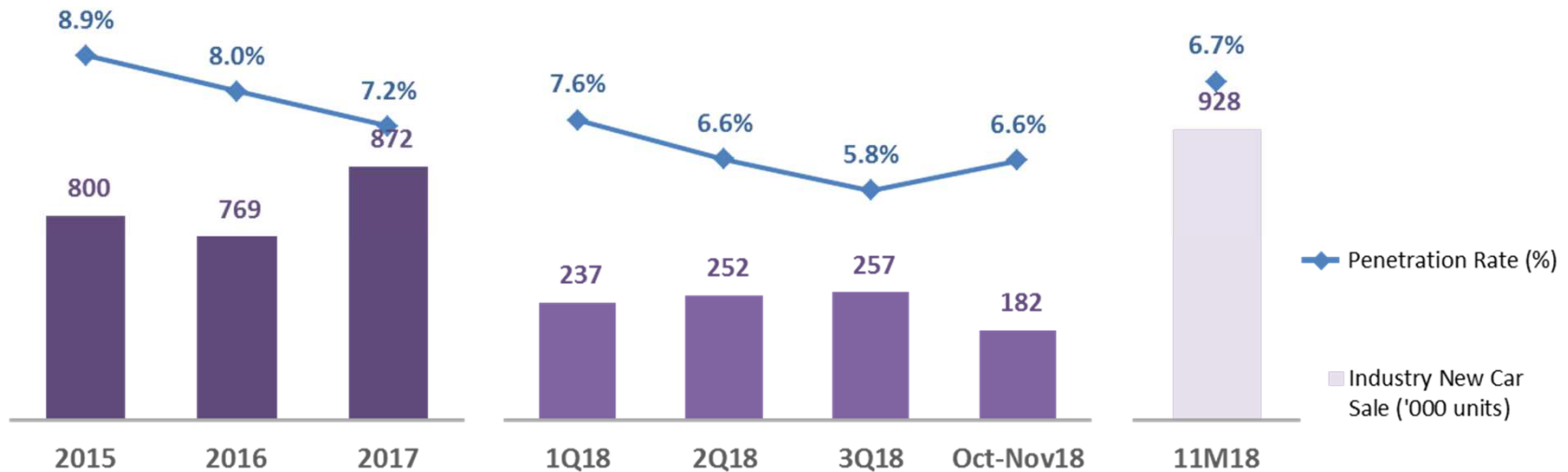
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate



Interest Income & NIM



Net Interest Income

Unit: Million Baht



Asset Quality



Non-Performing Loans

Unit: Million Baht



- NPLs increased from the revision of loan classification criteria
- The repayment behavior and overall asset quality remained stable
- NPLs before the revision of the loan classification would be 2.23%

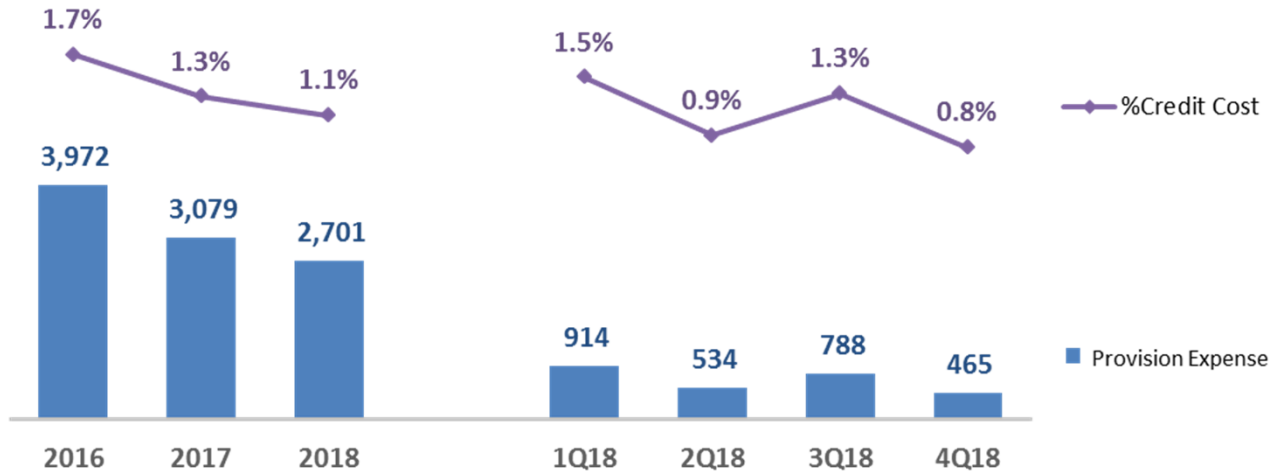
NPL by Loan Type	2017		3Q18		2018	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	332	0.7	299	0.7	255	0.6
SME	191	1.3	713	4.6	112	0.8
Hire Purchase	3,325	2.6	3,411	2.6	3,612	2.8
Mortgage	1,168	4.9	1,083	5.2	1,186	6.0
Auto Cash	677	2.4	850	2.7	1,559	4.9
Others	136	1.3	115	4.2	152	4.9
Total NPL	5,829	2.32	6,471	2.70	6,876	2.86

Provisions



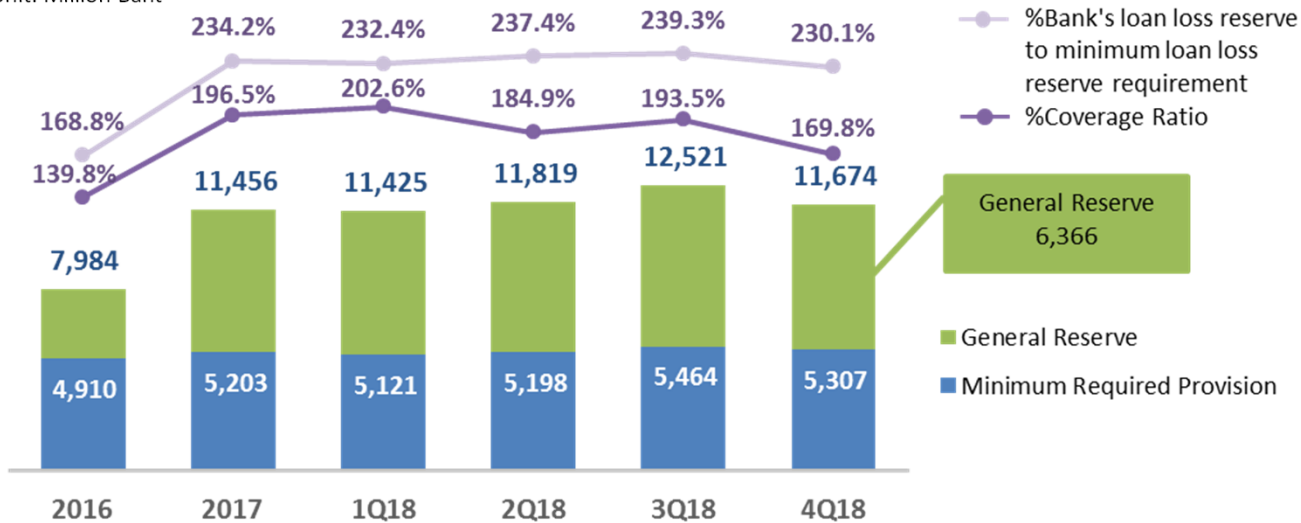
Provision Expense & Credit Cost

Unit: Million Baht



Minimum Required Provision vs Actual Provision

Unit: Million Baht



Funding

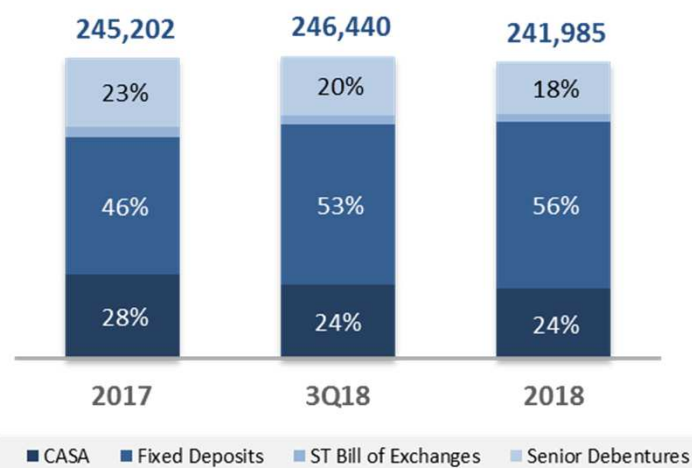


Total Funding

Unit: Million Baht

-1.8% QoQ

-1.3% YoY



Unit : Million Baht	2017	3Q18	2018	% QoQ	% YoY
Current	3,785	2,624	2,484	(5.4)	(34.4)
Savings	64,544	57,542	54,684	(5.0)	(15.3)
Fixed Deposits	112,474	130,866	135,941	3.9	20.9
Short-Term Bill of Exchanges	7,477	6,827	5,877	(13.9)	(21.4)
Senior Debentures	56,922	48,581	43,000	(11.5)	(24.5)
Total Deposits & Borrowings	245,202	246,440	241,985	(1.8)	(1.3)
Subordinated Debentures	6,680	6,680	6,680		
% LDR to Total Deposits & Borrowings	102.5	97.4	99.5		

Non-Interest Income



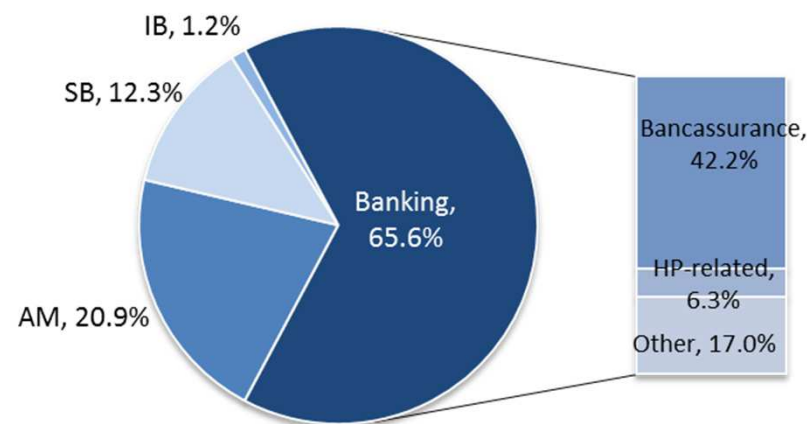
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data for 2018



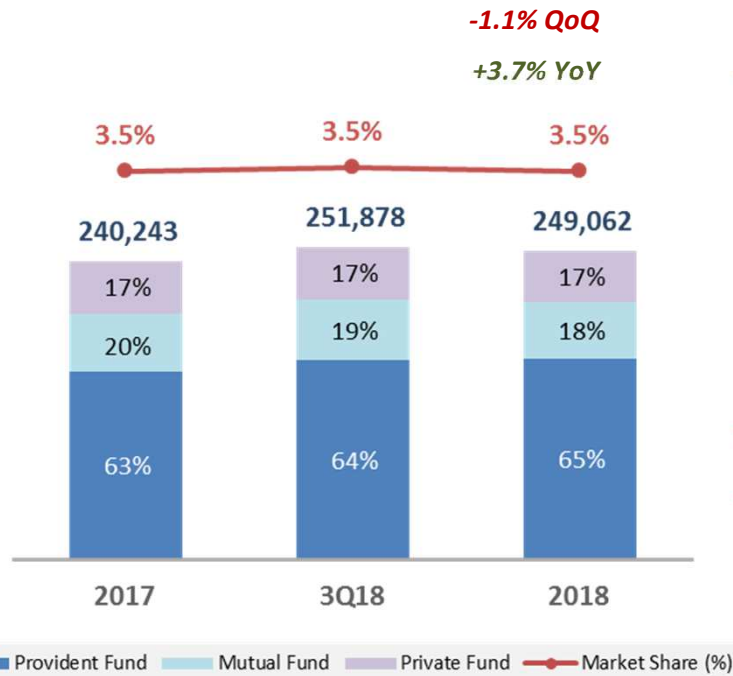
Unit : Million Baht	4Q17	3Q18	4Q18	% QoQ	% YoY	2017	2018	% YoY
Banking Fee	1,169	1,041	1,187	14.0	1.5	4,150	4,437	6.9
Asset Management Basic Fee	349	338	337	(0.4)	(3.5)	1,279	1,412	10.4
Brokerage Fee	235	195	168	(13.6)	(28.2)	831	834	0.4
Investment Banking Fee	5	17	4	(75.9)	(18.1)	181	82	(54.7)
Non-Interest Income from Core Businesses	1,758	1,591	1,696	6.6	(3.5)	6,441	6,765	5.0
Trading Income & Incentive	303	281	25	(91.0)	(91.6)	363	612	68.5
Share of Profit from Investment in Subsidiaries	33	22	31	40.3	(4.9)	130	223	70.8
Dividend Income	-	26	1	(95.3)	n.a.	138	63	(54.7)
Total Non-Interest Income	2,094	1,919	1,754	(8.6)	(16.2)	7,073	7,662	8.3

Asset Management Business



TISCO Asset Under Management

Unit: Million Baht

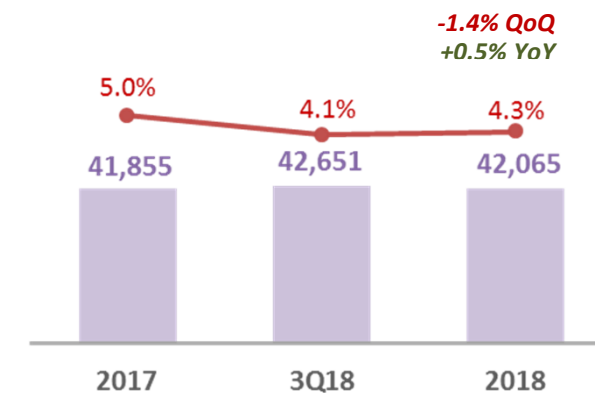
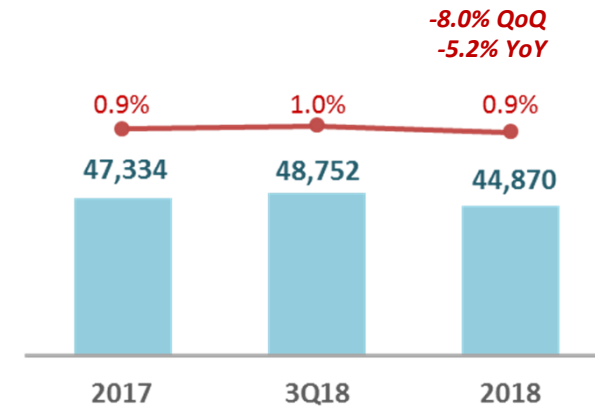
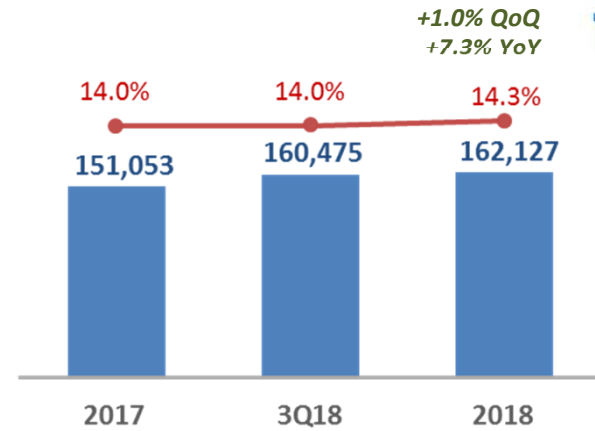


Rank #8

Rank #2
Provident Fund

Rank #14
Mutual Fund

Rank #5
Private Fund



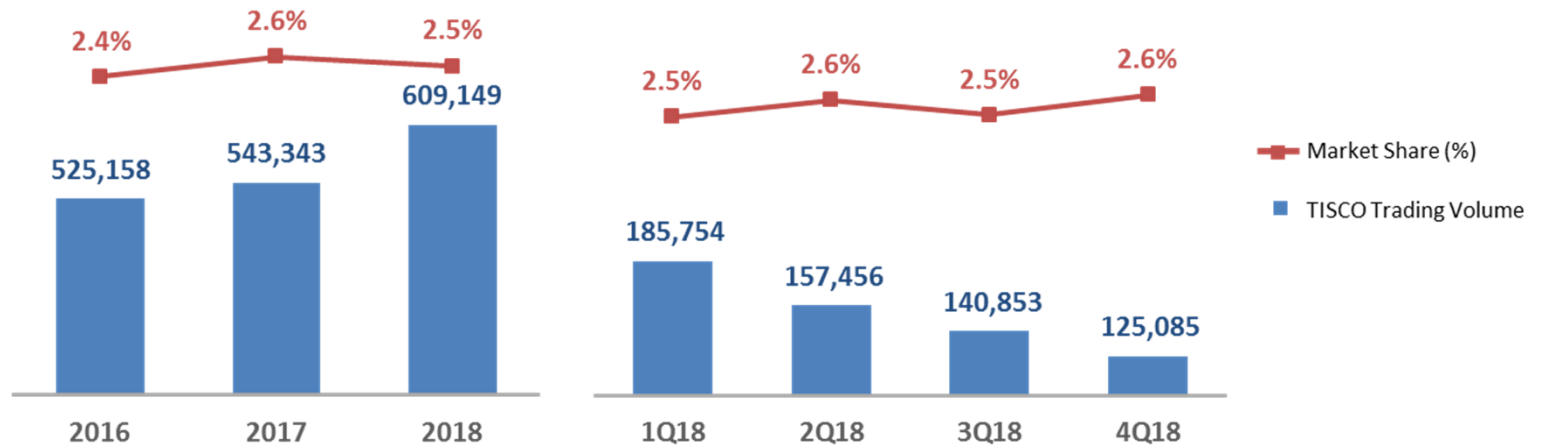
Market Share and Rankings as of November 2018

Brokerage Business

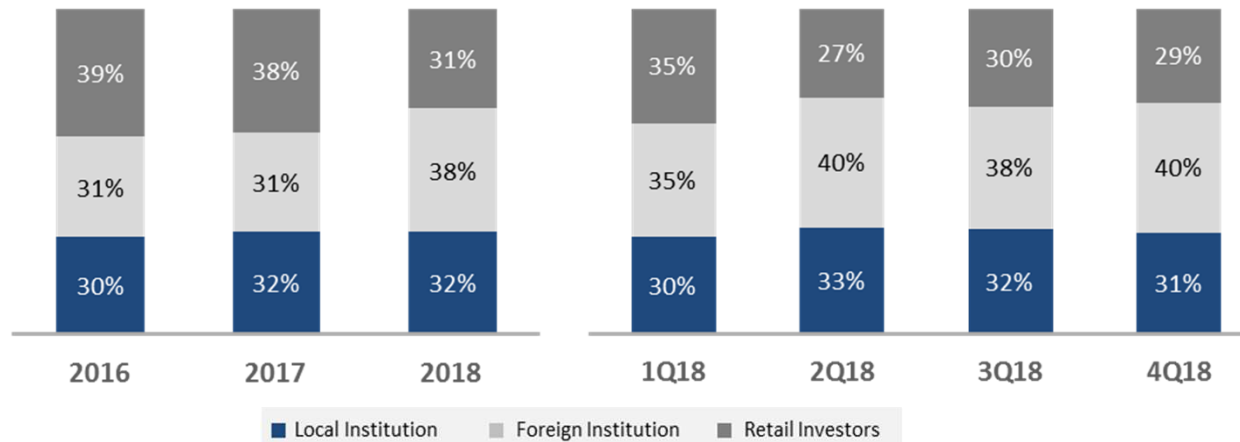


TISCO Trading Volume & Market Share

Unit: Million Baht



TISCO Trading Volume by Customers



Operating Expenses

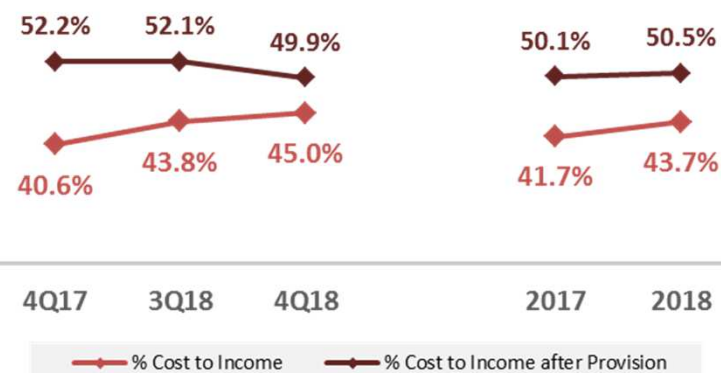


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



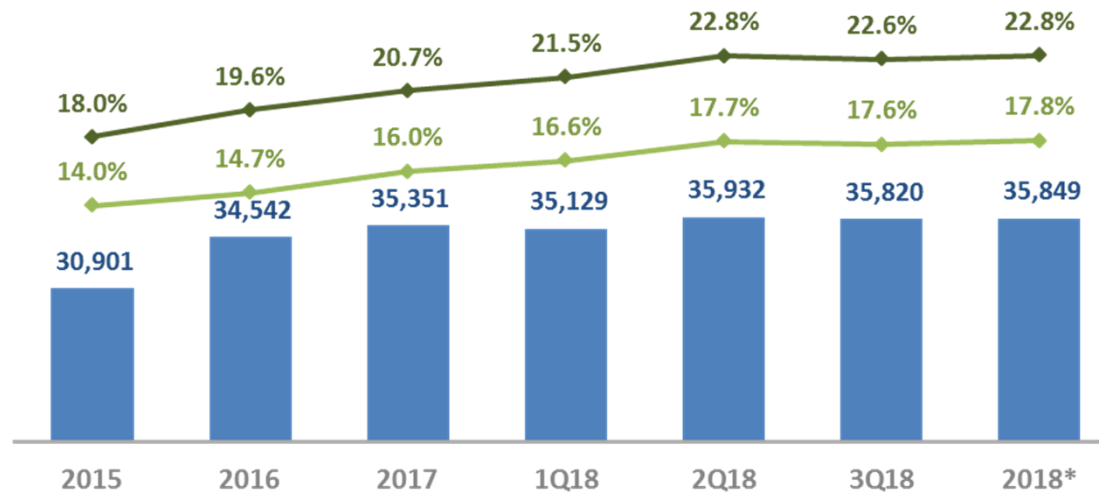
Unit : Million Baht	4Q17	3Q18	4Q18	% QoQ	% YoY	2017	2018	% YoY
Employees' Expenses	1,274	1,508	1,431	(5.2)	12.3	5,074	5,839	15.1
Premises & Equipment Expenses	354	304	316	3.9	(10.7)	1,149	1,213	5.6
Taxes & Duties	85	74	73	(2.0)	(13.9)	252	303	20.1
Other Expenses	434	293	328	12.1	(24.4)	1,196	1,397	16.9
Total Operating Expenses	2,146	2,179	2,147	(1.5)	0.1	7,671	8,753	14.1

Capital Adequacy



Capital Adequacy Ratio of TISCO Bank

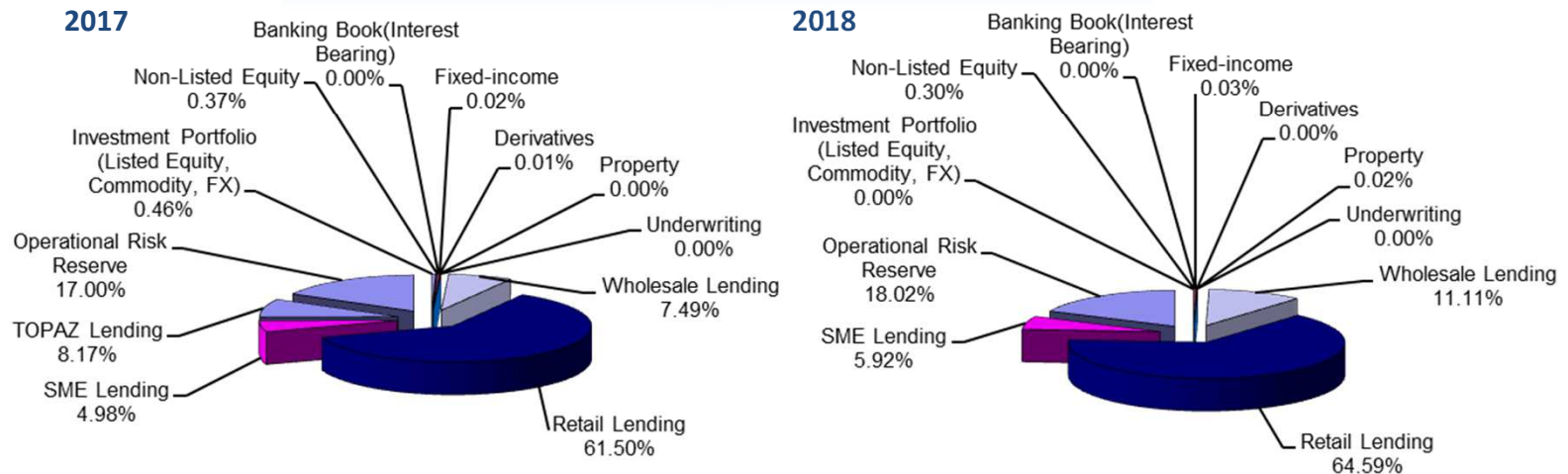
Unit: Million Baht



*Remark: Projected figures

■ Capital Base ◆ BIS Ratio (%) ◆ Teir I Ratio (%)

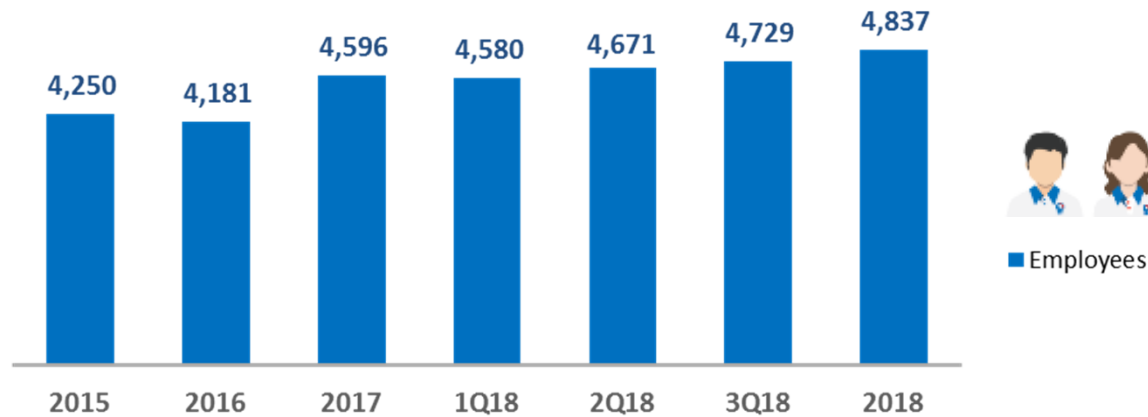
Risk-Based Capital Exposure



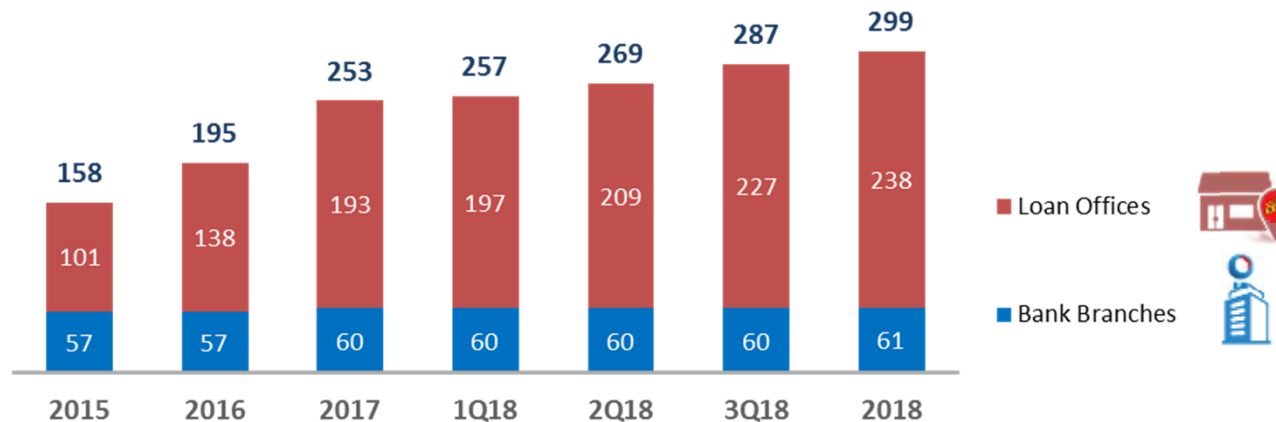
Employees and Branch Network



Total Employees



Total Branch Network



Investor Relations



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