



TISCO Financial Group Public Co., Ltd.

Analyst Meeting 2Q2024

July 12, 2024

Profit decreased YoY due to rising cost of funds pressure and higher ECL expense.



Consolidated Income Statements

Unit : Million Baht	2Q23	1Q24	2Q24	% QoQ	% YoY	1H23	1H24	% YoY
Interest Income	4,334	4,774	4,744	(0.6)	9.5	8,404	9,518	13.3
Interest Expenses	(978)	(1,378)	(1,357)	(1.5)	38.8	(1,825)	(2,735)	49.9
Net Interest Income	3,356	3,395	3,387	(0.2)	0.9	6,579	6,783	3.1
Fee & Service Income	1,260	1,273	1,345	5.7	6.8	2,638	2,619	(0.8)
Fee & Service Expenses	(108)	(105)	(114)	8.0	4.8	(220)	(219)	(0.7)
Other Operating Income	172	139	318	128.8	85.0	289	457	58.2
Total Non-Interest Income	1,324	1,307	1,550	18.6	17.1	2,707	2,857	5.5
Total Income	4,680	4,703	4,937	5.0	5.5	9,286	9,640	3.8
Operating Expenses	(2,378)	(2,263)	(2,353)	4.0	(1.0)	(4,659)	(4,615)	(0.9)
PPOP	2,302	2,440	2,585	5.9	12.3	4,627	5,025	8.6
ECL	1	(279)	(409)	46.4	n.a.	(91)	(688)	659.8
Pre-tax Profit	2,303	2,161	2,176	0.7	(5.5)	4,536	4,337	(4.4)
Income Tax	(449)	(428)	(427)	(0.2)	(4.8)	(889)	(855)	(3.9)
Net Profit	1,854	1,733	1,749	0.9	(5.7)	3,646	3,482	(4.5)
EPS (Baht)	2.32	2.16	2.18			4.55	4.35	
ROAE (%)	17.5	16.0	16.4			17.6	16.6	

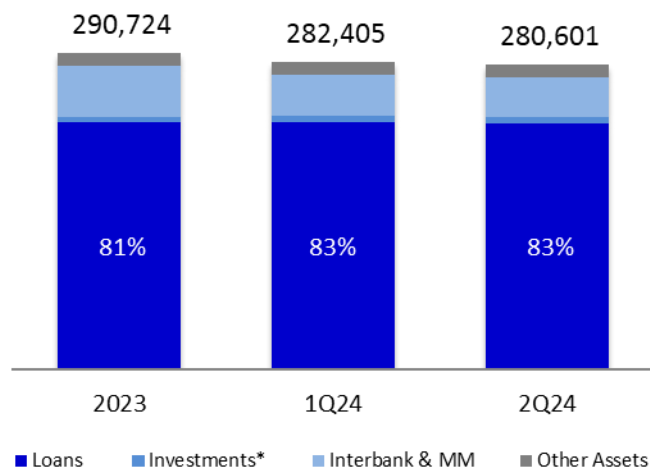
Well-managed balance sheet



Assets

Unit: Million Baht

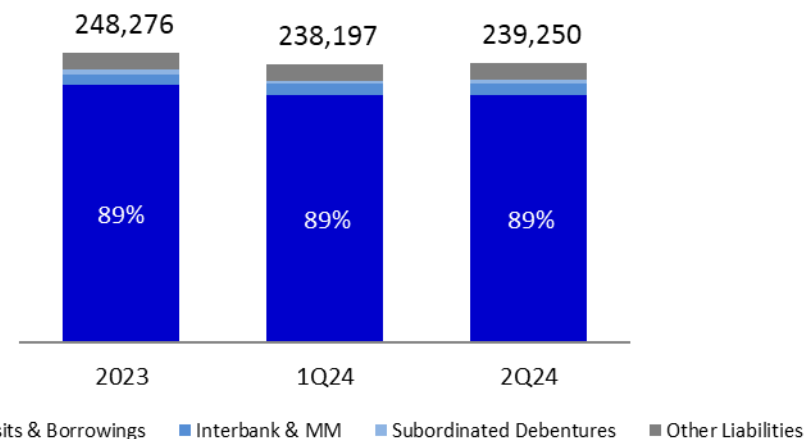
-0.6% **-3.5%**
QoQ YTD



Liabilities

Unit: Million Baht

+0.4% **-3.6%**
QoQ YTD



Unit : Million Baht

	2023	1Q24	2Q24	% QoQ	% YoY
Loans	234,815	235,218	233,448	(0.8)	(0.6)
Allowance	(9,916)	(9,498)	(9,269)	(2.4)	(6.5)
Investments*	5,395	5,442	5,884	8.1	9.1
Interbank & MM	48,490	39,738	38,808	(2.3)	(20.0)
Other Assets	11,940	11,505	11,731	2.0	(1.7)
Total Assets	290,724	282,405	280,601	(0.6)	(3.5)

*Investments included Financial Assets measured at FV to PL

Unit : Million Baht

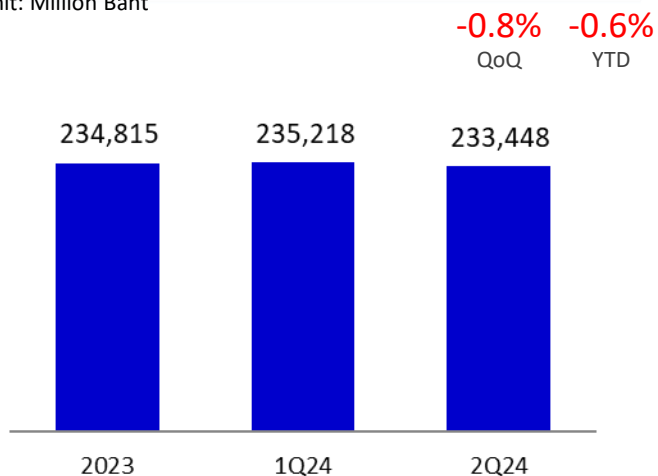
	2023	1Q24	2Q24	% QoQ	% YoY
Deposits & Borrowings	220,891	212,124	212,060	(0.0)	(4.0)
Interbank & MM	8,506	9,552	10,261	7.4	20.6
Subordinated Debentures	5,040	2,640	2,640	-	(47.6)
Other Liabilities	13,839	13,881	14,290	2.9	3.3
Total Liabilities	248,276	238,197	239,250	0.4	(3.6)
Retained Earnings	31,399	33,134	30,280	(8.6)	(3.6)
Total Equities	42,448	44,208	41,351	(6.5)	(2.6)

Portfolio contraction reflecting tightened loan underwriting amid fragile economic recovery

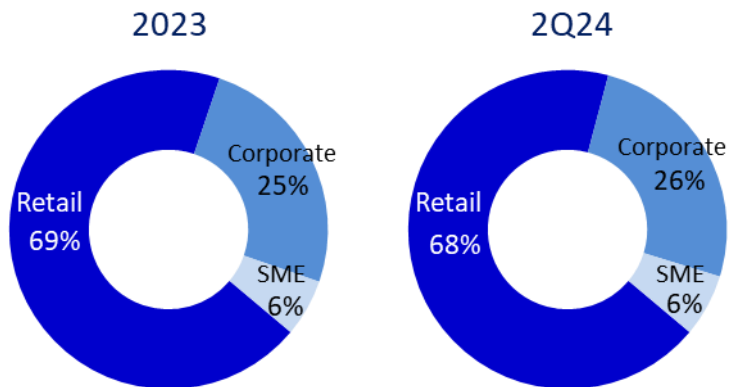


Loan Portfolios

Unit: Million Baht

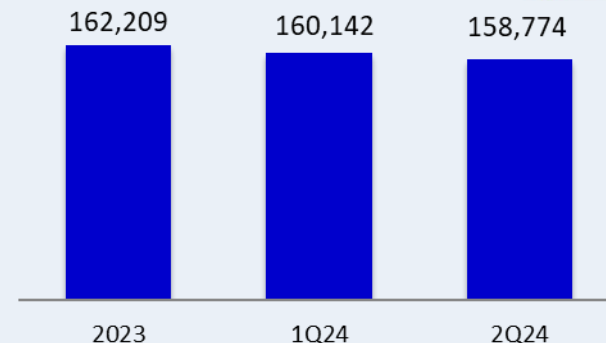


Loans by sectors



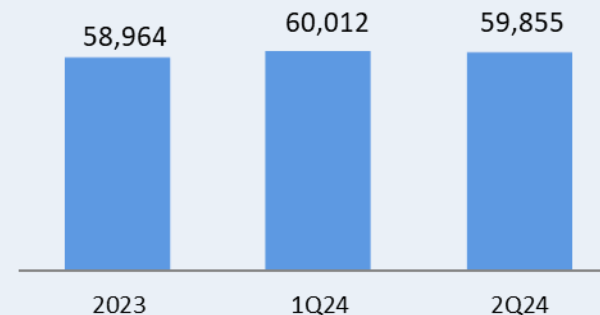
Retail Loans

-0.9% QoQ
-2.1% YTD



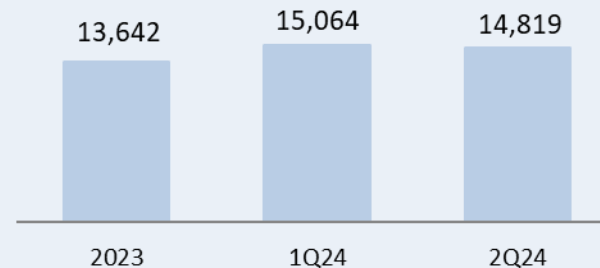
Corporate Loans

-0.3% QoQ
+1.5% YTD



SME Loans

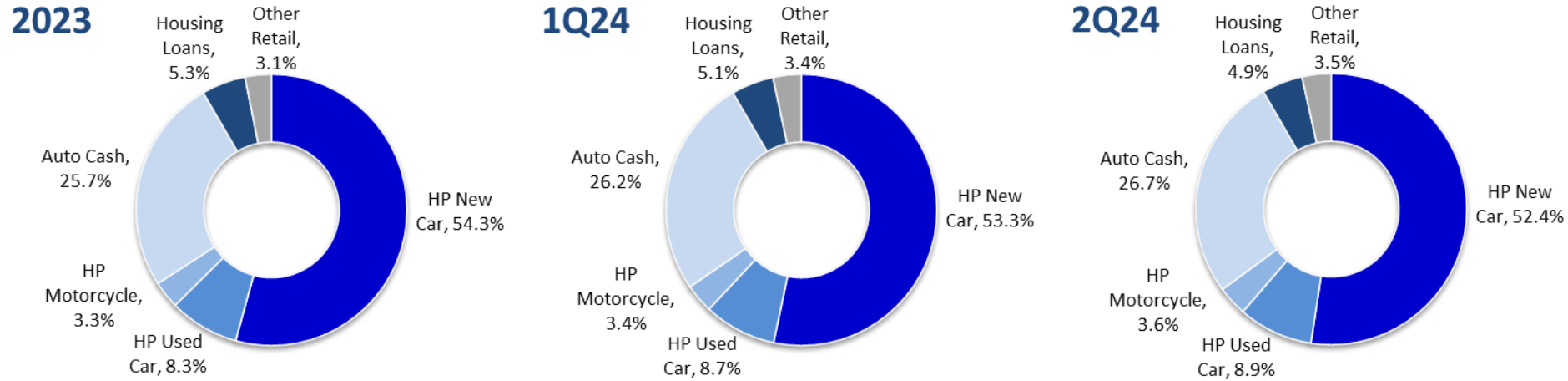
-1.6% QoQ
+8.6% YTD



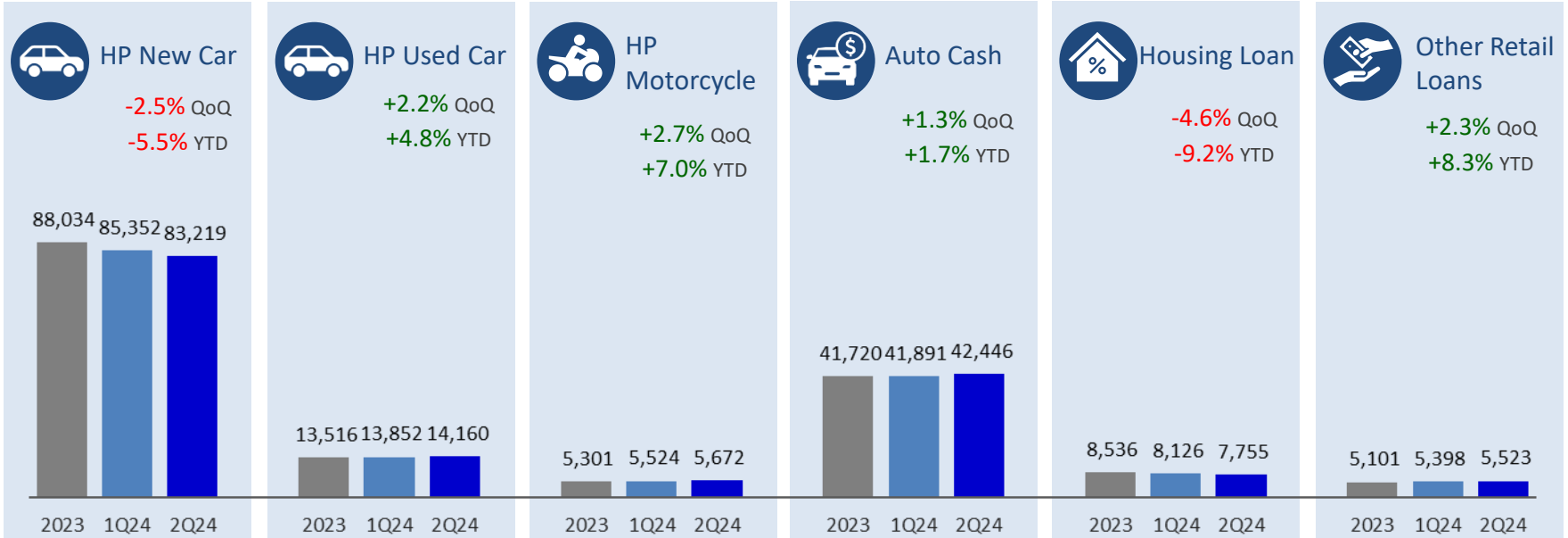
High-yield businesses grew at a slower pace with more cautious underwriting



Composition of Retail Loans



Unit: Million Baht

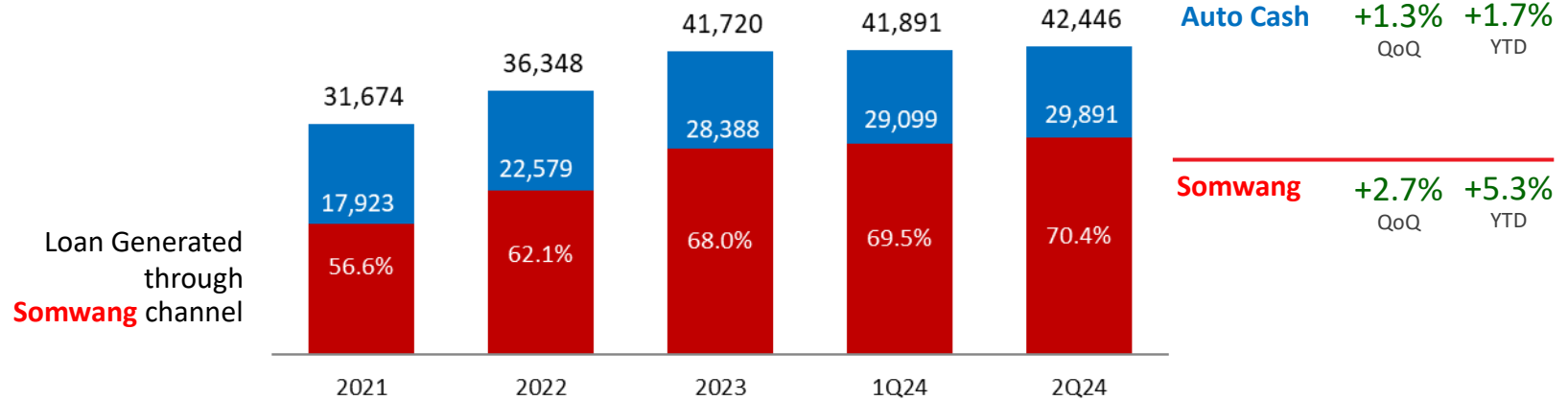


Somwang channel expanded according to the long-term strategy, while loan growth showed weaker momentum



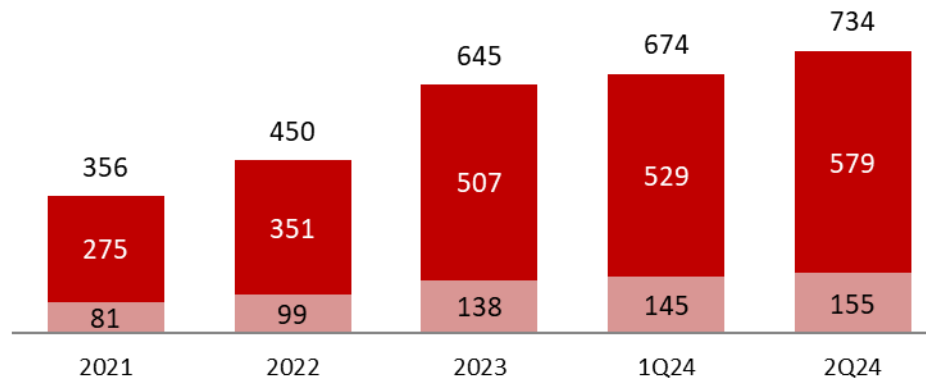
Auto Cash Loans

Unit: Million Baht



Somwang Branches

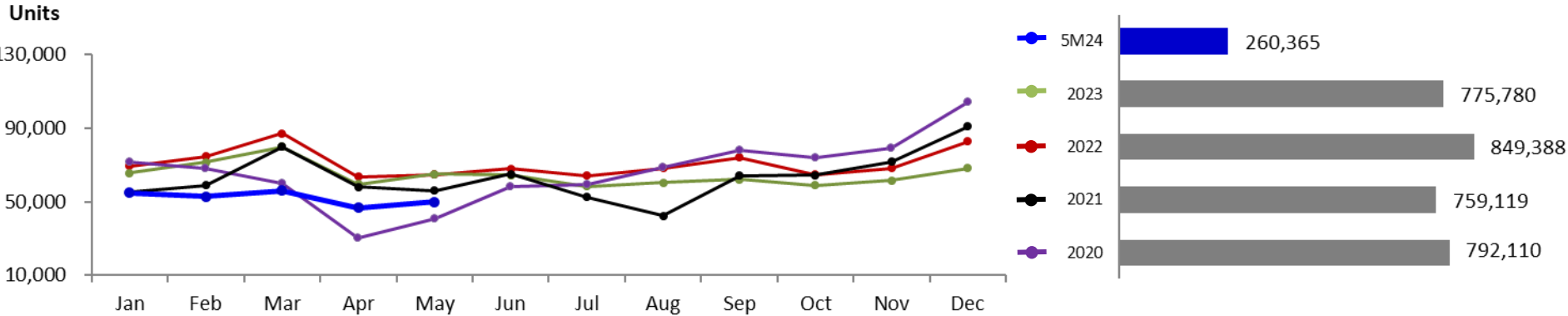
■ BKK and vicinity ■ Provincial area



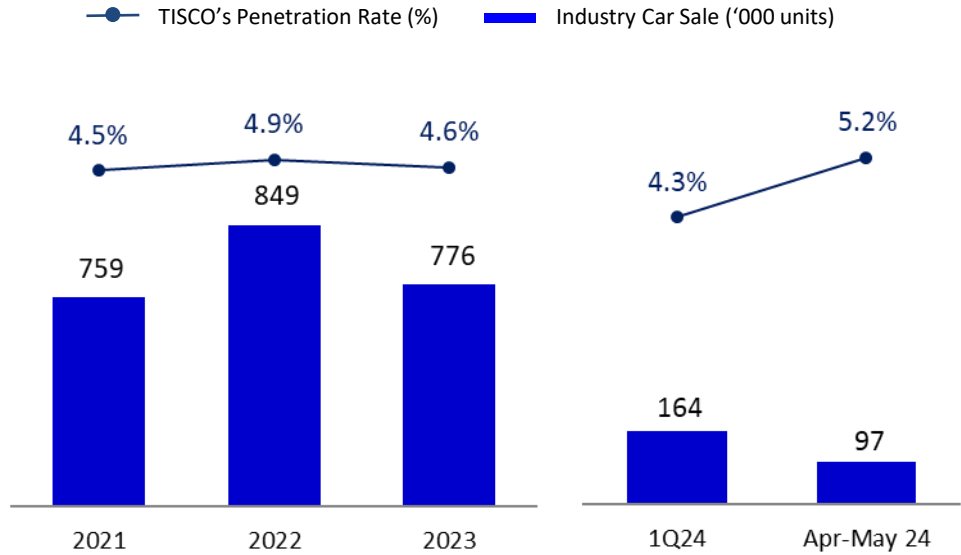
Weak domestic car sale due to tightened underwriting and credit concern



Industry New Car Sale



TISCO's Auto HP Penetration Rate



Industry Car Sale
-23.8%
 YoY

Cost of funds increased as projected leading to a decline in loan spread



Yield on Loans



Change YoY

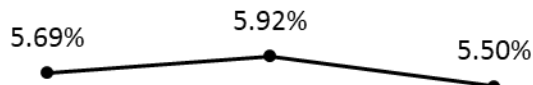
+39 bps



Change QoQ

+3 bps

Loan Spread



-42 bps



-1 bps

NIM



-14 bps



+12 bps

Cost of Funds



+81 bps



+4 bps

2021 2022 2023

1Q24 2Q24

Unit: Million Baht

Loan Outstanding
Net Interest Income

	2021	2022	2023
Loan Outstanding	202,950	219,004	234,815
Net Interest Income	12,460	12,734	13,573

+7.2%
+6.6%

	1Q24	2Q24
Loan Outstanding	235,218	233,448
Net Interest Income	3,395	3,387

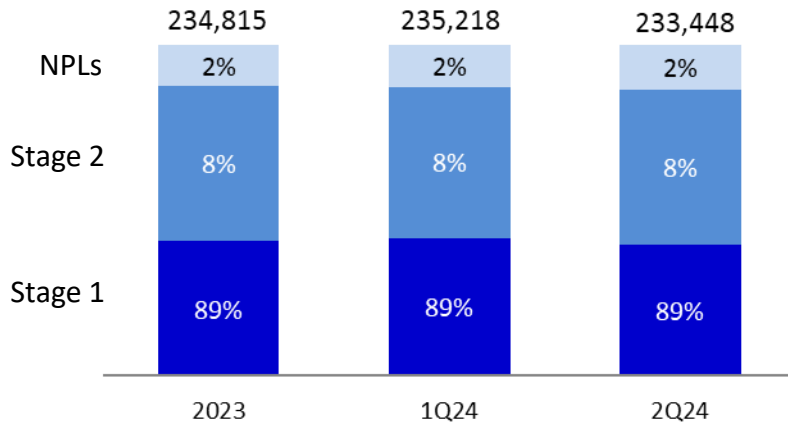
-0.8%
-0.2%

NPLs continued to rise caused by high-yield loan growth and weakened credit quality



Loan Classification

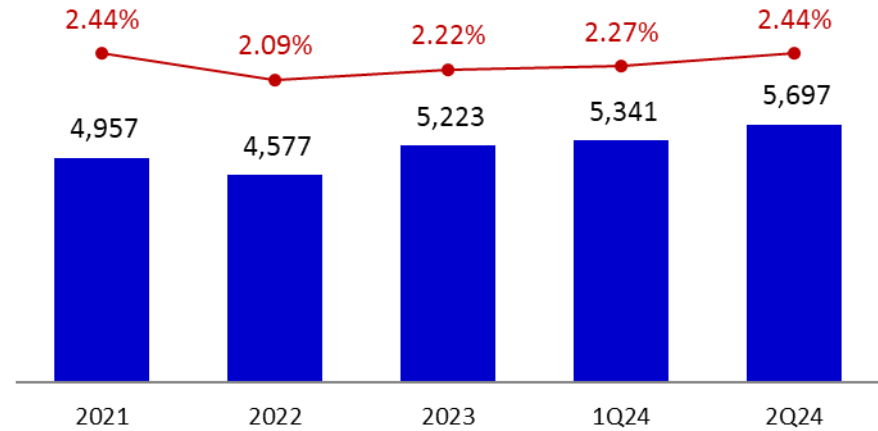
Unit: Million Baht



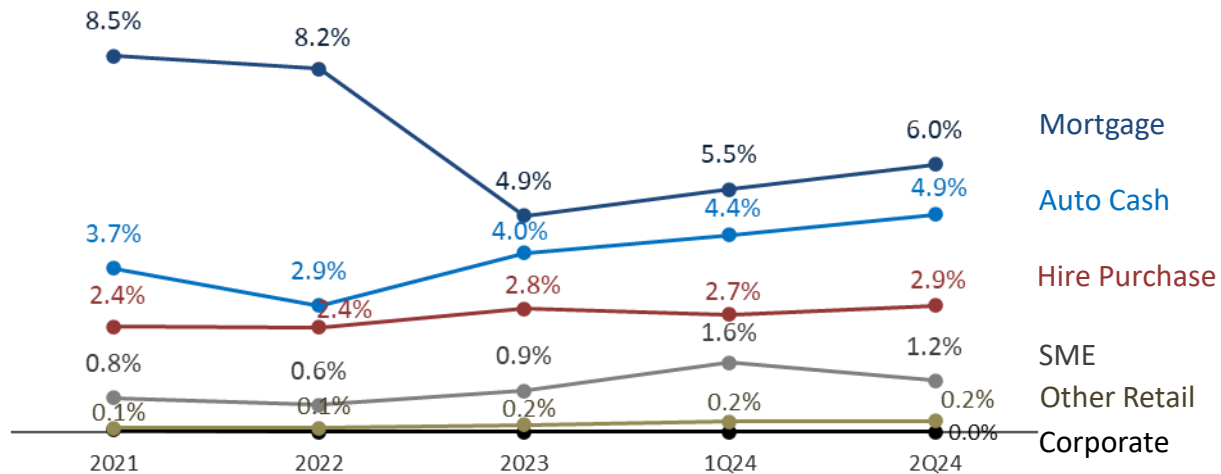
Non-Performing Loans

Unit: Million Baht

■ Total NPLs ● NPL Ratio (%)



NPLs by Loan Types

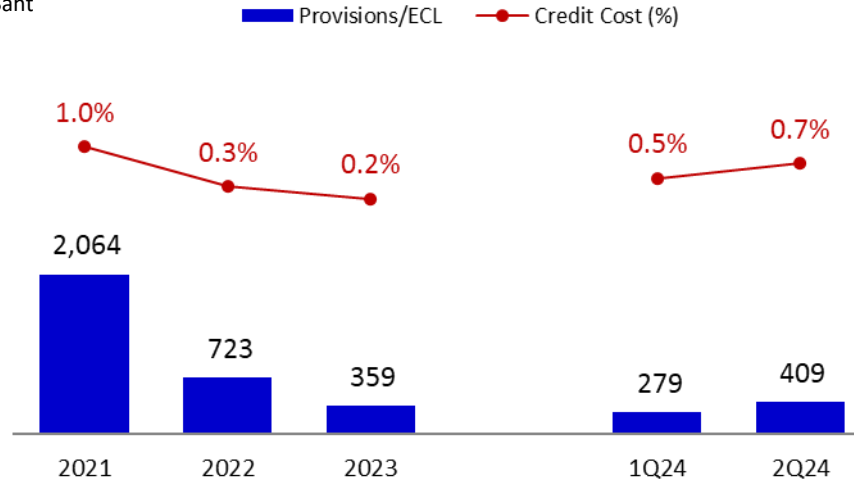


Stepping up ECL expense to absorb higher risks amid fragile economy



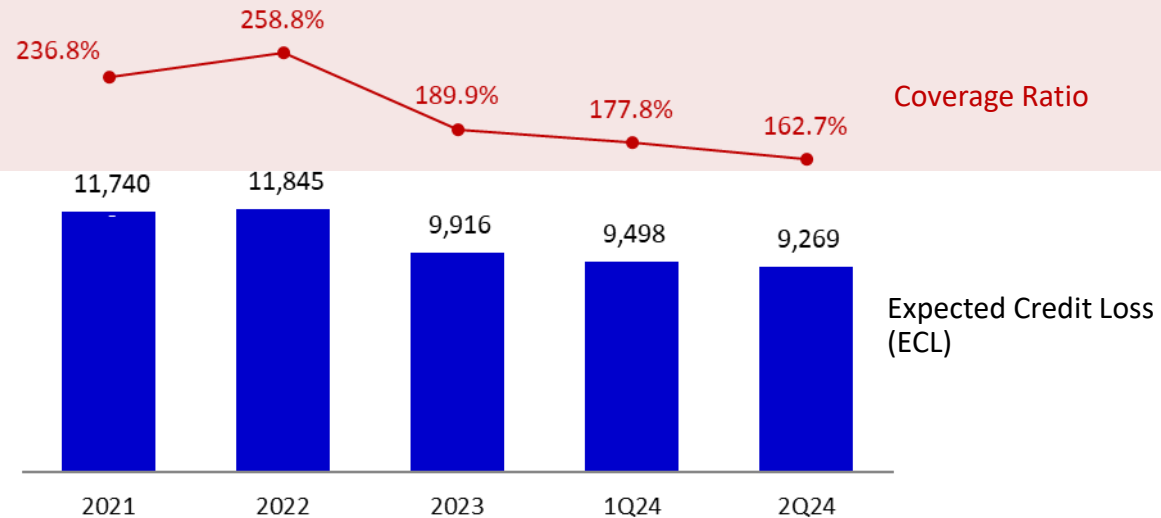
Expected Credit Loss

Unit: Million Baht



Allowance for ECL

Unit: Million Baht



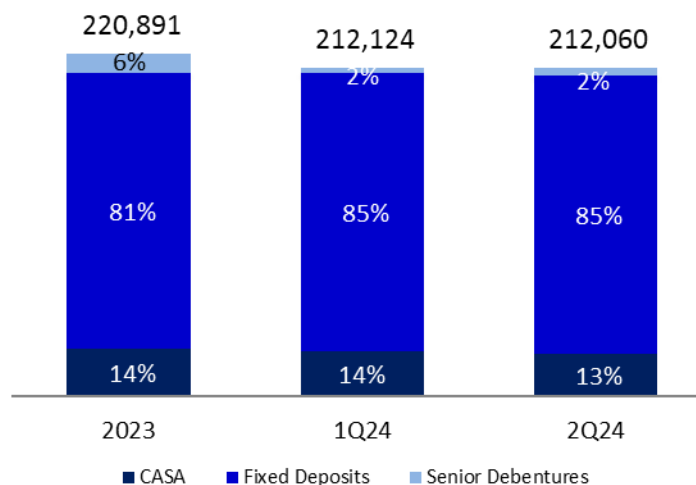
Efficiently managed funding base to align with loan portfolio movement



Total Funding

Unit: Million Baht

-0.0% QoQ
-4.0% YTD



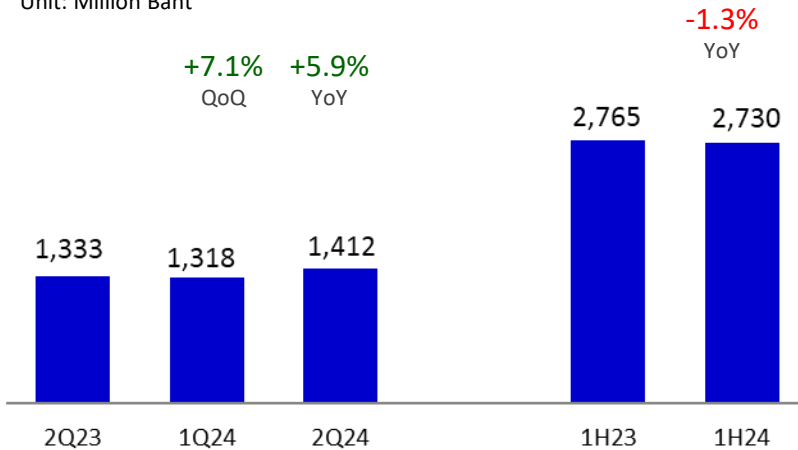
Unit : Million Baht	2023	1Q24	2Q24	% QoQ	% YoY
Current	1,529	1,736	1,634	(5.9)	6.9
Savings	28,988	27,017	25,623	(5.2)	(11.6)
Fixed Deposits	178,128	179,834	179,566	(0.1)	0.8
Short-Term Bill of Exchanges	36	36	36	-	-
Senior Debentures	12,210	3,500	5,200	48.6	(57.4)
Total Deposits & Borrowings	220,891	212,124	212,060	(0.0)	(4.0)
Subordinated Debentures	5,040	2,640	2,640		
% LDR to Total Deposits & Borrowings	106.3	110.9	110.1		

Subdued fee-based businesses caused by slow economic recovery and weak sentiment



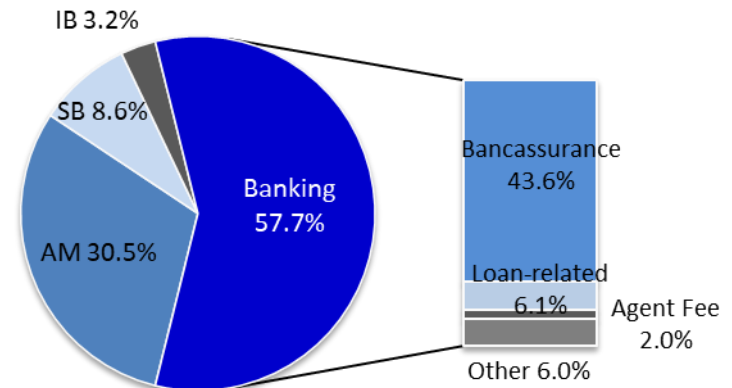
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data as of 6M2024



Unit : Million Baht	2Q23	1Q24	2Q24	% QoQ	% YoY	1H23	1H24	% YoY
Banking Fee	787	781	796	2.0	1.1	1,588	1,576	(0.7)
<i>Bancassurance Fee</i>	594	595	595	0.1	0.3	1,209	1,190	(1.6)
<i>Other Banking Fee</i>	194	186	201	8.0	3.6	379	387	1.9
Asset Management Basic Fee	409	413	419	1.4	2.4	825	832	0.8
Brokerage Fee	137	124	110	(11.6)	(19.9)	324	234	(27.7)
Investment Banking Fee	0	0	88	n.a.	n.a.	28	88	213.5
Non-Interest Income from Core Businesses	1,333	1,318	1,412	7.1	5.9	2,765	2,730	(1.3)
Gain (Loss) on Financial Instruments	67	46	220	377.2	228.1	87	266	206.7
Share of Profit from Subsidiaries	10	10	7	(28.8)	(33.9)	20	16	(20.0)
Dividend Income	20	37	24	(36.3)	20.4	53	60	15.0
AM Performance Fee	2	2	1	(24.7)	(17.7)	3	3	24.0
Total Non-Interest Income	1,432	1,412	1,664	17.8	16.2	2,928	3,076	5.1

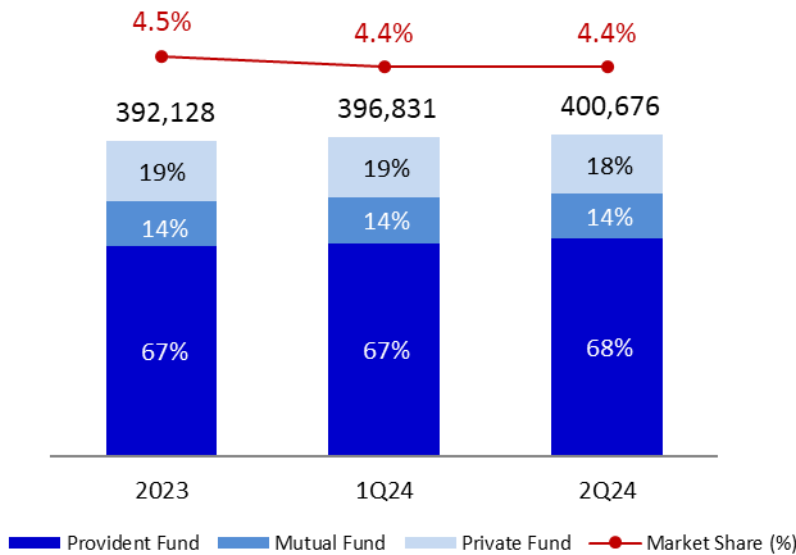
AUMs grew thanks to the increased contributions in provident fund business



Assets Under Management

Unit: Million Baht

+1.0% QoQ
+2.2% YTD

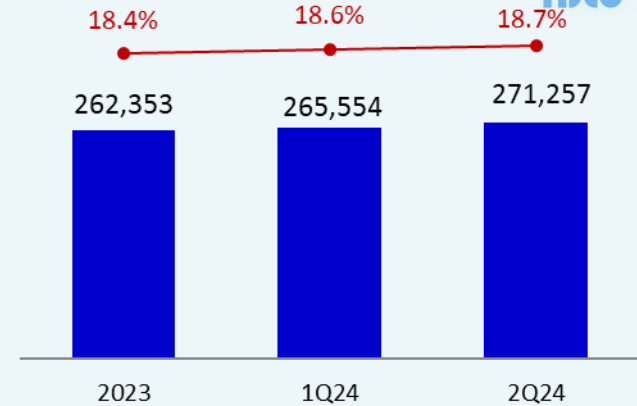


Rank #9

Rank #1

Provident Fund

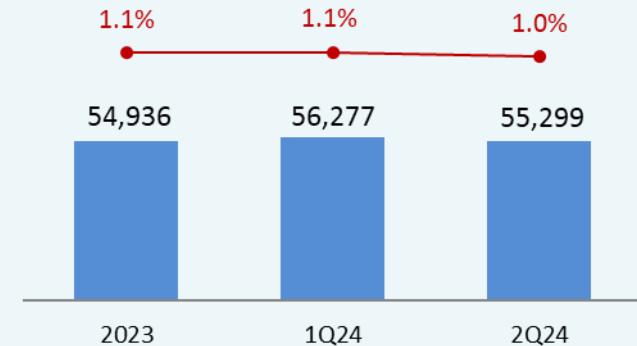
+2.1% QoQ
+3.4% YTD



Rank #14

Mutual Fund

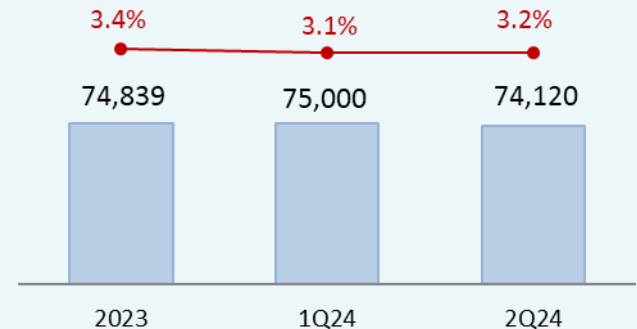
-1.7% QoQ
+0.7% YTD



Rank #6

Private Fund

-1.2% QoQ
-1.0% YTD



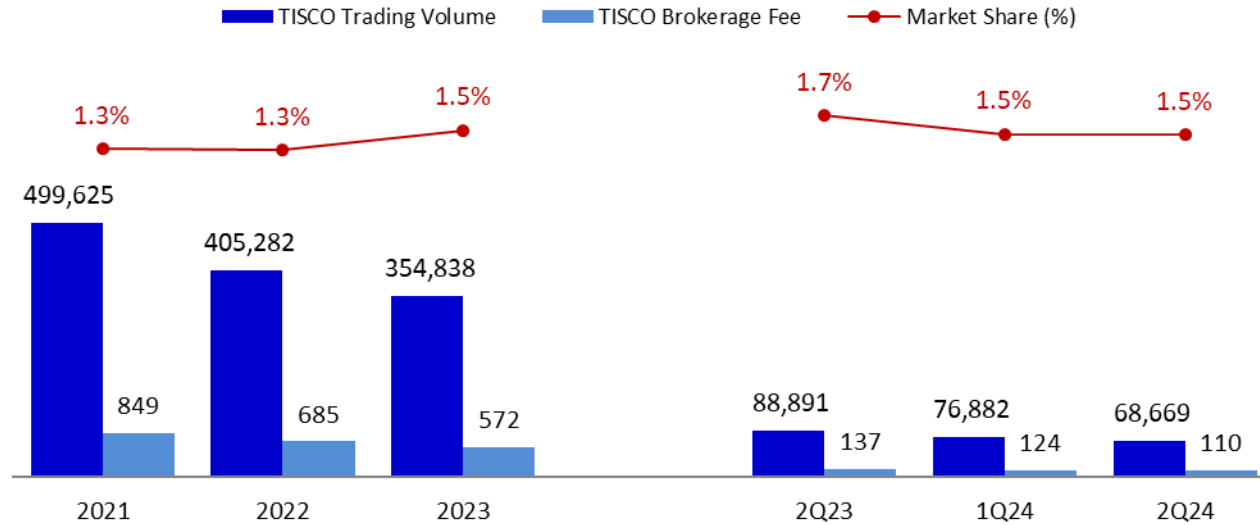
*Remark: Market shares and rankings as of May 2024

Market trading volume further decreased amid weaker investor sentiment



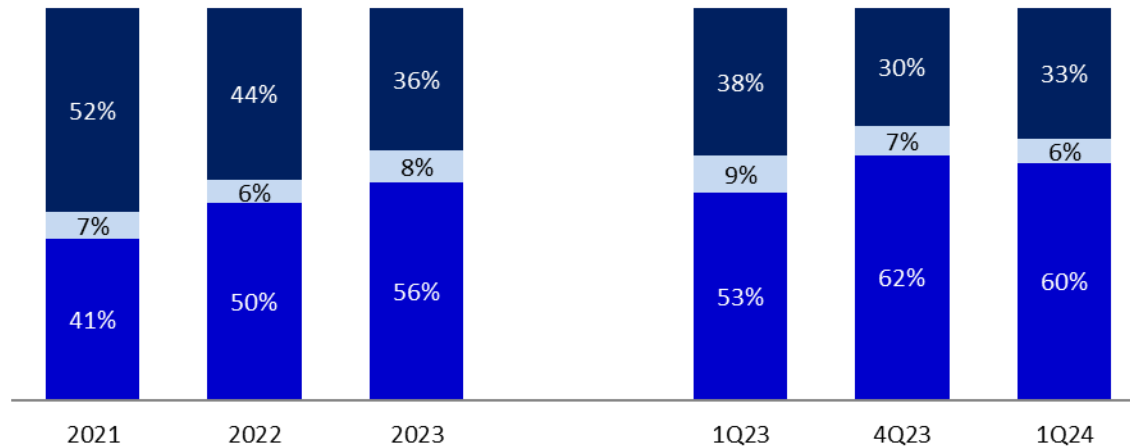
TISCO Trading Volume & Market Share

Unit: Million Baht



Trading Volume by Customers

Local Institution Foreign Institution Retail investors

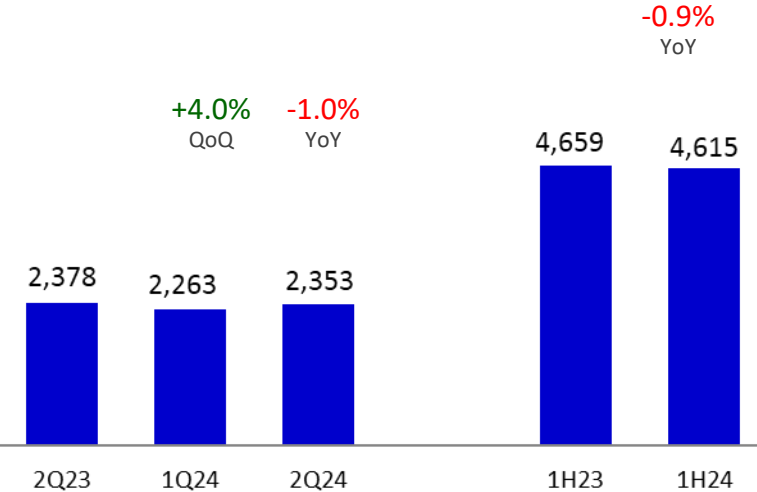


Stable cost-to-income ratio reflected efficient cost management

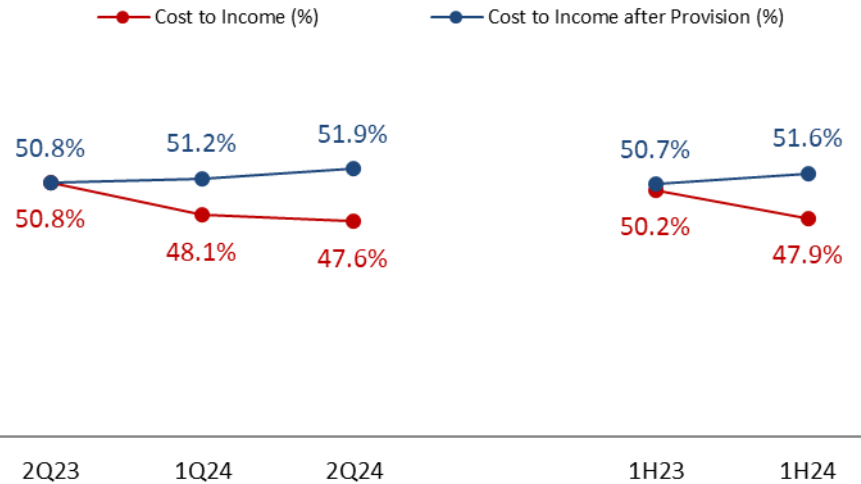


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



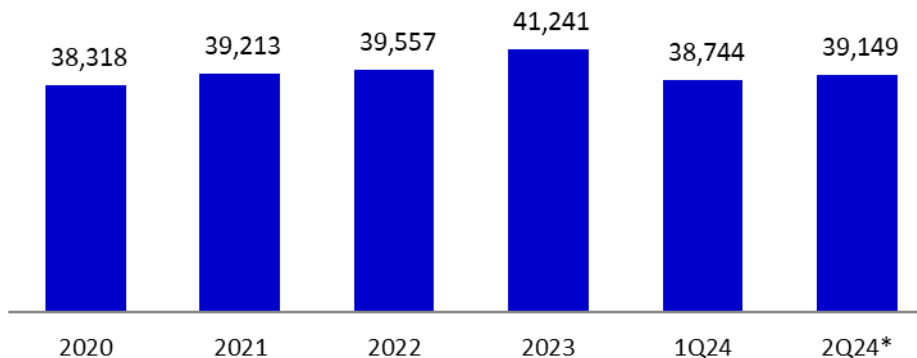
Unit : Million Baht	2Q23	1Q24	2Q24	% QoQ	% YoY	1H23	1H24	% YoY
Employee Expenses	1,603	1,537	1,576	2.6	(1.7)	3,173	3,113	(1.9)
Premises & Equipment Expenses	208	207	225	8.6	8.5	396	433	9.3
IT Expenses	202	196	193	(1.6)	(4.2)	388	389	0.3
Marketing & Sale Admin Expenses	100	66	70	6.0	(30.0)	185	137	(26.0)
Admin & Other Expenses	265	256	288	12.3	8.5	518	544	5.1
Total Operating Expenses	2,378	2,263	2,353	4.0	(1.0)	4,659	4,615	(0.9)

Maintained solid capital level and exceeded BOT's requirement

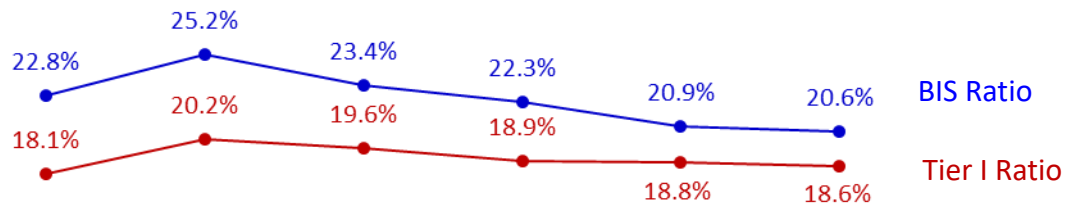


Capital Base of TISCO Bank

Unit: Million Baht



Capital Adequacy Ratio



Min. Required by BOT

11.0% BIS Ratio

8.5% Tier I Ratio

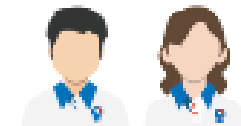
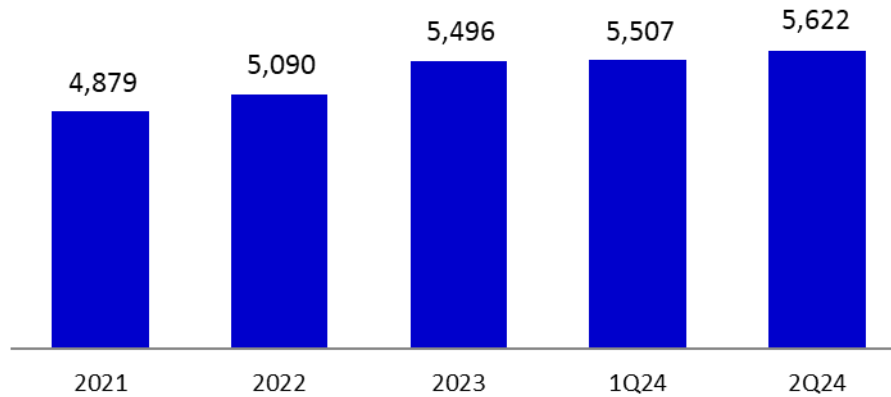
2020 2021 2022 2023 1Q24 2Q24*

*Projected figures

Continued to expand Somwang staff and network as a part of TISCO's long-term plan

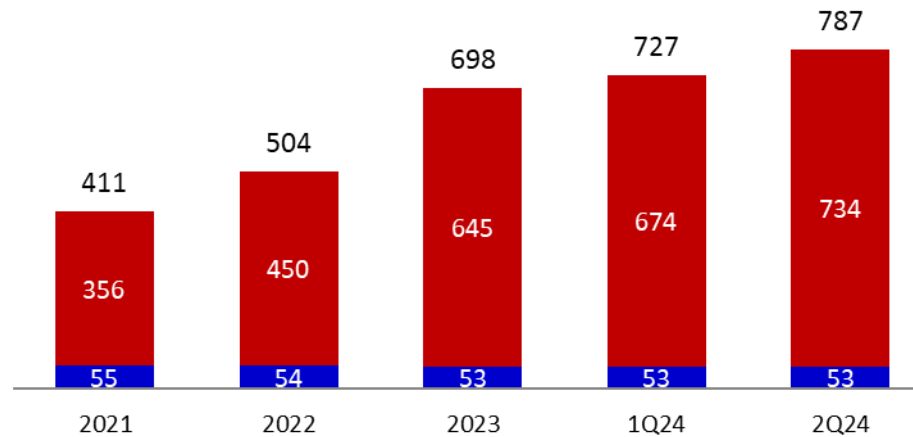


Total Employees



Number of Employees

Total Branch Network



Somwang Loan Offices



Bank Branches



-  **TISCO Financial Group Public Company Limited**
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