



TISCO Financial Group Public Co., Ltd.

2Q 2021 & 1H 2021

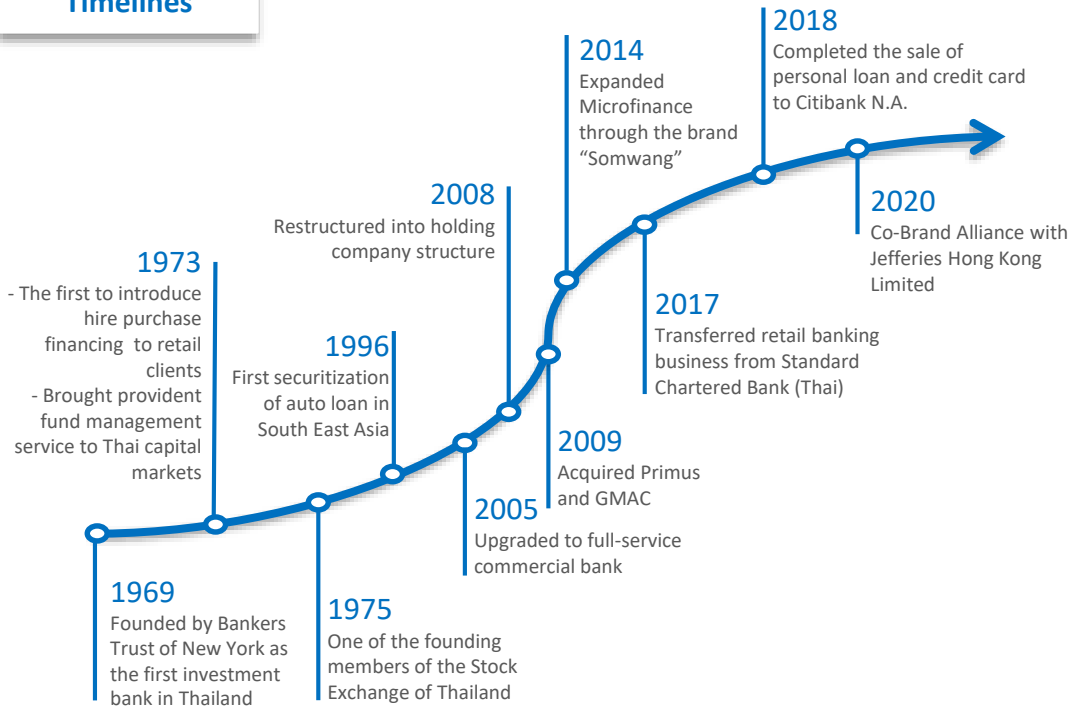


TISCO Overview

Company Profile



Timelines



Business Model

"Selective Focus"
Universal Bank

CG Scoring



Excellent

Credit Rating

TISCO

A-

Stable

TISCO Bank

A

Stable

Key Metrics

Unit: Million Baht

	2020	1H2021
Total Assets	275,443	255,888
Total Loans	224,812	213,995
Total Funding Deposits	209,679	189,237
Capital Ratio (BIS %)	22.8	24.2
Market Capitalization	70,857	70,857

Recent Recognitions



Best Company of the Year Award 2020

from Money & Banking Awards

Best Company Performance

from SET Awards 2018-2019

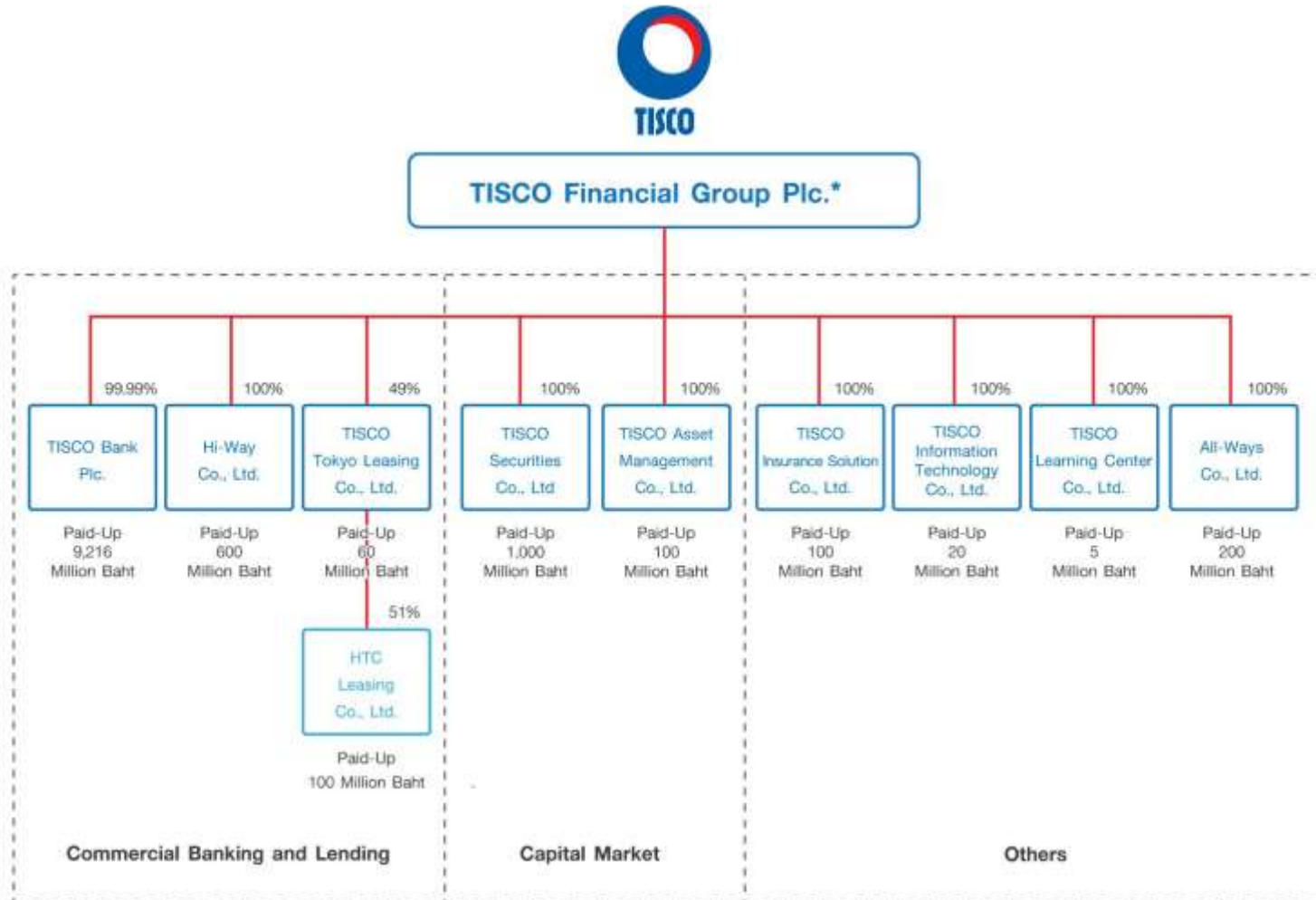
Thailand Sustainability Investment (THSI)

from SET in 2017-2020

Company with excellent CG Scoring

from IOD in 2019

TISCO Group Structure



*Listed in The Stock Exchange of Thailand

Retail Banking

- Auto & Motorcycle Hire Purchase
- TISCO Auto Cash
- Mortgage Loan
- SME & Inventory Financing
- Life & Non-Life Insurance



Corporate Banking

- Corporate Lending & Financial Advisory
- Investment Banking
- Corporate Insurance



Wealth & Asset Management

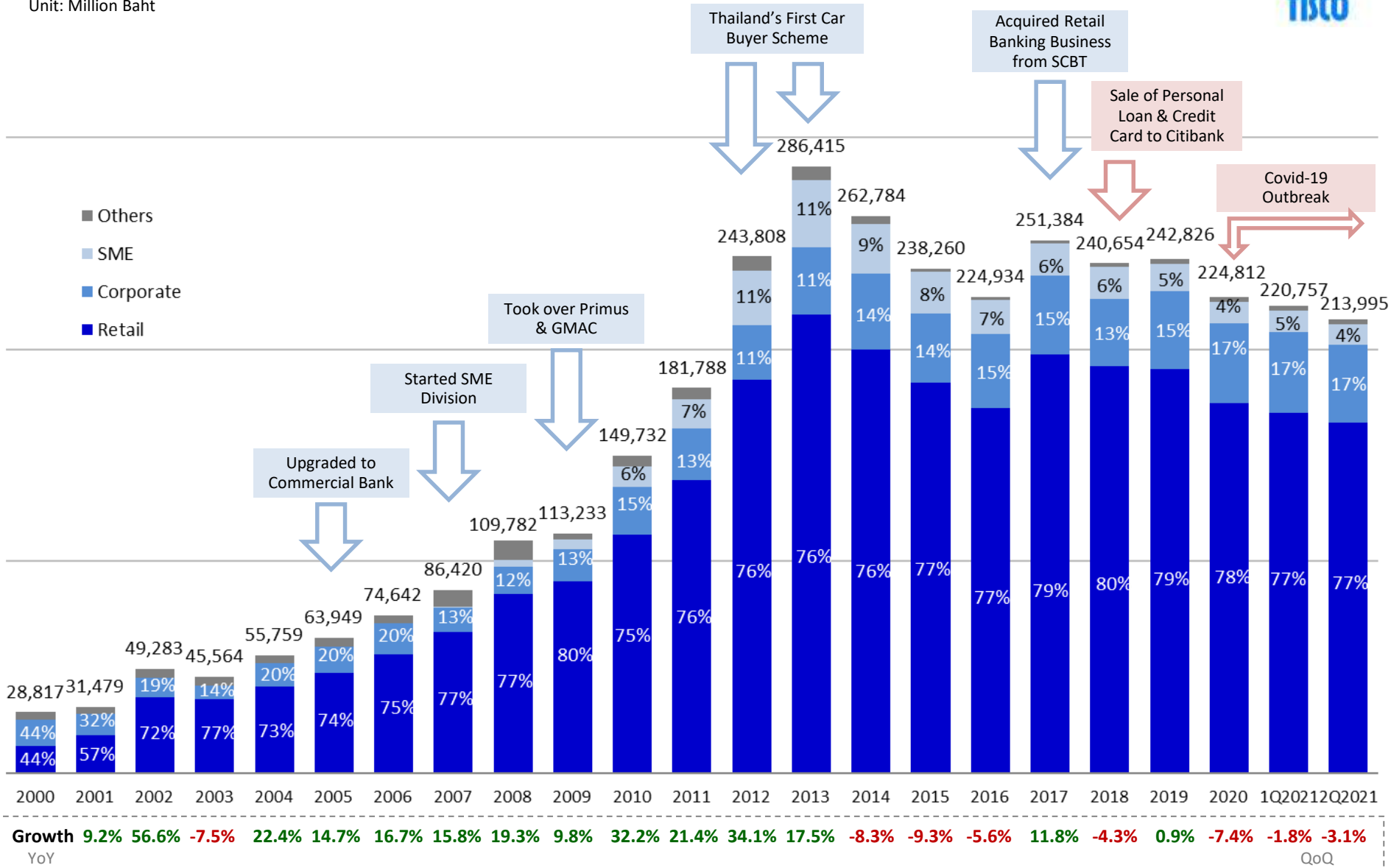
- Deposit Service
- Wealth Management
- Open Architecture : Insurance & Mutual Fund
- Securities Brokerage
- Asset Management
- Life & Non-Life Insurance



Consolidated Loan Portfolio



Unit: Million Baht

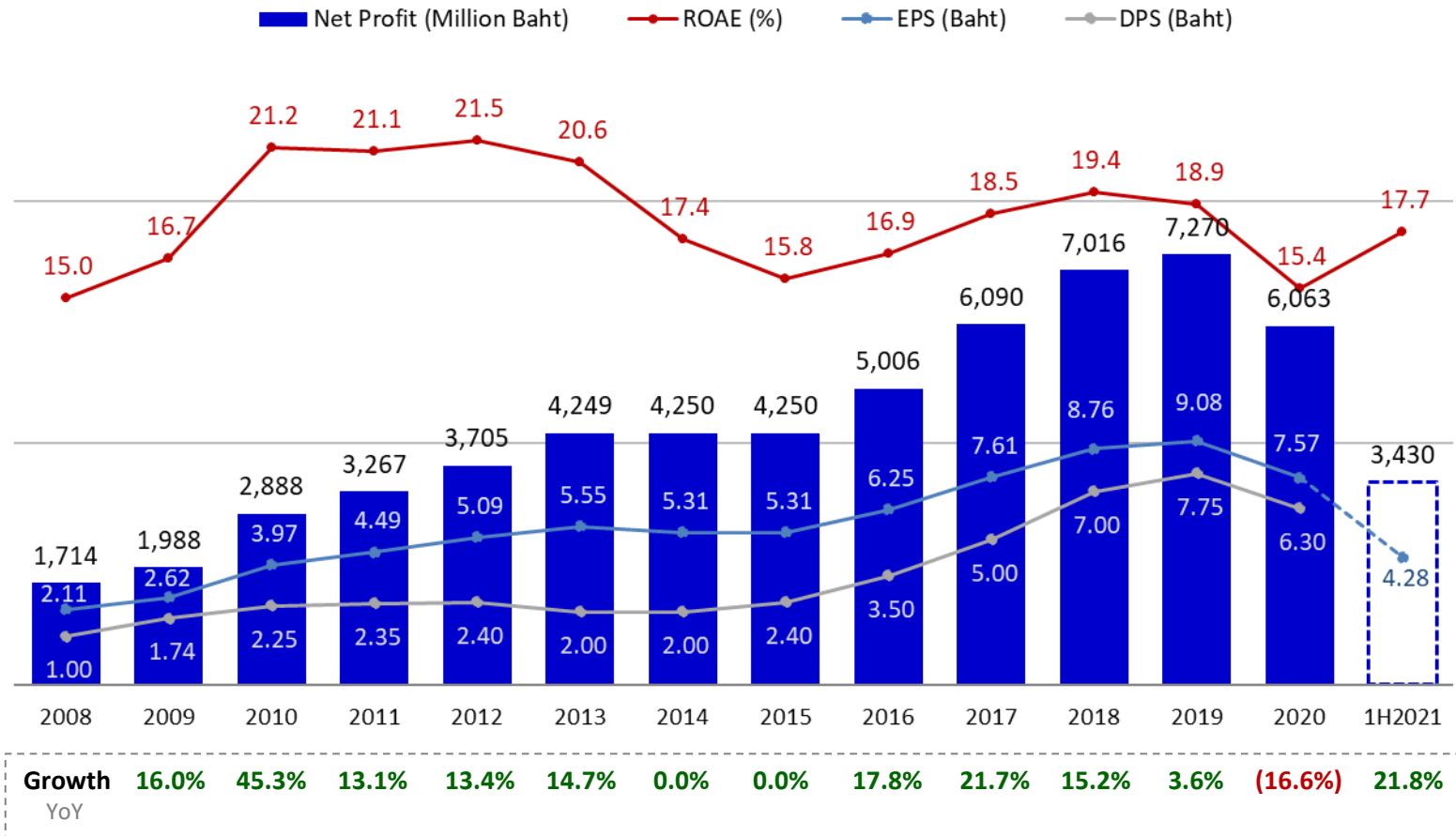


Profitability



Profitability for the past decade

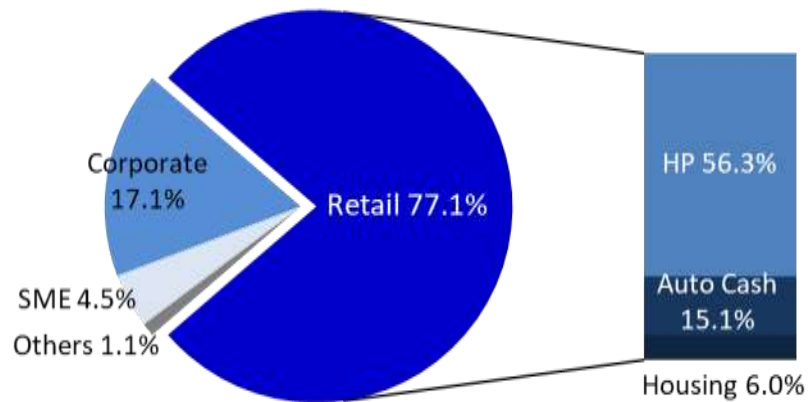
Unit: Million Baht



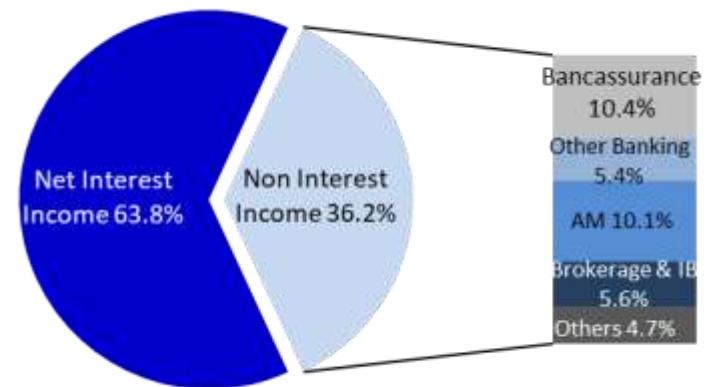
Business Profile as of 1H2021



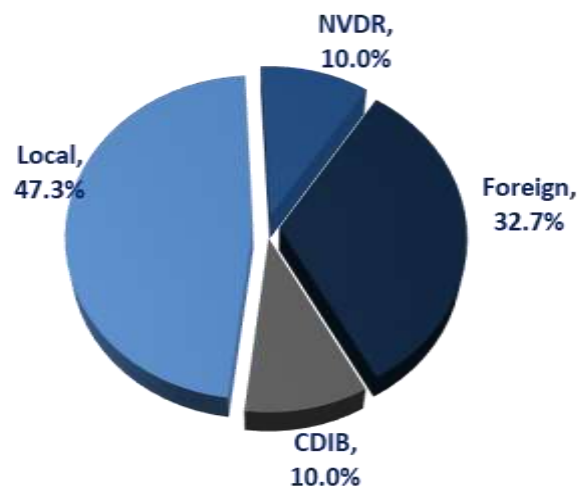
Loan Profile



Revenue Mix



Share Capital Information



*As of 30 Jun 2021

Total Shares	800,655,483
Ordinary Shares	800,645,624
Preferred Shares	9,859

No. of Shareholders	44,837
Foreign Shareholders	177
Local Shareholders	44,660

Shareholders by type (%)	
Institutional	75.7%
Individual	24.3%

Foreign limit (%)	49.0%
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Free float (%)	75.18%
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Top Ten Shareholders (as of 24 Apr 2021)

1. THAI NVDR CO., LTD.	10.93%
2. CDIB & PARTNERS INVESTMENT HOLDINGS PTE LTD	10.00%
3. SOUTH EAST ASIA UK (TYPE C) NOMINEES LIMITED	5.97%
4. TOKYO CENTURY CORPORATION	4.93%
5. STATE STREET EUROPE LIMITED	4.61%
6. STATE STREET BANK AND TRUST COMPANY	3.16%
7. SOUTH EAST ASIA UK (TYPE A) NOMINEES LIMITED	2.04%
8. SOCIAL SECURITY FUND	1.73%
9. THE BANK OF NEW YORK MELLON	1.35%
10. BNY MELLON NOMINEES LIMITED	1.25%

Recognitions and Awards



Best Company Performance from SET Awards 2018 & 2019

Top 5 Best Public Company of the Year 2021 from Money & Banking



➤ **Distinguished Financial Management** from Thailand Corporate Excellence Awards 2018 by TMA and Sasin

➤ **Board of the Year Awards 2019 – Gold** from Thai Institute of Directors (IOD)

➤ Mr. Suthas Ruangmanamongkol (Group CEO) received **“Outstanding CEO Award 2019”** from SET Awards 2019



➤ Mr. Chatri Chandrangam (CFO) received **“Best CFO Award 2020”** in the financial sector from IAA Awards for Listed Companies 2020

➤ **“Outstanding Investor Relations Awards”** from SET Awards 2020



➤ Hi-Way Co. Ltd. received **Best Employer Thailand Awards 2019** from Kincentric Thailand

➤ **Thailand HR Innovation Awards 2020** from Personnel Management Association of Thailand



➤ **Outstanding Asset Management Company Award 2020** from SET Awards 2020

➤ **DRIVE Award 2019, Financial Excellence** from MBA Alumni of Chulalongkorn University



➤ **ASEAN CG Scorecard** from ASEAN Capital Markets Forum

➤ Received **“Excellent CG Scoring”** for 12 consecutive years (2008-2019)  from Thai Institute of Directors



➤ **Thailand Sustainability Investment (THSI)** for 4 consecutive years (2017-2020) from SET

➤ Certificate of **“ESG100 Company”** in 2015-2020



➤ **Best Thailand Equity Small/Mid-Cap** in 2020-2021 from Morningstar Fund Awards Thailand

➤ **Best Mutual Fund of the Year 2020** in the Equity general from the Money & Banking Awards 2020

➤ **Best Provident Fund Provider Thailand Award** for 3 consecutive years (2018-2020) from Global Banking and Finance Review

Sustainability Development



Towards to Sustainable Banking



E S G
Environment | Social | Governance



For more information: <https://www.tisco.co.th/en/sd/sustainability/index.html>



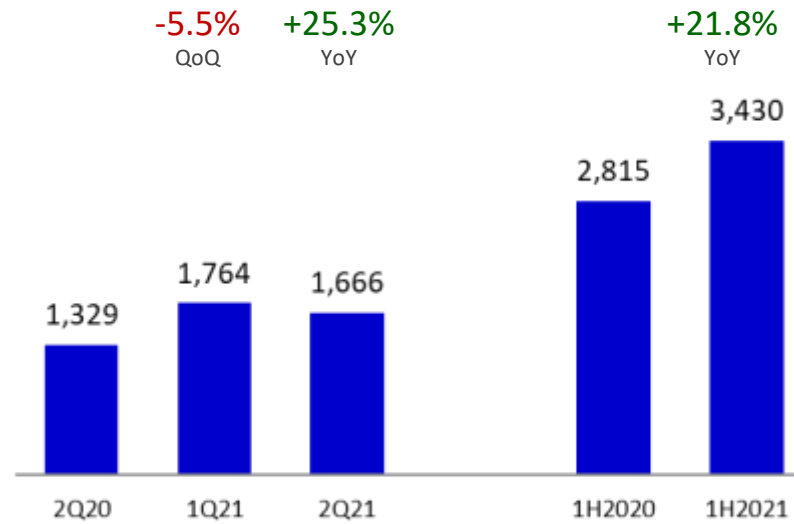
Financial Results

Profitability

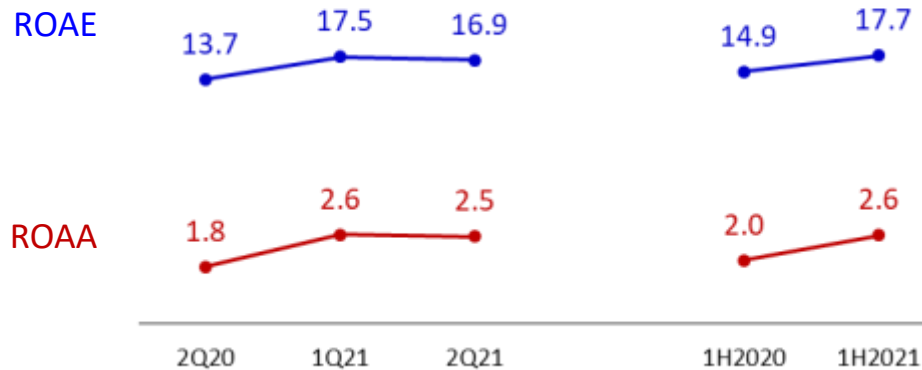


Net Profit

Unit: Million Baht



ROAE & ROAA



Consolidated Income Statements



Unit : Million Baht	2Q20	1Q21	2Q21	% QoQ	% YoY	1H2020	1H2021	% YoY
Interest Income	4,122	3,776	3,754	(0.6)	(8.9)	8,675	7,530	(13.2)
Interest Expenses	(994)	(666)	(605)	(9.2)	(39.1)	(2,089)	(1,271)	(39.1)
Net Interest Income	3,128	3,110	3,149	1.2	0.7	6,586	6,259	(5.0)
Fee & Service Income	1,165	1,628	1,332	(18.2)	14.4	2,641	2,960	12.1
Fee & Service Expenses	(78)	(85)	(107)	26.3	37.0	(157)	(192)	22.5
Other Operating Income	148	448	341	(24.0)	130.6	204	789	286.7
Total Non-Interest Income	1,234	1,991	1,566	(21.4)	26.9	2,688	3,557	32.3
Total Income	4,362	5,101	4,715	(7.6)	8.1	9,274	9,816	5.8
Operating Expenses	(1,815)	(2,065)	(2,070)	0.3	14.1	(3,810)	(4,135)	8.5
PPOP	2,547	3,037	2,644	(12.9)	3.8	5,465	5,681	4.0
Credit Expenses / ECL	(882)	(833)	(565)	(32.2)	(35.9)	(1,955)	(1,398)	(28.5)
Pre-tax Profit	1,666	2,204	2,079	(5.7)	24.8	3,510	4,283	22.0
Income Tax	(336)	(440)	(413)	(6.1)	22.9	(694)	(853)	23.0
Net Profit	1,329	1,764	1,666	(5.5)	25.3	2,815	3,430	21.8
EPS (Baht)	1.66	2.20	2.08			3.52	4.28	
ROAE (%)	13.7	17.5	16.9			14.9	17.7	

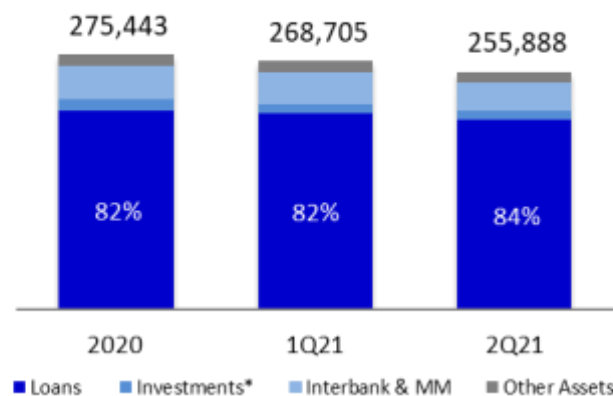
Assets and Liabilities



Assets

Unit: Million Baht

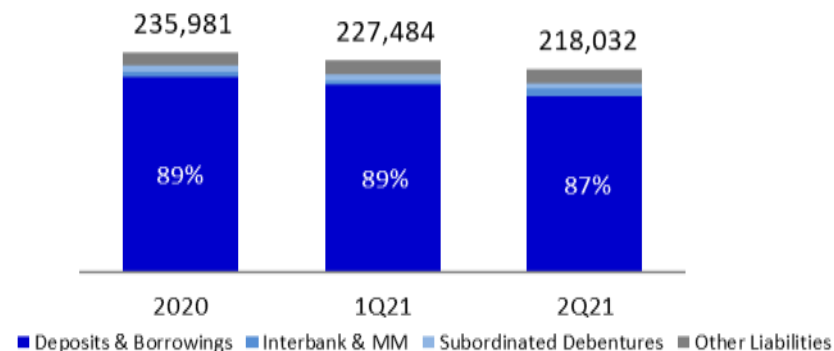
-4.8% **-7.1%**
QoQ YTD



Liabilities

Unit: Million Baht

-4.2% **-7.6%**
QoQ YTD



Unit : Million Baht	2020	1Q21	2Q21	% QoQ	% YTD
Loans	224,812	220,757	213,995	(3.1)	(4.8)
Allowance	(11,826)	(12,268)	(12,541)	2.2	6.0
Investments*	12,126	10,618	9,690	(8.7)	(20.1)
Interbank & MM	38,212	36,729	32,483	(11.6)	(15.0)
Other Assets	12,119	12,868	12,261	(4.7)	1.2
Total Assets	275,443	268,705	255,888	(4.8)	(7.1)

*Investments since 2020 included Financial Assets measured at FV to PL

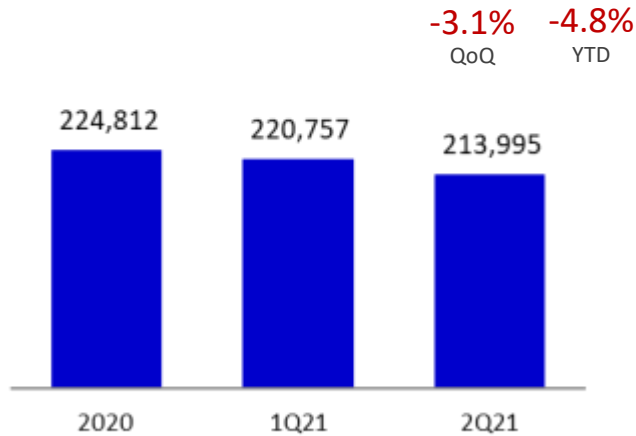
Unit : Million Baht	2020	1Q21	2Q21	% QoQ	% YTD
Deposits & Borrowings	209,679	201,408	189,237	(6.0)	(9.7)
Interbank & MM	5,808	5,137	7,928	54.3	36.5
Subordinated Debentures	6,620	6,620	6,620	-	-
Other Liabilities	13,875	14,319	14,247	(0.5)	2.7
Total Liabilities	235,981	227,484	218,032	(4.2)	(7.6)
Retained Earnings	28,596	30,359	26,995	(11.1)	(5.6)
Total Equities	39,462	41,221	37,856	(8.2)	(4.1)

Loan Portfolios

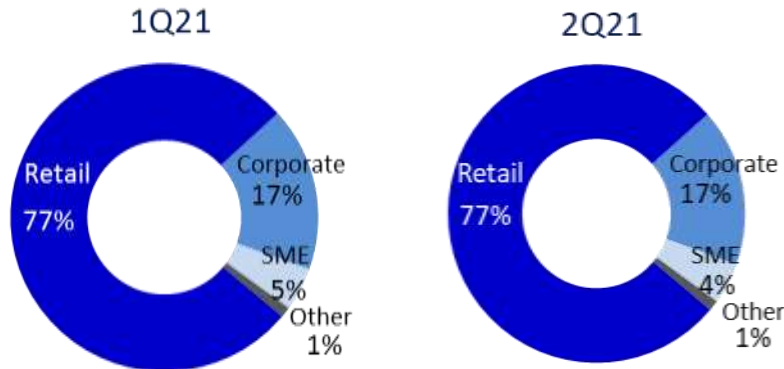


Total Loans

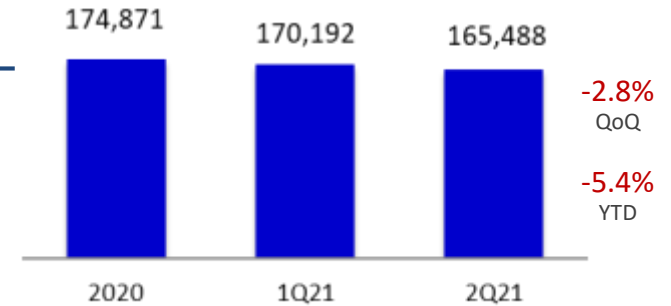
Unit: Million Baht



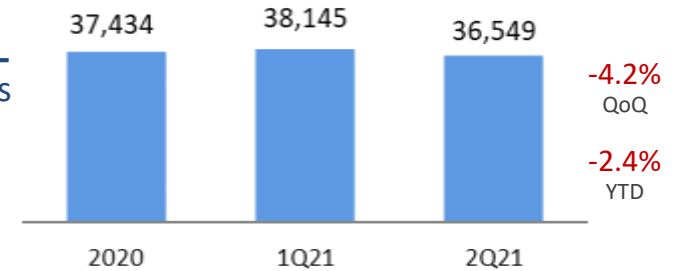
Loans by sectors



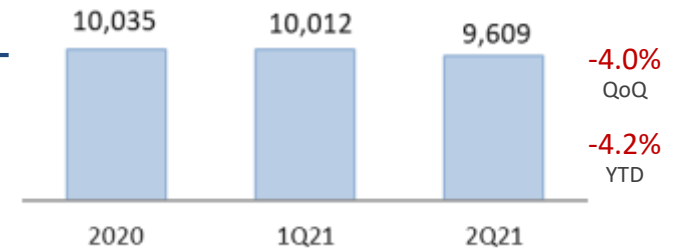
Retail Loans



Corporate Loans



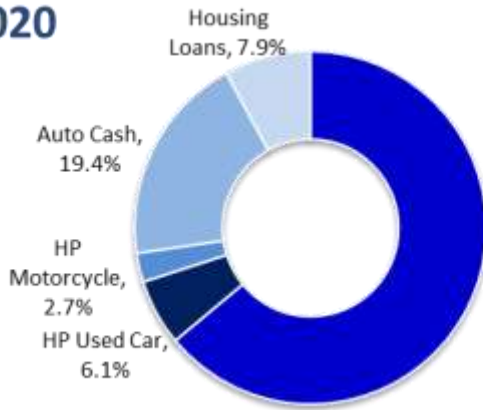
SME Loans



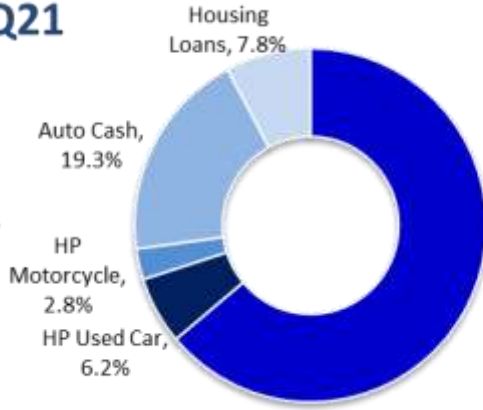
Retail Loan Portfolio Breakdown



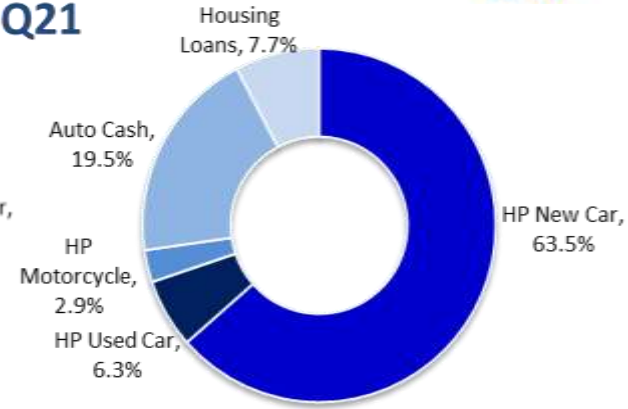
2020



1Q21

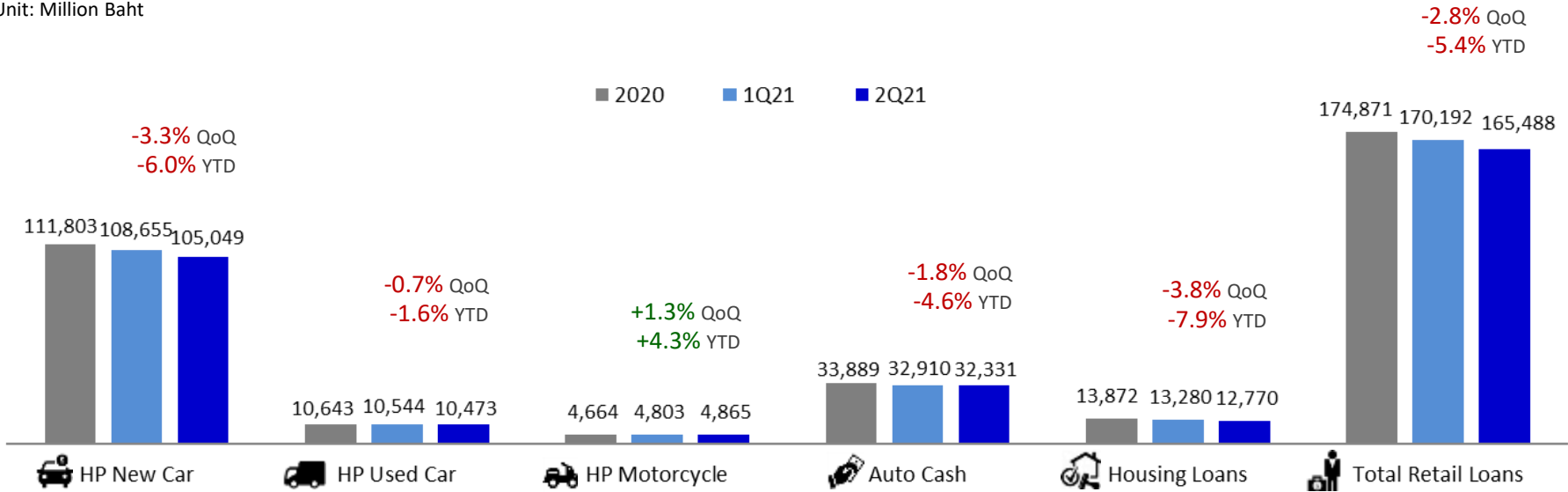


2Q21



Unit: Million Baht

■ 2020 ■ 1Q21 ■ 2Q21

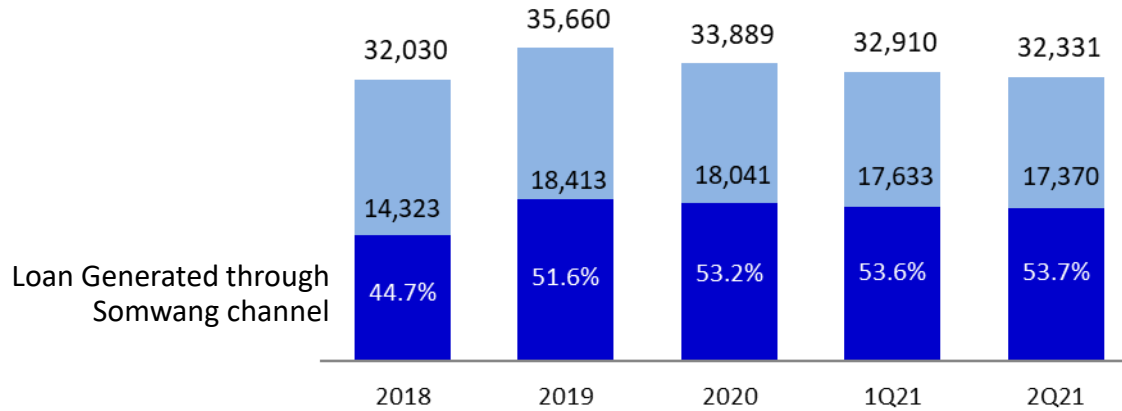


TISCO Auto Cash



Auto Cash Loans

Unit: Million Baht



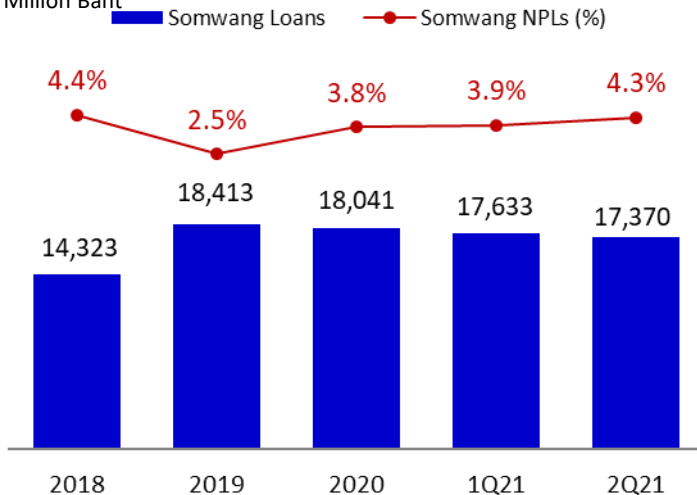
Auto Cash -1.8% QoQ, -4.6% YTD

Somwang -1.5% QoQ, -3.7% YTD



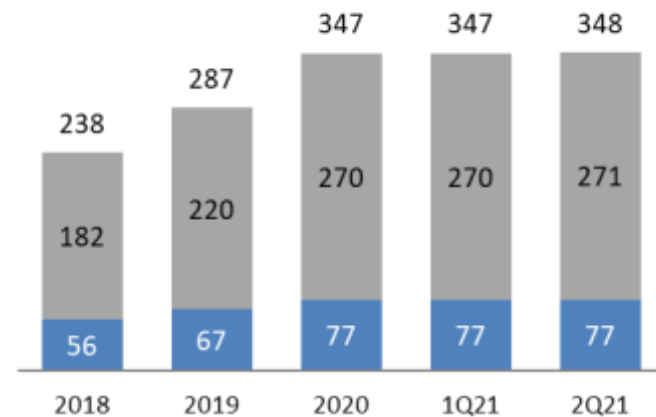
Somwang Loans vs NPLs

Unit: Million Baht



Somwang Branches

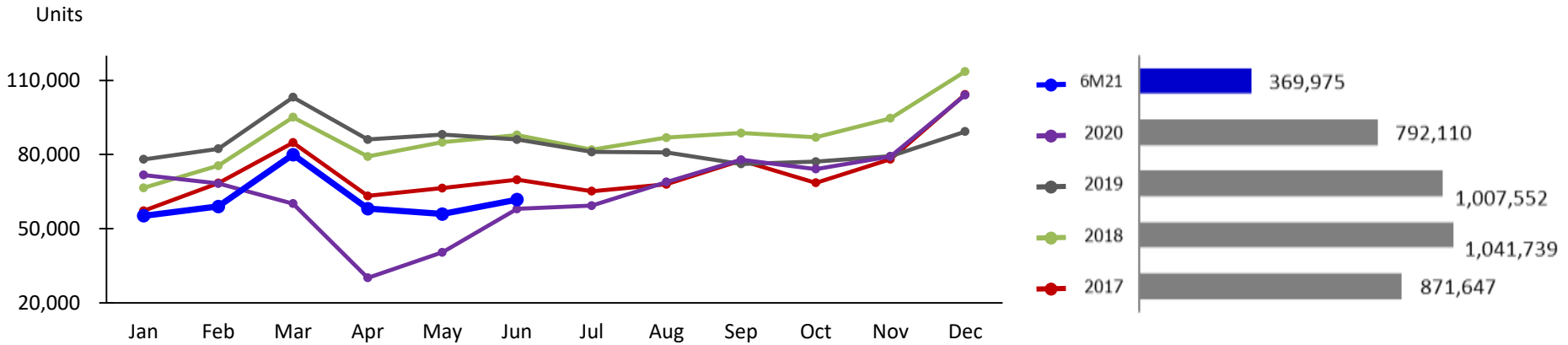
■ BKK and vicinity ■ Provincial area



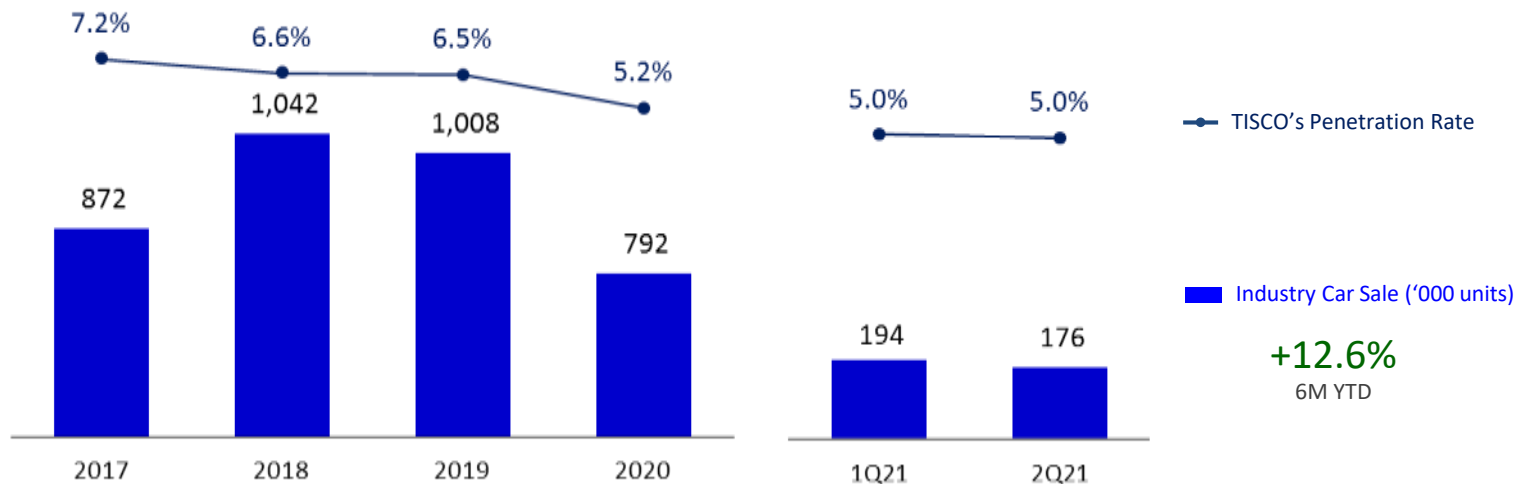
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

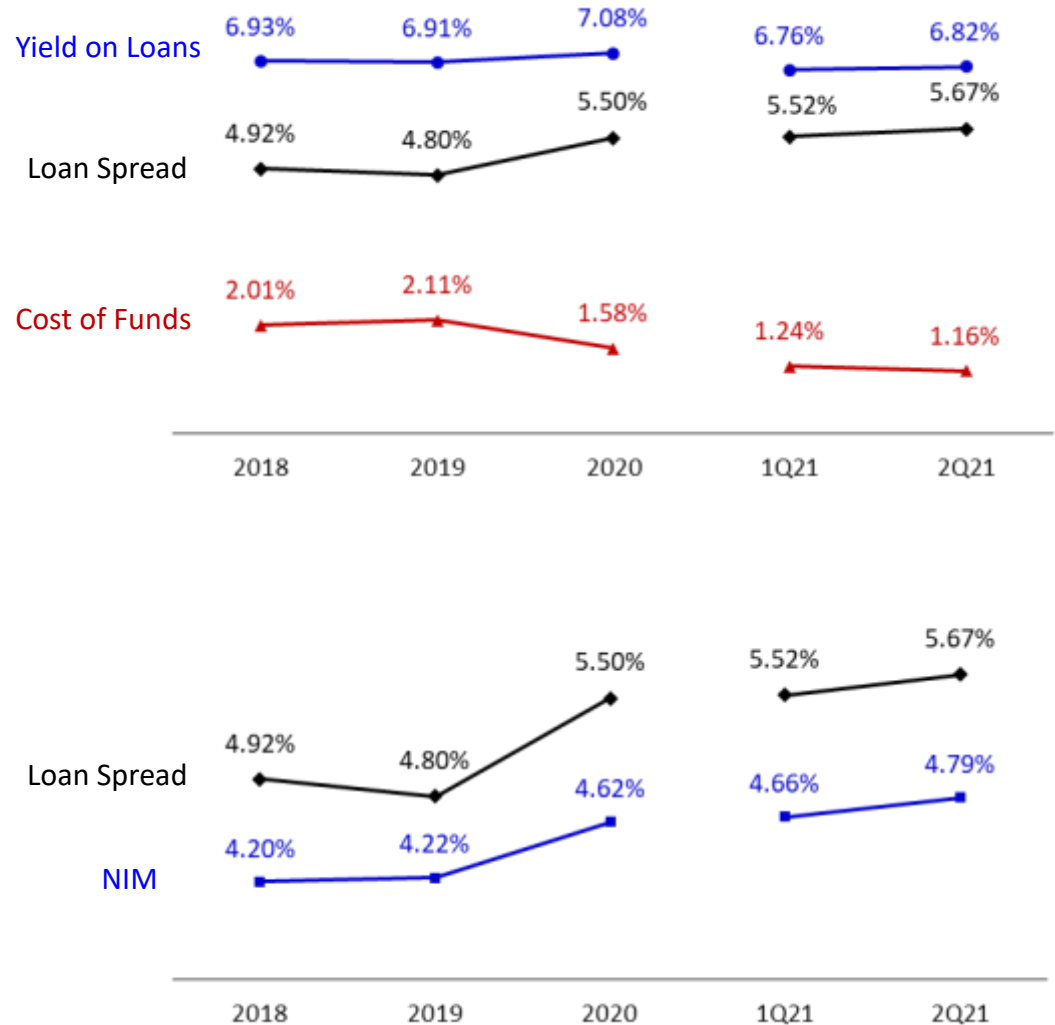
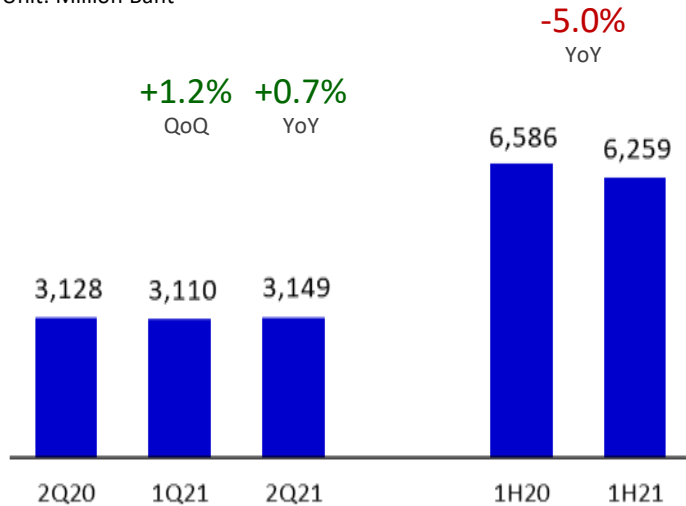


Interest Income & NIM



Net Interest Income

Unit: Million Baht

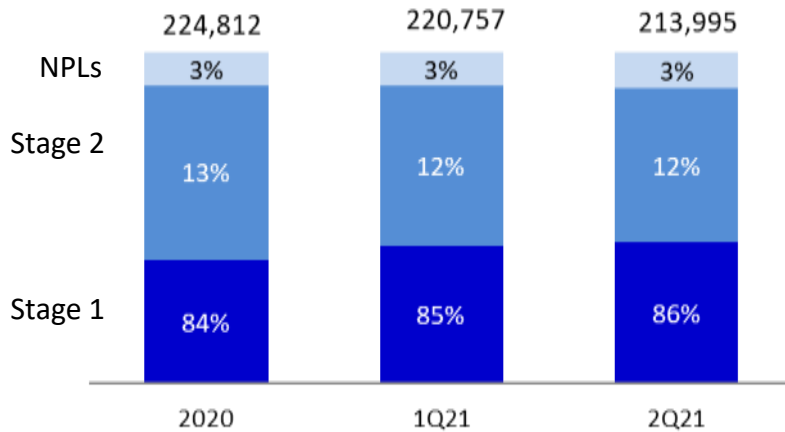


Asset Quality



Loan Classification

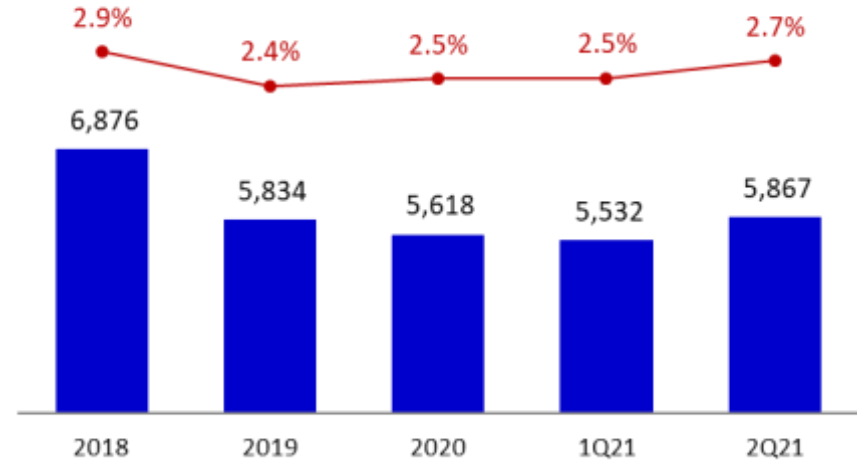
Unit: Million Baht



Non-Performing Loans

Unit: Million Baht

■ Total NPLs — NPL Ratio (%)



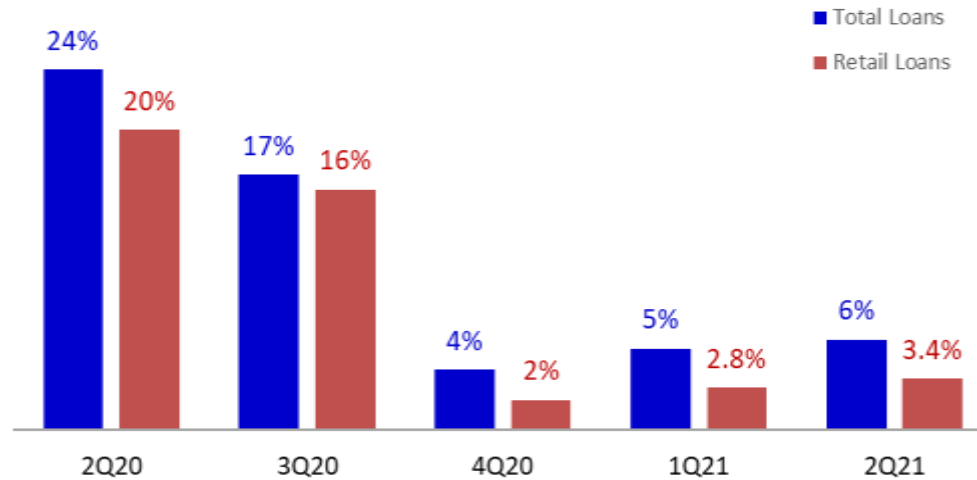
NPLs by Loan Types	2020		1Q21		2Q21	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	-	-	-	-	-	-
SME	64	0.6	78	0.8	96	1.0
Hire Purchase	3,268	2.6	3,157	2.5	3,366	2.8
Mortgage	986	7.1	994	7.5	984	7.7
Auto Cash	1,295	3.8	1,300	4.0	1,419	4.4
Others	5	0.2	3	0.1	3	0.1
Total NPLs	5,618	2.50	5,532	2.51	5,867	2.74

Debt Relief Programs

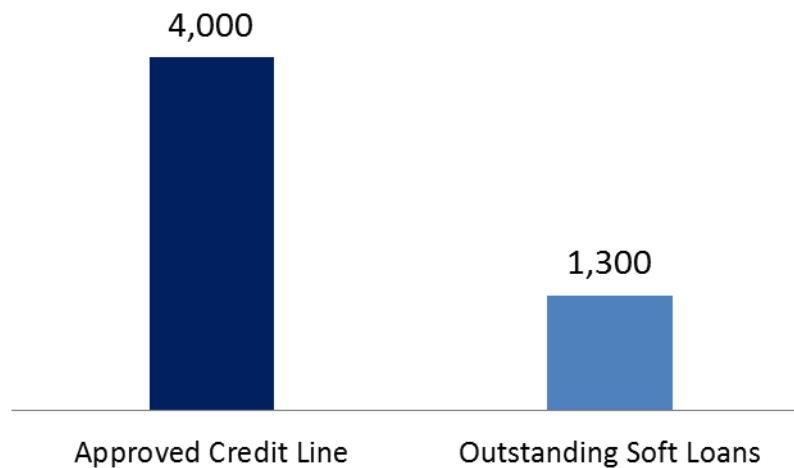


Loans under debt relief programs

% to total loans



Soft loans for SMES

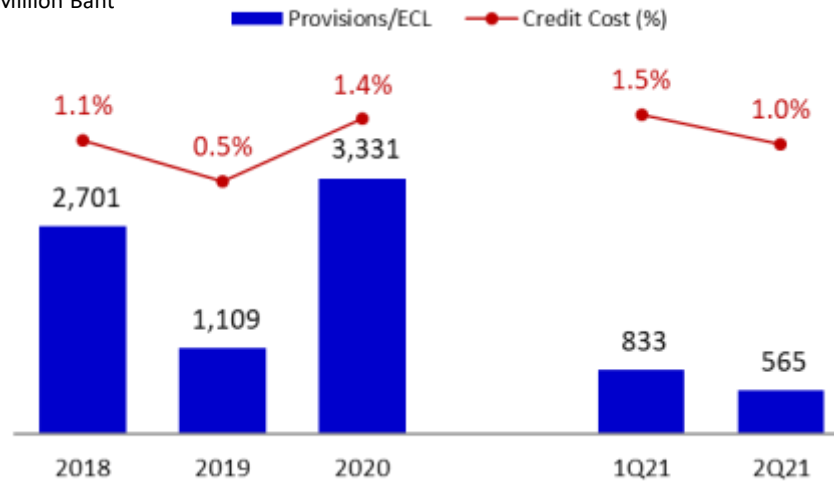


Expected Credit Loss



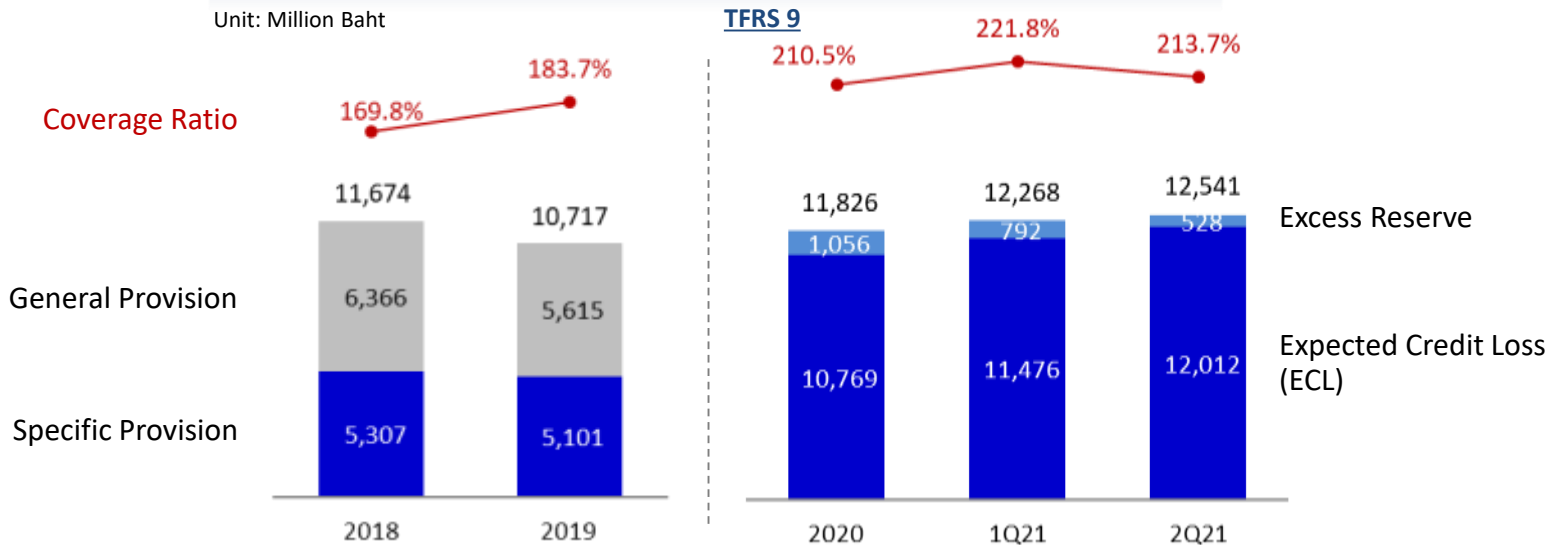
Expected Credit Loss

Unit: Million Baht



Allowance for ECL

Unit: Million Baht



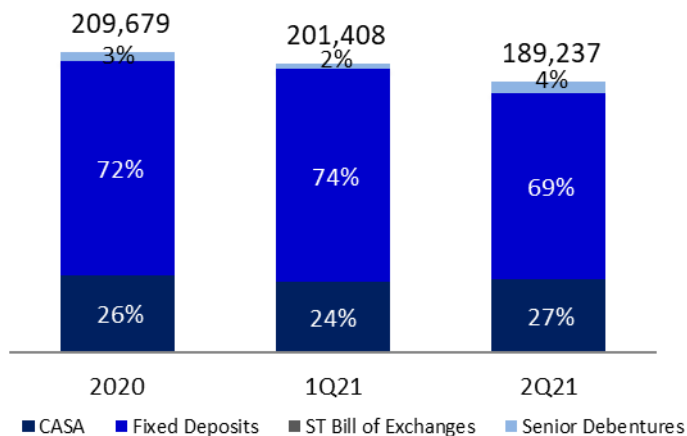
Funding



Total Funding

Unit: Million Baht

-6.0% QoQ
-9.7% YTD



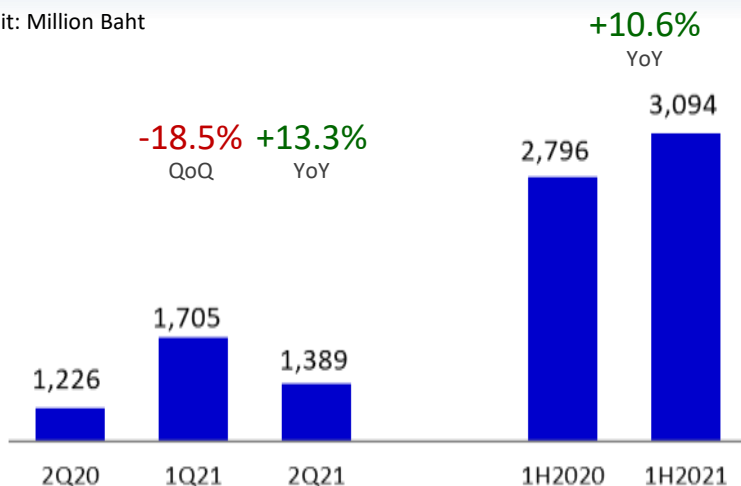
Unit : Million Baht	2020	1Q21	2Q21	% QoQ	% YTD
Current	3,200	2,496	2,731	9.4	(14.7)
Savings	50,320	46,310	47,936	3.5	(4.7)
Fixed Deposits	149,953	149,346	130,383	(12.7)	(13.1)
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	6,169	3,220	8,150	153.1	32.1
Total Deposits & Borrowings	209,679	201,408	189,237	(6.0)	(9.7)
Subordinated Debentures	6,620	6,620	6,620		
% LDR to Total Deposits & Borrowings	107.2	109.6	113.1		

Non-Interest Income



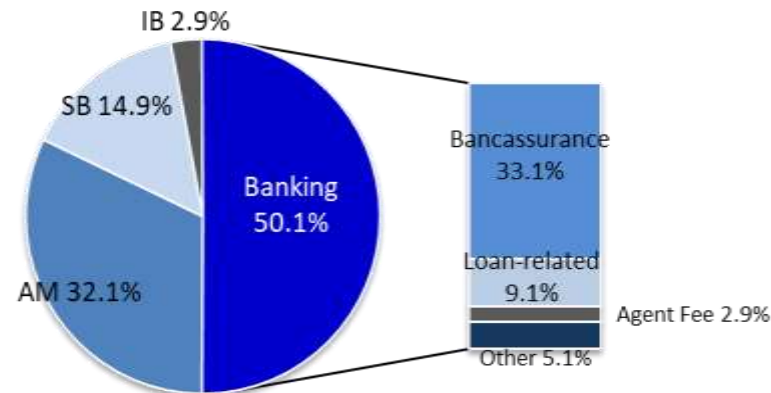
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data for 6M2021



Unit : Million Baht	2Q20	1Q21	2Q21	% QoQ	% YoY	1H2020	1H2021	% YoY
Banking Fee	668	828	723	(12.7)	8.3	1,644	1,551	(5.6)
<i>Bancassurance Fee</i>	412	533	490	(8.0)	19.0	1,091	1,023	(6.2)
<i>Other Banking Fee</i>	256	295	233	(21.1)	(9.0)	553	528	(4.5)
Asset Management Basic Fee	341	551	441	(19.9)	29.4	716	992	38.6
Brokerage Fee	213	239	223	(6.5)	5.0	428	462	7.8
Investment Banking Fee	4	87	1	(98.3)	(67.1)	8	88	958.1
Non-Interest Income from Core Businesses	1,226	1,705	1,389	(18.5)	13.3	2,796	3,094	10.6
Gain (Loss) on Financial Instruments	64	316	257	(18.8)	302.9	(22)	573	n.a.
Share of Profit from Subsidiaries	17	13	11	(18.0)	(37.9)	33	24	(27.2)
Dividend Income	3	37	13	(65.6)	360.3	34	50	47.3
AM Performance Fee	3	5	3	(26.3)	29.9	3	8	136.2
Total Non-Interest Income	1,312	2,076	1,673	(19.4)	27.5	2,841	3,741	31.6

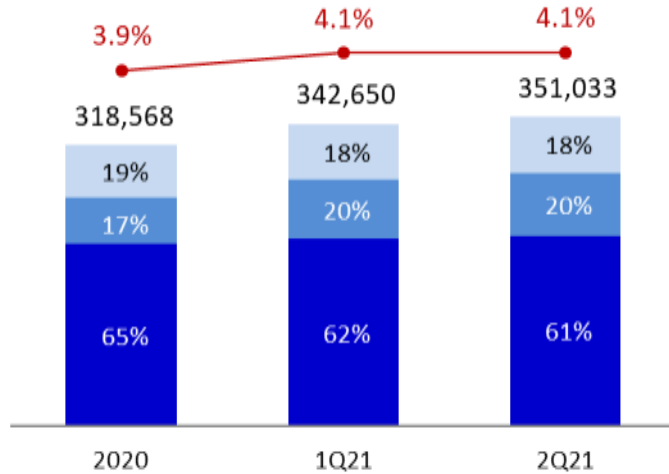
Asset Management Business



Assets Under Management

Unit: Million Baht

+2.4% QoQ
+10.2% YTD

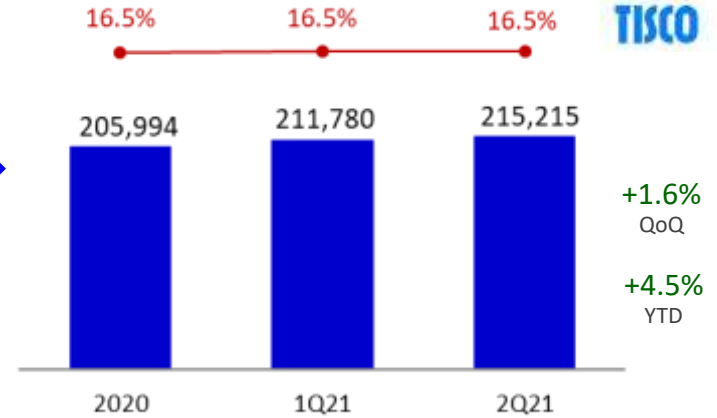


Provident Fund Mutual Fund Private Fund Market Share (%)

Rank #8

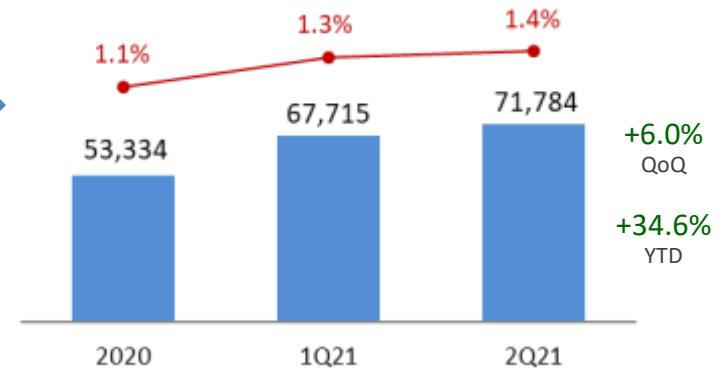
Rank #1

Provident Fund



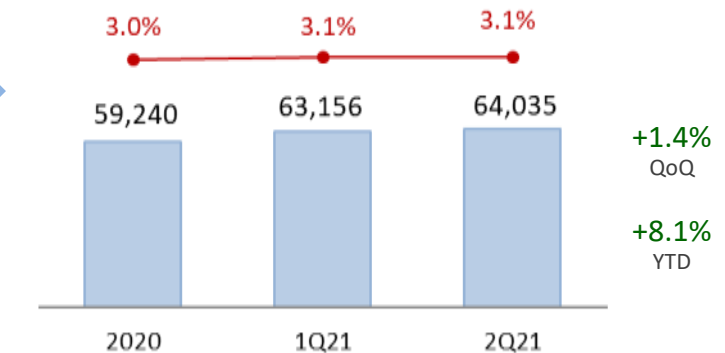
Rank #13

Mutual Fund



Rank #6

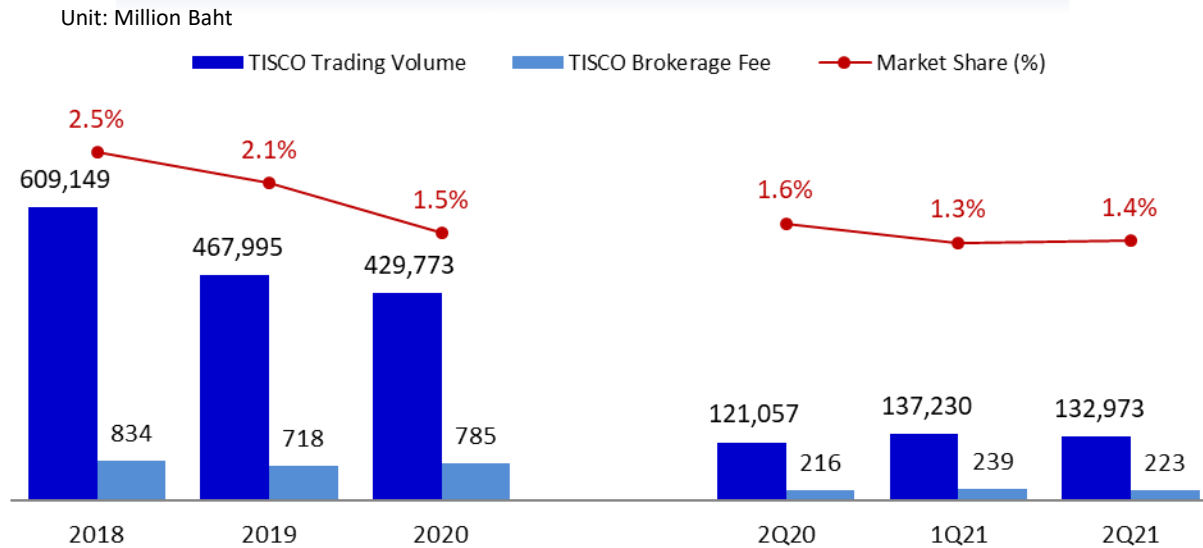
Private Fund



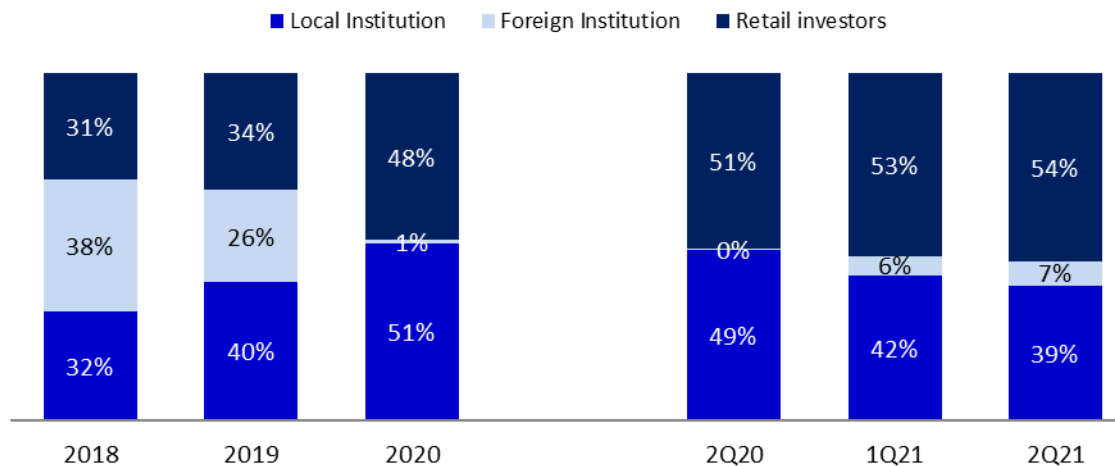
Brokerage Business



TISCO Trading Volume & Market Share



Trading Volume by Customers



Operating Expenses

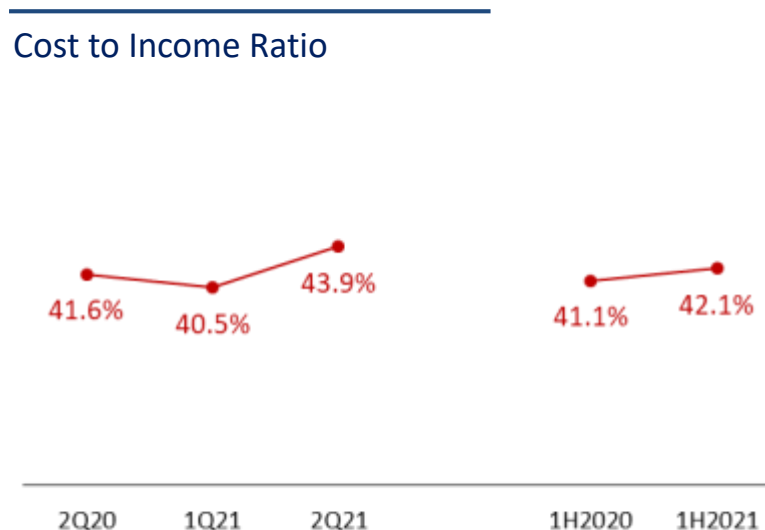


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



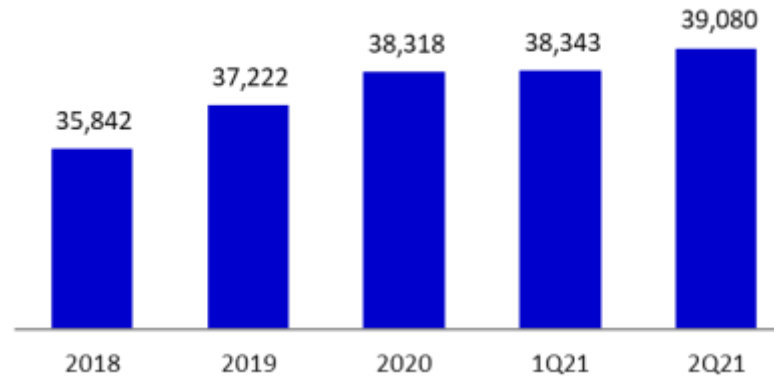
Unit : Million Baht	2Q20	1Q21	2Q21	% QoQ	% YoY	1H2020	1H2021	% YoY
Employee Expenses	1,153	1,452	1,422	(2.1)	23.3	2,492	2,875	15.3
Premises & Equipment Expenses	322	317	353	11.5	9.8	643	670	4.2
Taxes & Duties	69	66	59	(9.9)	(13.6)	147	125	(14.9)
Other Expenses	271	229	235	2.6	(13.2)	527	464	(11.8)
Total Operating Expenses	1,815	2,065	2,070	0.3	14.1	3,810	4,135	8.5

Capital Adequacy

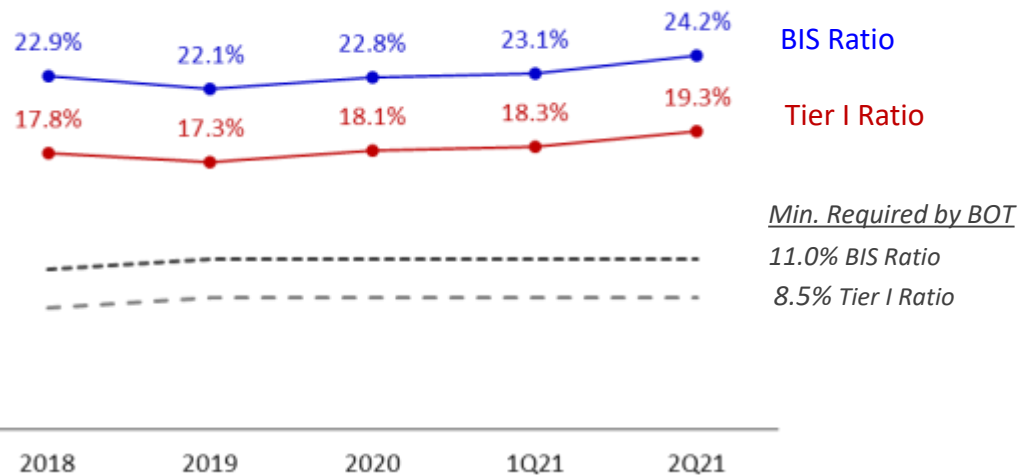


Capital Base of TISCO Bank

Unit: Million Baht



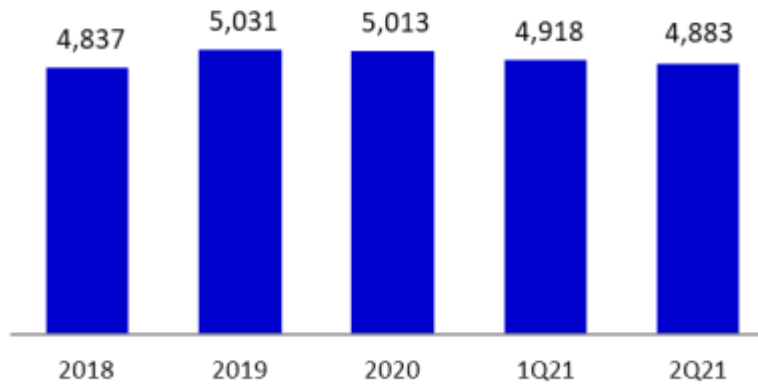
Capital Adequacy Ratio



Employees and Branch Network

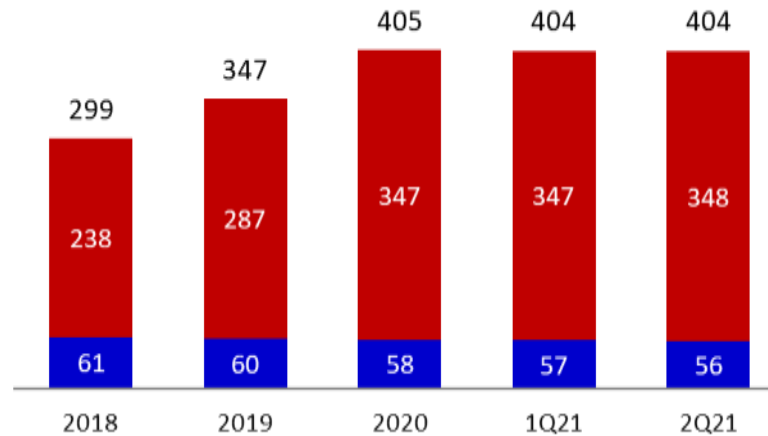


Total Employees



Employees

Total Branch Network



Somwang Loan Offices



Bank Branches





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