

TISCO Financial Group Public Co., Ltd.

Analyst Meeting Q4/2008



Shareholders



Clients



Staff



Society



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I. New Group Structure

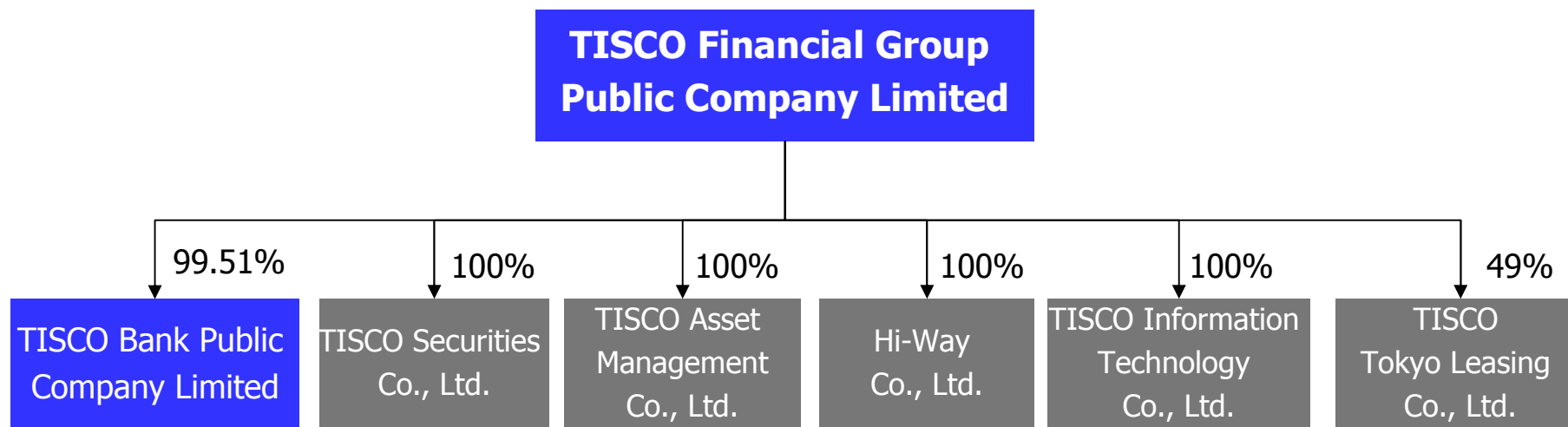
II. Operational Updates

III. Financial Performance 4Q08

IV. Q&A



New TISCO Group Structure



I. New Group Structure

II. Operational Updates

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IV. Q&A



New Products & Services 2008



Super Savings Account

- min deposit 100,000 baht
- interest rate of 2.4%
- upto 2 withdrawals/mth

TIP Savings Deposit

- tax shield (T)
- interest rate (I) + 1.25%
- personal accident protection (P)

One-million Fixed Deposit

- 8 months, special I/R 3%
- 1 year, special I/R 3.4%

Fixed Deposit with Health Insurance



Auto Loan Protection Plus (ALP+)



Mutual funds launched

- TISCO New Zealand Bond Fund #1- #4
- TISCO Australia Bond Fund #2 - #3
- TISCO Asia Pacific Trigger 15% Fund #1 - #2
- TISCO Agriculture Euro Fund
- TISCO Gold Link Fund #1 - #3
- TISCO Korea Bond Fund #1 - #2
- TISCO Sovereign Bond Fund #1 - #2
- TISCO Strategic Fund
- TISCO Special Plus Fund
- TISCO China Link Fund #3



Down Payment Savings

- for hire purchase customers
- no down payment
- using principal as collateral

Auto Savings

- min deposit 5,000 baht/mth,
- special I/R for saving a/c
- discount rate for hire purchase



TISCO Purse

Electronic Money ATM (e-TM)

ATM Machine for non cash transactions

Special Savings 4%



TISCOAsset E-Trade
Call Center 0 2633 7777



TISCO Call Center
02 633 6000

Awards & Recognitions 2008



SET Awards 2008 -
"Top Corporate Governance Report"



Best Bank in Thai Baht
Corporate Bonds 2008
By The Asset Magazine



Best Managed Company
For Thailand Best Mid-Cap
By FinanceAsia



ThaiBMA Best Bond Awards 2007
For Best Dealer Compliance
by The Thai Bond Market Association



TISCO & AIA
Celebrate ALP Production
100,000 cases

Employee & New Branches 2008



No. of Employee & Branches

	2007	3Q08	4Q08
No. of Employee	2,347	2,590	2,662
No. of Branch	27	30	34
- Bangkok *	8	9	12
- Upcountry	19	21	22

* Including Head Office branch



New Branch #28 - "Krabi"



New Branch #29 - "Surin"



New Branch #30 - "Samutsakorn"



New Branch #31 - "UTCC"



New Branch #32 - "Pakin Building"



New Branch #33 - "Central - Chaeng Wattana"

I. New Group Structure

II. Operational Updates

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Consolidated Financial Summary



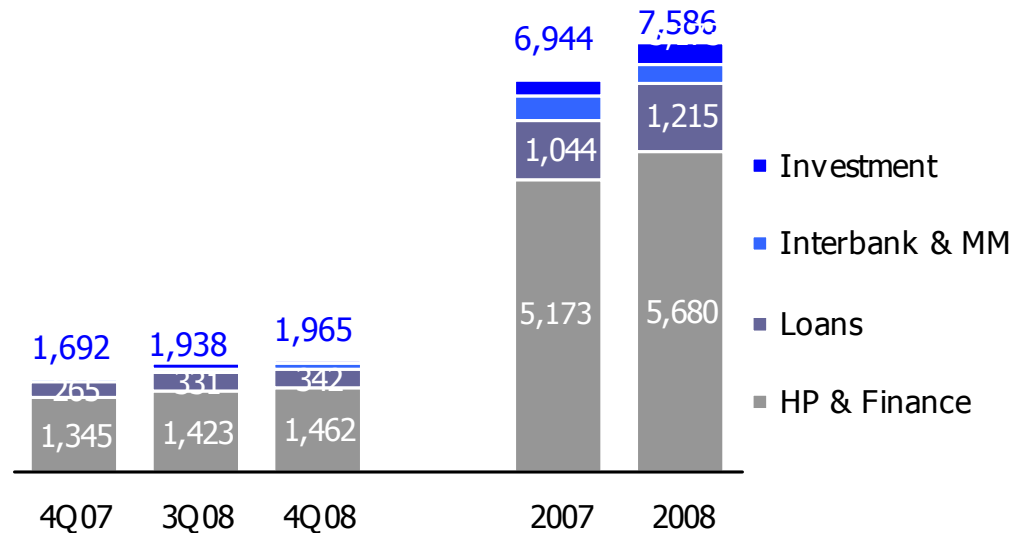
Unit: Million Baht	4Q07	3Q08	4Q08	%QoQ	%YoY	2007	2008	%YoY
Interest income	1,692	1,938	1,965	1.4	16.2	6,944	7,586	9.2
Interest expense	(730)	(890)	(976)	9.7	33.6	(3,456)	(3,424)	(0.9)
Net interest income	962	1,048	989	(5.6)	2.9	3,488	4,162	19.3
Non-interest income	584	593	602	1.5	3.1	2,046	2,357	15.2
Trading income	111	6	(352)	(5,711.3)	(417.9)	398	(223)	(155.9)
Operating expense	(844)	(755)	(838)	11.0	(0.7)	(2,947)	(3,234)	9.7
PPOP	846	883	475	(46.2)	(43.9)	3,008	3,136	4.3
Provisions	(256)	(331)	(214)	(35.3)	(16.2)	(719)	(1,055)	46.6
Pre-tax profit	590	552	261	(52.8)	(55.8)	2,289	2,082	(9.0)
Income tax	(173)	(154)	132	(185.5)	(176.3)	(638)	(361)	(43.4)
Net income	417	398	392	(1.3)	(5.8)	1,651	1,721	4.2

Interest Income

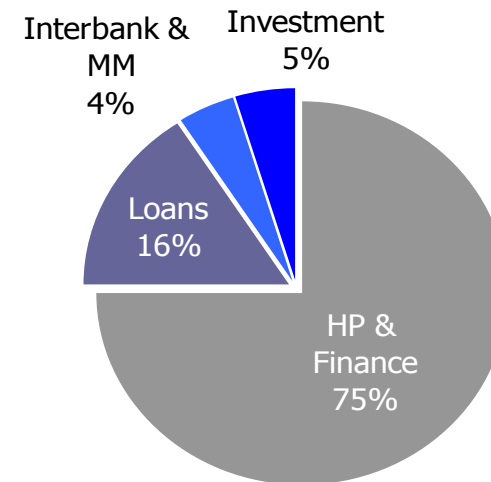


Interest Income Performance

Unit: Million Baht



2008 Interest Income Breakdown



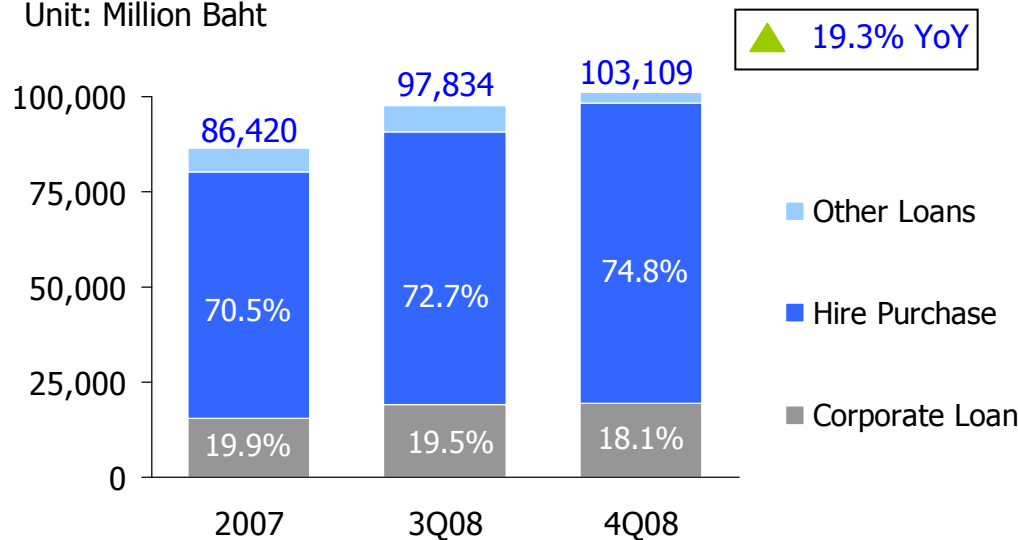
Unit: Million Baht	4Q07	3Q08	4Q08	% QoQ	% YoY	2007	2008	% YoY
HP & fin lease	1,345	1,423	1,462	2.7	8.7	5,173	5,680	9.8
Loans	265	331	342	3.3	29.1	1,044	1,215	16.3
Interbank & MM	48	84	102	21.4	113.9	442	334	(24.4)
Investment	34	100	58	(42.0)	69.8	285	357	25.3
Total	1,692	1,938	1,965	1.4	16.2	6,944	7,586	9.2

Loan Portfolio

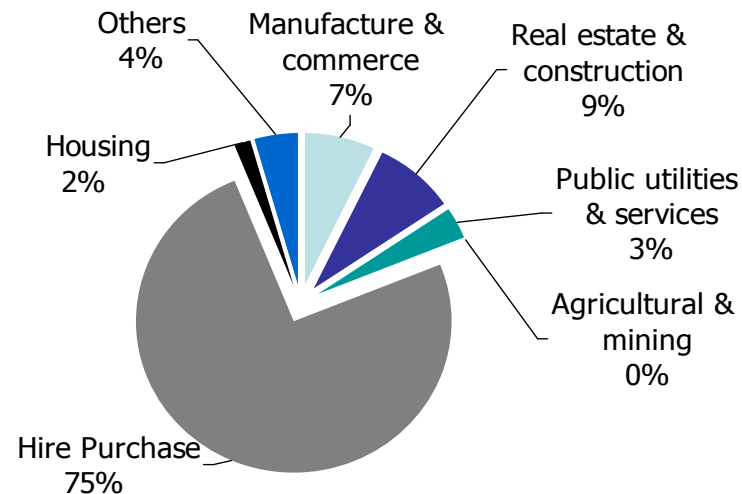


Strong Loan Growth

Unit: Million Baht

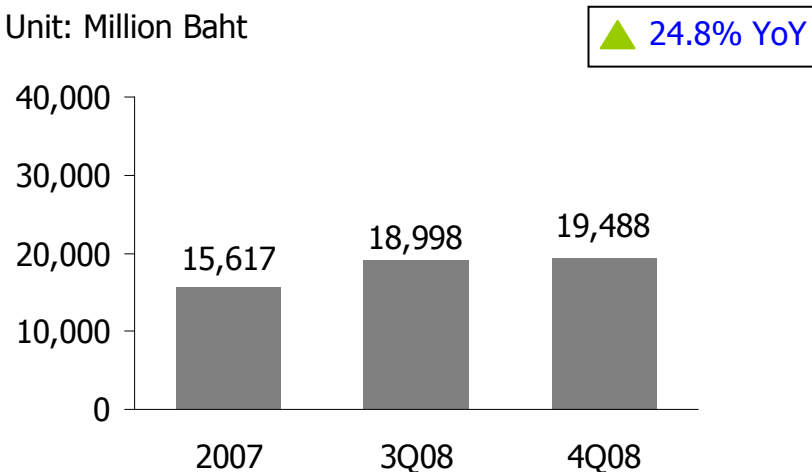


Loan Breakdown by Industry



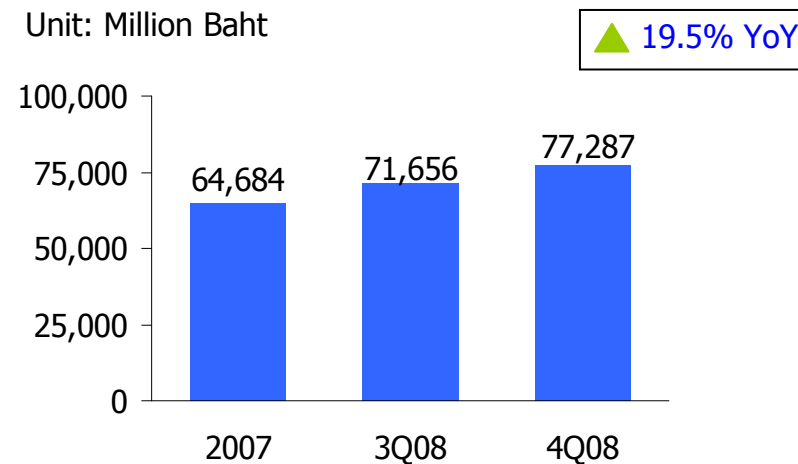
Corporate Lending

Unit: Million Baht



Hire Purchase Lending

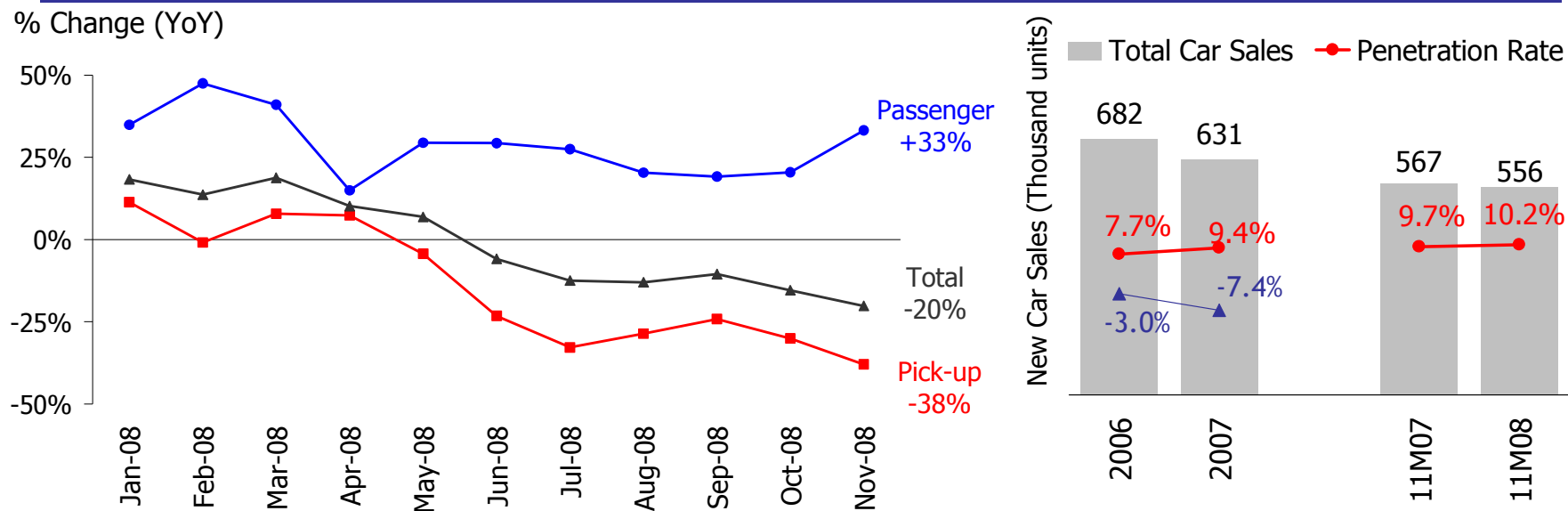
Unit: Million Baht



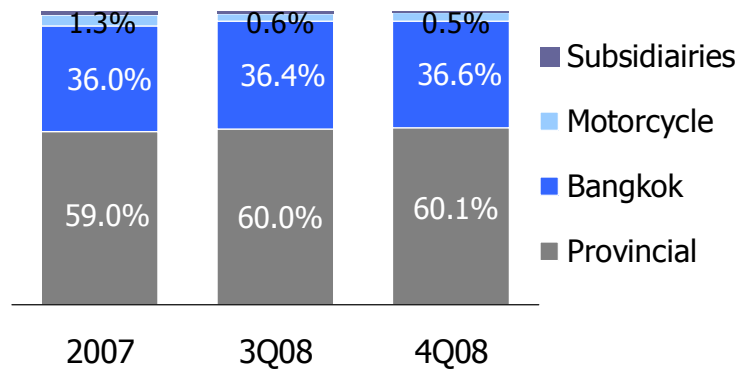
Hire Purchase Business



Industry New Car Sales & TISCO Penetration Rate



Hire Purchase Portfolio Breakdown

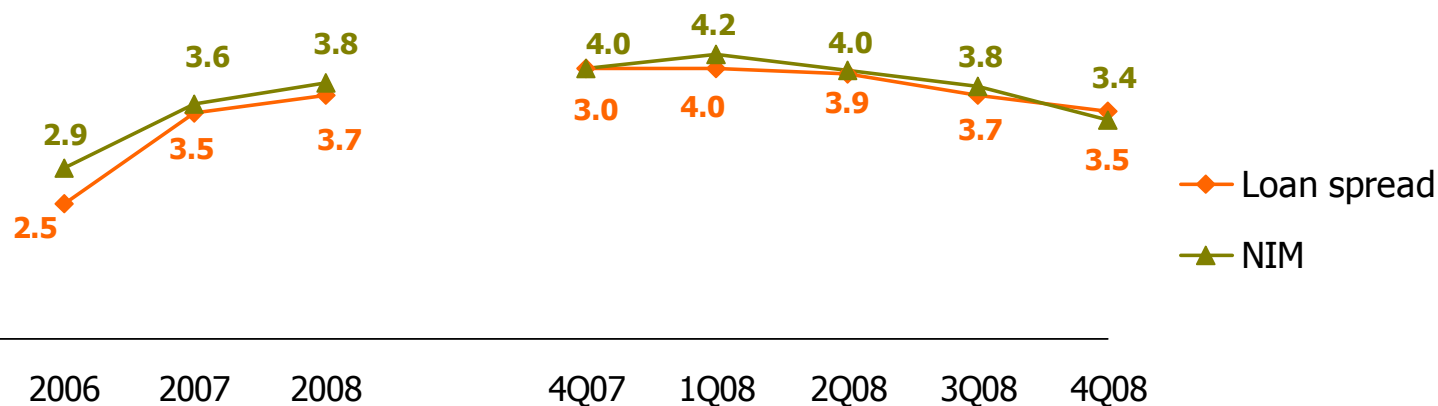


% Outstanding	2007	3Q08	4Q08
New car	82.7	82.0	81.0
Used car	17.3	18.0	19.0
Running rate (%) (Used car: Total new HP)	20.2	23.1	20.9

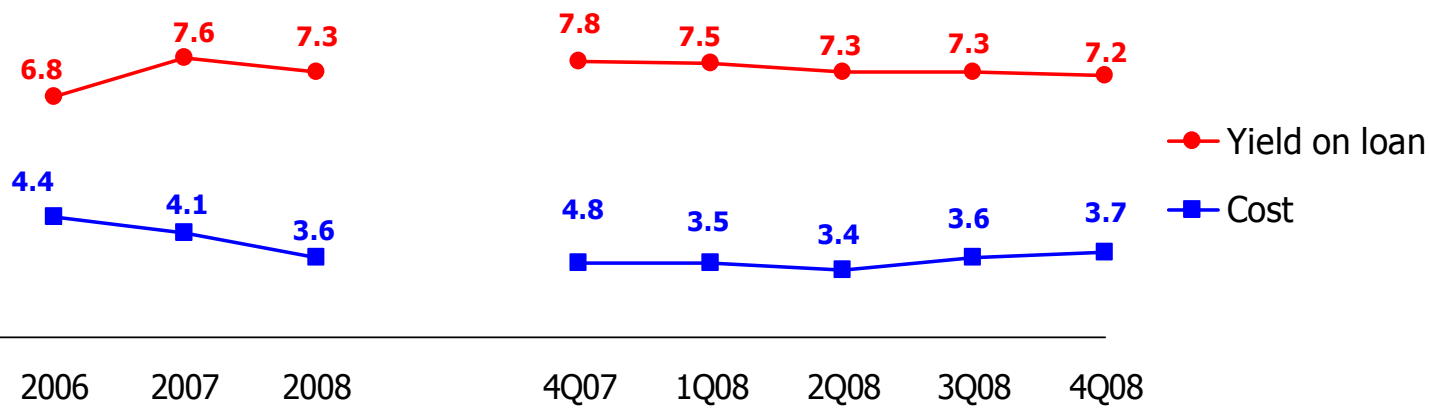
Net Interest Margins



% NIM and Loan Spread



% Yield on Loans and Cost of Funds

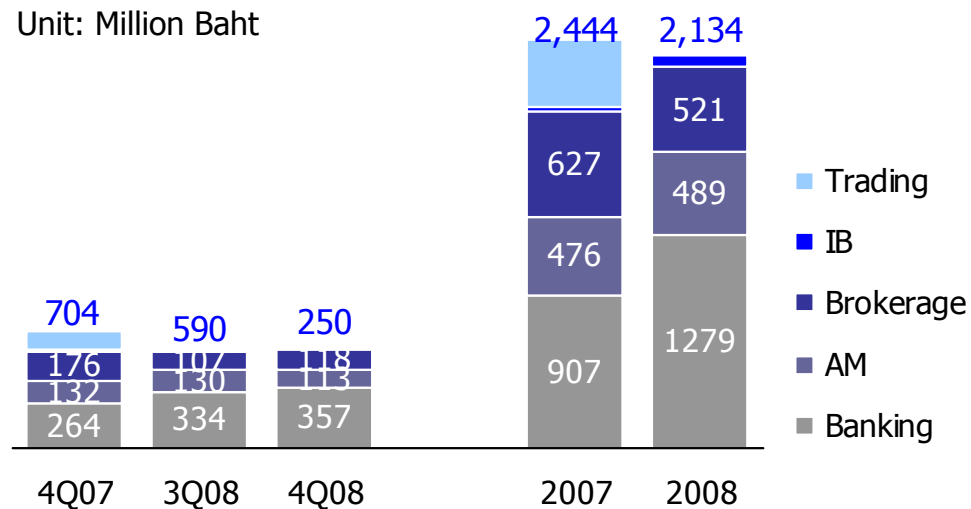


Non-Interest Income

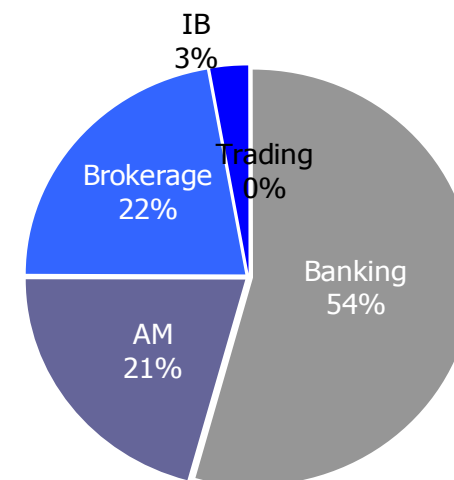


Non-Interest Income Performance

Unit: Million Baht



2008 Non-Interest Income Breakdown



Unit: Million Baht	4Q07	3Q08	4Q08	% QoQ	% YoY	2007	2008	% YoY
Banking fee	264	334	357	6.6	35.2	907	1,279	41.1
AM fee	132	130	113	(13.1)	(14.8)	476	489	2.9
Brokerage fee	176	107	118	10.3	(33.0)	627	521	(16.9)
IB fee	21	13	15	17.0	(29.5)	37	67	81.9
Total	593	584	602	3.1	1.5	2,046	2,357	15.2
Trading	111	6	(352)	(5,711.3)	(417.9)	398	(223)	(155.9)
Total Fee Income	704	590	250	(57.7)	(64.5)	2,444	2,134	(12.7)

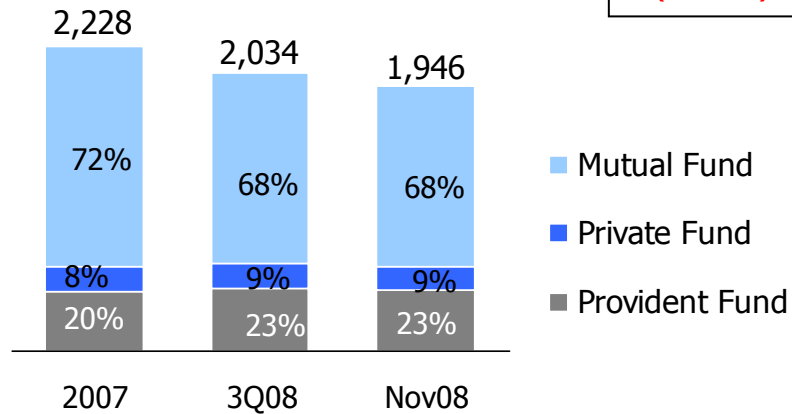
Asset Management Business



Market NAV

Unit: Billion Baht

▼ (12.7%) YTD

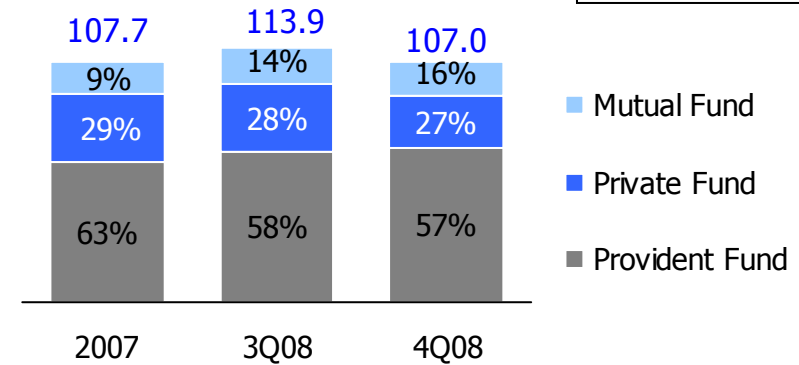


TISCO Asset Under Management

Unit: Billion Baht

▼ (0.7%) YoY

Rank #8



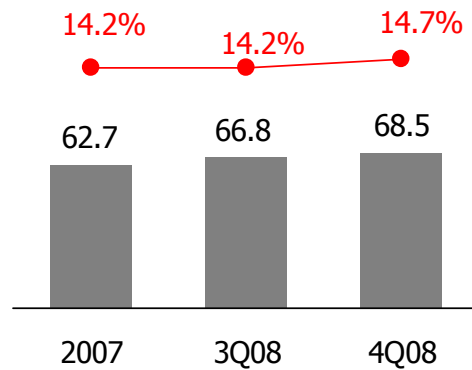
Market Share & Ranking by Fund Type

Provident Fund

▲ 9.3%YoY

Rank #1

Unit: Billion Baht

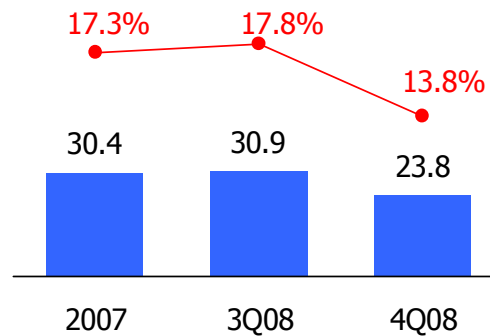


Private Fund

▼ (21.6) YoY

Rank #3

Unit: Billion Baht

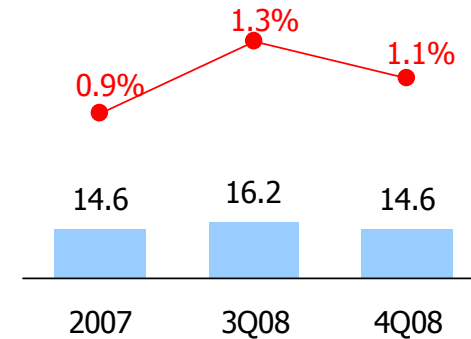


Mutual Fund

▼ (0.1%) YoY

Rank #15

Unit: Billion Baht

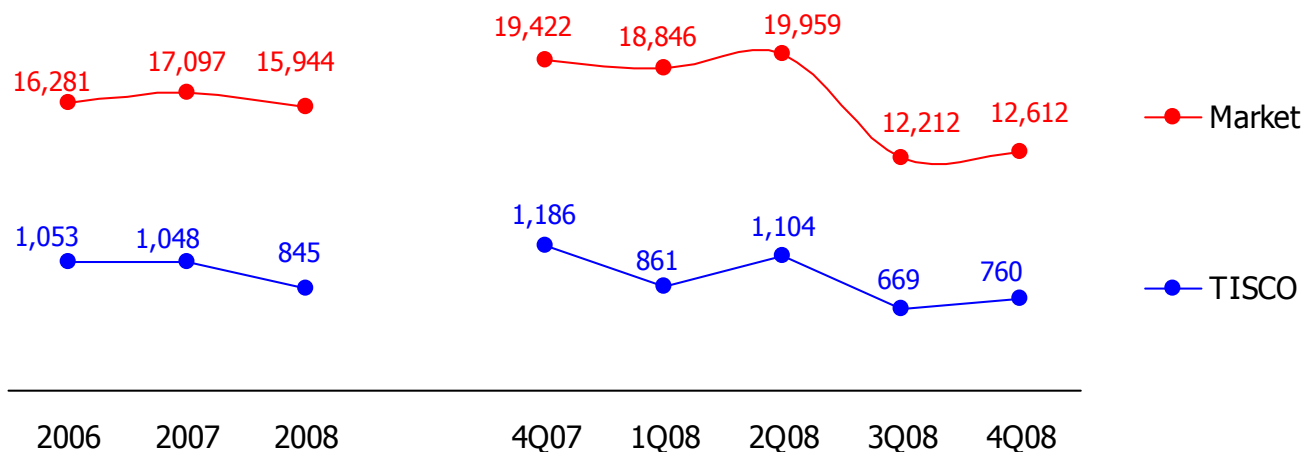


Brokerage Business



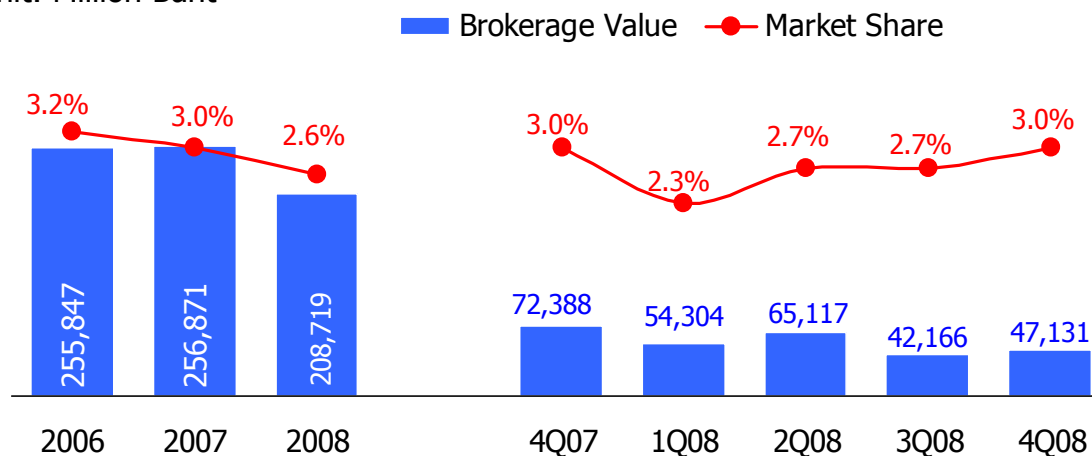
Average Daily Trading Volume

Unit: Million Baht



TISCO - Brokerage Value & Market Share

Unit: Million Baht



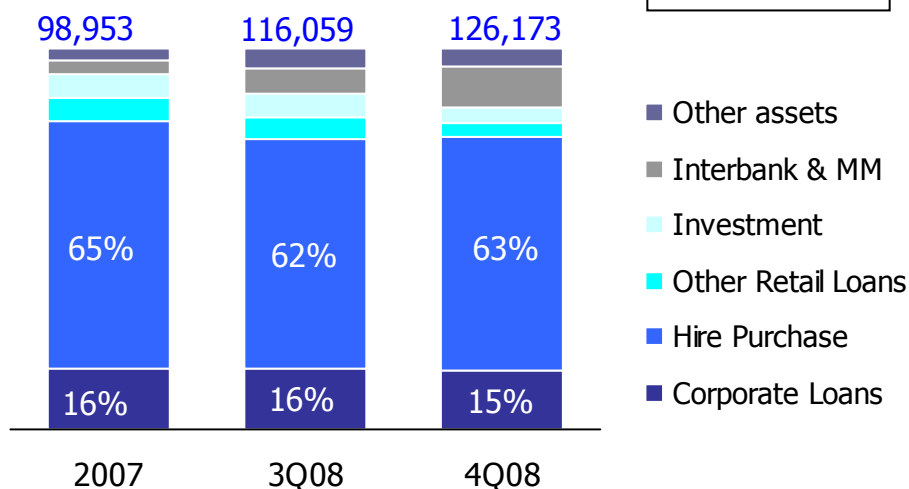
Balance Sheet



Assets Mix

Unit: Million Baht

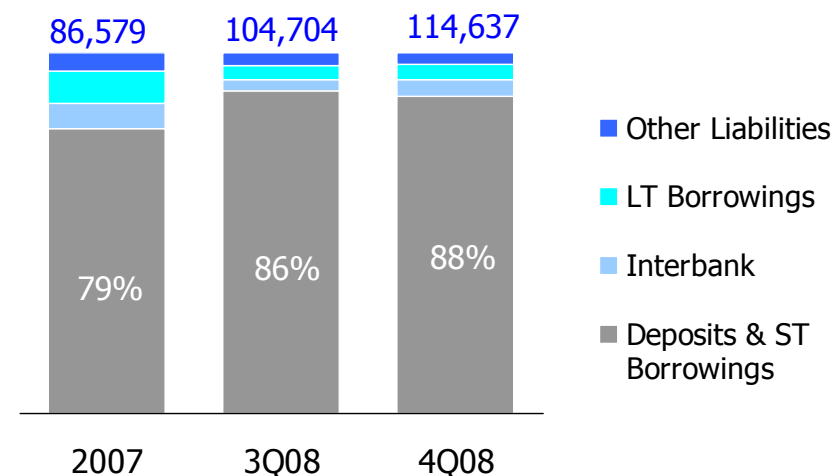
▲ 27.5% YoY



Liabilities Mix

Unit: Million Baht

▲ 32.4% YoY



Unit: Million Baht	2007	3Q08	4Q08	%YoY
Corporate loans	15,617	18,998	19,488	24.8
Hire Purchase	64,684	71,659	78,993	18.7
Other loans	6,119	4,177	4,629	9.4
Allowance	(2,806)	(2,950)	(1,855)	(33.9)
Investment	5,781	6,919	5,355	(7.4)
Interbank & MM	1,050	8,423	13,591	1,194.2
Other assets	8,508	5,834	5,972	(29.8)
Total Assets	98,953	116,059	126,173	27.5

Unit: Million Baht	2007	3Q08	4Q08	%YoY
Deposits & ST borrowings	68,459	93,566	100,591	46.9
Interbank & MM	5,852	3,260	5,728	(2.1)
LT borrowings	8,005	4,408	4,899	(38.8)
Other liabilities	4,263	3,471	3,419	(19.8)
Total Liabilities	86,579	104,704	114,637	32.4
Minority interest	-	-	118	n/a
Total Equity	12,374	11,355	11,536	(6.7)

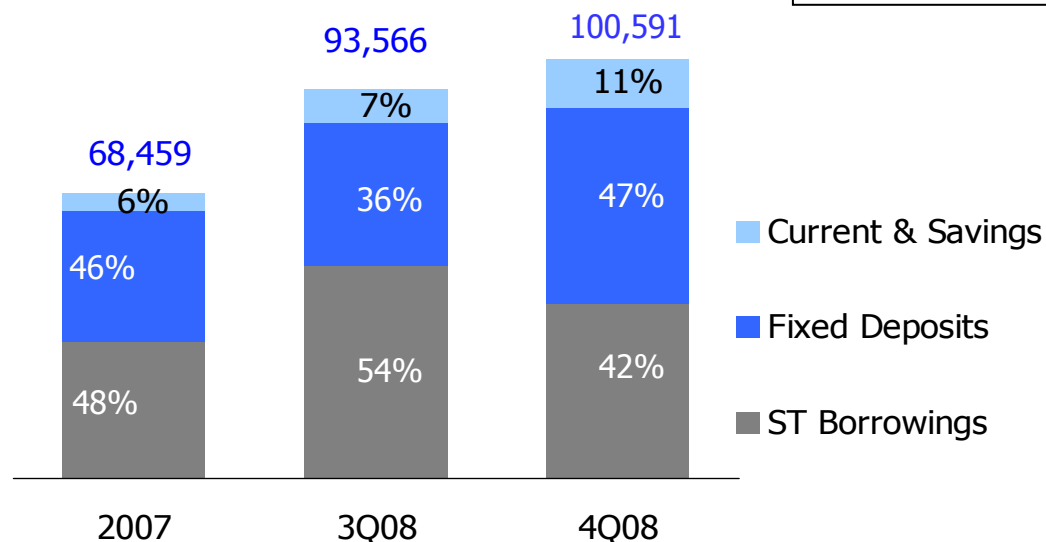
Deposits and ST Borrowings



Deposits & ST Borrowings Breakdown

Unit: Million Baht

▲ 46.9% YoY



Unit: Million Baht	2007	3Q08	4Q08	%YoY
Current	2,089	3,844	6,414	207.0
Savings	2,158	4,361	5,140	138.2
Fixed Deposits	31,467	34,456	47,268	50.2
ST Borrowings	32,745	50,905	41,768	27.6
TOTAL	68,459	93,566	100,591	46.9

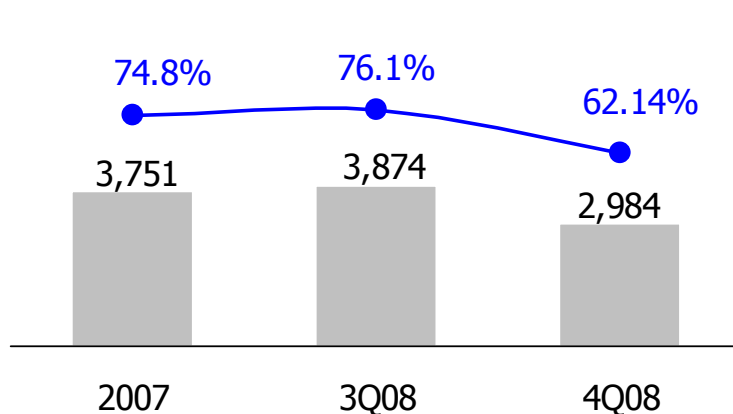
Assets Quality



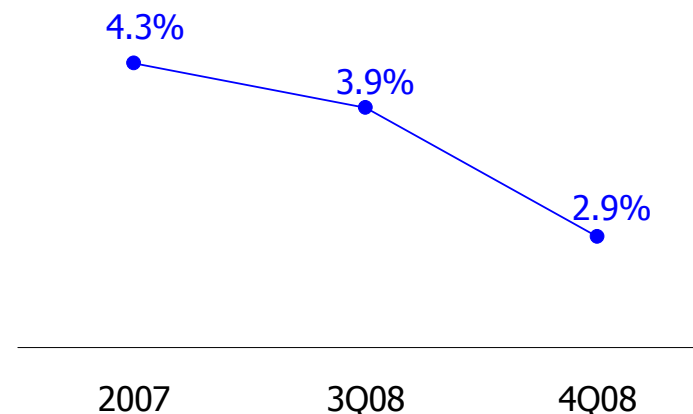
Assets Quality

Unit: Million Baht

■ NPL ● Coverage Ratio



NPL Ratio (%)



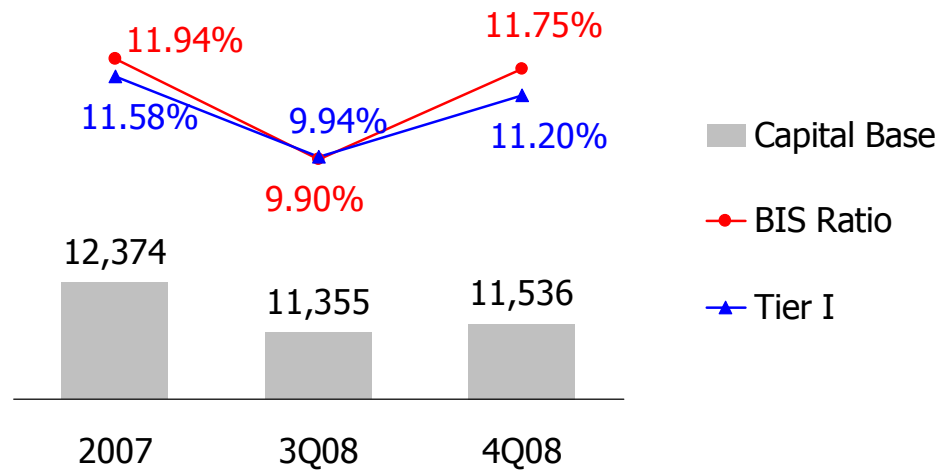
NPL by Loan Type (Million Baht)	2007		3Q08		4Q08	
	2007	%NPL	3Q08	%NPL	4Q08	%NPL
Corporate	1,186	7.6	1,212	6.4	606	3.1
Hire Purchase	1,413	2.2	1,654	2.3	1,720	2.2
Mortgage	229	12.1	217	12.2	188	11.0
Others	923	16.4	791	13.5	470	8.9
TOTAL NPL	3,751	4.3	3,874	3.9	2,984	2.9
Coverage Ratio	74.8		76.1		62.1	

Risk-Based Capital Adequacy



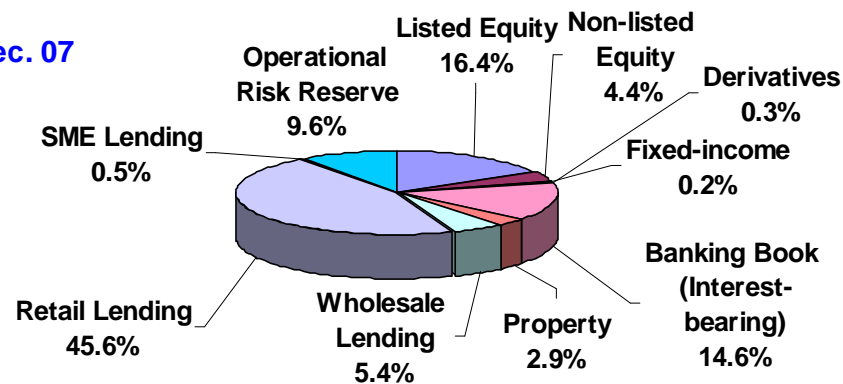
Capital Adequacy Ratio

Unit: Million Baht

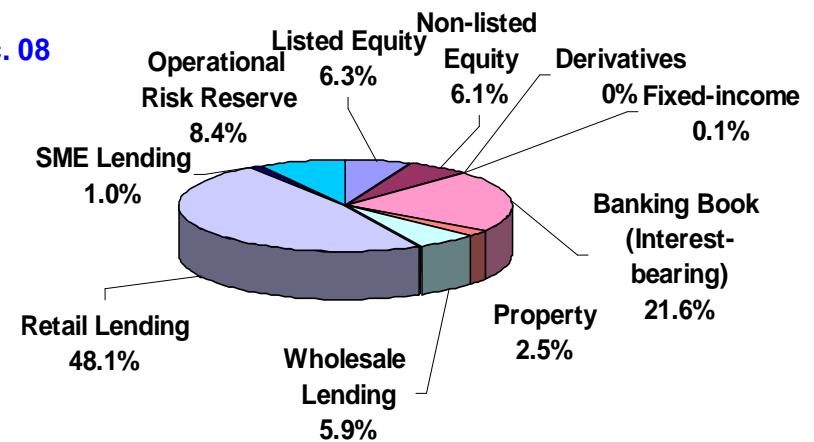


Risk-Based Capital Breakdown

Dec. 07



Dec. 08



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