

TISCO

TISCO Financial Group Public Co., Ltd.

Analyst Meeting 2Q2017

July 12, 2017



Consolidated Income Statements

Unit : Million Baht	2Q16	1Q17	2Q17	% QoQ	% YoY	1H2016	1H2017	% YoY
Interest Income	3,991	3,925	3,928	0.1	(1.6)	8,058	7,853	(2.5)
Interest Expenses	(1,300)	(1,161)	(1,167)	0.5	(10.2)	(2,675)	(2,329)	(12.9)
Net Interest Income	2,691	2,764	2,761	(0.1)	2.6	5,383	5,525	2.6
Fee & Service Income	1,237	1,512	1,350	(10.7)	9.1	2,576	2,862	11.1
Fee & Service Expenses	(53)	(61)	(54)	(11.5)	1.7	(111)	(114)	3.4
Other Operating Income*	154	185	172	(7.1)	11.9	294	357	21.3
Total Non-Interest Income	1,338	1,636	1,468	(10.3)	9.7	2,760	3,104	12.5
Total Income	4,029	4,400	4,229	(3.9)	5.0	8,142	8,629	6.0
Operating Expenses*	(1,605)	(1,798)	(1,808)	0.6	12.7	(3,171)	(3,606)	13.7
PPOP	2,424	2,602	2,420	(7.0)	(0.1)	4,971	5,022	1.0
Provisions	(926)	(753)	(542)	(28.0)	(41.4)	(1,907)	(1,295)	(32.1)
Pre-tax Profit	1,498	1,850	1,878	1.5	25.4	3,064	3,728	21.7
Income Tax	(289)	(351)	(370)	5.4	28.0	(598)	(721)	20.5
Net Profit	1,208	1,491	1,505	1.0	24.6	2,463	2,996	21.7
EPS (Baht)	1.51	1.86	1.88			3.08	3.74	
ROAE (%)	16.7	18.6	18.8			17.4	19.1	

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



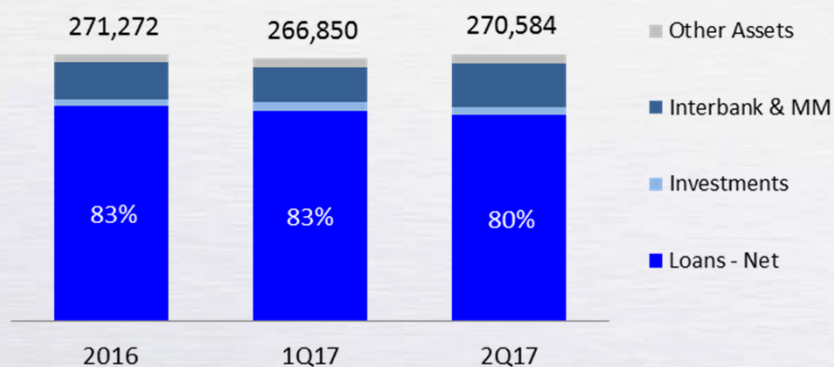
Assets and Liabilities

Assets

Unit: Million Baht

▲ 1.4% QoQ

▼ 0.3% YTD



Unit : Million Baht	2016	1Q17	2Q17	% QoQ	% YTD
Loans - Net	224,934	220,523	216,149	(2.0)	(3.9)
Allowance	(7,984)	(8,560)	(8,963)	4.7	12.3
Investments	7,632	9,236	7,865	(14.8)	3.1
Interbank & MM	38,067	36,466	46,118	26.5	21.1
Other Assets	8,623	9,186	9,415	2.5	9.2
Total Assets	271,272	266,850	270,584	1.4	(0.3)

Liabilities

Unit: Million Baht

▲ 2.2% QoQ

▼ 0.4% YTD



Unit : Million Baht	2016	1Q17	2Q17	% QoQ	% YTD
Deposits & Borrowings	218,073	211,033	216,670	2.7	(0.6)
Interbank & MM	5,197	5,242	3,918	(25.3)	(24.6)
Debentures	7,323	7,323	7,323	-	-
Other Liabilities	9,354	10,350	11,141	7.6	19.1
Total Liabilities	239,947	233,948	239,052	2.2	(0.4)
Retained Earnings	20,753	22,246	20,847	(6.3)	0.5
Total Equities	31,326	32,903	31,532	(4.2)	0.7

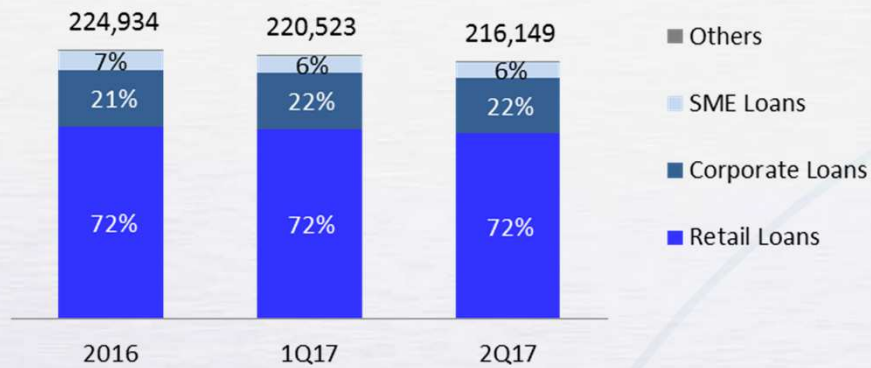


Loan Portfolio

Total Loan Portfolio

Unit: Million Baht

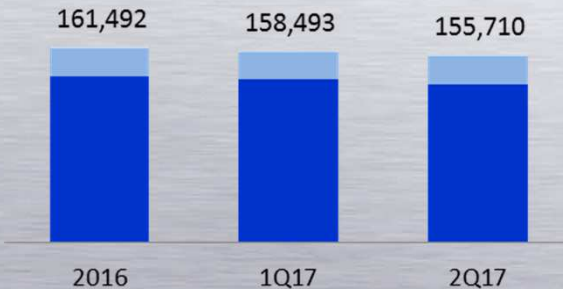
▼ 2.0% QoQ
▼ 3.9% YTD



Retail Loans

Unit: Million Baht

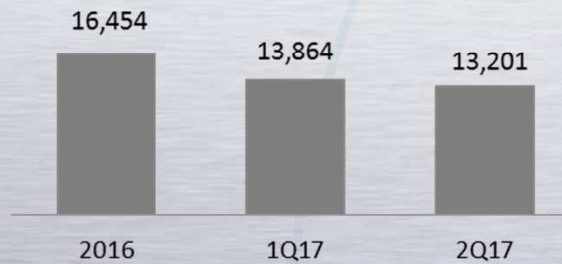
▼ 1.8% QoQ
▼ 3.6% YTD



SME Loans

Unit: Million Baht

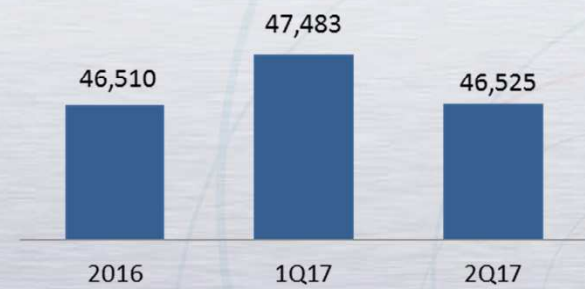
▼ 4.8% QoQ
▼ 19.8% YTD



Corporate Loans

Unit: Million Baht

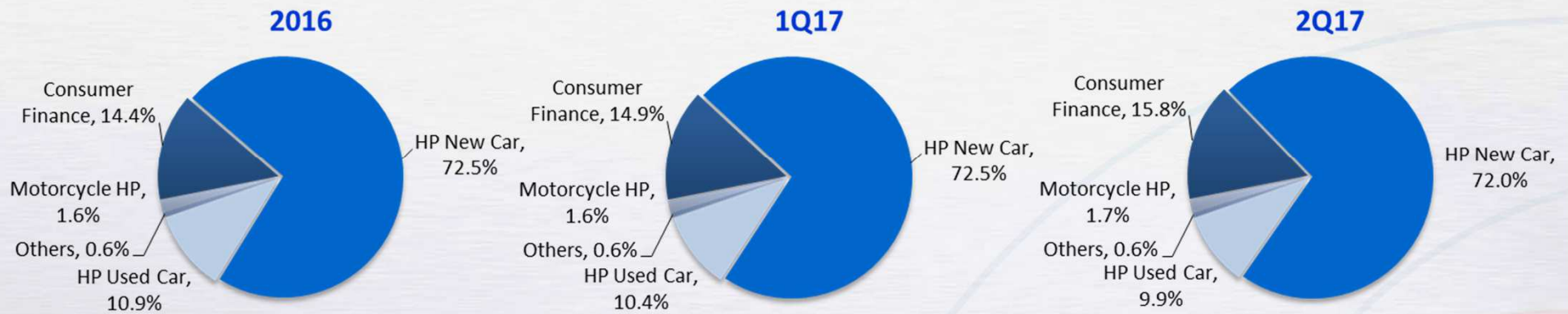
▼ 2.0% QoQ
▲ 0.03% YTD





Retail Loan Portfolio

Retail Loan Breakdown

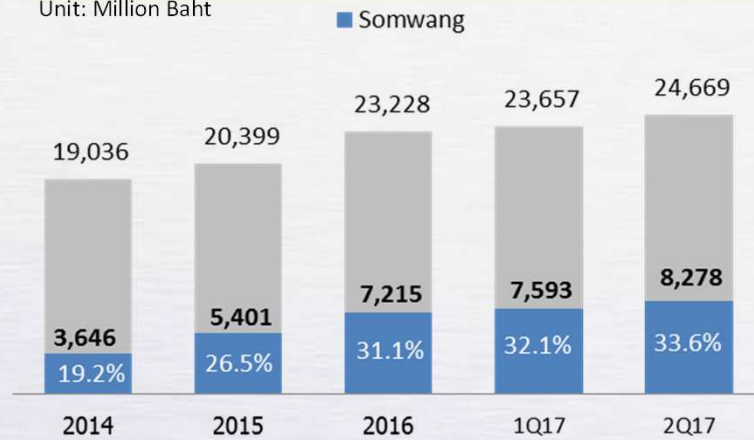




Consumer Finance Loan

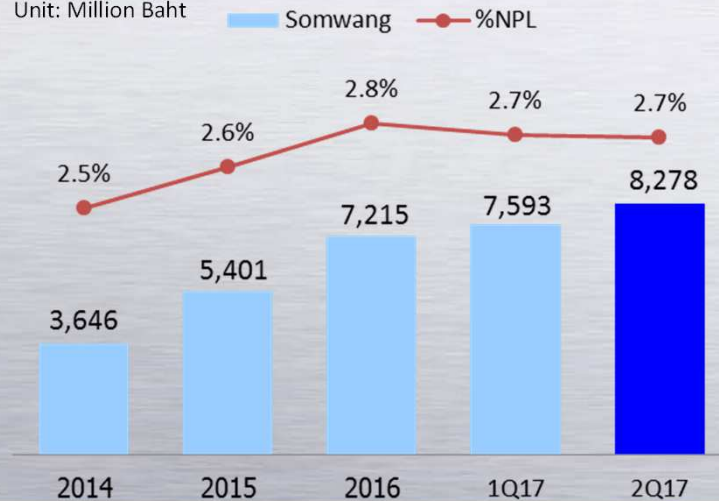
Consumer Finance Loan Outstanding

Unit: Million Baht



Somwang Loan Outstanding

Unit: Million Baht



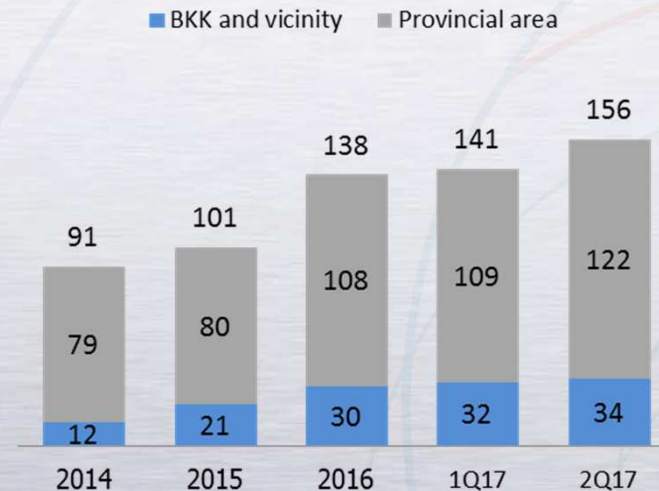
Consumer Finance



Somwang



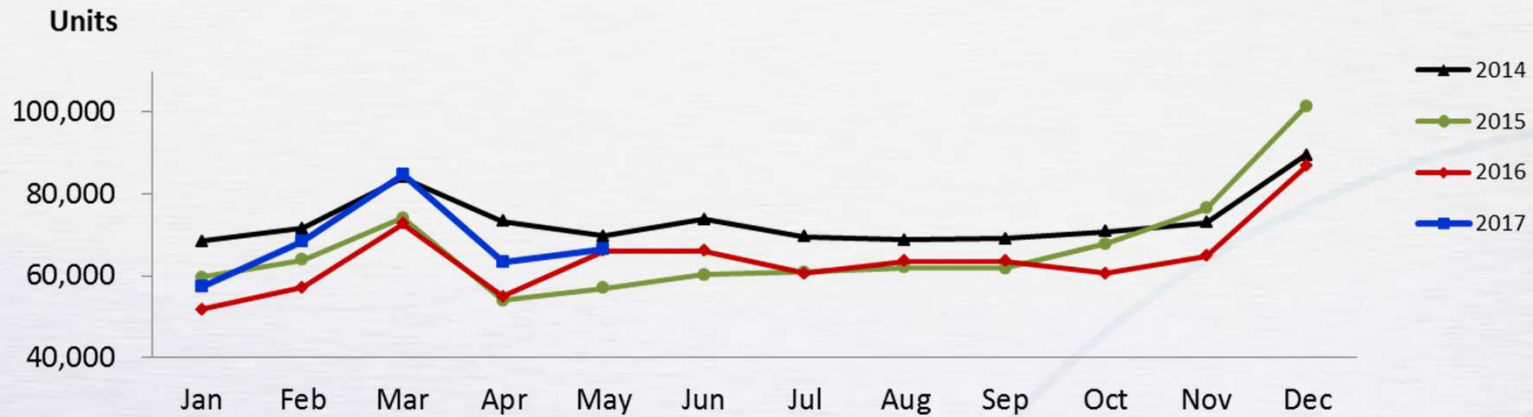
Somwang Branches



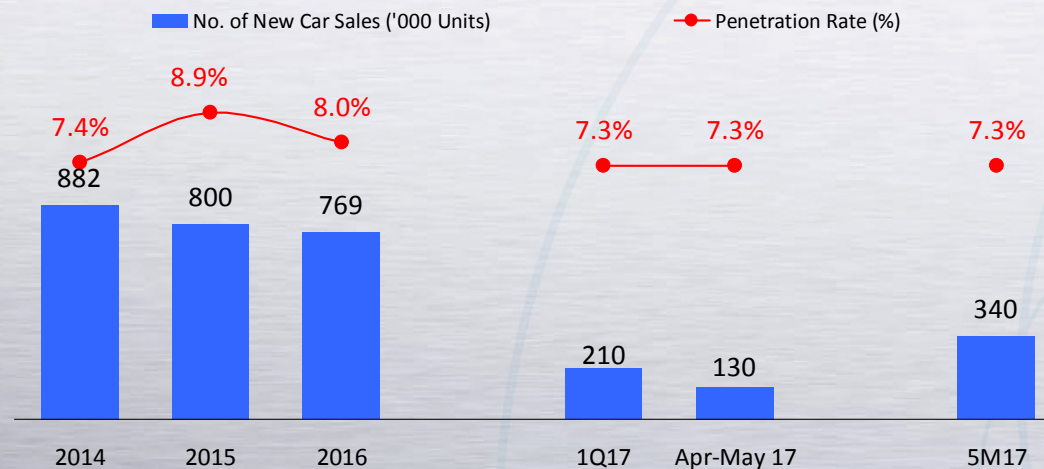


Industry Car Sales and Penetration Rate

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

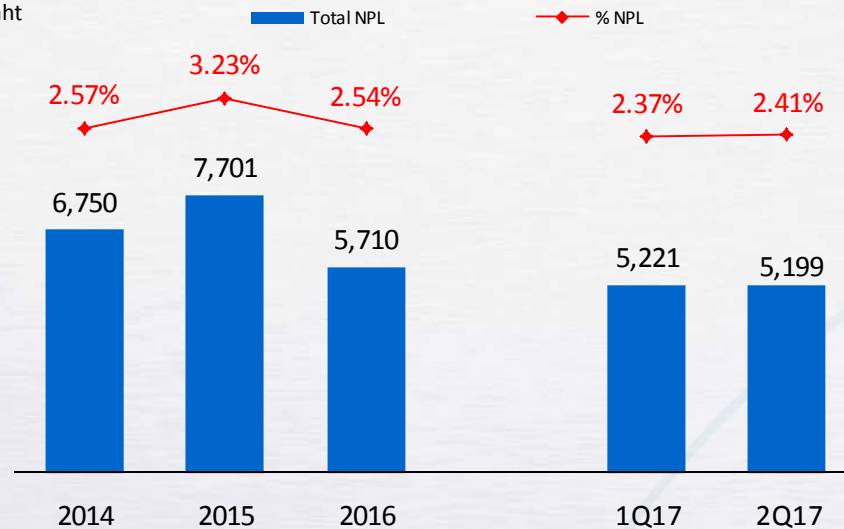




Asset Quality

NPL and NPL Ratio

Unit: Million Baht



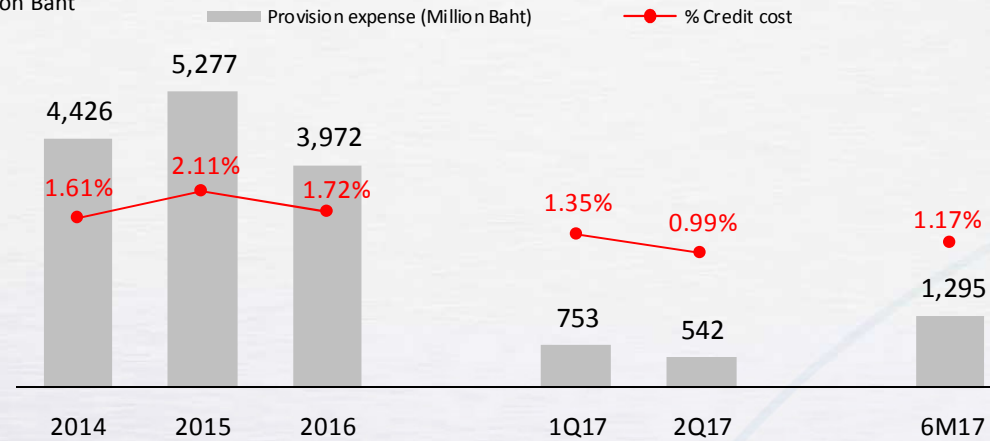
NPL by Loan Type	2016		1Q17		2Q17	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	412	0.9	383	0.8	382	0.8
SME	595	3.6	554	4.0	522	4.0
Hire Purchase	4,043	2.9	3,637	2.7	3,618	2.8
Mortgage	91	9.3	83	8.8	87	9.4
Others	569	2.4	564	2.3	592	2.3
Total NPL	5,710	2.54	5,221	2.37	5,199	2.41



Provisions

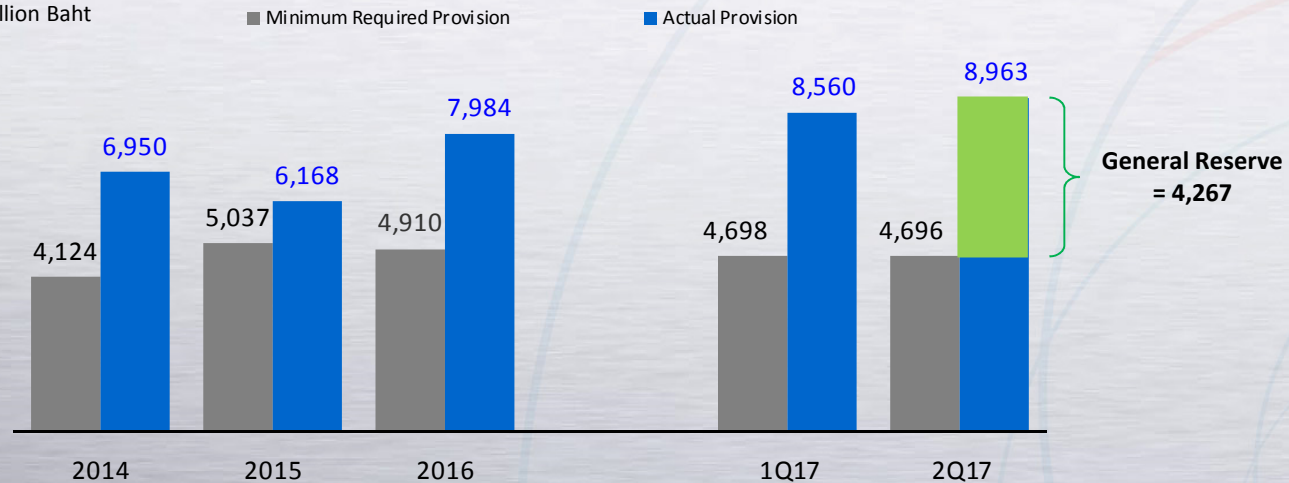
Provision Expense and Credit Cost

Unit: Million Baht



Minimum Required Provision vs Actual Provision

Unit: Million Baht



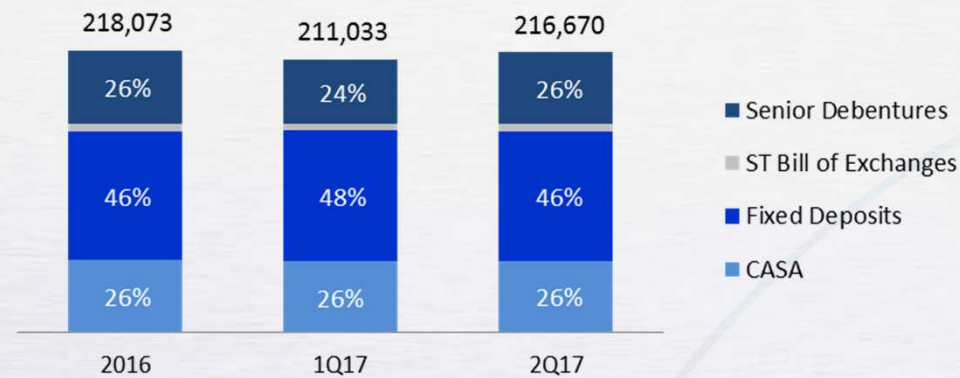


Deposits

Total Deposits & Bill of Exchanges

Unit: Million Baht

▲ 2.7% QoQ
▼ 0.6% YTD



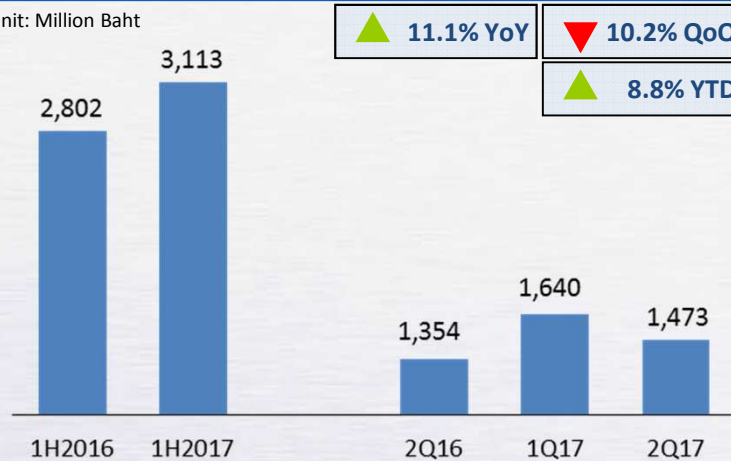
Unit : Million Baht	2016	1Q17	2Q17	% QoQ	% YTD
Current	3,691	3,019	2,587	(14.3)	(29.9)
Savings	51,928	51,625	52,787	2.3	1.7
Fixed Deposits	99,449	101,355	100,489	(0.9)	1.0
Short-Term Bill of Exchanges	5,967	4,957	5,537	11.7	(7.2)
Senior Debentures	57,039	50,077	55,271	10.4	(3.1)
Total Deposits & Borrowings	218,073	211,033	216,670	2.7	(0.6)
Subordinated Debentures	7,323	7,323	7,323		
% LDR to Total Deposits & Borrowings	103.1	104.5	99.8		



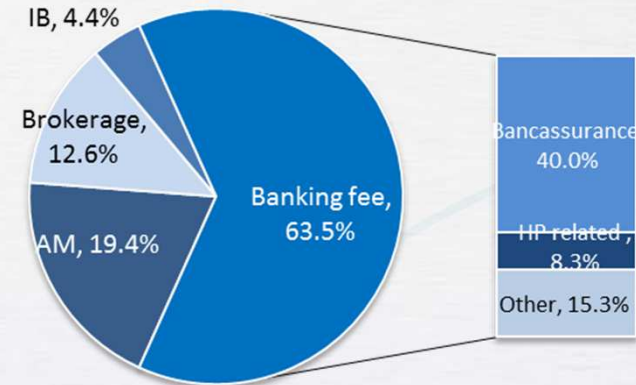
Non-Interest Income

Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income Breakdown



*Data as of 1H2017

Unit : Million Baht	2Q16	1Q17	2Q17	% QoQ	% YoY	1H2016	1H2017	% YoY
Banking Fee*	900	1,006	971	(3.6)	7.8	1,874	1,977	5.5
Asset Management Basic Fee	260	301	304	1.0	16.9	511	605	18.5
Brokerage Fee	188	213	180	(15.3)	(3.8)	381	394	3.4
Investment Banking Fee	6	120	18	(85.2)	197.5	37	137	268.0
Non-Interest Income from Core Businesses	1,354	1,640	1,473	(10.2)	8.8	2,802	3,113	11.1
Trading Income & Incentive	(6)	(2)	6	n.a.	n.a.	(26)	4	n.a.
Share of Profit from Investment in Subsidiaries	20	27	36	33.3	80.0	39	63	59.6
Dividend Income	23	32	7	(78.1)	(69.6)	54	39	(28.5)
Total Non-Interest Income	1,391	1,697	1,522	(10.3)	9.4	2,870	3,219	12.1

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



Asset Management Business

TISCO Asset under Management

Unit: Million Baht

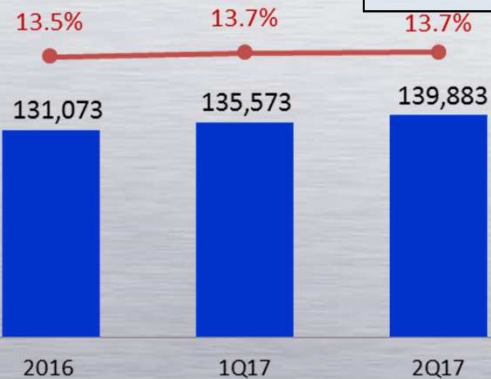
Rank #8
 ▲ 3.5% QoQ
 ▲ 13.6% YTD



Provident Fund

Unit: Million Baht

Rank #3
 ▲ 3.2% QoQ
 ▲ 6.7% YTD



Mutual Fund

Unit: Million Baht

Rank #15
 ▲ 2.9% QoQ
 ▲ 13.3% YTD



Private Fund

Unit: Million Baht

Rank #5
 ▲ 5.6% QoQ
 ▲ 47.7% YTD

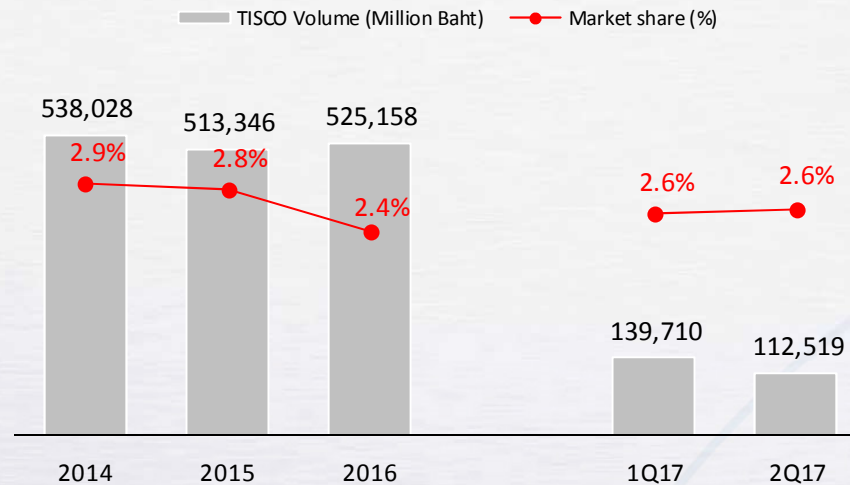


*Remark: Market Share and Rankings as of May 2017

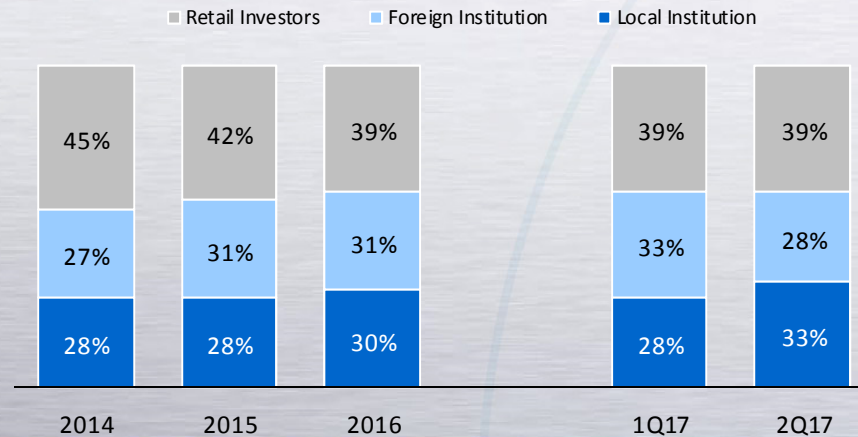


Brokerage Business

TISCO Trading Volume and Market Share



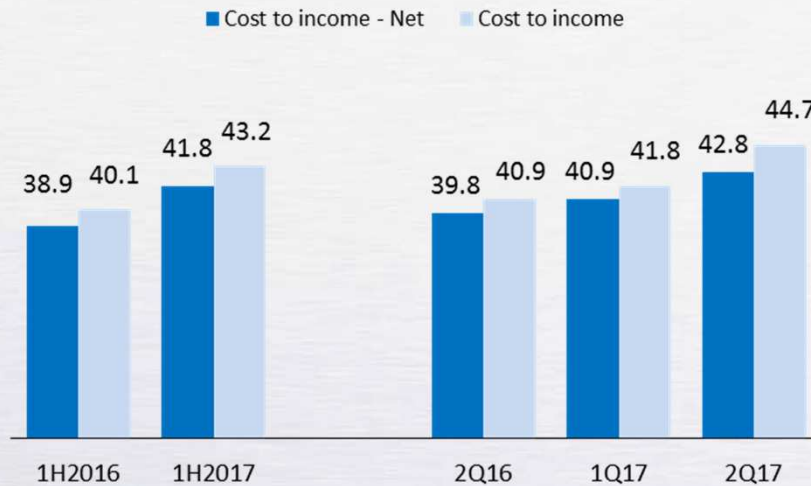
TISCO Trading Volume by Customer



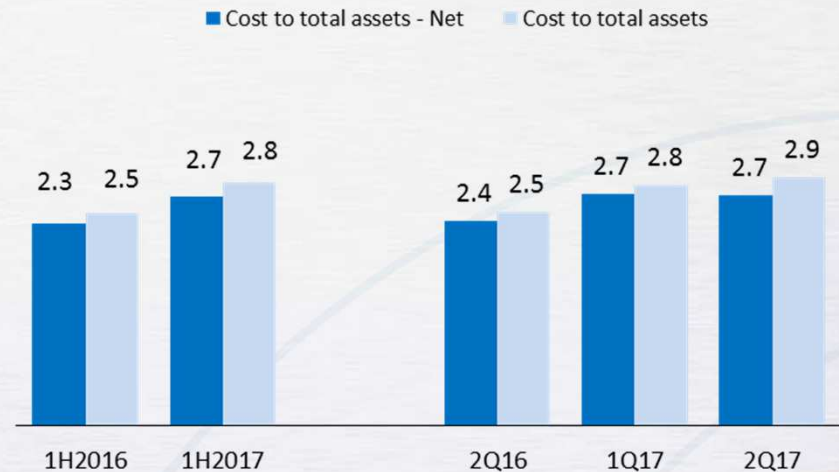


Operating Expenses

Cost to Income Ratio



Cost to Total Assets Ratio



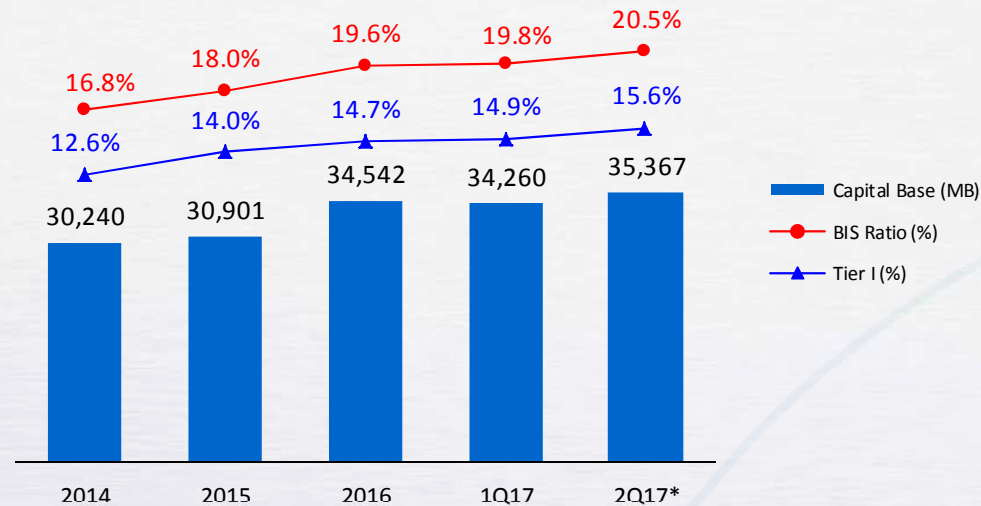
Unit : Million Baht	2Q16	1Q17	2Q17	% QoQ	% YoY	1H2016	1H2017	% YoY
Employees' Expenses	1,059	1,248	1,234	(1.1)	16.6	2,127	2,482	16.7
Premises & Equipment Expenses	233	249	268	7.7	15.4	458	517	12.9
Taxes & Duties	52	55	55	0.2	5.5	103	111	7.2
Other Expenses*	261	246	250	1.7	(4.1)	484	497	2.7
Total Operating Expenses	1,605	1,798	1,808	0.6	12.7	3,171	3,606	13.7

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



Capital Adequacy

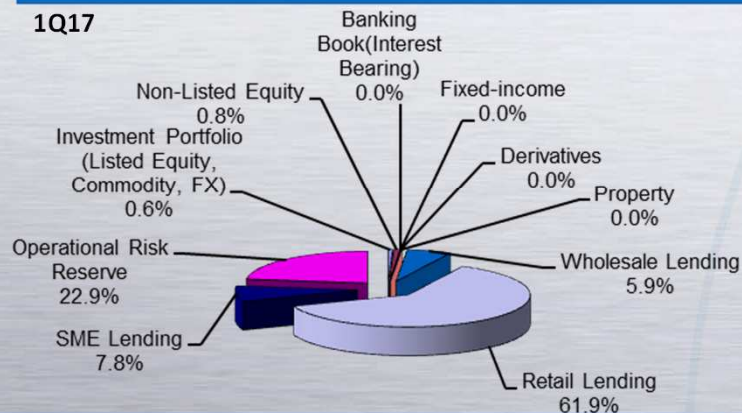
Capital Adequacy Ratio of TISCO Bank



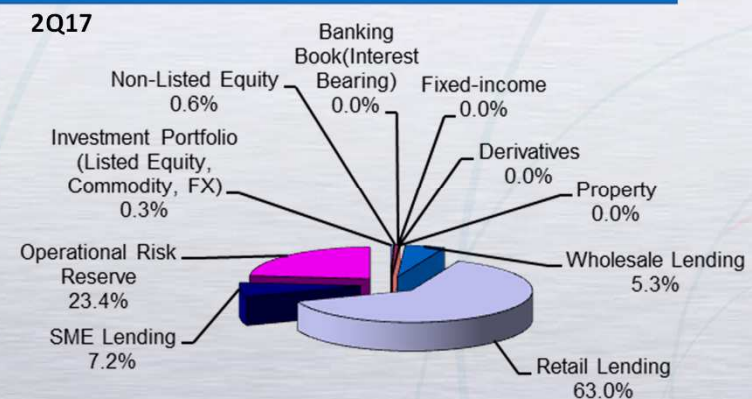
*Remark: Projected Figures

Risk-Based Capital Exposure

1Q17



2Q17



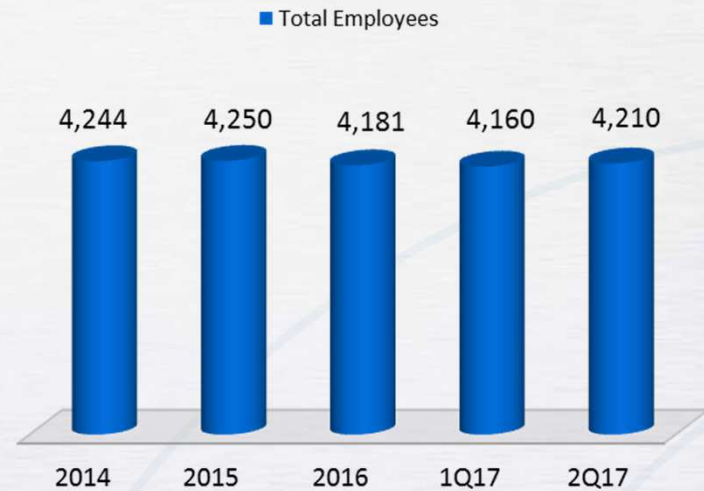


Employees and Branch Network

Total Branch Network



Total TISCO Employees



*Remark: Loan Office included Mobile Branches





Disclaimer

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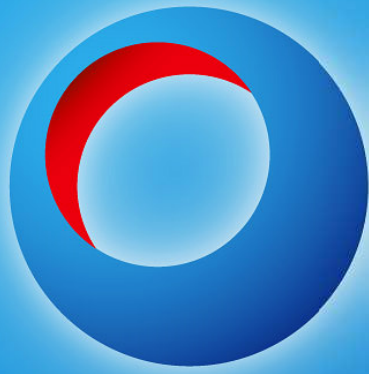
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TISCO

WEALTH OF POSSIBILITIES