

TISCO

TISCO Financial Group Public Co., Ltd.

Performance Result for 3Q 2021

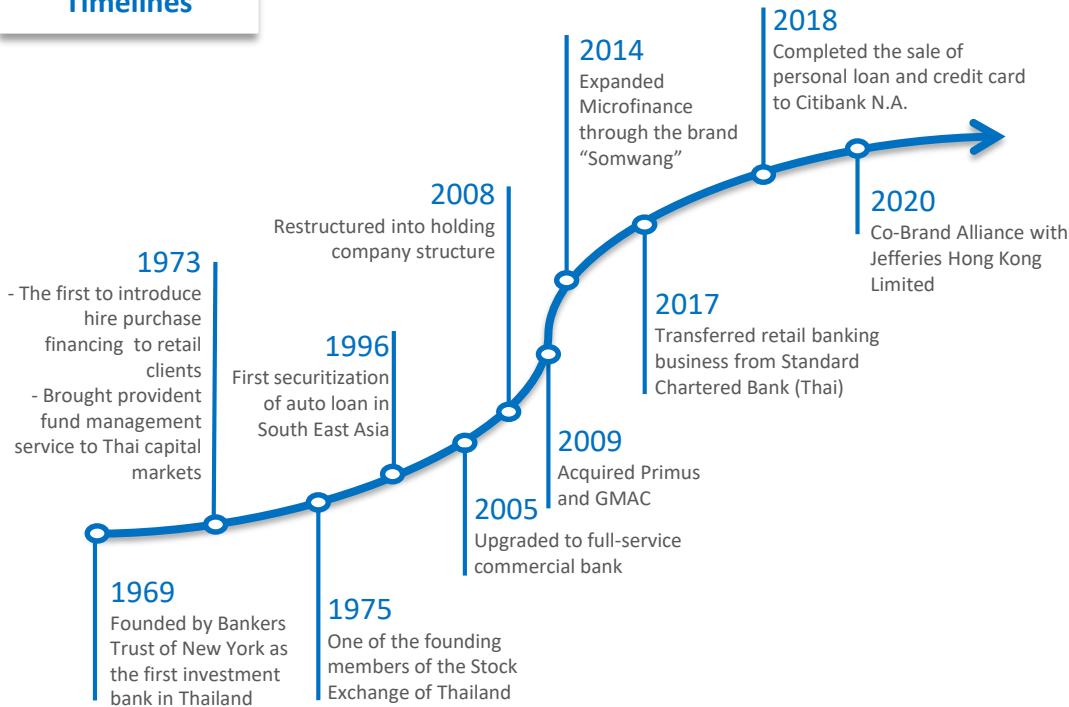


TISCO Overview

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

3Q2021

	2020	3Q2021
Total Assets	275,443	244,635
Total Loans	224,812	204,408
Total Funding Deposits	209,679	177,135
Capital Ratio (BIS %)	22.8	24.7
Market Capitalization	70,857	73,459

Recent Recognitions



Outstanding Company Performance

from SET Awards 2021

Top 5 Best Public Company of the Year 2021

from Money & Banking Magazine

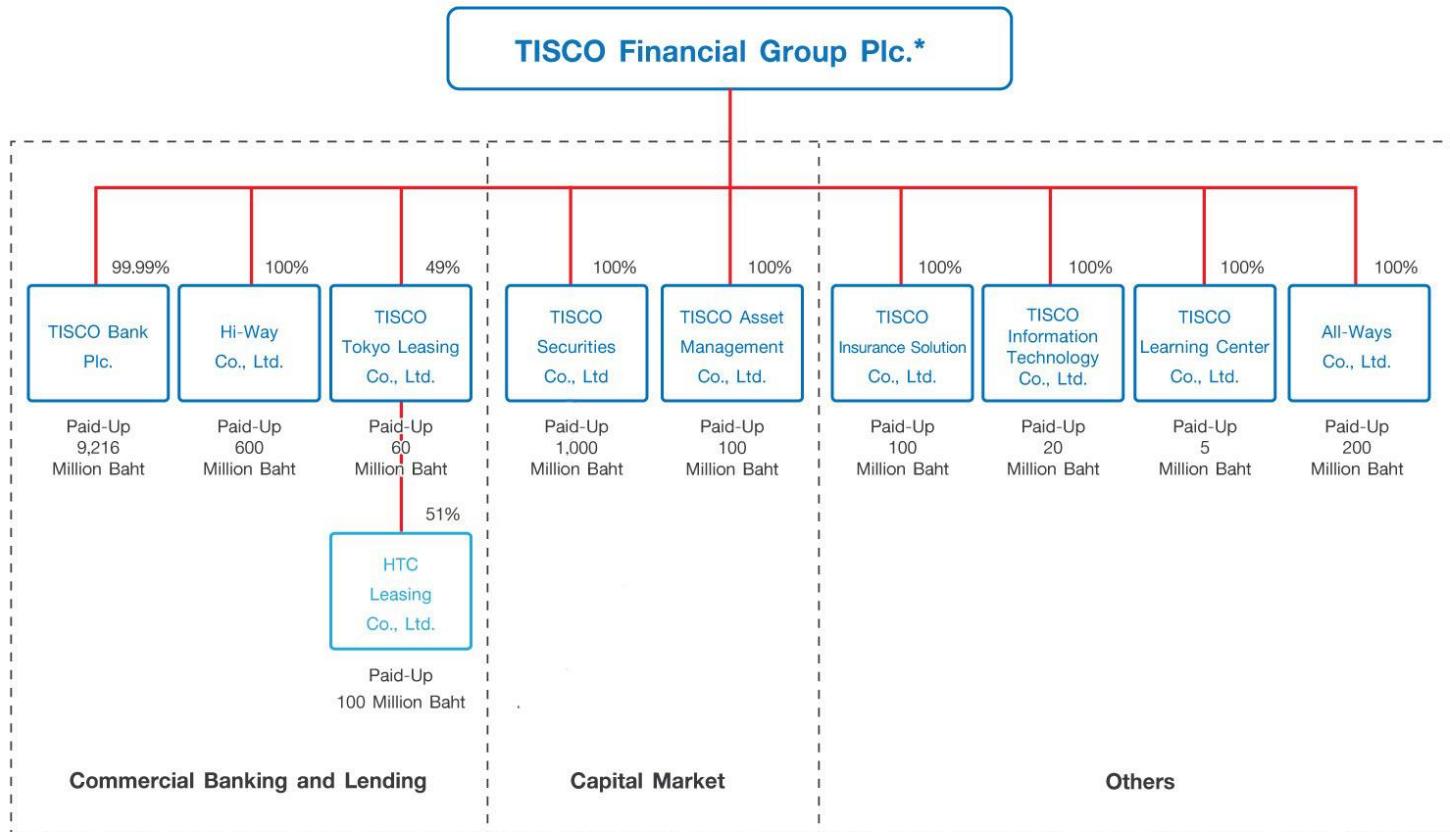
Thailand Sustainability Investment (THSI)

from SET in 2017-2021

"ESG100 Company"

For 7 consecutive years (2015-2021)

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



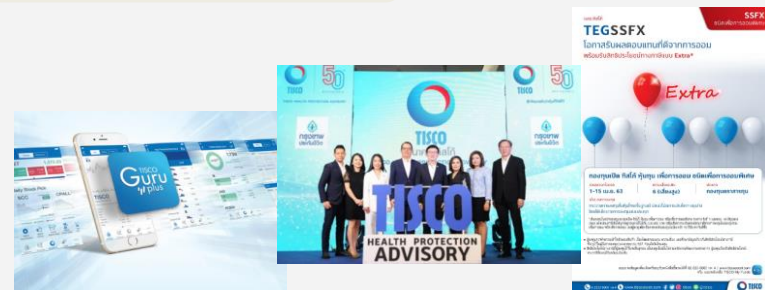
Corporate Banking

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



Wealth & Asset Management

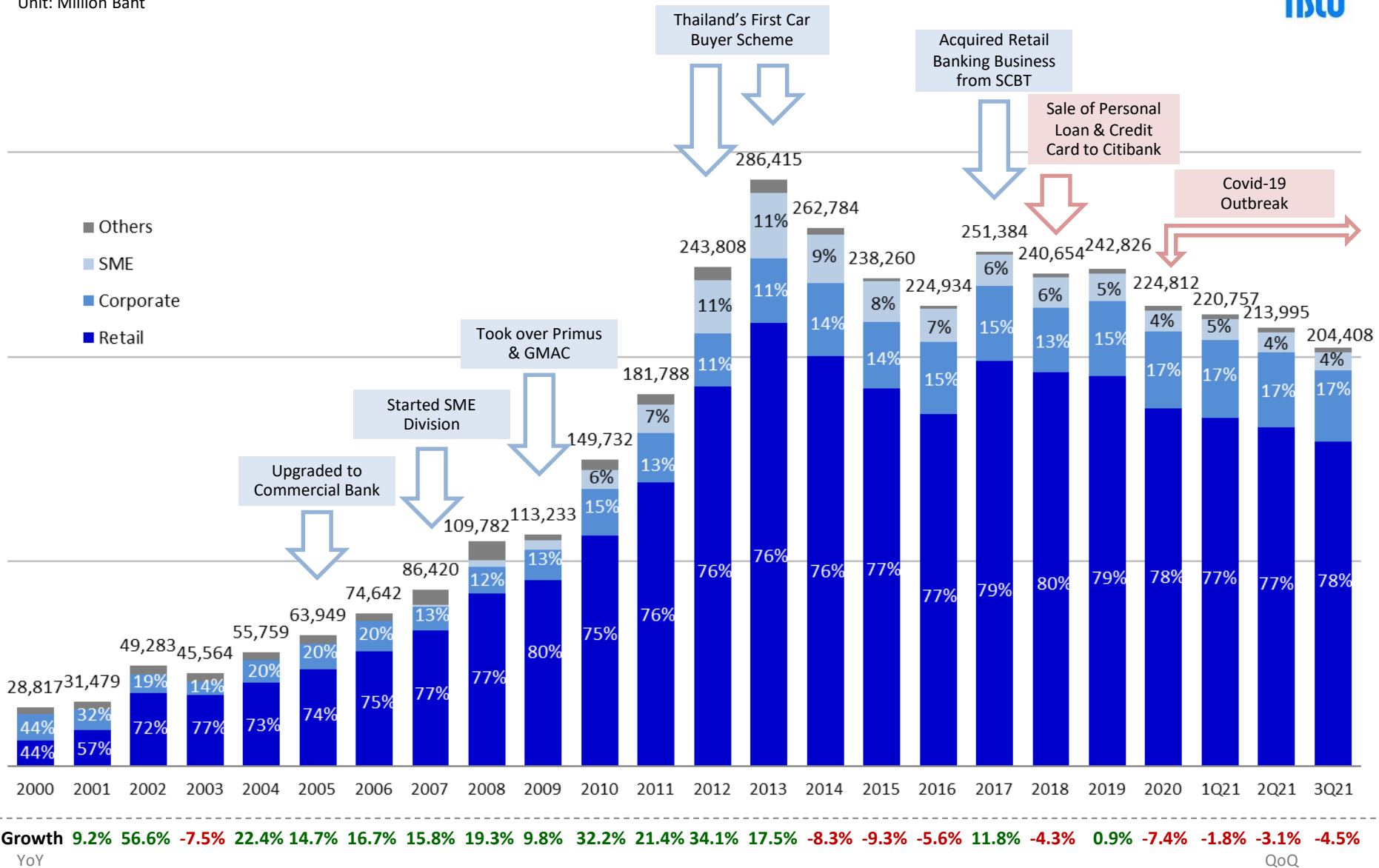
- Deposit Service
- Wealth Management
- Open Architecture : Insurance & Mutual Fund
- Securities Brokerage
- Asset Management
- Life & Non-Life Insurance



Consolidated Loan Portfolio



Unit: Million Baht

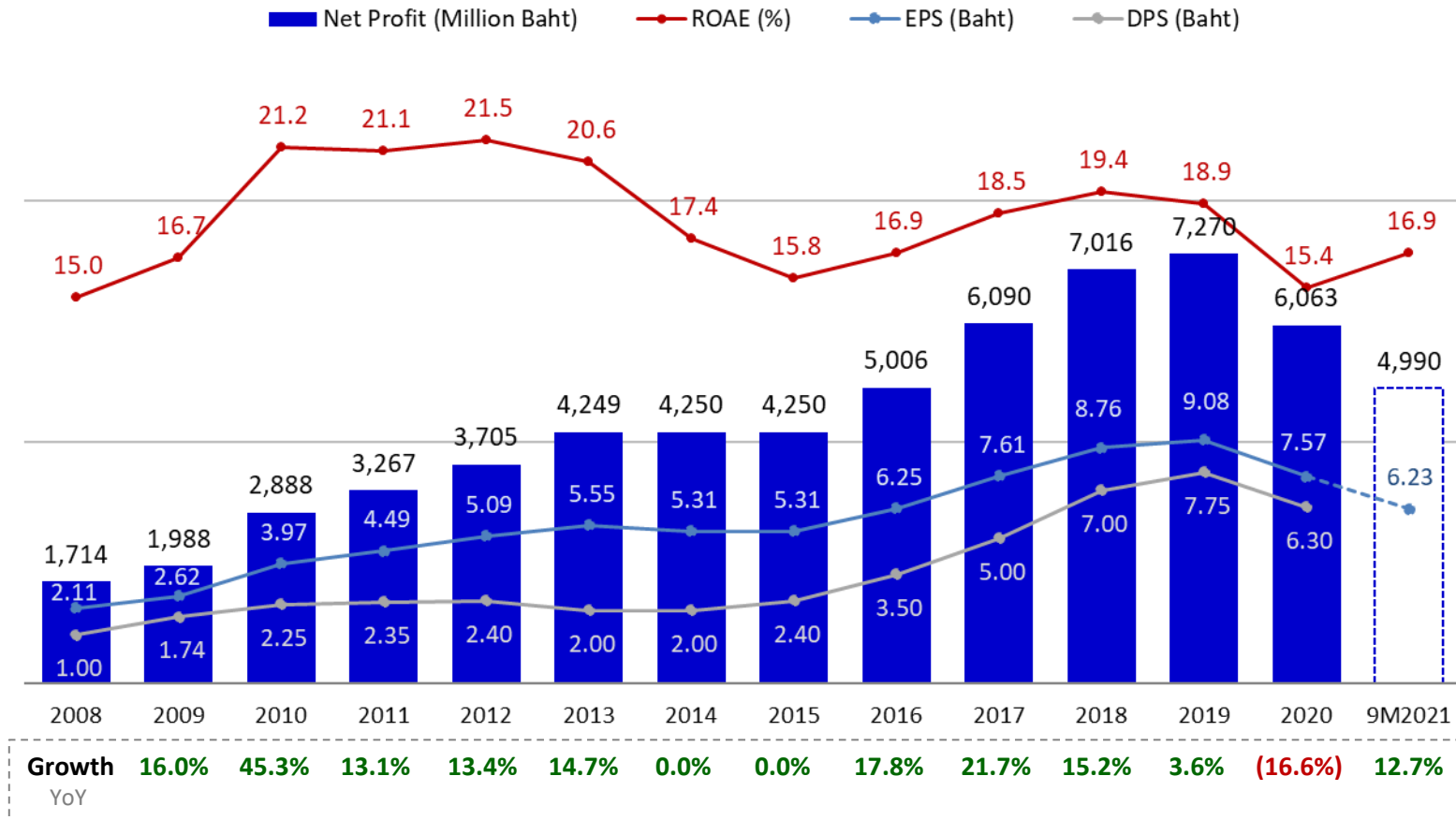


Profitability



Profitability for the past decade

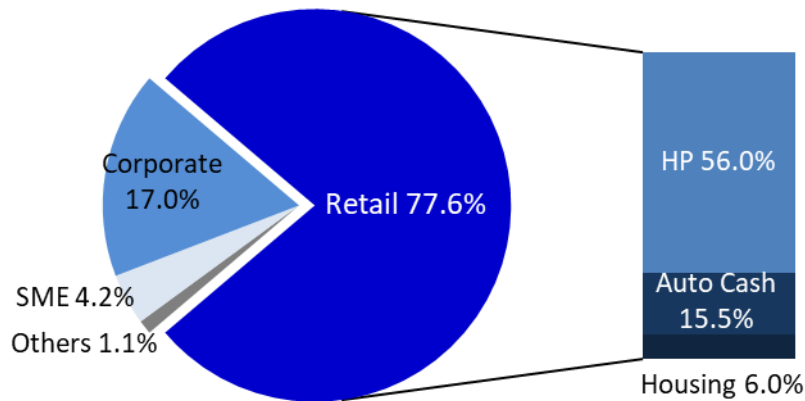
Unit: Million Baht



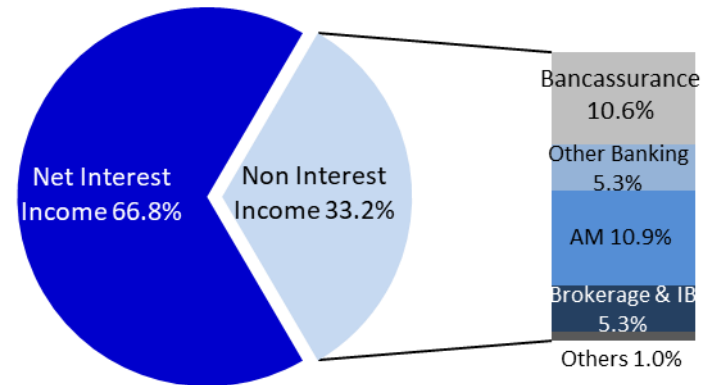
Business Profile as of 9M2021



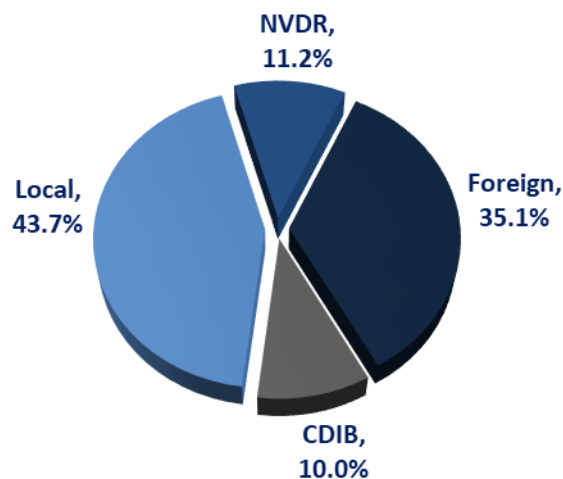
Loan Profile



Revenue Mix



Share Capital Information



*As of 30 Sep 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 (%)	82.04%
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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



Outstanding Company Performance from SET Awards 2021

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. 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 & 2021

➤ 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** from SET Awards 2021



➤ **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 5 consecutive years (2017-2021) from SET

➤ Certificate of **“ESG100 Company”** in 2015-2021



➤ **Best Asset Management Company** from International Finance Awards 2021

➤ **Decade of Excellence Provident Fund Management Thailand 2021** for 4 consecutive years (2018-2021) from Global Banking and Finance Review



➤ **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

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>



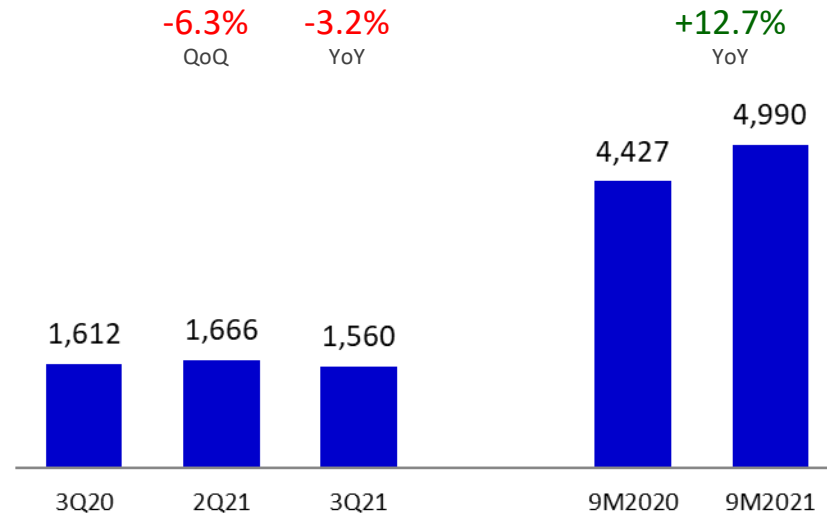
Financial Results

Profitability

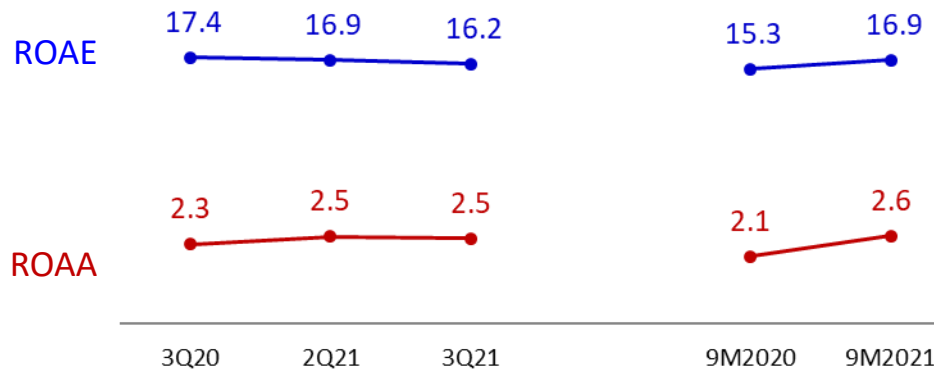


Net Profit

Unit: Million Baht



ROAE & ROAA



Consolidated Income Statements



Unit : Million Baht	3Q20	2Q21	3Q21	% QoQ	% YoY	9M2020	9M2021	% YoY
Interest Income	4,082	3,754	3,644	(2.9)	(10.7)	12,757	11,174	(12.4)
Interest Expenses	(830)	(605)	(551)	(8.9)	(33.6)	(2,919)	(1,822)	(37.6)
Net Interest Income	3,252	3,149	3,093	(1.8)	(4.9)	9,838	9,352	(4.9)
Fee & Service Income	1,368	1,355	1,213	(10.5)	(11.3)	4,015	4,303	7.2
Fee & Service Expenses	(88)	(130)	(85)	(34.5)	(2.4)	(251)	(408)	62.6
Other Operating Income	164	341	(43)	(112.5)	(126.0)	368	746	103.1
Total Non-Interest Income	1,443	1,566	1,085	(30.7)	(24.9)	4,132	4,642	12.3
Total Income	4,696	4,715	4,178	(11.4)	(11.0)	13,970	13,994	0.2
Operating Expenses	(2,082)	(2,080)	(1,968)	(5.4)	(5.5)	(5,892)	(6,103)	3.6
PPOP	2,614	2,635	2,209	(16.1)	(15.5)	8,078	7,891	(2.3)
Credit Expenses / ECL	(605)	(555)	(254)	(54.2)	(58.0)	(2,560)	(1,652)	(35.5)
Pre-tax Profit	2,009	2,079	1,955	(6.0)	(2.7)	5,518	6,238	13.0
Income Tax	(397)	(413)	(395)	(4.5)	(0.7)	(1,091)	(1,248)	14.4
Net Profit	1,612	1,666	1,560	(6.3)	(3.2)	4,427	4,990	12.7
EPS (Baht)	2.01	2.08	1.95			5.53	6.23	
ROAE (%)	17.4	16.9	16.2			15.3	16.9	

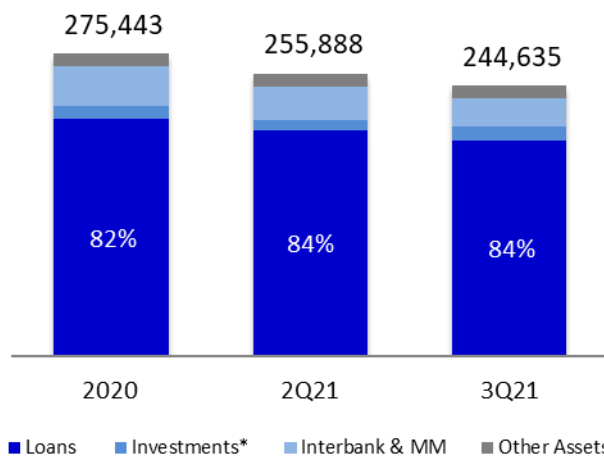
Assets and Liabilities



Assets

Unit: Million Baht

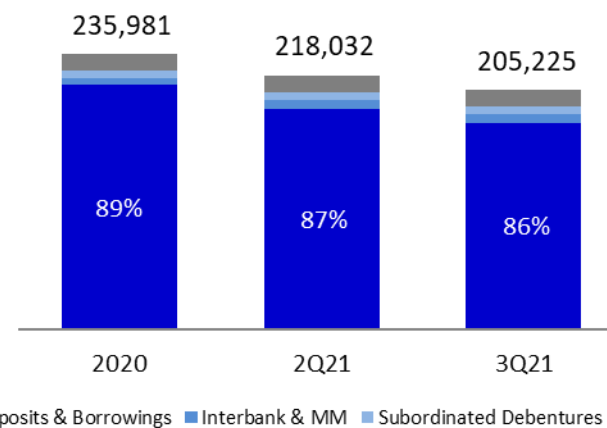
-4.4% **-11.2%**
QoQ YTD



Liabilities

Unit: Million Baht

-5.9% **-13.0%**
QoQ YTD



Unit : Million Baht	2020	2Q21	3Q21	% QoQ	% YTD
Loans	224,812	213,995	204,408	(4.5)	(9.1)
Allowance	(11,826)	(12,541)	(11,975)	(4.5)	1.3
Investments*	12,126	9,690	13,143	35.6	8.4
Interbank & MM	38,212	32,483	27,077	(16.6)	(29.1)
Other Assets	12,119	12,261	11,982	(2.3)	(1.1)
Total Assets	275,443	255,888	244,635	(4.4)	(11.2)

Unit : Million Baht	2020	2Q21	3Q21	% QoQ	% YTD
Deposits & Borrowings	209,679	189,237	177,135	(6.4)	(15.5)
Interbank & MM	5,808	7,928	7,597	(4.2)	30.8
Subordinated Debentures	6,620	6,620	6,640	0.3	0.3
Other Liabilities	13,875	14,247	13,852	(2.8)	(0.2)
Total Liabilities	235,981	218,032	205,225	(5.9)	(13.0)
Retained Earnings	28,596	26,995	28,556	5.8	(0.1)
Total Equities	39,462	37,856	39,410	4.1	(0.1)

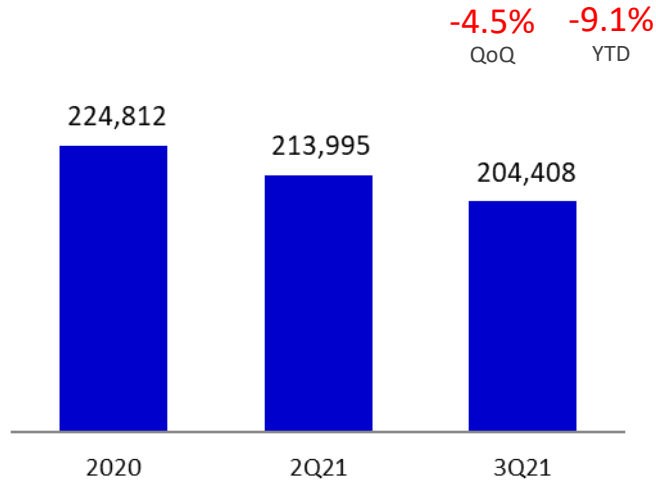
*Investments since 2020 included Financial Assets measured at FV to PL

Loan Portfolios

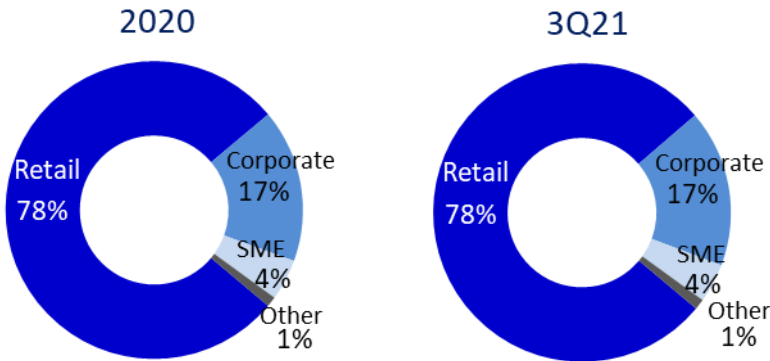


Total Loans

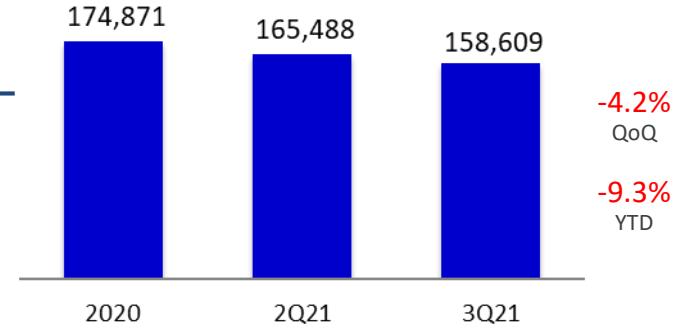
Unit: Million Baht



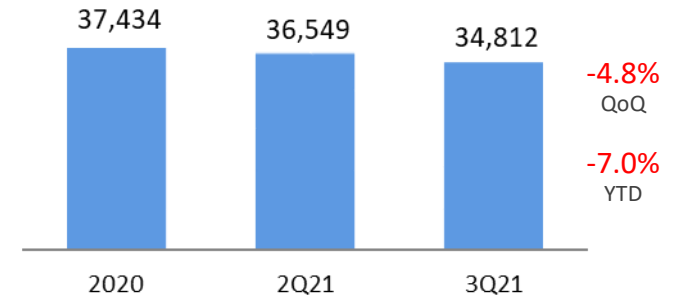
Loans by sectors



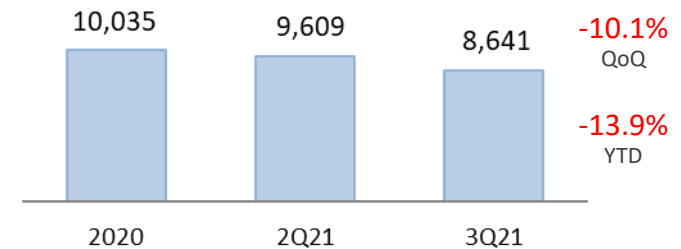
Retail Loans



Corporate Loans



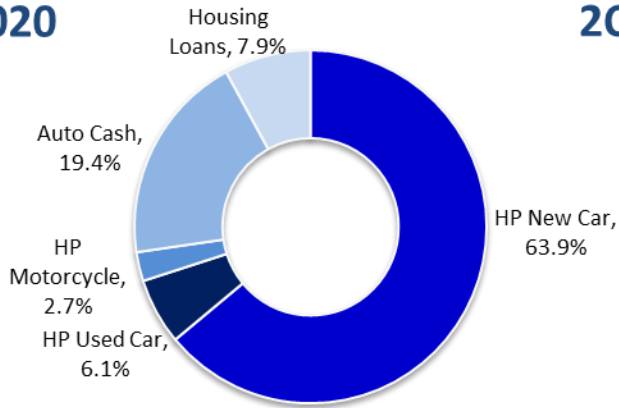
SME Loans



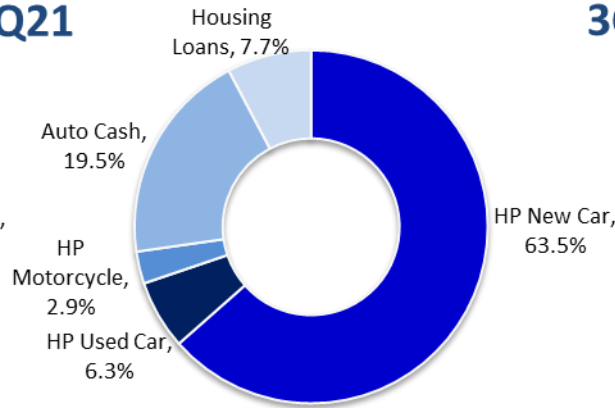
Retail Loan Portfolio Breakdown



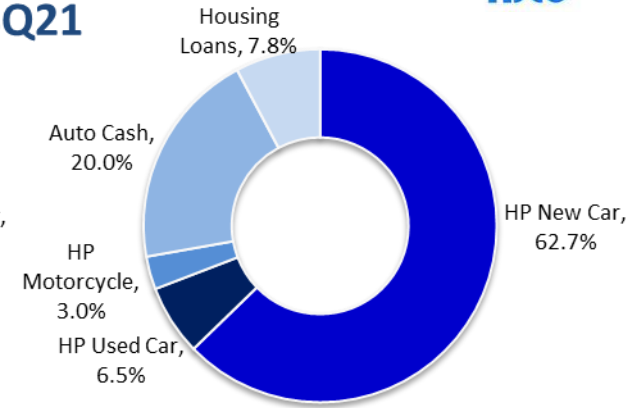
2020



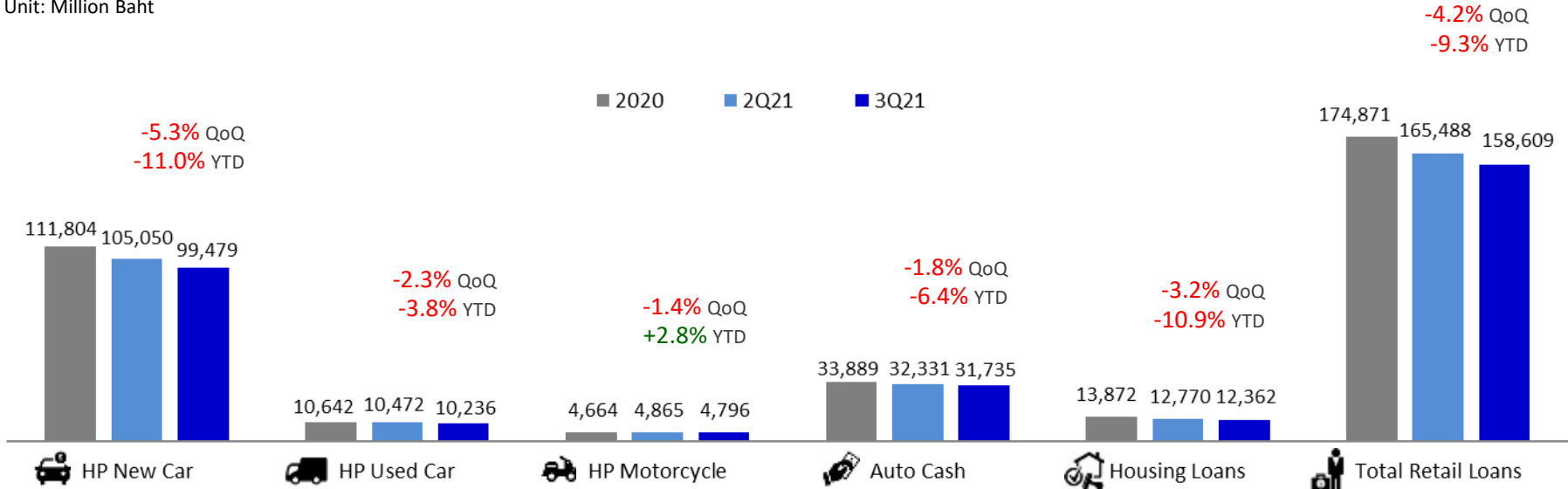
2Q21



3Q21



Unit: Million Baht

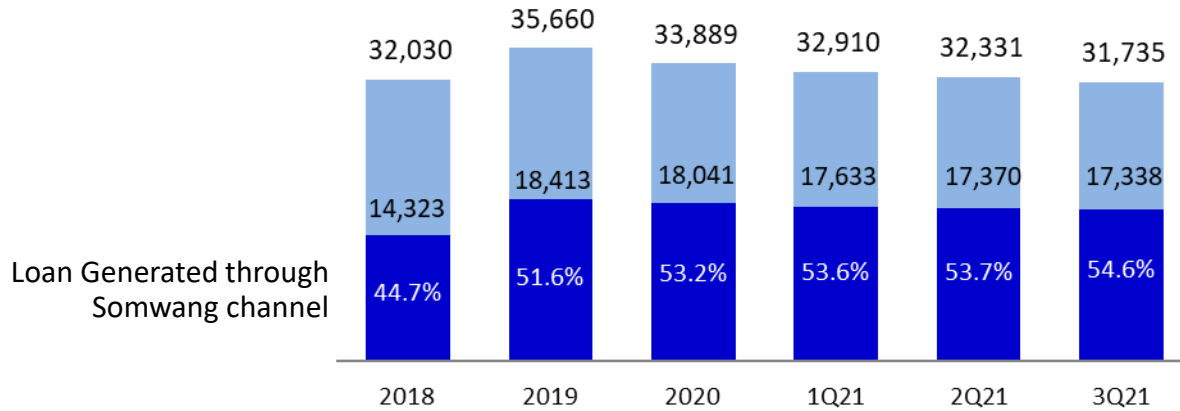


TISCO Auto Cash



Auto Cash Loans

Unit: Million Baht



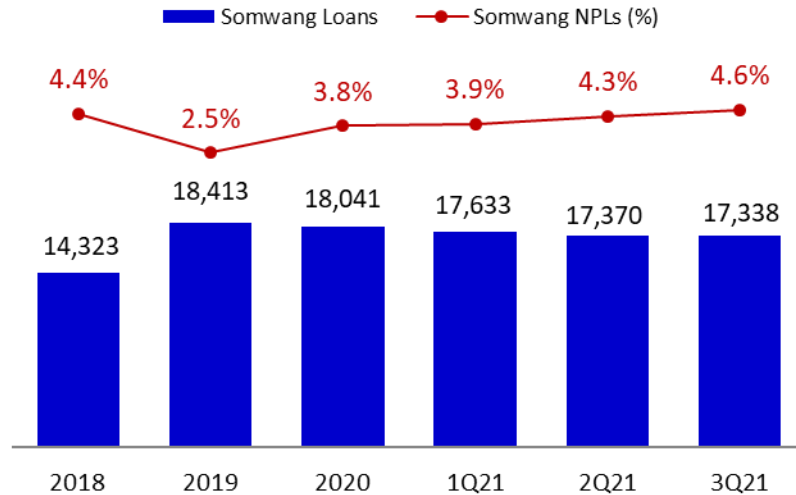
Auto Cash -1.8% QoQ, -6.4% YTD

Somwang -0.2% QoQ, -3.9% YTD



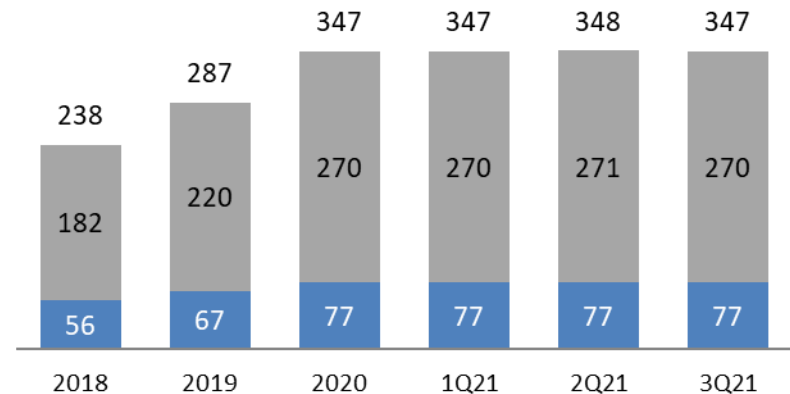
Somwang Loans vs NPLs

Unit: Million Baht



Somwang Branches

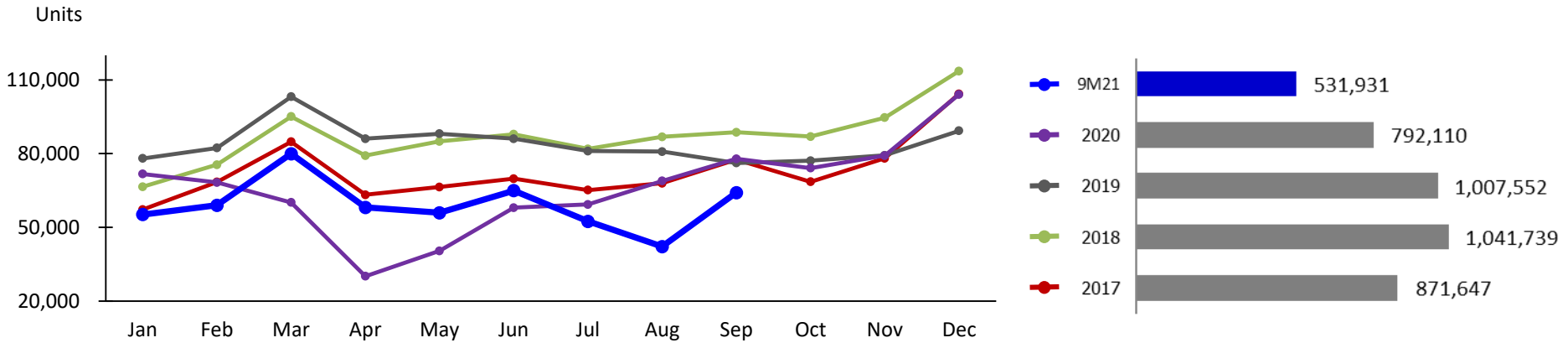
■ BKK and vicinity ■ Provincial area



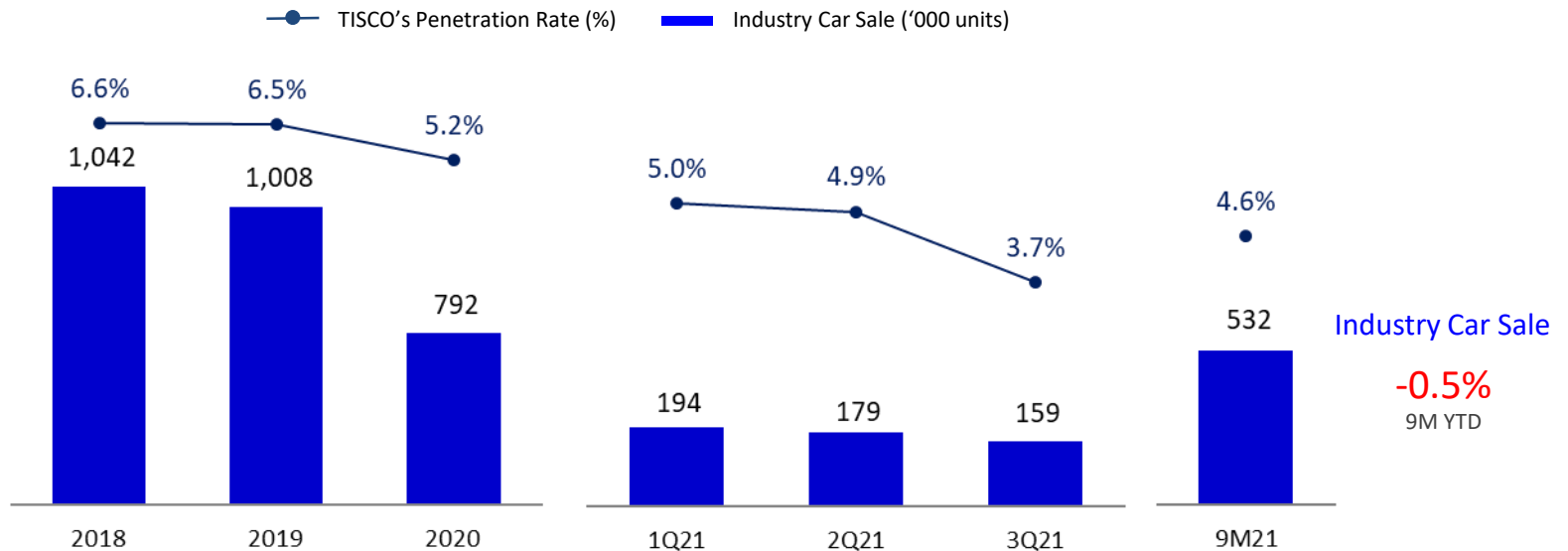
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

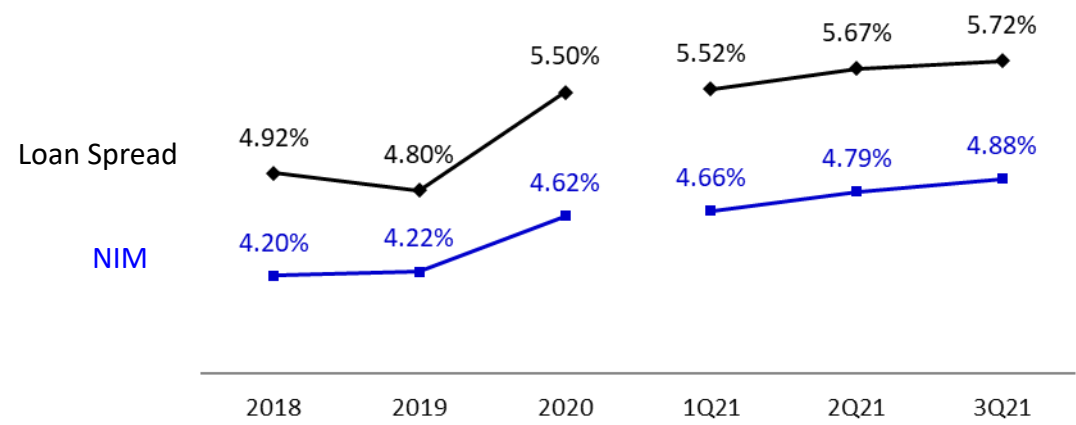
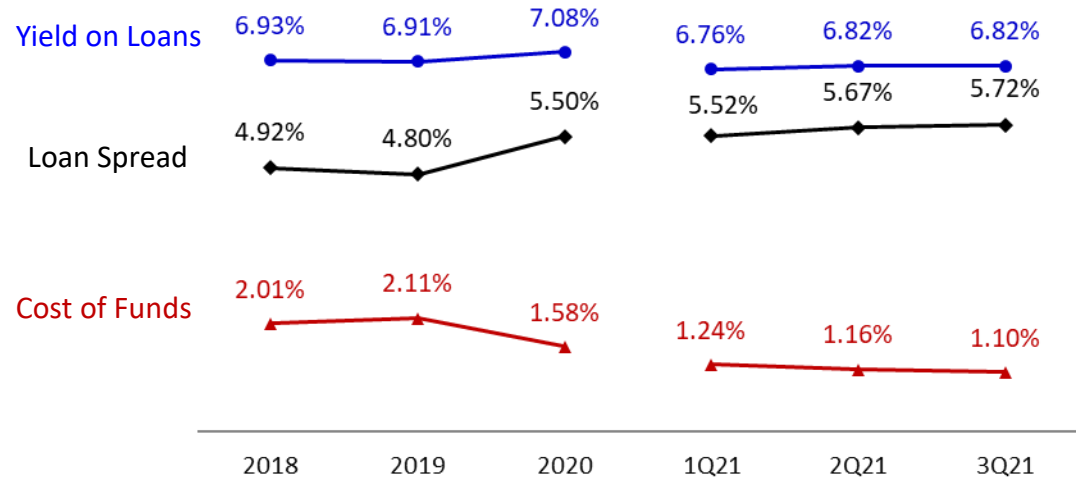
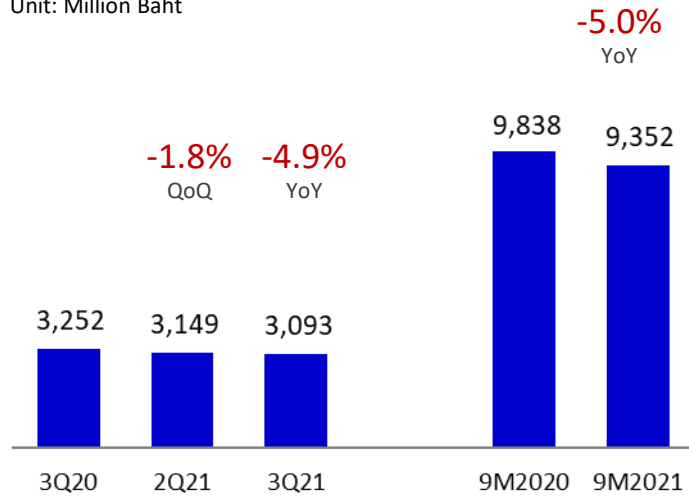


Interest Income & NIM



Net Interest Income

Unit: Million Baht

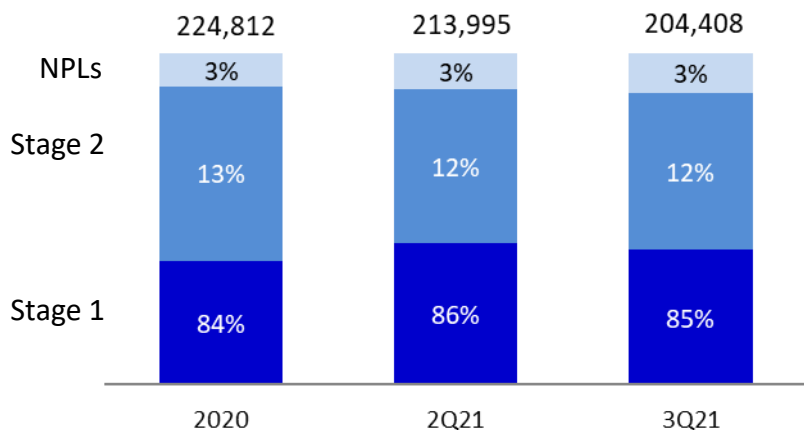


Asset Quality



Loan Classification

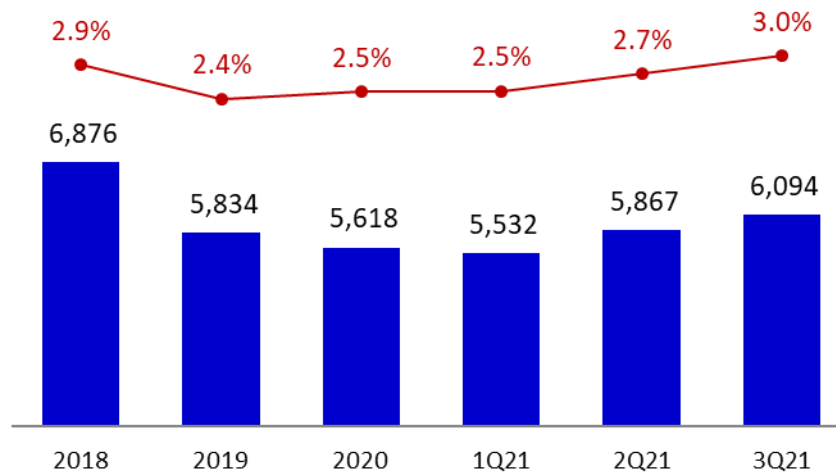
Unit: Million Baht



Non-Performing Loans

Unit: Million Baht

■ Total NPLs —● NPL Ratio (%)



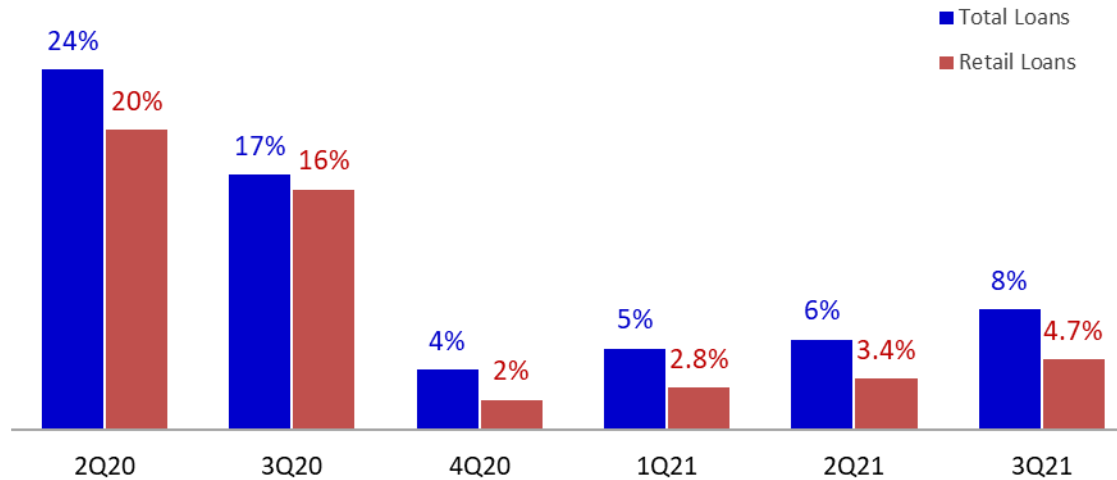
NPLs by Loan Types	2020		2Q21		3Q21	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	-	-	-	-	-	-
SME	64	0.6	96	1.0	80	0.9
Hire Purchase	3,268	2.6	3,366	2.8	3,452	3.0
Mortgage	986	7.1	984	7.7	1,047	8.5
Auto Cash	1,295	3.8	1,419	4.4	1,513	4.8
Others	5	0.2	3	0.1	2	0.1
Total NPLs	5,618	2.50	5,867	2.74	6,094	2.98

Debt Relief Programs

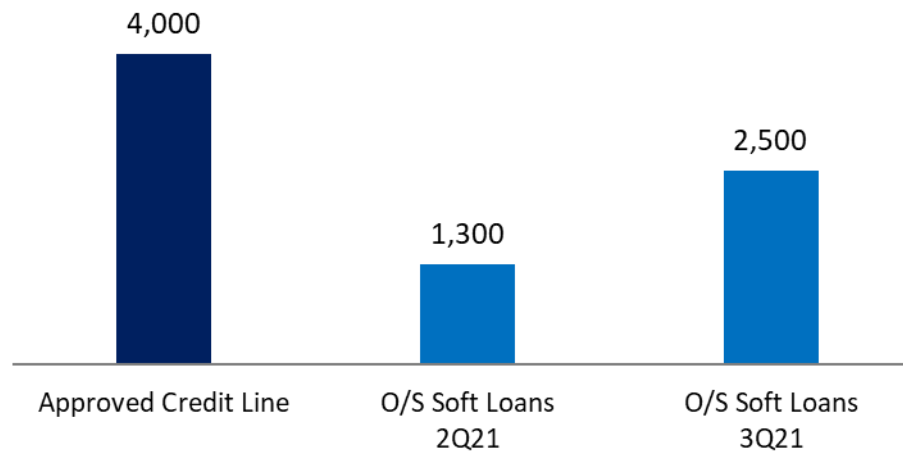


The outstanding loans under debt relief programs at the end of September 2021

% to total loans



Soft loans for SMES



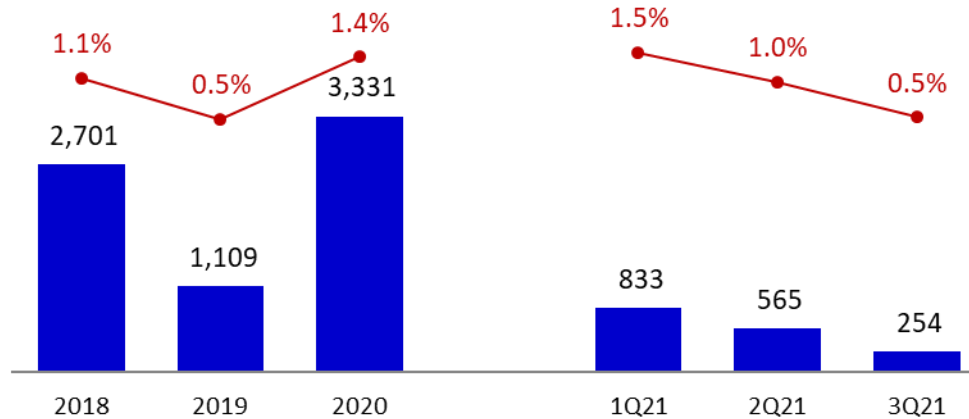
Expected Credit Loss



Expected Credit Loss

Unit: Million Baht

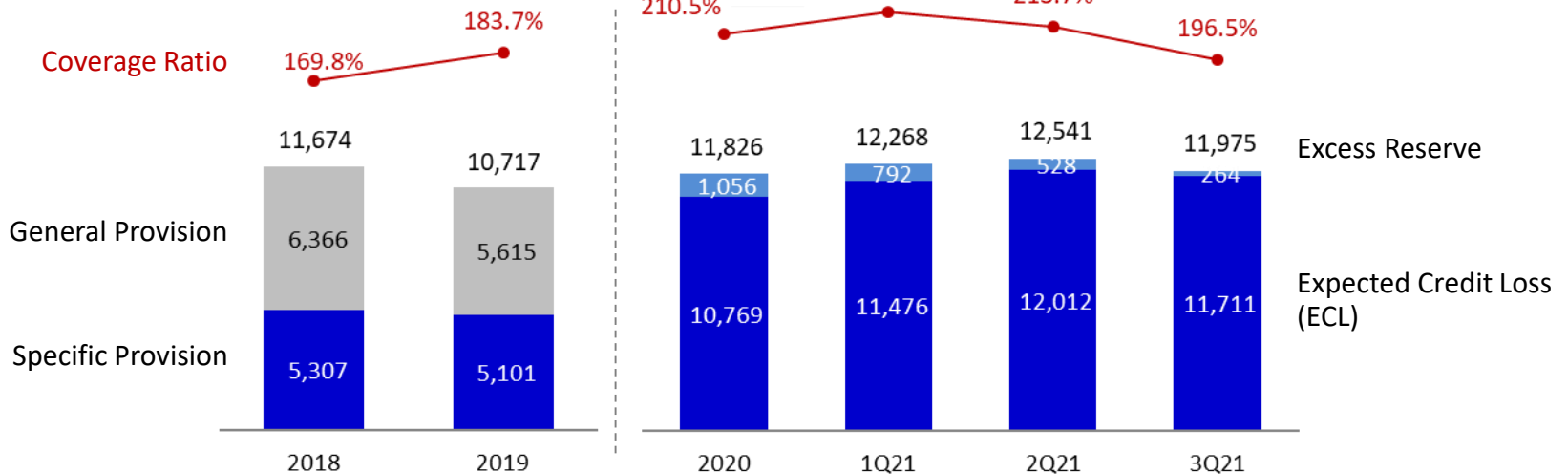
■ Provisions/ECL ● Credit Cost (%)



Allowance for ECL

Unit: Million Baht

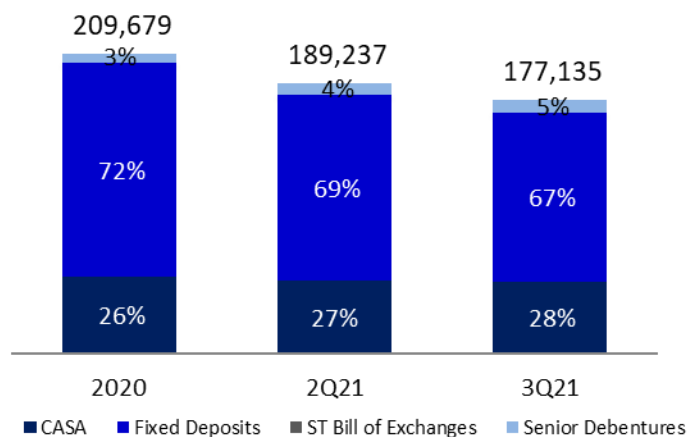
IFRS 9



Total Funding

Unit: Million Baht

-6.4% QoQ
-15.5% YTD



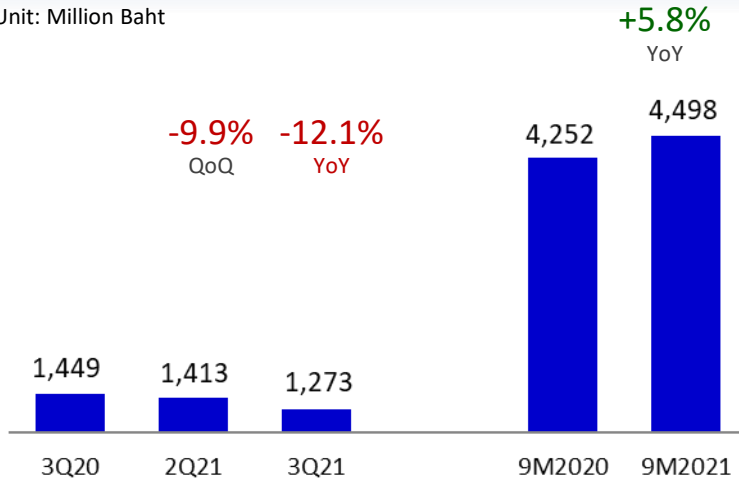
Unit : Million Baht	2020	2Q21	3Q21	% QoQ	% YTD
Current	3,200	2,731	2,221	(18.7)	(30.6)
Savings	50,320	47,936	47,656	(0.6)	(5.3)
Fixed Deposits	149,953	130,383	118,937	(8.8)	(20.7)
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	6,169	8,150	8,285	1.7	34.3
Total Deposits & Borrowings	209,679	189,237	177,135	(6.4)	(15.5)
Subordinated Debentures	6,620	6,620	6,640		
% LDR to Total Deposits & Borrowings	107.2	113.1	115.4		

Non-Interest Income



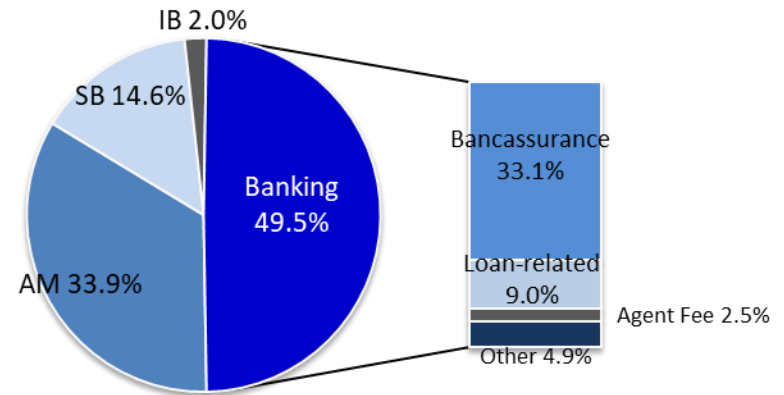
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data for 9M2021



Unit : Million Baht	3Q20	2Q21	3Q21	% QoQ	% YoY	9M2020	9M2021	% YoY
Banking Fee	829	723	675	(6.7)	(18.7)	2,473	2,225	(10.1)
Bancassurance Fee	544	490	466	(5.0)	(14.3)	1,635	1,489	(8.9)
Other Banking Fee	286	233	209	(10.3)	(27.0)	838	735	(12.3)
Asset Management Basic Fee	412	465	402	(13.6)	(2.4)	1,134	1,526	34.6
Brokerage Fee	155	223	195	(12.5)	26.2	583	657	12.7
Investment Banking Fee	53	1	1	(8.4)	(97.5)	61	90	46.3
Non-Interest Income from Core Businesses	1,449	1,413	1,273	(9.9)	(12.1)	4,252	4,498	5.8
Gain (Loss) on Financial Instruments	62	257	(109)	(142.3)	(274.2)	40	464	1,048.5
Share of Profit from Subsidiaries	(2)	11	(14)	(226.5)	606.7	31	10	(66.7)
Dividend Income	20	13	15	17.0	(25.4)	54	65	20.2
AM Performance Fee	2	3	4	31.7	145.8	5	12	139.6
Total Non-Interest Income	1,531	1,696	1,170	(31.0)	(23.6)	4,383	5,050	15.2

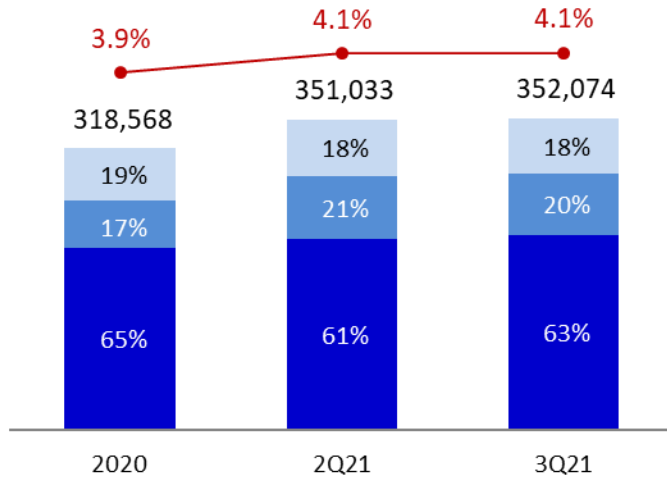
Asset Management Business



Assets Under Management

Unit: Million Baht

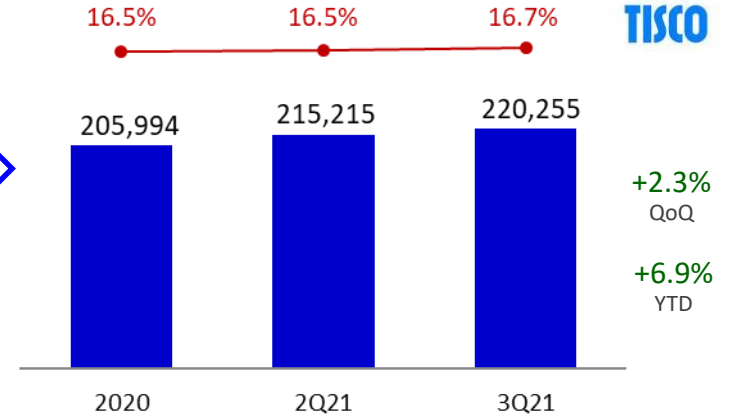
+0.3% QoQ
+10.5% YTD



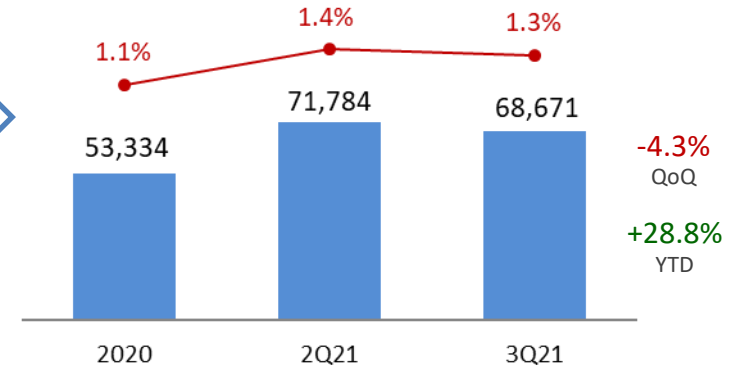
■ Provident Fund ■ Mutual Fund ■ Private Fund ● Market Share (%)

Rank #8

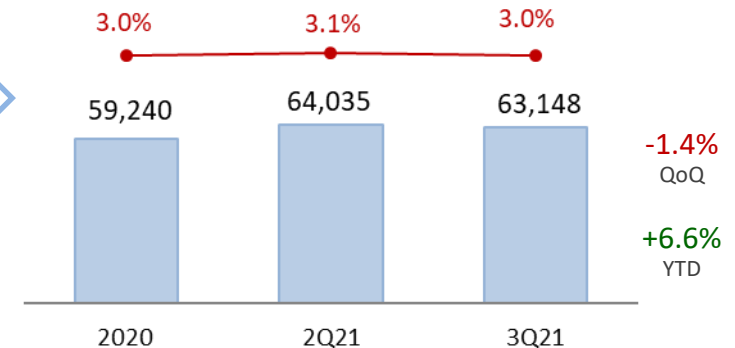
Rank #1
Provident Fund



Rank #13
Mutual Fund



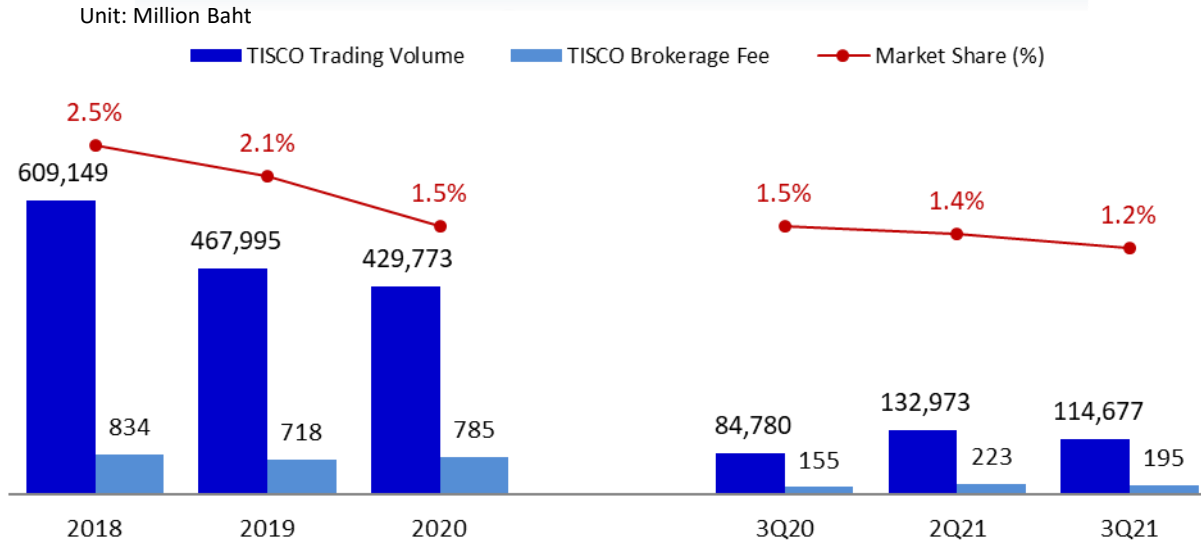
Rank #6
Private Fund



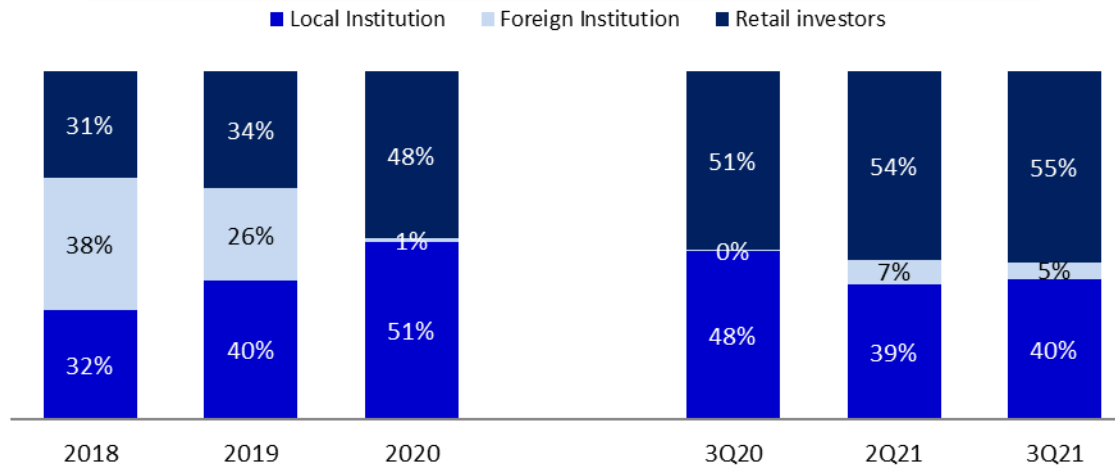
Brokerage Business



TISCO Trading Volume & Market Share



Trading Volume by Customers



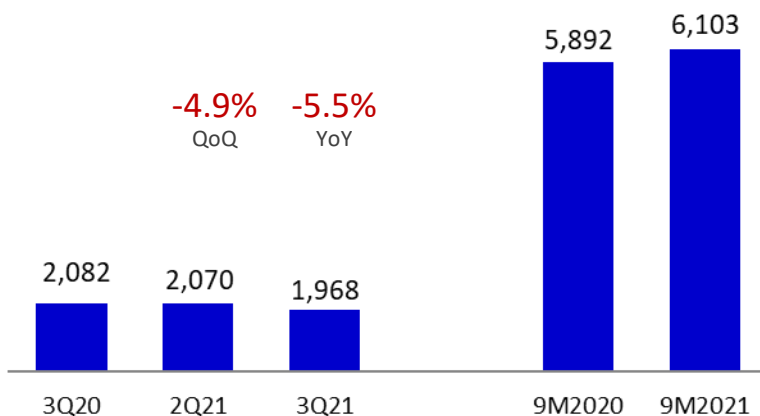
Operating Expenses



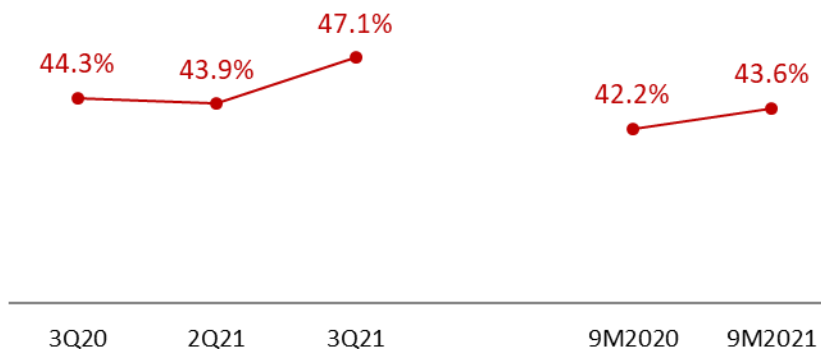
Operating Expenses

Unit: Million Baht

+3.6%
YoY



Cost to Income Ratio



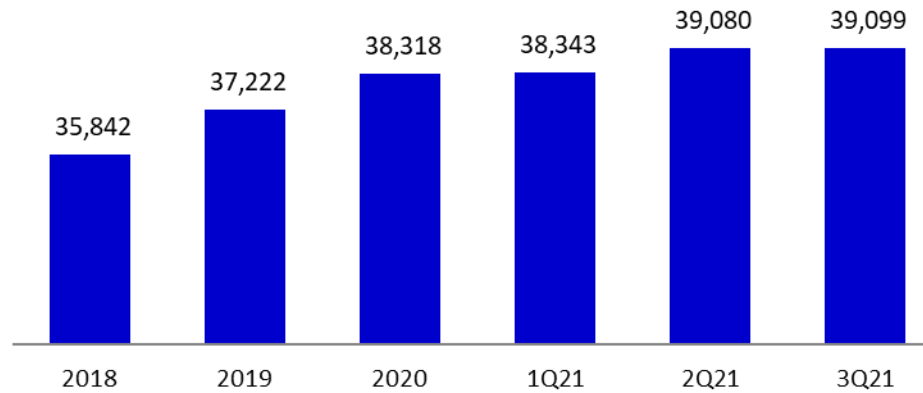
Unit : Million Baht	3Q20	2Q21	3Q21	% QoQ	% YoY	9M2020	9M2021	% YoY
Employee Expenses	1,409	1,422	1,349	(5.1)	(4.2)	3,901	4,223	8.3
Premises & Equipment Expenses	314	354	331	(6.6)	5.4	957	1,001	4.6
Taxes & Duties	66	59	59	(1.1)	(10.2)	213	184	(13.5)
Other Expenses	294	235	230	(2.1)	(21.8)	821	694	(15.4)
Total Operating Expenses	2,082	2,070	1,968	(4.9)	(5.5)	5,892	6,103	3.6

Capital Adequacy

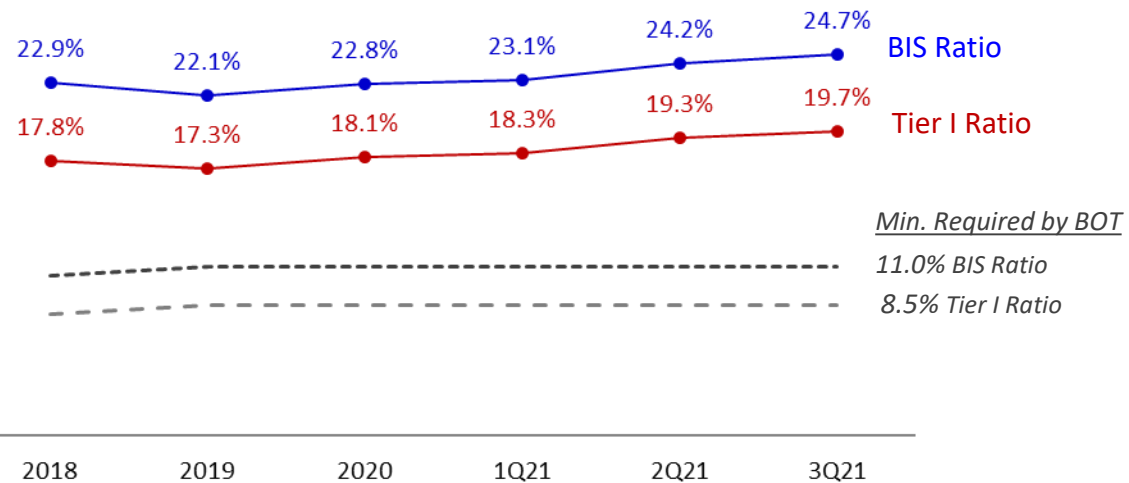


Capital Base of TISCO Bank

Unit: Million Baht



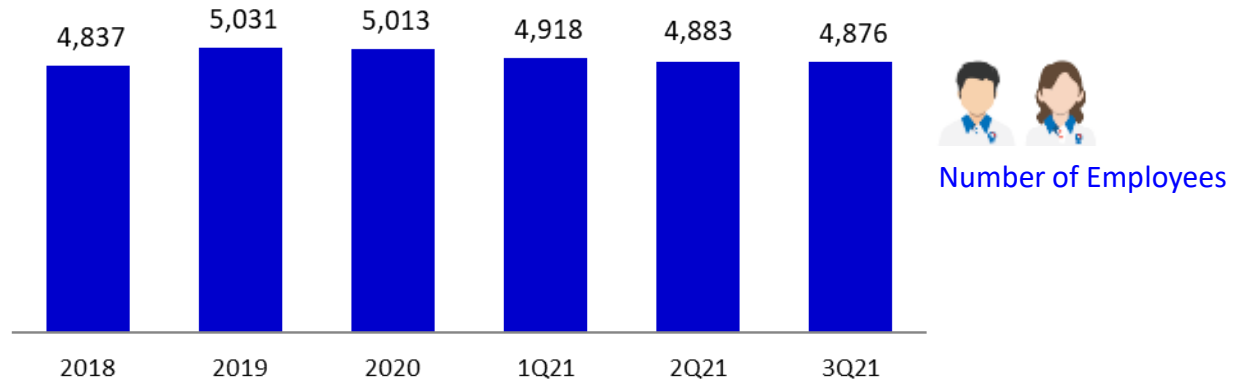
Capital Adequacy Ratio



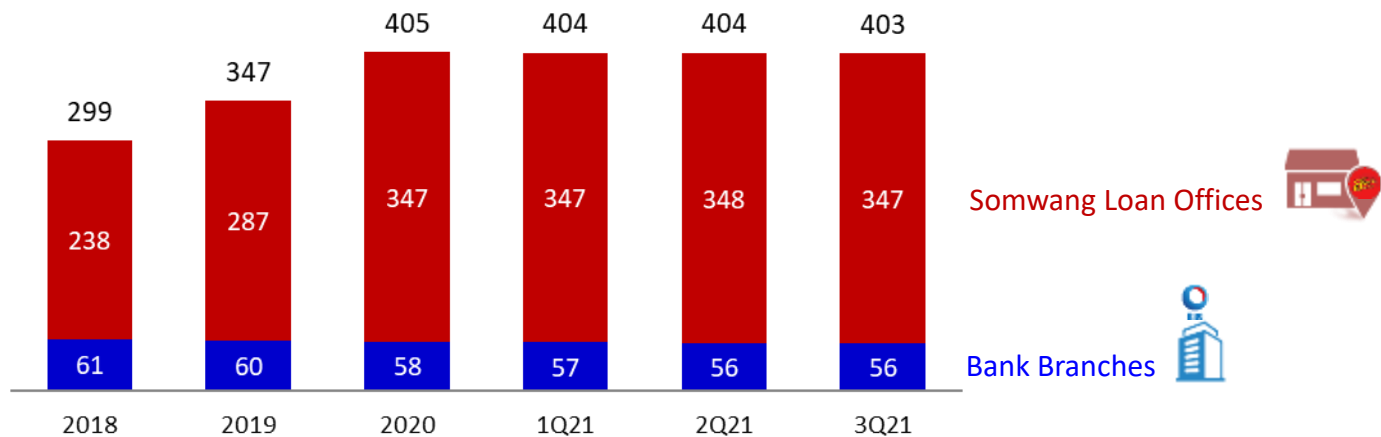
Employees and Branch Network



Total Employees



Total Branch Network





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