



**TISCO Financial Group Public Co., Ltd.**

**Analyst Presentation 1Q/2013**

**18 April 2013**

# Consolidated Income Statements

Unit: Million Baht	1Q12	4Q12	1Q13	%QoQ	%YoY
Interest income	3,413	4,241	4,467	5.3	30.9
Interest expense	(1,848)	(2,313)	(2,364)	2.2	27.9
<b>Net interest income</b>	<b>1,566</b>	<b>1,928</b>	<b>2,103</b>	<b>9.1</b>	<b>34.3</b>
Fee and service income*	971	1,345	1,639	21.9	68.9
Fee and service expenses	(60)	(111)	(66)	(40.2)	10.8
Other operating income*	26	108	188	73.8	616.9
<b>Total non-interest income</b>	<b>937</b>	<b>1,343</b>	<b>1,761</b>	<b>31.2</b>	<b>87.9</b>
<b>Total income</b>	<b>2,503</b>	<b>3,270</b>	<b>3,865</b>	<b>18.2</b>	<b>54.4</b>
Operating expenses*	(1,152)	(1,425)	(1,449)	1.7	25.8
<b>PPOP</b>	<b>1,351</b>	<b>1,846</b>	<b>2,416</b>	<b>30.9</b>	<b>78.8</b>
Provisions	(260)	(539)	(940)	74.3	261.8
<b>Pre-tax profit</b>	<b>1,091</b>	<b>1,306</b>	<b>1,476</b>	<b>13.0</b>	<b>35.3</b>
Income tax	(248)	(303)	(284)	(6.1)	14.6
<b>Net profit</b>	<b>837</b>	<b>996</b>	<b>1,154</b>	<b>15.8</b>	<b>37.9</b>
Diluted EPS (Baht)	1.15	1.37	1.58		
ROAE (%)	20.0	22.3	24.3		

Remark: \* Net of income and expense from business promotion relating to the business

# Assets and Liabilities

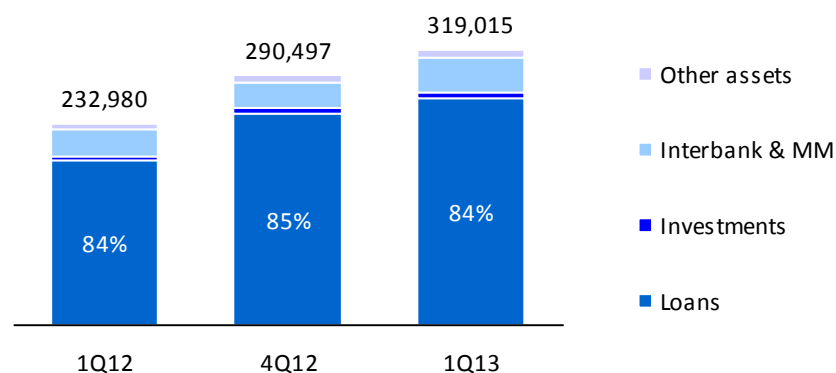


## Assets

Unit: Million Baht

▲ 9.8%QoQ

▲ 36.9%YoY



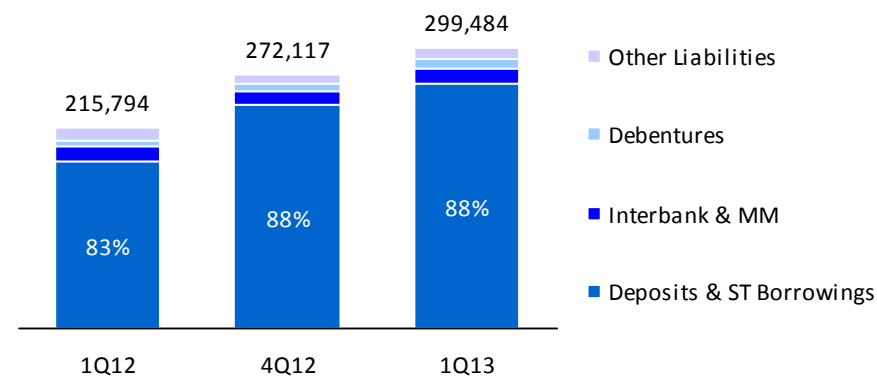
Unit: Million Baht	1Q12	4Q12	1Q13	%QoQ	%YoY
Loans – net	194,561	248,316	266,785	7.4	37.1
Allowance	(4,515)	(5,122)	(5,685)	11.0	25.9
Investments	4,769	7,016	6,703	(4.4)	40.6
Interbank & MM	30,899	31,196	41,625	33.4	34.7
Other assets	7,266	9,091	9,587	5.5	31.9
<b>Total Assets</b>	<b>232,980</b>	<b>290,497</b>	<b>319,015</b>	<b>9.8</b>	<b>36.9</b>

## Liabilities

Unit: Million Baht

▲ 10.1%QoQ

▲ 38.8%YoY

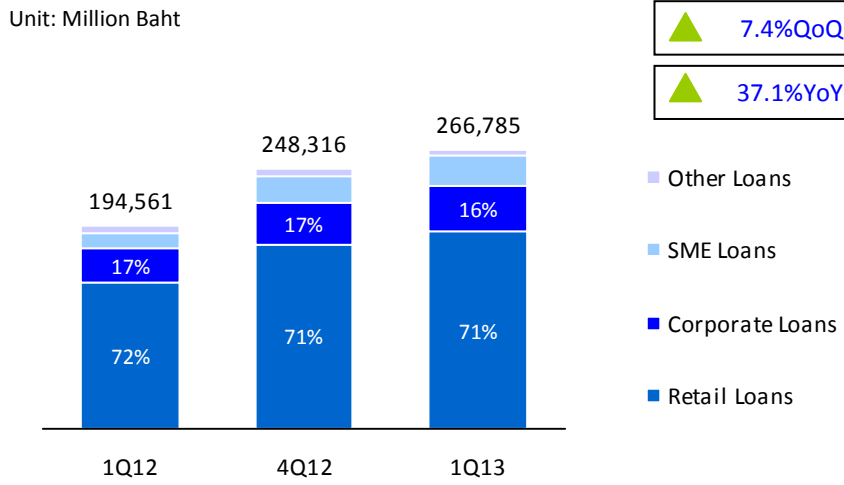


Unit: Million Baht	1Q12	4Q12	1Q13	%QoQ	%YoY
Deposits & ST Borrowings	178,901	239,347	262,478	9.7	46.7
Interbank & MM	15,342	13,971	16,455	17.8	7.3
Debentures	7,000	8,243	8,243	-	17.8
Other liabilities	14,551	10,556	12,308	16.6	(15.4)
<b>Total Liabilities</b>	<b>215,794</b>	<b>272,117</b>	<b>299,484</b>	<b>10.1</b>	<b>38.8</b>
Retained earnings	8,769	9,877	11,030	11.7	25.8
<b>Total Equity</b>	<b>17,186</b>	<b>18,380</b>	<b>19,531</b>	<b>6.3</b>	<b>13.6</b>

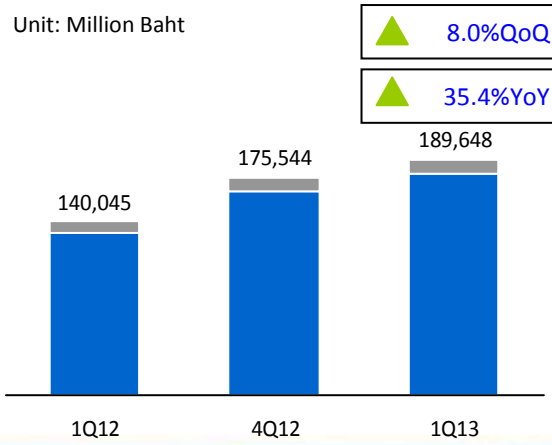
# Loan Portfolio



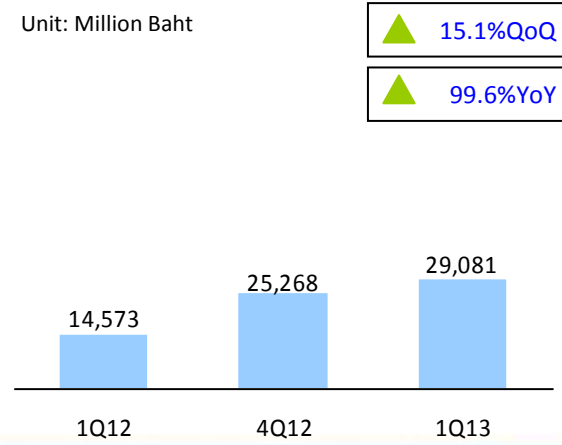
## Total Loan Portfolio



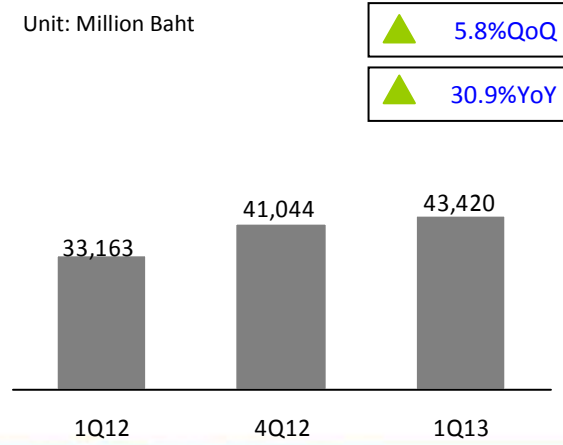
## Retail Loans



## SME Loans

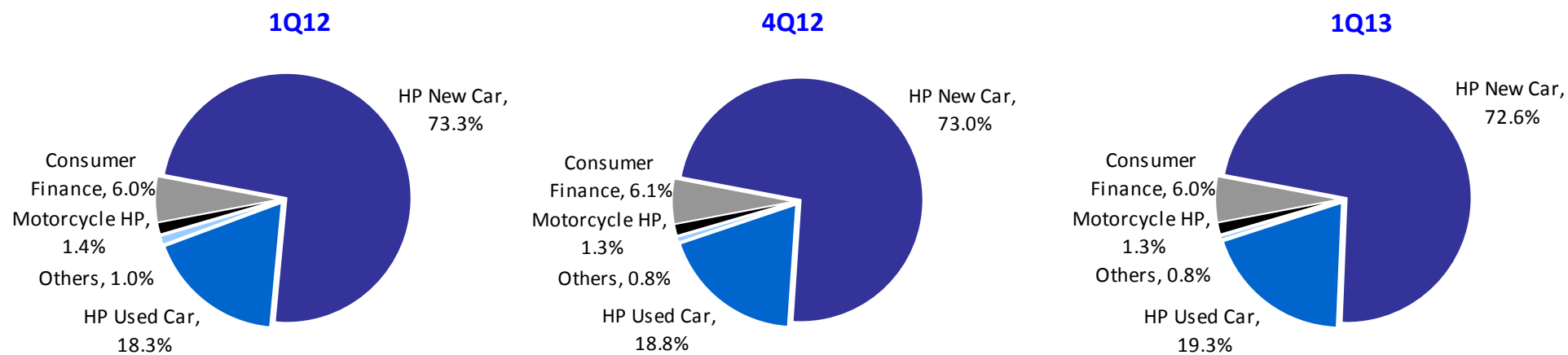


## Corporate Loans



# Retail Loan Portfolio

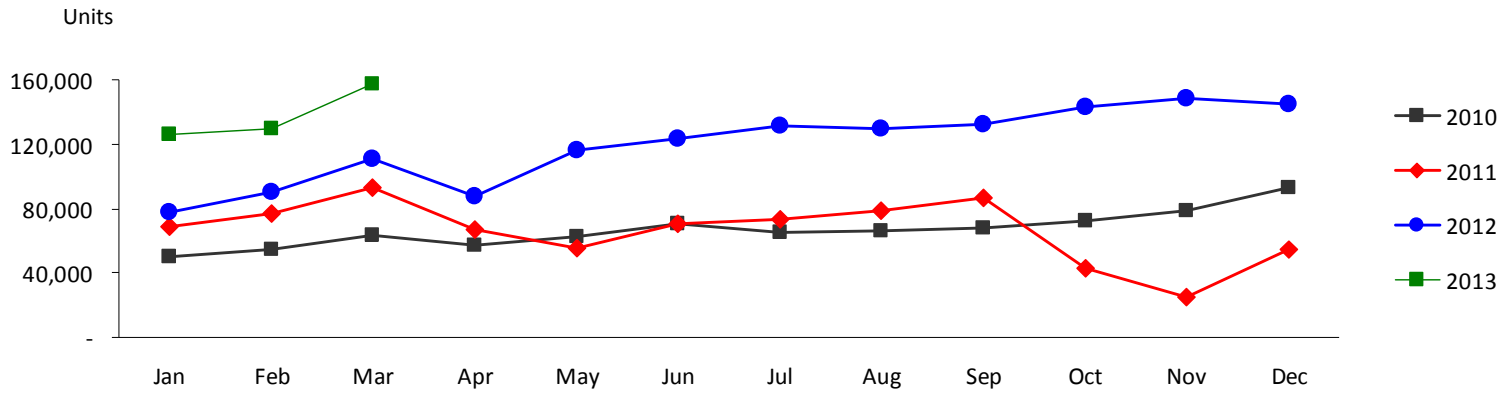
## Retail Loan Breakdown



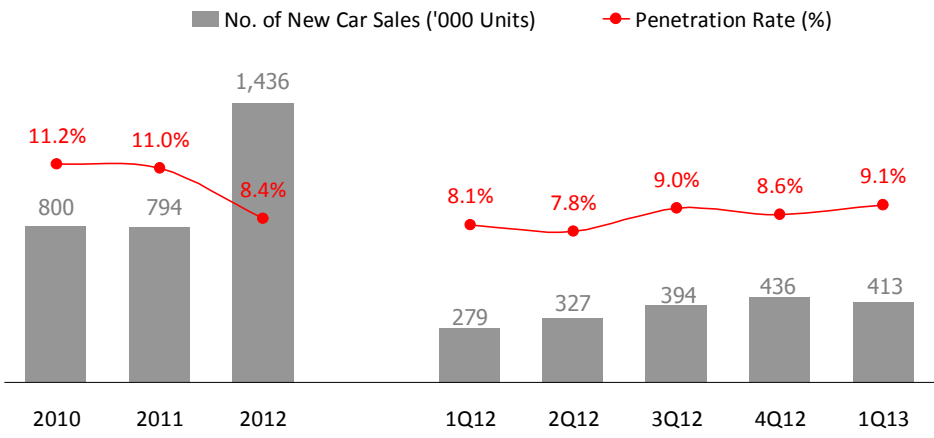
# Industry Car Sales and Penetration Rate



## Industry New Car Sales

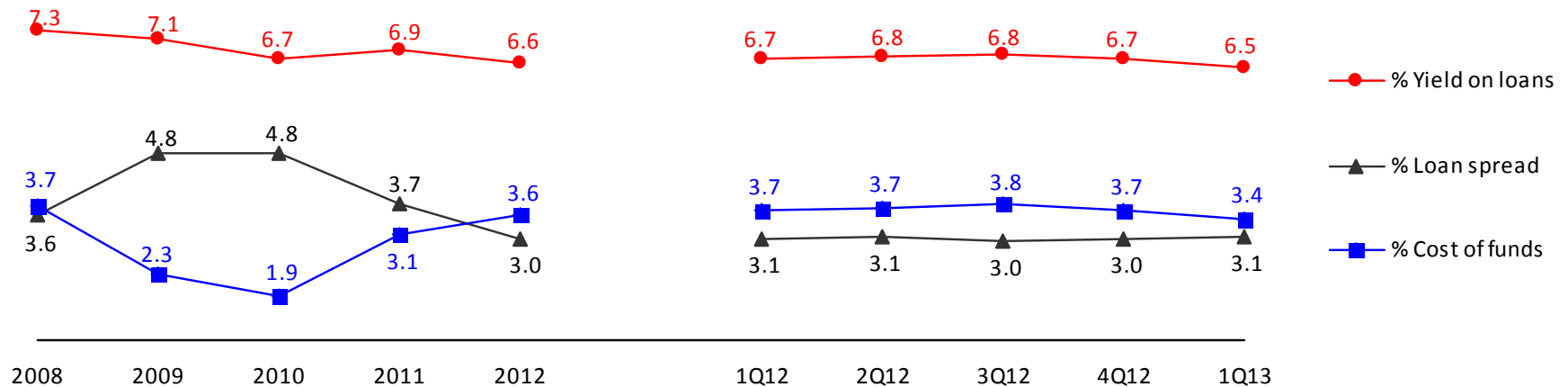


## TISCO Auto HP Penetration Rate



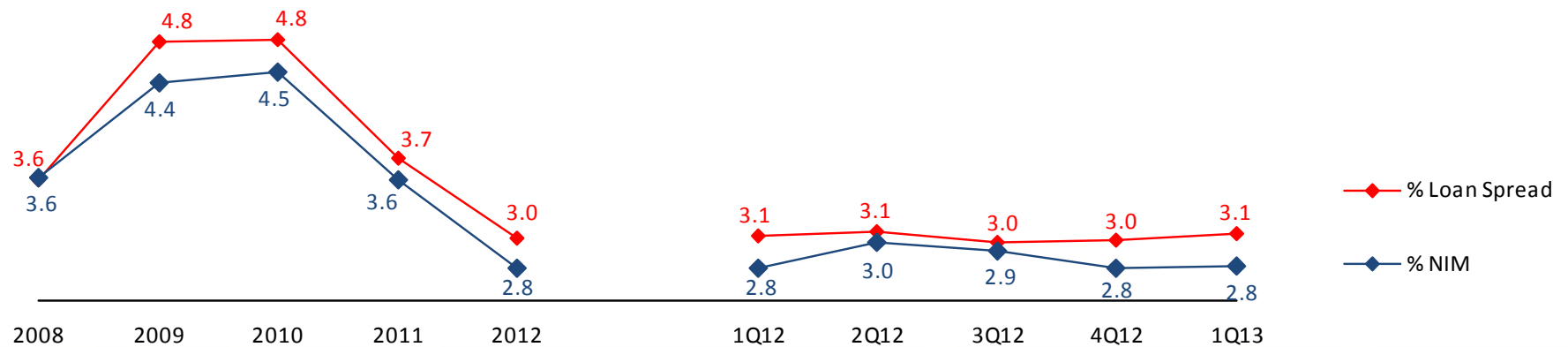
# Loan Spread and Net Interest Margin

## Yield on Loans and Cost of Funds



Remark: Cost of funds include contributions to FIDF and DPA

## Loan Spread and Net Interest Margin

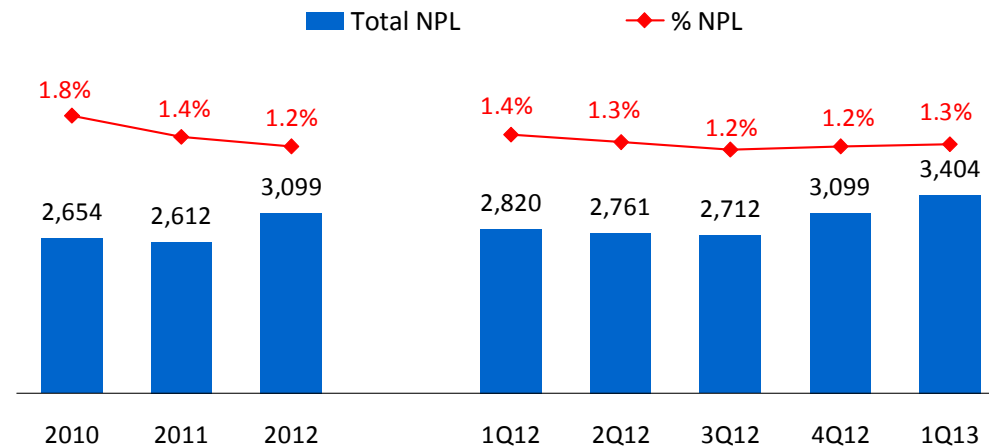


# Asset Quality



## NPL and NPL Ratio

Unit: Million Baht



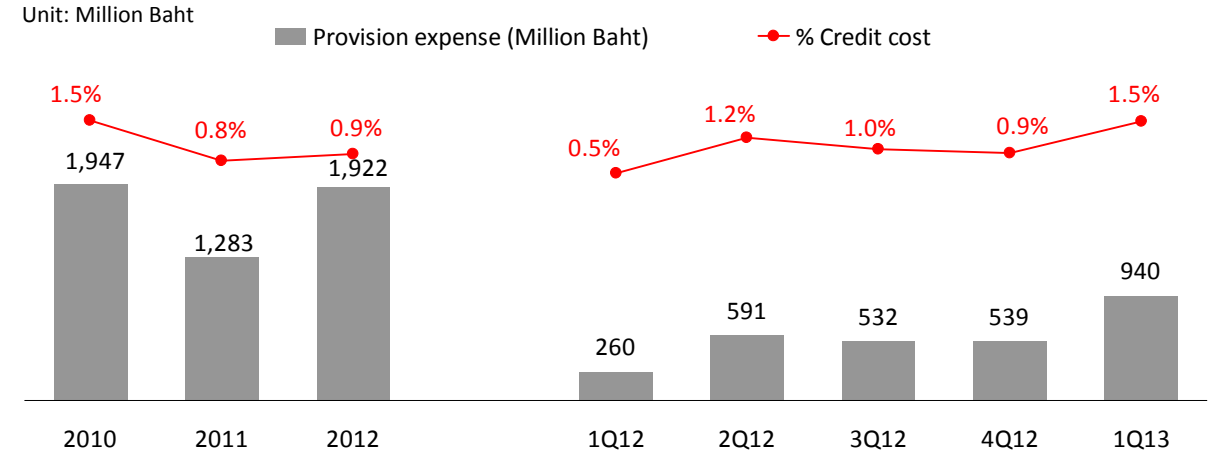
NPL by Loan Type	1Q12		4Q12		1Q13	
	(Million Baht)	(%)	(Million Baht)	(%)	(Million Baht)	(%)
Corporate	402	1.2	389	0.9	420	1.0
SME	111	0.8	52	0.2	48	0.2
Hire Purchase	2,060	1.6	2,398	1.5	2,663	1.5
Mortgage	104	7.7	106	7.3	102	7.0
Others	144	0.9	154	0.9	170	1.1
<b>Total NPL</b>	<b>2,820</b>	<b>1.4</b>	<b>3,099</b>	<b>1.2</b>	<b>3,404</b>	<b>1.3</b>



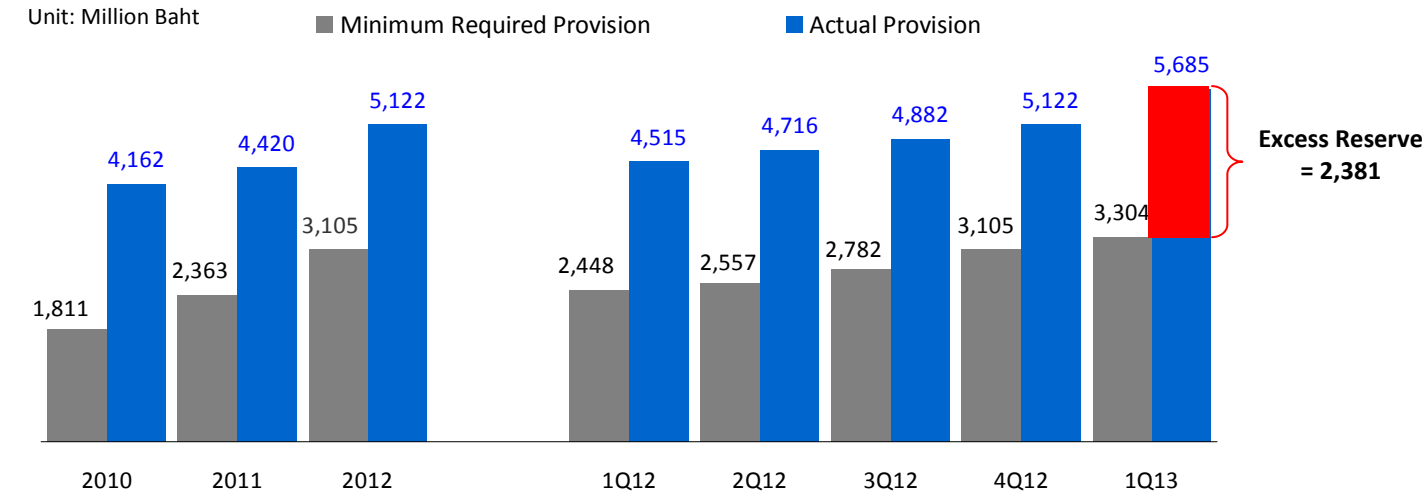
# Provisions



## Provision Expense and Credit Cost



## Minimum Required Provision vs Actual Provision



# Deposits

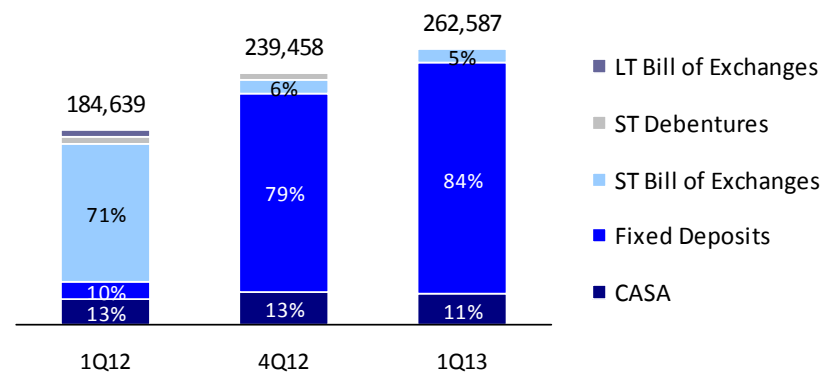


## Total Deposits & Bill of Exchanges

Unit: Million Baht

▲ 9.7% QoQ

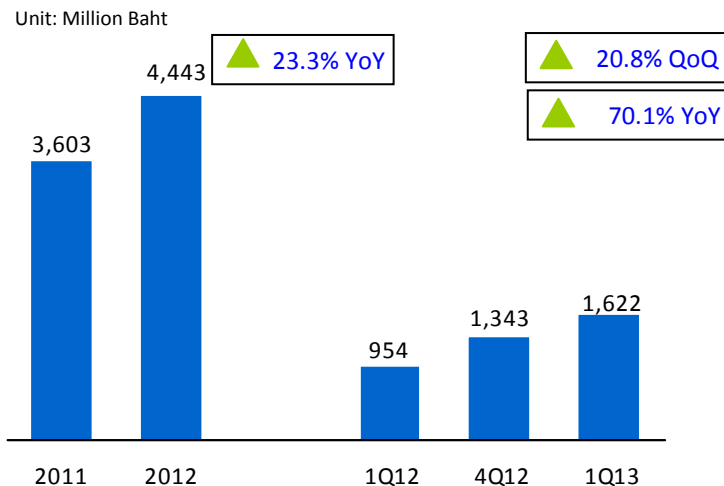
▲ 42.2% YoY



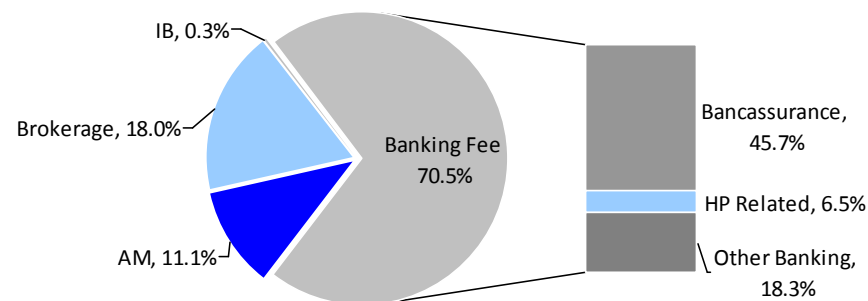
Unit: Million Baht	1Q12	4Q12	1Q13	%QoQ	%YoY
Current	3,400	2,762	2,123	(23.1)	(37.5)
Savings	20,511	28,140	26,851	(4.6)	30.9
Fixed Deposits	17,785	188,921	219,940	16.4	1136.6
Short-term Bill of Exchanges	130,804	13,695	13,060	(4.6)	(90.0)
Short-term Debentures	6,400	5,828	504	(91.4)	(92.1)
<b>Total Deposits &amp; ST Borrowings</b>	<b>178,901</b>	<b>239,347</b>	<b>262,478</b>	<b>9.7</b>	<b>46.7</b>
Long-term Bill of Exchanges	5,739	111	109	(1.8)	(98.1)
<b>Total Deposits &amp; Bill of Exchanges</b>	<b>184,639</b>	<b>239,458</b>	<b>262,587</b>	<b>9.7</b>	<b>42.2</b>
Debentures	7,000	8,243	8,243		
% LDR to Total Deposits & Bill of Exchanges	105.4	103.7	101.6		

# Non-Interest Income

## Non-Interest Income from Core Businesses



## Non-Interest Income Breakdown



Unit: Million Baht	1Q12	4Q12	1Q13	%QoQ	%YoY
Banking fee*	602	800	1,029**	28.6	71.0
Asset Management fee	161	185	224	20.9	38.7
Brokerage fee	178	231	363	57.2	104.0
Investment Banking fee	13	127	6	(95.0)	(50.2)
<b>Non-interest income from core businesses</b>	<b>954</b>	<b>1,343</b>	<b>1,622</b>	<b>20.8</b>	<b>70.1</b>
Trading income	11	110	171***	55.0	1395.5
Dividend income	32	0	34	7842.1	7.0
<b>Total non-interest income</b>	<b>997</b>	<b>1,454</b>	<b>1,828</b>	<b>25.7</b>	<b>83.3</b>

Remark: \* Net of income and expense from business promotion relating to the business

\*\* Included Extraordinary bancassurance fee 210mn

\*\*\* Included Extraordinary trading gain 154mn

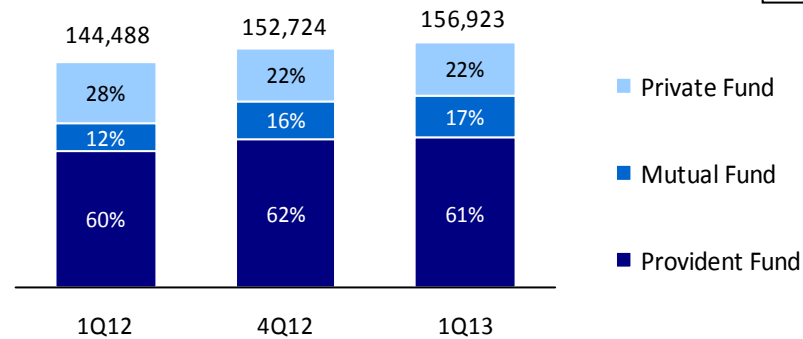
# Asset Management Business



## TISCO Asset under Management

Unit: Million Baht

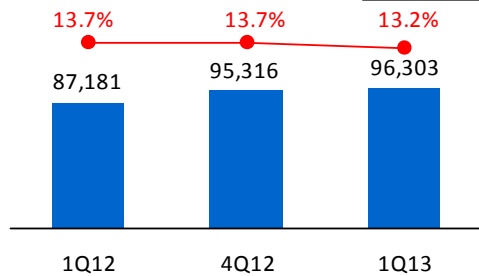
▲	2.7% QoQ
▲	8.6% YoY
Rank #8	



### Provident Fund

Unit: Million Baht

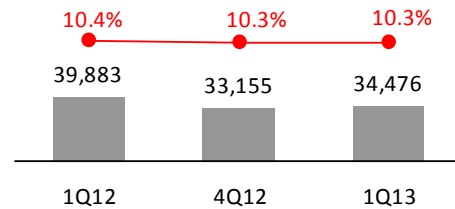
▲	1.0% QoQ
▲	10.5% YoY
Rank #3	



### Private Fund

Unit: Million Baht

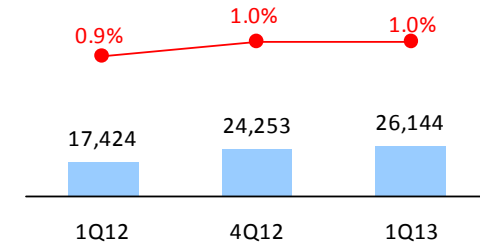
▲	4.0% QoQ
▼	13.6% YoY
Rank #4	



### Mutual Fund

Unit: Million Baht

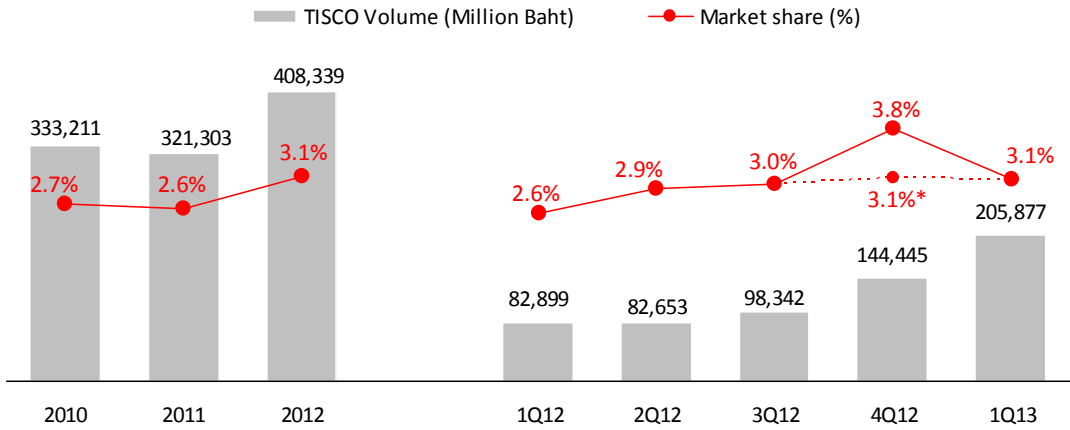
▲	7.8% QoQ
▲	50.0% YoY
Rank #14	



# Brokerage Business

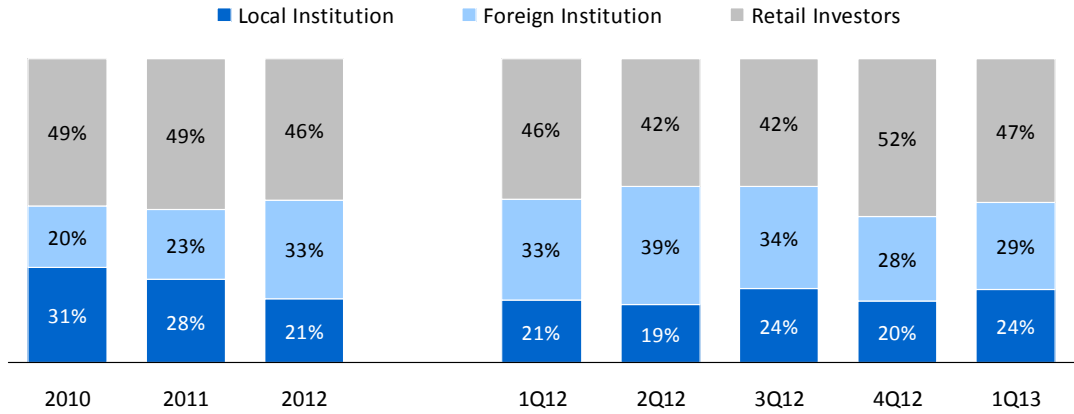


## TISCO Trading Volume and Market Share



Remark: \* Market share excluded Big Lot in 4Q12

## TISCO Trading Volume by Customer

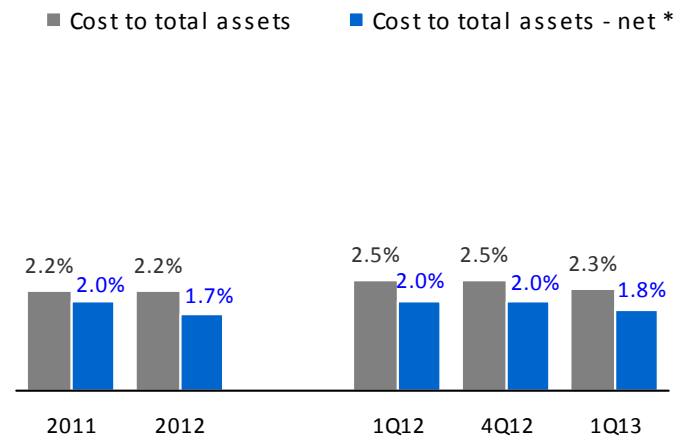
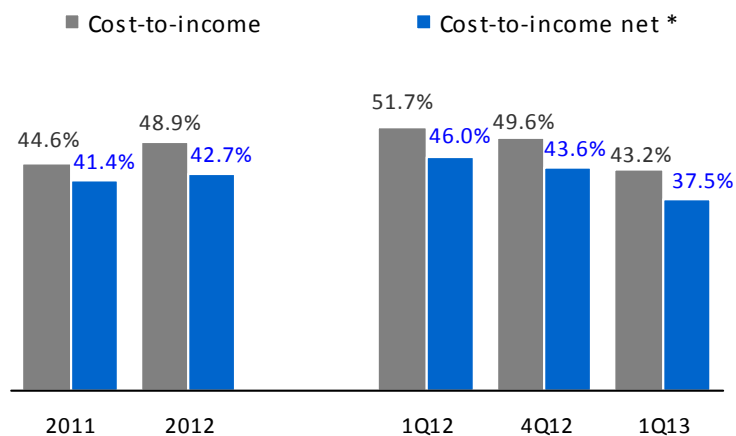


# Operating Expenses



## Cost to Income Ratio

## Cost to Total Assets Ratio



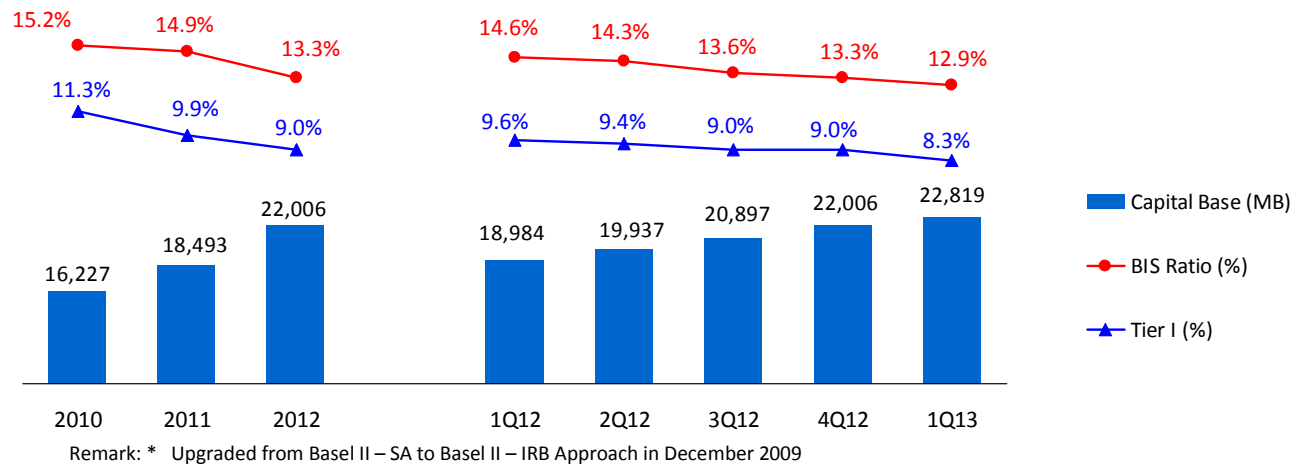
Unit: Million Baht	1Q12	4Q12	1Q13	%QoQ	%YoY
Employee's expenses	696	950	997	4.9	43.2
Directors' remuneration	4	3	3	(1.2)	(7.4)
Premises & equipment expenses	207	216	229	5.7	10.4
Taxes & duties	63	49	49	1.0	(22.2)
Other expenses *	182	206	171	(17.2)	(6.1)
<b>Total</b>	<b>1,152</b>	<b>1,425</b>	<b>1,449</b>	<b>1.7</b>	<b>25.8</b>

Remark: \* Excluded expense from business promotion relating to the business

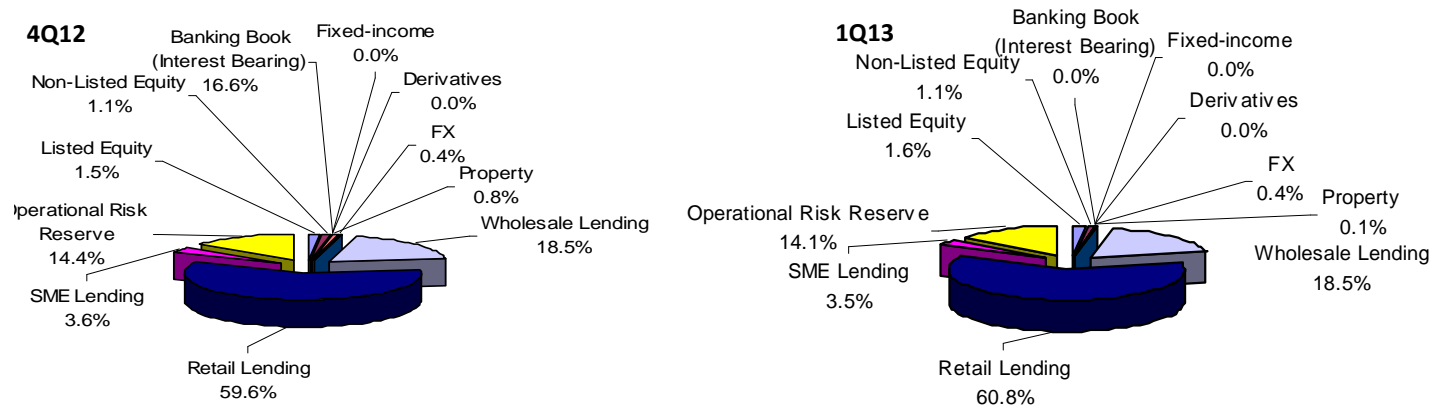
# Capital Adequacy



## Capital Adequacy Ratio of TISCO Bank



## Risk-Based Capital Exposure

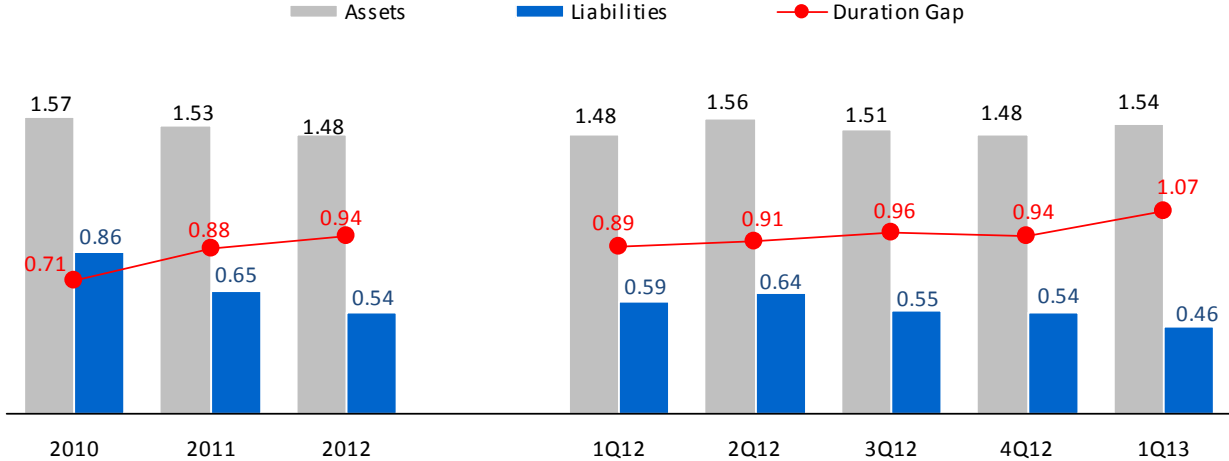


# Interest Rate Risk



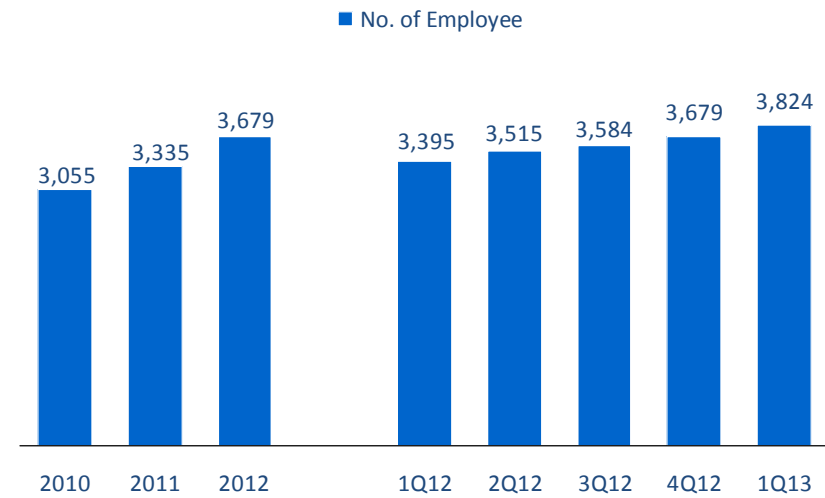
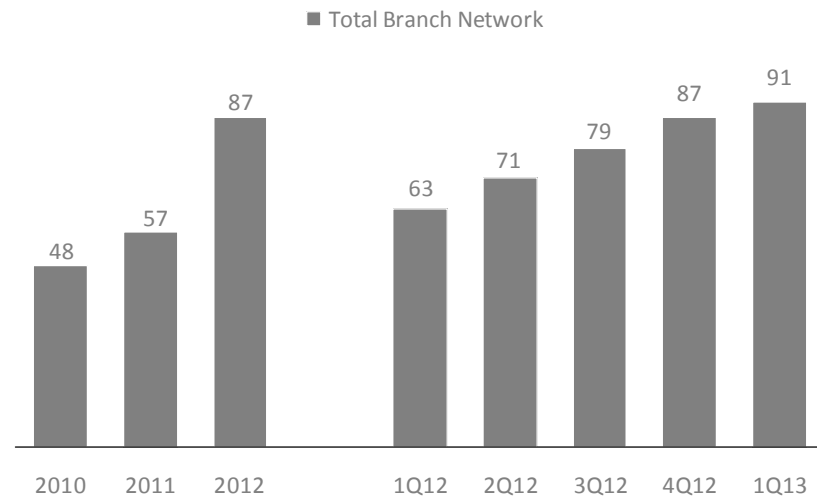
## Duration of Assets and Liabilities

Unit: Years





# Employee and Branch Network



# Disclaimer

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Wealth of Possibilities