



TISCO

TISCO Financial Group Public Co., Ltd.

Analyst Meeting 1Q 2015

April 20, 2015





1Q 2015 Financial Results



Consolidated Income Statements

Unit : Million Baht	1Q14	4Q14	1Q15	% QoQ	% YoY
Interest Income	4,917	4,531	4,374	(3.5)	(11.0)
Interest Expenses	(2,652)	(2,089)	(1,974)	(5.5)	(25.5)
Net Interest Income	2,265	2,442	2,400	(1.7)	5.9
Fee & Service Income	1,284	1,274	1,302	2.2	1.5
Fee & Service Expenses	(48)	(58)	(58)	0.7	20.5
Other Operating Income*	137	302	319	5.6	132.8
Total Non-Interest Income	1,372	1,518	1,563	3.0	13.9
Total Income	3,637	3,960	3,962	0.1	8.9
Operating Expenses*	(1,287)	(1,524)	(1,501)	(1.5)	16.6
PPOP	2,350	2,436	2,462	1.1	4.7
Provisions	(1,176)	(894)	(972)	8.7	(17.4)
Pre-tax Profit	1,174	1,542	1,490	(3.4)	26.9
Income Tax	(231)	(301)	(292)	(3.2)	26.4
Net Profit	935	1,234	1,192	(3.4)	27.6
<i>EPS (Baht)</i>	<i>1.17</i>	<i>1.54</i>	<i>1.49</i>		
<i>ROAE (%)</i>	<i>15.9</i>	<i>19.6</i>	<i>18.1</i>		

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



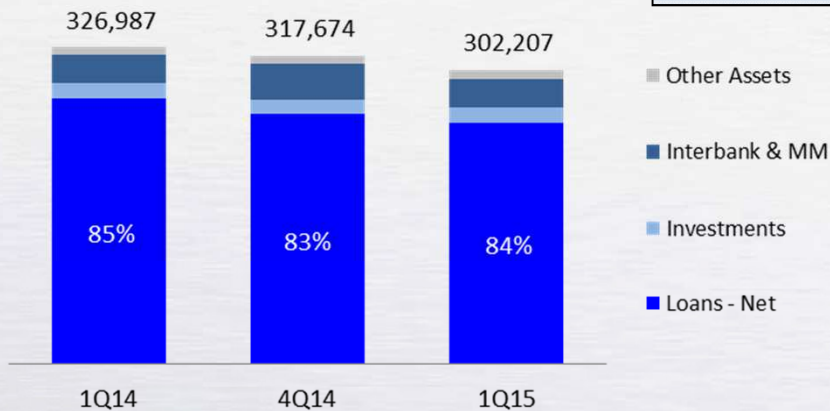
Assets and Liabilities

Assets

Unit: Million Baht

▼ 4.9% QoQ

▼ 7.6% YoY

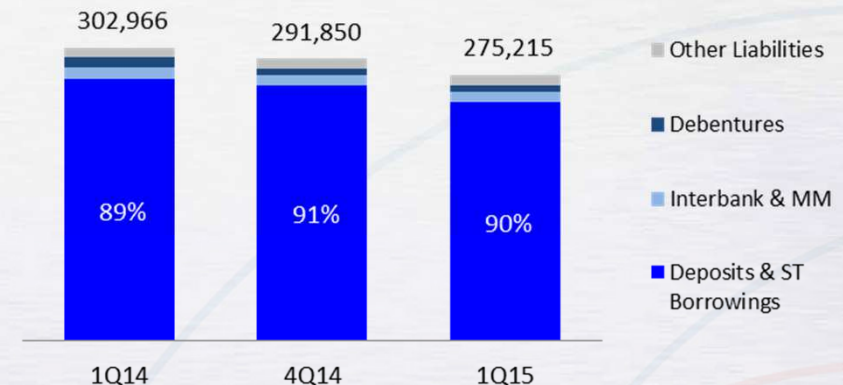


Liabilities

Unit: Million Baht

▼ 5.7% QoQ

▼ 9.2% YoY



Unit : Million Baht	1Q14	4Q14	1Q15	% QoQ	% YoY
Loans - Net	278,932	262,784	254,437	(3.2)	(8.8)
Allowance	(6,459)	(6,950)	(7,096)	2.1	9.9
Investments	16,527	15,003	15,673	4.5	(5.2)
Interbank & MM	29,521	38,058	30,057	(21.0)	1.8
Other Assets	8,466	8,779	9,136	4.1	7.9
Total Assets	326,987	317,674	302,207	(4.9)	(7.6)

Unit : Million Baht	1Q14	4Q14	1Q15	% QoQ	% YoY
Deposits & ST Borrowings	270,596	264,147	246,433	(6.7)	(8.9)
Interbank & MM	11,885	10,897	11,305	3.7	(4.9)
Debentures	10,643	6,643	6,643	-	(37.6)
Other Liabilities	9,842	10,162	10,833	6.6	10.1
Total Liabilities	302,966	291,850	275,215	(5.7)	(9.2)
Retained Earnings	13,329	15,025	16,219	7.9	21.7
Total Equities	24,021	25,824	26,992	4.5	12.4

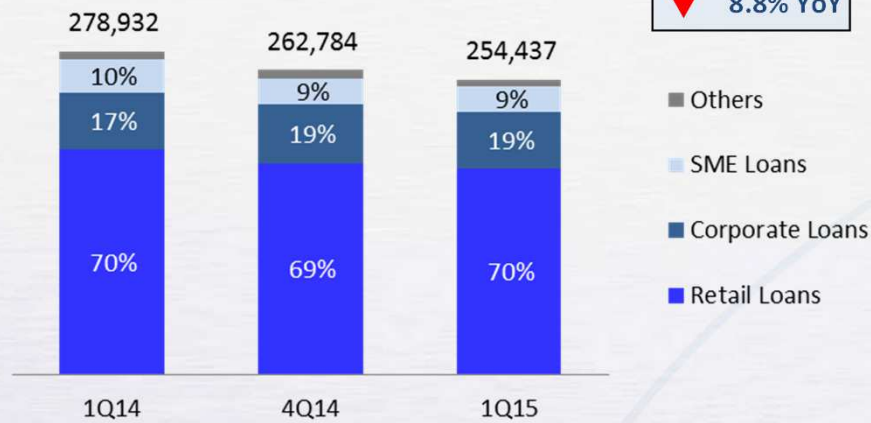


Loan Portfolio

Total Loan Portfolio

Unit: Million Baht

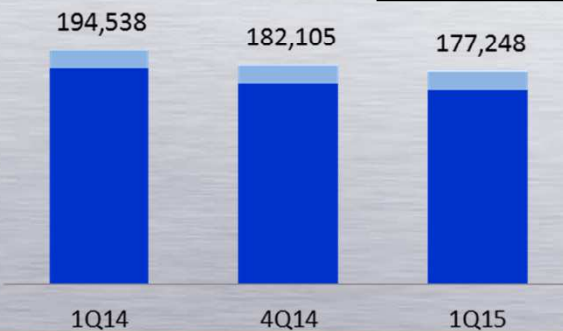
▼ 3.2% QoQ
▼ 8.8% YoY



Retail Loans

Unit: Million Baht

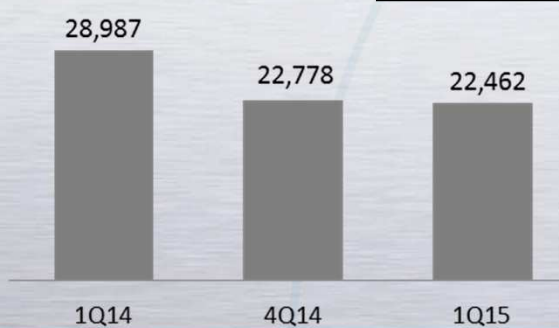
▼ 2.7% QoQ
▼ 8.9% YoY



SME Loans

Unit: Million Baht

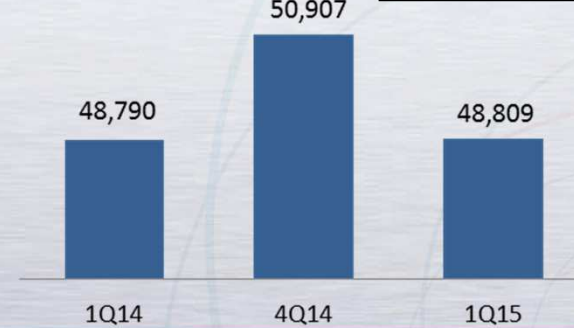
▼ 1.4% QoQ
▼ 22.5% YoY



Corporate Loans

Unit: Million Baht

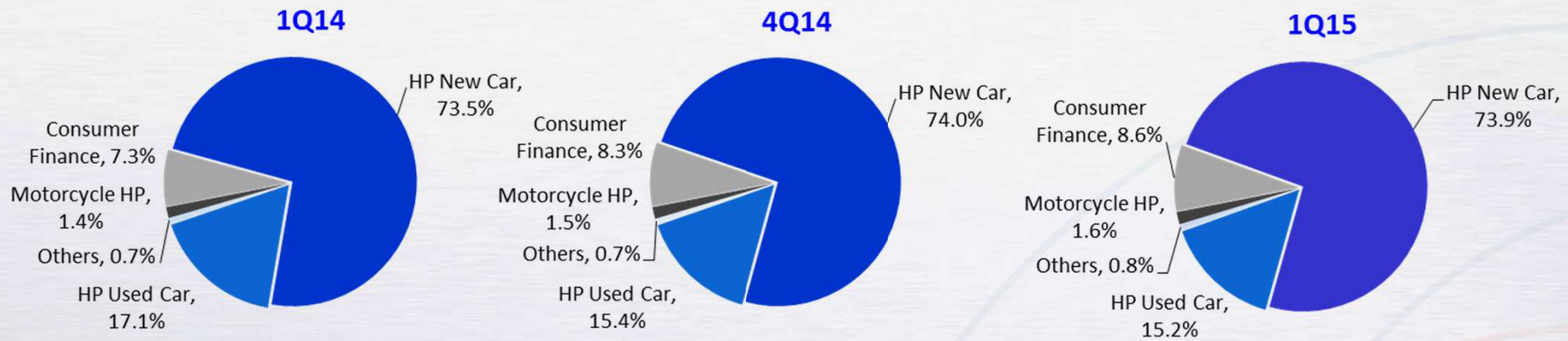
▼ 4.1% QoQ
▲ 0.0% YoY





Retail Loan Portfolio

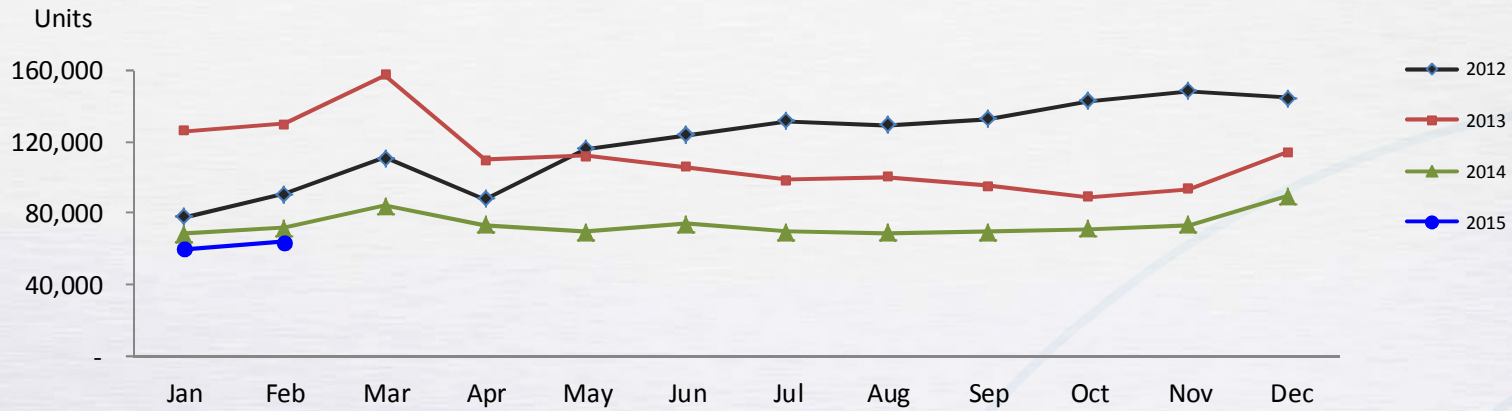
Retail Loan Breakdown



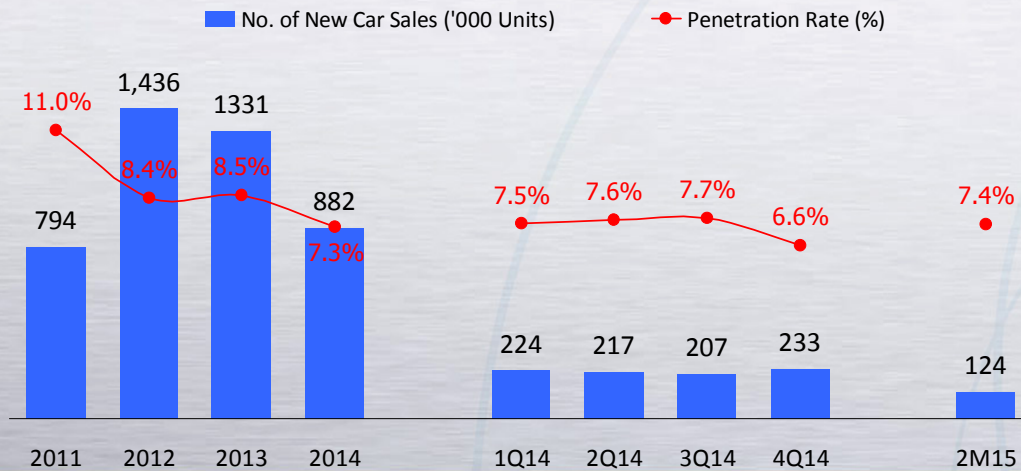


Industry Car Sales and Penetration Rate

Industry New Car Sales



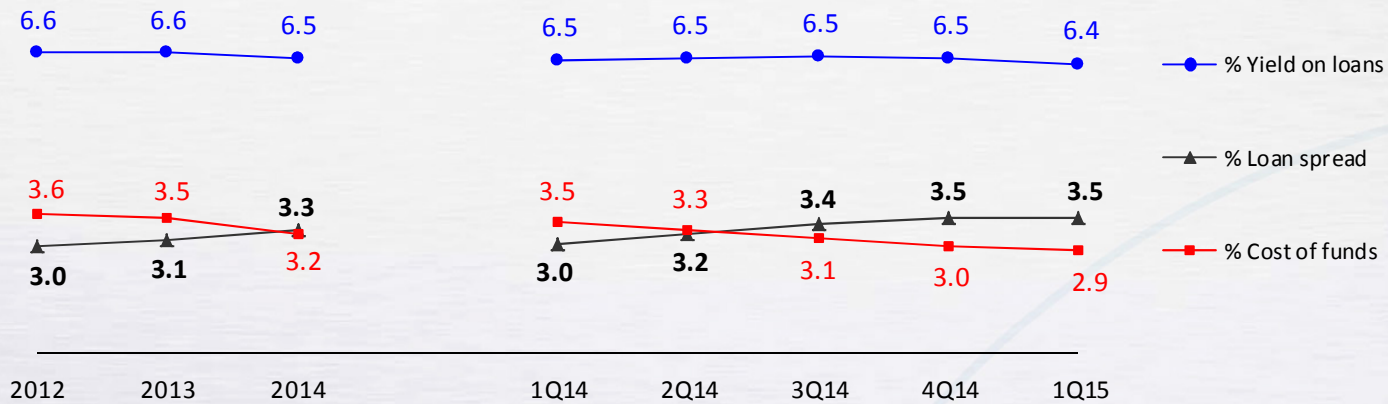
TISCO Auto HP Penetration Rate





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

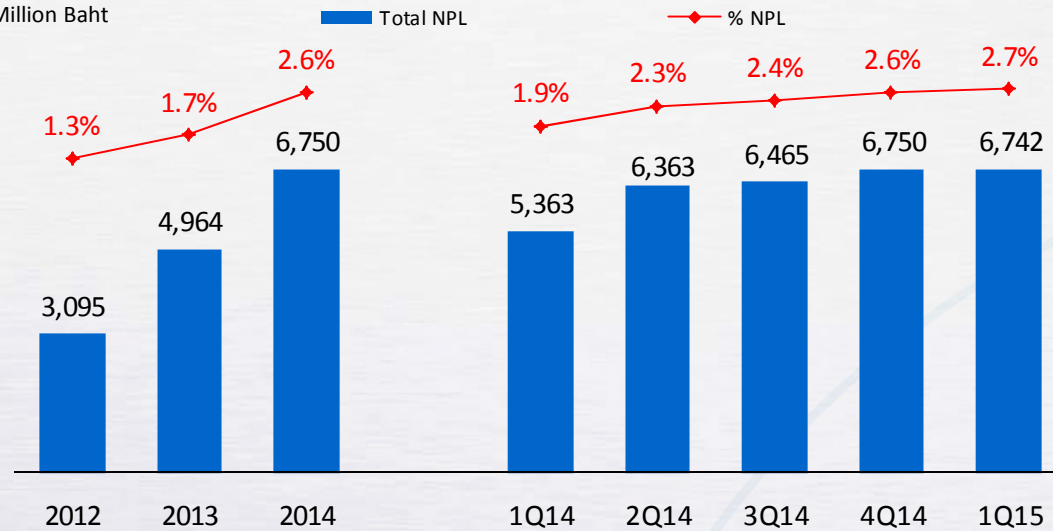




Asset Quality

NPL and NPL Ratio

Unit: Million Baht

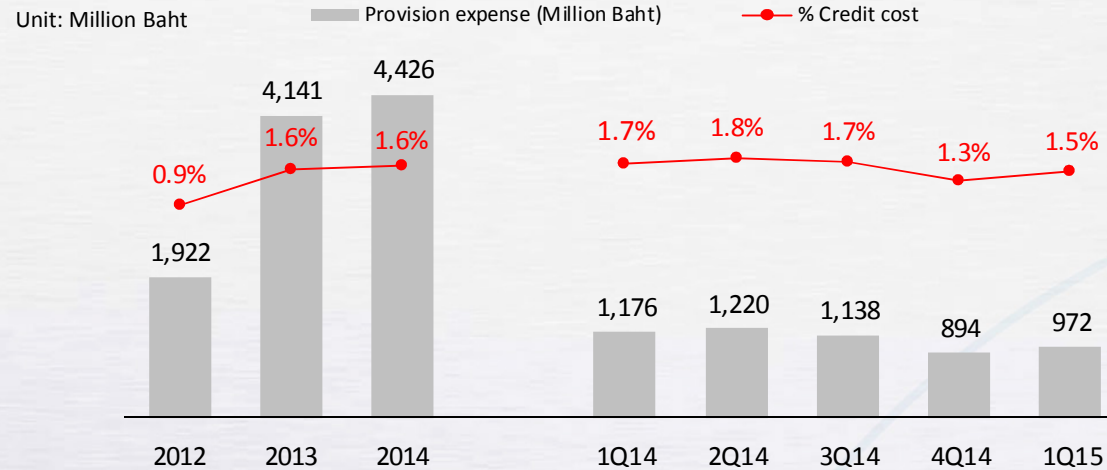


NPL by Loan Type	1Q14		4Q14		1Q15	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	261	0.5	258	0.5	333	0.7
SME	249	0.9	239	1.1	267	1.2
Hire Purchase	4,387	2.5	5,522	3.3	5,370	3.3
Mortgage	78	5.6	96	7.3	96	6.8
Others	388	1.9	635	2.9	677	3.2
Total NPL	5,363	1.92	6,750	2.57	6,742	2.65

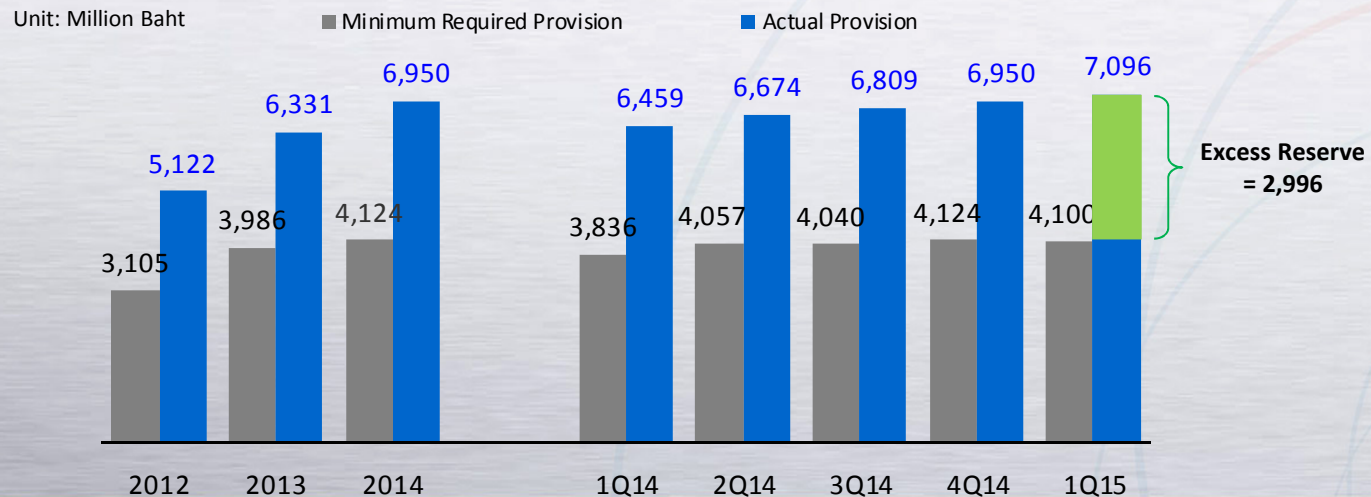


Provisions

Provision Expense and Credit Cost



Minimum Required Provision vs Actual Provision

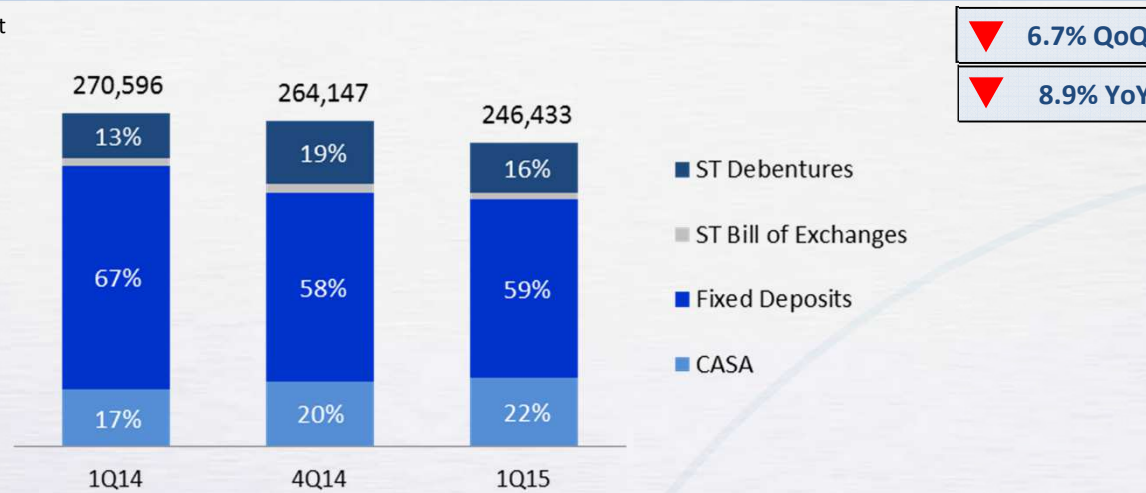




Deposits

Total Deposits & Bill of Exchanges

Unit: Million Baht



Unit : Million Baht	1Q14	4Q14	1Q15	%QoQ	%YoY
Current	3,120	2,917	3,382	15.9	8.4
Savings	42,715	49,606	51,809	4.4	21.3
Fixed Deposits	181,778	152,860	144,958	(5.2)	(20.3)
Short-Term Bill of Exchanges	6,701	7,706	6,051	(21.5)	(9.7)
Short-Term Debentures	36,282	51,057	40,233	(21.2)	10.9
Total Deposits & ST Borrowings	270,596	264,147	246,433	(6.7)	(8.9)
Debentures	10,643	6,643	6,643		
% LDR to Total Deposits & Bill of Exchanges	103.1	99.5	103.2		



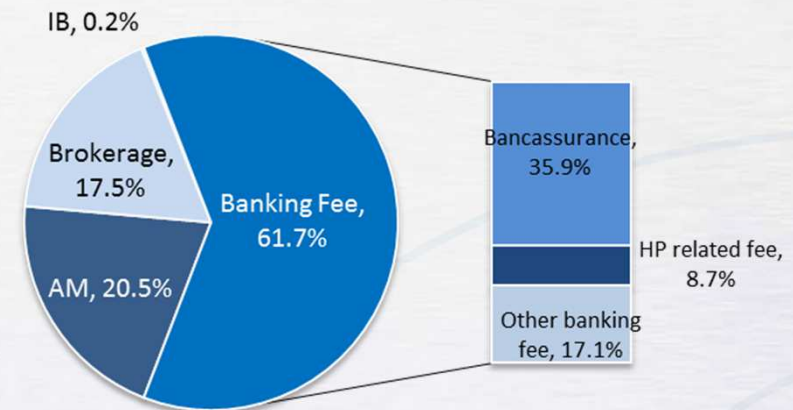
Non-Interest Income

Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income Breakdown



Unit : Million Baht	1Q14	4Q14	1Q15	% QoQ	% YoY
Banking Fee*	966	844	881	4.3	(8.8)
Asset Management Fee	211	243	293	20.6	38.9
Brokerage Fee	166	275	250	(9.0)	50.6
Investment Banking Fee	4	4	3	(13.1)	(13.5)
Non-Interest Income from Core Businesses	1,347	1,366	1,428	4.5	6.0
Trading Income & Incentive	27	192	113	(41.2)	311.0
Share of Profit from Investment in Subsidiaries	13	18	21	17.9	62.6
Dividend Income	34	1	60	11,613.5	79.7
Total Non-Interest Income	1,421	1,576	1,621	2.9	14.1

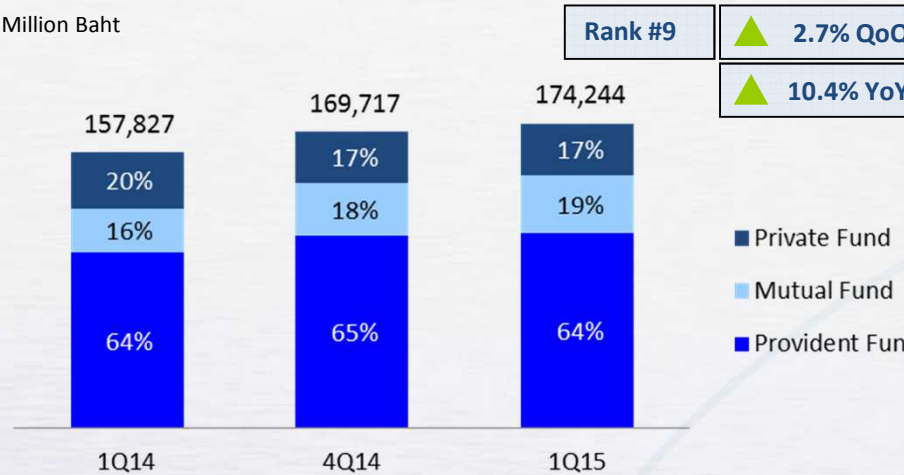
Remark: * Net of expense from business promotion relating to HP business



Asset Management Business

TISCO Asset under Management

Unit: Million Baht



Rank #9
 ▲ 2.7% QoQ
 ▲ 10.4% YoY

■ Private Fund
 ■ Mutual Fund
 ■ Provident Fund

Provident Fund

Unit: Million Baht

Rank #4
 ▲ 1.0% QoQ
 ▲ 10.9% YoY



Private Fund

Unit: Million Baht

Rank #8
 ▼ 0.3% QoQ
 ▼ 8.5% YoY



Mutual Fund

Unit: Million Baht

Rank #13
 ▲ 11.9% QoQ
 ▲ 33.0% YoY

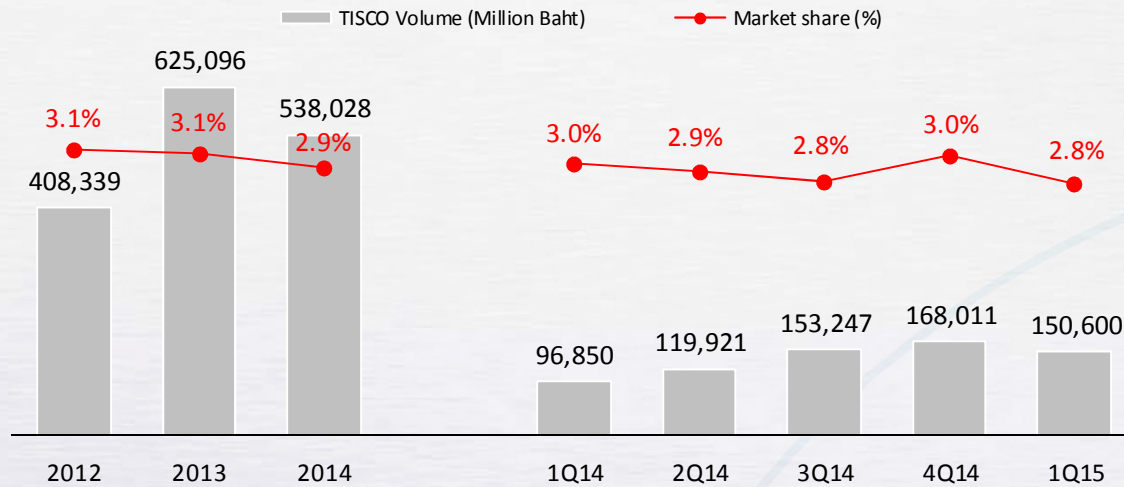


*Rankings & Market Share as of February 2015

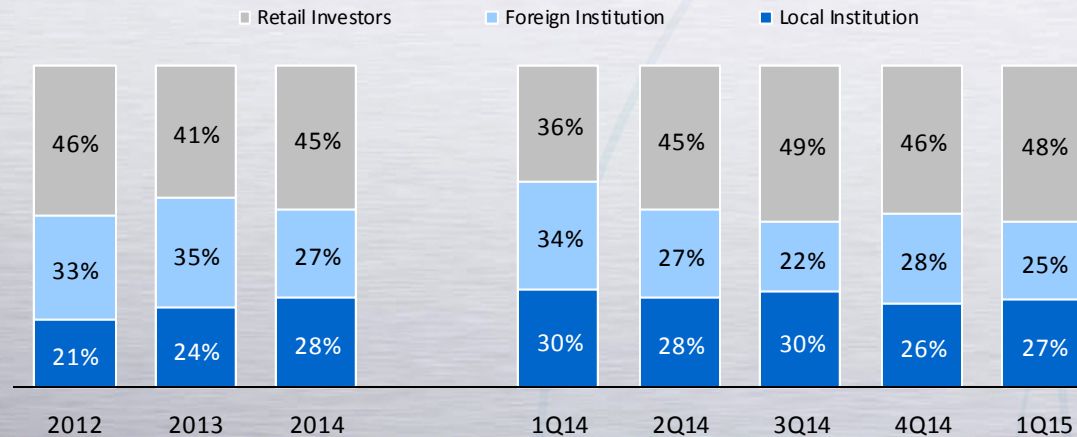


Brokerage Business

TISCO Trading Volume and Market Share



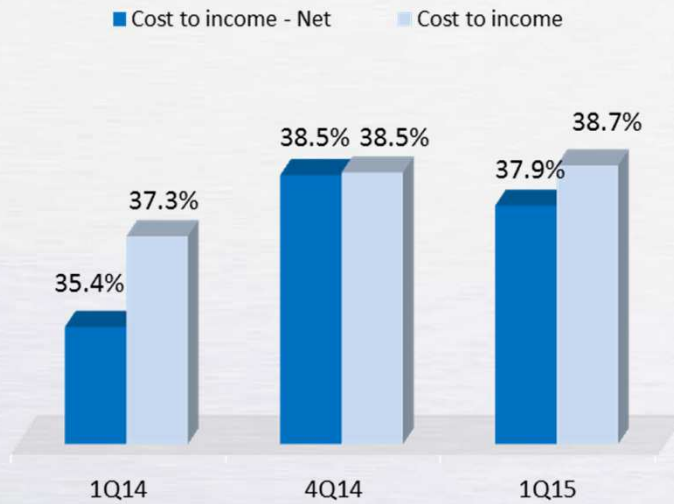
TISCO Trading Volume by Customer





Operating Expenses

Cost to Income Ratio



Cost to Total Assets Ratio



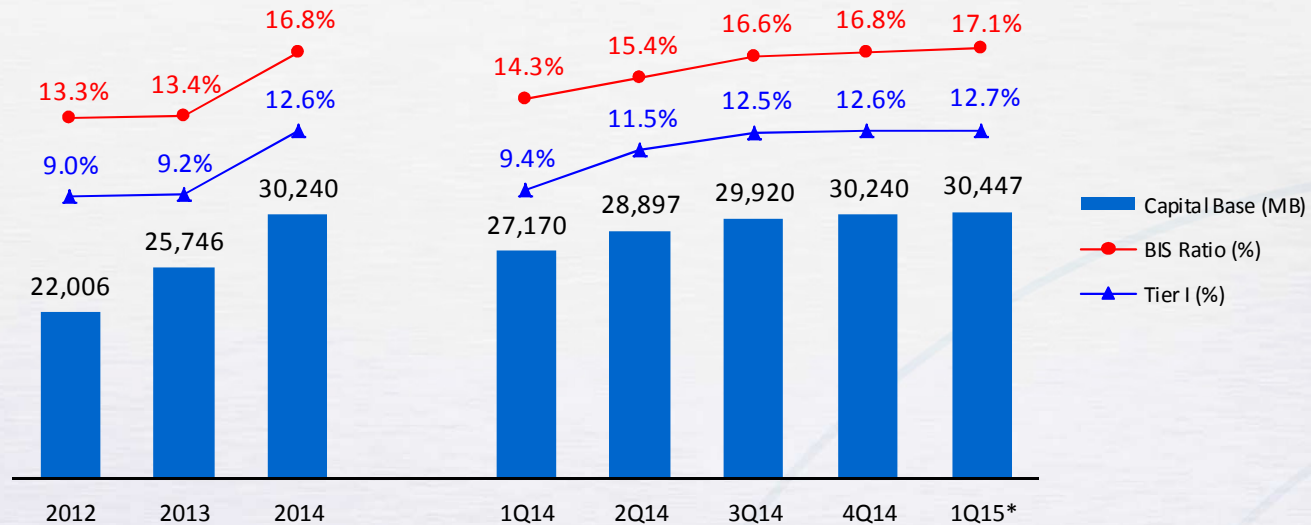
Unit : Million Baht	1Q14	4Q14	1Q15	% QoQ	% YoY
Employees' Expenses	809	967	990	2.4	22.4
Premises & Equipment Expenses	214	249	231	(7.0)	8.2
Taxes & Duties	54	56	56	(0.1)	2.3
Other Expenses*	210	252	223	(11.5)	6.6
Total Operating Expenses	1,287	1,524	1,501	(1.5)	16.6

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



Capital Adequacy

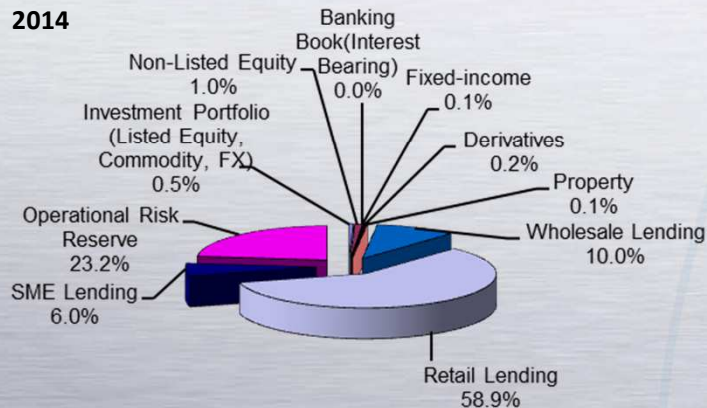
Capital Adequacy Ratio of TISCO Bank



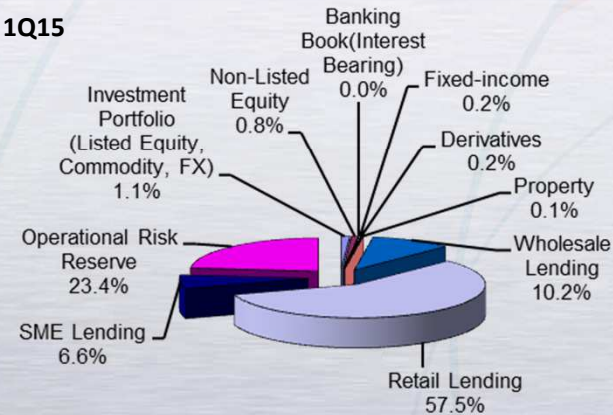
Remark: * Projected Figure

Risk-Based Capital Exposure

2014



1Q15





Employees and Branch Network

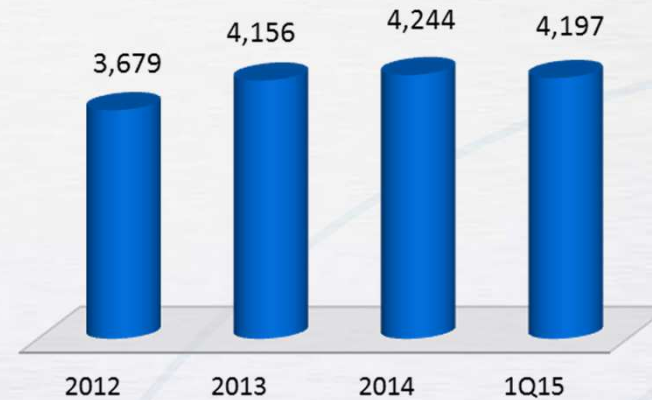
Total Branch Network

■ Bank Branch ■ Loan Office



Total TISCO Employees

■ Total Employees





Disclaimer

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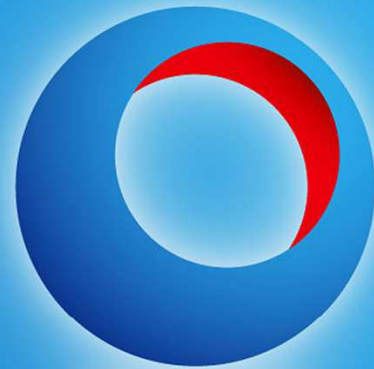
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TISCO

WEALTH OF POSSIBILITIES