

**TISCO**

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

**For the third quarter of 2018**

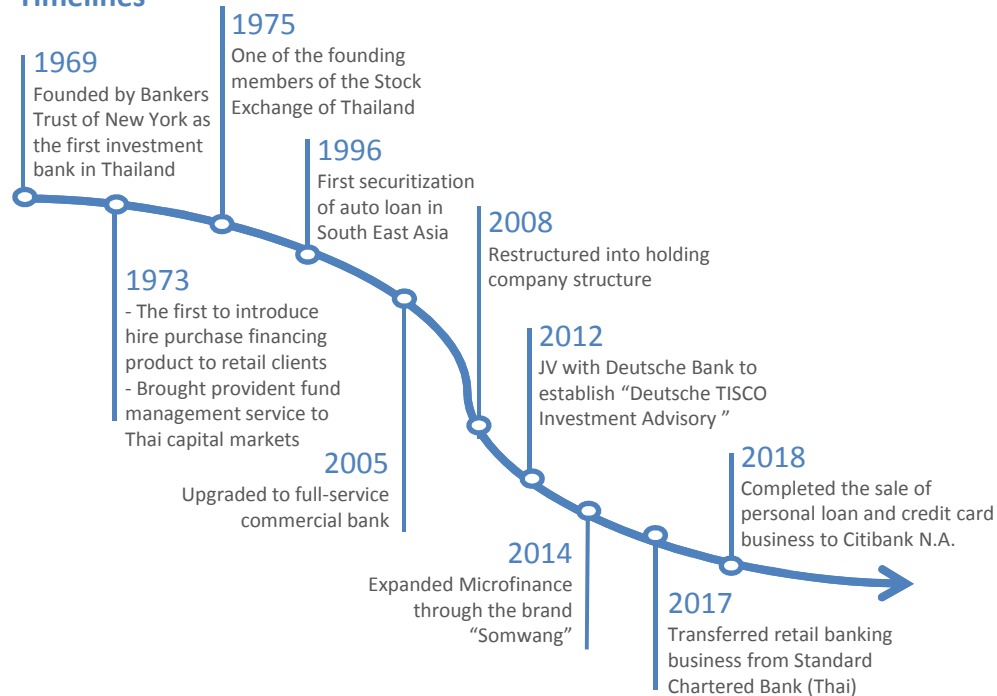


## TISCO Overview

# Company Profile



## Timelines



## Business Model

"Selective Focus"  
Universal Bank

## CG Scoring



Excellent

## Credit Rating

A- (Stable)

## Key Metrics

	Unit: Million Baht	2017	9M2018
Total Assets		303,388	306,365
Total Loans		251,384	240,051
Total Funding Deposits		245,202	246,440
Capital Ratio (BIS %)		20.7	22.6
Market Capitalization		70,857	67,054
















## Thailand Sustainability Investment (THSI)

by SET in 2018  
 "ESG100 Company" in 2015-2018  
 "Company with excellent CG Scoring"  
 by IOD in 2018



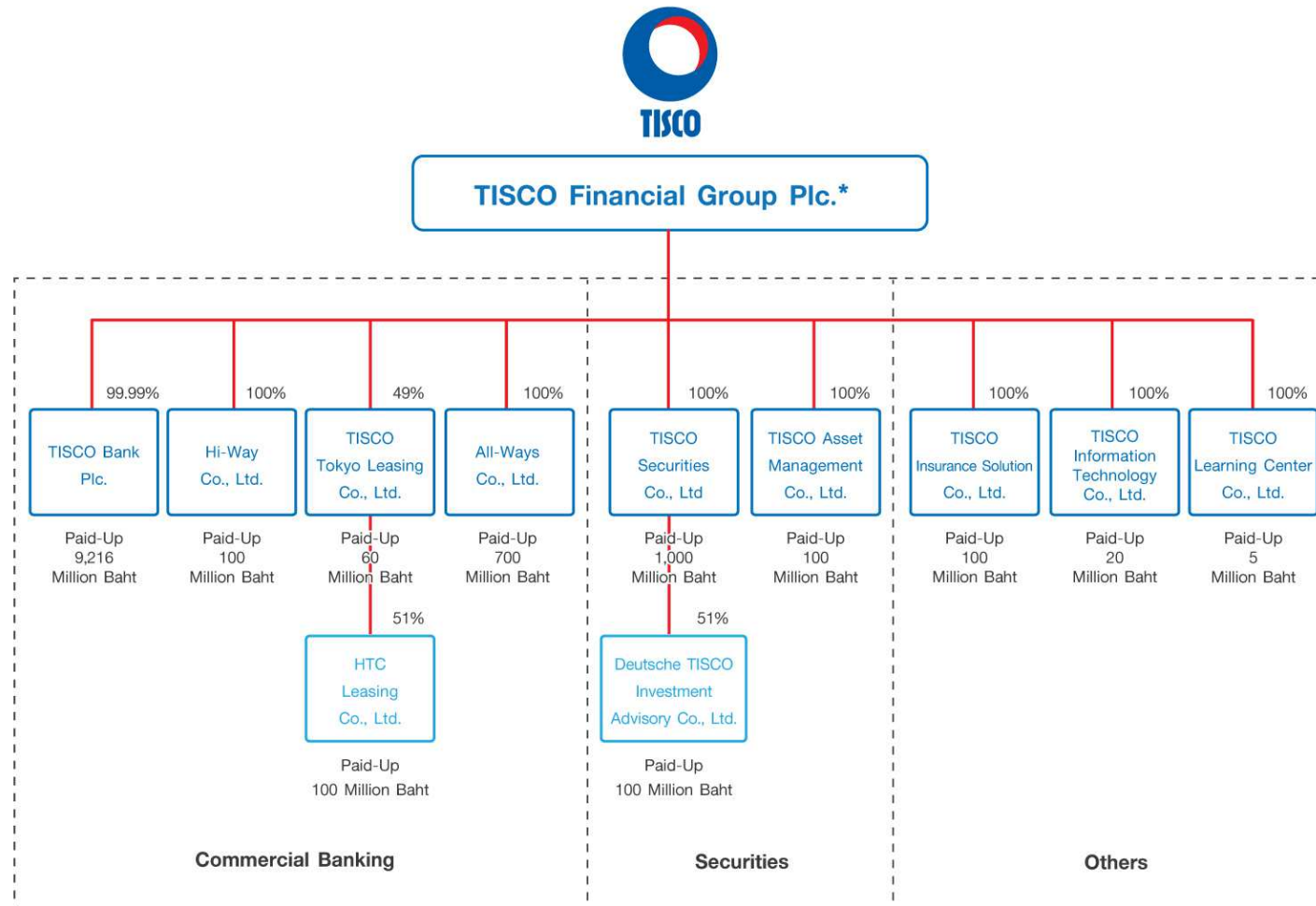
# Key Milestones



<p><b>1969</b></p> <p>Founded by Bankers Trust of New York as the first investment bank in Thailand</p>	<p><b>1973</b></p> <p>- First to introduce hire purchase financing product to retail clients - Brought provident fund management service to Thai capital markets</p>	<p><b>1975</b></p> <p> TISCO Securities</p> <p>- Started securities brokerage business "TISCO Securities Co., Ltd." - One of a founding member of the Stock Exchange of Thailand</p>	<p><b>1978</b></p> <p> Hi-Way</p> <p>Incorporated Hi-Way Co., Ltd to operate motorcycle leasing business</p>	<p><b>1983</b></p> <p>Became listed company in the Stock Exchange of Thailand</p>	<p><b>1992</b></p> <p> TISCO Asset Management</p> <p>- Set up TISCO Asset Management Co., Ltd - Underwriter of Thai Airways International (THAI) </p>
<p><b>1996</b></p> <p></p> <p>First securitization of auto loan in South East Asia</p>	<p><b>2001</b></p> <p>Underwriter of PTT PCL.</p> <p></p>	<p><b>2002</b></p> <p> SAM</p> <p>Performed as an asset manager for Sukhumvit Asset Management</p>	<p><b>2005</b></p> <p> TISCO Bank</p> <p>Upgraded from finance company to full-service commercial bank</p>	<p><b>2008</b></p> <p></p> <p>- Restructured into holding company with "TISCO Financial Group PCL" as the parent company - Joint venture with Japanese Partner to establish TISCO Tokyo Leasing Co.</p>	<p><b>2009</b></p> <p></p> <p>Took over Primus and GMAC Leasing Company</p>
<p><b>2012</b></p> <p></p> <p>Established joint venture with Deutsche Bank under "Deutsche TISCO Investment Advisory Co., Ltd"</p>	<p><b>2014</b></p> <p></p> <p>Expanded Microfinance through the brand "Somwang"</p>	<p><b>2015</b></p> <p></p> <p>TISCO Tokyo Leasing acquired the stake in HTC Leasing Co.</p>	<p><b>2017</b></p> <p></p> <p>TISCO Bank and All-Ways transferred retail banking business from Standard Chartered Bank (Thai)</p>	<p><b>2018</b></p> <p></p> <p>TISCO Bank and All-Ways completed the sale of personal loan and credit card business to Citibank N.A.</p>	



# TISCO Group Structure



\*Listed in The Stock Exchange of Thailand

# TISCO Businesses



## Retail Banking

- Auto Hire Purchase
- TISCO Auto Cash
- Mortgage Loan & Home-Equity Loan
- SME Lending
- Life & Non-Life Insurance



## Corporate Banking

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

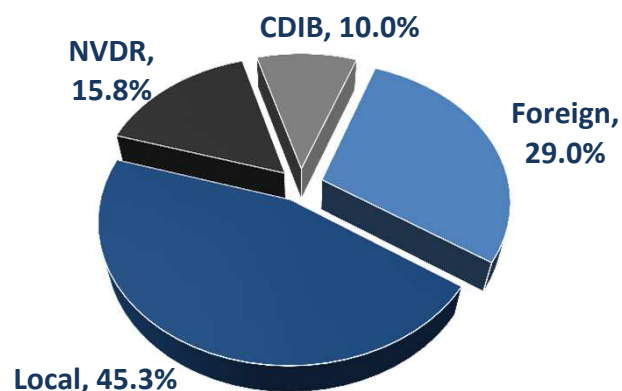


## Wealth & Asset Management

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



# Share Capital Information



\*As of 30 September 2018

**Total Shares** 800,655,483

Ordinary Shares 800,645,624

Preferred Shares 9,859

**No. of Shareholders** 15,236

Foreign Shareholders 142

Local Shareholders 15,094

**Shareholders by type (%)**

Institutional 79.5%

Individual 20.5%

**Foreign limit (%)** 49.0%

**Free float (%)** 75.3%

**Top Ten Shareholders (as of 30 April 2018)**

1. THAI NVDR CO., LTD. 16.35%

2. CDIB & PARTNERS INVESTMENT HOLDINGS PTE LTD 10.00%

3. SOUTH EAST ASIA UK (TYPE C) NOMINEES LIMITED 7.37%

4. STATE STREET EUROPE LIMITED 5.33%

5. SATHINEE CO., LTD. 4.93%

6. SOCIAL SECURITIES OFFICE 3.12%

7. SOUTH EAST ASIA UK (TYPE A) NOMINEES LIMITED 2.68%

8. BNP PARIBAS SECURITIES SERVICES LUXEMBOURG 1.84%

9. SE ASIA (TYPE B) NOMINEES LLC 1.77%

10. STATE STREET BANK AND TRUST COMPANY 1.66%



## Financial Results



# Profitability



## Net Profit

Unit: Million Baht



## ROAE & ROAA



# Consolidated Income Statements



Unit : Million Baht	3Q17	2Q18	3Q18	% QoQ	% YoY	9M2017	9M2018	% YoY
Interest Income	3,981	4,411	4,408	(0.1)	10.7	11,834	13,311	12.5
Interest Expenses	(1,208)	(1,233)	(1,298)	5.3	7.4	(3,537)	(3,775)	6.7
<b>Net Interest Income</b>	<b>2,772</b>	<b>3,179</b>	<b>3,110</b>	<b>(2.2)</b>	<b>12.2</b>	<b>8,297</b>	<b>9,536</b>	<b>14.9</b>
Fee & Service Income	1,536	1,503	1,532	1.9	(0.3)	4,398	4,757	8.2
Fee & Service Expenses	(55)	(61)	(58)	(5.7)	5.3	(169)	(182)	7.6
Other Operating Income	225	241	388	60.9	72.3	581	1,152	98.0
<b>Total Non-Interest Income</b>	<b>1,706</b>	<b>1,682</b>	<b>1,861</b>	<b>10.7</b>	<b>9.1</b>	<b>4,810</b>	<b>5,726</b>	<b>19.0</b>
<b>Total Income</b>	<b>4,478</b>	<b>4,861</b>	<b>4,971</b>	<b>2.3</b>	<b>11.0</b>	<b>13,107</b>	<b>15,262</b>	<b>16.4</b>
Operating Expenses	(1,918)	(2,131)	(2,179)	2.3	13.6	(5,524)	(6,606)	19.6
<b>PPOP</b>	<b>2,560</b>	<b>2,730</b>	<b>2,792</b>	<b>2.3</b>	<b>9.1</b>	<b>7,582</b>	<b>8,656</b>	<b>14.2</b>
Provisions	(611)	(534)	(788)	47.5	28.9	(1,906)	(2,237)	17.4
<b>Pre-tax Profit</b>	<b>1,948</b>	<b>2,196</b>	<b>2,004</b>	<b>(8.7)</b>	<b>2.8</b>	<b>5,676</b>	<b>6,419</b>	<b>13.1</b>
Income Tax	(372)	(434)	(392)	(9.7)	5.5	(1,093)	(1,230)	12.5
Profit from Discontinued Operations	-	(45)	211	n.a.	n.a.	-	128	n.a.
<b>Net Profit</b>	<b>1,572</b>	<b>1,709</b>	<b>1,815</b>	<b>6.2</b>	<b>15.4</b>	<b>4,568</b>	<b>5,290</b>	<b>15.8</b>
<b>EPS (Baht)</b>	<b>1.96</b>	<b>2.14</b>	<b>2.27</b>			<b>5.71</b>	<b>6.61</b>	
<b>ROAE (%)</b>	<b>19.5</b>	<b>19.5</b>	<b>20.8</b>			<b>19.0</b>	<b>20.0</b>	

# Assets and Liabilities

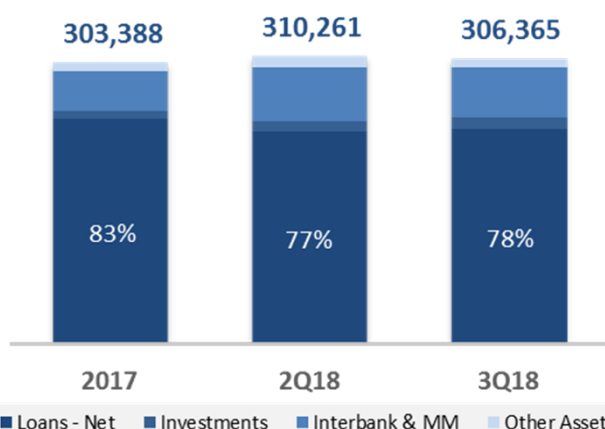


## Assets

Unit: Million Baht

**-1.3% QoQ**

**+1.0% YTD**

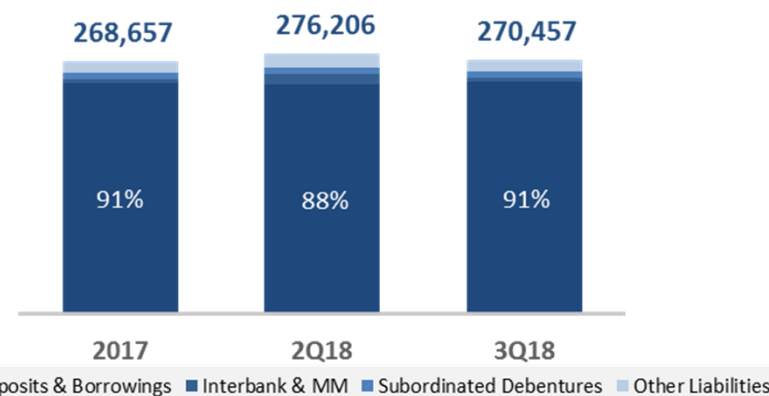


## Liabilities

Unit: Million Baht

**-2.1% QoQ**

**+0.7% YTD**



Unit : Million Baht	2017	2Q18	3Q18	% QoQ	% YTD
Loans - Net	251,384	237,367	240,051	1.1	(4.5)
Allowance	(11,456)	(11,819)	(12,521)	5.9	9.3
Investments	8,121	10,516	12,475	18.6	53.6
Interbank & MM	44,647	61,171	56,323	(7.9)	26.2
Other Assets	10,693	13,025	10,038	(22.9)	(6.1)
<b>Total Assets</b>	<b>303,388</b>	<b>310,261</b>	<b>306,365</b>	<b>(1.3)</b>	<b>1.0</b>

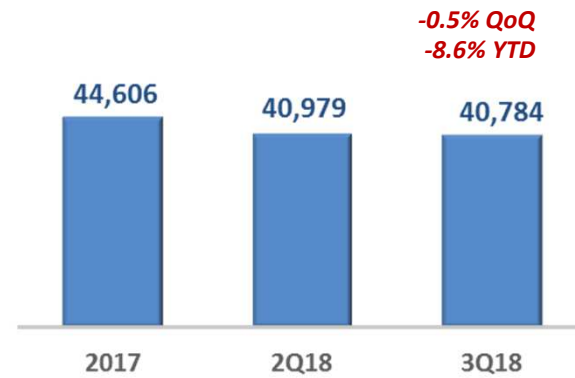
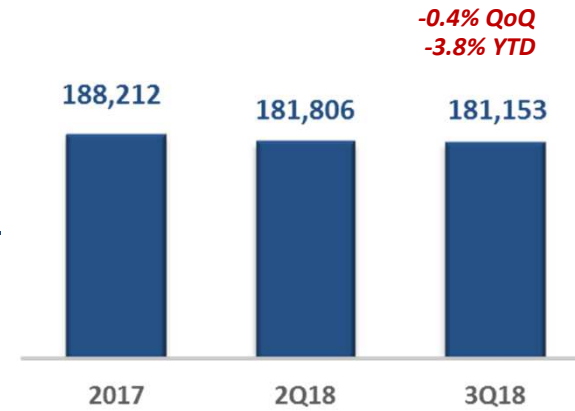
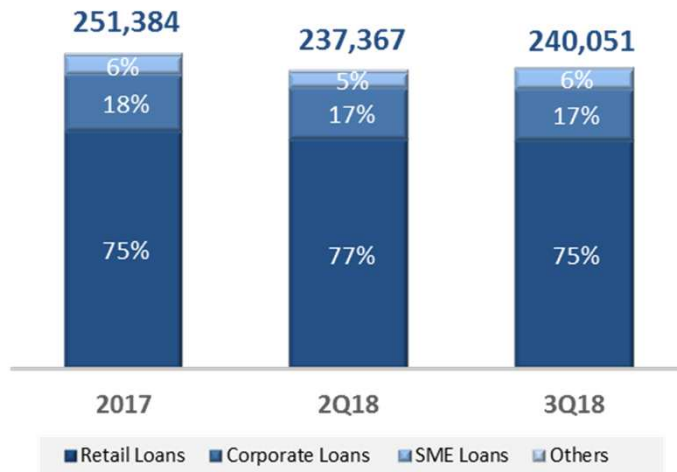
Unit : Million Baht	2017	2Q18	3Q18	% QoQ	% YTD
Deposits & Borrowings	245,202	243,554	246,440	1.2	0.5
Interbank & MM	4,018	11,961	4,021	(66.4)	0.1
Subordinated Debentures	6,680	6,680	6,680	-	-
Other Liabilities	12,757	14,011	13,315	(5.0)	4.4
<b>Total Liabilities</b>	<b>268,657</b>	<b>276,206</b>	<b>270,457</b>	<b>(2.1)</b>	<b>0.7</b>
Retained Earnings	23,926	23,387	25,205	7.8	5.3
<b>Total Equities</b>	<b>34,732</b>	<b>34,055</b>	<b>35,909</b>	<b>5.4</b>	<b>3.4</b>

# Loan Portfolios

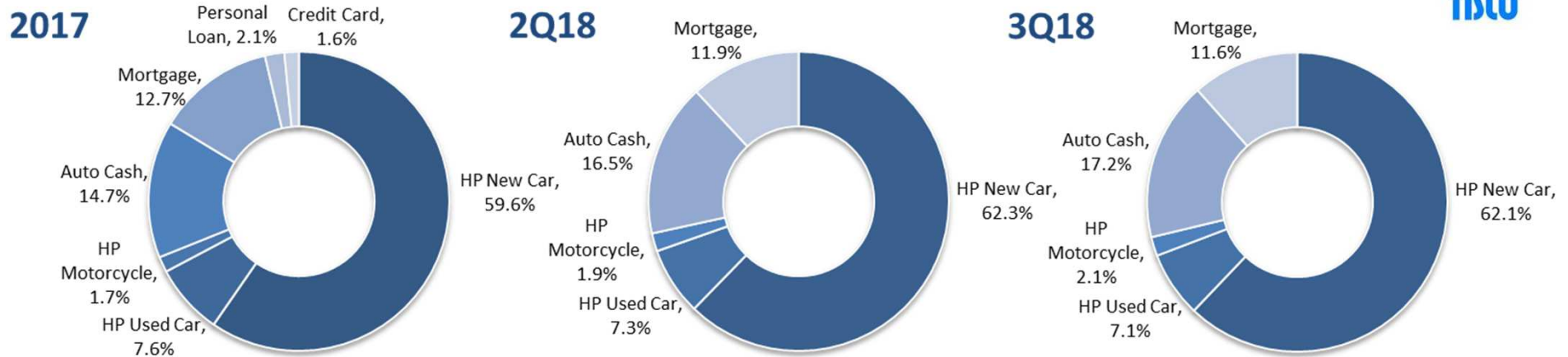


## Total Loans

Unit: Million Baht

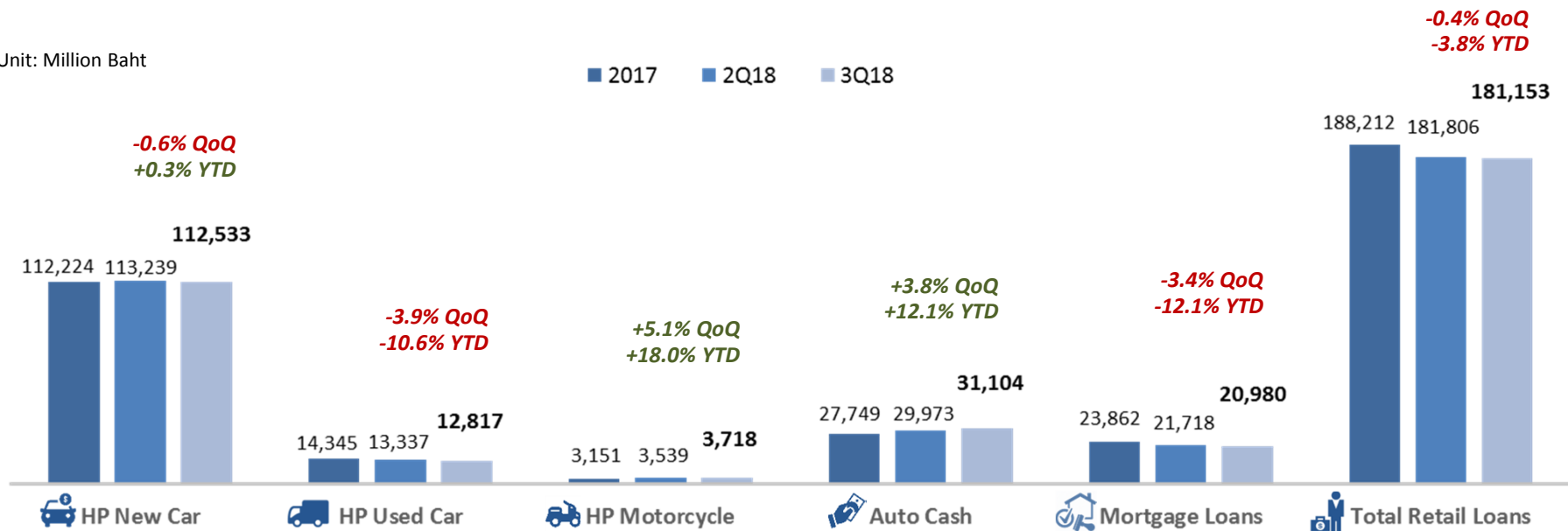


# Retail Loan Portfolio Breakdown



Unit: Million Baht

■ 2017 ■ 2Q18 ■ 3Q18

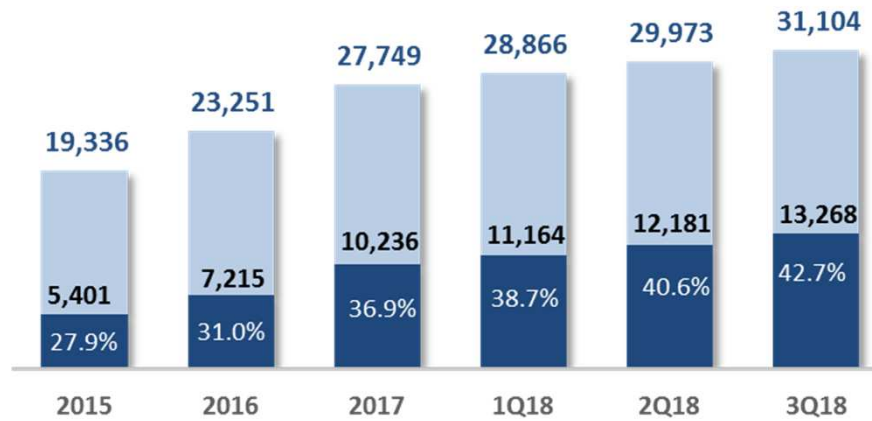


# TISCO Auto Cash



## Auto Cash Loan Outstanding

Unit: Million Baht



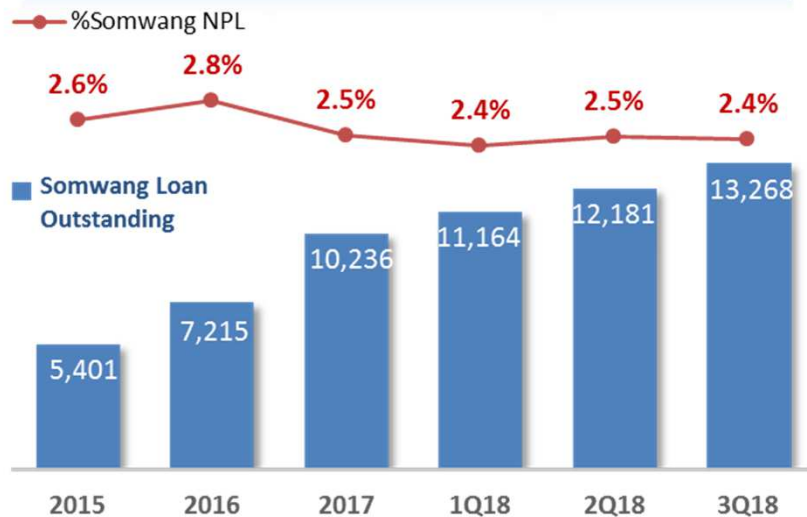
**Auto Cash** +3.8% QoQ  
+12.1% YTD

**Somwang** +8.9% QoQ  
+29.6% YTD

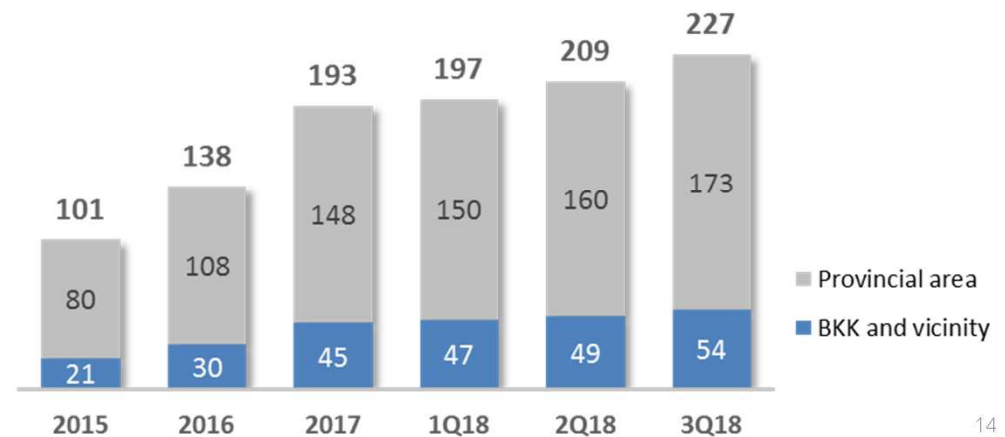
■ Loan generated through Somwang channel



## Somwang Loan Outstanding vs NPLs



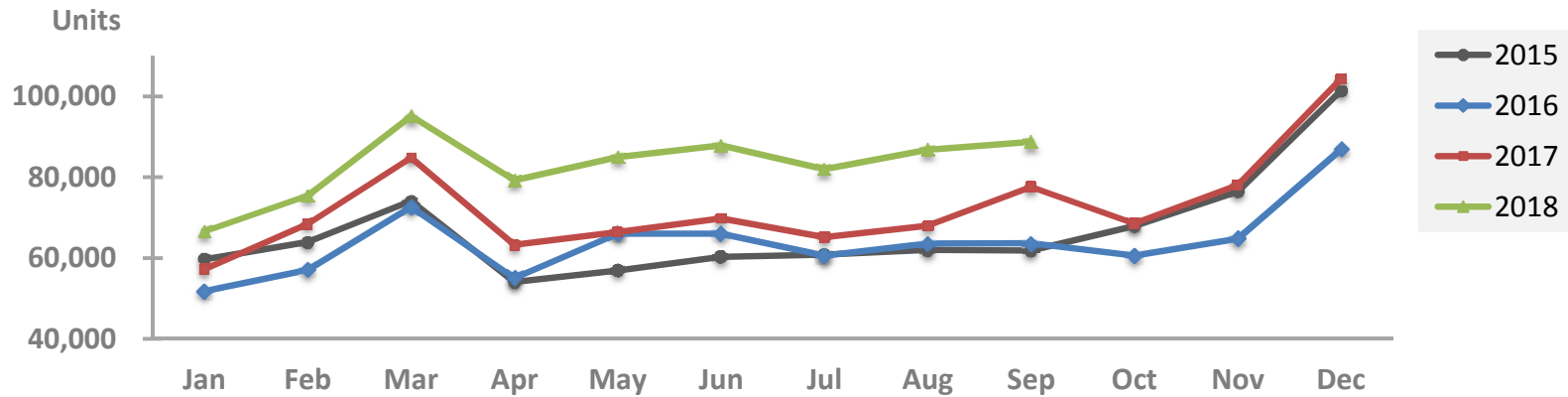
## Somwang Branches



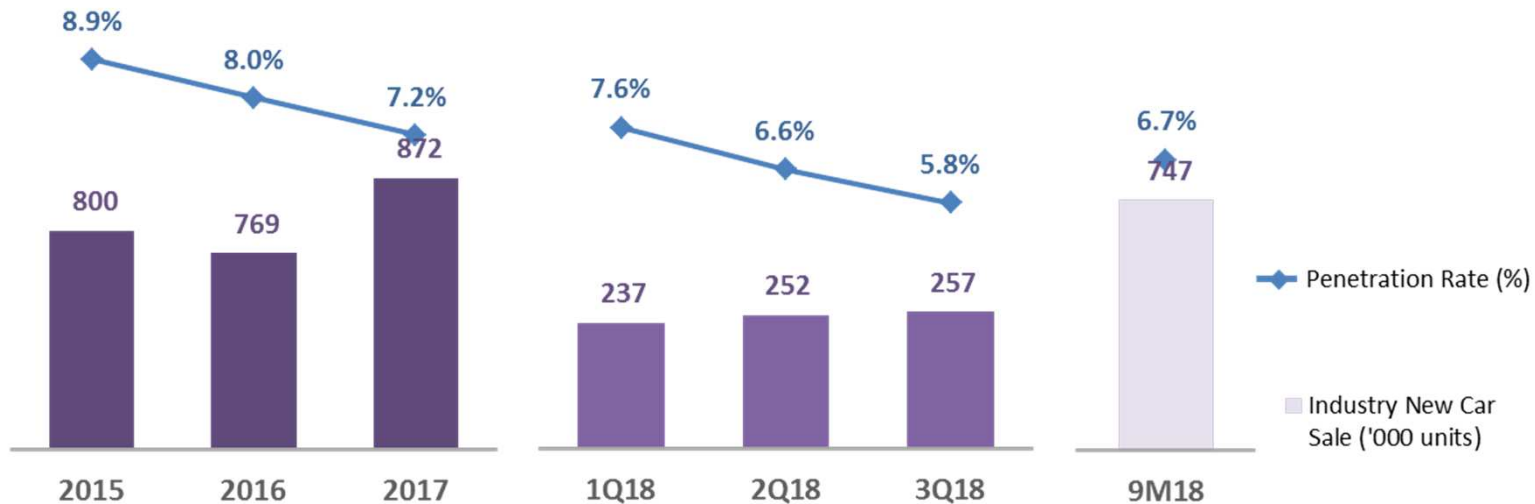
# Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

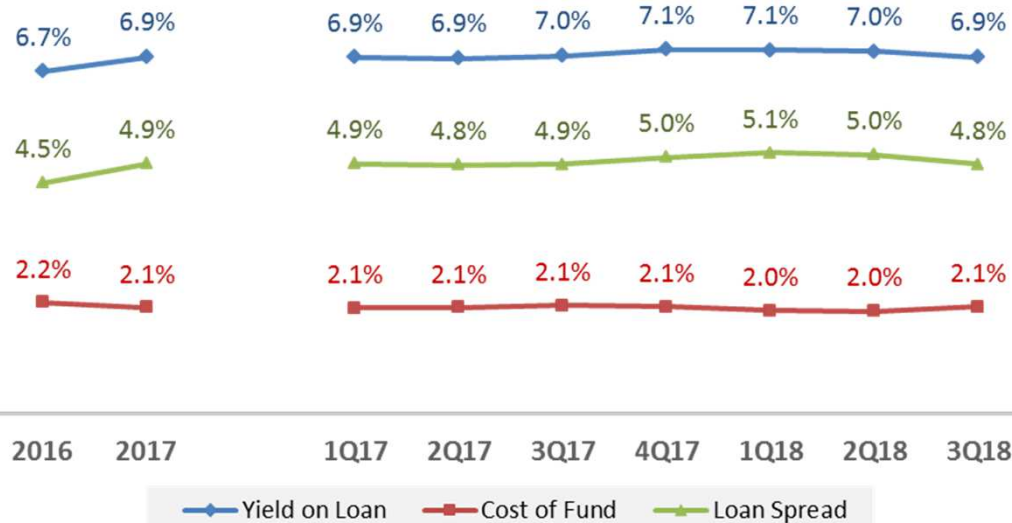


# Interest Income & NIM



## Net Interest Income

Unit: Million Baht



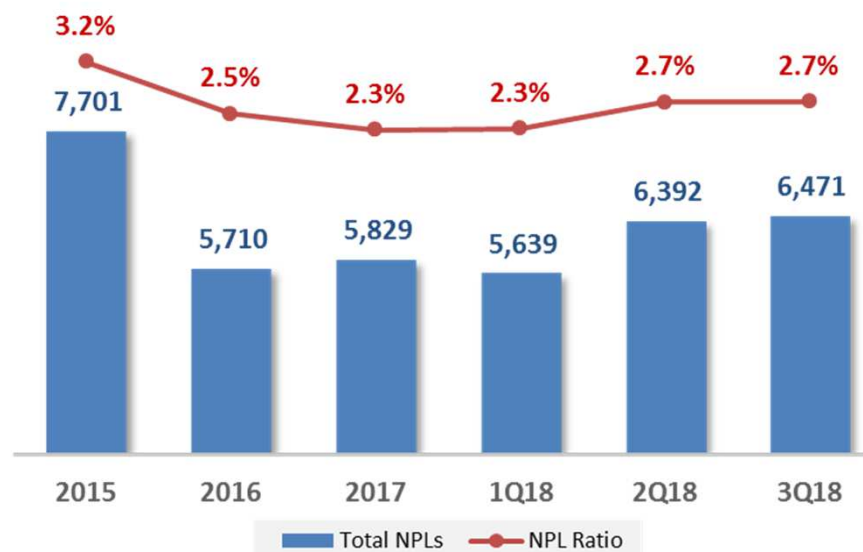


# Asset Quality



## Non-Performing Loans

Unit: Million Baht

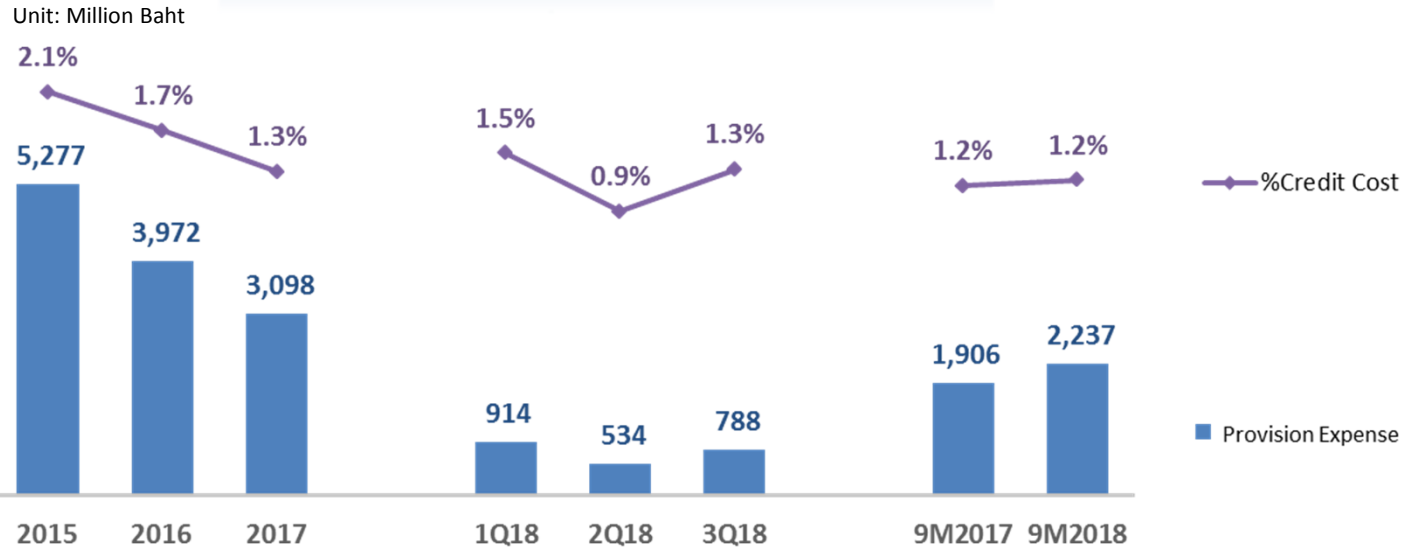


NPL by Loan Type	2017		2Q18		3Q18	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	332	0.7	280	0.7	299	0.7
SME	191	1.3	736	6.2	713	4.6
Hire Purchase	3,325	2.6	3,361	2.6	3,411	2.6
Mortgage	1,168	4.9	1,076	5.0	1,134	5.4
Auto Cash	677	2.4	824	2.8	807	2.6
Others	136	1.3	115	4.2	106	3.9
<b>Total NPL</b>	<b>5,829</b>	<b>2.32</b>	<b>6,392</b>	<b>2.69</b>	<b>6,471</b>	<b>2.70</b>

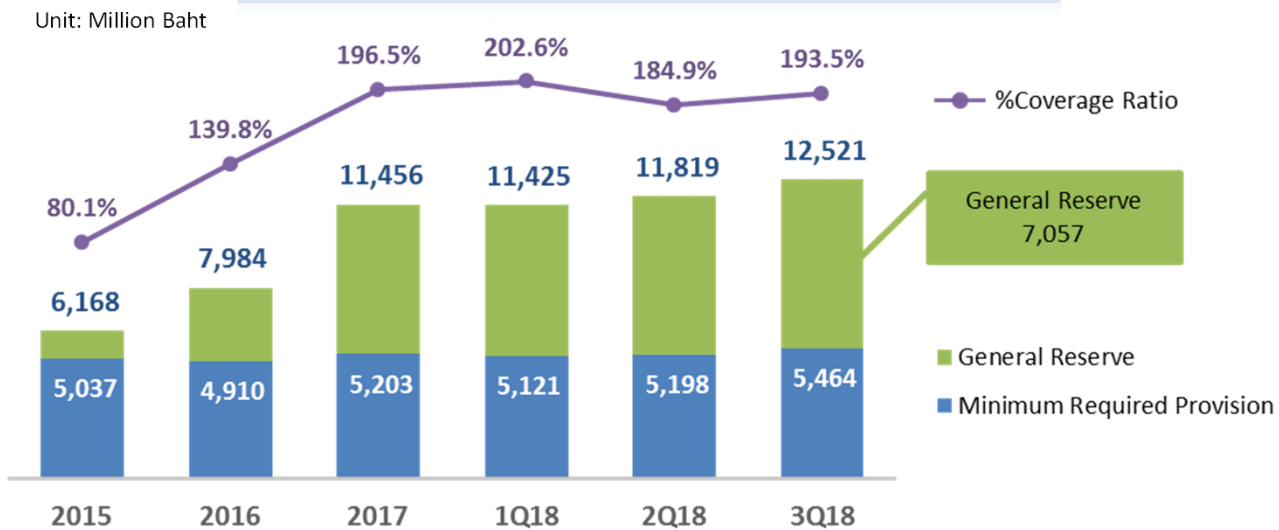
# Provisions



## Provision Expense & Credit Cost



## Minimum Required Provision vs Actual Provision



# Funding

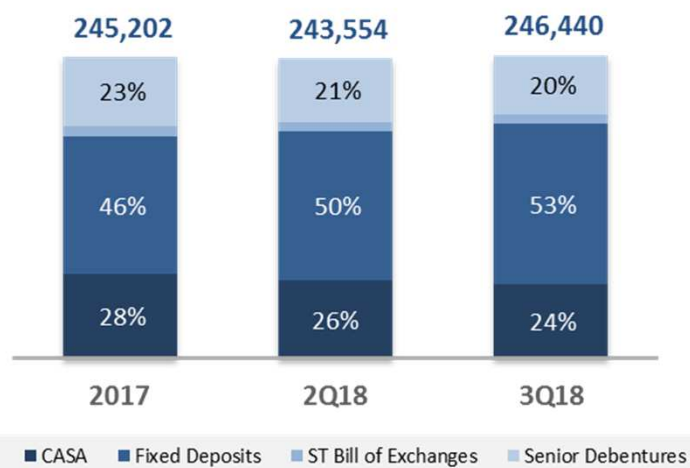


## Total Funding

Unit: Million Baht

+1.2% QoQ

+0.5% YTD



Unit : Million Baht	2017	2Q18	3Q18	% QoQ	% YTD
Current	3,785	2,652	2,624	(1.0)	(30.7)
Savings	64,544	60,637	57,542	(5.1)	(10.8)
Fixed Deposits	112,474	121,730	130,866	7.5	16.4
Short-Term Bill of Exchanges	7,477	7,042	6,827	(3.1)	(8.7)
Senior Debentures	56,922	51,494	48,581	(5.7)	(14.7)
<b>Total Deposits &amp; Borrowings</b>	<b>245,202</b>	<b>243,554</b>	<b>246,440</b>	<b>1.2</b>	<b>0.5</b>
Subordinated Debentures	6,680	6,680	6,680		
% LDR to Total Deposits & Borrowings	102.5	97.5	97.4		

# Non-Interest Income



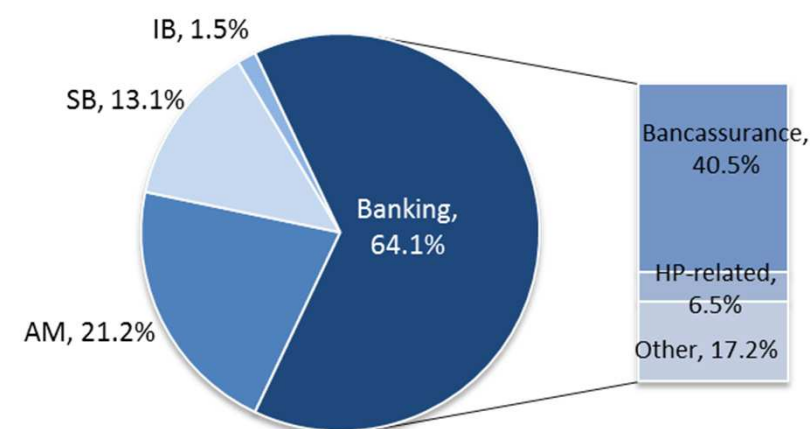
## Non-Interest Income from Core Businesses

Unit: Million Baht



## Non-Interest Income from Core Businesses Breakdown

Data for 9M2018



Unit : Million Baht	3Q17	2Q18	3Q18	% QoQ	% YoY	9M2017	9M2018	% YoY
Banking Fee	1,004	1,078	1,041	(3.5)	3.7	2,980	3,250	9.0
Asset Management Basic Fee	325	352	338	(3.8)	4.1	930	1,075	15.6
Brokerage Fee	203	210	195	(7.2)	(3.8)	596	666	11.7
Investment Banking Fee	39	2	17	757.0	(57.1)	176	78	(55.7)
<b>Non-Interest Income from Core Businesses</b>	<b>1,570</b>	<b>1,641</b>	<b>1,591</b>	<b>(3.1)</b>	<b>1.3</b>	<b>4,683</b>	<b>5,068</b>	<b>8.2</b>
Trading Income & Incentive	57	75	281	273.5	394.7	61	587	866.7
Share of Profit from Investment in Subsidiaries	35	24	22	(5.5)	(35.8)	98	192	96.1
Dividend Income	99	3	26	678.4	(74.1)	138	61	(55.6)
<b>Total Non-Interest Income</b>	<b>1,761</b>	<b>1,743</b>	<b>1,919</b>	<b>10.1</b>	<b>9.0</b>	<b>4,979</b>	<b>5,908</b>	<b>18.7</b>

# Asset Management Business



## TISCO Asset Under Management

Unit: Million Baht



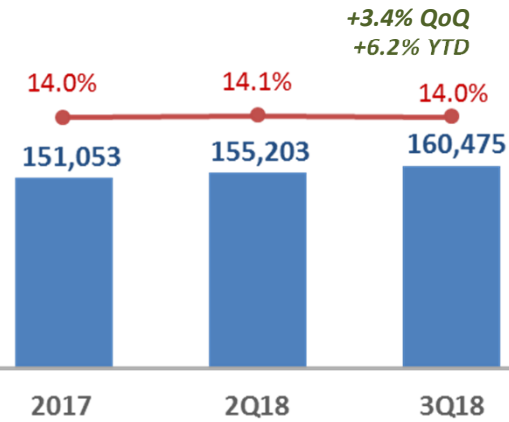
+2.8% QoQ  
+4.8% YTD

Rank #2  
Provident Fund

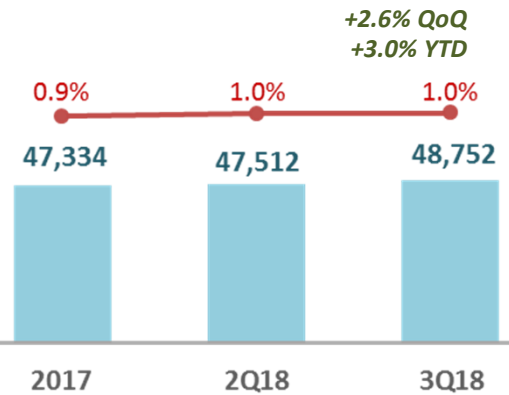
Rank #14  
Mutual Fund

Rank #8

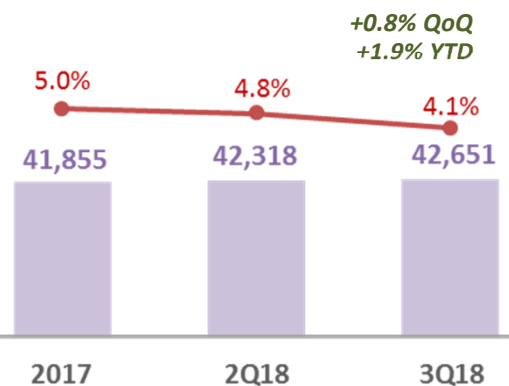
Provident Fund Mutual Fund Private Fund Market Share (%)



+3.4% QoQ  
+6.2% YTD



+2.6% QoQ  
+3.0% YTD



+0.8% QoQ  
+1.9% YTD

Rank #5  
Private Fund

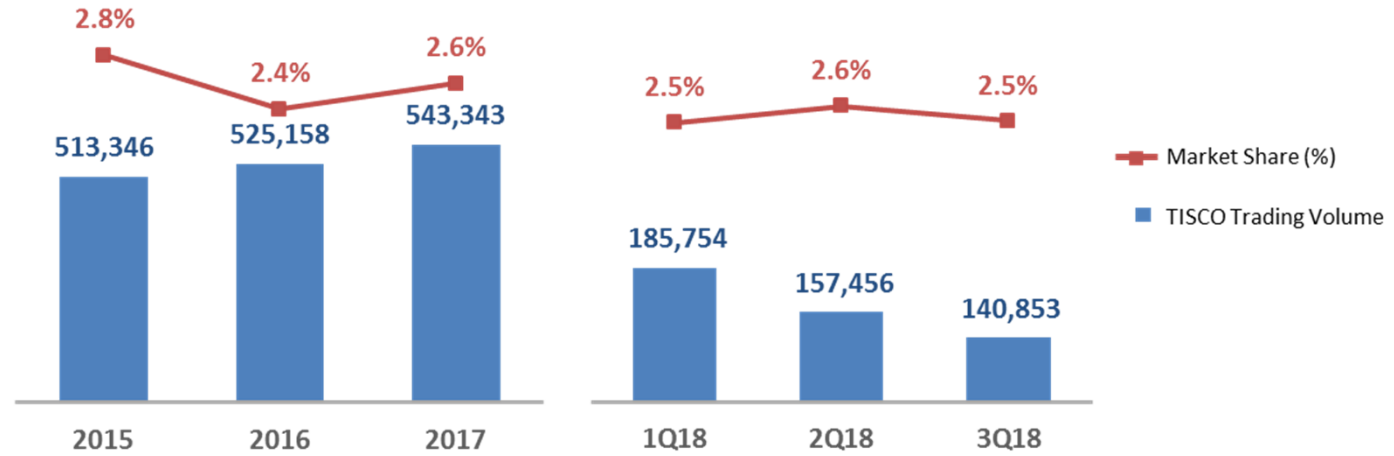
Market Share and Rankings as of September 2018

# Brokerage Business

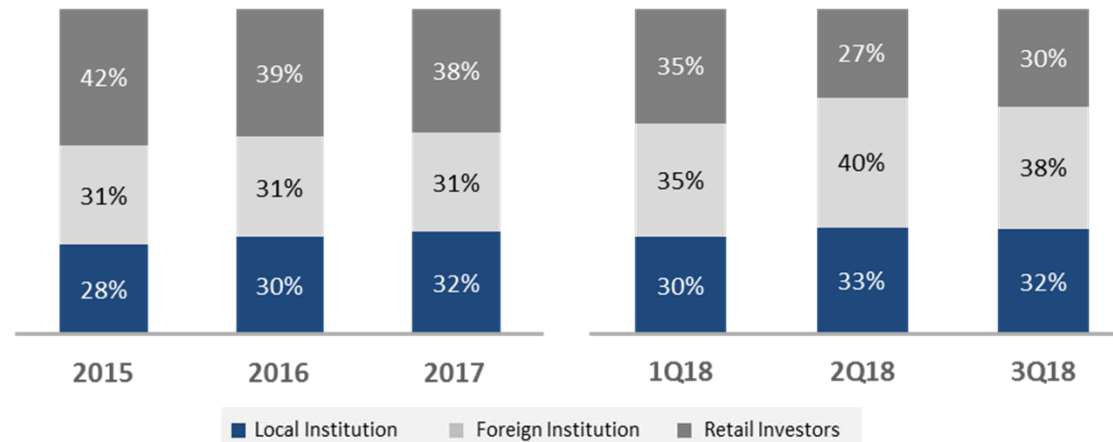


TISCO Trading Volume & Market Share

Unit: Million Baht



TISCO Trading Volume by Customers



# Operating Expenses

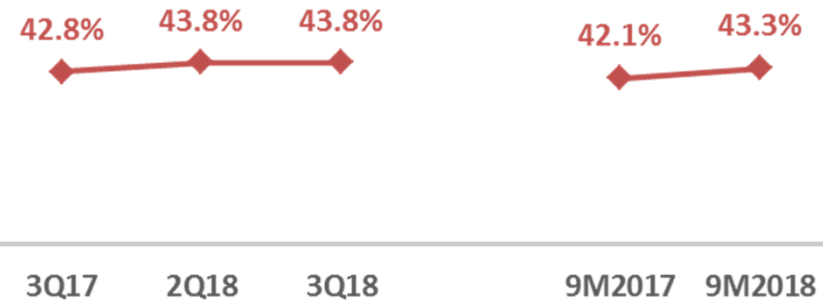


## Operating Expenses

Unit: Million Baht



## Cost to Income Ratio



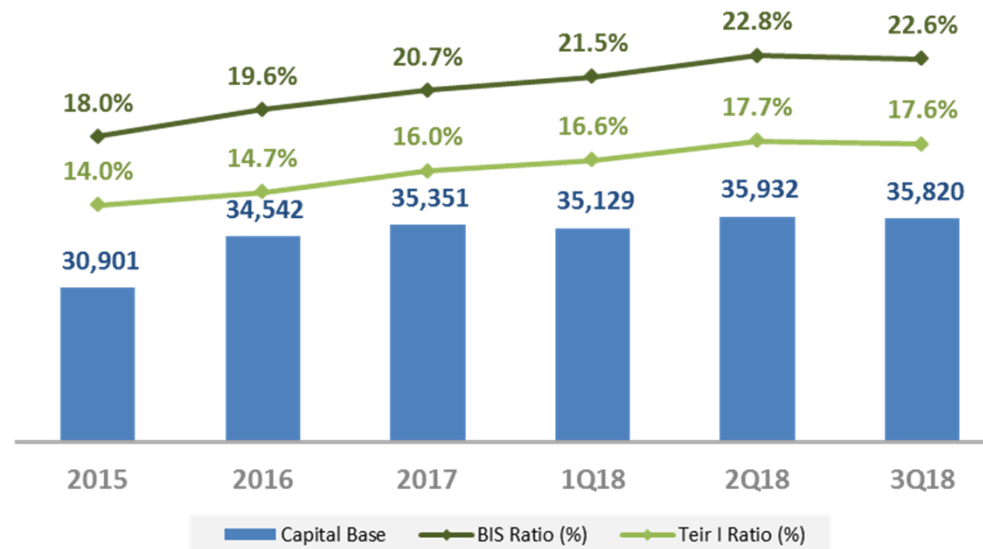
Unit : Million Baht	3Q17	2Q18	3Q18	% QoQ	% YoY	9M2017	9M2018	% YoY
Employees' Expenses	1,318	1,441	1,508	4.7	14.5	3,800	4,409	16.0
Premises & Equipment Expenses	277	302	304	0.6	9.5	795	898	12.9
Taxes & Duties	57	75	74	(0.7)	30.4	168	230	37.3
Other Expenses	266	312	293	(6.3)	10.2	762	1,069	40.3
<b>Total Operating Expenses</b>	<b>1,918</b>	<b>2,131</b>	<b>2,179</b>	<b>2.3</b>	<b>13.6</b>	<b>5,524</b>	<b>6,606</b>	<b>19.6</b>

# Capital Adequacy



## Capital Adequacy Ratio of TISCO Bank

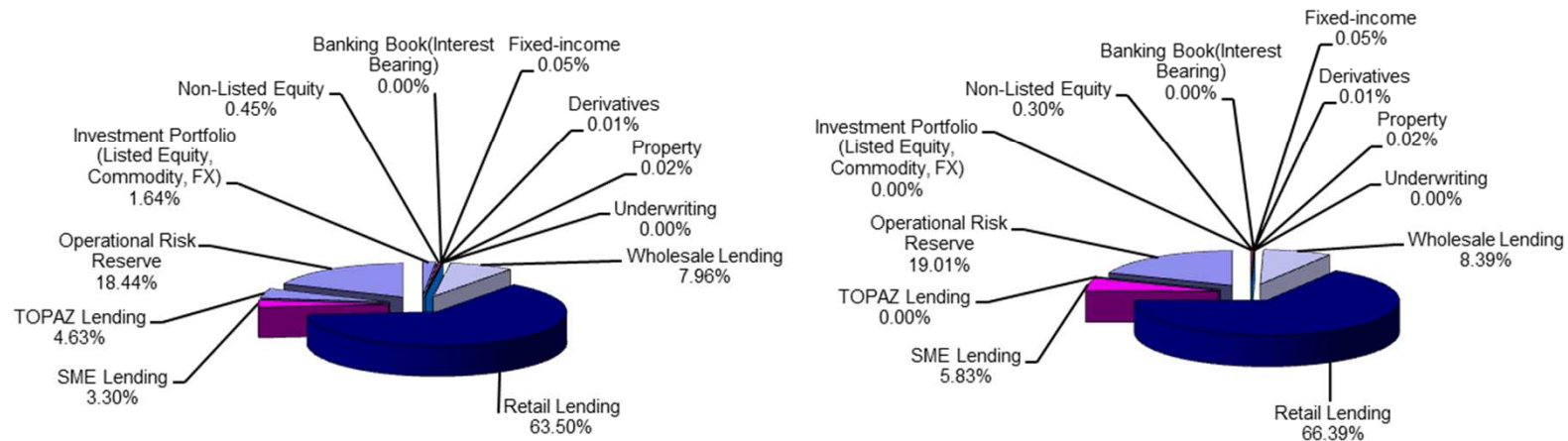
Unit: Million Baht



## Risk-Based Capital Exposure

2Q18

3Q18

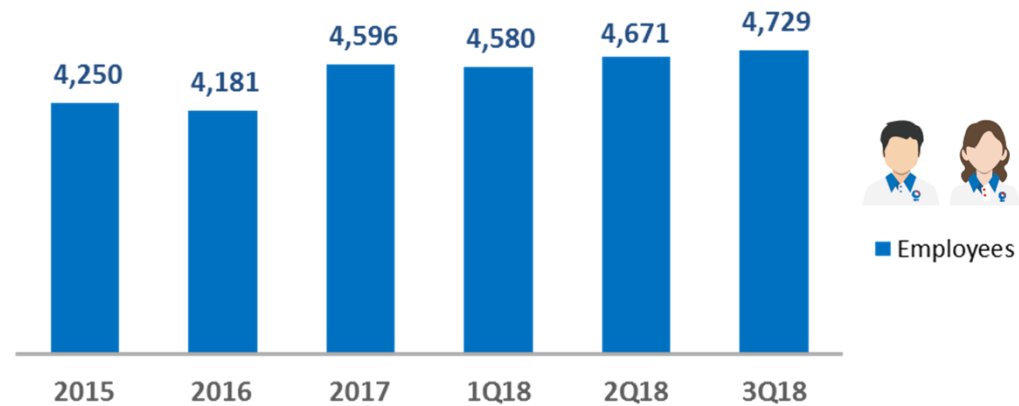




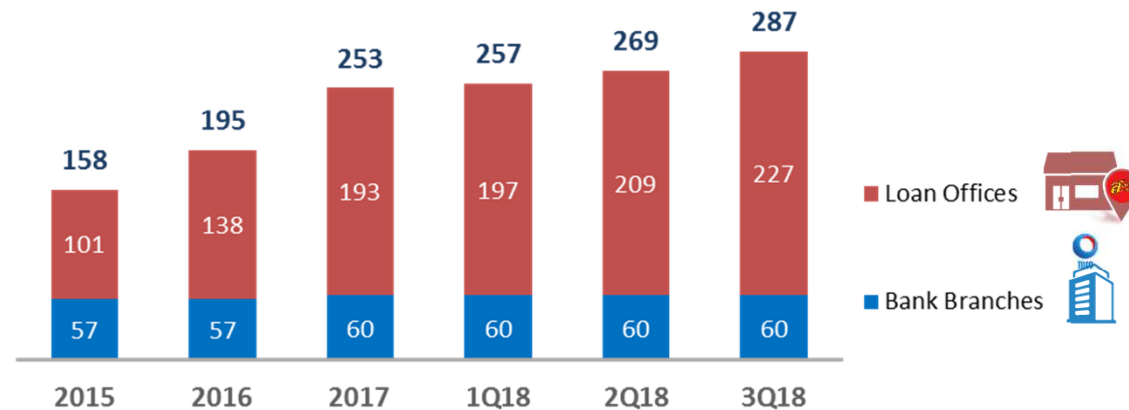
# Employees and Branch Network



Total Employees



Total Branch Network



# Investor Relations

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TISCO Financial Group Public Company Limited  
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## Disclaimer

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