



TISCO Financial Group Public Co., Ltd.

Analyst Meeting FY2020

January 18, 2021

Consolidated Income Statements



Unit : Million Baht	4Q19	3Q20	4Q20	% QoQ	% YoY	2019	2020	% YoY
Interest Income	4,735	4,082	4,000	(2.0)	(15.5)	17,881	16,757	(6.3)
Interest Expenses	(1,263)	(830)	(740)	(10.8)	(41.4)	(5,089)	(3,659)	(28.1)
Net Interest Income	3,472	3,252	3,259	0.2	(6.1)	12,792	13,098	2.4
Fee & Service Income	1,965	1,344	1,475	9.8	(24.9)	6,511	5,460	(16.1)
Fee & Service Expenses	(118)	(64)	(93)	45.9	(21.3)	(326)	(314)	(3.7)
Other Operating Income	117	164	293	78.9	149.1	458	660	44.1
Total Non-Interest Income	1,964	1,443	1,675	16.0	(14.8)	6,643	5,806	(12.6)
Total Income	5,436	4,696	4,934	5.1	(9.2)	19,436	18,904	(2.7)
Operating Expenses	(2,379)	(2,082)	(2,120)	1.8	(10.9)	(9,271)	(8,012)	(13.6)
PPOP	3,057	2,614	2,814	7.6	(8.0)	10,165	10,892	7.2
Credit Expenses / ECL	(738)	(605)	(771)	27.4	4.4	(1,109)	(3,331)	200.3
Pre-tax Profit	2,319	2,009	2,043	1.7	(11.9)	9,056	7,562	(16.5)
Income Tax	(454)	(397)	(406)	2.3	(10.5)	(1,783)	(1,498)	(16.0)
Net Profit	1,865	1,612	1,636	1.5	(12.2)	7,270	6,063	(16.6)
EPS (Baht)	2.33	2.01	2.04			9.08	7.57	
ROAE (%)	19.5	17.4	16.9			18.9	15.4	

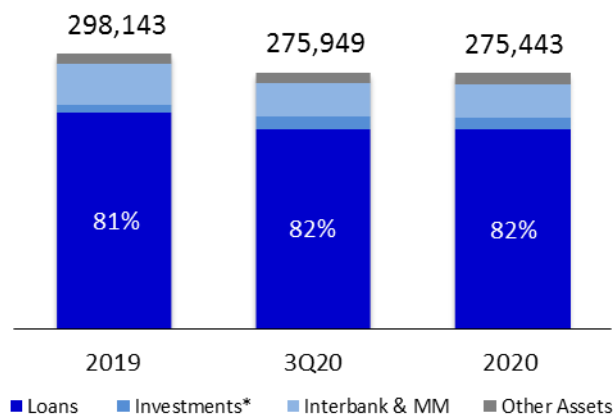
Assets and Liabilities



Assets

Unit: Million Baht

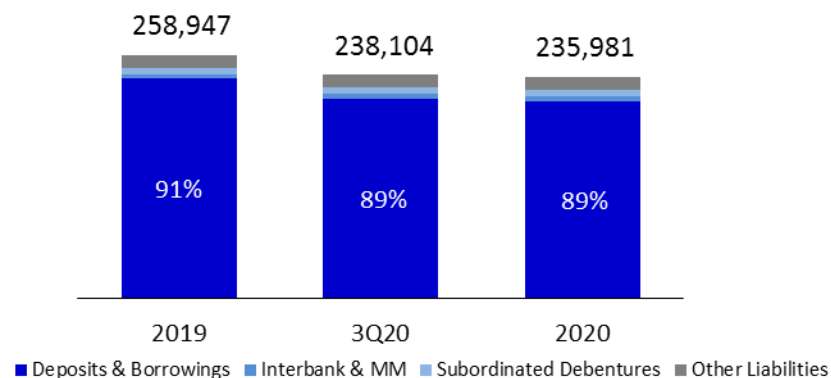
-0.2% **-7.6%**
QoQ YoY



Liabilities

Unit: Million Baht

-0.9% **-8.9%**
QoQ YoY



Unit : Million Baht	2019	3Q20	2020	% QoQ	% YoY
Loans	242,826	224,900	224,812	(0.0)	(7.4)
Allowance	(10,717)	(11,605)	(11,826)	1.9	10.3
Investments*	9,363	13,981	12,126	(13.3)	29.5
Interbank & MM	45,300	36,852	38,212	3.7	(15.6)
Other Assets	11,370	11,821	12,119	2.5	6.6
Total Assets	298,143	275,949	275,443	(0.2)	(7.6)

Unit : Million Baht	2019	3Q20	2020	% QoQ	% YoY
Deposits & Borrowings	234,421	212,633	209,679	(1.4)	(10.6)
Interbank & MM	4,656	5,596	5,808	3.8	24.7
Subordinated Debentures	6,680	6,370	6,620	3.9	(0.9)
Other Liabilities	13,189	13,506	13,875	2.7	5.2
Total Liabilities	258,947	238,104	235,981	(0.9)	(8.9)
Retained Earnings	28,357	26,983	28,596	6.0	0.8
Total Equities	39,196	37,845	39,462	4.3	0.7

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

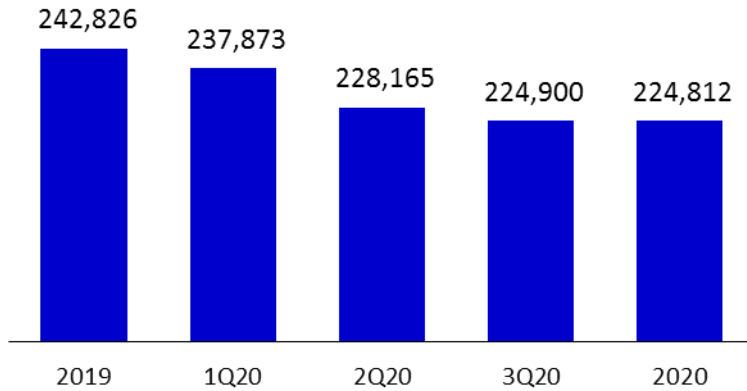
Loan Portfolios



Total Loans

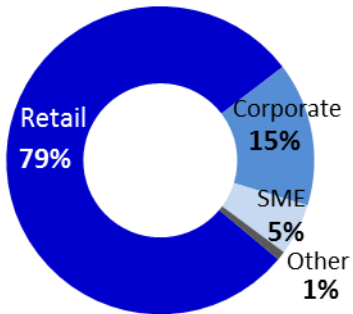
Unit: Million Baht

-0.0% QoQ
-7.4% YoY

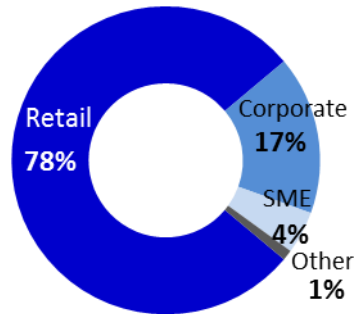


Loans by sectors

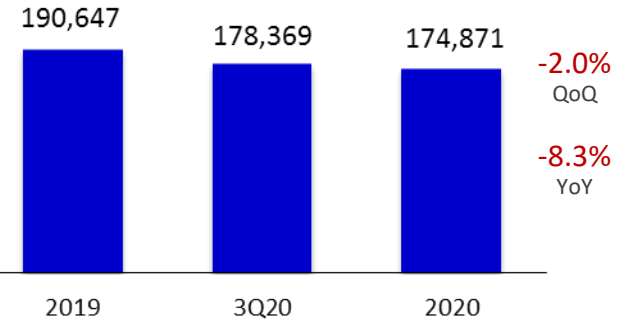
2019



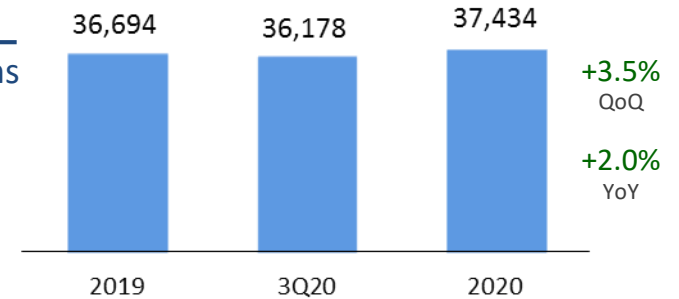
2020



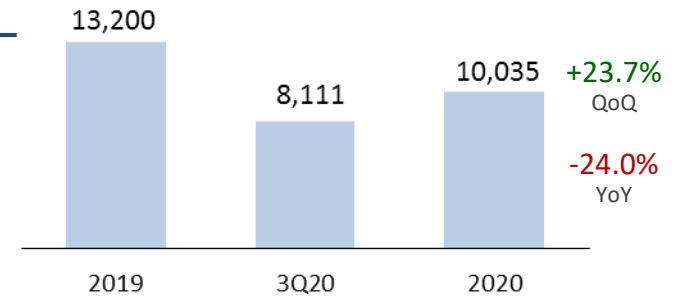
Retail Loans



Corporate Loans



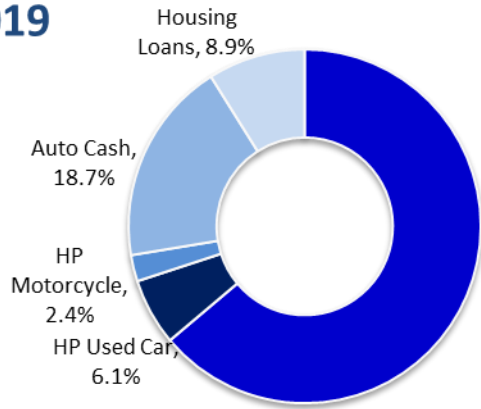
SME Loans



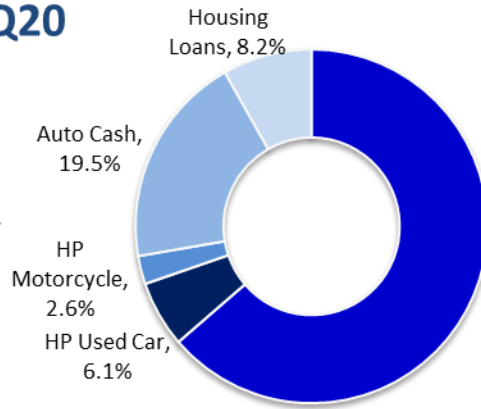
Retail Loan Portfolio Breakdown



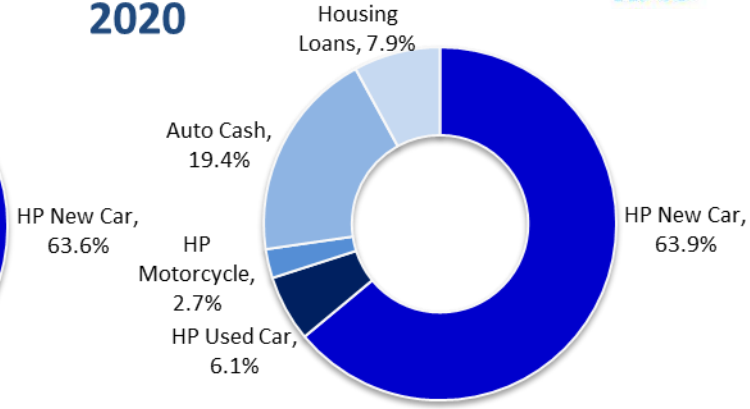
2019



3Q20

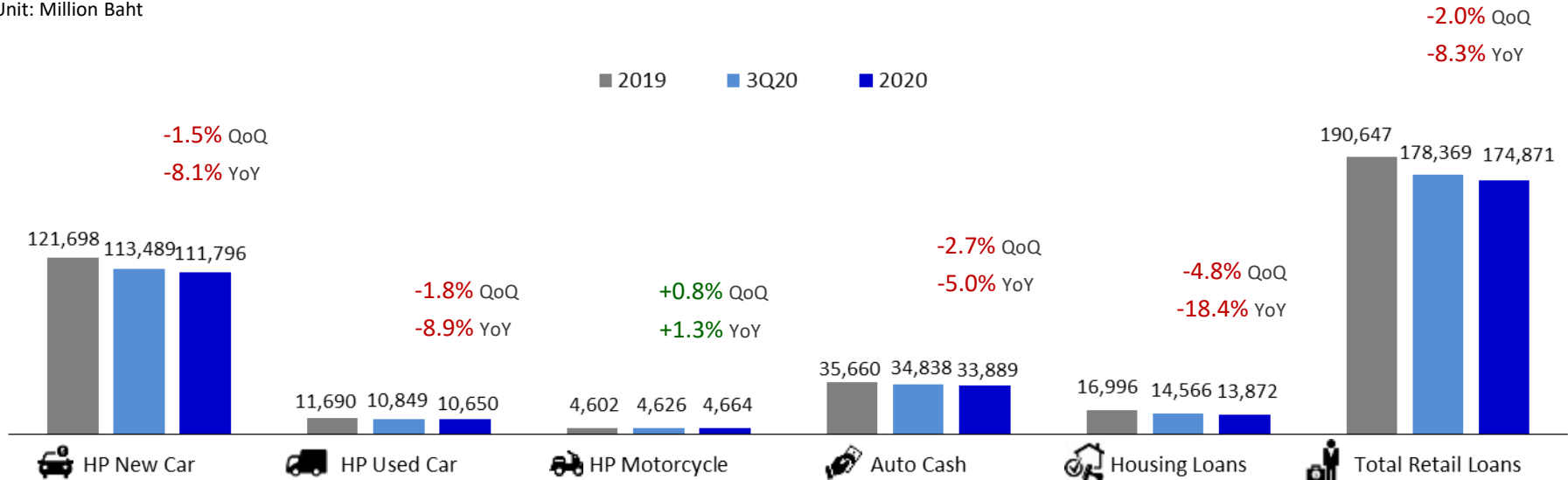


2020



Unit: Million Baht

■ 2019 ■ 3Q20 ■ 2020

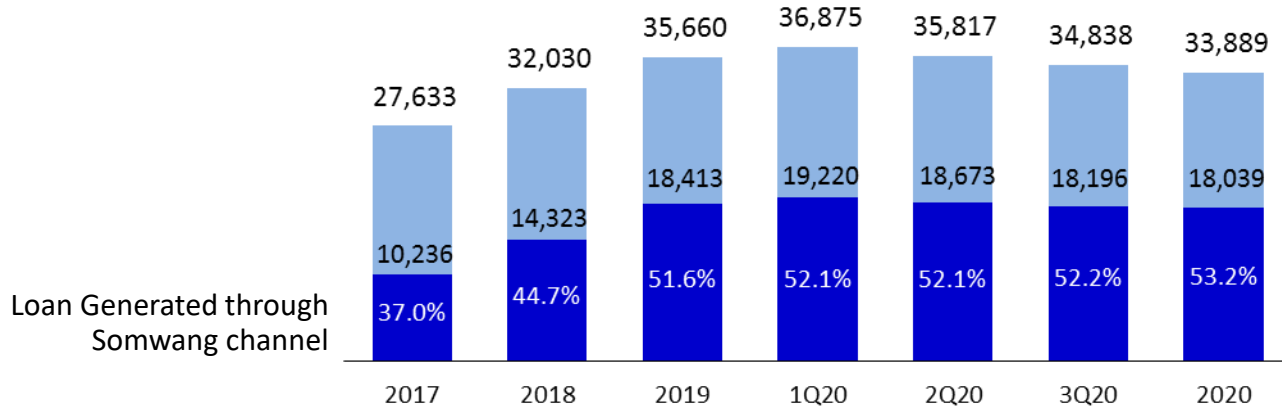


TISCO Auto Cash



Auto Cash Loans

Unit: Million Baht

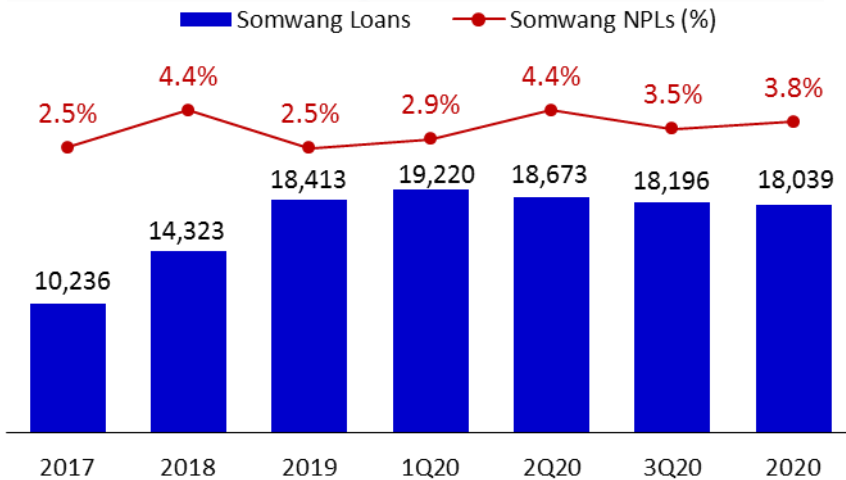


Auto Cash -2.7% QoQ -5.0% YoY

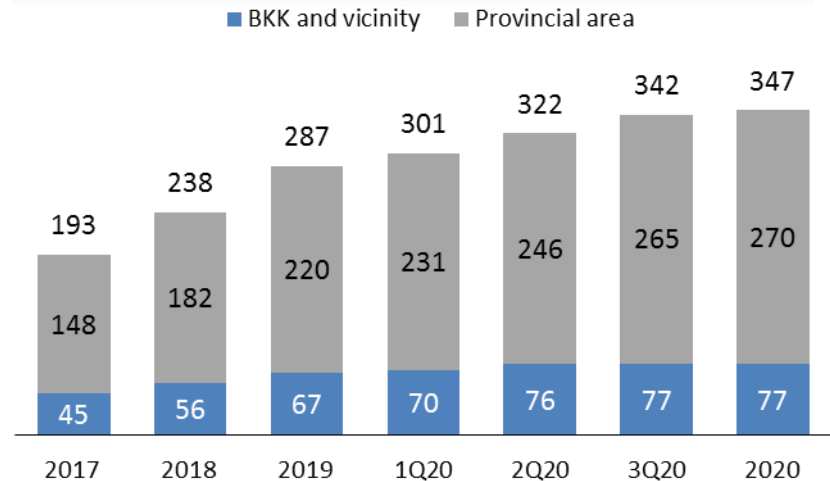
Somwang -0.9% QoQ -2.0% YoY



Somwang Loans vs NPLs



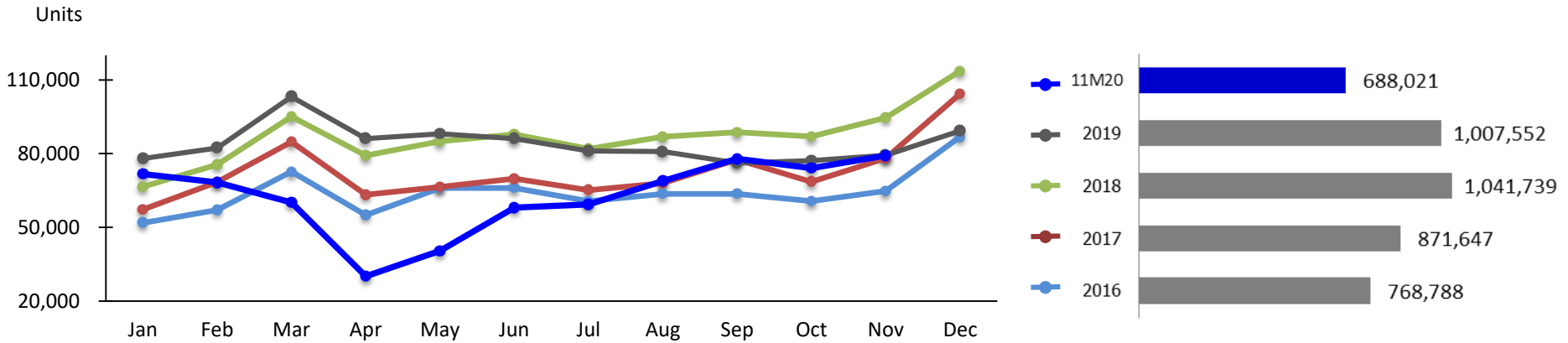
Somwang Branches



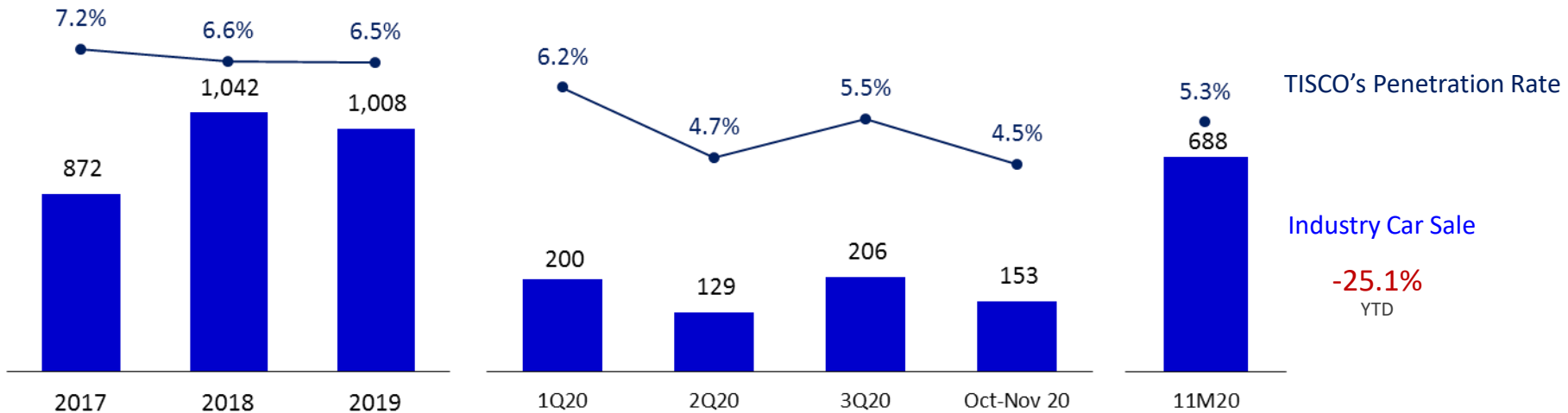
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

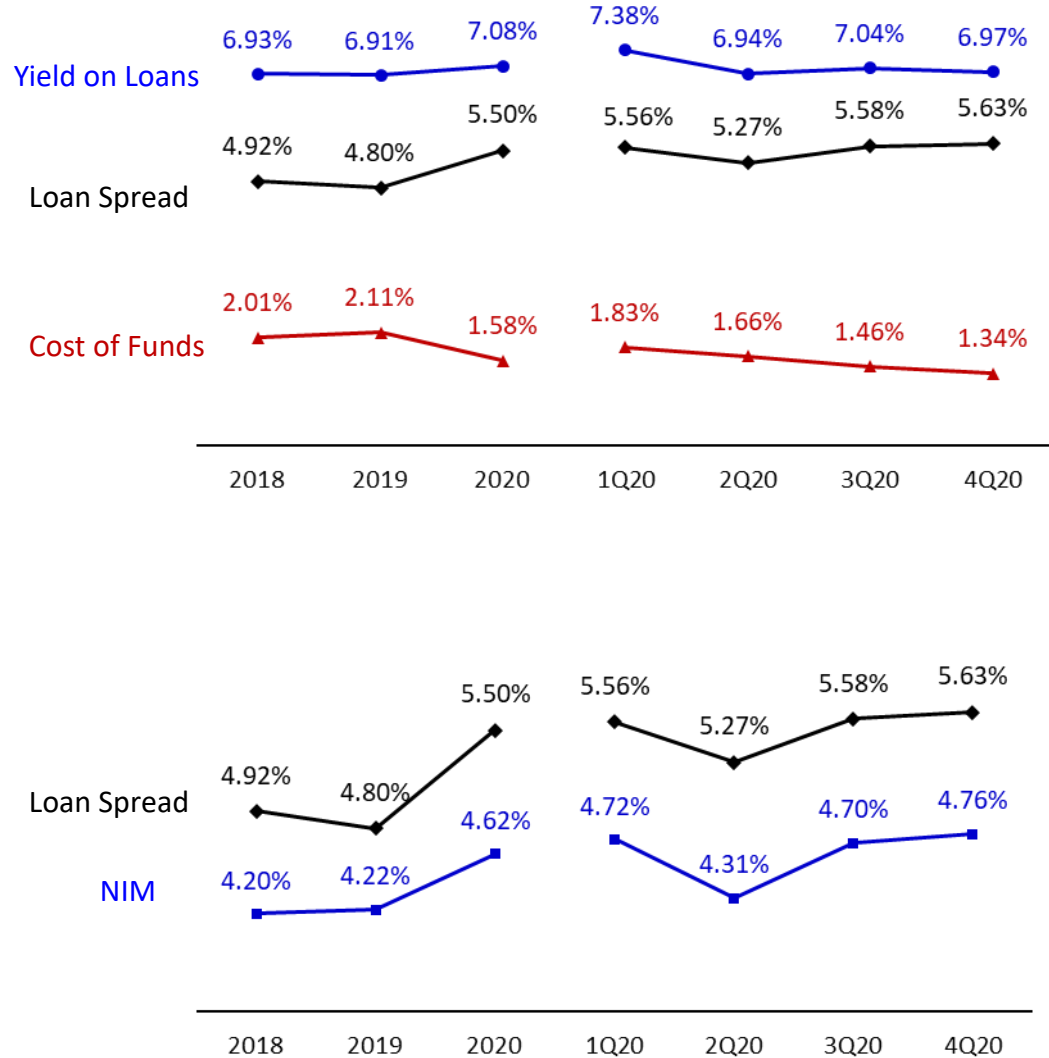
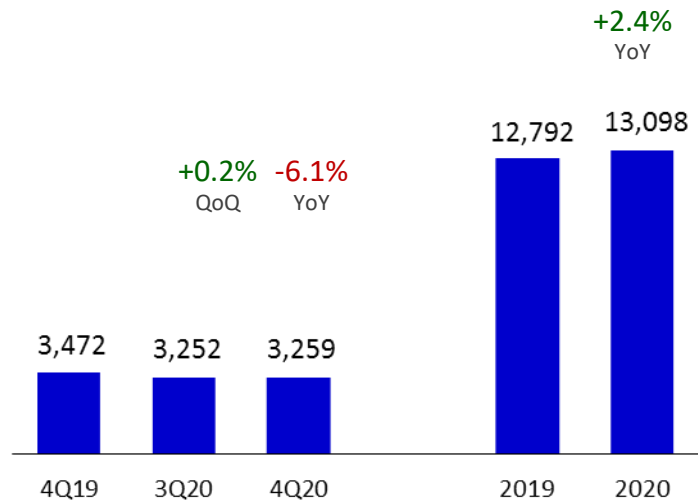


Interest Income & NIM



Net Interest Income

Unit: Million Baht

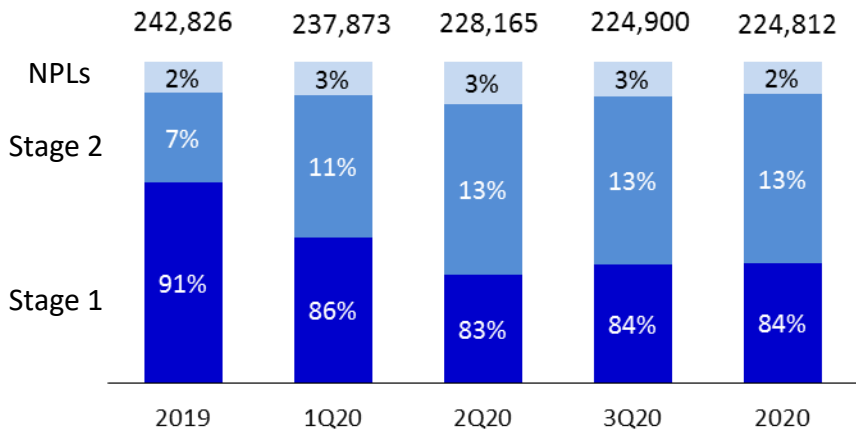


Asset Quality



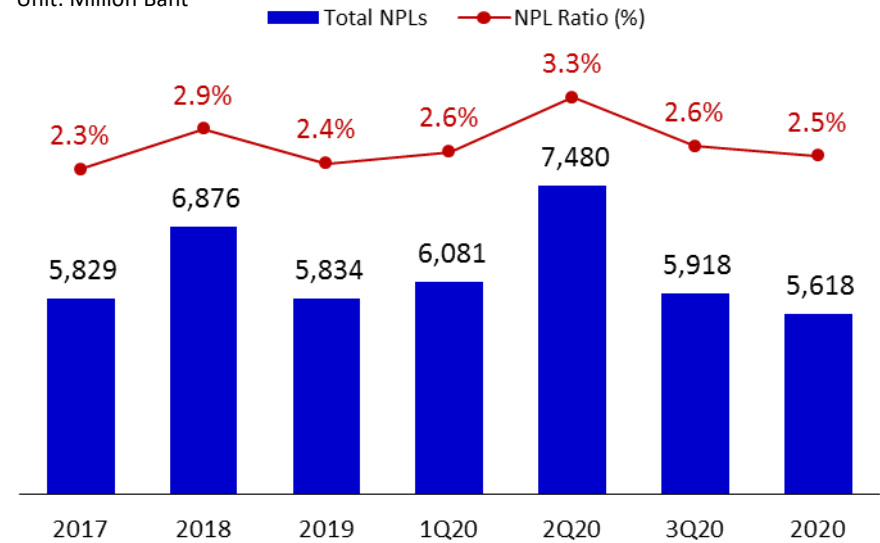
Loan Classification

Unit: Million Baht



Non-Performing Loans

Unit: Million Baht



NPLs by Loan Types

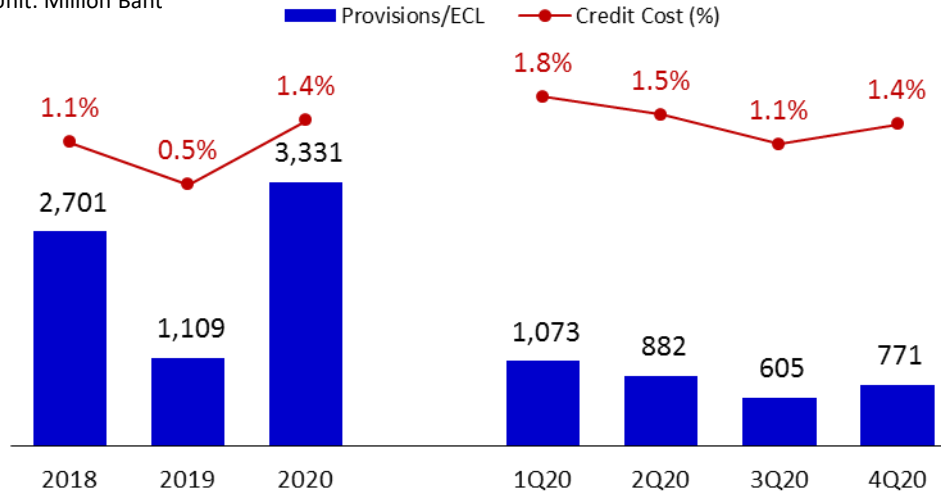
	2019		3Q20		2020	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	259	0.7	-	-	-	-
SME	158	1.2	118	1.5	64	0.6
Hire Purchase	3,249	2.4	3,575	2.8	3,268	2.6
Mortgage	1,316	7.7	996	6.8	986	7.1
Auto Cash	848	2.4	1,222	3.5	1,295	3.8
Others	4	0.2	6	0.3	5	0.2
Total NPLs	5,834	2.40	5,918	2.63	5,618	2.50

Expected Credit Loss



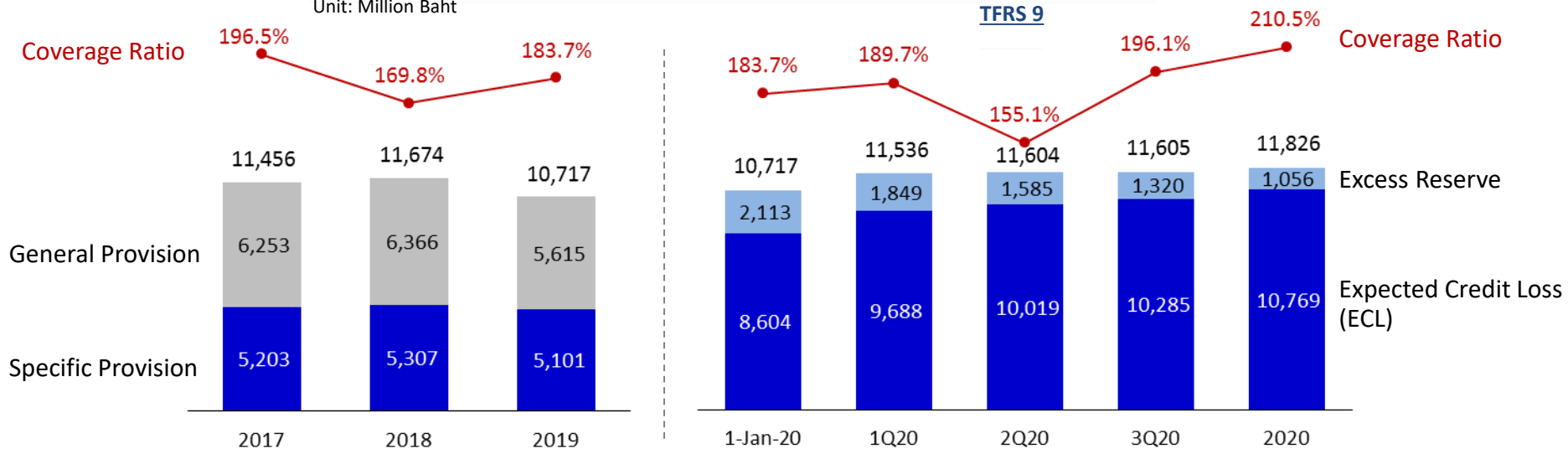
Expected Credit Loss

Unit: Million Baht



Allowance for ECL

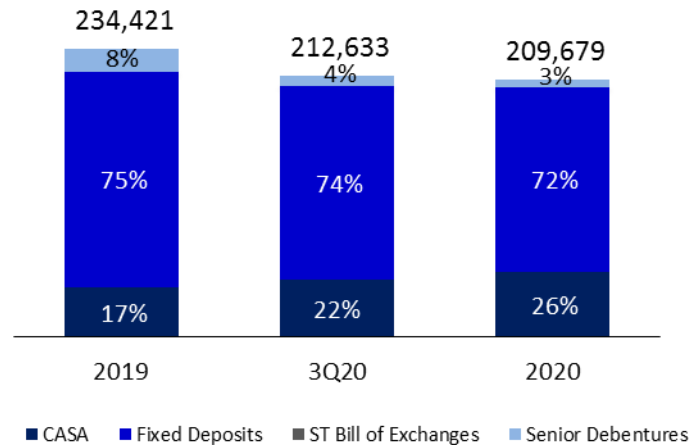
Unit: Million Baht



Total Funding

Unit: Million Baht

-1.4% -10.6%
QoQ YoY



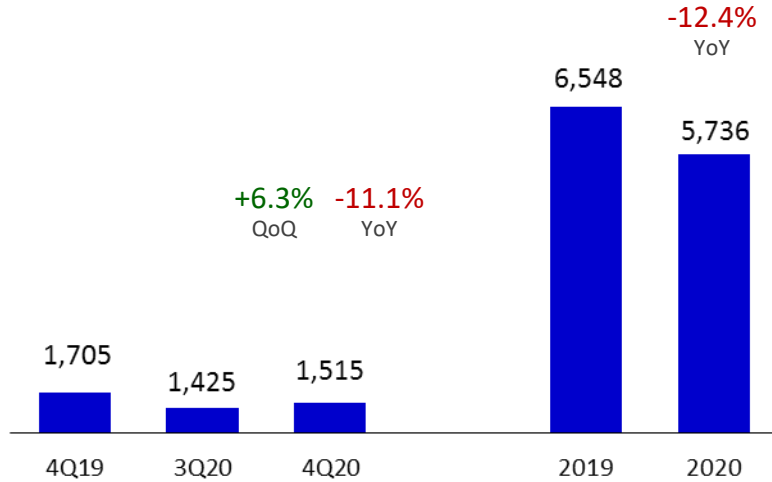
Unit : Million Baht	2019	3Q20	2020	% QoQ	% YoY
Current	2,638	2,580	3,200	24.0	21.3
Savings	37,802	44,138	50,320	14.0	33.1
Fixed Deposits	175,645	158,038	149,953	(5.1)	(14.6)
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	18,300	7,840	6,169	(21.3)	(66.3)
Total Deposits & Borrowings	234,421	212,633	209,679	(1.4)	(10.6)
Subordinated Debentures	6,680	6,370	6,620		
% LDR to Total Deposits & Borrowings	103.6	105.8	107.2		

Non-Interest Income



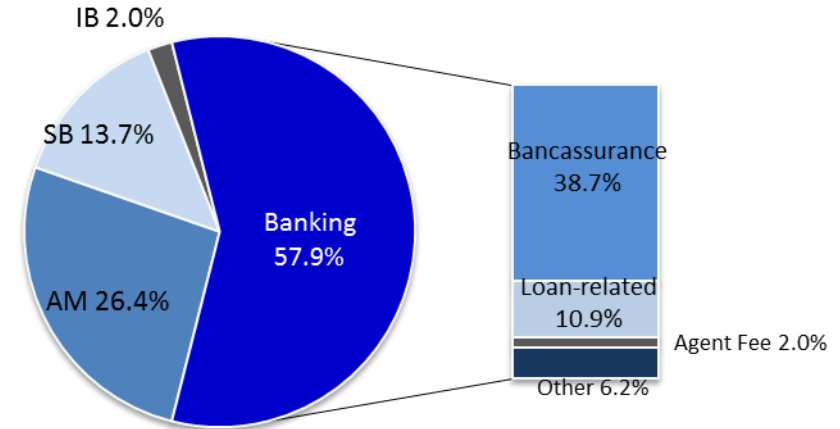
Non-Interest Income from Core Businesses

Unit: Million Baht



Non-Interest Income from Core Businesses Breakdown

Data for FY2020



Unit : Million Baht	4Q19	3Q20	4Q20	% QoQ	% YoY	2019	2020	% YoY
Banking Fee	1,191	830	848	2.2	(28.8)	4,407	3,321	(24.6)
<i>Bancassurance Fee</i>	898	544	588	8.1	(34.5)	3,129	2,223	(29.0)
<i>Other Banking Fee</i>	293	286	260	(9.1)	(11.3)	1,278	1,099	(14.0)
Asset Management Basic Fee	357	388	411	6.0	15.0	1,398	1,514	8.3
Brokerage Fee	151	155	202	30.6	33.3	718	785	9.3
Investment Banking Fee	5	53	54	2.3	941.3	25	116	367.0
Non-Interest Income from Core Businesses	1,705	1,425	1,515	6.3	(11.1)	6,548	5,736	(12.4)
Trading Income & Incentive Fee	359	64	281	338.3	(21.6)	344	327	(5.1)
Share of Profit from Investment in Subsidiaries	18	(2)	(33)	1,592.4	(283.5)	12	(2)	(114.2)
Dividend Income	1	20	5	(77.6)	235.6	65	59	(8.8)
Total Non-Interest Income	2,083	1,507	1,768	17.3	(15.1)	6,969	6,120	(12.2)

Asset Management Business

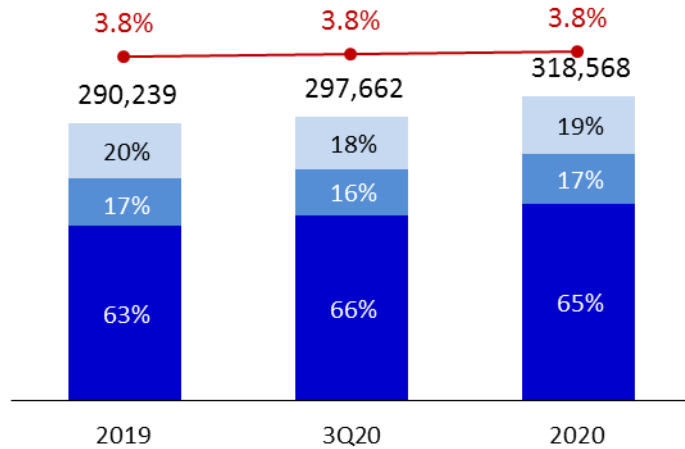


Assets Under Management

Unit: Million Baht

+7.0% QoQ
+9.8% YoY

Rank #1
Provident Fund

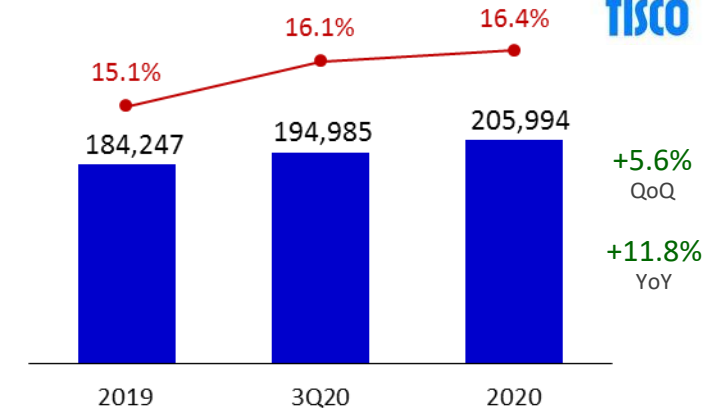


Provident Fund Mutual Fund Private Fund Market Share (%)

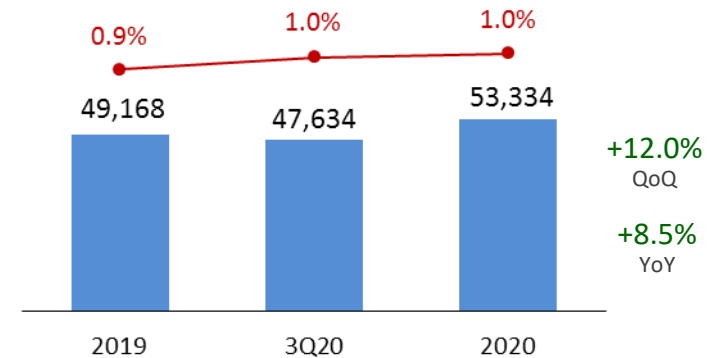
Rank #8

*Remark: Market Share and Rankings as of November 2020

Rank #13
Mutual Fund

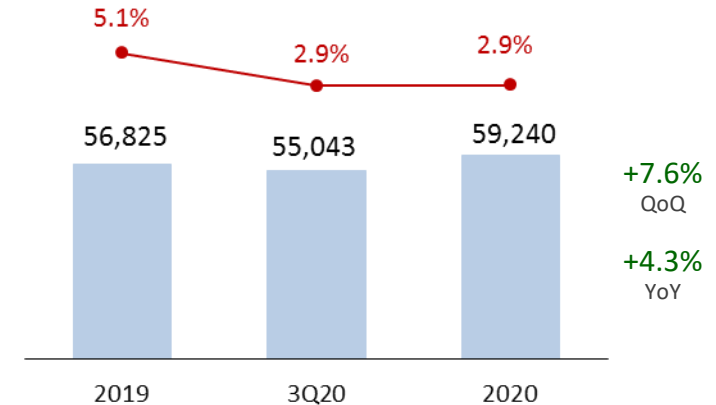


+5.6% QoQ
+11.8% YoY



+12.0% QoQ
+8.5% YoY

Rank #5
Private Fund

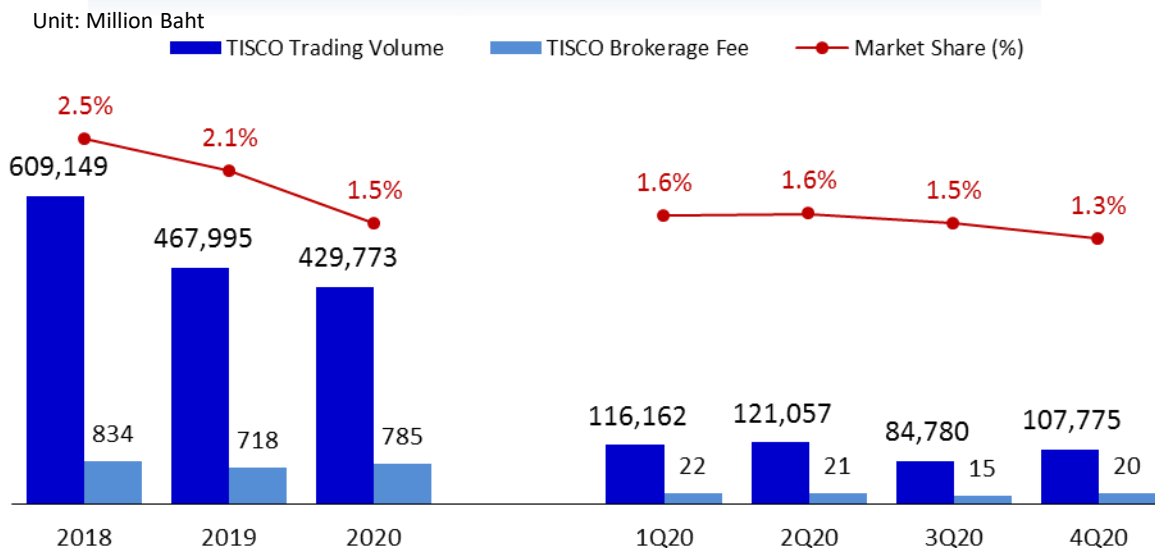


+7.6% QoQ
+4.3% YoY

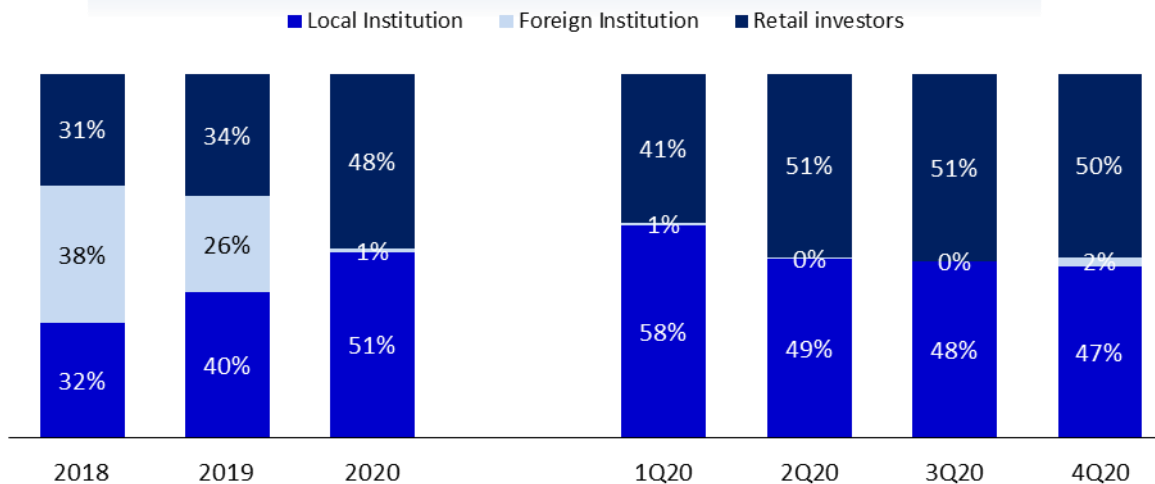
Brokerage Business



TISCO Trading Volume & Market Share



Trading Volume by Customers

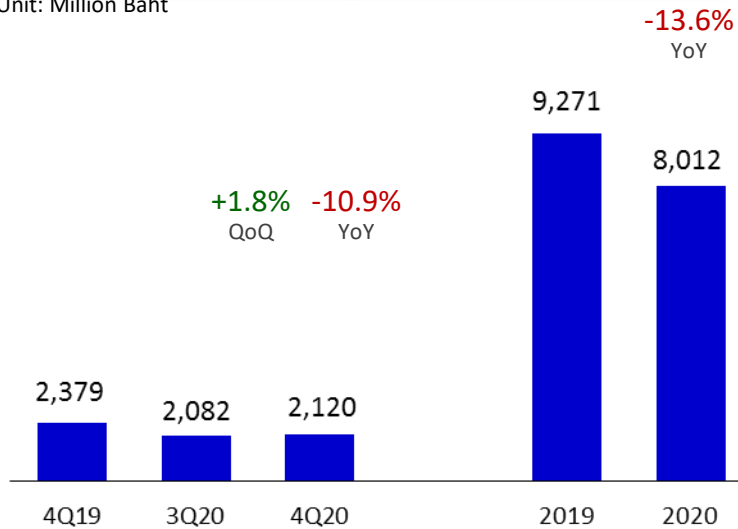


Operating Expenses

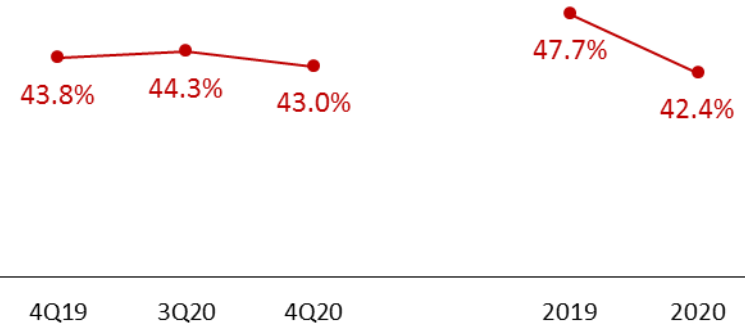


Operating Expenses

Unit: Million Baht



Cost to Income Ratio



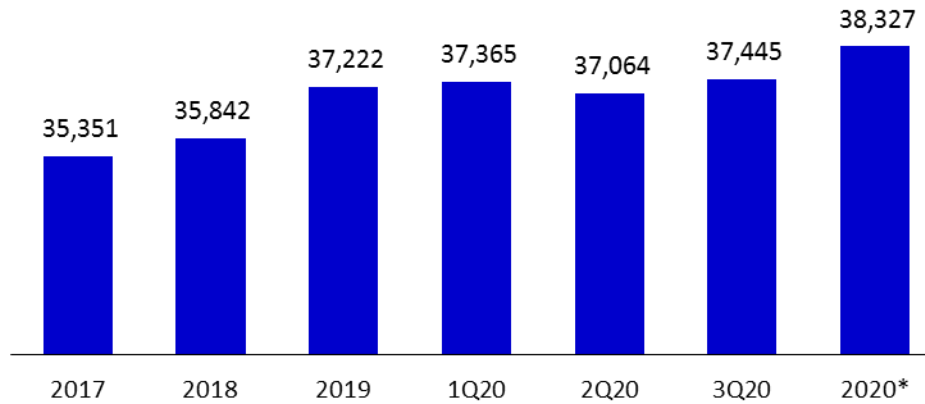
Unit : Million Baht	4Q19	3Q20	4Q20	% QoQ	% YoY	2019	2020	% YoY
Employee Expenses	1,626	1,409	1,387	(1.5)	(14.7)	6,410	5,288	(17.5)
Premises & Equipment Expenses	336	314	316	0.8	(5.9)	1,305	1,273	(2.4)
Taxes & Duties	75	66	64	(2.9)	(15.8)	297	277	(6.8)
Other Expenses	342	294	353	19.9	3.4	1,259	1,174	(6.7)
Total Operating Expenses	2,379	2,082	2,120	1.8	(10.9)	9,271	8,012	(13.6)

Capital Adequacy

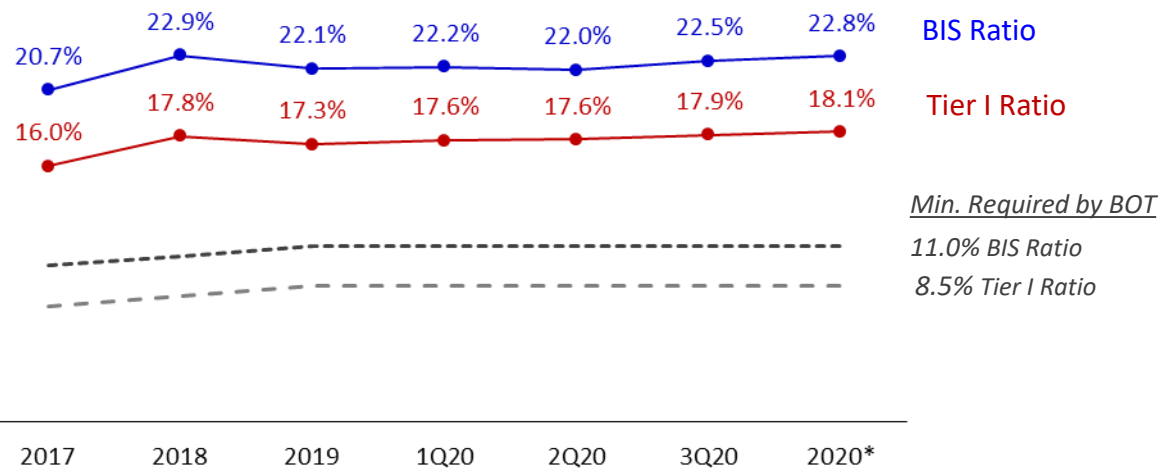


Capital Base of TISCO Bank

Unit: Million Baht



Capital Adequacy Ratio

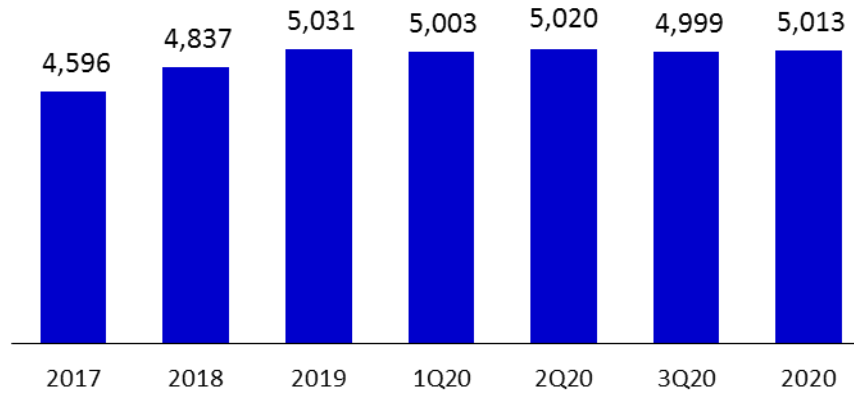


*Remark: Projected figures

Employees and Branch Network

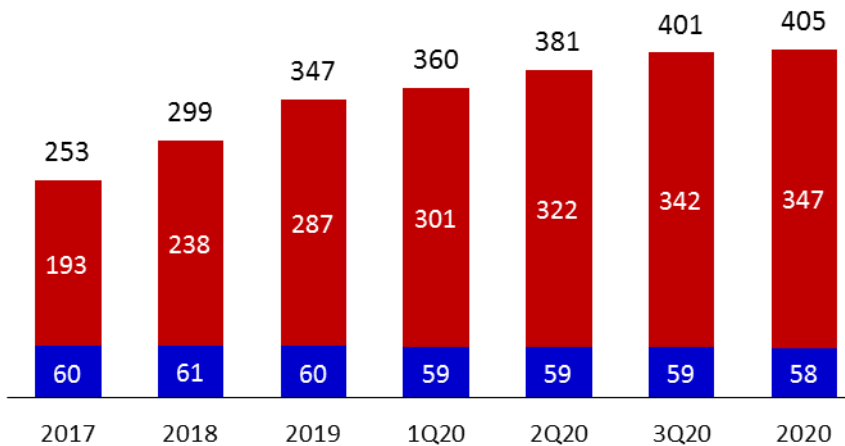


Total Employees



Employees

Total Branch Network



Somwang Loan Offices 

Bank Branches 

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