



TISCO Financial Group Public Co., Ltd.

Analyst Meeting 3Q2021

October 14, 2021

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)	(2.6)	(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)	(2,070)	(1,968)	(4.9)	(5.5)	(5,892)	(6,103)	3.6
PPOP	2,614	2,644	2,209	(16.4)	(15.5)	8,078	7,891	(2.3)
Credit Expenses / ECL	(605)	(565)	(254)	(55.0)	(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	

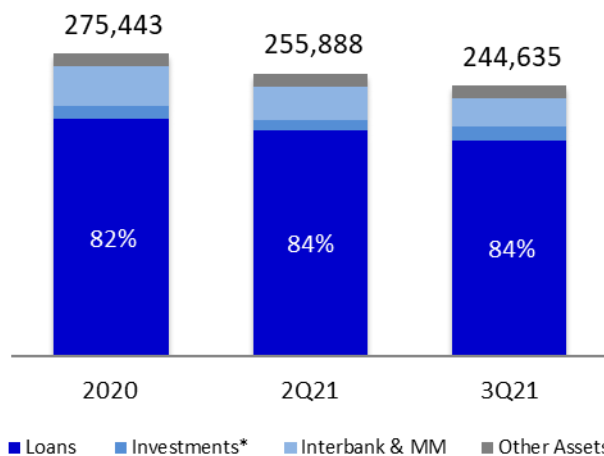
Assets and Liabilities



Assets

Unit: Million Baht

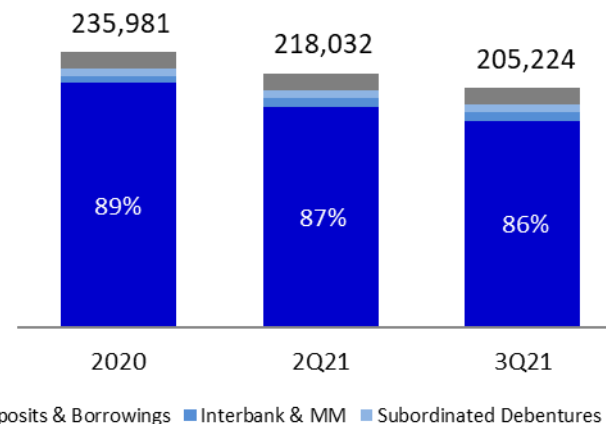
-4.4% **-11.2%**
QoQ YTD



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	205,224	(5.9)	(13.0)
Retained Earnings	28,596	26,995	28,557	5.8	(0.1)
Total Equities	39,462	37,856	39,410	4.1	(0.1)

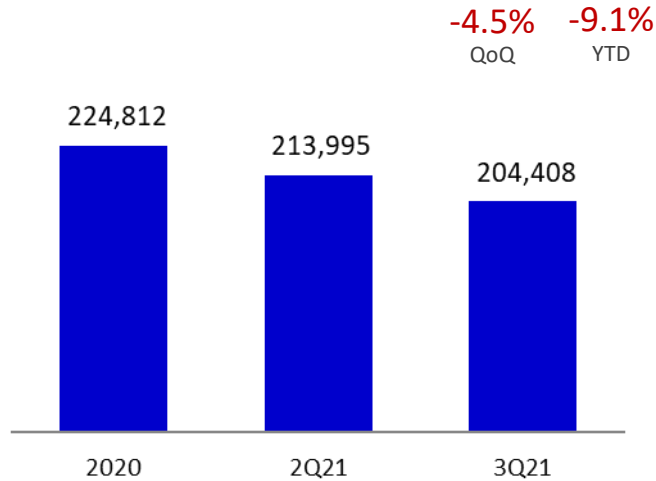
*Investments since 2020 included Financial Assets measured at FV to PL

Loan Portfolios

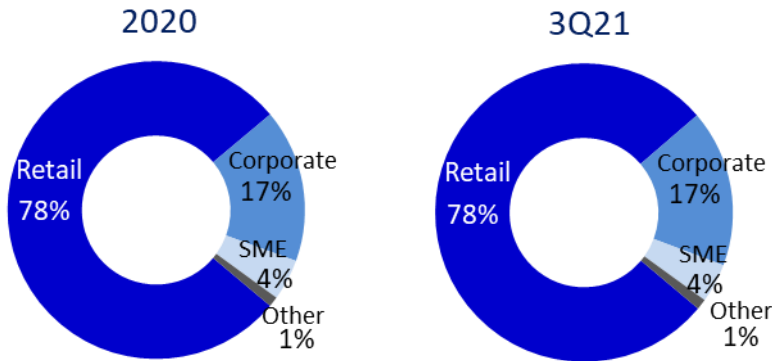


Total Loans

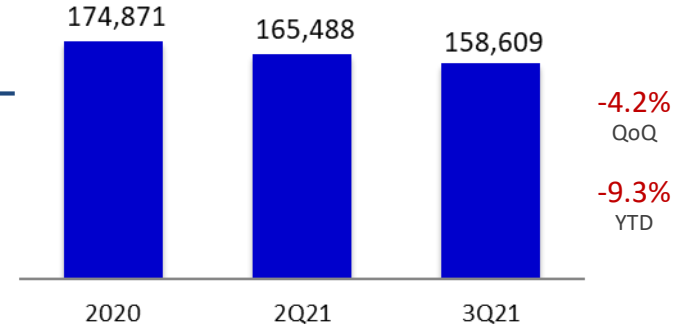
Unit: Million Baht



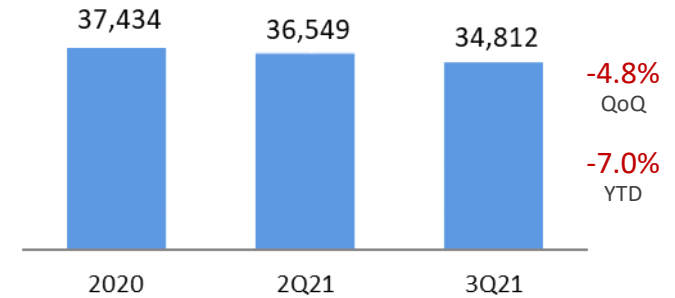
Loans by sectors



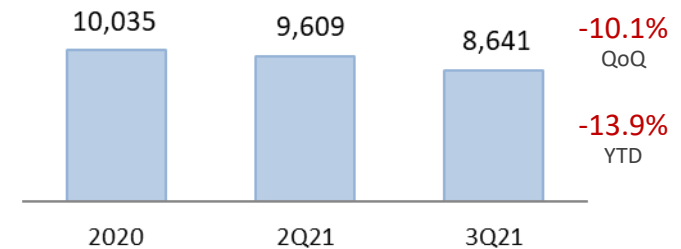
Retail Loans



Corporate Loans



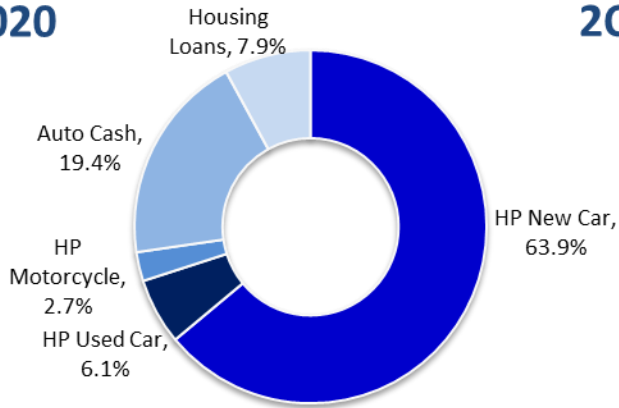
SME Loans



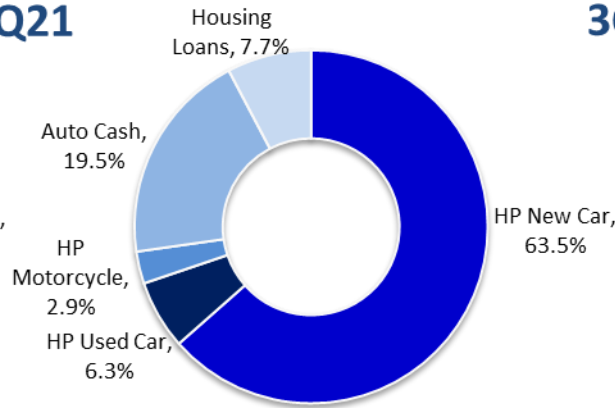
Retail Loan Portfolio Breakdown



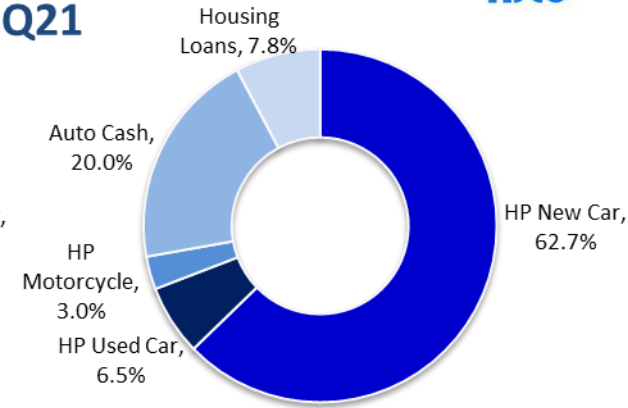
2020



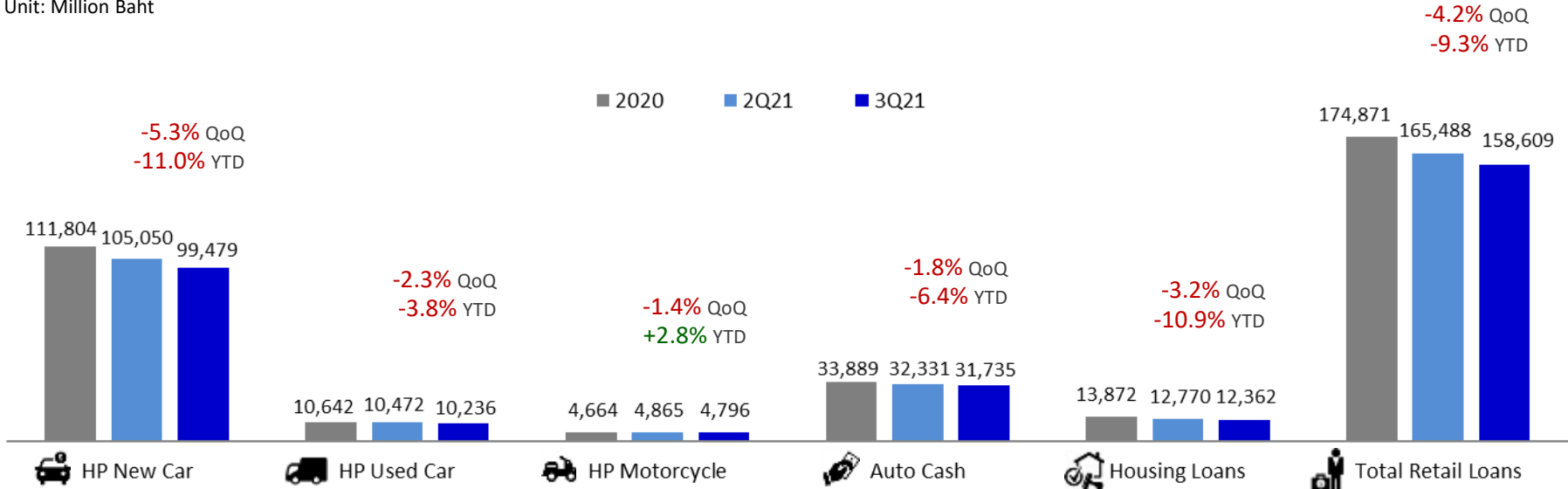
2Q21



3Q21



Unit: Million Baht

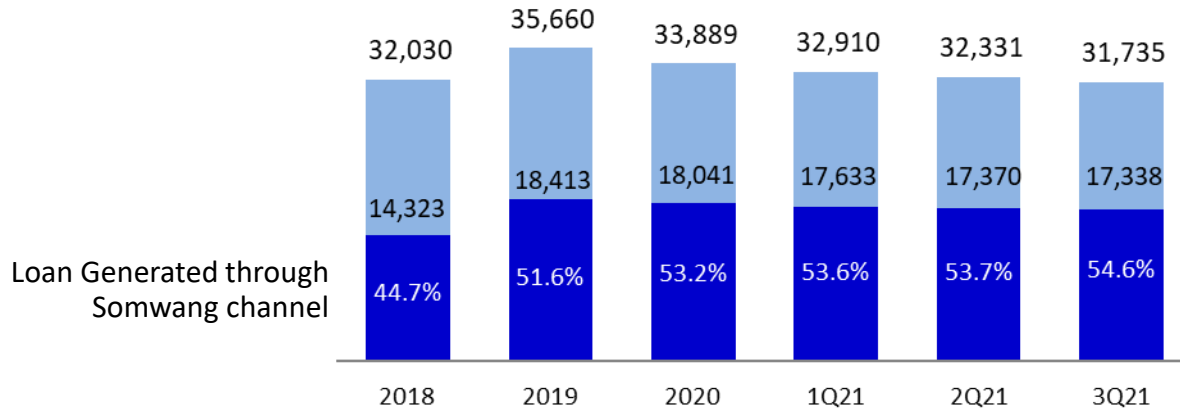


TISCO Auto Cash



Auto Cash Loans

Unit: Million Baht



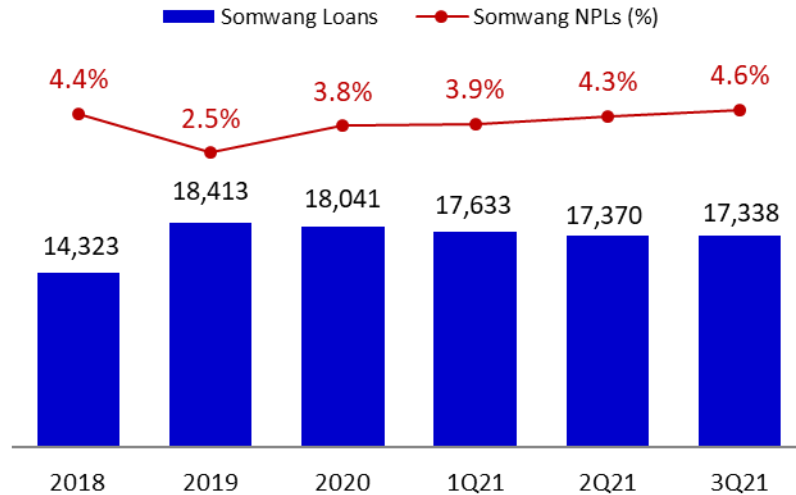
Auto Cash -1.8% QoQ, -6.4% YTD

Somwang -0.2% QoQ, -3.9% YTD



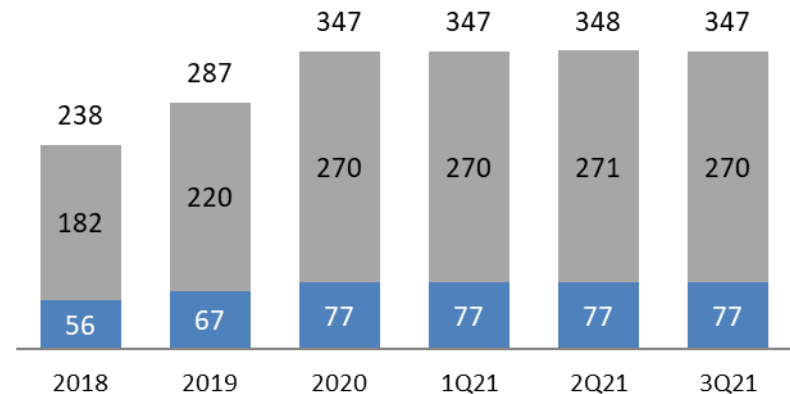
Somwang Loans vs NPLs

Unit: Million Baht



Somwang Branches

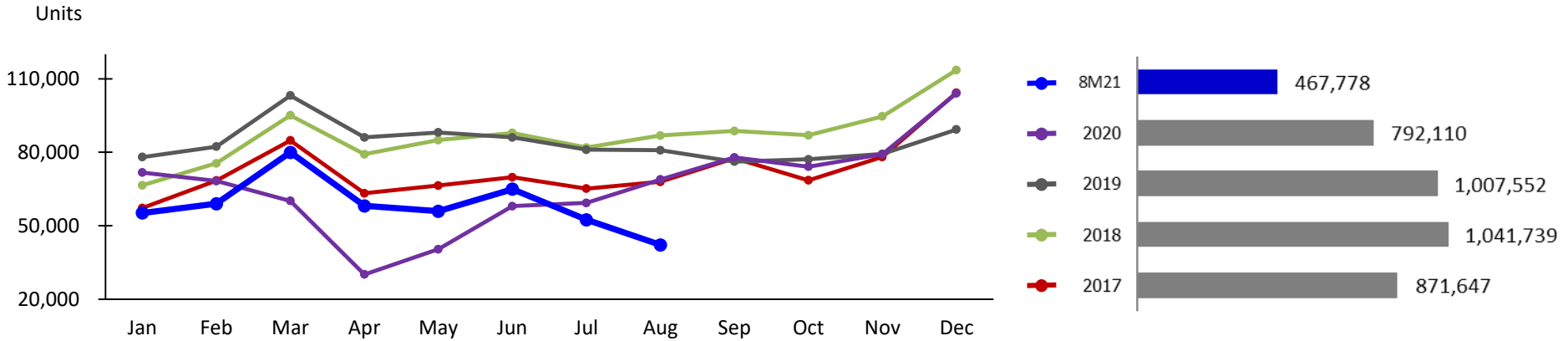
■ BKK and vicinity ■ Provincial area



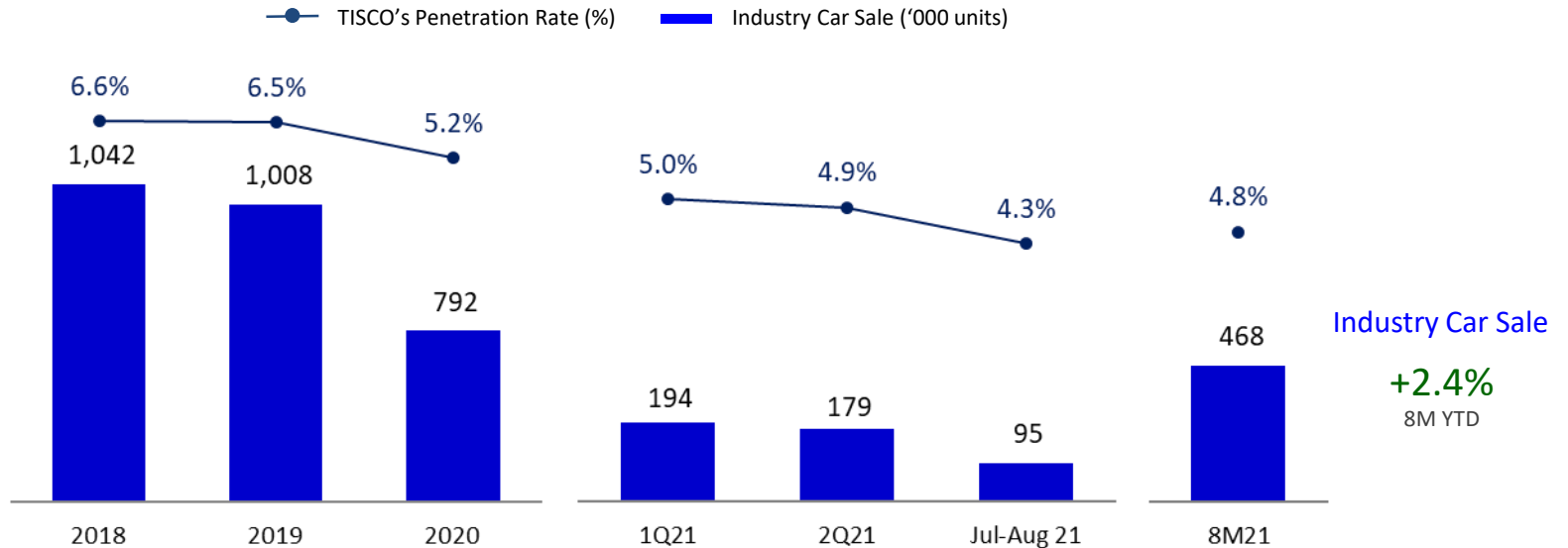
Industry Car Sale & Penetration Rate



Industry New Car Sale



TISCO's Auto HP Penetration Rate

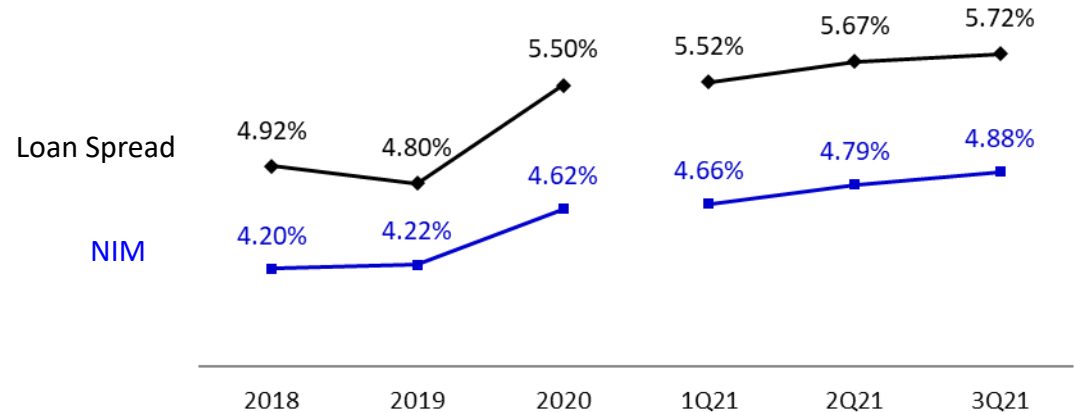
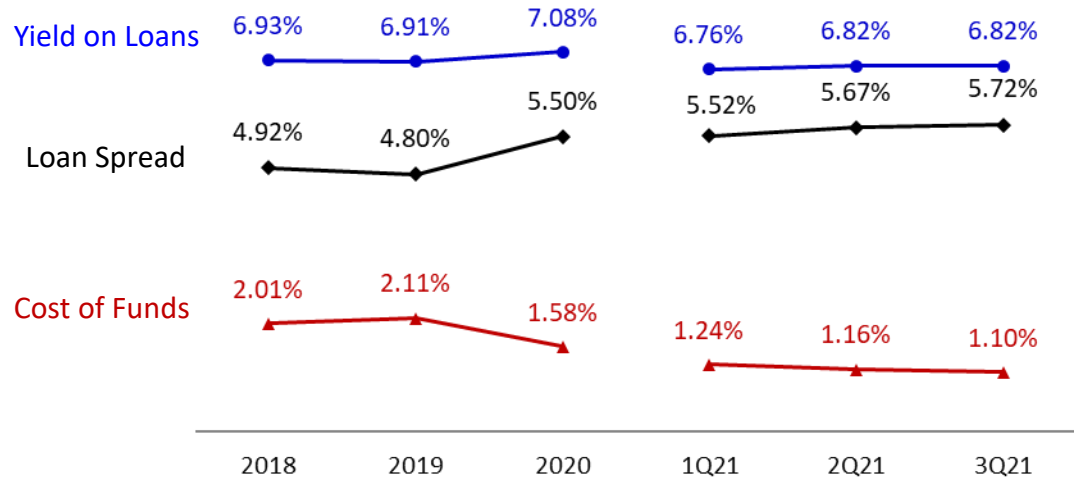
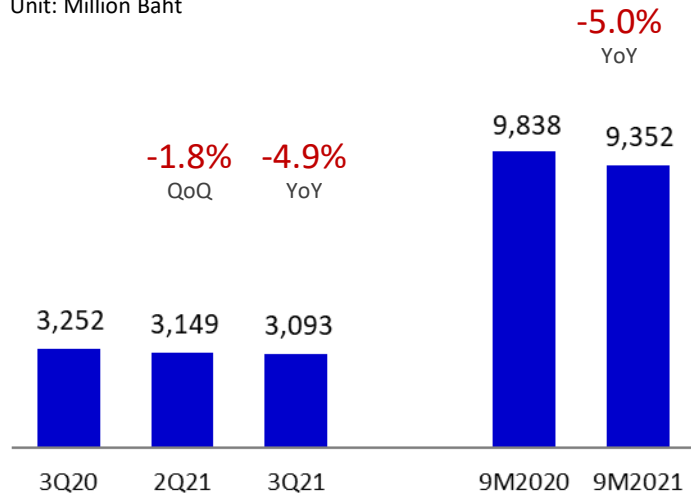


Interest Income & NIM



Net Interest Income

Unit: Million Baht

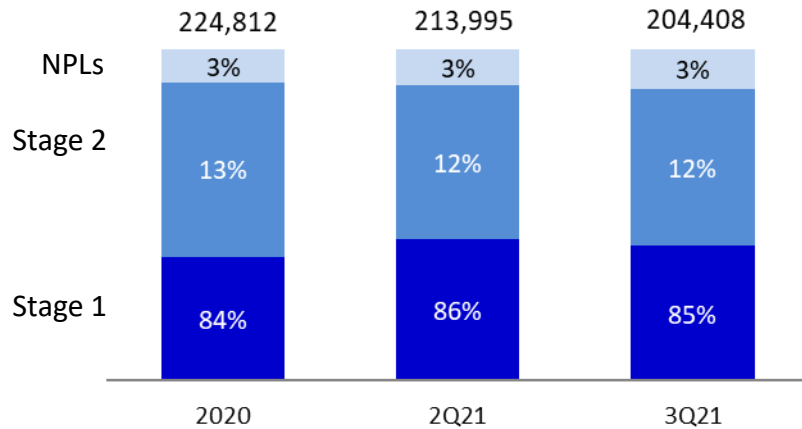


Asset Quality



Loan Classification

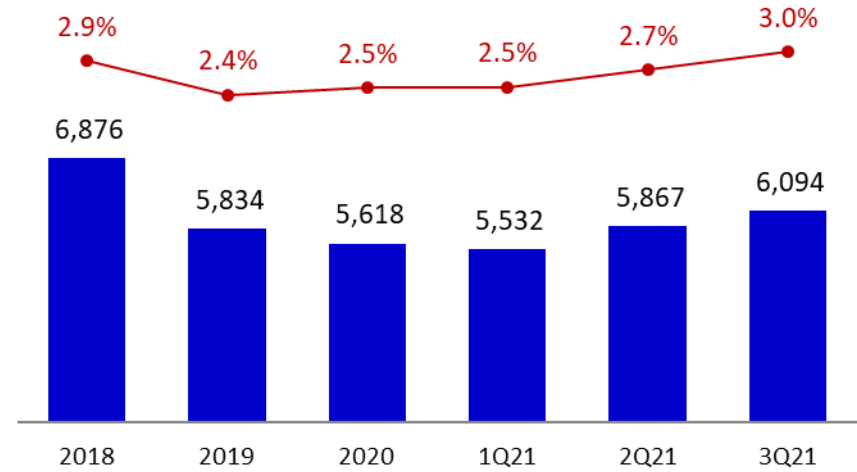
Unit: Million Baht



Non-Performing Loans

Unit: Million Baht

■ Total NPLs —● NPL Ratio (%)



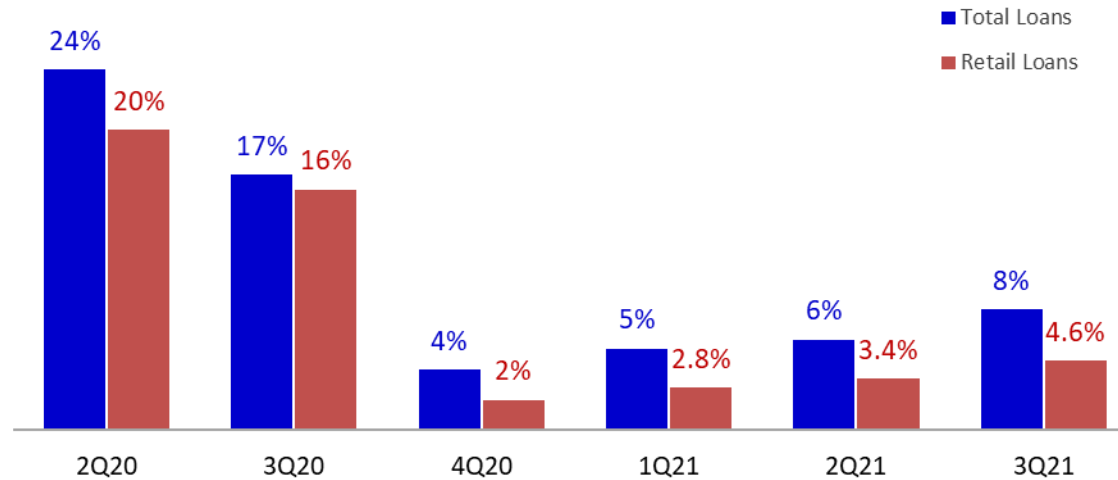
NPLs by Loan Types	2020		2Q21		3Q21	
	Million Baht	%	Million Baht	%	Million Baht	%
Corporate	-	-	-	-	-	-
SME	64	0.6	96	1.0	80	0.9
Hire Purchase	3,268	2.6	3,366	2.8	3,452	3.0
Mortgage	986	7.1	984	7.7	1,047	8.5
Auto Cash	1,295	3.8	1,419	4.4	1,513	4.8
Others	5	0.2	3	0.1	2	0.1
Total NPLs	5,618	2.50	5,867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

Debt Relief Programs

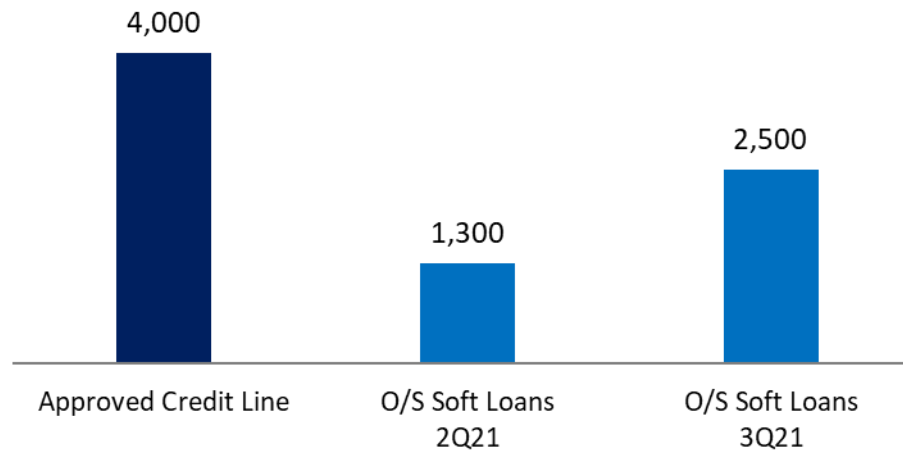


The outstanding loans under debt relief programs at the end of September 2021

% to total loans



Soft loans for SMES



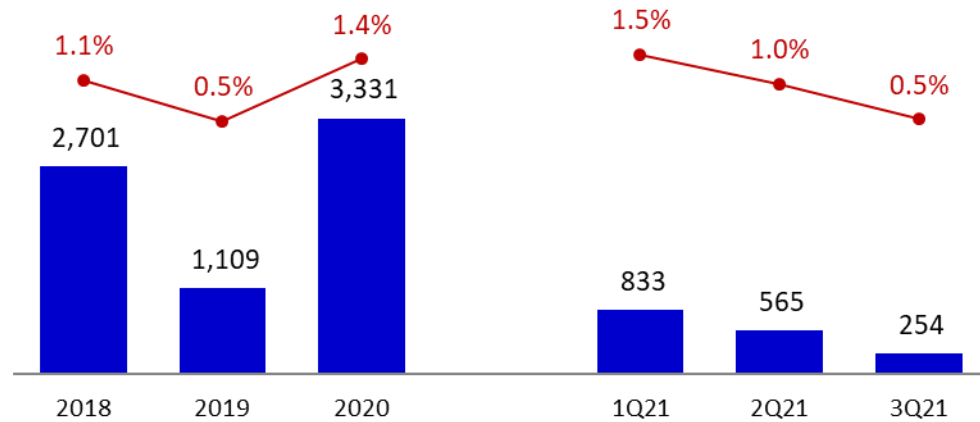
Expected Credit Loss



Expected Credit Loss

Unit: Million Baht

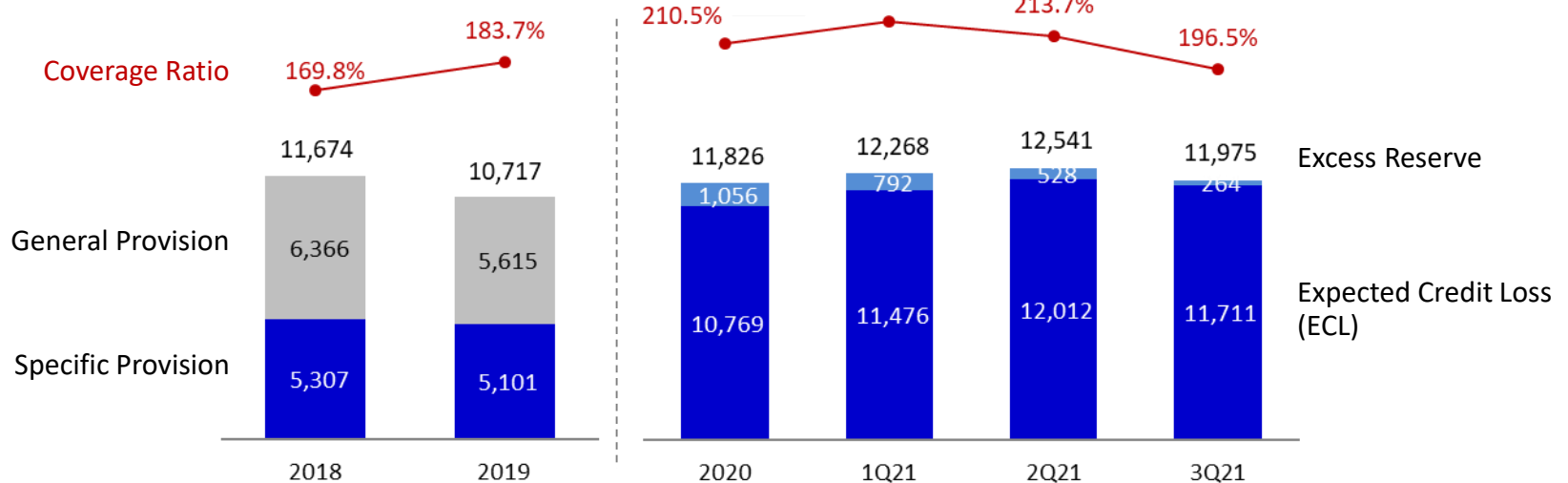
■ Provisions/ECL ● Credit Cost (%)



Allowance for ECL

Unit: Million Baht

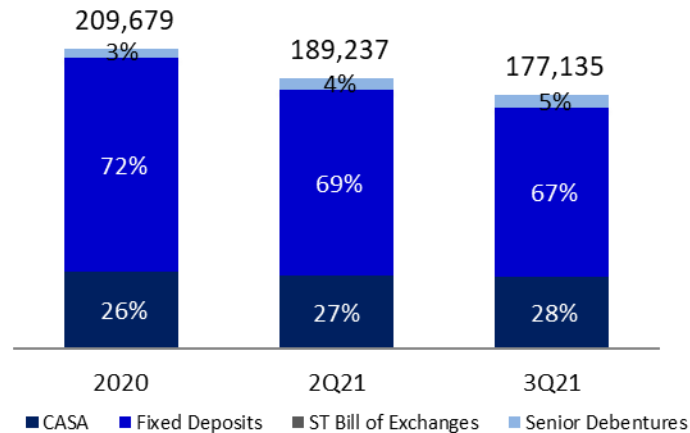
TFRS 9



Total Funding

Unit: Million Baht

-6.4% QoQ
-15.5% YTD



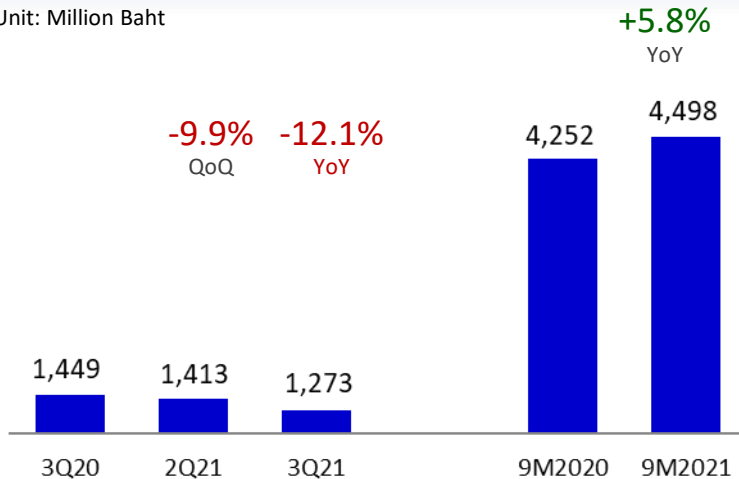
Unit : Million Baht	2020	2Q21	3Q21	% QoQ	% YTD
Current	3,200	2,731	2,221	(18.7)	(30.6)
Savings	50,320	47,936	47,656	(0.6)	(5.3)
Fixed Deposits	149,953	130,383	118,937	(8.8)	(20.7)
Short-Term Bill of Exchanges	37	37	37	-	-
Senior Debentures	6,169	8,150	8,285	1.7	34.3
Total Deposits & Borrowings	209,679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



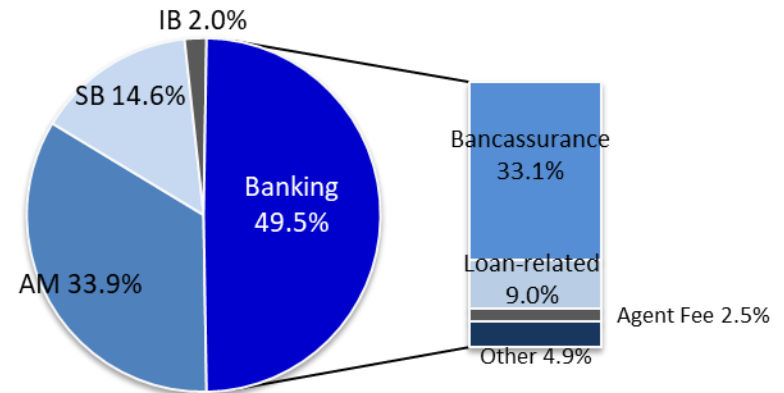
Non-Interest Income from Core Businesses

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)
<i>Bancassurance Fee</i>	544	490	466	(5.0)	(14.3)	1,635	1,489	(8.9)
<i>Other Banking Fee</i>	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

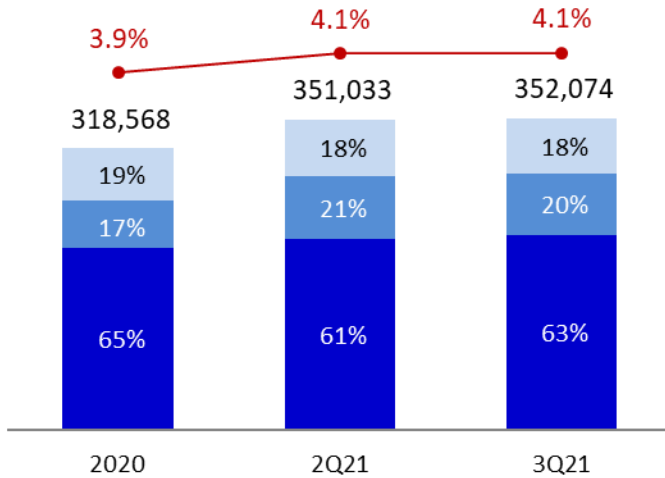
Asset Management Business



Assets Under Management

Unit: Million Baht

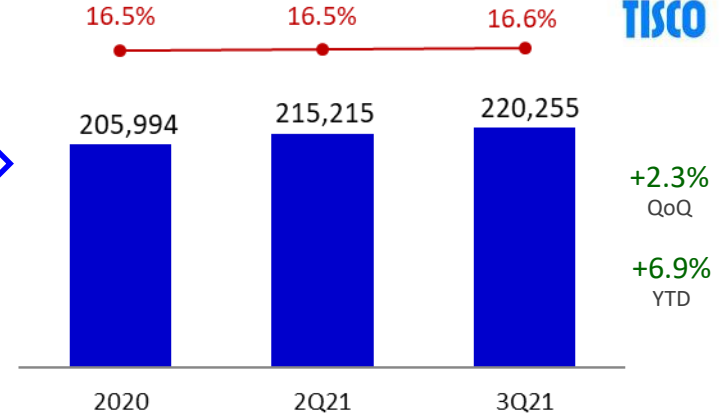
+0.3% QoQ
+10.5% YTD



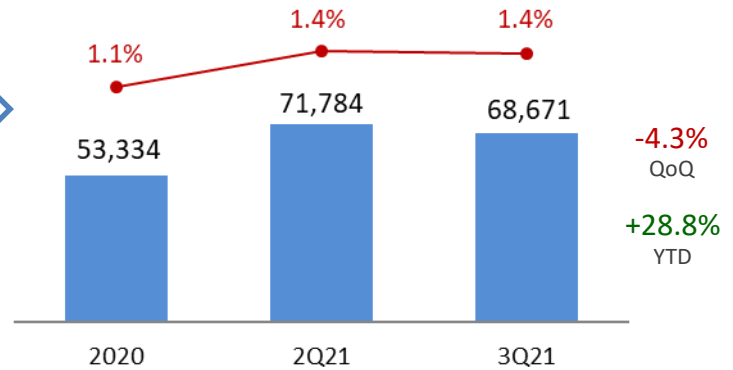
■ Provident Fund ■ Mutual Fund ■ Private Fund ● Market Share (%)

Rank #8

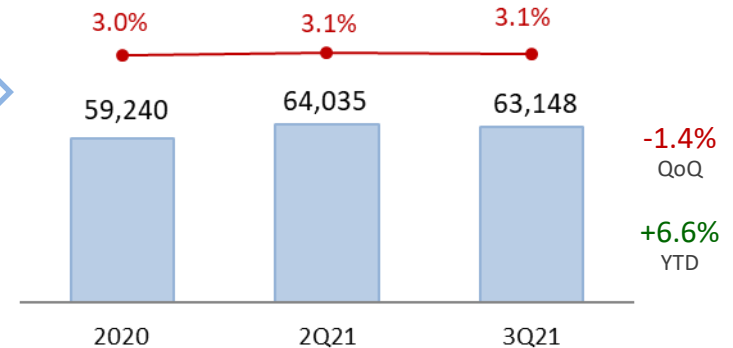
Rank #1
Provident Fund



Rank #13
Mutual Fund



Rank #6
Private Fund

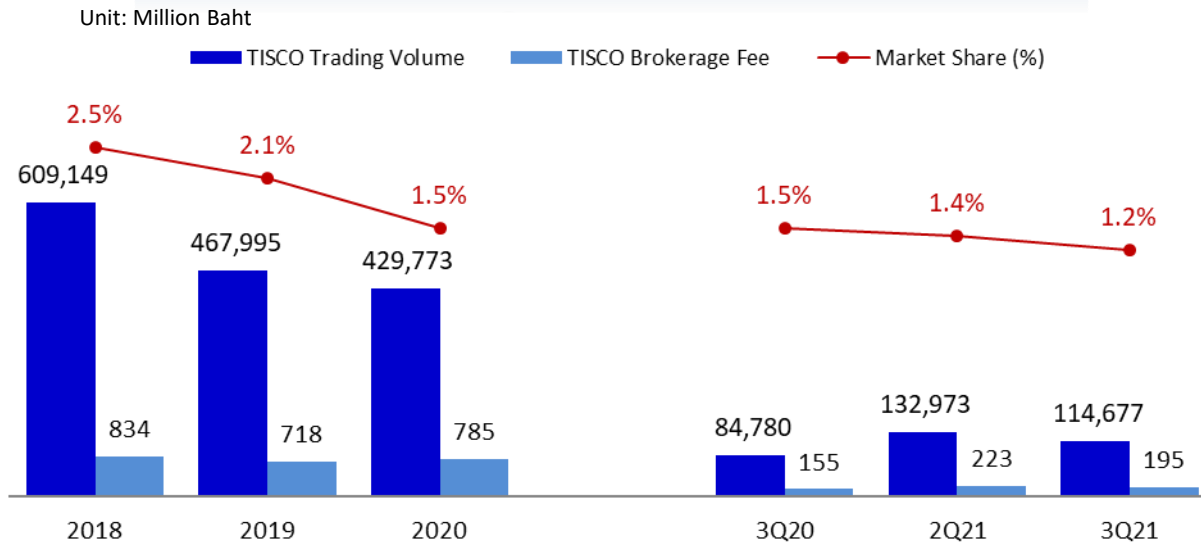


*Remark: Market Share and Rankings as of August 2021

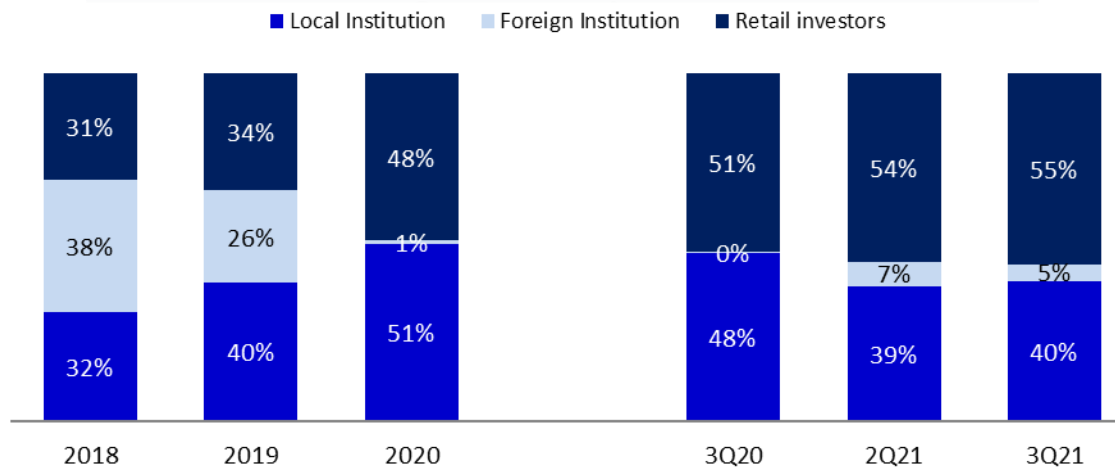
Brokerage Business



TISCO Trading Volume & Market Share



Trading Volume by Customers



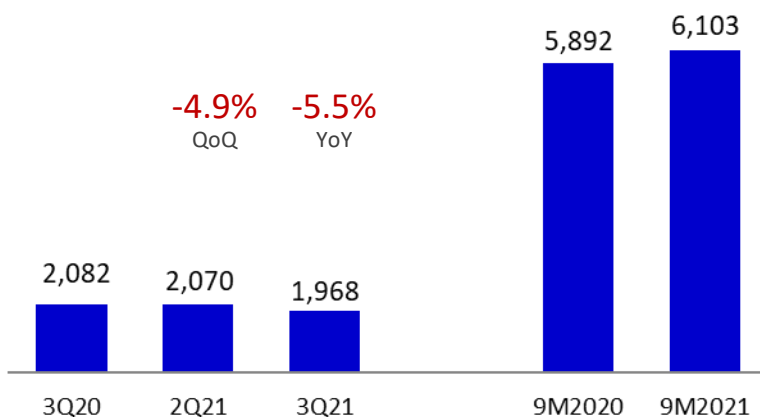
Operating Expenses



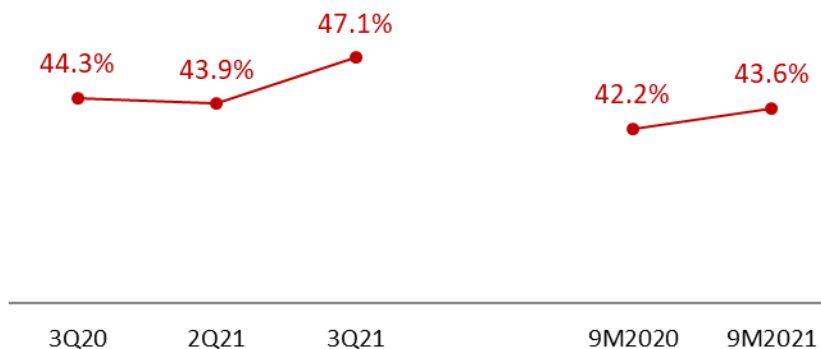
Operating Expenses

Unit: Million Baht

+3.6%
YoY



Cost to Income Ratio



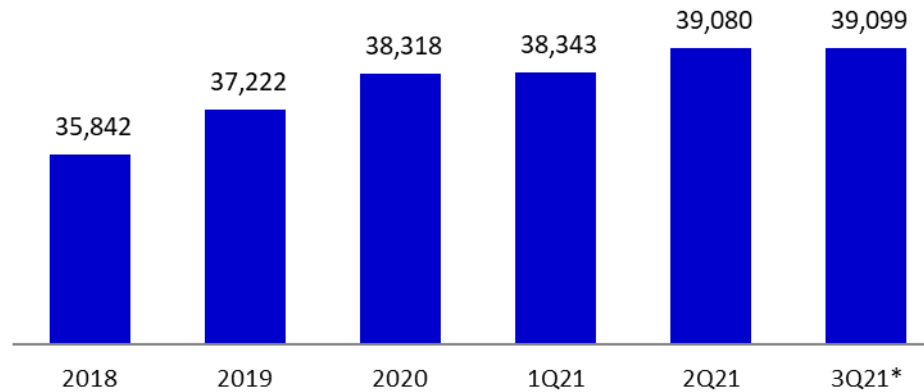
Unit : Million Baht	3Q20	2Q21	3Q21	% QoQ	% YoY	9M2020	9M2021	% YoY
Employee Expenses	1,409	1,422	1,349	(5.1)	(4.2)	3,901	4,223	8.3
Premises & Equipment Expenses	314	354	331	(6.6)	5.4	957	1,001	4.6
Taxes & Duties	66	59	59	(1.1)	(10.2)	213	184	(13.5)
Other Expenses	294	235	230	(2.1)	(21.8)	821	694	(15.4)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

Capital Adequacy

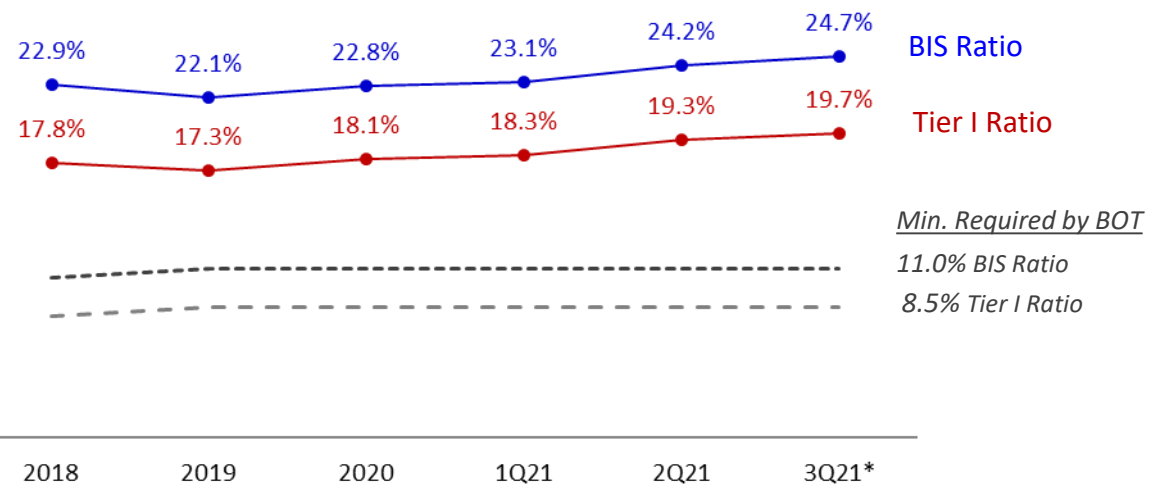


Capital Base of TISCO Bank

Unit: Million Baht



Capital Adequacy Ratio

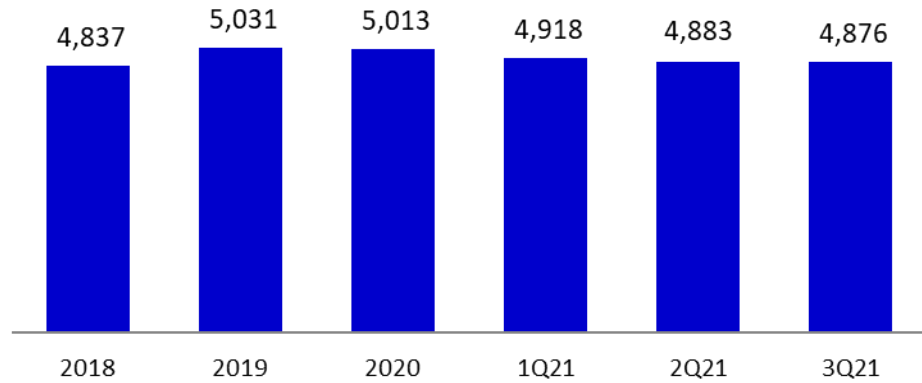


*Remark: Projected figures

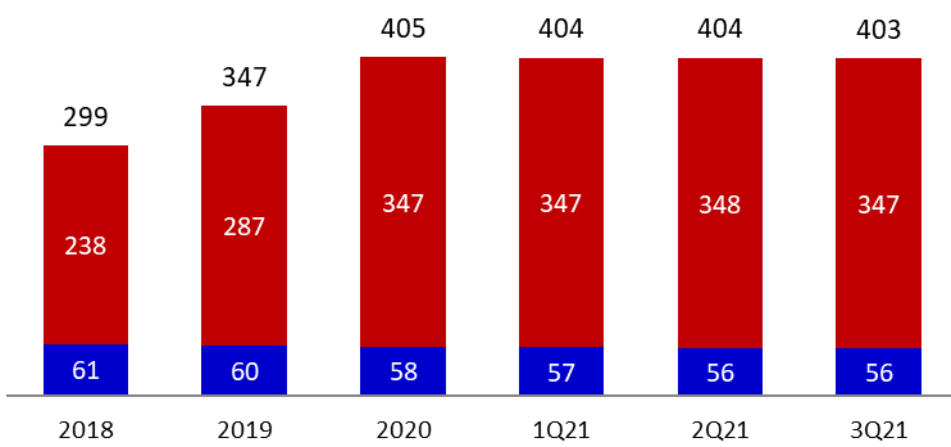
Employees and Branch Network



Total Employees



Total Branch Network



-  **TISCO Financial Group Public Company Limited**
48/49 TISCO Tower, North Satorn Road, Silom, Bangrak, Bangkok, 10500, Thailand
-  +(66) 2633 6868
-  +(66) 2633 6855
-  ir@tisco.co.th
-  www.tisco.co.th

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