



TISCO Financial Group Public Company Limited

SET Opportunity Day

February 7, 2022

Background

- Founded in 1969 as the first investment bank in Thailand
- In 1973, the first to introduce hire purchase financing product to retail clients. Also the first to bring in Provident Fund management service
- One of the founding members of the Stock Exchange of Thailand in 1975
- In 1996, first securitization of auto loan in South East Asia
- Upgraded to full-service commercial bank in 2005
- Restructured into holding company structure in 2008
- Expanded Microfinance through the brand “Somwang” in 2014
- Acquired retail banking business from Standard Chartered Bank (Thai) in 2017 and sold personal loan and credit card in 2018 to focus in secured lending business
- Started Co-Brand Alliance with Jefferies Hong Kong Limited in 2020

Business Model

“Selective Focus” universal bank

CG Scoring



Excellent

Credit Rating

A- (Stable) by TRIS Rating



Key Metrics

Unit: Million Baht

2020

2021

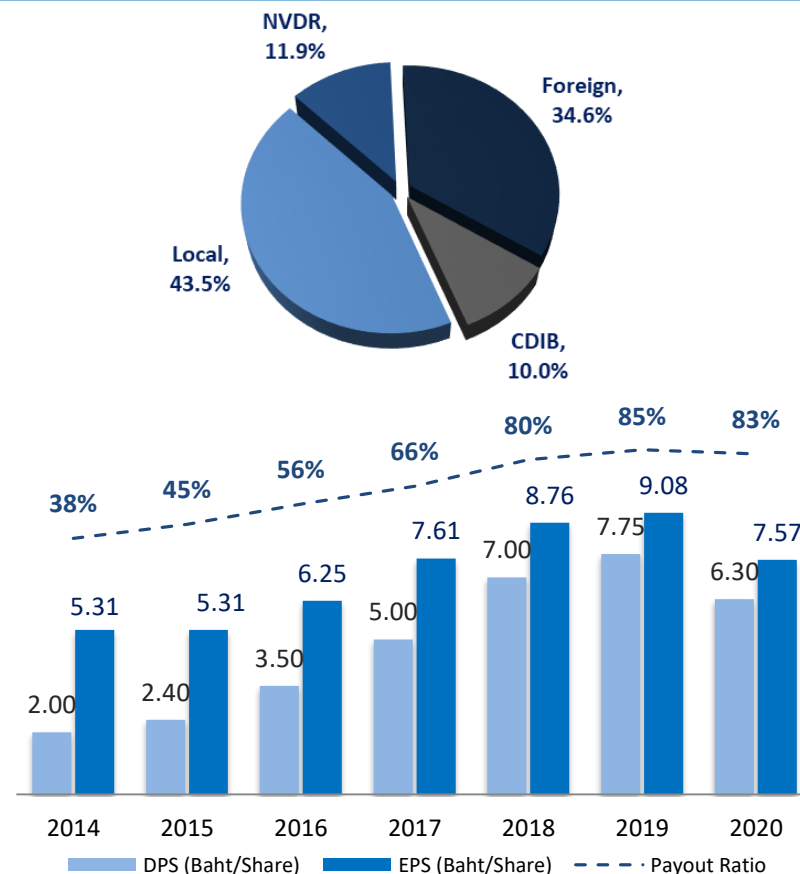
Total Assets	275,443	243,616
Total Loans	224,812	202,905
Total Funding	209,679	174,864
Capital Ratio (BIS %)	22.8	25.2
Market Capitalization	70,857	76,862

Share Capital Information

Share Summary

Total shares	800,655,483
Ordinary shares	800,645,624
Preferred shares	9,859
Share Movement 2021	
High (Baht)	102.50
Low (Baht)	85.00
Average (Baht)	92.91
Par value (Baht)	10.0
Market capitalization (Million Baht)	76,862
Foreign limit (%)	49.0%
Free float (%)	82.0%
Dividend Payout (%)	83.2%

Data as of December 2021

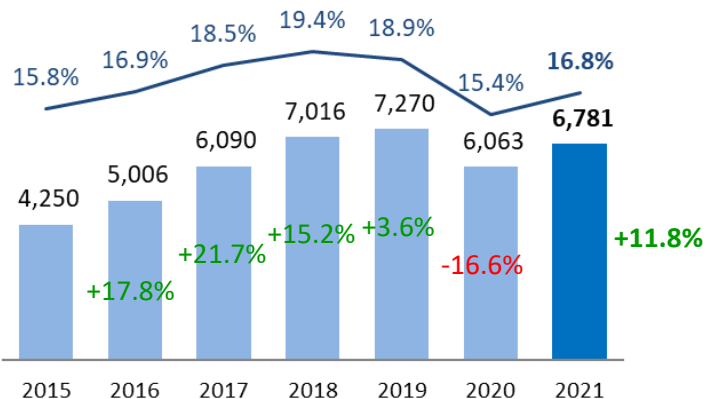


Business Performance

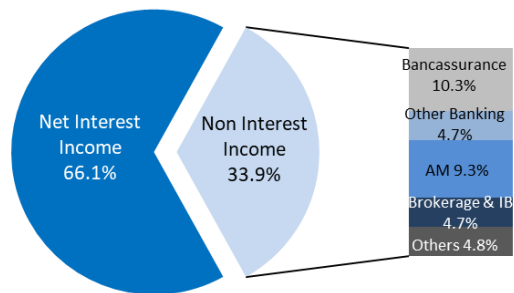
Profitability

ROAE

Net Profit
(MB)



Revenue Contribution



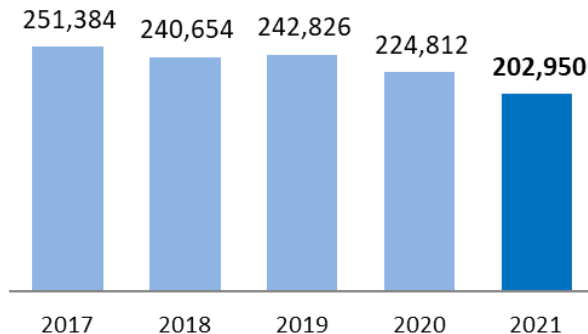
Unit : Million Baht	2019	2020	2021	% YoY
Net Interest Income	12,792	13,098	12,460	(4.9)
Non-Interest Income	6,643	5,806	6,369	9.7
Income	19,436	18,904	18,829	(0.4)
Operating Expense	(9,271)	(8,012)	(8,280)	3.3
PPOP	10,165	10,892	10,549	(3.2)
ECL	(1,109)	(3,331)	(2,060)	(38.1)
Pre Tax Profit	9,056	7,562	8,489	12.3
Net Profit	7,270	6,063	6,781	11.8
ROAE (%)	18.9	15.4	16.8	

In 2021, **net profit** grew by 11.8% from strong fee income and lower ECL expense despite the prolonged COVID-19 pandemic. TISCO was still able to deliver **high ROAE** of 16.8%.

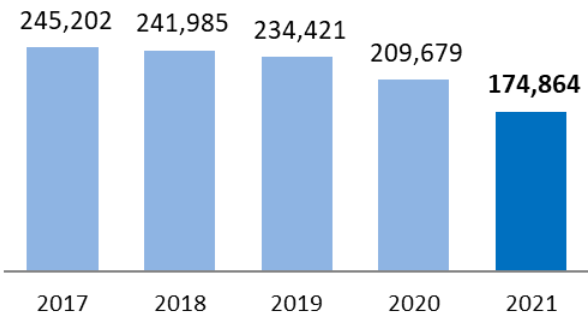
Unit: Million Baht



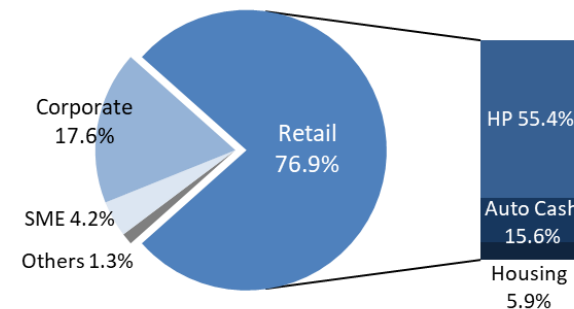
Total Loans: 202,950 MB (-9.7% YoY)



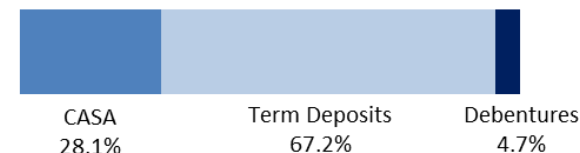
Total Deposits & Borrowings: 174,864 MB (-16.6% YoY)



Loan Breakdown

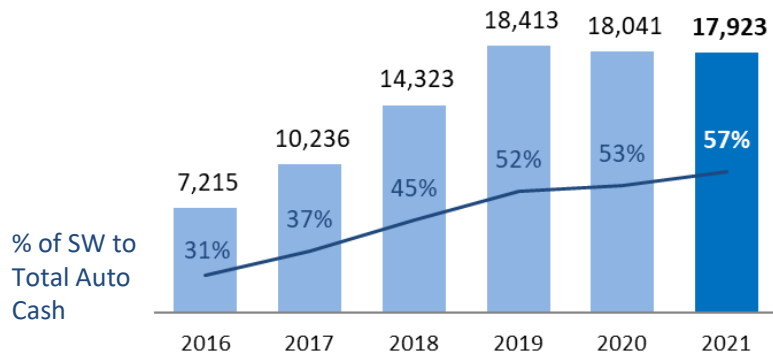


Funding Composition

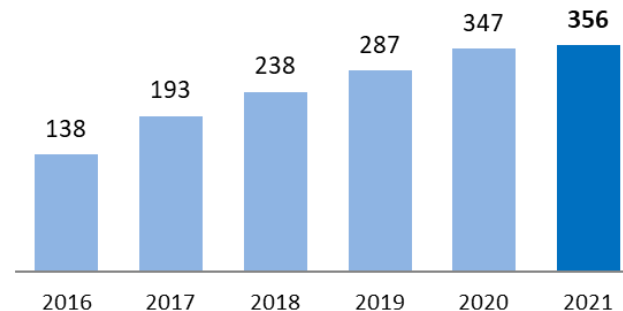


Somwang Loan Outstanding

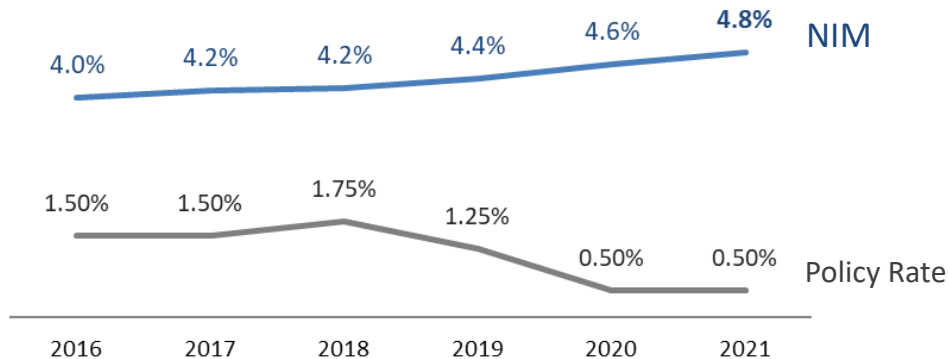
Unit: Million Baht



Number of Somwang Branches



Net Interest Margin (NIM) continued to increase



Amid low interest rate environment, NIM further **improved** thanks to the **effective cost management**.

Non Interest Income improved by 9.7% (YoY)



Asset Management **+46.2%**

Brokerage & IB **+6.7%**

- Driven by strong performance fee and the launches of new megatrend funds
- from high trading volume

Also, TISCO recorded a strong gain on investment during the year.

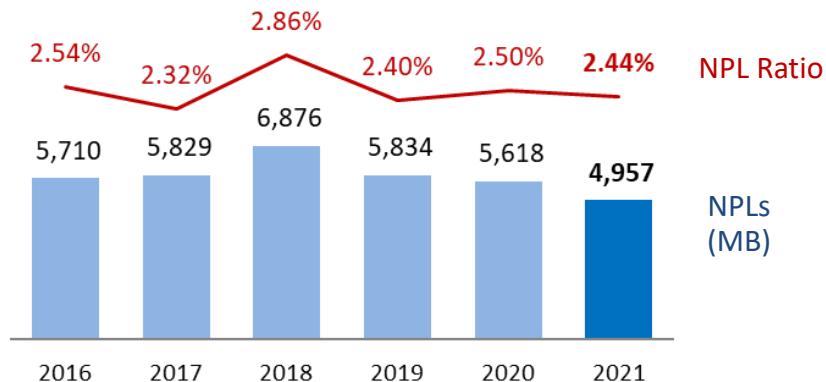


Banking Fee **-7.6%**

Bancassurance **-5.3%**

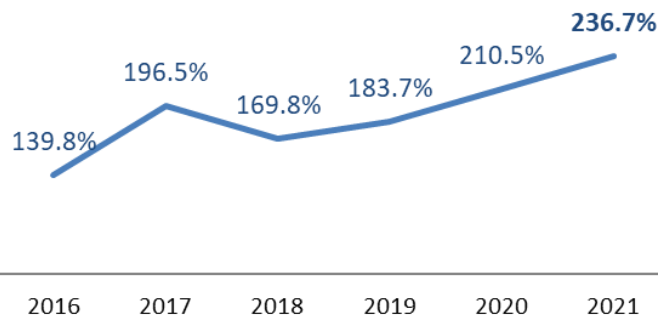
- Bancassurance business remained sluggish due to a slowdown in economic activities during COVID-19 Delta variant.

Non-Performing Loans

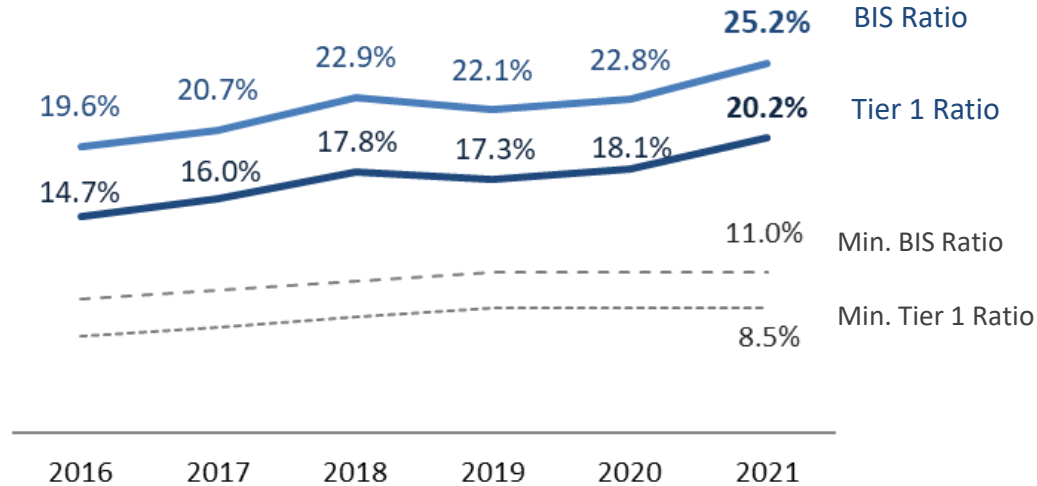


Asset quality **improved** with decreased NPL ratio to 2.44% owing to **efficient credit quality control** and the offering of **assistance programs** for affected clients.

Coverage Ratio



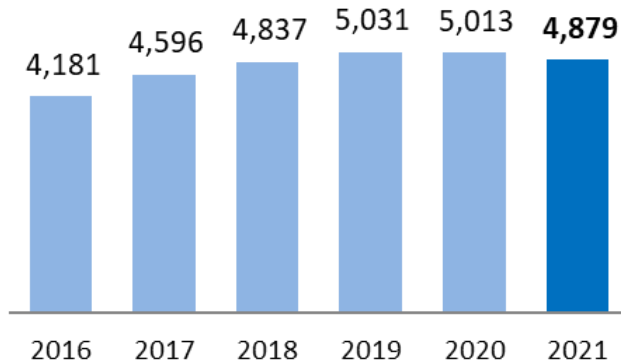
With the **prudent provisioning policy** and upfront provisions, coverage ratio increased further to **236.7%**.



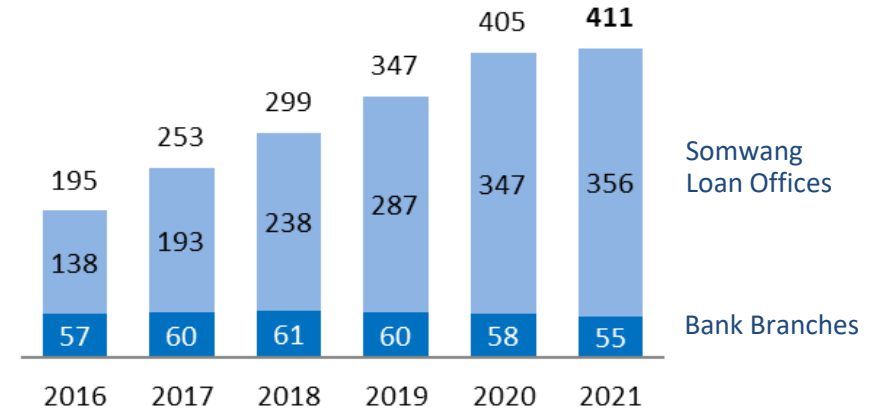
TISCO maintained **sufficient** Capital Adequacy Ratio and **exceeded** the minimum requirement by BOT.

Employees & Branches

Number of Employees



Number of Branches



This presentation material may contain forward-looking statements. These forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward looking statements as a result of various factors. TISCO accepts no liability whatsoever with respect to the use of this document of its content.



Investor Relations

TISCO Financial Group Public Company Limited

48/49 TISCO Tower, North Sathorn Road

Silom, Bangrak, Bangkok 10500

Thailand

Tel: +66-2-633-6868

Fax: +66-2-633-6855

Email: ir@tisco.co.th

Website: www.tisco.co.th

