

18 APRIL 2025

EQUITY RESEARCH - RESULTS FLASH

**TISCO FINANCIAL**  
 THAILAND / BANKING

**TISCO TB**
**FINANSIA**  
 FSS INTERNATIONAL INVESTMENT ADVISORY

FSSIA ESG rating


**HOLD**

UNCHANGED

## 1Q25 results at first glance

### 4% above our forecast from lower-than-expected credit cost

TISCO reported a 1Q25 net profit of THB1.64b, down 5% y-y and 4% q-q, aligning with the Bloomberg consensus estimate and 4% higher than the FSSIA estimate. The key surprise is a lower-than-expected credit cost of only 67bp (FSSIA: 95bp). Meanwhile, operating profit before provision was lower than our forecast by 4% due to loan contraction and lower NIM.

TISCO's asset quality in 1Q25 was in line with our expectations, with an NPL ratio of 2.42% and a downtrend in NPL formation rate. The 1Q25 net profit contributed 25% of our full-year estimates.

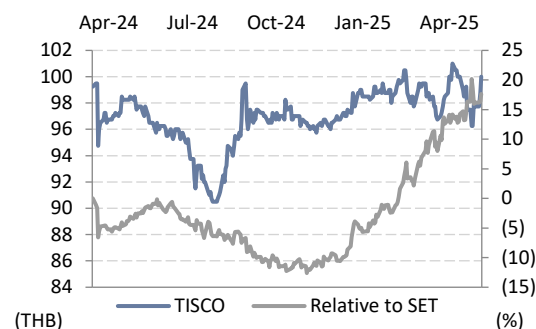
We maintain our HOLD rating for TISCO at our TP of THB95 on the back of a rising credit cost and muted 2025E loan growth.

### Highlights

- **(-) Loan growth** was at -1.7 y-y and -0.4% q-q. Corporate loans increased from the utilities and services segment. Meanwhile, auto title loans, auto hire-purchase (HP), and floorplans for auto dealers were key drags.
- **(-) NIM** was 4.82% in 1Q25 (-15bp q-q) due to lower loan yield and impacts from the 'You Fight We Help' forbearance measure. Funding cost decreased by 16bp q-q, which was positive but not enough to shore up NIM.
- **(+) Net fee income** increased by 2% y-y from improved core banking and asset management fees. Meanwhile, bancassurance fees were a drag.
- **(0) Cost-to-income ratio** was at 47.9%, aligning with our forecast.
- **(+) Credit cost** was only 67 bp in 1Q25, lower than our estimate of 95 bp. We believe the low credit cost in this quarter was due to a lower NPL formation rate of 69 bp.
- We observed that there was no reserve information released in 1Q25, which was different from the company's practice in the past 2 years. Management sees this 67bp credit cost in 1Q25 aligned with its current risk profile. However, it is unsure whether it could keep credit costs at this level for the rest of 2025E.
- **(0) NPL ratio** was at 2.42% in 1Q25 (+7bp q-q), which remains benign, in our view. In detail, we see higher NPLs from the auto title loan segment.
- We have a neutral tone from TISCO's analyst meeting with challenges ahead (see details on Page 2).

### KEY STOCK DATA

| YE Dec (THB m)       | 2024  | 2025E | 2026E | 2027E |
|----------------------|-------|-------|-------|-------|
| Operating profit     | 8,595 | 8,114 | 8,599 | 9,137 |
| Net profit           | 6,901 | 6,491 | 6,879 | 7,309 |
| EPS (THB)            | 8.62  | 8.11  | 8.59  | 9.13  |
| vs Consensus (%)     | -     | (2.0) | 1.4   | 5.5   |
| Recurring net profit | 6,901 | 6,491 | 6,879 | 7,309 |
| Core EPS (THB)       | 8.62  | 8.11  | 8.59  | 9.13  |
| EPS growth (%)       | (5.5) | (5.9) | 6.0   | 6.3   |
| Core P/E (x)         | 11.6  | 12.3  | 11.6  | 11.0  |
| Dividend yield (%)   | 7.8   | 7.8   | 7.8   | 7.8   |
| Price/book (x)       | 1.9   | 1.8   | 1.8   | 1.8   |
| ROE (%)              | 16.1  | 15.0  | 15.8  | 16.4  |
| ROA (%)              | 2.4   | 2.3   | 2.4   | 2.5   |



| Share price performance        | 1 Month         | 3 Month | 12 Month |
|--------------------------------|-----------------|---------|----------|
| Absolute (%)                   | 1.3             | 1.3     | 0.8      |
| Relative to country (%)        | 3.8             | 19.0    | 20.7     |
| Mkt cap (USD m)                | 2,405           |         |          |
| 3m avg. daily turnover (USD m) | 12.1            |         |          |
| Free float (%)                 | 80              |         |          |
| Major shareholder              | Thai NVDR (11%) |         |          |
| 12m high/low (THB)             | 101.00/90.00    |         |          |
| Issued shares (m)              | 801             |         |          |

Sources: Bloomberg consensus; FSSIA estimates


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## Key takeaways from TISCO's 1Q25 analyst meeting

- (0) Overall, we have a neutral tone from the meeting with challenges ahead.
- Despite a lower-than-expected credit cost of 67bp in 1Q25, management did not provide a firm signal that it could keep credit costs at this level for 2025.
- In detail, TISCO saw an abnormally low credit cost in the auto title segment in 1Q25, under its normal run rate of c3%. The bank believed this was partly due to the 'You Fight We Help' program (YFWH).
- As of March 25, TISCO saw around THB4.3b of loans (1.9% of total loans) registered for YFWH. 60% were successful and classified as troubled debt restructuring (TDR), with auto title loans as the majority. TISCO disclosed that the TDR had negatively impacted its loan yield since March 25, before it could feel positive impacts from a lower credit cost following a loan staging upgrade and compensation from the bailout funds.
- Assuming around THB5-6bn of YFWH for TISCO, management sees that the 2025 credit cost may be at the lower end of its guidance of 100 to 120bp (FSSIA forecast at 97bp for 2025E).
- Nonetheless, challenges remain for TISCO, in our view, from a subdued economic recovery, impacts from the earthquake, and indirect impacts from Trump's tariffs and trade war. With limited excess reserve and asset quality challenges, our credit cost forecast of 97bp for 2025 is conservative and justified for TISCO.
- TISCO disclosed that NPL coverage could decrease to 140% at most (vs 154% in 1Q25 and our forecast of 146%).
- With poor auto sales in 2M25 (-9.5% y-y), TISCO maintained its strategy of protecting balance sheet and asset quality rather than expanding loan growth.
- For EV port, this portion contributed 15% of TISCO's auto hire-purchase loans with no concern of rising probability of default, according to management. This is because the customer profile remains the same, with EV as a second car in the household and a 20% down payment.
- For asset-liability duration management, TISCO's position remains net asset duration longer than liabilities. Thus, an interest rate cut would benefit the bank, given a gradual downward repricing of fixed deposits.
- Lastly, TISCO has no concern about regulatory pressure on its high dividend payout. We maintain our forecast that TISCO can pay a DPS of THB7.75 in 2025, thanks to an EPS projection of THB8.11 in 2025 (a 96% payout ratio).

## Exhibit 1: TISCO – 1Q25 results summary

| Profit and loss                        | 1Q24         | 2Q24         | 3Q24         | 4Q24         | 1Q25         | Change       |              | 3M25         | % of        |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|
|  | (THB m)      | (THB m)      | (THB m)      | (THB m)      | (THB m)      | (y-y%)       | (q-q%)       | (THB m)      | 25E         |
| Interest income                        | 4,774        | 4,744        | 4,749        | 4,746        | 4,589        | (3.9)        | (3.3)        | 4,589        | 24.4        |
| Interest expense                       | 1,378        | 1,357        | 1,364        | 1,345        | 1,261        | (8.5)        | (6.3)        | 1,261        | 24.1        |
| <b>Net interest income</b>             | <b>3,395</b> | <b>3,387</b> | <b>3,385</b> | <b>3,402</b> | <b>3,328</b> | <b>(2.0)</b> | <b>(2.1)</b> | <b>3,328</b> | <b>24.5</b> |
| Non-interest income                    | 1,307        | 1,550        | 1,402        | 1,397        | 1,352        | 3.4          | (3.3)        | 1,352        | 22.3        |
| Operating income                       | 4,703        | 4,937        | 4,788        | 4,799        | 4,680        | (0.5)        | (2.5)        | 4,680        | 23.8        |
| Operating expenses                     | 2,263        | 2,353        | 2,292        | 2,348        | 2,242        | (0.9)        | (4.5)        | 2,242        | 24.2        |
| <b>Pre-provisioning profits (PPOP)</b> | <b>2,440</b> | <b>2,585</b> | <b>2,495</b> | <b>2,451</b> | <b>2,438</b> | <b>(0.1)</b> | <b>(0.5)</b> | <b>2,438</b> | <b>23.4</b> |
| Provisioning expenses                  | 279          | 409          | 359          | 329          | 386          | 38.2         | 17.2         | 386          | 16.9        |
| Pre-tax profit                         | 2,161        | 2,176        | 2,137        | 2,122        | 2,052        | (5.0)        | (3.3)        | 2,052        | 25.3        |
| Income tax                             | 428          | 427          | 423          | 416          | 409          | (4.4)        | (1.7)        | 409          | 25.2        |
| <b>Reported net profit</b>             | <b>1,733</b> | <b>1,749</b> | <b>1,713</b> | <b>1,706</b> | <b>1,643</b> | <b>(5.2)</b> | <b>(3.7)</b> | <b>1,643</b> | <b>25.3</b> |

Sources: TISCO, FSSIA compilation

## Exhibit 2: TISCO – 1Q25 key drivers and ratios

| Key drivers and ratios<br>% unless stated otherwise | 1Q24<br>(%) | 2Q24<br>(%) | 3Q24<br>(%) | 4Q24<br>(%) | 1Q25<br>(%) | Change<br>(y-y, ppt) | Change<br>(q-q, ppt) |
|---|-------------|-------------|-------------|-------------|-------------|----------------------|----------------------|
| Gross loans (THB t)                                 | 0.235       | 0.233       | 0.230       | 0.232       | 0.231       | (1.7)                | (0.4)                |
| Deposits (THB t)                                    | 0.209       | 0.207       | 0.205       | 0.207       | 0.206       | (1.0)                | (0.1)                |
| Yield on receivable                                 | 6.76        | 6.85        | 6.94        | 6.92        | 6.64        | (0.12)               | (0.28)               |
| Cost of funds                                       | 2.40        | 2.42        | 2.44        | 2.41        | 2.25        | (0.16)               | (0.16)               |
| Net interest margin                                 | 4.81        | 4.89        | 4.94        | 4.96        | 4.82        | 0.01                 | (0.15)               |
| Cost-to-income ratio                                | 48.12       | 47.65       | 47.88       | 48.93       | 47.90       | (0.21)               | (1.02)               |
| ROA   | 2.42        | 2.49        | 2.46        | 2.44        | 2.33        | (0.09)               | (0.11)               |
| ROE   | 16.00       | 16.35       | 16.55       | 16.15       | 14.98       | (1.02)               | (1.16)               |
| LDR   | 112.77      | 112.87      | 112.30      | 112.43      | 112.00      | (0.77)               | (0.43)               |
| LDR+borrowing                                       | 109.52      | 108.73      | 108.68      | 108.19      | 108.49      | (1.03)               | 0.30                 |
| CET 1   | 18.70       | 18.60       | 18.90       | 18.70       | 18.90       | 0.20                 | 0.20                 |
| Total CAR   | 20.90       | 20.60       | 20.90       | 20.50       | 20.70       | (0.20)               | 0.20                 |
| NPL ratio   | 2.27        | 2.44        | 2.44        | 2.35        | 2.42        | 0.15                 | 0.07                 |
| NPL coverage  | 177.83      | 162.71      | 159.11      | 155.33      | 153.81      | (24.02)              | (1.51)               |
| Credit cost   | 0.47        | 0.70        | 0.62        | 0.57        | 0.67        | 0.19                 | 0.10                 |
| Non-interest income to total income                 | 27.8        | 31.4        | 29.3        | 29.1        | 28.9        | 1.08                 | (0.24)               |
| Tax rate  | 19.8        | 19.6        | 19.8        | 19.6        | 19.9        | 0.13                 | 0.33                 |

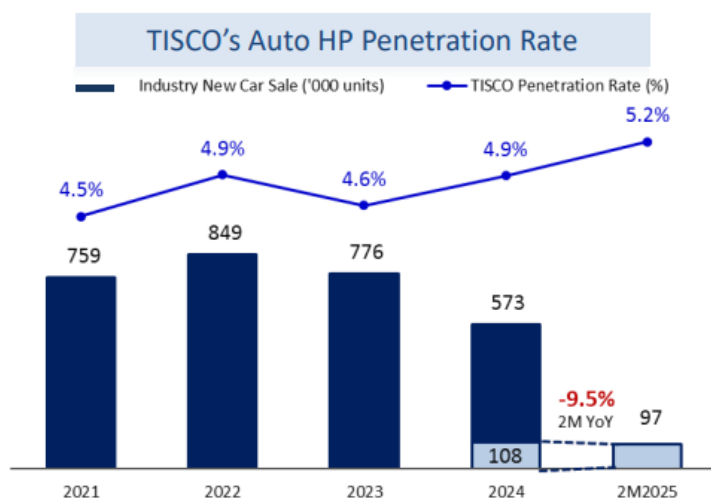
Sources: TISCO, FSSIA compilation

## Exhibit 3: TISCO's update for 'You Fight, We Help' or YFWH forbearance program (as of Mar 25)



Source: TISCO

## Exhibit 4: TISCO's auto HP penetration rate increased to 5.2% for 2M25, but from lower overall auto sales (-9.5% y-y)



Source: TISCO

## Financial Statements

### Tisco Financial

| Profit and Loss (THB m) Year Ending Dec | 2023    | 2024    | 2025E   | 2026E   | 2027E   |
|---|---------|---------|---------|---------|---------|
| Interest Income                         | 18,037  | 19,014  | 18,823  | 19,267  | 19,837  |
| Interest expense                        | (4,208) | (5,444) | (5,228) | (5,285) | (5,413) |
| Net interest income                     | 13,829  | 13,570  | 13,595  | 13,982  | 14,424  |
| Net fees & commission                   | 4,867   | 4,971   | 5,341   | 5,738   | 6,162   |
| Foreign exchange trading income         | (29)    | 314     | 314     | 314     | 314     |
| Securities trading income               | 5       | 3       | 3       | 3       | 3       |
| Dividend income                         | -       | -       | -       | -       | -       |
| Other income                            | 373     | 368     | 401     | 438     | 478     |
| Non interest income                     | 5,217   | 5,657   | 6,060   | 6,493   | 6,958   |
| Total income                            | 19,046  | 19,226  | 19,655  | 20,475  | 21,382  |
| Staff costs                             | (6,409) | (6,238) | (6,238) | (6,425) | (6,618) |
| Other operating costs                   | (2,932) | (3,017) | (3,017) | (3,064) | (3,111) |
| Operating costs                         | (9,340) | (9,256) | (9,256) | (9,489) | (9,729) |
| Pre provision operating profit          | 9,705   | 9,971   | 10,400  | 10,986  | 11,653  |
| Expected credit loss                    | (613)   | (1,376) | (2,286) | (2,387) | (2,516) |
| Other provisions                        | -       | -       | -       | -       | -       |
| Operating profit                        | 9,092   | 8,595   | 8,114   | 8,599   | 9,137   |
| Recurring non operating income          | 0       | 0       | 0       | 0       | 0       |
| Associates                              | -       | -       | -       | -       | -       |
| Goodwill amortization                   | -       | -       | -       | -       | -       |
| Non recurring items                     | -       | -       | -       | -       | -       |
| Profit before tax                       | 9,092   | 8,595   | 8,114   | 8,599   | 9,137   |
| Tax                                     | (1,789) | (1,694) | (1,623) | (1,720) | (1,827) |
| Profit after tax                        | 7,303   | 6,902   | 6,491   | 6,879   | 7,309   |
| Non-controlling interest                | 0       | 0       | 0       | 0       | 0       |
| Preferred dividends                     | -       | -       | -       | -       | -       |
| Other items                             | -       | -       | -       | -       | -       |
| Reported net profit                     | 7,303   | 6,901   | 6,491   | 6,879   | 7,309   |
| Non recurring items & goodwill (net)    | -       | -       | -       | -       | -       |
| Recurring net profit                    | 7,303   | 6,901   | 6,491   | 6,879   | 7,309   |
| <b>Per share (THB)</b>                  |         |         |         |         |         |
| Recurring EPS *                         | 9.12    | 8.62    | 8.11    | 8.59    | 9.13    |
| Reported EPS                            | 9.12    | 8.62    | 8.11    | 8.59    | 9.13    |
| DPS                                     | 7.75    | 7.75    | 7.75    | 7.75    | 7.75    |
| <b>Growth</b>                           |         |         |         |         |         |
| Net interest income (%)                 | 8.6     | (1.9)   | 0.2     | 2.8     | 3.2     |
| Non interest income (%)                 | (6.4)   | 8.4     | 7.1     | 7.1     | 7.2     |
| Pre provision operating profit (%)      | (0.1)   | 2.7     | 4.3     | 5.6     | 6.1     |
| Operating profit (%)                    | 1.1     | (5.5)   | (5.6)   | 6.0     | 6.3     |
| Reported net profit (%)                 | 1.1     | (5.5)   | (5.9)   | 6.0     | 6.3     |
| Recurring EPS (%)                       | 1.1     | (5.5)   | (5.9)   | 6.0     | 6.3     |
| Reported EPS (%)                        | 1.1     | (5.5)   | (5.9)   | 6.0     | 6.3     |
| <b>Income Breakdown</b>                 |         |         |         |         |         |
| Net interest income (%)                 | 72.6    | 70.6    | 69.2    | 68.3    | 67.5    |
| Net fees & commission (%)               | 25.6    | 25.9    | 27.2    | 28.0    | 28.8    |
| Foreign exchange trading income (%)     | (0.2)   | 1.6     | 1.6     | 1.5     | 1.5     |
| Securities trading income (%)           | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| Dividend income (%)                     | -       | -       | -       | -       | -       |
| Other income (%)                        | 2.0     | 1.9     | 2.0     | 2.1     | 2.2     |
| <b>Operating performance</b>            |         |         |         |         |         |
| Gross interest yield (%)                | 6.56    | 6.75    | 6.73    | 6.73    | 6.76    |
| Cost of funds (%)                       | 1.89    | 2.37    | 2.29    | 2.27    | 2.27    |
| Net interest spread (%)                 | 4.67    | 4.38    | 4.44    | 4.46    | 4.49    |
| Net interest margin (%)                 | 5.0     | 4.8     | 4.9     | 4.9     | 4.9     |
| Cost/income(%)                          | 49.0    | 48.1    | 47.1    | 46.3    | 45.5    |
| Cost/assets(%)                          | 3.4     | 3.2     | 3.3     | 3.3     | 3.3     |
| Effective tax rate (%)                  | 19.7    | 19.7    | 20.0    | 20.0    | 20.0    |
| Dividend payout on recurring profit (%) | 85.0    | 89.9    | 95.6    | 90.2    | 84.9    |
| ROE (%)                                 | 17.1    | 16.1    | 15.0    | 15.8    | 16.4    |
| ROE - COE (%)                           | 7.1     | 6.1     | 5.0     | 5.8     | 6.4     |
| ROA (%)                                 | 2.6     | 2.4     | 2.3     | 2.4     | 2.5     |
| RORWA (%)                               | 3.7     | 3.3     | 3.0     | 3.1     | 3.2     |

\* Pre-exceptional, pre-goodwill and fully diluted

Sources: Tisco Financial; FSSIA estimates

## Financial Statements

### Tisco Financial

| Balance Sheet (THB m) Year Ending Dec      | 2023           | 2024           | 2025E          | 2026E          | 2027E          |
|--|----------------|----------------|----------------|----------------|----------------|
| Gross customer loans                       | 234,815        | 232,200        | 239,885        | 247,561        | 255,483        |
| Allowance for expected credit loss         | (9,914)        | (8,486)        | (8,944)        | (9,421)        | (9,924)        |
| interest in suspense                       | 1,929          | 1,885          | 1,970          | 2,033          | 2,099          |
| <b>Net customer loans</b>                  | <b>226,830</b> | <b>225,598</b> | <b>232,912</b> | <b>240,174</b> | <b>247,658</b> |
| Bank loans                                 | 48,490         | 39,774         | 38,581         | 37,424         | 36,301         |
| Government securities                      | -              | -              | -              | -              | -              |
| Trading securities                         | 2,082          | 2,559          | 2,303          | 2,073          | 1,866          |
| Investment securities                      | 3,314          | 4,495          | 4,653          | 4,816          | 4,984          |
| Cash & equivalents                         | 918            | 910            | 355            | 296            | 943            |
| Other interesting assets                   | -              | -              | -              | -              | -              |
| Tangible fixed assets                      | 3,179          | 3,144          | 3,176          | 3,207          | 3,240          |
| Associates                                 | 891            | 914            | 914            | 914            | 914            |
| Goodwill                                   | 1,149          | 1,130          | 1,130          | 1,130          | 1,130          |
| Other intangible assets                    | -              | -              | -              | -              | -              |
| Other assets                               | 3,874          | 3,351          | 3,352          | 3,352          | 3,352          |
| <b>Total assets</b>                        | <b>290,726</b> | <b>281,877</b> | <b>287,376</b> | <b>293,386</b> | <b>300,387</b> |
| Customer deposits                          | 208,645        | 206,537        | 211,494        | 216,570        | 222,200        |
| Bank deposits                              | 8,506          | 10,665         | 10,878         | 11,096         | 11,318         |
| Other interest bearing liabilities         | 17,286         | 8,076          | 8,076          | 8,076          | 8,076          |
| Non interest bearing liabilities           | 13,840         | 13,554         | 13,597         | 13,640         | 13,684         |
| Hybrid Capital                             | -              | -              | -              | -              | -              |
| <b>Total liabilities</b>                   | <b>248,277</b> | <b>238,832</b> | <b>244,045</b> | <b>249,381</b> | <b>255,278</b> |
| Share capital                              | 8,007          | 8,007          | 8,007          | 8,007          | 8,007          |
| Reserves                                   | 34,440         | 35,035         | 35,321         | 35,995         | 37,098         |
| <b>Total equity</b>                        | <b>42,446</b>  | <b>43,042</b>  | <b>43,328</b>  | <b>44,001</b>  | <b>45,105</b>  |
| Non-controlling interest                   | 3              | 3              | 3              | 4              | 4              |
| <b>Total liabilities &amp; equity</b>      | <b>290,726</b> | <b>281,877</b> | <b>287,376</b> | <b>293,386</b> | <b>300,387</b> |
| <b>Supplementary items</b>                 |                |                |                |                |                |
| Risk weighted assets (RWA)                 | 202,862        | 212,678        | 219,928        | 226,966        | 234,229        |
| Average interest earning assets            | 274,942        | 281,544        | 279,794        | 286,460        | 293,285        |
| Average interest bearing liabilities       | 222,328        | 229,857        | 227,863        | 233,095        | 238,668        |
| CET 1 capital                              | 33,067         | 36,155         | 36,407         | 37,001         | 37,974         |
| Total capital                              | 39,558         | 39,558         | 39,810         | 40,404         | 41,377         |
| Gross non performing loans (NPL)           | 5,223          | 5,464          | 6,110          | 6,568          | 6,778          |
| <b>Per share (THB)</b>                     |                |                |                |                |                |
| Book value per share                       | 53.01          | 53.76          | 54.12          | 54.96          | 56.33          |
| Tangible book value per share              | 51.58          | 52.35          | 52.70          | 53.54          | 54.92          |
| <b>Growth</b>                              |                |                |                |                |                |
| Gross customer loans                       | 7.2            | (1.1)          | 3.3            | 3.2            | 3.2            |
| Average interest earning assets            | 8.9            | 2.4            | (0.6)          | 2.4            | 2.4            |
| Total asset (%)                            | 9.5            | (3.0)          | 2.0            | 2.1            | 2.4            |
| Risk weighted assets (%)                   | 5.6            | 4.8            | 3.4            | 3.2            | 3.2            |
| Customer deposits (%)                      | 10.8           | (1.0)          | 2.4            | 2.4            | 2.6            |
| <b>Leverage &amp; capital measures</b>     |                |                |                |                |                |
| Customer loan/deposits (%)                 | 108.7          | 109.2          | 110.1          | 110.9          | 111.5          |
| Equity/assets (%)                          | 14.6           | 15.3           | 15.1           | 15.0           | 15.0           |
| Tangible equity/assets (%)                 | 14.2           | 14.9           | 14.7           | 14.6           | 14.6           |
| RWA/assets (%)                             | 69.8           | 75.5           | 76.5           | 77.4           | 78.0           |
| CET 1 CAR (%)                              | 16.3           | 17.0           | 16.6           | 16.3           | 16.2           |
| Total CAR (%)                              | 19.5           | 18.6           | 18.1           | 17.8           | 17.7           |
| <b>Asset Quality (FSSIA's calculation)</b> |                |                |                |                |                |
| Change in NPL (%)                          | 14.1           | 4.6            | 11.8           | 7.5            | 3.2            |
| NPL/gross loans (%)                        | 2.2            | 2.4            | 2.5            | 2.7            | 2.7            |
| Allowance for ECL/gross loans (%)          | 4.2            | 3.7            | 3.7            | 3.8            | 3.9            |
| Allowance for ECL/NPL (%)                  | 189.8          | 155.3          | 146.4          | 143.4          | 146.4          |
| <b>Valuation</b>                           |                |                |                |                |                |
| Recurring P/E (x) *                        | 11.0           | 11.6           | 12.3           | 11.6           | 11.0           |
| Recurring P/E @ target price (x) *         | 10.4           | 11.0           | 11.7           | 11.1           | 10.4           |
| Reported P/E (x)                           | 11.0           | 11.6           | 12.3           | 11.6           | 11.0           |
| Dividend yield (%)                         | 7.8            | 7.8            | 7.8            | 7.8            | 7.8            |
| Price/book (x)                             | 1.9            | 1.9            | 1.8            | 1.8            | 1.8            |
| Price/tangible book (x)                    | 1.9            | 1.9            | 1.9            | 1.9            | 1.8            |
| Price/tangible book @ target price (x)     | 1.8            | 1.8            | 1.8            | 1.8            | 1.7            |

\* Pre-exceptional, pre-goodwill and fully diluted

Sources: Tisco Financial; FSSIA estimates

# Tisco Financial Group PCL (TISCO TB)

## FSSIA ESG rating


**61.17 /100**

### Exhibit 5: FSSIA ESG score implication

| Rating | Score   | Implication  |
|--------|---------|--|
| ★★★★★  | >79-100 | Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.   |
| ★★★★★  | >59-79  | <b>A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.</b>   |
| ★★★    | >39-59  | Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.   |
| ★★     | >19-39  | Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.   |
| ★      | 1-19    | The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC. |

Sources: FSSIA estimates

### Exhibit 6: ESG – peer comparison

|          | FSSIA<br>ESG score | Domestic ratings |         |                |          |           |           | Global ratings       |          |      |         |           | Bloomberg  |           |                  |
|----------|--------------------|------------------|---------|----------------|----------|-----------|-----------|----------------------|----------|------|---------|-----------|------------|-----------|------------------|
|          |                    | DJSI             | SET ESG | SET ESG Rating | CG score | AGM level | Thai CAC  | Morningstar ESG risk | ESG Book | MSCI | Moody's | Refinitiv | S&P Global | ESG score | Disclosure score |
| SET100   | 69.20              | 5.34             | 4.40    | 4.40           | 4.76     | 4.65      | 3.84      | Medium               | 51.76    | BBB  | 20.87   | 58.72     | 63.91      | 3.72      | 28.17            |
| Coverage | 67.12              | 5.11             | 4.15    | 4.17           | 4.83     | 4.71      | 3.53      | Medium               | 52.04    | BB   | 16.97   | 56.85     | 62.09      | 3.40      | 31.94            |
| BBL      | 62.08              | --               | Y       | Y              | 5.00     | 5.00      | Certified | Medium               | 54.70    | --   | 29.00   | 58.68     | 67.00      | 2.19      | 60.06            |
| KBANK    | 84.17              | Y                | Y       | Y              | 5.00     | 5.00      | Certified | Medium               | 62.19    | AA   | 46.00   | 73.83     | 83.00      | 4.05      | 59.77            |
| KTB      | 63.10              | --               | Y       | Y              | 5.00     | 5.00      | Certified | Medium               | 53.59    | BBB  | 34.00   | 64.64     | 64.00      | 2.12      | 61.33            |
| SCB      | 62.57              | Y                | Y       | Y              | 5.00     | 4.00      | --        | High                 | --       | A    | --      | --        | 86.00      | 3.43      | --               |
| KKP      | 62.96              | --               | Y       | Y              | 5.00     | 5.00      | Certified | Medium               | 52.81    | BBB  | --      | 77.56     | 26.00      | 2.18      | 45.90            |
| TISCO    | 61.17              | --               | Y       | Y              | 5.00     | 5.00      | Certified | Medium               | 61.41    | --   | --      | 66.13     | 29.00      | 3.57      | 44.21            |
| TTB      | 63.69              | --               | Y       | Y              | 5.00     | 5.00      | Certified | Medium               | 53.98    | --   | 36.00   | 56.17     | 71.00      | 3.20      | 52.96            |

Sources: [SETTRADE.com](https://www.settrade.com); FSSIA's compilation

### Exhibit 7: ESG score by Bloomberg

| FY ending Dec 31                                    | FY 2015      | FY 2016      | FY 2017      | FY 2018      | FY 2019      | FY 2020      | FY 2021      | FY 2022      |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>ESG financial materiality scores - ESG score</b> | <b>2.48</b>  | <b>2.46</b>  | <b>3.70</b>  | <b>3.73</b>  | <b>3.72</b>  | <b>3.69</b>  | <b>3.78</b>  | <b>3.57</b>  |
| BESG environmental pillar score                     | 0.00         | 0.00         | 0.00         | 0.00         | 0.00         | 0.08         | 0.08         | 0.08         |
| BESG social pillar score                            | 2.88         | 2.94         | 6.10         | 6.14         | 6.29         | 5.96         | 6.16         | 6.16         |
| BESG governance pillar score                        | 5.54         | 5.29         | 5.28         | 5.36         | 5.08         | 5.25         | 5.32         | 4.47         |
| <b>ESG disclosure score</b>                         | <b>42.20</b> | <b>43.38</b> | <b>44.93</b> | <b>45.75</b> | <b>42.97</b> | <b>45.33</b> | <b>45.44</b> | <b>44.21</b> |
| Environmental disclosure score                      | 18.24        | 19.57        | 22.41        | 23.07        | 23.07        | 30.14        | 30.47        | 30.47        |
| Social disclosure score                             | 27.12        | 29.32        | 31.14        | 32.95        | 24.61        | 24.61        | 24.61        | 24.61        |
| Governance disclosure score                         | 81.10        | 81.10        | 81.10        | 81.10        | 81.10        | 81.10        | 81.10        | 81.10        |
| <b>Environmental</b>                                |              |              |              |              |              |              |              |              |
| Emissions reduction initiatives                     | No           | No           | No           | Yes          | Yes          | Yes          | Yes          | Yes          |
| Climate change policy                               | No           | No           | No           | Yes          | Yes          | Yes          | Yes          | Yes          |
| Climate change opportunities discussed              | No           | No           | No           | No           | No           | No           | No           | No           |
| Risks of climate change discussed                   | No           | No           | No           | No           | No           | No           | Yes          | Yes          |
| GHG scope 1   | —            | —            | 0            | 0            | 0            | 0            | 0            | 0            |
| GHG scope 2 location-based                          | —            | —            | 4            | 4            | 4            | 4            | 3            | 3            |
| GHG Scope 3   | —            | —            | —            | —            | —            | —            | —            | —            |
| Carbon per unit of production                       | —            | —            | —            | —            | —            | —            | —            | —            |
| Biodiversity policy                                 | No           | No           | No           | No           | No           | No           | No           | No           |
| Energy efficiency policy                            | Yes          | Yes          | Yes          | Yes          | Yes          | Yes          | Yes          | Yes          |
| Total energy consumption                            | —            | —            | —            | —            | —            | —            | —            | —            |
| Renewable energy use                                | —            | —            | —            | —            | —            | —            | —            | —            |
| Electricity used                                    | 12           | 12           | 12           | 9            | 9            | 8            | 7            | 2            |
| Fuel used - natural gas                             | —            | —            | —            | —            | —            | —            | —            | —            |

Sources: Bloomberg; FSSIA's compilation

## Exhibit 8: ESG score by Bloomberg (cont.)

| FY ending Dec 31                              | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|
| Fuel used - crude oil/diesel                  | No      | No      | No      | No      | No      | No      | No      | No      |
| Waste reduction policy                        | No      | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| Hazardous waste                               | —       | —       | —       | —       | —       | 0       | 0       | 0       |
| Total waste                                   | —       | —       | —       | —       | —       | —       | —       | —       |
| Waste recycled                                | —       | —       | —       | —       | —       | —       | —       | —       |
| Waste sent to landfills                       | —       | —       | —       | —       | —       | —       | —       | —       |
| Environmental supply chain management         | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| Water policy                                  | No      | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| Water consumption                             | —       | —       | —       | —       | —       | 29      | 29      | 30      |
| <b>Social</b>                                 |         |         |         |         |         |         |         |         |
| Human rights policy                           | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| Policy against child labor                    | No      | No      | No      | No      | No      | No      | No      | No      |
| Quality assurance and recall policy           | No      | No      | No      | No      | No      | No      | No      | No      |
| Consumer data protection policy               | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| Equal opportunity policy                      | No      | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| Gender pay gap breakout                       | No      | No      | No      | No      | No      | No      | No      | No      |
| Pct women in workforce                        | 62      | 63      | 63      | 64      | 64      | 65      | 65      | 65      |
| Pct disabled in workforce                     | —       | —       | —       | —       | —       | —       | —       | —       |
| Business ethics policy                        | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| Anti-bribery ethics policy                    | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| Health and safety policy                      | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| Lost time incident rate - employees           | —       | —       | —       | 0       | 0       | 0       | 0       | 0       |
| Total recordable incident rate - employees    | —       | —       | 0       | 0       | 0       | 0       | 0       | 0       |
| Training policy                               | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| Fair remuneration policy                      | No      | No      | No      | No      | No      | No      | No      | No      |
| Number of employees – CSR                     | 4,250   | 4,525   | 4,986   | 4,837   | 5,031   | 4,548   | 4,532   | 5,090   |
| Employee turnover pct                         | 11      | 10      | 15      | 7       | 6       | 4       | 5       | 7       |
| Total hours spent by firm - employee training | 88,528  | 93,260  | 99,022  | 161,266 | 132,667 | 123,069 | 99,704  | 99,102  |
| Social supply chain management                | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| <b>Governance</b>                             |         |         |         |         |         |         |         |         |
| Board size                                    | 12      | 12      | 12      | 11      | 12      | 12      | 13      | 13      |
| No. of independent directors (ID)             | 6       | 7       | 6       | 6       | 6       | 6       | 7       | 5       |
| No. of women on board                         | 4       | 5       | 5       | 5       | 3       | 3       | 3       | 3       |
| No. of non-executive directors on board       | 8       | 8       | 8       | 8       | 8       | 8       | 9       | 9       |
| Company conducts board evaluations            | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     | Yes     |
| No. of board meetings for the year            | 6       | 7       | 6       | 7       | 7       | 8       | 8       | 7       |
| Board meeting attendance pct                  | 93      | 97      | 94      | 99      | 100     | 96      | 99      | 94      |
| Board duration (years)                        | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 1       |
| Director share ownership guidelines           | No      | No      | No      | No      | No      | No      | No      | No      |
| Age of the youngest director                  | 38      | 39      | 40      | 41      | 42      | 43      | 46      | 47      |
| Age of the oldest director                    | 69      | 70      | 71      | 72      | 73      | 74      | 75      | 76      |
| No. of executives / company managers          | 41      | 40      | 36      | 40      | 39      | 39      | 38      | 39      |
| No. of female executives                      | 18      | 17      | 14      | 17      | 18      | 15      | 16      | 15      |
| Executive share ownership guidelines          | No      | No      | No      | No      | No      | No      | No      | No      |
| Size of audit committee                       | 3       | 3       | 3       | 3       | 3       | 3       | 3       | 3       |
| No. of ID on audit committee                  | 3       | 3       | 3       | 3       | 3       | 3       | 3       | 3       |
| Audit committee meetings                      | 12      | 12      | 12      | 12      | 14      | 14      | 12      | 12      |
| Audit meeting attendance %                    | 100     | 97      | 100     | 100     | 100     | 100     | 100     | 100     |
| Size of compensation committee                | 4       | 3       | 3       | 3       | 4       | 4       | 4       | 4       |
| No. of ID on compensation committee           | 1       | 2       | 2       | 2       | 3       | 3       | 3       | 2       |
| No. of compensation committee meetings        | 7       | 8       | 6       | 6       | 4       | 5       | 7       | 9       |
| Compensation meeting attendance %             | 75      | 89      | 83      | 100     | 100     | 95      | 100     | 100     |
| Size of nomination committee                  | 4       | 3       | 3       | 3       | 4       | 4       | 4       | 4       |
| No. of nomination committee meetings          | 7       | 8       | 6       | 6       | 4       | 5       | 7       | 9       |
| Nomination meeting attendance %               | 75      | 89      | 83      | 100     | 100     | 95      | 100     | 100     |
| <b>Sustainability governance</b>              |         |         |         |         |         |         |         |         |
| Verification type                             | No      | No      | No      | No      | No      | No      | No      | No      |

Sources: Bloomberg; FSSIA's compilation



## Disclaimer for ESG scoring

| ESG score   | Methodology  | Rating  |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
|---|--|---|---|----------------|---|-----------|-------------|----------|-------------|------------|-------------|-----------------|---|-----------|-------------|----------|-------------|------------|-------------|-----------------|---|
| The Dow Jones Sustainability Indices ( <a href="#">DJSI</a> ) By S&P Global                               | The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.   | Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.   |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| SET ESG Ratings List ( <a href="#">SETESG</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> ) | SET ESG quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.   | To be eligible for <b>SETESG inclusion</b> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality.<br><b>SETESG Index</b> is extended from the SET ESG Ratings companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks. |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <b>CG Score</b> by Thai Institute of Directors Association (Thai IOD)                                     | An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.   | Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).  |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <b>AGM level</b> By Thai Investors Association (TIA) with support from the SEC                            | It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&amp;A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>  | The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.  |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <a href="#">Thai CAC</a> By Thai Private Sector Collective Action Against Corruption (CAC)                | The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years.<br><i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>  | The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.   |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <a href="#">Morningstar Sustainabilitys</a>   | The Sustainabilitys' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality &amp; peer reviews.</i>  | A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table>   | NEGL  | Low            | Medium  | High      | Severe      | 0-10     | 10-20       | 20-30      | 30-40       | 40+             |   |           |             |          |             |            |             |                 |   |
| NEGL  | Low  | Medium  | High  | Severe         |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| 0-10  | 10-20  | 20-30   | 30-40   | 40+            |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <a href="#">ESG Book</a>  | The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.  | The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.   |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <a href="#">MSCI</a>  | MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table><tr><td><b>AAA</b></td><td>8.571-10.000</td><td rowspan="3"><b>Leader:</b></td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td><b>AA</b></td><td>7.143-8.570</td></tr><tr><td><b>A</b></td><td>5.714-7.142</td></tr><tr><td><b>BBB</b></td><td>4.286-5.713</td><td rowspan="3"><b>Average:</b></td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td><b>BB</b></td><td>2.857-4.285</td></tr><tr><td><b>B</b></td><td>1.429-2.856</td></tr><tr><td><b>CCC</b></td><td>0.000-1.428</td><td><b>Laggard:</b></td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table> | <b>AAA</b>  | 8.571-10.000  | <b>Leader:</b> | leading its industry in managing the most significant ESG risks and opportunities | <b>AA</b> | 7.143-8.570 | <b>A</b> | 5.714-7.142 | <b>BBB</b> | 4.286-5.713 | <b>Average:</b> | a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers | <b>BB</b> | 2.857-4.285 | <b>B</b> | 1.429-2.856 | <b>CCC</b> | 0.000-1.428 | <b>Laggard:</b> | lagging its industry based on its high exposure and failure to manage significant ESG risks |
| <b>AAA</b>  | 8.571-10.000   | <b>Leader:</b>  | leading its industry in managing the most significant ESG risks and opportunities   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <b>AA</b>   | 7.143-8.570  |   |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <b>A</b>  | 5.714-7.142  |   |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <b>BBB</b>  | 4.286-5.713  | <b>Average:</b>   | a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <b>BB</b>   | 2.857-4.285  |   |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <b>B</b>  | 1.429-2.856  |   |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <b>CCC</b>  | 0.000-1.428  | <b>Laggard:</b>   | lagging its industry based on its high exposure and failure to manage significant ESG risks                                   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <a href="#">Moody's ESG solutions</a>   | Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.  |   |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <a href="#">Refinitiv ESG rating</a>  | Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>  |   |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <a href="#">S&amp;P Global</a>  | The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.   |   |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <b>Bloomberg</b>  | ESG Score  | Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.  |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| Bloomberg   | ESG Disclosure Score   | Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.  |   |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |

[Rating](#) regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "**CG Score**"; 2) "**AGM Level**"; 3) "**Thai CAC**"; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation



GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Nathapol Pongsukcharoenkul FSS International Investment Advisory Securities Co., Ltd

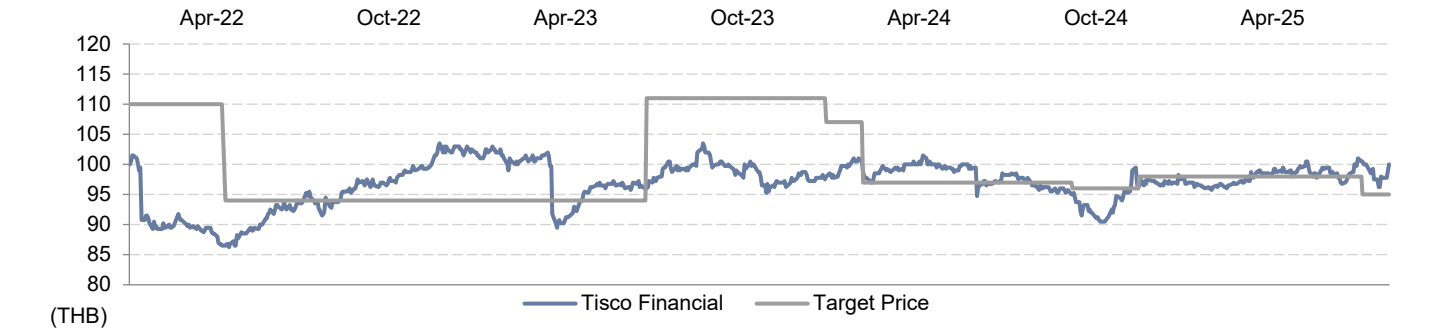
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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History of change in investment rating and/or target price

Tisco Financial (TISCO TB)



| Date        | Rating | Target price | Date        | Rating | Target price | Date        | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|-------------|--------|--------------|
| 18-Apr-2022 | BUY    | 110.00       | 14-Dec-2023 | HOLD   | 107.00       | 11-Sep-2024 | HOLD   | 98.00        |
| 08-Jul-2022 | HOLD   | 94.00        | 15-Jan-2024 | HOLD   | 97.00        | 24-Mar-2025 | HOLD   | 95.00        |
| 11-Jul-2023 | BUY    | 111.00       | 15-Jul-2024 | HOLD   | 96.00        |             |        |              |

Nathapol Pongsukcharoenkul started covering this stock from 24-Mar-2025

Price and TP are in local currency

Source: FSSIA estimates

| Company         | Ticker   | Price      | Rating | Valuation & Risks  |
|-----------------|----------|------------|--------|--|
| Tisco Financial | TISCO TB | THB 100.00 | HOLD   | Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand. Upside risks are 1) aggressive loan growth; and 2) well-controlled asset quality. |

Source: FSSIA estimates

Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 17-Apr-2025 unless otherwise stated.

## RECOMMENDATION STRUCTURE

### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as  $(\text{target price}^* - \text{current price}) / \text{current price}$ .

**BUY (B).** The upside is 10% or more.

**HOLD (H).** The upside or downside is less than 10%.

**REDUCE (R).** The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

\* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

### Industry Recommendations

**Overweight.** The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

**Neutral.** The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

**Underweight.** The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

### Country (Strategy) Recommendations

**Overweight (O).** Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Neutral (N).** Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Underweight (U).** Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.