



We are thriving together...

Company Profile

Statements Audited
31 December 2011

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About Thanachart Group

History

Profile

Thanachart Group began its business operation in 1980 by establishing Thanachart Capital (formerly named as National Finance and Securities (NFS)) and gradually expanded into other financial businesses. The Group is now offering a fully integrated range of financial services.

1997-2002

- Finance and Securities businesses were separated in 1997.
- Thanachart Insurance and Thanachart Life Assurance were established in 1997.
- Thanachart Fund Management was established in 1998.
- Thanachart Bank was established in 2002.

2005-2009

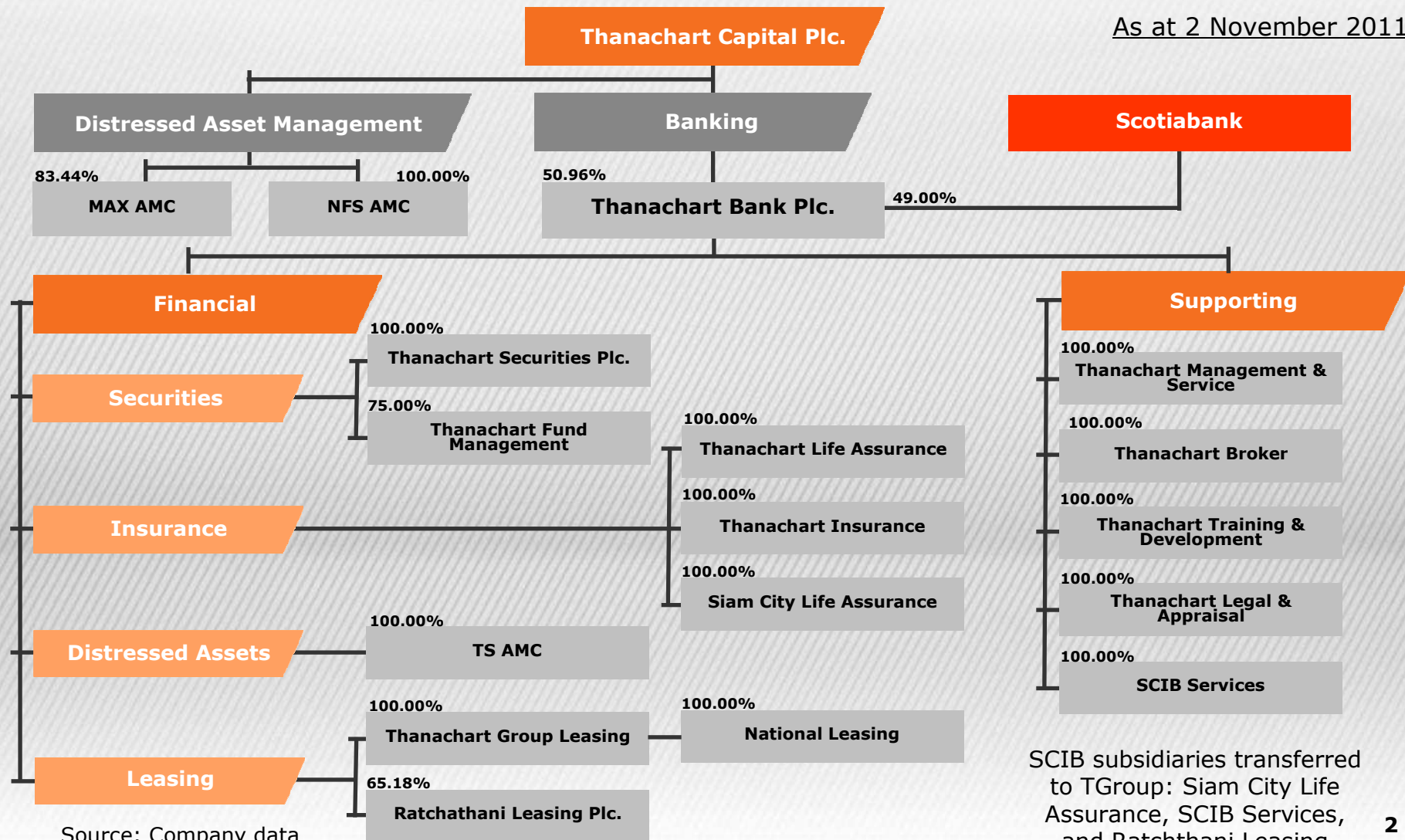
- In March 2006, TCAP returned its Finance Business License, and became the holding company.
- Scotiabank became our strategic partner by holding 24.98% of TBANK's shares in 2007.
- In February 2009, Scotiabank completed the acquisition an additional 24% of TBANK raising Scotiabank's holding in TBANK to 49%.

2010-2011

- TBANK completed the purchase of 47.58% of SCIB shares held by the FIDF on 9 April 2010.
- In 2010, TBANK has completed the tender offers for the remaining shares of SCIB resulting in the total shareholding of 99.95%.
- 1 Oct 2011, the Entire Business Transfer of SCIB to TBANK was completed as planned.

Group Structure

As at 2 November 2011



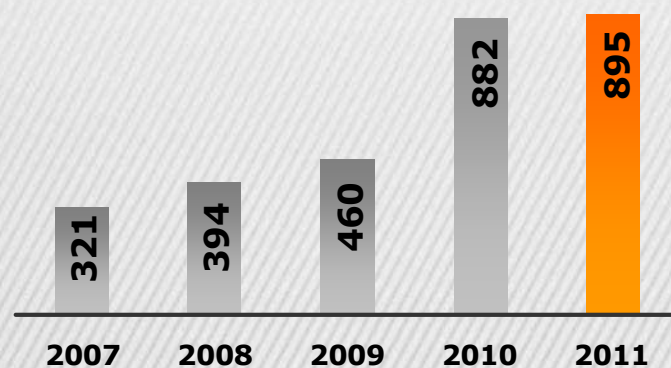


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Financial Highlights

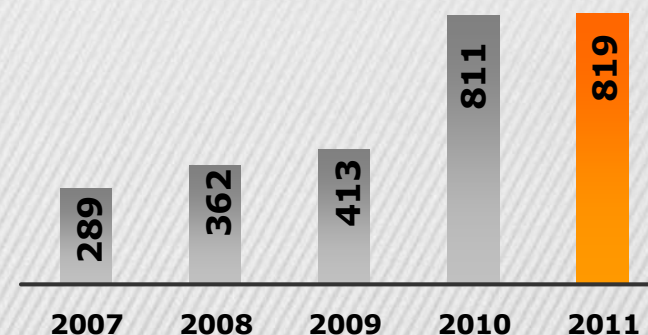
Assets & Liabilities

Assets (Billion Baht)



Source: Company Data

Liabilities (Billion Baht)



Source: Company Data

Assets Breakdown (%)



Source: Company Data (As at 31 Dec 2011)

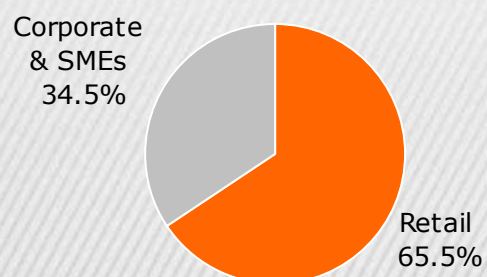
Liabilities Breakdown (%)



Source: Company Data (As at 31 Dec 2011)

Loans Portfolio

Proportion of Loans (TBANK+SCIB)



Source: Company Data (As at 31 Dec 2011)

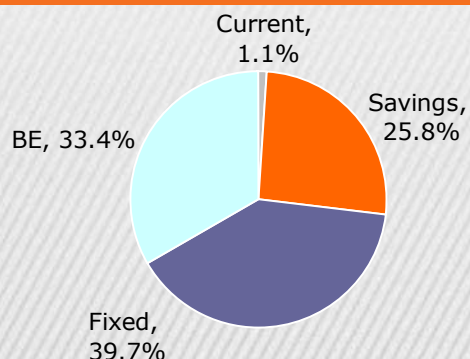
- Loans increased by 4.5% YOY. This was mainly due to the HP loans.
- HP loans of the Group grew 19.4%, due mainly to the better market condition in domestic car and the consolidation of THANI into the Group.
- TCAP as a market leader has been able to maintain market share of new car financing at around 25%.

Unit: Million Baht

Loans and Accrued Interest	2008	%	2009	%	2010	%	2011	%
Manufacturing & Commerce	13,404	4.8	16,772	5.8	97,818	16.0	82,335	12.9
Real Estate & Construction	15,596	5.6	16,289	5.6	52,754	8.7	48,275	7.6
Public Utilities & Services	13,829	5.0	16,184	5.6	66,441	10.9	58,660	9.2
Hire Purchase	211,828	76.0	211,564	73.1	239,943	39.4	286,490	45.0
Housing Loans	7,724	2.8	7,241	2.5	77,857	12.8	73,809	11.6
Personal Loans	8,556	3.1	8,206	2.8	18,073	3.0	54,271	8.5
Others	7,953	2.9	13,167	4.5	56,760	9.3	33,264	5.2
Total	278,890	100.0	289,423	100.0	609,646	100.0	637,104	100.0

Deposits & Borrowings

Deposits+BE Breakdown (%)



Source: Company Data (As at 31 Dec 2011)

Currently, TBANK has a better customer base since merged with SCIB. We are now Having approximately 4 millions customers with 677 branches and 2,151 ATMs nationwide.

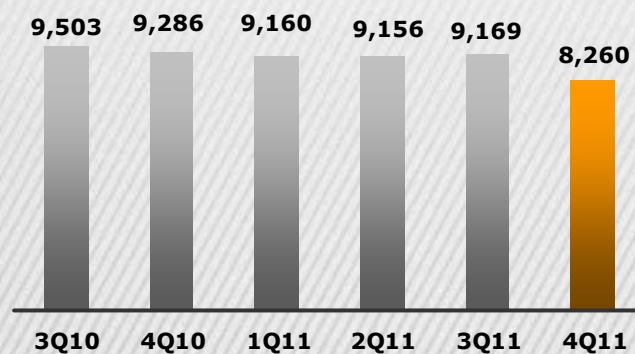
Source: Company Data (As at 31 Dec 2011)

Unit: Million Baht

Borrowings & Deposits	2008	2009	2010	2011	%
Deposits + B/E from Public	314,065	334,471	671,917	654,089	86.2%
Public Deposits	269,730	265,871	532,382	435,865	57.5%
B/E from Public	44,335	68,600	139,535	218,224	28.8%
Interbank and Money Market Items	7,293	20,939	40,545	60,151	7.9%
Borrowings	21,128	28,705	45,183	44,429	5.9%
Debentures	12,741	28,705	44,949	43,487	5.7%
Promissory Notes	500	-	-	942	0.1%
B/E and Others	7,887	-	234	-	0.0%
Total	342,486	384,115	757,645	758,669	100.0%

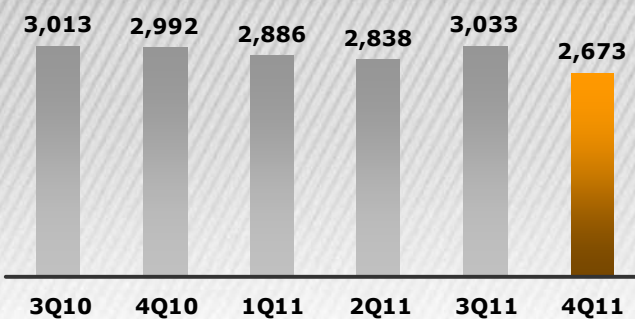
Performance

Total Income* (Million Baht)



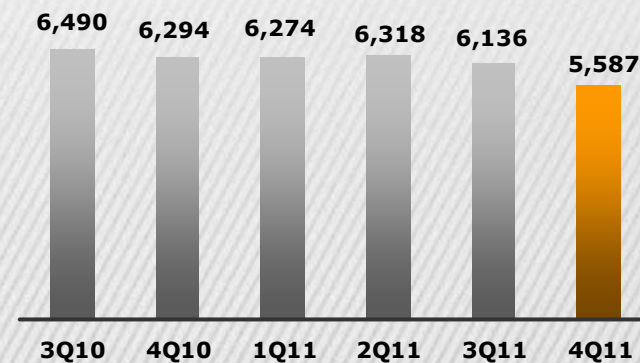
Source: Company Data *Including net fees and service income and deducting insurance expenses

Other Operating Income* (Million Baht)



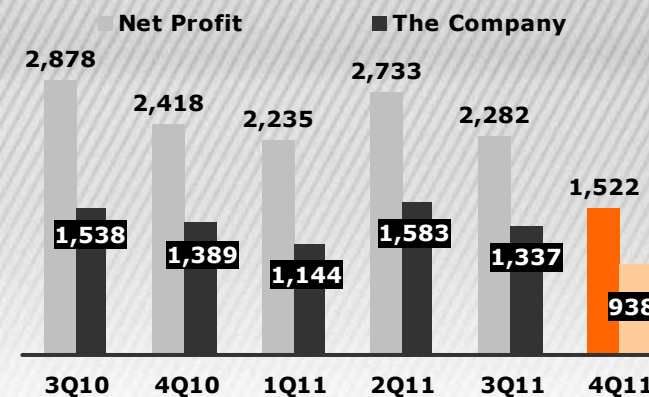
Source: Company Data *Including net fees and service income and deducting insurance expenses

Net Interest Income (Million Baht)



Source: Company Data

Net Profit (Million Baht)



Source: Company Data

Financial Ratio

ROAA (%)



3Q10 4Q10 1Q11 2Q11 3Q11 4Q11

Source: Company Data

ROAA = Net Profit before minority interest/Average Assets

Cost to Income Ratio* (%)



3Q10 4Q10 1Q11 2Q11 3Q11 4Q11

Source: Company Data

*Net of insurance expenses

ROAE (%)



3Q10 4Q10 1Q11 2Q11 3Q11 4Q11

Source: Company Data

Non-interest Income Ratio* (%)



3Q10 4Q10 1Q11 2Q11 3Q11 4Q11

Source: Company Data

*Net of insurance expenses

Asset Quality & Capital Profile

NPLs/Total Loans (%)



3Q10 4Q10 1Q11 2Q11 3Q11 4Q11

Source: Company Data

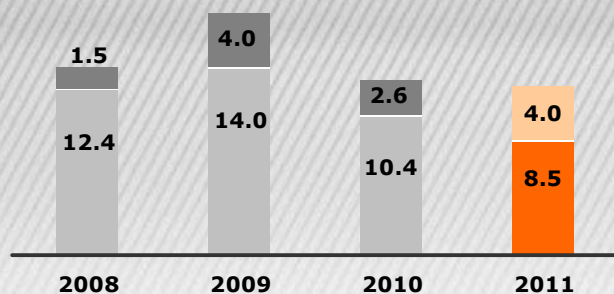
Coverage Ratio (%)



3Q11 4Q11 1Q11 2Q11 3Q11 4Q11

Source: Company Data

Capital Adequacy Ratio (%)



2008 2009 2010 2011

Source: Company Data

Equity/Assets (%)



2007 2008 2009 2010 2011

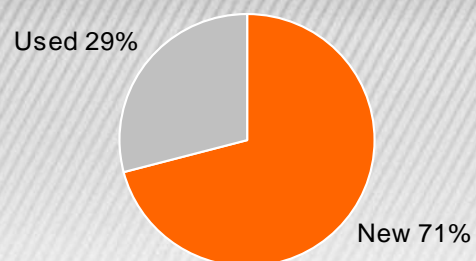
Source: Company Data

HP Business

	2010	2011	% Growth YoY
Domestic New Car Sales (Units)	800,357	794,081	(0.78%)
Number of Thanachart Group HP Lease* (Units)	257,697	280,144	8.71%
Total Number of Thanachart Group HP Lease* (Units)	866,840	947,359	9.29%
Amount of Thanachart Group HP Loans* (MB)	112,838	126,627	12.22%
Total Outstanding Thanachart Group HP Loans* (MB)	239,943	274,142	14.25%

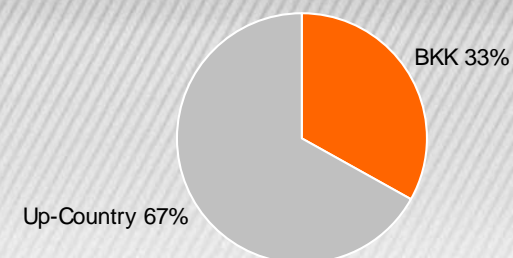
Note: *Excluding Ratchthani Leasing Public Company Limited; **Source:** BOT; Company Data

Amount of HP Portfolio by Type of Car (%)



Source: Company Data (As at 31 Dec 2011)
Excluding Cash Your Car product

HP Contract Value by Region (%)



Source: Company Data (As at 31 Dec 2011)



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Appendix



Financial Information

Unit: MTHB

Consolidated statements of comprehensive income	4Q10	1Q11	2Q11	3Q11	4Q11	2010	2011
Interest income	9,967	10,168	10,762	11,707	11,782	35,027	44,419
Interest expense	3,672	3,894	4,444	5,571	6,195	11,998	20,104
Net interest income	6,295	6,274	6,318	6,136	5,587	23,029	24,315
Fees and service income	1,019	1,028	970	982	894	3,402	3,873
Fees and service expenses	139	143	128	149	81	521	501
Net fees and service income	880	885	842	833	813	2,881	3,372
Gain on tradings and foreign exchange transactions	145	240	210	267	174	571	891
Gain on Investment	108	35	203	285	616	523	1,139
Share of income from investment in associated	52	93	63	76	26	369	258
Dividend income	20	256	195	296	8	492	755
Gain on disposal/property foreclosed	202	96	(31)	(69)	51	663	47
Insurance premium income	3,232	2,900	3,354	3,414	3,184	11,185	12,853
Other operating income	962	608	670	809	754	3,029	2,841
Total operating income	11,896	11,387	11,824	12,047	11,213	42,742	46,471
Insurance expenses	2,638	2,227	2,668	2,878	2,953	8,834	10,726
Net non-interest income	9,258	9,160	9,156	9,169	8,260	33,908	35,745
Personnel expenses	2,546	2,760	2,635	2,865	2,589	8,576	10,849
Premises and equipment expenses	901	838	842	1,014	744	3,092	3,438
Taxes and duties	201	207	208	237	260	635	912
Directors' remuneration	5	11	42	8	7	66	68
Other expenses	1,447	1,318	1,412	1,806	1,956	4,740	6,493
Total operating expenses	5,100	5,134	5,139	5,930	5,556	17,109	21,760
Impairment loss of loans and debt securities	(539)	(721)	(869)	(129)	(359)	(1,653)	(2,077)
Profit before corporate income tax	3,619	3,305	3,148	3,110	2,345	15,146	11,908
Income Tax	(1,201)	(1,070)	(415)	(828)	(823)	(4,844)	(3,136)
Net profit	2,418	2,235	2,733	2,282	1,522	10,302	8,772
Non-controlling interest	(1,029)	(1,091)	(1,150)	(945)	(584)	(4,663)	(3,770)
The Company	1,389	1,144	1,583	1,337	938	5,639	5,002

Source: Company data

Consolidated statements of financial position	31-Dec-10	31-Dec-11
Cash	15,298	16,006
Interbank and money market items-interest	78,609	55,086
Interbank and money market items-no interest	6,496	8,146
Net Interbank and MM	85,105	63,232
Net investments	145,376	152,511
Net Investment in associated companies	2,239	1,673
Loans and receivables	642,006	676,790
Accrued interest receivables	956	980
Deferred revenue	(32,360)	(39,686)
Allowance for doubtful accounts	(27,959)	(27,286)
Net loans and accrued interest receivables	582,643	610,798
Properties foreclosed - net	12,856	11,560
Intangible assets - net	4,805	4,709
Goodwill	13,671	13,981
Other assets	20,764	20,687
Total assets	882,757	895,157
Deposits	532,382	435,865
Interbank and money market items-interest	38,573	58,694
Interbank and money market items-no interest	1,972	1,457
Net interbank and money market items	40,545	60,151
Debt issued and borrowings	184,717	262,653
- Short-term	136,319	218,492
- Long-term	48,398	44,161
Insurance contract liabilities	29,774	36,154
Other liabilities	23,620	24,653
Total liabilities	811,038	819,476
Company shareholders' equity	36,092	38,259
Non-controlling interest	35,627	37,422
Shareholders' equity	71,719	75,681
Total liabilities & shareholders' equity	882,757	895,157

Investor Relations

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