

Analyst Meeting

Statements Unaudited

As of 30 June 2013





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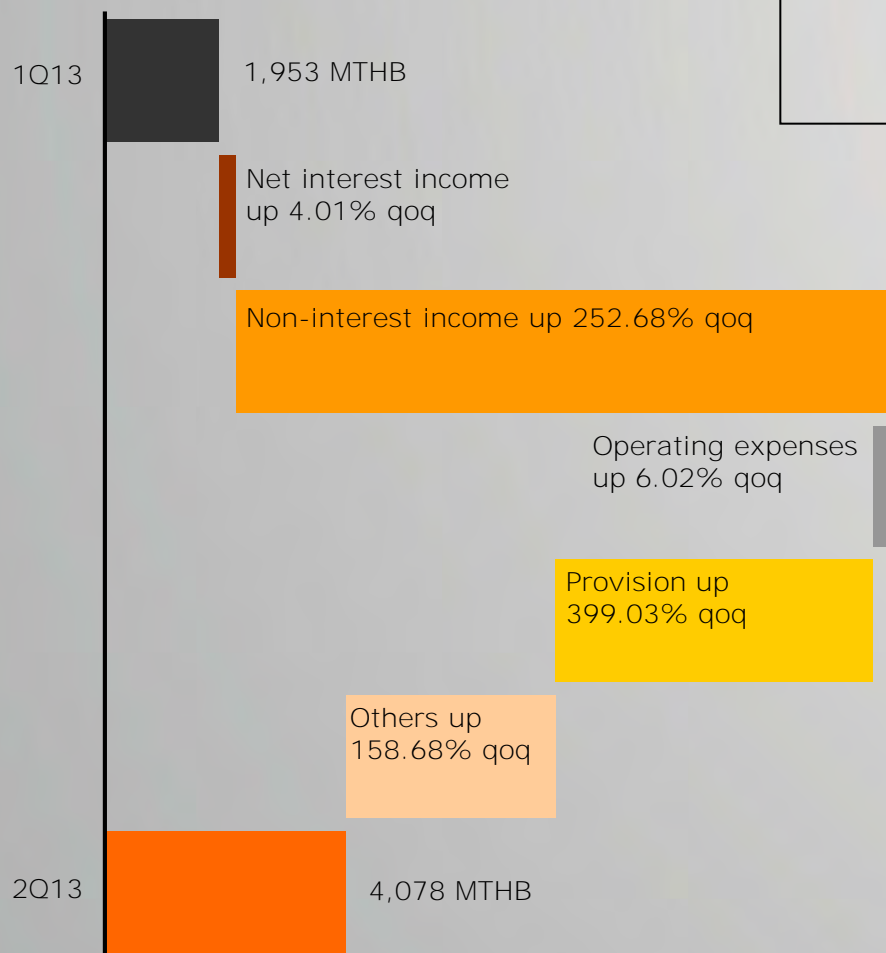
The financial information from 2Q12 to 4Q12 in this presentation has been restated in accordance with the Accounting Standard No. 5 regarding the non-current asset held for sale and discontinued operations and the Accounting Standard No. 12 regarding the income tax but it has not been reviewed or audited by the auditor

2Q13 Financial Highlights

Business as Usual

2Q13 Summary

Profitability (MTHB)



2Q13

ROAA = 3.00%

ROAE = 36.33%

Net profit ▲ 108.81% qoq

1

Net interest income increased from loan growth and interest expenses management

2

Non-interest income increased from gain on sale of TLIFE amounting to 12,281 MTHB

3

Operating expenses increased from extra expenses while fixed costs were well controlled

4

Provision increased from additional provision amounting to 5,380 MTHB. Coverage ratio increased to 84.05%

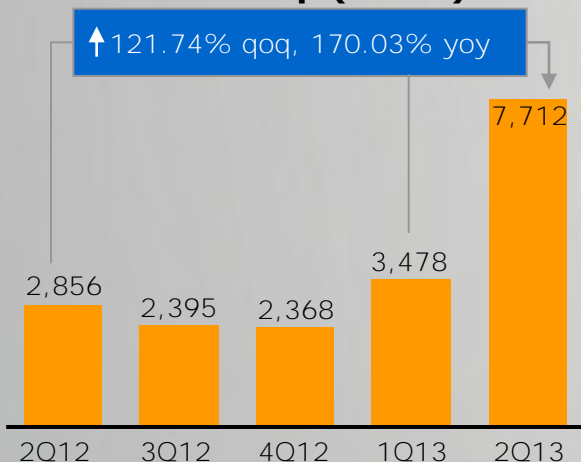
5

Others (tax and NCI) increased from income increase

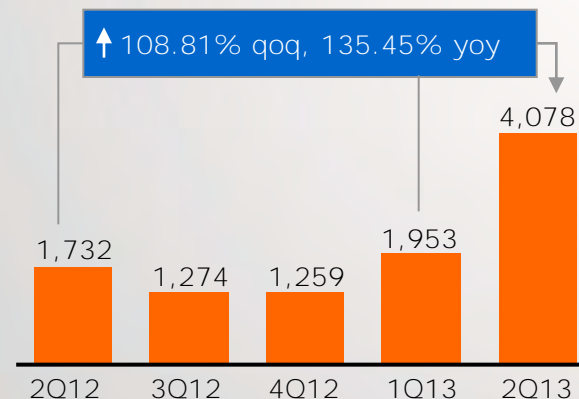
Group Profitability

Business as Usual

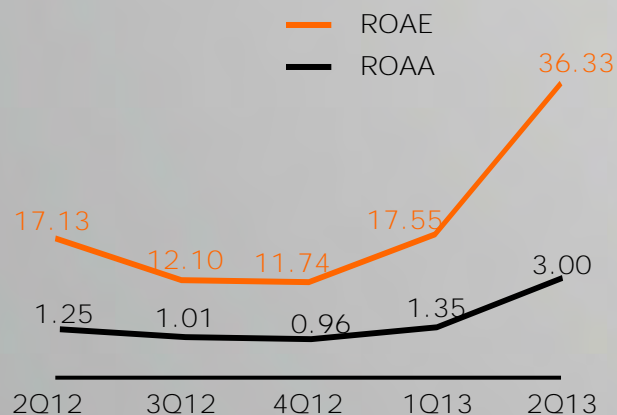
Profit of the Group (MTHB)



Net Profit of TCAP (MTHB)



ROAA and ROAE* (Percent)



TCAP Profitability

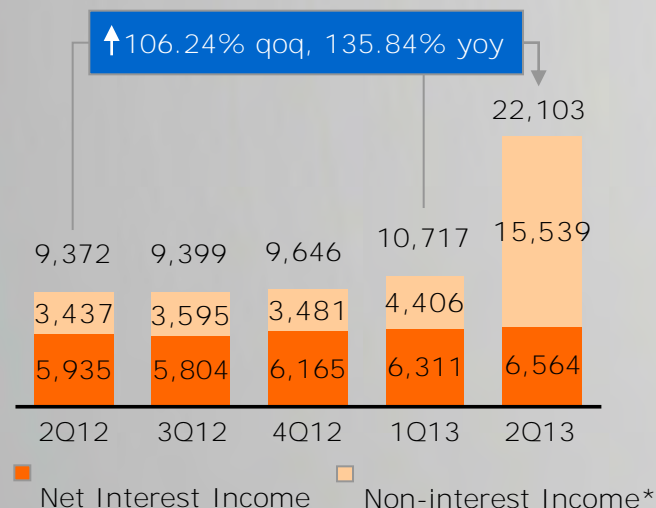
- 2Q13 profit of the Group increased by 170.03% qoq, due mainly to the gain on sale of TLIFE
- 2Q13 net profit of the Company increased by 108.81% qoq, due mainly to the gain on sale of TLIFE
- ROAA and ROAE in 2Q13 were at 3.00% and 36.33% respectively

Note: *Excluding non-controlling interest **Excluding gain on sale of TLIFE; Source: Company data

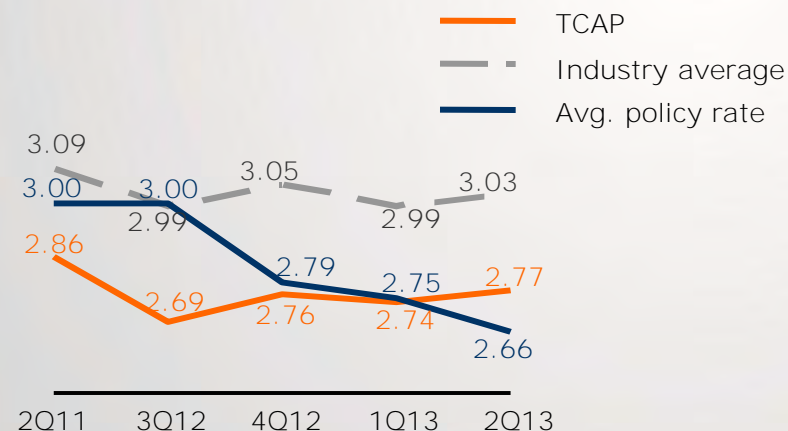
Group Income and Margin

Business as Usual

Total Income (MTHB)



Net Interest Margin (Percent)



Highlights

- 2Q13 total income increased by 11,386 MTHB or 106.24% qoq. This was mainly to the gain on sale of TLIFE amounting to 12,281 MTB
- 2Q13 net interest income increased by 253 MTHB or 4.01% qoq, due mainly to loans expansion
- For normal operation, non-interest income in 2Q13 dropped by 26.06% qoq. This was mainly from the fact that there was no extraordinary item on non-interest income in this quarter
- 2Q13 NIM slightly increased qoq, due to loan growth and the effective cost of fund management although the paying liabilities increased

Note: *Net of insurance expenses and include profit from discontinued operations; Source: Company data

Group Interest Income & Expenses

Business as Usual

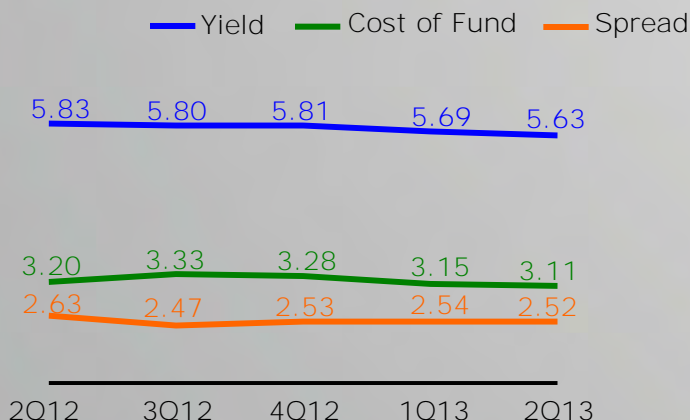
Interest Income (MTHB)



Interest Expenses (MTHB)



Yield, Cost of Fund, and Spread (Percent)



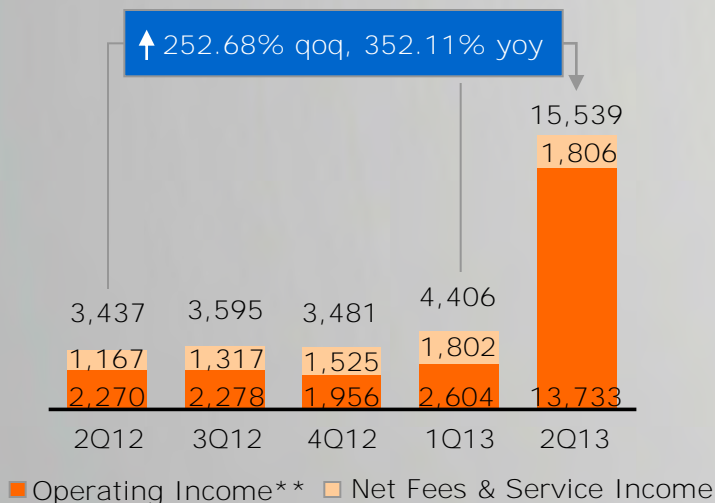
Highlights

- Interest income has been increasing from an expansion of loans, especially the hire purchase which grew by 8.75% ytd
- 2Q13 interest expenses slightly decreased qoq from effective cost management, although deposits and borrowings increased
- 2Q13 spread slightly decreased qoq, due to a reversal of accrue interest from some corporate clients

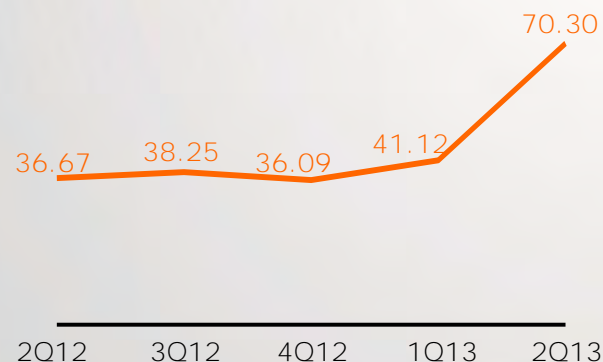
Group Non-interest Income

Business as Usual

Non-interest Income* (MTHB)



Non-interest Income Ratio* (Percent)



Highlights

- 2Q13 non-interest income increased by 252.68%, due mainly from the extra gain from the sale of TLIFE amounting to 12,281 MTHB
- For normal operation, non-interest income decreased, due to there were extraordinary items in 1Q13 such as share of profits from associated company, gains on properties foreclosed, and dividend from Vayupak Fund
- 2Q13 non-interest income ratio was at 70.30%

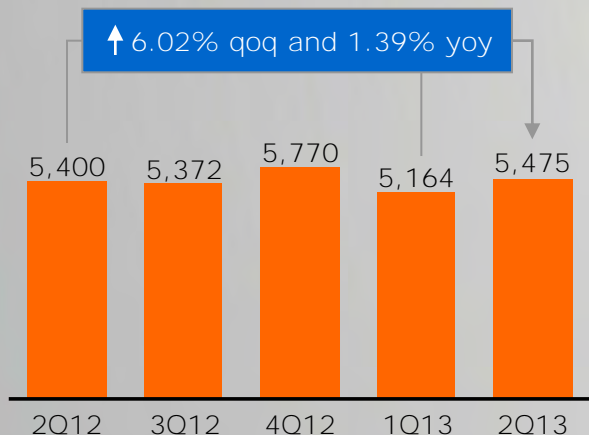
Note: *Net of insurance expenses and include profit from discontinued operations

**Including profit from discontinued operations; Source: Company data

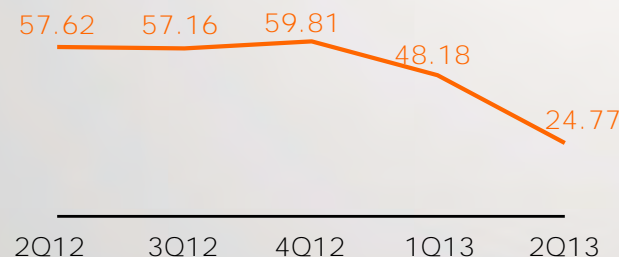
Group Operating Expenses

Business as Usual

Operating Expenses (MTHB)



Cost to Income Ratio* (Percent)



Highlights

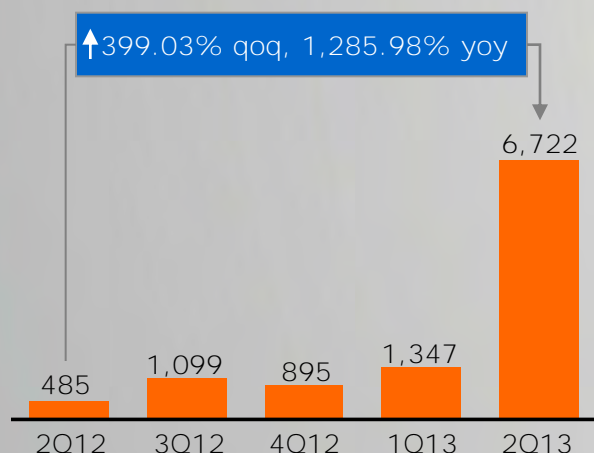
- 2Q13 operating expenses increased by 311 MTHB or 6.02% qoq. This was because the expenses provided for possible damage that may occur when a reinsurance company cannot fulfil its obligation
- 2Q13 cost to income ratio decreased to 24.77%, due mainly to the gain on sale of TLIFE.

Note: *Net of insurance expenses; Source: Company data

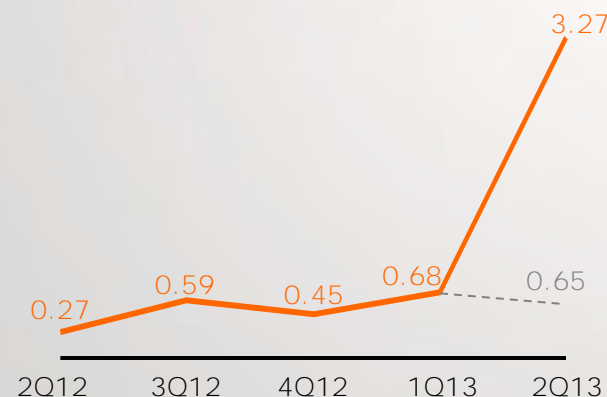
Group Provision Expenses

Business as Usual

Impairment Loss of Loans (MTHB)



Credit Cost (Percent)



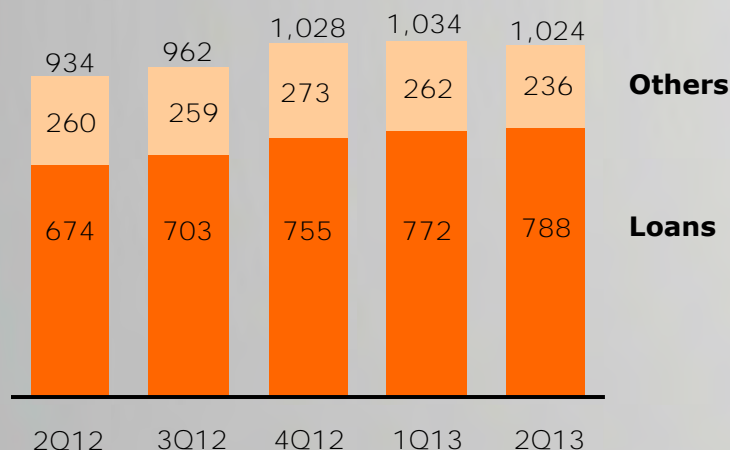
Highlights

- 2Q13 impairment loss of loans increased by 5,375 MTHB or 399.03% qoq. This was mainly from the additional provision of 5,380 MTHB provided in this quarter
- Normal provision in this quarter was close to that of 1Q13
- 2Q13 credit cost was at 3.27%, an increase from 0.68% in 1Q13
- 2Q13 credit cost excluding the extra provision was at 0.65%

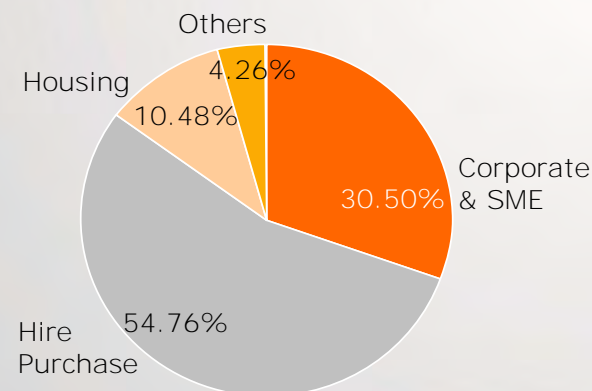
Group Assets

Business as Usual

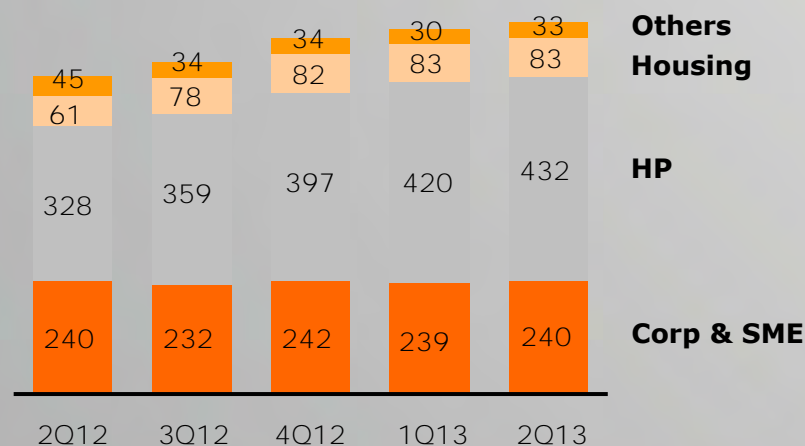
Assets (BTHB)



Loans Breakdown (30 Jun 13) (Percent)



Loans Breakdown (BTHB)



Key Highlights

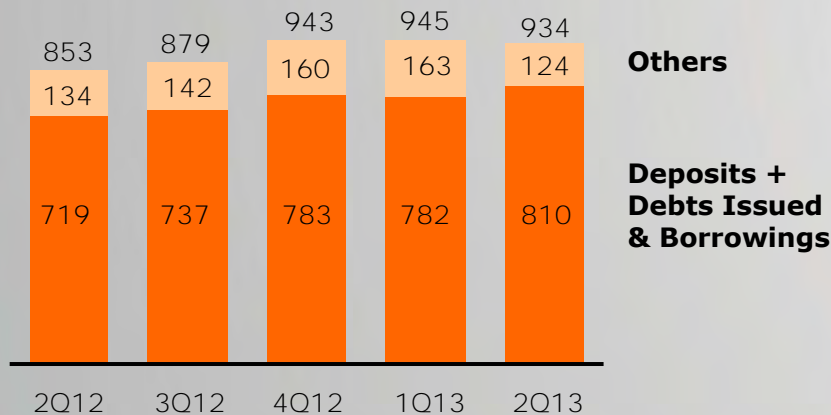
- Loans increased by 4.36% from 4Q12, led by HP loans
- HP loans continued to increase by 8.75% from 4Q12 with 90 BTHB* of new lending in 1H13, up 2.43% yoy
- As we focus on retail banking, retail loans have grown and now accounted for 69% while corporate and SMEs accounted for 31% at the end of 2Q13

Note: *Excluding THANI; Source: Company data

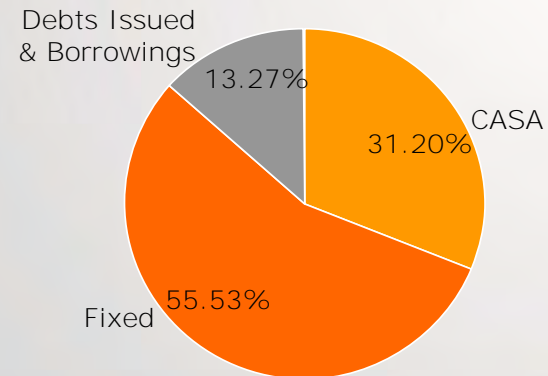
Group Liabilities

Business as Usual

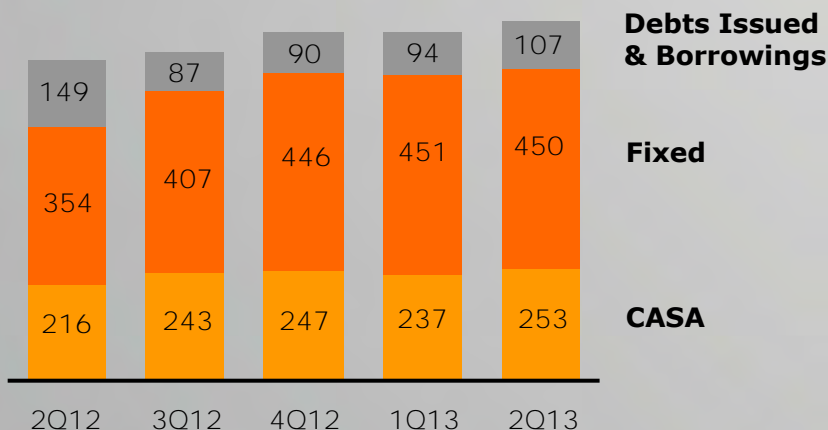
Liabilities (BTHB)



Deposits + Debts Issued & Borrowings Breakdown (30 Jun 13) (Percent)



Deposits + Debts Issued & Borrowings (BTHB)



Key Highlights

- 2Q13 deposits + debt issued and borrowings increased by 27 BTHB or 3.47% from 4Q12. This was due to the increase in short-term debentures and all types of deposits
- 2Q13 CASA accounted for 31.20%, slightly decreased from 4Q12. This was due to the higher growth of short-term debentures
- Loans to deposits + debt issued and borrowings was at 97.31%

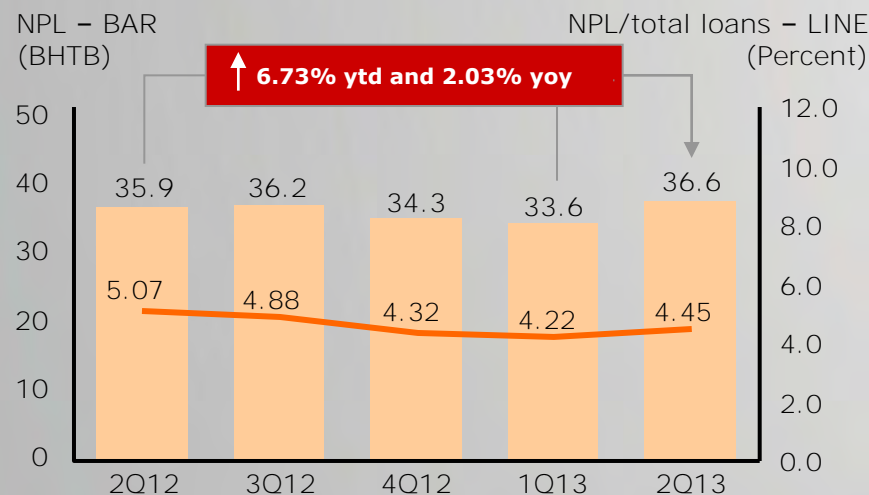
2Q13 Financial Highlights

NPL Management

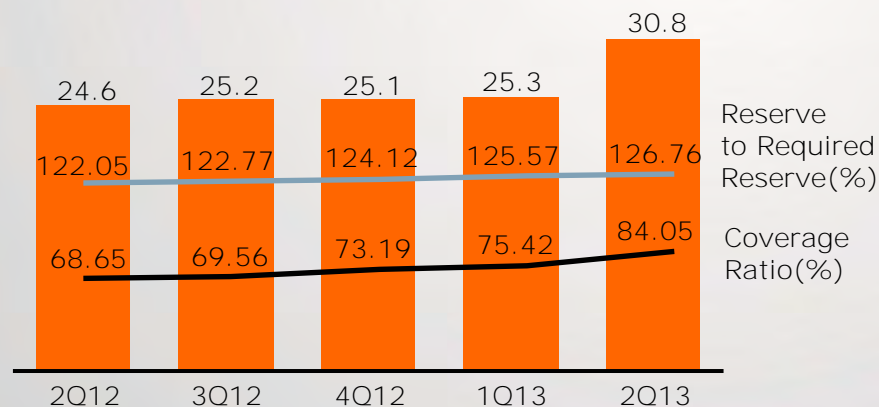
Group NPLs and Reserve

NPL Management

Group's NPL vs. NPL to Total Loans



Group's Reserve (BTHB)



Highlights

- NPL ratio was at 4.45%, an increase from 4.32% at the end of 2012. The increase in NPLs was mainly due to the NPL from corporate clients. However, TBANK has fully provided provision for those clients since last year
- The Group has still had sufficient reserve with fully collateralized
- The additional provision of 5,380 MTHB has been provided in this quarter, resulting in the increase in coverage ratio which increased to 84.05%
- Reserve to required reserve increased to 126.76%

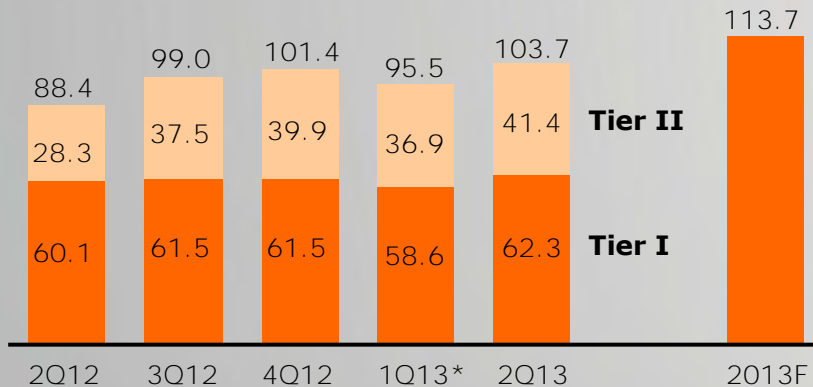
2Q13 Financial Highlights

Capital Planning

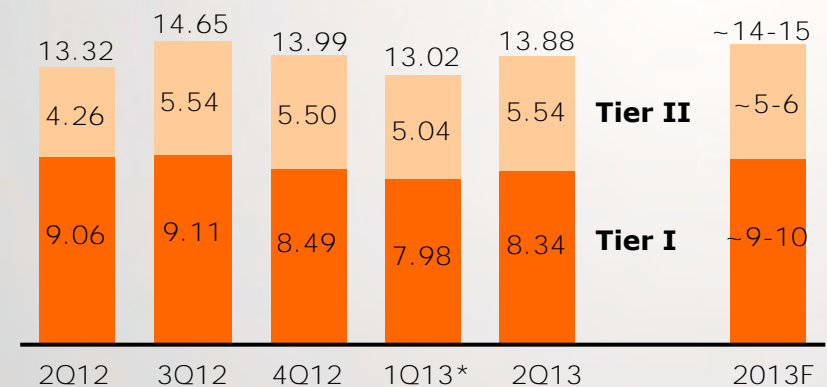
Capital Adequacy

Capital Planning

TBANK's Capital (Solo Basis) (BTHB)

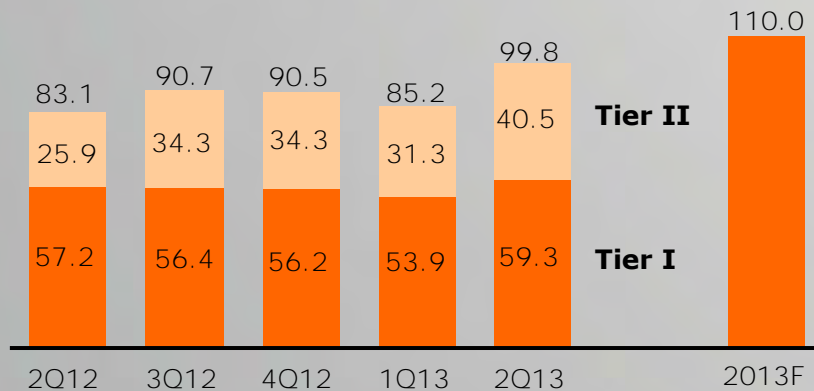


TBANK's BIS Ratio (Solo Basis) (Percent)

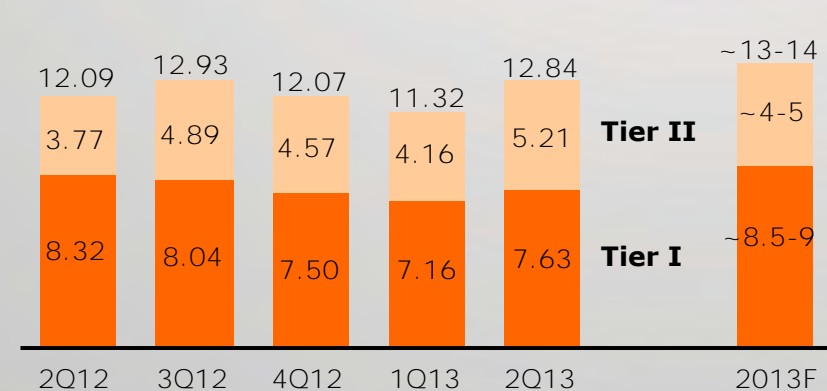


If 1H13 profit is included, Tier I and BIS ratio of 2Q13 would be 9.76% and 15.31% respectively

TCAP's Capital (Full Consol.) (BTHB)



TCAP's BIS Ratio (Full Consol.) (Percent)



If 1H13 profit is included, Tier I and BIS ratio of 2Q13 would be 9.01% and 14.45% respectively

Note: *1Q13 Tier I outstanding decreased because TBANK has implemented Basel III and deferred tax;
Source: Company data



Comparison to Targets

Performance parameters		2012A Restated	2013F***	1H13A
Profitability	ROE	13.37%	12.50-15.00%	27.06%
	ROA	1.05%	1.10%	2.18%
	Spread	2.51%	2.50-2.70%	2.53%
	Non-interest Income Ratio*	37.03%	35.00%	60.77%
	Cost to Income Ratio*	59.19%	55.00%	32.42%
Loans	Loan Growth	18.56%	10.00%	4.36%
Deposits	CASA Ratio**	35.71%	35.00-40.00%	35.98%
Asset Quality	NPL Ratio	4.32%	4.00%	4.45%
	Credit Cost	0.36%	0.60%	1.96%

Note: *Net of insurance expenses, **CASA Ratios including debt issued and borrowings of 2012 and 1H13 were at 31.63% and 31.20% respectively ***Does not include gain from selling TLIFE in May 2013

Source: Company data

Appendix



Detailed Group's Financial Info.

Unit: MTHB

Consolidated statements of comprehensive income	2Q12	3Q12	4Q12	1Q13	2Q13
Interest income	12,099	12,488	12,975	13,126	13,360
Interest expense	6,164	6,684	6,810	6,815	6,796
Net interest income	5,935	5,804	6,165	6,311	6,564
Fees and service income	1,526	1,693	1,908	2,246	2,270
Fees and service expenses	359	376	383	444	464
Net fees and service income	1,167	1,317	1,525	1,802	1,806
Gain (loss) on tradings and foreign exchange transactions	368	179	206	168	(23)
Gain on Investment	121	258	144	210	12,418
Share of income from investment in associated	123	79	53	405	97
Dividend income	27	298	31	203	29
Gain (loss) on properties foreclosed and other assets	415	320	145	313	144
Insurance premium income	1,507	1,596	1,648	1,684	1,788
Other operating income	442	516	705	425	291
Total operating income	10,105	10,367	10,622	11,521	23,114
Insurance expenses	1,169	1,088	1,272	1,116	1,053
Net operating income	8,936	9,279	9,350	10,405	22,061
Personnel expenses	2,689	2,588	2,451	2,668	2,794
Premises and equipment expenses	801	783	817	732	749
Taxes and duties	238	221	233	231	215
Directors' remuneration	37	7	7	7	42
Other expenses	1,635	1,773	2,262	1,526	1,675
Total operating expenses	5,400	5,372	5,770	5,164	5,475
Impairment loss of loans and debt securities	(488)	(1,100)	(896)	(1,365)	(6,726)
Profit before corporate income tax	3,048	2,807	2,684	3,876	9,860
Income Tax	(628)	(532)	(612)	(710)	(2,190)
Profit after tax	2,420	2,275	2,072	3,166	7,670
Profit from discontinued operations	436	120	296	312	42
Profit for the period	2,856	2,395	2,368	3,478	7,712
Net profit of the Company	1,732	1,274	1,259	1,953	4,078

Consolidated statements of financial position	31-Dec-12	30-Jun-13
Cash	15,181	12,493
Interbank and money market items-interest	62,433	51,748
Interbank and money market items-no interest	9,545	7,326
Net Interbank and MM	71,978	59,074
Net investments	150,649	133,760
Net Investment in associated companies	1,807	2,199
Loans and receivables	813,483	850,003
Accrued interest receivables	1,073	943
Deferred revenue	(58,153)	(61,718)
Allowance for doubtful accounts	(24,891)	(30,544)
Net loans and accrued interest receivables	731,512	758,684
Properties foreclosed - net	9,915	9,190
Intangible assets - net	4,295	3,994
Goodwill	16,461	16,593
Other assets	26,623	28,458
Total assets	1,028,421	1,024,445
Deposits	693,421	702,545
Interbank and money market items-interest	85,545	67,176
Interbank and money market items-no interest	2,232	1,712
Net interbank and money market items	87,777	68,888
Debt issued and borrowings	89,506	107,530
- Short-term	23,900	39,952
- Long-term	65,606	67,578
Insurance contract liabilities	39,632	16,666
Other liabilities	32,851	38,490
Total liabilities	943,187	934,119
Company shareholders' equity	43,586	44,885
Non-controlling interest	41,648	45,441
Shareholders' equity	85,234	90,326
Total liabilities & shareholders' equity	1,028,421	1,024,445

Source: Company data



Group Background

TCAP has grown steadily over the past two decades to become Thailand's leading bank today offering a wide range of financial products & services

1980

Thanachart Group began business operations

1997

Thanachart Securities separated to become a subsidiary

1997

Thanachart Insurance and Life Assurance established

1997

Asset management companies established

1998

Thanachart Fund Management established

2002

Thanachart Bank established

2006

TCAP became a holding company, transferring all business to TBANK

2007

Scotiabank became strategic partner with 24.98% shareholding

2009

Scotiabank raised shareholding of TBANK to 49%

2010

TBANK acquired Siam City Bank (SCIB) with ownership of 99.95%

2011

TBANK successfully integrated with SCIB

2012

TBANK changing platforms to be ready to compete

Key Product Offerings

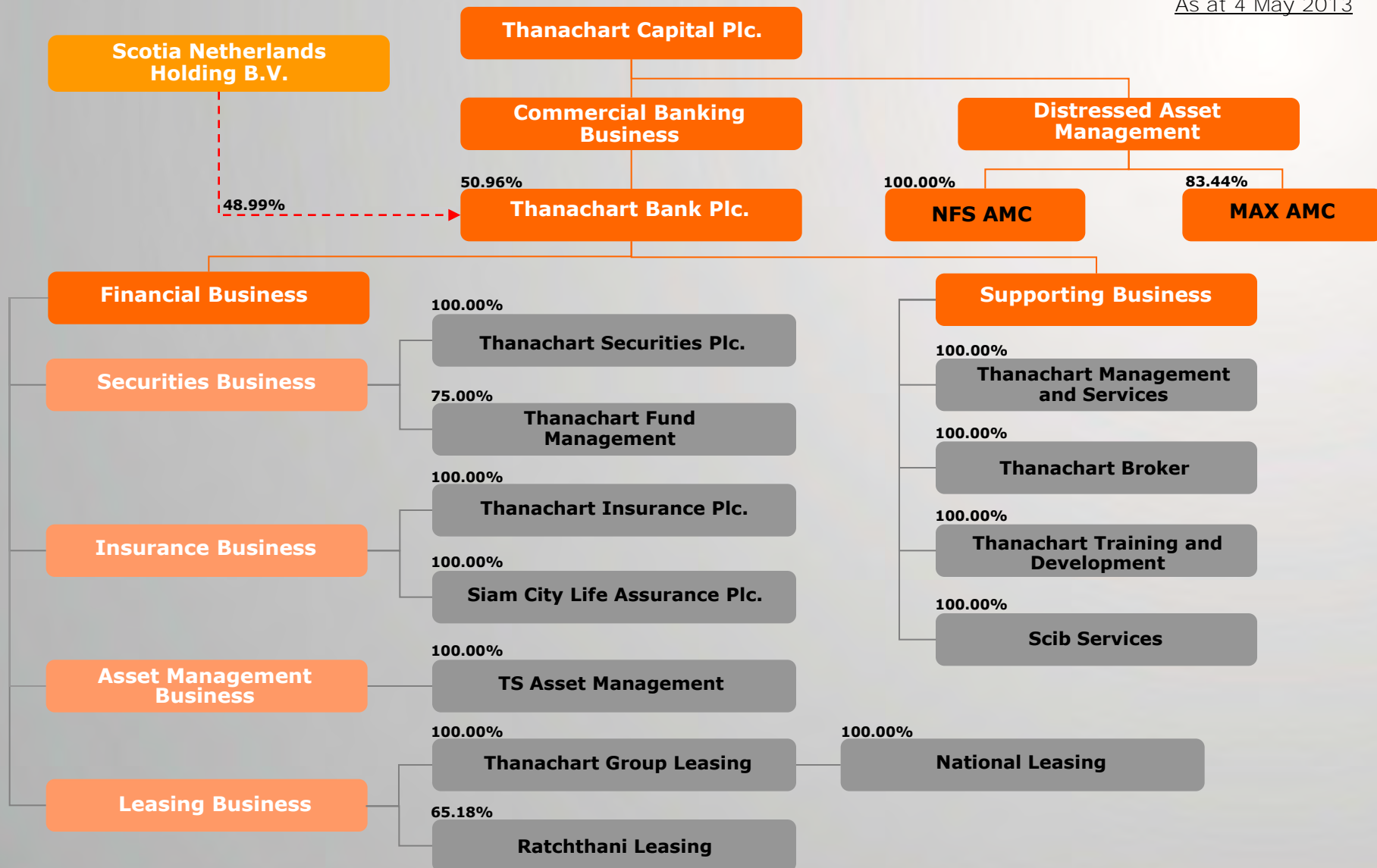
- Retail banking
 - Hire purchase (No.1 in Thailand)
 - Home loans
 - Others (personal, cards, CYC, etc.)
- Corporate & SME banking
- Distressed asset management
- Insurance
 - Life insurance
 - Auto insurance
 - Property insurance
 - Others
- Securities business
- Fund management
- Financial advisory

TBANK	2009 (Pre-SCIB)	2Q13 (Post-SCIB)
Customers	1.4M	4.0M
Branches	256	624
ATMs	401	2,033

Source: Company data

Group Structure

As at 4 May 2013



Source: Company data



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Strengthening
for ***Growth***



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