

Analyst Meeting

Statements Unreviewed

As of 30 September 2013



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The financial information from 3Q12 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

3Q13 Financial Highlights

Business as Usual



3Q13 Summary

Business Operation

- Net profit increased by 26.70% qoq
- Net interest income increased by 1.72% qoq
- Non-interest income increased by 19.19% qoq
- Operating expenses decreased by 4.64% qoq

NPL Management

- NPLs increased by 8.83% ytd, mainly came from the corporate clients in 2Q13 and the hire purchase loans
- For corporate clients, TBANK has fully provided provision since last year
- For hp loans, TBANK has set a policy to tighten its credit approval
- NPLs increased by 1.97% qoq

Capital Planning

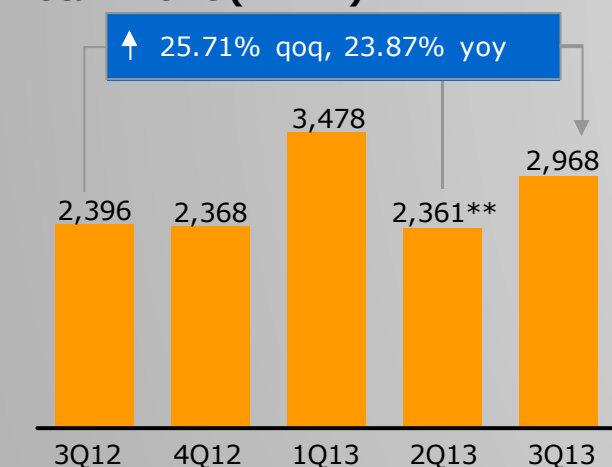
- Group's BIS ratio at the end of 3Q13 increased to 14.06%
- Group's BIS ratio of around 13-14% is sufficient for business expansion and there is no need to increase its capital
- TBANK's BIS ratio at the end of 3Q13 increased to 15.08%



Group Profitability

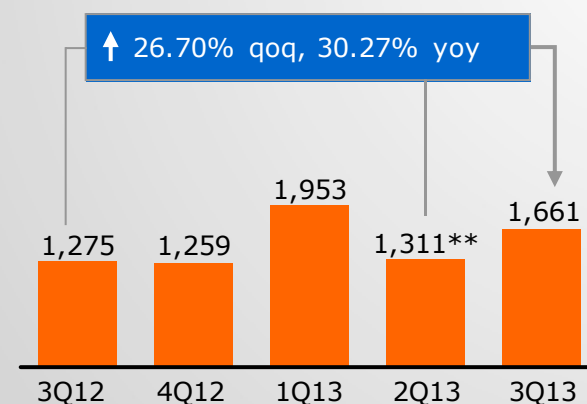
Business as Usual

Total Profit (MTHB)



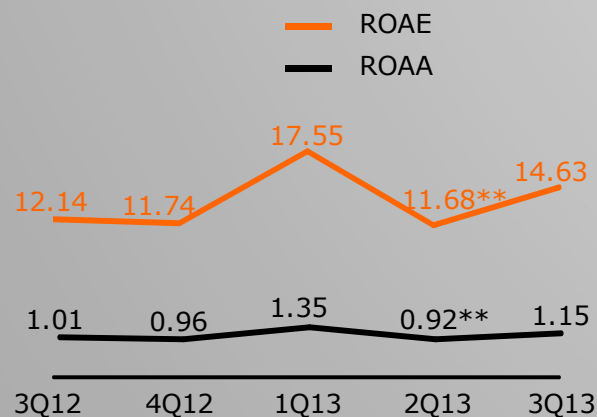
Total profit in 2Q13 financial statements was 7,712 MTHB

Net Profit of TCAP (MTHB)



Net profit of TCAP in 2Q13 financial statements was 4,078 MTHB

ROAA and ROAE* (Percent)



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

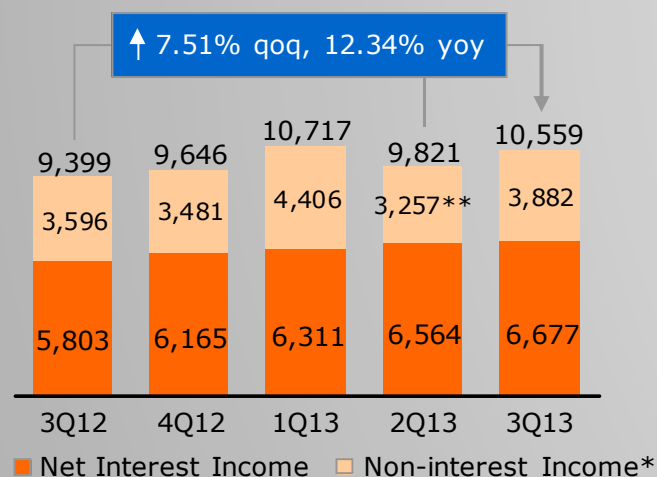
TCAP Profitability

- 3Q13 net profit of the Company increased by 26.70% qoq and 30.27% yoy. The increase was due mainly to an ability to generate revenue of the Group both in interest income and non-interest income, together with a prudent cost management
- ROAA and ROAE in 3Q13 were at 1.15% and 14.63% respectively

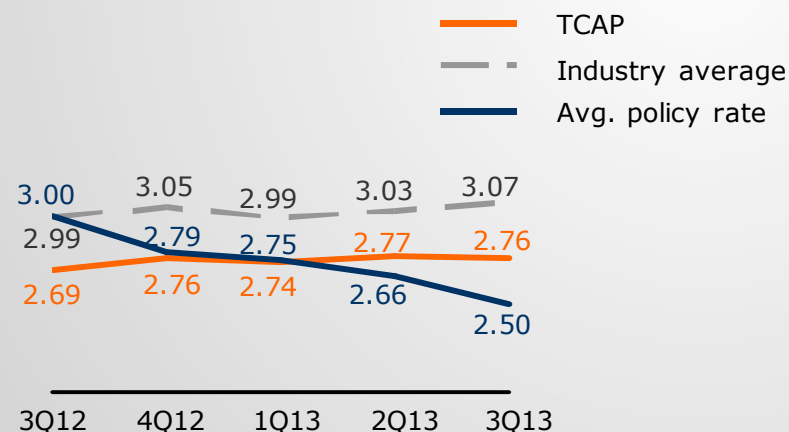
Group Income and Margin

Business as Usual

Total Income (MTHB)



Net Interest Margin (Percent)



Highlights

- 3Q13 total income increased by 738 MTHB or 7.51% qoq from:
 - Net interest income increased by 113 MTHB or 1.72% qoq, due mainly to an increase in hire purchase loans
 - Non-interest income increased by 625 MTHB or 19.19% qoq, due mainly to the synergy and cross-sell from subsidiary companies
- 3Q13 total income increased by 1,160 MTHB or 12.34% yoy
- 3Q13 NIM slightly decreased qoq, due to an increase in interest expenses which increased higher than that of the interest income

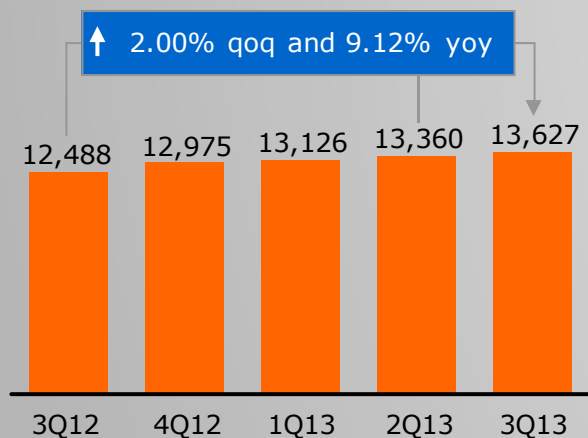
Note: *Net of insurance expenses and include profit from discontinued operations **Excluding gain on sale of TLIFE;
Source: Company data



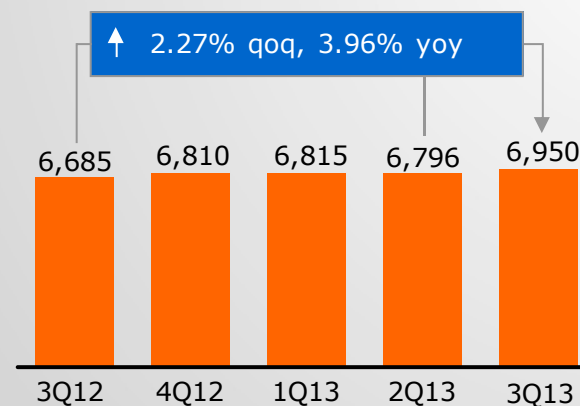
Group Interest Income & Expenses

Business as Usual

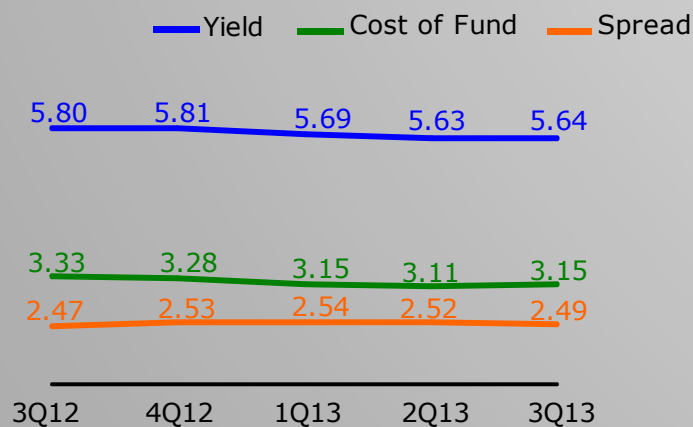
Interest Income (MTHB)



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 10.06% ytd
- 3Q13 interest expenses increased qoq from an increase in fixed deposit base with longer tenure
- 3Q13 spread decreased qoq, due to an increase in cost of fund

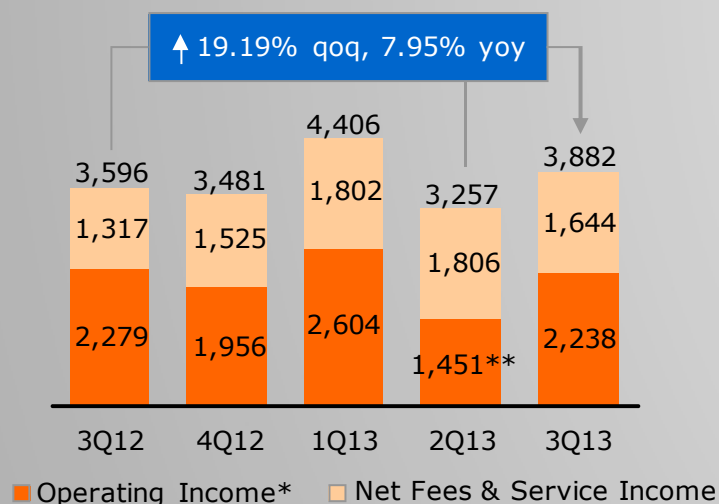
Source: Company data



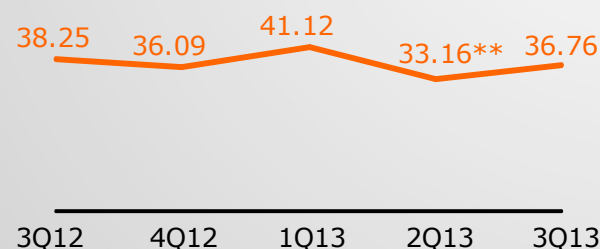
Group Non-interest Income

Business as Usual

Non-interest Income (MTHB)



Non-interest Income Ratio* (Percent)



Highlights

- 3Q13 non-interest income increased by 625 MTHB or 19.19% qoq from:
 - Operating income increased by 787 MTHB or 54.24%, due mainly from dividend received from Vayupak Fund and profit sharing from an associated company
 - Net fees and service income decreased mostly from a decrease in brokerage fees in line with the slowdown in capital market
- 3Q13 non-interest income increased by 286 MTHB or 7.95% yoy from a favourable market condition
- 3Q13 non-interest income ratio was at 36.76%

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

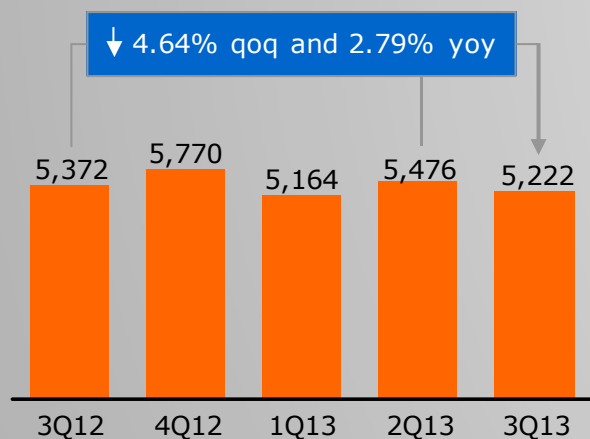
**Excluding gain on sale of TLIFE; Source: Company data



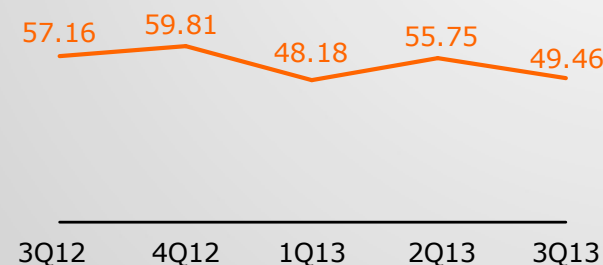
Group Operating Expenses

Business as Usual

Operating Expenses (MTHB)



Cost to Income Ratio* (Percent)



Highlights

- 3Q13 operating expenses decreased by 254 MTHB or 4.64% qoq. This was due to the effective cost management and there was a provision for possible damage from reinsurance company's inability to fulfil its obligation in the previous quarter
- 3Q13 operating expenses decreased by 150 MTHB or 2.79% yoy, due mainly to a decrease in sale promotion of hire purchase business that decreased in line with the volume
- 3Q13 cost to income ratio decreased to 49.46%

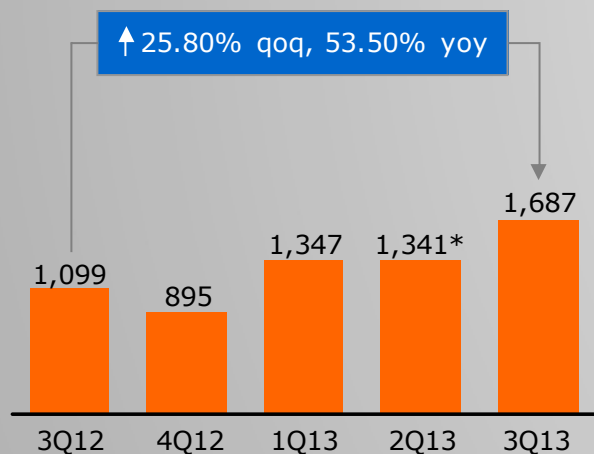
Note: *Net of insurance expenses; Source: Company data



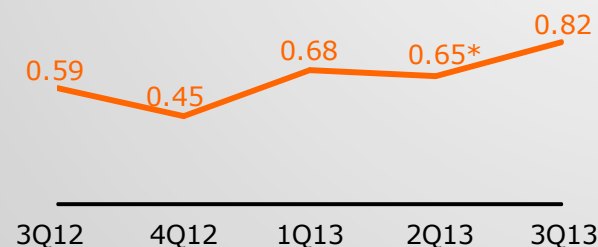
Group Provision Expenses

Business as Usual

Impairment Loss of Loans (MTHB)



Credit Cost (Percent)



Highlights

- 3Q13 impairment loss of loans increased by 346 MTHB or 25.80% qoq and 588 MTHB or 53.50% yoy. This was mainly from the provision provided for an increase in NPLs from the economic slowdown
- 3Q13 credit cost was at 0.82%, an increase from 0.65% and 0.59% in 2Q13 and 3Q12 respectively

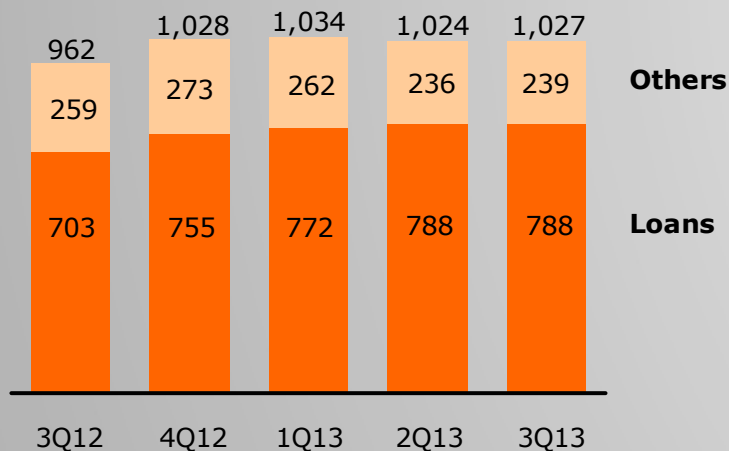
Note: *Excluding the additional provision of 5,380 MTHB; Source: Company data



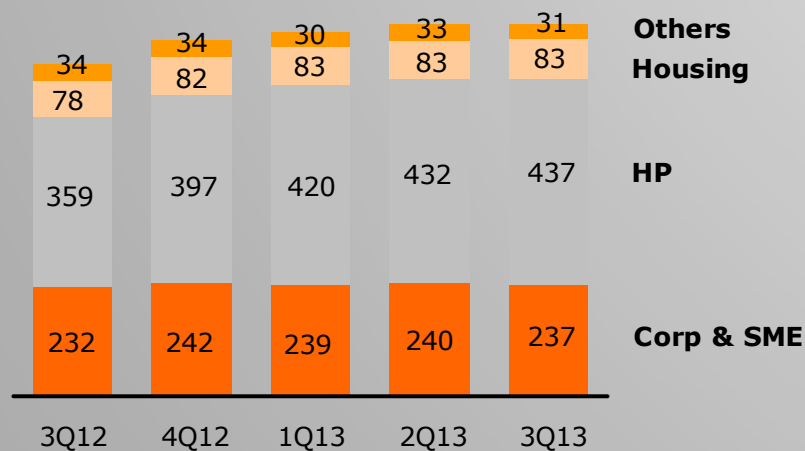
Group Assets

Business as Usual

Assets (BTHB)

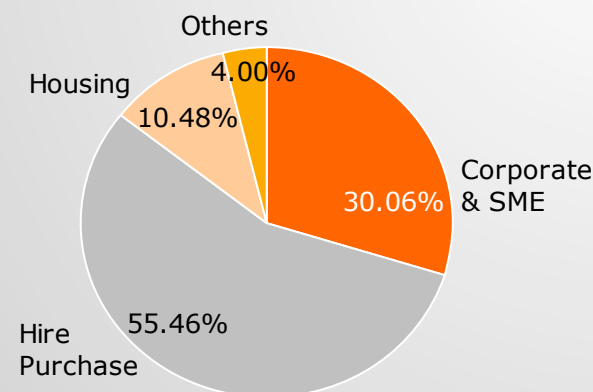


Loans Breakdown (BTHB)



Note: *Excluding THANI; Source: Company data

Loans Breakdown (30 Sep 13) (Percent)



Key Highlights

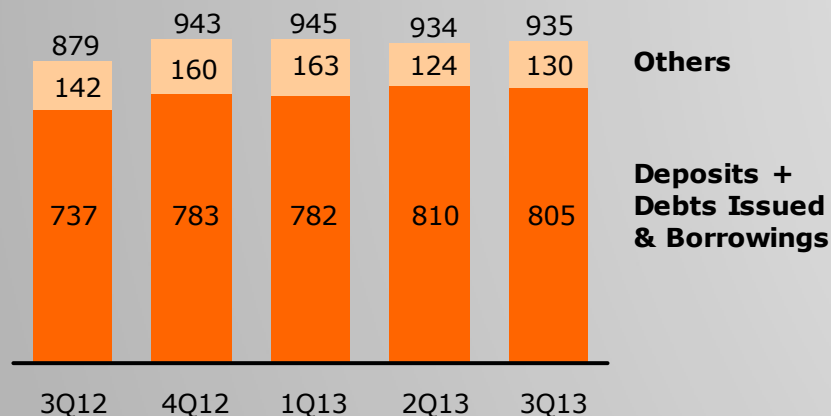
- Loans increased by 4.29% from 4Q12, led by HP loans
- HP loans continued to increase by 10.06% from 4Q12 with 127 BTHB* of new lending in 9M13, down 12.49% yoy. The decrease was due to the effect of first car policy in the previous year and the economic slowdown in this year
- Retails accounted for 70% while corporate and SMEs accounted for 30% at the end of 3Q13



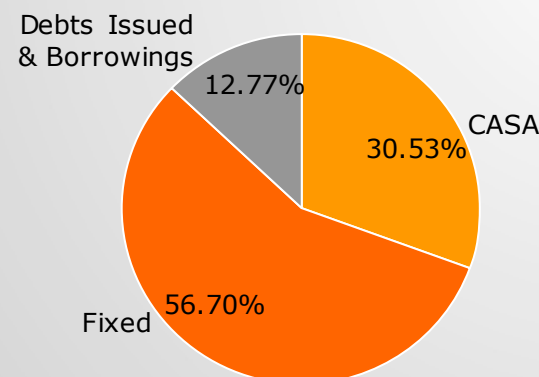
Group Liabilities

Business as Usual

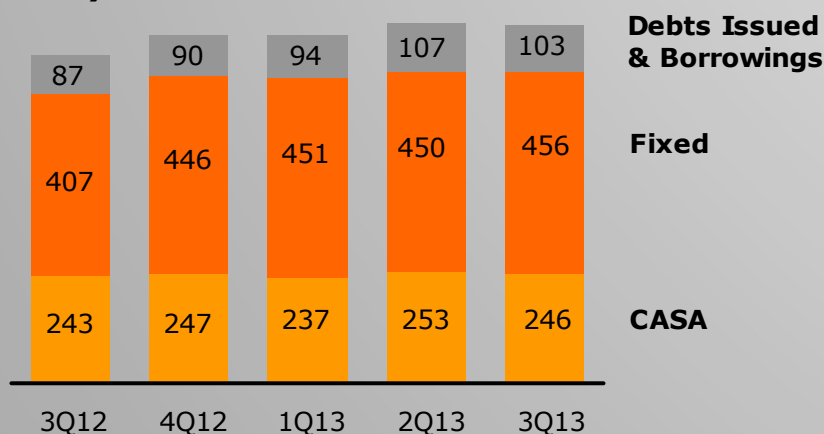
Liabilities (BTHB)



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



Deposits + Debts Issued & Borrowings (BTHB)



Key Highlights

- 3Q13 deposits + debt issued and borrowings increased by 22 BTHB or 2.84% from 4Q12. This was due to the increase in short-term debentures and fixed deposits
- 3Q13 CASA accounted for 30.53%, decreased from 31.63% in 4Q12. This was due to the increase in short-term debentures
- 3Q13 loans to deposits + debt issued and borrowings was at 97.84%

Source: Company data

3Q13 Financial Highlights

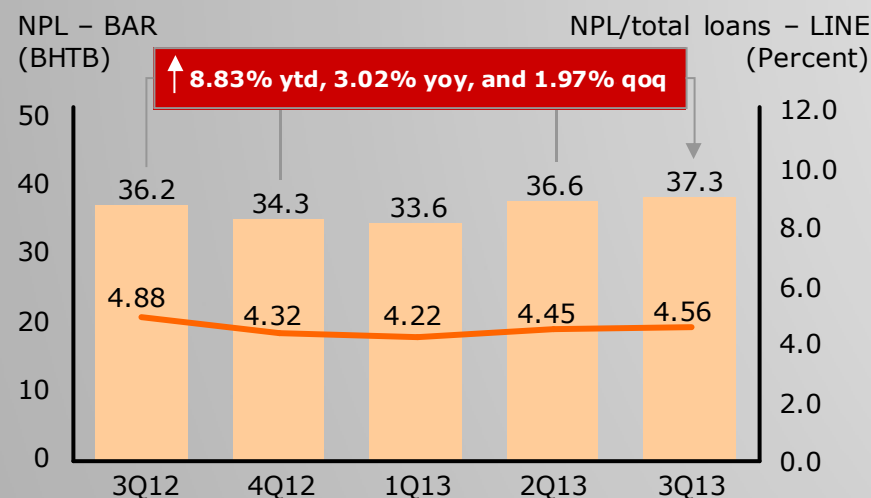
NPL Management



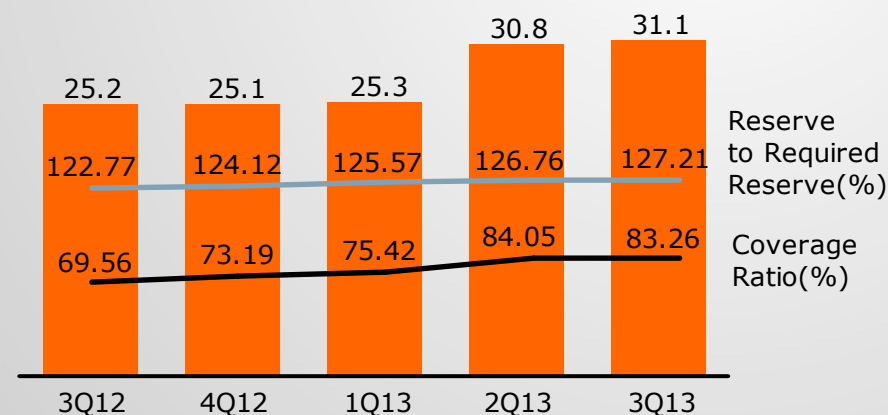
Group NPLs and Reserve

NPL Management

Group's NPL vs. NPL to Total Loans



Group's Reserve (BTHB)



Highlights

- 3Q13 NPL ratio was at 4.56%, an increase from 4.32% at the end of 2012. The increase in NPLs was mainly due to the NPL from corporate clients in 2Q13 for which TBANK has fully provided provision since last year. Also, the economic slowdown in this year caused the increase in NPL of hire purchase loans
- The Group has still had sufficient reserve with fully collateralized
- The additional provision of 5,380 MTHB has been provided in 2Q13, resulting in the increase in coverage ratio which accounted for 83.26% at the end of 3Q13
- Reserve to required reserve increased to 127.21%

Source: Company data

3Q13 Financial Highlights

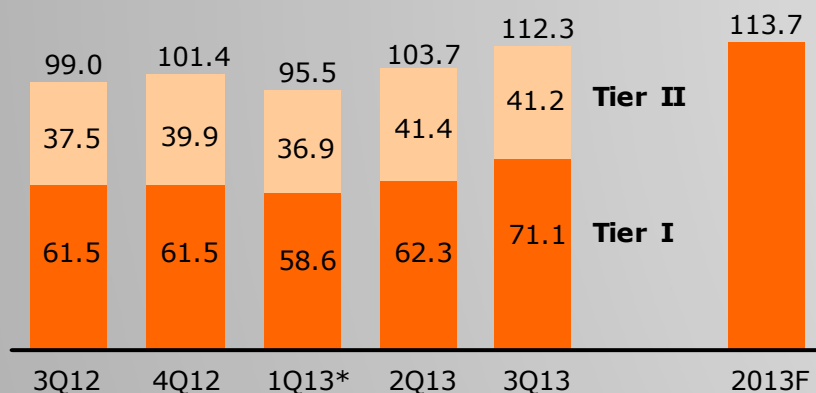
Capital Planning



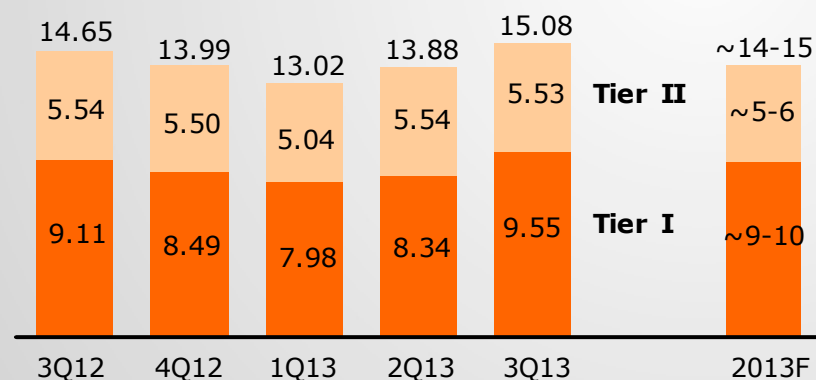
Capital Adequacy

Capital Planning

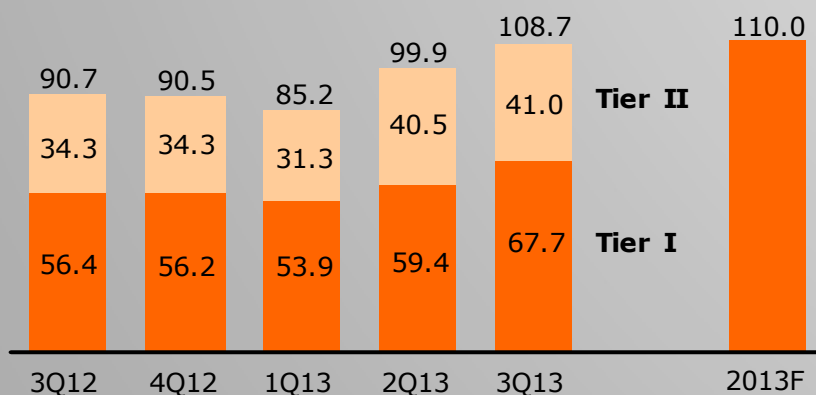
TBANK's Capital (Solo Basis) (BTHB)



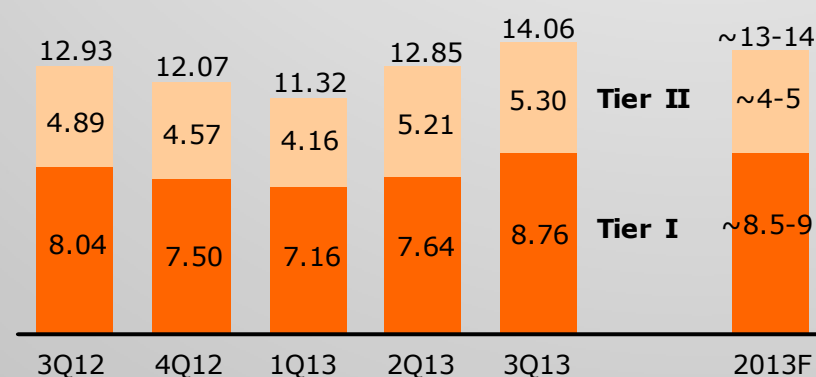
TBANK's BIS Ratio (Solo Basis) (Percent)



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



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



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



Financial Highlights

Performance parameters		3Q12A Restated	2Q13A	2Q13A (excl. TLIFE)	3Q13A
Profitability	EPS (THB)	1.00	3.29	1.06	1.38
	ROAE	12.14%	36.33%	11.68%	14.63%
	ROAA	1.01%	3.00%	0.92%	1.15%
	Spread	2.47%	2.52%	2.52%	2.49%
	Non-interest Income Ratio*	38.25%	70.30%	33.16%	36.76%
	Cost to Income Ratio*	57.16%	24.77%	55.75%	49.46%
Asset Quality	NPL Ratio	4.88%	4.45%	4.45%	4.56%
	Credit Cost	0.59%	3.27%	0.65%	0.82%

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



Comparison to Targets

Performance parameters		2012A Restated	2013F***	9M13A	9M13A (excl. TLIFE)
Profitability	ROAE	13.37%	12.50-15.00%	22.85%	14.63%
	ROAA	1.05%	1.10%	1.84%	1.14%
	Spread	2.51%	2.50-2.70%	2.52%	2.52%
	Non-interest Income Ratio*	37.03%	35.00%	54.93%	37.13%
	Cost to Income Ratio*	59.19%	55.00%	36.57%	51.01%
Loans	Loan Growth	18.56%	10.00%	4.29%	4.29%
Deposits	CASA Ratio**	35.71%	35.00-40.00%	35.00%	35.00%
Asset Quality	NPL Ratio	4.32%	4.00%	4.56%	4.56%
	Credit Cost	0.36%	0.60%	1.59%	0.71%

Note: *Net of insurance expenses, **CASA Ratios including debt issued and borrowings of 2012 and 9M13 were at 31.63% and 30.53% 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	3Q12*	4Q12*	1Q13	2Q13	3Q13	Consolidated statements of financial position	31-Dec-12	30-Sep-13
Interest income	12,488	12,975	13,126	13,360	13,627	Cash	15,181	12,606
Interest expense	6,685	6,810	6,815	6,796	6,950	Interbank and money market items-interest	62,433	51,566
Net interest income	5,803	6,165	6,311	6,564	6,677	Interbank and money market items-no interest	9,545	3,204
Fees and service income	1,693	1,908	2,246	2,270	2,138	Net Interbank and MM	71,978	54,770
Fees and service expenses	376	383	444	464	494	Net investments	150,649	147,659
Net fees and service income	1,317	1,525	1,802	1,806	1,644	Net Investment in associated companies	1,807	2,444
Gain (loss) on tradings and foreign exchange transactions	179	206	168	(23)	117	Loans and receivables	813,483	849,337
Gain on Investment	258	144	210	12,418	175	Accrued interest receivables	1,073	934
Share of income from investment in associated	79	53	405	97	250	Deferred revenue	(58,153)	(61,625)
Dividend income	298	31	203	29	342	Allowance for doubtful accounts	(24,891)	(30,848)
Gain (loss) on properties foreclosed and other assets	320	145	313	144	168	Net loans and accrued interest receivables	731,512	757,798
Insurance premium income	1,596	1,648	1,684	1,788	1,638	Properties foreclosed - net	9,915	9,112
Other operating income	517	705	425	291	601	Intangible assets - net	4,295	3,903
Total operating income	10,367	10,622	11,521	23,114	11,612	Goodwill	16,461	16,659
Insurance expenses	1,088	1,272	1,116	1,053	1,053	Other assets	26,274	22,341
Net operating income	9,279	9,350	10,405	22,061	10,559	Total assets	1,028,072	1,027,292
Personnel expenses	2,588	2,451	2,668	2,794	2,623	Deposits	693,421	702,334
Premises and equipment expenses	783	817	732	749	755	Interbank and money market items-interest	85,545	79,956
Taxes and duties	221	233	231	215	221	Interbank and money market items-no interest	2,232	1,502
Directors' remuneration	7	7	7	42	8	Net interbank and money market items	87,777	81,458
Other expenses	1,773	2,262	1,526	1,676	1,615	Debt issued and borrowings	89,506	102,804
Total operating expenses	5,372	5,770	5,164	5,476	5,222	- Short-term	23,900	33,077
Impairment loss of loans and debt securities	(1,100)	(896)	(1,365)	(6,726)	(1,687)	- Long-term	65,606	69,727
Profit before corporate income tax	2,807	2,684	3,876	9,859	3,650	Insurance contract liabilities	39,632	15,011
Income Tax	(531)	(612)	(710)	(2,189)	(682)	Other liabilities	32,502	33,232
Profit after tax	2,276	2,072	3,166	7,670	2,968	Total liabilities	942,838	934,839
Profit from discontinued operations	120	296	312	42	-	Company shareholders' equity	43,586	45,755
Profit for the period	2,396	2,368	3,478	7,712	2,968	Non-controlling interest	41,648	46,698
Net profit of the Company	1,275	1,259	1,953	4,078	1,661	Shareholders' equity	85,234	92,453
						Total liabilities & shareholders' equity	1,028,072	1,027,292

Note: *Restated; 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

Source: Company data

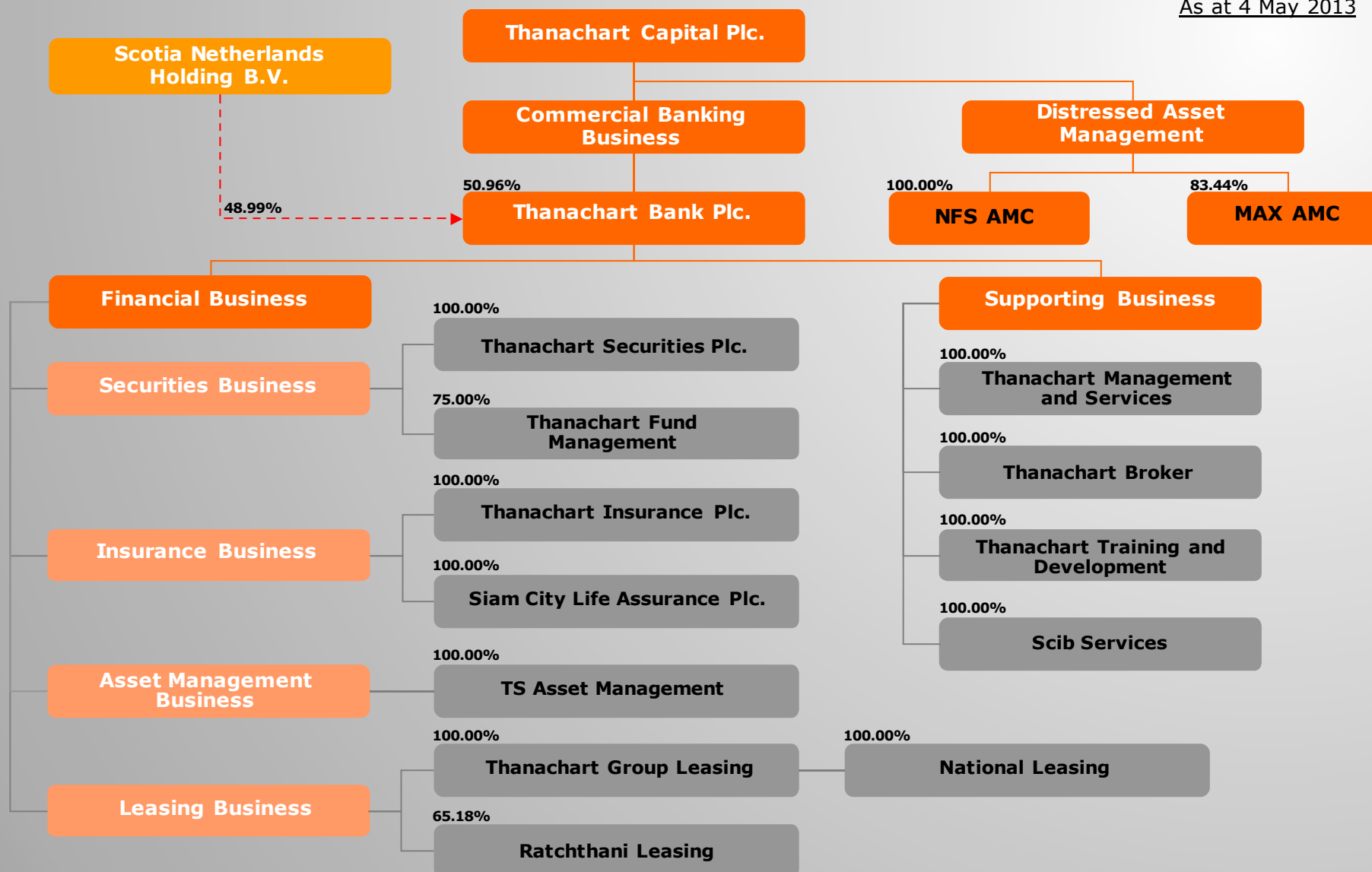
Key Product Offerings

- 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)	3Q13 (Post-SCIB)
Customers	1.4M	4.1M
Branches	256	622
ATMs	401	2,049

Group Structure

As at 4 May 2013



Source: Company data



Investor Relations

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for ***Growth***



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