

Analyst Meeting

Statements Unaudited

Information as of 31 December 2017



Contents

1

TGroup 2017 Financial Highlights

2

TBANK 2017 Financial Highlights

3

2018 Financial Targets

4

Appendix



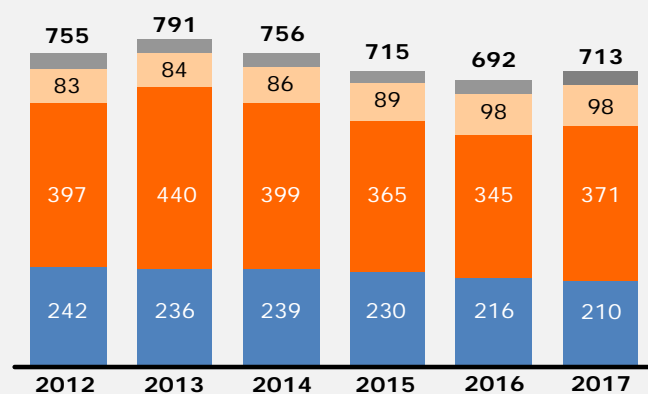
TGroup 2017 Financial Highlights

4Q17 & 2017 Overview

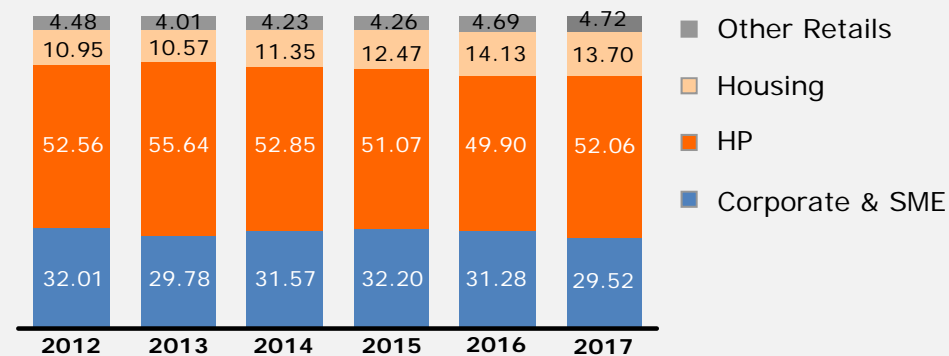
- **Loans continued to grow**
 - Loans grew 1.86% q-q and 2.99% y-y
- **Strong 4Q17 & 2017 results**
 - 4Q17 TGroup net profit up 8.28% q-q and 14.22% y-y
 - 2017 TGroup net profit up 16.43% y-y
 - 4Q17 TBANK net profit up 3.99% q-q, up 12 quarters
- **Asset quality is under control**
 - TGroup NPL ratio = 2.40%, from 2.41% at 4Q16
 - TBANK NPL ratio= 2.30%
- **Capital position remains strong**
 - 4Q17 TBANK BIS Ratio was at 18.94% with Tier I of 14.81%

TGroup's Loans Portfolio

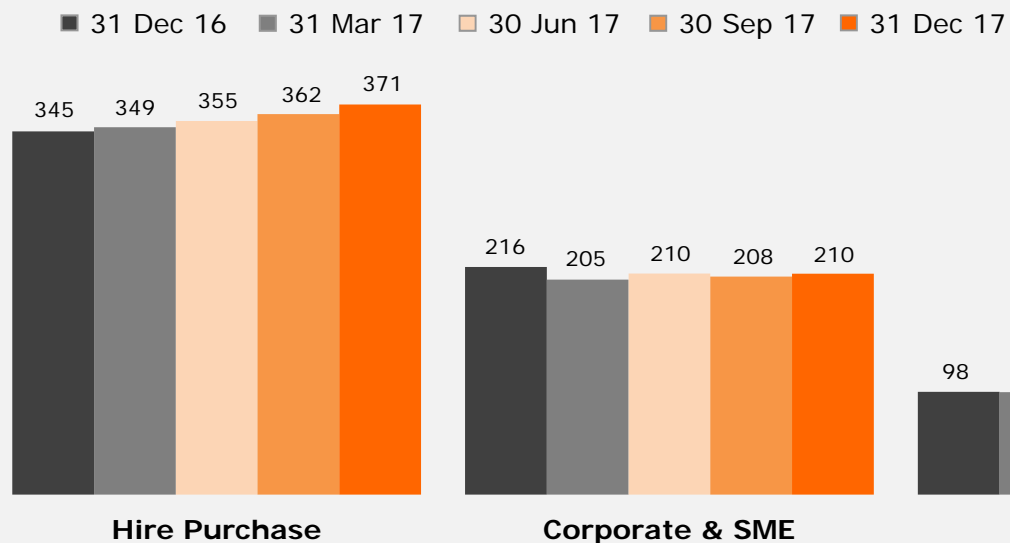
TGroup Loans Breakdown (BTHB)



TGroup Loans Breakdown (Percent)



TGroup Loans Breakdown by Quarter (BTHB)



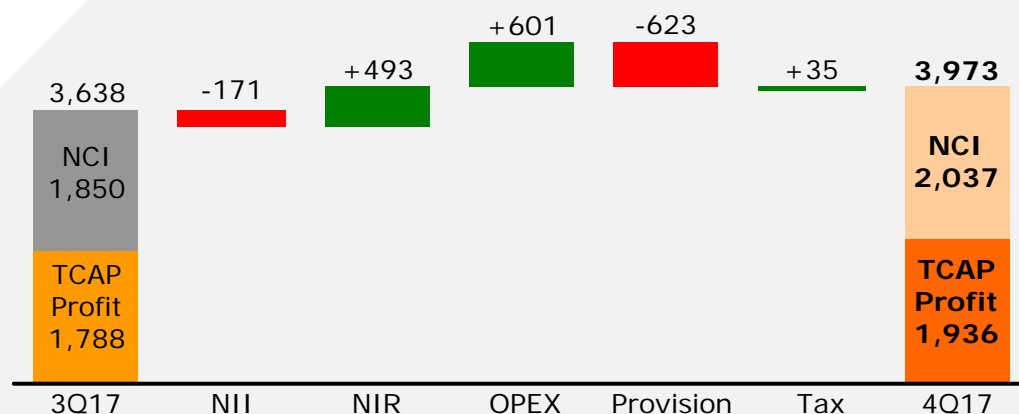
Loans grew **1.86%** q-q and **2.99%** y-y

- HP grew **2.52%** q-q and **7.44%** ytd
- Corporate & SME grew **1.48%** q-q and **-2.78%** ytd
- Housing grew **-0.60%** q-q and **-0.08%** ytd
- Other retails grew **4.34%** q-q and **3.46%** ytd

Loans (MTHB)	2016	3Q17	4Q17
Total Loans	692,046	699,751	712,761

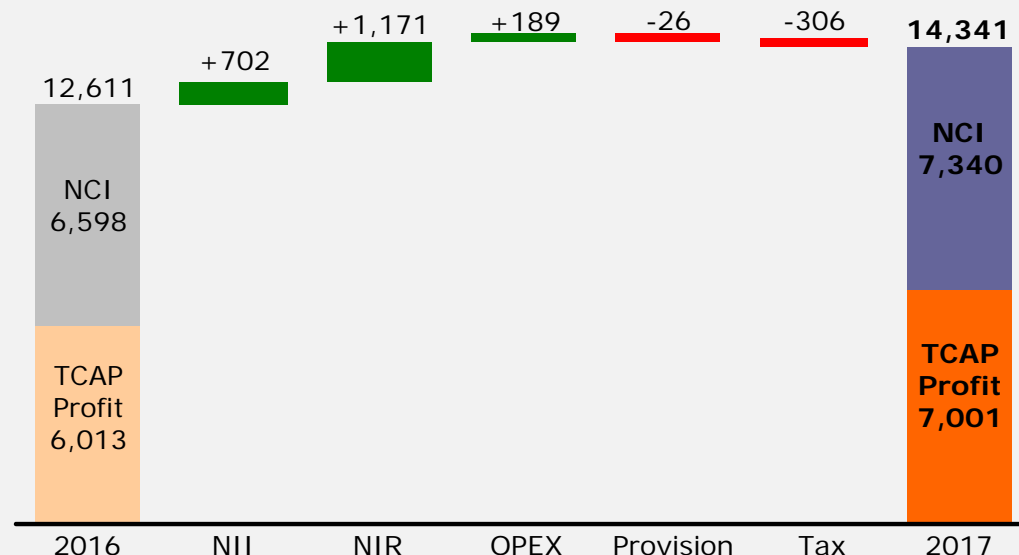
TGroup: Profit Movement

Movement of Total Profit 4Q17 VS 3Q17 (MTHB)



- Group profit increased by 335 MTHB or 9.21%
- TCAP profit increased by 148 MTHB or 8.28%
- NII decreased by 171 MTHB or 2.28%. Spread dropped from 2.96% to 2.87%
- NIR increased by 493 MTHB or 14.49% from:
 - Net fees & service income increased 218 MTHB
 - Gains on investments increased 195 MTHB
 - Net insurance premium increased 70 MTHB
- OPEX decreased by 601 MTHB or 11.47% from effective cost management
- Provision increased by 623 MTHB or 36.73%. This was to maintain coverage ratio at more than 130%

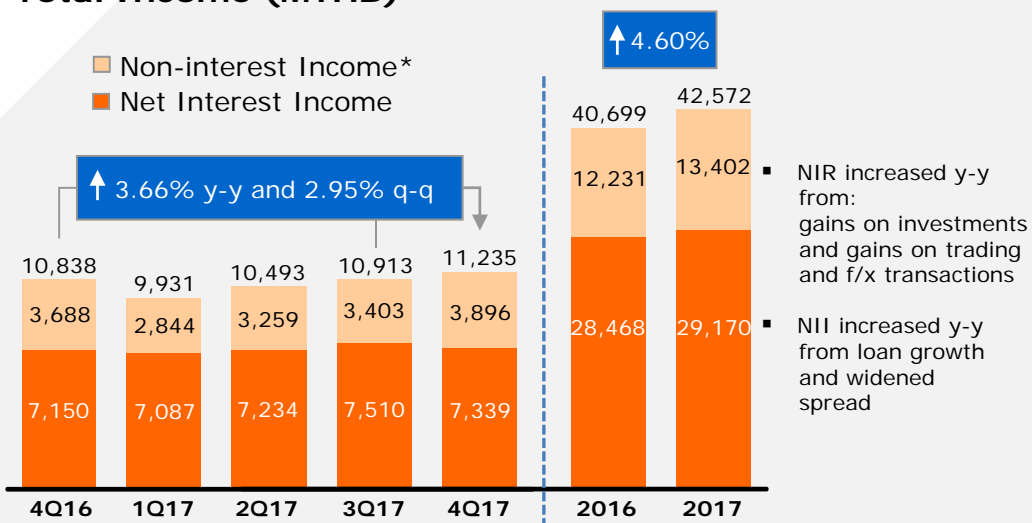
Movement of Total Profit 2017 VS 2016 (MTHB)



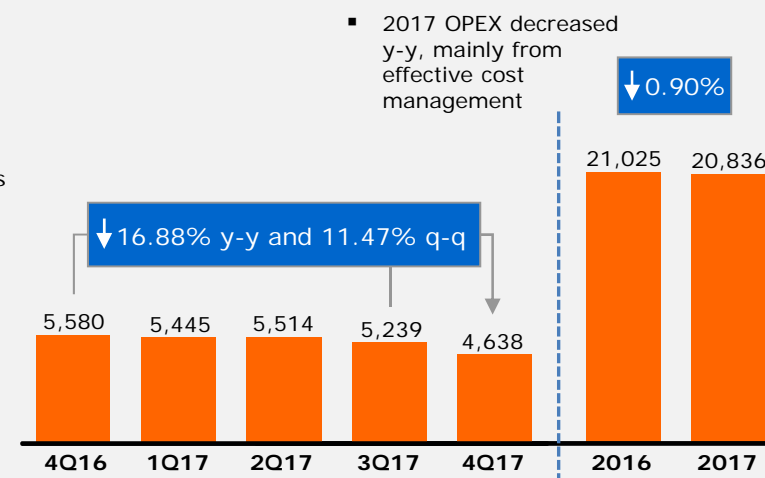
- Group profit increased by 1,730 MTHB or 13.72%
- TCAP profit increased by 988 MTHB or 16.43%
- NII increased by 702 MTHB or 2.47% from loan growth and effective cost of fund management (Spread increased from 2.86% to 2.90%)
- NIR increased by 1,171 MTHB or 9.57% from:
 - Gains on investments increased 847 MTHB
 - Gains on trading and F/X transactions increased 206 MTHB
- OPEX decreased by 189 MTHB or 0.90% mainly from a decrease in premises and equipment expenses and the effective cost management
- Provision increased by 26 MTHB or 0.42% from effective risk management amid the expansion of loans

TGroup's Financial Highlights

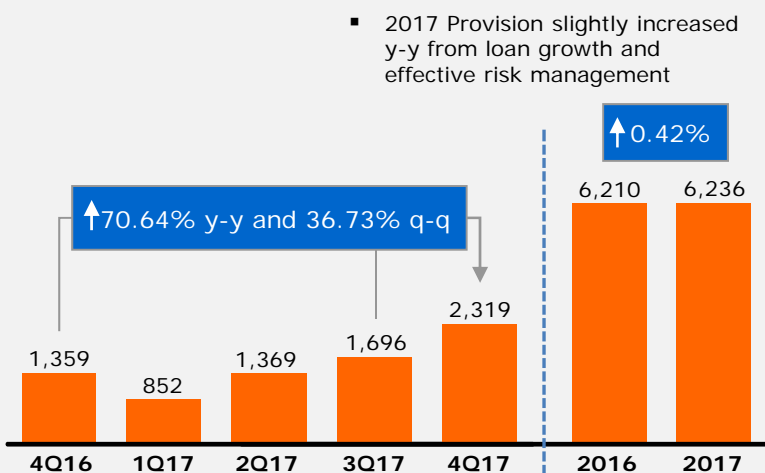
Total Income (MTHB)



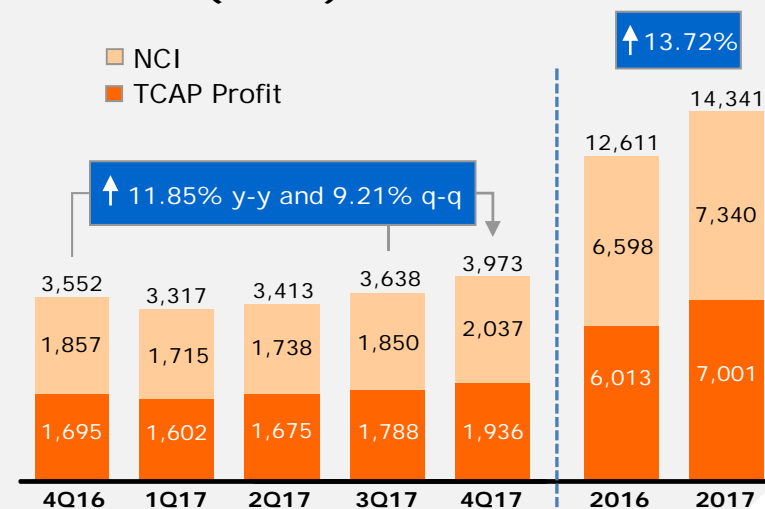
Operating Expenses (MTHB)



Provision (MTHB)



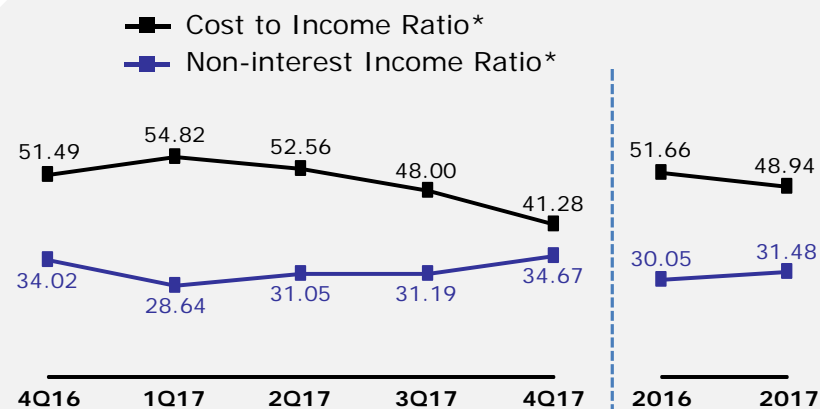
Net Profit (MTHB)



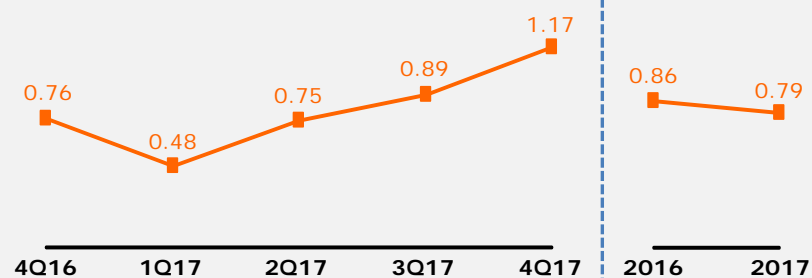
Note: *Net of insurance expenses **From Normal Business Operation; Source: Company data

TGroup's Financial Ratios

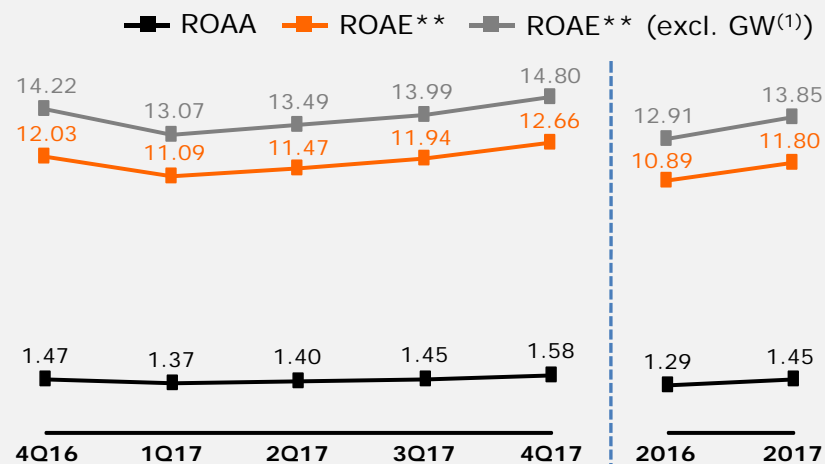
Non-interest Income Ratio* (Percent)
Cost to Income Ratio* (Percent)



Credit Cost (Percent)



ROAA and ROAE (Percent)**



Other Key Ratios (Percent)

Ratios (%)	4Q16	1Q17	2Q17	3Q17	4Q17	2016	2017
Loan Spread	3.81	3.76	3.81	3.92	3.84	3.72	3.83
Interest Spread	2.92	2.89	2.91	2.96	2.87	2.86	2.90
Cost of Fund	1.91	1.88	1.92	1.93	1.89	2.06	1.90
NPL	2.41	2.32	2.26	2.21	2.40		
Coverage	146.8	152.1	142.7	143.1	131.1		
Reserve to Required Reserve	189.2	194.4	176.9	172.0	170.5		

⁽¹⁾Goodwill at the end of 2017 amounted to 17,637 MTHB

Note: *Net of insurance expenses **Excluding non-controlling interest; Source: Company data



TGroup: Comparison to Targets

Performance Parameters		2015A	2016A	2017F	2017A
Profitability	ROAE (excl. NCI)	10.48%	10.89%	11.00-12.00%	11.80%
	ROAE (excl. GW)	12.52%	12.91%		13.85%
	ROAA	1.12%	1.29%	1.30-1.40%	1.45%
	Spread	2.70%	2.86%	2.90-3.00%	2.90%
	Non-interest Income Ratio*	30.49%	30.05%	30.00-31.00%	31.48%
	Cost to Income Ratio*	50.15%	51.66%	51.00-53.00%	48.94%
Loans	Loan Growth	-5.43%	-3.16%	3.00-5.00%	2.99%
Deposits	CASA Ratio**	40.13%	45.58%	45.00-50.00%	42.92%
Asset Quality	NPL Ratio	2.96%	2.41%	< 2.50%	2.40%
	Credit Cost	0.83% (From Normal Business Operation)	0.71% (From Normal Business Operation)	0.60-0.70%	0.79%
	Coverage Ratio	117.16%	146.79%	> 130.00%	131.06%
Capital	TBANK BIS Ratio	17.92%	19.15%	> 18.00%	18.94%

Note: *Net of insurance expenses **CASA Ratio excludes debt issued and borrowings; Source: Company data

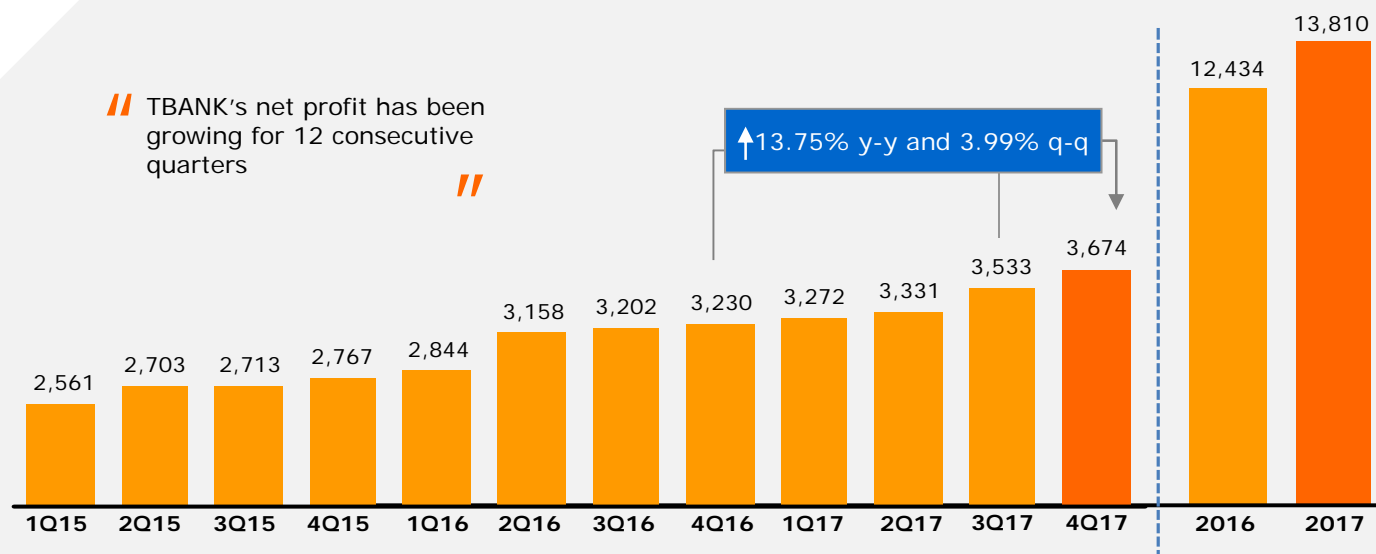


TBANK 2017 Financial Highlights

TBANK's Performance

TBANK Consolidated Net Profit* (MTHB)

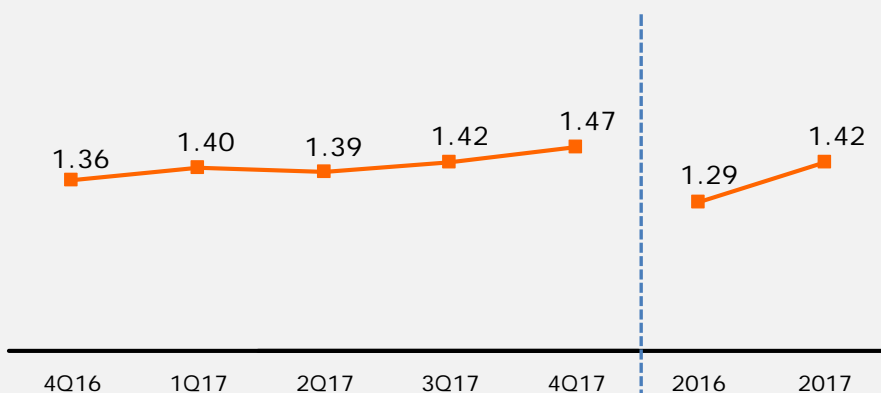
// TBANK's net profit has been growing for 12 consecutive quarters //



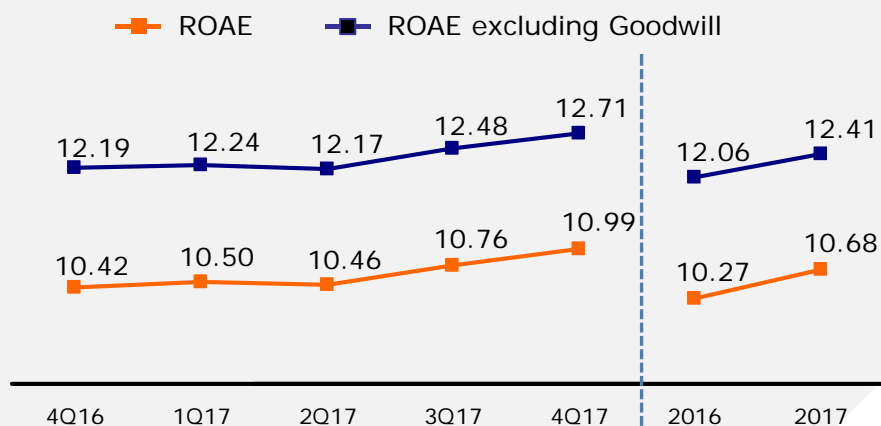
TBANK's core businesses **grew strongly** from its strategy of becoming the 'Main Bank' of choice for customers

- **Net Profit** in 2017 increased 11.07% from:
 - NII up 2.43%
 - NIR up 7.89%
 - OPEX down 0.72%
 - Provision down 0.11%
- **ROAA** in 2017 increased to 1.42%
- **ROAE** excluding goodwill in 2017 increased to 12.41%

ROAA (Percent)



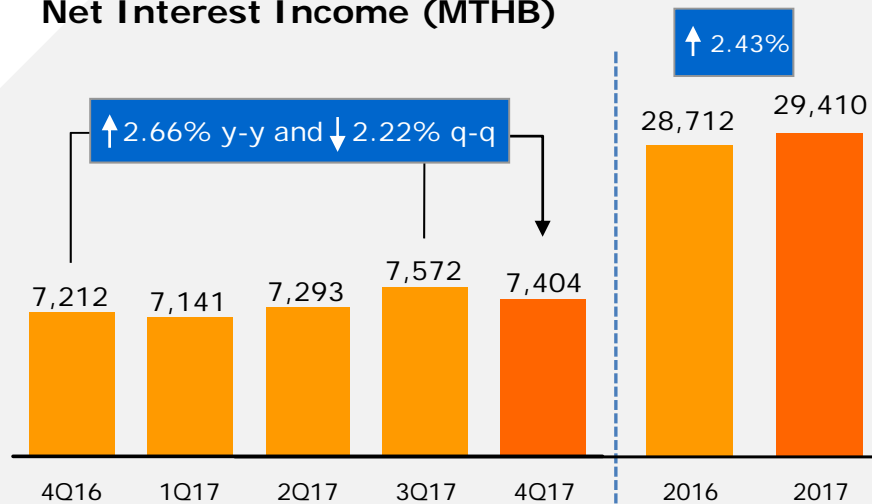
ROAE* (Percent)



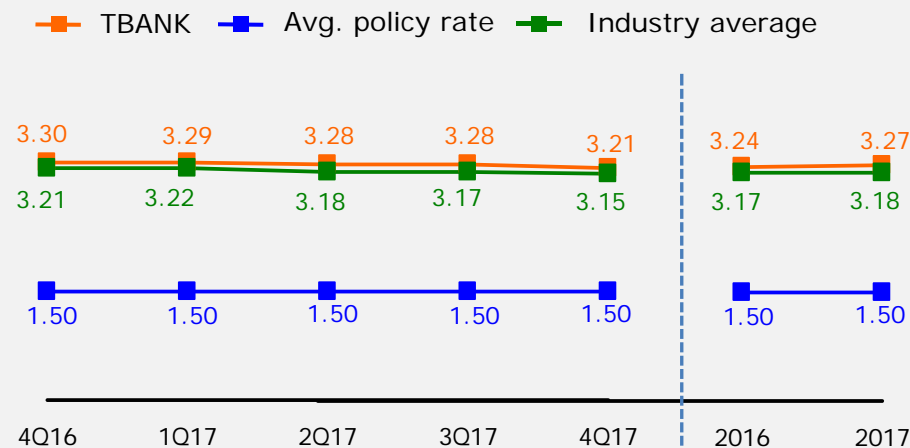
Note: *Excluding non-controlling interest; Source: Company data

TBANK: Net Interest Income

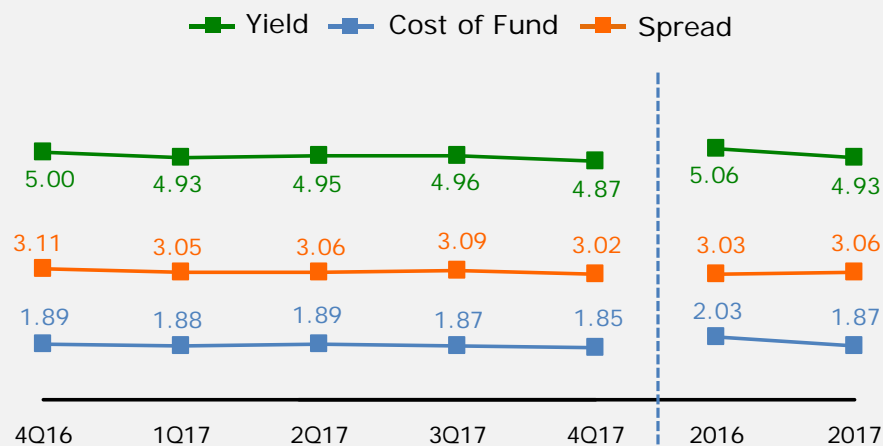
Net Interest Income (MTHB)



Net Interest Margin (Percent)



Yield, Cost of Fund, and Spread (Percent)



Highlights

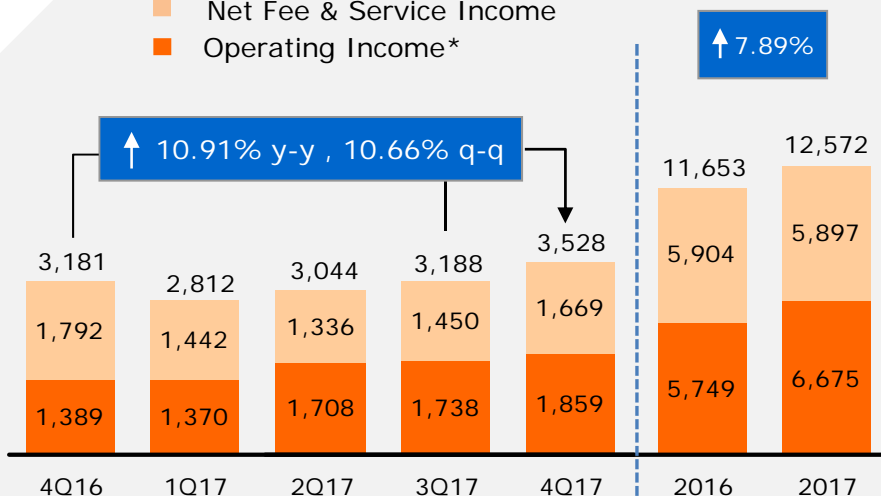
- 4Q17 interest income decreased 227 MTHB or 1.99% q-q from lower yield.
- 4Q17 interest expenses slightly decreased 59 MTHB or 1.54% q-q.
- 4Q17 interest spread was 3.02%, a decrease from 3.09% in 3Q17.
- 2017 interest income dropped 520 MTHB or 1.16% y-y from lower yield on earning asset.
- 2017 interest expenses dropped 1,218 MTHB or 7.53% y-y from lower cost of fund, following liquidity strategy.
- 2017 interest spread was 3.06%, an increase from 3.03% in 2016.

4Q

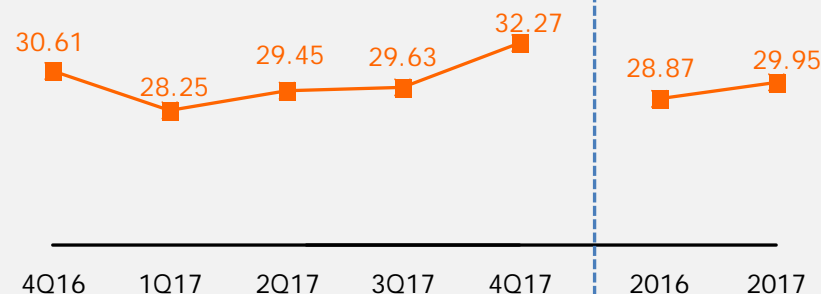
TBANK: Non-interest Income

Non-interest Income (MTHB)

Net Fee & Service Income
Operating Income*



Non-interest Income Ratio* (Percent)



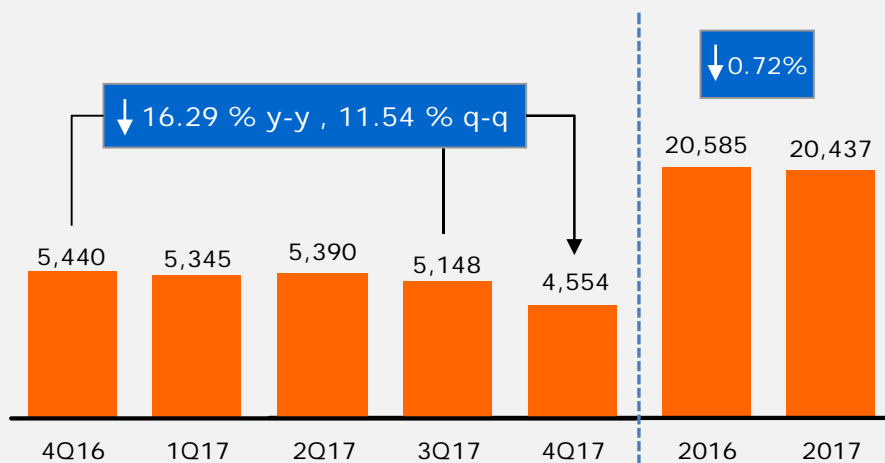
Highlights

- 4Q17 non-interest income increased 340 MTHB or 10.66% q-q, mainly from net fees and service income and gains on investments.
- 4Q17 net fees and service income up 219 MTHB or 15.10% q-q, mainly from fund management fees and brokerage fees.
- 4Q17 operating income increased 121 MTHB or 6.96% q-q, mainly from gains on investments and gains on trading and F/X.
- 4Q17 non-interest income ratio was 32.27%, an increase from 29.63% in 3Q17.
- 2017 non-interest income grew 919 MTHB or 7.89% y-y. This was due to gains on investments and net insurance premium income.
- 2017 net fees and service income down 7 MTHB or 0.12% y-y, mainly from brokerage fees.
- 2017 operating income grew 926 MTHB or 16.11% y-y. This was mainly from gains on investments and net insurance premium income.
- 2017 non-interest income ratio was 29.95%, an increase from 28.87% in 2016.

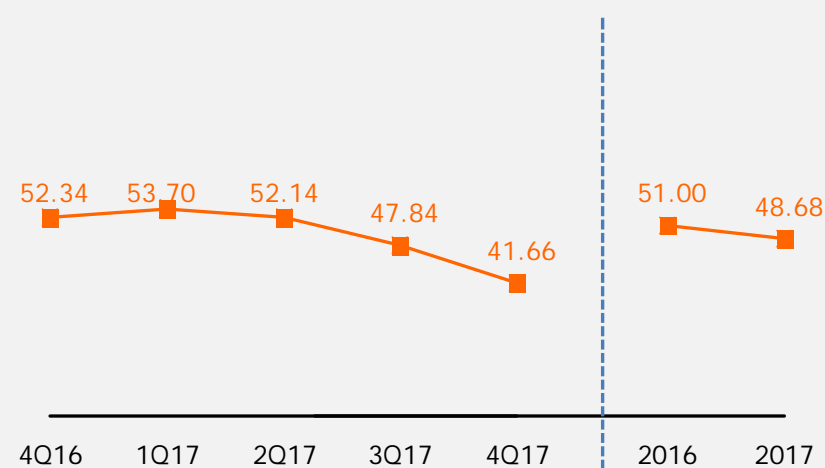
Note: *Net of insurance expenses; Source: Company data

TBANK: Operating Expenses

Operating Expenses (MTHB)



Cost to Income Ratio* (Percent)



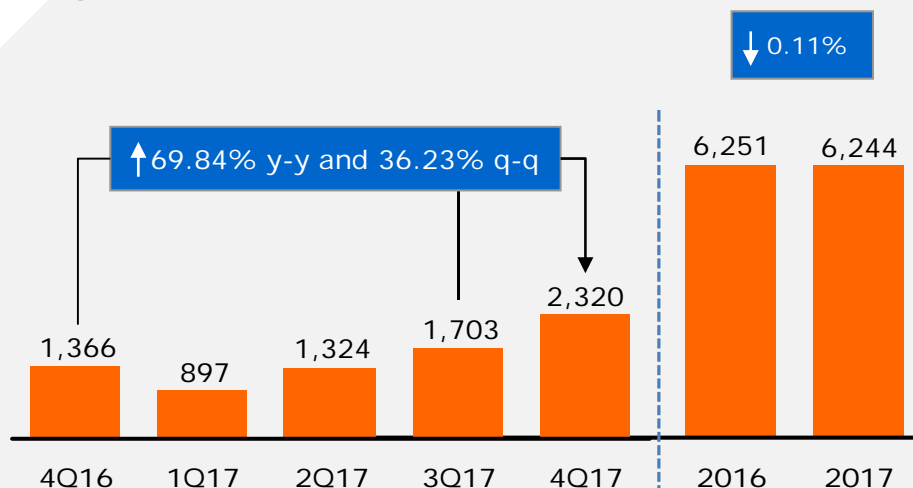
Highlights

- **4Q17 operating expenses** decreased 594 MTHB or 11.54% q-q, mainly from an efficient operating expenses management.
- **4Q17 cost to income** was 41.66%, a decrease from 47.84% in 3Q17.
- **2017 operating expenses** decreased 148 MTHB or 0.72% y-y, mainly from the expenses related to premises and equipment and improvement in productivity.
- **2017 cost to income** was 48.68%, a decrease from 51.00% in 2016.

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

TBANK: Provision Expenses

Impairment Loss of Loans (MTHB)



Credit Cost (Percent)



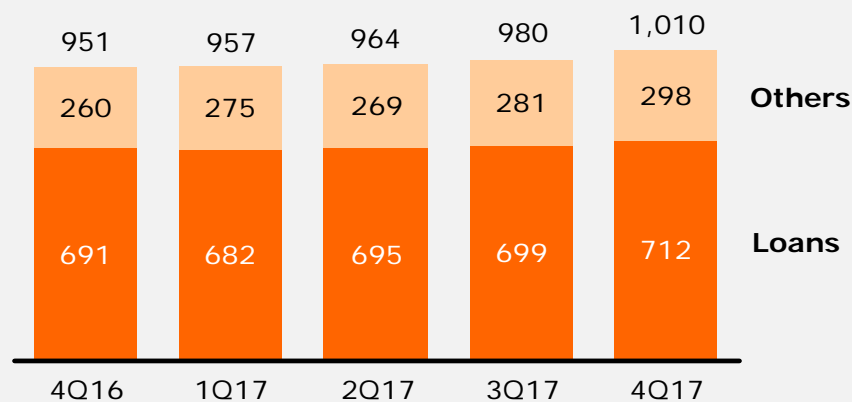
Highlights

- **4Q17 provision expenses** increased 36.23% q-q. This was due to growing loan volume and maintaining coverage ratio not less than 130% to be close to the industry's average.
- **4Q17 credit cost** was 1.17%, an increase from 0.89% in 3Q17.
- **2017 provision expenses** decreased 0.11% from an effective management in asset quality amidst growing loan volume.
- **2017 credit cost** was 0.79%, a decrease from 0.87% in 2016 from growing loan base.

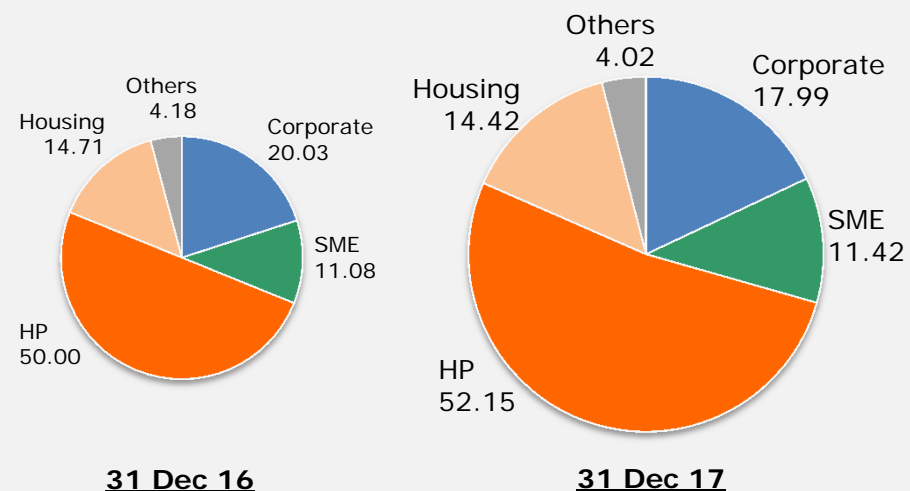
4.0

TBANK: Assets

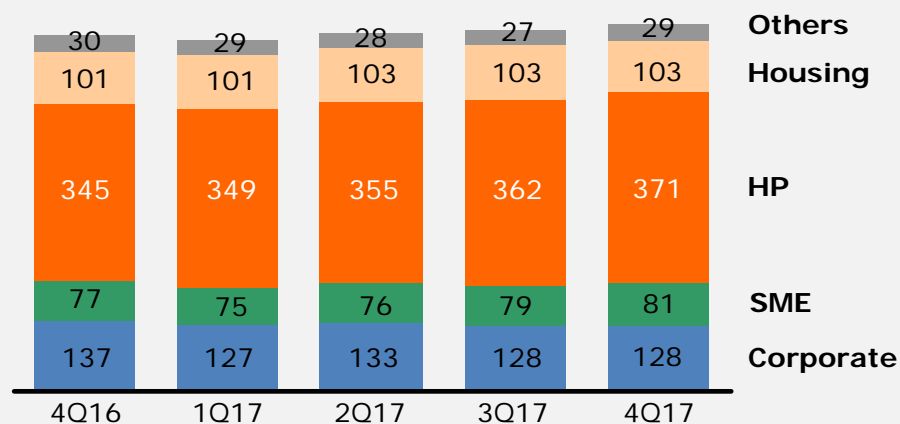
Assets (BTHB)



Loans Breakdown (Percent)



Loans Breakdown (BTHB)

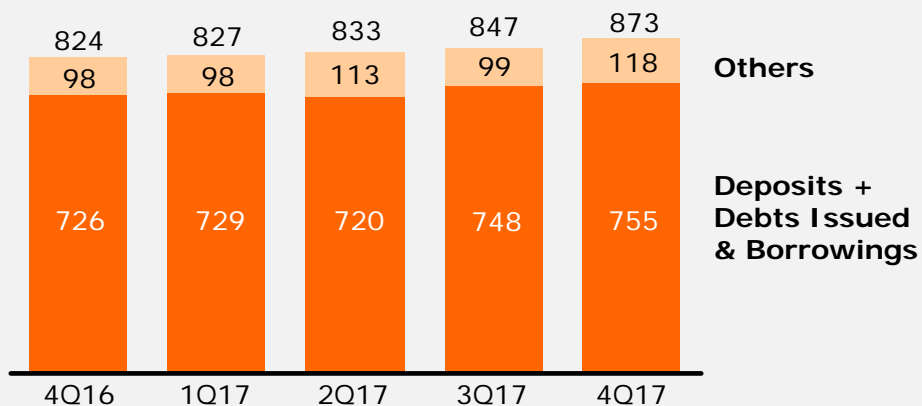


Highlights

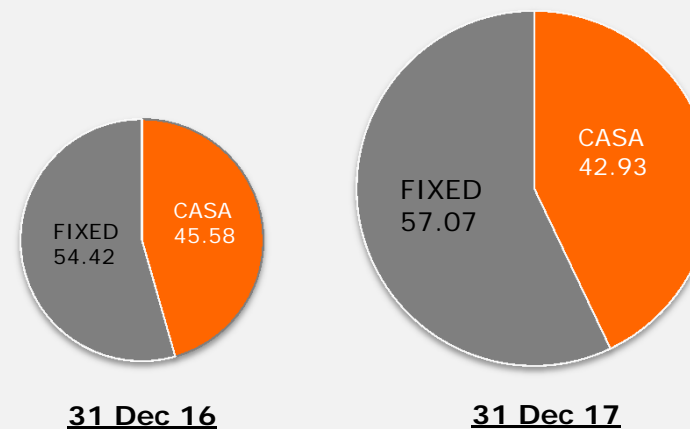
- 2017 Asset increased by 6.21% from the end of 2016.
- 2017 Loans increased by 3.01% from the end of 2016, due mainly to the following
 - HP increased by 7.43%
 - SME increased by 6.13%
- The proportion of retail to corporate and SME loan was 71 : 29.

TBANK: Liabilities

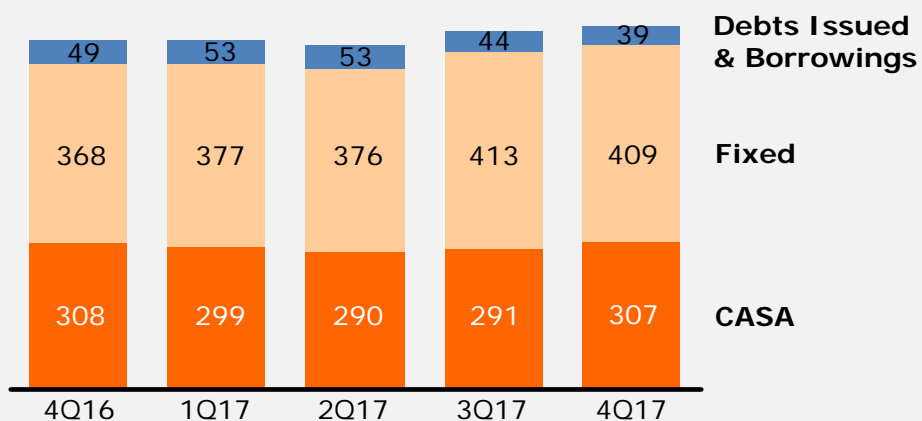
Liabilities (BTHB)



Deposits Breakdown (Percent)



Deposits + Debts Issued & Borrowings (BTHB)



Highlights

- **2017 Deposits** increased by 5.87% from the end of last year. This was mainly from an increase in long-term deposits in order to support the growth of hire purchase loans.
- **2017 CASA to total deposit portion** was 42.93%, a decline from 45.58% at the end of last year.
- In 2H17, TBANK has early redeemed subordinated debentures in the total amount of 12,516 MTHB.
- Moreover, the Bank continued to maintain strong Liquidity Coverage Ratio (LCR) of more than 100% which was much higher than the requirement of the Bank of Thailand.

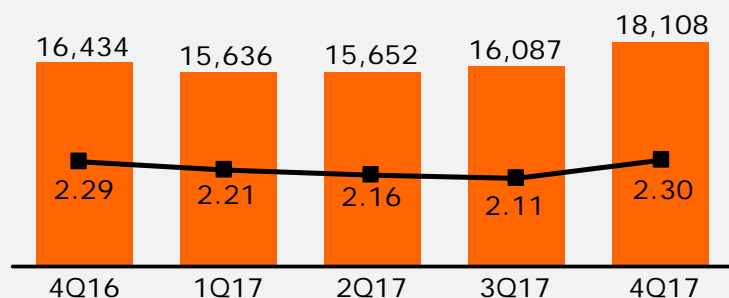
TBANK: NPLs and Reserve

TBANK's NPL vs. NPL to Total Loans

TBANK Consolidated

■ NPL (MTHB) ■ NPL to Total Loans (%)

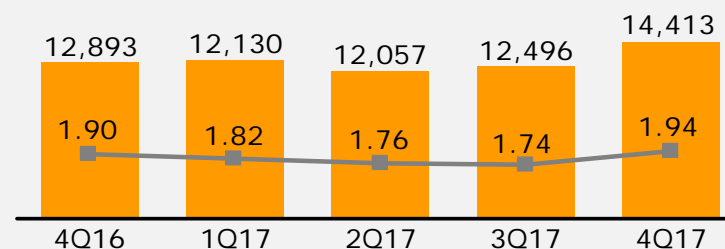
- 4Q17 NPLs increased from a default of corporate client



TBANK Only

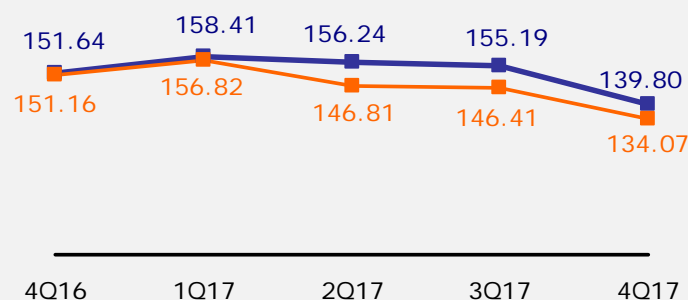
■ NPL (MTHB) ■ NPL to Total Loans (%)

- NPL to total loans of TBANK Only still was at a very low level



Coverage Ratio (Percent)

■ TBANK Consol. ■ TBANK Only



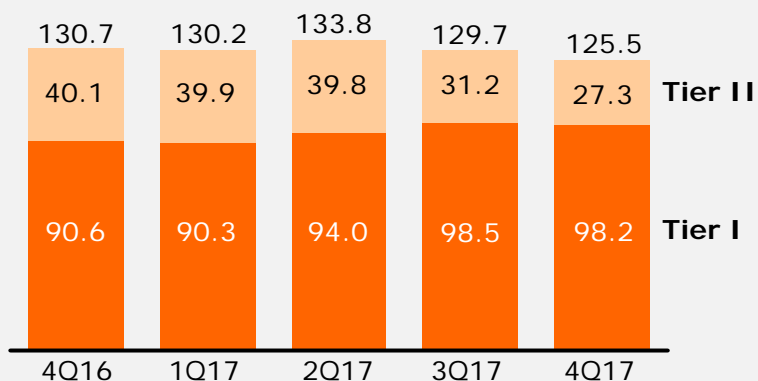
Reserve (MTHB)

TBANK (Consol.)	4Q16	1Q17	2Q17	3Q17	4Q17
Reserve	24,841	24,520	22,978	23,552	24,278
Excess Reserve	11,928	12,146	10,199	10,059	10,237
Reserve to Required Reserve by BOT (%)	192.38	198.15	179.82	174.55	172.91

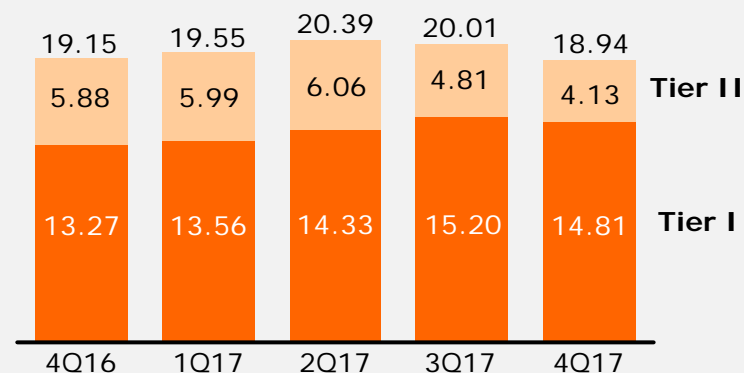
TBANK Only	4Q16	1Q17	2Q17	3Q17	4Q17
Reserve	19,550	19,216	18,837	19,392	20,149
Excess Reserve	9,883	10,115	9,447	9,318	9,632
Reserve to Required Reserve by BOT (%)	202.23	211.14	200.61	192.49	191.59

Capital Adequacy

TBANK's Capital (Solo Basis) (BTHB)

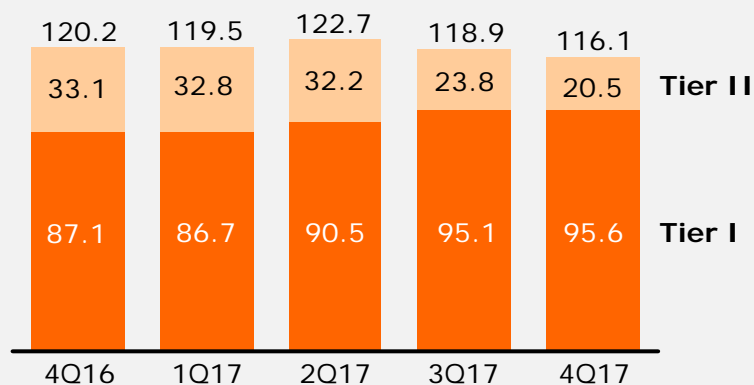


TBANK's BIS Ratio (Solo Basis) (Percent)

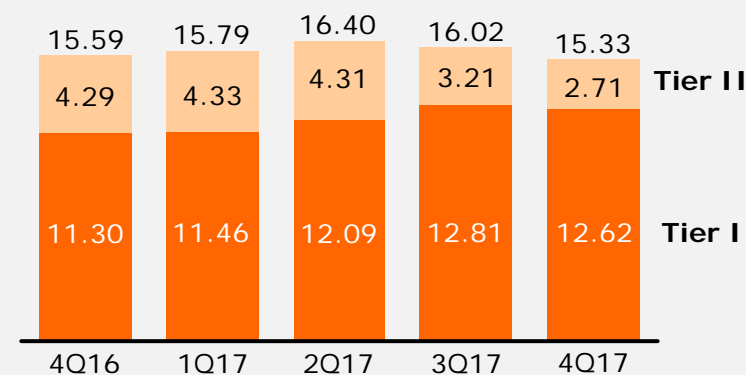


As the Bank focused on strengthening the capital position, BIS ratio of the Bank has been growing as evidenced by an industry leading level of 18.94% at the end of 4Q17. Moreover, TBANK has early redeemed Tier II of 12,516 MTHB in 2017.

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



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



On consolidated level, TCAP's BIS Ratio is considered strong and sufficient to expand its business in long run.



2018 Financial Targets

TGroup: 2018 Financial Targets

Performance Parameters		2016A	2017A	2018F
Profitability	ROAE (excl. NCI)	10.89%	11.80%	11.00-12.00%
	ROAE (excl. GW)	12.91%	13.85%	
	ROAA	1.29%	1.45%	1.40-1.50%
	Spread	2.86%	2.90%	2.90-3.00%
	Non-interest Income Ratio*	30.05%	31.48%	30.00-31.00%
	Cost to Income Ratio*	51.66%	48.94%	47.00-49.00%
Loans	Loan Growth	-3.16%	2.99%	> 5.00%
Deposits	CASA Ratio**	45.58%	42.92%	45.00%
Asset Quality	NPL Ratio	2.41%	2.40%	< 2.50%
	Credit Cost	0.71%	0.79%	0.60-0.70%
	Coverage Ratio	146.79%	131.06%	> 130.00%
Capital	TBANK BIS Ratio	19.15%	18.94%	> 18.00%

Note: *Net of insurance expenses **CASA Ratio excludes debt issued and borrowings; Source: Company data



Appendix

Detailed Group's Financial Info.

Consolidated statements of comprehensive income	4Q16	1Q17	2Q17	3Q17	4Q17
Interest income	10,988	10,849	11,092	11,485	11,255
Interest expenses	3,838	3,762	3,858	3,975	3,916
Net interest income	7,150	7,087	7,234	7,510	7,339
Fees and service income	2,543	2,238	2,094	2,257	2,508
Fees and service expenses	760	798	760	808	841
Net fees and service income	1,783	1,440	1,334	1,449	1,667
Gains on tradings and foreign exchange transactions	33	185	144	162	174
Gains on Investments	211	191	350	586	781
Share of income from investment in associated	84	75	105	89	68
Dividend income	55	89	311	90	67
Insurance premium income	1,723	1,735	1,831	1,878	1,912
Other operating income	410	297	435	333	375
Total operating income	11,449	11,099	11,744	12,097	12,383
Insurance expenses	611	1,168	1,251	1,184	1,148
Net operating income	10,838	9,931	10,493	10,913	11,235
Personnel expenses	3,136	3,074	3,232	3,024	2,872
Premises and equipment expenses	790	711	704	716	704
Taxes and duties	186	187	182	195	182
Directors' remuneration	9	10	58	12	13
Other expenses	1,459	1,463	1,338	1,292	867
Total operating expenses	5,580	5,445	5,514	5,239	4,638
Impairment loss of loans and debt securities	(1,359)	(852)	(1,369)	(1,696)	(2,319)
Profit before corporate income tax	3,899	3,634	3,610	3,978	4,278
Income Tax	(347)	(317)	(197)	(340)	(305)
Profit for the period	3,552	3,317	3,413	3,638	3,973
Net profit of the Company	1,695	1,602	1,675	1,788	1,936

Consolidated statements of financial position	31-Dec-16	31-Dec-17
Cash	12,077	11,453
Interbank and money market items-interest	43,958	89,206
Interbank and money market items-no interest	4,776	6,712
Net Interbank and MM	48,734	95,918
Net investments	186,928	178,703
Net Investment in associated companies	2,890	2,827
Loans to customers	740,219	767,890
Accrued interest receivables	631	601
Deferred revenue	(48,173)	(55,129)
Allowance for doubtful accounts	(25,155)	(24,518)
Net loans and accrued interest receivables	667,522	688,844
Properties foreclosed - net	4,992	4,747
Intangible assets - net	2,709	2,263
Goodwill	17,439	17,637
Other assets	23,576	23,133
Total assets	966,867	1,025,525
Deposits	676,456	716,091
Interbank and money market items-interest	64,397	80,636
Interbank and money market items-no interest	1,304	1,707
Net interbank and money market items	65,701	82,343
Debt issued and borrowings	61,704	51,596
Insurance contract liabilities	14,589	14,641
Other liabilities	28,566	30,784
Total liabilities	847,016	895,455
Company shareholders' equity	56,891	62,020
Non-controlling interest	62,960	68,050
Shareholders' equity	119,851	130,070
Total liabilities & shareholders' equity	966,867	1,025,525

Source: Company data

Subsidiaries Performance

Subsidiaries	% held	Net Profit (MTHB)						
		4Q16	1Q17	2Q17	3Q17	4Q17	2016	2017
Thanachart Bank Pcl. (Consolidated)		3,230	3,272	3,331	3,533	3,674	12,434	13,810
Thanachart Securities Pcl.	50.96%	215	168	92	134	215	662	609
Thanachart Fund Management	38.22%	84	100	107	107	112	355	426
Thanachart Insurance Pcl.	50.96%	231	216	239	333	263	1,005	1,051
TS AMC	50.96%	(19)	51	76	53	30	189	210
Ratchthani Leasing Pcl.	33.22%	237	246	258	302	320	881	1,126
NFS AMC	100.00%	88	29	14	-	(19)	55	24
MAX AMC	83.44%	34	1	49	5	(10)	92	45
MBK Life Assurance Pcl.	51.00%	291	(9)	(41)	(24)	104	122	30

Investor Relations

Thanachart Capital Public Company Limited

17th Floor, MBK Tower,

444 Phayathai Rd., Wangmai,

Pathumwan, Bangkok 10330

Tel: (662) 613-6107

Fax: (662) 217 - 8312

E-mail: tcap_ir@thanachart.co.th

Website: <http://www.thanachart.co.th/ir.html>

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