

Analyst Meeting

Unaudited Financial Statements

Information as of 31 December 2018



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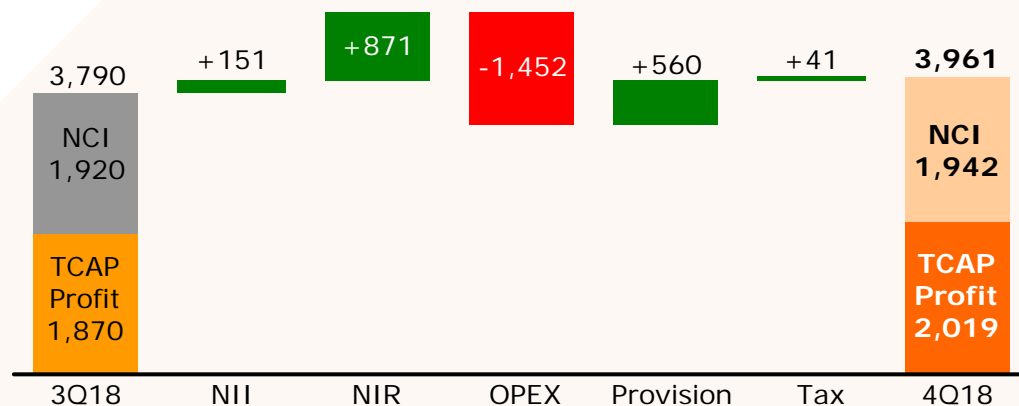
TGroup 4Q18 & 2018 Financial Highlights





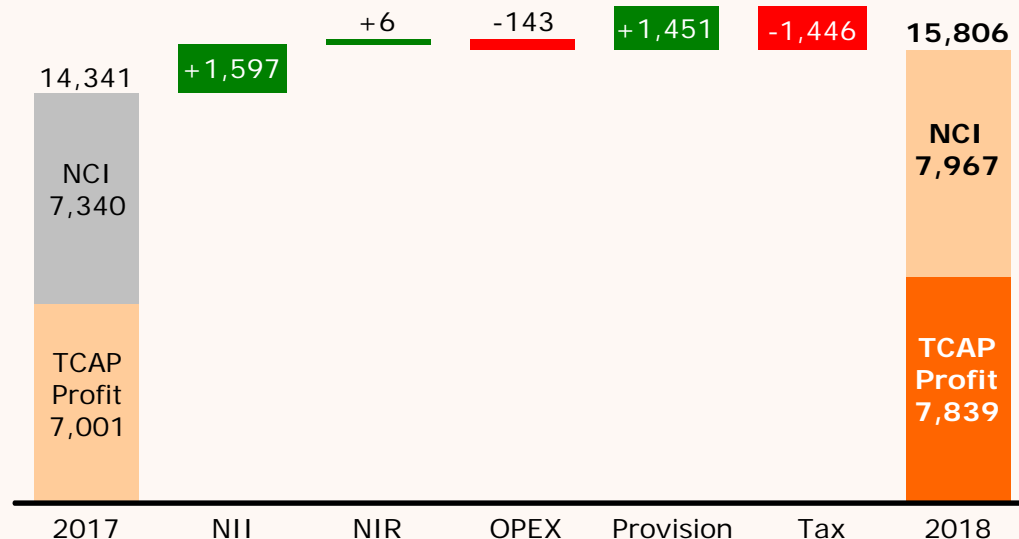
TGroup: Profit Movement

Movement of Total Profit 4Q18 VS 3Q18 (MTHB)



- Group profit increased 171 MTHB or 4.51%
- TCAP profit increased 149 MTHB or 7.97%
- NII increased 151 MTHB or 1.94% from higher loan volume and widen spread. Loans grew 2.37% q-q and spread improved from 2.97% to 2.98%
- NIR increased 871 MTHB or 32.86% mainly from:
 - Higher gains on investments 599 MTHB
 - Higher gains on properties foreclose 233 MTHB
 - Higher net fees income 94 MTHB
- OPEX increased 1,452 MTHB or 32.43%
- Provision decreased 560 MTHB or 45.42%

Movement of Total Profit 2018 VS 2017 (MTHB)



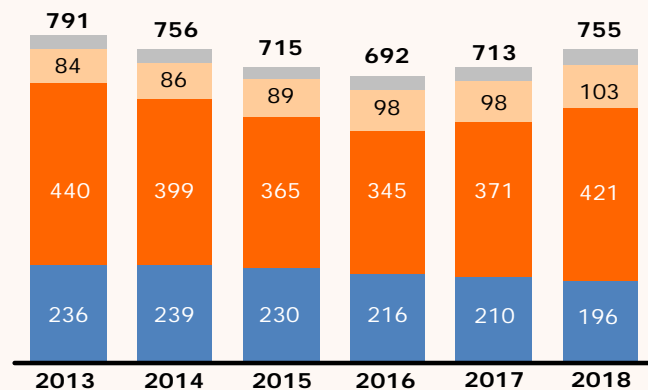
- Group profit increased 1,465 MTHB or 10.22%
- TCAP profit increased 838 MTHB or 11.97%
- NII increased 1,597 MTHB or 5.47% from higher loan volume (+5.87%) and widen spread from 2.90% to 2.94%
- NIR increased 6 MTHB or 0.04% mainly from:
 - Higher net fees and service income 768 MTHB from fund management and insurance commission
 - Higher gains on properties foreclose 536 MTHB
 - Lower gains on investment 1,449 MTHB
- OPEX increased 143 MTHB or 0.69%
- Provision decreased 1,451 MTHB or 23.27%
- Tax increased 1,446 MTHB as TBANK's tax shield was fully utilized in 2Q18 and higher pre-tax profit

Source: Company data

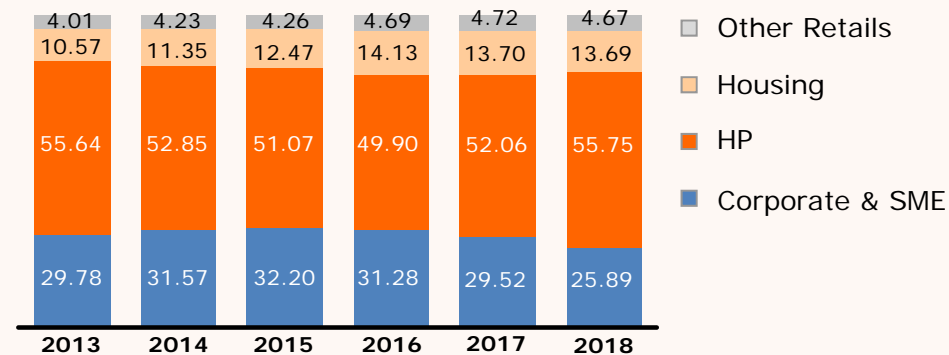


TGroup: Loans Portfolio

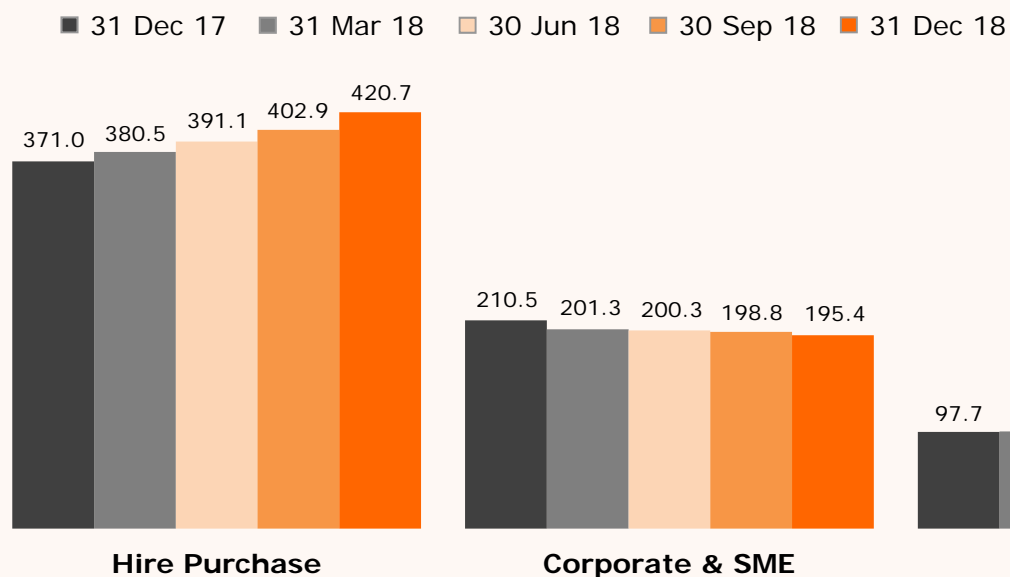
TGroup Loans Breakdown (BTHB)



TGroup Loans Breakdown (Percent)



TGroup Loans Breakdown by Quarter (BTHB)



Loan Growth (Percent)	Q-Q	Y-Y
Hire Purchase	4.42	13.38
Corporate & SME	(1.69)	(7.13)
Housing	2.08	5.74
Other Retails	2.74	4.77
Total Loans	2.37	5.87

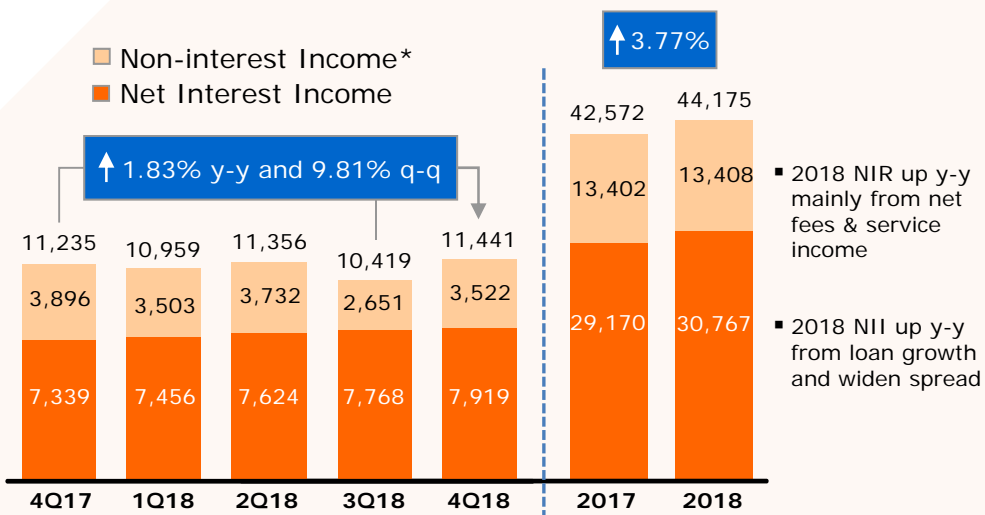
Loans (MTHB)	4Q17	1Q18	2Q18	3Q18	4Q18
Total Loans	712,761	713,693	725,080	737,109	754,613

Source: Company data

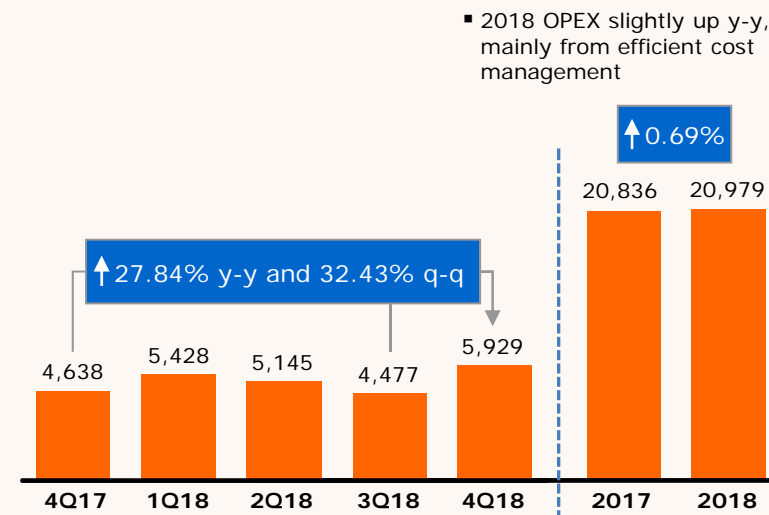


TGroup's Financial Highlights

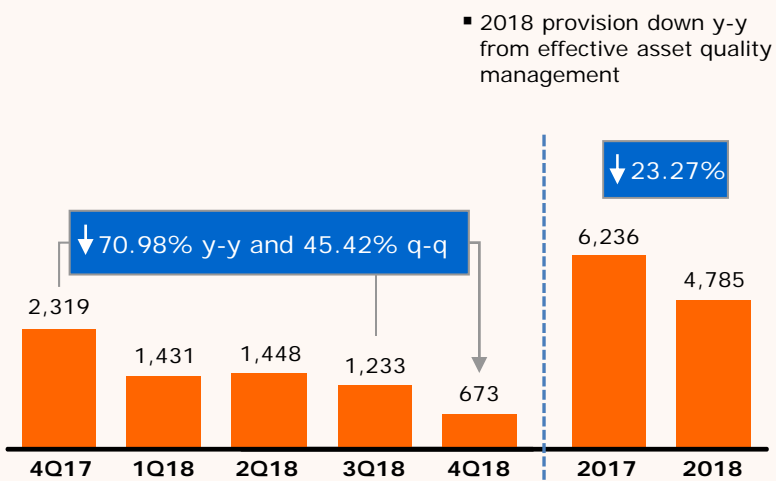
Total Income (MTHB)



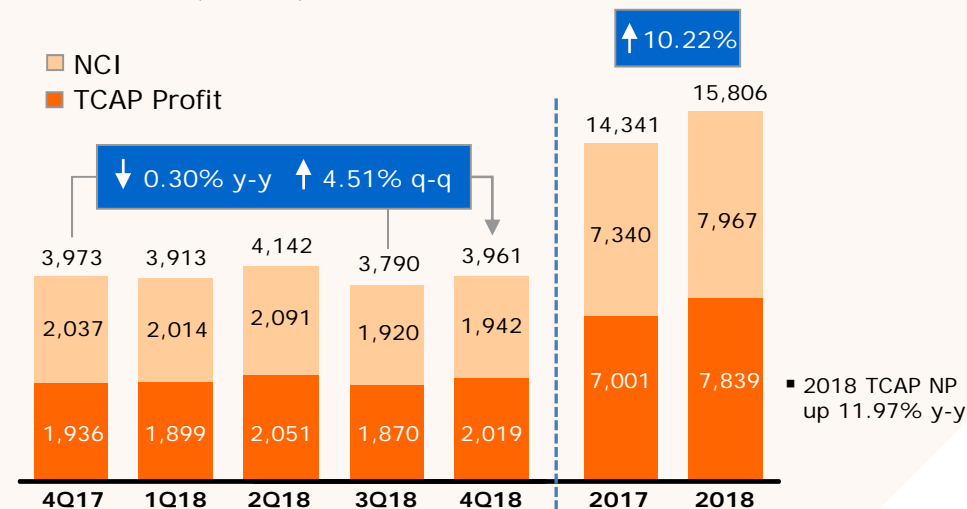
Operating Expenses (MTHB)



Provision (MTHB)



Net Profit (MTHB)

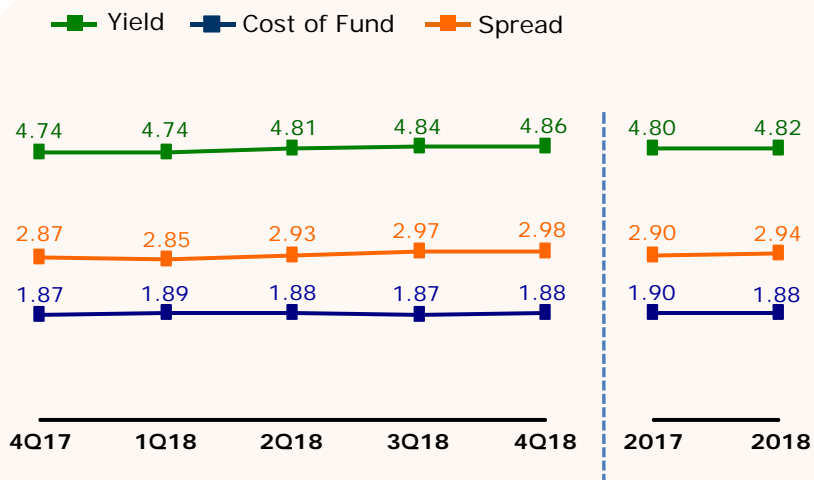


Note: *Net of insurance expenses **From Normal Business Operation; Source: Company data

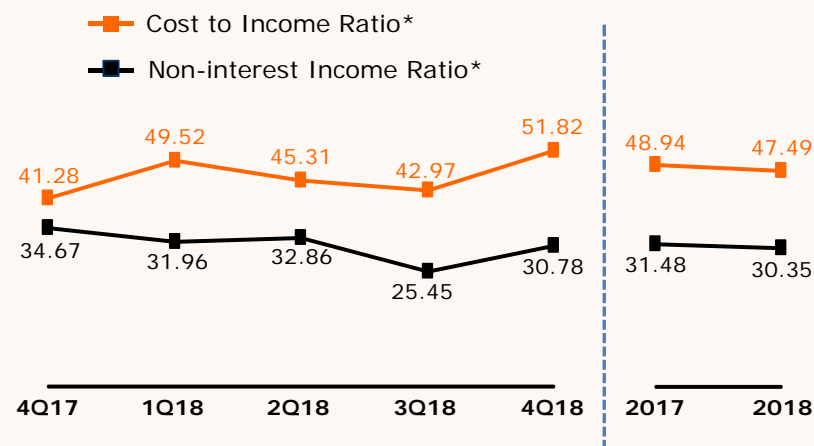


TGroup: Financial Ratios

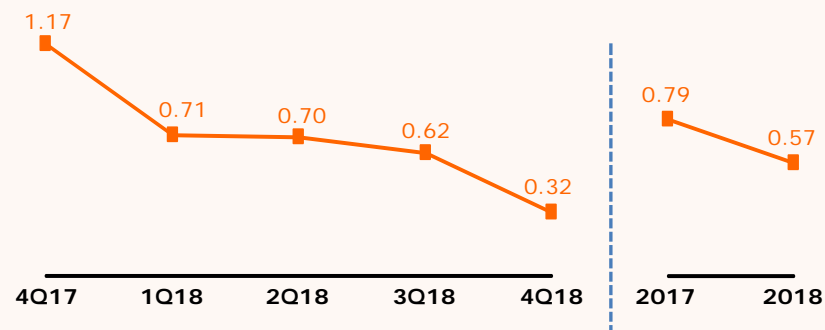
Yield, COF, and Spread (Percent)



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



Credit Cost (Percent)



Other Key Ratios (Percent)

Ratios (%)	4Q17	1Q18	2Q18	3Q18	4Q18	2017	2018
ROAA	1.58	1.53	1.63	1.48	1.53	1.45	1.54
ROAE**	12.66	12.06	12.92	11.61	12.39	11.80	12.25
ROAE** - GW ⁽¹⁾	14.80	14.04	15.04	13.48	14.37	13.85	14.23
Loan Spread	3.83	3.85	3.87	3.89	3.89	3.83	3.87
NPL	2.40	2.48	2.35	2.52	2.40		
Coverage	131.1	127.5	128.9	125.0	120.5		
Reserve / Required Reserve	170.5	167.2	163.6	159.1	153.6		

⁽¹⁾ Goodwill at the end of 2018 = 17,799 MTHB

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



TGroup: Comparison to Targets

Performance Parameters		2016A	2017A	2018F	2018A
Profitability	ROAE (excl. NCI)	10.89%	11.80%	11.00-12.00%	12.25%
	ROAE (excl. GW)	12.91%	13.85%		14.23%
	ROAA	1.29%	1.45%	1.40-1.50%	1.54%
	Spread	2.86%	2.90%	2.90-3.00%	2.94%
	Non-interest Income Ratio*	30.05%	31.48%	30.00-31.00%	30.35%
	Cost to Income Ratio*	51.66%	48.94%	47.00-49.00%	47.49%
Loans	Loan Growth	-3.16%	2.99%	> 5.00%	5.87%
Deposits	CASA Ratio**	45.58%	42.92%	45.00%	48.50%
Asset Quality	NPL Ratio	2.41%	2.40%	< 2.50%	2.40%
	Credit Cost	0.71% (From Normal Business Operation)	0.79%	0.60-0.70%	0.57%
Capital	TBANK BIS Ratio	19.15%	18.94%	> 18.00%	19.45%

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

TBANK 4Q18 & 2018 Financial Highlights





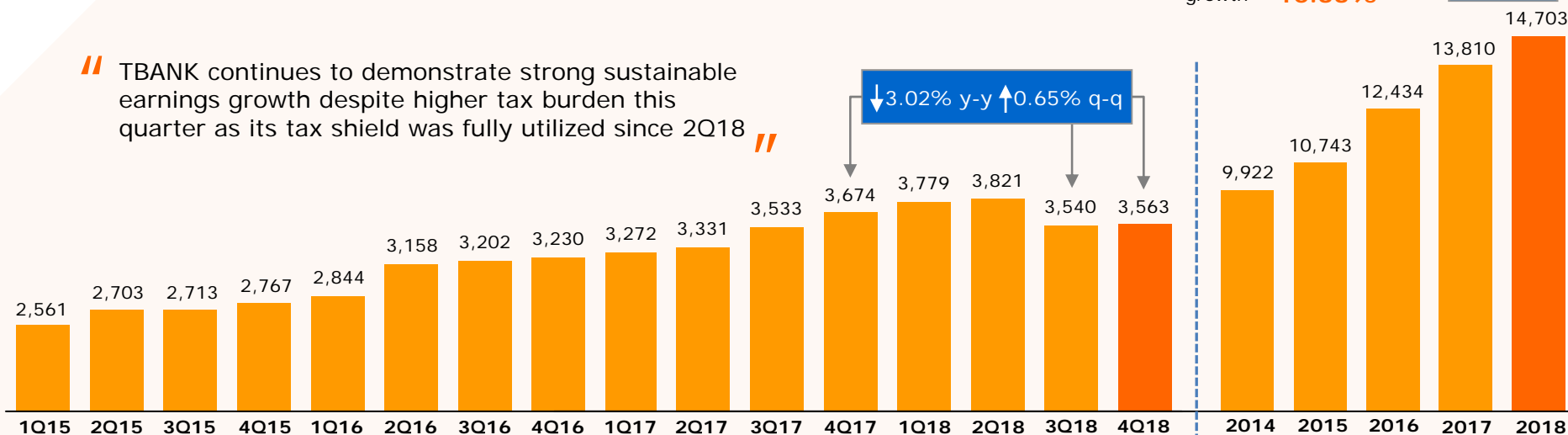
TBANK's Performance

TBANK Consolidated Net Profit* (MTHB)

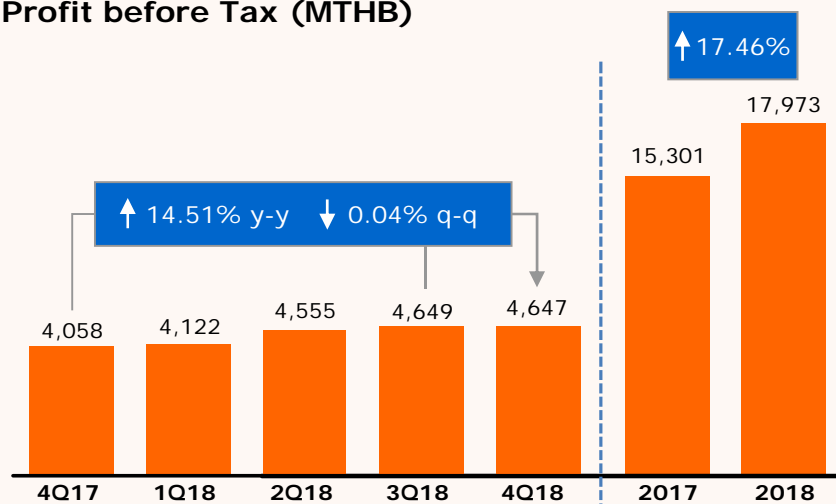
// TBANK continues to demonstrate strong sustainable earnings growth despite higher tax burden this quarter as its tax shield was fully utilized since 2Q18 //

CAGR of 4-Y growth = **10.33%**

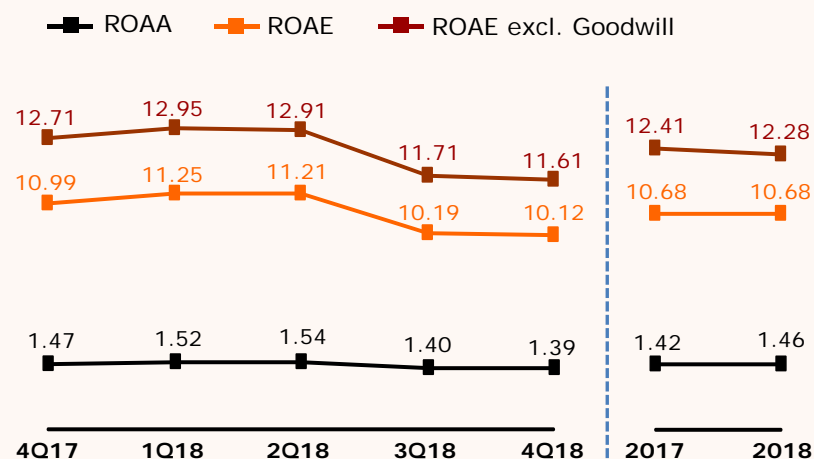
↑ **6.47%**



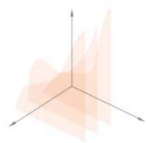
Profit before Tax (MTHB)



ROAA & ROAE* (Percent)

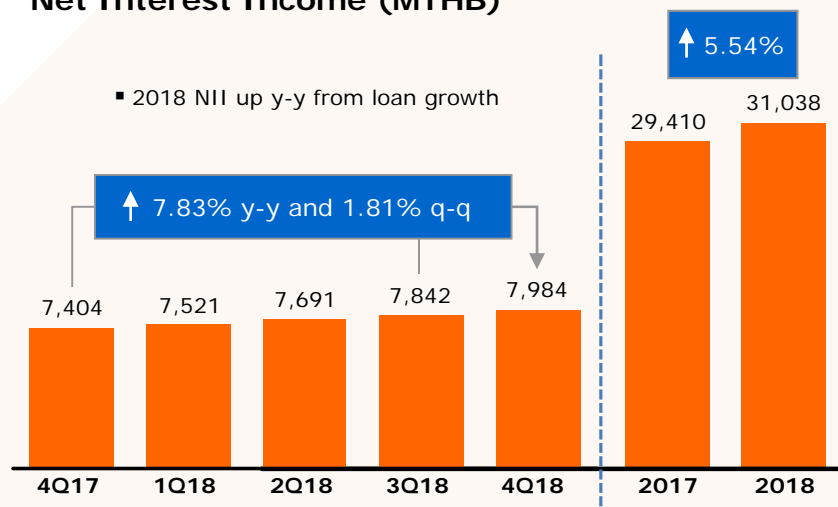


Note: *Excluding non-controlling interest; Source: Company data

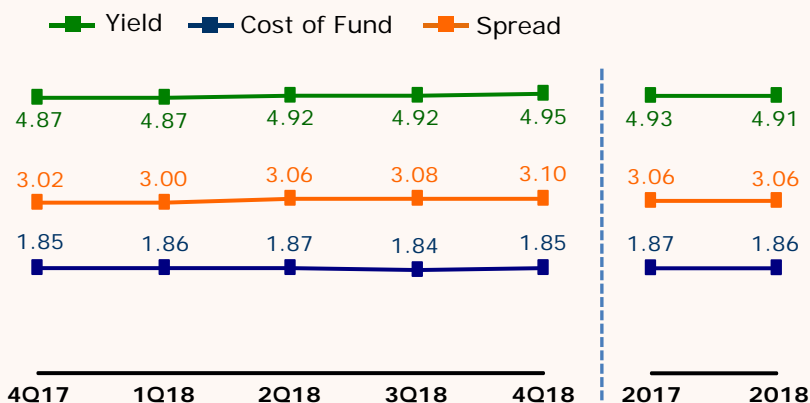


TBANK: Total Income

Net Interest Income (MTHB)



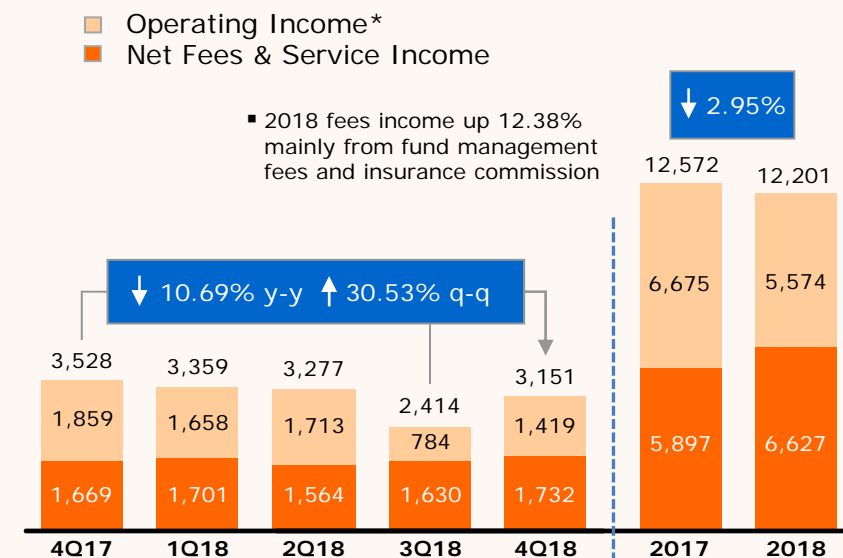
Yield, Cost of Fund, and Spread (Percent)



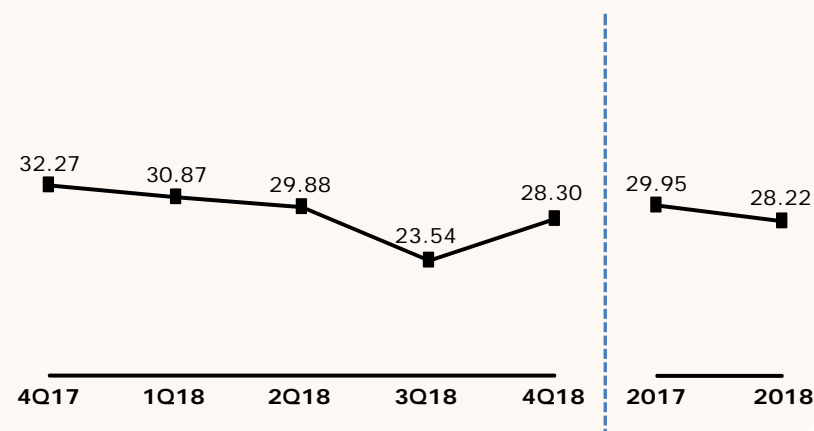
NIM (%)	4Q17	1Q18	2Q18	3Q18	4Q18	2017	2018
TBANK	3.21	3.27	3.31	3.29	3.31	3.27	3.29
Industry	3.15	3.12	3.12	3.14	3.17	3.19	3.14

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

Non-interest Income (MTHB)



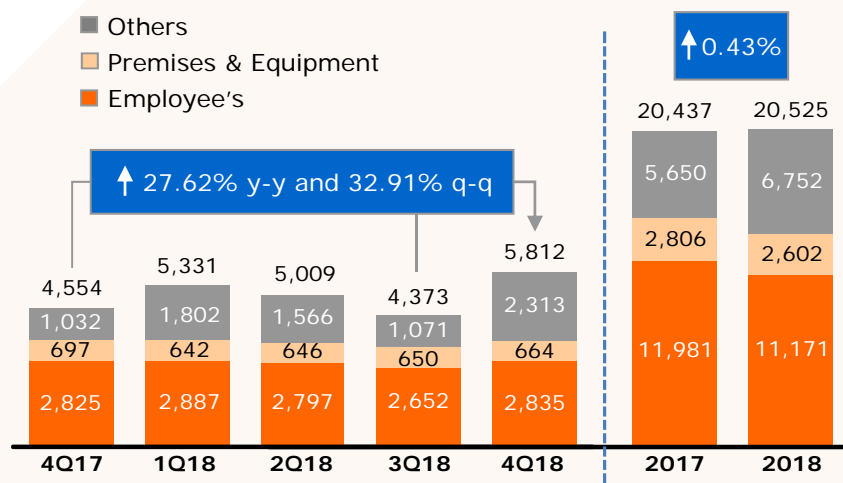
Non-interest Income Ratio* (Percent)



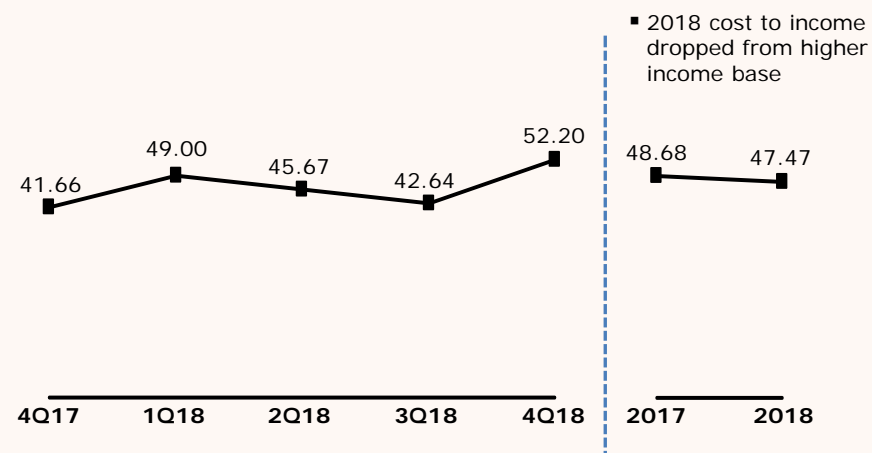


TBANK: OPEX & Provision

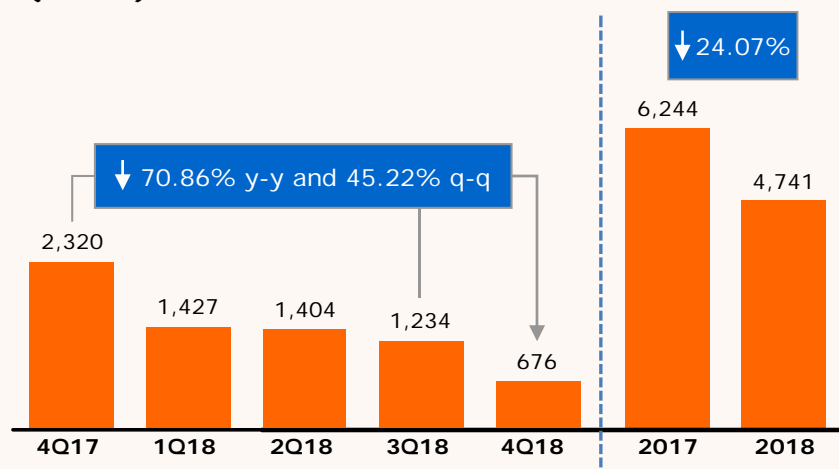
Operating Expenses (MTHB)



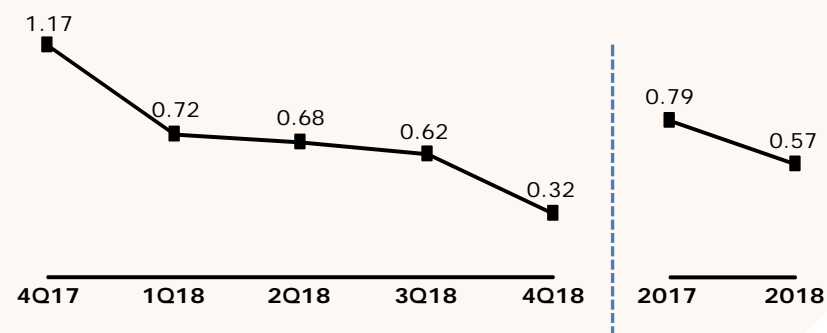
Cost to Income Ratio* (Percent)



Impairment Loss of Loans & Debt Securities (MTHB)



Credit Cost* (Percent)

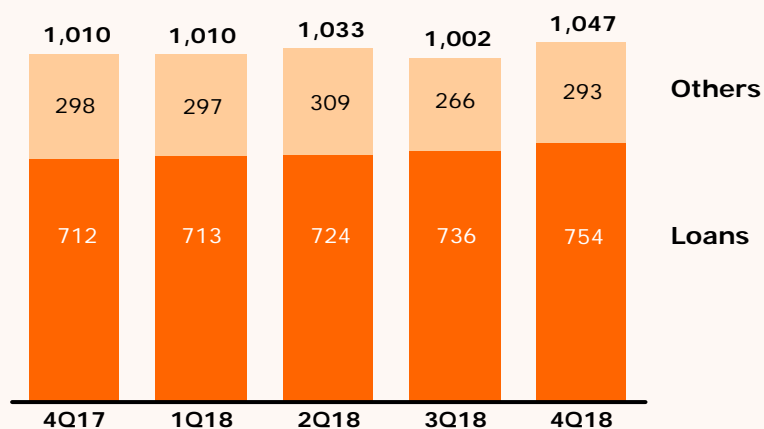


Note: *Net of insurance expenses; Source: Company data

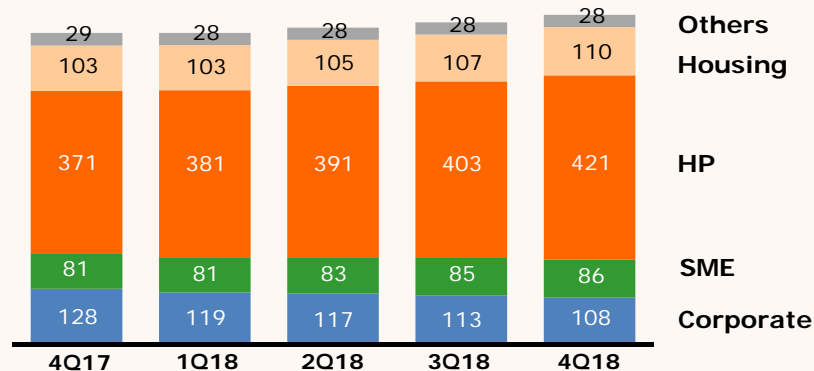


TBANK: Assets

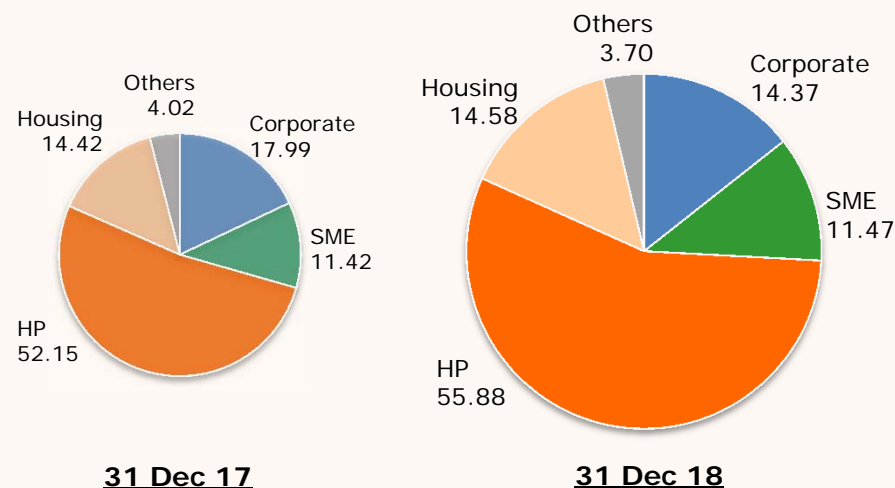
Assets (BTHB)



Loans Breakdown (BTHB)



Loans Breakdown (Percent)



Highlights

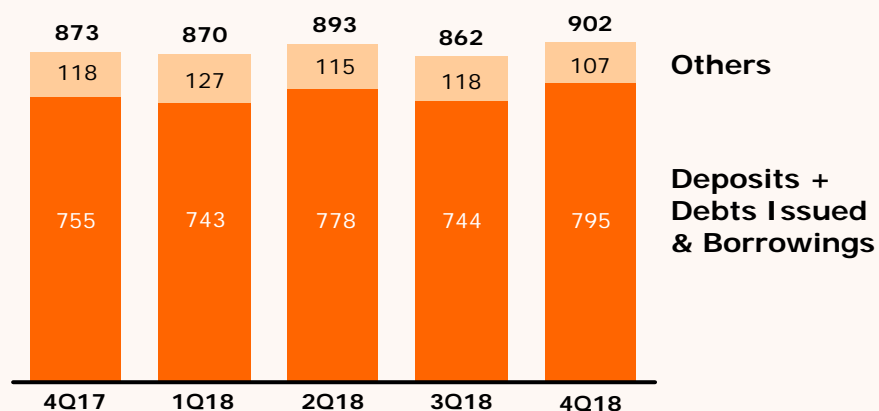
Percent Growth	Q-Q	Y-Y
Loans	2.38	5.88
HP	4.44	13.44
Housing	2.43	7.07
SME	2.05	6.37
Corporate	(4.12)	(15.41)

- **HP** at the end of 2018 accounted for 55.88% of total loans, up from 52.15% at the end of 2017
- **Retails** at the end of 2018 accounted for 73.88% of total loans, up from 70.21% at the end of 2017

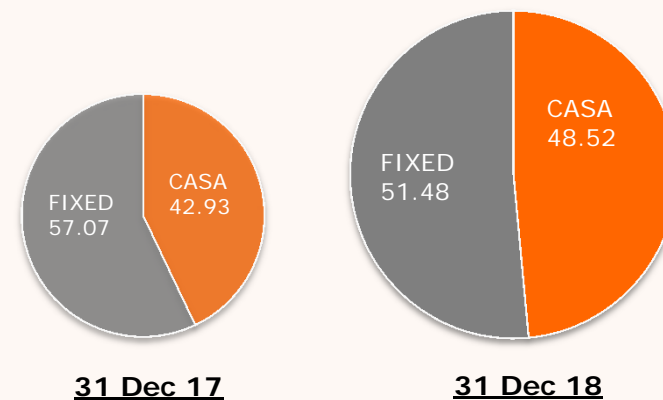


TBANK: Liabilities

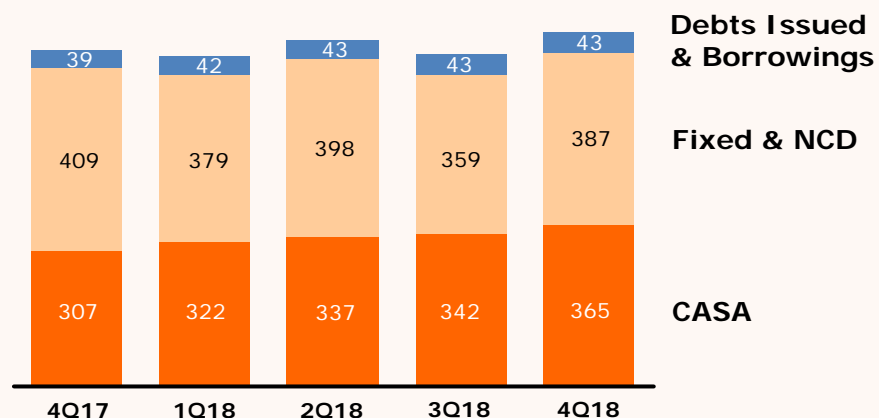
Liabilities (BTHB)



Deposits Breakdown (Percent)



Deposits + Debts Issued & Borrowings (BTHB)



Highlights

Deposits + Debt Issued & Borrowings growth:

Percent Growth	Q-Q	Y-Y
Deposits + Debt Issued & Borrowings	6.94	5.25
CASA	6.70	18.67
Fixed & NCD	8.05	(5.27)
Debt Issued & Borrowings	(0.32)	9.59

- CASA at the end of 2018** accounted for 48.52%, up from 42.93% at the end of 2017

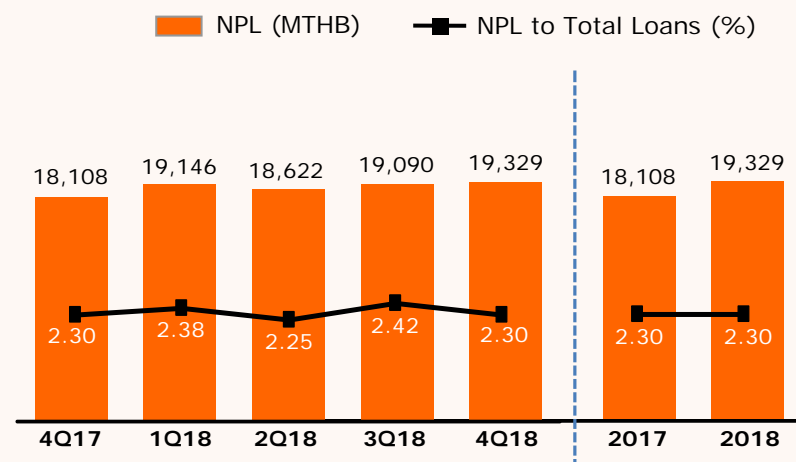
Moreover, the Bank continued to maintain strong Liquidity Coverage Ratio (LCR) of more than 100% which was much higher than the requirement of the Bank of Thailand



TBANK: NPLs and Reserve

TBANK's NPL vs. NPL to Total Loans

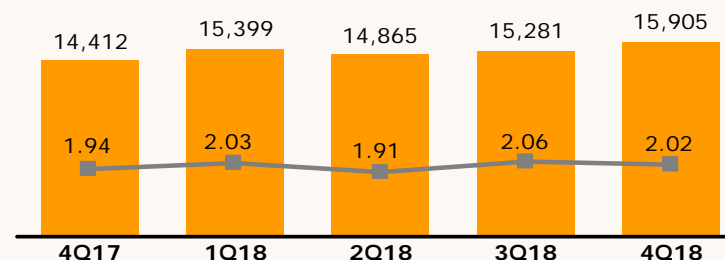
TBANK Consolidated



TBANK Only

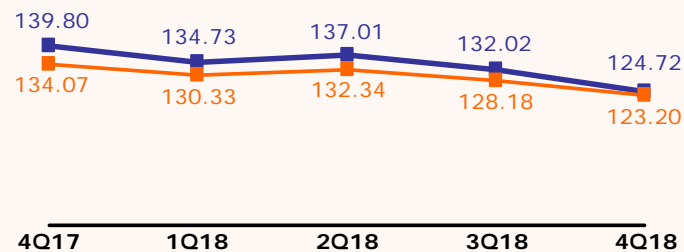
Legend: NPL (MTHB) (Orange bars), NPL to Total Loans (%) (Grey line with square markers)

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



Coverage Ratio (Percent)

Legend: TBANK Consol. (Orange line with square markers), TBANK Only (Blue line with square markers)



Reserve (MTHB)

TBANK (Consol.)	4Q17	1Q18	2Q18	3Q18	4Q18
Reserve	24,278	24,954	24,645	24,469	23,812
Excess Reserve	10,237	10,221	9,769	9,234	8,439
Reserve to Required Reserve by BOT (%)	172.91	169.38	165.67	160.61	154.90

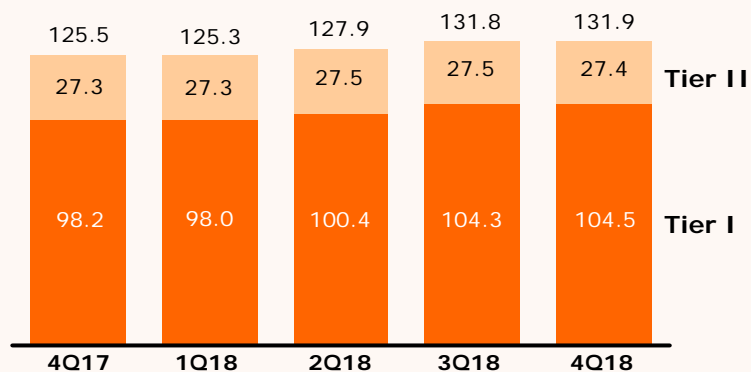
TBANK Only	4Q17	1Q18	2Q18	3Q18	4Q18
Reserve	20,149	20,747	20,367	20,174	19,837
Excess Reserve	9,632	9,619	9,172	8,591	7,820
Reserve to Required Reserve by BOT (%)	191.59	186.45	181.93	174.16	165.07

Source: Company data

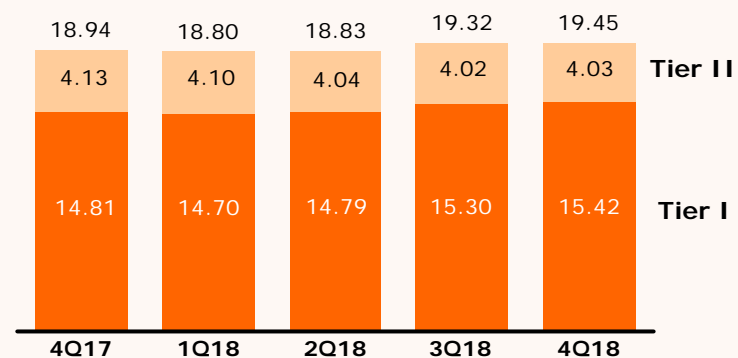


Capital Adequacy

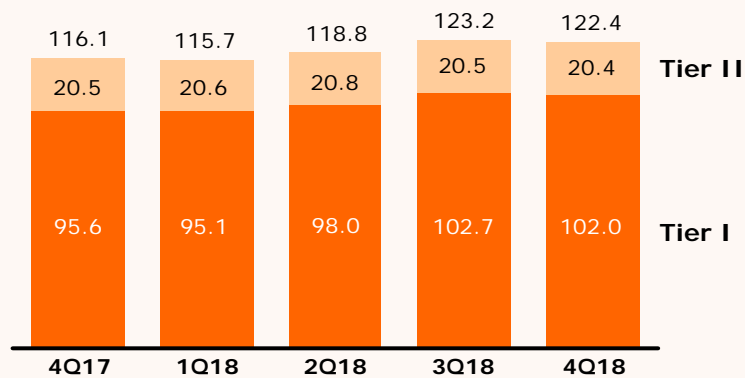
TBANK's Capital (Solo Basis) (BTHB)



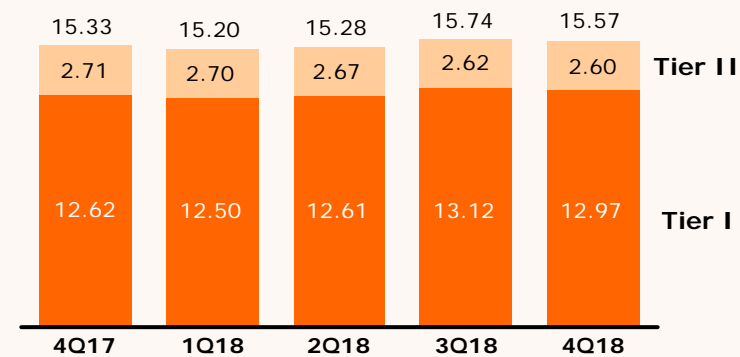
TBANK's BIS Ratio (Solo Basis) (Percent)



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



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



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

2019 Financial Targets





TGroup: 2019 Financial Targets

Performance Parameters		2017A	2018A	2019F
Profitability	ROAE (excl. NCI)	11.80%	12.25%	12.00-13.00%
	ROAE (excl. GW)	13.85%	14.23%	
	ROAA	1.45%	1.54%	> 1.50%
	Spread	2.90%	2.94%	2.90-3.00%
	Non-interest Income Ratio*	31.48%	30.35%	> 30.00%
	Cost to Income Ratio*	48.94%	47.49%	< 47.00%
Loans	Loan Growth	2.99%	5.87%	> 5.00%
Deposits	CASA Ratio**	42.92%	48.50%	48.00-50.00%
Asset Quality	NPL Ratio	2.40%	2.40%	< 2.50%
	Credit Cost	0.79%	0.57%	0.60-0.70%
Capital	TBANK BIS Ratio	18.94%	19.45%	> 18.00%

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

Appendix





Detailed TGroup's Financial Info.

Consolidated statements of comprehensive income	4Q17	1Q18	2Q18	3Q18	4Q18	2017	2018
Interest income	11,255	11,330	11,542	11,742	11,945	44,681	46,559
Interest expenses	3,916	3,874	3,918	3,974	4,026	15,511	15,792
Net interest income	7,339	7,456	7,624	7,768	7,919	29,170	30,767
Fees and service income	2,508	2,608	2,439	2,526	2,671	9,097	10,244
Fees and service expenses	841	902	867	883	934	3,207	3,586
Net fees and service income	1,667	1,706	1,572	1,643	1,737	5,890	6,658
Gain on tradings and foreign exchange transactions	174	152	15	31	112	665	310
Gain on Investment	781	467	393	(500)	99	1,908	459
Share of income from investment in associated	68	78	101	175	189	337	543
Gains on properties foreclosed and other assets	(12)	(17)	288	42	275	52	588
Dividend income	67	94	250	95	63	557	502
Insurance premium income	1,912	1,932	1,894	1,921	2,054	7,356	7,801
Other operating income	387	355	348	443	394	1,388	1,540
Total operating income	12,383	12,223	12,485	11,618	12,842	47,323	49,168
Insurance expenses	1,148	1,264	1,129	1,199	1,401	4,751	4,993
Net operating income	11,235	10,959	11,356	10,419	11,441	42,572	44,175
Personnel expenses	2,872	2,944	2,856	2,716	2,897	12,202	11,413
Premises and equipment expenses	704	649	653	657	670	2,835	2,629
Taxes and duties	182	180	187	183	183	746	733
Directors' remuneration	13	12	65	12	13	93	102
Other expenses	867	1,643	1,384	909	2,166	4,960	6,102
Total operating expenses	4,638	5,428	5,145	4,477	5,929	20,836	20,979
Impairment loss of loans and debt securities	(2,319)	(1,431)	(1,448)	(1,233)	(673)	(6,236)	(4,785)
Profit before corporate income tax	4,278	4,100	4,763	4,709	4,839	15,500	18,411
Income Tax	(305)	(187)	(621)	(919)	(878)	(1,159)	(2,605)
Profit for the period	3,973	3,913	4,142	3,790	3,961	14,341	15,806
Net profit of the Company	1,936	1,899	2,051	1,870	2,019	7,001	7,839

Consolidated statements of financial position	31-Dec-17	31-Dec-18
Cash	11,453	11,022
Interbank and money market items-interest	89,206	91,305
Interbank and money market items-no interest	6,712	7,812
Net Interbank and MM	95,918	99,117
Net investments	178,703	170,437
Net Investment in associated companies	2,827	3,027
Loans and receivables	767,890	820,771
Accrued interest receivables	601	657
Deferred revenue	(55,129)	(66,158)
Allowance for doubtful accounts	(24,518)	(24,145)
Net loans and accrued interest receivables	688,844	731,125
Properties foreclosed - net	4,747	4,822
Intangible assets - net	2,263	1,850
Goodwill	17,637	17,799
Other assets	23,133	21,730
Total assets	1,025,525	1,060,929
Deposits	716,091	751,917
Interbank and money market items-interest	80,636	70,619
Interbank and money market items-no interest	1,707	1,304
Net interbank and money market items	82,343	71,923
Debt issued and borrowings	51,596	55,013
Insurance contract liabilities	14,641	14,062
Other liabilities	30,784	30,096
Total liabilities	895,455	923,011
Company shareholders' equity	62,020	65,735
Non-controlling interest	68,050	72,183
Shareholders' equity	130,070	137,918
Total liabilities & shareholders' equity	1,025,525	1,060,929

Source: Company data



Subsidiaries Performance

Subsidiaries	% held	Net Profit (MTHB)						
		4Q17	1Q18	2Q18	3Q18	4Q18	2017	2018
Thanachart Bank Pcl. (Consolidated)		3,674	3,779	3,821	3,540	3,563	13,810	14,703
Thanachart Securities Pcl.	50.96%	215	249	116	133	95	609	593
Thanachart Fund Management	38.22%	112	171	170	166	147	426	654
Thanachart Insurance Pcl.	50.96%	263	274	276	257	235	1,051	1,042
TS AMC	50.96%	30	(4)	121	49	71	210	237
Ratchthani Leasing Pcl.	33.22%	320	364	391	431	455	1,126	1,641
NFS AMC	100.00%	(19)	(6)	30	(5)	(5)	24	14
MAX AMC	83.44%	(10)	46	125	(2)	32	45	201
MBK Life Assurance Pcl.	51.00%	104	(24)	40	(12)	(38)	30	(34)



Investor Relations

Thanachart Capital Public Company Limited

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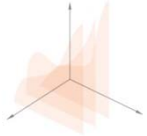
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