

SMART
MOVING
FORWARD »

1Q21 Analyst Meeting

Reviewed Financial Statements

As of 31 March 2021

Contents

1

TGROUP 1Q21 Highlights

2

Important Subsidiaries Performances

3

TGROUP: Comparison to Targets

4

Appendix

TGROUP

1Q21 Highlights



TCAP's Shareholding Structure

As of 31 March 2021

Thanachart Capital

1 

Banking Business

21.18%



ทีเอ็มบีธนชาต
TMBThanachart

2 

Securities Business

50.96%

Thanachart Securities

3 

Insurance Business

50.96%

Thanachart Insurance

51.00%



4 

Distressed Asset

Management
100%

NFS-AMC

83.44%

MAX-AMC

99.99%

TS-AMC

5 

HP Business

59.50%



THANI is held by:

- Thanachart SPV1 55.73%
- TCAP 3.77%

6 

Other Businesses

22.42%



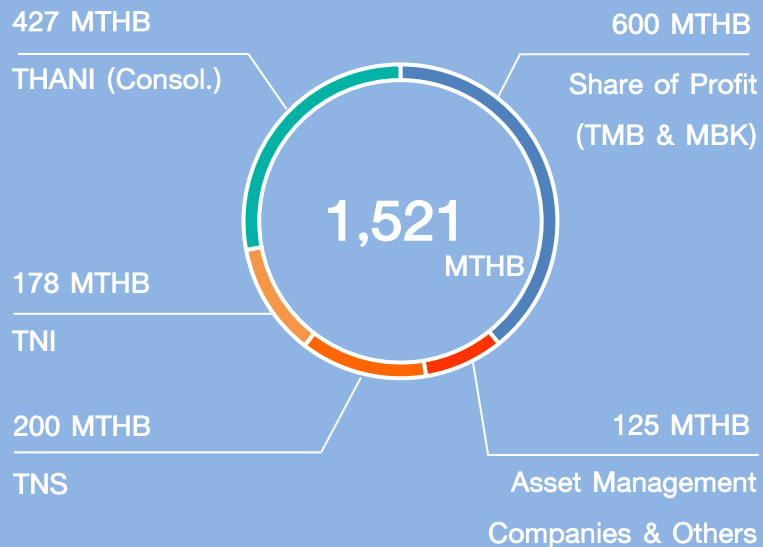
99.98%

Thanachart
SPV2*

1Q21 TGROUP Net Profit

“ Each subsidiary achieved strong performance in 1Q21 ”

TGROUP Net Profit



TCAP Net Profit*

1,078 MTHB

ROAA

4.27 %

EPS

1.03 THB

IBDE**

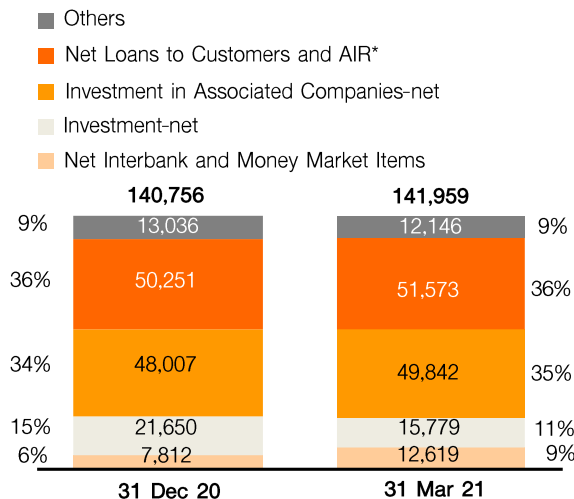
0.17 Times

ROAE

6.77 %

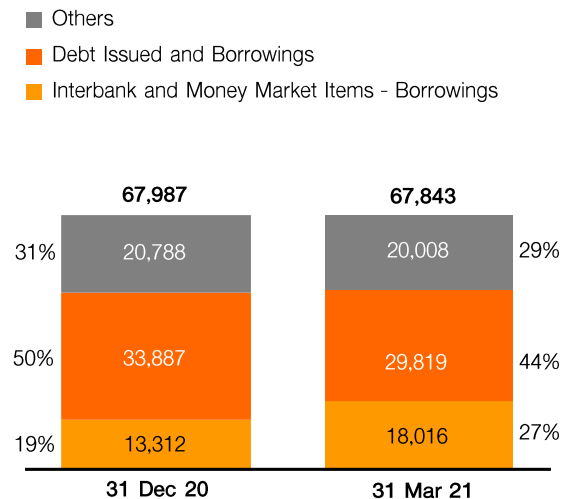
Balance Sheet Highlights

Assets (MTHB)



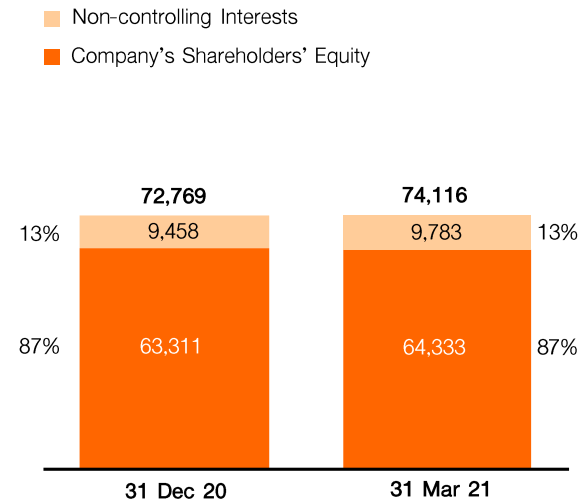
- » Net interbank and money market items **increased 4,807 MTHB or 61.53%** from liquidity management. Net investment **decreased 5,871 MTHB or 27.12%** from the maturity of government bonds.
- » Net investment in associated companies **increased 1,835 MTHB or 3.82%** due to additional investment in TMB.
- » Net loans **increased 1,322 MTHB or 2.63%**, mainly due to loan expansions.

Liabilities (MTHB)



- » Interbank and money market items **increased 4,704 MTHB or 35.34%**, mainly from liquidity management.
- » Debt issued and borrowings **decreased 4,068 MTHB or 12.00%**. This was due to the maturity of debt securities.

Shareholder's Equity (MTHB)



- » Equity attributable to the owners of the Company **increased 1,022 MTHB or 1.61%**. This was mainly due to the operating net profit of the Company in 1Q21.
- » Equity attributable to NCI **increased 325 MTHB or 3.44%** from operating net profit of the subsidiaries.

Operating Performance

Unit: Million Baht

	1Q20	1Q21	
Net Interest Income	728	639	» NII down 12.23% Y-Y , mainly due to the decrease in interest income from hire purchase and financial lease of THANI and the decrease in investment yield as the market interest rate declined.
Non-interest Income	5,604	1,967	» Non-interest income down 64.90% Y-Y , mainly due to the gain on sale of AJT's shares in 1Q20. If such gain was excluded, non-interest income up 5.36%
Net Fees and Service Income	311	394	» Net fees and service income up 26.69% Y-Y , mainly due to an increase in brokerage fees from TNS which was in line with the SET's trading volume.
Gains on Investments	3,744	1	» Gains on investments significantly down Y-Y , mainly due to the gain on sale of AJT's shares in 1Q20.
Share of Profit from Associated Companies	954	600	» Share of profit decreased 37.11% Y-Y , due to profit sharing from associated companies declined as commercial banking, shopping center and hotel businesses were still affected by the COVID-19 crisis.
Operating Expenses	692	757	» OPEX up 9.39% Y-Y , mainly due to the incentive expenses paid to employees according to the increase in stock trading volume.
Expected Credit Loss	155	97	» ECL down 37.42% Y-Y .

Important Subsidiaries Performances



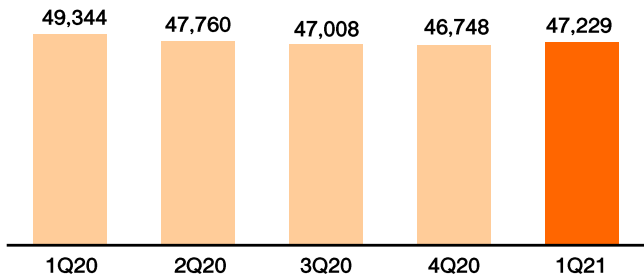
Subsidiaries Performances

Subsidiaries	% held	Net Profit (MTHB)	
		1Q20	1Q21
Ratchthani Leasing Pcl. (Consol.)	59.50%	465	427
Thanachart Insurance Pcl.	50.96%	185	178
Thanachart Securities Pcl.	50.96%	112	200
TS AMC	99.99%	3	(3)
MAX AMC	83.44%	16	(12)
NFS AMC	100.00%	(6)	(6)
MBK Life Assurance Pcl.	51.00%	(132)	128

Ratchthani Leasing

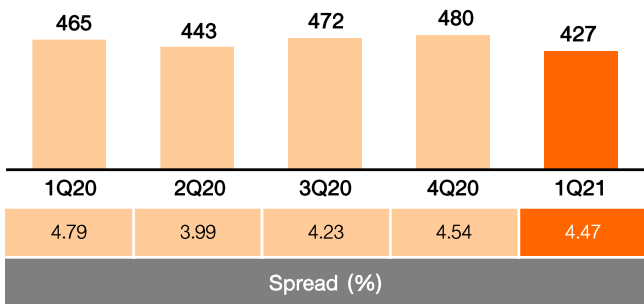
THANI HP Loan Portfolio (MTHB)

HP portfolio gained by 1.03% YTD, despite the impact from second wave COVID-19.

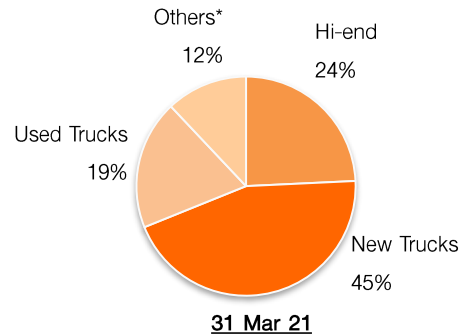
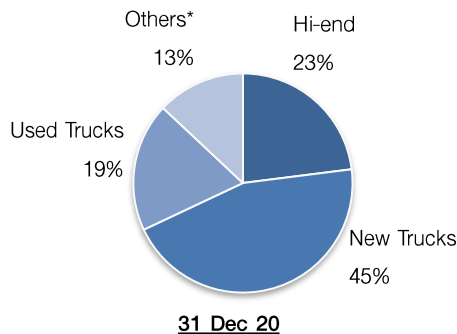


THANI Net Profit (MTHB)

1Q21 NP down 8.17% y-y, mainly due declined in total income as a result of contraction in the hire purchase and financial leasing portfolio.



THANI HP Breakdown (Percent)



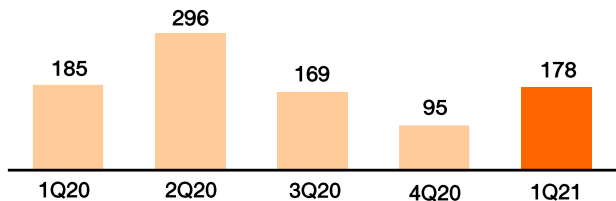
THANI's Ratios

Performance Parameters (Percent)		2019A	2020A	1Q21A
Profitability	ROAE	26.42%	21.63%	15.71%
	ROAA	3.99%	3.92%	4.41%
	Net Profit Margin	46.33%	44.03%	41.36%
	Spread	4.56%	4.43%	4.47%
	Cost to Income	17.67%	17.01%	16.88%
Loans	Loan Growth	7.10%	(5.96%)	1.03%
Asset Quality	NPL Ratio	3.95%	3.13%	3.22%
	Credit Cost (excl. Gen)	0.56%	0.60%	0.94%
Capital	D/E Ratio (Times)	5.63	3.50	3.37

Thanachart Insurance

TNI Net Profit (MTHB)

1Q21 core net profit down 3.90% y-y, mainly due to the impact of COVID-19.



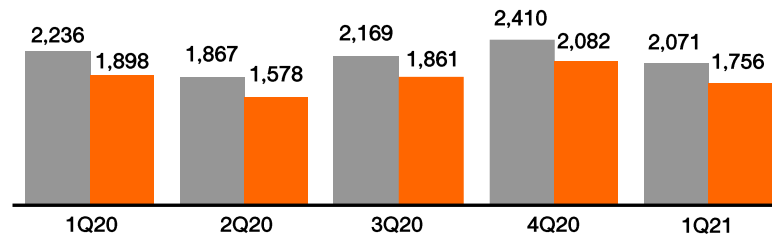
TNI Direct VS Motor Insurance (MTHB)

■ Direct Premium

■ Motor Premium

» Direct premium down 7.38% y-y

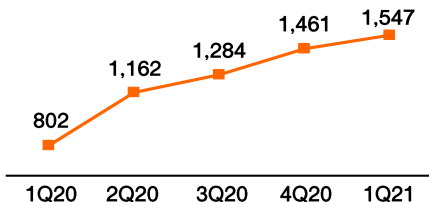
» Motor premium down 7.48% y-y



Motor insurance premium accounts around **85%** of total premium

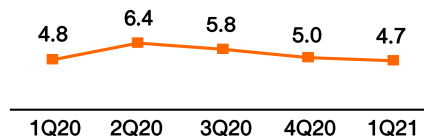
TNI Financial Ratios (Percent)

Capital Adequacy Ratio



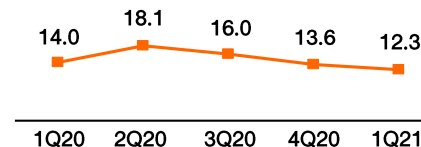
Capital Adequacy Ratio is very strong and much higher than 140% minimum requirement of the OIC.

ROA*



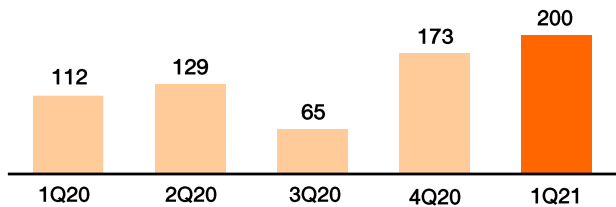
1Q21 ROA and ROE decreased Y-Y mainly due to the decreased in net profit, on account of the impact from the second wave of COVID-19.

ROE*



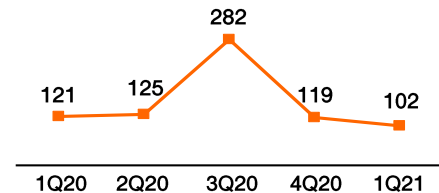
TNS Net Profit (MTHB)

1Q21 net profit up 78.57% y-y, mainly from most business lines.



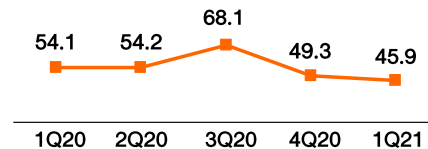
TNS Financial Ratios (Percent)

Net Liquid Capital Rules (NCR)



Capital adequacy ratio is very strong and much higher than 7% minimum requirement of the SEC.

Cost to Income Ratio



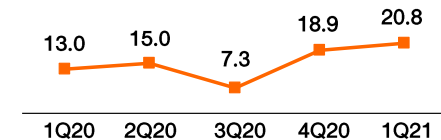
TNS' cost-to-income ratio is among the lowest which benefits from lower fixed cost base from the last year.

Trading Volume

TNS	1Q20	2Q20	3Q20	4Q20	1Q21
Mkt. Share (%)	2.74	2.39	2.60	3.55	2.64
Avg. Daily Trading (MTHB)	3,240	3,095	2,607	5,342	4,603

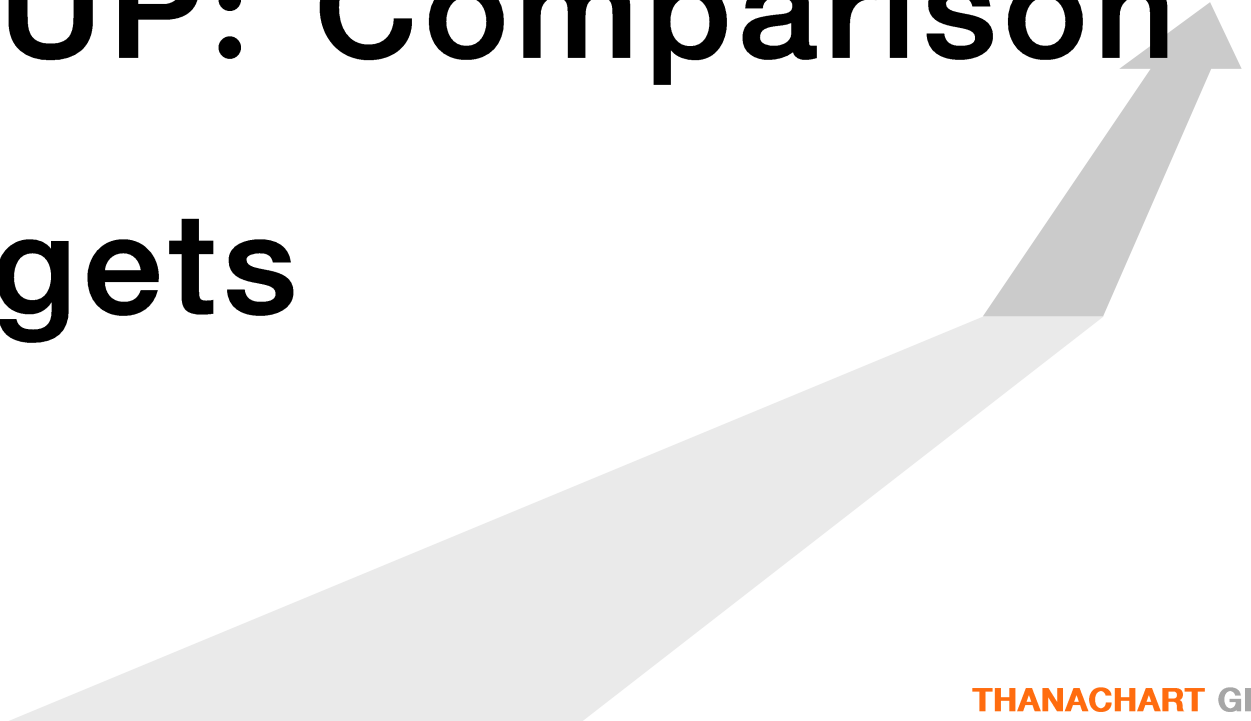
1Q21 Average trading volume increased in y-y. TNS commission rate is still higher than the industry from high quality of stock analysis reports.

ROE*



1Q21 ROE increased was due to higher revenue, rising proportion of high-margin product income and the benefit of lower fixed cost base from the last year.

TGROUP: Comparison to Targets



TGROUP Core Businesses: 2021 Targets

TMB

	Loan Growth	NIM	NIR/ Assets	CI Ratio	Credit Cost
2021F	≤ Flat	Stable	0.80-0.90%	47-49%	160 - 180 bps
1Q21A	(0.9%)	3.00%	0.89%	47% (46%, exclude PPA impact)	160 bps

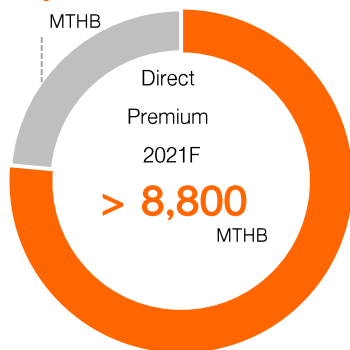
THANI

	2021F	1Q21A
HP Outstanding (MTHB)	~ 50,000	47,229
Credit Cost (%)*	< 1.00	0.94
Debt to Equity (Times)	< 4.00	3.37
NPL (%)	< 4.00	3.22

- » Keep strong relationship with dealers
- » Expand into new market
- » Find products with high yield
- » Quick approval process
- » Target in logistic and construction segments

1Q21A

2,071



TNI

- » Expanding sale volume on TMB customers
- » Maintain penetration rate on auto loan business and improve renewal ratio
- » Increase sale vol. with profitable products
- » Build up expertise on truck, super car, TNI's sale team and TNI's customer engagement
- » Alliance with strategic brokers

TNS

- » Main drivers were from most business lines.
- » Non-cash equity's contribution rose in 1Q21 due to an increase in profit making from derivative warrant business, growth from mutual fund selling agent income, and ZEAL.



Appendix

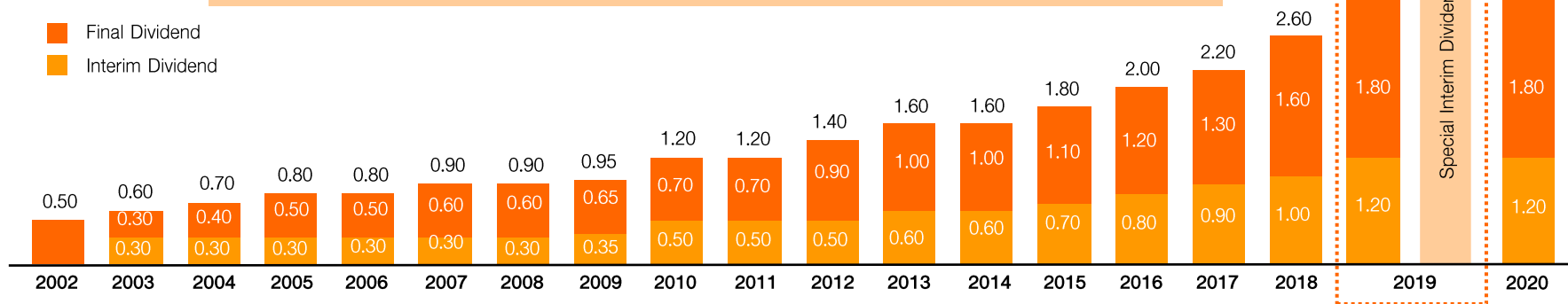


TCAP: Dividend Payment

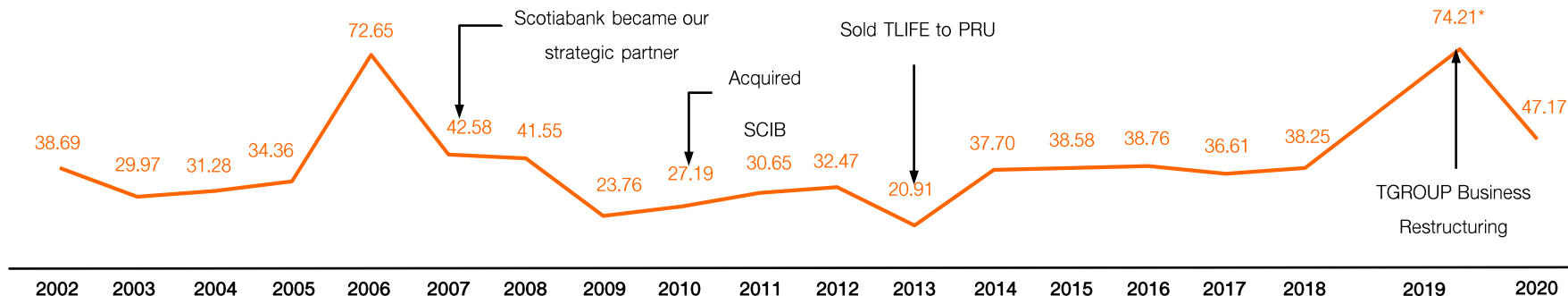
TCAP Dividend per Share (BAHT)

TCAP's dividend per share has consistently grown with an average rate of higher than 10% per year over the past 18 years

Final Dividend
Interim Dividend



TCAP Total Dividend Payout Ratio (Percent)



Note: *Including Special Interim Dividend of 4.00 baht per share; Source: Company data

Disclaimer Statements

Thanachart Capital Public Company Limited (“the Company”) provides this presentation for the purpose of publishing the Company and its subsidiaries’ performance and material financial information. In preparation of this presentation, the Company made assumptions and relied on the information made available from many sources including the public sources. The Company, therefore, makes no representation or warranty as to the accuracy, completeness or appropriateness of the information contained in this presentation. This presentation does not constitute any advice, offer or solicitation for any investment or otherwise. The readers or recipients should consider the information carefully and please use your discretion to review the information relating to the Company and Thanachart Group from the presentation and the other sources before making a decision in any transaction. Any unauthorized use, reproduction or distribution in whole or in part of the information contained in this report without the Company’s permission is strictly prohibited. However, the Company reserves the right with its own discretion to amend or modify the information contained in this presentation without any prior notice. The Company shall have no responsibility for any inaccuracy, inappropriateness or incompleteness of any information contained in this presentation.