



Abstract background featuring horizontal streaks of light in white, orange, and blue, with a blurred figure of a person in the center.

GATHERING  
MOMENTUM

# Company Profile



Statements Reviewed  
**30 September 2010**

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*“Being a business group, with cooperation from every department, that offers fully integrated financial services with focus given on providing excellent quality of services and product development to be able to respond to every financial need of its target customer groups”.*

*“Being a business group, with cooperation from every department, that offers fully integrated financial services with focus given on providing excellent quality of services and product development to be able to respond to every financial need of its target customer groups”.*

# About Thanachart Group

**Gathering Momentum**



# History

## Profile

Thanachart Group began its business operation in 1980 by establishing Thanachart Capital (formerly named as National Finance and Securities (NFS)) and gradually expanded into other financial businesses. The Group is now offering a fully integrated range of financial services.

## 1997-2002

- Finance and Securities businesses were separated in 1997.
- Thanachart Insurance and Thanachart Life Assurance were established in 1997.
- Thanachart Fund Management was established in 1998.
- Thanachart Bank was established in 2002.

## 2005-2009

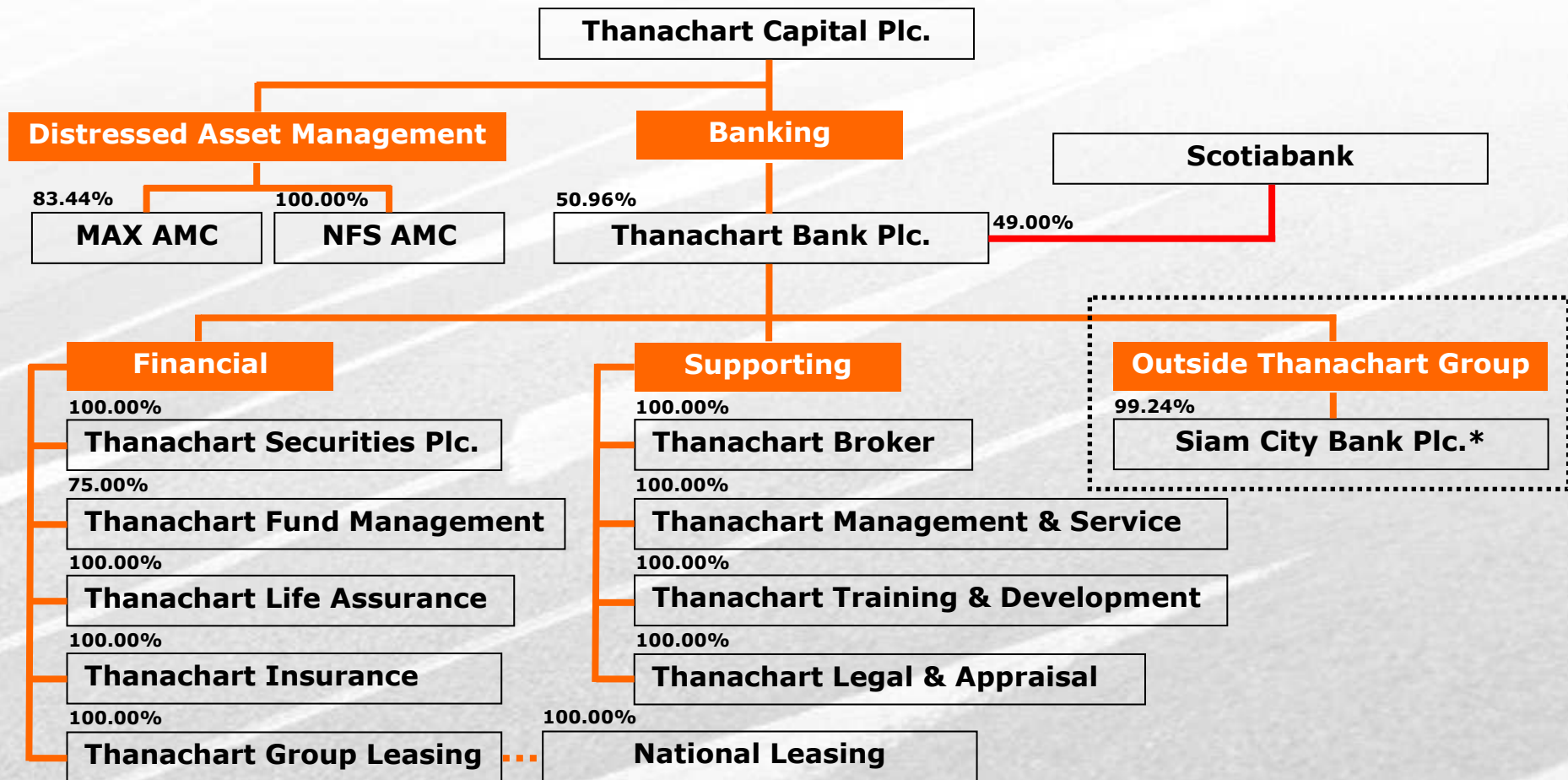
- In March 2006, TCAP returned its Finance Business License, and became the holding company.
- Scotiabank became our strategic partner by holding 24.98% of TBANK's shares in 2007.
- In February 2009, Scotiabank completed the acquisition an additional 24% of TBANK raising Scotiabank's holding in TBANK to 49%.

## 2010

- TBANK completed the purchase of 47.58% of SCIB shares held by the FIDF on 9 April 2010.
- On 9 June 2010, TBANK has completed the tender offer for the remaining shares of SCIB resulting in the total shareholding of 99.24%.

# Company Structure

As at 9 June 2010



**Remark:** \*Assets and liabilities of Siam City Bank Public Company Limited and its subsidiaries will be counted as part of Thanachart Group after the Entire Business Transfer is done.

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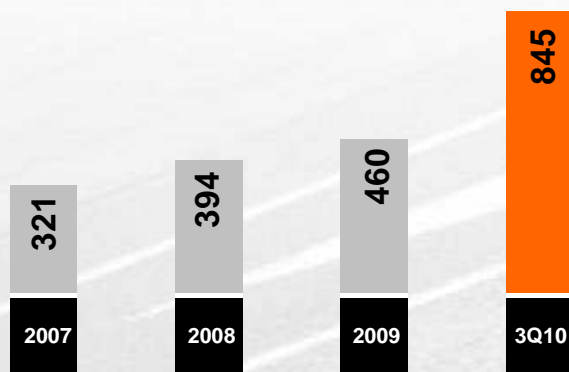
# Financial Highlights



**Gathering Momentum**

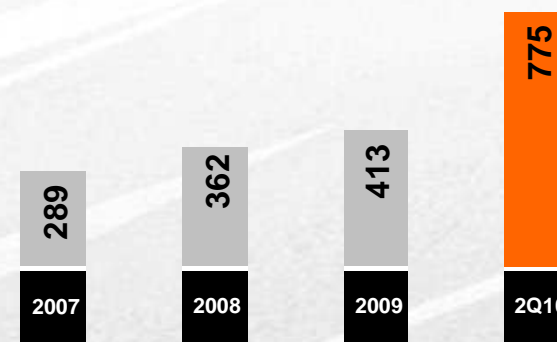
# Assets & Liabilities

## Assets (Billion Baht)



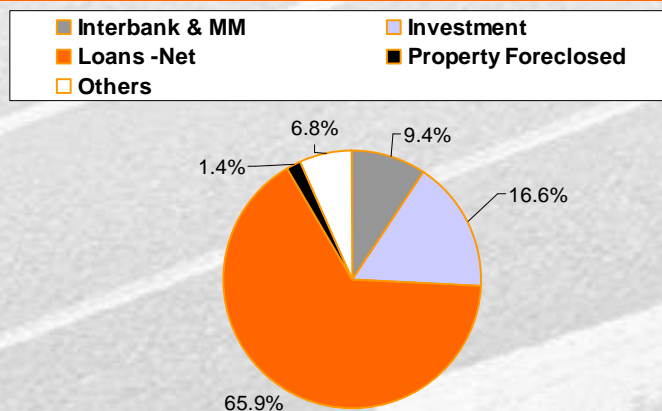
Source: Company Data

## Liabilities (Billion Baht)



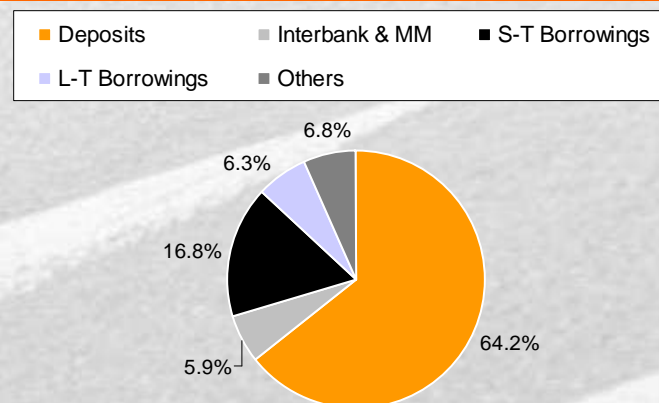
Source: Company Data

## Assets Breakdown (%)



Source: Company Data (As at 30 Sep 2010)

## Liabilities Breakdown (%)



Source: Company Data (As at 30 Sep 2010)



# Loans Portfolio

## Proportion of Loans (TBANK+SCIB)



- Loans in 3Q10 grew 102% from end 2009. This was due to the consolidated financial statements which incorporate the performance of SCIB and its subsidiaries.
- HP loans up 7.9%, due mainly to the better market condition in domestic car sales.
- TCAP has been able to maintain market share of new car financing at around 25%.

Source: Company Data

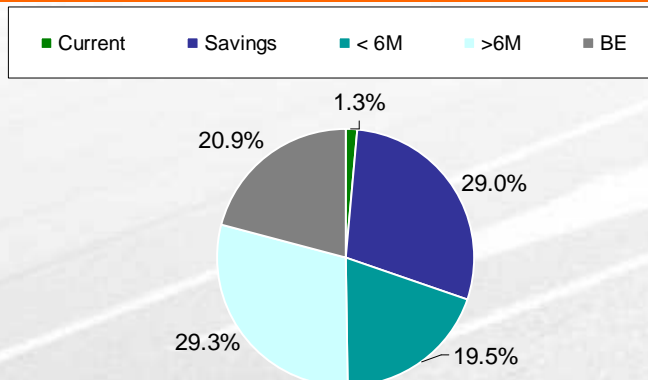
Unit: Million Baht

Loans and Accrued Interest	2007	%	2008	%	2009	%	3Q10	%
Manufacturing & Commerce	7,717	3.2	13,404	4.8	16,772	5.8	92,560	15.8
Real Estate & Construction	7,258	3.0	15,596	5.6	16,289	5.6	51,515	8.8
Public Utilities & Services	9,129	3.8	13,829	5.0	16,184	5.6	63,530	10.9
Hire Purchase	191,025	80.0	211,828	76.0	211,564	73.1	228,268	39.0
Housing Loans	8,143	3.4	7,724	2.8	7,241	2.5	75,424	12.9
Personal Loans	8,519	3.6	8,556	3.1	8,206	2.8	34,290	5.9
Others	6,929	2.9	7,953	2.9	13,167	4.5	39,765	6.8
<b>Total</b>	<b>238,720</b>	<b>100.0</b>	<b>278,890</b>	<b>100.0</b>	<b>289,423</b>	<b>100.0</b>	<b>585,352</b>	<b>100.0</b>



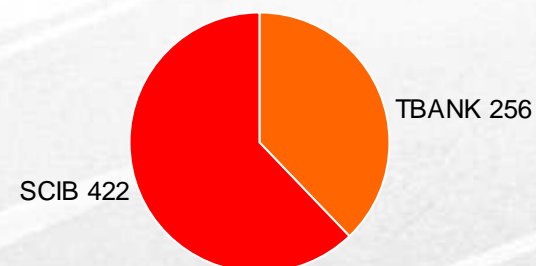
# Deposits & Borrowings

## Deposits+BE Breakdown (%)



Source: Company Data (As at 30 Sep 2010)

## Branches (Excl. headquarters)



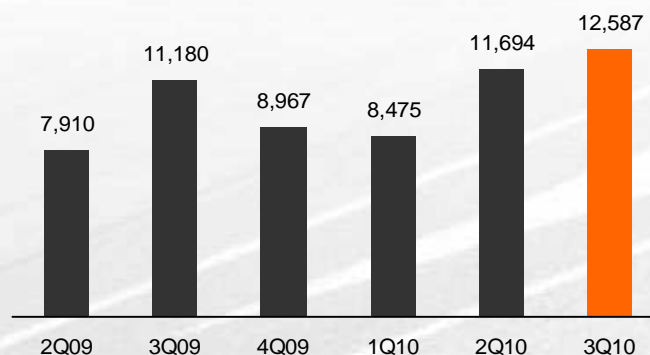
Source: Company Data (As at 30 Sep 2010)

Unit: Million Baht

Borrowings & Deposits	2007	2008	2009	3Q10	%
<b>Deposits + B/E from Public</b>	<b>239,525</b>	<b>314,065</b>	<b>334,471</b>	<b>630,616</b>	<b>85.2%</b>
Public Deposits	188,166	269,730	265,871	497,364	67.2%
B/E from Public	51,359	44,335	68,600	133,252	18.0%
<b>Interbank and Money Market Items</b>	<b>3,709</b>	<b>7,293</b>	<b>20,939</b>	<b>46,094</b>	<b>6.2%</b>
<b>Borrowings</b>	<b>28,606</b>	<b>21,128</b>	<b>28,705</b>	<b>63,806</b>	<b>8.6%</b>
Debentures	6,845	12,741	28,705	44,949	6.1%
Promissory Notes	7,730	500	-	-	0.0%
B/E and Others	14,031	7,887	-	255	0.0%
<b>Total</b>	<b>271,840</b>	<b>342,486</b>	<b>384,115</b>	<b>740,516</b>	<b>100.0%</b>

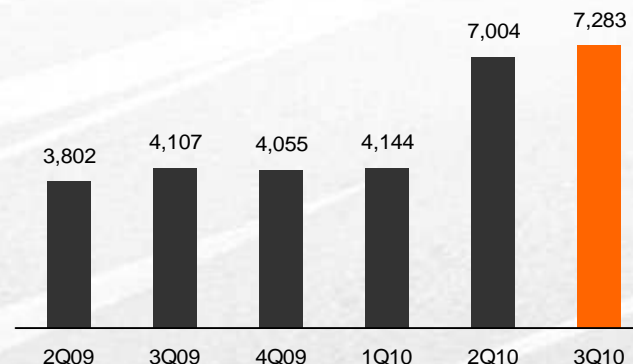
# Performance

## Total Income (Million Baht)



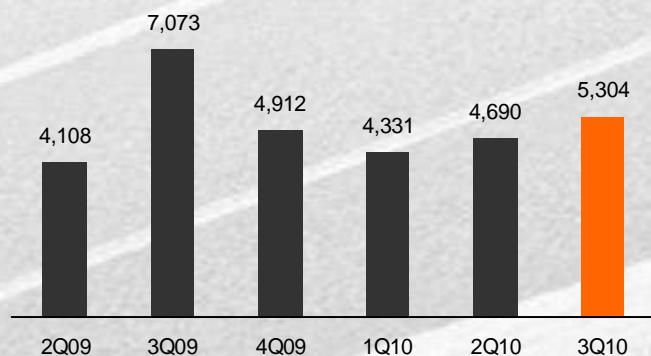
Source: Company Data

## Net Interest Income (Million Baht)



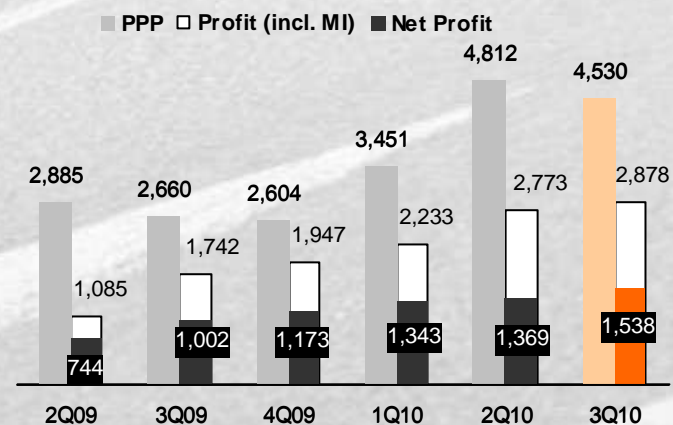
Source: Company Data

## Non-interest Income (Million Baht)



Source: Company Data

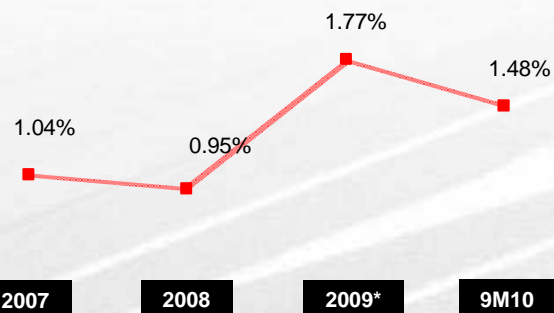
## Pre-provision Profit & Net Profit (Million Baht)



Source: Company Data

# Financial Ratio

## ROAA (%)

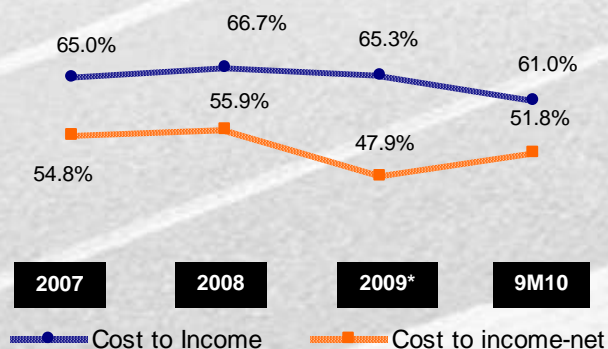


Source: Company Data

ROAA = Net Profit before minority interest/Average Assets

\*Gain on selling another 24% of TBANK in 1Q09 is included.

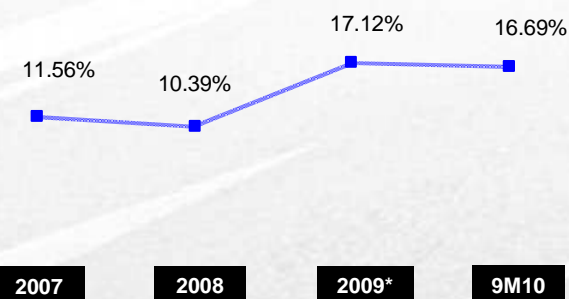
## Cost to Income Ratio (%)



Source: Company Data

\*Gain on selling another 24% of TBANK in 1Q09 is included.

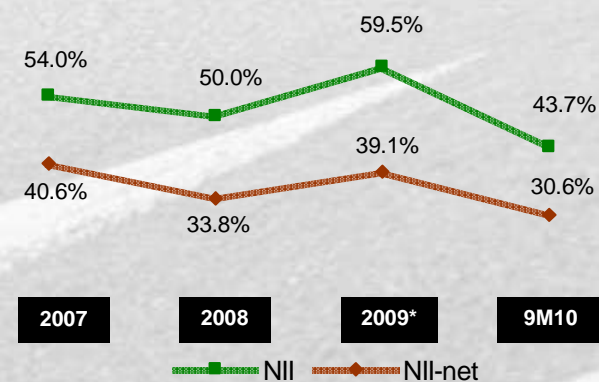
## ROAE (%)



Source: Company Data

\*Gain on selling another 24% of TBANK in 1Q09 is included.

## Non-interest Income Ratio (%)



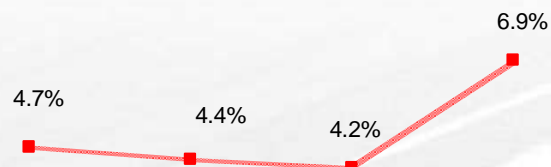
Source: Company Data

\*Gain on selling another 24% of TBANK in 1Q09 is included.



# Assets Quality & Capital Profile

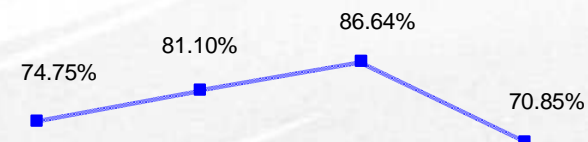
**NPLs / Total Loans (%)**



2007 2008 2009 3Q10

Source: Company Data

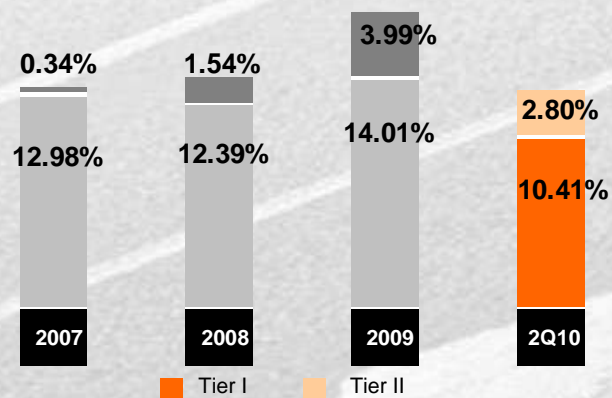
**LLR / NPLs (%)**



2007 2008 2009 3Q10

Source: Company Data

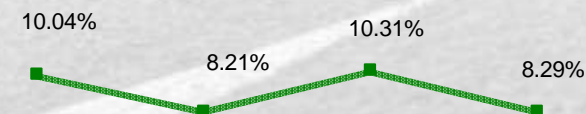
**Capital Adequacy Ratio (%) (Basel I)**



Tier I Tier II

Source: Company Data

**Equity / Assets (%)**



2007 2008 2009 3Q10

Source: Company Data

# Subsidiaries Performance

Unit: Million Baht

Subsidiaries Performance	% of Holding	3Q09	3Q10	9M09	9M10
<b>Thanachart Bank (Consol.)</b>		1,473	2,708	2,510	6,720
▪ Thanachart Bank (Bank Only)	50.96%	1,248	1,311	2,299	4,667
▪ Thanachart Securities	50.96%	114	128	207	303
▪ Thanachart Fund Management	38.22%	35	31	82	98
▪ Thanachart Insurance	50.96%	96	118	179	290
▪ Thanachart Life Assurance	50.96%	(82)	227	103	544
▪ Thanachart Group Leasing	50.96%	95	65	77	176
▪ Siam City Bank (Bank Only)	50.57%	-	1,030	-	3,275
▪ Siam City Life Assurance	50.57%	-	79	-	185
▪ Siam City Securities	50.47%	-	11	-	1
▪ Siam City Asset Management	30.34%	-	-	-	(9)
NFS-AMC	100.00%	172	135	302	304
MAX-AMC	83.44%	34	(3)	87	587

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# Summary of HP Business

**Gathering Momentum**

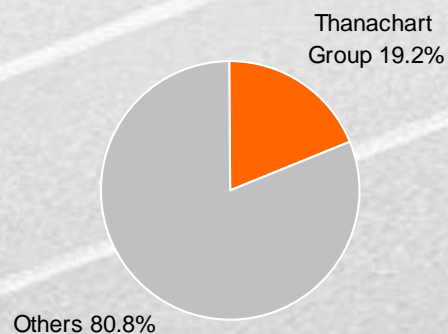


# HP Business

	2009	9M09	9M10	% Growth YoY
Domestic New Car Sales (Units)	548,871	366,484	556,349	51.81%
Number of Thanachart Group HP Lease (Units)	197,529	131,848	168,296	27.64%
Total Number of Thanachart Group HP Lease (Units)	832,408	826,182	850,708	2.97%
Amount of Thanachart Group HP Loans (MB)	80,294	56,556	78,437	38.69%
Total Outstanding Thanachart Group HP Loans (MB)	211,564	208,766	228,264	9.34%

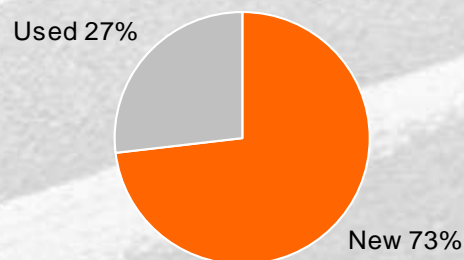
Source: BOT; Company Data

**9M10 New Car Penetration rate (%)**



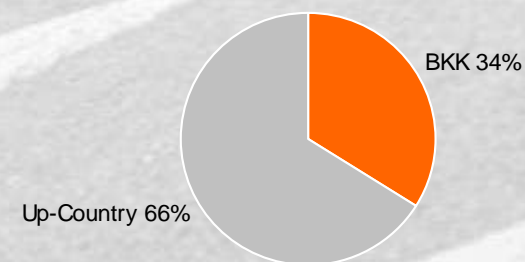
Source: Company Data

**Amount of HP Portfolio by Type of Car (%)**



Source: Company Data (As at 30 Sep 2010)

**HP Contact Value by Region (%)**



Source: Company Data (as at 30 Sep 2010)

# HP Assets Quality

Unit: Million Baht

30-Sep-10	New Cars		Used Cars		Cash	Car Fleet	Total
	Bangkok	Other Areas	Bangkok	Other Areas	Your Car		
PL	55,467	101,051	17,937	39,315	6,119	1,138	221,027
	98.49%	98.15%	97.82%	97.59%	99.67%	99.82%	98.16%
NPL	849	1,900	400	969	20	2	4,140
	1.51%	1.85%	2.18%	2.41%	0.33%	0.18%	<b>1.84%</b>

31-Dec-09	New Cars		Used Cars		Cash	Car Fleet	Total
	Bangkok	Other Areas	Bangkok	Other Areas	Your Car		
PL	50,673	94,898	15,975	35,885	4,130	1,261	202,822
	98.33%	98.15%	97.89%	97.75%	99.73%	100.00%	98.15%
NPL	859	1,788	345	827	11	0	3,830
	1.67%	1.85%	2.11%	2.25%	0.27%	0.00%	<b>1.85%</b>

Thanachart Capital and Thanachart Bank only.

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# Appendix



**Gathering Momentum**



# Financial Information

Unit: Million Baht

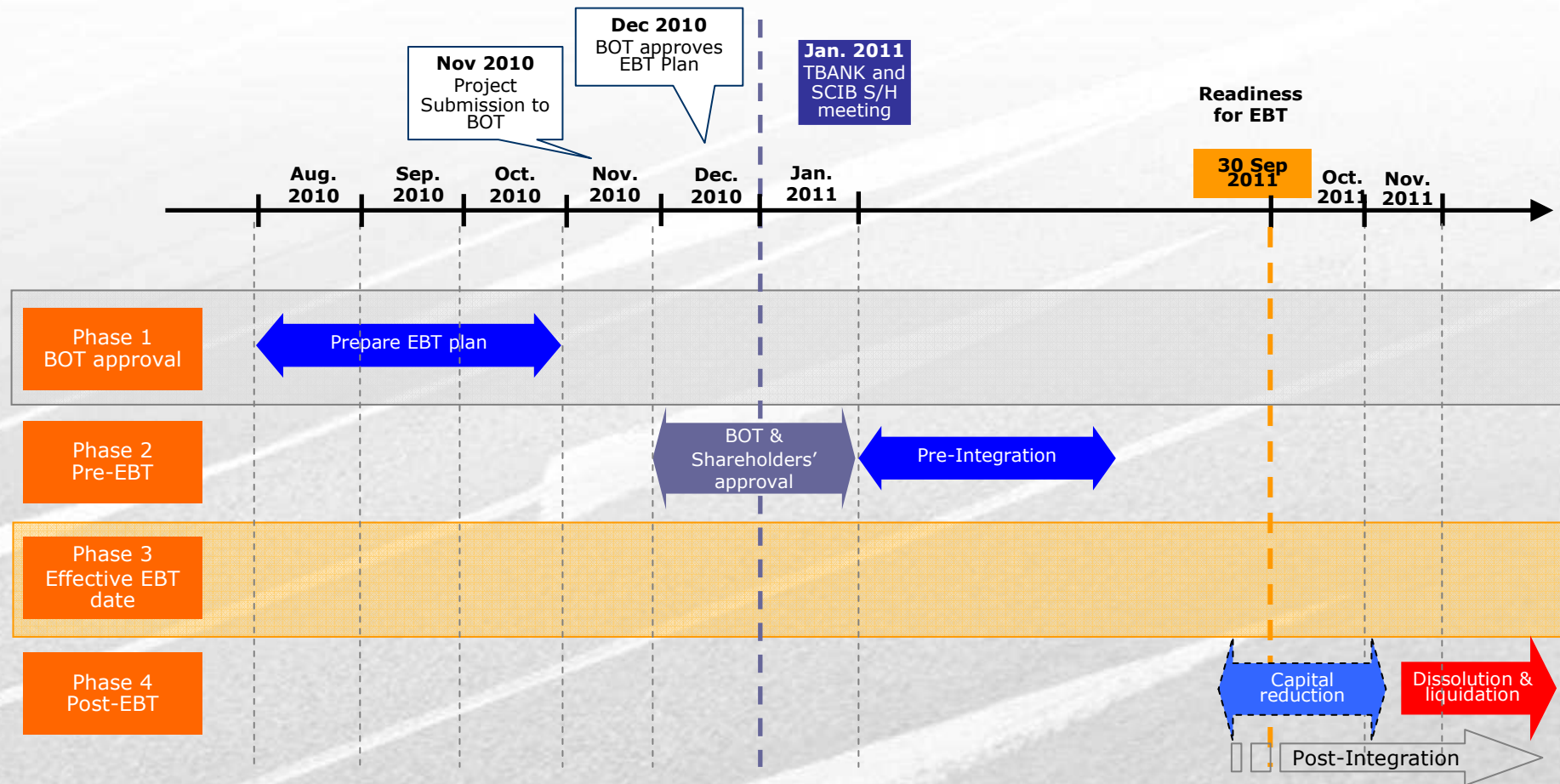
Balance Sheets	2008	2009	9M10
Interbank and MM	65,790	64,867	79,024
Investments	39,385	97,113	140,108
Loans	278,566	289,113	584,396
Goodwill	-	44	16,469
Others	10,349	8,871	25,121
<b>Total Assets</b>	<b>394,090</b>	<b>459,965</b>	<b>845,118</b>
Deposits	269,730	265,871	497,364
Borrowings			
S-T Borrowings	46,653	74,929	129,833
L-T Borrowings	18,811	22,377	48,624
Interbank and MM	7,293	20,939	46,094
Others	19,241	28,443	53,166
<b>Total Liabilities</b>	<b>361,728</b>	<b>412,559</b>	<b>775,081</b>
Company's Equity	26,592	33,323	34,765
Minority interest	5,769	14,084	35,271
<b>Total Equity</b>	<b>32,361</b>	<b>47,407</b>	<b>70,037</b>
NPLs	12,265	12,046	40,127
Loan loss reserve	9,947	10,436	28,429
Coverage Ratio	82.76%	86.64%	70.85%

Unit: Million Baht

Income Statements	3Q09	2Q10	3Q10
Interest income	5,604	9,686	9,983
Interest expense	1,498	2,682	2,700
Net interest income	4,107	7,004	7,283
Non-interest income	7,073	4,690	5,305
Operating expenses	8,519	6,882	8,057
Pre-provision profit	2,661	4,812	4,531
Provision	(201)	(628)	(362)
Income before tax	2,459	4,184	4,168
Tax	(717)	(1,411)	(1,289)
Minority interest	(740)	(1,404)	(1,340)
<b>Net income</b>	<b>1,002</b>	<b>1,369</b>	<b>1,538</b>
EPS (Baht)	0.78	1.07	1.20
ROAA*	1.73%	0.64%	1.38%
ROAE	13.06%	16.59%	17.84%
Yield	5.71%	4.74%	5.06%
Funding cost	1.79%	1.48%	1.51%
Interest spread	3.92%	3.26%	3.55%
NIM	4.18%	3.43%	3.69%
Net profit margin	7.90%	9.52%	10.06%
Cost to income	76.21%	58.85%	64.01%
Cost to income net insurance	54.53%	51.78%	55.51%

\*ROAA = Net profit before minority interest/Average Assets.

# EBT Timeframe



# Investor Relations

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# Disclaimer Statement

PLEASE BE ADVISED THAT THIS PRESENTATION MAY CONTAIN EXPECTATIONS AND ASSUMPTIONS THAT ARE SUBJECT TO CHANGE AT ANY TIME. RESULTS AND FUTURE PERFORMANCE ARE NOT GUARANTEED AND MAY DIFFER FROM EXPECTATIONS.