

# KTB Analyst Meeting 2011

## January 30, 2012

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## DISCLAIMER

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These views are based on assumptions subject to various risks. No assurance can be given that future events will occur, that projections will be achieved, or that the company's assumptions are correct.

Actual results may differ materially from those projected

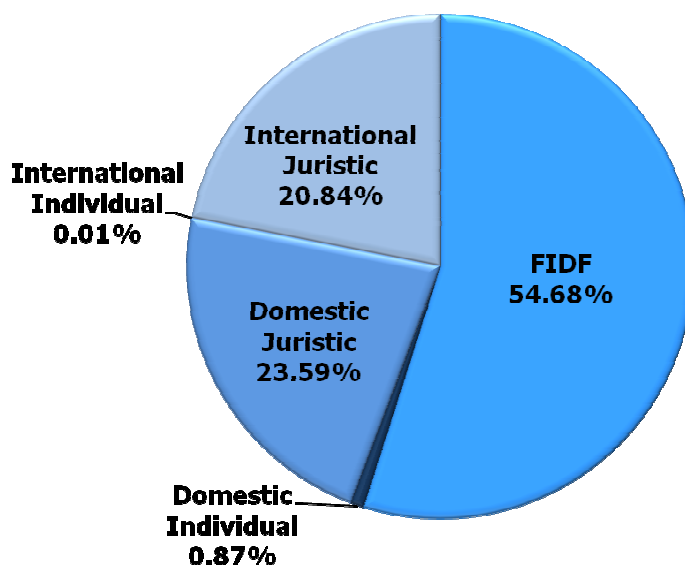
## 2011 FINANCIAL HIGHLIGHT

- Total Loans increased 14.1% from 2010.
- Total deposits grew by 3.0% from 2010 while deposit including Bill of Exchange grew by 11.6% from 2010.
- Net interest income dramatically increased by 27.6% from 2010. NIM improved from 2.4% in 2010 to 2.7% in 2011
- Total other operating income showed a remarkable increase of 49.2% and fee income, which is expected to be recurring, also rised by 9.1% from 2010, even though fee and services income of the Bank was partly affected from flood situation.
- Cost to income ratio decreased from 53.8% in 2010 to 47.4% in 2011 due to a rise in both net interest income and operating income.
- The Bank's asset quality continuously improved which represented in NPLs in 2011 decreased by 15.9% from 2010. NPLs ratio (gross) also decreased from 5.3% as at December 31, 2010 to 4.0% as at December 31, 2011.
- As the Bank has an outstanding result in this year which reflected in the increasing of 43.7% in pre-provision profit, the Bank decided to strengthen allowance for doubtful accounts. Therefore, in the year 2011 the Bank set aside Bt 13.5 bn provison for bad debts, doubtful accounts and loss on impairment, which increased Bt 7.5 bn (125%) from 2010. The additional provision has set in amount of Bt 1.5 bn in 3Q11 and Bt 6.0 bn in 4Q11, apated from normalize provion of Bt 0.5 bn per month.
- CAR and Tier 1 Ratio decreased from 15.52% and 9.90% as at December 31, 2010 to 13.72% and 8.67% as at December 31, 2011 respectively.

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## SHAREHOLDING STRUCTURE

As at December 31, 2011

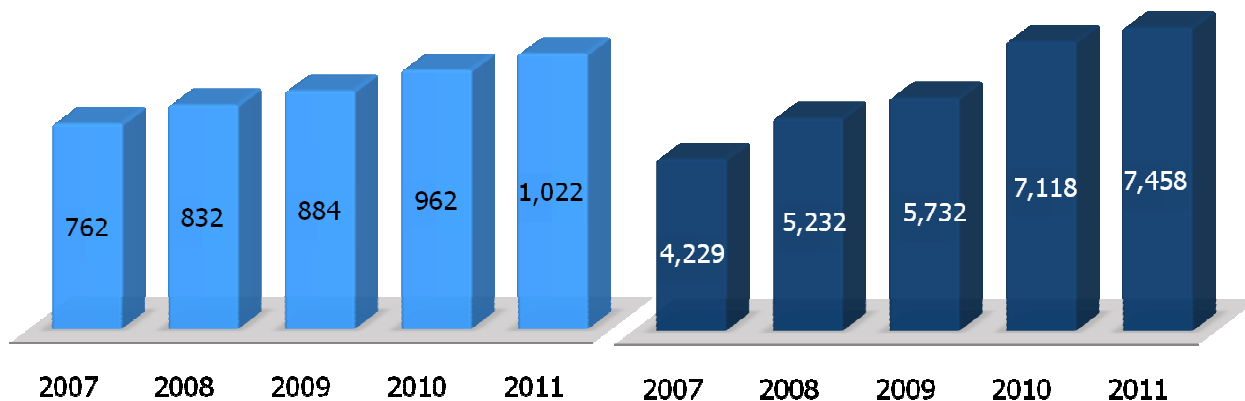


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# FRANCHISING AND ATM NETWORK

## Domestic & Sub Branches<sup>(1)</sup>

## ATMs<sup>(2)</sup>

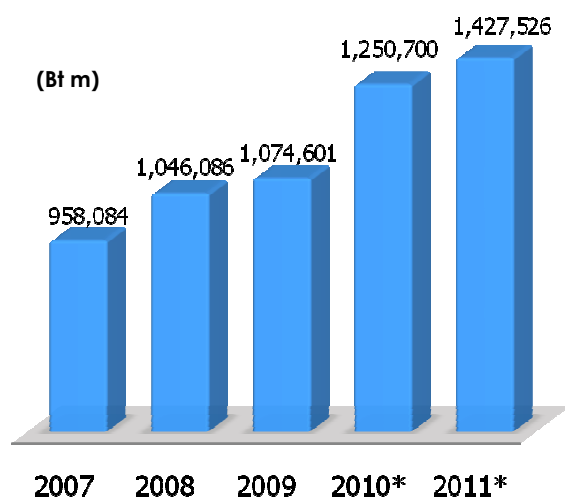


Source: (1) BOT data as of December 31, 2011  
(2) ATMs Data as of December 31, 2011

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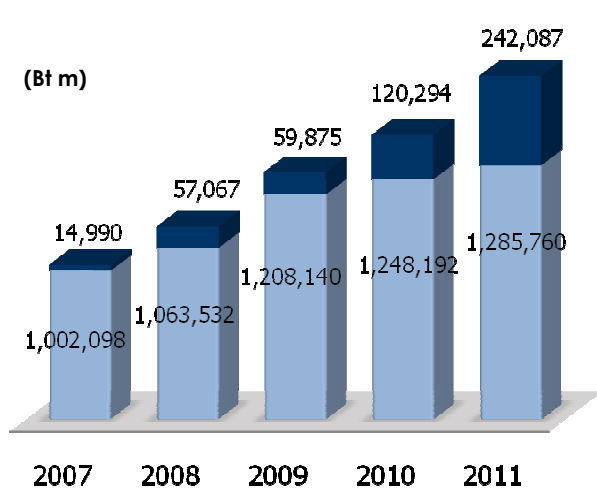
# LOANS AND DEPOSITS

## Loans



Loans Growth (YTD)				
2007	2008	2009	2010	2011
3.4%	9.2%	2.7%	16.4%	14.1%

## Deposits & Bill of Exchange

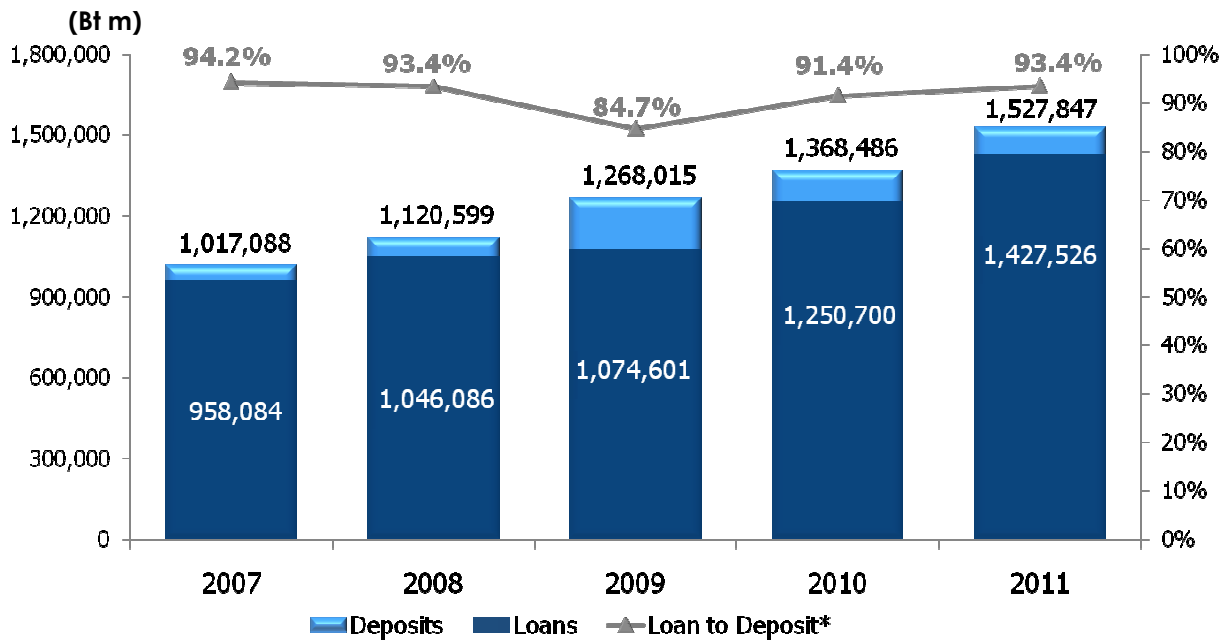


Deposits & Bill of Exchange (YTD)				
2007	2008	2009	2010	2011
0.7%	10.2%	13.2%	7.9%	11.6%

Note: 2011 data are unconsolidated, and unaudited as of December 31, 2011  
\*2010 and 2011 Loan – less deferred revenue

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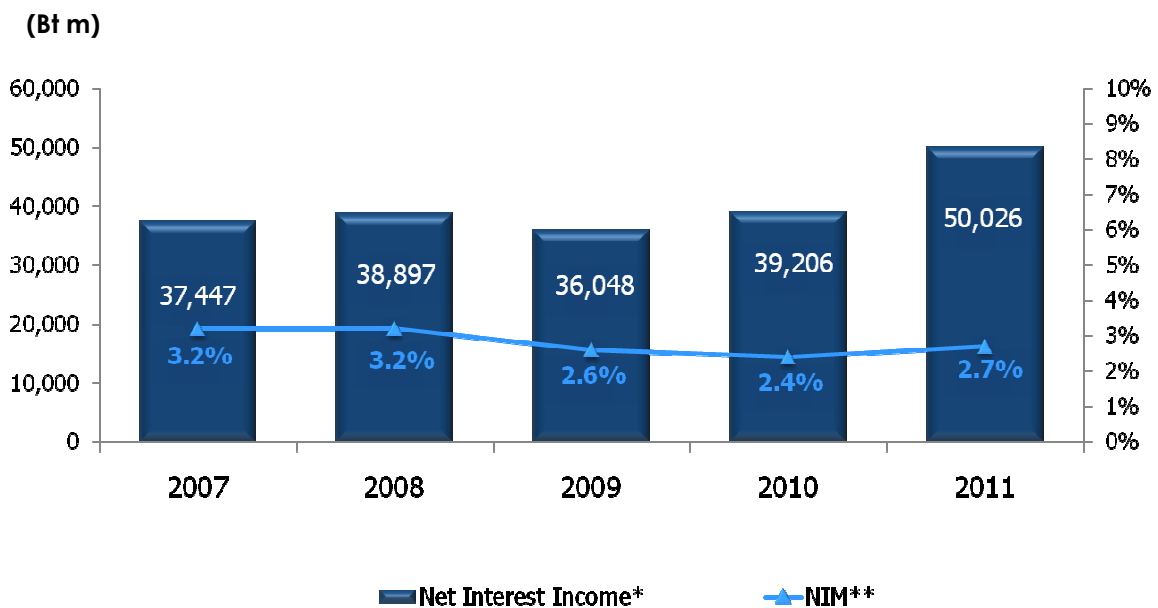
# LIQUIDITY



Note: 2011 data are unconsolidated, and unaudited as of December 31, 2011  
 \*Loan to Deposit Ratio: Total Deposits included bill of exchange

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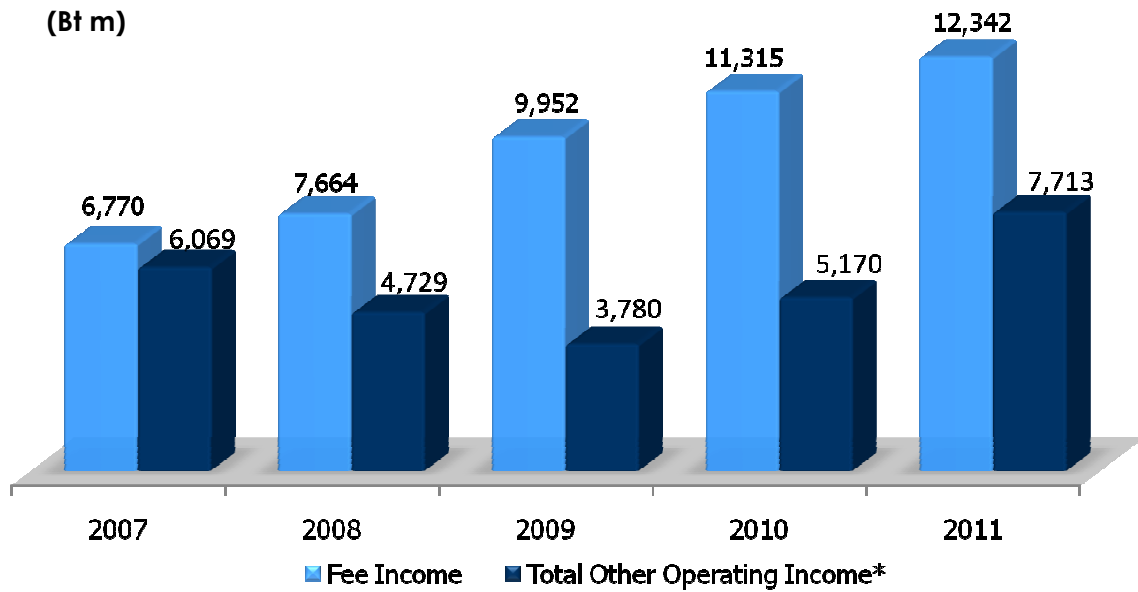
# NET INTEREST INCOME AND NIM



Note: 2011 data are unconsolidated, and unaudited as of December 31, 2011  
 \*Net Interest Income excluded dividend  
 \*\*NIM is based on average earning assets and excluded dividend

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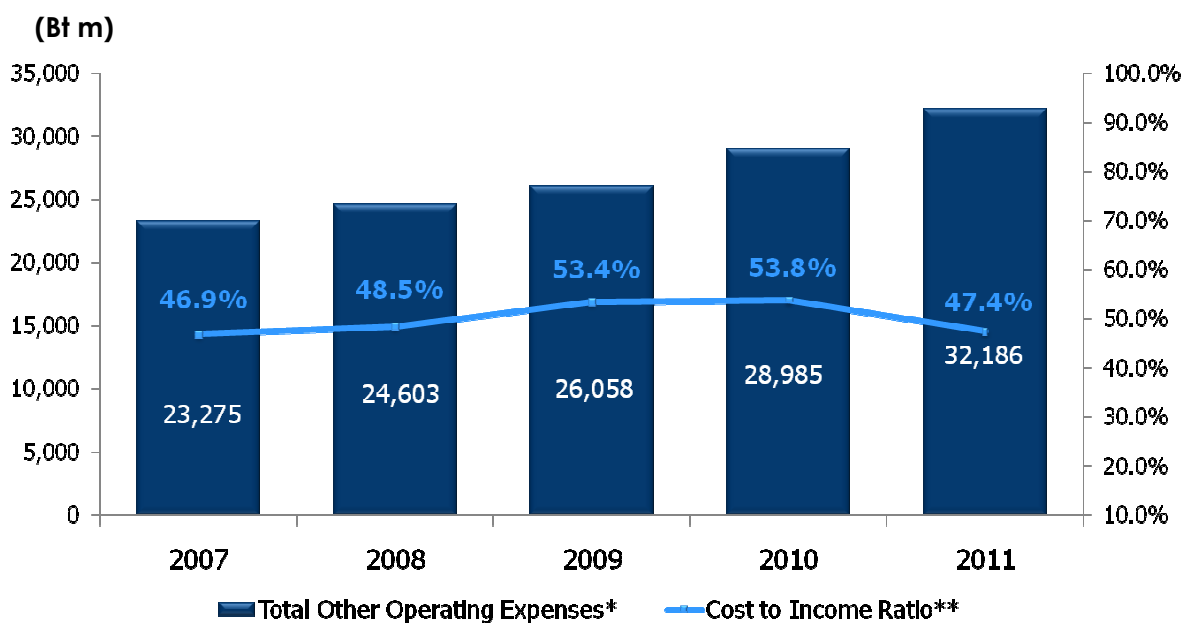
## FEE INCOME AND TOTAL OTHER OPERATING INCOME



Note: 2011 data are unconsolidated, and unaudited as of December 31, 2011  
\*Total Other Operating Income included dividend income

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## COST EFFICIENCY



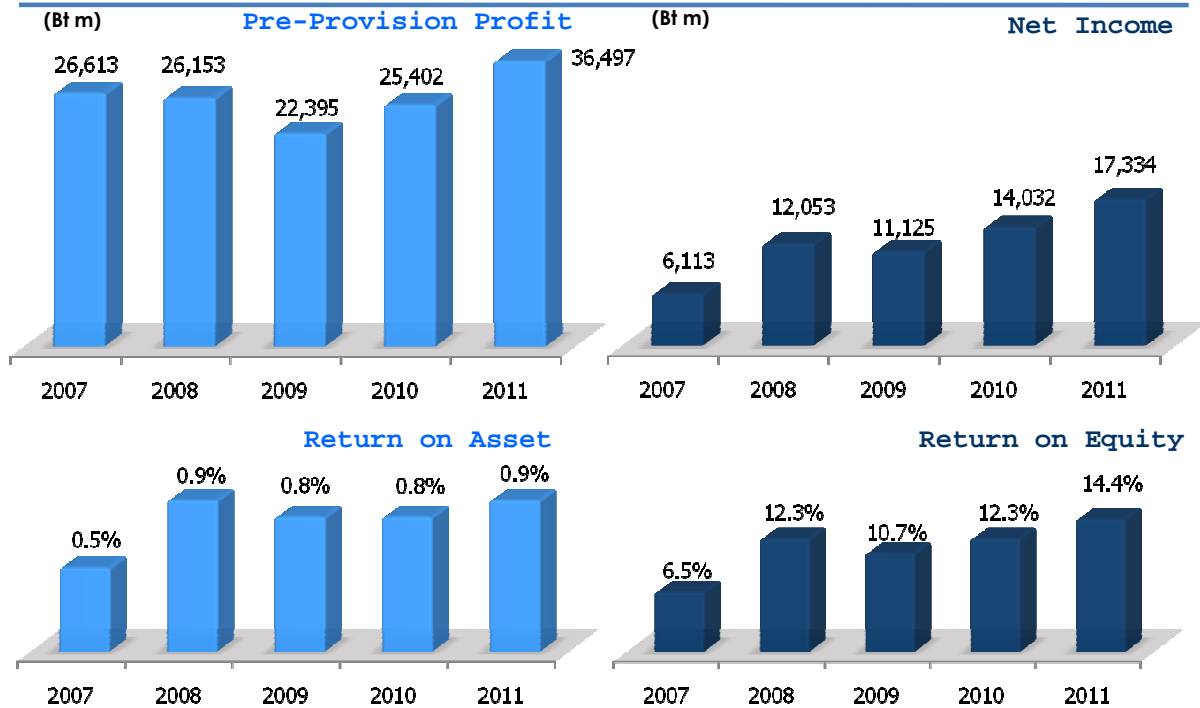
Note: 2011 data are unconsolidated, and unaudited as of December 31, 2011

\* Total Other Operating Expenses excluded contribution to deposit protection agency and fee expenses

\*\* Total Other Operating Expenses excluded loss on impairment of properties foreclosed, loss on impairment of land, and loss on impairment of other assets

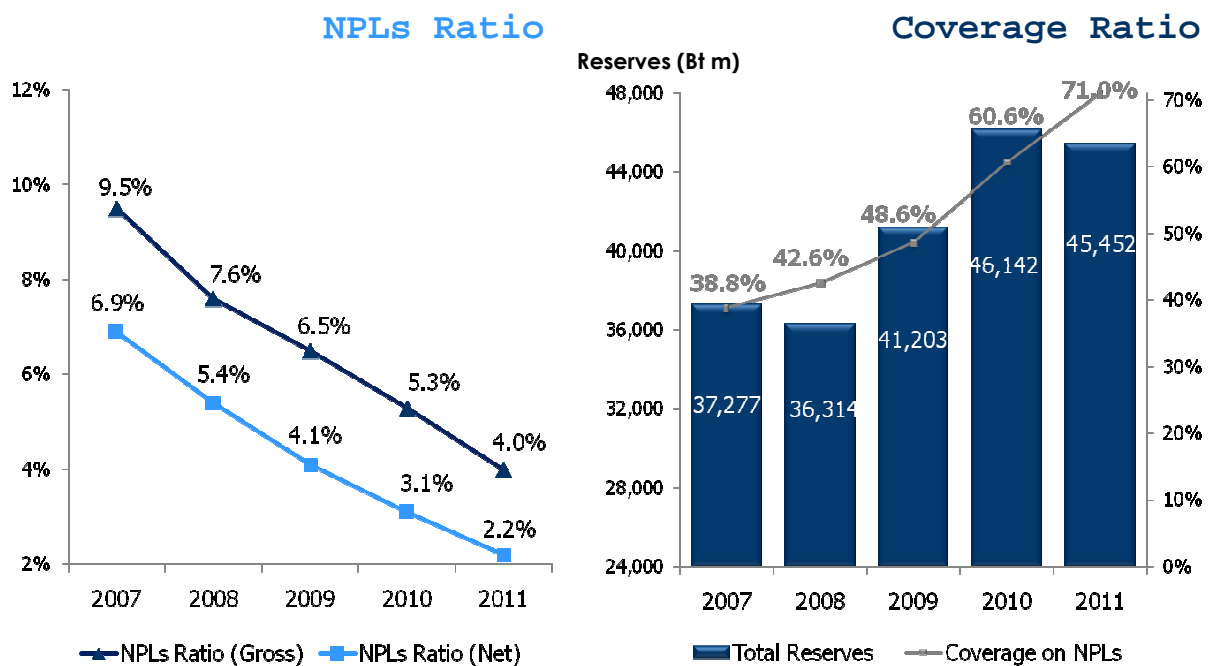
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# PROFITABILITY



Note: 2011 data are unconsolidated, and unaudited as of December 31, 2011  
 Pre-Provision Profit = income before income tax + bad debts and doubtful accounts

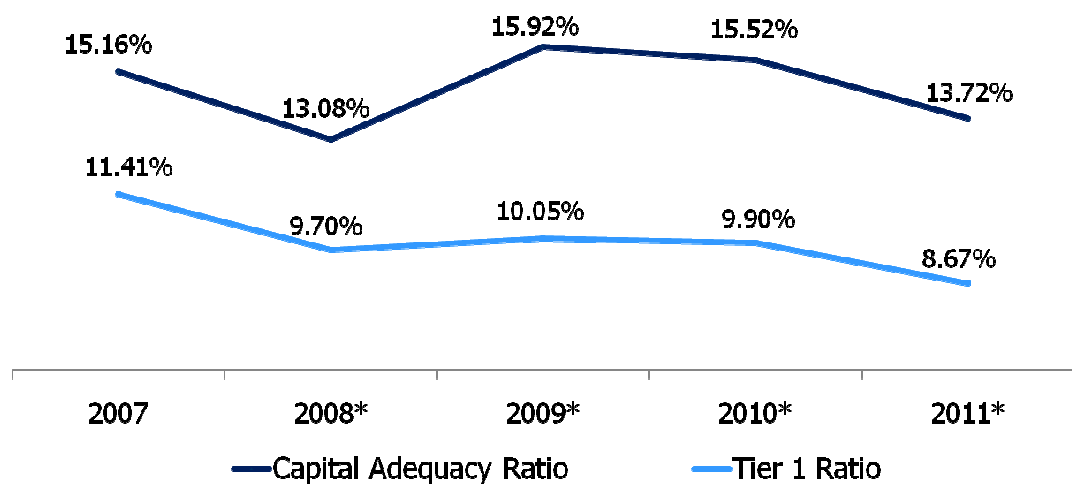
# NPLS



Note: 2011 data are unconsolidated, and unaudited as of December 31, 2011  
 Total Reserves included interbank

## STRONG CAPITAL BASE

Tier 1 capital ratio and Total capital fund ratio decreased from December 31, 2010 because the Bank adopted the TAS 19 Employee Benefits in 1Q2011. Moreover, the growth in loans to customers increased risk-weighted assets of the Bank. If the Bank calculates net profit of the second half of 2011 as capital, Tier I Capital ratio and Total Capital ratio will be 9.17% and 14.21% respectively.



Note: \*2008, 2009, 2010, 2011 Capital Adequacy and Tier 1 Ratio are adjusted in line with the new BOT's regulations regarding Basel II

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## 2012 TARGET

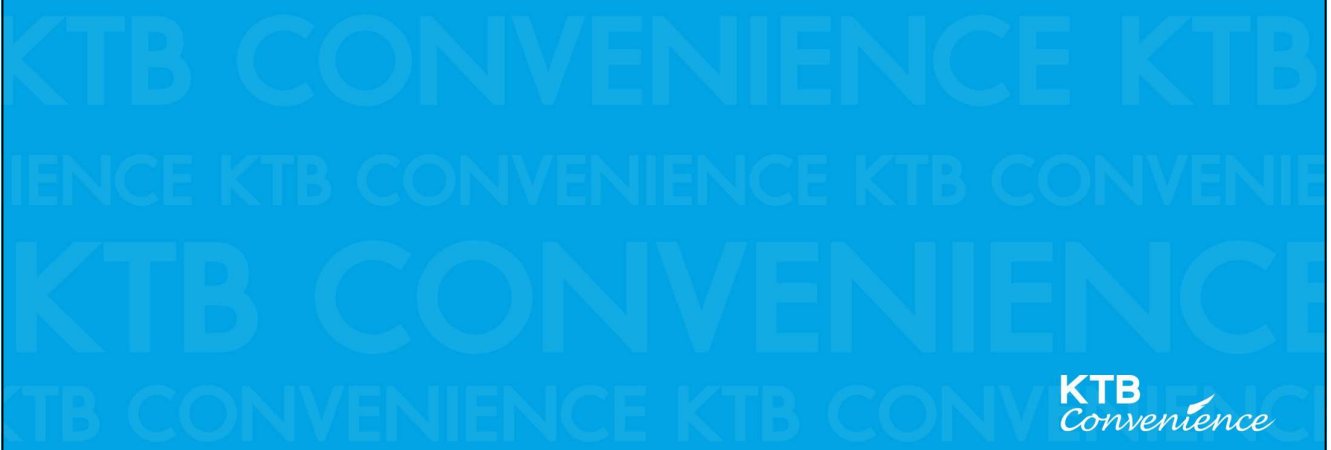
<b>Loan Growth</b>	5-7% increase
<b>Deposit Growth</b>	5% <sup>1</sup> increase
<b>Fee Income Growth</b>	15% <sup>2</sup> increase
<b>NPLs Ratio (gross)</b>	Reduce
<b>ROA</b>	Maintain
<b>ROE</b>	Maintain

Note: <sup>1</sup> Deposit growth included B/E

<sup>2</sup> Fee income growth depends on the effect of the new inter-region transfer fee structure

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# Thank You



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