krungsri
กรุงศรี

3Q/2012 and 9M/2012

Financial Performance

19th October 2012

"Make Life Simple เรื่องเงิน เรื่องง่าย"

Agenda

1. Key Highlights
2. Financial Performance
3. Krungsri Profile

Continued Strong Execution Bearing Fruit

Performing Loan Growth

+10.4% 9M/12

+6.3% 1H/12

NPL Reduction

-23.9% 9M/12

-18.1% 1H/12

NIM

4.35% 3Q/12

4.31% 1H/12

Coverage

141% 3Q/12

129% 1H/12

CASA

51.9% 3Q/12

45.0% 1H/12

Fees & Service Income Growth

21.8% 3Q/12

13.6% 1H/12

"Making Life Simple" Across the Organization

Corporate SME

SME
- Supply Chain Solutions
- One-Scan process & approval (Application up by 63%)
- "Tun Jai" Loan

CASA

Build solid & sticky deposit base
- "Mee Tae Dai" and "Jad Hai" – THB120+ Bn
- CASA @51%+

"e"

Partner

Launch "E" as a game changer
- Online registration simplified
- I-Partner for auto dealers
- Mobile apps & mobile EDC launched

Distribution

Transform & Optimize branches
- Branch refurbished/rebrand
- Expand 7 day service branch
- Simple Banking model

Consumer

Maintain #1 in the market
- Auto portfolio growth of 28% for 2012
- Acquired & consolidated HSBC card portfolio

Brand

'Make Life Simple' brand
- Improved brand preference & image
- Rolled out simple-Q & EDC account opening at all branches

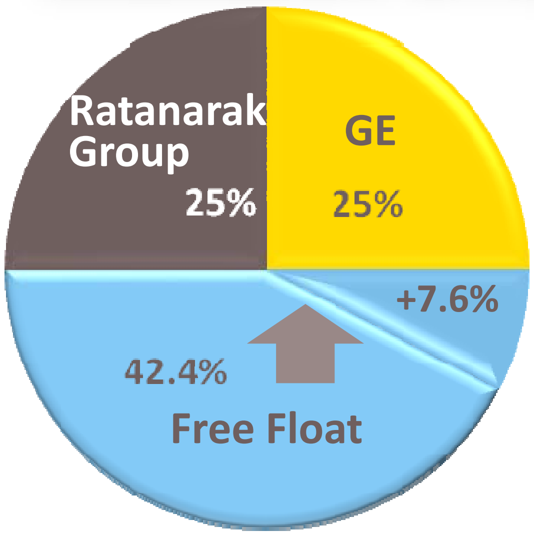
Corporate SME

Corporate Partnerships
- Commercial Agreements: 3Q Highlights

LG Life's Good, อินทรี, IRPC, meiji

GE Ownership Change

1) September 26, 2012: GE announced sale of approximately 7.6% stake in block trades
2) GE advised no further sale for a period of 180 days except for any strategic sale of substantially all of GE's shares



Current Developments

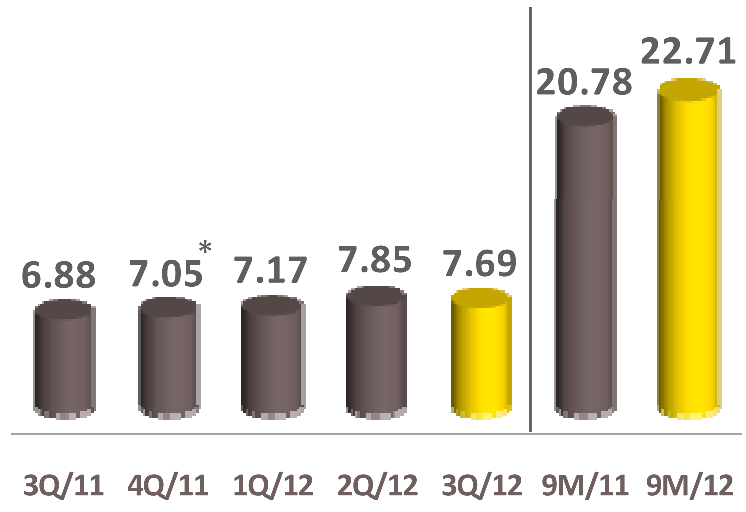
- **No change in business direction** nor medium-term aspiration
- **No change in executive management** or **board members**
- **Free-float improved by 7.6%,** and resulted in the uplift of Krungsri's MSCI EM weight
- **Robust performance** and momentum unchanged
- Additional new product & service rollouts continuing

Financial Performance for 3Q/2012 and 9M/2012

Profitability Moving Upward

Consolidated
(Baht Billion)

Profit before Provision and Tax

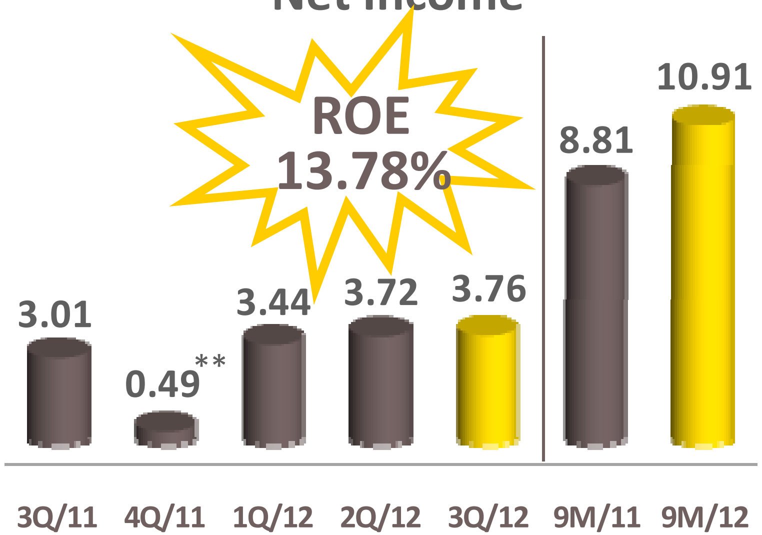


3Q12 YoY: + *11.8%*

9M12 YoY: + *9.3%*

Continued execution
yielding strong results

Net Income



3Q12 YoY: + *24.8%*

9M12 YoY: + *23.8%*

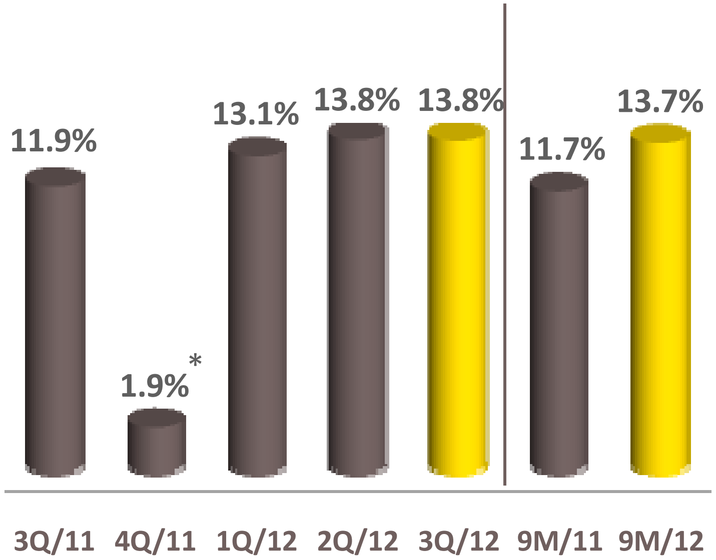
*Record quarterly **net profit***
*Baht **3.76** billion*

* *Impacted by floods*
** *Impacted by floods & Deferred Tax Asset revaluation*

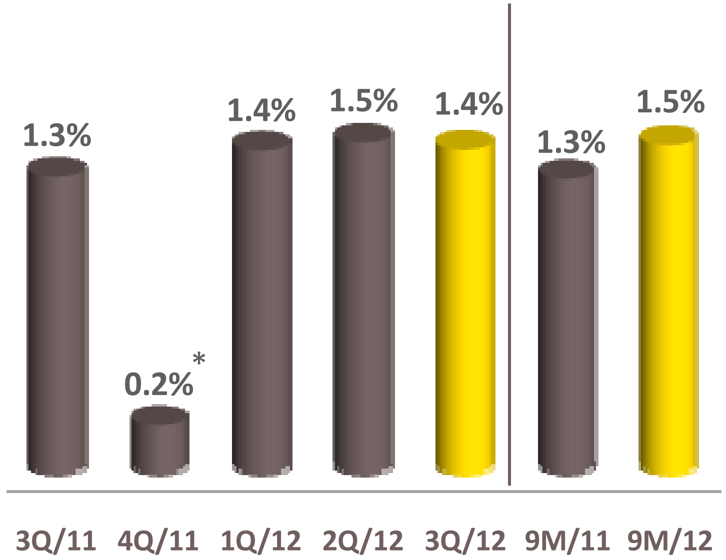
ROAE at 13.8% & ROAA at 1.4%

Consolidated

ROAE



ROAA

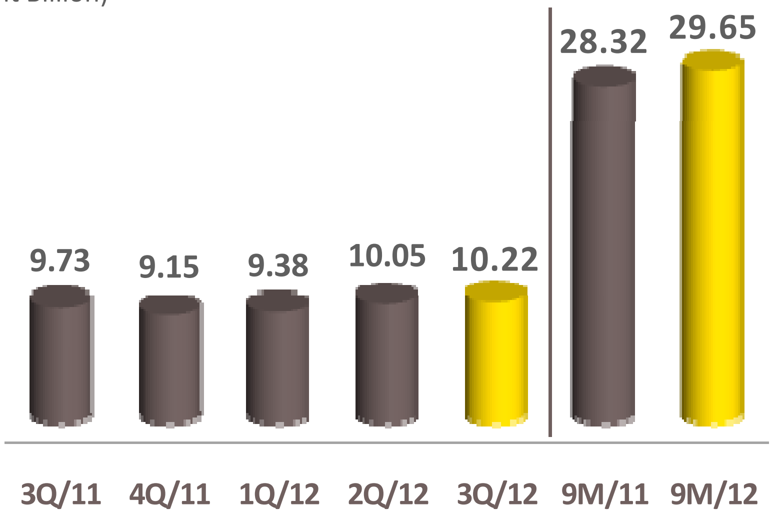


* *Impacted by floods & Deferred Tax Asset revaluation*

Profitability Measurement: Improved Yields and Steady NIM

Consolidated
(Baht Billion)

Net Interest Income

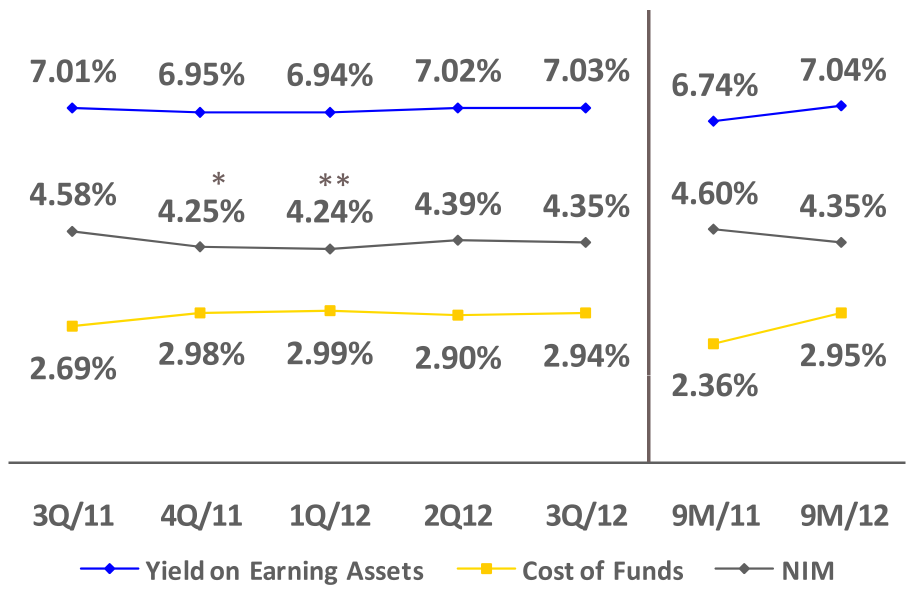


4.35%

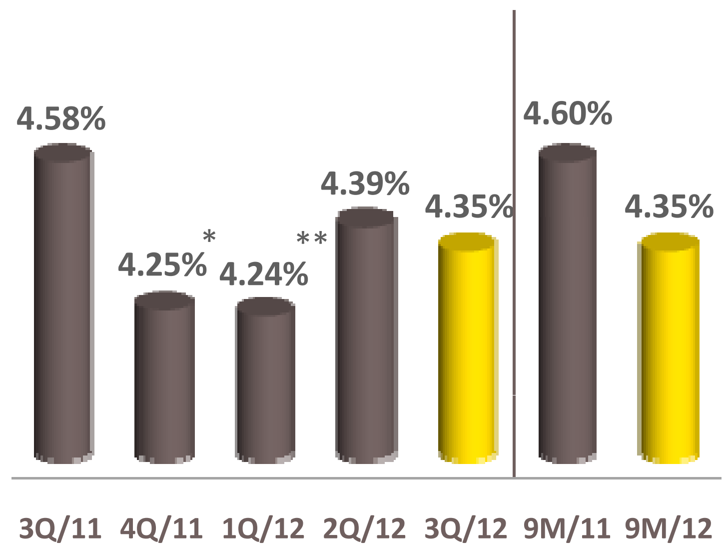
NIM Steady

Managed through heightened deposit competition & higher FIDF fee

Yield & Cost of Funds



Net Interest Margin (NIM)

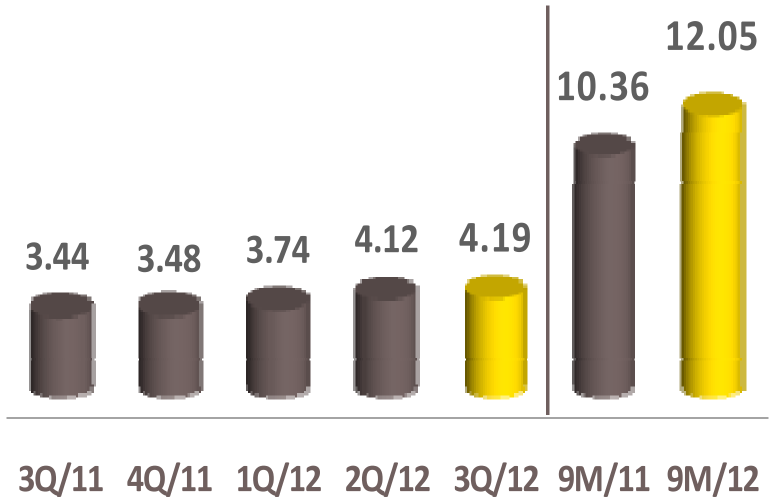


* *Impacted by flood*
** *Impacted by flood, HSBC denominator effect*

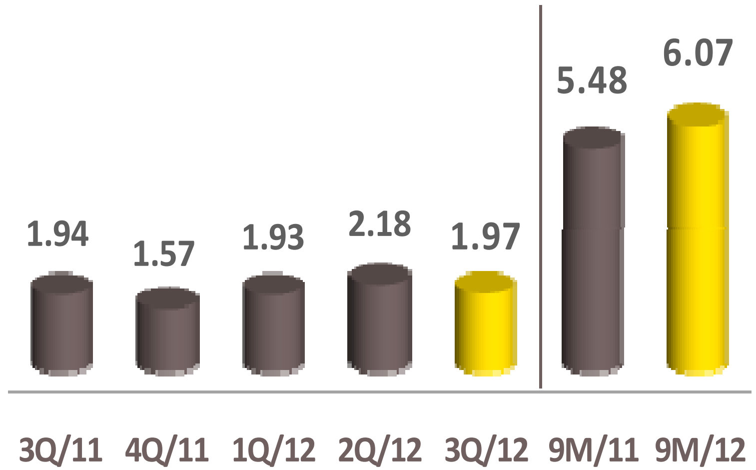
Fees and Service Income

Consolidated
(Baht Billion)

Fee & Service Income



Non-Interest and Non-Fee Income



Bancassurance and card fees continue as key drivers

16.3% *9M12 YoY*

3Q12 YoY: Bancassurance **+51.6%**

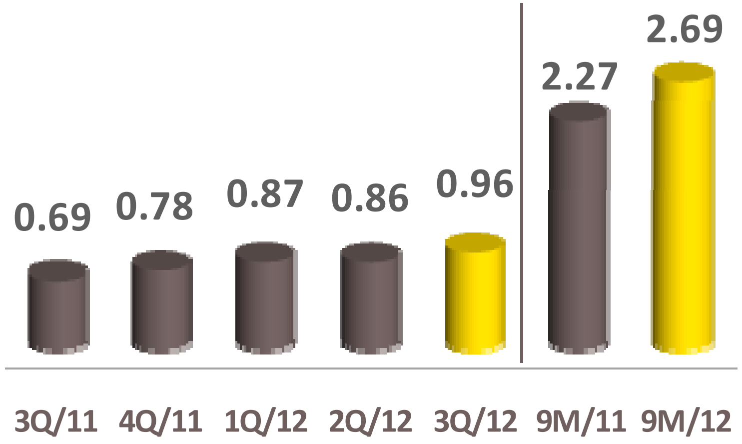
Fee & Service Income grew 22% YoY

Non-interest & Non-fee Income grew 11% YoY

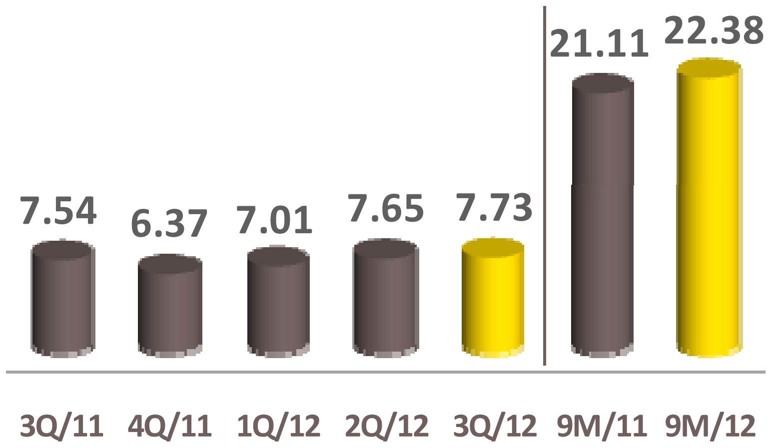
Efficiency Improvement

Consolidated
(Baht Billion)

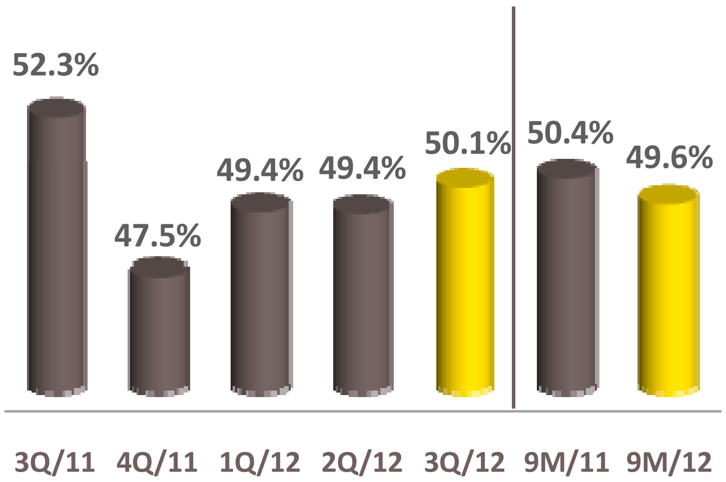
Fee and Service Expense



Other Operating Expenses



Cost to Income Ratio

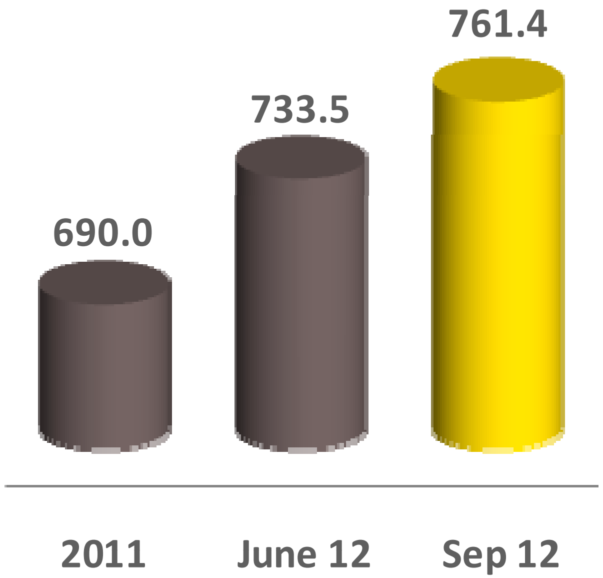


- *3Q: Cost to income at* ***50.1%***
- *Reflects accelerated "Make Life Simple" investments across the organization*

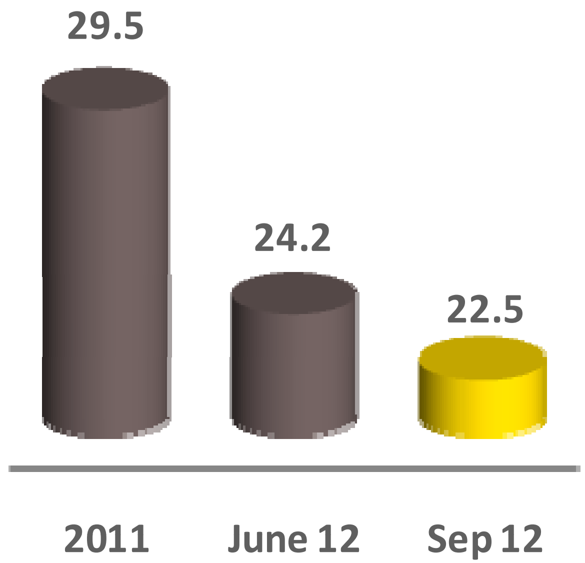
Loan Growth & Asset Quality Improvement

Consolidated
(Baht Billion)

Performing Loans



Non-performing Loans



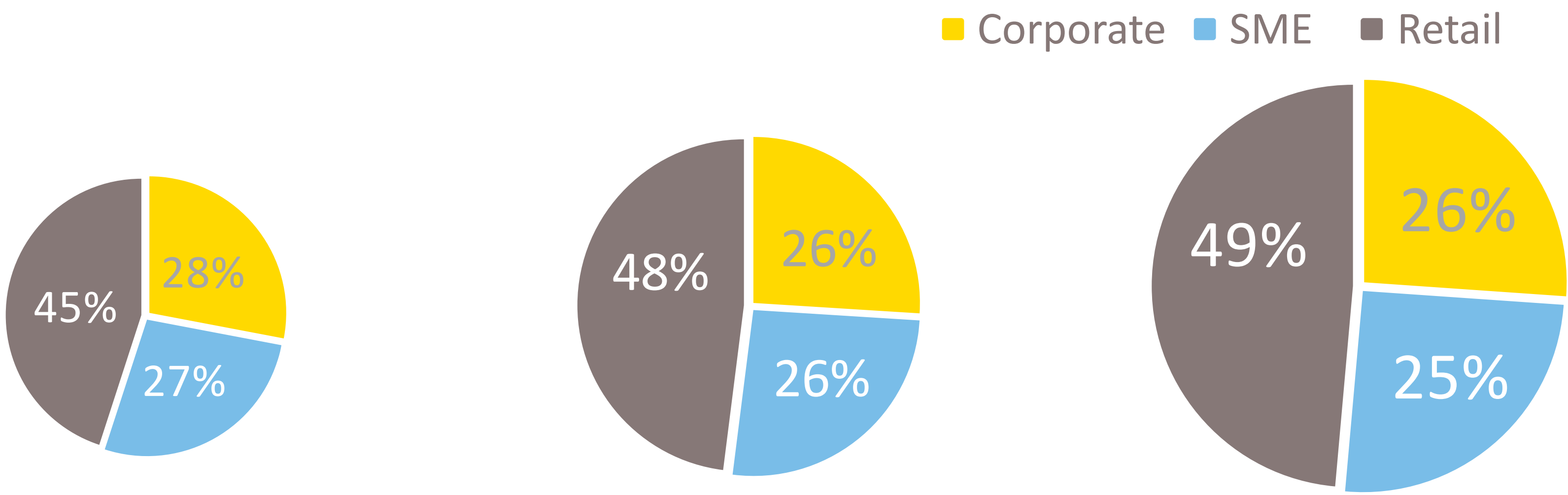
Performing Loan Growth

at ***10.4%*** 9M12

NPLs down *23.9%* 9M12

*NPL reduction to **2.65%***

Well-Balanced Portfolio: Retail Segment Reaching 49%



2011
Baht 719.5 Billion

June 2012
Baht 757.6 Billion

Sep 2012
Baht 783.9 Billion

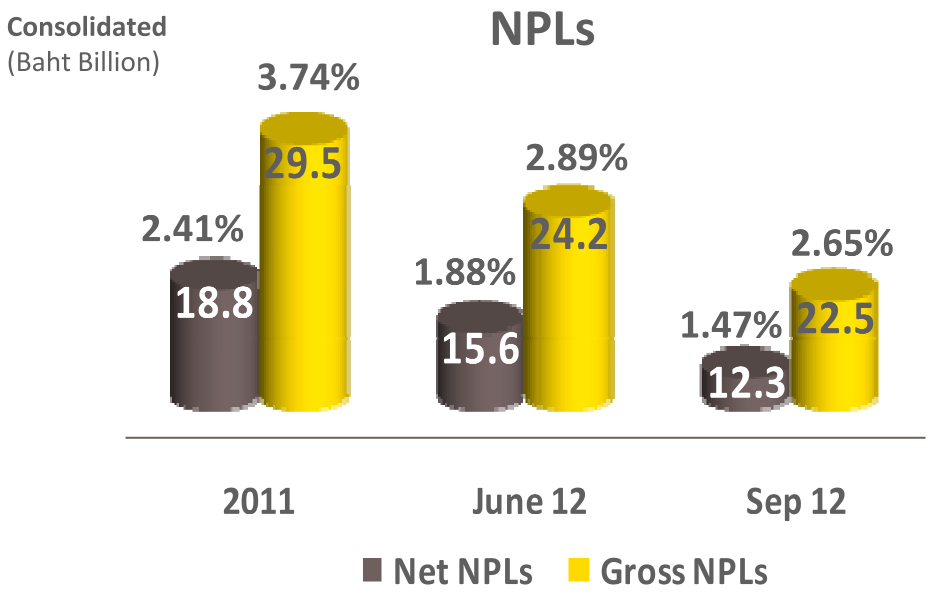
Growth in 3Q/12

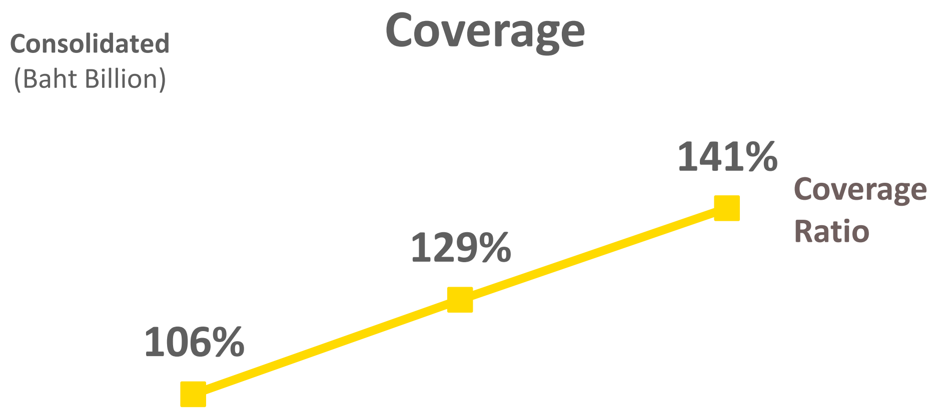
	QoQ		YtD
Retail	***+4.5%****	→	***+17.4%****
SME	***+2.9%****	→	***+7.3%****
Corporate	***+3.5%****	→	***+1.7%****

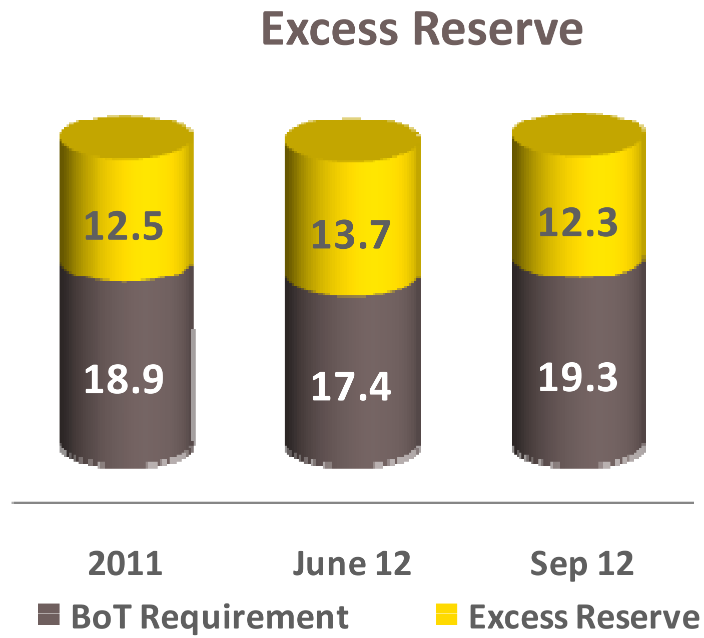
Y t D

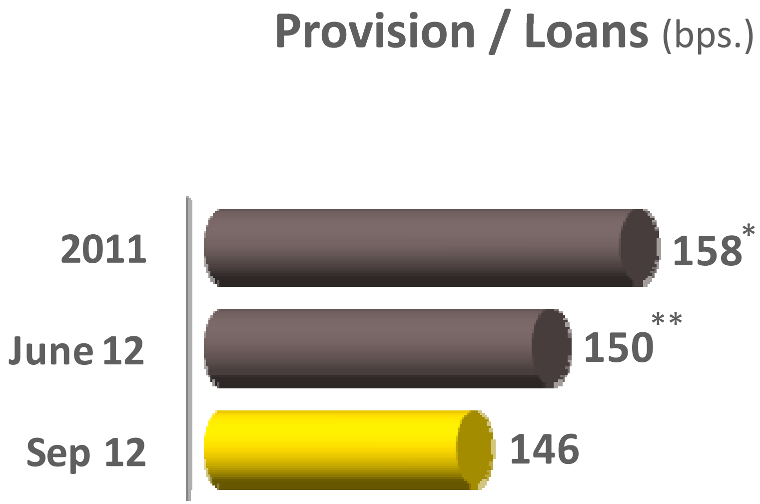
** Including the 23.9% NPLs reduction YtD:*
Retail + 16.7% YtD (+4.2% QoQ) ; SME + 5.0% YtD (+2.3% QoQ) ; Corporate +0.2% YtD (+3.3% QoQ)

Asset Quality Continues to Strengthen









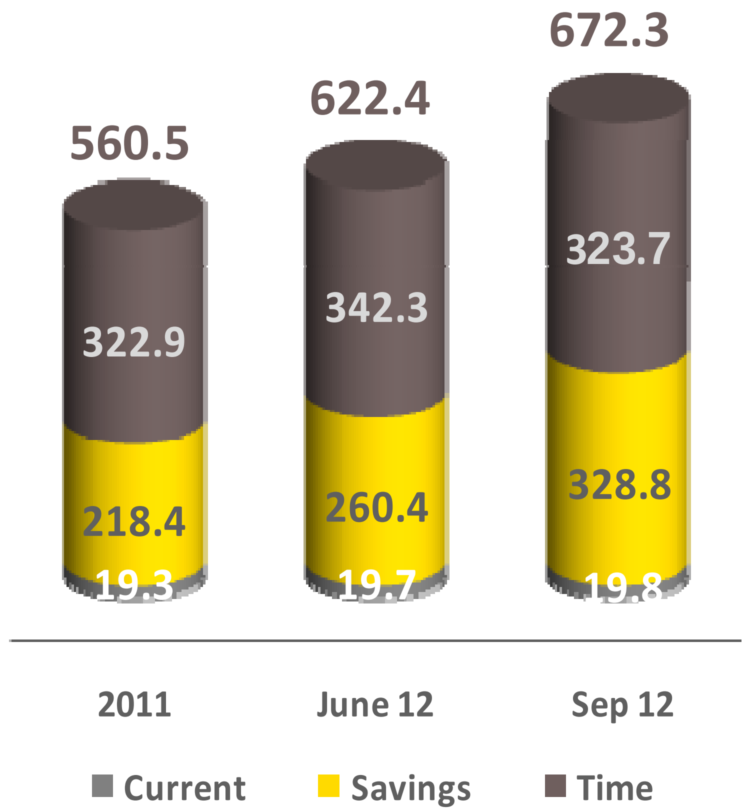
* 170 bps incl. flood

** 157 bps with HSBC portfolio

Funding Base … Building Solid and Sticky CASA

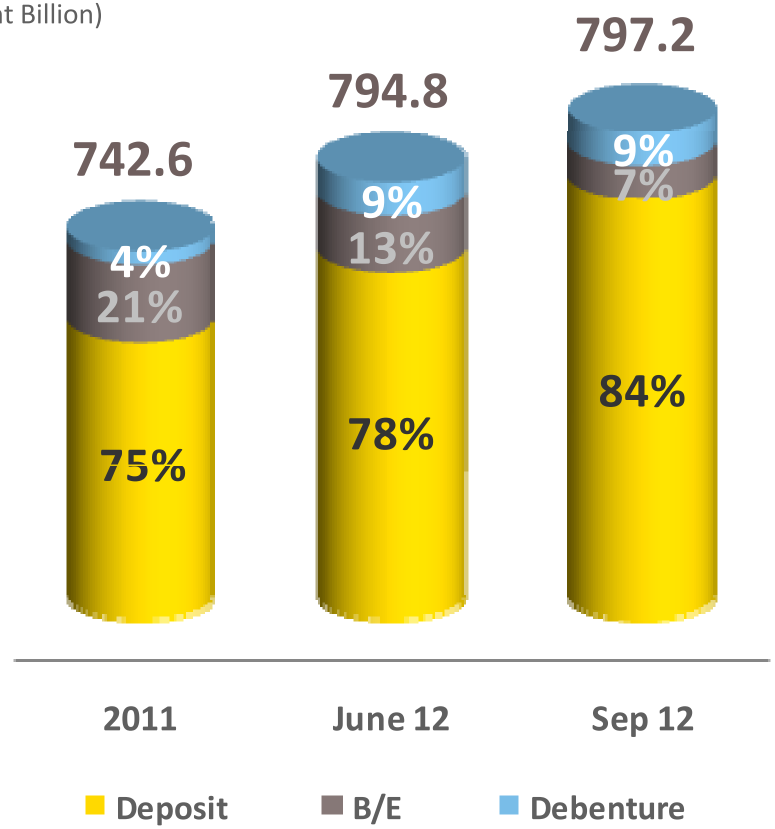
Consolidated
(Baht Billion)

Deposits

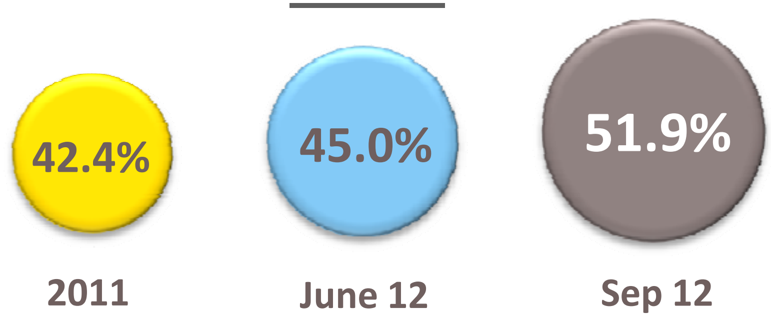


Consolidated
(Baht Billion)

Funding Mix

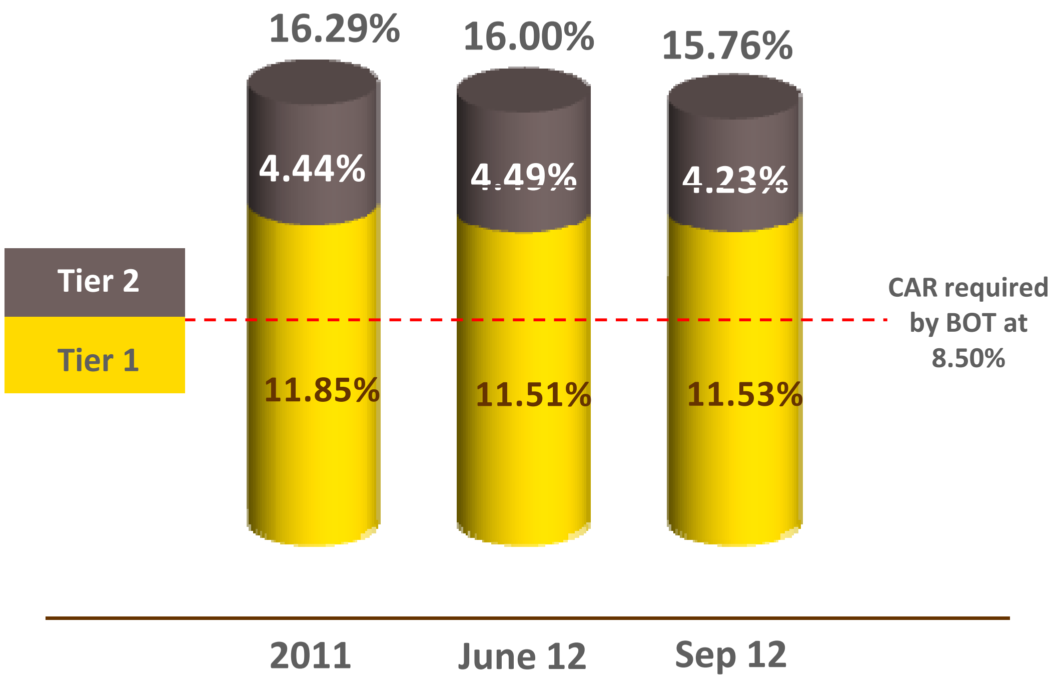


%CASA

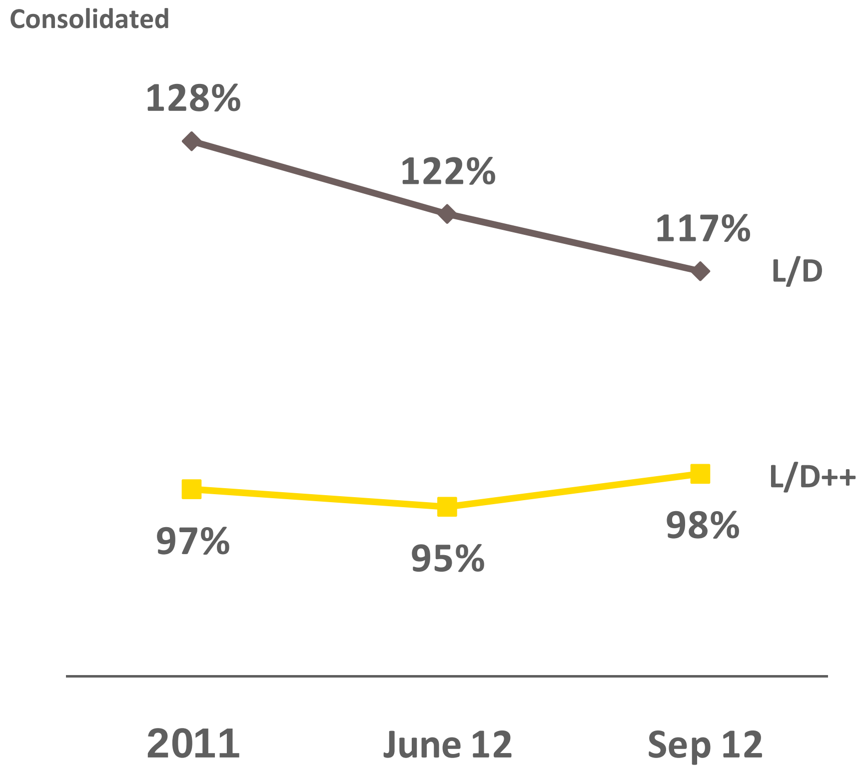


Capital and Liquidity

Strong Capital Base



Loan to Deposit



L/D++ : Loans to Deposits + Debentures + B/E

Baht Billion	2011	June 12	Sep 12
Tier 1	80.84	81.37	81.69
Tier 2	30.28	31.75	29.96
Total Capital	111.12	113.12	111.65

Maintaining solid capital base and liquidity to support growth agenda & Basel III

2012 Key Performance Targets

Consolidated	2011	1H/12	3Q/12	9M/12	2012 Targets	
Loan Growth (Net)	+70.6 bn +10.9%	+38.1 bn +5.3%	+26.3 bn +3.5%	+64.4 bn +9.0%	n.d.	✓
Performing Loan Growth	+79.2 bn +13.0%	+43.5 bn +6.3%	+28.0 bn +3.8%	+71.5 bn +10.4%	11%	✓
NPLs	29.5 bn	24.2 bn	22.5 bn	22.5 bn	23 bn*	✓
NPL Movement	-8.6 bn -22.6%	-5.4 bn -18.1%	-1.7 bn -7.1%	-7.0 bn -23.9%	n.d.	✓
Deposit Mix: Savings and Current	42%	45%	52%	52%	45%	✓
Loan Mix : Retail	45%	48%	49%	49%	46%	✓
L/D Ratio	128%	122%	117%	117%	n.d.	✓
L/Deposit+Debentures+B/E	97%	95%	98%	98%	96%	✓
NIM	4.5%	4.3%	4.4%	4.4%	4.40%	✓
Fee income growth	7%	14%	22%	16%	12%	✓
Cost to Income Ratio	49.68%	49.38%	50.13%	49.64%	48%	✓
Provisions	158 bps** 170 bps	144 bps*** 146 bps	146 bps	143 bps	140 bps	✓
Loan Loss Coverage	106%	129%	141%	141%	105%+	✓
CAR ****	16.3%	16.0%	15.8%	15.8%	n.d.	✓

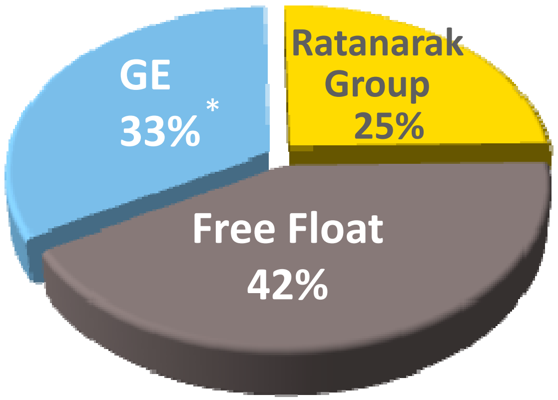
* NPL year-end target revised down from 27 bn in July 2012
** Normalized rate excluding DRP (Debt Relief Program for floods in 4Q/11)
*** Normalized rate excluding HSBC portfolio
**** Bank only

Krungsri Profile

Krungsri Group Overview

Shareholding Structure

(as of 6 Sep 2012)



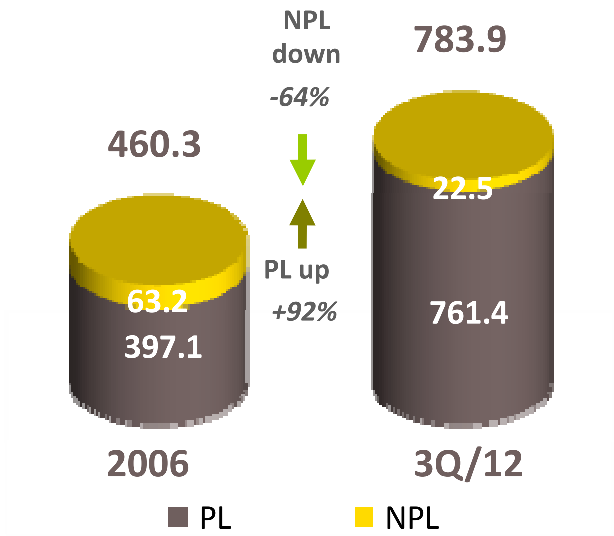
- Officially established in 1945
- 2007 : BAY and GE become strategic partners
- 2008 : Acquisition of GE Capital Auto Lease, subsequently renamed to Ayudhya Capital Auto Lease Pcl. (AYCAL)
- 2009 : Acquisition of AIG Retail Bank Pcl. and AIG Card (Thailand) Co., Ltd., subsequently renamed to Ayudhya Total Solutions Pcl. and Ayudhya Card Services Co., Ltd.
- 2009 : Acquisition of CFG Services Co., Ltd. (Srisawad), a micro finance business from AIG
- 2009 : Acquisition of GE Money Thailand, a consumer finance company
- 1Q/2012: Acquisition of HSBC Thailand's retail banking businesses

Note : * GE announced the sales of 7.6% stake on September 26, 2012.

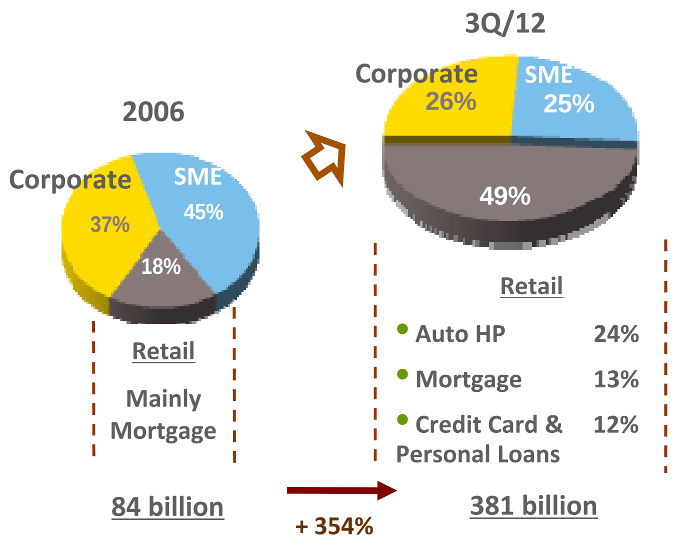
What We’ve Built So Far …..

Strong Growth Rate

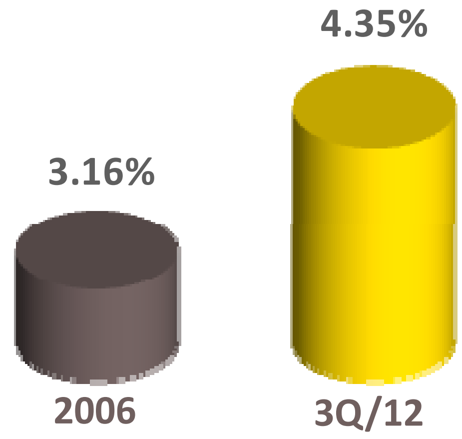
(Baht Billion)



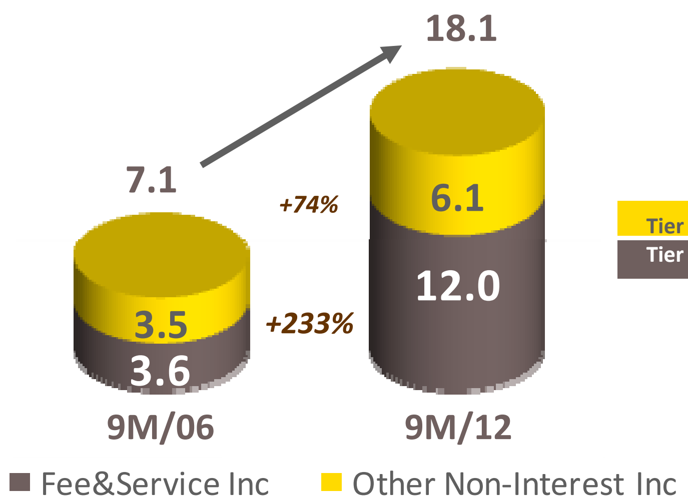
Balanced Loan Book



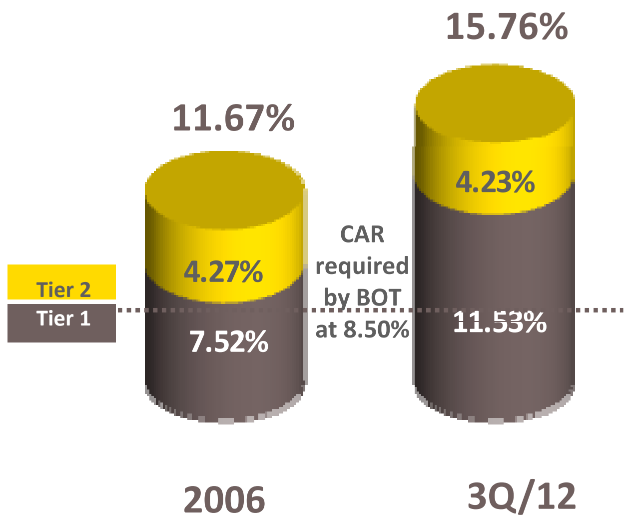
Improved NIM



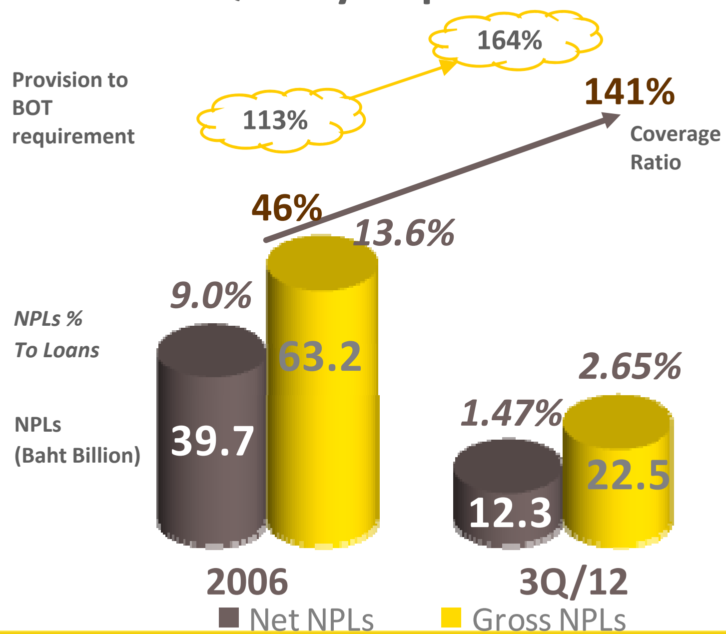
Non-Interest Income



Strong Capital Base

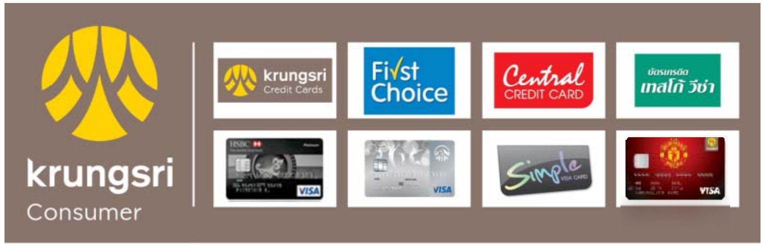


Asset Quality Improvement



Krungsri Group Profile

No. 1 in consumer finance



Leadership Position

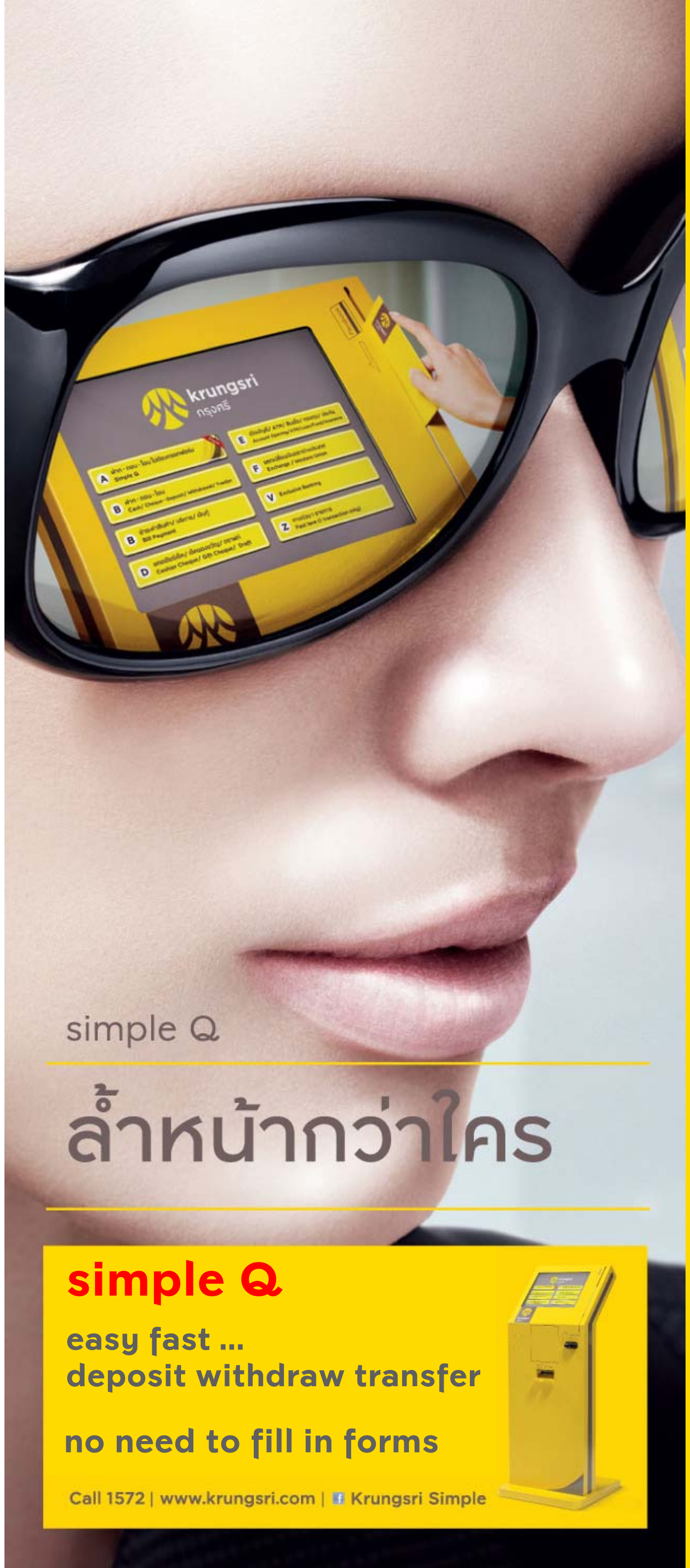
As of Aug 2012	Market Position	% Share
Consumer		
Personal Loan	1	28%
Credit Card	1	19%
Auto (HP)	2	15%
SME	5	8%
Corporate	5	7%

Extensive Franchise: Over 16,000 Service Outlets*

As of September 2012	Number
Domestic Branches	601
Overseas Branches	4
ATMs	4,216
Exchange Booths	74
Exclusive Banking Zones	19

As of September 2012	Number
Krungsri Business Centres	55
First Choice Branches + Dealers	26 Branches + 9,000 Dealers
Krungsri Auto Branches + Dealers	43 Branches + 5,300 Dealers
Micro Finance Branches	225

* Including > + 1,000 Thai Post Offices



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