

# KASIKORNBANKGROUP in Brief

## as of 4Q11

For further information, please contact Investor Relations Unit or visit our website at [www.kasikornbankgroup.com](http://www.kasikornbankgroup.com) or [www.kasikornbank.com](http://www.kasikornbank.com)

泰华农民银行集团 เครื่องธนาคารกสิกรไทย KASIKORNBANKGROUP  
全方位的卓越服务 บริการทุกระดับประทับใจ Towards Service Excellence

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## KASIKORNBANKGROUP at a Glance



- Established on June 8, 1945 with registered capital of Bt5mn (USD 0.16mn)
- Listed on the Stock Exchange of Thailand (SET) since 1976

### Consolidated (as of December 2011)

Assets	Bt1,723bn (USD54.3bn)	Ranked #4 in Thai banking industry
Loans*	Bt1,211bn (USD38.2bn)	Ranked #4 with 15.5% market share**
Deposits	Bt1,242bn (USD39.2bn)	Ranked #3 with 17.2% market share**
CAR	13.8%	If 2H11 profit included, CAR = 14.7%
ROE	16.7%***	
ROA	1.5%***	
Number of Branches	816	
Number of ATMs	7,366	
Number of Employees	16,580	

### Share Information

SET Symbol	KBANK, KBANK-F	
Share Capital:		
Authorized	Bt30.5bn (USD1.0bn)	
Issued and Paid-up	Bt23.9bn (USD0.8bn)	
Number of Shares	2.4bn shares	
Market Capitalization	Bt292bn (USD9.2bn)	Ranked #3 in Thai banking sector
4Q11 Avg. Share Price:		
KBANK	Bt118.33 (USD3.73)	
KBANK-F	Bt119.56 (USD3.77)	
EPS	Bt10.12 (USD0.32)	
BVPS	Bt64.68 (USD2.04)	

Notes: \* Loans = Loans to customers less Deferred revenue

\*\* Loans and deposits market share is based on C.B.1.1 (Monthly statement of assets and liabilities)

\*\*\* In according to a reduction in corporate income tax rate from 30% of taxable profit to 23% in 2012 and 20% in 2013, KBANK recognized a Bt1.9bn one-time impact to 4Q11 income statement, due to deferred tax items adjustment; no affect on the business undertaking, profitability, and capital fund of the Bank and its subsidiaries

Exchange rate at the end of December 2011 was Bt31.70 per USD (Source: Bank of Thailand)

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## KASIKORNBANKGROUP Mission

“KASIKORNBANKGROUP aims to be a strong Thai financial group that provides a variety of financial services of world-class quality **responsive to serve customers’ needs** by harmoniously combining technology and human resources so as to achieve optimal benefits to customers, shareholders, employees and the country.”

OR

Achieving Long-term Risk-Adjusted Sustainable Profitability

## KASIKORNBANKGROUP

MISSION

Achieving Long-term Risk-Adjusted Sustainable Profitability



When customer thinks of KASIKORNBANKGROUP....

- **Full-range financial solution provider**
- **Excellent quality service**
- **Single KASIKORNBANKGROUP brand**

# KASIKORNBANKGROUP



## หลักทรัพย์จัดการกองทุนกสิกรไทย

KASIKORN ASSET MANAGEMENT 泰华农民基金



- Established in 1992
- A leader in fund management business (i.e. mutual funds, provident funds, and private funds)

## ศูนย์วิจัยกสิกรไทย

KASIKORN RESEARCH CENTER 泰华农民研究中心



- Established in 1994
- Professional in providing knowledge in economics, business, money, and banking
- Only research house which is an affiliate of a bank

## หลักทรัพย์กสิกรไทย

KASIKORN SECURITIES 泰华农民证券



- Established in 2005
- Professional in providing a complete range of professional and excellent financial solutions and services, including investment banking, securities underwriting, and securities brokerage

## ลีสซิ่งกสิกรไทย

KASIKORN LEASING 泰华农民租赁



- Established in 2005
- Professional in providing three core products: hire purchase, finance lease, and floor plan

## แฟคตอรี แอนด์ อีควิปเมนท์ กสิกรไทย

KASIKORN FACTORY AND EQUIPMENT 泰华工厂设备



- Established in 1990, formerly known as KASIKORN FACTORING
- Professional in providing a complete range of machinery and equipment leasing services

# The K-Strategy

Long-Term Risk-Adjusted Sustainable Profitability

Customer Centricity

### SEGMENT FOCUS

Drive Synergistic Business Acquisition in All Segments

To serve both the business and personal life of each Customer at every life stage

**PRODUCT**  
Innovate & be responsive

**BRANDING & MARKETING**  
Clear & consistent communication

**SERVICE QUALITY**  
Excellent customer experience @ all channels

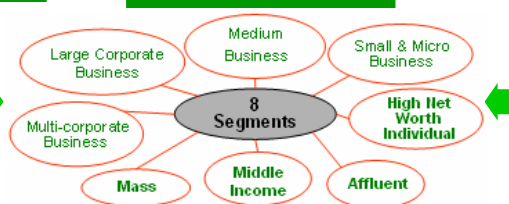
KASIKORNBANKGROUP & Strategic Partner

8 Customer Segments

4 Product Domains



+



The Way We Work

Strategic Capabilities

Understanding Customer Needs

Innovative & Managing Products

Sales & Service Excellence

Proactive Risk Management

# 2007 – 2011 Financial Performance

Consolidated

(Baht mn)

Item	2011 *	2010 *	2009	2008	2007
<b>B/S and Income:</b>					
Assets	1,722,940	1,546,664	1,366,993	1,304,045	994,518
Deposit	1,242,229	1,100,036	975,492	967,950	783,822
Loan	1,210,834	1,076,981	943,378	904,008	762,505
Interest Income	83,692	62,271	56,396	60,130	55,516
Interest Expense	27,201	15,527	13,021	17,694	18,085
Non Interest Income	34,017	28,400	27,299	22,590	18,897
Non Interest Expense	30,599**	38,003**	40,445	35,060	29,029
EBPT	47,489	37,141	30,229	29,966	27,299
Net Profit	24,226***	20,047	14,732	15,333	15,005
<b>Performance Ratio:</b>					
ROA	1.48***	1.38	1.10	1.33	1.55
ROA (w/o conso MTGH)	n.a	n.a	1.12	1.33	1.55
ROE	16.7***	15.7	12.8	14.4	15.9
ROE (w/o conso MTGH)	n.a	n.a	12.7	14.4	15.9
NIM	3.8	3.5	3.5	4.0	4.1
NIM (w/o conso MTGH)	n.a	n.a	3.6	4.0	4.1
Cost to income ratio	47.5	50.6	57.2	53.9	51.5
Cost to income ratio (w/o conso MTGH)	n.a	n.a	55.9	53.9	51.5
<b>Asset Quality Ratio:</b>					
NPL gross	31,736	33,175	37,152	33,686	34,980
NPL net	14,698	16,022	18,473	15,712	17,600
Reserve	40,343	36,832	34,045	29,772	25,852
NPL gross /Loan (%)	2.5	2.9	3.8	3.1	4.5
NPL net /Loan (%)	1.2	1.4	1.9	1.5	2.3
Reserve/NPL gross (%)	127.1	111.0	91.6	88.4	73.9
<b>Capital (%): ****</b>					
CAR	13.8	14.0	15.2	15.1	14.6
Tier 1	9.6	9.4	10.3	9.8	10.7

Notes: \* Based on new financial statement presentation

\*\* Other operating expenses

\*\*\* In accordance with the corporate income tax rate reduction from 30% of taxable profit to 23% in 2012 and 20% in 2013, KBank recognized a one-time Bt1.9bn impact to the 4Q11 income statement due to deferred tax items adjustment; there was no affect on the business undertakings, profitability, or capital fund of the Bank and its subsidiaries

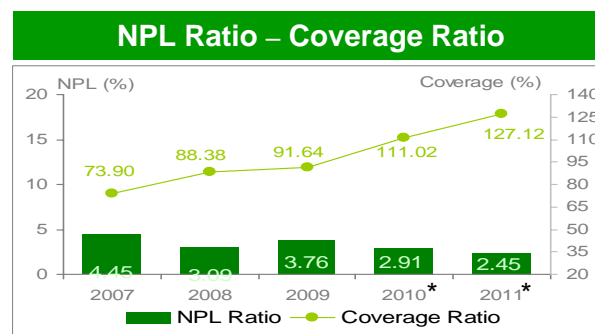
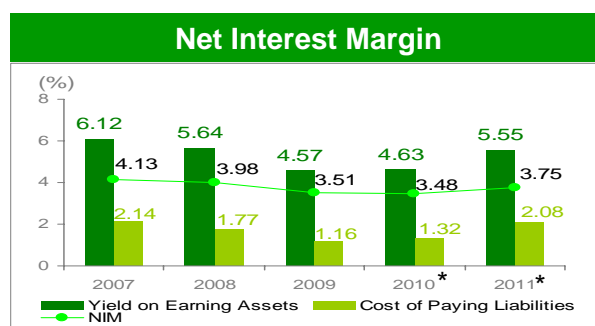
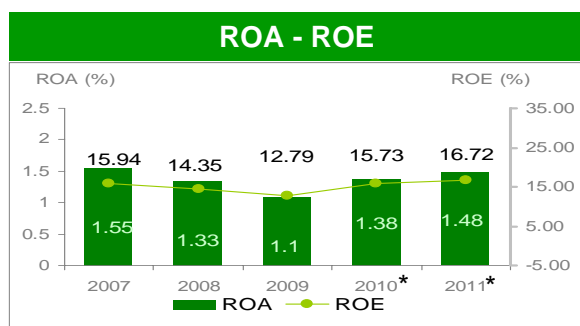
\*\*\*\* If include 2H11 profit, CAR = 14.73% and Tier 1 = 10.56%

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# Financial Performance Highlights

December 2011 (Consolidated)

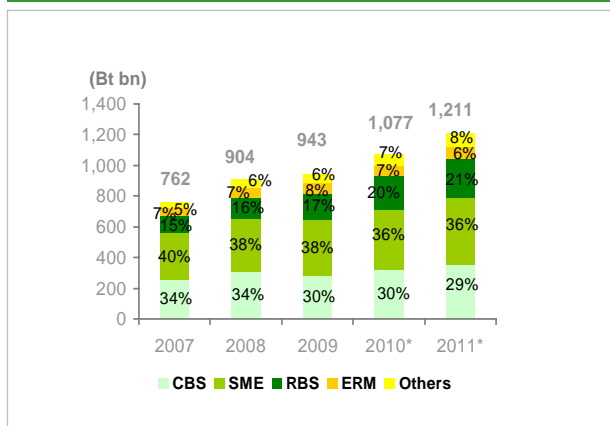


Note: \* Based on new financial statement presentation

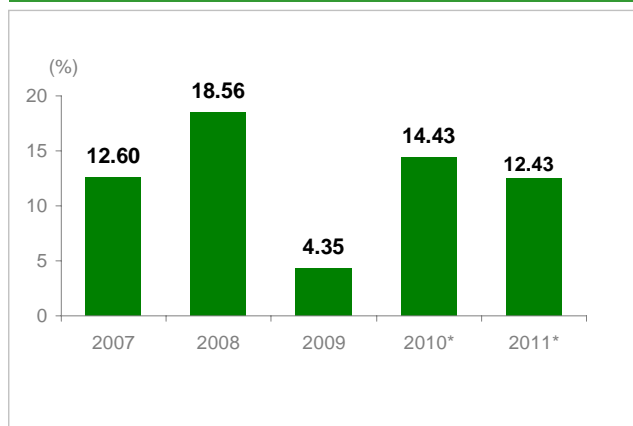
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## Loan Portfolio Breakdown



## Loan Growth



### KBank's Definitions

**CBS:** Corporate Business Division (Annual sales turnover  $\geq$  Bt400mn)

**SME:** SME Business Division (Annual sales turnover < Bt400mn)

**RBS:** Retail Business Division

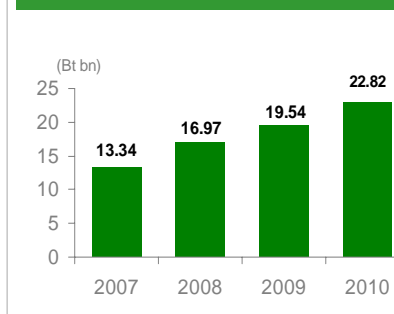
**ERM:** Enterprise Risk Management Division (NPL + Performing Restructured Loans)

**Others:** Loans of the Bank's subsidiaries and other loan types

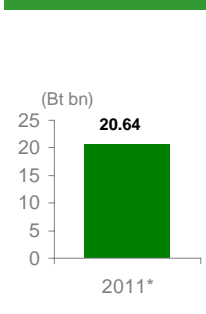
Note: \* Loans = Loans to customers less deferred revenue, based on new financial statement presentation

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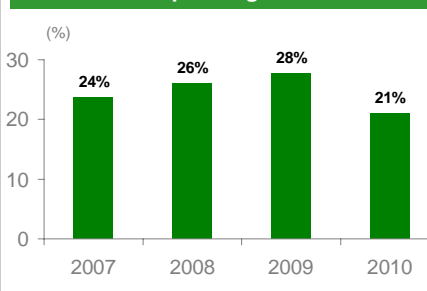
## Fee income



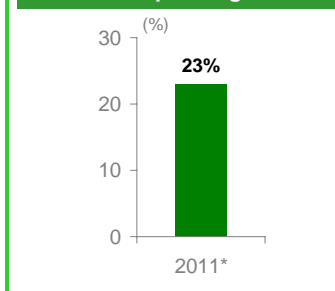
## Net Fee Income



## Fee Income to Total Operating Income



## Net Fee Income to Net Total Operating Income

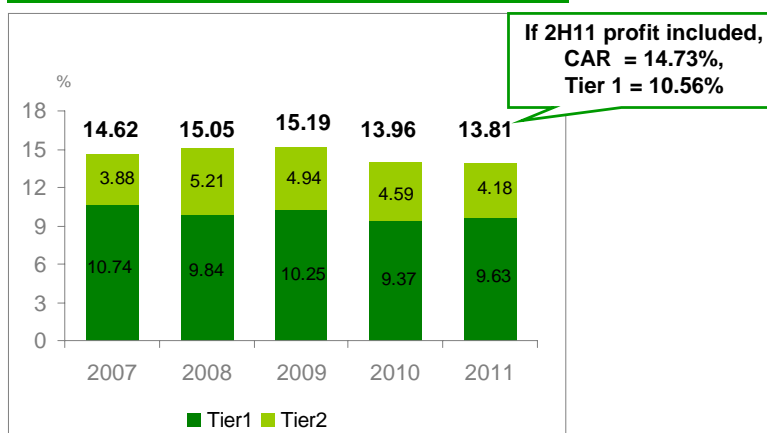


- Net fee income grew 13.22% YoY in 2011, as a result of our customer-centric strategy
- Net fee income to total operating income was 23% in 2011, due to the accounting treatment following the MTGH consolidation in November 2009; Bancassurance fees were not included in the fee income item

Note: \* Based on new financial statement presentation

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## Capital



## Shareholder Structure

Thai Shareholders	51%
Foreign Shareholders	49%
NVDR*	24.93
Thai Shareholding Limit	51%
Foreign Shareholding Limit	49%

\* NVDR stands for Non-Voting Depository Receipt

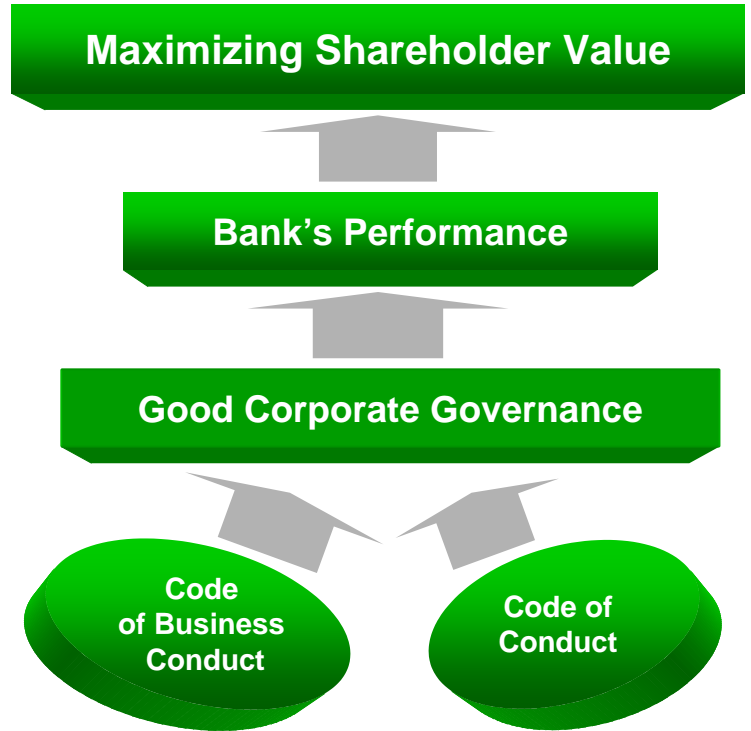
## Top 10 Shareholders

	%
1. THAI NVDR CO., LTD	24.93
2. STATE STREET BANK AND TRUST COMPANY	8.44
3. CHASE NOMINEES LIMITED 42	5.02
4. STATE STREET BANK EUROPE LIMITED	4.74
5. NORTRUST NOMINEES LTD.	3.11
6. HSBC (SINGAPORE) NOMINEES PTE LTD	2.31
7. STATE STREET BANK AND TRUST COMPANY FOR AUSTRALIA	1.88
8. CHASE NOMINEES LIMITED 1	1.82
9. THAILAND SECURITIES DEPOSITORY COMPANY LIMITED FOR DEPOSITORS (THAI SECURITIES-HOLDER ACCOUNT)	1.54
10. SOCIAL SECURITY OFFICE (2 CASES)	1.23
<u>Other Shareholders</u>	<u>44.98</u>
<b>Total</b>	<b>100.00</b>

# Corporate Governance

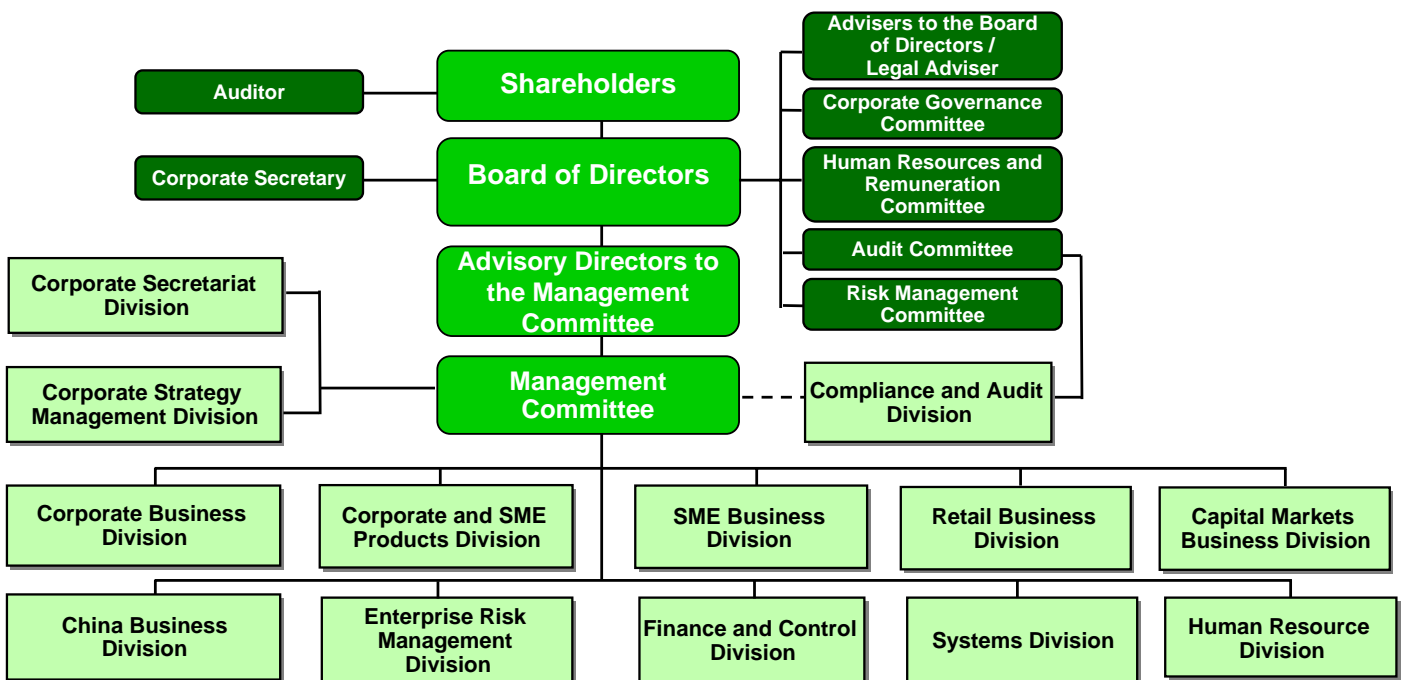
## Importance of Corporate Governance and Business Ethics

The Board of Directors of KASIKORNBANK strongly believes that good corporate governance will enhance the sustainable growth of the Bank's performance, and is central to achieving the Bank's primary objective of maximizing shareholder value



For further information, please visit [www.kasikornbank.com / Investors / Corporate Governance](http://www.kasikornbank.com/Investors/Corporate%20Governance)

# Organization Chart

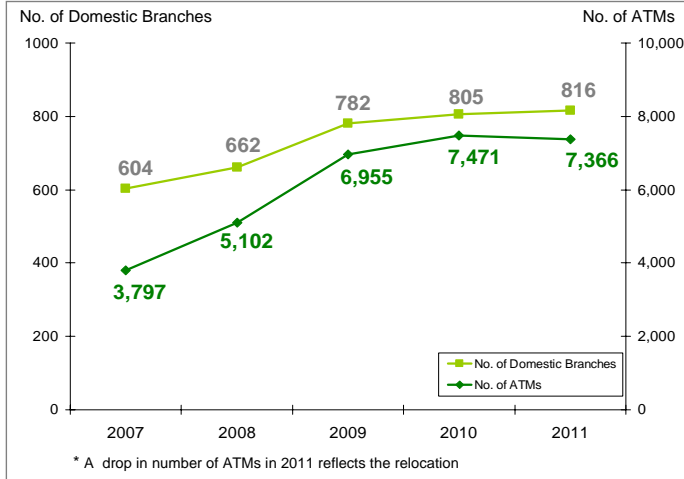


# KBank Channels and Employees

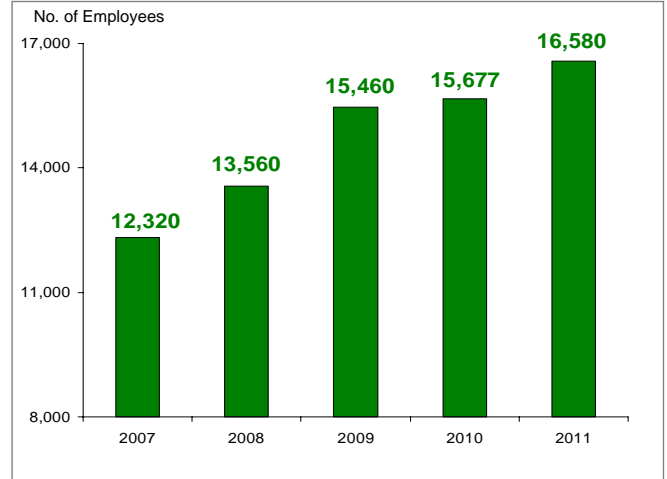
December 2011

■ Increase in resources to support continuous growth after big reductions during crisis

## Domestic Branches & ATMs



## Employees



Note: 1) KBank has 4 international branches and 4 representative offices:  
 - 4 international branches are in Los Angeles, Cayman Islands, Hong Kong and Shenzhen  
 - 4 representative offices are in Beijing, Shanghai, Kunming and Tokyo  
 2) KBank has 101 foreign exchange booths

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# Credit Ratings

As of January 31, 2012

## Thailand

S&P's		Moody's		Fitch	
Long-term - Foreign		Long-term - Foreign		Long-term - Foreign	
Rating	Outlook	Rating	Outlook	Rating	Outlook
BBB+	Stable	Baa1	Stable	BBB	Stable

## KBank

S&P's		Moody's		Fitch	
Long-term - Foreign		Long-term - Deposit		Long-term - Foreign	
Rating	Outlook	Rating	Outlook	Rating	Outlook
BBB+	Stable	Baa1	Stable	BBB+	Stable

Note: The lowest level of investment grades for Long-term Debt/Deposit Credit Ratings of S&P's, Moody's and Fitch are BBB-, Baa3, and BBB-, respectively

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# Public Recognition Highlight: 2010 – 2011

## 2011

**THE ASIAN BANKER** - Best Cash Management Bank in Thailand 2011

- Best SME Bank, Thailand
- Best Trade Finance Bank, Thailand

**2011 Top Companies for Leaders Award in Asia Pacific**

**IDC** IDC Enterprise Innovation Awards 2011

**Best Trade Finance Bank in Thailand 2011**

**Corporate Governance Asia**

- Asia's Best CEO (Investor Relations)
- Best Investor Relations by a Thai Company
- Asian Corporate Director Recognition Award 2011
- Corporate Governance Asia Recognition Award 2011

**asia money**

- Best Domestic Bank in Thailand 2011
- Best Domestic Debt House in Thailand 2011
- Best Debt House 2011
- Best Domestic Bond House 2011

**Corporate Governance Polls in Thailand 2011**

1. Best Overall for Corporate Governance
2. Best for Responsibilities of Management and the Board of Directors
3. Best for Shareholders' Rights and Equitable Treatment
4. Best for Investor Relations

**Fixed Income Polls 2011**

1. Overall Best Domestic Credit Service Provider in Thailand
2. Overall Best Domestic Interest Rates Services in Thailand
3. Overall Best Interest Rates Research & Market Coverage in Thailand - THB
4. Overall Best for Credit in Thailand
5. Overall Best for Interest Rates in Thailand

**FX Polls 2011**

1. Best Domestic Provider of FX Services in Thailand as voted by Financial Institutions
2. Best Domestic Provider of FX Services in Thailand as voted by Corporates
3. Best Domestic FX Provider of Single-Bank Electronic Trading Platform in Thailand as voted by Corporates

**FinanceAsia**

- Best Foreign Exchange Bank
- Best Trade Finance Bank
- Best Cash Management Bank
- Best Local Currency Bond
- Best Thailand Deal

**The Banker** Bond (Corporate) Deal of the Year in Asia Pacific 2011

**Best Trade Finance Providers 2011**

**Alpha South East Asia**

- Best FX Bank for Corporates and FIs
- Best Bond House

**AsiaFest** House of the Year, Thailand

**SET Awards 2011:**

- SET Award of Honor for continuous excellence in corporate governance report 2008-2011
- Best Investor Relations

**SAA Awards for Listed Companies 2011:**

- Best Investor Relations

**2011 NACC Integrity Awards**

**Money & Banking Awards 2011:**

- Best Retail Bank of the Year 2011

**Thailand's Most Innovative Companies 2011**

## 2010

**THE ASIAN BANKER**

- The QFC-Asian Banker Leadership Achievement Award for Thailand
- The Strongest Bank in Thailand Award 2010
- Achievement award for Cash Management in Thailand
- Best Retail Bank in Thailand 2010
- Best Retail Banking Brand 2010
- Best SME Bank in Thailand 2010
- Government Bonds Market Share 1<sup>st</sup> Bank in Thailand
- The Asset Corporate Governance Platinum Award 2010
- Best Debt House 2010

**SET Awards 2010:**

- SET Award of Honor for continuous excellence in corporate governance report 2008-2010
- IR Excellence Award

**IDC** IDC Enterprise Innovation Awards 2010

**Corporate Governance Asia**

- Asian Corporate Director Recognition Awards 2010
- Corporate Governance Asia Recognition Awards 2010

**asia money**

- Best Domestic Bank in Thailand 2010
- Best Managed Company-Large Cap in Thailand 2010

**Structured Products Polls 2010**

1. Best Domestic Provider in Thailand for Local Currency Products - Structured Currency Products
2. Best Domestic Provider in Thailand for Local Currency Products - Structured Interest-Rate Products

**Cash Management Poll 2010**

- Best Local Cash Management Bank in Thailand

**FX Poll 2010** (voted by corporations)

1. Best Domestic Provider of FX Services in Thailand
2. Best Domestic FX Provider for Innovative FX Products and Structured Ideas in Thailand
3. Best Domestic FX Provider of Prime Broking Services in Thailand
4. Best Domestic FX Provider of Single-Bank Electronic Trading Platform in Thailand

**FinanceAsia**

- Best Bank in Thailand 2010
- Best Trade Finance Bank in Thailand 2010
- Best Cash Management Bank in Thailand 2010
- Best Private Bank Award for Thailand 2010

**Best Trade Finance Providers 2010**

**Reader's Digest Trusted Brand 2010:**

- Category: KBank (Gold)
- Category: Credit Card Issuing Bank (Gold)

**ThaiBMA**

- ThaiBMA Best Bond Awards 2010
- Best Bond House
- Deal of the Year
- Most Creative Deal
- Sales of the Year

**Project Finance** Deal of the Year 2010

**Awards for Listed Companies 2010:**

- Best Chief Executive Officer
- Best Investor Relations
- Best Bank in Thailand 2010
- Best Local Private Bank in Thailand

**Best Project Financing Deal of the Year 2010**

- Best Investment Bank in Thailand 2010
- Best Bond House 2010

**Money & Banking Awards 2010:**

- Financier of the Year 2009: CEO
- Best Retail Bank of the Year 2010

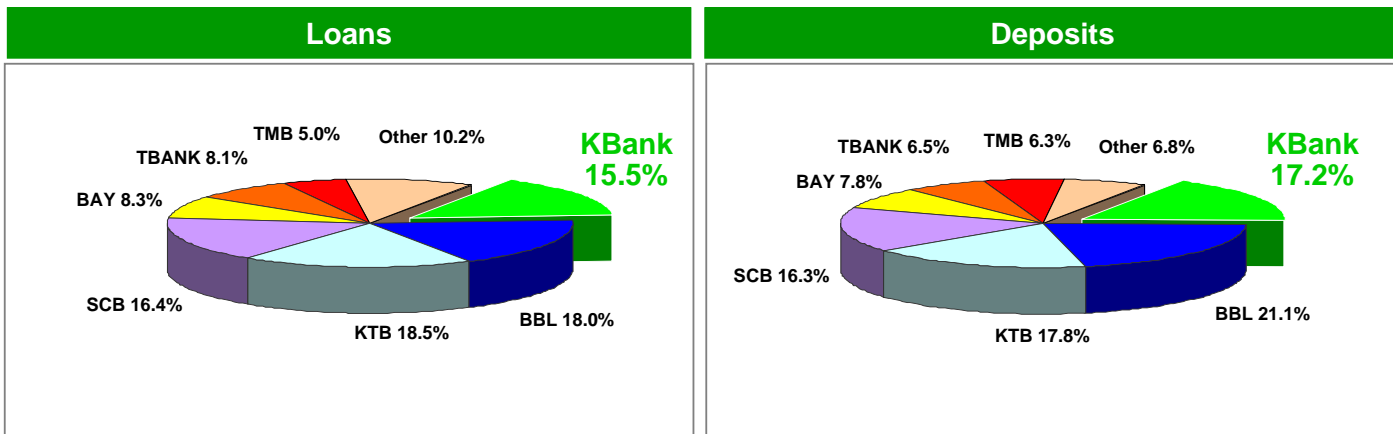
**Thailand's Most Innovative Companies 2010**

- Thailand ICT Excellence Awards 2010
- Business Enabler
- Innovation Project

# Appendix

# Loans and Deposits Market Share

December 2011 (Bank only)



Source: KASIKORN RESEARCH and C.B.1.1 (monthly summary statement of assets and liabilities)

Note: Loans are based on net loans reported in C.B. 1.1

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