



IR News

February 4, 2008

Product and Service Update: November – December 2007

KBank news:

KBank issued a new K-B/E Investment, with a maximum interest rate of 2.80% p.a.

- ❑ In December 2007, KBank issued K-B/E Investment, with a tenor of three and six months, to retail and corporate customers residing in Thailand. K-B/E is held in the investor's name and pays interest at maturity at a rate of 2.75% p.a., for a deposit of Bt1mn – Bt10mn, and 2.80% p.a., for a deposit of more than Bt10mn. Interested investors were able to purchase K-B/E Investment with a minimum of Bt1mn and in multiples of Bt100,000, with no maximum limit.

KBank received the Best Domestic Bank award from The Asset Magazine

- ❑ KBank won the Best Domestic Bank award (the Asset Triple A Country Awards 2007) from The Asset Magazine. The Asset Magazine rewards banks in 13 countries, which are doing business in Asia.
- ❑ The Bank received this award as operating results have continued to increase. In 1H07, KBank had a net profit of Bt7.96bn, with an ROE of 17.41%, up from 16.43%, in 2006 and an ROA of 1.68%, up from 1.54%, in 2006. Asset quality also improved with a net NPL of 3.59% in 1H07, better than the 4.14% reported in 2006.
- ❑ The operating improvements came from several factors - reorganization to make a clearer organizational structure and channel expansion and service improvements to better serve customers in every way. In particular, with our K Now program we are providing a dimension of services that goes beyond today's financial boundaries. The Bank also has appropriate risk management.

Corporate and SME Business:

KBank provided loans worth Bt2,185mn to Woraluck Property



- ❑ KBank provided loans worth Bt2,185mn to Woraluck Property Co., Ltd for the Le Luk condominium development. The Le Luk condominium is a large project located on Sukhumvit Road, one of the main business areas in Bangkok. The Bank has determined that the Le Luk condominium project has high potential value, due to the project's professional management team and good location. The company also plans to cooperate with Siam Future Development Group in developing the Community Mall, a shopping center and recreation area for condominium residents.

- ❑ The Le Luk condominium project is valued at Bt4.5bn. The project is comprised of two residential buildings: L'amour, with 27 floors and 286 units; and Sky Walk, with 47 floors and 552 units.



KBank provided loans worth Bt1bn to East Water

- ❑ KBank provided a long-term loan, worth Bt1bn with a tenor of seven years, to East Water PCL. The company will use the loan to construct a water pipe system that will provide water to the industrial community on the east coast of Thailand and to the Provincial Waterworks Authority.

KBank sold FIDF saving bonds with an interest rate of 4.20% and 4.65%

- ❑ From 22-29 November 2007, KBank was one of the selling agents for FIDF B.E. 2551 savings bonds (guaranteed by the Ministry of Finance) for Bt11.3bn worth of bonds, from a total issuance of Bt80bn. The two-year FIDF savings bonds offer an interest rate of 4.20% and the four-year FIDF savings bonds offer an interest rate of 4.65%. Interested investors were able to purchase these saving bonds through KBank's branches, with a minimum of Bt50,000 and in multiples of Bt10,000 with no maximum limit.

KBank provides loans for the shop tenants of Chatuchak Plaza

- ❑ KBank has joined hands with Charoen Plaza Co., Ltd. to provide loans for the shop tenants of Chatuchak Plaza, a large shopping area in Bangkok. The maximum loan limit for each shop tenant is Bt300,000, with a tenor of two years.
- ❑ Interested shop tenants can apply for these loans until March 2008. The prospective borrowers need to have at least three years of business experience or have a rental contract with Chatuchak Plaza for at least two years. As with any of our Small and Micro SME customers (with an annual sales turnover of less than Bt50mn), the borrowers will get credit approval within three days and receive funds within ten days.
- ❑ Chatuchak Plaza has 669 shops, both retail and wholesale. It is highly in demand and always has a 100% occupation rate.

KBank joins hands with seven leading Thai universities to develop new training courses for SMEs

- ❑ KBank is cooperating with seven of Thailand's leading universities - Chulalongkorn University, Chiang Mai University, Mae Fah Luang University, Khon Kaen University, Prince of Songkla University, Phuket Campus of Prince of Songkla University and Burapha University - to develop training courses which will promote sustainable management for SME entrepreneurs.
- ❑ This event is part of the K SME Care Project, which aims to help SME businesses grow strong, confident and prosperous. The format of these programs is a presentation of a main issue, followed by issues covered by each university designed to address the needs of SMEs in each business location and area. The Bank will live cast via satellite from Bangkok to other provinces, and plans to use this event to build an SME community, which will strengthen the SMEs and help them to compete in the future.
- ❑ In 2007, the Bank joined hands with Chulalongkorn University to develop three six-week training courses for SMEs with 1,095 in attendance. In 2008, the Bank expects about 2,400 SMEs to join the seminar.
- ❑ For more information, please visit K SME Care website at www.ksmecare.com or call K Contact Center at 0 2888 8888 ext. 05.

Retail Business:

KBank launched K-WePlan, a full range of financial advisory services



- ❑ KBank launched K-WePlan, a full range of financial advisory services comprised of education planning, lifestyle purchase planning and retirement planning tailored to middle income customers.
- ❑ The two modern financial planning program systems in K-WePlan are such innovations that they have been copyrighted by KBank. First is a basic financial planning tool which is on KBank's website (www.kasikornbank.com). Second is the K-WePlan center, where customers can consult with KBank's specialists in person. The K-WePlan center is located on the 3rd - 4th floor of the Siam Square branch, open 12.00 – 18.00 hours every Saturday and Sunday. Interested customers can make an appointment via the K-Contact Center at 0 2888 8888 ext. 09.
- ❑ At present, only the Siam Square branch has a K-WePlan center. The Bank plans to open K-WePlan centers in 102 branches in major cities around the country in 2008.



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