



ทีเอ็มบีธนชาต
TMBThanachart

Investor Presentation 4Q24 and 2024 Financial Performance

21 January 2025

Executive summary



FY2024 results: Delivering quality growth, healthy financial positions and enhanced shareholders' value

TTB successfully navigated thru 2024's challenging economic environment with resilience. The Bank showed steady progress and delivered a net profit of THB 21,031 million (+13% YoY) or an ROE of 9.0%.

The results highlighted our prudent business direction with a strategic framework in 4 key areas;

- ❑ Revenue: Ensure quality loan growth and effective ALM management to maintain margin against slow growth and downward interest rate environment while leveraging digital capabilities and ecosystem synergies to boost non-loan related fee income.
- ❑ Efficiency: Maintain cost discipline through digitalization and branch optimization
- ❑ Asset quality: Proactively strengthened buffers and reduced portfolio risks, preparing for future uncertainties
- ❑ Capital management: Optimize capital utilization to increase shareholders' returns while ensuring capital robustness

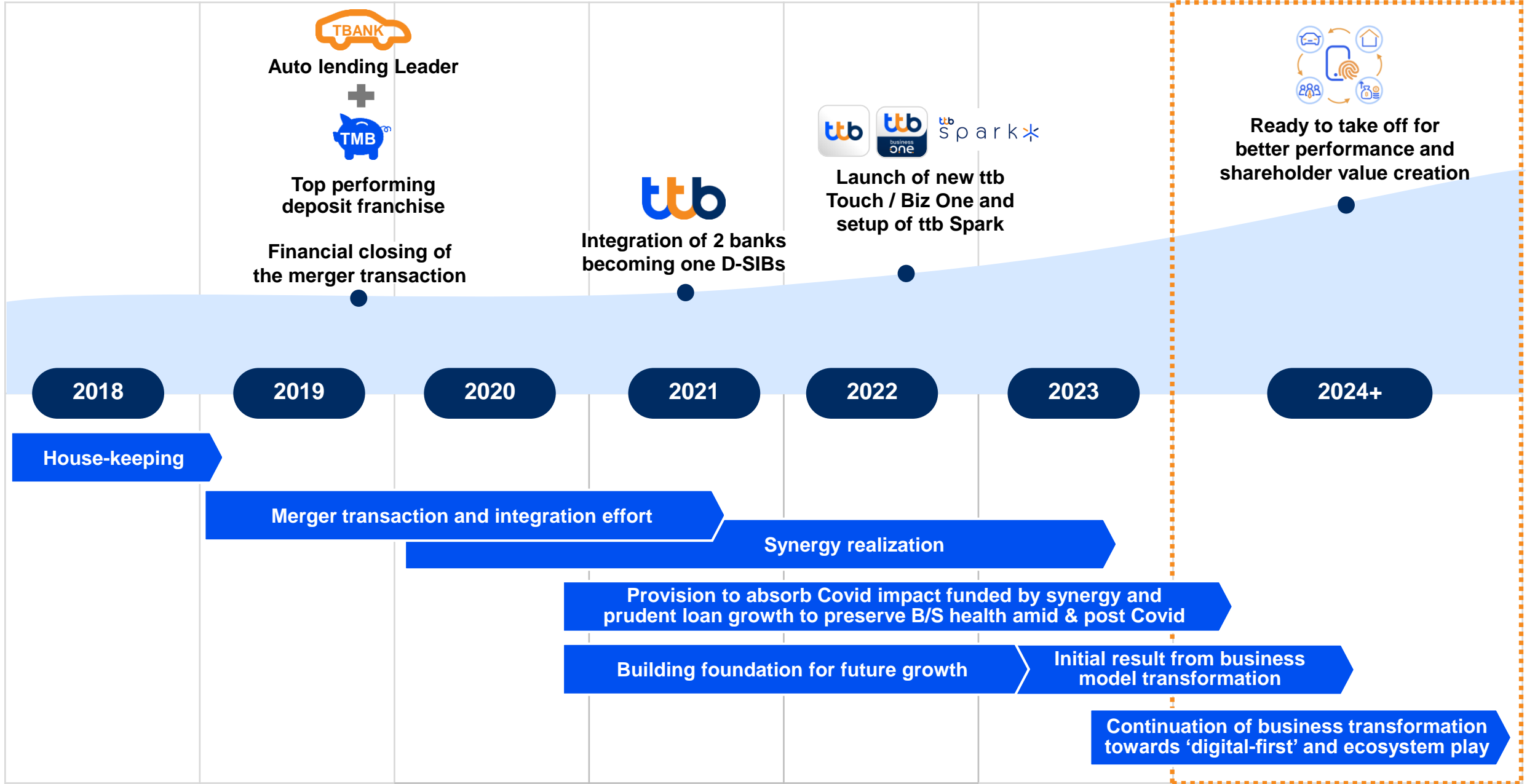
Key 2024 financial deliverables

- ❑ Maintained NII stream and achieved NIM at 3.26% vs the target range of 3.10%-3.25%
- ❑ Achieved C/I ratio in the low-40s, demonstrating disciplined cost management alongside continued digital investments
- ❑ Contained NPL ratio at 2.59% with a strong NPL Coverage ratio at 151%.
- ❑ Enhanced shareholders' value through higher DPR and inorganic growth initiatives with strong CAR and Tier I at 19.3% and 16.9%

Looking ahead

TTB remains committed to its long-term goals, including a medium-term ROE milestone of 10%. Our robust financial fundamentals and disciplined execution provide the flexibility to adapt and thrive, delivering sustainable value to our shareholders. We believe TTB is well-positioned not only to stand against economic headwinds but to capture growth opportunities, leveraging our strengths to drive quality growth and long-term resilience.

Transformation journey towards the most recommended bank of choice

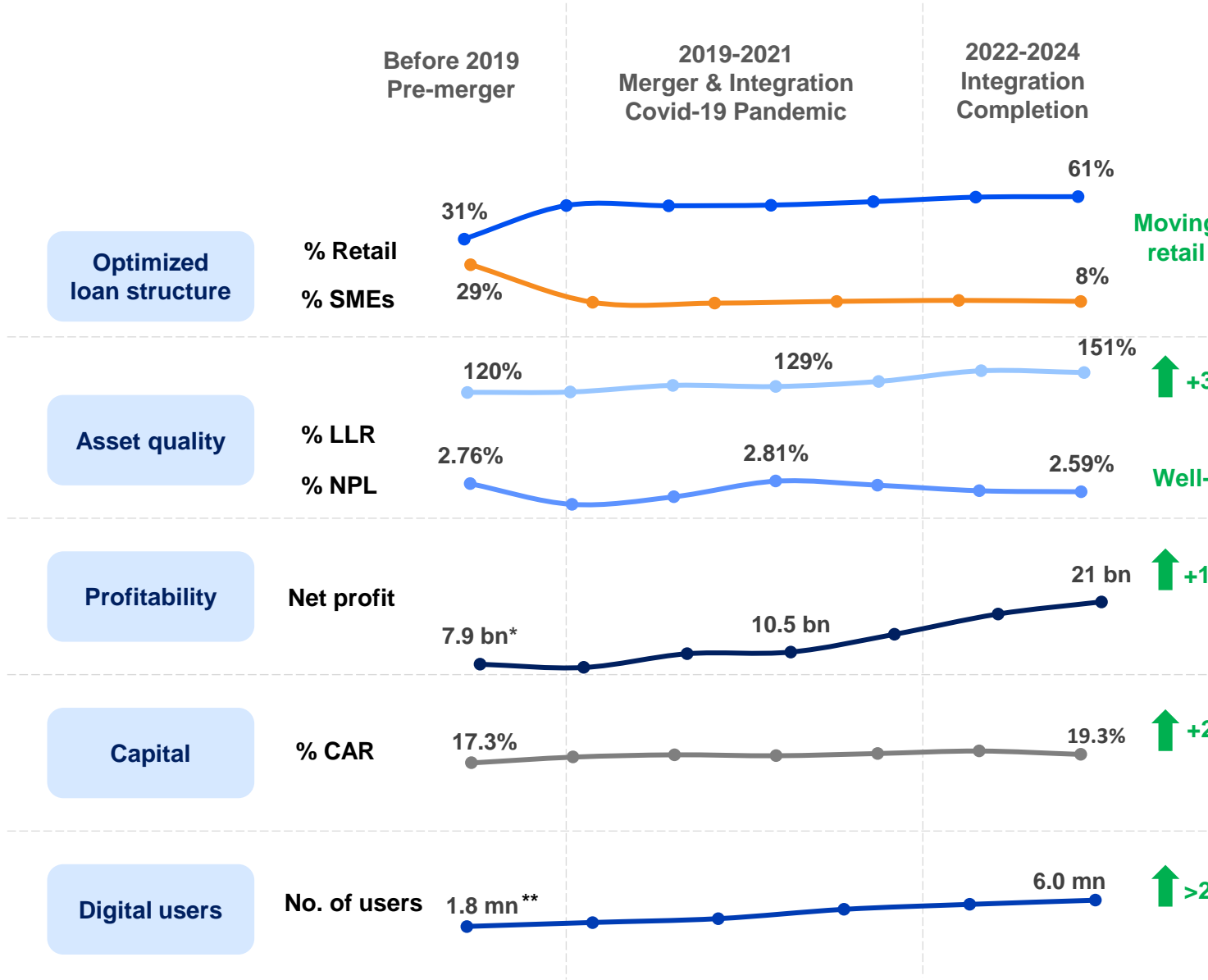


Improvement pathway of key business drivers: 2018-24



Before

- Sub-scale medium-sized bank
- High SME concentration
- Low funding cost
- Low asset yield
- Lack of digital capabilities to grow or transform business



After

- D-SIB bank with scale (yet nimble enough to react to changes)
- Retail-focused with very selective SMEs in portfolio
- Strong capital
- Strong LLR
- High liquidity
- In-house digital capabilities with foundation in place to drive business transformation

*2018 net profit excludes gain from TMBAM sales
 **TMB-only

2024 Financial deliverables



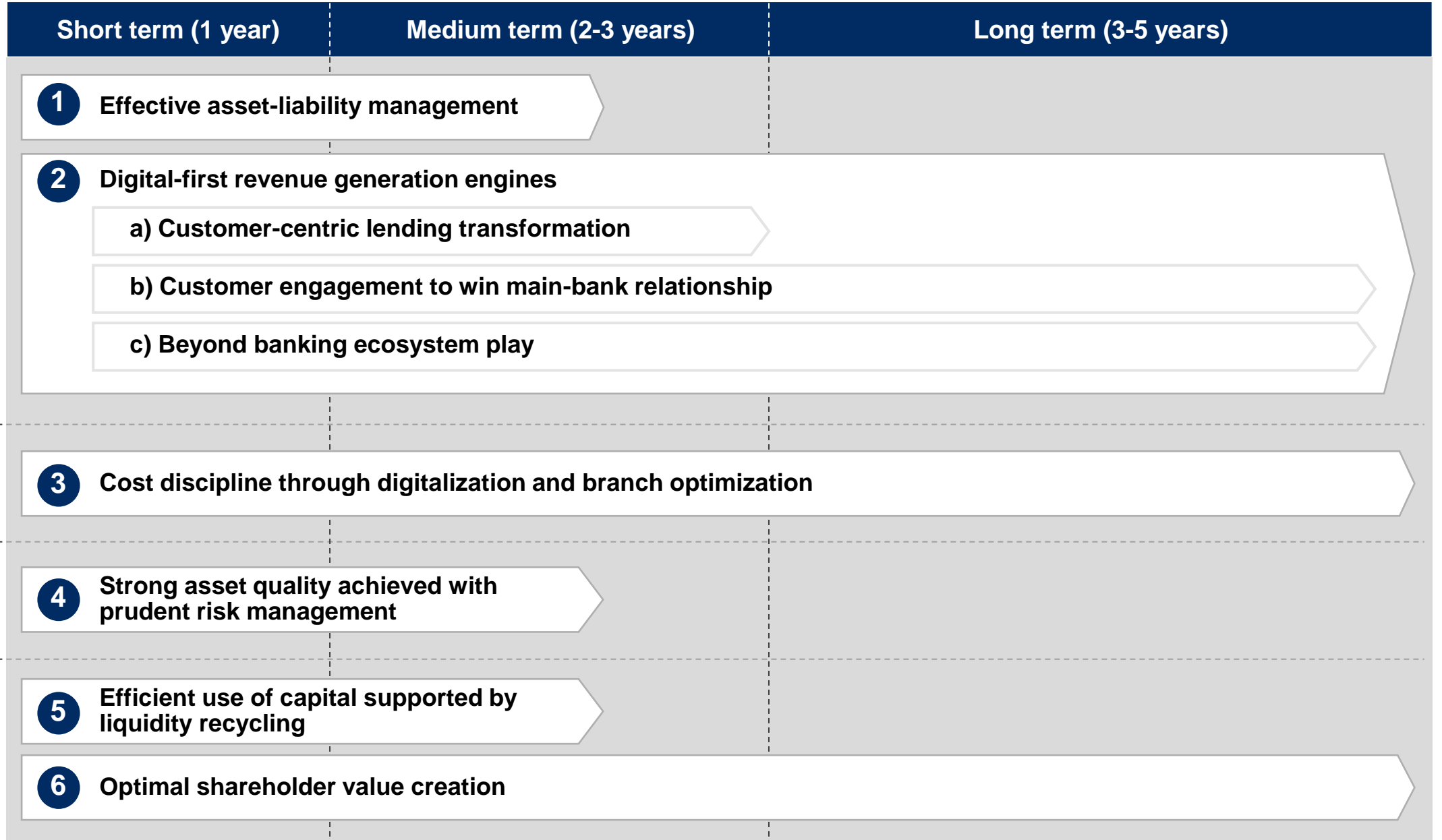
	FY2023 Actual	2024 Targets	2024FY Actual	
INCOME	Loan growth (YoY)	-3.5% YTD	Flat	-6.6% YTD
	Deposit growth (YoY)	-0.9% YTD	In line with loan growth	-4.2% YTD
	Net Interest Margin	3.24%	3.1%-3.25%	3.26%
	Non-NII growth (YoY)	-3.4%	Low single digit growth	(Excluded BA amortization) -6.0% -3%
EFFICIENCY	C/I Ratio	44%	Mid-40s	42.6%
	% Stage 3	2.62%	≤ 2.9%	2.59%
ASSET QUALITY	Credit cost (bps)	Normal provision 128 Total provision 164	125 - 135	Normal provision 135 Total provision 154
	Net profit (YoY)	THB 18.5 bn +30.0%	-	THB 21.0 bn +13%

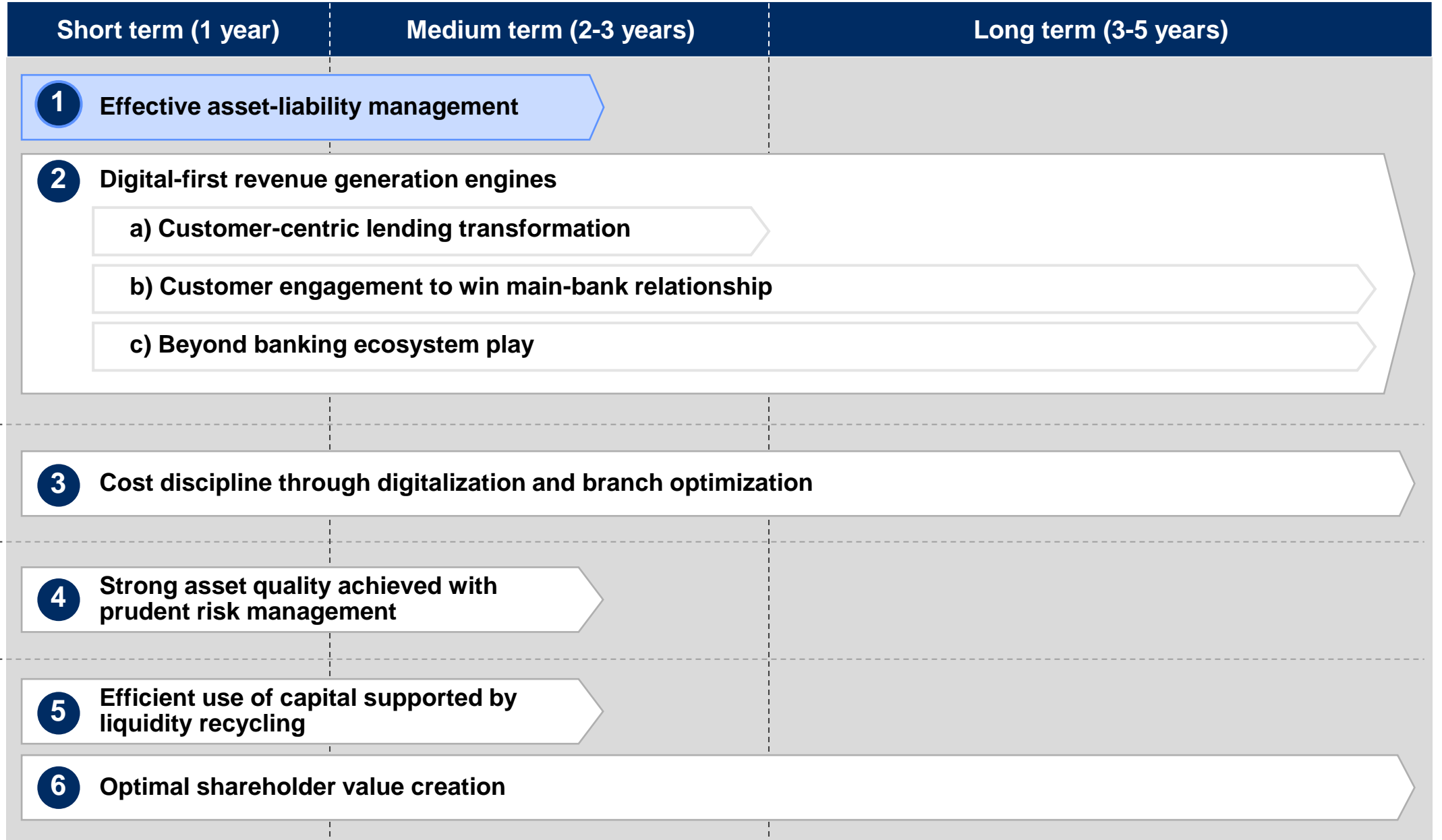
Recap: the Bank's strategic intent

- **Optimize for return** while maintaining economy of scale gained thru the merger.
- **Increasingly shift loan mix towards retail** while focus on value chain/ecosystem play in commercial.
- Transition from mono-product to **multi-product relationship with customers and ultimately win main bank relationship.**
- Double down on **humanized digital banking** (vs. a pure virtual bank) while optimizing for a **leaner physical network with enhanced productivity.**
- Build in **sufficient buffer to absorb volatility and ensure steady return to shareholders.**

Our long-term aspirations

- **Top-quartile ROE of >10%**
- **High-yield loan mix of 30-35%** on retail loan
- **>1.0% Non-NII to assets**
- **>90% digital share** for both sales and service transactions
- **<40% competitive C/I ratio** compared to those of virtual banks
- **Credit costs 125 – 135 bps** excluding any extra provisions

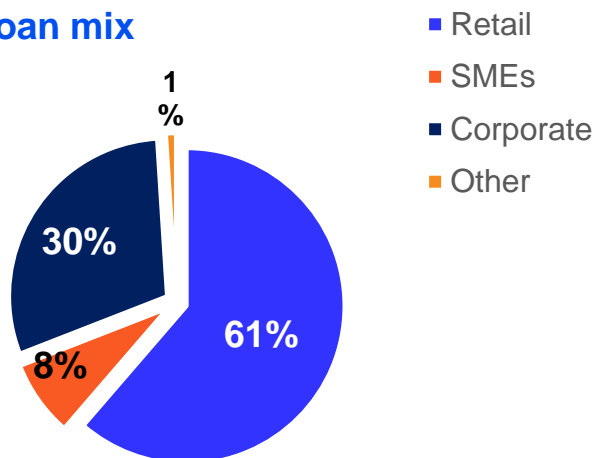




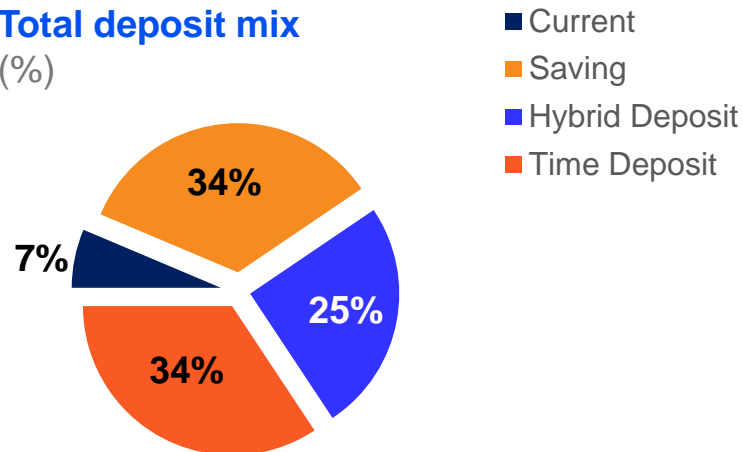
1 Effective asset-liability management to sustain net interest margin



Total loan mix
(%)



Total deposit mix
(%)



Key initiatives

Loan

- Selective loan growth focusing on retail
- Shift to high-yield lending products

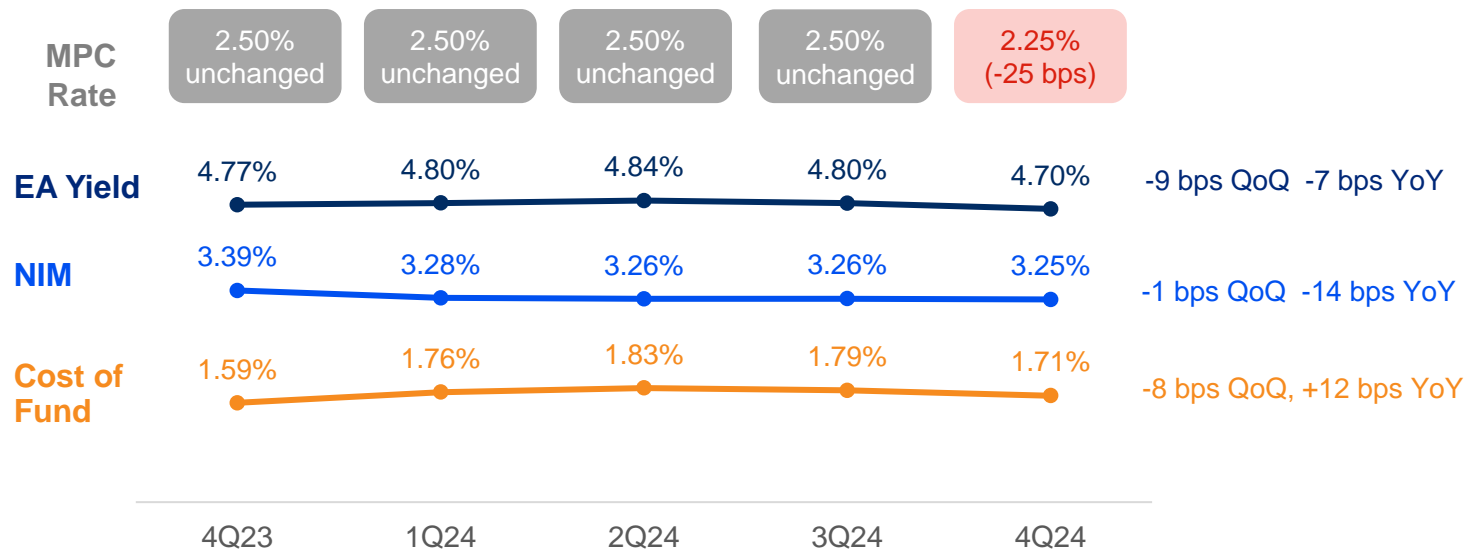
Deposit

- Proactive deposit duration and mix management

Borrowing

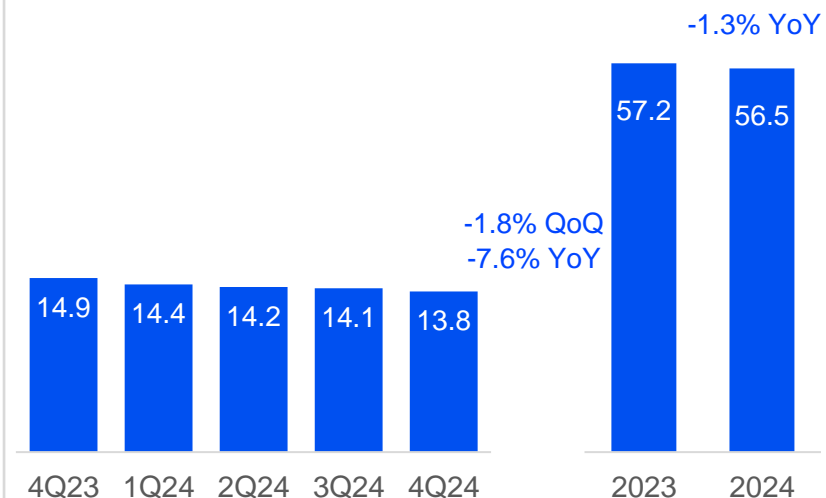
- Effectively reducing high-cost borrowing to improve financial efficiency.

Earning asset yield, cost of fund and NIM



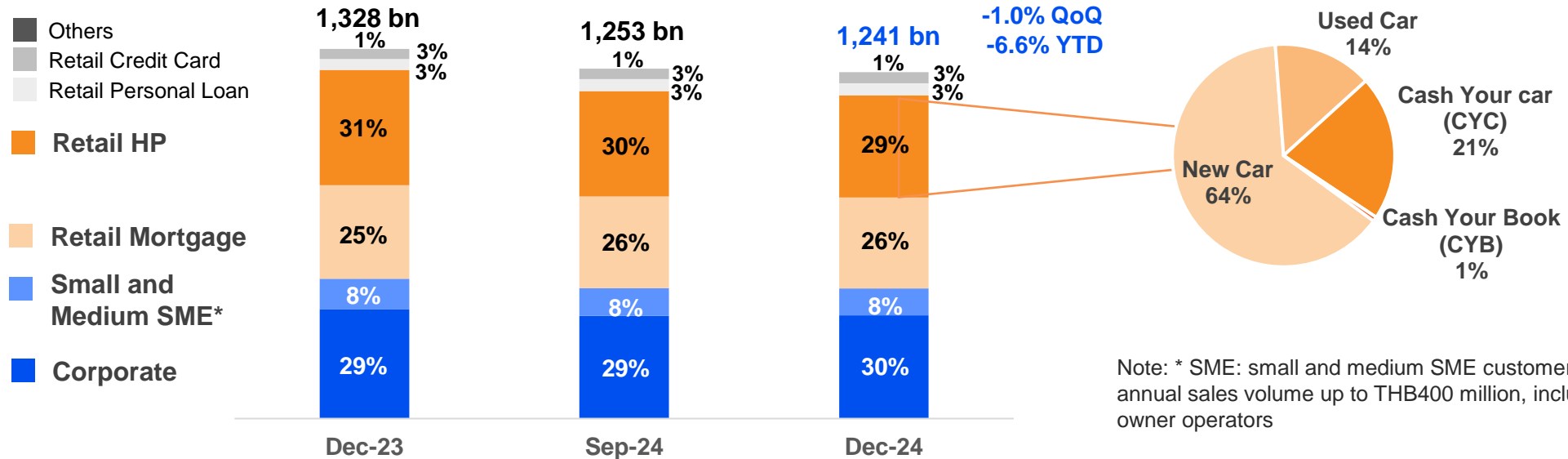
Net Interest Income (NII)

THB billion



Reaffirming prudent loan growth to strike balance between risk and return

Total Loan

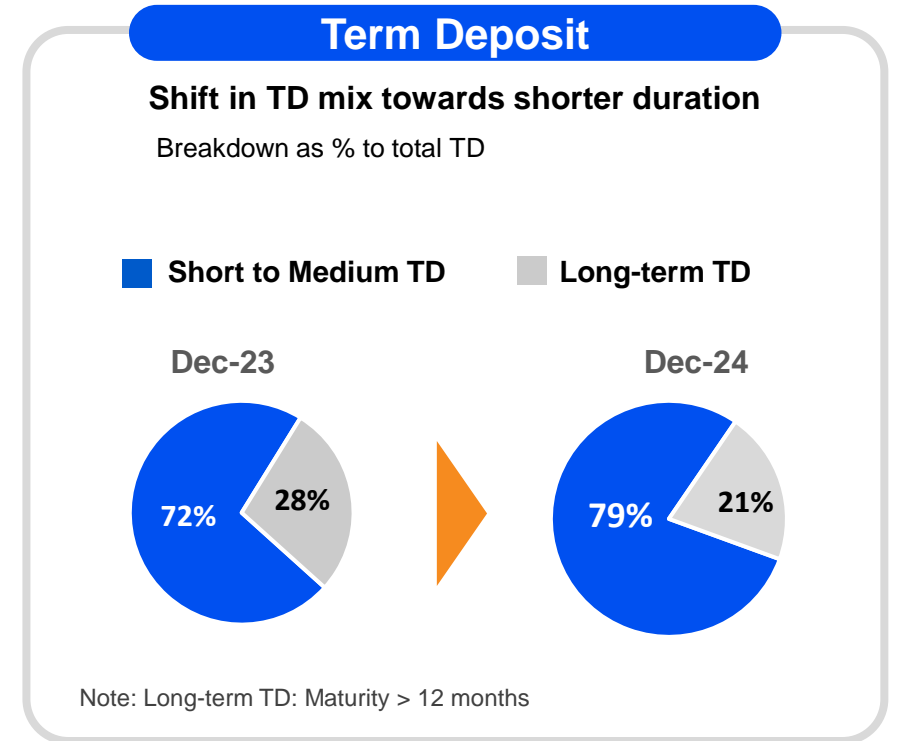
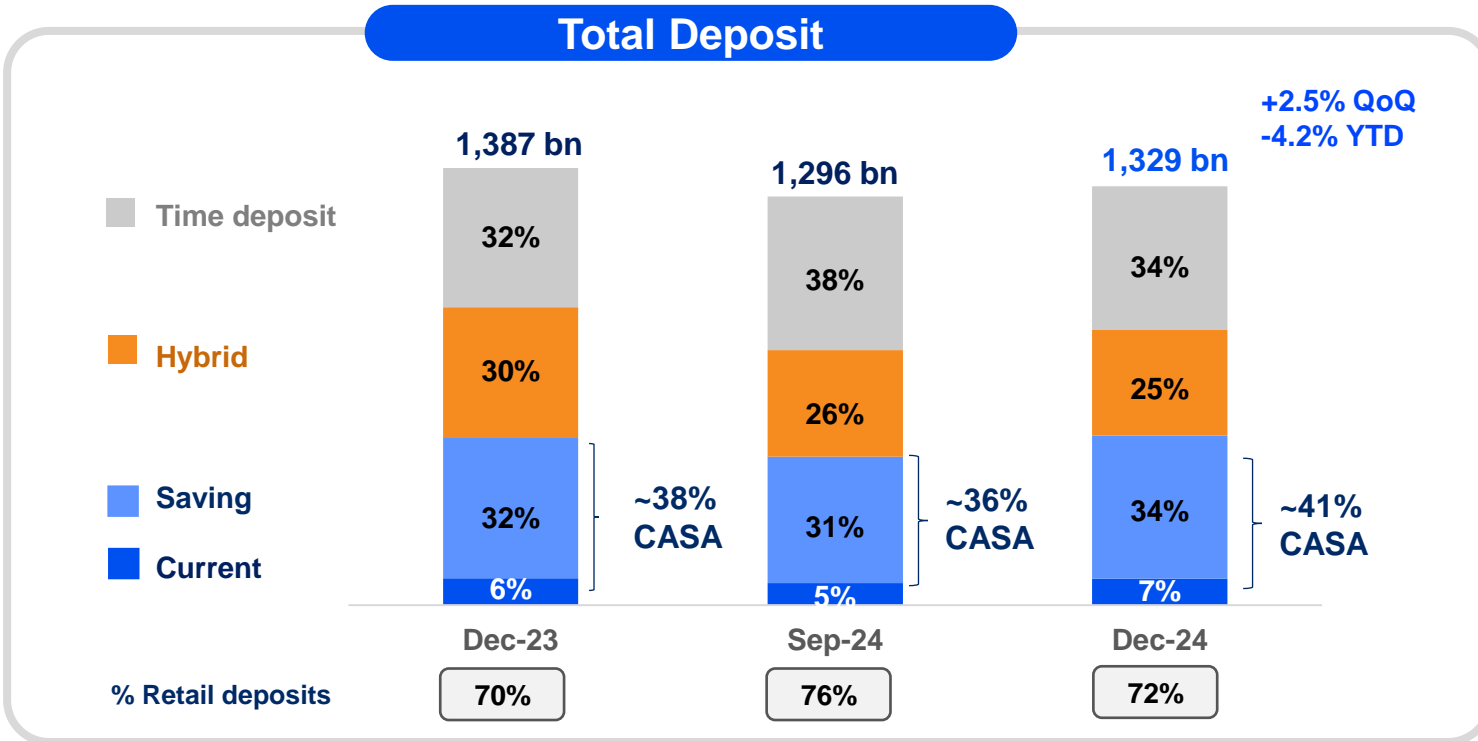


- Amid challenging environment, TTB reiterated prudent loan growth throughout 2024 with 2 key initiatives to strike balance between risk and returns;
 - **Selective loan growth focusing on retail** by leveraging digital capabilities and 4 ecosystem plays to capture quality growth from existing customers as well as to foster a main-bank relationships with targeted customers for further cross-selling opportunities.
 - **Shift in loan mix towards retail high yield lending** through effective funding utilization as the Bank recycled liquidity from low-yield lending to grow better risk-adjusted returns loans, led by CYC, CYH, personal loan and credit card, to enhance loan yields during slow growth environment.
- We maintain our quality growth strategy in 2025 and will continue to enhance digital capabilities to create multi-product holding relationships with targeted retail customers to maintain yields amid rate-cut environment and increase market presence in consumer lending space.

4Q24 and 2024 Results:

- Targeted retail products grew as planned: CYC +6%, CYH +12%, P-loan +10%, and credit card +7% YTD. With positive momentum in the 4 key products, the % of retail high yield loans (including used car) rose to 31% of total retail loans, up from 28% in 2023 and there remains room to grow further.
- The decline in loan outstanding reflects our prudent growth strategy, the liquidity recycling initiative as well as a proactive NPL resolution which led to -5% YTD in NPL.

1 Optimizing deposit level to ensure effective funding cost management



- TTB focuses on **proactive deposit duration and mix management** in response to changes in interest rate environment to ensure cost efficiency and interest rate margin.
- Before entering the rate-hike cycle, TTB started to acquire TD long term as a tactical product to secure volume and rates, so called a pre-fund initiative, allowing us a flexibility to optimize deposit volume and cost through 2024. With the current rate-cut cycle, TTB has shifted TD mix from long-term TD to shorter durations as well as to boost CASA.
- We will continue to leverage our value proposition and ecosystem initiatives to increase main-bank customers and build stable and low-cost deposit base to sustain margin in the long run.

4Q24 and 2024 Results:

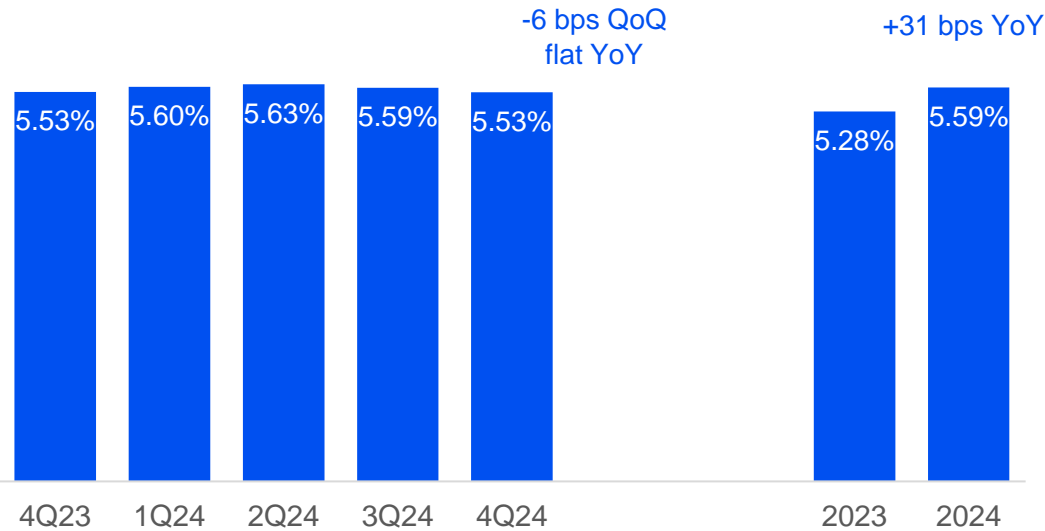
- +2.5% QoQ in deposit was driven mainly by CASA growth, offsetting the slowdown in TD (-6% QoQ) from the rundown of long-term TD in the preparation of downward interest rate trend.
- -4.2% YTD in deposit reflected a result of ALM management to align loan-deposit volume. Despite that, liquidity position remains high with LDR at 93% compared to 97% in 3Q24, giving a flexibility for deposit acquisition strategy in 2025.

1 Maintaining the alignment of loan yield and deposit cost



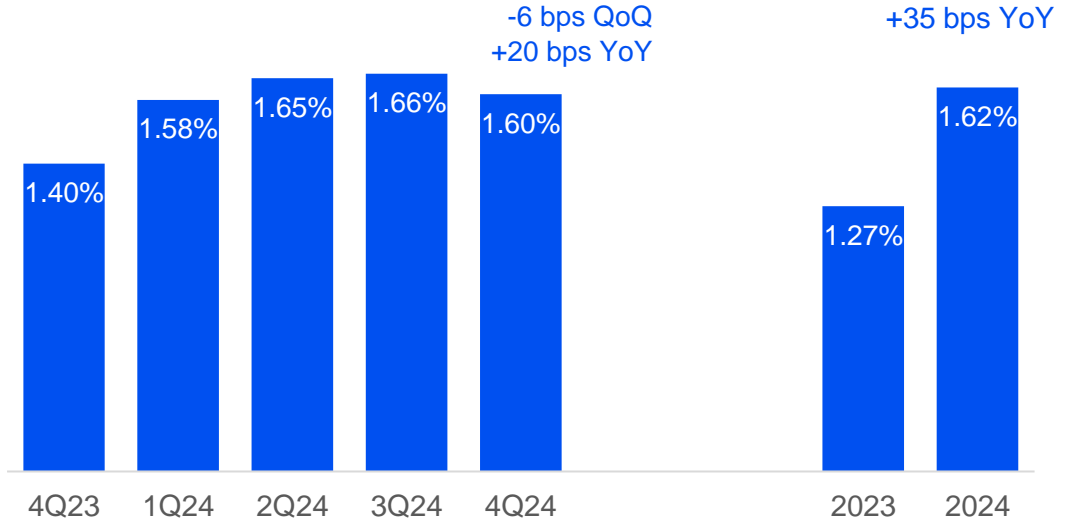
Loan Yield

	1Q24	2Q24	3Q24	4Q24
▲ MPC QoQ	-	-	-	-25 bps
▲ Yield QoQ	+7 bps	+3 bps	-4 bps	-6 bps



Cost of Deposit

	1Q24	2Q24	3Q24	4Q24
▲ MPC QoQ	-	-	-	-25 bps
▲ Cost QoQ	+18 bps	+7 bps	+1 bps	-6 bps

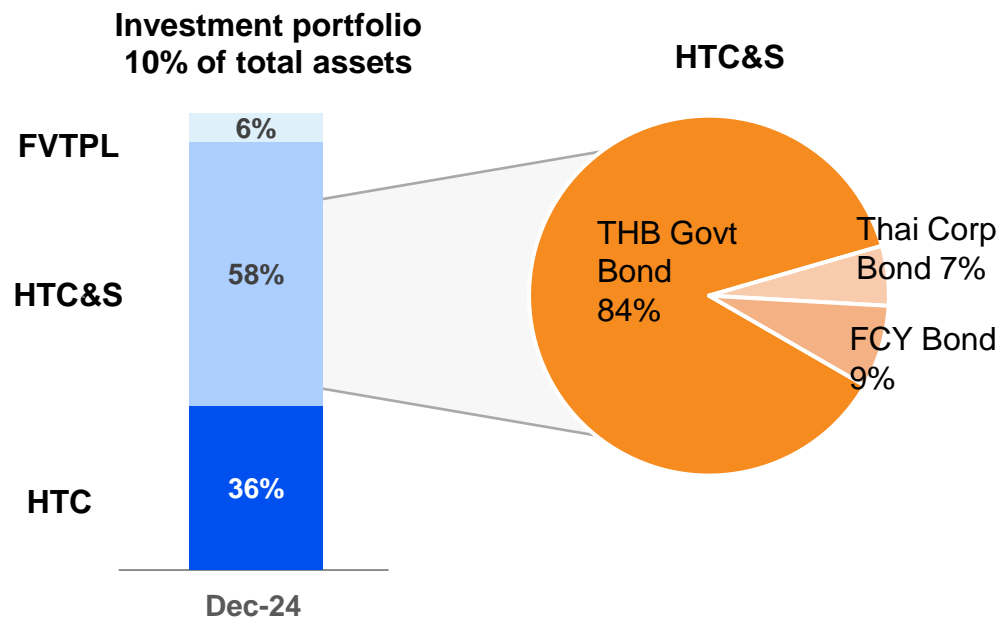


- As a result of our strategic approach to loans, we have seen an improving trend in loan yields, driven by a shift in the loan mix toward better risk-adjusted returns. At the same time, deposit costs have moved in line with our plan.
- With current LDR <100% level, there remains flexibility in managing deposit and funding cost.
- As we move into a rate-cut cycle, TTB has started to adjust deposit mix and shorten deposit durations, creating room for future re-pricing opportunities. On the loan side, our fixed-rate retail lending portfolio (HP and consumer loans) is less sensitive to interest rate changes, which will help mitigate the impact on overall loan yields during the rate-cut period.

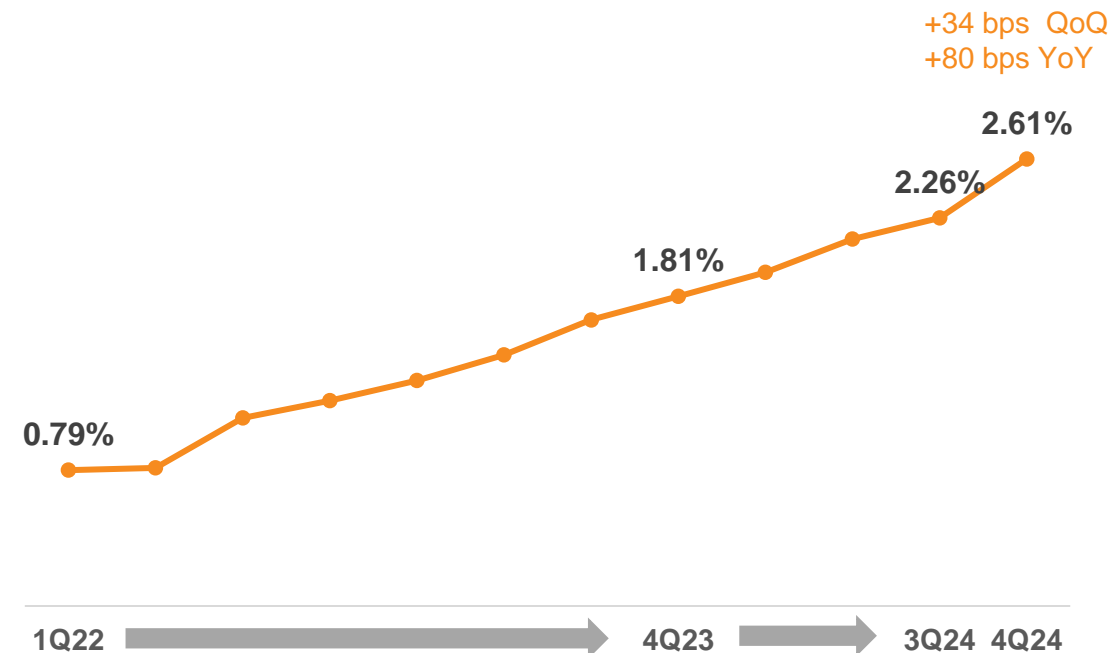
1 Proactive management of liquidity book including investment portfolio



Healthy Investment Portfolio



Improving Investment Yield

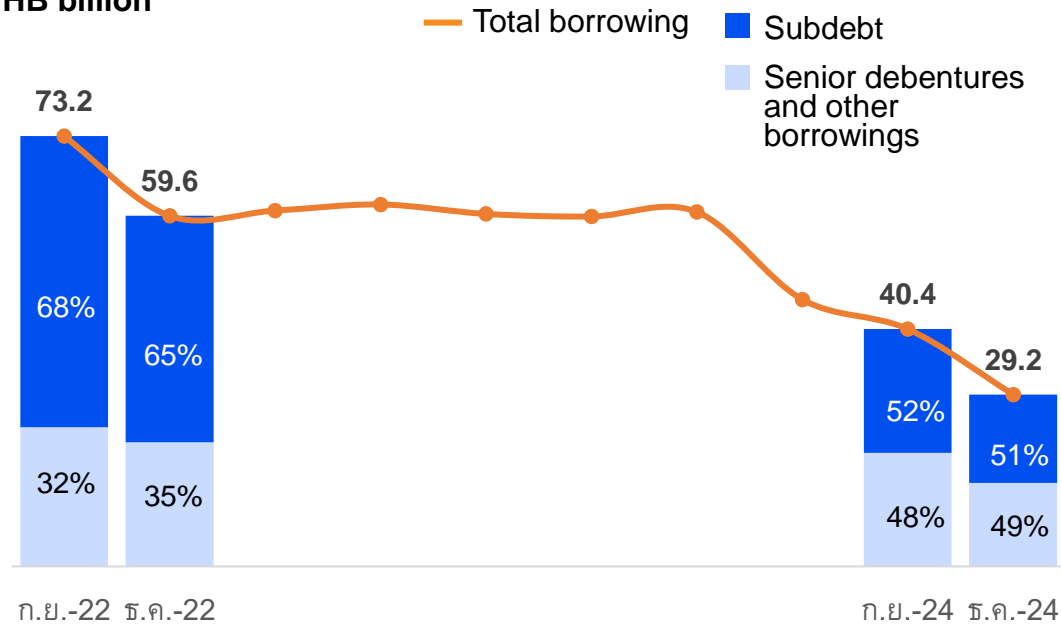


- The Bank has set a clear direction to focus on its core lending business. To support this, the investment policy is designed for liquidity management, primarily emphasizing low-risk, highly liquid financial instruments. Currently, 58% of the investment portfolio is in HTC&S, while 36% is in HTC.
- As of Dec-24, the HTC&S portfolio comprised 84% Thai government bonds, 9% foreign currency bonds, and 7% investment-grade Thai corporate bonds (credit rating \geq A- and up, with over 90% currently rated AA or higher). The HTC portfolio consists entirely of Thai government bonds.
- With such a structure, TTB's investment portfolio is less risky and resilient, despite growing market concerns about corporate bond defaults.
- In addition, we have been proactively adjusted our investment strategy in response to interest rate trend to enhance investment return. As a result, the portfolio yield has been on improving trend.

1 Optimizing borrowing structure and cost where possible

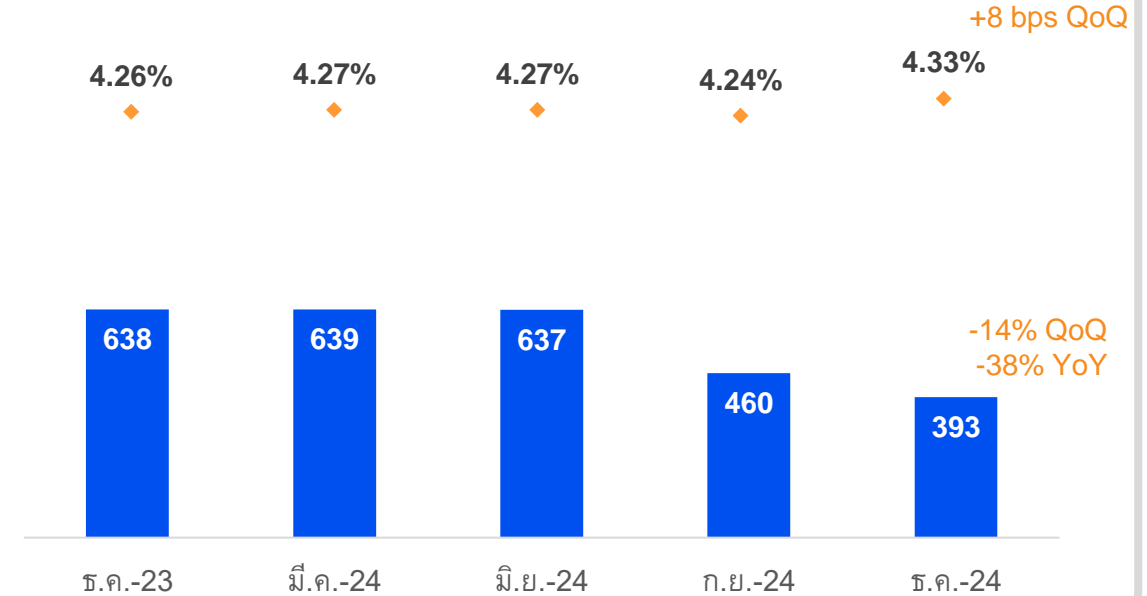
Optimized Borrowing Structure

THB billion

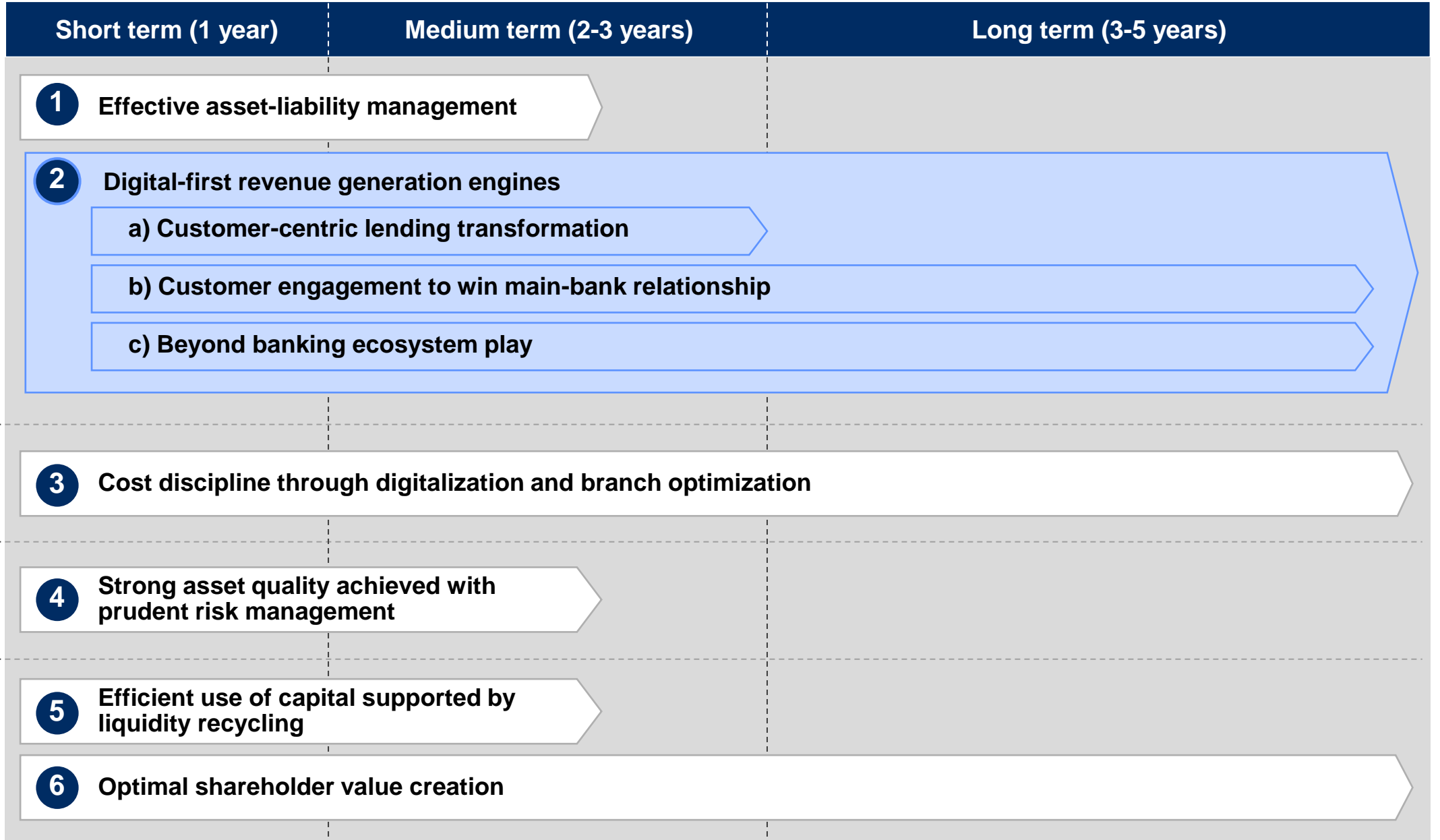


Borrowing Cost Vs. Effective Borrowing Cost*

THB million



- In line with our ongoing efforts to optimize our borrowing structure and costs, we have implemented a series of strategic funding cost initiatives at both bank and subsidiary levels. Our robust capital position has allowed us to effectively manage our borrowing portfolio through key actions, including:
 - Dec-22 & Nov-24: The partial buyback of AT1 securities and the early redemption of the entire AT1 portfolio.
 - June-24: The early-redemption of THB 30 bn-Subordinate Tier II and downsizing the re-issuance by half at a lower cost.
- These actions have played a key role in lowering borrowing costs, aligning with our balance sheet optimization and funding cost management strategy during the rate-hike cycle.
- Despite the decrease in borrowing portfolio, overall liquidity remained strong as indicated by the ratio of LDR+Borrowing at 91% as of Dec-24.



2 Digital-first revenue generation engines

Customer-Centric Lending

- **Upfront credit assessment** through “My Credit” widget
- **Risk-based pricing** through lending modernization

Customer Engagement

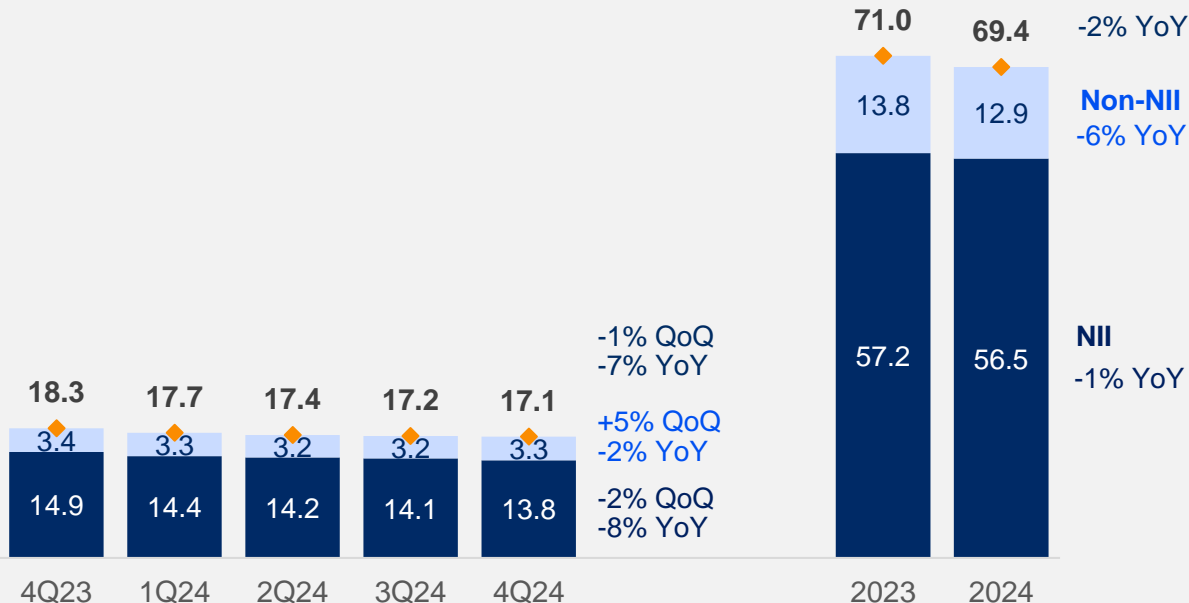
- **Personalized messaging** to drive effective cross-selling
- Bank-wide **loyalty program** to win main bank relationships

Ecosystem Play

- Seamless customer journey in the entire value chain through **beyond banking services** and **partnerships**

Total operating income

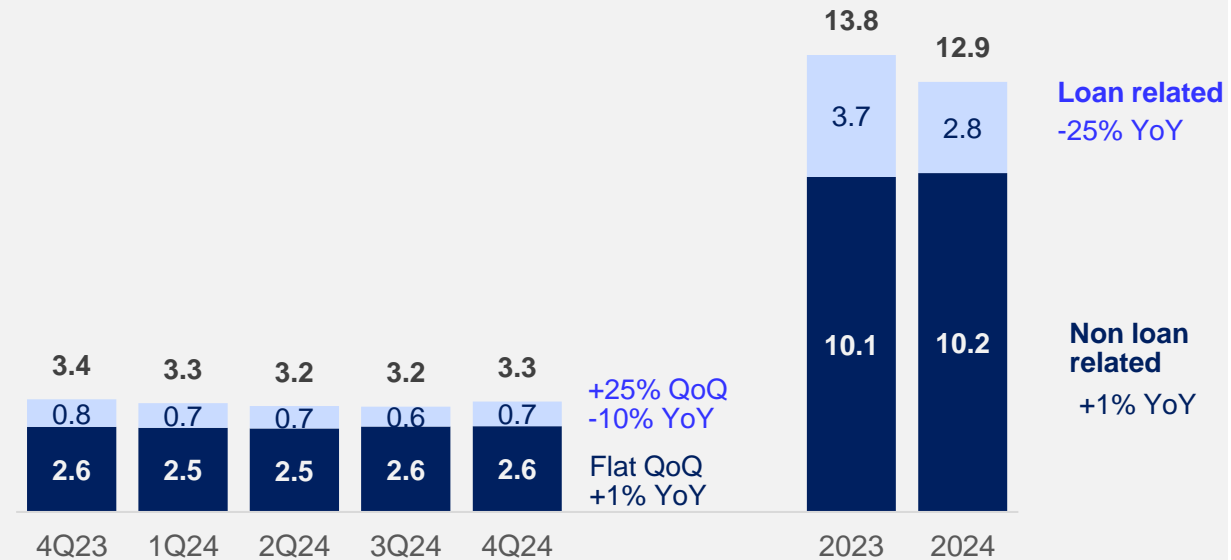
THB billion



■ NII ■ Non-NII ◆ Total operating income

Non-NII breakdown

THB billion



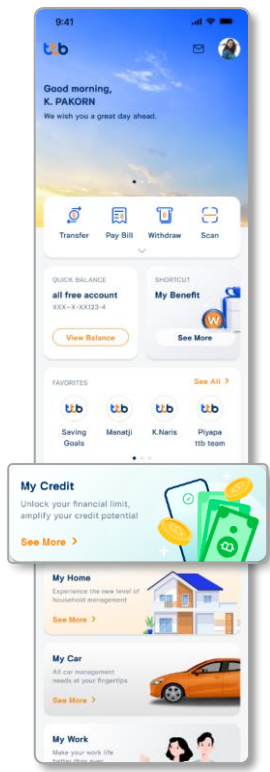
■ Non-loan related Non-NII ■ Loan related Non-NII

2

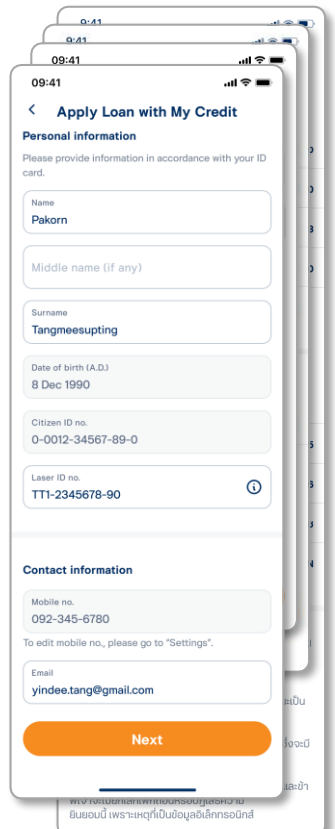
“My Credit” widget is a vehicle to transform how ttb lends as a bank and already showing positive sales momentum



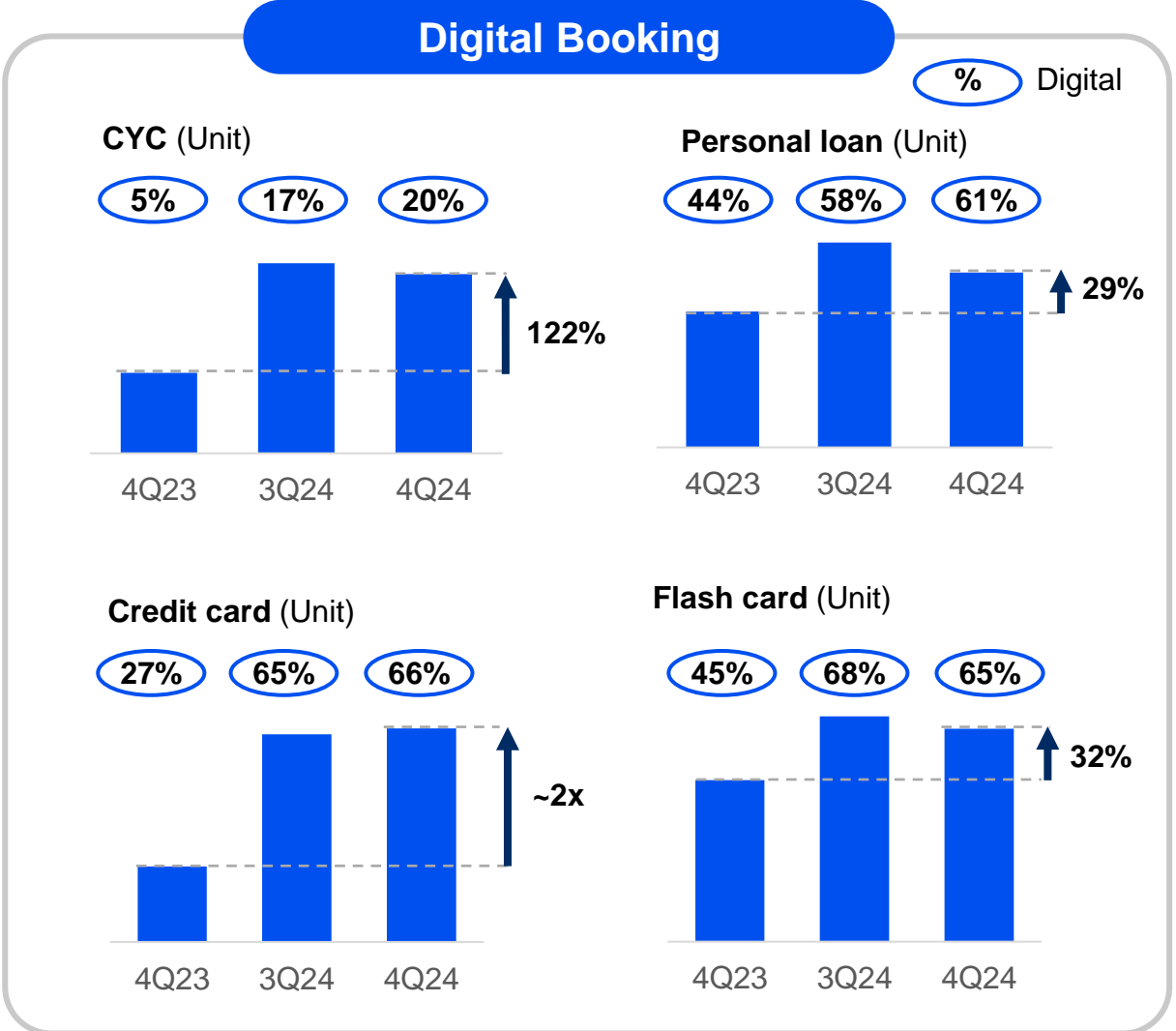
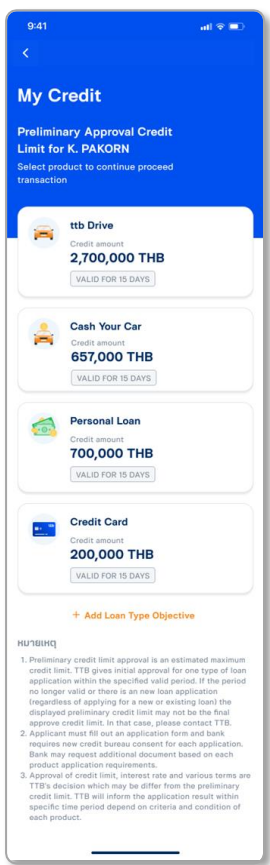
Select objective



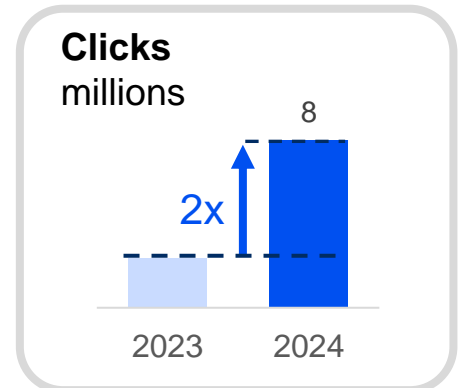
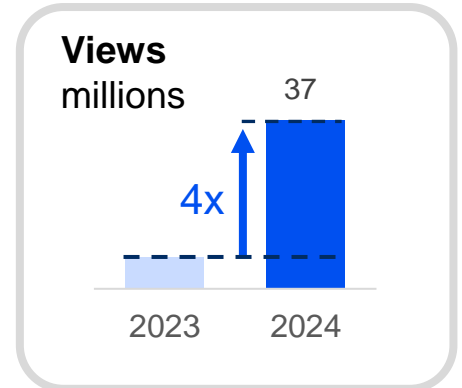
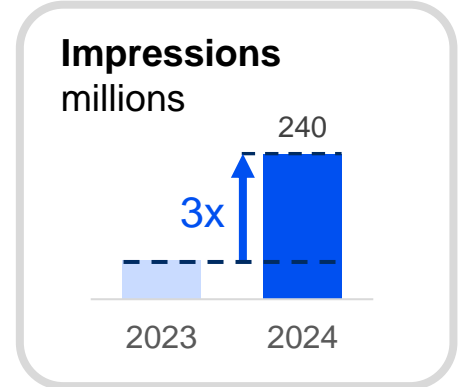
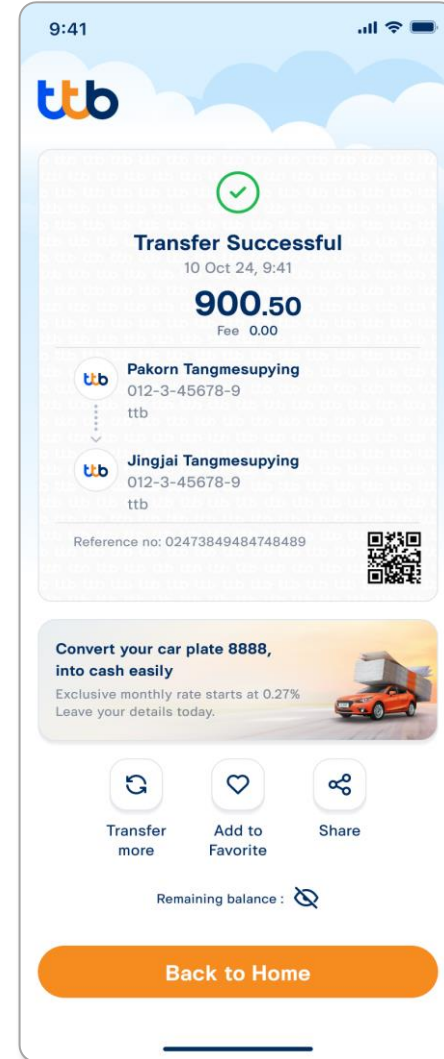
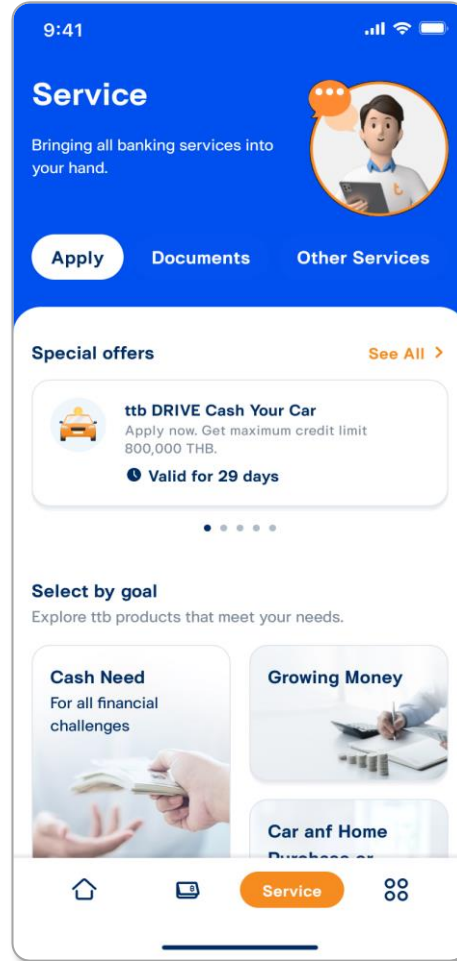
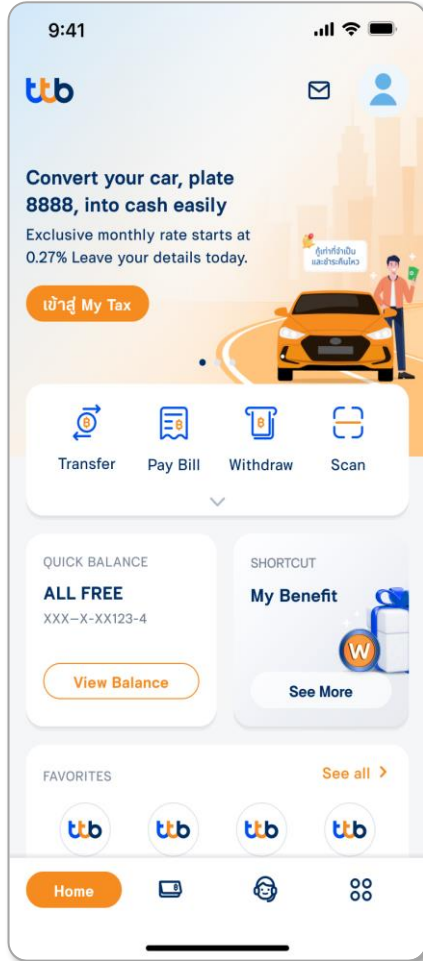
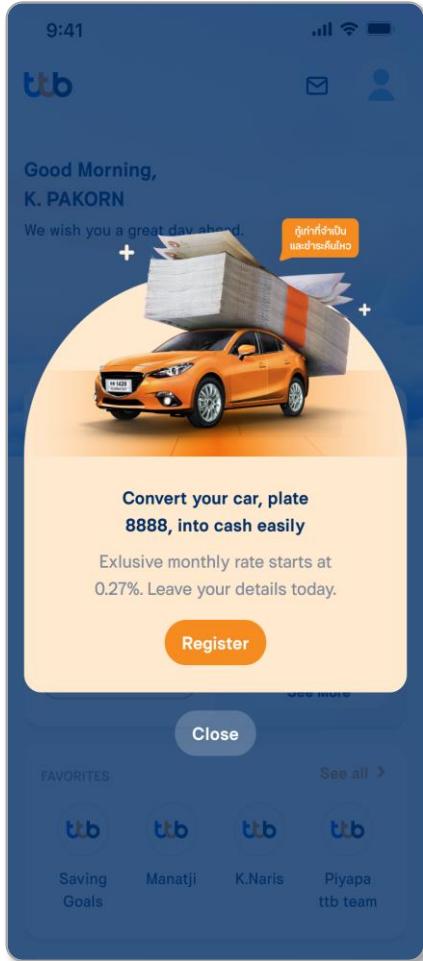
Confirm personal Info + grant e-NCB consent



Receive pre-approve credit offer

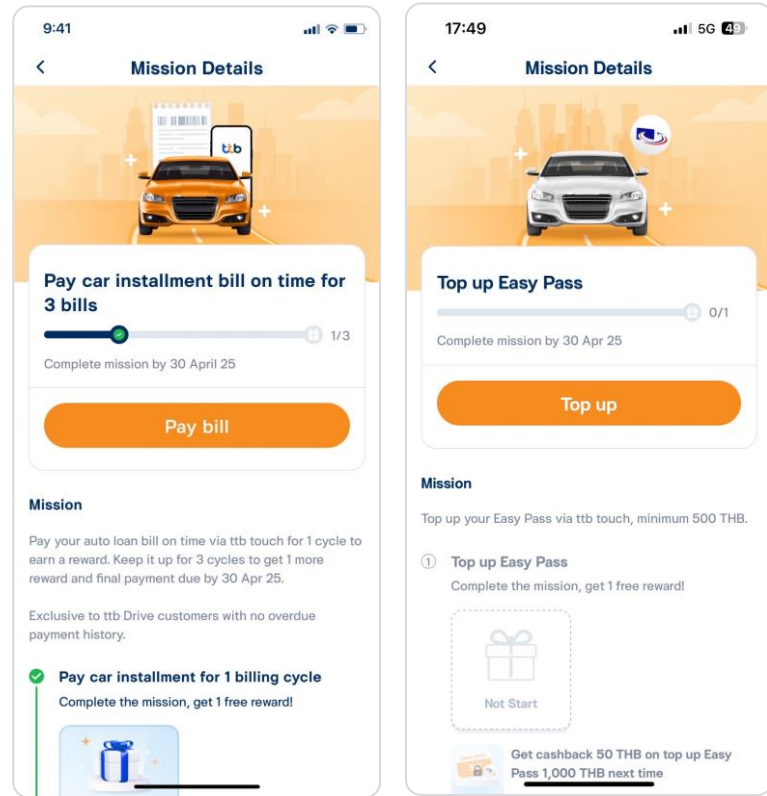


2 Data-driven hyper-personalization engine allows us to be more customer centric and achieve richer engagement with customers

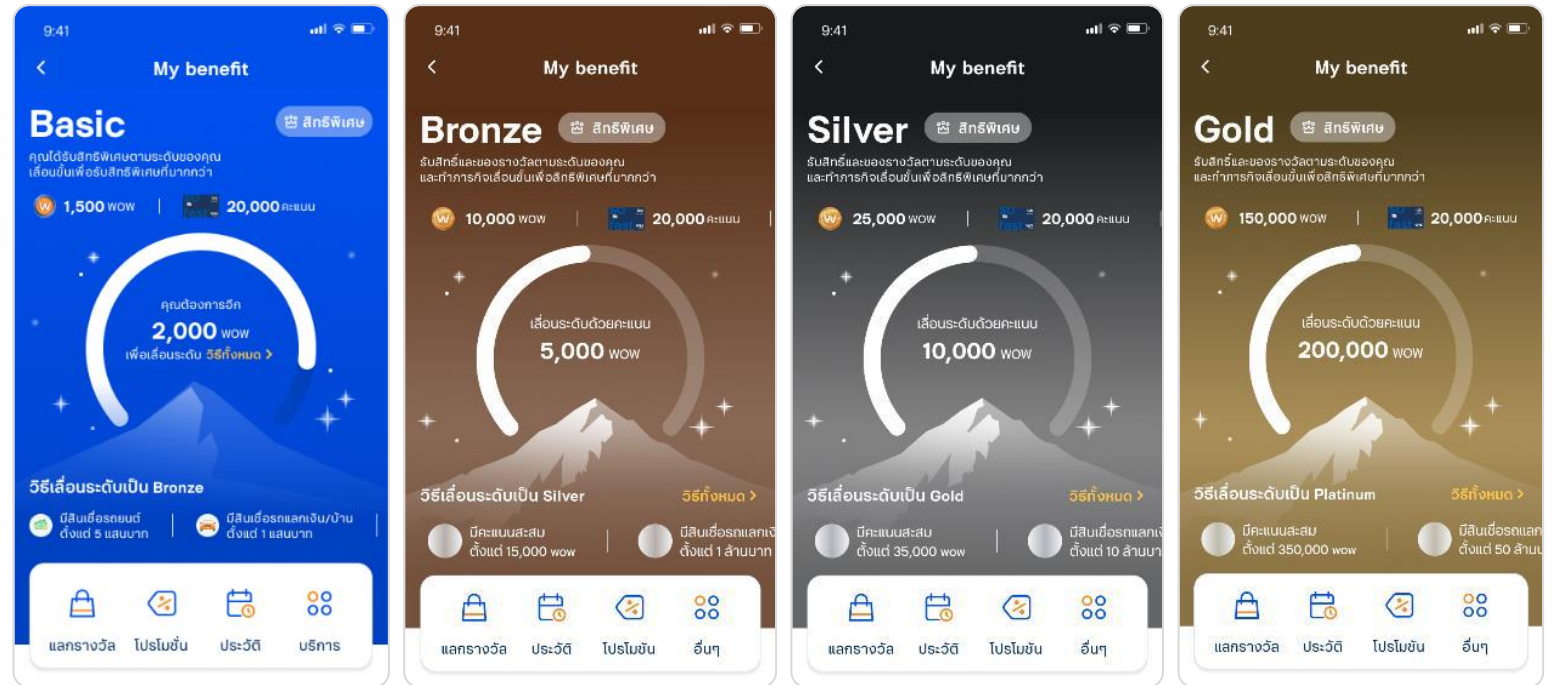


Gamification and status tiers as additional tools to better engage customers along their life cycles to ultimately win main bank relationship

Gamification (launched Q4 2024)



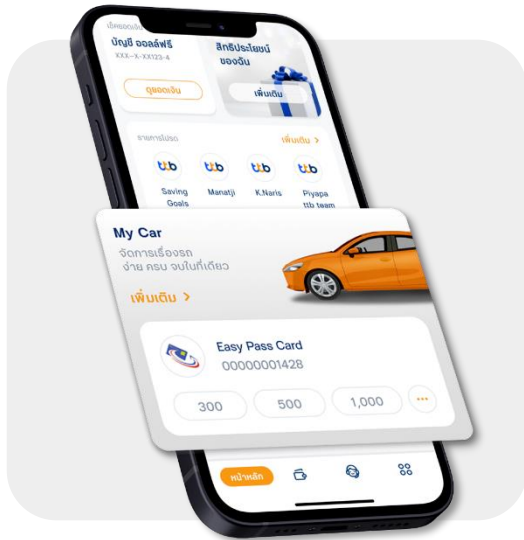
Customer status tiers (to be launched in Q2 2025)



2 Car owner ecosystem – Strengthening car owner relationships through digital platforms



My Car

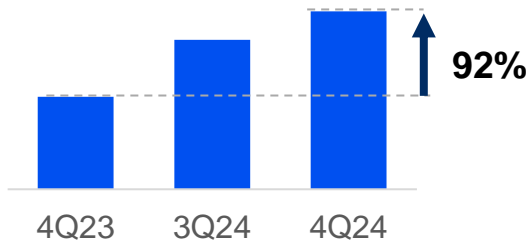


1.7mn
Visits to My Car (4Q24)

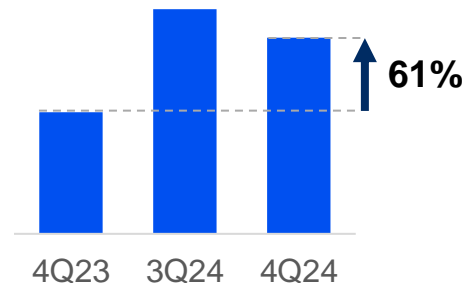
> 950k
Cars onboarded

> 71k
Easy pass registered

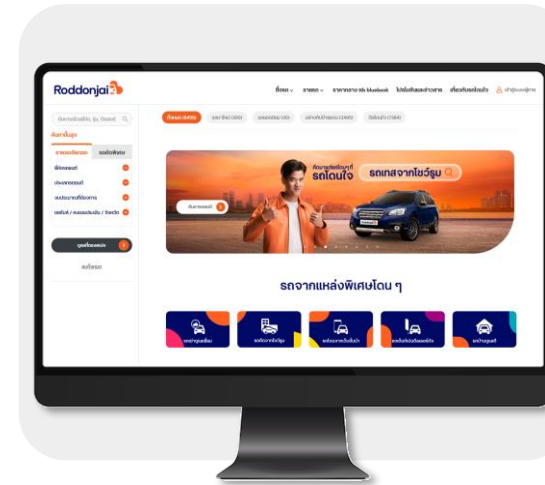
Motor insurance via My Car (Unit)



Car tax renewal via My Car (Transaction)



Roddonjai

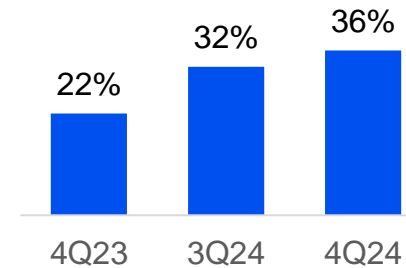


> 2.9mn
Unique monthly visitors (Dec'24)

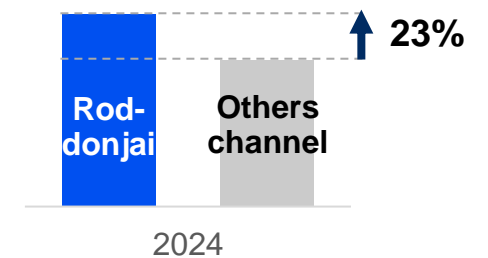
> 77k
Cars listed

> 50%
of sold cars are financed with ttb

Roddonjai contribution to used car booking (%)



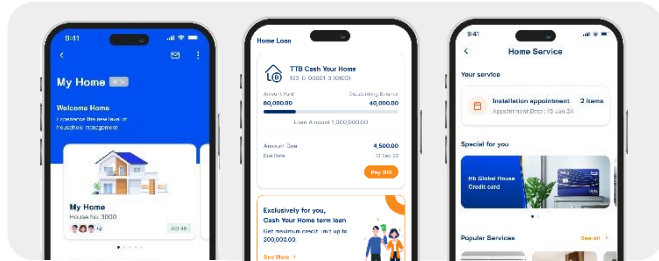
Average car price on Roddonjai (THB)



2 Homeowner ecosystem – Capturing homeowners’ relationship through lifetime journeys with My Home solution and partnership



My Home



- Bill management with home members
- Refinance calculation & apply
- CYH top-up offering
- Reminder to renew insurance
- Maintenance service



> **699k**
Home onboard

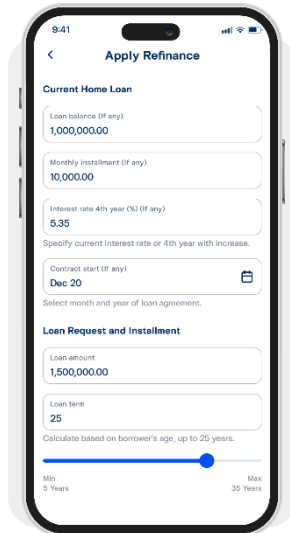


> **475k**
Users



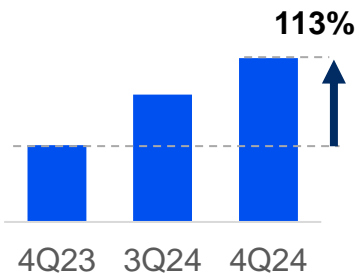
> **50k**
Utility bills set up in My Home

Refinance & Retention

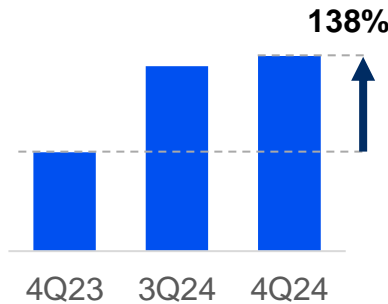


+12%
YoY retention rate growth

Refinance unit (Unit)



Refinance amount (THB mn)



Credit Card Spending

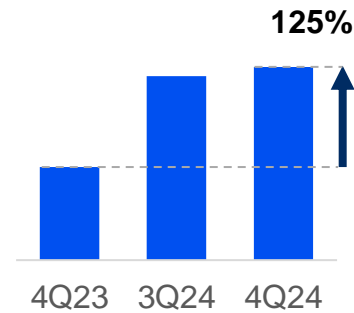


~ **50%** of ttb home-loan customer holds ttb credit card

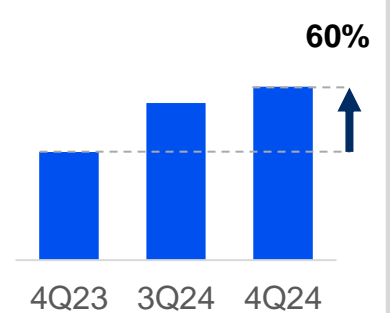
Global house card



Global house card (# of cards)



Spending amount (THB mn)



2 Salaryman ecosystem – Continue to provide comprehensive digital solutions for both employers and employees

Payroll Engagement & Well-being

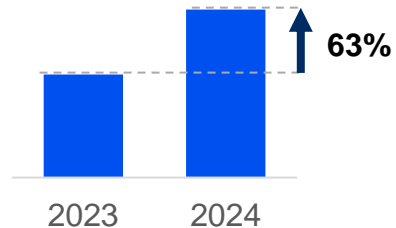


> 8.4k
Total payroll companies

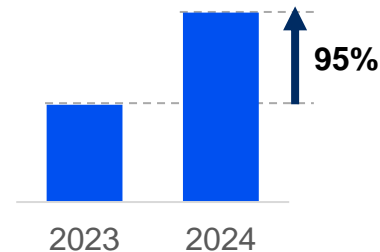
~ 1mn
Total employees

> 461k
Employees eligible for welfare loans

Payroll acquisition
(No. of employees)



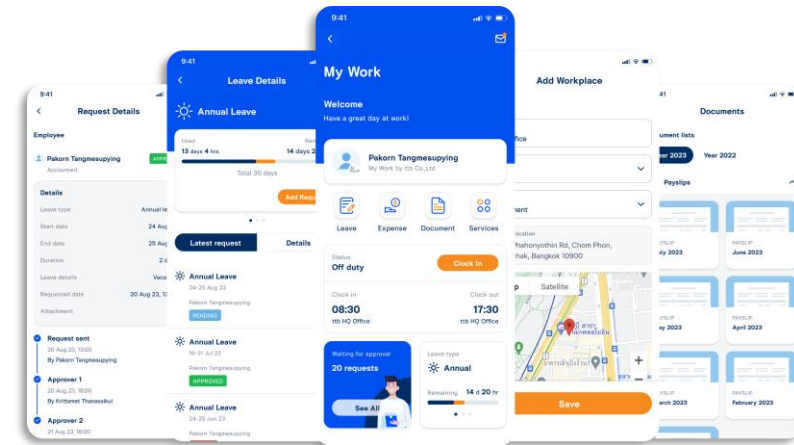
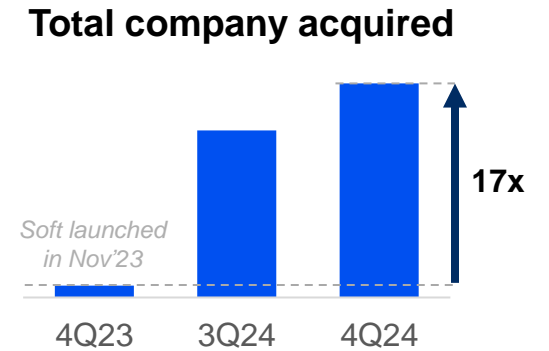
Welfare loan new booking on payroll customers
(THB Mn)



My Work by ttb

> 770
Companies onboarded

> 120
Companies converted to premium version



2 Wealth ecosystem – Extensive product suits and solutions aimed at maximizing and growing wealth

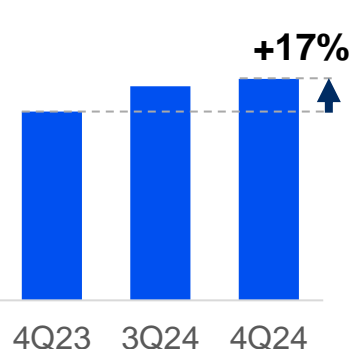
Wealth Customer



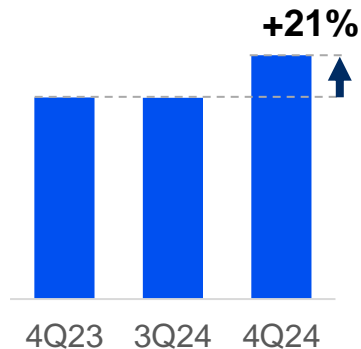
> 1,200
Private banking
customer
acquisition in 2024

> 85%
Of Private banking
customers hold
reserve card

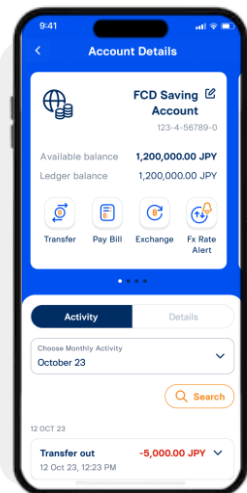
Reserve card
(# of cards)



Spending amount
(THB bn)

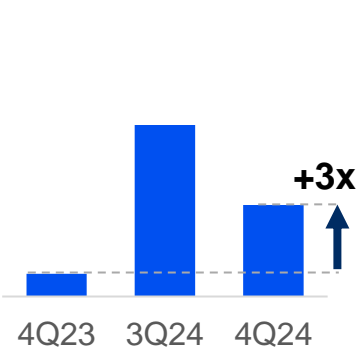


Savings – Retail FCD

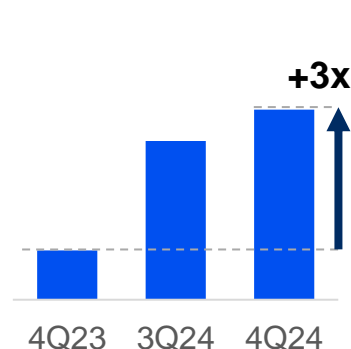


- Easy account management via ttb touch
- Up to 4% p.a. FCD USD Saving Account

FCD Account
(New account)



FCD Balance
(THB mn)



FCD : Foreign currency deposit

Wellness Investment

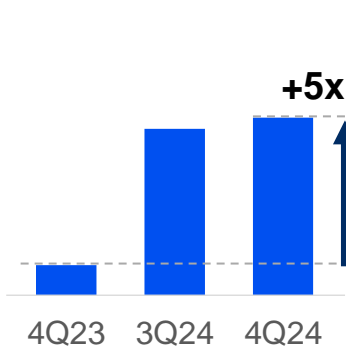


> 75%
Of Private banking
customers hold investment
products

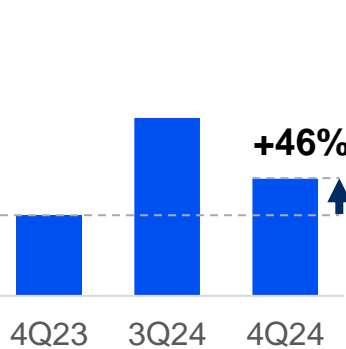


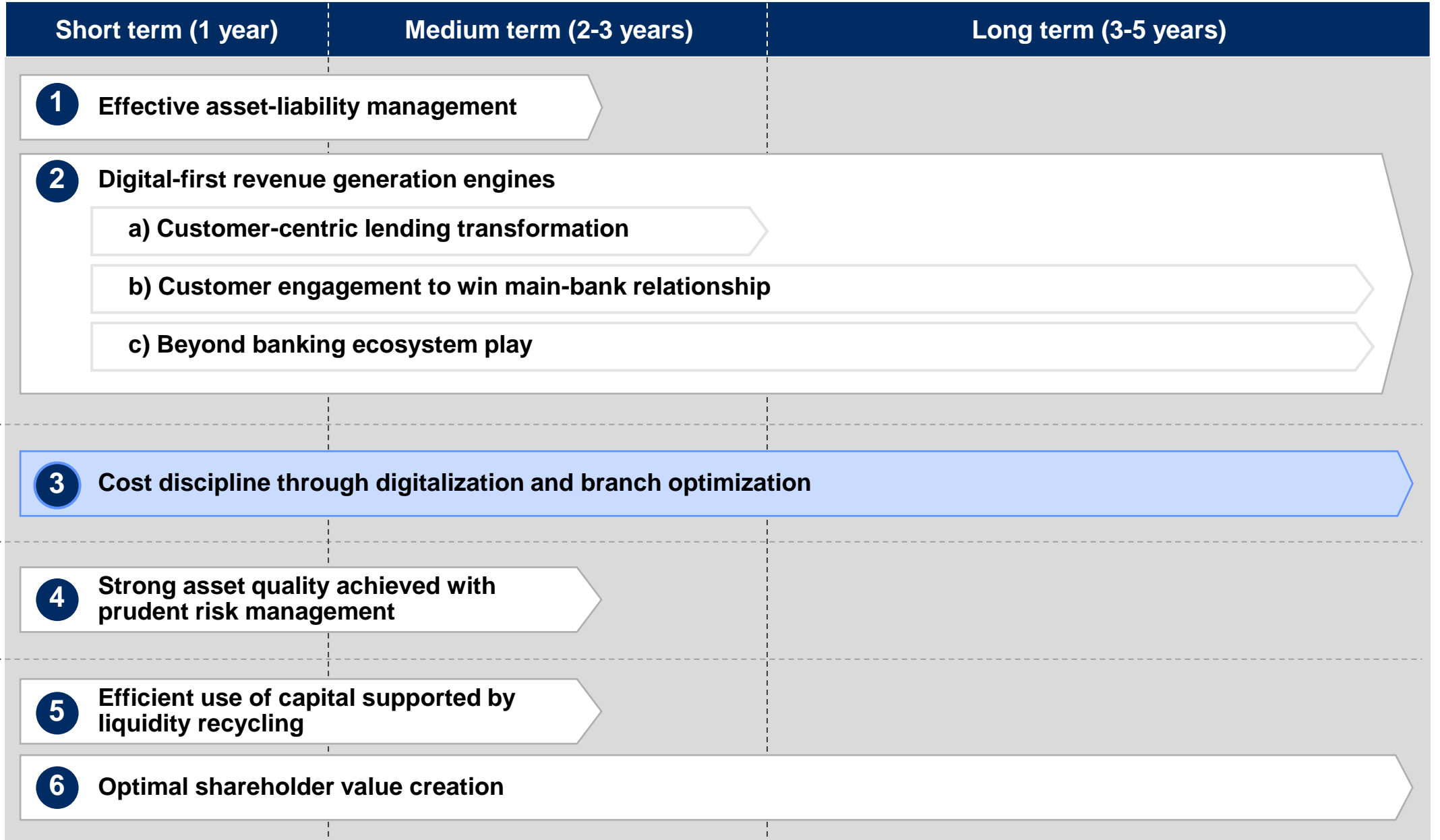
> 140bn
New Investment volume YTD

Term fund
(THB mn)



Structure notes
(THB mn)





3 Cost discipline through digitalization and branch optimization



Digital migration through new capabilities and foundation

Branch rationalization focused on targeted in-person sales and staff productivity uplift

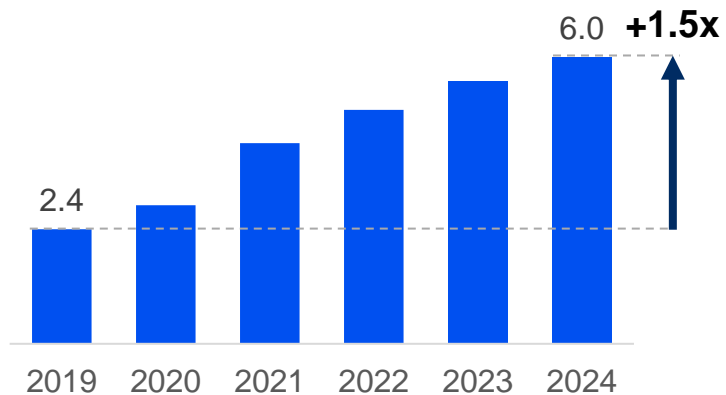
▶ **Operational efficiency gains** to be progressively realized

Digital share of financial transactions (%)

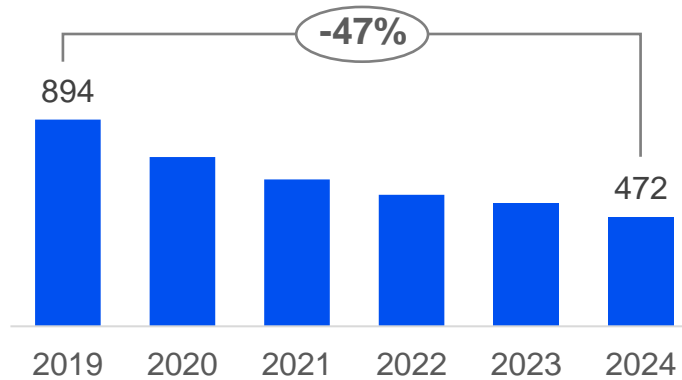


No. of digital customers (Mn users)

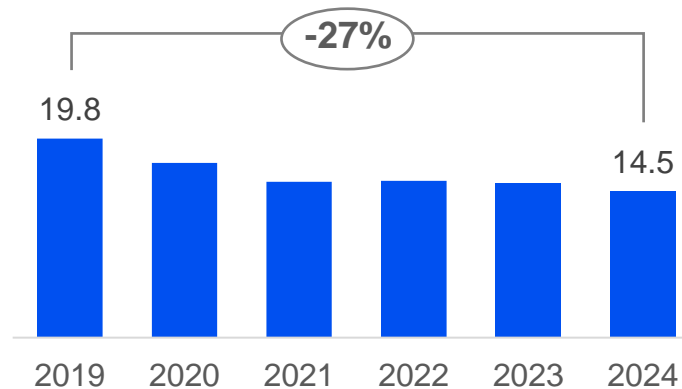
— Average daily users logging in



Number of branch

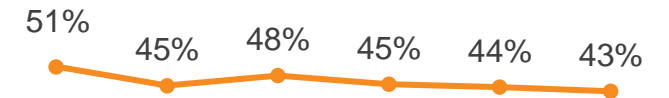


Number of staff ('000)

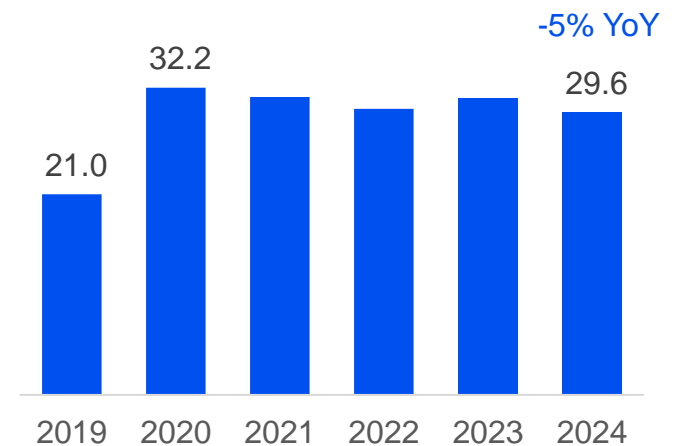


Total operating expenses & C/I ratio

C/I Ratio



Total OPEX (THB bn)



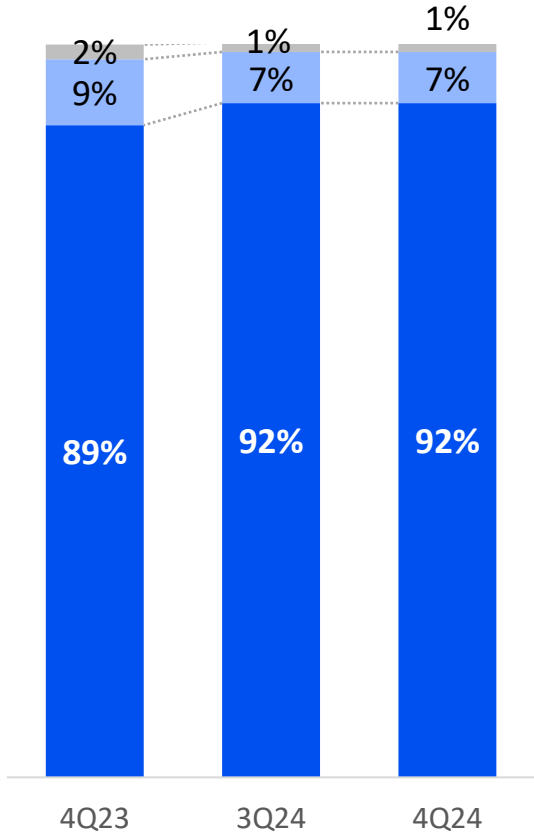
3 Strong digital transactions' momentum well-maintained in financial, non-financial and sales



Financial transaction

Channel mix of all financial transactions

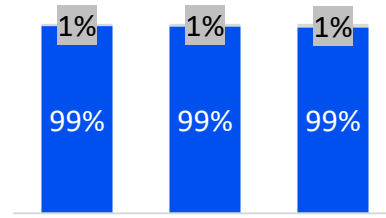
■ Branch ■ ATM/CDM ■ Digital



Non-financial transaction

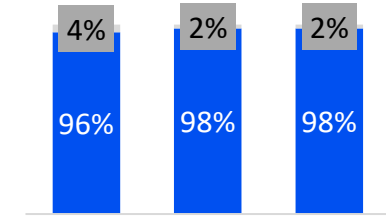
Deposit

■ % Digital
■ % Others



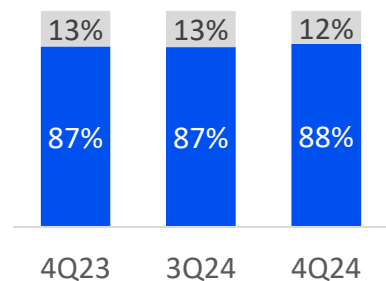
- Request statement
- Activate dormant

Retail Lending



- Credit card/loan status tracking
- Activate card
- Apply e-statement
- Block credit card

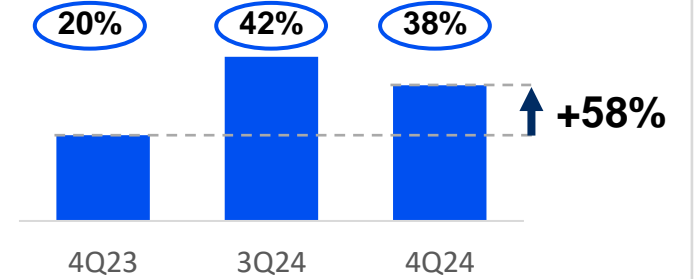
Automotive Lending



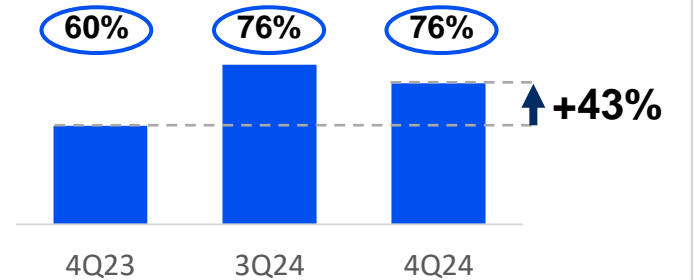
- Request car registration
- Auto loan status tracking
- Request HP contract
- Request HP receipt
- Renew car tax

Digital sales

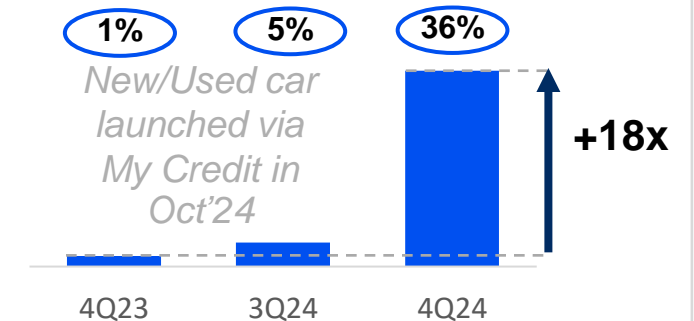
Deposit account opening ('000 accounts)



Retail lending (No. of applications '000)



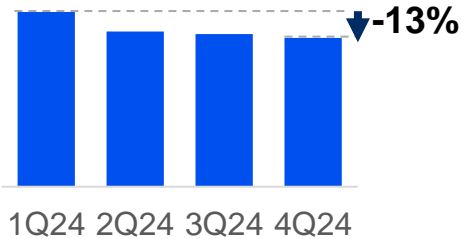
Automotive lending (No. of applications)



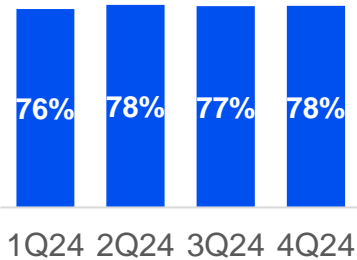
3 With on-going expansion of digital migration, continuing reduction in customer contacts across all physical touchpoints

Branch

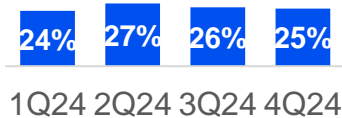
Traffic at branch
(‘000 customers)



High counter migration to auto lobby
(% migrated transaction)



Low counter migration to touch
(% migrated transaction)



- High counter services e.g.,**
- Deposit and withdrawal
 - Money transfer
 - Bill payment

- Low counter services e.g.,**
- Account opening/ info. update
 - Debit card issuing
 - Other customer supports

Contact Center

Contact center volume
(Mn calls)



-50% (YoY)

Reduction in card activation transactions

-24% (YoY)

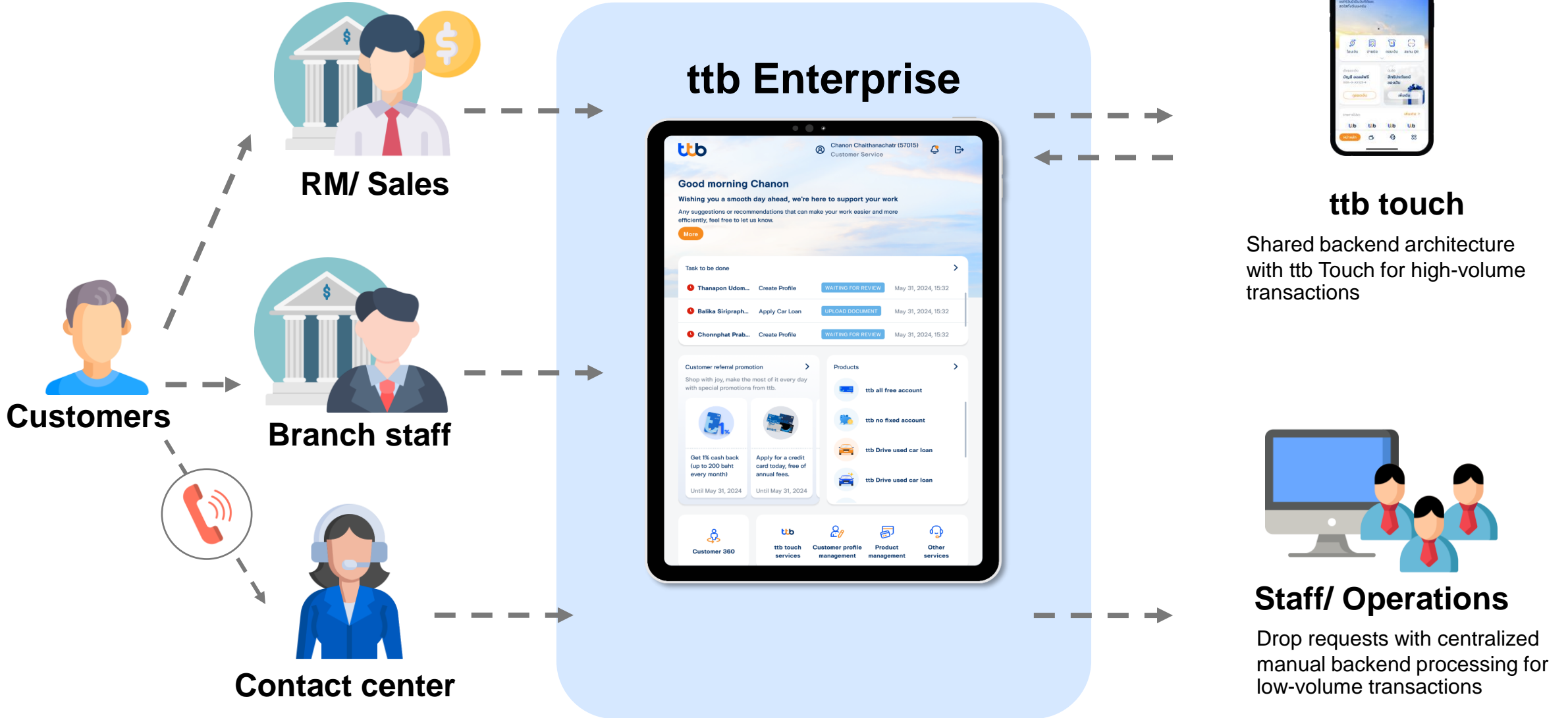
Reduction in AL payment amount/due date, history inquiry

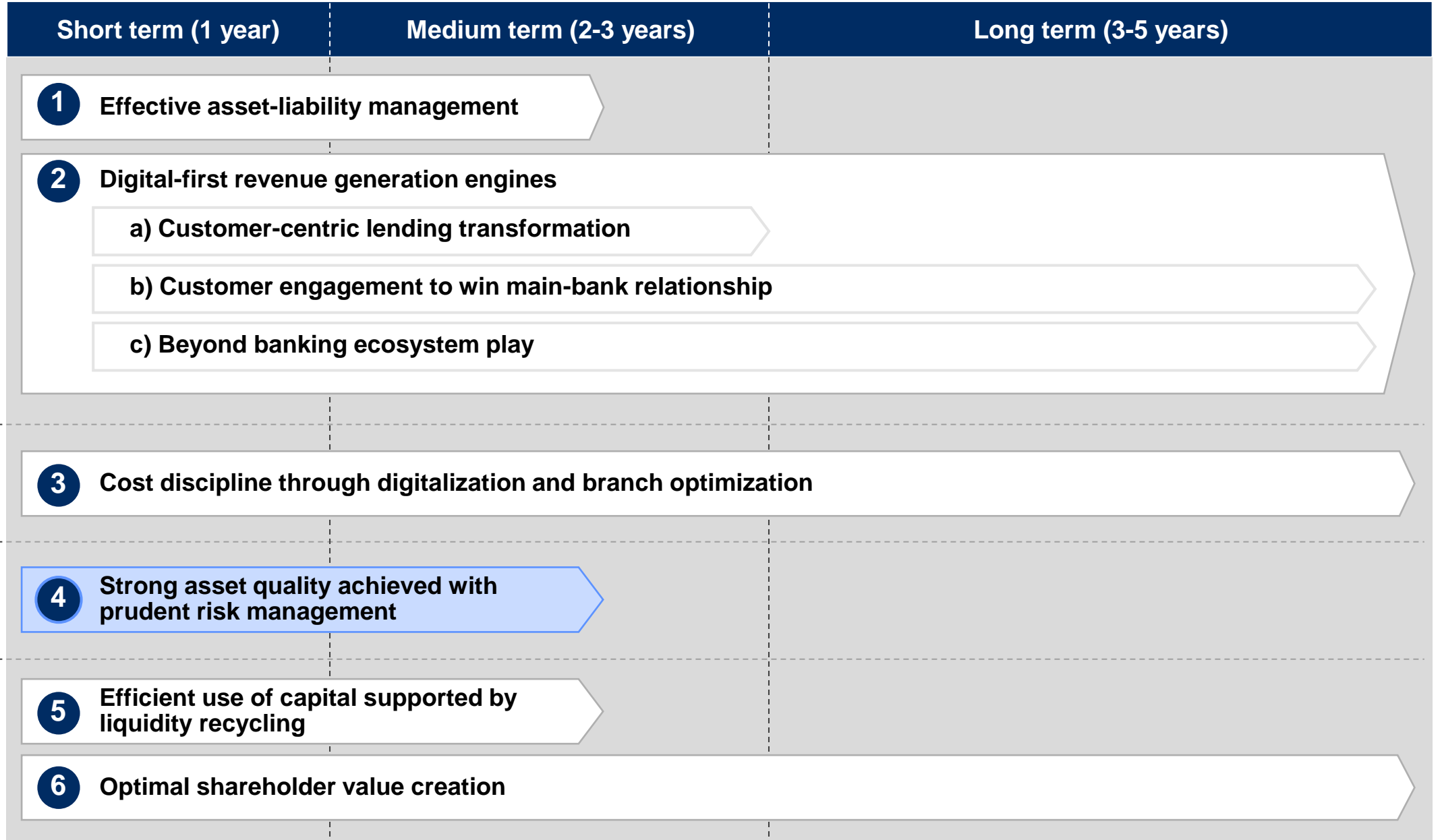
-26% (YoY)

Reduction in hire purchase account closing inquiry



3 Common staff-assisted platform with seamless omni-channel capabilities with ttb Touch to be rolled out in 2025

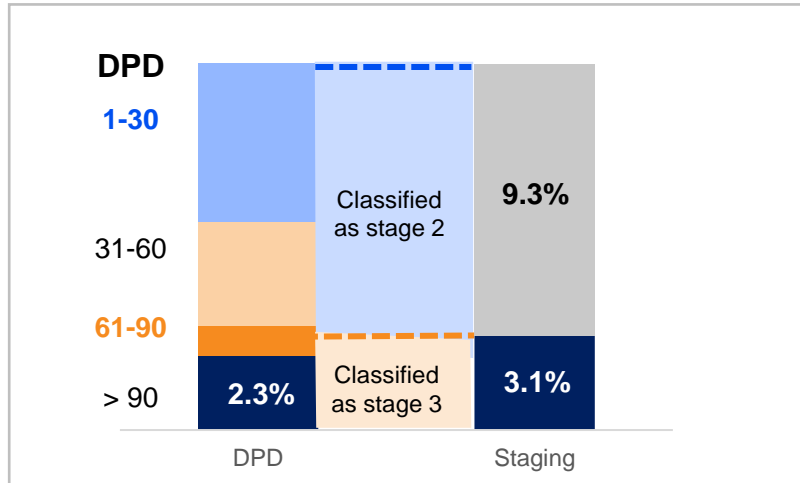




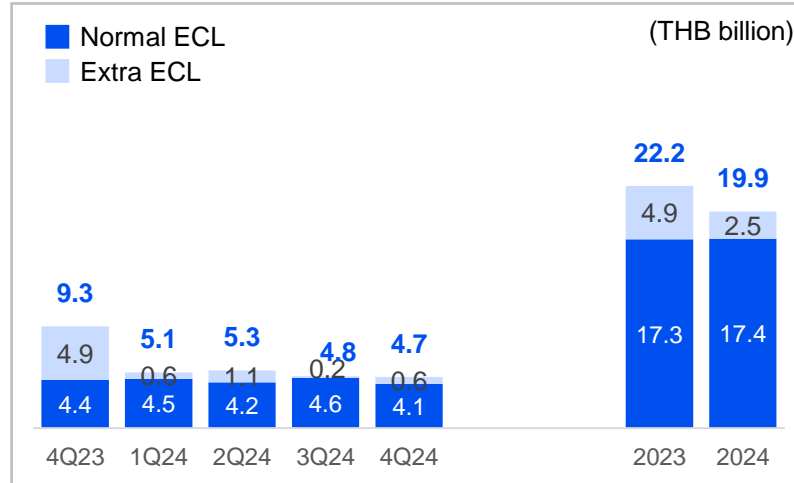
4 Proactive and prudent approach to risk management



Conservative loan staging



Prudent ECL set-up



Proactive collections

Voice Bot system



Collection system

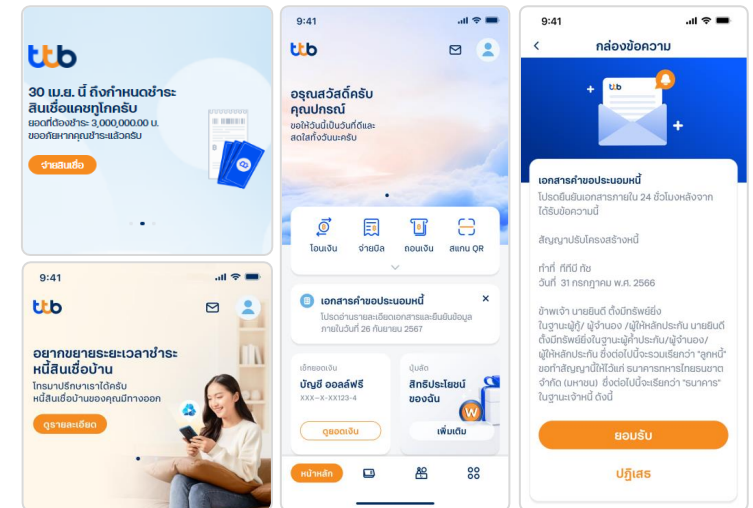


Voice Bot system

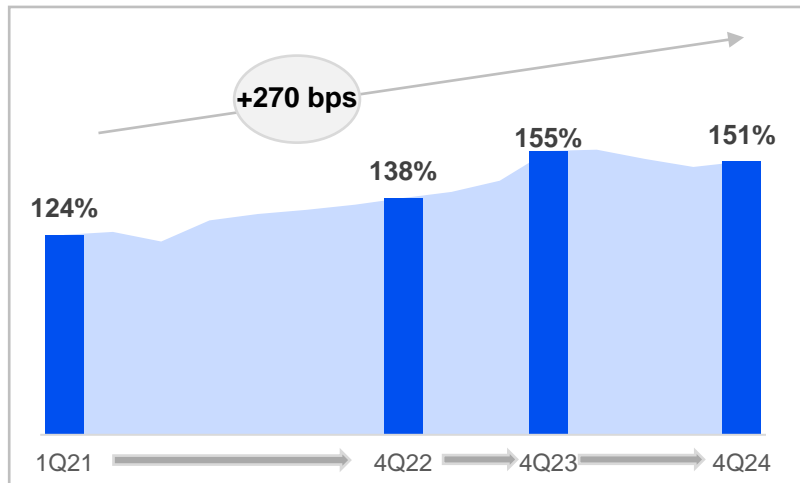


Customers

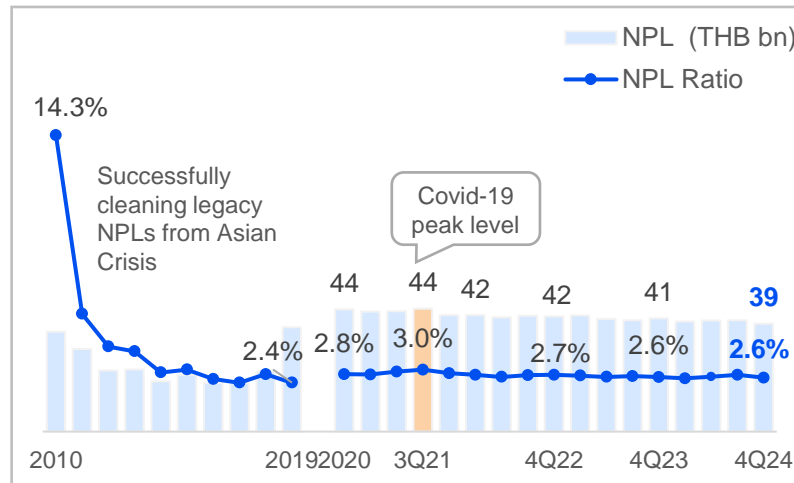
Customer engagement via Touch



Sufficient LLR



Well-controlled NPLs

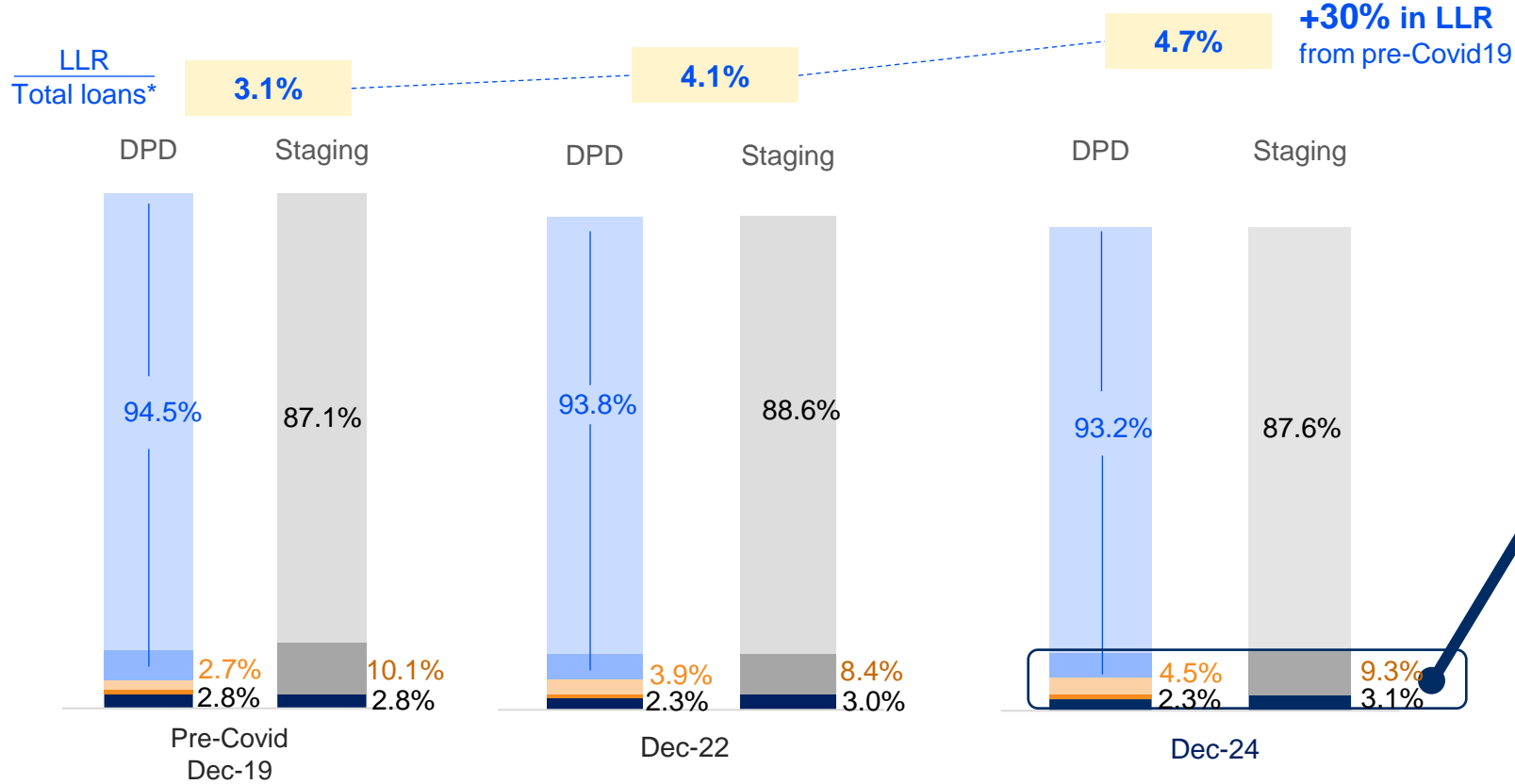


4 Conservative loan staging



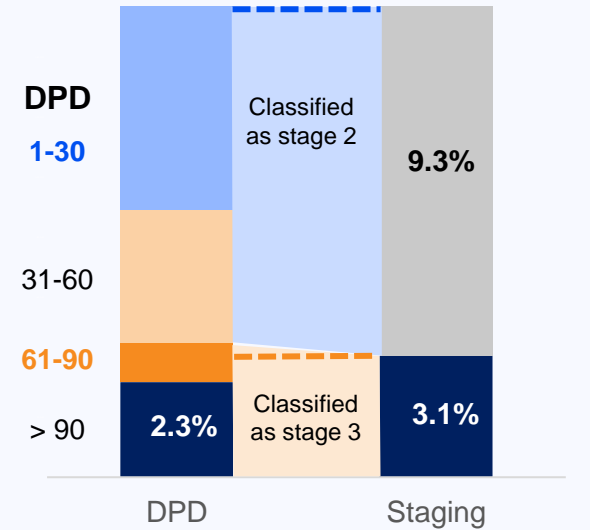
DPD Profile VS Loan Staging

Internal data for managerial view - Breakdown as % of Loan principals (excluded interbank)



Note: * Total loans include accrued interest receivables and EIR

Conservative Staging Policy



DPD Profile

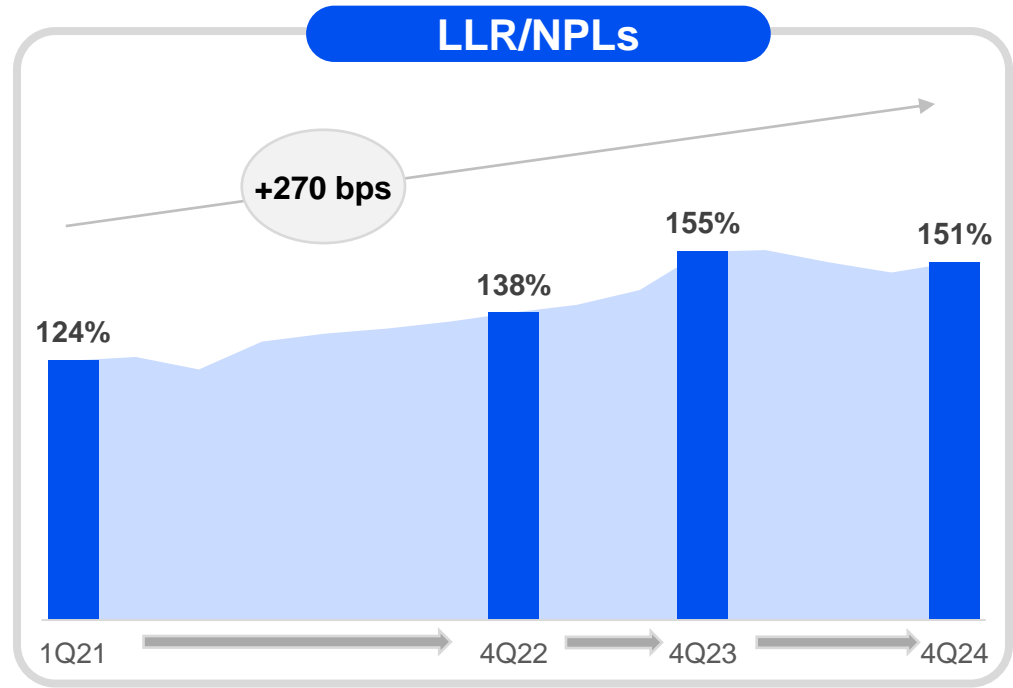
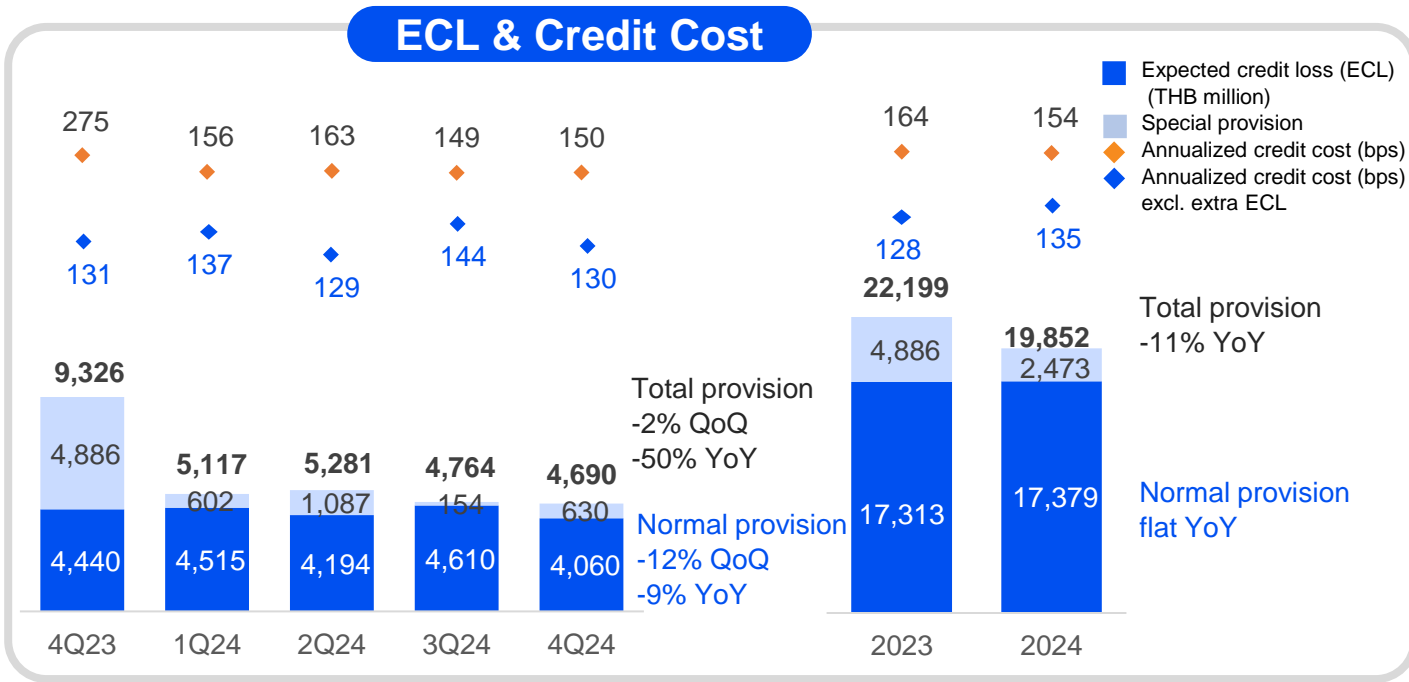
Bucket 1	No DPD
	DPD 1-30
Bucket 2	DPD 31-60
	DPD 61-90
Bucket 3	DPD >90

Loan Staging

Stage 1
Stage 2
Stage 3

- Since Covid-19, TTB has applied a more conservative loan classification policy when compared to the pre-IFRS 9 method (DPD).
- With the current staging policy, stage 2 and stage 3 classification already capture the early indicators of weak customers' debt service behaviors.
- In addition to the stringent staging policy, TTB has continued to strengthen LLR buffer since the pandemic and further uplifted LLR by providing extra MO in 4Q23 and 2024, leading to a solid rise in LLR/total loans close to 5% level, up from a pre-pandemic level of approx. 3%.

4 Prudent provisioning and LLR levels against future uncertainties



- Apart from stringent staging policy, TTB always ensures prudent provisioning and LLR levels to ensure sufficient cushion against future downside risks.
- On the backdrop of financial flexibility, TTB enhanced LLR further in 4Q23 and throughout 2024 as reflected by the set up of special provision.
- As a result, Coverage Ratio exceeded 150% level which provides the potential upsides for both shareholders and the Bank once economic uncertainties subside.

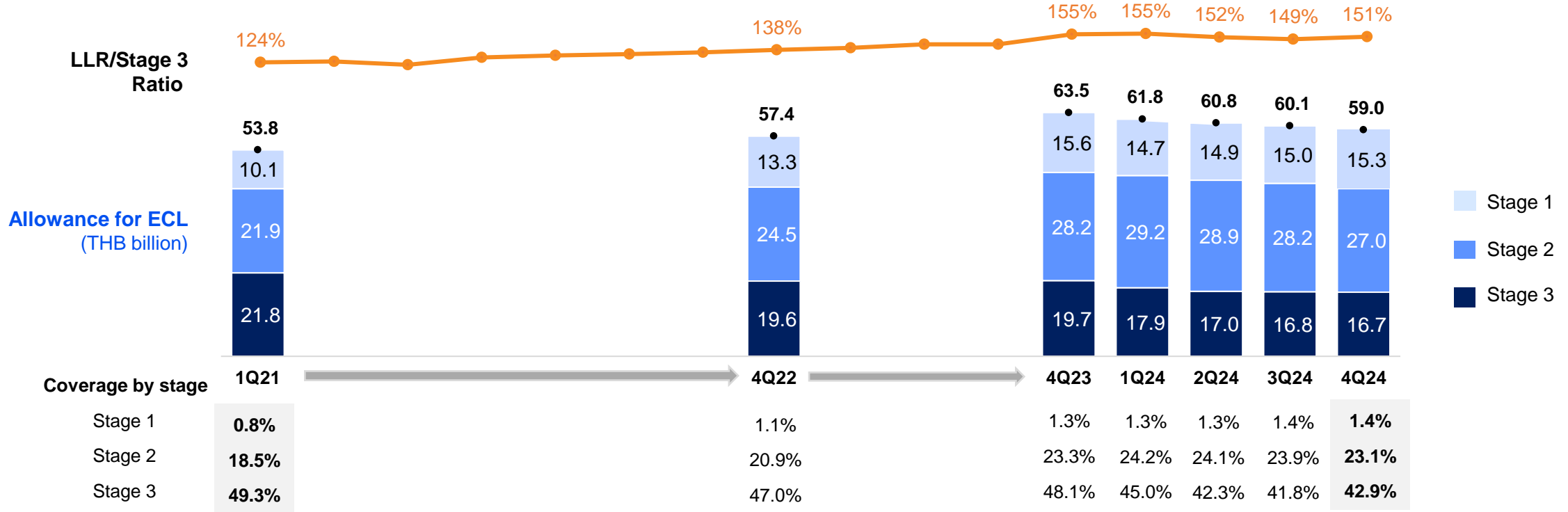
4Q24 and 2024 Results:

- 4Q24: A decline in normal ECL and credit cost QoQ was a result of lower NPL formation as well as the slippage from stage 1 to stage 2.
- 2024: The YoY increase in normal credit cost from 128 bps to 135 bps reflected our conservative ECL set-up which factored in a downward trend in car prices, coupled with higher write-off activities. Despite that, the figure remained in line with guidance.

4 Ensuring a resilient LLR distribution



Distribution of Risk Provision

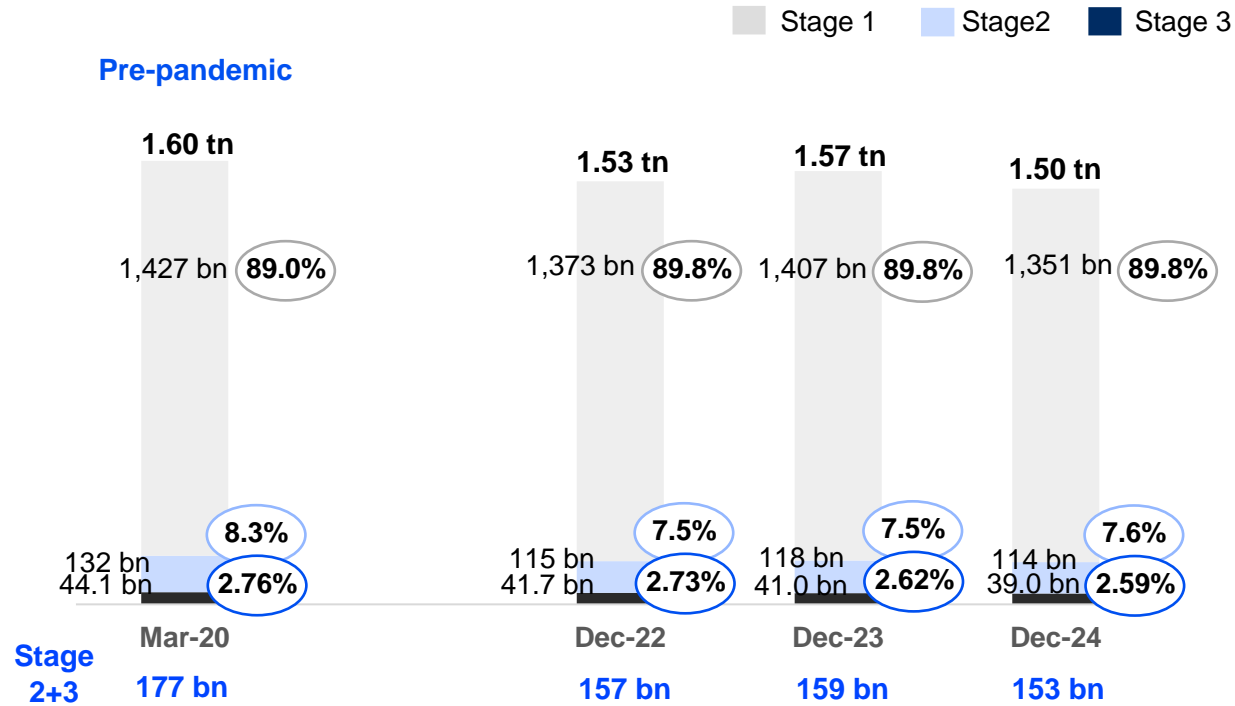


- At TTB, we consistently review our ECL model and closely monitor customers' behavior to ensure sufficient distribution of LLR.
- The higher LLR levels for Stage 1 & Stage 2 loans reflect an improvement in LLR distribution.
- Moreover, the Bank continue to de-risk non-collateral Stage 3 loans through sales and write-off to enhance the quality of Stage 3 portfolio.
- Therefore, LLR for Stage 3 loans has decreased overtime and it is the main reason for a declining trend of total LLR.

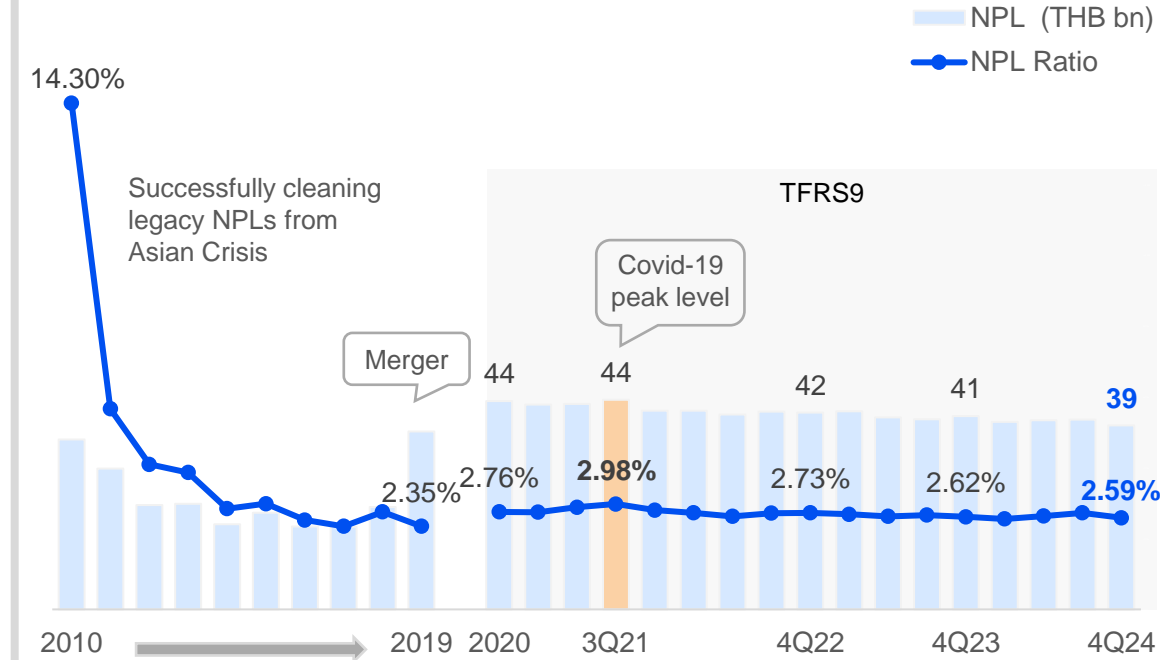
4 Proactively resolved weak loans to ensure portfolio quality



Loan Classification (%)



Stage 3 Ratio (NPL Ratio)



- To de-risk and ensure existing portfolio quality, TTB proactively resolves weak-loans.
- As a result, the level of Stage 2+3 loans has decreased from pre-pandemic level and remained under control.
- NPL ratio continued to decline from the peak level during Covid-19 period and has been well-contained as per target.

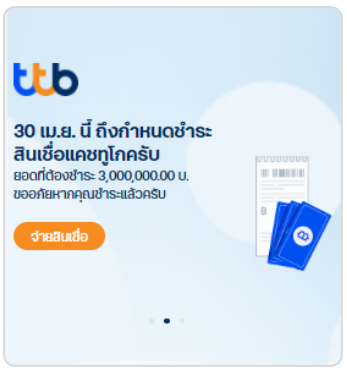
4Q24 and 2024 Results:

- Stage 2 loans declined -3% YTD to THB 114 bn as flows from stage 1 to 2 improved.
- Despite a more stable trend of NPL formation especially in 2H24, the Bank continued its sales and write-off activities. As a result, NPL dropped -5% YTD and NPL ratio lowered to 2.59%.

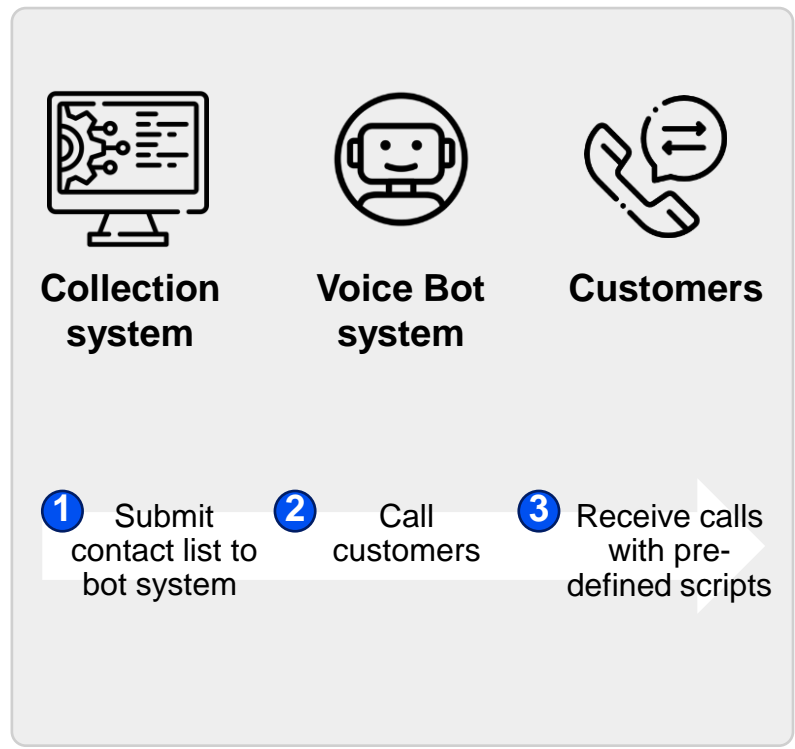
4 Proactively engaging with customers to facilitate loan restructuring and mitigate potential defaults



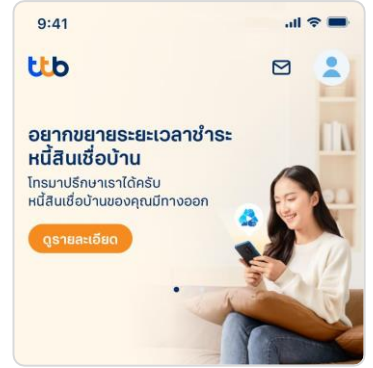
Due date reminders



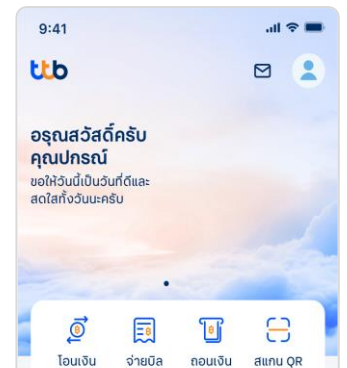
Voice Bot system

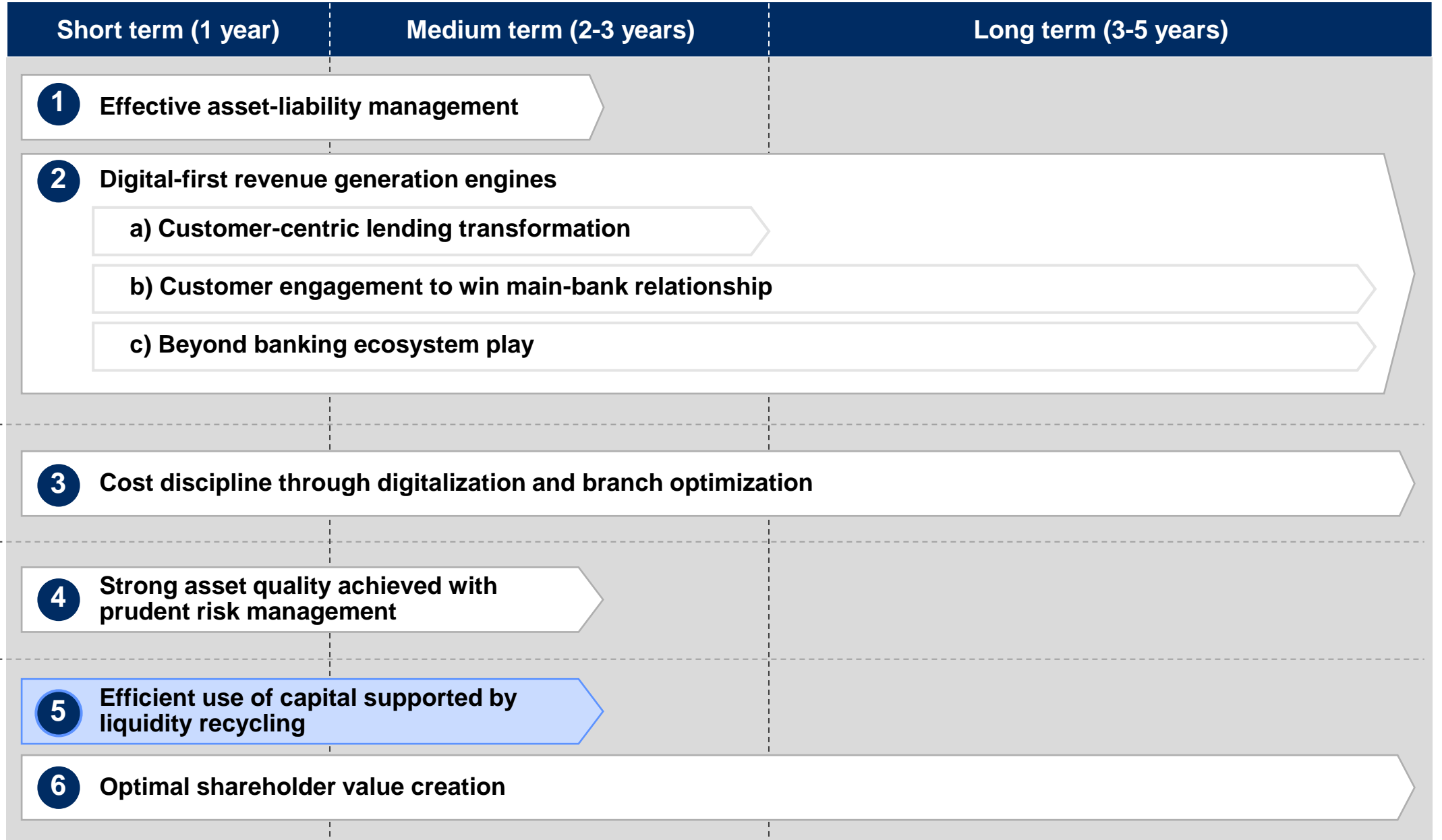


Restructuring offers

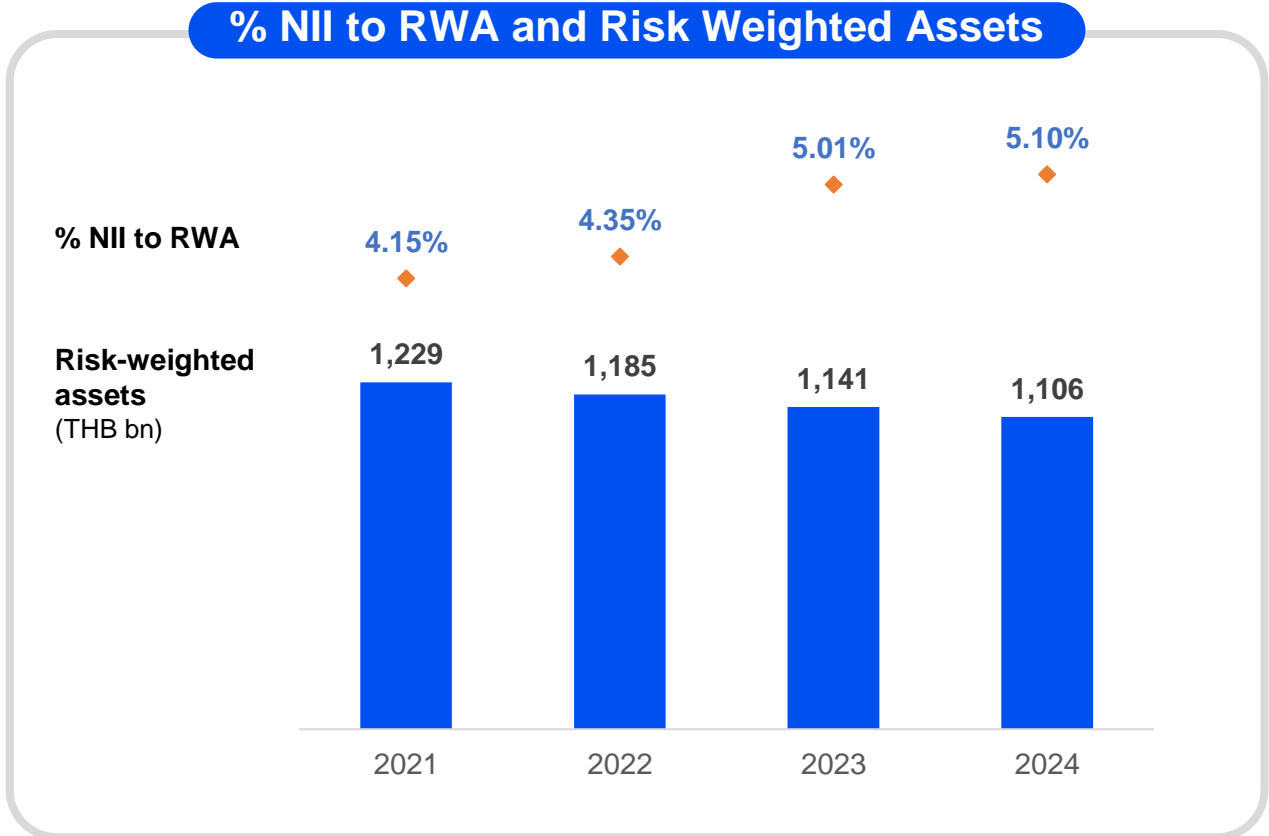
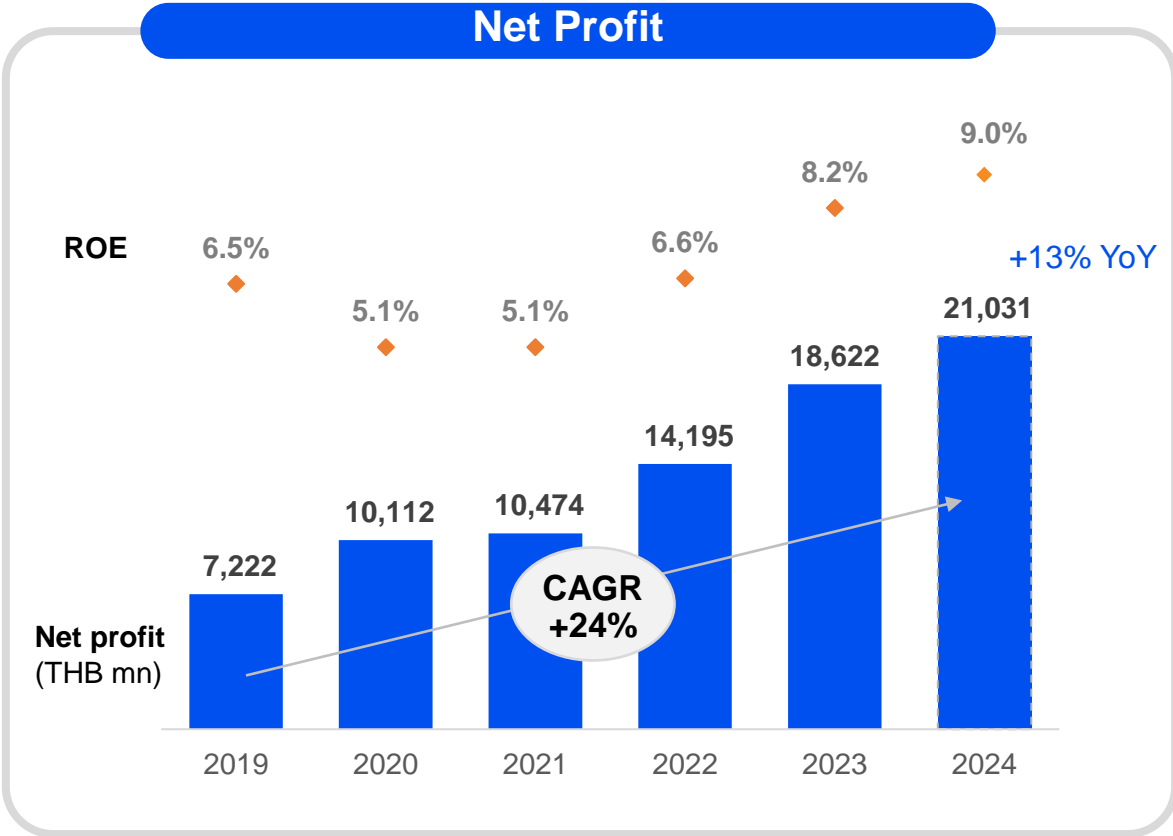


E-contract / E-sign (April 2025)

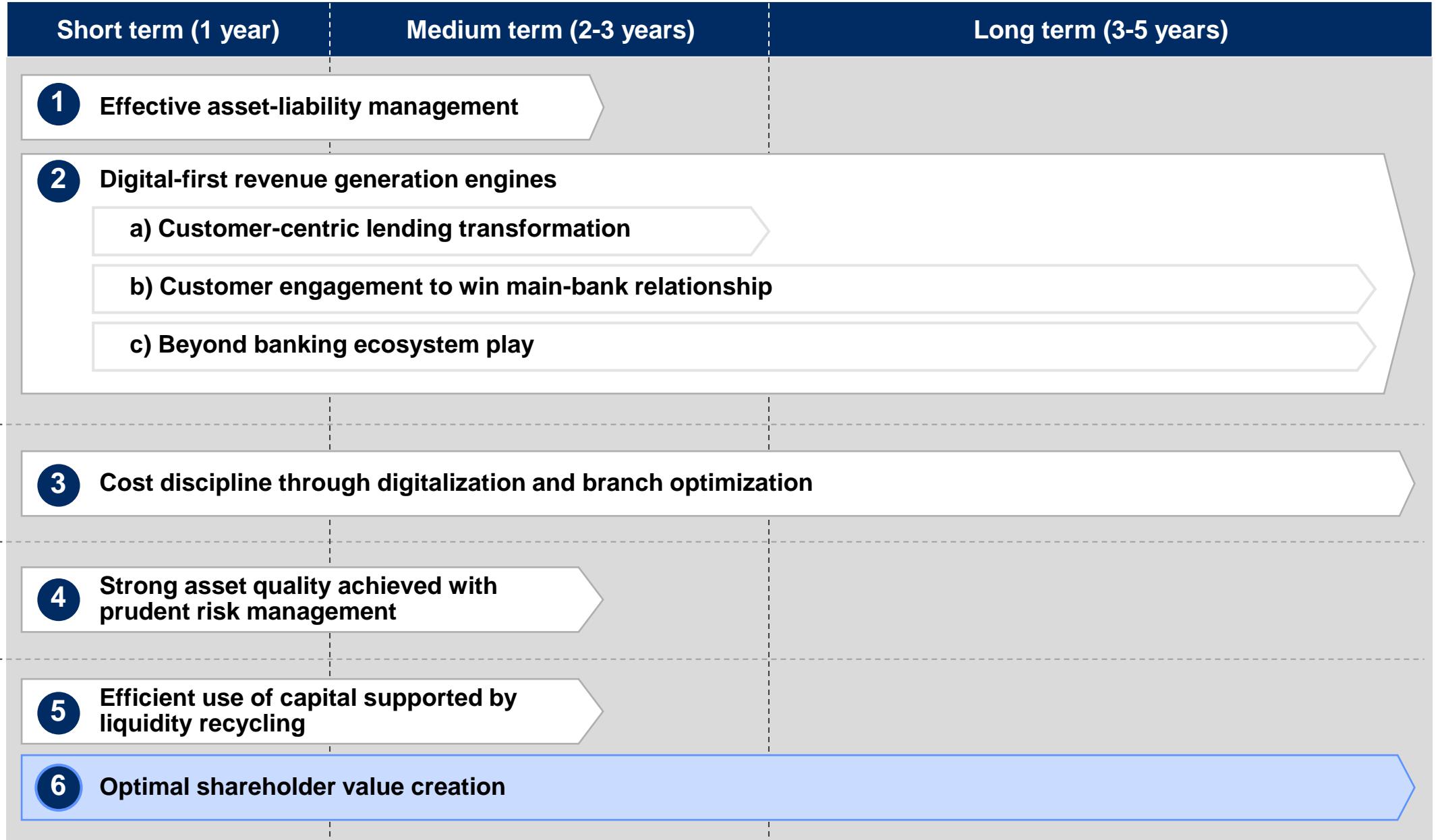




5 Efficient use of capital supported by liquidity recycling



- TTB successfully navigated thru 2024's challenging economic environment with resilience. The Bank showed steady progress and delivered a net profit of THB 21,031 million (+13% YoY) or an ROE of 9.0%.
- Apart from initiatives to maintain profitability against current economic turbulences, we emphasize on improving the quality of net profit to build a healthy capital position.
- Our tactical strategies have yielded positive results, as reflected by % NII to risk-weighted assets (RWA) which has improved overtime. This demonstrates the effectiveness of our approach, allowing us to maintain earnings while consuming less capitals.
- Such an improvement also gives us the opportunity to optimize excess capitals and enhance shareholder returns, following our merger.
- Note: Remaining tax benefits of THB 10.6 billion to be recognized within 2028, based on future net profit estimates



6 Optimize shareholder value through a balance between immediate returns and long-term reinvestments

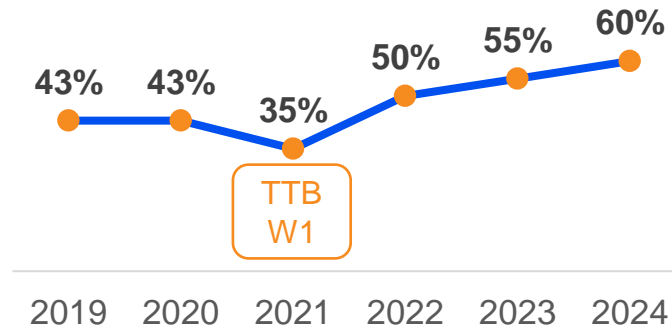
Immediate returns

Long-term reinvestments

Capital allocations

- Dividend payout
- Share repurchase
- Organic growth
- Inorganic growth
- Reserve accumulation

Dividend payout ratio

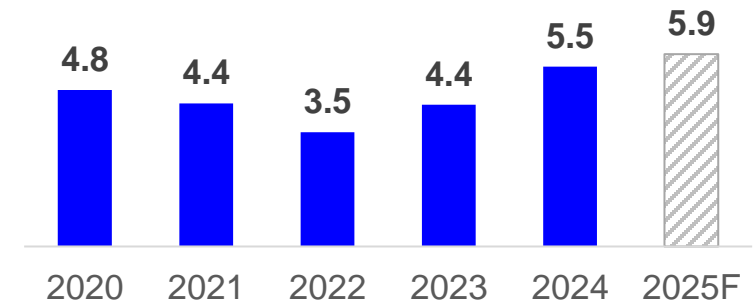


Share repurchase

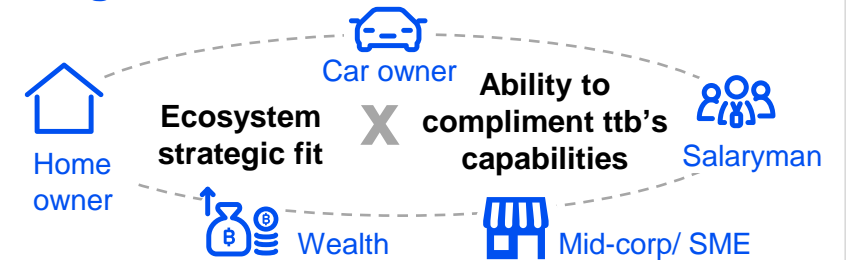
- ttb's share repurchase program is currently progressing, aiming to **enhance shareholder returns and align the Bank's share price more closely with its intrinsic value**
- The commencement of the repurchase program is subject to receipt of all necessary regulatory approvals.

Digital & IT investments

(THB bn)



Inorganic

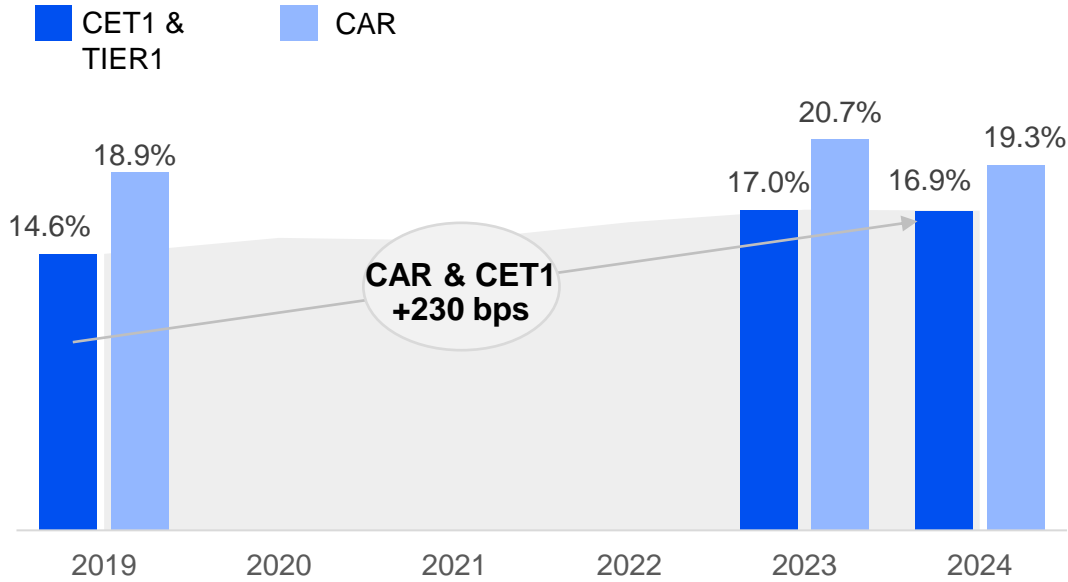


- Opportunistic play to maintain scale and strengthen ecosystem capabilities
- Focus on creating value and improving ttb's competitive standing in the industry

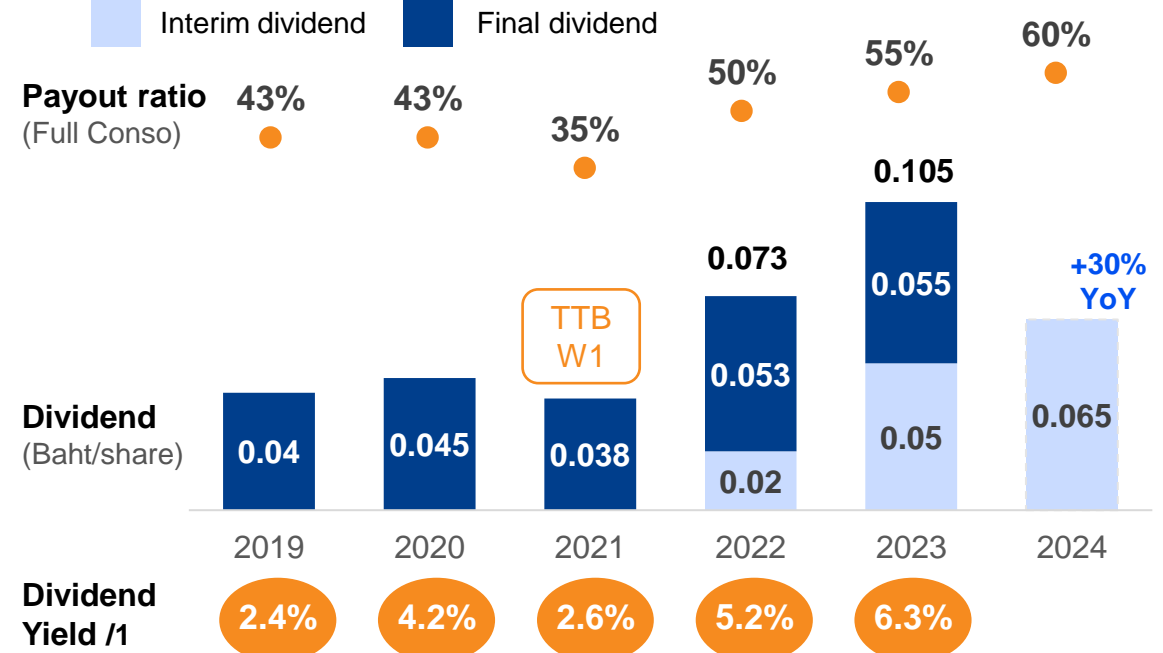
6 Reinforcing capital position with priority to shareholder interests



Solid Capital with Ample Buffer over Requirement



Dividend



- As of Dec-24, TTB maintains a strong capital position, with preliminary Tier 1 ratio of 16.9% and CAR of 19.3%, placing us among the top tier in the banking industry and well above BoT's minimum requirements.
 - During 4Q24, at the first-call date for our AT1 securities, the Bank redeemed entire AT1 portfolio with a coupon rate of 4.9%, resulting in a slight decline QoQ in Tier 1 ratio.
- Since the merger, TTB has focused on optimizing capital usage and enhancing shareholder returns thru strategic initiatives, such as the issuance of TTB-W1 and the increase in the dividend payout to approximately 60% in 1H24, demonstrating TTB's strong commitment to shareholders.
- With steady net profit generation and robust capital levels, there are further opportunities to enhance shareholders' total returns, not only through dividend payments but also via options such as share buybacks or inorganic growth.

Note: - In 2021, banks' dividend payment was capped by the BoT's guidance, TTB issued warrants (TTB-W1), allocated to existing shareholders at no cost on top of dividend payment
 /1 Dividend yield based on stock price at year end/ 2022 was at 1.41 Baht per share

2025 Financial Guidance



		FY2024 Actual	2025 Targets
INCOME	Loan growth (YoY)	-6.6% YTD	Approximate 0% - 2%
	Deposit growth (YoY)	-4.2% YTD	In line with loan growth
	Net Interest Margin	3.26%	3.1% - 3.25%
	Non-NII growth (YoY)	-6.0% (Excluded BA amortization) -3%	Single digit growth
EFFICIENCY	C/I Ratio	42.6%	Low-40s
ASSET QUALITY	% Stage 3	2.59%	< 2.9%
	Credit cost (bps)	Normal provision 135 Total provision 154	125-135
	Net profit (YoY)	THB 21.0 bn +13%	

Appendix



Debt Restructuring Program



- Principal reduction (50%, 70% and 90% of original repayment or installment) and interest rate suspension for 3 years
- Debt settlement with haircut

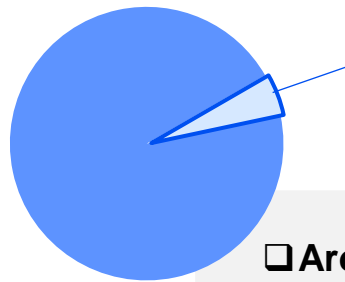


- Subsidize 50% of interest rate reduction of loans under the program through FIDF fee cut

Program Criteria

- Target : Hire Purchase, Mortgage and SMEs vulnerable customers
- Maximum credit line (at origination) with financial institutions:
 - Hire Purchase ≤ 800K
 - Mortgage ≤ 5 mn
 - SMEs ≤ 5 mn
- Opt-in via the BoT’s system (12 Dec 2024 – 28 Feb 2025)
- Loans originated before 1 Jan 2024
- Defining customer status using data as of 31 Oct 2024

Impact to ttb & accounting practice

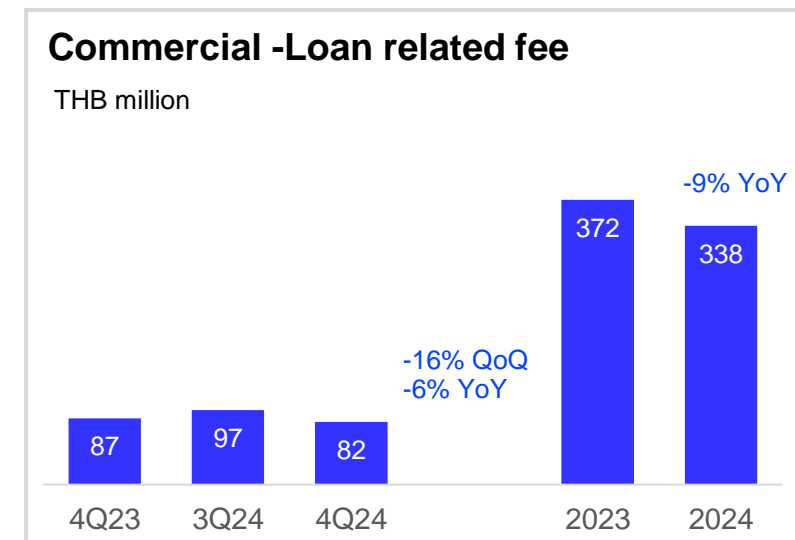
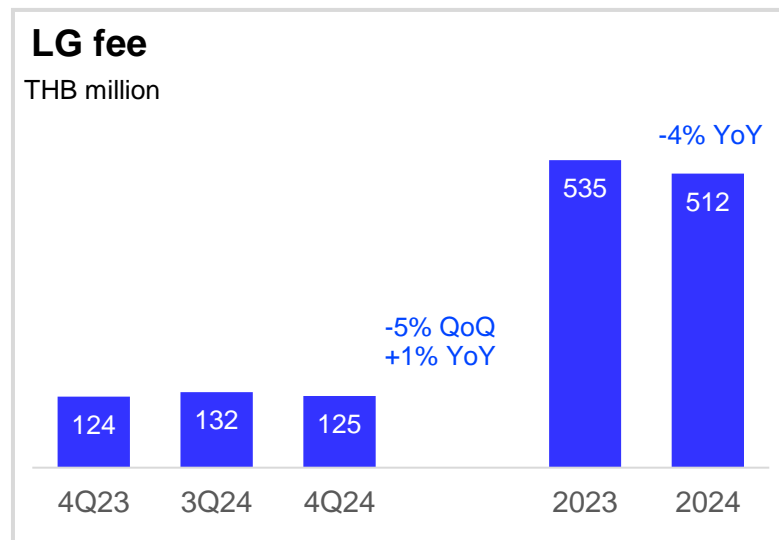
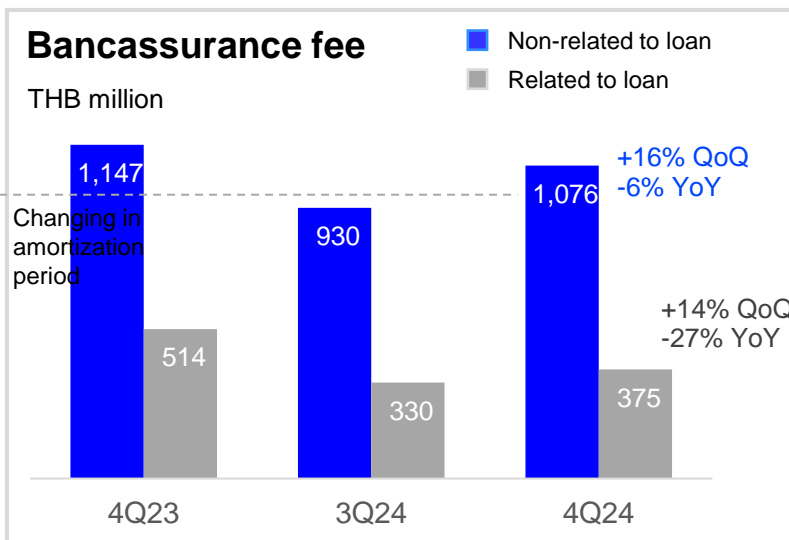


~6% of total loans
or approx. THB 70 bn
Adoption rate ~ 10% as of 16Jan25

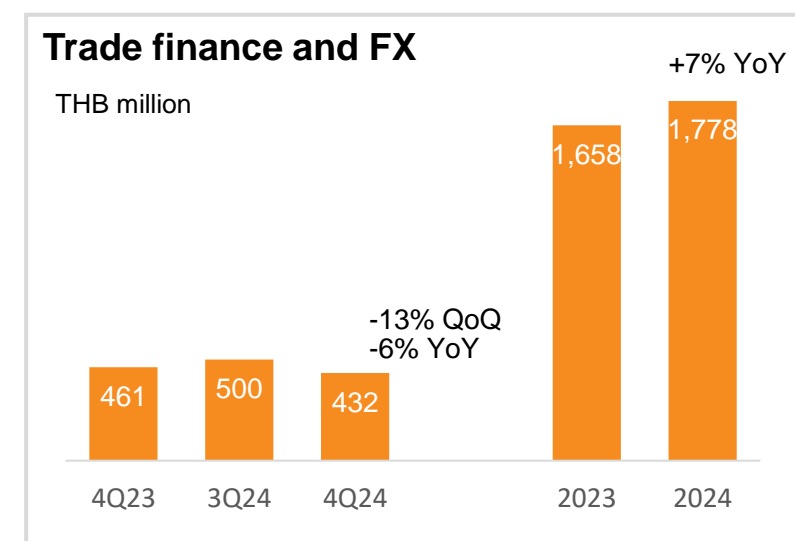
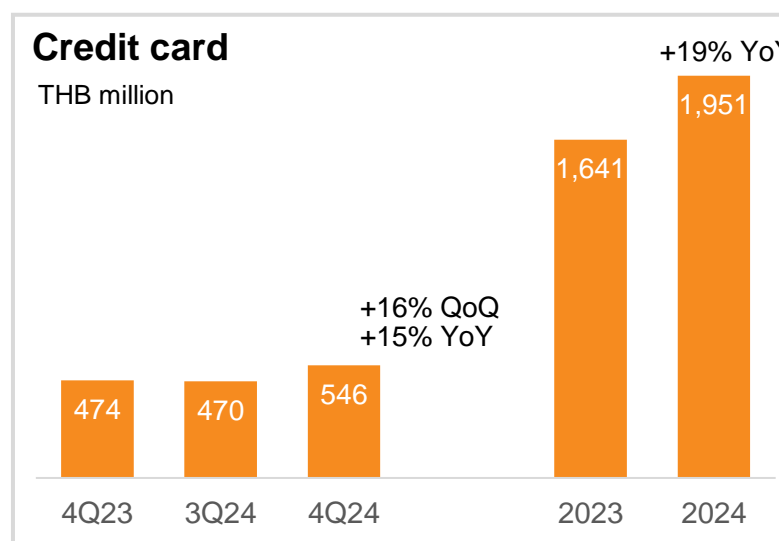
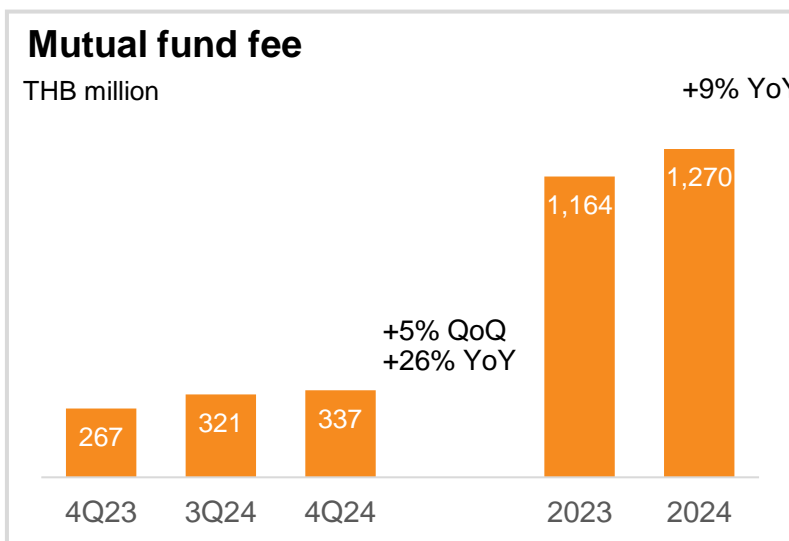
- ❑ **Around 6% of total loans or approx. THB 70 bn**
- ❑ NII: The Day 1 impact results from the EIR adjustment for opt-in customers in the "You Fight, We Help" project, where the EIR is recalculated, then returns to the contract rate after the program ends.
- ❑ FIDF: FIDF expenses remain at 0.46%, while the bank will recognize subsidy income through Non-NII over time as customers prepay loans.

Non loan-related fees improving, but loan related fee facing with challenge due to slowdown in loan volume

Loan-related fees



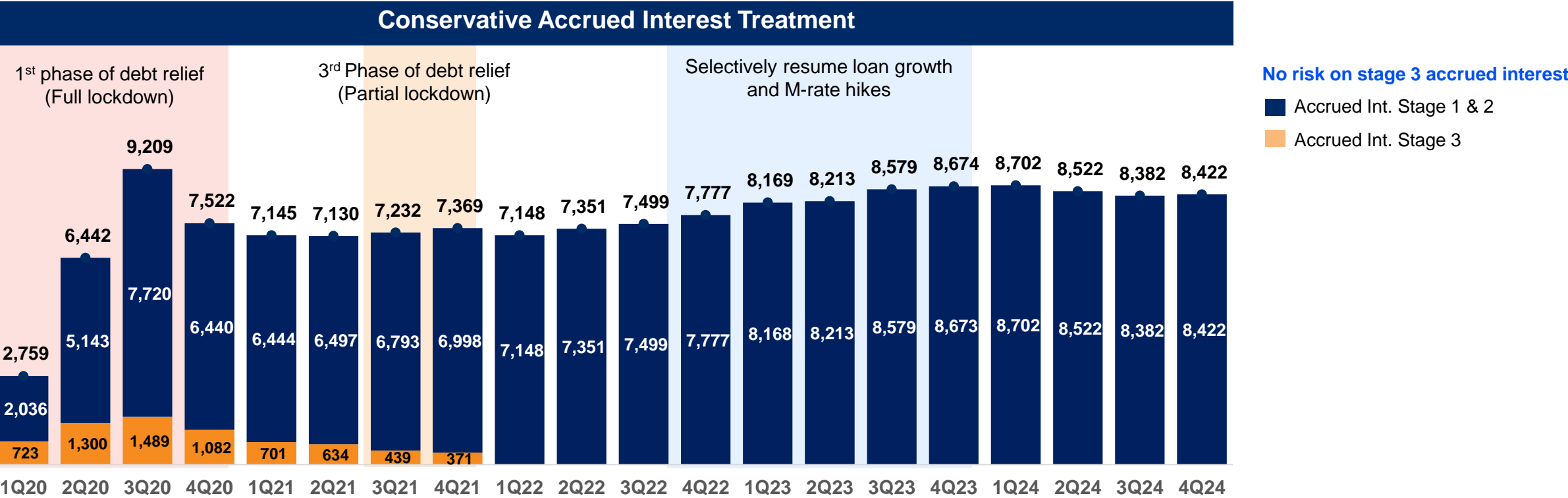
Non loan-related fees



Accrued interest trend reflecting our conservative approach



TTB has taken conservative approach in revenue recognition for accrued interest treatment during the pandemic, starting in Jan 2021. Accrued interest of loans under modifications in Stage 2 and Stage 3 has been fully provisioning, preemptively limiting future downside risks and ensuring B/S quality.



Note : *4Q20 accrued interest was restated and presented net from allowances for expected credit loss to be comparable with 2021

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