



# Analyst Meeting Presentation

## 1Q2019 Financial Results

10 May 2019

# Performance Highlights

*Solid Net Profit Growth & Asset Quality*



Net profit<sup>(1)</sup> (THB million)

ROE<sup>(1)</sup>

ROA<sup>(1)</sup>



NIM<sup>(2)</sup>

Non-NII (THB million)

Cost/income ratio



Loan<sup>(3)</sup> (THB million)

NPL ratio (gross)

Coverage ratio



CAR<sup>(4)</sup>

Tier 1<sup>(4)</sup>

	1Q19	QoQ	YoY
Net profit <sup>(1)</sup> (THB million)	7,301	+18.6%	+7.6%
ROE <sup>(1)</sup>	9.54%	+144 bps	+6 bps
ROA <sup>(1)</sup>	1.05%	+16 bps	+9 bps
NIM <sup>(2)</sup>	3.13%	-10 bps	+6 bps
Non-NII (THB million)	8,952	+12.7%	-0.3%
Cost/income ratio	48.28%	-149 bps	+246 bps

	(As at) Mar'19	YTD
Loan <sup>(3)</sup> (THB million)	2,032,879	+0.4%
NPL ratio (gross)	4.50%	-3 bps
Coverage ratio	126.86%	+112 bps
CAR <sup>(4)</sup>	18.12%	
Tier 1 <sup>(4)</sup>	14.29%	

(1) Net profit, ROE, ROA represented for equity holders of the bank

(2) Excluding interest income due to the partial payment from the auction of mortgaged guarantee assets amounted Baht 3,899 million

(3) Less deferred revenue

(4) Bank only basis

# Financial Highlights

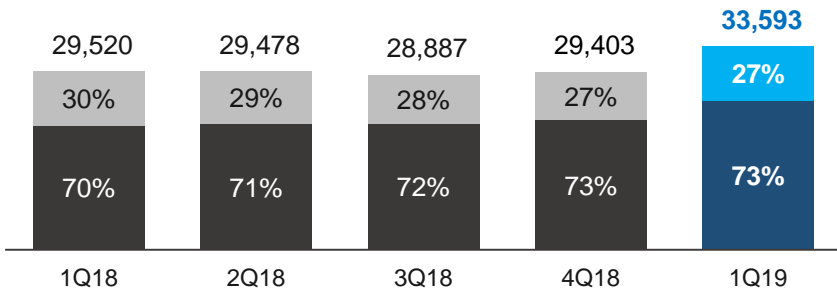
Growing Total Revenue, PPOP, and Net Profits

## Total Revenue

(THB million)

- Non-NII
- NII

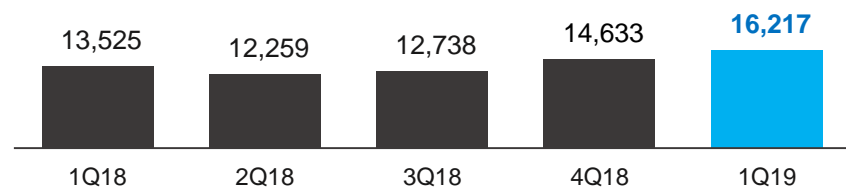
+13.8% YoY  
+14.3% QoQ



## Operating Expenses

(THB million)

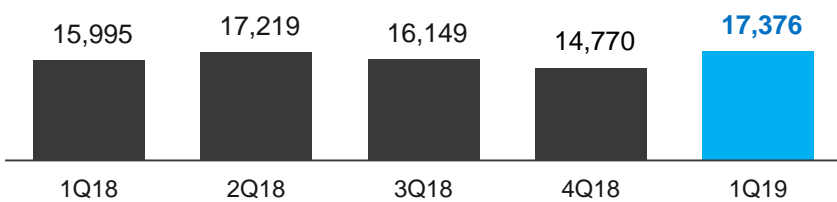
+19.9% YoY  
+10.8% QoQ



## Pre-Provision Profits (PPOP)\*

(THB million)

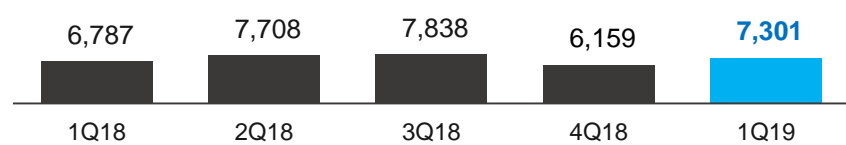
+8.6% YoY  
+17.6% QoQ



## Net Profits

(THB million)

+7.6% YoY  
+18.6% QoQ



\*Pre-provision profit before Impairment loss of loans and debt securities and income tax expense

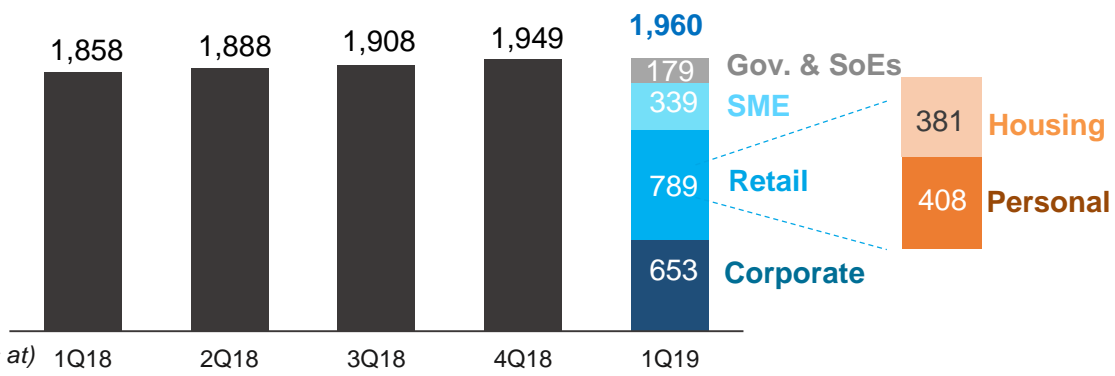
# Loan

## Growth Contribution from Retail and Corporate

Bank Only

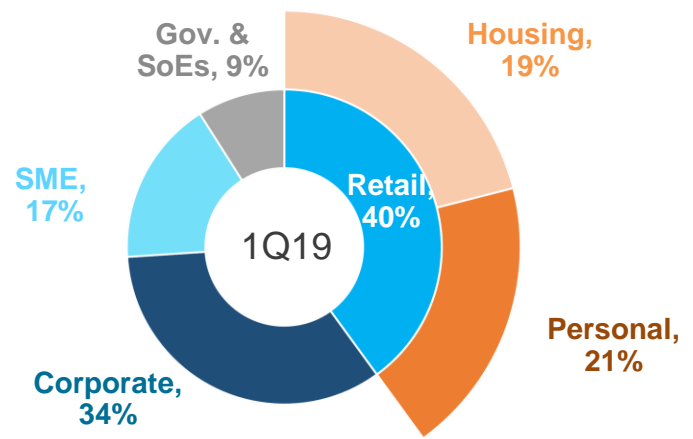
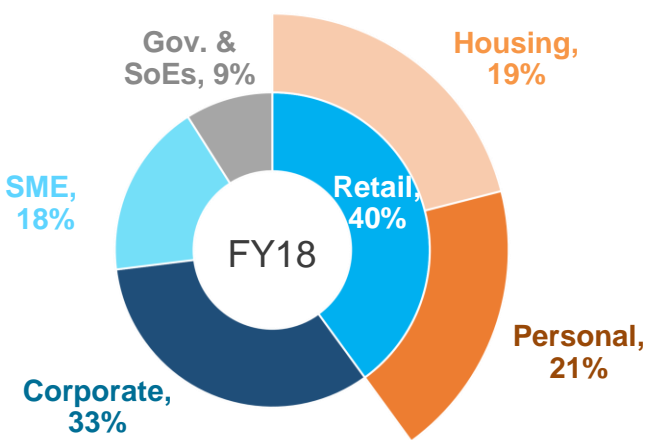
### Loan Growth

(THB billion)



Loan Growth by Segment	1Q19 (YTD)
Gov. & SoEs	-0.8%
SME	-1.5%
Retail	+1.4%
Housing	+1.1%
Personal	+1.7%
Corporate	+1.0%
<b>Total</b>	<b>+0.6%</b>

### Loan Breakdown



# Asset Quality

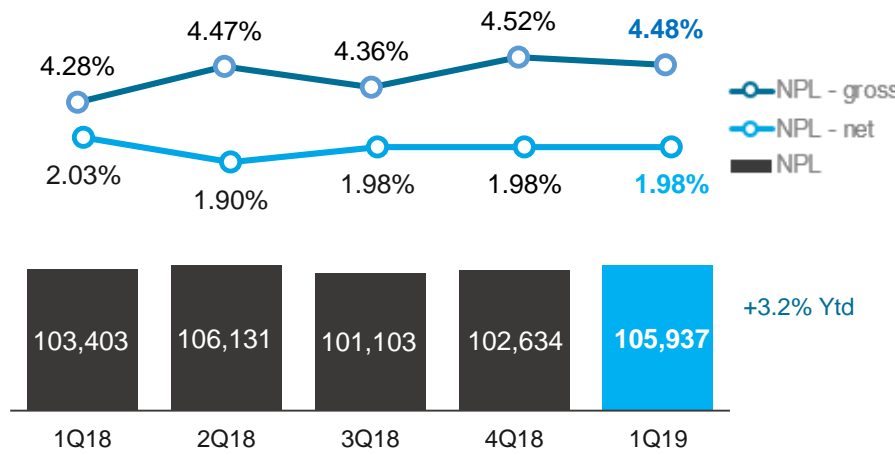
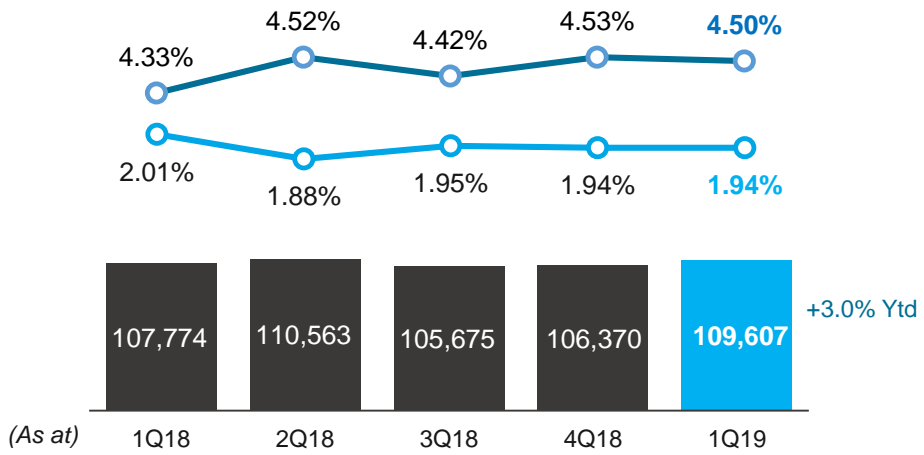
Improving Gross NPL Ratios While Stacking Coverage Ratio

## NPL

Consolidated

Bank Only

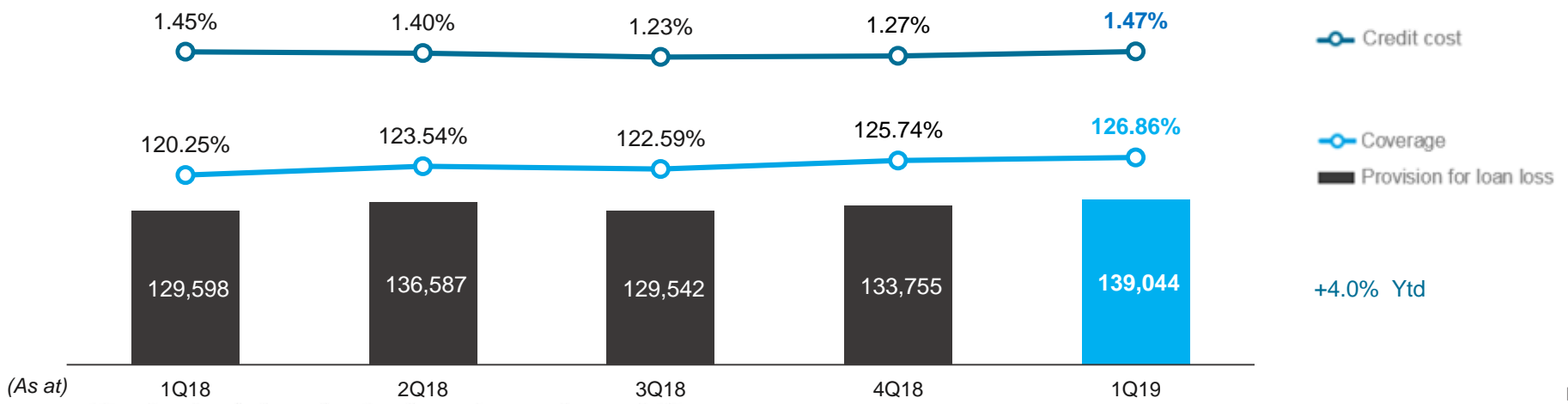
(THB million)



## Provision for Loan Loss

(THB million)

Consolidated

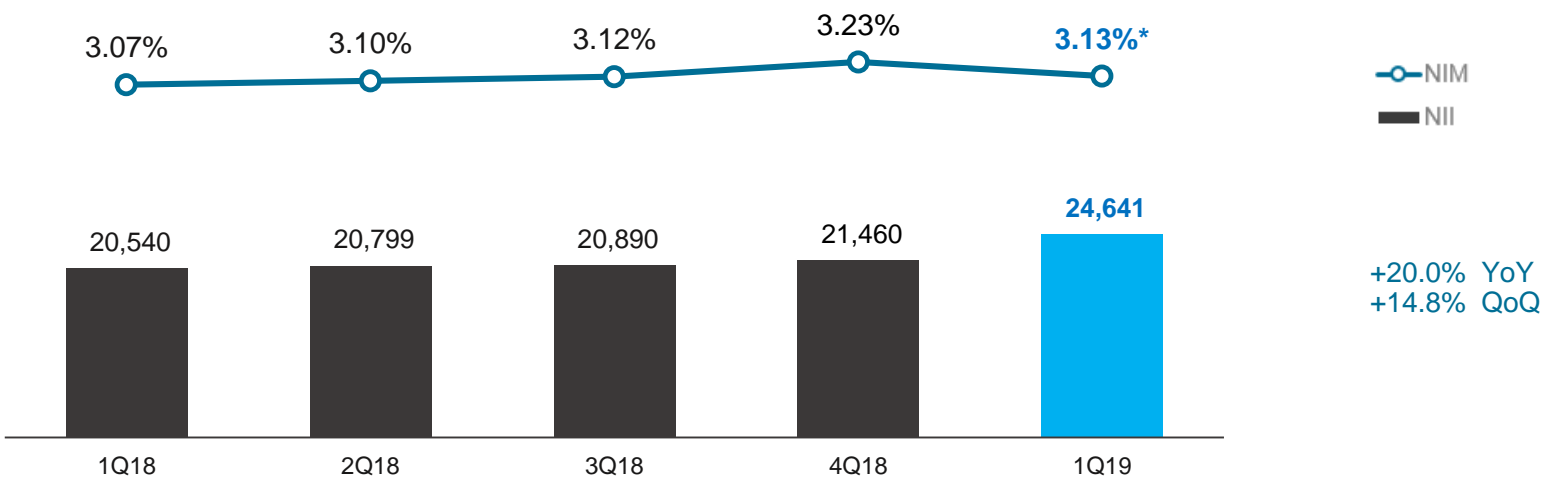


# Net Interest Income

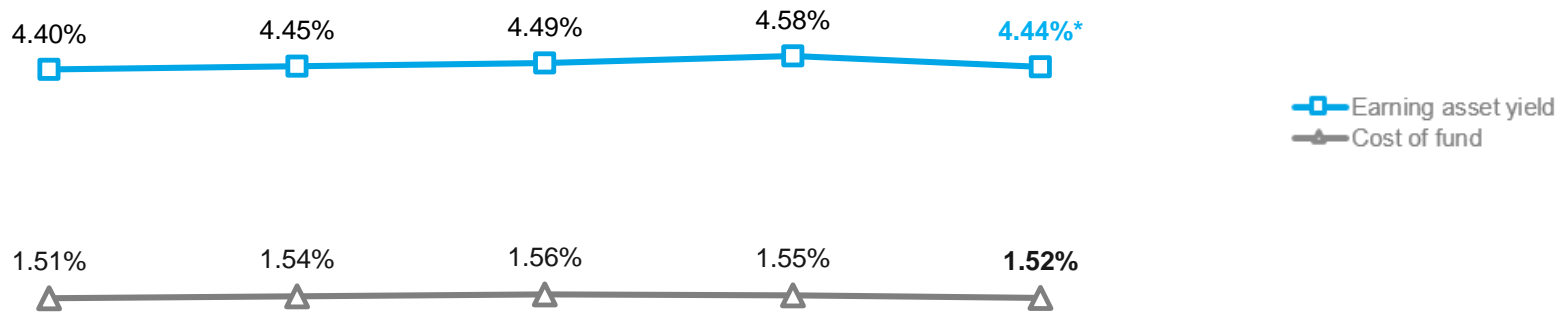
Sliding Yield (NIM) QoQ While Managing CoF

## NII vs NIM

(THB million)



## Yield vs CoF



\*Excluding interest income due to the partial payment from the auction of mortgaged guarantee assets amounted Baht 3,899 million

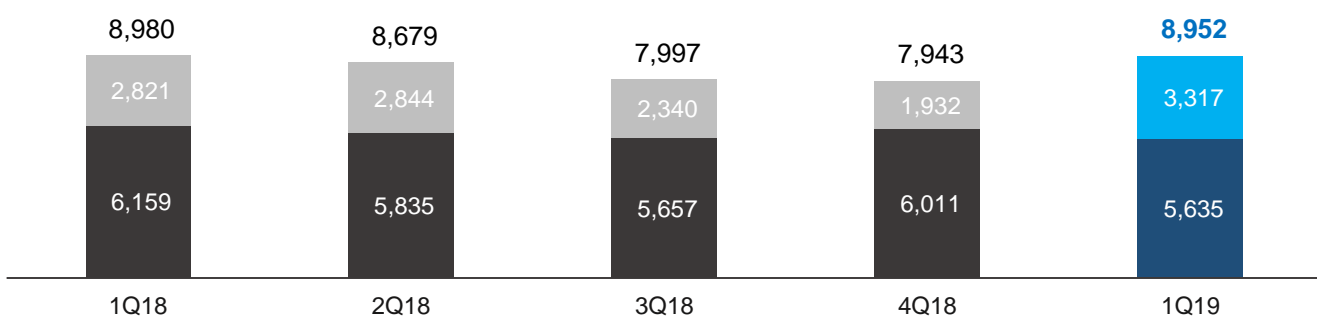
# Non Interest Income

*Squeezing Fee Income While Recovering Non-Fee Income*

## Non-NII

(THB million)

■ Non-fee income ■ Net fee income

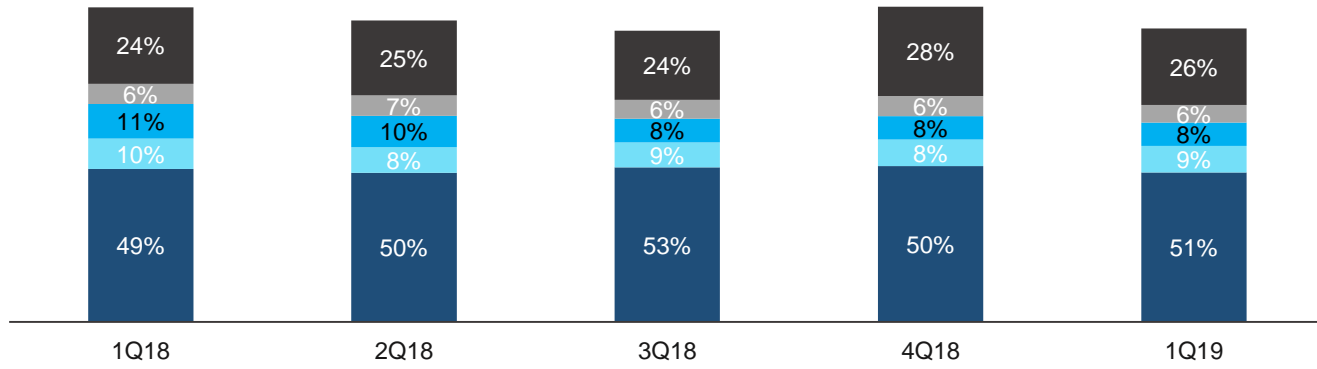


-0.3% YoY  
+12.7% QoQ

+17.6% YoY  
+71.7% QoQ

-8.5% YoY  
-6.3% QoQ

## Fee Breakdown



Others\*  
Cash management  
Bancassurance  
Loan related  
Card business & Electronic services

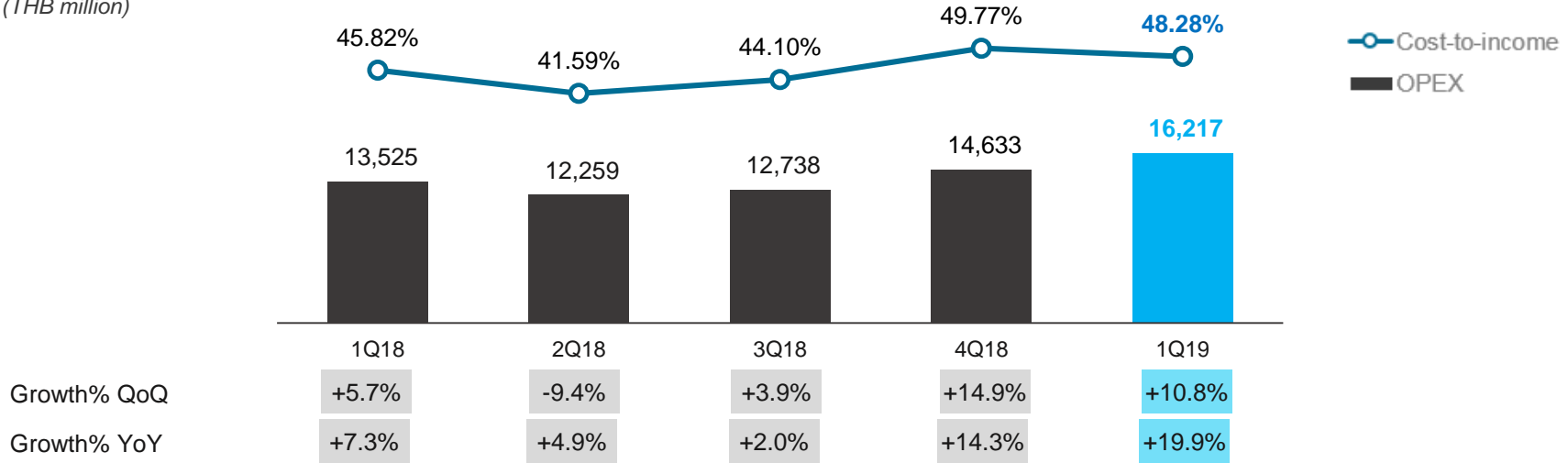
\*Others includes Fees from Mutual fund, Global Market, and other services

# OPEX

Hiking OPEX from Provision for Impairment on NPA

## Operating Expenses

(THB million)



## OPEX Breakdown



\*Including Directors' remuneration

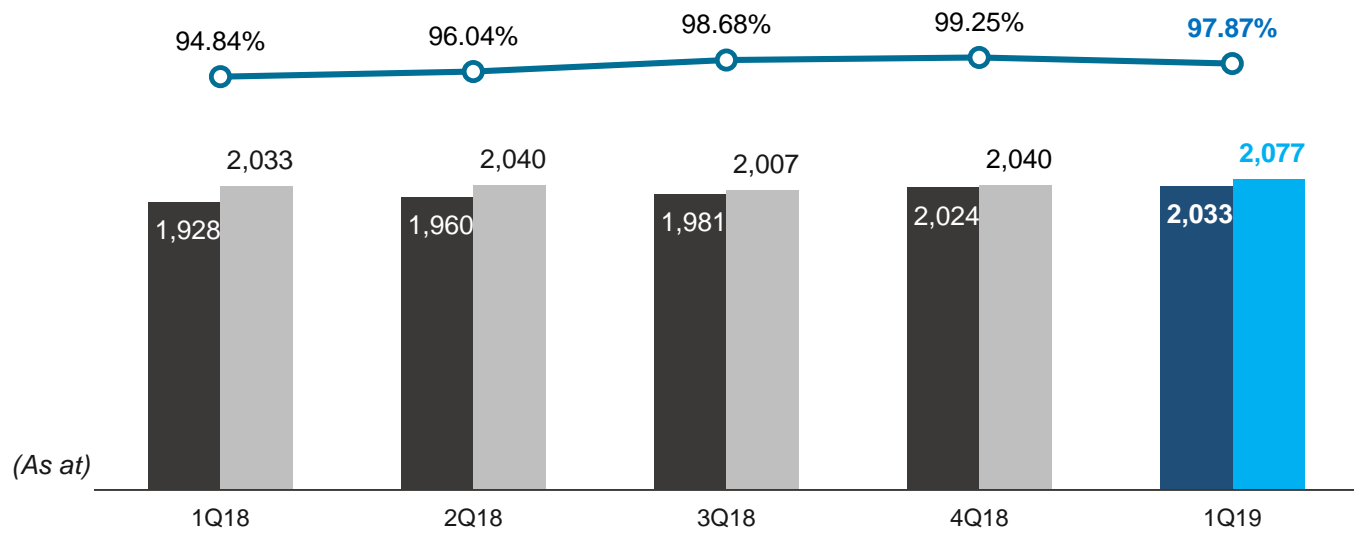


# Liquidity

Sufficient Liquidity to Support Growth

## Loan vs Deposits (L/D ratio)

(THB billion)



(As at)

### Consolidated

- Loan to Deposit ratio
- Loan (less deferred revenue)
- Deposit

Loan:  
+0.4% Ytd

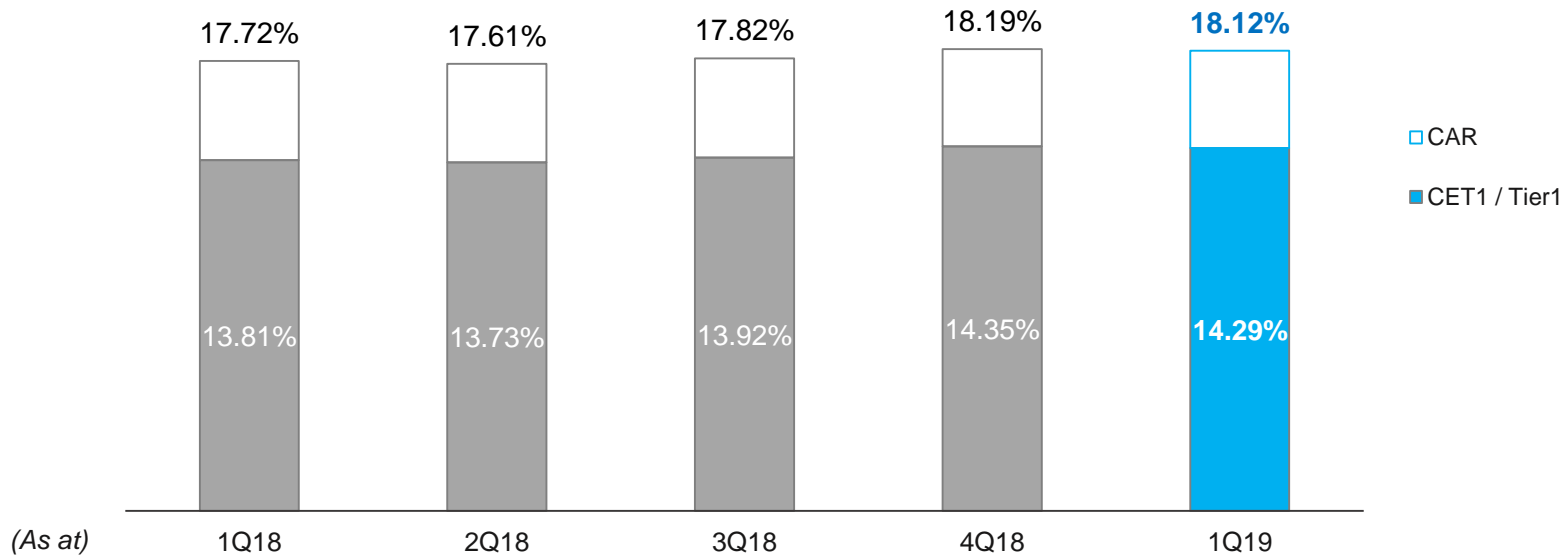
Deposit:  
+1.8% Ytd

L/D ratio %	1Q18	2Q18	3Q18	4Q18	1Q19
	91.30%	92.42%	94.89%	95.39%	94.19%

### Bank Only

Bank only

### CET1 vs CAR Ratios



# Disclaimer

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*In addition, the information contains projections and forward-looking statements that reflect the company's current views with respect to future events and financial performance.*

*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.*

# Thank you

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