

Borderless Thinking for Broader

Opportunity

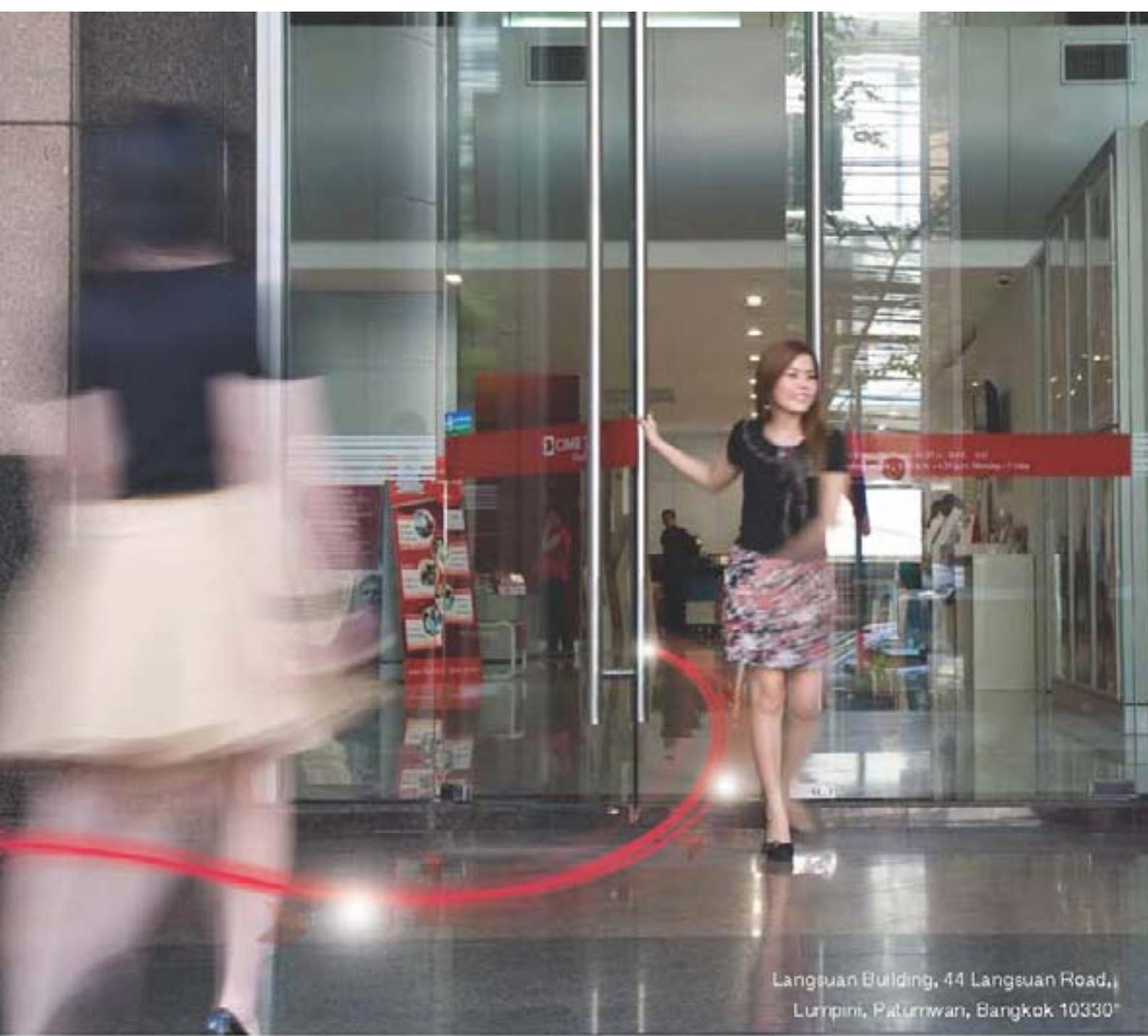


2010 reflects another year of financial strength for CIMB Thai. Through our mixed ASEAN culture and highly skilled people, we strive to move the Bank forward by providing borderless services and superior products. We continuously strive to positively impact our people, our communities and our clients. Some call it Challenges, we call it

## OPPORTUNITIES

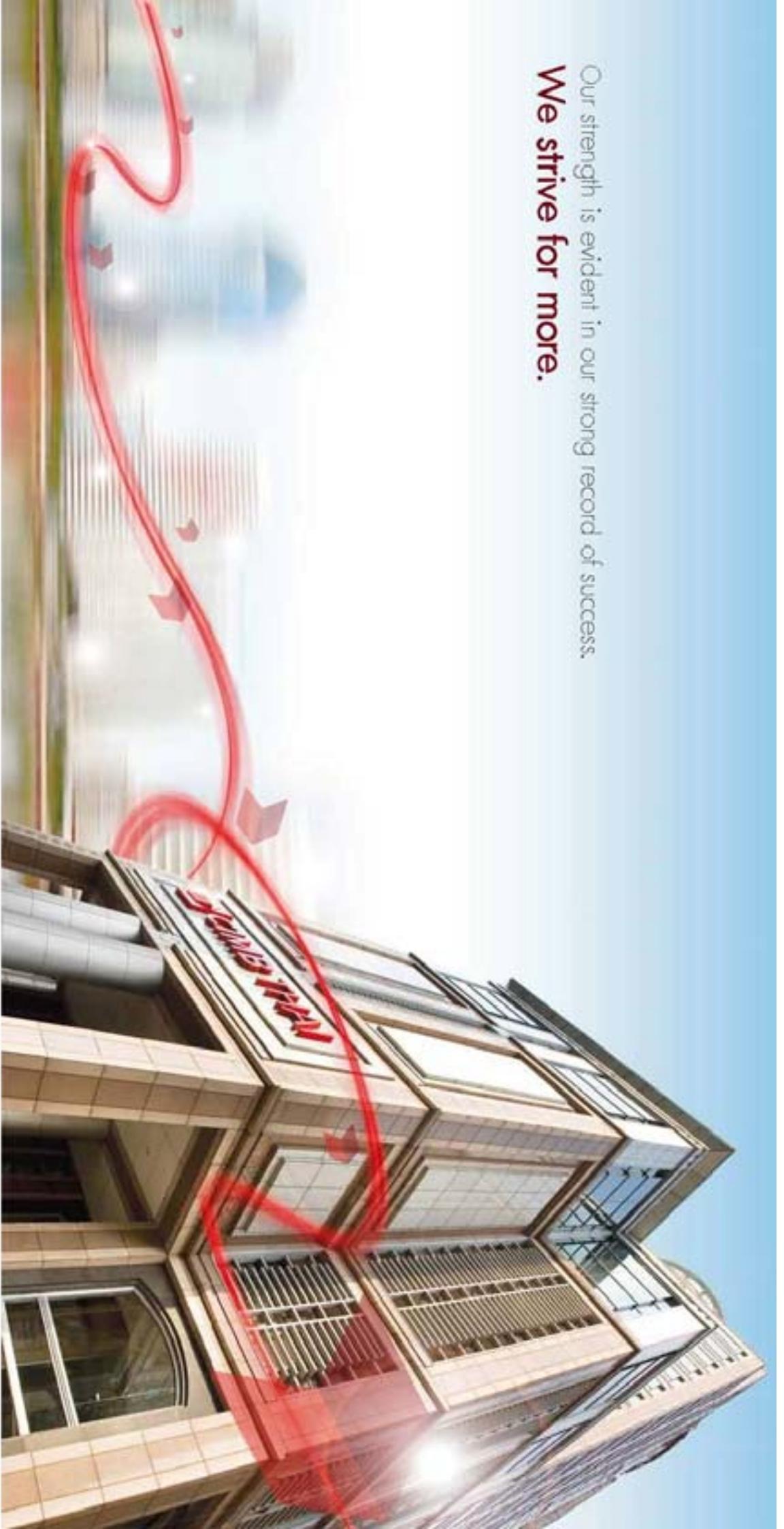
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Langsuan Building, 44 Langsuan Road,  
Lumpini, Pathumwan, Bangkok 10330\*

CIMB Thai is one of Thailand's leading financial services companies. We provide a range of financial solutions catering to the needs of large corporate clients to retail clients through personal financial services, SME banking, CIMB Preferred, ECM and M&A, insurance, Corporate and Investment banking, retail brokerage, equity sales and trading, and transaction banking services. Known previously as Bank Thai, we transformed into CIMB Thai in May 2009. We employ approximately 3,000 employees who serve over 600,000 personal, business, public sector and institutional clients.



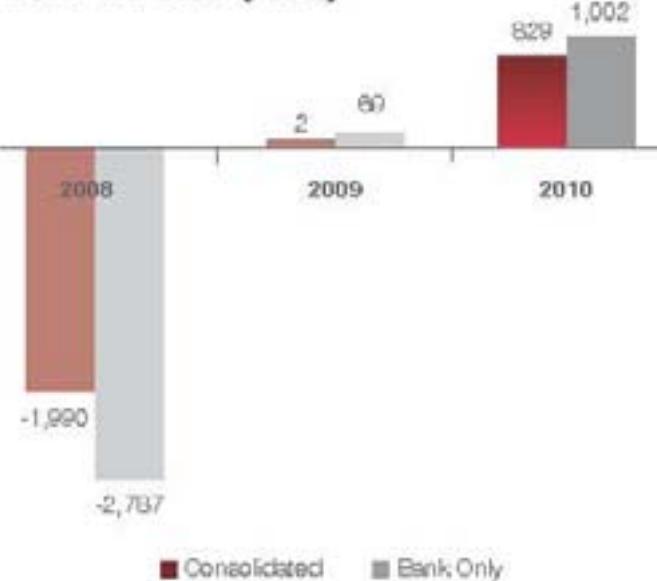
Our strength is evident in our strong record of success.  
**We strive for more.**

To be Thailand's Leading  
ASEAN Bank for All Stakeholders

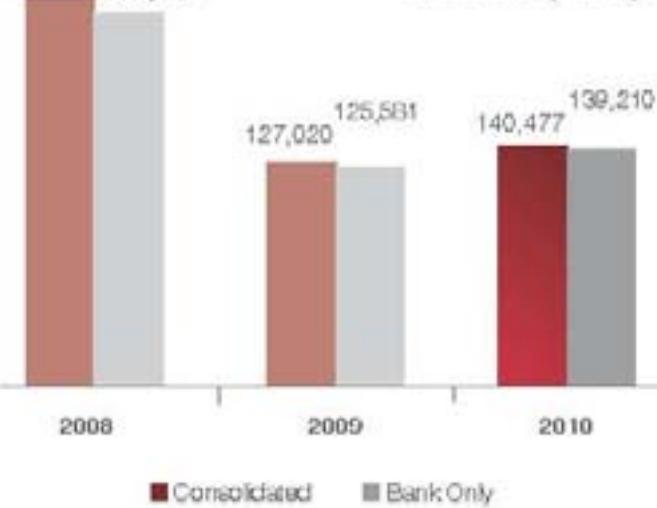
## Financial Highlights and Performance Indicators



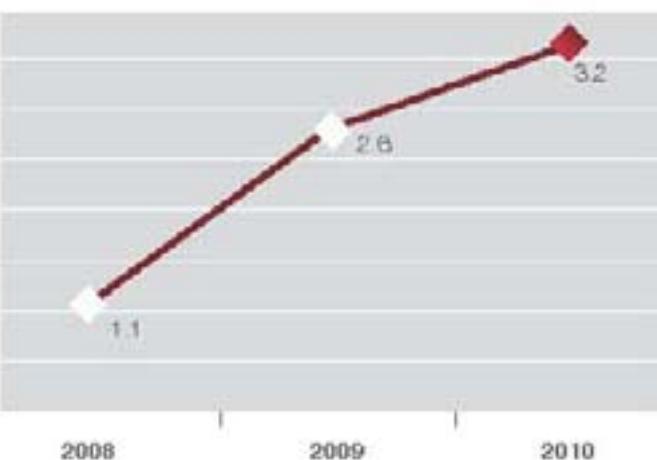
### Net Profit (MB)



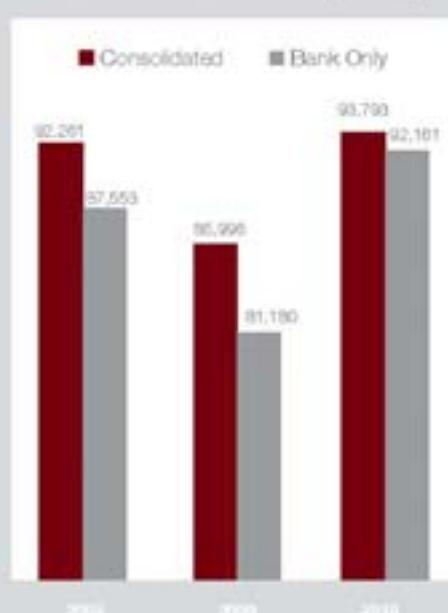
### Asset (MB)



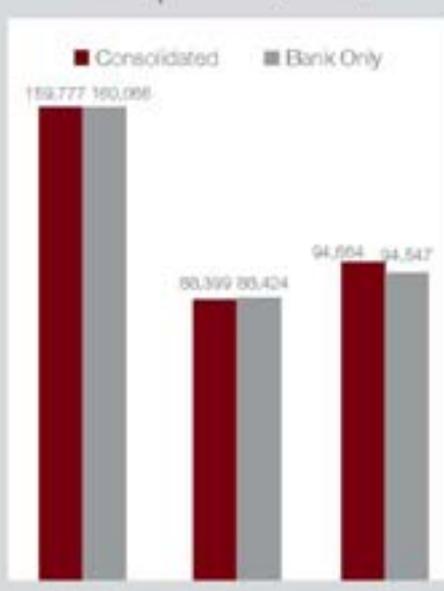
### Share Price (THB)



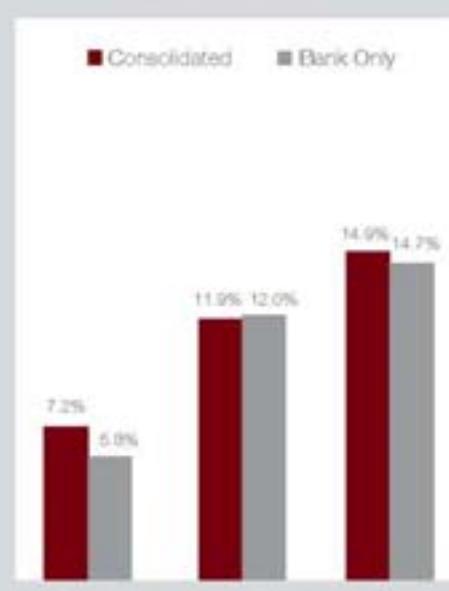
## Gross Loan (MB)



## Deposit (MB)



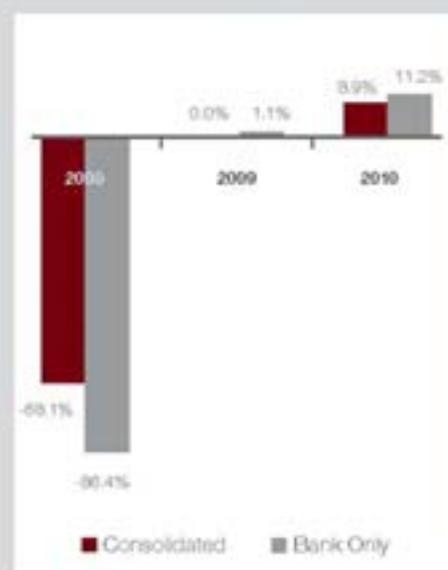
## BIS Ratio



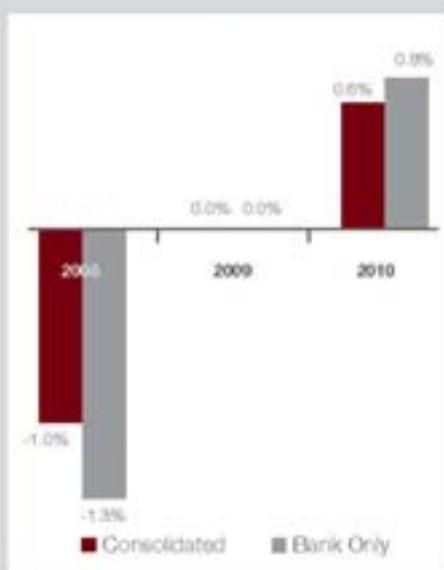
In Million Baht

| At Year End                            | Consolidated |         |         | Bank Only |         |         |
|--|--------------|---------|---------|-----------|---------|---------|
|  | 2010         | 2009    | 2008    | 2010      | 2009    | 2008    |
| Total liabilities                      | 128,541      | 119,075 | 208,916 | 127,516   | 117,957 | 207,685 |
| Shareholder's equity                   | 11,936       | 7,944   | 5,135   | 11,694    | 7,623   | 5,035   |
| Net interest and dividend income       | 4,854        | 4,641   | 5,883   | 4,377     | 4,404   | 5,550   |
| Non-interest income                    | 1,931        | 1,621   | 650     | 1,948     | 1,462   | (1,011) |
| Total income                           | 6,785        | 6,262   | 6,533   | 6,325     | 5,866   | 4,539   |
| Basic earnings (loss) per share (Baht) | 0.06         | 0.00    | (0.31)  | 0.07      | 0.01    | (0.43)  |
| Book value per share (Baht)            | 0.73         | 0.60    | 0.77    | 0.72      | 0.57    | 0.75    |

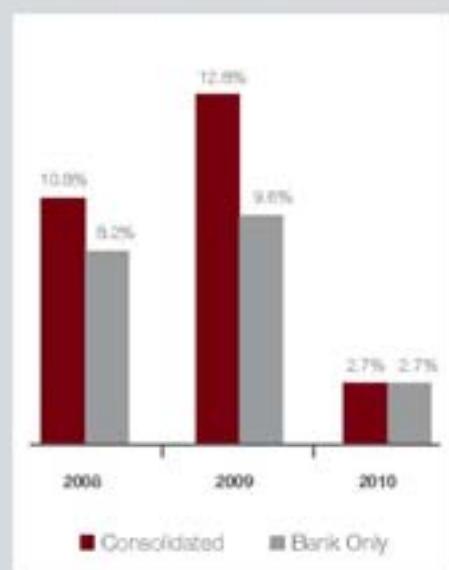
## ROE



## ROA



## Gross NPL Ratio



## *Pear Shareholders*

As a Chairman of CIMB Thai (the Bank), I am very pleased to report to you another year of notable performance.

2010 was a very interesting year for Thailand. Amidst the headwinds caused by the global economic slowdown, and domestic political unrest in the second quarter, the Thai economy remained very resilient. Strong exports compounded with domestic demand led to the economic upturn picking up steam well through 2010. With credits in Thailand showing year-on-year growth of 11.3% and deposits and Bill of Exchange (BE) growing by 8.3%, the banking sector remained strong while the Thai stock market reached its 13-year high with the SET Index closing at 1,032.76 at the end of 2010.

CIMB Thai's 2010 performance was our best year since 2003. CIMB Thai Group reported a net profit of THB 829 million, a huge increase from last year's net profit of THB 2 million. Improved profitability was due to lower loan provisions and improved net interest margins, underlining our improved asset quality and ability to manage funding costs.

The improvements in these key performance drivers were the result of the multi-year business transformation agenda which CIMB Thai initiated in 2009. The business transformation agenda entails increasing both integration and alignment with our parent - CIMB Group - as well as striving for operational excellence. The alignment and synergy with CIMB Group, one of Southeast Asia's leading universal banks, provided us not only infrastructure strength but also a regional platform for future leverage, capitalising on the regionalisation of Thai businesses as participants in increasingly integrated ASEAN economies.

In addition to strengthening the Bank's financial performance, we are strongly committed to the best practices in corporate governance and compliance. In 2010, the Board of Directors

deliberated the revision of Corporate Governance Policy and Codes of Conduct of the Bank and subsequently approved them in January 2011. The new Codes of Conduct entail a newly formulated vision, mission and core values for the Bank. These are fundamentals to long-term and sustainable growth as they set a clear path for our future development and growth and instil standard core values and a sense of priority for our employees.

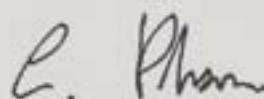
In addition, the Bank accelerated its Corporate Social Responsibility (CSR) agenda in recognition of the community as one of our key stakeholders. The Bank launched Community Link, which engages the community through our branch network to bring long-term sustainable benefits to the communities served by the branches. Community Link is funded by CIMB Foundation and with this launch, CIMB Thai joins the regional network of CIMB Group in Malaysia, Indonesia and Singapore in undertaking Community Link across Southeast Asia.

In 2011, I look forward to another good year for CIMB Thai. The Thai economy and banking sector will continue to thrive given their strong fundamentals and resiliency. Our Business Transformation journey will also continue. New initiatives and products will be launched and our Community Link will continue to gain traction.

In conclusion, I would like to take the opportunity to thank the two directors who resigned from the Board of CIMB Thai in 2010, Mr. Chin Yuen Yin and Mr. Chatchawal Eimsiri, for their services and great contribution to the Bank.

Finally, on behalf of the Board, I would like to thank all the employees of CIMB Thai Group for their contribution to the Bank's achievements and success in 2010. The Board members are greatly inspired by their dedication and determination and I am confident that this will spur CIMB Thai on to continuing success for many years to come.

Yours sincerely,



Chakramon Phasukavanich  
Director and Chairman of the Board





# Dear Shareholders,

First of all, I would like to express my sincere gratitude to the CIMB Thai Group family, for everyone's collective efforts in 2010 resulting in CIMB Thai achieving extraordinary results. Thank you very much!

The Thai environment in 2010 was significantly more challenging than we had earlier envisaged. Political unrest and flooding had caused damage, although limited, to our branches and infrastructure as well as to the Thai economy at large. In retrospect, the two incidents put our Business Continuity Plan to test and proved its effectiveness, as the Head Office was closed and we operated from the alternative site for one month during the political unrest with no major disruptions to both operations and services.

Despite this, 2010 was a good year for the Thai economy. 2010 economic growth was broad-based, encompassing agriculture, industrial and the services sectors.

Internally, we strengthened the Bank significantly, with our multi-year business transformation programme beginning to show positive results. We also divested non-core businesses as part of our key strategic undertakings this year, including our stakes in BT Asset Management Co., Ltd. (BTAM) and Sathorn Asset Management Co., Ltd. (STAMC) which were divested to CIMB Group and our stakes in BT Insurance Co., Ltd. to Ayudhya Insurance Public Co., Ltd. and World Class Rent a Car Co., Ltd.. These improvements, coupled with the positive economic environment, resulted in the Bank making substantial progress on our strategic priorities and allowed us to deliver record financial results in 2010.

The Bank's net profit increased to THB 1.0 billion in 2010 from THB 69 Million in 2009. Return on Equity registered at 11.2%, an increase from 1.0% in 2009 while Return on Assets was 0.8%, an increase from 0.0% in 2009. Reflecting our strong financial performance, CIMB Thai's share price closed at THB 3.2 on December 30, 2010, as opposed to THB 2.6 on December 30, 2009.

Our loan portfolio also recorded an impressive growth of 13.5% in 2010, increasing from THB 81.2 billion to THB 92.2 billion. The loan growth was broad based, coming from all key segments of large, medium and small-sized corporations as well as retail customers, with exceptionally strong growth in the SME and retail segments, which were our strategic target segments. Meanwhile, the Bank grew deposits by 8.9% YoY. As a result, Loan to Deposit Ratio (including Bill of Exchange) decreased to 82.8% as of end December 2010, as opposed to 83.3% at the end of 2009.

2010 was also an exciting year for the Bank in terms of new products and service offerings. Notably we launched the Thai Air Asia savings account, linked the Bank's ATM network to CIMB Group's regional ATM network in Malaysia, Indonesia and Singapore. We also introduced a variety of Foreign Investment Funds as well as Property Funds. We expanded our

network by opening two new branches, five CIMB Preferred centres, five Bureaux De Change and 37 new ATMs. For 2010, our investment banking franchise also increased in its traction in the market. CIMB Thai ranked third in terms of number of deals in the Thai Baht Corporate Bond Underwriting.

We continued to place great emphasis on people, focusing on recruitment and training. In addition to existing regional programs for top graduates, we launched an in-house MBA program with Chulalongkorn University for our middle management. An HR Open House day on 6-7 November attracted more than 1,300 applications. Key hires in 2010 included seasoned and experienced individuals to fill positions such as Head of Retail Banking and Head of Transactional Banking.

We were also pleased that our improved operations, processes and procedures were recognised by external parties. Commerzbank, the second-largest bank in Germany, gave us an award for quality excellence in delivery of commercial payments and financial institution transfers. And in late November, Fitch Ratings upgraded CIMB Thai's outlook from stable to positive, highlighting our individual strengths as well as strong support from our parent company.

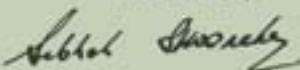
In order to maintain our dynamic growth momentum, we successfully completed our rights offering in October 2010, increasing our capital from THB 6.7 billion to THB 8.2 billion with our parent - CIMB Group - fully exercising their rights. With the right offerings, our capital position was strengthened, as the BIS ratio increased from 12.4% as of end September 2010 to 14.7% as of end December 2010.

Our strong growth momentum and outlook are supported by our risk management competency. Since the transformation of CIMB Thai began, we have focused on developing risk management capabilities throughout the organisation, in particular amongst our frontline staff. In 2010, we enhanced our risk management competency through further alignment and integration with CIMB Group's risk management policies and practices. As a result, asset quality continued to improve and as of December 2010, the Bank's NPL ratio stood at 2.7%, compared to 9.6% at the end of 2009.

As a final note, we are entering 2011 with great confidence that CIMB Thai is well-equipped with capital, people and systems to continue on our dynamic growth path, capitalising on our position as part of a large Southeast Asia's banking franchise.

Thank you for your confidence in us and enjoy reading the 2010 CIMB Thai Annual Report!

Yours sincerely,



Dr. Subhak Siwaraks  
President and Chief Executive Officer

# Letter from CIMB Group Chief Executive

Dear Shareholders,

CIMB Group is pleased with the improved financial performance of CIMB Thai in 2010. Despite distractions in the operating environment at the beginning of the year, CIMB Thai remained focussed on its transformation agenda and performed well financially.

We are encouraged that CIMB Thai has been successful in attracting several key personnel to its leadership team. We are especially delighted to welcome Khun Chakramon Phasukavanich who assumed the role of Chairman of the Board of CIMB Thai PCL in January 2010.

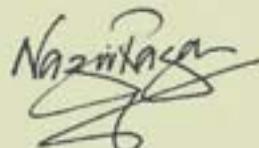
CIMB Thai completed a recapitalisation exercise in October 2010 via a rights issue which raised THB 3 billion. CIMB Group fully subscribed to its entitlement corresponding to its 93.15% stake in CIMB Thai, underlining our commitment of supporting the Bank's business expansion and our continued confidence in Thailand's economic prospects.

Aside from our optimism at the progress of business transformation at CIMB Thai, we expect to achieve substantial synergies from the sale of BT Asset Management Co., Ltd. (BTAM) and Sathorn Asset Management Co., Ltd. (STAMC) to CIMB Group. These

moves will allow CIMB Thai to focus on its core businesses while leveraging on CIMB Group's expertise in asset management and non-performing loans (NPL) administration and recovery.

We also made significant headway in the cross-border integration of systems and processes in 2010. CIMB Group has embarked on a THB 11 billion region-wide project to build a common core banking platform across Malaysia, Thailand, Indonesia and Singapore. CIMB Thai will be the first component of CIMB Group to implement 1Platform and we are pleased that the initial development phase in Thailand is progressing well. We thank our Thai colleagues for their support and contributions in ensuring the success of this vital project for CIMB Group.

On behalf of CIMB Group, I congratulate the senior management and all staffs of CIMB Thai for their achievements in 2010. With the foundations laid and its business model streamlined, CIMB Thai is poised to take off. We look forward to the fulfilment of CIMB Thai's growth potential and the acceleration of regional synergies going forward.



Nazir Razak  
Group Chief Executive CIMB Group



To be Thailand's Leading ASEAN Bank  
by providing innovative financial  
products, excellent service and  
compelling cross-border solutions  
through synergy with CIMB Group

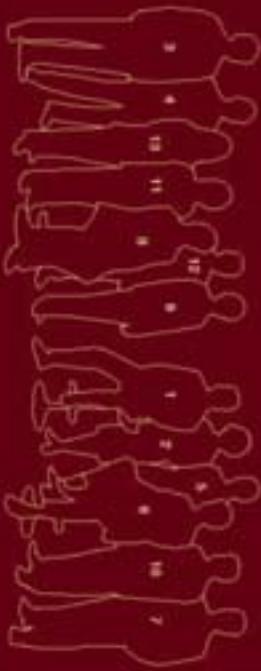


We believe in the power of change.

Our ongoing transformation allows us  
to innovate and think beyond border.



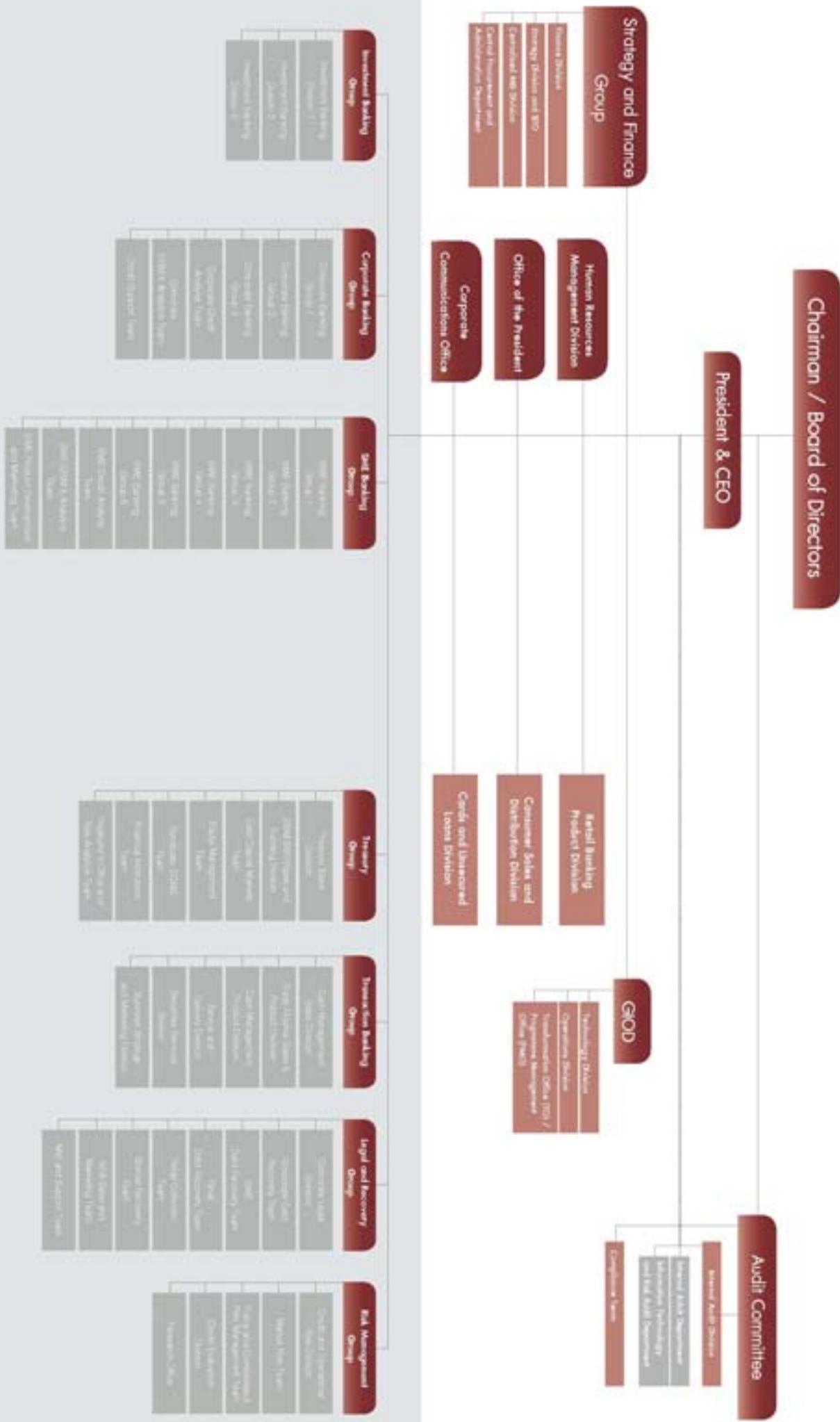
- 1. Mr. Chairman Phasuk Jivavich  
Chairman
- 2. Dato' Robert Cheah Dau Meng  
Vice Chairman
- 3. Mr. Saksorn Kornjana-Huaywatt  
Independent Director /  
Chairman of Audit Committee
- 4. Mr. Wethawin Petcharat  
Independent Non-Executive  
Director of CGS-CIBI Danai /  
Independent Director /  
Chairwoman of Nomination  
and Remuneration Committee
- 5. Mr. Preetha Chettler  
Director / Chairman of Audit Committee /  
Independent Director /  
Member of Audit Committee
- 6. Mr. Steven Ben Shalem  
Independent Director /  
Chairman of Audit Committee
- 7. Mr. Kerry Kim  
Chairman
- 8. Mr. Sudipak Bhansali  
President and Chief Executive Officer



- |   |   |
|---|---|
| <p>1. <b>Mr. Sudhakar Samudrala</b><br/>President and<br/>Chief Executive Officer</p> <p>2. <b>Mrs. Duraporn Suchartthaworn</b><br/>Senior Executive Vice President<br/>Corporate Banking Group</p> <p>3. <b>Mr. Suresh Chitrabhees</b><br/>Senior Executive Vice President<br/>IAME Banking Group</p> <p>4. <b>Mr. Lee Teck Seng</b><br/>Senior Executive Vice President<br/>Treasury Group</p> <p>5. <b>Mr. Eugene Teubner</b><br/>Senior Executive Vice President<br/>Loyd &amp; Howery Group</p> <p>6. <b>Mrs. Narongkha Wongwanaew</b><br/>Senior Executive Vice President<br/>Strategic &amp; Financial Group</p> <p>7. <b>Mr. Wwe Kim Peng</b><br/>Senior Executive Vice President<br/>Group Information and Operations Division</p> | <p>8. <b>Mrs. Nutchampa Danvirage</b><br/>Senior Executive Vice President<br/>Thailand Banking Group</p> <p>9. <b>Mrs. Parude Na Changmai</b><br/>Executive Vice President<br/>Risk Management Group</p> <p>10. <b>Mr. Kongpob Watthanavee</b><br/>Executive Vice President<br/>Human Resources Management Division</p> <p>11. <b>Mr. Duraiyan Kinnarattha</b><br/>Executive Vice President<br/>Retail Banking Product Division</p> <p>12. <b>Mr. Prapan Thongpak</b><br/>Executive Vice President<br/>Corporate Communication Office</p> <p>13. <b>Mr. Suporn Samudrala</b><br/>Executive Vice President<br/>Internal Audit Division</p> |
|---|---|



Organisation chart





To create opportunities for our  
biggest asset. **Our people.**

### My Core Values

## **CTHAI**

- Customer
- Teamwork
- Honesty
- ASEAN
- Innovation

149 Branches across Thailand 3,000 employees 600,000 devoted clients



### Delivering our strategy

To achieve good growth through time by diversifying our business base and increasing our presence in markets and segments that are growing rapidly. Clients satisfaction targets are set at a strategic business unit level and action plans are developed through the continuous tracking of clients satisfaction and advocacy. Clients satisfaction has increased as a result of significant improvements and innovations to our services and our product offerings.

#### Consistent strategic priorities:

Focus on continuing to provide easy access for clients to conduct business with us;

- Deliver insightful, relevant financial advice and solutions to retain and attract clients
- Enhance operational excellence, aligning our infrastructure, products and services; cable and mail capability to drive future growth, efficiencies and client value.

### Seizing every opportunity

Guided by strategic priorities, 3 subsidiaries and an associate were sold to streamline our corporate structure and strengthen our core business. The Bank is more focused on growing its commercial banking business, without being weighed down by bad loans. In addition, expected fee income from the business co-operation would replace dividends and generate higher revenue for CIMB Thai.

- 2Q10 - Started with the sale of BT Asset Management Co., Ltd. (now CIMB-Principal Asset Management Co., Ltd.) to CIMB-Principal Asset Management Berhad for a cash consideration of THB 250 million
- 3Q10 - The sale of World Class Rent a Car Co., Ltd. for a cash consideration of THB 73.85 million
- 4Q10 - The sale of Insurance Co., Ltd. to Ayudhaya Insurance Public Co., Ltd. for a cash consideration of THB 392 million
- and the last was Sathorn Asset Management Co., Ltd. ("STAMC") to CIMB Group's nominated subsidiary, Mutara Makmur Ventures Sdn Bhd, for a total cash consideration of THB 229 million.

### CIMB GROUP

CIMB Group is Malaysia's second largest financial services provider and one of Southeast Asia's leading universal banking groups. It has the largest retail network in the region with 1,003 branches, offering full universal banking capabilities in Malaysia, Indonesia, Thailand and Singapore and serving over 11 million clients. With a total staff strength of more than 37,000, the Group reaches 81% of the ASEAN population, representing 63% of ASEAN's gross domestic product. CIMB Group is listed on the Main Board of Bursa Malaysia via CIMB Group Holdings Berhad. Present in 13 countries, CIMB Group is also the single largest shareholder of CIMB Thai in Thailand and the majority shareholder of CIMB Naga in Indonesia.

[www.cimb.com](http://www.cimb.com)

## CIMB Thai's focus on long-term shareholder value.

Our objectives include sustainable earnings growth, maintenance of adequate capital in relation to the Bank's risk profile. 2010 reflects another commitment to maintain a solid capital base to support the risks associated with our diversified businesses, while still providing shareholders with higher returns.

### Our Shareholders

The top 10 shareholders of the Bank as at 15 February 2011

| No.                          | Name of shareholders                            | Number of Shares      | % of Total    |
|------------------------------|---|-----------------------|---------------|
| 1.                           | CIMB Investec                                   | 16,109,418,205        | 92.19         |
| 2.                           | SOCIETE GENERALE BANK S. LTD., Singapore branch | 847,402,740           | 0.57          |
| 3.                           | THE INVEST CO., LTD.                            | 106,238,277           | 0.06          |
| 4.                           | Mrs. Surintha Pethaboons                        | 25,329,500            | 0.18          |
| 5.                           | Mr. Pal Phetaboons                              | 23,162,244            | 0.14          |
| 6.                           | Mrs. Zulira Durban                              | 10,214,200            | 0.07          |
| 7.                           | Mrs. Jacqueline Pethaboons                      | 8,202,000             | 0.04          |
| 8.                           | Mr. Chayut Pethaboons                           | 8,211,234             | 0.04          |
| 9.                           | SCORCH INDIA PVT.                               | 8,050,400             | 0.04          |
| 10.                          | Mr. Marti Mancuso                               | 8,203,200             | 0.04          |
|                              | Other shareholders                              | 316,346,715           | 1.80          |
|                              |   | 16,315,354,730        | 100.00        |
| <b>Total 10 shareholders</b> |   | <b>16,315,354,730</b> | <b>100.00</b> |
| Foreign Shareholders         |   | 467,102,206           | 2.85          |
| Thai Shareholders            |   | 15,848,252,424        | 97.15         |
| <b>Total shares</b>          |   | <b>16,315,354,730</b> | <b>100.00</b> |

\*Major shareholders with significant influence over the planning and direction of the Bank's operations is CIMB Bank Limited, who's representing 92.16% of the total issued and paid-up shares of the Bank.



### Rights Issues

In October 2010 the Bank reported the result of its rights offering of 2,900,533,592 new ordinary shares each of THB 0.5 per value to its existing shareholders at the ratio of 2 new shares for 9 existing shares of CIMBT at the price of THB 1.0 per share. Subscription and share payment period was from 11 to 16 October 2010. The newly issued shares were fully subscribed by existing shareholders, bringing in THB 2.9 billion to the Bank. The rights offering has also resulted in an increase of the Bank's BIS ratio to 14.7% as of 31 December 2010, which would adequately serve the Bank's continued business expansion.

### Our Strength is Evident

| Fitch Ratings                  |          |
|--------------------------------|----------|
| Foreign Currency               |          |
| Long-Term IDR                  | BBB-     |
| Short-Term IDR                 | P2       |
| National                       |          |
| Long-Term Rating               | A+(tha)  |
| Short-Term Rating              | F1(tha)  |
| Upper Tier 2                   | A-(tha)  |
| Individual Rating              | D        |
| Support Rating                 | 2        |
| Outlooks                       |          |
| Foreign Currency Long-Term IDR | Positive |
| National Long-Term Rating      | Positive |

### Dividend Policy of CIMB Thai

The Bank's policy is to allocate dividends to shareholders not more than 40% of its net earnings (after corporate income tax) of the operational year. Based on Article 43 of the Bank's Articles of Association, "No dividend shall be paid otherwise than out of profits. The remaining profit from dividend expense can be allocated as reserve funds if the Board of Directors considers fit. The Board of Directors may also pay interim dividend from time to time if the bank considered it has enough profit to do so and the payment of such dividend shall be reported to the shareholders in the next meeting. The payment of dividend shall be made within the time as prescribed under the law and the payment notice shall be sent to the shareholders and published in the newspaper." With respect to the Bank's subsidiary companies, the decision to declare a dividend is at the discretion of the respective subsidiary companies' Boards of Directors and is dependent upon subsidiary companies' net earnings.

## Corporate Activities

The Bank continued its tradition of hosting a press trip, where in early 2010 a trip to Penang Malaysia was held for press & media. As an appreciation for the press on CIMB Thai transformation journey, management committee and more than 30 press visited CIMB Group head office in MBC Tower Kuala Lumpur, followed by one-day seminar on CIMB Thai financial performance and business plan 2010 in Penang.

In February the Bank participated in Money Expo 2010, organized by the Banking Magazine and Stock Exchange of Thailand. The event was held in 4 provinces across Thailand. The Bank participated with a theme of 'Grow Your Money' which won the award for the best booth in large-booth category. Another event was SET in the City, held by the Stock Exchange of Thailand in November 2010, where the Bank participated in the event together with CIMB Securities Thailand and CIMB-Principal Thailand. Thailand Smart Money was another event held on 24-28 December 2010, where the Bank participated for the first time at Queen Sirikit National Convention Centre.

In the second half of the year the Bank held NPA Grand Sale in its effort to decrease Bank's Non-Performing Asset. Over 500 high-quality property and assets offered with 0% interest and special discount of up to 30%. The event was successful with more than THB 10 million sale, exceeded target of THB 3 million. Another achievement was the first CIMB Thai Career Days, the event was held on 6-7 November 2010 in CIMB Thai head office in Langsuan. More than 1,300 fresh graduates and experienced bankers from Bangkok and upcountry have participated. In addition the Bank launched iPlatform project, and welcomed the iPlatform team from Indonesia and Malaysia in PhayaThai Plaza, where the project is based. CIMB Thai was the first country among other CIMB's franchises to launch the project and is targeted to be finished by the first quarter of 2012.

On the fourth quarter, CIMB Securities Thailand in collaboration with CIMB Thai Bank economic and research team organized a 2-day event on 18-19 November at Four Seasons Hotel, Bangkok. Clients as well as local and foreign institutional investors were presented with Economic Outlook of 2010 and 2011. And to close the year, as an appreciation to the employees, the Bank organized CIMB Thai year end celebration at Tawandeng Beer Hall, Ramindra. Over 2,000 employees from head office and branches, gathered to celebrate the event with Senior Management and CIMB Thai's Directors.

## Brand Awareness

After the successful of rebranding activities in 2010, the Bank has continued to market CIMB brand in Thailand. 2010 marked the kick-off of CIMB Thai Corporate Advertising Campaign. Our strength, as part of CIMB franchise, was communicated in many advertisement campaigns, introducing CIMB's network in four major countries, Thailand, Malaysia, Singapore and Indonesia. The Bank strives to communicate its Brand Awareness Campaign. Mix Media Strategy applied to tap targeted customer. Extensive awareness campaign through variety of media done through TV sponsorship, billboards, signage, more than 30 public bus and tuk-tuk ad, ad-lib in newspapers, radio station, up to social networking website, Facebook.

Branding strategy was applied, where communication on brand awareness not only focused on external party, but also to our employees. Internal communications was revamped in 2010 to ensure communication was done efficiently and hit the target. Information on corporate activities and corporate achievements communicated from time to time to ensure employees familiar with CIMB Thai, its Vision, Mission, Core Values and CIMB Group as parents company. These initiatives enable employees to sell products to customers or to communicate the news on CIMB Thai with confidence.



*If it's the warm welcome every time I step into CIMB Preferred Centre that impressed me. As a guest, I'm very excited to be able to participate in CIMB Asia Pacific Class in Malaysia, it was a great experience and wonderful opportunity for me.*

**Dr Narayanan Chaiyakorn**  
Langsuan Branch's customer  
Obstetrician & Gynaecologist - STH Hospital



## Thailand Smart Money



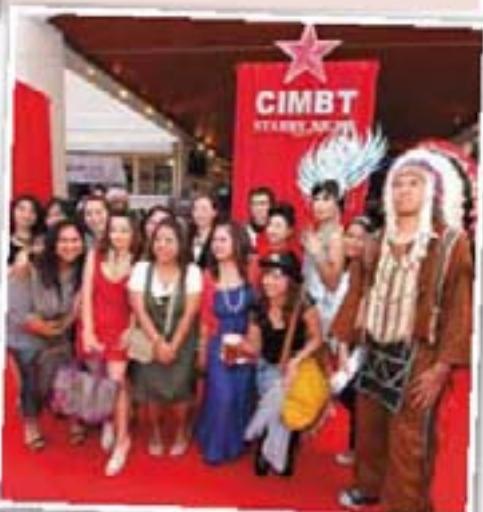
### SET in the City 2010



### Money Expo



Opportunity arises when you are up to the challenge, and the bigger the challenge, the greater the opportunity.  
Dr. Subhak Siwaraksa



### Borderless Thinking for Broader Opportunity



In almost one decade with the Bank, I saw the Bank transforming. The past 2-3 years was significant. The ambiance, working style, operational procedure up to various benefits for employee improved. I think many people in the Bank are thrilled to work in one of most recognized regional banks. I'm certain the Bank will be better and bigger in the future.

Kampong Muthiphon,  
Senior Team Head of Policy and  
Consolidated Risk Management

# Corporate Social Responsibility

This is the heart of what we do, the commitment to serve and add value to life, to allow our clients, employees and communities to experience the best that life has to offer.



*For a small school located in a province, we have a limited budget to develop our facilities. In some cases children have to travel for hours to the nearest town to be able to learn to use a computer. But now we can enjoy our new activity room, equipped with computers and internet. We are grateful to receive the opportunity to compete with bigger schools and to share the benefits with not only students but also people in the village.*

*Mr. Dernpong Panchawee, Headmaster of Ban Thoong Yai School, Phukradueng, Loei Province*

In 2010 the Bank launched Community Link. The programme is a collaboration between the Bank and CIMB Foundation, where it empowers the community to propose initiatives or social causes that will enhance the lives of those within the neighbourhood. By collaborating with local organisations and non-profit organisations, CIMB works to enable impactful and sustainable community engagement. The projects cover three main areas: community development, sports and education.

## The Establishment of a Computer Learning Centre and School Infrastructure.

Recognising the importance of education, one of the Community Link pilot projects was to establish a computer learning centre for Ban Thoong Yai School, at Phukradueng, Loei Province. The Bank coordinated with government agencies and private sectors to provide courses and programmes for students in elementary schools and the community around the schools. The project kicked off on 13 November 2010 where it also aims to provide experienced teachers who will train and assist the children throughout the 12-month project. In addition, the Bank donated money and stationary collected from CIMB Thai employees.

## Foundation for Disabled Persons.

The Bank committed in improving and developing new facilities for the Foundation such as computer training rooms and computer graphics programs. Everyone with disabilities from around the country will be able to enjoy the facilities. The new facilities will encourage everyone to always keep their hopes high, and gives them the chance to enhance their current skills, also to give opportunities for them to show their true potential and skills in the working field. In addition, to give even more motivation, scholarships will be given to recognize individuals with extraordinary talents.



By the end of 2010, floods affected 7 million people in more than 25,000 villages in Thailand. Destruction of property, livelihood and infrastructure had caused the death of 155 people. The inflicted areas covered Northern, North-eastern, and Central regions. 9 million rai of agricultural areas were damaged and 50,000 entrepreneurs in the fishery industry were affected. CIMB Foundation together with CIMB Thai Bank donated THB 1.5 Million via "CIMB Thai Flood Relief Fund" to flood victims. The fund was distributed through various help centres, including Maharat Hospital, Channel 3, Channel 9 and Prince of Songkla University.

In collaboration with Thailand Red Cross, the Bank held a blood donation drive, where more than 800 employees and the community around CIMB Thai head office in Langsuan participated. Aside from the blood donation, the Bank also partnered with Vibhavaram Hospital to provide free health checkups.

Every year, CIMB Thai organizes a Robe Offering (Kathin) which is a Buddhist traditional ceremony. This year, the event was held on 6 November 2010 at Latthiwonaram Temple, Nakhon Pathom Province.

*"The Bank is the first company I've worked for since I graduated and in less than one year of working here I've received abundant opportunities and exposure. The opportunity to participate in regional events in Malaysia, a trip to upcountry with the Management Committee for the Robe Offering to the Monks, up to being given the H1N1 vaccination by the HR team, convinced me that I've made the right decision to join CIMB Thai."*

Sompong Leeprawat,  
Executive Secretary to the CFO  
(joined CIMB Thai in December 2009.)



## Retail Banking

Retail Banking business provides financial services to more than 800,000 clients nationwide through our extensive channels and networks.

Despite challenges in 2010, notably the political situation and natural disasters, our Retail Banking team continued to service our clients without interruption. 2010 was also a year of new campaigns and launches which offered our clients new products, conveniences, flexibility and access to a regional network.

In 2010, our loan book expanded to THB 26.9 billion from THB 22.0 billion in 2009. Notable growth was observed in our mortgage loans which recorded the 40.0% expansion. In addition to products and conveniences varieties, 2010 also marked improved efficiency and speed for our product and services delivery. In November, we were able to offer a special three-hour approval for home loans for the three-day property fair in Bangkok.

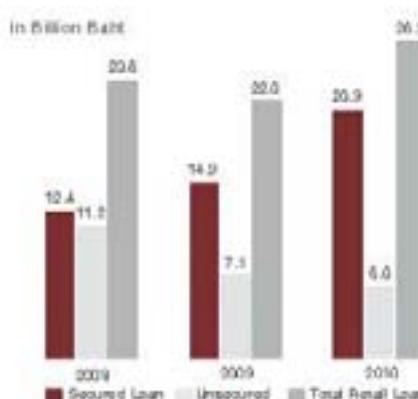
Since 2009, we had begun to segment our clients into different groups in order to better serve their financial needs. Currently, we have divided our clients into three segments, namely, high net worth, affluent/mass affluent and mass-market clients. As CIMB Thai is a part of a regional universal bank, we are able to leverage on CIMB Group's products and conveniences innovation, marketing strategies and regional capabilities.

On the deposit front, we ran several Fixed Deposit campaigns with tenures ranging from 5 to 12 months together with special interest rates and also bundled our deposit offerings with other products such as insurance. Of particular interest for 2010 was the new savings account called "CIMB Thai Air Asia Saver", which was introduced in collaboration with Thai Air Asia. The new savings account offers both special rates of return as well as reward points from Thai Air Asia.

On the unsecured lending front, we launched our first personal loan product in the first quarter of the year. The personal loan product enabled clients to borrow for a variety of purposes at a low interest rate (0.00%) and was available for tenures up to 84 months. Meanwhile, housing loans continued to be the flagship product for retail lending with key campaigns in this highly competitive segment this year involving special interest rates and refinancing with a top up campaign. We also developed new strategic partnerships with prime housing developers in the market in extending the post-financing conveniences to their prospective buyers.

### CIMB Thai Private Banking

Private Banking launched in 2008 with the aim of serving high net worth clients with individual deposits and investments over THB 30 million. Staffed by relationship managers with high capability, innovative approaches and expertise and the highest service levels, private banking continued to offer sophisticated and tailor-made solutions to meet the demand of high net worth individuals. Our valued clients can easily access a suite of products and services catering for their particular financial needs such as personal investment management as well as being kept up to date on the latest developments in financial services and products and opportunities.



The regionalisation of CIMB Group's ATM network was launched in July 2010, enabling clients to withdraw money using their CIMB Thai ATM card from any CIMB ATM in Malaysia, Indonesia, and Singapore free of charge!





2 new branches opened in 2010  
Patong Phuket and  
Lotus Khonkaen



5 New Bureaux de Changes and  
3 Mobile Foreign Exchange Vans



## Our Network

149 Branches

502 ATMs

21 Cash Deposit Machines

22 Passbook Update Machines



*My husband and I love traveling, and we are both excited to be able to receive regional privileges from CIMB Thailand. The service from Branch Managers and staff is top-notch. We would never consider using other banks' services.*

**Mr. Nithi and Mrs. Apinya Charerapom, owners of Lucky Glass Co., Ltd.**  
A well-known manufacturer and exporter of glassware.  
CIMB Preferred Omni branch customer

More than 300 Personal Financial Advisors together with more than 1,000 direct sales & mobile sales agents to ensure our 600,000 clients satisfied with our products and services.



## CIMB Preferred

CIMB Preferred is a regional brand, providing cross-border banking solutions for the affluent segment of CIMB Thailand's clients. As members of CIMB Preferred, clients can enjoy privileged services and facilities at any CIMB Preferred Centre or CIMB Bank, CIMB Niaga and CIMB Thai branches throughout Malaysia, Singapore, Indonesia and Thailand. In Thailand, clients receive special privileges at 12 CIMB Preferred Centres across the country as well as privilege at all our branches. These include dedicated Relationship Managers, exclusive lifestyle benefits, special promotions and banking privileges across the region. This exclusive membership is extended to clients with a minimum THB 3 million combined balance from all deposits and/or investment in mutual funds with the Bank or with a single (secured) bank amount of THB 5 million.

Today in Thailand, we have 8,500 CIMB Preferred clients. Among the new products offered to clients in 2010 were a new CIMB Preferred Savings Account and investment opportunities in various mutual fund products such as Mercurie Samui Property Fund, and Korean Bonds.

2010 also marked a huge leap forward for CIMB Preferred with the relaunch of the brand as a regional product offering of CIMB Thai in collaboration with the retail banking entities of CIMB Group in Malaysia, Indonesia and Singapore. In addition to a new look for ATM cards, passbooks and cheque books, clients are now able to enjoy more privileges throughout the region. They are now also able to access the new CIMB Preferred website to see the regional benefits as well as to provide feedback to the regional CIMB Preferred team. Among the events specially organised for CIMB Preferred clients were wellness seminars, investment seminars as well as a special golf tournament. The golf tournament organised in conjunction with CIMB Group's title sponsorship of the CIMB Asia Pacific Classic, Malaysia, marks the first PGA TOUR-sanctioned event in Southeast Asia. CIMB Preferred clients throughout the region competed for slots in the ProAm session of the tournament, which enabled them to play alongside the world's best players.

[www.cimbpreferred.com](http://www.cimbpreferred.com)

# Transaction Banking

CIMB Thai Transaction Banking Group covers an array of services including Cash Management, Trade Finance and Securities Services. Our team of highly experienced bankers provides advisory and tailored solutions to clients to help manage their day-to-day banking requirements as well as optimize their operations leveraging on the Bank's services and technology.

2010 was a year in which Transaction Banking continued its transformation in line with the transformation of CIMB Thai. The team continued to evolve and grow with the addition of new key staff as well as aligned its core product offerings to meet clients' evolving needs. Nathachanya Darkongsee took the helm of the Transaction Banking group in the second half of the year readying the group for its move forward. The teams' priorities were to build a longer term strategy of new products and services leveraging on CIMB group's strong regional presence and know-how in order to provide differentiated solutions to our clients, fill in the gap in our value proposition to ensure CIMB Thai's transaction banking services' competitiveness in both the local market as well as in the region. The team continued to further deepen the existing client relationships throughout the country through the use of both the physical branch presence as well as virtually via its internet banking solutions to reach its client base located throughout Thailand from the Southern

region to the Eastern Seaboard area.

Cash Management and Trade Finance services from CIMB Thai offer a wide range of products and services to manage clients' risk and working capital. Our internet banking solution, 'BizChannel' offered clients the access to our new e-Remittance, eLC, bulk transaction services and e-Treasury services in addition to the existing services such as account information and transaction services. Other services introduced in 2010 included Virtual Drop box, Forfaiting, Ultra Packing and single document checking platform were just a few of the many products and enhancements made.

Under Securities Services, CIMB Thai currently holds the following licences: Registrar, Bond Representative, Fund Supervisor and Custodian. Under these licenses, Securities Services offers a complete range of services including, Bondholder Representative, Registrar & Paying Agent, Custodial Services, Agency Services, Escrow Account and Safe Keeping. Securities services offered to clients are fully supported by a strong technology platform that provides efficiency and flexibility, as well as a dedicated team committed to providing solutions to meet our clients' complex requirements.

In terms of assets under custody, the Bank involved in the following transactions (as of December 31, 2010):

- a) Bondholders' representative for 25 debenture transactions valued at THB 67 million
- b) Fund supervisor and custodian for 41 funds valued at THB 11 million
- c) Securities Registrar and Paying Agent for 13 ordinary shares, 55 corporate bonds, 5 government bonds, with a total value of THB 76 million
- d) Long Term Facility Agent and Security Agent valued THB 4,400 million
- e) Escrow Account valued THB 600 million
- f) Safekeeping contracts valued THB 600 million

We at Stars Microelectronics (Thailand) Plc., or Stars consider CIMB Thai as our friend. We received the Bank's support when we really needed it. Stars was growing rapidly and in our business we had to invest in machinery and production facilities to gain world-class clients. CIMB Thai came in and provided loans to us. Without this financial assistance, a small company would find it difficult to expand. CIMB Thai played an important part in our success and growth and we will continue to cherish our long-term relationship with the Bank.

Mr. Poteak Lertputipinyo, CEO,  
Stars Microelectronics (Thailand) Plc.



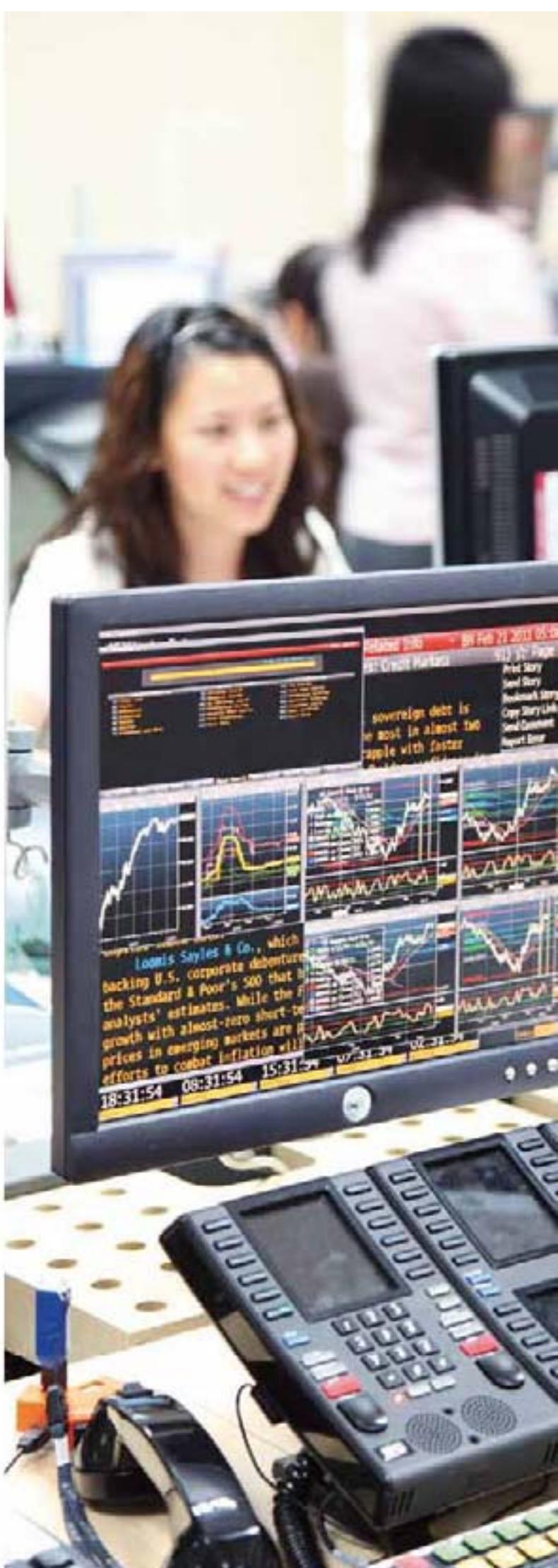
# Investment Banking

Our Investment Banking team is responsible for originating financial solutions and corporate proposals to add value to the business of our corporate clients. As the frontline team of the Bank, it is tasked to market the full suite of products and services of the Bank with the aim of providing our corporate clients total solutions for their banking requirements.

The team is positioned as a partner for Thai companies with a regional outlook. With coverage which includes debt and equity capital markets transactions, corporate banking, financial advisory, treasury and structured products, cash management and corporate employee schemes, the Investment Banking team works closely with product development teams and regional peers to bring about the best possible solutions that fulfil our clients' objectives. Moving forward, the team strives to leverage on the CIMB Group's regional presence to expand the depth and coverage of products and services.

In 2010, some of the key transactions originated by the Investment Banking team included:

- Lead underwriter of a state enterprise bond worth THB 1.8 billion.
- Sole lead arranger of debentures issued by Supalai Plc. amounting to THB 1.9 billion.
- Joint-lead arranger of two debentures issued by Prukka Real Estate Plc. in June and November totaling THB 7.5 billion.
- Joint-lead arranger of a debenture issued by Quality House Plc. amounting to THB 2.0 billion.
- Joint-lead arranger of a debenture issued by Toyota Leasing Ltd. amounting to THB 4.0 billion.
- Lead arranger of several corporate debentures totaling THB 8.3 billion.
- Financial Advisor and Joint Lead underwriter of Dusit Thani Freehold and Leasehold Property Fund (DTCPF) totaling THB 4.1 billion.





## Treasury

The Treasury Group provides services to clients covering foreign exchange, derivatives, money markets, fixed income origination and trading. Internally we provide the Bank with specialised management of the balance sheet, monitoring the net interest margin of the business. The team is also responsible for the investments of subsidiaries and other companies arising from previously restructured loans.

During the year, the Treasury IT system migrated to the Murex platform to align with CIMB Group's systems. This enhanced the consolidation of risk management as well as risk monitoring and reporting. The system also allows the Bank to offer more innovative products and to serve the needs of our clients in their risk management efforts.

In 2010 the Bank continued to play a leading role in the origination of Fixed Income instruments for our clients, leveraging on our network of retail and institutional clients to place these Bonds for issuers. Treasury Group also continued to leverage on CIMB Group's expertise in providing risk management, debt capital market, alternative investment and loans for both local and international clients.

Going forward into 2011, the Treasury Group will continue to take on opportunities and build on the regional synergies provided through CIMB Group while ensuring risks are managed through the various initiatives made and expanding opportunity for stable income generation. The Bank remains committed to becoming the best provider of Treasury products and services by understanding clients' needs and providing comprehensive financial solutions. The Treasury Group also focuses on providing innovative products to help both borrowers and the depositors with products that are flexible and suitable for their risk appetite. The team is committed to play a key role in the development of CIMB Thai as a leading financial institution in Thailand, leveraging on CIMB Group's Treasury expertise in local currency products.

# Corporate Banking

Corporate Banking has leveraged on the support of CIMB Group and has continued to strengthen and improve in its contribution to the Bank's performance.

In 2010, key strategies for the team focused on strengthening the infrastructure, maintaining traction in targeted segments and seizing new business opportunities. Intensive product bundling and collaboration with other business units were another highlight as well as the expansion of our product offering to clients. Our products and services are separated into two business lines; *Domestic Corporate Lending* (overdraft, commercial bank, eval/acceptance of bill of exchange, letter of guarantee, energy conservation bank) and *International Banking* (letters of credit, trust receipt, packing credit, trade bill negotiation, export bill purchase, inward and outward remittance).

We were pleased that our continued efforts in maintaining asset quality, despite the deteriorating business environment in the second quarter of the year due to the political climate. Our relationship managers worked closely with the clients whose businesses were affected through the provision of both financial support and tailored-made services to assist them through the difficult times. As a result, by end of December 2010, our assets remained healthy with non performing loans (NPLs) decreasing to 0.7% compared to 2.3% at the end of 2009.

Among the key highlights of 2010 was the appointment of the Bank as the Joint lead arranger for Pruska Real Estate Plc's issuance of 3 and 5-year debentures with a total value THB 7.5 billion. We continued to be among the market leaders in loans for energy conservation and alternative energy projects, a lending area which started in 2001. The Bank arranged a seminar on "Effective Strategies for Hospitals in Energy Efficiency Projects" for

private hospital executives in order to provide them with an overview of how to develop and implement an effective energy efficiency strategy, including case studies of seven successful projects which the Bank has supported. All seven pioneered hospitals received an award from H.E. Wannarat Channukul, Minister of Energy, in the recognition of their accomplishments in energy conservation projects. Subsequently, our Corporate Banking team was invited to Jakarta to share our experiences in corporate loans for energy conservation and alternative energy projects at an Indonesian Bank Workshop organized by ECO ASIA-IFC-SMEBC.

We also continued our internal restructuring and efficiency enhancement initiatives throughout 2010. We introduced deposit acquisition as a KPI for our relationship managers, and this led to an improvement in our CASA ratio to 77.0% as opposed to 57.8% in 2009. Internally, teams were restructured and we welcomed several new members and senior executives whose track records will further strengthen the team and bring new skill-sets and ideas to the business. With recognition that our relationship managers are our key assets, training and development courses have continued to be prioritized. In addition to our regular product refresher courses, the courses on Trade Finance and Cash Management and products as well as Risk Management training such as "Know Your Clients" were organised several times in 2010.

Furthermore, improved trade finance utilization, increased product bundling, report rationalization, and cross regional teams were also our key initiatives in 2010. With a total of 28 of dedicated and skilled relationship managers, Corporate Banking will continue to contribute to CIMB Thailand's dynamic expansion.

"We are proud of our diversified customer base and the relationship we've built, where ideas collaborate with our highly motivated and skilled relationship managers, creating value added services."



# SME Banking

2010 marked a highly successful year for SME Banking in terms of both business expansion and products. Our loan grew from THB 12.2 billion to THB 18.0 billion in 2010, a 55.8% growth.

Through our 21 SME Business centres in Bangkok and key provinces nationwide, we provide comprehensive financial products and services to suit our clients' needs and are tailored to their specific industries, in particular, their needs in capital financing, fixed asset investment, cash management and trade financing.

In 2010, the SME team continued to take on opportunities to increase market presence throughout our targeted segments and areas.

Internally, we continued to improve our operational efficiency and infrastructure, namely loan processing and product innovation. We also tightened risk management practices and adherence, resulting in our NPL ratio reduced to 1.4% at December 2010 in line with the industry average, compared to 4.1% in 2009. In terms of product innovation, various products were introduced to better serve and meet the needs of our diversified SME clients base.



Among the new products launched were the "SME Trader Pack" and "SME Business Premises Loan". SME Trader Pack offers importers and exporters a flexible credit facility with maximum credit line up to 300% of collateral value. Whereas SME Business Premises Loans is a product collaborated with HOME Renovation Centre by Siam Cement Group (SCG) to launch Business Premises Loan and one stop service for office building renovation. This partnership will facilitate CIMB Thailand and SCG's market reach to the office, shop, franchise, apartment and factory segments. In addition, the "SMEs 3Xtra" was launched in the third quarter, featuring 3 benefits for clients including; 3 times collateral value, 3.33% special interest rate for the first 3 months and a flexibility to choose from 3 types of collateral.

Throughout the year, the Bank collaborated with both government and private organisations to organise various seminars and business matching activities as value-added services for our clients. Among others, with our regional leverage and expertise, we organised a market opportunity day in Malaysia, a business matching event in Indonesia as well as a regional seminar, in collaboration with the Stock Exchange of Thailand on "Penetrating Malaysian and Indonesian Markets: Opportunities for Thai Businesses".



# CIMB Thai operates in a highly competitive environment

The competition for clients among financial institutions in the market in which we operate is intense. Client loyalty and retention can be influenced by a number of factors, including service levels, price, product features and reputation. Other financial service providers, such as securities firms, leasing companies and insurance companies, are increasing and in addition, technological advances, the growth of e-commerce, regulatory developments and public sector participation have made it possible for new entrants to offer products and services that traditionally were the domain of banks. Such competition could also reduce net interest income and fee revenue and adversely affect the Bank's earnings.

In 2010, there were several key developments in the Banking industry in Thailand. Phase II of the Bank of Thailand's (BOT) Financial Sector Master Plan commenced in 2010, introducing several new regulations to promote healthy competition among financial institutions. In the fourth quarter of 2010, BOT granted Government Saving Bank the license to underwrite bonds. This will potentially pose strong competition to the Bank and to the industry overall. In addition, the Thai Cabinet approved Thailand

Post's proposal to set up a subsidiary to provide microfinance services to low-income earners through its nationwide network of post offices as its distribution channel. Thailand Post's subsidiaries may extend loans as small as THB 10,000 through 1,200 post offices across Thailand. The Bank foresees greater competition in the coming years, with further implementation of BOT's Master Plan Phase II, in which foreign banks may apply to change their legal status to bank subsidiaries with the capacity to open up to 20 branches and 20 ATMs, and institutions with tier-one capital of more than THB 10 billion such as Land and House Retail Bank will be allowed to upgrade to a full license bank.

CIMB Thai Bank's ability to grow its business and therefore, its earnings, is affected by these competitive pressures and is dependent on the Bank's ability to attract and retain talented and dedicated employees. As clients prefer banks that are capable of offering a wide array of financial products and maintain quality services amidst competition, the Bank will strive to continue to focus with main businesses and take the opportunity to leverage its network with CIMB Group and its strong franchise in Southeast Asia.

## Sources of funding

As of 31 December 2010 deposits managed by the Bank stood at THB 96.7 billion (including interbank and money market deposits), whilst borrowings (including interbank and money market borrowings) amounted to THB 23.8 billion. Of that total, 76.6% was used for loans and accrued interest, while the balance was applied towards interbank items, money market transactions and investments. The Bank was fully aware of its liquidity gap in each period, and had an existing policy in acquiring funds and the effective utilise of funds in an optimal manner.

Comparing the Bank's loans and deposits, total gross loans (excluding accrued interest) with maturity of not more than one year stood at THB 39.1 billion while loans with maturity of more than one year amounted to THB 53.1 billion. Meanwhile deposits with maturity of not more than one year stood at THB 95.7 billion and those with maturities of over one year amounted to THB 1.0 billion.

## Capital Adequacy Ratio

BOT regulations require commercial banks to maintain a capital adequacy ratio of not less than 8.5%, with Tier-1 capital of not less than 4.2% while Tier-2 capital shall not exceed the Tier-1 ratio.

As of 31 December 2010, the Bank has overall capital of THB 17.2 billion, classified as Tier-1 capital of THB 10.6 billion (9.0% of risk-weighted capital) and Tier-2 capital of THB 6.6 billion (5.6% of risk-weighted capital). These ratios are computed in accordance with the Basel II requirements. Therefore, the Bank's capital is much higher than regulatory capital requirements. Accordingly, the Bank is confident that this level of capital is more than adequate in responding to any economic uncertainties or adverse conditions that may have an impact on the operations of the Bank in the years ahead. If deemed necessary, the Bank may increase its Tier-2 capital through mobilisation of fund in the capital market.

In Billion Baht

| Capital Funds                            | 31 December 2010 | 31 December 2009 |
|--|------------------|------------------|
| Tier 1 capital                           | 10.6             | 6.2              |
| Tier 2 capital                           | 6.6              | 6.2              |
| Total Capital Funds                      | 17.2             | 12.4             |
| Total Tier 1 Capital / Total Risk Assets | 9.0%             | 6.0%             |
| Total Tier 2 Capital / Total Risk Assets | 5.6%             | 6.0%             |
| Total Capital / Total Risk Assets        | 14.7%            | 12.0%            |
| Total Risk Assets                        | 116.8            | 103.9            |

### Liquidity Risk Management

The Board of Directors and senior management of the Bank take a very important role on managing liquidity. Liquidity risk is defined as the risk of the Bank's inability to meet its present and future funding needs on a timely basis, as a consequence of not being able to convert assets into cash or not being able to obtain adequate funding on time. The Board of Directors has delegated their authority to the Assets and Liabilities Management Committee ("ALCO") to supervise all business units, including Treasury Group, to handle the Bank's liquidity. The Bank also has formed Risk Management Group to perform annual reviews of its liquidity risk and propose a "Liquidity Risk Management Policy" to the Board of Directors for approval. To ensure proper and prudent liquidity management, the policy also applies to the Bank's subsidiaries.

One of the Bank's liquidity management strategies is to drive the accumulation of CASA and retail fixed deposits as cheaper sources of funding while using the more price sensitive corporate deposits as a means to balance out the funding and liquidity of the Bank. The Bank has specific teams of employees who are responsible for the proper marketing strategy for each segment, to strengthen the Bank's relationship with clients to sustain long-term deposit growth. In addition, the Bank has in place an early warning system which is closely monitored, together with a contingency funding plan in place to alert and enable management to take effective and efficient measures during a liquidity crunch and in prevailing adverse market conditions.

### Collateral Policy

In the Bank's lending policies, the primary basis of assessing the creditworthiness is the borrower's ability to repay loan obligations, most often from cash flow generated through normal business operations and other primary sources of repayment. Nevertheless, collateral also represents an important component of many credit transactions because they will be the secondary source of repayment and will help alleviate loss in the event of default. Among the different types of collateral which the Bank accepts are deposits, government bond, debt and equity instruments, machinery and properties. The loan to collateral value ratio will vary based upon the risk level of each credit product, the borrower's creditworthiness and liquidity of collaterals. The Bank has established a collateral valuation policy to ensure effective risk management as well as to comply with BOT's guidelines. When the collateral is taken, it is important to follow the Bank's policy comprising among others, valuation policy and valuation frequency.

### Debt Monitoring Policy and Follow-up Procedures

The Bank has set up the guidelines for closely managing and monitoring watch-list and problem loan accounts in order to speedily resolve the Banks problem loans and standardise the problem loan monitoring process. The guidelines prescribe a monitoring process for watch-list accounts, special mentioned and substandard or worse accounts and the guidelines will be revised periodically to ensure their effectiveness and relevance. In addition to mandatory debt classification in accordance with BOT's guidelines, the Bank has established additional qualitative criteria for early classification of debt with signs of deterioration prior to default. For watch-list and special mentioned accounts, a pre-NPL monitoring report is prepared for close follow-up of the pre-NPL group of accounts. A pre-NPL account's performance will be further classified into two groups comprising Special Alert List (SAL) for high risk accounts and Non Special Alert List (Non SAL) for other accounts. Regarding NPLs

(substandard, doubtful and doubtful for loss classifications), an NPL management report is also required to be prepared monthly. Both the Pre-NPL monitoring report and NPL management report are reported to the Bank's senior management and credit committee for notation and direction. The debt monitoring policy and follow-up procedures stated above will help the Bank resolve problem loans in a timely manner and mitigate risk as well as to help the clients with debt restructuring.

### **Debt Restructuring Policy**

The Bank has set a policy to undertake debt restructuring for borrowers who have cooperated with the Bank as well as have the potential to comply with the newly agreed conditions. The objective of the policy is to ensure that the Bank and the borrowers have mutually benefited from the debt restructuring, namely that the Bank has the maximum opportunity to recover the debt or has minimised loss while the borrowers are able to continue their business but may incur some loss on their part. The Bank will undertake the debt restructuring work in accordance with the regulations of BOT and such work will be carefully undertaken so that it is not an avoidance of guidelines regarding debt reclassification, additional provisioning and suspension of recognition of accrued interest income.

The Bank will undertake the debt restructuring on both general debts and troubled debts taking into consideration the criteria, process and method provided for the debt restructuring process, including debtor analysis, approval, and preparation of agreement, follow-up and assessment. Such practice could be examined and supervised and undertaken in accordance with rules and regulations of the authorities and the Bank. The responsibility for coordination of debt restructuring activities lies primarily with the internal departments of the Bank. However, other reputable and experienced third parties which specialise in this area may be allowed to conduct financial advisory services or undertake debt restructuring for the Bank. However, debt restructuring conditions are required to be approved by the Board of Directors of the Bank or the Credit Committee or other persons duly authorised by the Bank.

### **Policy on Asset Classification and Loan Loss Provisions**

The Bank has complied with BOT's regulations which require the asset classification and loan loss provisions at the rate for each asset category as prescribed by BOT in No. SerNorSor 31/2651 regarding criteria for debt classification and provisioning of financial institutions, dated 3 August 2008 or as may be amended by BOT from time to time. However, the Bank's internal guidelines are more stringent than the regulatory requirements combining the qualitative and quantitative criteria prescribed by BOT, and prudently adopting a final classification which is based on the worse of the two sets of criteria.

In addition, the Bank has set loan loss provisions according to the criteria prescribed by BOT, as well as increasing provision for doubtful debts, which are unlikely to be collected from borrowers by analysing and assessing the borrowers' financial status according to risk measures and collateral values. Amounts written off or amounts recovered in respect of bad debts will be deducted from or added to the provision for doubtful accounts respectively.

## A. Thai Economy in 2010 and 2011 Outlook

### Thai Economy in 2010

Despite the acute political uncertainty and unfavourable financial environment, the Thai economy in 2010 continued to recover from its first recession since the 1997/8 financial crisis. The first sign of recovery was shown in the last quarter of 2009 in line with the recovery of the overall global economy and that of various major global economies. With the global economy continuing its revival and private demand resurging, the Thai economic upturn picked up steam well into 2010. Apparently, the unfavourable political and financial environments have not derailed the country's economic recovery path.

Added to the political unrest were the financial conditions which were not supportive to the economic expansion. After April-May, the THB strengthened due to the continued current account surplus, capital inflows and weakening US Dollar (USD). The Thai currency reached its peak at THB 29.50 vs. the USD on 9 November 2010 but receded to THB 30.14 at the end of 2010 in the face of mounting public debt problems in Europe which enabled the USD to recover. Inflation crept up from -0.9% in 2009 to 3.3% in 2010 in face of rising oil prices from USD 79.80 per barrel at the end of 2009 to about USD 90.73 per barrel at the end of 2010. The Thai Monetary Policy Committee (MPC), therefore, raised the policy rate from 1.25% to 2.00% at the end of 2010 on the back of the rising inflation and the continued economic recovery.

The Thai economy has recovered strongly since the last quarter of 2009, driven by export expansion and recovering private demand. With a strong rebound in the initial stages of the recovery of the leading global economies, Thai exports surged at a hefty rate of 28.5% in 2010. A tight labour market, rising agricultural prices, and pent-up demand brought about a rapid growth of consumption spending. In 2010, Thai private consumption jumped 4.8%. Similarly, private investment recuperated in parallel with the improvement of exports and private consumption, expanding at a rapid rate of 13.8%. Despite the rapid growth in the first three quarters of 2010, on the back of a slower pace of exports and private demand, the Thai economy expanded at a moderate rate of 3.8% in the last quarter of 2010 and 7.8% for the whole year of 2010.

### 2011 Outlook

The Thai economy in 2011 will be influenced by a few key factors, namely the sustainability of the global economic recovery and the recovery of leading global economies, the Thai political situation, the financial environment and the fiscal policy. In this regard, most of such factors have signalled a slower economic pace going into 2011.

All world leading economies are predicted to experience a decelerating growth in 2011. The US economy, although continuing to convalesce, has still been battling against a strong headwind. The US households are expected to maintain their deleveraging process and boost savings in order to relieve their massive debt and repair their damaged balance sheets. Furthermore, housing and financial sectors are likely to continue to be major drags to the US economy.

Similar to the US economy, the European economy is prone to slowdown as well. Governments of most European countries have to maintain a thrifty mode to restore fiscal discipline. In addition, similar to 2010, the public debt problems in many countries in the Euro Zone will persist to weight heavily on the European economy throughout 2011.

For the Japanese economy, deflation and weak private demand are expected to cause a slow economic advancement of the country similar to its experience in the 1990s and 2000s.

Finally, the Chinese economy, although likely to maintain a rapid growth momentum, is anticipated to slow down as well because the Chinese government and central bank are expected to issue measures to contain inflation and the real estate bubble.

It comes with no surprise that IMF has predicted a slower growth of the global economy of 4.2% in 2011 compared to 4.8% in 2010 and lower economic growth in 2011 for all four world major economies.

On the financial front, the THB is likely to remain strong throughout 2011 for the same reasons as in 2010. Furthermore, the second round of the US quantitative easing is expected to cause the USD to depreciate further vis-à-vis other currencies including the THB. The combination of the economic slowdown of the global leading economies and the THB strengthening is likely to cause Thai exports to expand at a slower pace of about 10-15% in 2011. Oil prices are projected to remain high at around USD90-100 per barrel in face of the ample global liquidity. Similarly commodity prices including agricultural product prices are also forecasted to move up further in 2011. Rising oil and other commodity prices will induce a relatively high inflation of about 3-4%. With the high inflation and the continued economic expansion, the MPC is likely to keep on increasing the policy rate from 2.0% at the end of 2010 to about 3-3.5% in 2011.

In 2011, as was the case in 2010, Thai political uncertainties may dominate again especially as a general election is in sight. Despite the strong push of the fiscal policy, a slowdown in exports and private demand is likely to decelerate the Thai economic growth pace. The 2011 government budget has risen 15% to THB 2.1 trillion from THB 1.8 trillion in the previous year. Private spending, although remaining rather robust, is likely to be more moderate compared to 2010. Private consumption has been bolstered by many encouraging factors, such as a tight labour market, the calmer political environment and rising agricultural prices. Nevertheless, the oil price hike, the interest rate increasing trend and the slower export growth are likely to contain the advancement of the private spending to about 4%. Private investment also received a boost as in the case of private consumption. However, the same negative factors weighing down consumption spending are likely to hold back private investment to expansion at a moderate rate of about 13.0%. In summary, the Thai economy in 2011 is forecasted to grow at a modest rate of 4-5%.

## B. ANALYSIS OF FINANCIAL STANDING AND OPERATING PERFORMANCE

### 1. Performance Results

#### Consolidated operating results

For the financial year ended 31 December 2010, the Bank and its subsidiaries ("CIMB Thai Group") reported a net profit of THB 828.8 million, up THB 827.1 million from a net profit of THB 1.7 million in 2009. The notable improvement was mainly derived from improved total income whilst operating expenses remained flat in the current year. In addition, Loan Loss Provisioning was lower by THB 367.7 million, or 31.5%, which helped boosted the net profit.

Strategies in rightsizing the deposit book as well as managing our deposit costs helped improve our NIM further. In 2010, average NIM was 4.1%. Deposits increased by 7.1% or THB 6.3 billion to THB 94.7 billion in 2010 compared to THB 88.4 billion in 2009. CIMB Thai Group consolidated gross loan for 2010 stood at THB 93.8 billion, an increase of 9.1%. (if Sathorn Asset Management Co., Ltd. (STAMC) is included, gross loan increased by 13.5%) The notable loan growth largely arose from SME and retail portfolio expansion. Deposits and Bill of Exchanges, meanwhile, stood at THB 108.5 billion, up 11.4% from THB 97.4 billion at the end of 2009. Given the aforementioned development in loans and deposits, the loan to deposit ratio (including Bill of Exchanges) improved and registered at 86.0%.

#### (A) A summary of CIMB Thai Group's income

In 2010, CIMB Thai Group's total income increased Y-o-Y by THB 522.8 million, or 8.3%, from THB 6.3 billion to THB 6.8 billion. The higher income was attributed to both the improvement in net interest income and non-interest income. For the current year, net interest income increased by THB 213.2 million, or 4.6%, largely underlined by loan expansion as well as lower interest expenses. In addition, loan loss provisioning was lowered by THB 367.7 million, or 31.5%.

CIMB Thai Group's Non-interest income increased by THB 309.6 million, or 19.1%, was largely attributed to the gain from derivatives trading, redemption of the structured deposits, one-off gains from the disposal of the Sathorn building and three subsidiaries – namely, BT Asset Management Co., Ltd., BT Insurance Co., Ltd., and Sathorn Asset Management Co., Ltd (STAMC), - as well as the divestment of minority interests in Worldclass Rent a Car Co., Ltd.

#### (B) Cost of Funds and Operating Expenses

CIMB Thai Group's interest expenses for 2010 was THB 1.6 billion, a decline of THB 1.4 billion or 46.7% from 2009. This substantial drop in interest expense was mainly due to the rightsizing of the deposit book as well as managing our deposit costs.

On a Y-o-Y basis, operating expenses were marginally higher by THB 55.6 million, or 1.1%, mainly due to the increased personnel costs and marketing expenses. These were however offset by lower Deposits Protection Agency expenses and off balance sheet provisioning in the current year resulting from diligent control on credit policy. The cost to income ratio improved to 77.7% in 2010 compared to 83.3% (after restatement of discontinued operations for 2009), boosted by the organisational restructuring and alignment, which resulted in improved operating efficiency.

### **(C) Net Profit**

CIMB Thai Group's net profit for 2010 was THB 828.8 million compared to THB 1.7 million last year. The increase in the net profit was largely due to rightsizing the deposit book as this lowered the funding costs and helped improve our NIM further, lower loan loss provisioning from a better and more streamlined collection process and higher non interest income from the one-off gain from the disposal of Sathorn building and disposal of subsidiaries and associated company.

### **(D) Return on Equity**

For the 2010, CIMB Thai Group showed a return on equity of 8.9% compared to 0.02% in 2009. For the Bank only figures, the return on equity was 11.2% compared to 1.0% for 2009. The ratio reflected the turnaround of the Bank in 2010.

## **2. CIMB Thai Bank Group's financial position**

### **Assets**

CIMB Thai Group's primary assets consist of loans, investments, interbank and money market items. As at 31 December 2010, CIMB Thai Group had total assets of THB 140.5 billion showing an increase of THB 13.5 billion or 10.6% as compared to 2009. Net loan outstanding was THB 91.4 billion, an increase of THB 13.1 billion or 16.7%. Net Investments were at THB 21.6 billion, an increase of THB 0.9 billion or 4.4% from 2009. The cash balances and interbank and money market items were THB 2.7 billion and THB 15.2 billion respectively, a drop of THB 77.3 million or 2.7% and THB 127.4 million or 0.8% respectively.

### **Asset Quality**

#### **(A) Loans and loan concentration**

As at 31 December 2010, CIMB Thai Group's net outstanding loans was THB 91.4 billion showing an increase of THB 13.1 billion or 16.7% compared to THB 78.3 billion at the end of 2009. Loans were mainly extended to the retail consumer sector and manufacturing sector. These two sectors made up 55.3% of total loans as at 31 December 2010. Loans granted to the retail consumer sector amounted to THB 28.3 billion or 30.1% of total loans representing an increase of THB 5.6 billion or 24.4% from the end of last year, while loans granted to manufacturing sector totalled THB 23.6 billion or 25.1% of total loans representing an increase of THB 1.2 billion or 5.2% from the end of last year. The remaining loan disbursements were made to the commercial, real estate and construction, public utilities and service sectors.

To avoid concentration risk in any particular industry, the Bank continued to diversify the proportion of loans granted to various business sectors, which was in compliance with its credit policy to extend loans to clients of vital business sectors with good growth potential and clients from all categories of large, medium, small and retail sectors. Lending continued to focus on clients who are manufacturers in high-potential sectors and on the valued retail client portfolio.

#### **(B) Classification of assets**

As at 31 December 2010, the CIMB Thai Group's gross loans (including accrued interest receivables, but excluding loans to financial institutions) stood at THB 94.0 billion whereas allowance for bad and doubtful debts was THB 2.6 billion. For the Bank only basis, the ratio of non-performing loans to total loans (including money market and Repo, calculated as per BOT guideline) was at 2.7% while the loan loss coverage was 88.4% as compared to 9.6% and 46.5% as at 31 December 2009 respectively.

On the CIMB Thai Group consolidated basis, the non-performing loans to total loans ratio (including money market and Repo) was 2.7%, with loan loss coverage of 91.4% compared to 12.8% and 62.2% as at 31 December 2009 respectively, showing significant improvements as a result of our strategic initiative.

The Bank has closely monitored the status of each loan by maintaining a database of loans with outstanding balances aging by segregating loan balances into 4 categories, namely, (1) 1-3 months past due, (2) 3-6 months past due, (3) 6-12 months past due and (4) over 12 months past due which is in line with loan classification rules prescribed by the Bank of Thailand. Based on such information, the Bank reviews repayment records together with account history for debt reclassification, the collection process and forecasting trends for non-performing loans.

#### **(C) Non-performing loans (substandard loans)**

As at 31 December 2010, CIMB Thai Group's non-performing loans (before allowance for doubtful debts) amounted to THB 2.9 billion or 2.7% of the loan portfolio outstanding. As at 31 December 2009, the non-performing loans were THB 12.8 billion or 12.8%. Such loan classification was made in accordance with BOT's regulations dated 3 September 2008 which classifies non-performing loans into substandard, doubtful and doubtful of loss.

#### **(D) Criteria for income recognition**

Revenue is recognised on accrual basis based on the outstanding principal amount. With respect to defaulted loans where the last payment of principal or interest was more than three months overdue, interest accrual will no longer be recognised while already accrued interest during the past three months will be reversed. This interest reversal is made in compliance to the BOT's directives. Any subsequent interest received after this period will be recognised on a cash basis.

The interest income on restructured loans is recognised on an accrual basis except for loans that have yet to comply with the restructuring agreement. In this respect, the interest is recorded as income on a cash basis until the borrower is able to comply with the restructuring conditions for at least three consecutive months or at least by three consecutive instalments, whichever is longer.

The interest on investments is recognised on accrual basis based on the effective rate. The dividend from securities is recognised when the right to receive the dividends is established.

The gain or loss on sale of investment is recognised as income or expense on the transaction date.

### **Liabilities and Shareholders' Equity**

As at 31 December 2010, CIMB Thai Group had total liabilities of THB 128.5 billion representing an increase of THB 9.5 billion or 7.9% from 2009. The major component contributing to the increase was the total deposits increased by THB 6.3 billion or 7.1% to THB 94.7 billion, while borrowings increased by THB 5.2 billion or 34.2% to THB 20.4 billion mainly from the short term borrowings and offset by the drop in Interbank and money market liabilities by THB 4.1 billion or 41.0%.

As at 31 December 2010, shareholders' equity stood at THB 11.9 billion representing an increase of THB 4.0 billion or 50.2% compared to December 2009.

The Bank's Board of Directors also approved the appropriation of THB 100.0 million out of the Bank's net profit for the year of THB 1.0 billion into statutory reserve and to carry forward the remaining net profit into retained earnings as well as no declaration of dividends for the year ended 31 December 2010. The decision to appropriate net profit to statutory reserve and retained earnings were made to accommodate our sustaining growth momentum and ensuring of adequate capital going forward.

### **Liquidity**

The cash and cash-equivalent items, as indicated in the cash flow statement of the Bank and its subsidiaries at the 31 December 2010, were THB 2.7 billion, showing a decrease of THB 77.3 million from 2009. Details of the changes are as follows:

Net cash used in operations in 2010 was THB 8.5 billion. The losses from operations before changes in operating assets and liabilities were THB 6.3 billion including THB 0.9 billion being the net profits for the year while the remaining deficit of THB 7.2 billion resulted from adjustments of non-cash items to net profit, mainly from interest and dividend income and reversal of allowance for doubtful debts from the disposal of subsidiary, offset by bad debts and doubtful accounts and interest expenses. Operating assets for the year increased by THB 10.2 billion due to the increase in loans, offset by decrease in properties foreclosed, interbank and money market items (asset) and investments held for trading. Meanwhile, operating liabilities increased by THB 3.5 billion resulting from the increased in deposits and offset by decrease in interbank and money market items (liabilities).

Net cash from investing activities was THB 0.4 billion mainly due to the disposal of investment in subsidiaries and associates coupled with the disposal of premises and equipments, offset by increased net investment for securities held to maturity and available for sale. The net cash from financing activities was THB 8.0 billion mainly resulted from increased short-term borrowings and cash received from capital increase.

### **Relationships between Sources and Uses of funds**

Two major sources of funds for the Bank were deposits and borrowings while the uses of funds covered the extension of loans. As at 31 December 2010, the Bank had deposits, borrowings and loans classified by maturities as follows:

| Maturities        | Credits <sup>(a)</sup> | %            | Deposits <sup>(a)</sup> | %            | Borrowings <sup>(a)</sup> | (THB : billion) |
|-------------------|------------------------|--------------|-------------------------|--------------|---------------------------|-----------------|
| Payable on demand | 3.6                    | 3.9          | 34.0                    | 35.1         | 1.0                       | 4.3             |
| Up to one year    | 35.5                   | 38.5         | 61.7                    | 63.9         | 17.5                      | 73.7            |
| Over one year     | 53.1                   | 57.6         | 1.0                     | 1.0          | 5.2                       | 22.0            |
| <b>Total</b>      | <b>92.2</b>            | <b>100.0</b> | <b>96.7</b>             | <b>100.0</b> | <b>23.7</b>               | <b>100.0</b>    |

<sup>(a)</sup> Including interbank and money market items.

The Bank derived its funds from customer deposits which can be categorised as follows:

| Categories of Deposit        | 2010        |              | 2009        |              | 2008         |              |
|------------------------------|-------------|--------------|-------------|--------------|--------------|--------------|
|                              | Amount      | %            | Amount      | %            | Amount       | %            |
| Current and savings deposits | 27.5        | 28.4         | 25.1        | 27.9         | 24.0         | 14.2         |
| Fixed deposits               | 62.7        | 64.9         | 65.0        | 72.1         | 144.9        | 85.8         |
| Other deposits               | 6.5         | 6.7          | -           | -            | -            | -            |
| <b>Total</b>                 | <b>96.7</b> | <b>100.0</b> | <b>90.1</b> | <b>100.0</b> | <b>168.9</b> | <b>100.0</b> |

## Ratios

### **Capital funds and Capital adequacy ratio**

On 29 April 2010, the General Meeting of Shareholders No. 16 approved an increase in the registered capital from THB 6.7 billion to THB 8.2 billion by issuing 2.9 billion new ordinary shares with a par value of THB 0.50 each to existing shareholders at a price of THB 1.0 per share. Subsequently, on 21 October 2010, the Bank registered the capital increase with the Ministry of Commerce. After the registration, the registered and paid-up capital totaled THB 8.2 billion, of which THB 1.5 billion was premium on shares.

As at 31 December 2010, the Bank's assets were THB 11.7 billion higher than its liabilities. The difference represents the positive shareholders' equity balance. The Bank's total capital funds was THB 17.2 billion while capital adequacy ratio (BIS ratio) of 14.7%, which exceeds the regulatory requirement. This is in line with the Basel II directives in relation to the calculation of capital funds.

At CIMB Thai Group level for full consolidation, the capital adequacy ratio was 14.9%.

### **Liquid Assets Ratio**

The Bank of Thailand requires all commercial banks to maintain a minimum liquid assets ratio of not less than 6.0% of total deposits and offshore borrowings with less than one-year to maturity. At the end of 31 December 2010, the Bank's total liquid assets were THB 31.6 billion, while its loan-to-deposit ratio stood at 95.3%. The liquid assets to total assets ratio was 22.7% and liquid assets to total deposits was 32.7%. All of these ratios were within the regulatory minimum requirement.

### **Investment in subsidiaries**

As of 31 December 2010, the Bank had net investment in subsidiaries of THB 1.3 billion, a decrease of THB 141.0 million compared to December 2009, resulted from the Bank disposal of three subsidiaries and an associated company namely BT Asset Management, Sathorn Asset Management Co., Ltd, BT Insurance Co., Ltd. and World Class Rent a Car Co., Ltd. On 29 September 2010, the Board of Directors of BT Leasing Co., Ltd., a subsidiary of the Bank approved the increase in its capital to THB 1.0 billion. This increase of capital was subsequently approved by Bank's Board of Directors on 24 November 2010.

## C. Revenue Structure

### 1. CIMB Thai Bank Public Company Limited

In Million Baht

|   | As at December 31 |               |                  |               |                  |                |
|---|-------------------|---------------|------------------|---------------|------------------|----------------|
|   | 2010              | %             | 2009             | %             | 2008             | %              |
| Interest And Dividend Income              |                   |               |                  |               |                  |                |
| 1. Loans                                  | 5,066.3           | 80.1          | 5,572.3          | 95.0          | 8,991.0          | 154.0          |
| 2. Interbank and money market items       | 129.3             | 2.0           | 416.4            | 7.1           | 774.3            | 17.1           |
| 3. Investment                             | 764.9             | 12.1          | 1,402.2          | 23.9          | 3,209.6          | 70.7           |
| <b>Total Interest And Dividend Income</b> | <b>5,960.5</b>    | <b>94.2</b>   | <b>7,390.9</b>   | <b>126.0</b>  | <b>10,974.9</b>  | <b>241.8</b>   |
| Interest expenses                         |                   |               |                  |               |                  |                |
| 1. Deposits                               | (1,020.3)         | (16.1)        | (2,511.0)        | (42.8)        | (4,886.1)        | (107.7)        |
| 2. Interbank and money market items       | (87.8)            | (1.4)         | (131.6)          | (2.2)         | (158.2)          | (3.5)          |
| 3. Short-term borrowings                  | (178.5)           | (2.8)         | (27.4)           | (0.5)         | (70.1)           | (1.5)          |
| 4. Long-term borrowings                   | (296.9)           | (4.7)         | (316.5)          | (5.4)         | (308.4)          | (6.8)          |
| <b>Total interest expenses</b>            | <b>(1,583.5)</b>  | <b>(25.0)</b> | <b>(2,985.5)</b> | <b>(50.9)</b> | <b>(5,424.8)</b> | <b>(119.5)</b> |
| <b>Net interest and dividend income</b>   | <b>4,377.0</b>    | <b>69.2</b>   | <b>4,404.4</b>   | <b>75.1</b>   | <b>5,550.1</b>   | <b>122.3</b>   |
| Non-interest income                       |                   |               |                  |               |                  |                |
| Total income                              | 1,947.7           | 30.8          | 1,461.5          | 24.9          | (1,011.4)        | (22.3)         |
|   | <b>6,324.7</b>    | <b>100.0</b>  | <b>5,965.9</b>   | <b>100.0</b>  | <b>4,538.7</b>   | <b>100.0</b>   |

### 2. CIMB Thai Group Subsidiaries Company

In Million Baht

| Company Name/ Structure                 | 2010    | %       | 2009   | %       | 2008    | %       |
|---|---------|---------|--------|---------|---------|---------|
| 1. CIMB Securities (Thailand) Co., Ltd. |         |         |        |         |         |         |
| Interest and Dividend Income            | 13.6    | 4.0     | 16.7   | 8.3     | 31.7    | 18.8    |
| Interest expenses                       | (9.2)   | (2.7)   | (6.0)  | (3.0)   | (17.1)  | (10.2)  |
| Net interest and dividend income        | 4.4     | 1.3     | 10.7   | 5.3     | 14.6    | 8.6     |
| Non-Interest Income                     | 338.2   | 98.7    | 190.5  | 94.7    | 154.3   | 91.4    |
| Total income                            | 342.6   | 100.0   | 201.2  | 100.0   | 168.9   | 100.0   |
| 2. BT Leasing Co., Ltd.                 |         |         |        |         |         |         |
| Interest and Dividend Income            | 333.4   | 139.1   | 278.8  | 116.7   | 324.4   | 132.1   |
| Interest expenses                       | (144.6) | (60.3)  | (65.8) | (27.5)  | (111.4) | (45.4)  |
| Net interest and dividend income        | 188.8   | 78.8    | 213.0  | 89.2    | 213.0   | 86.7    |
| Non-Interest Income                     | 50.9    | 21.2    | 25.9   | 10.8    | 32.6    | 13.3    |
| Total income                            | 239.7   | 100.0   | 238.9  | 100.1   | 245.6   | 100.0   |
| 3. Worldlease Co., Ltd.                 |         |         |        |         |         |         |
| Interest and Dividend Income            | 331.9   | 119.0   | 333.5  | 141.0   | 320.8   | 91.7    |
| Interest expenses                       | (47.9)  | (17.2)  | (46.6) | (19.7)  | (41.3)  | (11.8)  |
| Net interest and dividend income        | 284.0   | 101.8   | 286.9  | 121.3   | 279.5   | 79.9    |
| Non-Interest Income                     | (5.1)   | (1.8)   | (50.3) | (21.3)  | 70.3    | 20.1    |
| Total income                            | 278.9   | 100.0   | 236.6  | 100.0   | 349.8   | 100.0   |
| 4. CT Coll Co., Ltd.                    |         |         |        |         |         |         |
| Interest and Dividend Income            | 0.0     | 2.4     | 0.0    | 9.5     | 0.1     | 72.7    |
| Interest expenses                       | (0.1)   | (102.4) | (0.2)  | (119.0) | (0.4)   | (300.0) |
| Net interest and dividend income        | (0.1)   | (100.0) | (0.2)  | (109.5) | (0.3)   | (227.3) |
| Non-Interest Income                     | 0.0     | 0.0     | 0.4    | 209.5   | 0.4     | 327.3   |
| Total income                            | (0.1)   | (100.0) | 0.2    | 100.0   | 0.1     | 100.0   |

## D. Appointment of External Auditors and Consideration of Audit Fees

The Audit Committee considers the qualifications and performance of external auditors and recommends their appointment and proposed audit fees to the Board of Directors annually. The Board then proposes the external auditor's appointment and proposed audit fees for the consideration and approval of the General Meeting of Shareholders. The list of external auditors to be proposed as the Bank's auditors must also be endorsed by the Bank of Thailand.

In 2010, the remuneration of external auditors included:

### **(1) Audit Fees**

The Bank and its subsidiaries have paid audit fees to auditors totaled THB 11.1 million. Other incidental expenses, such as transport and photocopying, did not exceed 10% of the audit fees.

### **(2) Non Audit Fees**

During the financial year, the Bank and subsidiaries have paid non regular auditing fees, i.e., tax service engagements and consulting services irrelevant to auditing, as follows:

- To the Bank's auditors:

Non-audit fee totaled THB 0.08 million paid in the fiscal year 2010. However, the payment of the agreed non-audit totaled THB 0.08 million will be due in the future, for the service have yet to be completed.

- To the Audit Firm, it's auditor, and individuals or business entities related to the audit firm and auditors:

Non-audit fee totaled THB 0.4 million paid in the fiscal year 2010.

# Risk Factors and Risk Management

CIMB Thai focuses on effective and sound risk management principles in ensuring not only the financial soundness and integrity but also sustainability of the organisation. The risks to which a bank is particularly exposed in the conduct of businesses are credit risk, market risk, liquidity risk, operational risk and strategic risk. The Bank's undertakings of risk management and mitigation include risk identification, measurement, monitoring and managing under a robust risk management framework, in which returns must be commensurated with the risks taken. The Risk Management Committee has been appointed by the Board of Directors, comprising of members with relevant experience and expertise. The Committee's key responsibilities are to review and recommend to the Board of Directors of the risk management policies and frameworks as well as to establish a corresponding governance structure in ensuring that not only risks are managed efficiently and effectively but also decisions are made in a transparent manner. The Risk Management Group was established to act as catalyst for the development and maintenance of sound risk management policies, strategies and procedures within the Bank. The Risk Management Group provides functional support to the Risk Management Committee and Credit Committee as well as assists the Management in managing risks inherent to the Bank and banking businesses. The Risk Management is independent from other business units, those who are involved in risk taking activities.

## Strategic Risk

Inaccurate formulations and inappropriate implementation of strategic and operational plans could affect the Bank's revenues, capital and viability. Strategic risk management and mitigation have always been a key focus for CIMB Thai. Our strategic and annual business plans are formulated and developed with full participation from all stakeholders with close collaboration with the Risk Management Group. SWOT

analysis is rigorously conducted to ensure both the feasibility and deliverability of the business plans and targets. Senior management and the Board of Directors are closely involved and engaged throughout the formulation process. Subsequent to the implementation stage, the Board of Directors and designated committees regularly monitor and review actual results against targets and plans.

Key risks related to strategic risks can be summarized as follow:

### 1. Risk resulting from inappropriate organisational structure and management.

CIMB Thai is convinced that a proper organizational structure is one of the critical factors in achieving desired targets. Adhering to the best governance and practice, committees and units are established with prescribed functions and responsibilities as well as proper check-and-balance procedures to ensure the integrity of the undertakings as well as the deliverability of business plans.

### 2. Risk resulting from economic volatility and competition

Economic conditions and competitions are two external factors which the Bank must remain vigilant of. Implementation of business plans under unfavorable external environments may lead to the under-performance of targets. To mitigate against risk emerging from operating environments, the Bank's Research Office, together with the Strategy Division, closely monitor and analyze both economic conditions and competitive environments. In particular, peer banks analysis and assessment are conducted on a regular basis. Subsequent research and strategic findings and recommendations are then reported to relevant committees for consideration and further action as needed.

### 3. Risk resulting from capital inadequacy

Capital adequacy is a critical component of sound risk management and mitigation mechanism. This includes the maintenance of adequate capital under both normal conditions and under extreme but plausible events, as resulted from the Stress Test Exercise. The capital management plan, together with prescribed action plans, are formulated and set in place to ensure prudent positioning of CIMB Thai's capital level that also meets what is required by law. One particular measure, the BIS Trigger is employed by the Strategy and Finance Group and Risk Management Group as early warning indicators in monitoring and maintaining adequacy of capital.

### Credit Risk

Credit risk arises from clients or counterparties who are not able to or are not willing to fulfill their contractual obligations under loan agreements or other credit facilities. Credit risk results in the deterioration of credit and affects the Bank's profitability and capital fund. The overriding objective of credit risk management at CIMB Thai is to create value for shareholders by ensuring that the revenue is generated in balance with the acceptable risk and credit appetite. Under the credit risk management policy, the Bank has put in place a credit risk management process, techniques and controls to maintain a "check and balance" system with clearly defined responsibilities for relationship managers, credit analysts, credit evaluators, credit approvers and risk management officers.

The Bank develops and employs different risk assessment tools for different types of clients. For example, the Risk Grading Tool has been developed and implemented for corporate clients. There is also an SME Filter for SME clients and credit scoring tools for secured and unsecured retail clients. The Risk Management Framework for the Bank and its subsidiaries, which was initiated in 2009-2010, will continue to be enhanced in 2011 to support our business and to ensure the overall adherence to the Risk Management Policy of the Bank and CIMB Group.

Non Performing Loan (NPL) is one of the key risk affecting profitability and the Bank's capital adequacy. As such, we closely and prudently monitor and manage NPL, thus allowing for adequate provisions for bad debts to be maintained. In addition, as a pre-emptive measure, problem accounts are proactively monitored and managed before they turn into NPL. For portfolio risk management, particular attention is given to the credit concentration risks by imposing appropriate risk limits, namely, country risk limits, internal lending limits and business sector limits.

### Market Risk

Market Risk occurs when the Bank undertakes transactions which are exposed to fluctuation in interest rates, foreign exchange rates, securities prices in stock and commodity markets, and may negatively affect both the revenue and capital position of the Bank. The Bank employs a Market Risk Policy to ensure that the rules and procedures are in compliance with both the regulatory requirements and our Bank's policy. This includes back-testing in market risk models on a regular basis. Since January 2010, the new Treasury system, Murex, has been used for monitoring and controlling market risk limits. The Bank also regularly assesses and determines our capital reserves for market risk to comply with the Bank of Thailand regulations.

### Interest Rate Risk

The Bank monitors the interest rate risk for both the banking book and trading book. For the banking book, we use the Re-Pricing Gap Analysis method. This method analyses the interest rate movement of assets and liabilities in different time periods. The analytical results are reported to the Assets and Liabilities Management Committee (ALCO). We also evaluate the effect of interest rate risk on the losses of earnings (net interest income) and/or Economic Value of the bank as a result of changes in interest rates under both normal and stressed circumstances. The MAT (Management Action Trigger) is employed as a pre-emptive measure to control risk arising from the effect on net interest income (NII effect) as well as economic value of equity (EVE effect). The re-pricing gap report and MAT reports are also submitted to ALCO on a monthly basis. ALCO's key responsibilities are to determine that the desired assets and liabilities structure is in accordance to an appropriate risk level prescribed by the Bank's policy. For the trading book, the interest rate risks transacted in the trading book is under the supervision of the Risk Management Committee (RMC), under the framework prescribed by the Board of Directors. The calculation of fair value for trading transactions is performed on a daily basis in order to monitor the mark-to-market profits and losses. The daily risk status reports are also independently produced by the Risk Management Unit. The Value-at-Risk (VaR) Limit and One Basis Point Shift (PV01) Limit approaches are adopted to assess the risk associated with movements in interest rates which might affect the revenue and capital reserves of the Bank.

## **Foreign Exchange Risk**

In managing risk, which involves foreign exchange and maintaining risk at a level prescribed by the Bank's policy, the Bank tries to match the currency of the funding source as the currency of loans, or tries to employ derivative instruments for foreign exchange hedging. Risk limits are determined by products and risk types using approaches such as Value-at-Risk (VaR) Limit, FX Net Open Position Limit and Stop Loss Limit. Daily mark-to-market on the foreign exchange is also conducted. Furthermore, stress testing is periodically conducted in which the results are thoroughly analysed.

## **Market Risk of Equity Securities and Commodity Related Transactions**

CIMB Thai does not invest in equity securities other than investments in subsidiaries or affiliated companies and common shares resulted from restructured loans. Furthermore, the Bank does not execute any commodity-related transactions; thereby, market risk exposure on equity securities or commodity has never been materialized.

## **Liquidity Risk**

Liquidity risk refers to the inability to make the required payment owed within the specified period. This may be a result of the inability to convert assets into cash or the failure to obtain adequate funding on time. CIMB Thai plans and manages liquidity risk efficiently and optimally. The Bank monitors and controls the liquidity level sufficient for both current and future obligations. Liquidity risk management is under the supervision of the Assets and Liabilities Management Committee (ALCO). To manage liquidity risk, the Bank sets the liquidity cumulative gap MAT (Management Action Trigger) to control risk arising from daily cash flow mismatch positions and to inhibit any excessive funding assumed by the Bank on an ongoing basis. If the liquidity risk exceeds MAT, Risk Management Group will report to ALCO and inform the relevant units to promptly take corrective actions and proceed as required by the Escalation Procedure. The liquidity risk control is in accordance to the Bank of Thailand's regulatory requirements, namely the Liquidity Ratio, Cumulative liquidity gap in each time period (under normal business conditions and under bank specific crises) and deposit concentration. The Bank is also equipped with the Contingency Funding Plan. The Plan serves as an operational and procedural guide to avoid, minimize and manage potential funding threats.

## **Operational Risk**

Operational risk is the risk of loss from inadequate or failed internal process and systems, lack of corporate governance, and management incompetence. Other risk factors include people, system, process and external events. All these factors can negatively affect the Bank's financial performance and capital fund. In order to effectively manage operational risks, the Bank has set up appropriate policies, processes and procedures that not only uplift CIMB Thai to the best international standards, but also contribute towards enhancing transparency and good governance. In this respect, the Risk Management Committee has also been given the authority to establish policies and procedures, which correspond with the best international practice, and to make recommendations to the Board of Directors for approval. To increase effectiveness, we have established the Operational Risk Management Committee to discuss, deliberate, assess and give advice on all issues relating to key operational risk factors - People, Process, System and External factors. The Bank appoints the head of each unit as a Risk Owner, responsible for identifying, assessing and managing operational risks. This is to ensure that they instil a risk management and compliance culture within their units as well as to appoint risk coordinators to ensure that operational risk management policies and procedures are well-implemented and are complied to. The Operational Risk Management Team is responsible for developing tools, systems and processes for monitoring, identifying, assessing, controlling and reporting operational risks in compliance with the Bank-wide operational risk policies.

Each business unit of CIMB Thai and subsidiaries are required to manage operational risks with the following tools and processes:

### **1. Risk & Control Self Assessment:**

Each business unit is required to conduct risk and control self-assessment, and to report the results to the Risk Management Group. These reports will be used in assessing and analyzing the overall operational risk exposure and provide a basis for determining corrective actions and follow-up. Individual business units are regularly reviewed in order to ensure that their working processes are well-structured and managed, thereby mitigating operational mishaps and enhancing their ability to redress the problems should they arise in a timely manner. In this context, continued efforts have

been focused on providing effective and efficient oversight across the organisation, including defining a clear scope of responsibilities and approval authority, establishing a checks and balances system, and ensuring the security of data and information.

#### **2. Loss Incident Reports:**

The Bank requires every business unit to submit loss incident reports through designated channels. These reports are also intended to help individual units to further improve the assessment and management of their operational risk profiles while reducing the possibility of similar losses in the future.

#### **3. Key Risk Indicators (KRIs):**

The Bank requires every business unit to submit KRI reports as part of the overall operational risk management process to monitor and report to relevant committees. After data collection, the Bank will perform statistical analyses and set each KRI threshold to increase the operational risk monitor efficacy.

#### **4. New Product Approval Process:**

The Bank has emphasized on developing new products and improving the procedure process. Strict enforcement has been instituted on an approval process with the identification, assessment and control of credit, market and operational risks. All products are subject to a considerable review process by the working groups and related business units before they can be signed-off and launched in the market.

#### **5. Complaint Management Process**

The Bank is aware of reputation risk and client satisfaction. The Bank has set up a unit and procedure to deal with client complaints. The unit will record complaints into the system, monitor the relevant units to solve the problems, respond within a specific period, and report to the Bank's management regularly.

#### **6. Business Continuity Plan**

The Bank has prioritized the development of a business continuity plan with the purpose of reducing risks by enabling its key business activities to be partially or completely recovered within a predetermined time following a natural calamity, a disaster, or extended disruption, so as to preserve the Bank's and its subsidiaries' reputation and clients' confidence.

#### **7. Internal Audit Process**

OCMB Thai established the Internal Audit Division and Compliance together with the Credit Review team as independent units to assist the Audit Committee to fulfill its internal oversight responsibilities. They report directly to the Audit Committee and are responsible for reviewing individual business units to ensure compliance of the Bank's internal procedures, as well as the legal and regulatory aspect of compliance.

#### **Risk related to foreign investment**

As of 31 December 2010, the Bank holds two investments by foreign financial institutions worth USD 50 million and THB 550 million.

- USD 50 million investments are structured notes with "A" credit rating and market value of USD 49 million or approximately 98% of the face value by the end of 2010.
- Whereas, THB 550 million are Fixed Income investments with "AA" and "AAA" credit ratings and market value of THB 555.1 million or approximately 101% of the face value by the end of 2010.

Since all Structured Notes are principal protected, the risk of investment would be due to the uncertainty of the coupon. The Bank has controlled such risk by diversifying its portfolio with different coupon structures and closely monitoring the adverse movement of market risk factors. However, the risks related to interest rates and foreign exchange were also within the approved limits.

# Good Corporate Governance

At CIMB Thai, we firmly believe that our ongoing commitment and efforts, to ensure a strong corporate governance structure and culture across our organisation, will help us deliver value to all our stakeholders, hence we are committed to ensure good corporate governance practices are in place, and the highest standards of business integrity are applied in all of our activities.

- Accountability
- Transparency
- Integrity

Processes have been developed for identifying, assessing and managing the significant risks and uncertainties facing the Bank. Internal control processes are established to ensure efficiency and effectiveness of business operations and controls on all areas including finance and operations, as well as compliance with relevant laws and regulations. The Internal Audit Department and the Compliance Department have been tasked to provide oversight and support to ensure that individual business units conduct their businesses and affairs in a manner that drives forward the Bank's strategic objectives, while complying with applicable laws and regulatory requirements. A strong focus is placed on educating and increasing awareness

among Directors, Executive Officers and employees on the Bank's Code of Conduct, the relevant laws and regulatory requirements as well as disciplinary procedures.

The Bank's Corporate Governance policy was formulated in February 2005 and updated in January 2011 as guidelines for Directors, Executive Officers, and employees to increase trust and confidence among investors and stakeholders in the management of the Bank's businesses, which can lead to high competitiveness, increased value of the Bank, and long-term stability. The details on the Bank's Corporate Governance guidelines are available on [www.cimbthai.com](http://www.cimbthai.com)

## Corporate Governance Principles

### Chapter I and II

#### Rights of Shareholders and Equitable Treatment of Shareholders

The Bank is fully committed to ensure that fair treatment is extended to all shareholders and proactive communications is practised at all times with all shareholders. In this respect, it aims to ensure that shareholders have the opportunity to exercise their rights fully and fairly in an informed manner, such as the rights to sell, purchase, or transfer shares, access to the Bank's information, fair distribution of profits, and attendance of the meeting to cast votes, express opinions and comments, and to make decisions on important matters including appointment of directors and auditors, allocation of profits, dividend payments, increase or decrease of capitals and approval of any special items, etc.

The Bank is required to hold its annual general meeting of shareholders within four months of the financial year end. Meetings of shareholders other than general meetings are called extraordinary general meetings. The Board can convene extraordinary general meetings at any time it deems fit. The general meeting of shareholders 2010 was held on 29 April 2010.

To convene the 2010 Annual General Meeting of Shareholders, the Bank sent a notice of meeting in which each agenda item was clearly identified whether it was for acknowledgement or consideration, together with the background, rationale, and recommendations of the Board, as well as supporting documents which comprised of the criteria of the meeting attendance, voting, proxy granting of shareholders together with the annual report of 2009. The Bank has assigned the Thailand Securities Depository which is the Bank's share registrar, to send a notice of meeting to shareholders for consideration 14 days before the meeting. This allow shareholders to have time to study the information before hand. The Bank also published the notice and other supporting documents 14 days before the meeting on the Bank's website. Furthermore, in accordance with the

regulatory requirements, three days before the Meeting a notice was published in the daily newspapers for three consecutive days. On the day of the Meeting, various measures were taken to facilitate effective participation by the shareholders or proxy holders, including assigning staff to verify their related credentials to preserve the rights and equitable treatment is offered to all shareholders. Registration of attendees was conducted through a bar code system with separate voting slips provided for each agenda item. The shareholders and proxy holders had the opportunity to register at least two hours in advance. Also, during the meeting, shareholders could register their attendance to exercise their voting rights for any agendas of which resolution has not yet been passed. The Bank prepared proxy forms and details on proxy granting for shareholders who have appointed proxies to attend the Meeting on their behalf. The proxy form and details on proxy granting were submitted together with the meeting notice to all shareholders. The Bank also provided an additional option to shareholders by providing the names of independent directors and their profiles to shareholders to consider the proxy appointment. At the 2010 Annual General Meeting of shareholders, 20 shareholders took advantage of this option, by appointing the Chairman and members of the Audit Committee who are independent directors, to attend the Meeting and to vote on their behalf.

In the 2010 Annual General Meeting, 60% of the Board and its Committee members and 232 shareholders and proxies attended and represented the total shares of 12,533,261,962, representing 93.9% of total shares distributed. Before the meeting begins, the Company Secretary explained the voting rights and procedures to the meeting. The Chairman assured the shareholders that they will have the equal opportunity to speak, raise any issues or make recommendations. At the meeting, the members of the Board and related executive officers had answered or clarified related issues clearly and comprehensively. Issues raised and recommendations were recorded in the meeting report. Voting was conducted in an open and transparent manner whereby vote casting for each agenda item follow the order specified in the notice and no modifications were made to the original agenda. Voting results on each agenda item were tallied through the bar code system and ballots of shareholders who disagreed and abstained from voting were kept. For the appointment of the Bank's Directors, ballots were prepared for shareholders for the cumulative voting in which shareholders can cast their votes for each individual Director. After the Meeting of shareholders, the report of the Meeting was prepared in an accurate and comprehensive manner, and included a summary of issues raised and clarifications or views provided as well as detailed votes for each agenda item showing the number of votes cast for or against the motion, including absentees. The report of the 2010 Annual General Meeting was submitted to the supervisory and regulatory bodies within 14 days of the Meeting, with a copy available on the Bank's website, [www.cimbthai.com](http://www.cimbthai.com).

In relation to preventive measures against internal use of information by the Board, Executive Management and employees, the Board recognises the importance of preventing the use of internal information of the Bank for personal gains. The Bank has put in place measures to prohibit unauthorised disclosure of material which is non-public information. Members of the Board, Executive Management and employees are to refrain from using information that has become privately known to them for personal gains or for the interest of other persons seeking information dishonestly to conduct competing business with the Bank. For purchases, sales, transfers or receipt of transfer of securities issued by the Bank, the Board and Executive Management have duties to prepare and report the purchase and sale of the Bank's securities within three days from the date of the undertaking transaction to the Securities and Exchange Commission. Copies of these reports are submitted to the Office of the President to be kept as proof of submission. In addition, the Bank has formulated Codes of Conduct for the Board, Executive Management and employees on the use of internal information. There are also available guidelines to avoid any conflicts of interest for efficiency and transparency in the management of the Bank.

### **Chapter III**

#### **Role of Stakeholders**

The Bank places great importance with regard to the rights of all stakeholders including directors, executive officers, employees, shareholders, clients, business partners and the relevant authorities.

#### **CIMB Thai Codes of Conduct**

##### **1. Clients**

The Bank takes seriously its commitment to provide clients with high-quality products and services while safeguarding their interests and according them fair treatment in all aspects of their dealings with the Bank. CIMB Thai Care Centre has been

set up to efficiently handle client complaints and queries. To effectively manage complaints, the Centre maintains a database of client complaints and classifies them according to source and type. A report is prepared and forwarded to the Office of the President, the Internal Audit Department, the Compliance Department and other relevant offices, to resolve any complaints in an effective, fair and coordinated and timely manner. Client confidentiality is strictly observed at all time unless the disclosure is required by law or authorised in writing by the client.

## **2. Shareholders**

The Bank recognises the critical importance of ensuring systems and processes are in place to provide assurance of effective and efficient operations, internal controls and compliance with laws and regulations. Business conduct and ethics policies are implemented and employees are bound by these policies. The Bank is focused on creating and delivering sustainable shareholder value, protection of assets and providing all shareholders with fair treatment whilst allowing them to exercise their rights fully and fairly in an informed manner except when they have a material interest in the matter being considered at the shareholders' meeting. In such situations, the shareholders concerned are required to abstain from voting on the matter, but are eligible to participate in the election of the board of directors.

## **3. Employees**

The Bank believes in fair treatment accorded to all employees, and is fully committed in enhancing the quality of its human capital. In this context, the Bank consistently offers training and support, provides staff with the opportunity to enhance their performance and career development options. Such efforts will support the Bank's sustainable growth and expansion plans in an increasingly competitive marketplace.

## **4. Creditors and Business Partners**

The Bank is committed to maintaining high standards of business conduct in compliance with all applicable laws and regulations. The Bank conducts business with its creditors and business partners fairly and in compliance with the relevant laws and regulations.

## **5. Competitors**

The Bank recognises the importance of a fair and competitive business environment. It is committed to conduct business in a fair and confidential manner while protecting the reputation of its competitors and ensuring best legal and ethical practices in the Bank.

## **6. Responsibility towards the community and the environment**

The Bank recognises its ability to have a positive impact on the community and the environment. The Bank is actively involved in a range of charitable activities, including Rope offerings, blood donation drives and fund-raising to help monks, underprivileged children and the local community at large.

## **Chapter IV**

### **Disclosure and Transparency**

The Bank places great importance to ensuring that accurate, timely and clear information, both in English and Thai, is communicated to the shareholders and other concerned parties across a variety of media channels, including those provided by the Stock Exchange of Thailand and the Bank's website. In addition to that, in compliance with various laws and regulations, the Bank's annual report contains relevant significant disclosures, as presented in Forms 56-1 and 56-2. In line with the practice of good disclosure and transparency, significant policies have been initiated to boost investor confidence in the Thai capital market, including the communication of clear and accurate information on the Bank's activities to regulatory bodies, investors, shareholders, analysts and the general public. These initiatives include:

- The establishment of the Investor Relations Unit and the Office of the President, which are responsible for disseminating the Bank's information and maintaining good communications with investors, securities analysts, media and other interested persons. Reports on financial results and material transactions are made in an accurate, fair, and transparent manner and in compliance with the applicable laws and regulatory requirements. Investors can contact the Investor Relations Unit at +66026388619 or shareholder.services1@cimbthai.com.
- The dissemination of information to the general public via the media when financial results are announced and clear directions on how to access information to interested parties are offered. This allows local and foreign investors and analysts to have interview opportunities on the Bank's performance and growth.

## Chapter V

### Responsibilities of the Board

#### A. Board Structure (as of 31 December 2010)

Members of the Board comprise of professionals with diversified backgrounds in finance, banking, business management, marketing, legal, auditing, accounting and government affairs. At present, there are 8 Board members. The election of Board members follows the resolution of the Shareholders' Meetings, as set out in the Bank's Articles of Association. The number of directors on the Board is determined by the meeting of shareholders and should not be less than 5 or more than 12. The structure of the Board of Directors and Board Committees is set in accordance to the Bank of Thailand's notification No.Sor. Nor.Sor.13/2552 Re: "Corporate Governance at Institutional of Commercial Banks" and the Capital Market Supervisory Board's notification No. Tor.Jor. 28/2551 Re: "Application and Permission for Initial Public Offering and Other Amendments."

#### CIMB Thai Board Composition

- 1 Executive Director
- 4 Non-Executive Directors
- 3 Independent Directors\* (accounting for 37.5% of the Board)

\*The 3 independent Directors who serve concurrently on the Audit Committee must satisfy the criteria for appointment to the Board based on the principles of good corporate governance.

The Board appoints one of its directors to be the Chairman, however the President is not eligible to be appointed as the Chairman. In the interest of good governance, the roles of Chairman and President are separate, with each of them bearing clear and defined roles and responsibilities. The Chairman is responsible for the Bank's goals, policies and strategic direction while the President assumes responsibility for the day-to-day operations and management of the Bank. A clear division of roles and responsibilities is crucial to ensure that no one individual has unfettered decision-making powers and this in turn enables the Chairman to provide an objective view of decisions made by the Executive Management.

Each director has a term of office as prescribed in the Articles of Association, i.e. at every annual general meeting, one-third of the directors shall retire. In any subsequent years, the directors who have been in office the longest shall retire. The retired directors may be re-elected.

The Bank has incorporated a policy on holding positions held by Directors in other companies in the Corporate Governance Guidelines ensuring the consistent practice of good corporate governance and compliance of regulators such as the Bank of Thailand and the Stock Exchange of Thailand. Details of the said policy are listed below:

- Directors, managers and persons with managing authority of the Bank can take one or several positions of Chairman, Executive Director or Authorized Director in other companies but not more than 3 business groups.
- Directors should hold a position of Director in not more than 5 listed companies.

#### Corporate Secretary and Secretary to the Board of Directors

The Board has appointed Mr. Thaphop Keesuwan as Corporate Secretary and Secretary to the Board of Directors to assist the Board in fulfilling its tasks. Mr. Thaphop Keesuwan's duties include providing legal advice and ensuring compliance with the applicable laws and regulations, which is consistent with the Statement of Corporate Governance Principles, as well as the following services:

- Providing preliminary advice and recommendations pertaining to legal, regulatory, and governance issues and practices related to the Board.
- Arranging Board and Shareholders' Meetings in accordance with the laws and the Bank's Articles of Association, preparing minutes of these meetings and monitoring compliance with the resolutions passed at those meetings.
- Ensuring that corporate information disclosures to regulatory agencies are in accordance with laws and regulations.
- Communicating with shareholders on their legal rights and material information with regard to the Bank.
- Maintaining the register of directors, reports of Board meetings, stakeholders' reports and meeting notices.
- Ensuring compliance with other rules and procedures as required by relevant laws and regulations.

## **B. Board Committees**

The Board has established Board committees comprising Audit Committee, Nomination and Remuneration Committee, Risk Management Committee, Management Committee and others, to assist in screening and scrutinizing specific operations. These committees act accordingly to support the duties of the Board in ensuring efficiency and effectiveness and the practise of good corporate governance in the Bank.

## **C. The Role and Responsibilities of the Board of Directors**

### **1. Leadership and Vision**

The Board of Directors consists of individuals from diverse professional backgrounds with a broad spectrum of experience and expertise and high standards of business ethics. The roles of the Board, including the appointment and removal of directors, are set out in the Bank's Corporate Governance Guidelines and Articles of Association. The Board is committed to maintaining the highest standards of corporate governance and has a good understanding of the Bank's business and affairs. It is responsible for ensuring independent oversight of internal control and risk management while providing an objective assessment of Executive Management in the execution of the Bank's policies and strategies.

### **2. Ethics and Conflict of Interests**

The Bank has set out Codes of Conduct in its Corporate Governance Guidelines which the Board, Executive Management and employees must comply when interacting with the Bank's clients, shareholders, employees, business partners/ debtors. Great emphasis is also placed on their responsibilities for environment, society and competitors, preservation of client confidentiality, honesty, fairness, professional integrity, business capacities, strict compliance with laws and regulations, as well as cooperation with regulatory agencies. In performing their duties, employees are required to adhere to the principles of good corporate governance, use good judgement, act in compliance to rules and regulations and ensure that the Bank discharges its legal and regulatory responsibilities accordingly. Alleged breaches are investigated in accordance with set procedures, and disciplinary penalties are imposed if any employee is found guilty of a breach of conduct.

The Bank has in place policies to prevent conflicts of interest, connected transactions or related-party transactions. These include:

- A policy for the consideration of the granting of credits and investments to and undertaking contingent of liabilities or other credit-like transactions with the Bank's major shareholders, or businesses with beneficial interest to directors or persons with managing authority of the Bank, which must adhere to the ratio stipulated by the Bank of Thailand. Any such grant must be approved unanimously by the Board and no director or person with managing authority who benefits from the granting of credits and investments and the undertaking of contingent liabilities or other credit-like transactions can partake in the decision-making process.
- A policy for undertaking major transactions. Major transactions include agreements to undertake connected transactions and/or agreements to undertake transactions to acquire or dispose of major assets and/or rights to acquire or dispose of the Bank's major assets. The Bank must comply with requirements of related units.

When considering related party transactions, if the transactions are related to major shareholders, directors, senior executive vice presidents and executives in the Strategy and Finance Group, and other related parties, the Board of Directors and the Management must:

- Ensure that the transaction is legitimate and is in the best interest of the Bank, that the terms and conditions of the said transaction are not different from similar transactions entered into with unrelated parties; and
- Ascertain that the procedures for considering and approving any given transaction are fair, transparent, and verifiable. Sufficient information on the transaction must also be disclosed to investors.

Connected transactions must be approved by the Board. Persons who review or recommend the transaction for approval must not have any interests in the said transaction. Directors with any material interest in the transaction are not allowed to partake in the meeting to discuss the transaction or vote on the matter. The Bank may request additional opinions from independent financial advisors if the transaction has to be performed before a meeting of shareholders.

### 3. Related Transactions

As of 31 December 2010, the Bank recorded significant business transactions with its subsidiary, associated and affiliated companies (related by way of common shareholders and/or common directors), including related persons (directors or executives from the position of executive vice president upwards). These transactions have been concluded under commercial terms and based on mutual agreement on the criteria involved in the ordinary course of business between the Bank and its subsidiary, associated and affiliated companies. Details are as disclosed in the Notes to Financial Statements ended 31 December 2010.

| Name and Relationship   | Transaction Characteristics & Value  | Necessity and reasonableness with Audit Committee's opinion  |
|---|--|--|
| CIMB Group Sdn Bhd ("CIMB Group") is the indirect major shareholder of the Bank.  | <p>Development of Cash Management System with CIMB Group. The Bank provides these following services to clients:</p> <ul style="list-style-type: none"> <li>- Payment service such as monthly payment, product and service payment by money transfer and cheque</li> <li>- Collection service such as utility payment and the Bank will pay charges to CIMB Group as follows:           <ol style="list-style-type: none"> <li>1. System maintenance fee for 1 RM (approximately THB 10)</li> <li>2. Communication link fee between Thailand and Malaysia               <ol style="list-style-type: none"> <li>2.1 System installation fee of THB 130,000</li> <li>2.2 Annual service fee of THB 3,000,000</li> </ol> </li> </ol> </li> </ul> <p>This is a normal supporting business transaction of the Bank whereby CIMB Group will charge system maintenance fee for THB 10/ year.</p>  | <p>After considering possible risks to the Bank, the Board (excluding CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or loss of income and any interest from the said transaction. This transaction is to support the Bank's operations, which is in the best interest of the Bank.</p> |
| CIMB Group Sdn Bhd ("CIMB Group") is the direct and indirect major shareholder of CIMB Thai, CIMB Bank and Sabathorn Asset Management Co., Ltd. ("STAMC") | <p>1. The Sale of CIMB Thai's 2,499,993 ordinary shares held in STAMC, at a par value of THB 10 each, representing 99.9% of the registered capital of STAMC, for a total cash consideration of THB 229,149,964 to CIMB Group and/or its nominated subsidiary. The consideration of THB 229,149,964 was determined on a willing buyer-willing seller basis, after taking into consideration the following:           <ol style="list-style-type: none"> <li>(1) Projected cash flows from the existing portfolio of assets at STAMC;</li> <li>(2) The audited net book value of STAMC as at 31 December 2009. Based on the size of the net book value, the disposal consideration represents a P/B multiple of 1 time.</li> </ol> </p> <p>2. Upon completion of the Sale of STAMC, the sale of an identified non-performing loan ("NPL") portfolio of CIMB Thai encompassing corporate, SME and retail secured NPLs with a net book value of THB 2,906,734,150 as at 31 December 2009 to the STAMC for a total cash consideration of THB 2,906,734,150.</p> <p>The consideration of THB 2,906,734,150 was determined on a willing buyer-willing seller basis, after taking into consideration the following:           <ol style="list-style-type: none"> <li>(1) Projected cash flows from the existing Sale Portfolio;</li> <li>(2) The audited net book value of the Sale Portfolio as at 31 December 2009. Based on the size of the net book value, the disposal consideration represents a P/B multiple of 1 time.</li> </ol> </p> | <p>After considering possible risks to the Bank, the Board (excluding CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or loss of income and any interest from the said transaction. This transaction is to support the Bank's operations, which is in the best interest of the Bank.</p> |
| CIMB Group Sdn Bhd ("CIMB Group") is a 99.9% shareholder of CIMB Bank and a 60.0% shareholder of CIMB-Principal Asset Management Berhad ("CPAM")          | <p>The sale of the CIMB Thai's entire equity interest in BT Asset Management Co., Ltd. ("BTAM"), comprising up to 24,999,993 ordinary shares in BTAM, at a par value of THB 10 each, representing 99.9% of the registered capital of BTAM, for a total cash consideration of THB 249,999,930, to CPAM.</p> <p>* BTAM has reorganized its name change to CIMB Principal Asset Management Co., Ltd. on 2 August 2010.</p> <p>The consideration of THB 249,999,930 was determined on a willing buyer-willing seller basis, after taking into consideration, inter alia, the following:           <ol style="list-style-type: none"> <li>(1) Assets under management ("AUM") of BTAM of THB 19.2 billion as at 31 December 2009. Based on the AUM size, the disposal consideration represents a price-to-AUM ("P/AUM") multiple of 1.29;</li> <li>(2) Losses made by BTAM over the past 5 years;</li> <li>(3) Net assets of THB 41.9 million as at 31 December 2009. Based on the size of net assets, the disposal consideration represents a price-to-net assets ("P/NA") multiple of 5.97 times;</li> <li>(4) Previous transactions involving the sale and purchase of asset management companies in Thailand with average P/AUM multiple of 0.96 and P/B multiple of 1.87 times;</li> <li>(5) Projected financial performance of BTAM.</li> </ol> </p>  | <p>After considering possible risks to the Bank, the Board (including CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or loss of income and any interest from the said transaction. This transaction is to support the Bank's operations, which is in the best interest of the Bank.</p> |

| <b>Name and Relationship</b>  | <b>Transaction Characteristics &amp; Value</b>   | <b>Necessity and reasonableness with Audit Committee's opinion</b>  |
|---|--|---|
| CIMB Group Bhd<br>Bhd ("CIMB Group") is the indirect major shareholder of the Bank.   | The system RPDS (Regional Retail Credit System) and the CRDE (Centralized Retail Decision Engine) Phase I of the CIMB Group to provide application processing of retail lending product. The Bank will pay for the use of the system to CIMB Group at the rate of RM 2 per application form. This is a normal business supporting transaction of the Bank.   | After considering possible risks to the Bank, the Board (excluding CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or loss of income and any interest from the said transaction. This transaction is to support the Bank's operations, which is in the best interest of the Bank. |
| CIMB Bank Berhad ("CMB Bank") is a major shareholder of the Bank, holding 93.1% of the Bank's total issued and paid-up capital. | The Bank has approved the credit limit i.e. Money Market, Foreign Exchange, Derivative, Structured Swap, Swap, Option, Nasco Account, Stand by L/C, Foreign Bank Guarantees, Bill Exchange Purchase, Bond Trading, Loan, etc., to CIMB Bank Berhad and its related companies ("CMB group"), with a total credit limit of THB 12.6 billion or THB 1.5 billion calculated by using SLL method. This is a normal business of the Bank. The effective yield rate will be determined subject to the prevailing market conditions and under the terms at the time. | After considering possible risks to the Bank, the Board (excluding CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or loss of income and any interest from the said transaction. This transaction is to support the Bank's operations, which is in the best interest of the Bank. |
| CIMB Group Bhd<br>Bhd ("CIMB Group") is the indirect major shareholder of the Bank.   | The system RPDS (Regional Retail Credit System) and the CRDE (Centralized Retail Decision Engine) Phase II of the CIMB Group to provide application processing of retail lending product. The bank will pay for the use of the system at the rate of RM 2 per application form. This is a normal business supporting transaction of the Bank.  | After considering possible risks to the Bank, the Board (including CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or loss of income and any interest from the said transaction. This transaction is to support the Bank's operations, which is in the best interest of the Bank. |

| Name and Relationship  | Transaction Characteristics & Value   | Necessity and reasonableness with Audit Committee's opinion  |
|--|---|--|
| CIMB Thai and Sathorn Asset Management Co., Ltd. ("STAMC") fall within the CIMB Group Sdn Bhd ("CMB Group"), which is an indirect major shareholder                    | <p>Use of STAMC's service for managing, tracking, and resolving NPL (Outsourcing) of the Bank for five years with the rates of service fees as follows:</p> <ol style="list-style-type: none"> <li>1. Fees for management of Corporate &amp; SME accounts will be charged at 25.0% (excluded VAT) of the collection (cash or in kind) of the portfolio.</li> <li>2. Fees for management of both Retail Secured and Unsecured accounts will be charged at 30.0% (excluded VAT) of the collection (cash or in kind) to the principal of the portfolio.</li> </ol> <p>All fees in item 1 and 2 shall be paid on success basis and shall be subject to annual review.</p> <ol style="list-style-type: none"> <li>3. Fees for litigation services (both civil and criminal) <ul style="list-style-type: none"> <li>- If the litigation services are provided by STAMC employees, the servicing fee shall be at a rate not less than the rate the Bank shall pay to its third party service providers;</li> <li>- Or</li> <li>- If the litigation services are performed by others, STAMC shall provide monitoring service for the bank and servicing fee shall be THB 1,000 per case per month. This is a normal business supporting transaction of the Bank with the same terms and conditions of service fee as general commerce.</li> </ul> </li> </ol> | <p>After considering possible risks to the Bank, the Board (excluding CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or loss of income and any interest from the said transaction. This transaction is to support the Bank's operations, which is in the best interest of the Bank.</p> |
| CIMB Thailand and CIMB-Principal Asset Management Co., Ltd. ("CMB-Principal") fall within the CIMB Group Sdn Bhd ("CMB Group"), which is an indirect major shareholder | <p>The Bank will provide three types of supporting and other relevant services ("In sourcing services") to CMB-Principal and receive a total cash consideration of approximately THB 1.85 million (total value under the service agreement of 1-year term).</p> <ol style="list-style-type: none"> <li>1. IT System functions service fee calculation based on: <ul style="list-style-type: none"> <li>- Depreciation for each system</li> <li>- Maintenance of related hardware &amp; software</li> <li>- Internet and Network Link Monthly service fees</li> <li>- Market prices</li> </ul> </li> <li>2. Human resource functions with service fee calculation slightly higher than market rate of which is charging around THB 150</li> <li>3. Office administration functions service fee calculation based on external charge.</li> </ol> <p>This is a normal business supporting transaction of the Bank.</p>   | <p>After considering possible risks to the Bank, the Board (excluding CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or loss of income and any interest from the said transaction. This transaction is to support the Bank's operations, which is in the best interest of the Bank.</p> |
| CIMB Thai and Asset Management Co., Ltd. ("STAMC") fall within the CIMB Group Sdn Bhd ("CMB Group") CIMB Group is an indirect major shareholder                        | <p>The Bank will provide the following services ("In sourcing Services") to STAMC ("In sourcing") and receive a total cash consideration of approximately THB 7 million (total value under the In sourcing agreement for the 1-year term). Services provided are as follows:</p> <ol style="list-style-type: none"> <li>1. IT System functions service fee Calculation based on the ave. cost of each system and man hours to maintain the system</li> <li>2. Human resource functions with service fee calculation based on slightly higher than market rate of which is charging around THB 150.</li> <li>3. Credit operations service fee calculation based on: <ul style="list-style-type: none"> <li>- Collateral Registration. This is the same rate that bank is charging to its client.</li> <li>- Debt Restructuring Agreement. Based on the man hours to provide the service to STAMC</li> <li>- Credit Administration i.e. debt collection agent etc. Based on the man hours to provide the service to STAMC</li> </ul> </li> <li>4. Accounting and finance service fee calculation based on the man hours to provide the service to STAMC</li> </ol> <p>This is a normal business supporting transaction of the Bank.</p>   | <p>After considering possible risks to the Bank, the Board (excluding CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or loss of income and any interest from the said transaction. This transaction is to support the Bank's operations, which is in the best interest of the Bank.</p> |

| Name and Relationship   | Transaction Characteristics & Value  | Necessity and reasonableness with Audit Committee's opinion  |
|---|--|--|
| CIMB Bank Berhad ("CIMB Bank") is a major shareholder of the Bank, holding 93.1% of the Bank's total issued and paid-up capital.  | The ALM (Asset Liability Management) system was used to control risks according to the Basel I Pillar 2 of the Bank of Thailand. The Bank will pay THB 0.8 million per year for the use of system to CIMB Bank for three years. This is a normal business supporting transaction of the Bank.  | After considering possible damage to the Bank, the Board (excluding CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or lose any interest from such transaction. The rate the Bank pays to CIMB Group is relatively low compared with investments in this project. Furthermore, this transaction is to support the Bank's operations, which is in the best interest of the Bank, not of CIMB Bank.  |
| CIMB Group Sdn Bhd ("CIMB Group") is an indirect major shareholder of the Bank.   | CIMB Clicks system of CIMB Group was used in the CIMB Clicks project (Thailand), which provides financial transaction services to clients via the internet banking system. The Bank will pay for the use of the system to CIMB Group at the rate of RM 12.9 or about THB 129.7 per user. This is a normal business supporting transaction of the Bank.   | After considering possible damage to the Bank, the Board (excluding CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or lose any interest from such transaction. The service rate which the Bank paid to the company developing the system was relatively low due to discounts from price negotiation of CIMB Group. Furthermore, this transaction is to support the Bank's operations, which is in the best interest of the Bank, not of CIMB Bank.  |
| CIMB Bank Berhad ("CIMB Bank") was a major shareholder of the Bank, holding 93.1% of the Bank's total issued and paid-up capital. | CIMB Bank allowed the Bank to use Team Audit Management Software free of charge. This is a normal business supporting transaction of the Bank.   | After considering possible risks to the Bank, the Board (excluding CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or loss of income and any interest from the said transaction. This transaction is to support the Bank's operations, which is in the best interest of the Bank.  |
| CIMB Group Sdn Bhd ("CIMB Group") was an indirect major shareholder of the Bank.  | CIMB Group will develop the iPlatform project to set up a Core Banking system in four countries (Malaysia, Singapore, Indonesia, and Thailand) to set standard operating procedures for regional deposit and loan products. System development expenses will be mostly borne by CIMB Group and the Bank will pay service fees at the actual utilization rate of about THB 2.2 billion. Such fees are under consideration which must be estimated based on the transaction information of the Bank and CIMB Group and are expected to be concluded by April 2011. | After considering possible damage to the Bank, the Board (excluding CIMB Bank's representatives on the Board of Directors who had abstained from voting on this matter) deliberated and concluded that the Bank would not suffer any damage or lose any interest from such transaction as system development expenses will be mostly borne by CIMB Group and such expenses will be charged back later on according to the actual utilization and periods earlier agreed on a cost recovery basis. Furthermore, this transaction is to support the Bank's operations, which is in the best interest of the Bank, not of CIMB Group. |

## Loans, Deposits and Contingent Liabilities

a. Loans, contingent liabilities and deposits associated with businesses in which the Bank and its subsidiary companies, or directors or executives from the level of executive vice president upwards, hold 10.0% or more of their paid-up capital were as follows:

| Company   | 31 December 2010            |   |              | Nature of Relationship |                    |  |
|---|-----------------------------|---|--------------|------------------------|--------------------|--|
|   | Contingent Liabilities (MB) | O/S loan or Investments in Receivables (MB) | Deposit (MB) | Bank Shares (%)        | Company Shares (%) | Joint management   |
| <b>Parent Company</b>   |                             |   |              |                        |                    |  |
| CIMB Bank Berhad  |                             |   |              |                        |                    |  |
| Interest rate swap contracts  |                             |   |              |                        |                    |  |
| - Fixed rate payer  | 12,064                      |   |              |                        |                    |  |
| - Floating rate payer   | 12,064                      |   |              |                        |                    |  |
| Rage accrual swap contracts   |                             |   |              |                        |                    |  |
| - Payer   | 391                         |   |              |                        |                    |  |
| - Payee   | 365                         |   |              |                        |                    |  |
| <b>Subsidiary Companies</b>   |                             |   |              |                        |                    |  |
| CIMB Securities (Thailand) Co., Ltd.<br>(Formerly known as "BT Securities Co., Ltd.")   |                             | 55  | 100          | 99.99                  |                    | Director with delegated signature authority:<br>Mr. Lee Teck Beng  |
| BT Leasing Co., Ltd.  |                             | 2,260                                       | 31           | 99.99                  |                    | Directors with delegated signature authority:<br>Mr. Surachai Chitratsees<br>Mr. Tada Chanukiphisan  |
| CIMB-Principal Asset Management Co., Ltd. (Formerly known as "BT Asset Management Co., Ltd")<br>The Company was sold on 30 June 2010. |                             |   | 17           | 99.99                  |                    | Directors with delegated signature authority:<br>Mr. Ekajai Thivutanond  |
| CT DOLL Co., Ltd.<br>(Formerly known as "BT Business Consulting Co., Ltd")  |                             | 4   | 1            | 99.99                  |                    | Directors with delegated signature authority:<br>Mr. Ekajai Thivutanond<br>Mr. Songwud Buskhem<br>Mr. Surin Pakavaleeworn                              |
| BT Insurance Co., Ltd.<br>(The Company was sold on 4 November 2010)   |                             |   | 57           | 99.99                  |                    | Directors with delegated signature authority:<br>Mr. Preecha Onchittha<br>Mr. Ekajai Thivutanond<br>Mr. Surachai Chitratsees<br>Mr. Tada Chanukiphisan |
| Sathorn Asset Management Co., Ltd<br>(The Company was sold on 29 December 2010)   |                             |   | 30           | 99.99                  |                    | Directors with delegated signature authority:<br>Mr. Ekajai Thivutanond<br>Mr. Thraphop Kieesuan   |
| Krungthai Thanakit Finance Plc.*  |                             |   | 254          | 99.10                  |                    |  |
| World Lease Co., Ltd.<br>(Formerly known as "BT World Lease Co., Ltd")  | 200                         | 508   | 37           | 75.04                  |                    | Directors with delegated signature authority:<br>Mr. Surachai Chitratsees<br>Mr. Tada Chanukiphisan  |
| <b>Related Companies</b>  |                             |   |              |                        |                    |  |
| CIMB Bank (L) Ltd.  | —                           |   |              |                        |                    |  |
| Cross Currency and Interest rate  |                             |   |              |                        |                    |  |
| - Bought  | 2,500                       |   |              |                        |                    |  |
| - Sold  | 2,135                       |   |              |                        |                    |  |
| <b>Other Companies</b>  |                             | 126   | 340          |                        |                    |  |
| <b>Related persons</b>  |                             |   |              |                        |                    |  |
| The Bank's executives   |                             |   |              |                        |                    |  |

\* Currently undergoing liquidation process.

b. The Bank has not indicated any person who is potentially able to create conflicts of interest holding more than 5% of voting shares in any of the Bank's subsidiary or associated companies.

#### **Justification of Related Party Transactions**

Loans and contingent liabilities associated with directors or executives from the position of executive vice president upwards are subject to interest rates under the Bank's employee benefits scheme. Loans, contingent liabilities and deposits associated with businesses in which the Bank or its subsidiary companies, or directors or executive officers from the position of executive vice president upwards, hold 10% or more of their paid-up capital were transferred to the Bank under the merger process or have undergone debt restructuring. These loans which include some new loans have been concluded on commercial terms agreed upon in the ordinary course of business between the Bank and the parties concerned, and are subject to market interest rates.

#### **Procedures for approving related party transactions and safeguarding shareholders' interest**

According to the Bank's Articles of Association, all related party transactions are subject to the formal approval process, including the analysis and approval of the relevant Committee, Audit Committees, and Board of Directors or Executive Management with material interest in the transactions are not allowed to be part of the decision-making.

#### **Trends in related party transactions**

Related party transactions consist of the Bank's business functions and are subject to the formal approval process. There is a strong probability that related party transactions will continue to be an integral part of the Bank's business, and will be governed by review and approval procedures and practices that are clearly defined.

### **4. Internal Controls**

The Bank has put in an organisational structure, established policies and work procedures to ensure that effective risk management and internal control system are put in place, enabling stable business growth and compliance with good corporate governance principles.

#### **• Organization and environment**

The Bank has structured its organization taking into account proper segregation of duties that will contribute to effective risk management and internal control as well as monitoring and audit systems. It has also consistently monitored the operations of its staff to be in line with the code of ethics and best practice in business operations with fair treatment of its customers. Short- and medium-term business plans have been worked out to determine business strategy and framework, which are communicated to the staff at managerial levels bank-wide for their awareness and implementation to achieve the plans and targets set forth.

#### **• Risk management**

The Bank has realized the significance of risk management covering both internal and external risk factors. Risk Management Committee has been appointed by the Board of Directors with relevant roles, duties and responsibilities defined and operations of which assessed to ensure conformity with the risk management plan in place. Risk Management Group is in charge of formulating risk management policy and procedures of the Bank.

#### **• Oversight of Executive Management**

The Bank has clearly defined, documented and regularly reviewed the scope of authority and responsibilities conferred on or delegated to executive officers at different levels. A clear division of responsibility between various management positions provides a mechanism for checks and balances between senior executives. Executive Management is required to bring to the attention of the Board any transactions that concern major shareholders, directors, and senior executives or parties related to them. In addition, the Bank has put in place policies and procedures governing the approval of loans for or investment in businesses in which the Bank or its senior executives have material interest, including in relation to shareholders or senior executives. In addition to the above, the Bank has established the Compliance Department to provide oversight and support to ensure that the Bank conducts its businesses in compliance with all applicable laws and

regulatory requirements. The Internal Audit Division has been set up as an independent unit to examine and ensure all Bank activities are effectively and efficiently managed and operated.

**• Information and communication infrastructure**

The Bank has established its accounting policies and procedures in line with generally accepted accounting principles that support the Bank's business requirements. It has developed and managed its information and database systems consistently so that significant information is accessible on an adequate and timely basis. The document management system provides an effective tool for retrieving and storing important electronic documents appropriately and safely. In addition, the policies and procedures have been communicated to relevant staff at all levels.

**• Follow-up and monitoring system**

The Bank has put in place processes for monitoring and reviewing the implementation of activities against the Bank's strategic objectives, procedures, relevant laws, regulations and internal control systems. The Bank prepares an annual business plan, which is periodically reviewed to ensure its effectiveness in a rapidly changing environment. The Audit Committee is committed to ensure that concrete actions are taken to execute recommendations and regularly monitors resolutions to ensure that any identified issues are brought to a satisfactory conclusion.

**D. Board Meetings**

Board meetings are scheduled for the whole year, with at least one every quarter. In addition to the scheduled Board meetings, further Board meetings can also be held as and when they are required. The Board secretary is responsible for providing all Directors with the agenda, supporting papers and relevant information for each meeting seven days before the meeting, to give the Directors advance notice of the business to be transacted. The Secretary is also responsible for taking the minutes of each meeting and preparing the meeting report, which is signed by the Board and filed.

**E. Board Performance Review**

The Board conducts an annual evaluation of its performance, where it also reviews problems and obstacles, and makes suggestions to increase the Bank's operational efficiency. The evaluation is conducted to assess compliance with the Bank's Corporate Governance Guidelines. The evaluation comprises six sections – 1) Structure and qualifications of the Board 2) Roles, duties, and responsibilities of the Board 3) The Board of Directors' Meetings 4) Execution of Directors' duties 5) Relationship with the Management 6) Self-development of the Board and the Management.

In 2010, each Director completed a self-evaluation form. The results of the evaluation were compared against the Board's terms of reference, before being presented to the Board.

**F. Remuneration of Directors and Senior Executives**

The Bank discloses information on the remuneration of its Directors and Senior Executives in compliance with the Public Company Act and the requirements of the supervisory and regulatory bodies. The Board aims to ensure that the Bank maintains competitive policies on remuneration in accordance with the following guidelines: The Bank's Articles of Association which sets out broad policies and practices to allow flexibility in determining Directors' remuneration based on excellence in business and personal performance as well as the prevailing market conditions. The remuneration packages for Directors, as approved by the meeting of shareholders, comprise of the base salary, meeting allowance, pension, bonus and other benefits. In this respect, shareholders have the authority to determine the specific remuneration packages for Directors, or establish general guidelines by which the remuneration can be determined. Employees who also serve on the Board are entitled to receive a pay increase in line with their extra responsibilities. The Board is responsible for proposing the remuneration packages for Directors at the meeting of shareholders. The Board should always keep in mind the need to deliver sustainable value for the Bank and its shareholders, and ensure that rewards are benchmarked against the industry in which the Bank competes for talent.

## **Meeting and Entertainment Allowances.**

The Annual General Meeting of Shareholders in 2000 passed a resolution authorising a monthly lump-sum payment for meeting and entertainment allowances as follows:

### **Meeting allowance**

|               |     |         |           |
|---------------|-----|---------|-----------|
| Chairman      | THB | 130,000 | per month |
| Vice Chairman | THB | 88,000  | per month |
| Director      | THB | 44,000  | per month |

### **Entertainment allowance**

|          |     |        |           |
|----------|-----|--------|-----------|
| Chairman | THB | 70,000 | per month |
|----------|-----|--------|-----------|

Note: The Chairperson and directors are responsible for settling their own income tax. The above arrangement came into effect in May 2000.

## **Director additional benefits.**

### **Meeting allowance for Board Committees**

(As determined by the Board of Directors, at its 12/2000 meeting on 26 May 2000)

|          |     |        |           |
|----------|-----|--------|-----------|
| Chairman | THB | 52,000 | per month |
| Member   | THB | 40,000 | per month |

### **Meeting allowance for Audit Committee**

(The Committee received allowances with regard to BT Consulting Co. Ltd.)

|          |     |        |           |
|----------|-----|--------|-----------|
| Chairman | THB | 12,000 | per month |
| Member   | THB | 8,000  | per month |

Note: Subsidiary companies shoulder their own expenses in pursuance of the resolution adopted by the Board, at its 21/2002 meeting, held on 18 December 2002.

### **Allowance for attending subsidiary companies board meetings**

(paid directly by the subsidiary companies in pursuance of the resolution adopted by the Board, at its 4/2001 meeting, held on 21 March 2001)

|          |     |        |           |
|----------|-----|--------|-----------|
| Chairman | THB | 33,000 | per month |
| Member   | THB | 22,000 | per month |

Note: Chairperson and directors are responsible for settling their own income tax.

In addition to benefits mentioned above:

- Directors who are required to serve on other Board committees are entitled to receive additional remuneration based on the increase in responsibilities, as the Board sees fit.
- The Board has access to independent expert advice where needed, including advice to determine appropriate remuneration.
- The Board is responsible for disclosing information on remuneration packages in compliance with the Public Company Act and regulatory requirements.

## **G. Executive Development Programme**

The Bank encourages all Directors to participate regularly in executive development programmes, which is designed to further familiarise the Directors with the Bank's businesses and affairs, while providing them with an insight on their roles and responsibilities as Board members. These development programmes are designed to encourage and assist the Directors in developing visionary thinking, enhancement of skills in adapting more effectively to a changing environment. So far, the Directors have participated in two programmes organised by the Thai Institute of Directors (IOD), namely the Director Certification Programme (DCP) and Director Accreditation Programme (DAP). Details on the Directors' IOD training programmes are in the Directors' profiles. All new Directors undergo an in-house induction programme to provide them with a good overview of the Bank and its business plans. They also receive an information pack that explains the Bank's corporate governance policies and practices, and the roles and responsibilities of Directors and of the Board as a whole, including the various laws and regulations.

## **H. Succession Plan**

The Bank is well aware of the necessity to operating the business efficiently and continuously. Thus, Human Resources Management Division is responsible for providing Succession Plans to ensure that the Bank identifies executives or talents as successors with appropriate training and development plans to prepare identified individuals to succeed key positions in case of unexpected conditions/situations with immediate effect, 1 year or more than 1 year. The process required to obtain the approval of the Management Committee is as follows:

1. Identify key positions in each Group/Division
2. Identify core competencies required from successors

- Identify qualified managerial personnel/executives individually as appropriate successors to replace key positions with immediate effect or at least within a year
- Identify qualified managerial personnel/executives individually as appropriate successors to replace key positions in not more than 1-year's time
- Identify talents in key areas as high potential resources to be successors in a respective timeframe
- Provide the necessary preparations and development plans to bridge the gap
- Review and complete Succession Plans in place by the third quarter of the year.

### **Organisation & Employees**

As at 31 December 2010, the total staff strength of the Bank amounts to 2,783 employees, comprising 1,029 staff working at Bank branches and 1,754 staff work at the head office.

| <b>Department</b>                        | <b>No of employees</b> |
|--|------------------------|
| President                                | 1                      |
| Transaction Banking Group                | 38                     |
| Legal and Recovery Group                 | 196                    |
| Strategy and Finance Group               | 107                    |
| SME Banking Group                        | 147                    |
| Retail Banking Product Division          | 89                     |
| Consumer Sales and Distribution Division | 1,103                  |
| Corporate Banking Group                  | 96                     |
| Risk Management Group                    | 84                     |
| Treasury Group                           | 55                     |
| Investment Banking Group                 | 18                     |
| GIOD                                     | 709                    |
| Internal Audit Division                  | 49                     |
| Human Resources Management Division      | 47                     |
| Compliance and Credit Review Team        | 16                     |
| Office of the President                  | 14                     |
| Corporate Communication Office           | 14                     |
| <b>Total</b>                             | <b>2,783</b>           |

### **Staff Development Programmes and Human Resources Management Plans**

In 2010, the Bank began using e-HR (an electronic HR system), to manage key administrative processes in human resource management such as leave applications, claim submissions and performance appraisals. This paperless system has improved work efficiency. The Bank also adopted a new performance evaluation system from its parent company, CIMB Group, based on key performance indicators (KPIs). In addition to that, the Bank's HR division has analysed skills, knowledge, and capabilities of employees in different areas by making development plans together between staff and the Training team. This also includes development plans for the management.

### **Employee Benefits**

Staff welfare and benefits have been significantly improved in 2010, in order to retain outstanding talent. This enhancement is also aimed at ensuring that the following benefits offered by the Bank-housing loan facilities, car loan facilities, personal loan facilities and education loan facilities are in line with other banks. We also increased the allowance for annual medical checks and OPD to all levels of employees. The total fixed salary paid to Bank employees for the financial year was THB 1,415.3 million. To be an employer of choice, the bank continues to develop more improvements in staff benefits which are currently in the pipeline.

### **Training Courses and Human Resources Development**

In 2010, the Bank organized 183 training courses, comprising 83 internal and 100 external courses at a total cost of THB 16.0 million. The numbers of participants were 18,611 times, which some of staff attended more than one time. An average ratio of training for our staff was 6.2 day per person per year. Courses of the trainings conducted by the bank are, Business English Program, Credit Training Program, Branch Preparation and How to Delight Our Client Training.

## ► Board of Directors

## ► Board Committees

Audit, Nomination and Remuneration, Management, Risk Management, Credit Risk, Credit Committee Level 2, Retail Business, Assets and Liabilities Management, IT Strategic Planning, Market Risk Committee Thailand, Marketing and Communications, Basel II, and Credit Committee Level 3.

### **A. Board of Directors**

#### **1. Non-executive director**

A director who does not hold any other position at the Bank other than as a member of the Board. A non-executive director may or may not be an independent director.

#### **2. Executive director**

A director who holds a management position at the Bank, receives regular remuneration from the Bank, and is involved in the Bank's management according to the Notification of the Capital Market Supervisory Board Board No. TorChor.28/2551 Re: Application for and Approval of Offer for Sale of Newly Issued Shares dated December 15, 2008.

#### **3. Director with delegated signature authority**

A director or several directors may be authorised to execute contracts or other written instruments on behalf of the Bank. The scope of authority defined for each person shall be made available for public inspection, as appropriate. (A director without delegated authority shall not execute contracts or other written instruments on behalf of the Bank.)

#### **4. Independent director**

A director who does not have any related business nor hold any position or have any beneficial interest with financial institutions that may affect his or her independent decision. An independent director is required to possess qualifications in compliance with the Capital Market Supervisory Board No. TorChor.28/2551 Re: Application for and Approval of Offer for Sale of Newly Issued shares as follows:

- (a) Holding shares not exceeding one per cent of the total number of shares with voting rights of the applicant, its parent company, subsidiary company, associate company, major shareholders or controlling persons, including shares held by related persons of the independent director;
- (b) Neither is or used to be an executive director, employee, staff, advisor who receives salary or a controlling person of the applicant, its parent company, subsidiary company, associate company, same-level subsidiary company, major shareholder or controlling person, unless the foregoing status has ended not less than two years prior to the date of filing an application with the Office. Such prohibited characteristic shall not include the case where the independent director used to be a government official or advisor to a government unit which is a major shareholder or controlling person of the applicant;
- (c) Not being a person related by blood or registered legally as father, mother, spouse, sibling, and child, including spouse of child of the executive, major shareholders, controlling person or person to be nominated as executive or controlling person of the applicant or its subsidiary company;
- (d) Neither have or used to have a business relationship with the applicant, its parent company, subsidiary company, associate company, major shareholder or controlling person, in the manner which may interfere with his independent judgement, and neither is or used to be a significant shareholder or controlling person of any person having a business relationship with the applicant, its parent company, subsidiary company, associate company, major shareholders or

controlling persons, unless the foregoing relationship has ended not less than two years prior to the date of filing an application with the Office. The term 'business relationship' shall include any normal business transaction, rental or lease of immovable property, transaction relating to assets or services or granting or receipt of financial assistance through receiving or extending loans, guarantee, providing assets as collateral, and any other similar actions, which result in the applicant or his counterparty being subject to indebtedness payable to the other party in the amount of three percent or more of the net tangible assets of the applicant or twenty million baht or more, whichever is lower. The amount of such indebtedness shall be calculated according to the method for calculation of value of connected transactions under the Notification of the Capital Market Supervisory Board governing rules on connected transactions mutatis mutandis. The consideration of such indebtedness shall include indebtedness occurred during the period of one year prior to the date on which the business relationship with the person commences;

- (e) Neither is or used to be an auditor of the applicant, its parent company, subsidiary company, associate company, major shareholder or controlling person, and not being a significant shareholder, controlling person, or partner of an audit firm which employs auditors of the applicant, its parent company, subsidiary company, associate company, major shareholder or controlling person, unless the foregoing relationship has ended not less than two years prior to the date of filing an application with the Office;
- (f) Neither is or used to be a provider of any professional services including those as legal advisor or financial advisor who receives service fees exceeding two million baht per year from the applicant, its parent company, subsidiary company, associate company, major shareholder or controlling person, and not being a significant shareholder, controlling person or partner of the provider of professional services, unless the foregoing relationship has ended not less than two years prior to the date of filing an application with the Office;
- (g) Not a director appointed as representative of directors of the applicant, major shareholder or shareholder who is related to major shareholder;
- (h) Not undertaking any business in the same nature or any business which competes with the business of the applicant or its subsidiary company or not being a significant partner in a partnership or being an executive director, employee, staff, advisor who receives salary or holding shares exceeding one per cent of the total number of shares with voting rights of other companies which undertakes business in the same nature and in competition to the business of the applicant or its subsidiary company;
- (i) Does not have any other characteristics which cause the inability to express independent opinions with regard to the applicant's business operations.

After being appointed as independent director with the qualifications under (a) to (i) of the first paragraph, the independent director may be assigned by the board of directors to take part in the business decisions of the applicant, its parent company, subsidiary company, associate company, same-level subsidiary company, major shareholder or controlling person, provided that such decisions shall be in the form of collective decisions. The provisions in (b), (d), (e) and (f) of the first paragraph relating to the consideration of qualifications of the applicant's independent directors during the two-year period prior to the date of filing an application with the Office shall be applied to the application filed with the Office from 1 July 2010 onwards.

## B. Powers of the Board of Directors

1. To appoint and dismiss full-time and temporary employees; to determine the levels of remuneration for full-time and temporary staff or any other persons having a pecuniary relationship with the Bank; and to declare dividends to shareholders;
2. To establish committees as the Board deems necessary to assist the Board in overseeing the Bank's business affairs, which includes determining the appropriate remuneration;
3. To appoint advisers in the context of the needs of the Board, including determining the appropriate remuneration;
4. To delegate certain functions or any of its powers to an individual Director or to a group of Directors or any other persons in a manner most appropriate to the business at hand; and
5. At board meetings, each Director shall be entitled to cast one vote. Directors with material interests in the matter being considered are required to abstain from the matter. In the event of a tie in the voting, the Chairman of the Board shall have the deciding vote.

## **C. Duties and Responsibilities of the Board of Directors**

The basic responsibility of the Board is to exercise business judgment in good faith, in a manner that they reasonably believe to be in the best interests of the Bank, while complying with the applicable laws and regulations, the Bank's Articles of Association and resolutions adopted by the shareholders.

1. To set the direction, vision and policies of the Bank and to determine objectives and strategies to ensure the effective discharge of the Bank's functions and the most efficient use of the Bank's resources.
2. To identify individuals qualified to become Directors and recommend to the shareholders' meeting nominees for election as directors, and to encourage the shareholders to nominate candidates to stand for election as directors.
3. To seek individuals from diverse professional backgrounds combined with a broad spectrum of experience and expertise with a reputation for integrity for appointment to executive management positions.
4. To review and approve, together with the Executive Management, specific financial objectives such as budgets proposed by Executive Management.
5. To delegate responsibility for day-to-day management to the Executive Management based on agreed targets and objectives except when the matter warrants the Board's attention such as changes to the Bank's capital structure and major acquisitions, mergers, disposals and capital expenditure, or if the Board is required to ratify agreements involving conflicts of interest. In such cases, the Board is responsible for making its recommendations to the shareholders, as appropriate.
6. To determine issues to be brought to its attention by Executive Management.
7. To require the Executive Management to discharge its duties based on the Bank's strategic objectives and to regularly communicate those strategic objectives to the staff at all levels.
8. To require the Executive Management to comply with all relevant laws and regulations as well as the terms and conditions of various agreements.
9. To ensure that the Bank has in place effective systems of risk management.
10. To ensure that the Bank has in place effective internal controls; formulate and implement a well-defined conflict of interest policy; put in place policies and processes requiring Executive Management and other concerned parties to refrain from using confidential information for personal gain; evaluate and provide assurance on the effectiveness of the Bank's internal controls at the end of every year.
11. To ensure fair treatment of all stakeholders.
12. To assume responsibility for the financial statements of the Bank and its subsidiary companies and in that process, ensure that the notes to the financial statements contain all the important disclosures. The Board is also responsible for ensuring that processes are in place not only for implementing a sound accounting system, but also for ascertaining that proper accounting records are kept for future references.
13. To ensure that processes are in place for reviewing the implementation of output delivery and progress made on the achievement of expected accomplishments, as well as identifying the obstacles, so that appropriate policy responses can be formulated.
14. To establish procedures for evaluating the performance of senior executives to determine the appropriate levels of remuneration, with consideration given to the risks and responsibilities involved as well as the need to deliver long-term value to shareholders.
15. To review the pay structure and criteria for authorising bonuses, incentives and benefits for full-time and temporary staff, including suppliers and contractors, as recommended by Executive Management.
16. To appoint advisers to the Board or seek professional advice, at the expense of the Bank, according to the needs of the Board, and determine the appropriate levels of remuneration.
17. To establish as many Board committees as necessary to assist the Board in overseeing the Bank's business affairs, including determining the appropriate levels of remuneration. Board committees have access to independent expert advice, and can engage regular staff to provide logistics support, at the Bank's expense.
18. To ensure that information is disclosed into the public domain in an accurate, consistent and timely manner.
19. To appoint a Board secretary to assist the Board in managing its business affairs, while ensuring compliance with the relevant laws and regulations as well as the Bank's Articles of Association.
20. To put in place corporate governance guidelines and a code of business conduct and ethics, including board and committee charters as well as policies governing human resources management.
21. To provide oversight and direction throughout the organisation, including ensuring its continued relevance and effectiveness.
22. To conduct an annual self-evaluation.

The Board shall adhere to its decisions despite undue influence or opposition and pre-empt potential conflicts of interest. It shall also be responsible for approving all matters which require its approval, or recommending them to the shareholders for approval, as it deems fit, based on the following principles:

#### **Sufficiency**

- Acts in the best interest of the Bank;
- Exercises sound and prudent judgment; and
- Decides rationally and impartially without consideration of personal gain.

#### **Caution**

- Exercises due care and diligence by taking all the steps that he or she ought to take as a Director;
- Makes informed decisions; and
- Poses intelligent questions.

#### **Integrity**

- Acts in good faith;
- Makes decisions free of possible or the possibility of appearance of any conflict of interest; and
- Does not abuse power or authority by using classified information for personal gain.

### **D. Selection, Appointment and Removal of directors**

The Board of Directors shall be elected by the shareholders.

The Bank has put in place the nomination procedure for directors that are transparent and open for inspection. The Nomination and Remuneration Committee shall be appointed to take charge of selecting and nominating qualified persons who have no disqualifications according to the law for appointment as directors by recommending to the Board of Directors before submitting to the meeting of the Shareholders for approval and appointment. This is compliant with the rules and procedures on appointment and removal of directors as specified in the Bank's Articles of Association on the following procedure:

1. According to the resolution adopted by the shareholders, the Board of Directors shall comprise no less than 5 and no more than 12 members, with half of the board members domiciled in Thailand.
2. Clause 16 of the Bank's Articles of Association provides for the following voting procedure:
  - a. Each shareholder shall have the number of votes equal to the number of shares held. One share is entitled to one vote;
  - b. Votes shall be cast for either an individual or several directors in the number required to be elected at the respective meeting and as deemed appropriate by the meeting. In the election for either an individual or several directors, each elected person shall receive votes from the shareholder in the full amount of shares held by the shareholder pursuant to clause a. The shareholder shall not allot his or her votes to any person in any number; and
  - c. After the voting, the candidates shall be ranked in a descending order from the highest number of votes received to the lowest, and shall be appointed as directors in that order as per the amount tabulated in the election. Where the votes cast for candidates reach a tie in descending order, which would otherwise cause the number of directors to exceed the number required to be elected at the respective meeting, the remaining appointments shall be made by drawing lots in the procedure to be determined by the Chairman.
3. At every annual general meeting, one-third of the directors shall retire. If the number of directors is not in a multiple of three, the number of directors closest to one-third shall retire. In any subsequent years, the directors who have been in office the longest shall retire.
4. Whenever any person vacates his or her seat as a Board member for any reason other than the expiry of term of office, the remaining members shall, before the next Board meeting takes place, appoint another qualified and suitable director to fill that position for the remainder of the term of office of his or her predecessor except in the event that the vacant position has fewer than two months left in the term. The motion shall require the majority consent of 75% of the Board.

In accordance with the Commercial Banking Act, the BOT has the right to issue an order requiring a commercial bank to dismiss from office any director or any employee whose business conduct or practice has serious repercussions of harm to society at large, or if they have failed to comply with the directives prescribed by the BOT. In this instance, the Bank has the obligation to select a suitable replacement and make its recommendation to the BOT. The decision taken by the BOT to appoint or dismiss anyone is conclusive.

## **E. Members of the Board of Directors**

As of 31 December 2010, the Board of Directors consist of the following 8 directors:

|                                |  |
|--------------------------------|--|
| 1. Mr. Chakramon Phasukavanich | Chairman   |
| 2. Dato' Robert Cheim Dau Meng | Vice Chairman  |
| 3. Mr. Sukont Kanjana-Huttakit | Independent Director/Chairman of the Audit Committee |
| 4. Dato' Shaarani Bin Ibrahim  | Independent Director/Member of the Audit Committee   |
| 5. Mrs. Watanan Potersik       | Independent Director/Member of the Audit Committee   |
| 6. Mr. Preecha Oonchitti       | Director   |
| 7. Mr. Konny Kim               | Director   |
| 8. Mr. Subhak Siwaraksa        | President and Chief Executive Officer                |

### **Directors Nominated by Major Shareholders**

CIMB Bank Berhad ("CIMB Bank") has appointed two representatives to the Board, namely, Dato' Robert Cheim Dau Meng and Mr. Konny Kim.

### **Authorised Signatories**

The directors who are authorised signatories for binding agreements are Mr. Preecha Oonchitti and Mr. Subhak Siwaraksa, whom can both jointly sign and affix the company seal.

## **F. Committees of the Board**

The Board has appointed the following principal committees to assist in overseeing the objectives and effectiveness of the Bank's operations (As of 31 December 2010):

1. Audit Committee
2. Nomination and Remuneration Committee
3. Management Committee
4. Risk Management Committee
5. Credit Risk Committee
6. Credit Committee Level 2
7. Retail Business Committee
8. Assets and Liabilities Management Committee
9. IT Strategic Planning Committee
10. Market Risk Committee Thailand
11. Marketing and Communications Committee
12. Basel II Steering Committee
13. Credit Committee Level 3

### **1. Audit Committee (AC)**

|                                |                      |          |
|--------------------------------|----------------------|----------|
| 1. Mr. Sukont Kanjana-Huttakit | Independent Director | Chairman |
| 2. Dato' Shaarani Bin Ibrahim  | Independent Director | Member   |
| 3. Mrs. Watanan Potersik       | Independent Director | Member   |

### **Secretary:**

|                          |  |           |
|--------------------------|--|-----------|
| Mrs. Sriporn Sanunpairue | Executive Vice President Internal Audit Division | Secretary |
| Mr. Thipphop Klaesuwan   | Senior Vice President Compliance Section         | Secretary |

## **AC's Powers, Duties and Responsibilities**

1. Examine, evaluate and ensure the adequacy of the Bank's internal controls systems.
2. Ensure that processes are in place for maintaining integrity of the Bank's financial statements and financial disclosures, including those of related parties.
3. Monitor compliance of the relevant laws and regulatory requirements, including the Bank's Articles of Association.
4. Review the effectiveness of the Bank's internal controls with a view of enhancing the value and ensuring the long-term organizational health of the Bank.
5. Examine and evaluate the effectiveness of risk management and governance processes and provide credit reviews as required by the Bank of Thailand.
6. Review and approve, the audit plan and annual budget for the Internal Audit Department and Compliance Department, to ensure its relevance and effectiveness.
7. Review the financial statements and recommend to the Board and shareholders the appointment of external auditors, including the appropriate remuneration.
8. Review the internal audit reports, including the issues observed and recommendations made by the internal auditors, the examiners from the Bank of Thailand, the external auditors and other competent authorities, and to ensure that tangible steps are taken to implement the recommendations, as appropriate.
9. Produce and publish the Audit Committee's report signed by the Chairman of the Audit Committee in the Bank's annual report, taking into account the Bank's Corporate Governance Guidelines.
10. Perform any other assignments delegated to it by the Board.

Scope: CIMB THAI Bank Group-wide (excluding CIMB Securities (Thailand))

## **2. Nomination and Remuneration Committee**

|                                |   |           |
|--------------------------------|---|-----------|
| 1. Mrs. Watanan Potersik       | Independent Director  | Chairman  |
| 2. Dato' Robert Chein Dau Mong | Vice Chairman   | Member    |
| 3. Dato' Shaarani Bin Ibrahim  | Independent Director  | Member    |
| 4. Mr. Kongpob Watanasin       | Executive Vice President Human Resource Management Division | Secretary |

## **Powers, Duties and Responsibilities**

### **1. Nomination:**

- To formulate policies, criteria and methods for proposing candidates for directors and persons with management authority (EVP and above) to the Board for consideration and appointment, and to submit the policies to the Bank of Thailand upon request.
- To consider names of qualified candidates for the following positions to the board of directors for approval:
  - a) Director,
  - b) Member of the Board of Directors who sits in subcommittee,
  - c) Persons with management authority (EVP and above).
- To recommend size and composition of the board that is appropriate for the organisation and the dynamics required for the business environment. Board members shall possess appropriate expertise and experience.
- To disclose the nomination policy and processes in the financial institution's annual report.
- To consider the appointment and appropriate remuneration of the Bank subsidiaries' directors and recommend to the Board of Subsidiaries for approval

### **2. Remuneration:**

- To recommend remuneration and benefits policy as well as remuneration and benefits provided for the board and persons with management authority (EVP and above) with clear and transparent criteria for consideration and approval by the board and submit these policies to the Bank of Thailand upon request (Remuneration and benefits policy should cover all aspects of remuneration including director's fees, salaries, allowances, bonuses, options and benefits-in-kind).

- To ensure that the board and persons with management authority (EVP and above)'s Remuneration commensurate with their duties and responsibilities. Board members who take on extra assignments should be compensated accordingly.
- To advise performance assessment criteria for board members and persons with management authority (EVP and above) for annual remuneration review, taking into account their responsibilities and risks as well as enhancement of long-term shareholder value.
- To disclose the remuneration policy, actual payment in various forms, and remuneration committee's report that at least covers the objectives, activities and opinions of the committee in the financial institution's annual report.
- To review the remuneration and compensation schemes for employees in CIMB Thai in line with the industry practices and remuneration framework of CIMB Group.
- To recommend the annual salary adjustments and bonuses framework for CIMB Thai Group to the Board for approval.

3. The Board may assign any additional assignments to the NRC for consideration and approval.

### **3. Management Committee (MC)**

|                                    |   |           |
|------------------------------------|---|-----------|
| 1. Mr. Subhak Siwaniksa            | President and Chief Executive Officer   | Chairman  |
| 2. Mrs. Duangphorn Sucharitpanuwat | Senior Executive Vice President<br>Corporate Banking Group                                    | Member    |
| 3. Mr. Subhak Siwaniksa            | Acting Investment Banking Group   | Member    |
| 4. Mr. Surachai Chiratsonoe        | Senior Executive Vice President SME Banking Group   | Member    |
| 5. Mr. Lee Teck Seng *             | Senior Executive Vice President Treasury Group  | Member    |
| 6. M.L. Nathcharanya Devivongse    | Senior Executive Vice President Transaction Banking Group                                     | Member    |
| 7. Mr. Ekajai Tivutanond           | Senior Executive Vice President Legal & Recovery Group  | Member    |
| 8. Mr. Narongchai Wongthanavimok   | Senior Executive Vice President<br>Strategy & Finance Group                                   | Member    |
| 9. Mrs. Panute Na Chiangmai        | Executive Vice President Risk Management Group  | Member    |
| 10. Mr. Wee Kim Peng               | Senior Executive Vice President<br>Group Information and Operations Division                  | Member    |
| 11. Mr. Kongpob Watanasiri         | Executive Vice President<br>Human Resources Management Division                               | Member    |
| 12. Ms. Dusamee Kewpatinontha      | Executive Vice President Retail Banking Product Division                                      | Member    |
| 13. Mr. Tada Charukpaisarn**       | Executive Vice President<br>Consumer Sales and Distribution Division                          | Member    |
| 14. Mr. Prapas Thongsuk            | Executive Vice President Corporate Communications Office                                      | Member    |
| 15. Mr. Thaphop Koesuwan           | Senior Vice President Office of the President and<br>Senior Vice President Compliance Section | Secretary |

Note:

\*Mr. Lee Teck Seng resigned as Senior Executive Vice President of Treasury Group on 15 February 2011. The meeting of the Board of Directors no. 14/2553 held on 10 December 2010 resolved to seek approval from the Bank of Thailand to appoint Mr. Suthee Losapornkul as Executive Vice President of Treasury Group, effective from 20 January 2011.

\*\*The meeting of the Board of Directors no. 1/2554 held on 20 January 2011 resolved to seek approval from the Bank of Thailand to appoint Mr. Thanachai Thanachaiwae as Senior Executive Vice President of Consumer Sales and Distribution Division, effective from 1 March 2011 since Mr. Tada Charukpaisarn had resigned as Executive Vice President of Consumer Sales and Distribution Division.

### **MC's Powers, Duties and Responsibilities**

- Advise the President and CEO;
- Monitor and evaluate performance of each business division;
- Review financial and other management reports of the Bank;
- Devise strategy, business and capital management plans and budgets for the Bank;
- Identify cross-divisional and cross-border synergies;
- Deliberate key regulatory issues;

- Review and recommend for Board approval the non risk-related delegated authorities for the Bank;
- To approve the revision of Delegation of Authority and Policies which is related to the Bank's reorganisation;
- Review, provide opinions, consider and approve the proposed legal provision as recommended by the Corporate Legal Division; (Effective on 1 September 2010) in the event the Bank and its executives are sued for damages;
- Approve 3rd Party Products with non-material changes to the existing 3rd Party Products which have already been approved by the Risk Management Committee. (Effective on 1 October 2010)
- Other matters as directed by the Board/President & CEO.

Scope : CIMB THAI Bank Group-wide

#### 4. Risk Management Committee (RMC)

|  |   |                               |
|--|---|-------------------------------|
| 1. Mr. Subhak Suanaksa                                 | President and Chief Executive Officer   | Chairman                      |
| 2. Mr. Kenny Kim                                       | Director  | Member and Alternate Chairman |
| 3. Mrs. Duangphom Sucharitanuwat                       | Senior Executive Vice President Corporate Banking Group   | Member                        |
| 4. Mr. Surachai Chitratsenee                           | Senior Executive Vice President SME Banking Group   | Member                        |
| 5. Mr. Lee Teck Seng *                                 | Senior Executive Vice President Treasury Group  | Member                        |
| 6. M.L. Nathcharanya Devivongse                        | Senior Executive Vice President Transaction Banking Group   | Member                        |
| 7. Mr. Ekajai Tivutanond                               | Senior Executive Vice President Legal & Recovery Group  | Member                        |
| 8. Mr. Narongchai Wongthanavimok                       | Senior Executive Vice President Strategy & Finance Group  | Member                        |
| 9. Mrs. Panute Na Chiangmai or Mrs. Thitawat Pothanant | Executive Vice President Risk Management Group<br>Executive Vice President Credit Evaluation Division | Member                        |
| 10. Mr. Wee Kim Peng                                   | Senior Executive Vice President Group Information and Operations Division                             | Member                        |
| 11. Ms. Dusnee Kewpalinontha                           | Executive Vice President Retail Banking Product Division  | Member                        |
| 12. Representative from Risk Management Group          |   | Secretary                     |

Note:

\*Mr. Lee Teck Seng resigned as Senior Executive Vice President of Treasury Group on 15 February 2011. The meeting of the Board of Directors no. 14/2010 held on 16 December 2010 received the seek approval from the Bank of Thailand to appoint Mr. Subhee Losoponkul as Executive Vice President of Treasury Group, effective from 20 January 2011.

#### RMC's Powers, Duties and Responsibilities

- Allocation of risk capital and determination of global risk limits. Allocation of capital-at-risk (CAR) for different lines of businesses and for different categories of risks. In the process of allocating capital, the Committee seeks to ensure adequate diversification of risk and that the Group has sufficient capital to cushion against stress scenarios;
- Enhancing shareholder value through evaluation of risk-return profiles of business activities and ensuring that they are within the parameters set by the Board of Directors;
- Risk Management Policies
  - Review and recommend to the Board of Directors for approval of appropriate risk policies so that the risk management framework is in line with corporate plans, best practices, and conforms to legal and regulatory requirements;
  - Recommendations on appointment of members to the various risk committees for Board's approval;
  - Evaluate and review proposals on new products, investments, businesses and product variations, and subsequently grant the approval in principle prior to operational readiness or recommendation to the Board of Directors for approval;

- 3.4 Establish and revise guidelines on operational risk management and to approve tools and methodologies for risk assessment and risk controls; also to review the adequacy of resources to manage operational risk.
4. Approve the guidelines and conditions for approval of any credit-related products of Corporate Banking, SME Banking, Retail Banking and subsidiaries in the Financial Group; and the guidelines and conditions for investment in debt instruments or hybrid financial instruments (the guidelines and conditions for investment in debt instruments with embedded derivatives must be proposed to the Board of Directors for approval);
  5. Compliance. Enforce compliance with all risk policies and limits allocated by the various risk committees.
  6. Risk Identification and Measurement
    - 6.1 Deployment of proper methodologies to identify and measure risks for all positions;
    - 6.2 Set strategies to evaluate, monitor and control risks to be within a reasonable level;
    - 6.3 Approve methodologies and tools for the measurement of credit risk, market risk and operational risk.
  7. Maintenance of Asset Quality. To ensure the Group maintains its asset quality through close monitoring of the processing and approval of new loans and the prompt recovery of Non-Performing Loans;
  8. Review contingency plans/business continuity management plans including business continuity plans of various departments of the Bank and the Group for implementation whenever necessary and to propose to the Board of Directors for approval;
  9. Review and recommend the risk-related delegated authorities for the Bank to the Board for approval;
  10. Review and recommend investment policies related to investment in equity, debt or hybrid securities, to the Board for approval;
  11. Approve the appointment and revision of Credit Committee Level 3 members as deemed appropriate.
  12. Approve the appointment and revision of members of the Operational Risk Management Committee and Credit Risk Committee as deemed appropriate. (Effective on 1 September 2010)

Scope: CIMB THAI Bank Group-wide.

## 5. Credit Risk Committee (CRC)

|                                   |  |                    |
|-----------------------------------|--|--------------------|
| 1. Mr. Subhak Siwanska            | President and Chief Executive Officer  | Chairman           |
| 2. Mrs. Panuto Na Chiangmai       | Executive Vice President Risk Management Group   | Alternate Chairman |
| 3. Mrs. Duangphom Sucharittanuwat | Senior Executive Vice President Corporate Banking Group  | Member             |
| 4. Mr. Surachai Chitratsonee      | Senior Executive Vice President SME Banking Group  | Member             |
| 5. M.L. Nathcharanya Devvongse    | Senior Executive Vice President Transaction Banking Group  | Member             |
| 6. Mr. Ekajai Tivulanond          | Senior Executive Vice President Legal & Recovery Group   | Member             |
| 7. Ms. Dusamee Kewpalinontha      | Executive Vice President Retail Banking Product Division   | Member             |
| 8. Mr. Suthee Losoponkul          | Executive Vice President<br>Balance Sheet Management/ Structured Banking Products/<br>Rates and Funding Division | Member             |
| 9. Mrs. Thitawat Pothanant        | Executive Vice President Credit Evaluation Division  | Member             |
| 10. Mrs. Kampon Visuthiphol       | Senior Team Head Policy and Consolidated Risk<br>Management Team   | Member             |
| 11. Ms. Apinya Punjajitti         | Senior Team Head Credit Evaluation 2   | Secretary          |

### CRC's Powers, Duties and Responsibilities

The Credit Risk Committee reports to the Risk Management Committee on all credit related activities of the Group. The responsibilities of Credit Risk Committee include the following:

1. Review the change/improvement of policies on credit granted transactions and investments in debt instruments or hybrid financial instruments, covering all credit-related products and transactions in the Financial Group; and provide recommendation for approval to the Risk Management Committee or the Board of Directors;

- Concur on guidelines and conditions for approval of any credit-related products of Corporate Banking, SME Banking, Retail Banking and subsidiaries in the Financial Group; and guidelines and conditions for investment in debt instruments or hybrid financial instruments; and recommend for approval to the Risk Management Committee or the Board of Directors (if required);
- Monitor the credit quality of the Bank and subsidiaries in the Financial Group as well as recommend recovery actions to be taken against troubled-debt cases;
- Assign Inter-bank limits, Global Counterparty Credit Limits and Global Country Limits within the framework approved by the Board of Directors; and review and propose the Sectorial Exposures Limits to the Risk Management Committee and Board of Directors for approval;
- Set policies and guidelines for the management of non-performing assets (NPAs) which were received from the transfer of collateral to the Bank to settle debt or from public auctions of the collateral;
- Review and concur on methodologies and tools for the measurement of credit risk prior to submission to the Risk Management Committee for approval.
- Any other functions as and when directed by the Risk Management committee.

Scope: CIMB THAI Bank Group-wide

## 6. Credit Committee Level 2 (CRC L2)

|                                    |   |                       |
|------------------------------------|---|-----------------------|
| 1. Mr. Preecha Oonchitthi          | Director  | Chairman              |
| 2. Mr. Subhiak Siwaraksa           | President and<br>Chief Executive Officer                | Alternate<br>Chairman |
| 3. Mrs. Panute Na Chiangmai        | Executive Vice President Risk Management Group          | Member                |
| 4. Mrs. Duangphom Sucharitanuwat   | Senior Executive Vice President Corporate Banking Group | Member                |
| 5. Mr. Surachai Chitratsenoo       | Senior Executive Vice President SME Banking Group       | Member                |
| 6. Mr. Ekajai Tivutanond           | Senior Executive Vice President Legal & Recovery Group  | Member                |
| 7. Ms. Sumalee Boonanan            | First Vice President<br>Treasury Group                  | Member                |
| 8. Mrs. Thitawat Pothanant         | Executive Vice President Credit Evaluation Division     | Member                |
| 9. Credit Committee Secretary Team |   | Secretary             |

### CRC L2's Powers, Duties and Responsibilities

The Credit Committee Level 2 reports to the Board on all credit related activities of the Group. The responsibilities of the Credit Committee Level 2 include the following:

- Review and approve credit facilities including investments in debt instruments or hybrid financial instruments without embedded derivatives for clients and / or a group of clients having aggregate limits not exceeding THB 500 million;
- Review and approve changes in terms and conditions for credit facilities extended to clients and/or a group of clients having aggregate limits of up to the legal lending limit;
- Recommend to the Board, all credit proposals and / or investments in debt instruments or hybrid financial instruments without embedded derivatives which exceed THB 500 million, all proposals for investment in debt instruments with embedded derivatives and all lending to related parties;
- Approve, on a case-by-case basis, transactions for which there are no pre-approved credit limits or which exceed pre-approved credit limits;
- Ensure the Group's overall loans portfolio complies with the guidelines of regulatory authorities and approved credit policies and procedures;
- Review and approve recovery actions to be taken for cases within its purview and review loan classifications, loan loss provisions and write-offs. This includes:
  - the approval of debt restructuring / debt settlement without or with hair cut / write off (if any) within the existing loan loss provision for credit facilities extended to the clients and / or a group of clients having aggregate limits not exceeding THB 500 million;

- 6.2 the approval of debt restructuring / debt settlement with no hair cut / write off for credit facilities extended to the client and / or group of clients having aggregate limits up to the legal lending limit;
7. Assess the risk returns trade-off when approving credit facilities to ensure that the facilities granted are within the risk appetite of the Group;
8. Determine and review the internal credit ratings of each loan;
9. Review and approve the management of non-performing assets ("NPAs") which were received from the transfer of collateral to the Bank to settle debts or from public auctions of collaterals including approvals of the offering sale price, sale procedures / payment conditions and sale of NPAs to a person or group of persons of whereby the costs of such NPAs are not over THB 500 million;
10. Recommend the approval of credit facilities, investments and debt restructuring / debt settlements without or with hair cut / write off (if any) within the existing loans loss provision for clients and / or a group of clients having aggregate limits up to the legal lending limit including the management of non-performing assets to the boards of companies within the Financial and
11. Any other functions directed by the Board.

Note: Aggregate limit is total credits granted to and/or contingent liabilities undertaken for and/or investments made in the clients and or a group of clients or principal outstanding and accrued interest plus investments, whichever is higher.

Scope: CIMB THAI Bank Group-wide

## 7. Retail Business Committee (RBC)

|  |  |                       |
|--|--|-----------------------|
| 1. Mr. Subhak Siwaraksa                                    | President and Chief Executive Officer  | Chairman              |
| 2. Mr. Narongchai Wongthanavimok                           | Senior Executive Vice President<br>Strategy & Finance Group  | Member                |
| 3. Mrs. Panute Na Chiangmai<br>or Mrs. Kampoon Visuthiphol | Executive Vice President Risk Management Group<br>Senior Vice President<br>Policy and Consolidated Risk<br>Management Team | Member<br>Member      |
| 4. Mr. Nuekruk Baingem                                     | Executive Vice President<br>Operations Division Executive  | Member                |
| 5. Mr. Tada Chanukitpaisarn **                             | Executive Vice President<br>Sales & Distribution Division  | Member                |
| 6. Ms. Dusamee Kewpalinontha                               | Executive Vice President<br>Retail Banking Product Division  | Member                |
| 7. Mr. Suthee Tentana                                      | Senior Vice President Retail CRM and Analytics Team  | Member &<br>Secretary |

Note:

\* The meeting of the Board of Directors no. 1/2554 held on 20 January 2011 received to seek approval from the Bank of Thailand to appoint Mr. Thawatchai Thanachaiwiray as Senior Executive Vice President of Consumer Sales and Distribution Division, effective from 1 March 2011 since Mr. Thada Chanukitpaisarn has resigned as Executive Vice President of Client Sales and Distribution Division.

### RBC's Powers, Duties and Responsibilities

1. Formulate strategies and initiatives for business growth of retail business taking into consideration the prevailing market conditions and the Bank's resources, competitive environment and risk appetite;
2. Analyze the medium- to long-term development strategies and investment decisions of the Retail Banking Group and the subsidiaries in retail business (including lending, collection, deposit-taking, branch and branch services and back office infrastructure) for submission to the Management Committee;
3. Give concurrence to business plans and budgets, reviews and monitor the performance of the Retail Banking Group and the subsidiaries in retail business;
4. Give concurrence to the launching of new retail products and services of the Bank and its subsidiaries prior to submission to the Risk Management Committee and the Board of Directors for approval situations whereby the products/services are considered new to the bank;
5. Approve the retail banking product programmes for Bank's and its subsidiaries or changes in the features of existing products or services and propose recommendation of approval guidelines and conditions of credit related products to relevant committees for approval;
6. Approve credit related product campaigns which are comply with existing approval guidelines and conditions;

- Approve the execution of marketing plans, including ATL campaigns and BTL campaigns that have been approved by the Marketing and Communications Committee;
  - Approve the expenditure of advertisements, sales promotions and others in relation to marketing plans based on the annual business plans and the annual budgets approved by the Board of Directors;
  - Approve special interest rates and fees for marketing the sales campaigns. Representative(s) from Treasury is(are) to be present in the meeting as well; and
  - Perform any other functions as designated by the Management Committee or the President
- Scope: CIMB THAI Bank Group-wide

#### **8. Assets and Liabilities Management Committee (ALCO)**

|  |  |  |
|--|--|--|
| 1. Mr. Subhiak Swaraksa                    | President and Chief Executive Officer  | Chairman                               |
| 2. Mr. Narongchai Wongthanavimok           | Senior Executive Vice President<br>Strategy & Finance Group  | Member<br>and Alternate<br>Chairperson |
| 3. Mrs. Duangphorn Sucharittanuwat         | Senior Executive Vice President<br>Corporate Banking Group   | Member                                 |
| 4. Mr. Surachai Chitrasonee                | Senior Executive Vice President<br>SME Banking Group   | Member                                 |
| 5. Mr. Lee Teck Seng *                     | Senior Executive Vice President<br>Treasury Group  | Member                                 |
| 6. Mrs. Panute Na Chiangmai                | Executive Vice President<br>Risk Management Group  | Member                                 |
| 7. M.L. Nanthachanya Devvongse             | Senior Executive Vice President<br>Transaction Banking Group   | Member                                 |
| 8. Mr. Suthee Losoponkul                   | Executive Vice President<br>Balance Sheet Management/ Structured Banking Products/<br>Rates and Funding Division | Member                                 |
| 9. Mr. Thada Charukitpaisarn **            | Executive Vice President<br>Consumer Sales & Distribution Division   | Member                                 |
| 10. Ms. Dusenee Kiewpatinontha             | Executive Vice President Retail Banking Product Division   | Member                                 |
| 11. Head, Balance Sheet<br>Management Team |  | Member                                 |
| 12. Head, Interbank Funding Team           |  | Member                                 |
| 13. Head, Market Risk Team                 |  | Member                                 |
| 14. Mrs. Kanyapamch Boonbandam             | First Vice President Balance Sheet Management Team   | Member                                 |

Note:

\* Mr. Lee Teck Seng resigned as Senior Executive Vice President of Treasury Group on 16 February 2011. The meeting of the Board of Directors no. 14/2553 held on 10 December 2010 resolved to seek approval from the Bank of Thailand to appoint Mr. Suthee Losoponkul as Executive Vice President of Treasury Group, effective from 20 January 2011.

\*\* The meeting of the Board of Directors no. 1/2554 held on 20 January 2011 resolved to seek approval from the Bank of Thailand to appoint Mr. Thadasri Thansachavee as Senior Executive Vice President of Consumer Sales and Distribution Division, effective from 1 March 2011 since Mr. Thada Charukitpaisarn has resigned as Executive Vice President of Client Sales and Distribution Division.

#### **ALCO's Powers, Duties and Responsibilities**

- Ensure that the Bank is able to meet its cash flow obligations in a timely and cost effective manner even in times of financial market stress;
- Ensure there is diversification of funding source and to avoid over dependence on volatile sources of funding. [This will be monitored via the Reports on the Top 10 Depositors and Limit on Amount of Funds from a Single Source as a Percentage of the Funding Requirement.]
- Decide on the level of Liquidity Reserves that needs to be maintained in the form of Liquid Assets;
- Ensure Compliance with the Bank of Thailand's liquidity requirements and to periodically review all assumptions made as a consequence of this;
- Approve the contingency funding plan and thereafter to monitor the liquidity management action triggers and the Early Warning System of the Contingency Funding Plan (CFP). Periodically to review the CFP and ensure Operational readiness and testing;

- Oversee the development of the stress test and the stress scenarios for Liquidity Risk and to ensure the Bank is able to meet its obligations under the stress situation;
- Review all new Product Programmes to ensure that the Liquidity Risk and Market Risk reflected in the banking books associated with such new products are properly recognised and managed;
- Recommend the Risk and Returns objectives for the Banking Balance Sheet to the Board and thereafter to approve all the Balance Sheet subject related matters;
- Review, evaluate and approve strategic hedging proposals within limits approved by the Board;
- Provide guidelines for determining special interest rates for Business Groups, with the exception of Capital Markets and Treasury products.
- Deliberate and decide on all FTP matters;
- Analyse, review and evaluate the performance of each product focusing on profitability, volume and market share;
- Review and track the Performance of deposits based on accumulation of initiatives against targets for Retail Banking, SME Banking and Corporate Banking;
- Review and recommend the liquidity risk management policies for managing interest rate risk on banking books to the Board for approval.

Scope: CIMB THAI Bank Group-wide

## **9. IT Strategic Planning Committee (ITSPC)**

|                                    |  |                           |
|------------------------------------|--|---------------------------|
| 1. Mr. Subhak Siwaraksa            | President and Chief Executive Officer  | Chairman                  |
| 2. Mrs.Duangphom Sucharitpanuwat   | Senior Executive Vice President<br>Corporate Banking Group                   | 1st Alternate<br>Chairman |
| 3. Mr. Surachai Chitrasonoe        | Senior Executive Vice President<br>SME Banking Group                         | 2nd Alternate             |
| 4. Mr. Wee Kim Peng                | Senior Executive Vice President<br>Group Information and Operations Division | Chairman<br>Member        |
| 5. Mr. Narongchai Wongthanavimok   | Senior Executive Vice President<br>Strategy & Finance Group                  | Member                    |
| 6. M.L. Nathchanya Davivongse      | Senior Executive Vice President<br>Transaction Banking Group                 | Member                    |
| 7. Mr. Ekajai Tivutanond           | Senior Executive Vice President<br>Legal & Recovery Group                    | Member                    |
| 8. Ms. Dusamee Kiewpalinontha      | Executive Vice President Retail Banking Product Division                     | Member                    |
| 9. Mr. Nuekruuk Boingom            | Executive Vice President Operations Division                                 | Member                    |
| 10. Mr. Krishna Trithavornyuenyong | Executive Vice President Technology Division                                 | Member &<br>Secretary     |

### **ITSPC's Powers, Duties and Responsibilities**

- Define short and long term IT plans, project priorities and appropriate budgets and resources;
- Determine the IT strategic plans to support the overall organisational strategic business plans;
- Consider and determine technical projects, acquisitions and efficiency of technologies as well as the use of relevant equipments;
- Define and monitor the effectiveness in implementing key IT policies and procedures, such as IT security policies, IT governance policies, IT risk management framework;
- Monitor the overall efficiency, performance and effectiveness of IT services;
- Monitor the progress of each IT project in association with the strategies approved;
- Appoint appropriate sub-committees or working groups to carry out the assignments;
- Approve IT projects of which the project cost exceeds Baht 10 million but less than Baht 100 million;
- Review and endorse recommendations IT project which the project cost exceeds Baht 100 million;

10. Approve the purchases or the hiring under a special process for IT project;
11. Ensure the success of the 1Platform Project implementation through engagement with various stakeholders and update relevant bodies;
12. Make and approve decision on the strategy, direction, timeline, resources, staffing, financial and budget of project;
13. Review status and approve key project deliverables of the project;
14. Remove roadblocks and provide on-going support for the project teams;
15. Review the status of the project;
16. Ensure compliance of the governance and administrative structure of the 1Platform Project.

Remark: 2nd Alternate Chairperson and Power, Duties and Responsibilities no.2.11-2.16 Effective on 28 June 2010  
Scope : CIMB THAI Bank Group-wide.

## 10. Market Risk Committee Thailand (MRCT)

|   |  |                     |
|---|--|---------------------|
| 1. Mr. Subhiak Swaraksa   | President and Chief Executive Officer                              | Chairman            |
| 2. Mr. Lee Teck Seng *  | Senior Executive Vice President Treasury Group                     | Member              |
| Ms. Sumalee Boon-a-nan  | First Vice President<br>Treasurer's Office and Risk Analytics Team | Alternate<br>Member |
| 3. Mrs. Duangphom Sucharitanuwat                                | Senior Executive Vice President Corporate Banking Group            | Member              |
| 4. Mr. Ekajai Tivutanond  | Senior Executive Vice President Legal & Recovery Group             | Member              |
| 5. Mr. Narongchai Wongthanavimok                                | Senior Executive Vice President Strategy & Finance Group           | Member              |
| 6. Mrs. Panute Na Chiangmai                                     | Executive Vice President Risk Management Group                     | Member              |
| 7. Mrs. Thitawat Pothanant                                      | Executive Vice President Credit Evaluation Division                | Member              |
| 8. Managing Director CIMB Securities (Thailand) Company Limited |  | Member              |
| 9. Representative from Risk Management Group                    |  | Secretary           |

Note:

\*Mr. Lee Teck Seng resigned as Senior Executive Vice President of Treasury Group on 15 February 2011. The meeting of the Board of Directors no. 14/2553 held on 16 December 2010 resolved to seek approval from the Bank of Thailand to appoint Mr. Sutee Losopoulis as Executive Vice President of Treasury Group, effective from 20 January 2011.

### MRCT's Powers, Duties and Responsibilities

1. Evaluate underwriting proposals for primary and secondary markets and off-market (resulting from mergers and acquisitions) deals for debt and equity instruments from the Group, namely:
  - Underwriting of IPOs, equity offerings and rights issues and underwriting or bought deals for debt securities issuances
  - Secondary market block placements and to ensure that the pricing of any proposal is adequate to compensate the risks. Sufficient measures are also taken to mitigate against adverse market movements. Assessments are also made on the extent to which market conditions are conducive for the success of the deals.
2. Review and recommend for approval to the Board of Directors/delegated Board member(s) of CIMB Thai the underwriting firm or bought deals for debt securities issuance.
3. Review and recommend for approval to the EXCO/BOD of CIMB Securities (Thailand) Co.,Ltd. the underwriting firm of equity and right issues.
4. Review and recommend to the BOD/delegated Board member(s) for approval of the holding amount of any debt securities for market making purposes with the following conditions:
  - The debt securities are underwritten by CIMB Thai
  - Within 90 days after the issue date, the holding amount must be within the limit approved by BOD/delegated BOD member(s)
  - After 90 days from the issue date, the holding must not exceed 15% of the underwriting amount subject to the overall cap of market making portfolio.

Scope: CIMB Thai Bank Group-wide (including CIMB Securities (Thailand) Co., Ltd.)

## 11. Marketing and Communications Committee (Marcomm)

|                                   |   |                    |
|-----------------------------------|---|--------------------|
| 1. Mr. Subhak Siwaraksa           | President and Chief Executive Officer                                     | Chairman           |
| 2. Mrs. Duangphom Sucharittanuwat | Senior Executive Vice President Corporate Banking Group                   | Member             |
| 3. Mr. Surachai Chitratsenoo      | Senior Executive Vice President SME Banking Group                         | Member             |
| 4. Mr. Narongchai Wongthanavimok  | Senior Executive Vice President Strategy & Finance Group                  | Member             |
| 5. Ms. Dusamee Kewpalinontha      | Executive Vice President Retail Banking Product Division                  | Member             |
| 6. Mr. Wee Kim Peng               | Senior Executive Vice President Group Information and Operations Division | Member             |
| 7. Mr. Kongpob Watanasin          | Executive Vice President Human Resources Management Division              | Member             |
| 8. Mrs. Thitawat Pothanant        | Executive Vice President Credit Evaluation Division                       | Member             |
| 9. Mr. Prapas Thongsuk            | Executive Vice President Corporate Communications Office                  | Member & Secretary |

### Powers, Duties and Responsibilities

- Provide strategic directions and guidance for CIMB THAI group wide, aligning it to the Group's brand management and positioning, across all businesses and markets;
  - Review and approve all marketing plans, including all ATL campaigns and major BTL campaigns;
  - Address all elements with regards to general advertising spent and associated media exposure; and
  - Review and approve the medium and processes of all internal and external communications
- Scope: CIMB THAI Bank Group-wide

## 12. Basel II Steering Committee

|                                   |   |           |
|-----------------------------------|---|-----------|
| 1. Mr. Subhak Siwaraksa           | President and Chief Executive Officer                                     | Chairman  |
| 2. Mrs. Duangphom Sucharittanuwat | Senior Executive Vice President Corporate Banking Group                   | Member    |
| 3. Mr. Surachai Chitratsenoo      | Senior Executive Vice President SME Banking Group                         | Member    |
| 4. Mr. Lee Teck Seng *            | Senior Executive Vice President Treasury Group                            | Member    |
| 5. Mr. Ekajai Tivutanond          | Senior Executive Vice President Legal & Recovery Group                    | Member    |
| 6. Mr. Wee Kim Peng               | Senior Executive Vice President Group Information and Operations Division | Member    |
| 7. Mrs. Panute Na Chiangmai       | Executive Vice President Risk Management Group                            | Member    |
| 8. Ms. Ng Wai Yee                 | Executive Vice President Finance Division                                 | Member    |
| 9. Mr. Nuekrirk Boengom           | Executive Vice President Operations Division                              | Member    |
| 10. Ms. Dusamee Kewpalinontha     | Executive Vice President Retail Banking Product Division                  | Member    |
| 11. Mr. Thaphop Klaesuwan         | Senior Vice President Compliance Section                                  | Member    |
| 12. Ms. Suchada Phokasub          | Senior Vice President Credit and Operational Risk Division                | Secretary |

Note:

\* Mr. Lee Teck Seng resigned as Senior Executive Vice President of Treasury Group on 15 February 2011. The meeting of the Board of Directors no. 14/2553 held on 16 December 2010 resolved to seek appointment from the Bank of Thailand to appoint Mr. Sunee Liseapornrat as Executive Vice President of Treasury Group, effective from 20 January 2011.

### Roles and Responsibilities

- Ensure all Basel II initiatives achieve the minimum requirements imposed by regulators.
- Perform cost-benefit analysis on various options to achieve optimal benefit for the Group.
- Review progress of project milestones to ensure that all initiatives are executed within the scope and framework of the implementation plan.
- Ensure sufficient resources and support to achieve all milestones and implementation timelines.
- Approve the engagement of external system solutions & consultant services based on Board approved budget.
- Appoint Basel II Working Committee to review the work progress and resolve issues arising from each work stream and to appoint sub-working groups to work on any particular issues related to Basel II.

### 13. Credit Committee Level 3 (CCC L3)

#### 1. Credit Committee Level 3 (Set 1)

|     |                                 |             |
|-----|---------------------------------|-------------|
| 1.1 | Ms. Suwanna Leewiraphan         | Chairperson |
| 1.2 | Mr. Somchai Toemtrisna          | Member      |
| 1.3 | Mr. Suwat Summashipvitsavakul   | Member      |
| 1.4 | Mr. Somchai Vongpiyasatit       | Member      |
| 1.5 | Mr. Chalempol Dechart           | Member      |
| 1.6 | Credit Committee Secretary Team | Secretary   |

#### 2. Credit Committee Level 3 (Set 2)

|     |                                 |             |
|-----|---------------------------------|-------------|
| 1.1 | Ms. Apinya Punjaithi            | Chairperson |
| 1.2 | Mr. Samchai Benchapathorrong    | Member      |
| 1.3 | Mr. Wongkasern Kamthanal        | Member      |
| 1.4 | Ms. Siriporn Sirisingha         | Member      |
| 1.5 | Mr. Sonthit Chukate             | Member      |
| 1.6 | Credit Committee Secretary Team | Secretary   |

#### Powers, Duties and Responsibilities

The Credit Committee Level 3 reports to the Credit Committee Level 2 on all credit related activities of the Group. The responsibilities of the Credit Committee Level 3 include the following:

1. Review and approve credit facilities extended to the clients and / or group of clients having aggregate limits not exceeding THB 100 million;
2. Recommend to the Board for approval all lending related parties for credit proposals which do not exceed THB 100 million;
3. Approve, on a case-by-case basis, transactions for which there are no pre-approved credit limits or pre-approved credit limits that exceeded;
4. Ensure the Group's overall loans portfolio meets with the guidelines of regulatory authorities and approved credit policies and procedures;
5. Review and approve recovery actions to be taken against cases within the Committee's sanction and the review of loan classification, loan loss provisions and write-offs including the approval of debt restructuring / debt settlement without or with hair cut / write-off (if any) within the existing loan loss provision for credit facilities extended to the clients and / or a group of clients having aggregate limits not exceeding THB 100 million;
6. Assess the risk returns trade-off when approving loans and advances to ensure that facilities granted are within the risk appetite of the Group;
7. Determine and review the internal credit ratings of each loan;
8. Recommend to the boards of companies in the Bank's Financial Group for approval of credit facilities, and debt restructuring / debt settlement without or with hair cut / write off (if any) within the existing loans loss provision for the clients and / or the group of clients having aggregate limits not exceeding THB 100 million; and
9. Any other functions as and when directed by the Credit Committee Level 2.

Note: Aggregate limit is total credits granted to and/or contingent liabilities undertaken for and/or investments made in the client and / or group of clients or principal outstanding and accrued interest plus investments, whichever is higher.

Scope: CIMB THAI Bank Group-wide

## Attendance of Directors at Board Committee Meetings

| Name                           | Board of Directors |                   |              |                                     |                           |                                 |
|--------------------------------|--------------------|-------------------|--------------|-------------------------------------|---------------------------|---------------------------------|
|                                | (1)<br>Bank        | (2)<br>Management | (3)<br>Audit | (4)<br>Nomination &<br>Remuneration | (5)<br>Risk<br>Management | (6)<br>Credit Risk<br>Committee |
| 1. Mr. Chakramon Phasukavanich | 14/14              | -                 | -            | -                                   | -                         | -                               |
| 2. Dato' Robert Cheem Dau Meng | 12/14              | -                 | -            | 9/11                                | -                         | -                               |
| 3. Mr. Sukont Kanjanahuttakit  | 13/14              | -                 | 19/19        | -                                   | -                         | -                               |
| 4. Dato' Shaarani Bin Ibrahim  | 14/14              | -                 | 19/19        | 11/11                               | -                         | -                               |
| 5. Mrs. Watanan Petensik *     | 12/14              | -                 | -            | 9/11                                | -                         | -                               |
| 6. Mr. Preecha Onchitthi       | 13/14              | -                 | -            | -                                   | -                         | -                               |
| 7. Mr. Kenny Kim               | 9/14               | -                 | -            | -                                   | 8/15                      | -                               |
| 8. Mr. Subhak Sivaraksa        | 14/14              | 46/46             | -            | -                                   | 15/15                     | 10/10                           |
| 9. Mr. Chin Yuen Yin **        | 9/10               | -                 | -            | -                                   | -                         | -                               |
| 10. Mr. Chatchawal Eiamsri *** | 10/11              | -                 | 9/14         | -                                   | -                         | -                               |

| Name                           | Board of Directors                    |                           |  |                               |  |                                      |                              |
|--------------------------------|---------------------------------------|---------------------------|--|-------------------------------|--|--------------------------------------|------------------------------|
|                                | (7)<br>Credit<br>Committee<br>Level 2 | (8)<br>Retail<br>Business | (9)<br>Assets and<br>Liabilities<br>Management | (10)<br>Strategic<br>Planning | (11)<br>Market Risk<br>Committee<br>Thailand | (12)<br>Marketing &<br>Communication | (13)<br>Basel II<br>Steering |
| 1. Mr. Chakramon Phasukavanich | -                                     | -                         | -  | -                             | -  | -                                    | -                            |
| 2. Dato' Robert Cheem Dau Meng | -                                     | -                         | -  | -                             | -  | -                                    | -                            |
| 3. Mr. Sukont Kanjanahuttakit  | -                                     | -                         | -  | -                             | -  | -                                    | -                            |
| 4. Dato' Shaarani Bin Ibrahim  | -                                     | -                         | -  | -                             | -  | -                                    | -                            |
| 5. Mrs. Watanan Petensik *     | -                                     | -                         | -  | -                             | -  | -                                    | -                            |
| 6. Mr. Preecha Onchitthi       | 54/54                                 | -                         | -  | -                             | -  | -                                    | -                            |
| 7. Mr. Kenny Kim               | -                                     | -                         | -  | -                             | -  | -                                    | -                            |
| 8. Mr. Subhak Sivaraksa        | 37/54                                 | 13/13                     | 13/13  | 6/6                           | 20/20  | 3/3                                  | 4/4                          |
| 9. Mr. Chin Yuen Yin **        | -                                     | 7/9                       | -  | -                             | -  | -                                    | -                            |
| 10. Mr. Chatchawal Eiamsri *** | -                                     | -                         | -  | -                             | -  | -                                    | -                            |

### Note:

- \* The Board of Directors meeting no.14/2010, held on 16 December 2010, passed a resolution to appoint Mrs. Watanan Petensik as member of the Audit Committee, taking effect on 10 December 2010.
- \*\* Mr. Chin Yuen Yin resigned from the Board of Directors on 27 August 2010, taking effect on 1 September 2010.
- \*\*\* Mr. Chatchawal Eiamsri resigned from the Board of Directors on 22 September 2010, taking effect on 30 September 2010.

## G. CIMB Thai Executives

In 2010, the principal focus was on attracting talents and conducting the search for professionals from diverse professional backgrounds with a broad spectrum of experience and expertise combined with integrity and the drive to deliver on the Bank's business strategy. An interview panel was formed according to the Bank's policy with strict adherence to the selection and nomination processes for all new senior executive appointments.

### 1. CIMB Thai Executive Management

|                                  |   |
|----------------------------------|---|
| 1. Mr. Subhak Siwaraiksa         | President and Chief Executive Officer                                     |
| 2. Mrs. Duangphom Sucharitanuwat | Senior Executive Vice President Corporate Banking Group                   |
| 3. Mr. Surachai Chitratsonee     | Senior Executive Vice President SME Banking Group                         |
| 4. Mr. Lee Teck Seng *           | Senior Executive Vice President Treasury Group                            |
| 5. M.L. Nathchanya Davivongse    | Senior Executive Vice President Transaction Banking Group                 |
| 6. Mr. Ekajai Tivutanond         | Senior Executive Vice President Legal & Recovery Group                    |
| 7. Mr. Narongchai Wongthanavimok | Senior Executive Vice President Strategy & Finance Group                  |
| 8. Mr. Wee Kim Peng              | Senior Executive Vice President Group Information and Operations Division |
| 9. Mrs. Panute Na Chiangmai      | Executive Vice President Risk Management Group                            |
| 10. Mr. Kongpob Watanasin        | Executive Vice President Human Resources Management Division              |
| 11. Ms. Dusanee Klowpatinontha   | Executive Vice President Retail Banking Group                             |
| 12. Mr. Tada Charukitpaisarn **  | Executive Vice President Consumer Sales and Distribution Division         |
| 13. Mr. Prapas Thongsuk          | Executive Vice President Corporate Communications Office                  |

Note:

\* Mr. Lee Teck Seng resigned as Senior Executive Vice President of Treasury Group on 15 February 2011. The meeting of the Board of Directors no. 14/2553 held on 16 December 2010 received to seek approval from the Bank of Thailand to appoint Mr. Suthee Losoponkul as Executive Vice President of Treasury Group, effective from 20 January 2011.

\*\* The meeting of the Board of Directors no. 1/2554 held on 20 January 2011 received to seek approval from the Bank of Thailand to appoint Mr. Thanasit Thanachaiwat as Senior Executive Vice President of Consumer Sales and Distribution Division, effective from 1 March 2011 since Mr. Tada Charukitpaisarn has resigned as Executive Vice President of Consumer Sales and Distribution Division.

Based on the criteria defined by the SEC Office, CIMB Thai's EVP and above and executive management in the Accounting & Finance Division as of 31 December 2010 are listed below;

|                                  |   |
|----------------------------------|---|
| 1. Mr. Subhak Siwaraiksa         | President and Chief Executive Officer                                     |
| 2. Mrs. Duangphom Sucharitanuwat | Senior Executive Vice President Corporate Banking Group                   |
| 3. Mr. Surachai Chitratsonee     | Senior Executive Vice President SME Banking Group                         |
| 4. Mr. Lee Teck Seng *           | Senior Executive Vice President Treasury Group                            |
| 5. M.L. Nathchanya Davivongse    | Senior Executive Vice President Transaction Banking Group                 |
| 6. Mr. Ekajai Tivutanond         | Senior Executive Vice President Legal & Recovery Group                    |
| 7. Mr. Narongchai Wongthanavimok | Senior Executive Vice President Strategy & Finance Group                  |
| 8. Mr. Wee Kim Peng              | Senior Executive Vice President Group Information and Operations Division |
| 9. Mr. Suthee Losoponkul         | Executive Vice President Treasury Group                                   |
| 10. Mrs. Panute Na Chiangmai     | Executive Vice President Risk Management Group                            |
| 11. Ms. Ng Wal Yee               | Executive Vice President Finance Division                                 |
| 12. Mrs. Teeraporn Ratanopas     | Vice President, Financial Accounting Department                           |

Note:

\* Mr. Lee Teck Seng resigned as Senior Executive Vice President of Treasury Group on 15 February 2011. The meeting of the Board of Directors no. 14/2553 held on 16 December 2010 received to seek approval from the Bank of Thailand to appoint Mr. Suthee Losoponkul as Executive Vice President of Treasury Group, effective from 20 January 2011.

## 2. Director and Management Remuneration as of 31 December 2010

### Financial Remuneration

#### a. Remuneration of Board Members

This report describes the current components of the remuneration policy together with the details of the remuneration of each person who served as a Director in 2010. The aggregate remuneration for Directors comprising salaries as well as meeting and auditing allowances amounted to THB 9,300,000 (as compared to THB 8,760,000 in 2009), as described below:

|  |     |                                 |
|--|-----|---------------------------------|
| 1. Board of Directors                    | THB | 5,788,000 (2009: THB 4,804,000) |
| 2. Audit Committee                       | THB | 1,464,000 (2009: THB 1,784,000) |
| 3. Nomination and Remuneration Committee | THB | 1,104,000 (2009: THB 984,000)   |
| 4. Credit Committee Level 2              | THB | 624,000 (2009: THB 624,000)     |
| 5. Retail Business Committee             | THB | 320,000 (2009: THB 120,000)     |

| Name                           | Positions                             | Board of Directors |                  |                           |                |                 |
|--------------------------------|---------------------------------------|--------------------|------------------|---------------------------|----------------|-----------------|
|                                |                                       | Bank               | Audit            | Nomination & Remuneration | Credit Level 2 | Retail Business |
| 1. Mr. Chakramon Phanukavanich | Chairman                              | 2,400,000          | -                | -                         | -              | -               |
| 2. Dato' Robert Chern Dau Meng | Vice Chairman                         | -                  | -                | -                         | -              | -               |
| 3. Mr. Sukont Karjanon-Hutakot | Independent Director                  | 624,000            | 624,000          | -                         | -              | -               |
| 4. Dato' Shahnani Bin Ibrahim  | Independent Director                  | 624,000            | 480,000          | 480,000                   | -              | -               |
| 5. Mrs. Watanan Petruksik      | Independent Director                  | 624,000            | -                | 624,000                   | -              | -               |
| 6. Mr. Prawita Donchit         | Director                              | 624,000            | -                | -                         | 624,000        | -               |
| 7. Mr. Kenny Kim *             | Director                              | -                  | -                | -                         | -              | -               |
| 8. Mr. Subhak Sivaraksa **     | President and Chief Executive Officer | 624,000            | -                | -                         | -              | -               |
| 9. Mr. Chin Yuen Yin           | Director                              | 360,000            | -                | -                         | -              | 320,000         |
| 10. Mr. Chatcharawit Birachai  | Independent Director                  | 96,000             | 360,000          | -                         | -              | -               |
| <b>Total</b>                   |                                       | <b>5,788,000</b>   | <b>1,464,000</b> | <b>1,104,000</b>          | <b>624,000</b> | <b>320,000</b>  |

#### Note:

\* CIMB Bank Berhad has appointed two representatives to the Board, namely, Dato' Robert Chern Dau Meng and Mr. Kenny Kim, both of whom will not receive any remuneration as directors and members of Board Committees.

\*\* Most of the committees are now being chaired by the President. The President has declared that he will not receive any allowance for his attendance at those committee meetings.

#### b. Remuneration for Senior Executives

The Board is responsible for determining the procedures for evaluating the performance of Senior Executives based on the responsibilities, challenges and risks that faced by each director, with emphasis on maximizing personal contributions to deliver sustainable shareholder value. The Board is also responsible for determining the appropriate remuneration packages for full-time and part-time employees or any other persons having material relationship with the Bank, as recommended by Executive Management. In 2010, the aggregate remuneration for 8 Senior Executives at or above the position of Senior Executive Vice President stood at THB 48,562,620.

#### c. Other Benefits

In 2010, the Bank's contribution towards the provident funds for 6 Senior Executives at or above the position of Senior Executive Vice President amounted to THB 2,009,205.

| Name / Position   | Age | Education   | Total Company Share holding | Period   | Position  | Work Experiences<br>Company / Organisation |
|---|-----|---|-----------------------------|--|---|--|
| 1. Mr. Chokrattin Pratukasorn<br>Chairman   | 62  | <ul style="list-style-type: none"> <li>- M.A. (Economics), California State University, Northridge, U.S.A.</li> <li>- B.A. (Economics), Chulalongkorn University</li> <li>- Certificate of Senior Executive Development Program (Class 12)</li> <li>- The National Defence Course, The National Defence College (Class 39)</li> </ul> <p><b>Training</b></p> <ul style="list-style-type: none"> <li>- Role of the Chairman Program (RCP)</li> <li>- Current Issue Seminar (CIS)</li> <li>- Director Certification Program (DCP)</li> <li>- Audit Committee Program (ACP)</li> <li>- Finance for Non-Finance Director (FND)</li> <li>- Director Accreditation Program (DAP)</li> </ul> | -                           | <ul style="list-style-type: none"> <li>2002 - Present Director</li> <li>2009 - Present Member</li> <li>2004 - Present Member</li> <li>2003 - 2009 Member</li> <li>2005 - 2009 Independent Director and Chairman of Nomination and Remuneration Committee</li> <li>2007 - 2009 Chairman</li> <li>2006 - 2008 Member</li> <li>2005 - 2008 Chairman</li> <li>2005 - 2009 Chairman</li> <li>2004 - 2008 Permanent Secretary</li> <li>2004 - 2009 Director</li> <li>2004 - 2008 Chairman</li> <li>2004 - 2008 Chairman</li> <li>2004 - 2008 Chairman</li> <li>2002 - 2008 Director of Audit Committee</li> <li>2004 - 2008 Chairman of the Board</li> </ul> | <ul style="list-style-type: none"> <li>Indaram Ventures PCL,</li> <li>Council Burapha University</li> <li>Office of the Council of State</li> <li>Monetary Policy Committee of the Bank of Thailand</li> <li>Thai Oil PCL</li> </ul> <ul style="list-style-type: none"> <li>Electrical and Electronics Institute</li> <li>National Legislative Assembly</li> <li>Small and Medium Enterprise Development Bank of Thailand</li> <li>Foundation for Thailand Productivity Institute</li> <li>Industry Ministry</li> <li>Asian Productivity Organization</li> <li>Thailand Productivity Institute</li> <li>Thailand Automotive Institute</li> <li>Thailand Trade Institute</li> <li>Thai Asset Management Corporation</li> </ul> |  |
| 2. Dray Robert<br>Chairman Ming<br>- Vice Chairman<br>Member and<br>Alternate<br>- Chairman of<br>Nomination and<br>Remuneration<br>Committee | 60  | <ul style="list-style-type: none"> <li>- Fellow of the Institute of Chartered Accountants in England and Wales</li> <li>- Member of the Malaysian Institute of Accountants</li> </ul> <p><b>Training</b></p> <ul style="list-style-type: none"> <li>- First Malaysian International Services Summit (12 January 2010)</li> <li>- Bursa Malaysia Securities Berhad Focus Group for Board of Directors (14 April 2010)</li> <li>- CIMB-insead Leadership Program - invitation to a Leadership Council Workout (10-11 June 2010)</li> <li>- CIMB-insead Leadership Programme (2010)</li> </ul>   | -                           | <ul style="list-style-type: none"> <li>Since 2006 Advisor</li> <li>1999 - 2006 Executive Director</li> <li>1993 - 1999 Chief Executive Officer</li> <li>Since 2005 Director</li> <li>Since 2005 Chairman and Independent</li> <li>Non-Executive Director</li> <li>Non-Independent Non-Executive Director</li> </ul>  | <ul style="list-style-type: none"> <li>CIMB Investment Bank Berhad</li> <li>CIMB Investment Bank Berhad</li> <li>CIMB Investment Bank Berhad</li> <li>CIMB GK Pte Ltd</li> <li>Tanjong PCL</li> </ul>   |  |
| 3. Mr. Sukant<br>Kanjana Huttakit<br>Independent<br>Director<br>- Chairman of<br>Audit Committee  | 64  | <ul style="list-style-type: none"> <li>- M.A. (Finance), Virginia Polytechnic and State University, USA</li> <li>- B.A. (Finance), Virginia Polytechnic and State University, USA</li> </ul> <p><b>Training</b></p> <ul style="list-style-type: none"> <li>- Audit Committee Program (ACP) Class 39/2010</li> <li>- Director Certification Program (DCP)</li> </ul>   | -                           | <ul style="list-style-type: none"> <li>Present Executive Advisor</li> <li>1996-Present Director</li> <li>1993-Present Director</li> <li>1986-Present Director</li> <li>1993-Present Director</li> <li>1990-Present Director</li> <li>1973-Present Director</li> <li>1996-2006 Director (Authorized Signatory)</li> <li>2007 - 2009 Member of Management Committee</li> <li>1979 - 2006 Chairman and Senior Partner</li> </ul>  | <ul style="list-style-type: none"> <li>Star Outstanding Thailand Co., Ltd.</li> <li>Kirisanpanich Leasing Co., Ltd.*</li> <li>SA Corporate Restructuring Co., Ltd.*</li> <li>ES Services Co., Ltd.*</li> <li>CMA Consultant Services Co., Ltd.*</li> <li>AC Consultant Services Co., Ltd.*</li> <li>KB Advisory Co., Ltd.*</li> <li>Kirisanpanich Leasing Co., Ltd.</li> </ul>  |  |

\* Under liquidation process

| Name / Position  | Age | Education  | Total Company Share holding | Work Experiences   |  |  |
|--|-----|--|-----------------------------|--|--|--|
|  |     |  |                             | Period   | Position   | Company / Organisation   |
| 4. Dato' Shahnaz Bin Ibrahim<br>- Independent Director<br>- Member of Audit Committee<br>- Member of Nomination and Remuneration Committee | 61  | B.A(Hons) (International Relations), Universiti Malaya<br><br><b>Training</b><br>- Director Accreditation Program April 2010, Institute of Directors Thailand<br>- The Non-Executive Director Development Series August 2009 "Corporate Governance" by PricewaterhouseCoopers  | -                           | Present<br>Present<br>Present<br>Present<br>2005 - 2009<br>2002 - 2005                       | Board Member<br>Chairman<br>Chairman, Risk Committee<br>Member, Audit Committee<br>Independent Director<br>Chairman, Remuneration Committee<br>Member, Audit Committee<br>Member, Nomination Committee<br>Ambassador of Malaysia<br>Ambassador of Malaysia | Universiti Putra Malaysia<br>CMB Bank PLC, Cambodia<br><br>Dragon Group International Limited, Singapore<br><br>Kingdom of Thailand<br>Kingdom of Spain        |
| 5. Mrs. Wanaren Petersik<br>- Independent Director<br>- Chairman of Nomination and Remuneration Committee<br>- Member of Audit Committee   | 50  | AB Bryn Mawr College, PA, USA.<br><br><b>Training</b><br>- Bursaria Sdn Bhd; Mandatory Accreditation Programme (MAP) for Directors of Public Listed Companies (17-18 March 2010)<br>- Director Accreditation Program (DAP 20/2010) English Program : 27 April 2010<br>- Certificate, Singapore Institute of Directors course : Role of Directors   | -                           | Present<br>Present<br>Present<br>Present<br>1996 - 2006                                      | Independent Director<br>Non-Executive Director<br>Senior Advisor/Consultant<br>Director, Lien Centre for Social Innovation<br>Chief of Staff, Managing Director, Investment Banking Division   | CMB Group Holdings Berhad<br>Asia Capital Advisory PTE Ltd.<br>TPG Capital Asia<br>Singapore Management University<br><br>Goldman Sachs Asia LLC,<br>Hong Kong |
| 6. Mr. Preeda Donchit<br>- Director (Authorized Signature)<br>- Chairman of Credit Committee Level 2                                       | 65  | Bachelor Degree in Economics, Thammasat University<br><br><b>Training</b><br>- Director Certification Program (DCP)<br>- Finance for Non-Financial Director (FND)  | -                           | 2003-Present<br>2003-Present<br>2002-2010<br>2004-2007                                       | Independent Director and Chairman of Audit Committee<br>Director<br>Chairman (Authorized Signature)<br>Director  | Eastern Star Real Estate Public Co., Ltd.<br><br>Eastern Star Resort Co., Ltd.<br>BT Insurance Co., Ltd.<br><br>Con-Plus and Management Co., Ltd.              |
| 7. Mr. Kenny Kim<br>- Director<br>- Alternate Chairman of Risk Management Committee  | 43  | - Masters of Science in Finance, University of Lancaster, UK<br>- A fellow of the Association of Chartered Certified Accountants, UK<br>- A member of the Malaysian Institute of Accountants<br>- A member of Institute of Chartered Accountants in England and Wales' Corporate Finance Faculty<br><br><b>Training</b><br>Blue Ocean Strategy Course Certification Workshop, Various invited Speakers | -                           | 2001 - Present<br>1999-2000<br>1995-1996<br>1995-1996<br>1994-1995<br>1993-1994<br>1991-1993 | Group Chief Financial Officer and Head of Group Strategy and Finance Division<br>Assistant General Manager<br>Senior Manager<br>Manager<br>Assistant Manager<br>Executive<br>Audit Senior  | CMB Investment Bank Berhad<br><br>CMB<br><br>CMB<br><br>CMB<br><br>CMB<br><br>CMB  |

| Name / Position  | Age | Education  | Total Company Share holding | Work Experiences                          |  |   |
|--|-----|--|-----------------------------|---|--|---|
|  |     |  |                             | Period                                    | Position   | Company / Organisation  |
| B. Mr. Sudtak Dhamasak<br>- Director (Authorized Signatory)<br>- President and Chief Executive Officer<br>- Chairman of Management Committee<br>- Chairman of Risk Management Committee<br>- Chairman of Credit Risk Committee<br>- Alternate Chairman of Credit Committee Level 2<br>- Chairman of Retail Business Committee<br>- Chairman of Assets and Liabilities Management Committee<br>- Chairman of IT Strategic Planning Committee<br>- Chairman of Market Risk Committee Thailand<br>- Chairman of Marketing and Communications Committee<br>- Chairman of Basel II Steering Committee | 54  | - Ph.D. in Economics and Monetary Economics, University of Pennsylvania, U.S.A.<br>- M.A. Law and Diplomacy, Fletcher School of Law and Diplomacy, Tufts University, Massachusetts, U.S.A.<br>- B.A. English Literature Honours Program and Economics, Georgetown University, Washington D.C., USA | -                           | 2009 - 2009<br>2008 - 2009<br>2003 - 2008 | Director, Executive Director, and Chairman of Compensation Committee<br>Chairman of the Board of Directors<br>Chief Executive Officer and President AVP, EVP, EVP and SEVP | Export-Import Bank of Thailand<br>TMB Asset Management Co., Ltd<br>TMB Bank PCL<br>TMB Bank PCL |

## Management Committee's Profile

| Name / Position  | Age | Education   | Total Company Share holding | Work Experiences  |   |   |
|--|-----|---|-----------------------------|---|---|---|
|  |     |   |                             | Period  | Position  | Company / Organisation  |
| 1. Mrs. Duangphom Suchartmanoos<br>Senior Executive Vice President Corporate Banking Group | 59  | - MBA, Thammasat University<br>- Bachelor of Accounting, 2nd Class Honours, Chulalongkorn University<br><br><b>Training</b><br>- Director Certification Program (DCP)<br>- The Financial and Macro Economic Effects of the new Basel accord<br>- Customer Centricity and Enterprise Agility in Financial Service-Today's Global Industry Trends<br>- Managing The Recovery: Challenges Ahead<br>- Management Development Program (CAM.B) Capital market Academy<br>- Top Executive Program in Commerce and Trade (TEPCoT3) Commerce Academy<br>- Leadership for CHANGE<br>- Advanced Security Management program : ADMP 2<br>The National Defence College Association of Thailand (NDCAT) | -                           | 2009  | Chairwoman (Authorized Signatory)<br>Councillor<br>Board of Advisor<br>Council Member   | CMB Securities (Thailand) Co.,Ltd.<br>(Formerly known as "BT Securities Co.,Ltd")<br>Thailand Management Association<br>Tham Udom Suksa Parents And Teachers Association<br>Yuthana Na Nagara Foundation<br>The Thai Chamber of Commerce  |
| 2. Mr. Surachai Chitsayane<br>Senior Executive Vice President SME Banking Group            | 60  | - M.A. (Economics), State University of New York at Binghamton, U.S.A.<br>- B.S. (Economics), Central Missouri State University, U.S.A.   | -                           | 2005 - Present<br>2005 - Present<br>2005 - 2008<br>2002 - 2003<br>1999 - 2001<br>1992 - 1998<br>1990 - 1992<br>1990 - 1990<br>1978 - 1987 | Chairman<br>Chairman<br>SEVP & Head of Retail Banking<br>Managing Director<br>Executive Vice President & Head of Corporate Banking<br>President<br>Deputy Managing Director<br>Vice President<br>Vice President   | BT Leasing Co.,Ltd.<br>BT World Lease Co.,Ltd.<br>CMB Thai Bank PCL.<br>BT Insurance Co.,Ltd.<br>Bank of Asia PCL (a subsidiary of ABN AMRO)<br>Premier Finance and Securities Co., Ltd.<br>A.G.C. (Thailand) Finance and Securities Co.,Ltd. (a subsidiary of the Westpac Banking Group from Australia)<br>Bank of America<br>Chase Manhattan Bank |
| 3. Mr. Lee Teck Beng<br>Senior Executive Vice President Treasury Group                     | 54  | Bachelor of Science, (2nd Class Honours), University of Malaya, Malaysia<br><br><b>Training</b><br>Global Business Consortium, London Business School   | -                           | 2007 - 2008<br>2006 - 2007<br>2005 - 2006<br>2004 - 2005<br>2003 - 2004<br>1996 - 2003<br>1994 - 1996<br>1990 - 1994                      | Head, Global Markets<br>Regional Treasurer<br>Senior Banker, Client Relationships, Wholesale Bank<br>Head, Public Sector & Financial Institutions, Client Relationships, Wholesale Bank<br>Head, Global Markets<br>Head, Global Markets<br>Deputy to Treasurer<br>Operative Officer to Director | ABN AMRO Bank Berhad<br>United Overseas Bank Ltd.<br>Standard Chartered Bank (Malaysia)<br>Bank<br>Standard Chartered Bank (Malaysia)<br>Standard Chartered Bank (Thailand)<br>Standard Chartered Bank (Malaysia)<br>Citibank Malaysia<br>Malayan Banking Berhad  |

| Name / Position   | Age | Education  | Total Company Share holding | Work Experiences   |   |                        |
|---|-----|--|-----------------------------|--|---|------------------------|
|   |     |  |                             | Period   | Position  | Company / Organisation |
| 4. Mr.Nothitanya Daivongse<br>Senior Executive Vice President Transaction Banking Group               | 42  | <ul style="list-style-type: none"> <li>- MBA (International Business Management &amp; Marketing) Oregon State University, Oregon, USA.</li> <li>- BA (International Finance/Banking) Oregon State University, Oregon, USA.</li> </ul>  | -                           | <ul style="list-style-type: none"> <li>2009 - 2010 Director – Regional Sales, Cash Management Corporate</li> <li>2005 - 2009 Head, Global Transaction Banking</li> <li>2004 - 2005 Head, Global Cash Management</li> <li>2001 - 2004 SVP, Cash Management Services</li> </ul>  | <ul style="list-style-type: none"> <li>Deutsche Bank AG, Bangkok</li> <li>Deutsche Bank AG, Bangkok</li> <li>Deutsche Bank AG, Bangkok</li> <li>Sumitomo Mitsui Banking Corporation, Bangkok</li> </ul>   |                        |
| 5. Mr. Ekapol Tivutanon<br>Senior Executive Vice President Legal and Recovery Group                   | 58  | <ul style="list-style-type: none"> <li>- Master of Law (LLM), Columbia University, New York, U.S.A</li> <li>- Barrister at Law</li> <li>- Bachelor of Law (LLB) (1st Class Honours), Thammasat University</li> </ul>   | -                           | <ul style="list-style-type: none"> <li>Present Director (Authorized Signatory)</li> <li>2009 - 2010 Director (Authorized Signatory)</li> <li>2009 - 2010 Chairman (Authorized Signatory)</li> </ul>  | <ul style="list-style-type: none"> <li>Sathorn Asset Management Co., Ltd.</li> <li>CT COLT Co., Ltd.</li> <li>BT Insurance Co., Ltd.</li> <li>BT Asset Management Co., Ltd. (Now CMB-Principal Asset Management Co., Ltd)</li> </ul>  |                        |
| 6. Mr. Narongchai Wongsaivimol<br>Senior Executive Vice President Strategy & Finance Group            | 48  | <ul style="list-style-type: none"> <li>- Master of Science (Information Systems), Golden Gate University</li> <li>- Master of Business Administration (Finance), University of Pittsburgh</li> <li>- Bachelor of Arts (Economics), Thammasat University</li> </ul> <p><b>Training</b></p> <ul style="list-style-type: none"> <li>- Director Certification Program (DCP)</li> <li>- CFO - Becoming a Strategic Partner, University of Pennsylvania, USA</li> <li>- Senior Finance Management Program, Executive Development Internation, UK</li> <li>- CMB-Indeed Leadership Development Program</li> </ul> | -                           | <ul style="list-style-type: none"> <li>2004 - 2009 F&amp;M, Division Head, M&amp;G and Planning Division, Finance Group</li> <li>2000 - 2004 Head of Business Finance and Strategy, Wholesale Bank</li> <li>1998 - 2000 Vice President, Financial Control Department</li> <li>1996 - 1998 Vice President, Country Finance Officer</li> </ul>   | <ul style="list-style-type: none"> <li>CMB-Principal Asset Management Co., Ltd</li> <li>Siam Commercial Bank Plc.</li> <li>Standard Chartered &amp; Standard Chartered Nakornthai Bank</li> <li>Citibank N.A.</li> <li>Bank of America NT&amp;SA</li> </ul>   |                        |
| 7. Mr. Wee Kim Peng<br>Senior Executive Vice President Head Group Information and Operations Division | 50  | <ul style="list-style-type: none"> <li>- Bachelor of Arts (Honour), University of Malaya</li> </ul> <p><b>Training</b></p> <ul style="list-style-type: none"> <li>- 18th World Congress on Information Technology, Multimedia Development Corporation</li> <li>- Global Operation Risk Management Forum (London, The Risk Management Association (RMA))</li> <li>- Entrepreneurship Building and Growing New venture by Dr. Michael J. Roberts</li> </ul>  | -                           | <ul style="list-style-type: none"> <li>2006 - 2009 Director/ Programme Director, Transformation Office (CEO Office) and GCOO-FMO Head</li> <li>2003 - 2006 Chief Operation Officer</li> <li>2000 - 2003 Various Management Positions</li> <li>1994 - 2000 Head of Special Projects, CEO Office Senior Consultant</li> <li>1991 - 1994 Head of Special Projects, Internal Audit Division</li> <li>1999 - 1991 PricewaterhouseCoopers</li> </ul> | <ul style="list-style-type: none"> <li>CMB Investment Bank Berhad</li> <li>SSB Mutual Berhad (Now CMB Wealth Advisors Berhad)</li> <li>i-System Consulting (Now CMB i-System Berhad)</li> <li>American International Assurance Co., Ltd.</li> <li>PricewaterhouseCoopers</li> <li>Perwira Affin Bank Berhad (Now Affin Bank)</li> </ul> |                        |

| Name / Position   | Age | Education  | Total Company Share holding | Work Experiences  |  |   |
|---|-----|--|-----------------------------|---|--|---|
|   |     |  |                             | Period  | Position   | Company / Organisation  |
| 8. Mrs. Panute Na Changmai<br>Executive Vice President Risk Management Group                    | 65  | - Master of Science Business (Marketing), University of Wisconsin-Madison<br>- Master of Business Administration (Finance & Management) University of Wisconsin-Madison<br>- Bachelor of Education (Education Psychology) Chulalongkorn University | -                           | 2005 - 2009<br>2005<br>2004-2005<br>2004<br>1999 - 2004<br>1995 - 1999                            | Director<br>Director & GMF<br>Managing Director<br>Executive Director<br>Director & First-GEPI<br>Director & GEPI  | BT Securities Co., Ltd.<br>GE Money Finance<br>GE Money Finance<br>GE Capital (Thailand)<br>Ayudhya Investment & Trust Plc.<br>Ayudhya Investment & Trust Plc.  |
| 9. Mr. Kongpob Wattanakorn<br>Executive Vice President Human Resources Management Division      | 53  | - Ph.D., Public Administration University of Cincinnati, Ohio, USA<br>- Master of Public Administration Kentucky State University, Kentucky, USA<br>- Bachelor of Arts (Political Science) Ramkhamhaeng University                                 | -                           | 2003 - 2009<br>2001 - 2003<br>1999 - 2001<br>1998 - 1999<br>1994 - 1996                           | Division Head, HR Client Services<br>Country Human Resources Officer<br>Head of Human Resources Group<br>Human Resources Director<br>Personnel Manager   | Siam Commercial Bank<br>Citibank N.A.<br>DBS Thai Danu Bank<br>Credit Agricole Indonesia<br>ETA (Thailand)  |
| 10. Ms. Duranee Keawdumrith<br>Executive Vice President Retail Banking Product Division         | 44  | - B.B.A (Accounting), Sukhothai Thammathirat Open University<br>- LL.B, Sukhothai Thammathirat Open University<br>- MBA, Drexel University, USA<br>- B.Econ, Chulalongkorn University  | -                           | 2005-2010<br>2004-2005<br>2000-2004<br>2000   | Senior Vice President<br>Director<br>Vice President<br>Assistant Vice President  | United Overseas Bank (Thailand) PCL<br>GE Money Retail Bank PCL<br>Citibank, N.A. Bangkok Branch<br>Bank of Asia PCL  |
| 11. Mr. Tada Charukipasarn<br>Executive Vice President Consumer Sales and Distribution Division | 55  | - Master of Journalism, North Texas State University<br>- Bachelor of Science, Chulalongkorn University  | -                           | 2001 - 2004<br>1999 - 2001<br>1995 - 1999<br>1990 - 1995<br>1987-1988<br>1986-1987<br>1984 - 1985 | SVP, Head Consumer Banking Group<br>Executive Vice President<br>Executive Vice President<br>Vice President & Card Business Manager<br>Account Director<br>Product Manager<br>Account Executive | DBS Thai Danu Bank PCL<br>Bank of Asia PCL<br>Bank of Ayudhya PCL<br>Citibank, N.A.<br><br>Ogilvy & Mather<br>Johnson & Johnson<br>Ogilvy & Mather              |
| 12. Mr. Prapit Thongsuk<br>Executive Vice President Corporate Communications Office             | 49  | - MBA, National Institute of Development Administration (NIDA)<br>- Bachelor of Education, Chulalongkorn University  | -                           | 2004 - 2010<br>2002 - 2004<br>1998 - 2000<br>1995 - 1996<br>1992 - 1995<br>1988 - 1992            | SVP Corporate Marketing, Head of Branding Strategy and Marketing Communication<br>Group Product Manager<br>Product Manager<br>Account Director<br>Account Director<br>Public Relation Officer  | Krungthai Card PCL<br><br>Carlsberg Beer Asia Box<br>Philips Electronic (Thailand)<br>J.Walter Thompson Advertising<br>SPA Advertising<br>Thai Farmers Bank PCL |

# Report of Nomination and Remuneration Committee

The Major activities of the Nomination and Remuneration Committee in 2010:

1. Carried out the Nomination and Remuneration Committee's duties and responsibilities with regards to remuneration and nomination of directors and senior executives to the Board for approval.
2. Advised the Board on a framework for director and executive compensation commensurate with their duties and responsibilities. The Committee proposed to the Board appropriate compensation for the directors and members of Board committees for consideration and recommendation to shareholders for their approval. The Board also signed the Committee the responsibility of assessing the guidelines for evaluation of performance of the Bank's senior executives on an annual basis. The Committee reviewed the results of these evaluations and referred them to the Board of Directors with recommendations regarding the appropriate remuneration and benefits.

The remuneration for the directors and the senior executives in year 2010 is set out in the Corporate Governance Report under the section "Director and Management Remuneration". The Committee has the opinion that such remuneration is in line with their duties and responsibilities, the individuals' performance, the overall economic situation, and the performance of the Bank.



Mrs. Watanan Petersik  
Chairwoman of Nomination and Remuneration Committee

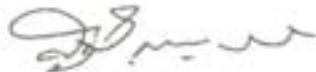
# Report of Audit Committee

In 2010, the Audit Committee performed specific responsibilities delegated to it by the Board of Directors. Every effort is made to ensure that the Bank complies with the relevant rules and regulations of the Bank of Thailand, Stock Exchange of Thailand, Securities Exchange and Commission, and the relevant regulatory bodies. In addition, it has in place adequate procedures and systems of internal control, good corporate governance and appropriate risk management systems that can enhance value for the Bank in line with the objectives and targets set by the Board.

The main areas of focus for the Committee cover the Internal Audit including Credit Review and Compliance of the CIMB Thai Bank Group. The main roles and responsibilities of the Audit Committee are as follows:

1. To assist the Board in discharging its statutory duties and responsibilities relating to accounting, reporting practices and corporate governance.
2. To review the effectiveness of the internal audit function and the compliance function, in particular, approval of annual audit plan and compliance plan, adequacy of scope, functions, competency and resources, review results of internal audit process and, where necessary, remedial action taken, and compliance with relevant guidelines on internal audit issued by the Bank of Thailand, the Securities of Exchange Commission and the Securities Exchange of Thailand.
3. To review the effectiveness of the external auditor, in particular, the appointment, the audit fees, objectivity, performance and independence of the external auditors.
4. To review the comments and recommendations rendered by the regulators, Internal Audit Division, Credit Review Section, Compliance Department and external auditors with an aim to compel the officers concerned to ensure prompt, continuous and effective compliance, and that outstanding issues are followed-up and resolved.
5. To ensure that the accounts are prepared in a timely and accurate manner in accordance with generally accepted accounting principles.
6. To meet with Executive Management and the external auditors periodically to acknowledge and exchange opinions. In particular, to meet with external auditors without the presence of Executive Management at least twice a year.

In accordance with the roles and responsibilities above, the Audit Committee is of the opinion that the Bank's financial statements and disclosure of information are complete and reliable, consistent with generally accepted accounting principles. Overall risk management, effective systems of internal control, procedures to ensure compliance with applicable laws and regulations, and independent internal audit systems conducted in accordance with internal audit standards are adequate and consistent with the current business environment.



Mr. Sukont Kanjana-Huttakit  
Chairman of Audit Committee

# Report of Responsibility

of the Board of Directors for Financial Statement ➤

The Board of Directors is responsible for the financial statements of CIMB THAI Bank Public Company Limited and its subsidiaries as well as the financial information presented in this annual report. The aforementioned financial statements were prepared in accordance with Thailand's general accepted accounting standards and International general accepted accounting standards, applying appropriate and consistent accounting policies and prepared with careful judgment and best estimates. Important information is adequately disclosed in the notes to the financial statements to ensure compliance with the Notifications of the Bank of Thailand and the Stock Exchange of Thailand.

The Board of Directors has established and maintained an appropriate and effective internal control system in order to rationally assure that the accounting information is correctly and completely recorded and adequate to sustain the Bank's assets so as to prevent any irregular operations or fraud.

The Board of Directors has appointed an Audit Committee comprising Independent Directors to be responsible for the quality of financial statements and the effectiveness of the Bank's internal control system. The Audit Committee's comments on these issues are included in the Audit Committee's report presented herewith in this annual report.

The Board of Directors is of the opinion that The Bank's overall internal control system is at a satisfactory level and provides rational reliability for the Bank and its subsidiaries in relation to the financial statements for the year ended 31 December 2010.

Mr.Chakramon Phasukavanich  
Chairman

Mr.Subhak Siwaraksa  
President and Chief Executive Officer

# Report of Independent Auditor

To the Shareholders of CIMB THAI Bank Public Company Limited

I have audited the accompanying consolidated and separate balance sheets as at 31 December 2010, and the related consolidated and separate statements of income, changes in shareholders' equity, and cash flows for the year ended 31 December 2010 of CIMB THAI Bank Public Company Limited and its subsidiaries, and of CIMB THAI Bank Public Company Limited, respectively. The Bank's management is responsible for the correctness and completeness of information in these financial statements. My responsibility is to express an opinion on these financial statements based on my audit. The consolidated and separate financial statements for the year ended 31 December 2009 (before restatement) of CIMB THAI Bank Public Company Limited and its subsidiaries, and of CIMB THAI Bank Public Company Limited, respectively, were audited by the other auditor, who expressed an unqualified opinion on 23 February 2010 but drew attention to the matter that the Bank had an agreement which transferred its non-performing loans to Thai Asset Management Corporation ("TAMC") and contained a condition of future gain/loss sharing on those transferred non-performing loans and the outstanding issues with respect to the requisition of original ownership documents and others that might result in adjustments to the price and related interest, which were being examined and concluded by the Bank and TAMC.

I conducted my audit in accordance with generally accepted auditing standards. These standards require that I plan and perform the audit to obtain a reasonable assurance as to whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

I believe that my audit provides a reasonable basis for my opinion.

In my opinion, the consolidated and separate financial statements referred above present fairly, in all material respects, the consolidated and separate financial position as at 31 December 2010, and the consolidated and separate results of operation and cash flows for the year ended 31 December 2010 of CIMB THAI Bank Public Company Limited and its subsidiaries, and of CIMB THAI Bank Public Company Limited, respectively, in accordance with generally accepted accounting principles.



Boonlert Kamolchanokkul  
Certified Public Accountant (Thailand) No. 5339  
PricewaterhouseCoopers ABAS Limited

Bangkok  
21 February 2011

CIMB THAI BANK PUBLIC COMPANY LIMITED  
CONSOLIDATED AND SEPARATE  
FINANCIAL STATEMENTS

31 DECEMBER 2010

# Financial Statements

## Balance Sheets

As at 31 December 2010 and 2009

|  | Notes | Consolidated financial statements |                            | Separate financial statements |                            |
|--|-------|-----------------------------------|----------------------------|-------------------------------|----------------------------|
|  |       | 2010<br>Baht                      | 2009<br>Baht<br>(Restated) | 2010<br>Baht                  | 2009<br>Baht<br>(Restated) |
|  |       |                                   |                            |                               |                            |
| <b>Assets</b>  |       |                                   |                            |                               |                            |
| Cash   |       | 2,744,620,360                     | 2,821,772,139              | 2,743,015,913                 | 2,820,537,268              |
| Interbank and money market items                     | 7     |                                   |                            |                               |                            |
| Domestic items                                       |       |                                   |                            |                               |                            |
| Interest bearing                                     |       | 13,033,743,993                    | 14,257,684,949             | 12,730,255,189                | 13,785,038,298             |
| Non-interest bearing                                 |       | 1,304,581,921                     | 724,041,806                | 1,202,090,878                 | 656,207,194                |
| Foreign items  |       |                                   |                            |                               |                            |
| Interest bearing                                     |       | 494,403,709                       | 290,098,375                | 494,403,709                   | 290,098,375                |
| Non-interest bearing                                 |       | 409,402,942                       | 97,720,535                 | 409,402,942                   | 97,720,535                 |
| Interbank and<br>money market items - net            |       | 15,242,132,565                    | 15,389,545,466             | 14,836,152,718                | 14,809,064,402             |
| Investments  | 8     |                                   |                            |                               |                            |
| Short-term investments - net                         |       | 9,325,613,132                     | 5,121,282,522              | 9,253,829,002                 | 4,928,252,885              |
| Long-term investments - net                          |       | 12,152,030,194                    | 15,387,861,853             | 12,143,629,526                | 15,236,261,809             |
| Investments in subsidiaries<br>and associates - net  |       | 153,912,645                       | 205,463,938                | 1,323,143,017                 | 1,463,637,904              |
| Investments - net                                    |       | 21,631,566,971                    | 20,714,598,313             | 22,720,601,545                | 21,628,142,698             |
| Loans and accrued interest receivables               | 9     |                                   |                            |                               |                            |
| Loans  |       | 93,792,939,560                    | 85,996,442,603             | 92,160,867,660                | 81,179,770,435             |
| Accrued interest receivables                         |       | 207,354,400                       | 254,683,506                | 177,764,476                   | 198,137,466                |
| Total loans and accrued<br>interest receivables      |       | 94,000,293,960                    | 86,251,126,008             | 92,338,632,136                | 81,377,907,901             |
| Less Allowance for doubtful debts                    | 10    | (2,604,898,631)                   | (7,943,673,242)            | (2,423,693,217)               | (4,237,132,443)            |
| Less Revaluation allowance<br>for debt restructuring | 11    | (8,667,363)                       | (8,818,543)                | (8,667,363)                   | (8,818,543)                |
| Loans and accrued<br>interest receivables - net      |       | 91,388,837,976                    | 78,298,634,223             | 89,906,381,566                | 77,131,966,915             |
| Properties foreclosed - net                          | 12    | 2,049,010,876                     | 2,409,895,840              | 2,032,605,522                 | 2,232,213,794              |
| Customers' liability<br>under acceptance             |       | 61,479,078                        | 53,947,377                 | 61,479,078                    | 53,947,377                 |
| Premises and equipments - net                        | 13    | 2,666,904,667                     | 3,548,984,412              | 2,598,023,558                 | 3,472,435,396              |
| Intangible assets                                    | 14    | 451,672,035                       | 427,224,808                | 442,481,697                   | 412,094,162                |
| Financial derivatives assets                         |       | 2,476,285,116                     | 1,592,031,504              | 2,476,285,116                 | 1,592,031,504              |
| Other assets   | 16    | 1,766,429,090                     | 1,782,889,066              | 1,393,157,532                 | 1,428,533,356              |
| <b>Total assets</b>                                  |       | <b>140,476,827,736</b>            | <b>127,019,523,167</b>     | <b>139,210,184,244</b>        | <b>125,580,966,772</b>     |

Director

Director

The accompanying notes to consolidated and separate financial statements from page 164 to 175 are an integral part of the financial statements.

## Balance Sheets (Cont'd)

As at 31 December 2010 and 2009

| Notes                                       | Consolidated financial statements |                            | Separate financial statements |                            |
|---|-----------------------------------|----------------------------|-------------------------------|----------------------------|
|   | 2010<br>Baht                      | 2009<br>Baht<br>(Restated) | 2010<br>Baht                  | 2009<br>Baht<br>(Restated) |
|   |                                   |                            |                               |                            |
| <b>Liabilities and shareholders' equity</b> |                                   |                            |                               |                            |
| <b>Liabilities</b>                          |                                   |                            |                               |                            |
| Deposits                                    | 17                                |                            |                               |                            |
| Deposits in Baht                            |                                   | 93,950,965,087             | 88,320,066,638                | 93,834,826,994             |
| Deposits in foreign currencies              |                                   | 712,652,772                | 78,696,230                    | 712,652,772                |
| Total deposits                              |                                   | 94,663,617,859             | 88,398,762,868                | 94,547,479,766             |
| Interbank and money market items            | 18                                |                            |                               |                            |
| Domestic items                              |                                   |                            |                               |                            |
| Interest bearing                            |                                   | 4,379,243,289              | 9,183,075,027                 | 4,187,984,098              |
| Non-interest bearing                        |                                   | 82,551,800                 | 54,784,753                    | 85,396,578                 |
| Foreign items                               |                                   |                            |                               |                            |
| Interest bearing                            |                                   | 916,592,199                | 706,945,060                   | 916,592,199                |
| Non-interest bearing                        |                                   | 488,852,855                | 3,570,527                     | 488,852,855                |
| Total Interbank and money market items      |                                   | 5,867,240,143              | 9,947,375,367                 | 5,678,825,728              |
| Liability payable on demand                 |                                   | 250,634,382                | 286,026,119                   | 250,634,382                |
| Borrowings                                  | 19                                |                            |                               |                            |
| Short-term borrowings                       |                                   | 14,992,182,216             | 9,544,679,636                 | 14,992,182,216             |
| Long-term borrowings                        |                                   | 5,400,602,069              | 5,647,520,527                 | 5,300,254,590              |
| Total borrowings                            |                                   | 20,392,784,285             | 15,192,200,162                | 20,292,436,806             |
| Bank's liability under acceptance           |                                   | 61,479,078                 | 53,947,377                    | 61,479,078                 |
| Accrued interest expenses                   |                                   | 263,815,167                | 287,280,507                   | 263,785,597                |
| Provisions - Pension                        |                                   |                            |                               |                            |
| benefits to employees                       |                                   | 544,310,749                | 524,227,773                   | 544,310,749                |
| Financial derivatives liabilities           |                                   | 1,941,104,710              | 1,182,961,588                 | 1,941,104,710              |
| Other liabilities                           | 20                                | 4,558,007,868              | 3,202,630,389                 | 3,935,922,551              |
| <b>Total Liabilities</b>                    |                                   | <b>128,540,994,041</b>     | <b>119,075,392,160</b>        | <b>127,515,969,367</b>     |
|   |                                   |                            |                               | <b>117,957,494,845</b>     |

The accompanying notes to consolidated and separate financial statements from page 104 to 175 are an integral part of the financial statements.

## Balance Sheets (Cont'd)

As at 31 December 2010 and 2009

| Notes  | Consolidated financial statements |                            | Separate financial statements |                            |
|--|-----------------------------------|----------------------------|-------------------------------|----------------------------|
|  | 2010<br>Baht                      | 2009<br>Baht<br>(Restated) | 2010<br>Baht                  | 2009<br>Baht<br>(Restated) |
|  |                                   |                            |                               |                            |
| <b>Liabilities and shareholders' equity (Cont'd)</b>                             |                                   |                            |                               |                            |
| <b>Shareholders' equity</b>  |                                   |                            |                               |                            |
| Share capital  | 21                                |                            |                               |                            |
| Registered   |                                   |                            |                               |                            |
| 16,315,934,756 ordinary shares of Baht 0.50 each                                 |                                   | 8,157,967,378              |                               | 8,157,967,378              |
| (31 December 2009: 13,349,401,164 ordinary shares of Baht 0.50 each)             |                                   |                            | 6,674,700,582                 | 6,674,700,582              |
| Issued and paid-up share capital   |                                   |                            |                               |                            |
| 16,315,934,756 ordinary shares of Baht 0.50 each                                 |                                   | 8,157,967,378              | 8,157,967,378                 | 6,674,700,582              |
| (31 December 2009 : 13,349,401,164 ordinary shares of Baht 0.50 each)            |                                   |                            |                               |                            |
| Premium on share capital   |                                   | 1,483,268,796              | -                             | 1,483,268,796              |
| Unrealised gain  |                                   |                            |                               |                            |
| Revaluation surplus on assets  | 22                                | 566,608,876                | 729,326,917                   | 566,608,876                |
| Revaluation surplus on change in value of investments                            | 23                                | 160,792,997                | 49,179,146                    | 141,019,632                |
| Retained earnings  |                                   |                            |                               |                            |
| Appropriated - statutory reserve   | 24                                | 63,500,000                 | -                             | 63,500,000                 |
| Unappropriated   |                                   | 1,421,426,993              | 420,566,556                   | 1,281,882,195              |
| Equity attributable to the Bank's shareholders                                   |                                   | 11,853,563,040             | 7,873,773,201                 | 11,694,224,877             |
| Minority interest - equity attributable to minority shareholders of subsidiaries |                                   | 82,270,655                 | 70,357,816                    | -                          |
| Total shareholders' equity   |                                   | 11,935,833,695             | 7,944,131,017                 | 11,694,224,877             |
| Total liabilities and shareholders' equity                                       |                                   | 140,476,827,736            | 127,019,523,167               | 139,210,184,244            |
| <b>Off-balance sheet</b>   |                                   |                            |                               |                            |
| Items - commitments  | 33                                |                            |                               |                            |
| Aval to bills and guarantees of loans  |                                   | 578,576,847                | 195,387,963                   | 848,576,847                |
| Liability under unmatured import bills   |                                   | 603,168,810                | 509,571,415                   | 603,168,810                |
| Letter of credits  |                                   | 1,862,306,163              | 2,313,070,311                 | 1,862,306,163              |
| Other commitments  |                                   | 388,078,280,120            | 197,093,973,193               | 388,078,344,120            |
|  |                                   |                            |                               | 197,094,037,193            |

The accompanying notes to consolidated and separate financial statements from page 104 to 175 are an integral part of the financial statements.

# Income Statement

For the years ended 31 December 2010 and 2009

| Notes   | Consolidated financial statements |                      | Separate financial statements |                      |
|---|-----------------------------------|----------------------|-------------------------------|----------------------|
|   | 2010<br>Baht                      | 2009<br>Baht         | 2010<br>Baht                  | 2009<br>Baht         |
| <b>Interest and dividend income</b>   |                                   |                      |                               |                      |
| Loans   | 4,891,109,210                     | 5,470,186,327        | 5,066,338,305                 | 5,572,250,257        |
| Interbank and money market items  | 130,052,385                       | 428,549,522          | 129,322,761                   | 416,360,695          |
| Hire purchase and finance lease income  | 664,496,643                       | 536,690,688          | -                             | -                    |
| Investments   | 786,002,424                       | 1,204,761,117        | 784,810,333                   | 1,402,217,158        |
| <b>Total Interest and dividend income</b>                                       | <b>6,451,660,642</b>              | <b>7,640,177,654</b> | <b>5,960,471,399</b>          | <b>7,390,828,110</b> |
| <b>Interest expenses</b>  |                                   |                      |                               |                      |
| Deposits  | 1,020,554,941                     | 2,509,883,941        | 1,020,345,415                 | 2,510,978,809        |
| Interbank and money market items  | 96,553,455                        | 144,614,080          | 87,802,712                    | 131,574,398          |
| Short-term borrowings   | 178,519,447                       | 27,990,648           | 178,519,447                   | 27,360,745           |
| Long-term borrowings  | 301,662,875                       | 316,561,068          | 296,884,424                   | 316,561,068          |
| <b>Total interest expenses</b>  | <b>1,597,290,718</b>              | <b>2,999,049,747</b> | <b>1,583,551,998</b>          | <b>2,986,475,020</b> |
| <b>Net interest and dividend income</b>   | <b>4,854,369,924</b>              | <b>4,641,127,907</b> | <b>4,376,919,401</b>          | <b>4,404,353,090</b> |
| Bad debt and doubtful accounts  | (800,490,030)                     | (1,168,159,815)      | (775,000,000)                 | (1,145,000,000)      |
| <b>Net interest and dividend income<br/>after bad debt and doubtful account</b> | <b>4,053,879,885</b>              | <b>3,472,968,092</b> | <b>3,601,919,401</b>          | <b>3,259,353,090</b> |
| <b>Non-interest income</b>  |                                   |                      |                               |                      |
| Gains on investments  | 26                                | 213,087,626          | 640,575,176                   | 492,026,604          |
| Fees and charges  |                                   |                      |                               |                      |
| Acceptances, avai and guarantees  |                                   | 98,771,849           | 80,532,708                    | 98,771,849           |
| Others  |                                   | 916,261,122          | 719,897,315                   | 609,901,134          |
| Gains on exchange/derivatives   |                                   | 288,951,475          | 80,266,975                    | 288,904,759          |
| Other income  | 27                                | 413,784,140          | 100,167,875                   | 458,143,375          |
| <b>Total non-interest income</b>  |                                   | <b>1,930,836,212</b> | <b>1,621,238,847</b>          | <b>1,947,747,721</b> |
|   |                                   |                      |                               | <b>1,461,525,621</b> |

The accompanying notes to consolidated and separate financial statements from page 104 to 175 are an integral part of the financial statements.

## Income Statement (Cont'd)

For the years ended 31 December 2010 and 2009

| Notes   | Consolidated financial statements |                      | Separate financial statements |                      |
|---|-----------------------------------|----------------------|-------------------------------|----------------------|
|   | 2010<br>Baht                      | 2009<br>Baht         | 2010<br>Baht                  | 2009<br>Baht         |
| <b>Non - Interest expenses</b>  |                                   |                      |                               |                      |
| Personnel expenses  | 2,658,503,219                     | 2,136,139,517        | 2,167,461,546                 | 1,836,304,042        |
| Premises and equipment expenses   | 1,195,404,022                     | 1,292,459,683        | 1,085,873,021                 | 1,204,227,621        |
| Taxes and duties  | 191,845,431                       | 219,258,536          | 191,176,782                   | 218,660,737          |
| Fees and charges  | 382,103,628                       | 324,417,071          | 342,313,716                   | 295,784,665          |
| Directors' remuneration   | 9,812,000                         | 10,997,000           | 9,300,000                     | 9,400,000            |
| Contribution fee to the<br>Deposit Protection Agency  | 350,000,000                       | 598,644,302          | 350,000,000                   | 598,644,302          |
| Impairment losses on Intangible assets<br>and other assets                                  | 35,221,569                        | 137,102,719          | 35,221,569                    | 129,772,719          |
| Reserve for off-balance sheet items   | 10,000,000                        | 163,500,000          | 10,000,000                    | 163,500,000          |
| Other expenses  | 441,619,262                       | 338,205,842          | 355,840,297                   | 195,874,948          |
| <b>Total non-interest expenses</b>  | <b>5,274,309,131</b>              | <b>5,218,724,670</b> | <b>4,547,186,931</b>          | <b>4,652,169,032</b> |
| <b>Income (loss) before corporate<br/>income tax</b>  |                                   |                      |                               |                      |
| Corporate income tax  | 28                                | 710,406,966          | (124,517,731)                 | 1,002,480,191        |
|   |                                   | (23,519,891)         | (3,159,173)                   | -                    |
| <b>Net Income (loss) from<br/>continuing operation</b>                                      |                                   | <b>686,887,075</b>   | <b>(127,676,904)</b>          | <b>1,002,480,191</b> |
| Profit after tax of discontinued operation  | 15                                | 153,898,449          | 131,994,933                   | -                    |
| <b>Net income for the year</b>  |                                   | <b>840,785,524</b>   | <b>4,318,029</b>              | <b>1,002,480,191</b> |
| <b>Net income attributable to:</b>  |                                   |                      |                               |                      |
| Equity holders of the Bank  |                                   | 828,846,303          | 1,667,478                     | 1,002,480,191        |
| Minority interests of the subsidiaries  |                                   | 11,939,221           | 2,650,551                     | -                    |
|   |                                   | <b>840,785,524</b>   | <b>4,318,029</b>              | <b>1,002,480,191</b> |
| <b>Earnings per share for profit<br/>attributable to the equity holders<br/>of the Bank</b> | 31                                |                      |                               |                      |
| Basic earnings per share (Baht per share)   |                                   | 0.06                 | 0.00                          | 0.07                 |
| Weighted average number of<br>ordinary shares (shares)                                      |                                   | 13,934,580,393       | 11,866,459,533                | 13,934,580,393       |
|   |                                   |                      |                               | 11,868,166,240       |

The accompanying notes to consolidated and separate financial statements from page 104 to 176 are an integral part of the financial statements.

# Statements of Changes in Shareholders' Equity

For the years ended 31 December 2010 and 2009

## Consolidated financial statements

| Shareholders' equity of the Bank  |  |                  |                             |               |  |                                   |                       |                                   |   |
|---|--|------------------|-----------------------------|---------------|--|-----------------------------------|-----------------------|-----------------------------------|---|
|   | Issued and<br>paid-up<br>share capital |                  | Share premium<br>(discount) |               | Revaluation<br>surplus<br>(deficit) on<br>surplus on<br>assets<br>of investments | Change in value<br>of investments | Statutory<br>reserves | Retained<br>earnings<br>(deficit) | Treasury<br>stocks<br>held by the<br>Bank's<br>subsidiaries |
| Notes   | Baht                                   | Baht             | Baht                        | Baht          | Baht   | Baht                              | Baht                  | Baht                              | Baht  |
| Balance as at 1 January 2009  | 25,030,127,183                         | (10,600,967,712) | 7,483,814,825               | 54,637,546    | 8,053,494  | (8,704,739,572)                   | (460,381,158)         | 5,097,527,865                     | 67,708,843  |
| Income (expenses) recognised directly in equity:                                  |  |                  |                             |               |  |                                   |                       |                                   |   |
| Amortised revaluation surplus on assets   |  |                  |                             |               | (19,487,008)   |                                   | 19,487,008            |                                   |   |
| Decrease in fair value of investments   |  |                  |                             |               |  | (5,458,500)                       |                       | 12,011,869                        |   |
| Net income (expenses) recognised directly in equity                               |  |                  |                             |               | (19,487,508)   | 6,458,600                         |                       | 6,563,360                         |   |
| Total income (expenses) for the year  | 21                                     | 25,030,127,182   | (10,600,967,712)            | (19,487,508)  | (5,458,500)  |                                   | 31,486,777            | 1,067,478                         | 2,860,651   |
| Increase in ordinary shares   | 21                                     | (43,305,500,780) | 30,100,728,672              |               |  |                                   | 30,107,205            | 6,203,1947                        | 2,860,651   |
| Decrease in treasury stocks held by subsidiaries                                  | 21                                     |                  |                             |               |  |                                   |                       | 2,500,586,221                     | 10,871,088  |
| Minority interests - equity attributable to minority shareholders of subsidiaries |  |                  |                             |               |  |                                   |                       |                                   | 2,506,386,221   |
| Balance as at 31 December 2009  | 8,074,700,582                          |                  |                             |               |  |                                   |                       |                                   | 201,608,258   |
| Balance as at 1 January 2010  | 8,074,700,582                          |                  |                             |               |  |                                   |                       |                                   |   |
| Income (expenses) recognised directly in equity:                                  |  |                  |                             |               |  |                                   |                       |                                   |   |
| Amortised revaluation surplus on assets   | 22                                     |                  |                             |               | (5,302,508)  |                                   | 5,302,508             |                                   |   |
| Revenue in revaluation surplus on office building                                 | 22                                     |                  |                             |               | (157,415,508)  |                                   | 157,415,508           |                                   |   |
| Increase in fair value of investments   | 23                                     |                  |                             |               | 111,613,861  |                                   |                       | 111,613,861                       |   |
| Net income (expenses) recognised directly in equity                               |  |                  |                             |               | (162,718,041)  | 111,613,861                       | 180,718,041           | 111,613,861                       | 111,613,861   |
| Net income for the year   |  |                  |                             |               |  |                                   | 828,866,303           | 11,860,221                        | 840,785,624   |
| Total income (expenses) for the year  | 21                                     | 1,403,200,790    | 1,403,200,790               | (162,718,041) | 111,613,861  |                                   | 891,594,344           | 840,460,154                       | 11,860,221  |
| Increase in ordinary shares   | 24                                     |                  |                             |               |  |                                   |                       | 2,996,500,082                     | 862,386,375   |
| Appropriated - statutory reserve  |  |                  |                             |               | 63,600,000   | (63,600,000)                      |                       |                                   | 2,996,500,082   |
| Goodwill adjustment   |  |                  |                             |               |  | 72,798,000                        |                       | 72,798,000                        |   |
| Minority interests - equity attributable to minority shareholders of subsidiaries |  |                  |                             |               |  |                                   |                       | (26,382)                          | (26,382)  |
| Balance as at 31 December 2010  | 8,157,967,278                          | 1,403,200,790    | 600,600,870                 | 100,700,967   | 63,600,000   | 1,421,426,960                     | -                     | 11,863,963,040                    | 82,270,656  |
|   |  |                  |                             |               |  |                                   |                       |                                   | 11,863,963,040  |

## Statements of Changes in Shareholders' Equity (Cont'd)

For the years ended 31 December 2010 and 2009

| Notes   | Separate financial statements                      |   |   |                                  |  |                  |
|---|--|---|---|----------------------------------|--|------------------|
|   | Issued and<br>paid-up<br>share capital<br><br>Baht | Share premium<br>(discount)<br><br>Baht | Revaluation<br>surplus<br>(deficit) on<br>surplus on<br>change in value<br>of investments<br><br>assets<br>Baht | Statutory<br>reserve<br><br>Baht | Retained<br>earnings<br>(deficits)<br><br>Baht | Total<br>Baht    |
|   |  |   |   |                                  |  |                  |
| Balance as at 1 January 2009                        | 25,030,127,183                                     | (10,600,987,712)                        | 748,514,825   | 55,777,000                       | 6,063,484                                      | (10,198,912,218) |
| Income (expenses) recognised directly in equity:    |  |   |   |                                  |  | 5,034,572,652    |
| Amortised revaluation surplus on assets             | -  | -                                       | (18,487,806)  | -                                | 19,487,906                                     | -                |
| Decrease in fair value of investments               | -  | -                                       | (18,506,625)  | -                                | -  | (18,506,625)     |
| Net income (expenses) recognised directly in equity | -  | -                                       | (10,487,806)  | (18,506,625)                     | 19,487,906                                     | (18,506,625)     |
| Net income for the year                             | -  | -                                       | -   | -                                | 68,708,670                                     | 68,708,670       |
| Total income (expenses) for the year                | 21   | 25,030,127,182                          | (22,480,740,061)  | (10,487,806)                     | 88,197,587                                     | 52,203,054       |
| Increase in ordinary shares                         | 21   | (43,385,563,783)                        | 38,100,778,573  | -                                | (8,083,434)                                    | 2,536,386,221    |
| Decrease in ordinary shares                         | -  | -                                       | -   | -                                | -  | -                |
| Balance as at 31 December 2009                      | 6,074,700,582                                      | -                                       | 729,326,917   | 30,270,465                       | -  | 180,163,963      |
| Balance as at 1 January 2010                        | 6,074,700,582                                      | -                                       | 729,326,917   | 30,270,465                       | -  | 180,163,963      |
| Income (expenses) recognised directly in equity:    |  |   |   |                                  |  | 7,023,461,927    |
| Amortised revaluation surplus on assets             | 22   | -                                       | (5,302,506)   | -                                | 5,302,506                                      | -                |
| Revenue in revaluation surplus on office building   | 22   | -                                       | (157,415,535)   | -                                | 157,415,535                                    | -                |
| Increase in fair value of investments               | 23   | -                                       | 101,740,167   | -                                | -  | 101,740,167      |
| Net income (expenses) recognised directly in equity | -  | -                                       | (162,718,041)   | 101,740,167                      | -  | 101,740,167      |
| Net income for the year                             | -  | -                                       | -   | -                                | 1,002,480,191                                  | 1,002,480,191    |
| Total income (expenses) for the year                | 21   | 1,483,266,706                           | 1,483,266,706   | (162,718,041)                    | 101,740,167                                    | 1,165,198,232    |
| Increase in ordinary shares                         | 24   | -                                       | -   | -                                | -  | 2,986,533,502    |
| Appropriated - statutory reserve                    | -  | -                                       | -   | 63,500,000                       | (63,500,000)                                   | -                |
| Balance as at 31 December 2010                      | 8,157,507,378                                      | 1,483,266,706                           | 660,600,076   | 141,010,632                      | 63,500,000                                     | 1,281,982,165    |
|   |  |   |   |                                  |  | 11,654,224,577   |

The accompanying notes to consolidated and separate financial statements from page 160 to 175 are an integral part of the financial statements.

# Cash Flow Statements

For the years ended 31 December 2010 and 2009

|   | Consolidated financial statements |                  | Separate financial statements |                  |
|---|-----------------------------------|------------------|-------------------------------|------------------|
|   | 2010<br>Baht                      | 2009<br>Baht     | 2010<br>Baht                  | 2009<br>Baht     |
| <b>Cash flows from operating activities</b>   |                                   |                  |                               |                  |
| Income (loss) before corporate income tax from continuing operations                                  | 710,406,966                       | (124,517,731)    | 1,002,480,191                 | 68,709,679       |
| Income before corporate income tax from discontinued operations                                       | 140,216,258                       | 179,411,635      | -                             | -                |
| Income (loss) before corporate income tax   | 850,623,224                       | 54,893,904       | 1,002,480,191                 | 68,709,679       |
| Adjustments to reconcile incomes (loss) before tax to cash received (paid) from operating activities: |                                   |                  |                               |                  |
| Depreciation and amortisation   | 443,005,608                       | 511,328,310      | 414,192,110                   | 474,926,145      |
| Bad debts and doubtful accounts   | 800,490,039                       | 1,160,873,883    | 775,000,000                   | 1,145,000,000    |
| Reverse allowance for doubtful debts from disposal of subsidiary                                      | (3,264,713,182)                   | -                | -                             | -                |
| Impairment losses on intangible assets and other assets   | 17,757,838                        | 137,102,719      | 17,757,838                    | 129,772,719      |
| Reserve for off-balance sheet items   | 10,000,000                        | 163,500,000      | 10,000,000                    | 163,500,000      |
| Provision for liabilities   | 20,082,976                        | 31,150,950       | 20,663,109                    | 30,570,818       |
| Reversal of allowance for impairment  |                                   |                  |                               |                  |
| for investment in receivables   | -                                 | (4,495,239)      | -                             | -                |
| (Reversal) losses on impairment of properties foreclosed  | 145,679,027                       | (45,778,610)     | 2,700,000                     | (39,000,000)     |
| Impairment losses on premises and equipments  | 7,027,826                         | -                | 7,027,826                     | -                |
| Impairment losses on investments  | 36,704,301                        | 20,007,596       | 32,604,969                    | 20,007,596       |
| Unrealised (gains) losses on exchange rate and derivatives  | (134,568,480)                     | 104,213,442      | (134,568,480)                 | 104,213,442      |
| Realised losses of exchange rate on investments   | 90,137,500                        | 157,929,778      | 90,137,500                    | 157,929,778      |
| Losses (gains) on sale of properties foreclosed   | 2,671,040                         | 85,875,979       | (84,810,650)                  | (42,894,766)     |
| Unrealised losses (gains) on revaluation of investment  | 493,678                           | (23,258,558)     | (854,738)                     | (2,528,223)      |
| Gains on sale of investments  | (187,480,366)                     | (566,929,599)    | (495,943,013)                 | (575,595,091)    |
| Gains on sale of non-performing loans   | -                                 | (7,520,554)      | -                             | -                |
| Gains on investment in receivables  | (18,845,712)                      | (191,968,817)    | (18,845,712)                  | (66,020,873)     |
| Gains on disposal of premises and equipments  | (280,932,166)                     | (15,213,495)     | (280,905,975)                 | (15,168,196)     |
| Losses from written off land, premises and equipment  | 13,880,688                        | 4,246,057        | 13,880,688                    | 4,246,057        |
| Losses from written off intangible assets   | 4,648,668                         | 11,542,325       | 18,286                        | 11,542,325       |
| Interest and dividend incomes   | (5,465,840,822)                   | (7,754,184,623)  | (5,980,471,399)               | (7,390,811,322)  |
| Interest expenses   | 1,597,290,718                     | 2,997,722,235    | 1,583,551,998                 | 2,985,147,507    |
| Loss from operations before changes in operating assets and liabilities                               | (6,311,887,897)                   | (3,168,962,317)  | (3,006,185,652)               | (2,836,452,405)  |
| (Increase) decrease in operating assets   |                                   |                  |                               |                  |
| Interbank and money market items  | 128,427,220                       | 27,983,679,937   | (27,768,819)                  | 28,179,895,391   |
| Investments held for trading  | 251,369,936                       | 573,711,695      | 305,649,410                   | 596,496,310      |
| Loans   | (11,173,777,028)                  | 3,598,068,011    | (13,710,705,007)              | 4,189,513,947    |
| Properties foreclosed   | 585,197,797                       | 505,689,459      | 293,527,586                   | 172,258,594      |
| Other assets  | (32,761,215)                      | (441,422,742)    | (44,091,439)                  | (405,936,354)    |
| Increase (decrease) in operating liabilities  |                                   |                  |                               |                  |
| Deposits  | 6,284,854,991                     | (71,329,925,108) | 6,123,235,887                 | (71,581,331,374) |
| Interbank and money market items  | (4,080,135,224)                   | (304,078,206)    | (4,194,109,020)               | (112,747,517)    |
| Liability payable on demand   | (35,391,737)                      | 97,674,303       | (35,391,737)                  | 97,674,303       |
| Payable to clearing house/securities business payable   | (33,879,893)                      | -                | -                             | -                |
| Other liabilities   | 1,363,249,465                     | (487,103,296)    | 1,559,524,782                 | (674,537,099)    |

The accompanying notes to consolidated and separate financial statements from page 104 to 175 are an integral part of the financial statements.

## Cash Flow Statements (Cont'd)

For the years ended 31 December 2010 and 2009

|   | Consolidated financial statements |                         | Separate financial statements |                         |
|---|-----------------------------------|-------------------------|-------------------------------|-------------------------|
|   | 2010<br>Baht                      | 2009<br>Baht            | 2010<br>Baht                  | 2009<br>Baht            |
|   |                                   |                         |                               |                         |
| <b>Cash flows from operating activities (Cont'd)</b>                          |                                   |                         |                               |                         |
| <b>Cash flows used in operating activities</b>                                |                                   |                         |                               |                         |
| Cash received from interest incomes   | (13,076,733,585)                  | (42,972,668,263)        | (12,736,312,009)              | (42,395,166,204)        |
| Cash paid for interest expenses   | 5,746,785,294                     | 6,677,299,665           | 5,214,644,571                 | 6,128,443,037           |
| Cash paid for tax   | (1,158,274,554)                   | (2,571,120,035)         | (1,149,582,502)               | (2,553,340,896)         |
| <b>Net cash flows provided by (used in) operating activities</b>              | <b>(8,513,502,597)</b>            | <b>(38,892,939,762)</b> | <b>(8,671,259,940)</b>        | <b>(38,820,064,065)</b> |
| <b>Cash flows from investing activities</b>                                   |                                   |                         |                               |                         |
| Cash paid for purchases of available for sale securities                      | (8,464,968,236)                   | (5,714,597,253)         | (8,068,156,225)               | (5,714,597,253)         |
| Proceeds from disposals of available for sale securities                      | 3,529,678,020                     | 23,110,009,991          | 3,517,955,086                 | 23,110,009,991          |
| Proceeds from maturity and principle payment of available for sale securities | 3,553,651,637                     | 1,158,240,456           | 3,553,651,637                 | 1,158,240,456           |
| Cash paid for purchases of held to maturities securities                      | (2,589,706,047)                   | (7,213,140,877)         | (2,589,706,047)               | (7,213,140,877)         |
| Proceeds from maturity and principle payment of held to maturity securities   | 1,578,300,003                     | 12,519,176,248          | 1,578,300,003                 | 12,519,176,248          |
| Cash paid for purchases of general investment                                 | (448,507)                         | -                       | (448,510)                     | -                       |
| Proceeds from disposals of general investment                                 | 24,746,374                        | 410,944,707             | 23,816,995                    | 410,944,707             |
| Proceeds from maturity and principle payment of general investment            | 34,980,000                        | 81,821,134              | 34,980,000                    | 81,821,134              |
| Cash paid for purchases of investment in subsidiaries and associates          | -                                 | -                       | (260,500,000)                 | (120,000,000)           |
| Proceeds from disposals of investment in subsidiaries and associates          | 944,992,863                       | 387,737,655             | 944,992,863                   | -                       |
| Proceeds from repayment of investment in receivables                          | 285,889,935                       | 174,406,518             | 280,307,228                   | 174,406,518             |
| Cash paid for purchases of investment in receivables                          | (14,588,150)                      | -                       | -                             | -                       |
| Cash paid for purchases of premises and equipments                            | (231,161,954)                     | (198,172,540)           | (196,638,860)                 | (169,619,016)           |
| Proceeds from disposals of premises and equipments                            | 1,086,239,411                     | 242,958,002             | 1,070,228,129                 | 242,425,215             |
| Cash paid for purchases of intangible assets                                  | (152,438,157)                     | (200,341,188)           | (142,935,249)                 | (195,852,056)           |
| Dividend received   | 197,503,070                       | 159,572,123             | 196,310,979                   | 357,451,540             |
| Interest received   | 659,353,846                       | 1,549,324,424           | 659,353,846                   | 1,528,178,070           |
| <b>Net cash flows (used in) provided by investing activities</b>              | <b>442,024,108</b>                | <b>28,467,939,486</b>   | <b>599,511,875</b>            | <b>26,189,444,675</b>   |
| <b>Cash flows from financing activities</b>                                   |                                   |                         |                               |                         |
| Increase in short-term borrowings   | 5,447,502,581                     | 5,620,486,218           | 5,447,502,581                 | 6,091,478,115           |
| Increase in long-term borrowings  | -                                 | 2,595,569,028           | -                             | 2,500,000,000           |
| Cash received from capital increase   | 2,966,533,592                     | 2,536,386,221           | 2,966,533,592                 | 2,536,386,221           |
| Proceeds from treasury stocks held by subsidiary                              | -                                 | 155,017,038             | -                             | -                       |
| Interest expenses   | (419,809,463)                     | (292,397,087)           | (419,809,463)                 | (287,059,163)           |
| <b>Net cash flows provided by financing activities</b>                        | <b>7,994,226,710</b>              | <b>10,815,061,418</b>   | <b>7,994,226,710</b>          | <b>10,840,805,173</b>   |
| <b>Net decrease in cash and cash equivalents</b>                              | <b>(77,251,779)</b>               | <b>(1,809,938,856)</b>  | <b>(77,521,355)</b>           | <b>(1,809,814,217)</b>  |
| Cash and cash equivalents at beginning of the year                            | 2,821,772,139                     | 4,631,710,995           | 2,820,537,268                 | 4,630,351,485           |
| <b>Cash and cash equivalents at the end of the year</b>                       | <b>2,744,520,380</b>              | <b>2,821,772,139</b>    | <b>2,743,015,913</b>          | <b>2,820,537,268</b>    |

The accompanying notes to consolidated and separate financial statements from page 104 to 176 are an integral part of the financial statements.

## Cash Flow Statements (Cont'd)

For the years ended 31 December 2010 and 2009

|  | Consolidated financial statements |               | Separate financial statements |               |
|--|-----------------------------------|---------------|-------------------------------|---------------|
|  | 2010<br>Baht                      | 2009<br>Baht  | 2010<br>Baht                  | 2009<br>Baht  |
| <b>Supplemental disclosure of cash flows information</b> |                                   |               |                               |               |
| Non-cash transactions:                                   |                                   |               |                               |               |
| Bad debts written-off                                    | -                                 | 2,385,232,723 | -                             | -             |
| Properties foreclosed received in settlement of debts    | 380,859,946                       | 442,147,153   | -                             | 12,870,000    |
| Payable from purchase premises and equipments            | 21,382,523                        | -             | 21,382,523                    | -             |
| Payable from purchase intangible assets                  | 10,988,000                        | -             | 10,988,000                    | -             |
| Properties foreclosed received from auction              | 11,870,365                        | 5,084,216     | 12,012,865                    | 5,084,216     |
| Revaluation surplus on change in value of investment     | 111,614,837                       | 16,506,625    | 101,749,167                   | 16,506,625    |
| Write-off loans and allowance for doubtful debts         | 1,267,712,968                     | 2,332,450,741 | 980,900,726                   | 2,332,450,741 |
| Adjust transfer intangible to land, premises and equip   | 29,568,227                        | 94,680,968    | 30,019,299                    | 94,680,968    |
| Adjust transfer leasehold to land, premises and equip    | 12,611,365                        | -             | 12,611,365                    | -             |
| Adjust transfer impairment in investment                 |                                   |               |                               |               |
| to other liabilities                                     | 34,000,000                        | -             | 34,000,000                    | -             |
| Transfer allowance in loans to allowance interbank (a)   | 1,300,000                         | -             | 2,000,000                     | -             |
| Write-off negative goodwill                              | 72,798,094                        | -             | -                             | -             |

The accompanying notes to consolidated and separate financial statements from page 104 to 175 are an integral part of the financial statements.

# Notes to Consolidated and Separate Financial Statements

For the years ended 31 December 2010 and 2009

## 1 General information

CIMB THAI Bank Public Company Limited ("the Bank") is a public company incorporated and domiciled in Thailand. The Bank operates a commercial bank in Thailand since 8 March 1949. The Bank's Head Office is 44 Langsuan Road, Lumpini, Pathumwan, Bangkok.

The Bank is listed on the Stock Exchange of Thailand. For reporting purposes, the Bank and its subsidiaries are referred to as the Group. Its parent company is CIMB Bank Berhad, which is a public company incorporated in Malaysia. The parent company of the Group is CIMB Group Holdings Berhad (formerly known as "Bumiputra - Commerce Holdings Berhad"). On 20 April 2009, the Bank obtained an approval from the Ministry of Finance to change the Bank's name from "BankThai Public Company Limited" to "CIMB THAI Bank Public Company Limited". The name was registered with the Ministry of Commerce on 1 May 2009.

All subsidiaries were incorporated as limited companies or a public limited company under Thai laws, and all operate in Thailand, engaging mainly in securities business, insurance business, consultancy service, asset management, hire purchase and leasing.

The consolidated and separate financial statements were authorised by the Board of directors on 21 February 2011.

## 2 Basis of preparation of consolidated and separate financial statements

The consolidated and separate financial statements ("the financial statements") are prepared in accordance with Thai Generally Accepted Accounting Principles under the Accounting Act B.E. 2543, being those Thai Accounting Standards issued under the Accounting Profession Act B.E. 2547, and the financial reporting requirements of the Securities and Exchange Commission ("SEC") under the Securities and Exchange Act B.E. 2535. The primary financial statements (i.e., balance sheets, statements of income, changes in shareholders' equity and cash flows) are prepared in the format as required by the Notification of the Bank of Thailand ("BoT"), "The Preparation and Format of the Financial Statements of Commercial Bank and Holding Parent Company of Financial Group" dated on 3 August 2008.

The consolidated and separate financial statements have been prepared under the historical cost convention, except as disclosed in the accounting policies below.

The preparation of financial statements in conformity with Thai generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the amounts of revenues and expenses in the reported periods. Although these estimates are based on management's best knowledge of current events and actions, actual results may differ from those estimates.

An English version of the consolidated and separate financial statements have been prepared from the financial statements that are in the Thai language. In the event of a conflict or a difference in interpretation between the two languages, the Thai language financial statements shall prevail.

The consolidated financial statements include the separate financial statements of CIMB THAI Bank Public Company Limited and its subsidiaries and have been prepared on the same basis as that applied for the consolidated financial statements for the year ended 31 December 2009, with no structural changes related to subsidiaries occurring during the year, except for those reported in Note 8.7 and 15 to the financial statements.

The Bank prepares separate financial statements for the benefit of public, which present investment in subsidiaries and associated companies under cost method.

### **3 Accounting policies**

The principal accounting policies adopted in the preparation of these consolidated and separate financial statements are set out below:

#### **3.1 New accounting standards, new financial reporting standards, new interpretation, amendments to accounting standards**

##### **a) Accounting framework**

The amendment of accounting framework is effective on 26 May 2010.

##### **b) New accounting standards, new financial reporting standards, new interpretation and amendments to accounting standards**

The following new accounting standards, new financial reporting standards, new interpretation and amendments to accounting standards are mandatory for the accounting periods beginning on or after 1 January 2011 and 1 January 2013, but the Bank has not early adopted them:

Effective for the periods beginning on or after 1 January 2011

|        |                |   |
|--------|----------------|---|
| TAS 1  | (Revised 2009) | Presentation of Financial Statements                            |
| TAS 2  | (Revised 2009) | Inventories   |
| TAS 7  | (Revised 2009) | Statement of Cash Flows   |
| TAS 8  | (Revised 2009) | Accounting Policies, Changes In Accounting Estimates and Errors |
| TAS 10 | (Revised 2009) | Events after the Reporting Period                               |
| TAS 11 | (Revised 2009) | Construction Contracts  |
| TAS 16 | (Revised 2009) | Property, Plant and Equipment                                   |
| TAS 17 | (Revised 2009) | Leases  |
| TAS 18 | (Revised 2009) | Revenue   |
| TAS 19 |                | Employee Benefits   |
| TAS 23 | (Revised 2009) | Borrowing Costs   |
| TAS 24 | (Revised 2009) | Related Party Disclosures                                       |
| TAS 26 |                | Accounting and Reporting by Retirement Benefit plans            |
| TAS 27 | (Revised 2009) | Consolidated and Separate Financial Statements                  |
| TAS 28 | (Revised 2009) | Investments in Associates                                       |
| TAS 29 |                | Financial Reporting in Hyperinflationary Economies              |
| TAS 31 | (Revised 2009) | Interests in Joint Ventures                                     |
| TAS 33 | (Revised 2009) | Earnings per Share  |
| TAS 34 | (Revised 2009) | Interim Financial Reporting                                     |
| TAS 36 | (Revised 2009) | Impairment of Assets  |
| TAS 37 | (Revised 2009) | Provisions, Contingent Liabilities and Contingent Assets        |
| TAS 38 | (Revised 2009) | Intangible Assets   |
| TAS 40 | (Revised 2009) | Investment Property   |
| TFRS 2 |                | Share-based Payment   |
| TFRS 3 | (Revised 2009) | Business Combinations   |
| TFRS 5 | (Revised 2009) | Non-current Assets Held for Sale and Discontinued Operations    |
| TFRS 6 |                | Exploration for and Evaluation of Mineral Resources             |

TFRIC 15 Agreements for the Construction of Real Estate

Effective for the periods beginning on/or after 1 January 2013

|        |                |  |
|--------|----------------|--|
| TAS 12 |                | Income taxes   |
| TAS 20 | (Revised 2009) | Accounting for Government Grants and Disclosure of Government Assistance |
| TAS 21 | (Revised 2009) | The Effects of Changes In Foreign Exchange Rates                         |

The management of the Bank has assessed that TAS 2 (revised 2009), TAS 11 (revised 2009), TAS 20 (revised 2009) TAS 29, TAS 31 (revised 2009) TAS 40 (Revised 2009) and TFRS 2, TFRS 3 (Revised 2009), TFRS 6, TFRIC15 are not relevant to the main business of the Bank and subsidiaries. For other accounting standards, they are in the process of evaluating the effect of such standards to the financial statement for the year initially applied. New accounting standards which may impact significantly to the financial statement are shown as follows:

TAS 12 deals with taxes on income, comprising current tax and deferred tax. Current tax assets and liabilities are measured at the amount expected to be paid to or recovered from the taxation authorities, using tax rates and tax law that have been enacted or substantively enacted by the end of the reporting period. Deferred taxes are measured by based on the temporary difference between the tax base of an asset or liability and its carrying amount in the financial statements and using the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates and tax law that have been enacted or substantively enacted by the end of the reporting period. The Bank and subsidiaries will apply this standard from 1 January 2013 retrospectively with an expectation to incur of deferred tax account and changes in retained earnings and income tax expense. The management is currently assessing the impact of applying this standard.

TAS 19 deals with accounting for employee benefit. The standard classifies employee benefit into 4 categories: a) short-term employee benefits b) post-employment benefits (including defined contribution plan and defined benefit plan) c) other long-term employee benefits and d) termination benefits. The standard requires the entity to measure the defined benefit plan and other long-term employee benefits by using the Projected Unit Credit method (PUC). An entity can choose to recognise any actuarial gain or loss for defined benefit plan either in other comprehensive income or profit and loss. Actuarial gain or loss for other long-term employee benefit shall recognise in profit and loss. The Bank and subsidiaries will apply this standard from 1 January 2011. The management is currently assessing the impact of applying this standard.

Comparative figures have been adjusted to conform with changes in presentation in the current year as follows:

Certain accounts in the balance sheet as at 31 December 2009 have been reclassified to conform to the presentation in the balance sheet as at 31 December 2010. The significant transactions are shown as follows;

1. The Bank separately presented financial derivative assets and financial derivative liabilities from other assets and other liabilities. As at 31 December 2009, financial derivative assets and financial derivative liabilities in the consolidated financial statement and separate financial statements were Baht 1,592 million and Baht 1,183 million, respectively.
2. Deferred related expenses in issuing debenture agreement amounting to Baht 37 million and accrued interest expenses of long-term borrowing amounting to Baht 86 million reclassified from Other assets and Accrued interest expenses, respectively, to long-term borrowings according to Effective Interest Rate method.

Certain accounts in the income statements for the year ended 31 December 2009 have been reclassified to conform to the presentation in the Income statement for the year ended 31 December 2010. The significant transactions are shown as follows;

1. Telephone and postage income amounting to Baht 9 million was reclassified from other income to Fee and charges - others.
2. Personnel service agent expense amounting to Baht 16 million was reclassified from Fee and charges to Personnel expenses.
3. ATM Security expenses amounting to Baht 30 million was reclassified from Other expenses to Premises and equipment expenses.
4. Telephone expenses amounting to Baht 36 million was reclassified from Premises and equipment expenses to Other expenses.
5. Assets evaluation expense amounting to Baht 8 million was reclassified from Fee and charges to Premises and equipment expenses.
6. Staff incentive expense amounting to Baht 10 million was reclassified from Fee and charges to Personnel expenses.

### **3.2 Revenue recognition**

#### **(a) Interest and discount on loans**

Interest income is recognised on an accrual basis. The Bank discontinues recognition of overdue accrued interest income more than three months since the due date or there is uncertainty of collectability, and a collection basis is applied. The Bank also reverses interest income on such loans in order to comply with the Bank of Thailand's notification. The Bank continues its income recognition on the accrual basis when the entire amount of the principal and overdue interest has been paid.

Interest income on restructured loans is recognised on the same accrual basis as used for loans discussed above, with the exception of loans that are subject to monitoring for compliance with restructuring conditions, on which the Bank recognises interest income on a cash basis until the borrower has been able to comply with the restructuring conditions for a period of not less than three consecutive months or three consecutive installments, whichever is longer.

#### **(b) Interest on margin loans**

Interest on margin loans is recognised as income on the time proportion basis except for interest income from certain securities business receivables, which is recognised on a collection basis in accordance with an announcement of the office of the Securities and Exchange Commission, dated 15 February 2001, regarding the accounting for sub-standard loans.

#### **(c) Interest and dividends on investments**

Interest income from investments is recognised on a time proportion basis using the effective interest method. Dividend income from investments is recognised when the right to receive payment is established.

Interest income from investments in receivables is recognised using the effective interest method for receivables from which loan repayment was received during the year. The effective interest rate was determined on basis of assumptions as to the amount and the timing of future collections on such loans. Such assumptions concern events that have not yet taken place and accordingly may vary if circumstances arise which were not foreseen.

#### **(d) Gains (losses) on sale of investments**

Gains (losses) on sale of investments are recognised as income/expenses on the transaction date.

#### **(e) Gains (losses) on sale of property foreclosed**

Gains or losses on sale of property foreclosed are recognised as income/expenses in income statement when the significant risks and rewards of ownership of property foreclosed have transferred to the buyer.

#### **(f) Brokerage fees**

Brokerage income is recognised when the underlying transaction is contracted.

#### **(g) Premium income and inward reinsurance**

Premium income is recognised on the effective date of insurance policies and after deducting premium on reinsurance outward and refunds.

The subsidiary recognises inward reinsurance transactions with insurance companies upon receipt of advice from those companies.

#### **(h) Income from hire-purchase contracts**

The subsidiaries recognise hire-purchase income, using the effective interest rate method over the period of contracts.

The subsidiaries recognise hire-purchase income on the same basis as used for interest income on loan.

#### **(i) Other income**

Other income is recognised as income on an accrual basis.

### **3.3 Expense recognition**

#### **(a) Interest expenses**

Interest on borrowings and deposits are recognised as expenses on an accrual basis.

#### **(b) Claims**

Losses are recognised upon receipt of the claims advice from the insured parties, including provision for the cost of claims incurred but not reported as of the balance sheet date.

#### **(c) Policy acquisition costs**

Policy acquisition costs, such as commissions, are charged to the income statement as incurred.

#### **(d) Commission fee under hire purchase agreements**

The commission fee under hire-purchase agreements is recognised over the installment period, using the effective rate method.

#### **(e) Other expense**

Other expense is recognised as expense on an accrual basis.

### **3.4 Investments**

The Bank and its subsidiaries classify investments, other than investments in subsidiaries, associates and joint venture, into four categories: 1. Trading Investments, 2. Held-to-maturity Investments, 3. Available-for-sale investments and 4. General Investments. The classification is dependent on the purpose for which the investments were acquired. Management determines the appropriate classification of its investments at the time of the purchase and re-evaluates such designation on a regular basis.

1. Trading Investments are investments that are acquired principally for the purpose of generating a profit from short-term fluctuations in price not over than three months. Trading Investments are traded in active markets and included in short-term investment.
2. Available-for-sale Investments are investments intended to be held for an indefinite period of time, which may be sold in response to liquidity needs or changes in interest rates, and are included in long-term investment unless management has expressed the intention of holding the investment for less than 12 months from the balance sheet date, in which case they are included in short-term investment.
3. Held-to-maturity Investments are investments with fixed maturity that the management has the intent and ability to hold to maturity are classified as held-to-maturity and are included in long-term investment, except for maturities within 12 months from the balance sheet date which are classified as short-term investment.
4. General Investments are investments in non-marketable equity securities.

Purchases and sales of investments are recognised on the settlement date. Cost of investment includes transaction costs. Trading and available-for-sale investments are subsequently carried at fair value.

Trading and available-for-sale investments are presented in the balance sheet at fair value less allowance for impairment, if any. In the income statements, the unrealised gains and losses of trading investments are recognised in the gains (losses) on investment in the income statements. Unrealised gain and losses arising from changes in the fair value of investments classified as available-for-sale are recognised in equity. When available-for-sale investments are sold or impaired, the accumulated fair value adjustments are included in the income statement as the gains (losses) on investment. Fair value are calculated on the following basis:

- For marketable debt securities, fair values are calculated by referencing to the last bid prices on the last business day of the year. The rates are announced by the Thai Bond Market Association (Thai BMA). Fair values of other debt securities are calculated by referencing to the risk-free yield curve, adjusted by the appropriate risk premium.
- For marketable equity securities, fair values are calculated by referencing to last bid prices quoted on the Stock Exchange of Thailand on the last business day of the period.

Held-to-maturity investments are carried at amortised cost using the effective yield method.

General investments are carried at cost less impairment.

The Bank and its subsidiaries test for impairment when there is a factor indicating that an investment might be impaired. If the carrying value of the investment is higher than its recoverable amount, impairment loss is charged to the income statements.

On disposal of an investment, the difference between the net disposal proceeds and the carrying amount is charged or credited to the income statements. When disposing of part of the Bank and subsidiaries' holding of a particular investment in debt or equity securities, the carrying amount of the disposed part is determined by the First-in, First-out carrying amount of the total holding of the investment.

### **3.5 Investments in receivables**

Investments in receivables that purchased from financial institutions are valued at acquisition cost net of allowance for impairment (if any). Loss on impairment of investments is included in income statement.

Investments in receivables which enter into troubled debt restructuring are transferred to loans and presented at fair value net off allowance for doubtful. The fair value is based on the outstanding balance of investments in receivables purchased as at transferred date or as at the date of restructuring.

The Bank and its subsidiaries determine allowance for impairment of investments in receivables based on the present value of expected future cash flows from collateral disposal or debt collection in accordance with the BoT's provisioning guidelines.

### **3.6 Promissory notes received in connection with transfer of non-performing loans to TAMC**

Promissory notes received in connection with the transfer of non-performing loans to Thai Asset Management Corporation ("TAMC"), which are availed by the Financial Institutions Development Fund ("the FIDF"), are regarded as investments in debt securities expected to be held to maturity and therefore stated at cost. The Bank recognises interest income on the promissory notes on an accrual basis using the weighted average interest rate announced by 5 commercial banks for the previous quarter. The Bank will recognise income or expenses with respect to gain or loss sharing from the management of non-performing loans at the end of the agreement, and the Bank receives allocation from the TAMC, or when the gain or loss can be accurately estimated.

### **3.7 Investments in subsidiary and associated companies**

#### **(1) Subsidiaries**

Subsidiaries are all entities over which the Bank has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. When assessing whether the Bank controls another entity, the Bank considers the existence and effect of voting rights that are currently exercisable or convertible, including potential voting right which held by other entities. The Bank consolidated financial statement of subsidiaries from the date on which control is transferred to the Bank and are no longer consolidated from the date that control ceases.

The Bank applies the purchase method of accounting to account for the acquisition of subsidiaries. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest.

The excess of the cost of acquisition over the fair value of the Bank's share of the identifiable net assets acquired is recorded as goodwill.

If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in the income statement.

Intercompany transactions, balances and unrealised gains on transactions between group companies are eliminated. Where necessary, accounting policies of subsidiaries have been changed to ensure consistency with the policies adopted by the Bank.

In the Bank's separate financial statements investments in subsidiaries are reported by using the cost method.

A list of the Bank's principal subsidiaries is set out in Note 8.7. The effects acquisitions and disposals of subsidiaries are shown in Note 8.7.

## (2) Associates

Associates are all entities over which the Bank has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are initially recognised at cost, and accounted for using the equity method of accounting in consolidated financial statements. The Bank's investment in associates includes goodwill identified on acquisition, net of any accumulated impairment loss.

The Bank's share of its associates' post acquisition profits or losses is recognised in the income statement, and its share of post-acquisition movements in reserves is recognised in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Bank's share of losses in an associate equals or exceeds its interest in the associate, the Bank does not recognise further losses.

In the Bank's separate financial statements, investments in associates are accounted for using the cost method.

A list of the Bank's principal associates is set out in Note 8.7. The effects acquisitions and disposals of associates are shown in Note 8.7.

If the Bank receives shares as a result of debt restructuring of a borrower and as a result of such acquisition holds more than 50 percent or 20 percent of the shares of such company, the Bank will not treat the investee company as a subsidiary company or a associated company, respectively, as it intends to hold such investments on a temporary basis and must dispose them in accordance with BoT's guidelines.

## 3.8 Loans/securities business receivables/hire purchase receivables and allowance for doubtful accounts

### (a) For loans of commercial banking business

Loans are generally stated at the principal amounts outstanding. The allowance for doubtful accounts is provided for risks of losses incurred on loans. The allowance is increased by provisions charged to expense and decreased by write-offs and recoveries. The allowance is based on the management's review and assessment of the status of individual debtor as well as the Bank of Thailand's guidelines. In addition, the Bank takes into consideration the relationship of risks involved, value of collateral and the status of individual debtor including the relationship of allowance for doubtful debts against the loan balance through the economic situation which may have impact on the customers' ability to pay.

(b) For securities business receivables

**Receivables from clearing house and payables to clearing house**

Receivables from clearing house comprises the net balance receivables from Thailand Securities Depository (TSD) in respect of securities trades settled through clearing house of TSD and the net receivable from Thailand Clearing House (TCH) including amounts pledged with TCH as security for derivatives trading.

Payables to clearing house comprise the net balance payable to Thailand Securities Depository (TSD) in relation to securities trades settled through clearing house of TSD and the net payable to Thailand Clearing House (TCH).

As at 15 February 2010 and onward, receivables from and payables to clearing House of Thailand securities Depository (TSD) in relation to securities trades will be settled through Thailand clearing House (TCH).

**Securities business receivables and allowance for doubtful accounts**

Securities business receivables and derivative business receivables are the net balances after deducting allowance for doubtful accounts and include interest receivables.

Securities business receivables comprise cash accounts, margin accounts, guarantee deposits receivable, as well as other receivables such as overdue cash accounts and receivables which are the subject of legal proceedings, are undergoing restructuring or are being settled in installments.

Allowance for doubtful accounts is determined based on the announcement of the Office of the Securities and Exchange Commission's Notification dated 15 February 2001, regarding the accounting for sub-standard loans. The announcement requires the subsidiary categorise its loan portfolio into 3 categories subject to different minimum levels of provisioning. The announcement also imposes policies regarding collateral valuation for the purpose of setting allowance for doubtful accounts. Moreover, management also considers the financial position of each debtor which is based on management's experience and opinion.

(c) For hire purchase receivables

Hire purchase receivables are stated at net realisable value from the contractual amounts net off unearned hire purchase incomes. Allowance for doubtful accounts is set in accordance with the Bank of Thailand's guidelines.

**3.9 Troubled debt restructuring and losses from troubled debt restructuring**

The Bank and its subsidiaries record troubled debt restructuring transactions and related losses with according to the notifications of the Bank of Thailand.

The Bank records assets received in settlement of debts at the lower of the fair values of the assets, less estimated selling expenses (if any), or the amount of investments in receivables (including accrued interest income).

In case that the debt restructuring involves modification of terms of receivables, the fair value of investments in receivables after restructuring is based on the net present value of the expected future cash flows, discounted by the Minimum Loan Rate (MLR) prevailing at the restructuring date.

Losses arising from restructuring, net off allowance for doubtful accounts, are recorded as revaluation allowance for debt restructuring and recognised as expense in the Income statements when incurred.

Legal fees and other direct costs incurred to effect the debt restructuring are expensed when incurred.

The Bank adjusts the revaluation allowance for debt restructuring at the end of every period by re-calculating the net present value of expected cash flows, discounted by the Minimum Loan Rate (MLR) being quoted to the debtor at the end of the period.

Losses arising from debt restructuring through waiver of part of the principal or recorded accrued interest receivable after deduction the provided allowance (if any) will be charged against the income statements when debt restructuring agreement executed.

### **3.10 Properties/assets foreclosed**

Properties/assets foreclosed consists of immovable and movable assets are stated at the lower of cost or net realisable value less estimated selling expenses of the acquisition assets. Where the carrying value of foreclosed assets incurred impairment, the Bank and its subsidiaries will recognise the provision for impairment of foreclosed assets in total.

The Bank and its subsidiaries will recognise gain (loss) on sales of foreclosed assets as income or expenses in whole amount in accordance with the notifications of the Bank of Thailand.

### **3.11 Premises and equipment and depreciation**

Land and buildings comprise mainly offices and condominiums and are shown at appraisal value, based on every 5 years valuations by external independent valuers, less subsequent depreciation for buildings. All other equipments is stated at cost less accumulated depreciation.

The Bank and its subsidiaries record increase in the carrying amount arising on revaluation of property and plant are credited to the revaluation surplus on assets (included in unrealised gain) in shareholders' equity. Decreases that offset previous increases of the same asset are charged against that reserve; all other decreases are charged to the income statements. Each year the difference between depreciation based on the revalued carrying amount of the asset (the depreciation charged to the income statements) and depreciation based on the asset's original cost is transferred from revaluation reserve to retained earnings.

Depreciation is calculated on the straight line basis to write off the cost or the revalued amount, of each asset, except for land which is considered to have an indefinite life, to its residual value over the estimated useful life as follows:

|            |                      |
|------------|----------------------|
| Buildings  | 20 - 40 years        |
| Equipments | 5 years and 10 years |

Residual value and the estimated useful life of the assets are revised in every reporting balance sheet date.

Where the carrying amount of an asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount.

Repairs and maintenance are charged to the income statement during the financial period in which they are incurred. The cost of major renovations is included in the carrying amount of the asset when it is probable that future economic benefits in excess of the originally assessed standard of performance of the existing asset will flow to the Bank and subsidiaries. Major renovations are depreciated over the remaining useful life of the related asset.

Gains and losses on disposals are determined by comparing proceeds with carrying amount and are included in operating profit. On disposal of revalued assets, the related revaluation reserve amounts are transferred to retained earnings.

### **3.12 Intangible assets**

#### **(a) Computer software**

Acquired computer software licences are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. These costs are amortised over their estimated useful lives 5 years and 10 years

Costs associated with developing or maintaining computer software programmes are recognised as an expense as incurred. Costs that are directly associated with identifiable and unique software products controlled by the Bank and subsidiaries and will probably generate economic benefits exceeding costs beyond one year, are recognised as intangible assets. Direct costs include staff costs of the software development team and an appropriate portion of relevant overheads.

Expenditure which enhances or extends the performance computer software programmes beyond their original specifications is recognised as a capital improvement and added to the original cost of the software. Computer software development costs are recognised as assets and amortised using the straight-line basis over their useful lives.

**(b) Other intangible assets**

Expenditure on acquired licences is capitalised and amortised using the straight-line basis over their useful lives, generally over 5 years. Intangible assets are not revalued.

**3.13 Impairment of assets**

Property, plant and equipment and other non-current assets which are not financial assets, including goodwill and intangible assets are reviewed for impairment losses whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the carrying amount of the assets exceeds its recoverable amount which is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest level for which there is separately identifiable cash flows. Assets other than goodwill that suffered an impairment are reversed for possible impairment loss of the estimation of the recoverable amounts were changed in subsequent period after the Bank and subsidiaries' recognition of impairment.

**3.14 Leasehold rights**

The cost of leasehold right on building for the period of 2 - 30 years, which is presented as other assets, is amortised as an operating expense on a straight-line method over the life of the agreement.

**3.15 Leases**

Leases not transferring a significant portion of the risks and rewards of ownership to the lessee are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the income statements on a straight-line basis over the period of the lease.

When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognised as an expense in the period in which termination takes place.

**3.16 Related party transactions**

Enterprises and individuals that directly or indirectly through one more intermediaries, control, or are controlled by, or are under common control with the Bank and subsidiaries, including holding companies, subsidiaries and fellow subsidiaries are related parties of the Bank and subsidiaries. Associates and individuals owning, directly or indirectly, an interest in the voting power of the Bank and subsidiaries that gives them significant influence over the enterprise, key management personnel, including directors and officers of the Bank and subsidiaries and close members of the family of these individuals and companies associated with these individuals also constitute related parties.

In considering each possible related party relationship, attention is directed to the substance of the relationship, and not merely the legal form.

**3.17 Foreign currency translation**

Items included in the financial statements of the Bank and its subsidiaries are measured using Thai Baht. The consolidated financial statements are presented in Thai Baht.

Foreign currency transactions are translated into Thai Baht using the exchange rates prevailing at the date of the transaction. Monetary assets and liabilities denominated in foreign currency are translated to Thai Baht at the exchange rate prevailing at the balance sheet date. Gains and losses resulting from the settlement of foreign currency transactions and from the translation of monetary assets and liabilities denominated in foreign currencies, are recognised in the income statements.

### **3.18 Financial derivatives**

The Bank regards its obligations under financial derivatives contracts as off-balance sheet items. The accounting treatments for financial derivatives transactions depends on the purpose of the transaction as follows:

**(a) Trading transactions**

The Bank records its obligations under financial derivatives contracts originated for trading purposes at fair value. Gains/losses arising from changes in value are included in income statement.

**(b) Non-trading transactions**

The Bank measures derivatives classified as non-trading transactions on basis equivalent to that used in measurement of the hedged underlying asset and liability as follows:

- (1) For foreign currency elements, the Bank measures its value in Baht by using the reference rates on the balance sheet date announced by the Bank of Thailand.
- (2) Interest elements are recorded on an accrual basis.

### **3.19 Embedded derivatives**

The Bank records embedded derivatives in investments in Structured Note and Structured Deposit in compliance with the Bank of Thailand's Notification as follows:

- (a) If the economic characteristics and risks of an embedded derivative are not closely related to the economic characteristic and risk of host contract, the Bank will separately account the embedded derivative from the host contract and measure the embedded derivative at fair value including a gain/loss in the income statements. The host contract will be accounted for under the related accounting standards. In case of the Bank is unable to measure the embedded derivative separately, the Bank will designate the entire hybrid contract as at fair value (based on arranger's price) included in the income statements.
- (b) If the economic characteristics and risks of an embedded derivative are closely related to the economic characteristics and risks of the host contract, the Bank will not separately account the embedded derivative from the host contract and classify the host contract under the related accounting standards.

### **3.20 Unearned premium reserve**

Unearned premium reserve is the proportion of the premium written during the year, less reinsurance and cancellations, that relate to the periods of risk from 1 January of the following year to the subsequent expiry dates of the policies. It is calculated on the following basis:

|   |   |
|---|---|
| Fire, marine hull, motor and miscellaneous              | - Monthly average basis (the one-twenty fourth basis) |
| Marine and transportation (cargo)                       | - Net premium written for the last ninety days        |
| Travel accident with coverage of not more than 6 months | - Net premium written for the last thirty days        |

### **3.21 Loss reserves and outstanding claims**

A provision for outstanding claim is made for the estimated cost of all claims notified but not settled at the balance sheet less reinsurance recoveries, using the information available at the time. Provision is also made for the cost of claims incurred but not reported as of the balance sheet date.

The subsidiary estimates claims incurred but not yet reported by the insured (IBNR) based on the actuarial basis based on the subsidiary's experience and historical data which is not lower than 2.5% of the annual net written premium.

Differences between the provision for outstanding claims at the balance sheet date and subsequent revisions and settlements are included in the income statements in later years.

### **3.22 Pension fund**

The Bank has a policy to pay pension benefits to employees with more than 10 years of service and who resign in accordance with the rules and conditions stipulated by the Bank. The Bank reserves pension funds and charged to expenses in the income statements based on the number of years of service by each employee. In the event that any employee resigns and is not entitled to receive pension benefits, the Bank will reverse the pension fund contributions already reserved for such employee and charge the amount against the income statements for the year in which he/she resigns.

Such pension benefits only provide to employees who are former employees of the Union Bank of Bangkok Public Company Limited.

### **3.23 Provident fund**

The Bank and subsidiaries operates a provident fund that is a defined contribution plan. The assets of which are held in a separate trust fund which managed by external fund manager. The provident fund is funded by payments from employees and by the Bank and subsidiaries. Contributions to the provident fund are charged to the income statements in the year to which they relate.

### **3.24 Treasury stock**

Where the Bank or its subsidiaries purchases the Bank's equity share capital, the consideration paid including any attributable incremental external costs net of income taxes is deducted from total shareholders' equity recorded as treasury shares until they are cancelled. Where such shares are subsequently sold or reissued, any consideration received is included in shareholders' equity.

### **3.25 Provisions**

The Bank and subsidiaries recognise provisions when the Bank and subsidiaries has a present legal or constructive obligation as a result of past events, it is probable that an economic outflow of resources will be required to settle the obligation and the obligation is reliably estimated.

Where the Bank and subsidiaries expects a provision to be reimbursed, the reimbursement is recognised as a separate asset but only when the reimbursement is virtually certain.

### **3.26 Income tax**

Income tax is provided for in the accounts based on the taxable profits determined in accordance with tax legislation.

## **4 Critical accounting estimates, assumptions and judgements**

Estimates, assumptions and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

### **4.1 Critical accounting estimates and assumptions**

The Bank and its subsidiaries make estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are outlined below.

#### **a Allowance for doubtful accounts for loans**

The Bank and subsidiaries consider an allowance for doubtful accounts to reflect impairment of loans relating to estimated losses resulting from the inability of customers to make required payments. The allowance for doubtful accounts is significantly impacted by the Bank and subsidiaries' assessment of future cash flows, such assessment being based on consideration of historical collection experience, known and identified instances of default and consideration of market trends.

#### **b Fair value of financial derivative instruments**

In determining the fair value of financial derivative instruments, the management has made judgment by using a variety of acceptable valuation techniques. The input parameter to the models used is taken from observable markets, and includes consideration of maturity, interest rate correlation and volatility, etc.

#### **c Impairment of Investments**

Investments are reviewed for impairment losses whenever events or changes in circumstances indicate that the carrying amount may not be recovered, in determining the impairment losses. Management believed that estimation are reasonable.

#### **d Allowance for impairment of property foreclosed**

The Bank and its subsidiaries assess allowance for impairment of property foreclosed when net realisable value falls below the book value. The management uses judgment to estimate impairment losses, taking into consideration the latest appraised value of assets, the type and nature of the assets. However, the use of different estimates and assumptions could affect the amounts of the allowance for impairment. Therefore, allowance for impairment may be adjusted in the future.

#### **e Building, equipment and intangible assets**

Management determines the estimated useful lives and residual values for the Bank and subsidiaries' building, equipment and intangible assets. Management will revise the depreciation charge where useful lives and residual values are different to previously estimated, or it will write off or write down technically obsolete or assets that have been abandoned or sold.

#### **f Loss reserves and outstanding claims**

Loss reserves and outstanding claims is made for the estimated costs of all claims together with related expenses less reinsurance recoveries, in respect of claims notified but not settled at the balance sheet date. Loss reserves and outstanding claims is also made for the cost of claims, together with related expenses, incurred but not reported at the balance sheet date, using an actuarial valuation which is estimated based on statistical data and historical experience.

## 5 Capital risk management

The Bank and subsidiaries' objectives when managing capital are to safeguard the Bank and subsidiaries' ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the Bank and subsidiaries may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt obligations.

Moreover, the Bank is required to manage its capital funds in accordance with the Act on Undertaking of Banking business B.E.2551. The Bank's capital fund is presented in Note 25.

## 6 Change in accounting policy

The Bank changed accounting method of accounts receivable from investments and accounts payable for purchase of investments from trade date accounting to settlement date accounting in order to follow the accounting policy of the parent company. The Bank adjusted consolidated and separate balance sheet as at 31 December 2009 by reducing accounts receivable from sale of investments amounting to Baht 13,284,802,101 and reducing accounts payable from purchase of investments amounting to Baht 13,284,745,216. The Bank additionally disclosed commitment on purchase of investment amounting to Baht 13,287,000,000 and commitment on sale of investment amounting to Baht 13,287,000,000 in Note 33.1. The Bank did not adjust consolidated and separate profit and loss statement and consolidated and separate statement of cash flows as the impact was immaterial.

Besides, the Bank changed cost method of investment from Weighted Average to First-in, First-out in order to follow the accounting policy of the parent company. The Bank did not adjust comparative financial statements for the year ended 31 December 2009 due to the impact was immaterial.

## 7 Interbank and money market items (assets)

|   | Consolidated financial statements |                         |                          |                            |                         |                          |
|---|-----------------------------------|-------------------------|--------------------------|----------------------------|-------------------------|--------------------------|
|   | 2010                              |                         |                          | 2009                       |                         |                          |
|   | At call<br>Million<br>Baht        | Term<br>Million<br>Baht | Total<br>Million<br>Baht | At call<br>Million<br>Baht | Term<br>Million<br>Baht | Total<br>Million<br>Baht |
| <b>Domestic:</b>  |                                   |                         |                          |                            |                         |                          |
| Bank of Thailand and the Financial Institutions Development Fund          | 636                               | 2,300                   | 2,935                    | 72                         | 1,660                   | 1,732                    |
| Commercial banks  | 504                               | 3,045                   | 3,549                    | 198                        | 12,326                  | 12,524                   |
| Other banks   | 4                                 | 6,875                   | 6,879                    | 7                          | 68                      | 75                       |
| Finance, finance and securities, securities, and credit foncier companies | 544                               | 1                       | 545                      | 544                        | 57                      | 601                      |
| Other financial institutions  | -                                 | 432                     | 432                      | 50                         | -                       | 50                       |
| Total domestic items  | 1,687                             | 12,653                  | 14,340                   | 871                        | 14,111                  | 14,982                   |
| Add: Accrued interest receivables   | -                                 | 2                       | 2                        | -                          | 2                       | 2                        |
| Less: Allowance for doubtful debts  | -                                 | (4)                     | (4)                      | -                          | 2                       | 2                        |
| <b>Domestic items - net</b>   | <b>1,687</b>                      | <b>12,651</b>           | <b>14,338</b>            | <b>871</b>                 | <b>14,111</b>           | <b>14,982</b>            |
| <b>Foreign:</b>   |                                   |                         |                          |                            |                         |                          |
| US dollar   | 833                               | 42                      | 875                      | 336                        | -                       | 336                      |
| Yen   | 6                                 | -                       | 6                        | 13                         | -                       | 13                       |
| EURO  | 8                                 | -                       | 8                        | 15                         | -                       | 15                       |
| Other currencies  | 15                                | -                       | 15                       | 24                         | -                       | 24                       |
| <b>Foreign items - net</b>  | <b>862</b>                        | <b>42</b>               | <b>904</b>               | <b>388</b>                 | <b>-</b>                | <b>388</b>               |
| <b>Domestic and foreign items - net</b>                                   | <b>2,549</b>                      | <b>12,693</b>           | <b>15,242</b>            | <b>1,259</b>               | <b>14,111</b>           | <b>15,370</b>            |

|  | Separate financial statements |                         |                          |                            |                         |                          |
|--|-------------------------------|-------------------------|--------------------------|----------------------------|-------------------------|--------------------------|
|  | 2010                          |                         |                          | 2009                       |                         |                          |
|  | At call<br>Million<br>Baht    | Term<br>Million<br>Baht | Total<br>Million<br>Baht | At call<br>Million<br>Baht | Term<br>Million<br>Baht | Total<br>Million<br>Baht |
| <b>Domestic:</b>   |                               |                         |                          |                            |                         |                          |
| Bank of Thailand and the Financial Institutions Development Fund         | 635                           | 2,300                   | 2,935                    | 72                         | 1,680                   | 1,732                    |
| Commercial banks   | 23                            | 3,000                   | 3,023                    | 40                         | 12,000                  | 12,040                   |
| Other banks  | -                             | 6,875                   | 6,875                    | -                          | -                       | -                        |
| Finance, finance and securities, securities, and credit factor companies | 544                           | 125                     | 669                      | 544                        | 58                      | 600                      |
| Other financial institutions   | -                             | 432                     | 432                      | 50                         | -                       | 50                       |
| <b>Total domestic items</b>  | <b>1,202</b>                  | <b>12,732</b>           | <b>13,934</b>            | <b>706</b>                 | <b>13,716</b>           | <b>14,422</b>            |
| Add Accrued interest receivables   | -                             | 2                       | 2                        | -                          | 1                       | 1                        |
| Less Allowance for doubtful debts  | -                             | (4)                     | (4)                      | -                          | (2)                     | (2)                      |
| <b>Domestic Items - net</b>  | <b>1,202</b>                  | <b>12,730</b>           | <b>13,932</b>            | <b>706</b>                 | <b>13,715</b>           | <b>14,421</b>            |
| <b>Foreign:</b>  |                               |                         |                          |                            |                         |                          |
| US dollar  | 833                           | 42                      | 875                      | 336                        | -                       | 336                      |
| Yen  | 6                             | -                       | 6                        | 13                         | -                       | 13                       |
| EURO   | 8                             | -                       | 8                        | 15                         | -                       | 15                       |
| Other currencies   | 15                            | -                       | 15                       | 24                         | -                       | 24                       |
| <b>Foreign Items - net</b>   | <b>862</b>                    | <b>42</b>               | <b>904</b>               | <b>388</b>                 | <b>-</b>                | <b>388</b>               |
| <b>Domestic and foreign Items - net</b>                                  | <b>2,064</b>                  | <b>12,772</b>           | <b>14,836</b>            | <b>1,094</b>               | <b>13,715</b>           | <b>14,809</b>            |

As at 31 December 2010, the Bank has promissory notes of Baht 547 million (31 December 2009: Baht 547 million), that had been issued by finance companies which were ordered to be closed, and are availed by the Financial Institution Development Fund ("the FIDF").

The FIDF recalls promissory notes amounting to Baht 544 million (31 December 2009: Baht 544 million) to cancel the avails since the FIDF is of the opinion that the Bank has no obligations in respect of the related liabilities. However, the Bank has not yet returned the promissory note to the FIDF in order to retain its right to claim compensation from the FIDF should the Bank need to undertake responsibility for any obligations in the future.

As of the balance sheet date such promissory note availed by FIDF has been presented as assets and the related obligation has been presented as liabilities at the same amount Baht 544 million (31 December 2009: Baht 544 million).

## 8 Investments

|                                    | Consolidated<br>financial statements |               | Separate<br>financial statements |               |
|------------------------------------|--------------------------------------|---------------|----------------------------------|---------------|
|                                    | 2010                                 |               | 2009                             |               |
|                                    | Million Baht                         | Million Baht  | Million Baht                     | Million Baht  |
| Value at equity method/cost method | 24,468                               | 21,225        | 24,345                           | 23,579        |
| Add Allowance for revaluation      | 160                                  | 54            | 142                              | 38            |
| Less Allowance for impairment      | (2,996)                              | (565)         | (1,786)                          | (1,989)       |
| <b>Net book value</b>              | <b>21,632</b>                        | <b>20,714</b> | <b>22,721</b>                    | <b>21,628</b> |

#### 8.1 Classified by types of investment

|  | Consolidated financial statements             |                                  |   |                                  | Separate financial statements                 |                                  |   |                                  |
|--|---|----------------------------------|---|----------------------------------|---|----------------------------------|---|----------------------------------|
|  | 2010  |                                  | 2009  |                                  | 2010  |                                  | 2009  |                                  |
|  | Cost/<br>Amortised<br>Cost<br>Million<br>Baht | Fair<br>Value<br>Million<br>Baht | Cost/<br>Amortised<br>Cost<br>Million<br>Baht | Fair<br>Value<br>Million<br>Baht | Cost/<br>Amortised<br>Cost<br>Million<br>Baht | Fair<br>Value<br>Million<br>Baht | Cost/<br>Amortised<br>Cost<br>Million<br>Baht | Fair<br>Value<br>Million<br>Baht |
| <b>Short-term investments:</b>                               |   |                                  |   |                                  |   |                                  |   |                                  |
| Securities held for trading                                  |   |                                  |   |                                  |   |                                  |   |                                  |
| Government and state enterprises securities                  | 80  | 80                               | 405   | 404                              | 80  | 80                               | 380   | 379                              |
| Private sector debt securities                               | 6   | 6                                | 26  | 26                               | 6   | 6                                | 6   | 6                                |
| Domestic marketable equity securities                        | 50  | 50                               | 76  | 82                               | -   | -                                | -   | -                                |
| Total  | 136   | 136                              | 507   | 512                              | 86  | 86                               | 386   | 385                              |
| Add (less) Allowance for revaluation                         | -   | -                                | 5   | -                                | -   | -                                | (1)   | -                                |
| <b>Securities held for trading - net</b>                     | <b>136</b>                                    | <b>136</b>                       | <b>512</b>                                    | <b>512</b>                       | <b>86</b>                                     | <b>86</b>                        | <b>385</b>                                    | <b>385</b>                       |
| <b>Available-for-sales securities</b>                        |   |                                  |   |                                  |   |                                  |   |                                  |
| Government and state enterprises securities                  | 2,622   | 2,618                            | 4,536   | 4,536                            | 2,622   | 2,618                            | 4,488   | 4,490                            |
| Private sector debt securities                               | 1   | -                                | 55  | 54                               | 1   | -                                | 54  | 53                               |
| Domestic marketable equity securities                        | 27  | 22                               | 27  | 17                               | -   | -                                | -   | -                                |
| Total  | 2,650   | 2,640                            | 4,618   | 4,609                            | 2,623   | 2,618                            | 4,542   | 4,543                            |
| Add Allowance for revaluation                                | 18  | -                                | 17  | -                                | (4)   | -                                | 2   | -                                |
| Less Allowance for impairment                                | (26)  | -                                | (26)  | -                                | (1)   | -                                | (1)   | -                                |
| <b>Available-for-sales securities - net</b>                  | <b>2,640</b>                                  | <b>2,640</b>                     | <b>4,609</b>                                  | <b>4,609</b>                     | <b>2,618</b>                                  | <b>2,618</b>                     | <b>4,543</b>                                  | <b>4,543</b>                     |
| <b>Held-to-maturity debt securities</b>                      |   |                                  |   |                                  |   |                                  |   |                                  |
| Government and state enterprises securities                  | 4,561   | -                                | -   | -                                | 4,561   | -                                | -   | -                                |
| Promissory notes issued by Thai Asset Management Corporation | 481   | -                                | -   | -                                | 481   | -                                | -   | -                                |
| Overseas debt securities                                     | 1,508   | -                                | -   | -                                | 1,508   | -                                | -   | -                                |
| <b>Held-to-maturity debt securities - net</b>                | <b>6,550</b>                                  | <b>-</b>                         | <b>-</b>                                      | <b>-</b>                         | <b>6,550</b>                                  | <b>-</b>                         | <b>-</b>                                      | <b>-</b>                         |
| <b>Short-term investments - net</b>                          | <b>9,326</b>                                  | <b>-</b>                         | <b>5,121</b>                                  | <b>-</b>                         | <b>9,254</b>                                  | <b>-</b>                         | <b>4,928</b>                                  | <b>-</b>                         |

|  | Consolidated financial statements             |                                  |   |                                  | Separate financial statements                 |                                  |   |                                  |
|--|---|----------------------------------|---|----------------------------------|---|----------------------------------|---|----------------------------------|
|  | 2010  |                                  | 2009  |                                  | 2010  |                                  | 2009  |                                  |
|  | Cost/<br>Amortised<br>Cost<br>Million<br>Baht | Fair<br>Value<br>Million<br>Baht | Cost/<br>Amortised<br>Cost<br>Million<br>Baht | Fair<br>Value<br>Million<br>Baht | Cost/<br>Amortised<br>Cost<br>Million<br>Baht | Fair<br>Value<br>Million<br>Baht | Cost/<br>Amortised<br>Cost<br>Million<br>Baht | Fair<br>Value<br>Million<br>Baht |
| <b>Long-term investments:</b>  |   |                                  |   |                                  |   |                                  |   |                                  |
| Available-for-sales securities   |   |                                  |   |                                  |   |                                  |   |                                  |
| Government and state enterprises securities                            | 2,959   | 2,921                            | 35  | 35                               | 2,959   | 2,921                            | -   | -                                |
| Private sector debt securities   | -   | -                                | 38  | 39                               | -   | -                                | -   | -                                |
| Domestic marketable equity securities                                  | 2,500   | 2,683                            | 2,571   | 2,597                            | 2,500   | 2,683                            | 2,512   | 2,544                            |
| Total  | 5,459   | 5,604                            | 2,644   | 2,671                            | 5,459   | 5,604                            | 2,512   | 2,544                            |
| Add Allowance for revaluation  | 145   | -                                | 32  | -                                | 145   | -                                | 37  | -                                |
| Less Allowance for impairment  | -   | -                                | (5)   | -                                | -   | -                                | (5)   | -                                |
| <b>Available-for-sales securities - net</b>                            | <b>5,604</b>                                  | <b>5,604</b>                     | <b>2,671</b>                                  | <b>2,671</b>                     | <b>5,604</b>                                  | <b>5,604</b>                     | <b>2,544</b>                                  | <b>2,544</b>                     |
| <b>Held-to-maturity debt securities</b>                                |   |                                  |   |                                  |   |                                  |   |                                  |
| Promissory notes issued by Thai Asset Management Corporation (Note 38) | 319   |                                  | 800   |                                  | 319   |                                  | 800   |                                  |
| Government and state enterprises securities                            | 4,820   |                                  | 6,660   |                                  | 4,820   |                                  | 6,660   |                                  |
| Private sector debt securities   | 550   |                                  | 550   |                                  | 550   |                                  | 550   |                                  |
| Overseas debt securities   | -   |                                  | 3,337   |                                  | -   |                                  | 3,337   |                                  |
| Total  | 5,489   |                                  | 11,347  |                                  | 5,489   |                                  | 11,347  |                                  |
| Less Allowance for impairment  | (54)  |                                  | (54)  |                                  | (54)  |                                  | (54)  |                                  |
| <b>Held-to-maturity debt securities - net</b>                          | <b>5,435</b>                                  |                                  | <b>11,293</b>                                 |                                  | <b>5,435</b>                                  |                                  | <b>11,293</b>                                 |                                  |
| <b>General Investments</b>   |   |                                  |   |                                  |   |                                  |   |                                  |
| Private sector debt securities   |   |                                  |   |                                  |   |                                  |   |                                  |
|  | 1   |                                  | 1   |                                  | 1   |                                  | 1   |                                  |
| Domestic non-marketable equity securities                              | 603   |                                  | 666   |                                  | 603   |                                  | 665   |                                  |
| Overseas non-marketable equity securities                              | 13  |                                  | 14  |                                  | 13  |                                  | 14  |                                  |
| Investments in receivables (Note 8.6)                                  | 841   |                                  | 1,213   |                                  | 796   |                                  | 1,085   |                                  |
| Total  | 1,458   |                                  | 1,894   |                                  | 1,413   |                                  | 1,765   |                                  |
| Less Allowance for Impairment  | (345)   |                                  | (470)   |                                  | (308)   |                                  | (366)   |                                  |
| <b>General Investments - net</b>                                       | <b>1,113</b>                                  |                                  | <b>1,424</b>                                  |                                  | <b>1,105</b>                                  |                                  | <b>1,399</b>                                  |                                  |
| <b>Long-term Investments - net</b>                                     |   |                                  |   |                                  |   |                                  |   |                                  |
|  | 12,152  |                                  | 15,388  |                                  | 12,144  |                                  | 15,236  |                                  |

- (a) As of 31 December 2010, the Bank had foreign currency denominated debt investment in structured note totalling USD 50 million or Baht 1,508 million (31 December 2009: USD 100 million or Baht 3,337 million), which has been classified as the held-to-maturity investments and is recorded under the cost method. Such note was issued by foreign bank whose rating was A or better. The note has remaining life of 1 year and contain conditions related to interest to be received by the Bank and/or early repayment rights of the note issuer.

As at 31 December 2010, the estimated price of the notes quoted by arrangers is approximately 98 percent (31 December 2009: 98 percent). The Bank has not set aside allowance for impairment on such investment because the Bank's management are confident that all notes will be recovered in full on the maturity date or when the issuer early redeems the notes.

- (b) As at 31 December 2010, held-to-maturity debt securities classified as long-term investments included promissory notes which were received from TAMC in settlement for non-performing loans transferred to TAMC (as already discussed in Note 38 to the financial statements) amounting to Baht 800 million (31 December 2009: Baht 800 million). Such promissory notes are non-transferable and availed by the FIDF.
- (c) As at 31 December 2010, the Bank has an investment in the Vayupak Fund 1, which is a marketable security. The cost of such investment is Baht 2,500 million (31 December 2009: Baht 2,500 million) and it is presented at its fair value of Baht 2,683 million (31 December 2009: Baht 2,535 million), with the gain from revaluation amounting to Baht 183 million (31 December 2009: Baht 35 million) presented in shareholders' equity. The presentation of fair value is in accordance with Thai Accounting Standard No. 40 (former number) concerning Accounting for Investment in Debt and Equity Securities. The investee fund was established in accordance with a Cabinet resolution passed on 1 July 2003, with a registered capital of Baht 100,000 million. It is a 10-year fund with a policy to guarantee principal and a minimum return. The fund units cannot be redeemed prior to maturity and the Bank presents the investment as long-term investment in available-for-sale securities.
- (d) As at 31 December 2010 and 31 December 2009, the Bank has investments which are pledged as collateral, as mentioned in Note 32.1 to the financial statements.

**8.2 Classified by the remaining period to maturity of the debt securities**

|   | Consolidated financial statements |                          |                            |                          |                           |                          |                            |                          |
|---|-----------------------------------|--------------------------|----------------------------|--------------------------|---------------------------|--------------------------|----------------------------|--------------------------|
|   | 2010                              |                          |                            |                          | 2009                      |                          |                            |                          |
|   | Periods remaining                 |                          |                            |                          | Periods remaining         |                          |                            |                          |
|   | 1 year<br>Million<br>Baht         | years<br>Million<br>Baht | 5 years<br>Million<br>Baht | Total<br>Million<br>Baht | 1 year<br>Million<br>Baht | years<br>Million<br>Baht | 5 years<br>Million<br>Baht | Total<br>Million<br>Baht |
| <b>Available-for-sales securities</b>       |                                   |                          |                            |                          |                           |                          |                            |                          |
| Government and state enterprises securities | 2,622                             | 2,959                    | -                          | 5,581                    | 4,536                     | 32                       | 3                          | 4,571                    |
| Private sector debt securities              | 1                                 | -                        | -                          | 1                        | 55                        | 35                       | 3                          | 93                       |
| <b>Total</b>                                | <b>2,623</b>                      | <b>2,959</b>             | <b>-</b>                   | <b>5,582</b>             | <b>4,591</b>              | <b>67</b>                | <b>6</b>                   | <b>4,664</b>             |
| Add Allowance for revaluation               | (4)                               | (38)                     | -                          | (42)                     | 2                         | -                        | 1                          | 3                        |
| Less Allowance for impairment               | (1)                               | -                        | -                          | (1)                      | (1)                       | -                        | -                          | (1)                      |
| <b>Available-for-sales securities - net</b> | <b>2,618</b>                      | <b>2,921</b>             | <b>-</b>                   | <b>5,539</b>             | <b>4,592</b>              | <b>67</b>                | <b>7</b>                   | <b>4,666</b>             |
| <b>Held-to-maturity securities</b>          |                                   |                          |                            |                          |                           |                          |                            |                          |
| Promissory notes issued by TAMC             | 481                               | 319                      | -                          | 800                      | -                         | 792                      | 8                          | 800                      |
| Government and state enterprises securities | 4,561                             | 4,466                    | 154                        | 9,181                    | -                         | 6,505                    | 155                        | 6,660                    |
| Private sector debt securities              | -                                 | 550                      | -                          | 550                      | -                         | 550                      | -                          | 550                      |
| Overseas debt securities                    | 1,508                             | -                        | -                          | 1,508                    | -                         | 1,669                    | 1,668                      | 3,337                    |
| <b>Total</b>                                | <b>6,550</b>                      | <b>5,335</b>             | <b>154</b>                 | <b>12,039</b>            | <b>-</b>                  | <b>9,516</b>             | <b>1,831</b>               | <b>11,347</b>            |
| Less Allowance for impairment               | -                                 | (54)                     | -                          | (54)                     | -                         | (54)                     | -                          | (54)                     |
| <b>Held-to-maturity securities - net</b>    | <b>6,550</b>                      | <b>5,281</b>             | <b>154</b>                 | <b>11,985</b>            | <b>-</b>                  | <b>9,462</b>             | <b>1,831</b>               | <b>11,293</b>            |
| <b>General Investments</b>                  |                                   |                          |                            |                          |                           |                          |                            |                          |
| Private sector debt securities              | -                                 | -                        | 1                          | 1                        | -                         | -                        | 1                          | 1                        |
| Less Allowance for impairment               | -                                 | -                        | (1)                        | (1)                      | -                         | -                        | (1)                        | (1)                      |
| <b>General investments - net</b>            | <b>-</b>                          | <b>-</b>                 | <b>-</b>                   | <b>-</b>                 | <b>-</b>                  | <b>-</b>                 | <b>-</b>                   | <b>-</b>                 |
| <b>Total debt securities</b>                | <b>9,168</b>                      | <b>8,202</b>             | <b>154</b>                 | <b>17,524</b>            | <b>4,592</b>              | <b>9,529</b>             | <b>1,838</b>               | <b>15,959</b>            |

**Separate financial statements**

|   | 2010                      |               |                 |               | 2009                      |               |                 |               |
|---|---------------------------|---------------|-----------------|---------------|---------------------------|---------------|-----------------|---------------|
|   | Periods remaining         |               |                 |               | Periods remaining         |               |                 |               |
|   | 1 year<br>Million<br>Baht | years<br>Baht | 5 years<br>Baht | Total<br>Baht | 1 year<br>Million<br>Baht | years<br>Baht | 5 years<br>Baht | Total<br>Baht |
|   | Baht                      | Baht          | Baht            | Baht          | Baht                      | Baht          | Baht            | Baht          |
| <b>Available-for-sales securities</b>       |                           |               |                 |               |                           |               |                 |               |
| Government and state enterprises securities | 2,622                     | 2,959         | -               | 5,581         | 4,488                     | -             | -               | 4,488         |
| Private sector debt securities              | 1                         | -             | -               | 1             | 54                        | -             | -               | 54            |
| <b>Total</b>                                | <b>2,623</b>              | <b>2,959</b>  | <b>-</b>        | <b>5,582</b>  | <b>4,542</b>              | <b>-</b>      | <b>-</b>        | <b>4,542</b>  |
| Add Allowance for revaluation               | (4)                       | (38)          | -               | (42)          | 2                         | -             | -               | 2             |
| Less Allowance for impairment               | (1)                       | -             | -               | (1)           | (1)                       | -             | -               | (1)           |
| <b>Available-for-sales securities - net</b> | <b>2,618</b>              | <b>2,921</b>  | <b>-</b>        | <b>5,539</b>  | <b>4,543</b>              | <b>-</b>      | <b>-</b>        | <b>4,543</b>  |
| <b>Held-to-maturity securities</b>          |                           |               |                 |               |                           |               |                 |               |
| Promissory notes issued by TAMC             | 481                       | 319           | -               | 800           | -                         | 792           | 8               | 800           |
| Government and state enterprises securities | 4,561                     | 4,466         | 154             | 9,181         | -                         | 6,505         | 155             | 6,660         |
| Private sector debt securities              | -                         | 550           | -               | 550           | -                         | 550           | -               | 550           |
| Overseas debt securities                    | 1,508                     | -             | -               | 1,508         | -                         | 1,069         | 1,068           | 3,337         |
| <b>Total</b>                                | <b>6,550</b>              | <b>5,335</b>  | <b>154</b>      | <b>12,039</b> | <b>-</b>                  | <b>9,516</b>  | <b>1,831</b>    | <b>11,347</b> |
| Less Allowance for impairment               | -                         | (54)          | -               | (54)          | -                         | (54)          | -               | (54)          |
| <b>Held-to-maturity securities - net</b>    | <b>6,550</b>              | <b>5,281</b>  | <b>154</b>      | <b>11,985</b> | <b>-</b>                  | <b>9,462</b>  | <b>1,831</b>    | <b>11,293</b> |
| <b>General Investments</b>                  |                           |               |                 |               |                           |               |                 |               |
| Private sector debt securities              | -                         | -             | 1               | 1             | -                         | -             | 1               | 1             |
| Less Allowance for impairment               | -                         | -             | (1)             | (1)           | -                         | -             | (1)             | (1)           |
| <b>General Investments - net</b>            | <b>-</b>                  | <b>-</b>      | <b>-</b>        | <b>-</b>      | <b>-</b>                  | <b>-</b>      | <b>-</b>        | <b>-</b>      |
| <b>Total debt securities</b>                | <b>9,168</b>              | <b>8,202</b>  | <b>154</b>      | <b>17,524</b> | <b>4,543</b>              | <b>9,462</b>  | <b>1,831</b>    | <b>15,836</b> |

### 8.3 Investments representing shareholdings in which the Bank and its subsidiaries hold more than 10%

The following are equity securities in which the Bank and its subsidiaries hold more than 10% of the paid-up share capital of the investee companies but those companies were not classified as subsidiaries and associated companies. The investments classified by industry are as follows:

|  | Consolidated and separate financial statements |                                  |
|--|--|----------------------------------|
|  | 31 December 2010<br>Million Baht               | 31 December 2009<br>Million Baht |
| Commercial business  | 2  | 2                                |
| Property development   | 1  | 1                                |
| Public utilities and services  | 17   | 17                               |
| Bank and Finance   | 4  | 4                                |
| Total  | 24   | 24                               |
| Less Allowance for impairment  | (11)   | (10)                             |
| Investments representing shareholdings in which the Bank and its subsidiaries hold more than 10% - net | 13   | 14                               |

### 8.4 Investments in investment units in which the Bank and its subsidiaries hold more than 10%

Investments in investment units in which the Bank and its subsidiaries hold more than 10% of the paid-up fund, which are not treated as subsidiaries and associated companies. The investments classified by type of fund are as follows:

|                                  | Consolidated and separate financial statements |                            |                      |                            |
|----------------------------------|--|----------------------------|----------------------|----------------------------|
|                                  | 31 December 2010                               |                            | 31 December 2009     |                            |
|                                  | Cost<br>Million Baht                           | Fair value<br>Million Baht | Cost<br>Million Baht | Fair value<br>Million Baht |
| <b>General investments</b>       |  |                            |                      |                            |
| Investment in property funds     | 229  | 226                        | 264                  | 264                        |
| Less Allowance for impairment    | (3)  |                            | (3)                  |                            |
| <b>General investments - net</b> | <b>226</b>                                     |                            | <b>261</b>           |                            |

### 8.5 Investments in companies having problems relating to financial position and operating results

As at 31 December 2010 and 2009, the Bank and its subsidiaries have the following investments in companies, which have problems relating to financial positions and operating results:

|  | Consolidated and separate financial statements |                   |  |                         |                     |                   |  |                         |
|--|--|-------------------|--|-------------------------|---------------------|-------------------|--|-------------------------|
|  | 2010   |                   |  |                         | 2009                |                   |  |                         |
|  | Number of companies                            | Cost Million Baht | Allowance for Revaluation/ Impairment Million Baht | Book Value Million Baht | Number of companies | Cost Million Baht | Allowance for Revaluation/ Impairment Million Baht | Book Value Million Baht |
| <b>Listed companies under delisting conditions</b>   |  |                   |  |                         |                     |                   |  |                         |
| under delisting conditions   | 2  | -                 | -  | -                       | 3                   | -                 | -  | -                       |
| <b>Companies with problems regarding to business continuity and/or weak financial status and operating performance</b> |  |                   |  |                         |                     |                   |  |                         |
| and operating performance  | 51   | 42                | (42)   | -                       | 53                  | 50                | (40)   | 10                      |
| Defaulted debt securities  | 18   | 2                 | (2)  | -                       | 17                  | 1                 | (1)  | -                       |
|  | 71   | 44                | (44)   | -                       | 73                  | 51                | (41)   | 10                      |

### 8.6 Investments in receivables

|  | Consolidated financial statements |              |              |              | Separate financial statements |              |              |              |
|--|-----------------------------------|--------------|--------------|--------------|-------------------------------|--------------|--------------|--------------|
|  | 2010                              |              | 2009         |              | 2010                          |              | 2009         |              |
|  | Million Baht                      | Million Baht | Million Baht | Million Baht | Million Baht                  | Million Baht | Million Baht | Million Baht |
| <b>Investments in receivables (Note 8.1)</b> |                                   |              |              |              |                               |              |              |              |
| Less Allowance for impairment                |                                   | (131)        |              | (258)        |                               | (94)         |              | (154)        |
| Investments in receivables - net             |                                   | 710          |              | 955          |                               | 702          |              | 931          |

As at 31 December 2010 and 2009, the outstanding balances of loan receivables can be summarised as follows:

|   | 2010              |                        |                             |                                    | 2009              |                        |                             |                                    |
|---|-------------------|------------------------|-----------------------------|------------------------------------|-------------------|------------------------|-----------------------------|------------------------------------|
|   | Number of debtors | Principal Million Baht | Purchase price Million Baht | Estimated rate of return (Yield)*% | Number of debtors | Principal Million Baht | Purchase price Million Baht | Estimated rate of return (Yield)*% |
| <b>Consolidated financial statements</b>                            |                   |                        |                             |                                    |                   |                        |                             |                                    |
| Total accumulated Investments in receivables                        | 6,036             | 24,833                 | 7,069                       | 19                                 | 14,730            | 24,916                 | 7,075                       | 19                                 |
| Outstanding investments in receivables as at the balance sheet date | 353               | 3,733                  | 841                         |                                    | 12,366            | 10,382                 | 1,213                       |                                    |
| <b>Separate financial statements</b>                                |                   |                        |                             |                                    |                   |                        |                             |                                    |
| Total accumulated Investments in receivables                        | 5,847             | 22,948                 | 6,996                       |                                    | 5,857             | 22,948                 | 6,996                       |                                    |
| Outstanding investments in receivables as at the balance sheet date | 199               | 2,136                  | 796                         |                                    | 239               | 2,675                  | 1,085                       |                                    |

\* Excluded yield of investment in receivable of a subsidiary which the outstanding as at 31 December 2010 is Baht 45 million (31 December 2009: Baht 48 million).

## 8.7 Investments in subsidiary and associated companies

| Investment value   |                                 |                         |                       |           |                         |                         |                         |                         |   |
|--|---------------------------------|-------------------------|-----------------------|-----------|-------------------------|-------------------------|-------------------------|-------------------------|---|
| Company name   | Paid-up share capital           |                         | Percentage of holding |           | Cost method             |                         | Equity method           |                         | Dividend received<br>for the years ended<br>31 December |
|  | 2010<br>Million<br>Baht         | 2009<br>Million<br>Baht | 2010<br>%             | 2009<br>% | 2010<br>Million<br>Baht | 2009<br>Million<br>Baht | 2010<br>Million<br>Baht | 2009<br>Million<br>Baht |   |
| Subsidiary - not included<br>in consolidated<br>financial statements |                                 |                         |                       |           |                         |                         |                         |                         |   |
| Kung Thai Thrivit<br>Finance Plc.                                    | In process<br>of<br>liquidation | 388                     | 388                   | 99        | 99                      | 562                     | 562                     | 154                     | 154   |
| Associated company<br>Worldclass Rent a Car<br>Co., Ltd.             | Car rental                      | -                       | 360                   | -         | 20                      | -                       | 61                      | -                       | 61  |
| Total  |                                 | 562                     | 623                   | 154       | 215                     |                         |                         |                         |   |
| Less Allowance for<br>impairment                                     |                                 | (304)                   | (314)                 | -         | (10)                    |                         |                         |                         |   |
| Investments in subsidiary<br>and associated companies-not            |                                 | 258                     | 309                   | 154       | 205                     |                         |                         |                         |   |

| Company name  | Nature of business  | Separate financial statements |                      |                       |           |                      |                      |  |                      |
|---|---|-------------------------------|----------------------|-----------------------|-----------|----------------------|----------------------|--|----------------------|
|   |   | Paid-up share capital         |                      | Percentage of holding |           | Investment value     |                      | Dividend received<br>for the years ended |                      |
|   |   | 2010<br>Million Baht          | 2009<br>Million Baht | 2010<br>%             | 2009<br>% | 2010<br>Million Baht | 2009<br>Million Baht | 2010<br>Million Baht                     | 2009<br>Million Baht |
| <b>Subsidiaries - Included in consolidated financial statements</b>                                   |   |                               |                      |                       |           |                      |                      |  |                      |
| BT Insurance Co., Ltd.  | Non-life insurance<br>Securities  | 300                           | 300                  | -                     | 100       | 100                  | -                    | 236                                      | -                    |
| CIMB Securities (Thailand) Co., Ltd.  |   | 500                           | 500                  | 100                   | 100       | 1,175                | 1,175                | -  | -                    |
| CT Coll Co., Ltd.<br>(Formerly known as   |   |                               |                      |                       |           |                      |                      |  |                      |
| "BT Business Consulting Co., Ltd."  | Debt collection<br>Leasing/ hire purchase   | 38                            | 32                   | 100                   | 100       | 38                   | 32                   | -  | -                    |
| CIMB - Principal Asset Management Co., Ltd.<br>(Formerly known as "BT Asset Management<br>Co., Ltd.") | Fund manager<br>Asset management<br>Hire purchase -<br>motorcycles,<br>motorcycle trading | 235<br>525                    | 235<br>25            | -                     | 100       | 703                  | 453                  | -  | -                    |
| Sathorn Asset Management Co., Ltd.  |   |                               |                      |                       |           |                      |                      |  |                      |
| World Lease Co., Ltd.<br>(Formerly known "BT Worldwide Co., Ltd.")                                    |   | 240                           | 240                  | 75                    | 75        | 248                  | 248                  | -  | 200                  |
| <b>Subsidiary - not included in consolidated financial statements</b>                                 |   |                               |                      |                       |           |                      |                      |  |                      |
| Krung Thai Thanakit Finance Plc.  | In process of liquidation   | 388                           | 388                  | 99                    | 99        | 562                  | 562                  | -  | -                    |
| <b>Associated company</b>   |   |                               |                      |                       |           |                      |                      |  |                      |
| Worldclass Rent a Car Co., Ltd.   | Car rental  | 380                           | 380                  | -                     | 20        | -                    | 61                   | -  | -                    |
| Total   |   |                               |                      |                       |           | 2,726<br>(1,403)     | 3,027<br>(1,563)     | -  | 200                  |
| Less Allowance for impairment   |   |                               |                      |                       |           |                      |                      |  |                      |
| Investments in subsidiary and associated companies - net  |   | 1,323                         | 1,484                |                       |           |                      |                      |  |                      |

The Board of Directors' meeting no. 4/2010 on 12 March 2010 and the 2009 annual general shareholder meeting on 29 April 2010 resolved that the Bank sells its investment in equity of BT Insurance Co., Ltd. 29,999,910 shares which was 99.99% of its paid-up capital to the acquirer outside the Group. Besides, the Board of Directors' meeting no. 5/2010 on 25 March 2010 and the 2009 annual general shareholder meeting also approved changing in shareholding structure of the Bank by allowing the Bank to sell its investment in Sathorn Asset Management Co., Ltd. 24,999,993 shares which was 99.99% of its paid-up capital, BT Asset Management Co., Ltd. (which later on changed the name to CIMB-Principal Asset Management Co., Ltd.) 23,999,993 shares which was 99.99% of its paid-up capital and World Class Rent a Car Co., Ltd. 760,000 shares which was 20% of its paid-up capital to companies in the same group assigned by the parent company.

As at 4 May 2010, the Bank increased its investment in BT Asset Management Co., Ltd. (which later on changed its name to CIMB-Principal Asset Management Co., Ltd.) amounting to Baht 5 million.

As at 30 June 2010, the Bank sold its shares in BT Asset Management Co., Ltd (which later on changed the name to CIMB-Principal Asset Management Co., Ltd.). The Bank received cash from selling the shares amounted to Baht 250 million. Gain from sales recognised in consolidated income statement at amount of Baht 218 million (separate income statement Baht 162 million).

On 23 July 2010, the Bank sold the shareholding in World Class Rent a Car Co., Ltd.. Gain from sale amounting to Baht 22 million is recognised in the consolidated and separate income statements for the year ended 31 December 2010.

On 29 September 2010, the Board of directors of BT Leasing Co., Ltd. which is the Bank's subsidiary and The Board of Directors' meeting no. 13/2553 on 24 November 2010 approved for raising its capital amounting to Baht 1,000 million. On 29 November 2010, the Bank settled the capital to BT Leasing Co., Ltd. amounting to Baht 250 million.

As at 7 October 2010, the bank increased its investment in BT Business Consulting Co., Ltd. (which later on changed the name to CT Coll Co., Ltd.) amounting to Baht 5.5 million.

On 4 November 2010, the Bank sold the shareholding in BT Insurance Co., Ltd. The Bank received cash from selling the shares amounted to Baht 392 million. Gain from sale recognised in consolidated income statement at amount of Baht 21 million (separate income statement Baht 98 million). However, the Bank has an obligation to price adjustment which may result a payment in the maximum amount of Baht 58 million.

On 23 December 2010, the Bank sold the shareholding in Sathorn Asset Management Co., Ltd. The Bank received cash from selling the shares amounted to Baht 229 million. Loss from sale recognised in consolidated income statement at amount of Baht 84 million (gain in separate income statement Baht 204 million).

#### Subsequent event

On 11 January 2011, BT Business Consulting Co., Ltd. which is a subsidiary registered change its name to CT Coll Co., Ltd.

On 3 February 2011, BT Leasing Co., Ltd. which is a subsidiary registered change its name to Center Auto Lease Co., Ltd.

## 9 Loans and accrued interest receivables

|   | Consolidated financial statements |                      | Separate financial statements |                      |
|---|-----------------------------------|----------------------|-------------------------------|----------------------|
|   | 2010<br>Million Baht              | 2009<br>Million Baht | 2010<br>Million Baht          | 2009<br>Million Baht |
| Loans   | 93,793                            | 85,996               | 92,161                        | 81,180               |
| Accrued Interest receivables                                | 207                               | 255                  | 178                           | 198                  |
| Total loans and accrued Interest receivables                | 94,000                            | 86,251               | 92,339                        | 81,378               |
| Less Allowance for doubtful debts (Note 10)                 | (2,604)                           | (7,944)              | (2,424)                       | (4,237)              |
| Less Revaluation allowance for debt restructuring (Note 11) | (9)                               | (9)                  | (9)                           | (9)                  |
| Loans and accrued Interest receivables                      | 91,387                            | 78,298               | 89,906                        | 77,132               |

### 9.1 Classified by loan type

|   | Consolidated financial statements |                      | Separate financial statements |                      |
|---|-----------------------------------|----------------------|-------------------------------|----------------------|
|   | 2010<br>Million Baht              | 2009<br>Million Baht | 2010<br>Million Baht          | 2009<br>Million Baht |
| Bank overdrafts   | 6,057                             | 5,671                | 6,063                         | 5,655                |
| Loans   | 57,688                            | 57,439               | 60,921                        | 54,788               |
| Bills*  | 23,799                            | 18,545               | 25,120                        | 20,679               |
| Hire purchase receivables*                                  | 5,799                             | 3,592                | -                             | -                    |
| Financial lease receivables*                                | -                                 | 256                  | -                             | -                    |
| Securities business receivables                             | 393                               | 432                  | -                             | -                    |
| Others  | 57                                | 61                   | 57                            | 60                   |
| Total loans   | 93,793                            | 85,996               | 92,161                        | 81,180               |
| Add Accrued interest receivables                            | 207                               | 255                  | 178                           | 198                  |
| Total loans and accrued interest receivables                | 94,000                            | 86,251               | 92,339                        | 81,378               |
| Less Allowance for doubtful debts (Note 10)                 | (2,604)                           | (7,944)              | (2,424)                       | (4,237)              |
| Less Revaluation allowance for debt restructuring (Note 11) | (9)                               | (9)                  | (9)                           | (9)                  |
| Loans and accrued interest receivables - net                | 91,387                            | 78,298               | 89,906                        | 77,132               |

\* Those amounts have been presented net from unearned Interest income as at 31 December 2010 total of Baht 1,710 million (31 December 2009: Baht 979 million) and in separate financial statements Baht 5 million (31 December 2009: Baht 5 million).

### 9.2 Classified by remaining period of contract

|  | Consolidated financial statements |                      | Separate financial statements |                      |
|--|-----------------------------------|----------------------|-------------------------------|----------------------|
|  | 2010<br>Million Baht              | 2009<br>Million Baht | 2010<br>Million Baht          | 2009<br>Million Baht |
| Not over 1 year*                             | 37,993                            | 37,706               | 37,843                        | 33,473               |
| Over 1 year                                  | 56,007                            | 48,545               | 54,896                        | 47,905               |
| Total loans and accrued interest receivables | 94,000                            | 86,251               | 92,339                        | 81,378               |

\* Includes loans for which the debtors have been unable to comply with the agreement and of which the Bank has the right to demand payment at call.

### 9.3 Classified by currency and residency of debtors

|   | Consolidated financial statements |                             |                          |                             |                             |                          |
|---|-----------------------------------|-----------------------------|--------------------------|-----------------------------|-----------------------------|--------------------------|
|   | 2010                              |                             |                          | 2009                        |                             |                          |
|   | Domestic<br>Million<br>Baht       | Overseas<br>Million<br>Baht | Total<br>Million<br>Baht | Domestic<br>Million<br>Baht | Overseas<br>Million<br>Baht | Total<br>Million<br>Baht |
| Baht  | 88,824                            | -                           | 88,824                   | 84,170                      | 73                          | 84,243                   |
| US dollar                                       | 4,994                             | -                           | 4,994                    | 1,943                       | -                           | 1,943                    |
| Other currencies                                | 182                               | -                           | 182                      | 65                          | -                           | 65                       |
| Total loans and accrued<br>interest receivables | 94,000                            | -                           | 94,000                   | 86,178                      | 73                          | 86,251                   |

|   | Separate financial statements |                             |                          |                             |                             |                          |
|---|-------------------------------|-----------------------------|--------------------------|-----------------------------|-----------------------------|--------------------------|
|   | 2010                          |                             |                          | 2009                        |                             |                          |
|   | Domestic<br>Million<br>Baht   | Overseas<br>Million<br>Baht | Total<br>Million<br>Baht | Domestic<br>Million<br>Baht | Overseas<br>Million<br>Baht | Total<br>Million<br>Baht |
| Baht  | 87,163                        | -                           | 87,163                   | 79,370                      | -                           | 79,370                   |
| US dollar                                       | 4,994                         | -                           | 4,994                    | 1,943                       | -                           | 1,943                    |
| Other currencies                                | 182                           | -                           | 182                      | 65                          | -                           | 65                       |
| Total loans and accrued<br>interest receivables | 92,339                        | -                           | 92,339                   | 81,378                      | -                           | 81,378                   |

### 9.4 Classified by types of business and loan classification

|   | Consolidated financial statements |                                       |                                     |                             |  |   |        |
|---|-----------------------------------|---------------------------------------|-------------------------------------|-----------------------------|--|---|--------|
|   | 2010                              |                                       |                                     |                             |  |   | Total  |
|   | Pass<br>Million<br>Baht           | Special<br>mention<br>Million<br>Baht | Sub-<br>standard<br>Million<br>Baht | Doubtful<br>Million<br>Baht | Doubtful<br>of loss<br>Million<br>Baht | Securities<br>and hire<br>purchase<br>receivable<br>Million<br>Baht |        |
| Agricultural and mining                                 | 713                               | 39                                    | -                                   | 2                           | 11                                     | -   | 765    |
| Manufacturing and commerce                              | 33,584                            | 4,213                                 | 820                                 | 39                          | 411                                    | -   | 39,067 |
| Real estate and construction                            | 3,746                             | 1,183                                 | 143                                 | 137                         | 269                                    | -   | 5,478  |
| Public utilities and services                           | 11,918                            | 2,229                                 | 129                                 | 18                          | 160                                    | -   | 14,452 |
| Personal cash   | 5,548                             | 265                                   | 230                                 | -                           | 19                                     | -   | 6,062  |
| Housing loans   | 15,982                            | 183                                   | 106                                 | 86                          | 63                                     | -   | 16,420 |
| Hire purchase receivable and financial lease receivable | -                                 | -                                     | -                                   | -                           | -                                      | 5,827   | 5,827  |
| Others  | 5,338                             | 85                                    | 49                                  | 33                          | 31                                     | 393   | 5,929  |
| Total loans and accrued<br>interest receivables         | 76,829                            | 8,197                                 | 1,477                               | 313                         | 964                                    | 6,220   | 94,000 |

**Consolidated financial statements**

**2009**

|  | Pass<br>Million<br>Baht | Special<br>mention<br>Million<br>Baht | Sub-<br>standard<br>Million<br>Baht | Doubtful<br>Million<br>Baht | Doubtful<br>of loss<br>Million<br>Baht | Securities<br>and hire<br>purchase<br>receivables<br>Million<br>Baht | Total<br>Million<br>Baht |
|--|-------------------------|---------------------------------------|-------------------------------------|-----------------------------|--|--|--------------------------|
| Agricultural and mining                                    | 316                     | 225                                   | -                                   | 4                           | 148                                    | -  | 693                      |
| Manufacturing and commerce                                 | 22,355                  | 4,684                                 | 1,487                               | 471                         | 6,101                                  | -  | 35,096                   |
| Real estate and construction                               | 4,622                   | 2,840                                 | 411                                 | 237                         | 879                                    | -  | 8,989                    |
| Public utilities and services                              | 9,319                   | 2,858                                 | 158                                 | 173                         | 1,064                                  | -  | 13,572                   |
| Personal cash  | 6,449                   | 374                                   | 337                                 | -                           | 20                                     | -  | 7,180                    |
| Housing loans  | 10,860                  | 226                                   | 88                                  | 146                         | 387                                    | -  | 11,707                   |
| Hire purchase receivable<br>and financial lease receivable | -                       | -                                     | -                                   | -                           | -                                      | 3,871  | 3,871                    |
| Others   | 4,269                   | 84                                    | 51                                  | 80                          | 224                                    | 433  | 5,141                    |
| Total loans and accrued<br>interest receivables            | 58,190                  | 11,291                                | 2,532                               | 1,111                       | 8,823                                  | 4,304  | 86,251                   |

**Separate financial statements**

**2010**

|   | Pass<br>Million<br>Baht | Special<br>mention<br>Million<br>Baht | Sub-<br>standard<br>Million<br>Baht | Doubtful<br>Million<br>Baht | Doubtful<br>of loss<br>Million<br>Baht | Total<br>Million<br>Baht |
|---|-------------------------|---------------------------------------|-------------------------------------|-----------------------------|--|--------------------------|
| Agricultural and mining                         | 713                     | 39                                    | -                                   | 2                           | 11                                     | 76                       |
| Manufacturing and commerce                      | 33,584                  | 4,213                                 | 820                                 | 39                          | 411                                    | 39,067                   |
| Real estate and construction                    | 3,748                   | 1,183                                 | 143                                 | 137                         | 269                                    | 5,478                    |
| Public utilities and services                   | 11,918                  | 2,229                                 | 129                                 | 16                          | 160                                    | 14,453                   |
| Personal cash                                   | 5,548                   | 265                                   | 230                                 | -                           | 19                                     | 6,062                    |
| Housing loans                                   | 15,982                  | 183                                   | 106                                 | 86                          | 63                                     | 16,420                   |
| Others  | 9,897                   | 85                                    | 49                                  | 33                          | 31                                     | 10,095                   |
| Total loans and accrued<br>interest receivables | 81,388                  | 8,197                                 | 1,477                               | 313                         | 964                                    | 92,336                   |

**Separate financial statements**

**2009**

|   | Pass<br>Million<br>Baht | Special<br>mention<br>Million<br>Baht | Sub-<br>standard<br>Million<br>Baht | Doubtful<br>Million<br>Baht | Doubtful<br>of loss<br>Million<br>Baht | Total<br>Million<br>Baht |
|---|-------------------------|---------------------------------------|-------------------------------------|-----------------------------|--|--------------------------|
| Agricultural and mining                         | 316                     | 225                                   | -                                   | 4                           | 60                                     | 605                      |
| Manufacturing and commerce                      | 22,322                  | 4,684                                 | 1,487                               | 471                         | 3,238                                  | 32,202                   |
| Real estate and construction                    | 4,622                   | 2,840                                 | 411                                 | 237                         | 715                                    | 8,825                    |
| Public utilities and services                   | 9,318                   | 2,858                                 | 158                                 | 173                         | 1,057                                  | 13,564                   |
| Personal cash                                   | 6,449                   | 374                                   | 337                                 | -                           | 20                                     | 7,180                    |
| Housing loans                                   | 10,858                  | 226                                   | 88                                  | 146                         | 323                                    | 11,841                   |
| Others  | 7,057                   | 84                                    | 51                                  | 80                          | 89                                     | 7,361                    |
| Total loans and accrued<br>interest receivables | 60,942                  | 11,291                                | 2,532                               | 1,111                       | 5,502                                  | 81,378                   |

## 9.5 Classification of loans

The Bank and its subsidiaries classified loans by loan classification and/or based on the over due date as summarised below.

### a) Loans of the Bank and its subsidiaries

Consolidated financial statements

|   | 2010  |   |   | 2009  |   |   |
|---|---|---|---|---|---|---|
|   | Loans and<br>accrued<br>interest<br>receivables | Balance<br>after<br>collateral<br>( <sup>10</sup> ) | Allowance<br>provided<br>in the<br>accounts | Loans and<br>accrued<br>interest<br>receivables | Balance<br>after<br>collateral<br>( <sup>10</sup> ) | Allowance<br>provided<br>in the<br>accounts |
|   | Million<br>Baht                                 | Million<br>Baht                                     | percentage<br>%                             | Million<br>Baht                                 | Million<br>Baht                                     | percentage<br>%                             |
| Pass                                    | 82,386  | 30,563  | 1   | 357   | 58,190  | 19,810                                      |
| Special mention                         | 8,702   | 2,433   | 2   | 43  | 11,291  | 2,694                                       |
| Sub-standard                            | 1,540   | 727   | 100   | 725   | 2,532   | 1,119                                       |
| Doubtful                                | 390   | 81  | 100   | 145   | 1,111   | 318   |
| Doubtful of loss                        | 982   | 172   | 100   | 380   | 8,823   | 5,350                                       |
| Total                                   | 94,000  | 33,976  |   | 1,650   | 81,947  | 29,291                                      |
| General provision<br>for further losses |   |   |   | 954   |   | 146   |
| Total                                   |   |   |   | 2,604   |   | 7,502                                       |

Separate financial statements

|   | 2010  |   |   | 2009  |   |   |
|---|---|---|---|---|---|---|
|   | Loans and<br>accrued<br>interest<br>receivables | Balance<br>after<br>collateral<br>( <sup>10</sup> ) | Allowance<br>provided<br>in the<br>accounts | Loans and<br>accrued<br>interest<br>receivables | Balance<br>after<br>collateral<br>( <sup>10</sup> ) | Allowance<br>provided<br>in the<br>accounts |
|   | Million<br>Baht                                 | Million<br>Baht                                     | percentage<br>%                             | Million<br>Baht                                 | Million<br>Baht                                     | percentage<br>%                             |
| Pass                                    | 81,388  | 29,884  | 1   | 323   | 60,942  | 22,566                                      |
| Special mention                         | 8,197   | 1,928   | 2   | 34  | 11,291  | 2,694                                       |
| Sub-standard                            | 1,477   | 691   | 100   | 691   | 2,532   | 1,119                                       |
| Doubtful                                | 313   | 80  | 100   | 59  | 1,111   | 318   |
| Doubtful of loss                        | 964   | 154   | 100   | 363   | 5,502   | 2,195                                       |
| Total                                   | 92,339  | 32,717  |   | 1,470   | 81,378  | 28,892                                      |
| General provision<br>for further losses |   |   |   | 954   |   | 37  |
| Total                                   |   |   |   | 2,424   |   | 4,237                                       |

<sup>(10)</sup> For provision for sub-standard, doubtful and doubtful of loss loans, which is set up in accordance with BoT's notification No. Sor Nor Sor 31/2551, the debt balance after collateral is the debt balance remaining after deducting the present value of expected future cash flows from debt collection or from collateral disposal, as the case may be.

As at 31 December 2010, there were defaulted loans amounting to Baht 2,239 million (31 December 2009: Baht 7,658 million), for which the Bank has ceased accrual of interest income on accrual basis.

b) Securities business receivables of the subsidiary

|                   | Securities business receivables and accrued interest |                      | Allowance for doubtful accounts as required by SEC |                      | Allowance for doubtful accounts |                      |
|-------------------|--|----------------------|--|----------------------|---------------------------------|----------------------|
|                   | 2010<br>Million Baht                                 | 2009<br>Million Baht | 2010<br>Million Baht                               | 2009<br>Million Baht | 2010<br>Million Baht            | 2009<br>Million Baht |
|                   | Pass   | 319                  | 356  | -                    | -                               | -                    |
| Sub-standard debt | 19   | 16                   | -  | -                    | -                               | -                    |
| Doubtful debt     | 55   | 61                   | 55   | 61                   | 63                              | 78                   |
| Total             | 303  | 433                  | 55   | 61                   | 63                              | 78                   |

c) Hire-purchase receivables and financial lease receivables of the subsidiaries

As at 31 December 2010 and 2009, hire-purchase receivables and financial lease receivables of the subsidiaries are classified based on the over due date as follows:

|                                   | Debt balance - net unearned income         |                      | Allowance for doubtful accounts |                      |
|-----------------------------------|--|----------------------|---------------------------------|----------------------|
|                                   | 2010<br>Million Baht                       | 2009<br>Million Baht | 2010<br>Million Baht            | 2009<br>Million Baht |
|                                   | Current or overdue less than 1 installment | 5,238                | 3,105                           | 52                   |
| Overdue 2 - 3 installments        | 506  | 427                  | 10                              | 9                    |
| Overdue 4 - 6 installments        | 44   | 44                   | 34                              | 30                   |
| Overdue 7 - 12 installments       | 22   | 22                   | 22                              | 22                   |
| Overdue more than 12 installments | 13   | 268                  | 13                              | 268                  |
| Debtors under litigation          | 5  | 5                    | 5                               | 5                    |
| Total                             | 5,828                                      | 3,871                | 136                             | 364                  |

## 9.6 Non-performing loans

As at 31 December 2010 and 2009, the Bank and its subsidiaries had the following non-performing loans, according to the criteria set up by the BoT and the Office of the Securities and Exchange Commission:

|                           | Consolidated financial statements     |                      | Separate financial statements |                      |
|---------------------------|---------------------------------------|----------------------|-------------------------------|----------------------|
|                           | 2010<br>Million Baht                  | 2009<br>Million Baht | 2010<br>Million Baht          | 2009<br>Million Baht |
|                           | Non-performing loans (principal only) |                      |                               |                      |
| Banking business          | 2,753                                 | 9,132                | 2,753                         | 9,132                |
| Asset management business | -                                     | 3,290                | -                             | -                    |
| Other businesses          | 100                                   | 363                  | -                             | -                    |

As at 31 December 2010 and 2009, the above non-performing loans under the BoT's criteria were presented in accordance with the notification of the BoT, defining non-performing loans to be the debts classified as sub-standard, doubtful and doubtful of loss and excluding outstanding loans for which debt restructuring agreements have been made and conditions to upgrade to pass class or special mention class in accordance with the BoT's criteria have already been fulfilled.

## 9.7 Hire purchase and finance lease receivables

As at 31 December 2010, net receivables of the Bank's subsidiaries under hire purchase agreements and financial leases amount to Baht 5,692 million (31 December 2009: Baht 3,507 million), and mostly comprise hire purchase agreements and financial leases for cars and motorcycles. The term of the agreements are generally between 3 and 6 years and interest is mostly charged at a fixed rate.

**Consolidated financial statements as at 31 December 2010**

|   | Amounts due under lease agreement      |      |                                |      |                                    |   |         |
|---|--|------|--------------------------------|------|------------------------------------|---|---------|
|   | Less than<br>1 year<br>Million<br>Baht |      | 1 - 5 years<br>Million<br>Baht |      | Over 5<br>years<br>Million<br>Baht | Non -<br>performing<br>loans<br>Million<br>Baht |         |
|   | Baht                                   | Baht | Baht                           | Baht | Baht                               | Baht  |         |
| Gross investment in the lease                                       | 2,386                                  |      | 4,556                          |      | 477                                | 114   | 7,533   |
| Less: Unearned finance income                                       | (640)                                  |      | (925)                          |      | (110)                              | (30)  | (1,705) |
| Present value of minimum lease payments receivable                  | 1,746                                  |      | 3,631                          |      | 367                                | 84  | 5,828   |
| Less: Allowance for doubtful accounts                               |  |      |                                |      |                                    |   | (136)   |
| Net receivables under hire purchase agreements and financial leases |  |      |                                |      |                                    |   | 5,692   |

**Consolidated financial statements as at 31 December 2009**

|   | Amounts due under lease agreement      |      |                                |      |                                    |   |       |
|---|--|------|--------------------------------|------|------------------------------------|---|-------|
|   | Less than<br>1 year<br>Million<br>Baht |      | 1 - 5 years<br>Million<br>Baht |      | Over 5<br>years<br>Million<br>Baht | Non -<br>performing<br>loans<br>Million<br>Baht |       |
|   | Baht                                   | Baht | Baht                           | Baht | Baht                               | Baht  |       |
| Gross investment in the lease                                       | 1,893                                  |      | 2,551                          |      | 22                                 | 379   | 4,845 |
| Less: Unearned finance income                                       | (529)                                  |      | (404)                          |      | (1)                                | (40)  | (974) |
| Present value of minimum lease payments receivable                  | 1,364                                  |      | 2,147                          |      | 21                                 | 339   | 3,871 |
| Less: Allowance for doubtful accounts                               |  |      |                                |      |                                    |   | (364) |
| Net receivables under hire purchase agreements and financial leases |  |      |                                |      |                                    |   | 3,507 |

## 9.8 Troubled debt restructuring

During for the year ended 31 December 2010 and 2009, the Bank entered into troubled debt restructuring agreements with debtors. The number of debtors and their debt balances (including recorded accrued interest receivables) before restructuring can be summarised below:

|                              | Consolidated<br>financial statements |       | Separate<br>financial statements |       |
|------------------------------|--------------------------------------|-------|----------------------------------|-------|
|                              | 2010                                 | 2009  | 2010                             | 2009  |
| Number of debtors (Number)   | 3,473                                | 4,672 | 3,473                            | 4,656 |
| Debt balances (Million Baht) | 2,725                                | 2,367 | 2,725                            | 2,323 |

The restructured debtors referred to above can be classified by method of troubled debt restructuring as described below.

|   | Consolidated financial statements   |   |  |   |
|---|-------------------------------------|---|--|---|
|   | For the year ended 31 December 2010 |   |  |   |
|   | Number<br>of debtors                | Debt balances                           |  | Loss on<br>troubled debt<br>restructuring<br>Million Baht |
|   |                                     | Before<br>restructuring<br>Million Baht | After<br>restructuring<br>Million Baht |   |
| Modification of terms of payments                                   | 3,473                               | 2,725                                   | 2,681                                  | 43  |
| Total   | 3,473                               | 2,725                                   | 2,681                                  | 43  |
| Loans and accrued<br>Interest receivables<br>as at 31 December 2010 |                                     | 379,956                                 | 94,000                                 |   |

|   | Consolidated financial statements   |   |  |   |
|---|-------------------------------------|---|--|---|
|   | For the year ended 31 December 2009 |   |  |   |
|   | Number<br>of debtors                | Debt balances                           |  | Loss on<br>troubled debt<br>restructuring<br>Million Baht |
|   |                                     | Before<br>restructuring<br>Million Baht | After<br>restructuring<br>Million Baht |   |
| Modification of terms of payments                                   | 4,672                               | 2,367                                   | 2,282                                  | 85  |
| Total   | 4,672                               | 2,367                                   | 2,282                                  | 85  |
| Loans and accrued<br>Interest receivables<br>as at 31 December 2009 |                                     | 197,203                                 | 88,251                                 |   |

|   | Separate financial statements       |   |  |   |
|---|-------------------------------------|---|--|---|
|   | For the year ended 31 December 2010 |   |  |   |
|   | Number<br>of debtors                | Debt balances                           |  | Loss on<br>troubled debt<br>restructuring<br>Million Baht |
|   |                                     | Before<br>restructuring<br>Million Baht | After<br>restructuring<br>Million Baht |   |
| Modification of terms of payments                                   | 3,473                               | 2,725                                   | 2,681                                  | 43  |
| Total   | 3,473                               | 2,725                                   | 2,681                                  | 43  |
| Loans and accrued<br>Interest receivables<br>as at 31 December 2010 |                                     | 121,463                                 | 92,339                                 |   |

|   | Separate financial statements       |   |  |   |
|---|-------------------------------------|---|--|---|
|   | For the year ended 31 December 2009 |   |  |   |
|   | Number<br>of debtors                | Debt balances                           |  | Loss on<br>troubled debt<br>restructuring<br>Million Baht |
|   |                                     | Before<br>restructuring<br>Million Baht | After<br>restructuring<br>Million Baht |   |
| Modification of terms of payments                                   | 4,656                               | 2,323                                   | 2,238                                  | 85  |
| Total   | 4,656                               | 2,323                                   | 2,238                                  | 85  |
| Loans and accrued<br>Interest receivables<br>as at 31 December 2009 | 143,263                             | 81,378                                  |  |   |

The debts restructured by means of modification of the term of repayment and combination of methods referred to above can be classified by the term of repayment under the restructuring agreements as follows:

| Period of debts<br>restructuring contracts | Consolidated financial statements      |   |  |  |   |  |                      |
|--|--|---|--|--|---|--|----------------------|
|  | For the year ended<br>31 December 2010 |   |  | For the year ended<br>31 December 2009 |   |  |                      |
|  | Number<br>of debtors                   | Debt balances                           |  | Number<br>of debtors                   | Debt balances                           |  | Number<br>of debtors |
|  |  | Before<br>restructuring<br>Million Baht | After<br>restructuring<br>Million Baht |  | Before<br>restructuring<br>Million Baht | After<br>restructuring<br>Million Baht |                      |
| Not more than 5 years                      | 1,157                                  | 749                                     | 705                                    | 1,534                                  | 1,152                                   | 1,067                                  |                      |
| 5 - 10 years                               | 2,238                                  | 1,804                                   | 1,804                                  | 3,106                                  | 964                                     | 964                                    |                      |
| 10 - 15 years                              | 22                                     | 78                                      | 78                                     | 15                                     | 189                                     | 189                                    |                      |
| More than 15 years                         | 56                                     | 94                                      | 94                                     | 17                                     | 62                                      | 62                                     |                      |
| Total                                      | 3,473                                  | 2,725                                   | 2,681                                  | 4,672                                  | 2,367                                   | 2,282                                  |                      |

| Period of debts<br>restructuring contracts | Separate financial statements          |   |  |  |   |  |                      |
|--|--|---|--|--|---|--|----------------------|
|  | For the year ended<br>31 December 2010 |   |  | For the year ended<br>31 December 2009 |   |  |                      |
|  | Number<br>of debtors                   | Debt balances                           |  | Number<br>of debtors                   | Debt balances                           |  | Number<br>of debtors |
|  |  | Before<br>restructuring<br>Million Baht | After<br>restructuring<br>Million Baht |  | Before<br>restructuring<br>Million Baht | After<br>restructuring<br>Million Baht |                      |
| Not more than 5 years                      | 1,157                                  | 749                                     | 705                                    | 1,526                                  | 1,139                                   | 1,054                                  |                      |
| 5 - 10 years                               | 2,238                                  | 1,804                                   | 1,804                                  | 3,101                                  | 934                                     | 934                                    |                      |
| 10 - 15 years                              | 22                                     | 78                                      | 78                                     | 13                                     | 189                                     | 189                                    |                      |
| More than 15 years                         | 56                                     | 94                                      | 94                                     | 16                                     | 61                                      | 61                                     |                      |
| Total                                      | 3,473                                  | 2,725                                   | 2,681                                  | 4,656                                  | 2,323                                   | 2,238                                  |                      |

Supplemental information for the years ended 31 December 2010 and 2009 relating to the restructured debts is as follow:

|  | Consolidated<br>financial statements |                      | Separate<br>financial statements  |                      |
|--|--------------------------------------|----------------------|-----------------------------------|----------------------|
|  | For the year ended<br>31 December    |                      | For the year ended<br>31 December |                      |
|  | 2010<br>Million Baht                 | 2009<br>Million Baht | 2010<br>Million Baht              | 2009<br>Million Baht |
| Losses on debt restructuring due to debtors being able to comply with debt restructuring conditions during the period/year | 407                                  | 151                  | 407                               | 136                  |
| Cash settlement by debtors   |                                      |                      |                                   |                      |
| Principal  | 1,526                                | 1,203                | 1,524                             | 1,193                |
| Interest   | 353                                  | 390                  | 351                               | 371                  |

As at 31 December 2010 and 2009, the troubled debtors for which the Bank and its subsidiaries completed their debt restructuring can be summarised as follow:

|   | Consolidated<br>financial statements |       | Separate<br>financial statements |       |
|---|--------------------------------------|-------|----------------------------------|-------|
|   | 2010                                 | 2009  | 2010                             | 2009  |
| Number of debtors (Number)                          | 8,193                                | 7,608 | 8,190                            | 7,591 |
| Debt balances after restructuring<br>(Million Baht) | 3,172                                | 3,241 | 3,148                            | 3,173 |

In cases where the troubled debt restructuring involves modifications of the terms and the repayment conditions, the fair value of the loans after restructuring is determined based on the net present value of expected future cashflows, discounted by the market interest rate. As at 31 December 2010, the Bank have losses from the revaluation of restructured debts (PV Loss) of Baht 9 million (31 December 2009: Baht 9 million) for which the Bank had provided an allowance for revaluation as a result of debt restructuring.

In addition, as at 31 December 2010 the Bank may have to realise additional losses from debt restructuring through waiver of part of the principal or interest receivables if the restructured debtors are able to comply with the conditions as stipulated in the debt restructuring agreements approximately Baht 43 million (31 December 2009: Baht 40 million). The Bank had already provided as a provision for such losses, which is presented as part of the allowance for doubtful debts in the balance sheet.

## 10 Allowance for doubtful debts

## Consolidated financial statements

2010

|   | Special<br>Pass<br>mention |                 | Sub-<br>standard |                 | Doubtful<br>of loss | further<br>losses | Total<br>receivables | purchase        | Grand<br>total  |
|---|----------------------------|-----------------|------------------|-----------------|---------------------|-------------------|----------------------|-----------------|-----------------|
|   | Million<br>Baht            | Million<br>Baht | Million<br>Baht  | Million<br>Baht | Million<br>Baht     | Million<br>Baht   | Million<br>Baht      | Million<br>Baht | Million<br>Baht |
| Balance as at 31 December 2009  | 247                        | 51              | 1,142            | 358             | 6,558               | 146               | 7,502                | 442             | 7,944           |
| Add Addition  | -                          | -               | -                | -               | -                   | 757               | 757                  | 58              | 815             |
| Reversal of bad debts   | -                          | -               | -                | -               | -                   | 252               | 252                  | -               | 252             |
| Transfer to revaluation<br>allowance for debt<br>restructuring  | -                          | -               | -                | -               | -                   | 7                 | 7                    | -               | 7               |
| Reversal of allowance<br>made for settled debts   | (11)                       | -               | -                | -               | (87)                | -                 | (98)                 | (14)            | (112)           |
| Transferred from  |                            |                 |                  |                 |                     |                   |                      |                 |                 |
| allowance for sold NPL  | -                          | -               | -                | -               | 24                  | -                 | 24                   | -               | 24              |
| Less Bad debts written off  | -                          | (6)             | (632)            | -               | (319)               | (24)              | (981)                | (287)           | (1,268)         |
| Transfer to revaluation<br>allowance for debt<br>restructuring  | -                          | -               | -                | -               | -                   | (7)               | (7)                  | -               | (7)             |
| Transfer to allowance<br>for interbank  | -                          | -               | -                | -               | -                   | (2)               | (2)                  | -               | (2)             |
| Reversal of allowance<br>For sold NPL   | -                          | -               | (3)              | (7)             | (1,871)             | -                 | (1,881)              | -               | (1,881)         |
| Increase (decrease) due to<br>change in classification<br>or collateral<br>value/transfer general<br>provision to specific<br>provision | 87                         | (11)            | 184              | (292)           | 116                 | (84)              | -                    | -               | -               |
| Write-off from disposal of<br>subsidiary  | -                          | -               | -                | -               | (3,058)             | (110)             | (3,168)              | -               | (3,168)         |
| Balance as at 31 December 2010  | 323                        | 34              | 691              | 59              | 383                 | 935               | 2,405                | 199             | 2,644           |

## Consolidated financial statements

|  | 2009         |              |              |              |              |                                      |              |  |              |              |
|--|--------------|--------------|--------------|--------------|--------------|--------------------------------------|--------------|--|--------------|--------------|
|  |              |              |              |              |              | General provision for further losses |              | Securities and hire purchase receivables |              | Grand total  |
|  | Pass mention | Sub-standard | Doubtful     | of loss      | Million Baht | Million Baht                         | Million Baht | Million Baht                             | Million Baht | Million Baht |
|  | Million Baht | Million Baht | Million Baht | Million Baht |              |                                      |              |  |              |              |
| Balance as at 31 December 2008   | 261          | 112          | 1,273        | 886          | 5,803        | 166                                  | 8,501        | 472                                      | 8,973        |              |
| Add Addition   | -            | -            | -            | -            | -            | 1,145                                | 1,145        | 29                                       | 1,174        |              |
| Reversal of bad debts  | -            | -            | -            | -            | -            | 151                                  | 151          | -  | 151          |              |
| Allowance made for returned NPLs   | -            | -            | -            | -            | 33           | -                                    | 33           | -  | 33           |              |
| Transferred from revaluation allowance for debt restructuring  | -            | -            | -            | -            | -            | 15                                   | 15           | -  | 15           |              |
| Less Bad debts written off   | -            | -            | (475)        | (51)         | (1,801)      | (5)                                  | (2,332)      | (53)                                     | (2,385)      |              |
| Reversal of allowance made for settled debts   | -            | -            | -            | -            | (7)          | -                                    | (7)          | (6)                                      | (13)         |              |
| Transfer to revaluation allowance for debt restructuring   | -            | -            | -            | -            | -            | (4)                                  | (4)          | -  | (4)          |              |
| Increase (decrease) due to change in classification or collateral value/transfer general provision to specific provision | (14)         | (61)         | 344          | (477)        | 1,530        | (1,322)                              | -            | -  | -            | -            |
| Balance as at 31 December 2009   | 247          | 51           | 1,142        | 358          | 5,658        | 146                                  | 7,502        | 442                                      | 7,944        |              |

**Separate financial statements**

|  |  | 2010                               |                                    |   |  |   |                          |         |
|--|--|------------------------------------|------------------------------------|---|--|---|--------------------------|---------|
|  |  | Special<br>Pass<br>Million<br>Baht | Sub-<br>mention<br>Million<br>Baht | Doubtful<br>standard<br>Million<br>Baht | Doubtful<br>of loss<br>Million<br>Baht | General<br>provision<br>Million<br>Baht | Total<br>Million<br>Baht |         |
| Balance as at 31 December 2009   |  | 247                                | 51                                 | 1,141                                   | 357                                    | 2,404                                   | 37                       | 4,237   |
| Add Addition   |  | -                                  | -                                  | -                                       | -                                      | -                                       | 775                      | 775     |
| Reversal of bad debts  |  | -                                  | -                                  | -                                       | -                                      | -                                       | 252                      | 252     |
| Transferred from revaluations<br>allowance for debt restructuring  |  | -                                  | -                                  | -                                       | -                                      | -                                       | 7                        | 7       |
| Reversal of allowance made for<br>settled debts  |  | -                                  | -                                  | -                                       | -                                      | 24                                      | -                        | 24      |
| Less Bad debts written off   |  | -                                  | (6)                                | (632)                                   | -                                      | (319)                                   | (24)                     | (981)   |
| Transfer to revaluation allowance<br>for debt restructuring  |  | -                                  | -                                  | -                                       | -                                      | -                                       | (7)                      | (7)     |
| Transfer to allowance for interbank  |  | -                                  | -                                  | -                                       | -                                      | -                                       | (2)                      | (2)     |
| Reversal of allowance for sold NPL   |  | -                                  | -                                  | (3)                                     | (7)                                    | (1,871)                                 | -                        | (1,881) |
| Increase (decrease) due to change in<br>classification or collateral value/transfer<br>general provision to specific provision |  | 76                                 | (11)                               | 185                                     | (291)                                  | 125                                     | (84)                     | -       |
| Balance as at 31 December 2010   |  | 323                                | 34                                 | 691                                     | 59                                     | 363                                     | 854                      | 2,424   |

**Separate financial statements**

|  |  | 2009                               |                                    |   |  |   |                          |         |
|--|--|------------------------------------|------------------------------------|---|--|---|--------------------------|---------|
|  |  | Special<br>Pass<br>Million<br>Baht | Sub-<br>mention<br>Million<br>Baht | Doubtful<br>standard<br>Million<br>Baht | Doubtful<br>of loss<br>Million<br>Baht | General<br>provision<br>Million<br>Baht | Total<br>Million<br>Baht |         |
| Balance as at 31 December 2008   |  | 249                                | 112                                | 1,243                                   | 802                                    | 2,693                                   | 150                      | 5,249   |
| Add Addition   |  | -                                  | -                                  | -                                       | -                                      | -                                       | 1,145                    | 1,145   |
| Reversal of bad debts  |  | -                                  | -                                  | -                                       | -                                      | -                                       | 151                      | 151     |
| Transferred from revaluation<br>allowance for debt restructuring   |  | -                                  | -                                  | -                                       | -                                      | -                                       | 15                       | 15      |
| Reversal of allowances made for<br>settled debts   |  | -                                  | -                                  | -                                       | -                                      | 13                                      | -                        | 13      |
| Less Bad debts written off   |  | -                                  | -                                  | (475)                                   | (51)                                   | (1,801)                                 | (5)                      | (2,332) |
| Transfer to revaluation allowance<br>for debt restructuring  |  | -                                  | -                                  | -                                       | -                                      | -                                       | (4)                      | (4)     |
| Increase (decrease) due to change in<br>classification or collateral value/transfer<br>general provision to specific provision |  | (2)                                | (61)                               | 373                                     | (394)                                  | 1,499                                   | (1,415)                  | -       |
| Balance as at 31 December 2009   |  | 247                                | 51                                 | 1,141                                   | 357                                    | 2,404                                   | 37                       | 4,237   |

## 11 Revaluation allowance for debt restructuring

|  | Consolidated financial statements |              | Separate financial statements |              |
|--|-----------------------------------|--------------|-------------------------------|--------------|
|  | 2010                              | 2009         | 2010                          | 2009         |
|  | Million Baht                      | Million Baht | Million Baht                  | Million Baht |
| Balance - beginning of the year  | 9                                 | 20           | 9                             | 20           |
| Add: Revaluation allowance transferred from allowance for doubtful debts | 7                                 | 4            | 7                             | 4            |
| Less: Revaluation allowance transferred to allowance for doubtful debts  | (7)                               | (15)         | (7)                           | (15)         |
| Balance - end of the year  | 9                                 | 9            | 9                             | 9            |

The write-off transactions and/or the adjustments of revaluation allowance for debt restructuring are transferred to allowance for doubtful debts.

## 12 Properties foreclosed

Properties foreclosed represent properties foreclosed from debtors as a result of debt restructuring, or properties obtained as a result of a successful bid for the mortgaged assets of debtors at auction, or unused assets transferred as a result of merger and awaiting disposal.

|                                  | Consolidated financial statements    |                           |                           |   |                                      |
|----------------------------------|--------------------------------------|---------------------------|---------------------------|---|--------------------------------------|
|                                  | For the year ended 31 December 2010  |                           |                           |   |                                      |
|                                  | Balance as at<br>31 December<br>2009 | Additions<br>Million Baht | Disposals<br>Million Baht | Write-off<br>from disposal<br>of subsidiary<br>Million Baht | Balance as at<br>31 December<br>2010 |
|                                  | Million Baht                         | Million Baht              | Million Baht              | Million Baht  | Million Baht                         |
| immovable                        |                                      |                           |                           |   |                                      |
| - Assessed by external appraiser | 3,027                                | 17                        | (231)                     | (168)   | 2,645                                |
| Movable                          | 19                                   | 361                       | (365)                     | -   | 15                                   |
| Total                            | 3,046                                | 378                       | (596)                     | (168)   | 2,660                                |
| Less: Allowance for impairment   | (636)                                | (146)                     | 158                       | 13  | (611)                                |
| Properties foreclosed - net      | 2,410                                | 232                       | (438)                     | (155)   | 2,049                                |

|                                  | Consolidated financial statements    |                           |                           |                                      |
|----------------------------------|--------------------------------------|---------------------------|---------------------------|--------------------------------------|
|                                  | For the year ended 31 December 2009  |                           |                           |                                      |
|                                  | Balance as at<br>31 December<br>2008 | Additions<br>Million Baht | Disposals<br>Million Baht | Balance as at<br>31 December<br>2009 |
|                                  | Million Baht                         | Million Baht              | Million Baht              | Million Baht                         |
| immovable                        |                                      |                           |                           |                                      |
| - Assessed by external appraiser | 3,204                                | 55                        | (232)                     | 3,027                                |
| Movable                          | 41                                   | 429                       | (451)                     | 19                                   |
| Total                            | 3,245                                | 484                       | (683)                     | 3,046                                |
| Less: Allowance for impairment   | (762)                                | (162)                     | 288                       | (636)                                |
| Properties foreclosed - net      | 2,483                                | 322                       | (395)                     | 2,410                                |

| Separate financial statements       |                              |                           |                              |                      |
|-------------------------------------|------------------------------|---------------------------|------------------------------|----------------------|
| For the year ended 31 December 2010 |                              |                           |                              |                      |
|                                     | Balance as at<br>31 December |                           | Balance as at<br>31 December |                      |
|                                     | 2009<br>Million Baht         | Additions<br>Million Baht | Disposals<br>Million Baht    | 2010<br>Million Baht |
| Immovable                           |                              |                           |                              |                      |
| - Assessed by external appraiser    | 2,852                        | 13                        | (227)                        | 2,638                |
| Total                               | 2,852                        | 13                        | (227)                        | 2,638                |
| Less Allowance for Impairment       | (820)                        | (3)                       | 18                           | (805)                |
| Properties foreclosed - net         | 2,232                        | 10                        | (209)                        | 2,033                |

| Separate financial statements       |                              |                           |                              |                      |
|-------------------------------------|------------------------------|---------------------------|------------------------------|----------------------|
| For the year ended 31 December 2009 |                              |                           |                              |                      |
|                                     | Balance as at<br>31 December |                           | Balance as at<br>31 December |                      |
|                                     | 2008<br>Million Baht         | Additions<br>Million Baht | Disposals<br>Million Baht    | 2009<br>Million Baht |
| Immovable                           |                              |                           |                              |                      |
| - Assessed by external appraiser    | 3,017                        | 53                        | (218)                        | 2,852                |
| Total                               | 3,017                        | 53                        | (218)                        | 2,852                |
| Less Allowance for Impairment       | (740)                        | -                         | 120                          | (820)                |
| Properties foreclosed - net         | 2,277                        | 53                        | (98)                         | 2,232                |

The Bank provides allowance for impairment of properties foreclosed by reference to appraisal value. The Bank appraise or review the fair value of properties foreclosed annually in accordance with the Notification of the Bank of Thailand. However, the actual selling price may differ from the appraisal value. In addition, the Bank is subject to restrictions on the allowable periods it may hold such properties, as stipulated by the Bank of Thailand. If the Bank is unable to dispose of the properties within allowable periods, the Bank has to set aside additional provision in accordance with the Bank of Thailand guidelines. The Bank's management believes that the carrying value of such properties is suitable to the current situation and the current disposal plan of its properties foreclosed.

### 13 Premises and equipments

| Consolidated financial statement                 |              |  |  |                                |              |  |  |                                |                          |                |         |
|--|--------------|--|--|--------------------------------|--------------|--|--|--------------------------------|--------------------------|----------------|---------|
| Accumulated depreciation                         |              |  |  |                                |              |  |  |                                |                          |                |         |
| Cost/ Appraised Value                            |              |  |  |                                |              |  |  |                                |                          |                |         |
| Balance as at 31 December 2009                   | Additions    | Transfer to disposal of properties foreclosed subsidiary | Write-off from disposal of December 2010 | Balance as at 31 December 2009 | Additions    | Transfer to disposal of properties foreclosed subsidiary | Write-off from disposal of December 2010 | Balance as at 31 December 2010 | Allowance for impairment | Net book value |         |
| Million Baht                                     | Million Baht | Million Baht   | Million Baht                             | Million Baht                   | Million Baht | Million Baht   | Million Baht                             | Million Baht                   | Million Baht             | Million Baht   |         |
| Land   |              |  |  |                                |              |  |  |                                |                          |                |         |
| Cost:  | 804          | -  | (237)                                    | (4)                            | 563          | -  | -  | -                              | -                        | 563            |         |
| Revaluation surplus                              | 470          | -  | (17)                                     | (3)                            | 450          | -  | -  | -                              | -                        | 450            |         |
| (Revaluation in year 2008)                       |              |  |  |                                |              |  |  |                                |                          |                |         |
| Devaluation of asset                             | (86)         | -  | -  | -                              | (86)         | -  | -  | -                              | -                        | (86)           |         |
| (Revaluation in year 2008)                       |              |  |  |                                |              |  |  |                                |                          |                |         |
| Buildings  |              |  |  |                                |              |  |  |                                |                          |                |         |
| Cost:  | 2,616        | 71   | (731)                                    | (13)                           | 2,145        | (1,227)  | (84)                                     | 308                            | 10                       | (942)          | 1,202   |
| Revaluation surplus                              | 456          | -  | (276)                                    | -                              | 180          | (106)  | (5)                                      | 138                            | -                        | (82)           | 117     |
| (Revaluation in year 2008)                       |              |  |  |                                |              |  |  |                                |                          |                |         |
| Devaluation of asset                             | (177)        | -  | -  | -                              | (177)        | 68   | 17                                       | -                              | -                        | 65             | (92)    |
| (Revaluation in year 2008)                       |              |  |  |                                |              |  |  |                                |                          |                |         |
| Equipments                                       | 2,401        | 163  | (264)                                    | -                              | (25)         | 2,275  | (1,803)                                  | (243)                          | 209                      | -              | 444     |
| Assets under installation and under construction | 35           | 116  | (80)                                     | -                              | -            | 71   | -  | -                              | -                        | -              | 71      |
| Total  | 6,710        | 350  | (1,006)                                  | (20)                           | (25)         | 5,410  | (3,161)                                  | (325)                          | 715                      | 10             | (2,740) |
|  |              |  |  |                                |              |  |  |                                |                          | (12)           | 2,667   |

### 13 Premises and equipments (Cont'd)

Sepanya financial statement

|   | Cost/ Appraisal Value                   |                              | Accumulated depreciation                |                              |   |                              |                             |                   |
|---|---|------------------------------|---|------------------------------|---|------------------------------|-----------------------------|-------------------|
|   | Transfer to<br>disposal/<br>written off | Balance as at<br>31 December | Transfer to<br>disposal/<br>written off | Balance as at<br>31 December | Transfer to<br>disposal/<br>written off | Balance as at<br>31 December | Allowance for<br>impairment | Net book<br>value |
|   | Million Baht                            | Million Baht                 | Million Baht                            | Million Baht                 | Million Baht                            | Million Baht                 | Million Baht                | Million Baht      |
| Land  |   |                              |   |                              |   |                              |                             |                   |
| Cost  | 804                                     | -                            | (237)                                   | (4)                          | 663                                     | -                            | -                           | 663               |
| Revaluation surplus<br>(Revaluation in year 2006)   | 470                                     | -                            | (17)                                    | (0)                          | 450                                     | -                            | -                           | 450               |
| Deviation of asset<br>(Revaluation in year 2006)    | (86)                                    | -                            | -                                       | -                            | (86)                                    | -                            | -                           | (86)              |
| Buildings   |   |                              |   |                              |   |                              |                             |                   |
| Cost  | 2,772                                   | 69                           | (731)                                   | (13)                         | 2,097                                   | (1,204)                      | (61)                        | 1,180             |
| Revaluation surplus<br>(Revaluation in year 2006)   | 456                                     | -                            | (276)                                   | -                            | 180                                     | (192)                        | (25)                        | 117               |
| Deviation of asset<br>(Revaluation in year 2006)    | (177)                                   | -                            | -                                       | -                            | (177)                                   | 68                           | 17                          | 65                |
| Equipments  | 2,142                                   | 133                          | (226)                                   | -                            | 2,047                                   | (1,597)                      | (222)                       | 184               |
| Assets under installation<br>and under construction | 32                                      | 116                          | (79)                                    | -                            | 68                                      | -                            | -                           | 68                |
| Total   | 6,411                                   | 317                          | (1,508)                                 | (20)                         | 5,140                                   | (2,929)                      | (301)                       | 2,698             |

The Bank and its subsidiaries have some portion of equipments which have already been fully depreciated. The cost of those fixed assets as at 31 December 2010 was Baht 1,364 million (31 December 2009: Baht 1,098 million) for separate financial statement; Baht 1,207 million (31 December 2009: Baht 972 million).

## Consolidated financial statements

|   | Amortising period | Balance as at 31 December |              |              |              |              |              | Balance as at 31 December |              |
|---|-------------------|---------------------------|--------------|--------------|--------------|--------------|--------------|---------------------------|--------------|
|   |                   | 2009                      |              | Transfer     | Written off  | Amortisation | Adjustment   | 2010                      |              |
|   |                   | Million Baht              | Million Baht | Million Baht | Million Baht | Million Baht | Million Baht | Million Baht              | Million Baht |
| Expenditures in connection with development and improvement of computer systems - under development | -                 | 428                       | 122          | (78)         | (382)        | -            | (30)         | 60                        |              |
| Computer software   | 5 - 10 years      | 386                       | 33           | 78           | (86)         | (5)          | -            | 406                       |              |
| License Fee   | 5 years           | 6                         | -            | -            | -            | (2)          | -            | 4                         |              |
| Total   |                   | 820                       | 155          | -            | (468)        | (7)          | (30)         | 470                       |              |
| Less Allowance for impairment   |                   | (393)                     |              |              |              |              |              | (19)                      |              |
| Net intangible assets   |                   | 427                       |              |              |              |              |              | 451                       |              |

## Separate financial statements

|   | Amortising period | Balance as at 31 December |              |              |              |              |              | Balance as at 31 December |              |
|---|-------------------|---------------------------|--------------|--------------|--------------|--------------|--------------|---------------------------|--------------|
|   |                   | 2009                      |              | Transfer     | Written off  | Amortisation | Adjustment   | 2010                      |              |
|   |                   | Million Baht              | Million Baht | Million Baht | Million Baht | Million Baht | Million Baht | Million Baht              | Million Baht |
| Expenditures in connection with development and improvement of computer systems - under development | -                 | 428                       | 121          | (77)         | (382)        | -            | (30)         | 60                        |              |
| Computer software   | 5 - 10 years      | 373                       | 32           | 77           | -            | (83)         | -            | 399                       |              |
| License Fee   | 5 years           | 4                         | -            | -            | -            | (2)          | -            | 2                         |              |
| Total   |                   | 805                       | 153          | -            | (382)        | (85)         | (30)         | 481                       |              |
| Less Allowance for impairment   |                   | (393)                     |              |              |              |              |              | (19)                      |              |
| Net intangible assets   |                   | 412                       |              |              |              |              |              | 442                       |              |

## 15 Operating result of discontinued operation

Operating result of discontinued operations is the operation of subsidiaries that were approved by the committee meeting and ordinary of shareholders' meeting in 2009 to sell the shareholding according to the Note 8.7

### a) Cash flows of discontinued operations

|                      | Consolidated financial statements |                      |
|----------------------|-----------------------------------|----------------------|
|                      | For the year ended 31 December    |                      |
|                      | 2010<br>Million Baht              | 2009<br>Million Baht |
| Operating cash flows | 140                               | 101                  |
| Investing cash flows | (150)                             | 9                    |
| Financing cash flows | -                                 | (200)                |
| Total cash flows     | (10)                              | (90)                 |

### b) Operating result of discontinued operations

|  | Consolidated financial statements |                      |
|--|-----------------------------------|----------------------|
|  | For the year ended 31 December    |                      |
|  | 2010<br>Million Baht              | 2009<br>Million Baht |
| Revenue                                      | 349                               | 550                  |
| Expense                                      | (209)                             | (371)                |
| Profit before tax of discontinued operations | 140                               | 179                  |
| Tax  | 14                                | (47)                 |
| Profit after tax of discontinued operations  | 154                               | 132                  |

## 16 Other assets

|   | Consolidated<br>financial statements |                      | Separate<br>financial statements |                      |
|---|--------------------------------------|----------------------|----------------------------------|----------------------|
|   | 2010<br>Million Baht                 | 2009<br>Million Baht | 2010<br>Million Baht             | 2009<br>Million Baht |
| Accrued Interest and dividend receivables | 168                                  | 196                  | 139                              | 195                  |
| Credit support assets on derivative       | 211                                  | 331                  | 211                              | 331                  |
| Leasehold right                           | 190                                  | 208                  | 177                              | 201                  |
| Advances                                  | 11                                   | 134                  | 9                                | 127                  |
| Others assets awaiting accounts transfer  | 213                                  | 431                  | 213                              | 431                  |
| Receivable from Clearing House            | 216                                  | 206                  | -                                | -                    |
| Commission receivables                    | 493                                  | -                    | 493                              | -                    |
| Other                                     | 303                                  | 424                  | 188                              | 288                  |
| Total                                     | 1,803                                | 1,930                | 1,430                            | 1,573                |
| Less Allowance for impairment             | (37)                                 | (147)                | (37)                             | (144)                |
| Other assets - net                        | 1,766                                | 1,783                | 1,393                            | 1,429                |

## 17 Deposits

### 17.1 Classified by type of deposits

|                                   | Consolidated financial statements |                      | Separate financial statements |                      |
|-----------------------------------|-----------------------------------|----------------------|-------------------------------|----------------------|
|                                   | 2010<br>Million Baht              | 2009<br>Million Baht | 2010<br>Million Baht          | 2009<br>Million Baht |
| At call                           | 1,682                             | 1,785                | 1,699                         | 1,790                |
| Savings                           | 31,204                            | 22,430               | 31,070                        | 22,412               |
| Fixed                             |                                   |                      |                               |                      |
| - Less than 6 months              | 13,069                            | 50,765               | 13,069                        | 50,775               |
| - 6 months and up to 1 year       | 28,459                            | 6,290                | 28,459                        | 6,304                |
| - Over 1 year                     | 19,883                            | 6,807                | 19,883                        | 6,821                |
| Negotiable certificate of deposit | 367                               | 322                  | 367                           | 322                  |
| Total deposits                    | 94,664                            | 88,399               | 94,547                        | 88,424               |

### 17.2 Classified by the remaining period of contracts

|                  | Consolidated financial statements |                      | Separate financial statements |                      |
|------------------|-----------------------------------|----------------------|-------------------------------|----------------------|
|                  | 2010<br>Million Baht              | 2009<br>Million Baht | 2010<br>Million Baht          | 2009<br>Million Baht |
| Not over 1 year* | 93,696                            | 81,581               | 93,579                        | 81,592               |
| Over 1 year      | 968                               | 6,818                | 968                           | 6,832                |
| Total            | 94,664                            | 88,399               | 94,547                        | 88,424               |

\* Included expired contracts

### 17.3 Classified by currency and residency of depositors

|                  | Consolidated financial statements |                            |                          |                             |                            |                          |
|------------------|-----------------------------------|----------------------------|--------------------------|-----------------------------|----------------------------|--------------------------|
|                  | 2010                              |                            |                          | 2009                        |                            |                          |
|                  | Domestic<br>Million<br>Baht       | Foreign<br>Million<br>Baht | Total<br>Million<br>Baht | Domestic<br>Million<br>Baht | Foreign<br>Million<br>Baht | Total<br>Million<br>Baht |
| Baht             | 93,364                            | 587                        | 93,951                   | 87,651                      | 669                        | 88,320                   |
| US dollar        | 702                               | -                          | 702                      | 79                          | -                          | 79                       |
| Other currencies | 11                                | -                          | 11                       | -                           | -                          | -                        |
| Total            | 94,077                            | 587                        | 94,664                   | 87,730                      | 669                        | 88,399                   |

|                  | Separate financial statements |                            |                          |                             |                            |                          |
|------------------|-------------------------------|----------------------------|--------------------------|-----------------------------|----------------------------|--------------------------|
|                  | 2010                          |                            |                          | 2009                        |                            |                          |
|                  | Domestic<br>Million<br>Baht   | Foreign<br>Million<br>Baht | Total<br>Million<br>Baht | Domestic<br>Million<br>Baht | Foreign<br>Million<br>Baht | Total<br>Million<br>Baht |
| Baht             | 93,247                        | 587                        | 93,834                   | 87,676                      | 669                        | 88,345                   |
| US dollar        | 702                           | -                          | 702                      | 79                          | -                          | 79                       |
| Other currencies | 11                            | -                          | 11                       | -                           | -                          | -                        |
| Total            | 93,960                        | 587                        | 94,547                   | 87,755                      | 669                        | 88,424                   |

**Consolidated financial statements**

|   | 2010            |                 |                 | 2009            |                 |                 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|   | At call         | Term            | Total           | At call         | Term            | Total           |
|   | Million<br>Baht | Million<br>Baht | Million<br>Baht | Million<br>Baht | Million<br>Baht | Million<br>Baht |
| <b>Domestic:</b>  |                 |                 |                 |                 |                 |                 |
| Bank of Thailand  | -               | 6               | 6               | -               | 22              | 22              |
| Commercial banks  | 11              | 870             | 881             | 6               | 5,700           | 5,706           |
| Other banks   | 2               | -               | 2               | 1               | 2,600           | 2,601           |
| Finance, finance and securities,<br>securities, credit foncier<br>companies | 314             | 204             | 518             | 223             | 70              | 293             |
| Other financial institutions  | 296             | 2,759           | 3,055           | 308             | 308             | 616             |
| <b>Total domestic items</b>   | <b>623</b>      | <b>3,839</b>    | <b>4,462</b>    | <b>538</b>      | <b>8,700</b>    | <b>9,238</b>    |
| <b>Foreign:</b>   |                 |                 |                 |                 |                 |                 |
| US dollar   | 570             | -               | 570             | 91              | -               | 91              |
| Other currencies  | 397             | 438             | 835             | 193             | 425             | 618             |
| <b>Total foreign items</b>  | <b>967</b>      | <b>438</b>      | <b>1,405</b>    | <b>264</b>      | <b>425</b>      | <b>709</b>      |
| <b>Total domestic and<br/>foreign items</b>                                 | <b>1,590</b>    | <b>4,277</b>    | <b>5,867</b>    | <b>822</b>      | <b>9,125</b>    | <b>9,947</b>    |

**Separate financial statements**

|   | 2010            |                 |                 | 2009            |                 |                 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|   | At call         | Term            | Total           | At call         | Term            | Total           |
|   | Million<br>Baht | Million<br>Baht | Million<br>Baht | Million<br>Baht | Million<br>Baht | Million<br>Baht |
| <b>Domestic:</b>  |                 |                 |                 |                 |                 |                 |
| Bank of Thailand  | -               | 6               | 6               | -               | 22              | 22              |
| Commercial banks  | 17              | 600             | 617             | 6               | 5,500           | 5,506           |
| Other banks   | 2               | -               | 2               | 1               | 2,600           | 2,601           |
| Finance, finance and securities,<br>securities, credit foncier<br>companies | 390             | 204             | 594             | 332             | 70              | 402             |
| Other financial institutions  | 296             | 2,759           | 3,055           | 324             | 309             | 633             |
| <b>Total domestic items</b>   | <b>705</b>      | <b>3,569</b>    | <b>4,274</b>    | <b>663</b>      | <b>8,501</b>    | <b>9,164</b>    |
| <b>Foreign:</b>   |                 |                 |                 |                 |                 |                 |
| US dollar   | 570             | -               | 570             | 91              | -               | 91              |
| Other currencies  | 397             | 438             | 835             | 193             | 425             | 618             |
| <b>Total foreign items</b>  | <b>967</b>      | <b>438</b>      | <b>1,405</b>    | <b>264</b>      | <b>425</b>      | <b>709</b>      |
| <b>Total domestic and<br/>foreign items</b>                                 | <b>1,672</b>    | <b>4,007</b>    | <b>5,679</b>    | <b>947</b>      | <b>8,926</b>    | <b>9,873</b>    |

|  | Consolidated financial statements |                         |                       |                          |                         |                       |
|--|-----------------------------------|-------------------------|-----------------------|--------------------------|-------------------------|-----------------------|
|  | 2010                              |                         |                       | 2009                     |                         |                       |
|  | Domestic<br>Million Baht          | Foreign<br>Million Baht | Total<br>Million Baht | Domestic<br>Million Baht | Foreign<br>Million Baht | Total<br>Million Baht |
| <b>Hybrid instrument</b>   |                                   |                         |                       |                          |                         |                       |
| Hybrid securities of Baht 2,500 million maturing in 2019                           | -                                 | 2,529                   | 2,529                 | -                        | 2,512                   | 2,512                 |
| <b>Subordinated notes</b>  |                                   |                         |                       |                          |                         |                       |
| Subordinated debentures of USD 50 million, maturing in 2016                        | -                                 | 1,542                   | 1,542                 | -                        | 1,693                   | 1,693                 |
| Subordinated debentures of USD 40 million, maturing in 2017                        | -                                 | 1,229                   | 1,229                 | -                        | 1,347                   | 1,347                 |
| Non-interest bearing subordinated debentures of Baht 120 million, maturing in 2014 | 100                               | -                       | 100                   | 95                       | -                       | 95                    |
| Subordinated debentures maturing in 2003   | 544                               | -                       | 544                   | 544                      | -                       | 544                   |
|  | 644                               | 5,300                   | 5,944                 | 639                      | 5,552                   | 6,191                 |
| <b>Fixed rate notes</b>  |                                   |                         |                       |                          |                         |                       |
| Bills of exchange maturing at call, coupon rate of 1.10% - 1.65% per annum         | 400                               | -                       | 400                   | 380                      | -                       | 380                   |
| Bills of exchange maturing in 2010, coupon rate of 1.10% - 1.78% per annum         | -                                 | -                       | -                     | 8,620                    | -                       | 8,620                 |
| Bills of exchange maturing in 2011, coupon rate of 1.30% - 1.75% per annum         | 14,048                            | -                       | 14,048                | -                        | -                       | -                     |
|  | 14,448                            | -                       | 14,448                | 9,000                    | -                       | 9,000                 |
| <b>Total</b>   | <b>15,092</b>                     | <b>5,300</b>            | <b>20,392</b>         | <b>9,639</b>             | <b>5,552</b>            | <b>15,191</b>         |
| <b>Less: Current portion of long-term borrowings</b>                               | <b>(14,992)</b>                   | <b>-</b>                | <b>(14,992)</b>       | <b>(9,544)</b>           | <b>-</b>                | <b>(9,544)</b>        |
| <b>Long-term borrowings - net</b>  | <b>100</b>                        | <b>5,300</b>            | <b>5,400</b>          | <b>95</b>                | <b>5,552</b>            | <b>5,847</b>          |

|  | Separate financial statements |                         |                       |                          |                         |                       |
|--|-------------------------------|-------------------------|-----------------------|--------------------------|-------------------------|-----------------------|
|  | 2010                          |                         |                       | 2009                     |                         |                       |
|  | Domestic<br>Million Baht      | Foreign<br>Million Baht | Total<br>Million Baht | Domestic<br>Million Baht | Foreign<br>Million Baht | Total<br>Million Baht |
| <b>Hybrid instrument</b>   |                               |                         |                       |                          |                         |                       |
| Hybrid securities of Baht 2,500 million maturing in 2019                   | -                             | 2,529                   | 2,529                 | -                        | 2,512                   | 2,512                 |
| <b>Subordinated notes</b>  |                               |                         |                       |                          |                         |                       |
| Subordinated debentures of USD 50 million, maturing in 2016                | -                             | 1,542                   | 1,542                 | -                        | 1,693                   | 1,693                 |
| Subordinated debentures of USD 40 million, maturing in 2017                | -                             | 1,229                   | 1,229                 | -                        | 1,347                   | 1,347                 |
| Subordinated debentures maturing in 2003                                   | 544                           | -                       | 544                   | 544                      | -                       | 544                   |
|  | 544                           | 5,300                   | 5,844                 | 544                      | 5,552                   | 6,096                 |
| <b>Fixed rate notes</b>  |                               |                         |                       |                          |                         |                       |
| Bills of exchange maturing at call, coupon rate of 1.00% - 1.65% per annum | 400                           | -                       | 400                   | 380                      | -                       | 380                   |
| Bills of exchange maturing in 2010, coupon rate of 1.10% - 1.78% per annum | -                             | -                       | -                     | 8,620                    | -                       | 8,620                 |
| Bills of exchange maturing in 2011, coupon rate of 1.30% - 1.75% per annum | 14,048                        | -                       | 14,048                | -                        | -                       | -                     |
|  | 14,448                        | -                       | 14,448                | 9,000                    | -                       | 9,000                 |
| <b>Total</b>   | <b>14,992</b>                 | <b>5,300</b>            | <b>20,292</b>         | <b>9,544</b>             | <b>5,552</b>            | <b>15,096</b>         |
| <b>Less: Current portion of long-term borrowings</b>                       | <b>(14,992)</b>               | <b>-</b>                | <b>(14,992)</b>       | <b>(9,544)</b>           | <b>-</b>                | <b>(9,544)</b>        |
| <b>Long-term borrowings - net</b>  | <b>-</b>                      | <b>5,300</b>            | <b>5,300</b>          | <b>-</b>                 | <b>5,552</b>            | <b>5,552</b>          |

- a) As at 31 December 2010, the Bank has domestic subordinated debentures of Baht 544 Million (31 December 2009: Baht 544 million) which transferred to the Bank since the merger date.
- b) On 16 February 2007, the Bank issued unsecured 400 units of a subordinated debenture with a face value of USD 100,000 each to overseas investors, at a price of USD 100,000 per unit, or for a total of USD 40 million. The notes have a tenor of 10 years, maturing on 20 February 2017, with an early redemption call option in the year 2012. They bear interest at the 6-month LIBOR US dollar deposit rate plus 350 basis points from year 1 - 5 and, at the 6-month LIBOR US dollar deposit rate plus 525 basis points from year 6 onwards. Interest is due on 20 February and 20 August every year (under the specified conditions).

There is a call option in the following three cases:

1. If there are significant changes in tax laws that increase the tax liabilities of the issuer.
2. If the issuer wishes to redeem the debentures early on the optional redemption date after 5 years.
3. If the debentures cannot be counted as Lower Tier II Subordinated Debt of the issuer.

In all three cases, early redemption must be pre-approved by the BoT.

Certain covenants are stipulated in the debenture agreements, including prohibitions on borrowing, providing guarantees, or creating any other obligations which are or purport to be subordinated debt of the Bank, within 120 days after the issue date.

- c) On 17 July 2006, the Bank issued 50 unsecured and subordinated debentures with a face value of USD 1 million each to overseas investors, at a price of USD 1 million per unit, or for a total of USD 50 million. The notes have a tenor of 10 years, maturing on 17 July 2016, with an early redemption call option in the year 2011. They bear interest at the 6-month LIBOR US dollar deposits rate plus 350 basis points for the first 5 years, and at the 6-month LIBOR US dollar deposits rate plus 525 basis points after the optional redemption date in 2011. Interest is due every 17 July and 17 January (under the specified conditions).

There is a call option in the following three cases:

1. If there are significant changes in tax laws that increase the tax liabilities of the issuer.
2. If the issuer wishes to redeem the debentures early on the optional redemption date after 5 years.
3. If the debentures cannot be counted as Lower Tier II Subordinated Debt of the issuer.

In all three cases, early redemption must be pre-approved by the BoT.

Certain covenants are stipulated in the debenture agreements, including prohibitions on borrowing, providing guarantees, or creating any other obligations which are or purport to be subordinated debt of the Bank unless such obligations rank junior to or pari passu with the debentures.

- d) On 27 March 2009, the Bank issued 2,500,000 Cumulative hybrid instruments with a face value of Baht 1,000 each, or a total of Baht 2,500 million. The debentures have a tenor of 10 years, maturing on 27 March 2019, with an early redemption call option 5 years after the issue date. They bear interest at 5.25% p.a. for the first 5 years, and 6.75% p.a. for year 6-10. Interest is due every 27 March and 27 September (under the specified conditions).

There is a call option in the following two cases:

1. If there are significant changes in tax laws that increase the tax liabilities of the issuer.
2. If the debentures cannot be counted as Hybrid Tier II Debt of the Bank.

In both cases, early redemption must be pre-approved by the BoT.

**20 Other liabilities**

|   | Consolidated financial statements |                      | Separate financial statements |                      |
|---|-----------------------------------|----------------------|-------------------------------|----------------------|
|   | 2010<br>Million Baht              | 2009<br>Million Baht | 2010<br>Million Baht          | 2009<br>Million Baht |
| Credit support liabilities on derivative        | 1,228                             | 258                  | 1,228                         | 258                  |
| Amount due to Department of Alternative Energy  |                                   |                      |                               |                      |
| Development and Efficiency                      | 548                               | 380                  | 548                           | 380                  |
| Other liabilities awaiting accounts transfer    | 554                               | 676                  | 554                           | 670                  |
| Unearned premium reserves                       | -                                 | 142                  | -                             | -                    |
| Reserve for off-balance sheet items             | 316                               | 317                  | 316                           | 306                  |
| Provisions for contingent loss from legal cases | 108                               | 123                  | 108                           | 123                  |
| Securities business payable                     | 383                               | 417                  | -                             | -                    |
| Deferred commission                             | 437                               | -                    | 437                           | -                    |
| Accrued Expense                                 | 708                               | 232                  | 562                           | 160                  |
| Others  | 274                               | 658                  | 183                           | 333                  |
| Total   | 4,556                             | 3,203                | 3,936                         | 2,230                |

**21 Share capital**

The registered, share capital is as follows:

|                        | Ordinary Shares  |               |
|------------------------|------------------|---------------|
|                        | Number of Shares | Baht          |
| As at 31 December 2010 | 16,315,934,756   | 8,157,967,378 |
| As at 31 December 2009 | 13,349,401,164   | 6,674,700,582 |

Issued and paid-up capital is as follows:

|                        | Ordinary Shares  |               |
|------------------------|------------------|---------------|
|                        | Number of Shares | Baht          |
| As at 31 December 2009 | 13,349,401,164   | 6,674,700,582 |
| Capital Increase       | 2,966,533,592    | 1,482,266,796 |
| As at 31 December 2010 | 16,315,934,756   | 8,156,967,378 |

As at 31 December 2010, registered ordinary shares was 16,315,934,756 shares at Baht 0.50 each (31 December 2009: 13,349,401,164 shares at Baht 0.50 each).

**Capital Increase**

On 3 September 2008, the Extraordinary General Meeting of Shareholders No.2/2008 approved an increase in the registered capital, from Baht 25,030,127,182.50 to Baht 50,060,254,365 by issuing 6,674,700,582 new ordinary shares with a per value of Baht 3.75 each.

On 20 February 2009, the Extraordinary General Meeting of Shareholders No. 1/2009 approved amendments of the resolutions of the Extraordinary General Meeting of Shareholders No. 2/2008 to change the previously stipulated offering price of not lower than Baht 0.66 to an offering price of Baht 0.38. The tendered share accepted by the offeror at completion of the offer period totaled 6,674,700,582 shares of Baht 2,536.38 million. As the result, on 18 March 2009, CIMB Bank Berhad holds 12,435,069,760 shares, or equivalent to 93.15 percent of total issued and outstanding shares of the Bank.

The Bank registered an increased capital on 23 March 2009, after the registration of the capital increase, the registered capital and paid up capital is Baht 50,060,254,365 and share discount is Baht 33,100,728,673 (13,349,401,164 ordinary shares at 3.75 per share).

On 29 April 2010, the General Meeting of Shareholders No.16 approved an increase in the registered capital, from Baht 6,674,700,582 to Baht 8,157,967,378 by issuing 2,966,533,592 new ordinary shares with a par value of Baht 0.50 each and an offering price of Baht 1. The tendered share accepted by the offeror at completion of the offer period totaled Baht 2,966.53 million. As the result, on 15 October 2010 CIMB Bank Berhad holds 15,198,418,595 shares, or equivalent to 83.15 percent of total issued and outstanding shares of the Bank.

On 21 October 2010, the Bank registered an increased capital. After the registration of the capital increase, the registered capital and paid up capital is Baht 8,157,967,378 and share premium is Baht 1,483,266,796.

#### **Capital Reduction**

On 20 February 2009, the Extraordinary General Meeting of Shareholders No. 1/2009 approved the transfer of Baht 6,053,484 from the Bank's legal reserve to offset its deficit and a decrease of the registered capital by way of lowering the par value from Baht 3.75 per share to Baht 0.50 per share. The premium arising from the capital reduction exercise was used to offset the share discount and the deficit respectively. After such capital reduction, the registered share capital of the Bank will be reduced from Baht 50,060,254,365 to Baht 6,674,700,582.

On 12 March 2009, the Bank obtained approval from the BoT for the reduction of its capital from Baht 50,060,254,365 to Baht 6,674,700,582.

On 30 March 2009, the Bank transferred Baht 6,053,484 from the legal reserve to offset deficit and registered a capital reduction by means of reducing the par value of shares from of Baht 3.75 to Baht 0.50. The premium arising from the capital reduction exercise and the transfer of legal reserve being credited against the share discount of Baht 33,100,728,673 and the deficit of Baht 10,290,878,594.

#### **Treasury stock - Bank's ordinary shares held by its subsidiaries**

As at 31 December 2008, CIMB Securities (Thailand) Company limited (formerly known as "BT Securities Company Limited") and Krung Thai Thanakit Finance Public Company Limited, subsidiary companies of the Bank, hold 124,589,637 of the Bank's ordinary shares. Investment in the Bank's ordinary shares is presented as treasury stock in the consolidated financial statements, and amounts to approximately Baht 460 million. The investments are recorded under the cost method, as a deduction item in shareholders' equity.

In January 2009, CIMB Securities (Thailand) Company limited (formerly known as "BT Securities Company Limited") and KrungThai Thanakit Finance Public Company Limited, subsidiary companies of the Bank, sold ordinary shares of such treasury stock to CIMB Bank Berhad under the tender offer scheme at a price of Baht 2.10 per share, for a total of Baht 262 million. The loss on sale of such ordinary shares Baht 199 million are recorded directly against the Bank's deficit.

## 22 Revaluation surplus

This represents surplus arising from revaluation of land and premises. The surplus is amortised to retained earnings on a straight-line basis over the remaining life of the related assets and transferred directly to retained earnings.

|                                       | Consolidated and separate financial statements |                      |
|---------------------------------------|--|----------------------|
|                                       | 2010<br>Million Baht                           | 2009<br>Million Baht |
| Balance - beginning of year           | 729  | 749                  |
| Less: Amortisation                    | (5)  | (20)                 |
| Decrease from sale of office building | (157)  | -                    |
| Balance - end of year                 | 567  | 729                  |

The revaluation surplus can neither be offset against deficit nor used for dividend payment.

## 23 Revaluation surplus (deficit) on investments

|   | Consolidated financial statements |                      | Separate financial statements |                      |
|---|-----------------------------------|----------------------|-------------------------------|----------------------|
|   | 2010<br>Million Baht              | 2009<br>Million Baht | 2010<br>Million Baht          | 2009<br>Million Baht |
|   |                                   |                      |                               |                      |
| <b>Revaluation surplus on investments:</b>      |                                   |                      |                               |                      |
| Debt securities                                 | 3                                 | 3                    | 3                             | 3                    |
| Equity securities                               | 202                               | 50                   | 183                           | 37                   |
| Total   | 205                               | 53                   | 186                           | 40                   |
| <b>Revaluation deficit on investments:</b>      |                                   |                      |                               |                      |
| Debt securities                                 | (44)                              | (1)                  | (45)                          | (1)                  |
| Equity securities                               | -                                 | (3)                  | -                             | -                    |
| Total   | (44)                              | (4)                  | (45)                          | (1)                  |
| <b>Revaluation surplus on investments - net</b> | <b>161</b>                        | <b>49</b>            | <b>141</b>                    | <b>39</b>            |

## 24 Statutory reserve

Under the Public Company Limited Act B.E. 2535, the Bank is required to set aside a statutory reserve of at least 5 percent of its net profit for the year, after deducting accumulated deficit brought forward (if any), until the reserve reaches 10 percent of its registered share capital. This reserve cannot be used to pay dividend.

## 25 Capital funds

The primary objectives of the Bank's capital management are to maintain the Bank's ability to continue as a going concern and to maintain a capital adequacy ratio in accordance with the Act on Undertaking of Banking business B.E. 2551. The capital funds comprises:

|  | 31 December<br>2010<br>Million Baht | Total capital<br>to risk assets<br>% | 31 December<br>2009<br>Million Baht | Total capital to<br>risk assets<br>% |
|--|-------------------------------------|--------------------------------------|-------------------------------------|--------------------------------------|
| <b>Tier I</b>  |                                     |                                      |                                     |                                      |
| Issued and paid up share capital                                     | 8,158                               |                                      | 6,675                               |                                      |
| Share premium  | 1,483                               |                                      | -                                   |                                      |
| Statutory reserve  | 64                                  |                                      | -                                   |                                      |
| Surplus (deficit) unappropriated                                     | 862                                 |                                      | (444)                               |                                      |
| Total  | 10,587                              | 9.04                                 | 6,231                               | 6.00                                 |
| <b>Tier II</b>   |                                     |                                      |                                     |                                      |
| Revaluation surplus on assets  | 373                                 |                                      | 459                                 |                                      |
| Reserve for loan classified as pass                                  | 300                                 |                                      | 226                                 |                                      |
| Long-term subordinated debentures                                    | 3,337                               |                                      | 3,030                               |                                      |
| Hybrid securities  | 2,500                               |                                      | 2,500                               |                                      |
| Revaluation surplus on capital<br>securities available-for-sale      | 82                                  |                                      | 18                                  |                                      |
| Total  | 6,592                               |                                      | 6,231                               |                                      |
| Total Tier I and Tier II capital funds                               | 17,159                              |                                      | 12,462                              |                                      |
| Less Revaluation deficit on capital<br>securities available-for-sale | -                                   |                                      | -                                   |                                      |
| <b>Total capital funds</b>   | <b>17,159</b>                       | <b>14.69</b>                         | <b>12,462</b>                       | <b>11.99</b>                         |

The Bank will disclose capital maintenance information as at 31 December 2010 in accordance with the Notification of the Bank of Thailand Re: Public Disclosure of Capital Maintenance Information for Commercial Banks on its website at [www.cimbthai.com](http://www.cimbthai.com) within 4 months after the balance sheet date.

## 26 Gains (losses) on investments

|  | Consolidated<br>financial statements |                      | Separate<br>financial statements |                      |
|--|--------------------------------------|----------------------|----------------------------------|----------------------|
|  | For year ended<br>31 December        |                      | For year ended<br>31 December    |                      |
|  | 2010<br>Million Baht                 | 2009<br>Million Baht | 2010<br>Million Baht             | 2009<br>Million Baht |
| Unrealised gains on revaluation of investments                               | -                                    | 5                    | 1                                | 3                    |
| Allowance for impairment of investments                                      | (33)                                 | (20)                 | (33)                             | (20)                 |
| Realised gains on securities trading   |                                      |                      |                                  |                      |
| Trading securities   | 31                                   | 9                    | 9                                | 9                    |
| Available-for-sale securities  | 10                                   | 404                  | 9                                | 406                  |
| Held-to-maturity   | -                                    | 25                   | -                                | 25                   |
| General investments  | 1                                    | 145                  | 1                                | 145                  |
| Gain on sale investment from<br>a subsidiary and an associate (Note 8.7, 34) | 177                                  | -                    | 486                              | -                    |
| Realised gains from investment<br>in non-performing loans                    | 27                                   | 72                   | 19                               | 68                   |
| Gains (losses) on investments  | 213                                  | 640                  | 492                              | 634                  |

**27 Other income**

|   | Consolidated<br>financial statements |                      | Separate<br>financial statements |                      |
|---|--------------------------------------|----------------------|----------------------------------|----------------------|
|   | For year ended<br>31 December        |                      | For year ended<br>31 December    |                      |
|   | 2010<br>Million Baht                 | 2009<br>Million Baht | 2010<br>Million Baht             | 2009<br>Million Baht |
| Gain on sales of properties foreclosed          | -                                    | -                    | 85                               | 43                   |
| Gain on sale of office building                 | 290                                  | -                    | 290                              | -                    |
| (Loss) gain on sales of premises and equipments | (9)                                  | 15                   | (9)                              | 15                   |
| (Loss) gain on sales of non-performing loans    | (25)                                 | 3                    | (25)                             | 3                    |
| Other income                                    | 158                                  | 82                   | 117                              | 54                   |
| Total   | 414                                  | 100                  | 458                              | 115                  |

**28 Corporate income tax**

No corporate income tax was payable for the year, after adding back certain non-deductible expenses and provisions for tax computation purposes and deducting tax exempted income to the profit/loss for the period, since the tax losses brought forward by the Bank exceeded net income for the year.

The corporate income tax presented in the consolidated financial statements is the corporate income tax of the Bank's subsidiaries.

**29 Pension fund**

The Bank has a policy to pay pension benefits to employees with more than 10 years of service and who resign in accordance with the rules and conditions stipulated by the Bank. Pension funds are reserved and charged to expenses in the income statements based on number of years of service of each employee. In the event that any employee resigns and is not entitled to receive pension benefits, the Bank will reverse the pension fund contributions already reserved for such employee and charge the amount against the statements of Income for the year in which he/she resigns. Such pension benefits are only provided to employees who are former employees of the Union Bank of Bangkok Public Company Limited. As at 31 December 2010, there were 605 employees (31 December 2009: 684 employees) to whom the Bank had such obligations, and the accrued benefits to these employees amounted to Baht 544 million (31 December 2009: Baht 524 million).

**30 Provident fund**

The Bank, its subsidiaries and their employees have jointly established a provident fund in accordance with the Provident Fund Act B.E. 2530. The employees contribute to the fund at rate of 3 - 5 percent of their basic salaries and the Bank and its subsidiaries contribute at rate of 5 percent and pay to staff when resign under the terms and conditions as specify in the term and condition of provident funds. The fund, which is managed by Tisco Asset Management Company Limited, will be paid to the employees upon termination in accordance with the fund rules. For the year ended 31 December 2010 amounts of Baht 80 million was contributed to the fund by the Bank and its subsidiaries (31 December 2009: Baht 78 million) and the Bank only was contributed by Baht 67 million (31 December 2009: Baht 66 Million).

### 31 Earnings per share

Earnings per share as presented in the consolidated income statements is basic earnings per share which is calculated by dividing net incomes for the year by the weighted average number of ordinary shares held by outside shareholders in issue during the year (net of treasury stocks held by subsidiaries in consolidated financial statements) (Note 21).

Earnings per share as presented in the separate income statements is the basic earnings per share which is calculated by dividing the net incomes for the year by weighted average number of ordinary shares held by outside shareholders in issue during the year (Note 21).

There is no potential dilutive ordinary shares in issue for the years ended 31 December 2010 and 2009.

### 32 Encumbrance of assets

#### 32.1 Assets used as collateral

The Bank and its subsidiaries placed assets such as cash at banks, government and state enterprises bonds as collateral against the following:

|                     | Consolidated<br>financial statements |                      | Separate<br>financial statements |                      |
|---------------------|--------------------------------------|----------------------|----------------------------------|----------------------|
|                     | 2010<br>Million Baht                 | 2009<br>Million Baht | 2010<br>Million Baht             | 2009<br>Million Baht |
| Utilities usage     | 6                                    | 9                    | 6                                | 9                    |
| Guarantees on loans | 45                                   | 45                   | -                                | -                    |
| Others              | -                                    | 14                   | -                                | -                    |
| Total               | 51                                   | 68                   | 6                                | 9                    |

#### 32.2 Assets subject to obligation

The Bank has long-term investments in certain equity securities obtained as a result of debt restructuring, under the debt restructuring agreements. The Bank obligated to dispose off the investment after agreed periods, which range from 1 year to 20 years commencing from the date of the debt restructuring agreements.

As at 31 December 2010 and 2009, the investments subject to such obligation are as follows:

| Year of maturity | Consolidated and separate financial statements |                      |                      |                      |
|------------------|--|----------------------|----------------------|----------------------|
|                  | 2010   |                      | 2009                 |                      |
|                  | Number of<br>company                           | Cost<br>Million Baht | Number of<br>company | Cost<br>Million Baht |
| 2010             | 1  | -                    | 1                    | 8                    |
| 2011 onwards     | 1  | -                    | 2                    | -                    |
| Total            | 2  | -                    | 3                    | 8                    |

### 33 Commitments and contingent liabilities

#### 33.1 Commitments

As at 31 December 2010 and 2009, significant commitments of the Bank consist of:

|  | Separate financial statements |  |                          |                              |  |                          |
|--|-------------------------------|--|--------------------------|------------------------------|--|--------------------------|
|  | 2010                          |  |                          | 2009                         |  |                          |
|  | Thai Baht<br>Million<br>Baht  | Foreign<br>currency<br>Million<br>Baht | Total<br>Million<br>Baht | Thai Baht<br>Million<br>Baht | Foreign<br>currency<br>Million<br>Baht | Total<br>Million<br>Baht |
| <b>Aval to bills and guarantees of loans:</b>      |                               |  |                          |                              |  |                          |
| Avals to bills <sup>(i)</sup>                      | 828                           | -                                      | 828                      | 374                          | -                                      | 374                      |
| Guarantees on loans                                | 5                             | 16                                     | 21                       | 5                            | 16                                     | 21                       |
| <b>Total aval to bills and guarantees of loans</b> | <b>833</b>                    | <b>16</b>                              | <b>849</b>               | <b>379</b>                   | <b>16</b>                              | <b>395</b>               |
| <b>Liability under unmatured import bills:</b>     |                               |  |                          |                              |  |                          |
| Liability under unmatured import bills             | -                             | 603                                    | 603                      | -                            | 510                                    | 510                      |
| <b>Letters of credits:</b>                         |                               |  |                          |                              |  |                          |
| Letters of credits                                 | 319                           | 1,543                                  | 1,862                    | 23                           | 2,290                                  | 2,313                    |
| <b>Other commitments:</b>                          |                               |  |                          |                              |  |                          |
| Forward and spot contracts                         |                               |  |                          |                              |  |                          |
| - Bought   | -                             | 18,141                                 | 18,141                   | -                            | 10,619                                 | 10,619                   |
| - Sold   | -                             | 19,129                                 | 19,129                   | -                            | 9,863                                  | 9,863                    |
| Cross currency and interest rate                   |                               |  |                          |                              |  |                          |
| - Bought   | 4,990                         | 2,059                                  | 7,049                    | 5,587                        | 1,111                                  | 6,678                    |
| - Sold   | 2,248                         | 4,194                                  | 6,442                    | 1,205                        | 5,142                                  | 6,347                    |
| Interest rate swap contracts                       |                               |  |                          |                              |  |                          |
| - Fixed rate payer                                 | 62,380                        | 9,513                                  | 71,893                   | 23,443                       | 7,712                                  | 31,155                   |
| - Floating rate payer                              | 58,724                        | 11,844                                 | 70,568                   | 21,118                       | 7,712                                  | 28,830                   |
| - Fixed rate payee                                 | 58,391                        | 10,035                                 | 68,426                   | 20,278                       | 7,712                                  | 27,990                   |
| - Floating rate payee                              | 62,713                        | 11,322                                 | 74,035                   | 24,283                       | 7,712                                  | 31,995                   |
| Range accrual swap contract                        |                               |  |                          |                              |  |                          |
| - Payer  | -                             | -                                      | -                        | 1,418                        | -                                      | 1,418                    |
| - Payee  | -                             | -                                      | -                        | 1,418                        | -                                      | 1,418                    |
| Undrawn bank overdrafts                            | 8,772                         | -                                      | 8,772                    | 7,932                        | -                                      | 7,932                    |
| Investment   |                               |  |                          |                              |  |                          |
| - Bought   | 18,200                        | -                                      | 18,200                   | 13,287                       | -                                      | 13,287                   |
| - Sold   | 18,025                        | -                                      | 18,025                   | 13,287                       | -                                      | 13,287                   |
| Other commitments:                                 |                               |  |                          |                              |  |                          |
| Other guarantees <sup>(i)</sup>                    | 7,233                         | 165                                    | 7,398                    | 6,070                        | 405                                    | 6,475                    |
| <b>Total other commitments</b>                     | <b>301,676</b>                | <b>86,402</b>                          | <b>388,078</b>           | <b>139,306</b>               | <b>57,788</b>                          | <b>197,094</b>           |
| <b>Total commitments</b>                           | <b>302,828</b>                | <b>88,564</b>                          | <b>391,392</b>           | <b>139,708</b>               | <b>60,604</b>                          | <b>200,312</b>           |

<sup>(i)</sup> As at 31 December 2010, the Bank has issued availed notes payable of a subsidiary amounting to Baht 270 million (31 December 2009: Baht 200 million) and as 31 December 2009 the Bank has issued guarantees for an associate amounting to Baht 3 million. The aval of the subsidiary has been eliminated from the consolidated financial statements.

### 33.2 Contingent liabilities

- (a) As at 31 December 2010 and 2009, the Bank and its subsidiaries had the following contingent liabilities in connection with court cases in which the Bank or its subsidiaries have been sued as defendants in the Court. The lawsuits were mainly lodged to claim compensation and the management believes that they will have no significant impact on the Bank and its subsidiaries once they are finalised:

|   | Consolidated and separate financial statements |                      |
|---|--|----------------------|
|   | 2010<br>Million Baht                           | 2009<br>Million Baht |
| Sum claimed in cases where the Bank and its subsidiaries are direct defendants  | 836  | 776                  |
| Sum claimed in cases where the Bank and its subsidiaries are co-defendants with others  |  |                      |
| - Sum of claims that can be specifically attributed to the Bank and its subsidiaries  | 95   | 10                   |
| - Sum of claims that cannot be specifically attributed to the Bank and its subsidiaries and for which the total sum claimed is therefore presented. | 24,592   | 24,594               |
| Total   | 25,523   | 25,380               |

In the above court cases, a sum of Baht 24,500 million relates to claims against the Bank in cases where it is co-defendants with TAMC and other banks. The plaintiffs lodged the claims in respect of transfers of non-performing loans from various banks to TAMC. However, the Bank believes that the outcomes of the cases will not cause material loss because the transfers were made in accordance of Emergency Decree Establishing the Thai Asset Management Corporation B.E. 2544. In addition, transfers of loans from the Bank to TAMC amounting to approximately Baht 959 million, occurred before the merger of the Bank.

As at 31 December 2010, included in the above-mentioned amounts are cases in which the court was judged in favor of the plaintiffs, with sums claimed totaling Baht 9 million in cases where the Bank is the direct defendant and Baht 13 million in cases where the Bank is the co-defendant with others. However, the Bank is in the process of appealing the decisions (31 December 2009: Baht 9 million and Baht 25 million, respectively).

As at 31 December 2010, the Bank and its subsidiaries recognised provisions for contingent loss from legal cases of approximately Baht 108 million (31 December 2009: Baht 123 million), respectively. The management concluded and believed that such provisions were adequate to cover any possible loss from these legal cases. In addition, the Bank and subsidiaries recognised reserve for off-balance sheet items related to guarantees which the Bank or its subsidiaries have been sued as defendants by Baht 110 million (31 December 2009: Baht 15 million).

- (b) The Bank has commitments in respect of the loss sharing (if any) under the agreement to transfer non-performing to TAMC, as discussed under Note 38 to the financial statements.

### 33.3 Commitments under long-term leases

As at 31 December 2010 and 2009, the Bank and its subsidiaries had entered into a number of agreements to lease land, buildings and vehicles for periods of longer than 6 months, under which future rental fees can be summarised as follows:

| Lease periods | Consolidated financial statements |              | Separate financial statements |              |
|---------------|-----------------------------------|--------------|-------------------------------|--------------|
|               | 2010                              | 2009         | 2010                          | 2009         |
|               | Million Baht                      | Million Baht | Million Baht                  | Million Baht |
| 1 - 3 years   | 311                               | 359          | 269                           | 304          |
| 4 - 5 years   | 18                                | 22           | 17                            | 22           |
| 6 - 10 years  | 14                                | 19           | 14                            | 19           |
| 11 - 30 years | 10                                | 12           | 10                            | 12           |
| Total         | 353                               | 412          | 310                           | 357          |

### 33.4 Other commitments

As at 31 December 2010, the Bank has other commitments as the Bank entered into various agreements relating to computer system development consultancy services and computer system and software development. As at 31 December 2010, the Bank is obligated to pay a further Baht 170 million and USD 0.09 million under such agreements (31 December 2009: Baht 216 million and USD 0.19 million).

## 34 Related party transactions

During the years, the Bank and its subsidiaries had significant business transactions with its related parties. These transactions have been concluded on commercial terms and based agreed upon contracts. Below is a summary of those transactions.

|   | Consolidated financial statements |              | Separate financial statements |              |
|---|-----------------------------------|--------------|-------------------------------|--------------|
|   | For year ended 31 December        |              | For year ended 31 December    |              |
|   | 2010                              | 2009         | 2010                          | 2009         |
|   | Million Baht                      | Million Baht | Million Baht                  | Million Baht |
| <b>Parent company</b>                   |                                   |              |                               |              |
| Upfront fee income-derivatives contract | -                                 | 117          | -                             | 117          |
| <b>Subsidiaries</b>                     |                                   |              |                               |              |
| Revenue:                                |                                   |              |                               |              |
| Interest income                         | -                                 | -            | 187                           | 104          |
| Fees income                             | -                                 | -            | 47                            | 55           |
| Dividend income                         | -                                 | -            | -                             | 200          |
| Other income                            | -                                 | -            | 58                            | 19           |
| Expenses:                               |                                   |              |                               |              |
| Interest expenses                       | 1                                 | 1            | 2                             | 4            |
| Premises and equipments expenses        | -                                 | -            | 5                             | 13           |
| Fees expenses                           | -                                 | -            | 3                             | 1            |

|  | Consolidated financial statements |                      | Separate financial statements |                      |
|--|-----------------------------------|----------------------|-------------------------------|----------------------|
|  | For year ended 31 December        |                      | For year ended 31 December    |                      |
|  | 2010<br>Million Baht              | 2009<br>Million Baht | 2010<br>Million Baht          | 2009<br>Million Baht |
| <b>Related companies</b>   |                                   |                      |                               |                      |
| Revenue:   |                                   |                      |                               |                      |
| Interest income  | 5                                 | 14                   | 5                             | 14                   |
| Fees income  | -                                 | 61                   | -                             | 61                   |
| Gain on sale investment<br>In subsidiaries and<br>associated companies | 134                               | -                    | 386                           | -                    |
| Expenses:  |                                   |                      |                               |                      |
| Interest expenses  | -                                 | 52                   | -                             | 52                   |

During the year 2010, the Bank has charged asset management fees to Sathorn Asset Management Company Limited (a related company) under the amendment of the Collection Agency Agreement dated 2 March 2010. The fee between 1 January 2010 to 31 December 2010 will be at a rate of 20% (31 December 2009: 20%) of the total debt collected and the amount received from the disposal of properties foreclosed, before any charges and related expenses. The fee for the year ended 31 December 2010 of Baht 28 million (2009: Baht 30 million) are recorded as other fees and charges in the income statement. This transaction was eliminated from the consolidated financial statements. As at 31 December 2010, the Bank has receivable fee from such related company of Baht 2 million (31 December 2009: 3 million).

As at 30 June 2010, the Bank sold the shareholding in BT Asset Management Company Limited (which later on changed the name to CIMB-Principal Asset Management Company Limited) to CIMB Principle Asset Management Berhad which is the Company under the same control as the Bank. The gain from selling of shares is recorded in the separate financial statement amounting to Baht 162 million and in the consolidated financial statement amounting to Baht 218 million as already discussed in Note 26 to the financial statements.

On 23 December 2010, the Bank sold the shareholding in Sathorn Asset Management Co., Ltd. The Bank received cash from selling the shares amounted to Baht 229 million. Loss from sale recognised in consolidated income statement at amount of Baht 84 million (gain in separate income statement Baht 204 million).

In addition, the Bank conducted securities trading through a subsidiary engaged in the securities business. The volumes of such trades for the year ended 31 December 2010 were Baht 12 million (2009: Baht 449 million), while there were commission fees of Baht 0.02 million for the year ended 31 December 2010 (2009: Baht 1 million).

The outstanding balances of significant related party transactions as at 31 December 2010 and 31 December 2009 are as follows:

|                                     | Consolidated financial statements         |  |                             |                          |                            |
|-------------------------------------|---|--|-----------------------------|--------------------------|----------------------------|
|                                     | 2010                                      |  |                             |                          |                            |
|                                     | Average loans outstanding<br>Million Baht | Outstanding Loans/<br>Investments in receivables<br>Million Baht | Obligations<br>Million Baht | Deposits<br>Million Baht | Borrowings<br>Million Baht |
| <b>Subsidiary company</b>           |   |  |                             |                          |                            |
| Krung Thai Tanakit Finance Plc.     | -   | -  | -                           | 256                      | -                          |
|                                     | -   | -  | -                           | 256                      | -                          |
| <b>Company under common control</b> |   |  |                             |                          |                            |
| CIMB Bank (L) Ltd.                  | -   | -  | -                           | -                        | 2,500                      |
|                                     | -   | -  | -                           | -                        | 2,500                      |
| <b>Related companies</b>            |   |  |                             |                          |                            |
| Other Companies                     | 165                                       | 123  | 1                           | 604                      | -                          |
|                                     | 165                                       | 123  | 1                           | 604                      | -                          |
| <b>Related persons</b>              |   |  |                             |                          |                            |
|                                     | -   | -  | -                           | 28                       | -                          |
|                                     | -   | -  | -                           | 28                       | -                          |

|                                     | Consolidated financial statements         |  |                             |                          |                            |
|-------------------------------------|---|--|-----------------------------|--------------------------|----------------------------|
|                                     | 2009                                      |  |                             |                          |                            |
|                                     | Average loans outstanding<br>Million Baht | Outstanding Loans/<br>Investments in receivables<br>Million Baht | Obligations<br>Million Baht | Deposits<br>Million Baht | Borrowings<br>Million Baht |
| <b>Subsidiary company</b>           |   |  |                             |                          |                            |
| Krung Thai Tanakit Finance Plc.     | -   | -  | -                           | 254                      | -                          |
|                                     | -   | -  | -                           | 254                      | -                          |
| <b>Company under common control</b> |   |  |                             |                          |                            |
| CIMB Bank (L) Ltd.                  | -   | -  | -                           | -                        | 2,500                      |
|                                     | -   | -  | -                           | -                        | 2,500                      |
| <b>Related companies</b>            |   |  |                             |                          |                            |
| Other Companies                     | 152                                       | 152  | -                           | 340                      | -                          |
|                                     | 152                                       | 152  | -                           | 340                      | -                          |
| <b>Associated company</b>           |   |  |                             |                          |                            |
|                                     | -   | -  | 3                           | -                        | -                          |
|                                     | -   | -  | 3                           | -                        | -                          |
| <b>Related persons</b>              |   |  |                             |                          |                            |
|                                     | -   | -  | -                           | 64                       | -                          |
|                                     | -   | -  | -                           | 64                       | -                          |

|   | Separate financial statements             |  |                                   |                              |                          |                            |                                   |
|---|---|--|-----------------------------------|------------------------------|--------------------------|----------------------------|-----------------------------------|
|   | 2010                                      |  |                                   |                              |                          |                            |                                   |
|   | Average loans outstanding<br>Million Baht | Outstanding Loans/<br>Investments in receivables<br>Million Baht | Other commitments<br>Million Baht | Other assets<br>Million Baht | Deposits<br>Million Baht | Borrowings<br>Million Baht | Other liabilities<br>Million Baht |
| <b>Subsidiary companies</b>   |   |  |                                   |                              |                          |                            |                                   |
| CIMB Securities (Thailand) Co., Ltd.                                      | 79  | 125  | -                                 | 2                            | 78                       | -                          | 1                                 |
| BT Leasing Co., Ltd.  | 3,019                                     | 3,763  | -                                 | -                            | 31                       | -                          | -                                 |
| CT Call Co., Ltd.<br>(Formerly known as BT Business Consulting Co., Ltd.) | 4   | -  | -                                 | -                            | 2                        | -                          | -                                 |
| Krung Thai Tansikit Finance Plc.  | -   | -  | -                                 | -                            | 256                      | -                          | -                                 |
| World Lease Co., Ltd.<br>(Formerly known as "BT Worldlease Co., Ltd.")    | 696                                       | 790  | 270                               | -                            | 28                       | -                          | -                                 |
|   | 3,698                                     | 4,678  | 270                               | 2                            | 393                      | -                          | 1                                 |
| <b>Company under common control</b>                                       |   |  |                                   |                              |                          |                            |                                   |
| CIMB Bank (L) Ltd.  | -   | -  | -                                 | -                            | -                        | 2,500                      | -                                 |
|   | -   | -  | -                                 | -                            | -                        | 2,500                      | -                                 |
| <b>Related companies</b>  |   |  |                                   |                              |                          |                            |                                   |
| Other Companies   | 165                                       | 123  | 1                                 | -                            | 604                      | -                          | -                                 |
|   | 165                                       | 123  | 1                                 | -                            | 604                      | -                          | -                                 |
| <b>Related persons</b>  |   |  |                                   |                              |                          |                            |                                   |
|   | -   | -  | -                                 | -                            | 28                       | -                          | -                                 |
|   | -   | -  | -                                 | -                            | 28                       | -                          | -                                 |

|  | Separate financial statements             |  |                                   |                              |                          |                            |                                   |
|--|---|--|-----------------------------------|------------------------------|--------------------------|----------------------------|-----------------------------------|
|  | 2009                                      |  |                                   |                              |                          |                            |                                   |
|  | Average loans outstanding<br>Million Baht | Outstanding Loans/<br>Investments in receivables<br>Million Baht | Other commitments<br>Million Baht | Other assets<br>Million Baht | Deposits<br>Million Baht | Borrowings<br>Million Baht | Other liabilities<br>Million Baht |
| <b>Subsidiary companies</b>  |   |  |                                   |                              |                          |                            |                                   |
| CIMB Securities (Thailand) Co., Ltd.   | 42  | 55   | -                                 | 2                            | 109                      | -                          | 1                                 |
| BT Leasing Co., Ltd.   | 2,245                                     | 2,260  | -                                 | -                            | 31                       | -                          | -                                 |
| CIMB - Principal Asset Management Co., Ltd.<br>(Formerly known as BT Asset Management Co., Ltd.) | -   | -  | -                                 | 1                            | 17                       | -                          | 1                                 |
| CT Call Co., Ltd.<br>(Formerly known as BT Business Consulting Co., Ltd.)                        | 5   | 4  | -                                 | -                            | 1                        | -                          | -                                 |
| BT Insurance Co., Ltd.   | -   | -  | -                                 | 20                           | 57                       | -                          | 18                                |
| Sathorn Asset Management Co., Ltd.   | -   | -  | -                                 | 15                           | 30                       | -                          | 12                                |
| Krung Thai Tansikit Finance Plc.   | -   | -  | -                                 | -                            | 254                      | -                          | -                                 |
| World Lease Co., Ltd.<br>(Formerly known as "BT Worldlease Co., Ltd.")                           | 578                                       | 528  | 200                               | -                            | 37                       | -                          | -                                 |
|  | 2,868                                     | 2,547  | 200                               | 38                           | 636                      | -                          | 32                                |
| <b>Company under common control</b>  |   |  |                                   |                              |                          |                            |                                   |
| CIMB Bank (L) Ltd.   | -   | -  | -                                 | -                            | -                        | 2,500                      | -                                 |
|  | -   | -  | -                                 | -                            | -                        | 2,500                      | -                                 |
| <b>Related companies</b>   |   |  |                                   |                              |                          |                            |                                   |
| Other Companies  | 126                                       | 125  | -                                 | -                            | 340                      | -                          | -                                 |
|  | 126                                       | 125  | -                                 | -                            | 340                      | -                          | -                                 |
| <b>Related persons</b>   |   |  |                                   |                              |                          |                            |                                   |
|  | -   | -  | -                                 | -                            | 64                       | -                          | -                                 |
|  | -   | -  | -                                 | -                            | 64                       | -                          | -                                 |

As at 31 December 2010, the Bank availed notes payable of a subsidiary amounting to Baht 270 million (31 December 2009: Baht 200 million) and as 31 December 2009 the Bank has issued guarantees for an associate amounting to Baht 3 million.

The Bank pays interest on deposits made by related parties at the normal rates granted to general depositors.

As at 31 December 2010, the Bank has liabilities amounting to Baht 2,500 million as a result of the issue of hybrid instruments, which were offered to an affiliated company, as already discussed in Notes 19 d) to the financial statements.

As at 31 December 2010 and 2009, the Bank has commitments in financial derivatives with related parties company as follows:

|                                  | 2010                      |              |              |
|----------------------------------|---------------------------|--------------|--------------|
|                                  | Foreign currency          |              | Total        |
|                                  | Thai Baht<br>Million Baht | Million Baht | Million Baht |
| <b>Parent company</b>            |                           |              |              |
| Interest rate swap contracts     |                           |              |              |
| - Fixed rate payer               | 4,567                     | 3,119        | 7,686        |
| - Floating rate payer            | 3,359                     | 1,809        | 5,188        |
| - Fixed rate payee               | 2,815                     | -            | 2,815        |
| - Floating rate payee            | 5,111                     | 4,928        | 10,039       |
| Range accrual swap contracts     |                           |              |              |
| - Payer                          | -                         | 391          | 391          |
| - Payee                          | -                         | 385          | 385          |
| <b>Related company</b>           |                           |              |              |
| Cross currency and interest rate |                           |              |              |
| - Bought                         | 2,500                     | -            | 2,500        |
| - Sold                           | -                         | 2,135        | 2,135        |

|                                  | 2009                      |              |              |
|----------------------------------|---------------------------|--------------|--------------|
|                                  | Foreign currency          |              | Total        |
|                                  | Thai Baht<br>Million Baht | Million Baht | Million Baht |
| <b>Parent company</b>            |                           |              |              |
| Interest rate swap contracts     |                           |              |              |
| - Fixed rate payer               | 1,458                     | -            | 1,458        |
| - Floating rate payer            | 500                       | -            | 500          |
| - Fixed rate payee               | 500                       | -            | 500          |
| - Floating rate payee            | 1,458                     | -            | 1,458        |
| Range accrual swap contracts     |                           |              |              |
| - Payer                          | 1,418                     | -            | 1,418        |
| - Payee                          | 1,418                     | -            | 1,418        |
| <b>Related company</b>           |                           |              |              |
| Cross currency and interest rate |                           |              |              |
| - Bought                         | 2,500                     | -            | 2,500        |
| - Sold                           | -                         | 2,363        | 2,363        |

### 35 Director and management remuneration

The Bank has not extended extraordinary monetary and/or non-monetary benefits to the Banks' directors, executives at the level of executive vice president and higher, except for ordinary benefits to the directors and executives such as directors' fee , directors' bonus (if any) and income tax, executives' salary and bonus (if any).

### 36 Financial information by segments

The Bank operates financial and banking business, whereas its subsidiaries' business involve securities business, fund manager business, non-life insurance business, debt collection business, asset management business, hire purchase and leasing business which are not the same business segment as the Bank.

Financial Information presented in the consolidated financial statements as at 31 December 2010 and 31 December 2009 and for the years ended 31 December 2010 and 2009 are as follows:

|  | For year ended 31 December 2010     |                               |                                 |              |              |
|--|-------------------------------------|-------------------------------|---------------------------------|--------------|--------------|
|  | Hire<br>Bank<br>business            | Asset<br>purchase<br>business | Other<br>management<br>business | Eliminations | Total        |
|  | Million Baht                        | Million Baht                  | Million Baht                    | Baht         | Million Baht |
| Net interest and dividend income<br>after bad debt and doubtful accounts<br>and loss on debt restructuring | 3,602                               | 415                           | -                               | 19           | 19           |
| Non-interest incomes   | 1,863                               | 133                           | -                               | 339          | (404)        |
| Non-interest expenses  | (4,463)                             | (471)                         | -                               | (356)        | 15           |
| Corporate income tax   | -                                   | (24)                          | -                               | -            | (24)         |
| Profit after tax for the period from<br>discontinued operations  | -                                   | -                             | 72                              | 2            | 80           |
| Net incomes (losses)   | 1,002                               | 53                            | 72                              | 3            | (290)        |
|  |                                     |                               |                                 |              | 840          |
|  | For the year ended 31 December 2009 |                               |                                 |              |              |
|  | Hire<br>Bank<br>business            | Asset<br>purchase<br>business | Other<br>management<br>business | Eliminations | Total        |
|  | Million Baht                        | Million Baht                  | Million Baht                    | Baht         | Million Baht |
| Net interest and dividend income<br>after bad debt and doubtful accounts<br>and loss on debt restructuring | 3,259                               | 396                           | -                               | 17           | (199)        |
| Non-interest incomes   | 1,418                               | 104                           | -                               | 191          | (92)         |
| Non-interest expenses  | (4,609)                             | (409)                         | -                               | (222)        | 21           |
| Corporate income tax   | -                                   | (3)                           | -                               | -            | (3)          |
| Profit after tax for the period from<br>discontinued operation   |                                     |                               | 77                              | (15)         | 70           |
| Net incomes (losses)   | 68                                  | 88                            | 77                              | (29)         | (200)        |
|  |                                     |                               |                                 |              | 4            |



The Bank's financial instruments, as defined under Thai Accounting Standard No.32 (previously No.48) "Financial Instruments: Disclosure and Presentation", principally comprise cash, interbank and money market items, loans, investments, deposit, liability payable on demand and borrowings. The financial risks associated with these financial instruments and how they are managed is described below.

### 37.1 Credit risk

Credit risk is the risk that the Bank will incur a loss because its customers, clients or counter parties failed to discharge their contractual obligations.

The Bank credit risk management processes are implemented under a credit risk management policy, and have been structured in order to maintain checks and balances and clear segregation of responsibilities between the marketing, credit approval, inspection and risk management functions. The Bank manages credit risk at the customer standalone risk level and the portfolio level, developing different and appropriate credit risk rating tools to measure the risk at each level. For corporate customers and small-medium enterprise customers, risk grading tools and an SME Filter, respectively, have been developed to grade customer credit risk levels. For individual retail customers, with multi-purpose credit, whether uncollateralised (personal cash) or collateralised (mortgage power), including home loans, the Bank has developed a credit scoring system for use in risk evaluation.

In respect of the credit review and approval process, the Bank has appointed a Credit Committee to consider the granting of credit facilities at different levels, based on the credit limit, focusing on borrowers' ability to make repayment, the type of credit, the financial status of the borrower, the economic situation and the status of the borrowers' industry. Furthermore, the Bank has established a Credit Review Unit, which is an independent unit, to ensure that the credit approval process is transparent and effective.

The maximum credit risk exposure is the carrying value of the financial assets after deducting by allowance for losses as stated in the balance sheet, and the risk of off-balance sheet commitments e.g. loan guarantees and other guarantees, derivative contracts.

As at 31 December 2010 and 2009, the Bank had the following off-balance sheet commitments as summarised by the period to maturity, counting from the balance sheet dates, of the contracts:

|  | Consolidated financial statements |                             |                       |
|--|-----------------------------------|-----------------------------|-----------------------|
|  | Counting from 31 December 2010    |                             |                       |
|  | Less than 1 year<br>Million Baht  | Over 1 year<br>Million Baht | Total<br>Million Baht |
| Aval to bills                            | 558                               | -                           | 558                   |
| Guarantees of loans                      | 21                                | -                           | 21                    |
| Liabilities under unmatured import bills | 603                               | -                           | 603                   |
| Letters of credit                        | 1,862                             | -                           | 1,862                 |
| Other guarantees                         | 7,282                             | 116                         | 7,398                 |

|   | Separate financial statements          |                                   |                          |  |                                   |                          |
|---|--|-----------------------------------|--------------------------|--|-----------------------------------|--------------------------|
|   | Counting from 31 December 2010         |                                   |                          | Counting from 31 December 2009         |                                   |                          |
|   | Less than<br>1 year<br>Million<br>Baht | Over<br>1 year<br>Million<br>Baht | Total<br>Million<br>Baht | Less than<br>1 year<br>Million<br>Baht | Over<br>1 year<br>Million<br>Baht | Total<br>Million<br>Baht |
|   |  |                                   |                          |  |                                   |                          |
| Aval to bills                               | 828                                    | -                                 | 828                      | 374                                    | -                                 | 374                      |
| Guarantees of loans                         | 21                                     | -                                 | 21                       | 21                                     | -                                 | 21                       |
| Liabilities under<br>unmatured import bills | 603                                    | -                                 | 603                      | 510                                    | -                                 | 510                      |
| Letters of credit                           | 1,862                                  | -                                 | 1,862                    | 2,313                                  | -                                 | 2,313                    |
| Other guarantees                            | 7,282                                  | 116                               | 7,398                    | 6,276                                  | 199                               | 6,475                    |

## 37.2 Market risk

Market risk is the risk that the Bank may suffer loss as a result of changes in the value of positions taken, both on and off balance sheet, due to movements in interest rates, foreign exchange rates, equity prices and commodity prices.

The Bank has a Market Risk Management Unit, which is responsible for assessment of market risk, and uses tools and systems that are widely accepted as efficient to help measure, monitor and manage market risk. This supports the Bank in ensuring that market risk is monitored and managed effectively, preventing the occurrence of unacceptable levels of market risk, and enabling the Bank to take action to adjust market risk to appropriate levels in a timely manner.

### a) Interest rate risk

Interest rate risk is the risk that changes in market interest rates which may lead to changes in the value of financial instruments, and fluctuations in revenue and the values which of financial assets and liabilities.

Interest rate risk arises from interest rate structure and the characteristics and structure of the Bank's assets, liabilities and capital. The Bank has set risk limits for interest rate risk under the banking accounts, with consent from the Assets and Liabilities Committee (ALCO), in order to manage risk at an appropriate level, while interest rate risk limits for the trading accounts are approved by the Risk Management Committee.

As at 31 December 2010 and 2009, financial assets and liabilities classified by types of interest rate are as follows:

| Descriptions                     | Consolidated financial statements         |  |   |                       |
|----------------------------------|---|--|---|-----------------------|
|                                  | 2010                                      |  |   |                       |
|                                  | Floating<br>Interest rate<br>Million Baht | Fixed<br>Interest rate<br>Million Baht | Non-Interest<br>bearing<br>Million Baht | Total<br>Million Baht |
| <b>Financial Assets</b>          |   |  |   |                       |
| Cash                             | -   | -                                      | 2,745                                   | 2,745                 |
| Interbank and money market items | 854                                       | 12,676                                 | 1,712                                   | 15,242                |
| Investments                      | 3,103 <sup>(1)</sup>                      | 13,441                                 | 6,712                                   | 23,256                |
| Loans                            | 59,964                                    | 33,608                                 | 221                                     | 93,793                |
| Total financial assets           | 63,921                                    | 59,725                                 | 11,390                                  | 135,036               |
| <b>Financial Liabilities</b>     |   |  |   |                       |
| Deposits                         | 24,687                                    | 68,274                                 | 1,693                                   | 94,654                |
| Interbank and money market items | 1,018                                     | 4,278                                  | 571                                     | 5,867                 |
| Liabilities payable on demand    | -   | -                                      | 251                                     | 251                   |
| Borrowings                       | 5,300                                     | 14,548                                 | 544                                     | 20,392                |
| Total financial liabilities      | 31,015                                    | 87,100                                 | 3,059                                   | 121,174               |

<sup>(1)</sup> Certain of this amount comprises investment in receivable of Baht 841 million based on the original contract rate. Interest on investment in receivable is recognised on a cash basis.

| Descriptions                     | Separate financial statements             |  |   |                       |
|----------------------------------|---|--|---|-----------------------|
|                                  | 2010                                      |  |   |                       |
|                                  | Floating<br>Interest rate<br>Million Baht | Fixed<br>Interest rate<br>Million Baht | Non-interest<br>bearing<br>Million Baht | Total<br>Million Baht |
| <b>Financial Assets</b>          |   |  |   |                       |
| Cash                             | -   | -                                      | 2,743                                   | 2,743                 |
| Interbank and money market items | 595                                       | 12,630                                 | 1,611                                   | 14,836                |
| Loans                            | 3,103 <sup>(2)</sup>                      | 13,441                                 | 7,801                                   | 24,345                |
| Interbank and money market items | 60,514                                    | 31,572                                 | 75                                      | 92,161                |
| <br>Total financial assets       | <br>64,212                                | <br>57,643                             | <br>12,230                              | <br>134,085           |
| <b>Financial Liabilities</b>     |   |  |   |                       |
| Deposits                         | 24,563                                    | 68,274                                 | 1,710                                   | 94,547                |
| Interbank and money market items | 1,097                                     | 4,008                                  | 574                                     | 5,879                 |
| Liabilities payable on demand    | -   | -                                      | 251                                     | 251                   |
| Borrowings                       | 5,300                                     | 14,448                                 | 544                                     | 20,292                |
| <br>Total financial liabilities  | <br>30,960                                | <br>86,730                             | <br>3,079                               | <br>120,769           |

<sup>(2)</sup> Certain of this amount comprises investment in receivable of Baht 796 million based on the original contract rate. Interest on investment in receivable is recognised on a cash basis.

| Descriptions                     | Separate financial statements             |  |   |                       |
|----------------------------------|---|--|---|-----------------------|
|                                  | 2009                                      |  |   |                       |
|                                  | Floating<br>Interest rate<br>Million Baht | Fixed<br>Interest rate<br>Million Baht | Non-interest<br>bearing<br>Million Baht | Total<br>Million Baht |
| <b>Financial Assets</b>          |   |  |   |                       |
| Cash                             | -   | -                                      | 2,821                                   | 2,821                 |
| Interbank and money market items | 346                                       | 13,710                                 | 754                                     | 14,810                |
| Investments                      | 6,222 <sup>(1)</sup>                      | 8,545                                  | 8,812                                   | 23,579                |
| Loans                            | 53,406                                    | 27,487                                 | 287                                     | 81,180                |
| <br>Total financial assets       | <br>59,974                                | <br>49,742                             | <br>12,874                              | <br>122,390           |
| <b>Financial Liabilities</b>     |   |  |   |                       |
| Deposits                         | 23,819                                    | 62,805                                 | 1,800                                   | 88,424                |
| Interbank and money market items | 887                                       | 8,825                                  | 61                                      | 9,873                 |
| Liabilities payable on demand    | -   | -                                      | 286                                     | 286                   |
| Borrowings                       | 3,052                                     | 11,500                                 | 544                                     | 15,096                |
| <br>Total financial liabilities  | <br>27,758                                | <br>83,230                             | <br>2,691                               | <br>113,879           |

<sup>(1)</sup> Certain of this amount comprises investment in receivable of Baht 1,085 million based on the original contract rate. Interest on investment in receivable is recognised on a cash basis.

With respect to financial instruments that carry fixed interest rates, the periods from the balance sheet date to the repricing or maturity date (whichever is the earlier) are presented below:

**Consolidated financial statements as at 31 December 2010**

| Transactions                 | Repricing or maturity date |                                    |                                     |                                   |                                    |                                   | Total<br>Baht | Weighted average<br>Interest rates<br>Percent |
|------------------------------|----------------------------|------------------------------------|-------------------------------------|-----------------------------------|------------------------------------|-----------------------------------|---------------|---|
|                              | At call<br>Million<br>Baht | 0 - 3<br>months<br>Million<br>Baht | 3 - 12<br>months<br>Million<br>Baht | 1 - 5<br>years<br>Million<br>Baht | Over 5<br>years<br>Million<br>Baht | No<br>maturity<br>Million<br>Baht |               |   |
|                              | Baht                       | Baht                               | Baht                                | Baht                              | Baht                               | Baht                              |               |   |
| <b>Financial assets</b>      |                            |                                    |                                     |                                   |                                    |                                   |               |   |
| Interbank and                |                            |                                    |                                     |                                   |                                    |                                   |               |   |
| money market items           | -                          | 10,676                             | 2,000                               | -                                 | -                                  | -                                 | 12,676        | 1.88  |
| Investments                  | 1                          | 0                                  | 5,227                               | 8,058                             | 155                                | -                                 | 13,441        | 3.19  |
| Loans                        | 986                        | 11,891                             | 12,696                              | 5,048                             | 1,869                              | 1,318                             | 33,608        | 6.23  |
| Total financial assets       | 987                        | 22,567                             | 19,923                              | 13,106                            | 1,824                              | 1,318                             | 59,725        |   |
| <b>Financial liabilities</b> |                            |                                    |                                     |                                   |                                    |                                   |               |   |
| Deposits                     | 6,496                      | 29,704                             | 31,106                              | 968                               | -                                  | -                                 | 68,274        | 1.72  |
| Interbank and                |                            |                                    |                                     |                                   |                                    |                                   |               |   |
| money market items           | 2,000                      | 1,997                              | 279                                 | 2                                 | -                                  | -                                 | 4,278         | 2.06  |
| Borrowings                   | 400                        | 11,220                             | 2,828                               | 100                               | -                                  | -                                 | 14,548        | 1.87  |
| Total financial liabilities  | 8,896                      | 42,921                             | 34,213                              | 1,070                             | -                                  | -                                 | 87,100        |   |

**Separate financial statements as at 31 December 2010**

| Transactions                 | Repricing or maturity date |                                    |                                     |                                   |                                    |                                   | Total<br>Baht | Weighted average<br>Interest rates<br>Percent |
|------------------------------|----------------------------|------------------------------------|-------------------------------------|-----------------------------------|------------------------------------|-----------------------------------|---------------|---|
|                              | At call<br>Million<br>Baht | 0 - 3<br>months<br>Million<br>Baht | 3 - 12<br>months<br>Million<br>Baht | 1 - 5<br>years<br>Million<br>Baht | Over 5<br>years<br>Million<br>Baht | No<br>maturity<br>Million<br>Baht |               |   |
|                              | Baht                       | Baht                               | Baht                                | Baht                              | Baht                               | Baht                              |               |   |
| <b>Financial assets</b>      |                            |                                    |                                     |                                   |                                    |                                   |               |   |
| Interbank and                |                            |                                    |                                     |                                   |                                    |                                   |               |   |
| money market items           | -                          | 10,630                             | 2,000                               | -                                 | -                                  | -                                 | 12,630        | 1.88  |
| Investments                  | 1                          | -                                  | 5,227                               | 8,058                             | 155                                | -                                 | 13,441        | 3.19  |
| Loans                        | 987                        | 11,651                             | 12,149                              | 4,167                             | 1,300                              | 1,318                             | 31,572        | 4.59  |
| Total financial assets       | 988                        | 22,281                             | 19,376                              | 12,225                            | 1,455                              | 1,318                             | 57,643        |   |
| <b>Financial liabilities</b> |                            |                                    |                                     |                                   |                                    |                                   |               |   |
| Deposits                     | 6,496                      | 29,705                             | 31,105                              | 968                               | -                                  | -                                 | 68,274        | 2.00  |
| Interbank and                |                            |                                    |                                     |                                   |                                    |                                   |               |   |
| money market items           | 2,000                      | 1,827                              | 179                                 | 2                                 | -                                  | -                                 | 4,008         | 1.83  |
| Borrowings                   | 400                        | 11,220                             | 2,828                               | -                                 | -                                  | -                                 | 14,448        | 1.85  |
| Total financial liabilities  | 8,896                      | 42,752                             | 34,112                              | 970                               | -                                  | -                                 | 86,730        |   |

**Separate financial statements as at 31 December 2009**

| Transactions                     | Repricing or maturity date |              |               |             |              |             |         |                                 |
|----------------------------------|----------------------------|--------------|---------------|-------------|--------------|-------------|---------|---------------------------------|
|                                  | At call                    | 0 - 3 months | 3 - 12 months | 1 - 5 years | Over 5 years | No maturity | Total   | Weighted average interest rates |
|                                  | Million                    | Million      | Million       | Million     | Million      | Million     | Million | Percent                         |
|                                  | Baht                       | Baht         | Baht          | Baht        | Baht         | Baht        | Baht    |                                 |
| <b>Financial assets</b>          |                            |              |               |             |              |             |         |                                 |
| Interbank and money market items | 50                         | 13,880       | -             | -           | -            | -           | 13,710  | 1.21                            |
| Investments                      | 1                          | 1,002        | 100           | 7,055       | 387          | -           | 8,545   | 3.32                            |
| Loans                            | 530                        | 8,533        | 9,680         | 1,805       | 1,352        | 5,787       | 27,487  | 6.02                            |
| Total financial assets           | 581                        | 23,195       | 9,780         | 8,680       | 1,739        | 5,787       | 49,742  |                                 |
| <b>Financial liabilities</b>     |                            |              |               |             |              |             |         |                                 |
| Deposits                         | -                          | 29,333       | 28,058        | 5,414       | -            | -           | 82,805  | 1.51                            |
| Interbank and money market items | -                          | 8,795        | 128           | 2           | -            | -           | 8,925   | 1.22                            |
| Borrowings                       | 380                        | 8,321        | 299           | -           | 2,500        | -           | 11,500  | 2.15                            |
| Total financial liabilities      | 380                        | 46,449       | 28,485        | 5,416       | 2,500        | -           | 83,230  |                                 |

The outstanding balances of loans which have floating interest rates or fixed interest rates include loans on which interest recognition is discontinued (presented before deducting allowance for doubtful account losses).

In addition, the average balances of the financial assets and liabilities of the Bank generating revenues and expenses, calculated based on the average balances outstanding during the period, and the average interest and dividend rate for the year ended 31 December 2010 and 2009, can be summarised as follows:

|   | Consolidated financial statements |              |          |
|---|-----------------------------------|--------------|----------|
|   | 2010                              |              |          |
|   | Average                           | Interest     | Average  |
|   | balances                          | and dividend | rate (%) |
|   | Million Baht                      | Million Baht |          |
| <b>Performing financial assets</b>      |                                   |              |          |
| Interbank and money market items        |                                   | 7,803        | 132      |
| Investments                             |                                   | 24,199       | 776      |
| Loans                                   |                                   | 68,029       | 5,568    |
| Total performing financial assets       |                                   | 120,031      | 6,476    |
| <b>Performing financial liabilities</b> |                                   |              |          |
| Deposits                                |                                   | 85,943       | 1,021    |
| Interbank and money market items        |                                   | 6,342        | 97       |
| Borrowings                              |                                   | 16,532       | 480      |
| Total performing financial liabilities  |                                   | 108,817      | 1,598    |

**Separate financial statements**

|   | 2010                             |                                   |                  |
|---|----------------------------------|-----------------------------------|------------------|
|   | Average balances<br>Million Baht | Interest dividend<br>Million Baht | Average rate (%) |
| <b>Performing financial assets</b>      |                                  |                                   |                  |
| Interbank and money market items        | 7,295                            | 129                               | 1.77             |
| Investments                             | 24,976                           | 785                               | 3.06             |
| Loans                                   | 86,865                           | 5,066                             | 5.83             |
| Total performing financial assets       | 119,136                          | 5,960                             |                  |
| <b>Performing financial liabilities</b> |                                  |                                   |                  |
| Deposits                                | 85,935                           | 1,021                             | 1.19             |
| Interbank and money market items        | 6,783                            | 88                                | 1.30             |
| Borrowings                              | 18,432                           | 475                               | 2.89             |
| Total performing financial liabilities  | 109,150                          | 1,584                             |                  |

**Separate financial statements**

|   | 2009                             |                                   |                  |
|---|----------------------------------|-----------------------------------|------------------|
|   | Average balances<br>Million Baht | Interest dividend<br>Million Baht | Average rate (%) |
| <b>Performing financial assets</b>      |                                  |                                   |                  |
| Interbank and money market items        | 28,021                           | 416                               | 1.60             |
| Investments                             | 29,711                           | 1,402                             | 4.72             |
| Loans                                   | 79,454                           | 5,572                             | 7.01             |
| Total performing financial assets       | 135,186                          | 7,390                             |                  |
| <b>Performing financial liabilities</b> |                                  |                                   |                  |
| Deposits                                | 115,944                          | 2,511                             | 2.17             |
| Interbank and money market items        | 6,189                            | 132                               | 2.13             |
| Borrowings                              | 7,349                            | 344                               | 4.68             |
| Total performing financial liabilities  | 129,482                          | 2,987                             |                  |

**b) Foreign exchange risk**

Foreign exchange risk is the risk that changes in foreign exchange rates may result in changes in the value of financial instruments, and fluctuations in revenues and the value of financial assets and liabilities.

The Bank's Treasury and Trading Division is responsible for managing foreign currency positions within risk limits set by Risk Management Committee.

In addition to the financial assets and liabilities denominated in foreign currencies already disclosed in the relevant notes to the financial statements as at 31 December 2010 and 2009, the Bank has the following net foreign currency positions categorised by major foreign currencies:

(Unit: Equivalent to million USD)

## Consolidated and separate financial statements

|                    | 2010    |        |             | 2009    |        |             |
|--------------------|---------|--------|-------------|---------|--------|-------------|
|                    | USD     | EURO*  | Other       | USD     | EURO*  | Other       |
|                    |         |        | Currencies* |         |        | Currencies* |
| Spot               | 77.79   | 3.04   | 5.64        | 73.01   | 2.43   | 1.83        |
| Forward            |         |        |             |         |        |             |
| - Forward contract | (92.07) | (3.30) | (8.12)      | (88.62) | (1.61) | (2.60)      |
| Total              | (14.28) | (0.26) | (2.48)      | (15.61) | 0.82   | (0.77)      |

\* EURO and other currencies are stated in USD equivalents.

## c) Equity position risk

Equity position risk is the risk that changes in the market prices of equity securities may result in changes in the value of investments, and fluctuations in revenues and the value of financial assets.

## 37.3 Liquidity risk

Liquidity risk is the risk that by the Bank will be unable to pay its debts and obligations when due because of an inability to convert assets into cash, or because of its failure to procure enough funds.

The Treasury group of the Bank is responsible for liquidity management, including procurement of both short-term and long-term sources of funds, and debt security investment management. The overall liquidity risk management is under the responsibility of the Asset and Liability Management Committee, who monitor and control risk, using tools to manage liquidity risk, such as minimum liquidity asset requirements, liquidity gap, liquidity ratio and liquidity risk limits.

The period to maturity, counting from the balance sheet date, of financial instruments outstanding as at 31 December 2010 and 2009 are as follows:

| Descriptions                     | Consolidated financial statements |  |  |                                   |                          |
|----------------------------------|-----------------------------------|--|--|-----------------------------------|--------------------------|
|                                  | Counting from 31 December 2010    |  |  |                                   |                          |
|                                  | At call<br>Million<br>Baht        | Less than<br>1 year<br>Million<br>Baht | More than<br>1 year<br>Million<br>Baht | No<br>maturity<br>Million<br>Baht | Total<br>Million<br>Baht |
| <b>Financial Assets</b>          |                                   |  |  |                                   |                          |
| Cash                             | 2,743                             | -                                      | -                                      | 2                                 | 2,745                    |
| Interbank and money market items | 2,549                             | 12,694                                 | -                                      | -                                 | 15,243                   |
| Investments                      | 81                                | 9,258                                  | 10,948                                 | 2,969                             | 23,256                   |
| Loans                            | 3,008                             | 38,425                                 | 54,360                                 | -                                 | 93,793                   |
| Total financial assets           | 8,381                             | 58,377                                 | 65,308                                 | 2,971                             | 135,037                  |
| <b>Financial Liabilities</b>     |                                   |  |  |                                   |                          |
| Deposits                         | 32,886                            | 60,810                                 | 968                                    | -                                 | 94,664                   |
| Interbank and money market items | 1,590                             | 4,275                                  | 2                                      | -                                 | 5,887                    |
| Liabilities payable on demand    | 251                               | -                                      | -                                      | -                                 | 251                      |
| Borrowings                       | 944                               | 14,048                                 | 5,400                                  | -                                 | 20,392                   |
| Total financial liabilities      | 35,671                            | 79,133                                 | 6,370                                  | -                                 | 121,174                  |

| Descriptions                       | Separate financial statements  |  |  |                                   |                          |
|------------------------------------|--------------------------------|--|--|-----------------------------------|--------------------------|
|                                    | Counting from 31 December 2010 |  |  |                                   |                          |
|                                    | At call<br>Million<br>Baht     | Less than<br>1 year<br>Million<br>Baht | More than<br>1 year<br>Million<br>Baht | No<br>maturity<br>Million<br>Baht | Total<br>Million<br>Baht |
| <b>Financial Assets</b>            |                                |  |  |                                   |                          |
| Cash                               | 2,743                          | -                                      | -                                      | -                                 | 2,743                    |
| Interbank and money market items   | 2,084                          | 12,648                                 | 124                                    | -                                 | 14,836                   |
| Investments                        | 1 <sup>(1)</sup>               | 9,258                                  | 10,948                                 | 4,138                             | 24,345                   |
| Loans                              | 3,632 <sup>(2)</sup>           | 35,467                                 | 53,062                                 | -                                 | 92,161                   |
| <b>Total financial assets</b>      | <b>8,440</b>                   | <b>57,373</b>                          | <b>64,134</b>                          | <b>4,138</b>                      | <b>134,085</b>           |
| <b>Financial Liabilities</b>       |                                |  |  |                                   |                          |
| Deposits                           | 32,769                         | 60,810                                 | 968                                    | -                                 | 94,547                   |
| Interbank and money market items   | 1,871                          | 4,006                                  | 2                                      | -                                 | 5,879                    |
| Liabilities payable on demand      | 251                            | -                                      | -                                      | -                                 | 251                      |
| Borrowings                         | 944                            | 14,048                                 | 5,300                                  | -                                 | 20,292                   |
| <b>Total financial liabilities</b> | <b>35,635</b>                  | <b>78,864</b>                          | <b>6,270</b>                           | <b>-</b>                          | <b>120,789</b>           |

<sup>(1)</sup> Investments classified as maturity at call of Baht 1 million are investment in defaulted debt securities.

<sup>(2)</sup> A part of loans classified as maturity at call of Baht 2,752 million are outstanding balances of defaulted loans classified in sub-standard category and upward. However, repayment schedules of these loans are dependent upon new restructuring conditions.

| Descriptions                       | Separate financial statements  |  |  |                                   |                          |
|------------------------------------|--------------------------------|--|--|-----------------------------------|--------------------------|
|                                    | Counting from 31 December 2009 |  |  |                                   |                          |
|                                    | At call<br>Million<br>Baht     | Less than<br>1 year<br>Million<br>Baht | More than<br>1 year<br>Million<br>Baht | No<br>maturity<br>Million<br>Baht | Total<br>Million<br>Baht |
| <b>Financial Assets</b>            |                                |  |  |                                   |                          |
| Cash                               | 2,821                          | -                                      | -                                      | -                                 | 2,821                    |
| Interbank and money market items   | 1,094                          | 13,661                                 | 55                                     | -                                 | 14,810                   |
| Investments                        | 1 <sup>(3)</sup>               | 4,827                                  | 13,848                                 | 4,803                             | 23,579                   |
| Loans                              | 9,808 <sup>(4)</sup>           | 28,268                                 | 43,064                                 | -                                 | 81,180                   |
| <b>Total financial assets</b>      | <b>13,724</b>                  | <b>46,876</b>                          | <b>56,987</b>                          | <b>4,803</b>                      | <b>122,390</b>           |
| <b>Financial Liabilities</b>       |                                |  |  |                                   |                          |
| Deposits                           | 24,201                         | 57,391                                 | 6,832                                  | -                                 | 88,424                   |
| Interbank and money market items   | 947                            | 8,924                                  | 2                                      | -                                 | 9,873                    |
| Liabilities payable on demand      | 286                            | -                                      | -                                      | -                                 | 286                      |
| Borrowings                         | 924                            | 8,620                                  | 5,552                                  | -                                 | 15,096                   |
| <b>Total financial liabilities</b> | <b>26,358</b>                  | <b>74,935</b>                          | <b>12,386</b>                          | <b>-</b>                          | <b>113,679</b>           |

<sup>(3)</sup> Investments classified as maturity at call of Baht 1 million are investment in defaulted debt securities.

<sup>(4)</sup> A part of loans classified as maturity at call of Baht 9,132 million are outstanding balances of defaulted loans classified in sub-standard category and upward. However, repayment schedules of these loans are dependent upon new restructuring conditions.

#### 37.4 Fair value

Fair value represents the amount for which an asset could be exchanged or a liability settled between knowledgeable and willing parties in an arm's length transaction. The Bank has estimated the fair value of financial instruments as follows:

(a) Financial assets

Determination of the fair value is dependent upon the characteristics of the financial instrument. The fair values of most financial assets, including cash, Interbank and money market items, securities purchased under resale agreements, and loans, are presented at the amount stated in the balance sheets. The fair value of these financial assets is approximated at their respective carrying values since the values of such financial instruments are predominantly subject to market interest rates. Financial instruments with standard terms and conditions which are traded on an active and liquid market, such as investments, have their fair value determined by the quoted market prices.

(b) Financial liabilities

The fair values of financial liabilities, including borrowings and deposits, Interbank and money market items, liabilities payable on demand, and borrowings, are considered to approximate their respective carrying values for the same reasons as detailed for financial assets above.

Differences between the book values and the fair values of financial instruments of the Bank are estimated to be immaterial. Further to this, book values and fair values of structured note is mentioned in Note 8.1 (a) to the financial statements.

#### 37.5 Financial derivatives

The Bank engages in financial derivatives activities as required in the normal course of business of the Bank to meet its clients' needs and to manage the risks of the Bank arising from fluctuations in foreign exchange rates and interest rates.

As at 31 December 2010 and 2009, financial derivatives as classified by their maturities are as follows:

|                                 | Consolidated and separate financial statements |                                   |                          |  |                                   |                          |
|---------------------------------|--|-----------------------------------|--------------------------|--|-----------------------------------|--------------------------|
|                                 | 2010   |                                   |                          | 2009                                   |                                   |                          |
|                                 | Less than<br>1 year<br>Million<br>Baht         | Over<br>1 year<br>Million<br>Baht | Total<br>Million<br>Baht | Less than<br>1 year<br>Million<br>Baht | Over<br>1 year<br>Million<br>Baht | Total<br>Million<br>Baht |
| Forward and spot contracts      |  |                                   |                          |  |                                   |                          |
| - Bought                        | 17,626   | 515                               | 18,141                   | 10,157                                 | 482                               | 10,619                   |
| - Sold                          | 18,352   | 777                               | 19,129                   | 9,663                                  | -                                 | 9,663                    |
| Foreign currency swap contracts |  |                                   |                          |  |                                   |                          |
| - Bought                        | 3,041  | 4,008                             | 7,049                    | -                                      | 6,678                             | 6,678                    |
| - Sold                          | 2,687  | 3,755                             | 6,442                    | -                                      | 6,347                             | 6,347                    |
| Interest rate swap contracts    |  |                                   |                          |  |                                   |                          |
| - Fixed rate payer              | 21,450   | 50,443                            | 71,893                   | 7,718                                  | 23,437                            | 31,155                   |
| - Floating rate payer           | 19,992   | 50,576                            | 70,568                   | 6,340                                  | 22,490                            | 28,830                   |
| - Fixed rate payee              | 18,522   | 49,904                            | 68,426                   | 3,500                                  | 24,490                            | 27,990                   |
| - Floating rate payee           | 22,050   | 51,985                            | 74,035                   | 10,558                                 | 21,437                            | 31,995                   |
| Range Accrual contracts         |  |                                   |                          |  |                                   |                          |
| - Payer                         | -  | -                                 | -                        | -                                      | 1,418                             | 1,418                    |
| - Payee                         | -  | -                                 | -                        | -                                      | 1,418                             | 1,418                    |

The Bank sets up policies and relevant risk limits by which it requires risk reporting and control procedures for the various types of risk, as a control over financial derivative activities. The Bank realises that financial derivatives involve credit risk and considers credit limits for its customers in general. The same credit approval process used when granting loans to a customer is adopted for financial derivative customers, so that the Bank is able to maintain risk at acceptable levels.

However, financial derivatives may cause the Bank to incur gains or losses as they are sensitive to foreign exchange rates or interest rates, which can fluctuate materially as the market situation changes.

### 38 Agreement to transfer non-performing loans to TAMC

On 12 October 2001, the Bank entered into an agreement to transfer non-performing loans to Thai Asset Management Corporation ("TAMC") in accordance with the Emergency Decree establishing TAMC.

As at 31 December 2010 and 31 December 2009, The Bank and subsidiaries have loans transferred to TAMC are as follows:

| Loans transferred to TAMC   | Consolidated and separate financial statements |                                |                            |                                |
|---|--|--------------------------------|----------------------------|--------------------------------|
|   | 2010   |                                | 2009                       |                                |
|   | Book value<br>Million Baht                     | Transfer price<br>Million Baht | Book value<br>Million Baht | Transfer price<br>Million Baht |
| CAP   | 82,342   | 21,932                         | 82,342                     | 21,932                         |
| NON CAP   | 15,774   | 3,485                          | 15,774                     | 3,485                          |
| Total   | 98,116   | 25,397                         | 98,116                     | 25,397                         |
| Less: TAMC notes which have been redeemed by TAMC   |  | (24,597)                       |                            | (24,597)                       |
| Outstanding TAMC notes (included in long-term investments; classified as held-to-maturity debt securities) (Note 8.1 (b)) |  | 800                            |                            | 800                            |

The Bank is to receive payment in the form of non-transferable, 10-year promissory notes, availed by the FDF and bearing interest at the average deposit rate of the 5 major banks. As at 31 December 2010, the Bank recognised interest receivable under these promissory notes amounting to Baht 35 million (31 December 2009 : Baht 91 million).

#### Share of the unrealised gain and losses arising from management of the non-performing loans

Under the agreement to transfer non-performing loans to TAMC, the Bank also has joint together with TAMC share the gains and losses arising from TAMC's management of the non-performing loans, which is to be allocated at the end of the agreement, starting from 1 July 2001. In the case of losses, the Bank is liable for all initial losses up to 20 percent of the transfer price. Further losses of up to another 20 percent of the transfer price are to be shared equally between the Bank and TAMC, whilst TAMC is liable for all remaining losses thereafter. According to the agreement, expenses of TAMC and the interest expenses of promissory notes issued by TAMC will be included in the calculation of the gain/loss sharing. In case of gains, initial profits of up to 20 percent of the transfer price are to be shared equally between the Bank and TAMC. Further gains which, when combined with the initial portion, do not exceed the difference between the book value of the transferred non-performing assets and their transfer price, belong to the Bank. All remaining gains will belong to TAMC. For loan debtors transferred at no cost, collections received after deducting debt management expenses will belong to the Bank.

However, on 17 November 2006, the Bank has transferred rights over future gain sharing under the agreement to transfer CAP loans to TAMC to FDF, although the Bank is still obligated to share losses with TAMC.

As at 31 December 2010, the Bank's management believes that no significant future losses will be incurred.

#### Outstanding issues with TAMC

As of 31 December 2010, the Bank and TAMC had outstanding issues regarding the follow up of outstanding requisitions of original ownership documents and appraisal reports for collateral, and regarding the valuation of leasehold rights collateral with transfer prices totalling Baht 145 million and interest amounting Baht 18 million. The Bank believes that these issues will not have a material impact on the transfer price adjustment of the loans and interest on TAMC note, since the Bank has handed some of the original ownership documents and appraisal reports for the collateral to TAMC.

With respect to the outstanding issue of the valuation of leasehold rights, the Bank believes that the transferable leaseholds can be appraised or revalued. The Bank's management believes that there will not be a material impact to the transfer price and relevant interest. However, for conservative reasons, the Bank has recorded allowance for impairment of the TAMC Promissory Notes amounting to Baht 54 million in the financial statements.

|                  |   |   |
|------------------|---|---|
| Company Name     | : | CIMB Thai Bank Public Company Limited                                   |
| Registration No. | : | 0107537002338 (former Bor. Mor. Jor. 480)                               |
| Business Type    | : | Commercial Banking  |
| Head Office      | : | Langsuan Building 44 Langsuan Road,<br>Lumpini, Patumwan, Bangkok 10330 |
| Telephone        | : | 0-2638-8000, 0-2626-7000  |
| Facsimile        | : | (66)-2-633-9026   |

**Registrar (Ordinary shares)****Thailand Securities Depository Co., Ltd.**

62, The Stock Exchange of Thailand Building  
1st Floor, Rachadapisek Road, Klongtoey, Bangkok 10110, Thailand  
Tel: (66)-2-229-2800, (66)-2-654-5599  
Fax: (66)-2-359-1263

**Auditor****PricewaterhouseCoopers ABAS Limited**

15th Floor Bangkok City Tower  
179/74-80 South Sathorn Road  
Bangkok 10120  
Tel: +66 (0) 2344 1000, +66 (0) 2286 9999  
Fax: +66 (0) 2286 5050

**Auditors in charge:**

- Mr. Boonlert Kamolchanokkul, C.P.A. (Thailand), No. 5339
- Mrs. Anothai Leekitwattana, C.P.A. (Thailand), No. 3442
- Mrs. Unakorn Phrulthithada, C.P.A. (Thailand), No. 3257

**Senior Legal Experts****Mr. Damrong Jamsutee**

(Former Vice President of the Supreme Court)  
No. 272 North Tesabairangrak, Soi 8 Prachanivet 1, Chatuchak, Bangkok 10900,  
Tel: (66)-2-589-3023, 0-2954-2494

## Securities Information

**Registered Share Capital**

THB 8,157,967,378 (eight billion one hundred fifty-seven million nine hundred sixty-seven thousand three hundred seventy-eight baht), which comprises of ordinary shares of 16,315,934,756 shares (sixteen billion three hundred fifteen million nine hundred thirty-four thousand seven hundred and fifty-six shares), with at a par value of THB 0.50 (fifty satang) and no Preference shares.

**Issued and Paid-up Share Capital**

THB 8,157,967,378 (eight billion one hundred fifty-seven million nine hundred sixty-seven thousand three hundred seventy-eight baht), which comprises of ordinary shares of 16,315,934,756 shares (sixteen billion three hundred fifteen million nine hundred thirty-four thousand seven hundred and fifty-six shares), with at a par value of THB 0.50 (fifty satang).

## Contact Us!

## Investor Relations

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## Care Center

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cimbthai.carecenter@cimbthai.com

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Bloomberg (bloomberg.com) ticker : CIMBT  
SET (set.or.th) symbol : CIMBT

## CIMB Thai Direct and Indirect Investment

10% or more Investments of issued shares (As of Dec 30, 2010)

| No.  | Company Name / Address   | Type of Business     | Type of Share | Paid-up Capital (No. of shares) | No. of Share Holding | %     |
|------|--|----------------------|---------------|---------------------------------|----------------------|-------|
| 1    | CIMB Securities (Thailand) Co., Ltd.<br>44 Langsuan Road, Lumpini, Patumwan, Bangkok<br>Tel. 0-2657-9000                                       | Securities           | Ordinary      | 50,000,000                      | 49,999,993           | 99.99 |
| 2    | BT Leasing Co., Ltd.<br>889 Thai CC Tower 25th, 32th Floor, South Sathon Road Yannawa, Sathon, Bangkok<br>Tel. 0-2673-9111-8                   | Leasing              | Ordinary      | 75,000,000                      | 74,933,994           | 99.99 |
| 3    | CT DOLL Co., Ltd.<br>44 Langsuan Road, Lumpini, Patumwan, Bangkok<br>Tel. 0-2638-9269  | Collection           | Ordinary      | 365,000                         | 364,993              | 99.99 |
| 4    | Worldlease Co., Ltd.<br>889 Thai CC Tower, 34th Floor, South Sathon Road, Yannawa, Sathon, Bangkok<br>Tel. 0-2675-6300 Fax. 0-2675-6239        | Leasing              | Ordinary      | 24,000,000                      | 18,010,000           | 75.04 |
| 5    | Siripethai Plastchem Co., Ltd.<br>109 Moo 8, Bangna-Trad Road, Bangna, Bangkok<br>Tel. 0-2369-0027 Fax. 0-2363-0201                            | Plastic              | Ordinary      | 63,332                          | 31,410               | 37.59 |
| 6    | M-Home SPV 3 Co., Ltd. 1006/420 Maitriview Executive Place Building,<br>1st Floor Charoenkrung Road, Bangkok, Klongtoey, Bangkok               | Asset Mgmt           | Ordinary      | 10,000                          | 1,282                | 12.82 |
| 7    | Tawanna Hotel Co., Ltd.<br>80 Surawongse Road, Bangkok<br>Tel. 0-2235-0361 Fax. 0-2236-3738  | Hotel                | Ordinary      | 33,909                          | 3,200                | 10.00 |
| **8  | Senju Metal (Thailand) Co., Ltd.<br>1 Q. House Lumpini Building, 18th Floor, South Sathon Road, Tungmahaem, Sathon, Bangkok Tel. 0-2654-3223-5 | Stoller Materials    | Ordinary      | 200,000                         | 20,000               | 10.00 |
| 9    | Sanwa Interfood Co., Ltd.<br>265 Moo 5 Suwanee Road, Kabinburi, Prachinburi Tel. 0-2543-6730-3   | Food                 | Ordinary      | 10,000,000                      | 1,000,000            | 10.00 |
| **10 | Samchai Pcl.<br>522 Ratchada Complex, Ratchadaphisek Road, Huaykhuang, Bangkok<br>Tel. 0-2541-4006   | Electrical Appliance | Ordinary      | 40,000,000                      | 4,000,000            | 10.00 |
| **11 | P.C.Patanasub Co., Ltd.<br>44 Langsuan Road, Lumpini, Patumwan, Bangkok<br>Tel. 0-2626-7000  | Commerce             | Ordinary      | 10,000                          | 9,993                | 99.93 |
| **12 | Krungtha Thanakit Finance Pcl.<br>Sermmit Tower, 15-16th Floor, 159 Sukhumvit 21, Asoke Road, Bangkok  | Financial            | Ordinary      | 1,076,976,000                   | 1,067,229,773        | 99.10 |
| **13 | Executive Management Services Manpower Ltd.<br>296 Rama III Road, Bangkok, Bangkok Tel. 0-2689-2626  | Service              | Ordinary      | 2,000                           | 340                  | 17.00 |
| **14 | Global Leasing Co., Ltd.<br>518/5 Maneeya Center, 8th Floor, Phloenchit Road, Lumpini, Pratumwan, Bangkok 10330 Tel. 0-2662-0730               | Leasing              | Ordinary      | 2,000,000                       | 200,000              | 10.00 |
| **15 | TPF Leasing Co., Ltd.<br>Bangthongthai Tower, 22th Floor, North Sathon Road, Sathon, Bangkok, Bangkok  | Leasing              | Ordinary      | 6,000,000                       | 600,000              | 10.00 |
| **16 | UTM Advisory & Capital Management Co., Ltd.<br>44 Langsuan Road, Lumpini, Patumwan, Bangkok<br>Tel. 0-2626-7000                                | Service              | Ordinary      | 100,000                         | 10,000               | 10.00 |

| No. | Company Name / Address  | Type of Business  | Type of Share | Paid-up Capital (No. of shares) | No. of Share Holding | %     |
|-----|---|-------------------|---------------|---------------------------------|----------------------|-------|
| 17  | SPL Development Co., Ltd. (abandoned)<br>149 Modern Home Tower, North Road, Yannawa, Bangkok  | Real Estate       | Ordinary      | 500,000                         | 499,999              | 99.99 |
| 18  | Thai-Ultra Auto Part Co., Ltd. (abandoned)<br>59/1 Moo 14 Highway Road, Nikompattana, Ban Kha, Rayong                                 | Auto Parts        | Ordinary      | 6,500,000                       | 650,000              | 10.00 |
| 19  | Advance Manufacturing Leasing Co., Ltd. (abandoned)<br>246 Time Square Building, 11th Floor, Sukhumvit Road 12-14, Khlongtoey Bangkok | Leasing           | Ordinary      | 20,000,000                      | 2,000,000            | 10.00 |
| 20  | Zigma Paint (Thailand) Co., Ltd.<br>36 Moo 4, Bangshan Industrial Estate, Serthai Road, Mueanbur, Bangkok                             | Chemical Industry | Ordinary      | 60,600,000                      | 8,400,000            | 13.86 |

Remark - \* under liquidation process

- \*\* registered its dissolution on 18 March 2009

## CIMB Thai Debt Securities Issuance (As of Dec 30, 2010)

| Classified by Type   | Interest rate  | Maturity     | Collateral | Restrictions & Requirements   | Debentures in Issue & Value    | Credit Ratings | Proxy |
|--|--|--------------|------------|---|--------------------------------|----------------|-------|
| 1. US\$ 50,000,000 Subordinated Floating Rate Notes due 2016, callable with Step up in 2011<br><br>(Issue Date: 17 July 2006)    | Six-month LIBOR US dollar deposit rate plus 350 basis points ("bps") for the first 5 years; and six-month LIBOR US dollar deposit rate plus 525 bps after the early redemption call option in 2011 | 17 July 2016 | N/A        | Call option in the cases when:<br>(1) there are significant changes in tax laws resulting in increased tax liability for the issuer; (2) the issuer decides to redeem the debentures at the end of the first five years; or (3) the debentures do not qualify as Lower Tier II Subordinated Debt. | 1,507,565,000 (US\$50,000,000) | N/A            | N/A   |
| 2. US\$40,000,000 Subordinated Floating Rate Notes due 2017, callable with Step Up in 2012<br><br>(Issue Date: 18 February 2007) | Six-month LIBOR US dollar deposit rate plus 350 bps for the first 5 years; and six-month LIBOR US dollar deposit rate plus 525 bps after an early redemption call option in 2012                   | 20 Feb 2017  | N/A        | Call option in the cases when:<br>(1) there are significant changes in tax laws resulting in increased tax liability for the issuer (2) the issuer decides to redeem the debentures at the end of the first five years; or (3) the debentures do not qualify as Lower Tier II Subordinated Debt.  | 1,206,052,000 (US\$40,000,000) | N/A            | N/A   |
| 3. Subordinated long term notes*   | -none-   | 22 Dec 2003  | N/A        | -none-  | 544,502,520                    | N/A            | N/A   |

| Classified by Type   | Interest Rate   | Maturity    | Collateral | Restrictions & Requirements   | Debentures in Issue & Value | Credit Ratings | Proxy |
|--|---|-------------|------------|---|-----------------------------|----------------|-------|
| 4. Subordinated 10-year long term notes <sup>1</sup>   | -none-  | 1 Feb 2009  | N/A        | -none-  | 2,600,000                   | N/A            | N/A   |
| 5. Cumulative Hybrid Tier 2 Debt Capital Securities No. 1/2009, due 2019<br><br>(Issue Date: 27 March, 2009) | 5.25 percent; and for the period after the 5th anniversary till the maturity date, 6.75 percent | 27 Mar 2019 | N/A        | Call option in the cases where:<br>(1) the Issuer is solvent at the time of any redemption of the Securities and immediately thereafter, (2) the Issuer is not in breach of the BOT's minimum BIS Ratio requirements applicable to the Issuer; and (3) the Issuer has obtained the written approval of the BOT prior to redemption of the Securities. | 2,600,000,000               | A- (tha)       | N/A   |

Notes:

1. THB 544.5 million transferred from the state-intervened financial institution, Union Asia Finance and Securities Public Co., Ltd.

2. THB 2.6 million transferred from the state-intervened financial institutions, Dhana Siam Finance Public Co., Ltd.

## Change in Shareholdings of the Directors and Senior Executives of the bank (From year end 2009 to year end 2010)

| Name                    | Designation   | Company  | No. Share holding As at 31 Dec.10 (Shares) | No. share holding As at 31 Dec.09 (Shares) | No. of Share Changes |
|-------------------------|---|--|--|--|----------------------|
| Mr. Songwud Buakhem     | Executive Vice President Corporate Legal Division   | CIMB Thai Bank   | 1  | -  | -                    |
| Mr. Ekajai Tivutanond   | Senior Executive Vice President Business Support Group  | CT Coll Co., Ltd. (previously known as BT Consultants Co., Ltd.)   | 4  | 1  | 3                    |
| Mr. Surin Pakavaleetorn | Senior Vice President Retail Collections Team   | CT Coll Co., Ltd.  | 1  | -  | -                    |
| Mr. Thaphop Keesuwan    | Senior Vice President Office of the President and Senior Vice President Compliance Department | CIMB Securities (Thailand) Co., Ltd.<br>Center Auto Lease Co., Ltd. (previously known as BT Leasing Co., Ltd.) | 1<br>2                                     | 1<br>1                                     | -                    |
| Mr. Tanit Onnuch        | Vice President SME Service and Support Team Head  | Center Auto Lease Co., Ltd.  | 2  | 1  | 1                    |

# CIMB Thai Network

As the markets continue to grow, CIMB Thai is focusing more than ever on creating opportunities. Our branches are our most important links, our representatives in each of the locations where we do business.

## Bangkok Area

| Bangkok Area 1                          | Telephone                               | Fax         |
|---|---|-------------|
| Thanon Lengsuan Branch                  | 0-2626-7101-3                           | 0-2626-7104 |
| Lumpini Branch                          | 0-2266-0149, 0-2266-6368, 0-2266-5781   | 0-2266-0223 |
| Silom Branch                            | 0-2234-3010, 0-2236-4747-8              | 0-2236-4749 |
| Empire Tower Branch                     | 0-2670-1621-2                           | 0-2670-1623 |
| K.S.L. Tower Thanon S. Ayutthaya Branch | 0-2642-6762-3                           | 0-2642-6764 |
| Silom Center Branch                     | 0-2632-7621-2                           | 0-2632-7623 |
| Sathon Branch                           | 0-2633-9010-13                          | 0-2633-9034 |
| Siam Square Branch                      | 0-2260-1735-6                           | 0-2260-1737 |
| Mahboonkong Center Branch               | 0-2696-3964-6                           | 0-2696-3967 |
| Patunam Branch                          | 0-2261-6610, 0-2263-5642-3, 0-2261-6589 | 0-2261-6415 |
| St.Louis Branch                         | 0-2266-0335, 0-2266-0374                | 0-2266-0318 |
| Yenawa Branch                           | 0-2289-3672-3                           | 0-2289-0680 |
| Sethupradit Branch                      | 0-2210-2724-6                           | 0-2210-2723 |
| Thanon Chan Branch                      | 0-2678-5670-1                           | 0-2678-5672 |
| Central Plaza Rama 3 Branch             | 0-2673-7006-6                           | 0-2673-7007 |
| Kuaynamthai Branch                      | 0-2391-9113, 0-2392-7824                | 0-2391-9112 |

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| Bangkok Area 2                    | Telephone  | Fax         |
|-----------------------------------|--|-------------|
| Jawarad Branch                    | 0-2233-6696, 0-2234-4002, 0-2234-2562,<br>0-2234-4527, 0-2234-6731 | 0-2266-4302 |
| Bangrak Branch                    | 0-2234-6209, 0-2234-6436, 0-2234-0684                              | 0-2233-6020 |
| Rajawongse Branch                 | 0-2221-1333, 0-2224-8162-3   | 0-2222-3190 |
| Sampeng Branch                    | 0-2224-2313, 0-2226-0367   | 0-2224-2333 |
| Chakkrawit Branch                 | 0-2622-5660-1  | 0-2622-5662 |
| Rajadamnern (Thanon Dinsu) Branch | 0-2221-7679, 0-2221-7306, 0-2224-8063                              | 0-2224-8062 |
| Thatien Branch                    | 0-2222-4323, 0-2224-8165   | 0-2224-8164 |
| Mahanak Branch                    | 0-2223-2650, 0-2223-6624, 0-2224-7021                              | 0-2224-7022 |
| Yomraj Branch                     | 0-2215-7126-7, 0-2215-7362-3                                       | 0-2215-7363 |
| Thewet Branch                     | 0-2260-0481-2, 0-2261-5453, 0-2262-3668                            | 0-2262-4066 |
| Pakdongtalad Branch               | 0-2224-7207-6, 0-2224-7210   | 0-2224-7209 |
| Vorachak Branch                   | 0-2223-4988, 0-2223-6056   | 0-2224-9011 |
| Si Yan Branch                     | 0-2636-9617-9  | 0-2636-9620 |
| Bang Lamphu Branch                | 0-2629-1573-5  | 0-2629-1576 |
| Bangpo Branch                     | 0-2585-0192, 0-2585-8180   | 0-2585-0260 |

| <b>Bangkok Area 3</b>        | <b>Telephone</b>                          | <b>Fax</b>  |
|------------------------------|---|-------------|
| Bukkalo Branch               | 0-2468-7141-2, 0-2468-8202                | 0-2468-8203 |
| Flat Burana Branch           | 0-2427-4403, 0-2427-4406                  | 0-2427-4404 |
| Wit Sai Branch               | 0-2415-0309, 0-2415-1236, 0-2415-1378     | 0-2415-2712 |
| Sukswad Branch               | 0-2463-2130, 0-2463-5345-6                | 0-2463-5344 |
| Bangbon                      | 0-2416-8277-6, 0-2804-4075-6              | 0-2416-8279 |
| Central Plaza Rama II Branch | 0-2872-4307-6                             | 0-2872-4309 |
| The Mall Thapra              | 0-2477-7287-6                             | 0-2477-7289 |
| Phispradaeng Branch          | 0-2818-4517-9                             | 0-2818-4520 |
| Bangplad Branch              | 0-2424-3361-2, 0-2433-8188, 0-2880-4305-6 | 0-2434-3361 |
| Thonburi Branch              | 0-2465-0442, 0-2465-8768                  | 0-2465-0442 |
| Charanshitwongse Branch      | 0-2411-0339, 0-2411-3603-4                | 0-2411-2245 |
| Nongkhaem Branch             | 0-2421-1122, 0-2421-1460, 0-2421-1991     | 0-2421-3768 |
| Phasi Charoen Branch         | 0-2467-5450-4                             | 0-2467-3106 |
| Bangyoskhan Branch           | 0-2433-5920-3                             | 0-2433-5921 |
| Prannok Branch               | 0-2418-1572-4                             | 0-2412-3098 |
| The Mall Bang Khae Branch    | 0-2455-3615, 0-2413-0739, 0-2818-8608     | 0-2603-8609 |
| Central Prikao               | 0-2884-6725-7                             | 0-2884-6726 |

| <b>Bangkok Area 3</b>            | <b>Telephone</b>                        | <b>Fax</b>  |
|----------------------------------|---|-------------|
| Bangna Branch                    | 0-2303-0789, 0-2747-6322                | 0-2303-0788 |
| Poochaosamingpao Branch          | 0-2384-7604-6, 0-2384-3670              | 0-2384-7605 |
| Paradise Park Srinakarin Branch  | 0-2748-0330-1                           | 0-2748-0332 |
| Bangna - Trad Branch             | 0-2312-6762-4                           | 0-2312-6766 |
| Semutphisan Branch               | 0-2367-1806, 0-2367-1649, 0-270-26618-9 | 0-2369-1349 |
| Imperial World Samrong Branch    | 0-2380-8683-4                           | 0-2380-8694 |
| Latkrabang Branch                | 0-2739-1706, 0-2739-1806-6              | 0-2739-1897 |
| Central City Bangna Branch       | 0-2745-7314-6                           | 0-2745-7316 |
| Thanon Saluat Samutprakan Branch | 0-2703-8620-2                           | 0-2703-8623 |
| Big C Bangphi Branch             | 0-2312-9696-6                           | 0-2312-9698 |
| On Nuch Branch                   | 0-2730-3066-8                           | 0-2730-3089 |
| Thanon Thepharak Branch          | 0-2713-4594-6                           | 0-2713-4597 |
| Thonglor Branch                  | 0-2391-4789-91, 0-2392-1684             | 0-2391-4790 |
| Yek Asok-Sukhumvit Branch        | 0-2268-1913, 0-2258-1916, 0-2259-0601   | 0-2268-1009 |
| Grim Grammy Place Branch         | 0-2665-8181, 0-2665-9908-7              | 0-2665-9908 |
| New Phetchburi Branch            | 0-2718-0617-6                           | 0-2718-0620 |
| Ekkamai Power Center Branch      | 0-2714-7370-2                           | 0-2714-7347 |

| <b>Bangkok Area 5</b>         | <b>Telephone</b>                      | <b>Fax</b>    |
|-------------------------------|---------------------------------------|---------------|
| Huamark Branch                | 0-2377-1362-3, 0-2377-2666            | 0-2377-1366   |
| Ladprao Branch                | 0-2630-1372, 0-2638-2493-4            | 0-2630-1371   |
| Bangkhen Branch               | 0-2611-4363, 0-2612-1716, 0-2612-1719 | 0-2611-4320   |
| Ramintra Branch               | 0-2609-5713, 0-2610-4448              | 0-2609-5712   |
| Ramkhamhaeng Branch           | 0-2319-8667, 0-2319-8617, 0-2319-8675 | 0-2319-8676   |
| Talad Wongsakorn Branch       | 0-2994-3087, 0-2944-3394              | 0-2994-3943   |
| Fashion Island                | 0-2947-5168, 0-2947-5189              | 0-2947-5190   |
| Imperial World Ladprao Branch | 0-2904-8530-2                         | 0-2904-8533   |
| Talat Ying Charoen Branch     | 0-2972-3363-6                         | 0-2972-3368   |
| The Mall Bang Kapi Branch     | 0-2704-9168-8                         | 0-2704-9169   |
| Min Buri Branch               | 0-2906-3672-4                         | 0-2906-3675   |
| Wanghin Branch                | 0-2942-6206-8                         | 0-2942-6218   |
| Phaholyothin Branch           | 0-2279-1079, 0-2279-5088, 0-2279-8862 | 0-2279-0737   |
| Husaykwang Branch             | 0-2277-0564, 0-2277-2863, 0-2277-9966 | 0-2277-0903   |
| Suntowers Thanon Vibhava      | 0-2617-7617-8                         | 0-2617-7619   |
| Drangsit Branch               |                                       |               |
| Fortune Town Branch           | 0-2642-0891-3                         | 0-2642-0891-3 |
| Amorini Ramintra              | 0-2919-6086-8                         | 0-2919-6089   |

| <b>Bangkok Area 6</b>        | <b>Telephone</b>                        | <b>Fax</b>  |
|------------------------------|---|-------------|
| Tivanon Branch               | 0-2525-0586, 0-2525-2561, 0-2968-4066-7 | 0-2527-0264 |
| Donmuang Branch              | 0-2566-1588, 0-2566-1610, 0-2929-9947   | 0-2566-1593 |
| Rangsit Branch               | 0-2531-5893, 0-2567-2232, 0-2969-1990   | 0-2531-3020 |
| Chaengwattana Branch         | 0-2573-8121, 0-2574-150-23              | 0-2573-8785 |
| Ngarnwongwan Branch          | 0-2580-1601, 0-2580-1920                | 0-2580-2451 |
| Talat Thai Branch            | 0-2529-2277, 0-2529-2971                | 0-2529-4852 |
| Bang Yai Branch              | 0-2903-3120, 0-2903-3125                | 0-2903-3127 |
| Zeer Rangsit Branch          | 0-2992-5739-40                          | 0-2992-5741 |
| Muangthong Thani             | 0-2981-4135, 0-2981-4172                | 0-2981-4446 |
| It Square Branch             | 0-2576-0476-7, 0-2576-0374              | 0-2576-0428 |
| Future Park Rangsit Branch   | 0-2968-5310-3                           | 0-2968-5314 |
| Wonsawang Town Center Branch | 0-2913-9783-5                           | 0-2913-9786 |
| Nikhom Uetsahakarn           | 0-2520-4831-3                           | 0-2520-4834 |
| Newanakhon Branch            |   |             |
| Thanon Rattanathibet Branch  | 0-2527-8643-4                           | 0-2527-8722 |
| Pak Kret Branch              | 0-2960-6544-6                           | 0-2960-6547 |

## Provincial Area

| <b>Provincial Area 1</b>   | <b>Telephone</b>             | <b>Fax</b>  |
|--|------------------------------|-------------|
| 153 Rayavadee Road, T.Prapathomjadee,<br>A.Mueang, Nakhon Pathom 73000 | 0-3428-0197, 0-3428-0387-390 | 0-3428-0196 |
| Samut Sakhon Branch  | 0-3481-0966-6, 034-426812-4  | 0-3481-0967 |
| Om Noy Branch  | 0-2810-6211-2                | 0-2810-6213 |
| Pra Nakhon Si Ayutthaya Branch   | 0-3623-2993-6                | 0-3623-2932 |
| Phetchaburi Branch   | 0-3242-6148                  | 0-3242-8227 |
| Nakhon Pathom Branch   | 0-3425-1028, 0-3425-4233-4   | 0-3425-4234 |
| Samut Songkhram Branch   | 0-3471-1442, 0-3471-2420     | 0-3472-4046 |
| Hua Hin Branch   | 0-3263-1460-2                | 0-3263-1463 |
| Kanchanaburi Branch  | 0-3451-7554-7                | 0-3451-7558 |
| Patchaburi Branch  | 0-3231-6968-9, 0-3231-4962-3 | 0-3231-6568 |
| Suphan Buri Branch   | 0-3660-2660-3                | 0-3660-2664 |

| <b>Provincial Area 2</b>                                    | <b>Telephone</b>             | <b>Fax</b>  |
|---|------------------------------|-------------|
| B4 Changphuek Road, T.Sripoom,<br>A.Muang, Chiang Mai 50200 | 0-5341-8400, 0-5341-8402     | 0-5341-8401 |
| Chiang Mai Branch   | 0-5341-8338-9, 0-5328-7070   | 0-5328-7078 |
| Mae Rim Branch  | 0-5649-1006, 0-5649-1223     | 0-5649-1224 |
| Nakhon Sawan Branch   | 0-5622-6354, 0-5622-7473     | 0-5622-4182 |
| Phitsahulok Branch  | 0-5624-4060, 0-5625-2179     | 0-5624-4061 |
| Chiang Rai Branch   | 0-5371-4029-30, 0-5371-9376  | 0-5371-6905 |
| Central Airport Chiangmai Branch                            | 0-5328-4447-8                | 0-5328-4449 |
| Thanon Chang Khan Branch                                    | 0-5382-0914-6                | 0-5382-0917 |
| Mae Sai Branch  | 0-5384-2496-7                | 0-5384-2496 |
| Lumpang Branch  | 0-5432-3663-4, 0-5432-3902-3 | 0-5432-3907 |
| Thanon Suthep Branch  | 0-5380-6489, 0-5380-8912     | 0-5380-8913 |

| <b>Provincial Area 3</b>                          | <b>Telephone</b>            | <b>Fax</b>  |
|---|-----------------------------|-------------|
| 142-148 Srichan Road, A.Muang,<br>Khon Kaen 40000 | 0-4332-1483, 0-4332-1478    | 0-4332-1478 |
| Khon Kaen Branch                                  | 0-4322-0912, 0-4322-0925    | 0-4322-4831 |
| Saiyok Nakhon Branch                              | 0-4271-1190, 0-4273-0657    | 0-4271-1701 |
| Ubon Ratchathani Branch                           | 0-4628-4224-6, 0-4631-3396  | 0-4631-3487 |
| Udon Thani Branch                                 | 0-4222-3248-9, 0-4234-4097  | 0-4224-7184 |
| Nakhon Ratchasima Branch                          | 0-4424-3714, 0-4424-3786    | 0-4426-6161 |
| Nong Khai Branch                                  | 0-4241-1728, 0-4241-1738    | 0-4241-2824 |
| Saraburi Branch                                   | 0-3631-6304, 0-3631-6307    | 0-3631-6303 |
| Surat Branch                                      | 0-4462-1484-7               | 0-4462-1488 |
| Buri Ram Branch                                   | 0-4462-6124, 0-4462-6183    | 0-4462-6698 |
| Lotus Khon Kaen Branch                            | 0-4332-4320, 0-4332-4789-90 | 0-4332-4791 |

| <b>Provincial Area 4</b>  | <b>Telephone</b>           | <b>Fax</b>  |
|---|----------------------------|-------------|
| 726/1-2 Sukhumvit Road,<br>T.Bang Pia Soi, A.Muang,<br>Chonburi 20000 | 0-3886-4109-10             | 0-3886-4110 |
| Chon Buri Branch  | 0-3878-2161-6              | 0-3878-2166 |
| Rayong Branch   | 0-3861-1220, 0-3861-1588-9 | 0-3861-4870 |
| Chachoengsao Branch   | 0-3881-3041-3              | 0-3881-3044 |
| Pacific Park Sriracha Branch  | 0-3877-1480-1              | 0-3877-1482 |
| Thanon Pattaya Sai 3 Branch   | 0-3848-8140-1              | 0-3848-8142 |
| Amata Nakorn Industrial<br>Estate Branch                              | 0-3845-7037-8              | 0-3845-7039 |
| Nang Rong Branch  | 0-3874-6136-6, 0-3874-6210 | 0-3874-5766 |
| Saha Group Industrial Park<br>Sriracha Branch                         | 0-3876-2681-2, 0-387-62670 | 0-3876-2688 |
| Chanthaburi Branch  | 0-3904-0212-6              | 0-3904-0216 |

| <b>Provincial Area 5</b>                              | <b>Telephone</b>              | <b>Fax</b>    |
|---|-------------------------------|---------------|
| 31 Phuket Road, T.Talad-Yai,<br>A.Muang, Phuket 83000 | 0-7721-2390-1, 0-7721-4922-24 | 0-7436-4825   |
| Phuket Branch   | 0-7621-1501                   | 0-762-11602   |
| Songkhla Branch                                       | 0-7431-1906, 0-7432-4050-1    | 0-7431-4391   |
| Hat Yai Branch  | 0-7423-5777                   | 0-7424-5011   |
| Chumphon Branch                                       | 0-7750-4825, 0-7751-1606      | 0-7751-1661   |
| Surat Thani Branch                                    | 0-7727-3674, 0-7727-3675      | 0-7727-3674-5 |
| Nanom Branch  | 0-7438-3005-6                 | 0-7438-3005   |
| Thanon Tllok Uthit 1 Branch                           | 0-7625-6808-7                 | 0-7625-6808   |
| Central Festival Phuket Branch                        | 0-7638-7008-9                 | 0-7636-7701-0 |
| Dan Noi Sadao Branch                                  | 0-7443-4192-3                 | 0-7443-4194   |
| Krabi Branch  | 0-7563-0572-5                 | 0-7563-0576   |
| Thanon Supphasak Rangsan                              | 0-7436-1133-6                 | 0-7436-1136   |
| Hat Yai Branch  |                               |               |
| Talat Plaza Hat Yai Branch                            | 0-7434-9242-4                 | 0-7434-9245   |
| Nakhon S Thammarat Branch                             | 0-7531-3201-4                 | 0-7531-3707   |
| Patong Branch   | 0-7626-9813-4, 0-7628-6824-6  | 0-7629-6821   |

## Foreign Exchange Booth

| <b>In Branch</b>    | <b>Telephone</b>              | <b>Fax</b>  |
|---------------------|-------------------------------|-------------|
| Yaek Asok-Sukhumvit | 0-2258-1913, 0-2258-1916,     | 0-2258-1939 |
| Yannawa             | 0-2289-3872-3                 | 0-2289-0560 |
| Lumpini             | 0-2286-0149, 0-2286-5388,     | 0-2286-0223 |
| Silom               | 0-2234-3010, 0-2236-4747-8    | 0-2236-4749 |
| Chiang Rai          | 0-5371-4029-30, 0-5371-9377-8 | 0-5371-5905 |
| Hua Hin             | 0-3253-1461-2                 | 0-3253-1463 |
| Patong              | 0-7629-6813-4, 0-7628-6824-5  | 0-7629-6821 |

| <b>Stand alone</b>         | <b>Telephone</b> | <b>Fax</b>  |
|----------------------------|------------------|-------------|
| Patak Road 1               | 0-7628-6741      | 0-7628-6742 |
| Taweewong Road 1           | 0-7629-2253      | 0-7629-2254 |
| Taweewong Road 2           | 0-7629-2494      | 0-7629-2495 |
| Taweewong Road 3           | 0-7629-7032      | 0-7629-7033 |
| Rajuthit Road 1            | 0-7629-4204      | 0-7629-4205 |
| Karon 1                    | 0-7628-6273      | 0-7628-6274 |
| Mercure Patong Hotel       | 0-7629-2952      | 0-7629-2953 |
| Jungceylon 2               | 0-7629-5027      | 0-7629-5028 |
| Jungceylon 1               | 0-7629-5025      | 0-7629-5026 |
| Yoko Wat Chaimongkol       | 0-3871-0588      | 0-3871-0589 |
| Soi Boakhaos Pattaya Klang | 0-3872-0931      | 0-3872-0932 |
| Avenue Pattaya Sai 2       | 0-3871-0755      | 0-3871-0756 |
| Wongwan Pla Loma           | 0-3837-1303      | 0-3837-1304 |

| <b>Mobile Exchange</b> | <b>Telephone</b> |
|------------------------|------------------|
| Mobile Exchange 1      | 08-1938-4722     |
| Mobile Exchange 2      | 08-9203-9764     |

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