Finance & Leasing Companies / Thailand

### **AEON Thana Sinsap (Thailand) Public Company Limited**

Update

Ratings		Key
National Long-Term Rating Short-Term Rating	A-(tha) F2(tha)	<b>Stan</b> Com track
Outlook National Long-Term Rating	Stable	rating both

#### **Financial Data**

**AEON Thana Sinsap (Thailand) Public Company Limited** 

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	31 Aug 18	28 Feb 18
Total assets (USDm)	2,578	2,567
Total assets (THBbn)	84.4	80.8
Total equity (THBbn)	17.3	15.8
Net income (THBbn)	1.8 <sup>a</sup>	3.0
Operating profit/	5.4 <sup>b</sup>	4.9
average assets (%)		
Impaired loans/gross loans (%)	2.7	2.4
Loan loss allowances/	128.6	135.7
impaired loans (%)		
Debt/tangible equity	3.7	3.9
(x)		
<sup>a</sup> Six months		

<sup>b</sup> Annualised

Source: Fitch Ratings, Fitch Solutions

#### y Rating Drivers

ndalone Profile Drives Rating: The ratings of AEON Thana Sinsap (Thailand) Public npany Limited (AEONTS) are driven by its sound consumer lending franchise, established k record, strong profitability, and its moderate buffers in capital and asset quality. The gs also reflect the high level of competition in the unsecured personal-lending sector from commercial banks and non-bank financial institutions.

Well-Established Franchise: AEONTS is one of the largest non-bank consumer finance companies in Thailand. Around 90% of the company's total revenue is from credit cards and personal loans. AEONTS has built up a sustainable presence and scale since its incorporation in 1992, supported by a nationwide network of 104 branches as of August-2018.

Robust Market Share: Fitch estimates that AEONTS has market shares of 9.9% in credit cards and 10.8% in personal loans as of August-2018 (data includes banks and non-banks). In particular, AEONTS has been able to expand its credit card business (from a market share of around 7% in 2014) through partnerships with corporates such as hypermarket chain Big C and national carrier Thai Airways, and by entering into higher-income segments. Fitch expects competition in this sector to remain high.

Asset Quality Stable: AEONTS's loans delinquent for more than three months have mostly been in line with or better than sector trends, and have slightly improved over the past several quarters. However, while the operating environment appears to be stable now, there remain medium-term risks, particularly due to high levels of household indebtedness. This suggests downside risks to impairments should the economic situation unexpectedly deteriorate.

The Bank of Thailand implemented macro-prudential measures in the credit card and personal loan segments in September 2017, which are aimed at controlling consumer leverage in lowerincome segments. The measures have reduced short-term growth in the sector, but should support the sector's asset quality over the medium to long term.

Relatively Strong Profitability: AEONTS has had a sound through-the-cycle earnings track record, despite a sometimes-volatile operating environment. Fitch assesses the company's near-term outlook as relatively benign, supported by improving economic growth, low unemployment rates and stabilising credit costs.

More Diverse Funding than Non-Banks: AEONTS's funding sources are diverse compared with other non-banks. It has long-standing, close links to Japanese banks, supported by its group relationships. AEONTS also has a history of good access to capital markets, including past securitised issuances. Nevertheless, the company's funding and liquidity situation may not be as strong as that of commercial banks that have stable, low-cost deposit bases.

#### **Rating Sensitivities**

Franchise and Capital Improvements: There could be upside to the ratings if AEONTS were to further build its franchise, which would be evident in enhancements in scale and profitability, as well as its capital buffers, without a concurrent increase in risk appetite.

Significant Deteriorations: There could be downside to the ratings if AEONTS's financial performance were to significantly deteriorate, particularly in terms of asset quality and leverage.

#### **Related Research**

Fitch Affirms AEON Thana Sinsap at 'A-(tha)'; Outlook Stable (August 2018)

#### Analysts

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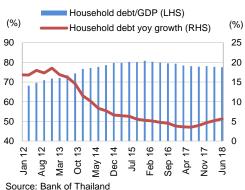
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# **Fitch**Ratings

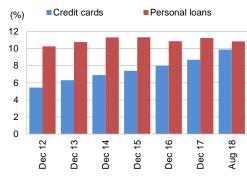
## **Financial Institutions**

- Household debt of nearly 80% of GDP is high compared with that of other emerging markets. The rate of growth of household debt has slowed, but the high levels of indebtedness means that consumers may be more vulnerable in the event of worse-than-expected economic stresses.
- Thai unemployment levels have remained low. Average wage growth over the recent years has been muted due to weak economic growth and low inflation, leading to reduced growth opportunities for consumer lenders.
- AEONTS has consistently expanded its credit card market share over the past five years, while retaining its sound presence in the personal loan segment. While some smaller players in the Thai market have exited these businesses, Fitch views that AEONTS has achieved sustainable scale and sound franchise in both segments.
- AEONTS has consistently been profitable even in difficult economic conditions. Underlying profitability should be further boosted by the company's improving economies of scale.
- Fitch's base-case expectation is that operating conditions remain conducive to relatively stable asset quality. AEONTS also has some buffer, such as loan loss allowances and capital, against sharp and unanticipated asset-quality deterioration.

#### Thai Household Debt

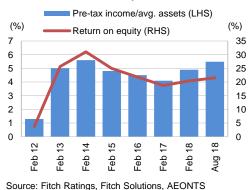


#### **AEONTS Market Shares**



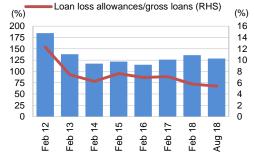
Source: Fitch Ratings estimates, Bank of Thailand

#### **AEONTS Profitability Trends**



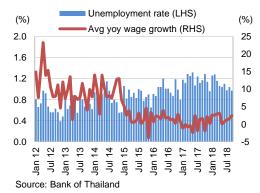
#### **AEONTS Asset Quality Buffers**





Source: Fitch Ratings, Fitch Solutions, AEONTS

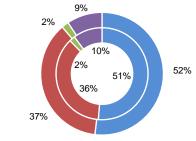
#### **Thai Labour Market**



#### **AEONTS Revenue Breakdown**

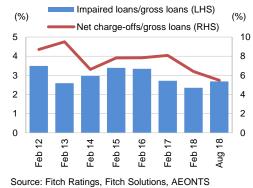
Outer circle: Aug 2018 Inner circle: FY17

Personal loans Credit cards Hire purchase Other



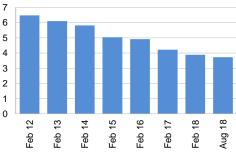
Source: AEONTS

#### **AEONTS Asset Quality Trends**



#### **AEONTS Capitalisation**

Debt/tangible equity (x)



Source: Fitch Ratings, Fitch Solutions, AEONTS

#### **Related Criteria**

Non-Bank Financial Institutions Rating Criteria (October 2018) National Scale Ratings Criteria (July 2018)

#### AEON Thana Sinsap (Thailand) Public Company Limited

Income Statement

	6 Months - Interim	31 Aug 2018 onths - Interim		28 Feb 2018 Year End THBm Audited - Unqualified	As % of Earning Assets	28 Feb 2017 Year End THBm Audited - Unqualified	As % of Earning Assets	29 Feb 2016 Year End THBm Audited - Unqualified	As % of Earning Assets	20 Feb 2015 Year End THBm Audited - Unqualified	As % of Earning Assets
	USDm - Reviewed Unqualified	THBm Reviewed - Unqualified	Earning Assets								
1. Interest Income on Loans	279.9	9.164.9	23.55	16.748.9	22.76	15,904.0	24.24	15,527.4	23.82	15.248.0	25.94
2. Other Interest Income	n.a.	n.a.	20.00	n.a.		n.a.		n.a.	20.02	n.a.	20.01
3. Dividend Income	n.a.	n.a.	-	n.a.	-	n.a.		n.a.	-	n.a.	-
4. Gross Interest and Dividend Income	279.9	9,164.9	23.55	16.748.9	22.76	15.904.0	24.24	15.527.4	23.82	15,248.0	25.94
5. Interest Expense on Customer Deposits	n.a.	n.a.		n.a.		n.a.		n.a.	-	n.a.	20.01
6. Other Interest Expense	33.8	1,105.8	2.84	2.104.5	2.86	2.110.2	3.22	2,302.9	3.53	2.358.3	4.01
7. Total Interest Expense	33.8	1,105.8	2.84	2,104.5	2.86	2,110.2	3.22	2,302.9	3.53	2,358.3	4.01
8. Net Interest Income	246.1	8,059.1	20.71	14,644.4	19.90	13,793.8	21.02	13,224.5	20.28	12,889.7	21.93
9. Net Fees and Commissions	11.7	383.2	0.98	549.9	0.75	478.1	0.73	679.6	1.04	460.4	0.78
10. Net Gains (Losses) on Trading and Derivatives	n.a.	n.a.	0.50	n.a.	- 0.75	470.1 n.a.	0.75	n.a.	1.04	400.4 n.a.	0.70
11. Net Gains (Losses) on Assets and Liabilities at FV	n.a.	n.a.		n.a.		n.a.		n.a.		n.a.	
12. Net Gains (Losses) on Other Securities	n.a.	n.a.	-	n.a.		n.a.		n.a.		n.a.	-
13. Net Insurance Income	n.a.	n.a.		n.a.		n.a.		n.a.		n.a.	
14. Other Operating Income	6.4	209.5	0.54	584.9	0.79	708.3	1.08	691.5	1.06	870.7	1.48
15. Total Non-Interest Operating Income	18.1	592.7	1.52	1,134.8	1.54	1.186.4	1.81	1.371.1	2.10	1.331.1	2.26
16. Total Operating Income	264.2	8,651.8	22.23	15,779.2	21.44	14,980.2	22.83	14,595.6	22.39	14,220.8	2.20
17. Personnel Expenses	n.a.	n.a.		2,711.5	3.68	2,413.3	3.68	2,314.7	3.55	2,106.9	3.58
18. Other Operating Expenses	130.9	4.286.2	11.01	5,265,4	7.15	4.894.4	7.46	4.978.8	7.64	4,720.5	8.03
19. Total Non-Interest Expenses	130.9	4,286.2	11.01	7,976.9	10.84	7,307.7	11.14	7,293.5	11.19	6,827.4	11.62
	0.1	4,200.2	0.01	0.9	0.00			4.0	0.01	20.4	0.03
20. Equity-accounted Profit/ Loss - Operating	133.5	4,369.5	11.23	7.803.2	10.60	(9.7) 7.662.8	(0.01) 11.68	7.306.1	11.21	20.4 7.413.8	12.61
21. Pre-Impairment Operating Profit			-	1				1			-
22. Loan Impairment Charge	64.4	2,107.4	5.42	4,075.4 6.6	5.54 0.01	4,617.6	7.04	4,221.6	6.47	4,386.1	7.46
23. Securities and Other Credit Impairment Charges	n.a.	n.a.				n.a.	-	n.a.	-	n.a.	- 
24. Operating Profit	69.1	2,262.1	5.81	3,721.2	5.06	3,045.2	4.64	3,084.5	4.73	3,027.7	5.15
25. Equity-accounted Profit/ Loss - Non-operating	n.a.	n.a.	-	n.a.		n.a.	-	n.a.	-	n.a.	-
26. Goodwill Impairment	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	-
27. Non-recurring Income	n.a.	n.a.	-	n.a.	-	n.a.	-	0.2	0.00	n.a.	-
28. Non-recurring Expense	0.1	3.1	0.01	6.8	0.01	32.4	0.05	n.a.	-	0.0	0.00
29. Change in Fair Value of Own Debt	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	-
30. Other Non-operating Income and Expenses	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	-
31. Pre-tax Profit	69.0	2,259.0	5.81	3,714.4	5.05	3,012.8	4.59	3,084.7	4.73	3,027.7	5.15
32. Tax expense	13.7	447.4	1.15	720.0	0.98	594.7	0.91	625.2	0.96	611.2	1.04
33. Profit/Loss from Discontinued Operations	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	-
34. Net Income	55.3	1,811.6	4.66	2,994.4	4.07	2,418.1	3.68	2,459.5	3.77	2,416.5	4.11
35. Change in Value of AFS Investments	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	-
36. Revaluation of Fixed Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	-
37. Currency Translation Differences	0.4	14.2	0.04	(66.6)	(0.09)	(20.2)	(0.03)	(14.9)	(0.02)	(11.1)	(0.02)
38. Remaining OCI Gains/(losses)	n.a.	n.a.	-	11.7	0.02	(16.1)	(0.02)	7.4	0.01	(5.5)	(0.01)
39. Fitch Comprehensive Income	55.8	1,825.8	4.69	2,939.5	3.99	2,381.8	3.63	2,452.0	3.76	2,399.9	4.08
40. Memo: Profit Allocation to Non-controlling Interests	0.7	22.4	0.06	28.1	0.04	14.6	0.02	13.1	0.02	(1.0)	(0.00)
41. Memo: Net Income after Allocation to Non-controlling Interest	sts 54.6	1,789.2	4.60	2,966.3	4.03	2,403.5	3.66	2,446.4	3.75	2,417.5	4.11
42. Memo: Common Dividends Relating to the Period	n.a.	n.a.	-	962.5	1.31	862.4	1.31	862.4	1.32	862.3	1.47
43. Memo: Preferred Dividends and Interest on Hybrid Capital Accounted for as Equity Related to the Period	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Exchange rate		USD1 = THB32.74	42	USD1 = THB31.464	ι ι	JSD1 = THB34.881	9 1	USD1 = THB35.725	52 L	JSD1 = THB32.56	63

Source for tables on Page 3, 4 and 5: Fitch Ratings, Fitch Solutions

#### AEON Thana Sinsap (Thailand) Public Company Limited

Balance Sheet

	6 Months -	1 Aug 2018 6 Months -		28 Feb 2018		28 Feb 2017		29 Feb 2016		20 Feb 2015	
	Interim	Interim	As % of	Year End	As % of	Year End	As % of	Year End	As % of	Year End	As %
ssets	USDm	THBm	Assets	THBm	Assets	THBm	Assets	THBm	Assets	THBm	Asse
Loans											
1. Residential Mortgage Loans	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	
2. Other Mortgage Loans 3. Other Consumer/ Retail Loans	n.a. n.a.	n.a. n.a.	-	n.a.	-	n.a. n.a.	-	n.a.	-	n.a.	
4. Corporate & Commercial Loans	n.a. n.a.	n.a. n.a.		n.a. n.a.		n.a. n.a.		n.a. n.a.		n.a. n.a.	
5. Other Loans	2,427.5	79,481.7	94.17	75,652.0	93.66	65,982.1	90.84	62,982.5	86.93	58,777.3	91.2
6. Less: Loan Loss Allowances	83.6	2,735.9	3.24	2,414.2	2.99	2,259.4	3.11	2,412.0	3.33	2,428.5	3.7
7. Net Loans 8. Gross Loans	2,344.0 2,427.5	76,745.8 79,481.7	90.93 94.17	73,237.8 75,652.0	90.67 93.66	63,722.7 65,982.1	87.73 90.84	60,570.5 62,982.5	83.60 86.93	56,348.8	87.5 91.2
9. Memo: Impaired Loans included above	2,427.5	2,127.3	2.52	1,778.9	2.20	1,792.5	2.47	2,105.7	2.91	58,777.3 1,992.2	3.0
10. Memo: Specific Loan Loss Allowances	n.a.	n.a.		n.a.		n.a.	-	n.a.		n.a.	
Other Earning Assets											
1. Loans and Advances to Banks	n.a.	n.a.	-	n.a.		n.a.	-	n.a.		n.a.	
2. Reverse Repos and Securities Borrowing 3. Derivatives	n.a. 11.9	n.a. 391.0	0.46	n.a. 303.7	0.38	n.a. 1,840.1	2.53	n.a. 3,161.0	- 4.36	n.a. 965.2	1.5
4. Trading Securities and at FV through Income	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	
5. Available for Sale Securities	n.a.	n.a.	-	n.a.		n.a.	-	n.a.	-	n.a.	
6. Held to Maturity Securities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	
7. Other Securities 8. Total Securities	0.6 <b>0.6</b>	20.1 20.1	0.02	20.1 20.1	0.02	26.7 26.7	0.04 0.04	26.7 26.7	0.04 0.04	26.7 26.7	0.0 0.0
9. Memo: Government Securities included Above	n.a.	n.a.	0.02	n.a.	0.02	n.a.	0.04	n.a.	0.04	n.a.	0.0
10. Memo: Total Securities Pledged	n.a.	n.a.	-	n.a.		n.a.	-	n.a.	-	n.a.	
11. Equity Investments in Associates	1.1	36.4	0.04	32.5	0.04	31.5	0.04	41.2	0.06	37.2	0.0
12. Investments in Property	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	
13. Insurance Assets 14. Other Earning Assets	n.a. n.a.	n.a. n.a.		n.a. n.a.		n.a. n.a.		n.a. 1,399.4	- 1.93	n.a. 1,399.4	2.1
15. Total Earning Assets	2,357.6	77,193.3	91.46	73,594.1	91.11	65,621.0	90.34	65,198.8	89.99	58,777.3	91.2
Non-Earning Assets											
1. Cash and Due From Banks	121.8	3,989.0	4.73	4,089.8	5.06	3,649.1	5.02	3,808.6	5.26	2,769.4	4.3
2. Memo: Mandatory Reserves included above	n.a.	n.a.	-	n.a.		n.a.	-	n.a.	-	n.a.	
3. Foreclosed Assets 4. Fixed Assets	n.a. 28.6	n.a. 935.0	- 1.11	n.a. 900.5	- 1.11	n.a. 1,044.9	- 1.44	n.a. 949.7	- 1.31	n.a. 1,029.8	1.6
5. Goodwill	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	1.0
6. Other Intangibles	16.5	540.0	0.64	527.5	0.65	591.5	0.81	650.4	0.90	737.4	1.1
7. Current Tax Assets	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	
8. Deferred Tax Assets	16.5	540.8	0.64	446.6	0.55	395.9	0.55	459.1	0.63	481.2	0.7
9. Discontinued Operations 10. Other Assets	n.a. 36.8	n.a. 1,206.2	- 1.43	n.a. 1,212.9	- 1.50	n.a. 1,335.9	- 1.84	n.a. 1,384.6	- 1.91	n.a. 597.0	0.9
11. Total Assets	2,577.9	84,404.3	100.00	80,771.4	100.00	72,638.3	100.00	72,451.2	100.00	64,392.1	100.0
iabilities and Equity											
Interest-Bearing Liabilities											
1. Total Customer Deposits	n.a.	n.a.	-	n.a.		n.a.	-	n.a.	-	n.a.	
2. Deposits from Banks	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	
<ol> <li>Repos and Securities Lending</li> <li>Commercial Paper and Short-term Borrowings</li> </ol>	n.a. 682.3	n.a. 22,340.4	- 26.47	n.a. 18,305.8	- 22.66	n.a. 16,365.6	- 22.53	n.a. 19,759.9	- 27.27	n.a. 13,848.5	21.5
5. Customer Deposits and Short-term Funding	682.3	22,340.4	26.47	18,305.8	22.66	16,365.6	22.53	19,759.9	27.27	13,848.5	21.5
6. Senior Unsecured Debt	1,222.6	40,030.6	47.43	41,033.9	50.80	39,282.3	54.08	37,332.5	51.53	35,107.6	54.5
7. Subordinated Borrowing	2.3	76.0	0.09	71.2	0.09	45.3	0.06	29.9	0.04	n.a.	
8. Covered Bonds	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	
9. Other Long-term Funding 10. Total LT Funding	0.0 1,224.9	0.3 40,106.9	0.00 47.52	4.9 <b>41,110.0</b>	0.01 <b>50.90</b>	16.9 39,344.5	0.02 54.16	n.a. 37,362.4	51.57	n.a. 35,107.6	54.5
11. Memo: o/w matures in less than 1 year	n.a.	40,100.9 n.a.	47.52	41,110.0 n.a.	- 50.90	.a.	- 54.10	n.a.	51.57	n.a.	34.3
12. Trading Liabilities	n.a.	n.a.	-	n.a.		n.a.	-	n.a.	-	n.a.	
13. Total Funding	1,907.3	62,447.3	73.99	59,415.8	73.56	55,710.1	76.70	57,122.3	78.84	48,956.1	76.0
14. Derivatives	52.4	1,717.2	2.03	2,772.6	3.43	789.9	1.09	549.3	0.76	2,731.9	4.2
15. Total Funding and Derivatives Non-Interest Bearing Liabilities	1,959.7	64,164.5	76.02	62,188.4	76.99	56,500.0	77.78	57,671.6	79.60	51,688.0	80.2
1. Fair Value Portion of Debt	n.a.	n.a.		n.a.	-	n.a.		n.a.	-	n.a.	
2. Credit impairment reserves	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	
3. Reserves for Pensions and Other	5.6	182.5	0.22	151.9	0.19	132.9	0.18	89.0	0.12	76.2	0.1
4. Current Tax Liabilities	15.8	515.9	0.61	413.6	0.51	266.5	0.37	281.7	0.39	314.5	0.4
5. Deferred Tax Liabilities 6. Other Deferred Liabilities	n.a. n.a.	n.a. n.a.		n.a. 173.6	- 0.21	n.a. 133.3	- 0.18	n.a. 133.2	- 0.18	n.a. 105.9	0.1
7. Discontinued Operations	n.a.	n.a.	-	n.a.		n.a.	-	n.a.	-	n.a.	0.1
8. Insurance Liabilities	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	
9. Other Liabilities	68.7	2,247.8	2.66	2,022.1	2.50	1,832.7	2.52	2,019.0	2.79	1,762.7	2.7
10. Total Liabilities Hybrid Capital	2,049.7	67,110.7	79.51	64,949.6	80.41	58,865.4	81.04	60,194.5	83.08	53,947.3	83.7
1. Pref. Shares and Hybrid Capital accounted for as Debt	n.a.	n.a.	-	n.a.		n.a.	-	n.a.	-	n.a.	
2. Pref. Shares and Hybrid Capital accounted for as Equity	n.a.	n.a.	-	n.a.	-	n.a.	-	n.a.	-	n.a.	
Equity											
1. Common Equity	520.8	17,053.4	20.20	15,826.5	19.59	13,728.7	18.90	12,185.9	16.82	10,445.3	16.2
2. Non-controlling Interest	10.0	325.8	0.39	85.2	0.11	76.2	0.10	83.9	0.12	0.6	0.0
<ol> <li>Securities Revaluation Reserves</li> <li>Foreign Exchange Revaluation Reserves</li> </ol>	n.a. (2.6)	n.a. (85.6)	- (0.10)	n.a. (89.9)	- (0.11)	n.a. (32.0)	- (0.04)	n.a. (13.1)	- (0.02)	n.a. (1.1)	(0.0
5. Fixed Asset Revaluations and Other Accumulated OCI	(2.0) n.a.	(85.6) n.a.	(0.10)	(09.9) n.a.		(32.0) n.a.	(0.04)	(13.1) n.a.	(0.02)	(1.1) n.a.	(0.0
6. Total Equity	528.2	17,293.6	20.49	15,821.8	19.59	13,772.9	18.96	12,256.7	16.92	10,444.8	16.3
7. Memo: Equity plus Pref. Shares and Hybrid Capital accounted fo	528.2	17,293.6	20.49	15,821.8	19.59	13,772.9	18.96	12,256.7	16.92	10,444.8	16.2
8. Total Liabilities and Equity	2,577.9	84,404.3	100.00	80,771.4	100.00	72,638.3	100.00	72,451.2	100.00	64,392.1	100.0
9. Memo: Fitch Core Capital	495.2	16,212.8	19.21	14,847.7	18.38	12,785.5	17.60	11,147.9	15.39	9,226.2	14.3

### AEON Thana Sinsap (Thailand) Public Company Limited **Summary Analytics**

6 Months - Interim         Year End         Year End         Year End         Year End           A. Interest Ratios	
1. Interest Income/ Average Earning Assets         24.17         24.16         24.03         24.96           2. Interest Income on Loans/ Average Gross Loans         23.49         23.70         24.38         25.44           3. Interest Expense on Customer Deposits/ Average Customer Deposits         n.a.         n.a. </th <th>Year End</th>	Year End
2. Interest Income on Loams/ Average Gross Leans         23.49         23.70         24.38         25.44           3. Interest Expense on Customer Deposits/ Average Customer Deposits         n.a.         n	
n.a.         n.a.         n.a.         n.a.         n.a.           4. Interest Expense/ Average Interest-bearing Liabilities         3.49         3.56         3.64         4.24           5. Net Interest Expense/ Average Interest-bearing Liabilities         3.49         3.56         3.64         4.24           6. Net Int. Inc. Less Loan Impairment Charges/ Ax Earning Assets         15.69         15.25         13.86         14.47           7. Net Interest Inc.cess Preferred Stock Dividend/ Average Earning Assets         21.25         21.13         20.84         21.26           B. Other Operating Profit/ Nisk Weighted Assets         n.a.         n.a.         n.a.         n.a.           1. Operating Profit/ Nisk Weighted Assets         n.a.         n.a.         n.a.         n.a.           2. Non-Interest Expense/ Gross Revenues         6.85         7.19         7.92         9.39           6. Non-Interest Expense/ Average Total Assets         10.32         10.45         9.98         10.73           7. Pre-impairment Op. Profit / Average Total Assets         10.52         10.22         10.47         10.75           9. Operating Profit Ability Ratios         10.52         10.22         10.47         10.75           9. Operating Profit Average Total Assets         10.32         20.30         3.62	26.27
4. Interest Expense/ Average Interest-bearing Liabilities         3.49         3.66         3.64         4.24           5. Net Interest Income/ Average Earning Assets         21.25         21.31         20.84         21.26           6. Net Int. Inc Less Loan Impairment Charges/ Av. Earning Assets         1.669         15.25         13.86         14.47           7. Net Interest Inc Less Preferred Stock Dividend/ Average Earning Assets         21.25         21.13         20.84         21.26           B. Other Operating Profit Insit Weighted Assets         n.a.         n.a.         n.a.         n.a.           1. Operating Profit Average Total Assets         n.a.         n.a.         n.a.         n.a.           2. Non-Interest Income/ Gross Revenues         6.85         7.19         7.92         9.39           6. Non-Interest Income/ Gross Revenues         6.85         7.19         7.92         9.39           6. Non-Interest Income/ Gross Revenues         10.32         10.45         9.88         10.73           7. Pre-impairment Op. Profit Average Total Assets         10.52         10.22         10.47         10.75           9. Operating Profit Average Total Equity         21.53         20.39         18.72         21.79           1. Net Income/ Average Total Equity         21.53         20.39	26.49
5. Net Interest Income/ Avage Earning Assets       21.25       21.13       20.84       21.26         6. Net Int. Inc Less Loan Impairment Charges / Av. Earning Assets       15.69       15.25       13.86       14.47         7. Net Interest Inc Less Prefered Stock Dividend/ Avarage Earning Assets       1.25       21.13       20.84       21.25         8. Other Operating Profitability Ratios	n.a.
6. Net Int. Inc Less Loan Impairment Charges/ Av. Earning Assets       16,69       15,25       13,86       14.47         7. Net Interest Inc Less Preterred Stock Dividend/ Average Earning Assets       21,25       21,13       20,84       21,26         B. Other Operating Profit ability Ratios       n.a.       n.a.       n.a.       n.a.       n.a.       n.a.         1. Operating Profit ability Ratios       n.a.       n.a.       n.a.       n.a.       n.a.         2. Non-Interest Expense? Fore-impairment Op. Profit       48,23       52,31       60,26       57,78         4. Operating Profit/Average Total Assets       54,4       4,87       4,16       4,54         5. Non-Interest Incorne/ Gross Revenues       6,85       7,19       7,92       9,39         6. Non-Interest Incorne/ Gross Revenues       6,85       10,32       10,45       9,98       10,73         7. Pre-impairment Op. Profit / Average Total Assets       10,52       10,22       10,47       10,75         9. Operating Profit Ability Ratios       T       1.       Net Income/ Average Total Assets       4,36       3,29       3,30       3,62         3. Fitch Comprehensive Incorne/ Average Total Equity       21,53       20,39       18,72       21,73         2. Tatin Comprehensive Incorne/ Average Total A	4.61
7. Net Interest Inc Less Prefered Stock Dividend/ Average Earning Assets       21.25       21.13       20.84       21.26         B. Other Operating Profit Nikk Weighted Assets       n.a.       n.a.       n.a.       n.a.         1. Operating Profit/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         2. Non-Interest Expense/ Gross Revenues       49.54       50.55       48.78       49.97         3. Loans and securities impairment charges/ Pre-impairment Op. Profit       48.23       52.31       60.26       57.78         4. Operating Profit/ Average Total Assets       10.32       10.45       9.98       10.73         5. Non-Interest Expense/ Average Total Assets       10.32       10.45       9.98       10.73         7. Pre-impairment Op. Profit/ Average Equity       51.94       53.14       59.31       64.74         8. Pre-impairment Op. Profit Average Total Assets       10.52       10.22       10.47       10.75         9. Operating Profitability Ratios       10.52       20.39       18.72       21.79         2. Net Income/ Average Total Equity       21.53       20.39       18.72       21.79         2. Net Income/ Average Total Assets       4.39       3.85       3.25       3.61         5. Taraki Income/ Average Total Assets <t< td=""><td>22.21</td></t<>	22.21
B. Other Operating Profitability Ratios         n.a.         n.a. <td>14.65</td>	14.65
1. Operating Profit/ Risk Weighted Assets       n.a.       n.a. <t< td=""><td>22.21</td></t<>	22.21
2. Non-Interest Expense/ Gross Revenues       49.54       50.55       48.78       49.97         3. Loans and securities impairment charges/ Pre-impairment Op. Profit       48.23       52.31       60.26       57.78         4. Operating Profit/ Average Total Assets       5.44       4.87       4.16       4.54         5. Non-Interest Income/ Gross Revenues       6.85       7.19       7.92       9.39         6. Non-Interest Expense/ Average Total Assets       10.32       10.45       9.98       10.73         7. Pre-impairment Op. Profit/ Average Equity       21.62       10.22       10.47       10.75         9. Operating Profit/ Average Equity       21.53       20.39       18.72       21.79         2. Net Income/ Average Total Assets       4.36       3.92       3.30       3.62         3. Fitch Comprehensive Income/ Average Total Assets       4.39       3.85       3.25       3.61         5. Taxes/ Pre-tax Profit       19.81       19.38       19.74       20.27         6. Net Income/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         1. FCC/ FCC-Adjusted Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         2. Targible Common Equity Ter 1 Capital Ratio       n.a.       n.a.       n.a.	
3. Loans and securities impairment charges/ Pre-impairment Op. Profit       48.23       52.31       60.26       57.78         4. Operating Profit Average Total Assets       5.44       4.67       4.16       4.54         5. Non-Interest Income/ Gross Revenues       6.85       7.19       7.92       9.39         6. Non-Interest Expense/ Average Total Assets       10.32       10.45       9.98       10.73         7. Pre-impairment Op. Profit/ Average Equity       51.94       53.14       59.31       64.74         8. Pre-impairment Op. Profit/ Average Total Assets       10.52       10.22       10.47       10.75         9. Operating Profit/ Average Total Assets       10.52       20.39       18.72       21.79         1. Net Income/ Average Total Equity       21.53       20.39       18.72       21.79         2. Net Income/ Average Total Equity       21.70       20.02       18.44       21.73         4. Fitch Comprehensive Income/ Average Total Assets       4.39       3.85       3.25       3.61         5. Taxes/ Pre-tax Profit       19.81       19.38       19.74       20.27         6. Net Income/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         1. FCC/ FCC-Adjusted Risk Weighted Assets       19.46       18.61 <t< td=""><td>n.a.</td></t<>	n.a.
4. Operating Profit/ Average Total Assets       5.44       4.87       4.16       4.54         5. Non-Interest Income/ Gross Revenues       6.85       7.19       7.92       9.39         6. Non-Interest Expense/ Average Total Assets       10.32       10.45       9.98       10.73         7. Pre-impairment Op. Profit/ Average Equity       51.94       53.14       59.31       64.74         8. Pre-impairment Op. Profit/ Average Total Assets       10.52       10.22       10.47       10.75         9. Operating Profit/ Average Equity       26.89       25.34       23.57       27.33         C. Other Profitability Ratios         The Income/ Average Total Equity       21.53       20.39       18.72       21.79         2. Net Income/ Average Total Assets       4.36       3.92       3.30       3.62         3. Fitch Comprehensive Income/ Average Total Equity       21.70       20.02       18.44       21.73         4. Fitch Comprehensive Income/ Average Total Assets       n.a.       n.a.       n.a.       n.a.         5. Taxes/ Pre-tax Profit       19.81       19.83       19.74       20.27         6. Net Income/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         1. FCC/ FCC-Adjusted Risk Weighted Asse	48.01
5. Non-Interest Income/ Gross Revenues       6.85       7.19       7.92       9.39         6. Non-Interest Expense/ Average Total Assets       10.32       10.45       9.98       10.73         7. Pre-impairment Op. Profit / Average Total Assets       10.52       10.22       10.47       10.75         9. Operating Profit / Average Total Assets       10.52       10.22       10.47       10.75         9. Operating Profit / Average Total Assets       10.52       20.22       10.47       10.75         9. Operating Profit / Average Total Assets       26.89       25.34       23.57       27.33         C. Other Profitability Ratios	59.16
6. Non-Interest Expense/ Average Total Assets       10.32       10.45       9.98       10.73         7. Pre-impairment Op. Profit/ Average Equity       51.94       53.14       59.31       64.74         8. Pre-impairment Op. Profit/ Average Total Assets       10.52       10.22       10.47       10.75         9. Operating Profit/ Average Equity       26.89       25.34       23.57       27.33         C. Other Profitability Ratios       7       21.53       20.39       18.72       21.79         2. Net Income/ Average Total Assets       4.36       3.92       3.30       3.62         3. Fitch Comprehensive Income/ Average Total Assets       4.39       3.85       3.25       3.61         5. Taxes/ Pre-tax Profit       19.81       19.38       19.74       20.27         6. Net Income/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         1. FCC/ FCC-Adjusted Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         1. FCC/ FCC-Adjusted Risk Weighted Assets       19.46       18.61       17.84       15.63         3. Equity/ Total Assets       19.46       18.61       17.84       15.63         3. Equity/ Total Assets       n.a.       n.a.       n.a.       n.a.	4.79
7. Pre-impairment Op. Profit/ Average Equity       51.94       53.14       59.31       64.74         8. Pre-impairment Op. Profit/ Average Total Assets       10.52       10.22       10.47       10.75         9. Operating Profit/ Average Equity       26.89       25.34       23.57       27.33         C Other Profitability Ratios	9.36
8. Pre-impairment Op. Profit/ Average Total Assets       10.52       10.22       10.47       10.75         9. Operating Profit/ Average Equity       26.89       25.34       23.57       27.33         C. Other Profitability Ratios       21.53       20.39       18.72       21.79         1. Net Income/ Average Total Assets       4.36       3.92       3.30       3.62         3. Fitch Comprehensive Income/ Average Total Assets       4.39       3.85       3.25       3.61         5. Taxes/ Pre-tax Profit       19.81       19.38       19.74       20.27         6. Net Income/ Average Total Assets       n.a.       n.a.       n.a.       n.a.         D. Capitalization       1       FCC FCC-Adjusted Risk Weighted Assets       n.a.       n.a.       n.a.         1. FCC/ FCC-Adjusted Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.       n.a.         2. Tangible Common Equity/ Tangible Assets       19.46       18.61       17.84       15.63         3. Equity/ Total Assets       n.a.       n.a.       n.a.       n.a.       n.a.         4. Basel Leverage Ratio       n.a.       n.a.       n.a.       n.a.       n.a.         5. Common Equity Tier 1 Capital Ratio       n.a.       n.a.       n.a. <td>10.80</td>	10.80
9. Operating Profit/Average Equity         26.89         25.34         23.57         27.33           C. Other Profitability Ratios	76.58
C. Other Profitability Ratios           1. Net Income/ Average Total Equity         21.53         20.39         18.72         21.79           2. Net Income/ Average Total Assets         4.36         3.92         3.30         3.62           3. Fitch Comprehensive Income/ Average Total Equity         21.70         20.02         18.44         21.73           4. Fitch Comprehensive Income/ Average Total Assets         4.39         3.85         3.25         3.61           5. Taxes/ Pre-tax Profit         19.81         19.38         19.74         20.27           6. Net Income/ Risk Weighted Assets         n.a.         n.a.         n.a.         n.a.           D. Capitalization	11.73
1. Net Income/ Average Total Equity       21.53       20.39       18.72       21.79         2. Net Income/ Average Total Assets       4.36       3.92       3.30       3.62         3. Fitch Comprehensive Income/ Average Total Assets       4.39       3.85       3.25       3.61         5. Taxes/ Pre-tax Profit       19.81       19.38       19.74       20.27         6. Net Income/ Average Total Assets       n.a.       n.a.       n.a.       n.a.       n.a.         1. FCC/ FCC-Adjusted Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.       n.a.         1. FCC/ FCC-Adjusted Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.       n.a.         2. Targible Common Equity/ Total Assets       19.46       18.61       17.84       15.63         3. Equity/ Total Assets       20.49       19.59       18.96       16.92         4. Basel Leverage Ratio       n.a.       n.a.       n.a.       n.a.         5. Common Equity Tier 1 Capital Ratio       n.a.       n.a.       n.a.       n.a.         6. Fully Loaded Common Equity Tier 1 Capital Ratio       n.a.       n.a.       n.a.       n.a.         7. Tier 1 Capital Ratio       n.a.       n.a.       n.a.       n.a.       n.a. </td <td>31.27</td>	31.27
2. Net Income/ Average Total Assets       4.36       3.92       3.30       3.62         3. Fitch Comprehensive Income/ Average Total Equity       21.70       20.02       18.44       21.73         4. Fitch Comprehensive Income/ Average Total Assets       4.39       3.85       3.25       3.61         5. Taxes/ Pre-tax Profit       19.81       19.38       19.74       20.27         6. Net Income/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         1. FCC/ FCC-Adjusted Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         1. FCC/ FCC-Adjusted Risk Weighted Assets       19.46       18.61       17.84       15.63         3. Equity/ Total Assets       20.49       19.59       18.96       16.92         4. Basel Leverage Ratio       n.a.       n.a.       n.a.       n.a.         5. Common Equity Tier 1 Capital Ratio       n.a.       n.a.       n.a.       n.a.         6. Fully Loaded Common Equity Tier 1 Capital Ratio       n.a.       n.a.       n.a.       n.a.         7. Tier 1 Capital Ratio       n.a.       n.a.       n.a.       n.a.       n.a.         8. Total Capital Ratio       n.a.       n.a.       n.a.       n.a.       n.a.         9. Impai	
3. Fitch Comprehensive Income/ Average Total Equity       21.70       20.02       18.44       21.73         4. Fitch Comprehensive Income/ Average Total Assets       4.39       3.85       3.25       3.61         5. Taxes/ Pre-tax Profit       19.81       19.38       19.74       20.27         6. Net Income/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.       n.a.         D. Capitalization	24.96
4. Fitch Comprehensive Income/ Average Total Assets       4.39       3.85       3.25       3.61         5. Taxes/ Pre-tax Profit       19.81       19.38       19.74       20.27         6. Net Income/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.       n.a.         D. Capitalization	3.82
5. Taxes/ Pre-tax Profit       19.81       19.81       19.38       19.74       20.27         6. Net Income/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.       n.a.         D. Capitalization	24.79
6. Net Income/ Risk Weighted Assetsn.a.n.a.n.a.n.a.D. Capitalization1. FCC/ FCC-Adjusted Risk Weighted Assetsn.a.n.a.n.a.n.a.n.a.2. Tangible Common Equity/ Tangible Assets19.4618.6117.8415.633. Equity/ Total Assets20.4919.5918.9616.924. Basel Leverage Ration.a.n.a.n.a.n.a.5. Common Equity Tier 1 Capital Ration.a.n.a.n.a.n.a.6. Fully Loaded Common Equity Tier 1 Capital Ration.a.n.a.n.a.n.a.7. Tier 1 Capital Ration.a.n.a.n.a.n.a.8. Total Capital Ration.a.n.a.n.a.n.a.9. Impaired Loans less Loan Loss Allowances/ Fitch Core Capital(3.75)(4.28)(3.65)(2.75)10. Impaired Loans less Loan Loss Allowances/ Equity(3.52)(4.02)(3.39)(2.50)11. Cash Dividends Paid & Declared/ Net Incomen.a.n.a.n.a.n.a.12. Risk Weighted Assets/ Total Assetsn.a.n.a.n.a.n.a.13. Risk Weighted Assets - Advanced Method/ Risk Weighted Assetsn.a.n.a.n.a.n.a.14. Risk Weighted Assets - Advanced Method/ Risk Weighted Assetsn.a.n.a.n.a.n.a.	3.80
D. Capitalization1. FCC/ FCC-Adjusted Risk Weighted Assetsn.a.n.a.n.a.n.a.2. Tangible Common Equity/ Tangible Assets19.4618.6117.8415.633. Equity/ Total Assets20.4919.5918.9616.924. Basel Leverage Ration.a.n.a.n.a.n.a.5. Common Equity Tier 1 Capital Ration.a.n.a.n.a.n.a.6. Fully Loaded Common Equity Tier 1 Capital Ration.a.n.a.n.a.n.a.7. Tier 1 Capital Ration.a.n.a.n.a.n.a.8. Total Capital Ration.a.n.a.n.a.n.a.9. Impaired Loans less Loan Loss Allowances/ Fitch Core Capital(3.75)(4.28)(3.65)(2.75)10. Impaired Loans less Loan Loss Allowances/ Equity(3.52)(4.02)(3.39)(2.50)11. Cash Dividends Paid & Declared/ Net Incomen.a.n.a.n.a.n.a.13. Risk Weighted Assets - Standardised/ Risk Weighted Assetsn.a.n.a.n.a.n.a.14. Risk Weighted Assets - Advanced Method/ Risk Weighted Assetsn.a.n.a.n.a.n.a.E. Loan QualityCapital SetsN.a.n.a.n.a.n.a.n.a.	20.19
1. FCC/ FCC-Adjusted Risk Weighted Assetsn.a.n.a.n.a.n.a.n.a.n.a.2. Tangible Common Equity/ Tangible Assets19.4618.6117.8415.633. Equity/ Total Assets20.4919.5918.9616.924. Basel Leverage Ration.a.n.a.n.a.n.a.n.a.5. Common Equity Tier 1 Capital Ration.a.n.a.n.a.n.a.n.a.6. Fully Loaded Common Equity Tier 1 Capital Ration.a.n.a.n.a.n.a.7. Tier 1 Capital Ration.a.n.a.n.a.n.a.n.a.8. Total Capital Ration.a.n.a.n.a.n.a.n.a.9. Impaired Loans less Loan Loss Allowances/ Fitch Core Capital(3.75)(4.28)(3.65)(2.75)10. Impaired Loans less Loan Loss Allowances/ Equity(3.52)(4.02)(3.39)(2.50)11. Cash Dividends Paid & Declared/ Net Incomen.a.n.a.n.a.n.a.12. Risk Weighted Assets - Standardised/ Risk Weighted Assetsn.a.n.a.n.a.n.a.13. Risk Weighted Assets - Standardised/ Risk Weighted Assetsn.a.n.a.n.a.n.a.14. Risk Weighted Assets - Advanced Method/ Risk Weighted Assetsn.a.n.a.n.a.n.a.14. Risk Weighted Assets - Advanced Method/ Risk Weighted Assetsn.a.n.a.n.a.n.a.	n.a.
2. Tangible Common Equity/ Tangible Assets19.4618.6117.8415.633. Equity/ Total Assets20.4919.5918.9616.924. Basel Leverage Ration.a.n.a.n.a.n.a.n.a.5. Common Equity Tier 1 Capital Ration.a.n.a.n.a.n.a.n.a.6. Fully Loaded Common Equity Tier 1 Capital Ration.a.n.a.n.a.n.a.n.a.7. Tier 1 Capital Ration.a.n.a.n.a.n.a.n.a.8. Total Capital Ration.a.n.a.n.a.n.a.n.a.9. Impaired Loans less Loan Loss Allowances/ Fitch Core Capital(3.75)(4.28)(3.65)(2.75)10. Impaired Loans less Loan Loss Allowances/ Equity(3.52)(4.02)(3.39)(2.50)11. Cash Dividends Paid & Declared/ Net Incomen.a.n.a.n.a.n.a.n.a.13. Risk Weighted Assets - Standardised/ Risk Weighted Assetsn.a.n.a.n.a.n.a.n.a.14. Risk Weighted Assets - Advanced Method/ Risk Weighted Assetsn.a.n.a.n.a.n.a.n.a.E. Loan QualityUUUUUUUU	
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9. Impaired Loans less Loan Loss Allowances/ Fitch Core Capital(3.75)(4.28)(3.65)(2.75)10. Impaired Loans less Loan Loss Allowances/ Equity(3.52)(4.02)(3.39)(2.50)11. Cash Dividends Paid & Declared/ Net Incomen.a.32.1435.6635.0612. Risk Weighted Assets/ Total Assetsn.a.n.a.n.a.n.a.13. Risk Weighted Assets - Standardised/ Risk Weighted Assetsn.a.n.a.n.a.n.a.14. Risk Weighted Assets - Advanced Method/ Risk Weighted Assetsn.a.n.a.n.a.n.a.E. Loan QualityUUUUUU	n.a.
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12. Risk Weighted Assets/ Total Assets       n.a.       n.a.       n.a.       n.a.         13. Risk Weighted Assets - Standardised/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         14. Risk Weighted Assets - Advanced Method/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         E. Loan Quality       Image: Comparison of the section of	(4.18)
13. Risk Weighted Assets - Standardised/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.       n.a.         14. Risk Weighted Assets - Advanced Method/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         E. Loan Quality       13. Risk Weighted Assets       13. Risk	35.68
14. Risk Weighted Assets - Advanced Method/ Risk Weighted Assets       n.a.       n.a.       n.a.       n.a.         E. Loan Quality       14. Risk Weighted Assets       14. R	n.a.
E. Loan Quality	n.a.
	n.a.
1. Impaired Loans/ Gross Loans 2.68 2.35 2.72 3.34	
	3.39
2. Growth of Gross Loans 5.06 14.66 4.76 7.15	7.01
3. Loan Loss Allowances/ Impaired Loans         128.61         135.71         126.05         114.55	121.90
4. Loan Impairment Charges/ Average Gross Loans         5.40         5.77         7.08         6.92	7.62
5. Growth of Total Assets 4.50 11.20 0.26 12.52	6.19
6. Loan Loss Allowances/ Gross Loans 3.44 3.19 3.42 3.83	4.13
7. Net Charge-offs/ Average Gross Loans 5.48 6.40 8.08 7.83	7.82
8. Impaired Loans + Foreclosed Assets/ Gross Loans + Foreclosed Assets 2.68 2.35 2.72 3.34	3.39
F. Funding and Liquidity	
1. Loans/ Customer Deposits n.a. n.a. n.a. n.a.	n.a.
2. Liquidity Coverage Ratio n.a. n.a. n.a. n.a.	n.a.
3. Customer Deposits/ Total Funding (including Pref. Shares & Hybrids) n.a. n.a. n.a. n.a. n.a.	n.a.
4. Interbank Assets/ Interbank Liabilities n.a. n.a. n.a. n.a.	n.a.
5. Net Stable Funding Ratio n.a. n.a. n.a. n.a.	n.a.
6. Growth of Total Customer Deposits n.a. n.a. n.a. n.a.	n.a.

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