

Thailand's financial sector

Bhanupong

Lecture 23

Mark Twain

- “It ain't what you don't know that gets you into trouble.
- It's what you know for sure that just ain't so.”

Outline

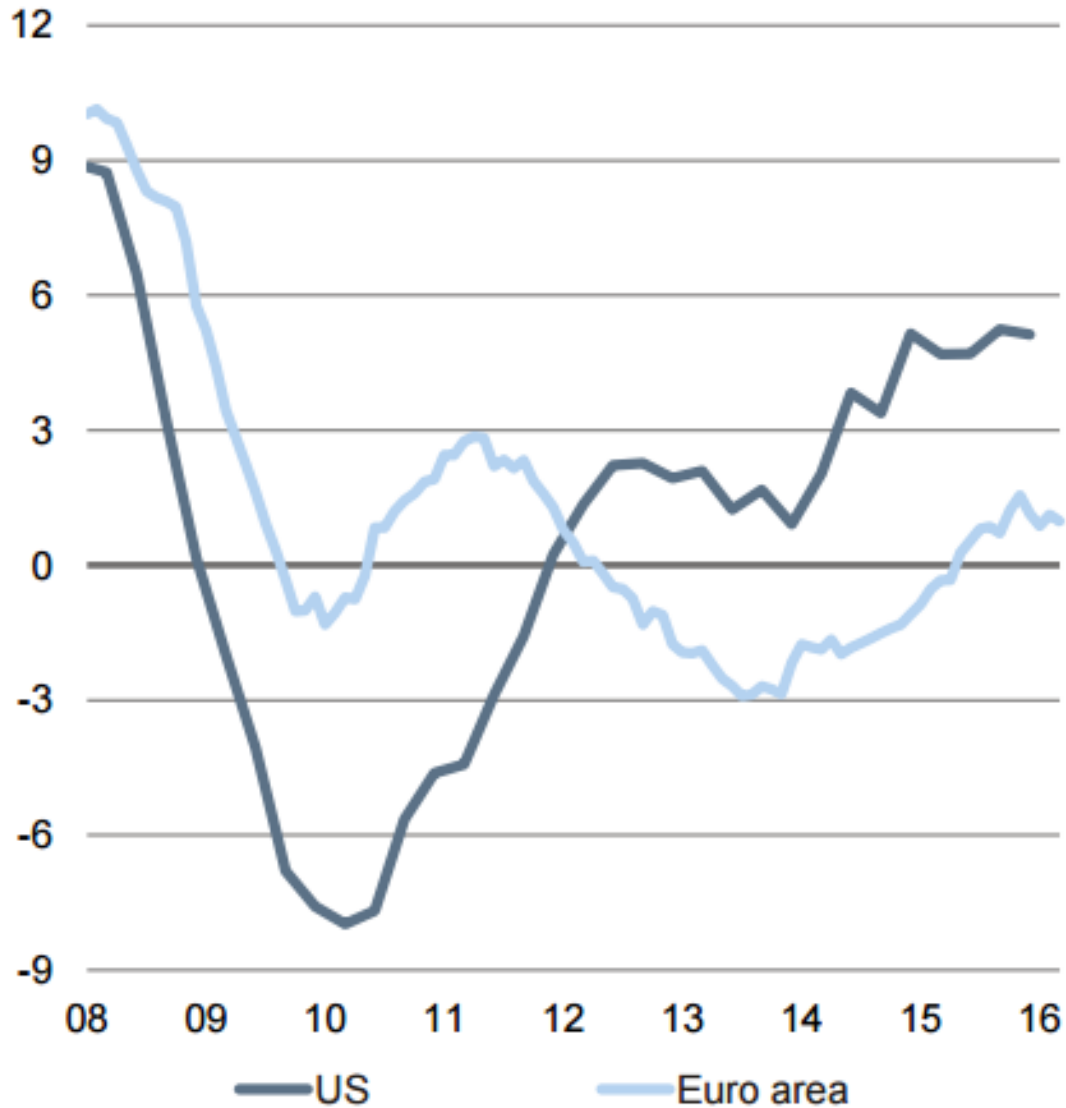
- The importance of financial institutions
- Market capitalization
- Good and bad bankers
- Profitability, efficiency, and solvency
- Foreign penetration and capital injection
- GFC and the Thai financial sector
- Financial integration with Southeast Asian Economies

Finance matters for growth

- Both banking and financial systems enhance growth, the main factor in poverty reduction.
- At low levels of economic development commercial banks tend to dominate the financial system, while at higher levels domestic stock markets tend to become more active and efficient.
- The size and mobility of international capital flows make it increasingly important to monitor the strength of financial systems.
- Robust financial systems can increase economic activity and welfare, but instability can disrupt financial activity and impose widespread costs on the economy.

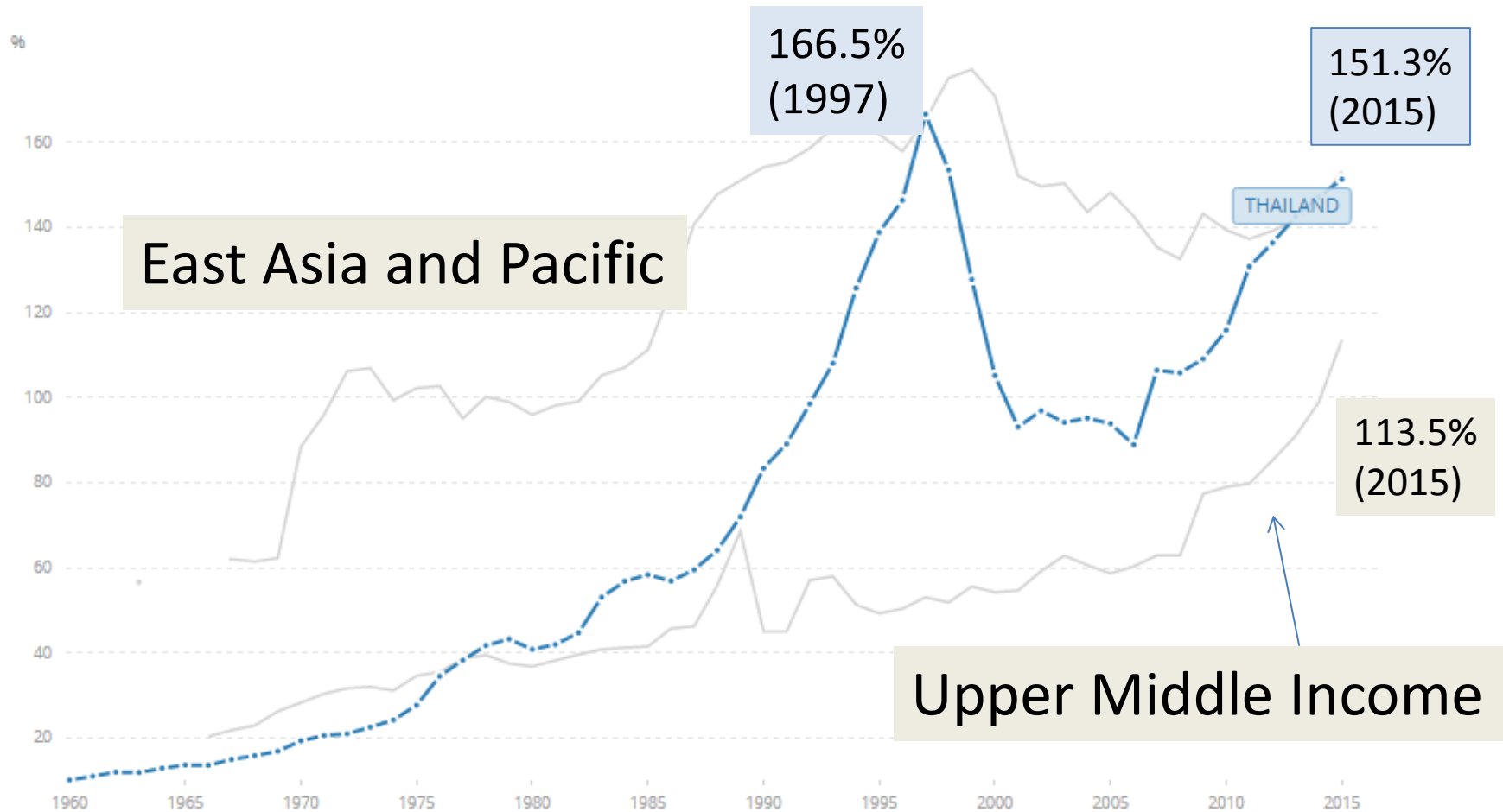
Lending to the private sector

% yoy, up to Mar 16



Sources: ECB, FDIC, Deutsche Bank Research

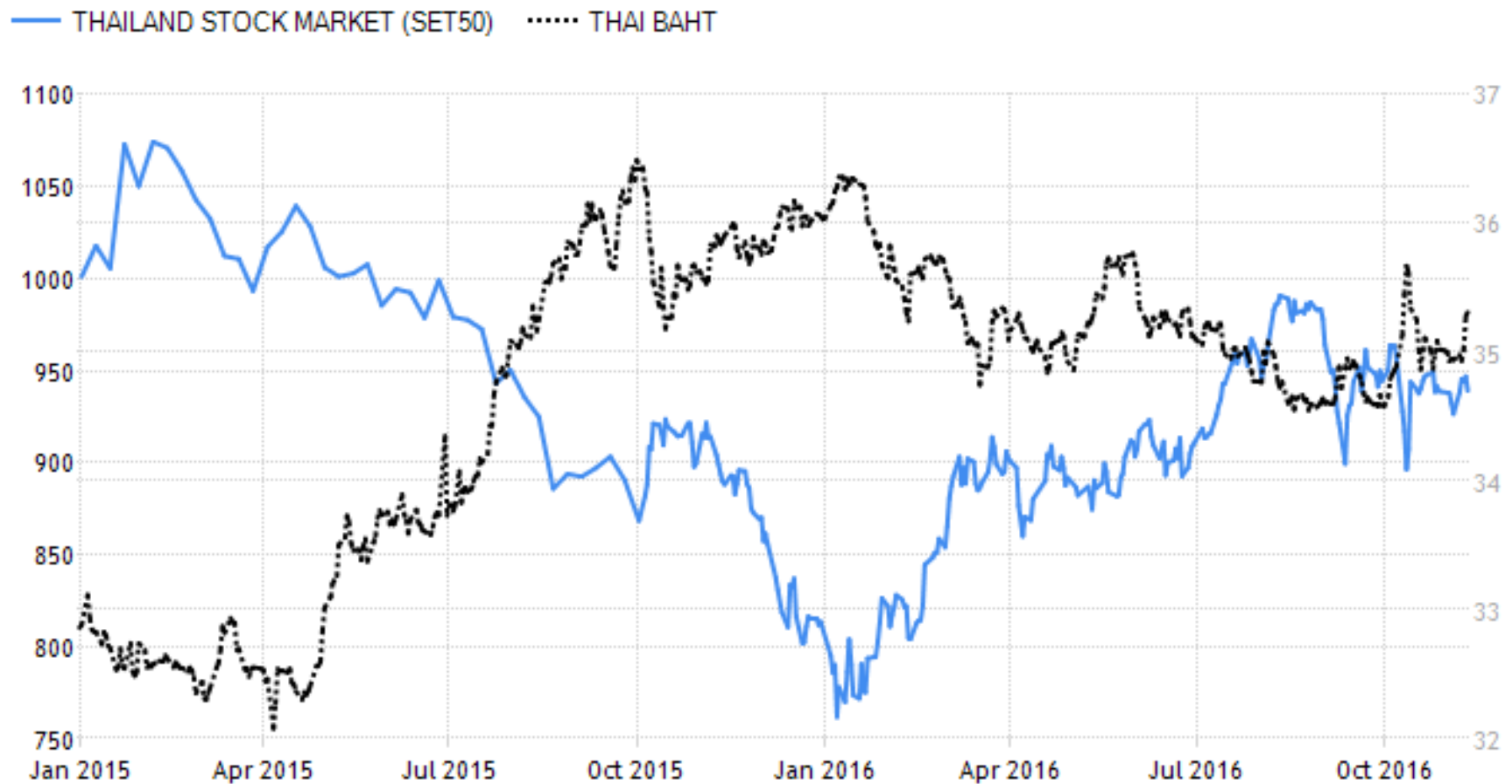
Domestic credit to private sector (% of GDP)



Market Capitalization

- Market capitalization (also known as market value) is the share price times the number of shares outstanding.
- Listed domestic companies are the domestically incorporated companies listed on the country's stock exchanges at the end of the year.
- Listed companies does not include investment companies, mutual funds, or other collective investment

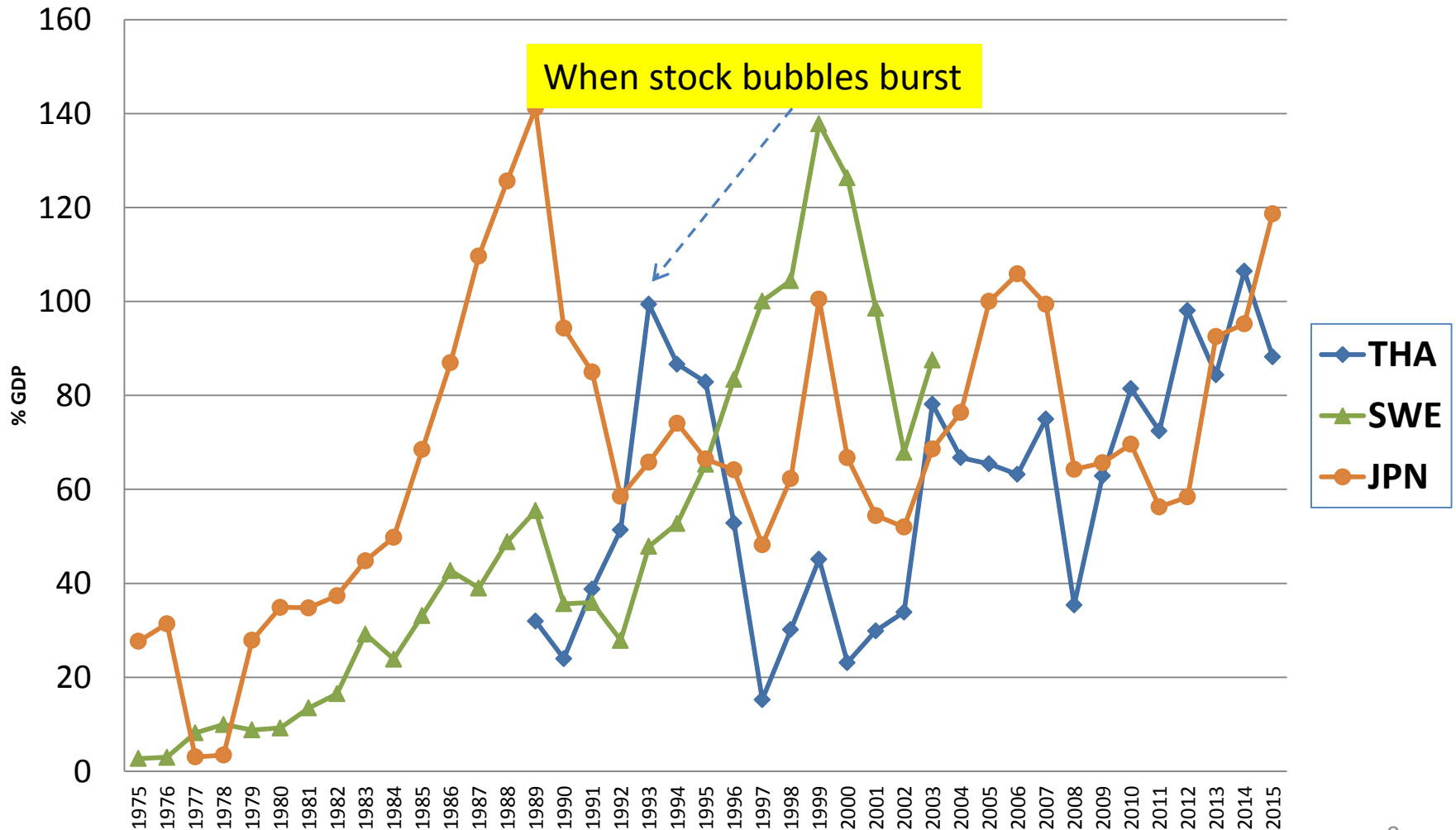
Stock market index and the exchange rate



SOURCE: TRADINGECONOMICS.COM

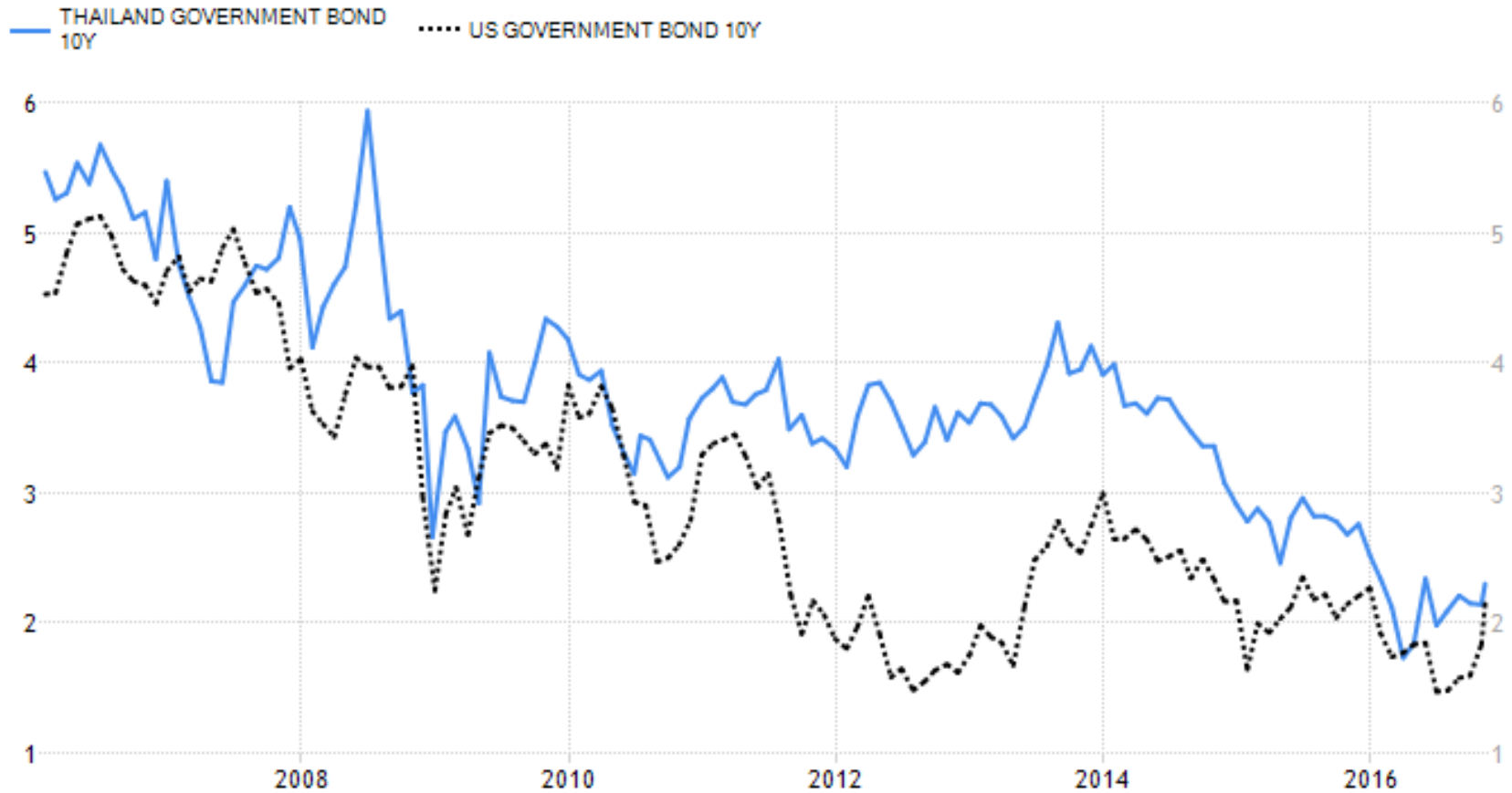
Market capitalization of listed companies (% of GDP)

Market Values of Stock Markets



Long term interest rates

Thai and US government bond 10Y



SOURCE: TRADINGECONOMICS.COM

When good banks become bad banks:

Four stages

- The quality of management is an important difference between sound and unsound banks.
- The better-managed banks succeed in remaining solvent.
- Roots of financial distress can be grouped under three headings: **macroeconomic conditions, industrial and financial policy, and debtor and credit behavior.**
- Four types of mismanagement commonly occur in the absence of effective regulation and supervision:

1. Technical mismanagement

- Inadequate credit analysis
- Political pressures
- Excessive risk concentration
- Insider lending
- Mismatching assets and liabilities in terms of currencies, interest rates, or maturities

2. Cosmetic management

- Try to hide past and current losses:
- Bankers may keep dividends constant despite poor earnings.
- Retain smaller share of income for provisions against loss, thereby sacrificing capital adequacy.
- Resort to increase net profits on paper (even if more taxes must be paid)
- Classify bad loans as good so as to avoid making provisions.
- Recording income can be advanced and the recording expenditure postponed.

3. Desperate management

When losses are too large to be concealed by accounting gimmicks.

- Lending to risky projects at higher loan rates
- Speculating in stock and real estate markets
- Greater risk may lead to further losses and cash flow problem.
- Offer high deposit rates to attract new deposits to avoid a liquidity crisis.
- The higher cost of funds eventually compounds the problems.

4. Fraud

- Fraudulent behavior sometimes causes initial losses, but once illiquidity appears inevitable, fraud becomes common.
- As the end approaches, bankers grant themselves loans that they are unlikely to repay
- “Swinging ownership” of companies partly owned by banks or bankers.
- If a company is profitable, the bad banker will arrange to buy it from the bank at a low price, if the company is unprofitable, the banker will sell it to the bank at high price.

Bangkok Bank of Commerce (BBC)

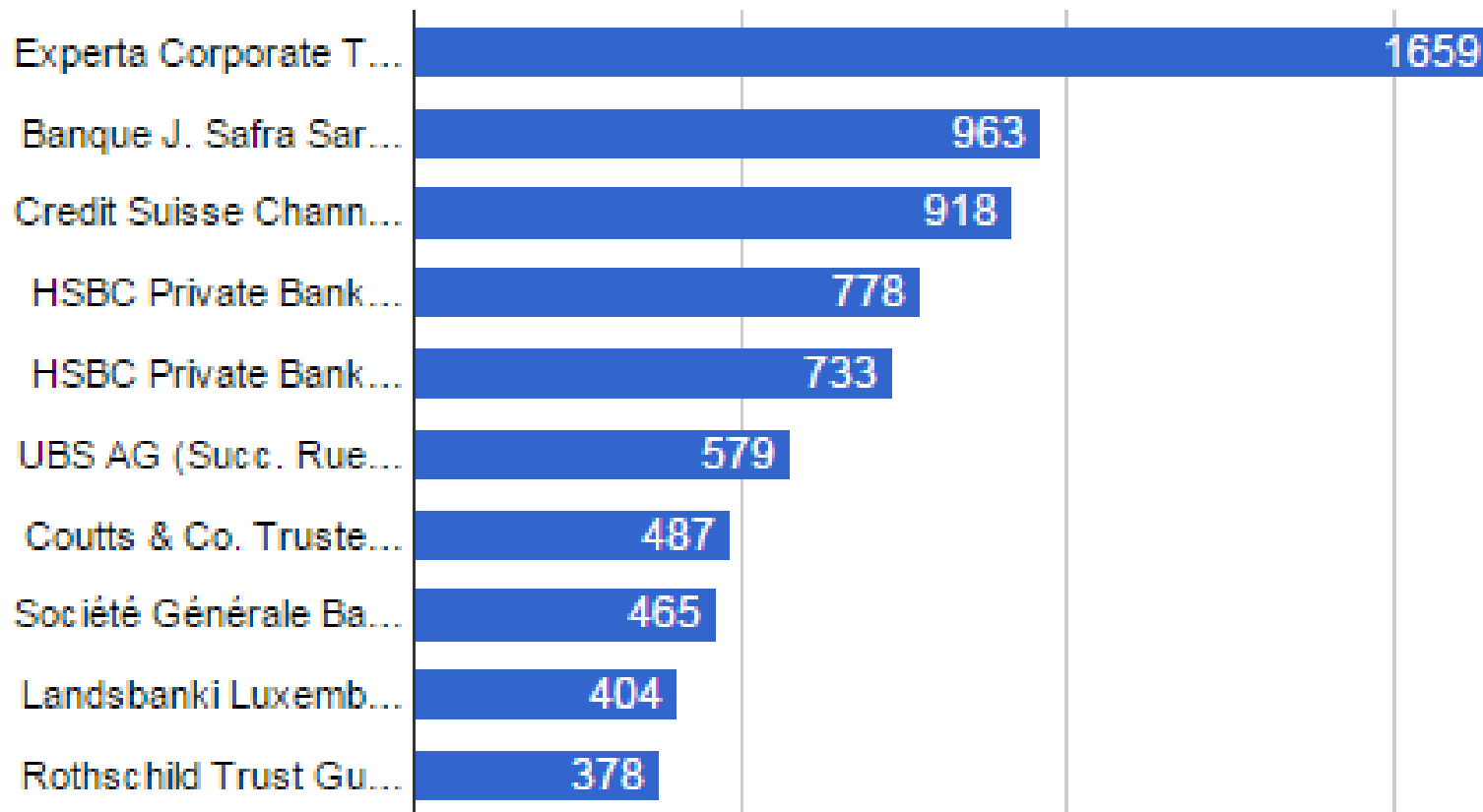
Former BBC (Bangkok Bank of Commerce) boss was jailed for 155 years for fraudulent behaviors.

More recently, we have learned about Panama Papers, which were the results of journalist investigations on offshore companies set up by Mossack Fonseca, a law firm in Panama.

Mossack Fonseca: Panama Papers

- Mossack Fonseca is a law firm that set up some 214,000 **shell companies** (otherwise known as "offshore companies" or "**letterbox companies**") on behalf of wealthy clients from every corner of the world.
- According to journalists investigating the leak, these companies facilitated the movement of funds related to drug dealing, human trafficking, financing terrorism, tax dodging, embezzlement, sanctions evasion and other crimes.

Mossack Fonseca's top 10 bank clients: offshore company requests



Source: ICIJ

Who's been implicated?

1. Prime Minister of Iceland, was the Panama Papers' first casualty, resigning in response to massive protests two days after the leak (although he appeared to be trying to backpedal that decision).

The PM and his wife owned a British Virgin Islands-based (BVI) shell company call Wintris Inc., which held close to \$4 million in bonds. The PM had previously stated in public that he did not own an offshore company.

2. Mauricio Macri, President of Argentina;
3. Petro Poroshenko, President of Ukraine;
4. Salman bin Abdulazziz , King of Saudi Arabia.

Other world leaders were *indirectly* implicated

A number of leaders are indirectly linked to Mossfon, through friends, relatives or associates. These include:

5. Xi Jinping, President of China, whose brother-in-law has at different times controlled three different BVI-based companies;
6. Najib Razak, Prime Minister of Malaysia, whose son was a director of a BVI-based company;
7. David Cameron, Prime Minister of Britain, whose father helped found an investment fund holding nearly \$20 million, much of it in bearer shares; and
8. Vladimir Putin, President of Russia, whose close friends own a plethora of offshore companies connecting them to other Kremlin insiders.

ADB Review: The resilience of Thai banks

Abstract

- The Thai economy is vulnerable to external shocks because of its high exposure to trade and capital flows.
- Despite its adverse consequences on the real sector of the Thai economy in 2009, the global financial crisis had little impact on the Thai financial sector.
- The healthy performance and resilience of Thai financial institutions can be attributed to the financial reforms undertaken after the Asian financial crisis and the favorable macroeconomic environment.

Banks in Southeast Asia

- Southeast Asian countries were well prepared as they underwent financial reform after the 1997 crisis.
- Prudential rules and regulations have been established before the eruption of the GFC.
- With low exposure to export sector, Southeast Asian commercial banks invested little in collateral debt obligations backed by the US subprime loans.
- Southeast Asian banks remain healthy and did not suffer from the GFC.

A vulnerable sector

- Since the 1997 financial crisis, the Thai economy has been **closely integrated** to the world economy through international trade and capital flows.
- As such, it cannot completely shield itself from external shocks. The global financial crisis during 2007–2009 led to export collapse and output contraction in 2009.
- The debacle of the world's financial institutions and stock market crashes in 2008 had a negative impact on the Thai stock market.

A blessing in disguise

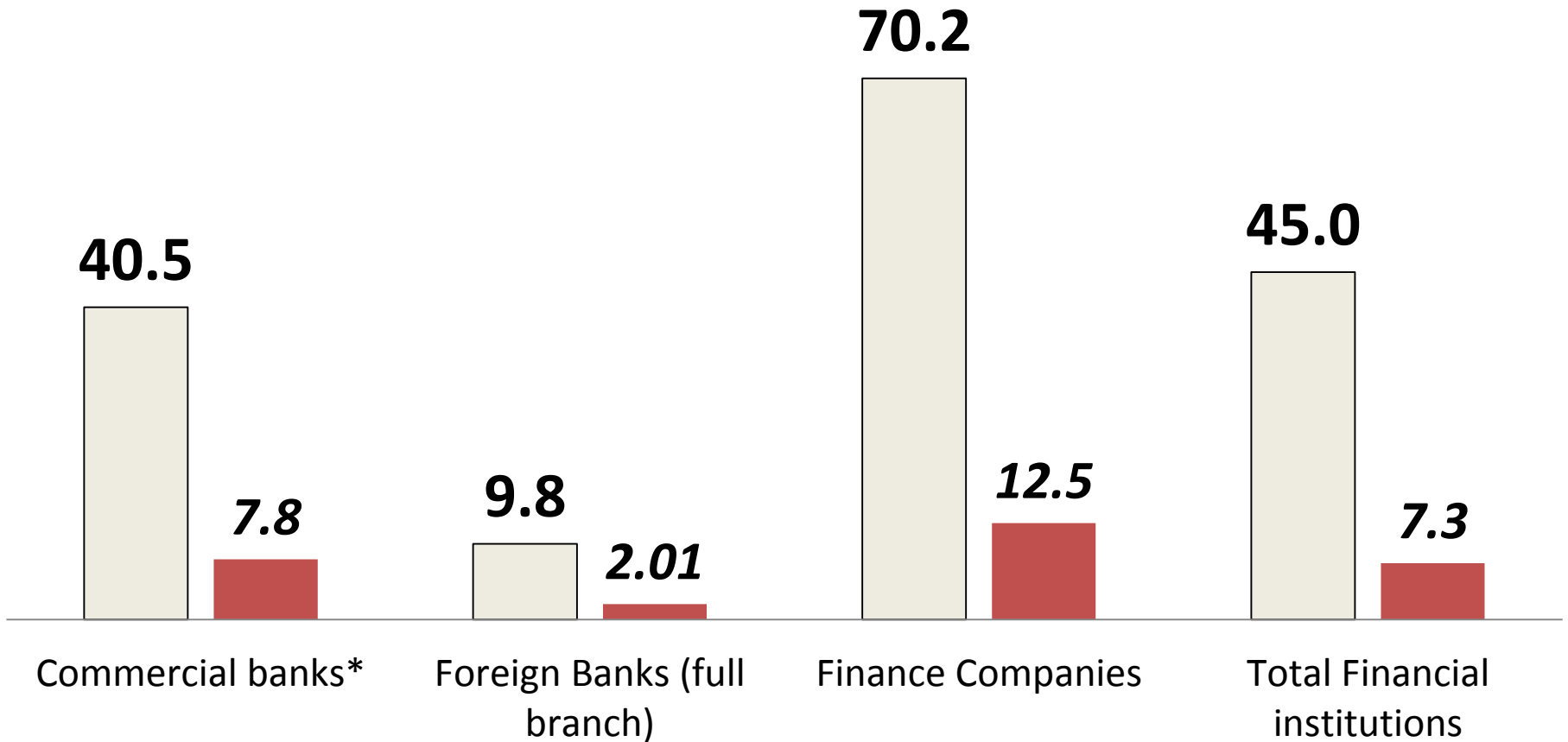
- The Thai financial sector has emerged from the 1998 crisis and become stronger and more resilient, thanks to foreign capital injection, good governance, strengthened financial rules, and economic recovery.
- By opening up the financial sector to foreign participation, the financial sector has become more efficient, taking the benefit from competition effect and technology adaptation.

Resilient Thai banks

- The Thai financial sector has emerged from the 1998 crisis and become stronger and resilient, thanks to foreign capital injection, good governance, and strengthened financial rules.
- The rapid economic recovery, despite the political turmoil in 2010, provided opportunities for banks to expand their credit and enjoy the benefits from rising interest rates.
- Strong performance of the corporate sector enabled banks to reduce **Non Performing Loans (NPL)** further.

NPLs by types of financial institutions (% total lending)

1998 2007



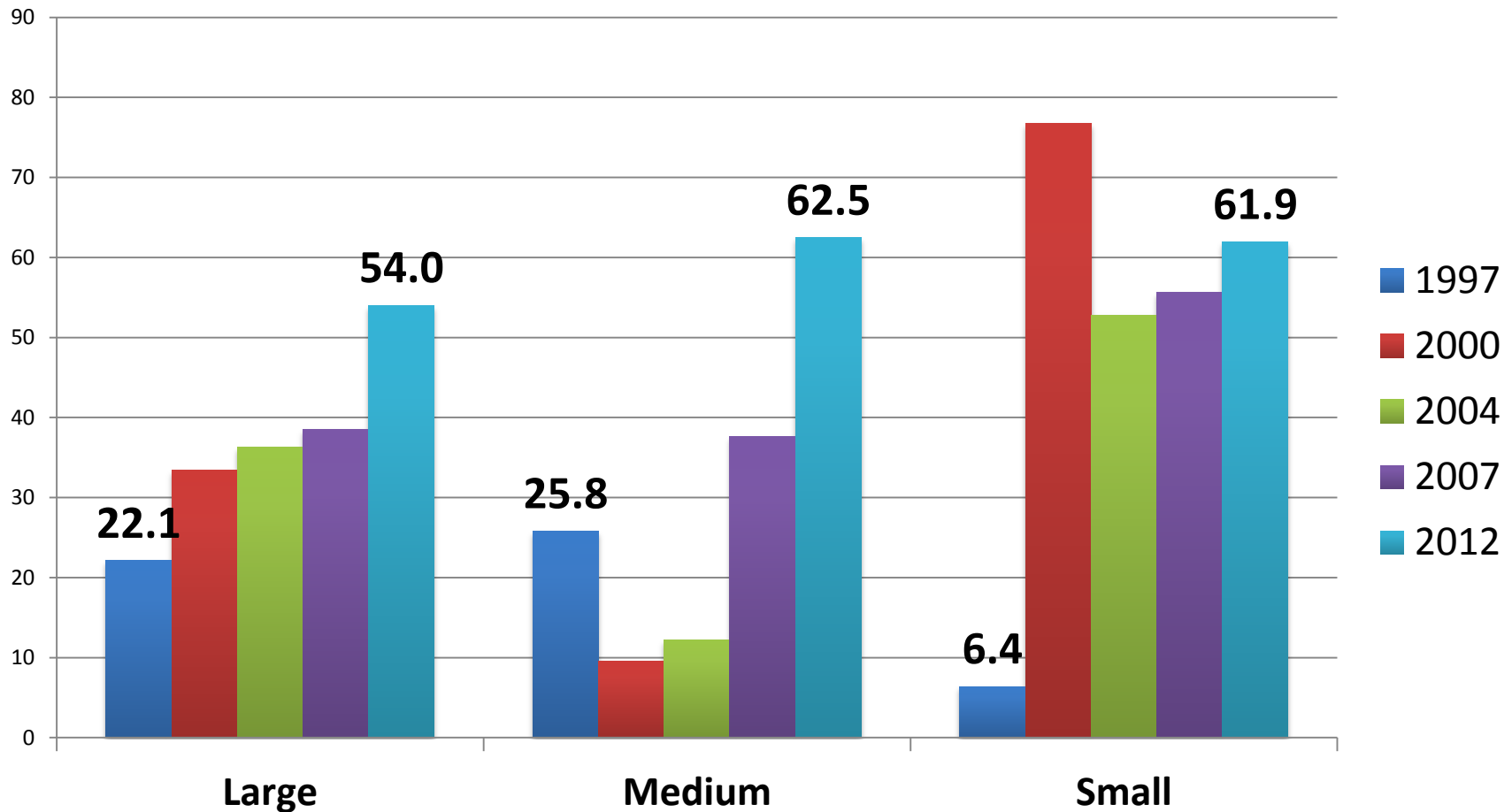
Benefits and costs of foreign participation

- Financial institutions and their regulators cannot resist the global trend of foreign penetration.
- By opening up the financial sector to foreign participation, the financial sector has become more efficient, benefiting from competition and technology adaptation.
- With foreign capital injection, monetary authorities can maintain system solvency while lessening the burden of financial bailouts.

Foreign banks' participation or invasion?

- With foreign capital injection, the monetary authorities can maintain system solvency while lessening the burden on financial bailouts.
- Financial restructuring cannot be achieved without allowing foreign participation or acquiring shares of less efficient public-owned financial institutions.

Foreign ownership in Thai banks (% total equity)



Vulnerable Thai banks

- The Thai financial sector was vulnerable and weak in the late 1990s.
- The lack of prudential regulations and sufficient capital funds made capital control relaxation in the early 1990s premature liberalization.
- The ensuing fast and large capital inflows led to subsequent financial turmoil.

Minimal impact of the GFC

- The adverse consequence on the Thai banking sector was minimal.
- Thai banks were able to make profits during difficult times.
- Most of them did not invest in CDOs nor focus mainly on property lending.
- The level of NPLs continued to decline, while banks enhanced capital strength and provided sufficient loan-loss provisions.

Be ready for the next banking crisis

- The exploitation of **economies of scale and scope** improved efficiency in their operation.
- All of these factors are the result of financial reforms undertaken after experiencing the financial crisis in 1997.
- Thai banks have been well prepared for the global financial crisis as they have learned a valuable lesson on being conservative and observing stringent prudential rules and regulations.

When are banks too big to fail?

- In the future, there would always be some banks that fail because of the vulnerable nature of financial firms; the monetary authorities must distance themselves from the too-big-to-fail syndrome.
- It takes time for depositors to learn to protect themselves and realize that deposit insurance program does not prevent them from any losses caused by future failure of financial institutions.

How to measure financial institutions' soundness

(1) Profitability (ROE, ROA)

Return on Equity and Assets depends on, among others, interest margins, NPLs, and loan growth rate.

(2) Liquidity (Liquid assets to short term liabilities)

(3) Solvency--Capital adequacy (Capital Adequacy Ratio)

Determinants of bank profitability

- Banks receive interest and non-interest incomes, the latter must be raised to offset interest income decline during the economic slump.
- The major components of bank cost are interests from deposits and bank borrowings, plus operating costs, loan lost provision and bad debt write-off.
- Banks exploit economies of scale and scope to ***reduce the cost*** of providing services.

A measurement of efficiency

- The large interest margin between lending and deposit rates bodes well for the monopoly rent of commercial banks.
- The transfer of wealth from consumers to banks can be reduced by allowing foreign entry in line with liberalization of the services sector.

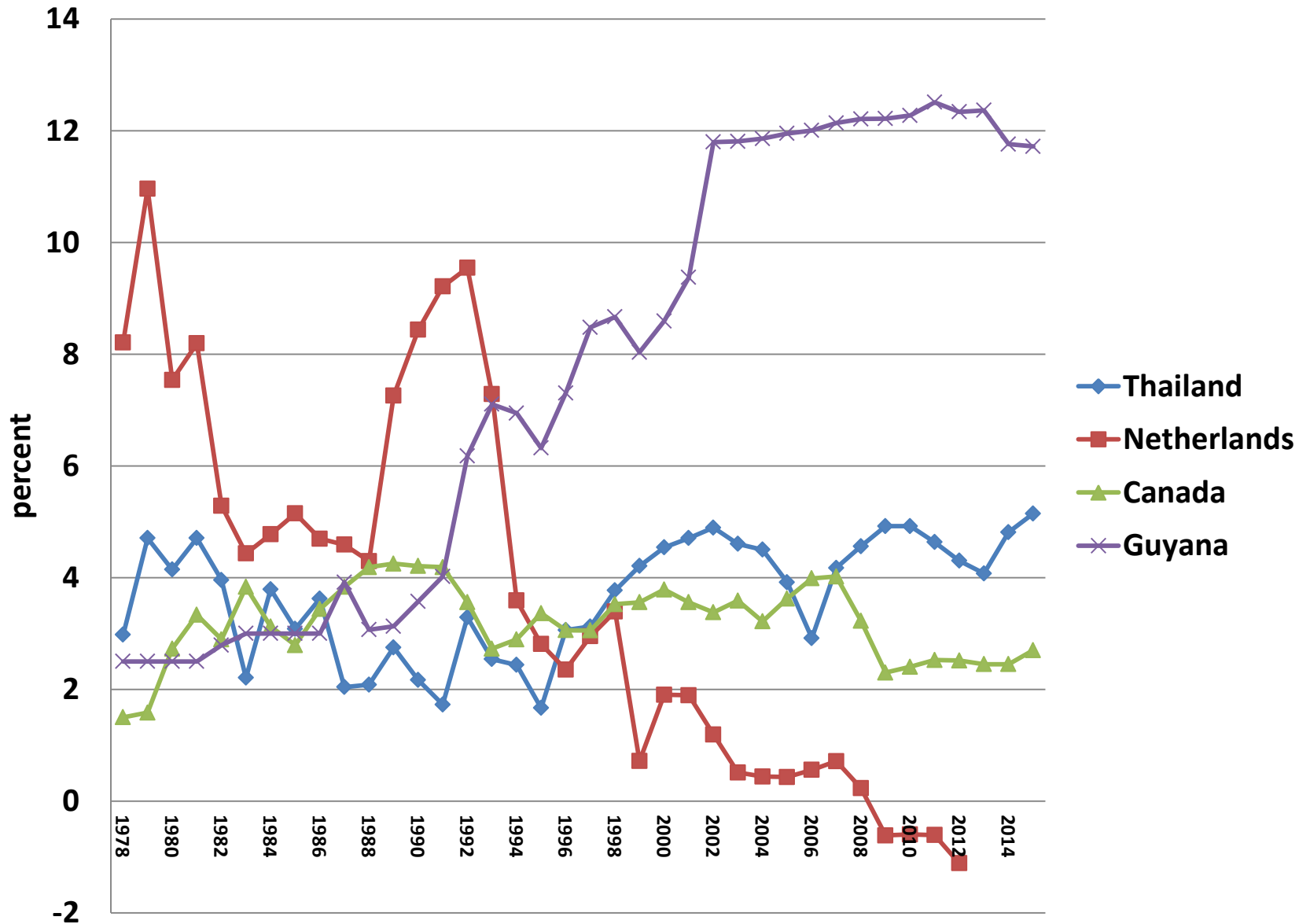
Profit and interest spread

- The large interest spread between lending and deposit rates bodes well for the monopoly rent of commercial banks.
- The transfer of wealth from consumers to banks can be reduced via allowing foreign entry in line with liberalization of the service sectors.

Interest Spread

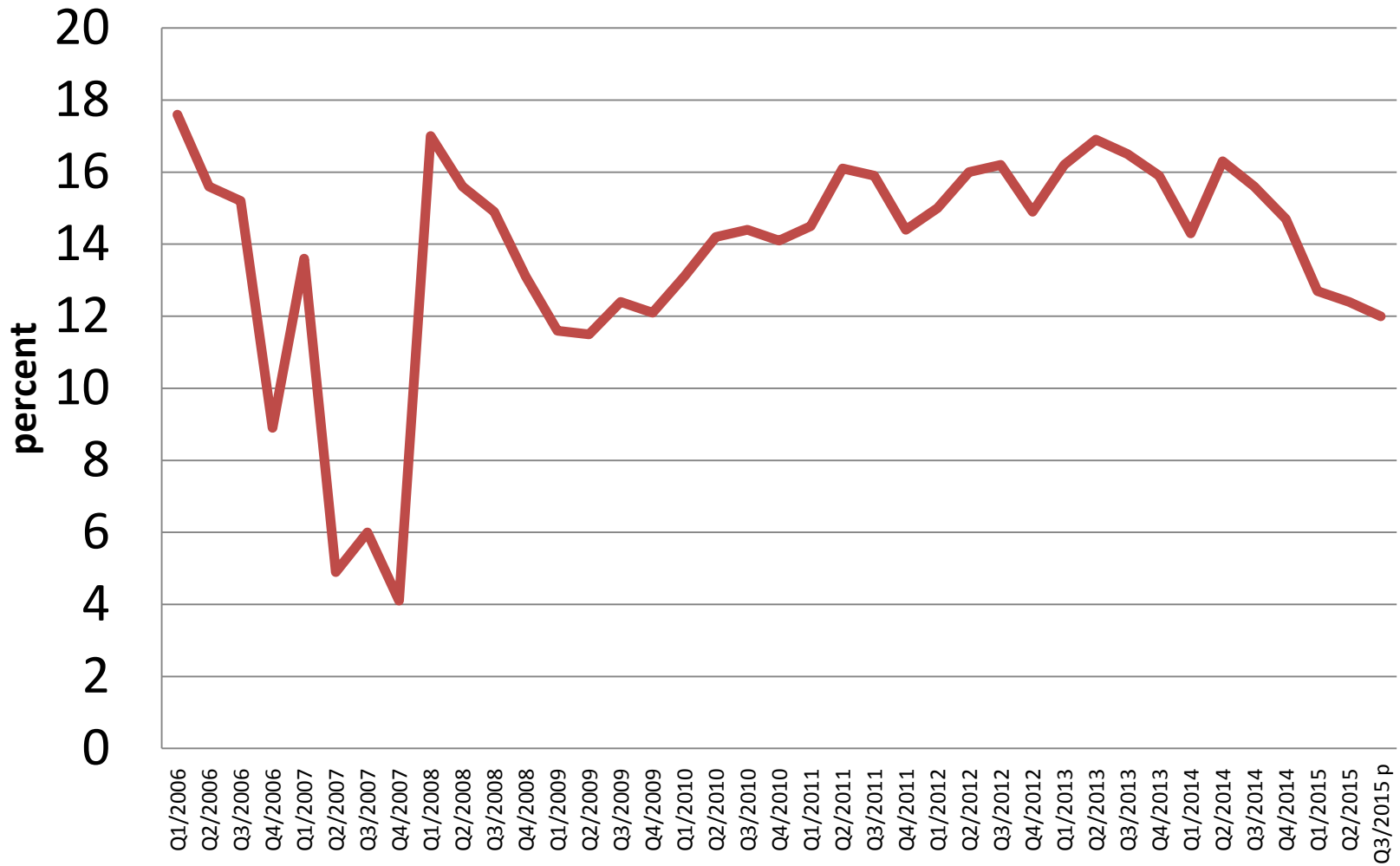
- Interest rate spread is the interest rate charged by banks on loans to private sector customers minus the interest rate paid by commercial or similar banks for demand, time, or savings deposits.
- The terms and conditions attached to these rates differ by country, however, limiting their comparability.

Interest Spreads in Comparison



Source: World Bank

Profitability is measured by ROE: Return on Equity (%)



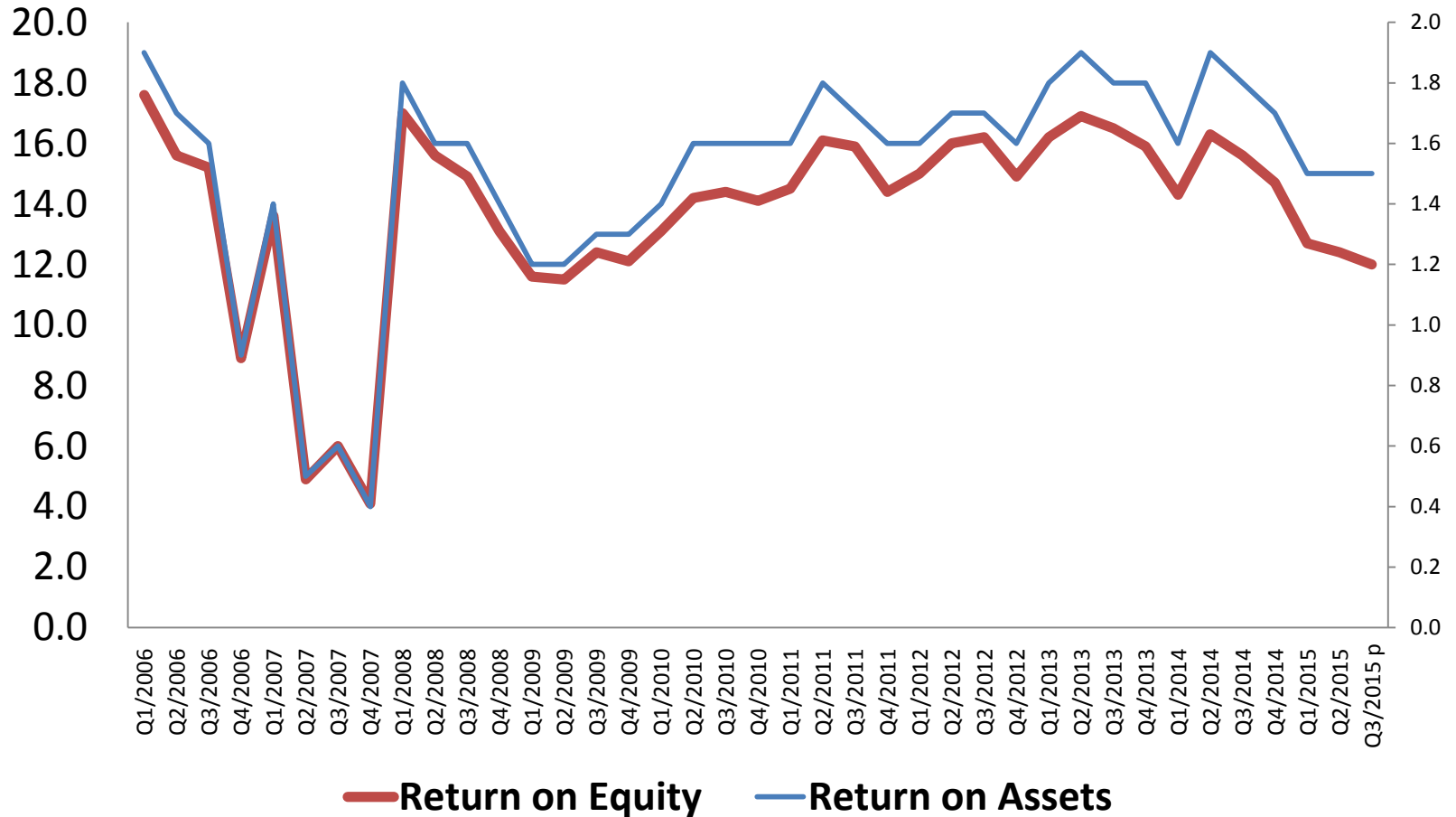
Return on Assets (ROA) and Return on Equity (ROE)
are measurements of profitability

$$ROE = \frac{\textit{profit}}{\textit{Equity}} = \frac{\textit{profit / Assets}}{\textit{Equity / Assets}}$$

$$ROE = \frac{\text{Return to Assets}}{\textit{Capital / Assets}}$$

$$ROE = \frac{ROA}{\textit{Capital / Assets}}$$

Positive relation between ROA (left scale) and ROE (right scale)



Quality of Bank Assets and NPLs

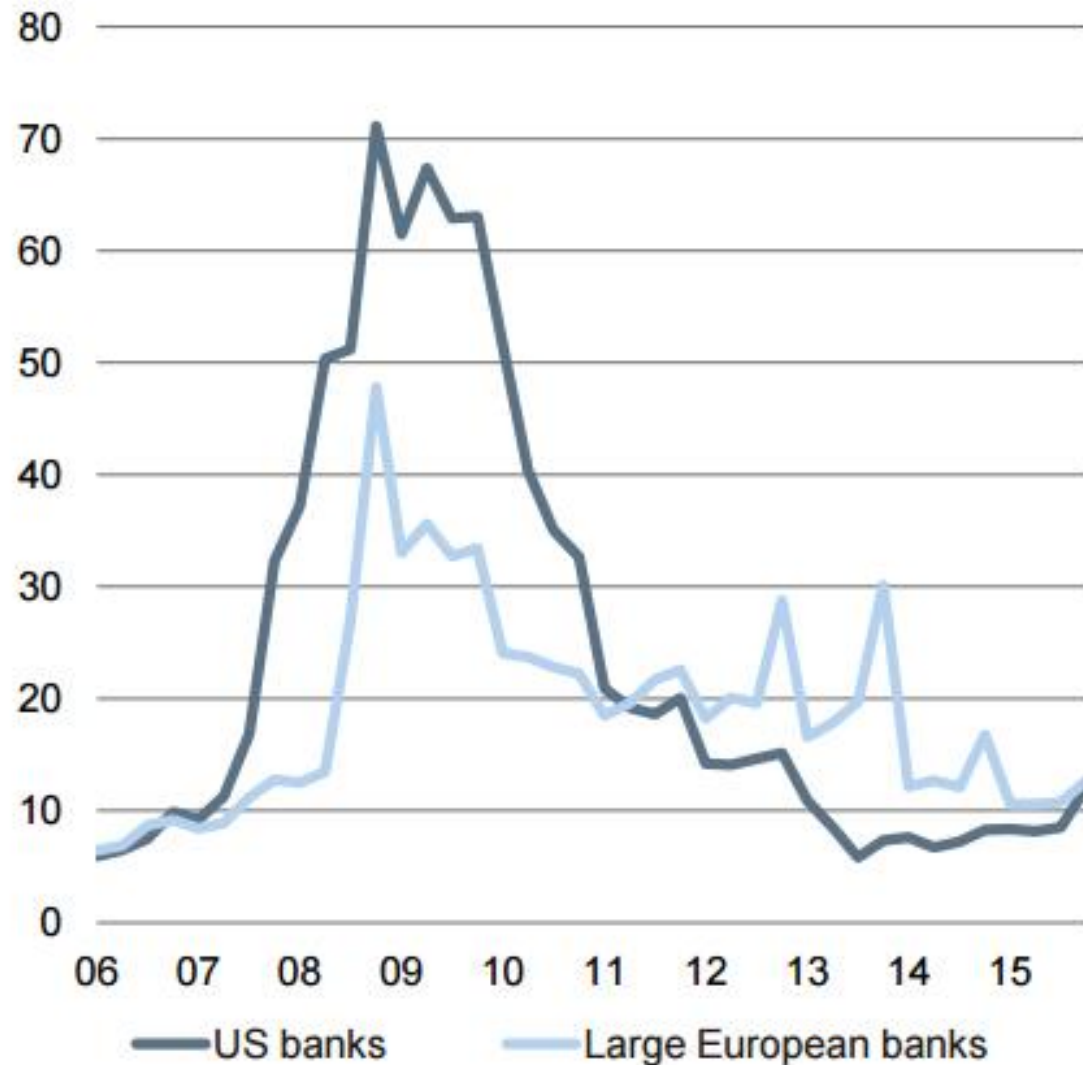
- A nonperforming loan (NPL) is the sum of borrowed money upon which the debtor ***has not made his scheduled payments for at least 90 days.***
- A nonperforming loan is either in default or close to being in default.
- Once a loan is nonperforming, the odds that it will be repaid in full are considered to be substantially lower.

Asset back loans and foreclosure

- Once a loan is considered nonperforming, lenders may have the opportunity to attempt to recover the principal. This especially applies to loans backed by specific assets, such as a home loan or vehicle loan.
- In these instances, the lender may begin the process of foreclosure, on a home, or move to seize the property, such as a vehicle.

Loan loss provisions

USD / EUR bn, up to Q4 15



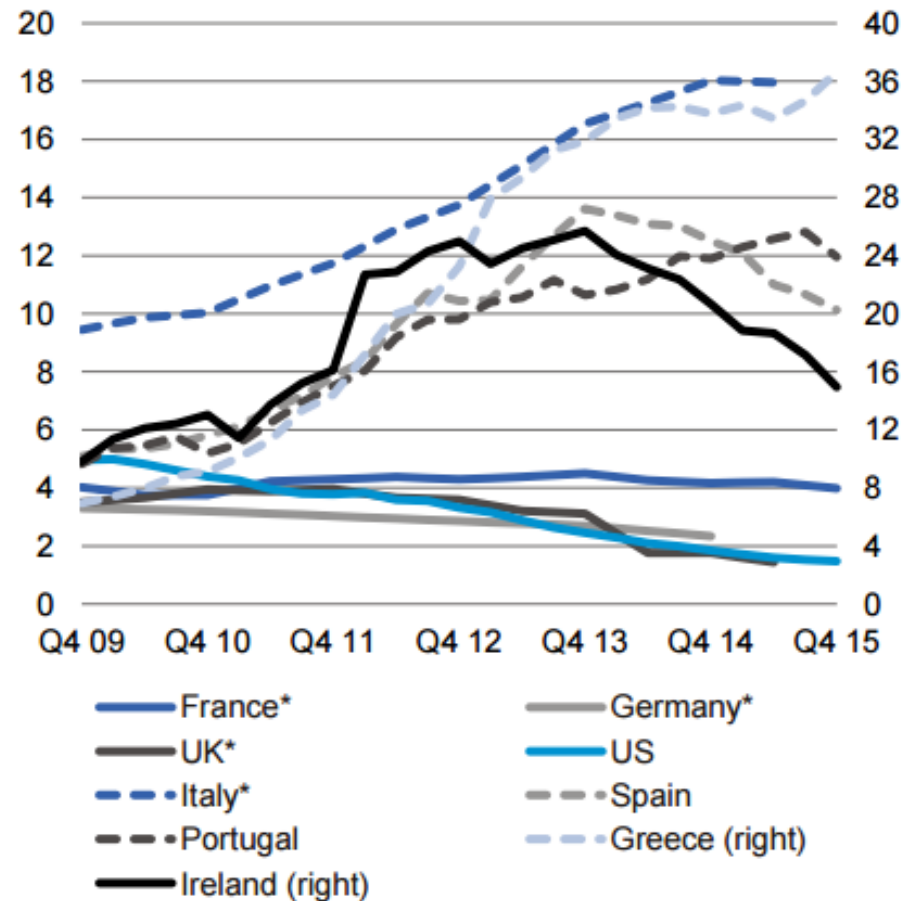
Sources: FDIC, company reports, Deutsche Bank Research

Provisions for loan losses

- Nonperforming loans **net of provisions** to capital is calculated by taking the value of nonperforming loans (NPLs) less the value of **specific loan provisions** as the numerator and capital as the denominator.
- Capital is measured as total capital and reserves in the sectoral balance sheet; for cross-border consolidated data, total regulatory capital can also be used.
- This Financial Soundness Indicator (FSI) is a capital adequacy ratio and is an important indicator of the capacity of bank capital to withstand losses from NPLs.

NPLs in Selected Countries

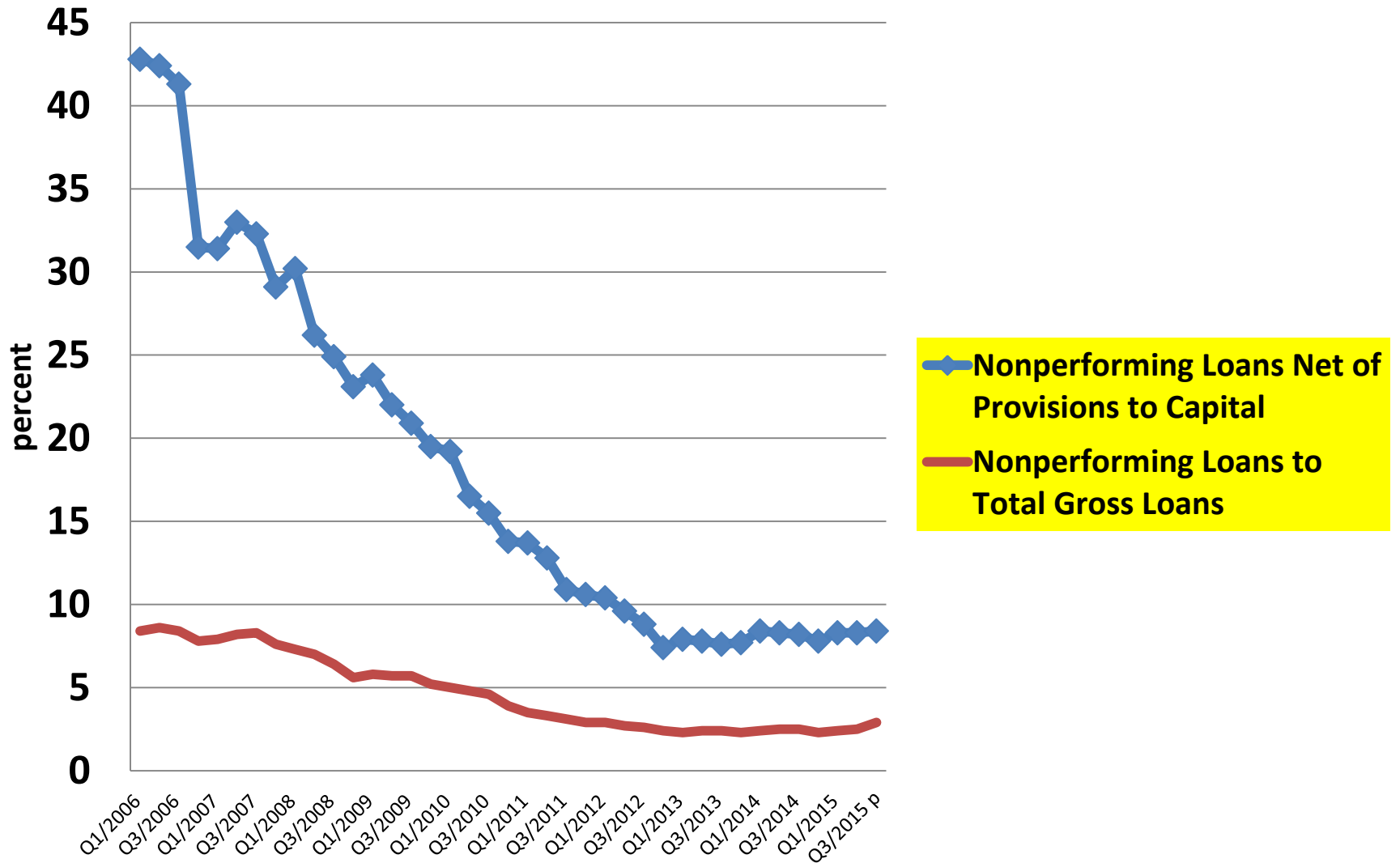
Non-performing loans as % of total loans



* No data available for Q1 and Q3, data for Germany only available for Q4.

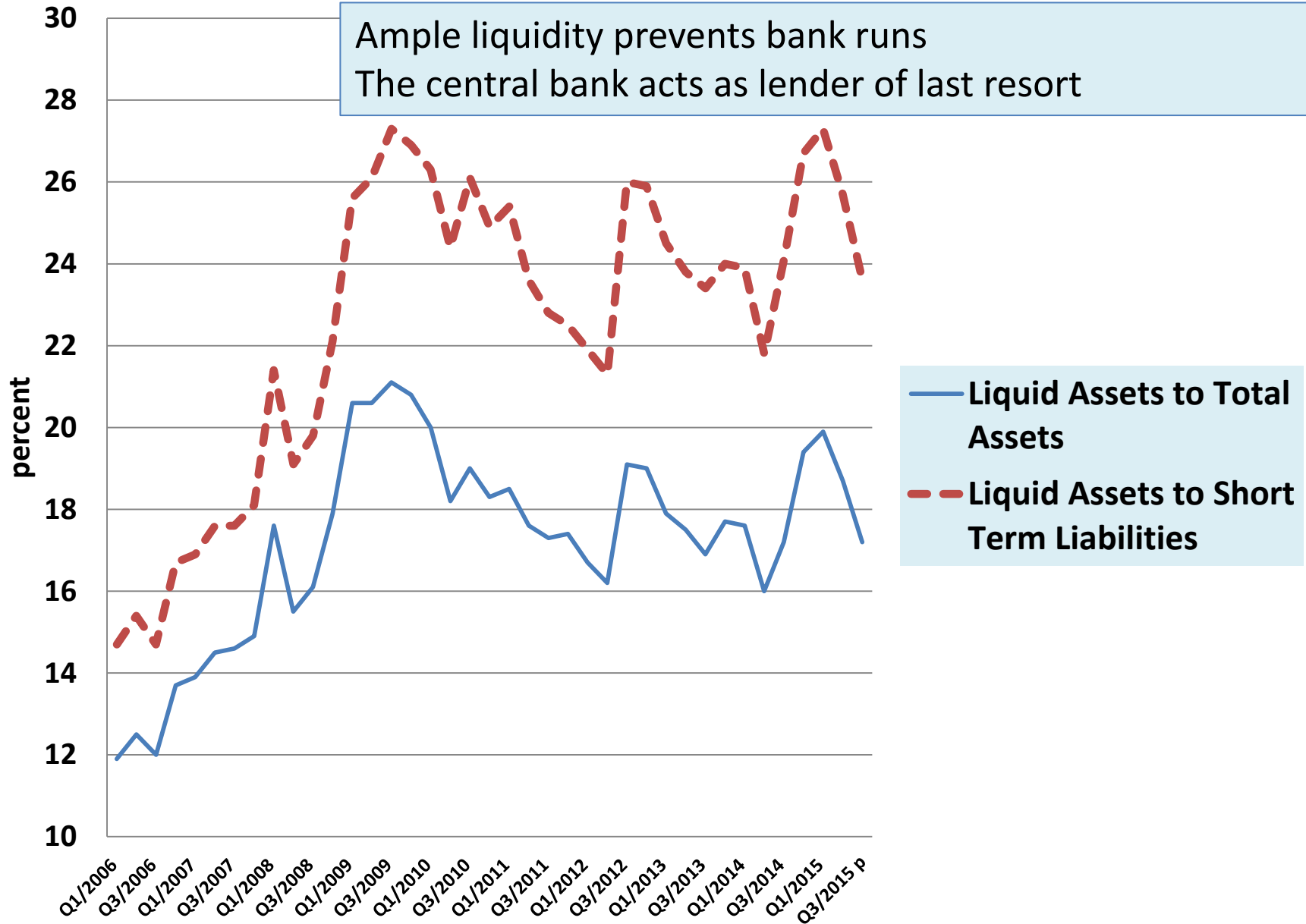
Sources: IMF, Banco de España, Banco de Portugal, Deutsche Bank Research

Nonperforming Loans Thai Banks (2006-2015)



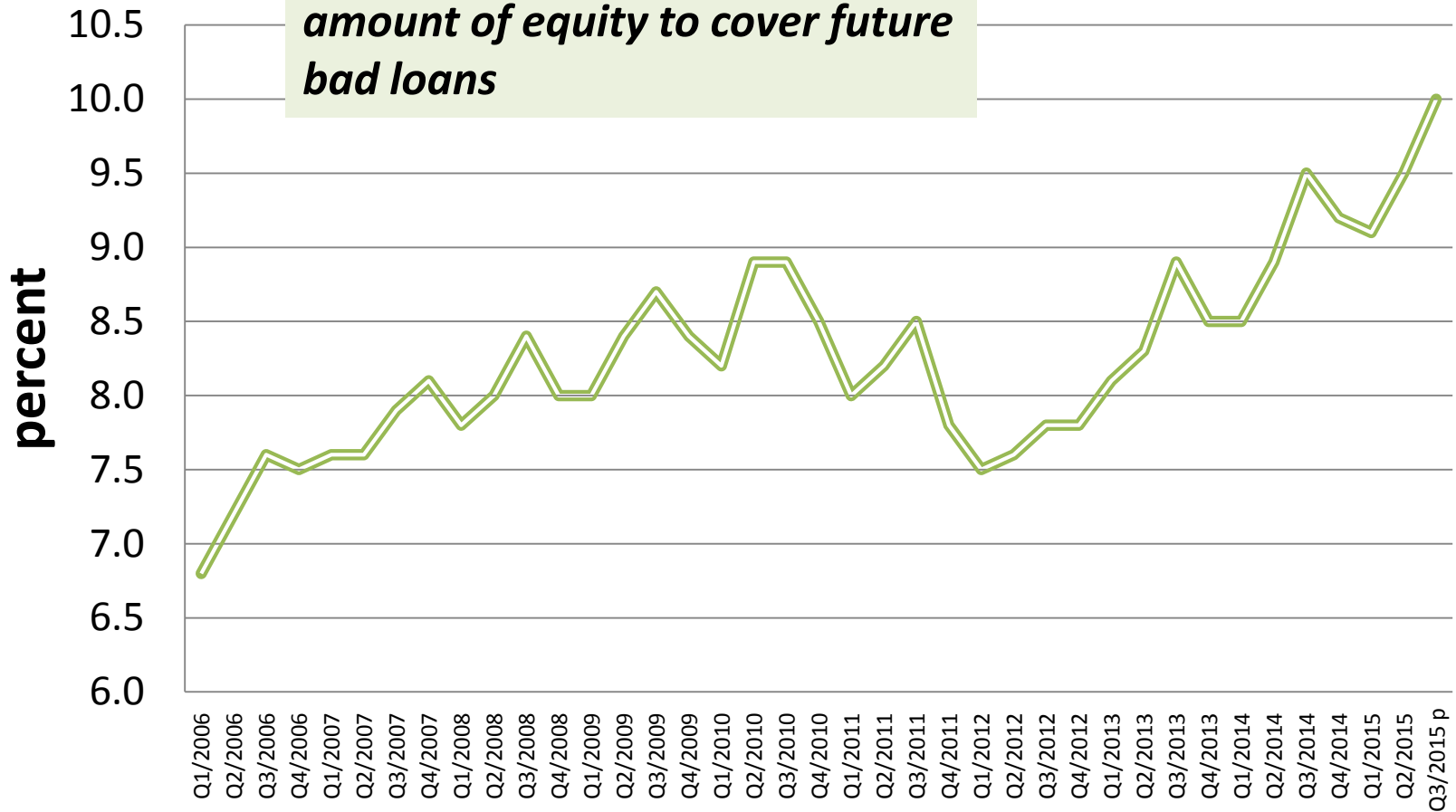
Liquidity

Ample liquidity prevents bank runs
The central bank acts as lender of last resort



Thai banks' Capital Adequacy Equity Capital to Total Assets

Solvency rises with adequate amount of equity to cover future bad loans



Capital Adequacy in European Banks (Inverse of leverage ratio)

Euro-area banks' leverage ratio

Total assets / equity capital



Sources: ECB, Deutsche Bank Research

KTB Lending growth down 6%

- Krungthai Bank (KTB), the second largest bank in the country, expects its lending growth to fall after 6% contraction in loans outstanding for the first nine months of the year.
- Gross Nonperforming loans (NPLs) were 98.4 billion baht in September, up 29% from December 2015.
- The gross NPL ratio surged from 3.2% to 4.3%
- The bank needs to set aside large loan-loss provision as its coverage ratio is far below its peers.

The Thai banking system in 2016

Weak consumer confidence
low optimism

Demand for loans	Q1	Q2	Q3
Corporate	14.4	20.9	20.7
Consumer loans			
Housing	-5.3	13.3	-0.2
Credit card	-2.7	-3.9	18.5
Auto leasing	-10.8	-19.8	-4.5
Other consumer	-18.3	0.1	-16.2

The shape of things to come

- Financial and real sectors in Southeast Asia have become increasingly integrated.
- The danger of capital market integration is that shocks can be transmitted easily in time of booms and busts.
- How would Thai banks cope with the slowdown of economic activity and the risk of property bubble burst?