



# KTC PERFORMANCE 1Q24



# AGENDA



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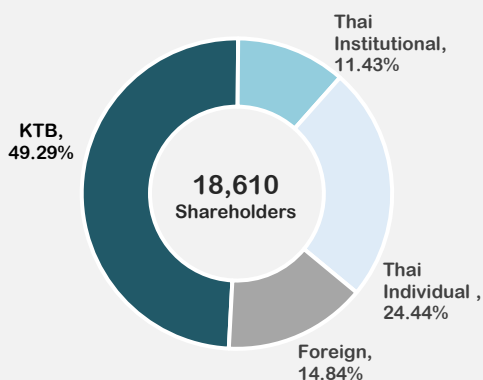
Sustainability



# KTC Overview

- Incorporated in 1996 as a credit card servicing subsidiary company of Krungthai Bank PLC
- In July 2002, KTB sold the credit card portfolio to KTC which subsequently transformed KTC into a full consumer finance company and later listed on the SET in October 2002

## Shareholder Structure

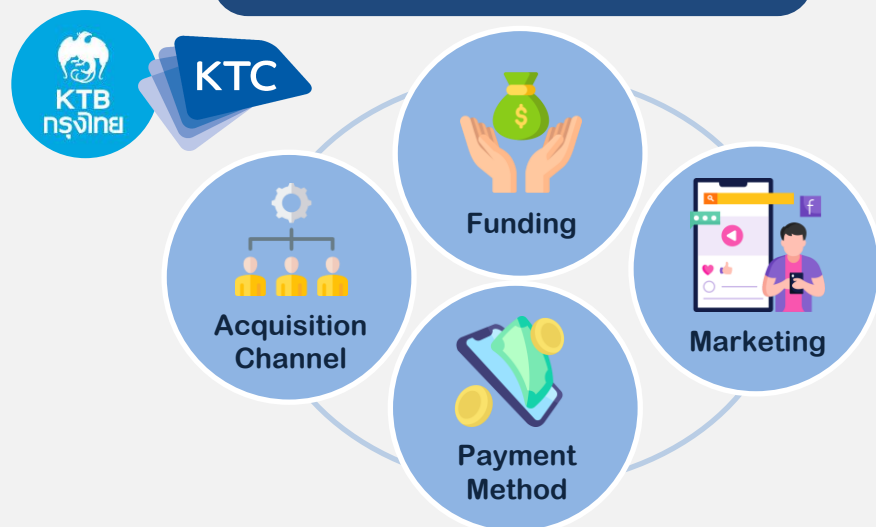


### Top 5 Shareholders

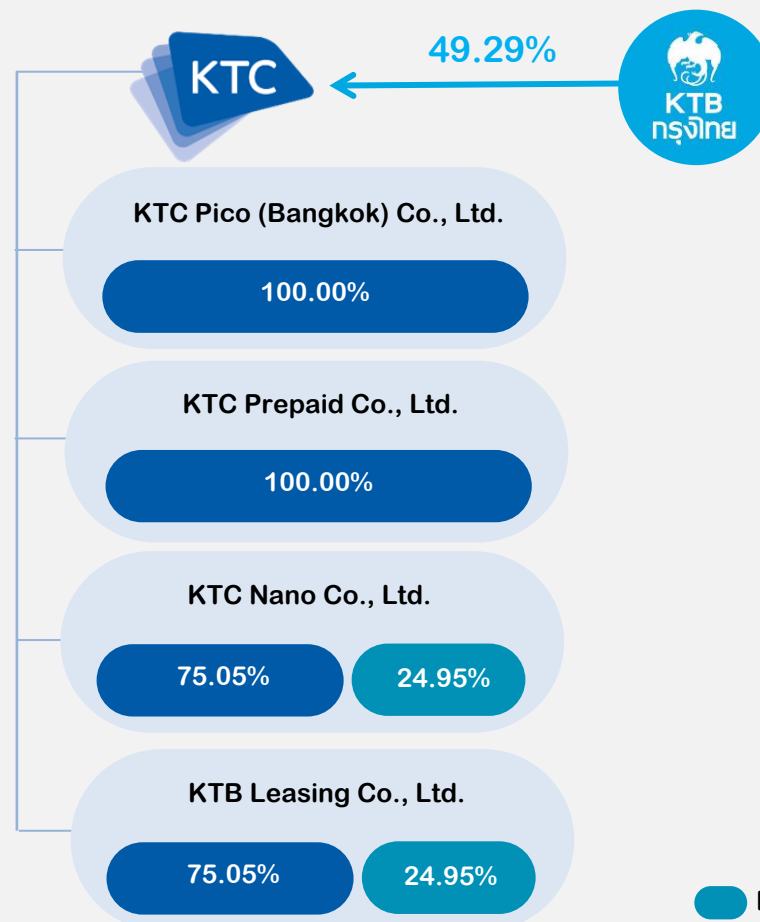
1.	Krungthai Bank Public Company Limited	49.29%
2.	MR. MONGKOL PRAKITCHAIWATTANA	11.09%
3.	Thai NVDR Company Limited	6.25%
4.	MS. CHANTANA JIRATTITEPAT	4.51%
5.	UBS AG SINGAPORE BRANCH	4.05%

(As of 31 Mar 2024)

## KTB & KTC Business Synergy



## KTC Holding Structure



KTB  
 KTC  
 (As of 29 Apr 2024)

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KTC Portfolio Performance

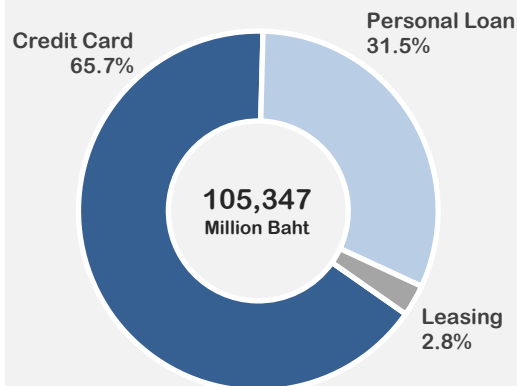
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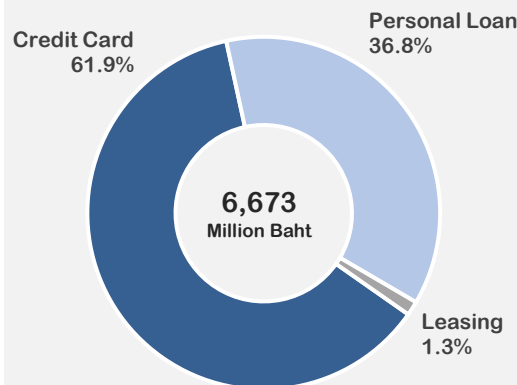
# Business Structure & BOT Regulations

KTC

## %Total Receivables



## %Total Revenue



	 Credit Card	 Personal Loan	 Auto Title Loan	 Hire Purchase
Type of Loan	Multipurpose Unsecured Nationwide	Multipurpose Unsecured Nationwide	Multipurpose Secured or Unsecured Nationwide	Multipurpose Secured Nationwide
Minimum Income (THB)	15,000	-	-	-
Maximum Credit Line (THB)	1.5x (income < 30K) 3x (income 30 – 50K) 5x (income ≥ 50K)	1.5x (income < 30K) 5x (income ≥ 30K)	Automotive Value	Automotive Value
Maximum Interest Rate & Fee	16%	25%	24%	New Car 10% Used Car 15% New & Used Motorcycle 23%
Rate Cap History	 18% (Apr-04), 20% (Jul-07), 18% (Sep-17), 16% (Aug-20)	 28% (Jul-05), 25% (Aug-20)	 28% (Jan-19), 24% (Aug-20)	 10% (New Car), 15% (Used Car), 23% (Motorcycle)

Announced on 12-Oct-22  
Effective on 10-Jan-23

Other Licenses: Nano Finance, Prepaid, Hire-Purchase and Financial Lease

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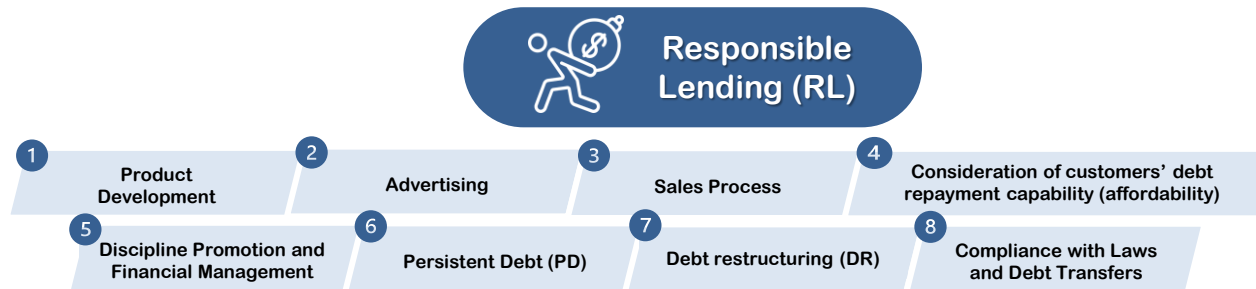
KTC Portfolio Performance

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# Sustainable Household Debt Solution Framework

KTC



## Debt Restructuring: DR

## Persistent Debt: PD

Target Group	Retail
Loan Type	Performing Loans and Non-Performing Loans
Condition	<p><b>non-NPL:</b> Lender must propose pre-emptive DR <b>at least once</b> to prevent potential issues that a customer may face difficulties in repayment</p> <hr/> <p><b>NPL:</b> Lender must propose TDR <b>at least once</b> before taking legal actions, debt sales, contract cancellations, or asset seizures.</p>
Effective Period	1 Jan 2024
Status & Impact on KTC	In compliance with BOT's notification (SorKorChor 7/2566)

Target Group	Revolving Personal Loans
Loan Type	Performing Loans (Interest payment higher than principal payment over the past 3 - 5 years)
Condition	<p><b>General PD (3 to &lt; 5 years)</b> Notification to warn of becoming Severe PD</p> <hr/> <p><b>Severe PD (5 years)</b> Option to convert Revolving to Term loans (Revolving credit line must be closed)</p> <ul style="list-style-type: none"> <li>▪ Monthly Income &lt; THB 20,000</li> <li>▪ Interest rate ≤ EIR 15% per Annum</li> <li>▪ Fully repay loans within 5 years</li> </ul>
Effective Period	1 April 2024
Status & Impact on KTC	Maximum impact on interest income THB 18 Million/month



- ✓ Flexible interest rate based on clients' risk appetite
- ✓ Qualifying creditors must apply to test lending out in the Regulatory Sandbox



Plans to take effect in 2025 depending on the economic situation

Note: BOT released the notification of RL on 28 Dec 2023

# Key Highlights 1Q24



Total Revenue

6,763 MB

▲ 11.7% (YoY)

Net Profit

1,803 MB

▼ 3.7% (YoY)



Total Portfolio

105,347 MB

▲ 2.0% (YoY)



Credit Card

69,213 MB

▲ 2.3% (YoY)



Personal Loans

33,149 MB

▲ 2.4% (YoY)



Leasing

2,985 MB

▼ 9.6% (YoY)

Credit Card Spending

69,419 MB

▲ 8.5% (YoY)

Net Interest Margin

13.1%

Total NPL

1.5%

(Separate)

2.0%

(Consolidated)

NPL Coverage Ratio

434.7%

(Separate)

353.8%

(Consolidated)

Sustainable Profit Generation

Steady Portfolio Expansion

Continuous Card Spending Growth

Robust Asset Quality Management

Stronghold Balance Sheet

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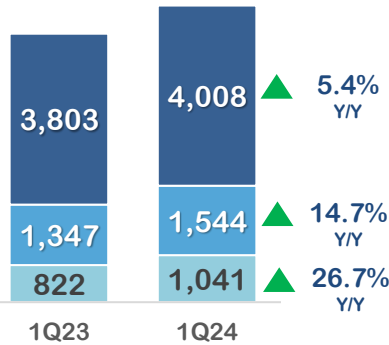
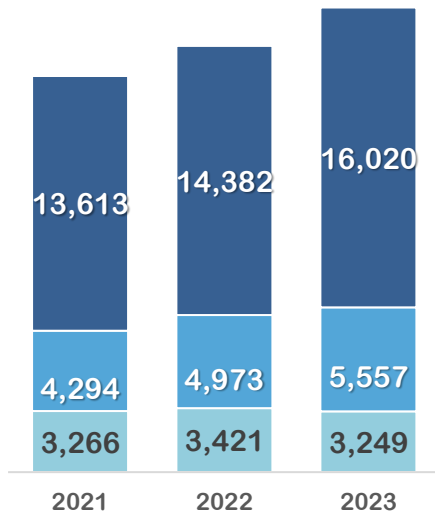
# Financial Result 1Q24



**Total Revenue** 6,763  
Million Baht

↑ **11.7%**  
(YoY)

● **Total Revenue**  
Unit: MB



● **Interest Income** (Including Credit Usage) ● **Fee Income** (Excluding Credit Usage) ● **Recovery Income**

Note: Based on Consolidated Financial Statement

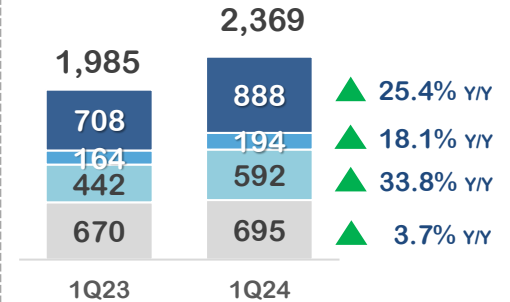
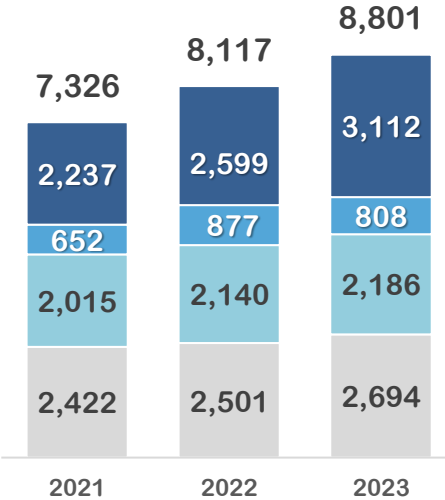
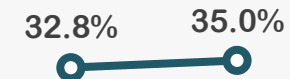
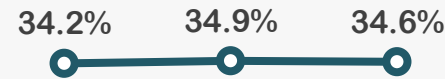
**Total Expense** 4,504  
Million Baht

↑ **20.4%**  
(YoY)

**Total Operating Expense** 2,369  
Million Baht

↑ **19.4%**  
(YoY)

● **Cost to Income Ratio**



● **Fee Expense** ● **Marketing Expense** ● **Other Operating Expense** (Other Taxes, F&E and etc.) ● **Personal Expense**

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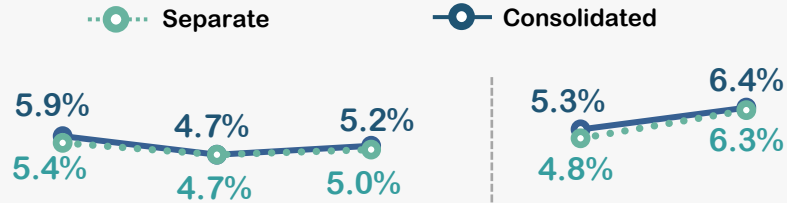
Sustainability

# Expected Credit Loss



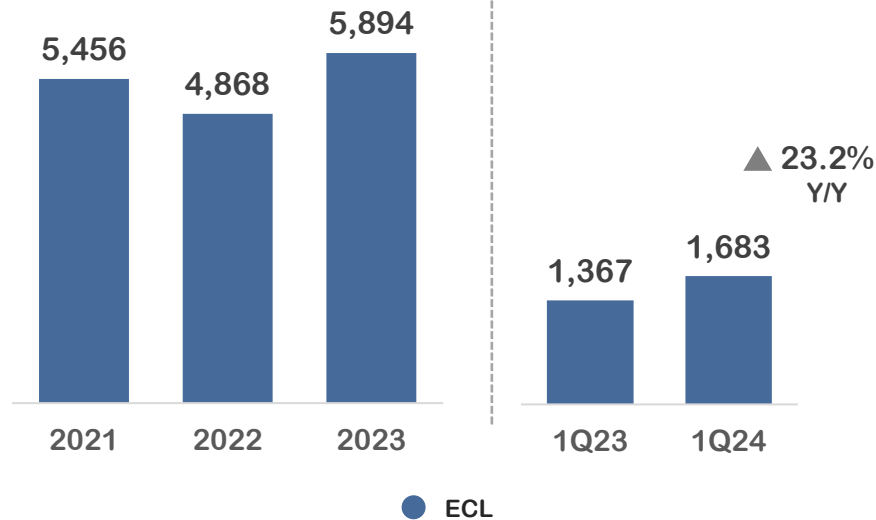
## Expected Credit Loss

### Credit Cost (Total ECL to Total Loan)



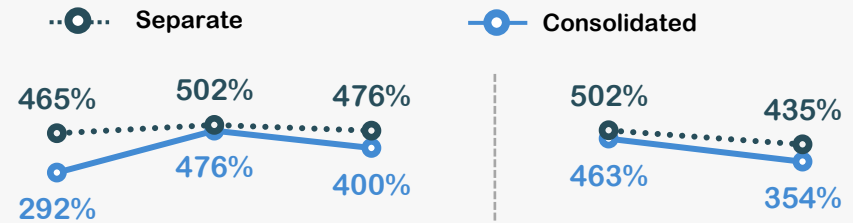
### Total Expected Credit Loss

Unit: MB



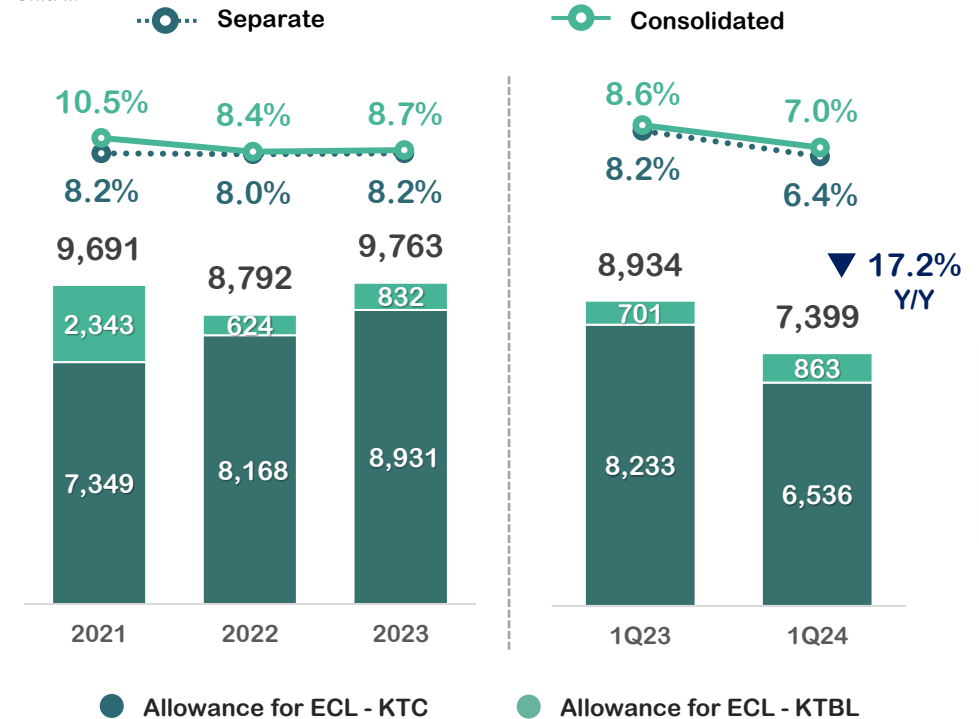
## Allowance for Expected Credit Loss

### NPL Coverage ratio (Total Allowance to NPLs)



### Total Allowance for Expected Credit Loss (Total Allowance to Total Loan)

Unit: MB



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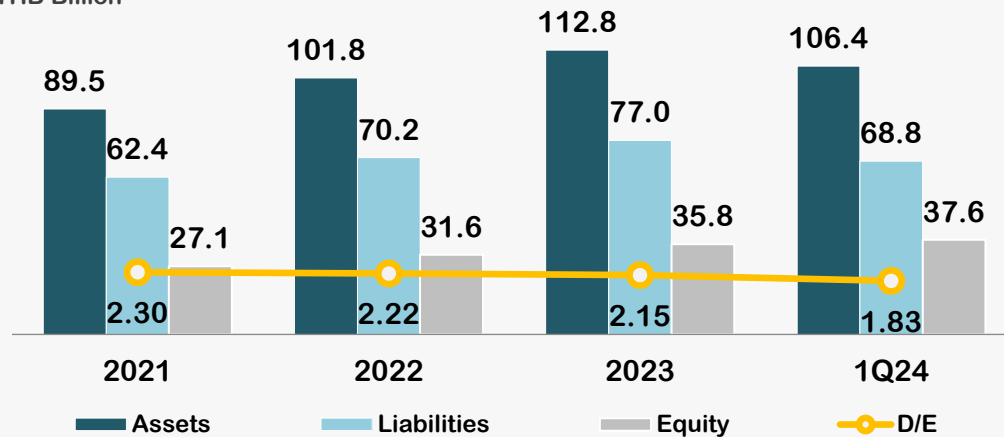
Sustainability

# Balance Sheet and Source of Fund

KTC

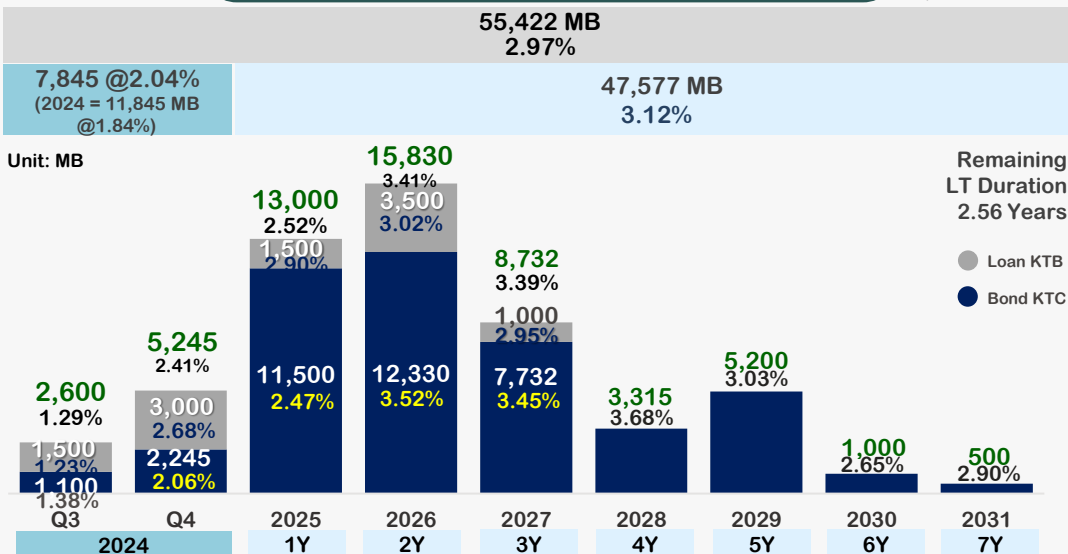
## Balance Sheet Highlight

THB Billion



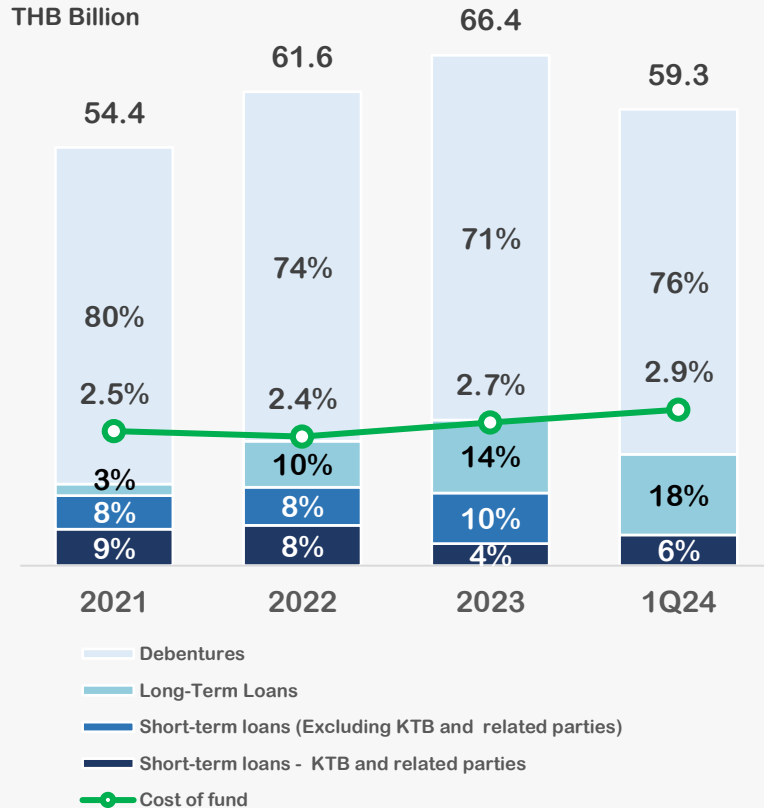
## Maturity Profile

(As of 31 Mar 2024)



## Interest Bearing Debt (Original Term)

THB Billion



Total ST Credit Line = 28,871 MB  
 ST: KTB = 18,561 MB, Others = 10,310 MB  
 LT: KTB = 16,000 MB

KTC rating **AA-** by **TRIS RATING**



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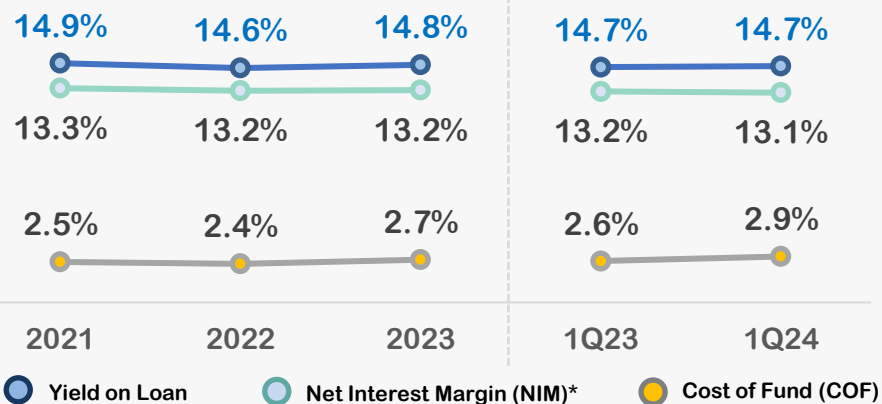
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# Profitability Ratio

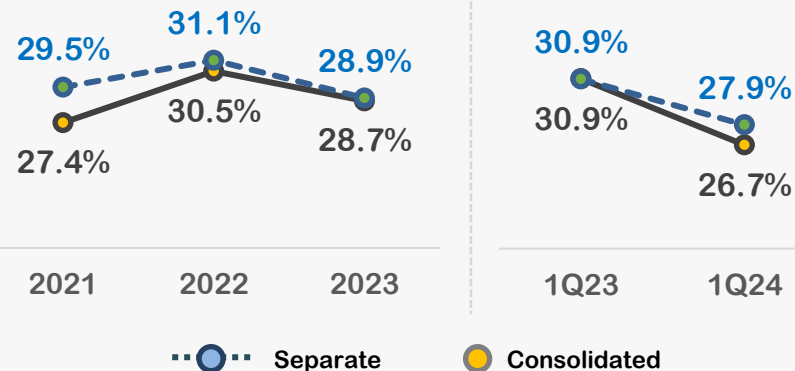
KTC

## Yield on Loan & NIM & COF



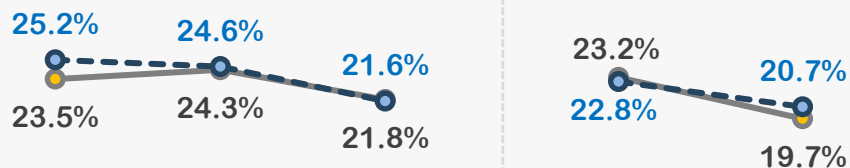
\*Net Interest Margin (NIM) = (Interest Income (Inc. Credit Usage) - Financial Expense) / Average Gross Receivables

## Net Profit Margin

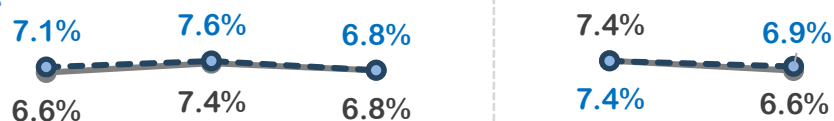


## ROE & ROA

### ROE



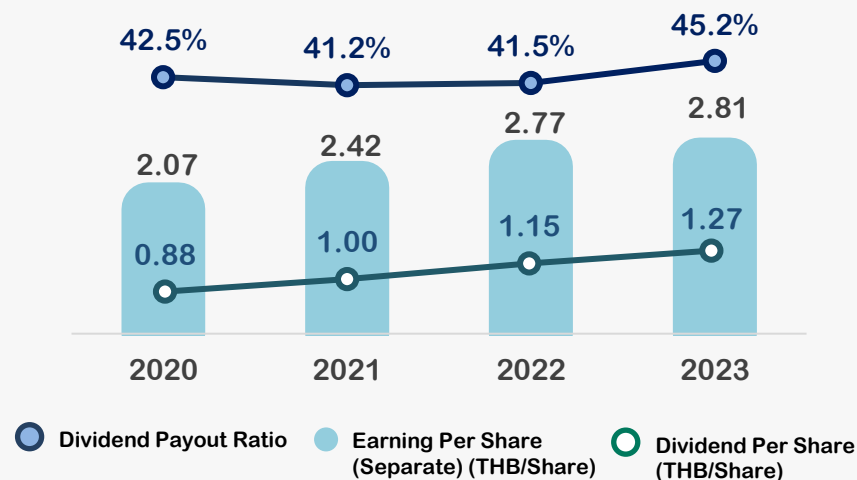
### ROA



● Separate

● Consolidated

## EPS & Dividend Payout



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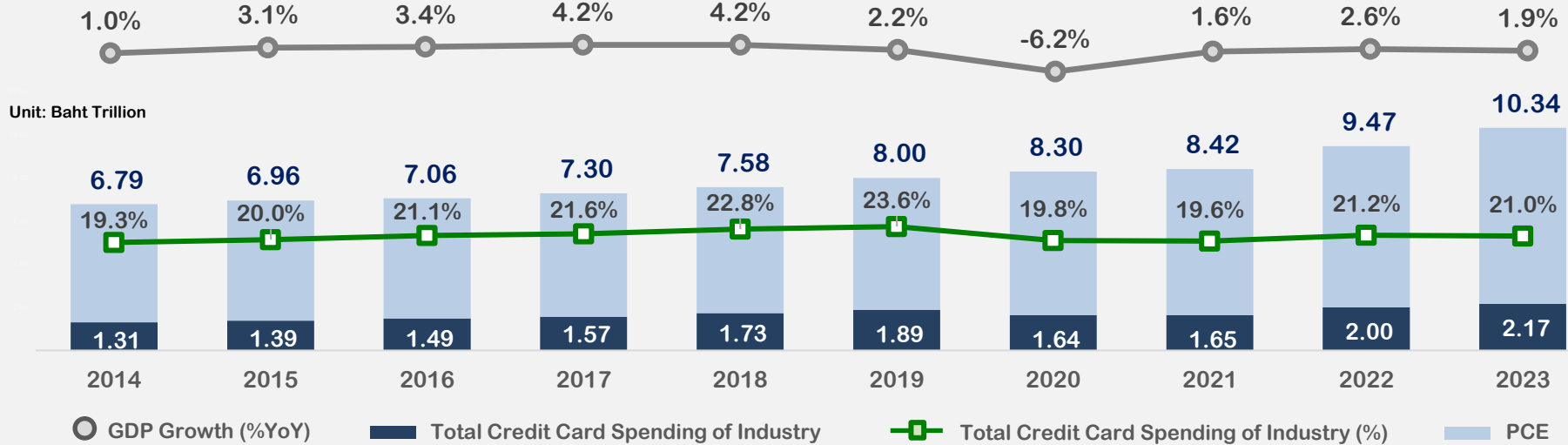
Sustainability



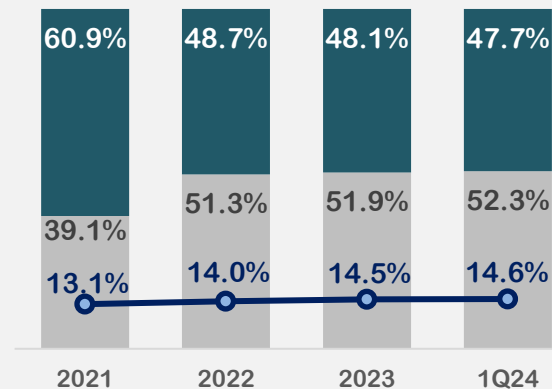
# Credit Card Industry & Market Share

KTC

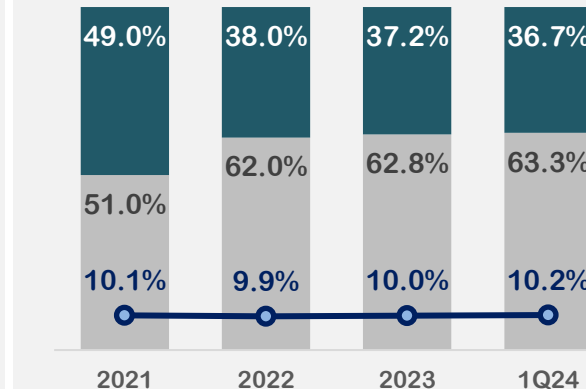
## Credit Card Penetration



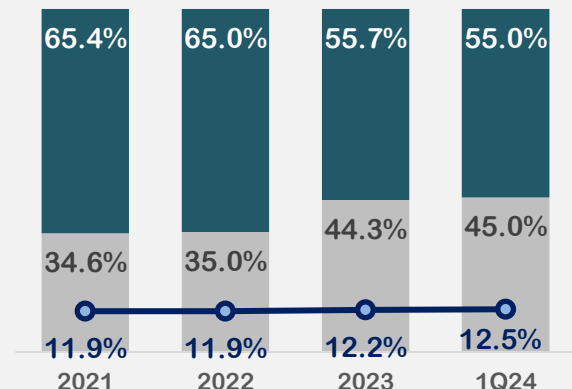
## Credit Card Portfolio



## No. of Credit Cards



## Credit Card Spending



Commercial Bank Non-Bank KTC

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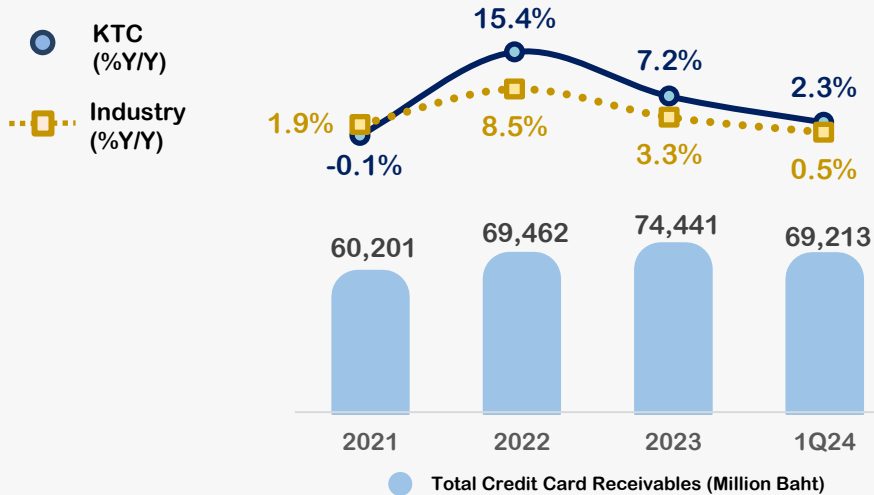
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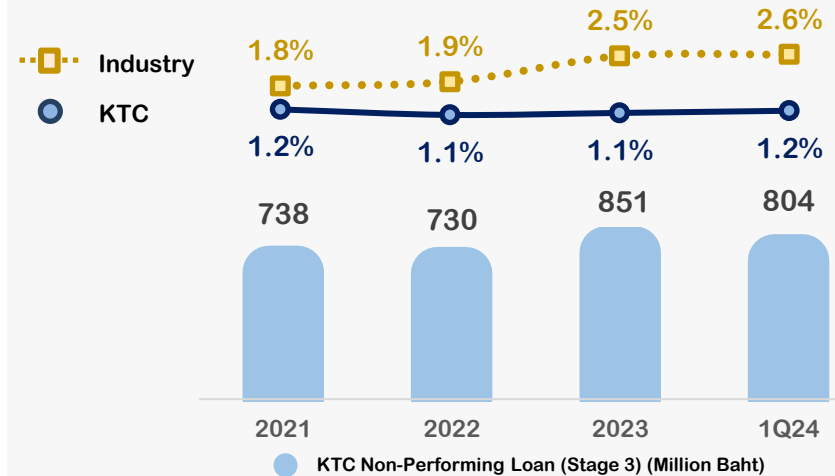
# Credit Card Performance

KTC

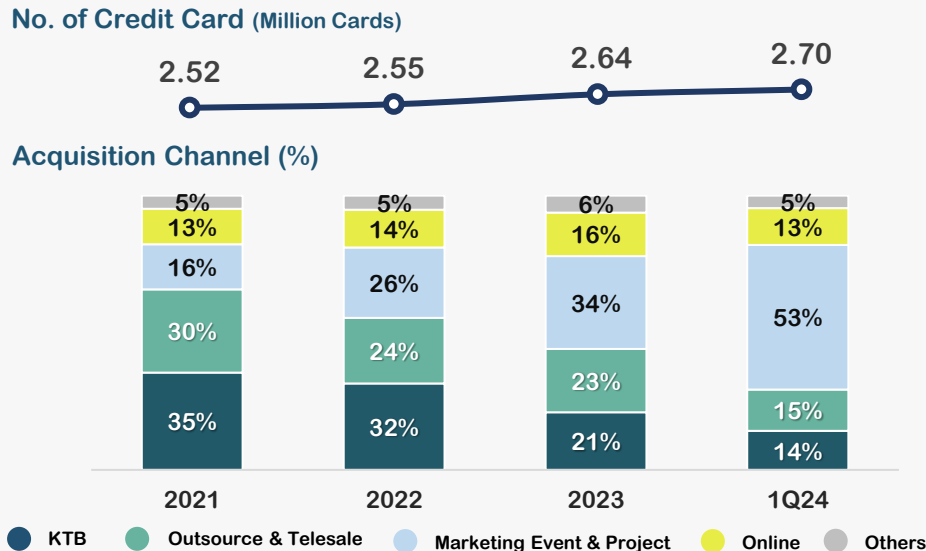
## Portfolio Growth



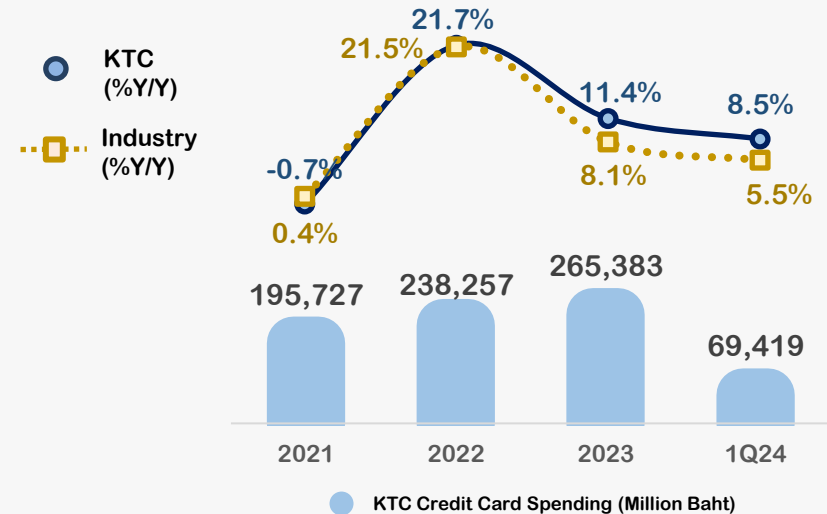
## Portfolio Quality



## Acquisition Channel



## Card Spending



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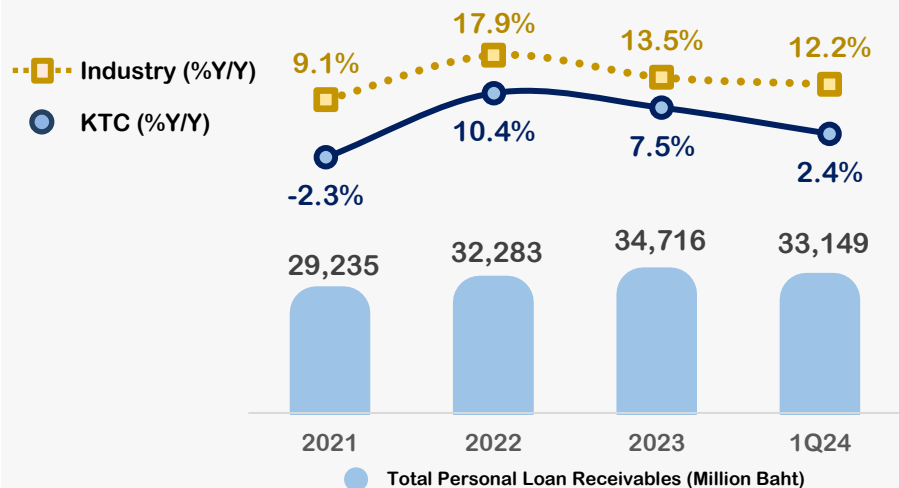
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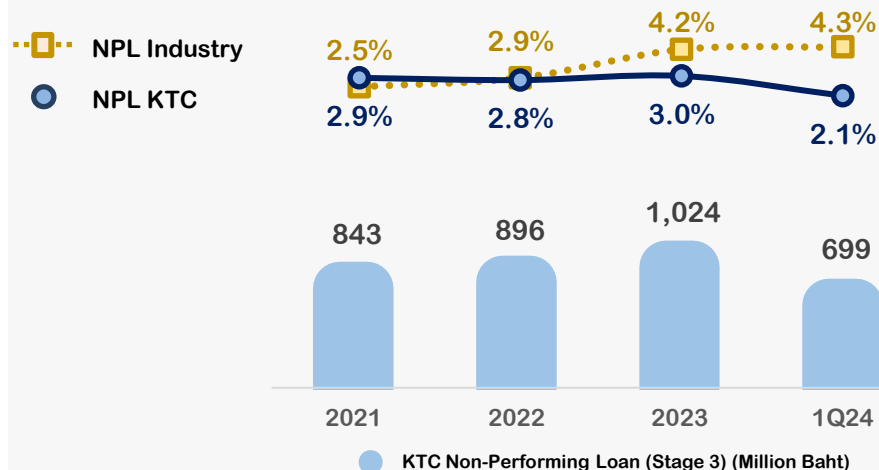
# Personal Loan Performance

KTC

## Portfolio Growth



## Portfolio Quality

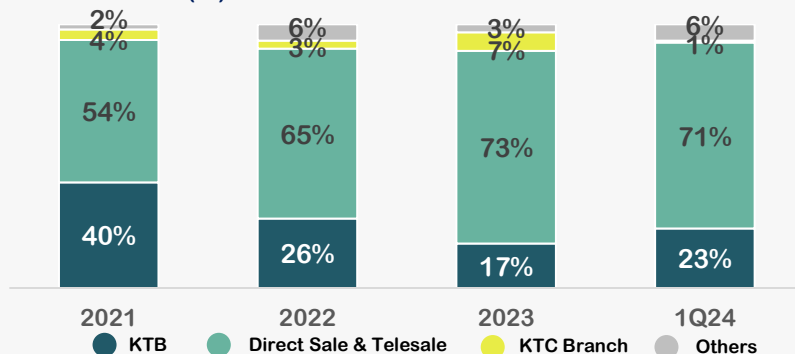


## Acquisition Channel

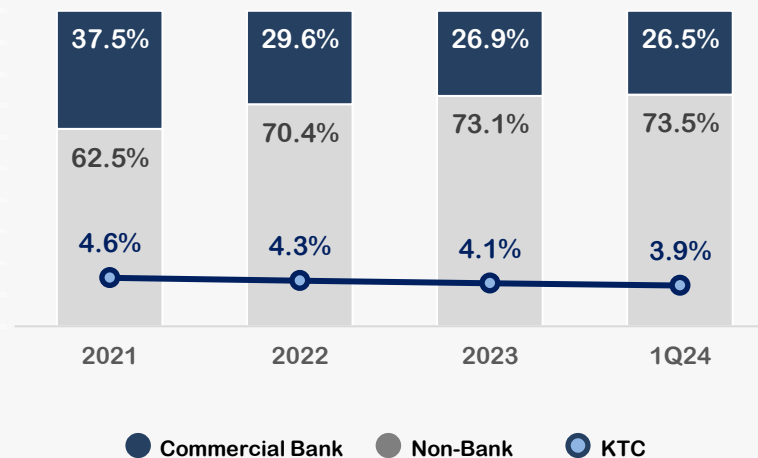
No. of Accounts (Accounts)



Acquisition Channel (%)



## Market Share



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# Target vs Actual

## Target 2024

## Actual 1Q24



Net Profit (MB)

> 7,295

1,803



Total Portfolio Growth

6 - 7%

2.0%



Credit Card Spending Growth

15%

8.5%



KTC PROUD Portfolio Growth  
(0-90 Days)

5%

3.9%



New Booking of  
P BERM Car for Cash (MB)

6,000

611



Portfolio Quality (%NPL)

< 2.0%

2.0%

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# Sustainability Overview

## Vision

KTC is a membership company in payment and retail lending business with emphasis on being a trusted organization with sustainable growth

## Purpose

To provide better financial products and services to enhance quality of life for all Thais

KTC

## Strategies

### Economic Dimension

Better Product & Service



KTC Digital Credit Card



“Digital Transition for Customers and Employees”

### Social Dimension

Better Quality of Life



“Financial Access and Education for All Thais”

### Environmental Dimension

Better Climate



“Environmentally Friendly”

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## National Awards



In SETHSI Index since 2020 & SET ESG Ratings AAA in 2023



Certified as an ESG100 company and recognized for outstanding sustainability performance by ThaiPat Institute since 2016



Excellence CG Scoring by Thai Institute of Directors Association (IOD) since 2016 (Based on OECD Principles of CG)



Excellent AGM Scoring by Thai Investors Association (TIA) in 2023



Membership of the Thai Private Sector Collective Action Against Corruption since 2016



Business + Product Innovation Awards 2024



NEWS Compass® Global Award - Distinguished Achievement in Coaching and Mentoring

## International Awards



Member of the S&P Global's Sustainability Yearbook 2024



MSCI ESG Ratings BBB Since July 2023



FTSE4Good

FTSE4Good Index since 2021

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Adopting an International Sustainability Reporting Framework, the Global Reporting Initiatives Standards (GRI Standards) since 2019



The Information Security Management System ISO/IEC 27001:2013



The Privacy Information Management System ISO/IEC 27701:2019

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