



# KTC PERFORMANCE

## 1Q2025



# AGENDA



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KTC Overview & Key Highlights

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Financial Results

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Consumer Finance Industry &  
KTC Portfolio Performance

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Target vs Actual 2025

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KTC Sustainability

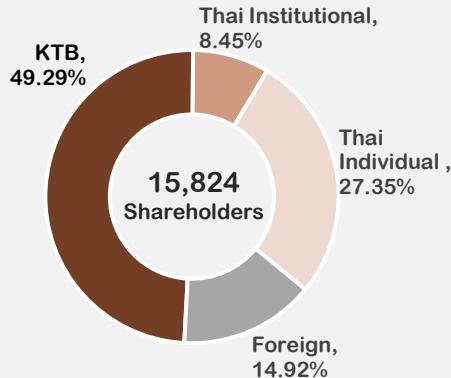
# KTC Overview



- Incorporated in 1996 as a credit card servicing subsidiary company of Krunthai Bank PLC
- In July 2002, KTB sold the credit card portfolio to KTC which subsequently transformed KTC into a full consumer finance company



## Shareholder Structure



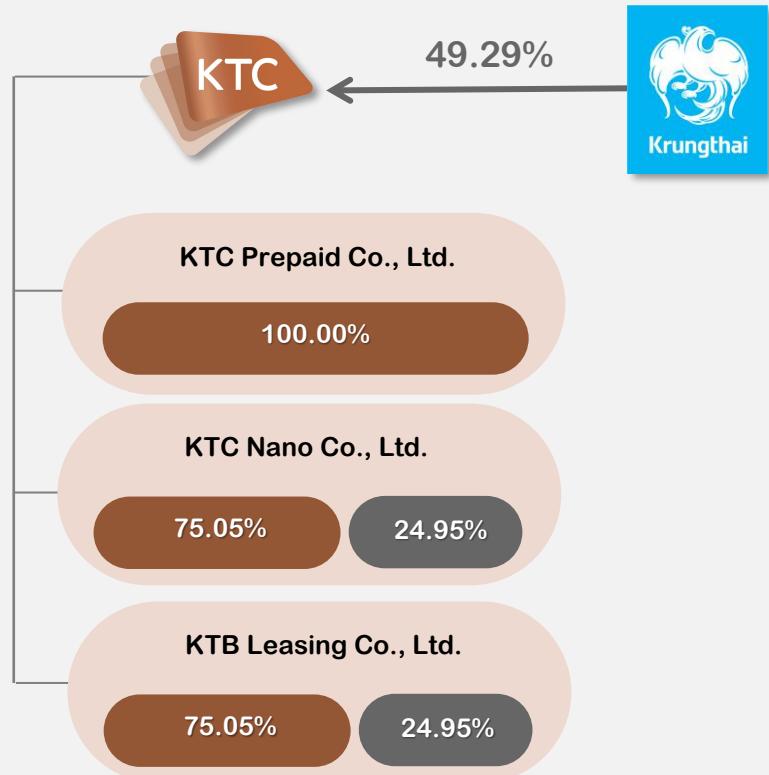
### Top 5 Shareholders

1. Krungthai Bank Public Company Limited	49.29%
2. MR. MONGKOL PRAKITCHAIWATTANA	12.49%
3. MS. CHANTANA JIRATTITEPAT	4.95%
4. Thai NVDR Company Limited	4.65%
5. UOB KAY HIAN PTE LTD A/C - RC	4.09%

(As of 31 Mar 2025)



## KTC Holding Structure



KTB

KTC

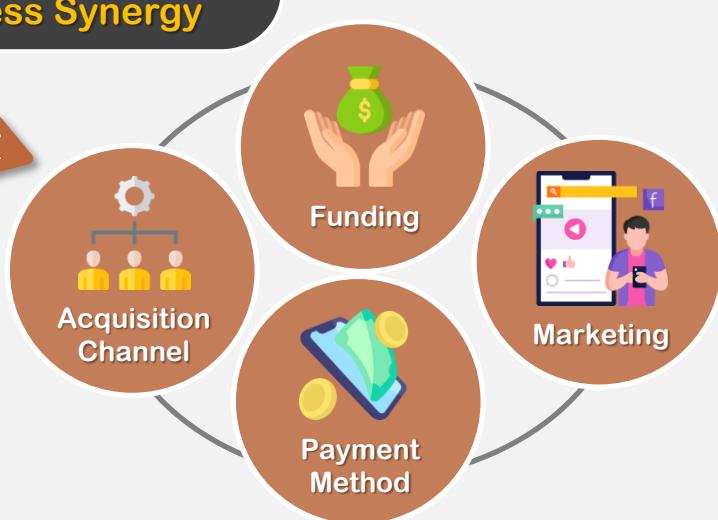
(As of 31 Mar 2025)



## KTB & KTC Business Synergy



KTC

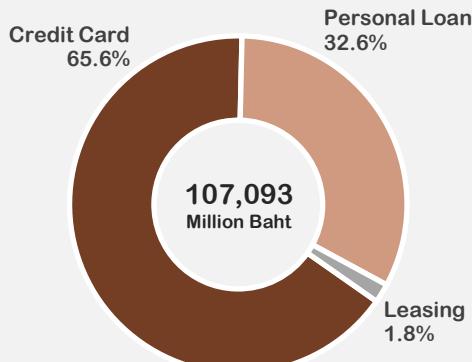


# Business Structure & BOT Regulations

KTC



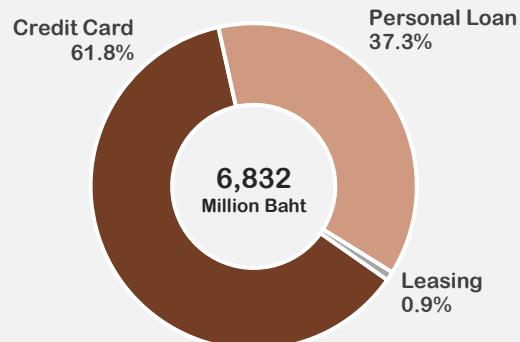
## %Gross Receivables



(As of 31 Mar 2025)



## %Total Revenue



(As of 31 Mar 2025)



## 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

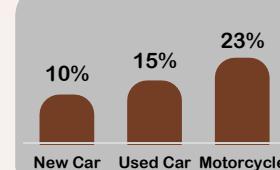
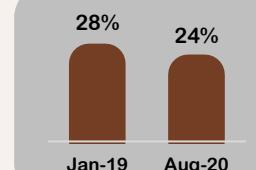
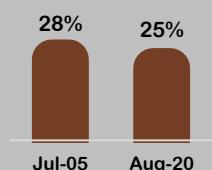
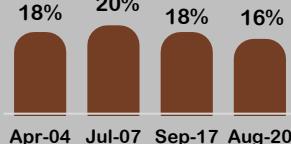
16%

25%

24%

Category	Rate
New Car	10%
Used Car	15%
New & Used Motorcycle	23%

### Rate Cap History



# 2024 KTC Debt Restructuring & BOT Relief Measures



Assistance Measure	Interest Rate	Period
Change to Long Term Personal Loan	15.75% Per Annum	48 Months
Convert Revolving Loan to Term Loan	Based on Current Agreement	60 Months
Convert Revolving Loan to Term Loan	15% Per Annum	60 Months / 84 Months
Lower Installment by 30%	Based on Current Agreement	3 Billing Cycles
Lower Installment by 30%	Based on Current Agreement	3 Billing Cycles
Extend Payment Term	Based on Current Agreement	60 / 72 / 84 Months
Convert Revolving Loan to Term Loan	Based on Current Agreement	60 Months



**Minimum Payment**

- Extends the minimum payment at 8% from the end of 2024 to the end of 2025.
- Debtors who pay a minimum payment of ≥8%
  - receive cashback, per the below rates, paid quarterly in 2025.

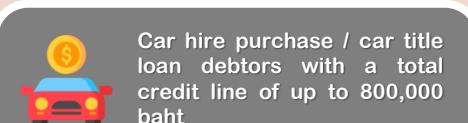
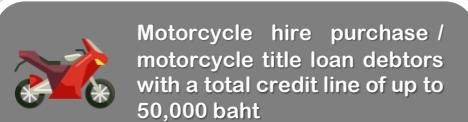
**1H25**  
**0.5%**  
of outstanding balance

**2H25**  
**0.25%**  
of outstanding balance

## BOT Program “You Fight, We Help”

### Measure 1 “Direct Payment, Retain Assets”

- Reducing the installment payments for a period of 3 years, with the debtors paying a minimum of 50%, 70% and 90% of the original installment payment in years 1, 2 and 3 respectively, with all installment payments being used to reduce the principal
- Suspending interest for a period of 3 years, with all suspended interest waived if the debtors comply with the conditions throughout the 3-year period under the measure.



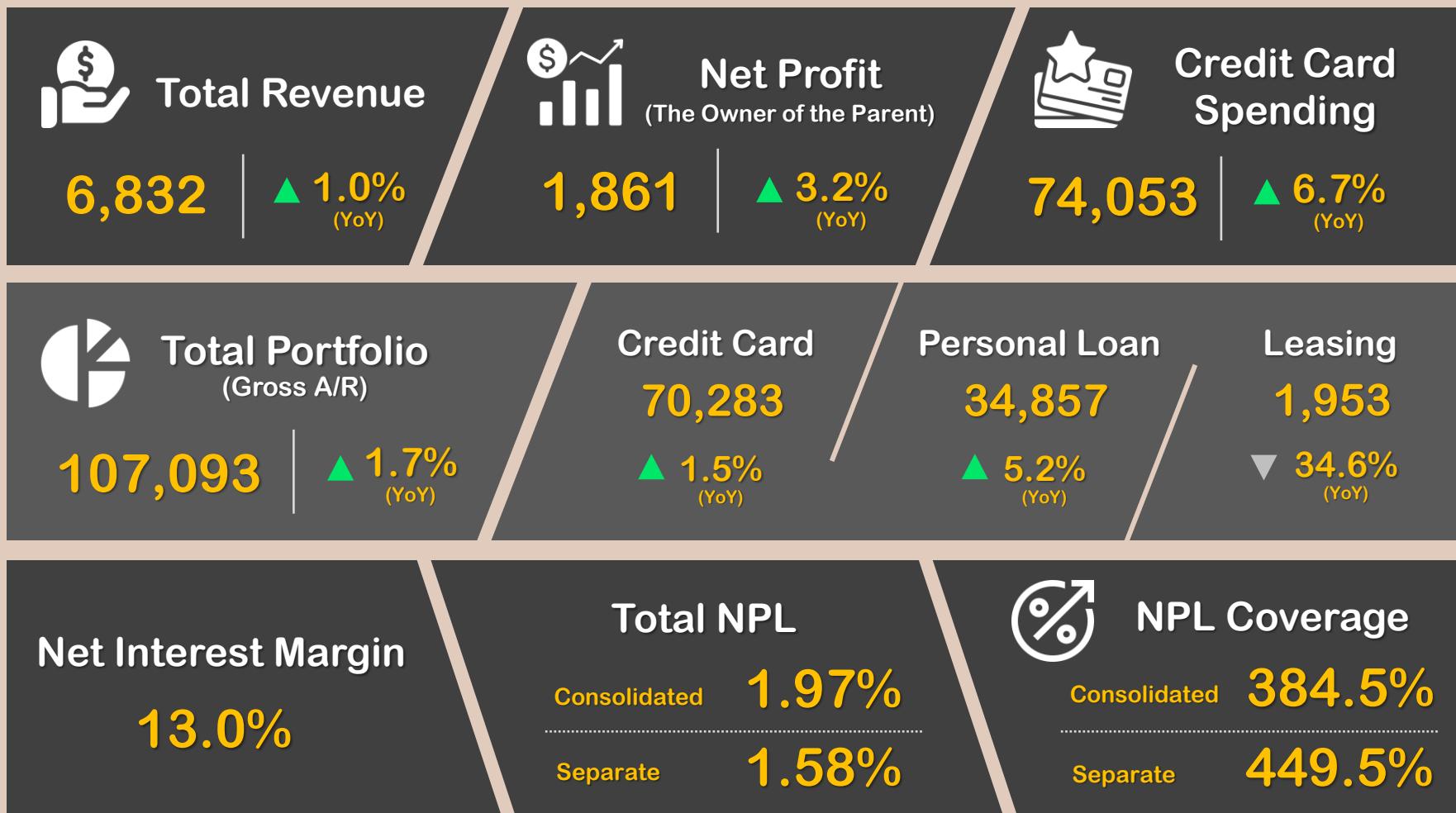
### Measure 2 “Pay, Close, Finish”

- Help retail debtors with low bad debts change their debt status from bad debt to debt closure faster
- Individual debtors with a non-performing loan status of more than 90 days (NPL) as of October 31, 2024.
- Have a debt burden per account not exceeding 5,000 baht, regardless of the loan type (can participate in the measure with more than 1 account)

# Key Highlights 1Q2025



Unit: THB Million



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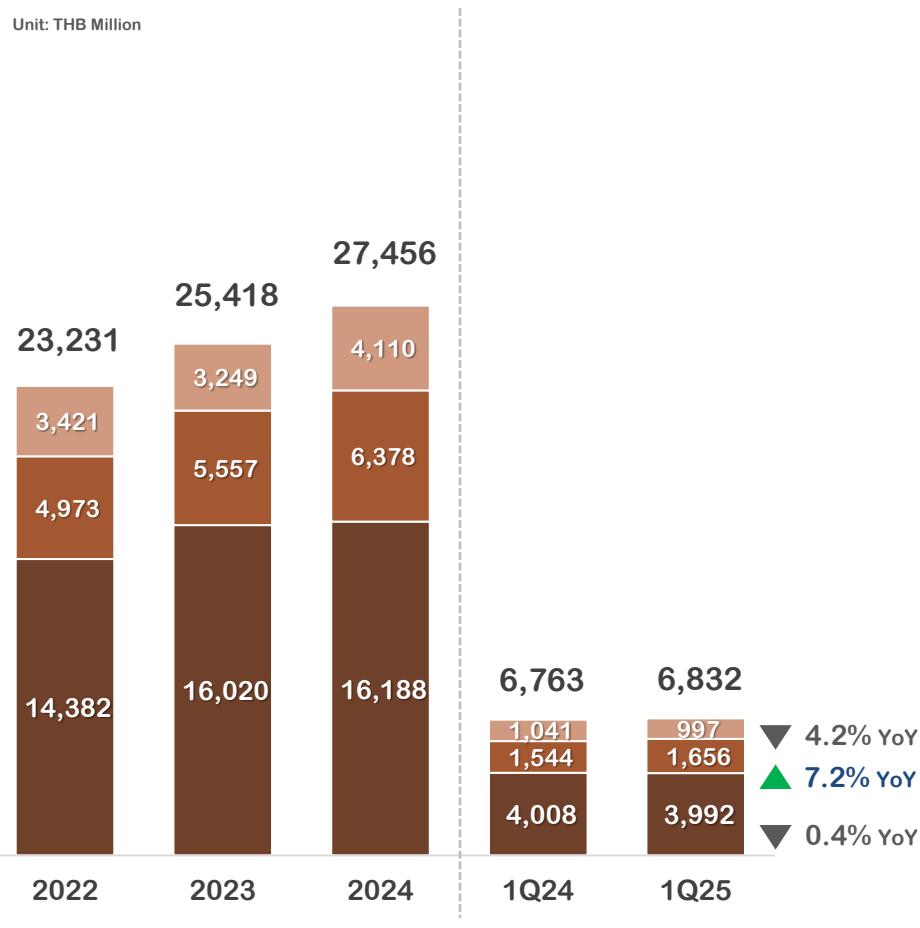
KTC Sustainability

# Financial Result 1Q2025



**Total Revenue**  
6,832 MB ▲ 1.0% YoY

Unit: THB Million

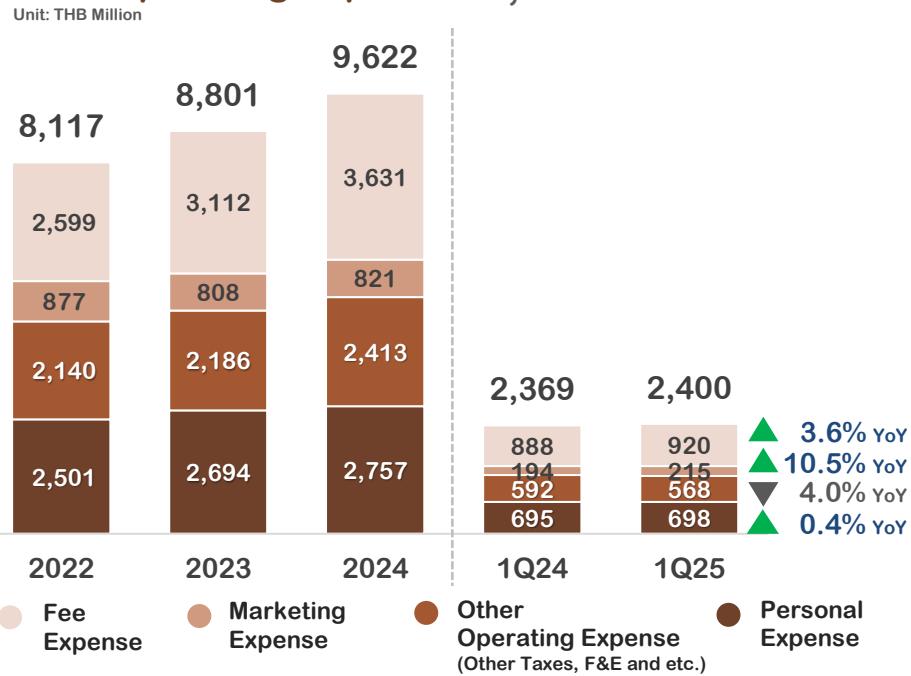


**Total Expense**  
4,433 MB ▼ 1.6% YoY

**Cost to Income**



**Total Operating Expense** 2,400 MB ▲ 1.3% YoY



# Expected Credit Loss

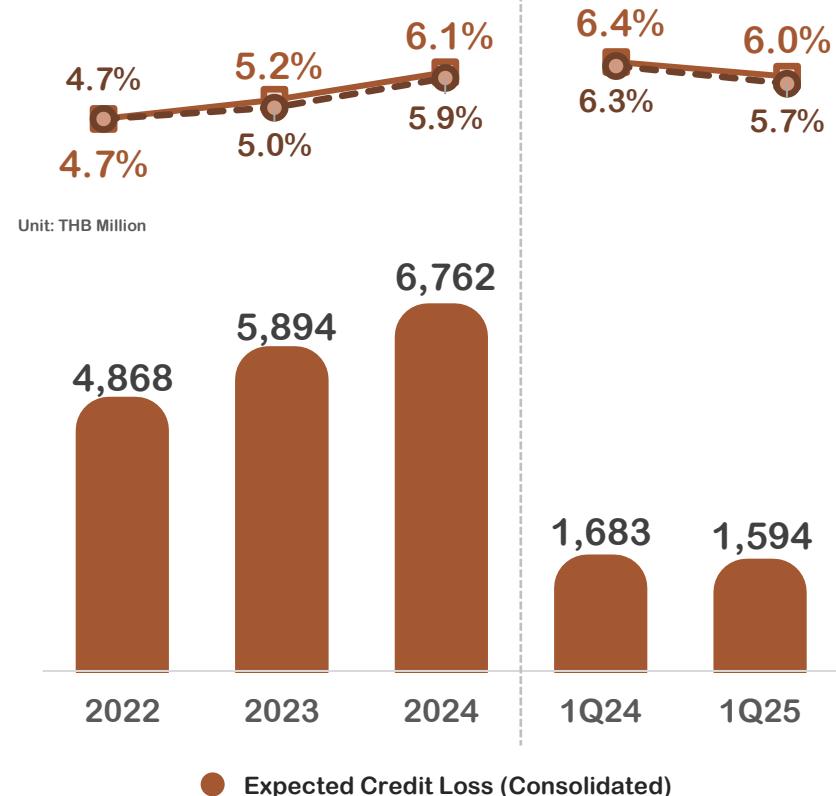


## Expected Credit Loss

1,594 MB ▼ 5.3% YoY

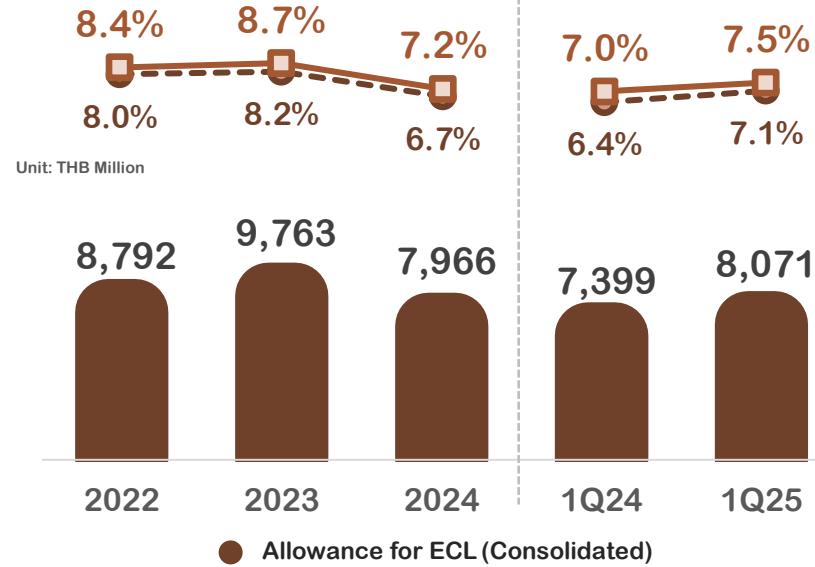
### Credit Cost

● Separate      □ Consolidated



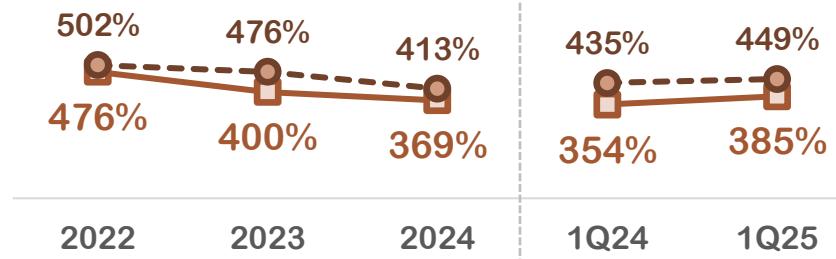
## Allowance for ECL

● Separate      □ Consolidated



## NPL Coverage Ratio

● Separate      □ Consolidated

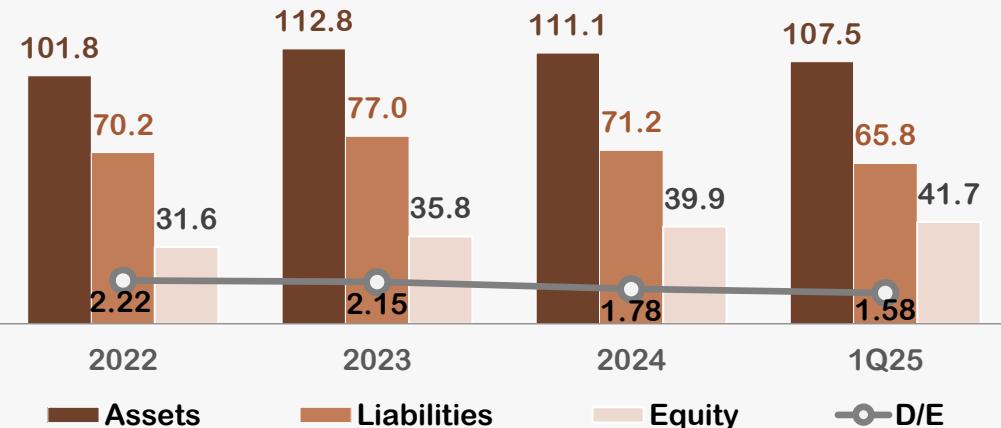


# Financial Position & Funding



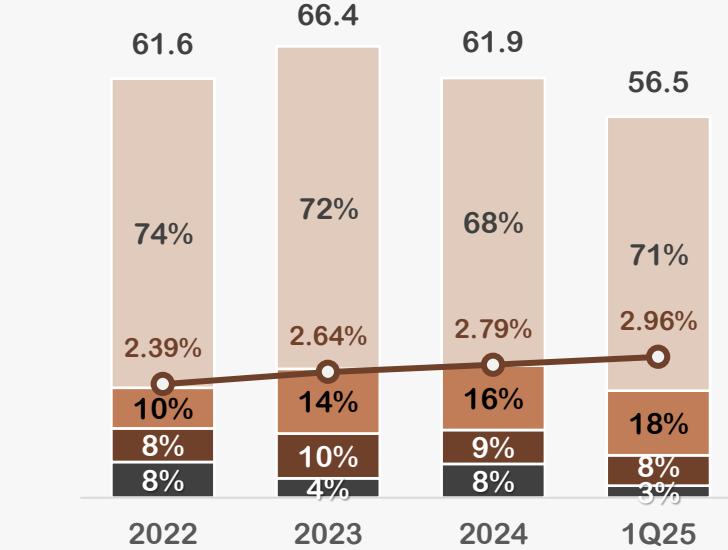
## Balance Sheet Highlight

Unit: THB Billion



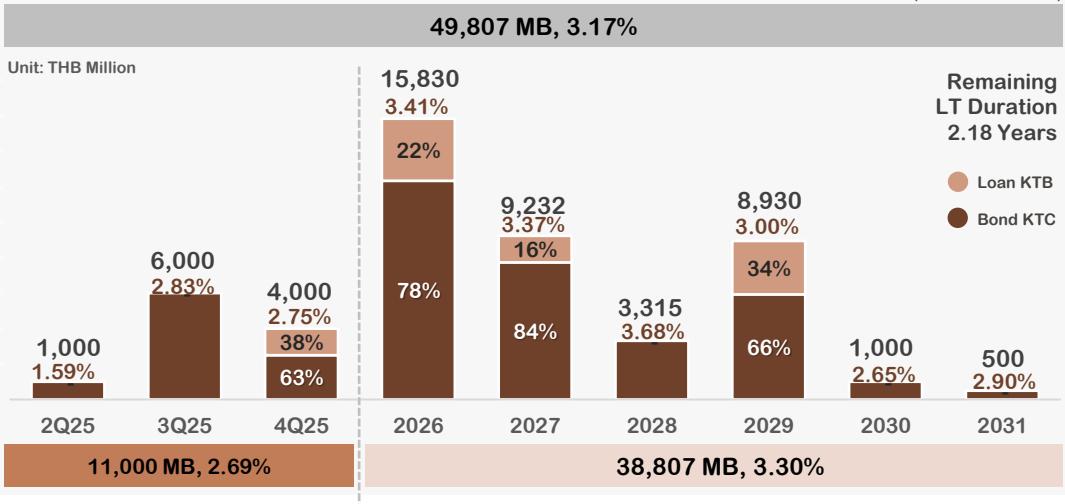
## Interest Bearing Debt (Original Term)

Unit: THB Billion



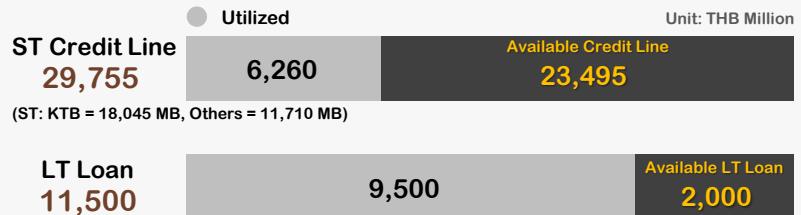
## Maturity Profile

(As of 31 Mar 2025)



**TRIS**  
RATING  
A Strategic Partner of S&P Global

**AA**  
Since Apr-2025

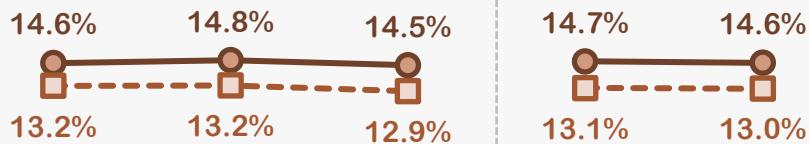


# Key Financial Ratio



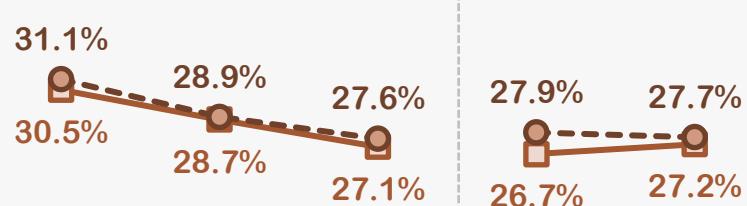
## Yield on Loan & NIM & COF

—●— Yield on Loan    -□- NIM    .... COF



## Net Profit Margin

—●— Separate    -□- Consolidated



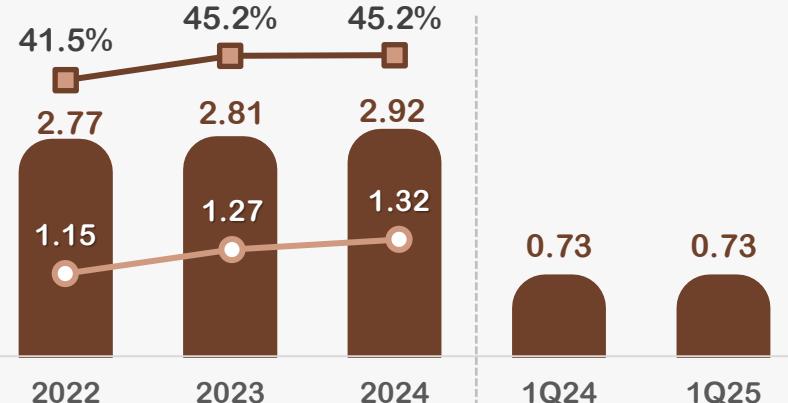
## ROE & ROA

—●— Separate    -□- Consolidated



## EPS & Dividend Payout (Separate)

■ Dividend Payout Ratio    ● Earning Per Share (THB/Share)    ○ Dividend Per Share (THB/Share)

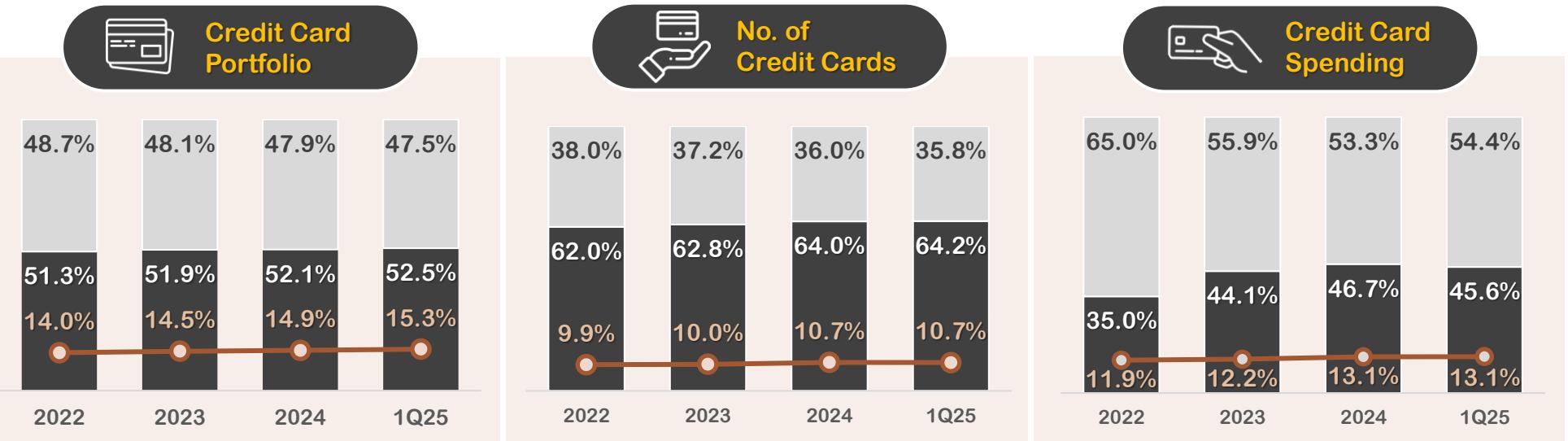
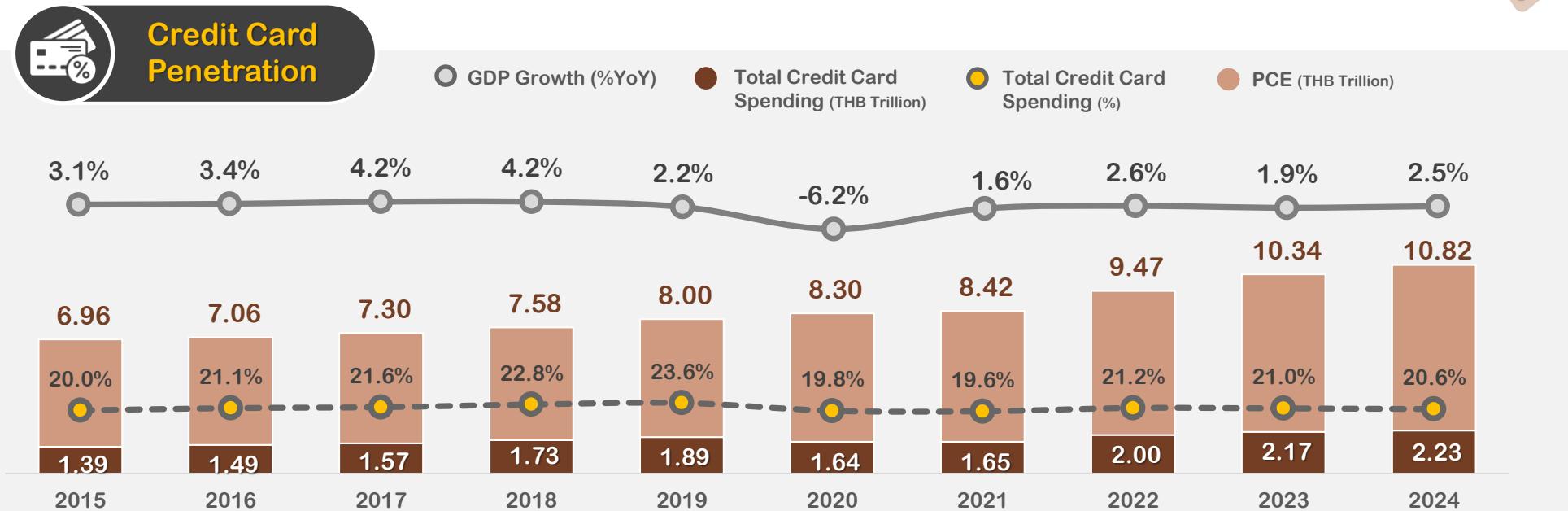


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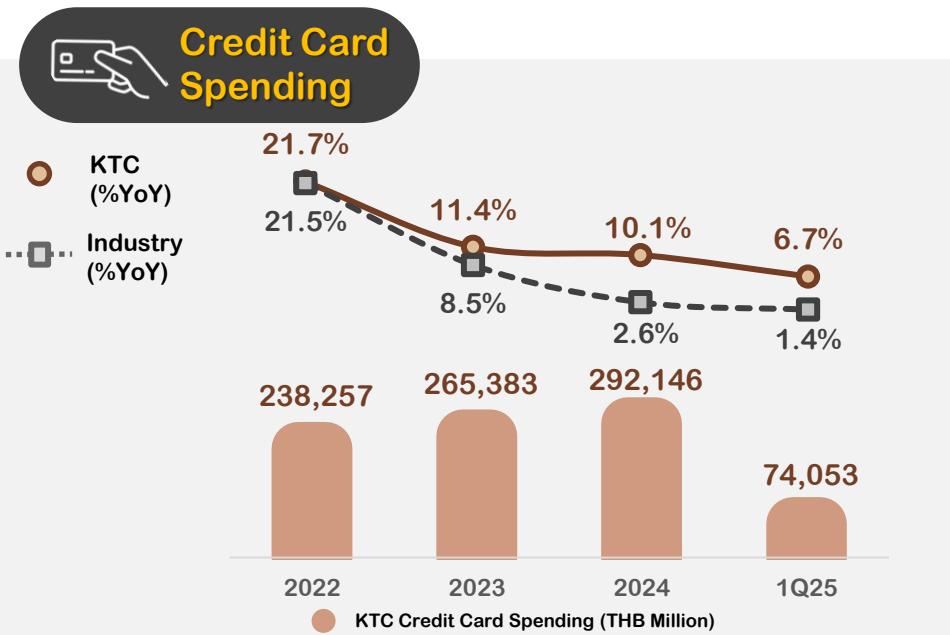
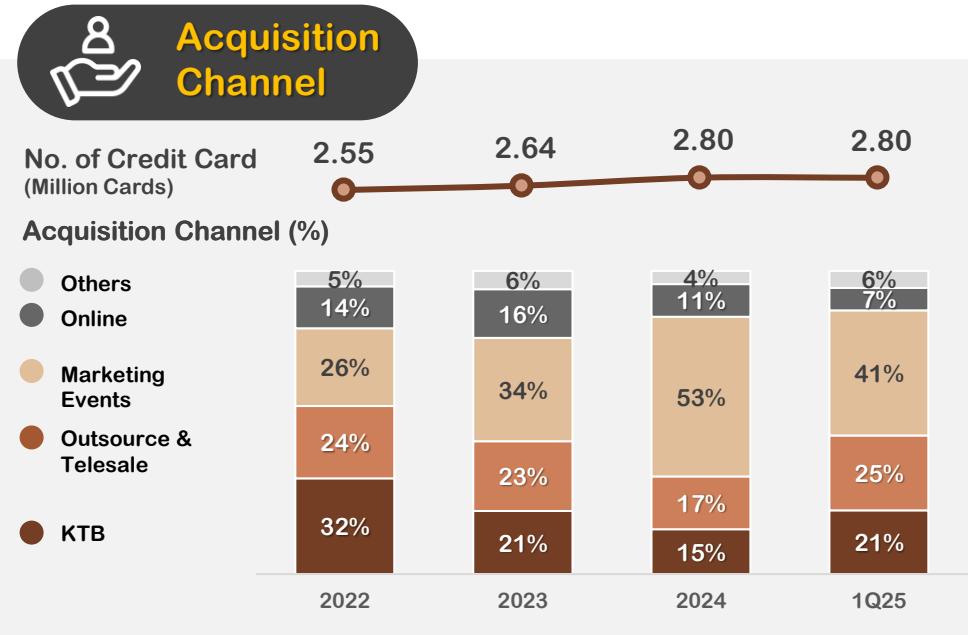
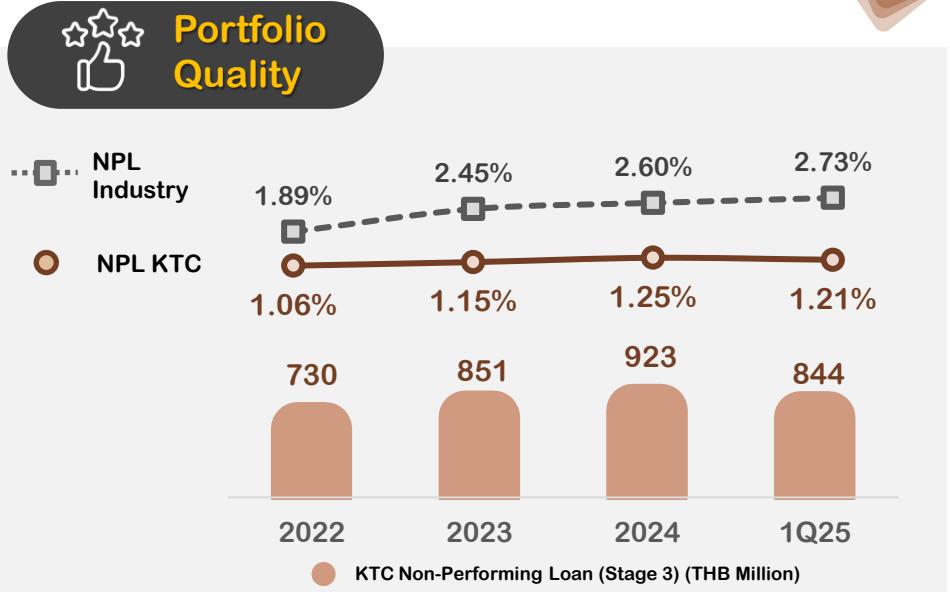
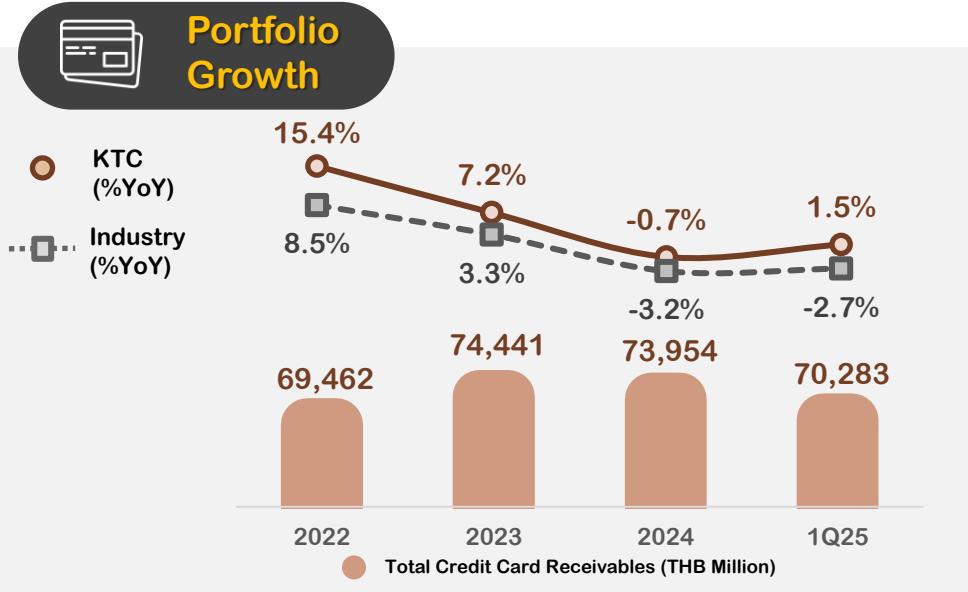


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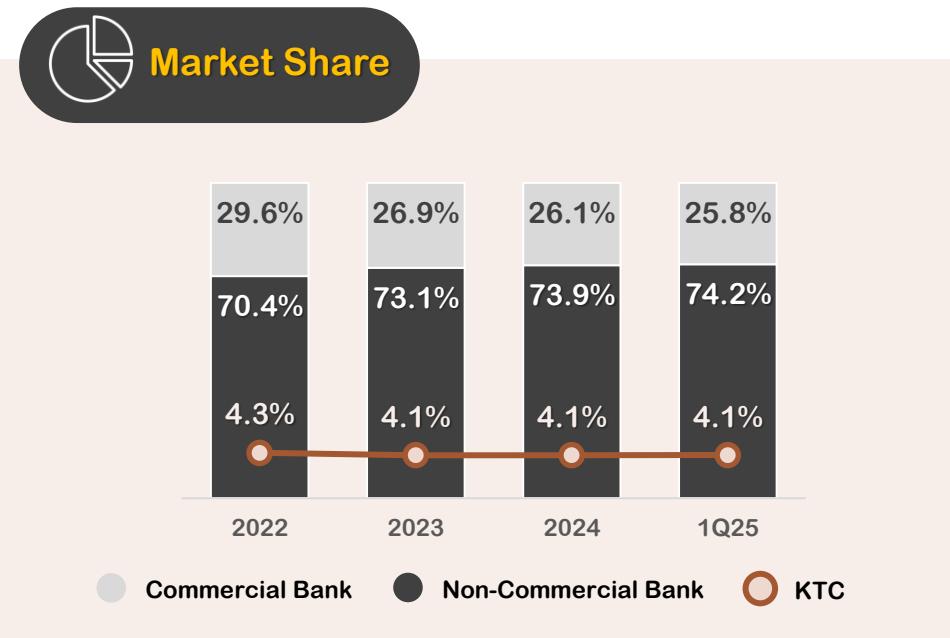
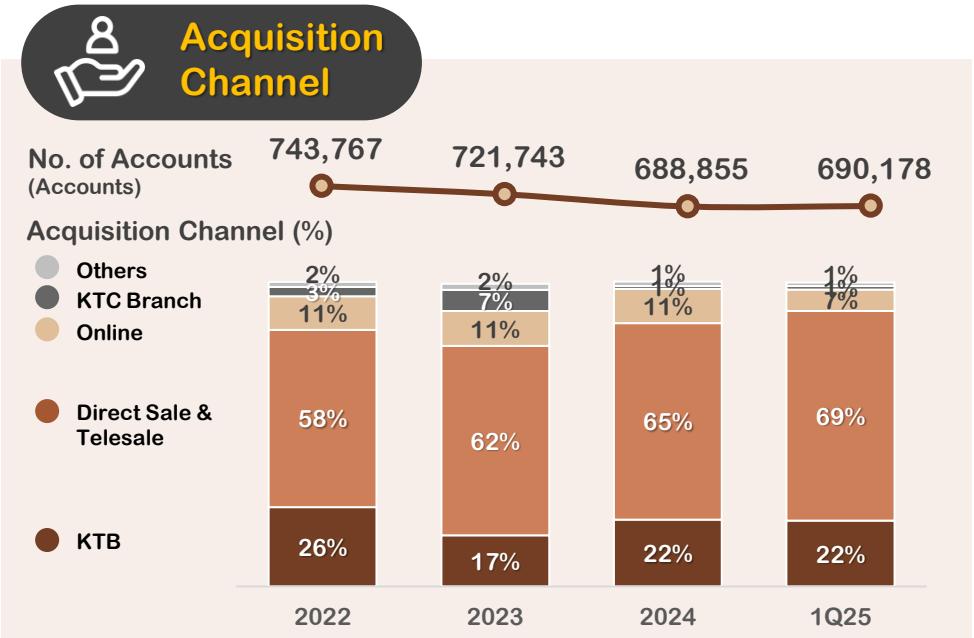
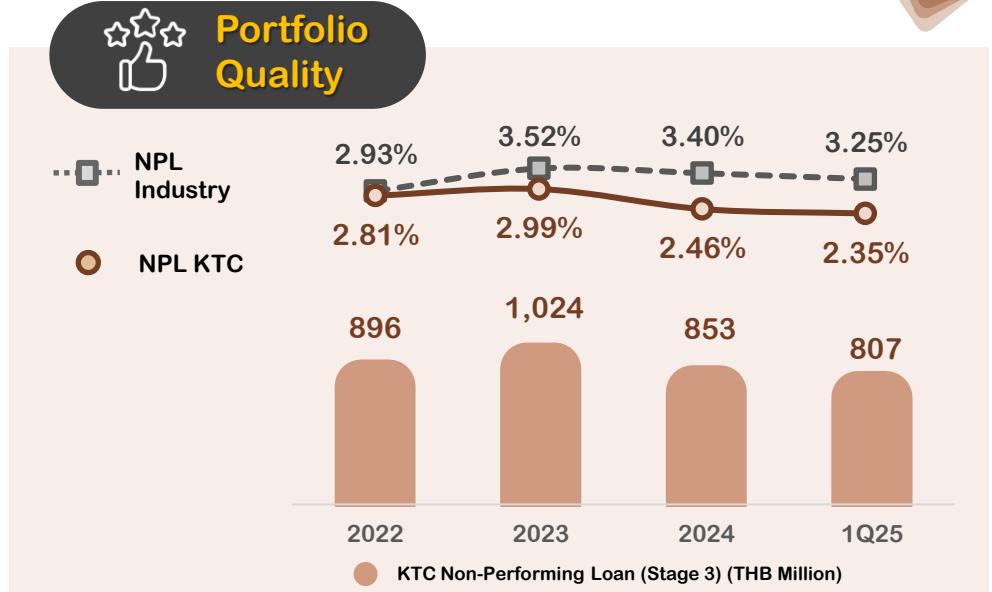
# Credit Card Industry & Market Share



# Credit Card Performance



# Personal Loan Performance



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# Target vs Actual 2025



Unit: THB Million

	Actual Y2024	Target Y2025	Actual 1Q25
<b>Net Profit</b>	7,437	> 7,437	1,861
<b>Total Portfolio Growth</b>	▼ 1.1%	4-5%	1.7%
<b>Portfolio Quality (%NPL)</b>	1.95%	≤ 2.0%	1.97%
<b>Credit Card Spending Growth (%)</b>	10.1%	10%	6.7%
<b>KTC PROUD Portfolio Growth (%)</b>	0.6% (0-90 Days)	3%	0.6%
<b>New Booking of P BERM Car for Cash</b>	2,437	3,000	511

# AGENDA



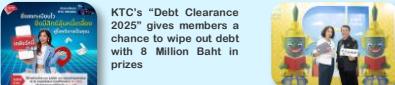
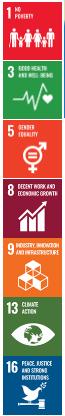
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# KTC Sustainability



## Strategies

### Economic Dimension Better Products & Services



KTC's "Debt Clearance 2025" gives members a chance to wipe out debt with 8 Million Baht in prizes



KTC champions reading Culture with 18% cashback and installment offers at Thailand's premier book fair



KTC is introducing two premium credit cards, the KTC DIGITAL VISA SIGNATURE and the KTC DIGITAL WORLD REWARDS MASTERCARD, designed for discerning members who value online shopping and premium privileges with advanced security technology



KTC cooperates with Legal Execution Department to open "Debt Mediation Fair" No.36



KTC responds to the Bank of Thailand by cashback or refund interest to customers to ease their debt burden.

**"Operating innovatively and responsibly to unleash financial resilience in accordance with the laws and corporate values"**

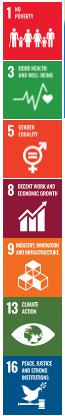
## Vision

KTC is a member company in the payment and retail lending business with an 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

### Social Dimension Better Quality of Life



KTC P BERM Car for Cash empowers aspiring franchise entrepreneurs supporting dreams and future opportunities



KTC builds a better future with 25 Million Baht donation to UNHCR for refugees



KTC conducts Knowledge Sharing to "Pattaya Redemptorist Technological College for People with Disabilities"



KTC partners with members to donate 27 Million Baht for a sustainable future with SOS Children's Villages Foundation



**"Providing inclusive financial solutions and investing in talents that empower equitable communities"**

## Vision

### Environmental Dimension Better Climate



Offers Solar Roof promotion with installment 0% up to 10 months for KTC credit card and KTC PROUD



KTC and Bangkok Airways launch the "20 Years, 20 Trips" campaign, offering curated sustainable travel experiences and cultural immersion opportunities throughout 2025



KTC is collaborating with the Mass Rapid Transit Authority of Thailand (MRTA) and Bangkok Expressway and Metro Public Company Limited (BEM) to introduce exclusive benefits for "Tap-and-Pay" users on the MRT Blue and Purple lines throughout 2025



**"Exploiting financial solutions and environmental stewardship to support decarbonization"**

## Vision

### National Awards



#### National Awards



In SETTHSI Index since 2020 & SET ESG Ratings AAA since 2023



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



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 2024



KTC wins Thailand's Top Corporate Brand Value Award 2024 for the 6th Year



### International Awards



Member of S&P Global Sustainability Yearbook 2025 for the second consecutive year since the S&P Global Sustainability Yearbook 2024



FTSE4Good Index since 2021



MSCI ESG Ratings BBB Since July 2023



KTC secures Asia-Pacific Financial Security Award for the second consecutive year



### World Class Standards



: With Reference



The Information Security Management System ISO/IEC 27001:2013



The Privacy Information Management System ISO/IEC 27001:2019



ISO/IEC certified



PCI DSS Version 3.2.1-Acquiring Service

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# Appendix | KTC Ratio Formula



Cost to Income	$\text{Total Operating Expense} / \text{Total Revenue}$
Credit Cost	$\text{Expected Credit Loss (ECL)} / \text{Total Gross A/R}$
%NPL	$(\text{Total Stage 3 (Excluding Accrued Interest)}) / \text{Total Gross A/R (Excluding Accrued Interest)}$
NPL Coverage Ratio	$\text{Total Allowance} / (\text{Total Stage 3} + \text{NPL (Excluding Accrued Interest)})$
D/E	$\text{Total Liability} / \text{Total Equity}$
Yield on Loan	$\text{Interest Income (Including Credit Usage)} / \text{Average Gross A/R}$
Net Interest Margin	$(\text{Interest Income (Including Credit Usage)} - \text{Financial Costs}) / \text{Average Gross A/R}$
Cost of Fund	$\text{Finance Costs} / \text{Average Borrowing (Including Lease Liability)}$
Net Profit Margin	$\text{Profit Attributable to Owners of the Parent} / \text{Total Revenue}$
ROE	$\text{Profit Attributable to Owners of the Parent} / \text{Average Equity (Attributable to Owners of the Parent)}$
ROA	$\text{Profit Attributable to Owners of the Parent} / \text{Average Total Asset}$

Remark: Annualized income statement items: Multiply by 4 for 3-month, 2 for 6-month, and 4/3 for 9-month performance

Balance sheet items: Use the average of beginning and ending period balances (e.g., average total asset = (Dec 23 + Sep 24) / 2 for 9M24)

## Visit our IRKTC Website



Thai Version



English Version

# THANK YOU

For further info, please contact IR Team at +66 2 828 5067 or [irktc@ktc.co.th](mailto:irktc@ktc.co.th)

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