



KTC

# KTC PERFORMANCE 1H24



**TRIS**  
RATING  
AA-

MSCI  
ESG RATINGS

BBB

**SET** AAA  
ESG Ratings 2023

**ESG100** 2024  
Environmental • Social • Governance



**CAC**  
COLLECTIVE ACTION AGAINST  
CORRUPTION

**IAA**  
Investment Analysts Association  
Outstanding IR  
2022-2023

# AGENDA



## 1 | KTC Overview & Key Highlights

## 2 | Financial Results

## 3 | Consumer Finance Industry & KTC Portfolio Performance

## 4 | Target vs Actual

## 5 | KTC Sustainability

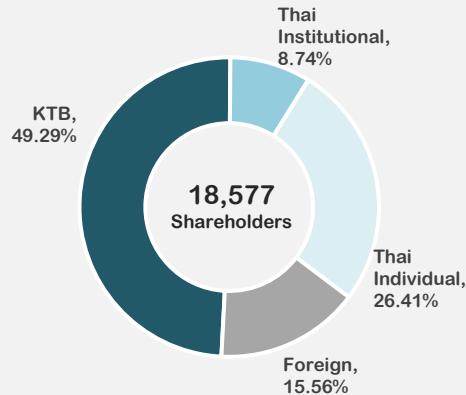


# KTC Overview



- 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

## Shareholder Structure

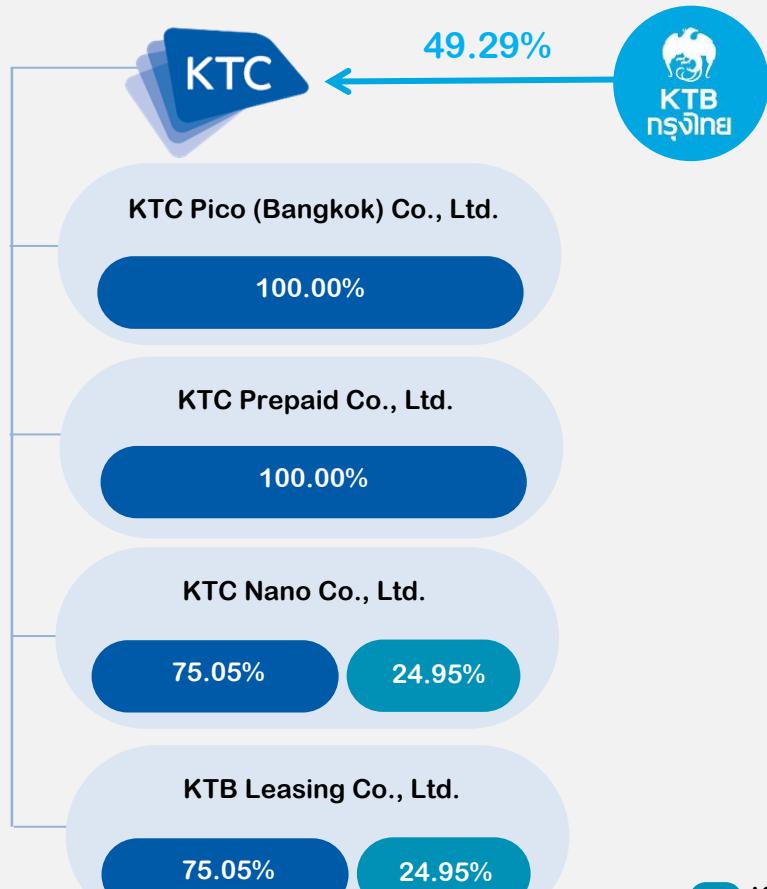


### Top 5 Shareholders

1. Krungthai Bank Public Company Limited	49.29%
2. MR. MONGKOL PRAKITCHAIWATTANA	11.96%
3. MS. CHANTANA JIRATTITEPAT	4.95%
4. UOB KAY HIAN PTE LTD A/C - RC	4.09%
5. Thai NVDR Company Limited	3.86%

(As of 30 Jun 2024)

## KTC Holding Structure

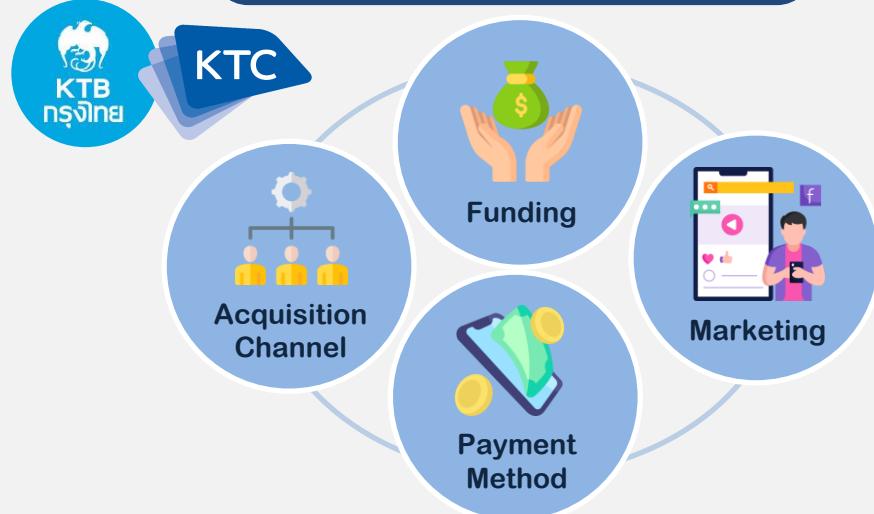


KTB

KTC

(As of 30 Jun 2024)

## KTB & KTC Business Synergy



Overview & Key Highlights

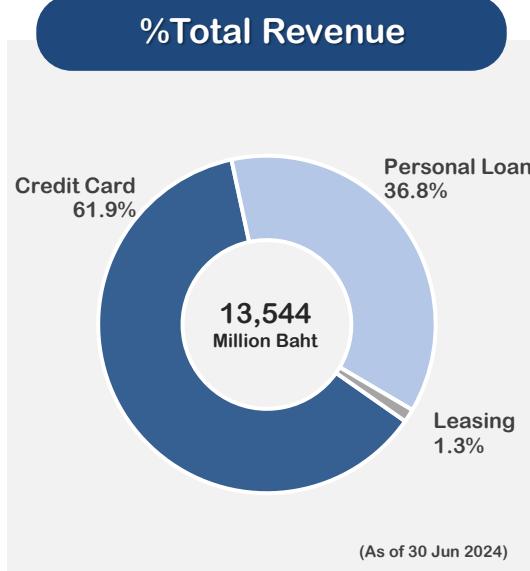
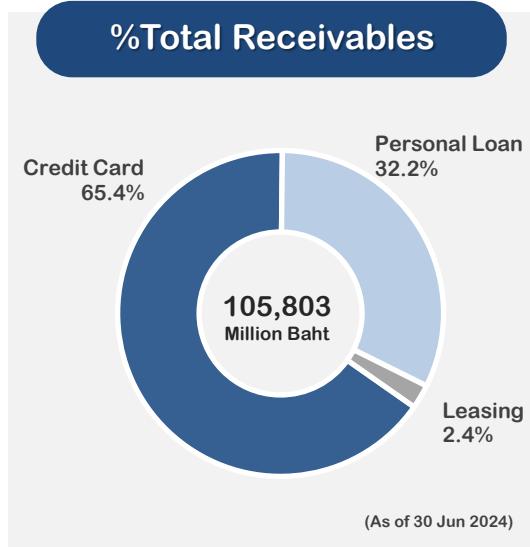
Financial Results

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# Business Structure & BOT Regulations



Type of Loan	Credit Card	Personal Loan	Auto Title Loan	Hire Purchase				
Multipurpose Unsecured 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%					
Rate Cap History	18% 20% 18% 16%	Jul-04 Jul-07 Sep-17 Aug-20	28% 25%	Jul-05 Aug-20	28% 24%	Jan-19 Aug-20	10% 15% 23%	New Car Used Car New & Used Motorcycle

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

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# 2024 KTC Debt Restructuring & BOT Relief Measures (Revised)



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  Qualification: <ul style="list-style-type: none"><li>Not categorized as NPL</li><li>Paid interest more than principal over the past 5 years</li><li>Monthly Income &lt;20K THB</li></ul>	15% Per Annum	84 Months Effective from 1 Jan 2025
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

- Debtors who are unable to meet the 8% threshold
  - Can choose to restructure an outstanding credit-card loan into a term loan before turning to NPL.
  - Can still utilize the available credit limit.
  - Effective within September 2024.

### Debt Consolidation

- Eligible for mortgages and retail loans.
- LTV ratio restrictions will be relaxed. Debtor's overall burden must be reduced.
- Effect until the end of 2025.

Source: KTC Product Disclosure Table, KTC Official Website as of 16 Jul 2024, BOT Relief Measure (Revised) Announcement on 2 Aug 2024

# Key Highlights 1H24



## Total Revenue

**13,544 MB**

▲ 10.2% (YoY)

## Net Profit

**3,629 MB**

▼ 1.3% (YoY)



**Total Portfolio**  
**105,803 MB**

▲ 0.2% (YoY)



## Credit Card

**69,253 MB**

▲ 0.9% (YoY)



## Personal Loans

**34,028 MB**

▲ 1.9% (YoY)



## Leasing

**2,523 MB**

▼ 28.7% (YoY)

## Credit Card Spending

**140,368 MB**

▲ 10.0% (YoY)

## Net Interest Margin

**13.0%**

## Total NPL

**1.68%**  
(Separate)

**1.97%**  
(Consolidated)

## NPL Coverage Ratio

**402.7%**  
(Separate)      **363.3%**  
(Consolidated)

## Prudent Asset Quality Management

## Continuous Credit Card Spending Growth Amid Challenging Economy

## Steady and Sustainable Loan Portfolio Growth

## Stronghold Balance Sheet

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KTC Portfolio Performance

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5 | KTC Sustainability



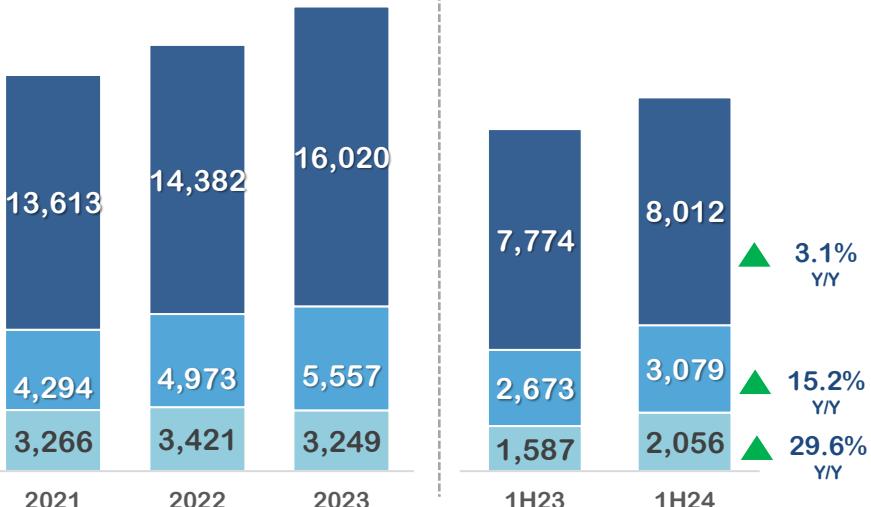
# Financial Result 1H24



**Total Revenue** 13,544  
Million Baht

↑ 10.2%  
(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**

9,000  
Million Baht

↑ 16.4%  
(YoY)

**Total Operating Expense**

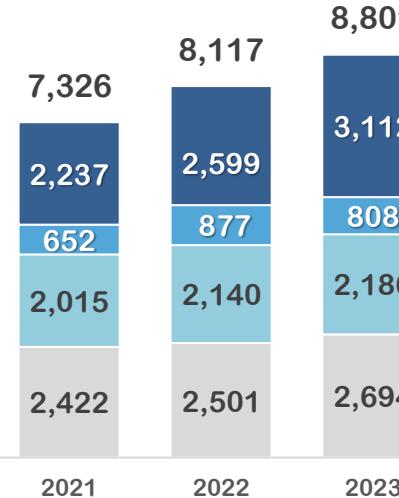
4,728  
Million Baht

↑ 14.8%  
(YoY)

● Cost to Income Ratio

34.2%  
34.9%  
34.6%

33.5%  
34.9%



● Fee  
Expense

● Marketing  
Expense

● Other  
Operating Expense  
(Other Taxes, F&E and etc.)

● Personal  
Expense

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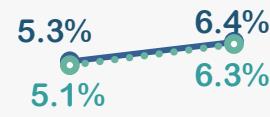
# Expected Credit Loss



## Expected Credit Loss

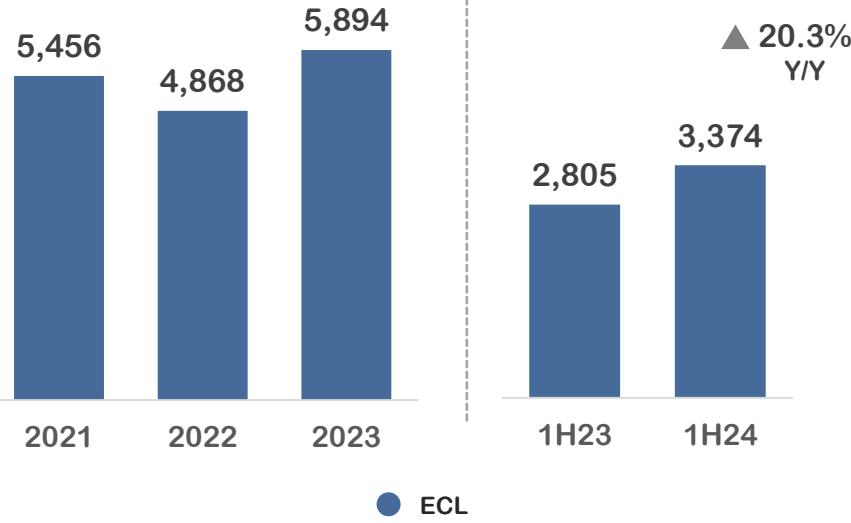
### Credit Cost (Total ECL to Total Loan)

Separate (Dotted Line)      Consolidated (Solid Line)



### Total Expected Credit Loss

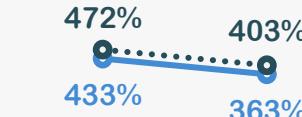
Unit: MB



## Allowance for Expected Credit Loss

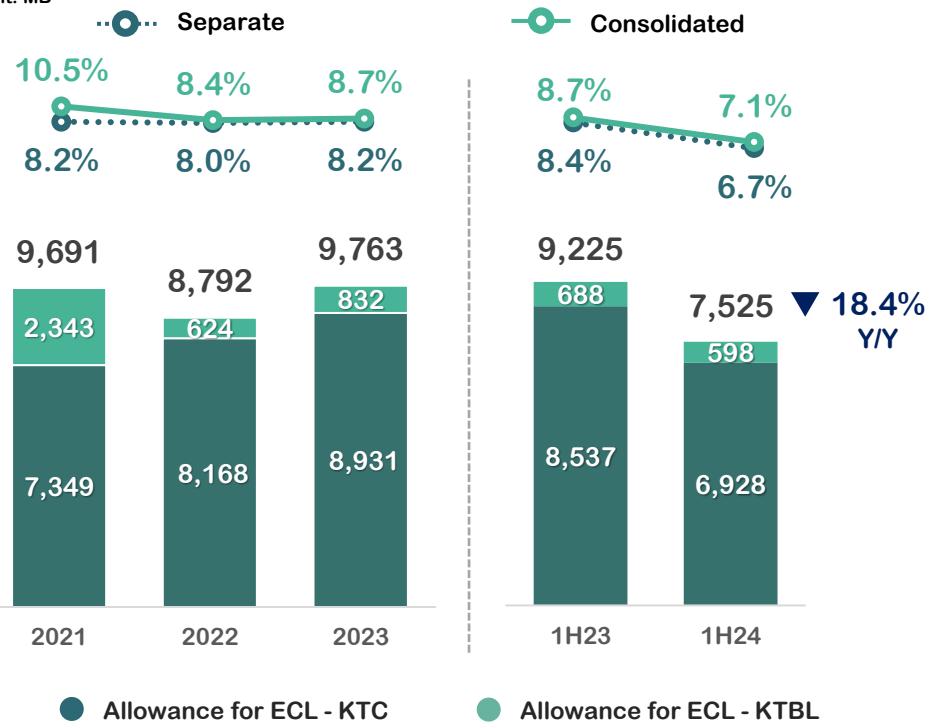
### NPL Coverage ratio (Total Allowance to NPLs)

Separate (Dotted Line)      Consolidated (Solid Line)



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

Unit: MB



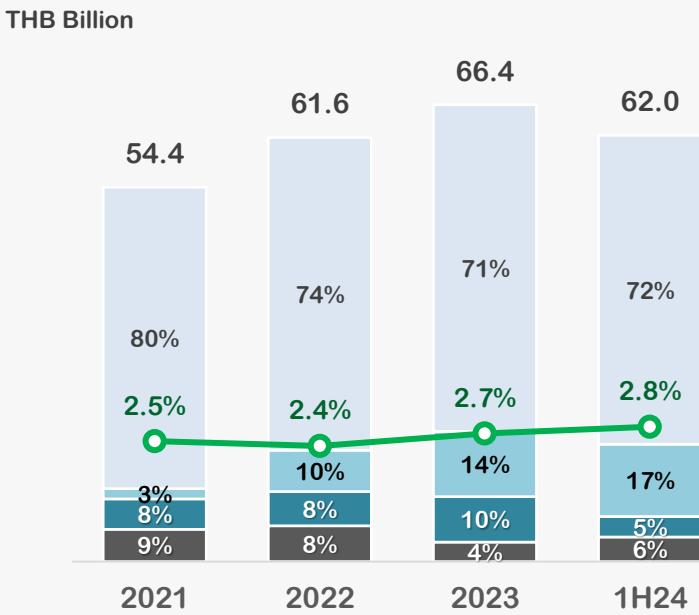
# Balance Sheet and Source of Fund



## Balance Sheet Highlight

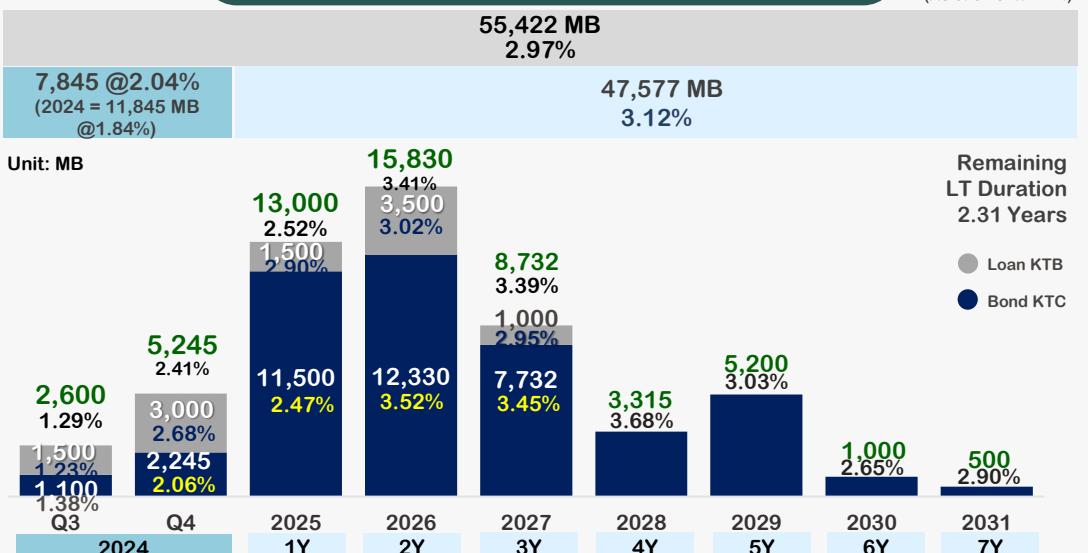


## Interest Bearing Debt (Original Term)



## Maturity Profile

(As of 30 Jun 2024)



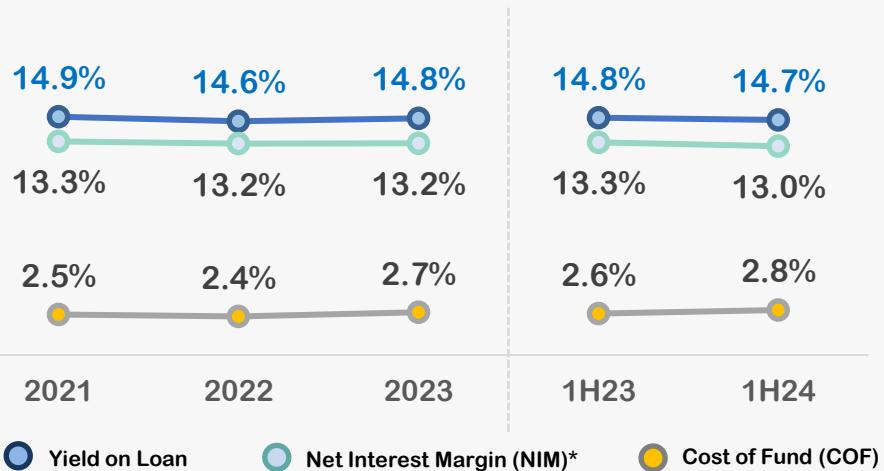
Total ST Credit Line = 28,871 MB  
ST: KTB = 18,561 MB, Others = 10,310 MB  
LT: KTB = 16,000 MB

KTC rating AA- by **TRIS**  
A Strategic Partner of MAP Financial

# Profitability Ratio



## Yield on Loan & NIM & COF



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

## Net Profit Margin



## ROE & ROA



## EPS & Dividend Payout



# AGENDA



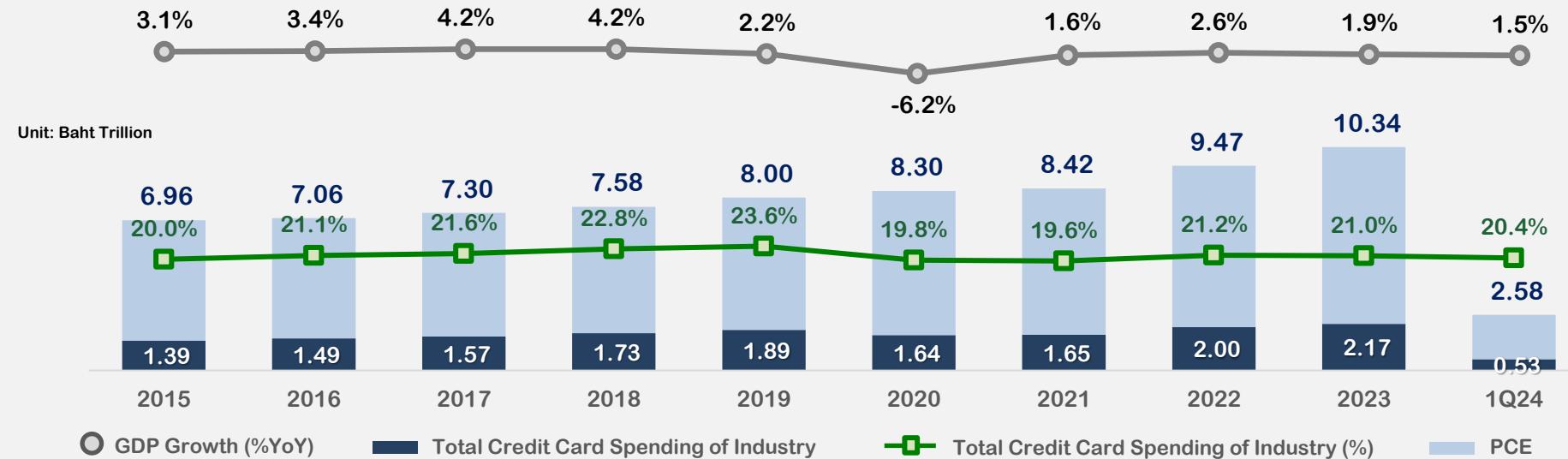
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# Credit Card Industry & Market Share



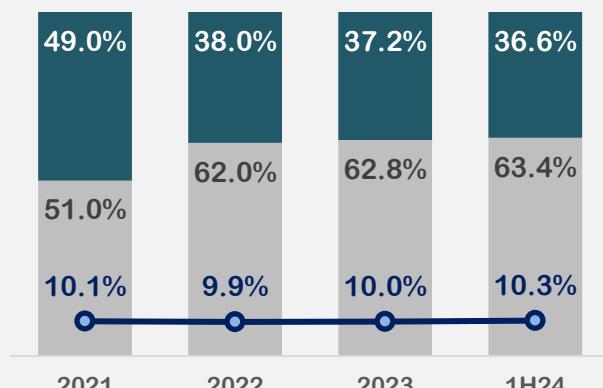
## Credit Card Penetration



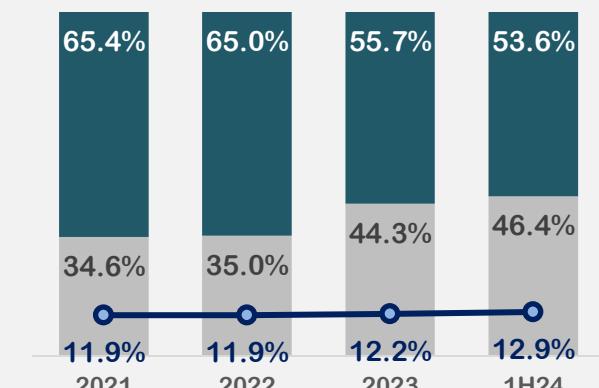
## Credit Card Portfolio



## No. of Credit Cards



## Credit Card Spending



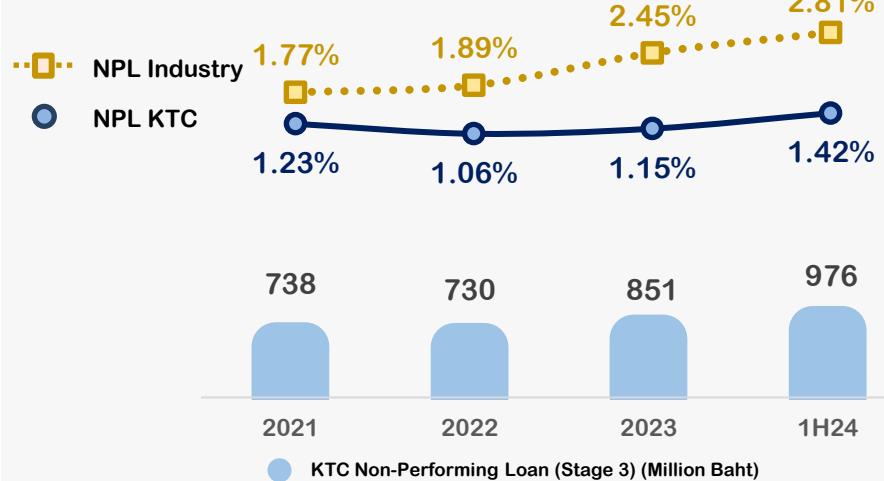
# Credit Card Performance



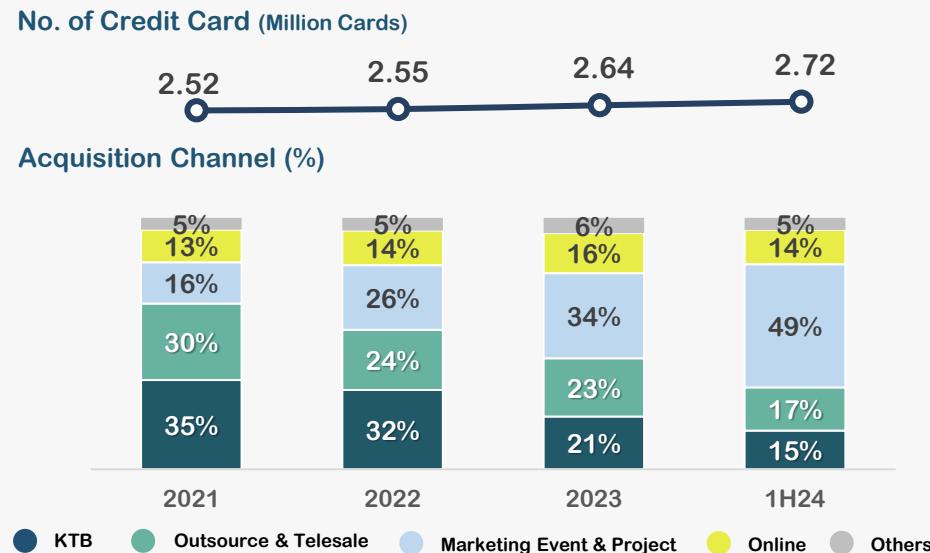
## Portfolio Growth



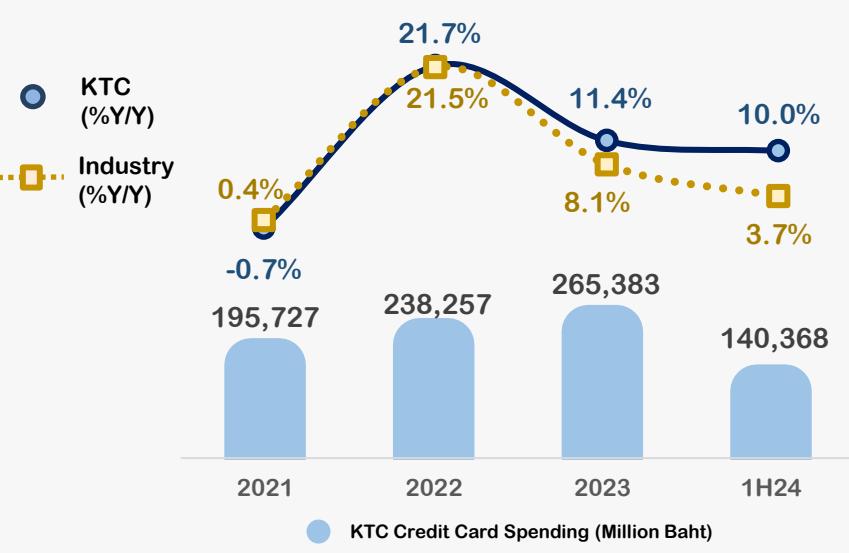
## Portfolio Quality



## Acquisition Channel



## Card Spending



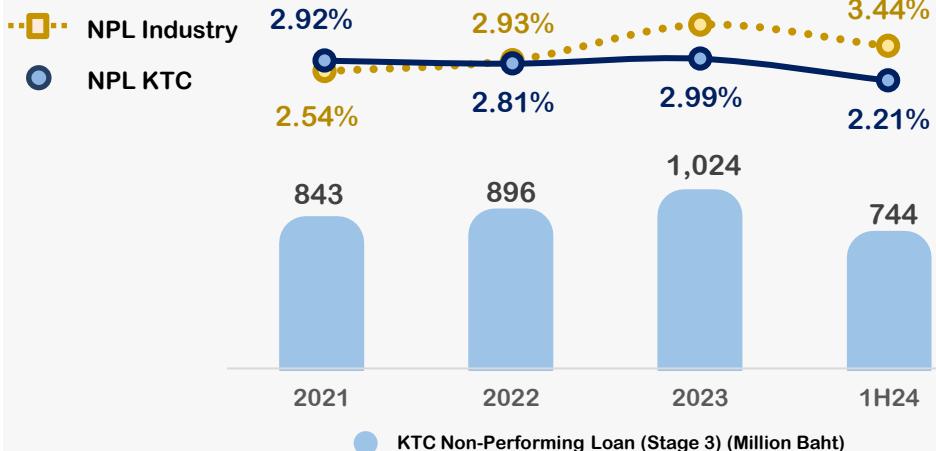
# Personal Loan Performance



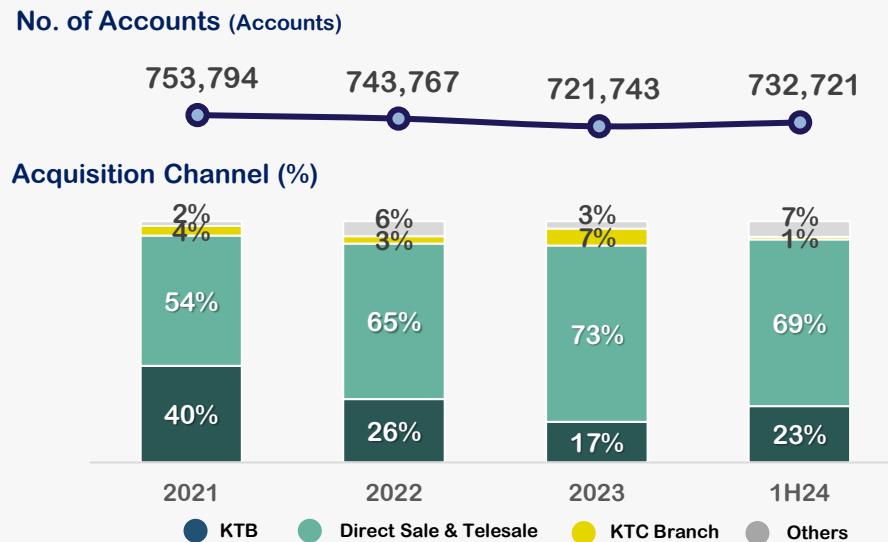
## Portfolio Growth



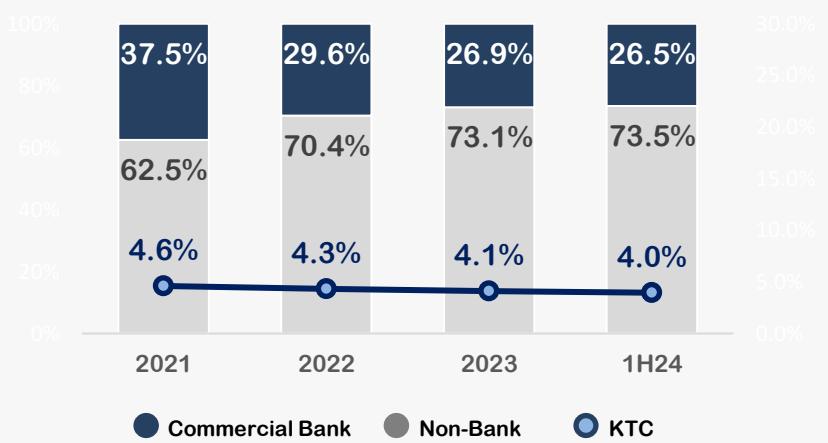
## Portfolio Quality



## Acquisition Channel



## Market Share



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# Target vs Actual

## Target 2024

## Actual 1H24

	Net Profit (MB)	> 7,295	3,629
	Total Portfolio Growth	6 - 7%	0.2%
	Credit Card Spending Growth	15%	10%
	KTC PROUD Portfolio Growth (0-90 Days)	5%	3%
	New Booking of P BERM Car for Cash (MB)	6,000	1,263
	Portfolio Quality (%NPL)	≤ 2.0%	1.97%

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# Sustainability Overview

## Strategies

### Economic Dimension Better Product & Service



KTC Digital Credit Card



MAAI by KTC Application



MAAI Prepaid Application



“Digital Transition  
for Customers and Employees”

### Social Dimension Better Quality of Life



“Debt Clearance” Campaign

“Debt Mediation” Campaign

Pride Month

KTC P-BER Car for Cash  
One Stop Service

“Financial Access  
and Education for All Thais”

### Environmental Dimension Better Climate



“1 Ticket 1 Tree” Project

“Environmentally Friendly”



EV Charger Campaign

Electronic Equipment Donation

“1 Ticket 1 Tree” Project

“Environmentally Friendly”



## National Awards



In SETTHSI 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 2024



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



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



KTC makes Fortune Southeast Asia 500 List by Revenue Ranking in 2023



## International Awards



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



FTSE4Good Index since 2021



MSCI ESG Ratings BBB

Since July 2023



Top Agent Award 2023\* from the Japan National Tourism Organization (JNTO)



Silver Winner of The International Architecture & Design Awards 2024



## World Class Standards



: With Reference



The Information Security Management System ISO/IEC 27001:2013



The Privacy Information Management System ISO/IEC 27701:2019



PCI DSS Version 3.2.1-Acquiring Service

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