



KTC PERFORMANCE 1H24

AGENDA



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2 | Financial Results

3 | Consumer Finance Industry & KTC Portfolio Performance

4 | Target vs Actual

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Overview &
Key Highlights

Financial
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KTC Portfolio
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Target vs
Actual

Sustainability

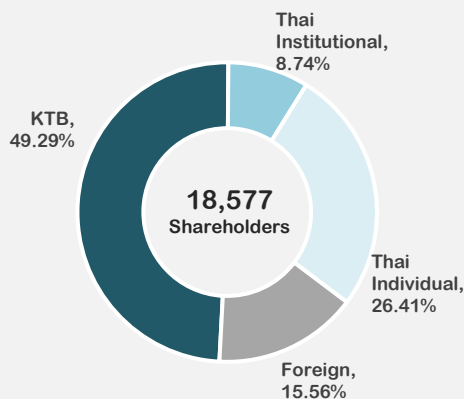


KTC Overview

- 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

KTC

Shareholder Structure

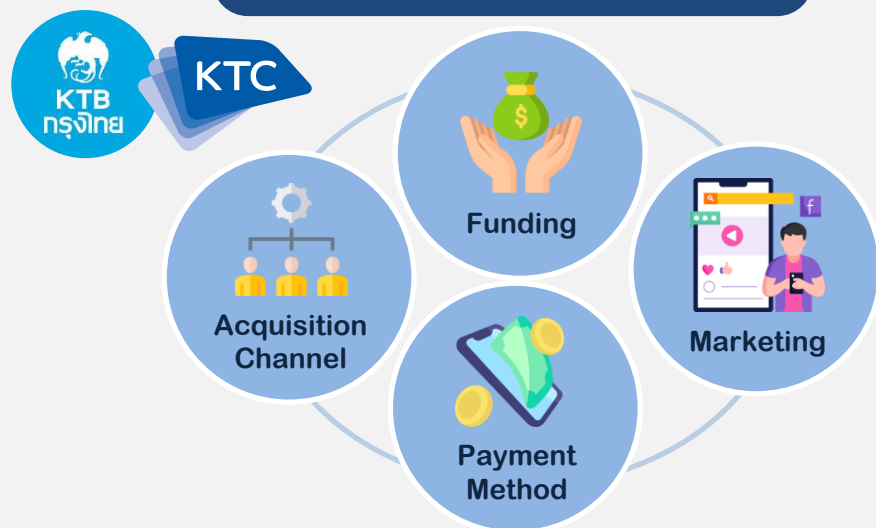


Top 5 Shareholders

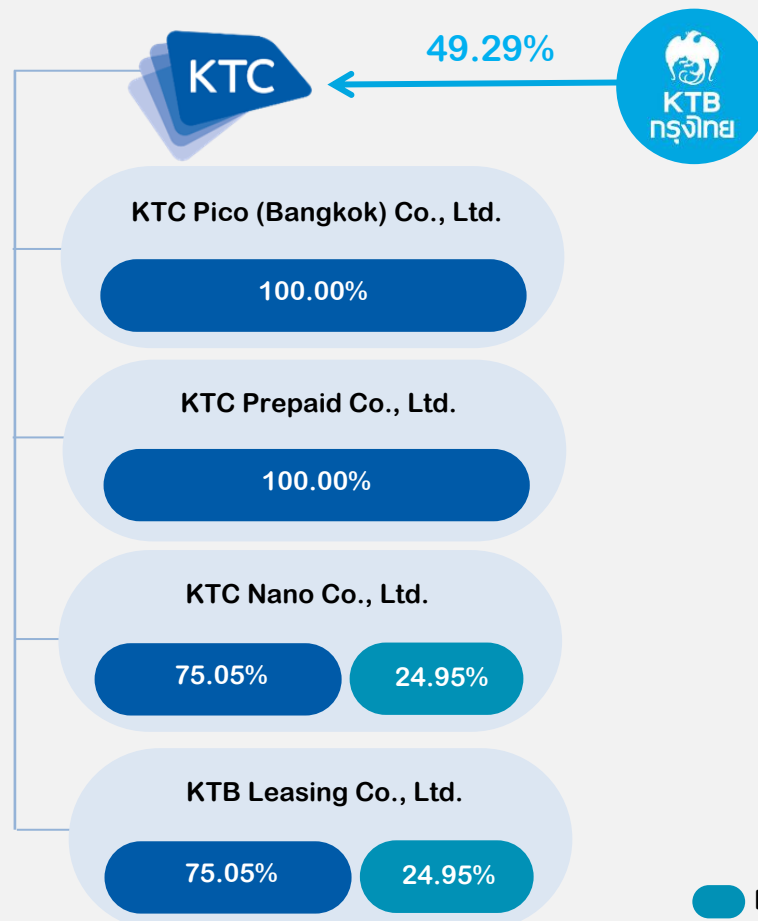
1.	Krungthai Bank Public Company Limited	49.29%
2.	MR. MONGKOL PRAKITCHAIWATTANA	11.96%
3.	MS. CHANTANA JIRATTITEPAT	4.95%
4.	UOB KAY HIAN PTE LTD A/C - RC	4.09%
5.	Thai NVDR Company Limited	3.86%

(As of 30 Jun 2024)

KTB & KTC Business Synergy



KTC Holding Structure



● KTB
● KTC
 (As of 30 Jun 2024)

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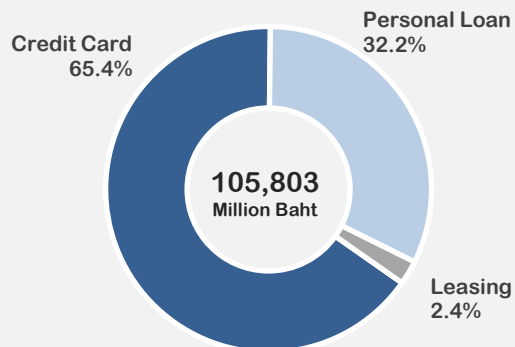
Target vs Actual

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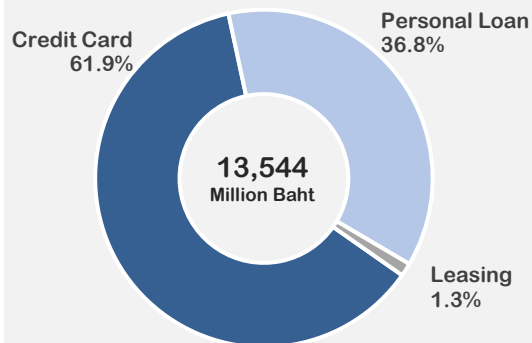
Business Structure & BOT Regulations

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% 20% 18% 16% Apr-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 Motorcycle Announced on 12-Oct-22 Effective on 10-Jan-23

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2024 KTC Debt Restructuring & BOT Relief Measures (Revised)

KTC



Credit Card



KTC PROUD
Cash Card



Severe
Persistent
Debt



KTC
Fixed Loan



P BERM
Car for Cash
(Car & Big Bike)



P BERM
Car for Cash
(MotorBike)

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"> Not categorized as NPL Paid interest more than principal over the past 5 years Monthly Income <20K THB 	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 $\geq 8\%$
 - 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

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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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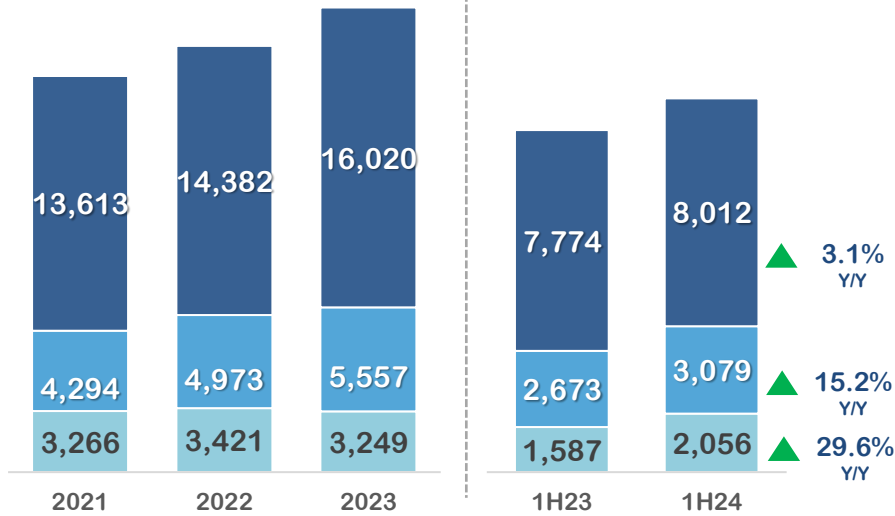
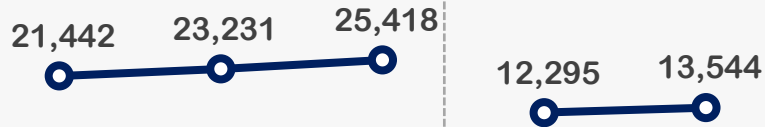
Financial Result 1H24



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

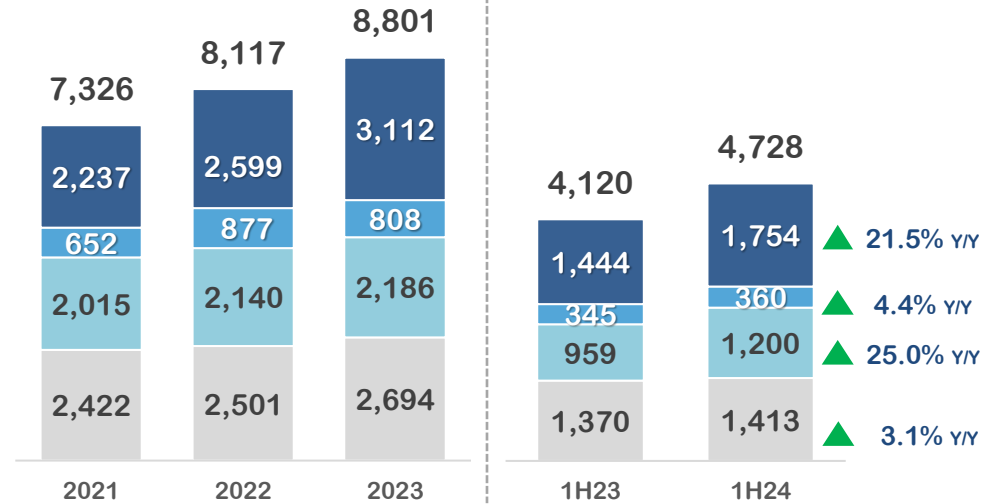
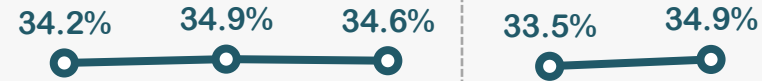
Total Expense 9,000
Million Baht

↑ 16.4%
(YoY)

Total Operating Expense 4,728
Million Baht

↑ 14.8%
(YoY)

● Cost to Income Ratio



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

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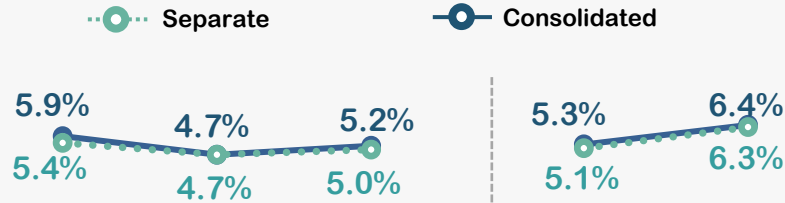
Sustainability

Expected Credit Loss



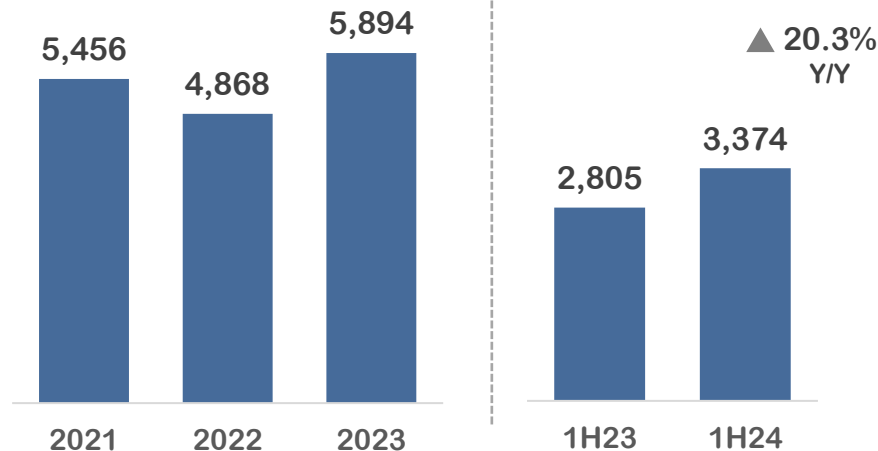
Expected Credit Loss

Credit Cost (Total ECL to Total Loan)



Total Expected Credit Loss

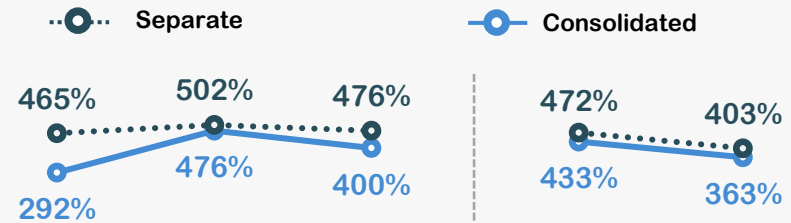
Unit: MB



● ECL

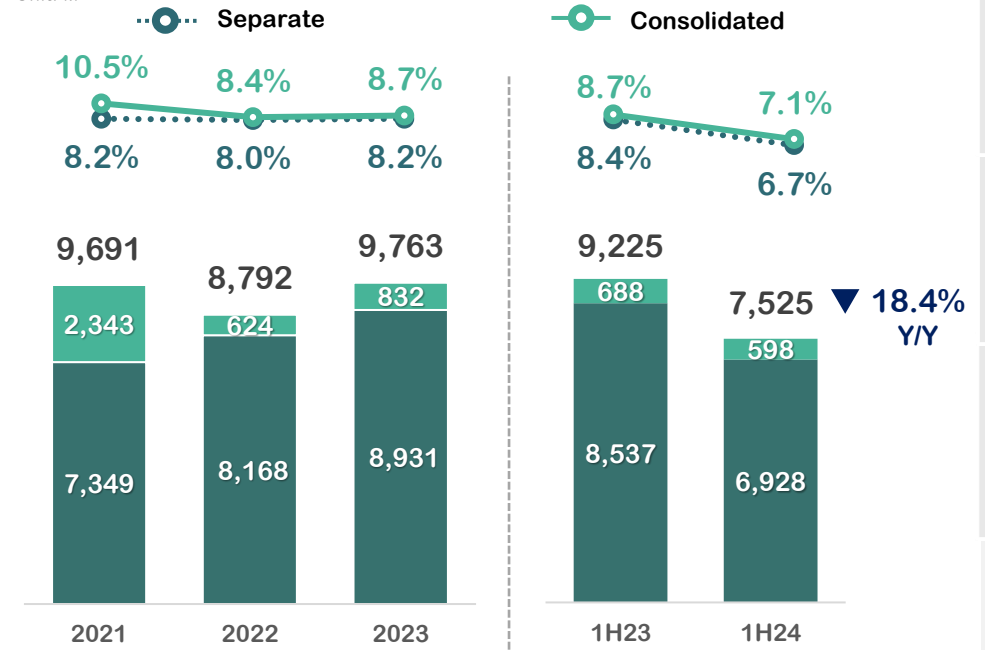
Allowance for Expected Credit Loss

NPL Coverage ratio (Total Allowance to NPLs)



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

Unit: MB



● Allowance for ECL - KTC

● Allowance for ECL - KTBL

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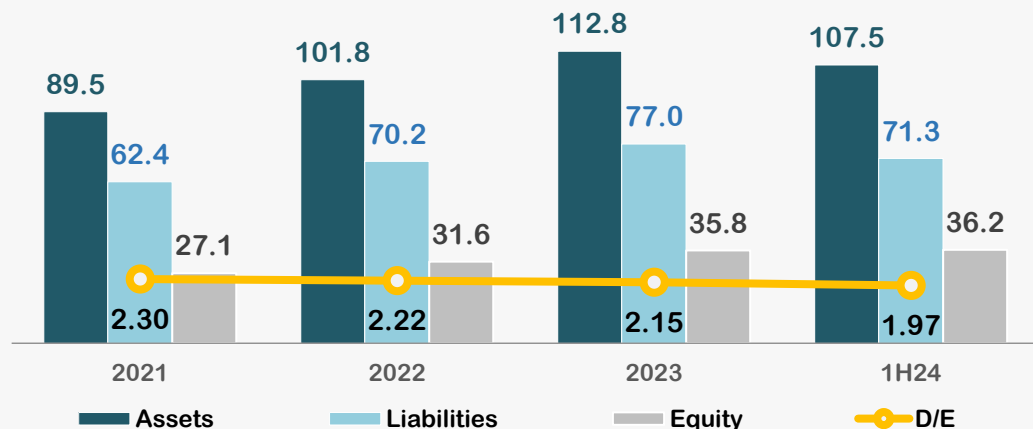
Sustainability

Balance Sheet and Source of Fund

KTC

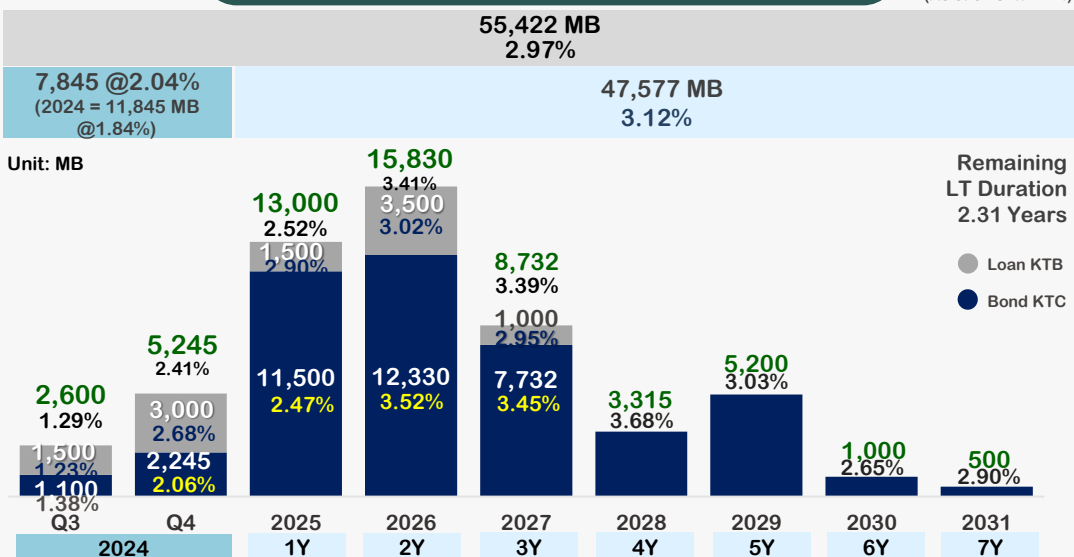
Balance Sheet Highlight

THB Billion



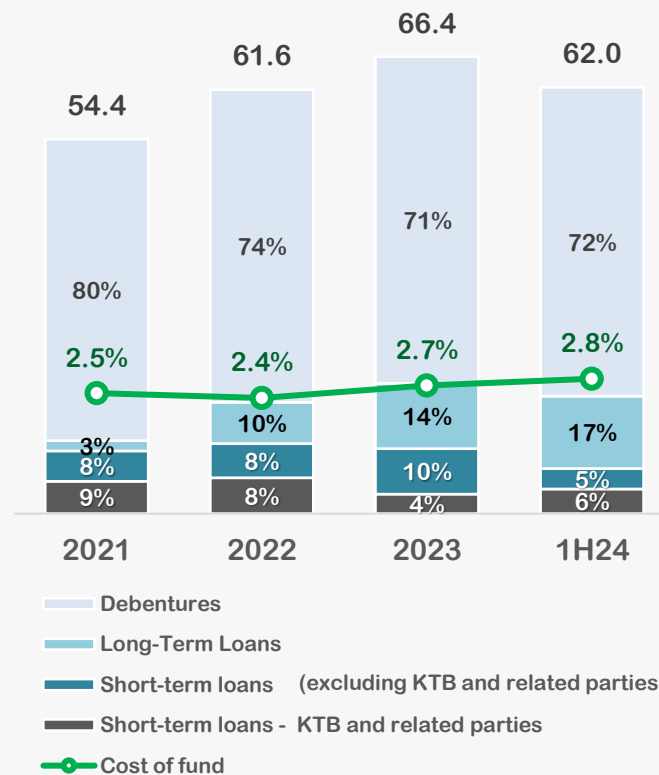
Maturity Profile

(As of 30 Jun 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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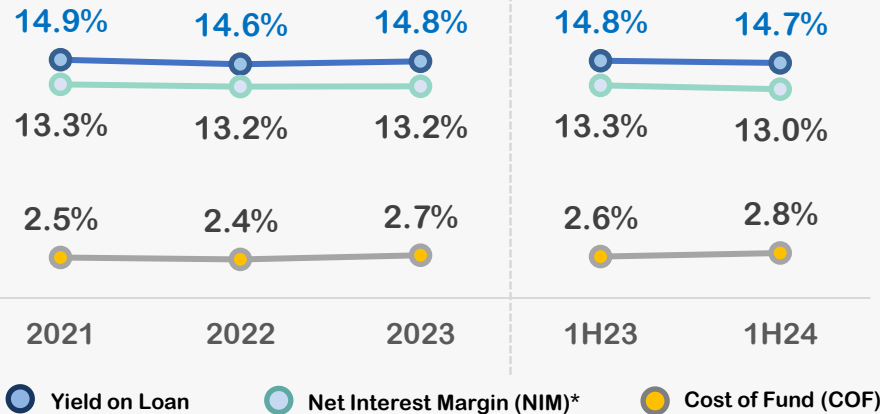
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Profitability Ratio

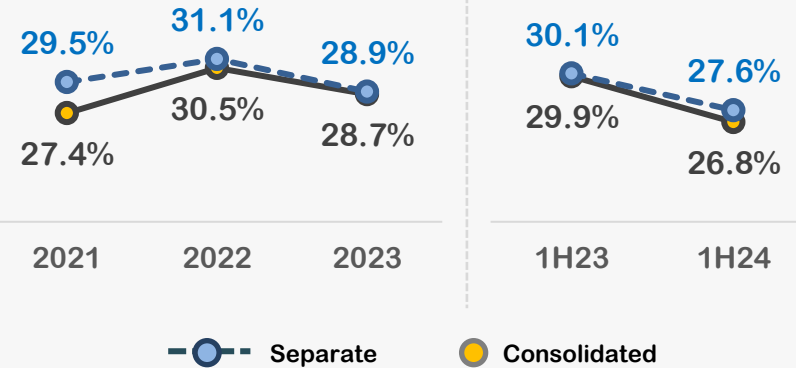
KTC

Yield on Loan & NIM & COF

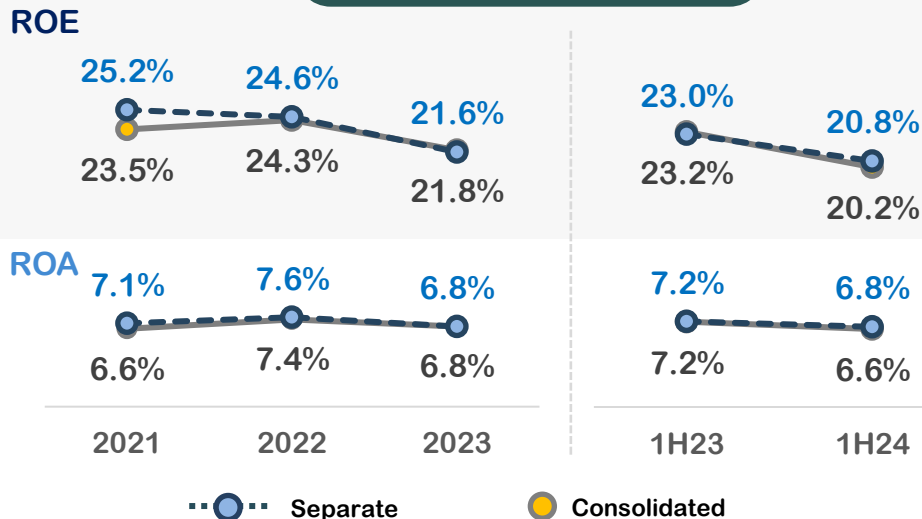


*Net Interest Margin (NIM) = (Interest Income (Inc. Credit Usage) - Financial Expense) / Average Gross Receivables

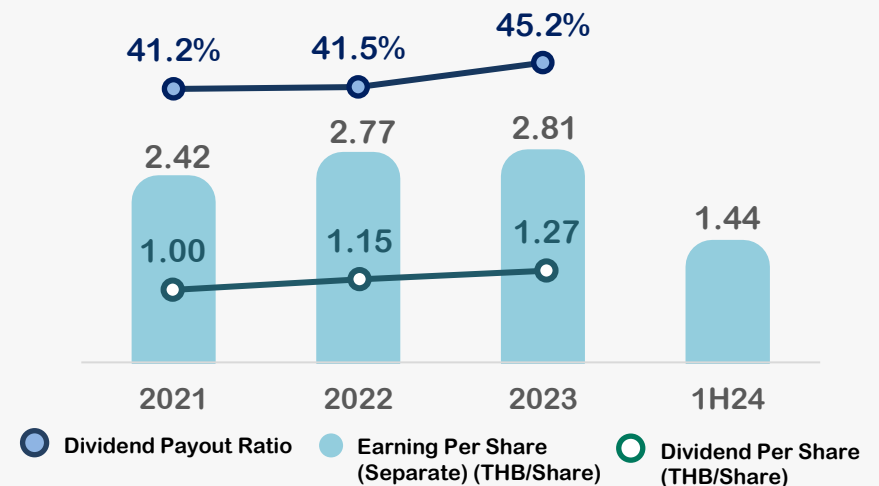
Net Profit Margin



ROE & ROA



EPS & Dividend Payout



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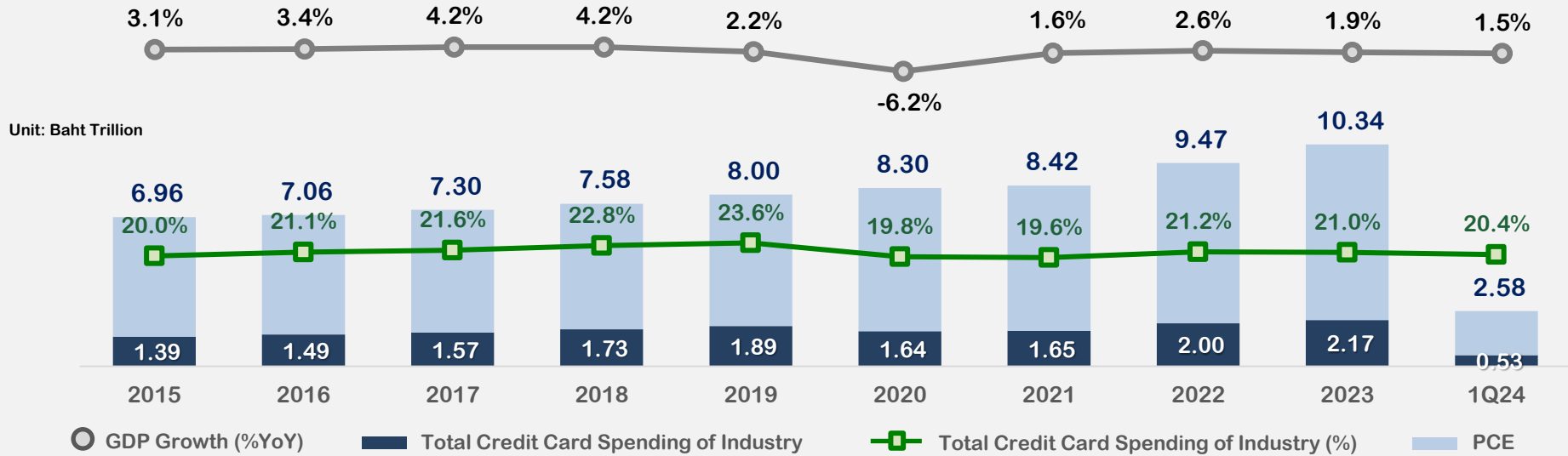
Sustainability



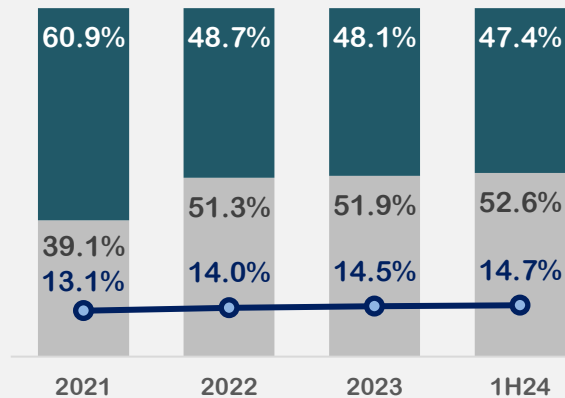
Credit Card Industry & Market Share



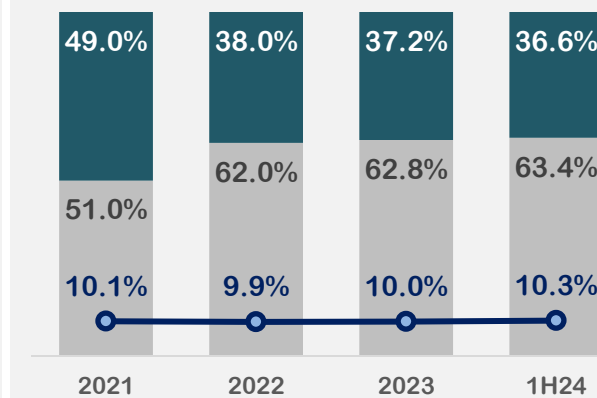
Credit Card Penetration



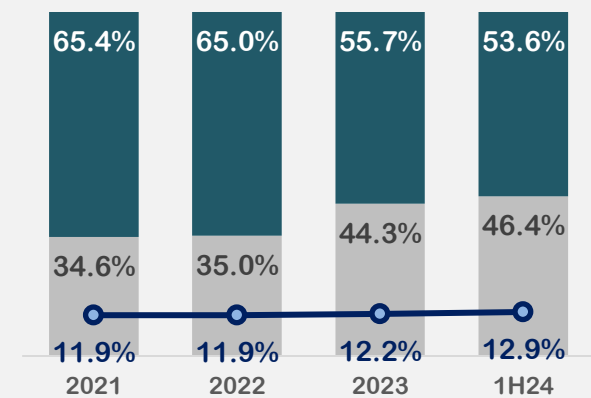
Credit Card Portfolio



No. of Credit Cards



Credit Card Spending



● Commercial Bank ● Non-Bank ● KTC

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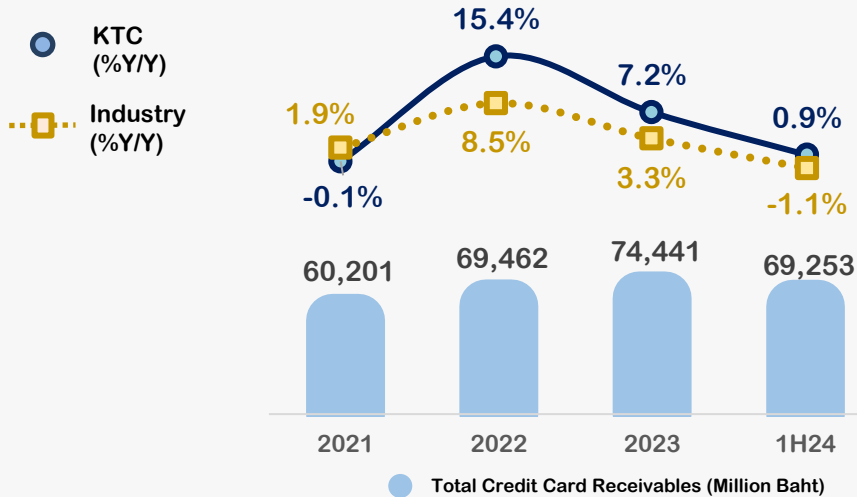
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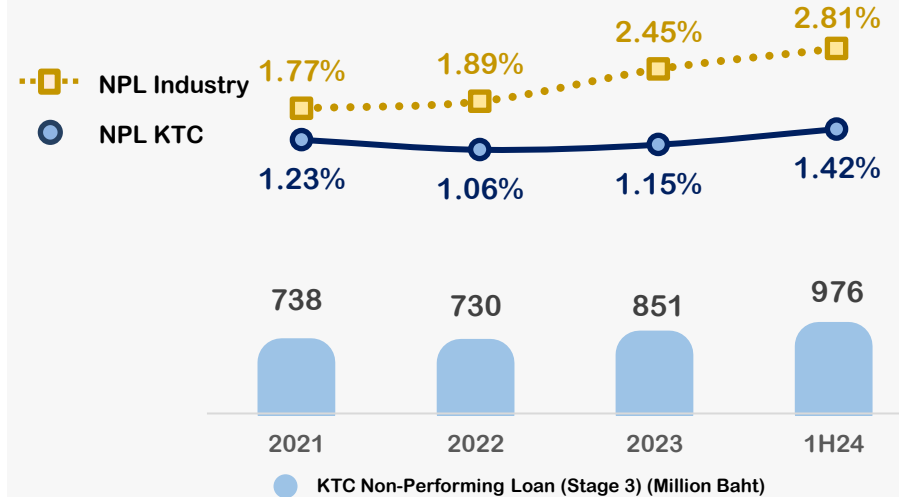
Credit Card Performance

KTC

Portfolio Growth



Portfolio Quality

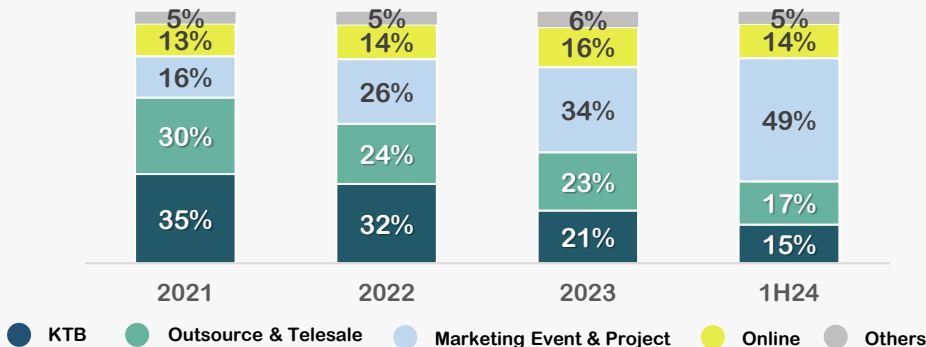


Acquisition Channel

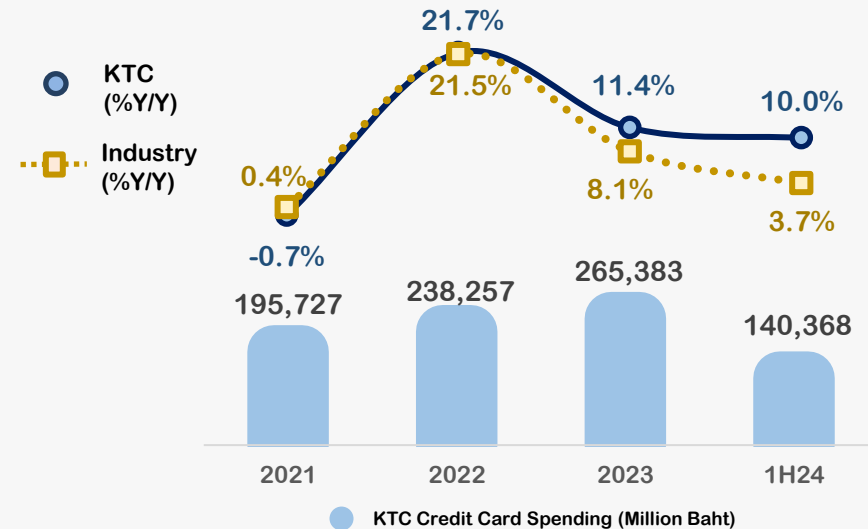
No. of Credit Card (Million Cards)



Acquisition Channel (%)



Card Spending



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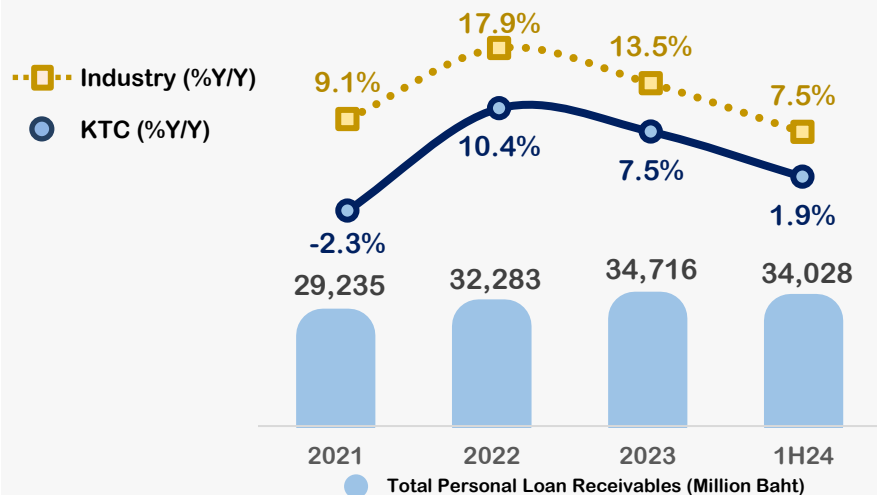
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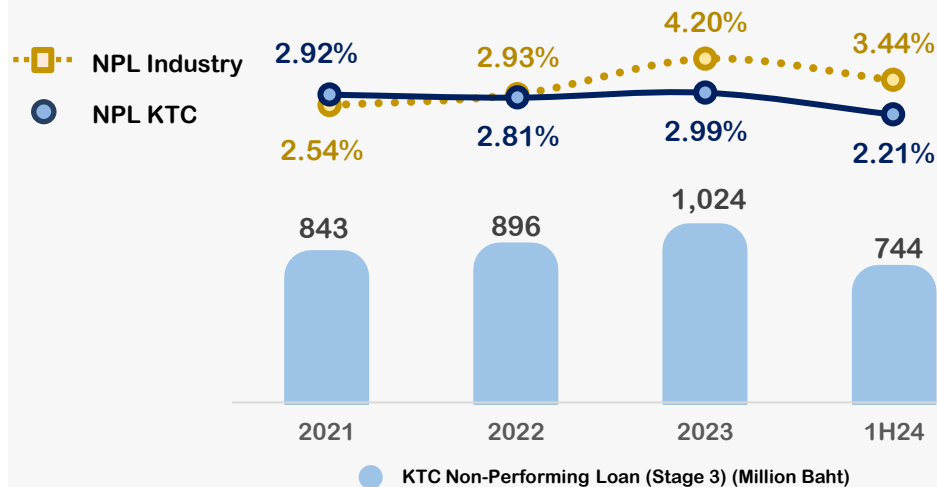
Personal Loan Performance

KTC

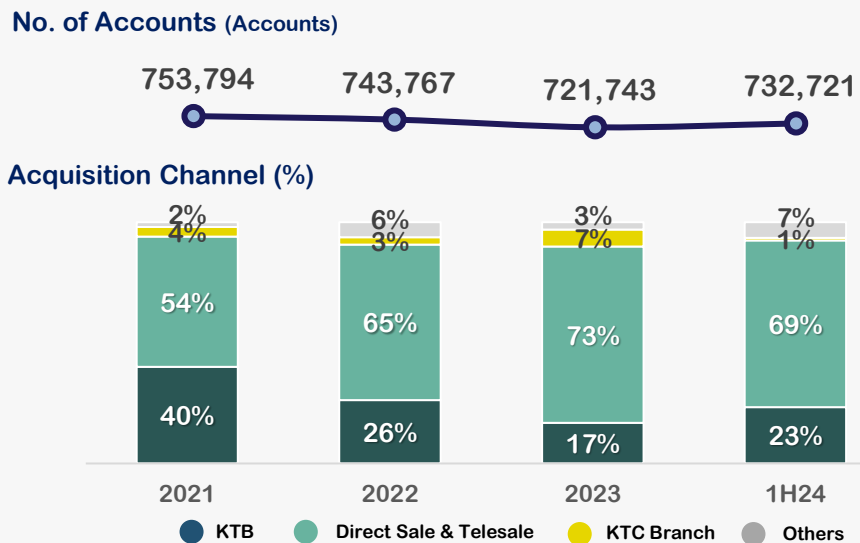
Portfolio Growth



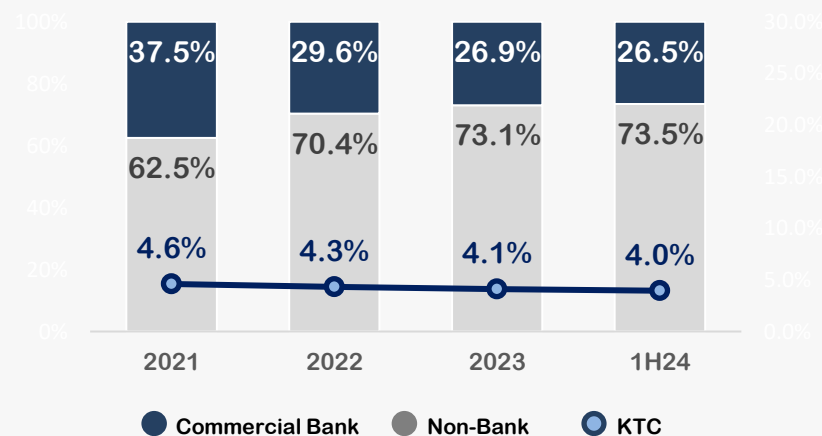
Portfolio Quality



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

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

KTC

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 Mediation" Campaign



Pride Month

"Financial Access and Education for All Thais"



Environmental Dimension

Better Climate



EV Charger Campaign



"1 Ticket 1 Tree" Project

"Environmentally Friendly"



Electronic Equipment Donation

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



Business + Product Innovation Awards 2024



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



MSCI ESG Ratings BBB Since July 2023



FTSE4Good Index since 2021



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



Silver Winner of The International Architecture & Design Awards 2024

World Class Standards



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



PCI DSS Version 3.2.1-Acquiring Service

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