



# KTC PERFORMANCE Y2022



**TRIS** AA-  
RATING

**MSCI**  
ESG RATINGS

CCC B BB BBB A AA AAA



**THSI**  
THAILAND  
SUSTAINABILITY  
INVESTMENT 2022

**ESG100** 2022  
Environmental • Social • Governance



**CAC**  
COLLECTIVE ACTION AGAINST  
CORRUPTION

# AGENDA



## 1 | KTC Overview & Key Highlights

## 2 | Financial Results

## 3 | Consumer Finance Industry & KTC Portfolio Performances

## 4 | 2022 Achievement & 2023 Targets

## 5 | KTC Sustainability

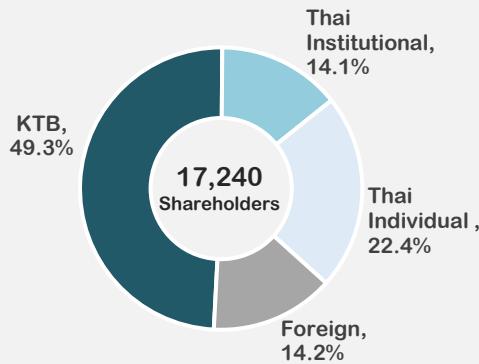


# KTC Overview



- Incorporated in 1996 as a credit card servicing subsidiary company of Krung Thai 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

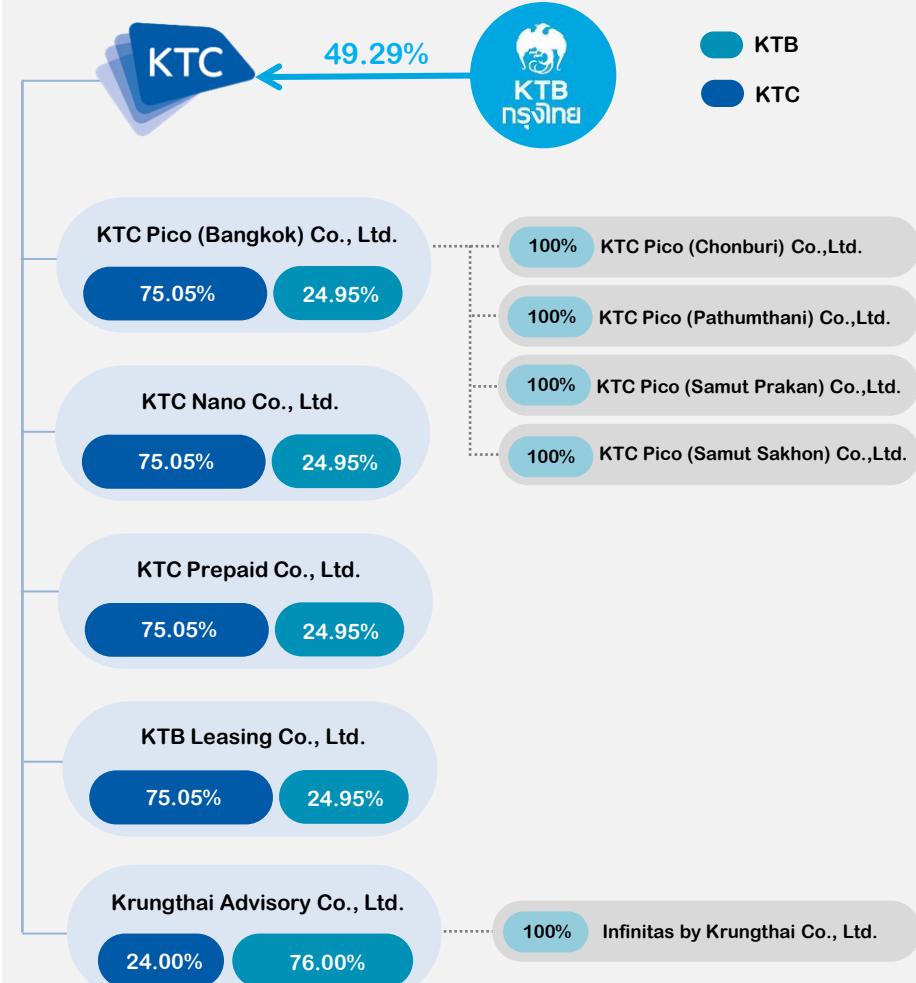


### Top 5 Shareholders

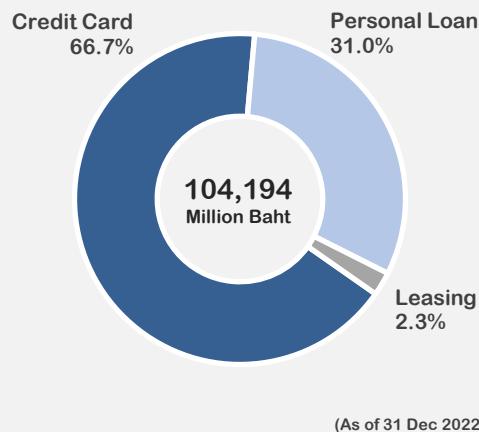
1. Krungthai Bank Public Company Limited	49.29%
2. MR. MONGKOL PRAKITCHAIWATTANA	10.12%
3. Thai NVDR Company Limited	8.97%
4. MS. CHANTANA JIRATTITEPAT	4.63%
5. UOB KAY HIAN PTE LTD A/C - RC	3.68%

(As of 31 Dec 2022)

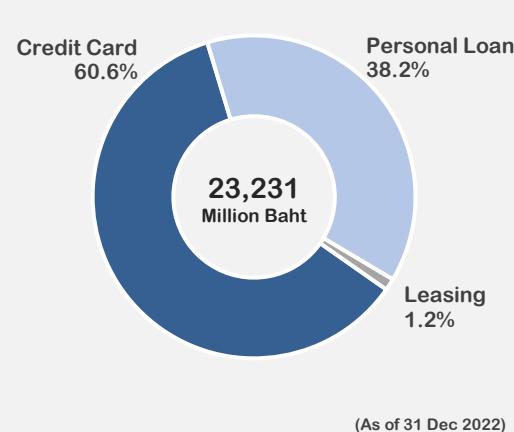
## KTC Holding Structure



## %Total Receivables



## %Total Revenue



# Rules and Regulations



Credit Card



Personal  
Loan



Auto Title Loan



Hire  
Purchase

Type of Loan	Multipurpose Unsecure Nationwide	Multipurpose Unsecure Nationwide	Multipurpose Secured or Unsecure Nationwide	Multipurpose Secured Nationwide
Minimum Income (THB)	15,000	-	-	-
Maximum Credit Line (THB)	2x (income < 30K) 3x (income 30 – 50K) 5x (income ≥ 50K)	2x (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

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

# Key Highlights Y2022



Total Revenue

**23,231 MB**

8.3% (YoY)

Net Profit

**7,079 MB**

20.4% (YoY)



**Total Portfolio**

**104,194 MB**

12.5% (YoY)



**Credit Card**

**69,462 MB**

15.4% (YoY)



**Personal Loans**

**32,283 MB**

10.4% (YoY)



**Leasing**

**2,449 MB**

-23.5% (YoY)

Credit Card Spending

**238,257 MB**

21.7% (YoY)

Net Interest Margin

**12.2%**

Total NPL

**1.8%**

(Consolidated)

**1.6%**

(Separate)

NPL Coverage Ratio

**476.3%**

(Consolidated)

**502.1%**

(Separate)



**Strong growth in Net Profit**



**Total portfolio achieved  
>100,000 MB milestone**



**Record high in  
Credit Card Spending**



**Asset quality remained strong**

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# Financial Result Y2022



**Total Revenue** **23,231**  
Million Baht

**8.3%**  
(YoY)

Unit: MB

● Total Revenue

22,625

22,055

21,442

23,231

▲ 8.3%  
Y/Y

● Interest Income  
(Including Credit Usage)

13,607

14,382

▲ 5.6%  
Y/Y

● Fee Income  
(Excluding Credit Usage)

5,032

4,974

▲ 15.8%  
Y/Y

● Recovery Income

3,496

3,421

▲ 4.7%  
Y/Y

2019

2020

2021

2022

Note: Based on Consolidated Financial Statement

# Financial Result Y2022



## Total Operating Expense

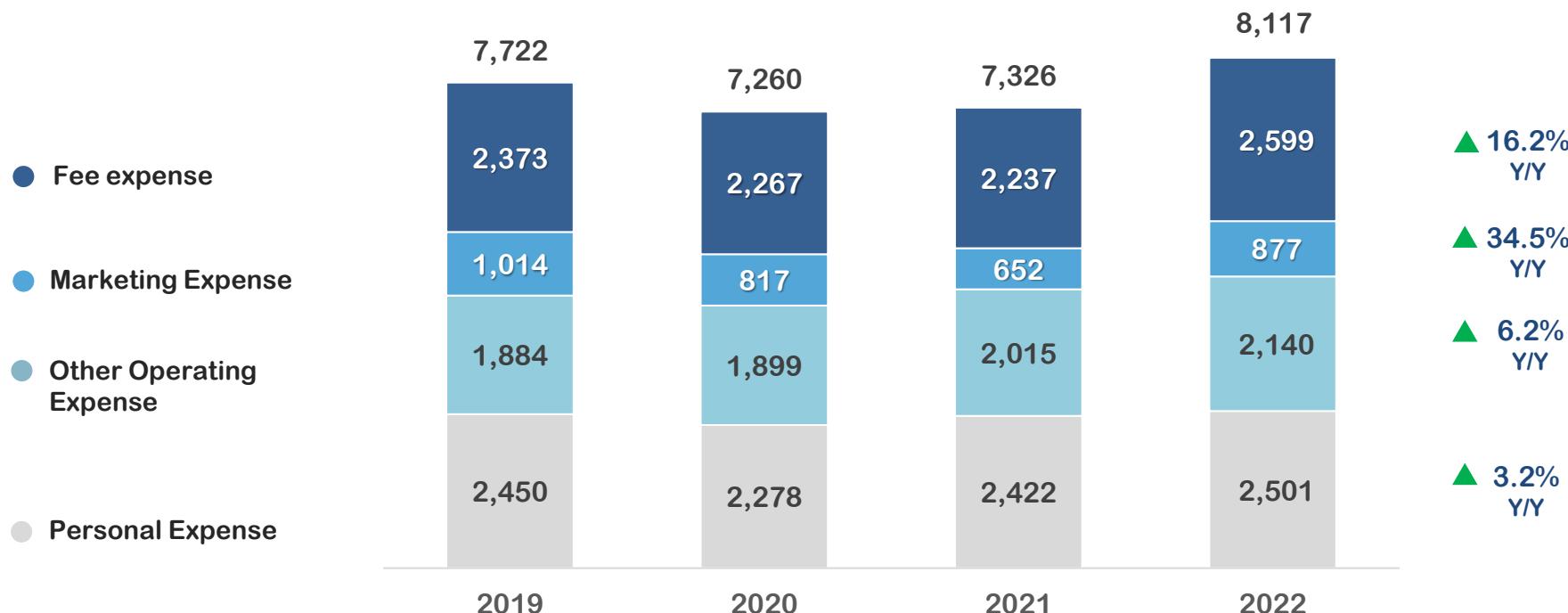
8,117  
Million Baht

↑ 10.8%  
(YoY)

### Cost To Income Ratio

34.1%      32.9%      34.2%      34.9%

Unit: MB



Note: Based on Consolidated Financial Statement

# Expected Credit Loss



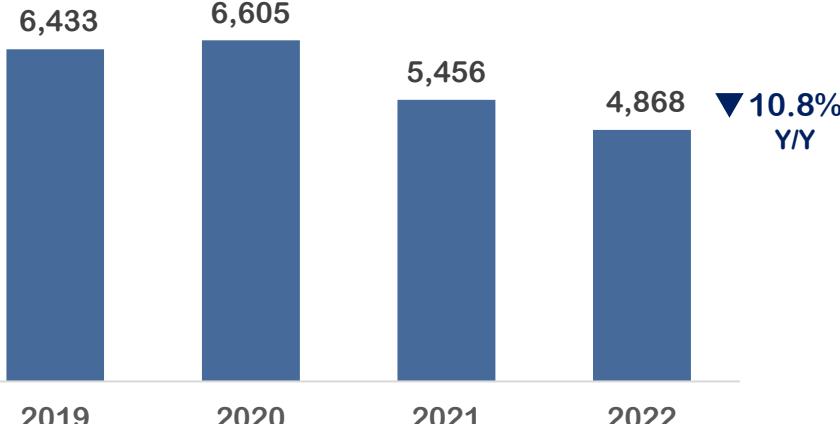
## Expected Credit Loss

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



### Total Expected Credit Loss

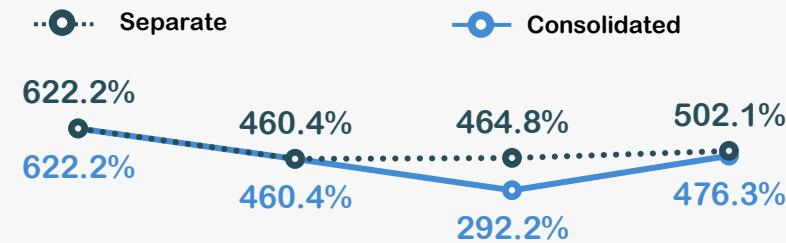
Unit: MB



ECL

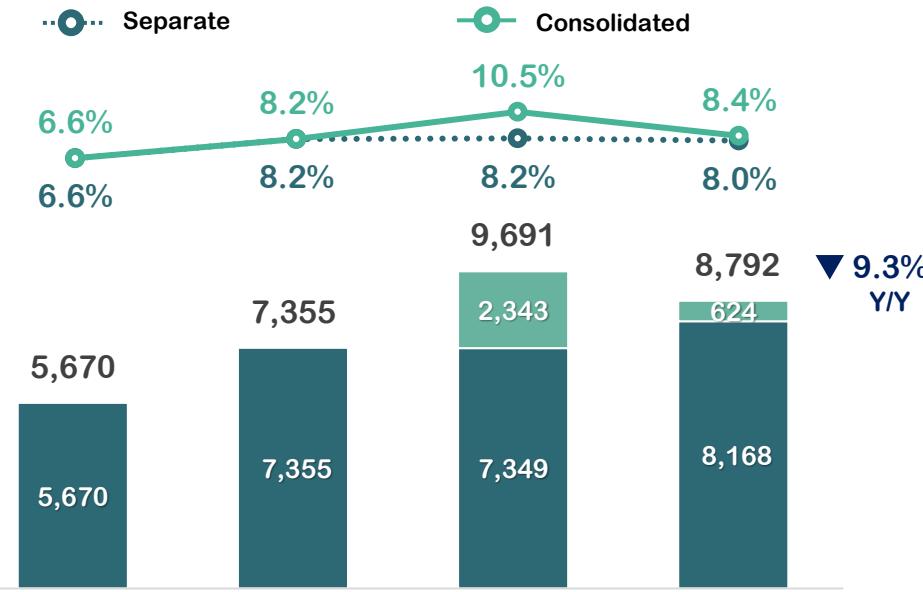
## Allowance for Expected Credit Loss

### 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

# Balance Sheet and Source of Fund



## Balance Sheet Highlight

THB Billion

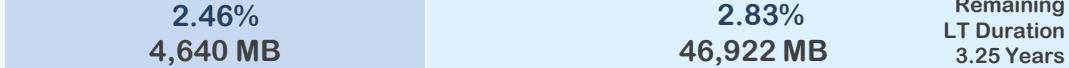


## Interest Bearing Debt (Original Term)

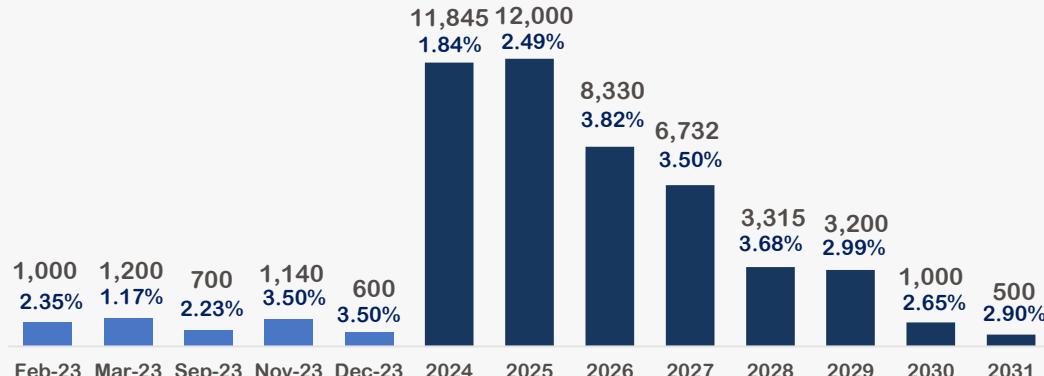
THB Billion



## Bond Maturity Profile



Unit: MB



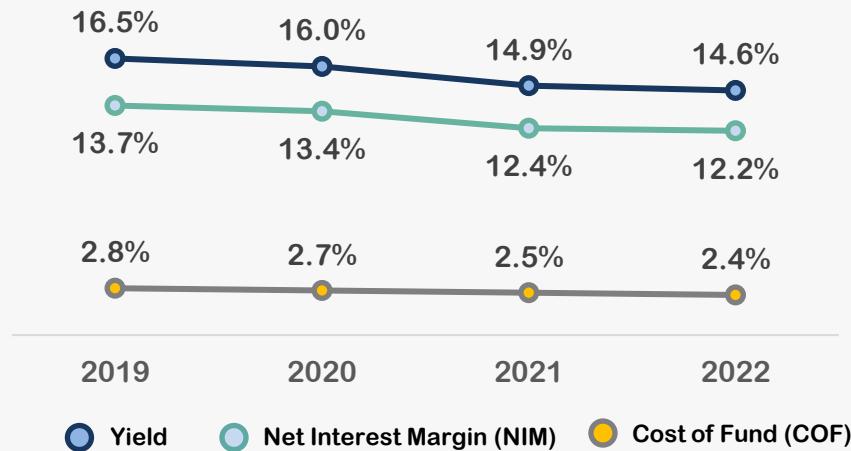
Total Credit Line = 34,340 MB  
ST: KTB = 18,030 MB, Others = 10,310 MB  
LT: KTB = 6,000 MB

KTC rating AA- by **TRIS**  
A Strategic Partner of S&P Global

# Profitability Ratio



## Yield & NIM & COF



## Net Profit Margin



## ROE & ROA



## EPS & Dividend Payout



# AGENDA



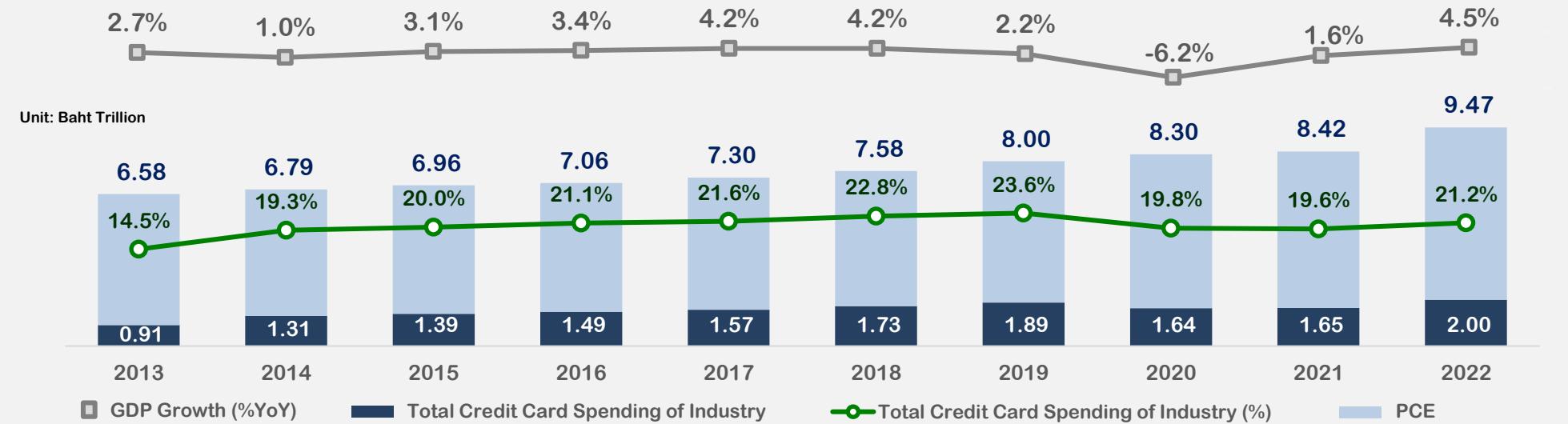
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# Credit Card Industry & Market Share



## Credit Card Penetration



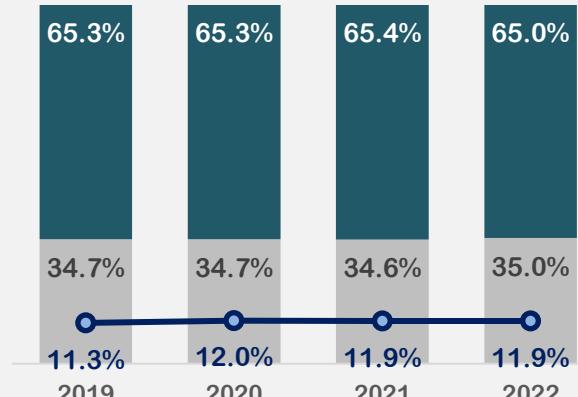
## Credit Card Portfolio



## No. of Credit Cards



## Credit Card Spending



● Commercial Bank

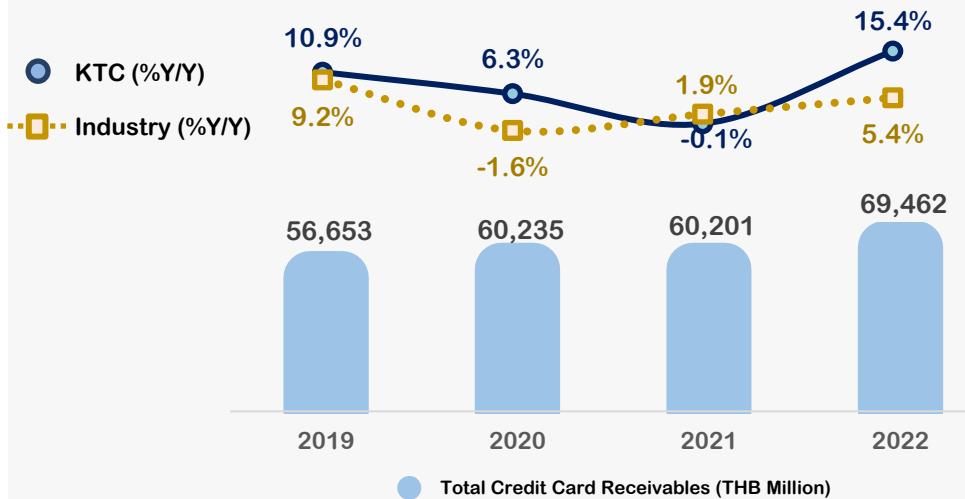
● Non-Bank

● KTC

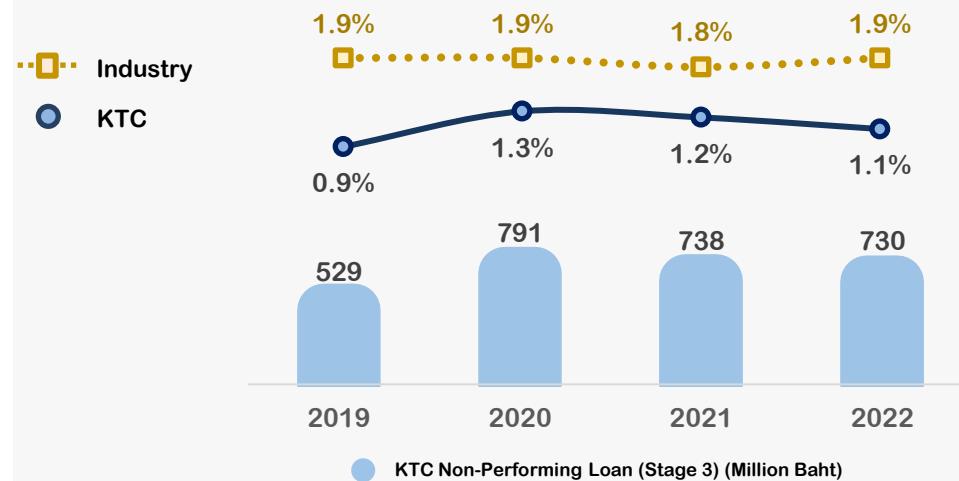
# Credit Card Performance



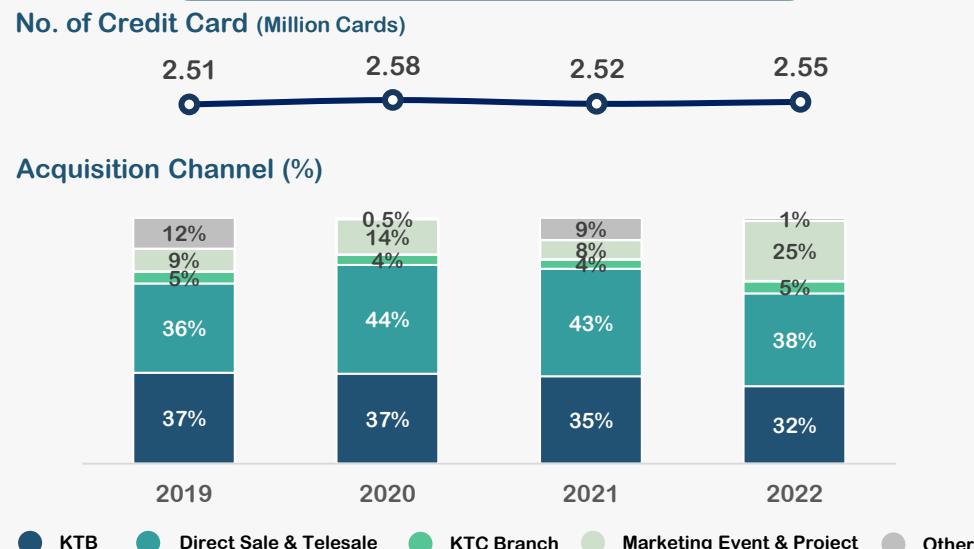
## Portfolio Growth



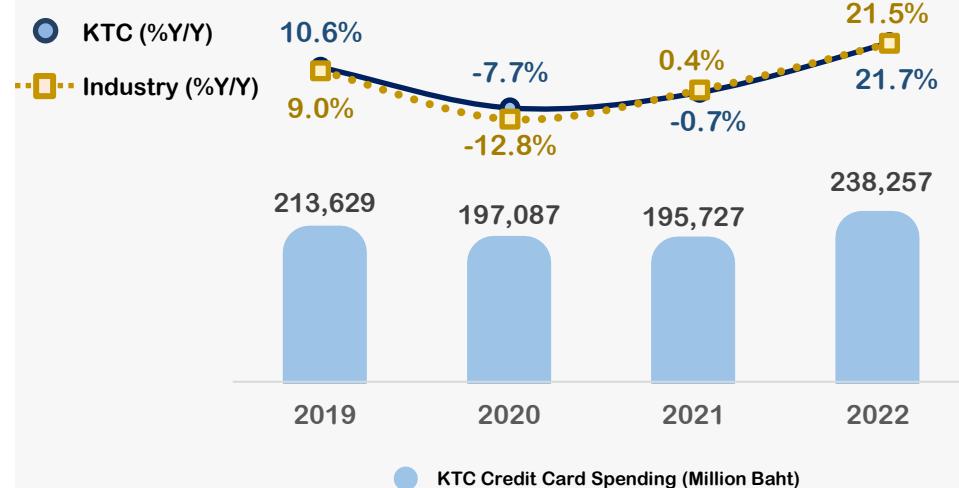
## Portfolio Quality



## Acquisition Channel



## Card Spending



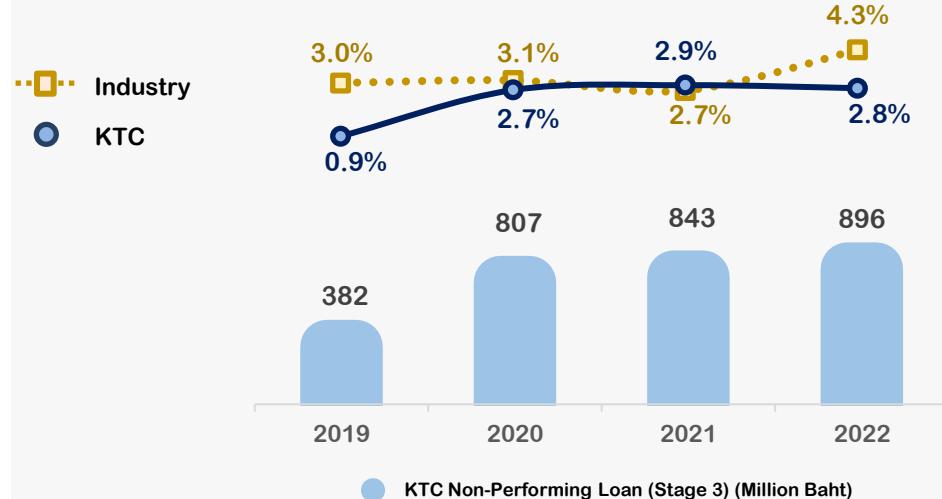
# Personal Loan Performance



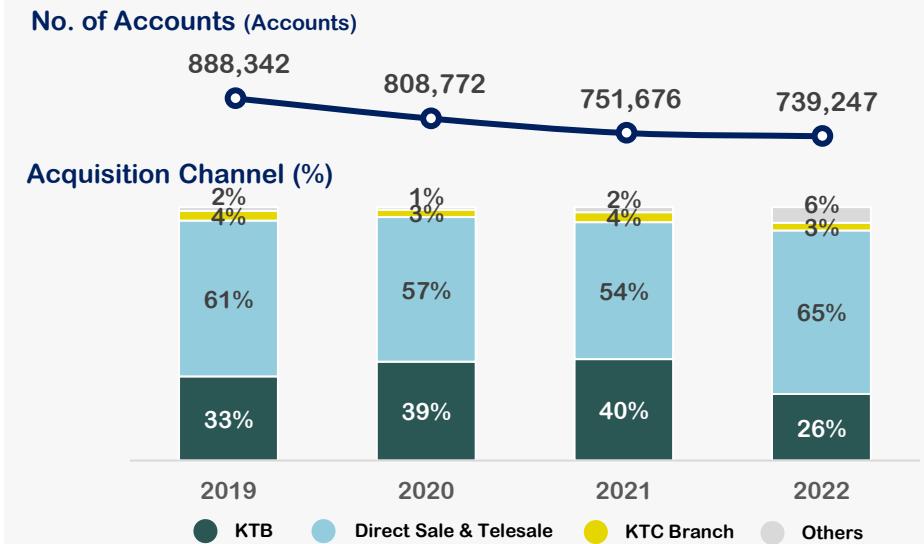
## Portfolio Growth



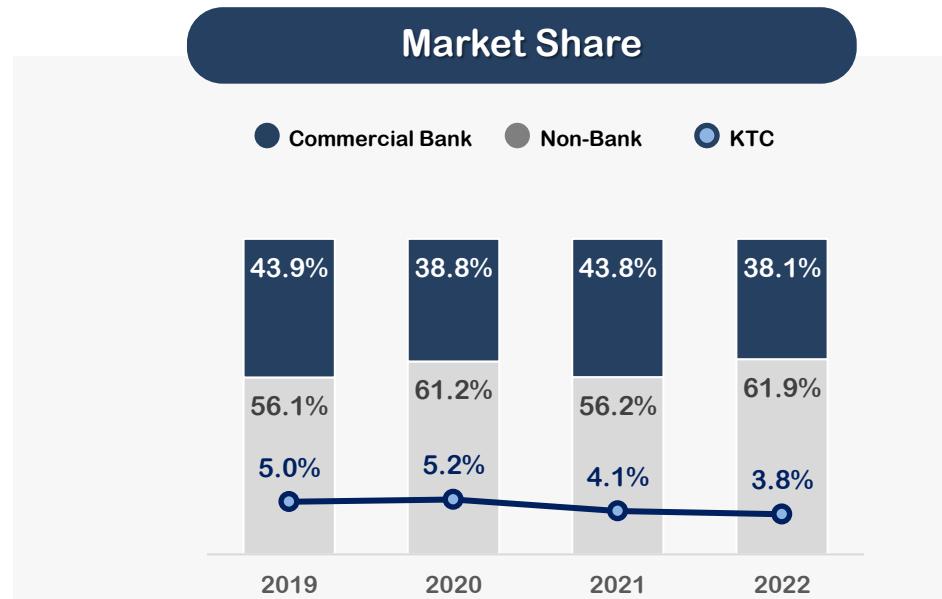
## Portfolio Quality



## Acquisition Channel



## Market Share



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# 2022 Achievement



Financial Targets	Y2021 Actual	Y2022 Target	Y2022 Actual
 Net Profit	6,251 MB (Separate)	> 6,251 MB	7,079 MB
 Total Portfolio	92,636 MB	> 100,000 MB	104,194 MB
 Credit Card Spending Growth	(0.7%)	10.0%	21.7%
 Personal Loan Receivable Growth	(2.3%)	7.0%	10.4%
 P BERM Car for Cash (New Booking)	-	11,500 MB	1,055 MB
 Portfolio Quality (%NPL)	3.6%	≤ 3.6%	1.8%

# 2023 Targets



> Net Profit 2022



15%



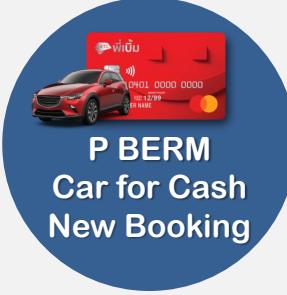
Credit Card  
Spending  
Growth

10%



Personal Loan  
Port Growth

7%



P BERM  
Car for Cash  
New Booking

9,000 mb



KTBL  
Commercial Loan  
New Booking

3,000 mb



Portfolio Quality  
(%NPL)

Same level as  
2022

# AGENDA

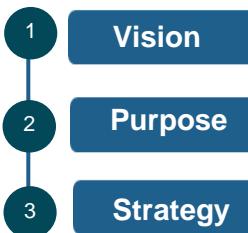


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# Sustainability Overview



KTC is a membership company in payment and retail lending business with *Sustainability* as key element.

We exist to provide better financial products and services to enhance quality of life for all Thais.

Better Product and service

Better quality of life

Better Climate



## International

**MSCI**  
ESG RATINGS



- **MSCI ESG Ratings A in 2022**



FTSE4Good

- In **FTSE4Good Index** since 2021

**Sustainability Yearbook**

Member 2022

**S&P Global**

- Pleased to share recognition as a company committed to sustainability in our industry

**ASEAN  
CORPORATE  
GOVERNANCE**

- ASEAN CG Scorecard award (ASEAN Asset Class PLCs category), average score of 97.5 in 2022



- In **SETTHSI Index** since 2020
- In the list of Thailand Sustainability Investment (THSI) since 2019



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



- Certified as an **ESG100 company** and recognized for outstanding sustainability performance by Thaipat Institute since 2016



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

## World class standards



- The Information Security Management System **ISO/IEC 27001:2013**
- The Privacy Information Management System **ISO/IEC 27701:2019**



: Core option

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

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