

# KTC PERFORMANCE 1H2025

















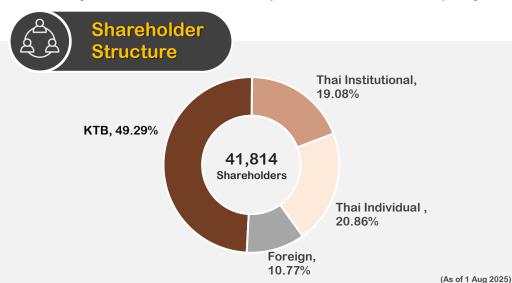


| 1 | KTC Overview & Key Highlights                         |
|---|---|
| 2 | Financial Results                                     |
| 3 | Consumer Finance Industry & KTC Portfolio Performance |
| 4 | Target vs Actual 2025                                 |
| 5 | KTC Sustainability                                    |

## **KTC** Overview

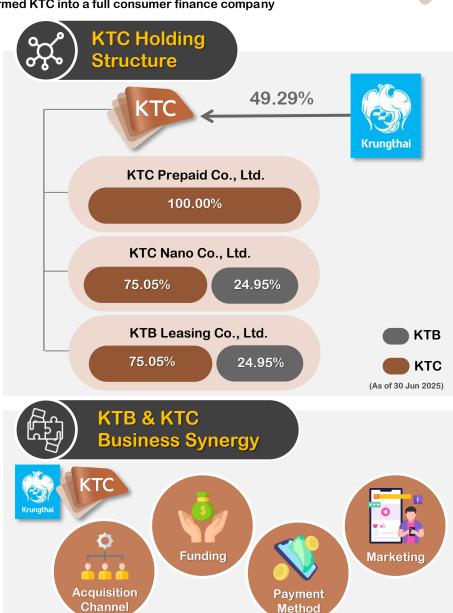


- Incorporated in 1996 as a credit card servicing subsidiary company of Krungthai Bank PLC
- In July 2002, KTB sold the credit card portfolio to KTC which subsequently transformed KTC into a full consumer finance company



|                                    |                                       | · ·           | 3 -,   |
|------------------------------------|---------------------------------------|---------------|--------|
| op 10 Shareholders No. of Shares % |                                       |               |        |
| 1.                                 | KRUNGTHAI BANK PUBLIC COMPANY LIMITED | 1,270,908,500 | 49.29% |
| 2.                                 | THAI NVDR COMPANY LIMITED             | 253,795,058   | 9.84%  |
| 3.                                 | MR. MONGKOL PRAKITCHAIWATTANA         | 149,595,784   | 5.80%  |
| 4.                                 | KKP CAPITAL PUBLIC COMPANY LIMITED    | 89.172.700    | 3.46%  |

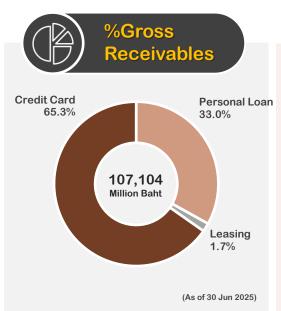
| 3.  | MR. MONGKOL PRAKITCHAIWATTANA                | 149,595,784   | 5.80%  |
|-----|--|---------------|--------|
| 4.  | KKP CAPITAL PUBLIC COMPANY LIMITED           | 89,172,700    | 3.46%  |
| 5.  | BBHISL NOMINEES LIMITED                      | 40,007,600    | 1.55%  |
| 6.  | SOUTH EAST ASIA UK (TYPE C) NOMINEES LIMITED | 37,954,839    | 1.47%  |
| 7.  | VAYUPAK FUND 1                               | 37,002,600    | 1.44%  |
| 8.  | MS. CHANTANA JIRATTITEPAT                    | 36,200,100    | 1.40%  |
| 9.  | STATE STREET EUROPE LIMITED                  | 30,229,001    | 1.17%  |
| 10. | UOB KAY HIAN PTE LTD A/C - RC                | 14,321,000    | 0.56%  |
|     | Total  | 1,959,187,182 | 75.99% |
|     |  |               |        |

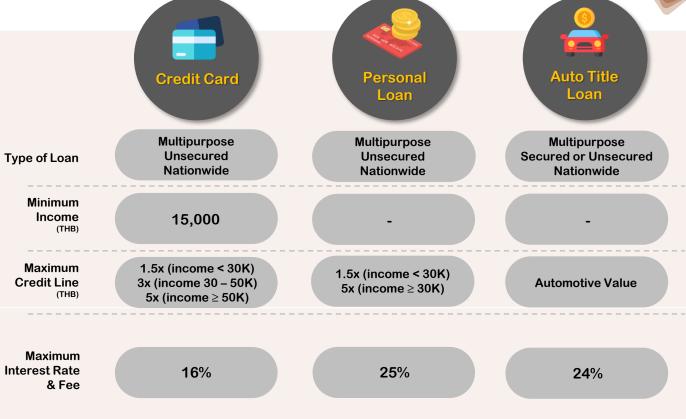


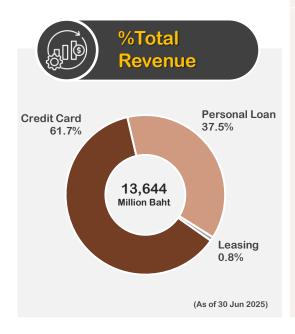
## **Business Structure & BOT Regulations**

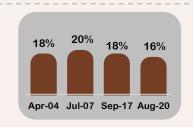
Rate Cap

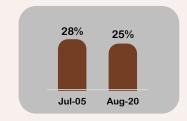
History

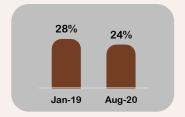












## KTC Debt Restructuring & BOT Program "You Fight, We Help" Phase II

|                                       | Assistance<br>Measure   | Interest<br>Rate  | Period                   |
|---------------------------------------|---|---|--------------------------|
| Credit Card                           | Change to<br>Long Term<br>Personal Loan   | 15.75%<br>Per Annum   | 48 Months                |
| KTC PROUD<br>Cash Card                | Convert<br>Revolving Loan<br>to Term Loan   | Based on<br>Current Agreement   | 60 Months                |
| Severe<br>Persistent<br>Debt          | Convert Revolving Loan to Term Loan  Qualification:  Not categorized as NPL  Paid interest more than principal over the past 5 years  Monthly Income <20K THB | 15% Per Annum  Debtors can still utilize the available credit limit (Determined on a case-bycase basis) | 60 Months /<br>84 Months |
| KTC<br>Fixed Loan                     | Lower<br>Installment by<br>30%  | Based on<br>Current Agreement   | 3 Billing Cycles         |
| P BERM<br>Car for Cash                | Lower Installment<br>by 30%   | Based on<br>Current Agreement   | 3 Billing Cycles         |
| (Car & Big Bike)                      | Extend<br>Payment Term  | Based on<br>Current Agreement   | 60 / 72 / 84<br>Months   |
| P BERM<br>Car for Cash<br>(MotorBike) | Convert<br>Revolving Loan<br>to Term Loan   | Based on<br>Current Agreement   | 60 Months                |



- The minimum monthly payment is 8%, effective through the end of 2025.
- Pay 8% or more monthly to earn cashback, which will be disbursed quarterly during 2025.



2H25
0.25%
of outstanding balance

#### BOT Program "You Fight, We Help" Phase II



**Measure 1** (Both Performing and Non-Performing Loans)

#### "Direct Payment, Retain Assets"

3-Year Relief Terms:

- Payments: Reduced to 50%/70%/90% of original over 3 years; all payments apply to principal.
- Interest: Suspended for 3 years and waived upon meeting all terms, including no new debt for 12 months post-enrollment.



Measure 2 (Non-Performing Loans)

#### "Pay, Close, Finish"

Debtors are allowing partial payments expedites bad debt closure.



- Total outstanding debt must be under 5,000 Baht per account.
- Unsecured loan balances must be under 10,000 Baht per account.
   Secured loan balances (in enforcement) must be under 30,000 Baht per account.



Measure 3 (New Measure) (Non-Performing Loans) "Pay, Cut Principle"



Unsecured bad loans with outstanding debts not exceeding 50,000 Baht per account, contracted before Jan 1, 2024



- Debt is restructured into a 3-year term loan with a minimum monthly payment of 2% of the outstanding principal.
- 100% principal reduction
- Interest is suspended for 3 years and will be completely waived, provided the debtor complies with the payment plan and incurs no new debt for 12 months post-enrollment.

Debtors interested in participating in the measures under the "You Fight, We Help" project, Phase 1 and Phase 2, can study the details and apply to join the project at https://www.bot.or.th/khunsoo or visit KTC website for further information at https://www.ktc.co.th/khunsoo until 30 September 2025.

# Key Highlights 1H2025



Unit: THB Million



**Total Revenue** 

13,644

▲ 0.7%



Net Profit
(The Owner of the Parent)

3,755

▲ 3.5% (YoY)



Credit Card Spending

146,584

▲ 4.4% (YoY)



Total Portfolio (Gross A/R)

107,104

▲ 1.2%

**Credit Card** 

69,925

▲ 1.0%

**Personal Loan** 

35,396

▲ 4.0% (YoY) Leasing

1,782

**▼ 29.4%** 

**Net Interest Margin** 

13.1%

**Total NPL** 

Consolidated 1.83%

Separate 1.53%

**%** 

**NPL** Coverage

Consolidated **419.9**%

Separate 470.5%



**KTC** Overview & Key Highlights **Financial Results Consumer Finance Industry & KTC Portfolio Performance Target vs Actual 2025** 5 **KTC** Sustainability

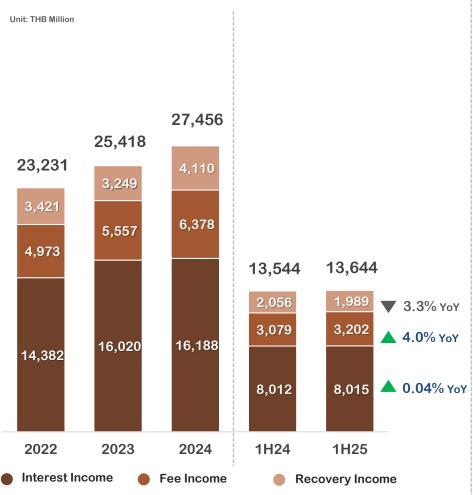
## **Financial Result 1H2025**





## **Total Revenue**

13,644 MB ▲ 0.7% YoY

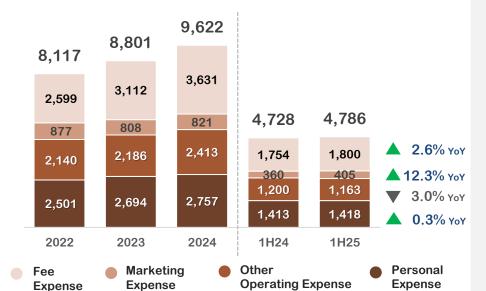




#### **Cost to Income**



## Total Operating Expense 4,786 MB ▲ 1.2% YoY



(Other Taxes, F&E and etc.)

## **Expected Credit Loss**



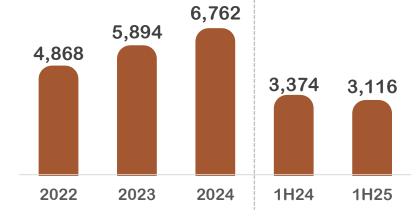


## Expected Credit Loss

3,116 MB ▼ 7.6% YoY

#### **Credit Cost**





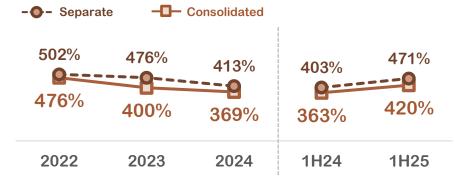
Expected Credit Loss (Consolidated)





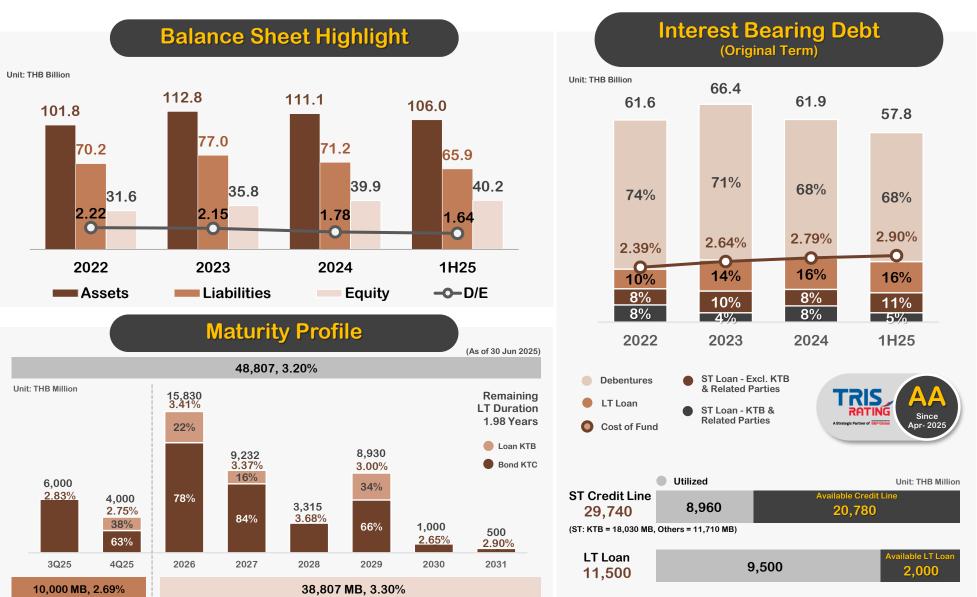
Allowance for ECL (Consolidated)

#### **NPL** Coverage Ratio



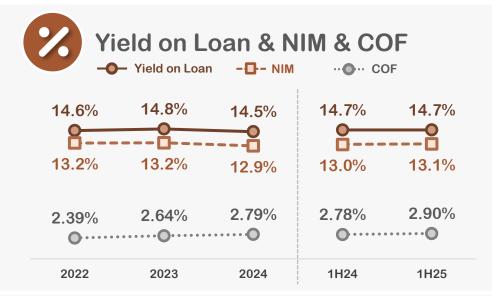
# Financial Position & unding

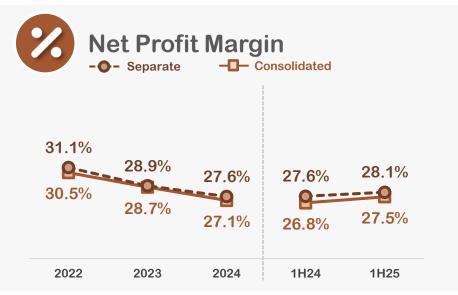


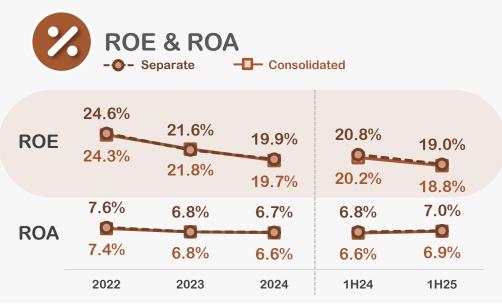


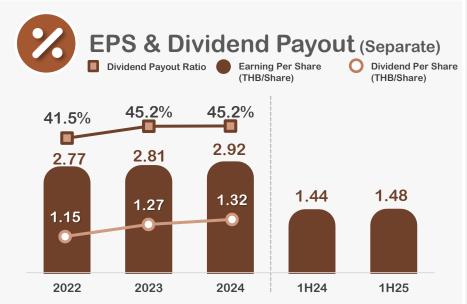
## **K**ey Financial Ratio









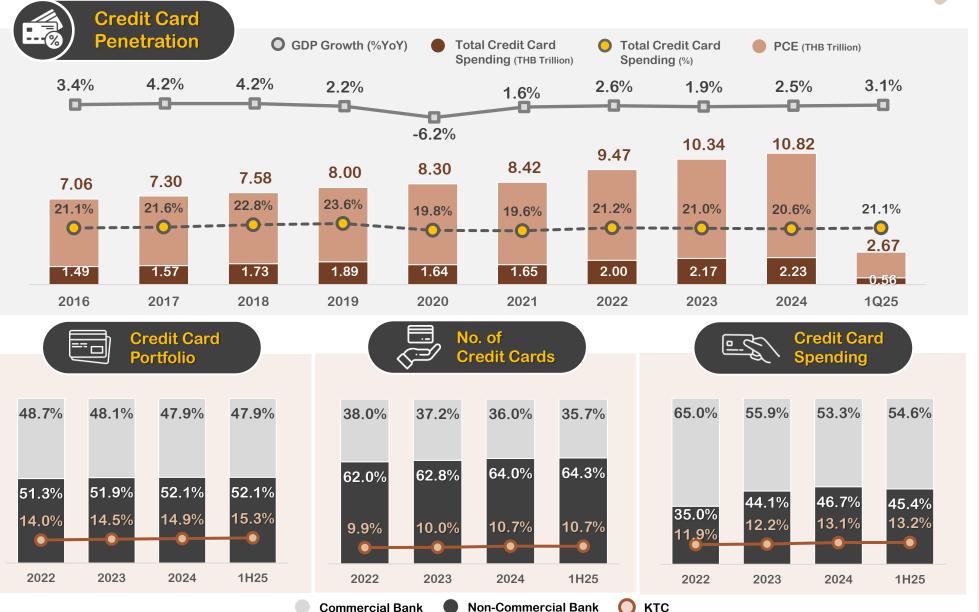




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  - 4 Target vs Actual 2025
  - 5 KTC Sustainability

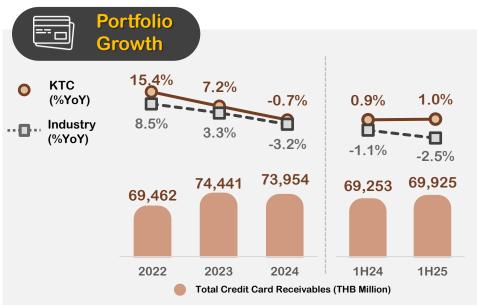
## **Credit Card Industry & Market Share**

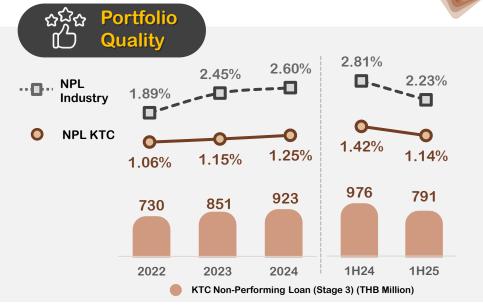


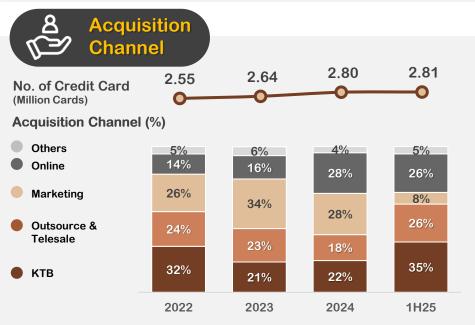


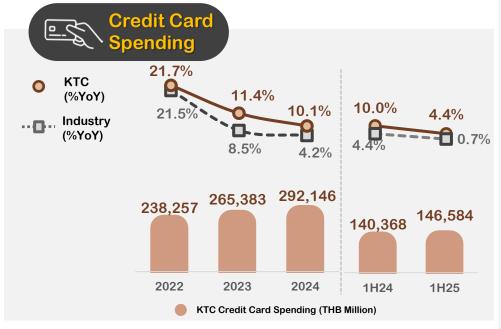
## **Credit Card Performance**











## 2025 Credit Card Marketing (Q3-Activities)

#### **Key Activities:**

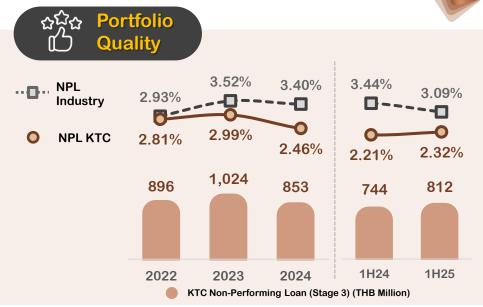
- Maximize point value (KTC FOREVER)
  - Everyday spending; Dining, Shopping, Travel
  - Point for installment on essential purchase; Insurance, Public hospital
- Capture growth in new lifestyle trends such as wellness and pet-related spending by curated best offers
- Strengthen Partnership by providing support during challenging times, fostering mutual growth and resilience
- Activate seasonal marketing campaign around special occasions such as Mother's day, Mooncake festival, school break (family trip / travel attractions)
- Expanding digital solutions to provide seamless convenience
  - Leveraging LINE connect to enhance customer engagement providing spending alerts to deliver peace of mind and strengthen transaction security.
  - Empowering agents (Sales distribution/ Krungthai branch) with e-Applications to deliver a faster, more convenient and fully digital journey.

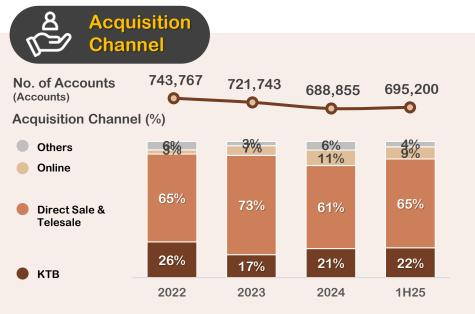


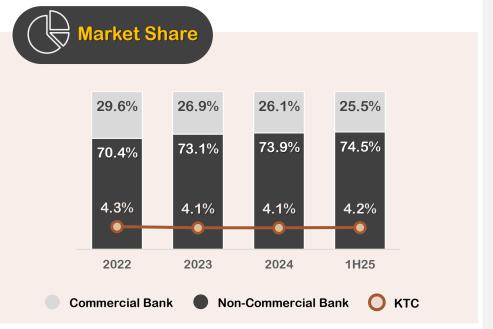
## **Personal Loan Performance**











## P-Loan Marketing Campaign in Q3-2025





### Wherever money is needed, We're there

- Expand acquisition through KTC's partners with E-application "Fast approval 30 mins" both online & offline channel with special offers
- **0% Installment for 24 Months**
- 🎁 Get Discount Coupon when apply and approve

- **©** Capture high loan volume segment with special interest
- Explore Affiliate online channel with compelling promotions.
- Leverage the KTC PROUD member base with valuable referral rewards (Member Get Member)









To boost up usage by delivering tailored promotional campaigns for all functions and target specific segments to enhance engagement and drive effective utilization.









Enhance seamless
cash WD on KTC Mobile
to drive digital
transaction engagement.



675,185
KTC PROUD Members





### **Withdraw**

Foster financial responsibility while strengthening long-term loyalty via Clear Debt campaign.



#### Installment

Offer all year-round 0% intertest for up to 24 months to sustain portfolio utilization.



## P BERM Car for Cash: Activities in Q3-2025



- Refinancing Loan Driving Growth Our flagship car refinancing loan continues to deliver strong momentum.
- Expanding Acquisition through New Strategic Partners We are actively broadening our customer base via new collaborations with partners such as PT, CJ More, and Lalamove — tapping into customer bases with similar profiles and driving steady portfolio expansion.









| 5 | KTC Sustainability                                    |
|---|---|
| 4 | Target vs Actual 2025                                 |
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| 2 | Financial Results                                     |
| 1 | KTC Overview & Key Highlights                         |

## Target vs Actual 2025



| Unit: THB Million                  | Y2024               | Target <b>Y2025</b> | Actual 1H25 |
|------------------------------------|---------------------|---------------------|-------------|
| Net Profit                         | 7,437               | > 7,437             | 3,755       |
| Total Portfolio Growth             | ▼ 1.1%              | 4-5%                | 1.2%        |
| Portfolio Quality<br>(%NPL)        | 1.95%               | <b>≤ 2.0%</b>       | 1.83%       |
| Credit Card Spending Growth (%)    | 10.1%               | 10%                 | 4.4%        |
| KTC PROUD Portfolio<br>Growth (%)  | 0.6%<br>(0-90 Days) | 3%                  | 0.6%        |
| New Booking of P BERM Car for Cash | 2,437               | 3,000               | 1,048       |



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  - 5 KTC Sustainability

## **KTC** Sustainability

**Strategies** 

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











**Economic Dimension Better Products & Services** 



KTC recognizes the importance of supporting tourism and has partnered with the Tourism Authority of Thailand (TAT) to launch the "Year of Celebration" campaign as part of the Amazing Thailand Grand Tourism & Sports Year 2025. The campaign aims to promote travel to 55 secondary cities, helping to stimulate tourism. distribute income to local communities, and enhance Thailand's image as a world-class travel destination

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











KTC, together with KTBL and Win Performance, organized the 37th Execution Mediation Fair in Chiang Mai to promote financial inclusion and social equity. The initiative supported 796 debtors in resolving over 102 million baht of debt through fair, personalized repayment plans, helping reduce financial stress and improve quality of life

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

**Social Dimension** 

**Better Quality of Life** 





#### **Environmental Dimension Better Climate**







KTC promotes sustainable living with special offers:

- 0% installment plans and cashback rewards for customers who install eco-friendly rooftop solar panels with GUI F1's 1RTid
- Up to 12% cashback for EV bookings with KTC credit cards, encouraging eco-friendly vehicle adoption across Thailand

"Exploiting financial solutions and environmental stewardship to support decarbonization"



#### National Awards



In SETTHSI Index since 2020 & SET ESG Ratings 2024 AAA since 2023



Private Sector 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



awarded for the Coaching Advocacy Impact Award



KTC has been upgraded to an "AA" corporate and debt rating by TRIS Rating



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



CEO awarded for Bangkok Post's Women of the Year 2025 "TECH-ENABLED BUSINESS INNOVATION'



#### **International Awards**



MSCI

ESG RATINGS

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



FTSE4Good

FTSE4Good Index since 2021



MSCI ESG Ratings BBB Since July



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



#### **World Class Standards**



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

: 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



## Appendix | KTC Ratio Formula



Cost to Income Total Operating Expense / Total Revenue

Credit Cost Expected Credit Loss (ECL) / Total Gross A/R

%NPL (Total Stage 3 (Excluding Accrued Interest)) / Total Gross A/R (Excluding Accrued Interest)

NPL Coverage Ratio Total Allowance / (Total Stage 3 + NPL (Excluding Accrued Interest))

D/E Total Liability / Total Equity

Yield on Loan Interest Income / Average Gross A/R

Net Interest Margin (Interest Income - Financial Costs) / Average Gross A/R

Cost of Fund Finance Costs / Average Borrowing (Including Lease Liability)

Net Profit Margin Profit Attributable to Owners of the Parent / Total Revenue

ROE Profit Attributable to Owners of the Parent / Average Equity (Attributable to Owners of the Parent)

ROA Profit Attributable to Owners of the Parent / Average Total Asset



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**English Version** 

## **THANK YOU**

For further info, please contact IR Team at +66 2 828 5067 or irktc@ktc.co.th

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