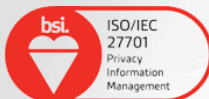




# KTC PERFORMANCE 1H2025



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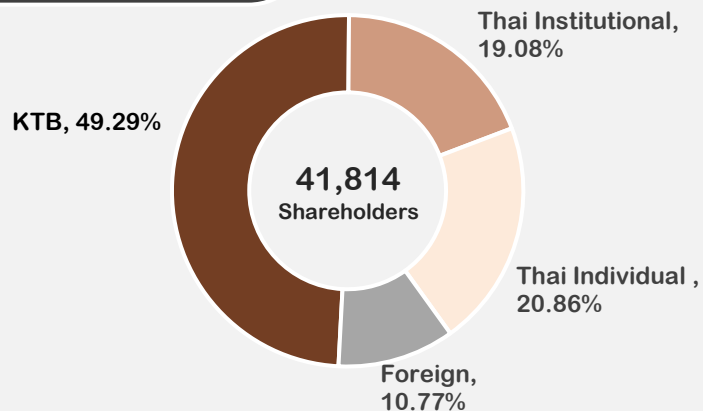
KTC Sustainability

# 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

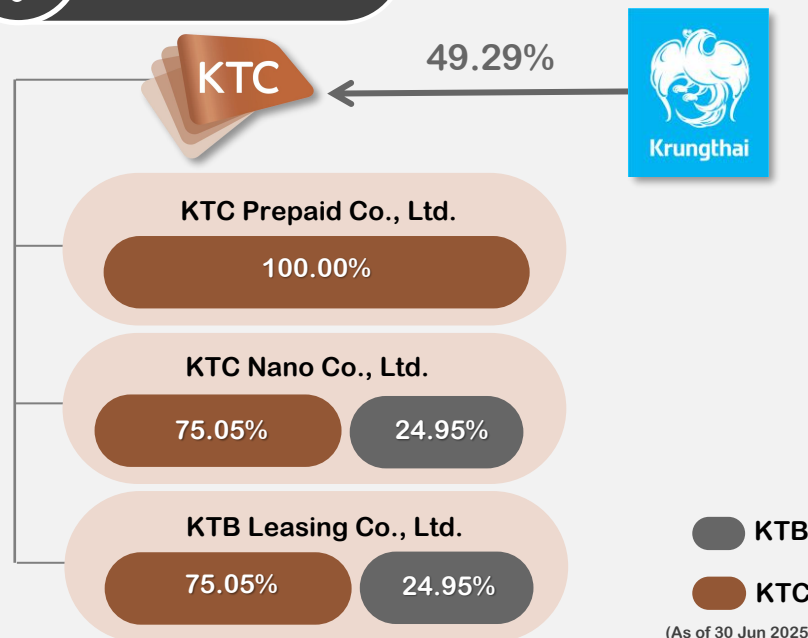


(As of 1 Aug 2025)

### Top 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%
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%
<b>Total</b>	<b>1,959,187,182</b>	<b>75.99%</b>

## KTC Holding Structure



## KTB & KTC Business Synergy

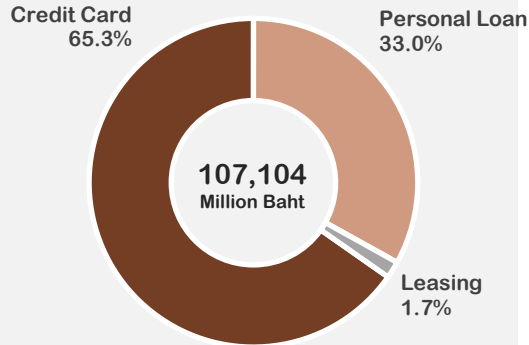


# Business Structure & BOT Regulations

KTC



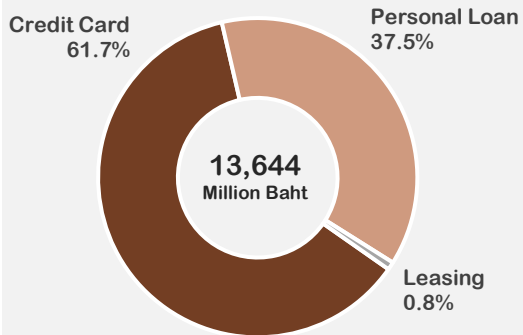
## %Gross Receivables



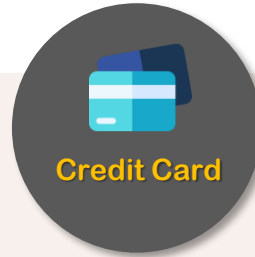
(As of 30 Jun 2025)



## %Total Revenue



(As of 30 Jun 2025)



### Credit Card

Multipurpose  
Unsecured  
Nationwide

Minimum  
Income  
(THB)

15,000

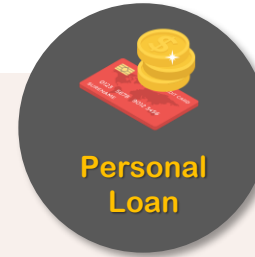
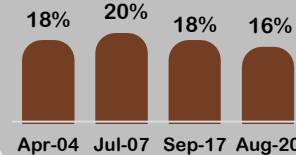
Maximum  
Credit Line  
(THB)

1.5x (income < 30K)  
3x (income 30 – 50K)  
5x (income ≥ 50K)

Maximum  
Interest Rate  
& Fee

16%

Rate Cap  
History



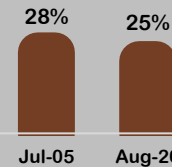
### Personal Loan

Multipurpose  
Unsecured  
Nationwide

-

1.5x (income < 30K)  
5x (income ≥ 30K)

25%



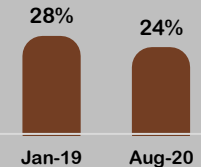
### Auto Title Loan

Multipurpose  
Secured or Unsecured  
Nationwide

-







Automotive Value

24%



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

KTC

	Assistance Measure	Interest Rate	Period
 Credit Card	Change to Long Term Personal Loan	15.75% Per Annum	48 Months
 KTC PROUD Cash Card	Convert Revolving Loan to Term Loan	Based on Current Agreement	60 Months
 Severe Persistent 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-by-case basis)	60 Months / 84 Months
 KTC Fixed Loan	Lower Installment by 30%	Based on Current Agreement	3 Billing Cycles
 P BERM Car for Cash (Car & Big Bike)	Lower Installment by 30%	Based on Current Agreement	3 Billing Cycles
	Extend Payment Term	Based on Current Agreement	60 / 72 / 84 Months
 P BERM Car for Cash (MotorBike)	Convert Revolving Loan to Term Loan	Based on 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.

1H25  
**0.5%**  
of outstanding balance

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 expedite 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

KTC

Unit: THB Million



Total Revenue

13,644 | ▲ 0.7%  
(YoY)



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%  
(YoY)

Credit Card

69,925

▲ 1.0%  
(YoY)

Personal Loan

35,396

▲ 4.0%  
(YoY)

Leasing

1,782

▼ 29.4%  
(YoY)

Net Interest Margin

13.1%

Total NPL

Consolidated 1.83%

Separate 1.53%



NPL Coverage

Consolidated 419.9%

Separate 470.5%

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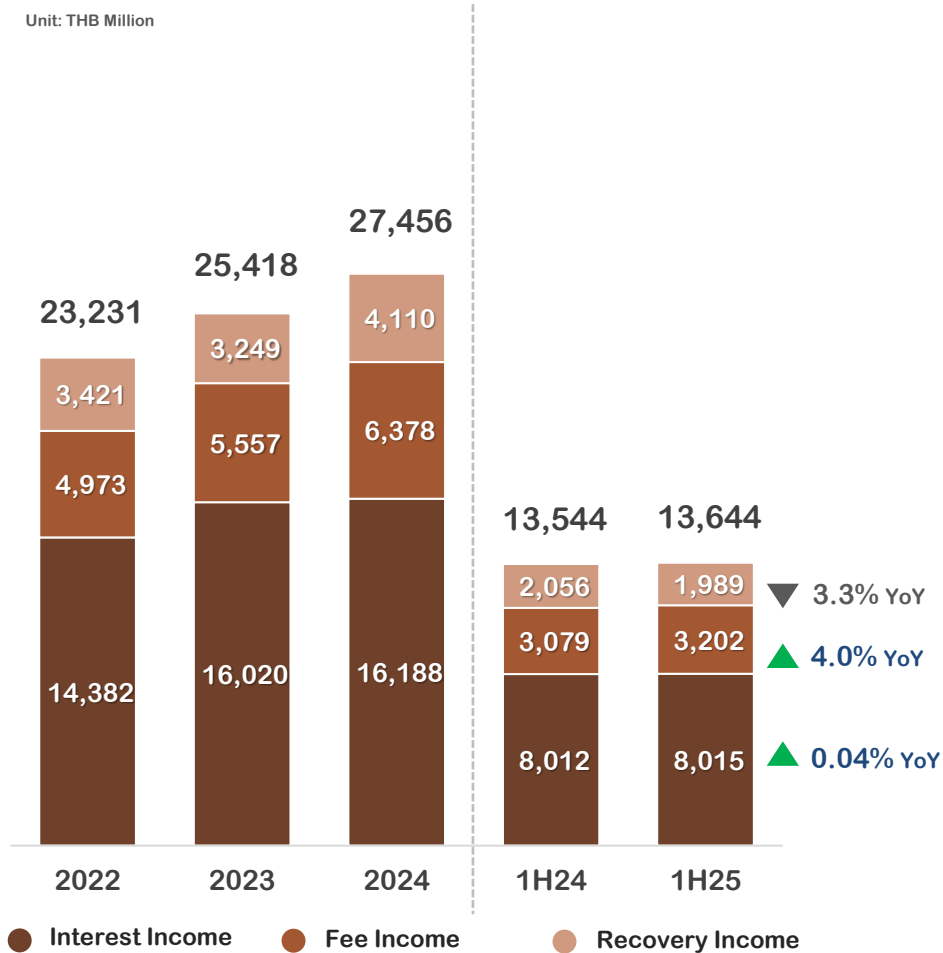
# Financial Result 1H2025



## Total Revenue

13,644 MB ▲ 0.7% YoY

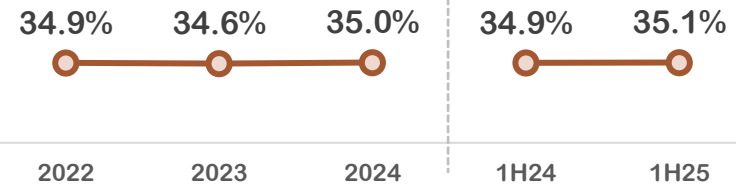
Unit: THB Million



## Total Expense

8,773 MB ▼ 2.5% YoY

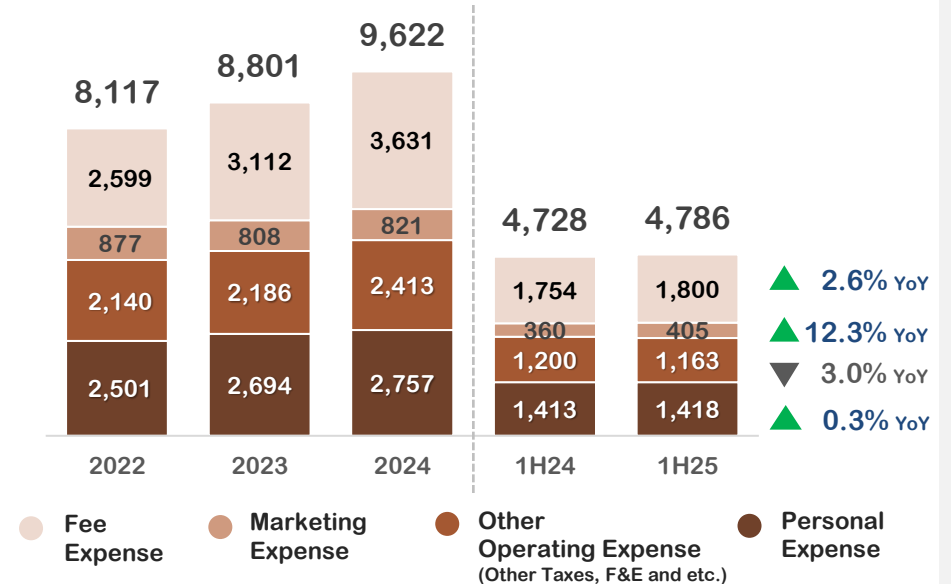
### Cost to Income



## Total Operating Expense

4,786 MB ▲ 1.2% YoY

Unit: THB Million





# Expected Credit Loss

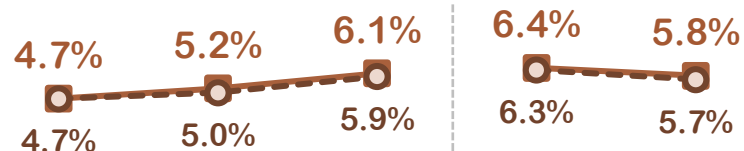


## Expected Credit Loss

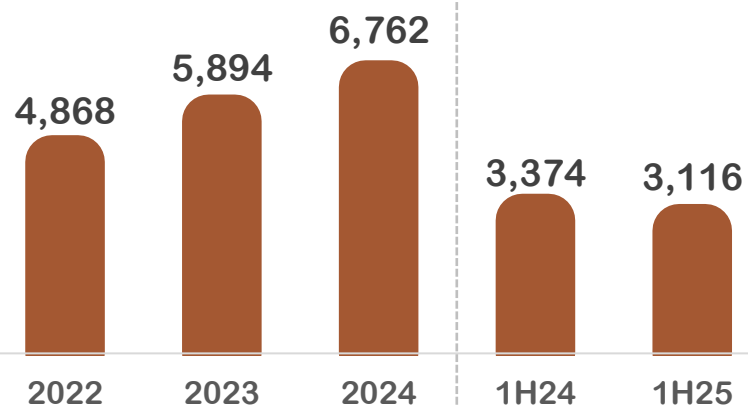
3,116 MB ▼ 7.6% YoY

### Credit Cost

—●— Separate —■— Consolidated



Unit: THB Million

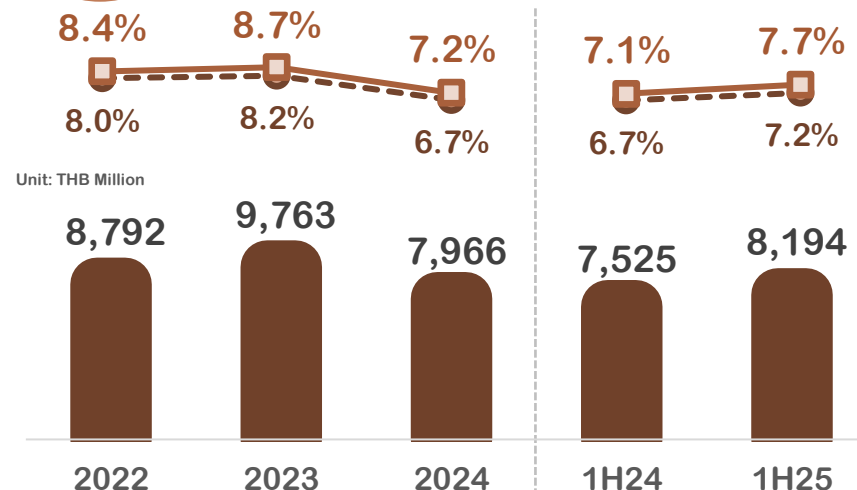


● Expected Credit Loss (Consolidated)



## Allowance for ECL

—●— Separate —■— Consolidated

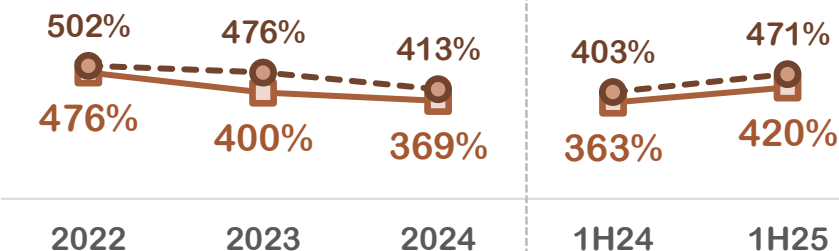


Unit: THB Million

● Allowance for ECL (Consolidated)

### NPL Coverage Ratio

—●— Separate —■— Consolidated

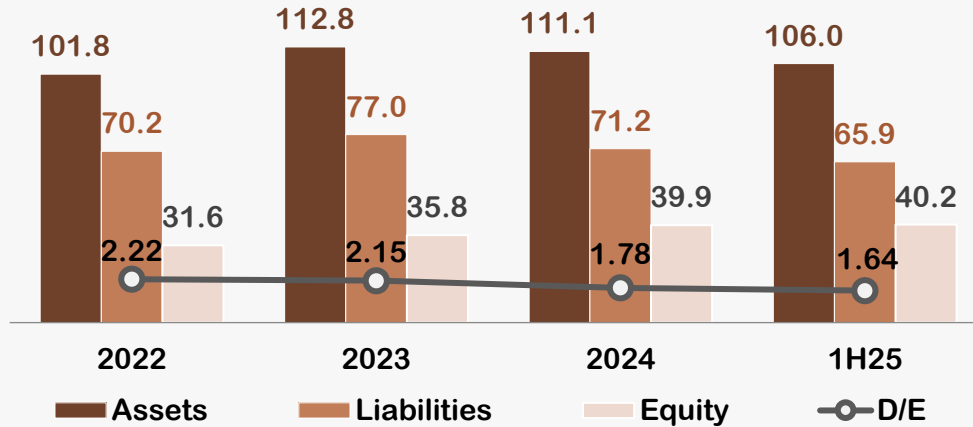


# Financial Position & Funding

KTC

## Balance Sheet Highlight

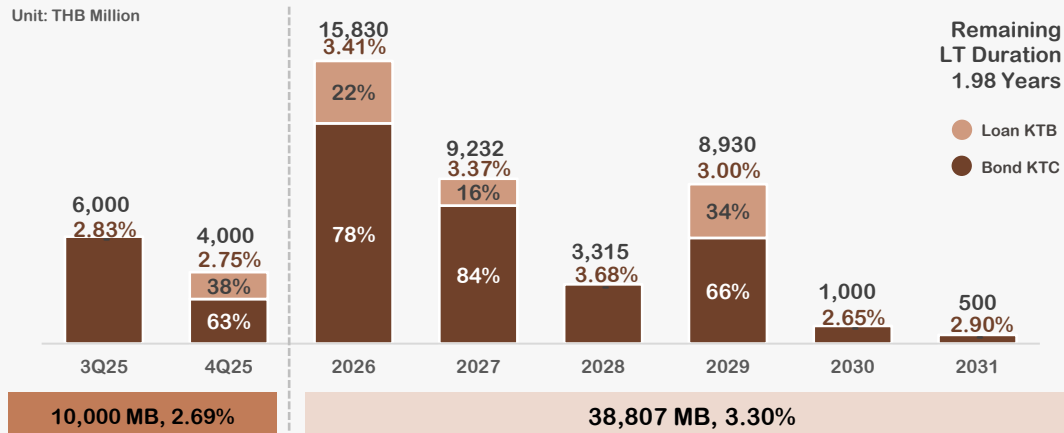
Unit: THB Billion



## Maturity Profile

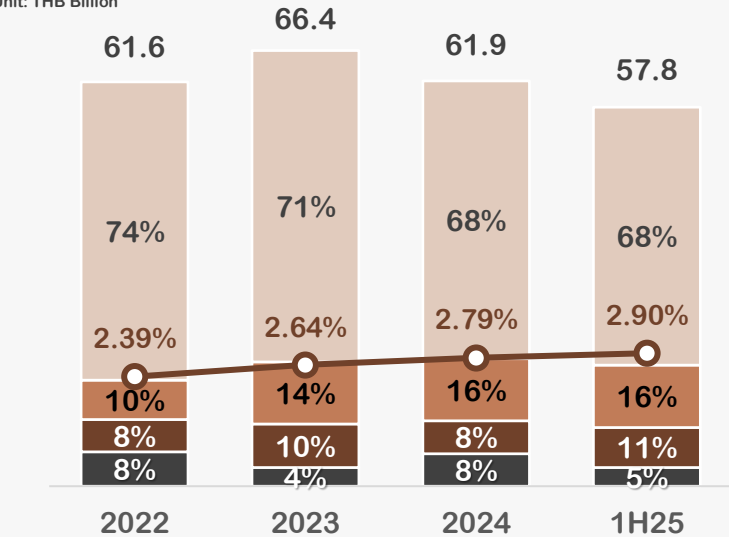
(As of 30 Jun 2025)

Unit: THB Million



## Interest Bearing Debt (Original Term)

Unit: THB Billion



- Debentures
- ST Loan - Excl. KTB & Related Parties
- LT Loan
- ST Loan - KTB & Related Parties
- Cost of Fund



ST Credit Line  
29,740



(ST: KTB = 18,030 MB, Others = 11,710 MB)

LT Loan  
11,500

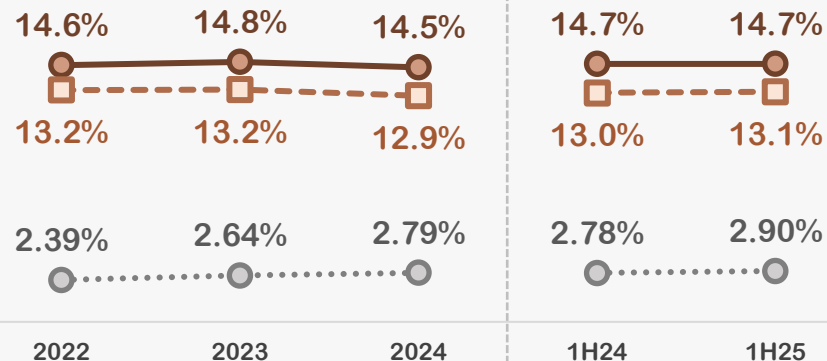


# Key Financial Ratio



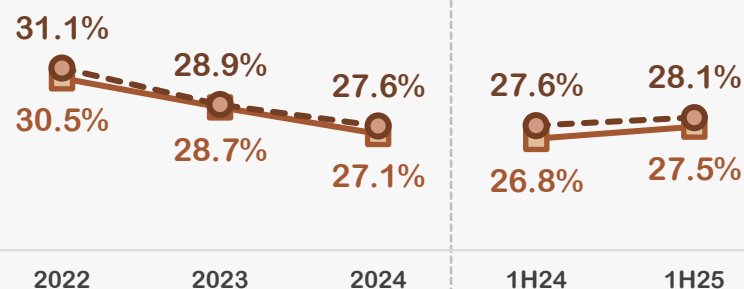
## Yield on Loan & NIM & COF

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



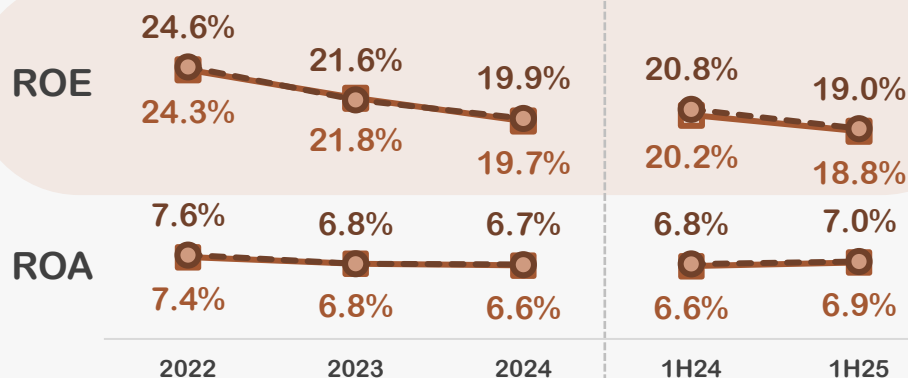
## Net Profit Margin

—●— Separate    -□- Consolidated



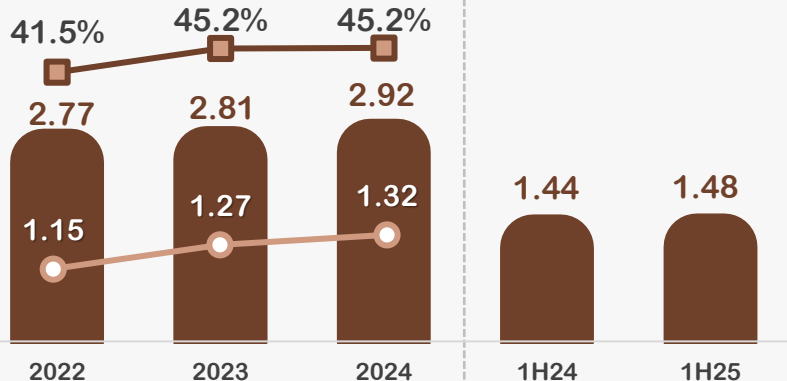
## ROE & ROA

—●— Separate    -□- Consolidated



## EPS & Dividend Payout (Separate)

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



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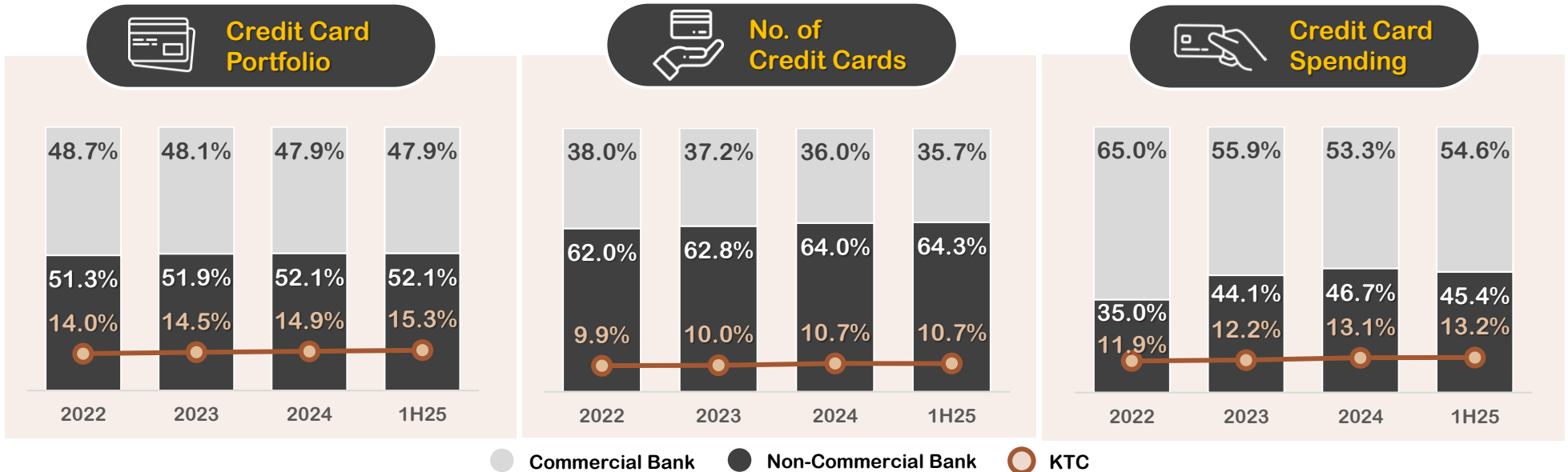
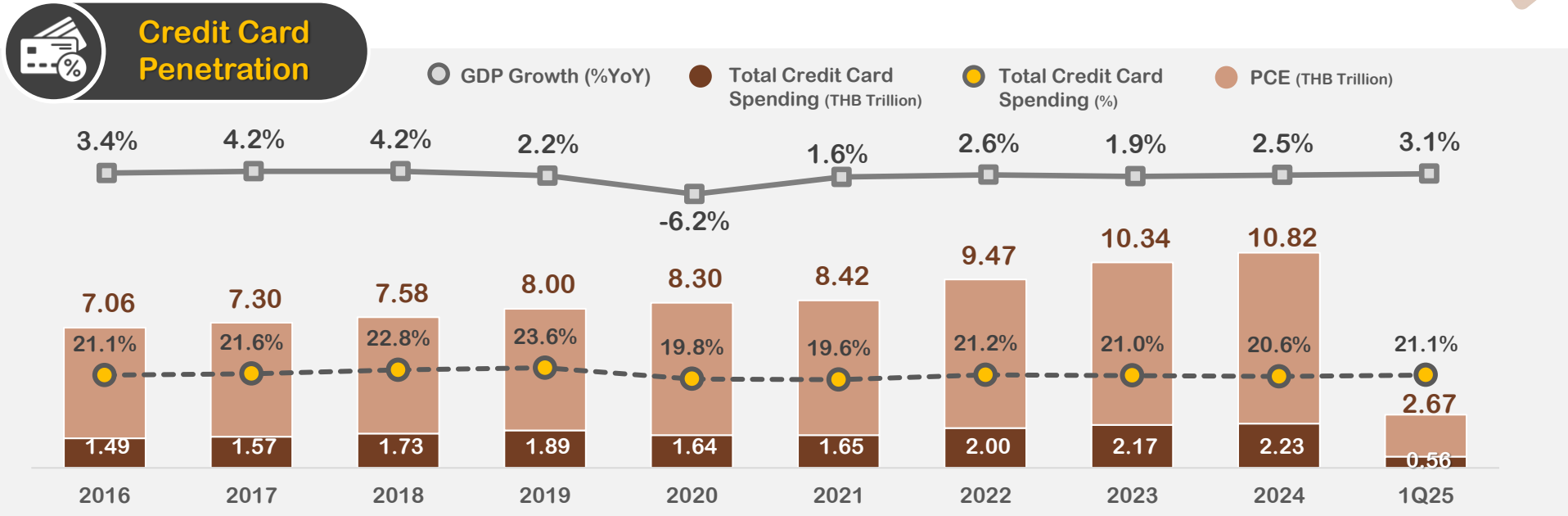
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KTC Sustainability

# Credit Card Industry & Market Share

KTC

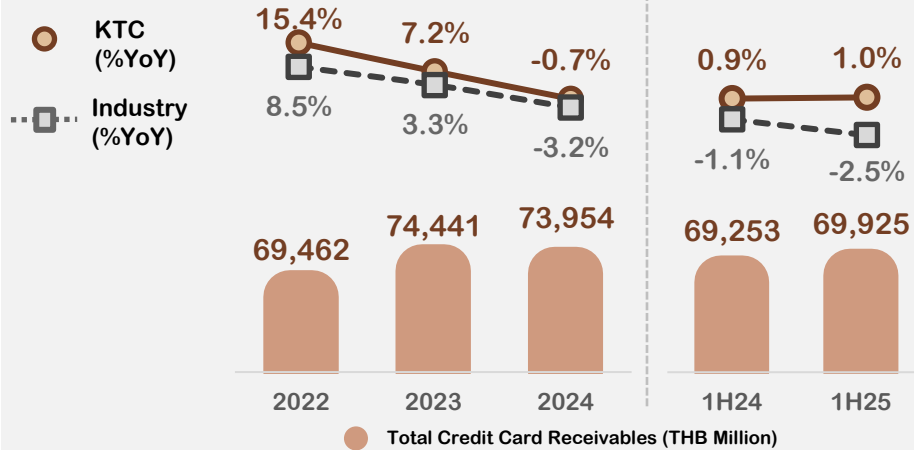


# Credit Card Performance

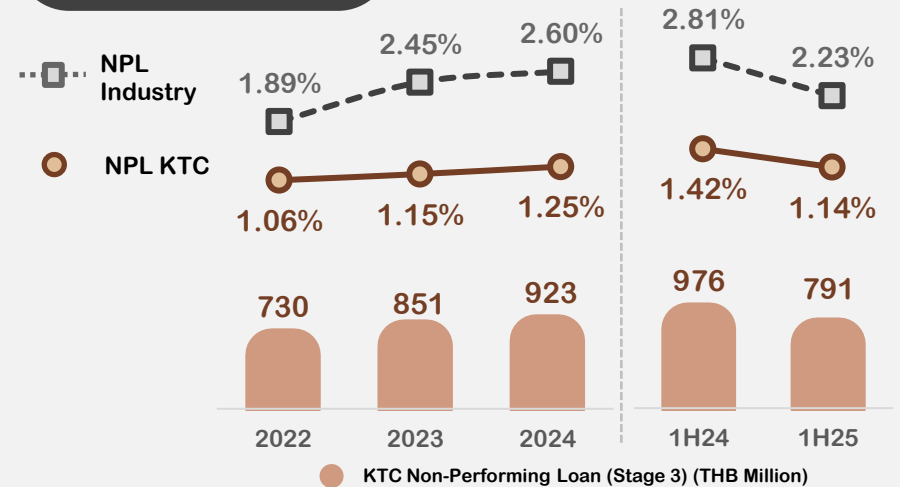
KTC



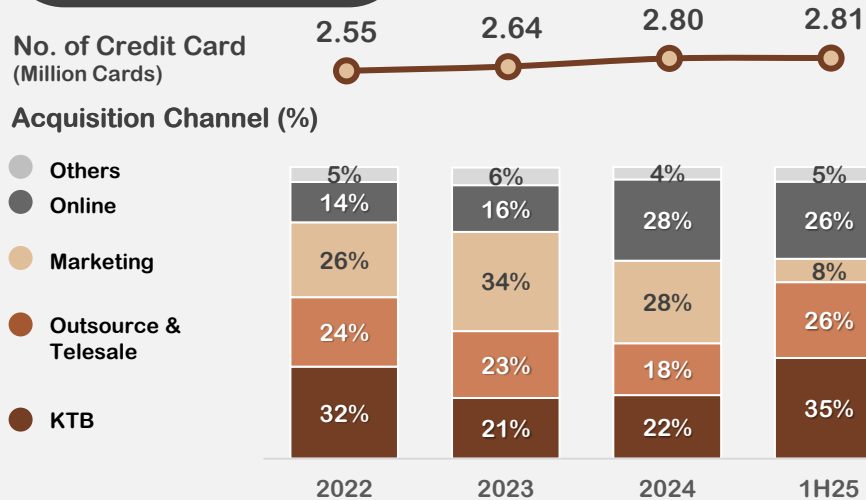
## Portfolio Growth



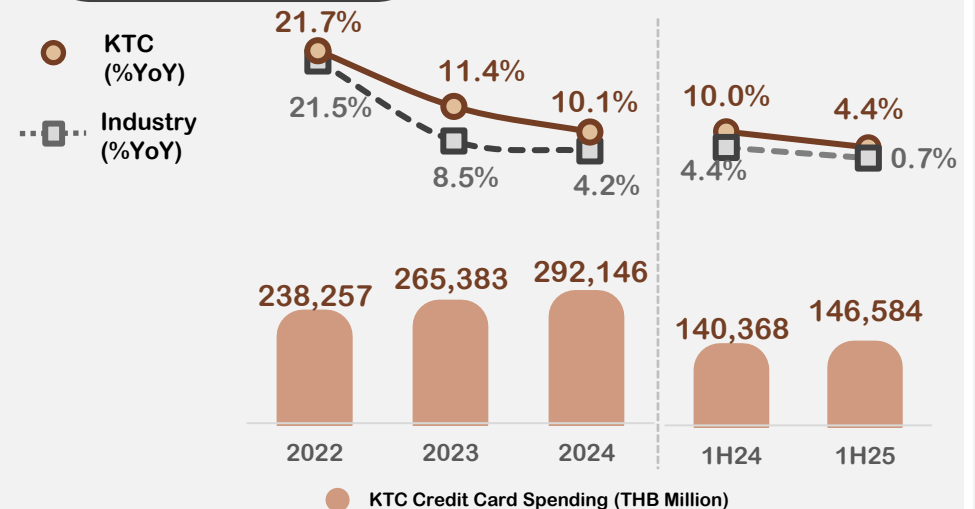
## Portfolio Quality



## Acquisition Channel



## Credit Card Spending

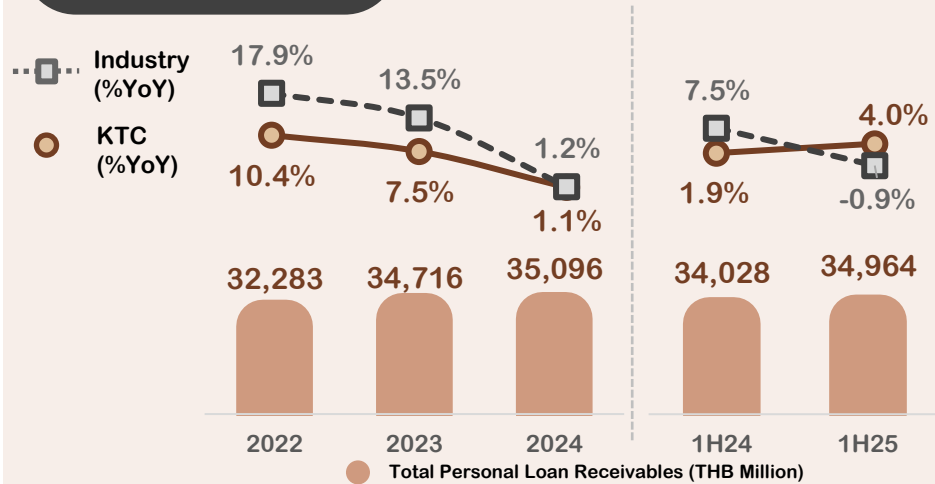


# Personal Loan Performance

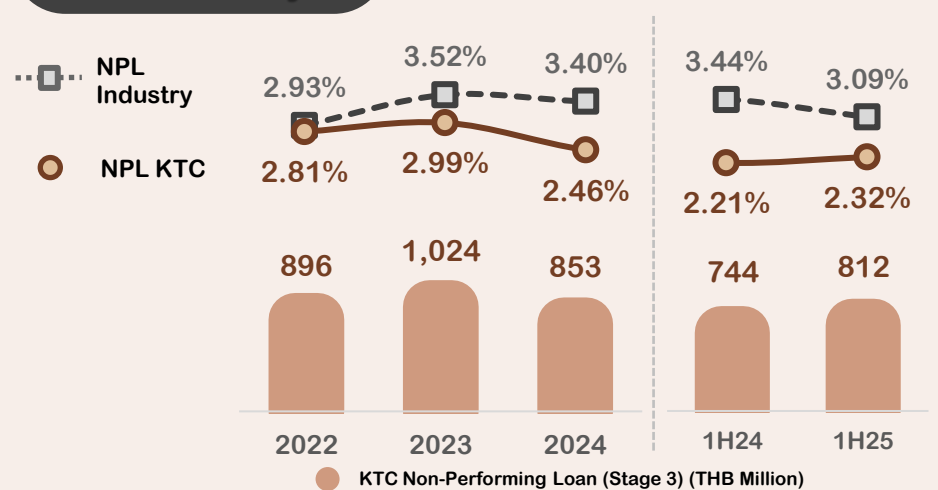
KTC



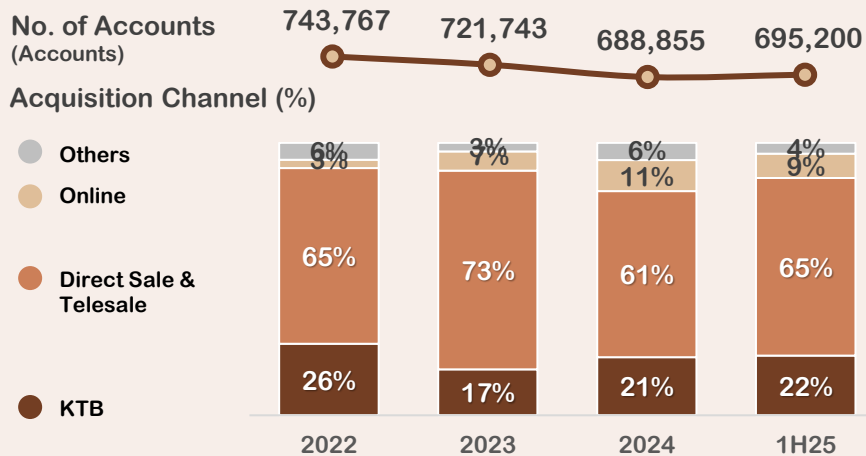
## Portfolio Growth



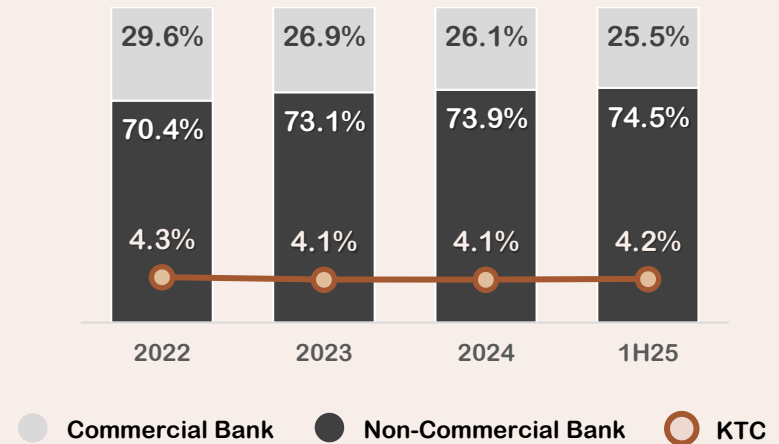
## Portfolio Quality



## Acquisition Channel



## Market Share



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# Target vs Actual 2025

KTC

Unit: THB Million

Net Profit

Actual  
Y2024

7,437

Target  
Y2025

> 7,437

Actual  
1H25

3,755

Total Portfolio Growth

▼ 1.1%

4-5%

1.2%

Portfolio Quality  
(%NPL)

1.95%

≤ 2.0%

1.83%



Credit Card  
Spending Growth (%)

10.1%

10%

4.4%



KTC PROUD Portfolio  
Growth (%)

0.6%  
(0-90 Days)

3%

0.6%



New Booking of  
P BERM Car for Cash

2,437

3,000

1,048

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# KTC Sustainability

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 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"

### Social Dimension Better Quality of Life



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"

### 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 GULF1'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 AAA since 2023



Membership of the Thai Private Sector Collective 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



The first female CEO 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

S&P Global



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

MSCI ESG Ratings BBB Since July 2023



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

## World Class Standards



: With Reference

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

ISO/IEC certified



PCI DSS Version 3.2.1-Acquiring Service

# Appendix | KTC Ratio Formula



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

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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