



KTC PERFORMANCE 9M24



AGENDA



1 | KTC Overview & Key Highlights

2 | Financial Results

3 | Consumer Finance Industry & KTC Portfolio Performance

4 | Target vs Actual

5 | KTC Sustainability

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

Sustainability

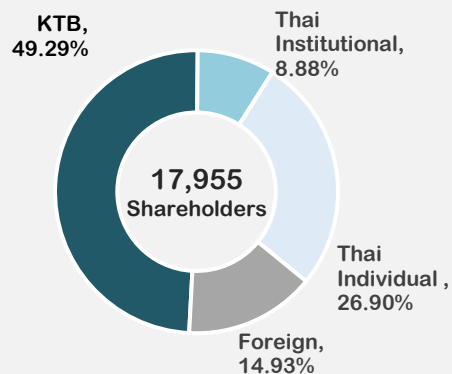


KTC Overview

- 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

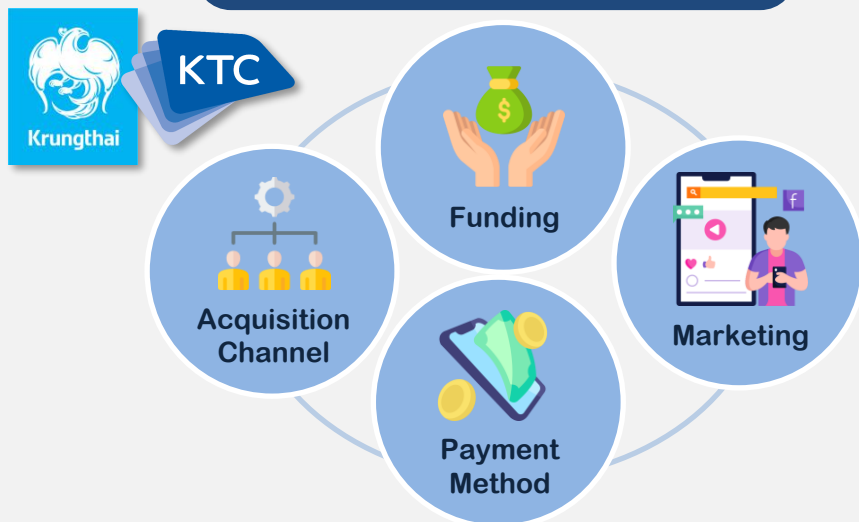


Top 5 Shareholders

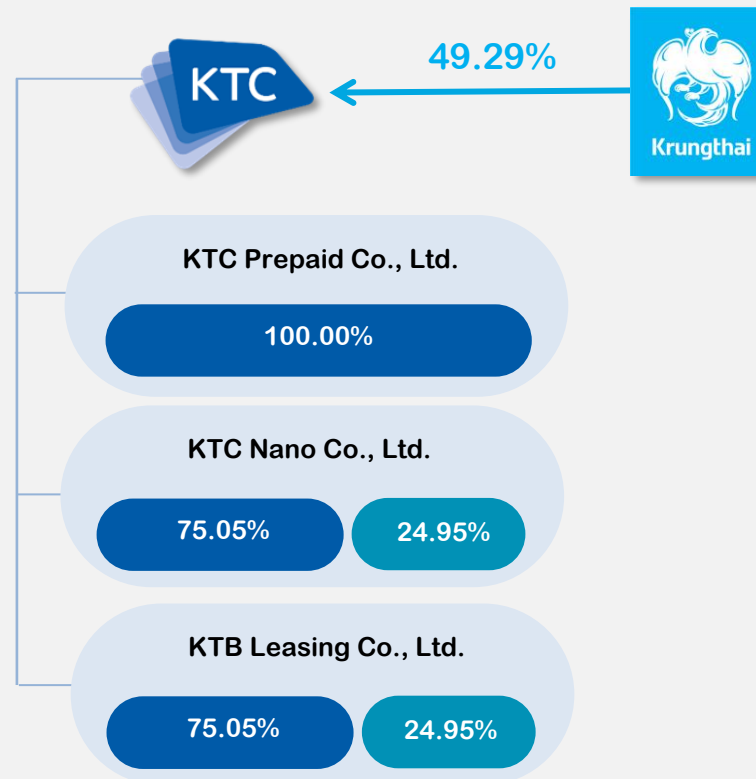
1.	Krungthai Bank Public Company Limited	49.29%
2.	MR. MONGKOL PRAKITCHAIWATTANA	12.65%
3.	MS. CHANTANA JIRATTITEPAT	4.83%
4.	Thai NVDR Company Limited	4.14%
5.	UOB KAY HIAN PTE LTD A/C - RC	4.09%

(As of 30 Sep 2024)

KTB & KTC Business Synergy



KTC Holding Structure



KTB
KTC

(As of 30 Oct 2024)

Overview & Key Highlights

Financial Results

KTC Portfolio Performance

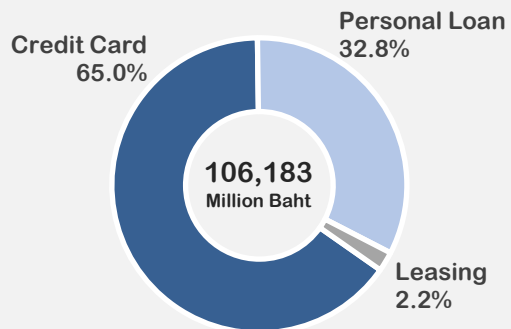
Target vs Actual

Sustainability

Business Structure & BOT Regulations

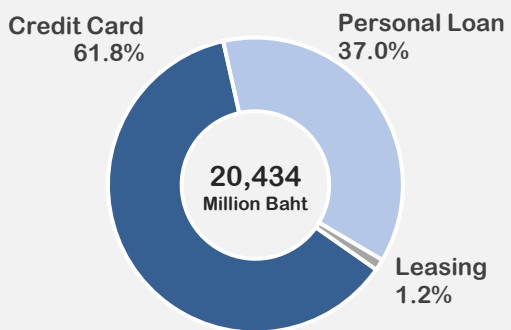
KTC

%Total Gross A/R







(As of 30 Sep 2024)

%Total Revenue



(As of 30 Sep 2024)

	 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%	<div>New Car 10%</div> <div>Used Car 15%</div> <div>New & Used Motorcycle 23%</div>
Rate Cap History	<div>18% 20% 18% 16%</div> <div>Apr-04 Jul-07 Sep-17 Aug-20</div>	<div>28% 25%</div> <div>Jul-05 Aug-20</div>	<div>28% 24%</div> <div>Jan-19 Aug-20</div>	<div>10% 15% 23%</div> <div>New Car Used Car Motorcycle</div>

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

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

Sustainability

2024 KTC Debt Restructuring & BOT Relief Measures

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 Debtors can still utilize the available credit limit (Determined on a case-by-case basis)	60 Months / 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 (Determined on a case-by-case basis)
 - Effective September 2024.



Debt
Consolidation

- Eligible for mortgages and retail loans.
- LTV ratio restrictions will be relaxed. Debtor's overall burden must be reduced.
- Effective September 2024 to December 2025.

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

Sustainability

Key Highlights 9M24



Total Revenue

20,434 MB

▲ 8.9% (YoY)

Net Profit

5,549 MB

▲ 0.3% (YoY)



Total Portfolio
(Gross A/R)

106,183 MB

▼ 0.5% (YoY)



Credit Card

69,093 MB

▼ 0.2% (YoY)



Personal Loans

34,806 MB

▲ 2.1% (YoY)



Leasing

2,284 MB

▼ 32.2% (YoY)

Credit Card Spending

211,459 MB

▲ 10.0% (YoY)

Net Interest Margin

13.1%

Total NPL

1.61%
(Separate)

1.93%
(Consolidated)

NPL Coverage Ratio

421.9%
(Separate)

373.3%
(Consolidated)

Sustained Earnings Quality

Stable Portfolio Growth

Steady Increase in Spending

Manageable Asset Quality with
a Robust Loss-Absorbing Buffer

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

Sustainability

AGENDA



1 | KTC Overview & Key Highlights

2 | **Financial Results**

3 | Consumer Finance Industry &
KTC Portfolio Performance

4 | Target vs Actual

5 | KTC Sustainability

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

Sustainability



Financial Result 9M24



Total Revenue 20,434
Million Baht

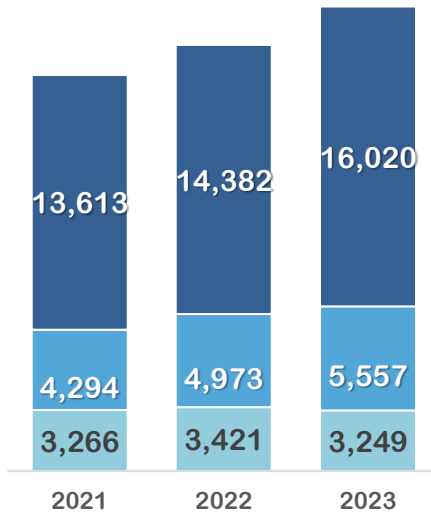


8.9%
(YoY)

● **Total Revenue**
Unit: MB

21,442 23,231 25,418

18,755 20,434



● **Interest Income** (Including Credit Usage) ● **Fee Income** (Excluding Credit Usage) ● **Recovery Income**

Note: Based on Consolidated Financial Statement

Total Expense 13,524
Million Baht



13.6%
(YoY)

Total Operating Expense 7,187
Million Baht

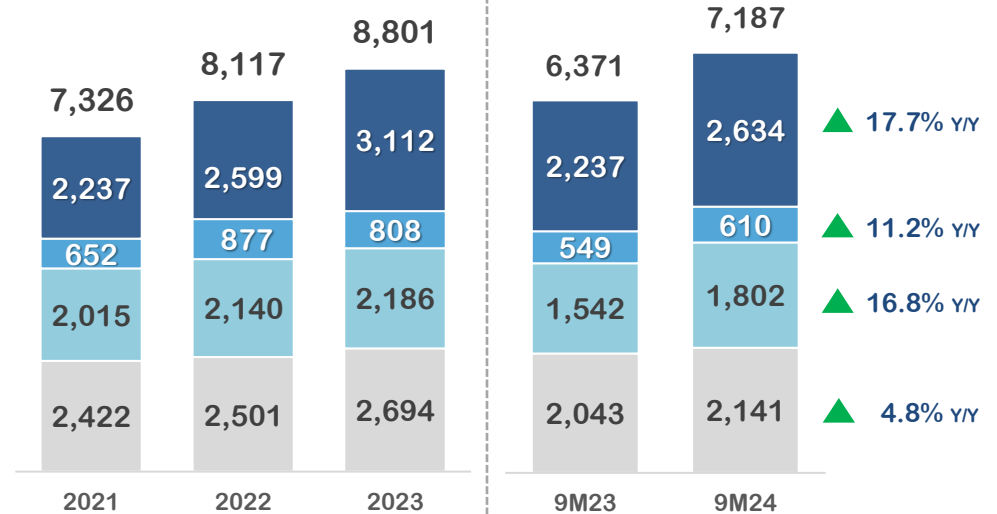


12.8%
(YoY)

● **Cost to Income Ratio**

34.2% 34.9% 34.6%

34.0% 35.2%



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

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

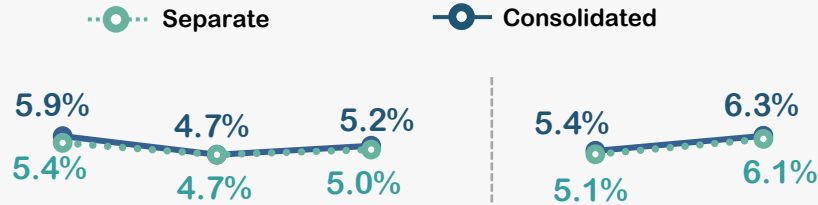
Sustainability

Expected Credit Loss



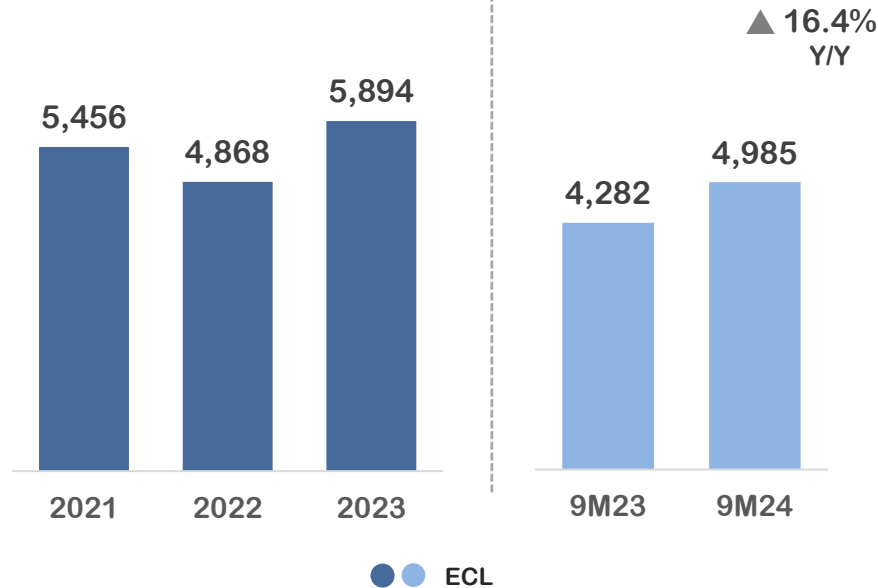
Expected Credit Loss

Credit Cost (Total ECL to Total Loan)



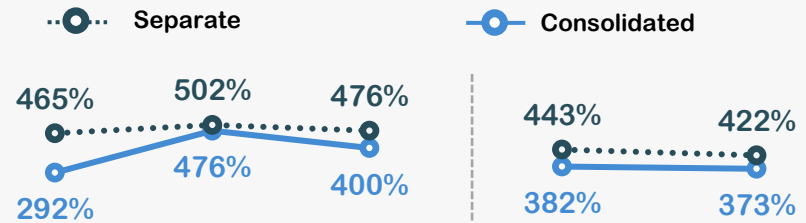
Total Expected Credit Loss

Unit: MB



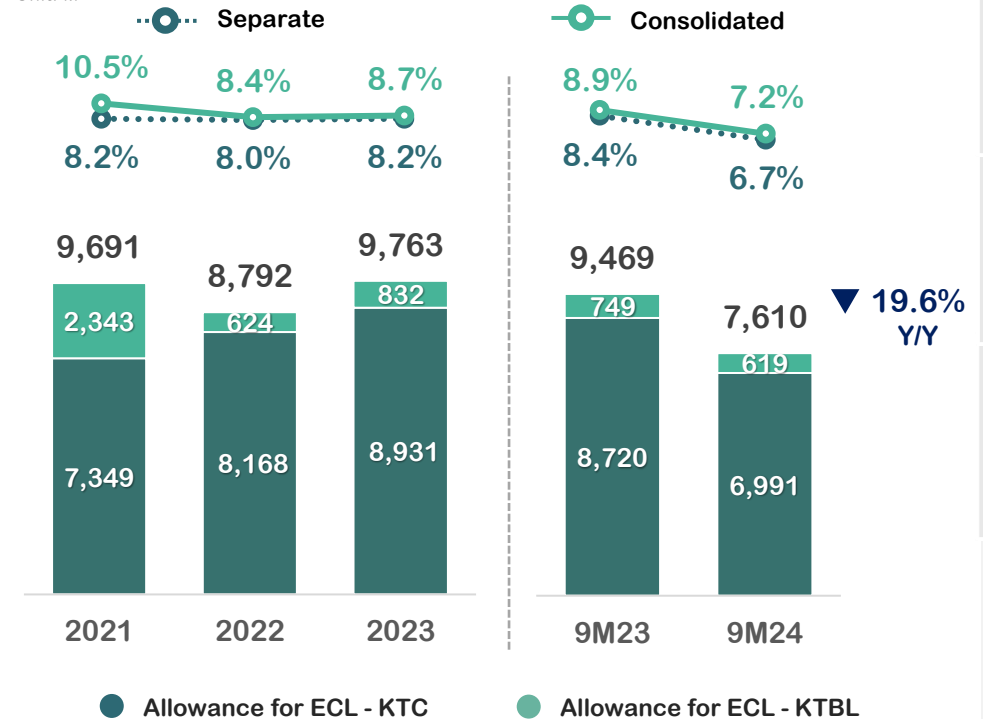
Allowance for Expected Credit Loss

NPL Coverage ratio (Total Allowance to NPLs)



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

Unit: MB



Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

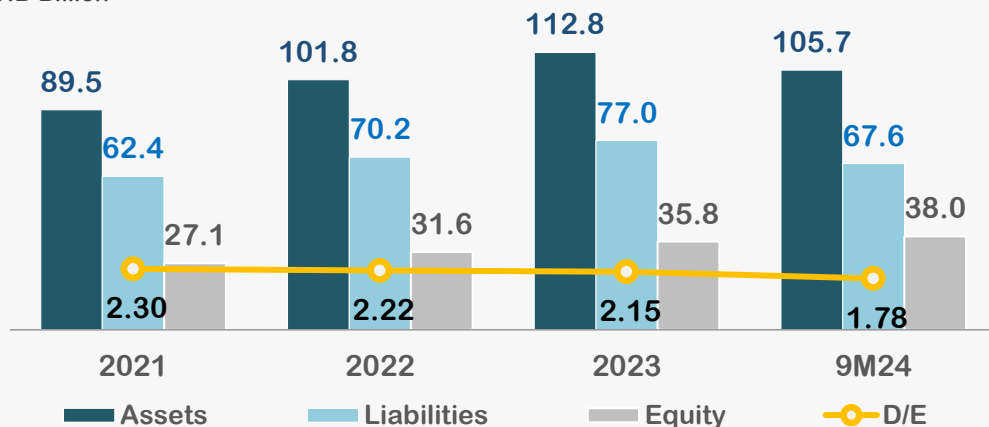
Sustainability

Balance Sheet and Source of Fund

KTC

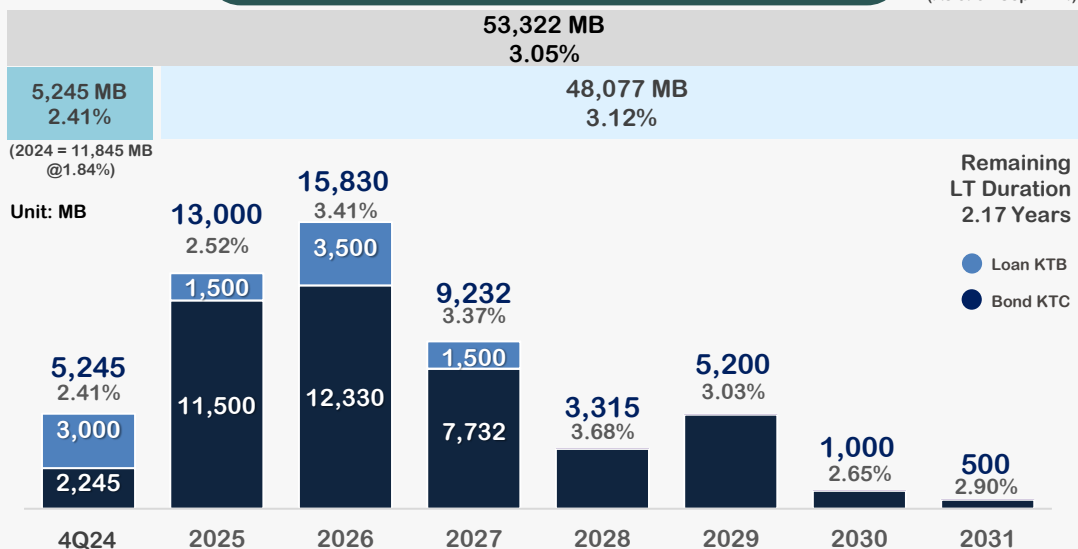
Balance Sheet Highlight

THB Billion



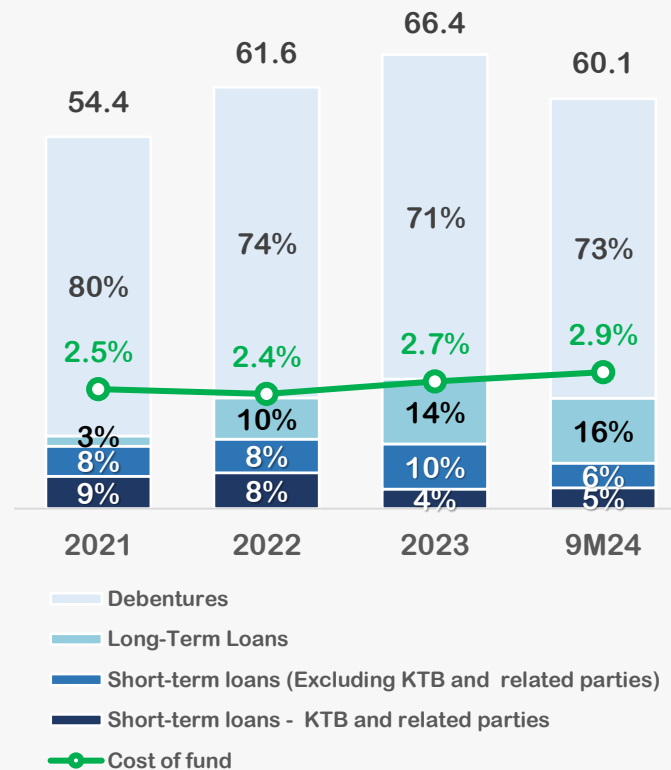
Maturity Profile

(As of 30 Sep 2024)



Interest Bearing Debt (Original Term)

THB Billion



Total ST Credit Line = 28,371 MB
 ST: KTB = 18,061 MB, Others = 10,310 MB
 LT: KTB = 14,500 MB

KTC rating AA- by



Overview & Key Highlights

Financial Results

KTC Portfolio Performance

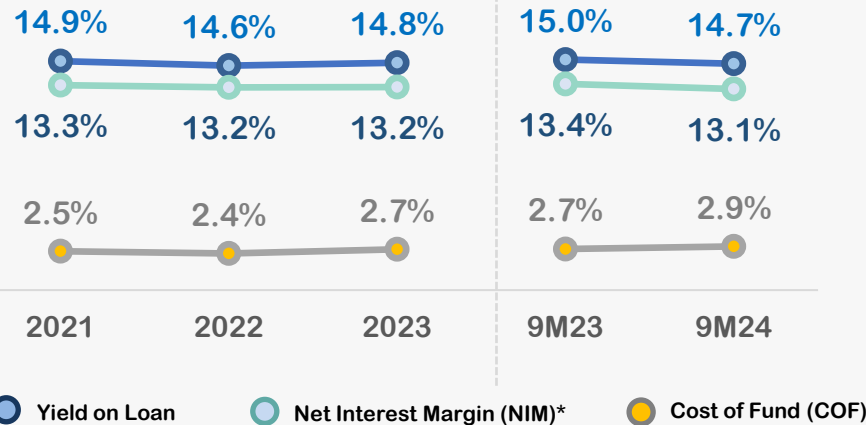
Target vs Actual

Sustainability

Profitability Ratio

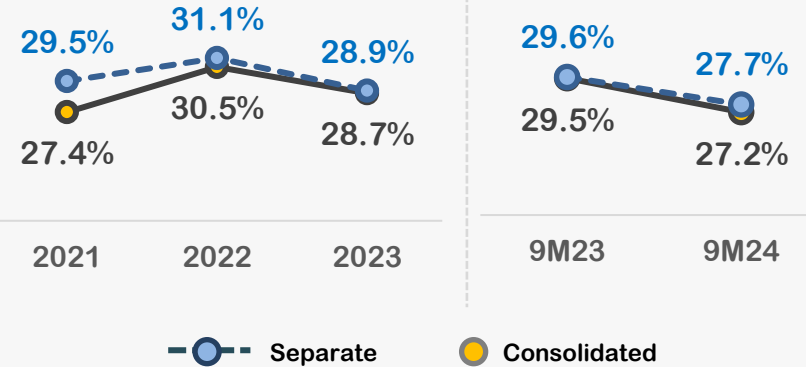
KTC

Yield on Loan & NIM & COF

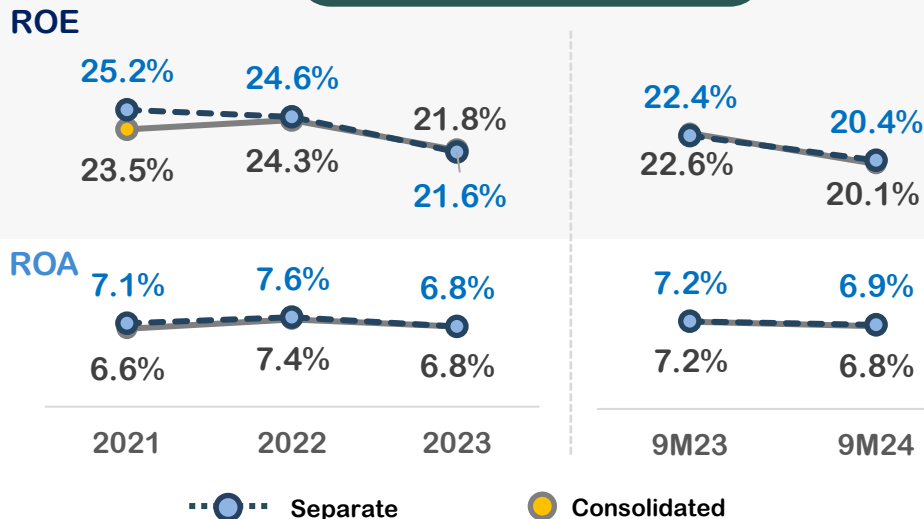


*Net Interest Margin (NIM) = (Interest Income (Inc. Credit Usage) - Financial Expense) / Average Gross Receivables

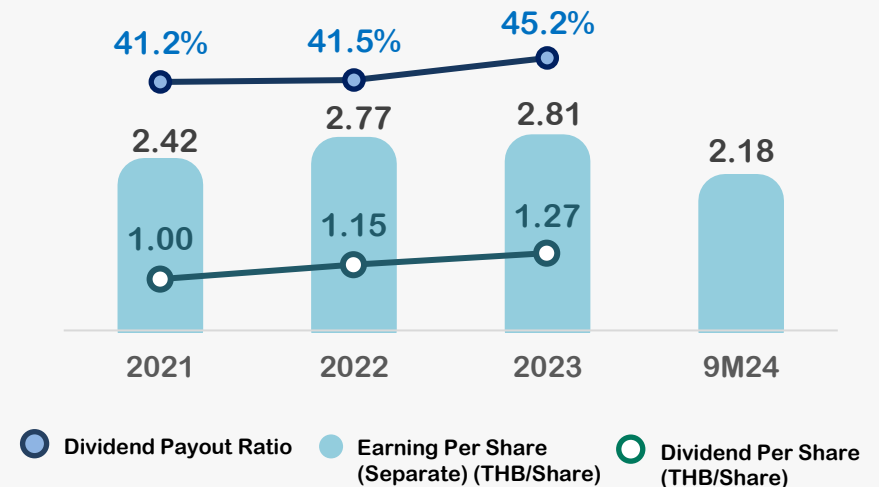
Net Profit Margin



ROE & ROA



EPS & Dividend Payout



Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

Sustainability

AGENDA



1 | KTC Overview & Key Highlights

2 | Financial Results

3 | Consumer Finance Industry & KTC Portfolio Performance

4 | Target vs Actual

5 | KTC Sustainability

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

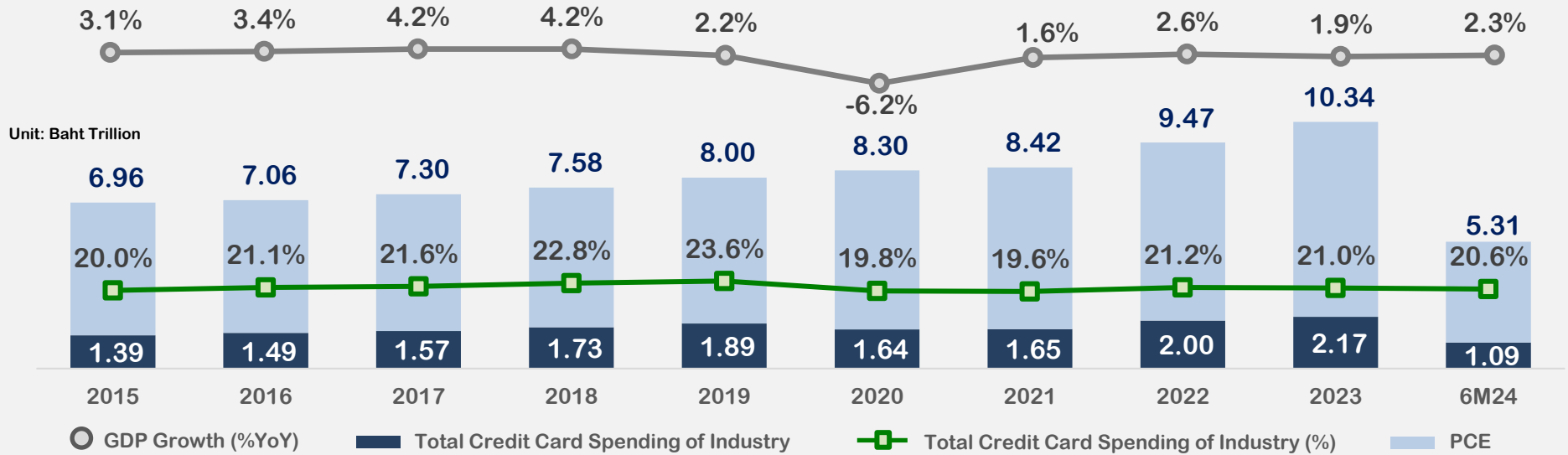
Sustainability



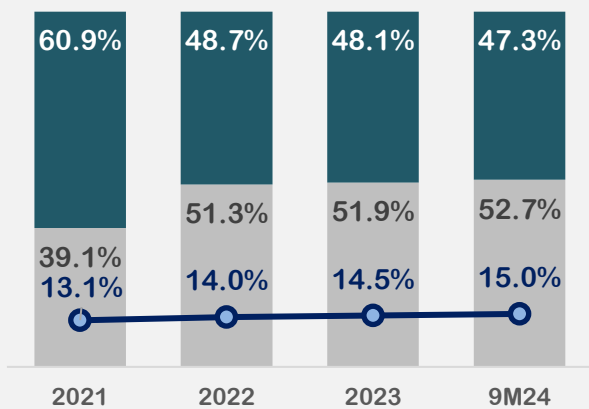
Credit Card Industry & Market Share



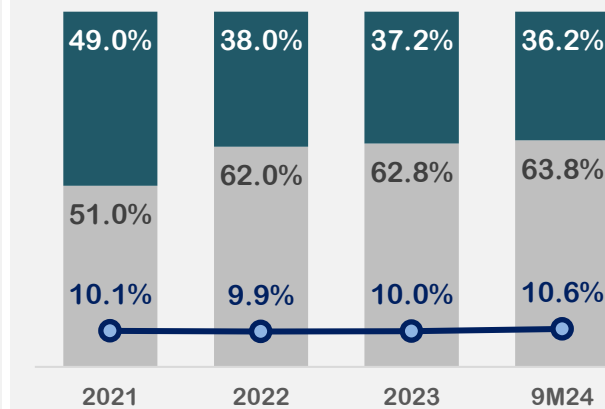
Credit Card Penetration



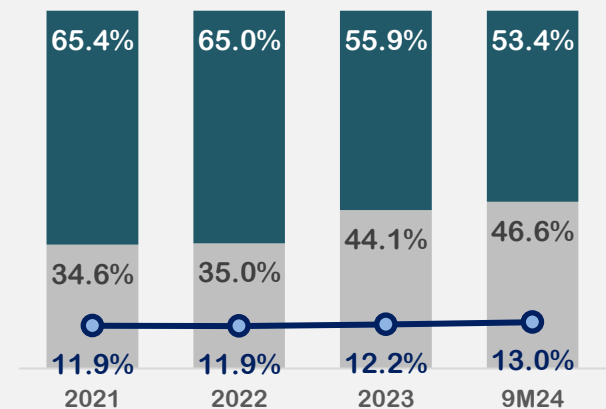
Credit Card Portfolio



No. of Credit Cards



Credit Card Spending



■ Commercial Bank ■ Non-Bank ● KTC

Overview & Key Highlights

Financial Results

KTC Portfolio Performance

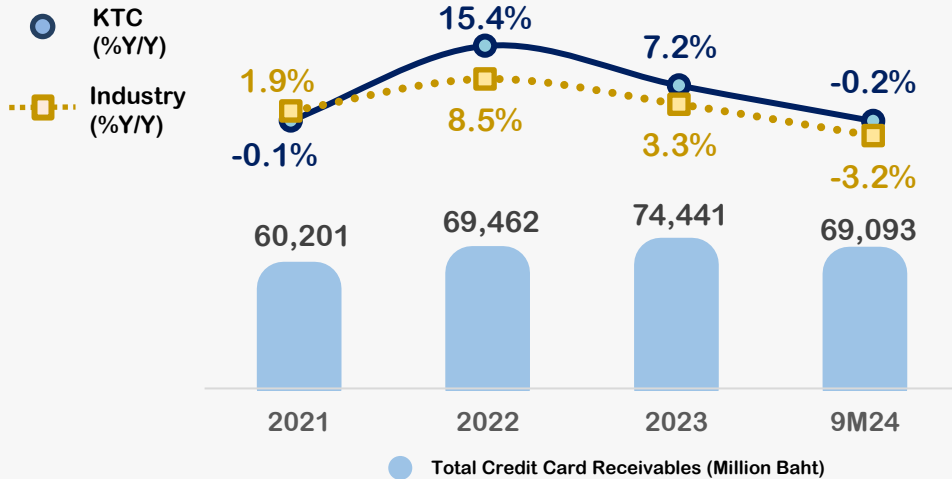
Target vs Actual

Sustainability

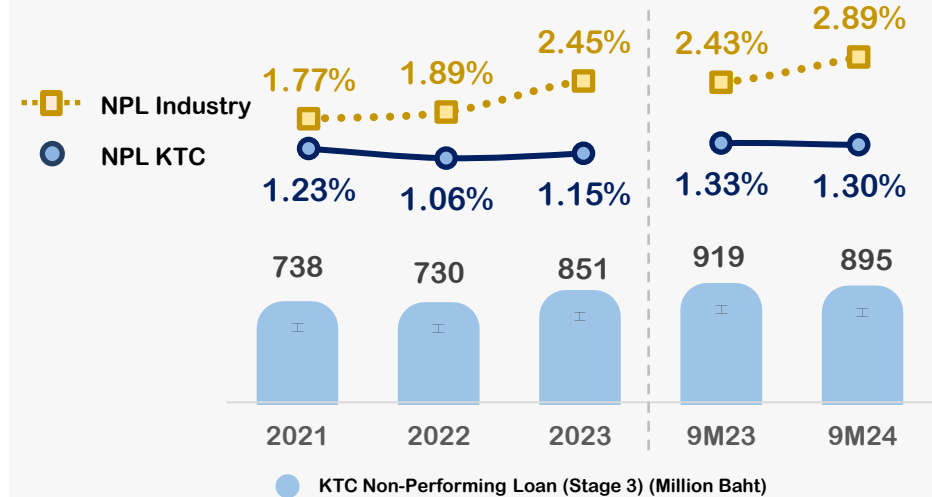
Credit Card Performance

KTC

Portfolio Growth



Portfolio Quality

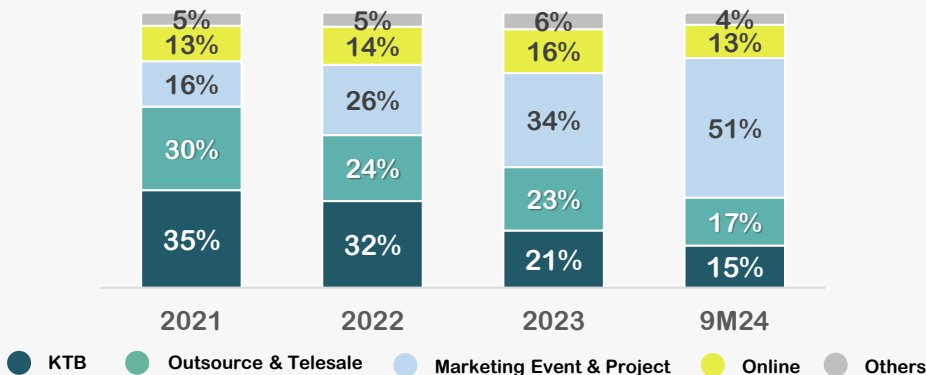


Acquisition Channel

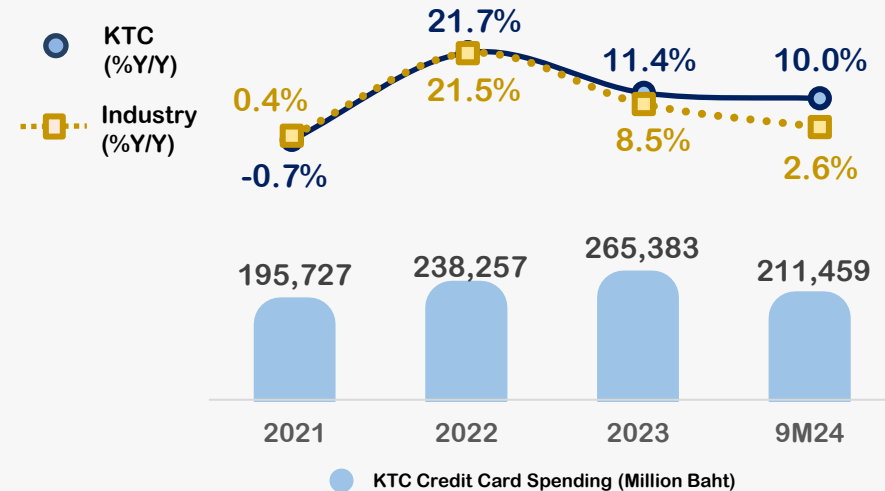
No. of Credit Card (Million Cards)



Acquisition Channel (%)



Card Spending



Overview & Key Highlights

Financial Results

KTC Portfolio Performance

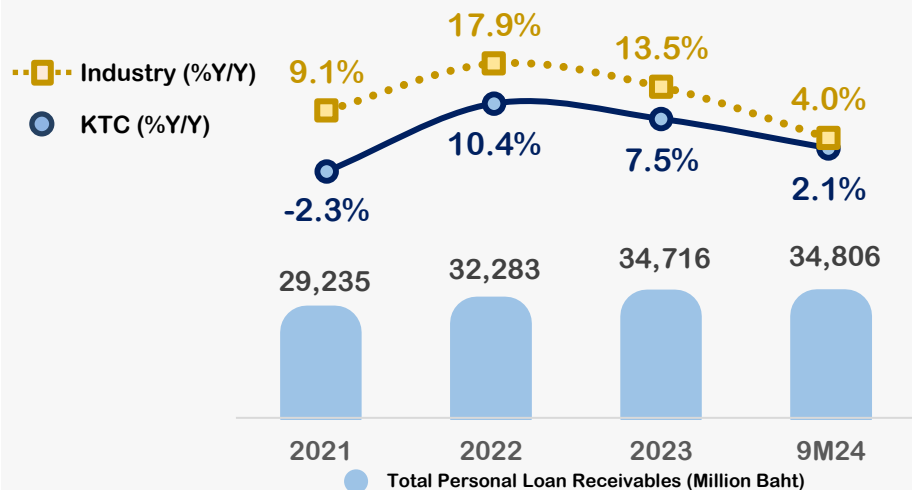
Target vs Actual

Sustainability

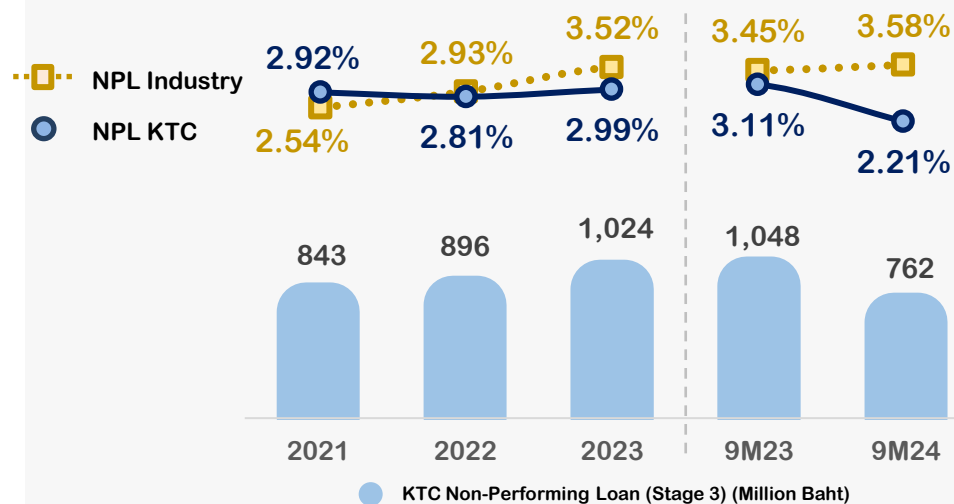
Personal Loan Performance

KTC

Portfolio Growth



Portfolio Quality

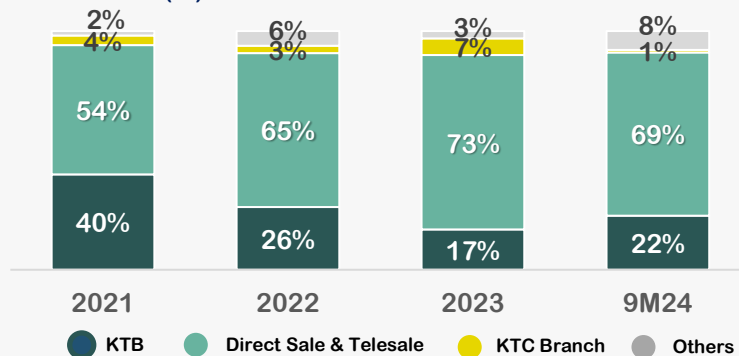


Acquisition Channel

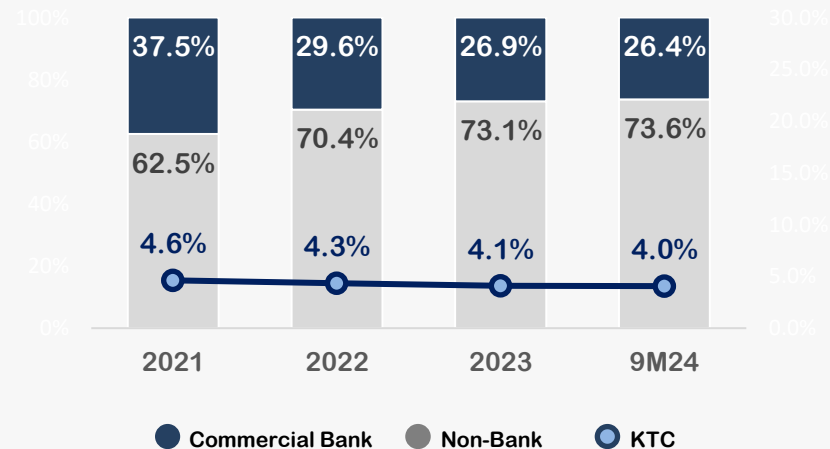
No. of Accounts (Accounts)



Acquisition Channel (%)



Market Share



Overview & Key Highlights

Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability

AGENDA



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

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

Sustainability



Target vs Actual

Target 2024

Actual 9M24

	Net Profit (MB)	> 7,295	5,549
	Total Portfolio Growth	6 - 7%	▼ 0.5%
	Credit Card Spending Growth	15%	10.0%
	KTC PROUD Portfolio Growth (0-90 Days)	5%	2.1%
	New Booking of P BERM Car for Cash (MB)	6,000	1,946
	Portfolio Quality (%NPL)	≤ 2.0%	1.93%

Target 2025

KTC



Net Profit
Net Profit > 2024



Total Portfolio Growth
4-5%



Portfolio Quality (%NPL)
≤ 2.0%



Credit Card
Spending Growth
10%



KTC PROUD
Portfolio Growth
3%



New Booking of
P BERM Car for Cash
3,000 MB

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

Sustainability

AGENDA



1 | KTC Overview & Key Highlights

2 | Financial Results

3 | Consumer Finance Industry &
KTC Portfolio Performance

4 | Target vs Actual

5 | KTC Sustainability

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target vs
Actual

Sustainability



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 PROUD introduces 30-minute approval electronic self application to meet financial urgencies



Boost tourism to empower local economies



Strengthens leadership in technology with new online self application channel for credit cards and KTC PROUD Cash Card

“Digital Transition for Customers and Employees”

Social Dimension

Better Quality of Life



Support “Eye Health Checking Project” in Honor of His Majesty the King



Engage local communities' accessibility to “KTC P Berm Car for Cash” loan through 15 one stop service points across Bangkok and nearby communities



Welcome students from Ubon Ratchathani University to learn dispute resolution at 33rd Mediation Fair

“Financial Access and Education for All Thais”

Environmental Dimension

Better Climate



Partnership with Tourism Authority of Thailand to drive sustainable tourism and promote eco-friendly hotels



KTC employees participated in “Change old underwear into clean energy”



Special promotion EV charger installment 0% up to 10 months

“Environmentally Friendly”

Overview & Key Highlights

Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability

National Awards



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



Membership of the Thai Private Sector Collective 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



Business + Product Innovation Awards 2024



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



KTC Honored with “Good Citizen, Save Earth” 2024, Plaque Reinforcing Dedication to Sustainable ESG Practices



KTC Honored by Thai Red Cross Society for Outstanding Commitment to Blood Donation

International Awards



Sustainability Yearbook Member

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



FTSE4Good Index since 2021



MSCI ESG RATINGS



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



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



“Financial Industry Solution Innovation Award 2024” from Huawei Cloud Computing Technologies Co., Ltd.

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

DISCLAIMER STATEMENT: THE USE BY KRUNGTHAI CARD PUBLIC COMPANY LIMITED OF ANY MSCI ESG RESEARCH LLC OR ITS AFFILIATES (“MSCI”) DATA, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT, RECOMMENDATION, OR PROMOTION OF KRUNGTHAI CARD PUBLIC COMPANY LIMITED BY MSCI. MSCI SERVICES AND DATA ARE THE PROPERTY OF MSCI OR ITS INFORMATION PROVIDERS, AND ARE PROVIDED “AS-IS” AND WITHOUT WARRANTY. MSCI NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI.

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 (Including Credit Usage) / Average Gross A/R
Net Interest Margin	(Interest Income (Including Credit Usage) - Financial Costs) / Average Gross A/R
Cost of Fund	Finance Costs / Average Borrowing
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

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

Disclaimer: This presentation is intended only for use by Krungthai Card Public Company Limited (KTC). No copy or use of this presentation should occur without the permission of KTC. KTC retains all intellectual property interests associated with the presentation. KTC makes no claim, promise, or guarantee of any kind about the accuracy, completeness, or satisfactoriness of the content of the presentation and expressly disclaims liability for errors and omissions in such content