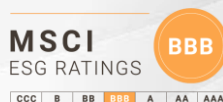




# KTC PERFORMANCE Y2023



# AGENDA



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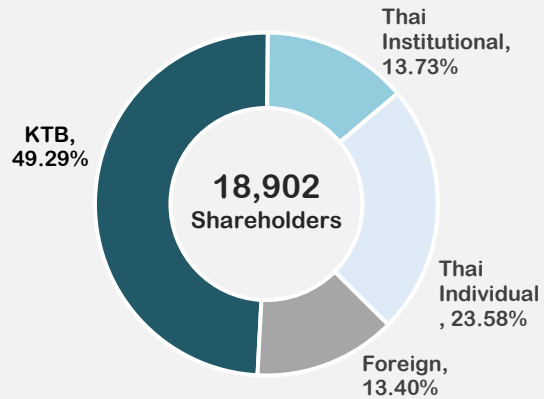


# KTC Overview



- 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

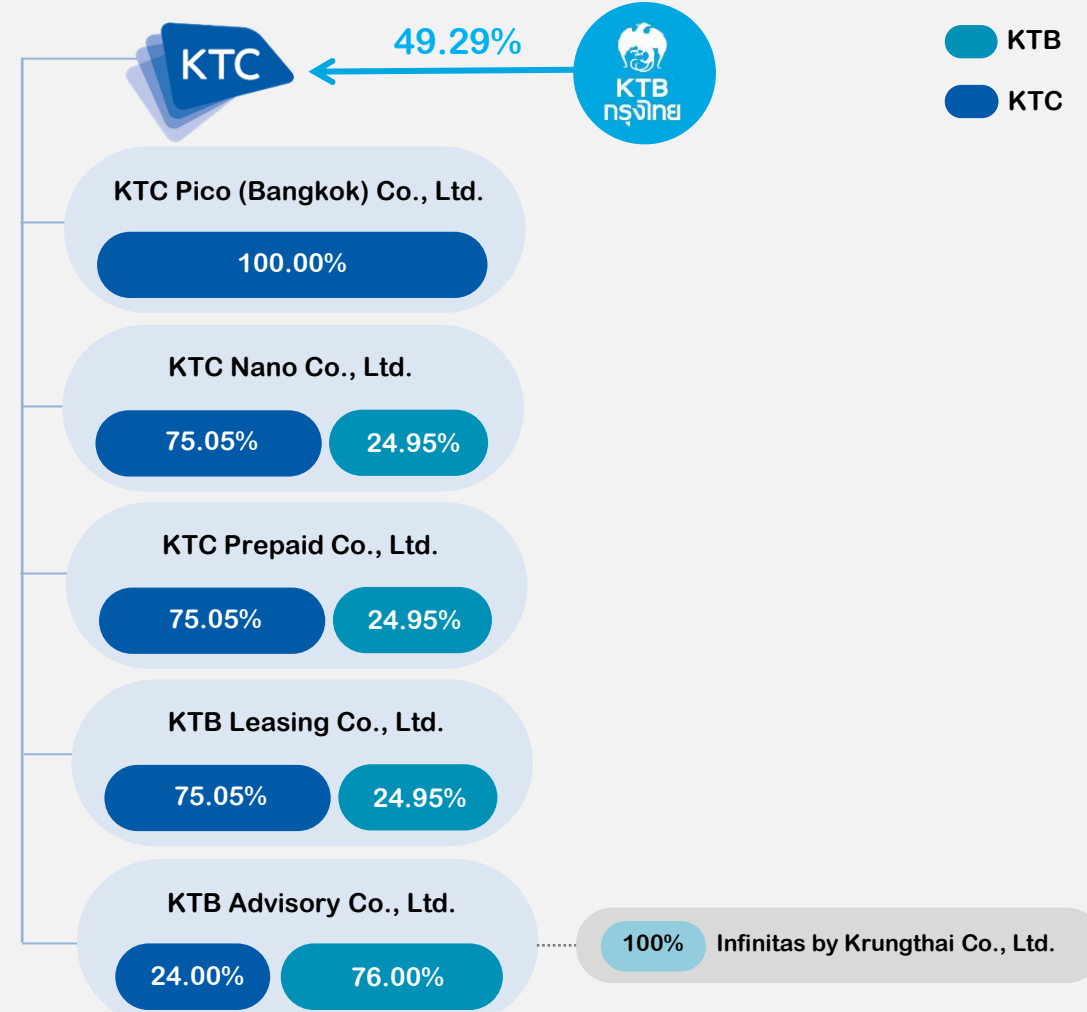
1.	Krungthai Bank Public Company Limited	49.29%
2.	MR. MONGKOL PRAKITCHAIWATTANA	10.76%
3.	Thai NVDR Company Limited	8.57%
4.	MS. CHANTANA JIRATTITEPAT	4.37%
5.	UOB KAY HIAN PTE LTD A/C - RC	3.68%

(As of 31 Dec 2023)

## KTB & KTC Business Synergy



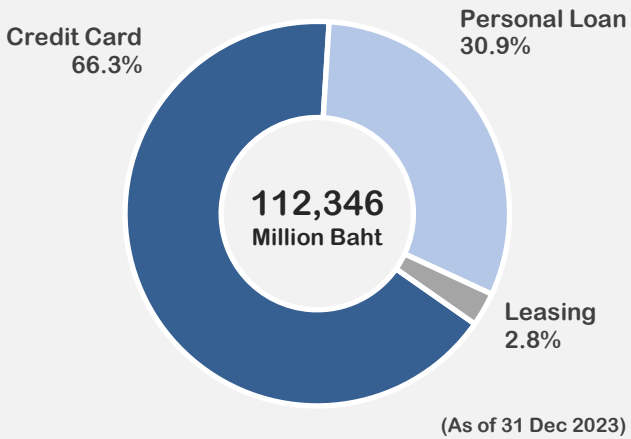
## KTC Holding Structure



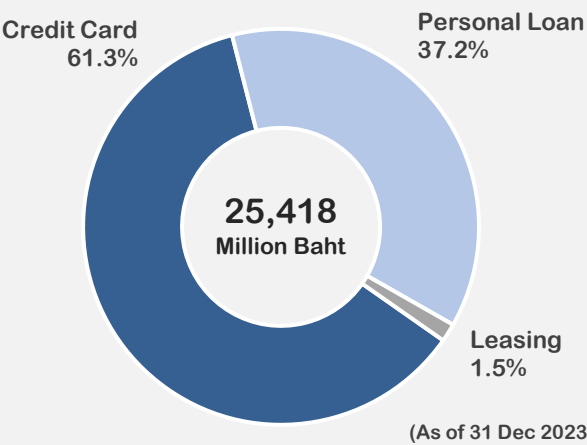
# Business Structure & BOT Regulations



## %Total Receivables



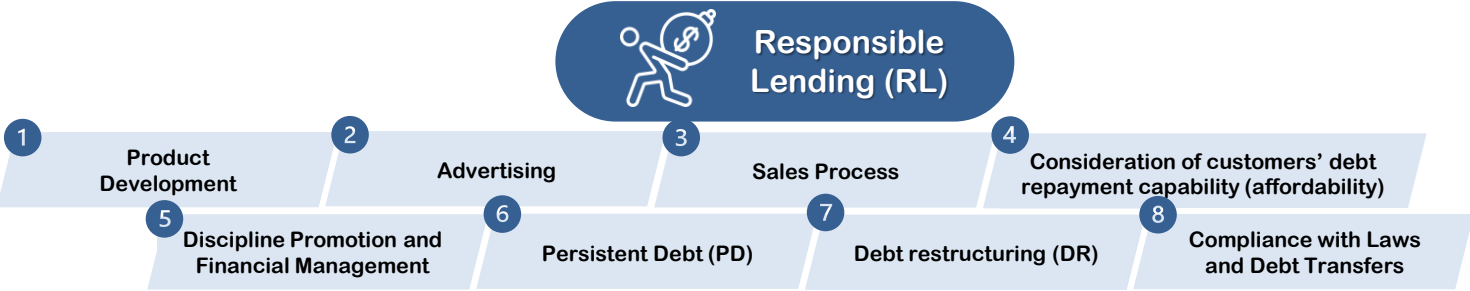
## %Total Revenue



	<div></div> <div>Credit Card</div>	<div></div> <div>Personal Loan</div>	<div></div> <div>Auto Title Loan</div>	<div></div> <div>Hire Purchase</div>
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)	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 Car10%</div> <div>Used Car15%</div> <div>New &amp; Used Motorcycle23%</div>
Rate Cap History	<div><div>18%</div><div>20%</div><div>18%</div><div>16%</div></div> <div>Apr-04Jul-07Sep-17Aug-20</div>	<div><div>28%</div><div>25%</div></div> <div>Jul-05Aug-20</div>	<div><div>28%</div><div>24%</div></div> <div>Jan-19Aug-20</div>	<div><div>10%</div><div>15%</div><div>23%</div></div> <div>New CarUsed CarMotorcycle</div>

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

# Sustainable Household Debt Solution Framework



## Debt Restructuring: DR

## Persistent Debt: PD

Target Group	Retail
Loan Type	Performing Loans and Non-Performing Loans
Condition	<p><b>non-NPL:</b> Lender must propose pre-emptive DR <b>at least once</b> to prevent potential issues that a customer may face difficulties in repayment</p> <hr/> <p><b>NPL:</b> Lender must propose TDR <b>at least once</b> before taking legal actions, debt sales, contract cancellations, or asset seizures.</p>
Effective Period	1 Jan 2024
Status & Impact on KTC	In compliance with BOT's notification (SorKorChor 7/2566)

Revolving Personal Loans
Performing Loans (Interest payment higher than principal payment over the past 3 - 5 years)
<p><b>General PD (3 to &lt; 5 years)</b> Notification to warn of becoming Severe PD</p> <hr/> <p><b>Severe PD (5 years)</b> Option to convert Revolving to Term loans (Revolving credit line must be closed)</p> <ul style="list-style-type: none"><li>▪ Monthly Income &lt; THB 20,000</li><li>▪ Interest rate ≤ EIR 15% per Annum</li><li>▪ Fully repay loans within 5 years</li></ul>
1 April 2024
Maximum impact on interest income THB 18 Million/month

### Risk-Based Pricing (RBP)

### SANDBOX

Start testing in mid 2024 (1-2 years in the Regulatory Sandbox)

- ✓ Flexible interest rate based on clients' risk appetite
- ✓ Qualifying creditors must apply to test lending out in the Regulatory Sandbox

### Debt Service Ratio (DSR)

Plans to take effect in in 2025 depending on the economic situation





Overview & Key Highlight
Financial Results
KTC Portfolio Performance
Target 2024
Sustainability

Note: BOT released the notification of RL on 28 Dec 2023

# Key Highlights Y2023



Overview & Key Highlight	Financial Results	KTC Portfolio Performance	Target 2024	Sustainability
--------------------------	-------------------	---------------------------	-------------	----------------

Total Revenue 25,418 MB ▲ 9.4% (YoY)		Net Profit 7,295 MB ▲ 3.1% (YoY)	
<div><div></div><div>Total Portfolio 112,346 MB ▲ 7.8% (YoY)</div></div>			
<div><div></div><div>Credit Card 74,441 MB ▲ 7.2% (YoY)</div></div>	<div><div></div><div>Personal Loans 34,716 MB ▲ 7.5% (YoY)</div></div>	<div><div></div><div>Leasing 3,189 MB ▲ 30.2% (YoY)</div></div>	
Credit Card Spending 265,383 MB ▲ 11.4% (YoY)		Net Interest Margin* 13.2%	
Total NPL 1.7% (Separate)    2.2% (Consolidated)		NPL Coverage Ratio 476.4% (Separate)    400.3% (Consolidated)	



All Time High Net Profit



Firmly Growing Portfolio in Every Business



Steadily Increase in Card Spending Growth



Healthy Portfolio with Well-Manageable Asset Quality

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

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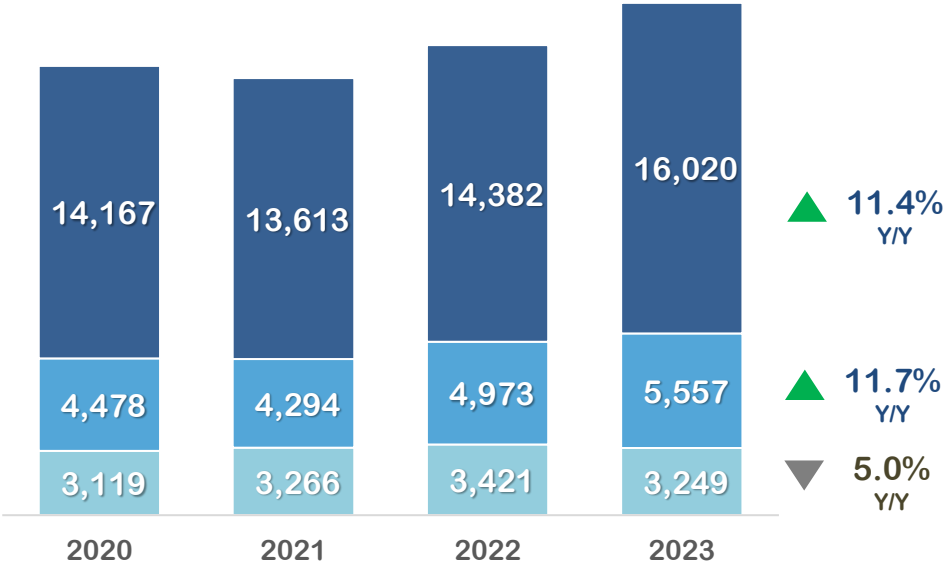
Sustainability



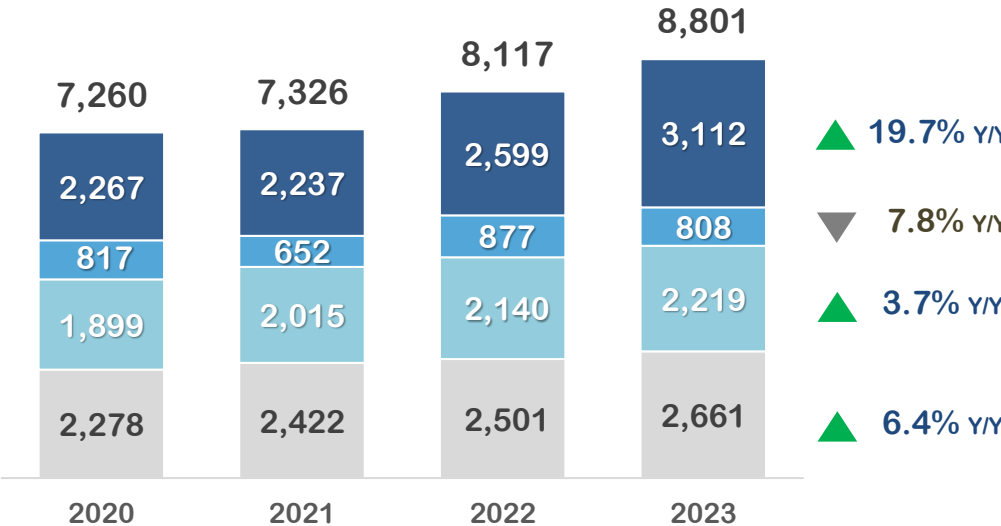
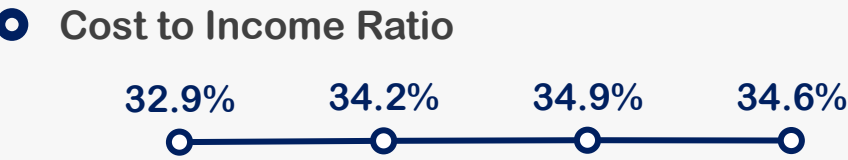
# Financial Result Y2023



● Total Revenue  
Unit: MB



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



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



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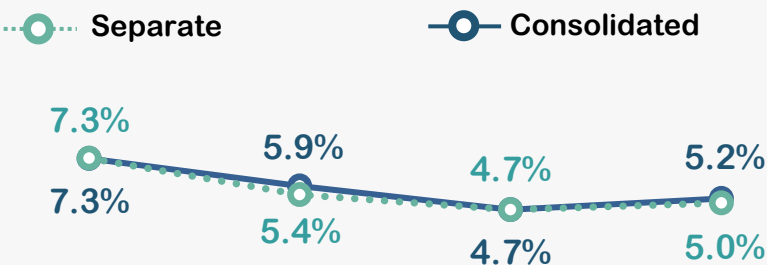


# Expected Credit Loss



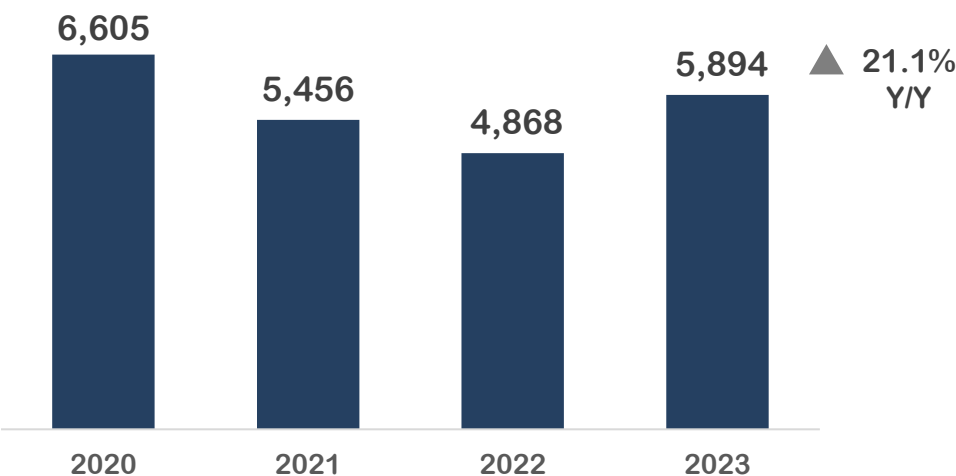
## Expected Credit Loss

Credit Cost (Total ECL to Total Loan)



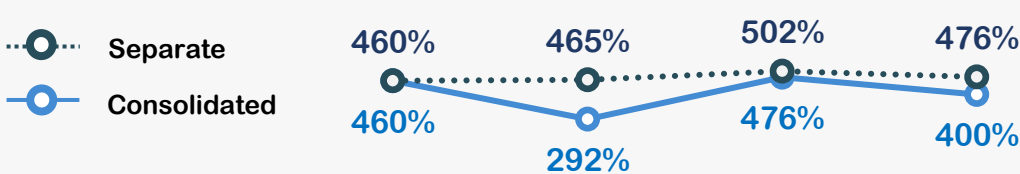
Total Expected Credit Loss

Unit: MB



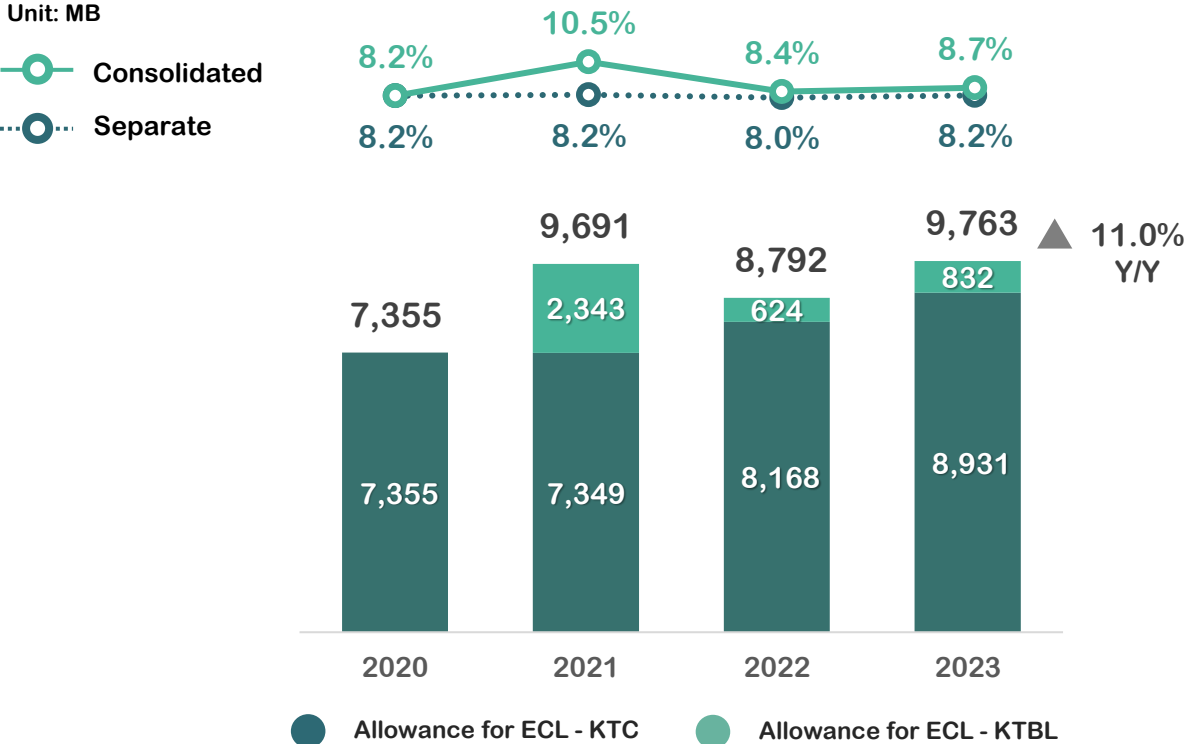
## Allowance for Expected Credit Loss

NPL Coverage ratio (Total Allowance to NPLs)



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

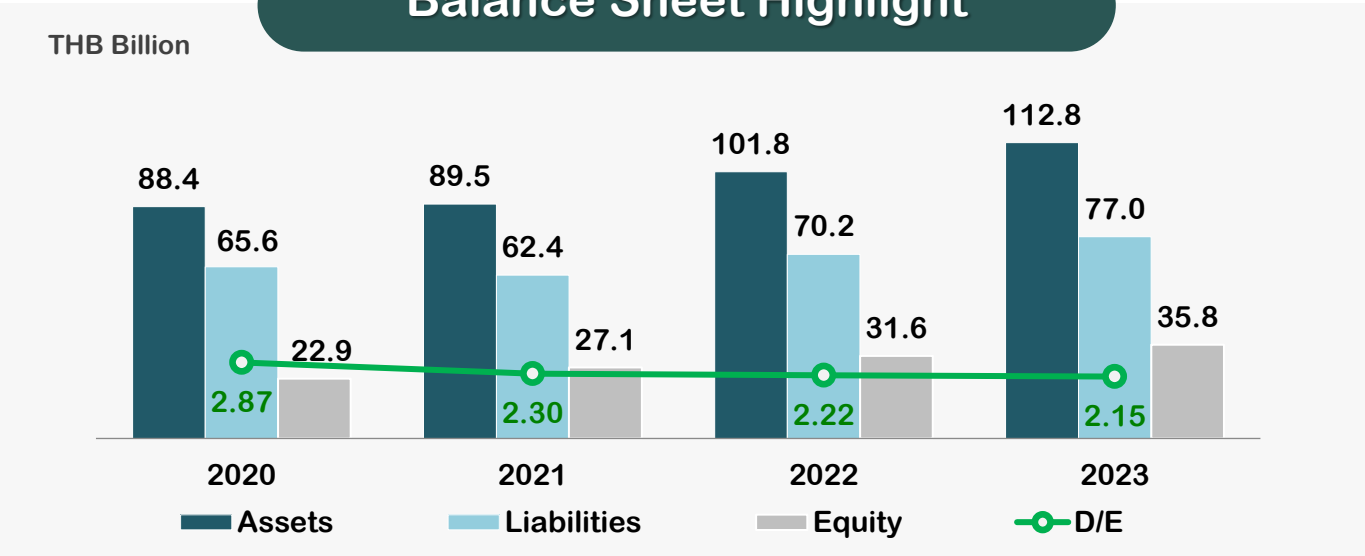
Unit: MB



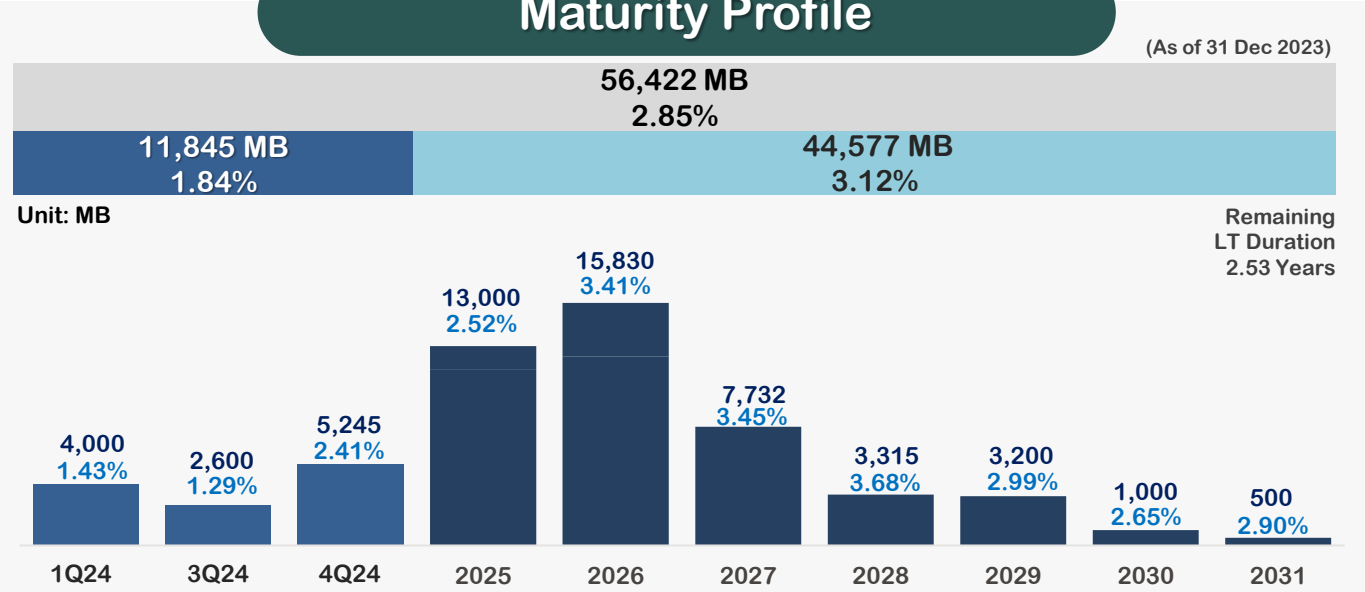
# Balance Sheet and Source of Fund



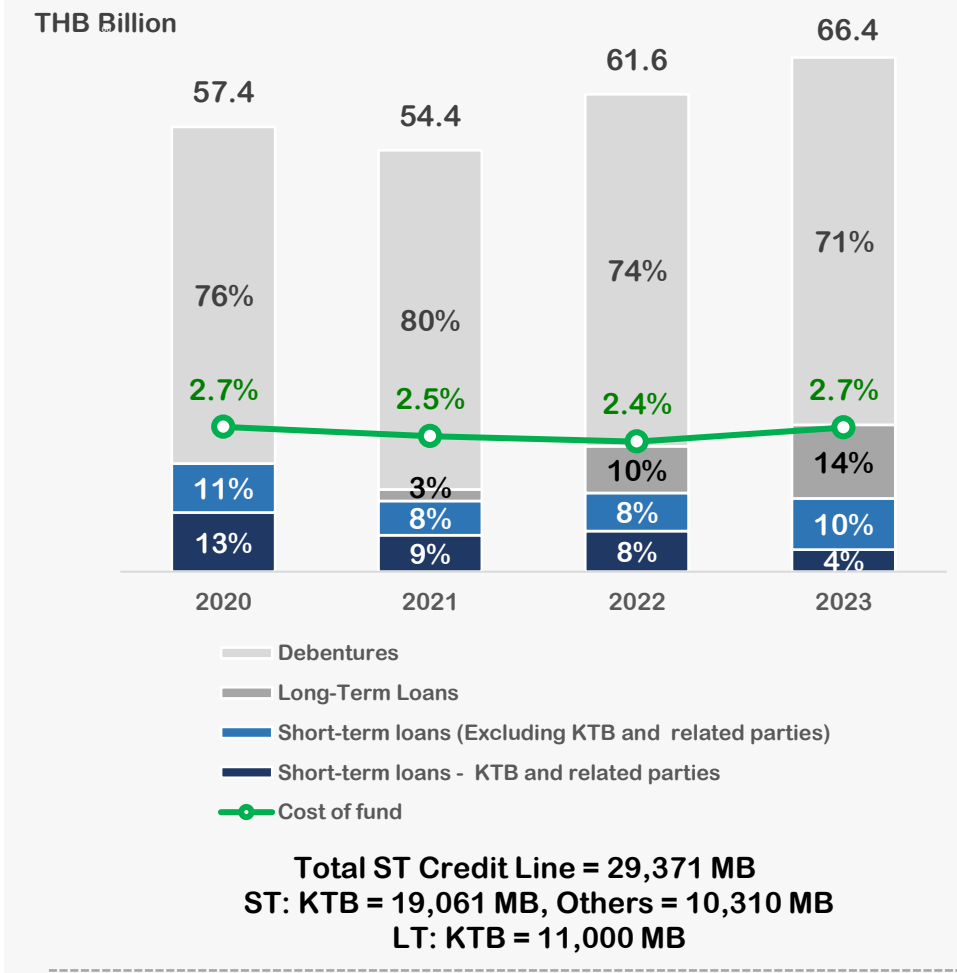
## Balance Sheet Highlight



## Maturity Profile



## Interest Bearing Debt (Original Term)

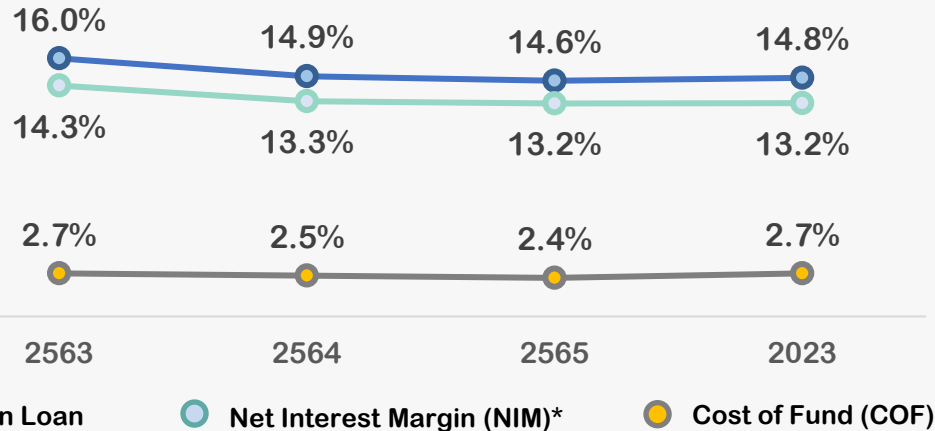


KTC rating AA- by **TRIS RATING**  
A Strategic Partner of S&P Global

# Profitability Ratio

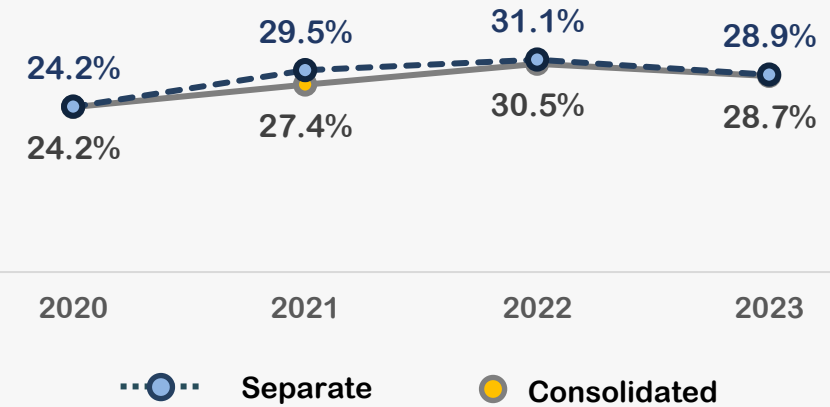


## Yield on Loan & NIM & COF



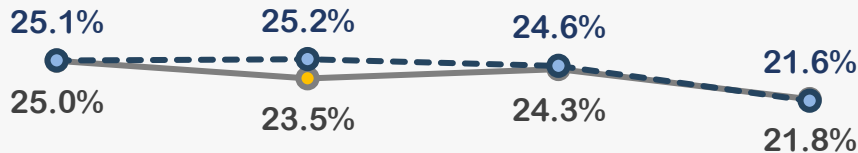
\*Net Interest Margin (NIM) = (Interest Income (Inc. Credit Usage) - Financial Expense) / Average Gross Receivables

## Net Profit Margin

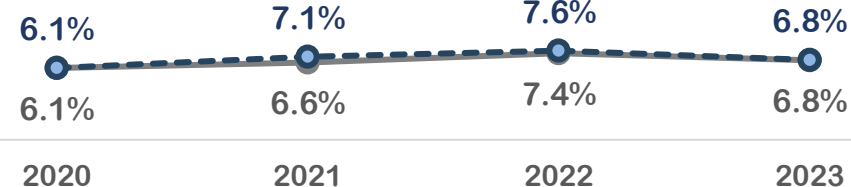


## ROE & ROA

ROE

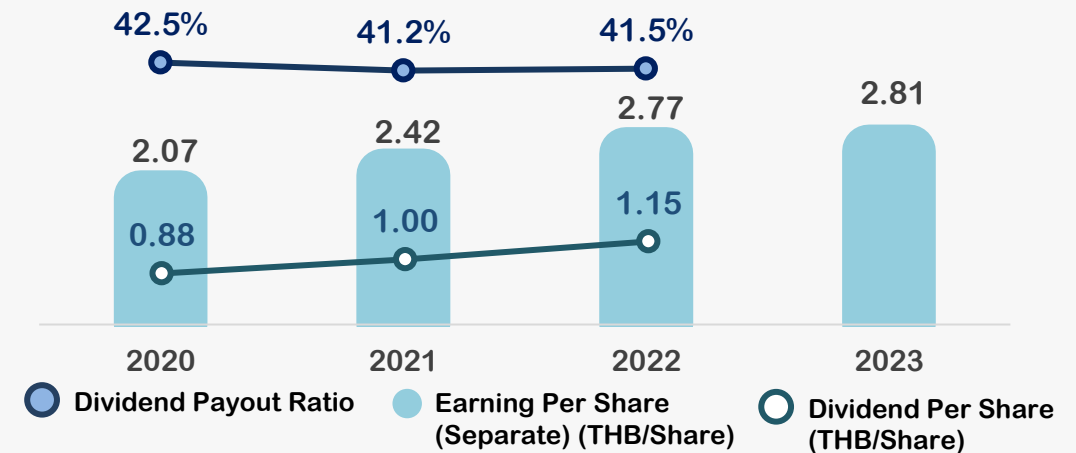


ROA



---●--- Separate    ● Consolidated

## EPS & Dividend Payout



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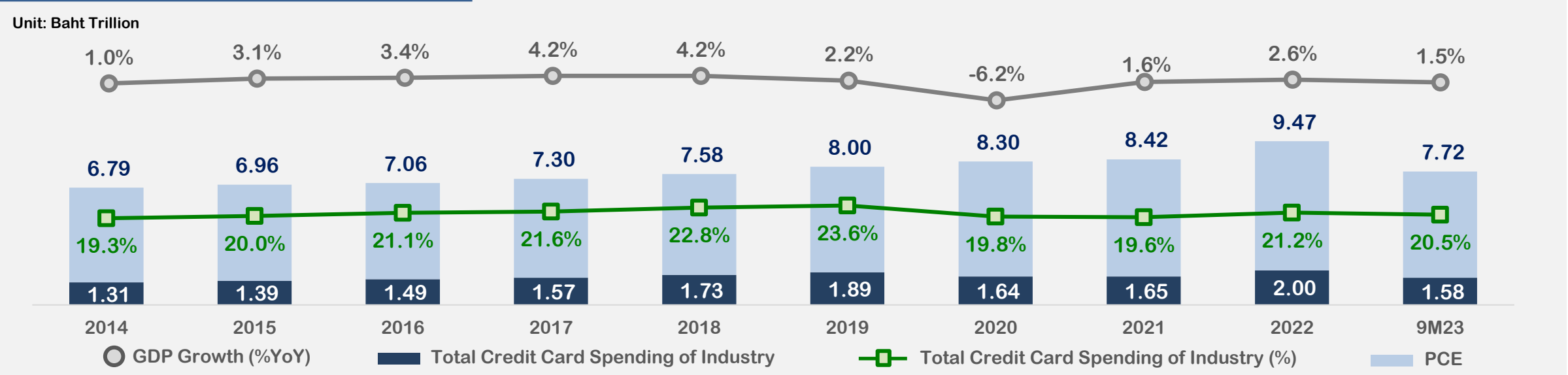
Sustainability



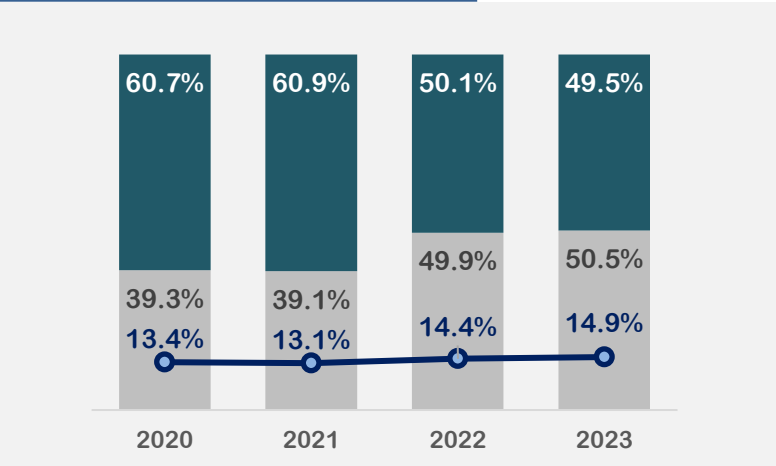
# Credit Card Industry & Market Share



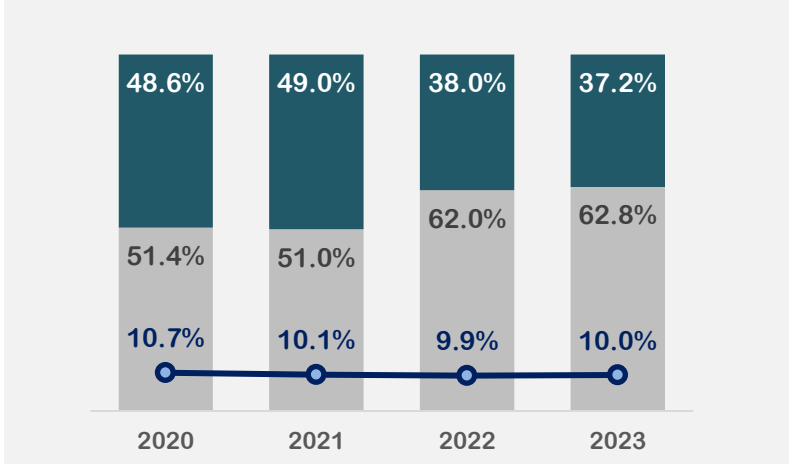
## Credit Card Penetration



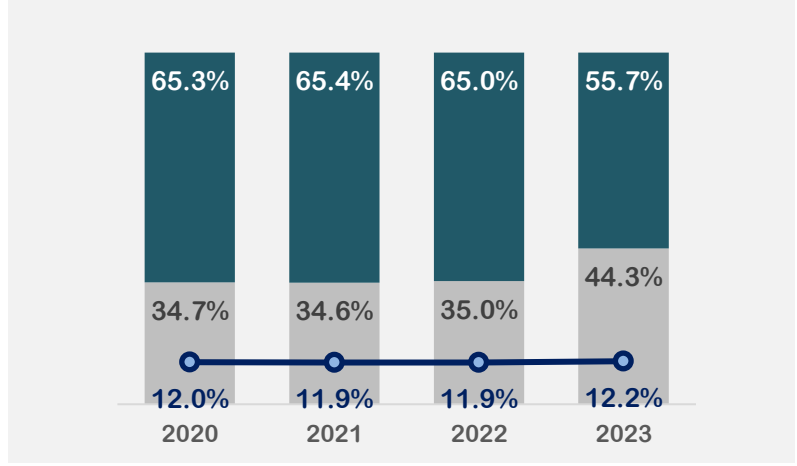
## Credit Card Portfolio



## No. of Credit Cards



## Credit Card Spending



Commercial Bank Non-Bank KTC

# Credit Card Performance



Overview &  
Key Highlight

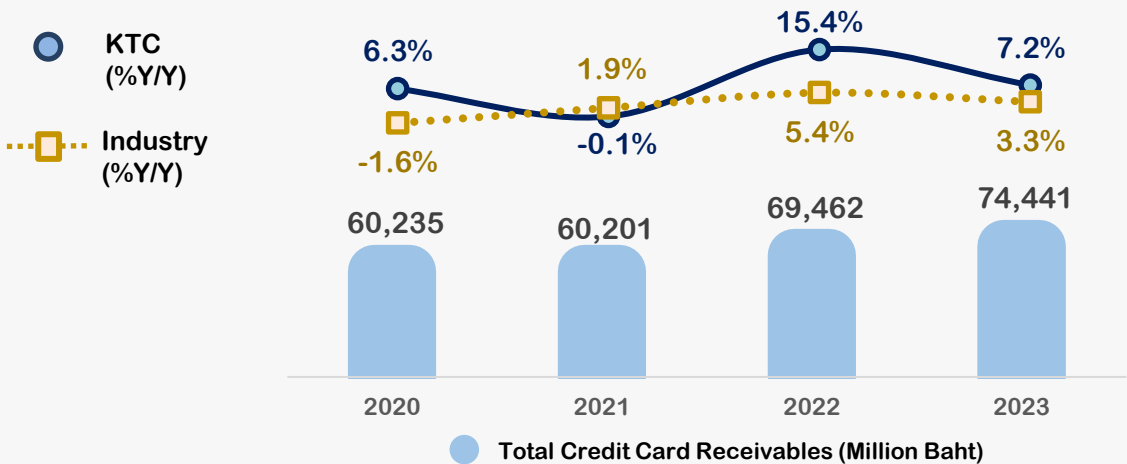
Financial  
Results

KTC Portfolio  
Performance

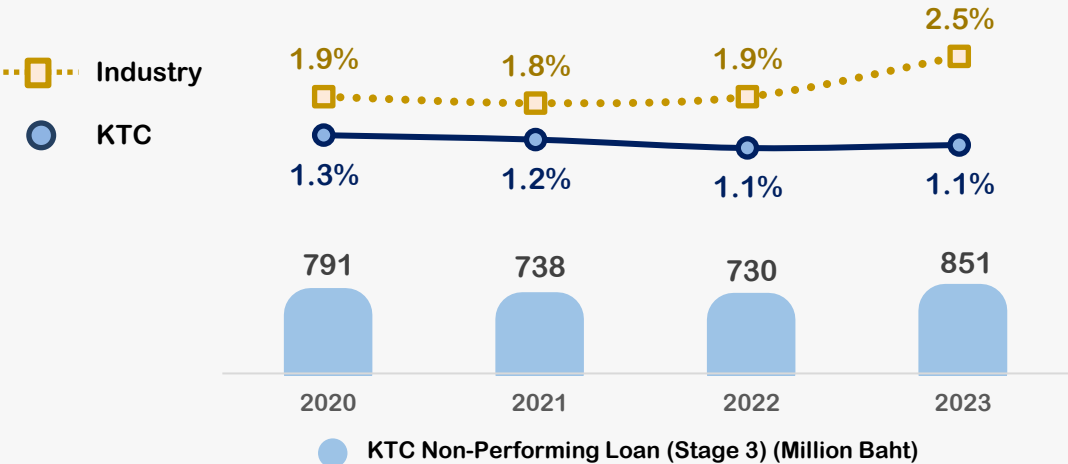
Target  
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## Portfolio Growth



## Portfolio Quality

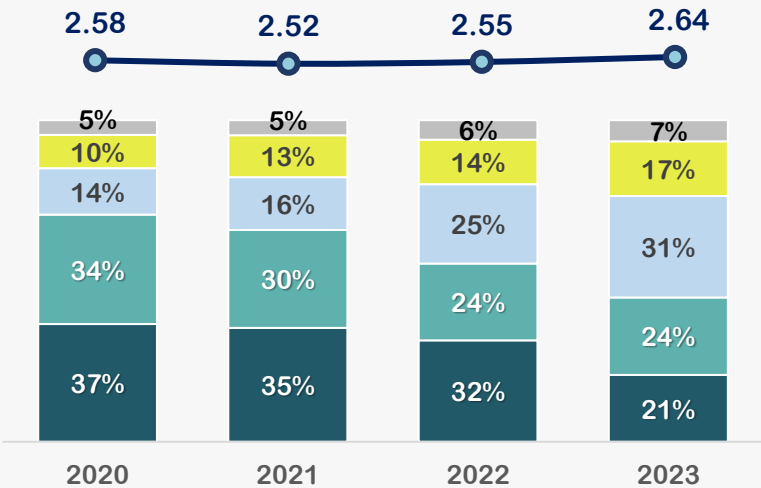


## Acquisition Channel

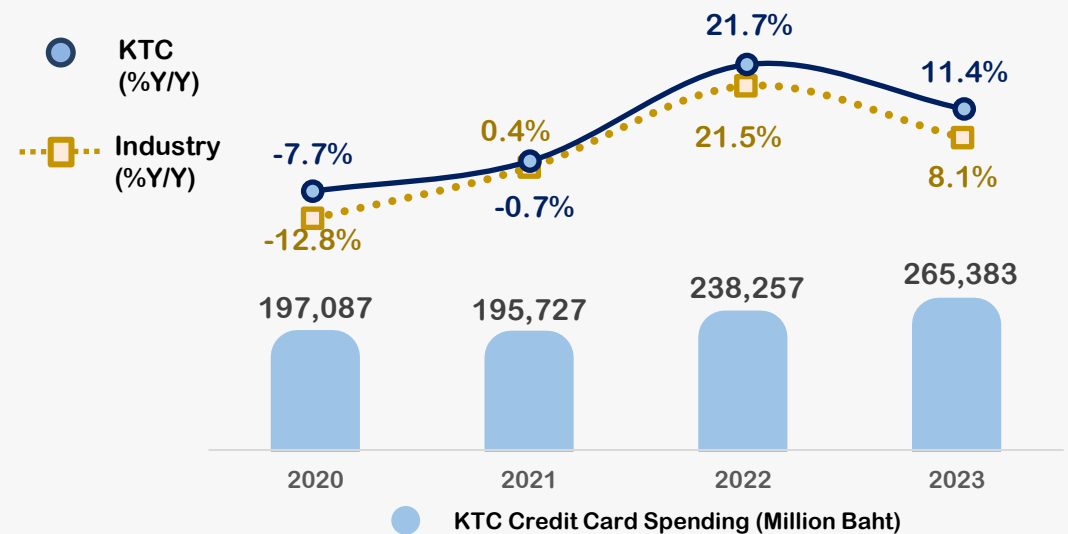
No. of Credit Card (Million Cards)

Acquisition Channel (%)

- Others
- Online
- Marketing Event & Project
- Outsource & Telesale
- KTB



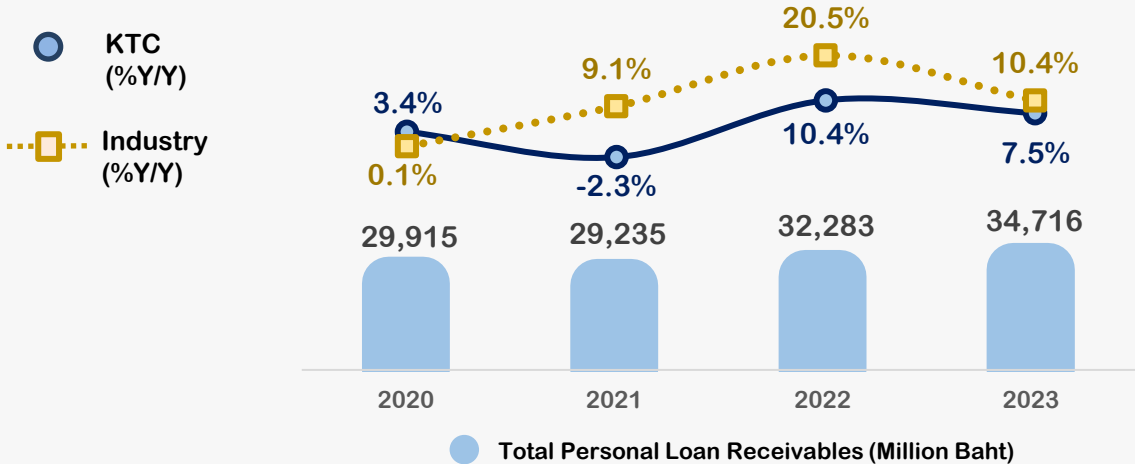
## Card Spending



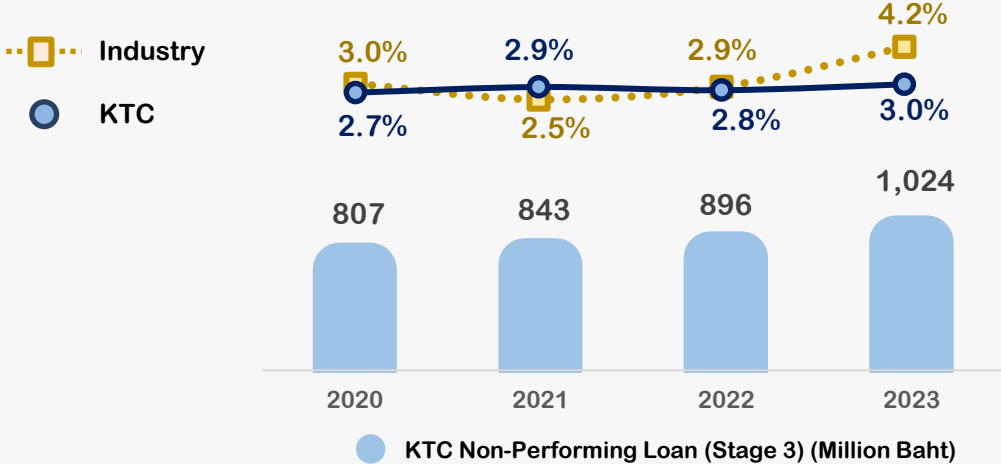
# Personal Loan Performance



## Portfolio Growth



## Portfolio Quality

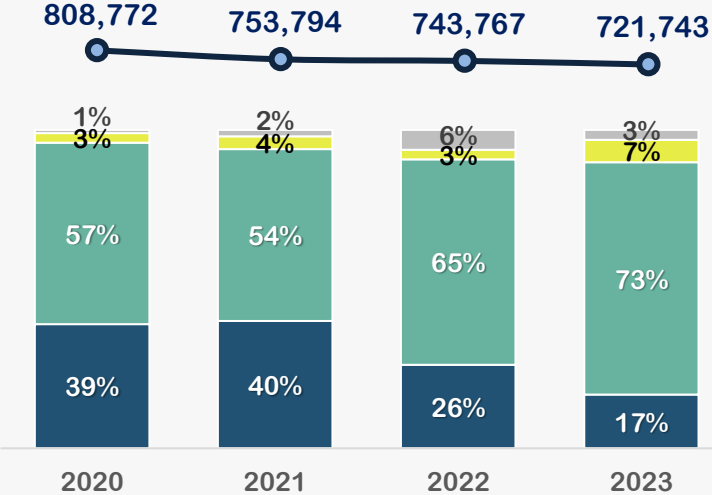


## Acquisition Channel

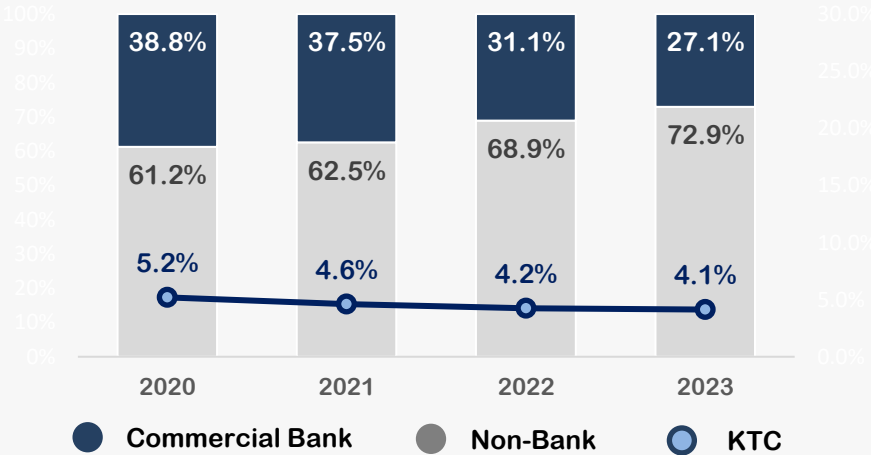
No. of Accounts (Accounts)

Acquisition Channel (%)

- Others
- KTC Branch
- Outsource & Telesale
- KTB



## Market Share





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# Target 2024



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# Sustainability Overview



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**Vision**  
**Purpose**

KTC is a membership company in payment and retail lending business with emphasis on being a trusted organization with sustainable growth

To provide better financial products and services to enhance quality of life for all Thais

## Strategies

### Economic Dimension

Better Product & Service

1 NO POVERTY

7 AFFORDABLE AND CLEAN ENERGY

8 DECENT WORK AND ECONOMIC GROWTH

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE

13 CLIMATE ACTION

16 PEACE, JUSTICE AND STRONG INSTITUTIONS

KTC Digital Credit Card

“Digital Transition for Customers and Employees”

### Social Dimension

Better Quality of Life

1 NO POVERTY

3 GOOD HEALTH AND WELL-BEING

4 QUALITY EDUCATION

5 GENDER EQUALITY

7 AFFORDABLE AND CLEAN ENERGY

8 DECENT WORK AND ECONOMIC GROWTH

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE

10 REDUCED INEQUALITIES

16 PEACE, JUSTICE AND STRONG INSTITUTIONS

“Financial Access and Education for All Thais”

### Environmental Dimension

Better Climate

3 GOOD HEALTH AND WELL-BEING

7 AFFORDABLE AND CLEAN ENERGY

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

13 CLIMATE ACTION

“Environmentally Friendly”

## 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 2023

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

## International Awards

MSCI ESG Ratings BBB Since July 2023

FTSE4Good Index since 2021

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

## 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

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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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