KTC PERFORMANCE 1Q23

ISO/IEC 27001 Information Security Management
ISO/IEC 27701 Privacy Information Management
TRIS RATING AA-
MSCI ESG RATINGS A
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

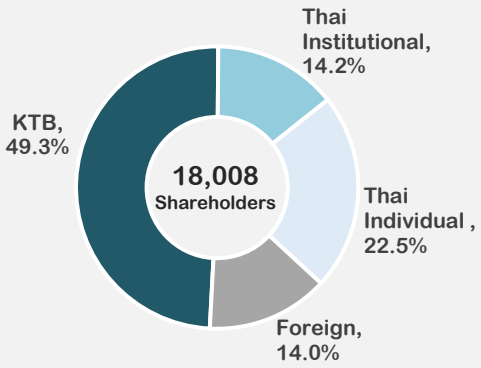
4 | Target vs Actual

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

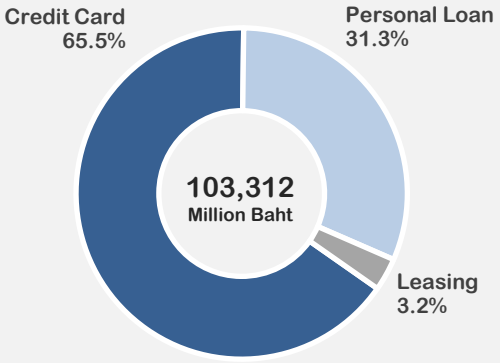


Top 5 Shareholders

1.	Krungthai Bank Public Company Limited	49.29%
2.	MR. MONGKOL PRAKITCHAIWATTANA	10.18%
3.	Thai NVDR Company Limited	8.67%
4.	MS. CHANTANA JIRATTITEPAT	4.42%
5.	UOB KAY HIAN PTE LTD A/C - RC	3.68%

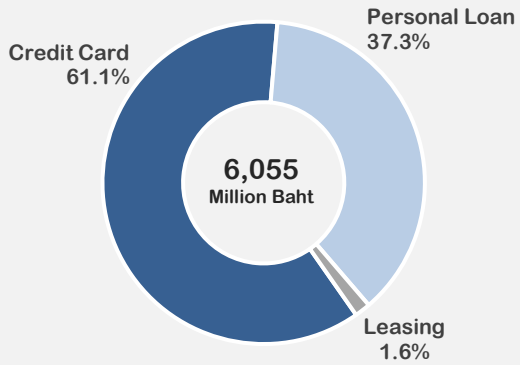
(As of 31 Mar 2023)

%Total Receivables



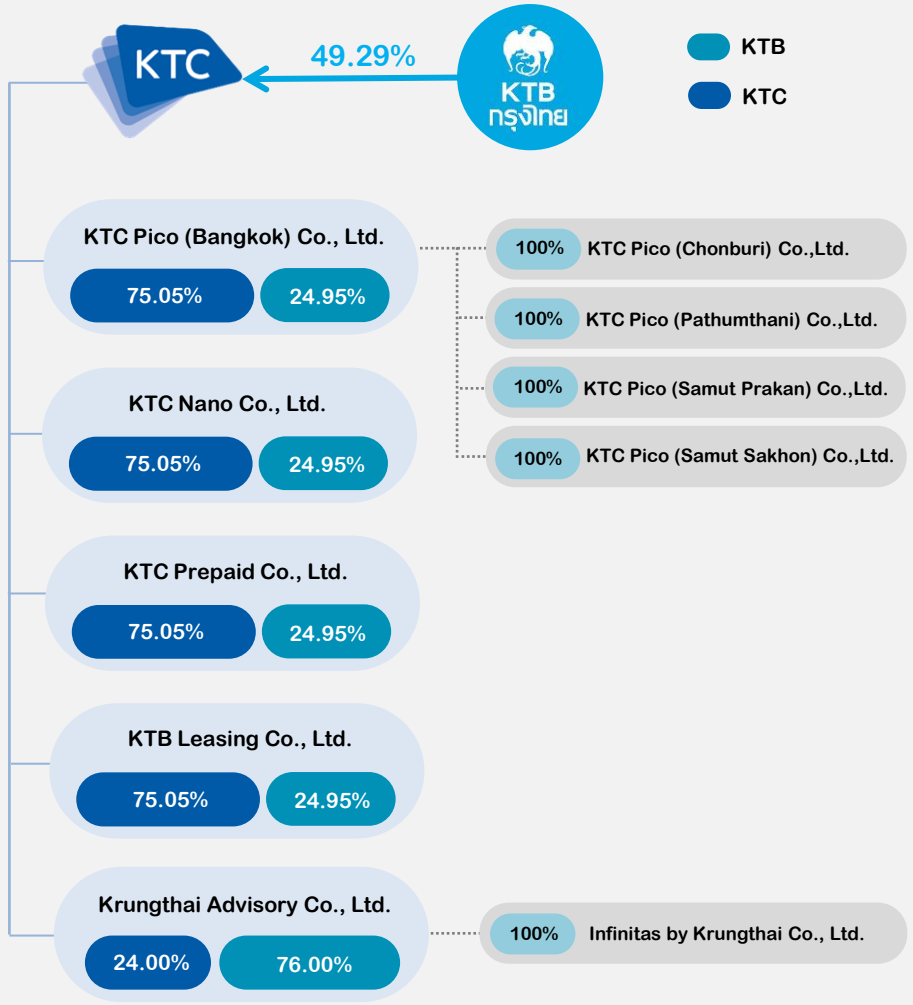
(As of 31 Mar 2023)

%Total Revenue

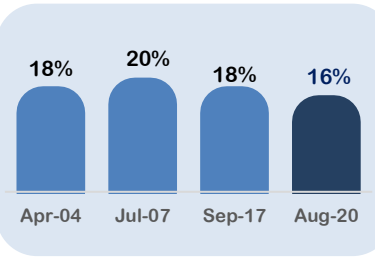
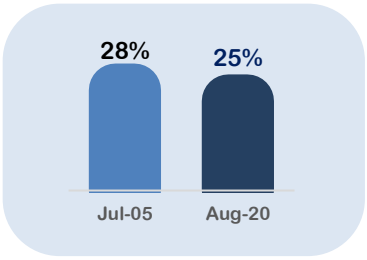
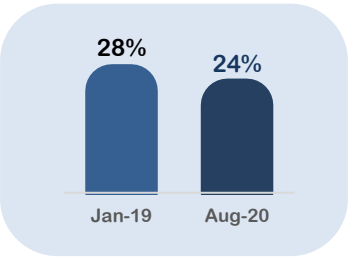
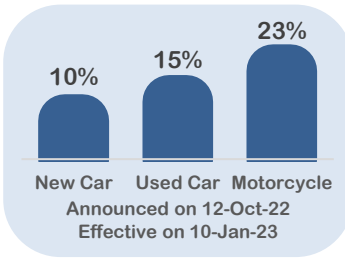


(As of 31 Mar 2023)

KTC Holding Structure



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				

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

Key Highlights 1Q23

Total Revenue	Net Profit
6,055 MB	1,872 MB
▲ 13.0% (YoY)	▲ 7.1% (YoY)

Total Portfolio

103,312 MB

▲ 14.5% (YoY)

Credit Card	Personal Loans	Leasing
67,640 MB	32,371 MB	3,301 MB
▲ 16.8% (YoY)	▲ 11.1% (YoY)	▲ 4.6% (YoY)

Credit Card Spending	Net Interest Margin
63,989 MB	12.1%
▲ 22.5% (YoY)	

Total NPL		NPL Coverage Ratio	
1.9% (Consolidated)	1.7% (Separate)	462.5% (Consolidated)	501.6% (Separate)

- Continuous Growth Across All Aspects
- Ongoing Expansion in Overall Portfolio of Each Business
- Substantially Increase in Credit Card Spending Volume
- Upholding High Quality Portfolio

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Financial Result 1Q23

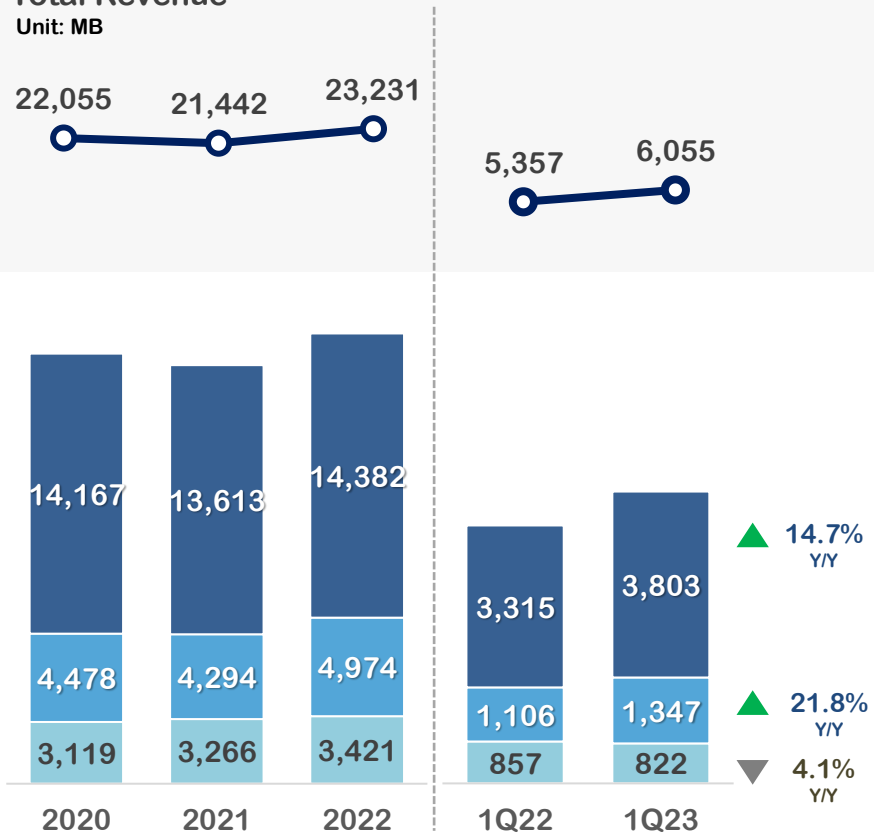
Total Revenue

6,055 Million Baht

13.0% (YoY)

Total Revenue

Unit: MB



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

Total Expense

3,742 Million Baht

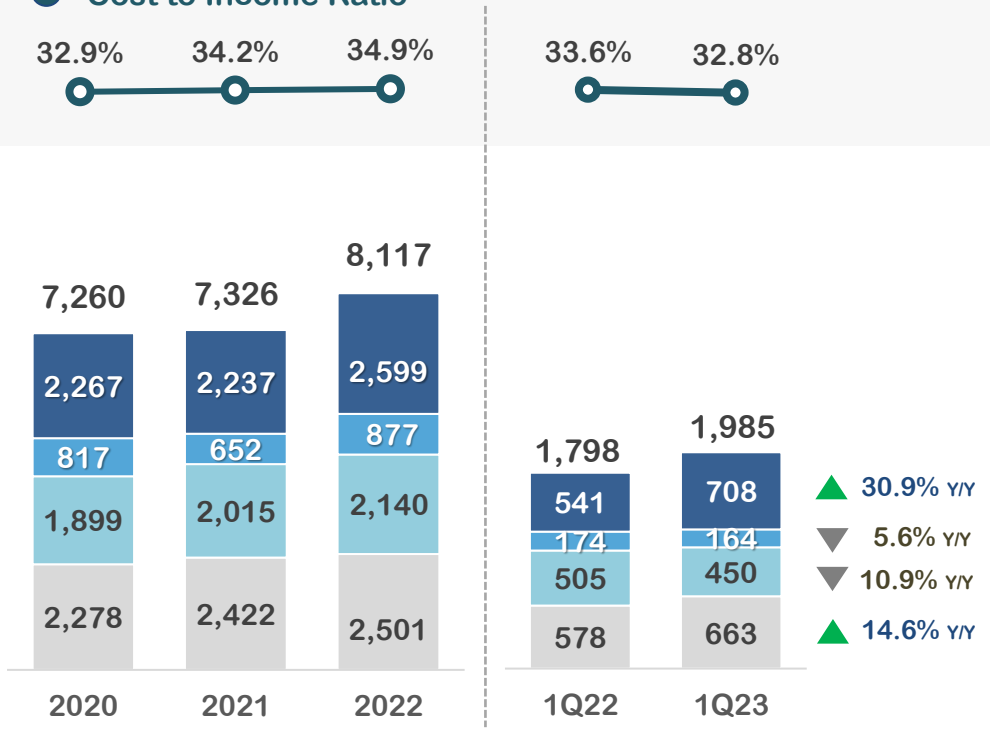
17.6% (YoY)

Total Operating Expense

1,985 Million Baht

10.4% (YoY)

Cost to Income Ratio



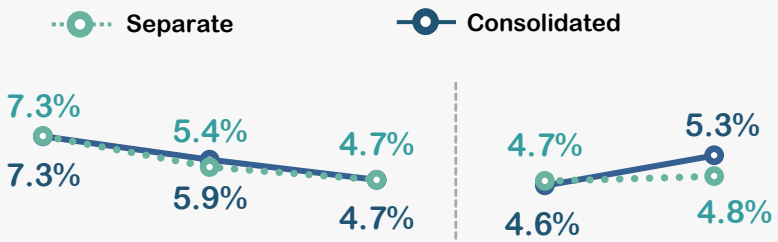
Fee Expense | Marketing Expense | Other Operating Expense (Other Taxes, F&E and etc.) | Personal Expense

Note: Based on Consolidated Financial Statement

Expected Credit Loss

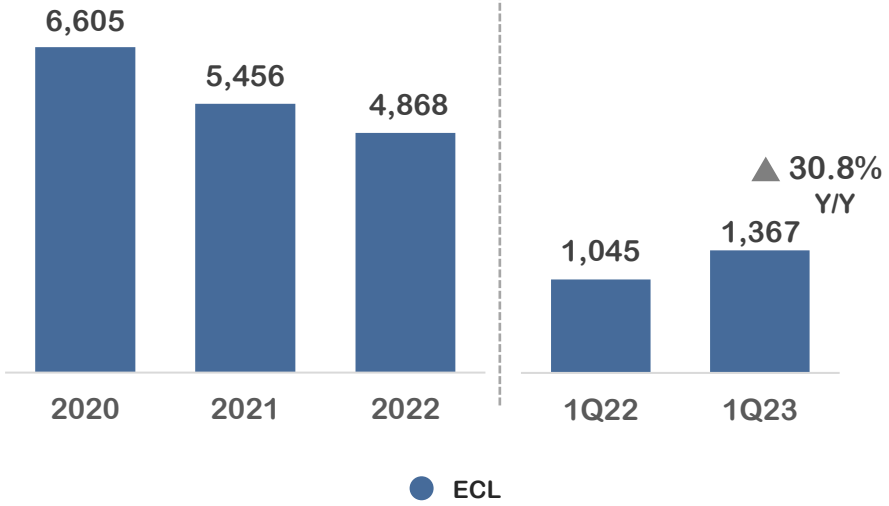
Expected Credit Loss

Credit Cost (Total ECL to Total Loan)



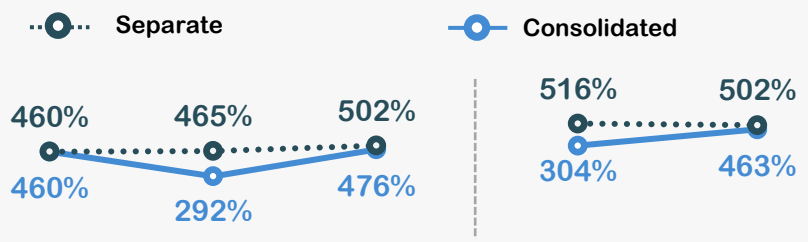
Total Expected Credit Loss

Unit: MB



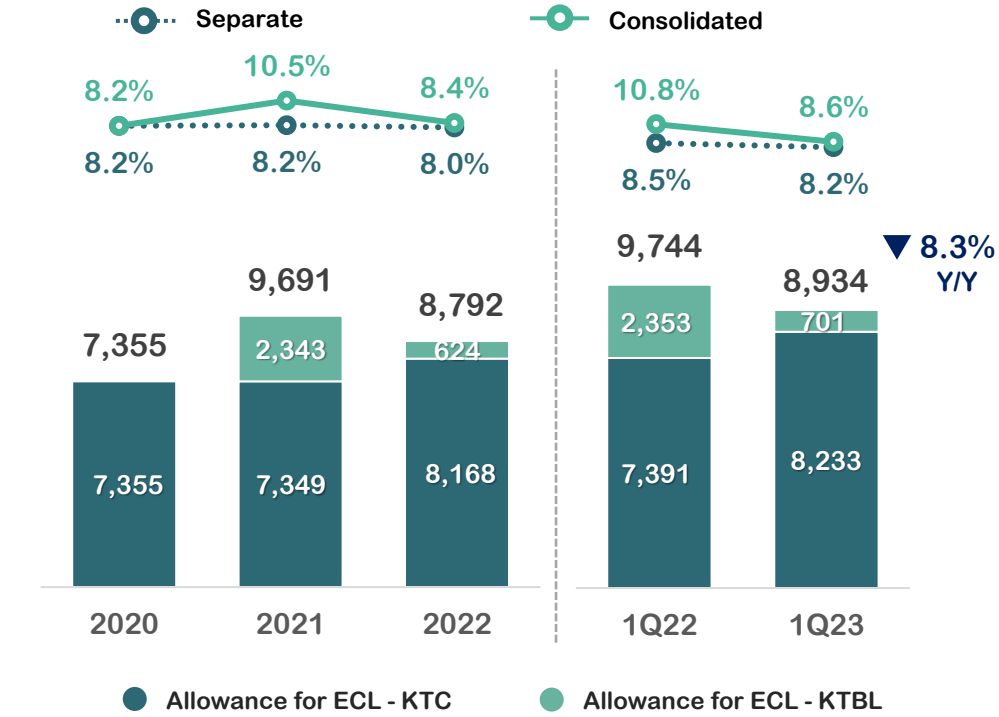
Allowance for Expected Credit Loss

NPL Coverage ratio (Total Allowance to NPLs)



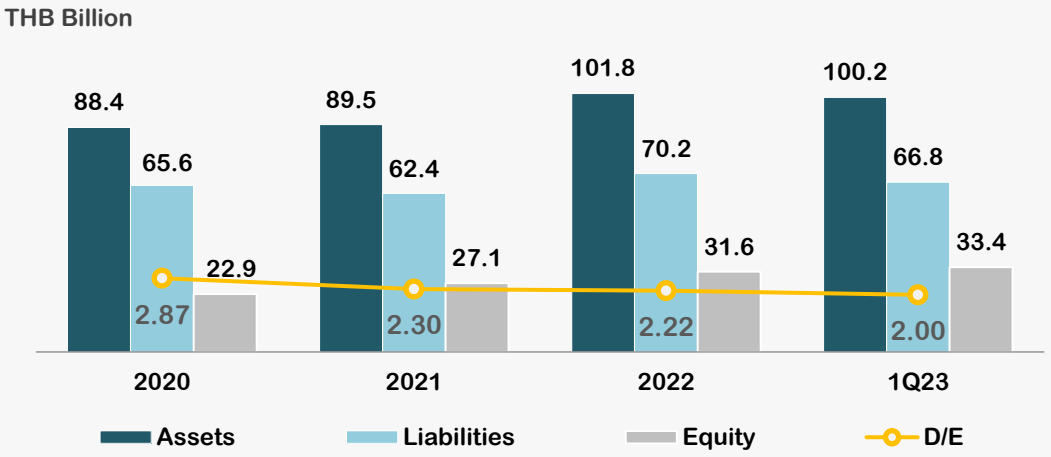
Total Allowance for Expected Credit Loss (Total Allowance to Total Loan)

Unit: MB



Balance Sheet and Source of Fund

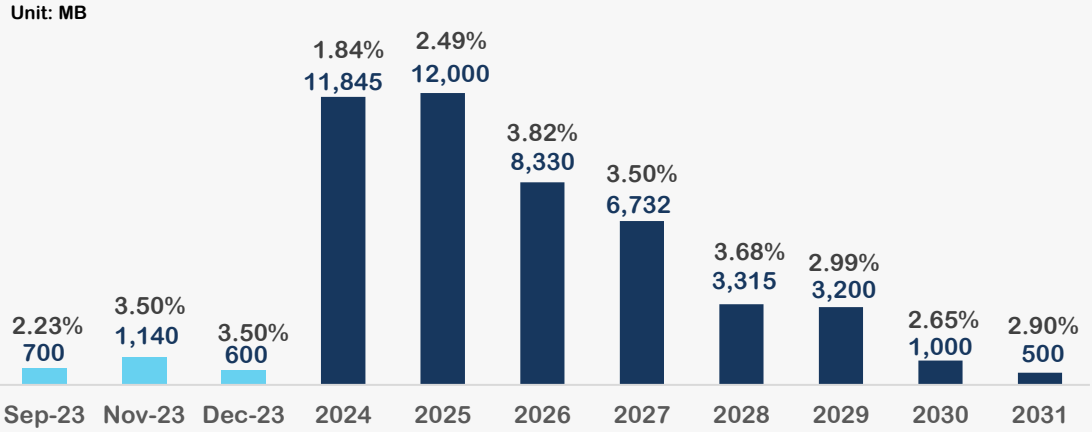
Balance Sheet Highlight



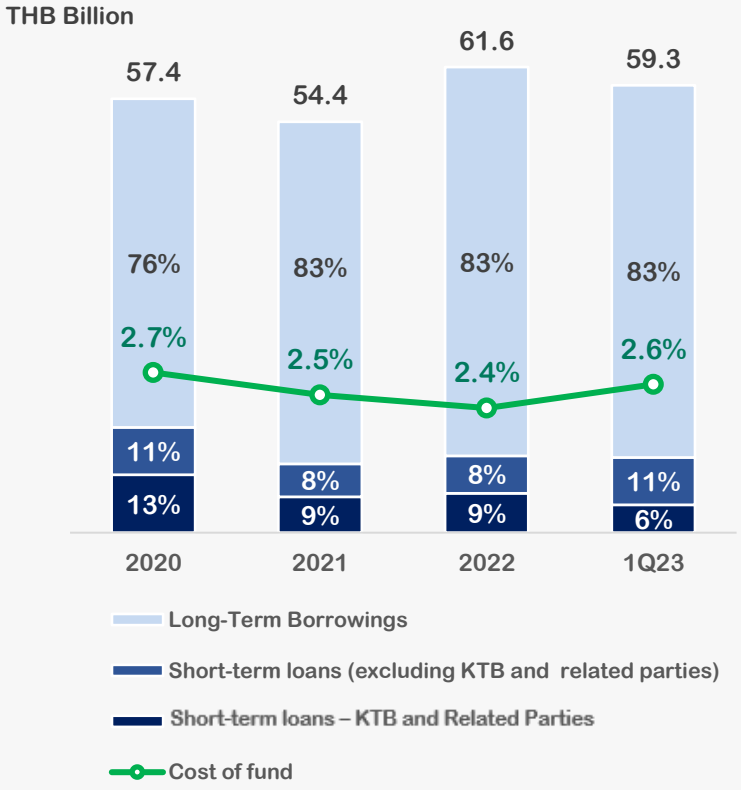
Bond Maturity Profile

(As of 31 Mar 2023)

3.14% 2,440 MB	2.83% 46,922 MB	Remaining LT Duration 3.14 Years



Interest Bearing Debt
(Original Term)

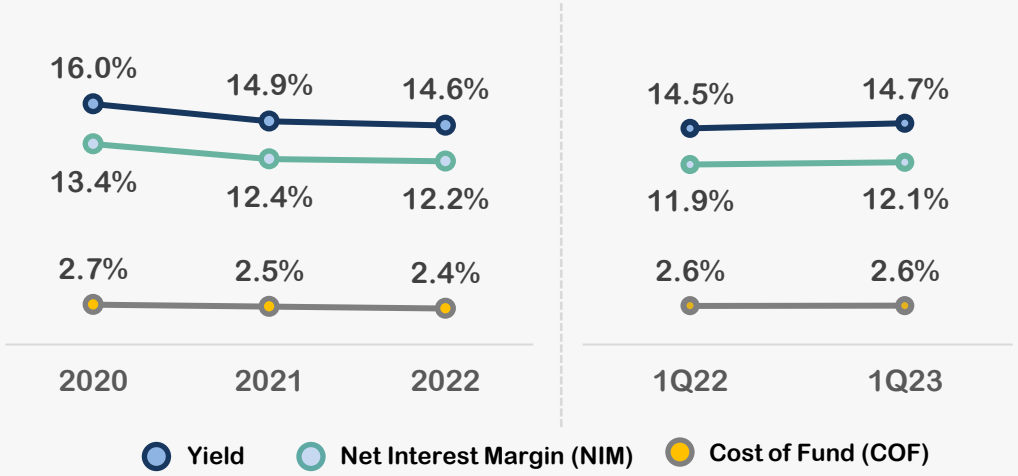


Total Credit Line = 35,471 MB
ST: KTB = 19,161 MB, Others = 10,310 MB
LT: KTB = 6,000 MB

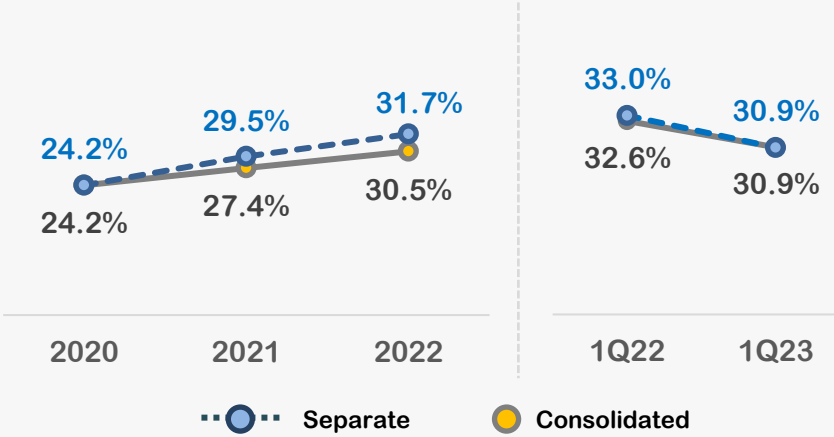
KTC rating AA- by TRIS RATING

Profitability Ratio

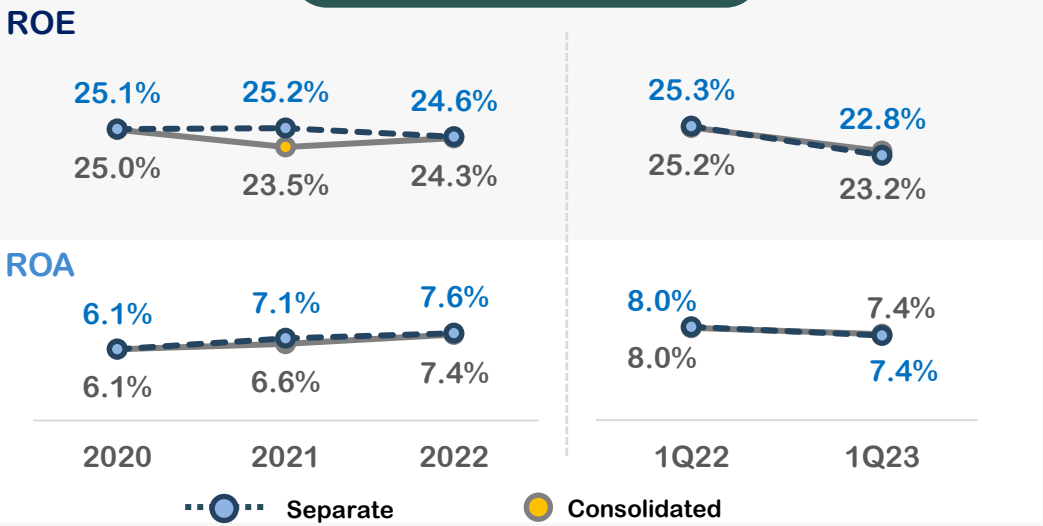
Yield & NIM & COF



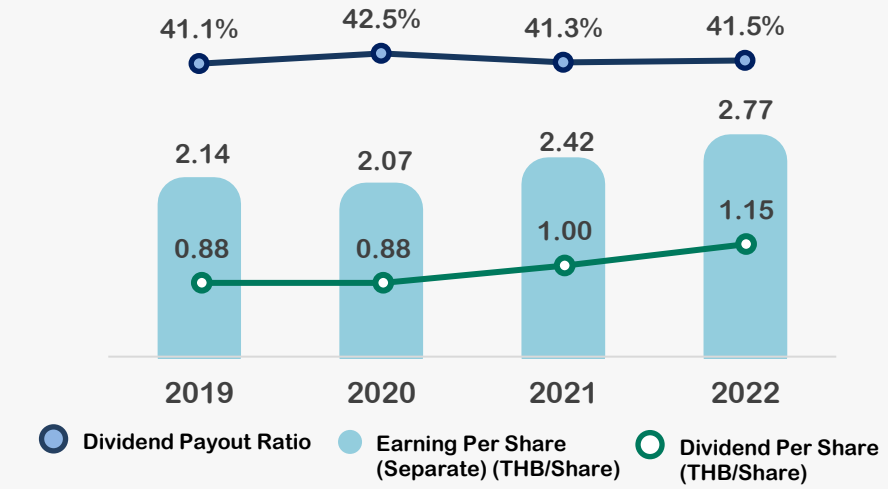
Net Profit Margin



ROE & ROA



EPS & Dividend Payout



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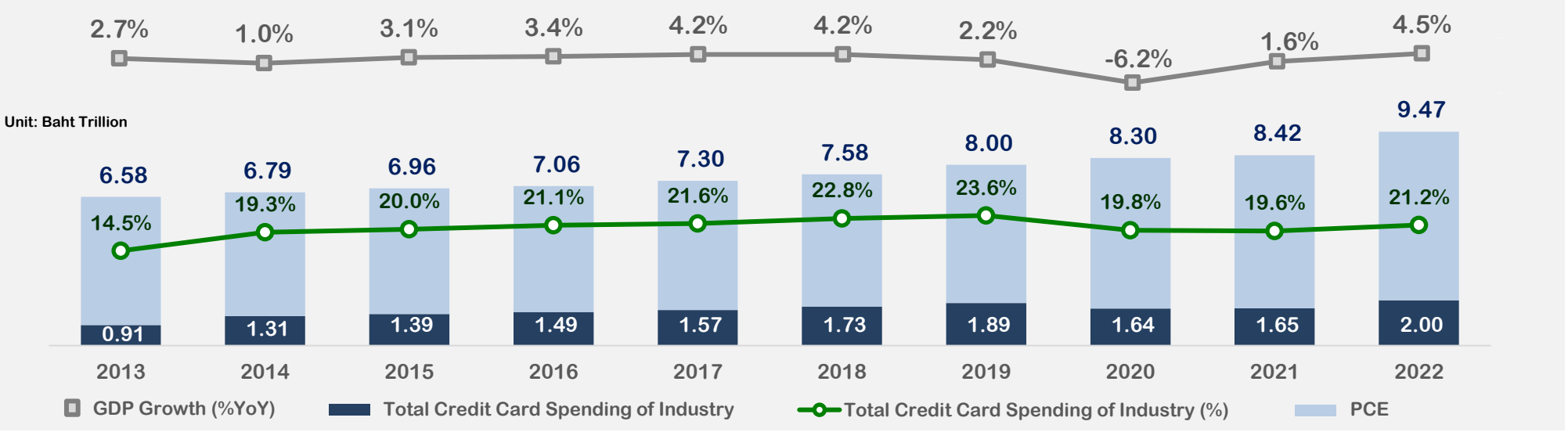
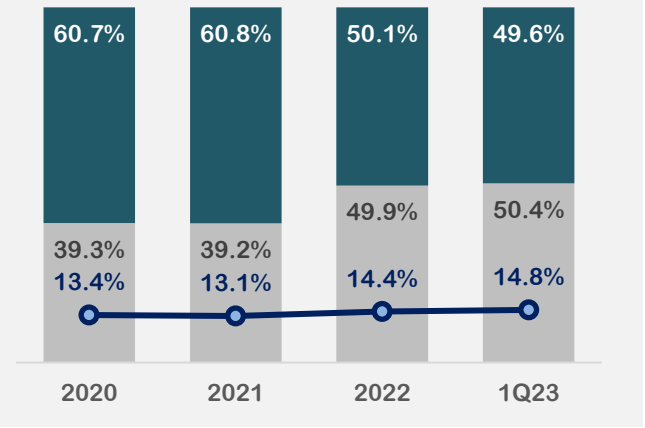
Credit Card Industry & Market Share

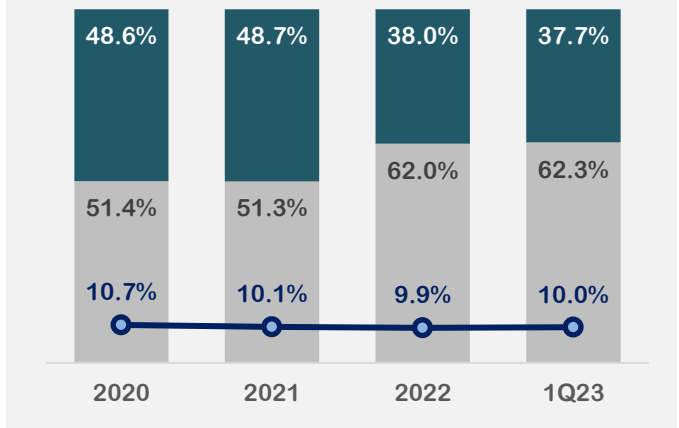
Credit Card Penetration



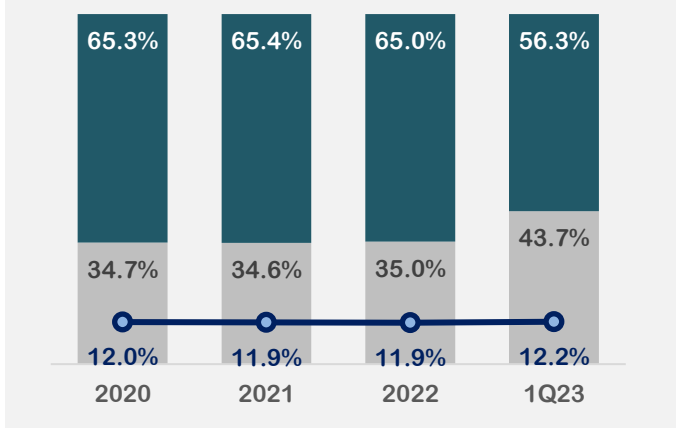
Credit Card Portfolio



No. of Credit Cards



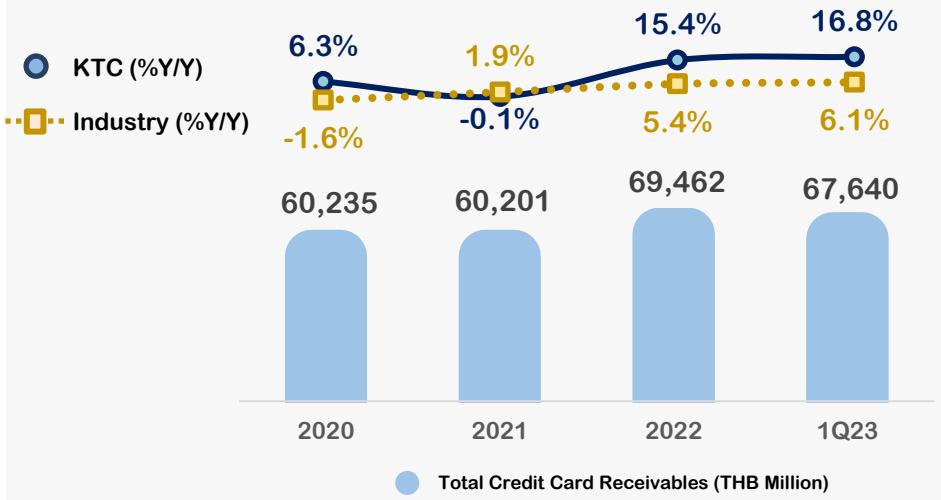
Credit Card Spending



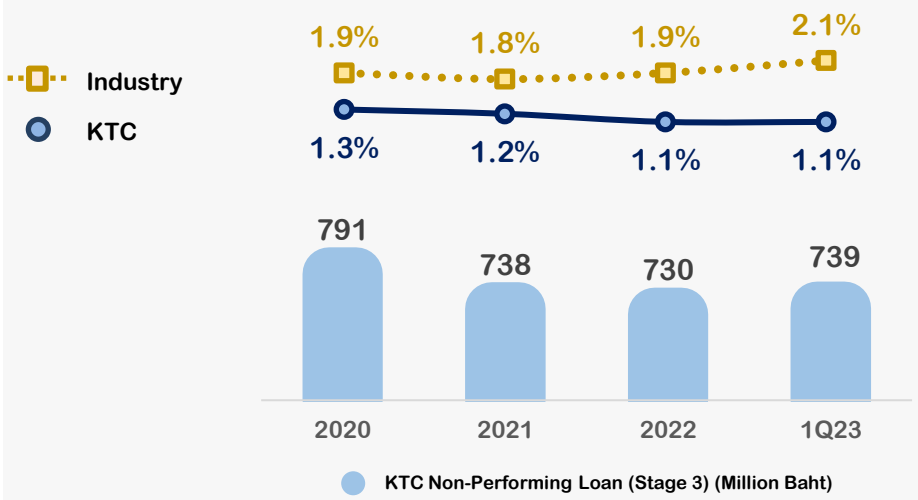
Commercial Bank Non-Bank KTC

Credit Card Performance

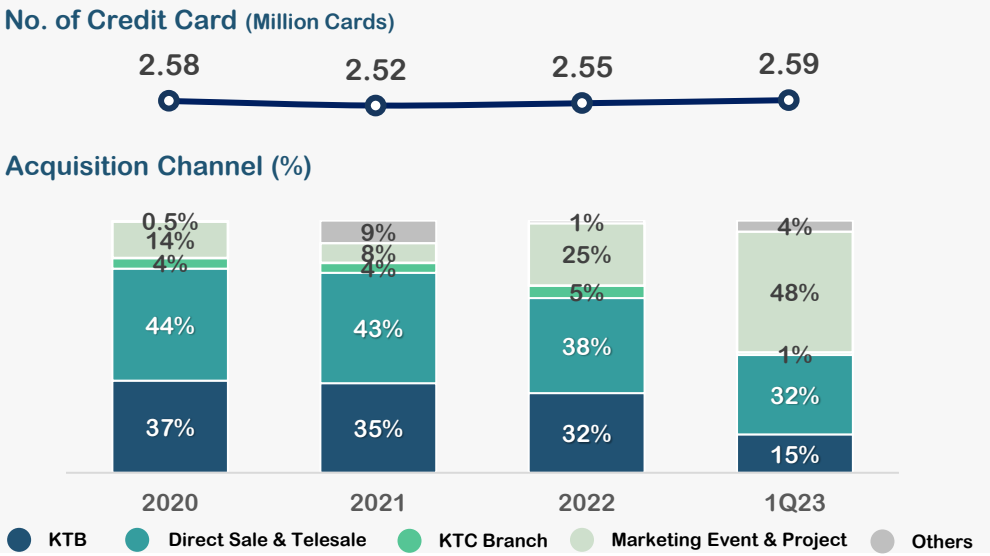
Portfolio Growth



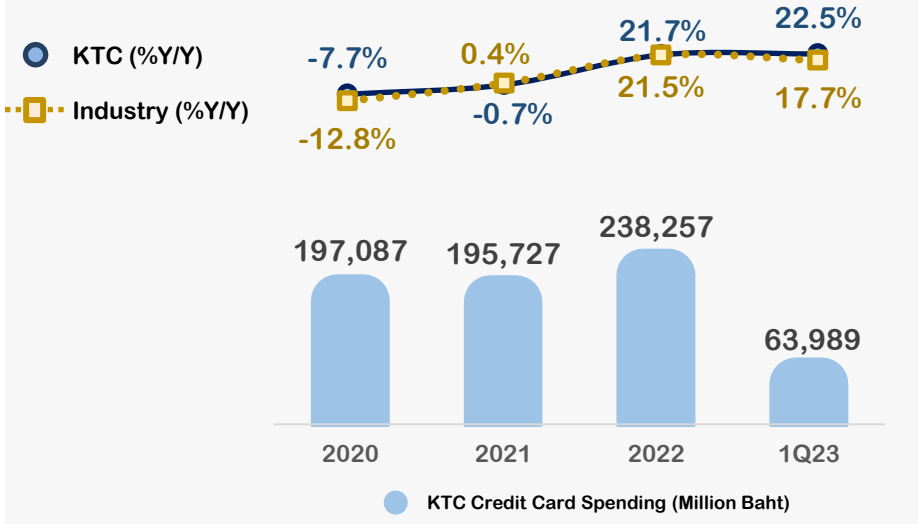
Portfolio Quality



Acquisition Channel

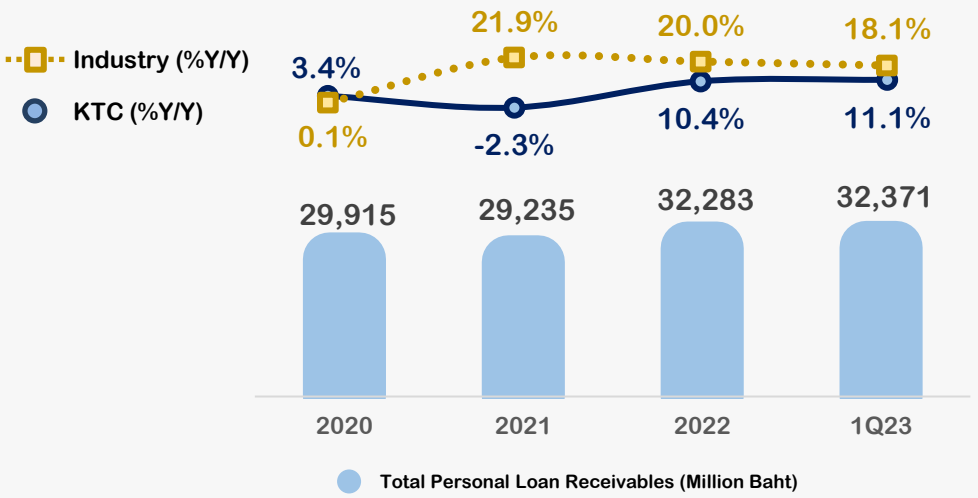


Card Spending

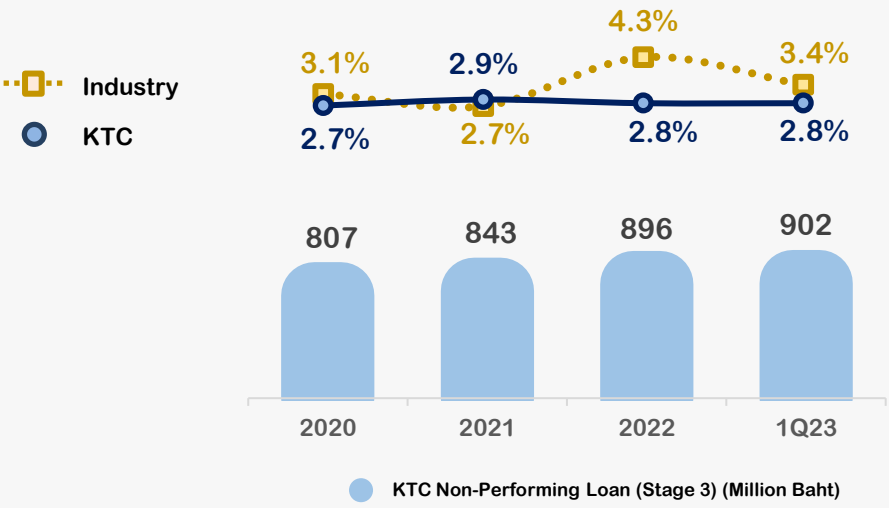


Personal Loan Performance

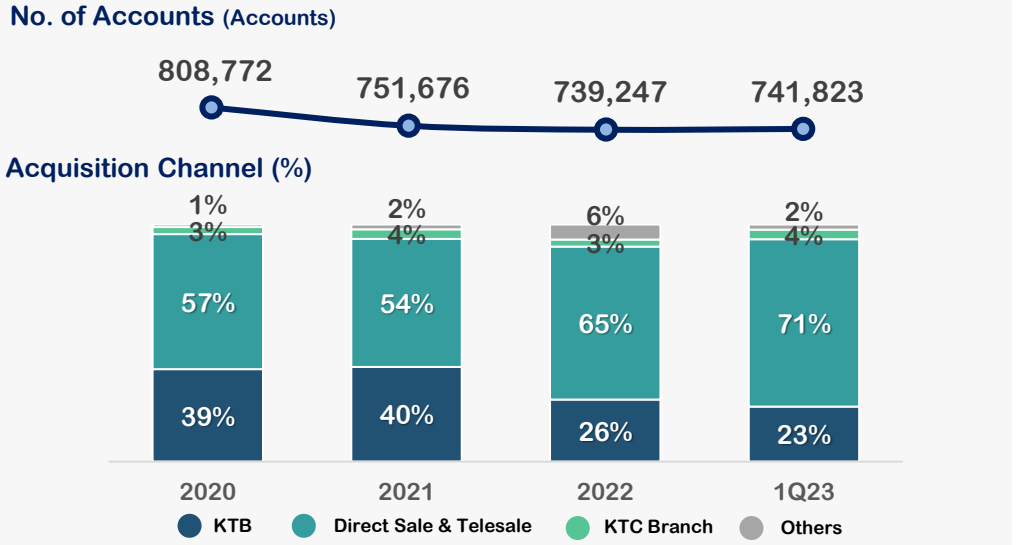
Portfolio Growth



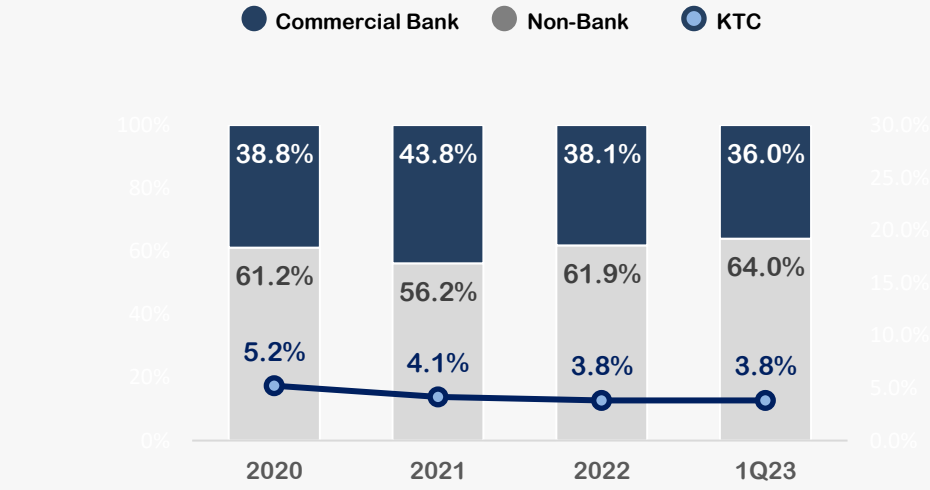
Portfolio Quality



Acquisition Channel



Market Share



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Target vs Actual

	Financial Target 2023	Actual 1Q23
Net Profit	> 7,079 MB	1,872 MB
Total Portfolio Growth	15%	14.5%
Credit Card Spending Growth	10%	22.5%
Personal Loan Receivables Growth	7%	9.5%
New Booking of P BERM Car for Cash	9,000 MB	334 MB
New Booking of KTBL Commercial Loan	3,000 MB	944 MB
Portfolio Quality (%NPL)	< 1.8%	1.9%

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Sustainability Overview

Vision KTC is a membership company in payment and retail lending business with 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

Strategies

Economic Dimension
Better Product & Service

"Digital Transition for Customers and Employees"

Social Dimension
Better Quality of Life

"Financial Access and Education for All Thais"

Environmental Dimension
Better Climate

"Environmentally Friendly"

National Awards

- **THSI** THAILAND SUSTAINABILITY INVESTMENT 2022 — In SETTHSI Index since 2020 & in the list of Thailand Sustainability Investment (THSI) since 2019
- **ESG100** 2022 Environmental • Social • Governance — 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)
- **CAC** COLLECTIVE ACTION AGAINST CORRUPTION — Membership of the Thai Private Sector Collective Action Against Corruption since 2016

International Awards

- **MSCI** ESG RATINGS A (CCC B BB BBB A AA AAA) — MSCI ESG Ratings A in 2022
- FTSE4Good — FTSE4Good Index since 2021
- ASEAN CORPORATE GOVERNANCE — ASEAN CG Scorecard award (ASEAN Asset Class PLCs category), average score of 97.5 in 2022

World Class Standards

- **GRI** STANDARDS : Core option — Adopting an International Sustainability Reporting Framework, the Global Reporting Initiatives Standards (GRI Standards) since 2019
- bsi. ISO/IEC 27001 Information Security Management — The Information Security Management System ISO/IEC 27001:2013
- bsi. ISO/IEC 27701 Privacy Information Management — The Privacy Information Management System ISO/IEC 27701:2019

ISO/IEC certified

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