



KTC PERFORMANCE 1Q24



AGENDA



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2 | Financial Results

3 | Consumer Finance Industry & KTC Portfolio Performances

4 | Target vs Actual

5 | KTC Sustainability

Overview & Key Highlights

Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability

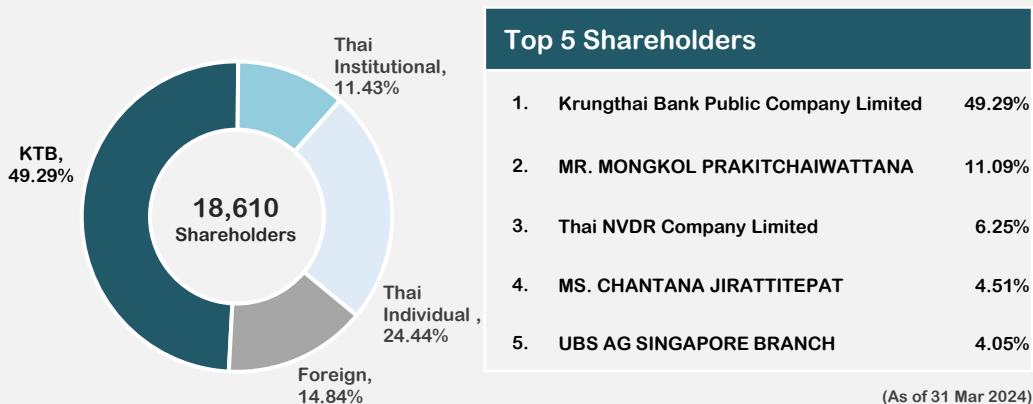


KTC Overview



- 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 and later listed on the SET in October 2002

Shareholder Structure

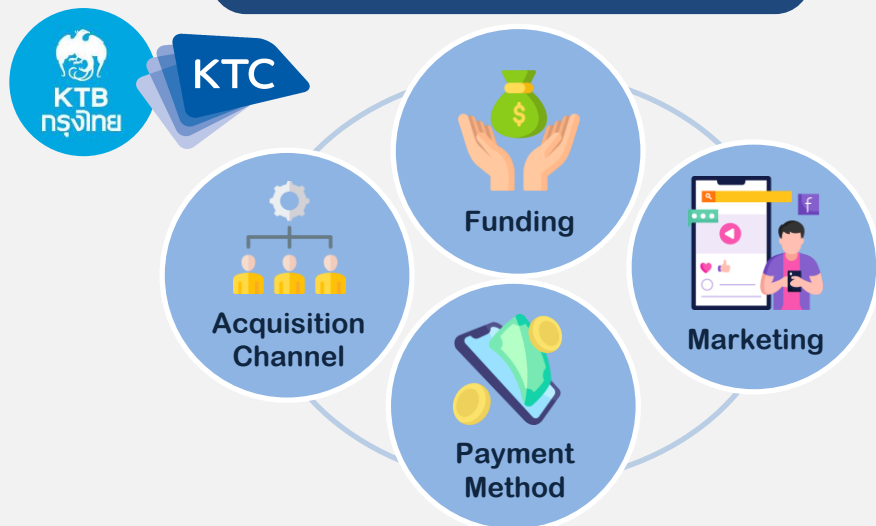


Top 5 Shareholders

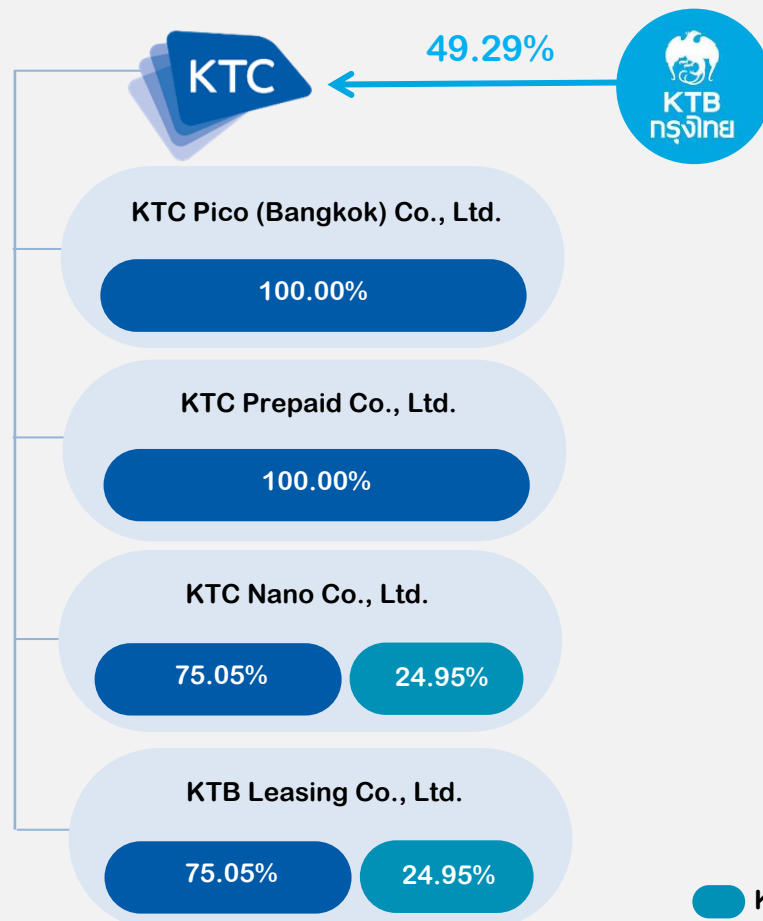
1.	Krungthai Bank Public Company Limited	49.29%
2.	MR. MONGKOL PRAKITCHAIWATTANA	11.09%
3.	Thai NVDR Company Limited	6.25%
4.	MS. CHANTANA JIRATTITEPAT	4.51%
5.	UBS AG SINGAPORE BRANCH	4.05%

(As of 31 Mar 2024)

KTB & KTC Business Synergy



KTC Holding Structure



(As of 29 Apr 2024)

Overview & Key Highlight

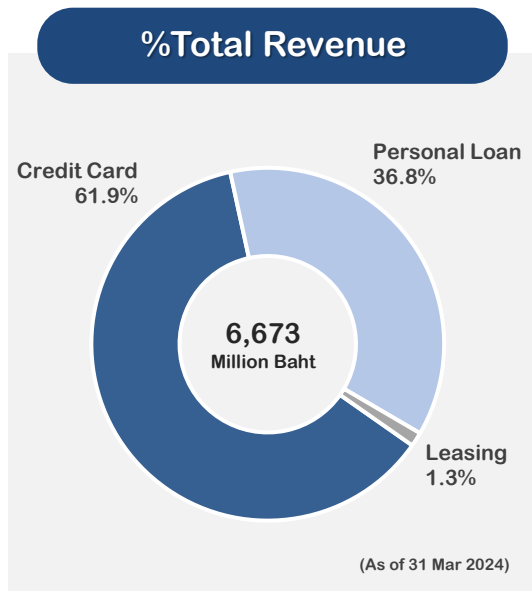
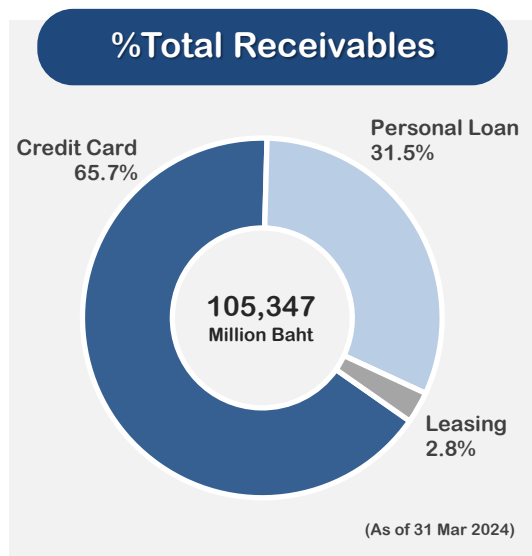
Financial Results

KTC Portfolio Performance

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Business Structure & BOT Regulations



	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%	<table border="1"> <tr> <td>New Car</td> <td>10%</td> </tr> <tr> <td>Used Car</td> <td>15%</td> </tr> <tr> <td>New & Used Motorcycle</td> <td>23%</td> </tr> </table>	New Car	10%	Used Car	15%	New & Used Motorcycle	23%																
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Rate Cap History	<table border="1"> <tr> <td>Apr-04</td> <td>18%</td> </tr> <tr> <td>Jul-07</td> <td>20%</td> </tr> <tr> <td>Sep-17</td> <td>18%</td> </tr> <tr> <td>Aug-20</td> <td>16%</td> </tr> </table>	Apr-04	18%	Jul-07	20%	Sep-17	18%	Aug-20	16%	<table border="1"> <tr> <td>Jul-05</td> <td>28%</td> </tr> <tr> <td>Aug-20</td> <td>25%</td> </tr> </table>	Jul-05	28%	Aug-20	25%	<table border="1"> <tr> <td>Jan-19</td> <td>28%</td> </tr> <tr> <td>Aug-20</td> <td>24%</td> </tr> </table>	Jan-19	28%	Aug-20	24%	<table border="1"> <tr> <td>New Car</td> <td>10%</td> </tr> <tr> <td>Used Car</td> <td>15%</td> </tr> <tr> <td>Motorcycle</td> <td>23%</td> </tr> </table>	New Car	10%	Used Car	15%	Motorcycle	23%
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Motorcycle	23%																									

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

Overview & Key Highlight

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Sustainable Household Debt Solution Framework



Responsible Lending (RL)



Debt Restructuring: DR

Persistent Debt: PD

Target Group	Retail	Revolving Personal Loans
Loan Type	Performing Loans and Non-Performing Loans	Performing Loans (Interest payment higher than principal payment over the past 3 - 5 years)
Condition	<p>non-NPL: Lender must propose pre-emptive DR at least once to prevent potential issues that a customer may face difficulties in repayment</p> <hr/> <p>NPL: Lender must propose TDR at least once before taking legal actions, debt sales, contract cancellations, or asset seizures.</p>	<p>General PD (3 to < 5 years) Notification to warn of becoming Severe PD</p> <hr/> <p>Severe PD (5 years) Option to convert Revolving to Term loans (Revolving credit line must be closed)</p> <ul style="list-style-type: none"> Monthly Income < THB 20,000 Interest rate ≤ EIR 15% per Annum Fully repay loans within 5 years
Effective Period	1 Jan 2024	1 April 2024
Status & Impact on KTC	In compliance with BOT's notification (SorKorChor 7/2566)	Maximum impact on interest income THB 18 Million/month

Risk-Based Pricing (RBP)

Debt Service Ratio (DSR)

SANDBOX

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

Plans to take effect in 2025 depending on the economic situation

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

Key Highlights 1Q24



Total Revenue

6,763 MB

▲ 11.7% (YoY)

Net Profit

1,803 MB

▼ 3.7% (YoY)



Total Portfolio
105,347 MB

▲ 2.0% (YoY)



Credit Card

69,213 MB

▲ 2.3% (YoY)



Personal Loans

33,149 MB

▲ 2.4% (YoY)



Leasing

2,985 MB

▼ 9.6% (YoY)

Credit Card Spending

69,419 MB

▲ 8.5% (YoY)

Net Interest Margin

13.1%

Total NPL

1.5%
(Separate)

2.0%
(Consolidated)

NPL Coverage Ratio

434.7%
(Separate)

353.8%
(Consolidated)

Sustainable Profit Generation

Steady Portfolio Expansion

Continuous Card Spending Growth

Robust Asset Quality Management

Stronghold Balance Sheet

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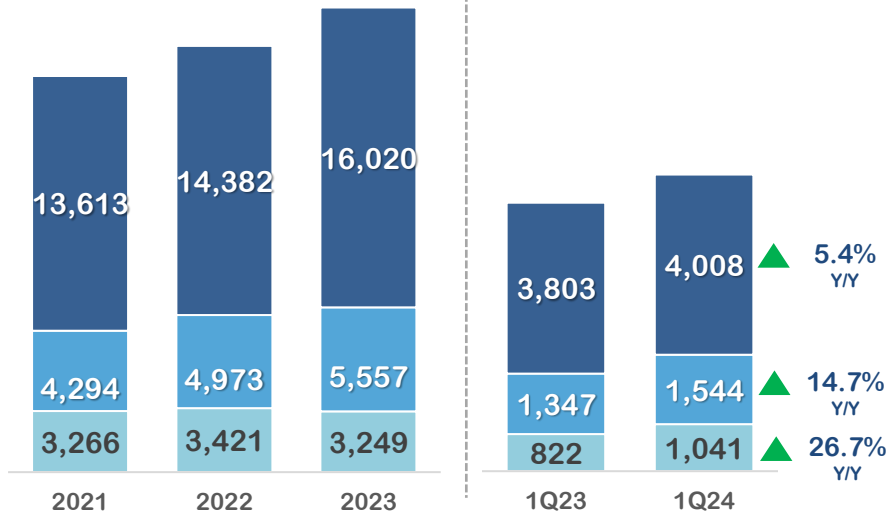
Financial Result 1Q24



Total Revenue 6,763
Million Baht

↑ 11.7%
(YoY)

● Total Revenue
Unit: MB



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

Note: Based on Consolidated Financial Statement

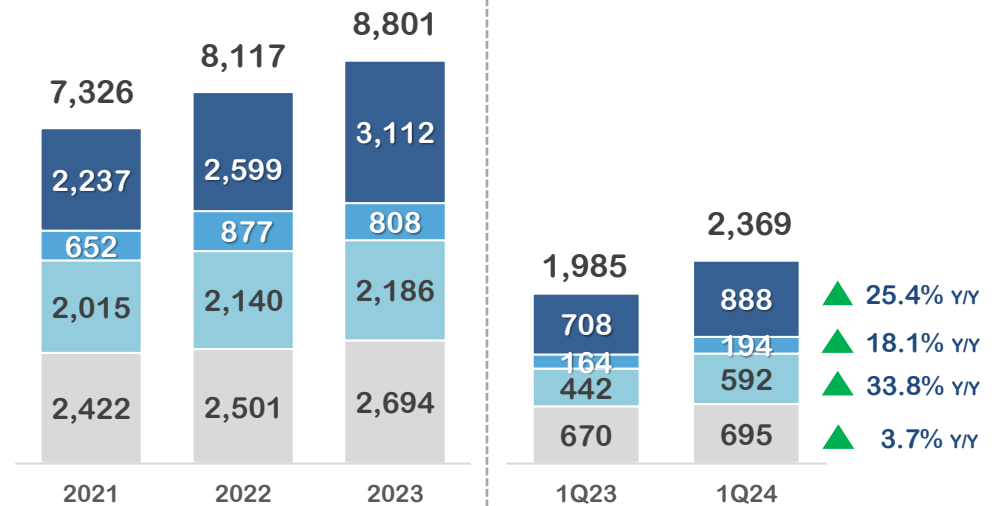
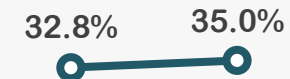
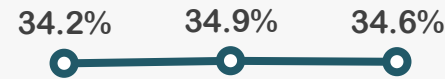
Total Expense 4,504
Million Baht

↑ 20.4%
(YoY)

Total Operating Expense 2,369
Million Baht

↑ 19.4%
(YoY)

● Cost to Income Ratio



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

Overview & Key Highlight

Financial Results

KTC Portfolio Performance

Target vs Actual

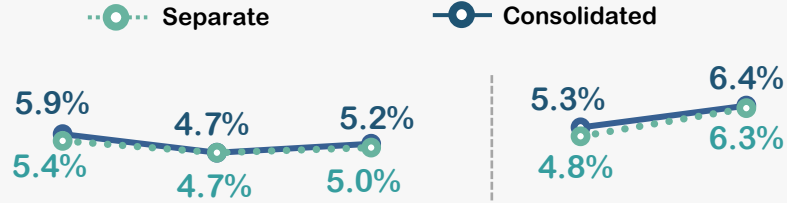
Sustainability

Expected Credit Loss



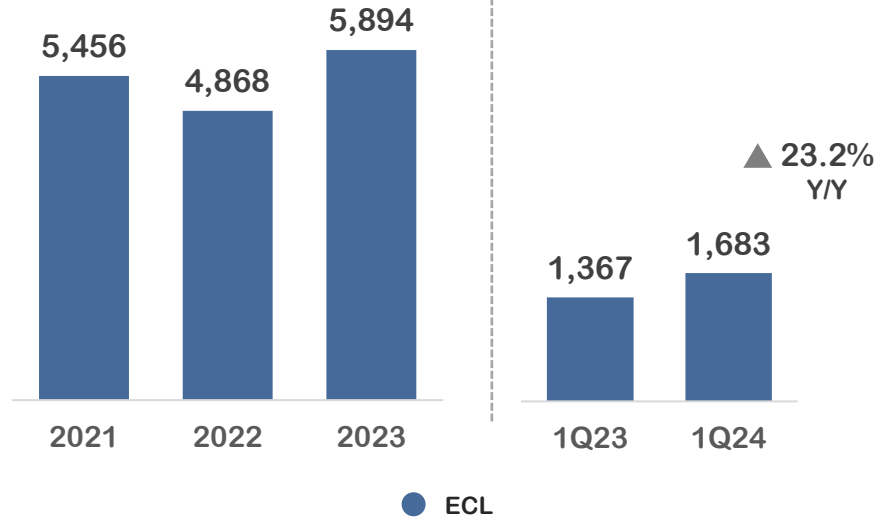
Expected Credit Loss

Credit Cost (Total ECL to Total Loan)



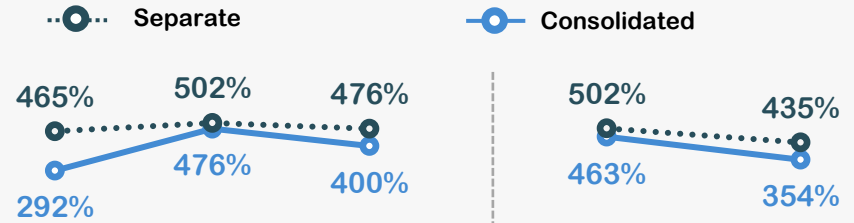
Total Expected Credit Loss

Unit: MB



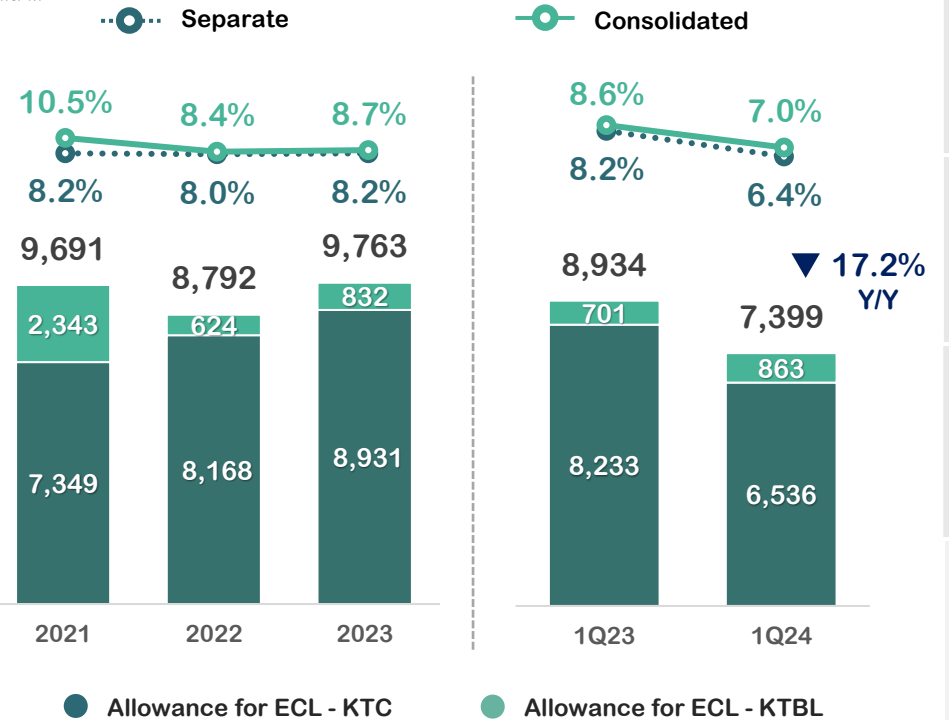
Allowance for Expected Credit Loss

NPL Coverage ratio (Total Allowance to NPLs)



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

Unit: MB

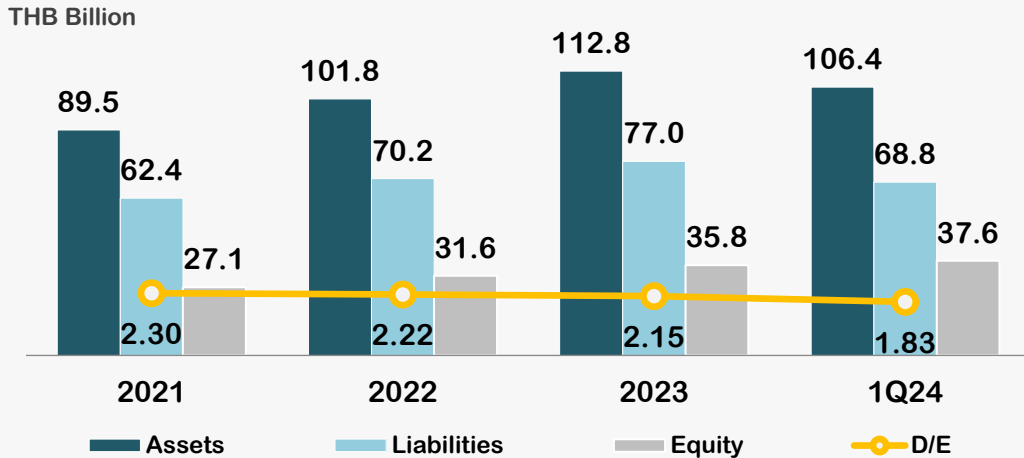


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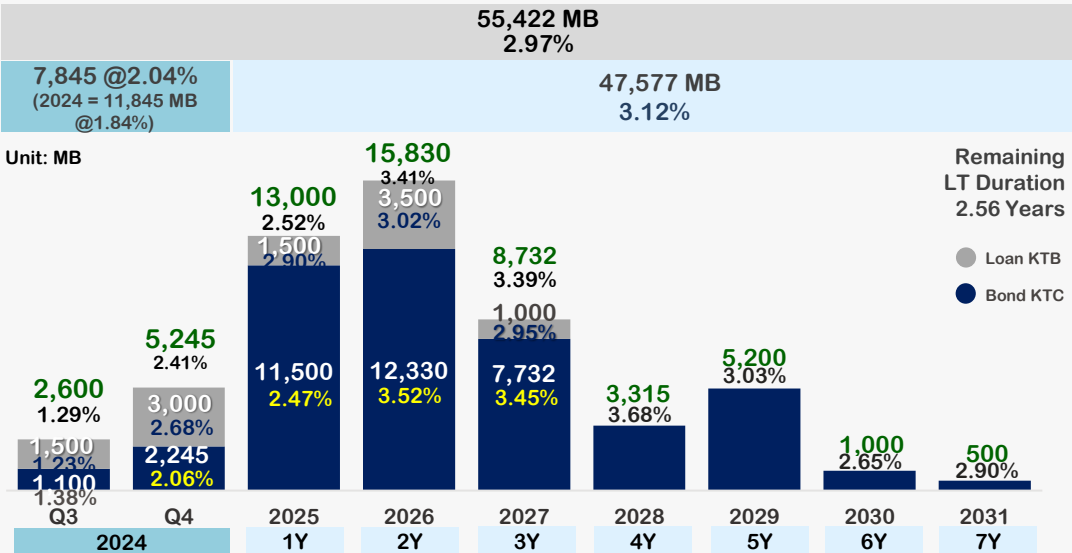
Balance Sheet and Source of Fund



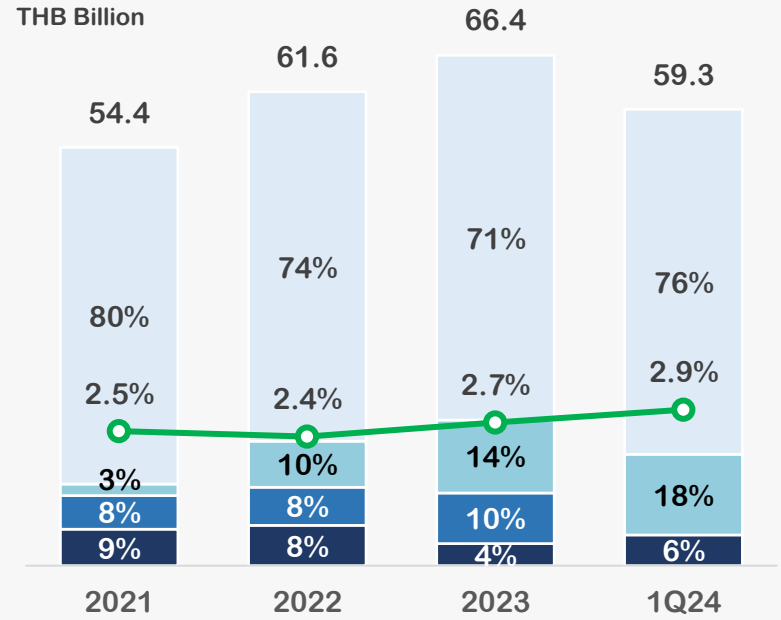
Balance Sheet Highlight



Maturity Profile



Interest Bearing Debt (Original Term)



Total ST Credit Line = 28,871 MB
ST: KTB = 18,561 MB, Others = 10,310 MB
LT: KTB = 16,000 MB

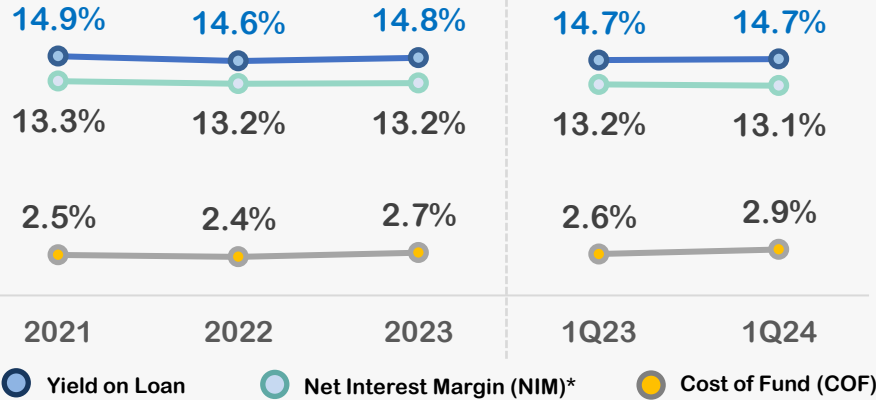
KTC rating **AA-** by **TRIS RATING**
A Strategic Partner of S&P Global

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Profitability Ratio

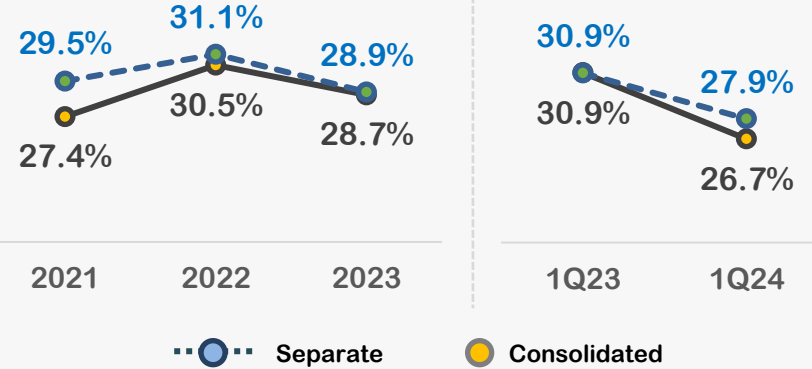


Yield on Loan & NIM & COF



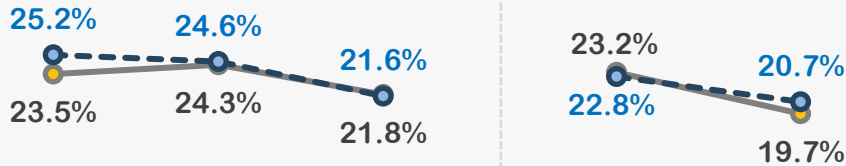
*Net Interest Margin (NIM) = (Interest Income (Inc. Credit Usage) - Financial Expense) / Average Gross Receivables

Net Profit Margin

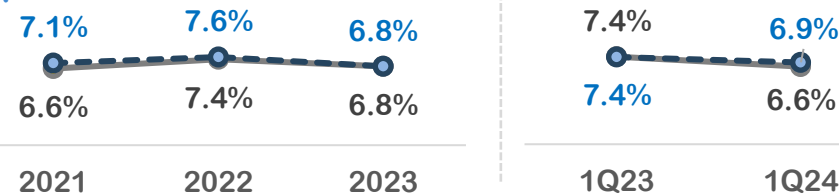


ROE & ROA

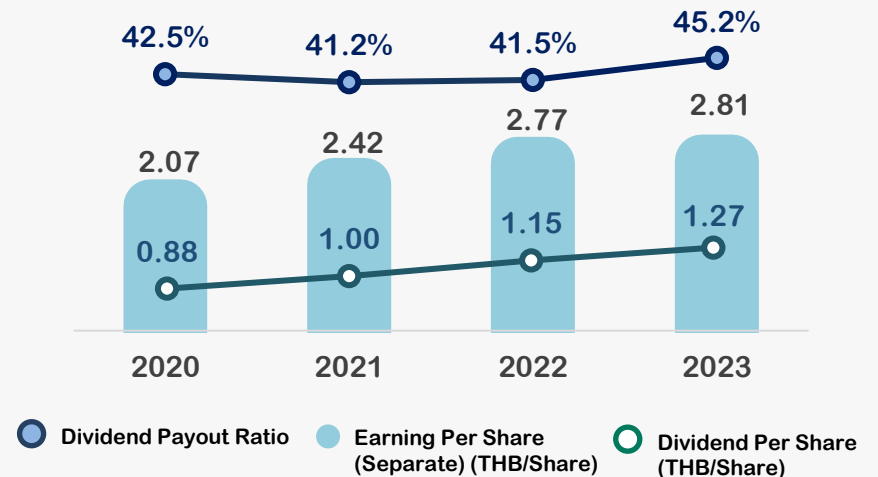
ROE



ROA



EPS & Dividend Payout



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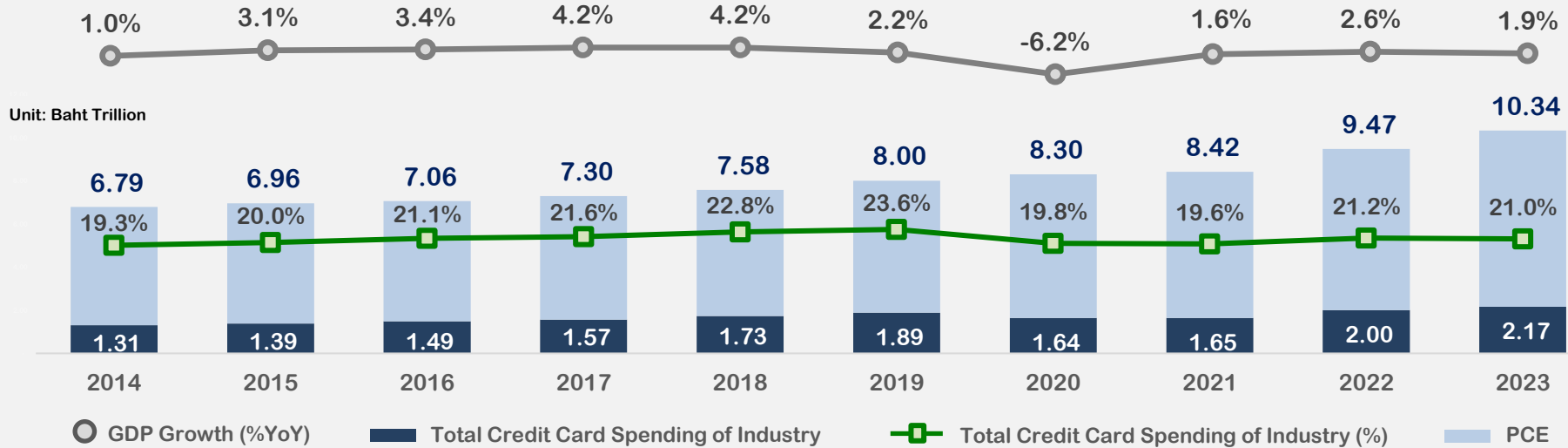
Sustainability



Credit Card Industry & Market Share



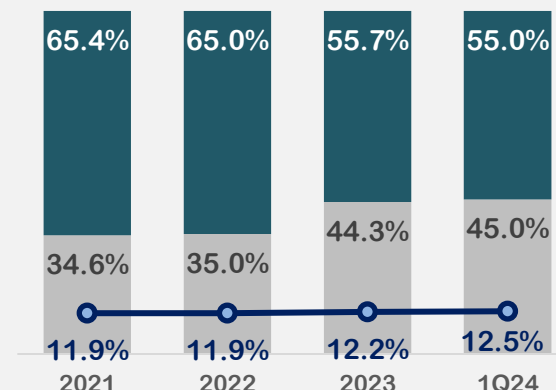
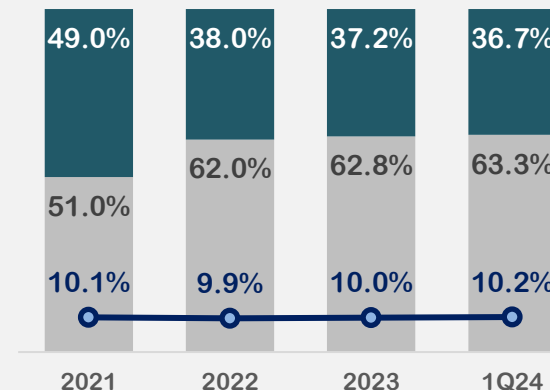
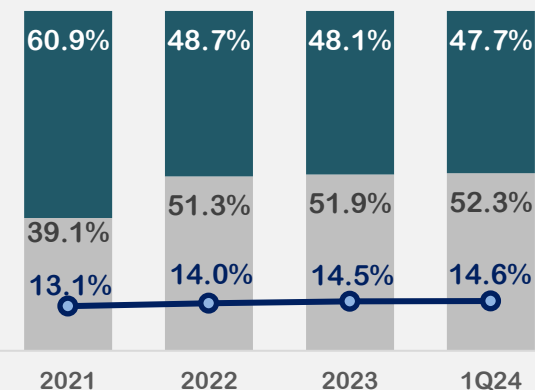
Credit Card Penetration



Credit Card Portfolio

No. of Credit Cards

Credit Card Spending



● Commercial Bank ● Non-Bank ● KTC

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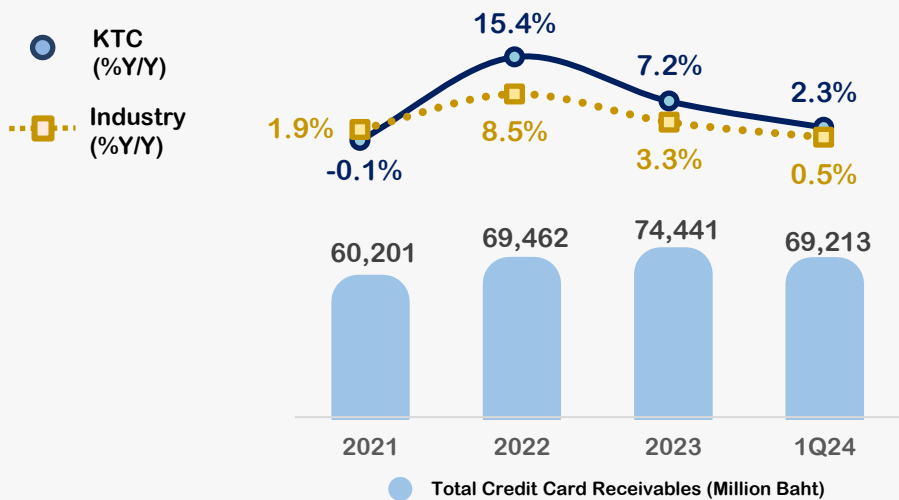
Target vs Actual

Sustainability

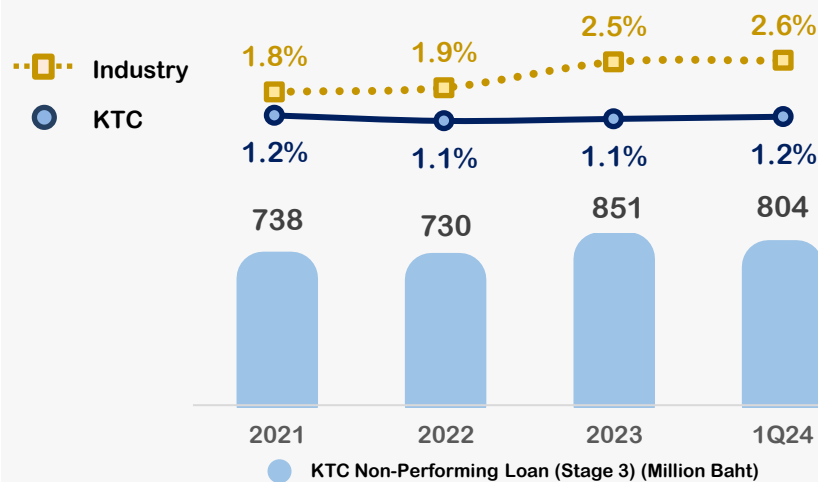
Credit Card Performance



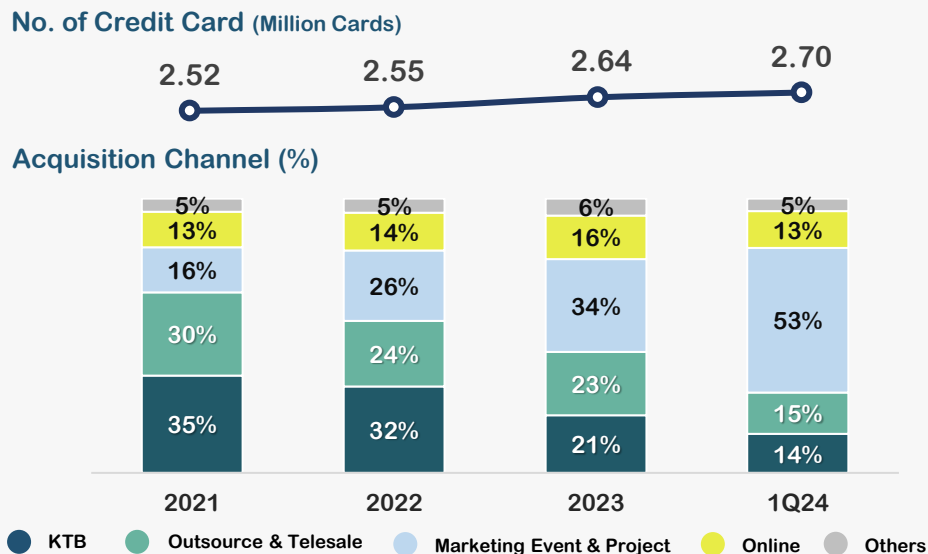
Portfolio Growth



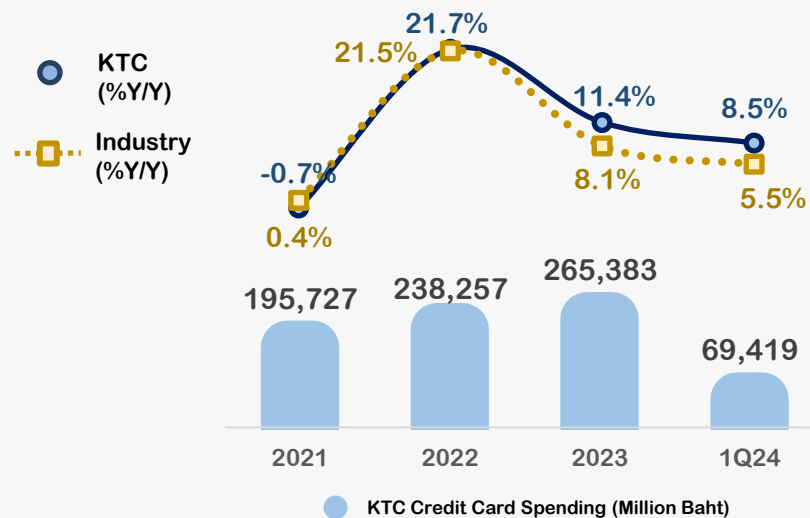
Portfolio Quality



Acquisition Channel



Card Spending



Overview & Key Highlight

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Credit Card Marketing 2Q2024



- Leverage the long holiday season in Q2 to boost spending through segmented promotions and strategic marketing initiatives.
- Continue to enhance and grow our premium offering on travel & leisure both domestic and international, premium dining, lifestyle shopping
- Explore emerging market segments: tap into new high-potential segments such as pet lovers.
- Ensure consistent spending through focused usage campaigns in key categories such as gas, groceries, and dining.

Overview & Key Highlight

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บัตรเครดิต KTC คู่มทุกมุมโลก

กับสิทธิพิเศษ และเรทถูกกว่า
ด้วยอัตราความเสี่ยงการแปลงสกุลเงินต่างประเทศไม่เกิน 2% (จากปกติอัตราตลาด 2.5%)

ALL About PET
ครบทุกเรื่องสัตว์เลี้ยง

บัตรเครดิต KTC รับส่วนลดสูงสุด **30%**

พาน้องพิทกว่า 40 โรงแรมและรีสอร์ททั่วประเทศ

พาน้องกิน ที่ 3 ร้านอาหารชั้นนำ พาน้องเที่ยว ที่ 3 ศูนย์การค้าชั้นนำ

พาน้องช้อปปิ้ง ดูแลน้อง ที่ร้านค้า และโรงพยาบาลสัตว์เลี้ยง

ทำประกัน ให้สัตว์เลี้ยงแสนรัก แบ่งปันความสุข ให้เพื่อนตัวน้อย

'ข้าวแช่' และ 'บุฟเฟต์'
โรงแรมชั้นนำ

รับส่วนลดสูงสุด **40%**

ASAI, ANANDA, STATE, NOVOTEL, CAPELLA, NOVOTEL, NOVOTEL, NOVOTEL

รวมโปรชิมน้ำมัน
คุ้มทั่วโลก กับบัตรเครดิต KTC

บัตรเครดิตเงินคืน **3.5%** (1 พ.ค. 67 - 31 ก.ค. 67)

แลกคะแนนรับเครดิตเงินคืนสูงสุด **33%** (1 ก.พ. 67 - 31 พ.ค. 67)

แลกคะแนนรับเครดิตเงินคืน **10%** + รับคะแนน KTC x10 (1 ส.ค. 66 - 31 พ.ค. 67)

แลกคะแนนรับเครดิตเงินคืน **15%** (1 ต.ค. 67 - 31 ส.ค. 67)

รับ Lucky e-Coupon เครดิตเงินคืน **900 บาท** หรืออื่นๆ (1 ส.ค. 66 - 31 พ.ค. 67)

รับน้ำดื่มเพิ่ม **ฟรี 1 ขวด** (1 พ.ค. 67 - 30 มิ.ย. 67)

*เงื่อนไขเป็นไปตามกำหนด

รับสิทธิเข้าลานจ๊อ สนามบินทั่วโลก กับ **DRAGONPASS**

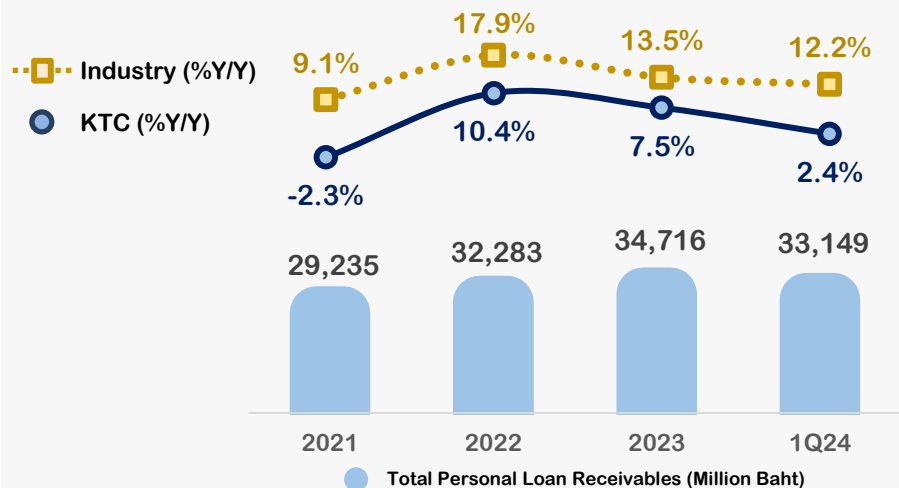
รับเครดิตเงินคืน **10%** (สูงสุด 5,000 บาท)

รับเครดิตเงินคืน **3%**

Personal Loan Performance

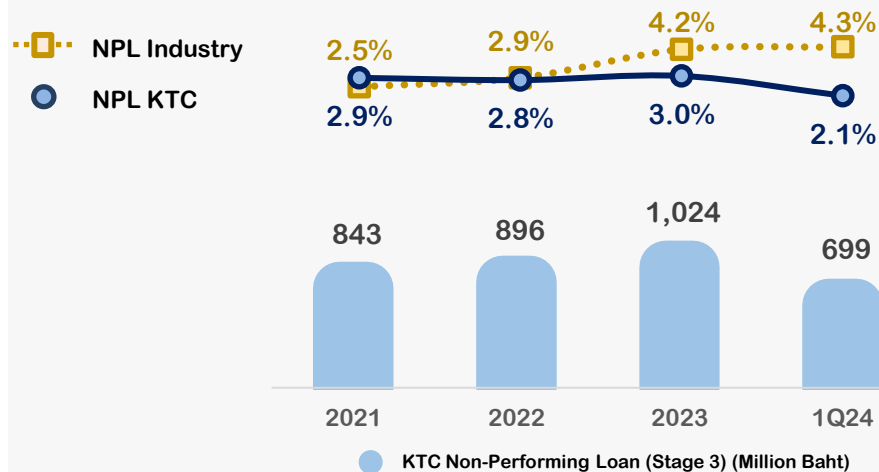


Portfolio Growth



Note: Industry Data, BOT (as of April 19, 2024)

Portfolio Quality

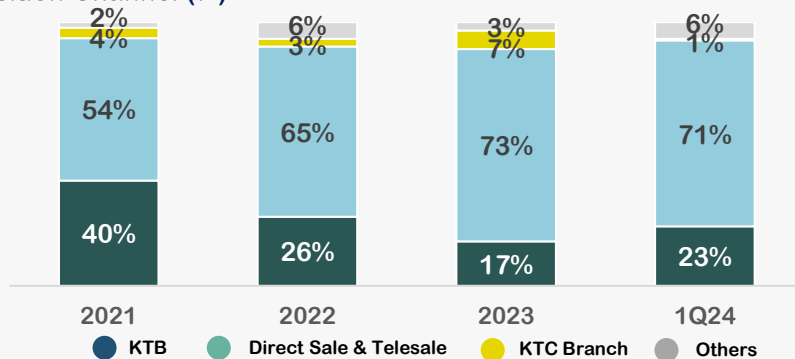


Acquisition Channel

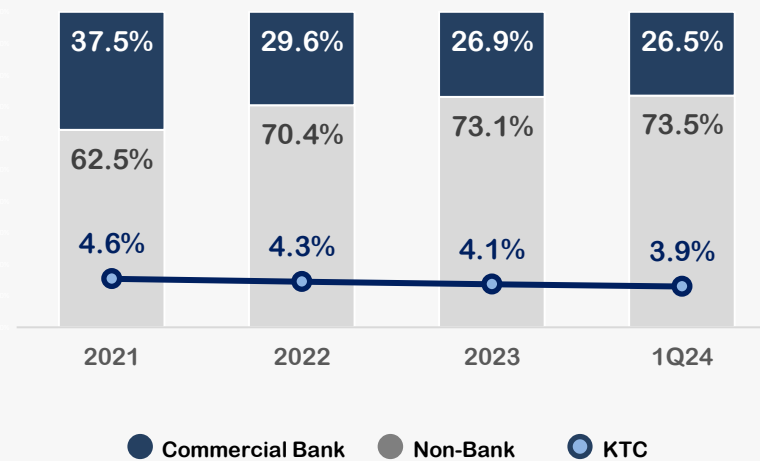
No. of Accounts (Accounts)



Acquisition Channel (%)



Market Share



Overview & Key Highlight

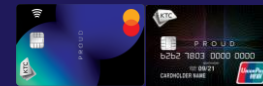
Financial Results

KTC Portfolio Performance

Target vs Actual

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P-Loan Marketing Campaign in 2024



Increase usage of each feature, e.g., Swipe, Transfer, Withdraw, Installment, to make the KTC PROUD portfolio grow.



713,500

KTC PROUD Members

Swipe



Transfer



Withdraw



Installment



1,300 บาท (Max)
 170 บาท (Lazada)
 5% (Max)
 888 บาท (Trip.com)
 600 บาท (u.plan)
 50 บาท (GrabFood)

บัตรกดเงินสด KTC PROUD
วงเงินพร้อมใช้ ดอกเบี้ยต่ำสุด 22% ต่อปี*
เบิกถอนเงินสดออนไลน์ แบบแบ่งชำระรายเดือน
ผ่านแอป KTC Mobile
 *วงเงินอนุมัติสูงสุด 300,000 บาท (สำหรับ 6, 12, 15 เดือน)

ระยะเวลาผ่อนชำระ (เดือน)	6, 12, 15	18, 24, 30, 36	48, 60
ยอดสินเชื่อ (บาท)	10,000 - 29,999	30,000 - 59,999	60,000 - 99,999
อัตราดอกเบี้ย	25%	25%	25%
อัตราดอกเบี้ย	24%	25%	25%
อัตราดอกเบี้ย	23%	24%	24%
อัตราดอกเบี้ย	22%	23%	23%

ดอกเบี้ย 0.67% ไม่ต้องรอถูกขอ!
ลุ้นเคลียร์จำได้ทั้งปี
เคลียร์หนี้ 0.67%

รับคิลด่วน Lazada 100 บาท
ผ่านแอป KTC Mobile

บัตรกดเงินสด KTC PROUD
ผ่อนบ้านสูงสุด 24 เดือน ที่อัตรา 0%

Overview & Key Highlight

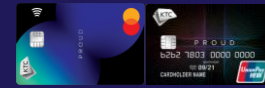
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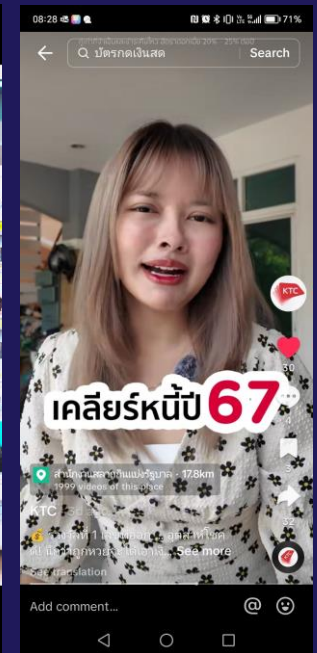
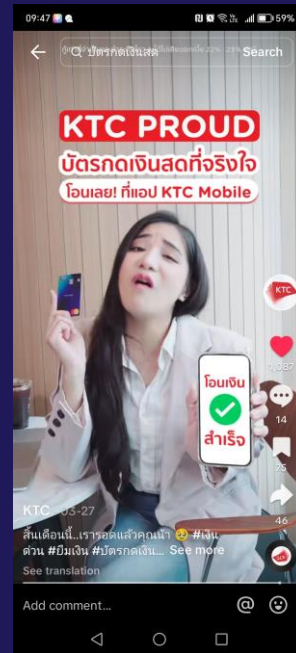
Sustainability

P-Loan Marketing Campaign in 2024



Build Awareness of KTC PROUD cash card on new potential customers and existing customers by;

- Promoting KTC PROUD via social media where members currently spend their time.
- Creating online articles that match the lifestyles of the target audience



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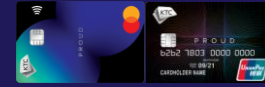
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Responsible Lending Regulation



KTC PROUD has already complied with BOT Responsible Lending Regulation which has been assisted debtors with persistent debt since April 1, 2024

- Aiding revolving PL debtors to repay their loans within 5 years at an interest rate 15% per year.
- Promoting details to create awareness for members who need to relieve their debt.

Overview & Key Highlight

Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability



Mar 15



Mar 23



Mar 28



Apr 8



What's New?



‘Product Refinement’ to capture new customer group & ‘Localized Media’ is utilized to strengthen brand visibility

‘Car for Cash Refinance’ to expand new segment



- **Car for Cash Refinancing will be launched in June-July'24** to capture new segment for those whose car still under finance which represents big segment in the market
- Refinance loan is offered to address customers' needs, offering extra loan, longer term, and lower payment

‘Localized Media’ to strengthen brand visibility



Tuk Tuk Ad



Car Sticker – Krungthai Branch



Tuk Tuk Ad



Car Sticker – Sales Agent



- **Localized media at selective provinces** are selected to promote KTC P Berm brand, aiming at creating awareness and call to action with highlighted message

มีรถ ร้อนเงิน นึกถึง KTC พี่เบิร์ม รถแลกเงิน

Overview & Key Highlight

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'Channel Expansion' by leveraging KTC's partnerships to get lead and create awareness

- On The Spot Media -



Water Bottle Wrap

ป้ายตั้งหน้ารถยนต์เติมน้ำมัน

Standee Lead Referral

- Online Media -



Banner ราคาน้ำมัน / ผลสลากกินแบ่ง

- P Berm 'One Stop Service' -



จุดให้บริการรับสมัครสินเชื่อ

- **Channel expansion and visibility** are defined as one of key success factors which we will be exploring and expanding in 2H24
- **KTC's partnerships** will be leveraged to expand acquisition channel and increase P Berm brand visibility. Strategic partners in auto-related business will be partnering to promote KTC P Berm brand to capture target audience
- **P Berm 'One Stop Service'** will be launched in late Q2'24 at strategic locations to expand coverage, create awareness, and support business growth

AGENDA



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

Overview & Key Highlight

Financial Results

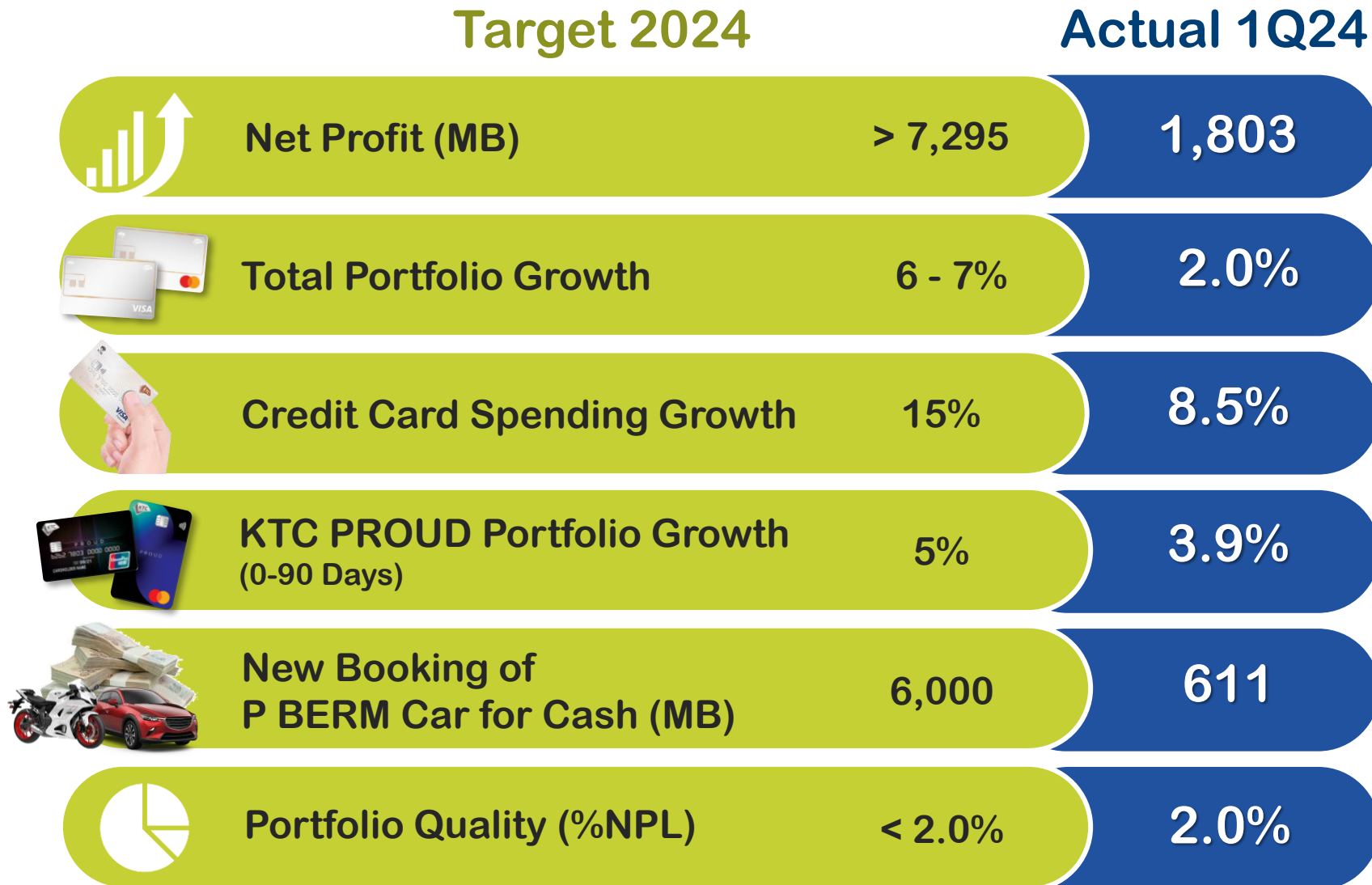
KTC Portfolio Performance

Target vs Actual

Sustainability



Target vs Actual



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Overview & Key Highlight

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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

KTC

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”

Overview & Key Highlight

Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability

National Awards

- SET AAA ESG Ratings 2023** In SETTHSI Index since 2020 & SET ESG Ratings AAA in 2023
- ESG100 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
- CAC** Membership of the Thai Private Sector Collective Action Against Corruption since 2016
- Business + Product Innovation Awards 2024**
- NEWS Compass® Global Award - Distinguished Achievement in Coaching and Mentoring**

International Awards

- Sustainability Yearbook Member** Member of the S&P Global's Sustainability Yearbook 2024
- MSCI ESG RATINGS BBB** MSCI ESG Ratings BBB Since July 2023
- FTSE4Good** FTSE4Good Index since 2021

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World Class Standards

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

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