



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

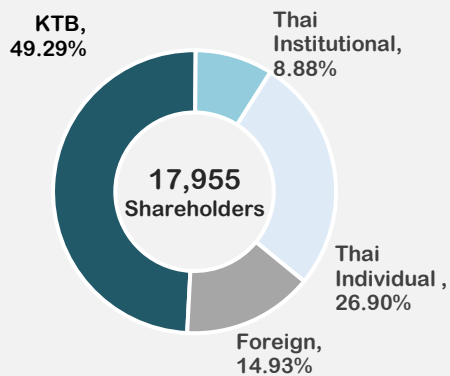


KTC Overview



- 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

Shareholder Structure

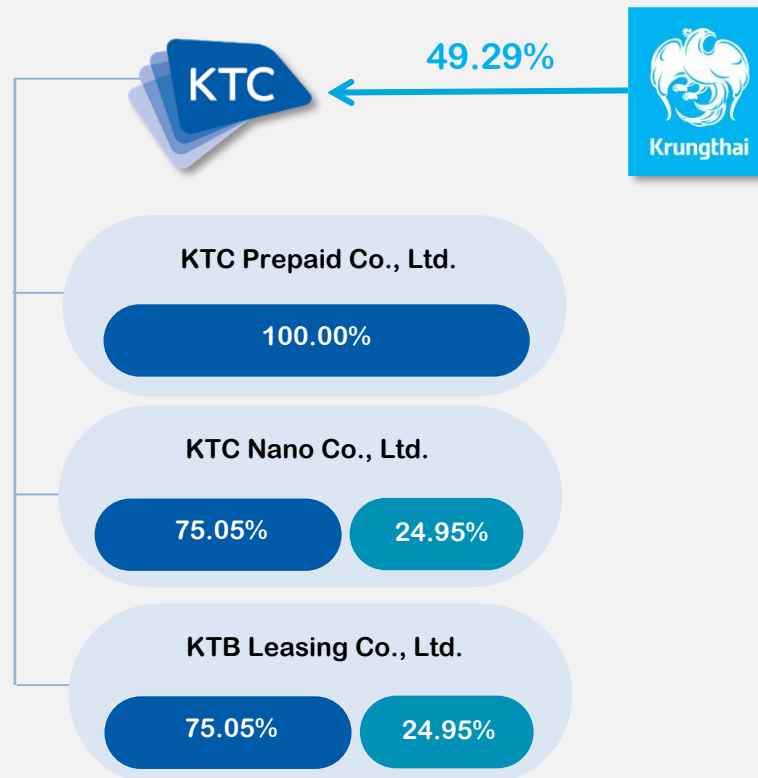


Top 5 Shareholders

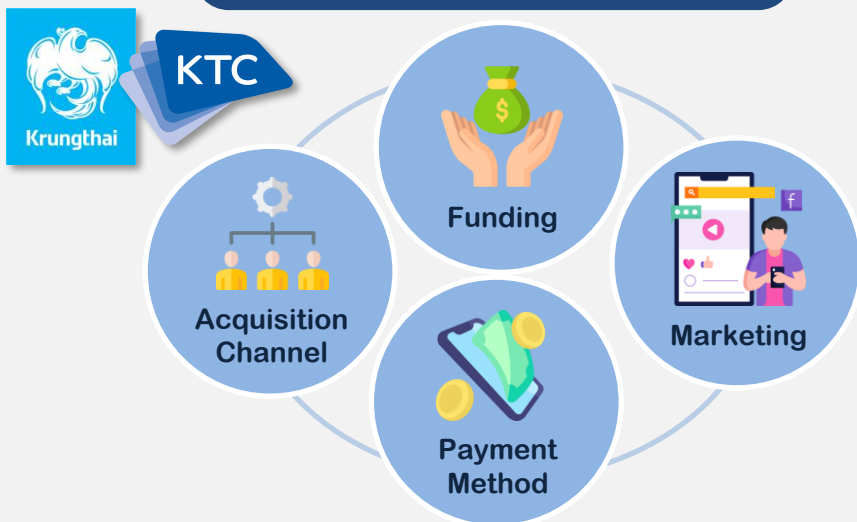
1.	Krungthai Bank Public Company Limited	49.29%
2.	MR. MONGKOL PRAKITCHAIWATTANA	12.65%
3.	MS. CHANTANA JIRATTITEPAT	4.83%
4.	Thai NVDR Company Limited	4.14%
5.	UOB KAY HIAN PTE LTD A/C - RC	4.09%

(As of 30 Sep 2024)

KTC Holding Structure



KTB & KTC Business Synergy



KTB
 KTC

(As of 30 Oct 2024)

Overview & Key Highlights

Financial Results

KTC Portfolio Performance

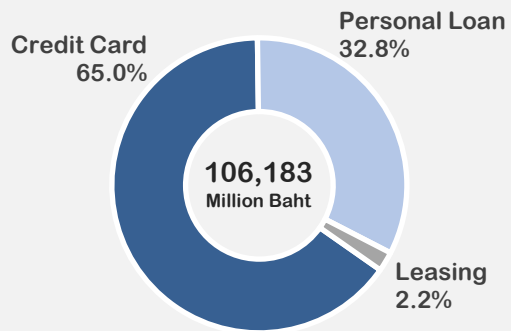
Target vs Actual

Sustainability

Business Structure & BOT Regulations

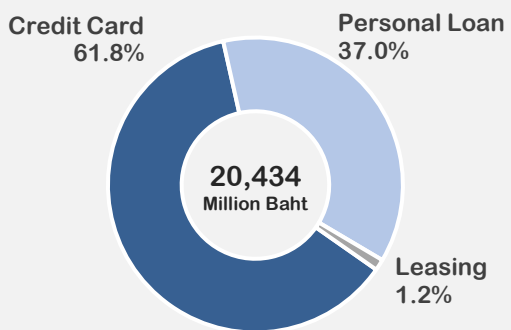


%Total Gross A/R



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

Overview & Key Highlights

Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability

2024 KTC Debt Restructuring & BOT Relief Measures

Assistance Measure	Interest Rate	Period
<p>Credit Card</p> <p>Change to Long Term Personal Loan</p>	15.75% Per Annum	48 Months
<p>KTC PROUD Cash Card</p> <p>Convert Revolving Loan to Term Loan</p>	Based on Current Agreement	60 Months
<p>Severe Persistent Debt</p> <p>Convert Revolving Loan to Term Loan</p> <p>Qualification:</p> <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	60 Months / 84 Months Effective from 1 Jan 2025
<p>KTC Fixed Loan</p> <p>Lower Installment by 30%</p>	Based on Current Agreement	3 Billing Cycles
<p>P BERM Car for Cash (Car & Big Bike)</p> <p>Lower Installment by 30%</p>	Based on Current Agreement	3 Billing Cycles
<p>Extend Payment Term</p>	Based on Current Agreement	60 / 72 / 84 Months
<p>P BERM Car for Cash (MotorBike)</p> <p>Convert Revolving Loan to Term Loan</p>	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.



- 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

Source: KTC Product Disclosure Table, KTC Official Website as of 16 Jul 2024, BOT Relief Measure (Revised) Announcement on 2 Aug 2024

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

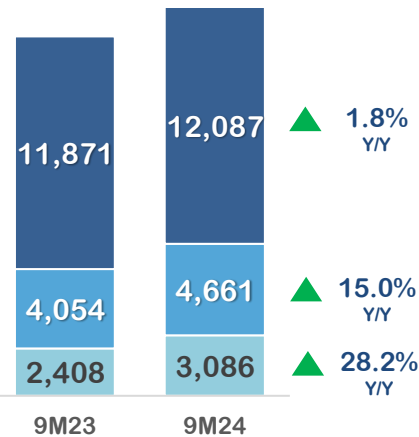
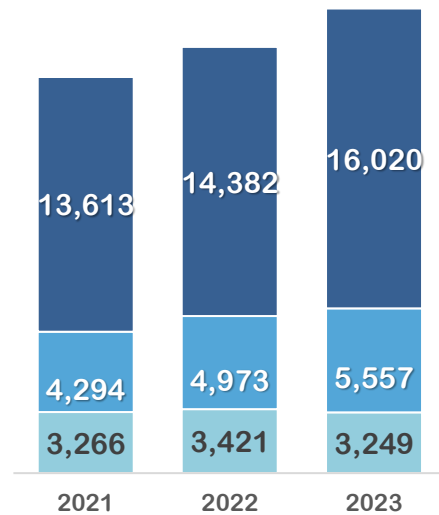


Total Revenue 20,434
Million Baht



8.9%
(YoY)

Total Revenue
Unit: MB



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

Note: Based on Consolidated Financial Statement

Total Expense 13,524
Million Baht



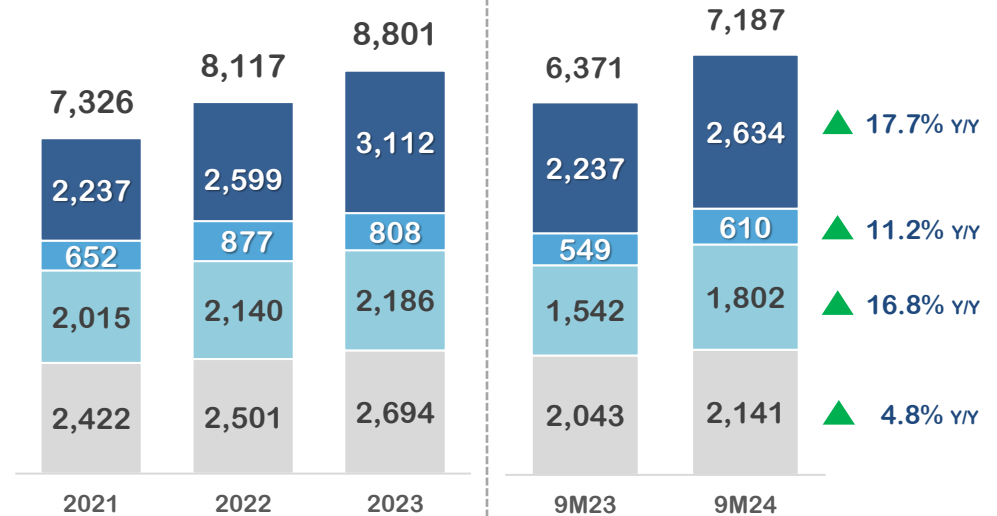
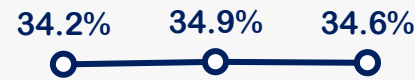
13.6%
(YoY)

Total Operating Expense 7,187
Million Baht



12.8%
(YoY)

Cost to Income Ratio



● 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

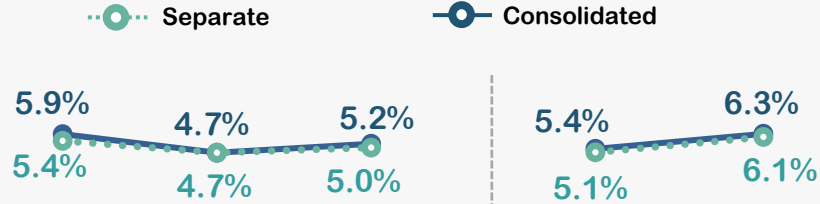
Sustainability

Expected Credit Loss



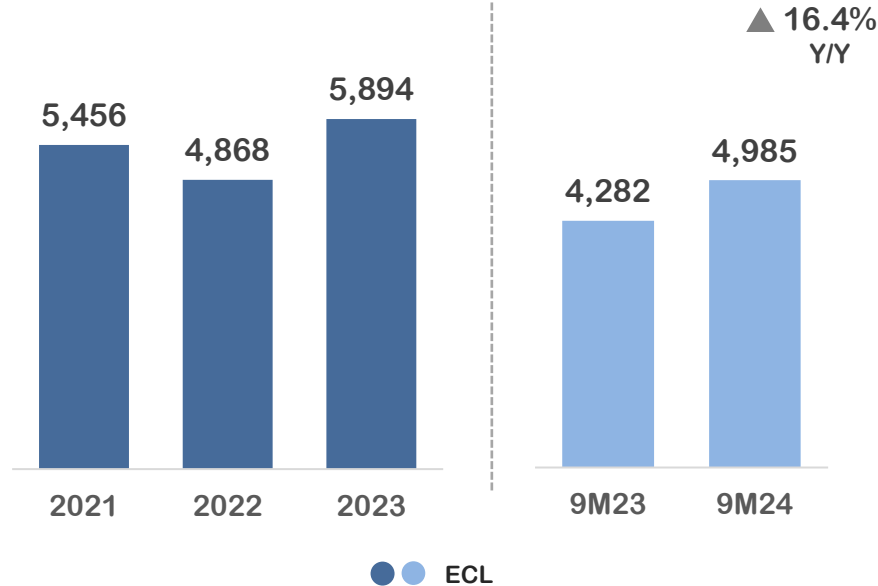
Expected Credit Loss

Credit Cost (Total ECL to Total Loan)



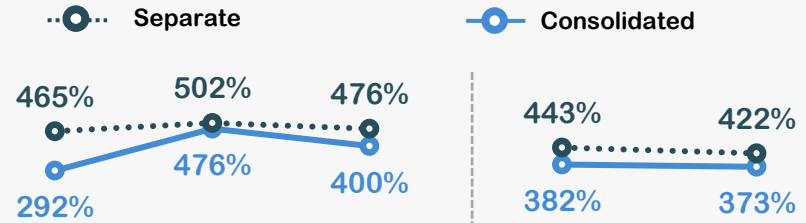
Total Expected Credit Loss

Unit: MB



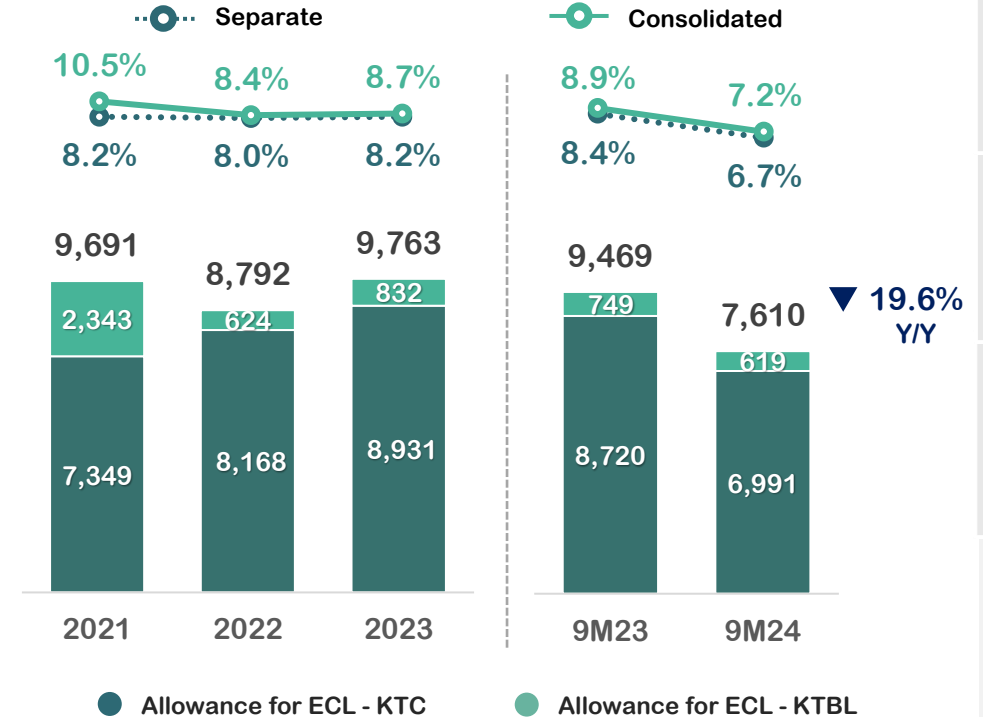
Allowance for Expected Credit Loss

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

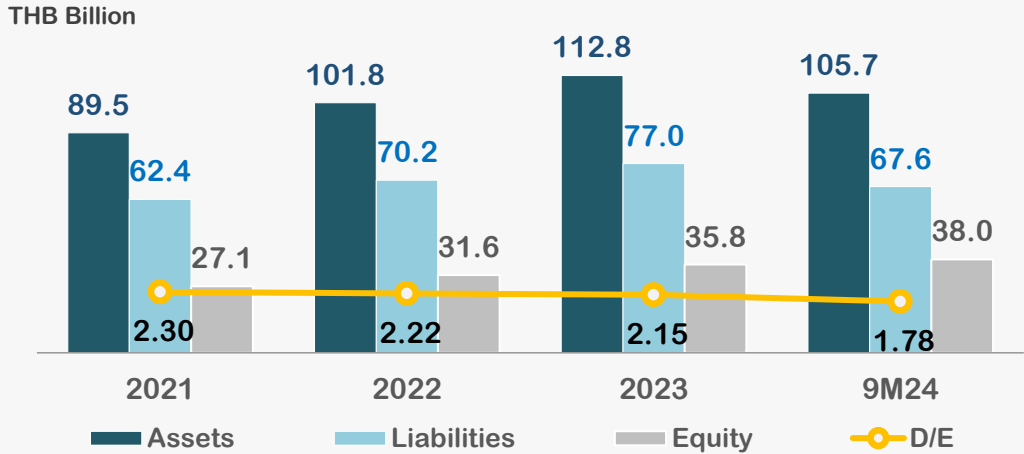
Target vs Actual

Sustainability

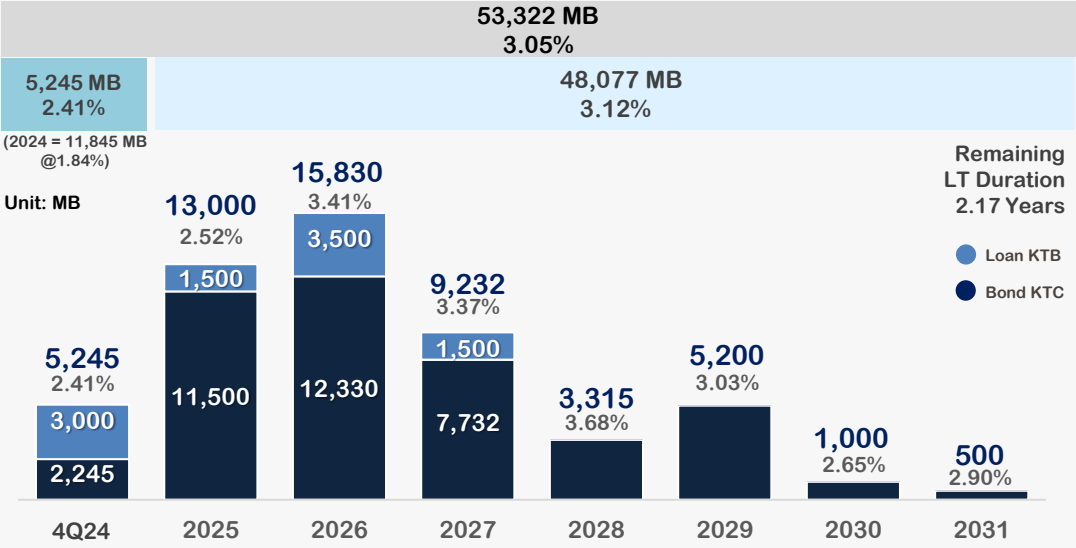
Balance Sheet and Source of Fund



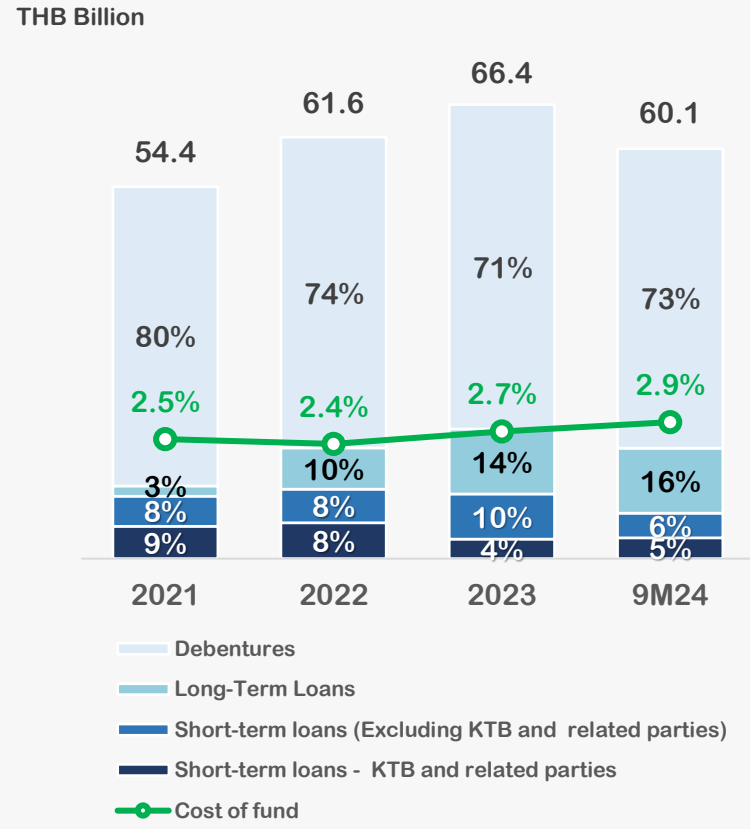
Balance Sheet Highlight



Maturity Profile



Interest Bearing Debt (Original Term)



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

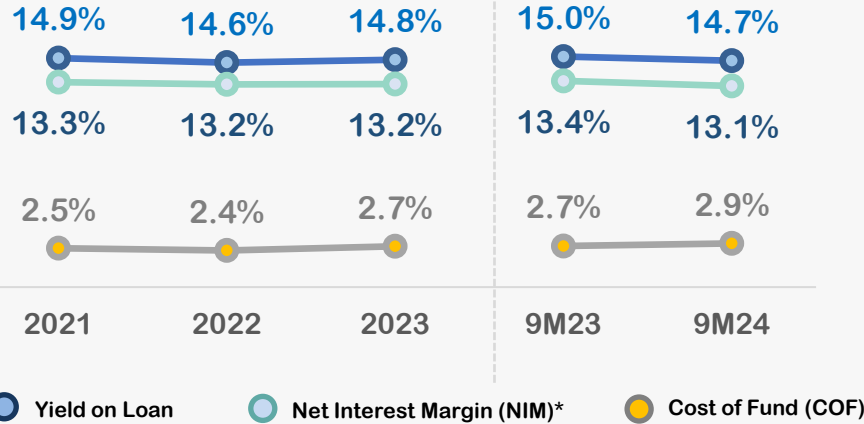
KTC rating AA- by **TRIS RATING**

Overview & Key Highlights
 Financial Results
 KTC Portfolio Performance
 Target vs Actual
 Sustainability

Profitability Ratio

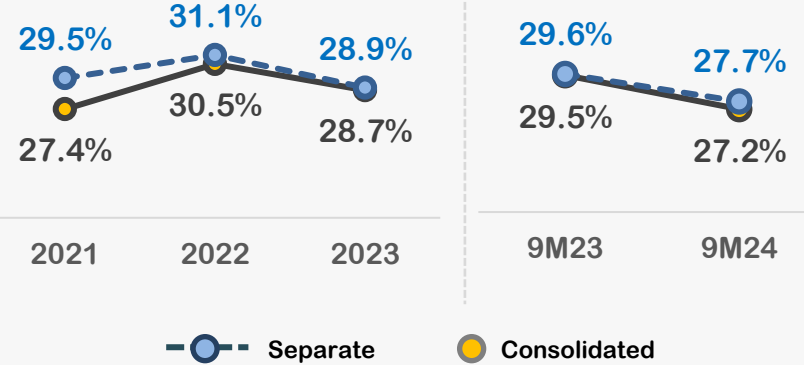


Yield on Loan & NIM & COF

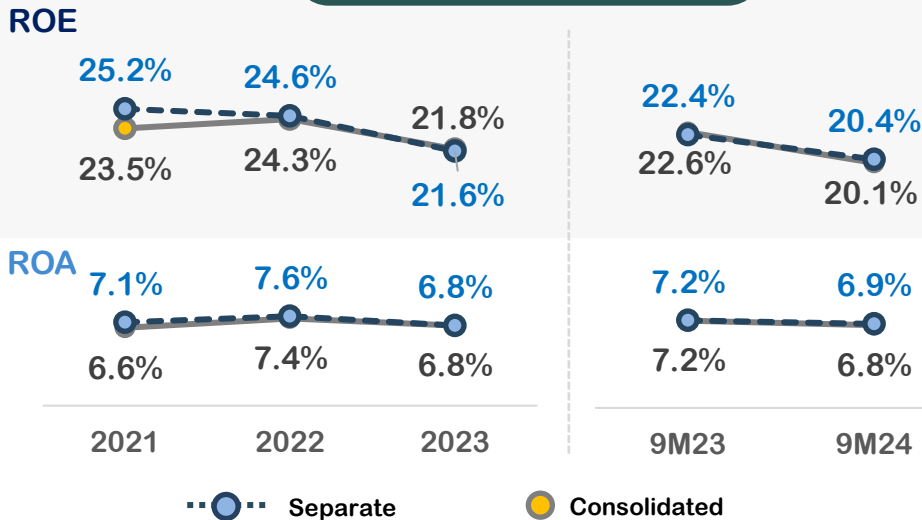


*Net Interest Margin (NIM) = (Interest Income (Inc. Credit Usage) - Financial Expense) / Average Gross Receivables

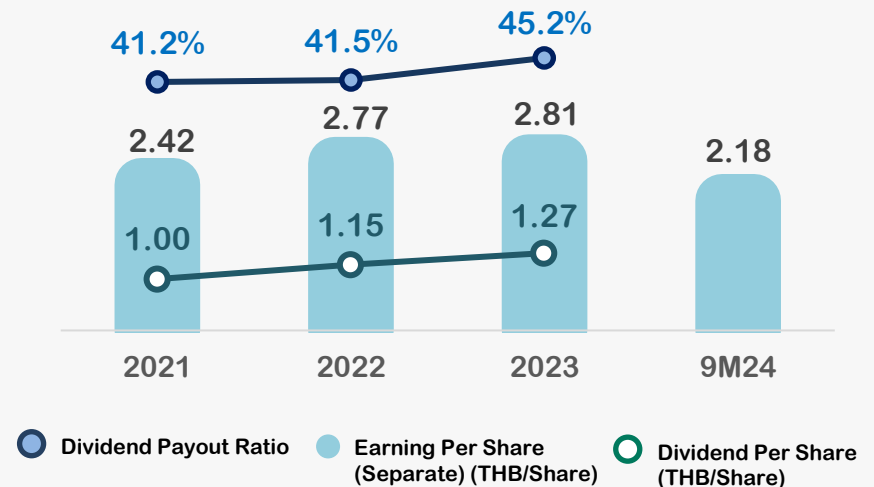
Net Profit Margin



ROE & ROA



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

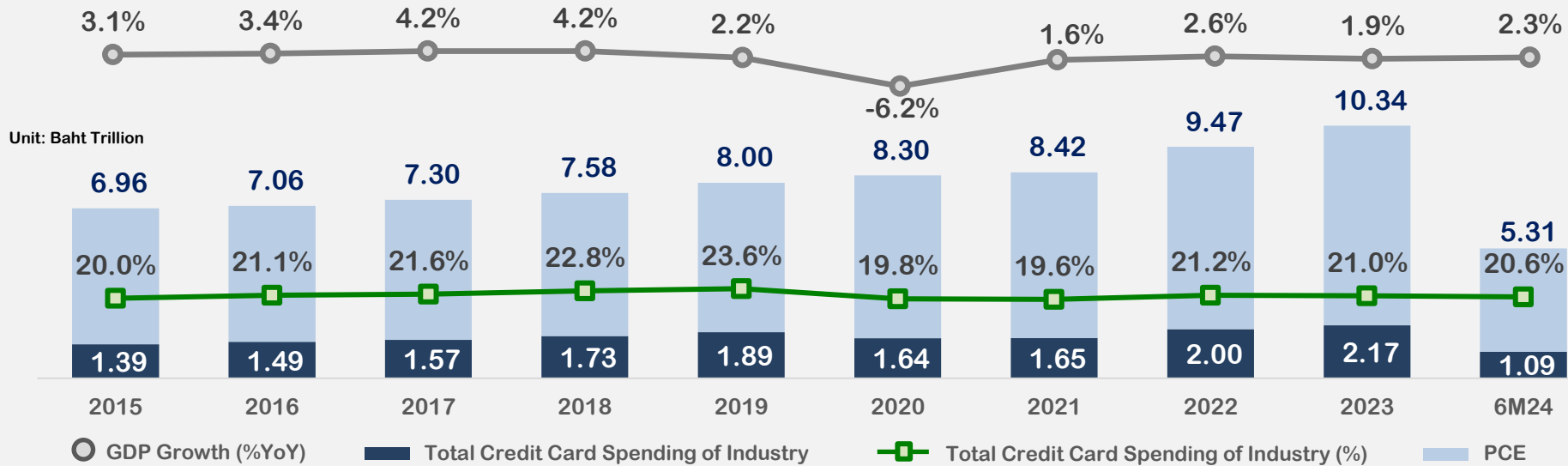
Sustainability



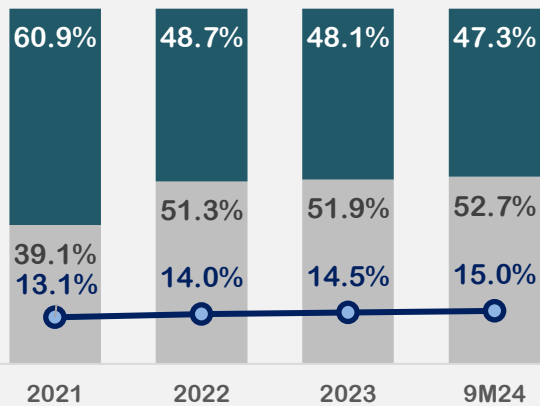
Credit Card Industry & Market Share



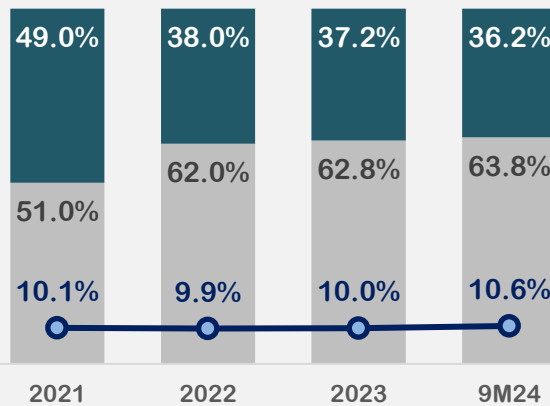
Credit Card Penetration



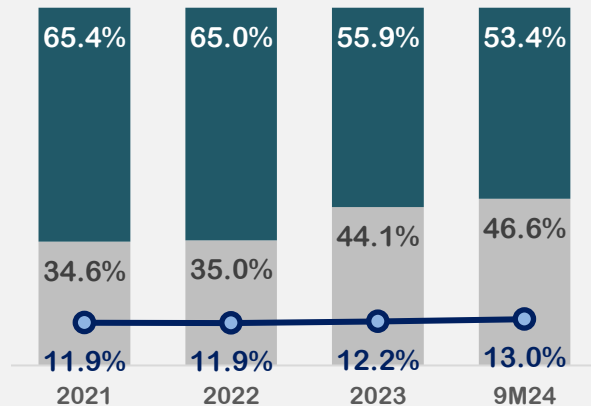
Credit Card Portfolio



No. of Credit Cards



Credit Card Spending



● Commercial Bank ● Non-Bank ● KTC

Overview & Key Highlights

Financial Results

KTC Portfolio Performance

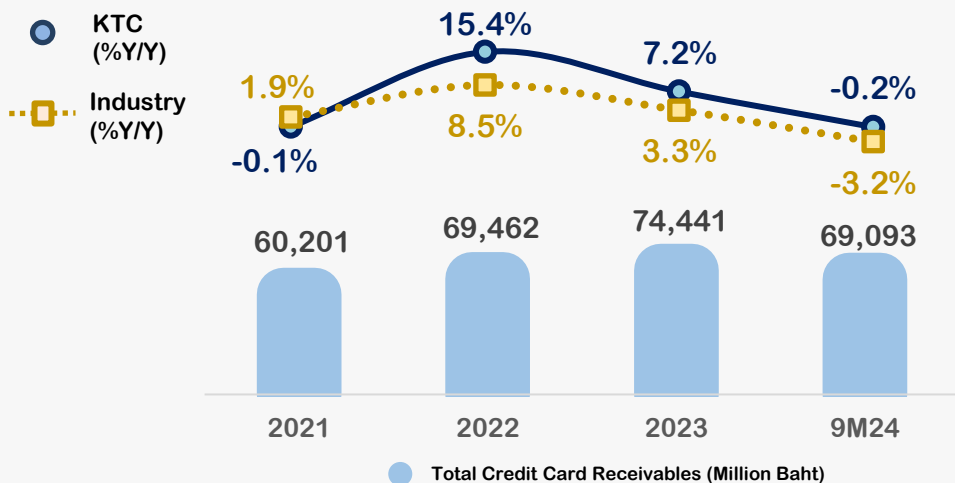
Target vs Actual

Sustainability

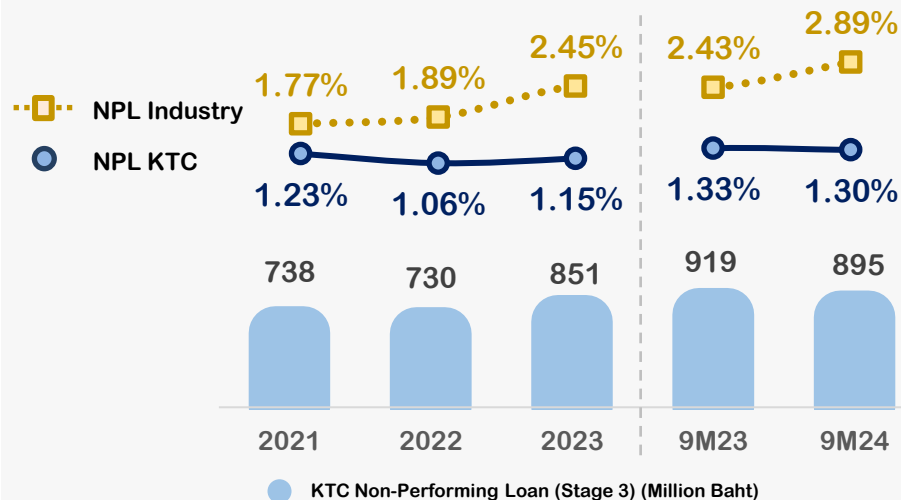
Credit Card Performance



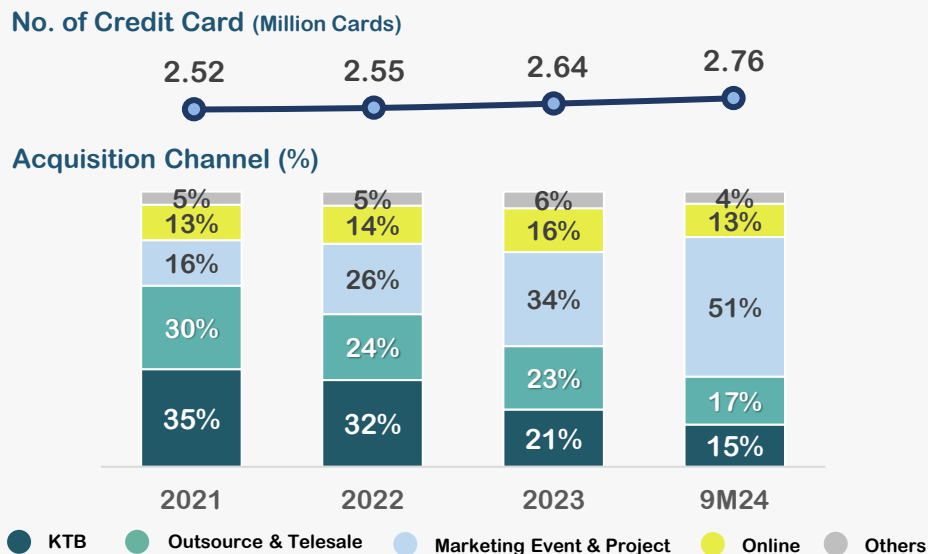
Portfolio Growth



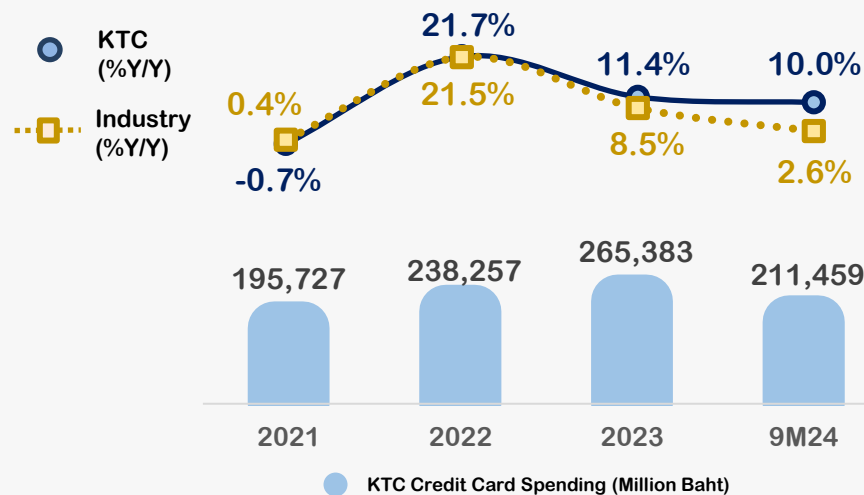
Portfolio Quality



Acquisition Channel



Card Spending



Overview & Key Highlights

Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability

Credit Card Marketing: Year-end 2024 Activities



- Drive Year-End Spending: Offer 0% installments on both first-year and renewal insurance premiums, plus exclusive benefits for Thai-ESG mutual funds to maximize tax savings.
- Celebrate the Festive Season: Redeem high-value FOREVER points with leading shopping and dining partners.
- Boost Travel: Launch a "Travel Super Deal" campaign to drive year-end tourism across online and offline channels.
- Enhance Acquisition: Expand e-application channels through strategic partnerships (Bangchak) to attract and onboard new customers.

Overview & Key Highlight

Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability

จ่ายเบียดประกันชีวิต และประกันภัย
ผ่านบัตรเครดิต KTC ทั้ง ปีแรก และ ปีต่อ

ผ่อนนานสูงสุด 10 เดือน
ทำได้ 2 วิธี

1 ใช้คะแนน KTC FOREVER แลกรับสิทธิผ่อน 0%* นานสูงสุด 10 เดือน โทร 02 123 5650

2 เปลี่ยนยอดรูดเต็มให้เป็นผ่อนด้วยตัวเอง นานสูงสุด 10 เดือน**

เพียงทำรายการผ่านแอป KTC Mobile

*อัตราดอกเบี้ย 0% เมื่อชำระยอดผ่อนตามที่เรียกเก็บรายเดือน ภายในวันครบกำหนดชำระ

**ดอกเบี้ย 0.74% เหนือค่าดอกเบี้ย Effective Rate ไม่เกิน 16% ต่อปี

1 ม.ค. 67 - 31 ส.ค. 67 รายละเอียดเพิ่มเติม

เริ่มวางแผนลดหย่อนภาษี ไม่ต้องรอสิ้นปี

กับกองทุน SSF/RMF และกองทุน ThaiESG ใช้สิทธิลดหย่อนภาษีได้

ชำระผ่านบัตรเครดิต KTC

รับ **100 บาท** หน่วยลงทุน

เปิดใช้งาน KTC FOREVER ทุก 1,000 หน่วย หน่วยละ 100 บาท

แลกคะแนน รับส่วนลดเพิ่มสูงสุด **20%**

1 ม.ค. 67 - 15 ธ.ค. 68

BLUPOINT CENTRAL EMPORIUM EM QUARTIER EMSPHERE ICONSIAM

M Paragon ROBINSON SIAM DISCOVERY SIAM Takashimaya THE MALL

KING POWER UNI QLO CLUB 21 Tops Tops Tops

TRAVEL SUPER DEAL

โปรแรง แซงทุกดีล

จองเที่ยวคุ้ม x3

ใช้บัตรเครดิต KTC

บัตรเครดิต KTC

คะแนนน้อย แลกลด **บุฟเฟ่ต์**

Sui Sian The Landmark Bangkok Hotel

บัตรเงินสด KTC VISA

A La Carte, Set Menu และ บุฟเฟ่ต์จีนเช้า นีกลาวัน

รับส่วนลดสูงสุด **25%** เริ่ม 773 บาท/สัปดาห์

เติมน้ำมันทุกหยด โดคินทุกครั้ง

เติมบัตรเงินสด KTC - BANGCHAK

เมื่อสมัครตอนใหม่ด้วยบัตรเครดิต

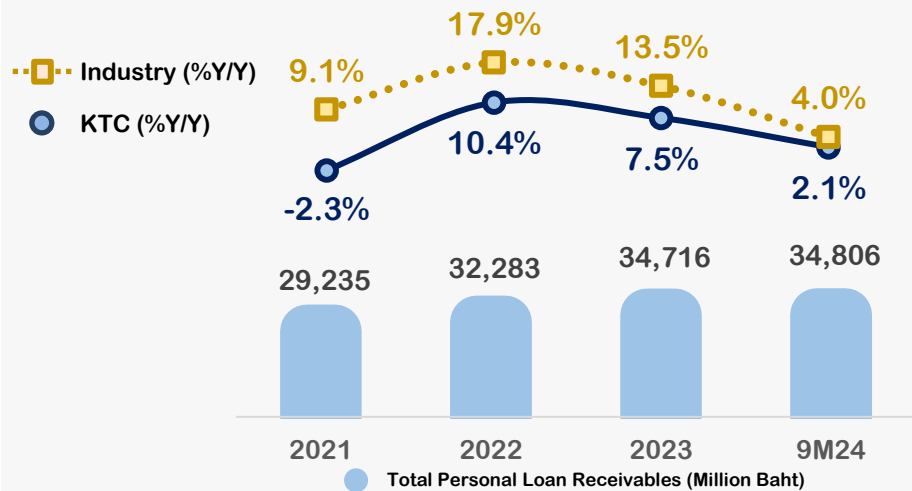
รับ e-Coupon ส่วนลดเติมน้ำมัน 600 บาท*

รับเครดิตเงินคืน 1% ทุกเดือน**

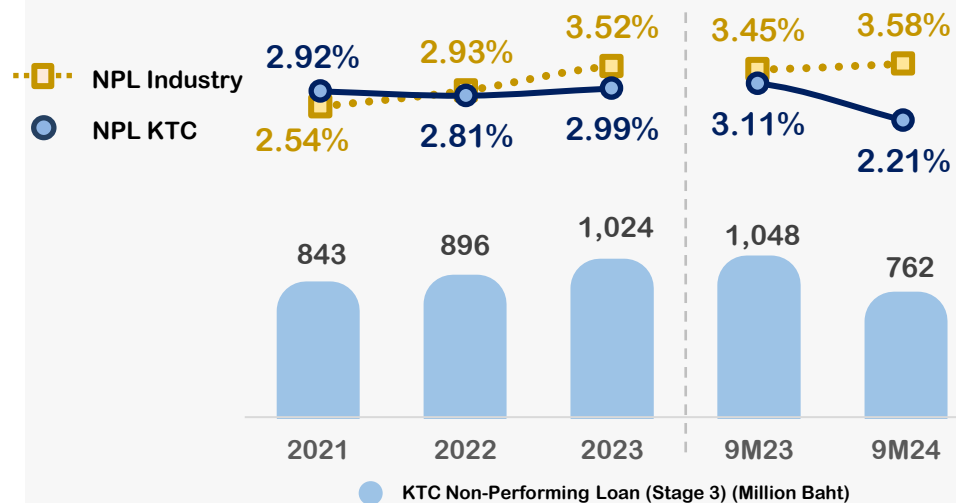
Personal Loan Performance



Portfolio Growth

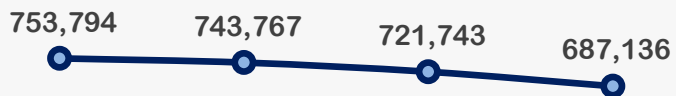


Portfolio Quality

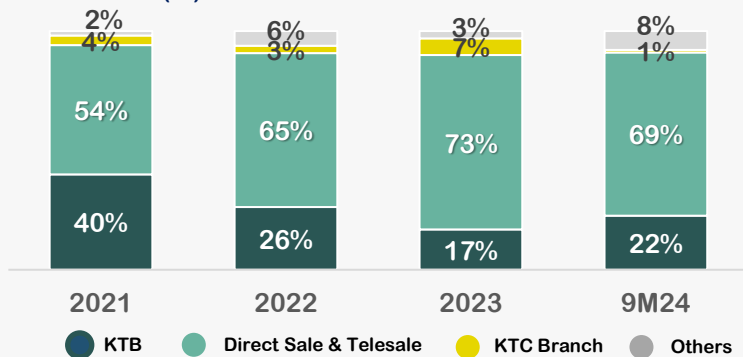


Acquisition Channel

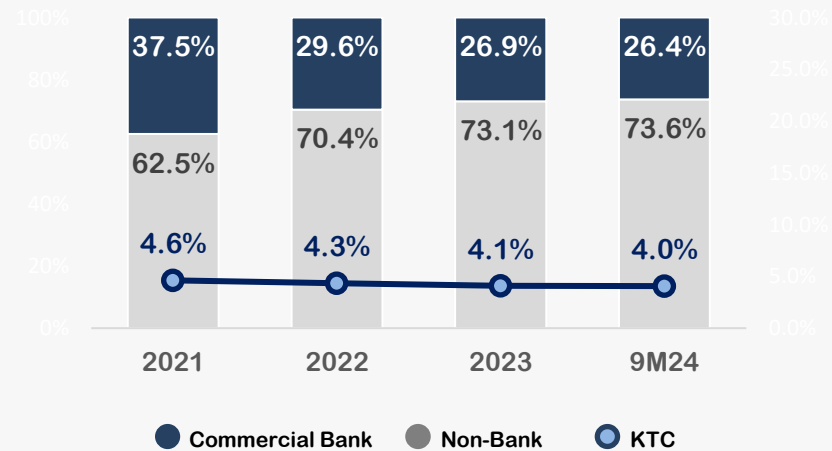
No. of Accounts (Accounts)



Acquisition Channel (%)



Market Share



Overview & Key Highlights

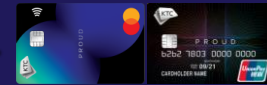
Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability

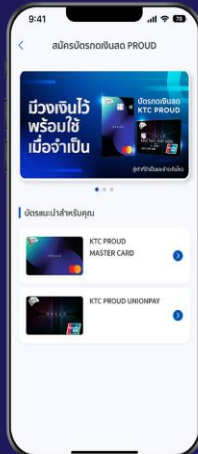
KTC PROUD Acquisition Campaign in Q4/2024



Quick Approval

Deliver good experience for customer who need loans during the festival with a quick approval process in 30 mins

E-Application, Self-Service



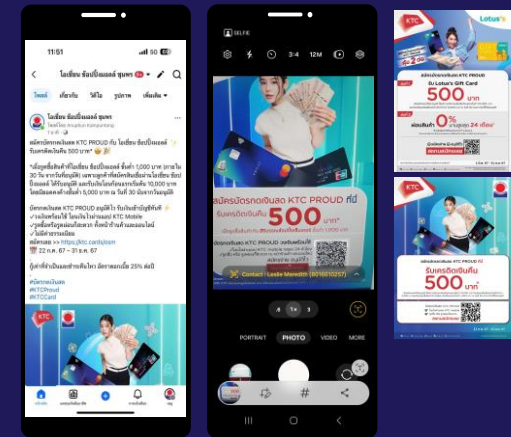
Special Offering

Offer special interest rate promotion at 19.99% p.a. to the customer who draw in seasonal period



Explored New Channel

new acquisition channels by leveraging credit card KTC key partners



Overview & Key Highlight

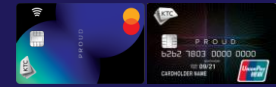
Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability

KTC PROUD Usage Campaign in Q4/2024



Promote various offerings to enlarge KTC PROUD portfolio in the festival period



669,334
KTC PROUD Members



Offer value with necessity deals in need for **everyday usage**

Swipe



Promote key benefit of **readiness usage** for online cash WD on KTC Mobile

Transfer



Withdraw



Reward loyal customers with encourage for **payment disciplinary**

Installment



Search for deals which match the **seasonal demand**



Overview & Key Highlight

Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability



What's New?



Overview & Key Highlight

Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability

'Special Promotion & Privileges for KTC P BERM Customers' KTC พี่เบิร์ม พร้อมดูแล... เติมกำลังใจให้คนไม่ท้อ

'Acquisition Campaign'

NEW

**รับฟรี
บัตรเติมน้ำมัน
500 บาท**

เมื่อมียอดสิ้นเชื่อที่ได้รับอนุมัติ และมีเงินโอนเข้าบัญชี ตั้งแต่ 350,000 บาทขึ้นไป และต้องมียอดคงค้างสิ้นรอบบัญชีที่ 4 ต้องไม่ต่ำกว่า 75% ของยอดสิ้นเชื่อที่ได้รับอนุมัติ

1 ธ.ค. 2567 – 28 ก.พ. 2568

'Special Privileges for Existing Customers'

PRIVILEGE

ล้างรถ **ลด 50%** ล้างรถ **ลด 50%** BUY GET FREE

& MORE to come...

Special promotion and privileges will be curated and offered to both new and existing KTC P Berm customers as a NY2025 gift. The first phase campaigns which tie with auto-related business will be launched in December 2024 to capture festive season and will be lasted for the next 3 months.

'Brand Visibility' @Krungthai Channel

OOH Media



Online

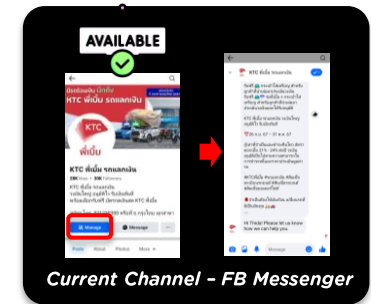


Krungthai bank media is leveraged to increase P Berm brand visibility, employing both online, on-spot, and OOH media to ensure KTC พี่เบิ้ม brand visibility.

New Chat Channel



- 🗨️ สอบถามข้อมูล
- 💰 ประเมินวงเงินเบื้องต้น
- 📅 นัดหมายขอสินเชื่อ



Current Channel - FB Messenger

Line Official Account (Line OA) will be utilized as a new chat channel for more efficiency and better customer experience. <Available Dec'24 onwards>

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Overview & Key Highlights

Financial Results

KTC Portfolio Performance

Target vs Actual

Sustainability



Target vs Actual

Target 2024

Actual 9M24





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

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- 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

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 installation 0% up to 10 months

“Environmentally Friendly”

Overview & Key Highlights

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National Awards

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

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

ESG100 2024 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 Reinforcing Dedication to Sustainable ESG Practices

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

International Awards

Sustainability Yearbook Member S&P Global Corporate Sustainability Assessment (CSA) Score 2023

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

FTSE4Good FTSE4Good Index since 2021

MSCI ESG RATINGS BBB 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

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**

bsi PCI DSS Payment Card Industry Data Security Standard CERTIFIED **PCI DSS Version 3.2.1-Acquiring Service**

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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)

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Thai Version



English Version

THANK YOU

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