



KTC PERFORMANCE Y2024



AGENDA



1 | KTC Overview & Key Highlights

2 | Financial Results

3 | Consumer Finance Industry & KTC Portfolio Performance

4 | Target 2025

5 | KTC Sustainability

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target
2025

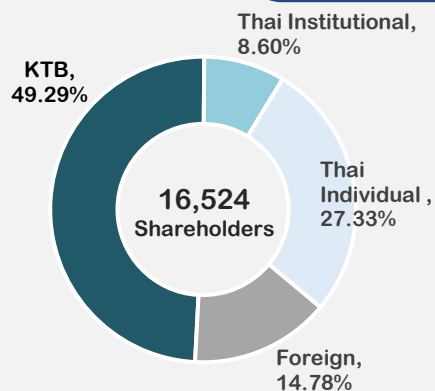
Sustainability



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

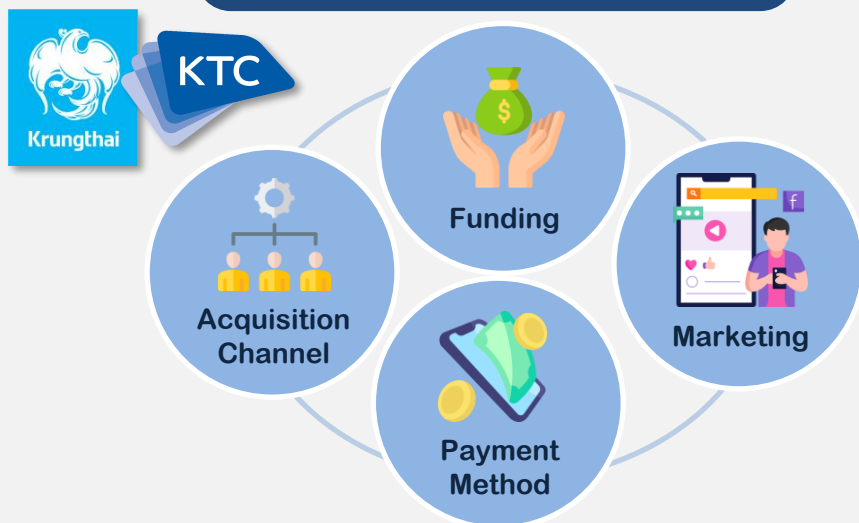


Top 5 Shareholders

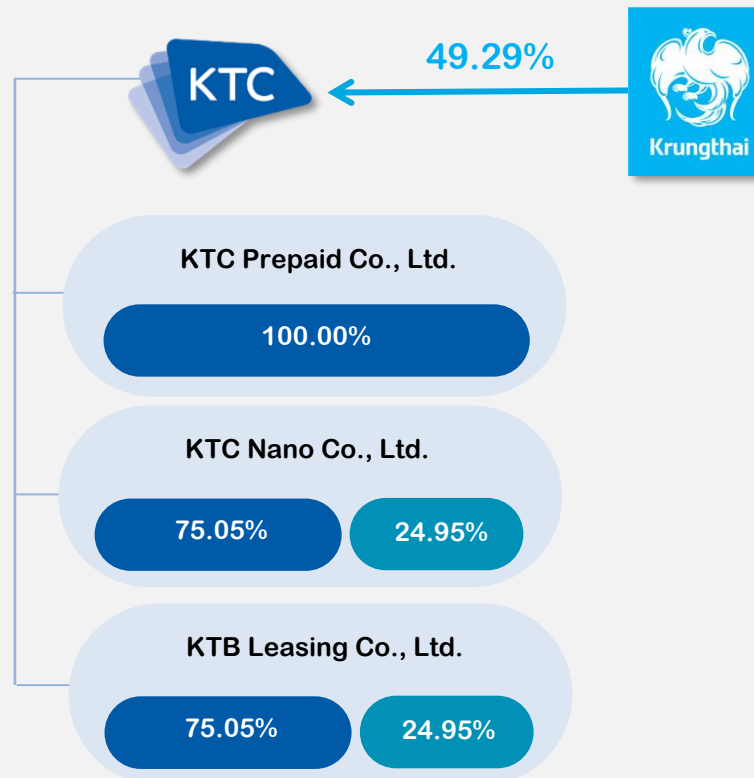
1.	Krungthai Bank Public Company Limited	49.29%
2.	MR. MONGKOL PRAKITCHAIWATTANA	12.94%
3.	MS. CHANTANA JIRATTITEPAT	4.87%
4.	Thai NVDR Company Limited	4.24%
5.	UOB KAY HIAN PTE LTD A/C - RC	4.09%

(As of 31 Dec 2024)

KTB & KTC Business Synergy



KTC Holding Structure



KTB
KTC

(As of 31 Dec 2024)

Overview & Key Highlights

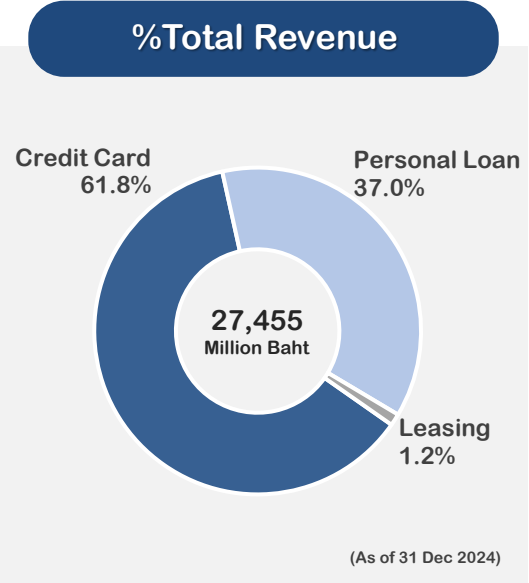
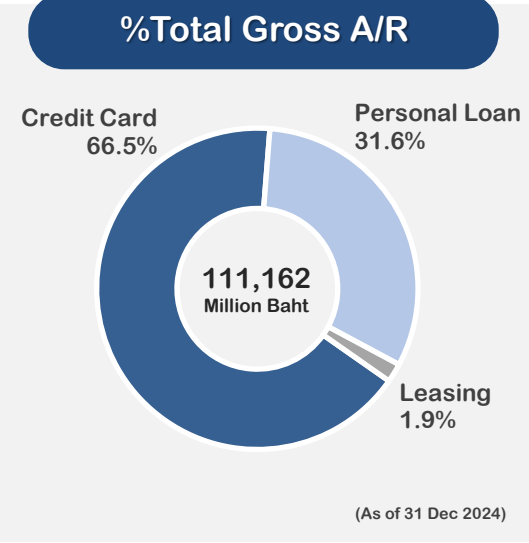
Financial Results

KTC Portfolio Performance

Target 2025

Sustainability

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%	New Car 10% Used Car 15% New & Used Motorcycle 23%
Rate Cap History	 Apr-04 Jul-07 Sep-17 Aug-20	 Jul-05 Aug-20	 Jan-19 Aug-20	 New Car Used Car Motorcycle

Overview & Key Highlights
Financial Results
KTC Portfolio Performance
Target 2025
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	15% Per Annum	60 Months / 84 Months
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

Qualification:

- Not categorized as NPL
- Paid interest more than principal over the past 5 years
- Monthly Income <20K THB

Debtors can still utilize the available credit limit (Determined on a case-by-case basis)

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

BOT Program “You Fight, We Help”



Measure 1

“Direct Payment, Retain Assets”

- Reducing the installment payments for a period of 3 years, with the debtors paying a minimum of 50%, 70% and 90% of the original installment payment in years 1, 2 and 3 respectively, with all installment payments being used to reduce the principal
- Suspending interest for a period of 3 years, with all suspended interest waived if the debtors comply with the conditions throughout the 3-year period under the measure.



Motorcycle hire purchase / motorcycle title loan debtors with a total credit line of up to 50,000 baht



Car hire purchase / car title loan debtors with a total credit line of up to 800,000 baht



Measure 2

“Pay, Close, Finish”

- Help retail debtors with low bad debts change their debt status from bad debt to debt closure faster



- Individual debtors with a non-performing loan status of more than 90 days (NPL) as of October 31, 2024.



Have a debt burden per account not exceeding 5,000 baht, regardless of the loan type (can participate in the measure with more than 1 account)

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target
2025

Sustainability

Key Highlights Y2024



Total Revenue

27,456 MB

▲ 8.0% (YoY)

Net Profit

7,437 MB

▲ 1.9% (YoY)



Total Portfolio
(Gross A/R)

111,162 MB

▼ 1.1% (YoY)



Credit Card

73,954 MB

▼ 0.7% (YoY)



Personal Loans

35,096 MB

▲ 1.1% (YoY)



Leasing

2,112 MB

▼ 33.8% (YoY)

Credit Card Spending

292,146 MB

▲ 10.1% (YoY)

Net Interest Margin

12.9%

Total NPL

1.64%
(Separate)

1.95%
(Consolidated)

NPL Coverage Ratio

413.3%
(Separate)

369.3%
(Consolidated)

Robust Business Franchise

Continuous Net Profit Expansion
and Spending Growth

Exemplary Asset Quality
Management with Industry-Leading
NPL Ratio

Stronghold Balance Sheet to
Withstand Uncertainties

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target
2025

Sustainability

AGENDA



Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target
2025

Sustainability

1 | KTC Overview & Key Highlights

2 | **Financial Results**

3 | Consumer Finance Industry &
KTC Portfolio Performance

4 | Target 2025

5 | KTC Sustainability



Financial Result Y2024

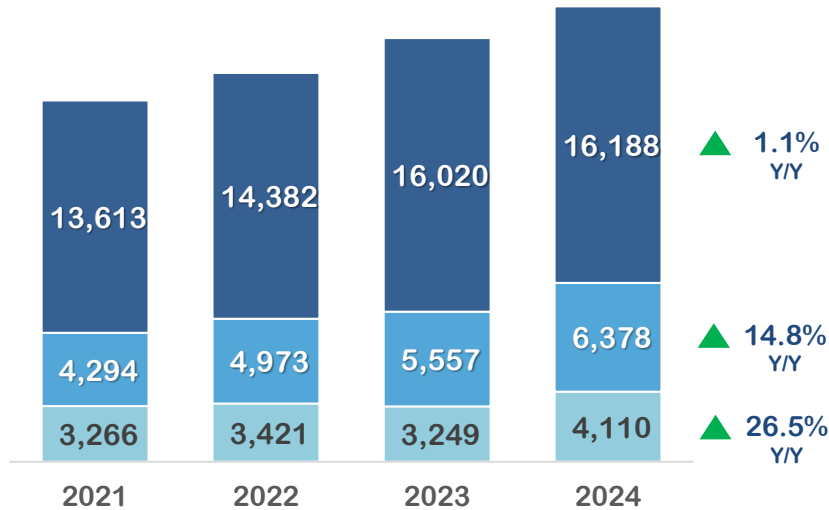


Total Revenue 27,456
Million Baht



8.0%
(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 18,190
Million Baht



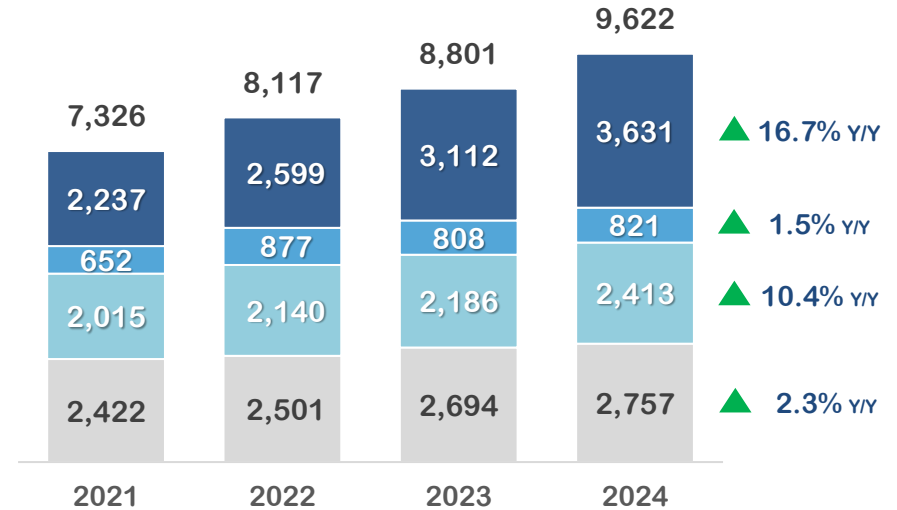
10.9%
(YoY)

Total Operating Expense 9,622
Million Baht



9.3%
(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
2025

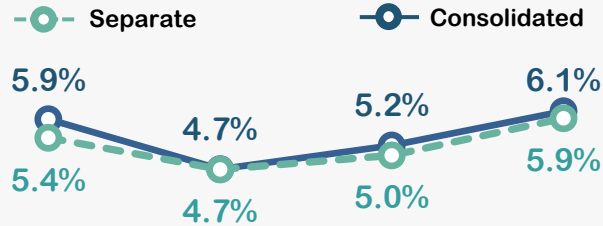
Sustainability

Expected Credit Loss



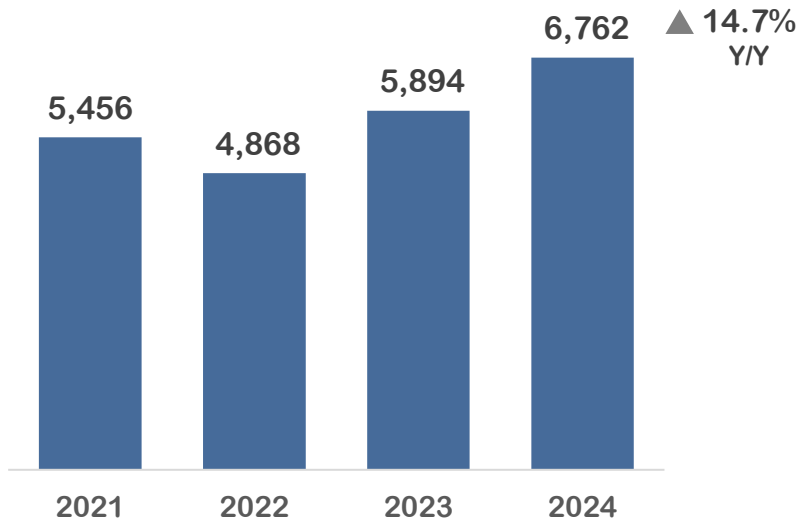
Expected Credit Loss

Credit Cost (Total ECL to Total Loan)



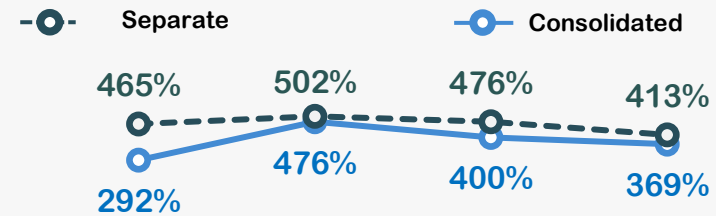
Total Expected Credit Loss

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
2025

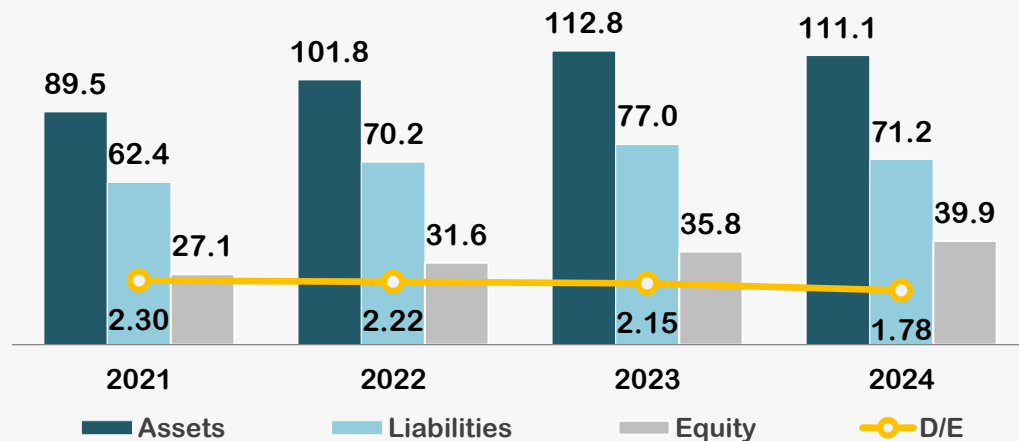
Sustainability

Balance Sheet and Source of Fund

KTC

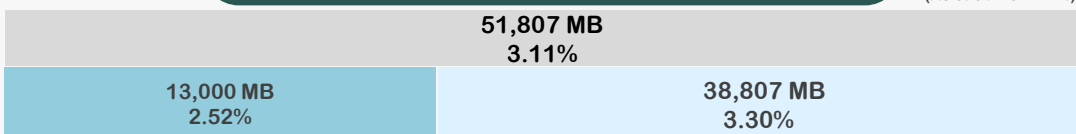
Balance Sheet Highlight

THB Billion

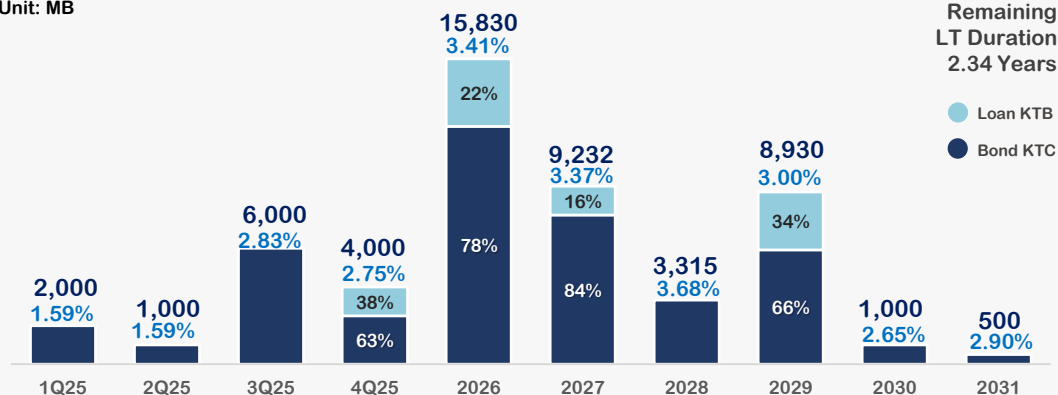


Maturity Profile

(As of 31 Dec 2024)



Unit: MB



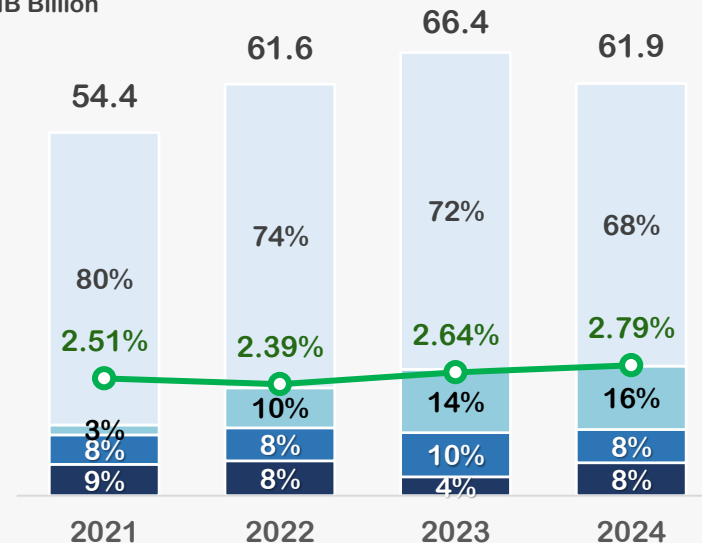
Remaining LT Duration 2.34 Years

Loan KTB
Bond KTC

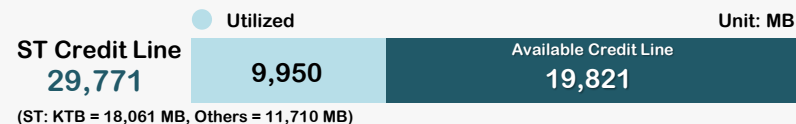
Interest Bearing Debt

(Original Term)

THB Billion



Debt
Long-Term Loans
Short-term loans (Excluding KTB and related parties)
Short-term loans - KTB and related parties
Cost of fund



(ST: KTB = 18,061 MB, Others = 11,710 MB)



KTC rating AA- by



A Strategic Partner of TRIS Rating

Overview & Key Highlights

Financial Results

KTC Portfolio Performance

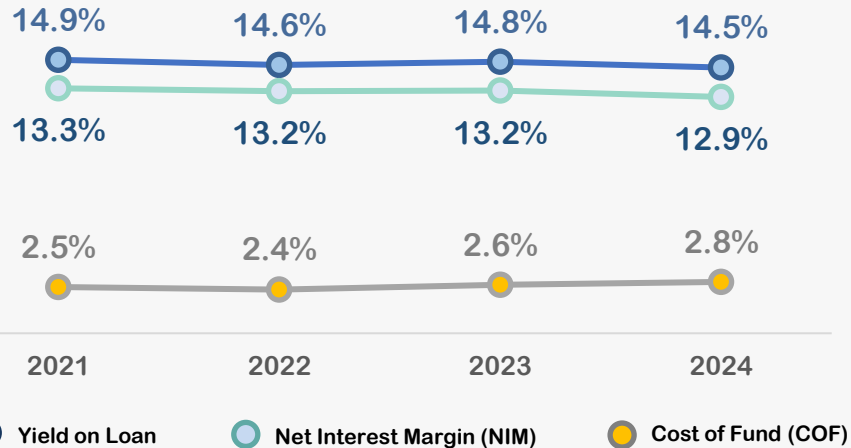
Target 2025

Sustainability

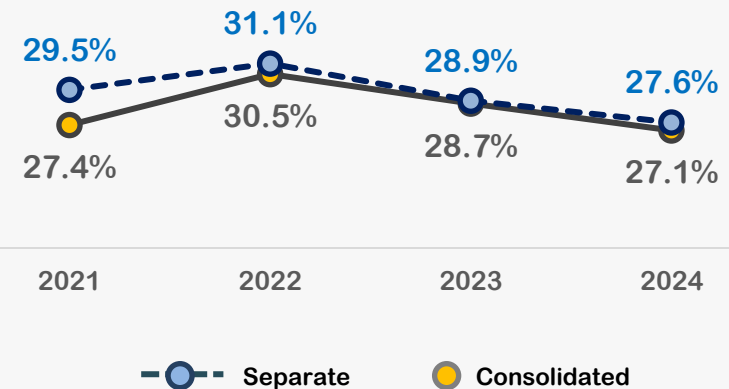
Profitability Ratio

KTC

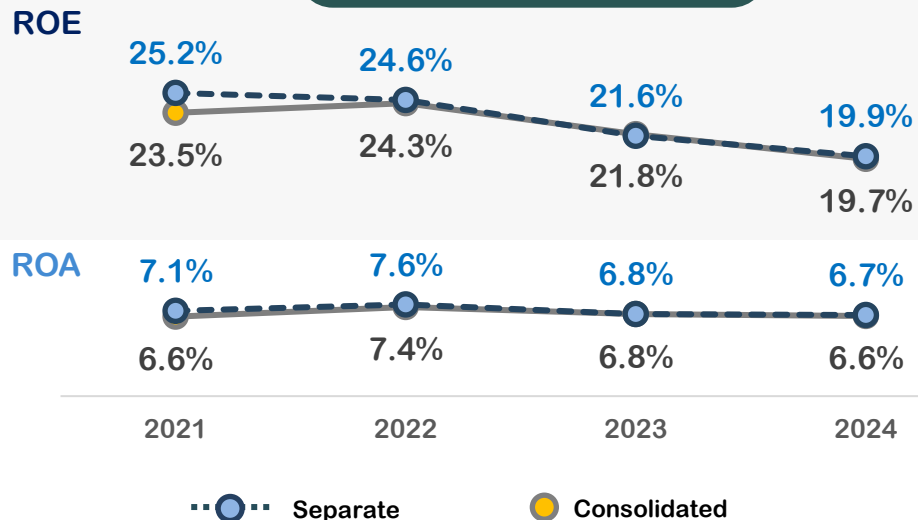
Yield on Loan & NIM & COF



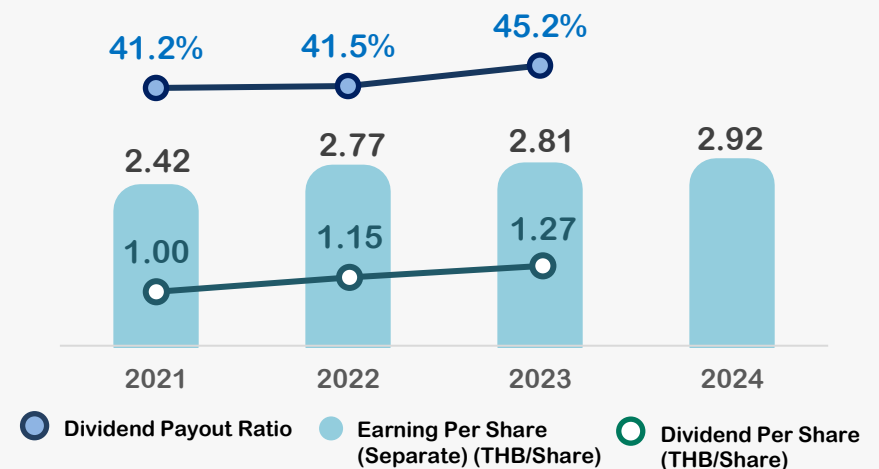
Net Profit Margin



ROE & ROA



EPS & Dividend Payout



Overview & Key Highlights

Financial Results

KTC Portfolio Performance

Target 2025

Sustainability

AGENDA



1 | KTC Overview & Key Highlights

2 | Financial Results

3 | Consumer Finance Industry & KTC Portfolio Performance

4 | Target 2025

5 | KTC Sustainability

Overview &
Key Highlight

Financial
Results

KTC Portfolio
Performance

Target
2025

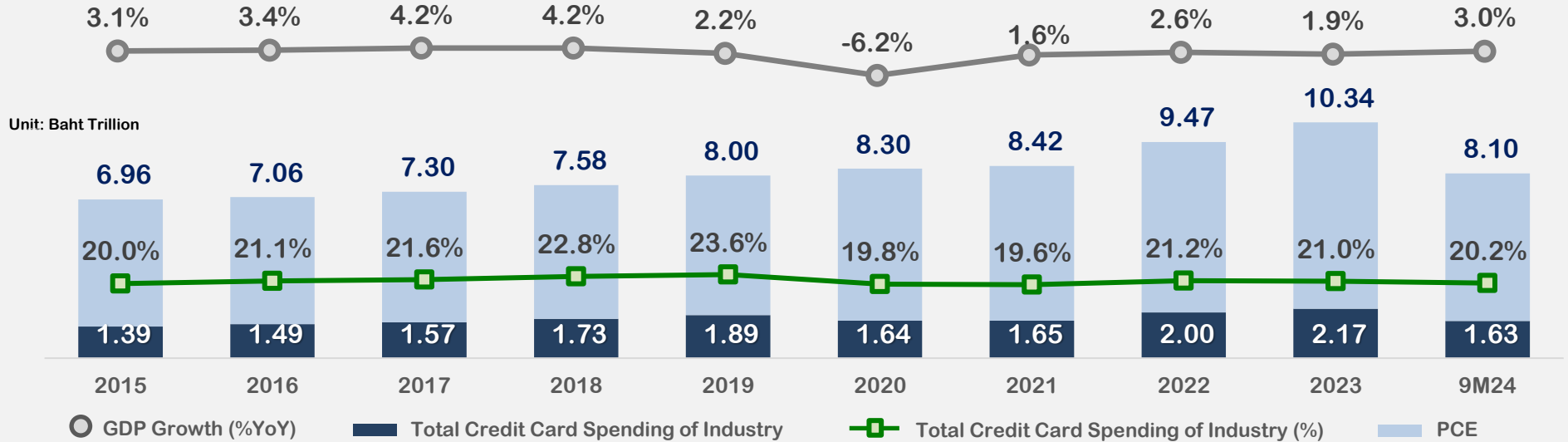
Sustainability



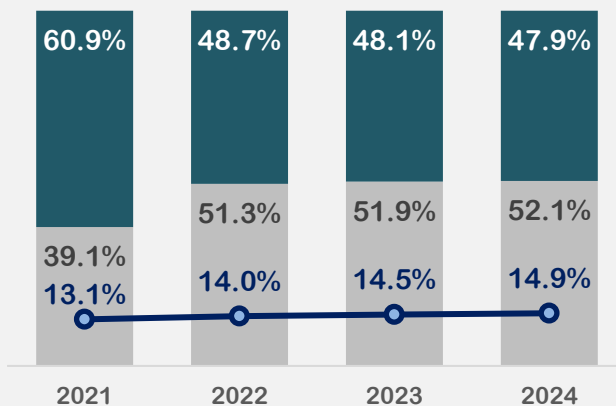
Credit Card Industry & Market Share

KTC

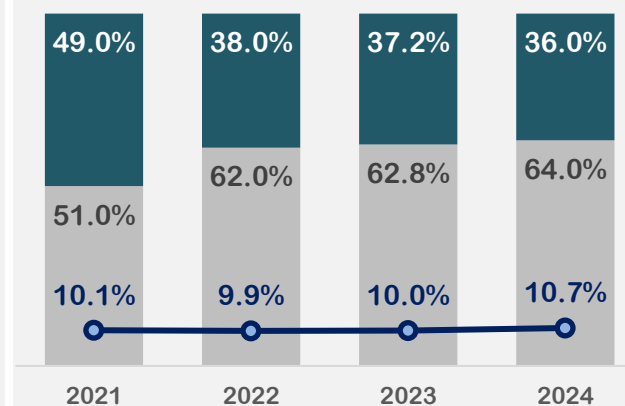
Credit Card Penetration



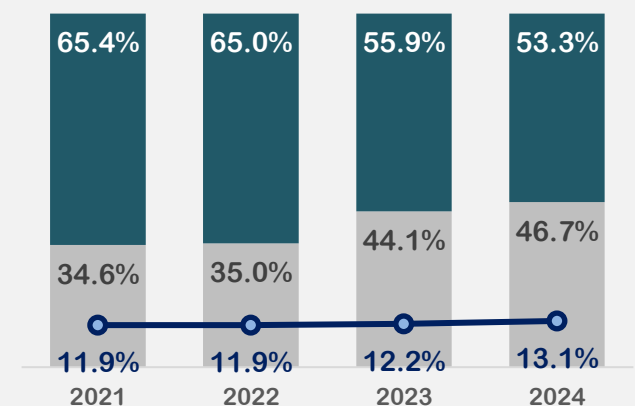
Credit Card Portfolio



No. of Credit Cards



Credit Card Spending



Commercial Bank Non-Bank KTC

Overview & Key Highlight

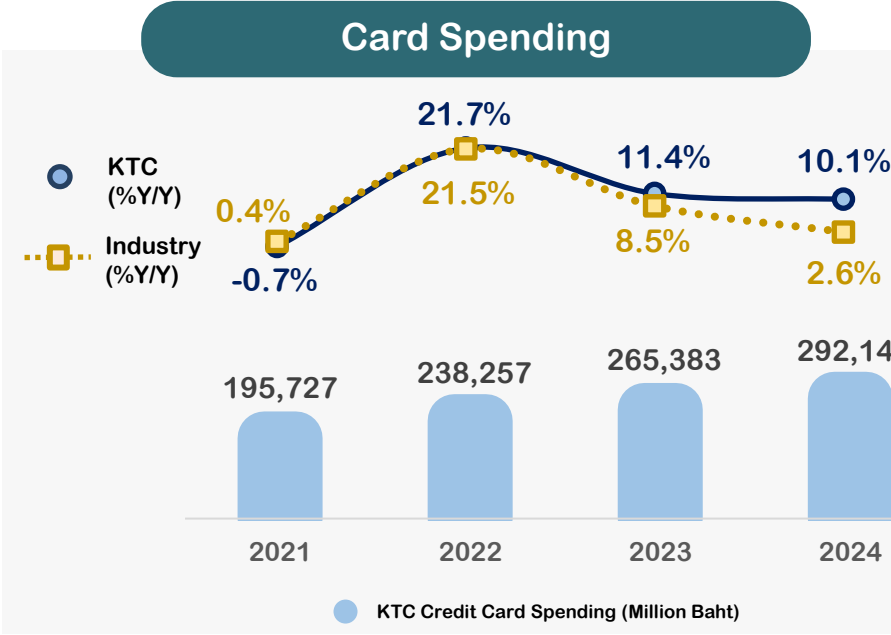
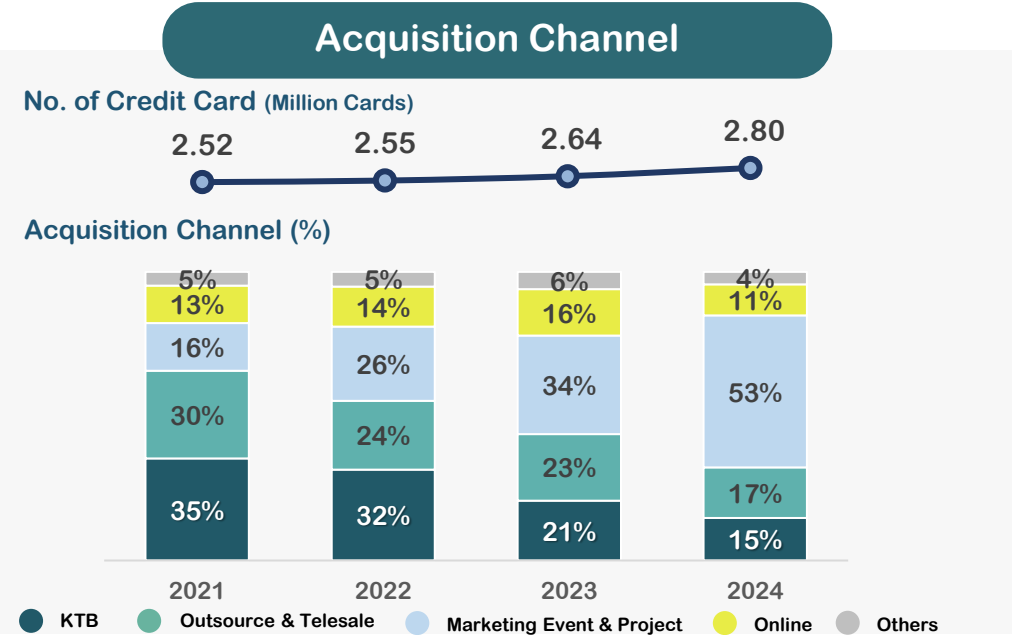
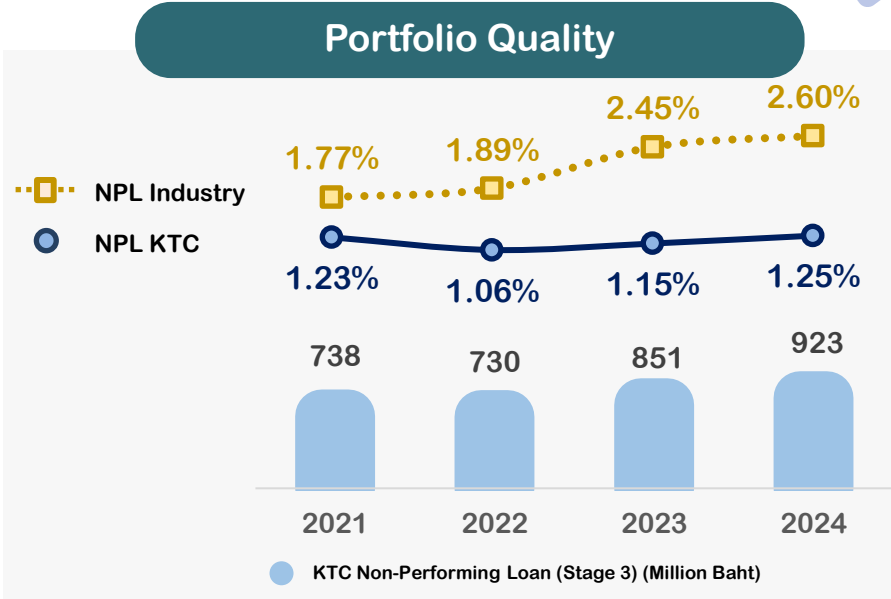
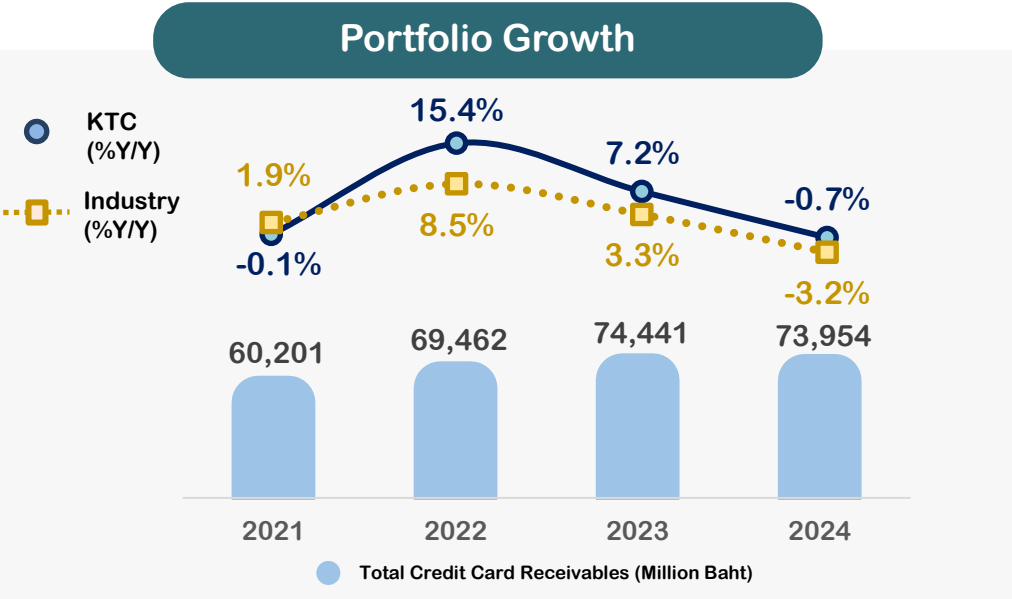
Financial Results

KTC Portfolio Performance

Target 2025

Sustainability

Credit Card Performance

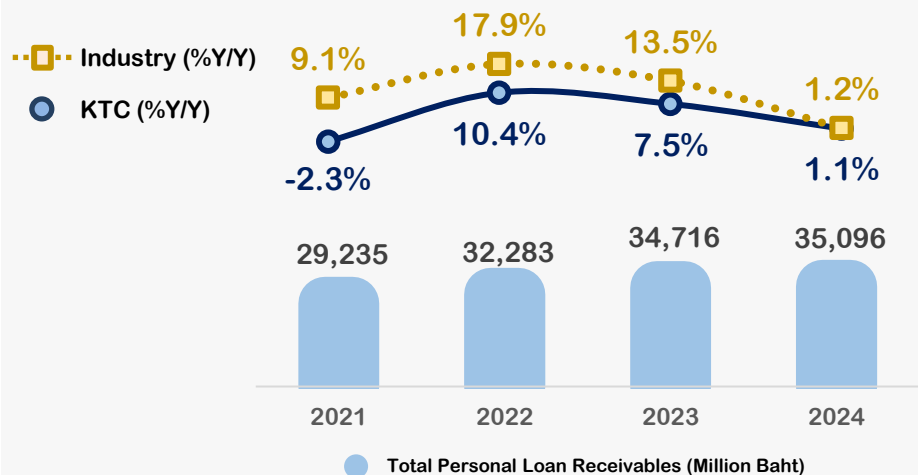


Overview & Key Highlight
Financial Results
KTC Portfolio Performance
Target 2025
Sustainability

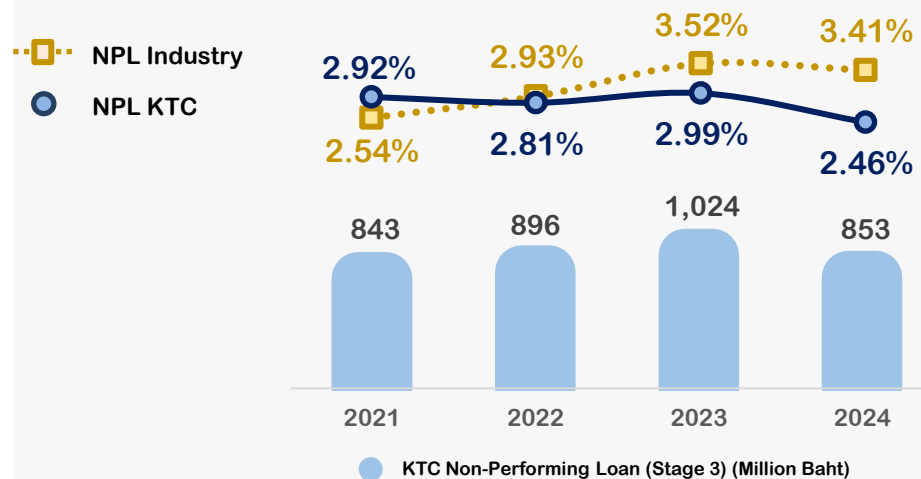
Personal Loan Performance

KTC

Portfolio Growth



Portfolio Quality

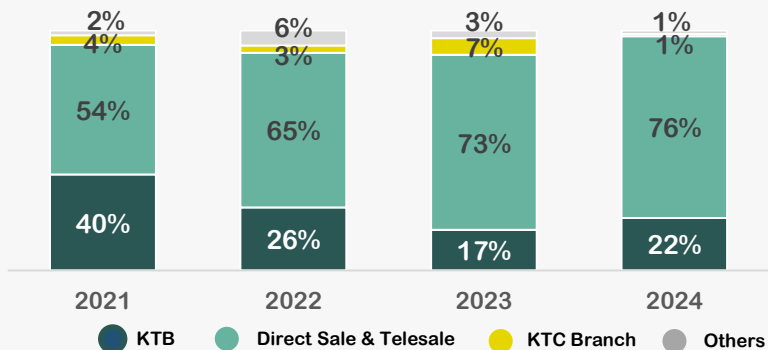


Acquisition Channel

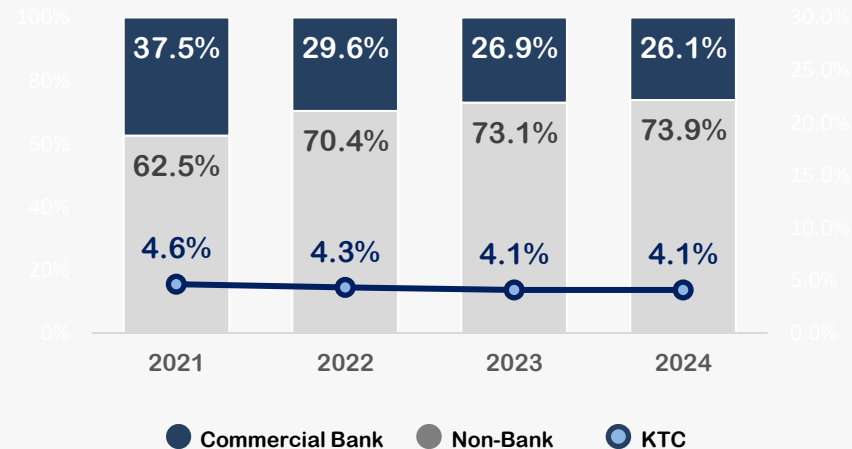
No. of Accounts (Accounts)



Acquisition Channel (%)



Market Share



Overview & Key Highlight

Financial Results

KTC Portfolio Performance

Target 2025

Sustainability

AGENDA



- 1 | KTC Overview & Key Highlights
- 2 | Financial Results
- 3 | Consumer Finance Industry & KTC Portfolio Performance
- 4 | Target 2025**
- 5 | KTC Sustainability

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target
2025

Sustainability



Target 2025

KTC

Overview &
Key Highlights

Financial
Results

KTC Portfolio
Performance

Target
2025

Sustainability



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

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
2025

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 offers a special year-end promotion for "KTC P BERM Car for Cash" loan, providing financial relief and exclusive benefits. Customers who secure a car title loan of 350,000 Baht or more, with funds disbursed between December 1, 2024, and February 28, 2025, will receive a 500 Baht PT gas e-Coupon.



KTC is actively expanding its "KTC PROUD" Cash Card member base through AIS Shops. Customers can easily apply via e-Application at participating AIS service centers, enjoy loan approval within 30 minutes, receive their device immediately, and benefit from a special 0% interest installment plan for up to 24 months.



KTC hosted KTC FIT Talk 13 "2025 Economy Deep Dive: Opportunities and Challenges," highlighting economic trends, strategies for managing fluctuations, and key risks in 2025.

"Digital Transition
for Customers and Employees"

Social Dimension Better Quality of Life



KTC donates IT equipment to rural schools to create learning opportunities and empower youth with technological tools to enrich education and develop essential skills for the future.



KTC partnered with the Social Innovation Foundation (SIF) to support individuals with disabilities, organizing workshops to provide practical guidance on essential skills, from creating impactful CVs to participating in mock interviews—equipping participants with required skills and the confidence needed to pursue employment opportunities.



KTC introduced the "Get Your Juniors Job-Ready" project to provides virtual learning experiences for students covering essential skills like resume writing, job techniques, and tips for fostering workplace relationships, helping young people gain confidence before entering the workforce.



KTC, together with employees, organized the annual blood donation activity, contributing a total of 88,650 units of blood for the Thai Red Cross Society.

"Financial Access
and Education for All Thais"

Environmental Dimension Better Climate



KTC partners with PSI, offering special privileges under "Save You, Save the World" campaign to promote clean energy with PSI Solar Roof Installation.

"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



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



FTSE4Good Index since 2021



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

: With Reference



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	$\text{Total Operating Expense} / \text{Total Revenue}$
Credit Cost	$\text{Expected Credit Loss (ECL)} / \text{Total Gross A/R}$
%NPL	$(\text{Total Stage 3 (Excluding Accrued Interest)}) / \text{Total Gross A/R (Excluding Accrued Interest)}$
NPL Coverage Ratio	$\text{Total Allowance} / (\text{Total Stage 3} + \text{NPL (Excluding Accrued Interest)})$
D/E	$\text{Total Liability} / \text{Total Equity}$
Yield on Loan	$\text{Interest Income (Including Credit Usage)} / \text{Average Gross A/R}$
Net Interest Margin	$(\text{Interest Income (Including Credit Usage)} - \text{Financial Costs}) / \text{Average Gross A/R}$
Cost of Fund	$\text{Finance Costs} / \text{Average Borrowing (Including Lease Liability)}$
Net Profit Margin	$\text{Profit Attributable to Owners of the Parent} / \text{Total Revenue}$
ROE	$\text{Profit Attributable to Owners of the Parent} / \text{Average Equity (Attributable to Owners of the Parent)}$
ROA	$\text{Profit Attributable to Owners of the Parent} / \text{Average Total Asset}$

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