



# KTC Performance Y2020





# AGENDA

## Section

### 1 | KTC Business Overview

### 2 | Consumer Finance Industry & KTC Portfolio Performances

- Credit Card Business
- Personal Loan Business

### 3 | KTC New Business





# The year 2020

January >> February

March

April

## Credit Card Spending



## KTC Portfolio

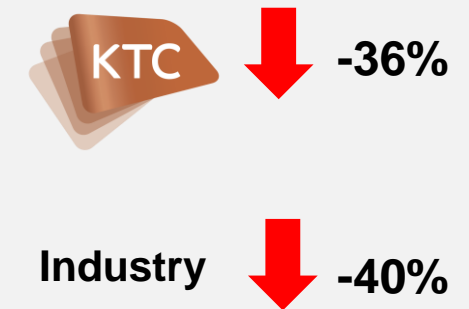


## COVID-19 Lock Down



The government issued an Emergency Decree to control the situation from 26 March onwards.

## Credit Card Spending





# BOT announcement of interest ceiling reduction

Effective on 1 August 2020



**Credit card**

**18%**



**16%**



**Personal loan**  
*Loans with revolving credit lines*

**28%**



**25%**



**Personal loan**  
*With installment*

**28%**



**25%**



**Auto Title Loan**

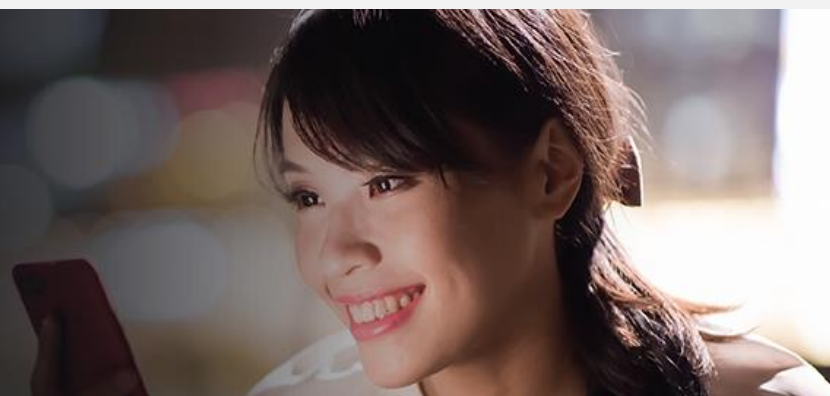
**28%**



**24%**

**“เราจะผ่านวิกฤติไปด้วยกัน”**

มาตรการช่วยเหลือผู้ที่ได้รับผลกระทบ  
จากการแพร่ระบาด COVID-19





# KTC P Berm

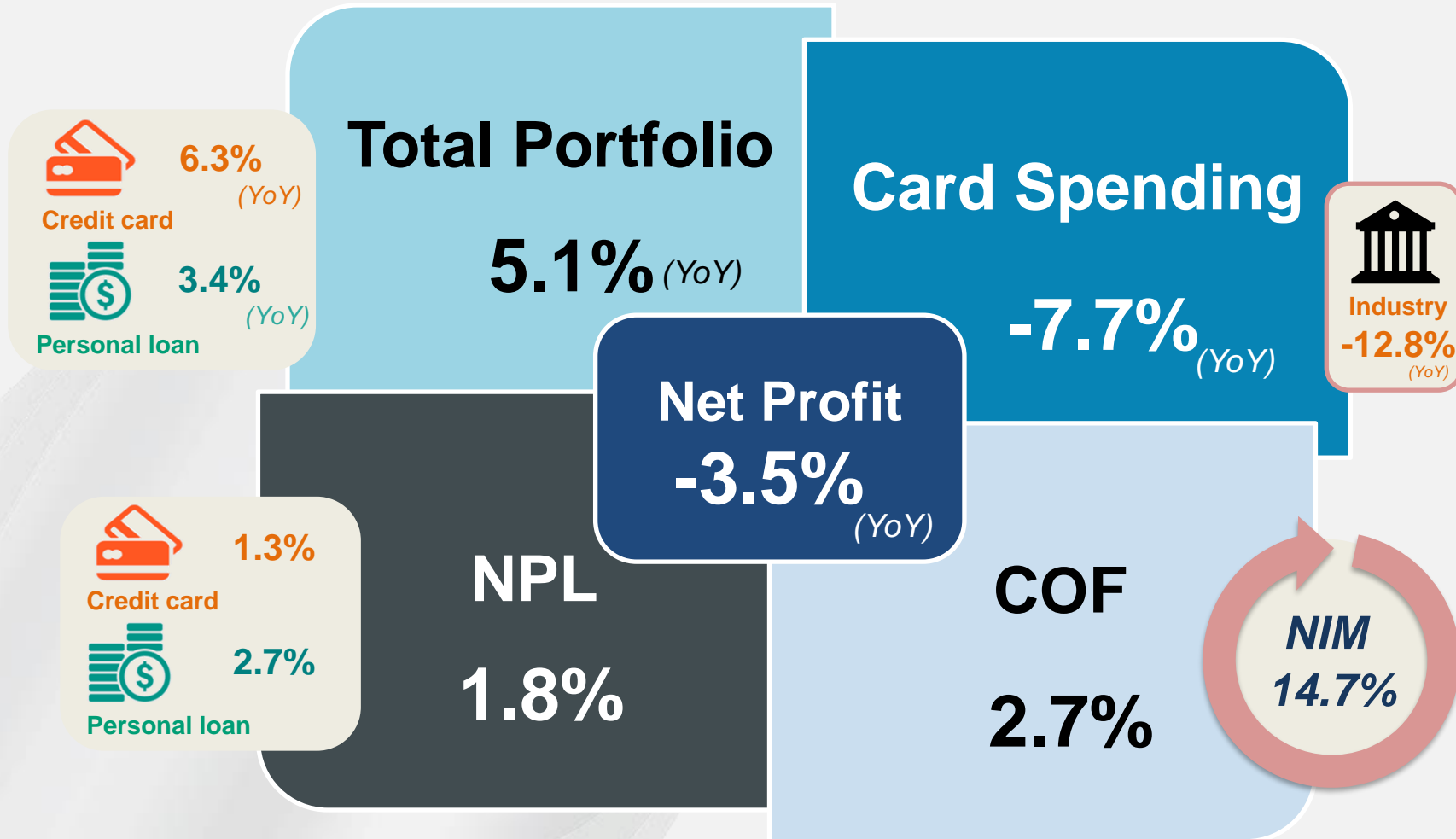


**In search for new lower risk businesses.**

KTC has launched an Auto Title Loan business, "KTC P Berm", which provides services including car registration loans and motorcycle loans since September 2020



# KTC Performance 2020 Summary





# AGENDA

1

KTC Business Overview

Section

2

## Consumer Finance Industry & KTC Portfolio Performances

- Credit Card Business
- Personal Loan Business

3

KTC New Business

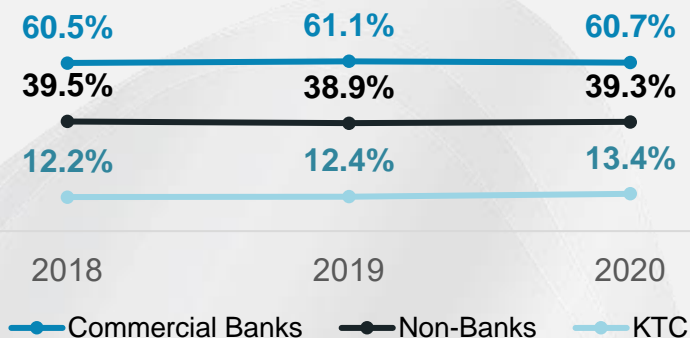




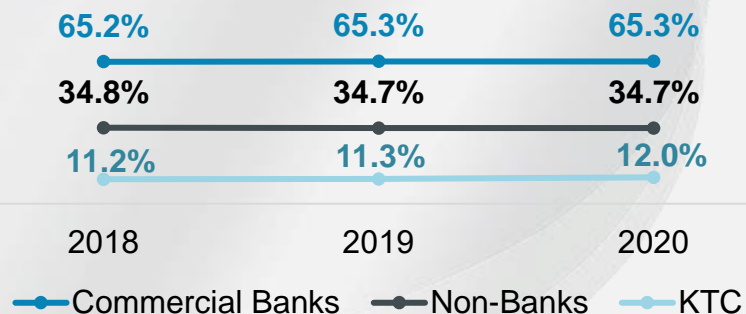


# Market Share

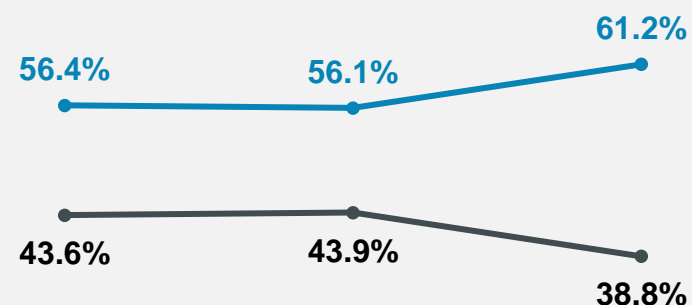
## CREDIT CARD PORTFOLIO



## CREDIT CARD SPENDING



## PERSONAL LOAN PORTFOLIO



Commercial Banks Non-Banks KTC

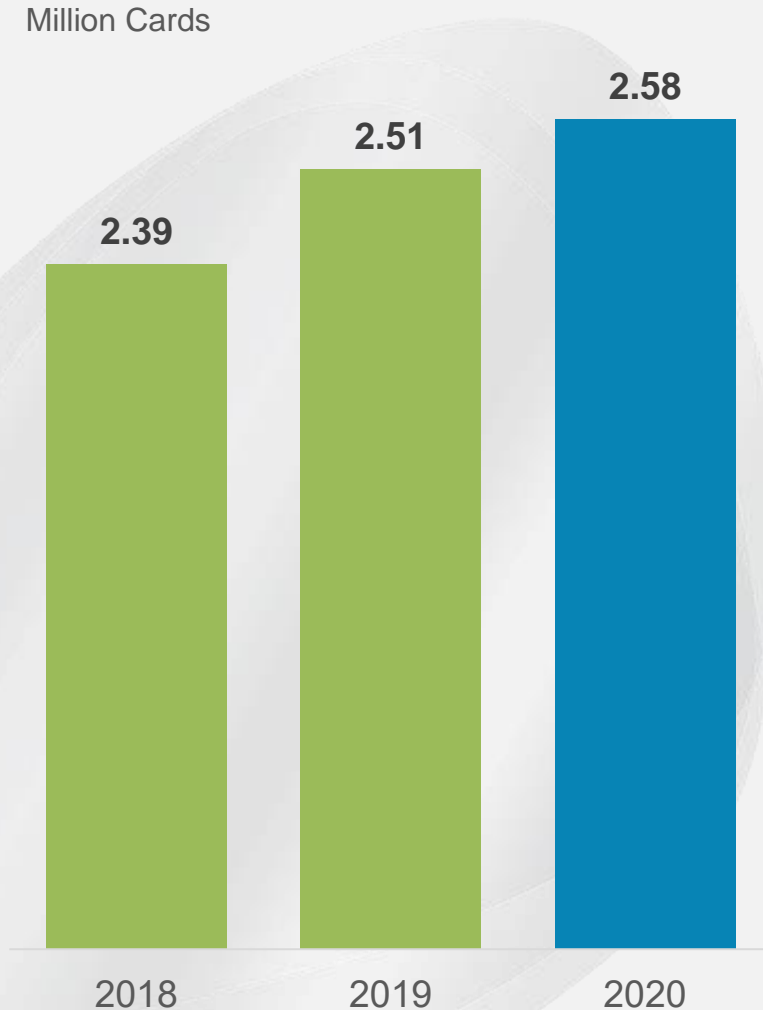




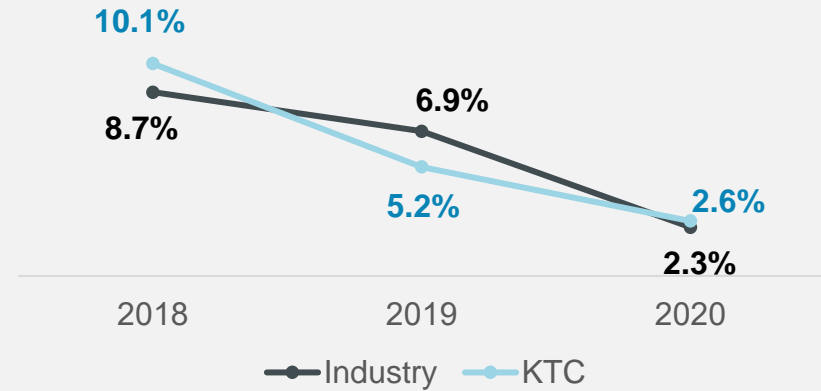
# Number of Cards

## NUMBER OF CARDS

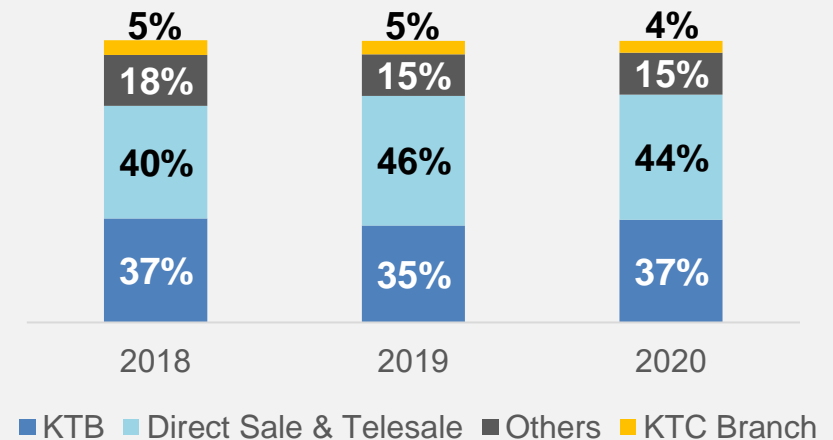
Million Cards



## % GROWTH (YoY)



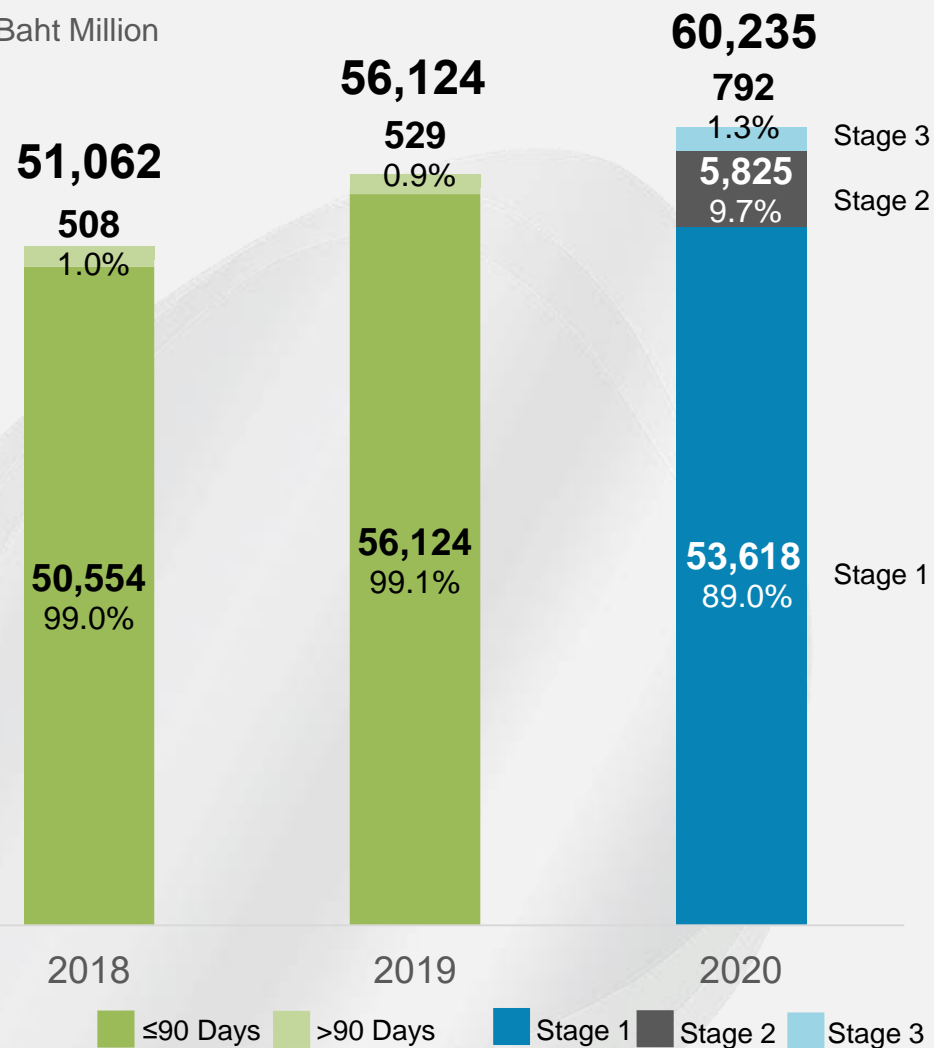
## ACQUISITION CHANNELS OF NEW APPLICATIONS



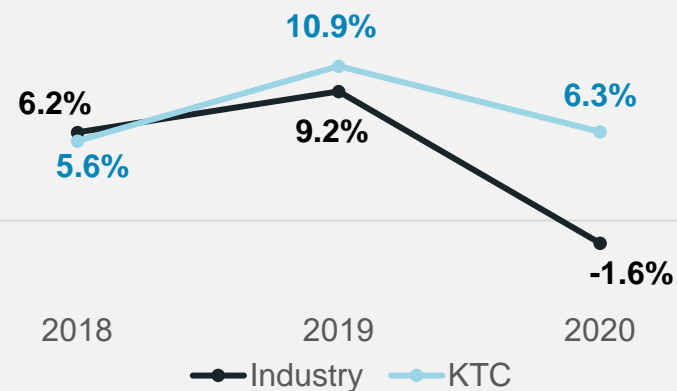


# Credit Card Portfolio

Baht Million



## % GROWTH (YoY)



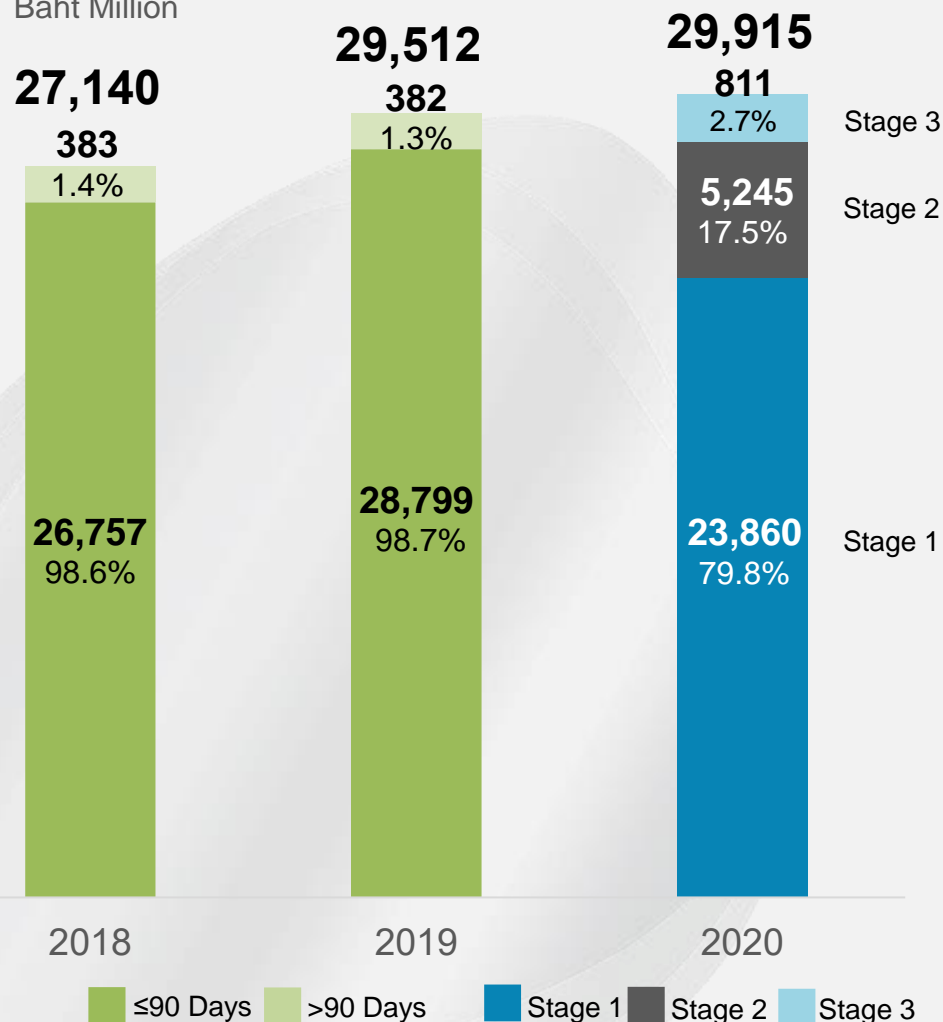
## PORTFOLIO QUALITY

%NPL	2019	2020
Industry	1.9%	1.9%
Commercial Bank	2.2%	1.8%
Non-Bank	1.4%	2.0%
KTC	0.9%	1.3%

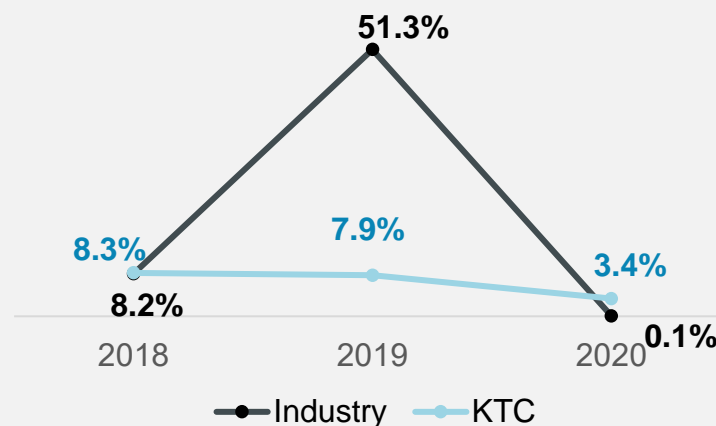


# Personal Loan Portfolio

Baht Million



## % GROWTH (YoY)



## PORTFOLIO QUALITY

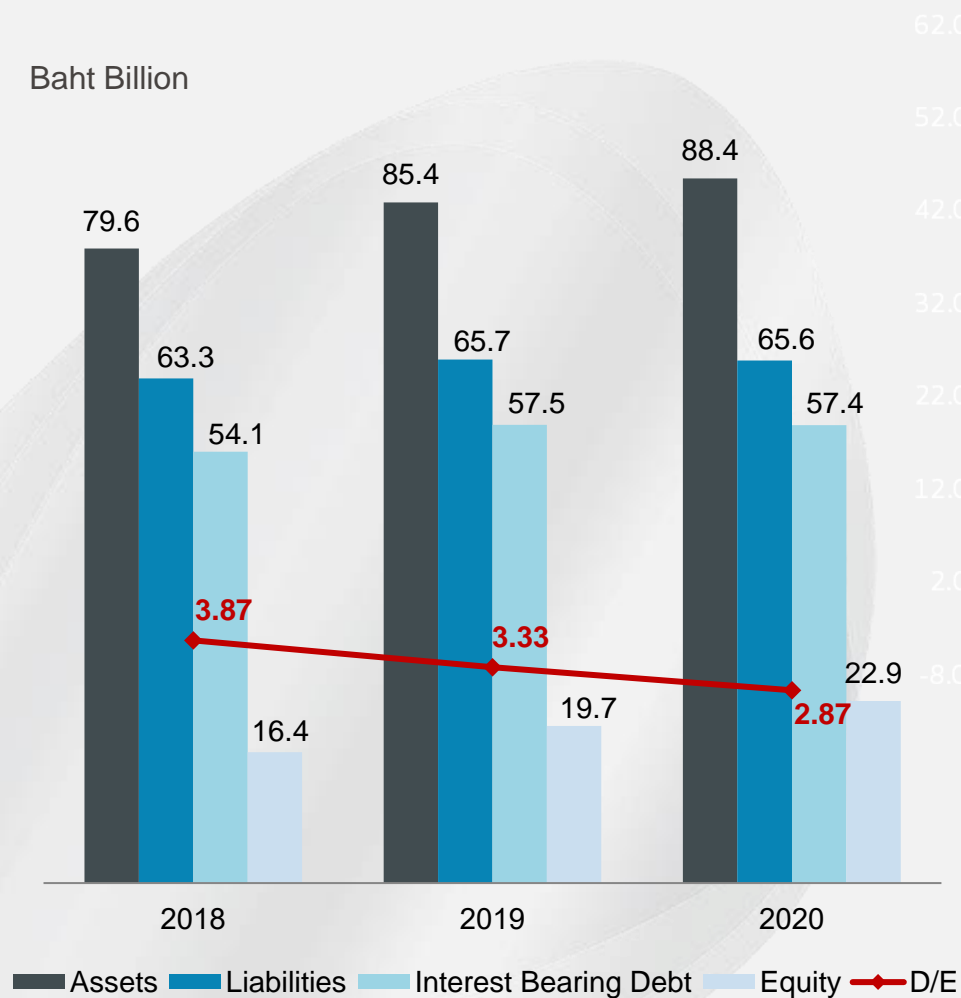
%NPL	2019	2020
Industry	3.0%	3.1%
Commercial Bank	4.2%	3.5%
Non-Bank	2.1%	2.8%
KTC	1.3%	2.7%



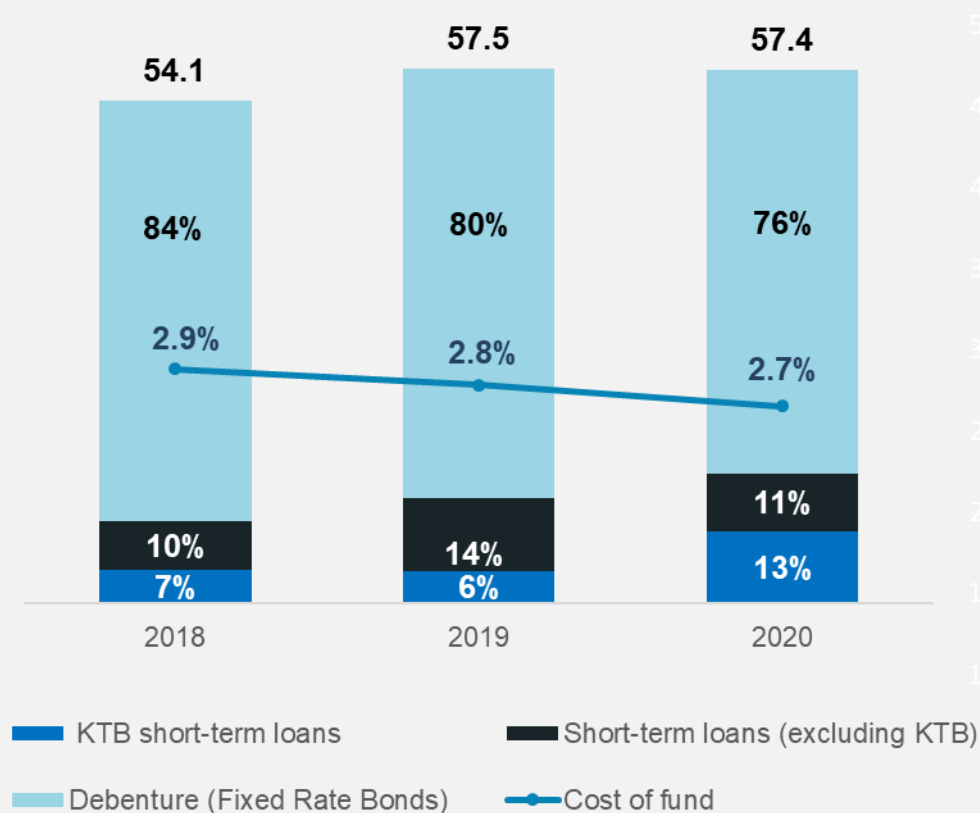
# Balance Sheet Highlight

## KEY B/S FIGURES

Baht Billion



## INTEREST BEARING DEBTS



Total Credit Line = 29,940 MB    KTB = 18,030 MB  
Others = 11,910 MB

KTC rating AA- by TRIS



# Income Statement

Consolidated Operating Results	Y2019		Y2020	
	Million Baht	(% YoY)	Million Baht	(% YoY)
Total Revenue	22,625	6.7%	22,056	(2.5%)
Bad Debt Recovery	3,496	4.6%	3,119	(10.8%)
Administrative Expenses	7,722	2.6%	7,260	(6.0%)
Marketing Expenses	1,014	11.5%	817	(19.4%)
Financial Expense	1,566	0.7%	1,534	(2.0%)
Pre-Provisioning Profit	13,337	10.1%	13,262	(0.6%)
Expected Credit Loss	6,433	12.8%	6,605	2.7%
Profit before Tax	6,904	7.6%	6,656	(3.6%)
Income Tax Expense	(1,380)	8.1%	(1,325)	(4.0%)
Net Profit	5,524	7.5%	5,332	(3.5%)



# Key Financial Ratios

	Y2019	Y2020
Net Profit Margin	24.4%	24.2%
Cost to Income Ratio	34.1%	32.9%
Operating Cost to Income Ratio <sup>(1)</sup>	25.3%	25.4%
Average Interest Received (including credit usage)	17.8%	17.3%
Average Cost of Fund	2.8%	2.7%
Net Interest Margin (including credit usage)	15.0%	14.7%
D/E Ratio (times)	3.3	2.9
ROE	30.6%	25.0%
ROA	6.7%	6.1%
Allowance for ECL/Total Receivables	6.6%	8.2%
NPL Coverage Ratio	620.1%	460.4%
Earning per share	2.1	2.1
Book Value per Share (Baht)	7.7	8.9
Dividend Payout Ratio <sup>(2)</sup>	41.1%	42.5%

<sup>(1)</sup>Excluding Net Interchange & Marketing Expenses

<sup>(2)</sup>The right to receive dividends for Y2020 is unconfirmed until approved by the Annual General Shareholders Meeting 2021



# AGENDA

## 1 | KTC Business Overview

## 2 | Consumer Finance Industry & KTC Portfolio Performances

- Credit Card Business
- Personal Loan Business

### Section

## 3 | KTC New Business







# Entering Secured Financing Business

- KTC has planned to expand into auto-related loans
- KTC started to offer title loan products to customers since 2020
- Acquiring KTBL will enable KTC to offer hire purchase products immediately without regulatory process

## KTC to Acquire 75.05% in KTBL from KTB

### Pre-Transaction



49.5%



100%



### Post-Transaction



49.5%



75.05%

24.95%



## Complete Product Offering Post-Acquisition



Credit card



Personal loan



Pico Finance



Nano Finance



Auto-title loans



Hire-purchase



Financial Lease

Retail & SME



# 2021 Target

## PROFIT

*Profit will not be lower than previous year.*

## SPENDING



**↑ +8%**

## PORTFOLIO



*maintain portfolio quality*



*maintain at the same level*



**1 Billion Baht**

# KTC ACHIEVEMENTS



## INDEX

### May 2020

- KTC was added in **MSCI Global Standard Index**

### SEPTEMBER 2019

- KTC was calculated in **FTSE All World Index**

### 2018 - Present

- KTC was in **SET 50 Index**

### 2010 - 2017

- KTC was in **SET 100 Index**



## AWARDS

### 2020

- **ISO 27001:2013 and ISO 27701:2019** certified
- **Thailand's Top Corporate Brand** in Finance Category by Sasin

### 2019

- **Best CEO Award** by SET
- **Outstanding Company Performance Award** by SET
- **ISO 27001:2013** certified
- **Thailand's Top Corporate Brand** in Finance Category by Sasin

### 2018

- **Champion Security Award South-East Asia** by VISA
- **Thailand's Top Corporate Brand** in Finance Category by Sasin

### 2017

- **Thailand Boutique Award** by Mastercard

### 2016

- **Thailand's Top Corporate Brand** in Security Category by Sasin
- **Thailand Boutique Award** by Mastercard
- **Outstanding Young Rising Star Awards** by SET
- **Outstanding IR Award** by SET



## CREDIT RATING

### 2021

- Upgraded rating **A+** to **AA-**

### 2016 - 2020

- Assigned rating at **A+**

### 2016

- Upgraded rating **A-** to **A+**

### 2015

- Upgraded rating **BBB+** to **A-**



## SUSTAINABILITY

### 2020

- **ASEAN Asset Class Award** in the 2019 ASEAN CG Scorecard

### 2019 - 2020

- KTC was selected in **THSI List**

### 2016 - 2021

- **Thai CAC** certified

### 2016 - 2020

- **Excellence CG Scoring** by SET and IOD

### 2016 - 2010

- **Performance Excellence as ESG100** (Thaipat) in Finance & Environmental, Social and Governance



# THANK YOU

**For further info, please contact IR Team at +66 2 828 5067 or [irktc@ktc.co.th](mailto: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