



KTC

KTC: Performance Y2018



TRIS A+
RATING

Total Membership
3,339,630 accounts

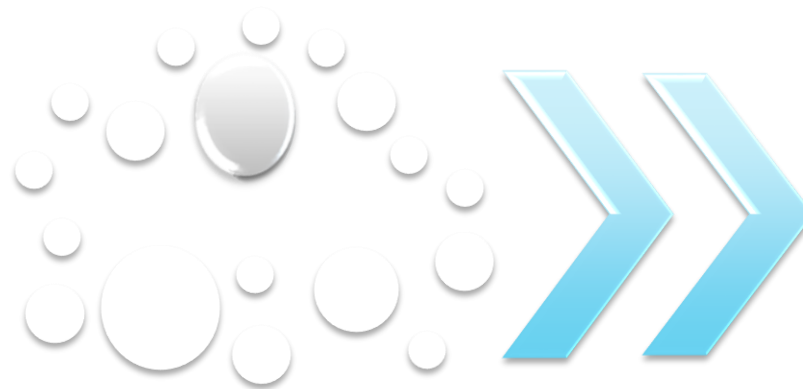
(as of December 31, 2018)

Agenda

KTC Story

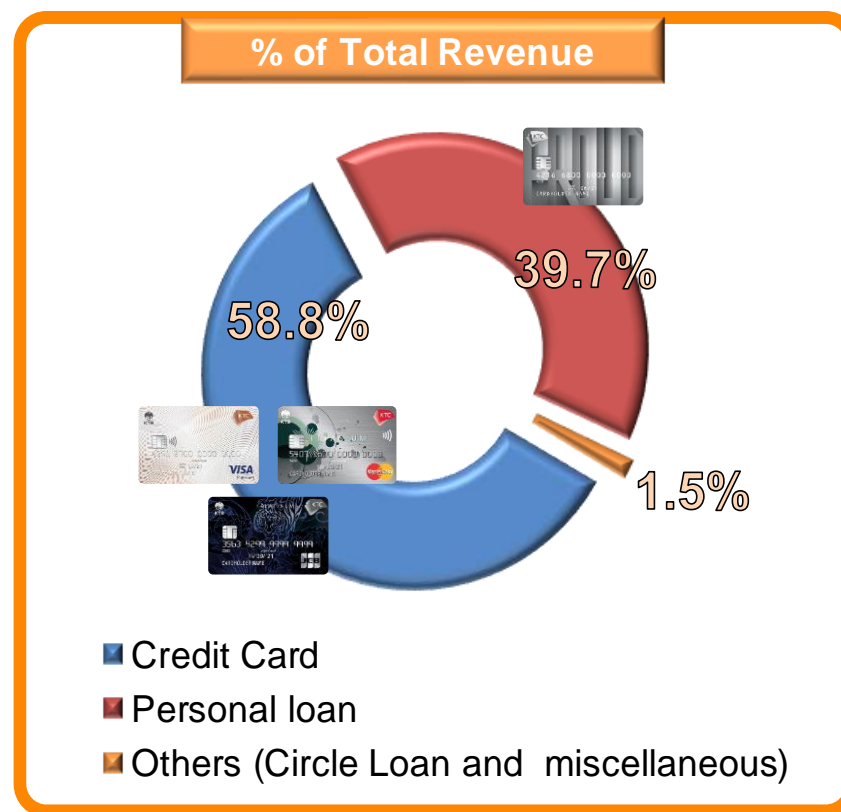
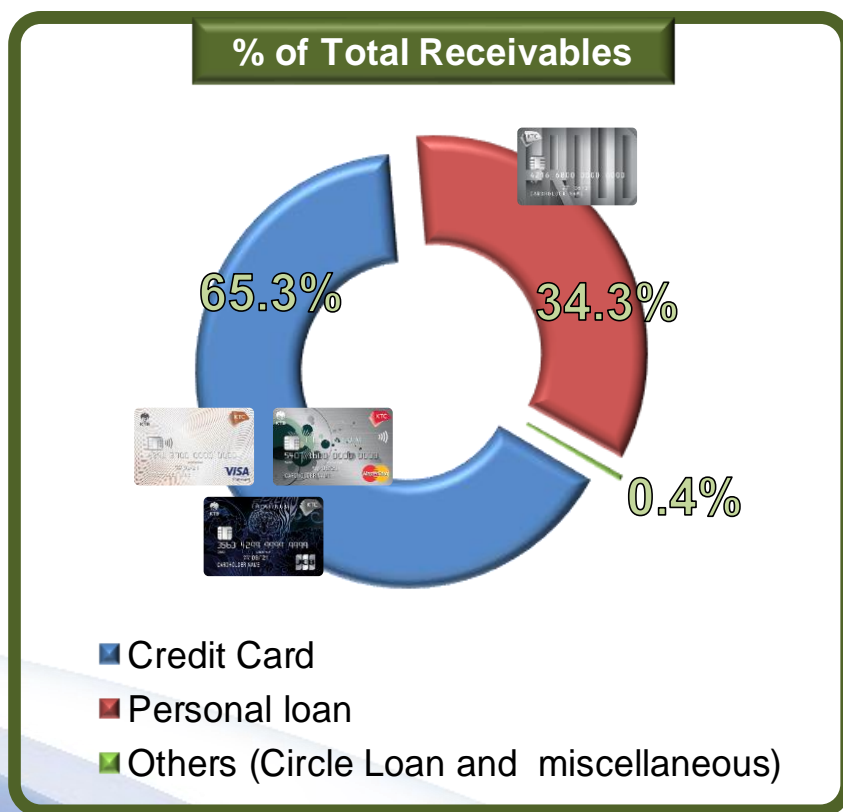
*Consumer Finance Industry &
KTC Portfolio Performances*

- Credit Card Business*
- Personal Loan Business*



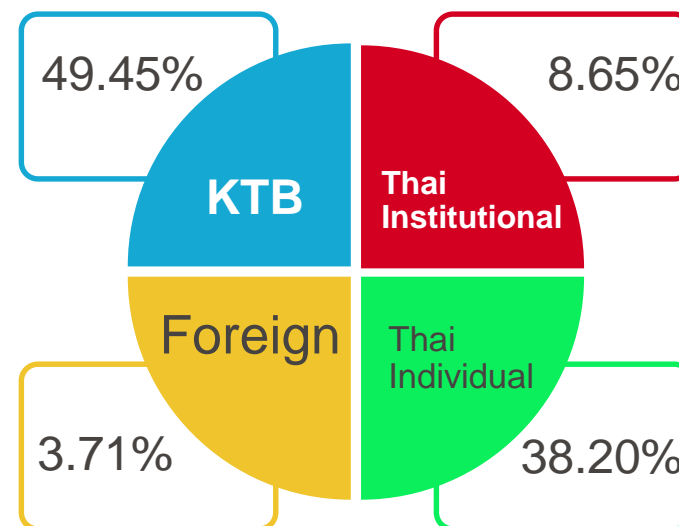
KTC Story

- 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



Top 10 Shareholders (as of Dec 31, 2018)

1	KRUNG THAI BANK PUBLIC COMPANY LIMITED	49.45%
2	MR. MONGKOL PRAKITCHAIWATTANA	17.06%
3	MR. SATAPORN NGARMRUENGPONG	4.98%
4	MS. CHANTANA JIRATTITEPAT	4.96%
5	THAI NVDR	4.74%
6	SOUTH EAST ASIA UK (TYPE C) NOMINEES LIMITED	1.45%
7	MRS. MANEERAT NGARMRUENGPONG	0.88%
8	MR. KIATINUN DENPAISAN	0.80%
9	MS. RAWISARA NGARMRUNGSIRI	0.62%
10	MS. LAWAN WANGLEE	0.52%



	2013	2014	2015	2016	2017	2018
Thai Institutional Holding	53.18%	62.87%	72.01%	67.23%	57.03%	58.10%
Thai Individual Holding	43.45%	29.32%	21.87%	22.45%	35.47%	38.20%
Foreign Holding	3.37%	7.81%	6.12%	10.33%	7.51%	3.71%
Total Number of Shareholders	3,550	3,125	3,426	3,815	4,376	12,344

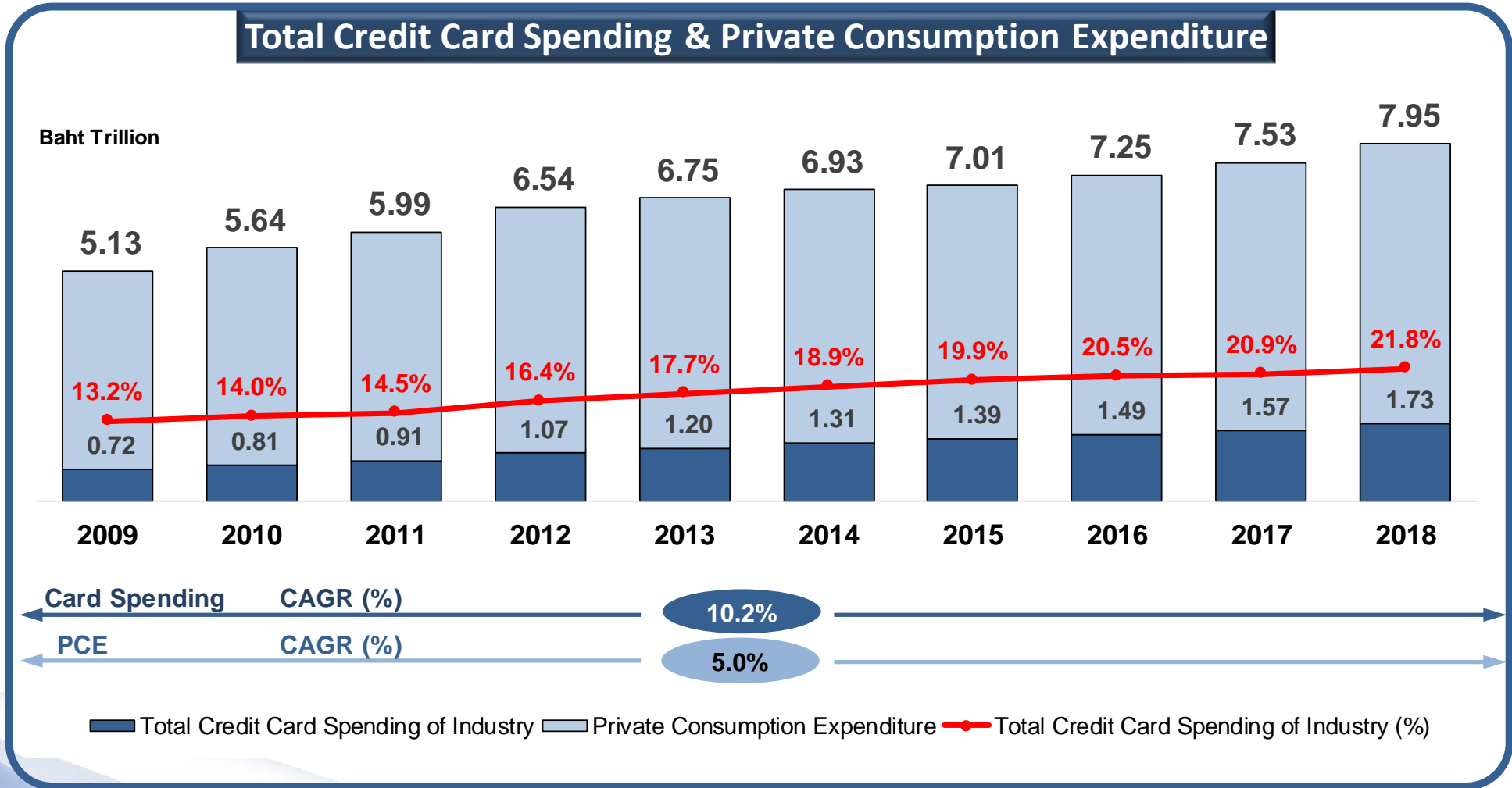
Previous Regulation		Current Regulation (Effective 1 st September 2017)		
Credit Card				
Minimum income	THB 15,000	THB 15,000		
Interest rates and fees	20%	18%		
Maximum Credit Line	≤ 5x	Income		New customers only
		THB 15,000 - 29,999	≤1.5x	
		THB 30,000 - 49,999	≤ 3.0x	
		≥ THB 50,000	≤ 5.0x	
Personal Loans				
Interest rates and fees	28%	28%		
Maximum Credit Line	≤ 5x	Income		New customers only
		< THB 30,000	≤ 1.5x (no more than 3 institutions)	
		≥ THB 30,000	≤ 5x	

Provisioning Policy	
Credit Card & Personal Loan	<u>Collective Approach</u>
	0-90 days Based on the loss rate net of recovery + Economic Factors
	90 days + 100% provision



Consumer Finance Industry & KTC Portfolio Performances

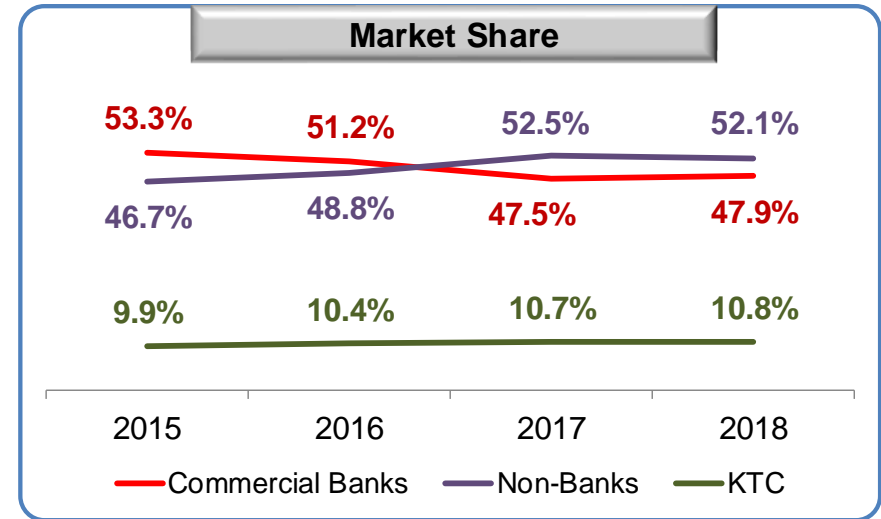
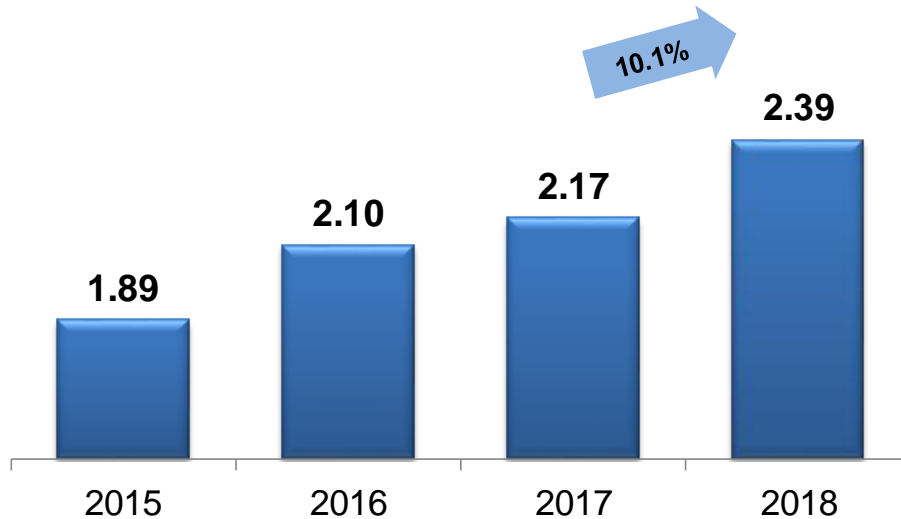
Credit card becoming a tool of payment



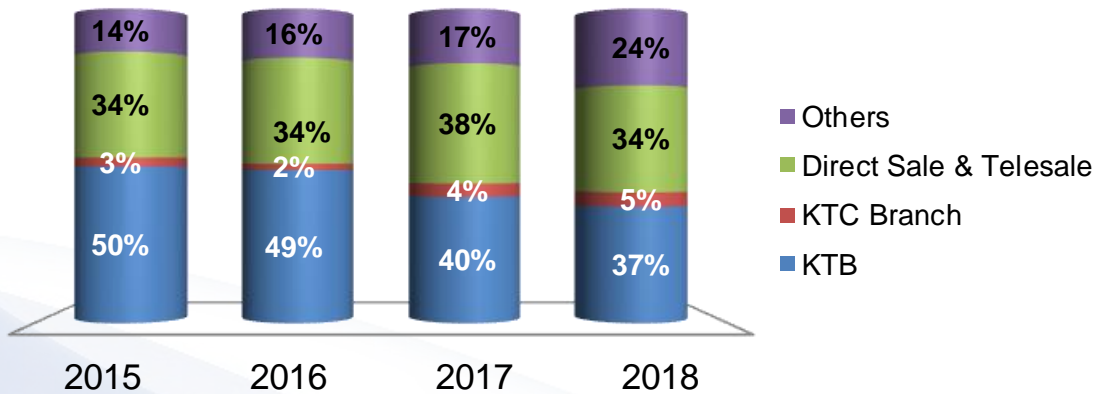


Credit Card: Number of Cards

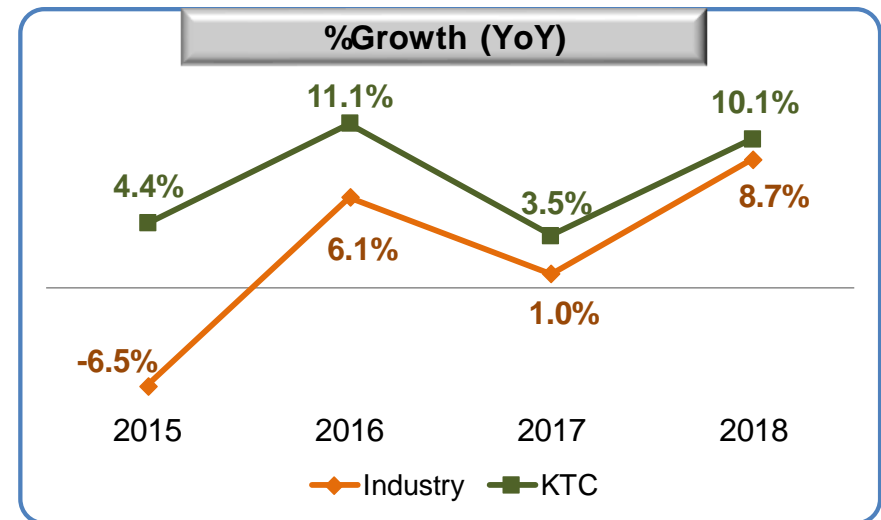
Million Cards



Acquisition Channels - New Application



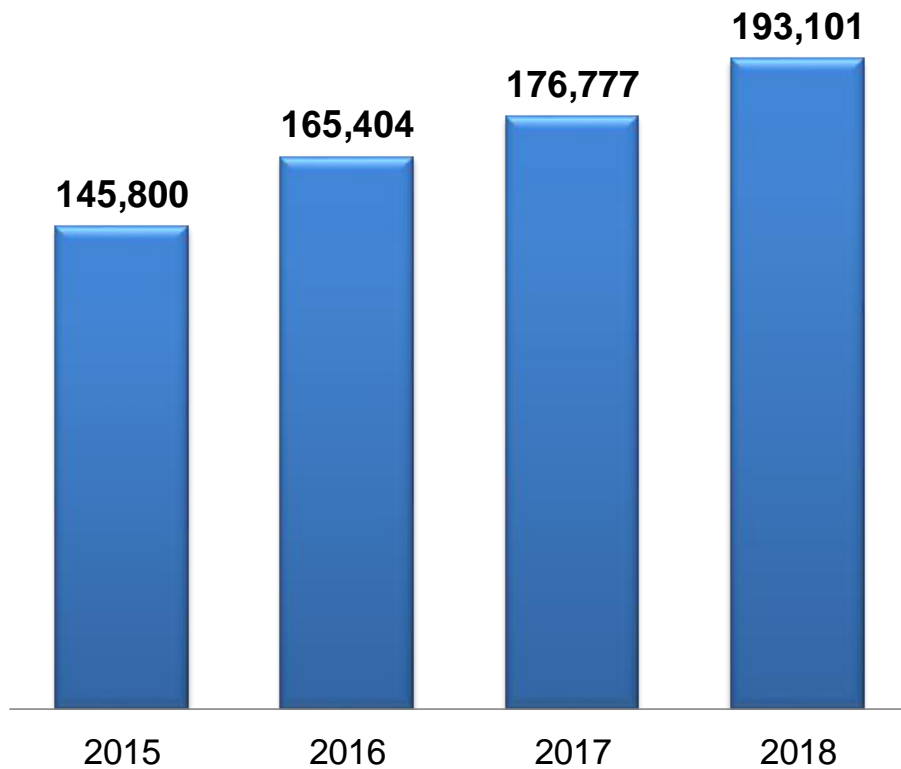
Others: Printing Media Insertion, Marketing Events, Internet, Corporate Alliance, Take One Partner, Network Management, and others



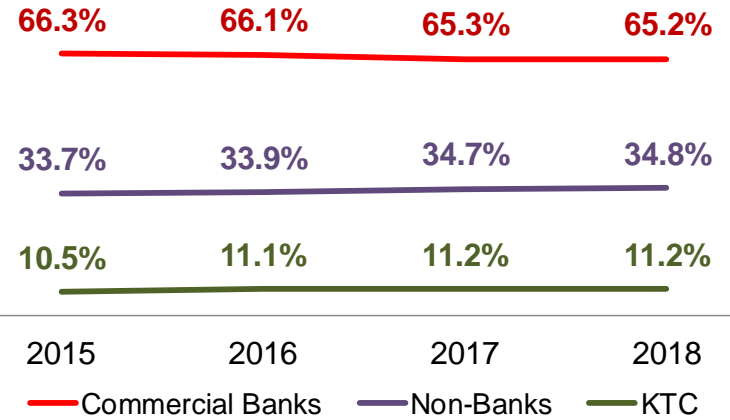
Credit Card: Total Spending

Baht Million

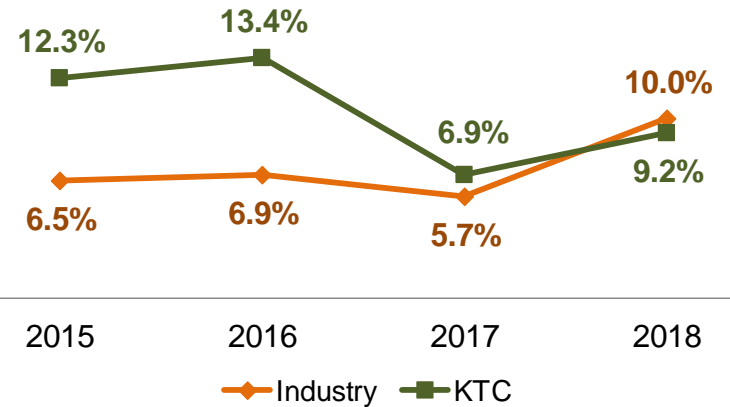
9.2%



Market Share

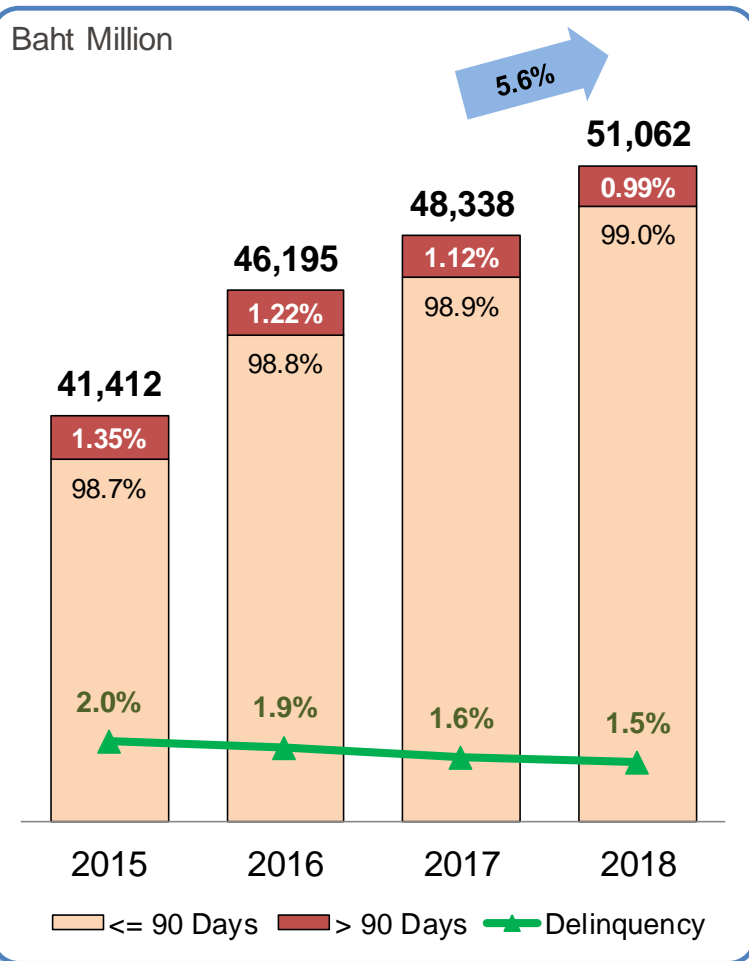


%Growth (YoY)



Credit Card: Portfolio

Baht Million



Market Share

61.5% 60.6% 59.9% 60.5%

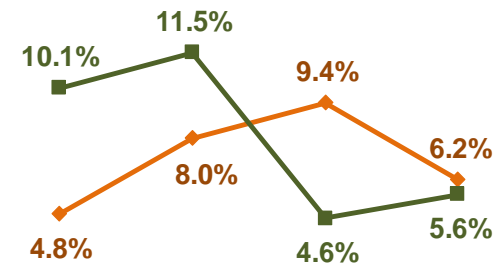
38.5% 39.4% 40.1% 39.5%

12.4% 12.8% 12.3% 12.2%

2015 2016 2017 2018

Commercial Banks Non-Banks KTC

%Growth (YoY)



Industry KTC

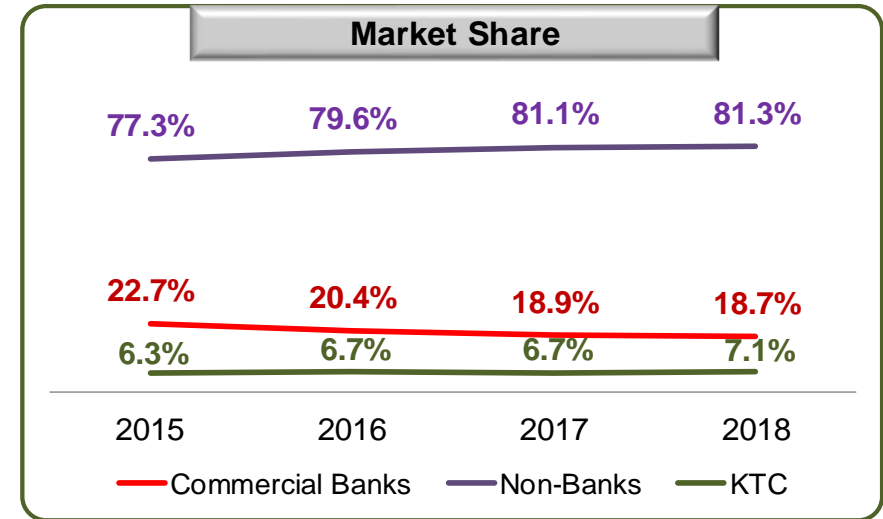
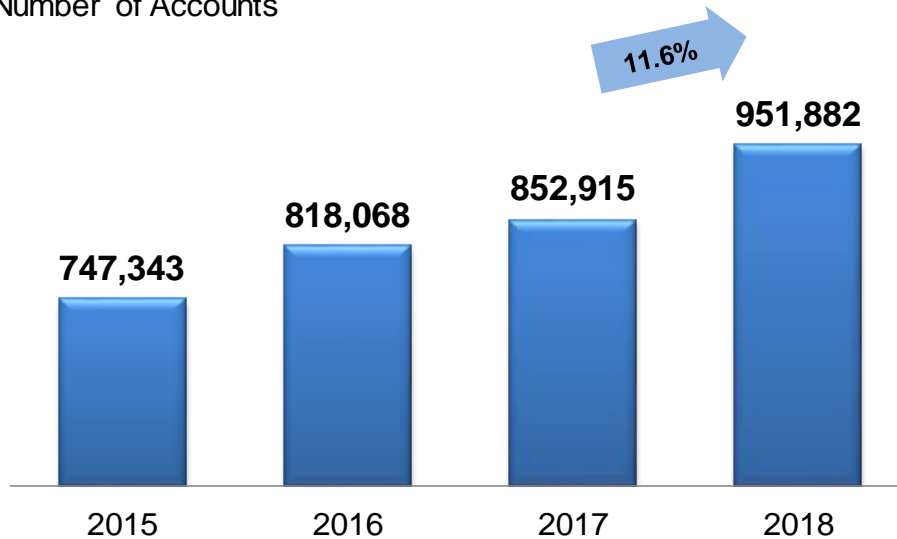
Portfolio Quality

%NPL (90dpd)	2015	2016	2017	2018
Industry	3.09%	2.84%	1.92%	1.81%
Commercial Bank	3.95%	3.69%	2.39%	2.17%
Non-Bank	1.72%	1.54%	1.21%	1.26%
KTC	1.35%	1.22%	1.12%	0.99%

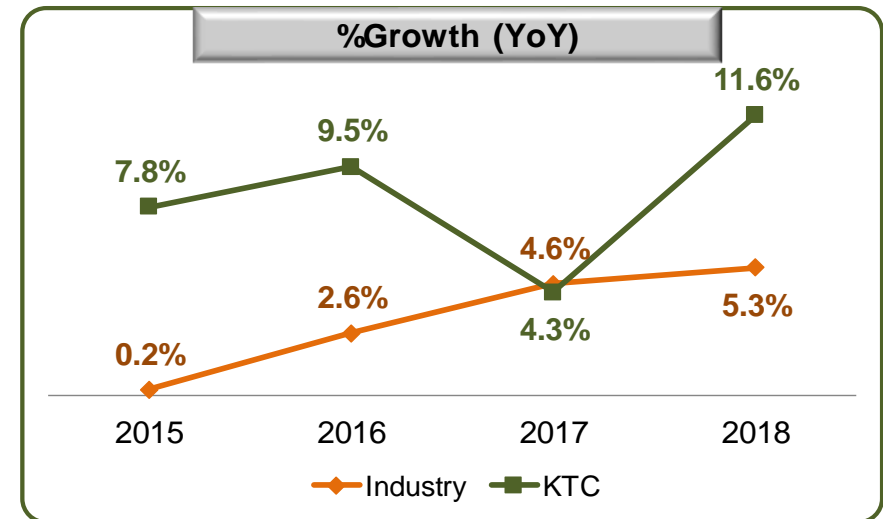
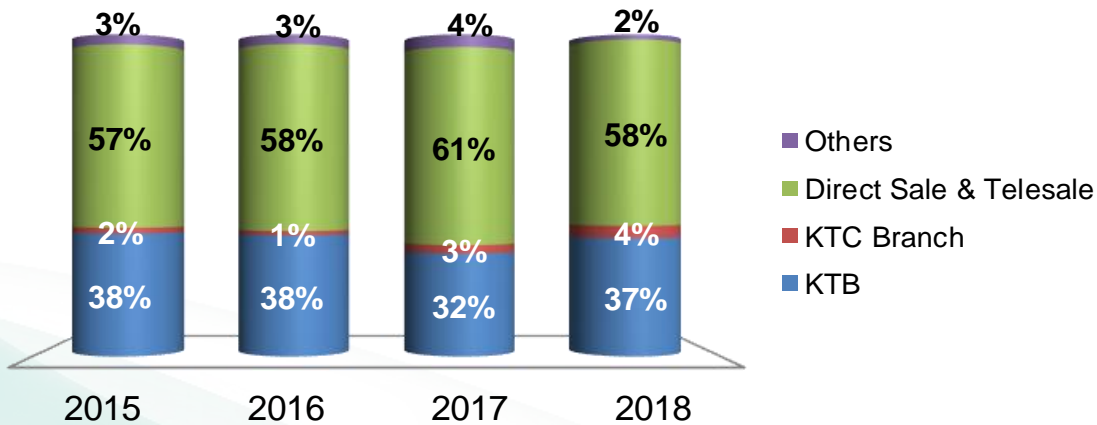


Personal Loan: Number of Accounts

Number of Accounts



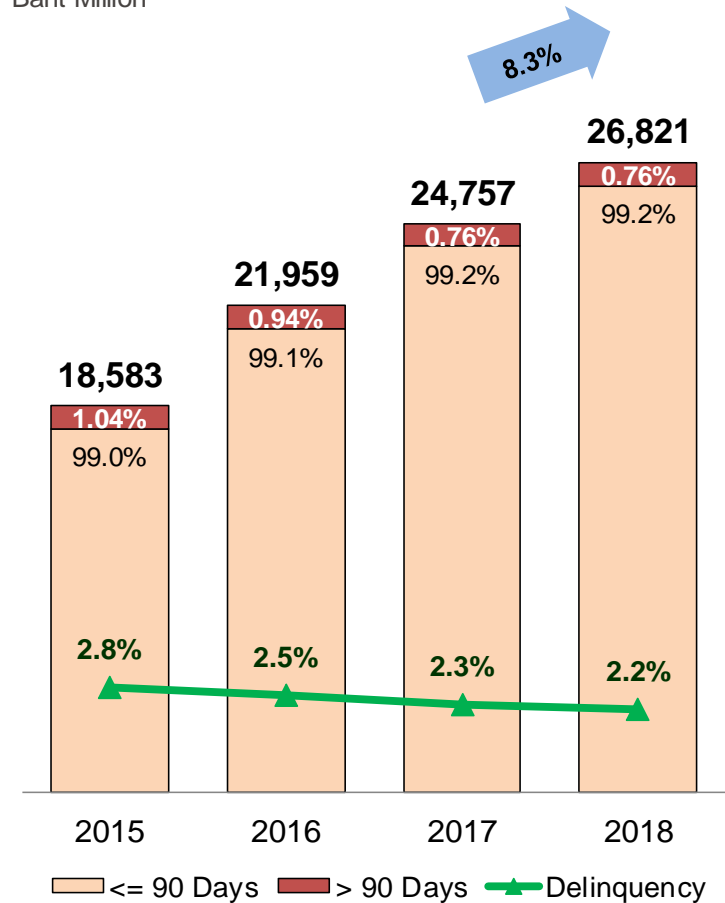
Acquisition Channels - New Application



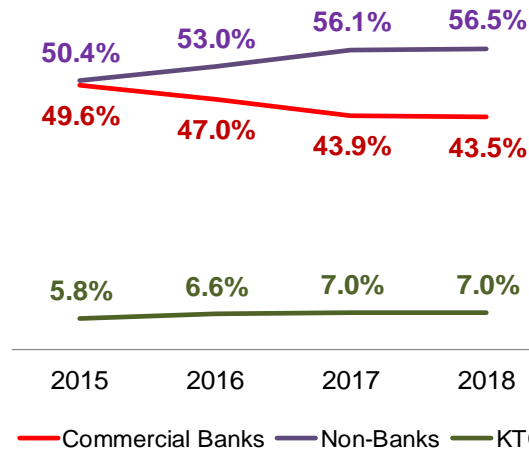
Others: Internet, Marketing, Events, and Others

Personal Loan: Portfolio

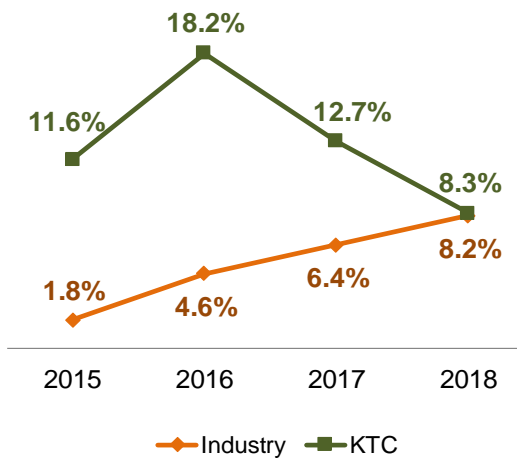
Baht Million



Market Share



%Growth (YoY)

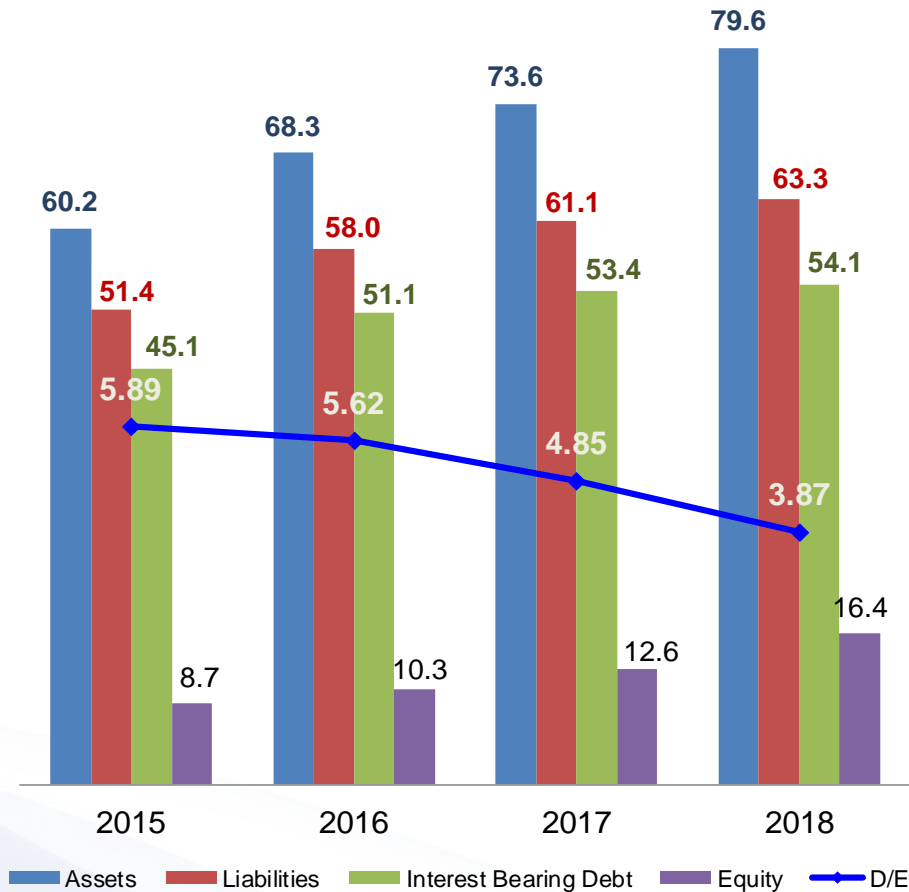


Portfolio Quality

%NPL (90dpd)	2015	2016	2017	2018
Industry	5.17%	3.14%	2.50%	2.54%
Commercial Bank	5.01%	4.08%	3.02%	2.97%
Non-Bank	5.33%	2.32%	2.10%	2.22%
KTC	1.04%	0.94%	0.76%	0.76%

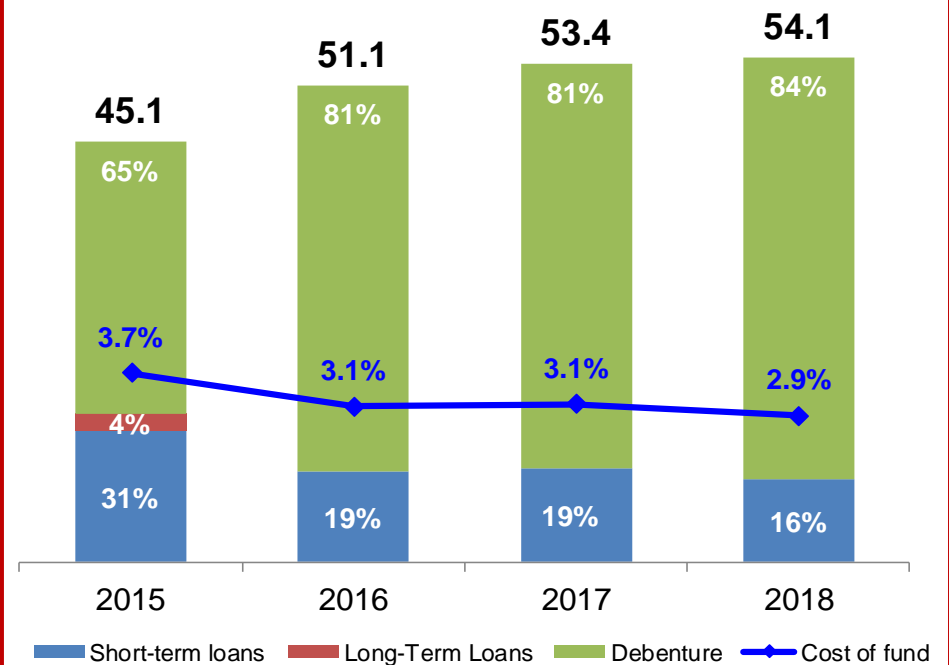
Key B/S Figures

Baht billion



Fund Usage

Baht billion



Total Available Credit Line = 24,450 MB → KTB = 18,030 MB
Others = 6,420 MB

KTC rating : A+ by TRIS

Operating Results	Y2016		Y2017		Y2018	
	Million Baht	(%YoY)	Million Baht	(%YoY)	Million Baht	(%YoY)
Total Revenue	17,580	13.0%	19,525	11.1%	21,198	8.6%
<i>Bad Debt Recovery</i>	2,398	17.7%	2,855	19.0%	3,342	17.1%
Administrative Expenses	6,902	12.4%	7,143	3.5%	7,524	5.3%
<i>Marketing Expenses</i>	1,122	17.4%	866	(22.8%)	909	5.0%
<i>Fee Paid Expenses</i>	2,063	21.3%	2,258	9.5%	2,366	4.7%
Interest Expense	1,482	(8.6%)	1,629	9.9%	1,555	(4.5%)
Pre-Provisioning Profit	9,196	17.9%	10,754	16.9%	12,119	12.7%
Bad Debt and Doubtful Account	6,070	17.1%	6,627	9.2%	5,703	(13.9%)
Profit before Tax	3,126	19.5%	4,127	32.0%	6,416	55.5%
Income Tax Expense	(631)	16.2%	(822)	30.3%	(1,277)	55.2%
Net Profit	2,495	20.4%	3,304	32.5%	5,140	55.5%
Other comprehensive income for the year net of income tax	(68)	(7620.1%)	(18)	74.2%	1	107.9%
Total Comprehensive income for the years	2,427	18.1%	3,287	35.4%	5,141	56.4%

Key Financial Ratios

	Y2015	Y2016	Y2017	Y2018
Net Profit Margin	13.3%	14.2%	16.9%	24.2%
Cost to Income Ratio	39.5%	39.3%	36.6%	35.5%
Operating Cost to Income Ratio⁽¹⁾	29.4%	28.5%	27.6%	26.6%
Average Interest Received (including credit usage)	18.2%	18.2%	18.2%	18.0%
Average Cost of Fund	3.7%	3.1%	3.1%	2.9%
Net Interest Margin (including credit usage)	14.5%	15.1%	15.1%	15.1%
D/E Ratio (times)	5.9	5.6	4.9	3.9
ROE	25.7%	26.2%	28.9%	35.5%
ROA	3.6%	3.9%	4.7%	6.7%
Allowance/Total Receivables	8.2%	7.9%	7.8%	7.0%
Allowance/NPL	399.9%	472.8%	588.6%	615.8%
Earning per share	0.80	0.97	1.28	1.99
Book Value per Share (Baht)	3.39	4.00	4.88	6.34
Dividend Payout Ratio	40.4%	41.3%	41.4%	41.1%⁽²⁾

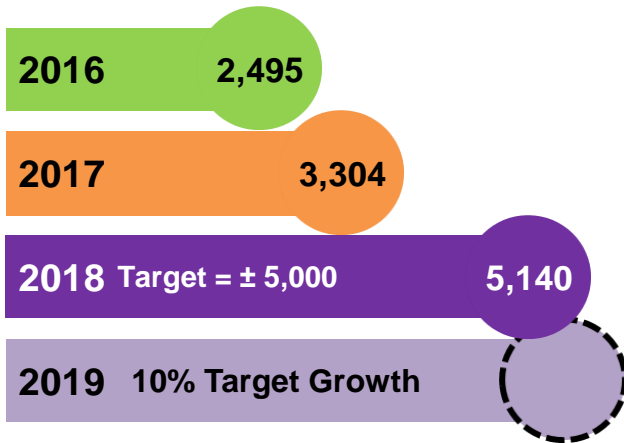
(1) Excluding Net Interchange & Marketing Expenses

(2) BOD approved on Feb 14th , however the right to received dividend is not confirmed until approved by the AGM 2019 (No. 17)

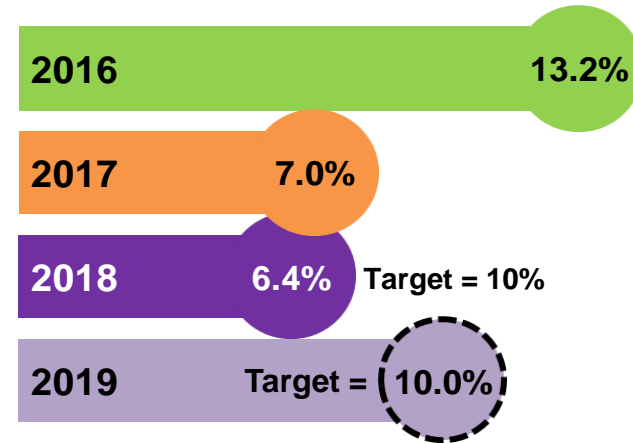
Key Performance Indicators



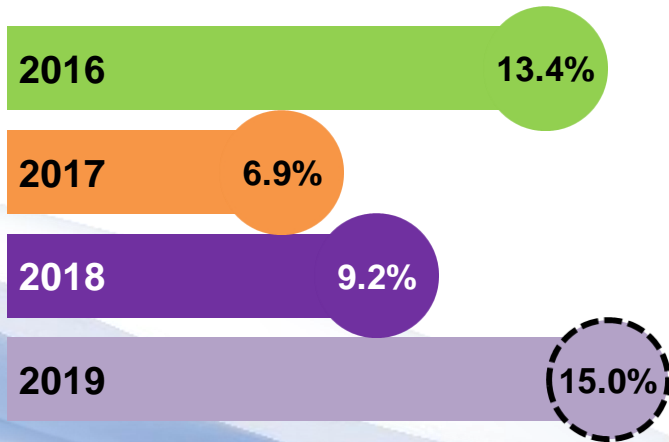
NET PROFIT (MB)



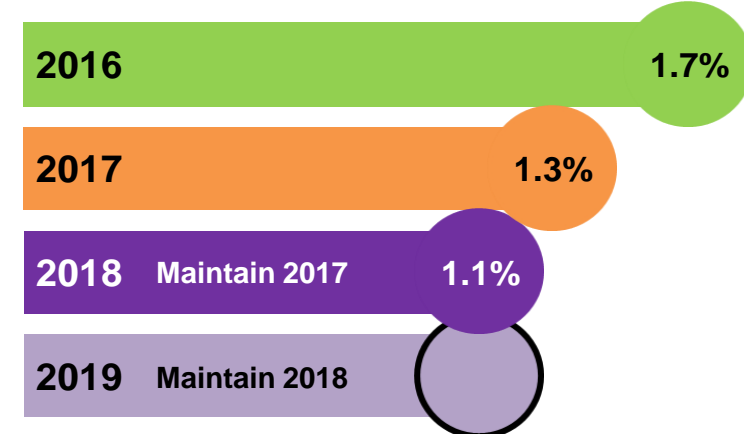
Total Port Growth (YOY)



Total Card Spending Growth



% NPL – Total Portfolio



THANK YOU



For further info, please contact IR Team at +66 2 828 5067 or irktc@ktc.co.th

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