



KKP

Analyst Meeting 2Q 2022

July 25, 2022

Table of Contents

- Retail Banking Business
- Commercial Banking Business
- Capital Market Business
- Revised Targets for 2022
- Appendix

PERFORMANCE HIGHLIGHTS

Key Highlights : Retail Banking Business

| | |
|-------------|--|
| 1H22 | <ul style="list-style-type: none">▪ Continuing with strong performance with overall retail loan growth +12% YTD▪ Good portfolio diversification with growth buildup in selected segment led by hire purchase growth +11% and housing loan growth +19%▪ High revenue increased from interest income and loan related fee income▪ Efficient portfolio management and repossessions - upside from favorable used car market conditions▪ Product refinements - Rod Riak Ngern / competitive housing product▪ Production efficiency - higher business volume |
| 2H22 | <ul style="list-style-type: none">▪ Challenging external environment ahead▪ Focus on portfolio mix and more selective origination▪ Re-price portfolio competitively▪ Increase and strengthen resources - capacity for growth / expand scope▪ Convert digital investment to real productivity |

1H 2022 Key Highlights

Commercial Banking Business

| | |
|---|---|
| Overall | <ul style="list-style-type: none">▪ Strong performance continued into 2Q22 largely driven by Commercial Banking business▪ 1H22 solid loan expansions, higher income from credit business, lower provisioning and lower losses from repossessions |
| Loan Growth | <ul style="list-style-type: none">▪ Satisfactory 1H22 loan growth of 9.7% mainly in selected collateralized segment▪ Growth across all segments but largely driven by hire purchase and housing |
| Others | <ul style="list-style-type: none">▪ Financial Markets business income for 1H22 totaled Baht 379 million, 81% increase YoY▪ SAM overall income for 1H22 contracted 50% YoY amid economic uncertainties, delaying NPA activities |
| Asset Quality / Expected Credit Losses (ECL) | <ul style="list-style-type: none">▪ Well-controlled asset quality with NPL at 3.0%, within manageable level supported by good quality new lending▪ ECL for 1H22 totaled Baht 1.9 billion, declining 28.0% YoY, reflecting well-managed portfolio quality together with high level of provisions already set aside during past periods▪ Declining credit cost for 1H22 at 1.63% from 2.74% YoY▪ Prudent provisioning level with high coverage ratio of 169.1% |
| Loan Spread | <ul style="list-style-type: none">▪ 2Q22 loan spread declining slightly to 5.2% from 5.3% |
| BIS Ratio | <ul style="list-style-type: none">▪ If including profit up to 2Q22, BIS ratio (Bank only) at 16.56%, Tier I = 12.99% |

1H 2022 Key Highlights

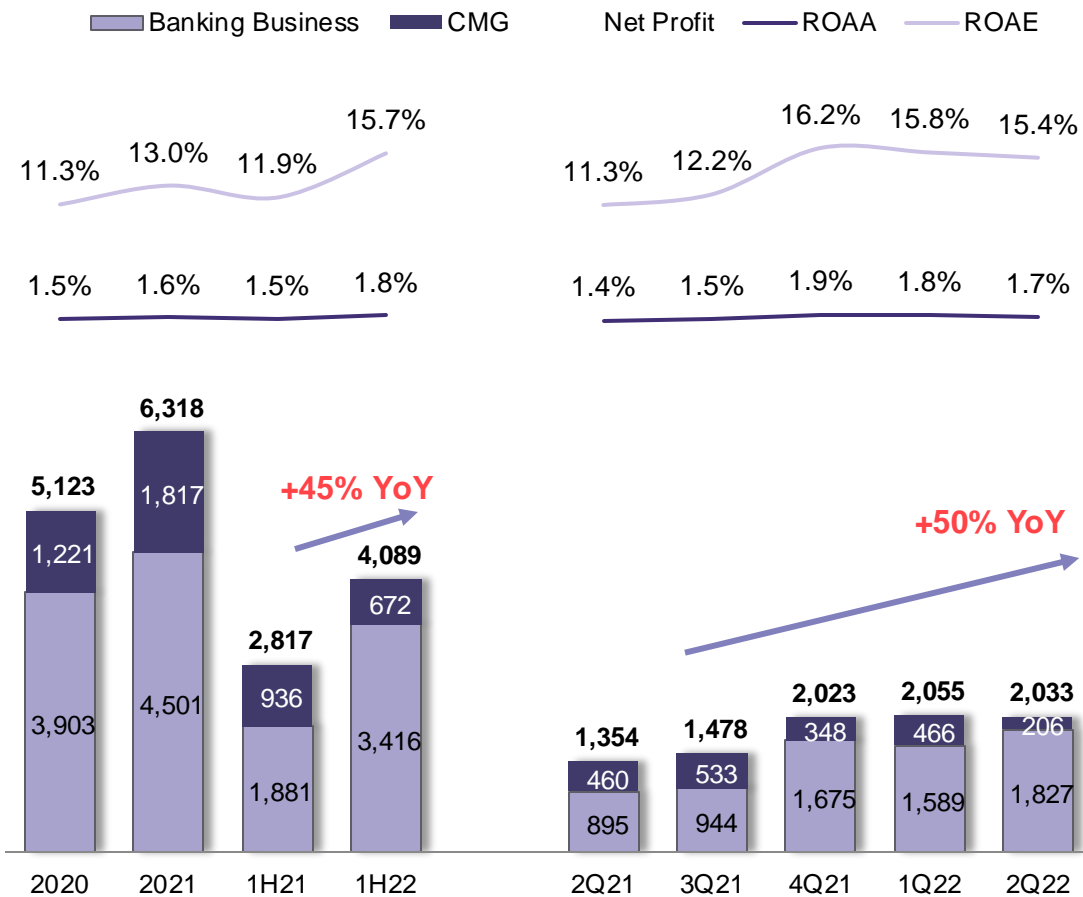
Capital Market Business

| | |
|------------------------------|--|
| Overall | <ul style="list-style-type: none">▪ Market uncertainties causing slow down in certain businesses |
| Equity Capital Market | <ul style="list-style-type: none">▪ Average daily turnover (SET+mai) for 2Q22 decreased considerably to Baht 77,663 million, decline of 19% from 1Q22▪ Kiatnakin Phatra Securities's market share (SET+mai) for 2Q22 continuing to rank 1st with market share of 18.18% with brokerage business for 2Q22 continued to perform well |
| Wealth Management | <ul style="list-style-type: none">▪ AUA Baht 724 billion, net new money of Baht 13 billion but AUA declined slightly by 1% YTD from market conditions |
| Asset Management | <ul style="list-style-type: none">▪ Total AUM of Baht 111 billion end of 2Q22, declined 7% YTD▪ Overall fee for 1H22 expanded comparing to 1H21 from increasing AUM YoY |
| Investment Banking | <ul style="list-style-type: none">▪ Activities delayed from unfavorable market conditions▪ Transactions targeted for 2H22 but depending on market situations |
| Investment | <ul style="list-style-type: none">▪ Total comprehensive income for 1H22 at Baht 388 million, 65% declined YoY from high base of last year▪ Strong performance in Equity and Derivatives Trading business while performance for Direct Investment business softened |

Profitability

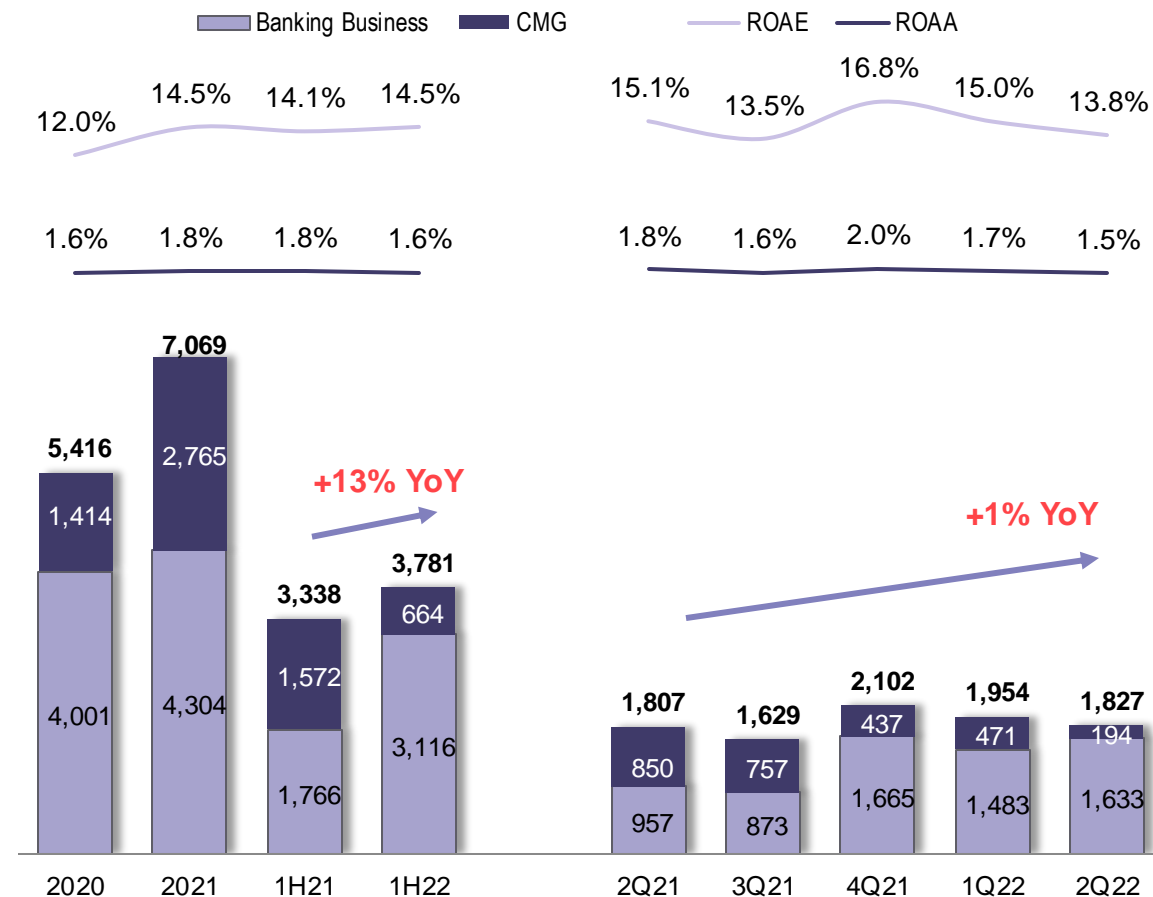
Net Profit

Baht in million



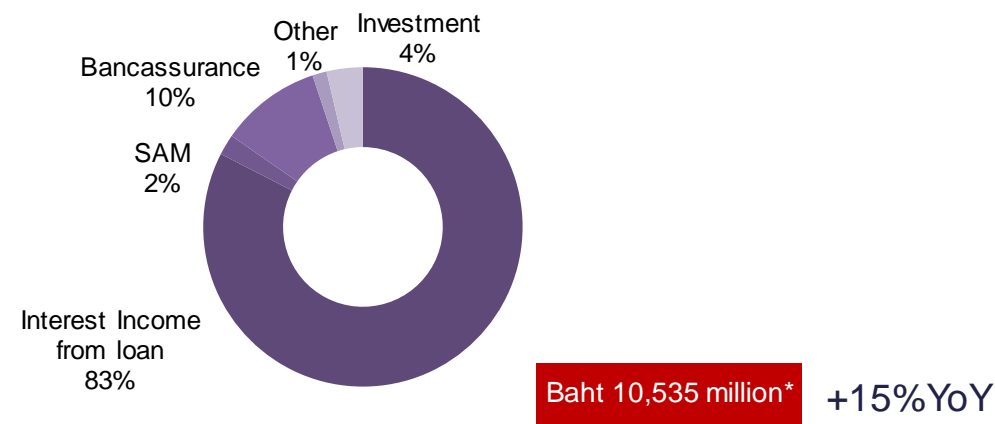
Comprehensive Income

Baht in million

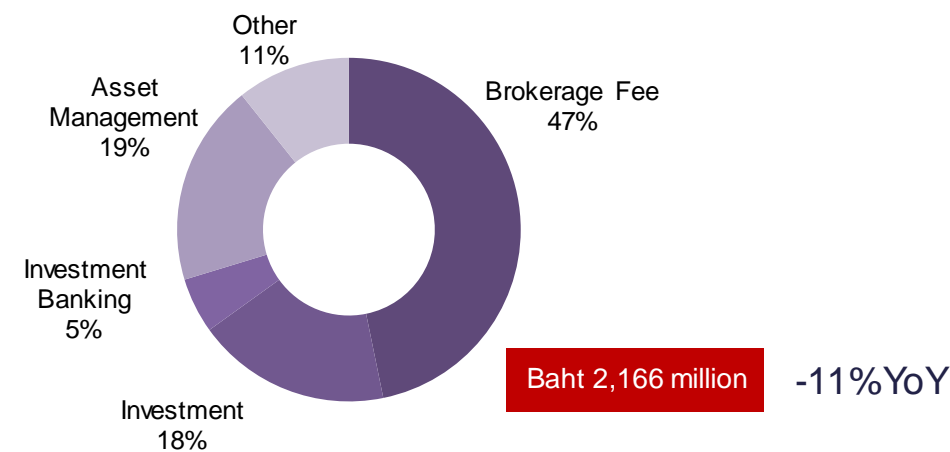


1H 2022 Net Revenue Breakdown

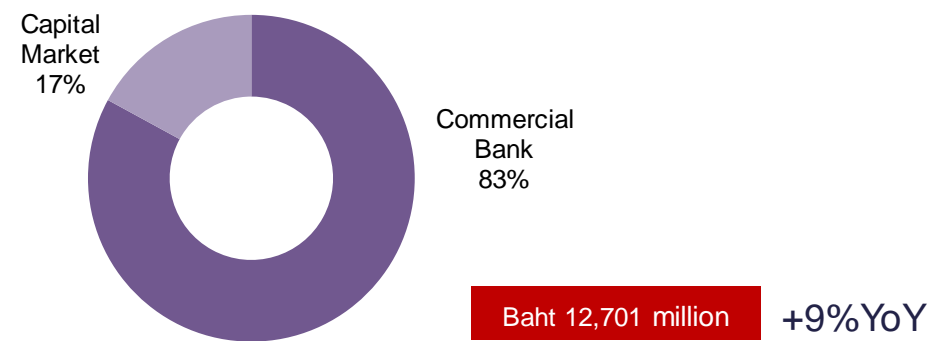
Commercial Banking Business



Capital Market Business



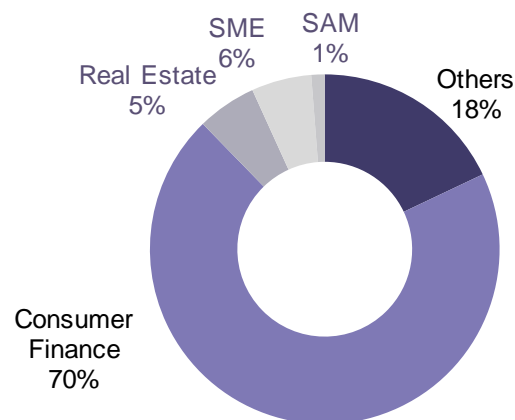
KK Phatra Financial Group



*Include G/L from NPA but exclude G/L from car repossession

1H 2022 Net Interest Income : Non Interest Income

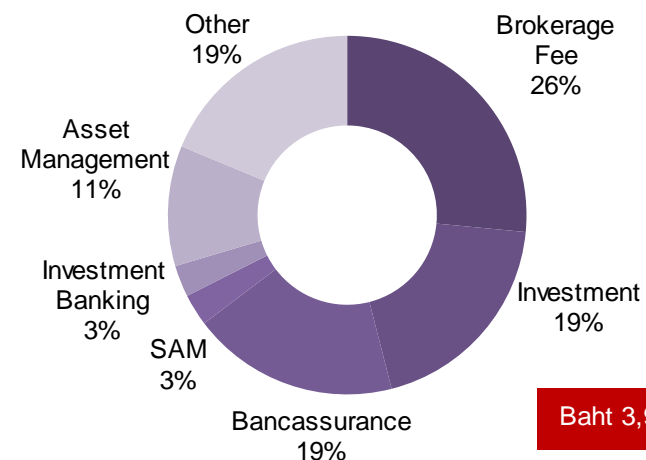
Net Interest Income



Baht 8,779 million

+15%YoY

Non Interest Income*



Baht 3,922 million*

-2%YoY

*Include G/L from NPA but exclude G/L from car repossession

Net Interest Income (NII) : Non Interest Income (Non-NII)



Baht 12,701 million

+9%YoY

Consolidated Income Statements

| Baht in million | 2Q21 | 1Q22 | 2Q22 |
|------------------------------------|--------------|--------------|--------------|
| Interest income | 4,744 | 5,270 | 5,547 |
| Interest expense | (950) | (967) | (1,071) |
| NII | 3,794 | 4,304 | 4,475 |
| Fee income | 1,821 | 1,851 | 1,646 |
| Fee expense | (207) | (297) | (249) |
| Net fees income | 1,614 | 1,554 | 1,396 |
| Other operating income | 327 | 584 | 276 |
| Total operating income | 5,735 | 6,441 | 6,147 |
| Operating expense | (2,347) | (2,543) | (2,576) |
| G/L from sale of foreclosed assets | (331) | (251) | (242) |
| Provision Expense | (1,378) | (1,066) | (812) |
| Income before income tax | 1,680 | 2,582 | 2,517 |
| Net income | 1,354 | 2,055 | 2,033 |
| EPS | 1.60 | 2.43 | 2.40 |

| | | | |
|-----------------------------|--------------|--------------|--------------|
| Comprehensive Income | 1,807 | 1,954 | 1,827 |
| Headcount | 4,206 | 4,361 | 4,432 |

| QoQ | YoY (Q) | 1H21 | 1H22 | YoY (Y) |
|--------------|--------------|---------------|---------------|-------------|
| 5% | 17% | 9,559 | 10,817 | 13% |
| 11% | 13% | (1,935) | (2,038) | 5% |
| 4% | 18% | 7,624 | 8,779 | 15% |
| (11%) | (10%) | 3,457 | 3,496 | 1% |
| (16%) | 21% | (409) | (546) | 34% |
| (10%) | (14%) | 3,048 | 2,950 | (3%) |
| (53%) | (16%) | 678 | 860 | 27% |
| (5%) | 7% | 11,351 | 12,589 | 11% |
| 1% | 10% | (4,535) | (5,119) | 13% |
| (3%) | (27%) | (726) | (493) | (32%) |
| (24%) | (41%) | (2,612) | (1,878) | (28%) |
| (3%) | 50% | 3,477 | 5,099 | 47% |
| (1%) | 50% | 2,817 | 4,089 | 45% |
| (1%) | 50% | 3.33 | 4.83 | 45% |

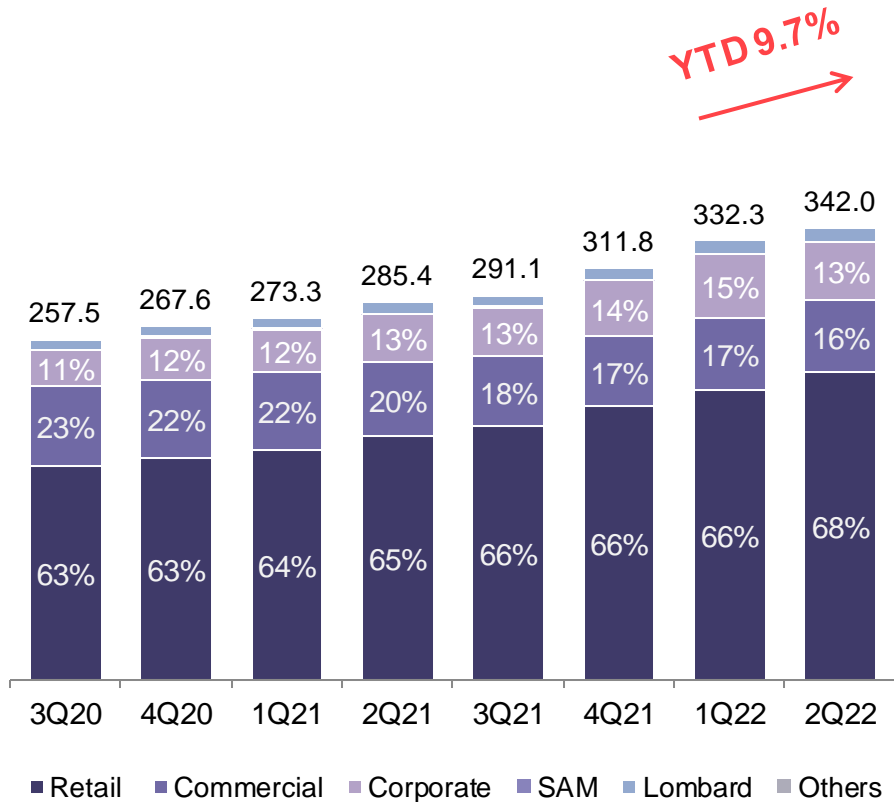
| | | | | |
|-------------|-----------|--------------|--------------|------------|
| (7%) | 1% | 3,338 | 3,781 | 13% |
| 2% | 5% | 4,206 | 4,432 | 5% |

COMMERCIAL BANKING BUSINESS

Loan Growth

Gross Loan Composition

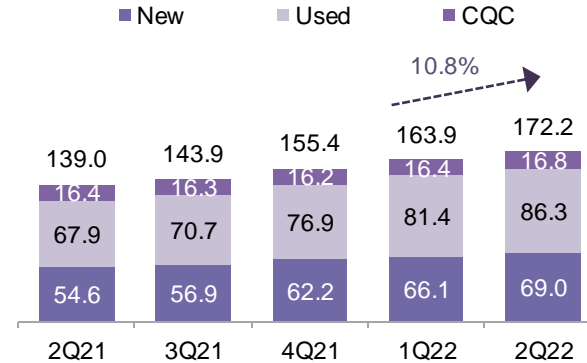
Baht in billion



Retail Loans

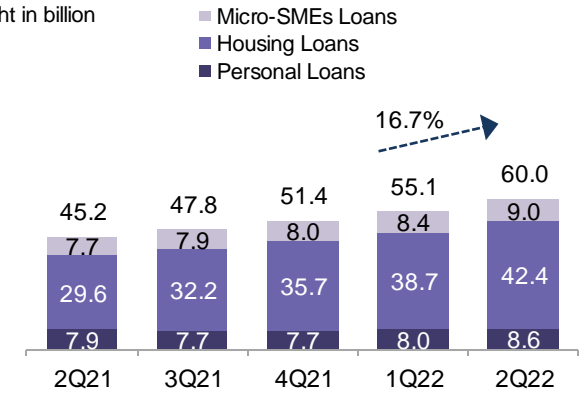
Hire Purchase

Baht in billion



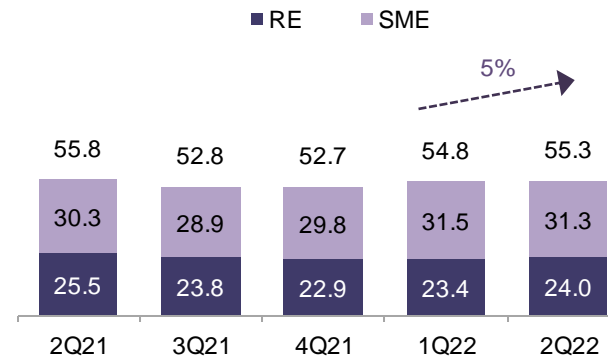
Other Retail

Baht in billion



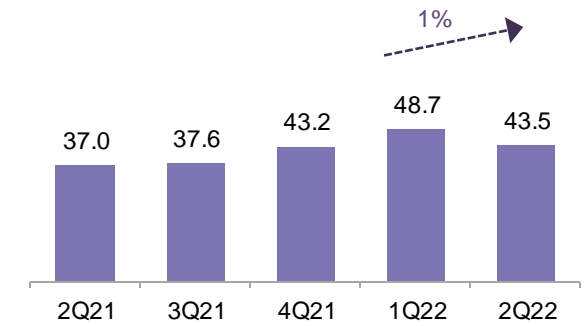
Commercial Lending

Baht in billion



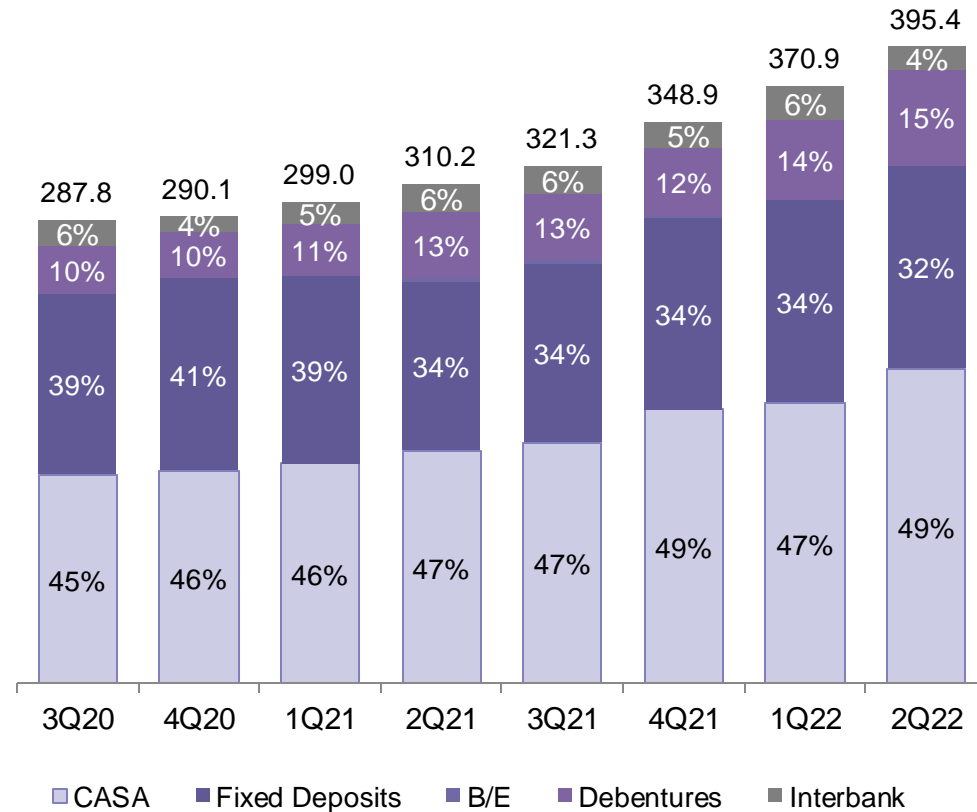
Corporate Banking

Baht in billion

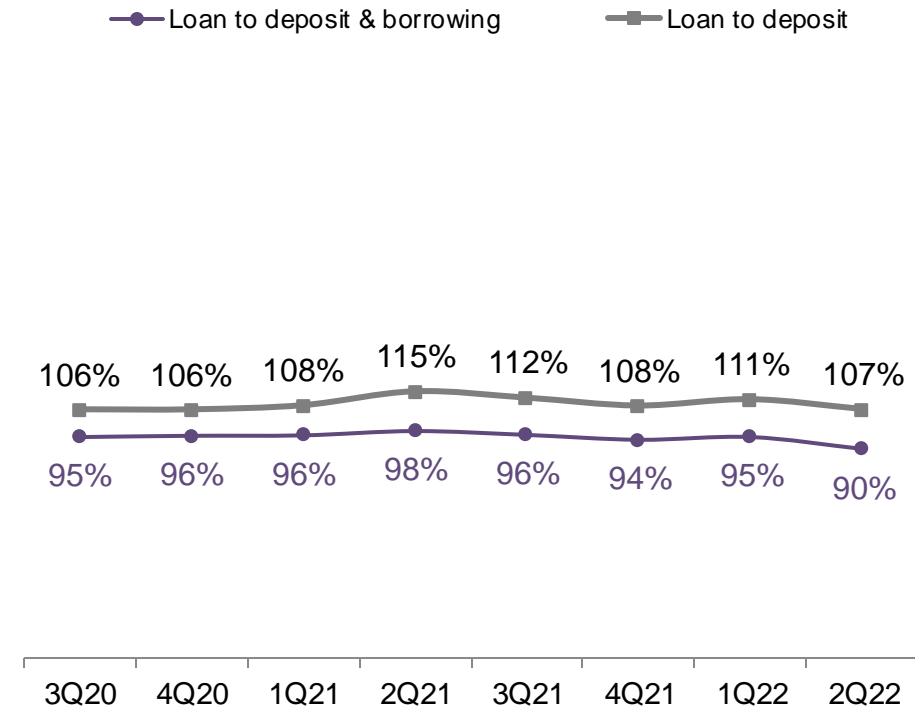


Funding & Liquidity

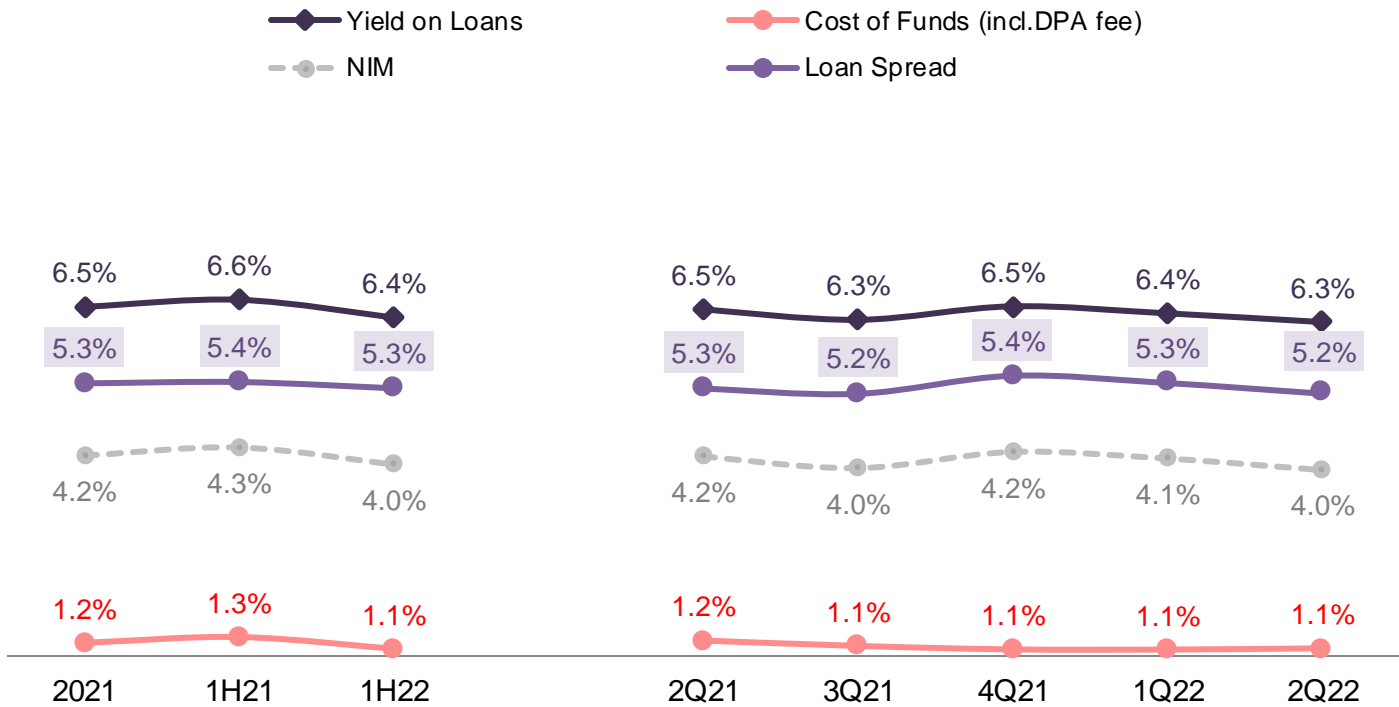
Interest Bearing Debt



Loan to Deposit & Borrowing



Loan spread

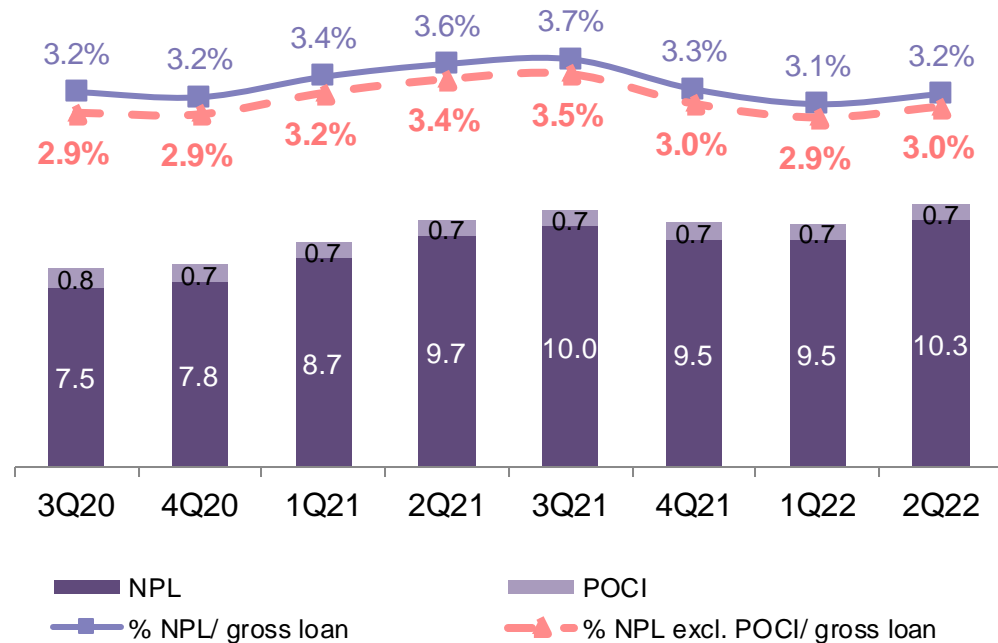


NIM = Net interest income / Average earning assets including Interbank, investment in securities, loans net deferred revenue

Asset Quality

Total Non-Performing Loans

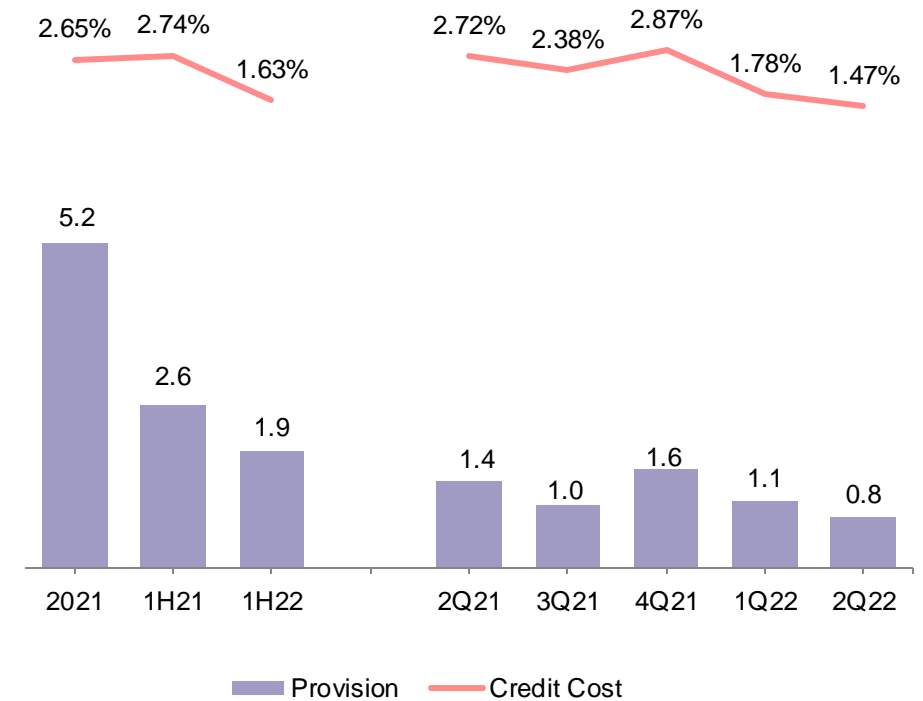
Baht in billion



▪ Reclassification under TFRS 9 for Financial Assets classified as Purchased or originated credit impaired (POCI) from previous classification under Investment in loans

Expected Credit Loss

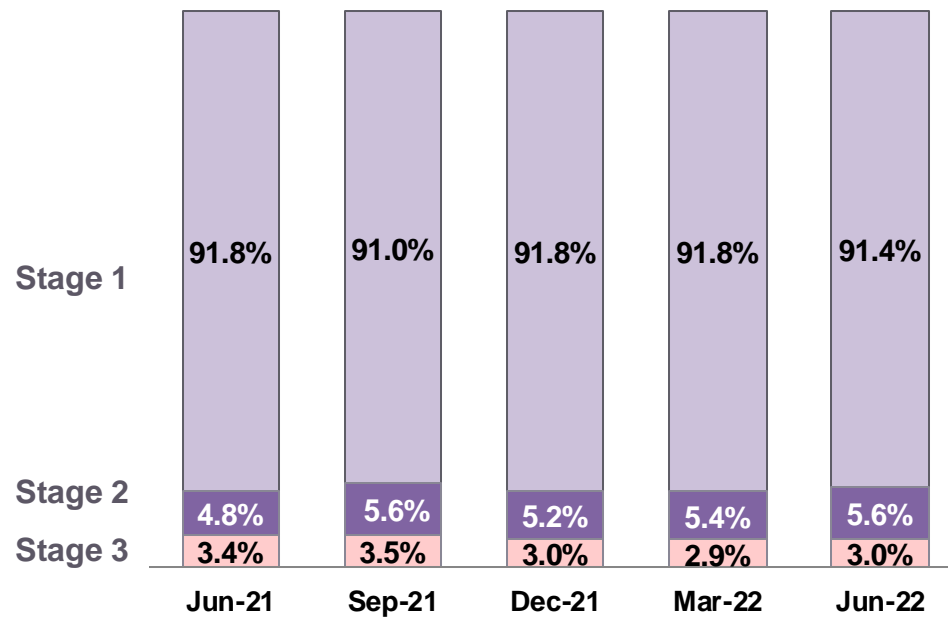
Baht in billion



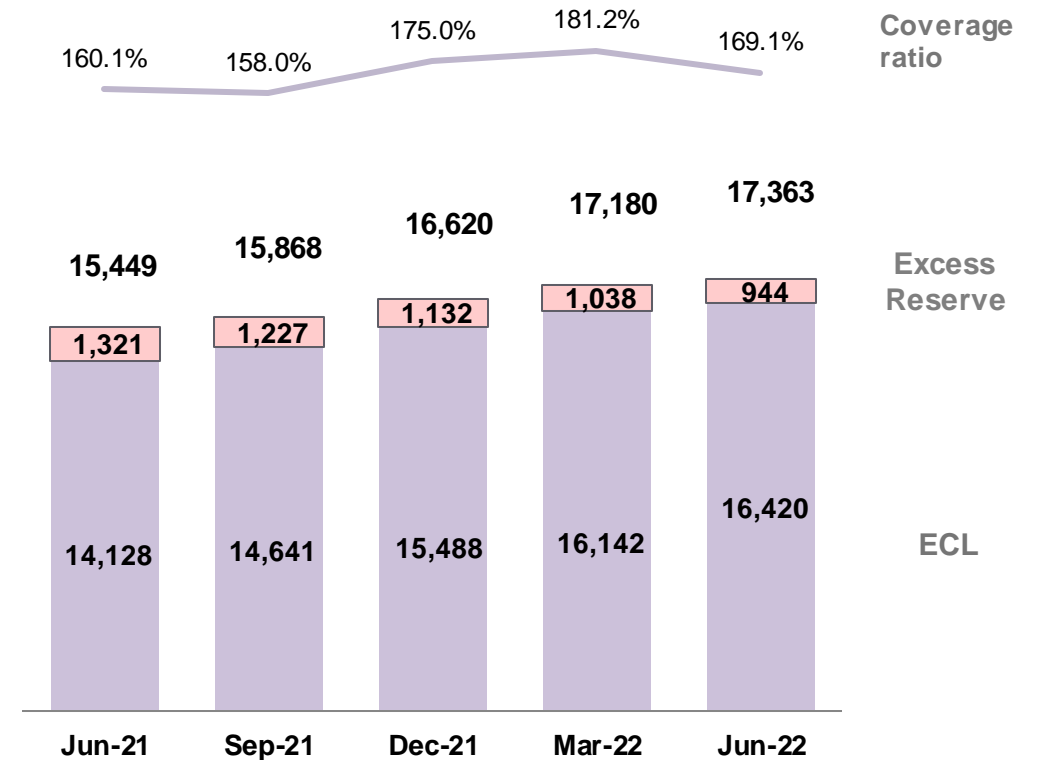
▪ %Credit Cost include expected credit loss and loss from sale of repossessed cars excluding reversal of general provision

Loan classification and Allowance for ECL

Loan classification¹



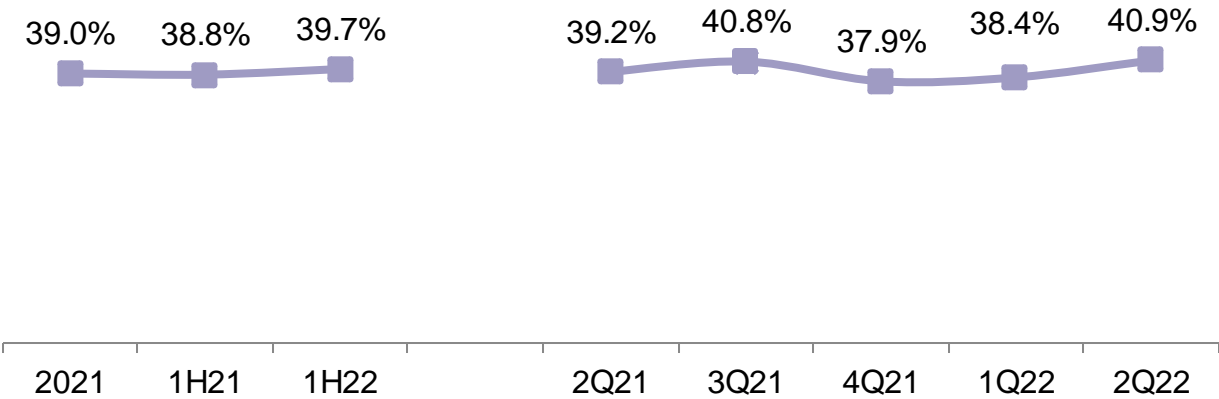
Allowance for ECL



1/ Principle balance and exclude Purchased or originated credit impaired loans (POCI)

Efficiency ratio

Cost to Income¹



1/ Operating expense (excl. Loss from fair value adjustment and G/L from sale of foreclosed assets)/Net revenue (incl. G/L from sale of NPA)

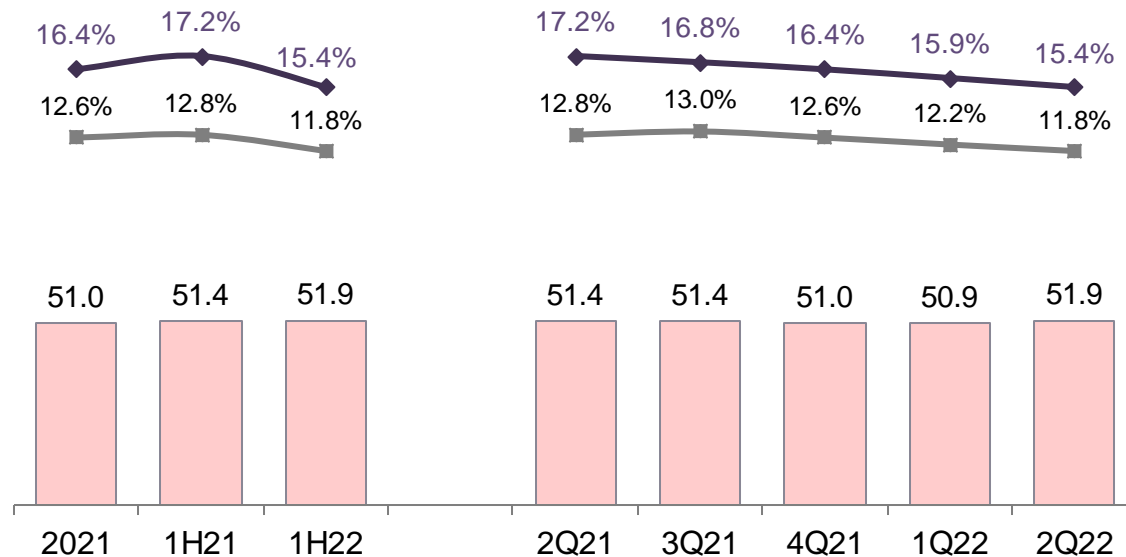
2/ Earning assets includes net loan, NPA, Interbank & moneymarkets and Investment in properties

High quality capital

CAR Ratio and Tier 1 Ratio (Bank Only)

Baht in billion

■ Total Capital
◆ CAR Ratio
■ Tier I Capital Ratio



- If including net profit up to 2Q 2022
 - CAR ratio = 16.56%
 - Tier 1 ratio = 12.99%

CAPITAL MARKET BUSINESS

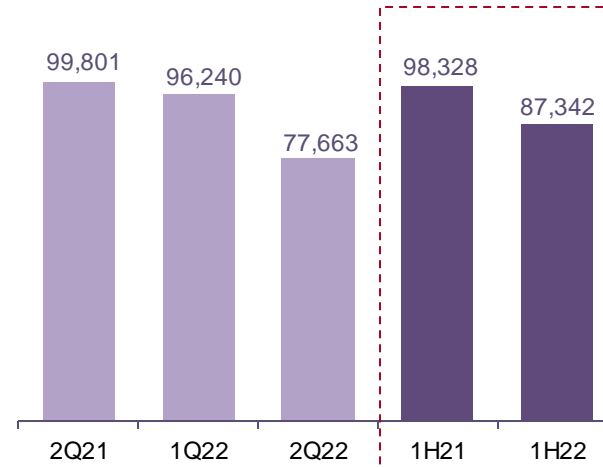
Capital Market Business - Financial Performance Summary

| (Baht million) | 2Q21 | 1Q22 | 2Q22 | % change q-o-q | % change y-o-y | 1H21 | 1H22 | % change y-o-y |
|---|--------------|--------------|--------------|-------------------|-------------------|--------------|--------------|-------------------|
| Revenue | | | | | | | | |
| Agency Business | | | | | | | | |
| Brokerage fees | 478 | 603 | 444 | -26% | -7% | 979 | 1,047 | 7% |
| Fee and service income | 734 | 464 | 542 | 17% | -26% | 1,331 | 1,006 | -24% |
| Agency Business | 1,212 | 1,067 | 986 | -8% | -19% | 2,310 | 2,053 | -11% |
| Investment Business | 139 | 329 | 68 | -79% | -51% | 308 | 398 | 29% |
| Other Income | 112 | 111 | 128 | 15% | 14% | 249 | 239 | -4% |
| Total Revenue | 1,462 | 1,507 | 1,182 | -22% | -19% | 2,867 | 2,689 | -6% |
| Total Expenses | 886 | 987 | 924 | -6% | 4% | 1,768 | 1,912 | 8% |
| Net Profit | 460 | 415 | 206 | -50% | -55% | 880 | 621 | -29% |
| Other comprehensive income : | | | | | | | | |
| Changes in fair value of investments | 433 | (67) | (15) | 78% | -103% | 870 | (82) | -109% |
| Gain/(loss) on disposal of investments | 55 | 73 | (2) | -102% | -103% | (74) | 71 | 196% |
| Total other comprehensive income | 390 | 5 | (13) | -367% | -103% | 636 | (8) | -101% |
| Total comprehensive income | | | | | | | | |
| for the period | 850 | 419 | 194 | -54% | -77% | 1,517 | 613 | -60% |

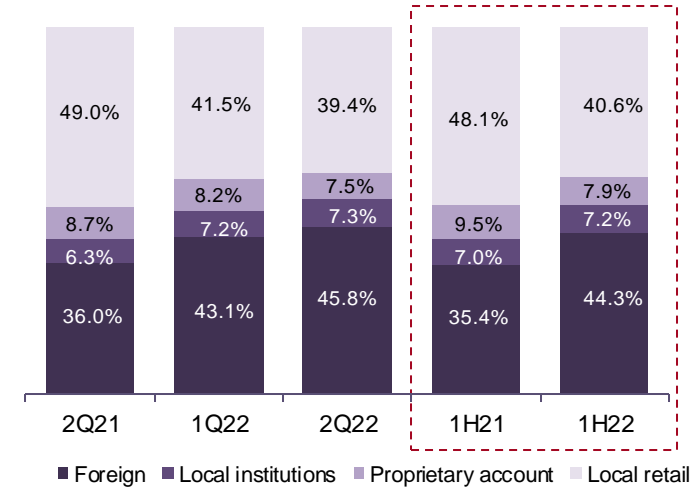
Agency Business - Equity Brokerage Business

- Daily average trading of market in 2Q22 was Baht 77,663 million, significantly decreased 19% from 1Q22 and 22% from 2Q21
- KKPS's daily average trading value in 2Q22 was Baht 27,717 million, ranking no.1

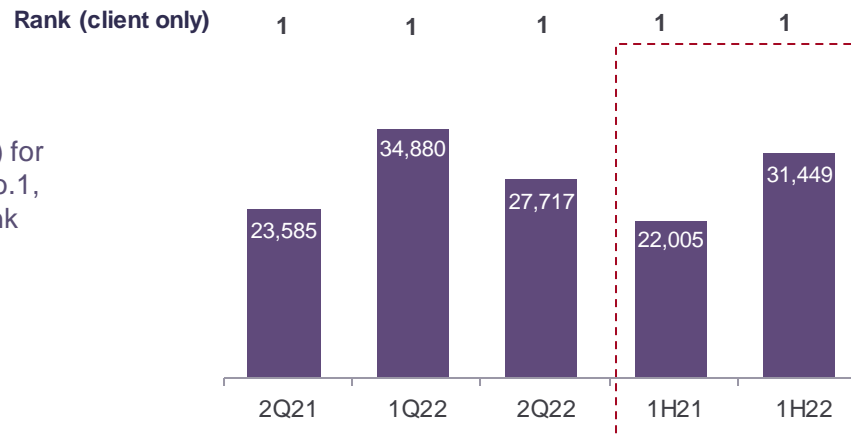
Market Daily Average Trading Value (Bt million)



Breakdown of client of SET & MAI

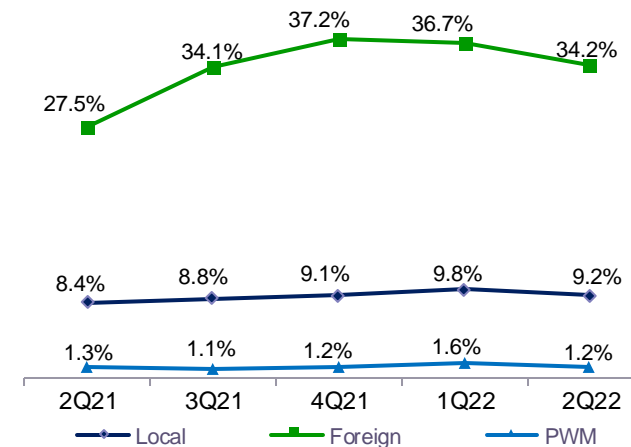


Daily Average Trading Value (Bt million)



- Market share (client only) for 2Q22 at 18.18%, rank no.1, compared to 12.10%, rank no.1, for 2Q21

Market share - Segmented by Investor

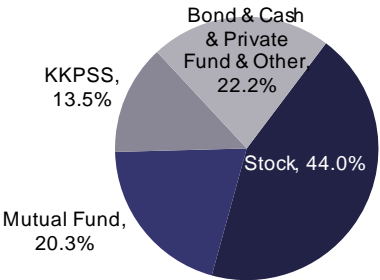


Agency Business - Wealth Management and Asset Management Business

HNW's Asset Base

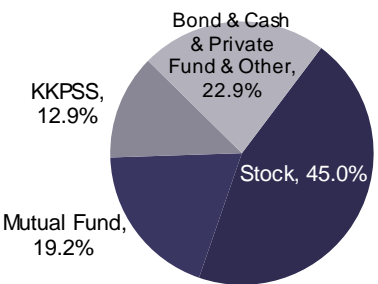
Y2021

Total: Baht 734 billion



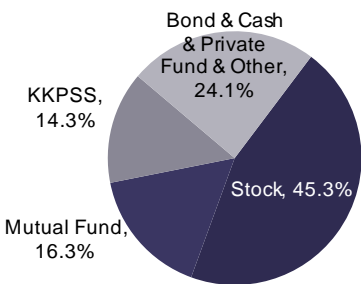
1Q2022

Total: Baht 738 billion



1H2022

Total: Baht 724 billion



- Our Asset under Advise (AUA) decrease 1% in 1H22 and has net new money amount Baht 13,707 million

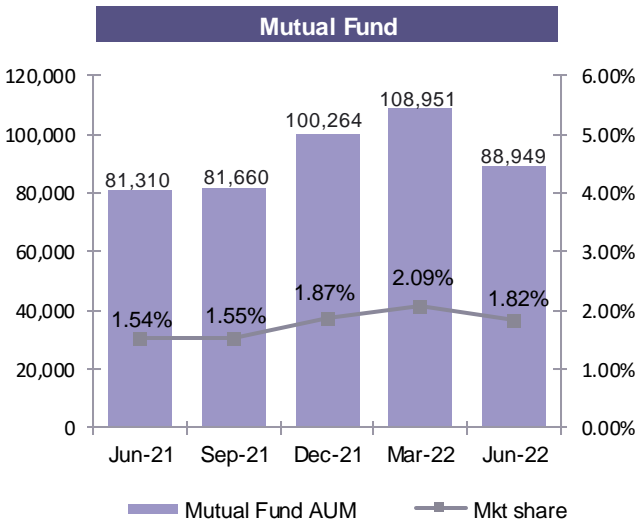
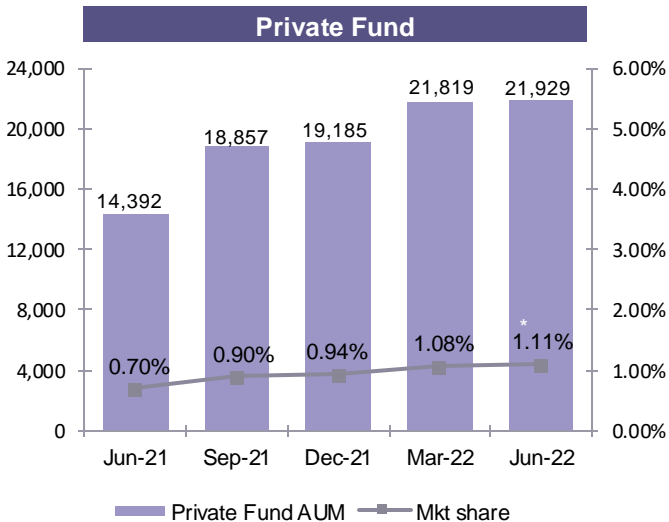
Average Yield

0.29%

0.23%

0.24%

Asset Management Business

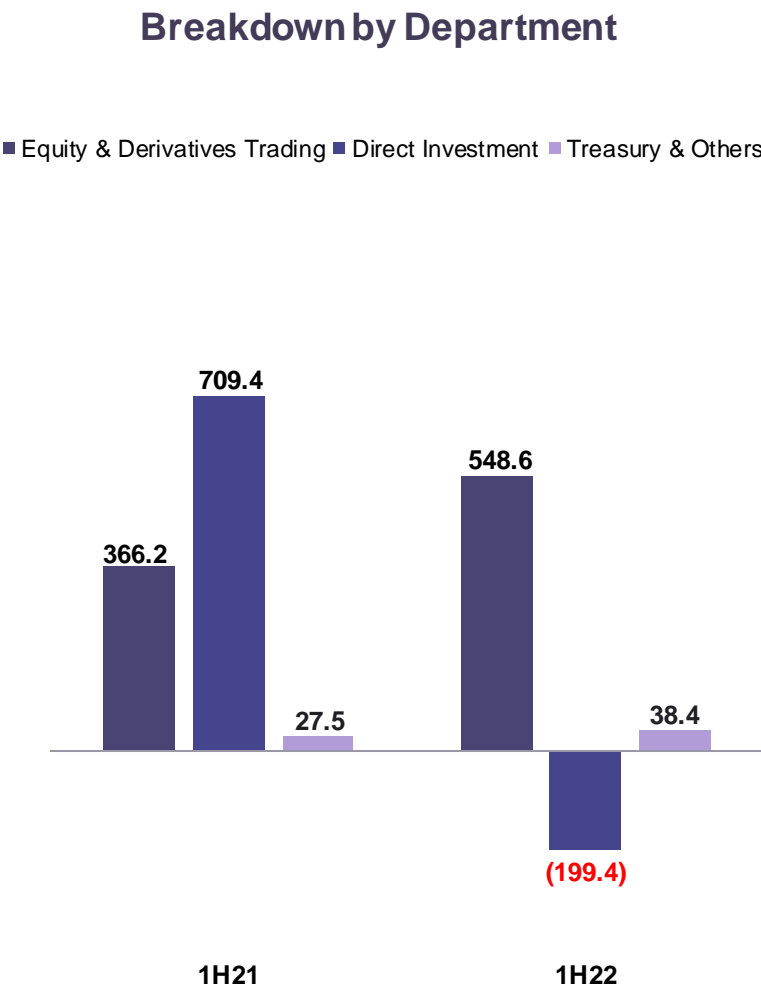
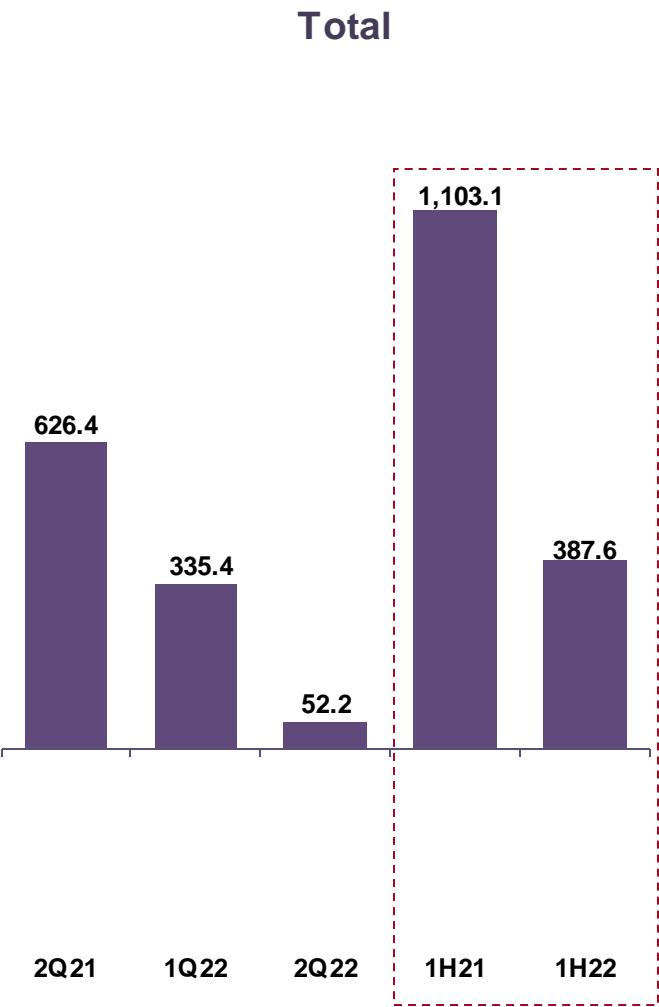


* Market share in Jun 2022 is calculated by using May's market data

Investment Business

Comprehensive Revenue

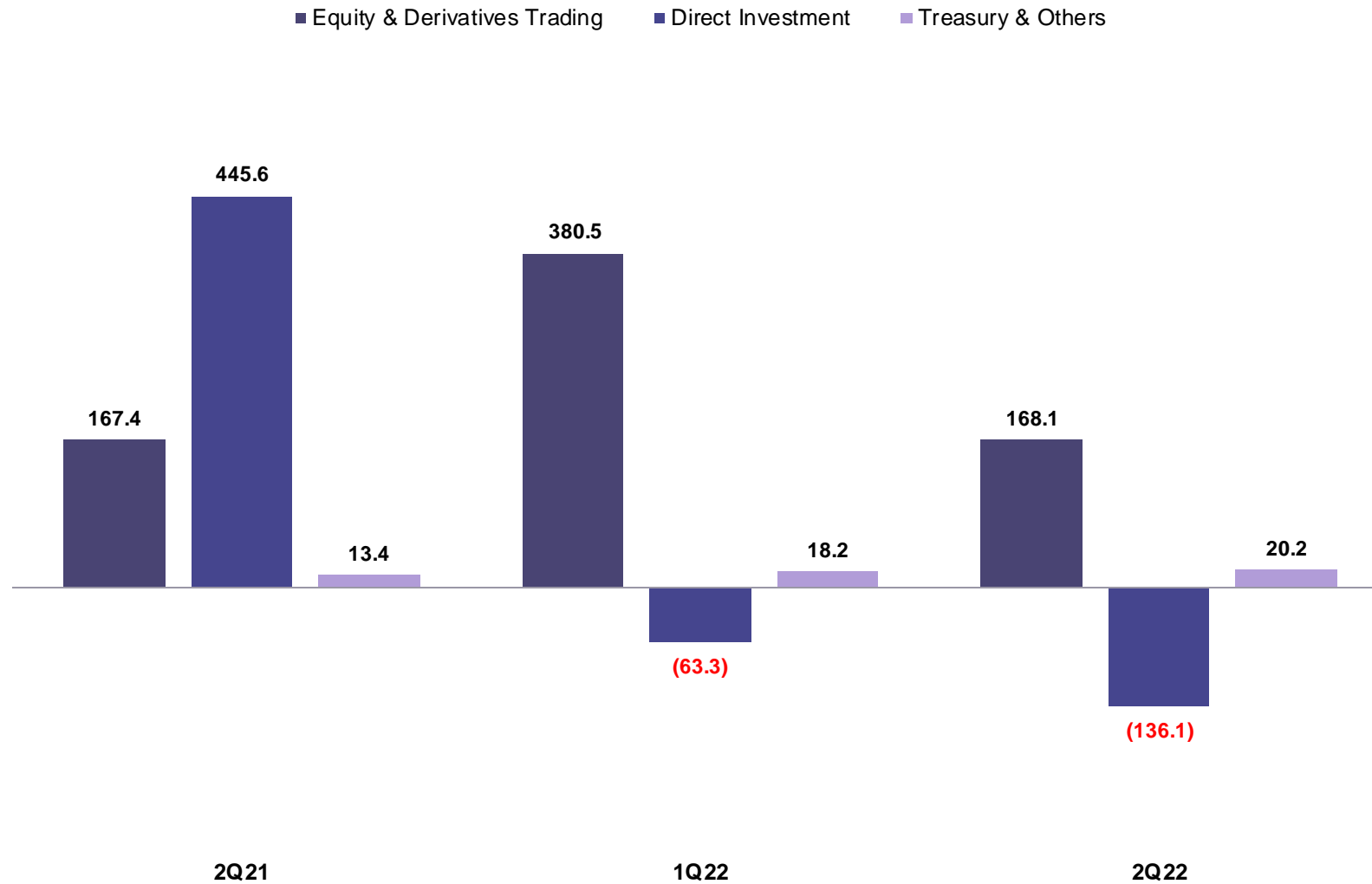
Baht in million



Investment Business

Revenues breakdown by quarter

Baht in million



REVISED OUTLOOK FOR 2022

Revised Financial Targets for 2022

| | % | 2022 Original Targets | 1H 2022 Actual | 2022 Revised Targets |
|-------------------------------------|---|-----------------------|----------------|----------------------|
| ROAE (Comprehensive Income) | | ~13.0 | 14.5 | Maintain ~13.0 |
| Loan Growth | | ~12.0 | 9.7 YTD | 16.0 |
| Loan Spread | | ~5.1 | 5.3 | Maintain ~5.1 |
| NPL Ratio (Gross) ¹ | | ~3.3 | 3.0 | ~3.1 |
| Credit Cost (Excl. GR) ² | | < 2.20 | 1.63 | ~2.00 |

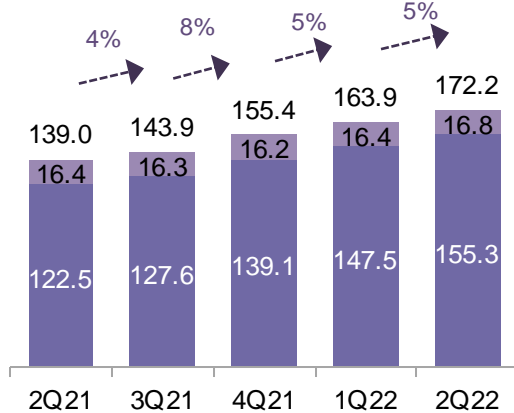
1. NPLs ratio : Excluding amount classified as Purchased or Originated Credit-Impaired (POCI) financial assets
2. Credit cost : Expected credit loss plus loss from sale of repossessed cars excluding reversal of general provisions

APPENDIX

Loans

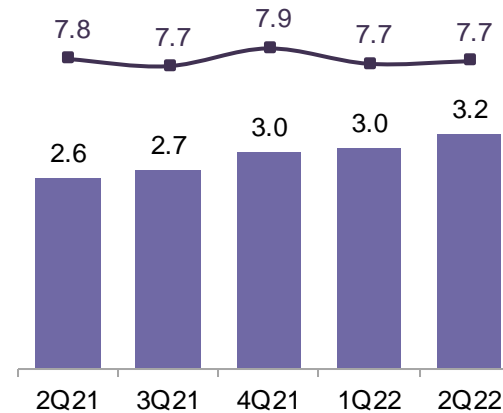
Baht in billion

■ New & Used ■ CQC ■ % loan growth



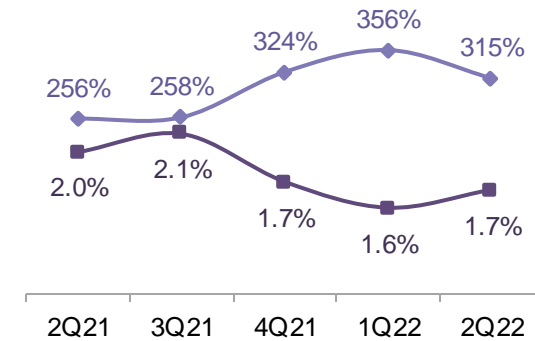
Loan Yield

Baht in billion

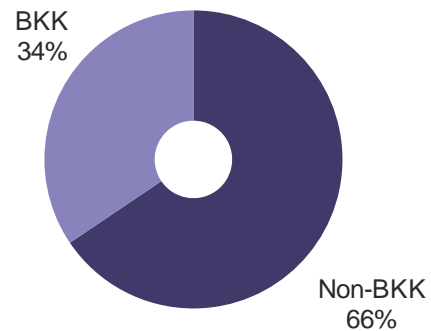


Portfolio Quality

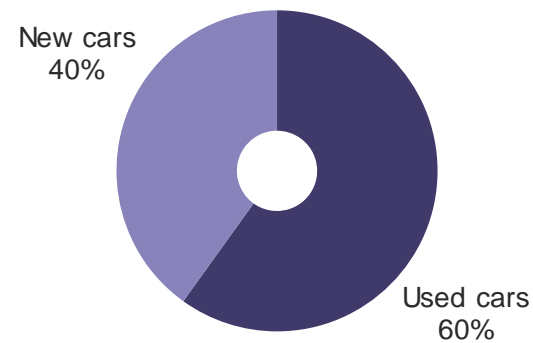
◆ % Coverage ratio ■ % NPL



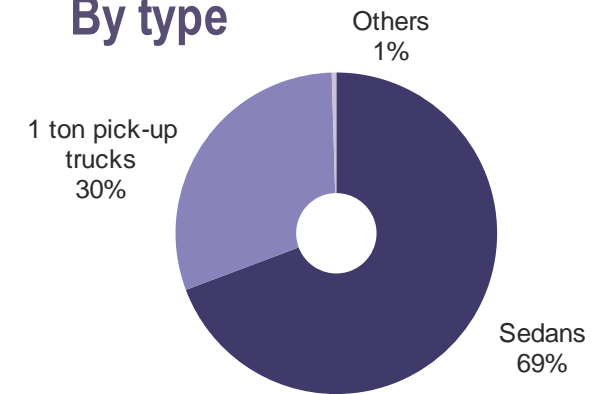
By location



By class



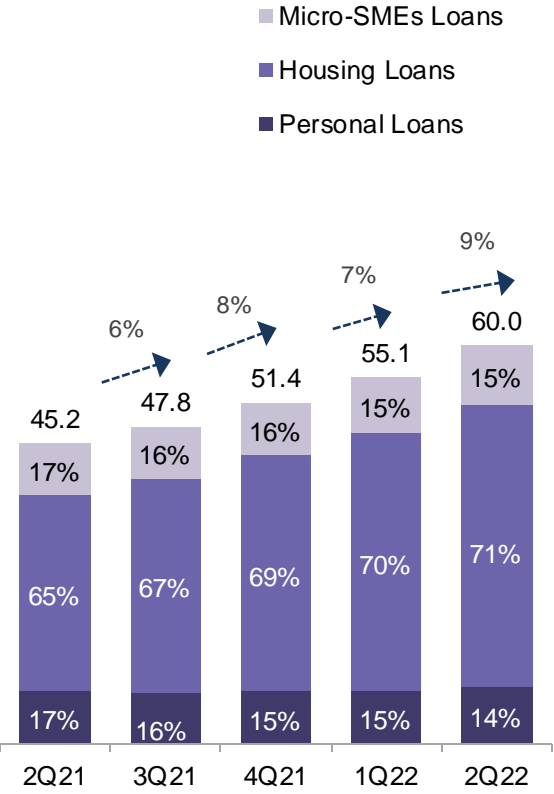
By type



Other Retail Loans

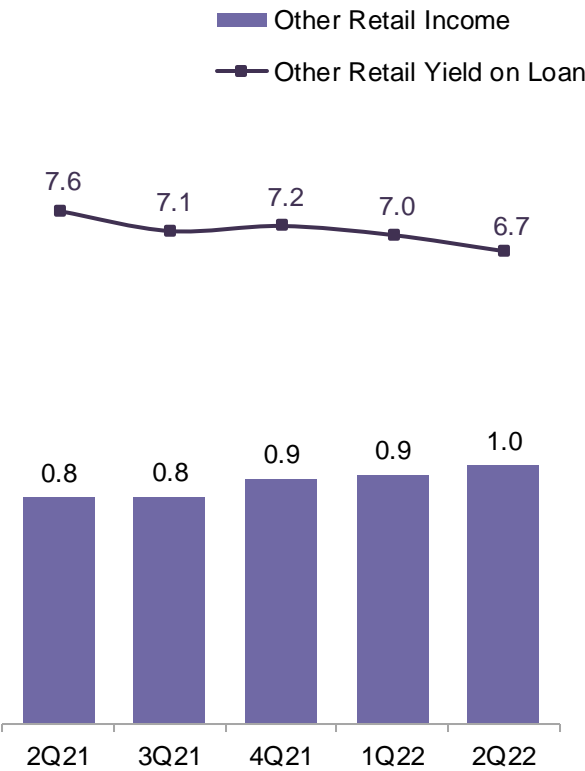
Loans

Baht in billion

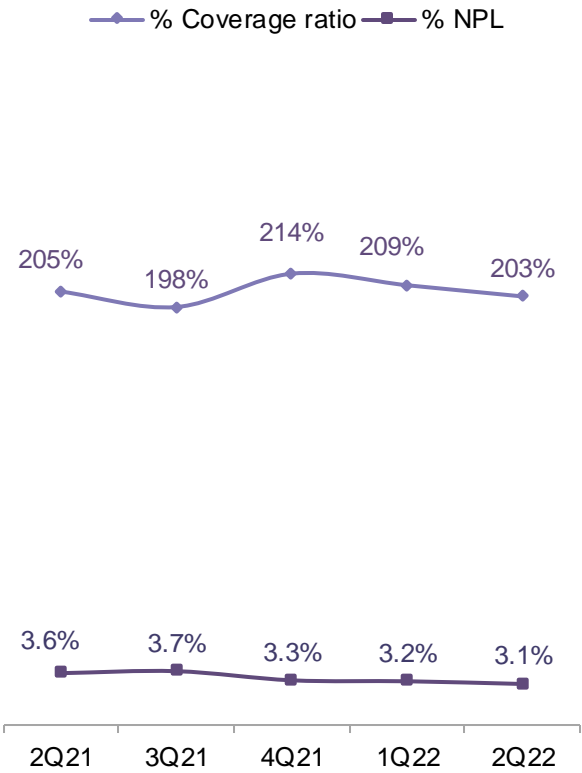


Loan Yield

Baht in billion



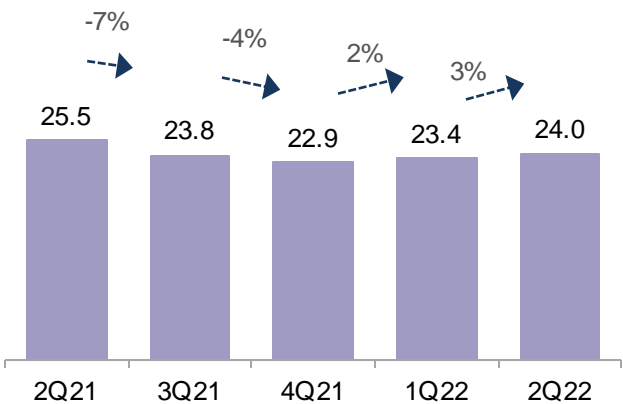
Portfolio Quality



Real Estate Development (RE)

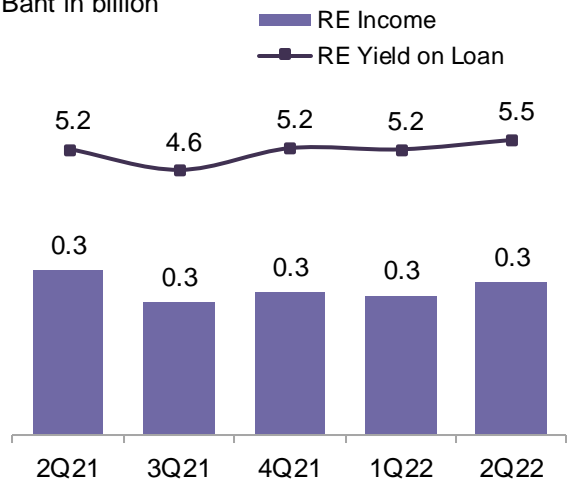
Loans

Baht in billion

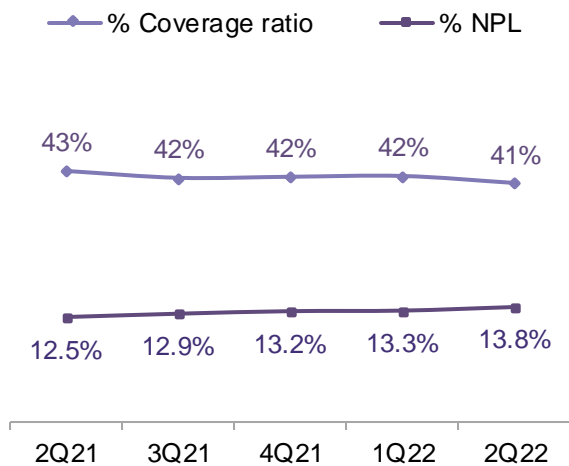


Loan Yield

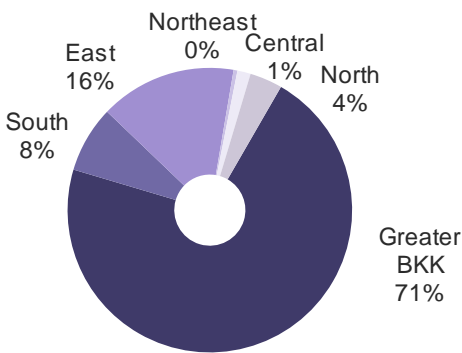
Baht in billion



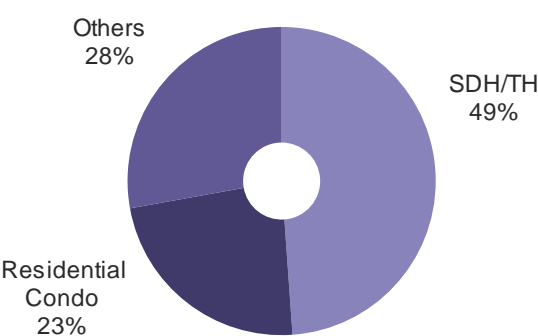
Portfolio Quality



By location



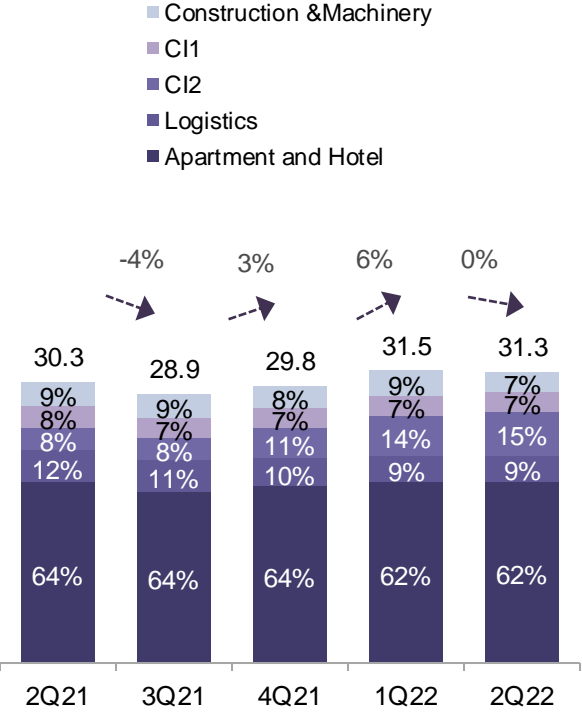
By class



SME

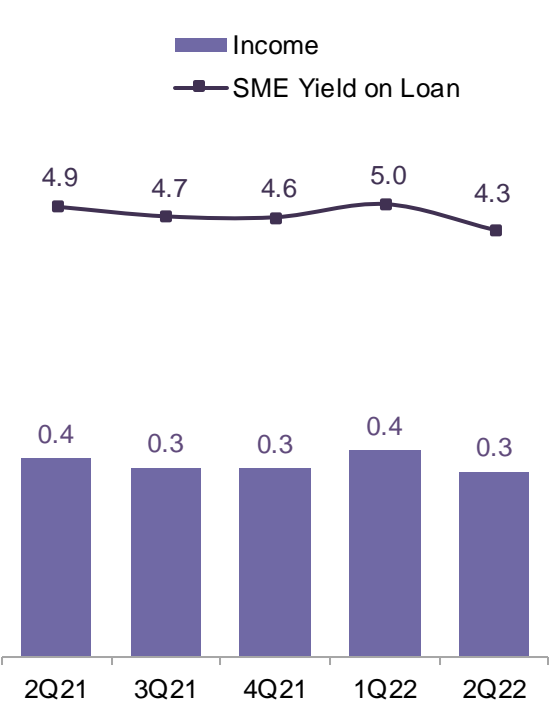
Loans

Baht in billion

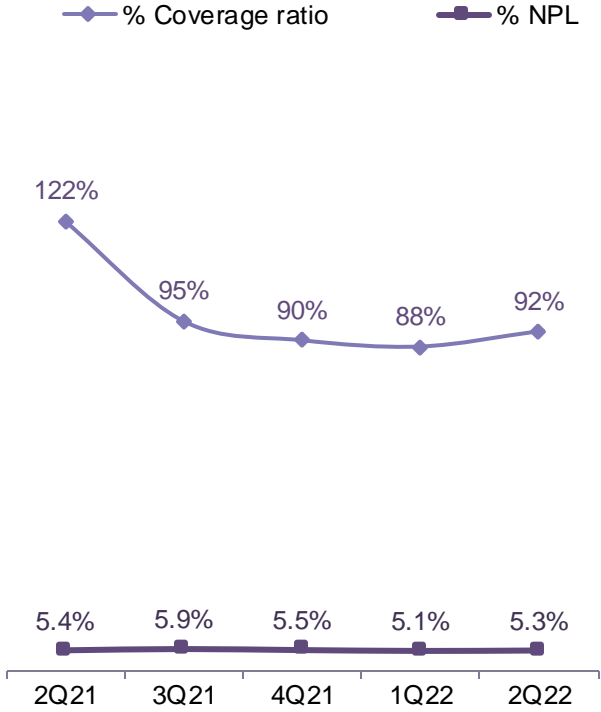


Loan Yield

Baht in billion

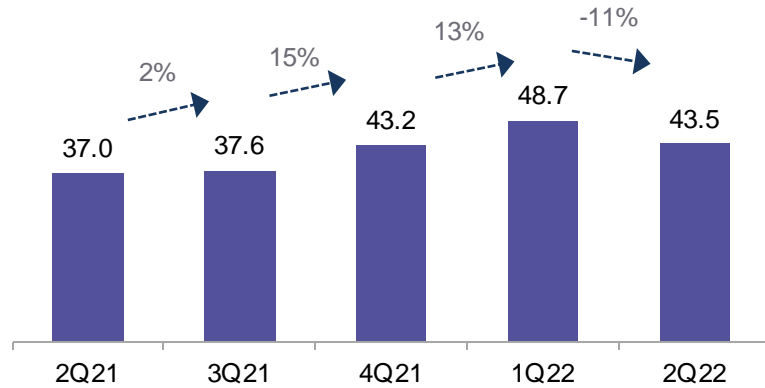


Portfolio Quality

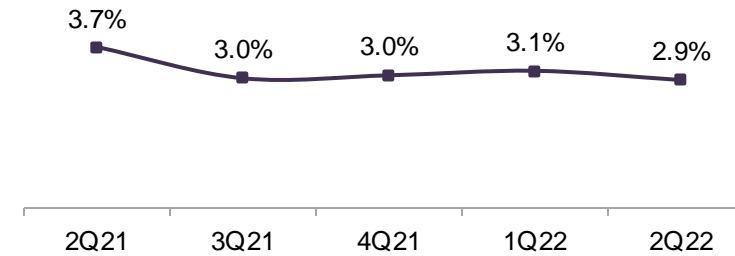


Corporate Loans

Baht in billion

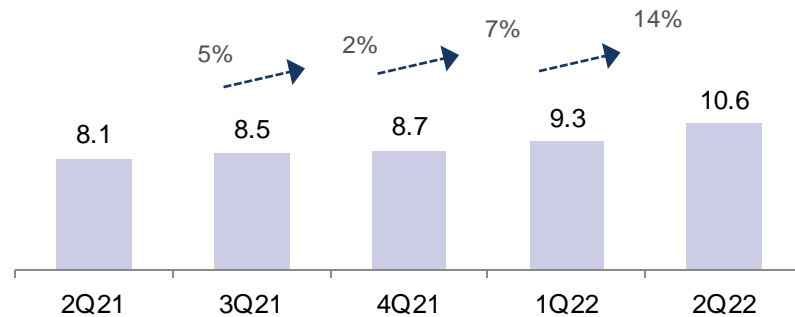


Corporate Loan Yield

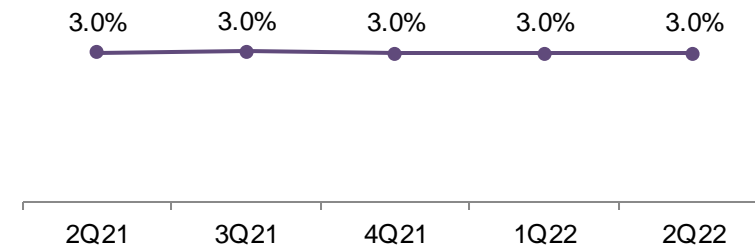


Lombard Loan Loans

Baht in billion



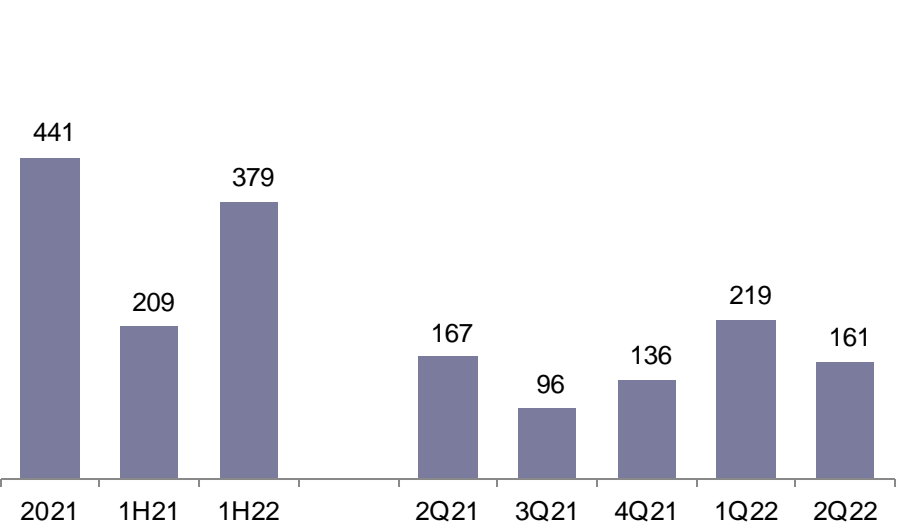
Lombard Loan Yield



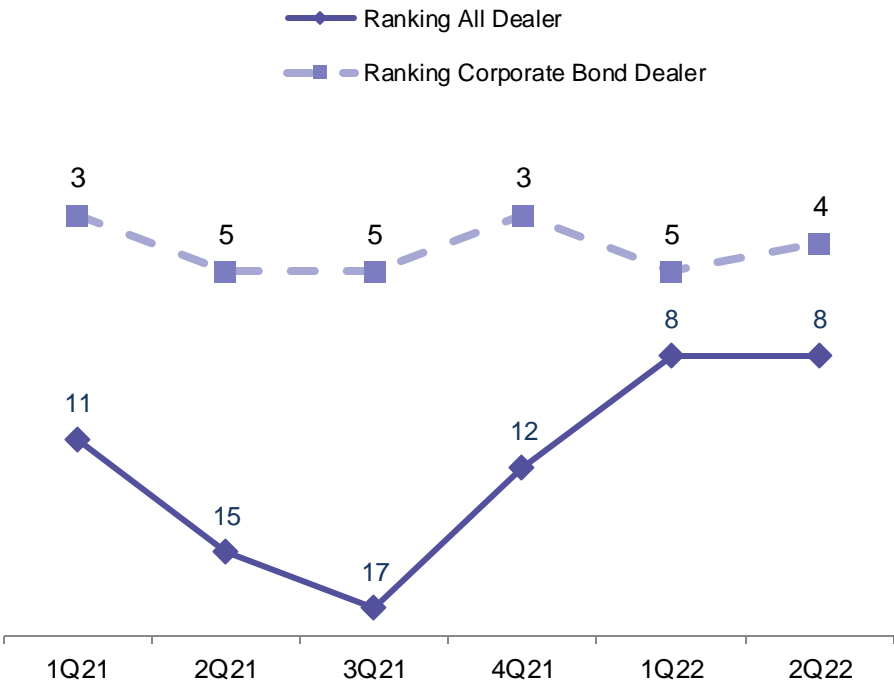
Financial Markets

Revenue

Baht in million



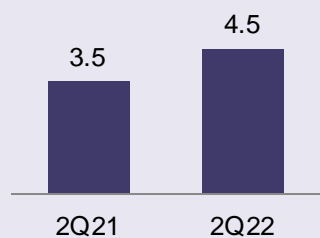
Ranking



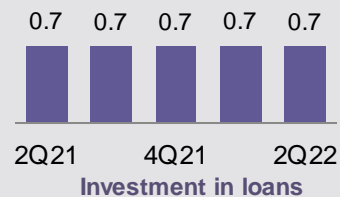
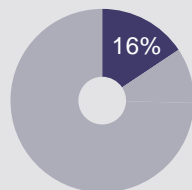
Special Asset Management (SAM)

Assets

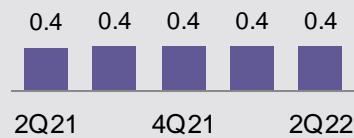
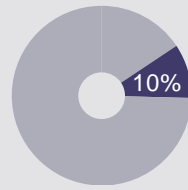
Baht in billion



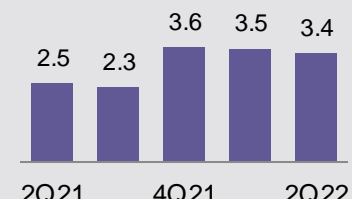
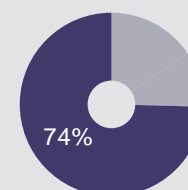
Total Assets



Investment in loans



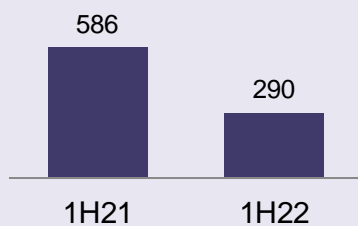
Financial claim loans



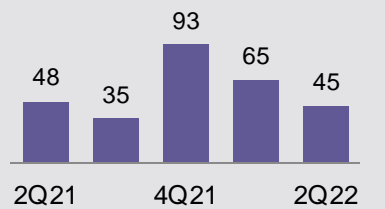
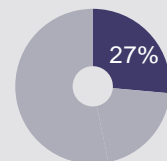
Foreclosed assets

Income

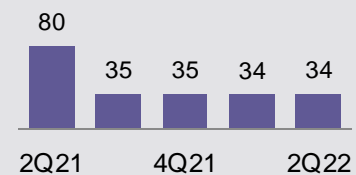
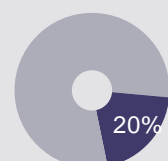
Baht in million



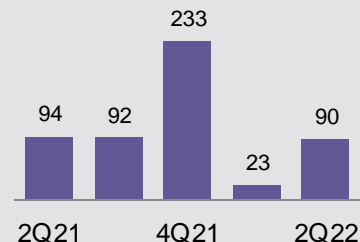
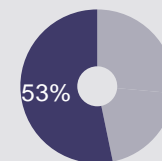
Total income



Interest income from Investment in loans



Interest income from Financial claim loans

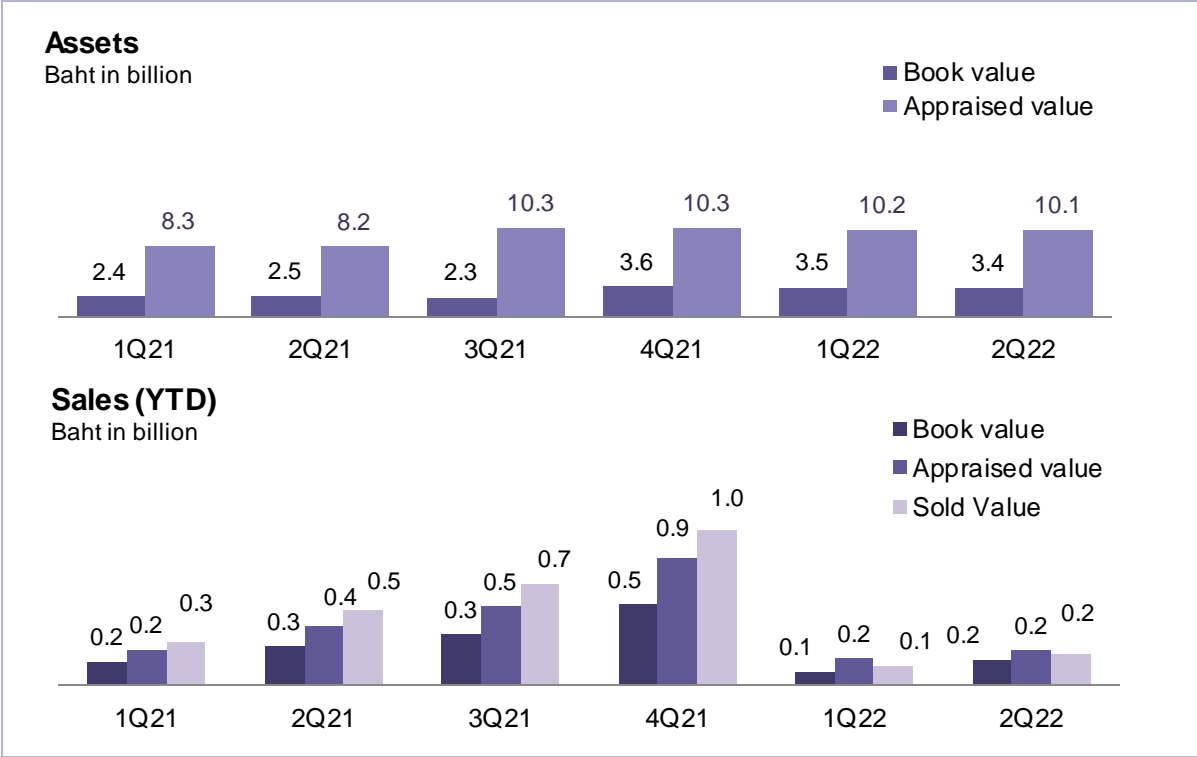


Gain from NPA sale

- After implementation of TFRS 9, investment in loans have been classified under Purchased or originated credit impaired (POCI) loans

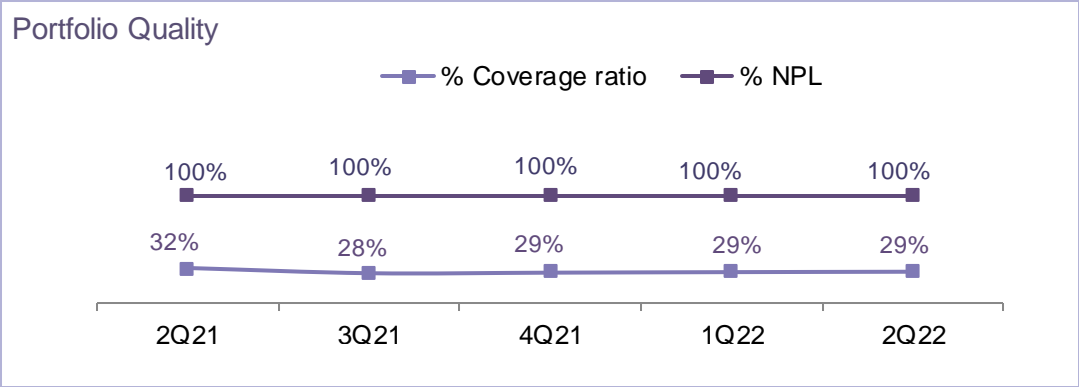
SAM: foreclosed assets

Foreclosed assets (including RE)

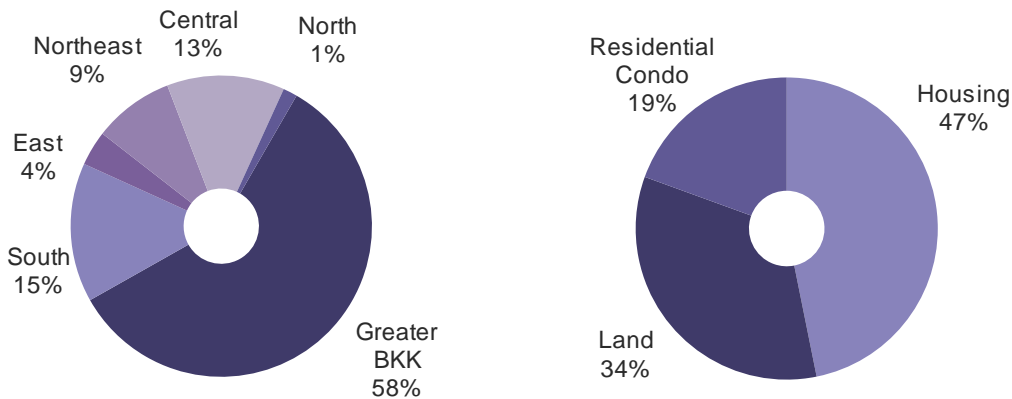


| Year | Average Sold / Appraised Value |
|----------------------------|--------------------------------|
| 2021 | 123% |
| 1H22 | 82% |
| Cumulative since Year 2000 | 108% |

Financial claim loans



Foreclosed assets breakdown



Investor Relations

Kiatnakin Phatra Financial Group

KIATNAKIN PHATRA BANK PUBLIC COMPANY LIMITED

209, KKP Tower A, 12th Floor

Sukhumvit 21 (Asoke)

Klongtoey-nua, Wattana

Bangkok 10110

Tel. (662) 495-1366

E-mail : investor_relations@kkpfg.com

<http://www.kkpfg.com>

Disclaimer: This presentation contains some information from other sources, Kiatnakin Phatra Financial Group cannot confirm, in all cases, the accuracy and completeness of such data, particularly where the data sourced from outside the Group. In addition, any forward looking statements are subject to change as a result of market conditions and the final result may be different to that indicated. The Group makes no representation or warranty of any type whatsoever on the accuracy or completion of the information contained herein.