

# SAKSAM LEASING

  
 THAILAND / FINANCE & SECURITIES

# SAK TB

# HOLD

  
 UNCHANGED

## 1Q24 results at first glance

TARGET PRICE	THB5.28
CLOSE	THB5.00
UP/DOWNSIDE	+5.6%
TP vs CONSENSUS	-9.8%

### 1Q24 net profit in line with estimates and consensus

SAK's 1Q24 net profit was broadly in line with our expectation, which decreased by 6.4% q-q but increased by 11.4% y-y, amounting to THB195m. Rising ECLs, operating expenses, and low seasonal effect resulted in the declining q-q profit. PPOP followed a similar trend as it decreased by 1.2% q-q but increased by 12.7% y-y, amounting to THB283m. The NPL and coverage ratios aligned with our forecast, but the spike in ECLs and credit costs to tackle bad debts were worse than expected, indicating a deteriorating asset quality.

Since 1Q24 net profit accounted for 23% of our full-year forecast, we maintain our 2024-26 forecast at 13.1% CAGR, driven by continued loan growth and declining credit costs. We reiterate our HOLD call at the current price. Our 2024 GGM-based TP of THB5.28 implies a P/BV of 1.76x. We view SAK's current share price as fairly valued and do not expect a re-rating soon. We prefer TIDLOR (BUY; TP THB27) to SAK.

### Highlights

(0) **Net interest income (NII)** showed a modest increase of 0.5% q-q but a sharp rise of 10.4% y-y. The sluggish NII growth q-q, despite the better-than-expected loan growth of 2.5% q-q and 13.9% y-y – aligning with its 2024 guidance of 15.0% y-y – was due to fewer working days. The vehicle and land title segments remained the key contributors in 1Q24. Meanwhile, the reduced interest spread was better than expected despite a loan yield contraction following loan concentration in the secured segment, particularly land title loans, and its cost of funds turned out to be more positive than expected.

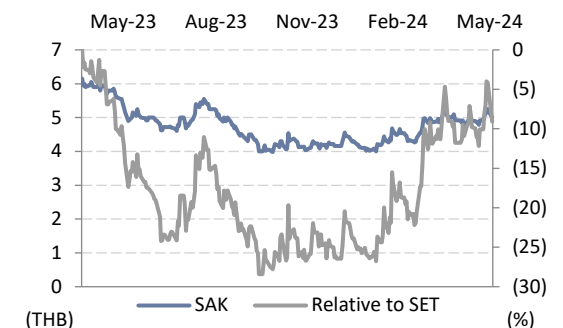
Although its fee and service income increased significantly q-q and y-y in 1Q24, it contributed only 1% to total operating income, reaffirming our standpoint that its diversification strategy has less of an impact on SAK's bottom line.

(-) **Operating expenses and the cost-to-income ratio:** Expenses increased by 4.2% q-q and 9.1% y-y, resulting in a higher-than-expected cost-to-income ratio of 48.1% vs 46.5% in 4Q23 due mainly to the continued loss on sales of repossessed cars.

(-) **Asset quality:** Despite relatively stable NPL and coverage ratios q-q at 2.56% and 100.5%, respectively, at the end 1Q24, credit costs spiked to 131bp vs 93bp in 4Q23, worse than expected. SAK addressed the issues stemming from the expiration of its debt forbearance and the ECL model review. However, the 1Q24 credit costs aligned with our full-year forecast of 130bp.

### KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Operating profit	936	1,042	1,190	1,348
Net profit	750	831	949	1,076
EPS (THB)	0.36	0.40	0.45	0.51
vs Consensus (%)	-	-	(4.9)	(7.3)
Recurring net profit	750	831	949	1,076
Core EPS (THB)	0.36	0.40	0.45	0.51
Chg. In EPS est. (%)	0.8	-	-	-
EPS growth (%)	5.3	10.8	14.3	13.3
Core P/E (x)	14.0	12.6	11.0	9.7
Dividend yield (%)	3.0	3.3	3.8	4.3
Price/book (x)	1.8	1.7	1.5	1.4
ROE (%)	13.4	13.7	14.4	15.0
ROA (%)	6.0	6.0	6.0	5.9



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	1.6	15.7	(20.6)
Relative to country (%)	3.1	16.5	(10.0)
Mkt cap (USD m)	286		
3m avg. daily turnover (USD m)	0.3		
Free float (%)	21		
Major shareholder	Boonsalee Family (67%)		
12m high/low (THB)	6.40/3.94		
Issued shares (m)	935		

Sources: Bloomberg consensus; FSSIA estimates



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**(+) Leverage ratio:** We have no cause for concern regarding SAK's financial position. At the end of 1Q24, the debt-to-equity ratio stood solidly at 1.24x, while its interest-bearing debt-to-equity ratio was lower at 1.18x, far below its debt covenant ceiling of 3.0x (D/E ratio).

### Exhibit 1: SAK – 1Q24 operations summary

	1Q23	2Q23	3Q23	4Q23	1Q24	----- Change -----		% of	2023	2024E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	2024E	(THB m)	(THB m)	(y-y%)
Interest income	625	651	691	705	706	0.1	12.9	23	2,673	3,020	13.0
Interest expense	(65)	(74)	(86)	(90)	(88)	(2.6)	35.2	24	(316)	(369)	16.8
Net interest income	560	577	605	615	618	0.5	10.4	23	2,357	2,651	12.5
Fee and service income	5	8	6	6	7	9.8	24.7	25	26	27	5.0
Other income	6	17	13	5	9	89.7	44.9	21	41	44	7.0
Total income	572	601	625	626	634	1.3	10.9	23	2,424	2,722	12.3
Operating expenses	(318)	(325)	(341)	(333)	(347)	4.2	9.1	23	(1,318)	(1,493)	13.3
Other expenses	(3)	(5)	(5)	(6)	(4)	(35.4)	50.3	21	(19)	(19)	4.9
PPOP before taxes	251	271	279	287	283	(1.2)	12.7	23	1,087	1,209	11.2
Expected credit losses	(32)	(45)	(45)	(28)	(40)	44.2	23.8	24	(151)	(167)	10.9
Operating profit	219	226	233	259	243	(6.1)	11.1	23	936	1,042	11.2
Income tax	(44)	(45)	(47)	(51)	(49)	(4.9)	10.3	23	(187)	(209)	11.9
NCI	(0)	1	(0)	(1)	(1)	(12.2)	66.5	N/A	(1)	2	N/A
<b>Net profit</b>	<b>175</b>	<b>180</b>	<b>187</b>	<b>208</b>	<b>195</b>	<b>(6.4)</b>	<b>11.4</b>	<b>23</b>	<b>750</b>	<b>831</b>	<b>10.8</b>
EPS (THB)	0.08	0.09	0.09	0.10	0.09	(6.4)	11.4	23	0.36	0.40	10.8
Loans	10,861	11,415	11,867	12,066	12,365	2.5	13.9		12,066	13,642	13.1
Interest bearing debt	6,128	6,798	7,239	7,051	7,118	0.9	16.1		7,051	8,162	15.8
<b>Key ratios</b>	<b>1Q23</b>	<b>2Q23</b>	<b>3Q23</b>	<b>4Q23</b>	<b>1Q24</b>				<b>2023</b>	<b>2024E</b>	
	(%)	(%)	(%)	(%)	(%)				(%)	(%)	
Yield on loan	23.31	23.38	23.76	23.58	23.12				23.59	23.49	
Cost of funds	4.30	4.59	4.92	5.05	4.96				4.85	4.85	
Spread	19.01	18.79	18.84	18.52	18.16				18.74	18.64	
Cost to Income ratio	49.96	48.18	48.01	46.53	48.09				48.12	48.32	
Credit cost (bps)	120	163	156	93	131				133	130	
NPL / Loan	2.61	2.51	2.55	2.57	2.56				2.57	2.58	
LLR / Loan	2.74	2.58	2.61	2.57	2.57				2.57	2.60	
Coverage ratio	105.0	102.6	102.6	100.0	100.5				100.0	100.7	
D/E (x)	1.2	1.3	1.3	1.3	1.24				1.3	1.3	
IDBE (x)	1.1	1.3	1.3	1.2	1.18				1.2	1.3	
S/T debt/total debt (x)	0.5	0.4	0.4	0.3	0.4				0.3	0.2	
Loan growth q-q	2.5	5.1	4.0	1.7	2.5						
Loan growth y-y	23.6	16.5	15.3	13.8	13.9				13.8	13.1	
Loan growth YTD	2.5	7.6	11.5	13.2	2.5						

Sources: SAK; FSSIA estimates

## Exhibit 2: SAK – Staged loans and ECL

	2021	2022	2023	1Q24	2021	2022	2023	1Q24
	(THB m)	(THB m)	(THB m)	(THB m)	(%)	(%)	(%)	(%)
<b>Staged loans</b>	<b>% staged loans to total</b>							
Stage 1	8,421	10,213	11,548	11,782	94.7	94.0	93.3	92.9
Stage 2	282	377	522	580	3.2	3.5	4.2	4.6
Stage 3	191	276	310	317	2.1	2.5	2.5	2.5
Total	8,893	10,867	12,380	12,679	100.0	100.0	100.0	100.0
<b>Allowance for ECL</b>	<b>% ECL to staged loans</b>							
Stage 1	63	79	81	81	0.7	0.8	0.7	0.7
Stage 2	58	81	87	87	20.5	21.5	16.7	15.0
Stage 3	87	131	142	142	45.5	47.2	45.8	44.8
Total	208	290	310	310	2.3	2.7	2.5	2.4
<b>LLR/ Loans</b>	(%)	(%)	(%)	(%)				
Stage 1	0.7	0.8	0.7	0.7				
Stage 2	20.5	21.5	16.7	15.0				
Stage 3	45.5	47.2	45.8	44.8				
Total	2.3	2.7	2.5	2.4				
	(%)	(%)	(%)	(%)				
NPL / TL	2.1	2.5	2.5	2.5				
NPL vs Stage 2 loans / TL	5.3	6.0	6.7	7.1				
LLR / NPL	109	105	100	98				
LLR / (NPL vs Stage 2)	44	44	37	35				

Source: SAK; FSSIA's compilation

## Exhibit 3: GGM-based 2024 TP

	2024E
Sustainable ROE (%)	14.4%
g (%)	8.0%
ROE -g (%)	6.4%
Beta	1.44
Risk-free rate (%)	3.0%
Market risk premium (%)	6.0%
COE (%)	11.6%
COE -g (%)	3.6%
<b>Target PBV (x)</b>	<b>1.76</b>
<b>Fair value (THB)</b>	<b>5.28</b>

Source: FSSIA estimates

## Exhibit 4: Share price performance of non-banks under coverage, as of 14 May 2024

	Price performance				
	1M	3M	6M	1Y	YTD
	(%)	(%)	(%)	(%)	(%)
TIDLOR TB	2.2	(3.2)	(4.4)	(15.0)	(2.7)
MTC TB	5.7	3.9	6.3	20.8	3.3
SAWAD TB	4.6	7.9	(8.2)	(27.9)	5.9
AEONTS TB	(2.7)	6.0	1.6	(20.0)	0.0
KTC TB	(5.4)	1.2	(10.8)	(23.0)	0.0
<b>SAK TB</b>	<b>1.6</b>	<b>6.8</b>	<b>10.1</b>	<b>(19.4)</b>	<b>20.2</b>
ASK TB	(10.5)	(19.0)	(25.7)	(48.1)	(23.1)
JMT TB	(23.5)	(26.1)	(31.7)	(56.3)	(31.0)
BAM TB	(12.1)	6.7	5.5	(20.9)	6.7
CHAYO TB	(16.9)	(25.2)	(25.9)	(46.1)	(25.9)
<b>SETFIN</b>	<b>(3.5)</b>	<b>(3.0)</b>	<b>(7.9)</b>	<b>(24.5)</b>	<b>(4.8)</b>
<b>SET</b>	<b>(1.4)</b>	<b>(0.8)</b>	<b>(2.7)</b>	<b>(10.7)</b>	<b>(2.8)</b>

Source: Bloomberg

## Financial Statements

### Saksiam Leasing

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Interest Income	2,310	2,673	3,020	3,456	3,960
Interest expense	(173)	(316)	(369)	(423)	(498)
Net interest income	2,137	2,357	2,651	3,033	3,462
Net fees & commission	11	26	27	28	30
Foreign exchange trading income	-	-	-	-	-
Securities trading income	-	-	-	-	-
Dividend income	-	-	-	-	-
Other income	16	41	44	46	48
Non interest income	26	67	71	74	77
Total income	2,163	2,424	2,722	3,107	3,539
Staff costs	-	-	-	-	-
Other operating costs	(1,144)	(1,337)	(1,513)	(1,726)	(1,972)
Operating costs	(1,144)	(1,337)	(1,513)	(1,726)	(1,972)
Pre provision operating profit	1,019	1,087	1,209	1,381	1,567
Expected credit loss	(131)	(151)	(167)	(190)	(219)
Other provisions	-	-	-	-	-
Operating profit	888	936	1,042	1,190	1,348
Recurring non operating income	0	0	0	0	0
Associates	-	-	-	-	-
Goodwill amortization	-	-	-	-	-
Non recurring items	-	-	-	-	-
Profit before tax	888	936	1,042	1,190	1,348
Tax	(178)	(187)	(209)	(239)	(271)
Profit after tax	710	749	832	951	1,077
Non-controlling interest	2	1	(2)	(2)	(2)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	712	750	831	949	1,076
Non recurring items & goodwill (net)	-	-	-	-	-
Recurring net profit	712	750	831	949	1,076
<b>Per share (THB)</b>					
Recurring EPS *	0.34	0.36	0.40	0.45	0.51
Reported EPS	0.34	0.36	0.40	0.45	0.51
DPS	0.14	0.15	0.17	0.19	0.22
<b>Growth</b>					
Net interest income (%)	23.5	10.3	12.5	14.4	14.1
Non interest income (%)	98.9	154.6	6.2	4.5	4.5
Pre provision operating profit (%)	24.0	6.7	11.2	14.2	13.5
Operating profit (%)	17.1	5.5	11.2	14.2	13.3
Reported net profit (%)	17.2	5.3	10.8	14.3	13.3
Recurring EPS (%)	17.2	5.3	10.8	14.3	13.3
Reported EPS (%)	17.2	5.3	10.8	14.3	13.3
<b>Income Breakdown</b>					
Net interest income (%)	98.8	97.3	97.4	97.6	97.8
Net fees & commission (%)	0.5	1.1	1.0	0.9	0.8
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	-	-	-	-	-
Dividend income (%)	-	-	-	-	-
Other income (%)	0.7	1.7	1.6	1.5	1.3
<b>Operating performance</b>					
Gross interest yield (%)	23.29	23.06	23.04	23.17	23.15
Cost of funds (%)	3.35	4.85	4.85	4.73	4.68
Net interest spread (%)	19.94	18.21	18.19	18.44	18.47
Net interest margin (%)	21.5	20.3	20.2	20.3	20.2
Cost/income(%)	52.9	55.2	55.6	55.6	55.7
Cost/assets(%)	10.8	10.8	10.8	10.9	10.9
Effective tax rate (%)	20.0	20.0	20.1	20.1	20.1
Dividend payout on recurring profit (%)	40.3	41.9	41.9	41.9	41.9
ROE (%)	13.9	13.4	13.7	14.4	15.0
ROE - COE (%)	3.1	2.6	2.9	3.6	4.2
ROA (%)	6.7	6.0	6.0	6.0	5.9
RORWA (%)	-	-	-	-	-

\* Pre-exceptional, pre-goodwill and fully diluted

Sources: Saksiam Leasing; FSSIA estimates

## Financial Statements

### Saksiam Leasing

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Gross customer loans	10,600	12,066	13,642	15,656	17,975
Allowance for expected credit loss	(290)	(310)	(354)	(406)	(471)
interest in suspense	267	314	354	404	461
<b>Net customer loans</b>	<b>10,576</b>	<b>12,070</b>	<b>13,642</b>	<b>15,654</b>	<b>17,965</b>
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	0	0	0	0	0
Cash & equivalents	268	270	234	298	289
Other interesting assets	-	-	-	-	-
Tangible fixed assets	177	193	220	247	278
Associates	0	32	35	38	42
Goodwill	-	-	-	-	-
Other intangible assets	-	-	-	-	-
Other assets	601	619	663	719	780
<b>Total assets</b>	<b>11,624</b>	<b>13,184</b>	<b>14,794</b>	<b>16,956</b>	<b>19,354</b>
Customer deposits	-	-	-	-	-
Bank deposits	-	-	-	-	-
Other interest bearing liabilities	5,963	7,051	8,162	9,756	11,512
Non interest bearing liabilities	285	301	316	332	348
Hybrid Capital	-	-	-	-	-
<b>Total liabilities</b>	<b>6,247</b>	<b>7,352</b>	<b>8,478</b>	<b>10,088</b>	<b>11,860</b>
Share capital	2,096	2,096	2,096	2,096	2,096
Reserves	3,267	3,724	4,206	4,758	5,382
<b>Total equity</b>	<b>5,363</b>	<b>5,820</b>	<b>6,302</b>	<b>6,854</b>	<b>7,478</b>
Non-controlling interest	13	12	13	14	15
<b>Total liabilities &amp; equity</b>	<b>11,624</b>	<b>13,184</b>	<b>14,794</b>	<b>16,956</b>	<b>19,354</b>
<b>Supplementary items</b>					
Risk weighted assets (RWA)	n/a	n/a	n/a	n/a	n/a
Average interest earning assets	9,919	11,593	13,108	14,914	17,103
Average interest bearing liabilities	5,159	6,507	7,607	8,959	10,634
CET 1 capital	n/a	n/a	n/a	n/a	n/a
Total capital	0	0	0	0	0
Gross non performing loans (NPL)	276	310	352	403	463
<b>Per share (THB)</b>					
Book value per share	2.56	2.78	3.01	3.27	3.57
Tangible book value per share	2.56	2.78	3.01	3.27	3.57
<b>Growth</b>					
Gross customer loans	22.0	13.8	13.1	14.8	14.8
Average interest earning assets	14.6	16.9	13.1	13.8	14.7
Total asset (%)	22.0	13.4	12.2	14.6	14.1
Risk weighted assets (%)	-	-	-	-	-
Customer deposits (%)	-	-	-	-	-
<b>Leverage &amp; capital measures</b>					
Customer loan/deposits (%)	-	-	-	-	-
Equity/assets (%)	46.1	44.1	42.6	40.4	38.6
Tangible equity/assets (%)	46.1	44.1	42.6	40.4	38.6
RWA/assets (%)	-	-	-	-	-
CET 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
<b>Asset Quality (FSSIA's calculation)</b>					
Change in NPL (%)	44.9	12.1	13.7	14.3	15.0
NPL/gross loans (%)	2.6	2.6	2.6	2.6	2.6
Allowance for ECL/gross loans (%)	2.7	2.6	2.6	2.6	2.6
Allowance for ECL/NPL (%)	105.0	100.0	100.7	100.9	101.9
<b>Valuation</b>					
Recurring P/E (x) *	14.7	14.0	12.6	11.0	9.7
Recurring P/E @ target price (x) *	15.5	14.8	13.3	11.7	10.3
Reported P/E (x)	14.7	14.0	12.6	11.0	9.7
Dividend yield (%)	2.7	3.0	3.3	3.8	4.3
Price/book (x)	2.0	1.8	1.7	1.5	1.4
Price/tangible book (x)	2.0	1.8	1.7	1.5	1.4
Price/tangible book @ target price (x)	2.1	1.9	1.8	1.6	1.5

\* Pre-exceptional, pre-goodwill and fully diluted

Sources: Saksiam Leasing; FSSIA estimates

# Saksiam Leasing PCL (SAK TB)

**FSSIA ESG rating**

★ ★ ★

**45.28 /100**

## Exhibit 5: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★★	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★	>39-59	<b>Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.</b>
★★	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

## Exhibit 6: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
MTC	68.21	--	Y	Y	5.00	5.00	Certified	Low	42.19	AA	--	58.09	42.00	3.31	--
SAWAD	46.52	--	Y	Y	4.00	5.00	--	Medium	43.97	BB	--	20.18	13.00	1.93	40.04
TIDLOR	36.71	--	--	--	4.00	4.00	Certified	Medium	37.03	--	--	23.69	19.00	1.66	--
SAK	45.28	--	Y	Y	4.00	4.00	Certified	High	40.10	--	--	43.87	--	2.02	36.23
TK	15.00	--	--	--	5.00	5.00	--	--	--	--	--	--	--	--	--
HENG	20.00	--	--	--	5.00	5.00	Certified	--	--	--	--	--	--	--	--
S11	13.00	--	--	--	4.00	4.00	--	--	--	--	--	--	--	--	--
NCAP	18.00	--	--	--	4.00	4.00	Certified	--	--	--	--	--	--	--	--

Sources: [SETTRADE.com](http://SETTRADE.com); FSSIA's compilation

## Exhibit 7: ESG score by Bloomberg

FY ending Dec 31	FY 2020	FY 2021	FY 2022
<b>ESG financial materiality scores - ESG score</b>	<b>—</b>	<b>1.85</b>	<b>2.01</b>
BESG environmental pillar score	—	0.00	0.00
BESG social pillar score	—	0.83	0.84
BESG governance pillar score	—	5.12	5.83
<b>ESG disclosure score</b>	<b>26.25</b>	<b>36.23</b>	<b>36.23</b>
Environmental disclosure score	0.42	15.95	15.95
Social disclosure score	12.70	20.86	20.86
Governance disclosure score	65.50	71.76	71.76
<b>Environmental</b>			
Emissions reduction initiatives	No	Yes	Yes
Climate change policy	No	No	No
Climate change opportunities discussed	No	No	No
Risks of climate change discussed	No	Yes	Yes
GHG scope 1	—	—	—
GHG scope 2 location-based	—	—	—
GHG Scope 3	—	—	—
Carbon per unit of production	—	—	—
Biodiversity policy	No	No	No
Energy efficiency policy	Yes	Yes	Yes
Total energy consumption	—	—	—
Renewable energy use	—	—	—
Electricity used	—	—	—
Fuel used - natural gas	—	—	—

Sources: Bloomberg; FSSIA's compilation

**Exhibit 8: ESG score by Bloomberg (cont.)**

<b>FY ending Dec 31</b>	<b>FY 2020</b>	<b>FY 2021</b>	<b>FY 2022</b>
Fuel used - crude oil/diesel	No	No	No
Waste reduction policy	No	Yes	Yes
Hazardous waste	—	—	—
Total waste	—	—	—
Waste recycled	—	—	—
Waste sent to landfills	—	—	—
Environmental supply chain management	No	Yes	Yes
Water policy	No	No	No
Water consumption	—	—	—
<b>Social</b>			
Human rights policy	Yes	Yes	Yes
Policy against child labor	No	Yes	Yes
Quality assurance and recall policy	No	No	No
Consumer data protection policy	No	No	No
Equal opportunity policy	No	Yes	Yes
Gender pay gap breakout	No	No	No
Pct women in workforce	—	23	26
Pct disabled in workforce	—	—	—
Business ethics policy	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes
Lost time incident rate - employees	—	—	—
Total recordable incident rate - employees	1	1	1
Training policy	Yes	Yes	Yes
Fair remuneration policy	Yes	Yes	Yes
Number of employees – CSR	1,596	1,930	2,307
Employee turnover pct	—	—	—
Total hours spent by firm - employee training	—	15,035	67,643
Social supply chain management	No	Yes	Yes
<b>Governance</b>			
<b>Board size</b>	<b>11</b>	<b>11</b>	<b>11</b>
<b>No. of independent directors (ID)</b>	<b>4</b>	<b>4</b>	<b>4</b>
No. of women on board	6	6	6
No. of non-executive directors on board	6	7	7
Company conducts board evaluations	No	No	No
No. of board meetings for the year	8	8	8
Board meeting attendance pct	99	100	100
Board duration (years)	—	—	—
Director share ownership guidelines	No	No	No
Age of the youngest director	—	—	—
Age of the oldest director	—	—	—
<b>No. of executives / company managers</b>	<b>13</b>	<b>13</b>	<b>12</b>
No. of female executives	4	2	2
Executive share ownership guidelines	No	No	No
<b>Size of audit committee</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of ID on audit committee	3	3	3
Audit committee meetings	5	6	5
Audit meeting attendance %	100	100	100
<b>Size of compensation committee</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of ID on compensation committee	2	2	2
No. of compensation committee meetings	2	4	4
Compensation meeting attendance %	100	100	100
<b>Size of nomination committee</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of nomination committee meetings	2	4	4
Nomination meeting attendance %	100	100	100
<b>Sustainability governance</b>			
Verification type	No	No	No

Sources: Bloomberg; FSSIA's compilation



## Disclaimer for ESG scoring

ESG score	Methodology	Rating																												
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																												
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for <b>THSI inclusion</b> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. <b>SETTHSI Index</b> is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																												
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (50-59), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																												
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&amp;A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																												
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																												
Morningstar Sustainalytics	The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality &amp; peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+																		
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0-10	10-20	20-30	30-40	40+																										
ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																												
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <tr> <td><b>AAA</b></td> <td>8.571-10.000</td> <td><b>Leader:</b></td> <td>leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td><b>AA</b></td> <td>7.143-8.570</td> <td></td> <td></td> </tr> <tr> <td><b>A</b></td> <td>5.714-7.142</td> <td></td> <td></td> </tr> <tr> <td><b>BBB</b></td> <td>4.286-5.713</td> <td><b>Average:</b></td> <td>a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td><b>BB</b></td> <td>2.857-4.285</td> <td></td> <td></td> </tr> <tr> <td><b>B</b></td> <td>1.429-2.856</td> <td></td> <td></td> </tr> <tr> <td><b>CCC</b></td> <td>0.000-1.428</td> <td><b>Laggard:</b></td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570			<b>A</b>	5.714-7.142			<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285			<b>B</b>	1.429-2.856			<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks	
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Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																													
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																													
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																													
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																												
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																												

Rating regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "CG Score"; 2) "AGM Level"; 3) "Thai CAC"; and 4) THSI. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation



## GENERAL DISCLAIMER

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#### Usanee Liurut, CISA FSS International Investment Advisory Securities Co., Ltd

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Company	Ticker	Price	Rating	Valuation & Risks
Saksiam Leasing	SAK TB	THB 5.00	HOLD	Upside risks to our GGM-derived TP include 1) loan expansion following the broad-based economic recovery 2) a reduction in cost of funds due mainly to the downward interest rate trend and 3) an accelerated decrease in credit costs owing to the rise in consumers purchasing power. Downside risks include 1) competition from existing and new players 2) regulatory changes by the Bank of Thailand (BoT) and 3) a slower-than-expected reduction in its cost of funds due to a shift toward more long-term loans.
Chayo Group	CHAYO TB	THB 4.04	HOLD	Downside risks to our GGM-based TP include 1) lower-than-expected bad debt acquisition; and 2) higher-than-expected operating expenses. Upside risks include 1) better-than-expected cash collection performance and lower pressure from ECL; 2) stronger-than-expected loan growth; and 3) better cost control than expected.
Asia Sermkij Leasing PCL	ASK TB	THB 15.30	HOLD	Downside risks to our GGM-derived TP include 1) an economic slowdown, especially for logistics activities and private investment; 2) deteriorating asset quality; and 3) changes in financial regulations from the Bank of Thailand. Upside risks include 1) a better-than-expected macroeconomic improvement; 2) a downtrend in the policy rate could reduce cost of funds and enhance interest spreads; and 3) a faster-than-expected decline in ECL expense.
Muangthai Capital	MTC TB	THB 46.50	BUY	Downside risks to our GGM-based TP include 1) a further weakening of asset quality that could potentially hit both loan yield and credit cost; and 2) changes in financial regulations by the Bank of Thailand and the Office of Consumer Protection Board.
Ngern Tid Lor	TIDLOR TB	THB 21.10	BUY	Downside risks to our GGM-based TP include 1) the expansion into auto-title loans by the Government Savings Bank and Auto X (subsidiary of SCB X); 2) further weakening asset quality could potentially hit both loan yield and credit cost; and 3) tighter supervision from related regulators.
Srisawad Corp	SAWAD TB	THB 39.00	HOLD	Downside risks to our GGM-based TP include 1) a further weakening of asset quality that could potentially hit both loan yield and credit cost; and 2) changes in financial regulations by the Bank of Thailand and the Office of Consumer Protection Board. Upside risks include 1) a faster-than-expected decline in losses on sales of repossessed cars for SCAP; and 2) an interest rate downtrend could push its interest spread.
Aeon Thana Sinsap (Thailand)	AEONTS TB	THB 160.00	HOLD	Downside risks are: 1) regulatory actions to curb industry growth; 2) a higher-than-expected policy rate; and 3) deteriorating asset quality. Upside risks are: 1) better-than-estimated economic improvement; 2) stronger-than-estimated improvement in the overall asset quality; and 3) less pressure from the market yield and cost of funds.
Krungthai Card	KTC TB	THB 43.50	HOLD	Downside risks are: 1) regulatory actions to curb industry growth; 2) a higher-than-expected policy rate; and 3) deteriorating asset quality. Upside risks are: 1) better-than-estimated economic improvement; 2) stronger-than-estimated improvement in the overall asset quality; and 3) less pressure from the market yield and cost of funds.
JMT Network Services	JMT TB	THB 17.60	HOLD	Downside risks to our P/BV-based TP include 1) lower cash collection from both debt management and debt tracking collection services; and 2) higher-than-expected funding costs and operating expenses. Upside risks includes 1) better-than-expected purchasing power and cash collection 2) lower-than-expected operating and financing expense.
Bangkok Commercial Asset Mngt.	BAM TB	THB 8.70	HOLD	Downside risks to our NAV-based TP include 1) lower cash collection than estimated; 2) lower-than-expected bad debt acquisition; and 3) a slowdown in the property market. Upsides include 1) better-than-expected economic conditions and debt repayment momentum; and 2) an acceleration in the demand for NPAs.

Source: FSSIA estimates

#### Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 14-May-2024 unless otherwise stated.

## RECOMMENDATION STRUCTURE

### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as  $(\text{target price}^* - \text{current price}) / \text{current price}$ .

**BUY (B).** The upside is 10% or more.

**HOLD (H).** The upside or downside is less than 10%.

**REDUCE (R).** The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

\* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

### Industry Recommendations

**Overweight.** The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

**Neutral.** The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

**Underweight.** The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

### Country (Strategy) Recommendations

**Overweight (O).** Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Neutral (N).** Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Underweight (U).** Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.