

11 JUNE 2021

THAILAND / DIVERSIFIED FINANCIALS

## AEON THANA SINSAP (THAILAND)

**BUY**  
UNCHANGED

## AEONTS TB

TARGET PRICE	THB274.00
CLOSE	THB201.00
UP/DOWNSIDE	+36.3%
PRIOR TP	THB274.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+12.7%

## สะสมหุ้นเพื่อรอ 2HFY21

รายได้อ่อนแอ แต่คาดว่าจะควบคุมต้นทุนได้อย่างมีประสิทธิภาพใน 1QFY21 (มี.ค. – พ.ค.)

เราคาดว่า AEONTS จะรายงานกำไรสุทธิ 1QFY21 ที่ 1,040 ลบ. (+96% y-y, -12% q-q) เราคาดว่าบริษัทจะปรับขึ้นราคาหุ้น 2 ประการในไตรมาสนี้ ประการแรก AEONTS น่าจะสามารถควบคุมคุณภาพสินทรัพย์ได้อย่างมีประสิทธิภาพ ซึ่งจะช่วยให้หนี้ต่อคุณภาพ (NPLs) ลดลง 8% q-q รวมถึงมีรายได้จากการตามเก็บหนี้เสีย (bad debt recovery) เพิ่มขึ้น ประการที่สองบริษัท น่าจะสามารถควบคุมต้นทุนได้อย่างมีประสิทธิภาพ อย่างไรก็ตาม ธุรกิจในเชิงหนี้เสียที่แนวโน้มที่ดียังคงมีผลประกอบการอ่อนแอ โดยเฉพาะอย่างยิ่งในธุรกิจสินเชื่อส่วนบุคคล เนื่องจากบริษัท ยังคงปล่อยสินเชื่อด้วยความระมัดระวัง ทำให้เราคาดว่าปริมาณสินเชื่อใน 1QFY21 จะลดลง 2% q-q

### คุณภาพสินทรัพย์ปรับตัวดีขึ้น

ใน 4QFY20 NPLs เพิ่มขึ้นมีนัยสำคัญถึง 26% q-q เนื่องจากกระบวนการตัดหนี้เสียซ้ำจากปกติ จากข้อมูลของผู้บริหาร ใน 1QFY21 AEONTS อาจกลับมาเริ่มตัดหนี้เสียได้ในระดับปกติ นอกจากนี้บริษัท ได้เปลี่ยนวิธีจัดชั้นหนี้ให้เข้ากับมาตรฐานทางบัญชีที่ผ่อนคลายลงและรูปแบบการชำระหนี้ของลูกค้า นอกจากนี้ AEONTS ยังติดตามรับชำระหนี้ได้อย่างมีประสิทธิภาพ ทำให้เราคาดว่า NPLs จะลดลง 8% q-q รวมถึงมีรายได้จากการตามเก็บหนี้เสีย (bad debt recovery) จะแตะระดับสูงสุดที่ 350 ลบ.

### รอให้รายได้โตให้อัตรารายในช่วง 2HFY21

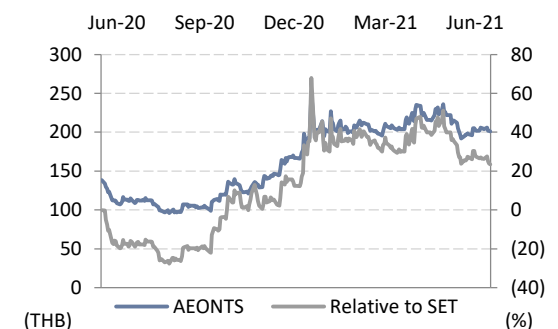
เราคาดว่าปริมาณสินเชื่อของ AEONTS จะลดลง 2% q-q ในช่วง 1QFY21 ส่วนมากเกิดจากการดำเนินงานที่ลดลงในธุรกิจสินเชื่อส่วนบุคคล AEONTS ยังคงเลือกปล่อยสินเชื่อส่วนบุคคลอย่างจำกัดจากปัญหาการแพร่ระบาด Covid ในรอบที่ 3 อย่างไรก็ตามบริษัท วางแผนขยายสินเชื่อเชิงรุกมากยิ่งขึ้นในช่วง 2H21 หลังเริ่มการบูรณาการทั่วประเทศ นอกจากนี้บริษัท ยังมุ่งเน้นในด้านแพลตฟอร์มดิจิทัลมากยิ่งขึ้นเพื่อสนับสนุนการเติบโตในระยะยาว Rabbit Cash (กิจการร่วมค้าระหว่าง AEONTS, BTS และ HUMAN) จะให้บริการสินเชื่อผ่านแพลตฟอร์มดิจิทัล นอกจากนี้ AEONTS ยังจะให้สินเชื่อผ่านแพลตฟอร์มดิจิทัลด้วยตนเองด้วยวงเงินที่ต่ำกว่าและระยะเวลาที่สั้นลง โดยมีแผนที่จะเปิดตัวสินเชื่อดังกล่าวในเดือน ต.ค. 21 ทำให้เราเชื่อว่า AEONTS อาจรายงานรายได้โตให้อัตราที่สูงขึ้นในช่วง 2HFY21 และ FY22

### คงคำแนะนำซื้อที่ราคาเป้าหมาย 274 บาท (GGM)

แม้ว่าธุรกิจหลักของ AEONTS ยังมีแนวโน้มที่ไม่สดใสใน 1QFY21 แต่ปัจจุบันหุ้นมีการซื้อในระดับการประเมินมูลค่าที่ต่ำเพียง 2.5x ของค่า FY21E P/BV และ 11x ของค่า FY21E P/E ซึ่งเป็นค่าเฉลี่ยย้อนหลัง 3 ปี ดังนั้นเราจึงแนะนำให้นักลงทุนสะสมหุ้นดังกล่าวเพื่อรอผลประกอบการที่ดีขึ้นในช่วง 2HFY21E ที่ราคาเป้าหมาย 274 บาท (GGM)

## KEY STOCK DATA

YE Feb (THB m)	2020	2021E	2022E	2023E
Operating profit	4,673	5,757	6,634	7,496
Net profit	3,690	4,461	5,100	5,765
EPS (THB)	14.76	17.85	20.40	23.06
vs Consensus (%)	-	17.0	22.5	24.7
Core net profit	3,690	4,461	5,100	5,765
Core EPS (THB)	14.76	17.85	20.40	23.06
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	(7.2)	20.9	14.3	13.0
Core P/E (x)	13.6	11.3	9.9	8.7
Dividend yield (%)	2.2	2.7	3.0	3.4
Price/book (x)	2.9	2.5	2.1	1.8
ROE (%)	19.5	24.0	23.2	22.4
ROA (%)	4.0	5.1	5.5	5.6



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(5.2)	(3.8)	42.6
Relative to country (%)	(7.4)	(6.9)	24.4
Mkt cap (USD m)			1,612
3m avg. daily turnover (USD m)			13.8
Free float (%)			21
Major shareholder		AEON Group (44%)	
12m high/low (THB)		276.00/95.75	
Issued shares (m)		250	

Sources: Bloomberg consensus; FSSIA estimates



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The Chairman Of The Board of Finansia Syrus Securities PCL is also AEONTS's Director.

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บทวิเคราะห์ฉบับนี้แปลมาจากบทวิเคราะห์ของ FSSIA ฉบับวันที่ 11 มิถุนายน 2021

### Investment thesis

AEONTS is one of Thailand's largest non-bank consumer finance companies, with expertise in unsecured lending. Its market share in the credit card and personal loan segments appears sustainable, and has ranged between 9-11% in recent years.

AEONTS' strengths are a nationwide branch network and well-established risk management practices, together with support from its Japan-based parent.

We expect its FY21 net profit to surge by 21% y-y, vs a drop of 7% y-y in FY20, due to an expected credit loss (ECL) reduction, an increase in loan volume and a lower cost to income ratio. Moreover, we believe there is room for its share price to rerate due to its FY21E ROE, which could be the strongest in the past six years at 24%. Therefore, we maintain our BUY call.

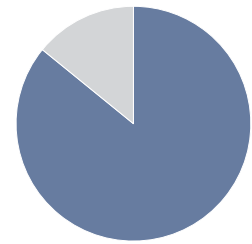
### Company profile

The company's business is providing a variety of retail finance services, including credit cards, personal loans, hire-purchase loans and others.

[www.aeon.co.th](http://www.aeon.co.th)

### Principal activities (revenue, 2020)

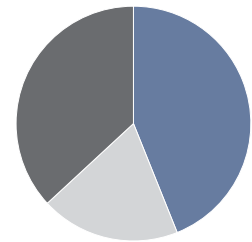
- Net interest income - 85.9 %
- Non-interest income - 14.1 %



Source: Aeon Thana Sinsap (Thailand)

### Major shareholders

- AEON Group - 43.9 %
- ACS Capital Corporation - 19.2 %
- Others - 36.9 %



Source: Aeon Thana Sinsap (Thailand)

### Catalysts

Potential share price catalysts for AEONTS include: 1) lower credit cost from better-than-expected non-performing loans; and 2) the recovery of personal loan growth.

### Risks to our call

Downside risks to our GGM-derived TP include 1) intense competition that could push marketing expenses higher; 2) regulatory actions to curb industry growth; and 3) deteriorating asset quality.

### Event calendar

Date	Event
July 2021	1QFY21 results announcement

### Key assumptions

Year to Feb	FY21E	FY22E	FY23E
	(%)	(%)	(%)
Net profit (THB m)	4,461	5,100	5,765
Net profit growth	20.9	14.3	13.0
NIM	18.28	18.46	18.64
Loan growth	7.4	10.5	9.7
Fee growth	15.0	3.8	3.8
Non-NII growth*	8.8	2.1	4.2
Credit cost (bps)	600	620	635
Cost to income	42.7	40.0	38.5

\*Including share of profits from associates  
Source: FSSIA estimates

### Earnings sensitivity

Year to Feb		FY21E		
<b>Loan growth</b>	<b>±2ppt</b>	<b>5.4</b>	<b>7.4</b>	<b>9.4</b>
% change in net profit		(3)	-	3
<b>NIM (%)</b>	<b>±5bp</b>	<b>18.23</b>	<b>18.28</b>	<b>18.33</b>
% change in net profit		(1.4)	-	1.4
<b>Credit cost (bps)</b>	<b>±10bp</b>	<b>590</b>	<b>600</b>	<b>610</b>
% change in net profit		1.3	-	(1.3)

Source: FSSIA estimates



## Soft top line but efficient cost control expected in 1QFY21

We estimate AEONTS to post a 1QFY21 net profit of THB1,040m (+96% y-y, -12% q-q). We see two potential positives in this quarter. First, AEONTS should be able to control its asset quality effectively, resulting in a fall in its NPLs by 8% q-q, along with an increase in its bad debt recovery. Second, the company should also be able to control its costs efficiently due to a greater utilisation of its digital platform and the delay of some marketing expenses. However, its core lending business will likely still have soft performance, especially in its personal loan business, as the company is still lending cautiously. Thus, we expect its 1QFY21 loan volume to decline by 2% q-q.

### Exhibit 1: AEONTS – summary of 1QFY21E earnings preview

Year-end Feb 28	1QFY20	4QFY20	----- 1QFY21E -----		% of 21E	FY21E	1QFY21E Comments	
	(THBm)	(THBm)	(THBm)	(y-y%)		q-q%		(THBm)
Net interest income	4,504	3,897	3,813	(15)	(2)	23	16,579	Drop y-y, q-q from a lower yield on loans and a fall in loan volume
Non-interest income	581	639	672	16	5	23	2,925	Strong bad debt recovery of THB350m
<b>Operating income*</b>	<b>5,085</b>	<b>4,536</b>	<b>4,485</b>	<b>(12)</b>	<b>(1)</b>	<b>23</b>	<b>19,504</b>	
Operating expenses	2,086	2,162	2,056	(1)	(5)	25	8,332	
<b>PPOP before tax*</b>	<b>2,999</b>	<b>2,374</b>	<b>2,429</b>	<b>(19)</b>	<b>2</b>	<b>22</b>	<b>11,171</b>	
Expected credit loss	2,392	883	1,104	(54)	25	20	5,441	
Tax	152	231	265	74	15	23	1,146	
Minority interest	(75)	77	20	(127)	(74)	16	123	
<b>Normalised profit</b>	<b>530</b>	<b>1,184</b>	<b>1,040</b>	<b>96</b>	<b>(12)</b>	<b>23</b>	<b>4,461</b>	
Extraordinary items	0	0	0				0	
<b>Net profit</b>	<b>530</b>	<b>1,184</b>	<b>1,040</b>	<b>96</b>	<b>(12)</b>	<b>23</b>	<b>4,461</b>	
EPS (THB)	2.12	4.73	4.16	96	(12)	23	17.85	
<b>Asset quality ratio (%)</b>								
Gross NPLs (THB m)	3,276	5,042	4,639	42	(8)		5,042	
NPL ratio	3.70	5.77	5.41				5.37	
Coverage ratio	359	230	241				217	
Credit cost (bps)	1,071	402	510				600	
<b>Profitability ratio (%)</b>								
Cost to income ratio	41.0	47.7	45.8				42.7	
Average yield	22.7	19.8	19.7				20.4	
Cost of funds	3.3	2.9	2.9				3.0	
NIM	20.2	17.7	17.6				18.3	
Non-int inc/total income	11.4	14.1	15.0				15.0	
<b>Loan growth (%)</b>								
Year-to-date	(2.0)	(3.1)	(2.0)					
y-y	3.8	(3.1)	(3.1)				7.4	
q-q	(2.0)	(1.2)	(2.0)				16,579	

\*Including share of profits from associates;

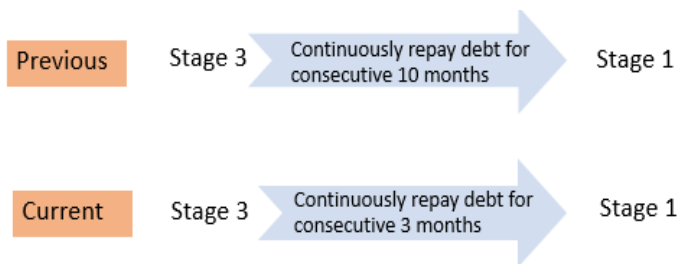
Sources: AEONTS; FSSIA estimates

## Improving asset quality

In 4QFY20, its NPLs increased significantly by 26% q-q, implying an NPL ratio of 5.8%, as the process of writing off bad debts was slower than its normal standard. Moreover, AEONTS did not apply the lenient accounting standard on debt classifications.

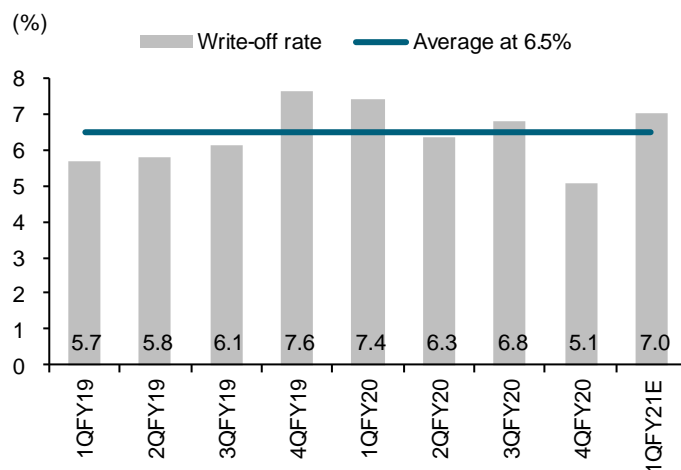
According to management, in 1QFY21, AEONTS could resume its write-off process at its normal level. The company has also changed its loan classification to match with the lenient accounting standard and clients' loan repayment patterns. Additionally, AEONTS still collects its debts effectively. As a result, we expect its NPLs to decline by 8% q-q. Furthermore, we expect its bad debt recovery to hit a quarterly record high of THB350m.

**Exhibit 2: Changing loan classification standard**



Sources: Company data; FSSIA's compilation

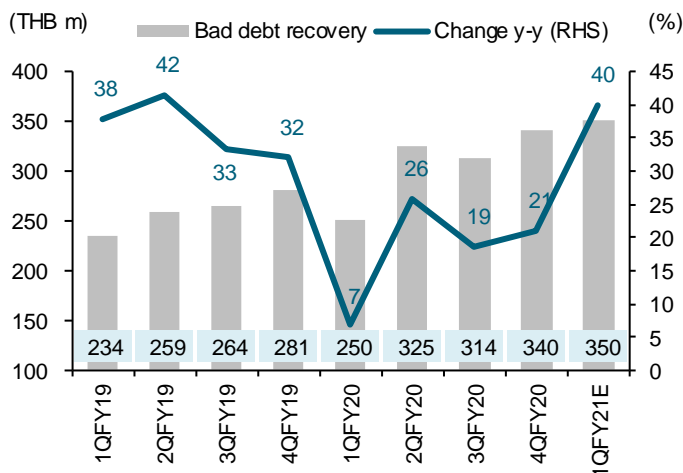
**Exhibit 3: Write-off rate should return to its normal level**



Source: FSSIA estimates

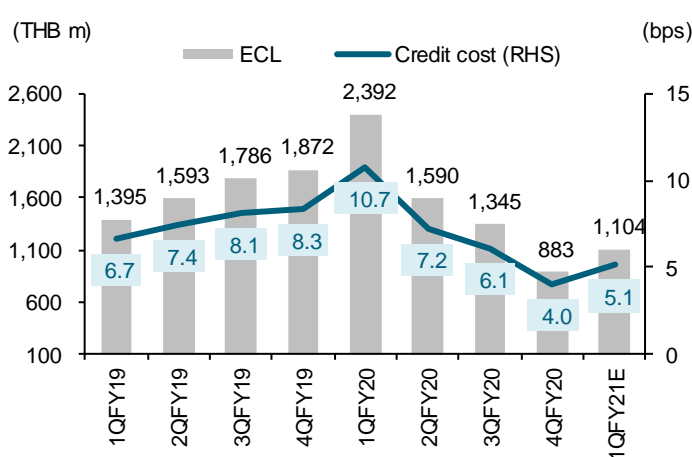
However, 1QFY21 ECL might increase q-q, as we expect AEONTS will set extra provisions for its international lending business, in Myanmar in particular. Since the coup in Myanmar, AEONTS has not been able to lend new loans. As a result, its portfolio has declined continuously to THB400m. According to management, the company might need to temporarily close its operation there. We, therefore, expect that AEONTS would need to set a special provision for this portfolio.

**Exhibit 4: Continuing record high bad debt recovery**



Source: FSSIA estimates

**Exhibit 5: ECL and credit cost**



Source: FSSIA estimates

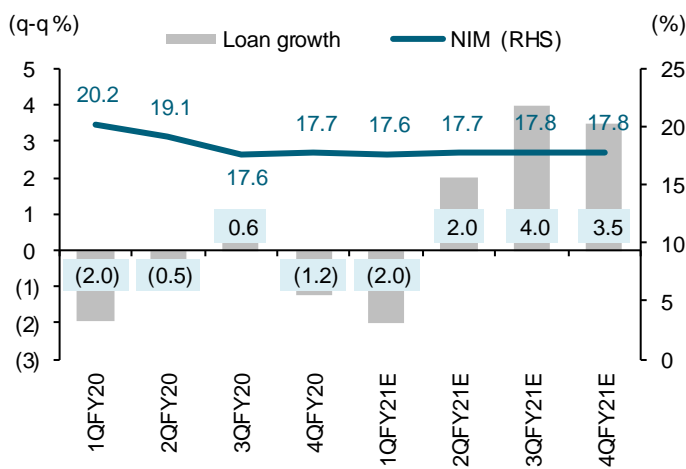
## Wait for stronger top line growth in 2HFY21

We expect AEONTS' loan volume to decline by 2% q-q in 1QFY21, dragged down mainly by a drop in its personal loan business. AEONTS still lends its personal loans selectively due to the Covid third wave. The drop in its high-yield personal loans could lead to a decline in its NIM to 17.6% in 1QFY21 from 17.7% in 4QFY20. As a result, the company might experience a decline in its top line.

However, the company plans expand its loans more aggressively in 2H21 after the nationwide vaccine rollout. Moreover, the company intends to focus more on digital platforms to support its long-term growth. Rabbit Cash, the JV between AEONTS, BTS Group Holdings (BTS TB, BUY, TP THB11) and Humanica (HUMAN TB, NR), will provide lending services through its digital platform. AEONTS will also provide digital lending itself, with smaller ticket sizes and shorter tenors; slated to launch Oct-21.

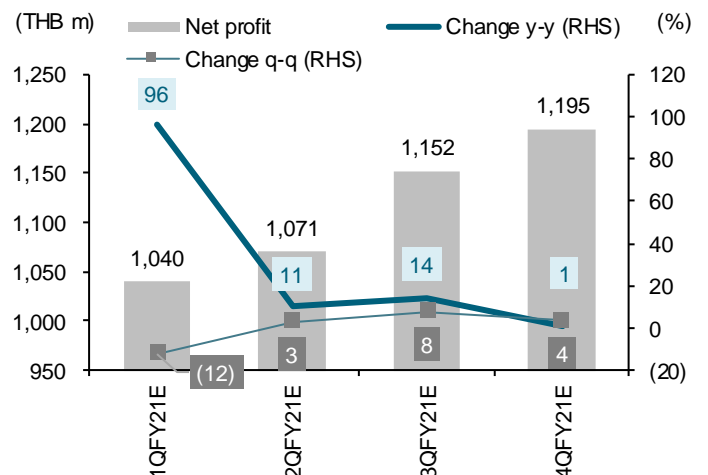
Thus, we believe that AEONTS might post stronger top-line growth in 2HFY21 and FY22.

**Exhibit 6: Loan growth and NIM**



Source: FSSIA estimates

**Exhibit 7: Earnings momentum**



Source: FSSIA estimates

**Exhibit 8: AEONTS – one-year prospective P/BV**



Sources: Bloomberg; FSSIA estimates

**Exhibit 9: AEONTS – one-year prospective P/E**



Sources: Bloomberg; FSSIA estimates

**Exhibit 10: Key valuations of companies under coverage**

BBG		Rec	--- Share price ---		Up (down)	EPS growth		--- P/E ---		-- DivYld --		--- ROE ---		--- PBV ---	
	code		Current	21 Target	side	21E	22E	21E	22E	21E	22E	21E	22E	21E	22E
			(THB)	(THB)	(%)	(%)	(%)	(x)	(x)	(%)	(%)	(%)	(%)	(x)	(x)
<b>Unsecured-loan lender</b>						<b>20.5</b>	<b>12.6</b>	<b>21.6</b>	<b>19.2</b>	<b>1.7</b>	<b>1.9</b>	<b>25.1</b>	<b>24.2</b>	<b>5.0</b>	<b>4.3</b>
Aeon Thana Sinsap	AEONTS TB	BUY	201.00	274.00	36	20.9	14.3	11.3	9.9	2.7	3.0	24.0	23.2	2.5	2.1
Krungthai Card	KTC TB	REDUCE	71.50	50.00	(30)	20.2	11.4	28.8	25.8	1.4	1.6	26.0	24.9	6.9	6.0
<b>Auto-title lender</b>						<b>19.4</b>	<b>22.2</b>	<b>22.7</b>	<b>18.6</b>	<b>1.2</b>	<b>1.4</b>	<b>23.0</b>	<b>23.0</b>	<b>4.6</b>	<b>3.9</b>
Muangthai Capital	MTC TB	BUY	62.25	74.00	19	16.5	19.6	21.7	18.2	0.7	0.8	26.1	25.3	5.1	4.2
Srisawad Corp	SAWAD TB	BUY	74.75	108.00	44	25.5	19.8	17.9	15.0	2.6	3.0	24.0	25.1	4.0	3.5
Saksiam Leasing	SAK TB	BUY	11.50	15.20	32	(6.8)	45.6	35.0	24.1	0.9	1.2	14.5	18.8	4.8	4.2
Ngern Tid Lor	TIDLOR TB	BUY	43.75	54.00	23	26.8	27.4	30.1	23.6	0.5	0.7	19.8	18.6	4.6	4.1
<b>Truck lender</b>						<b>(1.6)</b>	<b>18.1</b>	<b>17.5</b>	<b>14.8</b>	<b>2.4</b>	<b>2.8</b>	<b>17.5</b>	<b>18.7</b>	<b>2.9</b>	<b>2.6</b>
Micro Leasing	MICRO TB	BUY	9.30	12.40	33	39.5	36.3	37.7	27.6	0.8	0.7	12.2	15.0	4.4	3.9
Singer Thailand	SINGER TB	BUY	38.00	50.00	32	30.6	31.5	26.7	20.3	0.9	1.3	21.3	22.9	5.2	4.1
Ratchthani Leasing	THANI TB	BUY	4.22	4.60	9	(13.5)	12.3	12.1	10.8	4.1	4.6	17.4	17.9	2.0	1.9

Share prices as of 10 Jun 2021

Source: FSSIA estimates

## Financial Statements

### Aeon Thana Sinsap (Thailand)

Profit and Loss (THB m) Year Ending Feb	2019	2020	2021E	2022E	2023E
Interest Income	20,348	18,587	18,462	20,285	22,586
Interest expense	(2,209)	(2,096)	(1,883)	(2,027)	(2,299)
Net interest income	18,139	16,491	16,579	18,257	20,286
Net fees & commission	268	246	283	293	305
Foreign exchange trading income	-	-	-	-	-
Securities trading income	-	-	-	-	-
Dividend income	531	510	536	563	591
Other income	2,154	1,959	2,133	2,158	2,246
Non interest income	2,953	2,715	2,952	3,014	3,141
Total income	21,091	19,206	19,530	21,272	23,428
Staff costs	(9,091)	(8,144)	(8,144)	(8,307)	(8,805)
Other operating costs	(198)	(180)	(189)	(200)	(215)
Operating costs	(9,289)	(8,323)	(8,332)	(8,507)	(9,020)
Pre provision operating profit	11,802	10,882	11,198	12,765	14,408
Provision for bad and doubtful debt	(6,646)	(6,210)	(5,441)	(6,131)	(6,912)
Other provisions	-	-	-	-	-
Operating profit	5,156	4,673	5,757	6,634	7,496
Recurring non operating income	(13)	(25)	(27)	(28)	(29)
Associates	(13)	(25)	(27)	(28)	(29)
Goodwill amortization	-	-	-	-	-
Non recurring items	0	0	0	0	0
Profit before tax	5,143	4,647	5,730	6,606	7,467
Tax	(1,024)	(967)	(1,146)	(1,321)	(1,493)
Profit after tax	4,120	3,680	4,584	5,285	5,974
Minority interests	(145)	10	(123)	(185)	(209)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	3,975	3,690	4,461	5,100	5,765
Non recurring items & goodwill (net)	-	-	0	0	0
Recurring net profit	3,975	3,690	4,461	5,100	5,765
<b>Per share (THB)</b>					
Recurring EPS *	15.90	14.76	17.85	20.40	23.06
Reported EPS	15.90	14.76	17.85	20.40	23.06
DPS	5.00	4.50	5.35	6.12	6.92
<b>Growth</b>					
Net interest income (%)	10.1	(9.1)	0.5	10.1	11.1
Non interest income (%)	47.8	(8.1)	8.7	2.1	4.2
Pre provision operating profit (%)	21.5	(7.8)	2.9	14.0	12.9
Operating profit (%)	16.4	(9.4)	23.2	15.2	13.0
Reported net profit (%)	13.4	(7.2)	20.9	14.3	13.0
Recurring EPS (%)	13.4	(7.2)	20.9	14.3	13.0
Reported EPS (%)	13.4	(7.2)	20.9	14.3	13.0
<b>Income Breakdown</b>					
Net interest income (%)	86.0	85.9	84.9	85.8	86.6
Net fees & commission (%)	1.3	1.3	1.4	1.4	1.3
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	-	-	-	-	-
Dividend income (%)	2.5	2.7	2.7	2.6	2.5
Other income (%)	10.2	10.2	10.9	10.1	9.6
<b>Operating performance</b>					
Gross interest yield (%)	23.56	20.92	20.36	20.51	20.75
Cost of funds (%)	3.32	3.18	3.00	3.05	3.19
Net interest spread (%)	20.24	17.74	17.36	17.46	17.56
Net interest margin (%)	21.0	18.6	18.3	18.5	18.6
Cost/income(%)	44.0	43.3	42.7	40.0	38.5
Cost/assets(%)	10.2	9.1	9.3	8.8	8.5
Effective tax rate (%)	19.9	20.8	20.0	20.0	20.0
Dividend payout on recurring profit (%)	31.4	30.5	30.0	30.0	30.0
ROE (%)	20.5	19.5	24.0	23.2	22.4
ROE - COE (%)	9.7	8.7	13.2	12.4	11.6
ROA (%)	4.5	4.0	5.1	5.5	5.6
RORWA (%)	-	-	-	-	-

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

Sources: Aeon Thana Sinsap (Thailand); FSSIA estimates



## Financial Statements

Aeon Thana Sinsap (Thailand)

Balance Sheet (THB m) Year Ending Feb	2019	2020	2021E	2022E	2023E
Gross customer loans	90,231	87,432	93,930	103,831	113,854
Total provisions	(3,961)	(11,593)	(10,929)	(10,622)	(10,930)
interest in suspense	0	0	0	0	0
<b>Net customer loans</b>	<b>86,270</b>	<b>75,839</b>	<b>83,002</b>	<b>93,209</b>	<b>102,925</b>
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	0	0	0	0	0
Cash & equivalents	4,994	5,105	4,328	4,271	3,381
Other interesting assets	-	-	-	-	-
Tangible fixed assets	885	793	711	637	571
Associates	-	-	-	-	-
Goodwill	-	-	-	-	-
Other intangible assets	-	-	-	-	-
Other assets	3,247	5,651	3,282	4,217	4,100
<b>Total assets</b>	<b>95,396</b>	<b>87,389</b>	<b>91,323</b>	<b>102,335</b>	<b>110,976</b>
Customer deposits	0	0	0	0	0
Bank deposits	-	-	-	-	-
Other interest bearing liabilities	69,259	62,626	62,940	69,985	74,175
Non interest bearing liabilities	5,012	7,383	7,752	8,139	8,546
Hybrid Capital	-	-	-	-	-
<b>Total liabilities</b>	<b>74,271</b>	<b>70,009</b>	<b>70,691</b>	<b>78,124</b>	<b>82,722</b>
Share capital	250	250	250	250	250
Reserves	20,478	16,808	19,931	23,501	27,536
<b>Total equity</b>	<b>20,728</b>	<b>17,058</b>	<b>20,181</b>	<b>23,751</b>	<b>27,786</b>
Minority interests	397	322	451	460	469
<b>Total liabilities &amp; equity</b>	<b>95,396</b>	<b>87,389</b>	<b>91,323</b>	<b>102,335</b>	<b>110,976</b>
<b>Supplementary items</b>					
Risk weighted assets (RWA)	n/a	n/a	n/a	n/a	n/a
Average interest earning assets	86,371	88,832	90,681	98,880	108,843
Average interest bearing liabilities	66,458	65,942	62,783	66,462	72,080
Tier 1 capital	n/a	n/a	n/a	n/a	n/a
Total capital	0	0	0	0	0
Gross non performing loans (NPL)	3,316	5,042	5,042	5,294	5,559
<b>Per share (THB)</b>					
Book value per share	82.91	68.23	80.72	95.00	111.14
Tangible book value per share	82.91	68.23	80.72	95.00	111.14
<b>Growth</b>					
Gross customer loans	9.4	(3.1)	7.4	10.5	9.7
Average interest earning assets	9.1	2.8	2.1	9.0	10.1
Total asset (%)	9.5	(8.4)	4.5	12.1	8.4
Risk weighted assets (%)	-	-	-	-	-
Customer deposits (%)	nm	nm	nm	nm	nm
<b>Leverage &amp; capital measures</b>					
Customer loan/deposits (%)	-	-	-	-	-
Equity/assets (%)	21.7	19.5	22.1	23.2	25.0
Tangible equity/assets (%)	21.7	19.5	22.1	23.2	25.0
RWA/assets (%)	-	-	-	-	-
Tier 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
<b>Asset Quality</b>					
Change in NPL (%)	45.3	52.1	-	5.0	5.0
NPL/gross loans (%)	3.7	5.8	5.4	5.1	4.9
Total provisions/gross loans (%)	4.4	13.3	11.6	9.3	9.6
Total provisions/NPL (%)	119.5	229.9	216.7	200.6	196.6
<b>Valuation</b>					
Recurring P/E (x) *	12.6	13.6	11.3	9.9	8.7
Recurring P/E @ target price (x) *	17.2	18.6	15.4	13.4	11.9
Reported P/E (x)	12.6	13.6	11.3	9.9	8.7
Dividend yield (%)	2.5	2.2	2.7	3.0	3.4
Price/book (x)	2.4	2.9	2.5	2.1	1.8
Price/tangible book (x)	2.4	2.9	2.5	2.1	1.8
Price/tangible book @ target price (x)	3.3	4.0	3.4	2.9	2.5

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

Sources: Aeon Thana Sinsap (Thailand); FSSIA estimates

## Corporate Governance report of Thai listed companies 2020

EXCELLENT LEVEL										
AAV	ADVANC	AF	AIRA	AKP	AKR	ALT	AMA	AMATA	AMATAV	ANAN
AOT	AP	ARIP	ARROW	ASP	BAFS	BANPU	BAY	BCP	BCPG	BDMS
BEC	BEM	BGRIM	BIZ	BKI	BLA	BOL	BPP	BRR	BTS	BWG
CENTEL	CFRESH	CHEWA	CHO	CIMBT	CK	CKP	CM	CNT	COL	COMAN
COTTO	CPALL	CPF	CPI	CPN	CSS	DELTA	DEMCO	DRT	DTAC	DTC
DV8	EA	EASTW	ECF	ECL	EGCO	EPG	ETE	FNS	FPI	FPT
FSMART	GBX	GC	GCAP	GEL	GFPT	GGC	GPSC	GRAMMY	GUNKUL	HANA
HARN	HMPRO	ICC	ICI	III	ILINK	INTUCH	IRPC	IVL	JKN	JSP
JWD	K	KBANK	KCE	KKP	KSL	KTB	KTC	LANNA	LH	LHFG
LIT	LPN	MAKRO	MALEE	MBK	MBKET	MC	MCOT	METCO	MFEC	MINT
MONO	MOONG	MSC	MTC	NCH	NCL	NEP	NKI	NOBLE	NSI	NVD
NYT	OISHI	ORI	OTO	PAP	PASGH	PDJ	PG	PHOL	PLANB	PLANET
PLAT	PORT	PPS	PR9	PREB	PRG	PRM	PSH	PSL	PTG	PTT
PTTEP	PTTGC	PYLON	Q-CON	QH	QTC	RATCH	RS	S	S & J	SAAM
SABINA	SAMART	SAMTEL	SAT	SC	SCB	SCC	SCCC	SCG	SCN	SDC
SEAFCO	SEOIL	SE-ED	SELIC	SENA	SIRI	SIS	SITHAI	SMK	SMPC	SNC
SONIC	SORKON	SPALI	SPI	SPRC	SPVI	SSSC	SST	STA	SUSCO	SUTHA
SVI	SYMC	SYNTEC	TACC	TASCO	TCAP	TFMAMA	THANA	THANI	THCOM	THG
THIP	THRE	THREL	TIP	TIPCO	TISCO	TK	TKT	TMB	TMILL	TNDT
TNL	TOA	TOP	TPBI	TQM	TRC	TSC	TSR	TSTE	TSTH	TTA
TTCL	TTW	TU	TVD	TVI	TVO	TWPC	U	UAC	UBIS	UV
VGI	VIH	WACOAL	WAVE	WHA	WHAUP	WICE	WINNER	TRUE		

VERY GOOD LEVEL										
2S	ABM	ACE	ACG	ADB	AEC	AEONTS	AGE	AH	AHC	AIT
ALLA	AMANAHA	AMARIN	APCO	APCS	APURE	AQUA	ASAP	ASEFA	ASIA	ASIAN
ASIMAR	ASK	ASN	ATP30	AUCT	AWC	AYUD	B	BA	BAM	BBL
BFIT	BGC	BJC	BJCHI	BROOK	BTW	CBG	CEN	CGH	CHARAN	CHAYO
CHG	CHOTI	CHOW	CI	CIG	CMC	COLOR	COM7	CPL	CRC	CRD
CSC	CSP	CWT	DCC	DCON	DDD	DOD	DOHOME	EASON	EE	ERW
ESTAR	FE	FLOYD	FN	FORTH	FSS	FTE	FVC	GENCO	GJS	GL
GLAND	GLOBAL	GLOCON	GPI	GULF	GYT	HPT	HTC	ICN	IFS	ILM
IMH	INET	INSURE	IRC	IRCP	IT	ITD	ITEL	J	JAS	JCK
JCKH	JMART	JMT	KBS	KCAR	KGI	KIAT	KOOL	KTIS	KWC	KWM
L&E	LALIN	LDC	LHK	LOXLEY	LPH	LRH	LST	M	MACO	MAJOR
MBAX	MEGA	META	MFC	MGT	MILL	MITSIB	MK	MODERN	MTI	MVP
NETBAY	NEX	NINE	NTV	NWR	OCC	OGC	OSP	PATO	PB	PDG
PDI	PICO	PIMO	PJW	PL	PM	PPP	PRIN	PRINC	PSTC	PT
QLT	RCL	RICHY	RML	RPC	RWI	S11	SALEE	SAMCO	SANKO	SAPPE
SAWAD	SCI	SCP	SE	SEG	SFP	SGF	SHR	SIAM	SINGER	SKE
SKR	SKY	SMIT	SMT	SNP	SPA	SPC	SPCG	SR	SRICHA	SSC
SSF	STANLY	STI	STPI	SUC	SUN	SYNEX	T	TAE	TAKUNI	TBSP
TCC	TCMC	TEAM	TEAMG	TFG	TIGER	TITLE	TKN	TKS	TM	TMC
TMD	TMI	TMT	TNITY	TNP	TNR	TOG	TPA	TPAC	TPCORP	TPOLY
TPS	TRITN	TRT	TRU	TSE	TVT	TWP	UEC	UMI	UOBKH	UP
UPF	UPOIC	UT	UTP	UWC	VL	VNT	VPO	WIJK	WP	XO
YUASA	ZEN	ZIGA	ZMICO							

GOOD LEVEL										
7UP	A	ABICO	AJ	ALL	ALUCON	AMC	APP	ARIN	AS	AU
B52	BC	BCH	BEAUTY	BGT	BH	BIG	BKD	BLAND	BM	BR
BROCK	BSBM	BSM	BTNC	CAZ	CCP	CGD	CITY	CMAN	CMO	CMR
CPT	CPW	CRANE	CSR	D	EKH	EP	ESSO	FMT	GIFT	GREEN
GSC	GTB	HTECH	HUMAN	IHL	INOX	INSET	IP	JTS	JUBILE	KASET
KCM	KKC	KUMWEL	KUN	KWG	KYE	LEE	MATCH	MATI	M-CHAI	MCS
MDX	MJD	MM	MORE	NC	NDR	NER	NFC	NNCL	NPK	NUSA
OCEAN	PAF	PF	PK	PLE	PMTA	POST	PPM	PRAKIT	PRECHA	PRIME
PROUD	PTL	RBF	RCI	RJH	ROJNA	RP	RPH	RSP	SF	SFLEX
SGP	SISB	SKN	SLP	SMART	SOLAR	SPG	SQ	SSP	STARK	STC
SUPER	SVOA	TC	TCCC	THMUI	TIW	TNH	TOPP	TPCH	TIPIP	TPLAS
TTI	TYCN	UKEM	UMS	VCOM	VRANDA	WIN	WORK	WPH		

## Description

## Score Range

Excellent

90-100

Very Good

80-89

Good

70-79

## Disclaimer:

The disclosure of the survey results of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey results may be changed after that date. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such survey results.

\* CGR scoring should be considered with news regarding wrong doing of the company or director or executive of the company such unfair practice on securities trading, fraud, and corruption SEC imposed a civil sanction against insider trading of director and executive; \*\* delisted

Source: Thai Institute of Directors Association (IOD); FSSIA's compilation

## Anti-corruption Progress Indicator 2020

CERTIFIED										
2S	ADVANC	AI	AIE	AIRA	AKP	AMA	AMANAHA	AP	AQUA	ARROW
ASK	ASP	AYUD	B	BAFS	BANPU	BAY	BBL	BCH	BCP	BCPG
BGC	BGRIM	BJCHI	BKI	BLA	BPP	BROOK	BRR	BSBM	BTS	BWG
CEN	CENTEL	CFRESH	CGH	CHEWA	CHOTI	CHOW	CIG	CIMBT	CM	CMC
COL	COM7	CPALL	CPF	CPI	CPN	CSC	DCC	DELTA	DEMCO	DIMET
DRT	DTAC	DTC	EASTW	ECL	EGCO	FE	FNS	FPI	FPT	FSS
FTE	GBX	GC	GCAP	GEL	GFPT	GGC	GJS	GPSC	GSTEEL	GUNKUL
HANA	HARN	HMPRO	HTC	ICC	ICHI	IFS	INET	INSURE	INTUCH	IRPC
ITEL	IVL	K	KASET	KBANK	KBS	KCAR	KCE	KGI	KKP	KSL
KTB	KTC	KWC	L&E	LANNA	LHFG	LHK	LPN	LRH	M	MAKRO
MALEE	MBAX	MBK	MBKET	MC	MCOT	MFC	MFEC	MINT	MONO	MOONG
MPG	MSC	MTC	MTI	NBC	NEP	NINE	NKI	NMG	NNCL	NSI
NWR	OCC	OCEAN	OGC	ORI	PAP	PATO	PB	PCSGH	PDG	PDI
PDJ	PE	PG	PHOL	PL	PLANB	PLANET	PLAT	PM	PPP	PPPM
PPS	PREB	PRG	PRINC	PRM	PSH	PSL	PSTC	PT	PTG	PTT
PTTEP	PTTGC	PYLON	Q-CON	QH	QLT	QTC	RATCH	RML	RWI	S & J
SABINA	SAT	SC	SCB	SCC	SCCC	SCG	SCN	SEAOIL	SE-ED	SELIC
SENA	SGP	SIRI	SITHAI	SMIT	SMK	SMPC	SNC	SNP	SORKON	SPACK
SPC	SPI	SPRC	SRICHA	SSF	SSSC	SST	STA	SUSCO	SVI	SYNTEC
TAE	TAKUNI	TASCO	TBSP	TCAP	TCMC	TFG	TFI	TFMAMA	THANI	THCOM
THIP	THRE	THREL	TIP	TIPCO	TISCO	TKT	TMB	TMD	TMILL	TMT
TNITY	TNL	TNP	TNR	TOG	TOP	TPA	TPCORP	TPP	TRU	TSC
TSTH	TTCL	TU	TVD	TVI	TVO	TWPC	U	UBIS	UEC	UKEM
UOBKH	UWC	VGI	VIH	VNT	WACOAL	WHA	WHAUP	WICE	WIJK	XO
ZEN	TRUE									

DECLARED										
7UP	ABICO	AF	ALT	AMARIN	AMATA	AMATAV	ANAN	APURE	B52	BKD
BM	BROCK	BUI	CHO	CI	COTTO	DDD	EA	EFORL	EP	ERW
ESTAR	ETE	EVER	FSMART	GPI	ILINK	IRC	J	JKN	JMART	JMT
JSP	JTS	KWG	LDC	MAJOR	META	NCL	NOBLE	NOK	PK	PLE
ROJNA	SAAM	SAPPE	SCI	SE	SHANG	SINGER	SKR	SPALI	SSP	STANLY
SUPER	SYNEX	THAI	TKS	TOPP	TRITN	TTA	UPF	UV	WIN	ZIGA

Level	
Certified	This level indicates practical participation with thoroughly examination in relation to the recommended procedures from the audit committee or the SEC's certified auditor, being a certified member of Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) or already passed examination to ensure independence from external parties.
Declared	This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)

**Disclaimer:**

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, FSS International Investment Advisory Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment results.

Note: Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of June 24, 2019) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

Source: The Securities and Exchange Commission, Thailand; \* FSSIA's compilation

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

#### Yuvanart Suwanumphai FSS International Investment Advisory Securities Co., Ltd

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Company	Ticker	Price	Rating	Valuation & Risks
Aeon Thana Sinsap (Thailand)	AEONTS TB	THB 201.00	BUY	Downside risks to our GGM-derived TP include 1) intense competition that could push marketing expenses higher; 2) regulatory actions to curb industry growth; and 3) deteriorating asset quality.
BTS Group Holdings	BTS TB	THB 9.75	BUY	The key downside risks to our SOTP-based TP include a slower-than-expected recovery of the Thai economic outlook and the company not being able to win new mass transit projects.
Krungthai Card	KTC TB	THB 71.50	REDUCE	Upside risks to our GGM-derived TP include 1) stronger-than-expected auto title loan growth; and 2) a better-than-expected bad debt recovery.
Muangthai Capital	MTC TB	THB 62.25	BUY	Downside risks to our GGM-based TP include the expansion into auto-title loans by the Government Savings Bank; further weakening asset quality could potentially hit both loan yield and credit cost.
Srisawad Corp	SAWAD TB	THB 74.75	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.
Saksiam Leasing	SAK TB	THB 11.50	BUY	Downside risks to our GGM-derived TP include 1) competition from existing and new players; 2) regulatory changes by the BoT; and 3) a slower-than-expected reduction in its cost of funds due to a shift toward more long-term loans.
Ngern Tid Lor	TIDLOR TB	THB 43.75	BUY	Downside risks to our GGM-based TP include 1) the expansion into auto-title loans by the Government Savings Bank; 2) further weakening asset quality could potentially hit both loan yield and credit cost; and 3) tighter supervision from related regulators.
Micro Leasing	MICRO TB	THB 9.30	BUY	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) a slower-than-expected reduction in the cost of funds due to a shift toward more long-term loans.
Singer Thailand	SINGER TB	THB 38.00	BUY	Downside risks to our GGM-derived TP include 1) an economic slowdown leading to slower loan growth and lower sales of electrical products and home appliances; and 2) deteriorating asset quality.
Ratchthani Leasing	THANI TB	THB 4.22	BUY	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.

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

FSSIA may incorporate the recommendations and target prices of companies currently covered by FSS Research into equity research reports, denoted by an 'FSS' before the recommendation. FSS Research is part of Finansia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 10-Jun-2021 unless otherwise stated.

## RECOMMENDATION STRUCTURE

### Stock ratings

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