

5 NOVEMBER 2021

THAILAND / DIVERSIFIED FINANCIALS

SRISAWAD CORP SAWAD TB

BUY

UNCHANGED

TARGET PRICE	THB80.00
CLOSE	THB64.75
UP/DOWNSIDE	+23.6%
PRIOR TP	THB86.00
CHANGE IN TP	-7.0%
TP vs CONSENSUS	+1.1%

การกระจายความเสี่ยงช่วยให้ปลอดภัย

คาดผลประกอบการดีขึ้นใน 3Q21

เราคาดว่า SAWAD จะรายงานกำไรสุทธิ 3Q21 ที่ 1.21 พัน ลบ. (+1% y-y, +9% q-q) เราเห็นข้อดี 2 ประการประกอบด้วย: 1) การประหยัดค่าใช้จ่ายในการดำเนินงาน (OPEX) จากการย้ายพนักงานบางส่วนไปอยู่ภายใต้ Fast Money (FM); และ 2) การลดลงของหนี้ด้วยคุณภาพ (NPL) 5% q-q จากกระบวนการติดตามหนี้ที่เข้มงวดมากยิ่งขึ้น อย่างไรก็ตามเราคาดว่าปริมาณสินเชื่อจะเพิ่มในระดับปานกลางที่ 3.0% q-q จากกลยุทธ์ในการปล่อยสินเชื่อด้วยความระมัดระวัง เราคาดว่าสินเชื่อเช่าซื้อรถยนต์ไฮบริดและสินเชื่อทะเบียนรถยนต์จะเพิ่ม ในขณะที่เราคาดว่าสินเชื่อที่ดินจะลดลง q-q หมายถึงเราคาดว่า FM จะรายงานผลขาดทุน 8 ลบ. ให้แก่ SAWAD เทียบกับที่เคยมีกำไร 4 ลบ. ใน 2Q21 จาก OPEX ที่อยู่ในระดับสูง

คาด 4Q21 จะดีพอใช้ก่อนการฟื้นตัวในระดับสูงในปี 2022

ใน 4Q21 เราคาดว่ากำไรของ SAWAD จะค่อนข้างทรงตัว q-q แม้เราจะคาดว่าสำรองจะเพิ่มจากการกลับผลขาดทุนทางเครดิตที่คาดว่าจะเกิดขึ้น (ECL) ใน 3Q21 ปัจจุบันดังกล่าวจะชดเชยจากปริมาณสินเชื่อและรายได้ค่าธรรมเนียมที่สูงขึ้น เราคิดว่าปริมาณสินเชื่อจะเพิ่มในระดับปานกลาง q-q หลังการปล่อยสินเชื่อด้วยความระมัดระวังมา 6 ไตรมาสติดต่อกัน เราคาดว่า SAWAD จะเริ่มกลับสู่เส้นทางการเติบโตอีกครั้ง นอกจากนี้เรายังคาดว่าจะเพิ่มรายได้ที่ไม่ใช่ดอกเบี้ยสุทธิ (Non-NII) จะเพิ่มใน 4Q21 โดยได้ปัจจัยผลักดันจาก 1) ค่าธรรมเนียมการชำระหนี้จาก FM; และ 2) ค่าธรรมเนียมนายหน้าขายประกัน SAWAD จะต่อสัญญาการเป็นตัวแทนขายประกันกับ Generali Thailand (not listed) และ Chubb Samaggi Insurance (not listed) ซึ่งน่าจะทำให้ค่าธรรมเนียมจากการเป็นช่องทางขายประกัน (Channelling Fee) เพิ่มสูงขึ้น ในปี 2022 เราคิดว่ากำไรจากการดำเนินงานอาจเพิ่มต่อเนื่องถึง 21% y-y โดยได้ปัจจัยหนุนจากสินเชื่อที่โตสูงขึ้นและรายได้ค่าธรรมเนียมที่เพิ่มขึ้น

ปรับประมาณการกำไรและการประเมินมูลค่า

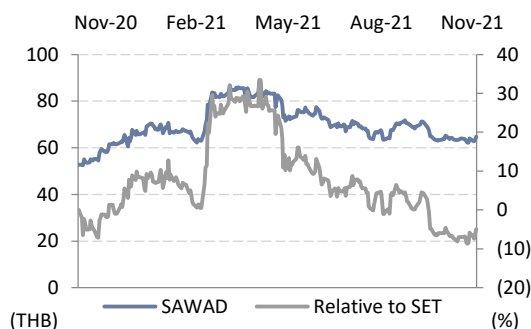
เราปรับลดประมาณการกำไรสุทธิปี 2021-23 ลง 3%/1%/4% ส่วนมากเพื่อสะท้อนสินเชื่อที่โตลดลง เราปรับลดราคาเป้าหมายปี 2022 ลงเหลือ 80 บาท (GGM) จากการปรับลดประมาณการกำไรและค่า 2022 P/BV เป้าหมายเป็น 4.0x จาก 4.3x เราเชื่อว่าระดับการประเมินมูลค่าที่สูงกว่าของผู้ประกอบการสินเชื่อทะเบียนรถยนต์น่าจะลดลงจากการแข่งขันที่รุนแรงต่อเนื่องซึ่งจะทำให้ต่อความสามารถในการทำกำไรลดลงและแนวโน้มกำไรที่น้อยลง

คงคำแนะนำซื้อสำหรับการลงทุนระยะยาว

ในกลุ่มผู้ประกอบการสินเชื่อทะเบียนรถยนต์ SAWAD เป็นหุ้นที่เราชอบมากที่สุด เนื่องจากเราเชื่อว่าบริษัท จะรอดจากการเปลี่ยนแปลงทางโครงสร้างในอุตสาหกรรมสินเชื่อทะเบียนรถยนต์จากรูปแบบการทำธุรกิจที่มีการกระจายความเสี่ยงสูงกว่า กล่าวคือ 1) การขยายกิจการเข้าสู่ธุรกิจบริหารสินทรัพย์และตัวแทนขายประกัน; และ 2) การขยายฐานลูกค้าเป้าหมายสู่ผู้มีรายได้ปานกลางเพิ่มขึ้นภายใต้ Srisawad Capital (not listed)

KEY STOCK DATA

YE Dec (THB m)	2020	2021E	2022E	2023E
Operating profit	5,983	6,171	7,190	8,399
Net profit	4,508	4,875	5,664	6,686
EPS (THB)	3.32	3.59	4.17	4.92
vs Consensus (%)	-	(0.9)	3.7	6.5
Core net profit	4,508	4,697	5,664	6,686
Core EPS (THB)	3.32	3.46	4.17	4.92
Chg. In EPS est. (%)	-	(2.7)	(1.0)	(3.5)
EPS growth (%)	17.2	4.2	20.6	18.0
Core P/E (x)	19.5	18.7	15.5	13.1
Dividend yield (%)	2.8	2.8	3.2	3.8
Price/book (x)	4.0	3.6	3.2	2.9
ROE (%)	22.3	20.2	22.0	23.1
ROA (%)	9.8	9.4	10.2	10.4



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	2.0	(3.0)	27.0
Relative to country (%)	1.2	(7.8)	(4.6)
Mkt cap (USD m)			2,660
3m avg. daily turnover (USD m)			19.2
Free float (%)			67
Major shareholder	Kaewbootta Family (33%)		
12m high/low (THB)	94.25/50.75		
Issued shares (m)	1,373		

Sources: Bloomberg consensus; FSSIA estimates



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บทวิเคราะห์ฉบับนี้แปลมาจากบทวิเคราะห์ของ FSSIA ฉบับวันที่ 5 พฤศจิกายน 2021

Investment thesis

SAWAD has a solid market position as the third largest lender in the title loan market. We expect its market position to remain relatively strong over the next few years, as it plans to continuously expand its loan portfolio by opening approximately 300 new branches per year. Additionally, SAWAD has transformed its business from a grassroots lending operator into a one-stop financial service provider. Moreover, the company is accelerating its ROE via its astute deal-making and solid financial structure by partnering with Government Savings Bank (GSB, not listed) and not consolidating the JV to its financial statement.

Among auto title loan lenders, SAWAD is our most preferred stock as we believe it should survive the disruption in the auto title loan industry due to its more diversified business model.

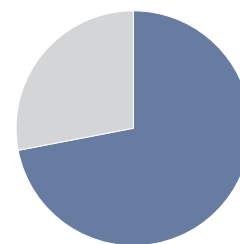
Company profile

SAWAD provides loan services to retail customers under the brand "Srisawad Ngern Sod Tun Jai". Its business operations can be classified into four main categories: 1) secured loans against all types of used vehicles, homes, and land; 2) unsecured personal loans; 3) asset management; and 4) debt collection services.

www.meebaanmeerod.com

Principal activities (revenue, 2020)

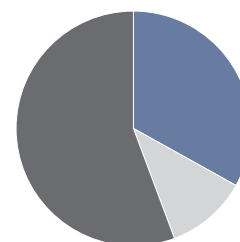
- Net interest income - 72.0 %
- Non-interest income - 28.0 %



Source: Srisawad Corp

Major shareholders

- Kaewbootta Family - 33.1 %
- Thai NVDR - 11.2 %
- Others - 55.7 %



Source: Srisawad Corp

Catalysts

Potential share price catalysts for SAWAD include:

- The synergy between SAWAD and Government Savings Bank;
- Stronger credit demand;
- The success of Srisawad Capital's business.

Risks to our call

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 the Consumer Protection Board.

Event calendar

Date	Event
15 Nov 2021	3Q21 results announcement

Key assumptions

Year to Dec	2021E	2022E	2023E
	(%)	(%)	(%)
Net profit (THB m)	4,875	5,664	6,686
Net profit growth	8.1	16.2	18.0
NIM	15.93	18.26	18.40
Loan growth	(9.0)	25.0	15.0
Fee growth	21.0	24.0	6.0
Non-NII growth	10.2	15.3	8.0
Credit cost (bp)	(65)	100	120
Cost to income	35.0	30.7	29.6

*Including share of profits from associates

Source: FSSIA estimates

Earnings sensitivity

		2021E		
		(11.0)	(9.0)	(7.0)
Loan growth	±2ppt	(11.0)	(9.0)	(7.0)
% change in net profit		(1.0)	-	1.0
NIM (%)	±5bp	15.88	15.93	15.98
% change in net profit		(0.4)	-	0.4
Credit cost (bp)	±10bp	(75.0)	(65.0)	(55.0)
% change in net profit		0.4	-	(0.4)

Source: FSSIA estimates

Stronger performance expected in 3Q21

We expect SAWAD to report a 3Q21 net profit of THB1,211m (+1% y-y, +9% q-q). We see two positives: 1) OPEX savings from relocating some of its staff to work under FM; and 2) a drop in its non-performing assets (NPLs) by 5% q-q following its more stringent debt collection processes. However, we estimate that its loan volume will moderately increase by 3.0% q-q due to its conservative lending strategy. We expect its motorcycle hire purchase loans and car title loans to rise, while we expect its land title loans to reduce q-q. Note that we expect FM to generate a loss of THB8m for SAWAD vs a profit of THB4m in 2Q21 due to high OPEX.

3Q21E key highlights

- We estimate SAWAD's total loan volume to increase moderately by 3.0% in 3Q21 q-q vs 1.8% q-q in 2Q21, driven by its new motorcycle hire purchases and its car title loans. Meanwhile, we expect its land title loans to decline q-q due to its conservative lending strategy due to the prolonged Covid pandemic. Regarding motorbike title loans, which were booked at FM, the company has not provided any loan volume details.
- We think its loan yield is likely to decline to 19.5% from 20.1% in 2Q21. It could be dragged down by the repricing of its higher yield portfolio, which was lent before the interest rate cap mandate by the Bank of Thailand came into effect in Aug-20, resulting in a lower yield.
- SAWAD could still deliver strong Non-NII (+1% y-y, -12% q-q due to the high base in 2Q21). We expect the company to receive debt servicing fees from FM. Also, the company could increase its insurance commissions due to the expansion of its client base from Government Savings Bank.
- There is an expected credit loss (ECL) reversal of THB50m in 3Q21 due to the decline in Srisawad Finance (BFIT TB, not rated)'s loan volume.

Exhibit 1: SAWAD – summary of 3Q21E results

Year-end Dec 31	3Q20	2Q21	3Q21E		9M21E			2021E	Change	3Q21E comments	
	(THB m)	(THB m)	(THB m)	(y-y %)	(q-q %)	(THB m)	(y-y %)	%21E	(THB m)	(y-y %)	
Net interest income	1,730	1,415	1,412	(18)	(0)	4,509	(17)	75	6,000	(17)	
Non-interest income*	734	835	737	1	(12)	2,255	13	72	3,117	10	
Operating income*	2,464	2,250	2,150	(13)	(4)	6,764	(9)	74	9,117	(10)	
Operating expenses	962	793	799	(17)	1	2,508	(15)	79	3,191	(16)	
PPOP before tax	1,502	1,457	1,351	(10)	(7)	4,256	(5)	72	5,926	(6)	
Expected credit loss	(97)	(48)	(50)	(49)	3	(272)	(259)	111	(245)	(176)	
Income tax	316	315	294	(7)	(7)	987	16	80	1,234	4	
Minority interest	79	84	46			191	(19)		240	(15)	
Normalised profit	1,204	1,106	1,211	1	9	3,499	9	75	4,697	4	
Extraordinary items	0	0	0			178			178		
Net profit	1,204	1,106	1,211	1	9	3,678	14	75	4,875	8	
EPS (THB)	0.88	0.81	0.88	1	9	2.68	13	75	3.59	8	
Asset quality ratio (%)	(%)	(%)	(%)						(%)		
NPLs (THB m)	1,764	1,532	1,455	(18)	(5)				1,554	5	More stringent debt collection processes
NPLs / loans	4.50	4.70	4.34						4.33		
Loan loss reserve / NPLs	75	69	64						62		
Credit cost (bps)	(100)	(59)	(60)						(65)		Reversal from BFIT
Profitability ratio	(%)	(%)	(%)						(%)		
Cost to income ratio	39.1	35.2	37.2						35.0		
Average yield	20.2	20.1	19.5						18.2		
Cost of funds	3.5	3.5	3.5						3.5		
Net interest margin (NIM)	17.8	17.5	17.1						15.9		
Non-int inc / total income	29.8	37.1	34.3						38.4		
Loan growth	(%)	(%)	(%)						(%)		
y-y	13.2	(15.4)	(14.4)						(9.0)		
q-q	1.9	1.8	3.0								

*Including share of profits from associates

Sources: SAWAD; FSSIA estimates

Earnings revisions and valuation de-rating

We lower our core profit forecasts for 2021-23 by 3%/1%/4% to mainly reflect the slower loan growth. We cut our loan volume assumption for 2021 to a 9% y-y decline from 6% y-y previously, due to the prolonged Covid outbreak. We lower our loan growth assumption in 2023 to 15% y-y from 18% y-y previously, as we expect the tighter competition from both the major existing players and a new big player, Auto X (a subsidiary of SCBX). According to Siam Commercial Bank (SCB TB, BUY, TP THB160)'s management, it will expand into the auto title loan grassroots segment aggressively next year. We think it might take around two years before Auto X gains a more meaningful market share. Thus, we expect the loan growth prospects for existing auto title loan lenders to be lower in 2023.

Exhibit 2: Key changes in assumptions

	2021E				2022E			2023E		
	2020 (THB m)	Old (THB m)	New (THB m)	Change (%)	Old (THB m)	New (THB m)	Change (%)	Old (THB m)	New (THB m)	Change (%)
Net interest income	7,263	6,266	6,000	(4.2)	7,588	7,373	(2.8)	9,328	8,874	(4.9)
Non-interest income*	2,827	3,182	3,117	(2.1)	3,607	3,592	(0.4)	3,896	3,880	(0.4)
Operating income*	10,090	9,448	9,117	(3.5)	11,195	10,965	(2.1)	13,223	12,753	(3.6)
Operating expenses	3,787	3,210	3,191	(0.6)	3,389	3,371	(0.5)	3,761	3,775	0.4
PPOP before tax*	6,304	6,239	5,926	(5.0)	7,806	7,594	(2.7)	9,462	8,978	(5.1)
Expected credit loss (Reversal)	321	(96)	(245)		542	404	(25.5)	707	579	(18.2)
Tax expenses	1,192	1,267	1,234	(2.6)	1,380	1,366	(1.0)	1,663	1,554	(6.6)
Minority interest	283	240	240		160	160		160	160	
Normalised profit	4,508	4,827	4,697	(2.7)	5,723	5,664	(1.0)	6,932	6,686	(3.5)
Extraordinary items	-	178	178		0	-		0	-	
Net profit	4,508	5,005	4,875	(2.6)	5,723	5,664	(1.0)	6,932	6,686	(3.5)
EPS (THB)	3.32	3.69	3.59	(2.6)	4.22	4.17	(1.0)	5.1	4.92	(3.5)
Key statistics and ratios										
Asset quality ratio										
Gross NPLs (THB m)	1,480	1,776	1,554	(12.5)	2,131	1,865	(12.5)	2,451	2,144	(12.5)
Gross NPLs / loans (%)	3.75	4.8	4.3		4.6	4.2		4.5	4.2	
Loan loss reserve / NPLs (%)	89	62	62		69	63		72.9	70	
Credit cost (bps)	84	(25)	(65)		130	100		140	120	
Profitability ratio (%)										
Cost to income ratio*	37.5	34.0	35.0		30.3	30.7		28.4	29.6	
Average yield	21.3	18.7	18.2		20.5	20.5		20.7	20.7	
Cost of funds	3.62	3.45	3.47		3.45	3.45		3.5	3.5	
Net interest margin (NIM)	18.9	16.4	15.9		18.2	18.3		18.5	18.4	
Loan growth (%)										
y-y	5.8	(6.0)	(9.0)		25.0	25.0		18.0	15.0	

*Including share of profits from associates

Sources: SAWAD; FSSIA estimates

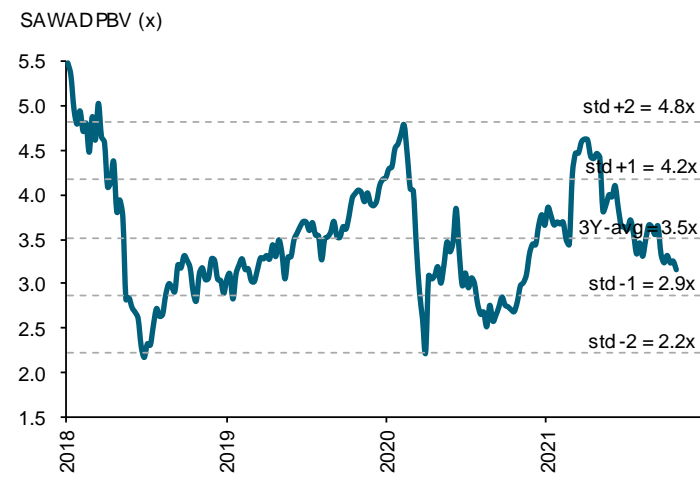
We revise down our 2022 GGM-based TP to THB80 from THB86, as we 1) cut our EPS forecast, leading to a lower book value; and 2) revise down our target 2022 P/BV to 4.0x from 4.3x as a result of our lower average long-term ROE target of 22.5% from 23.0%; our lower long-term growth assumption to 7.8% from 7.9%; and our higher cost of equity assumption. We believe that auto title loan operators' premium valuations should de-rate due to the continued fierce price competition, leading to a lower profitability margin and a less satisfactory earnings growth outlook.

Exhibit 3: SAWAD – GGM-derived target price

Target price (THB)	80 (from 86)
Recommendation	BUY (unchanged)
Risk-free rate (%)	3.0 (unchanged)
Market risk premium (%)	8.0 (unchanged)
Cost to equity (%)	11.6 (from 11.5)
Terminal growth (%)	7.8 (from 7.9)
ROE target (%)	22.5 (from 23.0)
Target PBV (x)	4.0 (from 4.3)
Risk to TP	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.

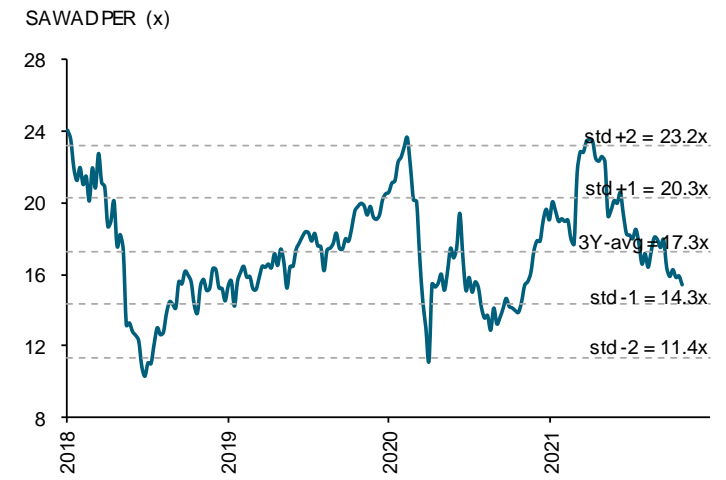
Source: FSSIA estimates

Exhibit 4: SAWAD – prospective P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 5: SAWAD – prospective P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 6: Thailand diversified financials – peers comparison

	BBG code	Rec	---Share price---		Up side (%)	Market Cap (USD m)	EPS growth		---- P/E ----		---- ROE ----		---- PBV ----		
			Current (THB)	Target (THB)			21E (%)	22E (%)	21E (x)	22E (x)	21E (%)	22E (%)	21E (x)	22E (x)	
Diversified financials						22,451	11.6	21.9	24.3	19.9	18.9	18.6	4.1	3.3	
Unsecured-loan lenders						5,967	14.3	13.1	21.4	19.0	24.0	23.4	4.8	4.2	
Aeon Thana Sinsap (Thailand)	AEONTS TB	HOLD	197.00	204.00	4	1,474	7.5	13.9	12.4	10.9	21.5	21.1	2.5	2.1	
Krungthai Card	KTC TB	HOLD	58.25	52.00	(11)	4,494	15.4	13.0	24.4	21.6	24.8	24.1	5.6	4.9	
Auto-title lenders						9,804	7.8	23.4	23.9	19.4	20.8	21.2	4.4	3.8	
Muangthai Capital	MTC TB	BUY	64.00	71.00	11	4,059	3.1	26.6	25.2	19.9	23.4	24.3	5.4	4.4	
Srisawad Corp	SAWAD TB	BUY	64.75	80.00	24	2,660	4.2	20.6	18.7	15.5	20.2	22.0	3.6	3.2	
Saksiam Leasing	SAK TB	BUY	8.25	11.00	33	517	(19.5)	39.1	29.1	20.9	12.6	15.9	3.5	3.1	
Ngern Tid Lor	TIDLOR TB	BUY	37.00	43.00	16	2,567	23.8	17.8	26.1	22.1	18.9	16.4	3.8	3.4	
Truck lenders						1,543	12.1	11.8	22.7	20.3	14.1	13.6	2.8	2.2	
Micro Leasing	MICRO TB	BUY	7.85	10.70	36	220	23.1	33.5	36.0	27.0	10.8	13.2	3.8	3.4	
Singer Thailand	SINGER TB	BUY	39.50	51.00	29	608	24.8	2.4	29.1	28.4	13.0	9.8	3.2	2.1	
Ratchthani Leasing	THANI TB	BUY	4.22	5.20	23	715	(20.9)	15.8	13.3	11.5	16.0	17.0	2.0	1.9	
Asset management						3,774	14.1	32.8	34.6	26.1	11.6	10.1	3.7	2.2	
Bangkok Commercial Asset Mngt.	BAM TB	BUY	18.90	22.00	16	1,828	20.9	35.8	27.5	20.2	5.1	6.5	1.3	1.3	
Chayo Group	CHAYO TB	BUY	11.70	18.80	61	337	18.5	39.6	45.6	32.7	12.8	11.7	4.1	3.3	
JMT Network Services	JMT TB	BUY	47.75	57.00	19	1,609	7.8	29.1	29.1	40.5	31.4	18.7	13.9	6.4	2.9
Other						1,122	8.1	11.6	9.1	8.2	6.4	6.8	0.6	0.5	
Thanachart Capital	TCAP TB	HOLD	35.75	35.00	(2)	1,122	8.1	11.6	9.1	8.2	6.4	6.8	0.6	0.5	
Hire purchase motorcycle						242	55.9	33.4	25.8	19.3	17.4	19.8	4.2	3.5	
Next Capital	NCAP TB	BUY	9.00	16.80	87	242	55.9	33.4	25.8	19.3	17.4	19.8	4.2	3.5	

Share prices as of 4 Nov 2021

Sources: Bloomberg; FSSIA estimates

Financial Statements

Srisawad Corp

Profit and Loss (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023E
Interest Income	7,239	8,166	6,857	8,279	9,986
Interest expense	(828)	(903)	(857)	(906)	(1,112)
Net interest income	6,411	7,263	6,000	7,373	8,874
Net fees & commission	1,936	1,315	1,591	1,973	2,091
Foreign exchange trading income	-	-	-	-	-
Securities trading income	-	-	-	-	-
Dividend income	3	2	0	0	0
Other income	615	1,510	1,525	1,619	1,788
Non interest income	2,554	2,827	3,117	3,592	3,880
Total income	8,965	10,090	9,117	10,965	12,753
Staff costs	(1,785)	(1,869)	(1,159)	(1,136)	(1,283)
Other operating costs	(1,747)	(1,918)	(2,032)	(2,235)	(2,492)
Operating costs	(3,532)	(3,787)	(3,191)	(3,371)	(3,775)
Pre provision operating profit	5,433	6,304	5,926	7,594	8,978
Provision for bad and doubtful debt	(552)	(321)	245	(404)	(579)
Other provisions	-	-	-	-	-
Operating profit	4,881	5,983	6,171	7,190	8,399
Recurring non operating income	0	0	0	0	0
Associates	0	0	0	0	0
Goodwill amortization	-	-	-	-	-
Non recurring items	0	0	178	0	0
Profit before tax	4,881	5,983	6,349	7,190	8,399
Tax	(952)	(1,192)	(1,234)	(1,366)	(1,554)
Profit after tax	3,929	4,791	5,115	5,824	6,846
Minority interests	(172)	(283)	(240)	(160)	(160)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	3,756	4,508	4,875	5,664	6,686
Non recurring items & goodwill (net)	-	-	(178)	0	0
Recurring net profit	3,756	4,508	4,697	5,664	6,686
Per share (THB)					
Recurring EPS *	2.83	3.32	3.46	4.17	4.92
Reported EPS	2.90	3.32	3.59	4.17	4.92
DPS	1.43	1.80	1.80	2.09	2.46
Growth					
Net interest income (%)	26.3	13.3	(17.4)	22.9	20.4
Non interest income (%)	22.5	10.7	10.2	15.3	8.0
Pre provision operating profit (%)	32.1	16.0	(6.0)	28.2	18.2
Operating profit (%)	31.0	22.6	3.1	16.5	16.8
Reported net profit (%)	35.7	20.0	8.1	16.2	18.0
Recurring EPS (%)	17.5	17.2	4.2	20.6	18.0
Reported EPS (%)	17.6	14.5	8.1	16.2	18.0
Income Breakdown					
Net interest income (%)	71.5	72.0	65.8	67.2	69.6
Net fees & commission (%)	21.6	13.0	17.5	18.0	16.4
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	-	-	-	-	-
Dividend income (%)	0.0	0.0	-	-	-
Other income (%)	6.9	15.0	16.7	14.8	14.0
Operating performance					
Gross interest yield (%)	21.34	21.28	18.20	20.50	20.70
Cost of funds (%)	3.45	3.62	3.47	3.45	3.50
Net interest spread (%)	17.89	17.66	14.73	17.05	17.20
Net interest margin (%)	18.9	18.9	15.9	18.3	18.4
Cost/income(%)	39.4	37.5	35.0	30.7	29.6
Cost/assets(%)	8.3	7.8	6.1	5.9	5.7
Effective tax rate (%)	19.5	19.9	19.4	19.0	18.5
Dividend payout on recurring profit (%)	50.3	54.2	51.9	50.0	50.0
ROE (%)	24.8	22.3	20.2	22.0	23.1
ROE - COE (%)	14.0	11.5	9.4	11.2	12.3
ROA (%)	9.3	9.8	9.4	10.2	10.4
RORWA (%)	-	-	-	-	-

* Pre-exceptional, pre-goodwill and fully diluted

Sources: Srisawad Corp; FSSIA estimates

Financial Statements

Srisawad Corp

Balance Sheet (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023E
Gross customer loans	37,294	39,450	35,899	44,874	51,605
Total provisions	(813)	(1,312)	(959)	(1,184)	(1,505)
interest in suspense	3	206	179	224	258
Net customer loans	36,485	38,344	35,119	43,915	50,359
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	551	0	0	0	0
Cash & equivalents	1,649	1,838	1,022	435	2,433
Other interesting assets	-	-	-	-	-
Tangible fixed assets	1,411	1,306	1,216	1,139	1,072
Associates	-	-	-	-	-
Goodwill	-	-	-	-	-
Other intangible assets	-	-	-	-	-
Other assets	5,366	10,519	15,413	16,035	16,451
Total assets	45,462	52,007	52,771	61,522	70,315
Customer deposits	6,348	5,234	2,617	2,617	2,617
Bank deposits	-	-	-	-	-
Other interest bearing liabilities	17,518	20,731	20,791	26,522	31,775
Non interest bearing liabilities	1,403	1,972	2,958	3,106	3,262
Hybrid Capital	-	-	-	-	-
Total liabilities	25,270	27,937	26,367	32,246	37,654
Share capital	1,336	1,373	1,373	1,373	1,373
Reserves	17,052	20,712	23,006	25,838	29,181
Total equity	18,388	22,085	24,379	27,211	30,554
Minority interests	1,803	1,985	2,025	2,065	2,107
Total liabilities & equity	45,462	52,007	52,771	61,522	70,315
Supplementary items					
Risk weighted assets (RWA)	n/a	n/a	n/a	n/a	n/a
Average interest earning assets	33,930	38,372	37,674	40,387	48,240
Average interest bearing liabilities	23,974	24,916	24,687	26,274	31,766
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)	1,429	1,480	1,554	1,865	2,144
Per share (THB)					
Book value per share	14.19	16.27	17.96	20.04	22.51
Tangible book value per share	14.19	16.27	17.96	20.04	22.51
Growth					
Gross customer loans	22.0	5.8	(9.0)	25.0	15.0
Average interest earning assets	24.8	13.1	(1.8)	7.2	19.4
Total asset (%)	15.9	14.4	1.5	16.6	14.3
Risk weighted assets (%)	-	-	-	-	-
Customer deposits (%)	(12.8)	(17.6)	(50.0)	-	-
Leverage & capital measures					
Customer loan/deposits (%)	574.7	732.6	1,341.9	1,678.0	1,924.3
Equity/assets (%)	40.4	42.5	46.2	44.2	43.5
Tangible equity/assets (%)	40.4	42.5	46.2	44.2	43.5
RWA/assets (%)	-	-	-	-	-
Tier 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
Asset Quality					
Change in NPL (%)	26.7	3.6	5.0	20.0	15.0
NPL/gross loans (%)	3.8	3.8	4.3	4.2	4.2
Total provisions/gross loans (%)	2.2	3.3	2.7	2.3	2.9
Total provisions/NPL (%)	56.9	88.7	61.7	63.5	70.2
Valuation					
Recurring P/E (x) *	22.8	19.5	18.7	15.5	13.1
Recurring P/E @ target price (x) *	28.2	24.1	23.1	19.2	16.2
Reported P/E (x)	22.3	19.5	18.0	15.5	13.1
Dividend yield (%)	2.2	2.8	2.8	3.2	3.8
Price/book (x)	4.6	4.0	3.6	3.2	2.9
Price/tangible book (x)	4.6	4.0	3.6	3.2	2.9
Price/tangible book @ target price (x)	5.6	4.9	4.5	4.0	3.6

* Pre-exceptional, pre-goodwill and fully diluted

Sources: Srisawad Corp; 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	PAP	PCSGH	PDJ	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	TTB	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

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* 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	TTB	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)

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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

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Company	Ticker	Price	Rating	Valuation & Risks
Srisawad Corp	SAWAD TB	THB 64.75	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 and the Office of Consumer Protection Board.
Aeon Thana Sinsap (Thailand)	AEONTS TB	THB 197.00	HOLD	Downside risks to our GGM-derived TP include 1) intense competition; 2) regulatory actions to curb industry growth; and 3) deteriorating asset quality. The upside risk is stronger-than-expected asset quality.
Krungthai Card	KTC TB	THB 58.25	HOLD	Upside risks to our GGM-derived TP include 1) stronger-than-expected growth for KTB Leasing; and 2) a better-than-expected bad debt recovery. Downside risks are 1) regulatory actions to curb industry growth; and 2) deteriorating asset quality.
Muangthai Capital	MTC TB	THB 64.00	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.
Saksiam Leasing	SAK TB	THB 8.25	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 37.00	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 7.85	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 39.50	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.
Bangkok Commercial Asset Mngt.	BAM TB	THB 18.90	BUY	Downside risks to our GGM-based TP include 1) lower cash collection from its fully amortised portfolio; 2) lower-than-expected bad debt acquisition; and 3) the prolonged slowdown of the property market.
Chayo Group	CHAYO TB	THB 11.70	BUY	Downside risks to our GGM-based TP include 1) lower-than-expected bad debt acquisition; and 2) higher-than-expected operating expenses.
JMT Network Services	JMT TB	THB 47.75	BUY	Downside risks to our GGM-based TP include 1) lower cash collection from its fully amortised portfolio; and 2) the lower-than-expected acquisition of new bad debt.
Thanachart Capital	TCAP TB	THB 35.75	HOLD	Upside risks to our GGM-based target price are M&A completions and long-term synergy gained, leading to a higher contribution to its earnings. Downside risks are impacts from a prolonged weak macro outlook on loan growth and asset quality which could lead to higher provisions for both TMB and THANI.
Next Capital	NCAP TB	THB 9.00	BUY	Downside risks to our GGM-derived TP include 1) an economic slowdown, especially for food delivery and logistics activities; 2) deteriorating asset quality; and 3) tighter competition from new players.
Siam Commercial Bank	SCB TB	THB 132.00	BUY	Downside risks to our SOTP-based TP are 1) prolonged economic sluggishness and further waves of the Covid-19 pandemic affecting loan growth and asset quality; and 2) the impact of further interest rate cuts on its NIM.

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 04-Nov-2021 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.