

15 NOVEMBER 2021

THAILAND / DIVERSIFIED FINANCIALS

## RATCHTHANI LEASING THANI TB

BUY  
UNCHANGED

TARGET PRICE	THB4.80
CLOSE	THB4.12
UP/DOWNSIDE	+16.5%
PRIOR TP	THB5.20
CHANGE IN TP	-7.7%
TP vs CONSENSUS	-5.6%

## ขาดปัจจัยบวกในระยะสั้น

## มองผลประกอบการ 3Q21 เป็นลบ

เรามองผลประกอบการ 3Q21 ของ THANI เป็นลบ แม้ว่ากำไรสุทธิที่อ่อนแอใน 3Q21 ที่ 401 ลบ. (-15% y-y, -6% q-q) จะใกล้เคียงกับประมาณการของเรา แต่คุณภาพสินทรัพย์กลับเสื่อมอย่างมีนัยสำคัญ หนี้ต่อคุณภาพ (NPL) เพิ่มขึ้นเห็นได้ชัดถึง 23% q-q คิดเป็นสัดส่วน NPL ที่ 4.3% เทียบกับ 3.5% ใน 2Q21 ซึ่งทำให้สัดส่วนสำรองต่อหนี้ต่อคุณภาพ (Coverage ratio) ลดลงเหลือ 70% ในขณะที่เป้าของบริษัทฯ อยู่ที่ 80%

## ผลประกอบการ 3Q21 อ่อนแอและมีความกังวลในด้านคุณภาพสินทรัพย์

ผลประกอบการ 3Q21 ที่อ่อนแอถูกจุดโดยปัจจัย 3 ประการ ข้อแรกผลขาดทุนทางเครดิตที่คาดว่าจะเกิดขึ้น (ECL) เพิ่มขึ้นจำนวนมากหลังการเสื่อมของคุณภาพสินทรัพย์ ข้อสองผลขาดทุนจากรบรถทุกที่ยืดมาปรับตัวสูงขึ้น เนื่องจากบริษัทฯ เริ่มยึดรถบรรทุกมากขึ้นหลังมาตรการผ่อนผันสิ้นสุดลง ข้อสามในระหว่างที่ยอดขายรถบรรทุกเพิ่มในระดับปานกลาง THANI ปลอยสินเชื่อใหม่ด้วยความระมัดระวังที่ประมาณ 5.4 พัน ลบ. ต่อไตรมาส ซึ่งค่อนข้างทรงตัว q-q ด้วยเหตุดังกล่าวปริมาณสินเชื่อทรงตัว q-q ซึ่งแยกกว่าบริษัทอื่นในกลุ่มฯ ผลตอบแทนสินเชื่อเพิ่มเป็น 7.5% จาก 6.9% จากผลกระทบพิเศษจากการเปลี่ยนวิธีการรับรู้รายได้ดอกเบี้ยจากรายเดือนเป็นรายวัน อย่างไรก็ตามผลตอบแทนสินเชื่ออาจพลิกกลับสู่ระดับปกติที่ประมาณ 6.5-7.0% ในไตรมาสถัดไป

## กำไรน่าจะฟื้นตัวใน 1Q22

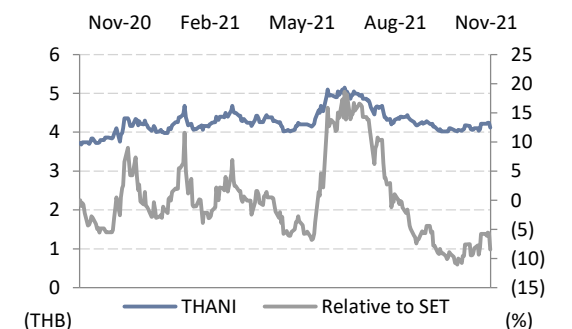
เราคิดว่ากำไรสุทธิของ THANI จะลดลงต่อเนื่อง y-y และ q-q ใน 4Q21 โดยจะได้ปัจจัยถ่วงส่วนมากจากสำรองที่ก่อตัวเพิ่มขึ้น แม้ว่าคุณภาพสินทรัพย์อาจปรับตัวดีขึ้นเล็กน้อยหลังการกลับมาเปิดเศรษฐกิจ เราคาดว่า THANI จะยังคงจัดสรรต้นทุนความเสี่ยงในการปล่อยสินเชื่อ (Credit cost) ในระดับสูงที่ประมาณ 180-190 bps ใน 4Q21 เนื่องจากบริษัทฯ ต้องการเพิ่ม Coverage ratio เป็น 80-85% กำไรน่าจะเริ่มฟื้นตัวตั้งตั้งแต่ 1Q22 โดยจะได้ปัจจัยหนุนจาก ECL ที่ลดลงและการเติบโตของสินเชื่อที่สูงขึ้น เมื่อสถานการณ์ Covid บรรเทาลง ผู้บริหารอาจหันมาขยายธุรกิจมากยิ่งขึ้น

## คำแนะนำซื้อสำหรับการลงทุนระยะยาว

เราปรับลดราคาเป้าหมายเป็น 4.8 จาก 5.2 บาทหลังเราปรับลดประมาณการกำไรสุทธิปี 2021-23 ลง 8.4%/7.4%/6.7% ส่วนมากเพื่อสะท้อน ECL ที่สูงขึ้นและการเติบโตของสินเชื่อที่ลดลง THANI ไม่ได้เป็นหนึ่งในหุ้นเด่นของเราในปัจจุบัน เนื่องจากเราเห็นว่าราคาหุ้นมีปัจจัยบวกน้อยที่จะทำให้ราคาปรับขึ้นในระยะสั้น เราเชื่อว่า THANI มีแนวโน้มรายงานผลประกอบการที่ดีต่อกว่าเพื่อน อย่างไรก็ตามเราคาดว่าคำแนะนำซื้อสำหรับการลงทุนระยะยาว เนื่องจากเราเชื่อว่าบริษัทฯ ยังเป็นผู้นำตลาดในธุรกิจสินเชื่อรถบรรทุก และเราคาดว่ากำไรจะโตในอัตราที่สูงขึ้นในปี 2022 ถึง 17% y-y ตามความเห็นของเรา เวลาที่ดีที่สุดที่จะกลับมาสะสม THANI จะอยู่ในปลาย 4Q21 ถึงต้น 1Q22

## KEY STOCK DATA

YE Dec (THB m)	2020	2021E	2022E	2023E
Operating profit	2,324	2,050	2,399	2,726
Net profit	1,860	1,650	1,931	2,194
EPS (THB)	0.40	0.29	0.34	0.39
vs Consensus (%)	-	(7.1)	(2.3)	(3.0)
Core net profit	1,860	1,650	1,931	2,194
Core EPS (THB)	0.40	0.29	0.34	0.39
Chg. In EPS est. (%)	-	(8.4)	(7.4)	(6.7)
EPS growth (%)	(22.6)	(27.6)	17.0	13.6
Core P/E (x)	10.2	14.1	12.1	10.6
Dividend yield (%)	4.1	3.5	4.1	4.7
Price/book (x)	2.2	2.0	1.9	1.7
ROE (%)	20.1	14.7	15.9	16.7
ROA (%)	3.7	3.3	3.7	3.8



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	2.0	(5.9)	13.8
Relative to country (%)	2.6	(11.8)	(6.9)
Mkt cap (USD m)	711		
3m avg. daily turnover (USD m)	3.5		
Free float (%)	21		
Major shareholder	THANACHART SPV1 (59%)		
12m high/low (THB)	5.30/3.48		
Issued shares (m)	5,663		

Sources: Bloomberg consensus; FSSIA estimates



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บทวิเคราะห์ฉบับนี้แปลมาจากบทวิเคราะห์ของ FSSIA ฉบับวันที่ 15 พฤศจิกายน 2021

## Investment thesis

THANI has a longstanding and strong business position in hire purchase loans in niche markets, mainly for commercial trucks and luxury cars.

We maintain our BUY call for long-term investment as we believe THANI is still the market leader in the truck lending business, and we expect its bottom-line growth to accelerate in 2022. However, in the short term, we believe THANI will likely deliver inferior performance compared to its peers. Therefore, THANI is not one of our top picks at the moment.

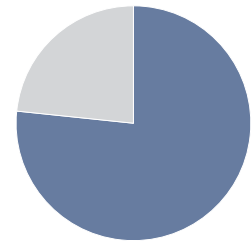
## Company profile

The company's main businesses are hire purchase loans, targeting new and used trucks, and financial leasing, as well as services related to its core businesses.

[www.ratchthani.com](http://www.ratchthani.com)

## Principal activities (revenue, 2020)

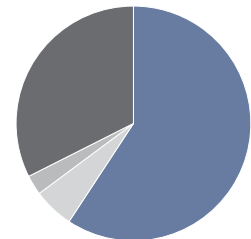
- Net interest income - 76.7 %
- Non-interest income - 23.3 %



Source: Ratchthani Leasing

## Major shareholders

- THANACHART SPVI - 59.3 %
- Raffles Nominees - 5.6 %
- Mr. Jaroensuk Kijitti - 2.7 %
- Others - 32.4 %



Source: Ratchthani Leasing

## Catalysts

Potential share price catalysts for THANI include:

- Lower credit cost due to the effective management of its non-performing loans (NPL);
- Strong private investment;
- The growth of logistics activities which would push its loan growth.

## Risks to our call

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.

## Event calendar

Date	Event
End Feb 2022	4Q21 results announcement

## Key assumptions

	2021E	2022E	2023E
	(%)	(%)	(%)
Net profit (THB m)	1,650	1,931	2,194
Net profit growth	(11.3)	17.0	13.6
NIM	5.24	5.11	5.14
Loan growth	4.0	9.0	12.0
Fee growth	12.0	-	5.0
Non-NII growth*	2.2	4.8	5.0
Credit cost (bp)	145	90	75
Cost to income*	17.1	17.2	16.9

\*Including share of profits from associates

Source: FSSIA estimates

## Earnings sensitivity

		2021E		
	±2ppt	2.0	4.0	6.0
Loan growth	±2ppt	2.0	4.0	6.0
% change in net profit		(1.2)	-	1.2
NIM (%)	±5bp	5.19	5.24	5.29
% change in net profit		(1.1)	-	1.1
Credit cost (bp)	±10bp	135.0	145.0	155.0
% change in net profit		1.1	-	(1.1)

Source: FSSIA estimates



## Weak 3Q21 performance and concerns over asset quality

We have a negative view on THANI's 3Q21 performance. Although, its weak 3Q21 net profit of THB401m (-15% y-y, -6% q-q) was in line with our expectation, its asset quality significantly deteriorated. Its non-performing loans (NPLs) notably increased by 23% q-q, implying an NPL ratio of 4.3% vs 3.5% in 2Q21. Thus, its coverage ratio dropped to 70% vs its 80% target.

The weak 3Q21 results were dragged down by three factors. First, its ECL increased materially following the deterioration in its asset quality. Second, there was a rise in losses on repossessed trucks as the company began to seize more trucks after the relief measures ended. Third, amid the moderate growth in truck sales, THANI lent new loans conservatively at cTHB5.4b per quarter – relatively stable q-q. This resulted in a stable loan volume q-q. This was worse than its peers. Its loan yield rose to 7.5% from 6.9% due to a one-off impact from the change in interest income recognition from a monthly basis to a daily basis. Its loan yield could return to its normal level at c6.5-7.0% in the following quarters.

### Exhibit 1: THANI – 3Q21/9M21 results summary

Year end Dec 31	3Q20	2Q21	3Q21		9M21		2021E		Comments		
	(THB m)	(THB m)	(THB m)	(y-y %)	(q-q %)	(THB m)	(y-y %)	%21E	(THB m)	(y-y %)	
Net interest income	586	616	692	18	12	1,921	5	75	2,566	5	
Non-interest income	178	190	177	(0)	(7)	557	(1)	73	763	2	
<b>Operating income</b>	<b>764</b>	<b>806</b>	<b>870</b>	<b>14</b>	<b>8</b>	<b>2,478</b>	<b>4</b>	<b>74</b>	<b>3,330</b>	<b>4</b>	
Operating expenses	140	137	151	7	10	429	5	75	570	6	From the increase in losses on repossessed trucks
<b>PPOP before tax*</b>	<b>624</b>	<b>669</b>	<b>719</b>	<b>15</b>	<b>8</b>	<b>2,049</b>	<b>4</b>	<b>74</b>	<b>2,760</b>	<b>4</b>	
Expected credit loss	37	140	231	519	66	477	97	67	710	110	
Income tax	114	101	87	(24)	(14)	316	(11)	79	400	(14)	
Minority interest	0	0	0			0	167		0		
<b>Normalised profit</b>	<b>472</b>	<b>428</b>	<b>401</b>	<b>(15)</b>	<b>(6)</b>	<b>1,255</b>	<b>(9)</b>	<b>76</b>	<b>1,650</b>	<b>(11)</b>	
Extraordinary items	0	0	0			0			0		
<b>Net profit</b>	<b>472</b>	<b>428</b>	<b>401</b>	<b>(15)</b>	<b>(6)</b>	<b>1,255</b>	<b>(9)</b>	<b>76</b>	<b>1,650</b>	<b>(11)</b>	
EPS (THB)	0.13	0.08	0.07	(43)	(6)	0.22	(39)	76	0.29	(27)	
<b>Asset quality ratio</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>						<b>(%)</b>		
NPLs (THB m)	2,669	1,714	2,109	(21)	23				2,101	40	
NPLs / Loans	5.40	3.49	4.30						4.21		
Loan loss reserve/NPLs	90	77	70						78		
Credit cost (bps)	30	115	188						145		
<b>Profitability ratio</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>						<b>(%)</b>		
Cost to income ratio	18.4	17.0	17.3						17.1		
Average yield	6.9	6.9	7.5						7.1		One-off high yield due to the change in revenue recognition
Cost of fund	2.6	2.5	2.5						2.5		
<b>Net interest margin (NIM)</b>	<b>4.7</b>	<b>5.0</b>	<b>5.6</b>						<b>5.2</b>		
Non-int inc/total income	23.3	23.6	20.4						22.9		
<b>Loan growth</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>						<b>(%)</b>		
y-y	(4.6)	(2.0)	(0.7)						4.0		
q-q	(1.4)	1.3	0.0								Conservative new lending

\*Including share of profits from associates

Sources: THANI; FSSIA estimates

## Net profit and target price revisions

We lower our 2021-23E net profit by 8.4%/7.4%/6.7% to mostly reflect the impact from the prolonged pandemic. We believe THANI will expand its business more conservatively than it had originally planned before the third and fourth Covid waves. We, therefore 1) lower our 2021-22 loan growth assumptions from 6%/10% to 4%/9%; 2) increase our credit cost assumptions for 2021-23 from 110/80/65 bps to 145/90/75 bps; and 3) lower our Non-NII assumptions by 6.8%/7.0%/7.0% in 2021-23.

### Exhibit 2: Key changes in assumptions

	-----2021E-----				-----2022E-----			-----2023E-----		
	2020	Old	New	Change	Old	New	Change	Old	New	Change
	(THB m)	(THB m)	(THB m)	(%)	(THB m)	(THB m)	(%)	(THB m)	(THB m)	(%)
Net interest income	2,452	2,526	2,566	1.6	2,748	2,665	(3.0)	3,045	2,962	(2.7)
Non-interest income	747	819	763	(6.8)	860	800	(7.0)	903	840	(7.0)
Operating income	3,199	3,346	3,330	(0.5)	3,609	3,465	(4.0)	3,949	3,802	(3.7)
Operating expenses	538	563	570	1.2	589	597	1.2	640	644	0.6
<b>PPOP before tax</b>	<b>2,662</b>	<b>2,783</b>	<b>2,760</b>	<b>(0.8)</b>	<b>3,019</b>	<b>2,869</b>	<b>(5.0)</b>	<b>3,309</b>	<b>3,158</b>	<b>(4.5)</b>
Expected credit loss (Reversal)	338	544	710	30.5	427	469	9.9	385	432	12.2
Tax expenses	464	437	400	(8.4)	505	468	(7.4)	570	532	(6.7)
Minority interest	0	0	-		0	-		0	-	
<b>Normalised profit</b>	<b>1,860</b>	<b>1,802</b>	<b>1,650</b>	<b>(8.4)</b>	<b>2,087</b>	<b>1,931</b>	<b>(7.4)</b>	<b>2,353</b>	<b>2,194</b>	<b>(6.7)</b>
Extraordinary items	-	0	-		0	-		0	-	
<b>Net profit</b>	<b>1,860</b>	<b>1,802</b>	<b>1,650</b>	<b>(8.4)</b>	<b>2,087</b>	<b>1,931</b>	<b>(7.4)</b>	<b>2,353</b>	<b>2,194</b>	<b>(6.7)</b>
EPS (THB)	0.40	0.32	0.29	(8.4)	0.37	0.34	(7.4)	0.4	0.39	(6.7)
<b>Key statistics and ratios</b>										
<b>Asset quality ratio</b>										
Gross NPLs (%)	1,500	1,951	2,101	7.7	2,185	2,353	7.7	2,294	2,470	7.7
Gross NPLs/Loans (%)	3.13	3.8	4.2		3.9	4.3		3.7	4.1	
Loan loss reserve/NPLs (%)	82	83	78		83	80		88	84	
Credit cost (bp)	68	110	145		80	90		65	75	
<b>Profitability ratio</b>										
Cost to income ratio (%)	16.8	16.8	17.1		16.3	17.2		16.2	16.9	
Average yield (%)	6.9	7.0	7.1		7.0	7.0		7.0	7.0	
Cost of funds (%)	2.7	2.5	2.5		2.5	2.5		2.5	2.5	
Net interest margin (NIM) (%)	4.9	5.1	5.2		5.1	5.1		5.1	5.1	
<b>% growth</b>										
Loan growth (y-y %)	(7.6)	6.0	4.0		10.0	9.0		12.0	12.0	

\*Including share of profits from associates

Source: FSSIA estimates

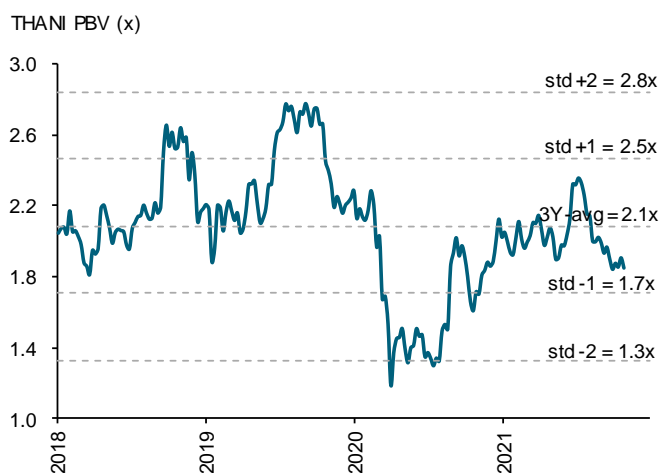
We revise down our 2022 GGM-based TP to THB4.8 from THB5.2, as we 1) cut our EPS forecast, leading to a lower book value; and 2) revise down our target 2022 P/BV to 2.2x from 2.3x as a result of our lower average long-term ROE target of 16.9% from 17.5% and our lower long-term growth assumption to 7.0% from 7.1%.

### Exhibit 3: THANI – GGM-derived target price

Target price (THB)	THB 4.8 from 5.2
Recommendation	BUY
Risk-free rate (%)	3 (unchanged)
Market risk premium (%)	8 (unchanged)
Cost to equity (%)	12 (unchanged)
Terminal growth (%)	7.0 (from 7.1)
ROE target (%)	16.9 (from 17.5)
Risk to TP	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.

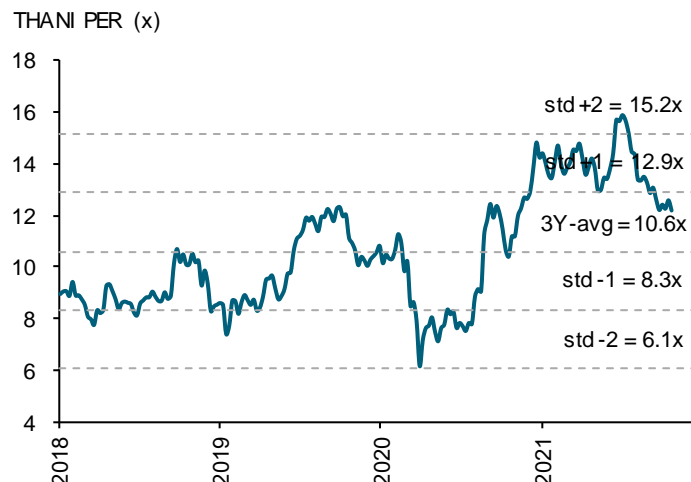
Source: FSSIA estimates

Exhibit 4: THANI – prospective P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 5: THANI – prospective P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 6: Thailand diversified financials – peers comparison

	BBG	Rec	---Share price---		Up	Market	EPS growth		---- P/E ----		---- ROE ----		---- PBV ----	
	code		Current	Target	side	Cap	21E	22E	21E	22E	21E	22E	21E	22E
			(THB)	(THB)	(%)	(USD m)	(%)	(%)	(x)	(x)	(%)	(%)	(x)	(x)
<b>Diversified financials</b>						<b>23,123</b>	<b>11.0</b>	<b>22.0</b>	<b>25.3</b>	<b>20.7</b>	<b>18.5</b>	<b>18.2</b>	<b>4.1</b>	<b>3.3</b>
<b>Unsecured-loan lenders</b>						<b>6,021</b>	<b>14.3</b>	<b>13.1</b>	<b>21.3</b>	<b>18.8</b>	<b>24.0</b>	<b>23.4</b>	<b>4.8</b>	<b>4.2</b>
Aeon Thana Sinsap (Thailand)	AEONTS TB	HOLD	195.00	204.00	5	1,485	7.5	13.9	12.3	10.8	21.5	21.1	2.5	2.1
Krungthai Card	KTC TB	HOLD	57.75	52.00	(10)	4,536	15.4	13.0	24.2	21.4	24.8	24.1	5.6	4.8
<b>Auto-title lenders</b>						<b>9,704</b>	<b>6.0</b>	<b>22.7</b>	<b>23.7</b>	<b>19.3</b>	<b>20.4</b>	<b>20.7</b>	<b>4.2</b>	<b>3.7</b>
Muangthai Capital	MTC TB	BUY	60.25	69.00	15	3,891	(0.5)	24.6	24.6	19.8	22.7	23.4	5.1	4.2
Srisawad Corp	SAWAD TB	BUY	63.00	80.00	27	2,636	4.2	20.6	18.2	15.1	20.2	22.0	3.5	3.1
Saksiam Leasing	SAK TB	BUY	9.10	11.00	21	581	(19.5)	39.1	32.1	23.1	12.6	15.9	3.9	3.5
Ngern Tid Lor	TIDLOR TB	BUY	36.75	43.00	17	2,596	23.8	17.8	25.9	22.0	18.9	16.4	3.8	3.4
<b>Truck lenders</b>						<b>1,651</b>	<b>11.9</b>	<b>11.0</b>	<b>25.3</b>	<b>22.8</b>	<b>13.4</b>	<b>12.9</b>	<b>3.0</b>	<b>2.3</b>
Micro Leasing	MICRO TB	BUY	8.05	10.70	33	229	23.1	33.5	36.9	27.7	10.8	13.2	3.9	3.5
Singer Thailand	SINGER TB	BUY	44.50	51.00	15	711	24.8	2.4	32.7	32.0	13.0	9.8	3.6	2.4
Ratchthani Leasing	THANI TB	BUY	4.12	4.80	17	711	(27.6)	17.0	14.1	12.1	14.7	15.9	2.0	1.9
<b>Asset management</b>						<b>4,329</b>	<b>13.5</b>	<b>32.4</b>	<b>38.7</b>	<b>29.2</b>	<b>11.9</b>	<b>10.3</b>	<b>4.4</b>	<b>2.5</b>
Bangkok Commercial Asset Mngt.	BAM TB	BUY	20.30	22.00	8	1,999	20.9	35.8	29.5	21.7	5.1	6.5	1.4	1.4
Chayo Group	CHAYO TB	BUY	12.10	18.80	55	355	18.5	39.6	47.2	33.8	12.8	11.7	4.2	3.4
JMT Network Services	JMT TB	BUY	54.75	57.00	4	1,976	7.8	29.1	46.5	36.0	18.7	13.9	7.3	3.4
<b>Other</b>						<b>1,158</b>	<b>8.1</b>	<b>11.6</b>	<b>9.2</b>	<b>8.3</b>	<b>6.4</b>	<b>6.8</b>	<b>0.6</b>	<b>0.6</b>
Thanachart Capital	TCAP TB	HOLD	36.25	35.00	(3)	1,158	8.1	11.6	9.2	8.3	6.4	6.8	0.6	0.6
<b>Hire purchase motorcycle</b>						<b>259</b>	<b>55.9</b>	<b>33.4</b>	<b>27.0</b>	<b>20.3</b>	<b>17.4</b>	<b>19.8</b>	<b>4.4</b>	<b>3.7</b>
Next Capital	NCAP TB	BUY	9.45	16.80	78	259	55.9	33.4	27.0	20.3	17.4	19.8	4.4	3.7

Share prices as of 12 Nov 2021

Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Ratchthani Leasing

Profit and Loss (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023E
Interest Income	3,539	3,516	3,474	3,624	4,035
Interest expense	(1,011)	(1,063)	(908)	(959)	(1,073)
Net interest income	2,527	2,452	2,566	2,665	2,962
Net fees & commission	328	316	354	354	372
Foreign exchange trading income	-	-	-	-	-
Securities trading income	-	-	-	-	-
Dividend income	0	0	0	0	0
Other income	371	431	409	446	468
Non interest income	700	747	763	800	840
Total income	3,227	3,199	3,330	3,465	3,802
Staff costs	(177)	(188)	(199)	(211)	(224)
Other operating costs	(393)	(350)	(371)	(386)	(420)
Operating costs	(570)	(538)	(570)	(597)	(644)
Pre provision operating profit	2,657	2,662	2,760	2,869	3,158
Provision for bad and doubtful debt	(194)	(338)	(710)	(469)	(432)
Other provisions	-	-	-	-	-
Operating profit	2,463	2,324	2,050	2,399	2,726
Recurring non operating income	0	0	0	0	0
Associates	0	0	0	0	0
Goodwill amortization	-	-	-	-	-
Non recurring items	0	0	0	0	0
Profit before tax	2,463	2,324	2,050	2,399	2,726
Tax	(500)	(464)	(400)	(468)	(532)
Profit after tax	1,964	1,860	1,650	1,931	2,194
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	1,964	1,860	1,650	1,931	2,194
Non recurring items & goodwill (net)	-	-	0	0	0
Recurring net profit	1,964	1,860	1,650	1,931	2,194
<b>Per share (THB)</b>					
Recurring EPS *	0.52	0.40	0.29	0.34	0.39
Reported EPS	0.52	0.40	0.29	0.34	0.39
DPS	0.32	0.17	0.15	0.17	0.19
<b>Growth</b>					
Net interest income (%)	8.4	(3.0)	4.6	3.9	11.1
Non interest income (%)	11.9	6.8	2.2	4.8	5.0
Pre provision operating profit (%)	8.3	0.2	3.7	3.9	10.1
Operating profit (%)	20.1	(5.7)	(11.8)	17.0	13.6
Reported net profit (%)	19.7	(5.3)	(11.3)	17.0	13.6
Recurring EPS (%)	(4.3)	(22.6)	(27.6)	17.0	13.6
Reported EPS (%)	(4.3)	(22.6)	(27.6)	17.0	13.6
<b>Income Breakdown</b>					
Net interest income (%)	78.3	76.7	77.1	76.9	77.9
Net fees & commission (%)	10.2	9.9	10.6	10.2	9.8
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	-	-	-	-	-
Dividend income (%)	-	-	-	-	-
Other income (%)	11.5	13.5	12.3	12.9	12.3
<b>Operating performance</b>					
Gross interest yield (%)	7.04	7.04	7.10	6.95	7.00
Cost of funds (%)	2.48	2.70	2.45	2.45	2.48
Net interest spread (%)	4.56	4.34	4.65	4.50	4.52
Net interest margin (%)	5.0	4.9	5.2	5.1	5.1
Cost/income(%)	17.7	16.8	17.1	17.2	16.9
Cost/assets(%)	1.2	1.1	1.2	1.1	1.1
Effective tax rate (%)	20.3	19.9	19.5	19.5	19.5
Dividend payout on recurring profit (%)	61.5	42.2	50.0	50.0	50.0
ROE (%)	26.4	20.1	14.7	15.9	16.7
ROE - COE (%)	15.6	9.3	3.9	5.1	5.9
ROA (%)	4.0	3.7	3.3	3.7	3.8
RORWA (%)	-	-	-	-	-

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

Sources: Ratchthani Leasing; FSSIA estimates

## Financial Statements

### Ratchthani Leasing

Balance Sheet (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023E
Gross customer loans	51,933	47,976	49,895	54,386	60,912
Total provisions	(2,225)	(1,228)	(1,638)	(1,890)	(2,079)
interest in suspense	0	0	0	0	0
<b>Net customer loans</b>	<b>49,709</b>	<b>46,748</b>	<b>48,257</b>	<b>52,496</b>	<b>58,833</b>
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	0	0	0	0	0
Cash & equivalents	429	1,044	1,195	1,445	1,010
Other interesting assets	-	-	-	-	-
Tangible fixed assets	251	147	96	69	53
Associates	-	-	-	-	-
Goodwill	-	-	-	-	-
Other intangible assets	-	-	-	-	-
Other assets	492	579	602	527	723
<b>Total assets</b>	<b>50,881</b>	<b>48,518</b>	<b>50,150</b>	<b>54,537</b>	<b>60,620</b>
Customer deposits	0	0	0	0	0
Bank deposits	-	-	-	-	-
Other interest bearing liabilities	42,187	36,691	37,447	40,815	45,746
Non interest bearing liabilities	1,023	1,008	1,059	1,112	1,167
Hybrid Capital	-	-	-	-	-
<b>Total liabilities</b>	<b>43,210</b>	<b>37,699</b>	<b>38,506</b>	<b>41,927</b>	<b>46,913</b>
Share capital	3,775	5,663	5,663	5,663	5,663
Reserves	3,896	5,156	5,981	6,947	8,044
<b>Total equity</b>	<b>7,671</b>	<b>10,819</b>	<b>11,644</b>	<b>12,610</b>	<b>13,707</b>
Minority interests	0	0	0	0	0
<b>Total liabilities &amp; equity</b>	<b>50,881</b>	<b>48,518</b>	<b>50,150</b>	<b>54,537</b>	<b>60,620</b>
<b>Supplementary items</b>					
Risk weighted assets (RWA)	n/a	n/a	n/a	n/a	n/a
Average interest earning assets	50,239	49,955	48,936	52,141	57,649
Average interest bearing liabilities	40,735	39,439	37,069	39,131	43,281
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)	2,049	1,500	2,101	2,353	2,470
<b>Per share (THB)</b>					
Book value per share	2.03	1.91	2.06	2.23	2.42
Tangible book value per share	2.03	1.91	2.06	2.23	2.42
<b>Growth</b>					
Gross customer loans	7.0	(7.6)	4.0	9.0	12.0
Average interest earning assets	12.9	(0.6)	(2.0)	6.5	10.6
Total asset (%)	7.0	(4.6)	3.4	8.7	11.2
Risk weighted assets (%)	-	-	-	-	-
Customer deposits (%)	nm	nm	nm	nm	nm
<b>Leverage &amp; capital measures</b>					
Customer loan/deposits (%)	-	-	-	-	-
Equity/assets (%)	15.1	22.3	23.2	23.1	22.6
Tangible equity/assets (%)	15.1	22.3	23.2	23.1	22.6
RWA/assets (%)	-	-	-	-	-
Tier 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
<b>Asset Quality</b>					
Change in NPL (%)	14.5	(26.8)	40.0	12.0	5.0
NPL/gross loans (%)	3.9	3.1	4.2	4.3	4.1
Total provisions/gross loans (%)	4.3	2.6	3.3	3.1	3.4
Total provisions/NPL (%)	108.6	81.9	78.0	80.3	84.2
<b>Valuation</b>					
Recurring P/E (x) *	7.9	10.2	14.1	12.1	10.6
Recurring P/E @ target price (x) *	9.2	11.9	16.5	14.1	12.4
Reported P/E (x)	7.9	10.2	14.1	12.1	10.6
Dividend yield (%)	7.8	4.1	3.5	4.1	4.7
Price/book (x)	2.0	2.2	2.0	1.9	1.7
Price/tangible book (x)	2.0	2.2	2.0	1.9	1.7
Price/tangible book @ target price (x)	2.4	2.5	2.3	2.2	2.0

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

Sources: Ratchthani Leasing; 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	PCSGH	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	TTB	TMILL	TNDT
TNL	TOA	TOP	TPBI	TQM	TRC	TRC	TSC	TSR	TSTE	TSTH
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:

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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	AMANAH	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

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

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

The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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Company	Ticker	Price	Rating	Valuation & Risks
Ratchthani Leasing	THANI TB	THB 4.12	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.
Aeon Thana Sinsap (Thailand)	AEONTS TB	THB 195.00	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 57.75	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 60.25	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.
Srisawad Corp	SAWAD TB	THB 63.00	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 9.10	BUY	Downside risks to our GGM-derived TP 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.
Ngern Tid Lor	TIDLOR TB	THB 36.75	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); 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 8.05	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 44.50	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.
Bangkok Commercial Asset Mngt.	BAM TB	THB 20.30	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 12.10	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 54.75	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 36.25	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 9.45	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.

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 12-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.