

SINGER THAILAND

THAILAND / DIVERSIFIED FINANCIALS

SINGER TB

BUY

UNCHANGED

ทำไม SINGER จึงเป็นการลงทุนที่ดี?

- แนะนำการลงทุนใน SINGER จาก 1) ผลประกอบการที่โดดเด่นเมื่อเทียบกับบริษัทอื่นในกลุ่ม; 2) การจดทะเบียน SGC ที่กำลังจะเกิดขึ้น; และ 3) SINGER เป็นหนึ่งในหุ้นที่ดีที่สุดในท่ามกลางสภาวะเศรษฐกิจที่ท้าทาย
- ปรับราคาเป้าหมายไปในปี 2023 ที่ 74 บาท (GGM)

TARGET PRICE	THB74.00
CLOSE	THB55.75
UP/DOWNSIDE	+32.7%
PRIOR TP	THB62.00
CHANGE IN TP	+19.4%
TP vs CONSENSUS	+25.5%

จุดเริ่มต้นของการเติบโตสูงที่จะเกิดขึ้นใหม่

แม้ว่าราคาหุ้นของ SINGER จะปรับตัวดีกว่าเพื่อนมาตั้งแต่ปี 2020 เรายังมองว่านักลงทุนน่าจะอยู่กับ SINGER มากกว่าหันไปหาผู้ประกอบการอื่นด้วยเหตุผล 3 ประการ ข้อแรกเราคิดว่า SINGER เพิ่งเริ่มเข้าสู่ระยะการเติบโตสูงที่จะเกิดขึ้นใหม่ หลังปลดข้อจำกัดในด้านแหล่งเงินทุน บริษัทฯ ได้ใช้เงินทุนใหม่อย่างมีประสิทธิภาพโดยการปล่อยสินเชื่อใหม่ เราคาดว่าสินเชื่อจะโตได้ถึง 7.7% q-q ใน 1Q22 ซึ่งจะทำให้กำไรสุทธิ 1Q22 โตเป็นประวัติการณ์ถึง 236 ลบ. เราคาดว่ากำไรสุทธิจะกระโดดเพิ่ม 78% y-y ในปี 2022 พร้อมแนวโน้มที่ดีในทุกไตรมาส ในปี 2023 เราเชื่อว่ากำไรสุทธิจะกระโดดเพิ่ม 37% y-y

ปลดข้อจำกัดในด้านมูลค่าสำหรับผู้ถือหุ้นโดยการจดทะเบียนบริษัทย่อย

ข้อสองเราคิดว่าการจดทะเบียน SG Capital (SGC) จะปลดข้อจำกัดในด้านมูลค่าสำหรับผู้ถือหุ้น เนื่องจากเราเชื่อว่าการจดทะเบียนดังกล่าวจะทำให้ตลาดสามารถประเมินมูลค่าของหุ้นได้อย่างแม่นยำมากขึ้น การปรับระดับการประเมินมูลค่าของ SGC จะเป็นประโยชน์ต่อราคาหุ้นของ SINGER นอกจากนี้ผู้บริหารยังระบุว่า SINGER อาจเสนอสิทธิในการจองซื้อหุ้น SGC ที่เสนอขายให้ประชาชนทั่วไปเป็นครั้งแรกแก่ผู้ถือหุ้นในปัจจุบันอีกด้วย เราเห็นว่าปัจจัยดังกล่าวอาจช่วยเสริมผลตอบแทนของผู้ถือหุ้น แม้ว่าการจดทะเบียน SGC จะไม่ได้เป็นเรื่องใหม่ เราเชื่อว่ายังเข้าใกล้ช่วงการจดทะเบียนมากขึ้นเท่าไรนักลงทุนก็ควรจะให้ความสนใจแก่หุ้นมากขึ้นเท่านั้น

หนึ่งในหุ้นที่ดีที่สุดในท่ามกลางสภาวะเศรษฐกิจที่ท้าทาย

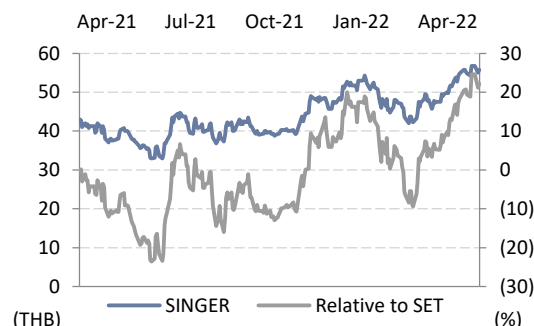
ข้อสามเราคิดว่า SINGER จะได้รับผลกระทบจำกัดจากสภาวะเงินเฟ้อที่อยู่ในระดับสูงและการขึ้นอัตราดอกเบี้ย ปัญหาเงินเฟ้อที่อยู่ในระดับสูงเพิ่มความกังวลเกี่ยวกับความสามารถในการชำระหนี้ที่ลดลงของลูกค้ารายย่อย เราเชื่อว่า SINGER มีความเสี่ยงต่ำกว่าเมื่อเทียบกับบริษัทอื่นในกลุ่มฯ ลูกค้าส่วนมากเป็นเจ้าของรถบรรทุกและกลุ่มรากหญ้า ซึ่งมีแหล่งรายได้หลักจากการเกษตร รายได้กลุ่มการเกษตรมีแนวโน้มดีขึ้นมาตั้งแต่เดือน ม.ค. 22 ในขณะที่เจ้าของรถบรรทุกสามารถส่งผ่านต้นทุนที่สูงขึ้นให้แก่ผู้ว่าจ้างหรือลูกค้า ด้วยเหตุผลดังกล่าวเรายืนยันมุมมองของเราที่ว่า SINGER น่าจะรายงานคุณภาพสินทรัพย์ที่ดี ในแง่ของการปรับเพิ่มอัตราดอกเบี้ยเราเชื่อว่าผลประกอบการของ SINGER จะได้รับผลกระทบน้อยกว่าเมื่อเทียบกับบริษัทอื่นในกลุ่มฯ จากเงินทุนที่มีอย่างพอเพียง นอกจากนี้เมื่อบริษัทฯ หันกลับมาระดมทุนอีกครั้ง เราคิดว่าต้นทุนการเงินจะลดลงจากอันดับความน่าเชื่อถือที่ TRIS ปรับขึ้นให้

คงเลือกเป็นหุ้นเด่น ปรับราคาเป้าหมายไปในปี 2023 (GGM)

เราคงประมาณการของเราไว้ ในขณะที่ปรับการประเมินมูลค่าไปในปี 2023 และได้ราคาเป้าหมายใหม่ที่ 74 บาท (GGM) ราคาดังกล่าวคิดจากค่า 2023E P/BV ที่ 3.7x (36.3x ของค่า 2023E P/E) เนื่องจากเราเห็นว่าการปรับการประเมินมูลค่าไปในปี 2023 จะแสดงให้เห็นถึงศักยภาพเต็มของผลประโยชน์ที่ได้จากการเพิ่มทุนได้ดีกว่า

KEY STOCK DATA

YE Dec (THB m)	2021	2022E	2023E	2024E
Operating profit	902	1,555	2,135	2,654
Net profit	701	1,244	1,708	2,123
EPS (THB)	1.40	1.51	2.04	2.53
vs Consensus (%)	-	5.4	1.3	(4.5)
Core net profit	701	1,244	1,708	2,123
Core EPS (THB)	1.40	1.51	2.04	2.53
Chg. In EPS est. (%)	6.1	-	-	-
EPS growth (%)	28.6	7.7	35.1	24.3
Core P/E (x)	39.8	37.0	27.4	22.0
Dividend yield (%)	0.2	1.6	2.2	1.1
Price/book (x)	3.0	2.9	2.8	2.6
ROE (%)	7.9	8.1	10.5	12.2
ROA (%)	4.2	5.3	7.5	8.2



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	12.6	18.0	33.5
Relative to country (%)	12.8	16.8	25.5
Mkt cap (USD m)	1,349		
3m avg. daily turnover (USD m)	6.9		
Free float (%)	21		
Major shareholder	JAYMART Public Company (26%)		
12m high/low (THB)	56.75/32.42		
Issued shares (m)	811		

Sources: Bloomberg consensus; FSSIA estimates



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PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

บทวิเคราะห์ฉบับนี้แปลมาจากบทวิเคราะห์ของ FSSIA ฉบับวันที่ 20 เมษายน 2022

Investment thesis

SINGER is one of the major players in electrical and home appliance sales and providing instalment loans. It started its auto title loan business, focusing on trucks, in 2017 under the name 'Rod Tum Ngern'. After unlocking its source of funds via a recent capital increase, the company expects to be the leader in truck title loans within three to four years.

We expect SINGER to deliver strong net profit growth supported by 1) remarkable loan growth; 2) an increase in electrical and home appliance sales; and 3) a stable gross profit margin for its electrical products and home appliances due to competitive dealer pricing policies.

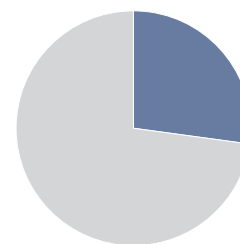
Company profile

Singer Thailand PCL operates two business lines: 1) the distribution of various electrical products and appliances, together with commercial appliances under the "Singer" brand through its outlets and sales representatives; and 2) a loan provider. SINGER offers loans for more than 90% of its electrical products and appliances. SINGER entered into auto title loans in 2017, specializing in trucks for fleets.

www.singerthai.co.th

Principal activities (revenue, 2021)

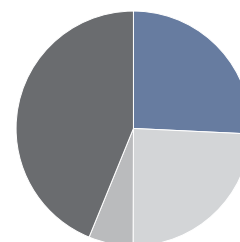
- Net interest income - 27.2 %
- Non-interest income - 72.8 %



Source: Singer Thailand

Major shareholders

- JAYMART Public Company - 25.8 %
- U City Public Company - 24.3 %
- Kara Family - 6.1 %
- Others - 43.8 %



Source: Singer Thailand

Catalysts

Potential share price catalysts for SINGER include: 1) the spin-off of its lending business; 2) a new instalment product announcement; and 3) synergies from its capital increase.

Risks to our call

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.

Event calendar

Date	Event
Mid-May 2022	1Q22 results announcement

Key assumptions

Year to Dec	2022E	2023E	2024E
	(%)	(%)	(%)
Net profit (THB m)	1,244	1,708	2,123
Net profit growth	77.5	37.3	24.3
NIM	14.07	14.52	14.50
Loan growth	42.2	31.2	27.3
Credit cost (bp)	220	240	240
Revenue from sales of goods growth	25.0	20.0	20.0
Gross margin of sales business	47.0	47.0	47.0
SG&A to revenue ratio	31.5	29.8	29.6

Source: FSSIA estimates

Earnings sensitivity

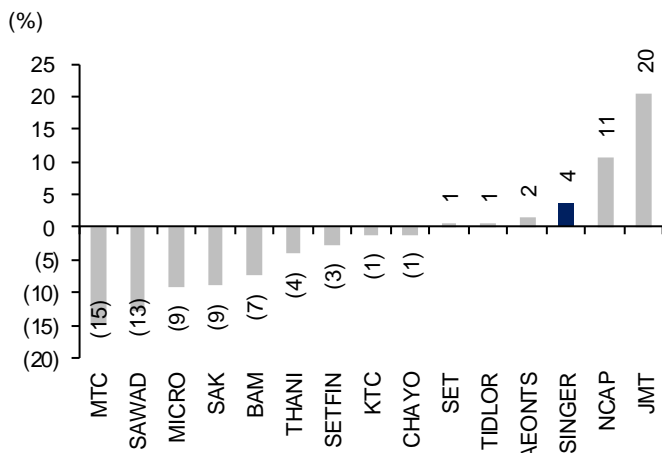
Year to Dec		2022E		
Loan growth	±2ppt	40.2	42.2	44.2
% change in net profit		(1.1)	-	1.1
NIM (%)	±5bp	14.02	14.07	14.12
% change in net profit		(0.4)	-	0.4
Credit cost (bps)	±10bp	210.0	220.0	230.0
% change in net profit		1.0	-	(1.0)

Source: FSSIA estimates

Why is SINGER a solid investment?

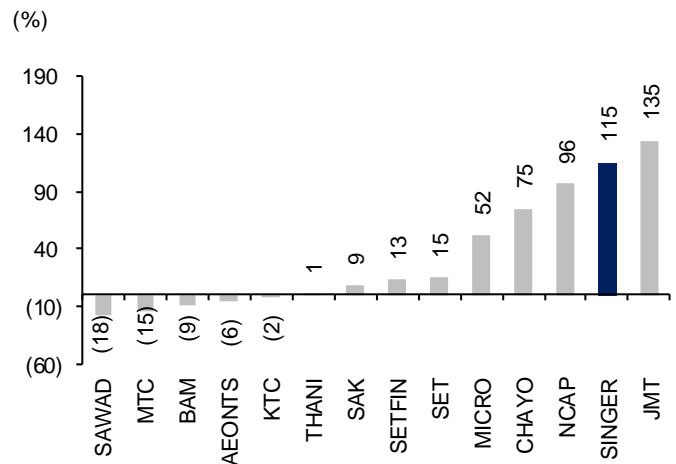
Since 2020, SINGER's share price always outperformed its peers. Thus, investors have questioned whether or not they should still firmly invest in SINGER. We are convinced that investors should stay with SINGER rather than switch to other lenders due to three reasons: 1) we see SINGER being at the starting point of a new S-curve growth phase; 2) it is intending to unlock shareholder value by listing its subsidiary; and 3) it is one of the most resilient stocks amid challenging economic conditions, including high inflation and rate hikes, in our opinion.

Exhibit 1: Comparing current share price performance of diversified financials under our coverage with their closing prices as of 30 Dec-21



Source: Bloomberg

Exhibit 2: Comparing current share price performance of diversified financials under our coverage with their closing prices as of 30 Dec-20



Source: Bloomberg

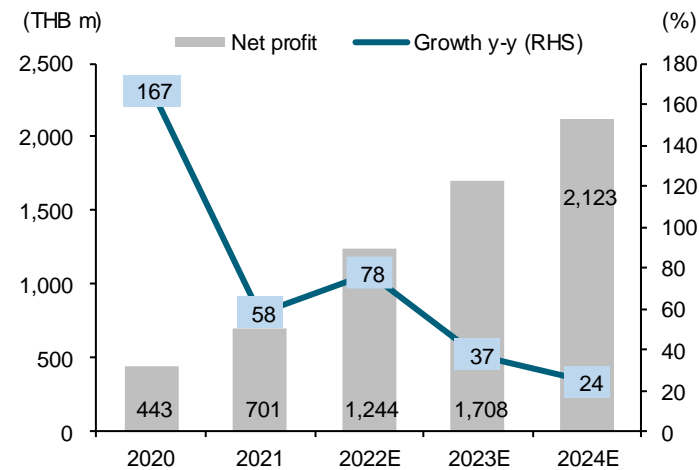
1) Just the starting point of new S-curve growth

We think that SINGER has just entered into a new S-curve growth phase on the back of the efficient utilisation of its capital increase and its new business initiatives.

At the end of 2021, SINGER raised THB11b from its capital increase. After unlocking its source of funds, the company stated that it plans to 1) expand its business to untapped clients; and 2) increase the loan volume with its existing customers by asking for more collateral. In 1Q22, SINGER proved that it has effectively employed its new capital by lending new loans. We expect impressive loan growth of 7.7% in 1Q22. We believe the company will continue to utilise its capital productively in the next two years. On top of that, with the benefit from being in Jay Mart (JMART TB, BUY, TP THB62) group's ecosystem and its active management, which is regularly launching new businesses, e.g. solar rooftop hire purchase, we are convinced that this should enhance SINGER's long-term growth. Our present projection for earnings from its solar rooftops is conservative in 2023-24. Thus, we think there is room for an upside.

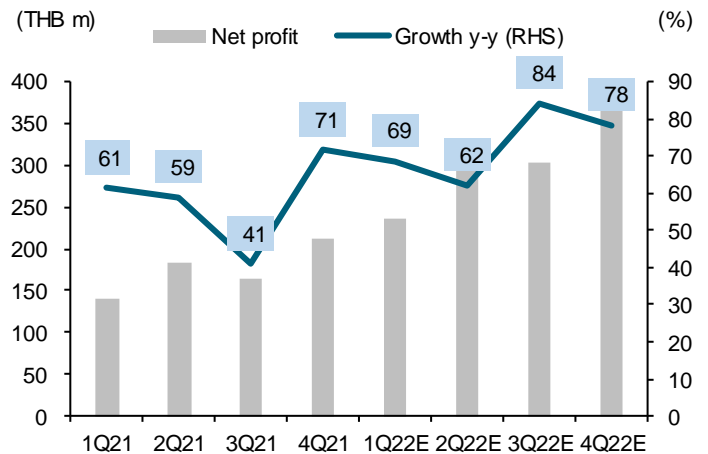
Therefore, we believe that SINGER has just started to enter into a new S-curve growth phase. We expect its net profit to surge by 78% y-y in 2022 from 58% y-y in 2021. We expect that its earnings momentum in 2022 should rise strongly in every quarter. In 2023, with the potentially high net profit base, we still have a solid conviction that its net profit should increase at an attractive rate of 37% y-y.

Exhibit 3: Yearly net profit growth outlook



Sources: SINGER; FSSIA estimates

Exhibit 4: Quarterly net profit growth outlook



Sources: SINGER; FSSIA estimates

2) Unlocking shareholder value by listing its subsidiary

Due to the aggressive growth of its lending business, SINGER plans to list SGC on the Thai stock market in the financial sector in 2H22. According to management, SINGER will not sell its SGC portion. The company would rather issue 25% new SGC shares to investors. This should reassure investors that SINGER remains confident in the strong growth of its subsidiary, in our view.

Exhibit 5: Company structure



Source: SINGER

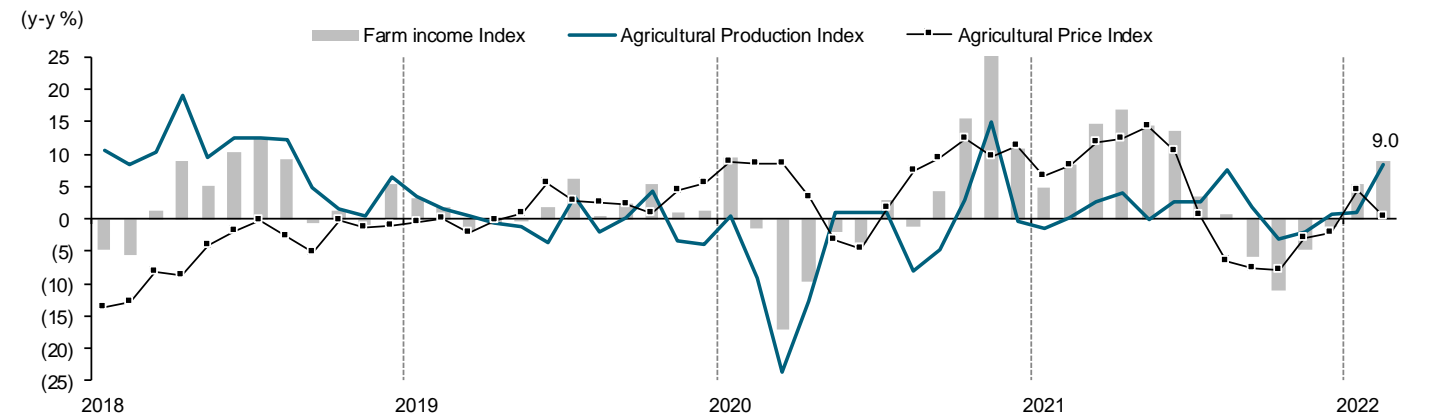
The listing of SGC would unlock value for shareholders as we think it would allow the market to more accurately assess the stock's valuation. A higher valuation rerating for SGC would eventually benefit SINGER's share price. On top of that, SINGER might offer a pre-emptive right to its current shareholders to buy SGC IPO shares, according to management. This could enhance shareholder returns, in our view.

Listing SGC is not new information, but we believe that more attention should be paid to the stock the closer to the listing period it gets.

3) One of the most resilient stocks amid challenging economic conditions

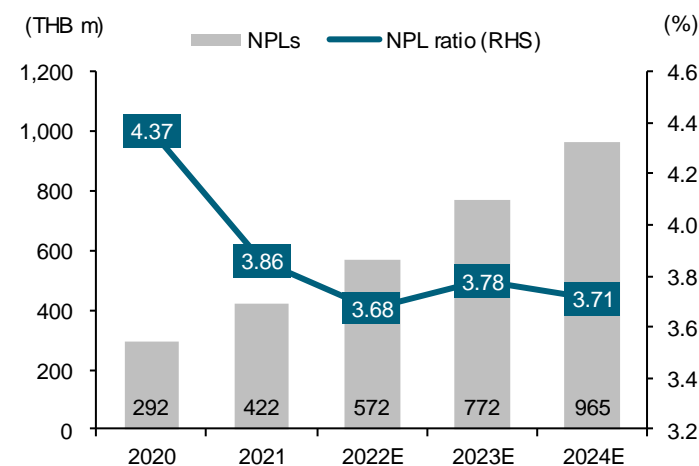
High inflation raises concerns about the lower debt servicing ability of retail clients. This would result in a lower profitability margin for non-bank lending operators. We believe SINGER has lower risks compared with its peers due to differences in client segments. The majority of its clients are truck owners and grassroots people living in rural areas whose main source of income is from the agricultural sector. We believe these groups will be less affected by inflation than salary earners. Farming sector incomes have been in an improving trend since Jan-22. Thus, this should provide a cushion for the rise in production costs, e.g. fertilizer costs due to the Ukraine crisis. As for truck owners, they can pass through the higher costs to employers (for mid- to large-scale business operators) and clients (for small business operators/retail segment). Thus, we affirm our view that SINGER should deliver healthy asset quality.

Exhibit 6: Improving farm income trend since Jan-22



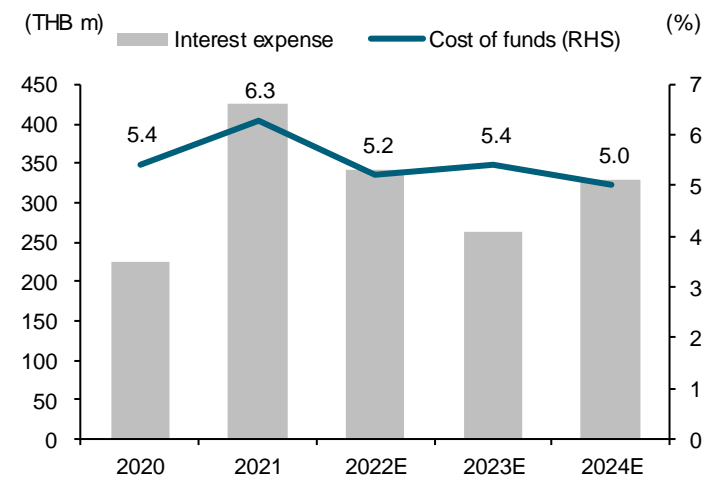
Sources: Office of Agricultural Economics; FSSIA's compilation

Exhibit 7: Non-performing loans (NPLs)



Sources: SINGER; FSSIA estimates

Exhibit 8: Interest expense and cost of funds



Sources: SINGER; FSSIA estimates

As for rate hikes, which always increase negative sentiment toward non-banks' share prices due to the potential margin squeeze, we believe that SINGER's performance would be less negatively affected vs its peers. We think SINGER can deploy its capital to accelerate its loan growth without any additional borrowing until 2023, whereas normally it would need to issue new debentures of around THB3b-4b per year. On top of that, once the company resumes raising funds, we think its cost of funds will be lower from 5.5-6% due to the upgraded company rating from Thai Rating and Information Services (TRIS rating).

Exhibit 9: Debenture maturities of diversified financials under our coverage

Year	AEONTS	ASK	BAM	CHAYO	JMT	KTC	MTC	SAWAD	SINGER	THANI	TIDLOR	MICRO	Grand Total
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)
2022	3,800	3,464	6,400	300	1,698	8,500	11,306	5,298	1,500	5,585	4,850		52,701
2023		3,870	9,950		2,649	4,640	17,427	5,053	1,800	6,125	5,300	849	57,662
2024	1,000	4,200	7,400	1,130	1,849	6,515	11,530	3,247	3,000	6,594	2,500	204	49,168
2025			8,940			3,500	5,869		1,700	5,093			25,102
2026			7,300			6,230	3,887			1,700			19,117
2027			6,500			5,500	1,000			1,300			14,300
2028			4,900			3,315							8,215
2029			5,000			3,200							8,200
2030			1,280			1,000							2,280
2031			3,500			500							4,000
2034			1,000										1,000
Grand Total	4,800	11,533	62,170	1,430	6,195	42,900	51,018	13,598	8,000	26,397	12,650	1,053	241,745

Sources: Thai Bond Market Association as of 23 Mar-22; FSSIA's compilation

1Q22: Records are there to break

Once again, we expect SINGER to report a record high net profit in 1Q22 of THB236m (+69% y-y, +11% q-q). The strong performance would come from its solid loan growth, especially truck title loans. Also, we think its home appliance sales should increase y-y (but drop q-q due to seasonality) following its aggressive franchisee expansion to 4,200 franchisees vs 3,200 in 4Q21. As for asset quality, thanks to its stringent credit underwriting and debt collection processes, we believe the company will have healthy asset quality in 1Q22. We think SINGER could see a smaller impact from the geopolitical crisis vs its peers.

1Q22E key highlights

- 1Q22E total loan volume should rise by 57% y-y and 8% q-q, supported by a rise in the auto title loan volume, especially the truck segment. Its clients still need cash to run their businesses and for consumption purposes, in our view. Moreover, a marketing push by offering credit services at customers' workplaces could allow SINGER to reach untapped clients.
- Revenue from the sales of goods should grow by 20% y-y. The sales of fuel station vending machines and freezers should still perform well due to the increase in its sales channels.
- 1Q22E NPLs are likely to increase moderately by 8% q-q, implying an NPL ratio of 3.9%. However, we are not too concerned about its asset quality. We think SINGER's clients will see a smaller impact on their cash flows due to inflation, as most of them are agriculturists whose income stream is potentially better than that of other vocations. The farm income index is still in an uptrend.

Exhibit 10: SINGER – 1Q22E results preview

Year-end Dec 31	1Q21	4Q21	1Q22E	----- Change -----		2021	2022E	Change	1Q22E comments
	(THB m)	(THB m)	(THB m)	(y-y %)	(q-q %)	(THB m)	(THB m)	(y-y %)	
Net interest income	238	316	365	53	16	1,074	1,863	73	
Non-interest income	678	883	804	19	(9)	2,882	3,685	28	Solid growth in home appliance sales
Operating income	915	1,199	1,169	28	(3)	3,956	5,548	40	
Operating expenses	735	784	838	14	7	2,903	3,702	28	
PPOP before tax	180	415	331	83	(20)	1,054	1,846	75	
Provision	0	127	39	nm.	(69)	152	291	92	
Income tax	40	75	55	39	(26)	202	311	nm.	
Minority interest	0	0	0			0	0		
Normalised profit	140	213	236	69	11	701	1,244	78	
Extraordinary items	0	0	0			0	0		
Net profit	140	213	236	69	11	701	1,244	78	
EPS (THB)	0.31	0.27	0.30	(4)	11	1.40	1.51	14	
Asset quality ratio									
Gross NPLs (THB m)	318	422	456	43	8	422	572	79	
NPL ratios (%)	4.24	3.86	3.87			3.86	3.68		
LLR/NPLs (%)	86	65	62			65	65		
Credit cost (bp)	2	495	138			172	220		
Profitability ratio (%)									
Cost to income ratio	80.3	65.4	71.7			73.4	66.7		
Average yield	18.1	17.2	17.0			17.0	16.7		
Cost of fund	5.6	6.3	5.7			6.3	5.2		
Net interest margin (NIM)	12.3	7.9	7.0			12.2	14.1		
Non-int inc/total income	74.0	73.7	68.8			72.8	66.4		
Loan growth (%)									
y-y	90.0	63.7	57.0			63.7	42.2		
q-q	12.4	13.3	7.7						Driven by truck title loans

Sources: SINGER; FSSIA's estimates

Rolling forward GGM-based TP to 2023

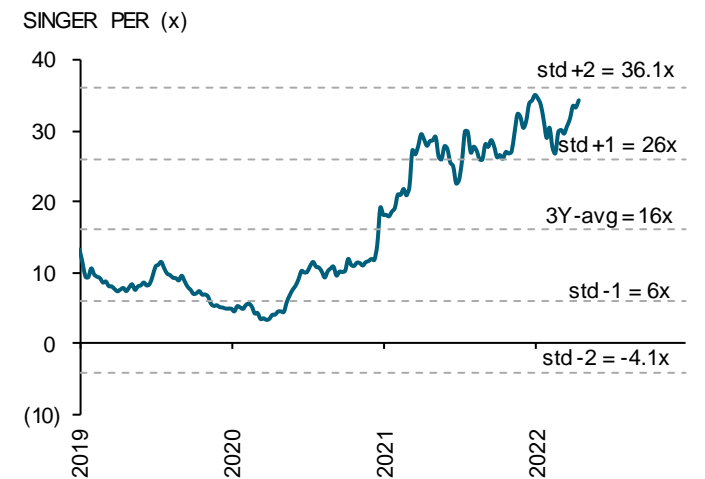
We maintain our forecasts while rolling forward our GGM-based TP to 2023 and derive a new TP of THB74, pegged to a 2023E P/BV of 3.7x, based on a 10.6% cost of equity, 10.4% long-term growth, and 11.2% ROE. Our target price implies a 36.3x 2023E P/E. We believe that looking at SINGER's valuation toward 2023 better represents the full benefit potential from its capital increase.

Exhibit 11: SINGER – 2022 GGM-derived target price

Target price (THB)	THB 74 (from THB62)
Recommendation	BUY
Risk-free rate (%)	3.0
Market risk premium (%)	8.0
Cost to equity (%)	10.6
Terminal growth (%)	10.4
ROE target (%)	11.2
Target P/BV (x)	3.7
Implied P/E (x)	36.3
Risk to TP	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.

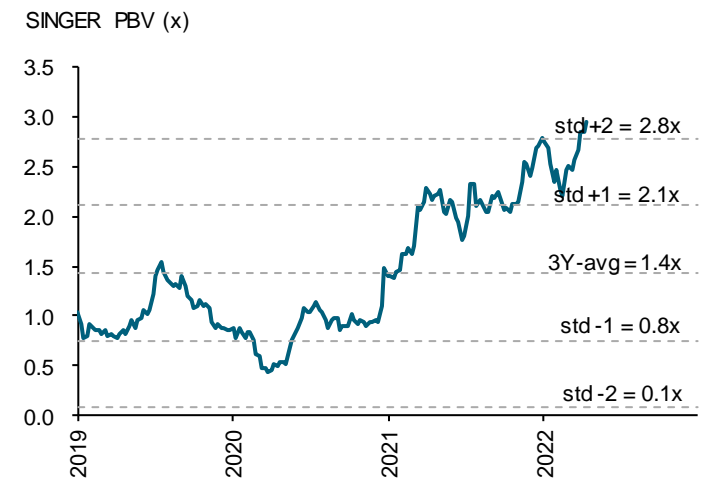
Source: FSSIA estimates

Exhibit 12: SINGER – one-year prospective P/E band



Sources: Bloomberg; FSSIA's compilation

Exhibit 13: SINGER – one-year prospective P/BV band



Sources: Bloomberg; FSSIA's compilation

Financial Statements

Singer Thailand

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Interest Income	1,005	1,499	2,205	2,874	3,694
Interest expense	(225)	(425)	(342)	(263)	(330)
Net interest income	781	1,074	1,863	2,611	3,364
Net fees & commission	34	52	37	40	43
Foreign exchange trading income	-	-	-	-	-
Securities trading income	-	-	-	-	-
Dividend income	-	-	-	-	-
Other income	2,516	2,830	3,648	4,265	5,062
Non interest income	2,551	2,882	3,685	4,306	5,106
Total income	3,331	3,956	5,548	6,916	8,469
Staff costs	-	-	-	-	-
Other operating costs	(2,698)	(2,903)	(3,702)	(4,350)	(5,259)
Operating costs	(2,698)	(2,903)	(3,702)	(4,350)	(5,259)
Pre provision operating profit	633	1,054	1,846	2,567	3,211
Provision for bad and doubtful debt	(194)	(152)	(291)	(431)	(557)
Other provisions	-	-	-	-	-
Operating profit	439	902	1,555	2,135	2,654
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	439	902	1,555	2,135	2,654
Tax	4	(202)	(311)	(427)	(531)
Profit after tax	443	701	1,244	1,708	2,123
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	443	701	1,244	1,708	2,123
Non recurring items & goodwill (net)	-	-	0	0	0
Recurring net profit	443	701	1,244	1,708	2,123
Per share (THB)					
Recurring EPS *	1.09	1.40	1.51	2.04	2.53
Reported EPS	1.09	1.40	1.51	2.04	2.53
DPS	0.24	0.13	0.90	1.22	0.63
Growth					
Net interest income (%)	32.3	37.6	73.4	40.1	28.8
Non interest income (%)	40.9	13.0	27.9	16.8	18.6
Pre provision operating profit (%)	12.0	66.5	75.2	39.0	25.1
Operating profit (%)	181.7	105.6	72.3	37.3	24.3
Reported net profit (%)	166.6	58.0	77.5	37.3	24.3
Recurring EPS (%)	136.7	28.6	7.7	35.1	24.3
Reported EPS (%)	136.7	28.6	7.7	35.1	24.3
Income Breakdown					
Net interest income (%)	23.4	27.2	33.6	37.7	39.7
Net fees & commission (%)	1.0	1.3	0.7	0.6	0.5
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	-	-	-	-	-
Dividend income (%)	-	-	-	-	-
Other income (%)	75.5	71.5	65.7	61.7	59.8
Operating performance					
Gross interest yield (%)	19.55	17.03	16.66	15.99	15.93
Cost of funds (%)	5.42	6.28	5.20	5.40	5.00
Net interest spread (%)	14.13	10.75	11.46	10.59	10.93
Net interest margin (%)	15.2	12.2	14.1	14.5	14.5
Cost/income(%)	81.0	73.4	66.7	62.9	62.1
Cost/assets(%)	35.6	17.4	15.9	19.1	20.4
Effective tax rate (%)	(1.0)	22.4	20.0	20.0	20.0
Dividend payout on recurring profit (%)	21.9	9.5	60.0	60.0	25.0
ROE (%)	17.2	7.9	8.1	10.5	12.2
ROE - COE (%)	6.4	(2.9)	(2.7)	(0.3)	1.4
ROA (%)	5.8	4.2	5.3	7.5	8.2
RORWA (%)	-	-	-	-	-

* Pre-exceptional, pre-goodwill and fully diluted

Sources: Singer Thailand; FSSIA estimates

Financial Statements

Singer Thailand

Balance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Gross customer loans	6,677	10,932	15,547	20,405	25,982
Total provisions	(287)	(273)	(369)	(546)	(778)
interest in suspense	17	30	44	51	65
Net customer loans	6,407	10,689	15,221	19,910	25,269
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	403	10,353	4,660	2	2
Cash & equivalents	715	1,227	534	823	805
Other interesting assets	-	-	-	-	-
Tangible fixed assets	433	475	520	570	625
Associates	-	-	-	-	-
Goodwill	-	-	-	-	-
Other intangible assets	-	-	-	-	-
Other assets	1,297	1,457	1,570	1,656	1,911
Total assets	9,255	24,201	22,506	22,962	28,612
Customer deposits	-	-	-	-	-
Bank deposits	-	-	-	-	-
Other interest bearing liabilities	5,442	8,073	5,082	4,676	8,525
Non interest bearing liabilities	1,002	1,289	1,452	1,630	1,838
Hybrid Capital	-	-	-	-	-
Total liabilities	6,445	9,362	6,534	6,306	10,364
Share capital	413	800	828	828	828
Reserves	2,398	14,039	15,145	15,828	17,420
Total equity	2,810	14,839	15,973	16,656	18,248
Minority interests	0	0	0	0	0
Total liabilities & equity	9,255	24,201	22,506	22,962	28,612
Supplementary items					
Risk weighted assets (RWA)	n/a	n/a	n/a	n/a	n/a
Average interest earning assets	5,142	8,804	13,239	17,976	23,193
Average interest bearing liabilities	4,146	6,758	6,578	4,879	6,601
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)	292	422	572	772	965
Per share (THB)					
Book value per share	6.17	18.30	19.04	19.85	21.75
Tangible book value per share	6.17	18.30	19.04	19.85	21.75
Growth					
Gross customer loans	85.1	63.7	42.2	31.2	27.3
Average interest earning assets	45.4	71.2	50.4	35.8	29.0
Total asset (%)	56.7	161.5	(7.0)	2.0	24.6
Risk weighted assets (%)	-	-	-	-	-
Customer deposits (%)	-	-	-	-	-
Leverage & capital measures					
Customer loan/deposits (%)	-	-	-	-	-
Equity/assets (%)	30.4	61.3	71.0	72.5	63.8
Tangible equity/assets (%)	30.4	61.3	71.0	72.5	63.8
RWA/assets (%)	-	-	-	-	-
Tier 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
Asset Quality					
Change in NPL (%)	(12.7)	44.7	35.4	35.0	25.0
NPL/gross loans (%)	4.4	3.9	3.7	3.8	3.7
Total provisions/gross loans (%)	4.3	2.5	2.4	2.1	3.0
Total provisions/NPL (%)	98.4	64.6	64.6	70.7	80.6
Valuation					
Recurring P/E (x) *	51.2	39.8	37.0	27.4	22.0
Recurring P/E @ target price (x) *	68.0	52.9	49.1	36.3	29.2
Reported P/E (x)	51.2	39.8	37.0	27.4	22.0
Dividend yield (%)	0.4	0.2	1.6	2.2	1.1
Price/book (x)	9.0	3.0	2.9	2.8	2.6
Price/tangible book (x)	9.0	3.0	2.9	2.8	2.6
Price/tangible book @ target price (x)	12.0	4.0	3.9	3.7	3.4

* Pre-exceptional, pre-goodwill and fully diluted

Sources: Singer 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	ICHI	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	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	WIIK	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	HL	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	AMANA	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	SEAOL	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)

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

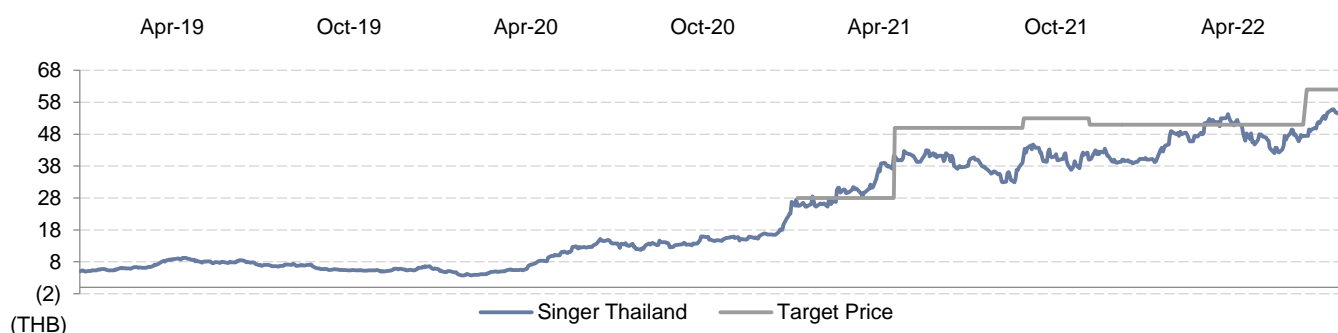
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s)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

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History of change in investment rating and/or target price

Singer Thailand (SINGER TB)



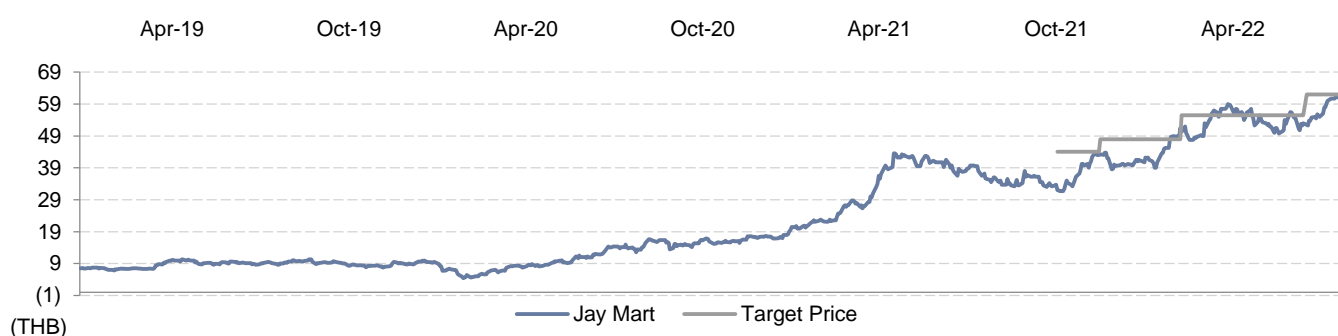
Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
29-Dec-2020	HOLD	28.00	12-Jul-2021	BUY	53.00	11-Mar-2022	BUY	62.00
23-Mar-2021	BUY	50.00	07-Sep-2021	BUY	51.00			

Yuvanart Suwanumphai started covering this stock from 29-Dec-2020

Price and TP are in local currency

Source: FSSIA estimates

Jay Mart (JMART TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
10-Aug-2021	BUY	44.00	25-Nov-2021	BUY	55.50	-	-	-
16-Sep-2021	BUY	48.00	11-Mar-2022	BUY	62.00			

Naruedom Mujjalinkool started covering this stock from 10-Aug-2021

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Singer Thailand	SINGER TB	THB 55.75	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.
Jay Mart	JMART TB	THB 61.75	BUY	Downside risks to our SoTP-based TP include 1) lower-than-expected mobile revenue; 2) lower cash collection from its fully amortised portfolio; and 3) the lower-than-expected acquisition of new bad debt.

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 19-Apr-2022 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.