

# SAKSAM LEASING SAK TB

THAILAND / DIVERSIFIED FINANCIALS

## BUY

UNCHANGED

## Floating above price competition

- Expect a strong 1Q22 NP of THB181m due to solid loan growth.
- Sanguine outlook throughout 2022.
- Maintain top pick for small-cap play, with TP of THB12.0.

TARGET PRICE	THB12.00
CLOSE	THB8.95
UP/DOWNSIDE	+34.1%
PRIOR TP	THB12.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+14.1%

### Strong start expected in 1Q22

We expect SAK to report a solid 1Q22 net profit of THB181m (+52% y-y, -3% q-q). Its 1Q22 net profit should increase significantly y-y due to three reasons. First, we expect SAK to deliver strong loan growth of 34% y-y and 5% q-q. Second, amid the price competition between major players, we think its NIM could be relatively stable q-q at 22.5% due to the expansion of its high-yield nano-finance portfolio. Third, amid its rapid loan expansion and the rising inflation, we expect its NPLs to only slightly rise by 4% q-q. As for the projected minimal q-q drop in its net profit, this would come from 1) higher OPEX from its branch expansion; and 2) a slight loss from its drone project since the business was in the starting phase – expenses came in first while revenue was not yet recognised.

### Least affected by the tight price competition

Among the four auto title lenders under coverage, we think SAK would be the least affected by the intense price competition due to its relatively small portfolio, leading to a lower demand for new loans to grow its credit portfolio. Thus, SAK does not need to participate the price war to gain a higher loan volume. We expect that SAK should be able to maintain its loan yield throughout 2022. Moreover, we believe its loan volume should increase substantially throughout 2022 on the back of its target network expansion of 210 branches. Accordingly, we have a strong conviction that SAK should deliver impressive net profit growth throughout 2022.

### Drone project: delayed but not derailed

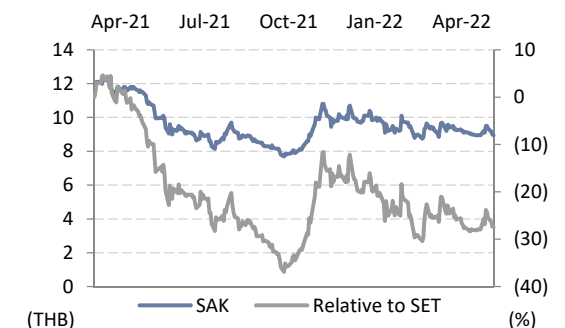
The lockdown in China led to a delay in the delivery of raw materials used in production. Therefore, the company was not able to sell its drones in 1Q22, from its target of 30-50 drones sold in 1Q. Currently, its production plan has gotten back on track. The company still sees strong drone demand. As a result, SAK reaffirmed its intention to sell 1,000 drones in 2022. We reiterate our more conservative assumption of 800 drones sold in 2022. Thus, we see a limited downside to our current forecast.

### Maintain BUY with GGM-based TP of THB12

We maintain SAK as our top pick among the small-cap diversified financials under coverage, with our GGM-based TP of THB12. We have a strong conviction that SAK will have a bright outlook. Moreover, its valuation looks attractive, currently trading at only 22x 2022E P/E, with expected net profit growth of 39% in 2022.

### KEY STOCK DATA

YE Dec (THB m)	2021	2022E	2023E	2024E
Operating profit	758	1,050	1,322	1,633
Net profit	608	842	1,060	1,309
EPS (THB)	0.29	0.40	0.51	0.62
vs Consensus (%)	-	1.0	7.4	(6.1)
Core net profit	608	842	1,060	1,309
Core EPS (THB)	0.29	0.40	0.51	0.62
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	(17.7)	38.5	25.9	23.5
Core P/E (x)	30.9	22.3	17.7	14.3
Dividend yield (%)	1.3	1.3	1.7	2.1
Price/book (x)	3.8	3.4	3.0	2.6
ROE (%)	12.9	16.2	18.1	19.6
ROA (%)	6.6	7.8	7.9	7.9



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(3.2)	(1.6)	(22.8)
Relative to country (%)	(1.9)	(3.0)	(26.8)
Mkt cap (USD m)	547		
3m avg. daily turnover (USD m)	1.6		
Free float (%)	21		
Major shareholder	Boonsalee Family (67%)		
12m high/low (THB)	12.80/7.60		
Issued shares (m)	935		

Sources: Bloomberg consensus; FSSIA estimates


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## Investment thesis

Saksiam Leasing is the third largest non-bank personal and auto title loan service provider in Thailand, with more than 34 years of experience in the debt collection and retail finance businesses.

We maintain our BUY call due to its significantly smaller size compared to the major players, which, as a result, should help cushion it from the current price war among the big operators. Moreover, its new drone project should gradually drive its performance.

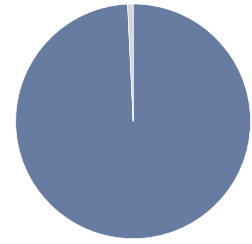
## Company profile

Saksiam Leasing is the third largest non-bank personal and auto title loan service provider listed on the SET, with a focus on the north, northeast, central, and western regions of Thailand. The company has four product categories: 1) auto title loans under BoT regulations; 2) personal loans under BoT regulations; 3) nano finance; and 4) other financial products, such as hire purchase.

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

## Principal activities (revenue, 2021)

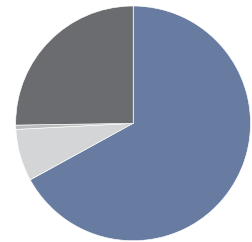
- Net interest income - 99.2 %
- Non-interest income - 0.8 %



Source: Saksiam Leasing

## Major shareholders

- Boonsalee Family - 67.0 %
- Bualuang Asset Management - 7.2 %
- Mr. Aiyawatt Srivaddhanaprabha - 0.6 %
- Others - 25.2 %



Source: Saksiam Leasing

## Catalysts

Potential share price catalysts for SAK include:

1. Stronger loan growth;
2. Improvements in its drone project.

## Risks to our call

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.

## Event calendar

Date	Event
Mid-May 2022	1Q22 results announcement

## Key assumptions

Year to Dec	2022E	2023E	2024E
	(%)	(%)	(%)
Net profit (THB m)	842	1,060	1,309
Net profit growth	38.5	25.9	23.5
NIM	22.02	21.40	20.98
Loan growth	30.0	25.0	22.0
Credit cost (bp)	126	145	145
Cost to income*	47.6	45.7	44.5

\*Including share of profits from associates

Source: FSSIA estimates

## Earnings sensitivity

Year to Dec		2022E		
		28.0	30.0	32.0
<b>Loan growth</b>	<b>±2ppt</b>			
	% change in net profit	(1.9)	-	1.9
<b>NIM (%)</b>	<b>±5bp</b>	<b>21.97</b>	<b>22.02</b>	<b>22.07</b>
	% change in net profit	(0.5)	-	0.5
<b>Credit cost (bps)</b>	<b>±10bp</b>	<b>116.0</b>	<b>126.0</b>	<b>136.0</b>
	% change in net profit	1.0	-	(1.0)

Source: FSSIA estimates

## Strong start expected in 1Q22

We expect SAK to report a solid 1Q22 net profit of THB181m (+52% y-y, -3% q-q). Its 1Q22 net profit should increase significantly y-y due to three reasons. First, we expect SAK to deliver strong loan growth of 34% y-y and 5% q-q due to ample demand and a greater utilisation rate on the back of its aggressive branch expansion in 2021. Second, amid the price competition between major players, we think its NIM could be relatively stable q-q at 22.5% due to the expansion of its high-yield nano-finance portfolio. Third, amid its rapid loan expansion and the rising inflation, we expect its non-performing loans (NPLs) to only slightly rise by 4% q-q, implying an NPL ratio of 2.2%. As for the projected minimal q-q drop in its net profit, this would come from 1) higher OPEX from its branch expansion; and 2) a slight loss from its drone project since the business was in the starting phase – expenses came in first while revenue was not yet recognised.

### Exhibit 1: SAK – 1Q22E results forecast

Year-end Dec 31	1Q21	4Q21	1Q22E	---- Change ----		2022E	Change	1Q22E comments
	(THB m)	(THB m)	(THB m)	(y-y%)	(q-q%)	(THB m)	(y-y %)	
Net interest income	368	485	507	38	5	2,231	29	
Non-interest income*	3	4	1	(61)	(65)	17	31	
<b>Operating income*</b>	<b>371</b>	<b>489</b>	<b>509</b>	<b>37</b>	<b>4</b>	<b>2,249</b>	<b>29</b>	
Operating expenses	218	235	256	17	9	1,071	16	Higher following a branch expansion
<b>PPOP before tax*</b>	<b>153</b>	<b>254</b>	<b>253</b>	<b>66</b>	<b>(1)</b>	<b>1,177</b>	<b>43</b>	
Provision	5	22	27	450	22	128	101	
Income tax	29	47	45	55	(4)	208	38	
Minority interest	0	0	0			0		
<b>Normalised profit</b>	<b>119</b>	<b>185</b>	<b>181</b>	<b>52</b>	<b>(3)</b>	<b>842</b>	<b>39</b>	
Extraordinary items	0	0	0			0		
<b>Net profit</b>	<b>119</b>	<b>185</b>	<b>181</b>	<b>52</b>	<b>(3)</b>	<b>842</b>	<b>39</b>	
EPS (THB)	0.06	0.09	0.09	52	(3)	0.40	39	
<b>Asset quality ratio</b>								
Gross NPLs (THB m)	149	191	199	33	4	248	30	Effective asset quality control
NPL ratios (%)	2.16	2.17	2.15			2.17		
LLR/NPLs (%)	110	109	106			114		
Credit cost (bp)	29	103	120			126		
<b>Profitability ratio (%)</b>								
Cost to income ratio*	58.8	48.0	50.3			47.6		
Average yield	23.4	24.0	23.9			23.5		
Cost of fund	3.0	2.8	2.9			2.9		
Net interest margin (NIM)	22.0	22.7	22.5			22.0		
Non-int inc/total income	0.9	0.8	0.3			0.8		
<b>Loan growth (%)</b>								
Year-to-date	6.6	35.6	5.0					
y-y	n.a.	35.6	33.6			30.0		
q-q	6.6	5.7	5.0					

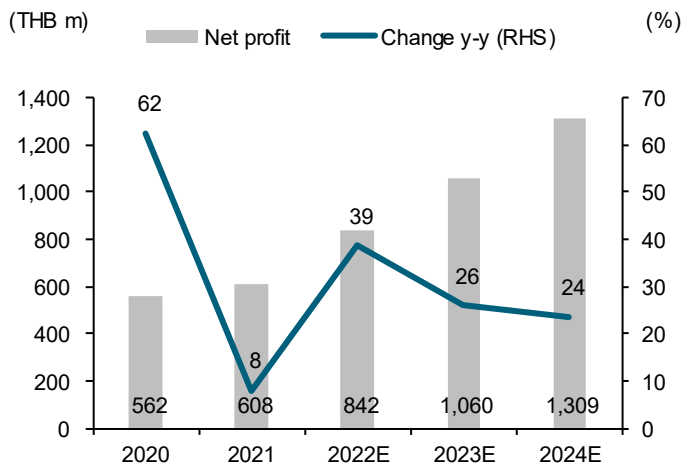
\*Including share of profits from associates

Sources: SAK; FSSIA estimates

### Least affected by the tight price competition

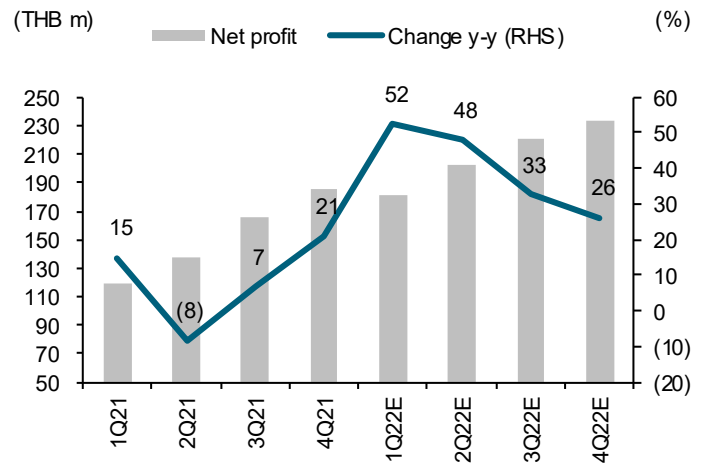
Among the four auto title lenders under coverage, we think SAK would be the least affected by the intense price competition due to its relatively small portfolio (its portfolio is only 10% of Muangthai Capital (MTC TB, BUY, TP THB55)'s portfolio, which has the largest market share), leading to a lower demand for new loans to grow its credit portfolio. Thus, SAK does not need to participate the price war to gain a higher loan volume. We expect that SAK should be able to maintain its loan yield throughout 2022. Moreover, we believe its loan volume should increase substantially throughout 2022 on the back of its target network expansion of 210 branches. Accordingly, we have a strong conviction that SAK should deliver impressive net profit growth throughout 2022.

**Exhibit 2: Yearly net profit growth**



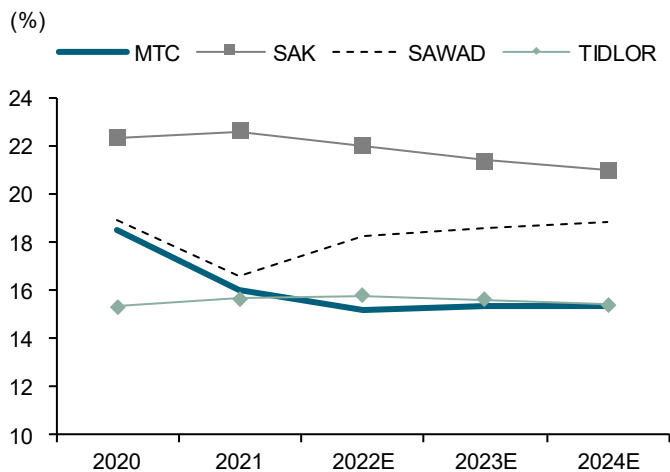
Sources: SAK; FSSIA estimates

**Exhibit 3: Quarterly net profit growth**



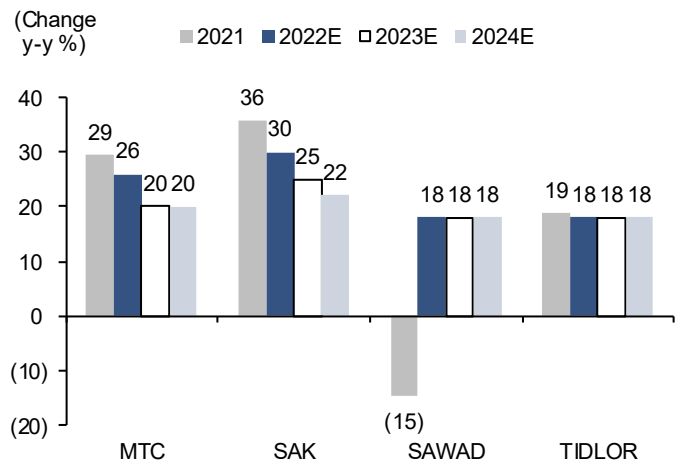
Sources: SAK; FSSIA estimates

**Exhibit 4: Comparing NIM between covered auto title lenders**



Sources: Company data; FSSIA estimates

**Exhibit 5: Comparing loan growth between covered auto title lenders**



Sources: Company data; FSSIA estimates

## Drone project: delayed but not derailed

According to our exclusive talk with management on 24 Feb-22, SAK aimed to sell 30-50 drones in 1Q22. However, the lockdown in China led to a delay in the delivery of raw materials used in production. Therefore, the company was not able to sell its drones in 1Q22. Currently, its production plan has gotten back on track. The company still sees strong drone demand. As a result, SAK reaffirmed its intention to sell 1,000 drones in 2022. We reiterate our more conservative assumption of 800 drones sold in 2022. Thus, we see a limited downside to our current forecast.

### Exhibit 6: Summary of agricultural drone selling and lending business

	Details
Target clients	Chemical sprayers/farmers
Drone sale price (THB k)	100-500, with average of 200
Normal net margin of selling business (%)	20-25
Interest rate charge for lending business (%)	15

Sources: SAK; FSSIA estimates

### Exhibit 7: FSSIA's drone project assumptions

	2022E (THB m)	2023E (THB m)	2024E (THB m)
<b>1) Selling business</b>			
No. of drones (drones)	800	1,300	2,000
Sales	160	260	400
Net profit	8	39	100
<b>Contribution to SAK (70%)</b>	<b>6</b>	<b>27</b>	<b>70</b>
<b>2) Lending business</b>			
Gross loans	160	260	240
Net interest income	19	25	30
OPEX	5	8	7
ECL	2	2	3
Tax	4	5	6
<b>Net profit</b>	<b>9</b>	<b>11</b>	<b>15</b>
<b>Total incremental profit from drone project</b>	<b>15</b>	<b>38</b>	<b>85</b>

Sources: SAK; FSSIA estimates

## Financial Statements

### Saksiam Leasing

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Interest Income	1,607	1,834	2,381	2,977	3,624
Interest expense	(131)	(104)	(150)	(219)	(290)
Net interest income	1,476	1,731	2,231	2,758	3,334
Net fees & commission	2	5	5	5	6
Foreign exchange trading income	-	-	-	-	-
Securities trading income	-	-	-	-	-
Dividend income	0	0	0	0	0
Other income	5	8	12	14	17
Non interest income	7	13	17	20	23
Total income	1,482	1,744	2,249	2,778	3,357
Staff costs	-	-	-	-	-
Other operating costs	(788)	(922)	(1,071)	(1,269)	(1,494)
Operating costs	(788)	(922)	(1,071)	(1,269)	(1,494)
Pre provision operating profit	695	822	1,177	1,509	1,863
Provision for bad and doubtful debt	6	(64)	(128)	(187)	(230)
Other provisions	-	-	-	-	-
Operating profit	700	758	1,050	1,322	1,633
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	700	758	1,050	1,322	1,633
Tax	(138)	(151)	(208)	(262)	(323)
Profit after tax	562	608	842	1,060	1,309
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	562	608	842	1,060	1,309
Non recurring items & goodwill (net)	-	-	0	0	0
Recurring net profit	562	608	842	1,060	1,309
<b>Per share (THB)</b>					
Recurring EPS *	0.35	0.29	0.40	0.51	0.62
Reported EPS	0.35	0.29	0.40	0.51	0.62
DPS	0.18	0.12	0.12	0.15	0.19
<b>Growth</b>					
Net interest income (%)	4.2	17.3	28.9	23.6	20.9
Non interest income (%)	(77.2)	96.0	30.8	15.5	15.9
Pre provision operating profit (%)	27.0	18.3	43.2	28.1	23.5
Operating profit (%)	62.3	8.3	38.4	25.9	23.5
Reported net profit (%)	62.4	8.1	38.5	25.9	23.5
Recurring EPS (%)	51.7	(17.7)	38.5	25.9	23.5
Reported EPS (%)	51.7	(17.7)	38.5	25.9	23.5
<b>Income Breakdown</b>					
Net interest income (%)	99.5	99.2	99.2	99.3	99.3
Net fees & commission (%)	0.1	0.3	0.2	0.2	0.2
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	-	-	-	-	-
Dividend income (%)	-	-	-	-	-
Other income (%)	0.3	0.5	0.5	0.5	0.5
<b>Operating performance</b>					
Gross interest yield (%)	24.35	23.97	23.50	23.10	22.80
Cost of funds (%)	3.20	2.46	2.85	3.00	3.05
Net interest spread (%)	21.15	21.51	20.65	20.10	19.75
Net interest margin (%)	22.4	22.6	22.0	21.4	21.0
Cost/income(%)	53.1	52.9	47.6	45.7	44.5
Cost/assets(%)	9.9	10.1	10.0	9.4	9.1
Effective tax rate (%)	19.8	19.9	19.8	19.8	19.8
Dividend payout on recurring profit (%)	52.2	40.0	30.0	30.0	30.0
ROE (%)	15.4	12.9	16.2	18.1	19.6
ROE - COE (%)	4.6	2.1	5.4	7.3	8.8
ROA (%)	7.1	6.6	7.8	7.9	7.9
RORWA (%)	-	-	-	-	-

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

Sources: Saksiam Leasing; FSSIA estimates

## Financial Statements

### Saksiam Leasing

Balance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Gross customer loans	6,497	8,812	11,456	14,319	17,470
Total provisions	(162)	(208)	(284)	(406)	(532)
interest in suspense	72	81	137	172	210
<b>Net customer loans</b>	<b>6,406</b>	<b>8,685</b>	<b>11,309</b>	<b>14,085</b>	<b>17,147</b>
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	1,600	0	0	0	0
Cash & equivalents	307	307	110	293	102
Other interesting assets	-	-	-	-	-
Tangible fixed assets	113	129	148	169	194
Associates	-	-	-	-	-
Goodwill	-	-	-	-	-
Other intangible assets	-	-	-	-	-
Other assets	352	407	384	425	577
<b>Total assets</b>	<b>8,778</b>	<b>9,530</b>	<b>11,951</b>	<b>14,973</b>	<b>18,021</b>
Customer deposits	0	0	0	0	0
Bank deposits	-	-	-	-	-
Other interest bearing liabilities	4,072	4,354	6,173	8,438	10,554
Non interest bearing liabilities	198	269	282	296	311
Hybrid Capital	-	-	-	-	-
<b>Total liabilities</b>	<b>4,270</b>	<b>4,623</b>	<b>6,455</b>	<b>8,735</b>	<b>10,865</b>
Share capital	2,096	2,096	2,096	2,096	2,096
Reserves	2,412	2,796	3,385	4,127	5,043
<b>Total equity</b>	<b>4,508</b>	<b>4,892</b>	<b>5,481</b>	<b>6,223</b>	<b>7,139</b>
Minority interests	0	15	15	16	16
<b>Total liabilities &amp; equity</b>	<b>8,778</b>	<b>9,530</b>	<b>11,951</b>	<b>14,973</b>	<b>18,021</b>
<b>Supplementary items</b>					
Risk weighted assets (RWA)	n/a	n/a	n/a	n/a	n/a
Average interest earning assets	6,598	7,654	10,134	12,887	15,895
Average interest bearing liabilities	4,102	4,213	5,263	7,306	9,496
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)	143	191	248	310	388
<b>Per share (THB)</b>					
Book value per share	2.83	2.33	2.61	2.97	3.41
Tangible book value per share	2.83	2.33	2.61	2.97	3.41
<b>Growth</b>					
Gross customer loans	(3.0)	35.6	30.0	25.0	22.0
Average interest earning assets	7.1	16.0	32.4	27.2	23.3
Total asset (%)	22.6	8.6	25.4	25.3	20.4
Risk weighted assets (%)	-	-	-	-	-
Customer deposits (%)	nm	nm	nm	nm	nm
<b>Leverage &amp; capital measures</b>					
Customer loan/deposits (%)	-	-	-	-	-
Equity/assets (%)	51.4	51.3	45.9	41.6	39.6
Tangible equity/assets (%)	51.4	51.3	45.9	41.6	39.6
RWA/assets (%)	-	-	-	-	-
Tier 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
<b>Asset Quality</b>					
Change in NPL (%)	48.1	33.2	30.0	25.0	25.0
NPL/gross loans (%)	2.2	2.2	2.2	2.2	2.2
Total provisions/gross loans (%)	2.5	2.4	2.5	2.3	3.0
Total provisions/NPL (%)	113.3	108.9	114.5	131.1	137.3
<b>Valuation</b>					
Recurring P/E (x) *	25.4	30.9	22.3	17.7	14.3
Recurring P/E @ target price (x) *	34.1	41.4	29.9	23.7	19.2
Reported P/E (x)	25.4	30.9	22.3	17.7	14.3
Dividend yield (%)	2.1	1.3	1.3	1.7	2.1
Price/book (x)	3.2	3.8	3.4	3.0	2.6
Price/tangible book (x)	3.2	3.8	3.4	3.0	2.6
Price/tangible book @ target price (x)	4.2	5.1	4.6	4.0	3.5

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

Sources: Saksiam 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	PAP	PCSGH	PDJ	PG	PHOL	PLANB
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

## Disclaimer:

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

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

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

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



## Anti-corruption Progress Indicator 2020

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

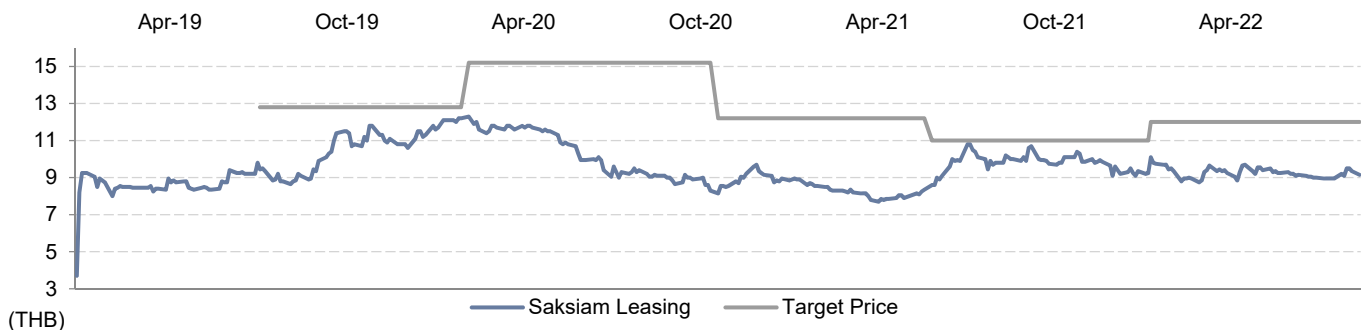
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) 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

#### Saksiam Leasing (SAK TB)



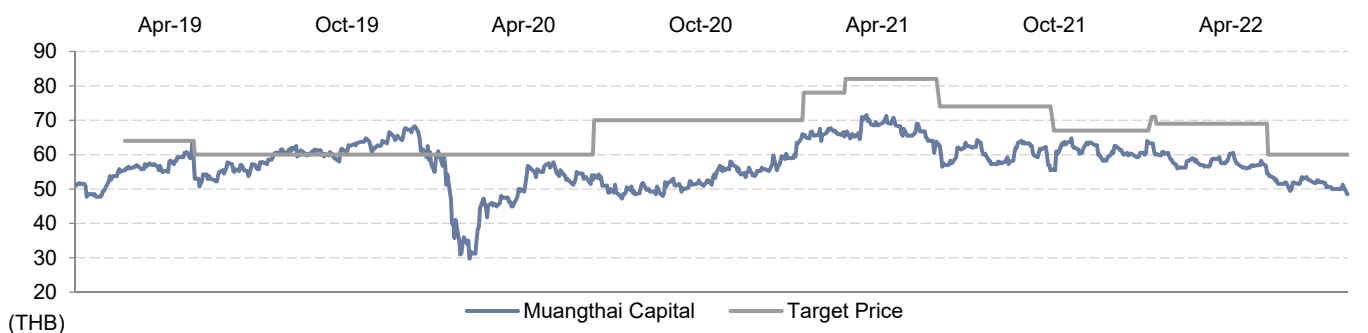
Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
16-Feb-2021	BUY	12.80	13-Aug-2021	BUY	12.20	01-Feb-2022	BUY	12.00
07-May-2021	BUY	15.20	05-Nov-2021	BUY	11.00			

Yuvanart Suwanumphai started covering this stock from 16-Feb-2021

Price and TP are in local currency

Source: FSSIA estimates

#### Muangthai Capital (MTC TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
10-Jun-2019	BUY	64.00	17-Feb-2021	BUY	82.00	11-Nov-2021	BUY	69.00
09-Aug-2019	HOLD	60.00	07-May-2021	BUY	74.00	15-Feb-2022	BUY	60.00
16-Jul-2020	BUY	70.00	13-Aug-2021	BUY	67.00			
12-Jan-2021	BUY	78.00	05-Nov-2021	BUY	71.00			

Yuvanart Suwanumphai started covering this stock from 16-Jul-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Saksiam Leasing	SAK TB	THB 8.95	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.
Muangthai Capital	MTC TB	THB 46.50	BUY	Downside risks to our GGM-based TP include 1) a further weakening of asset quality that could potentially hit both loan yield and credit cost; and 2) changes in financial regulations by the Bank of Thailand and the Office of Consumer Protection Board.

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 27-Apr-2022 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.