

# NGERN TID LOR TIDLOR TB

## THAILAND / DIVERSIFIED FINANCIALS

# BUY

UNCHANGED

## เริ่มต้นได้ดีและยังสามารถดีได้อีก

- กำไรสุทธิ 1Q22 ออกมาโดดเด่นตามคาดที่ 940 ลบ. จากสินเชื่อที่โตดี รายได้ค่าธรรมเนียมที่สูงขึ้น และคุณภาพสินทรัพย์ที่ดี
- คาดแนวโน้มสดใสต่อเนื่องใน 2Q22
- คงแนะนำซื้อที่ราคาเป้าหมายที่ 43 บาท

### เริ่มต้นได้ดีใน 1Q22 ตามคาด

TIDLOR รายงานกำไรสุทธิ 1Q22 ที่โดดเด่นเหนือคู่แข่งสำคัญ โดยอยู่ที่ 940 ลบ. (+20% y-y, +18% q-q) ใกล้เคียงกับที่ตลาดและเรคาด กำไรดังกล่าวคิดเป็น 24% ของประมาณการในปี 2022 ของเรา

### ดีในทุกรายการ: การเติบโตของสินเชื่อ รายได้ค่าธรรมเนียม และคุณภาพสินทรัพย์

กำไรสุทธิที่ดีดังกล่าวเกิดจาก 1) สินเชื่อที่โตดี (+22% y-y, +7% q-q) ตามความต้องการที่มีอย่างเพียงพอ อัตราดอกเบี้ยพิเศษสำหรับสินเชื่อทะเบียนรถบรรทุก และผลิตภัณฑ์ใหม่ กล่าวคือ บัตรเงินสดสำหรับสินเชื่อทะเบียนรถยนต์; 2) รายได้ค่าธรรมเนียมนายหน้าขายประกันที่เพิ่มขึ้น y-y (แต่ลดลง q-q จากปัจจัยด้านฤดูกาล) ตามการกลับมาของกิจกรรมทางธุรกิจ; และ 3) ต้นทุนการเงินที่ลดลงเหลือ 2.43% จาก 2.63% ใน 4Q21 ตามการปรับอันดับความน่าเชื่อถือเป็น A จาก A- ในเดือน พ.ค. 21 ของ Thai Rating and Information Services (TRIS) และสัดส่วนที่สูงขึ้นของเงินกู้ยืมระยะสั้น ในด้านคุณภาพสินทรัพย์ หนี้ต่อคุณภาพเพิ่มในระดับปานกลางที่ 12% q-q จากการทยอยสิ้นสุดของโครงการพักชำระหนี้ ซึ่งทำให้ผลขาดทุนทางเครดิตที่คาดว่าจะเกิดขึ้น (ECL) เพิ่ม 27% q-q (เพิ่มอย่างมีนัยสำคัญ y-y จากการกลับ ECL ใน 1Q21) อย่างไรก็ดีเรามีความกังวลในด้านคุณภาพสินทรัพย์เพียงเล็กน้อยจากกระบวนการอนุมัติสินเชื่อที่เข้มงวดและสำรองที่มีมากพอโดย TIDLOR ยังมีสัดส่วนสำรองต่อหนี้ต่อคุณภาพสูงถึง 317% ใน 1Q22

### การเติบโตน่าจะดีต่อเนื่องตลอดปี 2022

เราเชื่อว่า TIDLOR น่าจะรายงานกำไรโตดี โดยจะเพิ่มขึ้น y-y และ q-q ในทุก ๆ ไตรมาสตลอดปี 2022 จาก 1) สินเชื่อที่โตดี; 2) รายได้ค่าธรรมเนียมที่สูงขึ้นจากธุรกิจนายหน้าขายประกัน; และ 3) การควบคุมคุณภาพสินทรัพย์ที่ดี ซึ่งจะช่วยให้ ECL เพิ่มเพียงเล็กน้อย

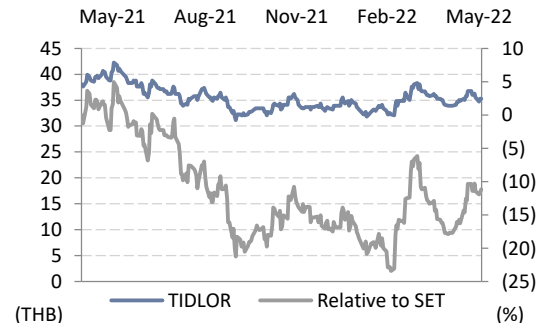
### คาดว่า TIDLOR จะปรับตัวได้ดีกว่าคู่แข่งสำคัญใน 1-2 เดือนข้างหน้า

เราคงแนะนำซื้อเนื่องจากเราเชื่อว่ากำไรสุทธิของ TIDLOR น่าจะปรับขึ้น 21% CAGR ในรอบ 3 ปี (2022-24) จาก: 1) การควบคุมคุณภาพสินทรัพย์อย่างเข้มงวด; 2) ธุรกิจนายหน้าขายประกันที่ดี; และ 3) กลยุทธ์ในการเลือกไม่ลงแข่งในสงครามราคาแต่ใช้ผลิตภัณฑ์อันมีเอกลักษณ์ เช่น บัตรเงินสด TIDLOR เพื่อจัดการกับคู่แข่งแทน เราคิดว่าราคาหุ้นของ TIDLOR อาจปรับตัวดีกว่าคู่แข่งรายใหญ่ใน 1-2 เดือนข้างหน้าจากกำไรที่คาดว่าจะปรับตัวขึ้นใน 1Q-2Q22

TARGET PRICE	THB43.00
CLOSE	THB35.25
UP/DOWNSIDE	+22.0%
PRIOR TP	THB43.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+1.0%

### KEY STOCK DATA

YE Dec (THB m)	2021	2022E	2023E	2024E
Operating profit	3,953	4,886	5,819	6,939
Net profit	3,169	3,878	4,657	5,551
EPS (THB)	1.41	1.55	1.87	2.23
vs Consensus (%)	-	(2.1)	(3.3)	(3.5)
Core net profit	3,169	3,878	4,657	5,551
Core EPS (THB)	1.41	1.55	1.87	2.23
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	22.9	10.1	20.3	19.2
Core P/E (x)	25.0	22.7	18.9	15.8
Dividend yield (%)	0.8	0.9	1.1	0.9
Price/book (x)	3.5	3.3	2.9	2.5
ROE (%)	18.6	15.9	16.5	17.1
ROA (%)	5.3	5.4	5.6	5.7



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	4.0	5.4	(11.7)
Relative to country (%)	8.2	11.1	(13.6)
Mkt cap (USD m)	2,543		
3m avg. daily turnover (USD m)	14.7		
Free float (%)	21		
Major shareholder	Bank of Ayudhya (30%)		
12m high/low (THB)	43.41/30.88		
Issued shares (m)	2,319		

Sources: Bloomberg consensus; FSSIA estimates



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บทวิเคราะห์ฉบับนี้แปลมาจากบทวิเคราะห์ของ FSSIA ฉบับวันที่ 12 พฤษภาคม 2022

## Investment thesis

TIDLOR is one of the largest microfinance operators in Thailand. Unlike its peers, we believe it has three outstanding differences that will allow it to deliver superior and quality growth amid the intense competition in the auto title loan industry and the upcoming price competition in certain segments, including: 1) being a technology-driven microfinance operator; 2) having synergies from being part of Bank of Ayudhya (BAY TB, NR); and 3) providing sustainable growth.

We maintain BUY as we believe TIDLOR's net profit should rise at a 21% three-year CAGR in 2022-24 on: 1) its stringent asset quality control; 2) strong insurance brokerage business; and 3) its strategy to not engage in price wars but use its unique product strategies, e.g. TIDLOR cash card, to take on competitors.

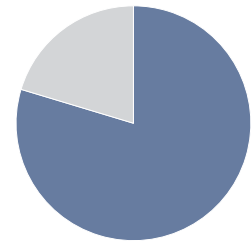
## Company profile

TIDLOR, currently, has two main businesses, namely auto title loans and insurance brokerage services. In 2019, it was the largest auto title loan provider in Thailand, with a market share of 16%. Regarding its insurance broker businesses, it was one of top five insurance brokerages for retail segments and was the eighth-largest non-life insurance broker in Thailand.

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

## Principal activities (revenue, 2021)

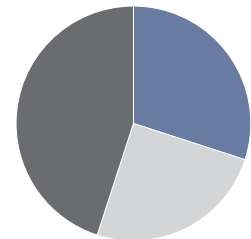
- Net interest income - 79.7 %
- Non-interest income - 20.3 %



Source: Ngern Tid Lor

## Major shareholders

- Bank of Ayudhya - 30.0 %
- Siam Asia Credit Access PTE Ltd - 25.0 %
- Others - 45.0 %



Source: Ngern Tid Lor

## Catalysts

Potential share price catalysts for TIDLOR include:

- Stronger non-life premium growth;
- The reversal of provisions;
- Effective cost control.

## Risks to our call

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.

## Event calendar

Date	Event
18 May 2022	Post 1Q22 results analyst meeting
Mid-Aug 2022	2Q22 results announcement

## Key assumptions

	2022E	2023E	2024E
	(%)	(%)	(%)
Net profit (THB m)	3,878	4,657	5,551
Net profit growth	22.4	20.1	19.2
NIM	15.78	15.63	15.40
Fee growth	18.0	18.0	18.0
Non-NII growth	13.0	19.0	19.0
Credit cost (bp)	12.9	18.9	18.9
Cost to income	80	80	80

Source: FSSIA estimates

## Earnings sensitivity

		2022E		
	±2ppt	16.0	18.0	20.0
Loan growth	±2ppt	16.0	18.0	20.0
% change in net profit		(2.1)	-	2.1
NIM (%)	±5bp	15.73	15.78	15.83
% change in net profit		(0.8)	-	0.8
Credit cost (bp)	±10bp	70	80	90
% change in net profit		1.3	-	(1.3)

Source: FSSIA estimates



## Strong start in 1Q22 as expected

TIDLOR posted an outstanding 1Q22 net profit over its major rivals at THB940m (+20% y-y, +18% q-q), which was in line with both our and Bloomberg's expectations. Its solid net profit was driven by 1) strong loan growth of 22% y-y and 7% q-q following ample demand, its interest rate promotional campaign for truck title loans, and its new product launch – cash cards for car title loans; 2) an increase in its insurance brokerage fee income y-y (dropping q-q due to seasonality) following the resumption of business activities; and 3) a lower cost of funds to 2.43% from 2.63% in 4Q21 following its rating upgrade to A from A- in May-21 by TRIS and a higher mix of short-term borrowing. Regarding its asset quality, its NPLs moderately rose by 12% q-q in 1Q21 thanks to the gradual end of the forbearance program. Thus, its ECL increased by 27% q-q (significantly rising y-y due to an ECL reversal in 1Q21). However, we have little concern about asset quality due to its stringent credit underwriting and sufficient provision cushion. TIDLOR still had high coverage at 317% in 1Q22.

### 1Q22 highlights

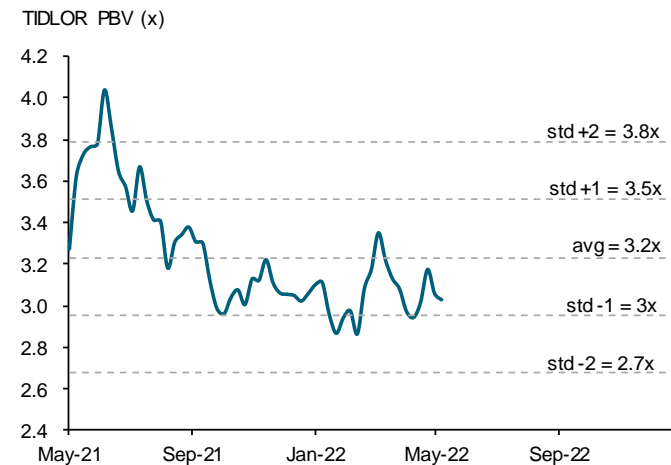
- NII increased 22% y-y and 6% q-q following a rise in its loan volume. This was able to fully offset a drop in its NIM to 16% from 16.3% in 4Q21 due to the promotional campaign for truck title loans and the new launch of its car cash card.
- Cost to income ratio dropped to 57.5% from 64% in 4Q21 and 61.4% in 1Q21 from seasonality and better cost control.

### Exhibit 1: TIDLOR – 1Q22 results summary

Year-end Dec 31	1Q21	4Q21	1Q22	---- Change ----		2022E	Change	1Q22 comments
	(THB m)	(THB m)	(THB m)	(y-y %)	(q-q %)	(THB m)	(y-y %)	
Net interest income	2,041	2,362	2,496	22	6	10,380	19	
Non-interest income	552	698	596	8	(15)	2,509	13	Strong insurance brokerage fees
<b>Operating income</b>	<b>2,593</b>	<b>3,061</b>	<b>3,092</b>	<b>19</b>	<b>1</b>	<b>12,889</b>	<b>18</b>	
Operating expenses	1,592	1,958	1,779	12	(9)	7,477	14	
<b>PPOP before tax</b>	<b>1,001</b>	<b>1,102</b>	<b>1,313</b>	<b>31</b>	<b>19</b>	<b>5,412</b>	<b>24</b>	
Provision	22	110	140	528	27	526	27	
Income tax	195	197	233	19	18	1,007	28	
Minority interest	0	0	0			0		
<b>Normalised profit</b>	<b>783</b>	<b>795</b>	<b>940</b>	<b>20</b>	<b>18</b>	<b>3,878</b>	<b>22</b>	
Extraordinary items	0	0	0			0		
<b>Net profit</b>	<b>783</b>	<b>795</b>	<b>940</b>	<b>20</b>	<b>18</b>	<b>3,878</b>	<b>22</b>	<b>In line with the BBG consensus</b>
EPS (THB)	0.37	0.34	0.41	9	18	1.55	19	
<b>Asset quality ratio</b>								
Gross NPLs (THB m)	800	732	823	3	12	879	20	The gradual end of the debt forbearance program
NPL ratios (%)	1.52	1.21	1.28			1.23		
LLR/NPLs (%)	329	357	317			292		
Credit cost (bp)	17	76	90			80		
<b>Profitability ratio (%)</b>								
Cost to income ratio	61.4	64.0	57.5			58.0		
Average yield	18.00	18.12	17.71			17.7		
Cost of funds	2.85	2.63	2.43			2.8		
Net interest margin	15.76	16.30	15.99			15.8		
Non-int inc/total income	21.29	22.81	19.26			19.5		
<b>Loan growth (%)</b>								
y-y	8.9	18.8	22.3			18.0		
q-q	3.9	8.5	7.0					

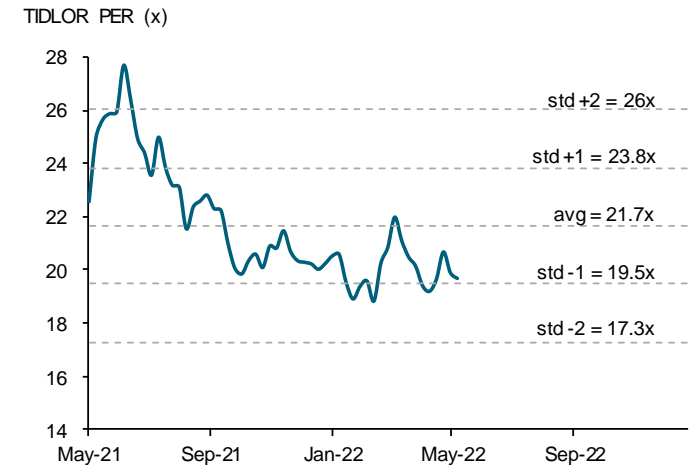
Sources: TIDLOR; FSSIA estimates

Exhibit 2: TIDLOR – prospective P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 3: TIDLOR – prospective P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 4: Key valuations of diversified financials under coverage

	BBG	Rec	---Share price---		Up	Market	EPS growth			---- P/E ----		---- ROE ----		---- PBV ----	
	code		Current	Target	side	Cap	22E	23E	22E	23E	22E	23E	22E	23E	
			(THB)	(THB)	(%)	(USD m)	(%)	(%)	(x)	(x)	(%)	(%)	(x)	(x)	
<b>Diversified financials</b>						<b>22,093</b>	<b>15.7</b>	<b>21.8</b>	<b>22.7</b>	<b>18.2</b>	<b>16.3</b>	<b>16.9</b>	<b>3.2</b>	<b>2.8</b>	
<b>Unsecured-loan lender</b>						<b>5,670</b>	<b>15.0</b>	<b>9.0</b>	<b>18.9</b>	<b>17.3</b>	<b>23.4</b>	<b>22.1</b>	<b>4.2</b>	<b>3.7</b>	
Aeon Thana Sinsap (Thailand)	AEONTS TB	HOLD	184.50	204.00	11	1,332	27.1	7.4	10.2	9.5	21.0	19.5	2.0	1.7	
Krungthai Card	KTC TB	REDUCE	58.25	52.00	(11)	4,338	11.2	9.5	21.6	19.7	24.1	22.9	4.9	4.2	
<b>Auto-title lender</b>						<b>7,889</b>	<b>11.5</b>	<b>23.0</b>	<b>19.0</b>	<b>15.4</b>	<b>18.0</b>	<b>19.2</b>	<b>3.1</b>	<b>2.7</b>	
Muangthai Capital	MTC TB	BUY	44.50	55.00	24	2,725	9.3	25.5	17.5	13.9	19.9	21.0	3.2	2.7	
Srisawad Corp	SAWAD TB	BUY	50.25	68.00	35	1,993	10.0	20.5	13.6	11.3	19.3	21.1	2.5	2.3	
Saksiam Leasing	SAK TB	BUY	8.35	12.00	44	505	38.5	25.9	20.8	16.5	16.2	18.1	3.2	2.8	
Ngern Tid Lor	TIDLOR TB	BUY	35.25	43.00	22	2,543	10.1	20.3	22.7	18.9	15.9	16.5	3.3	2.9	
Knight Club Capital Asset Mngt.	KCC TB	BUY	6.90	5.10	(26)	124	3.0	51.5	58.8	38.8	7.9	8.6	3.6	3.1	
<b>Truck lender</b>						<b>2,092</b>	<b>12.1</b>	<b>27.4</b>	<b>26.5</b>	<b>20.3</b>	<b>11.0</b>	<b>12.9</b>	<b>2.5</b>	<b>2.3</b>	
Micro Leasing	MICRO TB	BUY	6.65	10.70	61	180	45.1	26.8	22.9	18.0	13.2	15.0	2.9	2.6	
Singer Thailand*	SINGER TB	BUY	52.50	74.00	41	1,239	7.7	35.1	34.8	25.8	8.1	10.5	2.8	2.6	
Ratchthani Leasing	THANI TB	BUY	4.12	4.80	17	674	11.5	13.6	12.2	10.8	15.9	16.7	1.9	1.7	
<b>Asset management</b>						<b>5,080</b>	<b>27.7</b>	<b>35.7</b>	<b>34.9</b>	<b>25.3</b>	<b>9.8</b>	<b>11.6</b>	<b>3.3</b>	<b>2.9</b>	
Bangkok Commercial Asset Mngt.	BAM TB	BUY	18.20	25.50	40	1,699	23.2	26.6	18.4	14.5	7.5	8.6	1.4	1.2	
Chayo Group	CHAYO TB	BUY	12.10	16.60	37	365	44.4	17.2	36.5	31.1	10.6	9.4	3.2	2.5	
JMT Network Services	JMT TB	BUY	72.75	80.00	10	3,015	28.3	43.1	44.0	30.7	11.0	13.6	4.5	3.9	
<b>Other</b>						<b>1,181</b>	<b>4.1</b>	<b>8.5</b>	<b>7.4</b>	<b>6.8</b>	<b>8.0</b>	<b>8.2</b>	<b>0.6</b>	<b>0.5</b>	
Thanachart Capital	TCAP TB	HOLD	39.00	42.00	8	1,181	4.1	8.5	7.4	6.8	8.0	8.2	0.6	0.5	
<b>Hire purchase motorcycle</b>						<b>181</b>	<b>1.3</b>	<b>(2.6)</b>	<b>19.9</b>	<b>20.4</b>	<b>11.3</b>	<b>8.6</b>	<b>1.9</b>	<b>1.6</b>	
Next Capital	NCAP TB	BUY	6.95	10.30	48	181	1.3	(2.6)	19.9	20.4	11.3	8.6	1.9	1.6	

Share prices as of 11 May 2022

\* SINGER's target price is 2023 GGM-based TP

Source: FSSIA estimates

## Financial Statements

Ngern Tid Lor

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Interest Income	8,735	9,825	11,641	13,659	16,118
Interest expense	(1,178)	(1,121)	(1,261)	(1,528)	(2,016)
Net interest income	7,557	8,704	10,380	12,131	14,101
Net fees & commission	1,792	2,197	2,483	2,955	3,516
Foreign exchange trading income	-	-	-	-	-
Securities trading income	-	-	-	-	-
Dividend income	0	0	0	0	0
Other income	32	25	27	28	29
Non interest income	1,824	2,222	2,509	2,982	3,545
Total income	9,381	10,926	12,889	15,113	17,646
Staff costs	(5,772)	(6,559)	(7,477)	(8,674)	(9,975)
Other operating costs	-	-	-	-	-
Operating costs	(5,772)	(6,559)	(7,477)	(8,674)	(9,975)
Pre provision operating profit	3,609	4,367	5,412	6,439	7,672
Provision for bad and doubtful debt	(582)	(414)	(526)	(621)	(733)
Other provisions	-	-	-	-	-
Operating profit	3,027	3,953	4,886	5,819	6,939
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	3,027	3,953	4,886	5,819	6,939
Tax	(611)	(784)	(1,007)	(1,161)	(1,388)
Profit after tax	2,416	3,169	3,878	4,657	5,551
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	2,416	3,169	3,878	4,657	5,551
Non recurring items & goodwill (net)	-	-	0	0	0
Recurring net profit	2,416	3,169	3,878	4,657	5,551
<b>Per share (THB)</b>					
Recurring EPS *	1.15	1.41	1.55	1.87	2.23
Reported EPS	1.15	1.41	1.55	1.87	2.23
DPS	0.00	0.28	0.32	0.37	0.33
<b>Growth</b>					
Net interest income (%)	14.0	15.2	19.3	16.9	16.2
Non interest income (%)	0.1	21.9	12.9	18.9	18.9
Pre provision operating profit (%)	9.9	21.0	23.9	19.0	19.1
Operating profit (%)	10.0	30.6	23.6	19.1	19.3
Reported net profit (%)	9.7	31.2	22.4	20.1	19.2
Recurring EPS (%)	(15.0)	22.9	10.1	20.3	19.2
Reported EPS (%)	(15.0)	22.9	10.1	20.3	19.2
<b>Income Breakdown</b>					
Net interest income (%)	80.6	79.7	80.5	80.3	79.9
Net fees & commission (%)	19.1	20.1	19.3	19.5	19.9
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	-	-	-	-	-
Dividend income (%)	-	-	-	-	-
Other income (%)	0.3	0.2	0.2	0.2	0.2
<b>Operating performance</b>					
Gross interest yield (%)	17.75	17.68	17.70	17.60	17.60
Cost of funds (%)	3.07	2.75	2.80	2.90	3.24
Net interest spread (%)	14.68	14.93	14.90	14.70	14.36
Net interest margin (%)	15.4	15.7	15.8	15.6	15.4
Cost/income(%)	61.5	60.0	58.0	57.4	56.5
Cost/assets(%)	11.3	10.9	10.4	10.4	10.3
Effective tax rate (%)	20.2	19.8	20.6	20.0	20.0
Dividend payout on recurring profit (%)	-	20.1	20.7	20.0	15.0
ROE (%)	22.9	18.6	15.9	16.5	17.1
ROE - COE (%)	12.1	7.8	5.1	5.7	6.3
ROA (%)	4.7	5.3	5.4	5.6	5.7
RORWA (%)	-	-	-	-	-

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

Sources: Ngern Tid Lor; FSSIA estimates

## Financial Statements

Ngern Tid Lor

Balance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Gross customer loans	50,807	60,339	71,200	84,016	99,138
Total provisions	(2,763)	(2,611)	(2,567)	(2,936)	(3,371)
interest in suspense	524	1,120	712	840	991
<b>Net customer loans</b>	<b>48,568</b>	<b>58,847</b>	<b>69,344</b>	<b>81,919</b>	<b>96,758</b>
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	0	0	0	0	0
Cash & equivalents	1,265	3,995	2,922	2,589	2,571
Other interesting assets	-	-	-	-	-
Tangible fixed assets	1,378	1,453	1,539	1,635	1,740
Associates	-	-	-	-	-
Goodwill	-	-	-	-	-
Other intangible assets	-	-	-	-	-
Other assets	2,124	2,230	3,075	3,589	3,505
<b>Total assets</b>	<b>53,336</b>	<b>66,525</b>	<b>76,881</b>	<b>89,732</b>	<b>104,575</b>
Customer deposits	2,600	3,300	3,465	3,638	3,820
Bank deposits	-	-	-	-	-
Other interest bearing liabilities	37,095	38,594	44,734	53,569	63,389
Non interest bearing liabilities	1,892	2,226	2,337	2,454	2,577
Hybrid Capital	-	-	-	-	-
<b>Total liabilities</b>	<b>41,587</b>	<b>44,120</b>	<b>50,536</b>	<b>59,662</b>	<b>69,786</b>
Share capital	7,800	8,580	9,240	9,240	9,240
Reserves	3,948	13,825	17,104	20,830	25,549
<b>Total equity</b>	<b>11,749</b>	<b>22,405</b>	<b>26,345</b>	<b>30,070</b>	<b>34,789</b>
Minority interests	0	0	0	0	0
<b>Total liabilities &amp; equity</b>	<b>53,336</b>	<b>66,525</b>	<b>76,881</b>	<b>89,732</b>	<b>104,575</b>
<b>Supplementary items</b>					
Risk weighted assets (RWA)	n/a	n/a	n/a	n/a	n/a
Average interest earning assets	49,223	55,573	65,769	77,608	91,577
Average interest bearing liabilities	38,395	40,795	45,047	52,703	62,208
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)	850	732	879	1,010	1,112
<b>Per share (THB)</b>					
Book value per share	5.58	9.97	10.55	12.06	13.96
Tangible book value per share	5.58	9.97	10.55	12.06	13.96
<b>Growth</b>					
Gross customer loans	6.7	18.8	18.0	18.0	18.0
Average interest earning assets	12.8	12.9	18.3	18.0	18.0
Total asset (%)	10.2	24.7	15.6	16.7	16.5
Risk weighted assets (%)	-	-	-	-	-
Customer deposits (%)	(65.6)	26.9	5.0	5.0	5.0
<b>Leverage &amp; capital measures</b>					
Customer loan/deposits (%)	1,868.0	1,783.3	2,001.3	2,251.6	2,532.8
Equity/assets (%)	22.0	33.7	34.3	33.5	33.3
Tangible equity/assets (%)	22.0	33.7	34.3	33.5	33.3
RWA/assets (%)	-	-	-	-	-
Tier 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
<b>Asset Quality</b>					
Change in NPL (%)	38.1	(13.9)	20.0	15.0	10.0
NPL/gross loans (%)	1.7	1.2	1.2	1.2	1.1
Total provisions/gross loans (%)	5.4	4.3	3.6	3.0	3.4
Total provisions/NPL (%)	325.1	356.6	292.2	290.6	303.3
<b>Valuation</b>					
Recurring P/E (x) *	30.7	25.0	22.7	18.9	15.8
Recurring P/E @ target price (x) *	37.5	30.5	27.7	23.0	19.3
Reported P/E (x)	30.7	25.0	22.7	18.9	15.8
Dividend yield (%)	-	0.8	0.9	1.1	0.9
Price/book (x)	6.3	3.5	3.3	2.9	2.5
Price/tangible book (x)	6.3	3.5	3.3	2.9	2.5
Price/tangible book @ target price (x)	7.7	4.3	4.1	3.6	3.1

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

Sources: Ngern Tid Lor; FSSIA estimates

## Corporate Governance report of Thai listed companies 2020

EXCELLENT LEVEL										
AAV	ADVANC	AF	AIRA	AKP	AKR	ALT	AMA	AMATA	AMATAV	ANAN
AOT	AP	ARIP	ARROW	ASP	BAFS	BANPU	BAY	BCP	BCPG	BDMS
BEC	BEM	BGRIM	BIZ	BKI	BLA	BOL	BPP	BRR	BTS	BWG
CENTEL	CFRESH	CHEWA	CHO	CIMBT	CK	CKP	CM	CNT	COL	COMAN
COTTO	CPALL	CPF	CPI	CPN	CSS	DELTA	DEMCO	DRT	DTAC	DTC
DV8	EA	EASTW	ECF	ECL	EGCO	EPG	ETE	FNS	FPI	FPT
FSMART	GBX	GC	GCAP	GEL	GFPT	GGC	GPSC	GRAMMY	GUNKUL	HANA
HARN	HMPRO	ICC	ICI	III	ILINK	INTUCH	IRPC	IVL	JKN	JSP
JWD	K	KBANK	KCE	KKP	KSL	KTB	KTC	LANNA	LH	LHFG
LIT	LPN	MAKRO	MALEE	MBK	MBKET	MC	MCOT	METCO	MFEC	MINT
MONO	MOONG	MSC	MTC	NCH	NCL	NEP	NKI	NOBLE	NSI	NVD
NYT	OISHI	ORI	OTO	PAP	PAP	PCSGH	PDJ	PHOL	PLANB	PLANET
PLAT	PORT	PPS	PR9	PREB	PRG	PRM	PSH	PSL	PTG	PTT
PTTEP	PTTGC	PYLON	Q-CON	QH	QTC	RATCH	RS	S	S & J	SAAM
SABINA	SAMART	SAMTEL	SAT	SC	SCB	SCC	SCCC	SCG	SCN	SDC
SEAFCO	SEAOIL	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	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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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 Suwanumchai FSS International Investment Advisory Securities Co., Ltd

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Company	Ticker	Price	Rating	Valuation & Risks
Ngern Tid Lor	TIDLOR TB	THB 35.25	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.
Aeon Thana Sinsap (Thailand)	AEONTS TB	THB 184.50	HOLD	Downside risks to our GGM-derived TP include 1) intense competition; 2) regulatory actions to curb industry growth; and 3) deteriorating asset quality. The upside risk is stronger-than-expected asset quality.
Krungthai Card	KTC TB	THB 58.25	REDUCE	Upside risks to our GGM-derived TP include: 1) stronger-than-expected growth for KTB Leasing; and 2) better-than-expected bad debt recovery.
Muangthai Capital	MTC TB	THB 44.50	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.
Srisawad Corp	SAWAD TB	THB 50.25	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.
Saksiam Leasing	SAK TB	THB 8.35	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.
Micro Leasing	MICRO TB	THB 6.65	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 52.50	BUY	Downside risks to our GGM-derived TP include 1) an economic slowdown leading to slower loan growth and lower sales of electrical products and home appliances; and 2) deteriorating asset quality.
Ratchthani Leasing	THANI TB	THB 4.12	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.
Bangkok Commercial Asset Mngt.	BAM TB	THB 18.20	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 72.75	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 39.00	HOLD	Upside risks to our GGM-based target price are the faster-than-expected net profit contribution from Thanachart Plus. Downside risks are impacts from a prolonged weak macro outlook on loan growth and asset quality which could lead to higher provisions for both TTB and THANI.
Next Capital	NCAP TB	THB 6.95	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 11-May-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.