

RATCHTHANI LEASING

THAILAND / DIVERSIFIED FINANCIALS

THANI TB

BUY

UNCHANGED

คาดผลประกอบการ 2Q22 จะออกมาดีพอใช้

- คาดกำไรสุทธิ 2Q22 จะออกมาดีพอใช้ที่ 460 ลบ. เพิ่มขึ้น 7% y-y และ 1% q-q
- ผลกระทบจากการขึ้นอัตราดอกเบี้ยและเงินเฟ้ออยู่ในระดับที่จัดการได้
- คงแนะนำซื้อหลังปรับราคาเป้าหมายไปในปี 2023 ที่ 4.8 บาท

TARGET PRICE	THB4.80
CLOSE	THB3.82
UP/DOWNSIDE	+25.7%
PRIOR TP	THB4.80
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-6.0%

การเติบโตที่ค่อย ๆ กลับมามีกำไรสุทธิ 2Q22 ที่ดีพอใช้

เราคาดว่า THANI จะรายงานกำไรสุทธิ 2Q22 ในระดับที่ดีพอใช้ที่ 460 ลบ. (+7% y-y, +1% q-q) จาก 3 ปัจจัย ข้อแรกเรคาดว่าปริมาณสินเชื่อจะโต 5% y-y และ 2% q-q โดยมีปริมาณสินเชื่อใหม่ที่ 6.6 พัน ลบ. (+10% y-y) ข้อสองเรคิดว่ารายได้ค่าธรรมเนียมจะเพิ่ม 36% y-y และ 4% q-q ตามการเพิ่มของปริมาณสินเชื่อ ข้อสุดท้ายเราคิดว่าต้นทุนความเสี่ยงในการปล่อยสินเชื่ออาจลดลง 23 bps y-y และ 9 bps q-q มาอยู่ที่ 92 bps เนื่องจากเรคาดว่าบริษัท ๆ จะควบคุมคุณภาพสินเชื่อได้อย่างมีประสิทธิภาพมากขึ้นหนี้ด้อยคุณภาพอาจค่อนข้างทรงตัว q-q พร้อมสัดส่วนหนี้ด้อยคุณภาพที่คาดว่าจะอยู่ที่ 2.99% ปัจจัยบวกดังกล่าวน่าจะชดเชยค่าใช้จ่ายดำเนินงานที่สูงขึ้นได้ทั้งหมด เนื่องจาก THANI กำลังเร่งกระบวนการยึดรถบรรทุกอย่างต่อเนื่องเพื่อป้องกันไม่ให้คุณภาพสินทรัพย์เสื่อมลง

ผลกระทบเล็กน้อยจากราคาน้ำมันที่สูงขึ้น

ประมาณ 60% ของลูกค้ารถบรรทุกของ THANI เป็นผู้ประกอบธุรกิจขนาดกลางและใหญ่ โดยปกติกลุ่มดังกล่าวจะสามารถส่งผ่านต้นทุนที่สูงขึ้นจากราคาพลังงานที่ปรับขึ้นให้แก่ผู้จ้าง เราคิดว่าลูกค้าของ THANI จะยังได้รับผลกระทบจำกัดจากราคาพลังงานที่กำลังปรับตัวขึ้นรวมถึงสภาวะเงินเฟ้อที่อยู่ในระดับสูง เพราะฉะนั้นคุณภาพสินทรัพย์จึงไม่ใช่ปัญหาหลักสำหรับเรา

ผลกระทบจากการขึ้นอัตราดอกเบี้ยอาจชดเชยได้บางส่วนจากผลตอบแทนสินเชื่อที่สูงขึ้น

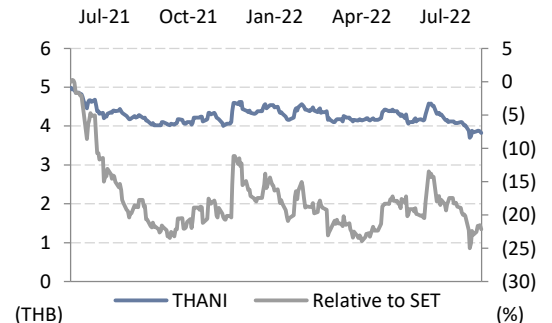
เราคาดว่า THANI จะได้รับผลกระทบเชิงลบในระดับปานกลางจากการขึ้นอัตราดอกเบี้ยในอนาคต บริษัทฯ มีหนี้ที่ครบกำหนดในปี 2022 และ 2023 รวม 9.5 พัน ลบ. โดยมีต้นทุนในการระดมทุนเฉลี่ยที่ 3.07% เพราะฉะนั้นเราจึงคิดว่าต้นทุนในการออกหุ้นกู้ใหม่จะสูงกว่าอัตราดอกเบี้ยในปัจจุบัน นอกจากนี้เรายังคิดว่า THANI จะค่อย ๆ เพิ่มสัดส่วนการกู้ยืมระยะยาวเป็น 65-70% จาก 56% ในปัจจุบัน อย่างไรก็ตาม ปัจจัยลบดังกล่าวอาจชดเชยได้บางส่วนจากผลตอบแทนสินเชื่อที่เพิ่มขึ้นเล็กน้อย จากข้อมูลของ THANI บริษัทฯ อาจเพิ่มอัตราดอกเบี้ยที่คิดกับลูกค้าเล็กน้อย THANI เชื่อว่าผู้เล่นส่วนมากจะปรับอัตราดอกเบี้ยขึ้นตามจากต้นทุนในการระดมทุนที่สูงขึ้นเช่นกัน ด้วยเหตุดังกล่าวลูกค้าน่าจะไม่มีหนีไปหาคู่แข่ง กล่าวโดยสรุปเราเชื่อว่า THANI จะสามารถบริหารความเสี่ยงดังกล่าวได้

กำไรสุทธิค่อย ๆ ปรับขึ้นพร้อมการประเมินมูลค่าที่อยู่ในระดับต่ำ

เรายังคงแนะนำซื้อ แม้ว่าเราจะปรับลดประมาณการกำไรสุทธิปี 2022/23/24 ลง 3%/5%/5% เราปรับการประเมินมูลค่าไปในปี 2023 จึงคงราคาเป้าหมายไว้ที่ 4.8 บาท เราคิดว่า THANI จะสามารถบริหารผลกระทบจากอัตราดอกเบี้ยที่อาจปรับขึ้นและเงินเฟ้อที่อยู่ในระดับสูง นอกจากนี้บริษัทฯ กำลังกลับมาขายสินเชื่อ เราเชื่อว่ากำไรสุทธิน่าจะค่อย ๆ เพิ่ม y-y และ h-h ในช่วง 2H22 และอีก 11% ในปี 2023 ท้ายที่สุด THANI ยังมีการประเมินมูลค่าในระดับที่ต่ำที่ 10.5x ของค่า 2023E P/E และ 1.6x ของค่า 2023E P/BV

KEY STOCK DATA

YE Dec (THB m)	2021	2022E	2023E	2024E
Operating profit	2,143	2,298	2,541	2,785
Net profit	1,709	1,856	2,052	2,249
EPS (THB)	0.30	0.33	0.36	0.40
vs Consensus (%)	-	(6.2)	(4.5)	(7.0)
Core net profit	1,709	1,856	2,052	2,249
Core EPS (THB)	0.30	0.33	0.36	0.40
Chg. In EPS est. (%)	-	(2.6)	(5.2)	(5.2)
EPS growth (%)	(25.0)	8.6	10.6	9.6
Core P/E (x)	12.7	11.7	10.5	9.6
Dividend yield (%)	4.5	4.8	5.3	6.2
Price/book (x)	1.9	1.7	1.6	1.5
ROE (%)	15.3	15.5	16.0	16.4
ROA (%)	3.5	3.6	3.7	3.6



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(7.3)	(8.2)	(23.6)
Relative to country (%)	(5.7)	(0.1)	(21.6)
Mkt cap (USD m)	591		
3m avg. daily turnover (USD m)	2.3		
Free float (%)	21		
Major shareholder	Thanachart SPV1 Co., LTD (56%)		
12m high/low (THB)	5.05/3.64		
Issued shares (m)	5,663		

Sources: Bloomberg consensus; FSSIA estimates



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บทวิเคราะห์ฉบับนี้แปลมาจากบทวิเคราะห์ของ FSSIA ฉบับวันที่ 18 กรกฎาคม 2022

Investment thesis

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

We maintain our BUY call for long-term investment as we believe THANI is still the market leader in the truck lending business, and we expect its bottom-line growth to accelerate in 2H22 and 2023.

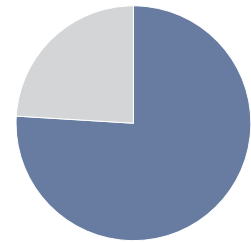
Company profile

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

www.ratchthani.com

Principal activities (revenue, 2021)

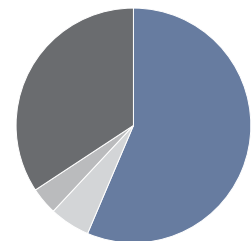
- Net interest income - 76.0 %
- Non-interest income - 24.0 %



Source: Ratchthani Leasing

Major shareholders

- Thanachart SPV1 Co., LTD - 56.4 %
- Raffles Nominees - 5.6 %
- Thanachart Capital - 3.8 %
- Others - 34.3 %



Source: Ratchthani Leasing

Catalysts

Potential share price catalysts for THANI include:

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

Risks to our call

Downside risks to our GGM-derived TP include 1) an economic slowdown, especially for logistics activities and private investment; 2) deteriorating asset quality; and 3) changes in financial regulations from the Bank of Thailand.

Event calendar

Date	Event
10-11 August 2022	2Q22 results announcement

Key assumptions

	2022E	2023E	2024E
	(%)	(%)	(%)
Net profit (THB m)	1,856	2,052	2,249
Net profit growth	8.6	10.6	9.6
NIM	4.94	4.81	4.77
Loan growth	8.0	10.0	12.0
Fee growth	28.0	5.0	5.0
Non-NII growth*	14.9	5.0	7.3
Credit cost (bp)	100	85	85
Cost to income*	18.6	17.5	17.1

*Including share of profits from associates

Source: FSSIA estimates

Earnings sensitivity

		2022E		
	±	6.0	8.0	10.0
Loan growth	±2ppt			
% change in net profit		(1.2)	-	1.2
NIM (%)	±5bp	4.89	4.94	4.99
% change in net profit		(1.1)	-	1.1
Credit cost (bp)	±10bp	90.0	100.0	110.0
% change in net profit		2.2	-	(2.2)

Source: FSSIA estimates

Gradual resumption of growth mode leading to decent 2Q22 NP

We expect THANI to deliver a decent 2Q22 net profit of THB460m, increasing 7% y-y and 1% q-q, driven by three factors. First, we expect a rise in its loan volume by 5% y-y and 2% q-q, with a new lending volume of THB6.6b (+10% y-y). Next, we think fee income should increase by 36% y-y and 4% q-q following a rise in its loan volume. Lastly, we believe THANI's credit cost might be lower by 23 bps y-y and 9 bps q-q to 92 bps, as we expect the company to control its asset quality effectively. NPLs might be relatively stable q-q, with an expected NPL ratio of 2.99%. These positives should completely offset the company's higher OPEX as it is continuing to speed up its truck confiscation process to prevent its asset quality from declining.

2Q22E key highlights

- Due to the gradual resumption of its growth strategy, we expect THANI to deliver loan growth of 5% y-y and 2% q-q. New truck and luxury car hire purchases would be the key drivers.
- Its NIM should slightly decline to 4.92% from 4.99%, due to 1) a drop in its loan yield from a greater focus on the low-risk corporate segment; and 2) a rise in its cost of funds as the company might increase its longer-term borrowing in anticipation of the potential rate hike in 3Q22.
- We expect its OPEX to rise 17% y-y due to an increase in debt collection expenses. Its cost to income ratio should remain at a high level of 18.8% from 17% in 2Q21.

Exhibit 1: THANI's 2Q22 results preview

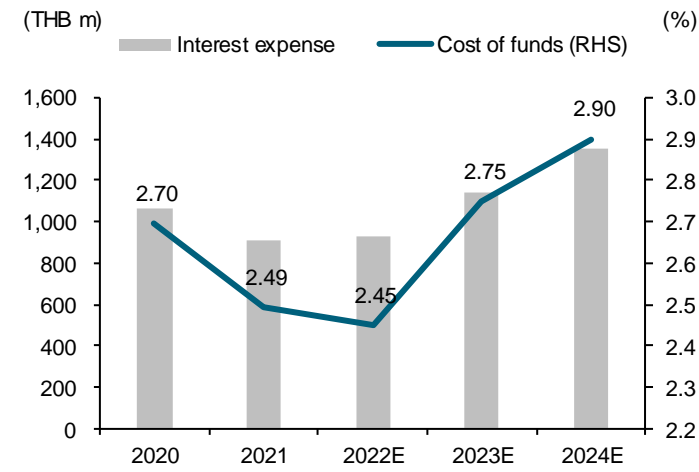
Year-end Dec 31	2Q21	1Q22	2Q22E			1H22E			2022E	Change	2Q22E comments
	(THB m)	(THB m)	(THB m)	(y-y %)	(q-q %)	(THB m)	(y-y %)	%22E	(THB m)	(y-y %)	
Net interest income	616	624	629	2	1	1,253	2	49	2,539	1	
Non-interest income	190	239	223	17	(7)	462	22	51	915	15	
Operating income	806	863	852	6	(1)	1,715	7	50	3,454	4	
Operating expenses	137	169	160	17	(5)	329	18	51	642	10	
PPOP before tax	669	694	692	3	(0)	1,386	4	49	2,812	3	
Expected credit loss	140	126	118	(16)	(6)	243	(1)	47	514	(12)	
Income tax	101	113	115	13	1	228	(1)	52	442	2	
Minority interest	0	0	0	-	-	0			0		
Normalised profit	428	455	460	7	1	915	7	49	1,856	9	
Extraordinary items	0	0	0			0			0		
Net profit	428	455	460	7	1	915	7	49	1,856	9	
EPS (THB)	0.08	0.08	0.08	7	1	0.16	7	49	0.33	9	
Asset quality ratio (%)											
NPLs (THB m)	1,714	1,514	1,544	(10)	2				1,770	(5)	
NPLs / loans	3.49	2.99	2.99						3.32		
Loan loss reserve/NPLs	77	101	100						104		
Credit cost (bps)	115	101	92						100		
Profitability ratio (%)											
Cost to income ratio	17.0	19.6	18.8						18.6		
Average yield	6.92	6.74	6.70						6.75		
Cost of funds (COF)	2.46	2.39	2.44						2.45		
Net interest margin (NIM)	5.05	4.99	4.92						4.94		
Non-int inc / total income	23.6	27.7	26.2						26.5		
Loan growth (%)											
y-y	(2.0)	4.5	5.2						8.0		
q-q	1.3	2.5	2.0								

Sources: THANI; FSSIA estimates

Rate hike impact might be partly offset by a higher loan yield

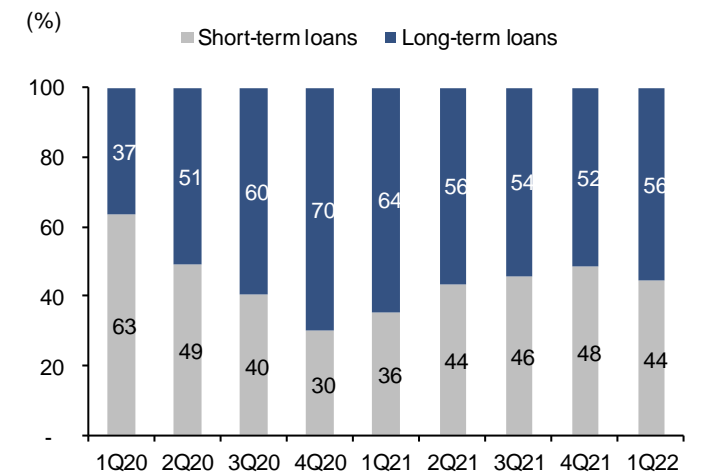
We expect THANI to have a moderate negative impact from future rate hikes. It has debentures due in 2022 and 2023 amounting to THB9.5b at an average cost of funds of 3.07%. Thus, we expect the cost of raising new debentures to be higher than the current rate. Also, we think THANI will gradually increase its long-term borrowing proportion to 65-70% from 56% currently. However, this negative might be partly offset by a minimal rise in its loan yields. According to THANI, it might minimally increase the rate charged to clients once the policy rate increases. THANI believes most players will follow the same trend due to their higher cost of funds. Therefore, the company's customers should not flow to competitors, we think. All in all, we believe THANI will be able to manage this risk.

Exhibit 2: Cost of funds



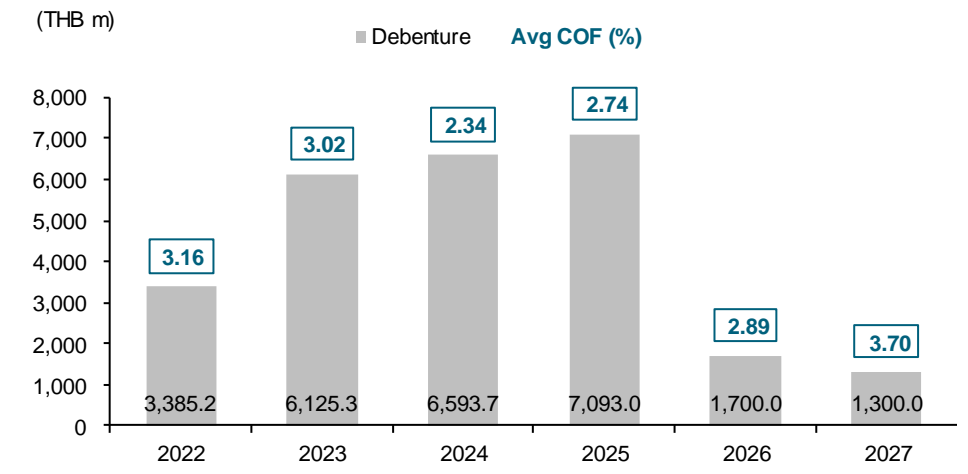
Sources: THANI; FSSIA estimates

Exhibit 3: Funding structure



Sources: THANI; FSSIA estimates

Exhibit 4: THANI's debentures as of 1Q22



Sources: The Thai Bond Market Association; FSSIA estimates

Earnings and target price revisions

We lower our net profit forecasts for 2022/23/24 by 3%/5%/5% to mainly reflect the higher costs of funds and slightly higher credit cost. Details as below:

- 1) We increase our cost of funds assumptions to 2.75%/2.90% from 2.55%/2.70% in 2023/24 due to the potential rate hikes. To recap, FSSIA expects the Bank of Thailand to increase the policy rate by 50 bps in 2022 and another 50 bps in 2023 from 0.5% currently.
- 2) We lower our loan yield assumptions in 2022/23/24 to 6.75%/6.85%/6.95% from 6.9%/6.95%/7.0%. Although we believe THANI will likely increase the rate charged to its clients due to future rate hikes, its loan yield should be lower than our previous assumptions due to the higher proportion of low-risk corporate clients.
- 3) We slightly increase our credit cost assumptions to 85/85 bps from 80/75 bps in 2023/24 as we expect that the company might increase its NPL write-off process due to the high inflation environment.
- 4) On the positive side, we increase our non-NII estimates by 8%/8%/9% in 2022/23/24 due to stronger-than-expected fee income growth.

Exhibit 5: Key changes in assumptions

	-----2022E-----				-----2023E-----			-----2024E-----		
	2021 (THB m)	Old (THB m)	New (THB m)	Change (%)	Old (THB m)	New (THB m)	Change (%)	Old (THB m)	New (THB m)	Change (%)
Net interest income	2,517	2,616	2,539	(2.9)	2,854	2,695	(5.6)	3,130	2,966	(5.2)
Non-interest income	796	848	915	7.9	888	961	8.2	951	1,031	8.5
Operating income	3,313	3,464	3,454	(0.3)	3,742	3,656	(2.3)	4,081	3,998	(2.0)
Operating expenses	585	590	642	8.8	608	639	5.1	659	684	3.8
PPOP before tax	2,729	2,874	2,812	(2.2)	3,134	3,017	(3.7)	3,422	3,314	(3.2)
Expected credit loss (Reversal)	586	514	514	0.0	452	476	5.2	475	529	11.3
Tax expenses	434	454	442	(2.6)	516	489	(5.2)	575	536	(6.7)
Minority interest	0	0	-		0	-		0	-	
Normalised profit	1,709	1,906	1,856	(2.6)	2,165	2,052	(5.2)	2,373	2,249	(5.2)
Extraordinary items	-	0	-		0	-		0	-	
Net profit	1,709	1,906	1,856	(2.6)	2,165	2,052	(5.2)	2,373	2,249	(5.2)
EPS (THB)	0.30	0.34	0.33	(2.6)	0.4	0.36	(5.2)	0.4	0.40	(5.2)
Key statistics and ratios										
Asset quality ratio										
Gross NPLs (THB m)	1,863	2,087	1,770	(15.2)	2,191	1,912	(12.8)	2,410	2,103	(12.8)
Gross NPLs / Loans (%)	3.8	3.9	3.3		3.7	3.3		3.6	3.2	
Loan loss reserve/NPLs (%)	80	88	104		90	104		89	106	
Credit cost (bps)	120	100	100		80	85		75	85	
Profitability ratio (%)										
Cost to income ratio	17.6	17.0	18.6		16.2	17.5		16.1	17.1	
Average yield	6.95	6.90	6.75		6.95	6.85		7.00	6.95	
Cost of funds	2.49	2.45	2.45		2.55	2.75		2.70	2.90	
Net interest margin (NIM)	5.17	5.09	4.94		5.05	4.81		4.94	4.77	
Loan growth (%)										
y-y	3.0	8.0	8.0		12.0	10.0		12.0	12.0	

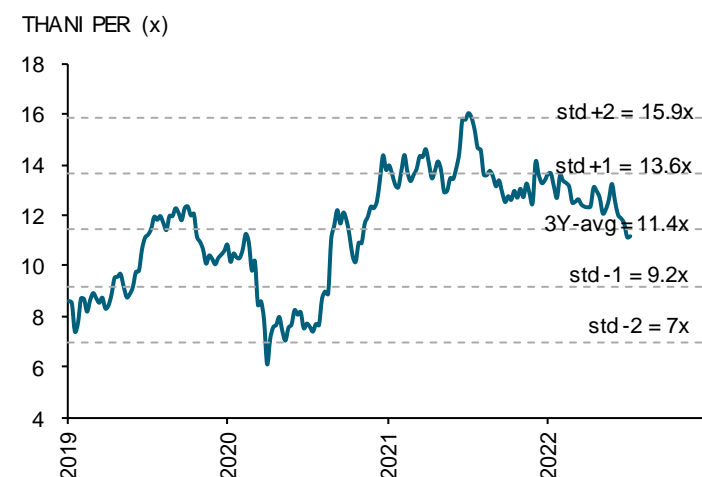
Sources: THANI; FSSIA estimates

Although we lower our 2022-24 net profit forecasts, we roll forward our valuation to 2023. We maintain our TP of THB4.8.

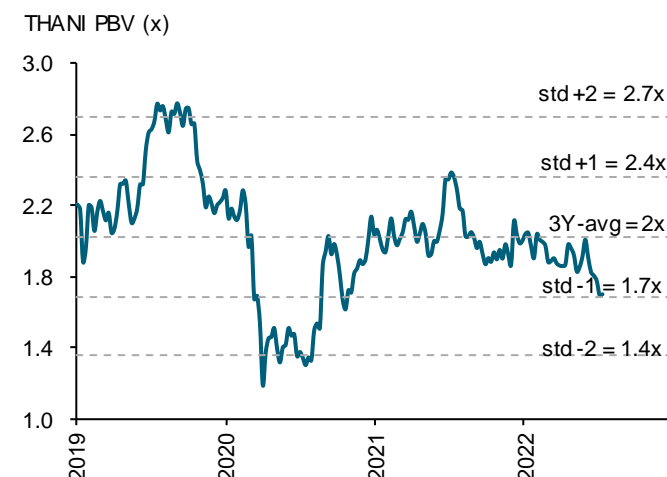
Exhibit 6: THANI – GGM-derived target price

Target price (THB)	4.8 (unchanged)
Recommendation	BUY (unchanged)
Risk-free rate (%)	3.0 (unchanged)
Market risk premium (%)	8.0 (unchanged)
Cost to equity (%)	11.0 (unchanged)
Terminal growth (%)	6.0 (from 7.0)
ROE target (%)	16.2 (from 16.9)
Target P/BV (x)	2.0 (from 2.2)
Implied P/E (x)	13.8 (from 14.3)

Source: FSSIA estimates

Exhibit 7: THANI's one-year prospective P/E band

Sources: Bloomberg; FSSIA's compilation

Exhibit 8: THANI's one-year prospective P/BV band

Sources: Bloomberg; FSSIA's compilation

Exhibit 9: Key valuations of diversified financials under coverage

	BBG code	Rec	---Share price---		Up side	Market Cap (USD m)	EPS growth		---P/E---		---ROE---		---PBV---	
			Current (THB)	Target (THB)			22E (%)	23E (%)	22E (x)	23E (x)	22E (%)	23E (%)	22E (x)	23E (x)
Diversified financials						18,552	15.6	20.8	20.2	16.3	16.3	16.9	2.9	2.5
Unsecured-loan lender						4,871	12.9	7.3	17.7	16.5	23.1	21.7	3.9	3.4
Aeon Thana Sinsap (Thailand)	AEONTS TB	HOLD	154.00	188.00	22	1,051	19.0	7.0	9.1	8.5	19.8	18.5	1.7	1.5
Krungthai Card*	KTC TB	HOLD	54.25	60.00	11	3,820	11.2	7.4	20.1	18.7	24.1	22.5	4.5	4.0
Auto-title lender						6,372	11.5	22.7	15.6	12.7	18.4	19.6	2.7	2.3
Muangthai Capital	MTC TB	BUY	42.25	55.00	30	2,446	9.3	25.5	16.6	13.2	19.9	21.0	3.0	2.5
Srisawad Corp	SAWAD TB	BUY	46.75	68.00	45	1,753	10.0	20.5	12.7	10.5	19.3	21.1	2.3	2.1
Saksiam Leasing	SAK TB	BUY	6.70	12.00	79	383	38.5	25.9	16.7	13.2	16.2	18.1	2.6	2.3
Ngern Tid Lor	TIDLOR TB	BUY	26.25	43.00	64	1,790	10.1	20.3	16.9	14.0	15.9	16.5	2.5	2.2
Truck lender						1,564	7.4	26.1	20.0	15.5	11.0	12.7	1.9	1.8
Micro Leasing*	MICRO TB	HOLD	4.82	5.50	14	123	0.4	39.0	23.9	17.2	9.3	11.9	2.2	2.0
Singer Thailand*	SINGER TB	BUY	38.00	74.00	95	851	7.7	35.1	25.2	18.7	8.1	10.5	2.0	1.9
Ratchthani Leasing*	THANI TB	BUY	3.82	4.80	26	591	8.6	10.6	11.7	10.5	15.5	16.0	1.7	1.6
Asset management						4,547	30.4	34.5	32.5	23.8	10.1	11.6	3.2	2.7
Bangkok Commercial Asset Mngt.	BAM TB	BUY	16.20	25.50	57	1,430	23.2	26.6	16.3	12.9	7.5	8.6	1.2	1.0
Chayo Group	CHAYO TB	BUY	9.85	16.60	69	287	96.6	(14.9)	22.0	25.9	15.5	8.9	2.7	2.0
JMT Network Services	JMT TB	BUY	68.50	80.00	17	2,729	28.3	43.1	41.4	28.9	11.0	13.6	4.2	3.7
Knight Club Capital Asset Mngt.	KCC TB	BUY	5.95	5.10	(14)	101	3.0	51.5	50.7	33.4	7.9	8.6	3.1	2.7
Other						1,038	4.1	8.5	6.9	6.4	8.0	8.2	0.5	0.5
Thanachart Capital	TCAP TB	HOLD	36.25	42.00	16	1,038	4.1	8.5	6.9	6.4	8.0	8.2	0.5	0.5
Hire purchase motorcycle						160	(9.5)	(4.0)	13.9	14.5	10.1	7.6	1.2	1.0
Next Capital	NCAP TB	HOLD	4.34	7.60	75	160	(9.5)	(4.0)	13.9	14.5	10.1	7.6	1.2	1.0

Share prices as of 15 Jul 2022

*Target prices are 2023 GGM-based

Source: FSSIA estimates

Financial Statements

Ratchthani Leasing

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Interest Income	3,516	3,430	3,468	3,837	4,323
Interest expense	(1,063)	(913)	(929)	(1,142)	(1,357)
Net interest income	2,452	2,517	2,539	2,695	2,966
Net fees & commission	316	380	486	510	536
Foreign exchange trading income	-	-	-	-	-
Securities trading income	-	-	-	-	-
Dividend income	0	0	0	0	0
Other income	431	417	429	451	496
Non interest income	747	796	915	961	1,031
Total income	3,199	3,313	3,454	3,656	3,998
Staff costs	(188)	(183)	(192)	(197)	(207)
Other operating costs	(350)	(402)	(450)	(441)	(477)
Operating costs	(538)	(585)	(642)	(639)	(684)
Pre provision operating profit	2,662	2,729	2,812	3,017	3,314
Provision for bad and doubtful debt	(338)	(586)	(514)	(476)	(529)
Other provisions	-	-	-	-	-
Operating profit	2,324	2,143	2,298	2,541	2,785
Recurring non operating income	0	0	0	0	0
Associates	0	0	0	0	0
Goodwill amortization	-	-	-	-	-
Non recurring items	0	0	0	0	0
Profit before tax	2,324	2,143	2,298	2,541	2,785
Tax	(464)	(434)	(442)	(489)	(536)
Profit after tax	1,860	1,709	1,856	2,052	2,249
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	1,860	1,709	1,856	2,052	2,249
Non recurring items & goodwill (net)	-	-	0	0	0
Recurring net profit	1,860	1,709	1,856	2,052	2,249
Per share (THB)					
Recurring EPS *	0.40	0.30	0.33	0.36	0.40
Reported EPS	0.40	0.30	0.33	0.36	0.40
DPS	0.17	0.17	0.18	0.20	0.24
Growth					
Net interest income (%)	(3.0)	2.6	0.9	6.2	10.1
Non interest income (%)	6.8	6.6	14.9	5.0	7.3
Pre provision operating profit (%)	0.2	2.5	3.0	7.3	9.8
Operating profit (%)	(5.7)	(7.8)	7.2	10.6	9.6
Reported net profit (%)	(5.3)	(8.1)	8.6	10.6	9.6
Recurring EPS (%)	(22.6)	(25.0)	8.6	10.6	9.6
Reported EPS (%)	(22.6)	(25.0)	8.6	10.6	9.6
Income Breakdown					
Net interest income (%)	76.7	76.0	73.5	73.7	74.2
Net fees & commission (%)	9.9	11.5	14.1	14.0	13.4
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	-	-	-	-	-
Dividend income (%)	-	-	-	-	-
Other income (%)	13.5	12.6	12.4	12.3	12.4
Operating performance					
Gross interest yield (%)	7.04	7.05	6.75	6.85	6.95
Cost of funds (%)	2.70	2.49	2.45	2.75	2.90
Net interest spread (%)	4.34	4.56	4.30	4.10	4.05
Net interest margin (%)	4.9	5.2	4.9	4.8	4.8
Cost/income(%)	16.8	17.6	18.6	17.5	17.1
Cost/assets(%)	1.1	1.2	1.3	1.1	1.1
Effective tax rate (%)	19.9	20.2	19.3	19.3	19.3
Dividend payout on recurring profit (%)	42.2	56.3	56.0	56.0	60.0
ROE (%)	20.1	15.3	15.5	16.0	16.4
ROE - COE (%)	9.3	4.5	4.7	5.2	5.6
ROA (%)	3.7	3.5	3.6	3.7	3.6
RORWA (%)	-	-	-	-	-

* Pre-exceptional, pre-goodwill and fully diluted

Sources: Ratchthani Leasing; FSSIA estimates

Financial Statements

Ratchthani Leasing

Balance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Gross customer loans	47,976	49,396	53,348	58,682	65,724
Total provisions	(1,228)	(1,485)	(1,839)	(1,992)	(2,225)
interest in suspense	0	0	0	0	0
Net customer loans	46,748	47,911	51,509	56,690	63,499
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	0	0	0	0	0
Cash & equivalents	1,044	476	690	621	621
Other interesting assets	-	-	-	-	-
Tangible fixed assets	147	165	200	257	345
Associates	-	-	-	-	-
Goodwill	-	-	-	-	-
Other intangible assets	-	-	-	-	-
Other assets	579	671	511	695	891
Total assets	48,518	49,223	52,910	58,263	65,357
Customer deposits	0	0	0	0	0
Bank deposits	-	-	-	-	-
Other interest bearing liabilities	36,691	36,512	39,325	43,715	49,847
Non interest bearing liabilities	1,008	1,145	1,202	1,262	1,325
Hybrid Capital	-	-	-	-	-
Total liabilities	37,699	37,657	40,527	44,977	51,172
Share capital	5,663	5,663	5,663	5,663	5,663
Reserves	5,156	5,904	6,720	7,623	8,522
Total equity	10,819	11,567	12,383	13,286	14,185
Minority interests	0	0	0	0	0
Total liabilities & equity	48,518	49,223	52,910	58,263	65,357
Supplementary items					
Risk weighted assets (RWA)	n/a	n/a	n/a	n/a	n/a
Average interest earning assets	49,955	48,686	51,372	56,015	62,203
Average interest bearing liabilities	39,439	36,602	37,919	41,520	46,781
Tier 1 capital	n/a	n/a	n/a	n/a	n/a
Total capital	0	0	0	0	0
Gross non performing loans (NPL)	1,500	1,863	1,770	1,912	2,103
Per share (THB)					
Book value per share	1.91	2.04	2.19	2.35	2.50
Tangible book value per share	1.91	2.04	2.19	2.35	2.50
Growth					
Gross customer loans	(7.6)	3.0	8.0	10.0	12.0
Average interest earning assets	(0.6)	(2.5)	5.5	9.0	11.0
Total asset (%)	(4.6)	1.5	7.5	10.1	12.2
Risk weighted assets (%)	-	-	-	-	-
Customer deposits (%)	nm	nm	nm	nm	nm
Leverage & capital measures					
Customer loan/deposits (%)	-	-	-	-	-
Equity/assets (%)	22.3	23.5	23.4	22.8	21.7
Tangible equity/assets (%)	22.3	23.5	23.4	22.8	21.7
RWA/assets (%)	-	-	-	-	-
Tier 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
Asset Quality					
Change in NPL (%)	(26.8)	24.2	(5.0)	8.0	10.0
NPL/gross loans (%)	3.1	3.8	3.3	3.3	3.2
Total provisions/gross loans (%)	2.6	3.0	3.4	3.0	3.4
Total provisions/NPL (%)	81.9	79.7	103.9	104.2	105.8
Valuation					
Recurring P/E (x) *	9.5	12.7	11.7	10.5	9.6
Recurring P/E @ target price (x) *	11.9	15.9	14.6	13.2	12.1
Reported P/E (x)	9.5	12.7	11.7	10.5	9.6
Dividend yield (%)	4.5	4.5	4.8	5.3	6.2
Price/book (x)	2.0	1.9	1.7	1.6	1.5
Price/tangible book (x)	2.0	1.9	1.7	1.6	1.5
Price/tangible book @ target price (x)	2.5	2.4	2.2	2.0	1.9

* Pre-exceptional, pre-goodwill and fully diluted

Sources: Ratchthani Leasing; FSSIA estimates

Corporate Governance report of Thai listed companies 2021

EXCELLENT LEVEL – Score range 90-100										
AAV	BCPG	CPALL	GCAP	K	MSC	PLANET	SAMART	SPI	THRE	TVD
ADVANC	BDMS	CPF	GFPT	KBANK	MST	PLAT	SAMTEL	SPRC	THREL	TVI
AF	BEM	CPI	GGC	KCE	MTC	PORT	SAT	SPVI	TIPCO	TVO
AH	BGC	CPN	GLAND	KKP	MVP	PPS	SC	SSSC	TISCO	TWPC
AIRA	BGRIM	CRC	GLOBAL	KSL	NCL	PR9	SCB	SST	TK	U
AKP	BIZ	CSS	GPI	KTB	NEP	PREB	SCC	STA	TKT	UAC
AKR	BKI	DDD	GPSC	KTC	NER	PRG	SCCC	STEC	TMT	UBIS
ALT	BOL	DELTA	GRAMMY	LALIN	NKI	PRM	SCG	STI	TNDT	UV
AMA	BPP	DEMCO	GULF	LANNA	NOBLE	PROUD	SCGP	SUN	TNITY	VGI
AMATA	BRR	DRT	GUNKUL	LH	NSI	DRS	SCM	SUSCO	TOA	VIH
AMATAV	BTS	DTAC	HANA	LHFG	NVD	PSL	SDC	SUTHA	TOP	WACOAL
ANAN	BTW	DUSIT	HARN	LIT	NWR	PTG	SEAFCCO	SVI	TPBI	WAVE
AOT	BWG	EA	HMPRO	LPN	NYT	PTT	SEAOIL	SYMC	TQM	WHA
AP	CENTEL	EASTW	ICC	MACO	OISHI	PTTEP	SE-ED	SYNTEC	TRC	WHAUP
ARIP	CFRESH	ECF	ICHI	MAJOR	OR	PTTGC	SELIC	TACC	TRU	WICE
ARROW	CHEWA	ECL	III	MAKRO	ORI	PYLON	SENA	TASCO	TRUE	WINNER
ASP	CHO	EE	ILINK	MALEE	OSP	Q-CON	SHR	TCAP	TSC	ZEN
AUCT	CIMBT	EGCO	ILM	MBK	OTO	QH	SIRI	TEAMG	TSR	
AWC	CK	EPG	INTUCH	MC	PAP	QTC	SIS	TFMAMA	TSTE	
AYUD	CKP	ETC	IP	MCOT	PCSGH	RATCH	SITHAI	TGH	TSTH	
BAFS	CM	FPI	IRPC	METCO	PDG	RS	SMK	THANA	TTA	
BANPU	CNT	FPT	ITEL	MFEC	PDJ	S	SMPC	THANI	TTB	
BAY	COM7	FSMART	IVL	MINT	PG	S & J	SNC	THCOM	TTCL	
BBL	COMAN	GBX	JSP	MONO	PHOL	SAAM	SONIC	THG	TTW	
BCP	COTTO	GC	JWD	MOONG	PLANB	SABINA	SPALI	THIP	TU	
VERY GOOD LEVEL – Score range 80-89										
2S	ASIMAR	CHOW	FLOYD	IT	LOXLEY	OCC	RPC	SKY	TCC	TVT
7UP	ASK	CI	FN	ITD	LRH	OGC	RT	SLP	TCMC	TWP
ABICO	ASN	CIG	FNS	J	LST	PATO	RWI	SMIT	TEAM	UEC
ABM	ATP30	CMC	FORTH	JAS	M	PB	S11	SMT	TFG	UMI
ACE	B	COLOR	FSS	JCK	MATCH	PICO	SA	SNP	TFI	UOBKH
ACG	BA	CPL	FTE	JCKH	MBAX	PIMO	SAK	SO	TIGER	UP
ADB	BAM	CPW	FVC	JMART	MEGA	PJW	SALEE	SORKON	TITLE	UPF
AEONTS	BC	CRD	GEL	JMT	META	PL	SAMCO	SPA	TKN	UPOIC
AGE	BCH	CSC	GENCO	KBS	MFC	PM	SANKO	SPC	TKS	UTP
AHC	BEC	CSP	GJS	KCAR	MGT	PMTA	SAPPE	SPCG	TM	VCOM
AIT	BEYOND	CWT	GYT	KEX	MICRO	PPP	SAWAD	SR	TMC	VL
ALL	BFIT	DCC	HEMP	KGI	MILL	PPPM	SCI	SRICHA	TMD	VPO
ALLA	BJC	DCON	HPT	KIAT	MITSIB	PRIME	SCN	SSC	TMI	VRANDA
ALUCON	BJCHI	DHOUSE	HTC	KISS	MK	PRIN	SCP	SSF	TMILL	WGE
AMANAH	BLA	DOD	HYDRO	KOOL	MODERN	PRINC	SE	STANLY	TNL	WIJK
AMARIN	BR	DOHOME	ICN	KTIS	MTI	PSG	SFLEX	STGT	TNP	WP
APCO	BROOK	DV8	IFS	KUMWEL	NBC	PSTC	SFP	STOWER	TOG	XO
APCS	CBG	EASON	IMH	KUN	NCAP	PT	SFT	STPI	TPA	XPG
APURE	CEN	EFORL	IND	KWC	NCH	QLT	SGF	SUC	TPAC	YUASA
AQUA	CGH	ERW	INET	KWM	NETBAY	RBF	SIAM	SWC	TPCS	
ASAP	CHARAN	ESSO	INSET	L&E	NEX	RCL	SINGER	SYNEX	TPS	
ASEFA	CHAYO	ESTAR	INSURE	LDC	NINE	RICHY	SKE	TAE	TRITN	
ASIA	CHG	ETE	IRC	LEO	NRF	RML	SKN	TAKUNI	TRT	
ASIAN	CHOTI	FE	IRCP	LHK	NTV	ROJNA	SKR	TBSP	TSE	
GOOD LEVEL – Score range 70-79										
A	BGT	CITY	GIFT	JTS	MDX	PK	SGP	SUPER	TQR	YGG
AI	BH	CMAN	GLOCON	JUBILE	MJD	PLE	SICT	SVOA	TTI	ZIGA
AIE	BIG	CMO	GREEN	KASET	MORE	PPM	SIMAT	TC	TYCN	
AJ	BLAND	CMR	GSC	KCM	MUD	PRAKIT	SISB	TCCC	UKEM	
ALPHAX	BM	CPT	GTB	KK	NC	PRAPAT	SK	THMUI	UMS	
AMC	BROCK	CRANE	HTECH	KKC	NDR	PRECHA	SMART	TNH	UNIQ	
APP	BSBM	CSR	HUMAN	KWI	NFC	PTL	SOLAR	TNR	UPA	
AQ	BSM	D	IHL	KYE	NNCL	RJH	SPACK	TOPP	UREKA	
ARIN	BTNC	EKH	IIG	LEE	NOVA	RP	SPG	TPCH	VIBHA	
AS	BYD	EMC	INGRS	LPH	NPK	RPH	SQ	TPIPL	W	
AU	CAZ	EP	INOX	MATI	NUSA	RSP	SSP	TIPIP	WIN	
B52	CCP	F&D	JAK	M-CHAI	PAF	SABUY	STARK	TPLAS	WORK	
BEAUTY	CGD	FMT	JR	MCS	PF	SF	STC	TPOLY	WPH	

Disclaimer:

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

Sources: Thai Institute of Directors Association (IOD); FSSIA's compilation; data as of 26 October 2021

Anti-corruption Progress Indicator

CERTIFIED										
2S	BCH	CPALL	GC	K	MFC	PE	QLT	SNP	THCOM	TU
7UP	BCP	CPF	GCAP	KASET	MFEC	PG	QTC	SORKON	THIP	TVD
ADVANC	BCPG	CPI	GEL	KBANK	MILL	PHOL	RATCH	SPACK	THRE	TVI
AF	BE8	CPN	GFPT	KBS	MINT	PK	RML	SPALI	THREL	TVO
AI	BEYOND	CSC	GGC	KCAR	MONO	PL	RWI	SPC	TIDLOR	TWPC
AIE	BGC	DCC	GJS	KCE	MOONG	PLANB	S & J	SPI	TIPCO	U
AIRA	BGRIM	DELTA	GPI	KGI	MSC	PLANET	SAAM	SPRC	TISCO	UBE
AKP	BJCHI	DEMCO	GPSC	KKP	MST	PLAT	SABINA	SRICHA	TKS	UBIS
ALPHAX	BKI	DIMET	GSTEEL	KSL	MTC	PM	SAPPE	SSF	TKT	UEC
AMA	BLA	DRT	GUNKUL	KTB	MTI	PPP	SAT	SSP	TMD	UKEM
AMANAHA	BPP	DTAC	HANA	KTC	NBC	PPPM	SC	SSSC	TMILL	UOBKH
AMATA	BROOK	DUSIT	HARN	KWC	NEP	PPS	SCB	SST	TMT	UPF
AMATAV	BRR	EA	HEMP	KWI	NINE	PR9	SCC	STA	TNITY	UV
AP	BSBM	EASTW	HENG	L&E	NKI	PREB	SCCC	STOWER	TNL	VGI
APCS	BTS	ECL	HMPRO	LANNA	NMG	PRG	SCG	SUSCO	TNP	VIH
AQUA	BWG	EGCO	HTC	LH	NNCL	PRINC	SCN	SVI	TNR	WACOAL
ARROW	CEN	EP	ICC	LHFG	NOBLE	PRM	SEAOIL	SYMC	TOG	WHA
AS	CENTEL	EPG	ICHI	LHK	NOK	PROS	SE-ED	SYNTEC	TOP	WHAUP
ASIAN	CFRESH	ERW	IFEC	LPN	NSI	PSH	SELIC	TAE	TOPP	WICE
ASK	CGH	ESTAR	IFS	LRH	NWR	PSL	SENA	TAKUNI	TPA	WIJK
ASP	CHEWA	ETE	ILINK	M	OCC	PSTC	SGP	TASCO	TPP	XO
AWC	CHOTI	FE	INET	MAKRO	OGC	PT	SINGER	TBSP	TRU	ZEN
AYUD	CHOW	FNS	INSURE	MALEE	ORI	PTG	SIRI	TCAP	TRUE	
B	CIG	FPI	INTUCH	MATCH	PAP	PTT	SITHAI	TCMC	TSC	
BAFS	CIMBT	FPT	IRC	MBAX	PATO	PTTEP	SKR	TFG	TSTE	
BAM	CM	FSMART	IRPC	MBK	PB	PTTGC	SMIT	TFI	TSTH	
BANPU	CMC	FSS	ITEL	MC	PCSGH	PYLON	SMK	TFMAMA	TTA	
BAY	COM7	FTE	IVL	MCOT	PDG	Q-CON	SMPC	TGH	TTB	
BBL	COTTO	GBX	JKN	META	PDJ	QH	SNC	THANI	TTCL	
DECLARED										
AJ	CHG	DDD	ETC	JR	MAJOR	NUSA	RS	SSS	TQM	YUASA
ALT	CPL	DHOUSE	FLOYD	JTS	NCAP	NYT	SAK	STECH	TSI	ZIGA
APCO	CPR	DOHOME	GULF	KEX	NCL	OR	SCGP	STGT	VARO	
B52	CPW	ECF	III	KUMWEL	NOVA	PIMO	SCM	TKN	VCOM	
BEC	CRC	EKH	INOX	LDC	NRF	PLE	SIS	TMI	VIBHA	

Level	
Certified	This level indicates practical participation with thoroughly examination in relation to the recommended procedures from the audit committee or the SEC's certified auditor, being a certified member of Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) or already passed examination to ensure independence from external parties.
Declared	This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)

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Note: Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of 26 October 2021) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

Sources: The Securities and Exchange Commission, Thailand; * FSSIA's compilation

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ANALYST(S) CERTIFICATION

Yuvanart Suwanumchai FSS International Investment Advisory Securities Co., Ltd

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Company	Ticker	Price	Rating	Valuation & Risks
Ratchthani Leasing	THANI TB	THB 3.82	BUY	Downside risks to our GGM-derived TP include 1) an economic slowdown, especially for logistics activities and private investment; 2) deteriorating asset quality; and 3) changes in financial regulations from the Bank of Thailand.
Aeon Thana Sinsap (Thailand)	AEONTS TB	THB 154.00	HOLD	Downside risks to our GGM-derived TP include 1) intense competition; 2) regulatory actions to curb industry growth; and 3) deteriorating asset quality. The upside risk is stronger-than-expected asset quality.
Krungthai Card	KTC TB	THB 54.25	HOLD	Upside risks to our GGM-derived TP include: 1) stronger-than-expected cost of funds controlling; and 2) better-than-expected bad debt recovery. Downside risks are: 1) regulatory actions to curb industry growth; and 2) deteriorating asset quality.
Muangthai Capital	MTC TB	THB 42.25	BUY	Downside risks to our GGM-based TP include 1) a further weakening of asset quality that could potentially hit both loan yield and credit cost; and 2) changes in financial regulations by the Bank of Thailand and the Office of Consumer Protection Board.
Srisawad Corp	SAWAD TB	THB 46.75	BUY	Downside risks to our GGM-based TP include 1) a further weakening of asset quality that could potentially hit both loan yield and credit cost; and 2) changes in financial regulations by the Bank of Thailand and the Office of Consumer Protection Board.
Saksiam Leasing	SAK TB	THB 6.70	BUY	Downside risks to our GGM-derived TP include 1) competition from existing and new players; 2) regulatory changes by the Bank of Thailand (BoT); and 3) a slower-than-expected reduction in its cost of funds due to a shift toward more long-term loans.
Ngern Tid Lor	TIDLOR TB	THB 26.25	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.
Micro Leasing	MICRO TB	THB 4.82	HOLD	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) higher-than-expected policy rate hikes. Upside risks include 1) efficient asset quality control; and 2) the faster ramping up of its new businesses, including new motorcycle hire purchase loans, truck title loans, and insurance brokerage
Singer Thailand	SINGER TB	THB 38.00	BUY	Downside risks to our GGM-derived TP include 1) an economic slowdown leading to slower loan growth and lower sales of electrical products and home appliances; and 2) deteriorating asset quality.
Bangkok Commercial Asset Mngt.	BAM TB	THB 16.20	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 9.85	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 68.50	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.
Knight Club Capital Asset Management	KCC TB	THB 5.95	BUY	Downside risks to our GGM-based TP include 1) lower cash collection due to the slow economic recovery; and 2) lower-than-expected bad debt acquisition.
Thanachart Capital	TCAP TB	THB 36.25	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 4.34	HOLD	Downside risks to our GGM-derived TP include 1) an economic slowdown; 2) deteriorating asset quality; and 3) tighter competition from new players. Upside risks to our TP include 1) strong demand for motorcycles; and 2) a higher rate cap than our base-case assumption of 28% p.a.

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

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All share prices are as at market close on 15-Jul-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.