

# SAKSIA LEASING SAK TB

## THAILAND / DIVERSIFIED FINANCIALS

# BUY

UNCHANGED

### บวกน้อยลงแต่ยังคงแนะนำซื้อ

- คาดกำไรสุทธิ 2Q22 ในระดับดีพอใช้ที่ 166 ลบ.; สินเชื่อน่าจะโตดีแต่หนี้ด้อยคุณภาพ (NPL) น่าจะอยู่ในระดับสูง
- ปรับลดประมาณการกำไรปี 2022-24 เพื่อสะท้อนอัตราดอกเบี้ยที่อาจปรับขึ้น เงินเฟ้อที่อยู่ในระดับสูง และความล่าช้าโครงการโทรคมนาคม
- บวกน้อยลงแต่ยังคงแนะนำซื้อที่ราคาเป้าหมายปี 2023 ที่ 9.7 บาท (GGM)

TARGET PRICE	THB9.70
CLOSE	THB7.40
UP/DOWNSIDE	+31.1%
PRIOR TP	THB12.00
CHANGE IN TP	-19.2%
TP vs CONSENSUS	-5.2%

### KEY STOCK DATA

YE Dec (THB m)	2021	2022E	2023E	2024E
Operating profit	758	935	1,178	1,437
Net profit	608	748	945	1,150
EPS (THB)	0.29	0.36	0.45	0.55
vs Consensus (%)	-	(3.5)	(2.2)	(3.5)
Core net profit	608	748	945	1,150
Core EPS (THB)	0.29	0.36	0.45	0.55
Chg. In EPS est. (%)	-	(11.1)	(10.9)	(12.2)
EPS growth (%)	(17.7)	23.1	26.3	21.7
Core P/E (x)	25.5	20.7	16.4	13.5
Dividend yield (%)	1.6	1.4	1.8	2.2
Price/book (x)	3.2	2.9	2.6	2.3
ROE (%)	12.9	14.5	16.4	17.7
ROA (%)	6.6	7.0	7.1	7.1

### คาดว่าสินเชื่อจะโตดี แต่ NPL น่าจะปรับขึ้นใน 2Q22

เราคาดว่า SAK จะรายงานกำไรสุทธิ 2Q22 ที่ 166 ลบ. (+21% y-y, +1% q-q) เราเห็นว่าผลประกอบการในไตรมาสนี้น่าจะมีทั้งดีและเสีย ในด้านบวกเราคาดว่าสินเชื่อจะโตดีที่ 9% q-q จากการกลับมาของกิจกรรมทางธุรกิจและฤดูกาลเกษตร อย่างไรก็ตามเราเห็นปัจจัยลบ 2 ประการ ข้อแรกเราคิดว่า NPL น่าจะเพิ่มในระดับสูงถึง 17% q-q คิดเป็นอัตราส่วน NPL ที่ 2.5% จาก 2.3% ใน 1Q22 จากการสิ้นสุดโครงการบรรเทาหนี้และสถานะเงินเฟ้อที่อยู่ในระดับสูง ด้วยเหตุดังกล่าวเราจึงคาดว่า SAK จะจัดสรรต้นทุนความเสี่ยงในการปล่อยสินเชื่อเพิ่มเป็น 210 bps ใน 2Q22 จาก 130 bps ใน 1Q22 ข้อสองเราคิดว่าอัตราส่วนค่าใช้จ่ายต่อรายได้รวม (Cost to income) จะยังอยู่ในระดับสูงที่ 50% เนื่องจาก SAK ขยายสาขาเป็นจำนวนมากในตอนต้นอย่างต่อเนื่อง โดยบริษัทฯ ได้เพิ่มสาขาใหม่ 171 แห่งในช่วง 1H22 จากเป้าหมายปี 2022 ที่ 200 สาขา

### คาดผลประกอบการจะดีขึ้นในช่วง 2H22

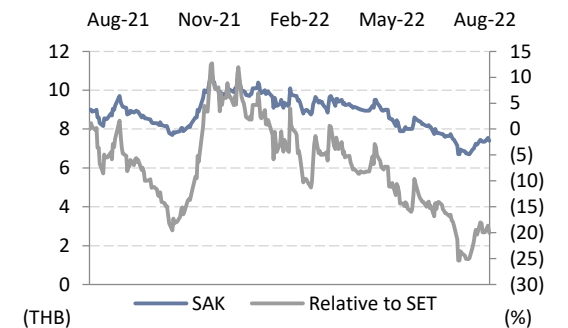
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### ผลกระทบสุทธิจากการขึ้นอัตราดอกเบี้ยและเงินเฟ้อที่อยู่ในระดับสูง

การขึ้นอัตราดอกเบี้ยและเงินเฟ้อที่อยู่ในระดับสูงน่าจะส่งผลกระทบต่อ SAK ใน 3 ด้าน ประกอบด้วย 1 ด้านบวก (สินเชื่อโตดีขึ้น) และ 2 ด้านลบ (ส่วนต่างดอกเบี้ยที่ลดลงเพิ่มขึ้นและอัตราดอกเบี้ยของสินทรัพย์เพิ่มขึ้นซึ่งมีรายละเอียดอยู่ในรายงานนี้) ในภาพรวมเราเห็นผลกระทบเชิงลบสุทธิต่อผลประกอบการของ SAK ซึ่งทำให้เราปรับลดประมาณการกำไรสุทธิของเราในปี 2022/23/24 ลง 11%/11%/12%

### Roll forward to GGM-based 2023 TP of THB9.7

เรามอง SAK เป็นบวกน้อยลงจาก NPL ที่เพิ่มมากขึ้นและภาระชดเชยโครงการโทรคมนาคม อย่างไรก็ตามเราคงแนะนำซื้อหลังปรับประมาณการไปในปี 2023 และได้ราคาเป้าหมายใหม่ที่ 9.7 บาท ลดลงจากราคาเป้าหมายในปี 2022 ที่ 12.0 บาท เราคิดว่า SAK น่าจะรายงานกำไรสุทธิปี 2023 ไตรมาสสุดท้ายที่ 26% y-y ส่วนมากจากสินเชื่อที่โตดีและการประหยัดต่อขนาดที่เพิ่มขึ้น



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(0.7)	(17.8)	(15.4)
Relative to country (%)	(1.7)	(14.5)	(18.0)
Mkt cap (USD m)	430		
3m avg. daily turnover (USD m)	0.6		
Free float (%)	21		
Major shareholder	Boonsalee Family (67%)		
12m high/low (THB)	11.00/6.55		
Issued shares (m)	935		

Sources: Bloomberg consensus; FSSIA estimates



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บทวิเคราะห์ฉบับนี้แปลมาจากบทวิเคราะห์ของ FSSIA ฉบับวันที่ 4 สิงหาคม 2022

## 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 are less bullish on SAK due to the higher-than-expected increase in its NPLs and the delay in its drone project. However, we reiterate our BUY call with a 2023 TP of THB9.7 as we think SAK should deliver the strongest 2023 net profit growth at 26% y-y, driven mainly by its solid loan growth and economies of scale.

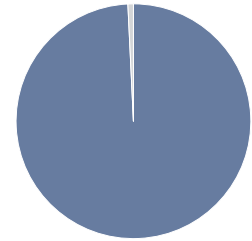
## Company profile

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)

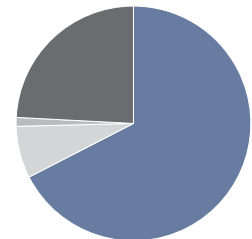
- Net interest income - 99.2 %
- Non-interest income - 0.8 %



Source: Saksiam Leasing

## Major shareholders

- Boonsalee Family - 67.5 %
- Bualuang Asset Management - 7.2 %
- Mr. Noppachai Nopsuwanwong - 1.2 %
- Others - 24.2 %



Source: Saksiam Leasing

## Catalysts

Potential share price catalysts for SAK include:

- Stronger loan growth;
- 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
11 August 2022	2Q22 results announcement

## Key assumptions

Year to Dec	2022E	2023E	2024E
	(%)	(%)	(%)
Net profit (THB m)	748	945	1,150
Net profit growth	23.1	26.3	21.7
NIM	21.67	21.23	20.68
Loan growth	30.0	25.0	22.0
Credit cost (bp)	200	210	225
Cost to income	48.5	47.3	45.7

Source: FSSIA estimates

## Earnings sensitivity

Year to Dec	----- 2022E -----			
	±2ppt	28.0	30.0	32.0
Loan growth				
% change in net profit		(1.9)	-	1.9
NIM (%)	±5bp	21.62	21.67	21.72
% change in net profit		(0.5)	-	0.5
Credit cost (bps)	±10bp	190.0	200.0	210.0
% change in net profit		1.0	-	(1.0)

Source: FSSIA estimates



## Expect strong loan growth, but higher NPLs in 2Q22

We expect SAK to report a 2Q22 net profit of THB166m (+21% y-y, +1% q-q). There should be mixed performance in this quarter, in our view. On the positive side, we expect strong loan growth of 9% q-q due to the resumption of business activity and agricultural seasonality. However, we see two main negatives. First, we think its non-performing loans (NPLs) should increase substantially by 17% q-q, implying an NPL ratio of 2.5% from 2.3% in 1Q22, due to the end of forbearance program and the high inflation environment. Hence, we expect SAK to set a higher credit cost of 210 bps in 2Q22 from 130 bps in 1Q22. Second, we expect its cost to income to remain at a high level of 50%, as SAK continues to front-load its branch expansion, adding 171 new branches in 1H22 from its 2022 target of 200 branches. The aggressive branch expansion should benefit the company in 2H22.

### Exhibit 1: SAK – 2Q22 results preview

Year-end Dec 31	2Q21	1Q22	2Q22E	---- Change ----		----- 1H22E -----			2022E	Change	Comments
	(THB m)	(THB m)	(THB m)	(y-y%)	(q-q%)	(THB m)	(y-y %)	%22E	(THB m)	(y-y %)	
Net interest income	417	490	517	24	6	1,006	28	46	2,196	27	
Non-interest income	3	4	3	(10)	(32)	7	10	55	13	0	
<b>Operating income</b>	<b>420</b>	<b>494</b>	<b>519</b>	<b>24</b>	<b>5</b>	<b>1,013</b>	<b>28</b>	<b>46</b>	<b>2,209</b>	<b>27</b>	
Operating expenses	238	259	262	10	1	521	14	49	1,071	16	
<b>PPOP before tax</b>	<b>183</b>	<b>235</b>	<b>258</b>	<b>41</b>	<b>10</b>	<b>493</b>	<b>47</b>	<b>43</b>	<b>1,138</b>	<b>38</b>	
Provision	12	29	51	330	73	80	378	39	203	219	
Income tax	34	42	41	23	(0)	83	32	44	187	24	
Minority interest	0	0	0			0			0		
<b>Normalised profit</b>	<b>137</b>	<b>164</b>	<b>166</b>	<b>21</b>	<b>1</b>	<b>330</b>	<b>29</b>	<b>44</b>	<b>748</b>	<b>23</b>	
Extraordinary items	0	0	0			0			0		
<b>Net profit</b>	<b>137</b>	<b>164</b>	<b>166</b>	<b>21</b>	<b>1</b>	<b>330</b>	<b>29</b>	<b>44</b>	<b>748</b>	<b>23</b>	
EPS (THB)	0.07	0.08	0.08	21	1	0.16	29	44	0.36	23	
<b>Asset quality ratio</b>											
Gross NPLs (THB m)	167	211	247	48	17				277	45	
NPL ratios (%)	2.14	2.29	2.46						2.42		
LLR/NPLs (%)	104	111	111						130		
Credit cost (bp)	64	130	210						200		
<b>Profitability ratio</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>						<b>(%)</b>		
Cost to income ratio	56.5	52.4	50.4						48.5		
Average yield	23.9	23.2	23.2						23.2		
Cost of fund	2.7	2.9	3.2						3.0		
Net interest margin (NIM)	22.8	21.8	21.5						21.7		
Non-int inc/total income	0.8	0.9	0.6						38.5		
<b>Loan growth</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>						<b>(%)</b>		
y-y	25.3	32.9	29.1						30.0		
q-q	12.2	4.5	9.0								

Source: SAK; FSSIA estimates

## Net negative impact from rate hikes and high inflation

Rate hikes and high inflation should impact SAK in three key areas, including one positive – stronger loan growth – and two negatives: an intensified NIM squeeze and a higher asset deterioration rate.

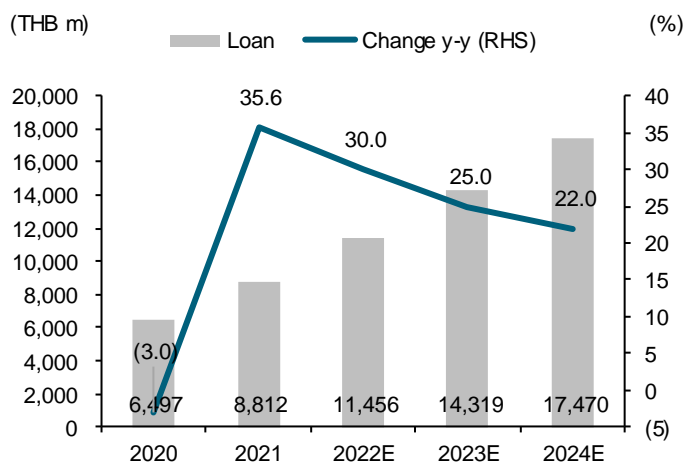
**1) Stronger loan growth.** We expect stronger loan demand for SAK as its clients, farmers in particular, borrow more to compensate for the higher agricultural costs. However, we think this upside will be dragged down by lower loan growth from the delay in its drone project due to the raw material shortage from China’s lockdown and the slow staff training to sell drones. Therefore, we maintain our loan growth forecasts in 2022-24.

**2) Greater NIM squeeze.** We expect SAK’s NIM to narrow, as cost of funds should increase along with the rise in the M-rate of banks, while its loan yields are fixed rate. Thus, we revise up our cost of funds assumptions in 2022-24.

**3) Higher asset deterioration rate.** We think the debt repayment ability of SAK’s clients might decline amid the high inflation, especially for unsecured lending (c16% of total portfolio). Thus, we increase our NPL and credit cost estimates in 2022-24.

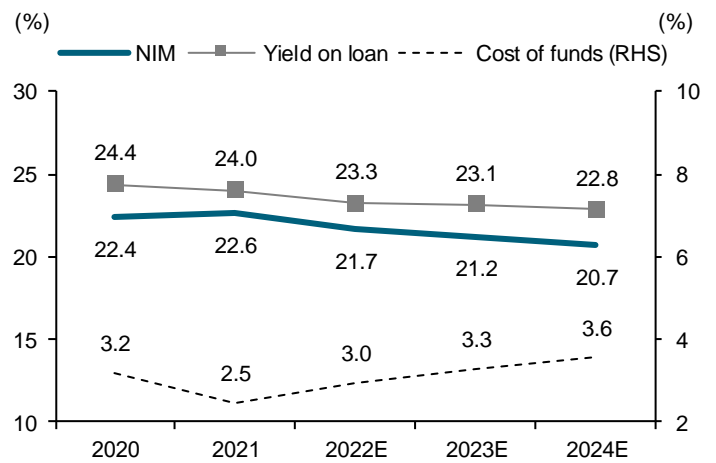
All in all, we see a net negative impact on SAK’s performance from the potential rate hikes and high inflation. Therefore, we lower our net profit forecasts for 2022/23/24 by 11%/11%/12%.

**Exhibit 2: Loan growth (% y-y)**



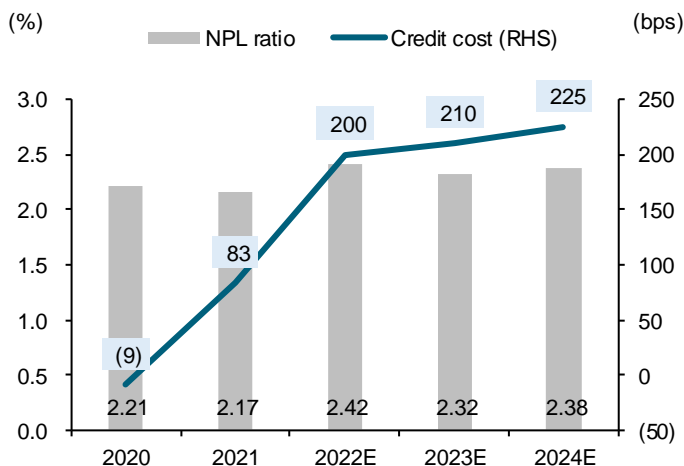
Sources: FSSIA’s estimates

**Exhibit 3: NIM, loan yield, and cost of funds**



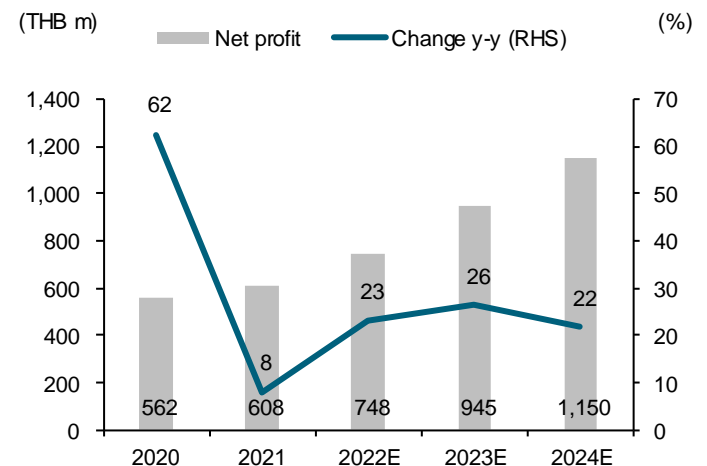
Sources: FSSIA’s estimates

**Exhibit 4: NPL ratio (%) and credit cost (bps)**



Sources: FSSIA estimates

**Exhibit 5: Net profit growth (% y-y)**



Sources: FSSIA estimates

## Earnings and target price revisions

We lower our net profit forecasts for 2022/23/24 by 11%/11%/12% to mainly reflect a rise in cost of funds from the potential rate hike and an increase in its expected credit loss (ECL) from the higher asset deterioration rate following the high inflation. We also revise down the expected loan volume from its drone project. However, this should be totally offset by stronger auto title loan demand from the high inflation. Thus, we retain our loan growth assumptions.

To recap, FSSIA believes the Bank of Thailand (BoT)'s upcoming MPC meeting on 10 Aug-22 is likely to result in a hike in its policy rate by 0.25%, followed by another 0.25% hike in Nov-22, with the aim of proactively reining in consumer inflation expectations, given the rising prices of energy, electricity, and food despite the potential for collateral damage in the form of lower GDP in 2022-23. Then in 2023, we expect the BoT to hike its rate by 0.25% twice, likely in 1H23, in order to curb inflation and – mostly importantly – crush higher consumer inflation expectations. Note that we forecast banks to increase their M-rate to only 50% of the policy rate hike vs the normal rate of 60-70% due to the slow economic recovery.

### Exhibit 6: 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	1,731	2,231	2,196	(1.6)	2,758	2,736	(0.8)	3,334	3,287	(1.4)
Non-interest income	13	17	13	(23.2)	20	15	(24.2)	23	17	(25.0)
Operating income	1,744	2,249	2,209	(1.8)	2,778	2,751	(1.0)	3,357	3,304	(1.6)
Operating expenses	922	1,071	1,071	0.0	1,269	1,303	2.6	1,494	1,509	1.0
<b>PPOP before tax</b>	<b>822</b>	<b>1,177</b>	<b>1,138</b>	<b>(3.4)</b>	<b>1,509</b>	<b>1,448</b>	<b>(4.0)</b>	<b>1,863</b>	<b>1,795</b>	<b>(3.7)</b>
Expected credit loss (Reversal)	64	128	203	58.7	187	271	44.8	230	358	55.2
Tax expenses	151	208	187	(10.0)	262	233	(10.9)	323	287	(11.1)
Minority interest	-	0	-		0	-		-	-	
<b>Normalised profit</b>	<b>608</b>	<b>842</b>	<b>748</b>	<b>(11.1)</b>	<b>1,060</b>	<b>945</b>	<b>(10.9)</b>	<b>1,309</b>	<b>1,150</b>	<b>(12.2)</b>
Extraordinary items	-	0	-		0	-		-	-	
<b>Net profit</b>	<b>608</b>	<b>842</b>	<b>748</b>	<b>(11.1)</b>	<b>1,060</b>	<b>945</b>	<b>(10.9)</b>	<b>1,309</b>	<b>1,150</b>	<b>(12.2)</b>
EPS (THB)	0.29	0.40	0.36	(11.1)	0.5	0.45	(10.9)	0.62	0.55	(12.2)
<b>Key statistics and ratios</b>										
<b>Asset quality ratio</b>										
Gross NPLs (THB m)	191	248	277	11.5	310	332	7.1	388	415	7.1
Gross NPLs / Loans (%)	2.2	2.2	2.4		2.2	2.3		2.22	2.38	
Loan loss reserve/NPLs (%)	109	114	130		131	170		137	197	
Credit cost (bps)	83	126	200		145	210		145	225	
<b>Profitability ratio (%)</b>										
Cost to income ratio	52.9	47.6	48.5		45.7	47.3		44.5	45.7	
Average yield	24.0	23.20	23.20		23.10	23.10		22.80	22.80	
Cost of funds	2.46	2.85	2.95		3.00	3.30		3.05	3.55	
Net interest margin (NIM)	22.6	21.75	21.67		21.37	21.23		20.95	20.68	
<b>Loan growth (%)</b>										
y-y	35.6	30.0	30.0		25.0	25.0		22.0	22.0	

Sources: SAK; FSSIA estimates

### Exhibit 7: Net profits from drone project

	2022E	2023E	2024E
	(THB m)	(THB m)	(THB m)
<b>1) Selling business</b>			
No. of drones (drones)	300	600	1,000
Sale	48	96	160
Net profit	4	17	40
<b>Contribution to SAK (70%)</b>	<b>3</b>	<b>12</b>	<b>28</b>
<b>2) Lending business</b>			
Gross loans	48	96	112
Net interest income	6	9	12
OPEX	4	6	6
ECL	0	1	1
Tax	1	2	2
<b>Net profit</b>	<b>0</b>	<b>1</b>	<b>4</b>
<b>Total incremental profit from drone project</b>	<b>3</b>	<b>12</b>	<b>32</b>

Sources: SAK; FSSIA estimates

We roll forward our valuation to 2023 and derive a new TP of THB9.7, down from our 2022 TP of THB12, as we believe the company should be negatively impacted by the rate hikes and high inflation. Our TP implies 0.82x 2023E PEG and 3.3x 2023E P/BV, 0.5 STD below its two-year average. We maintain our BUY rating.

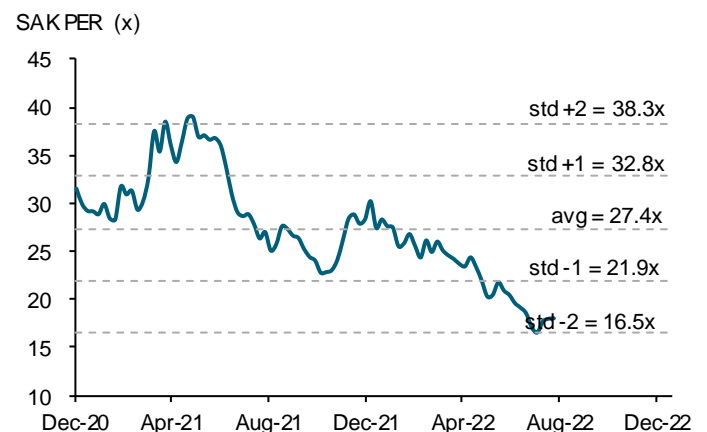
**Exhibit 8: SAK – GGM-derived target price**

Target price (THB)	9.7 (from 12.0)
Recommendation	BUY (unchanged)
Risk-free rate (%)	3.0 (unchanged)
Market risk premium (%)	8.0 (unchanged)
Cost to equity (%)	11.6 (unchanged)
Terminal growth (%)	9.3 (from 9.9)
ROE target (%)	17.0 (from 17.8)
Target PBV (x)	3.3 (from 4.6)

Source: FSSIA estimates

**Exhibit 9: SAK – prospective P/BV band**

Sources: Bloomberg; FSSIA estimates

**Exhibit 10: SAK – prospective P/E band**

Sources: Bloomberg; FSSIA estimates

**Exhibit 11: Diversified financial companies under coverage – summary of key valuations**

	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)
<b>Diversified financials</b>						20,743	12.9	20.0	23.3	18.9	16.0	16.4	3.2	2.8
<b>Unsecured-loan lender</b>						5,340	13.0	7.3	18.9	17.6	23.1	21.6	4.2	3.6
Aeon Thana Sinsap (Thailand)	AEONTS TB	HOLD	175.50	188.00	7	1,215	19.0	7.0	10.4	9.7	19.8	18.5	1.9	1.7
Krungthai Card	KTC TB	HOLD	57.75	60.00	4	4,125	11.2	7.4	21.4	19.9	24.1	22.5	4.8	4.2
<b>Auto-title lender</b>						7,239	10.4	20.5	17.6	14.6	18.1	19.1	3.0	2.6
Muangthai Capital	MTC TB	BUY	48.75	60.00	23	2,863	14.3	23.0	18.3	14.9	20.7	21.3	3.5	2.9
Srisawad Corp	SAWAD TB	BUY	51.00	62.00	22	1,940	0.8	19.3	15.1	12.7	17.8	19.4	2.6	2.3
Saksiam Leasing	SAK TB	BUY	7.40	9.70	31	430	23.1	26.3	20.7	16.4	14.5	16.4	2.9	2.6
Ngern Tid Lor	TIDLOR TB	BUY	29.00	37.00	28	2,006	11.4	16.9	18.5	15.8	15.6	16.3	2.8	2.4
<b>Truck lender</b>						1,814	0.8	26.6	25.5	19.6	10.4	12.0	2.2	2.1
Micro Leasing	MICRO TB	HOLD	5.25	5.50	5	136	0.4	39.0	26.1	18.8	9.3	11.9	2.4	2.1
Singer Thailand	SINGER TB	BUY	45.00	59.00	31	1,022	(4.1)	35.2	33.5	24.8	7.2	9.4	2.4	2.3
Ratchthani Leasing	THANI TB	BUY	4.18	4.80	15	656	8.6	10.6	12.8	11.5	15.5	16.0	1.9	1.8
<b>Asset management</b>						5,065	23.2	33.7	39.2	28.8	9.5	10.9	3.6	3.1
Bangkok Commercial Asset Mngt.	BAM TB	BUY	17.20	25.50	48	1,540	23.2	26.6	17.4	13.7	7.5	8.6	1.3	1.1
Chayo Group	CHAYO TB	BUY	10.80	16.60	54	319	96.6	(14.9)	24.1	28.4	15.5	8.9	3.0	2.2
JMT Network Services	JMT TB	BUY	76.50	92.00	20	3,092	16.4	41.5	51.0	36.0	10.0	12.3	4.7	4.1
Knight Club Capital Asset Mngt.	KCC TB	BUY	6.65	5.10	(23)	114	3.0	51.5	56.6	37.4	7.9	8.6	3.5	3.0
<b>Other</b>						1,111	4.1	8.5	7.3	6.7	8.0	8.2	0.6	0.5
Thanachart Capital	TCAP TB	HOLD	38.25	42.00	10	1,111	4.1	8.5	7.3	6.7	8.0	8.2	0.6	0.5
<b>Hire purchase motorcycle</b>						174	(9.5)	(4.0)	14.9	15.5	10.1	7.6	1.3	1.1

Next Capital	NCAP TB	HOLD	4.66	7.60	63	174	(9.5)	(4.0)	14.9	15.5	10.1	7.6	1.3	1.1
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\*KTC, MICRO, SINGER, and THANI's target prices are 2023 GGM-based  
Share prices as of 2 Aug 2022; Sources: Bloomberg; 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	2,351	2,977	3,624
Interest expense	(131)	(104)	(155)	(241)	(337)
Net interest income	1,476	1,731	2,196	2,736	3,287
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	8	10	12
Non interest income	7	13	13	15	17
Total income	1,482	1,744	2,209	2,751	3,304
Staff costs	-	-	-	-	-
Other operating costs	(788)	(922)	(1,071)	(1,303)	(1,509)
Operating costs	(788)	(922)	(1,071)	(1,303)	(1,509)
Pre provision operating profit	695	822	1,138	1,448	1,795
Provision for bad and doubtful debt	6	(64)	(203)	(271)	(358)
Other provisions	-	-	-	-	-
Operating profit	700	758	935	1,178	1,437
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	935	1,178	1,437
Tax	(138)	(151)	(187)	(233)	(287)
Profit after tax	562	608	748	945	1,150
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	562	608	748	945	1,150
Non recurring items & goodwill (net)	-	-	0	0	0
Recurring net profit	562	608	748	945	1,150
<b>Per share (THB)</b>					
Recurring EPS *	0.35	0.29	0.36	0.45	0.55
Reported EPS	0.35	0.29	0.36	0.45	0.55
DPS	0.18	0.12	0.11	0.14	0.16
<b>Growth</b>					
Net interest income (%)	4.2	17.3	26.9	24.6	20.1
Non interest income (%)	(77.2)	96.0	0.4	14.1	14.6
Pre provision operating profit (%)	27.0	18.3	38.4	27.3	23.9
Operating profit (%)	62.3	8.3	23.3	26.0	22.0
Reported net profit (%)	62.4	8.1	23.1	26.3	21.7
Recurring EPS (%)	51.7	(17.7)	23.1	26.3	21.7
Reported EPS (%)	51.7	(17.7)	23.1	26.3	21.7
<b>Income Breakdown</b>					
Net interest income (%)	99.5	99.2	99.4	99.5	99.5
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	0.4	0.3	0.3
<b>Operating performance</b>					
Gross interest yield (%)	24.35	23.97	23.20	23.10	22.80
Cost of funds (%)	3.20	2.46	2.95	3.30	3.55
Net interest spread (%)	21.15	21.51	20.25	19.80	19.25
Net interest margin (%)	22.4	22.6	21.7	21.2	20.7
Cost/income(%)	53.1	52.9	48.5	47.3	45.7
Cost/assets(%)	9.9	10.1	10.0	9.8	9.3
Effective tax rate (%)	19.8	19.9	20.0	19.8	20.0
Dividend payout on recurring profit (%)	52.2	40.0	30.0	30.0	30.0
ROE (%)	15.4	12.9	14.5	16.4	17.7
ROE - COE (%)	4.6	2.1	3.7	5.6	6.9
ROA (%)	7.1	6.6	7.0	7.1	7.1
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)	(359)	(565)	(818)
interest in suspense	72	81	137	172	210
<b>Net customer loans</b>	<b>6,406</b>	<b>8,685</b>	<b>11,234</b>	<b>13,926</b>	<b>16,861</b>
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	1,600	0	0	0	0
Cash & equivalents	307	307	119	307	133
Other interesting assets	-	-	-	-	-
Tangible fixed assets	113	129	148	169	194
Associates	-	-	-	-	-
Goodwill	-	-	-	-	-
Other intangible assets	-	-	-	-	-
Other assets	352	407	384	424	573
<b>Total assets</b>	<b>8,778</b>	<b>9,530</b>	<b>11,885</b>	<b>14,827</b>	<b>17,762</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	3,319	3,980	4,785
<b>Total equity</b>	<b>4,508</b>	<b>4,892</b>	<b>5,415</b>	<b>6,076</b>	<b>6,881</b>
Minority interests	0	15	15	16	16
<b>Total liabilities &amp; equity</b>	<b>8,778</b>	<b>9,530</b>	<b>11,885</b>	<b>14,827</b>	<b>17,762</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	277	332	415
<b>Per share (THB)</b>					
Book value per share	2.83	2.33	2.58	2.90	3.28
Tangible book value per share	2.83	2.33	2.58	2.90	3.28
<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	24.7	24.7	19.8
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	45.6	41.0	38.7
Tangible equity/assets (%)	51.4	51.3	45.6	41.0	38.7
RWA/assets (%)	-	-	-	-	-
Tier 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
<b>Asset Quality</b>					
Change in NPL (%)	48.1	33.2	45.0	20.0	25.0
NPL/gross loans (%)	2.2	2.2	2.4	2.3	2.4
Total provisions/gross loans (%)	2.5	2.4	3.1	3.2	4.7
Total provisions/NPL (%)	113.3	108.9	129.7	170.2	197.1
<b>Valuation</b>					
Recurring P/E (x) *	21.0	25.5	20.7	16.4	13.5
Recurring P/E @ target price (x) *	27.5	33.5	27.2	21.5	17.7
Reported P/E (x)	21.0	25.5	20.7	16.4	13.5
Dividend yield (%)	2.5	1.6	1.4	1.8	2.2
Price/book (x)	2.6	3.2	2.9	2.6	2.3
Price/tangible book (x)	2.6	3.2	2.9	2.6	2.3
Price/tangible book @ target price (x)	3.4	4.2	3.8	3.3	3.0

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

Sources: Saksiam 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	SEAFCO	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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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

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)

**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 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 Suwanumphai FSS International Investment Advisory Securities Co., Ltd

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

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Company	Ticker	Price	Rating	Valuation & Risks
Saksiam Leasing	SAK TB	THB 7.40	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.
Aeon Thana Sinsap (Thailand)	AEONTS TB	THB 175.50	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 57.75	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 48.75	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.
Srisawad Corp	SAWAD TB	THB 51.00	BUY	Downside risks to our GGM-based TP include 1) a further weakening of asset quality that could potentially hit both loan yield and credit cost; and 2) changes in financial regulations by the Bank of Thailand and the Office of Consumer Protection Board.
Ngern Tid Lor	TIDLOR TB	THB 29.00	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 5.25	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 45.00	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.
Ratchthani Leasing	THANI TB	THB 4.18	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 17.20	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 10.80	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 76.50	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 6.65	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 38.25	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 4.66	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

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 02-Aug-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.