

**HOLD**  
UNCHANGED

## 2Q24 results at first glance

## Flat 2Q24 profit, ongoing balance sheet cleanup

SAWAD announced an in-line 2Q24 net profit of THB1.26b, relatively flat q-q but up 10.3% y-y. The PPOP was THB2.21b, increasing by 3.6% q-q and 3.2% y-y. NII and fee income remained sluggish due mainly to the continuation of the low season and fewer working days. The deteriorated asset quality was manageable and aligned with expectations, particularly the NPL ratio. The lower-than-expected loss on sales of repossessed vehicles was able to offset the higher-than-expected credit cost. The 1H24 net profit of THB2.53b expanded by 8.0% y-y, accounting for 47% of our full-year forecast.

We currently maintain our 2024-26 net profit forecasts at a 12.1% CAGR, but may revisit our estimates after the 2Q24 analyst meeting on 16 August 2024. We reiterate our HOLD call with a 2024 GGM-based TP of THB40, implying a P/BV of 1.72x under the expected LT ROE of 18.1% and COE of 12.6%.

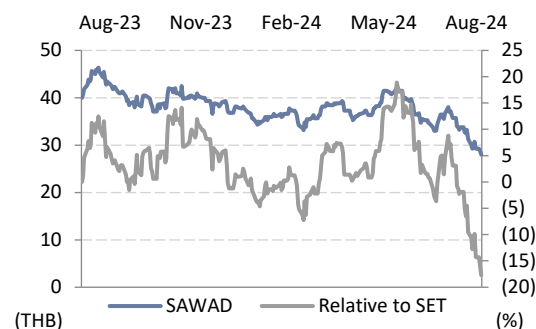
## Highlights

- (0) Loans:** 2Q24 loan growth was slightly lower than expected at 0.3% q-q, 13.6% y-y, and 1.9% YTD; far below its 2024 guidance of 15-20% y-y and our estimate of 17.7%. Title loans remained the growth contributor, unlike hire-purchase (HP) loans under SCAP, which have contracted continually due to de-risking and aggressive write-offs. Following its policy to scale down HP loans, SAWAD has gradually offered title loans to its HP customers who have paid more than 30 installments with a lower interest rate of 22% (from 23% p.a.).
- (+) Loan spread:** The figure was better than expected, increasing by 12bp to 14.67% in 2Q24 due to a rising loan yield (despite the effects of lower loan yields from the changes in portfolio mix) and a stabilizing cost of funds due to steady borrowing levels. This aligned with the overall sluggish loan growth which continued from 1Q24.
- (+) OPEX and cost-to-income ratio:** Thanks to the lower loss on sales of repossessed vehicles (THB475m vs THB490m in 1Q24) and the impairment loss on repossessed vehicles (a reversal of THB61m vs THB69m in 1Q24), 2Q24 operating expenses declined by 6.7% q-q, narrowing the cost-to-income ratio to 51.3% vs 53.9% in 1Q24.
- (0) Asset quality deteriorated as expected:** The 2Q24 NPL ratio accelerated to 3.40% vs 3.24% at the end of 1Q24, aligning with its 2024 guidance of below 3.50%. By contrast, credit costs rose above expectations to 2.18% vs 1.99% in 1Q24 (mainly from SCAP), exceeding its 2024 guidance of 180bp. The coverage ratio increased to 59.8% vs 55.6% at the end of 1Q24. SAWAD took proactive measures to tackle the aggressive debt write-offs in 2Q24 at a lower magnitude than in 1Q24 (THB458m), mainly concentrated on SCAP's vulnerable segment where LTV exceeds 70%.

TARGET PRICE THB40.00  
CLOSE THB28.00  
UP/DOWNSIDE +42.9%  
TP vs CONSENSUS -3.5%

## KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Operating profit	6,629	7,001	7,933	9,054
Net profit	5,001	5,445	6,169	7,042
EPS (THB)	3.64	3.60	4.08	4.66
vs Consensus (%)	-	0.0	0.2	(1.5)
Recurring net profit	5,001	5,445	6,169	7,042
Core EPS (THB)	3.64	3.60	4.08	4.66
EPS growth (%)	11.7	(1.0)	13.3	14.2
Core P/E (x)	7.7	7.8	6.9	6.0
Dividend yield (%)	0.4	1.3	1.5	1.7
Price/book (x)	1.4	1.4	1.2	1.0
ROE (%)	18.6	18.4	18.2	17.7
ROA (%)	5.8	4.6	4.5	4.5



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(23.8)	(28.2)	(36.2)
Relative to country (%)	(21.5)	(23.5)	(24.2)
Mkt cap (USD m)	1,211		
3m avg. daily turnover (USD m)	7.7		
Free float (%)	45		
Major shareholder	Kaewbootta Family (28%)		
12m high/low (THB)	47.05/27.75		
Issued shares (m)	1,373		

Sources: Bloomberg consensus; FSSIA estimates



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**(0) Financial stability:** The 2Q24 D/E and IBD/E ratios were 2.4x and 2.3x, respectively. However, we foresee emerging downside risks to SAWAD's 2024 loan growth, mainly due to the vulnerability of the debenture market, which could raise concerns about its funding side. Regarding the worst-case scenario, SAWAD reaffirms its priority and ability to pay down all scheduled debt maturity without defaults by slowing loan growth. In addition to its debt collection at an average of THB4b-5b/month and credit lines from FIs amounting to THB6b-7b, SAWAD also obtained a THB3b-4b credit line from Cathay United Bank, one of its major shareholders (c9%). Hence, we have no cause for concern about its current financial stability, with the expected maturity of debentures within one year totaling THB17.9b and short-term borrowings from FIs amounting to THB21.2b

### Exhibit 1: SAWAD – 2Q24 operating summary

FY ending Dec 31	2Q23 (THB m)	3Q23 (THB m)	4Q23 (THB m)	1Q24 (THB m)	2Q24 (THB m)	---- Change ----		1H24 (THB m)	Change (y-y%)	% of 24E	2024E (THB m)	Change (y-y%)
						(q-q%)	(y-y%)					
Interest income	3,444	4,647	4,545	4,595	4,662	1.5	35.4	8,090	23.5	36	22,430	42.5
Interest expense	(482)	(690)	(749)	(789)	(793)	0.5	64.5	(1,172)	41.8	35	(3,374)	48.9
Net interest income	2,961	3,956	3,796	3,806	3,869	1.7	30.7	6,918	20.8	36	19,056	41.4
Other income	956	605	767	818	665	(18.6)	(30.4)	1,561	(14.4)	60	2,600	(18.7)
Total income	3,917	4,562	4,563	4,623	4,534	(1.9)	15.8	8,479	12.3	39	21,656	29.9
Operating expenses	(1,776)	(2,447)	(2,281)	(2,492)	(2,325)	(6.7)	30.9	(4,223)	18.8	35	(11,911)	43.8
Pre-provision operating profit	2,140	2,115	2,283	2,131	2,209	3.6	3.2	4,256	6.6	44	9,745	16.1
Expected credit loss	(575)	(316)	(664)	(486)	(537)	10.5	(6.7)	(891)	13.8	32	(2,744)	55.7
Profit after ECL	1,565	1,800	1,618	1,645	1,672	1.6	6.8	3,365	4.8	48	7,001	5.6
Operating profit	1,565	1,800	1,618	1,645	1,672	1.6	6.8	3,365	4.8	48	7,001	5.6
Income tax	(342)	(375)	(333)	(367)	(352)	(4.2)	2.8	(717)	7.5	48	(1,505)	9.5
NCI	(76)	(37)	(19)	(17)	(56)	227.0	(27.1)	(114)	(42.3)	224	(51)	(80.0)
<b>Net profit</b>	<b>1,146</b>	<b>1,387</b>	<b>1,266</b>	<b>1,261</b>	<b>1,264</b>	<b>0.3</b>	<b>10.3</b>	<b>2,534</b>	<b>8.0</b>	<b>47</b>	<b>5,445</b>	<b>8.9</b>
EPS (THB)	0.83	1.01	0.92	0.83	0.84	0.3	0.3	1.67	(2.2)	46	3.60	(1.0)
NPL	2,303	2,527	2,998	3,192	3,360	5.3	45.9	2,527	9.7		3,995	33.3
Loans	86,983	92,429	96,981	98,534	98,792	0.3	13.6	92,429	6.3		114,130	17.7
Interest bearing debt	69,155	76,686	75,983	77,475	76,476	(1.3)	10.6	76,686	10.9		86,884	14.3
<b>Key ratios</b>	<b>2Q23</b>	<b>3Q23</b>	<b>4Q23</b>	<b>1Q24</b>	<b>2Q24</b>			<b>1H24</b>	<b>(y-y)</b>		<b>2024E</b>	
	(%)	(%)	(%)	(%)	(%)			(%)	(ppt)		(%)	
Yield on loans	18.19	20.72	19.20	18.80	18.90			18.77			21.25	
Cost of funds	3.49	3.87	4.03	4.25	4.23			4.44			4.25	
Spread	14.70	16.85	15.16	14.55	14.67			14.33			17.00	
Cost to income	45.46	53.63	49.98	53.90	51.28			52.60			55.00	
Credit cost	3.04	1.41	2.81	1.99	2.18			2.07			2.60	
NPL / Loan	2.65	2.73	3.09	3.24	3.40			3.40			3.50	
LLR / Loan	1.36	1.37	1.66	1.80	2.03			2.03			1.80	
Coverage ratio	51.28	50.22	53.55	55.60	59.82			59.82			51.32	
D/E (x)	2.55	2.69	2.57	2.53	2.38			2.38			2.66	
IBD/E (x)	2.42	2.55	2.44	2.38	2.26			2.26			2.49	
S/T debt/IBD (x)	42.19	42.80	47.27	47.91	52.05			52.05			46.11	
ROA	5.08	5.23	4.56	4.46	4.42			4.68			4.56	
ROE	17.49	21.14	18.37	17.50	16.81			17.95			18.37	
Loan growth q-q	34.9	6.3	4.9	1.6	0.3							
Loan growth y-y	113.5	93.5	75.9	52.8	13.6			13.6			17.7	
Loan growth YTD	57.7	67.6	75.9	1.6	1.9			1.9				

Sources: SAWAD; FSSIA estimates

## Exhibit 2: Staged loans and ECL

	2022	2023	1Q24	2Q24	2022	2023	1Q24	2Q24
	(THB m)	(THB m)	(THB m)	(THB m)	(%)	(%)	(%)	(%)
Staged loans								
Stage 1	50,271	86,099	86,065	84,620	91.0	88.7	87.2	85.5
Stage 2	3,614	8,012	9,410	10,949	6.5	8.3	9.5	11.1
Stage 3	1,385	2,998	3,192	3,360	2.5	3.1	3.2	3.4
Total	55,270	97,109	98,666	98,929	100.0	100.0	100.0	100.0
Allowance for ECL								
Stage 1	171	324	338	378	0.3	0.4	0.4	0.4
Stage 2	238	566	662	771	6.6	7.1	7.0	7.0
Stage 3	247	716	774	861	17.9	23.9	24.2	25.6
Total	656	1,605	1,774	2,010	1.2	1.7	1.8	2.0
LLR/ Loans								
	(%)	(%)	(%)	(%)				
Stage 1	0.3	0.4	0.4	0.4				
Stage 2	6.6	7.1	7.0	7.0				
Stage 3	17.9	23.9	24.2	25.6				
Total	1.2	1.7	1.8	2.0				
	(%)	(%)	(%)	(%)				
NPL / TL	2.5	3.1	3.2	3.4				
NPL vs Stage 2 loans / TL	9.0	11.3	12.8	14.5				
LLR / NPL	47	54	56	60				
LLR / (NPL vs Stage 2)	13	15	14	14				

Sources: SAWAD; FSSIA's compilation

## Exhibit 3: SAWAD – GGM-based 2024 TP

Gordon Growth Model	2024E
Sustainable ROE	18.1%
g	5.0%
ROE-g	13.1%
Beta	1.60
Risk free rate	3.0%
Risk premium	6.0%
COE	12.6%
COE-g	7.6%
ROE-g/COE-g (x)	1.72
<b>BVS (THB)</b>	<b>23.06</b>
<b>Fair value (THB)</b>	<b>40.0</b>

Source: FSSIA estimates

## Exhibit 4: Share price performance of non-banks under coverage, as of 14 August 2024

	Price performance				
	1M	3M	6M	1Y	YTD
	(%)	(%)	(%)	(%)	(%)
TIDLOR TB	(24.0)	(36.7)	(39.0)	(34.3)	(38.7)
MTC TB	(2.4)	(12.1)	(10.6)	6.0	(11.1)
<b>SAWAD TB</b>	<b>(25.7)</b>	<b>(27.6)</b>	<b>(21.8)</b>	<b>(34.2)</b>	<b>(23.3)</b>
AEONTS TB	(5.6)	(30.2)	(27.2)	(29.9)	(31.3)
KTC TB	0.6	(9.8)	(9.3)	(15.7)	(10.3)
SAK TB	(15.2)	(8.4)	(2.1)	(6.5)	10.1
ASK TB	(28.3)	(35.0)	(48.4)	(58.9)	(51.0)
THANI TB	(20.9)	(26.3)	(24.0)	(38.7)	(26.4)
JMT TB	(3.8)	(27.4)	(46.6)	(70.8)	(50.2)
BAM TB	(11.6)	(25.3)	(20.2)	(37.5)	(20.2)
CHAYO TB	(23.1)	(32.3)	(51.9)	(65.6)	(52.3)
<b>SETFIN</b>	<b>(11.4)</b>	<b>(23.1)</b>	<b>(26.2)</b>	<b>(33.8)</b>	<b>(27.7)</b>
<b>SET</b>	<b>(3.0)</b>	<b>(6.0)</b>	<b>(7.2)</b>	<b>(15.3)</b>	<b>(9.1)</b>

Source: Bloomberg

## Financial Statements

### Srisawad Corp

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Interest Income	8,780	15,744	22,430	26,444	31,311
Interest expense	(862)	(2,266)	(3,374)	(3,904)	(4,507)
Net interest income	7,918	13,478	19,056	22,540	26,803
Net fees & commission	1,215	3,171	2,600	2,808	3,033
Foreign exchange trading income	-	-	-	-	-
Securities trading income	-	-	-	-	-
Dividend income	-	-	-	-	-
Other income	2,312	26	0	0	0
Non interest income	3,527	3,197	2,600	2,808	3,033
Total income	11,445	16,674	21,656	25,348	29,836
Staff costs	(5,442)	(8,282)	(11,911)	(13,942)	(16,410)
Other operating costs	-	-	-	-	-
Operating costs	(5,442)	(8,282)	(11,911)	(13,942)	(16,410)
Pre provision operating profit	6,002	8,392	9,745	11,407	13,426
Expected credit loss	(78)	(1,763)	(2,744)	(3,474)	(4,372)
Other provisions	-	-	-	-	-
Operating profit	5,924	6,629	7,001	7,933	9,054
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	5,924	6,629	7,001	7,933	9,054
Tax	(1,097)	(1,375)	(1,505)	(1,706)	(1,947)
Profit after tax	4,827	5,254	5,495	6,227	7,107
Non-controlling interest	(351)	(253)	(51)	(59)	(65)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	4,476	5,001	5,445	6,169	7,042
Non recurring items & goodwill (net)	-	-	0	0	0
Recurring net profit	4,476	5,001	5,445	6,169	7,042
<b>Per share (THB)</b>					
Recurring EPS *	3.26	3.64	3.60	4.08	4.66
Reported EPS	3.26	3.64	3.60	4.08	4.66
DPS	1.80	0.11	0.37	0.41	0.47
<b>Growth</b>					
Net interest income (%)	30.6	70.2	41.4	18.3	18.9
Non interest income (%)	5.4	(9.4)	(18.7)	8.0	8.0
Pre provision operating profit (%)	1.1	39.8	16.1	17.1	17.7
Operating profit (%)	(7.3)	11.9	5.6	13.3	14.1
Reported net profit (%)	(5.2)	11.7	8.9	13.3	14.2
Recurring EPS (%)	(5.2)	11.7	(1.0)	13.3	14.2
Reported EPS (%)	(5.2)	11.7	(1.0)	13.3	14.2
<b>Income Breakdown</b>					
Net interest income (%)	69.2	80.8	88.0	88.9	89.8
Net fees & commission (%)	10.6	19.0	12.0	11.1	10.2
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	-	-	-	-	-
Dividend income (%)	-	-	-	-	-
Other income (%)	20.2	0.2	-	-	-
<b>Operating performance</b>					
Gross interest yield (%)	19.77	20.70	21.25	21.31	21.48
Cost of funds (%)	3.26	4.18	4.25	4.26	4.26
Net interest spread (%)	16.51	16.52	17.00	17.05	17.22
Net interest margin (%)	17.8	17.7	18.1	18.2	18.4
Cost/income(%)	47.6	49.7	55.0	55.0	55.0
Cost/assets(%)	9.1	9.2	10.0	10.1	10.3
Effective tax rate (%)	18.5	20.7	21.5	21.5	21.5
Dividend payout on recurring profit (%)	55.2	3.1	10.0	10.0	10.0
ROE (%)	17.8	18.6	18.4	18.2	17.7
ROE - COE (%)	5.2	6.0	5.8	5.6	5.1
ROA (%)	8.1	5.8	4.6	4.5	4.5
RORWA (%)	-	-	-	-	-

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

Sources: Srisawad Corp; FSSIA estimates

## Financial Statements

### Srisawad Corp

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Gross customer loans	55,147	96,981	114,130	134,001	157,492
Allowance for expected credit loss	(748)	(1,830)	(2,899)	(4,126)	(4,855)
interest in suspense	664	845	1,010	1,176	1,371
<b>Net customer loans</b>	<b>55,063</b>	<b>95,996</b>	<b>112,241</b>	<b>131,050</b>	<b>154,007</b>
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	3,019	2,573	2,830	3,113	3,425
Cash & equivalents	2,823	3,962	3,518	3,791	3,729
Other interesting assets	-	-	-	-	-
Tangible fixed assets	598	764	841	925	1,017
Associates	-	-	-	-	-
Goodwill	1,372	1,416	1,444	1,473	1,502
Other intangible assets	961	1,209	1,209	1,209	1,209
Other assets	5,646	5,545	5,309	5,841	6,435
<b>Total assets</b>	<b>69,482</b>	<b>111,465</b>	<b>127,392</b>	<b>147,401</b>	<b>171,324</b>
Customer deposits	0	0	0	0	0
Bank deposits	-	-	-	-	-
Other interest bearing liabilities	36,467	75,983	86,884	99,704	115,467
Non interest bearing liabilities	4,011	4,285	5,676	6,647	7,706
Hybrid Capital	-	-	-	-	-
<b>Total liabilities</b>	<b>40,477</b>	<b>80,268</b>	<b>92,560</b>	<b>106,351</b>	<b>123,173</b>
Share capital	1,373	1,373	1,510	1,510	1,510
Reserves	24,289	26,804	29,590	35,142	41,481
<b>Total equity</b>	<b>25,662</b>	<b>28,177</b>	<b>31,100</b>	<b>36,652</b>	<b>42,991</b>
Non-controlling interest	3,342	3,020	3,732	4,398	5,159
<b>Total liabilities &amp; equity</b>	<b>69,482</b>	<b>111,465</b>	<b>127,392</b>	<b>147,401</b>	<b>171,324</b>
<b>Supplementary items</b>					
Risk weighted assets (RWA)	n/a	n/a	n/a	n/a	n/a
Average interest earning assets	44,408	76,064	105,555	124,065	145,746
Average interest bearing liabilities	26,421	54,261	79,398	91,639	105,808
CET 1 capital	n/a	n/a	n/a	n/a	n/a
Total capital	0	0	0	0	0
Gross non performing loans (NPL)	1,385	2,998	3,538	4,422	5,433
<b>Per share (THB)</b>					
Book value per share	18.69	20.52	20.59	24.27	28.46
Tangible book value per share	16.99	18.61	18.83	22.49	26.67
<b>Growth</b>					
Gross customer loans	63.8	75.9	17.7	17.4	17.5
Average interest earning assets	21.5	71.3	38.8	17.5	17.5
Total asset (%)	39.1	60.4	14.3	15.7	16.2
Risk weighted assets (%)	-	-	-	-	-
Customer deposits (%)	nm	nm	nm	nm	nm
<b>Leverage &amp; capital measures</b>					
Customer loan/deposits (%)	-	-	-	-	-
Equity/assets (%)	36.9	25.3	24.4	24.9	25.1
Tangible equity/assets (%)	33.6	22.9	22.3	23.0	23.5
RWA/assets (%)	-	-	-	-	-
CET 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
<b>Asset Quality (FSSIA's calculation)</b>					
Change in NPL (%)	10.9	116.4	18.0	25.0	22.9
NPL/gross loans (%)	2.5	3.1	3.1	3.3	3.4
Allowance for ECL/gross loans (%)	1.4	1.9	2.5	3.1	3.1
Allowance for ECL/NPL (%)	54.0	61.0	81.9	93.3	89.4
<b>Valuation</b>					
Recurring P/E (x) *	8.6	7.7	7.8	6.9	6.0
Recurring P/E @ target price (x) *	12.3	11.0	11.1	9.8	8.6
Reported P/E (x)	8.6	7.7	7.8	6.9	6.0
Dividend yield (%)	6.4	0.4	1.3	1.5	1.7
Price/book (x)	1.5	1.4	1.4	1.2	1.0
Price/tangible book (x)	1.6	1.5	1.5	1.2	1.0
Price/tangible book @ target price (x)	2.4	2.1	2.1	1.8	1.5

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

Sources: Srisawad Corp; FSSIA estimates

# Srisawad Corp PCL (SAWAD TB)

## FSSIA ESG rating


**46.52 /100**

### Exhibit 5: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★★	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★	>39-59	<b>Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.</b>
★★	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

### Exhibit 6: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings					Bloomberg		
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
MTC	68.21	--	Y	Y	5.00	5.00	Certified	Low	42.19	AA	--	58.09	42.00	3.31	--
SAWAD	46.52	--	Y	Y	4.00	5.00	--	Medium	43.97	BB	--	20.18	13.00	1.93	40.04
TIDLOR	36.71	--	--	--	4.00	4.00	Certified	Medium	37.03	--	--	23.69	19.00	1.66	--
SAK	45.28	--	Y	Y	4.00	4.00	Certified	High	40.10	--	--	43.87	--	2.02	36.23
TK	15.00	--	--	--	5.00	5.00	--	--	--	--	--	--	--	--	--
HENG	20.00	--	--	--	5.00	5.00	Certified	--	--	--	--	--	--	--	--
S11	13.00	--	--	--	4.00	4.00	--	--	--	--	--	--	--	--	--
NCAP	18.00	--	--	--	4.00	4.00	Certified	--	--	--	--	--	--	--	--

Sources: [SETTRADE.com](https://www.settrade.com); FSSIA's compilation

### Exhibit 7: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
<b>ESG financial materiality scores - ESG score</b>	<b>1.69</b>	<b>1.77</b>	<b>1.67</b>	<b>1.70</b>	<b>1.93</b>	<b>1.77</b>	<b>1.90</b>	<b>1.93</b>
BESG environmental pillar score	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BESG social pillar score	0.84	0.87	0.74	0.87	1.07	1.07	1.27	1.33
BESG governance pillar score	4.42	4.66	4.62	4.39	4.77	4.09	4.12	4.09
<b>ESG disclosure score</b>	<b>23.59</b>	<b>28.37</b>	<b>28.51</b>	<b>29.45</b>	<b>29.45</b>	<b>29.45</b>	<b>38.34</b>	<b>40.04</b>
Environmental disclosure score	0.00	0.00	0.42	0.42	0.42	0.42	16.79	17.12
Social disclosure score	11.22	11.22	11.22	11.67	11.67	11.67	21.98	21.74
Governance disclosure score	59.42	73.72	73.72	76.10	76.10	76.10	76.10	81.10
<b>Environmental</b>								
Emissions reduction initiatives	No	No	No	No	No	No	Yes	Yes
Climate change policy	No	No	No	No	No	No	No	Yes
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	No	No	No	No	No	Yes	Yes
GHG scope 1	—	—	—	—	—	—	—	—
GHG scope 2 location-based	—	—	—	—	—	—	—	—
GHG Scope 3	—	—	—	—	—	—	—	—
Carbon per unit of production	—	—	—	—	—	—	—	—
Biodiversity policy	No	No	No	No	No	No	No	No
Energy efficiency policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	—	—	—	—	—	—	—	—
Renewable energy use	—	—	—	—	—	—	—	—
Electricity used	—	—	—	—	—	—	—	—
Fuel used - natural gas	—	—	—	—	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

**Exhibit 8: ESG score by Bloomberg (cont.)**

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No	No	No	No	No
Waste reduction policy	No	No	No	No	No	No	Yes	Yes
Hazardous waste	—	—	—	—	—	—	—	—
Total waste	—	—	—	—	—	—	—	—
Waste recycled	—	—	—	—	—	—	—	—
Waste sent to landfills	—	—	—	—	—	—	—	—
Environmental supply chain management	No	No	No	No	No	No	Yes	Yes
Water policy	No	No	No	No	No	No	Yes	Yes
Water consumption	—	—	—	—	—	—	—	—
<b>Social</b>								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	No	No	No	No	No	No	No	No
Quality assurance and recall policy	No	No	No	No	No	No	No	No
Consumer data protection policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No	No	No	No	No
Pct women in workforce	—	—	—	—	—	—	—	54
Pct disabled in workforce	—	—	—	—	—	—	—	—
Business ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Health and safety policy	No	No	No	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	—	—	—	—	—	—	—
Total recordable incident rate - employees	—	—	—	—	—	—	10	—
Training policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	No
Number of employees – CSR	4,085	5,590	6,137	7,016	8,907	7,580	6,808	9,745
Employee turnover pct	—	—	—	—	—	—	3	3
Total hours spent by firm - employee training	—	—	—	—	—	—	23,574	5,165
Social supply chain management	No	No	No	No	No	No	Yes	Yes
<b>Governance</b>								
<b>Board size</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>13</b>	<b>13</b>	<b>13</b>
<b>No. of independent directors (ID)</b>	<b>4</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
No. of women on board	2	2	1	1	1	1	1	1
No. of non-executive directors on board	9	9	9	9	9	9	9	9
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	13	14	13	13	12	13	10	13
Board meeting attendance pct	—	—	—	88	88	88	98	92
Board duration (years)	3	3	3	3	3	3	3	3
Director share ownership guidelines	No	No	No	No	No	No	No	No
Age of the youngest director	—	—	—	—	—	—	—	43
Age of the oldest director	—	—	—	—	—	—	—	76
<b>No. of executives / company managers</b>	<b>9</b>	<b>8</b>	<b>8</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
No. of female executives	2	2	1	1	2	2	2	2
Executive share ownership guidelines	No	No	No	No	No	No	No	No
<b>Size of audit committee</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of ID on audit committee	3	3	3	3	3	3	3	3
Audit committee meetings	5	5	5	5	4	4	5	6
Audit meeting attendance %	—	100	100	93	100	100	100	100
<b>Size of compensation committee</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of ID on compensation committee	2	3	2	2	2	2	2	2
No. of compensation committee meetings	—	2	4	2	3	3	3	3
Compensation meeting attendance %	—	100	100	100	100	100	100	100
<b>Size of nomination committee</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of nomination committee meetings	—	2	4	2	3	3	3	3
Nomination meeting attendance %	—	100	100	100	100	100	100	100
<b>Sustainability governance</b>								
Verification type	No	No	No	No	No	No	No	No

Sources: Bloomberg; FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices ( <a href="#">DJSI</a> ) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																				
Sustainability Investment List ( <a href="#">THSI</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> )	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for <b>THSI inclusion</b> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. <b>SETTHSI Index</b> is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																				
<b>CG Score</b> by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																				
<b>AGM level</b> By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&amp;A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																				
<a href="#">Thai CAC</a> By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																				
<a href="#">Morningstar Sustainalytics</a>	The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality &amp; peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+										
NEGL	Low	Medium	High	Severe																		
0-10	10-20	20-30	30-40	40+																		
<a href="#">ESG Book</a>	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																				
<a href="#">MSCI</a>	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table><tr><td><b>AAA</b></td><td>8.571-10.000</td><td rowspan="3"><b>Leader:</b></td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td><b>AA</b></td><td>7.143-8.570</td></tr><tr><td><b>A</b></td><td>5.714-7.142</td></tr><tr><td><b>BBB</b></td><td>4.286-5.713</td><td rowspan="3"><b>Average:</b></td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td><b>BB</b></td><td>2.857-4.285</td></tr><tr><td><b>B</b></td><td>1.429-2.856</td></tr><tr><td><b>CCC</b></td><td>0.000-1.428</td><td><b>Laggard:</b></td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570	<b>A</b>	5.714-7.142	<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285	<b>B</b>	1.429-2.856	<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks	
<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities																			
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<b>BB</b>	2.857-4.285																					
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<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks																			
<a href="#">Moody's ESG solutions</a>	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																					
<a href="#">Refinitiv ESG rating</a>	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																					
<a href="#">S&amp;P Global</a>	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																					
<b>Bloomberg</b>	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																				
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																				

**Rating** regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) **"CG Score"**; 2) **"AGM Level"**; 3) **"Thai CAC"**; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.  
Source: FSSIA's compilation

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

#### Usanee Liurut, CISA 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
Srisawad Corp	SAWAD TB	THB 28.00	HOLD	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. Upside risks include 1) a faster-than-expected decline in losses on sales of repossessed cars for SCAP; and 2) an interest rate downtrend could push its interest spread.
JMT Network Services	JMT TB	THB 13.20	HOLD	Downside risks to our P/BV-based TP include 1) lower cash collection from both debt management and debt tracking collection services; and 2) higher-than-expected funding costs and operating expenses. Upside risks include 1) better-than-expected purchasing power and cash collection 2) lower-than-expected operating and financing expense.
Ngern Tid Lor	TIDLOR TB	THB 13.50	HOLD	Downside risks to our GGM-based TP include 1) further weakening asset quality could potentially hit both loan yield and credit cost; and 2) tighter supervision from related regulators. Upside risks are 1) lower-than-expected credit costs from better asset quality management; and 2) higher-than-expected loan and insurance premium growth from the positive effects of a more favorable economic situation.
Ratchthani Leasing	THANI TB	THB 1.75	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) changes in financial regulations from the Bank of Thailand. Upside risks include 1) a better-than-expected macroeconomic improvement; 2) a downtrend in the policy rate could reduce cost of funds and enhance interest spreads; and 3) a faster-than-expected decline in ECL expense.
Muangthai Capital	MTC TB	THB 40.25	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 4.42	BUY	Downside risks 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 110.50	HOLD	Downside risks are: 1) regulatory actions to curb industry growth; 2) a higher-than-expected policy rate; and 3) deteriorating asset quality. Upside risks are: 1) better-than-estimated economic improvement; 2) stronger-than-estimated improvement in the overall asset quality; and 3) less pressure from the market yield and cost of funds.
Krungthai Card	KTC TB	THB 39.00	HOLD	Downside risks are: 1) regulatory actions to curb industry growth; 2) a higher-than-expected policy rate; and 3) deteriorating asset quality. Upside risks are: 1) better-than-estimated economic improvement; 2) stronger-than-estimated improvement in the overall asset quality; and 3) less pressure from the market yield and cost of funds.
Asia Sermkij Leasing PCL	ASK TB	THB 10.10	REDUCE	Upside risks include 1) a better-than-expected macroeconomic improvement; 2) downtrend of policy rate could reduce cost of funds and enhance interest spreads; and 3) a faster-than-expected decline in ECL expense.
Bangkok Commercial Asset Mngt.	BAM TB	THB 6.50	BUY	Downside risks to our NAV-based TP include 1) lower cash collection than estimated; 2) lower-than-expected bad debt acquisition; and 3) a slowdown in the property market.
Chayo Group	CHAYO TB	THB 2.70	HOLD	Downside risks to our GGM-based TP include 1) lower-than-expected bad debt acquisition; and 2) higher-than-expected operating expenses. Upside risks include 1) better-than-expected cash collection performance and lower pressure from ECL, 2) stronger-than-expected loan growth, and 3) better cost control than expected.

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.

All share prices are as at market close on 14-Aug-2024 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.