**EQUITY RESEARCH - COMPANY REPORT** 

# SCB X SCB TB

THAILAND / BANKING







# **HOLD**

#### UNCHANGED

TARGET PRICE THB112.00
CLOSE THB114.00
UP/DOWNSIDE -1.8%
PRIOR TP THB110.00
CHANGE IN TP +1.8%
TP vs CONSENSUS -2.4%

# Recovery of 3Q24 profit; stable PPOP

- SCB's 3Q24 results were broadly in line with its core operations, which remained stable.
- 3Q24 asset quality was manageable, with 9M24 credit costs edging down under its 2024 guidance of 180bp.
- Maintain HOLD call with a TP of THB112.

#### 3Q24 performance was broadly in line

SCB reported a 3Q24 net profit of THB10.9b, which was 2% lower than our expectation but 7% higher than the BBG consensus. This reflected growth of 9.6% q-q and 13.5% y-y. PPOP stood at THB24.7b in the quarter, slightly below our estimate, remaining stable q-q and y-y. The core business remained relatively stable, with NII nearly unchanged q-q (up 3.5% y-y), consistent with a slight decline in loans of 0.1% q-q and 0.9% y-y. The corporate segment (35%) saw slight growth, while SME loans (17%) declined slightly. Retail loans (40%) experienced decreases in the auto hire-purchase segment (32%) and unsecured loans (2%). However, there was strong growth in housing loans (32%) and AutoX (2%). Overall, 9M24 loans increased slightly by 0.3% YTD, below the bank's 2024 guidance of 3-5% y-y and our estimate of 2.5% y-y. Every 1% miss in loan targets could negatively impact 2024 net profit by c0.9%.

#### Well-contained asset quality with no alarms

The asset quality in 3Q24 remained stable with no significant concerns. The NPL ratio was steady at around 3.89%, while stage 2 loans rose slightly to 7.24% from 7.19% in 2Q24. The coverage ratio increased slightly to 158.9% from 156.5% at the end of 2Q24 due to a decrease in bad debt sales and write-offs from THB12.5b to THB11.5b. ECLs decreased as expected to THB10.9b, including an undisclosed management overlay. Credit costs dropped to 180bp from 190bp in 2Q24, with 9M24 credit costs at 179bp – in line with its 2024 guidance of 160-180bp and lower than our target of 195bp.

#### Maintain 2024-26 profit despite downside risks in NIM and loans

We maintain our 2024-26 earnings estimates, with average net profit growth of 1.1% CAGR, under cautious credit cost assumptions averaging 190-195bp. However, this positive outlook may be offset by the expected reduction in NIM following the interest rate decline trend. In addition, the projected loan growth of 2.5% y-y may fall short of targets if the bank continues to maintain stringent credit quality standards as it did in 2024.

#### Reaffirm our HOLD call for attractive dividend

We retain our HOLD call for an average dividend yield of 8.6-9.0% p.a. The current stock price has a limited upside compared to our 2025 GGM-based target price of THB112 at a P/BV of 0.76x, with an expected long-term ROE at 8.8% and COE at 11.2%.

#### **KEY STOCK DATA**

YE Dec (THB m)	2023	2024E	2025E	2026E
Operating profit	55,725	52,767	55,099	57,559
Net profit	43,523	41,170	42,995	44,921
EPS (THB)	12.93	12.23	12.77	13.34
vs Consensus (%)	-	0.4	(1.3)	(1.8)
Recurring net profit	43,523	41,170	42,995	44,921
Core EPS (THB)	12.93	12.23	12.77	13.34
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	15.9	(5.4)	4.4	4.5
Core P/E (x)	8.8	9.3	8.9	8.5
Dividend yield (%)	9.1	8.6	9.0	9.4
Price/book (x)	0.8	8.0	0.8	0.8
ROE (%)	9.3	8.6	8.8	9.0
ROA (%)	1.3	1.2	1.2	1.2



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	2.2	12.3	14.3
Relative to country (%)	(0.3)	(0.6)	7.4
Mkt cap (USD m)			11,480
3m avg. daily turnover (USD m)			34.1
Free float (%)			53
Major shareholder		King Ram	na X (24%)
12m high/low (THB)		11	6.50/95.50
Issued shares (m)			3,399

Sources: Bloomberg consensus; FSSIA estimates



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#### Investment thesis

We retain our HOLD recommendation for the following factors:

- The bank's core operations should remain subdued with 2024E loan growth at low pace of 2.5% y-y, leading to muted PPOP growth.
- Despite the manageable asset quality, the increased stage 2 loans and NPL ratio in its retail segment, particularly housing, CardX, and AutoX, leads us to expect growing credit costs, which are likely to exceed its 2024 guidance.
- Its 2024E dividend payout could be sustained at 80%, leading to an attractive annual dividend yield of c9-10% p.a.

# Company profile

SCB is the first commercial bank in Thailand, established in 1906. It is ranked the fourth largest in terms of total loans, the fourth largest for deposits and the fourth largest for total assets as of end-2021. It had a total of 718 branches, with 20m digital users at end-2021.

www.scb.co.th

# Principal activities (revenue, 9M24)

Net interest income - 73 5 %



Non-interest income - 26.5 %



# **Major shareholders**

- King Rama X 23.8 %
- Vayupak Fund 23.1 %
- Thai NVDR 8.9 %





Source: SCB X

#### **Catalysts**

Potential share price catalysts for SCB include:

- 1) Higher interest rate rises than we expect;
- 2) Higher growth contribution from Gen 2 business;
- 3) Lower credit costs mainly from better asset quality;
- 4) Lower cost-to-income ratio than expected due to better cost control.

#### Risks to our call

Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand, Upside risks comprise 1) the faster-than-expected recovery of EA's operations and financial stability; and 2) the reduction in Thailand's household debts.

### **Event calendar**

Date	Event
Jan 2025	4Q24 results announcement

# Key assumptions

	2024E	2025E	2026E
	(%)	(%)	(%)
Net profit (THB m)	41,170	42,995	44,921
EPS (THB)	12.23	12.77	13.34
Net profit growth (%)	-5.4%	4.4%	4.5%
NIM (%)	3.82%	3.83%	3.86%
Loan growth (%)	2.5%	2.5%	2.5%
Fee growth (%)	2.5%	3.0%	3.0%
Non-NII growth (%)	2.1%	2.5%	2.6%
Credit cost (bp)	195	190	190
Cost to income (%)	43.2%	43.5%	43.4%
NPL	4.06%	4.10%	4.10%

Source: FSSIA estimates

# **Earnings sensitivity**

			2025E	
Loan growth	±2ppt	0.5	2.50	4.5
% change in net profit		(1.8)		1.8
NIM (%)	±5bp	3.78	3.83	3.88
% change in net profit		(3.3)		3.3
Credit cost (bp)	±10bp	180	190	200
% change in net profit		4.6		(4.6)

Source: FSSIA estimates

# 3Q24 performance was broadly in line

SCB reported a 3Q24 net profit of THB10.9b, which was 2% lower than our expectation but 7% higher than the BBG consensus. This reflected growth of 9.6% q-q and 13.5% y-y. PPOP stood at THB24.7b in the quarter, slightly below our estimate, remaining stable q-q and y-y. The core business remained relatively stable, with NII nearly unchanged q-q (up 3.5% y-y), consistent with a slight decline in loans of 0.1% q-q and 0.9% y-y. The corporate segment (35%) saw slight growth, while SME loans (17%) declined slightly. Retail loans (40%) experienced decreases in the auto hire-purchase segment (32%) and unsecured loans (2%). However, there was strong growth in housing loans (32%) and AutoX (2%). Overall, 9M24 loans increased slightly by 0.3% YTD, below the bank's 2024 guidance of 3-5% y-y and our estimate of 2.5% y-y. Every 1% miss in loan targets could negatively impact 2024 net profit by c0.9%.

The 3Q24 NIM was 3.91%, as expected, remaining stable q-q. Despite increased earning asset yields from investments and interbank lending, the rising cost of funds offset this. The 9M24 NIM was 3.85%, slightly above its 2024 guidance of 3.70-3.90% and our forecast of 3.82%

Non-NII decreased more than expected in 3Q24 due to higher-than-anticipated investment losses. However, net fee income grew as expected by 2.8% q-q (down 4.9% y-y), driven by transactional banking and wealth management, countered by lower bancassurance fees.

Operating expenses were lower than expected, decreasing by 5.2% q-q and 4.8% y-y, mainly due to reduced employee expenses and other costs, including an estimated THB800m related to the closure of the Robinhood App recorded in 2Q24. This led to a decrease in the cost-to-income ratio to 41.6% from 42.9% in 2Q24. The 9M24 cost-to-income ratio was 42.2%, aligning with its 2024 guidance of 43-45% and our estimate of 43.2%.

Overall, the 9M24 net profit amounted to THB32.3b, reflecting a slight decrease of 0.8% y-y, accounting for 78% of our 2024 net profit forecast.

Exhibit 1: SCB - 3Q24 results summary

Year end Dec 31	3Q23	4Q23	1Q24	2Q24	3Q24	Cha	nge	9M24	Change	%of	2024E	Change
	(THB m)	(q-q%)	(y-y%)	(THB m)	(y-y%)	24E	(THB m)	(y-y%)				
Net interest income	31,536	33,413	31,761	32,576	32,636	0.2	3.5	95,740	4.9	74	129,713	4.0
Non-interest income	11,809	9,130	11,234	10,678	9,661	(9.5)	(18.2)	34,463	(7.6)	73	47,418	2.1
Fee income - net	8,140	7,166	7,897	7,529	7,738	2.8	(4.9)	23,164	(9.4)	69	33,546	2.5
Total operating income	43,344	42,543	42,995	43,253	42,297	(2.2)	(2.4)	128,545	(0.0)	73	177,131	3.5
Total operating expenses	18,490	19,517	18,100	18,568	17,606	(5.2)	(4.8)	54,275	3.8	71	76,454	6.5
PPOP before tax	24,854	23,026	24,895	24,685	24,690	0.0	(0.7)	74,270	(2.7)	74	100,677	1.4
Expected credit loss	12,245	9,330	10,201	11,626	10,937	(5.9)	(10.7)	32,765	(4.4)	68	47,909	9.9
Income tax	2,891	2,628	3,354	2,908	2,626	(9.7)	(9.1)	8,888	(4.7)	78	11,345	(5.1)
Non-controlling interest	55	73	59	137	154	13.1	179.6	350	101.6	139	252	2.0
Net profit	9,663	10,995	11,281	10,014	10,972	9.6	13.5	32,267	(0.8)	78	41,170	(5.4)
EPS (THB)	2.87	3.27	3.35	2.97	3.26	9.6	13.5	9.58	(0.8)	78	12.23	(5.4)
Key ratios	3Q23	4Q23	1Q24	2Q24	3Q24	Cha	nge	9M24			2024E	
Asset quality ratio	(%)	(%)	(%)	(%)	(%)	(q-q%)	(y-y%)	(THB m)	(y-y%)		(%)	(y-y%)
Gross NPLs (THB m)	95,576	96,832	95,236	95,097	94,586	(0.5)	(1.0)	94,586	(1.0)		100,932	4.2
Change (% from prior period)	2.7	1.3	(1.6)	(0.1)	(0.5)			(1.0)			4.2	
NPL ratios (%) - reported	3.30	3.44	3.52	3.34	3.38			3.38				
NPL ratio (%)	3.89	3.99	3.89	3.90	3.89			3.89			4.06	
Coverage ratio (%) - reported	167.2	159.9	160.6	161.7	163.9			163.9				
Coverage ratio (%)	162.2	153.9	156.0	156.5	158.9			158.9			160.4	
Credit cost (bp)	201	153	167	190	180			179			195	
Profitability ratio	(%)	(%)	(%)	(%)	(%)			(%)			(%)	
Cost to income ratio	42.7	45.9	42.1	42.9	41.6			42.2			43.2	
Average yield (%)	4.87	5.15	4.99	5.08	5.14			5.04			5.11	
Cost of funds (%)	1.35	1.42	1.40	1.41	1.49			1.42			1.55	
NIM (%) - reported	3.74	3.96	3.83	3.90	3.91			3.89				
NIM (%)	3.74	3.96	3.83	3.90	3.91			3.85			3.82	
Non-NII/total income (%)	27.2	21.5	26.1	24.7	22.8			26.8			26.8	
Loan growth	(%)	(%)	(%)	(%)	(%)			(%)			(%)	
q-q	1.3	(1.2)	0.9	(0.4)	(0.1)							
у-у	4.6	2.1	2.1	0.6	(0.9)			(0.9)			2.5	
Year-to-date	3.3	2.1	0.9	0.5	0.3			0.3				

Sources: SCB; FSSIA estimates

#### Well-contained asset quality with no alarms

The asset quality in 3Q24 remained stable with no significant concerns. The NPL ratio was steady at around 3.89%, with a slight decrease in the NPL ratio for CardX, offset by increases in the auto hire-purchase and AutoX segments. Stage 2 loans rose slightly to 7.24% from 7.19% in 2Q24. The coverage ratio increased slightly to 158.9% from 156.5% at the end of 2Q24 due to a decrease in bad debt sales and write-offs from THB12.5b to THB11.5b. 3Q24 ECLs decreased as expected to THB10.9b, including an undisclosed management overlay. Credit costs dropped to 180bp from 190bp in 2Q24, with 9M24 credit costs at 179bp, which was in line with its 2024 guidance of 160-180bp and lower than our target of 195bp.

Exhibit 2: SCB – Staged loans and ECL

	2021	2022	2023	3Q24	2021	2022	2023	3Q24
	(THB b)	(THB b)	(THB b)	(THB b)	(%)	(%)	(%)	(%)
Staged loans								
Stage 1	2,576	2,584	2,546	2,486	89.60	90.41	90.35	88.92
Stage 2	190	179	175	215	6.61	6.25	6.21	7.70
Stage 3	109	95	97	95	3.79	3.34	3.44	3.38
Total	2,875	2,858	2,818	2,796	100.00	100.00	100.00	100.00
Allowance for ECL								
Stage 1	47	46	46	31	1.8	1.8	1.8	1.2
Stage 2	43	49	50	70	22.6	27.2	28.7	32.4
Stage 3	63	58	59	55	57.4	60.7	60.6	57.7
Total	152	152	155	155	5.3	5.3	5.5	5.5
	(%)	(%)	(%)	(%)				
NPL / TL	3.8	3.3	3.4	3.4				
NPL vs. Stage 2 loans / TL	10.4	9.6	9.7	11.1				
LLR / NPL	139	160	160	164				
LLR / (NPL vs. Stage 2)	51	56	57	50				

Sources: SCB; FSSIA's compilation

Exhibit 3: SCB - 2025 GGM-based TP

Gordon Growth Model	2025E
Sustainable ROE	8.8%
G	1.0%
ROE-g	7.8%
Beta	1.0
Risk free rate	3.0%
Risk premium	8.0%
COE	11.2%
COE-g	10.2%
ROE-g/COE-g; P/BV (X)	0.76

Source: FSSIA estimates

Exhibit 5: SCB – one-year prospective P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 4: Share price performance of banks under coverage, as of 21 October 2024

		Pri	ce performa	nce	
	1M	3M	6M	1Y	YTD
	(%)	(%)	(%)	(%)	(%)
BBL TB	(0.6)	15.8	8.1	(8.1)	(1.9)
KBANK TB	(4.8)	17.2	21.0	16.3	11.1
KKP TB	3.9	28.7	0.0	2.4	5.0
KTB TB	4.9	25.1	28.9	11.5	16.3
SCB TB	2.2	12.3	9.1	14.3	7.5
TISCO TB	0.3	4.3	(1.8)	1.3	(2.0)
TTB TB	(4.2)	4.5	4.0	6.4	10.2
SETBANK	(0.4)	14.1	10.3	4.0	4.8
SET	2.6	13.0	10.3	6.4	5.1

Source: Bloomberg

Exhibit 6: SCB – one-year prospective PER band



Sources: Bloomberg; FSSIA estimates

Exhibit 7: Peers regional banks comparison, as of 21 October 2024

Company name	BBG	Share	Target	Upside	Market	P	E	PE	3V	R	OE	Div	yld
	code	price	price		Сар.	24E	25E	24E	25E	24E	25E	24E	251
		(LCY)	(LCY)	(%)	(USD m)	(x)	(x)	(x)	(x)	(%)	(%)	(x)	(x
Thailand													
Bangkok Bank	BBL TB	153.50	184.00	20	8,763	7.0	6.7	0.5	0.5	7.7	7.6	4.7	4.
Kasikornbank	KBANK TB	150.00	192.00	28	10,630	7.7	7.0	0.6	0.6	8.6	9.0	6.0	6.
Krung Thai Bank	КТВ ТВ	21.40	23.50	10	8,945	8.0	7.7	0.7	0.7	9.1	8.8	4.2	4.
SCB X	SCB TB	114.00	112.00	(2)	11,480	9.3	8.9	8.0	8.0	8.6	8.8	8.6	9.
TMBThanachart Bank	ТТВ ТВ	1.84	2.52	37	5,354	8.3	7.7	0.7	0.7	9.1	9.4	7.2	7
Kiatnakin Bank	KKP TB	52.75	50.30	(5)	1,319	10.2	9.2	0.7	0.7	7.0	7.5	4.7	5
Tisco Financial Group	TISCO TB	97.75	98.00	0	2,341	11.3	11.4	1.8	1.8	16.1	15.6	7.9	7
Thailand weighted average					6,976	9.0	8.5	0.8	0.7	8.6	8.7	5.6	6
Hong Kong													
Industrial & Comm Bank of China	1398 HK	4.69	n/a	n/a	284,127	4.4	4.4	0.4	0.4	9.9	9.4	7.1	7
China Construction Bank	939 HK	6.06	n/a	n/a	198,975	4.3	4.2	0.4	0.4	10.5	10.0	7.1	7
HSBC Holdings	5 HK	68.50	n/a	n/a	159,634	7.0	7.2	0.9	0.9	13.4	12.6	9.0	7
Bank of China	3988 HK	3.77	n/a	n/a	186,433	4.7	4.6	0.4	0.4	9.3	8.9	6.8	6
Hong Kong average					207,292	5.1	5.1	0.6	0.5	10.8	10.2	7.5	7
China													
Industrial & Comm Bank of China	601398 CH	6.16	n/a	n/a	284,124	6.2	6.1	0.6	0.6	9.8	9.3	5.0	5
Agricultural Bank of China	601288 CH	4.84	n/a	n/a	231,527	6.4	6.3	0.6	0.6	10.1	9.8	4.8	4
China Construction Bank	601939 CH	8.15	n/a	n/a	198,973	6.2	6.1	0.6	0.6	10.5	9.9	4.8	4
Bank of China	601988 CH	4.95	n/a	n/a	186,430	6.6	6.5	0.6	0.6	9.3	8.8	4.8	4
China average					225,263	6.4	6.2	0.6	0.6	9.9	9.4	4.9	4
South Korea													
KB Financial Group	105560 KS	93,500	n/a	n/a	26,592	7.1	6.3	0.6	0.6	8.9	9.2	3.4	3
Shinhan Finanicial Group	055550 KS	55,800	n/a	n/a	20,535	5.9	5.5	0.5	0.5	9.1	9.1	3.9	4
Hana Financial Group	086790 KS	64,900	n/a	n/a	13,308	4.9	4.6	0.5	0.4	9.4	9.3	5.6	6
Industrial Bank of Korea	024110 KS	14,480	n/a	n/a	8,383	4.3	4.2	0.4	0.3	8.6	8.4	7.1	7
South Korea average					17,204	5.6	5.2	0.5	0.5	9.0	9.0	5.0	5
Indonesia					•								
Bank Central Asia	BBCA IJ	10,675	n/a	n/a	83,626	24.1	22.0	4.9	4.5	21.2	21.2	2.7	2
Bank Rakyat Indonesia Persero	BBRI IJ	4,990	n/a	n/a	47,849	12.3	11.1	2.3	2.2	19.1	19.9	6.7	7
Bank Mandiri Persero	BMRI IJ	7,200	n/a	n/a	42,610	11.7	10.6	2.3	2.1	20.7	20.8	5.0	5
Bank Negara Indonesia Persero	BBNI IJ	5,625	n/a	n/a	13,490	9.5	8.3	1.3	1.2	14.3	15.1	5.0	5
Bank Syariah Indonesia	BRIS IJ	3,080	n/a	n/a	8,928	20.3	16.7	3.1	2.7	16.3	17.1	0.7	1
Indonesia average	2.110 10	0,000	.,,		39,301	15.6	13.8	2.8	2.5	18.3	18.8	4.0	4
Malaysia					00,001	10.0	10.0			10.0	10.0	7.0	
Malayan Banking	MAY MK	10.66	n/a	n/a	29,717	12.7	12.1	1.3	1.3	10.5	10.6	5.9	6.
Public Bank	PBK MK	4.57	n/a	n/a	20,487	12.7	12.0	1.5	1.4	12.4	12.4	4.5	4
CIMB Group Holdings	CIMB MK	8.20	n/a	n/a	20,318	11.3	10.5	1.2	1.2	11.1	11.3	5.6	5
Hong Leong Bank	HLBK MK	21.10	n/a	n/a	10,617	10.6	9.8	1.2	1.1	11.6	11.6	3.2	3
RHB Bank	RHBBANK MK	6.41	n/a	n/a	6,458	9.4	8.9	0.9	0.8	9.3	9.5	6.2	6
Malaysia average	MINDAMIN WIN	0.41	II/a	ı ı d	17,519	11.3	10.6	1.2	1.2	11.0	9.5	5.1	5
Singapore					17,519	11.3	10.0	1.2	1.4	11.0	11.1	J. 1	3
	DBS SP	39.16	n/a	n/a	Q1 GE1	10.2	10 5	1.7	1.6	17.1	15.9	5.7	6
DBS Group Holdings Oversea Chinese Banking					84,651 52,326	10.3	10.5						6 5
Oversea-Chinese Banking	OCBC SP	15.28	n/a	n/a	52,326	9.2	9.3	1.2	1.1	13.6	12.7	5.8	
United Overseas Bank	UOB SP	32.48	n/a	n/a	40,990	9.1	8.9	1.1	1.1	12.9	12.6	5.6	5
Singapore average Regional average (excl. Thailand)					59,322	9.5	9.6	1.4	1.3	14.5	13.7	5.7	5.
Fortonal avorago (ovel   hailand)					90,444	9.2	8.7	1.2	1.1	12.4	12.2	5.3	5

Sources:Bloomberg; FSSIA estimates

# **Financial Statements**

SCB X

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
nterest Income	126,993	161,122	173,244	177,787	182,971
nterest expense	(19,127)	(36,438)	(43,531)	(44,165)	(44,339)
let interest income	107,865	124,684	129,713	133,622	138,632
let fees & commission	37,148	32,723	33,546	34,552	35,588
Foreign exchange trading income	-	-	-	-	
Securities trading income	6,724	8,896	8,898	8,900	8,902
Dividend income	149	150	155	159	164
Other income	2,535	4,651	4,819	5,006	5,214
Non interest income	46,555	46,421	47,418	48,617	49,869
Total income	154,420	171,105	177,131	182,239	188,501
Staff costs	(31,219)	(33,621)	(35,302)	(36,008)	(36,728)
Other operating costs	(38,655)	(38,159)	(41,152)	(43,284)	(45,170
Operating costs	(69,874)	(71,781)	(76,454)	(79,292)	(81,898)
Pre provision operating profit	84,547	99,324	100,677	102,947	106,603
Expected credit loss	(33,829)	(43,600)	(47,909)	(47,848)	(49,044
Other provisions	-	-	-	-	•
Dperating profit	50,718	55,725	52,767	55,099	57,559
Recurring non operating income	0	0	0	0	. (
Associates	-	-	-	-	,
Goodwill amortization	_	_	_	_	
lon recurring items	0	0	0	0	(
Profit before tax	50,718	55,725	52,767	55,099	57,559
ax	(13,592)	(11,955)	(11,345)	(11,846)	(12,375
Profit after tax	37,125	43,770	41,422	43,252	45,183
Non-controlling interest	421	(247)	(252)	(257)	(262
Preferred dividends	421	(247)	(232)	(237)	(202
Other items					
Reported net profit	37,546	43,523	41,170	42,995	44,92
Non recurring items & goodwill (net)	37,340	43,323	41,170	42,993	44,92
Recurring net profit	37,546	43,523	41,170	42,995	44,921
	01,040	40,020	41,170	42,555	77,02
Per share (THB) Recurring EPS *	11 15	12.02	10.00	10.77	12.2/
	11.15	12.93	12.23	12.77	13.34
Reported EPS	11.15	12.93	12.23	12.77	13.34
PPS Security	6.69	10.34	9.78	10.22	10.67
Growth					
Net interest income (%)	13.3	15.6	4.0	3.0	3.7
Non interest income (%)	(15.6)	(0.3)	2.1	2.5	2.6
re provision operating profit (%)	(2.6)	17.5	1.4	2.3	3.6
Operating profit (%)	13.3	9.9	(5.3)	4.4	4.5
Reported net profit (%)	5.5	15.9	(5.4)	4.4	4.5
Recurring EPS (%)	6.4	15.9	(5.4)	4.4	4.5
Reported EPS (%)	6.4	15.9	(5.4)	4.4	4.5
ncome Breakdown					
let interest income (%)	69.9	72.9	73.2	73.3	73.5
let fees & commission (%)	24.1	19.1	18.9	19.0	18.9
oreign exchange trading income (%)	-	-	-	-	
Securities trading income (%)	4.4	5.2	5.0	4.9	4.7
Dividend income (%)	0.1	0.1	0.1	0.1	0.1
Other income (%)	1.6	2.7	2.7	2.7	2.8
perating performance					
Gross interest yield (%)	3.87	4.81	5.11	5.10	5.10
Cost of funds (%)	0.70	1.26	1.56	1.56	1.53
let interest spread (%)	3.17	3.55	3.55	3.54	3.57
let interest margin (%)	3.3	3.7	3.8	3.8	3.9
Cost/income(%)	45.2	42.0	43.2	43.5	43.4
Cost/assets(%)	2.1	2.1	2.2	2.2	2.2
Effective tax rate (%)	26.8	21.5	21.5	21.5	21.5
Dividend payout on recurring profit (%)	60.0	80.0	80.0	80.0	80.0
	8.3	9.3	8.6	8.8	9.0
POF (%)	0.0	5.5	0.0		
	(2.0)	(2.0)	(つ 7)	(2.5)	(2.3
ROE (%) ROE - COE (%)	(2.9)	(2.0)	(2.7)	(2.5)	(2.3
	(2.9) 1.1 1.6	(2.0) 1.3 1.9	(2.7) 1.2 1.8	(2.5) 1.2 1.8	(2.3 1.2 1.8

Sources: SCB X; FSSIA estimates

# **Financial Statements**

SCB X

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Gross customer loans	2,377,215	2,426,563	2,487,227	2,549,408	2,613,143
Allowance for expected credit loss	(148,890)	(148,986)	(161,895)	(174,743)	(184,788
nterest in suspense	19,523	23,467	24,640	25,872	27,166
Net customer loans	2,247,848	2,301,044	2,349,972	2,400,537	2,455,521
Bank loans	522,056	436,797	449,901	463,398	477,300
Government securities	-	-	-	-	
rading securities	62,327	92,534	95,310	98,169	101,115
nvestment securities	391,877	388,133	407,539	427,916	449,312
Cash & equivalents	47,254	40,676	48,757	42,195	39,567
Other interesting assets	-	-	-	-	
angible fixed assets	68,898	71,919	75,891	80,165	84,766
Associates	-	-	-	-	
Goodwill	-	-	-	-	
Other intangible assets	-	-	-	-	
Other assets	114,194	107,620	109,323	111,111	112,987
Total assets	3,454,452	3,438,722	3,536,695	3,623,491	3,720,568
Customer deposits	2,555,800	2,442,860	2,503,931	2,579,049	2,656,421
Bank deposits	181,347	221,459	228,103	234,946	241,994
Other interest bearing liabilities	71,996	109,911	115,406	90,000	70,000
lon interest bearing liabilities	178,697	180,759	198,185	217,321	238,336
Hybrid Capital	-	-	-	-	
Total liabilities	2,987,840	2,954,989	3,045,625	3,121,316	3,206,751
Share capital	33,671	33,671	33,671	33,671	33,671
Reserves	427,561	444,411	451,182	461,666	472,625
Fotal equity	461,232	478,082	484,853	495,337	506,296
Non-controlling interest	5,380	5,651	6,216	6,838	7,522
Fotal liabilities & equity	3,454,452	3,438,722	3,536,695	3,623,491	3,720,568
Supplementary items					
Risk weighted assets (RWA)	2,306,339	2,303,944	2,369,585	2,427,739	2,492,78
Average interest earning assets	3,282,850	3,348,750	3,392,002	3,489,434	3,589,880
Average interest bearing liabilities	2,720,839	2,887,169	2,786,369	2,828,877	2,891,043
CET 1 capital	408,287	417,315	425,228	433,827	442,81
otal capital	433,835	443,382	451,932	461,185	470,839
Gross non performing loans (NPL)	95,329	96,832	100,932	104,532	107,132
Per share (THB)					
Book value per share	136.98	141.99	144.00	147.11	150.37
Tangible book value per share	136.98	141.99	144.00	147.11	150.37
Growth					
Gross customer loans	3.3	2.1	2.5	2.5	2.5
Average interest earning assets	3.3	2.0	1.3	2.9	2.9
Fotal asset (%)	4.2	(0.5)	2.8	2.5	2.7
Risk weighted assets (%)	1.8	(0.1)	2.8	2.5	2.7
Customer deposits (%)	3.6	(4.4)	2.5	3.0	3.0
everage & capital measures					
Customer loan/deposits (%)	88.0	94.2	93.9	93.1	92.4
Equity/assets (%)	13.4	13.9	13.7	13.7	13.6
angible equity/assets (%)	13.4	13.9	13.7	13.7	13.0
RWA/assets (%)	66.8	67.0	67.0	67.0	67.0
CET 1 CAR (%)	17.7	18.1	17.9	17.9	17.8
otal CAR (%)	18.8	19.2	19.1	19.0	18.9
Asset Quality (FSSIA's calculation)					
Change in NPL (%)	(12.6)	1.6	4.2	3.6	2.5
NPL/gross loans (%)	4.0	4.0	4.1	4.1	4.
Allowance for ECL/gross loans (%)	6.3	6.1	6.5	6.9	7.
Allowance for ECL/NPL (%)	156.2	153.9	160.4	167.2	172.5
falvation.		.0000	20045	20055	-0000
/aluation	2022	2023	2024E	2025E	2026
Recurring P/E (x) *	10.2	8.8	9.3	8.9	8.8
Recurring P/E @ target price (x) *	10.0	8.7	9.2	8.8	8.4
Reported P/E (x)	10.2	8.8	9.3	8.9	8.8
Dividend yield (%)	5.9	9.1	8.6	9.0	9.4
Price/book (x)	0.8	0.8	0.8	0.8	0.8
* *		0.8	0.8	0.8	0.8
Price/tangible book (x)	0.8	0.0	0.0	0.0	0.
Price/tangible book (x) Price/tangible book @ target price (x)	0.8	0.8	0.8	0.8	0.1

Sources: SCB X; FSSIA estimates

# SCB X PCL (SCB TB)



# **Exhibit 8: FSSIA ESG score implication**

62.57 /100

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	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.
**	>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 9: ESG – peer comparison

	FSSIA			Domes	stic ratings	;		Global ratings						Bloomberg	
	ESG score	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
BBL	62.08		Υ	Υ	5.00	5.00	Certified	Medium	54.70		29.00	58.68	67.00	2.19	60.06
KBANK	84.17	Υ	Y	Y	5.00	5.00	Certified	Medium	62.19	AA	46.00	73.83	83.00	4.05	59.77
KTB	63.10		Y	Y	5.00	5.00	Certified	Medium	53.59	BBB	34.00	64.64	64.00	2.12	61.33
SCB	62.57	Υ	Y	Y	5.00	4.00		High		Α			86.00	3.43	
KKP	62.96		Y	Y	5.00	5.00	Certified	Medium	52.81	BBB		77.56	26.00	2.18	45.90
TISCO	61.17		Y	Y	5.00	5.00	Certified	Medium	61.41			66.13	29.00	3.57	44.21
TTB	63.69		Υ	Υ	5.00	5.00	Certified	Medium	53.98		36.00	56.17	71.00	3.20	52.96

 $Sources: \underline{\textbf{SETTRADE.com}}; \ \textbf{FSSIA's compilation}$ 

# Exhibit 10: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	1.85	1.83	2.65	3.04	2.65	2.83	2.89	3.43
BESG environmental pillar score	0.00	0.00	0.00	0.00	0.00	0.00	0.08	_
BESG social pillar score	2.02	2.25	4.19	5.21	4.05	4.19	4.24	_
BESG governance pillar score	4.25	3.66	3.88	3.91	4.11	4.66	4.64	_
ESG disclosure score	45.82	48.25	49.39	50.60	53.91	53.91	52.24	_
Environmental disclosure score	28.21	28.78	29.60	29.60	35.82	35.82	35.82	_
Social disclosure score	21.74	28.48	31.08	34.70	32.13	32.13	32.13	_
Governance disclosure score	87.36	87.36	87.36	87.36	93.62	93.62	88.62	_
Environmental								
Emissions reduction initiatives	Yes							
Climate change policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No							
Risks of climate change discussed	No	No	No	No	Yes	Yes	Yes	Yes
GHG scope 1	0	0	9	11	11	10	3	7
GHG scope 2 location-based	25	22	22	20	18	13	11	43
GHG Scope 3	_	3	14	15	14	10	8	0
Carbon per unit of production	_	_	_	_	_	_	_	_
Biodiversity policy	Yes	No						
Energy efficiency policy	Yes							
Total energy consumption	51	53	52	50	45	34	29	104
Renewable energy use	_	_	_	_	_	_	_	_
Electricity used	51	52	52	50	45	34	29	86
Fuel used - natural gas	_	_	_	_	_	_	_	_

Sources: Bloomberg; FSSIA's compilation

**Exhibit 11: 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	Yes	Yes	Yes	Yes	Yes	Yes
Hazardous waste	_	_	_	_	_	_	_	_
Total waste	_	_	_	_	4	4	3	3
Waste recycled	_	_	_	_	1	1	1	1
Waste sent to landfills	_	_	_	_	4	3	2	2
Environmental supply chain management	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	_	_	_	_	_	_	_	0
Social								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	No	No	Yes	Yes	Yes	Yes	Yes	Yes
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	68	69	71	71	70	71	73	68
Pct disabled in workforce	_	_	_	_	_	_	_	C
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	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	_	_	_	_	_	_	_	
Total recordable incident rate - employees	_	_	_	0	0	0	0	0
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	24,106	26,652	27,493	26,751	25,953	23,899	22,051	29,015
Employee turnover pct	14	10	11	12	14	10	11	17
Total hours spent by firm - employee training	1,306,990	1,679,080	1,704,570	1,899,320	1,764,800	1,171,050	992,295	1,537,800
Social supply chain management	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Governance								
Board size	17	16	16	17	17	15	17	16
No. of independent directors (ID)	9	9	9	9	10	9	9	8
No. of women on board	3	3	3	1	2	2	4	3
No. of non-executive directors on board	13	13	14	14	16	14	13	15
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	12	16	17	20	16	15	13	18
Board meeting attendance pct	95	91	90	89	91	96	99	99
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	44	45	46	50	51	52	_	47
Age of the oldest director	83	84	85	86	74	75	_	77
No. of executives / company managers	8	12	17	17	13	75 17	18	10
No. of female executives	1	3	6	5	3	6	7	2
Executive share ownership guidelines	No	No No	No	No	No No	No	No	No
Size of audit committee	4	5	3	3	3	3	3	3
No. of ID on audit committee		5	3	3	3	3	3	3
	4	12	3 12	13	13	14	14	12
Audit meeting attendance %	14	91						
Audit meeting attendance %	96		94	95	97	98	100	100
Size of compensation committee	5	5	5	4	4	3	4	4
No. of ID on compensation committee	3	3	3	2	2	3	3	4
No. of compensation committee meetings	9	11	12	12	13	16	24	14
Compensation meeting attendance %	88	93	93	91	92	95	98	100
Size of nomination committee	5	5	5	4	4	3	4	4
No. of nomination committee meetings	9	11	12	12	13	16	24	14
Nomination meeting attendance %	88	93	93	91	92	95	98	100
Sustainability governance								
Verification type	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Sources: Bloomberg; FSSIA's compilation

# **Disclaimer for ESG scoring**

ESG score	Methodolog	у			Rating										
The Dow			transnarent rules-hase	d component selection	Be a member and invited to the annual S&P Global Corporate										
Jones			panies' Total Sustainal		Sustainability Assessment (CSA) for DJSI. Companies with an S&P Globa										
Sustainability				ility Assessment (CSA).	ESG Score of less than 45% of the S&P Global ESG Score of the higher scoring company are disqualified. The constituents of the DJSI indices a										
Indices (DJSI) By S&P Global	Only the top- inclusion.	ranked compa	anies within each indus	try are selected for	scoring compar selected from t			uents of the D	JSI indices are						
<u> </u>				10 :1: 1											
Sustainability Investment			lity in Environmental ar	ince, updated annually.	To be eligible for THSI inclusion, verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI										
List ( <u>THSI</u> )			•	h two crucial conditions:	during the assessment year. The scoring will be fairly weighted against the										
by The Stock				executives; and 2) free	nature of the relevant industry and materiality.										
Exchange of Thailand				must be >15% of paid-	SETTHSI Index is extended from the THSI companies whose 1) market										
(SET)		, ,	ialifying criteria include tors and free float viola	: 1) CG score of below tion: 3) executives'	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										
			social & environmenta				n-weighted inde								
	negative terri	tory; and 5) ea	arnings in red for > 3 ye	ears in the last 5 years.	maximum, and no cap for number of stocks.										
CG Score			n in sustainable develo		Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very										
by Thai Institute of			with support from the S				-79), 2 for Fair (6								
Directors		n of operations		tive of a third party, not			w 50. Weightings olders (weight 2								
Association							sure & transpare								
(Thai IOD)					responsibilities	(35%).									
AGM level			hich shareholders' righ				four categories:								
By Thai			into business operatio		Very Good (90-	99), 3 for Fair	(80-89), and not	rated for scor	es below 79.						
Investors Association				portant elements of two nnually. The assessment											
(TIA) with				g (45%), at the meeting											
support from			neeting (10%). (The first												
the SEC				ating how voting rights can be meetings; 2) transparency											
				ves the meeting minutes that											
Thei CAC			es, resolutions and voting r	·	The decree of will be regioned by a secretary of the secretary of the										
Thai CAC By Thai			Checklist include corrupols, and the monitoring		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.										
Private Sector		•	s good for three years.	and dovoloping of											
Collective			e a CAC certified member												
Action Against			an 18-month deadline to s essment, in place of policy	ubmit the CAC Checklist for and control, training of											
Corruption (CAC)	managers and	employees, esta	ablishment of whistleblowin												
	communication of policies to all stakeholders.)														
Morningstar Sustainalytics			sk rating provides an ov	verall company score any's exposure to ESG			score is the sum		d risk. The						
Sustamarytics			to be reviewed include co		more risk is unmanaged, the higher ESG risk is scored.										
	regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG				NEGL	Low	Medium	High	Severe						
		ality & peer revie		in recuback on drait 200	0-10	10-20	20-30	30-40	40+						
ESG Book	The ESG sco	re identifies s	ustainable companies	that are hetter					features						
LOG BOOK				methodology considers	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0										
	positioned to	outperform ov	vei the long term. The i	motion that aignificantly	and 100 with higher scores indicating better performance.										
	the principle	of financial ma	ateriality including infor		and 100 with hi	gner scores ir	5 1								
	the principle helps explain	of financial ma ı future risk-ad	ateriality including informulation information of the state of the sta	ateriality is applied by	and 100 with hi	gner scores ir	5 1								
	the principle helps explain over-weightir	of financial ma I future risk-ad Ig features wit	ateriality including infor ljusted performance. M th higher materiality an	ateriality is applied by	and 100 with hi	gner scores ir	3 1								
MSCI	the principle helps explain over-weightir weights on a	of financial ma future risk-ad ng features wit rolling quarter	ateriality including infor ljusted performance. M th higher materiality an rly basis.	lateriality is applied by drebalancing these					nethodology to						
MSCI	the principle helps explain over-weightir weights on a MSCI ESG ra	of financial ma of tuture risk-ading features with rolling quarter atings aim to n	ateriality including infor djusted performance. M th higher materiality and rly basis. measure a company's r	ateriality is applied by	relevant ESG ris	s and opporti	unities. It uses a	rules-based n	nethodology to						
<u>MSCI</u>	the principle helps explain over-weightir weights on a MSCI ESG ra	of financial ma of tuture risk-ading features with rolling quarter atings aim to n	ateriality including informateriality including informateriality and the higher materiality and the higher materiality and the higher materiality and the higher accompany's reasure a company's read laggards according to	lateriality is applied by d rebalancing these management of financially o their exposure to ESG ris	relevant ESG ris sks and how well	s and opporti they manage	unities. It uses a those risks relati	rules-based m	nethodology to						
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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**

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#### Usanee Liurut, CISA FSS International Investment Advisory Securities Co., Ltd

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Company	Ticker	Price	Rating	Valuation & Risks
SCB X	SCB TB	THB 114.00	HOLD	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand. Upside risks comprise 1) the faster-than-expected recovery of EA's operations and financial stability; and 2) the reduction in Thailand's household debts.
Krung Thai Bank	КТВ ТВ	THB 21.40	BUY	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand.
Bangkok Bank	BBL TB	THB 153.50	BUY	Downside risks are 1) prolonged economic sluggishness affecting loan growth and asset quality and 2) an impact of new regulations from the Bank of Thailand.
Kasikornbank	KBANK TB	THB 150.00	BUY	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand.
Kiatnakin Phatra Bank	ККР ТВ	THB 52.75	HOLD	Downside risks to our GGM-based target price include weakened asset quality and lower fee income. By contrast, upside risks include better capital market conditions, higher used car prices, and strengthened asset quality. Upside risks comprise 1) lower credit cost from better asset quality; and 2) improved market price of used cars and lower loss on sales of NPAs.
Krung Thai Bank	КТВ ТВ	THB 21.40	BUY	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand.
Tisco Financial	TISCO TB	THB 97.75	HOLD	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand. Upside risks are 1) aggressive loan growth; and 2) well-controlled asset quality.
TMBThanachart Bank	ТТВ ТВ	THB 1.84	BUY	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand.

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 21-Oct-2024 unless otherwise stated.

#### RECOMMENDATION STRUCTURE

#### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price\* - current price) / 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.