

28 OCTOBER 2024

EQUITY RESEARCH - COMPANY REPORT

MUANGTHAI CAPITAL
THAILAND / FINANCE & SECURITIES

MTC TB

FINANSIA
FSS INTERNATIONAL INVESTMENT ADVISORY

FSSIA ESG rating



BUY

UNCHANGED

TARGET PRICE	THB62.00
CLOSE	THB53.50
UP/DOWNSIDE	+15.9%
PRIOR TP	THB62.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+16.6%

Solid 3Q24E performance

- Expect 3Q24 net profit to grow q-q and y-y following continued loan growth and a wider q-q spread.
- Asset quality remains manageable and aligns with its 2024 guidance.
- We retain MTC as our top BUY call with a 2025 TP at THB62.

Positive 3Q24E performance driven by NII expansion

We expect improved overall performance for 3Q24, with a projected net profit of THB1.51b, marking 4.5% q-q and 17.5% y-y growth. This increase comes mainly from NII growth, which we project to offset the impact of higher operating expenses and rising ECLs. 3Q24 loan growth should continue at 4.5% q-q, 16.6% y-y, and 12.9% YTD, driven by secured lending, particularly auto and land title loans. Unsecured segments remain tightly controlled, including personal loans, nano finance, and motorcycle hire-purchase loans. We expect the loan spread to widen by 7bp to 13.61%, with loan yields increasing q-q due to an additional business day (92 days vs 91 days in 2Q24), which should offset the projected rise in funding costs. Operating expenses may increase slightly due to higher impairments on foreclosed vehicles; however, more substantial revenue growth should slightly reduce the cost-to-income ratio to 47.21% from 47.45% in 2Q24.

Ongoing proactive asset quality management

Although we expect gross NPLs to increase slightly in 3Q24, continuous loan growth should result in a dip in the NPL ratio to 2.88% from 2.90% at the end of 2Q24, aligning with its 2024 guidance of below 3.20%. The expected credit costs should rise to 3.15% from 3.08% in 2Q24, bringing the 9M24 credit costs to 3.16%, in line with its guidance of below 3.50% and slightly above our full-year 2024 target of 3.08%. We expect the NPL coverage ratio to increase to 127.5% vs 125.5% at the end of 2Q24.

Maintain our 2024-26E profit with a 24.9% 3YR CAGR

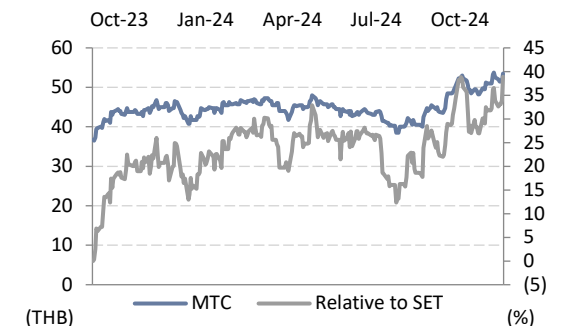
We maintain our 2024-26 net profit forecast, expecting a robust 24.9% CAGR, the highest among the diversified finance companies under our coverage. Key growth drivers include 1) projected loan growth averaging 14.7-19.5% p.a., driven by continued aggressive branch expansions and enhanced branch efficiencies, with a focus on the secured segment; 2) a steady decline in credit costs, reaching 2.67% in 2026E; and 3) improved loan spreads in 2025-26E, benefiting from Fitch's higher domestic credit rating (A-) than TRIS's (BBB+).

Maintain our top BUY call with a 2025 TP of THB62

We maintain our top BUY rating. Our 2025 GGM-based TP is THB62, which implies a P/BV of 2.91x and a P/E of 16.1x under an expected L-T ROE of 19.0% and COE of 10.0%.

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Operating profit	6,126	7,866	10,177	11,960
Net profit	4,906	6,292	8,142	9,568
EPS (THB)	2.31	2.97	3.84	4.51
vs Consensus (%)	-	7.8	16.8	15.0
Recurring net profit	4,906	6,292	8,142	9,568
Core EPS (THB)	2.31	2.97	3.84	4.51
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	(3.7)	28.2	29.4	17.5
Core P/E (x)	23.1	18.0	13.9	11.9
Dividend yield (%)	0.4	0.5	0.7	0.8
Price/book (x)	3.6	3.0	2.5	2.1
ROE (%)	16.1	18.1	19.7	19.3
ROA (%)	3.5	3.9	4.3	4.3



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	9.2	39.0	46.6
Relative to country (%)	9.0	22.6	40.4
Mkt cap (USD m)	3,357		
3m avg. daily turnover (USD m)	12.1		
Free float (%)	21		
Major shareholder	Petaumpai Family (67%)		
12m high/low (THB)	54.00/35.25		
Issued shares (m)	2,120		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

We maintain our top BUY recommendation for MTC, supported by a positive outlook on its profitability, summarized as follows:

- Fitch's higher credit rating at 'A-' compared to TRIS's 'BBB+', combined with the market interest rate reduction, should positively impact MTC's 2025-26 cost of funds.
- The ongoing decline in the NPL ratio and credit costs underscores MTC's proactive debt management in addressing vintage bad debts and highlights its prudent lending approach for new loans in 2023.
- We forecast a 24.9% CAGR in net profit for 2024-26, the highest among diversified finance companies under our coverage. Key drivers include average loan growth of 14.7-19.5% p.a. from aggressive branch expansions, increased branch efficiency, reduced credit costs, and broader loan spreads.

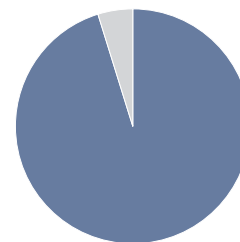
Company profile

MTC has provided lending services since 1992, focusing on motorcycle title loans, and commands the highest market share in Thailand. The company has also expanded its business to personal and other title loans such as car, agricultural and land title loans.

www.muangthaicap.com

Principal activities (revenue, 1H24)

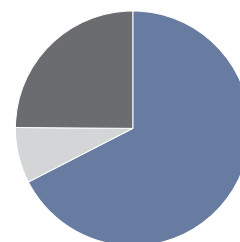
- Net interest income - 95.2 %
- Non-interest income - 4.8 %



Source: Muangthai Capital

Major shareholders

- Petaumpai Family - 67.5 %
- Thai NVDR Co., Ltd. - 7.7 %
- Others - 24.9 %



Source: Muangthai Capital

Catalysts

- 1) A faster-than-expected economic recovery in Thailand;
- 2) Government stimulus measures;
- 3) A stronger-than-expected improvement in asset quality;
- 4) Better-than-expected control over operating costs.

Risks to our call

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.

Event calendar

Date	Event
Nov 2024	3Q24 results announcement

Key assumptions

Key assumptions	2024E	2025E	2026E
Loan growth	19.55	16.58	14.68
Interest spread	13.84	14.31	14.43
NPL ratio	3.10	3.00	3.00
Credit cost	3.08	2.75	2.67
Cost to income	46.94	46.94	46.94

Source: FSSIA estimates

Earnings sensitivity

----- 2025E -----				
Loan growth	±2ppt	14.58	16.58	18.58
% change in net profit		(1.2)		1.2
Interest spread (%)	±5bp	14.26	14.31	14.36
% change in net profit		(0.4)		0.4
Credit cost (bp)	±10bp	2.65	2.75	2.85
% change in net profit		1.8		(1.8)

Source: FSSIA estimates

Exhibit 1: MTC – 3Q24E earnings preview

	3Q23	4Q23	1Q24	2Q24	3Q24E	----- Change -----		9M24E	Change	% of	2024E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(y-y%)	2024E	(THB m)	(y-y%)
Interest income	6,063	6,287	6,353	6,580	6,943	5.5	14.5	19,876	15.5	71	27,968	19.0
Interest expense	(1,004)	(1,096)	(1,130)	(1,227)	(1,310)	6.7	30.4	(3,668)	32.9	70	(5,240)	35.9
Net interest income	5,059	5,191	5,223	5,353	5,633	5.2	11.3	16,209	12.1	71	22,727	15.7
Fee and other income	236	269	278	252	255	1.2	7.9	785	3.6	72	1,096	6.8
Total income	5,295	5,459	5,500	5,605	5,888	5.1	11.2	16,993	11.7	71	23,823	15.3
Operating expenses	(2,391)	(2,496)	(2,630)	(2,660)	(2,780)	4.5	16.3	(8,070)	12.0	72	(11,182)	15.3
PPOP before taxes	2,904	2,963	2,870	2,945	3,108	5.5	7.0	8,923	11.5	71	12,641	15.3
Expected credit losses	(965)	(998)	(858)	(834)	(890)	6.7	(7.8)	(2,582)	(12.1)	67	(3,875)	(1.5)
Profit after ECL	1,939	1,965	2,012	2,111	2,218	5.1	14.4	6,341	25.1	72	8,766	24.6
Impairment losses on financial assets and HP loans	(334)	(278)	(276)	(316)	(340)	7.7	1.8	(932)	48.1	104	(900)	(0.7)
Operating profit	1,605	1,687	1,736	1,796	1,878	4.6	17.0	5,410	21.9	69	7,866	28.4
Income tax	(320)	(336)	(347)	(351)	(368)	4.8	15.2	(1,066)	20.6	68	(1,573)	29.0
Net profit	1,285	1,351	1,389	1,444	1,510	4.5	17.5	4,344	22.2	69	6,292	28.2
EPS (THB)	0.61	0.64	0.66	0.68	0.71	4.5	17.5	2.05	22.2	69	2.97	28.2
Loans	137,081	141,559	145,859	152,934	159,842	4.5	16.6	159,842	16.6		165,408	19.5
Interest bearing debt	112,329	114,770	116,820	123,671	128,794	4.1	14.7	128,794	14.7		134,775	17.4
Key ratios	3Q23	4Q23	1Q24	2Q24	3Q24E			9M24E			2024E	
	(%)	(%)	(%)	(%)	(%)			(%)			(%)	
Yield on loan	18.08	18.05	17.68	17.62	17.76			17.85			18.04	
Cost of funds	3.67	3.86	3.90	4.08	4.15			4.06			4.20	
Spread	14.40	14.19	13.78	13.54	13.61			13.87			13.84	
Cost to Income ratio	45.15	45.72	47.82	47.45	47.21			47.49			46.94	
Credit cost (included losses from car repossessed)	3.87	3.66	3.16	3.08	3.15			3.16			3.08	
NPL / Loan	3.22	3.15	3.06	2.90	2.88			2.88			3.10	
LLR / Loan	3.55	3.65	3.70	3.64	3.67			3.67			2.99	
Coverage ratio	110.3	115.9	120.8	125.5	127.5			127.5			115.4	
D/E (x)	3.7	3.7	3.6	3.7	3.7			3.7			3.7	
IDBE (x)	3.7	3.6	3.5	3.6	3.6			3.6			3.6	
S/T debt/total debt (x)	7.7	11.1	11.6	10.5	10.1			10.1			5.3	
Loan growth q-q	4.4	3.3	3.0	4.9	4.5							
Loan growth y-y	21.1	18.9	17.4	16.5	16.6			16.6			19.5	
Loan growth YTD	15.1	18.9	3.0	8.0	12.9			12.9				

Sources: MTC; FSSIA estimates

Exhibit 2: MTC – Staged loans and ECL

MTC	2022	2023	1Q24	2Q24	2022	2023	1Q24	2Q24
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)
Loans and accrued interest	Staged loans % of total loans							
Stage 1	105,097	124,874	129,909	136,981	87.1	87.1	88.0	88.6
Stage 2	12,009	13,983	13,211	13,242	10.0	9.8	9.0	8.6
Stage 3	3,507	4,461	4,467	4,449	2.9	3.1	3.0	2.9
Total	120,613	143,318	147,587	154,672	100.0	100.0	100.0	100.0
Expected credit loss (ECL)	ECL % of stage loans							
Stage 1	767	1,225	1,490	1,613	0.7	1.0	1.1	1.2
Stage 2	682	1,115	1,078	1,077	5.7	8.0	8.2	8.1
Stage 3	2,237	2,829	2,831	2,871	63.8	63.4	63.4	64.5
Total	3,686	5,169	5,399	5,562	3.1	3.6	3.7	3.6
LLR / Loans	(%)	(%)	(%)	(%)				
Stage 1	0.7	1.0	1.1	1.2				
Stage 2	5.7	8.0	8.2	8.1				
Stage 3	63.8	63.4	63.4	64.5				
Total	3.1	3.6	3.7	3.6				
	(%)	(%)	(%)	(%)				
NPL / TL	2.9	3.1	3.0	2.9				
NPL vs Stage 2 loans / TL	12.9	12.9	12.0	11.4				
LLR / NPL	105.1	115.9	120.9	125.0				
LLR / (NPL vs Stage 2 loans)	23.8	28.0	30.5	31.4				

Sources: MTC; FSSIA's compilation

Exhibit 3: MTC – 2025 GGM-based TP

Gordon Growth Model	2025E
Sustainable ROE	19.0%
g	5.3%
ROE-g	13.7%
Beta	1.17
Risk free rate	3.0%
Risk premium	6.0%
COE	10.0%
COE-g	4.7%
ROE-g/COE-g (x)	2.91

Source: FSSIA estimates

Exhibit 4: Share price performance of non-banks under coverage, as of 25 October 2024

	Price performance				
	1M	3M	6M	1Y	YTD
	(%)	(%)	(%)	(%)	(%)
TIDLOR TB	(6.0)	8.2	(17.7)	(7.1)	(20.7)
MTC TB	10.3	33.8	18.2	45.6	18.9
SAWAD TB	4.2	29.6	19.6	13.2	18.8
SAK TB	7.8	11.3	12.2	35.5	32.2
AEONTS TB	(5.0)	19.7	(17.3)	(11.0)	(16.6)
KTC TB	2.6	22.6	14.0	10.8	12.1
ASK TB	(10.4)	10.0	(28.0)	(41.0)	(39.2)
THANI TB	(2.8)	19.5	(13.3)	(18.9)	(12.0)
JMT TB	11.9	73.7	(7.5)	(36.6)	(22.4)
BAM TB	(5.3)	32.4	(10.9)	0.0	10.4
CHAYO TB	(8.2)	30.9	(20.9)	(36.4)	(34.7)
SETFIN	1.2	24.3	(0.7)	(2.6)	(4.7)
SET	0.9	11.9	7.6	5.4	3.4

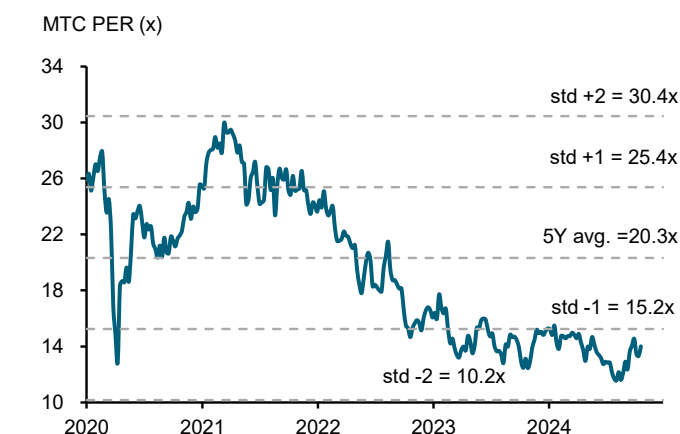
Source: Bloomberg

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



Sources: Bloomberg; FSSIA estimates

Exhibit 6: MTC – one-year prospective PER band



Sources: Bloomberg; FSSIA estimates

Exhibit 7: Peer comparisons, as of 25 October 2024

Company name	BBG code	Rec	Share price (LCY)	Target price (LCY)	Up side (%)	PE 24E (x)	PE 25E (x)	PBV 24E (x)	PBV 25E (x)	ROE 24E (%)	ROE 25E (%)	Div yld 24E (x)	Div yld 25E (x)
Auto title													
Muangthai Capital	MTC TB	BUY	53.50	62.00	15.9	18.0	13.9	3.0	2.5	18.1	19.7	0.5	0.7
Srisawad Corp	SAWAD TB	HOLD	43.75	37.00	(15.4)	12.7	11.3	2.0	1.7	17.0	16.2	0.2	0.9
Ngern Tid Lor	TIDLOR TB	HOLD	17.20	17.64	2.6	11.4	9.8	1.6	1.4	14.5	15.1	2.6	3.1
Saksiam Leasing	SAK TB	BUY	5.50	5.28	(4.0)	13.9	12.1	1.8	1.7	13.7	14.4	3.0	3.5
Unsecured finance													
AEON Thana Sinsap (Thailand)	AEONTS TB	HOLD	133.50	142.00	6.4	11.3	10.4	1.3	1.2	11.7	11.9	3.7	4.1
Krungthai Card	KTC TB	HOLD	48.75	44.00	(9.7)	16.8	15.8	3.2	2.8	19.8	18.9	2.7	2.8
Hire-purchase truck													
Asia Sermkij Leasing	ASK TB	HOLD	12.10	9.60	(20.7)	14.4	11.3	0.6	0.6	4.2	5.3	3.5	4.4
Ratchthani Leasing	THANI TB	HOLD	2.08	2.00	(3.8)	11.3	10.4	0.9	0.9	8.5	8.9	4.9	5.3
AMCs													
Bangkok Commercial Asset Mgmt.	BAM TB	BUY	9.00	11.00	22.2	16.0	14.8	0.7	0.7	4.1	4.4	5.0	5.4
JMT Network services	JMT TB	HOLD	19.80	11.00	(44.4)	17.6	14.6	1.1	1.0	6.1	7.2	3.4	4.1
Chayo Group	CHAYO TB	HOLD	3.56	3.00	(15.7)	13.9	9.0	1.1	0.9	8.1	11.1	1.9	1.7
Average						14.3	12.1	1.6	1.4	11.4	12.1	2.9	3.3

The Chairman of The Board of Directors of Finansia Syrus Securities PCL is also AEONTS's Director.

Sources: Bloomberg; FSSIA estimates

Financial Statements

Muangthai Capital

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Interest Income	19,199	23,500	27,968	32,908	38,011
Interest expense	(2,813)	(3,857)	(5,240)	(5,434)	(6,024)
Net interest income	16,386	19,644	22,727	27,474	31,986
Net fees & commission	792	921	958	996	1,036
Foreign exchange trading income	-	-	-	-	-
Securities trading income	-	-	-	-	-
Dividend income	0	0	0	0	0
Other income	78	105	138	154	131
Non interest income	869	1,026	1,096	1,150	1,167
Total income	17,255	20,669	23,823	28,624	33,153
Staff costs	(8,069)	(9,702)	(11,182)	(13,436)	(15,562)
Other operating costs	-	-	-	-	-
Operating costs	(8,069)	(9,702)	(11,182)	(13,436)	(15,562)
Pre provision operating profit	9,187	10,967	12,641	15,188	17,591
Expected credit loss	(2,433)	(3,934)	(3,875)	(4,011)	(4,632)
Other provisions	(394)	(907)	(900)	(1,000)	(999)
Operating profit	6,360	6,126	7,866	10,177	11,960
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	6,360	6,126	7,866	10,177	11,960
Tax	(1,267)	(1,220)	(1,573)	(2,035)	(2,392)
Profit after tax	5,093	4,906	6,292	8,142	9,568
Non-controlling interest	-	-	-	-	-
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	5,093	4,906	6,292	8,142	9,568
Non recurring items & goodwill (net)	-	-	0	0	0
Recurring net profit	5,093	4,906	6,292	8,142	9,568
Per share (THB)					
Recurring EPS *	2.40	2.31	2.97	3.84	4.51
Reported EPS	2.40	2.31	2.97	3.84	4.51
DPS	0.95	0.21	0.27	0.35	0.41
Growth					
Net interest income (%)	25.4	19.9	15.7	20.9	16.4
Non interest income (%)	3.1	18.0	6.8	5.0	1.5
Pre provision operating profit (%)	32.2	19.4	15.3	20.2	15.8
Operating profit (%)	2.6	(3.7)	28.4	29.4	17.5
Reported net profit (%)	3.0	(3.7)	28.2	29.4	17.5
Recurring EPS (%)	3.0	(3.7)	28.2	29.4	17.5
Reported EPS (%)	3.0	(3.7)	28.2	29.4	17.5
Income Breakdown					
Net interest income (%)	95.0	95.0	95.4	96.0	96.5
Net fees & commission (%)	4.6	4.5	4.0	3.5	3.1
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	-	-	-	-	-
Dividend income (%)	-	-	-	-	-
Other income (%)	0.5	0.5	0.6	0.5	0.4
Operating performance					
Gross interest yield (%)	18.30	18.03	18.04	18.05	18.05
Cost of funds (%)	3.36	3.66	4.20	3.74	3.62
Net interest spread (%)	14.94	14.37	13.84	14.31	14.43
Net interest margin (%)	15.6	15.1	14.7	15.1	15.2
Cost/income(%)	46.8	46.9	46.9	46.9	46.9
Cost/assets(%)	7.1	7.0	6.8	7.0	7.0
Effective tax rate (%)	19.9	19.9	20.0	20.0	20.0
Dividend payout on recurring profit (%)	39.5	9.1	9.1	9.1	9.1
ROE (%)	18.9	16.1	18.1	19.7	19.3
ROE - COE (%)	8.1	5.3	7.3	8.9	8.5
ROA (%)	4.5	3.5	3.9	4.3	4.3
RORWA (%)	-	-	-	-	-

* Pre-exceptional, pre-goodwill and fully diluted

Sources: Muangthai Capital; FSSIA estimates

Financial Statements

Muangthai Capital

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Gross customer loans	119,084	141,559	168,453	196,190	224,908
Allowance for expected credit loss	(3,686)	(5,169)	(4,948)	(5,693)	(6,547)
interest in suspense	1,675	1,969	2,363	2,765	3,180
Net customer loans	117,073	138,359	165,868	193,262	221,541
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	0	0	0	0	0
Cash & equivalents	3,213	2,822	1,347	1,824	2,790
Other interesting assets	-	-	-	-	-
Tangible fixed assets	2,037	2,134	2,348	2,582	2,840
Associates	-	-	-	-	-
Goodwill	-	-	-	-	-
Other intangible assets	-	-	-	-	-
Other assets	5,743	6,841	7,411	8,473	9,699
Total assets	128,066	150,156	176,514	205,711	236,468
Customer deposits	-	-	-	-	-
Bank deposits	-	-	-	-	-
Other interest bearing liabilities	96,143	114,770	134,775	155,806	177,032
Non interest bearing liabilities	2,833	3,469	4,046	4,740	5,581
Hybrid Capital	-	-	-	-	-
Total liabilities	98,976	118,239	138,821	160,547	182,613
Share capital	2,120	2,120	2,120	2,120	2,120
Reserves	26,971	29,797	35,573	43,045	51,736
Total equity	29,091	31,917	37,693	45,165	53,856
Non-controlling interest	-	-	-	-	-
Total liabilities & equity	128,066	150,156	176,514	205,711	236,468
Supplementary items					
Risk weighted assets (RWA)	n/a	n/a	n/a	n/a	n/a
Average interest earning assets	104,892	130,321	155,006	182,321	210,549
Average interest bearing liabilities	83,734	105,456	124,772	145,291	166,419
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)	3,507	4,461	4,289	4,962	5,785
Per share (THB)					
Book value per share	13.72	15.06	17.78	21.30	25.40
Tangible book value per share	13.72	15.06	17.78	21.30	25.40
Growth					
Gross customer loans	31.3	18.9	19.0	16.5	14.6
Average interest earning assets	30.5	24.2	18.9	17.6	15.5
Total asset (%)	30.2	17.2	17.6	16.5	15.0
Risk weighted assets (%)	-	-	-	-	-
Customer deposits (%)	-	-	-	-	-
Leverage & capital measures					
Customer loan/deposits (%)	-	-	-	-	-
Equity/assets (%)	22.7	21.3	21.4	22.0	22.8
Tangible equity/assets (%)	22.7	21.3	21.4	22.0	22.8
RWA/assets (%)	-	-	-	-	-
CET 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
Asset Quality (FSSIA's calculation)					
Change in NPL (%)	174.8	27.2	(3.9)	15.7	16.6
NPL/gross loans (%)	2.9	3.2	2.5	2.5	2.6
Allowance for ECL/gross loans (%)	3.1	3.7	2.9	2.9	2.9
Allowance for ECL/NPL (%)	105.1	115.9	115.4	114.7	113.2
Valuation					
Recurring P/E (x) *	22.3	23.1	18.0	13.9	11.9
Recurring P/E @ target price (x) *	25.8	26.8	20.9	16.1	13.7
Reported P/E (x)	22.3	23.1	18.0	13.9	11.9
Dividend yield (%)	1.8	0.4	0.5	0.7	0.8
Price/book (x)	3.9	3.6	3.0	2.5	2.1
Price/tangible book (x)	3.9	3.6	3.0	2.5	2.1
Price/tangible book @ target price (x)	4.5	4.1	3.5	2.9	2.4

* Pre-exceptional, pre-goodwill and fully diluted

Sources: Muangthai Capital; FSSIA estimates

Muangthai Capital PCL (MTC TB)

FSSIA ESG rating


68.21 /100

Exhibit 8: 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	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 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 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	1.36	1.51	2.07	2.16	2.39	4.00	3.27	3.31
BESG environmental pillar score	0.00	0.00	0.00	0.00	0.12	0.02	0.03	—
BESG social pillar score	0.37	0.58	1.37	1.37	1.69	4.57	3.27	—
BESG governance pillar score	4.42	4.41	4.57	4.91	4.95	4.95	4.82	—
ESG disclosure score	26.85	32.18	32.89	35.76	39.62	44.88	50.20	52.08
Environmental disclosure score	0.00	0.00	0.00	0.33	7.28	15.22	32.74	34.40
Social disclosure score	11.67	15.84	17.41	25.70	30.35	31.92	30.35	34.34
Governance disclosure score	68.72	80.52	81.10	81.10	81.10	87.36	87.36	87.36
Environmental								
Emissions reduction initiatives	No	No	No	No	No	No	No	No
Climate change policy	No	No	No	No	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	No	No	Yes	Yes	Yes	Yes	Yes
GHG scope 1	—	—	—	—	2	7	6	8
GHG scope 2 location-based	—	—	—	—	—	16	18	21
GHG Scope 3	—	—	—	—	—	1	1	1
Carbon per unit of production	—	—	—	—	—	—	—	—
Biodiversity policy	No	No	No	No	No	No	No	No
Energy efficiency policy	No	No	No	No	Yes	Yes	Yes	Yes
Total energy consumption	—	—	—	—	9	55	36	69
Renewable energy use	—	—	—	—	—	—	0	—
Electricity used	—	—	—	—	—	32	36	42
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	No	No	Yes	Yes	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	Yes	Yes	Yes	Yes
Water consumption	—	—	—	—	—	987	—	—
Social								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Quality assurance and recall policy	No	No	No	No	No	No	No	No
Consumer data protection policy	No	No	No	No	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	Yes
Pct women in workforce	—	—	—	—	—	11	11	10
Pct disabled in workforce	—	—	0	0	0	0	—	—
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	—	—	—	—	—	—	—	0
Total recordable incident rate - employees	—	—	—	—	1	1	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	2,617	4,185	5,893	7,660	9,576	10,328	11,460	13,005
Employee turnover pct	—	—	—	—	—	—	—	29
Total hours spent by firm - employee training	—	—	—	70,395	60,328	34,082	34,036	78,030
Social supply chain management	No	No	No	No	No	No	No	Yes
Governance								
Board size	7	7	7	7	8	8	7	7
No. of independent directors (ID)	5	5	5	5	5	5	4	4
No. of women on board	2	2	3	3	3	3	3	3
No. of non-executive directors on board	5	5	5	5	6	6	5	5
Company conducts board evaluations	No	No	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	6	5	7	7	6	9	8	8
Board meeting attendance pct	100	100	96	100	94	96	100	100
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	56	57	58	59	36	39	40	41
Age of the oldest director	67	68	69	70	71	72	73	74
No. of executives / company managers	12	12	12	13	13	12	13	13
No. of female executives	3	3	3	3	3	3	3	3
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	3	3	3	3	3	3	3
No. of ID on audit committee	3	3	3	3	3	3	3	3
Audit committee meetings	4	4	4	4	4	4	4	7
Audit meeting attendance %	100	100	92	100	92	100	100	100
Size of compensation committee	3	3	3	3	3	3	3	3
No. of ID on compensation committee	3	3	3	3	3	3	2	2
No. of compensation committee meetings	—	1	2	2	2	2	3	2
Compensation meeting attendance %	—	100	83	100	83	83	100	100
Size of nomination committee	3	3	3	3	3	3	3	3
No. of nomination committee meetings	—	1	2	2	2	2	1	2
Nomination meeting attendance %	—	100	83	100	83	83	100	100
Sustainability governance								
Verification type	No	No	No	No	No	Yes	Yes	Yes

Sources: Bloomberg; FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating																			
The Dow Jones Sustainability Indices (DJSI) 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 (THSI) by The Stock Exchange of Thailand (SET)	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 THSI inclusion , 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. SETTHSI Index 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.																			
CG Score 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%).																			
AGM level 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&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.																			
Thai CAC 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.																			
Morningstar Sustainalytics	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 & 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+																	
ESG Book	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.																			
MSCI	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>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="3">Average:</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>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td></tr><tr><td>CCC</td><td>0.000-1.428</td><td>Laggard:</td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>	AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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B	1.429-2.856																				
CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks																		
Moody's ESG solutions	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.																				
Refinitiv ESG rating	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; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																				
S&P Global	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.																				
Bloomberg	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

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

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Company	Ticker	Price	Rating	Valuation & Risks
Muangthai Capital	MTC TB	THB 53.50	BUY	Downside risks to our GGM-based TP include 1) a further weakening of asset quality that could potentially hit both loan yield and credit cost; and 2) changes in financial regulations by the Bank of Thailand and the Office of Consumer Protection Board.
Ngern Tid Lor	TIDLOR TB	THB 17.20	HOLD	Downside risks to our GGM-based TP include 1) further weakening asset quality could potentially hit both loan yields and credit costs; 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 more favorable economic situations.
Krungthai Card	KTC TB	THB 48.75	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.
Aeon Thana Sinsap (Thailand)	AEONTS TB	THB 133.50	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.
Srisawad Corp	SAWAD TB	THB 43.75	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.
Saksiam Leasing	SAK TB	THB 5.50	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.
Asia Sermkij Leasing PCL	ASK TB	THB 12.10	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) downtrend of policy rate could reduce cost of funds and enhance interest spreads; and 3) a faster-than-expected decline in ECL expense.
Ratchthani Leasing	THANI TB	THB 2.08	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.
Bangkok Commercial Asset Mngt.	BAM TB	THB 9.00	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.
JMT Network Services	JMT TB	THB 19.80	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.
Chayo Group	CHAYO TB	THB 3.56	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 25-Oct-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.