

ASIA SERMKIJ LEASING

THAILAND / FINANCE & SECURITIES

ASK TB

HOLD

UNCHANGED

TARGET PRICE	THB11.00
CLOSE	THB12.20
UP/DOWNSIDE	-9.8%
PRIOR TP	THB9.60
CHANGE IN TP	+14.6%
TP vs CONSENSUS	+0.5%

Not yet out of the tunnel in 3Q24

- We expect a further contraction in loans and underwritings in 3Q24 over quality concerns, leading to lower NII and non-NII.
- We expect the overview for 3Q24 asset quality to weaken further, with a rising NPL ratio and credit costs.
- Maintain HOLD call with a 2025 TP of THB11.00.

3Q24 performance to weaken further

We expect ASK to report a 3Q24 net profit at THB78m, declining by 5.7% q-q and 75.6% y-y. The 3Q24E PPOP is at THB736m (-3.6% q-q, -10.7% y-y), as loans should exhibit a deeper contraction of 3.3% q-q, 3.3% y-y, and 4.1% YTD over a new loan underwriting volume that we expect to drop c30% y-y due to the firm's cautious lending and muted truck demand. Accordingly, 3Q24 NII should continue to decline by 3.6% q-q and 6.5% y-y, while we expect non-NII to drop by 0.4% q-q and 18.9% y-y due to a lower contribution from loan and insurance brokerage fees. Meanwhile, we project 3Q24 OPEX to decline 2.6% q-q and 4.0% y-y on lower loan underwriting, with a CIR of 29.3%, stable q-q. Our 9M24E net profit secures 75% of our 2024 estimate.

New NPL formation to decelerate, but remains a concern

Despite the firm's prolonged effort to aggressively manage NPLs, we expect the 3Q24 asset quality to weaken, in line with industry peers. The NPL ratio is expected to finish at 6.54%, rising from 6.10% in 2Q24 due to heavy rainfall during the quarter, impacting road freight and the repayment ability of debtors. 3Q24 credit costs should continue at a high level of 3.49%, but decline slightly from 3.55% in 2Q24 due to a lower provision for loans, reflecting the firm's effort on strict lending since 3Q23 and a gradual decline in new NPL formation. However, we expect a higher loss on sales of NPAs due to the sluggish used truck market. The 3Q24E coverage ratio drops further to 53% from 57% in 2Q24. We expect the slowing demand for used trucks to result in net bookings of NPAs to pile up further to THB2.2b from THB1.9b in 2Q24.

Maintain 2024-26 net profit forecast

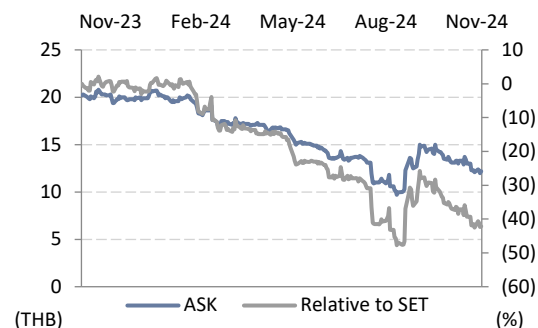
We maintain our forecasts, with 2024 net profit contracting 63.5% y-y, largely due to mounting credit cost pressure at 3.28% compared to 2.49% in 2023 from both the influence of deteriorating loan quality and rising loans on NPA sales. For 2025-26, we expect a sharp recovery of 26% CAGR due to the low base in the prior year, while our conservative assumptions indicate a gradual decline in credit costs to 2.8-3.0%.

Maintain HOLD call at 2025 TP of THB11.00

Due to the unfavorable outlook we have for the hire-purchase truck industry and for the firm, we maintain HOLD for ASK and roll forward our GGM-based TP to 2025 at THB11.00, implying a P/BV ratio of 0.53x (from 0.45x) under LT ROE of 6.4% (from 5.9%) and COE of 9.8%. Our 2024-26E dividend yield is at an attractive range of 4-6% under an average payout ratio of 50%.

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Operating profit	1,529	556	705	893
Net profit	1,219	445	564	715
EPS (THB)	2.31	0.84	1.07	1.35
vs Consensus (%)	-	(21.3)	(20.0)	(19.6)
Recurring net profit	1,219	445	564	715
Core EPS (THB)	2.31	0.84	1.07	1.35
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	(19.4)	(63.5)	26.9	26.6
Core P/E (x)	5.3	14.5	11.4	9.0
Dividend yield (%)	9.5	3.5	4.4	5.5
Price/book (x)	0.6	0.6	0.6	0.6
ROE (%)	11.7	4.2	5.3	6.5
ROA (%)	1.7	0.6	0.7	0.9



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(9.0)	8.9	(39.9)
Relative to country (%)	(10.0)	(1.9)	(43.4)
Mkt cap (USD m)	191		
3m avg. daily turnover (USD m)	0.5		
Free float (%)	40		
Major shareholder	Chailease Holding Co Ltd (48%)		
12m high/low (THB)	21.20/9.60		
Issued shares (m)	528		

Sources: Bloomberg consensus; FSSIA estimates


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Investment thesis

We have a HOLD call for ASK over factors including:

- 1) Our expectation of deteriorating asset quality from its hire purchase (HP) truck debtors as a result of the firm's aggressive acquisition in the low-quality customer segment in 2023, plus delayed government budgeting in 2024, especially in 1H24.
- 2) ASK should continue its strict lending policy as a strategy for asset quality control, leading to the expectation of a loan contraction of 1.9% y-y for 2024.
- 3) We expect the firm to encounter rising credit costs in 2024 from both worsening asset quality and higher losses on sales of repossessed trucks, which is largely responsible for our 2024 net profit estimate of a 63.5% y-y drop.
- 4) Our 2025 GGM-based TP of THB11.00 implies a target P/BV ratio of 0.53x (LT-ROE of 6.4%, COE of 9.8%), exhibiting a downside to the current share price. However, our 2024-26E dividend yield estimate is at an attractive range of c4-6%.

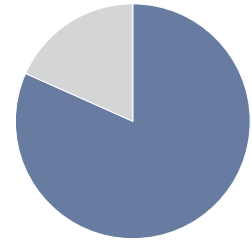
Company profile

Main businesses of the company are hire purchase loans, targeting new and used trucks, and financial leasing, as well as services related to its core businesses.

www.ask.co.th

Principal activities (revenue, 2023)

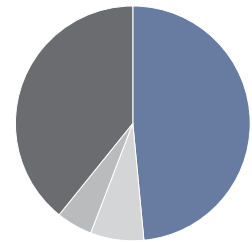
- Net interest income - 81.7 %
- Non-interest income - 18.3 %



Source: Asia Sermkij Leasing PCL

Major shareholders

- Chailease Holding Co Ltd - 48.5 %
- Bangkok Bank PCL - 7.4 %
- BBL Asset Management Co Ltd - 5.0 %
- Others - 39.2 %



Source: Asia Sermkij Leasing PCL

Catalysts

1. Better-than-expected new loan bookings and loan growth.
2. Better-than-expected improvement in asset quality.
3. Lower-than-expected credit cost and losses on NPA sales.
4. Increases in the average price of trucks.

Risks to our call

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

Event calendar

Date	Event
8 Nov 2024	3Q24 results announcement
14 Nov 2024	Analyst meeting

Key assumptions

	2024E (THB m)	2025E (THB m)	2026E (THB m)
Net profit	445	564	715
Growth y-y %	(63.5)	26.9	26.6
Loan receivables	73,770	77,659	81,759
Growth y-y %	(1.9)	5.3	5.3
Cost-to-income (%)	30.6	32.4	33.4
Credit cost (%)	3.28	3.01	2.77
Loan yield (%)	7.95	7.98	7.99
Cost of funds (%)	3.64	3.70	3.74
Interest spreads (%)	4.30	4.27	4.25

Source: FSSIA estimates

Earnings sensitivity

		2025E		
Loan growth (%)	±1ppt	4.3	5.3	6.3
% change in net profit		(1.5)	-	1.5
Loan spreads (%)	±10bp	4.2	4.3	4.4
% change in net profit		(9.5)	-	9.5
Credit costs (bp)	±10bp	291	301	311
% change in net profit		10.7	-	(10.7)

Source: FSSIA estimates

Exhibit 1: ASK – 3Q24 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 %)	24E	(THB m)	(y-y %)
Interest income	1,436	1,485	1,474	1,464	1,430	(2.3)	(0.4)	4,368	4.7	74	5,918	4.6
Interest expense	504	538	552	558	558	0.1	10.8	1,668	21.6	72	2,318	21.4
Net interest income	932	947	923	906	871	(3.9)	(6.5)	2,700	(3.6)	75	3,601	(3.9)
Non-interest income	210	185	189	171	170	(0.4)	(18.9)	530	(19.3)	74	718	(14.6)
Operating income	1,142	1,132	1,112	1,077	1,041	(3.3)	(8.8)	3,230	(6.6)	75	4,319	(5.9)
Operating expenses	318	307	340	313	305	(2.6)	(4.0)	958	(1.8)	73	1,321	3.1
Pre-provisioning operating profit	824	825	772	764	736	(3.6)	(10.7)	2,272	(8.5)	76	2,998	(9.4)
Expected credit loss	426	621	554	667	639	(4.1)	50.2	1,860	60.6	76	2,442	37.3
Income tax	81	43	44	15	19	32.8	(75.9)	78	(70.7)	70	111	(64.2)
Net profit	318	161	174	82	78	(5.7)	(75.6)	334	(68.4)	75	445	(63.5)
EPS (THB)	0.60	0.31	0.33	0.16	0.15	(5.7)	(75.6)	0.63	(68.4)	75	0.84	(63.5)
Key balance sheet items												
Gross loans	74,567	75,182	75,736	74,538	72,084	(3.3)	(3.3)	72,084	(3.3)		73,770	(1.9)
Interest bearing debt	64,104	64,190	64,973	64,694	63,835	(1.3)	(0.4)	63,835	(0.4)		63,047	(1.8)
Leverage ratios	(x)	(x)	(x)	(x)	(x)			(x)			(x)	
D/E	6.3	6.3	6.2	6.5	6.4			6.4			6.3	
IBD/E	6.1	6.0	6.0	6.3	6.1			6.1			6.0	
Asset quality ratio	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)		(%)	(%)
Gross NPL (THB m)	3,089	3,539	3,918	4,549	4,785	5.2	54.9	4,785	54.9		4,787	35.3
NPL / TL	4.14	4.71	5.17	6.10	6.64			6.64			6.49	
LLR	1,956	2,205	2,380	2,584	2,520	(2.5)	28.8	2,520			2,578	16.9
Coverage ratio	63	62	61	57	53			53			54	
Credit cost	2.31	3.32	2.94	3.55	3.49			3.38			3.28	
Profitability ratios	(%)	(%)	(%)	(%)	(%)			(%)			(%)	
Cost-to-income ratio	27.81	27.09	30.55	29.08	29.28			29.65			30.58	
Average loan yield	7.79	7.93	7.82	7.79	7.80			7.94			7.95	
Cost of funds	3.19	3.36	3.42	3.44	3.48			3.48			3.64	
Loan yield spreads	4.60	4.58	4.40	4.35	4.33			4.47			4.30	
Net interest margins (NIM)	5.14	5.15	5.00	4.94	4.84			4.98			4.95	
Non-NII / Revenue	18.37	16.36	16.99	15.86	16.33			16.40			16.62	
Loan growth	(%)	(%)	(%)	(%)	(%)			(%)			(%)	
q-q	2.2	0.8	0.7	(1.6)	(3.3)							
y-y	14.3	11.2	8.3	2.2	(3.3)			(3.3)			(1.9)	
YTD	10.3	11.2	0.7	(0.9)	(4.1)			(4.1)				

Sources: ASK; FSSIA estimates

Exhibit 2: ASK – Staged loans and ECL

	2022 (THB m)	2023 (THB m)	1Q24 (THB m)	2Q24 (THB m)	2022 (%)	2023 (%)	1Q24 (%)	2Q24 (%)
Staged loans								
Stage 1	60,667	65,205	64,614	62,153	89.7	86.6	85.2	83.3
Stage 2	4,591	6,514	7,279	7,911	6.8	8.7	9.6	10.6
Stage 3	2,347	3,539	3,918	4,549	3.5	4.7	5.2	6.1
Total	67,605	75,257	75,811	74,614	100.0	100.0	100.0	100.0
Allowance for ECL								
Stage 1	566	528	505	494	0.9	0.8	0.8	0.8
Stage 2	500	766	863	912	10.9	11.8	11.9	11.5
Stage 3	696	912	1,012	1,178	29.7	25.8	25.8	25.9
Total	1,761	2,205	2,380	2,584	2.6	2.9	3.1	3.5
LLR/ Loans								
Stage 1	0.9	0.8	0.8	0.8				
Stage 2	10.9	11.8	11.9	11.5				
Stage 3	29.7	25.8	25.8	25.9				
Total	2.6	2.9	3.1	3.5				
NPL / TL	3.5	4.7	5.2	6.1				
NPL vs Stage 2 loans / TL	10.3	13.4	14.8	16.7				
LLR / NPL	75	62	61	57				
LLR / (NPL vs Stage 2)	25	22	21	21				

Sources: ASK; FSSIA's compilation

Exhibit 3: ASK – 2025 GGM-based TP

	New (%)	Previous (%)
Sustainable ROE	6.4	5.9
Terminal growth	2.7	2.7
Risk-free	3.0	3.0
Expected market return	8.0	8.0
Market risk premium	5.0	5.0
Cost of equity	9.8	9.8
Beta	1.4	1.4
Target PBV (x)	0.53	0.45
Fair price (THB)	11.00	9.60

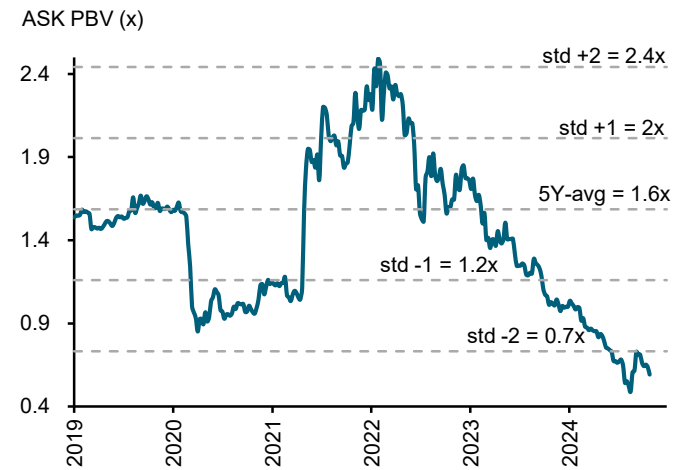
Source: FSSIA estimates

Exhibit 4: Share price performance of non-banks under coverage, as of 31 October 2024

	Price performance				
	1M (%)	3M (%)	6M (%)	1Y (%)	YTD (%)
TIDLOR TB	(3.3)	11.3	(15.3)	(4.9)	(18.4)
MTC TB	2.5	23.8	11.5	36.2	12.8
SAWAD TB	(1.2)	28.6	14.7	12.6	16.1
SAK TB	3.8	0.9	11.1	35.7	29.8
AEONTS TB	(1.8)	19.7	(13.3)	(5.4)	(12.5)
KTC TB	(2.6)	22.4	11.0	7.9	9.8
ASK TB	(10.9)	7.0	(27.4)	(39.6)	(38.7)
THANI TB	(11.4)	8.3	(18.8)	(23.4)	(17.5)
JMT TB	8.7	65.8	(3.9)	(36.3)	(22.0)
BAM TB	(14.0)	19.4	(16.6)	(6.2)	1.8
CHAYO TB	(12.1)	21.7	(21.3)	(37.9)	(36.1)
SETFIN	(2.3)	21.6	(2.3)	(2.9)	(6.1)
SET	0.1	10.8	7.2	6.2	3.5

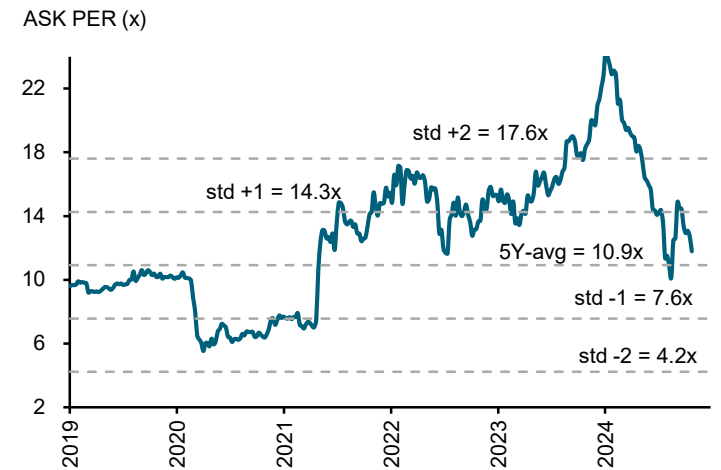
Source: Bloomberg

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



Sources: Bloomberg; FSSIA estimates

Exhibit 6: ASK – one-year prospective PER band



Sources: Bloomberg; FSSIA estimates

Exhibit 7: Peer comparisons, as of 31 October 2024

Company name	BBG code	Rec	Share	Target	Up	----- PE -----		----- PBV -----		----- ROE -----		---- Div yld ----	
			price	price	side	24E	25E	24E	25E	24E	25E	24E	25E
			(LCY)	(LCY)	(%)	(x)	(x)	(x)	(x)	(%)	(%)	(x)	(x)
Auto title													
Muangthai Capital	MTC TB	BUY	50.75	62.00	22.2	17.1	13.2	2.9	2.4	18.1	19.7	0.5	0.7
Srisawad Corp	SAWAD TB	HOLD	42.75	37.00	(13.5)	12.4	11.1	1.9	1.7	17.0	16.2	0.2	0.9
Ngern Tid Lor	TIDLOR TB	HOLD	17.70	17.64	(0.3)	11.7	10.1	1.6	1.4	14.5	15.1	2.6	3.0
Saksiam Leasing	SAK TB	BUY	5.40	5.28	(2.2)	13.6	11.9	1.8	1.7	13.7	14.4	3.1	3.5
Unsecured finance													
AEON Thana Sinsap (Thailand)	AEONTS TB	HOLD	140.00	142.00	1.4	11.8	10.9	1.3	1.2	11.7	11.9	3.6	3.9
Krungthai Card	KTC TB	HOLD	47.75	44.00	(7.9)	16.5	15.5	3.1	2.8	19.8	18.9	2.7	2.9
Hire-purchase truck													
Asia Sermkij Leasing	ASK TB	HOLD	12.20	11.00	(9.8)	14.5	11.4	0.6	0.6	4.2	5.3	3.5	4.4
Ratchthani Leasing	THANI TB	HOLD	1.95	2.00	2.6	10.6	9.8	0.9	0.8	8.5	8.9	5.2	5.6
AMCs													
Bangkok Commercial Asset Mgmt.	BAM TB	BUY	8.30	11.00	32.5	14.7	13.6	0.6	0.6	4.1	4.4	5.4	5.9
JMT Network services	JMT TB	HOLD	19.90	11.00	(44.7)	17.7	14.7	1.1	1.0	6.1	7.2	3.4	4.1
Chayo Group	CHAYO TB	BUY	3.48	4.00	14.9	14.1	8.2	1.0	0.9	7.9	11.8	1.9	1.8
Average						14.1	11.9	1.5	1.4	11.4	12.2	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

Asia Sermkij Leasing PCL

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Interest Income	4,863	5,658	5,918	6,040	6,369
Interest expense	(1,336)	(1,910)	(2,318)	(2,390)	(2,529)
Net interest income	3,527	3,748	3,601	3,650	3,840
Net fees & commission	638	658	476	498	521
Foreign exchange trading income	-	-	-	-	-
Securities trading income	-	-	-	-	-
Dividend income	-	-	-	-	-
Other income	123	183	241	266	292
Non interest income	761	841	718	764	813
Total income	4,288	4,589	4,319	4,414	4,653
Staff costs	(772)	(908)	(953)	(1,049)	(1,153)
Other operating costs	(355)	(373)	(367)	(383)	(400)
Operating costs	(1,127)	(1,281)	(1,321)	(1,432)	(1,554)
Pre provision operating profit	3,161	3,308	2,998	2,982	3,100
Expected credit loss	(1,265)	(1,779)	(2,442)	(2,276)	(2,207)
Other provisions	-	-	-	-	-
Operating profit	1,896	1,529	556	705	893
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	1,896	1,529	556	705	893
Tax	(384)	(310)	(111)	(141)	(179)
Profit after tax	1,512	1,219	445	564	715
Non-controlling interest	-	-	-	-	-
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	1,512	1,219	445	564	715
Non recurring items & goodwill (net)	-	-	0	0	0
Recurring net profit	1,512	1,219	445	564	715
Per share (THB)					
Recurring EPS *	2.86	2.31	0.84	1.07	1.35
Reported EPS	2.86	2.31	0.84	1.07	1.35
DPS	1.14	1.16	0.42	0.53	0.68
Growth					
Net interest income (%)	27.4	6.3	(3.9)	1.4	5.2
Non interest income (%)	25.5	10.5	(14.6)	6.4	6.5
Pre provision operating profit (%)	35.9	4.6	(9.4)	(0.5)	4.0
Operating profit (%)	25.6	(19.4)	(63.6)	26.9	26.6
Reported net profit (%)	25.7	(19.4)	(63.5)	26.9	26.6
Recurring EPS (%)	25.7	(19.4)	(63.5)	26.9	26.6
Reported EPS (%)	25.7	(19.4)	(63.5)	26.9	26.6
Income Breakdown					
Net interest income (%)	82.3	81.7	83.4	82.7	82.5
Net fees & commission (%)	14.9	14.3	11.0	11.3	11.2
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	-	-	-	-	-
Dividend income (%)	-	-	-	-	-
Other income (%)	2.9	4.0	5.6	6.0	6.3
Operating performance					
Gross interest yield (%)	8.00	8.06	8.13	8.19	8.19
Cost of funds (%)	2.65	3.17	3.64	3.70	3.74
Net interest spread (%)	5.35	4.89	4.49	4.49	4.45
Net interest margin (%)	5.8	5.3	4.9	4.9	4.9
Cost/income(%)	26.3	27.9	30.6	32.4	33.4
Cost/assets(%)	1.8	1.7	1.7	1.8	1.9
Effective tax rate (%)	20.3	20.3	20.0	20.0	20.0
Dividend payout on recurring profit (%)	39.8	50.2	50.0	50.0	50.0
ROE (%)	15.5	11.7	4.2	5.3	6.5
ROE - COE (%)	5.8	1.9	(5.5)	(4.5)	(3.3)
ROA (%)	2.4	1.7	0.6	0.7	0.9
RORWA (%)	-	-	-	-	-

* Pre-exceptional, pre-goodwill and fully diluted

Sources: Asia Sermkij Leasing PCL ; FSSIA estimates

Financial Statements

Asia Sermkij Leasing PCL

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Gross customer loans	67,538	75,182	73,770	77,659	81,759
Allowance for expected credit loss	(1,761)	(2,205)	(2,578)	(2,692)	(2,851)
interest in suspense	68	75	82	89	96
Net customer loans	65,844	73,052	71,274	75,056	79,003
Bank loans	-	-	-	-	-
Government securities	-	-	-	-	-
Trading securities	-	-	-	-	-
Investment securities	-	-	-	-	-
Cash & equivalents	747	666	584	582	797
Other interesting assets	0	0	0	0	0
Tangible fixed assets	743	2,048	2,581	2,060	1,572
Associates	-	-	-	-	-
Goodwill	-	-	-	-	-
Other intangible assets	61	45	46	47	47
Other assets	1,753	1,718	1,744	1,770	1,796
Total assets	69,149	77,529	76,229	79,514	83,217
Customer deposits	-	-	-	-	-
Bank deposits	-	-	-	-	-
Other interest bearing liabilities	56,169	64,190	63,047	65,981	69,239
Non interest bearing liabilities	2,725	2,681	2,691	2,701	2,712
Hybrid Capital	-	-	-	-	-
Total liabilities	58,894	66,870	65,738	68,682	71,951
Share capital	2,639	2,639	2,639	2,639	2,639
Reserves	7,615	8,019	7,852	8,194	8,626
Total equity	10,255	10,659	10,491	10,833	11,265
Non-controlling interest	0	0	0	0	0
Total liabilities & equity	69,149	77,529	76,229	79,515	83,217
Supplementary items					
Risk weighted assets (RWA)	n/a	n/a	n/a	n/a	n/a
Average interest earning assets	60,803	70,155	72,788	73,748	77,719
Average interest bearing liabilities	50,364	60,179	63,618	64,514	67,610
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)	2,347	3,539	4,787	4,834	4,742
Per share (THB)					
Book value per share	19.43	20.19	19.87	20.52	21.34
Tangible book value per share	19.31	20.11	19.79	20.43	21.25
Growth					
Gross customer loans	21.3	11.3	(1.9)	5.3	5.3
Average interest earning assets	22.9	15.4	3.8	1.3	5.4
Total asset (%)	22.0	12.1	(1.7)	4.3	4.7
Risk weighted assets (%)	-	-	-	-	-
Customer deposits (%)	-	-	-	-	-
Leverage & capital measures					
Customer loan/deposits (%)	-	-	-	-	-
Equity/assets (%)	14.8	13.7	13.8	13.6	13.5
Tangible equity/assets (%)	14.7	13.7	13.7	13.6	13.5
RWA/assets (%)	-	-	-	-	-
CET 1 CAR (%)	-	-	-	-	-
Total CAR (%)	-	-	-	-	-
Asset Quality (FSSIA's calculation)					
Change in NPL (%)	55.6	50.8	35.3	1.0	(1.9)
NPL/gross loans (%)	3.5	4.7	6.5	6.2	5.8
Allowance for ECL/gross loans (%)	2.6	2.9	3.5	3.5	3.5
Allowance for ECL/NPL (%)	75.0	62.3	53.9	55.7	60.1
Valuation					
Recurring P/E (x) *	4.3	5.3	14.5	11.4	9.0
Recurring P/E @ target price (x) *	3.8	4.8	13.1	10.3	8.1
Reported P/E (x)	4.3	5.3	14.5	11.4	9.0
Dividend yield (%)	9.3	9.5	3.5	4.4	5.5
Price/book (x)	0.6	0.6	0.6	0.6	0.6
Price/tangible book (x)	0.6	0.6	0.6	0.6	0.6
Price/tangible book @ target price (x)	0.6	0.5	0.6	0.5	0.5

* Pre-exceptional, pre-goodwill and fully diluted

Sources: Asia Sermkij Leasing PCL ; FSSIA estimates

Asia Sermkij Leasing PCL (ASK TB)

FSSIA ESG rating

★ ★

Exhibit 8: FSSIA ESG score implication

25.25 /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.

Source: FSSIA estimates

Exhibit 9: ESG – peer comparison

	FSSIA	Domestic 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
ASK	25.25	--	--	--	4.00	5.00	Certified	Medium	--	--	--	--	--	--	--
MTC	68.21	--	Y	Y	5.00	5.00	Certified	Low	42.19	AA	--	58.09	42.00	3.31	--
SAK	45.28	--	Y	Y	4.00	4.00	Certified	High	40.10	--	--	43.87	--	2.02	36.23
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	--

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 10: ESG disclosure from the company's one report

FY ending Dec 31		FY 2022	FY ending Dec 31		FY 2022
Environmental			Governance		
Climate change policy		Yes	Board size / Independent directors (ID) / Female		12 / 5 / 2
Climate change opportunities discussed		--	No. of board meetings for the year / % attendance		7 / 90.48%
GHG scope 2 location-based policy		Yes	Company conducts board evaluations		Yes
Biodiversity policy		--	Number of non-executive directors on board		11
Energy efficiency policy		Yes	Director share ownership guidelines		No
Electricity used		Yes	Board age limit		No
Fuel used - crude oil/diesel		--	Age of the youngest / oldest director		50 / 75
Waste reduction policy		Yes	Number of executives / female		7 / 0
Water policy		Yes	Executive share ownership guidelines		No
Water consumption		3,557	Size of audit committee / ID		4 / 4
Social			Audit committee meetings		4
Human rights policy		Yes	Audit committee meeting attendance (%)		100
Policy against child labor		--	Size of compensation committee		-- / --
Quality assurance and recall policy		Yes	Number of compensation committee meetings		--
Consumer data protection policy		Yes	Compensation committee meeting attendance (%)		--
Equal opportunity policy		Yes	Size of nomination committee / ID		-- / --
Gender pay gap breakout		--	Number of nomination committee meetings		--
Pct women in workforce		53.64	Nomination committee meeting attendance (%)		--
Business ethics policy		Yes	Board compensation (THB m)		7.02
Anti-bribery ethics policy		Yes	Auditor fee (THB m)		4.40
Health and safety policy		Yes	(EY OFFICE LIMITED)		
Lost time incident rate - employees		--			
Training policy		Yes			
Fair remuneration policy		Yes			
Number of employees - CSR		--			
Total hours spent by firm - employee training		--			
Social supply chain management		--			

Source: 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

ANALYST(S) CERTIFICATION

Jitra Amornthum 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
Asia Sermkij Leasing PCL	ASK TB	THB 12.20	HOLD	Upside risks include 1) a better-than-expected macroeconomic improvement; 2) a policy rate downtrend could reduce the cost of funds and enhance interest spreads; and 3) a faster-than-expected decline in ECL expense. 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.
Ratchthani Leasing	THANI TB	THB 1.95	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 50.75	BUY	Downside risks to our GGM-based TP include 1) a further weakening of asset quality that could potentially hit both loan yield and credit cost; and 2) changes in financial regulations by the Bank of Thailand and the Office of Consumer Protection Board.
Ngern Tid Lor	TIDLOR TB	THB 17.70	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 47.75	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 140.00	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.
Srisawad Corp	SAWAD TB	THB 42.75	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 5.40	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.
Bangkok Commercial Asset Mngt.	BAM TB	THB 8.30	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 19.90	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 3.48	BUY	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 31-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.