# DN Thana Sinsap PLC

Friday, June 24, 2016

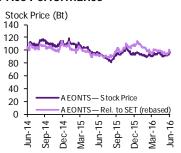
# BUY

### Stock Data

Last close (Jun 23) (Bt)	96.00
12-m target price (Bt)	115.00
Upside (Downside) to TP (%)	19.79
Mkt cap (Btbn)	24.00
Mkt cap (US\$mn)	682

Bloomberg code	AEONTS TB
Reuters code	AEONTS.BK
Risk rating	Н
Mkt cap (%) SET	0.18
Sector % SET	2.02
Shares issued (mn)	250
Par value (Bt)	1.00
12-m high / low (Bt)	107 / 80.3
Avg. daily 6m (US\$mn)	0.10
Foreign limit / actual (%)	49 / 49
Free float (%)	29.9
Dividend policy (%)	≥ 30
·	

### **Price Performance**



Source: SET, SCBS Investment Research

# **Share performances**

•	1M	3M	12M
Absolute	4.9	5.8	2.1
Relative to SET	1.1	3.5	7.9

Source: SET, SCBS Investment Research

# Climate becoming more promising

AEONTS is seeing a more promising business environment as farm income picks up, wages rise and opex and cost of funds come down. Growing contribution from CLMV subsidiaries will support L-T growth. We maintain BUY with unchanged TP of Bt115 (2.1x FY2016 BVPS).

Helped by better farm income, rising wages. AEONTS' business volume will, we believe, begin to pick up in the second half of this year, backed by the start of a recovery in farm income, plus government measures to help farmers and rising wages. Farm income growth returned to positive at 5% YoY in April, the first month since 2015 and we expect farm income to continue to get better as crop prices improve. Additionally, the cabinet just approved a budget of Bt45bn to help farmers via: 1) support for small business production (Bt38bn); 2) debt moratorium (Bt5.4bn) and 3) rice insurance (Bt2.1bn). It also approved a hike in minimum wage to Bt360-550/day from Bt300/day in five industries, which is expected to take effect in August. We have lifted our loan growth forecast slightly to 8% in FY2016 from 7% and to 10% in FY2017 from 9% vs. 7% in FY2015.

Easing opex growth with L-T benefit from national e-payment. We expect opex growth to fall to 6% in FY2016 from 7% in FY2015 and 10% in FY2014, thanks to a tighter policy and no more impact from April 2015's outsourcing of debt collection. AEONTS plans to freeze its staff count in FY2016 and has negotiated cost savings with vendors. Effective at the end of October this year, the BoT is kicking off the National e-Payment Master Plan with a new e-money transfer program called "PromptPay" which will allow money transfer for individuals by using the registered ID or phone number that is tied to a selected deposit account instead of deposit account number. The transaction fees for "PromptPay" of no more than Bt10 are well below fees on normal transactions of up to Bt120. PromptPay for transactions between companies and bill payment will be the next phase, which will benefit AEONTS in the form of lower transaction costs both for itself and its clients.

Further fall in cost on funds from credit rating upgrade. Cost of funds is expected to fall to below 4% for the first time ever in 1QFY16 vs. 4.13% in 4QFY16 and 4.41% in FY2015 and a recent upgrade in credit rating to A- will help this come down even more. We thus forecast its net interest margin to widen 16 bps in FY2016.

Moving further in Cambodia and Myanmar. Its Cambodia subsidiary started a credit card business this year and the subsidiary in Myanmar reported a profit of Bt11mn in FY2015 with faster loan growth in the next few years since it can now access bank loans as an alternative to equity after the Myanmar government gave banking licenses to foreign banks. AEONTS targets 10% revenue contribution from its CLMV subsidiaries by FY2020 from ~1% now with a 5-year CAGR of 43%.

**1QFY16 preview**. We forecast earnings growth of 10% YoY but a fall of 13% QoQ in 1QFY16 (March-May) to Bt575mn. We expect a QoQ rise in provisions (rise in NPLs from the holiday season) and opex (from an abnormal low in 4QFY15) to wipe out a QoQ rise in net interest income (from easing cost of funds).

Maintain Buy. We see its valuation as undemanding at 9x PER and 1.7x PBV relative to 21% ROE for FY2016 with an expected a gradual pick up in loan growth, widening NIM, easing opex growth and rising contribution from its CLMV subsidiaries.

Kittima Sattayapan, CFA Fundamental Investment Analyst on Securities (66-2) 949-1003 kittima.sattayapan@scb.co.th

# Forecasts and valuation

i di ccasts and valuation						
FY Feb 20 of the following year	Unit	FY2014	FY2015	FY2016F	2017F	2018F
Net profit	(Btmn)	2,418	2,459	2,678	2,955	3,400
EPS	(Bt)	9.67	9.84	10.71	11.82	13.60
BVPS	(Bt)	41.8	48.1	55.2	63.2	72.6
DPS	(Bt)	3.45	3.45	3.75	4.14	4.76
PER (x)	(x)	9.9	9.8	9.0	8.1	7.1
EPS growth	(%)	(3)	2	9	10	15
PBV	(x)	2.30	2.00	1.74	1.52	1.32
ROE	(%)	25.0	21.9	20.7	20.0	20.0
Dividend yields	(%)	3.59	3.59	3.91	4.31	4.96

Source: SCBS Investment Research

AEON Thana Sinsap Friday, June 24, 2016

Core net profit

Extra item

EPS (Bt)

**PBV Band** 

Net profit

## Financial statement

Profit and Loss Statement (Btmn) FY Feb 20 of the following year 2014 2015 2016F 2017F 2018F Interest & dividend income 15,527 16,646 18,151 15,248 20,061 Interest expense 2,358 2,303 2,310 2,487 Net interest income 12,890 13,225 14,336 15,664 17,309 Non-interest income 1,960 1,904 1,851 1,844 1,947 Non-interest expenses 6,827 7,294 7,731 8,195 8,769 Earnings before tax & provision 7,835 8,455 9,313 10,488 8,022 611 625 668 738 849 Tax Equities & minority interest 21 Core pre-provision profit 7,433 7,214 7,791 8,579 9,643 Provision 5,015 4,754 5,625 Core net profit 2,418 2,459 2,678 2,955 3,400 Extra item 0 2,418 2,678 2,955 3,400 Net profit 2,459 EPS (Bt) DPS (Bt) 13.60 9.67 9.84 10.71 11.82 3.45 4.14 4.76

Balance Sheet (Btmn)					
FY Feb 20 of the following year	2014	2015	2016F	2017F	2018F
Cash	2,769	2,925	3,049	3,059	3,144
Gross loans	58,914	63,127	68,177	74,994	83,244
Loan loss reserve	2,428	2,403	2,915	3,477	4,101
Net loans	56,485	60,723	65,262	71,517	79,142
Total assets	64,392	70,721	75,432	81,747	89,510
Borrowings	49,452	56,051	58,972	63,294	68,716
Total liabilities	53,947	58,616	61,537	65,859	71,281
Paid-up capital	250	250	250	250	250
Total Equities	10,444	12,021	13,811	15,804	18,144
BVPS (Bt)	41.78	48.08	55.24	63.22	72.58

Key Financial Ratios & Key assumptions													
	2014	2015	2016F	2017F	2018F								
Loan growth (%)	7.5	7.2	8.0	10.0	11.0								
Yield on earn'g assets (%)	26.82	25.45	25.36	25.36	25.36								
Cost on int-bear'g liab (%)	4.85	4.41	4.06	4.11	4.21								
Spread (%)	21.96	21.03	21.29	21.24	21.14								
Net interest margin(%)	22.67	21.67	21.84	21.88	21.88								
ROA (%)	3.87	3.64	3.66	3.76	3.97								
ROE (%)	24.99	21.90	20.73	19.95	20.03								
NPLs/ Total Loans (%)	3.38	3.34	3.40	3.44	3.47								
Provision/Total loans (%)	8.51	7.53	7.50	7.50	7.50								
LLR/NPLs(%)	121.9	114.1	125.6	134.9	142.0								
Cost to income ratio (%)	46.0	48.2	47.8	46.8	45.5								
D/E (x)	5.2	4.9	4.5	4.2	3.9								

Loan breakdown												
	2014	2015	2016F	2017F	2018F							
Hire purchase	2.6	2.6	2.6	2.6	2.6							
Personal loans	59.4	56.9	56.9	56.9	56.9							
Credit card loans	37.7	40.2	40.2	40.2	40.2							

Profit and Loss Statement (Btmn)												
FY Feb 20 of the following year	4Q14	1Q15	2Q15	3Q15	4Q15							
Interest & dividend income	3,929	3,808	3,972	4,001	3,747							
Interest expense	598	574	583	579	567							
Net interest income	3,332	3,234	3,389	3,421	3,180							
Non-interest income	334	380	571	527	425							
Non-interest expenses	1,693	1,805	1,843	1,986	1,659							
Earnings before tax & provision	1,972	1,809	2,117	1,962	1,946							
Tax	150	132	182	143	163							
Equities & minority interest	4	2	(1)	(5)	8							
Core pre-provision profit	1,826	1,679	1,935	1,814	1,791							
Provision	1.236	1.155	1.204	1.265	1.131							

590

590

2.36

524

**524** 

2.09

0

731

**731** 

2.93

0

550

**550** 

2.20

660

660

2.64

Balance Sheet (Btmn)					
FY Feb 20 of the following year	4Q14	1Q15	2Q15	3Q15	4Q15
Cash	2,769	2,366	2,542	2,658	2,925
Gross loans	58,914	59,725	61,134	62,504	63,127
Loan loss reserve	2,428	2,431	2,574	2,672	2,403
Net loans	56,485	57,294	58,560	59,832	60,723
Total assets	64,392	65,209	68,146	69,731	70,721
Borrowings	49,452	51,094	54,167	56,207	56,051
Total liabilities	53,947	54,248	56,849	58,266	58,616
Paid-up capital	250	250	250	250	250
Total Equities	10,444	10,961	11,228	11,386	12,021
BVPS (Bt)	41.78	43.84	44.91	45.55	48.08

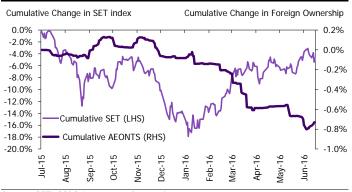
	4Q14	1Q15	2Q15	3Q15	4Q15
Yield on earn'g assets (%)	26.69	25.68	26.29	25.89	23.86
Cost on int-bear'g liab (%)	4.82	4.67	4.58	4.34	4.13
Net interest margin(%)	22.64	21.81	22.44	22.14	20.25
NPLs/ Total Loans(%)	3.38	3.30	3.50	3.67	3.34
Provision/Total loans (%)	8.39	7.74	7.88	8.09	7.16
LLR/NPLs(%)	121.90	123.35	120.13	116.54	114.13
Cost to income ratio (%)	46.18	49.95	48.88	51.73	46.02

Price (Bt)	PBV Band — AEONTS
300	5.0x
250 -	4.2x
200 -	3.3x
150 -	2.5x
100 -	1.6x
50 -	0.8x
Jan-02 Jan-02 Jan-03	Landard Landar

# 12-Month Cumulative directors trade

NA

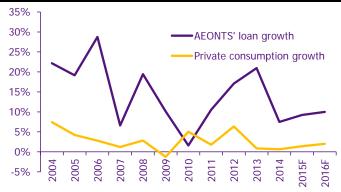
# 12 Month cumulative chg in foreign ownership versus cumulative chg in SET index



Source: SET, SCBS Investment Research

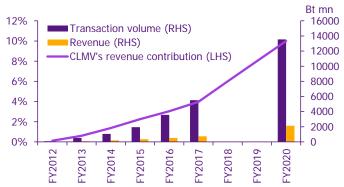


Figure 1: AEONTS' loan growth vs. consumption



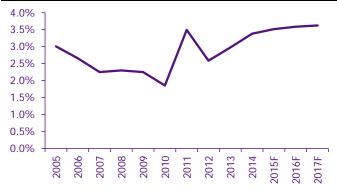
Source: AEONTS, BoT and SCBS Investment Research

Figure 3: CLMV subsidiaries' contribution



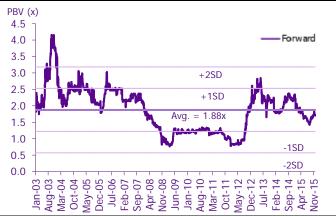
Source: AEONTS and SCBS Investment Research

Figure 5: NPLs/Total loans



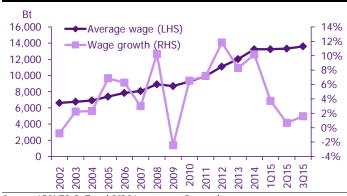
Source: AEONTS and SCBS Investment Research

Figure 7: PBV vs Standard Deviation



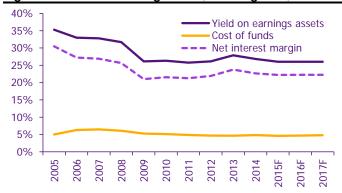
Source: AEONTS, BoT and SCBS Investment Research

Figure 2: Average wage



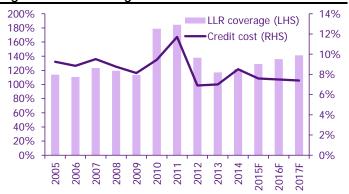
Source: AEONTS, BoT and SCBS Investment Research

Figure 4: Yield on earning assets, funding cost, NIM



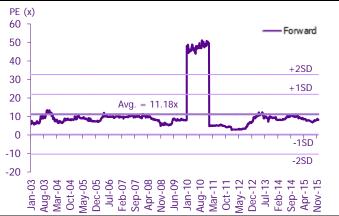
Source: AEONTS and SCBS Investment Research

Figure 6: LLR coverage and credit cost



Source: AEONTS and SCBS Investment Research

Figure 8: PE vs Standard Deviation

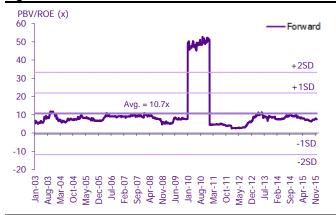


Source: BoT and SCBS Investment Research



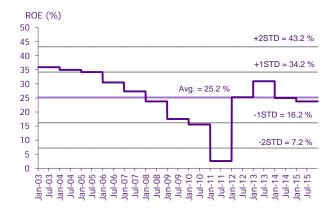
**AEON Thana Sinsap** Friday, June 24, 2016

# Figure 9: PBV/ROE vs Standard Deviation



Source: AEONTS and SCBS Investment Research

# Figure 10: ROE



Source: AEONTS and SCBS Investment Research

Figure 11: Valuation summary (Closing price as of Jun 23, 2016)

-	Rating	Price	Target	ETR	P	P/E (x)		P/E (x) EPS growth (%)		P/BV (x)		ROE (%)			Div. Yield (%)				
		(Bt/Sh)	(Bt/Sh)	(%)	15A	16F	17F	15A	16F	17F	15A	16F	17F	15A	16F	17F	15A	16F	17F
AEONTS	Buy	96.00	115.0	23.7	9.8	9.0	8.1	2	9	10	2.0	1.7	1.5	22	21	20	3.6	3.9	4.3
KTC	Neutral	92.00	86.0	(2.9)	11.4	11.1	10.0	18	3	10	2.7	2.4	2.1	26	23	22	3.5	3.6	4.0
Average					10.6	10.0	9.1	10	6	10	2.4	2.0	1.8	24	22	21	3.5	3.8	4.1

Source: SCBS Investment Research

### CG Rating 2015 Companies with CG Rating

ADVANC, BAFS, BCP, BIGC, BTS, CK, CPN, DRT, DTAC, DTC, EASTW, EGCO, GRAMMY, HANA, HMPRO, INTUCH, IRPC, IVL, KBANK, KCE, KKP, KTB, LHBANK, LPN, MCOT, MINT, MONO, NKI, PHOL, PPS, PS, PSL, PTT, PTTEP, PTTGC, SE-ED, SIM, SNC, SPALL THCOM, TISCO, TKT, TMB, TOP, VGL, WACQAI

AAV, ACAP, AGE, AHC, AKP, AMATA, ANAN, AOT, APCS, ARIP, ASIMAR, ASK, ASP, BANPU, BAY, BBL, BDMS, BEM, BKI, BLA, BOL, BROOK, BWG, CENTEL, CFRESH, CHO, CIMBT, CM, CNT, COL, CPF, CPI, CSL, DCC, DELTA, DEMCO, ECF, EE, ERW, GBX, GC, GPFT, GLOBAL, GUNKUL, HOTPOT, HYDRO, ICC, ICHI, INET, IRC, KSL, KTC, LANNA, LH, LOXLEY, LRH, MACO, MBK, MC, MEGA, MFEC, NBC, NCH, NINE, NSI, NTV, OCC, OGC, OISHI, OTO, PAP, PDI, PE, PG, PJW, PPP, PR, PRANDA, PREB, PT, PTG, O-CON, OH, RS, S & J., SABIMA, SAMCO, SCG, SEAFCO, SFS, ISS, ISS, ST, SISS, SFS, SSI, SSF, SSI, UT, UV, VNT, WAVE, WINNER, YUASA, ZMICO

# $\Delta \Delta \Delta$

SPVI, SRICHA, SSC, STANLY, STPI, SUC, SUSCO, SUTINA, STINEA, THE, TRACK, THE, THE, THE STANCE GOVERNMENT OF THE SURVEY OF THE SURVEY OF THE STANCE GOVERNMENT OF THE SURVEY OF THE SU

Anti-cortuption Progress Indicator 2015
Level 5: Extended (ขนานผลสู่ผู้ที่เก็นวงข้อง)
BCP, CPN, GYT, PE, PM, PPP, PT, PTT, PTTGC, SAT, SCC, THANI, TOP
Level 4: Certified (16%) anny 540 say)
ADVANC, AMANAH, ASP, AYUD, BAFS, BANPU, BAY, BBL, BKI, BLA, BTS, CFRESH, CIMBT, CNS, CSL, DCC, DRT, DTC, EASTW, ECL, EGCO, ERW, FSS, GCAP, HANA, HTC, IFEC, INTUCH, IRPC, IVL, KBANK, KCE, KGI, KKP, KTB, LANNA, LHBANK, MBKET, MFC, MINT, MTI, NKI, PPS, PSL, PTG, PTTEP, SABINA, SCB, SINGER, SIS, SNC, SNP, SSF, SSI, SSSC, SVI, TCAP, THCOM, THRE, THREL, TISCO, TIMB, TMD, TNITY, TOG, TSTH
Level 3B: Established by Commitment and Policy (быловългай) ผามลักนั้นและนั้นบาน)
AAV, AHC, AIT, AKR, ARROW, ASK, BA, BDMS, BEC, BUCH, CGH, CHG, CHOW, CIG, CITY, CK, CKP, COLOR, CWT, EARTH, EASON, EPG, F&D, FANCY, FIRE, FMT, FORTH, GENCO, GL, GOLD, GPSC, GRAMMY, HYDRO, IRCP, IT, JCT, KCM, KWC, LH, LIT, LOXLEY, MACCO, MANRIN, MATI, MODERN, MSC, NOBLE, NOK, NPK, NUSA, OISHI, OTO, PAF, PAP, PATO, PF, PJW, PLANB, PLE, POLAR, PRG, PTL, O-CON, OTC, RCI, S11, SALEE, SAM, SAMART, SAMTEL, SAPPE, SC, SCP, SFP, SIM, SLP, SMT, SPA, SPORT, SSC, SST, STEC, STPI, SUC, SUTHA, T, TAE, TBSP, TCC, TFD, TGCI, TGPRO, THANA, THIP, TIW, TK, TMW, TNDT, TOPP, TPC, TPCH, TPIPL, TSR, TT, TYCN, UAC, UBIS, UEC, UMI, UP, UPF, UT, UV, VPO, WAVE, WINNER, YUASA

UT, UV, VPO, WAVE, WINNER, YUÁSA

Level 3A: Established by declaration of intent (jūnaṣnnṣījauñu anuāni]senaṭaṇansuni)

ABC, ACAP, AGE, AH, ANAN, AP, APCS, APURE, AS, ASIA, ASIAN, ASIANAR, BIGC, BROOK, BWG, CEN, CENTEL, CHARAN, CHO, CHOTI, CM, CNT, COL, CPF, CPI, CPL, DELTA, DEMCO, DIMET, DNA, DTAC, EA, ECF, EE, EVER, FPI, GBX, GC, GFPT, GLOW, HMPRO, HOTPOT, ICC, ICHI, INOX, INSURE, IRC, JAS, JTS, JUBILE, KC, KTC, KYE, LHK, LPN, LRH, MAKRO, MC, MCOT, MFEC, MJD, MONO, MOONG, NBC, NDR, NINE, NMG, NSI, NTV, OGC, PACE, PCSGH, PDI, PC, PHOL, PLAT, PR, PRANDA, PREB, PS, QLT, RATCH, RML, ROBINS, ROJNA, RWI, SAMCO, SCC, SCG, SEAOIL, SE-ED, SENA, SITHAI, SMK, SMPC, SPALI, SPC, SPCG, SPI, SRICHA, STANLY, SUPER, SYMC, SYNEX, SYNEX, SYNEX, SYNEX, TYN, UDBKH, UREKA, VGI, VNT, WACOAL, WHA, ZMICO

Level 2: Declared (JIstanaisautsuni)

S. ABICO, AF, AIRA, AKP, ALUCON, AMARIN, AMATA, AOT, APCO, BEAUTY, BFIT, BH, BKD, BLAND, BROCK, BRR, BSBM, BTNC, CCP, CI, CSC, CSR, CSS, EFORL, EPCO, ESTAR, FE, FER, FNS, FVC, GEL, GLOBAL, GUNKUL, IEC, IFS, ILINK, INET, J, JMT, JUTHA, K, KASET, KBS, KCAR, KKC, KSL, KTECH, L&E, LALIN, LTX, M, MALEE, MBAX, MBK, MEGA, MILL, MK, MPG, MTLS, NCH, NCL, NNCL, NNCL, NPP, OCC, OCEAN, PB, PCA, PDG, PRINC, PSTC, PYLON, OH, ROCK, ROH, RP, RPC, S & J, SGP, SIAM, SKR, SMG, SMIT, SORKON, SPACK, SPPT, SR, SUSCO, TAKUNI, TEAM, TF, TIC, TIP, TIPCO, TMC, TMI, TPA, TPP, TRT, TRU, TRUE, TSC, TSI, TTW, TVD, TVO, TVT, U, UKEM, UNIQ, UWC, VIBHA, VNG, WIIK, NIN.

WINN, AU
Level 1: Committed (ขยายผลสู่ผู้ที่เกียวข้อง)
Level 1: Committed (ขยายผลสู่ผู้ที่เกียวข้อง)
AEONTS, AFC, AJ, AMC, AQUA, ARIP, AUCT, BAT-3K, BIG, BJC, BOL, CBG, CCET, CCN, CGD, CMR, CPH, CSP, CTW, DCON, DRACO, DSGT, DTCI, E, EMC, ESSO, FOCUS, FSMART, GIFT, GLAND, GRAND, GREEN, HFT, HTECH, IHL, ITD, SP, KDH, KTIS, KTP, LEE, LST, MAJOR, MATCH, MAX, M-CHAI, MDX, MIDA, ML, MPIC, NC, NEP, NWR, OHTL, PICO, PK, PL, PPM, PRAKIT, PRECHA, PRIN, RAM, RICH, RS, SANKO, SAUCE, SAWAD, SAWANG, SCN, SEAFCO, SF, SHANG, SIRI, SMART, SMM, SOLAR, SPG, SPVI, STA, STAR, SVH, SVOA, SWC, TAPAC, TC, TCCC, TCJ, TCOAT, TH, TKS, TNH, TMPC, TPAC, TRUBB, TSE, TTA, TTI, TTI, TTITM, TWP, TWZ, UMS, UPA, UPOIC, UTP, UVAN, VARO, VI, VIH. VTE. WO

Anti-corruption Progress Indicator

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-Corruption which refers to the Annual Registration Statement (Form 56-1). Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operations and is not based on any inside information. Since this assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, SCB Securities Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment result.

Level 3: Established – Carrying out preventive measures, risk assessment, communication and training for all employees, including consistent monitoring and review processes

Level 3.E. Stabilished by declaration of intent, Level 38: Established by Commitment and Policy
Level 3A: Established by declaration of intent, Level 38: Established by Commitment and Policy
Level 2: Declared – Public declaration statement to participate in Thailand's private sector Collective Action Coalition Against Corruption (CAC) or equivalent initiatives
Level 1: Committed – Organization's statement or board's resolution to work against corruption and to be in compliance with all relevant laws

