Thana Sinsap PLC

Thursday, December 29, 2016



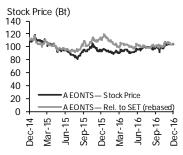
BUY

Stock Data

Last close (Dec 28) (Bt)	102.00
12-m target price (Bt)	120.00
Upside (Downside) to TP (%)	17.65
Mkt cap (Btbn)	25.50
Mkt cap (US\$mn)	708

Bloomberg code	AEONTS TB
Reuters code	AEONTS.BK
Risk rating	Н
Mkt cap (%) SET	0.17
Sector % SET	2.29
Shares issued (mn)	250
Par value (Bt)	1.00
12-m high / low (Bt)	105.5 / 88.3
Avg. daily 6m (US\$mn)	0.10
Foreign limit / actual (%)	49 / 49
Free float (%)	30.0
Dividend policy (%)	≥ 30

Price Performance



Source: SET, SCBS Investment Research

Share performances

	1M	3M	12M
Absolute	(2.9)	2.5	7.4
Relative to SET	(4.6)	0.3	(9.6)
Source: SET, SCBS	Investme	ent Rese	arch

Rosier environment

Things are 'coming up roses' for AEONTS after the government put out some stimulus measures and raised wages - and it will also recognize a sizable gain on sale of NPLs in 2HFY16. We still BUY with an unchanged TP of Bt120.

NPLs sold in December. AEONTS sold Bt6.65bn of its NPLs on December 20 and by our estimates it will book a gain of ~Bt330mn from this in 4QFY16 (December-February). The NPLs that were sold had been fully provisioned and written off. We assume a 5% gain on face value. In FY2015, the company sold Bt4.14bn NPLs and realized gain of Bt300mn (7% of face value).

More positive drivers for asset quality. AEONTS's asset quality should benefit from 1) the government's Bt1,500-3,000 cash handout to 8.3mn low-income earners (totaling Bt19bn) in December and 2) a hike in minimum wage to Bt360-550/day from Bt300/day in five industries in August and an overall rise to Bt305-310 from Bt300 next year. Tightening its credit policy has brought NPL ratio down for three consecutive quarters, from 3.67% in 3QFY15 to 3.34% in 4QFY15, 2.99% in 1QFY16 and 2.96% in 2QFY16. We expect asset quality to continue to improve in 2HFY16 and FY2017 in response to the bump up in wages. We conservatively expect the company to use a portion of the extra income from gain on NPL sales to boost credit cost in 4QFY16, bringing full-year credit cost to 7.7% vs. 7.53% for FY2015.

Returning to double digit loan growth. We expect loan growth to recover from 7% in FY2015 to 10% in FY2016 (+5.3% YTD as of 2QFY16) and 12% in FY2017, fuelled by recovering farm income, rising wages and rising momentum in the CLMV market as well as a S-T bonus from the government's authorizing a deduction of up to Bt15,000 from personal income tax for year-end spending on goods and services.

Cost of funds bottoming. On December 21, AEONTS issued two debenture tranches: a 3-year debenture worth Bt1bn carrying an interest rate of 2.73% and a Bt1bn 5-year debenture with 3.48% interest rate. Cost of funds fell 23 bps QoQ in 2QFY16 to 3.66%, its all-time low and we expect this to bottom in 4QFY16. In tandem with the steepening bond yield, we expect cost of funds to rise in FY2017 and FY2018. As ~68% of its funding is fixed-rate L-T borrowings, the company will not be substantially affected by the negative implication from higher bond yield.

Expect good 2HFY16 results. We forecast 3QFY16 (August-November) earnings at Bt604mn, up 6% QoQ and 10% YoY on a continued pick-up in loan growth, a further fall in cost of funds and stabilizing asset quality. On the back of a sizable gain from sale of NPLs and high season for top lines, we forecast a surge of 47% QoQ and 38% YoY to Bt885mn in 4QFY16 (December-February).

Maintain Buy with unchanged TP of Bt120. AEONTS is trading at an undemanding valuation (9x PER and 1.6x PBV relative to 20% ROE for FY2017) and is in line to benefit from the better environment plus a pick-up in loan growth, improving asset quality and rising contribution from its CLMV subsidiaries.

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Forecasts and valuation

FY Feb 20 of the following year	Unit	FY2014	FY2015	FY2016F	FY2017F	FY2018F
Net profit	(Btmn)	2,418	2,446	2,581	2,871	3,368
EPS	(Bt)	9.67	9.79	10.33	11.48	13.47
BVPS	(Bt)	41.8	48.1	55.0	62.7	72.1
DPS	(Bt)	3,45	3.45	3.61	4.02	4.72
PER (x)	(x)	10.5	10.4	9.9	8.9	7.6
EPS growth	(%)	(3)	1	6	11	17
PBV	(x)	2.44	2.12	1.86	1.63	1.42
ROE	(%)	25.0	21.8	20.0	19.5	20.0
Dividend yields	(%)	3.38	3.38	3.54	3.94	4.62

Source: SCBS Investment Research

Financial statement

Profit and	Loss Statem	ent (Rtmn

FY Feb 20 of the following year	2014	2015	2016F	2017F	2018F
Interest & dividend income	15,248	15,527	16,543	18,391	20,692
Interest expense	2,358	2,303	2,149	2,418	2,774
Net interest income	12,890	13,225	14,394	15,973	17,918
Non-interest income	1,960	1,904	1,915	1,944	2,002
Non-interest expenses	6,827	7,294	7,731	8,272	8,851
Earnings before tax & provision	8,022	7,835	8,578	9,645	11,068
Tax	611	625	649	722	847
Equities & minority interest	21	(9)	(16)	(18)	(20)
Core pre-provision profit	7,433	7,200	7,913	8,905	10,201
Provision	5,015	4,754	5,331	6,035	6,833
Core net profit	2,418	2,446	2,581	2,871	3,368
Extra item	, 0	, 0	, 0	, 0	. 0
Net profit	2,418	2,446	2,581	2,871	3,368
EPS (Bt)	9.67	9.79	10.33	11.48	13.47
DPS (Bt)	3.45	3.45	3.61	4.02	4.72

Balance	Sheet	(Rtmn)
Dalance	Silect	

FY Feb 20 of the following year	2014	2015	2016F	2017E	20185
Cash	2,769	2,925	3,041	3,129	3,238
Gross loans	58,914	63,127	69,235	77,865	87,598
Loan loss reserve	2,428	2,403	2,936	3,540	4,223
Net loans	56,485	60,723	66,299	74,325	83,375
Total assets	64,392	70,721	76,461	84,625	93,836
Borrowings	49,452	56,051	60,072	66,294	73,166
Total liabilities	53,947	58,616	62,637	68,859	75,731
Paid-up capital	250	250	250	250	250
Total Equities	10,444	12,021	13,740	15,682	18,020
BVPS (Bt)	41.78	48.08	54.96	62.73	72.08
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Key Financial Ratios & Key assumptions

	2014	2015	2016F	2017F	2018F
Loan growth (%)	7.49	7.15	9.68	12.46	12.50
Yield on earn'g assets (%)	26.82	25.45	25.00	25.00	25.01
Cost on int-bear'g liab (%)	4.85	4.41	3.74	3.87	4.02
Spread (%)	21.96	21.03	21.25	21.14	20.99
Net interest margin(%)	22.67	21.67	21.75	21.72	21.66
ROA (%)	3.87	3.62	3.51	3.56	3.77
ROE (%)	24.99	21.78	20.04	19.51	19.99
NPLs/ Total Loans (%)	3.38	3.34	3.40	3.44	3.47
Provision/Total loans (%)	8.51	7.53	7.70	7.75	7.80
LLR/NPLs(%)	121.90	114.13	124.65	132.29	138.90
Cost to income ratio (%)	45.98	48.21	47.40	46.17	44.44
D/E (x)	5.17	4.88	4.56	4.39	4.20

Loan breakdown

	2014	2015	2016F	2017F	2018F
Hire purchase	2.6	2.6	2.4	2.2	2.0
Personal loans	59.4	56.9	54.5	55.3	56.0
Credit card loans	37.7	40.2	42.9	42.3	41.7

Profit and Loss Statement (Btmn)

2015	3015	4015	1016	2Q16
				4,068
583	579	567	552	532
3,389	3,421	3,180	3,398	3,536
571	527	425	380	379
1,843	1,986	1,659	1,880	1,886
2,117	1,962	1,946	1,898	2,028
182	143	168	137	142
(1)	(5)	(5)	(5)	(5)
1,935	1,814	1,772	1,756	1,881
1,204	1,265	1,131	1,240	1,309
731	550	642	516	572
0	0	0	0	0
731	550	642	516	572
2.93	2.20	2.57	2.06	2.29
	571 1,843 2,117 182 (1) 1,935 1,204 731 0	3,972 4,001 583 579 3,389 3,421 571 527 1,843 1,986 2,117 1,962 182 143 (1) (5) 1,935 1,814 1,204 1,265 731 550	3,972 4,001 3,747 583 579 567 3,389 3,421 3,180 571 527 425 1,843 1,986 1,696 182 143 168 (1) (5) (5) 1,935 1,814 1,772 1,204 1,265 1,131 731 550 642 731 550 642	3,972 4,001 3,747 3,949 583 579 567 552 3,389 3,421 3,180 3,398 571 527 425 380 1,843 1,986 1,659 1,880 2,117 1,962 1,946 1,898 182 143 168 137 (1) (5) (5) (5) 1,935 1,814 1,772 1,756 1,204 1,265 1,131 1,240 731 550 642 516 731 550 642 516

Balance Sheet (Btmn)

FY Feb 20 of the following year	2Q15	3Q15	4Q15	1Q16	2Q16
Cash	2,542	2,658	2,925	3,835	4,050
Gross loans	61,134	62,504	63,127	64,742	66,490
Loan loss reserve	2,574	2,672	2,403	2,357	2,415
Net loans	58,560	59,832	60,723	62,385	64,075
Total assets	68,146	69,731	70,721	73,567	73,894
Borrowings	54,167	56,207	56,051	59,683	60,211
Total liabilities	56,849	58,266	58,616	60,804	61,020
Paid-up capital	250	250	250	250	250
Total Equities	11,228	11,386	12,021	12,758	12,873
BVPS (Bt)	44.91	45.55	48.08	51.03	51.49

Key Financial Ratios

	2Q15	3Q15	4Q15	1Q16	2Q16
Yield on earn'g assets (%)	26.29	25.89	23.86	24.71	24.80
Cost on int-bear'g liab (%)	4.58	4.34	4.13	3.89	3.66
Net interest margin(%)	22.44	22.14	20.25	21.26	21.55
NPLs/ Total Loans(%)	3.50	3.67	3.34	2.99	2.96
Provision/Total loans (%)	7.88	8.09	7.16	7.66	7.88
LLR/NPLs(%)	120.13	116.54	114.13	121.82	122.71
Cost to income ratio (%)	48.88	51.73	46.02	49.74	48.17

PBV Band

SET index

25.0%

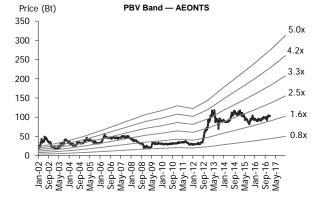
20.0%

Jan-

Cumulative Change in SET index

-Cumulative SET (LHS)

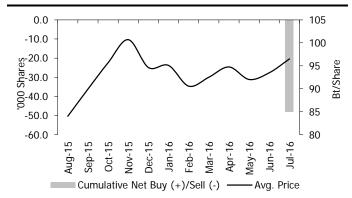
Cumulative AEONTS (RHS)



12 Month cumulative chg in foreign ownership versus cumulative chg in

Cumulative Change in Foreign Ownership

12-Month Cumulative directors trade



Source: SEC

-0.1% 15.0% -0.2% 10.0% -0.3% -0.4% 5.0% -0.5% -0.6% 0.0% -0.7% -5.0% -0.8% Jun-16 Jul-16 Oct-16 Feb-16 May-16 Aug-16 Sep-16 Nov-16 Dec-16

Source: SET, SCBS Investment Research

Apr-





0.2%

0.1%

0.0%

Figure 1: Valuation summary (Closing price as of Dec 28, 2016)

	Rating	Price	Target	ETR	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	102.00	120.0	21.2	10.4	9.9	8.9	1	6	11	2.1	1.9	1.6	22	20	20	3.4	3.5	3.9
KTC	Sell	137.00	138.0	3.6	17.0	14.1	12.2	18	21	15	4.0	3.4	2.9	26	26	25	2.4	2.8	3.3
Average					13.7	12.0	10.6	10	13	13	3.1	2.6	2.3	24	23	22	2.9	3.2	3.6

Source: SCBS Investment Research

CG Rating 2016 Companies with CG Rating

AMATA, AOT, BAFS, BAY, BCP, BIGC, BTS, BWG, CK, CPF, CPN, CSL, DELTA, DEMCO, DRT, DTAC, DTC, EASTW, EGCO, GFPT, GPSC, GRAMMY, HANA, HMPRO, INTUCH, IRPC, IVL, KBANK, KCE, KKP, KTB, KTC, LHBANK, LPN, MBK, MCOT, MINT, MONO, NKI, NYT, OTO, PHOL, PPS, PS, PSL, PTT, PTTEP, PTTGC, QH, QTC, RATCH, SAMART, SAMTEL, SAT, SC, SCB, SCC, SCCC, SE-ED, SIM,

2S, AAV, ACAP, ADVANC, AGE, AH, AHC, AKP, ALUCON, AMANAH, ANAN, AP, APCO, APCS, ARIP, ASIA, ASIMAR, ASK, ASP, AUCT, AYUD, BANPU, BBL, BDMS, BEM, BFIT, BLA, BOL, BROOK, CEN, CENTEL, CFRESH, CGH, CHG, CHO, CHOW, CI, CIMBT, CKP, CM, CNS, CNT, COL, CPI, DCC, EA, ECF, EE, ERW, FORTH, FPI, GBX, GC, GCAP, GL, GLOBAL, GLOW, GUNKUL, HOTPOT, HYDRO, ICC, ICHI, IFEC, INET, IRC, JSP, K, KSL, KTIS, L&E, LANNA, LH, LHK, LIT, LOXLEY, LRH, LST, M, MACO, MALEE, MBKET, MC, MEGA, MFC, MOONG, MSC, MTI, MTLS, NCH, NOBLE, NSI, NTV, OCC, OGC, OISHI, ORI, PACE, PAP, PB, PCSGH, PDI, PE, PG, PJW, PLANB, PM, PPP, PR, PRANDA, PREB, PRG, PRINC, PT, PTG, PYLON, Q-CON, RICHY, ROBINS, RS, RWI, S, S & J, SABINA, SALEE, SAMCO, SCG, SEAFCO, SFP, SIAM, SINGER, SIS, SMK, SMPC, SMT, SNP, SPI, SPPT, SPRC, SR, SSF, SST, STA, SUSCO, SUTHA, SWC, SYMC, SYNEX, SYNTEC, TAE, TAKUNI, TASCO, TBSP, TCC, TF, TFI, TGCI, THAI, THANA, THANA, THANI, THIP, THRE, THREL, TICON, TIPCO, TK, TKS, TMC, TMI, TMILL, TMT, TNITY, TNL, TOG, TPC, TPCORP, TRC, TRU, TRUE, TSE, TSR, TSTE, TSTH, TTA, TTW, TVO, TWPC, UAC, UP, UPF, VIH, VNT, WINNER, YUASA, ZMICO

AEC, AEONTS, AF, AIRA, AIT, AJ, AKR, AMARIN, AMATAV, AMC, APURE, AQUA, ARROW, AS, BA, BEAUTY, BEC, BH, BIG, BJC, BJCHI, BKD, BR, BROCK, BRR, BTNC, CBG, CGD, CHARAN, CITY, AEUN S, AEUNIS, AF, AIRA, AIT, AJ, ARK, AIMARIN, AIMATAY, AIMC, AFURE, AQUA, ARKOW, AS, BA, BEAUTY, BEC, BH, BIG, BJC, BJCHI, BKD, BK, BRUCK, BRK, BTINC, CBG, CGD, CHARAIN, CTTY, COMR, COLOR, COM7, CPL, CSC, CSP, CSR, CSS, CTW, DCON, DIMET, DNA, EARTH, EASON, ECL, EFORL, EPCO, EPG, ESSO, FE, FER, FOCUS, FSMART, FSS, FVC, GEL, GIFT, GLAND, GOLD, GSTEL, GYT, HPT, HTC, HTECH, IFS, IHL, ILINK, INSURE, IRCP, IT, ITD, J, JMART, JMT, JUBILE, JWD, KASET, KBS, KCAR, KGI, KKC, KOOL, KWC, KYE, LALIN, LPH, MAJOR, MAKRO, MATCH, MATI, M-CHAI, MDX, MFEC, MJD, MK, MODERN, MPG, NC, NCL, NDR, NEP, NOK, NUSA, PATO, PCA, PDG, PF, PICO, PIMO, PL, PLAT, PLE, PMTA, PPM, PRIN, PSTC, QLT, RCI, RCI, RICH, RML, RPC, SANKO, SAPPE, SAWAD, SCI, SCN, SCP, SEAOIL, SENA, SIRI, SKR, SLP, SMG, SMIT, SORKON, SPA, SPC, SPCG, SPVI, SSC, STANLY, STPI, SUC, TACC, TCCC, TCMC, TEAM, TFG, TIC, TIW, TKN, TLUXE, TMD, TNP, TOPP, TPA, TPAC, TPCH, TPIPL, TPOLY, TRITN, TRT, TTI, TVI, TWP, U, UBIS, UMI, UPOIC, UT, UWC, VIBHA, VPO, VTE, WICE, WIIK, WIN, XO

Corporate Governance Report

The disclosure of the survey result of the Thai Institute of Directors Association (*IOD*) regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not base on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date. SCB Securities Company

Limited does not conform nor certify the accuracy of such survey result.

SMG was voluntarily delisted from the Stock Exchange of Thailand effectively on June 2, 2016

Anti-corruption Progress Indicator 2015

Declared (ประกาศเจตนารมณ์)

2S, A, ABC, ABICO, ACAP, AEC, AF, AGE, AH, AI, AIE, AIRA, ALUCON, AMARIN, AMATA, ANAN, AOT, AP, APCO, APCS, APURE, AQUA, AS, ASIA, ASIAN, ASIMAR, ASK, BCH, BEAUTY, BFIT, BH, BIGC, BJCHI, BKD, BLAND, BROCK, BROOK, BRR, BSBM, BTNC, CEN, CGH, CHARAN, CHO, CHOTI, CHOW, CI, CM, COL, CPALL, CPF, CPL, CSC, CSR, CSS, DELTA, DNA, EA, ECF, EE, EFORL, EPCO, BIGG, BJCHI, BKD, BLAND, BROCK, BROUK, BRR, BSBM, BTNC, CEN, CGH, CHARAN, CHO, CHOTI, CHOW, CI, CM, COL, CPALL, CPF, CPL, CSC, CSR, CSS, DELTA, DNA, EA, ECF, EE, EFORL, EPCD, ESTAR, EVER, FC, FER, FNS, FPI, FSMART, FVC, GC, GEL, GFPT, GIFT, GLOBAL, GPSC, GREEN, GUNKUL, HMPRO, HOTPOT, ICHI, IEC, IFS, ILINK, INET, INOX, INSURE, IRC, J, JAS, JMART, JMT, JTS, JUBILE, JUTHA, K, KASET, KBS, KC, KCAR, KSL, KTECH, KYE, L&E, LALIN, LPN, LRH, LTX, LVT, M, MAKRO, MALEE, MBAX, MC, MCOT, MEGA, MFEC, MIDA, MILL, MJD, MK, ML, MPG, MTLS, NBC, NCH, NCL, NDR, NINE, NMG, NNCL, NPP, NTV, NUSA, OCC, OGC, PACE, PAF, PCA, PCSGH, PDG, PDI, PIMO, PK, PLANB, PLAT, PRANDA, PREB, PRG, PRINC, PSTC, PYLON, QH, RML, ROBINS, ROCK, ROH, ROJNA, RP, RWI, SAMCO, SANKO, SAUCE, SC, SCCC, SCN, SEAOIL, SE-ED, SENA, SGP, SITHAI, SKR, SMIT, SMK, SORKON, SPACK, SPALI, SPCG, SPPT, SPRC, SR, SRICHA, STA, STANLY, SUPER, SUSCO, SYMC, SYNEX, SYNTEC, TAE, TAKUNI, TASCO, TBSP, TEAM, TFG, TFI, THAI, TIC, TICON, TIP, TKT, TLUXE, TMC, TMI, TMILL, TMT, TPA, TPP, TRT, TRU, TRUE, TSE, TSI, TSI, TTW, TU, TVD, TVO, TVT, TWPC, U, UBIS, UKEM, UNIQ, UOBKH, UREKA, UWC, VGI, VIBHA, VNG, VNT, WAVE, WHA, WICE, WIIK, WIN, XO, ZMICO

N/A

AAV, ACC, ADAM, AEONTS, AFC, AHC, AIT, AJ, AJD, AKR, ALLA, ALT, AMA, AMATAV, AMC, APX, AQ, ARIP, ARROW, ASEFA, ASN, ATP30, AU, AUCT, BA, BAT-3K, BCPG, BDMS, BEC, BEM, BGT, BIG, BIZ, BJC, BLISS, BM, BOL, BPP, BR, BRC, BSM, BTC, BTW, BUI, CBG, CCET, CCN, CCP, CGD, CHEWA, CHG, CHUO, CIG, CITY, CK, CKP, CMO, CMR, CNT, COLOR, COM7, COMAN, CPH, CPR, CRANE, CSP, CTW, CWT, DAII, DCON, DCORP, DRACO, DSGT, DTCI, EARTH, EASON, EIC, EKH, EMC, EPG, ESSO, F&D, FANCY, FMT, FN, FOCUS, FORTH, GENCO, GJS, GL, GLAND, GOLD, GRAMMY, GRAND, GSTEL, GTB, GYT, HARN, HFT, HPT, HTECH, HYDRO, IHL, IRCP, IT, ITD, ITEL, JCT, JSP, JWD, KAMART, KCM, KDH, KIAT, KKC, KOOL, KTIS, KWC, KWG, LDC, LEE, LH, LIT, LOXLEY, LPH, LST, MACO, MAJOR, MANRIN, MATCH, MATI, MAX, M-CHAI, MCS, MDX, METCO, MODERN, MPIC, NC, NEP, NETBAY, NEW, NEWS, NFC, NOBLE, NOK, NPK, NWR, NYT, OHTL, OISHI, ORI, OTO, PAE, PAP, PATO, PERM, PF, PICO, PJW, PL, PLE, PMTA, PODAR, POMPUI, POST, PPM, PRAKIT, PRECHA, PRIN, PRO, PSH, PTL, QTC, RAM, RCI, RCL, RICH, RICHY, RJH, RPC, RS, S11, SAFARI, SALEE, SAM, SAMART, SAMTEL, SAPPE, SAWAD, SAWANG, SCI, SCP, SEAFCO, SELIC, SF, SFP, SGF, SHANG, SIAM, SIM, SIMAT, SIRI, SLP, SMART, SMM, SMT, SOLAR, SPA, SPG, SPORT, SPVI, SQ, SSC, SST, STAR, STEC, STHAI, STPI, SUC, SUTHA, SVH, SVOA, SWC, T, TACC, TAPAC, TC, TCB, TCC, TCC, TCC, TCJ, TCOAT, TFD, TGPRO, TH, THANA, THE, THIP, THL, TIW, TK, TKN, TKS, TM, TMW, TNOT, TNH, TNP, TNPC, TNR, TOPP, TPAC, TPBI, TPCH, TPIPL, TPOLY, TR, TRC, TRITN, TRUBB, TSF, TSR, TTA, TTI, TTL, TTTM, TUCC, TWP, TWZ, TYCN, UAC, UEC, UMI, UMS, UP, UPA, UPF, UPOIC, UT, UTP, UV, UVAN, VARO, VI, VIH, VPO, VTE, WG, WINNER, WORK, WORLD, WP, WR, YCI, YNP, YUASA

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of October 28, 2016) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC

