Thana Sinsap PLC

Monday, June 26, 2017



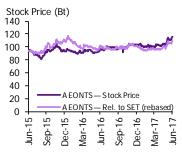
NEUTRAL

Stock Data

Last close (Jun 23) (Bt)	115.50
12-m target price (Bt)	120.00
Upside (Downside) to TP (%)	3.90
Mkt cap (Btbn)	28.88
Mkt cap (US\$mn)	851

Bloomberg code	AEONTS TB
Reuters code	AEONTS.BK
Risk rating	Н
Mkt cap (%) SET	0.18
Sector % SET	2.19
Shares issued (mn)	250
Par value (Bt)	1.00
12-m high / low (Bt)	117 / 89.8
Avg. daily 6m (US\$mn)	0.09
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	6.9	14.4	20.3			
Relative to SET	5.8	13.7	7.4			
Source: SET, SCBS Investment Research						

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Less attractive valuation, more regulatory risk

As a result of a 12% YTD rise in share price plus rising regulatory risk, we downgrade AEONTS to Neutral. We expect loan growth and asset quality to improve from FY1Q17 but see rising regulatory risk.

Rising regulatory risk. Prachacht Thurakii, quoting an unnamed source, reports that in an effort to curtail household debt, the Bank of Thailand (BOT) is planning to tighten up regulations for personal loans and credit cards for those with monthly income of Bt30,000 and below by lowering the maximum line of credit from currently 5 times monthly income to 1.5 times, which is expected to be announced by mid-July. This cut to only 1.5 times, if true, is far more stringent than the 3 times reported in the news last month, which said the BoT was considering reducing credit line to 3 times salary and limiting a cardholder to no more than 3 cards (three issuers). The BoT has made no official announcement.

Impact on AEONTS. Most of AEONTS' clients have monthly income less than Bt30,000 and it already caps credit line at no more than 3 times monthly income. For most of its cardholders, AEONTS card is their first - and only - credit card. The earlier proposal of 3x thus had little material effect on AEONTS. However, this latest proposal would be very negative. Though there is no official word, we provide a rough workup of the impact. We currently forecast its loan growth at 10% per year for FY2017F and FY2018, on recovering farm income, rising wages, and more active marketing campaigns. A cut in loan growth of 1 percentage point will slice 2-4% off earnings in FY2017-2018.

Loan growth sensitivity for AEONTS

	10% loan g	10% loan growth 9% loan growth Change from current fore			rent forecast	
	FY2017F	FY2018F	FY2017F	FY2018F	FY2017F	FY2018F
Net profit (Bt mn)	2,633	2,942	2,586	2,817	-2%	-4%
EPS (Bt)	10.53	11.77	10.34	11.27	-2%	-4%
EPS growth	10%	12%	8%	9%	-2%	-3%
ROE	18.1%	17.9%	17.8%	17.2%	0%	-1%

Source: SCBS Investment Research

1QFY17 preview. We forecast earnings growth of 7% YoY in 1QFY17 (March-May) with a fall of 34% QoQ to Bt554mn. In the quarter we expect: 1) a pick-up in loan growth on high season for personal loans and more aggressive marketing campaigns for credit cards; 2) QoQ stable NIM; and 3) improvement in asset quality after adding to its debt collection team. The QoQ fall of 34% is because AEONTS did not sell any NPLs in 1QFY17 and thus booked no gains. It does plans to sell some NPLs in 2HFY17, likely in 4QFY17.

Debt collection is better after it added 120 staff to its team in the south and moved its collection hub to a larger office. The improvement also reflects a tighter credit policy. We expect a slight easing in credit cost to 7.8% in FY2017 from 7.92% in FY2016.

Rising contribution from CLM subsidiaries. AEONTS projects a jump of 52% in revenue from subsidiaries in Cambodia, Laos and Myanmar to Bt696mn (4% of total revenue) in FY2017 and 55% to Bt1.1bn (6% of total revenue) in FY2018. It targets a 47% CAGR in CLM subsidiary revenue in FY2017-FY2020 to achieve a 10% revenue contribution by FY2020 from 3% in FY2016. Its Cambodia subsidiary started offering credit cards in FY2016 and plans to move to e-banking in FY2017. Its Myanmar subsidiary will expand from personal loans into motorcycle hire-purchase in FY2017 and its Laos subsidiary will get into the black in FY2017.

Downgrade to Neutral with unchanged TP of Bt120. Share price has risen 12% YTD and in view of the rising regulatory risk, we downgrade AEONTS to Neutral. We expect loan growth and asset quality to improve from FY1Q17 but regulatory risk is rising. We view that valuation is undemanding at 11x PER relative to 10% earnings growth and 1.9x PBV relative to 18% ROE for FY2017.

Forecasts and valuation

FY Feb of the following year	Unit	FY2015	FY2016	FY2017F	FY2018F	FY2019F
Net profit	(Btmn)	2,446	2,403	2,633	2,942	3,371
EPS	(Bt)	9.79	9.61	10.53	11.77	13.49
BVPS	(Bt)	48.1	54.7	61.8	70.0	79.3
DPS	(Bt)	3.45	3.45	3.60	4.12	4.72
PER (x)	(x)	11.8	12.0	11.0	9.8	8.6
EPS growth	(%)	1	(2)	10	12	15
PBV	(x)	2.40	2.11	1.87	1.65	1.46
ROE	(%)	21.8	18.7	18.1	17.9	18.1
Dividend yields	(%)	2.99	2.99	3.12	3.57	4.09

Source: SCBS Investment Research

Financial statement

Profit and	Loss Statement	(Rtmn)
Pront and	LUSS Statement	(Bullil)

FY Feb 20 of the following year	2015	2016	2017F	2018F	2019F
Interest & dividend income	15,527	15,904	17,015	18,684	20,498
Interest expense	2,303	2,110	2,222	2,474	2,795
Net interest income	13,225	13,794	14,793	16,209	17,703
Non-interest income	1,904	1,855	1,894	1,948	2,006
Non-interest expenses	7,294	7,509	7,960	8,358	8,776
Earnings before tax & provision	7,835	8,140	8,726	9,800	10,933
Tax	625	595	662	740	848
Equities & minority interest	(9)	(24)	(16)	(18)	(19)
Core pre-provision profit	7,200	7,521	8,048	9,042	10,066
Provision	4,754	5,117	5,415	6,101	6,694
Core net profit	2,446	2,403	2,633	2,942	3,371
Extra item	0	0	0	0	0
Net profit	2,446	2,403	2,633	2,942	3,371
EPS (Bt)	9.79	9.61	10.53	11.77	13.49
DPS (Bt)	3.45	3.45	3.60	4.12	4.72

Profit and Loss Statement (Btmn))
EV Eah 20 of the following year	7

FY Feb 20 of the following year	4Q15	1Q16	2Q16	3Q16	4Q16
Interest & dividend income	3,747	3,949	4,068	3,949	3,938
Interest expense	567	552	532	516	511
Net interest income	3,180	3,398	3,536	3,433	3,427
Non-interest income	425	380	379	410	687
Non-interest expenses	1,659	1,880	1,886	1,874	1,869
Earnings before tax & provision	1,946	1,898	2,028	1,969	2,245
Tax	168	137	142	121	195
Equities & minority interest	(5)	(5)	(5)	(2)	(13)
Core pre-provision profit	1,772	1,756	1,881	1,847	2,037
Provision	1,131	1,240	1,309	1,367	1,201
Core net profit	642	516	572	480	836
Extra item	0	0	0	0	0
Net profit	642	516	572	480	836
EPS (Bt)	2.57	2.06	2.29	1.92	3.34

Balance Sheet (Btmn)

FY Feb 20 of the following year	2015	2016	2017F	2018F	2019F
Cash	2,925	3,649	3,169	3,265	3,351
Gross loans	63,127	66,128	72,726	79,787	87,566
Loan loss reserve	2,403	2,259	2,801	3,411	4,080
Net loans	60,723	63,868	69,925	76,376	83,486
Total assets	70,721	72,638	78,267	84,869	92,123
Borrowings	56,051	57,442	61,300	65,860	70,772
Total liabilities	58,616	58,865	62,724	67,284	72,196
Paid-up capital	250	250	250	250	250
Total Equities	12,021	13,679	15,449	17,491	19,833
BVPS (Bt)	48.08	54.72	61.80	69.96	79.33

Balance Sheet (Btmn)

FY Feb 20 of the following year	4Q15	1Q16	2Q16	3Q16	4Q16
Cash	2,925	3,835	4,050	3,793	3,649
Gross loans	63,127	64,742	66,490	66,579	66,128
Loan loss reserve	2,403	2,357	2,415	2,439	2,259
Net loans	60,723	62,385	64,075	64,140	63,868
Total assets	70,721	73,567	73,894	73,523	72,638
Borrowings	56,051	59,683	60,211	59,646	57,442
Total liabilities	58,616	60,804	61,020	60,592	58,865
Paid-up capital	250	250	250	250	250
Total Equities	12,021	12,758	12,873	12,931	13,679
BVPS (Bt)	48.08	51.03	51.49	51.72	54.72

Key Financial Ratios & Key assumptions

	2015	2016	2017F	2018F	2019F
Loan growth (%)	7.2	4.8	10.0	9.7	9.8
Yield on earning assets (%)	25.45	24.61	24.51	24.50	24.50
Cost on int-bearing liab (%)	4.41	3.80	3.86	4.01	4.21
Spread (%)	21.03	20.81	20.65	20.49	20.29
Net interest margin(%)	21.67	21.34	21.31	21.26	21.16
ROA (%)	3.62	3.35	3.49	3.61	3.81
ROE (%)	21.78	18.70	18.08	17.86	18.07
NPLs/ Total Loans (%)	3.34	2.71	2.74	2.77	2.79
Provision/Total loans (%)	7.53	7.74	7.45	7.65	7.64
LLR/NPLs(%)	114.1	126.0	140.7	154.6	166.8
Cost to income ratio (%)	48.2	48.0	47.7	46.0	44.5
D/F (v)	1 Q	13	<i>1</i> 1	3.8	3.6

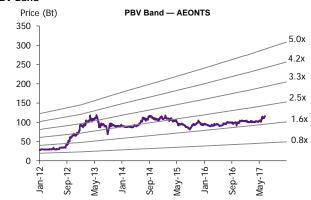
	Ratio

	4Q15	1Q16	2Q16	3Q16	4Q16
Yield on earning assets (%)	23.86	24.71	24.80	23.74	23.74
Cost on int-bearing liab (%)	4.13	3.89	3.66	3.55	3.60
Net interest margin(%)	20.25	21.26	21.55	20.64	20.66
NPLs/ Total Loans(%)	3.34	2.99	2.96	2.94	2.71
Provision/Total loans (%)	7.16	7.66	7.88	8.21	7.26
LLR/NPLs(%)	114.13	121.82	122.71	124.58	126.04
Cost to income ratio (%)	46.02	49.74	48.17	48.74	49.26

Loan breakdown

	2015	2016	2017F	2018F	2019F
Hire purchase	2.6	2.2	2.0	1.9	1.8
Personal loans	56.9	54.2	53.2	52.4	51.5
Credit card loans	40.2	43.4	44.6	45.5	46.5

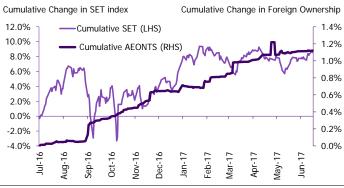
PBV Band



12-Month Cumulative directors trade

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

NA



Source: SET, SCBS Investment Research



Figure 1: Valuation summary (Closing price as of Jun 23, 2017)

	Rating	Price	Target	ETR	P/E (x)		EPS growth (%)		P/BV (x)		ROE (%))	Div. Yield (%)		%)			
		(Bt/Sh)	(Bt/Sh)	(%)	16A	17F	18F	16A	17F	18F	16A	17F	18F	16A	17F	18F	16A	17F	18F
AEONTS	Neutral	115.50	120.0	7.0	12.0	11.0	9.8	(2)	10	12	2.1	1.9	1.7	19	18	18	3.0	3.1	3.6
KTC	Neutral	127.00	142.0	15.3	13.1	11.4	10.4	20	15	9	3.2	2.7	2.3	26	26	24	3.1	3.5	3.8
Average					12.6	11.2	10.1	9	12	10	2.6	2.3	2.0	22	22	21	3.1	3.3	3.7

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, OH, OTC, RATCH, SAMART, SAMTEL, SAT, SC, SCB, SCC, SCCC, SE-ED, SIM, SITHAI, SNC, SPALI, SSSC, STEC, SVI, TCAP, THCOM, TISCO, TKT, TMB, TNDT, TOP, TSC, TTCL, TU, UV, VGI, WACOAL, WAVE

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, O-CON, RICHY, ROBINS, RS, RWI, S, S & J, SABINA, SALEE, SAMCO, SCG, SEAFCO, SFP, SIAM, SINGER, SIS, SMK, SMPC, SMT, SNP, SPI, SPPT, SPPC, SR, SSF, SST, STA, SUSCO, SUTHA, SWC, SYMC, SYNEX, SYNEX,

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, CMR, 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, MCHAI, 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, OLT, 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, TFD, 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

Certified (ได้รับการรับรอง)
ADVANC, AKP, AMANAH, ASP, AYUD, BAFS, BANPU, BAY, BBL, BCP, BKI, BLA, BTS, BWG, CENTEL, CFRESH, CIMBT, CNS, CPI, CPN, CSL, DCC, DEMCO, DIMET, DRT, DTAC, DTC, EASTW, ECL, EGCO, ERW, FE, FSS, GBX, GCAP, GLOW, HANA, HTC, ICC, IFEC, INTUCH, IRPC, IVL, KBANK, KCE, KGI, KKP, KTB, KTC, LANNA, LHBANK, LHK, MBK, MBKET, MFC, MINT, MONO, MOONG, MSC, MTI, NKI, NSI, OCEAN, PB, PE, PG, PHOL, PM, PPP, PPS, PR, PSL, PT, PTTEP, PTTGC, Q-CON, QLT, RATCH, S & J, SABINA, SAT, SCB, SCC, SCG, SINGER, SIS, SMPC, SNC, SNP, SPC, SPI, SSF, SSI, SSSC, SVI, TCAP, TCMC, TF, TGCI, THANI, THCOM, THRE, THREL, TIPCO, TISCO, TMB, TMD, TNITY, TNL, TOG, TOP, TPCORP, TSC, TSTH, TTCL, TVI, WACOAL

Declared (ประกาศเจตนารมณ์)

2S, A, ABC, AEC, AF, AI, AIRA, ALUCON, AMATA, ANAN, AOT, AP, APCS, AQUA, ASIAN, ASK, BCH, BEAUTY, BFIT, BJCHI, BROCK, BROOK, BRR, BSBM, BTNC, CGH, CHOTI, CHOW, CM, COL, CPALL, CPF, CSC, CSS, EE, EPCO, FC, FER, FNS, FPI, FSMART, GEL, GFPT, GIFT, GLOBAL, GPSC, GREEN, GUNKUL, HMPRO, ICHI, IEC, IFS, ILINK, INET, IRC, J, JMART, JMT, JUBILE, JUTHA, K, KASET, KBS, KCAR, KSL, KTECH, KYE, L&E, LPN, LVT, M, MBAX, MC, MCOT, MIDA, MILL, ML, MPG, MTLS, NBC, NINE, NMG, NNCL, NTV, NUSA, OCC, OGC, PACE, PAF, PCSGH, PDG, PDI, PIMO, PK, PLANB, PLAT, PRANDA, PRG, PRINC, PSTC, PYLON, OH, RML, ROBINS, ROH, SANKO, SAUCE, SC, SCCC, SCN, SEAOIL, SE-ED, SENA, SGP, SITHAI, SMIT, SMK, SORKON, SPACK, SPPT, SPRC, SR, SRICHA, STA, SUSCO, SVNTEC, TAE, TAKUNI, TASCO, TBSP, TFG, TFI, TICON, TIP, TKT, TLUXE, TMILL, TMT, TPA, TPP, TRT, TRU, TRUE, TSE, TU, TVD, TVO, TVT, U, UBIS, UKEM, UOBKH, LINEY, VGL, VIRHA, VOL, VIRHA, NOT, WAYE, WILLA, WICE, WILLY, YO. UREKA, UWC, VGI, VIBHA, VNT, WAVE, WHA, WICE, WIIK, XO

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of January 27, 2017) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC

