

AEON Thana Sinsap

(AEONTS.BK/AEONTS TB)*

Neutral · Maintained

Price as of 20 Sep 2023	162.0
12M target price (Bt/shr)	165.0
Unchanged/Revised up(down)(%)	(14.0)
Upside/downside (%)	1.9

Key messages

เราคาดว่าผลการดำเนินงานของ AEONTS ยังถูกกดดันจากการเพิ่มขึ้นของ NPL เกิดใหม่จำนวนมากส่งผลให้ค่าใช้จ่ายสำรองหนี้สูญ (credit cost) เพิ่มขึ้นและผลักดันให้บริษัทขยายขายหนี้สินที่ไม่ก่อให้เกิดรายได้ (NPL) ออกไปเพื่อลดระดับ NPL ขณะที่ เราคาดว่ากำไรสุทธิของ AEONTS ใน 2Q66F อยู่ที่ 767 ล้านบาท (+24% QoQ แต่ -15% YoY) โดยที่ประมาณการกำไรสุทธิใน 2Q66F บ่งชี้กำไรที่อ่อนแอและยังไม่เห็นสัญญาณการฟื้นตัวเด่นชัด ทั้งนี้ เราปรับลดประมาณการกำไรปี 2566-67 ลงราว 18-20% เมื่ออิงจาก PE ที่ 12x เราปรับลดราคาเป้าหมายใหม่ลงอยู่ที่ 165 บาท (จากเดิมที่ 192 บาท) และคงคำแนะนำ Neutral.

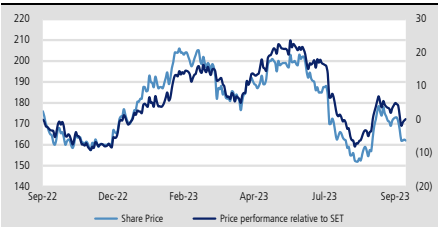
Trading data

Mkt cap (Btbn/US\$bn)	40,500/1,013		
Outstanding shares (mn)	250		
Foreign ownership (mn)	118		
3M avg. daily trading (mn)	0		
52-week trading range (Bt)	152-206		
Performance (%)	3M	6M	12M
Absolute	-14.7	-11.0	-7.4
Relative	-14.9	-6.3	0.0

Quarterly EPS

	1Q- May	2Q- Aug	3Q- Nov	4Q- Feb
2021	4.6	2.7	3.3	3.6
2022	4.5	3.6	4.4	2.8
2023	2.5			

Share price chart



Source: SET

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ประมาณการกำไร 2Q66F : คาดผลประกอบการ 2Q66F ยังไม่ดีขึ้น

Event

ประมาณการกำไรสุทธิ 2Q66 (มิถุนายน – สิงหาคม) ปรับลดประมาณการกำไรและราคาเป้าหมาย

Impact

คาดผลประกอบการใน 2Q66F ยังไม่ดีขึ้น

เราคาดว่ากำไรสุทธิของ AEONTS ใน 2Q66F อยู่ที่ 767 ล้านบาท (+24% QoQ แต่ -15% YoY) โดยการเติบโต QoQ มาจาก i) มีกำไรจากการขาย NPL ราว 120 ล้านบาท (ไม่มีรายการนี้ใน 1Q66) และ ii) credit cost สูงคงที่ (สูงกว่า guidance ของบริษัททั้งปี) ส่วนกำไรลดลง YoY เป็นเพราะ i) รายได้หลักจากดอกเบี้ยลดลงจากส่วนต่างอัตราดอกเบี้ยลดลง และ ii) credit costs สูงขึ้น ในด้าน กำไรก่อนการตั้งสำรองและหักภาษี (PPOP) ใน 2Q66F คาดทรงตัว QoQ ด้วยมองว่าค่าธรรมเนียมธุรกิจประกันค้ำคืน แดลดลง 4% YoY สะท้อนการไม่มีอัตราดอกเบี้ยของสินเชื่อ QoQ แต่เพิ่มขึ้นเล็กน้อยที่ +0.5% YoY (เกิดจากการให้สินเชื่อบัตรเครดิต) ขณะที่ ส่วนต่างอัตราผลตอบแทน (spread) ลดลง -20bps QoQ และ -90bps YoY ตามต้นทุนทางการเงินเพิ่มขึ้นและสัดส่วนสินเชื่อบัตรเครดิตเพิ่มขึ้นทำให้ yield ต่ำลง หากประมาณการ 2Q66F เป็นตามที่เราคาดกำไรใน 1H66F จะคิดเป็น 35% ของประมาณการกำไรเต็มปี

คาด credit cost ยังคงอยู่ในระดับสูง

เราคาดอัตราสินเชื่อโดยคุณภาพด้อยสินเชื่อรวม (NPL ratio) สูงขึ้นต่อเนื่องเป็น 7 ไตรมาสติดต่อกันอยู่ที่ 6.0% ใน 2Q66F (เทียบกับ 5.9% ใน 1Q66) ทามกลางการตัดจำหน่ายหนี้เสียจำนวนมากอย่างมีนัยสำคัญ ขณะที่หนี้เสียใหม่ส่วนใหญ่จะมาจากผลงานในภาคการอุตสาหกรรมการผลิตซึ่งคิดเป็นครึ่งหนึ่งของพอร์ตสินเชื่อรวม ทางด้าน credit cost ใน 2Q66F เราประเมินอยู่ที่ 8.5% (เปลี่ยนแปลงไม่มากไปจากไตรมาสก่อนหน้าที่ 8.9% และสูงกว่า 2Q66 ที่ 7.9%) โดยยังคงสูงกว่า guidance ของบริษัทเต็มปี 2566 ที่ 7.3%

ปรับลดประมาณการกำไรสุทธิปี 2566-67 ลงราว 18-20%

เราปรับลดประมาณการกำไรสุทธิถึง 18%/20% สำหรับปี 2566F และปี 2567F เนื่องจาก i) ปรับเพิ่ม credit costs ขึ้นเป็น 8.1%/7.8% (จาก 7.2%/6.6%) ii) ปรับลดอัตราดอกเบี้ยของสินเชื่อลงเป็น 3%/4% (จาก 6%/7%) สะท้อนอัตราดอกเบี้ยของสินเชื่อชะลอตัวใน 1H66F และ iii) ปรับเพิ่มต้นทุนทางการเงินขึ้นอยู่ที่ 3.4%/3.5% (จาก 3.3% ในแต่ละปี) ทั้งนี้ ประมาณการกำไรสุทธิใหม่ใน 1H66F จะคิดเป็น 42% ของประมาณการกำไรเต็มปีใหม่ของเรา

Valuation and actions

เมื่ออิงจากประมาณการกำไรสุทธิใหม่และการขยับราคาเป้าหมายใหม่ไปเป็นกลางปี 2567F จะได้ราคาเป้าหมายใหม่อยู่ที่ 165 บาท (อิงจาก PE ที่ 12x) ลดลงจากเดิมที่ 192 บาท และคงคำแนะนำ Neutral อย่างไรก็ตาม เราคาดว่าผลกระทบจากมาตรการหนี้คงค้าง (persistent debt scheme) คอนข้างจำกัดเพราะมีเพียง 5% ของพอร์ตสินเชื่อรวมของ AEONTS ตามเกณฑ์ใหม่ของธนาคารแห่งประเทศไทย

Risks

เศรษฐกิจฟื้นตัวช้า ความเสี่ยงด้านกฎเกณฑ์ทางการกีดกัน yield ด้านสินเชื่อและ NPLs เพิ่มขึ้น

Key financials and valuations

	2020 Feb-21	2021 Feb-22	2022 Feb-23	2023F Feb-24F	2024F Feb-25F
Pre-provision profit (Btmn)	10,882	11,203	12,213	12,126	12,486
Pretax profit (Btmn)	4,647	4,574	4,950	4,307	4,625
Net profit (Btmn)	3,690	3,553	3,815	3,305	3,560
EPS (Bt)	14.76	14.21	15.26	13.22	14.24
DPS (Bt)	4.50	5.15	5.50	3.97	4.27
EPS Growth (%)	(7.2)	(3.7)	7.4	(13.4)	7.7
Dividend yield (%)	2.3	2.7	3.0	2.4	2.6
P/E (X)	13.4	13.3	13.2	12.3	11.4
P/BV (X)	2.9	2.4	2.2	1.6	1.5
ROAA (%)	4.0	4.0	4.1	3.4	3.6
ROAE (%)	19.5	19.2	17.9	13.8	13.4

Source: Company data, KGI Securities Research

Figure 1: AEONTS's quarterly earnings

	May-21	Aug-21	Nov-21	Feb-22	May-22	Aug-22	Nov-22	Feb-23	May-23	Aug-23F	% chg		1H22/23	1H23/24F	% chg
											QoQ	YoY			
Income Statement (Bt mn)															
Interest Income	4,434	4,439	4,548	4,482	4,705	4,761	4,803	4,786	4,726	4,723	0%	-1%	9,466	9,449	0%
Credit card	1,550	1,594	1,676	1,642	1,810	1,878	1,960	1,993	1,951	1,963	1%	5%	3,688	3,914	6%
Personal loan	2,612	2,586	2,597	2,572	2,628	2,629	2,589	2,538	2,534	2,511	-1%	-4%	5,258	5,046	-4%
Hire-purchase	273	258	274	268	267	253	254	255	240	249	4%	-2%	520	489	-6%
Interest Expense	453	448	425	418	437	469	476	523	527	538	2%	15%	905	1,065	18%
Interest Income-net	3,981	3,990	4,122	4,065	4,268	4,292	4,328	4,263	4,199	4,185	0%	-2%	8,560	8,384	-2%
Collection service income	58	49	49	54	56	54	55	60	55	60	10%	10%	111	115	4%
Commission income	151	174	174	183	179	162	176	172	170	170	0%	5%	341	340	-1%
Gain on sale of written-off rec	0	320	0	0	105	0	300	0	0	120	N.A	N.A	105	120	14%
Other income	399	363	441	475	439	498	486	535	509	520	2%	4%	937	1,029	10%
Pre-provision income	4,588	4,576	4,786	4,777	4,943	5,007	5,044	5,029	4,932	4,935	0%	-1%	9,950	9,867	-1%
Operating expenses	1,921	1,974	1,951	1,987	2,033	1,985	2,039	2,060	2,029	2,042	1%	3%	4,018	4,071	1%
Pre-provision profit	2,667	2,602	2,835	2,790	2,910	3,022	3,005	2,969	2,903	2,893	0%	-4%	5,932	5,797	-2%
Provision	1,226	2,005	1,780	1,619	1,563	1,851	1,884	1,964	2,094	2,010	-4%	9%	3,415	4,104	20%
Pre-tax profit	1,439	911	1,055	1,169	1,450	1,170	1,421	909	805	1,003	25%	-14%	2,620	1,808	-31%
Income tax	355	194	219	231	291	239	286	182	161	201	25%	-16%	530	361	-32%
Net profit	1,149	678	815	911	1,115	904	1,104	692	617	767	24%	-15%	2,018	1,385	-31%
EPS (Bt)	4.60	2.71	3.26	3.64	4.46	3.61	4.42	2.77	2.47	3.07	24%	-15%	8.07	5.54	-31%
Profitability (%)															
Loan yield	20.37	20.43	20.60	19.86	20.48	20.40	20.32	20.25	20.14	20.09					
Spread	17.47	17.59	17.98	17.32	17.83	17.63	17.54	17.13	16.90	16.73					
Cost of funds (%)	2.91	2.84	2.62	2.54	2.65	2.77	2.78	3.13	3.24	3.36					
Cost to income ratio (%)	38.1	36.9	37.4	38.2	37.1	36.2	35.0	37.1	37.2	36.5					
Effective tax rate (%)	24.7	21.3	20.8	19.8	20.1	20.4	20.1	20.0	20.0	20.0					
ROAA	5.3	3.1	3.7	4.1	4.9	3.8	4.6	2.9	2.6						
ROAE	26.1	14.9	17.7	18.9	21.7	16.9	20.4	12.4	10.7						
Loan (Bt bn)	86.7	87.1	89.5	91.0	92.7	94.0	95.1	93.9	93.8	94.3					
Credit card	35.6	36.1	37.8	39.3	40.8	42.2	43.4	43.5	43.6	44.1					
P-Loan	44.8	44.9	45.6	45.7	46.2	46.2	46.0	44.9	44.4	44.1					
Hire purchase	6.1	5.9	6.1	5.9	5.6	5.5	5.6	5.5	5.7	6.0					

Source: Company data, KGI Securities Research

Figure 2: AEONTS's asset quality

Asset quality	May-21	Aug-21	Nov-21	Feb-22	May-22	Aug-22	Nov-22	Feb-23	May-23	Aug-23F		
LLR	11,138	10,885	11,021	10,951	10,772	10,669	10,470	10,125	10,199	10,205		
Credit card	3,861	3,732	3,837	3,880	3,733	3,774	3,644	3,625	3,736	3,791		
Personal loan	6,358	6,194	6,293	6,279	6,280	6,210	6,261	6,000	5,906	5,826		
Hire-purchase	920	959	891	792	759	684	565	500	557	588		
LLR/loans (%)	12.8	12.5	12.3	12.0	11.6	11.4	11.0	10.8	10.9	10.8		
NPL	4,951	4,493	4,328	4,427	4,912	5,149	5,340	5,340	5,541	5,658		
NPL ratio (%)	5.7	5.2	4.8	4.9	5.3	5.5	5.6	5.7	5.9	6.0		
Coverage ratio (%)	225	242	255	247	219	207	196	190	184	180		
Credit cost (%)	5.7	9.2	8.0	7.1	6.7	7.9	7.9	8.4	8.9	8.5		
Net credit cost (%)	4.1	7.8	6.3	5.3	5.1	6.1	6.2	6.3	7.0	6.6		
Loan (Bt bn)												
Stage 1	78,706	79,158	81,787	82,899	84,357	85,120	85,852	85,032	84,530			
Stage 2	3,032	3,425	3,431	3,702	3,458	3,706	3,915	3,565	3,726			
Stage 3	4,951	4,493	4,328	4,427	4,912	5,149	5,340	5,340	5,541			
Total	86,690	87,077	89,546	91,028	92,728	93,975	95,106	93,937	93,798			
LLR												
Stage 1	(5,745)	(5,825)	(5,942)	(5,564)	(5,244)	(4,895)	(4,537)	(4,398)	(4,343)			
Stage 2	(1,509)	(1,770)	(1,798)	(1,917)	(1,688)	(1,777)	(1,850)	(1,658)	(1,691)			
Stage 3	(3,884)	(3,335)	(3,281)	(3,470)	(3,839)	(3,997)	(4,084)	(4,069)	(4,165)			
Total	(11,138)	(10,930)	(11,021)	(10,951)	(10,772)	(10,669)	(10,470)	(10,125)	(10,199)			

Source: Company data, KGI Securities Research

Figure 3: Earnings revisions

	Feb-24F			Feb-25F		
	Revised	Previous	Change	Revised	Previous	Change
Loan portfolio (Bt bn)	96,541	99,627	-3.1%	100,781	106,843	-5.7%
Cost of funds (Percent)	3.4	3.3	0.1	3.5	3.3	0.1
Credit costs (Percent)	8.1	7.2	0.9	7.8	6.6	1.2
Net profit (Bt mn)	3,305	4,008	-17.5%	3,534	4,417	-20.0%

Source: KGI Securities Research

Figure 4: Key assumptions

	Feb-21A	Feb-22A	Feb-23A	Feb-24F	Feb-25F
Loan (Bt bn)	87,433	91,028	93,937	96,541	100,781
Credit card (Bt bn)	36,088	39,324	43,474	46,083	48,387
P-Loan (Bt bn)	45,332	45,695	44,878	44,429	45,762
Hire purchase	5,848	5,891	5,511	5,952	6,547
Others	165	117	73	77	85
Loan by country					
Domestic	81,726	85,508	88,865	91,531	95,192
CLMV	5,542	5,480	5,072	5,400	5,692
Growth by country					
All country	-3.1%	4.1%	3.2%	2.8%	4.4%
Domestic	-3.1%	4.6%	3.9%	3.0%	4.0%
CLMV	-5.3%	-1.1%	-7.4%	6.5%	5.4%
Loan yield					
All country	20.9%	20.1%	20.4%	20.6%	20.7%
Domestic	22.6%	20.7%	20.3%	20.4%	20.4%
CLMV	27.5%	23.2%	25.2%	25.5%	26.5%
Cost of fund	3.2	2.7	2.9	3.4	3.5
Loan spread	17.7	17.3	17.5	17.2	17.2
Bad debt write-off	6,049	7,649	8,583	7,820	8,647
Bad debt recovery/Loan	1.4%	1.6%	1.8%	1.8%	1.7%
Bad debt recovery/Rev	5.8%	6.8%	7.6%	7.4%	7.2%
Credit cost	710	728	773	810	780
Credit cost - net bad debt recovery	570	572	593	634	611
LLR	11,593	10,951	10,125	10,330	10,078
LLR/loan ratio	13.3	12.0	10.8	10.7	10.0
NPL ratio	5.8	4.9	5.7	5.9	5.7
NPL coverage	230	247	190	180	175
Cost-to-income ratio	39.0	37.7	36.3	36.1	36.1
Effective tax rate	20.8%	21.9%	20.1%	20.0%	20.0%
ROA	4.0	4.0	4.1	3.4	3.5
ROE	19.5	19.2	17.9	13.8	13.3
D/E	4.1	3.5	3.1	2.8	2.7

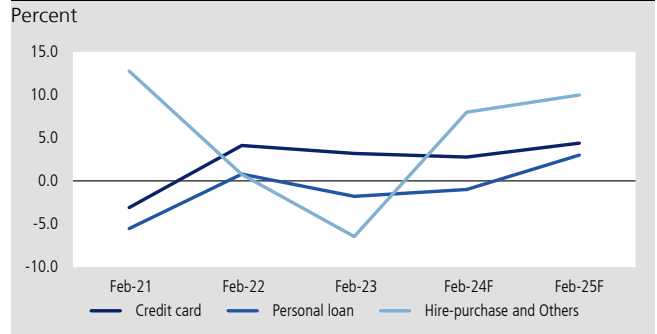
Source: KGI Securities Research

Figure 5: Company profile

AEON Thana Sinsap (AEONTS) is a lending company. Its business segments consist of retail finance (credit card, personal loan, hire-purchase loan) and other business (debt collection and insurance brokerage services). Outside of Thailand it has business operation in Cambodia, Laos, and Myanmar. 70% of AEONTS's customer base are in provincial areas and 30% are in Bangkok.

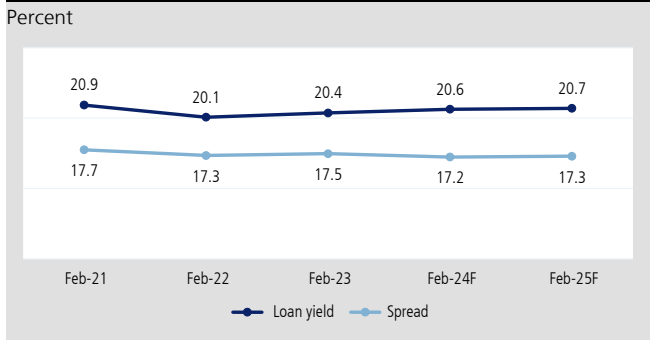
Source: Company data

Figure 6: All country loan growth



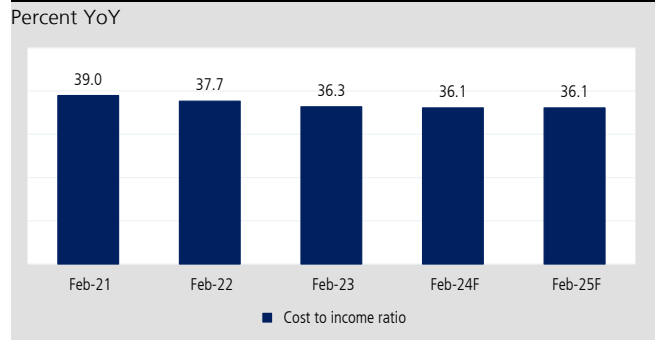
Source: Company data, KGI Securities Research

Figure 7: Loan yield and spread



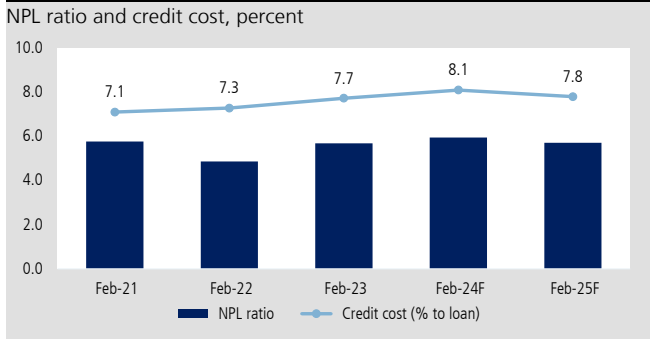
Source: Company data, KGI Securities Research

Figure 8: Cost to income ratio



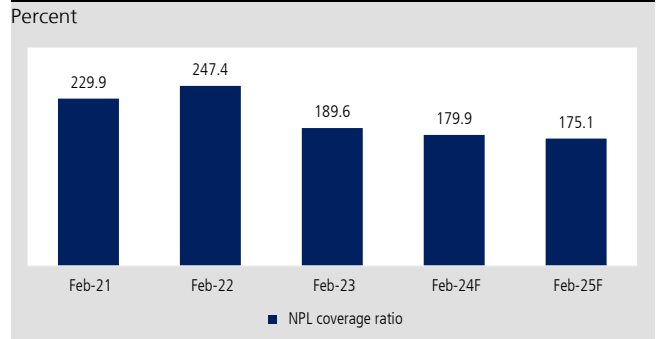
Source: Company data, KGI Securities Research

Figure 9: Asset quality (NPL ratio and credit cost)



Source: Company data, KGI Securities Research

Figure 10: NPL coverage



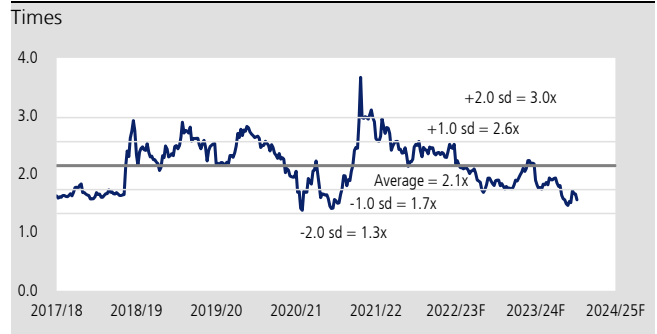
Source: Company data, KGI Securities Research

Figure 11: PER



Source: KGI Securities Research

Figure 12: PB



Source: KGI Securities Research

Quarterly Income Statement

	May-20	Aug-20	Nov-20	Feb-21	May-21	Aug-21	Nov-21	Feb-22	May-22	Aug-22	Nov-22	Feb-23	May-23	Aug-23F
Income Statement (Bt mn)														
Interest Income	5,062	4,766	4,393	4,365	4,434	4,439	4,548	4,482	4,705	4,761	4,803	4,786	4,726	4,723
Credit card	1,738	1,621	1,529	1,564	1,550	1,594	1,676	1,642	1,810	1,878	1,960	1,993	1,951	1,963
Personal loan	3,076	2,905	2,616	2,525	2,612	2,586	2,597	2,572	2,628	2,629	2,589	2,538	2,534	2,511
Hire-purchase	249	240	249	276	273	258	274	268	267	253	254	255	240	249
Interest Expense	558	554	515	469	453	448	425	418	437	469	476	523	527	538
Interest income-net	4,504	4,212	3,878	3,897	3,981	3,990	4,122	4,065	4,268	4,292	4,328	4,263	4,199	4,185
Collection service income	72	48	61	64	58	49	49	54	56	54	55	60	55	60
Commission income	133	130	122	125	151	174	174	183	179	162	176	172	170	170
Other income	388	440	680	451	399	683	441	475	544	498	785	535	509	640
Pre-provision income	5,098	4,830	4,742	4,536	4,588	4,896	4,786	4,777	5,048	5,007	5,344	5,029	4,932	5,055
Operating expenses	2,083	2,003	2,056	2,160	1,921	1,974	1,951	1,987	2,033	1,985	2,039	2,060	2,029	2,042
Pre-provision profit	3,014	2,827	2,686	2,376	2,667	2,922	2,835	2,790	3,015	3,022	3,305	2,969	2,903	3,013
Provision	2,392	1,590	1,345	883	1,226	2,005	1,780	1,619	1,563	1,851	1,884	1,964	2,094	2,010
Pre-tax profit	607	1,216	1,333	1,491	1,439	911	1,055	1,169	1,450	1,170	1,421	909	805	1,003
Income tax	152	286	297	231	355	194	219	231	291	239	286	182	161	201
Net profit	530	966	1,009	1,184	1,149	678	815	911	1,115	904	1,104	692	617	767
EPS (Bt)	2.12	3.87	4.04	4.73	4.60	2.71	3.26	3.64	4.46	3.61	4.42	2.77	2.47	3.07
Profitability (%)														
Loan yield	22.66	21.60	19.91	19.85	20.37	20.43	20.60	19.86	20.48	20.40	20.32	20.25	20.14	20.09
Spread	19.38	18.25	16.73	16.90	17.47	17.59	17.98	17.32	17.83	17.63	17.54	17.13	16.90	16.73
Cost of funds (%)	3.28	3.36	3.18	2.95	2.91	2.84	2.62	2.54	2.65	2.77	2.78	3.13	3.24	3.36
Cost to income ratio (%)	36.8	37.2	39.1	43.2	38.1	36.9	37.4	38.2	37.1	36.2	35.0	37.1	37.2	36.5
Effective tax rate (%)	25.1	23.6	22.3	15.5	24.7	21.3	20.8	19.8	20.1	20.4	20.1	20.0	20.0	20.0
ROAA	2.3	4.4	4.6	5.4	5.3	3.1	3.7	4.1	4.9	3.8	4.6	2.9	2.6	
ROAE	12.0	26.1	26.3	28.9	26.1	14.9	17.7	18.9	21.7	16.9	20.4	12.4	10.7	
Loan (Bt bn)	88.5	88.0	88.5	87.4	86.7	87.1	89.5	91.0	92.7	94.0	95.1	93.9	93.8	94.3
Credit card	35.2	35.9	36.5	36.1	35.6	36.1	37.8	39.3	40.8	42.2	43.4	43.5	43.6	44.1
P-Loan	47.3	46.3	46.1	45.3	44.8	44.9	45.6	45.7	46.2	46.2	46.0	44.9	44.4	44.1
Hire purchase	5.8	5.6	5.7	5.8	6.1	5.9	6.1	5.9	5.6	5.5	5.6	5.5	5.7	6.0
Asset quality														
LLR	11,775	11,972	11,816	11,593	11,138	10,885	11,021	10,951	10,772	10,669	10,470	10,125	10,199	10,205
Credit card	3,973	4,025	3,972	4,050	3,861	3,732	3,837	3,880	3,733	3,774	3,644	3,625	3,736	3,791
Personal loan	6,979	7,014	6,994	6,670	6,358	6,194	6,293	6,279	6,280	6,210	6,261	6,000	5,906	5,826
Hire-purchase	824	933	850	872	920	959	891	792	759	684	565	500	557	588
LLR/loans (%)	13.3	13.6	13.4	13.3	12.8	12.5	12.3	12.0	11.6	11.4	11.0	10.8	10.9	10.8
NPL	3,276	3,412	3,992	5,042	4,951	4,493	4,328	4,427	4,912	5,149	5,340	5,340	5,541	5,658
NPL ratio (%)	3.7	3.9	4.5	5.8	5.7	5.2	4.8	4.9	5.3	5.5	5.6	5.7	5.9	6.0
Coverage ratio (%)	359	351	296	230	225	242	255	247	219	207	196	190	184	180
Credit cost (%)	10.8	7.2	6.1	4.0	5.7	9.2	8.0	7.1	6.7	7.9	7.9	8.4	8.9	8.5
Net credit cost (%)	9.7	5.7	4.7	2.5	4.1	7.8	6.3	5.3	5.1	6.1	6.2	6.3	7.0	6.6
Bad debt recovery	250	325	314	340	328	310	381	404	385	410	406	494	441	450
Bad debt write-off	1,644	1,392	1,501	1,511	1,798	2,314	1,783	1,754	1,859	2,079	2,214	2,431	2,155	2,000
Growth (YoY%)														
Revenue	2.9	(4.9)	(12.1)	(18.8)	(10.9)	(0.7)	(0.9)	3.8	8.8	2.5	11.7	6.9	(0.5)	2.1
Operating expense	(8.7)	(12.6)	(12.6)	(7.6)	(7.8)	(1.5)	(5.1)	(8.0)	5.9	0.6	4.5	3.7	(0.2)	2.9
Pre-provision profit	3.0	(5.4)	(12.7)	(19.1)	(10.0)	1.4	0.9	5.3	10.0	2.3	11.7	5.3	(2.3)	1.0
Provision expense	71.5	(0.2)	(24.7)	(52.8)	(48.7)	26.1	32.3	83.3	27.5	(7.7)	5.8	21.4	33.9	8.6
Bad debt recovery	6.7	25.9	18.7	21.1	31.3	(4.7)	21.2	18.9	17.4	32.4	6.7	22.2	14.5	9.6
Net Profit	(46.3)	2.6	1.9	12.1	116.8	(29.8)	(19.3)	(23.1)	(3.0)	33.2	35.4	(24.0)	(44.6)	(15.1)

Source: Company data, KGI Securities Research

Balance Sheet

Year to Feb 28 (Btmn)	Feb-21	Feb-22	Feb-23	Feb-24F	Feb-25F
Total Assets	87,389	90,469	95,207	97,925	101,988
Cash	5,105	4,236	3,816	5,000	5,000
Loan-net	74,353	77,358	81,185	86,212	90,703
Total current asset	79,561	81,788	86,152	91,212	95,703
Loan-net(> 1yr)	2,313	3,237	3,219	2,821	2,458
PP&E	793	623	523	680	680
Intangible assets	697	920	923	739	730
Others	4,024	3,901	4,389	2,473	2,417
Total liabilities	70,009	70,205	71,859	71,414	74,425
S-T loans	10,379	9,172	4,485	4,113	4,293
L-T loans&Debentures	45,336	35,441	48,817	47,981	50,088
Others	7,299	4,703	5,719	2,870	2,870
Shareholders' Equity	17,058	19,889	22,821	25,254	27,920
Common Stock	250	250	250	250	250
Capital Surplus	4,850	4,850	4,850	4,850	4,850
Retained Earnings	12,472	14,809	17,382	19,641	22,307
Supplementary					
Non-performing loans	5,042	4,427	5,340	5,741	5,754
Credit card	n.a.	n.a.	n.a.	n.a.	n.a.
Personal loan	n.a.	n.a.	n.a.	n.a.	n.a.
Hire-purchase	n.a.	n.a.	n.a.	n.a.	n.a.
NPL ratio	5.8	4.9	5.7	5.9	5.7
Credit card	n.a.	n.a.	n.a.	n.a.	n.a.
Personal loan	n.a.	n.a.	n.a.	n.a.	n.a.
Hire-purchase	n.a.	n.a.	n.a.	n.a.	n.a.
Coverage ratio	230	247	190	180	175

Source: KGI Securities Research

Key Ratios

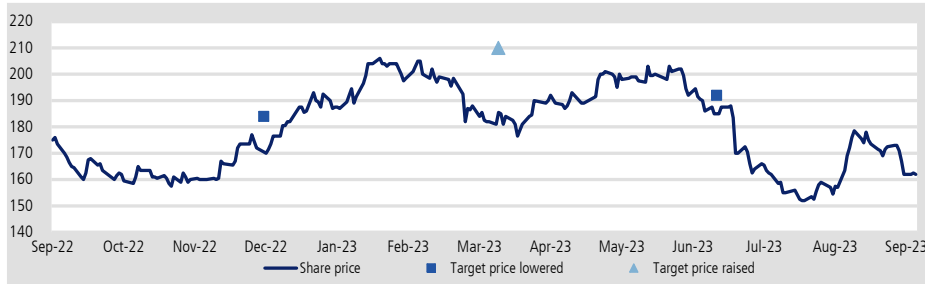
Year to 28 Feb (Btmn)	Feb-21	Feb-22	Feb-23	Feb-24F	Feb-25F
Growth (YoY %)					
Loans	(3.1)	4.1	3.2	2.8	4.1
Borrowings and Debentures	(9.6)	4.5	1.0	3.6	4.4
Total Assets	(8.4)	3.5	5.2	2.9	4.1
Total Equity	(17.7)	16.6	14.7	10.7	10.6
Growth (YoY %)					
Net Interest Income	(9.1)	(2.0)	6.1	1.2	3.7
Total Revenue	(8.6)	(2.4)	7.4	2.5	3.4
Loan Loss Provision	(6.6)	6.8	9.6	7.7	0.5
Operating Expense	(10.4)	(5.7)	3.6	3.9	3.3
Pre-provision Profit	(8.9)	(0.8)	7.3	0.6	3.1
Net Profit	(7.2)	(3.7)	7.4	(13.4)	7.7
EPS	(7.2)	(3.7)	7.4	(13.4)	7.7
Profitability (%)					
Yield on loans	20.9	20.1	20.6	20.7	20.7
Cost of Funds	3.2	2.7	2.9	3.4	3.5
Net Interest Margin	18.6	18.1	18.5	18.2	18.2
Bad debt recovery/Revenue	5.8	6.8	7.6	7.4	7.2
Cost/Income Ratio	39.0	37.7	36.3	36.1	36.1
ROAA	4.0	4.0	4.1	3.4	3.6
ROAE	19.5	19.2	17.9	13.8	13.4
Capital Adequacy (%)					
Assets/Equity (x)	5.1	4.5	4.2	3.9	3.7
D/E (x)	4.1	3.5	4.5	2.8	2.7
Asset Quality (%)					
NPL Ratio	5.8	4.9	5.7	5.9	5.7
Per Share Data (Bt)					
EPS	14.76	14.21	15.26	13.22	14.24
DPS	4.5	5.2	5.5	4.0	4.3

Source: KGI Securities Research

Profit & Loss

Year to Feb 28 (Btmn)	Feb-21	Feb-22	Feb-23	Feb-24F	Feb-25F
Interest Income	18,587	17,903	19,055	19,690	20,469
Credit card	6,451	6,462	7,642	7,778	7,983
Personal loan	11,121	10,368	10,385	10,830	11,258
Hire-purchase	1,014	1,073	1,029	1,083	1,228
Interest Expense	2,096	1,745	1,904	2,331	2,469
Interest Income-net	16,491	16,158	17,151	17,360	18,000
Collection service income	246	210	226	250	250
Commission income	510	682	689	650	650
Other income	1,959	1,997	2,362	2,300	2,300
Pre-provision income	19,206	19,047	20,428	20,560	21,200
Operating expenses	8,303	7,832	8,117	8,433	8,714
Pre-provision profit	10,147	10,323	11,396	11,226	11,586
Provision	6,210	6,629	7,263	7,820	7,861
Pre-tax profit	4,647	4,574	4,950	4,307	4,625
Income tax	967	1,000	996	861	925
Net profit	3,690	3,553	3,815	3,305	3,560
EPS (Bt)	14.76	14.21	15.26	13.22	14.24

Source: KGI Securities Research

AEON Thana Sinsap - Recommendation & target price history


Date	Rating	Target	Price
28-Jun-23	Neutral	192.00	185.00
28-Mar-23	Outperform	210.00	185.50
19-Dec-22	Neutral	184.00	170.50

Source: KGI Securities Research

Corporate Governance Report of Thai Listed Companies



Companies with Excellent CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	EGCO	ELECTRICITY GENERATING	PTTEP	PTT EXPLORATION AND PRODUCTION
ADVANC	ADVANCED INFO SERVICE	GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL
AMA	AMA MARINE	GGC	GLOBAL GREEN CHEMICALS	PYLON	PYLON
AMATA	AMATA CORPORATION	GPSC	GLOBAL POWER SYNERGY	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	HANA	HANA MICROELECTRONICS	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
AOT	AIRPORTS OF THAILAND	HMPRO	HOME PRODUCT CENTER	RS	RS
AP	ASIAN PROPERTY DEVELOPMENT	INTUCH	SHIN CORPORATION	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	IRPC	IRPC	SCC	THE SIAM CEMENT
BCP	THE BANGCHAK PETROLEUM	IVL	INDORAMA VENTURES	SCCC	SIAM CITY CEMENT
BCPG	BCPG	KBANK	KASIKORNBANK	SEAFCO	SEAFCO
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KCE	KCE ELECTRONICS	SMPC	SAHAMITR PRESSURE CONTAINER
BEC	BEC WORLD	KKP	KIATNAKIN BANK	SPALI	SUPALAI
BEM	BANGKOK EXPRESSWAY AND METRO	KTB	KRUNG THAI BANK	SPRC	STAR PETROLEUM REFINING
BGRIM	B.GRIMM POWER	KTC	KRUNGTHAI CARD	SVI	SVI
BPP	BANPU POWER	LH	LAND AND HOUSES	TACC	T.A.C. CONSUMER
BTS	BTS GROUP HOLDINGS	LPN	L.P.N. DEVELOPMENT	TCAP	THANACHART CAPITAL
CENTEL	CENTRAL PLAZA HOTEL	MAKRO	SIAM MAKRO	THCOM	THAICOM
CK	CH. KARNCHANG	MBK	MBK	TISCO	TISCO FINANCIAL GROUP
CKP	CK POWER	MINT	MINOR INTERNATIONAL	TOP	THAI OIL
CPALL	CP ALL	MTC	MUANGTHAI CAPITAL	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	PLANB	PLAN B MEDIA	TTB	TMBTHANACHART BANK
CPN	CENTRAL PATTANA	PSH	PRUKSA HOLDING	VGI	VGI GLOBAL MEDIA
DELTA	DELTA ELECTRONICS (THAILAND)	PTG	PTG ENERGY	WHA	WHA CORPORATION
DTAC	TOTAL ACCESS COMMUNICATION	PTT	PTT	WHAUP	



Companies with Very Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
BAM	BANGKOK COMMERCIAL ASSET MANAGEMENT	GULF	GULF ENERGY DEVELOPMENT	SAPPE	SAPPE
BBL	BANGKOK BANK	JMT	JMT NETWORK SERVICES	SAWAD	SRI SAWAD POWER 1979
CBG	CARABAO GROUP	LPH	LADPRAO GENERAL HOSPITAL	SINGER	SINGER THAILAND
CHG	CHULARAT HOSPITAL	M	MK RESTAURANT GROUP	SPA	SIAM WELLNESS GROUP
COM7	COM7	MAJOR	MAJOR CINEPLEX GROUP	TFG	THAIFOODS GROUP
DOHOME	DOHOME	MEGA	MEGA LIFESCIENCES	TKN	TAOKAENOI FOOD & MARKETING
ERW	THE ERWAN GROUP	NETBAY	NETBAY	ZEN	ZEN CORPORATION GROUP
GLOBAL	SIAM GLOBAL HOUSE	OSP	OSOTSPA		



Companies with Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
BCH	BANGKOK CHAIN HOSPITAL	ESSO	ESSO (THAILAND)	SF	SIAM FUTURE DEVELOPMENT
BH	BUMRUNGRAD HOSPITAL	HUMAN	HUMANICA	SISB	SISB
EKH	EKACHAI MEDICAL CARE	RBF	R&B FOOD SUPPLY	TPCH	TPC POWER HOLDING

Companies classified Not in the three highest score groups

Stock	Company name	Stock	Company name	Stock	Company name
IIG	I&I GROUP	OR	PTT OIL AND RETAIL BUSINESS	STGT	SRI TRANG GLOVES (THAILAND)
KEX	KERRY EXPRESS (THAILAND)	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION		

Source: www.thai-iod.com

Disclaimer: 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 assessment of operation and is not based 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 or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of such survey result.

Anti-corruption Progress Indicator

Level 5: Extended

Stock	Company name	Stock	Company name	Stock	Company name
ADVANC	ADVANCED INFO SERVICE	GLOBAL	SIAM GLOBAL HOUSE	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	GPSC	GLOBAL POWER SYNERGY	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
BBL	BANGKOK BANK	HMPRO	HOME PRODUCT CENTER	ROBINS	ROBINSON DEPARTMENT STORE
BCH	BANGKOK CHAIN HOSPITAL	IRPC	IRPC	SCC	THE SIAM CEMENT
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KBANK	KASIKORNBANK	SIRI	SANSIRI
BIGC	BIG C SUPERCENTER	KCE	KCE ELECTRONICS	SPALI	SUPALAI
CK	CH. KARNCHANG	KKP	KIATNAKIN BANK	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION
DCC	DYNASTY CERAMIC	KTB	KRUNGTHAI BANK	TCAP	THANACHART CAPITAL
DELTA	DELTA ELECTRONICS (THAILAND)	LPH	LADPRAO GENERAL HOSPITAL	TISCO	TISCO FINANCIAL GROUP
DRT	DIAMOND ROOFING TILES	PACE	PACE DEVELOPMENT CORPORATION	TMT	THAI METAL TRADE
EGCO	ELECTRICITY GENERATING	PTT	PTT	TOP	THAI OIL
GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL		

Level 4: Certified

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	ERW	THE ERAWAN GROUP	SAPPE	SAPPE
AP	ASIAN PROPERTY DEVELOPMENT	GLOW	GLOW ENERGY	SAWAD	SRI SAWAD POWER 1979
BA	BANGKOK AIRWAYS	GUNKUL	GUNKUL ENGINEERING	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	ILINK	INTERLINK COMMUNICATION	SCN	SCAN INTER
BCP	THE BANGCHAK PETROLEUM	KTC	KRUNGTHAI CARD	SEAFCO	SEAFCO
BH	BUMRUNGRAD HOSPITAL	LH	LAND AND HOUSES	SVI	SVI
BJCHI	BJC HEAVY INDUSTRIES	LPN	L.P.N. DEVELOPMENT	TASCO	TIPCO ASPHALT
CBG	CARABAO GROUP	MAKRO	SIAM MAKRO	TKN	TAOKAENOI FOOD & MARKETING
CENTEL	CENTRAL PLAZA HOTEL	MALEE	MALEE SAMPRAN	TMB	TMB BANK
CHG	CHULARAT HOSPITAL	MINT	MINOR INTERNATIONAL	TRT	TIRATHAI
CKP	CK POWER	MODERN	MODERNFORM GROUP	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	NOK	NOK AIRLINES	TVO	THAI VEGETABLE OIL
CPN	CENTRAL PATTANA	PTTEP	PTT EXPLORATION AND PRODUCTION		
DTAC	TOTAL ACCESS COMMUNICATION	PYLON	PYLON		

Level 3: Established

Stock	Company name	Stock	Company name	Stock	Company name
BEM	BANGKOK EXPRESSWAY AND METRO	MTLS	MUANGTHAI LEASING	SPRC	STAR PETROLEUM REFINING
CPALL	CP ALL	SCI	SCI ELECTRIC		

No progress

Stock	Company name	Stock	Company name	Stock	Company name
AOT	AIRPORTS OF THAILAND	BPP	BANPU POWER	FN	FN FACTORY OUTLET
BCPG	BCPG	BTS	BTS GROUP HOLDINGS	TPCH	TPC POWER HOLDING

Source: www.cgthailand.org

Disclaimer: The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by the relevant institution as disclosed by the Office of the Securities and Exchange Commission, is made in order to comply with the policy and sustainable development plan for the listed companies. The relevant institution 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 a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the 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, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of the assessment result.

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KGI's Ratings

Rating	Definition
Outperform (OP)	The stock's excess return over the next twelve months is ranked in the top 40% of KGI's coverage universe in the related market (e.g. Taiwan)..
Neutral (N)	The stock's excess return over the next twelve months is ranked in the range between the top 40% and the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan)
Under perform (U)	The stock's excess return over the next twelve months is ranked in the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan).
Not Rated (NR)	The stock is not rated by KGI.
Restricted (R)	KGI policy and/or applicable law regulations preclude certain types of communications, including an investment recommendation, during the course of KGI's engagement in an investment banking transaction and in certain other circumstances. Excess return = 12M target price/current price-
Note	When an analyst publishes a new report on a covered stock, we rank the stock's excess return with those of other stocks in KGI's coverage universe in the related market. We will assign a rating based on its ranking. If an analyst does not publish a new report on a covered stock, its rating will not be changed automatically.

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