

AEON Thana Sinsap

(AEONTS.BK/AEONTS TB)*

Neutral · Downgraded

Price as of 27 Jun 2023	185.0
12M target price (Bt/shr)	192.0
Unchanged/Revised up(down)(%)	(8.6)
Upside/downside (%)	3.8

Key messages

จาก guidance ของบริษัทเราคาดว่าอัตราดอกเบี้ยโตกำไร 1Q66/67F (สิ้นสุดเดือนพฤษภาคม 2566) จะยังไม่แข็งแกร่ง กัดกินจากการลดลงของอัตรากำไร (margin) และมีค่าใช้จ่ายสำรองหนี้สูญเพิ่มขึ้นตามการสูงขึ้นของ NPL ขณะที่เราคาดว่ากำไรสุทธิจะอยู่ที่ 705 ล้านบาท (+2% QoQ แต่ -37% YoY) ขณะที่ เราเปลี่ยนจากแนวทางการเติบโตเดิมมายึดเน้นอนุรักษ์นิยมและลดอัตราดอกเบี้ยโตกำไรทั้งปีและปีหน้าลง -14%/-9% เพื่อสะท้อน i) อัตราการปล่อยสินเชื่อลดลง ii) margin ลดลง iii) credit costs เพิ่มขึ้น และ iv) สัดส่วน C/I ลดลง ทั้งนี้ หลังจากปรับประมาณการกำไรทำให้ได้ราคาเป้าหมายใหม่ปี 2566F (สิ้นสุดเดือนกุมภาพันธ์) ที่ 192 บาท (อิงจาก PE ที่ 12.0x) ลดจากเดิมที่ 210 บาท และปรับลดคำแนะนำลงเป็น Neutral (จาก Outperform)

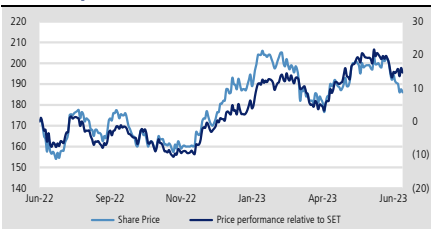
Trading data

Mkt cap (Btbn/US\$bn)	46,500/1,163		
Outstanding shares (mn)	250		
Foreign ownership (mn)	119		
3M avg. daily trading (mn)	0		
52-week trading range (Bt)	154-206		
Performance (%)	3M	6M	12M
Absolute	0.5	2.2	7.8
Relative	8.5	13.8	15.3

Quarterly EPS

	1Q-	2Q-	3Q-	4Q-
	May	Aug	Nov	Feb
2020	2.1	3.9	4.0	4.7
2021	4.6	2.7	3.3	3.6
2022	4.5	3.6	4.4	2.8

Share price chart



Source: SET

Chalie Kueyen
66.2658.8888 Ext. 8851
chaliek@kgi.co.th

Panthip Apai
66.2658.8888 Ext. 8856
panthipa@kgi.co.th

ประมาณการ 1Q66/67 : ดีขึ้น QoQ แต่ลดลง YoY

Event

ประมาณการ 1Q66/67 (มีนาคม – พฤษภาคม 2566)

Impact

ลดกำไรสุทธิ 1Q66/67F ที่ 705 ล้านบาท (+2% QoQ แต่ -37% YoY)

เราคาดว่ากำไรสุทธิ 1Q66/67F ของ AEONTS อ่อนแออยู่ที่ 705 ล้านบาท (+2% QoQ แต่ -37% YoY) เนื่องจาก i) แรงกดดันจาก margin และ ii) มีค่าใช้จ่ายสำรองหนี้สูญเพิ่มขึ้นตามการสูงขึ้นของ NPL โดยกำไรเพิ่มขึ้น QoQ มาจากค่าใช้จ่ายในการดำเนินงาน (Opex) ลดลง แต่กำไรจะลดลงอย่างมาก YoY เป็นเพราะ i) ค่าใช้จ่ายสำรองหนี้สูญสูงขึ้น YoY ตามการเพิ่มขึ้นของ NPL และ ii) ฐาน 1Q65/66 สูงจากการรับกู้กำไรพิเศษของการขาย NPL จำนวน 105 ล้านบาท แต่หากไม่รวมค่าใช้จ่ายสำรองหนี้สูญและการขาย NPL ออกไป กำไรก่อนการตั้งสำรองและหักภาษี (PPOP) 1Q66/67F จะทรงตัวทั้ง QoQ และ YoY โดยมี การควบคุม Opex เพื่อให้กำไรหลักมีเสถียรภาพ

ลดสินเชื่อ 1Q66/67F ขยายตัวเล็กน้อย

เราคาดว่าอัตราดอกเบี้ยสินเชื่อ 1Q66/67F อยู่ในระดับต่ำ (+2%QoQ และ +3%YoY) ได้แรงหนุนจากสินเชื่อบัตรเครดิต ขณะที่ การเปลี่ยนกลยุทธ์มาเน้นความระมัดระวังมากขึ้นและค่อนข้างไปทางสินเชื่อบัตรเครดิตซึ่งมีความเสี่ยงต่ำกว่าสินเชื่อส่วนบุคคล (P-loan) ทำให้ yield ของสินเชื่อจะอ่อนตัวลงอยู่ที่ 20.2% (เทียบกับ 20.3% ใน 4Q65/66 และ 20.5% ใน 1Q65/66) นอกจากนี้ ผลจากต้นทุนทางการเงินเพิ่มขึ้น (+10bps QoQ และ +60bps YoY) เราคาดว่าส่วนต่างอัตราดอกเบี้ยสุทธิ (NIM) แผ่วลงอยู่ที่ 17.0% (จาก 17.1% ในไตรมาสก่อนหน้าและ 17.8% ใน 1Q65/66)

ลด NPL เกิดใหม่ต่อเนื่อง

แม้ว่าการเพิ่มขึ้นของ NPL เดือนมีนาคม 2566 จะลดตัวลงแต่กลับเร่งตัวขึ้นในเดือนเมษายน-พฤษภาคม โดยในที่สุด เมื่อสิ้น 1Q66/67F เราคาดว่าสัดส่วน NPL เพิ่มขึ้นอยู่ที่ 5.8% (จาก 5.7% ใน 4Q65/66) ส่วนค่าใช้จ่ายสำรองหนี้สูญ (credit cost) 1Q66/67F คาดเพิ่มขึ้นอยู่ที่ 8.5% (จาก 8.4% ไตรมาสก่อนหน้า) ขณะที่ คาดสัดส่วน NPL coverage ลดลงเป็น 183% จาก 190% ใน 4Q65/66

ปรับลดกำไรสุทธิปีและปีหน้าลง -14%/-9%

เพื่อสะท้อน guidance จากบริษัทที่ระมัดระวังมากขึ้น เราจึงปรับสมมติฐานหลัก ๆ ได้แก่ i) ลดการขยายสินเชื่อปี 2566/2567 ลงเหลือ 6%/7% (จากเดิม 11%/7%) ii) ปรับเพิ่ม credit costs เป็น 7.2%/6.6% (จาก 6.60% ทั้งสองปี) iii) ปรับลด margin ลงอยู่ที่ 17.3%/17.4% (จาก 17.5%/17.6%) ท่ามกลางการเพิ่มขึ้นของ funding cost ปีละ 3.3% ทั้งสองปี (จากปีละ 3.1%) และ iv) ปรับลดสัดส่วนค่าใช้จ่ายต่อรายได้รวม (C/I) ลงเป็น 36.1% ทั้ง 2 ปี (จาก 37.0% ทั้ง 2 ปี) ทั้งนี้ หากอิงจาก PE ที่ 12x ทำให้ได้ราคาเป้าหมายใหม่ที่ 192 บาท (ลดลงจากเดิมที่ 210 บาท) และเราจึงปรับลดคำแนะนำลงเป็น Neutral (จาก Outperform)

Risks

เศรษฐกิจฟื้นตัวช้า ความเสี่ยงด้านกฎเกณฑ์ทางการกีดกัน yield ด้านสินเชื่อและ NPLs เพิ่มขึ้น

Key financials and valuations

	Feb-21A	Feb-22A	Feb-23A	Feb-24F	Feb-25F
Pre-provision profit (Btmn)	10,882	11,203	12,213	12,309	12,747
Pretax profit (Btmn)	4,647	4,574	4,950	5,185	5,696
Net profit (Btmn)	3,690	3,553	3,815	4,008	4,417
EPS (Bt)	14.76	14.21	15.26	16.03	17.67
DPS (Bt)	4.50	5.15	5.50	4.81	5.30
EPS Growth (%)	(7.2)	(3.7)	7.4	5.1	10.2
Dividend yield (%)	2.3	2.7	3.0	2.6	2.8
P/E (X)	13.4	13.3	13.2	11.7	10.6
P/BV (X)	2.9	2.4	2.2	1.8	1.6
ROAA (%)	4.0	4.0	4.1	4.1	4.2
ROAE (%)	19.5	19.2	17.9	16.4	16.0

Source: Company data, KGI Securities Research

Figure 1: AEONTS' quarterly earnings

	2020				2021				2022				2023F	% chg	
	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-23F	QoQ	YoY
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	4,775	0%	1%
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	2,019	1%	12%
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	2,503	-1%	-5%
Hire-purchase	249	240	249	276	273	258	274	268	267	253	254	255	253	-1%	-5%
Interest Expense	558	554	515	469	453	448	425	418	437	469	476	523	550	5%	26%
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	4,225	-1%	-1%
Collection service income	72	48	61	64	58	49	49	54	56	54	55	60	60	1%	7%
Commission income	133	130	122	125	151	174	174	183	179	162	176	172	170	-1%	-5%
Other income	388	440	680	451	399	683	441	475	544	498	785	535	530	-1%	-3%
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	4,985	-1%	-1%
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	2,035	-1%	0%
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	2,950	-1%	-2%
Provision	2,392	1,590	1,345	883	1,226	2,005	1,780	1,619	1,563	1,851	1,884	1,964	2,025	3%	30%
Pre-tax profit	607	1,216	1,333	1,491	1,439	911	1,055	1,169	1,450	1,170	1,421	909	925	2%	-36%
Income tax	152	286	297	231	355	194	219	231	291	239	286	182	185	2%	-36%
Net profit	530	966	1,009	1,184	1,149	678	815	911	1,115	904	1,104	692	705	2%	-37%
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	2.82	2%	-37%
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	20.18		
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	16.96		
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	3.22		
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	36.8		
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			
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			
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			
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	95.3		
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	44.8		
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	44.9		
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	5.6		

Source: Company data, KGI Securities Research

Figure 2: AEONTS' asset quality

Asset quality	2020				2021				2022				2023F
	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-23F
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	10,103
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	3,672
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	5,930
Hire-purchase	824	933	850	872	920	959	891	792	759	684	565	500	501
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	10.6
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	5,530
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	5.8
Coverage ratio (%)	359	351	296	230	225	242	255	247	219	207	196	190	183
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	8.5
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	6.6
Bad debt recovery	250	325	314	340	328	310	381	404	385	410	406	494	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	2,400
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	0.9
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	0.1
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	(1.2)
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	29.5
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	16.8
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)	(36.7)

Source: Company data, KGI Securities Research

Figure 3: Earnings revisions

	Feb-24F			Feb-25F		
	Revised	Previous	Change	Revised	Previous	Change
Loan portfolio (Bt bn)	99,627	104,104	-4.3%	106,843	111,686	-4.3%
Cost of funds (Percent)	3.30	3.10	0.2	3.30	3.10	0.2
Credit costs (Percent)	7.15	6.60	0.6	6.60	6.60	0.0
C/I ratio (Percent)	36.1	37.0	-0.9	36.1	37.0	-0.9
Net profit (Bt mn)	4,008	4,640	-13.6%	4,417	4,860	-9.1%

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	99,627	106,843
Credit card (Bt bn)	36,088	39,324	43,474	47,822	52,604
P-Loan (Bt bn)	45,332	45,695	44,878	45,776	47,607
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	93,308	97,974
CLMV	5,542	5,480	5,072	5,871	6,729
Growth by country					
All country	-3.1%	4.1%	3.2%	6.1%	7.2%
Domestic	-3.1%	4.6%	3.9%	5.0%	5.0%
CLMV	-5.3%	-1.1%	-7.4%	15.8%	14.6%
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	3.3	3.3
Loan spread	17.7	17.3	17.5	17.3	17.4
Bad debt write-off	6,049	7,649	8,583	6,981	6,911
Bad debt recovery/Loan	1.4%	1.6%	1.8%	1.7%	1.4%
Bad debt recovery/Rev	5.8%	6.8%	7.6%	7.3%	6.2%
Credit cost	710	728	773	715	660
Credit cost - net bad debt recovery	570	572	593	544	520
LLR	11,593	10,951	10,125	9,963	10,043
LLR/loan ratio	13.3	12.0	10.8	10.0	9.4
NPL ratio	5.8	4.9	5.7	5.4	5.1
NPL coverage	230	247	190	186	185
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	4.1	4.2
ROE	19.5	19.2	17.9	16.4	16.0
D/E	4.1	3.5	3.1	2.8	2.7

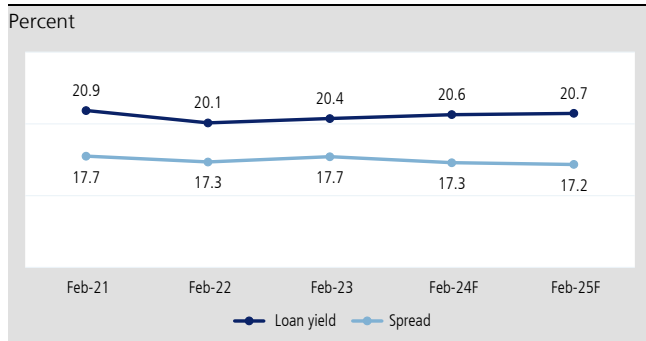
Source: KGI Securities Research

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.

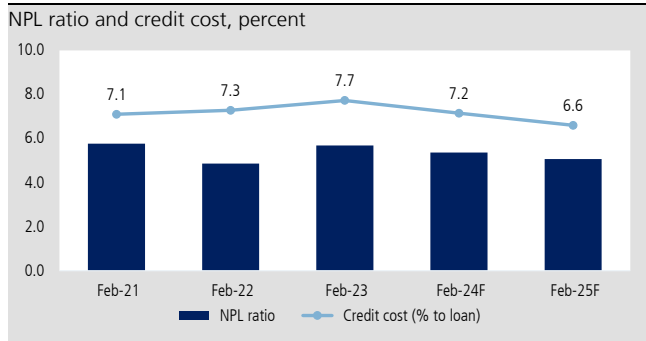
Source: Company data

Figure 7: Loan yield and spread



Source: Company data, KGI Securities Research

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



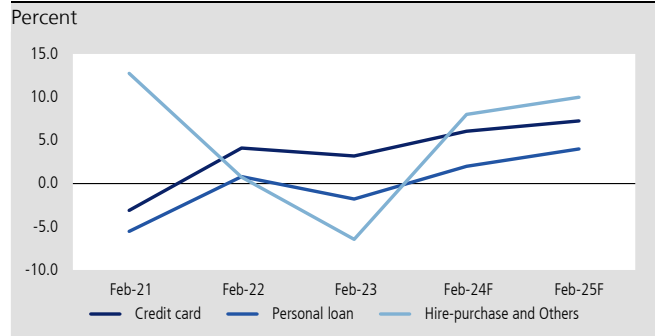
Source: Company data, KGI Securities Research

Figure 11: PER



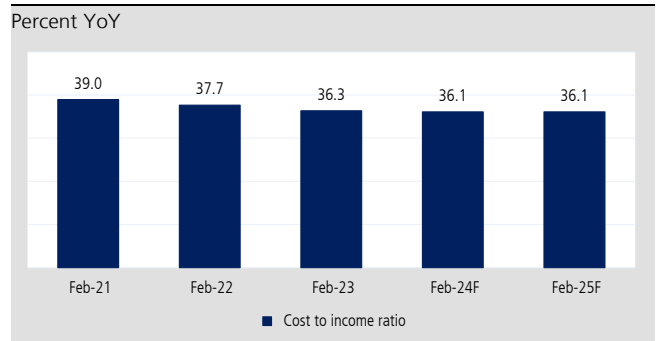
Source: KGI Securities Research

Figure 6: All country loan growth



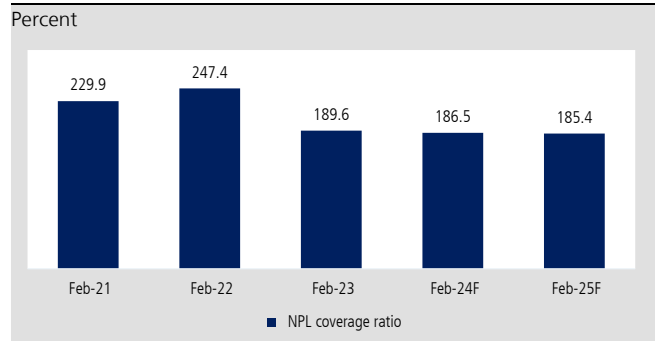
Source: Company data, KGI Securities Research

Figure 8: Cost to income ratio



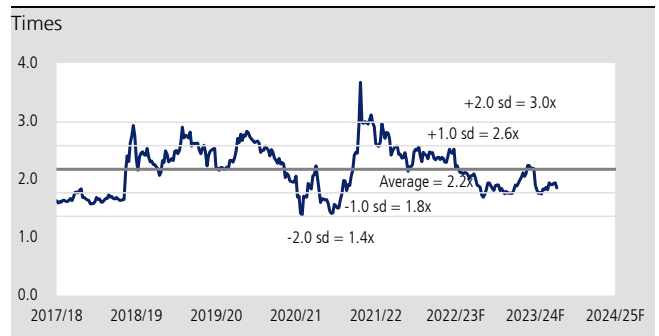
Source: Company data, KGI Securities Research

Figure 10: NPL coverage



Source: Company data, 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-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	4,775
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	2,019
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	2,503
Hire-purchase	249	240	249	276	273	258	274	268	267	253	254	255	253
Interest Expense	558	554	515	469	453	448	425	418	437	469	476	523	550
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	4,225
Collection service income	72	48	61	64	58	49	49	54	56	54	55	60	60
Commission income	133	130	122	125	151	174	174	183	179	162	176	172	170
Other income	388	440	680	451	399	683	441	475	544	498	785	535	530
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	4,985
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	2,035
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	2,950
Provision	2,392	1,590	1,345	883	1,226	2,005	1,780	1,619	1,563	1,851	1,884	1,964	2,025
Pre-tax profit	607	1,216	1,333	1,491	1,439	911	1,055	1,169	1,450	1,170	1,421	909	925
Income tax	152	286	297	231	355	194	219	231	291	239	286	182	185
Net profit	530	966	1,009	1,184	1,149	678	815	911	1,115	904	1,104	692	705
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	2.82
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	20.18
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	16.92
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	3.27
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	36.8
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	
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	
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	
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	95.3
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	44.8
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	44.9
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	5.6
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	10,103
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	3,672
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	5,930
Hire-purchase	824	933	850	872	920	959	891	792	759	684	565	500	501
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	10.6
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	5,530
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	5.8
Coverage ratio (%)	359	351	296	230	225	242	255	247	219	207	196	190	183
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	8.5
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	6.6
Bad debt recovery	250	325	314	340	328	310	381	404	385	410	406	494	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	2,400

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	101,252	108,077
Cash	5,105	4,236	3,816	5,000	5,000
Loan-net	74,353	77,358	81,185	89,664	96,800
Total current asset	79,561	81,788	86,152	94,664	101,800
Loan-net(>1yr)	2,313	3,237	3,219	2,777	2,458
PP&E	793	623	523	680	680
Intangible assets	697	920	923	739	730
Others	4,024	3,901	4,389	2,392	2,410
Total liabilities	70,009	70,205	71,859	73,535	78,658
S-T loans	10,379	9,172	4,485	4,244	4,552
L-T loans&Debentures	45,336	35,441	48,817	51,637	55,377
Others	7,299	4,703	5,719	2,800	2,800
Shareholders' Equity	17,058	19,889	22,821	25,956	29,269
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	20,344	23,656
Supplementary					
Non-performing loans	5,042	4,427	5,340	5,343	5,417
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	5.4	5.1
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	186	185

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	6.1	5.6
Borrowings and Debentures	(9.6)	4.5	1.0	6.9	7.2
Total Assets	(8.4)	3.5	5.2	6.3	6.7
Total Equity	(17.7)	16.6	14.7	13.7	12.8
Growth (YoY %)					
Net Interest Income	(9.1)	(2.0)	6.1	2.6	5.9
Total Revenue	(8.6)	(2.4)	7.4	3.8	4.1
Loan Loss Provision	(6.6)	6.8	9.6	(1.9)	(1.0)
Operating Expense	(10.4)	(5.7)	3.6	5.2	4.0
Pre-provision Profit	(8.9)	(0.8)	7.3	2.1	3.8
Net Profit	(7.2)	(3.7)	7.4	5.1	0.0
EPS	(7.2)	(3.7)	7.4	5.1	10.2
Profitability (%)					
Yield on loans	20.9	20.1	20.6	20.6	20.7
Cost of Funds	3.2	2.7	2.9	3.3	3.3
Net Interest Margin	18.6	18.1	18.5	18.2	18.0
Bad debt recovery/Revenue	5.8	6.8	7.6	7.3	6.2
Cost/Income Ratio	39.0	37.7	36.3	36.1	36.1
ROAA	4.0	4.0	4.1	4.1	4.2
ROAE	19.5	19.2	17.9	16.4	16.0
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	5.4	5.1
Per Share Data (Bt)					
EPS	14.76	14.21	15.26	16.03	17.67
DPS	4.5	5.2	5.5	4.8	5.3

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	19,931	21,132
Credit card	6,451	6,462	7,642	7,873	8,242
Personal loan	11,121	10,368	10,385	10,962	11,623
Hire-purchase	1,014	1,073	1,029	1,096	1,268
Interest Expense	2,096	1,745	1,904	2,334	2,503
Interest Income-net	16,491	16,158	17,151	17,597	18,629
Collection service income	246	210	226	250	250
Commission income	510	682	689	650	600
Other income	1,959	1,997	2,362	2,350	2,150
Pre-provision income	19,206	19,047	20,428	20,847	21,629
Operating expenses	8,303	7,832	8,117	8,538	8,882
Pre-provision profit	10,147	10,323	11,396	11,409	11,897
Provision	6,210	6,629	7,263	7,123	7,052
Pre-tax profit	4,647	4,574	4,950	5,185	5,696
Income tax	967	1,000	996	1,037	1,139
Net profit	3,690	3,553	3,815	4,008	4,417
EPS (Bt)	14.76	14.21	15.26	16.03	17.67

Source: KGI Securities Research

AEON Thana Sinsap - Recommendation & target price history



Date	Rating	Target	Price
28-Mar-23	Outperform	210.00	185.50
19-Dec-22	Neutral	184.00	170.50
6-Jul-22	Outperform	216.00	157.50

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	SRISAWAD 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
CENDEL	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.

KGI Locations

China	Shanghai	Room 2703B-2704, Tower A , Shanghai Dawning Centre,500 Hongbaoshi Road Shanghai, PRC 201103
	Shenzhen	Room 24D1, 24/F, A Unit, Zhen Ye Building, 2014 Bao'annan Road, Shenzhen, PRC 518008
Taiwan	Taipei	700 Mingshui Road, Taipei, Taiwan Telephone 886.2.2181.8888 · Facsimile 886.2.8501.1691
Hong Kong		41/F Central Plaza, 18 Harbour Road, Wanchai, Hong Kong Telephone 852.2878.6888 Facsimile 852.2878.6800
Thailand	Bangkok	8th - 11th floors, Asia Centre Building 173 South Sathorn Road, Bangkok 10120, Thailand Telephone 66.2658.8888 Facsimile 66.2658.8014
Singapore		4 Shenton Way #13-01 SGX Centre 2 Singapore 068807 Telephone 65.6202.1188 Facsimile 65.6534.4826

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.

Disclaimer

KGI Securities (Thailand) Plc. ("The Company") disclaims all warranties with regards to all information contained herein. In no event shall the Company be liable for any direct, indirect or any damages whatsoever resulting from loss of income or profits, arising by utilization and reliance on the information herein. All information hereunder does not constitute a solicitation to buy or sell any securities but constitutes our sole judgment as of this date and are subject to change without notice.