

TISCO FINANCIAL TISCO TB  
THAILAND / BANKING

HOLD

UNCHANGED

## 1Q24: อีกไตรมาสที่ไม่สดใส

- เรายังไม่เห็นว่าการปรับโครงสร้างของ TISCO มีการเปลี่ยนแปลงอย่างมีนัยสำคัญโดยกลุ่มธุรกิจที่ให้ผลตอบแทนสูงยังคงเป็นปัจจัยหนุนที่สำคัญใน 1Q24
- เราคาดว่ากำไรสุทธิ 1Q24 จะปรับตัวลดลงโดยมีปัจจัยถ่วงจากธุรกิจหลักที่ชะลอตัวและการเสื่อมของคุณภาพสินทรัพย์
- เราคงคำแนะนำถือจากผลตอบแทนในรูปเงินปันผลที่น่าสนใจที่ 8% ต่อปี

TARGET PRICE	THB97.00
CLOSE	THB100.00
UP/DOWNSIDE	-3.0%
PRIOR TP	THB97.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-6.6%

## KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Operating profit	9,092	8,416	8,481	8,513
Net profit	7,303	6,732	6,785	6,811
EPS (THB)	9.12	8.41	8.47	8.51
vs Consensus (%)	-	(5.5)	(6.8)	(10.3)
Recurring net profit	7,303	6,732	6,785	6,811
Core EPS (THB)	9.12	8.41	8.47	8.51
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	1.1	(7.8)	0.8	0.4
Core P/E (x)	11.0	11.9	11.8	11.8
Dividend yield (%)	8.0	8.0	8.0	8.0
Price/book (x)	1.9	1.9	1.8	1.8
ROE (%)	17.1	15.7	15.6	15.6
ROA (%)	2.6	2.3	2.1	2.0

## คาดการณ์กำไร 1Q24 จะปรับตัวลดลงตามสภาวะธุรกิจ

เราคาดว่ากำไรสุทธิ 1Q24 ที่ 1.76 พัน ลบ. (-0.9% q-q, -1.6% y-y) คิดเป็น 26% ของประมาณการกำไรสุทธิทั้งปีของเรา โดยภาพรวมผลการดำเนินงานใน 1Q24 น่าจะยังไม่เปลี่ยนแปลงจากปี 2023 ปัจจัยหนุนสำคัญยังคงเป็นธุรกิจที่ให้ผลตอบแทนสูง (18%) ประกอบด้วยสินเชื่อเพื่อพาณิชย์ สินเชื่อเช่าซื้อรถยนต์มือสองและรถจักรยานยนต์ ในขณะที่ธุรกิจที่ให้ผลตอบแทนต่ำ (49%) ประกอบด้วยสินเชื่อเช่าซื้อรถยนต์ใหม่และที่อยู่อาศัยหดตัวตามนโยบายการปล่อยสินเชื่อที่เข้มงวด ด้วยเหตุดังกล่าวสินเชื่อประเภท (25%) และสินเชื่อ SME (6%) จึงเป็นปัจจัยกำหนดการเติบโตโดยประเภทแรกคาดการณ์ข้างตรงตัว q-q และประเภทที่สองคาดการณ์ 9% q-q ส่วนต่างดอกเบี้ย (NIM) คาดลดลงต่อเนื่องส่วนมากจากต้นทุนในการกู้ยืมที่สูงขึ้นซึ่งตรงกันข้ามกับผลตอบแทนสินเชื่อซึ่งน่าจะปรับขึ้นไม่ได้หลังวงจรดอกเบี้ยขาขึ้นสิ้นสุดลง รายได้ที่ไม่ใช่ดอกเบี้ยสุทธิ (Non-NII) เป็นอีกปัจจัยที่คาดว่าจะออกมาไม่น่าประทับใจส่วนมากจากค่าธรรมเนียมจากการปล่อยสินเชื่อที่ลดลงหลังปัจจัยด้านฤดูกาลใน 4Q ในทางตรงกันข้ามค่าธรรมเนียมที่เกี่ยวข้องกับตลาดทุนน่าจะเพิ่มเล็กน้อยตามสภาวะตลาดที่เอื้ออำนวยมากขึ้นในส่วนรายได้จากการดำเนินงานหลักที่ลดลง เราคาดว่าธนาคาร จะบริหารค่าใช้จ่ายในการดำเนินงานผันแปรให้อยู่ในระดับต่ำพร้อมสัดส่วนค่าใช้จ่ายในการดำเนินงานต่อรายได้ (Cost-to-income ratio) ที่คาดว่าจะจบที่ 48.1% ใน 1Q24

## คุณภาพสินทรัพย์มีแนวโน้มเสื่อมลงต่อเนื่อง

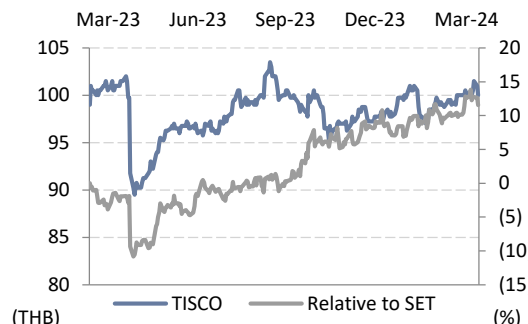
จากนโยบายที่เน้นในธุรกิจที่ให้ผลตอบแทนสูง คุณภาพสินทรัพย์จึงมีแนวโน้มที่จะเสื่อมลงต่อเนื่อง เราคาดว่าสัดส่วนหนี้ต่อคุณภาพ (NPL ratio) จะเพิ่มเป็น 2.30% ใน 1Q24 จาก 2.22% ใน 4Q23 ตามเป้าหมายประมาณการของธนาคารฯ ในปี 2024 ที่ 2.50-2.75% นอกจากนี้เรายังคาดว่าต้นทุนความเสี่ยงในการปล่อยสินเชื่อ (Credit costs) ใน 1Q24 จะขึ้นเป็น 44.2bp จาก 42.9bp ใน 4Q23 ซึ่งจะทำให้สัดส่วนสำรองต่อหนี้ต่อคุณภาพ (Coverage ratio) ลดลงเหลือ 180% จาก 190% ใน 4Q23

## ขาดปัจจัยหนุนการเติบโตในปี 2024

เราคงประมาณการกำไรปี 2024-26 ของเราโดยคาดว่ากำไรสุทธิจะลดลง 7.8% y-y ในปี 2024 ก่อนปรับขึ้น 0.8% y-y และ 0.4% y-y ในปี 2025-26 ตามลำดับ ปัจจัยถ่วงสำคัญน่าจะอยู่ที่การเติบโตที่ชะลอตัวในพอร์ตหลักกล่าวคือสินเชื่อเช่าซื้อ อย่างไรก็ตามเราอาจมีมุมมองเป็นบวกมากขึ้นถ้าอัตราดอกเบี้ยในตลาดมีแนวโน้มปรับตัวลดลงต่อเนื่อง

## คงคำแนะนำถือเนื่องจากผลตอบแทนในรูปเงินปันผลน่าสนใจแต่ไม่มี Upside

เราคงคำแนะนำถือ แม้ว่าไม่มี Upside หุ่นมีผลตอบแทนในรูปเงินปันผลที่น่าสนใจถึง 8% ต่อปี ราคาเป้าหมายในปี 2024 ของเรอยู่ที่ 97 บาท (GGM) คิดเป็นค่า P/BV อยู่ที่ 1.79x (L-T ROE 16% และ COE 9.4%)



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	0.8	1.8	(1.0)
Relative to country (%)	1.5	1.4	14.8
Mkt cap (USD m)	2,250		
3m avg. daily turnover (USD m)	10.0		
Free float (%)	80		
Major shareholder	Thai NVDR (11%)		
12m high/low (THB)	103.50/89.50		
Issued shares (m)	801		

Sources: Bloomberg consensus; FSSIA estimates



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## Investment thesis

We have a less favorable view on TISCO due to several headwinds in 2024 from:

- 1) Tighter lending, especially in the high-yield segment. Although it would help slow loan deterioration, it may put pressure on yields and NIM in 2024.
- 2) Rising cost of funds should be a key source of pressure on 2024 NIM.
- 3) Fee income pressures in tandem with the growth of the core business, namely car hire purchases, should continue in 2024.
- 4) TISCO is trading close to its 5-year average P/BV of 1.7x, while having no upside to our 2024 GGM-based TP of THB97. Hence, we view TISCO as a dividend stock from its attractive dividend yield of c8% p.a.

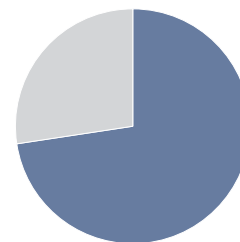
## Company profile

TISCO was the first Thai investment bank (in 1969) and the first finance company to be upgraded to a commercial bank (in 2005). At present, TISCO is a financial group holding company with a sustainable development operating framework. TISCO's businesses are both retail banking and corporate banking.

[www.tisco.co.th](http://www.tisco.co.th)

## Principal activities (revenue, 2023)

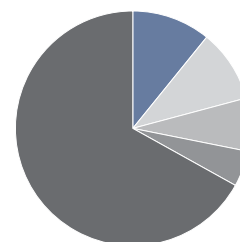
- Net interest income - 72.6 %
- Non-interest income - 27.4 %



Source: Tisco Financial

## Major shareholders

- Thai NVDR - 10.8 %
- CDIB & Partners Investment Holding - 10.0 %
- South East Asia UK (Type C) Nominees - 7.3 %
- Tokyo Century Corp - 4.9 %
- Others - 66.9 %



Source: Tisco Financial

## Catalysts

Potential share price catalysts for TISCO include:

- Aggressive growth in high-yield auto title loans;
- A higher dividend payout ratio;
- A lower-than-expected credit cost.

## Risks to our call

Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand. Upside risks are 1) aggressive loan growth; and 2) well-controlled asset quality.

## Event calendar

Date	Event
Apr 2024	1Q24 results announcement

## Key assumptions

	2024E	2025E	2026E
Net profit (THB m)	6,732	6,785	6,811
EPS (THB)	8.41	8.47	8.51
Net profit growth (%)	(7.8)	0.8	0.4
NIM (%)	4.69	4.73	4.74
Loan growth (%)	6.0	6.0	6.0
Fee growth (%)	2.3	2.0	4.0
Non-NII growth (%)	4.8	2.2	4.0
Credit cost (bp)	50.0	70.0	90.0
Cost to income (%)	50.3	49.7	49.1

Source: FSSIA estimates

## Earnings sensitivity

		----- 2024E -----		
Loan growth	<b>±2ppt</b>	4	6	8
% change in net profit		(2)	-	2
NIM (%)	<b>±5bp</b>	4.64	4.69	4.74
% change in net profit		(2)	-	2
Credit cost (bp)	<b>±10bp</b>	40	50	60
% change in net profit		3	-	(3)

Source: FSSIA estimates

## Exhibit 1: TISCO – 1Q24 earnings preview

	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24E	----- Change -----		2024E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(y-y%)
Net interest income	3,344	3,287	3,420	3,557	3,565	3,506	(1.7)	6.7	13,910	0.6
Non-interest income	1,518	1,384	1,324	1,250	1,260	1,241	(1.5)	(10.3)	5,467	4.8
Fee income - net	1,352	1,266	1,152	1,198	1,251	1,190	(4.9)	(6.1)	4,978	2.3
Total operating income	4,862	4,671	4,743	4,807	4,825	4,747	(1.6)	1.6	19,377	1.7
Total operating expenses	2,233	2,282	2,378	2,329	2,353	2,285	(2.9)	0.1	9,752	4.4
PPOP before tax	2,630	2,389	2,366	2,478	2,473	2,462	(0.4)	3.1	9,625	(0.8)
Expected credit loss	379	155	63	147	250	260	3.9	67.3	1,209	96.5
<b>Net profit</b>	<b>1,807</b>	<b>1,793</b>	<b>1,854</b>	<b>1,874</b>	<b>1,780</b>	<b>1,764</b>	<b>(0.9)</b>	<b>(1.6)</b>	<b>6,732</b>	<b>(7.8)</b>
EPS (THB)	2.26	2.24	2.32	2.34	2.22	2.20	(0.9)	(1.6)	8.41	(7.8)
<b>Asset quality ratio</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(q-q%)</b>	<b>(y-y%)</b>	<b>(%)</b>	
Gross NPLs (THB m)	4,577	4,694	5,065	5,213	5,223	5,403	0.2	14.1	6,000	
Change (% from prior period)	3.0	2.6	7.9	2.9	3.1	3.6			14.9	
NPL ratios (%) - reported	2.09	2.13	2.20	2.25	2.22					
NPL ratio (%)	2.09	2.13	2.20	2.25	2.22	2.30			2.41	
Coverage ratio (%) - reported	259	248	224	206	190					
Coverage ratio (%)	259	248	224	206	190	180			170	
Credit cost (bp)	70.1	28.3	11.2	25.4	42.9	44.2			50.0	
<b>Profitability ratio</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>			<b>(%)</b>	
Cost to income ratio	45.9	48.9	50.1	48.4	48.8	48.1			50.3	
Average yield (%)	6.10	6.15	6.44	6.82	6.89	6.85			6.46	
Cost of funds (%)	1.23	1.60	1.80	2.02	2.24	2.47			2.19	
NIM (%) - reported	5.09	4.98	5.02	5.14	5.04				0.00	
NIM (%)	5.13	4.89	5.01	5.20	5.07	4.84			4.69	
Non-int inc / total income (%)	31.2	29.6	27.9	26.0	26.1	26.1			28.2	
<b>Liquidity ratio</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>			<b>(%)</b>	
Loan/deposit	116.3	111.9	115.6	115.4	112.5	110.0			112.5	
Loan/deposit & borrowing (LDBR)	107.3	106.0	108.0	109.1	103.9	103.5			104.2	
<b>Capital adequacy ratio</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>			<b>(%)</b>	
CAR	20.6	20.6	20.2	19.9	19.5	20.5			20.5	
CET 1 / Risk assets	17.2	17.2	16.9	16.6	16.3	17.3			17.3	
Tier 2 / Risk assets	3.5	3.5	3.3	3.3	3.2	4.2			4.2	
<b>Loan growth</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>			<b>(%)</b>	
q-q	2.7	0.5	4.7	0.6	1.3	0.2				
y-y	7.9	8.1	13.4	8.7	7.2	6.9			6.0	
Year-to-date	7.9	0.5	5.2	5.8	7.2	7.4				

Sources: TISCO; FSSIA estimates

## Exhibit 2: TISCO – staged loans and ECL

	2021 (THB b)	2022 (THB b)	2023 (THB b)	2021 (%)	2022 (%)	2023 (%)
<b>Staged loans</b>			<b>% staged loans</b>			
Stage 1	175,837	192,339	209,709	86.64	87.82	89.31
Stage 2	22,155	22,088	19,884	10.92	10.09	8.47
Stage 3	4,957	4,577	5,223	2.44	2.09	2.22
Total	202,950	219,004	234,815	100.00	100.00	100.00
<b>Allowance for ECL</b>			<b>% ECL to staged loans</b>			
Stage 1	6,703	6,992	n/a	3.81	3.64	n/a
Stage 2	3,319	3,070	n/a	14.98	13.90	n/a
Stage 3	1,720	1,786	n/a	34.70	39.03	n/a
Total	11,743	11,847	9,914	5.79	5.41	4.22
<b>LLR / Loans</b>			<b>(%)</b>			
Stage 1	3.81	3.64	n/a			
Stage 2	14.98	13.90	n/a			
Stage 3	34.70	39.03	n/a			
Total	5.79	5.41	4.22			
<b>(%)</b>			<b>(%)</b>			
NPL / TL	2.44	2.09	2.22			
NPL vs. Stage 2 loans / TL	13.36	12.18	10.69			
LLR / NPL	236.88	258.87	189.82			
LLR / (NPL vs. Stage 2 loans)	43.31	44.43	39.49			

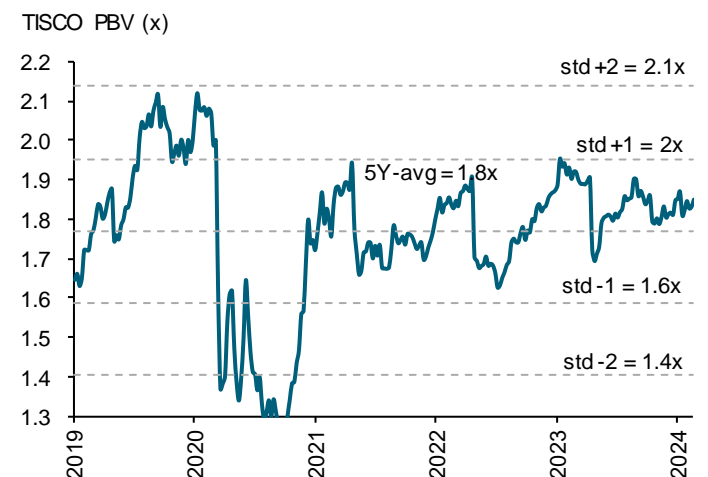
Sources: TISCO; FSSIA's compilation

## Exhibit 3: GGM-based 2024 TP

Gordon Growth Model	2024E
Sustainable ROE	16%
G (ROE*B)	1%
ROE-G	15%
Beta	0.80
Risk free rate	3%
Risk premium	8%
COE	9%
COE-g	8%
<b>PBV (x)</b>	<b>1.79</b>

Source: FSSIA estimates

## Exhibit 5: TISCO – one-year prospective P/BV band



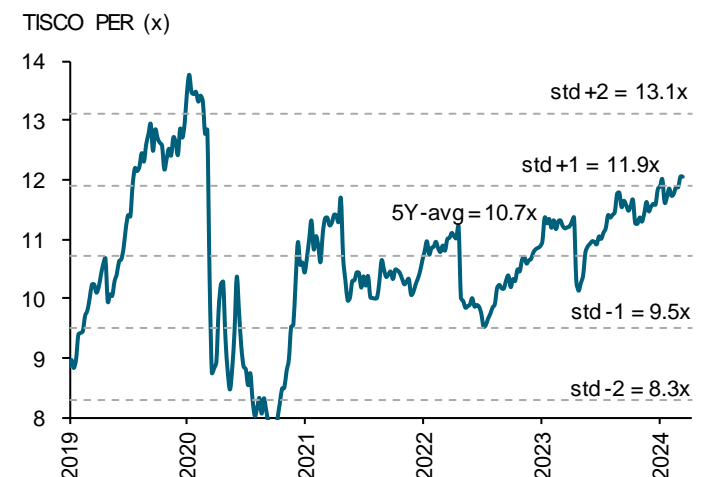
Sources: Bloomberg; FSSIA estimates

## Exhibit 4: Share price performance of banks under our coverage, as of 12 March 2024

	Price performance				
	1M (%)	3M (%)	6M (%)	1Y (%)	YTD (%)
BBL TB	(2.11)	(6.40)	(17.01)	(9.15)	(11.18)
KBANK TB	2.07	(2.38)	(4.28)	(3.91)	(8.89)
KKP TB	7.58	11.52	(6.17)	(16.80)	5.97
KTB TB	(1.25)	(13.66)	(17.28)	(5.39)	(14.13)
SCB TB	10.29	14.21	(1.32)	12.78	6.13
<b>TISCO TB</b>	<b>0.50</b>	<b>2.30</b>	<b>0.00</b>	<b>0.00</b>	<b>0.25</b>
TTB TB	1.10	16.56	7.02	34.56	9.58
<b>SETBANK</b>	<b>2.04</b>	<b>0.73</b>	<b>(8.31)</b>	<b>0.30</b>	<b>(3.97)</b>
<b>SET</b>	<b>(0.87)</b>	<b>1.60</b>	<b>(10.14)</b>	<b>(12.30)</b>	<b>(2.56)</b>

Source: Bloomberg

## Exhibit 6: TISCO – one-year prospective PER band



Sources: Bloomberg; FSSIA estimates

## Exhibit 7: Peer regional banks comparison, as of 12 March 2024

Company name	BBG code	Share price (LCY)	Target price (LCY)	Upside (%)	Market Cap. (USD b)	PE		PBV		ROE		Div yld	
						24E (x)	25E (x)	24E (x)	25E (x)	24E (%)	25E (%)	24E (x)	25E (x)
<b>Thailand</b>													
Bangkok Bank	BBL TB	139.00	191.00	37	7,457	6.3	6.1	0.5	0.4	7.7	7.6	4.7	4.8
Kasikombank	KBANK TB	123.00	140.00	14	8,190	6.7	6.1	0.5	0.5	8.1	8.4	4.2	4.6
Krung Thai Bank	KTB TB	15.80	19.90	26	6,206	5.9	5.7	0.5	0.5	9.0	8.7	4.9	5.1
SCB X	SCB TB	112.50	118.00	5	10,646	8.6	8.2	0.8	0.7	9.0	9.1	6.9	7.1
TMBThanachart Bank	TTB TB	1.83	2.19	20	4,982	10.8	10.6	0.8	0.7	7.0	7.0	5.2	5.4
Kiatnakin Bank	KKP TB	53.25	50.60	(5)	1,267	7.8	7.3	0.7	0.7	9.3	9.4	6.6	7.0
Tisco Financial Group	TISCO TB	100.00	97.00	(3)	2,250	11.9	11.8	1.9	1.8	15.7	15.6	8.0	8.0
<b>Thailand weighted average</b>					<b>5,739</b>	<b>9.0</b>	<b>8.6</b>	<b>0.7</b>	<b>0.7</b>	<b>8.4</b>	<b>8.5</b>	<b>4.5</b>	<b>4.7</b>
<b>Hong Kong</b>													
Industrial & Comm Bank of China	1398 HK	4.11	n/a	n/a	239,726	3.8	3.6	0.4	0.3	10.1	10.0	8.4	8.7
China Construction Bank	939 HK	4.93	n/a	n/a	159,419	3.3	3.1	0.3	0.3	11.0	10.7	9.1	9.6
HSBC Holdings	5 HK	58.75	n/a	n/a	145,283	6.0	6.2	0.8	0.7	14.6	12.3	10.1	8.2
Bank of China	3988 HK	3.23	n/a	n/a	162,936	3.8	3.7	0.4	0.3	9.8	9.5	8.0	8.4
<b>Hong Kong average</b>					<b>176,841</b>	<b>4.2</b>	<b>4.2</b>	<b>0.5</b>	<b>0.4</b>	<b>11.4</b>	<b>10.6</b>	<b>8.9</b>	<b>8.7</b>
<b>China</b>													
Industrial & Comm Bank of China	601398 CH	5.20	n/a	n/a	239,926	5.1	4.8	0.5	0.5	10.2	10.0	6.1	6.4
Agricultural Bank of China	601288 CH	4.14	n/a	n/a	197,383	5.4	5.1	0.6	0.5	10.7	10.5	5.7	6.0
China Construction Bank	601939 CH	6.87	n/a	n/a	159,552	5.0	4.8	0.5	0.5	11.1	10.8	6.0	6.3
Bank of China	601988 CH	4.39	n/a	n/a	163,072	5.7	5.5	0.5	0.5	9.9	9.6	5.5	5.8
<b>China average</b>					<b>189,983</b>	<b>5.3</b>	<b>5.1</b>	<b>0.5</b>	<b>0.5</b>	<b>10.5</b>	<b>10.2</b>	<b>5.8</b>	<b>6.1</b>
<b>South Korea</b>													
KB Financial Group	105560 KS	73,200	n/a	n/a	23,753	5.9	5.5	0.5	0.5	9.0	8.9	4.4	4.7
Shinhan Financial Group	055550 KS	45,500	n/a	n/a	18,431	5.1	4.8	0.4	0.4	8.8	8.7	4.7	5.0
Hana Financial Group	086790 KS	59,500	n/a	n/a	13,447	4.7	4.4	0.4	0.4	9.4	9.2	6.1	6.4
Industrial Bank of Korea	024110 KS	14,720	n/a	n/a	9,036	4.4	4.1	0.4	0.4	9.0	8.9	7.1	7.5
<b>South Korea average</b>					<b>16,167</b>	<b>5.0</b>	<b>4.7</b>	<b>0.4</b>	<b>0.4</b>	<b>9.1</b>	<b>8.9</b>	<b>5.5</b>	<b>5.9</b>
<b>Indonesia</b>													
Bank Central Asia	BBCA IJ	10,150	n/a	n/a	80,059	23.3	21.3	4.6	4.2	20.9	20.8	2.6	2.8
Bank Rakyat Indonesia Persero	BBRI IJ	6,350	n/a	n/a	61,883	14.1	12.6	2.8	2.7	21.0	21.9	5.5	6.2
Bank Mandiri Persero	BMRI IJ	7,125	n/a	n/a	43,060	11.5	10.6	2.3	2.1	21.5	21.3	4.9	5.3
Bank Negara Indonesia Persero	BBNI IJ	6,100	n/a	n/a	14,869	9.7	8.6	1.4	1.3	15.2	15.5	4.5	5.2
Bank Syariah Indonesia	BRIS IJ	2,600	n/a	n/a	8,038	19.0	16.3	2.9	2.5	16.5	16.9	0.8	1.1
<b>Indonesia average</b>					<b>41,582</b>	<b>15.5</b>	<b>13.9</b>	<b>2.8</b>	<b>2.6</b>	<b>19.0</b>	<b>19.3</b>	<b>3.7</b>	<b>4.1</b>
<b>Malaysia</b>													
Malayan Banking	MAY MK	9.83	n/a	n/a	24,609	11.7	11.2	1.2	1.2	10.4	10.6	6.4	6.6
Public Bank	PBK MK	4.31	n/a	n/a	17,427	11.6	11.0	1.4	1.3	12.5	12.4	4.7	5.0
CIMB Group Holdings	CIMB MK	6.72	n/a	n/a	15,252	9.4	9.0	1.0	0.9	10.7	10.8	5.9	6.0
Hong Leong Bank	HLBK MK	19.58	n/a	n/a	8,971	9.9	9.2	1.1	1.0	11.5	11.4	3.4	3.7
RHB Bank	RHBBANK MK	5.66	n/a	n/a	5,186	8.5	8.0	0.8	0.7	9.2	9.4	7.2	7.5
<b>Malaysia average</b>					<b>14,289</b>	<b>10.2</b>	<b>9.7</b>	<b>1.1</b>	<b>1.0</b>	<b>10.9</b>	<b>10.9</b>	<b>5.5</b>	<b>5.8</b>
<b>Singapore</b>													
DBS Group Holdings	DBS SP	33.50	n/a	n/a	66,058	9.0	9.0	1.4	1.3	16.0	15.3	6.8	7.3
Oversea-Chinese Banking	OCBC SP	13.09	n/a	n/a	44,625	8.3	8.3	1.0	1.0	12.8	12.1	6.4	6.5
United Overseas Bank	UOB SP	28.28	n/a	n/a	35,891	8.2	8.0	1.0	1.0	12.7	12.4	6.2	6.4
<b>Singapore average</b>					<b>48,858</b>	<b>8.5</b>	<b>8.4</b>	<b>1.1</b>	<b>1.1</b>	<b>13.8</b>	<b>13.3</b>	<b>6.5</b>	<b>6.7</b>
<b>Regional average (excl. Thailand)</b>					<b>78,316</b>	<b>8.5</b>	<b>7.9</b>	<b>1.1</b>	<b>1.1</b>	<b>12.6</b>	<b>12.4</b>	<b>5.9</b>	<b>6.1</b>
<b>Total average (incl. Thailand)</b>					<b>62,465</b>	<b>8.5</b>	<b>8.0</b>	<b>1.1</b>	<b>1.0</b>	<b>12.0</b>	<b>11.9</b>	<b>5.9</b>	<b>6.1</b>

Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Tisco Financial

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Interest Income	14,904	18,037	19,182	20,414	21,617
Interest expense	(2,171)	(4,208)	(5,272)	(5,578)	(5,909)
Net interest income	12,734	13,829	13,910	14,837	15,709
Net fees & commission	5,046	4,867	4,978	5,078	5,281
Foreign exchange trading income	0	0	0	0	0
Securities trading income	89	(24)	96	96	96
Dividend income	73	90	94	99	104
Other income	363	284	298	314	330
Non interest income	5,571	5,217	5,467	5,587	5,811
Total income	18,305	19,046	19,377	20,424	21,520
Staff costs	(6,104)	(6,384)	(6,639)	(6,904)	(7,181)
Other operating costs	(2,487)	(2,957)	(3,113)	(3,244)	(3,380)
Operating costs	(8,591)	(9,340)	(9,752)	(10,148)	(10,561)
Pre provision operating profit	9,714	9,705	9,625	10,275	10,959
Expected credit loss	(723)	(613)	(1,209)	(1,795)	(2,446)
Other provisions	-	-	-	-	-
Operating profit	8,991	9,092	8,416	8,481	8,513
Recurring non operating income	0	0	0	0	0
Associates	-	-	-	-	-
Goodwill amortization	-	-	-	-	-
Non recurring items	0	0	0	0	0
Profit before tax	8,991	9,092	8,416	8,481	8,513
Tax	(1,766)	(1,789)	(1,683)	(1,696)	(1,703)
Profit after tax	7,225	7,303	6,732	6,785	6,811
Non-controlling interest	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	0	0	0	0	0
Reported net profit	7,225	7,303	6,732	6,785	6,811
Non recurring items & goodwill (net)	-	-	0	0	0
Recurring net profit	7,225	7,303	6,732	6,785	6,811
<b>Per share (THB)</b>					
Recurring EPS *	9.02	9.12	8.41	8.47	8.51
Reported EPS	9.02	9.12	8.41	8.47	8.51
DPS	7.75	8.00	8.00	8.00	8.00
<b>Growth</b>					
Net interest income (%)	2.2	8.6	0.6	6.7	5.9
Non interest income (%)	(12.6)	(6.4)	4.8	2.2	4.0
Pre provision operating profit (%)	(8.0)	(0.1)	(0.8)	6.8	6.7
Operating profit (%)	5.9	1.1	(7.4)	0.8	0.4
Reported net profit (%)	6.5	1.1	(7.8)	0.8	0.4
Recurring EPS (%)	6.5	1.1	(7.8)	0.8	0.4
Reported EPS (%)	6.5	1.1	(7.8)	0.8	0.4
<b>Income Breakdown</b>					
Net interest income (%)	69.6	72.6	71.8	72.6	73.0
Net fees & commission (%)	27.6	25.6	25.7	24.9	24.5
Foreign exchange trading income (%)	-	-	-	-	-
Securities trading income (%)	0.5	(0.1)	0.5	0.5	0.4
Dividend income (%)	0.4	0.5	0.5	0.5	0.5
Other income (%)	2.0	1.5	1.5	1.5	1.5
<b>Operating performance</b>					
Gross interest yield (%)	5.86	6.51	6.46	6.51	6.52
Cost of funds (%)	1.09	1.89	2.19	2.19	2.19
Net interest spread (%)	4.77	4.62	4.27	4.32	4.33
Net interest margin (%)	5.0	5.0	4.7	4.7	4.7
Cost/income(%)	46.9	49.0	50.3	49.7	49.1
Cost/assets(%)	3.4	3.4	3.3	3.2	3.2
Effective tax rate (%)	19.6	19.7	20.0	20.0	20.0
Dividend payout on recurring profit (%)	85.9	87.7	95.1	94.4	94.0
ROE (%)	17.2	17.1	15.7	15.6	15.6
ROE - COE (%)	6.4	6.3	4.9	4.8	4.8
ROA (%)	2.8	2.6	2.3	2.1	2.0
RORWA (%)	4.0	3.8	3.3	3.2	6.2

\* Pre-exceptional, pre-goodwill and fully diluted

Sources: Tisco Financial; FSSIA estimates

## Financial Statements

### Tisco Financial

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Gross customer loans	219,004	234,815	248,904	263,838	279,669
Allowance for expected credit loss	(11,845)	(9,914)	(10,223)	(10,618)	(10,664)
interest in suspense	1,722	1,929	1,991	2,111	2,237
<b>Net customer loans</b>	<b>208,881</b>	<b>226,830</b>	<b>240,672</b>	<b>255,331</b>	<b>271,242</b>
Bank loans	40,272	48,490	50,429	52,446	54,544
Government securities	-	-	-	-	-
Trading securities	2,172	2,082	2,186	2,295	2,410
Investment securities	4,863	4,205	4,398	4,599	4,810
Cash & equivalents	1,005	918	1,430	1,256	1,187
Other interesting assets	-	-	-	-	-
Tangible fixed assets	2,786	3,179	3,338	3,505	3,680
Associates	-	-	-	-	-
Goodwill	100	79	79	79	79
Other intangible assets	-	-	-	-	-
Other assets	5,334	4,944	5,153	5,375	5,611
<b>Total assets</b>	<b>265,414</b>	<b>290,726</b>	<b>307,685</b>	<b>324,886</b>	<b>343,563</b>
Customer deposits	188,266	208,645	221,163	234,433	248,734
Bank deposits	6,195	8,506	8,932	9,378	9,847
Other interest bearing liabilities	15,757	17,286	17,805	18,695	19,630
Non interest bearing liabilities	12,405	13,840	16,507	18,773	21,364
Hybrid Capital	-	-	-	-	-
<b>Total liabilities</b>	<b>222,623</b>	<b>248,277</b>	<b>264,407</b>	<b>281,279</b>	<b>299,574</b>
Share capital	8,007	8,007	8,007	8,007	8,007
Reserves	34,782	34,440	35,268	35,597	35,978
<b>Total equity</b>	<b>42,788</b>	<b>42,446</b>	<b>43,274</b>	<b>43,604</b>	<b>43,985</b>
Non-controlling interest	3	3	3	4	4
<b>Total liabilities &amp; equity</b>	<b>265,414</b>	<b>290,726</b>	<b>307,685</b>	<b>324,886</b>	<b>343,563</b>
<b>Supplementary items</b>					
Risk weighted assets (RWA)	188,747	195,658	208,580	218,786	0
Average interest earning assets	254,501	277,069	296,849	313,616	331,346
Average interest bearing liabilities	199,901	222,328	241,168	255,203	270,358
CET 1 capital	32,372	34,828	35,655	35,985	0
Total capital	38,920	41,241	42,068	42,398	0
Gross non performing loans (NPL)	4,577	5,223	6,000	6,580	6,950
<b>Per share (THB)</b>					
Book value per share	53.44	53.02	54.05	54.46	54.94
Tangible book value per share	53.32	52.92	53.95	54.36	54.84
<b>Growth</b>					
Gross customer loans	7.9	7.2	6.0	6.0	6.0
Average interest earning assets	(1.9)	8.9	7.1	5.6	5.7
Total asset (%)	8.9	9.5	5.8	5.6	5.7
Risk weighted assets (%)	8.1	3.7	6.6	4.9	nm
Customer deposits (%)	13.0	10.8	6.0	6.0	6.1
<b>Leverage &amp; capital measures</b>					
Customer loan/deposits (%)	111.0	108.7	108.8	108.9	109.0
Equity/assets (%)	16.1	14.6	14.1	13.4	12.8
Tangible equity/assets (%)	16.1	14.6	14.0	13.4	12.8
RWA/assets (%)	71.1	67.3	67.8	67.3	-
CET 1 CAR (%)	17.2	17.8	17.1	16.4	-
Total CAR (%)	20.6	21.1	20.2	19.4	-
<b>Asset Quality (FSSIA's calculation)</b>					
Change in NPL (%)	(7.7)	14.1	14.9	9.7	5.6
NPL/gross loans (%)	2.1	2.2	2.4	2.5	2.5
Allowance for ECL/gross loans (%)	5.4	4.2	4.1	4.0	3.8
Allowance for ECL/NPL (%)	258.8	189.8	170.4	161.4	153.4
<b>Valuation</b>					
Recurring P/E (x) *	11.1	11.0	11.9	11.8	11.8
Recurring P/E @ target price (x) *	10.7	10.6	11.5	11.4	11.4
Reported P/E (x)	11.1	11.0	11.9	11.8	11.8
Dividend yield (%)	7.8	8.0	8.0	8.0	8.0
Price/book (x)	1.9	1.9	1.9	1.8	1.8
Price/tangible book (x)	1.9	1.9	1.9	1.8	1.8
Price/tangible book @ target price (x)	1.8	1.8	1.8	1.8	1.8

\* Pre-exceptional, pre-goodwill and fully diluted

Sources: Tisco Financial; FSSIA estimates



# Tisco Financial Group PCL (TISCO TB)

## FSSIA ESG rating



**61.17 /100**

### Exhibit 8: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★★	<b>&gt;59-79</b>	<b>A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.</b>
★★★	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
★★	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

### Exhibit 9: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
BBL	62.08	--	Y	Y	5.00	5.00	Certified	Medium	54.70	--	29.00	58.68	67.00	2.19	60.06
KBANK	84.17	Y	Y	Y	5.00	5.00	Certified	Medium	62.19	AA	46.00	73.83	83.00	4.05	59.77
KTB	63.10	--	Y	Y	5.00	5.00	Certified	Medium	53.59	BBB	34.00	64.64	64.00	2.12	61.33
SCB	62.57	Y	Y	Y	5.00	4.00	--	High	--	A	--	--	86.00	3.43	--
KKP	62.96	--	Y	Y	5.00	5.00	Certified	Medium	52.81	BBB	--	77.56	26.00	2.18	45.90
TISCO	61.17	--	Y	Y	5.00	5.00	Certified	Medium	61.41	--	--	66.13	29.00	3.57	44.21
TTB	63.69	--	Y	Y	5.00	5.00	Certified	Medium	53.98	--	36.00	56.17	71.00	3.20	52.96

Sources: [SETTRADE.com](https://www.settrade.com); FSSIA's compilation

### Exhibit 10: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
<b>ESG financial materiality scores - ESG score</b>	<b>2.48</b>	<b>2.46</b>	<b>3.70</b>	<b>3.73</b>	<b>3.72</b>	<b>3.69</b>	<b>3.78</b>	<b>3.57</b>
BESG environmental pillar score	0.00	0.00	0.00	0.00	0.00	0.08	0.08	0.08
BESG social pillar score	2.88	2.94	6.10	6.14	6.29	5.96	6.16	6.16
BESG governance pillar score	5.54	5.29	5.28	5.36	5.08	5.25	5.32	4.47
<b>ESG disclosure score</b>	<b>42.20</b>	<b>43.38</b>	<b>44.93</b>	<b>45.75</b>	<b>42.97</b>	<b>45.33</b>	<b>45.44</b>	<b>44.21</b>
Environmental disclosure score	18.24	19.57	22.41	23.07	23.07	30.14	30.47	30.47
Social disclosure score	27.12	29.32	31.14	32.95	24.61	24.61	24.61	24.61
Governance disclosure score	81.10	81.10	81.10	81.10	81.10	81.10	81.10	81.10
<b>Environmental</b>								
Emissions reduction initiatives	No	No	No	Yes	Yes	Yes	Yes	Yes
Climate change policy	No	No	No	Yes	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	No	No	No	No	No	Yes	Yes
GHG scope 1	—	—	0	0	0	0	0	0
GHG scope 2 location-based	—	—	4	4	4	4	3	3
GHG Scope 3	—	—	—	—	—	—	—	—
Carbon per unit of production	—	—	—	—	—	—	—	—
Biodiversity policy	No	No	No	No	No	No	No	No
Energy efficiency policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	—	—	—	—	—	—	—	—
Renewable energy use	—	—	—	—	—	—	—	—
Electricity used	12	12	12	9	9	8	7	2
Fuel used - natural gas	—	—	—	—	—	—	—	—

Sources: Bloomberg; FSSIA's compilation



## Exhibit 11: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No	No	No	No	No
Waste reduction policy	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Hazardous waste	—	—	—	—	—	0	0	0
Total waste	—	—	—	—	—	—	—	—
Waste recycled	—	—	—	—	—	—	—	—
Waste sent to landfills	—	—	—	—	—	—	—	—
Environmental supply chain management	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water policy	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	—	—	—	—	—	29	29	30
<b>Social</b>								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	No	No	No	No	No	No	No	No
Quality assurance and recall policy	No	No	No	No	No	No	No	No
Consumer data protection policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Equal opportunity policy	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No	No	No	No	No
Pct women in workforce	62	63	63	64	64	65	65	65
Pct disabled in workforce	—	—	—	—	—	—	—	—
Business ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	—	—	0	0	0	0	0
Total recordable incident rate - employees	—	—	0	0	0	0	0	0
Training policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	No
Number of employees – CSR	4,250	4,525	4,986	4,837	5,031	4,548	4,532	5,090
Employee turnover pct	11	10	15	7	6	4	5	7
Total hours spent by firm - employee training	88,528	93,260	99,022	161,266	132,667	123,069	99,704	99,102
Social supply chain management	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
<b>Governance</b>								
Board size	12	12	12	11	12	12	13	13
No. of independent directors (ID)	6	7	6	6	6	6	7	5
No. of women on board	4	5	5	5	3	3	3	3
No. of non-executive directors on board	8	8	8	8	8	8	9	9
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	6	7	6	7	7	8	8	7
Board meeting attendance pct	93	97	94	99	100	96	99	94
Board duration (years)	1	1	1	1	1	1	1	1
Director share ownership guidelines	No	No	No	No	No	No	No	No
Age of the youngest director	38	39	40	41	42	43	46	47
Age of the oldest director	69	70	71	72	73	74	75	76
No. of executives / company managers	41	40	36	40	39	39	38	39
No. of female executives	18	17	14	17	18	15	16	15
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	3	3	3	3	3	3	3
No. of ID on audit committee	3	3	3	3	3	3	3	3
Audit committee meetings	12	12	12	12	14	14	12	12
Audit meeting attendance %	100	97	100	100	100	100	100	100
Size of compensation committee	4	3	3	3	4	4	4	4
No. of ID on compensation committee	1	2	2	2	3	3	3	2
No. of compensation committee meetings	7	8	6	6	4	5	7	9
Compensation meeting attendance %	75	89	83	100	100	95	100	100
Size of nomination committee	4	3	3	3	4	4	4	4
No. of nomination committee meetings	7	8	6	6	4	5	7	9
Nomination meeting attendance %	75	89	83	100	100	95	100	100
<b>Sustainability governance</b>								
Verification type	No	No	No	No	No	No	No	No

Sources: Bloomberg; FSSIA's compilation

## Disclaimer for ESG scoring

ESG score	Methodology	Rating																												
The Dow Jones Sustainability Indices ( <a href="#">DJSI</a> ) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																												
Sustainability Investment List ( <a href="#">THSI</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> )	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for <b>THSI inclusion</b> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. <b>SETTHSI Index</b> is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																												
<b>CG Score</b> by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																												
<b>AGM level</b> By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&amp;A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																												
<b>Thai CAC</b> By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																												
<a href="#">Morningstar Sustainability</a>	The Sustainability's ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality &amp; peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+																		
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<a href="#">ESG Book</a>	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																												
<a href="#">MSCI</a>	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table border="0" style="margin-left: auto; margin-right: auto;"> <tbody> <tr> <td style="text-align: right;"><b>AAA</b></td> <td style="text-align: center;">8.571-10.000</td> <td style="text-align: right;"><b>Leader:</b></td> <td>leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td style="text-align: right;"><b>AA</b></td> <td style="text-align: center;">7.143-8.570</td> <td></td> <td></td> </tr> <tr> <td style="text-align: right;"><b>A</b></td> <td style="text-align: center;">5.714-7.142</td> <td></td> <td></td> </tr> <tr> <td style="text-align: right;"><b>BBB</b></td> <td style="text-align: center;">4.286-5.713</td> <td style="text-align: right;"><b>Average:</b></td> <td>a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td style="text-align: right;"><b>BB</b></td> <td style="text-align: center;">2.857-4.285</td> <td></td> <td></td> </tr> <tr> <td style="text-align: right;"><b>B</b></td> <td style="text-align: center;">1.429-2.856</td> <td></td> <td></td> </tr> <tr> <td style="text-align: right;"><b>CCC</b></td> <td style="text-align: center;">0.000-1.428</td> <td style="text-align: right;"><b>Laggard:</b></td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570			<b>A</b>	5.714-7.142			<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285			<b>B</b>	1.429-2.856			<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks	
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<a href="#">Moody's ESG solutions</a>	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																													
<a href="#">Refinitiv ESG rating</a>	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																													
<a href="#">S&amp;P Global</a>	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																													
<b>Bloomberg</b>	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																												
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																												

**Rating** regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "**CG Score**"; 2) "**AGM Level**"; 3) "**Thai CAC**"; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

#### Usanee Liurut, CISA FSS International Investment Advisory Securities Co., Ltd

The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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Company	Ticker	Price	Rating	Valuation & Risks
Tisco Financial	TISCO TB	THB 100.00	HOLD	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand. Upside risks are 1) aggressive loan growth; and 2) well-controlled asset quality.
Bangkok Bank	BBL TB	THB 139.00	BUY	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) an impact of new regulations from the Bank of Thailand.
Kasikornbank	KBANK TB	THB 123.00	HOLD	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand. Upside risks are 1) government stimulus projects leading to economic recovery; and 2) the rising NIM from well-controlled cost of funds.
Krung Thai Bank	KTB TB	THB 15.80	HOLD	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand. Upside risks are 1) broad-based economic recovery supporting higher loan growth; and 2) asset quality improvement, mainly from the retail segment, reducing its ECL burdens. By contrast, upside risks comprise better economic conditions and strengthening asset quality.
SCB X	SCB TB	THB 112.50	BUY	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand.
TMBThanachart Bank	TTB TB	THB 1.83	BUY	Downside risks to our GGM-based TP are 1) prolonged economic sluggishness affecting loan growth and asset quality; and 2) the impact of new regulations from the Bank of Thailand.
Kiatnakin Bank	KKP TB	THB 53.25	HOLD	Downside risks to our GGM-based target price include weakening asset quality and lower fee income and upside risks include better capital market conditions, higher used car prices, and strengthening asset quality.

Source: FSSIA estimates

#### Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 12-Mar-2024 unless otherwise stated.

## RECOMMENDATION STRUCTURE

### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as  $(\text{target price}^* - \text{current price}) / \text{current price}$ .

**BUY (B).** The upside is 10% or more.

**HOLD (H).** The upside or downside is less than 10%.

**REDUCE (R).** The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

\* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

### Industry Recommendations

**Overweight.** The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

**Neutral.** The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

**Underweight.** The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

### Country (Strategy) Recommendations

**Overweight (O).** Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Neutral (N).** Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Underweight (U).** Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.