

## ธนาคารทหารไทย

### ปรับเพิ่มประมาณการกำไรสุทธิ

Bank  
Overweight

**ประเด็นการลงทุน:** สินเชื่อที่เติบโตแข็งแกร่งจาก SME และโครงการสินเชื่อดอกเบี้ยต่ำของแบงก์ชาติรวม 40 พันล้านบาท เราได้ปรับเพิ่มประมาณการสินเชื่อปี 2555-2556 เป็น 12% และ 10% ตามลำดับ เราได้ปรับเพิ่มประมาณการกำไรสุทธิปี 2555-56 ขึ้นอีก 3% มาอยู่ที่ 5.2 พันล้านบาท และ 4% มาอยู่ที่ 6.5 พันล้านบาท ตามลำดับ หนุนโดยสินเชื่อ SME ที่เติบโตอย่างแข็งแกร่ง ดังนั้น เราได้ปรับเพิ่มราคาเป้าหมายปี 2555 มาอยู่ที่ 1.72 บาท จาก 1.60 บาท และปรับเพิ่มคำแนะนำเป็น **ซื้อ** จาก **ถือ**

**สินเชื่อจะยังคงเติบโตแข็งแกร่งในครึ่งหลังของปี 2555 หนุนโดย SME:** TMB ตั้งเป้าสินเชื่อเติบโต 20% ในกลุ่ม SME และสำหรับ สินเชื่อรายย่อย และสินเชื่อธุรกิจขนาดใหญ่เติบโต 10% ซึ่งทำให้อัตราเติบโตสินเชื่อโดยรวมอยู่ที่ 15% ในปี 2555 เราได้ปรับเพิ่มประมาณการปี 2555 มาอยู่ที่ 12% จาก 10% (TMB รายงานอัตราเติบโตที่ 9.5% ในปี 2554 และ 6.1% YTD ในครึ่งแรกของปี 2555) เราคาดว่าสัดส่วนสินเชื่อ SME จะเพิ่มสูงกว่า 30% ของสินเชื่อรวมปี 2555 จาก 27% ในปี 2554 TMB วางแผนที่จะเน้นการปล่อยสินเชื่อให้แก่ SME และธุรกิจขนาดเล็ก เนื่องจาก สินเชื่อของธุรกิจ 2 ประเภทนี้มีอัตราเติบโตที่สูงกว่าสินเชื่อธุรกิจขนาดใหญ่

**ส่วนต่างอัตราดอกเบี้ยปรับตัวดีขึ้น:** ผู้บริหารมองว่าอัตราเติบโตของสินเชื่อที่สูงนั้นจะช่วยหนุนส่วนต่างอัตราดอกเบี้ยให้ปรับตัวสูงขึ้นนอกจากนี้ การเน้นสินเชื่อ SME และสินเชื่อรายย่อย จะช่วยให้ธนาคารสามารถ รักษาส่วนต่างอัตราดอกเบี้ยในครึ่งหลังปี 2555 ที่ 2.4-2.5% (เท่ากับในครึ่งแรกของปี 2555) เราคาดว่าส่วนต่างอัตราดอกเบี้ยปี 2555 จะอยู่ที่ 2.44%

**ประสิทธิภาพปรับตัวดีขึ้น:** TMB ตั้งเป้าลดอัตราส่วนค่าใช้จ่ายต่อรายได้จะลดลงจาก 65% ในปี 2554 มาอยู่ที่ 62% ในปีนี้ เป็นผลจากสินเชื่อที่เติบโตแข็งแกร่ง อัตราส่วนต่างดอกเบี้ยที่ดีและค่าใช้จ่ายพิเศษที่ทยอยลดลง (ค่าใช้จ่ายในการปรับโครงสร้างธุรกิจ) เราคาดว่าธนาคารจะสามารถบรรลุเป้าหมายที่วางไว้ได้เป็นอย่างดี

**สำรองหนี้สูญครึ่งหลังปี 2555 ทยอยลดลง:** TMB สามารถเพิ่มอัตราส่วนค่าเผื่อหนี้สงสัยจะสูญสะสมต่อหนี้ที่ไม่ก่อให้เกิดรายได้เป็น 79% และธนาคารมีแผนที่จะเพิ่ม อัตราส่วนดังกล่าวเพื่อเข้าใกล้ระบบในปี 2556 นอกจากนี้ ธนาคารวางแผนที่จะลดอัตราส่วนสินเชื่อที่ไม่ก่อให้เกิดรายได้ต่อสินเชื่อที่ 4.4% ในปี 2555 จาก 5.6% ณ สิ้นเดือน มิ.ย. สำหรับปีนี้เราคาดว่าธนาคารจะตั้งเงินกันสำรองหนี้สูญที่ 3.9 พันล้านบาท ในปี 2555 สูงขึ้น 26% YoY

คำแนะนำพื้นฐาน: **ซื้อ** จาก **ถือ**  
เป้าหมายพื้นฐาน: 1.72 บาท  
ราคา (30/07/12): 1.49 บาท

#### Key Ratios & Statistics

Market cap	Bt64.89bn		
12-mth price range	Bt122/Bt2.08		
12-mth avg daily volume	Bt26165m		
# of shares (m)	43,549.9		
Est. free float (%)	43.8		
Foreign limit (%)	50.4		
<b>Share price perf. (%)</b>	<b>1M</b>	<b>3M</b>	<b>12M</b>
Relative to SET	(3.8)	(9.5)	(32.2)
Absolute	(2.0)	(12.4)	(27.0)

#### Financial summary

FY Ended 31 Dec	2011	2012E	2013E	2014E
Revenues (Btm)	26,148	31,535	36,304	41,396
Net profit (Btm)	4,009	5,150	6,500	7,500
EPS (Bt)	0.092	0.118	0.149	0.172
BLS/Consensus (x)	n.m.	0.99	1.14	1.16
EPS Consensus (Bt)	n.m.	0.12	0.13	0.15
EPS growth (%)	+25.2%	+28.5%	+26.2%	+15.4%
Core profit (Btm)	7,028	8,957	9,463	10,512
Core EPS (Bt)	0.16	0.21	0.22	0.24
Core EPS growth (%)	+25.2%	+28.5%	+26.2%	+15.4%
PER (x)	16.2	12.6	10.0	8.7
Core PER (x)	9.2	7.2	6.9	6.2
P/POP (x)	9.2	7.2	6.1	5.1
PBV (x)	1.25	1.17	1.08	0.99
Dividend (Bt)	0.03	0.04	0.06	0.07
Dividend yield (%)	2.0	2.7	3.7	4.4
ROE (%)	7.7	9.3	10.9	11.5

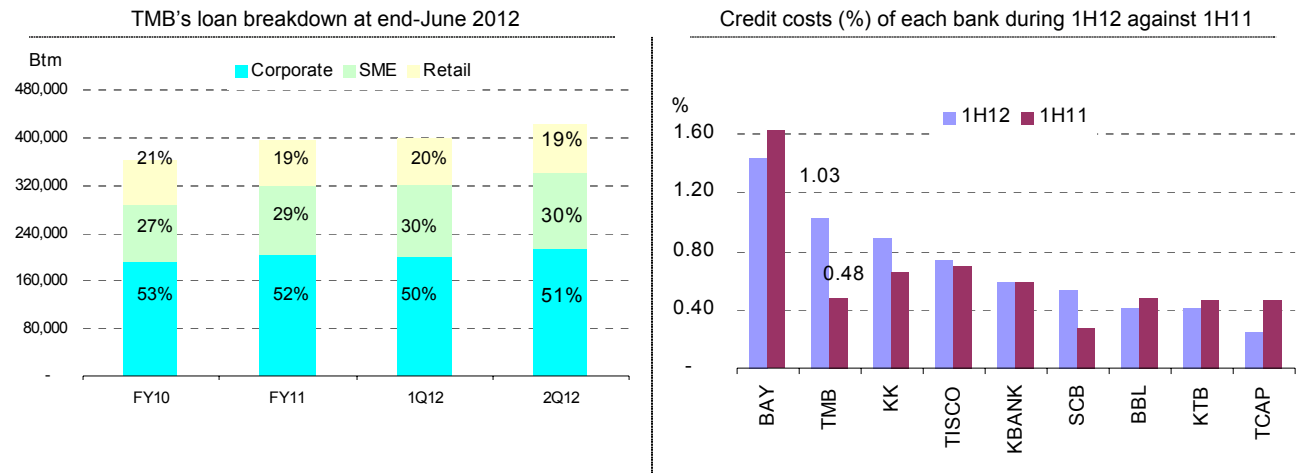
CG Rating - 2011



#### Company profile

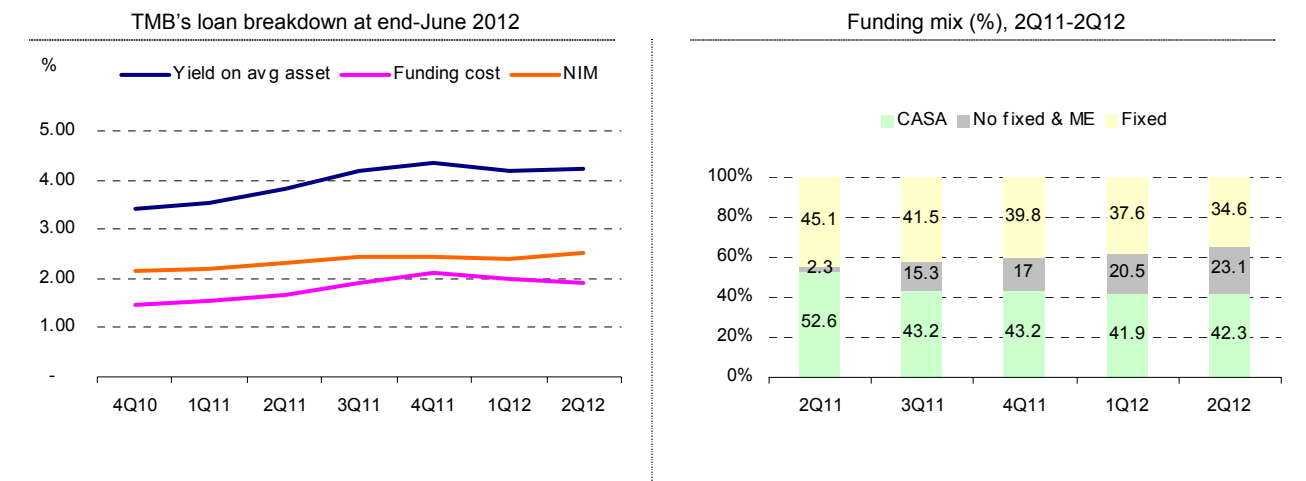
TMB Bank ranks seventh in terms of asset size in Thailand. The bank provides complete financial services—banking, insurance, and wealth management—on an ING platform. As of YE11, the bank had loans outstanding of Bt350bn and deposits totaling Bt376bn with an LDR of 87%. Its lending portfolio can be broken into corporate:SME:retail in the proportions 51:27:12. The capital adequacy ratio (CAR) was a hefty 16% at YE11. TMB Bank has 456 branches and 8,958 employees.

**Figure 1: Loan breakdown (%) at end-June 2012 and credit cost for each bank in 1H12**



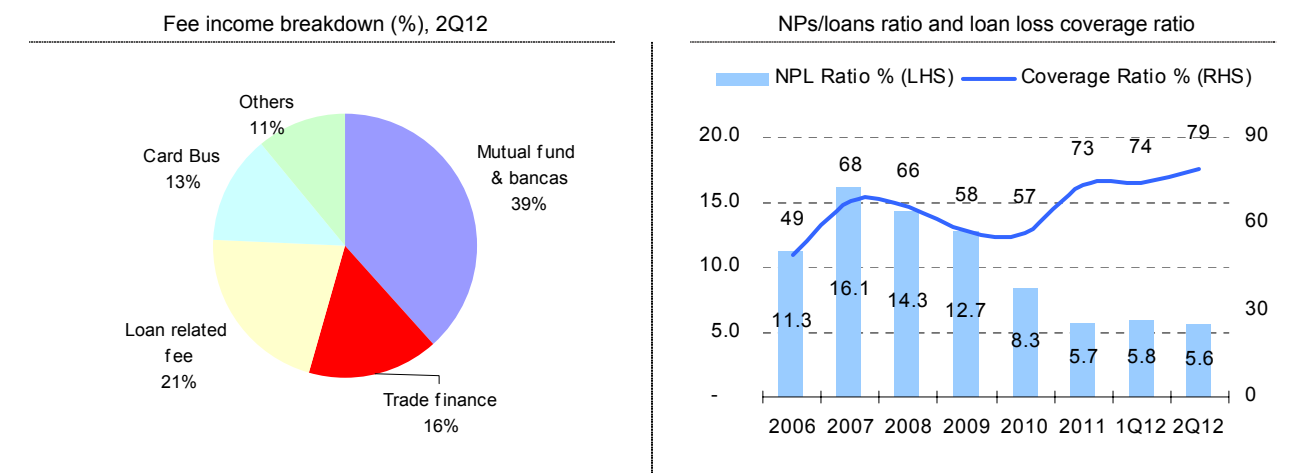
Sources: Company data, Bualuang Research

**Figure 2: Yield on average asset, funding cost/asset and net interest margin (%), 4Q10-2Q12 (%), and funding mix (%)**



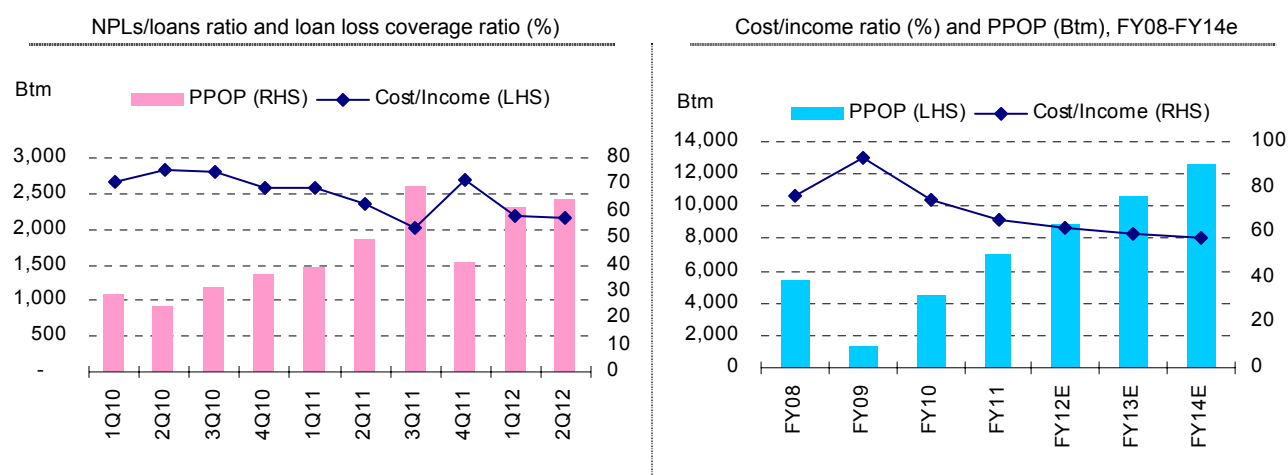
Sources: Company data, Bualuang Research

**Figure 3: Fee income breakdown at 2Q12 and NPLs/loans ratio, loan loss coverage ratio (%), YE06-endJune 2012**



Sources: Company data, Bualuang Research

**Figure 4: NPLs/loans ratio, loan loss coverage (%) and cost/income ratio (%)**



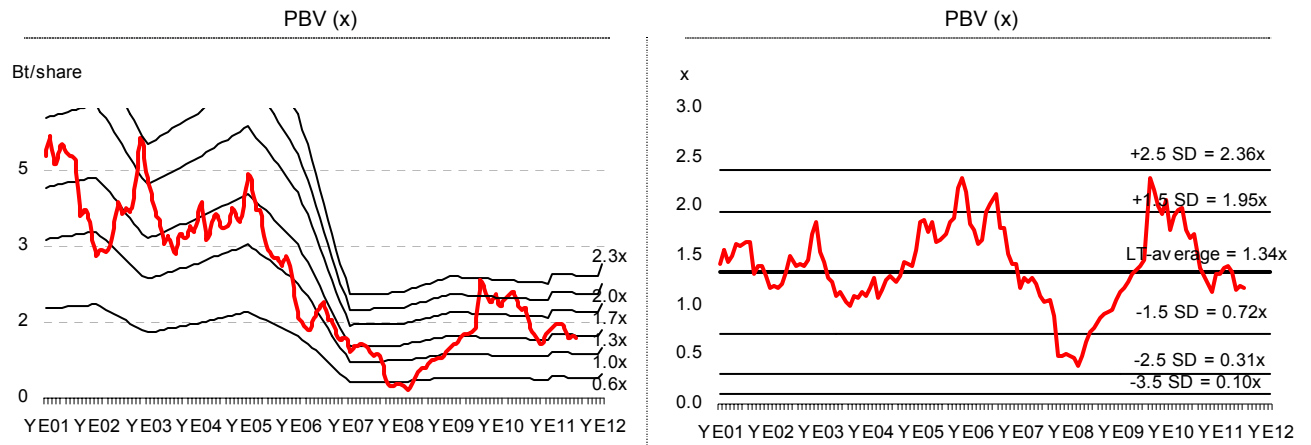
Sources: Company data, Bualuang Research

**Figure 5: Sector comparisons**

Company	Ticker	PER			2-Yr EPS		PBV		Div Yld (%)		ROE (%)	
		FY11	FY12E	FY13E	Growth (%)	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	
Hang Seng Bank	11 HK	12.8	12.0	10.9	8.8%	2.4	2.2	5.0%	5.0%	20.6	21.7	
BOC Hong Kong	2388 HK	13.0	13.5	12.2	3.3%	1.9	1.7	4.7%	5.2%	13.9	15.0	
Wing Hang Bank	302 HK	13.1	11.9	10.8	10.6%	1.2	1.1	2.5%	2.9%	10.4	11.0	
DBS group Holding	DBS SP	11.8	11.8	10.9	3.8%	1.2	1.1	4.2%	4.3%	10.0	10.2	
UOB	UOB SP	13.3	12.9	11.6	7.0%	1.4	1.3	3.6%	3.9%	10.8	10.9	
Malayan Bank	MAY MK	12.3	13.4	12.3	-0.4%	1.9	1.8	6.0%	6.2%	14.6	14.7	
CIMB Group Holding Bhd	CIMB MK	14.7	14.0	12.1	10.8%	2.1	1.9	3.8%	4.3%	15.5	16.6	
China Citic Bank	601998 CH	5.9	5.1	4.5	15.8%	0.9	0.8	5.3%	6.2%	19.4	18.7	
China Construction Bank	601939 CH	5.8	4.9	4.2	18.1%	1.1	0.9	7.5%	8.5%	22.9	23.4	
Bank Rakrat	BBRI IJ	12.3	10.6	9.0	18.2%	2.7	2.2	2.0%	2.4%	28.9	27.8	
Bank of Philippines	BPI PM	20.8	18.3	15.6	16.9%	2.8	2.5	2.7%	2.8%	15.2	16.6	
ICICI Bank LTD	ICICIBC IN	18.8	15.9	14.0	17.2%	1.8	1.7	1.7%	2.0%	12.6	12.7	
AXIS Bank Ltd	AXSB IN	12.5	10.5	8.7	21.9%	1.9	1.6	1.6%	1.8%	19.9	20.4	
Bank Mandiri Tbk PT	BMRI IJ	14.5	12.9	10.8	17.0%	2.5	2.2	2.5%	2.9%	21.3	21.9	
Bank Central Asia Tbk PT	BBCA IJ	19.7	17.2	14.6	17.5%	4.1	3.4	1.9%	2.2%	25.4	25.0	
Bangkok Bank	BBL TB	13.5	10.6	8.7	27.7%	1.4	1.3	3.6%	4.1%	13.2	14.5	
KASIKORNBANK	KBANK TB	16.9	12.5	9.6	38.1%	2.1	1.7	1.6%	1.7%	18.2	18.8	
Siam Commercial Bank	SCB TB	14.8	12.3	10.3	21.7%	2.4	2.1	2.2%	2.4%	20.0	20.2	
Krung Thai Bank	KTB TB	10.7	7.9	7.6	20.7%	1.3	1.2	5.0%	5.3%	16.5	15.5	
Bank of Ayudhya	BAY TB	21.2	13.5	10.9	47.4%	1.7	1.6	2.6%	3.2%	13.5	15.1	
Thanachart Capital	TCAP TB	8.3	7.4	6.4	15.0%	1.0	0.9	4.8%	4.8%	13.6	14.3	
TMB Bank	TMB TB	16.2	12.6	10.0	30.9%	1.2	1.1	2.7%	3.7%	9.3	10.9	
TISCO Financial Group	TISCO TB	8.9	7.8	6.5	17.9%	1.6	1.4	5.6%	5.6%	20.2	21.0	
Kiatnakin Bank	KK TB	8.9	9.8	8.2	4.5%	1.1	1.0	6.2%	6.2%	10.6	11.9	
<b>Avg 24 regional banks</b>		<b>13.4</b>	<b>11.6</b>	<b>10.0</b>	<b>17.1%</b>	<b>1.8</b>	<b>1.6</b>	<b>3.7%</b>	<b>4.1%</b>	<b>16.5</b>	<b>17.0</b>	
<b>Avg only 9 Thai banks</b>		<b>13.3</b>	<b>10.5</b>	<b>8.7</b>	<b>24.9%</b>	<b>1.5</b>	<b>1.3</b>	<b>3.8%</b>	<b>4.1%</b>	<b>15.0</b>	<b>15.8</b>	

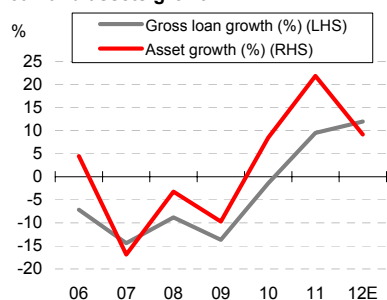
Sources: Company data, Bualuang Research estimates, Bloomberg, Reuters estimates

**Figure 6: Valuation multiples**

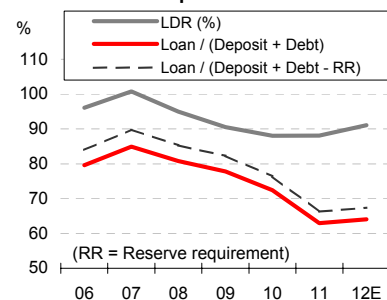


Sources: Company data, Bualuang Research, Bloomberg, Reuters

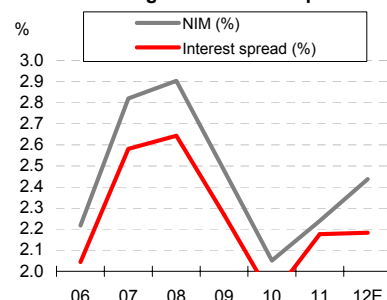
### Loan and assets growth



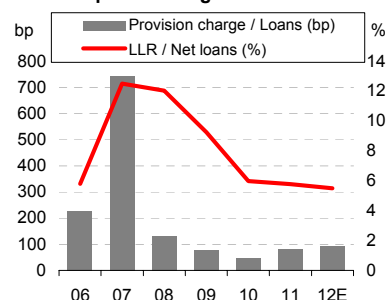
### LDR and Loan to deposit +debt



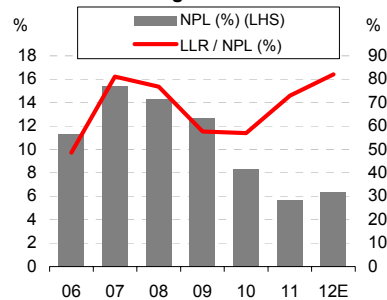
### Net interest margin and interest spread



### Loan loss provisioning



### NPL and Reserve against NPL



### Financial tables

	2010	2011	2012E	2013E	2014E
<b>PROFIT &amp; LOSS (BMM)</b>					
Interest income	18,499	26,148	31,535	36,304	41,396
Interest expense	-7,853	-11,912	-15,125	-18,236	-21,145
<b>Net interest income</b>	<b>10,646</b>	<b>14,235</b>	<b>16,410</b>	<b>18,068</b>	<b>20,251</b>
Fee & service income	6,087	5,639	6,203	7,155	8,108
<b>Total non-interest income</b>	<b>6,545</b>	<b>6,461</b>	<b>7,097</b>	<b>8,304</b>	<b>9,481</b>
<b>Operating income</b>	<b>17,191</b>	<b>20,697</b>	<b>23,507</b>	<b>26,372</b>	<b>29,732</b>
Operating expenses	-12,733	-13,629	-14,530	-15,678	-17,059
<b>Operating profit before provision</b>	<b>4,458</b>	<b>7,068</b>	<b>8,978</b>	<b>10,694</b>	<b>12,672</b>
Provisioning charges	-1,654	-3,104	-3,900	-3,300	-3,300
<b>Operating profit after provision</b>	<b>2,804</b>	<b>3,964</b>	<b>5,078</b>	<b>7,394</b>	<b>9,372</b>
Exceptional items	421	108	130	400	375
Tax	-14	-40	-21	-1,231	-2,161
Minority interest	-9	-22	-37	-63	-87
<b>Net profit (loss)</b>	<b>3,202</b>	<b>4,009</b>	<b>5,150</b>	<b>6,500</b>	<b>7,500</b>
Reported EPS	0.07	0.09	0.12	0.15	0.17
Fully diluted EPS	0.07	0.09	0.12	0.15	0.17
<b>Core net profit</b>	<b>4,444</b>	<b>7,028</b>	<b>8,957</b>	<b>9,463</b>	<b>10,512</b>
Core EPS	0.10	0.16	0.21	0.22	0.24
<b>PPOP</b>	<b>4,458</b>	<b>7,068</b>	<b>8,978</b>	<b>10,694</b>	<b>12,672</b>

### KEY RATIOS

	2010	2011	2012E	2013	2014
Revenue Growth (%)	(9.90)	26.92	15.73	12.49	10.98
PPOP Growth (%)	228.62	58.54	27.01	19.11	18.50
EPS Growth (%)	64.62	25.20	28.45	26.21	15.38
Net Loan Growth (%)	1.58	9.74	12.28	10.25	6.60
Cum. LLRs to Net loans (%)	5.99	5.78	5.50	5.25	5.17
Provision charge to loans (%)	0.48	0.82	0.92	0.71	0.66
Yield on Average Assets (%)	3.26	4.00	4.20	4.41	4.66
Cost of Funds (%)	1.39	1.82	2.01	2.22	2.38
Interest Spread (%)	1.88	2.18	2.18	2.20	2.28
Net Interest Margin: NIM (%)	2.05	2.24	2.44	2.42	2.53
Effective tax rate (%)	0.45	0.99	0.41	15.79	22.17
Asset growth (%)	8.45	21.89	9.18	9.73	6.28

### BALANCE SHEET (BMM)

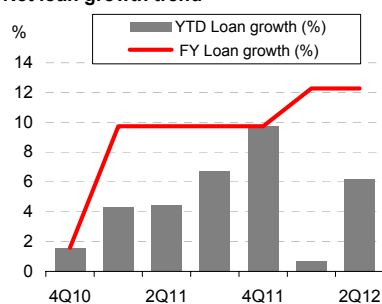
	2010	2011	2012E	2013	2014
<b>Cash &amp; Equivalent</b>					
Interbank & securities	84,625	161,645	150,000	155,000	160,000
Investment in securities	94,538	113,660	145,000	165,000	170,000
Net Loan & accrued interests	343,195	376,618	422,851	466,202	496,974
Other assets	52,520	53,502	52,251	59,753	63,010
<b>Total assets</b>	<b>589,592</b>	<b>718,643</b>	<b>784,602</b>	<b>860,955</b>	<b>914,984</b>
Deposits	413,115	452,316	489,996	543,017	548,324
ST debts, REPO & current portion	27,216	78,570	81,500	89,000	119,500
Long-term debt	62,104	102,266	125,000	135,000	145,001
Other liabilities	37,301	33,209	32,520	34,061	37,077
<b>Total liabilities</b>	<b>539,737</b>	<b>666,362</b>	<b>729,016</b>	<b>801,078</b>	<b>849,902</b>
Paid-up capital	435,287	435,287	435,287	435,287	435,287
Share premium	(303,088)	(303,088)	(303,088)	(303,088)	(303,088)
Retained earnings	(87,264)	(83,255)	(78,105)	(71,605)	(64,105)
<b>Shareholders equity</b>	<b>49,772</b>	<b>52,073</b>	<b>55,480</b>	<b>59,770</b>	<b>64,974</b>
Minority interests	83	104.35	106	107	108
<b>Total Liab.&amp;Shareholders' equity</b>	<b>589,592</b>	<b>718,643</b>	<b>784,602</b>	<b>860,955</b>	<b>914,984</b>
	(0.0)	0.0	(0.0)	0.0	(0.0)

### Asset quality

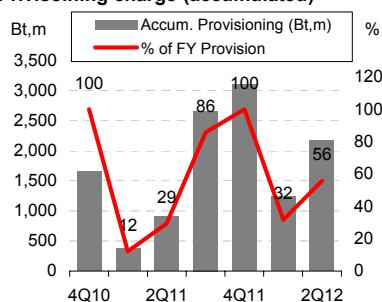
	2010	2011	2012E	2013	2014
Loan loss reserve	20,546	21,768	23,268	24,469	25,672
Average interest earnings assets	519,107	635,566	685,365	763,129	820,866
Average interest bearing liabilities	483,930	637,640	661,354	728,006	784,921
BV per share	1.14	1.20	1.274	1.38	1.50
ABV per share	1.42	1.47	1.55	1.66	1.78
NPL amounts	36,047	29,828	28,337	26,920	25,574
NPL (%)	8.30	5.67	6.36	5.50	4.90
Equity/loans	14.50	13.83	13.12	12.82	13.07
Equity/NPLs	138.07	174.58	195.79	222.03	254.07

Sources: Company data, Bualuang Research estimates

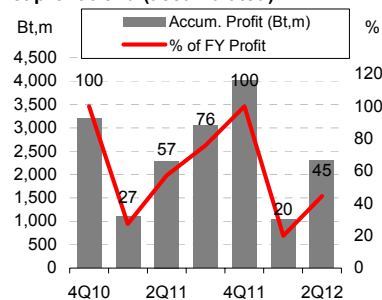
### Net loan growth trend



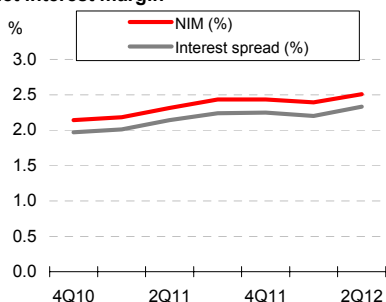
### Provisioning charge (accumulated)



### Net profit trend (accumulated)



### Net interest margin



### Financial tables

PROFIT & LOSS (Bt,m)	2Q11	3Q11	4Q11	1Q12	2Q12
Interest Income	6,267	6,969	7,475	7,476	7,379
Interest Expense	2,736	3,221	3,607	3,538	3,328
<b>Net interest income</b>	<b>3,532</b>	<b>3,747</b>	<b>3,868</b>	<b>3,938</b>	<b>4,051</b>
Fee & service income	1,355	1,472	1,342	1,378	1,513
Other income & MI	132	385	200	183	109
<b>Total non-interest income</b>	<b>1,486</b>	<b>1,857</b>	<b>1,542</b>	<b>1,561</b>	<b>1,621</b>
<b>Operating income</b>	<b>5,018</b>	<b>5,604</b>	<b>5,410</b>	<b>5,499</b>	<b>5,672</b>
Operating expenses	3,155	3,005	3,878	3,203	3,250
<b>Operating profit before provision</b>	<b>1,863</b>	<b>2,600</b>	<b>1,532</b>	<b>2,296</b>	<b>2,423</b>
Provisioning charges	534	1,747	444	1,242	932
<b>Operating profit after provision</b>	<b>1,329</b>	<b>853</b>	<b>1,088</b>	<b>1,054</b>	<b>1,490</b>
Exceptional items	-114	-87	-104	-8	-212
<b>Profit before tax</b>	<b>1,215</b>	<b>766</b>	<b>984</b>	<b>1,046</b>	<b>1,279</b>
Tax	13	10	10	8	9
Minority Interest	-7	-6	-6	-6	-7
<b>Net profit (loss)</b>	<b>1,195</b>	<b>750</b>	<b>969</b>	<b>1,032</b>	<b>1,263</b>
<b>EPS</b>	<b>0.03</b>	<b>0.02</b>	<b>0.02</b>	<b>0.02</b>	<b>0.03</b>
Core profit before tax	1,843	2,584	1,516	2,282	2,407
<b>Core EPS</b>	<b>0.04</b>	<b>0.06</b>	<b>0.03</b>	<b>0.05</b>	<b>0.06</b>

### KEY RATIOS

	2Q11	3Q11	4Q11	1Q12	2Q12
Asset Yield/Avg Assets (%)	3.80	4.17	4.34	4.18	4.25
Funding Cost (%)	1.66	1.93	2.10	1.98	1.92
Interest Spread (%)	2.14	2.24	2.25	2.20	2.33
Net Interest Margin: NIM (%)	2.31	2.43	2.43	2.39	2.51
Fee income/total operating income (%)	27.0	26.3	24.8	25.1	26.7
BV (Bt)	1.16	1.17	1.20	1.22	1.22
ROE (%)	9.5	5.9	7.5	7.8	9.5
ROA (%)	0.7	0.5	0.6	0.6	0.7
Assets to Equities (X)	13.5	12.9	13.8	13.4	12.7
Cost to Income (%)	62.9	53.6	71.7	58.3	57.3
Est CAR (%)	16.77	16.90	16.08	16.29	18.72

### QUARTERLY BALANCE SHEET (Btm)

	2Q11	3Q11	4Q11	1Q12	2Q12
<b>Cash &amp; Equivalent</b>	<b>13,248</b>	<b>11,772</b>	<b>13,217</b>	<b>13,153</b>	<b>10,046</b>
Interbank & securities	126,368	95,850	138,142	131,570	109,572
Investment in securities	107,669	122,919	113,660	115,013	103,493
Net Loan & accrued interests	358,384	366,318	376,618	379,159	400,054
Other assets	74,060	60,951	77,005	74,498	53,676
<b>Total assets</b>	<b>679,730</b>	<b>657,809</b>	<b>718,643</b>	<b>713,393</b>	<b>676,841</b>
Deposits	451,206	451,385	452,316	453,179	484,843
ST debts, REPO & current portion	115,637	104,859	147,927	181,290	107,636
Long-term debt	0	0	0	0	1
Other liabilities	62,489	50,363	66,119	25,614	31,050
<b>Total liabilities</b>	<b>629,332</b>	<b>606,607</b>	<b>666,362</b>	<b>660,083</b>	<b>623,530</b>
Paid-up capital	41,352	41,352	41,352	41,352	41,372
Share premium	0	0	0	0	1
Retained earnings	3,930	4,703	5,559	6,608	6,592
<b>Shareholders' equity</b>	<b>50,305</b>	<b>51,104</b>	<b>52,177</b>	<b>53,200</b>	<b>53,193</b>
Minority interests	93	98	104	110	118
<b>Total Liab.&amp;Shareholders' equity</b>	<b>679,730</b>	<b>657,809</b>	<b>718,643</b>	<b>713,393</b>	<b>676,841</b>
	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

### Asset quality

Loan loss reserve (net write-off)	20,794	22,392	21,768	22,548	22,258
Average interest earnings assets	610,637	615,873	635,566	668,269	650,362
Average interest bearing liabilities	600,334	613,684	637,640	678,703	653,777
BV per share	1.16	1.17	1.20	1.22	1.22
ABV per share	1.43	1.45	1.47	1.50	1.50
NPL amounts	32,633	31,647	29,828	30,470	28,169
NPL (%)	6.51	6.66	5.67	5.84	5.58
Equity/loans	0.13	0.13	0.14	0.13	0.13
Equity/NPLs	1.54	1.62	174.58	1.75	1.89

Sources: Company data, Bualuang Research

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### STOCK RECOMMENDATIONS

**BUY:** Expected positive total returns of 15% or more over the next 12 months.

**HOLD:** Expected total returns of between -15% and +15% over the next 12 months.

**SELL:** Expected negative total returns of 15% or more over the next 12 months.

**TRADING BUY:** Expected positive total returns of 15% or more over the next 3 months.

### SECTOR RECOMMENDATIONS

**OVERWEIGHT:** The industry, as defined by the analyst's coverage universe, is expected to outperform the relevant primary market index over the next 12 months.

**NEUTRAL:** The industry, as defined by the analyst's coverage universe, is expected to perform in line with the relevant primary market index over the next 12 months.

**UNDERWEIGHT:** The industry, as defined by the analyst's coverage universe, is expected to underperform the relevant primary market index over the next 12 months.