

Advanced Info Service Pcl (ADVANC TB) - BUY

News update

Nuttapop Prasitsuksant | Email: nuttapop.pra@thanachartsec.co.th

Investment in joint-ventured digital lending company

- Partnership with SCB to provide online lending
- Initial investment is Bt300m for ADVANC at 50% stake
- ADVANC's 43m subs as the targeted customer base
- We estimate Bt300-350m shared profit from this JV in 2024F

ADVANC announced to SET yesterday a jointly established online digital lending platform, AISC B Co., Ltd. (AISC B). ADVANC will hold 50% stake in this new joint ventured entity, with another 50% held by Siam Commercial Bank Pcl (SCB TB).

- ADVANC and SCB will each initially invest Bt300m into the JV, making a registered capital of Bt600m for AISC B.
- AISC B will develop a mobile application for the lender to apply for personal loans or mobile handset financing. Most of the operations would be through online channel, including marketing and advertising campaigns.
- ADVANC's customers would get lower lending rate, given ADVANC's insights on financial behavior of those customers, thus lower lending risk. ADVANC expects this to also help lowering its customer retention rate.
- Therefore, ADVANC's 43m subscriber base is the key targeted group for AISC B, especially low- to middle-income clients.
- We estimate Bt300-350m shared profit from AISC B to ADVANC, or a 1-2% addition to its earnings base, based on our assumption of Bt7.5bn total loan size in 2024F and 15% lending spread.

Key Valuations

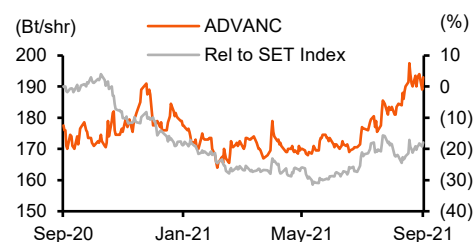
Y/E Dec (Bt m)	2020A	2021F	2022F	2023F
Revenue	172,890	177,948	182,671	184,812
Net profit	27,434	25,928	27,586	30,650
Norm net profit	27,187	25,928	27,586	30,650
Norm EPS (Bt)	9.1	8.7	9.3	10.3
Norm EPS gr (%)	(14.4)	(4.6)	6.4	11.1
Norm PE (x)	21.1	22.1	20.8	18.7
EV/EBITDA (x)	7.3	7.4	7.0	6.7
P/BV (x)	7.6	7.1	6.6	6.1
Div. yield (%)	3.6	3.6	3.8	4.3
ROE (%)	37.5	33.2	32.9	33.8
Net D/E (%)	105.2	81.0	67.4	50.3

Source: Thanachart estimates

Stock Data

Closing price (Bt)	193.00
Target price (Bt)	220.00
Market cap (US\$ m)	17,198.6
Avg daily turnover (US\$ m)	42.9
12M H/L price (Bt)	197.50/164.00

Price Performance



Source: Bloomberg

General Disclaimers And Disclosures:

This report is prepared and issued by Thanachart Securities Public Company Limited (TNS) as a resource only for clients of TNS, Thanachart Capital Public Company Limited (TCAP) and its group companies. Copyright © Thanachart Securities Public Company Limited. All rights reserved. The report may not be reproduced in whole or in part or delivered to other persons without our written consent.

This report is prepared by analysts who are employed by the research department of TNS. While the information is from sources believed to be reliable, neither the information nor the forecasts shall be taken as a representation or warranty for which TNS or TCAP or its group companies or any of their employees incur any responsibility. This report is provided to you for informational purposes only and it is not, and is not to be construed as, an offer or an invitation to make an offer to sell or buy any securities. Neither TNS, TCAP nor its group companies accept any liability whatsoever for any direct or consequential loss arising from any use of this report or its contents.

The information and opinions contained herein have been compiled or arrived at from sources believed reliable. However, TNS, TCAP and its group companies make no representation or warranty, express or implied, as to their accuracy or completeness. Expressions of opinion herein are subject to change without notice. The use of any information, forecasts and opinions contained in this report shall be at the sole discretion and risk of the user.

TNS, TCAP and its group companies perform and seek to perform business with companies covered in this report. TNS, TCAP, its group companies, their employees and directors may have positions and financial interest in securities mentioned in this report. TNS, TCAP or its group companies may from time to time perform investment banking or other services for, or solicit investment banking or other business from, any entity mentioned in this report. Therefore, investors should be aware of conflict of interest that may affect the objectivity of this report.

Note: Thanachart Securities Public Company Limited act as a Market Maker and Derivative Warrants Issuer. At present, TNS has issued 117 Derivative Warrants which are ACE16C2111A, ACE16C2201A, ADVA16C2110A, ADVA16C2201A, AEON16C2201A, AEON16C2201B, AMAT16C2112A, AOT16C2109A, AOT16C2112A, BAM16C2110A, BAM16C2112A, BANP16C2109A, BANP16C2110A, BANP16C2112A, BANP16C2201A, BCH16C2109A, BCH16C2111A, BCH16C2111B, BCH16C2201A, BCPG16C2111A, BDMS16C2109A, BGRI16C2110A, BGRI16C2112A, BH16C2109A, CBG16C2109A, CBG16C2109B, CBG16C2201A, CHG16C2111A, CHG16C2112A, COM716C2110A, COM716C2112A, CPAL16C2109A, CPAL16C2111A, CPAL16C2112A, CPF16C2112A, CPN16C2109A, DELT16C2109A, DELT16C2112A, DOHO16C2111A, DOHO16C2112A, DTAC16C2112A, EA16C2110A, EGCO16C2110A, EPG16C2109A, GLOB16C2201A, GPSC16C2109A, GPSC16C2110A, GPSC16C2201A, GULF16C2112A, GUNK16C2110A, GUNK16C2112A, GUNK16C2201A, HANA16C2112A, INTU16C2201A, IRPC16C2110A, IRPC16C2112A, IVL16C2109A, IVL16C2110A, IVL16C2111A, JMAR16C2111A, JMAR16C2201A, JMT16C2110A, KBAN16C2109A, KBAN16C2111A, KBAN16C2111B, KBAN16C2201A, KCE16C2109A, KCE16C2110A, KCE16C2201A, KTC16C2110A, KTC16C2110B, KTC16C2112A, MEGA16C2112A, MINT16C2109A, MINT16C2112A, MTC16C2109A, MTC16C2112A, OR16C2109A, OR16C2112A, PRM16C2109A, PTG16C2109A, PTG16C2201A, PTT16C2109A, PTT16C2112A, PTTE16C2112A, PTTG16C2110A, PTTG16C2111A, RBF16C2110A, RBF16C2112A, RS16C2109A, RS16C2112A, S5016C2109A, S5016C2109B, S5016C2109C, S5016C2109D, S5016C2112A, S5016C2112B, S5016P2112C, S5016P2109A, S5016P2109B, S5016P2112A, S5016P2112B, SAWA16C2112A, SCB16C2111A, SCB16C2112A, SCC16C2112A, SCGP16C2109A, SCGP16C2201A, SPRC16C2201A, STA16C2112A, STEC16C2110A, STEC16C2201A, STGT16C2111A, TASC16C2109A, TOP16C2112A, TU16C2110A, TU16C2111A (underlying securities are ACE, ADVANC, AMATA, AOT, BAM, BANPU, BCH, BCPG, BDMS, BGRIM, BH, CBG, CHG, COM7, CPALL, CPF, CPN, DELTA, DOHOME, DTAC, EA, EGCO, EPG, GPSC, GULF, GUNKUL, HANA, IRPC, IVL, JMART, JMT, KBANK, KCE, KTC, MEGA, MINT, MTC, OR, PRM, PTG, PTT, PTTEP, PTTGC, RBF, RS, SAWAD, SCB, SCC, SCGP, SET50, STA, STEC, STGT, TASC, TOP, TU). Since TNS covers those underlying securities in research report, consequently TNS incurs conflicts of interest. Moreover, Investors are advised to carefully review the details and information in the prospectus before making investment decisions.

Note: Thanachart Securities has an indirect financial interest in Ratchthani Leasing Pcl (THANI). Thanachart Securities Pcl is a subsidiary of Thanachart Capital Pcl (TCAP) which holds more than 56% of the shareholding in Ratchthani Leasing Pcl (THANI).

Note: Thanachart Capital Public Company Limited (TCAP), TMBThanachart Bank Public Company Limited (TTB), are related companies to Thanachart Securities Public Company Limited (TNS). Thanachart Securities Pcl is a subsidiary of Thanachart Capital Pcl (TCAP) which holds 20.1% of the shareholding in TMBThanachart Bank Pcl.

Thanachart Capital Public Company Limited (TCAP), Ratchthani Leasing Public Company Limited (THANI), TMB Public Company Limited, MBK PUBLIC COMPANY LIMITED (MBK) and PATUM RICE MILL AND GRANARY PUBLIC COMPANY LIMITED (PRG) are related companies to Thanachart Securities Public Company Limited (TNS) . Since TNS covers those securities in research report, consequently TNS incurs conflicts of interest.

Disclosure of Interest of Thanachart Securities

Investment Banking Relationship

Within the preceding 12 months, Thanachart Securities has lead-managed public offerings and/or secondary offerings (excluding straight bonds) of the securities of the following companies: Saksiam Leasing Pcl. (SAK TB)