

26 NOVEMBER 2021

THAILAND / TRANSPORT &amp; LOGISTICS

# AIRPORTS OF THAILAND AOT TB

## BUY

UNCHANGED

|                 |          |
|-----------------|----------|
| TARGET PRICE    | THB79.00 |
| CLOSE           | THB63.00 |
| UP/DOWNSIDE     | +25.4%   |
| PRIOR TP        | THB80.00 |
| CHANGE IN TP    | -1.3%    |
| TP vs CONSENSUS | +11.2%   |

## มาตรการช่วยเหลือผู้ประกอบการชัดเจนแล้ว

### ขยายมาตรการช่วยเหลือผู้ประกอบการเพิ่มอีก 1 ปี

เมื่อตอนเช้าของวันที่ 26 พ.ย. 21 AOT ได้ประกาศขยายมาตรการช่วยเหลือผู้ประกอบการและสายการบินประกอบด้วย 1) การยกเว้นผลตอบแทนขั้นต่ำ (MG); 2) การลดค่าบริการรายเดือน; 3) การลดค่าเช่าสำนักงานและทรัพย์สิน; และ 4) การลดค่าธรรมเนียมขึ้นลงเครื่องบินและหลุมจอดซึ่งจะสิ้นสุดในวันที่ 31 มี.ค. 23 จาก 31 มี.ค. 22 ก่อนหน้า บริษัทฯ ต้องขยายมาตรการดังกล่าวเนื่องจากผู้รับสัมปทานจำนวนมากยังทยอยขอยกเลิกสัญญาอย่างต่อเนื่องซึ่งทำให้ AOT มีความต้องการรักษาการดำเนินงานอย่างต่อเนื่องของสายการบินและผู้รับสัมปทานเมื่อการท่องเที่ยวฟื้นตัว

### ปรับลดประมาณการกำไรรอบบัญชีปี 23 อีก 25%

การขยายมาตรการช่วยเหลือจะกระทบรายได้ของ AOT โดยเฉพาะอย่างยิ่งรายได้สัมปทานจากสัญญาเช่าสนามบินของ King Power เนื่องจาก AOT จะต้องเก็บค่าสัมปทานจากส่วนแบ่งรายได้ (ประมาณ 90 บาทต่อรายสำหรับผู้โดยสารต่างประเทศ) แทนที่จะได้ MG ที่ 233 บาทต่อรายจนถึงเดือน มี.ค. 23 ซึ่งทำให้เราปรับประมาณการผลขาดทุนจากการดำเนินงานในรอบปีบัญชี 22 เป็น 4.4 พัน ลบ. จาก 0.9 พัน ลบ. และกำไรรอบปีบัญชี 23 เป็น 20.0 พัน ลบ. จาก 26.6 พัน ลบ.

### การดำเนินงานมีสัญญาณฟื้นตัวดี

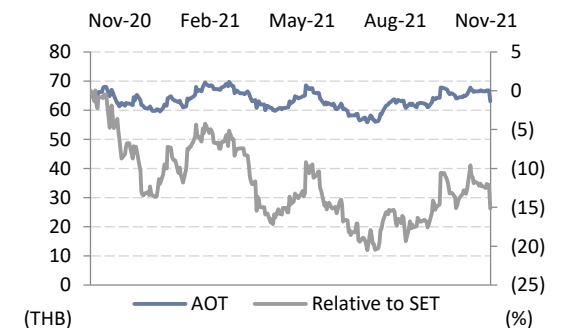
เราเชื่อว่านี่จะเป็นการขยายมาตรการช่วยเหลือให้แก่ผู้ประกอบการเป็นครั้งสุดท้าย เราแนะนำให้นักลงทุนมองข้ามข่าวลบและเข้าสะสมหุ้นเพื่อรับการฟื้นตัวของการท่องเที่ยวปริมาณผู้โดยสารในประเทศและต่างประเทศได้ฟื้นตัวเป็น 37% และ 3% ของระดับก่อน Covid ในช่วงวันที่ 1-20 พ.ย. ตามลำดับ (เทียบกับ 5% และ 1% ใน 4QFY21) ในขณะที่ปริมาณเที่ยวบินในประเทศและต่างประเทศฟื้นตัวเร็วกว่าเป็น 46% และ 19% ของระดับก่อน Covid ในช่วงวันที่ 1-20 ซึ่งหมายความว่าความต้องการของผู้โดยสารน่าจะเพิ่มขึ้นในเดือนต่อ ๆ ไป

### ราคาหุ้นที่อ่อนแอได้สะท้อนข่าวร้ายไปแล้ว

การปรับประมาณการกำไรในรอบปีบัญชี 22-23 ของเรามีผลกระทบเล็กน้อยต่อราคาเป้าหมายในรอบปีบัญชี 22 เนื่องจากเรายังคงประมาณการในรอบปีบัญชี 24 ซึ่งทำให้เราปรับลดราคาเป้าหมายเป็น 79 (DCF, 8% WACC, 3% LTG) จาก 80 บาท ราคาหุ้นของ AOT ได้ปรับตัวลดลงถึง 6% เมื่อตลาดปิดในวันนี้ และเราเชื่อว่าราคาดังกล่าวได้รวมข่าวร้ายไปเรียบร้อยแล้ว เพราะฉะนั้นเราจึงเห็นว่าสัดส่วนความเสี่ยงต่อผลตอบแทนกำลังเป็นบวก ปัจจุบัน AOT มีการซื้อขายที่ 27x ของค่า FY24E P/E ซึ่งต่ำกว่าค่าเฉลี่ย 5 ปีย้อนหลังที่ 35x हमายเหตุเราใช้ประมาณการในรอบปีบัญชี 24 เพื่อเปรียบเทียบค่า P/E multiples เนื่องจากปีดังกล่าวจะเป็นปีแรกที่มีการดำเนินงานกลับสู่ปกติ

## KEY STOCK DATA

| YE Sep (THB m)       | 2021     | 2022E   | 2023E  | 2024E  |
|----------------------|----------|---------|--------|--------|
| Revenue              | 7,086    | 22,961  | 57,186 | 78,236 |
| Net profit           | (16,322) | (4,411) | 19,980 | 33,250 |
| EPS (THB)            | (1.14)   | (0.31)  | 1.40   | 2.33   |
| vs Consensus (%)     | -        | nm      | nm     | 69.5   |
| EBITDA               | (8,172)  | 6,442   | 36,901 | 53,934 |
| Core net profit      | (15,319) | (4,411) | 19,980 | 33,250 |
| Core EPS (THB)       | (1.07)   | (0.31)  | 1.40   | 2.33   |
| Chg. In EPS est. (%) | nm       | nm      | (24.9) | nm     |
| EPS growth (%)       | nm       | nm      | nm     | 66.4   |
| Core P/E (x)         | (58.8)   | (204.1) | 45.0   | 27.1   |
| Dividend yield (%)   | -        | -       | 1.0    | 1.7    |
| EV/EBITDA (x)        | (117.1)  | 151.0   | 25.8   | 17.4   |
| Price/book (x)       | 8.0      | 8.3     | 7.0    | 5.9    |
| Net debt/Equity (%)  | 49.0     | 65.9    | 38.1   | 23.7   |
| ROE (%)              | (12.0)   | (4.0)   | 16.9   | 23.7   |



| Share price performance        | 1 Month                   | 3 Month | 12 Month |
|--------------------------------|---------------------------|---------|----------|
| Absolute (%)                   | (1.6)                     | 0.8     | (6.3)    |
| Relative to country (%)        | 0.0                       | 0.3     | (16.6)   |
| Mkt cap (USD m)                | 26,792                    |         |          |
| 3m avg. daily turnover (USD m) | 51.9                      |         |          |
| Free float (%)                 | 30                        |         |          |
| Major shareholder              | Ministry of Finance (70%) |         |          |
| 12m high/low (THB)             | 70.00/55.50               |         |          |
| Issued shares (m)              | 14,285.70                 |         |          |

Sources: Bloomberg consensus; FSSIA estimates



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บทวิเคราะห์ฉบับนี้แปลมาจากบทวิเคราะห์ของ FSSIA ฉบับวันที่ 26 พฤศจิกายน 2021

## Investment thesis

We think AOT has hit the bottom and is now in a recovery mode. Domestic passenger volumes were at 37% of pre-Covid-19 levels in 1-20 Nov. Meanwhile, we expect international passengers to gradually recover after Thailand's reopening in Nov-21.

Despite waiving the MG until Mar-23, and changing its calculation scheme to a sharing per head basis for concession contracts, we forecast AOT to collect an MG amount equivalent to the amount that King Power proposed by 2025, under our baseline case.

AOT has a healthy balance sheet with an IBD/E ratio of only 0.1x and cash on hand of THB8.5b as of 4QFY21, implying that it can pass this crisis.

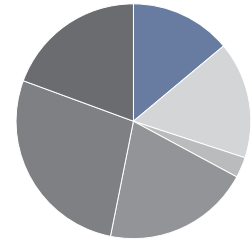
## Company profile

AOT is the operator and developer of the six international airports in Thailand (BKK, DMK, HKT, CNX, HDY and CEI).

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

## Principal activities (revenue, 2021)

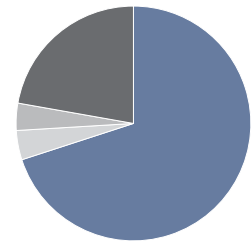
- Landing & parking - 13.9 %
- Passenger service - 16.1 %
- Aircraft service - 2.8 %
- Property rents - 20.3 %
- Service revenue - 27.5 %
- Concession revenue - 19.4 %



Source: Airports of Thailand

## Major shareholders

- Ministry of Finance - 70.0 %
- Thai NVDR - 4.0 %
- South East Asia UK - 3.7 %
- Others - 22.2 %



Source: Airports of Thailand

## Catalysts

Key growth drivers include 1) higher international passenger volumes; 2) BKK's North Expansion project; and 3) the transferral of new airports from the Department of Airports.

## Risks to our call

Downside risks to our DCF-based target price include 1) a slowdown in the recovery of international passengers; 2) delays in the Suvarnabhumi Airport expansions (satellite terminal and northern expansion); and 3) the termination of the duty-free concession contracts from King Power.

## Event calendar

| Date     | Event                       |
|----------|-----------------------------|
| Feb 2022 | 1QFY22 results announcement |

## Key assumptions

|                                       | FY22E   | FY23E | FY24E |
|---------------------------------------|---------|-------|-------|
|                                       | (%)     | (%)   | (%)   |
| Flight traffic growth - international | 215.6   | 97.7  | 18.6  |
| Flight traffic growth - domestic      | 52.5    | 33.6  | 12.1  |
| Passenger growth - international      | 2,663.4 | 187.6 | 21.6  |
| Passenger growth - domestic           | 88.4    | 39.9  | 15.1  |
| PSC revenue growth                    | 700.5   | 163.5 | 21.1  |
| Concession revenue                    | 343.0   | 224.0 | 56.7  |

Source: FSSIA estimates

## Earnings sensitivity

- For every 5% increase in international passenger volume, we project FY22 earnings to rise by 16%, and vice versa, all else being equal.
- For every 5% increase in domestic passenger volume, we project FY22 earnings to rise by 2%, and vice versa, all else being equal.

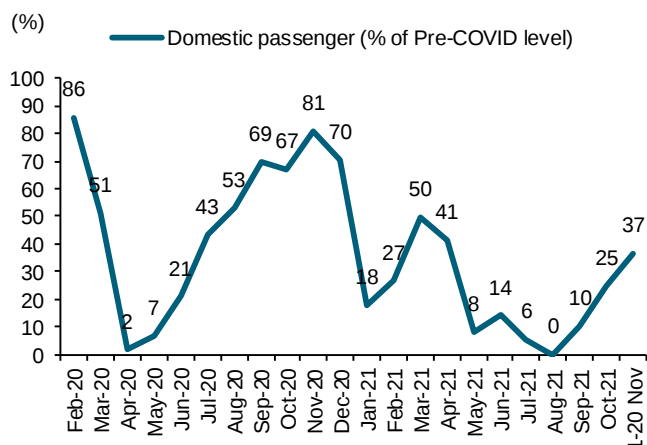
Source: FSSIA estimates



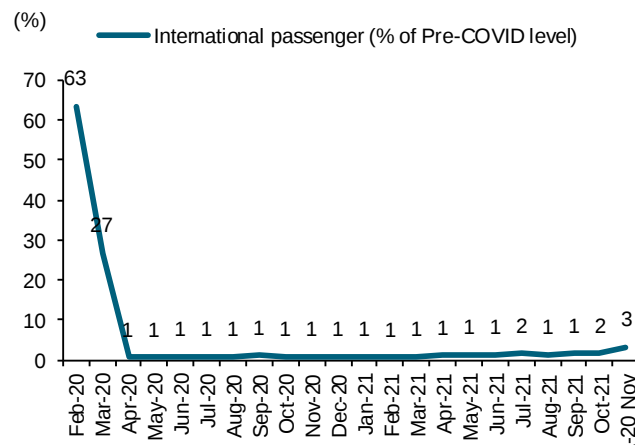
**Exhibit 1: Summary of assistance measures to operators**

| Operator                                | Measures                                              | Period                |
|-----------------------------------------|-------------------------------------------------------|-----------------------|
| Operated airlines                       | 50% discount on landing and parking charges           | April 2020 - Mar 2023 |
| Non-operated airlines                   | Waive parking charges                                 | April 2020 - Mar 2023 |
| Concessionaires and airlines            | 50% discount on office and state property rents       | April 2020 - Mar 2023 |
| Concessionaires with MG                 | Waive MG and collect fees under revenue sharing basis | April 2020 - Mar 2023 |
| Concessionaires with fixed monthly fees | 20% discount on monthly fees                          | April 2020 - Mar 2023 |

Sources: AOT; FSSIA's compilation

**Exhibit 2: Percentage of domestic passengers to pre-Covid level**

Source: AOT

**Exhibit 3: Percentage of international passengers to pre-Covid level**

Source: AOT

**Exhibit 4: Forecast revisions**

|                             | Previous |       |       | Current |       |       | Change (%) |        |       |
|-----------------------------|----------|-------|-------|---------|-------|-------|------------|--------|-------|
|                             | FY22E    | FY23E | FY24E | FY22E   | FY23E | FY24E | FY22E      | FY23E  | FY24E |
| International Pax (m)       | 26.3     | 78.6  | 94.0  | 26.3    | 75.6  | 92.0  | 0.0        | (3.8)  | (2.1) |
| Domestic Pax (m)            | 35.9     | 50.2  | 57.8  | 35.9    | 50.2  | 57.8  | 0.0        | 0.0    | 0.0   |
| Total Pax (m)               | 62.2     | 128.8 | 151.8 | 62.2    | 125.9 | 149.8 | 0.0        | (2.3)  | (1.3) |
| Revenue (THB b)             | 28.4     | 67.2  | 78.7  | 23.0    | 57.2  | 78.2  | (19.2)     | (14.9) | (0.6) |
| Operating profit margin (%) | 3.9      | 53.2  | 55.3  | (11.2)  | 48.2  | 56.0  | (15.1)     | (5.0)  | 0.6   |
| Core profit (THB b)         | (0.9)    | 26.6  | 33.2  | (4.4)   | 20.0  | 33.2  | (387.7)    | (24.9) | 0.0   |

Note: Change of items in percentage terms are represented in ppt change

Source: FSSIA estimates

**Exhibit 5: DCF/SOTP valuation**

| Cost of equity assumptions                             |  | (%)            | Cost of debt assumptions |                                                                 | (%)  |
|--------------------------------------------------------|--|----------------|--------------------------|-----------------------------------------------------------------|------|
| Risk-free rate                                         |  | 3.0            | Pre-tax cost of debt     |                                                                 | 3.5  |
| Market risk premium                                    |  | 8.0            | Marginal tax rate        |                                                                 | 20.0 |
| Stock beta                                             |  | 0.9            |                          |                                                                 |      |
| Cost of equity, Ke                                     |  | 10.2           | Net cost of debt, Kd     |                                                                 | 2.8  |
| Weight applied                                         |  | 70.0           | Weight applied           |                                                                 | 30.0 |
| WACC                                                   |  | 8.0            |                          |                                                                 |      |
| SOTP valuation                                         |  | (THB b)        | (THB/share)              | Comments                                                        |      |
| Duty-free and commercial activity concession contracts |  | 634.8          | 44.4                     | WACC 8%, risk-free rate 3%, risk premium 8%, terminal growth 3% |      |
| Core business                                          |  | 566.5          | 39.7                     | WACC 8%, risk-free rate 3%, risk premium 8%, terminal growth 3% |      |
| Cash & liquid assets                                   |  | 1.6            | 0.1                      | At end-FY22E                                                    |      |
| Investments                                            |  | 0.7            | 0.0                      | At end-FY22E                                                    |      |
| Debt                                                   |  | (73.4)         | (5.1)                    | At end-FY22E                                                    |      |
| Minorities                                             |  | (1.0)          | (0.1)                    | At end-FY22E                                                    |      |
| <b>Residual ordinary equity</b>                        |  | <b>1,129.1</b> | <b>79.0</b>              |                                                                 |      |

Source: FSSIA estimates

## Financial Statements

### Airports of Thailand

| Profit and Loss (THB m) Year Ending Sep           | 2020           | 2021            | 2022E          | 2023E         | 2024E         |
|---------------------------------------------------|----------------|-----------------|----------------|---------------|---------------|
| Revenue                                           | 31,179         | 7,086           | 22,961         | 57,186        | 78,236        |
| Cost of goods sold                                | (22,267)       | (15,257)        | (16,520)       | (20,286)      | (24,301)      |
| <b>Gross profit</b>                               | <b>8,912</b>   | <b>(8,172)</b>  | <b>6,442</b>   | <b>36,901</b> | <b>53,934</b> |
| Other operating income                            | -              | -               | -              | -             | -             |
| Operating costs                                   | 0              | 0               | 0              | 0             | 0             |
| <b>Operating EBITDA</b>                           | <b>8,912</b>   | <b>(8,172)</b>  | <b>6,442</b>   | <b>36,901</b> | <b>53,934</b> |
| Depreciation                                      | (5,441)        | (9,027)         | (9,007)        | (9,351)       | (10,124)      |
| Goodwill amortisation                             | -              | -               | -              | -             | -             |
| <b>Operating EBIT</b>                             | <b>3,470</b>   | <b>(17,199)</b> | <b>(2,565)</b> | <b>27,550</b> | <b>43,810</b> |
| Net financing costs                               | 345            | (2,740)         | (3,332)        | (2,944)       | (2,623)       |
| Associates                                        | 0              | 0               | 0              | (1)           | (1)           |
| Recurring non-operating income                    | 437            | 397             | 346            | 432           | 445           |
| Non-recurring items                               | 1,085          | (1,003)         | 0              | 0             | 0             |
| <b>Profit before tax</b>                          | <b>5,337</b>   | <b>(20,545)</b> | <b>(5,551)</b> | <b>25,037</b> | <b>41,632</b> |
| Tax                                               | (1,038)        | 4,173           | 1,110          | (5,007)       | (8,326)       |
| <b>Profit after tax</b>                           | <b>4,299</b>   | <b>(16,372)</b> | <b>(4,441)</b> | <b>20,030</b> | <b>33,306</b> |
| Minority interests                                | 22             | 50              | 30             | (50)          | (56)          |
| Preferred dividends                               | -              | -               | -              | -             | -             |
| Other items                                       | -              | -               | -              | -             | -             |
| <b>Reported net profit</b>                        | <b>4,321</b>   | <b>(16,322)</b> | <b>(4,411)</b> | <b>19,980</b> | <b>33,250</b> |
| <b>Non-recurring items &amp; goodwill (net)</b>   | <b>(1,085)</b> | <b>1,003</b>    | <b>0</b>       | <b>0</b>      | <b>0</b>      |
| <b>Recurring net profit</b>                       | <b>3,236</b>   | <b>(15,319)</b> | <b>(4,411)</b> | <b>19,980</b> | <b>33,250</b> |
| <b>Per share (THB)</b>                            |                |                 |                |               |               |
| Recurring EPS *                                   | 0.23           | (1.07)          | (0.31)         | 1.40          | 2.33          |
| Reported EPS                                      | 0.30           | (1.14)          | (0.31)         | 1.40          | 2.33          |
| DPS                                               | 0.19           | 0.00            | 0.00           | 0.60          | 1.10          |
| Diluted shares (used to calculate per share data) | 14,286         | 14,286          | 14,286         | 14,286        | 14,286        |
| <b>Growth</b>                                     |                |                 |                |               |               |
| Revenue (%)                                       | (50.3)         | (77.3)          | 224.1          | 149.1         | 36.8          |
| Operating EBITDA (%)                              | (75.2)         | nm              | nm             | 472.8         | 46.2          |
| Operating EBIT (%)                                | (88.5)         | nm              | nm             | nm            | 59.0          |
| Recurring EPS (%)                                 | (86.7)         | nm              | nm             | nm            | 66.4          |
| Reported EPS (%)                                  | (82.7)         | nm              | nm             | nm            | 66.4          |
| <b>Operating performance</b>                      |                |                 |                |               |               |
| Gross margin inc. depreciation (%)                | 11.1           | (242.7)         | (11.2)         | 48.2          | 56.0          |
| Gross margin of key business (%)                  | 11.1           | (242.7)         | (11.2)         | 48.2          | 56.0          |
| Operating EBITDA margin (%)                       | 28.6           | (115.3)         | 28.1           | 64.5          | 68.9          |
| Operating EBIT margin (%)                         | 11.1           | (242.7)         | (11.2)         | 48.2          | 56.0          |
| Net margin (%)                                    | 10.4           | (216.2)         | (19.2)         | 34.9          | 42.5          |
| Effective tax rate (%)                            | 24.4           | 21.4            | 20.0           | 20.0          | 20.0          |
| Dividend payout on recurring profit (%)           | 83.9           | -               | -              | 42.9          | 47.3          |
| Interest cover (X)                                | (11.3)         | (6.1)           | (0.7)          | 9.5           | 16.9          |
| Inventory days                                    | 5.5            | 7.7             | 7.1            | 6.7           | 6.7           |
| Debtor days                                       | 39.8           | 176.7           | 61.5           | 26.1          | 19.1          |
| Creditor days                                     | 27.2           | 32.8            | 21.4           | 20.2          | 20.4          |
| Operating ROIC (%)                                | 2.5            | (9.9)           | (1.2)          | 12.9          | 20.0          |
| ROIC (%)                                          | 2.7            | (9.0)           | (1.0)          | 12.0          | 18.5          |
| ROE (%)                                           | 2.2            | (12.0)          | (4.0)          | 16.9          | 23.7          |
| ROA (%)                                           | 1.6            | (7.2)           | (0.9)          | 10.4          | 14.8          |

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

| Revenue by Division (THB m) | 2020   | 2021  | 2022E | 2023E  | 2024E  |
|-----------------------------|--------|-------|-------|--------|--------|
| Landing & parking           | 3,789  | 987   | 2,004 | 4,536  | 7,340  |
| Passenger service           | 12,351 | 1,141 | 9,132 | 24,064 | 29,132 |
| Aircraft service            | 486    | 201   | 409   | 698    | 849    |
| Property rents              | 1,838  | 1,437 | 1,437 | 1,939  | 2,230  |

Sources: Airports of Thailand; FSSIA estimates

## Financial Statements

### Airports of Thailand

| Cash Flow (THB m) Year Ending Sep                                                                                             | 2020            | 2021            | 2022E           | 2023E           | 2024E           |
|-------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Recurring net profit                                                                                                          | 3,236           | (15,319)        | (4,411)         | 19,980          | 33,250          |
| Depreciation                                                                                                                  | 5,441           | 9,027           | 9,007           | 9,351           | 10,124          |
| Associates & minorities                                                                                                       | -               | -               | -               | -               | -               |
| Other non-cash items                                                                                                          | 570             | (24,272)        | (433)           | (353)           | (347)           |
| Change in working capital                                                                                                     | (12,572)        | (8,147)         | 3,148           | 6,958           | 4,131           |
| <b>Cash flow from operations</b>                                                                                              | <b>(3,325)</b>  | <b>(38,710)</b> | <b>7,312</b>    | <b>35,936</b>   | <b>47,158</b>   |
| Capex - maintenance                                                                                                           | (11,875)        | (47,245)        | (23,546)        | (13,270)        | (25,938)        |
| Capex - new investment                                                                                                        | -               | -               | -               | -               | -               |
| Net acquisitions & disposals                                                                                                  | 440             | 33              | 0               | 0               | 0               |
| Other investments (net)                                                                                                       | -               | -               | -               | -               | -               |
| <b>Cash flow from investing</b>                                                                                               | <b>(11,435)</b> | <b>(47,211)</b> | <b>(23,546)</b> | <b>(13,270)</b> | <b>(25,938)</b> |
| Dividends paid                                                                                                                | (14,999)        | (2,714)         | 0               | 0               | (8,571)         |
| Equity finance                                                                                                                | 0               | 0               | 0               | 0               | 0               |
| Debt finance                                                                                                                  | (2,604)         | 52,941          | 9,400           | (4,039)         | (5,396)         |
| Other financing cash flows                                                                                                    | 11              | 616             | 0               | 0               | 0               |
| <b>Cash flow from financing</b>                                                                                               | <b>(17,591)</b> | <b>50,843</b>   | <b>9,400</b>    | <b>(4,039)</b>  | <b>(13,967)</b> |
| Non-recurring cash flows                                                                                                      | -               | -               | -               | -               | -               |
| Other adjustments                                                                                                             | 0               | 0               | 0               | 0               | 0               |
| <b>Net other adjustments</b>                                                                                                  | <b>0</b>        | <b>0</b>        | <b>0</b>        | <b>0</b>        | <b>0</b>        |
| <b>Movement in cash</b>                                                                                                       | <b>(32,352)</b> | <b>(35,079)</b> | <b>(6,834)</b>  | <b>18,627</b>   | <b>7,253</b>    |
| Free cash flow to firm (FCFF)                                                                                                 | (14,114.34)     | (82,948.56)     | (12,857.08)     | 25,619.25       | 23,951.57       |
| Free cash flow to equity (FCFE)                                                                                               | (17,352.98)     | (32,364.70)     | (6,834.24)      | 18,627.46       | 15,824.13       |
| <b>Per share (THB)</b>                                                                                                        |                 |                 |                 |                 |                 |
| FCFF per share                                                                                                                | (0.99)          | (5.81)          | (0.90)          | 1.79            | 1.68            |
| FCFE per share                                                                                                                | (1.21)          | (2.27)          | (0.48)          | 1.30            | 1.11            |
| Recurring cash flow per share                                                                                                 | 0.65            | (2.14)          | 0.29            | 2.03            | 3.01            |
| Balance Sheet (THB m) Year Ending Sep                                                                                         | 2020            | 2021            | 2022E           | 2023E           | 2024E           |
| Tangible fixed assets (gross)                                                                                                 | 222,734         | 282,931         | 306,880         | 320,553         | 346,894         |
| Less: Accumulated depreciation                                                                                                | (103,591)       | (125,184)       | (134,191)       | (143,542)       | (153,666)       |
| <b>Tangible fixed assets (net)</b>                                                                                            | <b>119,143</b>  | <b>157,747</b>  | <b>172,689</b>  | <b>177,011</b>  | <b>193,228</b>  |
| <b>Intangible fixed assets (net)</b>                                                                                          | <b>0</b>        | <b>0</b>        | <b>0</b>        | <b>0</b>        | <b>0</b>        |
| Long-term financial assets                                                                                                    | -               | -               | -               | -               | -               |
| Invest. in associates & subsidiaries                                                                                          | 722             | 689             | 689             | 689             | 689             |
| Cash & equivalents                                                                                                            | 43,558          | 8,479           | 1,645           | 20,272          | 27,525          |
| A/C receivable                                                                                                                | 3,225           | 3,637           | 4,096           | 4,096           | 4,096           |
| Inventories                                                                                                                   | 340             | 307             | 332             | 408             | 489             |
| Other current assets                                                                                                          | 3,368           | 9,077           | 9,273           | 8,798           | 12,036          |
| <b>Current assets</b>                                                                                                         | <b>50,491</b>   | <b>21,499</b>   | <b>15,346</b>   | <b>33,574</b>   | <b>44,146</b>   |
| Other assets                                                                                                                  | 3,202           | 15,150          | 15,150          | 15,150          | 15,150          |
| <b>Total assets</b>                                                                                                           | <b>173,559</b>  | <b>195,086</b>  | <b>203,874</b>  | <b>226,424</b>  | <b>253,213</b>  |
| Common equity                                                                                                                 | 142,236         | 112,344         | 107,933         | 127,913         | 152,591         |
| Minorities etc.                                                                                                               | 796             | 1,078           | 1,048           | 1,098           | 1,154           |
| <b>Total shareholders' equity</b>                                                                                             | <b>143,032</b>  | <b>113,421</b>  | <b>108,981</b>  | <b>129,011</b>  | <b>153,745</b>  |
| Long term debt                                                                                                                | 8,245           | 60,848          | 70,407          | 66,368          | 60,973          |
| Other long-term liabilities                                                                                                   | 6,949           | 7,206           | 7,206           | 7,206           | 7,206           |
| <b>Long-term liabilities</b>                                                                                                  | <b>15,194</b>   | <b>68,054</b>   | <b>77,613</b>   | <b>73,574</b>   | <b>68,179</b>   |
| A/C payable                                                                                                                   | 1,809           | 930             | 1,007           | 1,236           | 1,481           |
| Short term debt                                                                                                               | 2,848           | 3,186           | 3,027           | 3,027           | 3,027           |
| Other current liabilities                                                                                                     | 10,677          | 9,495           | 13,247          | 19,576          | 26,782          |
| <b>Current liabilities</b>                                                                                                    | <b>15,333</b>   | <b>13,610</b>   | <b>17,281</b>   | <b>23,839</b>   | <b>31,290</b>   |
| <b>Total liabilities and shareholders' equity</b>                                                                             | <b>173,559</b>  | <b>195,086</b>  | <b>203,874</b>  | <b>226,424</b>  | <b>253,213</b>  |
| Net working capital                                                                                                           | (5,551)         | 2,596           | (553)           | (7,510)         | (11,642)        |
| Invested capital                                                                                                              | 117,516         | 176,183         | 187,976         | 185,340         | 197,426         |
| * Includes convertibles and preferred stock which is being treated as debt                                                    |                 |                 |                 |                 |                 |
| <b>Per share (THB)</b>                                                                                                        |                 |                 |                 |                 |                 |
| Book value per share                                                                                                          | 9.96            | 7.86            | 7.56            | 8.95            | 10.68           |
| Tangible book value per share                                                                                                 | 9.96            | 7.86            | 7.56            | 8.95            | 10.68           |
| <b>Financial strength</b>                                                                                                     |                 |                 |                 |                 |                 |
| Net debt/equity (%)                                                                                                           | (22.7)          | 49.0            | 65.9            | 38.1            | 23.7            |
| Net debt/total assets (%)                                                                                                     | (18.7)          | 28.5            | 35.2            | 21.7            | 14.4            |
| Current ratio (x)                                                                                                             | 3.3             | 1.6             | 0.9             | 1.4             | 1.4             |
| CF interest cover (x)                                                                                                         | 51.3            | (10.8)          | (1.1)           | 7.3             | 7.0             |
| Valuation                                                                                                                     | 2020            | 2021            | 2022E           | 2023E           | 2024E           |
| <b>Recurring P/E (x) *</b>                                                                                                    | <b>278.1</b>    | <b>(58.8)</b>   | <b>(204.1)</b>  | <b>45.0</b>     | <b>27.1</b>     |
| <b>Recurring P/E @ target price (x) *</b>                                                                                     | <b>348.8</b>    | <b>(73.7)</b>   | <b>(255.9)</b>  | <b>56.5</b>     | <b>33.9</b>     |
| Reported P/E (x)                                                                                                              | 208.3           | (55.1)          | (204.1)         | 45.0            | 27.1            |
| Dividend yield (%)                                                                                                            | 0.3             | -               | -               | 1.0             | 1.7             |
| Price/book (x)                                                                                                                | 6.3             | 8.0             | 8.3             | 7.0             | 5.9             |
| Price/tangible book (x)                                                                                                       | 6.3             | 8.0             | 8.3             | 7.0             | 5.9             |
| EV/EBITDA (x) **                                                                                                              | 97.4            | (117.1)         | 151.0           | 25.8            | 17.4            |
| EV/EBITDA @ target price (x) **                                                                                               | 123.1           | (145.0)         | 186.5           | 31.9            | 21.6            |
| EV/invested capital (x)                                                                                                       | 7.4             | 5.4             | 5.2             | 5.1             | 4.7             |
| * Pre-exceptional, pre-goodwill and fully diluted      ** EBITDA includes associate income and recurring non-operating income |                 |                 |                 |                 |                 |

Sources: Airports of Thailand; FSSIA estimates

## Corporate Governance report of Thai listed companies 2020

| EXCELLENT LEVEL |        |        |       |       |       |        |        |        |        |        |
|-----------------|--------|--------|-------|-------|-------|--------|--------|--------|--------|--------|
| AAV             | ADVANC | AF     | AIRA  | AKP   | AKR   | ALT    | AMA    | AMATA  | AMATAV | ANAN   |
| AOT             | AP     | ARIP   | ARROW | ASP   | BAFS  | BANPU  | BAY    | BCP    | BCPG   | BDMS   |
| BEC             | BEM    | BGRIM  | BIZ   | BKI   | BLA   | BOL    | BPP    | BRR    | BTS    | BWG    |
| CENTEL          | CFRESH | CHEWA  | CHO   | CIMBT | CK    | CKP    | CM     | CNT    | COL    | COMAN  |
| COTTO           | CPALL  | CPF    | CPI   | CPN   | CSS   | DELTA  | DEMCO  | DRT    | DTAC   | DTC    |
| DV8             | EA     | EASTW  | ECF   | ECL   | EGCO  | EPG    | ETE    | FNS    | FPI    | FPT    |
| FSMART          | GBX    | GC     | GCAP  | GEL   | GFPT  | GGC    | GPSC   | GRAMMY | GUNKUL | HANA   |
| HARN            | HMPRO  | ICC    | ICHI  | III   | ILINK | INTUCH | IRPC   | IVL    | JKN    | JSP    |
| JWD             | K      | KBANK  | KCE   | KKP   | KSL   | KTB    | KTC    | LANNA  | LH     | LHFG   |
| LIT             | LPN    | MAKRO  | MALEE | MBK   | MBKET | MC     | MCOT   | METCO  | MFEC   | MINT   |
| MONO            | MOONG  | MSC    | MTC   | NCH   | NCL   | NEP    | NKI    | NOBLE  | NSI    | NVD    |
| NYT             | OISHI  | ORI    | OTO   | PAP   | PCSGH | PDJ    | PG     | PHOL   | PLANB  | PLANET |
| PLAT            | PORT   | PPS    | PR9   | PREB  | PRG   | PRM    | PSH    | PSL    | PTG    | PTT    |
| PTTEP           | PTTGC  | PYLON  | Q-CON | QH    | QTC   | RATCH  | RS     | S      | S & J  | SAAM   |
| SABINA          | SAMART | SAMTEL | SAT   | SC    | SCB   | SCC    | SCCC   | SCG    | SCN    | SDC    |
| SEAFCO          | SEOIL  | SE-ED  | SELIC | SENA  | SIRI  | SIS    | SITHAI | SMK    | SMPC   | SNC    |
| SONIC           | SORKON | SPALI  | SPI   | SPRC  | SPVI  | SSSC   | SST    | STA    | SUSCO  | SUTHA  |
| SVI             | SYMC   | SYNTEC | TACC  | TASCO | TCAP  | TFMAMA | THANA  | THANI  | THCOM  | THG    |
| THIP            | THRE   | THREL  | TIP   | TIPCO | TISCO | TK     | TKT    | TTB    | TMILL  | TNDT   |
| TNL             | TOA    | TOP    | TPBI  | TQM   | TRC   | TSC    | TSR    | TSTE   | TSTH   | TTA    |
| TTCL            | TTW    | TU     | TVD   | TVI   | TVO   | TWPC   | U      | UAC    | UBIS   | UV     |
| VGI             | VIH    | WACOAL | WAVE  | WHA   | WHAUP | WICE   | WINNER | TRUE   |        |        |

| VERY GOOD LEVEL |         |        |       |        |       |        |        |        |        |       |
|-----------------|---------|--------|-------|--------|-------|--------|--------|--------|--------|-------|
| 2S              | ABM     | ACE    | ACG   | ADB    | AEC   | AEONTS | AGE    | AH     | AHC    | AIT   |
| ALLA            | AMANAHA | AMARIN | APCO  | APCS   | APURE | AQUA   | ASAP   | ASEFA  | ASIA   | ASIAN |
| ASIMAR          | ASK     | ASN    | ATP30 | AUCT   | AWC   | AYUD   | B      | BA     | BAM    | BBL   |
| BFIT            | BGC     | BJC    | BJCHI | BROOK  | BTW   | CBG    | CEN    | CGH    | CHARAN | CHAYO |
| CHG             | CHOTI   | CHOW   | CI    | CIG    | CMC   | COLOR  | COM7   | CPL    | CRC    | CRD   |
| CSC             | CSP     | CWT    | DCC   | DCON   | DDD   | DOD    | DOHOME | EASON  | EE     | ERW   |
| ESTAR           | FE      | FLOYD  | FN    | FORTH  | FSS   | FTE    | FVC    | GENCO  | GJS    | GL    |
| GLAND           | GLOBAL  | GLOCON | GPI   | GULF   | GYT   | HPT    | HTC    | ICN    | IFS    | ILM   |
| IMH             | INET    | INSURE | IRC   | IRCP   | IT    | ITD    | ITEL   | J      | JAS    | JCK   |
| JCKH            | JMART   | JMT    | KBS   | KCAR   | KGI   | KIAT   | KOOL   | KTIS   | KWC    | KWM   |
| L&E             | LALIN   | LDC    | LHK   | LOXLEY | LPH   | LRH    | LST    | M      | MACO   | MAJOR |
| MBAX            | MEGA    | META   | MFC   | MGT    | MILL  | MITSI  | MK     | MODERN | MTI    | MVP   |
| NETBAY          | NEX     | NINE   | NTV   | NWR    | OCC   | OGC    | OSP    | PATO   | PB     | PDG   |
| PDI             | PICO    | PIMO   | PJW   | PL     | PM    | PPP    | PRIN   | PRINC  | PSTC   | PT    |
| QLT             | RCL     | RICHY  | RML   | RPC    | RWI   | S11    | SALEE  | SAMCO  | SANKO  | SAPPE |
| SAWAD           | SCI     | SCP    | SE    | SEG    | SFP   | SGF    | SHR    | SIAM   | SINGER | SKE   |
| SKR             | SKY     | SMIT   | SMT   | SNP    | SPA   | SPC    | SPCG   | SR     | SRICHA | SSC   |
| SSF             | STANLY  | STI    | STPI  | SUC    | SUN   | SYNEX  | T      | TAE    | TAKUNI | TBSP  |
| TCC             | TCMC    | TEAM   | TEAMG | TFG    | TIGER | TITLE  | TKN    | TKS    | TM     | TMC   |
| TMD             | TMI     | TMT    | TNITY | TNP    | TNR   | TOG    | TPA    | TPAC   | TPCORP | TPOLY |
| TPS             | TRITN   | TRT    | TRU   | TSE    | TVT   | TWP    | UEC    | UMI    | UOBKH  | UP    |
| UPF             | UPOIC   | UT     | UTP   | UWC    | VL    | VNT    | VPO    | WIJK   | WP     | XO    |
| YUASA           | ZEN     | ZIGA   | ZMICO |        |       |        |        |        |        |       |

| GOOD LEVEL |      |        |        |       |        |       |       |        |        |       |
|------------|------|--------|--------|-------|--------|-------|-------|--------|--------|-------|
| 7UP        | A    | ABICO  | AJ     | ALL   | ALUCON | AMC   | APP   | ARIN   | AS     | AU    |
| B52        | BC   | BCH    | BEAUTY | BGT   | BH     | BIG   | BKD   | BLAND  | BM     | BR    |
| BROCK      | BSBM | BSM    | BTNC   | CAZ   | CCP    | CGD   | CITY  | CMAN   | CMO    | CMR   |
| CPT        | CPW  | CRANE  | CSR    | D     | EKH    | EP    | ESSO  | FMT    | GIFT   | GREEN |
| GSC        | GTB  | HTECH  | HUMAN  | IHL   | INOX   | INSET | IP    | JTS    | JUBILE | KASET |
| KCM        | KKC  | KUMWEL | KUN    | KWG   | KYE    | LEE   | MATCH | MATI   | M-CHAI | MCS   |
| MDX        | MJD  | MM     | MORE   | NC    | NDR    | NER   | NFC   | NNCL   | NPK    | NUSA  |
| OCEAN      | PAF  | PF     | PK     | PLE   | PMTA   | POST  | PPM   | PRAKIT | PRECHA | PRIME |
| PROUD      | PTL  | RBF    | RCI    | RJH   | ROJNA  | RP    | RPH   | RSP    | SF     | SFLEX |
| SGP        | SISB | SKN    | SLP    | SMART | SOLAR  | SPG   | SQ    | SSP    | STARK  | STC   |
| SUPER      | SVOA | TC     | TCCC   | THMUI | TIW    | TNH   | TOPP  | TPCH   | TIPIP  | TPLAS |
| TTI        | TYCN | UKEM   | UMS    | VCOM  | VRANDA | WIN   | WORK  | WPH    |        |       |

## Description

## Score Range

Excellent

90-100

Very Good

80-89

Good

70-79

## Disclaimer:

The disclosure of the survey results 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 evaluation 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 results may be changed after that date. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such survey results.

\* CGR scoring should be considered with news regarding wrong doing of the company or director or executive of the company such unfair practice on securities trading, fraud, and corruption SEC imposed a civil sanction against insider trading of director and executive; \*\* delisted

Source: Thai Institute of Directors Association (IOD); FSSIA's compilation

## Anti-corruption Progress Indicator 2020

| CERTIFIED |        |        |        |        |        |        |        |        |        |        |
|-----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 2S        | ADVANC | AI     | AIE    | AIRA   | AKP    | AMA    | AMANA  | AP     | AQUA   | ARROW  |
| ASK       | ASP    | AYUD   | B      | BAFS   | BANPU  | BAY    | BBL    | BCH    | BCP    | BCPG   |
| BGC       | BGRIM  | BJCHI  | BKI    | BLA    | BPP    | BROOK  | BRR    | BSBM   | BTS    | BWG    |
| CEN       | CENTEL | CFRESH | CGH    | CHEWA  | CHOTI  | CHOW   | CIG    | CIMBT  | CM     | CMC    |
| COL       | COM7   | CPALL  | CPF    | CPI    | CPN    | CSC    | DCC    | DELTA  | DEMCO  | DIMET  |
| DRT       | DTAC   | DTC    | EASTW  | ECL    | EGCO   | FE     | FNS    | FPI    | FPT    | FSS    |
| FTE       | GBX    | GC     | GCAP   | GEL    | GFPT   | GGC    | GJS    | GPSC   | GSTEEL | GUNKUL |
| HANA      | HARN   | HMPRO  | HTC    | ICC    | ICHI   | IFS    | INET   | INSURE | INTUCH | IRPC   |
| ITEL      | IVL    | K      | KASET  | KBANK  | KBS    | KCAR   | KCE    | KGI    | KKP    | KSL    |
| KTB       | KTC    | KWC    | L&E    | LANNA  | LHFG   | LHK    | LPN    | LRH    | M      | MAKRO  |
| MALEE     | MBAX   | MBK    | MBKET  | MC     | MCOT   | MFC    | MFEC   | MINT   | MONO   | MOONG  |
| MPG       | MSC    | MTC    | MTI    | NBC    | NEP    | NINE   | NKI    | NMG    | NNCL   | NSI    |
| NWR       | OCC    | OCEAN  | OGC    | ORI    | PAP    | PATO   | PB     | PCSGH  | PDG    | PDI    |
| PDJ       | PE     | PG     | PHOL   | PL     | PLANB  | PLANET | PLAT   | PM     | PPP    | PPPM   |
| PPS       | PREB   | PRG    | PRINC  | PRM    | PSH    | PSL    | PSTC   | PT     | PTG    | PTT    |
| PTTEP     | PTTGC  | PYLON  | Q-CON  | QH     | QLT    | QTC    | RATCH  | RML    | RWI    | S & J  |
| SABINA    | SAT    | SC     | SCB    | SCC    | SCCC   | SCG    | SCN    | SEAOIL | SE-ED  | SELIC  |
| SENA      | SGP    | SIRI   | SITHAI | SMIT   | SMK    | SMPC   | SNC    | SNP    | SORKON | SPACK  |
| SPC       | SPI    | SPRC   | SRICHA | SSF    | SSSC   | SST    | STA    | SUSCO  | SVI    | SYNTEC |
| TAE       | TAKUNI | TASCO  | TBSP   | TCAP   | TCMC   | TFG    | TFI    | TFMAMA | THANI  | THCOM  |
| THIP      | THRE   | THREL  | TIP    | TIPCO  | TISCO  | TKT    | TTB    | TMD    | TMILL  | TMT    |
| TNITY     | TNL    | TNP    | TNR    | TOG    | TOP    | TPA    | TPCORP | TPP    | TRU    | TSC    |
| TSTH      | TTCL   | TU     | TVD    | TVI    | TVO    | TWPC   | U      | UBIS   | UEC    | UKEM   |
| UOBKH     | UWC    | VGI    | VIH    | VNT    | WACOAL | WHA    | WHAUP  | WICE   | WIIK   | XO     |
| ZEN       | TRUE   |        |        |        |        |        |        |        |        |        |
| DECLARED  |        |        |        |        |        |        |        |        |        |        |
| 7UP       | ABICO  | AF     | ALT    | AMARIN | AMATA  | AMATAV | ANAN   | APURE  | B52    | BKD    |
| BM        | BROCK  | BUI    | CHO    | CI     | COTTO  | DDD    | EA     | EFORL  | EP     | ERW    |
| ESTAR     | ETE    | EVER   | FSMART | GPI    | ILINK  | IRC    | J      | JKN    | JMART  | JMT    |
| JSP       | JTS    | KWG    | LDC    | MAJOR  | META   | NCL    | NOBLE  | NOK    | PK     | PLE    |
| ROJNA     | SAAM   | SAPPE  | SCI    | SE     | SHANG  | SINGER | SKR    | SPALI  | SSP    | STANLY |
| SUPER     | SYNEX  | THAI   | TKS    | TOPP   | TRITN  | TTA    | UPF    | UV     | WIN    | ZIGA   |

| Level     |                                                                                                                                                                                                                                                                                                                                                                                   |
|-----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Certified | This level indicates practical participation with thoroughly examination in relation to the recommended procedures from the audit committee or the SEC's certified auditor, being a certified member of Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) or already passed examination to ensure independence from external parties. |
| Declared  | This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)                                                                                                                                                                                                                            |

**Disclaimer:**

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute 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 Thaipat Institute that is 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, FSS International Investment Advisory Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment results.

Note: Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of June 24, 2019) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

Source: The Securities and Exchange Commission, Thailand; \* FSSIA's compilation

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

Teerapol Udomvej, CFA 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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### History of change in investment rating and/or target price

#### Airports of Thailand (AOT TB)



| Date        | Rating | Target price | Date        | Rating | Target price | Date        | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|-------------|--------|--------------|
| 20-Jun-2019 | HOLD   | 72.00        | 11-Feb-2021 | BUY    | 85.00        | 13-Aug-2021 | BUY    | 80.00        |
| 02-Apr-2020 | HOLD   | 72.00        | 08-Apr-2021 | BUY    | 85.00        |             |        |              |
| 10-Sep-2020 | BUY    | 70.00        | 09-Jun-2021 | BUY    | 82.00        |             |        |              |

Teerapol Udomvej, CFA started covering this stock from 10-Sep-2020

Price and TP are in local currency

Source: FSSIA estimates

| Company              | Ticker | Price     | Rating | Valuation & Risks                                                                                                                                                                                                                                                                           |
|----------------------|--------|-----------|--------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Airports of Thailand | AOT TB | THB 63.00 | BUY    | Downside risks to our DCF-based target price include 1) a slowdown in the recovery of international passengers; 2) delays in the Suvarnabhumi Airport expansions (satellite terminal and northern expansion); and 3) the termination of the duty-free concession contracts from King Power. |

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

FSSIA may incorporate the recommendations and target prices of companies currently covered by FSS Research into equity research reports, denoted by an 'FSS' before the recommendation. FSS Research is part of Finansia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 26-Nov-2021 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.