

# Thailand Energy & Utilities

- Today, the Thai cabinet approved 1) an excise tax cut for the diesel retail price by THB2.99/litre; and 2) the EV package to promote the EV industry.
- We believe the lower retail diesel price and lower selling price for imported EVs will lead to improving MMs for oil station firms and higher demand for EV producers.
- ESSO, PTG, EA, and NEX are our top picks as key beneficiaries of gov't tax cuts.

## Two tax cuts, one for diesel and one for EVs, have been approved by the cabinet

According to local newspaper [Thansetthakij](#), on 15 February 2022, the cabinet finally approved two plans related to the energy sector. First, the excise tax for the retail diesel price will be cut by THB3/litre for three months, bringing the excise tax down from THB5.99/litre currently to THB2.99/litre. The second is the EV package to promote three types of battery EVs (BEVs), namely passenger cars, motorcycles, and pick-up trucks.

## 20-40% lower selling prices for EVs on 70k-150k subsidies and lower tax rates

The EV package, effective from May-22 onward, includes 1) subsidies of THB70k per EV with battery sizes under 30kWh and THB150k per EV with battery sizes over 30kWh for passenger cars and pick-ups, and THB18k/motorcycle; 2) a lower excise tax from 8% to 2% for passenger cars and 0% for pick-ups; and 3) a lower import tax rate by up to 40%, implying an import tax cut by 40 pts to 40% for the imported completely built-up (CBU) EVs from Europe, to from 40% to 0% from South Korea, from 20% to 0% from Japan, and 0% from China until 2024; and 4) import tax exemptions for nine auto parts used to produce completely knocked down (CKD) EVs domestically. The conditions to be eligible for the package include 1) producing one EV in any model by 2025 at a ratio of one imported CBU EV during 2023-24 (1 CBU:1 CKD) and 1.0 CBU:1.5 CKD if production starts in 2026, all applying to EVs with selling prices below THB2m. For EVs with selling prices of THB2m-7m, the CKD EVs produced will have to be the same model as the imported CBU EVs.

## Lower pressure on marketing margin (MM) for oil station plays

In the past four months, the earnings of Thai oil station companies have been under pressure due to the MM squeeze on the rising crude oil price and the government's price cap policy for diesel at THB28-30/litre, implying USD82-84/bbl vs the current USD92/bbl. With the THB2.99/litre excise tax cut, we think their MMs should gradually improve by THB0.5-1.0/litre over the next 3-6 months, timely capturing higher sales volumes.

## EA, NEX, and GPSC for the EV package; oil station plays for diesel excise tax cut

Oil station plays – OR, ESSO, PTG, BCP, and SUSCO – should benefit from the government's tax cut, with the pressure effectively being alleviated from their MMs. EA and NEX are our two picks to indirectly benefit from the entry barrier of import and excise taxes for imported commercial EVs, which are excluded from the government's EV package. GPSC is likely to benefit from the EV package in 2023-24 onward as we expect that its battery plant will make batteries for the EVs produced by the PTT-Foxconn JV.




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Exhibit 1: EV package for passenger cars, pick-ups, and motorcycles


## ร่างมาตรการสนับสนุนการใช้ EV



**รถยนต์**



**รถกระบะ**



**รถจักรยานยนต์**

**ราคาขายปลีกแนะนำ ไม่เกิน 2 ล้านบาท**  
(ชนิด-ประกอบในประเทศ)

**สิทธิประโยชน์**

ลดอากรขาเข้า **สูงสุด 40%** จาก **8% เป็น 2%**  
(ปี 2565-2566)

ลดภาษีสรรพสามิต **จาก 8% เป็น 2%**  
(ปี 2565-2566)

เงินอุดหนุน **70,000 บาท**  
(ขมดของ <math>f</math> <math>30</math> kWh)  
**150,000 บาท**  
(ขมดของ <math>30</math> kWh ขึ้นไป)

**เงื่อนไขการรับสิทธิ**

- ผู้ประกอบในประเทศ
- ผลิตครบต่อเดือนในปี 2567 เท่ากับจำนวนนำเข้า CBU ในปี 2565-2566 อัตราส่วนนำเข้า 1 คัน นผลิต 1.5 คัน

**ราคาขายปลีกแนะนำ ไม่เกิน 2 ล้านบาท**

**สิทธิประโยชน์**

ลดภาษีสรรพสามิต **เป็น 0%**  
(ปี 2565-2566)

เงินอุดหนุน **150,000 บาท**  
สำหรับ BEV แบตเตอรี่ <math>30</math> kWh  
(เฉพาะผลิตในประเทศ)

**เงื่อนไขการรับสิทธิ**

- เป็นผู้ประกอบในประเทศ
- ผลิตครบต่อเดือนในปี 2567 เท่ากับจำนวนนำเข้า CBU ในปี 2565-2566 (ยกเว้นได้ในปี 2566) อัตราส่วนนำเข้า 1 คัน นผลิต 1.5 คัน

**ราคาขายปลีกแนะนำ ไม่เกิน 150,000 บาท**

**สิทธิประโยชน์**

เงินอุดหนุน **18,000 บาท/คัน**  
ทั้ง GKD และ CBU (ปี 2565-2566)

**เงื่อนไขการรับสิทธิ**

- เป็นผู้ประกอบในประเทศ
- ผลิตครบต่อเดือนในปี 2567 เท่ากับจำนวนนำเข้า CBU ในปี 2565-2566 (ยกเว้นได้ในปี 2566) อัตราส่วนนำเข้า 1 คัน นผลิต 1.5 คัน

**หลักเกณฑ์การใช้สิทธิ**

ผู้ประกอบในประเทศ ทำข้อตกลงกับกรมสรรพสามิต จะได้รับอุดหนุนเงินและภาษี ไปที่ผู้ประกอบการ

ผู้ประกอบการต้องวาง **Bank Guarantee**

**กรณีไม่ทำค้ำประกัน**

- ต้องคืนเงินอุดหนุนเต็มจำนวนพร้อมดอกเบี้ย
- ยึดเงินค้ำประกันจากธนาคาร
- ไม่ได้สิทธิลดอัตราภาษี

Source: BangkokBiznews

Exhibit 2: EV promotion plan for passenger BEVs and motorbike BEVs with retail selling prices under THB2m

Policy	Beneficiary	Amount	Effective promotion duration
1 Subsidy from energy fund	Consumers/EV buyers	THB70,000 per EV under 30kWh THB150,000 per EV over 30kWh	1-3 years
2 Excise tax reduction	Producers/EV buyers	From 8% to 2%	2-3 years
3 Import duty tax reduction	Producers/EV buyers	From 20-80% to 0-40%	2-3 years

**Conditions for eligibility**

- Must be domestic manufacturers
- Must produce EVs at 1.0x to 1.5x the number of imported and subsidised EVs during the promotion's duration
- Must produce and use a domestically produced batteries (from cell level) for EVs produced domestically
- Must produce the same models as the imported models

Source: Bangkok Post

## 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	ICI	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	TRC	TSC	TSR	TSTE	TSTH
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	MITSIB	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:

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\* 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	AMANAHA	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	WIJK	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)

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

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#### Suwat Sinsadok, CFA, FRM, ERP FSS International Investment Advisory Securities Co., Ltd

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Company	Ticker	Price	Rating	Valuation & Risks
Energy Absolute	EA TB	THB 91.50	BUY	Downside risks to our SoTP-based TP include: 1) lower-than-expected demand for electricity in Thailand; 2) lower crude prices; and 3) lower-than-expected demand for batteries.
Nex Point	NEX TB	THB 18.00	BUY	Downside risks to our SOTP-based TP include: 1) a lower-than-expected bus sales volume; 2) delays in bus deliveries; and 3) risk from regulatory changes.
PTT Oil and Retail Business	OR TB	THB 25.25	BUY	The downside risks to our SOTP-based TP include: 1) lower-than-expected demand for petroleum products; 2) a lower marketing margin; and 3) weaker-than-expected jet demand.
PTG Energy	PTG TB	THB 14.40	BUY	The downside risks to our SoTP-based TP include 1) a government cap on oil prices; and 2) weaker demand for diesel and gasoline.
Esso Thailand	ESSO TB	THB 7.90	HOLD	The downside risks to our SoTP-based TP on ESSO include 1) lower-than-expected demand for petroleum products; 2) a higher crude premium; and 3) unplanned shutdowns of its refinery and petrochemical plants. The upside risks include 1) higher-than-expected demand for petroleum products; and 2) a lower crude premium.
Bangchak Corp	BCP TB	THB 29.75	BUY	The downside risks to our SoTP-based TP include: 1) lower-than-expected demand for petroleum products; 2) higher crude premiums; and 3) unplanned shutdowns of the company's refinery plants.
Susco	SUSCO TB	THB 3.80	BUY	The downside risks to our SOTP-based TP include: 1) lower-than-expected demand for petroleum products; 2) a lower marketing margin; and 3) weaker-than-expected jet fuel demand.
Global Power Synergy	GPSC TB	THB 74.00	BUY	The downside risks to our SoTP-based TP on GPSC include 1) lower-than-expected demand for electricity in Thailand; 2) a lower crude price; and 3) lower-than-expected demand from industrial users.
PTT PCL	PTT TB	THB 40.50	BUY	Risks to our SoTP-based valuation are the oil price and potential earnings downside from government intervention.

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 Finasia Syrus Securities Public Company Limited

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All share prices are as at market close on 14-Feb-2022 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.