#### **EQUITY RESEARCH - COMPANY REPORT**

## **AAPICO HITECH**

**AH TB** 

THAILAND / AUTOMOTIVES



THB24.00 +16.7% THB28.00 **CHANGE IN TP** UNCHANGED TP vs CONSENSUS

#### TARGET PRICE CLOSE **UP/DOWNSIDE PRIOR TP**

INANS

# +0.5%

## Still roaring down the highway

- การปิดโรงงานในจีนกระทบกำไรของ AH ใน 2Q22 เพียงเล็กน้อย
- กำไร 2Q22 น่าจะโตต่อเนื่อง y-y จากการผลิตรถยนต์ในประเทศที่อย่ในระดับสงและ คำสั่งซื้อใหม่
- คงแนะนำซื้อที่ราคาเป้าหมายเดิมที่ 28 บาท; AH ยังเป็นหุ้นเด่นของเรา

#### แหวโห้มเชิงบวกจากผู้บริหาร

้ผู้บริหารของ AH เชื่อว่าบริษัทฯ น่าจะสามารถรักษาเป้าอัตราการเติบโตของรายได้ไว้ที่ 30% ในปีนี้จากคำสั่งซื้อใหม่และปริมาณคำสั่งซื้อที่สูงขึ้น นอกจากนี้ผู้บริหารยังคาดว่าราคาเหล็ก ซึ่ง เป็นแรงกดดันหลักของผู้ผลิตชิ้นส่วนยานยนต์ในช่วง 9 เดือนที่ผ่านมาจะเริ่มทรงตัว ด้วยเหตุ ดังกล่าวเรายังคงเป้ารายได้และกำไรปี 2022 ของเราไว้ที่ 19% และ 40% ตามลำดับ

#### Downside สำคัญกระทบน้อย

ปัจจุบันเรามีความกังวลน้อยลงเกี่ยวกับการปิดโรงงานของ AH ในเซี่ยงไฮ้เนื่องจากโรงงาน ้ ดังกล่าวได้กลับมาเดินการผลิตหลังปิดไปเป็นเวลาเพียงหนึ่งเดือน นอกจากนี้รัฐบาลจีนยังน่าจะ ผ่อนคลายนโยบายปิดเมืองที่เคยเข้มงวด ในขณะที่โรงงานของ AH ในประเทศจีนได้กลับมา เดินการผลิตในระดับปกติ บริษัทฯ คาดว่าโรงงานในจีนจะไม่สร้างผลขาดทนใน 2Q22 ซึ่งดีกว่า ที่เราเคยคาด นอกจากนี้บริษัทฯ ยังเชื่อด้วยว่าบริษัทฯ จะได้ประโยชน์ใน 3Q22 จากความ ้ต้องการที่อั้นอยู่อันเกิดจากมาตรการปิดเมือง ในภาพรวมเราคิดว่าการปิดโรงงานในจีนน่าจะไม่ กระทบประมาณการกำไรของเราในปี 2022

#### โตต่อเนื่อง y-y ใน 2Q22

แม้ว่าจะมีความเสี่ยงจากผลประกอบการของโรงงานของ AH ในเซี่ยงไฮ้ เราคาดว่ากำไรของ AH ใน 2Q22 น่าจะโตต่อเนื่อง y-y จาก 1) การผลิตรถยนต์ในระดับที่ดี (+13%) และการเติบโต ของยอดขายในประเทศ (+9%) ในเดือน เม.ย. 22; และ 2) การรับรู้คำสั่งซื้อชิ้นส่วนยานยนต์ ใหม่เต็มไตรมาสมูลค่าประมาณ 700 ลบ. ในปีนี้ นอกจากนี้โดยปกติรายได้ใน 2Q22 จะชะลอ ์ ตัวจาก 1Q อยู่ประมาณ 15-20% ถ้าตัวเลขเป็นเหมือนในอดีต แม้ว่ารายได้ของ AH อาจลดลง จากจุดสูงสุดเป็นประวัติการณ์ใน 1Q22 ถึง 25% รายได้ใน 2Q22 น่าจะยังสูงกว่าใน 2Q21

#### คงแนะนำซื้อที่ราคาเป้าหมายเดิมที่ 28 บาท

แม้ว่าจะมี Downside หลายประการที่อาจกดดันกลุ่มยานยนต์อันประกอบด้วยสงครามระหว่าง รัสเซียและยูเครนและอัตราเงินเฟ้อที่สูงขึ้น เราเชื่อว่าผลกระทบที่อาจมีต่อ AH น่าจะมีน้อยและ แนวโน้มของบริษัทฯ น่าจะยังดีกว่าเพื่อน เราคงแนะนำชื้อ AH ซึ่งเป็นหุ้นเด่นของเราในกลุ่มฯ ที่ราคาเป้าหมายเดิมที่ 28 บาท ราคาดังกล่าวคิดเป็น 9x ของค่า 2022E P/E (+1SD ของค่า P/E เฉลี่ย)

#### **KEY STOCK DATA**

| YE Dec (THB m)       | 2021   | 2022E  | 2023E  | 2024E  |
|----------------------|--------|--------|--------|--------|
| Revenue              | 20,433 | 24,318 | 26,499 | 28,579 |
| Net profit           | 1,024  | 1,108  | 1,305  | 1,487  |
| EPS (THB)            | 2.89   | 3.12   | 3.68   | 4.19   |
| vs Consensus (%)     | -      | 4.1    | 3.9    | 3.1    |
| EBITDA               | 1,699  | 1,674  | 1,802  | 1,929  |
| Core net profit      | 792    | 1,108  | 1,305  | 1,487  |
| Core EPS (THB)       | 2.23   | 3.12   | 3.68   | 4.19   |
| Chg. In EPS est. (%) | -      | -      | -      | -      |
| EPS growth (%)       | 393.4  | 39.9   | 17.7   | 13.9   |
| Core P/E (x)         | 10.8   | 7.7    | 6.5    | 5.7    |
| Dividend yield (%)   | 2.5    | 4.6    | 6.1    | 7.0    |
| EV/EBITDA (x)        | 9.4    | 9.2    | 7.9    | 6.9    |
| Price/book (x)       | 1.0    | 0.9    | 0.8    | 0.8    |
| Net debt/Equity (%)  | 81.5   | 68.7   | 52.0   | 39.9   |
| ROE (%)              | 9.9    | 12.5   | 13.5   | 14.2   |



| Share price performance        | 1 Month | 3 Month | 12 Month   |
|--------------------------------|---------|---------|------------|
| Absolute (%)                   | 2.6     | 4.8     | 4.8        |
| Relative to country (%)        | 2.8     | 6.2     | 0.4        |
| Mkt cap (USD m)                |         |         | 248        |
| 3m avg. daily turnover (USD m) |         |         | 1.1        |
| Free float (%)                 |         |         | 50         |
| Major shareholder              |         | Thai N\ | /DR (14%)  |
| 12m high/low (THB)             |         | 2       | 8.50/19.80 |
| Issued shares (m)              |         |         | 354.84     |
|                                |         |         |            |

Sources: Bloomberg consensus; FSSIA estimates



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PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

#### Investment thesis

Aapico Hitech (AH TB) is Thailand's biggest automotive company in terms of revenue. It has various investments overseas, mainly in China, Portugal, and Malaysia.

Thailand's automobile manufacturing industry is one of the largest drivers of the country's economy. The demand for new cars in Thailand has consistently remained at 0.8-1m units per year, according to historical data. Its average car production is also high at 1.9-2m units per year. Therefore, when the economy returns to normal, we expect Thailand's automobile production volume to also return to its normal level – compared with the 2021 production level of 1.7m units – which could directly benefit AH because 65% of its operational revenue comes from Thailand.

#### Company profile

The company's main businesses are the manufacture of OEM automotive parts and designing, producing, and installing assembly jigs and stamping dies. The company has invested in other businesses associated with the automotive industry, including car dealerships, IoT connectivity, and mobility businesses.

www.aapico.com

#### Principal activities (revenue, 2021)

Manufacture of auto parts - 74.4 %

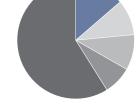


 $\blacksquare$  Car dealership and others - 25.6 %

Source: AAPICO Hitech

#### **Major shareholders**

- Thai NVDR 13.7 %
- Teo Lee Ngo 9.8 %
- Yeap Swee Chuan 9.8 %
- Yeap Xin Rhu 7.8 %
- Others 58.9 %



Source: AAPICO Hitech

#### **Catalysts**

- The strong recovery of Thailand's car manufacturing industry;
- Trading at a lower P/E compared to its peers;
- New orders.

### Key assumptions

|                                | 2020   | 2021  | 2022E | 2023E | 2024E |
|--------------------------------|--------|-------|-------|-------|-------|
|                                | (%)    | (%)   | (%)   | (%)   | (%)   |
| Thailand car production growth | (29.1) | 18.1  | 5.7   | 5.6   | 3.7   |
| Domestic car sales             | (21.4) | (6.7) | 8.3   | 6.3   | 8.2   |
| Malaysia car sales             | (12.4) | 10.0  | 10.0  | 8.0   | 5.0   |

#### Risks to our call

Key downside risks to our P/E-derived TP include lowerthan-expected car production volumes and lower car sales in both Thailand and Malaysia, higher steel prices, semiconductor shortages, and exchange rate risk.

#### **Event calendar**

| Date   | Event                     |
|--------|---------------------------|
| Aug-22 | 2Q22 results announcement |

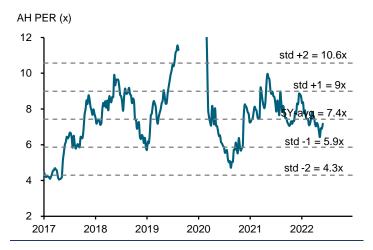
Source: FSSIA estimates

#### **Earnings sensitivity**

- For every 1% increase in revenue, we project 2022 earnings to rise by 0.4%, and vice versa, all else being equal.
- For every 10 bps increase in gross profit margin, we project 2022 earnings to rise by 4.8%, and vice versa, all else being equal.

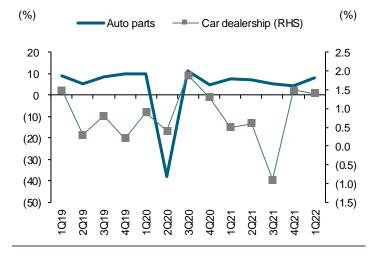
Source: FSSIA estimates

#### Exhibit 1: Rolling one-year forward P/E band



Sources: Bloomberg; FSSIA estimates

#### **Exhibit 3: EBIT margin by business**



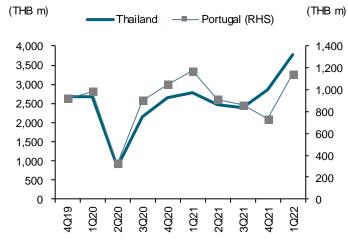
Source: AH

Exhibit 2: Rolling one-year forward P/BV band



Sources: Bloomberg; FSSIA estimates

#### **Exhibit 4: Auto parts revenue from Thailand vs Portugal**



Source: AH

#### **Financial Statements**

AAPICO Hitech

| Profit and Loss (THB m) Year Ending Dec           | 2020     | 2021     | 2022E    | 2023E    | 2024E    |
|---|----------|----------|----------|----------|----------|
| Revenue   | 17,172   | 20,433   | 24,318   | 26,499   | 28,579   |
| Cost of goods sold                                | (15,057) | (17,194) | (20,852) | (22,762) | (24,578) |
| Gross profit                                      | 2,116    | 3,239    | 3,466    | 3,736    | 4,001    |
| Other operating income                            | -        | -        | -        | -        | -        |
| Operating costs                                   | (1,333)  | (1,540)  | (1,792)  | (1,934)  | (2,072)  |
| Operating EBITDA                                  | 783      | 1,699    | 1,674    | 1,802    | 1,929    |
| Depreciation                                      | (998)    | (1,031)  | (743)    | (715)    | (686)    |
| Goodwill amortisation                             | -        | -        | -        | -        | -        |
| Operating EBIT                                    | (215)    | 668      | 931      | 1,086    | 1,243    |
| Net financing costs                               | (338)    | (343)    | (327)    | (321)    | (311)    |
| Associates  | 101      | 281      | 306      | 333      | 359      |
| Recurring non-operating income                    | 726      | 593      | 659      | 712      | 754      |
| Non-recurring items                               | 2        | 232      | 0        | 0        | 0        |
| Profit before tax                                 | 175      | 1,151    | 1,263    | 1,477    | 1,686    |
| Tax   | (12)     | (113)    | (139)    | (155)    | (180)    |
| Profit after tax                                  | 163      | 1,037    | 1,124    | 1,322    | 1,505    |
| Minority interests                                | (15)     | (13)     | (16)     | (17)     | (19)     |
| Preferred dividends                               | -        | -        | -        | -        | -        |
| Other items                                       | -        | -        | -        | -        | -        |
| Reported net profit                               | 148      | 1,024    | 1,108    | 1,305    | 1,487    |
| Non-recurring items & goodwill (net)              | (2)      | (232)    | 0        | 0        | 0        |
| Recurring net profit                              | 146      | 792      | 1,108    | 1,305    | 1,487    |
| Per share (THB)                                   |          |          |          |          |          |
| Recurring EPS *                                   | 0.45     | 2.23     | 3.12     | 3.68     | 4.19     |
| Reported EPS                                      | 0.46     | 2.89     | 3.12     | 3.68     | 4.19     |
| DPS   | 0.00     | 0.61     | 1.09     | 1.47     | 1.68     |
| Diluted shares (used to calculate per share data) | 323      | 355      | 355      | 355      | 355      |
| Growth  |          |          |          |          |          |
| Revenue (%)                                       | (6.6)    | 19.0     | 19.0     | 9.0      | 7.9      |
| Operating EBITDA (%)                              | (39.4)   | 117.0    | (1.5)    | 7.6      | 7.1      |
| Operating EBIT (%)                                | nm       | nm       | 39.3     | 16.6     | 14.4     |
| Recurring EPS (%)                                 | (84.5)   | 393.4    | 39.9     | 17.7     | 13.9     |
| Reported EPS (%)                                  | nm       | 530.0    | 8.2      | 17.7     | 13.9     |
| Operating performance                             |          |          |          |          |          |
| Gross margin inc. depreciation (%)                | 6.5      | 10.8     | 11.2     | 11.4     | 11.6     |
| Gross margin of key business (%)                  | -        | -        | -        | -        | -        |
| Operating EBITDA margin (%)                       | 4.6      | 8.3      | 6.9      | 6.8      | 6.7      |
| Operating EBIT margin (%)                         | (1.3)    | 3.3      | 3.8      | 4.1      | 4.4      |
| Net margin (%)                                    | 0.8      | 3.9      | 4.6      | 4.9      | 5.2      |
| Effective tax rate (%)                            | -6.9     | -9.9     | -11.0    | -10.5    | -10.7    |
| Dividend payout on recurring profit (%)           | -        | 27.2     | 35.0     | 40.0     | 40.0     |
| Interest cover (X)                                | 1.5      | 3.7      | 4.9      | 5.6      | 6.4      |
| Inventory days                                    | 66.7     | 59.7     | 52.4     | 46.9     | 44.6     |
| Debtor days                                       | 51.2     | 45.4     | 40.8     | 45.5     | 45.3     |
| Creditor days                                     | 103.2    | 95.6     | 84.2     | 79.2     | 79.3     |
| Operating ROIC (%)                                | (2.5)    | 7.7      | 10.7     | 12.0     | 13.8     |
| ROIC (%)  | 3.1      | 7.5      | 9.5      | 10.8     | 12.1     |
| ROE (%)   | 2.0      | 9.9      | 12.5     | 13.5     | 14.2     |
| ROA (%)   | 2.3      | 5.1      | 6.2      | 6.7      | 7.1      |
| * Pre-exceptional, pre-goodwill and fully diluted |          |          |          |          |          |
| Revenue by Division (THB m)                       | 2020     | 2021     | 2022E    | 2023E    | 2024E    |
| Manufacture of auto parts                         | 12,028   | 15,201   | 17,654   | 19,419   | 20,752   |
| Car dealership and others                         | 5,144    | 5,232    | 6,664    | 7,079    | 7,827    |
| Sources: AAPICO Hitech: FSSIA estimates           | -,       | ,        | -,       | ,        | - ,      |

Sources: AAPICO Hitech; FSSIA estimates

#### **Financial Statements**

AAPICO Hitech

| Recurring net profit         146         792         1,108         1,305         1,487           Depreciation         998         1,031         743         715         686           Associates & minorities         15         13         16         17         19           Other non-cash items         86         375         639         22         21           Change in working capital         (928)         1,087         (1,050)         291         (70)           Cash flow from operations         316         3,299         1,456         2,351         2,142           Capex - natineance         (446)         (929)         (336)         (476)         (476)           Capex - new investment         (191)         (398)         (144)         (204)         (204)           Net acquisitions & disposals         84         73         0         0         0         0           Other investments (net)         145         463         5         5         5         4           Cash flow from investing         (408)         (791)         (475)         (675)         (676)           Dividends paid         0         (215)         (388)         (522)         (595)   | AAPICO Hitech                                     |                          |                   |                     |          |          |
|--|---|--------------------------|-------------------|---------------------|----------|----------|
| Democration   998  | Cash Flow (THB m) Year Ending Dec                 | 2020                     | 2021              | 2022E               | 2023E    | 2024E    |
| Associates A minorities   15   13   16   17   19     Chengo in working capital case   100   1    | Recurring net profit                              | 146                      | 792               | 1,108               | 1,305    | 1,487    |
| Column   C   | Depreciation                                      | 998                      | 1,031             |                     |          |          |
| Change in working capital   1928   1,887   1,1950   291   1,700  | Associates & minorities                           | 15                       | 13                | 16                  | 17       | 19       |
| Cash from from operations         316         3.99         1,456         2,351         2,142           Cappar - maintenance         (146)         (929)         (338)         (144)         (204)         (204)           Cappar - new investment         (191)         (389)         (144)         (204)         (204)           Assent acquisitions & disposals         44         73         0         0         0           Other investment (ret)         145         453         5.5         5         4           Cash flow from investing         (408)         (791)         (158)         (522)         (198)           Dock data paid         0         (215)         (183)         411         (100)         (200)           Dock flow from financing         2         1         2         1         0         0         0         0         0         0         0         0         0         0         0         0         0         0  |   |                          |                   |                     |          |          |
| Capex - men winterment         (146)         (929)         (336)         (4176)         (476)           Capex - men winterment         (191)         (398)         (144)         (204)         (204)           Note arrivationers & disposals         64         73         0         0         0           Cash flow from investing (mel)         145         483         5         5         5         6           Capity floring         (408)         (791)         (475)         (676)         (676)         (676)         (677)         (677)         (677)         (677)         (677)         (677)         (677)         (677)         (677)         (677)         (677)         (677)         (677)         (677)         (677)         (677)         (678)         (677)         (678)         (677)         (679)         (679)         (679)         (679)         (679)         (604)         (778   | · · · · · · · · · · · · · · · · · · ·             | , ,                      |                   | ,                   |          | . ,      |
| Capes - rew inversement   1919   (389)   (144)   (204)   (204)   (204)     New acqualitions & disposals   84   73   0   0   0   0     Other inversements (ret)   145   463   5   5   4     Cash flow from investing   (408)   (791)   (775)   (775)   (775)     Caudiscis parid   0   (715)   (388)   (522)   (595)     Equily financia   77   78   (183)   41   (107)   (203)     Cash flow from investing   140   (231)   41   (107)   (203)     Cash flow from investing   140   (231)   41   (107)   (203)     Cash flow from investing   281   (22,277)   39   (604)   (778)     Cash flow from investing   281   (22,277)   39   (604)   (778)     Non-recurring cash flows   1   2   1   0   0   0     Not other adjustments   (92)   (178)   0   0   0     Not other adjustments   (92)   (178)   0   0   0     Not other adjustments   (92)   (178)   0   0   0     Not other adjustments   0   2   1,000   1,071     Free cash flow from (FCFF)   281 to 1   2,855 88   1,313 05   2,003,15   1,789 52     Free cash flow from (FCFF)   37,000   20,766   1,000   1,000     Free cash flow from the (FCFF)   281 to 1   2,855 88   1,313 05   2,003,15   1,789 52     For Early flow flow per share   0.79   6.04   3.70   5.55   5.03     FCFE per share   0.79   6.04   3.70   5.55   5.03     FCFE per share   0.79   6.04   3.70   5.05   5.00     FCFE per share   0.79   7.75   3.97   4.49   1.00     FCFE per share   0.79   7.75   3.97   4.49   1.00     FCFE per share   0.79   7.75   3.97   4.49   1.00     FCFE per share   0.79   7.75   3.37   4.49   1.00   4.00     FCFE per share   0.79    | •   |                          | ·                 |                     |          | •        |
| Net acquaintone & disponale  | •   | , ,                      | , ,               | ` '                 | , ,      | , ,      |
| Chair investments (rest)   | •   |                          |                   |                     |          | , ,      |
| Dividents paid   |   |                          |                   |                     | 5        | 4        |
| Equily finance   0   | Cash flow from investing                          | (408)                    | (791)             | (475)               | (675)    | (676)    |
| Debt   Financing cash flows  | Dividends paid                                    | 0                        | (215)             | (388)               | (522)    | (595)    |
| Colher Infoancing cash flows   | • •   |                          |                   |                     |          |          |
| Cash Incorporating analysis         281         (2.27)         30         (64)         (76)           Other adjustments         0         1.4         0         0         0         0           Note other adjustments         (92)         (178)         0         0         0         0           Movement in cash         97         52         1,202         1,201         1,786.92         1,786.92           Free cash flow to equity (FCFE)         28.103         2,853.88         1,313.05         2,003.15         1,786.92           For share (FUB)         7.77         8.04         3,70         5.65         5.03           FCFE per share         0.79         8.04         3,70         5.55         5.03           FCFE per share         0.77         202         20.55         21.135         2.232           Each sect (FUB) Vear Ending Dec         202         20.55         21.135         2.232           Each sect (FUB) Vear Ending Dec         202         20.55         21.136         2.235           Each Sect (FUB) Vear Ending Dec         202         20.55         21.136         2.235           Long See Share (FUB) Vear Ending Dec         202         20.55         21.13         3.02         2.231<  |   |                          |                   |                     | , ,      | , ,      |
| Non-reaguisments   | <u> </u>  | , ,                      |                   |                     |          |          |
| Other adjustments         0         14         0         0         0           Movement in cash         97         52         1,020         1,071         850           Free cash flow to firm (FCFF)         28101         2,853,88         1,310,30         2,003,15         1,785,92           Free cash flow to equity (FCFF)         28101         2,853,88         1,310,30         2,003,15         1,785,92           For share (THB)         CFCF par share         0.79         8.04         3.70         5.65         5.03           ECFE par share         0.02         2021         2022         2023         2,185         6.23           Ealance Sheet (THB m) Year Ending Dec         2020         200,93         21,185         21,86         6.23           Ealance Sheet (THB m) Year Ending Dec         2020         200,955         21,185         21,86         6.23           Ealance Sheet (THB m) Year Ending Dec         1,021         20,099         20,955         21,185         22,78           Early Completed Seases (seed)         1,102         20,099         20,955         21,185         21,86         22,38           Early Completed Seases (seed)         1,102         1,102         2,009         3,009         3,00         3,00 <td></td> <td>201</td> <td>(2,211)</td> <td>-</td> <td>(604)</td> <td>(770)</td>  |   | 201                      | (2,211)           | -                   | (604)    | (770)    |
| Net other adjustments   192   1778   0   | •   | 0                        | 14                | 0                   | 0        | 0        |
|  | •   |                          | (178)             |                     | 0        | 0        |
| Five share (THB)         Por share (THB)         Por share (THB)         1.592.62         1.284.76           FOFF per share         0.79         8.04         3.70         5.65         5.03           FOFE per share         0.27         0.75         3.97         4.49         3.62           Recurring cash flow per share         0.20         2021         2022E         2024E         2024E           Balance Sheet (THB in) Year Ending Dec         2020         2021         20.98         21.185         21.785           Less: Accumulated deprenelation         (11.244)         (11.998)         12.984         21.186         21.785           Long-tern floancial sasets (net)         7.773         8.222         8.041         8.110         8.208           Long-term floancial sasets (net)         7.773         8.222         8.041         8.110         8.208           Long-term floancial sasets (net)         7.773         8.222         8.041         8.110         8.208           Long-term floancial sasets (net)         7.773         8.222         8.041         8.110         4.150         4.150         4.150         4.150         4.150         4.150         4.150         4.150         4.150         4.150         4.150         4.150 <t< td=""><td>Movement in cash</td><td>97</td><td>52</td><td>1,020</td><td>1,071</td><td>690</td></t<>  | Movement in cash                                  | 97                       | 52                | 1,020               | 1,071    | 690      |
| Por share (THB)  FOFF per share  | Free cash flow to firm (FCFF)                     | 281.01                   | 2,853.68          | 1,313.05            | 2,003.15 | 1,785.92 |
| FCFF per share   | Free cash flow to equity (FCFE)                   | 97.30                    | 267.66            | 1,407.92            | 1,592.62 | 1,284.76 |
| FCFE per share   Q.27  | Per share (THB)                                   |                          |                   |                     |          |          |
| FCFE per share   Q.27  | FCFF per share                                    | 0.79                     | 8.04              | 3.70                | 5.65     | 5.03     |
| Balance Sheet (FHB m) Year Endling Dec   2020   2021   2022E   2023E   2024E   | •   | 0.27                     | 0.75              | 3.97                | 4.49     | 3.62     |
| Tangible fixed assets (gross)  | Recurring cash flow per share                     | 3.86                     | 6.23              | 7.06                | 5.80     | 6.23     |
| Less: Accumulated depreciation (11,248) (11,987) (12,544) (13,076) (13,578) (13,578) (13,076) | Balance Sheet (THB m) Year Ending Dec             | 2020                     | 2021              | 2022E               | 2023E    | 2024E    |
| Tanglibe fixed assets (net)  | Tangible fixed assets (gross)                     | 19,021                   | 20,209            | 20,585              | 21,185   | 21,785   |
| Intamplibe fixed asserts (net)   | Less: Accumulated depreciation                    | (11,248)                 | (11,987)          | (12,544)            | (13,076) | (13,578) |
| Long-term financial assets         -<  | Tangible fixed assets (net)                       | 7,773                    | 8,222             | 8,041               | 8,110    | 8,208    |
| Invest. in associates & subsidiaries 3,716 4,150 4,150 4,150 4,150 2,846 2,847 3,198 3,412 3,588 1/Creceivable 2,846 2,237 3,198 3,412 3,588 1/Creceivable 2,846 2,237 2,913 3,198 3,412 3,588 1/Cotaria assets 3,435 2/Creceivable 3,303 2,958 3,198 3,412 3,688 3,115 2/Current assets 4,35 2/Cr 2,911 3,06 3,211 2/Current assets 4,35 2/Cr 2,926 3,031 3,98 3,412 2,984 3,115 2/Current assets 4,35 2/Current assets 1,1,48 4,46 3,44 3,51 3,688 2/Cotaria assets 1,1,48 1,46 3,44 3,51 3,688 2/Cotaria assets 1,1,48 1,48 1,48 3,51 3,513 3,544 2,5111 26,316 2/Common equity 7,473 8,513 9,249 1,0,050 1,0,960 Minorities etc. 2,68 3,00 3,18 3,35 3,54 2,511 26,316 2/Common equity 7,741 8,815 9,567 1,0,885 11,315 2,001 2, | • , ,   | 3,143                    | 3,317             | 3,159               | 3,055    | 2,951    |
| Cash & equivalents         690         742         1,762         2,833         3,523           ACV crecivable         2,846         2,237         3,198         3,412         3,680           Inventories         2,596         3,031         2,958         2,985         3,115           Other current assets         435         277         291         306         321           Current assets         6,566         6,266         8,209         9,445         10,638           Other assets         1,148         746         334         351         368           Total assets         22,346         22,722         23,894         25,111         26,316           Common equity         7,473         8,513         9,249         10,050         10,960           Minorities etc.         268         302         318         335         354           Compten installation         5,597         4,238         4,700         4,600         4,500           Other long-term liabilities         6,586         4,750         5,367         5,101         5,522           ACC payable         4,119         4,844         4,733         5,146         5,537           Short term debt         3,5   | <u> </u>  | - 0.740                  | -                 | -                   | -        | -        |
| A/C receivable         2,846         2,237         3,198         3,412         3,880           Inventories         2,596         3,031         2,958         3,115           Current assets         6,566         6,266         8,209         9,445         10,638           Other assets         1,148         746         334         351         388           Total assets         22,346         22,722         23,894         25,111         26,316           Common equity         7,473         8,513         9,249         10,050         10,960           Minorities etc.         268         302         318         335         354           Total shareholders' equity         7,741         8,815         9,567         10,385         11,315           Long term debt         5,597         4,238         4,700         4,600         4,500           Other corrent liabilities         5,62         512         667         710         752           Long-term liabilities         4,158         4,780         5,367         5,310         5,252           Long-term liabilities         4,169         4,884         4,733         5,146         5,537           Short run debt         3,889 <td></td> <td></td> <td>,</td> <td>•</td> <td></td> <td></td>  |   |                          | ,                 | •                   |          |          |
| Inventories  | •   |                          |                   |                     |          |          |
| Other current assets         435         277         291         306         321           Current assets         6,566         6,286         8,209         9,445         10,638           Other assets         1,148         746         334         351         388           Total assets         22,346         22,722         23,894         25,111         26,316           Common equity         7,473         8,513         9,249         10,05         10,960           Minorities etc.         288         302         318         335         354           Total shareholders' equity         7,741         8,815         9,567         10,385         11,315           Long term liabilities         5,597         4,238         4,700         4,600         4,500           Other long-term liabilities         6,158         4,750         5,567         5,31         7,522           A/C payable         4,119         4,884         4,733         5,146         5,537           Shot term debt         3,852         3,687         3,536         3,536           Other current liabilities         4,76         587         591         635         766           Current liabilities and shareholders' equ   |   | ,                        | ,                 |                     |          |          |
| Other assets         1,148         746         334         351         368           Total assets         22,346         22,722         23,894         25,111         26,316           Common equity         7,473         8,313         9,249         10,050         10,960           Minorities etc.         268         302         318         335         354           Total shareholders' equity         7,741         8,815         9,567         10,385         11,315           Long term debt         5,597         4,238         4,700         4,600         4,500           Other long-term liabilities         6,188         4,750         5,367         7,10         752           AC payable         4,119         4,884         4,733         5,146         5,537           Short term debt         3,852         3,687         3,636         3,636         3,536           Current liabilities         8,446         9,158         8,960         9,416         9,749           Total liabilities and shareholders' equity         22,346         22,722         23,894         25,111         26,316           Current liabilities         3,42         1,762         16,599         16,808         16,498 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td></th<>   |   |                          |                   |                     |          |          |
| Total assets         22,346         22,722         23,894         25,111         26,316           Common equity         7,473         8,513         9,249         10,050         10,960           Minorities etc.         268         302         318         335         354           Total shareholders' equity         7,741         8,815         9,567         10,385         11,315           Long tern debt         5,597         4,238         4,700         4,600         4,500           Other long-term liabilities         6,158         4,750         5,367         5,367         5,310         5,252           A/C payable         4,119         4,884         4,733         5,146         5,537           Short term debt         3,852         3,687         3,636         3,636         3,536           Other current liabilities         4,76         5,87         591         635         676           Current liabilities and shareholders' equity         22,346         22,722         23,894         25,111         26,316           Net working capital         1,282         73         1,123         832         902           Invested capital         17,062         16,509         16,808         16,409  | Current assets                                    | 6,566                    | 6,286             | 8,209               | 9,445    | 10,638   |
| Common equity         7,473         8,513         9,249         10,050         10,960           Minorities etc.         268         302         318         335         354           Total shareholders' equity         7,741         8,815         9,567         10,385         11,315           Long term debt         5,597         4,238         4,700         4,600         4,500           Other long-term liabilities         6158         4,750         5,367         5,310         7,52           Long-term liabilities         6,158         4,750         5,367         5,310         5,252           AC payable         4,119         4,884         4,733         5,146         5,537           Short term debt         3,852         3,687         3,636         3,636         3,536           Other current liabilities         476         587         591         635         676           Current liabilities and shareholders' equity         22,346         22,722         23,894         25,111         26,316           Net working capital         1,282         73         1,123         832         902           Invested Capital         1,282         73         1,620         1,620         1,620  | Other assets                                      | 1,148                    | 746               | 334                 | 351      | 368      |
| Minorities etc.         268         302         318         335         354           Total shareholders' equity         7,741         8,815         9,567         10,385         11,315           Long term debt         5,597         4,238         4,700         4,600         4,500           Other long-term liabilities         652         512         667         710         752           Long-term liabilities         6,158         4,750         5,367         5,310         5,252           ACP payable         4,119         4,884         4,733         5,146         5,537           Short term debt         3,852         3,687         3,636         3,636         3,536           Other current liabilities         476         587         591         635         676           Current liabilities and shareholders' equity         22,346         22,722         23,894         25,111         26,316           Net working capital         1,282         73         1,123         832         902           Includes convertibles and preferred stock which is being treated as debt         7         26,07         28.32         30.89           Per share (THB)         10         23.99         26.07         28.32         <   |   |                          | ·                 | -                   | •        | •        |
| Total shareholders' equity         7,741         8,815         9,567         10,385         11,315           Long term debt         5,597         4,238         4,700         4,600         4,500           Other long-term liabilities         562         512         667         710         752           Long-term liabilities         6,158         4,750         5,367         5,310         5,252           A/C payable         4,119         4,884         4,733         5,146         5,537           Short term debt         3,852         3,687         3,636         3,636         3,536           Other current liabilities         4,76         587         591         635         676           Current liabilities and shareholders' equity         22,346         22,722         23,894         25,111         26,316           Net working capital         17,062         16,509         16,808         16,498         16,579           Invested capital         17,062         16,509         16,808         16,498         16,579           Invested capital (miles convertibles and preferred stock which is being treated a sebt         4         27.2         28,02         30.89           Tangible book value per share         23.17         83.99 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   |   |                          |                   |                     |          |          |
| Long term debt         5,597         4,238         4,700         4,600         4,500           Other long-term liabilities         562         512         667         710         752           Long-term liabilities         6,158         4,750         5,367         5,310         5,252           A/C payable         4,119         4,884         4,733         5,146         5,537           Short term debt         3,852         3,687         3,636         3,636         3,536           Cher current liabilities         476         587         591         635         676           Current liabilities and shareholders' equity         22,346         22,722         23,894         25,111         26,316           Net working capital         1,282         73         1,123         332         902           Invested capital         17,062         16,509         16,808         16,498         16,579           *Includes convertibles and preferred stock which is being treated as debt           *Per share (THB)           Book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         13.42         14.64         17.10         19.71<  |   |                          |                   |                     |          |          |
| Other long-term liabilities         562 Long-term liabilities         512 Long-term liabilities         6,158 d.,158 d.,150 d.,158 d.,   |   | ·                        | •                 |                     | •        | •        |
| Long-term liabilities         6,158         4,750         5,367         5,310         5,252           A/C payable         4,119         4,884         4,733         5,146         5,537           Short term debt         3,852         3,687         5,91         635         676           Current liabilities         476         587         591         635         676           Current liabilities and shareholders' equity         22,346         22,722         23,894         25,111         26,316           Net working capital         1,282         73         1,123         832         902           Invested capital         17,062         16,509         16,808         16,498         16,579           *Includes convertibles and preferred stock which is being treated as debt           *Per share (THB)           Book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         33.42         14.64         17.16         19.71         22.57           Financial strength         113.1         81.5         68.7         52.0         39.9           Net debt/equity (%)         13.2         31.6         27.5         21.5   | -   |                          |                   |                     |          |          |
| A/C payable         4,119         4,884         4,733         5,146         5,537           Short term debt         3,852         3,687         3,636         3,636         3,536           Other current liabilities         476         587         591         635         676           Current liabilities         8,446         9,158         8,960         9,416         9,749           Total liabilities and shareholders' equity         22,346         22,722         23,894         25,111         26,316           Net working capital         1,7062         16,509         16,808         16,498         16,579           Includes convertibles and preferred stock which is being treated as debt         17,062         16,509         16,808         16,498         16,579           For share (THB)           Book value per share         23.17         23.99         26.07         28.32         30.89           1angible book value per share         13.42         14.64         17.16         19.71         22.57           Financial strength         8         2.7         26.07         28.32         30.89           1angible book value per share         13.1         81.5         68.7         52.0         39.9  | =   |                          |                   |                     |          |          |
| Other current liabilities         476         587         591         635         676           Current liabilities         8,446         9,158         8,960         9,416         9,749           Total liabilities and shareholders' equity         22,346         22,722         23,894         25,111         26,316           Net working capital         17,062         16,509         16,808         16,498         16,579           Per share (THB)           Book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         13.42         14.64         17.16         19.71         22.57           Financial strength           Net debt/equity (%)         113.1         81.5         68.7         52.0         39.9           Net debt/equity (%)         39.2         31.6         27.5         21.5         17.1           Current ratio (x)         0.8         0.7         0.9         1.0         1.1           CF interest cover (x)         1.9         2.9         5.7         6.6         5.8  | A/C payable                                       | 4,119                    | 4,884             | 4,733               |          | 5,537    |
| Current liabilities         8,446         9,158         8,960         9,416         9,749           Total liabilities and shareholders' equity         22,346         22,722         23,894         25,111         26,316           Net working capital         1,282         73         1,123         832         902           Invested capital         17,062         16,509         16,808         16,498         16,579           * Includes convertibles and preferred stock which is being treated as debt           Per share (THB)           Book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         13.42         14.64         17.16         19.71         22.57           Financial strength           Net debt/equity (%)         113.1         81.5         68.7         52.0         39.9           Net debt/equity (%)         13.1         81.5         68.7         52.0         39.9           Net debt/equity (%)         39.2         31.6         27.5         21.5         17.1           Current ratio (x)         0.8         0.7         0.9         1.0         1.1           Cylinterest cover (x)  | Short term debt                                   | 3,852                    | 3,687             | 3,636               | 3,636    | 3,536    |
| Total liabilities and shareholders' equity         22,346         22,722         23,894         25,111         26,316           Net working capital         1,282         73         1,123         832         902           Invested capital         17,062         16,509         16,808         16,498         16,579           * Includes convertibles and preferred stock which is being treated as debt           Per share (THB)           Book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         23.11         31.5         68.7         52.0         39.9 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td></t<>   |   |                          |                   |                     |          |          |
| Net working capital 1,282 73 1,123 832 902 Invested capital 17,062 16,509 16,808 16,498 16,579 16,579 16,808 16,498 16,579 16,579 16,808 16,498 16,579 16,579 16,808 16,498 16,579 16,808 16,498 16,579 16,808 16,498 16,579 16,808 16,498 16,579 16,808 16,498 16,579 16,57 |   | ·                        | •                 |                     | •        | •        |
| Invested capital   17,062   16,509   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,808   16,498   16,579   16,579   16,579   16,808   16,498   16,579   16,579   16,808   16,498   16,498   16,579   16,579   16,808   16,498   16,498   16,498   16,498   16,579      | • •   | •                        | •                 |                     |          | -        |
| *Includes convertibles and preferred stock which is being treated as debt  *Per share (THB)  Book value per share 23.17 23.99 26.07 28.32 30.89 Tangible book value per share 13.42 14.64 17.16 19.71 22.57  *Financial strength  Net debt/equity (%) 113.1 81.5 68.7 52.0 39.9 Net debt/total assets (%) 39.2 31.6 27.5 21.5 17.1  *Current ratio (x) 0.8 0.7 0.9 1.0 1.1  *CF interest cover (x) 1.9 2.9 5.7 6.6 5.8  *Valuation 2020 2021 2022E 2023E 2024E  *Recurring P/E (x) * 53.1 10.8 7.7 6.5 5.7  *Recurring P/E @ target price (x) * 61.9 12.5 9.0 7.6 6.7  *Reported P/E (x) 52.4 8.3 7.7 6.5 5.7  *Price/book (x) 1.0 1.0 0.9 0.8 0.8  *Price/book (x) 1.8 1.6 1.4 1.2 1.1  *EV/EBITDA (x) ** 21.4 9.4 9.2 7.9 6.9  *EV/EBITDA (x) ** 22.1 10.3 10.1 8.7 7.7  *EV/invested capital (x) 1.0 0.9 0.9 0.8  | • .   |                          |                   |                     |          |          |
| Book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         13.42         14.64         17.16         19.71         22.57           Financial strength           Net debt/equity (%)         113.1         81.5         68.7         52.0         39.9           Net debt/total assets (%)         39.2         31.6         27.5         21.5         17.1           Current ratio (x)         0.8         0.7         0.9         1.0         1.1           CF interest cover (x)         1.9         2.9         5.7         6.6         5.8           Valuation         2020         2021         2022E         203E         2024E           Recurring P/E (x) *         53.1         10.8         7.7         6.5         5.7           Recurring P/E @ target price (x) *         61.9         12.5         9.0         7.6         6.7           Recurring P/E (x)         52.4         8.3         7.7         6.5         5.7           Recurring P/E (x) *         52.4         8.3         7.7         6.5         5.7           Price/book (x)         1.0  | ·   |                          | 10,000            | 10,000              | 10,100   | 10,010   |
| Book value per share         23.17         23.99         26.07         28.32         30.89           Tangible book value per share         13.42         14.64         17.16         19.71         22.57           Financial strength           Net debt/equity (%)         113.1         81.5         68.7         52.0         39.9           Net debt/total assets (%)         39.2         31.6         27.5         21.5         17.1           Current ratio (x)         0.8         0.7         0.9         1.0         1.1           CF interest cover (x)         1.9         2.9         5.7         6.6         5.8           Valuation         2020         2021         2022E         203E         2024E           Recurring P/E (x) *         53.1         10.8         7.7         6.5         5.7           Recurring P/E @ target price (x) *         61.9         12.5         9.0         7.6         6.7           Recurring P/E (x)         52.4         8.3         7.7         6.5         5.7           Recurring P/E (x) *         52.4         8.3         7.7         6.5         5.7           Price/book (x)         1.0  | ·   | Ü                        |                   |                     |          |          |
| Tangible book value per share         13.42         14.64         17.16         19.71         22.57           Financial strength         Net debt/equity (%)         113.1         81.5         68.7         52.0         39.9           Net debt/total assets (%)         39.2         31.6         27.5         21.5         17.1           Current ratio (x)         0.8         0.7         0.9         1.0         1.1           CF interest cover (x)         1.9         2.9         5.7         6.6         5.8           Valuation         2020         2021         2022E         2023E         2024E           Recurring P/E (x) *         53.1         10.8         7.7         6.5         5.7           Reported P/E (x)         53.1         10.8         7.7         6.5         5.7           Reported P/E (x)         52.4         8.3         7.7         6.5         5.7           Dividend yield (%)         5.2         4.6         6.1         7.0           Price/book (x)         1.0         1.0         0.9         0.8         0.8           Price/tangible book (x)         1.8         1.6         1.4         1.2         1.1           EV/EBITDA @ target price (x) **<  |   | 23 17                    | 23 99             | 26.07               | 28 32    | 30.89    |
| Financial strength           Net debt/equity (%)         113.1         81.5         68.7         52.0         39.9           Net debt/total assets (%)         39.2         31.6         27.5         21.5         17.1           Current ratio (x)         0.8         0.7         0.9         1.0         1.1           CF interest cover (x)         1.9         2.9         5.7         6.6         5.8           Valuation         2020         2021         2022E         2023E         2024E           Recurring P/E (x) *         53.1         10.8         7.7         6.5         5.7           Recurring P/E extraget price (x) *         61.9         12.5         9.0         7.6         6.7           Reported P/E (x)         52.4         8.3         7.7         6.5         5.7           Dividend yield (%)         -         2.5         4.6         6.1         7.0           Price/book (x)         1.0         1.0         0.9         0.8         0.8           Price/tangible book (x)         1.8         1.6         1.4         1.2         1.1           EV/EBITDA (w) ***         21.4  | ·   |                          |                   |                     |          |          |
| Net debt/total assets (%)         39.2         31.6         27.5         21.5         17.1           Current ratio (x)         0.8         0.7         0.9         1.0         1.1           CF interest cover (x)         1.9         2.9         5.7         6.6         5.8           Valuation         2020         2021         2022E         2023E         2024E           Recurring P/E (x) *         53.1         10.8         7.7         6.5         5.7           Reported P/E (x)         52.4         8.3         7.7         6.5         5.7           Dividend yield (%)         -         2.5         4.6         6.1         7.0           Price/book (x)         1.0         1.0         0.9         0.8         0.8           Price/tangible book (x)         1.8         1.6         1.4         1.2         1.1           EV/EBITDA (x) ***         21.4         9.4         9.2         7.9         6.9           EV/EDITDA @ target price (x) **         23.1         10.3         10.1         8.7         7.7           EV/invested capital (x)         1.0         1.0         0.9         0.9         0.9         0.8   |   |                          |                   |                     |          |          |
| Net debt/total assets (%)         39.2         31.6         27.5         21.5         17.1           Current ratio (x)         0.8         0.7         0.9         1.0         1.1           CF interest cover (x)         1.9         2.9         5.7         6.6         5.8           Valuation         2020         2021         2022E         2023E         2024E           Recurring P/E (x) *         53.1         10.8         7.7         6.5         5.7           Reported P/E (x)         52.4         8.3         7.7         6.5         5.7           Dividend yield (%)         -         2.5         4.6         6.1         7.0           Price/book (x)         1.0         1.0         0.9         0.8         0.8           Price/tangible book (x)         1.8         1.6         1.4         1.2         1.1           EV/EBITDA (x) ***         21.4         9.4         9.2         7.9         6.9           EV/EDITDA @ target price (x) **         23.1         10.3         10.1         8.7         7.7           EV/invested capital (x)         1.0         1.0         0.9         0.9         0.9         0.8   | Net debt/equity (%)                               | 113.1                    | 81.5              | 68.7                | 52.0     | 39.9     |
| CF interest cover (x)         1.9         2.9         5.7         6.6         5.8           Valuation         2020         2021         2022E         2023E         2024E           Recurring P/E (x) *         53.1         10.8         7.7         6.5         5.7           Reported P/E (x)         52.4         8.3         7.7         6.5         5.7           Dividend yield (%)         -         2.5         4.6         6.1         7.0           Price/book (x)         1.0         1.0         0.9         0.8         0.8           Price/tangible book (x)         1.8         1.6         1.4         1.2         1.1           EV/EBITDA (x) **         21.4         9.4         9.2         7.9         6.9           EV/EBITDA @ target price (x) **         23.1         10.3         10.1         8.7         7.7           EV/invested capital (x)         1.0         1.0         0.9         0.9         0.8   |   |                          |                   |                     |          | 17.1     |
| Valuation         2020         2021         2022E         2023E         2024E           Recurring P/E (x) *         53.1         10.8         7.7         6.5         5.7           Reported P/E @ target price (x) *         61.9         12.5         9.0         7.6         6.7           Reported P/E (x)         52.4         8.3         7.7         6.5         5.7           Dividend yield (%)         -         2.5         4.6         6.1         7.0           Price/book (x)         1.0         1.0         0.9         0.8         0.8           Price/tangible book (x)         1.8         1.6         1.4         1.2         1.1           EV/EBITDA (x) ***         21.4         9.4         9.2         7.9         6.9           EV/EBITDA @ target price (x) **         23.1         10.3         10.1         8.7         7.7           EV/invested capital (x)         1.0         1.0         0.9         0.9         0.9         0.8  | Current ratio (x)                                 | 0.8                      | 0.7               | 0.9                 | 1.0      | 1.1      |
| Recurring P/E (x) *         53.1         10.8         7.7         6.5         5.7           Recurring P/E @ target price (x) *         61.9         12.5         9.0         7.6         6.7           Reported P/E (x)         52.4         8.3         7.7         6.5         5.7           Dividend yield (%)         -         2.5         4.6         6.1         7.0           Price/book (x)         1.0         1.0         0.9         0.8         0.8           Price/tangible book (x)         1.8         1.6         1.4         1.2         1.1           EV/EBITDA (x) ***         21.4         9.4         9.2         7.9         6.9           EV/EBITDA @ target price (x) **         23.1         10.3         10.1         8.7         7.7           EV/invested capital (x)         1.0         1.0         0.9         0.9         0.8   | CF interest cover (x)                             | 1.9                      | 2.9               | 5.7                 | 6.6      | 5.8      |
| Recurring P/E @ target price (x) *         61.9         12.5         9.0         7.6         6.7           Reported P/E (x)         52.4         8.3         7.7         6.5         5.7           Dividend yield (%)         -         2.5         4.6         6.1         7.0           Price/book (x)         1.0         1.0         0.9         0.8         0.8           Price/tangible book (x)         1.8         1.6         1.4         1.2         1.1           EV/EBITDA (x) ***         21.4         9.4         9.2         7.9         6.9           EV/EBITDA @ target price (x) ***         23.1         10.3         10.1         8.7         7.7           EV/invested capital (x)         1.0         1.0         0.9         0.9         0.8  | Valuation   | 2020                     | 2021              | 2022E               | 2023E    | 2024E    |
| Reported P/E (x)     52.4     8.3     7.7     6.5     5.7       Dividend yield (%)     -     2.5     4.6     6.1     7.0       Price/book (x)     1.0     1.0     0.9     0.8     0.8       Price/tangible book (x)     1.8     1.6     1.4     1.2     1.1       EV/EBITDA (x) ***     21.4     9.4     9.2     7.9     6.9       EV/EBITDA @ target price (x) ***     23.1     10.3     10.1     8.7     7.7       EV/invested capital (x)     1.0     1.0     0.9     0.9     0.8   | · · · · ·   |                          |                   |                     |          |          |
| Dividend yield (%)       -       2.5       4.6       6.1       7.0         Price/book (x)       1.0       1.0       0.9       0.8       0.8         Price/tangible book (x)       1.8       1.6       1.4       1.2       1.1         EV/EBITDA (x) ***       21.4       9.4       9.2       7.9       6.9         EV/EBITDA @ target price (x) **       23.1       10.3       10.1       8.7       7.7         EV/invested capital (x)       1.0       1.0       0.9       0.9       0.8  | · · · · · · · ·                                   |                          |                   |                     |          |          |
| Price/book (x)         1.0         1.0         0.9         0.8         0.8           Price/tangible book (x)         1.8         1.6         1.4         1.2         1.1           EV/EBITDA (x) ***         21.4         9.4         9.2         7.9         6.9           EV/EBITDA @ target price (x) **         23.1         10.3         10.1         8.7         7.7           EV/invested capital (x)         1.0         1.0         0.9         0.9         0.8   |   | 52.4                     |                   |                     |          |          |
| Price/tangible book (x)     1.8     1.6     1.4     1.2     1.1       EV/EBITDA (x) **     21.4     9.4     9.2     7.9     6.9       EV/EBITDA @ target price (x) **     23.1     10.3     10.1     8.7     7.7       EV/invested capital (x)     1.0     1.0     0.9     0.9     0.8   | • • •   | - 10                     |                   |                     |          |          |
| EV/EBITDA (x) **     21.4     9.4     9.2     7.9     6.9       EV/EBITDA @ target price (x) **     23.1     10.3     10.1     8.7     7.7       EV/invested capital (x)     1.0     1.0     0.9     0.9     0.8   | * *   |                          |                   |                     |          |          |
| EV/EBITDA @ target price (x) **       23.1       10.3       10.1       8.7       7.7         EV/invested capital (x)       1.0       1.0       0.9       0.9       0.8   | · , ,   |                          |                   |                     |          |          |
| EV/invested capital (x) 1.0 1.0 0.9 0.9 0.8  | * *   |                          |                   |                     |          |          |
| * Pre-exceptional, pre-goodwill and fully diluted  | • ,   |                          |                   |                     |          |          |
|  | * Pre-exceptional, pre-goodwill and fully diluted | BITDA includes associate | income and recurr | ing non-operating i | ncome    |          |

Sources: AAPICO Hitech; FSSIA estimates

#### Corporate Governance report of Thai listed companies 2020

| EXCELLE | NT I EVEL | •           |        |           |         |           |                |                      |          |        |
|---------|-----------|-------------|--------|-----------|---------|-----------|----------------|----------------------|----------|--------|
| 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         | ОТО    | 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  | SEAOIL    | 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    |
| ГНІР    | THRE      | THREL       | TIP    | TIPCO     | TISCO   | TK        | TKT            | TTB                  | TMILL    | TNDT   |
| ΓNL     | TOA       | TOP         | TPBI   | TQM       | TRC     | TSC       | TSR            | TSTE                 | TSTH     | TTA    |
| TTCL    | TTW       | TU          | TVD    | TVI       | TVO     | TWPC      | U              | UAC                  | UBIS     | UV     |
| /GI     | VIH       | WACOAL      | WAVE   | WHA       | WHAUP   | WICE      | WINNER         | TRUE                 | 02.0     | ••     |
|         | V II 1    | WAOOAL      | VVAV L | 4 4 1 1/A | WINDI   | WIOL      | A A II AI AI A | INOL                 |          |        |
| ERY GOO | OD LEVEL  |             |        |           |         |           |                |                      |          |        |
| 2S      | ABM       | ACE         | ACG    | ADB       | AEC     | AEONTS    | AGE            | AH                   | AHC      | AIT    |
| ALLA    | AMANAH    | AMARIN      | APCO   | APCS      | APURE   | AQUA      | ASAP           | ASEFA                | ASIA     | ASIAN  |
| ASIMAR  | ASK       | ASN         | ATP30  | AUCT      | AWC     | AYUD      | В              | BA                   | BAM      | BBL    |
| BFIT    | BGC       | BJC         | BJCHI  | BROOK     | BTW     | CBG       | CEN            | CGH                  | CHARAN   | CHAYO  |
|         |           |             |        |           |         | COLOR     | COM7           | CPL                  |          |        |
| CHG     | CHOTI     | CHOW        | CI     | CIG       | CMC     |           |                |                      | CRC      | CRD    |
| CSC     | CSP       | CWT         | DCC    | DCON      | DDD     | DOD       | DOHOME         | EASON                | EE       | ERW    |
| STAR    | FE        | FLOYD       | FN     | FORTH     | FSS     | FTE       | FVC            | GENCO                | GJS      | GL     |
| GLAND   | GLOBAL    | GLOCON      | GPI    | GULF      | GYT     | HPT       | HTC            | ICN                  | IFS      | ILM    |
| MH      | INET      | INSURE      | IRC    | IRCP      | IT      | ITD       | ITEL           | J                    | JAS      | JCK    |
| JCKH    | JMART     | JMT         | KBS    | KCAR      | KGI     | KIAT      | KOOL           | KTIS                 | KWC      | KWM    |
| _&E     | LALIN     | LDC         | LHK    | LOXLEY    | LPH     | LRH       | LST            | М                    | MACO     | MAJOR  |
| MBAX    | MEGA      | META        | MFC    | MGT       | MILL    | MITSIB    | MK             | MODERN               | MTI      | MVP    |
| NETBAY  | NEX       | NINE        | NTV    | NWR       | OCC     | OGC       | OSP            | PATO                 | PB       | PDG    |
|         |           |             |        |           |         | PPP       |                |                      | PSTC     | PT     |
| PDI     | PICO      | PIMO        | PJW    | PL        | PM      |           | PRIN           | PRINC                |          |        |
| 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   |
| CC      | TCMC      | TEAM        | TEAMG  | TFG       | TIGER   | TITLE     | TKN            | TKS                  | TM       | TMC    |
| MD      | TMI       | TMT         | TNITY  | TNP       | TNR     | TOG       | TPA            | TPAC                 | TPCORP   | TPOLY  |
| PS      | TRITN     | TRT         | TRU    | TSE       | TVT     | TWP       | UEC            | UMI                  | UOBKH    | UP     |
| JPF     | UPOIC     | UT          | UTP    | UWC       | VL      | VNT       | VPO            | WIIK                 | WP       | XO     |
| UASA    | ZEN       | ZIGA        | ZMICO  | OVVC      | ٧L      | VIVI      | VIO            | VVIIIX               | 441      | ٨٠     |
|         |           |             |        |           |         |           |                |                      |          |        |
| OOD LE  |           | ABIGG       | 4.1    | All       | A11/200 |           | 4.00           | A DUN:               | 10       |        |
| UP      | A         | ABICO       | AJ     | ALL       | ALUCON  | AMC       | APP            | ARIN                 | AS       | AU     |
| 52      | BC        | BCH         | BEAUTY | BGT       | BH      | BIG       | BKD            | BLAND                | BM       | BR     |
| ROCK    | BSBM      | BSM         | BTNC   | CAZ       | CCP     | CGD       | CITY           | CMAN                 | CMO      | CMR    |
| PT      | CPW       | CRANE       | CSR    | D         | EKH     | EP        | ESSO           | FMT                  | GIFT     | GREEN  |
| SC      | GTB       | HTECH       | HUMAN  | IHL       | INOX    | INSET     | IP             | JTS                  | JUBILE   | KASET  |
| CM      | KKC       | KUMWEL      | KUN    | KWG       | KYE     | LEE       | MATCH          | MATI                 | M-CHAI   | MCS    |
| 1DX     | MJD       | MM          | MORE   | NC        | NDR     | NER       | NFC            | NNCL                 | NPK      | NUSA   |
| CEAN    | PAF       | PF          | PK     | PLE       | PMTA    | POST      | PPM            | PRAKIT               | PRECHA   | PRIME  |
|         |           |             |        |           |         |           |                |                      |          |        |
| ROUD    | PTL       | RBF         | RCI    | RJH       | ROJNA   | RP<br>CDC | RPH            | RSP                  | SF       | SFLEX  |
| GP      | SISB      | SKN         | SLP    | SMART     | SOLAR   | SPG       | SQ             | SSP                  | STARK    | STC    |
| UPER    | SVOA      | TC          | TCCC   | THMUI     | TIW     | TNH       | TOPP           | TPCH                 | TPIPP    | TPLAS  |
|         | TYCN      | UKEM        | UMS    | VCOM      | VRANDA  | WIN       | WORK           | WPH<br>Score R       | lango    |        |
| TI      |           | Description |        |           |         |           |                | Score R              | ange     |        |
| TI      |           | Description |        |           |         |           |                | 00.4                 | _        |        |
| TI      |           | Excellent   |        |           |         |           |                | 90-1                 | 00       |        |
| TI      |           | •           |        |           |         |           |                | 90-1<br>80-8<br>70-7 | 00<br>39 |        |

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.

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

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

#### **Anti-corruption Progress Indicator 2020**

| CERTIFIED |        |        |        |        |        |        |        |        |        |        |
|-----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 2S        | ADVANC | Al     | AIE    | AIRA   | AKP    | AMA    | AMANAH | AP     | AQUA   | ARROW  |
| ASK       | ASP    | AYUD   | В      | BAFS   | BANPU  | BAY    | BBL    | всн    | ВСР    | BCPG   |
| BGC       | BGRIM  | BJCHI  | BKI    | BLA    | BPP    | BROOK  | BRR    | BSBM   | BTS    | BWG    |
| CEN       | CENTEL | CFRESH | CGH    | CHEWA  | СНОТІ  | CHOW   | CIG    | CIMBT  | СМ     | 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    |
| КТВ       | 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   | РВ     | 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    |
| ВМ        | BROCK  | BUI    | CHO    | CI     | сотто  | 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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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

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#### ANALYST(S) CERTIFICATION

#### Naruedom Mujjalinkool FSS International Investment Advisory Securities Co., Ltd

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#### History of change in investment rating and/or target price



| Date   | Rating                    | Target price                     | Date   | Rating                   | Target price                     | Date                       | Rating      | Target price   |
|--|---------------------------|----------------------------------|--|--------------------------|----------------------------------|----------------------------|-------------|----------------|
| 01-Oct-2020<br>21-Oct-2020<br>17-Nov-2020<br>04-Dec-2020 | HOLD<br>BUY<br>BUY<br>BUY | 11.60<br>14.40<br>17.60<br>22.00 | 08-Feb-2021<br>15-Mar-2021<br>18-May-2021<br>27-Oct-2021 | BUY<br>BUY<br>BUY<br>BUY | 24.40<br>22.00<br>30.80<br>29.00 | 02-Feb-2022<br>16-Mar-2022 | HOLD<br>BUY | 28.00<br>28.00 |

Naruedom Mujjalinkool started covering this stock from 01-Oct-2020

Price and TP are in local currency

Source: FSSIA estimates

| Company       | Ticker | Price     | Rating | Valuation & Risks  |
|---------------|--------|-----------|--------|--|
| AAPICO Hitech | АН ТВ  | THB 24.00 | BUY    | Key downside risks to our P/E-derived TP include lower-than-expected car production volumes and lower car sales in both Thailand and Malaysia, higher steel prices, semiconductor shortages, and exchange rate risk. |

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 31-May-2022 unless otherwise stated.

#### RECOMMENDATION STRUCTURE

#### Stock ratings

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

**FINANSIA**