**EQUITY RESEARCH - COMPANY REPORT** 



# JASMINE INTERNATIONAL JAS TB

**THAILAND / ICT** 

# **Murky future prospects**

- JAS has low earnings and performance visibility given that the FBB business has a limited growth outlook.
- We think the only hope for JAS is to enter into M&A with other operators.
- Downgrade to REDUCE with the same TP of THB3.10.

# FBB growth may start to decelerate

We believe that the growth rate of fixed broadband (FBB) subscribers should start to decelerate in 2022. This is because most consumers have already subscribed to FBB services since the Covid outbreak in 2020 through 2021, together with the high inflation rate that is pressuring the pricing of consumer products and services. Consumers may now consider reducing their unnecessary spending. Moreover, with the high competition in the mobile market that offers higher internet speeds with a low price, we believe FBB services face the risk of slow growth in 2022.

# Cost in 2Q22 should get some help from FOC rental

Although there is the risk of the lacklustre FBB outlook, JAS should get some short-term help from the cost of fibre optic cables (FOC) from Jasmine Broadband Internet Infrastructure Fund (JASIF TB, NR). According to the TFRS16 standard, the discount calculation rate should increase in line with the rise in inflation and the Thai government bond yield. This might lead its operating costs to decline from 1Q22 as Thai inflation could spike in 2Q22. As a result, we believe JAS could continue to book a profit in 2Q22 for the second quarter in the past two years.

## No significant benefit from JTS

We think the earnings contribution from Jasmine Telecom Systems (JTS TB, NR), JAS' subsidiary which has the entered Bitcoin mining business, may not be enough to help JAS' earnings exceed our expectation, even though JTS' share price has increased by over 118% from the beginning of 2022. JTS' market cap is now 12x higher than JAS' market cap. JTS' earnings contribution only amounted to about THB100m for JAS in 2021.

## Downgrade to REDUCE with the same TP of THB3.10

JAS may continue to make a loss for another year, in our view. The growth in its revenue is unlikely to be enough to offset the FOC rental cost from JASIF this year. Meanwhile, the FBB outlook, which is the main business for JAS, remains unclear due to 1) the slowdown in subscriber growth that seems entirely likely this year; and 2) the competition that remains intense. Average revenue per user (ARPU) should continue to decline. We downgrade our recommendation on JAS to REDUCE from Hold with the same TP of THB3.10.

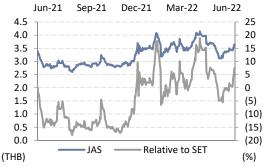
# REDUCE

FROM HOLD

TARGET PRICE	THB3.10
CLOSE	THB3.64
UP/DOWNSIDE	-14.8%
PRIOR TP	THB3.10
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-8.6%

# **KEY STOCK DATA**

YE Dec (THB m)	2021	2022E	2023E	2024E
Revenue	19,301	20,021	20,626	21,197
Net profit	(1,880)	(794)	127	486
EPS (THB)	(0.22)	(0.09)	0.01	0.06
vs Consensus (%)	-	nm	-	(62.5)
EBITDA	11,807	12,044	12,464	12,836
Core net profit	(1,880)	(794)	127	486
Core EPS (THB)	(0.22)	(0.09)	0.01	0.06
Chg. In EPS est. (%)	nm	nm	309.2	nm
EPS growth (%)	nm	nm	nm	282.8
Core P/E (x)	(16.6)	(39.4)	246.3	64.4
Dividend yield (%)	-	-	-	-
EV/EBITDA (x)	3.3	3.5	3.4	3.2
Price/book (x)	7.0	8.6	8.3	7.3
Net debt/Equity (%)	118.8	209.8	192.8	152.5
ROE (%)	(41.4)	(19.7)	3.4	12.1



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	9.6	6.4	25.5
Relative to country (%)	9.0	7.4	25.0
Mkt cap (USD m)			899
3m avg. daily turnover (USD m)			12.1
Free float (%)			45
Major shareholder	Pe	te Bodhara	mik (53%)
12m high/low (THB)			4.20/2.56
Issued shares (m)			8,592.82

Sources: Bloomberg consensus; FSSIA estimates



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## Investment thesis

Jasmine International is the third largest fixed broadband operator in Thailand which owns around 38% of the market share (only listed company) and provides the fastest download/upload speed in the market.

However, the additional costs at the beginning of 2020 and its lack of a convergence business like ADVANC and TRUE, which also have mobile services, is the company's weakness that will likely put pressure on it in both the short and medium term.

# Company profile

Jasmine International operates four main businesses, including 1) a broadband business; 2) a telecom network & service provider business; 3) a system integration business; and 4) other business.

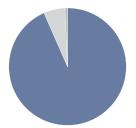
www.jasmine.com

# Principal activities (revenue, 2021)

■ FBB revenue - 93.4 %

Service revenue - 5.9 %

Others - 0.7 %



Source: Jasmine International

# **Major shareholders**

■ Pete Bodharamik - 53.2 %

■ Thai NVDR - 4.4 %

■ Others - 42.4 %

Source: Jasmine International

# **Catalysts**

- Massive cost reduction in accordance with the company's target would improve its bottom line significantly;
- High inflation and CPI rate may help JAS to recognised the cost of FOC rental.

# Key assumptions

Fixed broadband	2021	2022E	2023E	2024E
FBB subscribers (000)	3,650	3,837	4,009	4,150
Growth (%)	6.9	5.0	4.5	4
ARPU (THB/sub/mth)	420	420	413	408
Growth (%)	(2.1)	0	(1.7)	(0.5)

Source: FSSIA estimates

# Risks to our call

The key upside risks to our SOTP-based TP include betterthan-expected growth in FBB and ARPU and better-thanexpected cost reduction.

## **Event calendar**

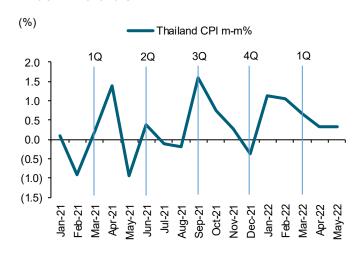
Date	Event	
Aug-22	2Q22 results announcement	

# **Earnings sensitivity**

- For every THB1 increase in ARPU, we project 2022 earnings to rise by 2.9%, and vice versa, all else being equal.
- For every 1% increase in FBB subscribers, we project 2022 earnings to rise by 6.5%, and vice versa, all else being equal.

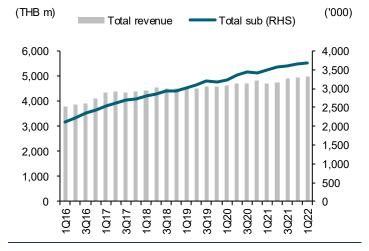
Source: FSSIA estimates

#### Exhibit 1: Thailand CPI m-m



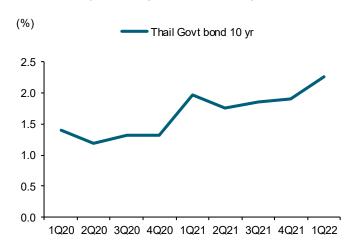
Sources: Bloomberg; FSSIA's compilation

Exhibit 3: JAS' total revenue and FBB subscribers



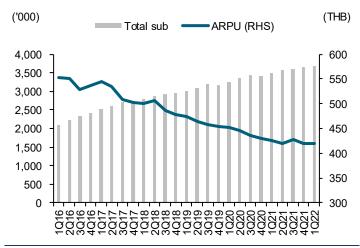
Sources: JAS; FSSIA's compilation

Exhibit 2: 10-year Thai government bond yield



Sources: Bloomberg; FSSIA's compilation

**Exhibit 4: FBB subscribers and ARPU** 



Sources: JAS; FSSIA's compilation

# **Financial Statements**

Jasmine International

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Revenue	18,795	19,301	20,021	20,626	21,197
Cost of goods sold	(2,804)	(2,516)	(2,832)	(2,965)	(3,088)
Gross profit	15,992	16,785	17,189	17,661	18,108
Other operating income	-	-	-	-	-
Operating costs	(5,618)	(4,978)	(5,145)	(5,197)	(5,273)
Operating EBITDA	10,374	11,807	12,044	12,464	12,836
Depreciation	(10,658)	(10,967)	(10,494)	(10,614)	(10,706)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	(284)	840	1,550	1,850	2,129
Net financing costs	(4,156)	(3,929)	(3,822)	(3,469)	(3,435)
Associates	1,100	1,126	1,133	1,150	1,168
Recurring non-operating income	1,567	1,589	1,755	1,797	1,841
Non-recurring items	(93)	0	0	0	0
Profit before tax	(2,967)	(1,500)	(517)	178	535
Tax	(155)	(263)	(263)	(36)	(32)
Profit after tax	(3,122)	(1,763)	(780)	143	503
Minority interests	(12)	(117)	(14)	(16)	(17)
Preferred dividends	0	0	0	0	0
Other items	-	-	-	_	-
Reported net profit	(3,134)	(1,880)	(794)	127	486
Non-recurring items & goodwill (net)	93	0	0	0	0
Recurring net profit	(3,041)	(1,880)	(794)	127	486
Per share (THB)					
Recurring EPS *	(0.35)	(0.22)	(0.09)	0.01	0.06
Reported EPS	(0.36)	(0.22)	(0.09)	0.01	0.06
DPS	0.25	0.00	0.00	0.00	0.00
Diluted shares (used to calculate per share data)	8,593	8,593	8,593	8,593	8,593
Growth					
Revenue (%)	3.4	2.7	3.7	3.0	2.8
Operating EBITDA (%)	72.3	13.8	2.0	3.5	3.0
Operating EBIT (%)	nm	nm	84.6	19.4	15.1
Recurring EPS (%)	nm	nm	nm	nm	282.8
Reported EPS (%)	nm	nm	nm	nm	282.8
Operating performance					
Gross margin inc. depreciation (%)	28.4	30.1	33.4	34.2	34.9
Gross margin of key business (%)	-	-	-	-	-
Operating EBITDA margin (%)	55.2	61.2	60.2	60.4	60.6
Operating EBIT margin (%)	(1.5)	4.3	7.7	9.0	10.0
Net margin (%)	(16.2)	(9.7)	(4.0)	0.6	2.3
Effective tax rate (%)	20.0	20.0	20.0	20.0	20.0
Dividend payout on recurring profit (%)	(70.6)	-	-	-	-
Interest cover (X)	0.3	0.6	0.9	1.1	1.2
Inventory days	-	-	-	-	-
Debtor days	63.4	60.8	60.9	61.6	60.7
Creditor days	376.9	440.0	363.4	354.1	346.7
Operating ROIC (%)	(0.4)	0.9	1.7	2.1	2.7
ROIC (%)	1.7	2.3	3.3	3.8	4.5
ROE (%)	(24.5)	(41.4)	(19.7)	3.4	12.1
ROA (%)	0.3	1.4	2.5	3.4	4.0
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2020	2021	2022E	2023E	2024E
FBB revenue	17,587	18,033	18,877	19,442	19,973
Service revenue	913	1,131	924	952	980
Others	295	137	221	232	243

Sources: Jasmine International; FSSIA estimates

# **Financial Statements**

Jasmine International

Cash Flow (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Recurring net profit	(3,041)	(1,880)	(794)	127	486
Depreciation	10,658	10,967	10,494	10,614	10,706
Associates & minorities	(1,088)	(1,009)	14	16	17
Other non-cash items	(854)	4,448	(1)	0	C
Change in working capital	(3,463)	(4,371)	(3,088)	(3,374)	(3,144)
Cash flow from operations	2,212	8,155	6,625	7,382	8,066
Capex - maintenance	(876)	(681)	(1,740)	(1,940)	(1,940)
Capex - new investment	(1,314)	(1,022)	(2,610)	(2,910)	(2,910)
let acquisitions & disposals	1,208	(14)	0	0	0
Other investments (net)	566	746	12	13	13
Cash flow from investing	(416)	(971)	(4,338)	(4,837)	(4,837)
Dividends paid	(14,440)	0	0	0	(
Equity finance	1,320	0	0	0	(500
Debt finance	(5,000)	(1,837)	3,779	(2,000)	(500)
Other financing cash flows	(5,556)	(4,921)	(5,749)	(2,000)	(2,000)
Cash flow from financing	(23,676)	(6,758)	(1,970)	(4,000)	(2,500
Non-recurring cash flows	0	- 0	0	- 0	
Other adjustments		<b>0</b>	<b>0</b>	<b>0</b>	( (
Net other adjustments Movement in cash	(1,010)	426			729
	(22,891)	42 <b>6</b> 11,112.64	<b>317</b> 6,109.94	(1,455)	
Free cash flow to firm (FCFF) Free cash flow to equity (FCFE)	5,951.83 (9,770.18)	425.87	317.35	6,014.31 (1,454.90)	6,663.24 728.72
ree cash now to equity (FCFE)	(9,770.10)	425.67	317.33	(1,454.90)	120.12
Per share (THB)					
FCFF per share	0.69	1.29	0.71	0.70	0.78
FCFE per share	(1.14)	0.05	0.04	(0.17)	0.08
Recurring cash flow per share	0.66	1.46	1.13	1.25	1.30
Balance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Tangible fixed assets (gross)	123,805	125,572	129,922	134,772	139,622
Less: Accumulated depreciation	(34,906)	(42,338)	(52,831)	(63,445)	(74,151
Tangible fixed assets (net)	88,899	83,234	77,091	71,327	65,471
ntangible fixed assets (net)	0	0	0	0	(
Long-term financial assets	1,481	1,520	1,520	1,520	1,520
nvest. in associates & subsidiaries	3,669	3,351	3,351	3,351	3,35
Cash & equivalents	1,144	1,570	1,887	432	1,16
A/C receivable	3,199	3,229	3,456	3,504	3,542
nventories	0	0	0	0	
Other current assets	917	1,157	1,183	1,211	1,239
Current assets	5,260	5,955	6,526	5,146	5,942
Other assets	1,263	1,574	1,622	1,670	1,720
Total assets	100,573	95,635	90,110	83,015	78,004
Common equity	4,645	4,437	3,643	3,770	4,256
Minorities etc.	1,041	1,164	1,178	1,194	1,211
Total shareholders' equity	5,686	5,601	4,821	4,964	5,467
ong term debt	0	4,846	9,000	8,000	7,500
Other long-term liabilities	76,520	69,314	64,232	58,924	53,796
Long-term liabilities	76,520	74,160	73,232	66,924	61,29
A/C payable	3,274	2,792	2,847	2,904	2,962
Short term debt	5,386	3,375	3,000	2,000	2,000
Other current liabilities	9,705	9,707	6,209	6,223	6,279
Current liabilities	18,366	15,874	12,057	11,127	11,242
Total liabilities and shareholders' equity	100,572	95,635	90,110	83,015	78,004
Net working capital	(8,863)	(8,114)	(4,418)	(4,413)	(4,461
nvested capital	86,450	81,566	79,166	73,455	67,602
Includes convertibles and preferred stock which is be	ing treated as debt				
Per share (THB)					
Book value per share	0.54	0.52	0.42	0.44	0.50
Гangible book value per share	0.54	0.52	0.42	0.44	0.50
Financial strength					
Net debt/equity (%)	74.6	118.8	209.8	192.8	152.
Net debt/total assets (%)	4.2	7.0	11.2	11.5	10.
Current ratio (x)	0.3	0.4	0.5	0.5	0.5
CF interest cover (x)	(1.0)	1.4	1.8	1.4	2.1
/aluation	2020	2021	2022E	2023E	2024E
Recurring P/E (x) * Recurring P/E @ target price (x) *	(10.3)	(16.6)	(39.4)	246.3 209.8	64.4
Recurring P/E @ target price (x) ^ Reported P/E (x)	(8.8) (10.0)	(14.2) (16.6)	(33.5) (39.4)		<b>54.</b> 8 64.4
• • • • • • • • • • • • • • • • • • • •	(10.0)	(16.6)	(39.4)	246.3	
Dividend yield (%)	6.9 6.7	- 70	- 0 6	- 0 2	7 -
Price/book (x)	6.7	7.0	8.6	8.3	7.3
Price/tangible book (x)	6.7	7.0	8.6	8.3	7.3
	3.5	3.3	3.5	3.4	3.2
EV/EBITDA @ torrect price (v) **		0.0	0.4	2.2	~ ^
EV/EBITDA (x) ** EV/EBITDA @ target price (x) ** EV/invested capital (x)	3.1 0.4	2.9 0.5	3.1 0.5	3.0 0.6	2.8 0.6

Sources: Jasmine International; FSSIA estimates

JAS TB Naruedom Mujjalinkool Jasmine International

# Corporate Governance report of Thai listed companies 2021

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CO	BROOK	DV8	IFS	KUMWEL	NBC	PSTC	SFP	STOWER	TOG	XO
PCS	CBG	EASON	IMH	KUN	NCAP	PT	SFT	STPI	TPA	XPG
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		ED	INIOY							
J	CAZ	EP	INOX	MATI	NUSA					
S J 52 EAUTY		EP F&D FMT	INOX JAK JR	MATI M-CHAI MCS	PAF PF	SABUY SF	STARK STC	TPLAS TPOLY	WORK WPH	

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.

Sources: Thai Institute of Directors Association (IOD); FSSIA's compilation; data as of 26 October 2021

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

# **Anti-corruption Progress Indicator**

CERTIFIED 28	BCH	CPALL	GC	K	MFC	PE	QLT	SNP	THCOM	TU
25 7UP	BCP	CPALL	GCAP	KASET	MFEC	PE PG	QTC	SORKON	THCOM	TVD
ADVANC	BCPG	CPF	GEL	KBANK	MILL	PHOL	RATCH	SPACK	THRE	TVI
AF	BE8	CPN	GFPT	KBS	MINT	PK	RML	SPALI	THREL	TVO
AF Al	BEYOND		GGC			PL PL	RWI	SPC		TWPC
AIE	BGC	CSC DCC	GJS	KCAR KCE	MONO MOONG	PL PLANB	S&J	SPI	TIDLOR TIPCO	U
AIRA	BGRIM	DELTA	GPI	KGI	MSC		SAAM	SPRC	TISCO	UBE
						PLANET				
AKP ALPHAX	BJCHI	DEMCO	GPSC	KKP	MST MTC	PLAT PM	SABINA	SRICHA SSF	TKS TKT	UBIS UEC
	BKI	DIMET	GSTEEL	KSL			SAPPE			
AMA	BLA	DRT	GUNKUL	KTB	MTI	PPP	SAT	SSP	TMD	UKEM
AMANAH	BPP	DTAC	HANA	KTC	NBC	PPPM	SC	SSSC	TMILL	UOBKH
AMATA	BROOK	DUSIT	HARN	KWC	NEP	PPS	SCB	SST	TMT	UPF
AMATAV	BRR	EA	HEMP	KWI	NINE	PR9	SCC	STA	TNITY	UV
AP	BSBM	EASTW	HENG	L&E	NKI	PREB	SCCC	STOWER	TNL	VGI
APCS	BTS	ECL	HMPRO	LANNA	NMG	PRG	SCG	SUSCO	TNP	VIH
AQUA	BWG	EGCO	HTC	LH	NNCL	PRINC	SCN	SVI	TNR	WACOA
ARROW	CEN	EP	ICC	LHFG	NOBLE	PRM	SEAOIL	SYMC	TOG	WHA
AS	CENTEL	EPG	ICHI	LHK	NOK	PROS	SE-ED	SYNTEC	TOP	WHAUP
ASIAN	CFRESH	ERW	IFEC	LPN	NSI	PSH	SELIC	TAE	TOPP	WICE
ASK	CGH	ESTAR	IFS	LRH	NWR	PSL	SENA	TAKUNI	TPA	WIIK
ASP	CHEWA	ETE	ILINK	М	OCC	PSTC	SGP	TASCO	TPP	XO
AWC	CHOTI	FE	INET	MAKRO	OGC	PT	SINGER	TBSP	TRU	ZEN
AYUD	CHOW	FNS	INSURE	MALEE	ORI	PTG	SIRI	TCAP	TRUE	
В	CIG	FPI	INTUCH	MATCH	PAP	PTT	SITHAI	TCMC	TSC	
BAFS	CIMBT	FPT	IRC	MBAX	PATO	PTTEP	SKR	TFG	TSTE	
BAM	CM	FSMART	IRPC	MBK	PB	PTTGC	SMIT	TFI	TSTH	
BANPU	CMC	FSS	ITEL	MC	PCSGH	PYLON	SMK	TFMAMA	TTA	
BAY	COM7	FTE	IVL	MCOT	PDG	Q-CON	SMPC	TGH	TTB	
BBL	сотто	GBX	JKN	META	PDJ	QH	SNC	THANI	TTCL	
DECLARE										
AJ	CHG	DDD	ETC	JR	MAJOR	NUSA	RS	SSS	TQM	YUASA
ALT	CPL	DHOUSE	FLOYD	JTS	NCAP	NYT	SAK	STECH	TSI	ZIGA
APCO	CPR	DOHOME	GULF	KEX	NCL	OR	SCGP	STGT	VARO	
B52	CPW	ECF	III	KUMWEL	NOVA	PIMO	SCM	TKN	VCOM	
BEC	CRC	EKH	INOX	LDC	NRF	PLE	SIS	TMI	VIBHA	

# Level

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

Declared This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)

#### Disclaimer:

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, FSS International Investment Advisory Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment results.

Note: Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of 26 October 2021) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

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

Naruedom Mujjalinkool Jasmine International JAS TB

#### **GENERAL DISCLAIMER**

# ANALYST(S) CERTIFICATION

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

The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
05-May-2021	HOLD	2.70	19-Oct-2021	HOLD	3.10	-	-	-

Naruedom Mujjalinkool started covering this stock from 05-May-2021

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Jasmine International	JAS TB	THB 3.64	REDUCE	The key upside risks to our SOTP-based TP include better-than-expected growth in FBB and ARPU and better-than-expected cost reduction.

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

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 10-Jun-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.