#### EQUITY RESEARCH - COMPANY REPORT

# MAJOR CINEPLEX GROUP

THAILAND / RECREATION FACILITIES & SVCS

## Cinema is a safe haven

- MAJOR's popcorn has started selling at 7-Eleven.
- We have a positive view on the MJLF lease contract extension.
- Maintain BUY with the same TP of THB24.

#### MAJOR's popcorn has started selling at 7-Eleven

MAJOR's popcorn brand, Popstar, is now being offered for sale at the first 10,000 7-Eleven stores at a price of THB35. We have a slightly positive view on this product as it is located on the top shelf of 7-Eleven outlets. According to MAJOR, it needs to sell just 150k units in order to cover its costs. If this product receives positive feedback from consumers, creating strong repurchasing momentum, we believe this could be an additional revenue stream for the company.

#### Positive view on MJLF lease contract extension

The lease agreement between MAJOR and Major Cineplex Lifestyle Leasehold Property Fund (MJLF TB, NR) expired at the end of Jun-22. MAJOR has proposed a renewal of the lease agreement for Major Ratchayothin and Rangsit with a lower minimum guarantee or a transformation of the minimum guarantee to a revenue sharing model. If the company can negotiate with MJLF and come up with a new lease contract, we believe this would benefit MAJOR via reasonable rental rates for these two locations, similar to other locations.

#### Strong movie lineup in the near future

In Jul-22, MAJOR's movie lineup remains strong, driven by *Thor, Love Destiny 2, and Leio.* This movie lineup should support MAJOR's box office revenue as well as its share price throughout July before softening in Aug-Sep 2022 due to fewer blockbusters. Revenue should start to recover again in 4Q22. Moreover, seating capacity in cinemas should return to 100% from 75% thanks to the relaxation of Covid-19 policies. MAJOR also expects to increase showtimes back to their normal level of 6-7 showings per day from 4-5 showings per day.

#### Maintain BUY with the same TP of THB24

We have not yet included the potentially lower lease expense from the MJLF contract extension into our forecast, but we strongly believe that it should benefit MAJOR's earnings as well as our TP in 2023. We think MAJOR is a safe haven for Jul-22, while other media companies are facing a downside risk from weak advertising expenditure during 3Q22. Maintain BUY on MAJOR with the same SoTP-TP of THB24.



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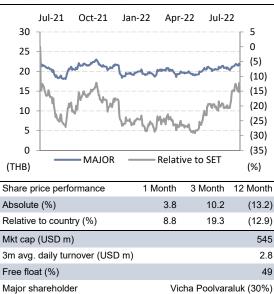
# BUY

#### UNCHANGED

TARGET PRICE	THB24.00
CLOSE	THB21.70
UP/DOWNSIDE	+10.6%
PRIOR TP	THB24.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-3.0%

#### **KEY STOCK DATA**

YE Dec (THB m)	2021	2022E	2023E	2024E
Revenue	3,010	8,085	8,813	9,240
Net profit	1,581	729	1,028	1,199
EPS (THB)	1.77	0.81	1.15	1.34
vs Consensus (%)	-	16.7	0.3	2.2
EBITDA	(99)	1,954	2,269	2,424
Core net profit	(528)	729	1,028	1,199
Core EPS (THB)	(0.59)	0.81	1.15	1.34
Chg. In EPS est. (%)	nm	-	-	-
EPS growth (%)	nm	nm	41.0	16.7
Core P/E (x)	(36.7)	26.6	18.9	16.2
Dividend yield (%)	7.4	3.4	4.8	5.6
EV/EBITDA (x)	(207.3)	9.9	8.4	7.8
Price/book (x)	2.7	2.8	2.7	2.7
Net debt/Equity (%)	12.7	(3.7)	(7.5)	(9.2)
ROE (%)	(7.7)	10.4	14.7	16.7



25.75/17.90

894.67

Sources: Bloomberg consensus; FSSIA estimates

12m high/low (THB)

Issued shares (m)

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**

Major Cineplex (MAJOR) is Thailand's leading lifestyle entertainment company and was established in 1995 with cinema ownership and operations as its core business. The company is the biggest cinema operator in Thailand, with a total of 833 screens and 177 locations nationwide and internationally.

We expect MAJOR to turn a solid profit starting from 2Q22 onward – most of the blockbusters should start to show in cinemas in that quarter thanks to the global vaccination rollout and a decline in the number of Covid-19 cases. MAJOR is a dividend play company that typically pays 90% of its payout ratio, reflecting a 4-6% dividend yield p.a.

#### **Company profile**

MAJOR operates five core businesses, namely 1) cinemas; 2) entertainment; 3) retail space bowling; 4) film distribution; and 5) advertising media.

www.majorcineplex.com

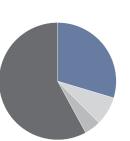
#### Principal activities (revenue, 2021)

- Cinema 48.8 %
- Concession 26.1 %Advertisement 9.8 %
- Entertainment 2.6 %
- Rental 9.1 %
- Movie content 3.6 %

Source: Major Cineplex Group

#### Major shareholders

- Vicha Poolvaraluk 29.6 %
- Nortrust nominees LTD-CL AC -7.9 %
- GIC Private Limited 4.6 %
- Others 58.0 %



Source: Major Cineplex Group

#### Catalysts

- Its financial results should improve significantly in 2022;
- A lot of blockbusters in 2022;
- Solid dividend yield track record at 4-6% p.a.

#### **Risks to our call**

The key downside risks to our SoTP-based TP are a slowerthan-expected recovery in domestic consumption, the growing popularity of online movies, a delay in the Covid-19 vaccine rollout, and a new wave of Covid.

#### **Event calendar**

DateEventAug-222Q22 results announcement

#### Key assumptions

	2021	2022E	2023E	2024E
Average ticket price (THB)	166	165	167	168
Guest count (m)	10.1	28.0	29.1	29.7

Source: FSSIA estimates

#### Earnings sensitivity

- For every 1 million increase in cinema guest count, we project 2022 earnings to rise by 0.8%, and vice versa, all else being equal;
- For every 1% increase in cinema profit margin, we project 2022 earnings to rise by 5.1%, and vice versa, all else being equal.

Source: FSSIA estimates



#### Lease agreement hurt MAJOR for quite a long time

As we can see from Exhibit 1, the operating performance of the Major Ratchayothin and Rangsit branches were always a burden to MAJOR. The company was unable to generate any profit from these two branches under the fixed lease agreement with MJLF. Moreover, during the Covid-19 outbreak in 2020-21, MAJOR still had to pay the higher fixed rate, despite taking a big hit from Covid.

# Exhibit 1: Comparison between Major Group's profit before and after rental and service fee payments to MJLF

	2016	2017	2018	2019	2020	2021
	(THB m)					
Total income	445	406	444	455	157	131
Profit (loss) before rental and service fees	116	93	116	99	(38)	(26)
Minimum payment	(140)	(145)	(150)	(158)	(166)	(172)
Profit (loss) after rental and service fees	(24)	(52)	(34)	(58)	(204)	(198)
	(%)	(%)	(%)	(%)	(%)	(%)
Proportion of profit (loss) before rental and service fees to total income	26.0	23.0	26.1	21.8	(24.2)	(19.8)
Proportion of profit (loss) after rental and service fees to total income	(5.4)	(12.7)	(7.8)	(12.8)	(130.1)	(150.8)

Source: MJLF

We believe the lease contract extension should be finalised within the next one or two months. MAJOR should be able to secure a lower rental cost starting from Jul-22 onward, similar to other landlords whose rental contracts were mostly revised from a minimum guarantee to a revenue sharing model. According to the rental projection from Kasikorn Asset Management, the management company for MJLF, a 15% revenue sharing contract is expected. This would save MAJOR rental costs amounting to almost THB90m per year – 9% of MAJOR's earnings forecast in 2023.

We believe the new agreement will likely be under a revenue sharing model in the range of 15-20%.

#### Exhibit 2: Comparison between minimum guarantee and revenue sharing

-		-			-	
	2016	2017	2018	2019	2020	2021
	(THB m)					
Total income	445	406	444	455	157	131
Profit (loss) before rental and service fees	116	93	116	99	(38)	(26)
Minimum payment (1)	(140)	(145)	(150)	(158)	(166)	(172)
15% of total income (2)	(67)	(61)	(67)	(68)	(23)	(20)
Cost saving (2)-(1)=(3)	73	84	84	89	142	152
20% of total income (4)	(89)	(81)	(89)	(91)	(31)	(26)
Cost saving (4)-(1)=(5)	51	64	61	67	134	145

Sources: MJLF; FSSIA estimates

#### Exhibit 3: Popstar at 7-Eleven convenience store

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Source: FSSIA's compilation

Source: MAJOR

#### Exhibit 5: Media sector share price performance

	52W High	52W	52W		Price	perform	ance		since 21/12/20
01/07/2022	Date	High	Low	1M	3M	6M	1Y	YTD	to present
		(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)
BEC	3/21/2022	17.90	10.70	(11)	(17)	(2)	3	(1)	83
WORK	4/19/2022	32.50	18.40	(3)	(22)	(1)	4	-	46
RS	1/5/2022	22.70	14.70	(4)	(10)	(29)	(32)	(29)	(12)
MAJOR	7/5/2021	25.75	17.90	4	12	6	(13)	9	15
VGI	11/19/2021	6.96	4.64	(7)	(4)	(22)	(12)	(22)	(26)
PLANB	1/12/2022	8.65	4.89	(13)	(22)	(19)	14	(14)	8
ONEE	3/25/2022	13.10	8.70	(12)	(21)	(7)	n/a	(8)	8

Sources: Bloomberg; FSSIA's compilation

#### Exhibit 6: Peers comparison as of 1 Jul-22

Company	BBG	:	Share pric	e	Market	PI	Ε	RO	E	PB	V	EVEB	ITDA
		Current	Target	Upside	Сар	22E	23E	22E	23E	22E	23E	22E	23E
		(LCY)	(LCY)	(%)	(USD m)	(x)	(x)	(%)	(%)	(x)	(x)	(x)	(x)
τν													
Bec World	BEC TB	13.90	18.60	33.8	781	26.0	21.3	16.5	18.5	4.1	3.8	7.6	6.9
Workpoint Entertainment	WORK TB	22.50	24.00	6.7	279	27.0	21.9	7.9	9.6	2.1	2.1	10.2	8.6
The One Enterprise	ONEE TB	9.95	14.00	40.7	665	23.4	19.1	14.3	16.2	3.2	3.0	8.6	7.4
TV avg.					1,725	25.5	20.8	12.9	14.7	3.2	2.9	8.8	7.6
Out of home													
Vgi	VGI TB	4.96	5.70	14.9	1,559	87.9	43.2	3.2	6.4	2.8	2.7	64.7	44.7
Plan B Media	PLANB TB	6.55	8.80	34.4	787	41.2	29.0	8.6	10.9	3.2	3.1	11.2	10.3
Out of home avg.					2,346	64.5	36.1	5.9	8.7	3.0	2.9	38.0	27.5
Others													
Rs	RS TB	15.30	20.00	30.7	411	27.7	21.2	23.1	26.1	5.9	5.2	13.9	12.0
Major Cineplex Group	MAJOR TB	21.70	24.00	10.6	545	26.6	18.9	10.4	14.7	2.8	2.7	9.9	8.4
Overall					5,027	37.1	25.0	12.0	14.6	3.5	3.2	18.0	14.0

Sources: Bloomberg; FSSIA estimates

#### **FINANSIA**

#### **Financial Statements**

Major Cineplex Group

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Revenue	3,765	3,010	8,085	8,813	9,240
Cost of goods sold	(1,922)	(1,608)	(4,460)	(4,706)	(4,896)
Gross profit	1,843	1,401	3,625	4,106	4,344
Other operating income	168	355	310	313	316
Operating costs	(1,900)	(1,855)	(1,981)	(2,150)	(2,236)
Operating EBITDA	111	(99)	1,954	2,269	2,424
Depreciation	(1,242)	(1,250)	(1,195)	(1,145)	(1,098)
Goodwill amortisation	0	0	0	-	-
Operating EBIT	(1,131)	(1,349)	759	1,124	1,326
Net financing costs	(175)	(258)	(90)	(71)	(51)
Associates	740	392	162	170	179
Recurring non-operating income	740	392	162	170	179
Non-recurring items	(67)	3,109	0	0	0
Profit before tax	(633)	1,894	832	1,223	1,454
Tax	93	(354)	(134)	(211)	(255)
Profit after tax	(540)	1,539	698	1,013	(200)
Minority interests	(340)	42	31	15	1,199
Preferred dividends	0	42	-	-	0
Other items	-	-	-	-	-
Reported net profit	(527)	1,581	729	1,028	1,199
Non-recurring items & goodwill (net)	(327) 67	(2,110)	0	0	1,133
Recurring net profit	(460)	(528)	729	1,028	1,199
	(400)	(320)	125	1,020	1,133
Per share (THB)	(0.54)	(0.50)	0.04	4.45	4.04
Recurring EPS *	(0.51)	(0.59)	0.81	1.15	1.34
Reported EPS	(0.59)	1.77	0.81	1.15	1.34
DPS	0.00	1.60	0.73	1.03	1.21
Diluted shares (used to calculate per share data) Growth	895	895	895	895	895
Revenue (%)	(64.8)	(20.1)	168.6	9.0	4.9
Operating EBITDA (%)	(96.2)	(20.1) nm	nm	16.1	4.5
				48.1	18.0
Operating EBIT (%)	nm	nm	nm		
Recurring EPS (%)	nm	nm	nm (52.0)	41.0	16.7
Reported EPS (%)	nm	nm	(53.9)	41.0	16.7
Operating performance	16.0	5.0	30.1	22.6	35.1
Gross margin inc. depreciation (%)	10.0	5.0	30.1	33.6	35.1
Gross margin of key business (%)	-	-	-	-	-
Operating EBITDA margin (%)	2.9	(3.3)	24.2	25.7	26.2
Operating EBIT margin (%)	(30.0)	(44.8)	9.4	12.8	14.4
Net margin (%)	(12.2)	(17.6)	9.0	11.7	13.0
Effective tax rate (%)	20.0	20.0	20.0	120.0	220.0
Dividend payout on recurring profit (%)	-	(270.9)	90.0	90.0	90.0
Interest cover (X)	(2.2)	(3.7)	10.3	18.2	29.7
Inventory days	22.7	26.0	9.1	8.6	8.3
Debtor days	79.8	57.5	16.2	15.1	14.6
Creditor days	298.1	322.0	119.5	116.1	114.4
Operating ROIC (%)	(20.8)	(21.8)	12.9	26.7	(8.2)
ROIC (%)	(2.2)	(6.1)	7.0	10.7	(3.2)
ROE (%)	(6.7)	(7.7)	10.4	14.7	16.7
ROA (%)	(1.9)	(2.1)	5.0	7.5	8.6
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2020	2021	2022E	2023E	2024E
Cinema	1,758	1,470	4,120	4,353	4,499
Concession	725	786	1,936	2,107	2,222
Advertisement	573	294	1,100	1,350	1,485
Entertainment	203	78	267	308	305
	200		20.	000	000

### **FINANSIA**

#### **Financial Statements** Major Cineplex Group

Cash Flow (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Recurring net profit	(460)	(528)	729	1,028	1,199
	1,242	1,250	1,195	1,145	1,098
Associates & minorities Dther non-cash items	(740) 143	(392) (1,818)	(162) (16)	(170) 0	(179) (
Change in working capital	143	944	84	87	91
Cash flow from operations	202	(543)	1,830	2,090	2,209
Capex - maintenance	(211)	(341)	(345)	(420)	(445
Capex - new investment	(211)	(341)	(345)	(420)	(445
Net acquisitions & disposals	(211)	(041)	(010)	(120)	(110
Other investments (net)	141	4,951	1,272	(15)	(25
Cash flow from investing	(281)	4,268	582	(855)	(915)
Dividends paid	()	(716)	(1,044)	(790)	(1,002
Equity finance	0	0	0	0	(.,
Debt finance	669	(3,337)	50	(600)	(400
Other financing cash flows	6	785	(1,872)	(166)	(450
Cash flow from financing	675	(3,268)	(2,866)	(1,556)	(1,852
Non-recurring cash flows	-	-	-	-	• •
Other adjustments	0	0	0	0	(
Net other adjustments	0	0	0	0	(
Movement in cash	595	457	(454)	(321)	(557
Free cash flow to firm (FCFF)	95.53	3,982.76	2,501.52	1,306.17	1,345.44
Free cash flow to equity (FCFE)	595.46	1,172.24	589.38	469.50	445.23
Per share (THB)					
FCFF per share	0.11	4.45	2.80	1.46	1.5
FCFE per share	0.67	1.31	0.66	0.52	0.50
Recurring cash flow per share	0.21	(1.66)	1.95	2.24	2.3
Balance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024
Tangible fixed assets (gross)	15,776	16,054	5,494	5,368	5,32
Less: Accumulated depreciation	(10,465)	(11,160)	(875)	(841)	(810
Tangible fixed assets (net)	5,311	4,894	4,618	4,527	4,51
ntangible fixed assets (net)	2,663	2,693	2,464	2,250	2,05
ong-term financial assets	-	-	-	-	1.06
nvest. in associates & subsidiaries	6,809 1,557	1,969	1,969	1,969	1,96 68
Cash & equivalents A/C receivable	1,557 592	2,014	1,559	1,238 1,602	
nventories	118	3,744 111	1,597 111	1,602	1,608 11
Other current assets	296	291	305	321	33
Current assets	2,563	6,160	3,572	3,272	2,73
Other assets	333	804	1,847	2,032	2,23
Total assets	17,678	16,519	14,470	14,049	13,50
Common equity	6,482	7,170	6,855	7,092	7,28
Minorities etc.	144	117	117	117	11
Total shareholders' equity	6,626	7,287	6,972	7,209	7,40
Long term debt	2,505	915	1,000	400	.,
Other long-term liabilities	3,538	3,211	3,029	2,863	2,71
Long-term liabilities	6,043	4,126	4,029	3,263	2,71
A/C payable	1,395	1,443	1,479	1,516	1,55
Short term debt	2,640	2,025	300	300	.,
Other current liabilities	974	1,639	1,691	1,762	1,83
Current liabilities	5,009	5,107	3,469	3,577	3,39
Total liabilities and shareholders' equity	17,678	16,519	14,470	14,049	13,50
Net working capital	(1,363)	1,064	(1,156)	(1,244)	(1,334
nvested capital	13,752	11,424	9,741	9,534	9,43
Includes convertibles and preferred stock which is being		,	,		,
Per share (THB)					
Book value per share	7.25	8.02	7.66	7.93	8.1
	4.27	5.00	4.91	5.41	5.8
		0.00	4.01	0.41	0.0
Fangible book value per share	4.27				
Fangible book value per share		10.7	(2.7)	(7 E)	(0.1
Fangible book value per share <b>≑inancial strength</b> Net debt/equity (%)	54.1	12.7	(3.7)	(7.5)	
Fangible book value per share Financial strength Net debt/equity (%) Net debt/total assets (%)	54.1 20.3	5.6	(1.8)	(3.8)	(5.0
Fangible book value per share Financial strength Net debt/equity (%) Net debt/total assets (%) Current ratio (x)	54.1 20.3 0.5	5.6 1.2	(1.8) 1.0	(3.8) 0.9	(5.0 0.
Fangible book value per share Financial strength Net debt/equity (%) Net debt/total assets (%) Current ratio (x) CF interest cover (x)	54.1 20.3 0.5 5.6	5.6 1.2 6.9	(1.8) 1.0 11.4	(3.8) 0.9 13.5	(5.0 0. 18.
Tangible book value per share <b>Financial strength</b> Net debt/equity (%) Net debt/total assets (%) Current ratio (x) CF interest cover (x)	54.1 20.3 0.5	5.6 1.2	(1.8) 1.0	(3.8) 0.9	(5.0 0. 18.
Fangible book value per share Financial strength Net debt/equity (%) Net debt/total assets (%) Current ratio (x) CF interest cover (x) Valuation	54.1 20.3 0.5 5.6	5.6 1.2 6.9	(1.8) 1.0 11.4 2022E 26.6	(3.8) 0.9 13.5 2023E 18.9	(5.0 0. 18. 2024
Tangible book value per share Financial strength Net debt/equity (%) Net debt/total assets (%) Current ratio (x) CF interest cover (x) Valuation Recurring P/E (x) * Recurring P/E @ target price (x) *	54.1 20.3 0.5 5.6 2020	5.6 1.2 6.9 2021	(1.8) 1.0 11.4 2022E	(3.8) 0.9 13.5 2023E	(5.0 0. 18. 2024 16.
Tangible book value per share Financial strength Net debt/equity (%) Net debt/total assets (%) Current ratio (x) CF interest cover (x) Valuation Recurring P/E (x) * Recurring P/E @ target price (x) *	54.1 20.3 0.5 5.6 2020 (42.2)	5.6 1.2 6.9 <b>2021</b> (36.7)	(1.8) 1.0 11.4 2022E 26.6	(3.8) 0.9 13.5 2023E 18.9	(5.0 0. 18. 2024 16. 17.
Fangible book value per share Financial strength Net debt/equity (%) Net debt/total assets (%) Current ratio (x) CF interest cover (x) /aluation Recurring P/E (x) * Recurring P/E @ target price (x) * Reported P/E (x)	54.1 20.3 0.5 5.6 <b>2020</b> (42.2) (46.6) (36.8)	5.6 1.2 6.9 <b>2021</b> (36.7) (40.6) 12.3 7.4	(1.8) 1.0 11.4 2022E 26.6 29.5	(3.8) 0.9 13.5 <b>2023E</b> <b>18.9</b> <b>20.9</b> 18.9 4.8	(5.( 0. 18. <b>2024</b> 16. 17. 16. 5.
Fangible book value per share Financial strength Net debt/equity (%) Net debt/total assets (%) Current ratio (x) CF interest cover (x) /aluation Recurring P/E (x) * Recurring P/E @ target price (x) * Reported P/E (x) Dividend yield (%)	54.1 20.3 0.5 5.6 2020 (42.2) (46.6)	5.6 1.2 6.9 <b>2021</b> (36.7) (40.6) 12.3	(1.8) 1.0 11.4 <b>2022E</b> <b>26.6</b> <b>29.5</b> 26.6	(3.8) 0.9 13.5 <b>2023E</b> 18.9 20.9 18.9	(5.C 0. 18. <b>2024</b> <b>16.</b> <b>17.</b> 16. 5.
Tangible book value per share Financial strength Net debt/equity (%) Net debt/total assets (%) Current ratio (x) CF interest cover (x) Valuation Recurring P/E (x) * Reported P/E (x) Dividend yield (%) Price/book (x) Price/tangible book (x)	54.1 20.3 0.5 5.6 <b>2020</b> (42.2) (46.6) (36.8)	5.6 1.2 6.9 <b>2021</b> (36.7) (40.6) 12.3 7.4	(1.8) 1.0 11.4 <b>2022E</b> <b>26.6</b> <b>29.5</b> 26.6 3.4 2.8 4.4	(3.8) 0.9 13.5 <b>2023E</b> <b>18.9</b> <b>20.9</b> 18.9 4.8	(5.0 0.1 18.1 2024 16.1 17.1 16.1 5.1 2.1
Tangible book value per share Financial strength Net debt/equity (%) Net debt/total assets (%) Current ratio (x) CF interest cover (x) Valuation Recurring P/E (x) * Recorring P/E @ target price (x) * Reported P/E (x) Dividend yield (%) Price/book (x) EV/EBITDA (x) **	54.1 20.3 0.5 5.6 <b>2020</b> (42.2) (46.6) (36.8) - 3.0 5.1 208.6	5.6 1.2 6.9 <b>2021</b> (36.7) (40.6) 12.3 7.4 2.7 4.3 (207.3)	(1.8) 1.0 11.4 <b>2022E</b> <b>26.6</b> <b>29.5</b> 26.6 3.4 2.8 4.4 9.9	(3.8) 0.9 13.5 <b>2023E</b> 18.9 20.9 18.9 4.8 2.7 4.0 8.4	(5.0 0. 18. <b>2024</b> <b>16.</b> <b>17.</b> 16. 5. 2. 3. 7.
Tangible book value per share Financial strength Net debt/equity (%) Net debt/total assets (%) Current ratio (x) CF interest cover (x) Valuation Recurring P/E (x) * Reported P/E (x) Dividend yield (%) Price/book (x) Price/tangible book (x)	54.1 20.3 0.5 5.6 <b>2020</b> (42.2) (46.6) (36.8) - 3.0 5.1	5.6 1.2 6.9 <b>2021</b> (36.7) (40.6) 12.3 7.4 2.7 4.3	(1.8) 1.0 11.4 <b>2022E</b> <b>26.6</b> <b>29.5</b> 26.6 3.4 2.8 4.4	(3.8) 0.9 13.5 <b>2023E</b> <b>18.9</b> <b>20.9</b> 18.9 4.8 2.7 4.8	(9.2 (5.0 0.1 18.1 20241 16.2 17.5 16.2 5.1 2.2 3. 7,1 8.1 8.1 2.1

Sources: Major Cineplex Group; FSSIA estimates



#### Corporate Governance report of Thai listed companies 2021

	t minimum minimum minimum	EX	CELLENT LE	VEL – Score	range 90-100					
AV	BCPG	CPALL	GCAP	K	MSC	PLANET	SAMART	SPI	THRE	TVD
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LA	BJC	DCON	HPT	KIAT	MITSIB	PRIME	SCN	SSC	TMI	VRANDA
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CO	BROOK	DV8	IFS	KUMWEL	NBC	PSTC	SFP	STOWER	TOG	XO
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URE	CEN	EFORL	IND	KWC	NCH	QLT	SGF	SUC	TPAC	YUASA
QUA	CGH	ERW	INET	KWM	NETBAY	RBF	SIAM	SWC	TPCS	
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IC	BROCK	CRANE	HTECH	KKC	NDR	PRECHA	SMART	TNH	UNIQ	
Р	BSBM	CSR	HUMAN	KWI	NFC	PTL	SOLAR	TNR	UPA	
	BSM	D	IHL	KYE	NNCL	RJH	SPACK	TOPP	UREKA	
IN	BTNC	EKH	liG	LEE	NOVA	RP	SPG	TPCH	VIBHA	
	BYD	EMC	INGRS	LPH	NPK	RPH	SQ	TPIPL	W	
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#### Disclaimer:

The disclosure of the survey results of the Thai Institute of Directors Association ('IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey results may be changed after that date. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such survey results.

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

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

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

7UPBCPCPFGCAPKASETMFECPGQTCSORKONTHIPADVANCADVANCBCPGCPIGELKBANKMILLPHOLRATCHSPACKTHREAFBE8CPNGFPTKBSMINTPKRMLSPALITHRELAIBEYONDCSCGGCKCARMONOPLRWISPCTIDLORAIEBGCDCCGJSKCEMOONGPLANBS & JSPITIPCOAIRABGRIMDELTAGPIKGIMSCPLANETSAAMSPRCTISCOAKPBJCHIDEMCOGPSCKKPMSTPLATSABINASRICHATKSALPHAXBKIDIMETGSTEELKSLMTCPMSAPPESSFTKTAMABLADRTGUNKULKTBMTIPPPSATSSSCTMILLAMATABROKDUSITHARNKWCNEPPPSSCBSSTTMTAMATAVBRREAHEMPKWININEPR9SCCSTAWTNITYAAPCSBTSECLHMPROLANNANMGPRGSCGSUSCOTNPAAQUABWGEGCOHTCLHNNCLPRINCSCNSVITNRA	TU TVD
ADVANCBCPGCPIGELKBANKMILLPHOLRATCHSPACKTHREAFBE8CPNGFPTKBSMINTPKRMLSPALITHRELTHRELAIBEYONDCSCGGCKCARMONOPLRWISPCTIDLORTIDLORAIEBGCDCCGJSKCEMOONGPLANBS & JSPITIPCOTIPCOAIRABGRIMDELTAGPIKGIMSCPLANETSAAMSPRCTISCOAKPBJCHIDEMCOGPSCKKPMSTPLATSABINASRICHATKSALPHAXBKIDIMETGSTEELKSLMTCPMSAPPESSFTKTTMDAMAABLADRTGUNKULKTBMTIPPPSATSSPTMDTMTAMATABROKDUSITHARNKWCNEPPPSSCBSSTTMTTMTTMTAMATAVBRREAHEMPKWININEPR9SCCSTATNITYTMTTMTAPCSBTSECLHMPROLANNANMGPRGSCGSUSCOTNPTMRTMRTMRTMRTMRTMRTMRTMRTMRTMT <t< th=""><th></th></t<>	
AFBE8CPNGFPTKBSMINTPKRMLSPALITHRELTHRELAIBEYONDCSCGGCKCARMONOPLRWISPCTIDLORTIDLORAIEBGCDCCGJSKCEMOONGPLANBS & JSPITIPCOTIPCOAIRABGRIMDELTAGPIKGIMSCPLANETSAAMSPRCTISCOTISCOTISCOAKPBJCHIDEMCOGPSCKKPMSTPLATSABINASRICHATKSTKSTMDALPHAXBKIDIMETGSTEELKSLMTCPMSAPPESSFTKTTMDTMDTMDTMDTMDTMDTMDTMDTMDTMDTMDTMDTMDTMDTMDTMDTMDTMTTMDTMDTMTTMDTMDTMTTMDTMTTMDTMTTMDTMDTMDTMTTMDTMDTMTTMD	
AIBEYONDCSCGGCKCARMONOPLRWISPCTIDLORTIDLORAIEBGCDCCGJSKCEMOONGPLANBS & JSPITIPCOAAIRABGRIMDELTAGPIKGIMSCPLANETSAAMSPRCTISCOAAKPBJCHIDEMCOGPSCKKPMSTPLATSABINASRICHATKSAALPHAXBKIDIMETGSTEELKSLMTCPMSAPPESSFTKTAAMABLADRTGUNKULKTBMTIPPPSATSSPTMDAAMAABPPDTACHANAKTCNBCPPPMSCSSSCTMILLAAMATABROOKDUSITHARNKWCNEPPPSSCBSTATNTAAPBSBMEASTWHENGL&ENKIPRBSCCCSTOWERTNLAAPCSBTSECLHMPROLANNANMGPRGSCGSVITNRAAQUABWGEGCOHTCLHNNCLPRINCSCNSVITNRA	TVI
AIEBGCDCCGJSKCEMOONGPLANBS & JSPITIPCOAIRABGRIMDELTAGPIKGIMSCPLANETSAAMSPRCTISCOAKPBJCHIDEMCOGPSCKKPMSTPLATSABINASRICHATKSALPHAXBKIDIMETGSTEELKSLMTCPMSAPPESSFTKTAMABLADRTGUNKULKTBMTIPPPSATSSPTMDAMANAHBPPDTACHANAKTCNBCPPPMSCSSSCTMILLAMATABROOKDUSITHARNKWCNEPPPSSCBSSTTMTAMATAVBRREAHEMPKWININEPR9SCCSTATNITYMAPCSAPCSBTSECLHMPROLANNANMGPRGSCGSUSCOTNPMARAAQUABWGEGCOHTCLHNNCLPRINCSCAULSYMCTOGMARA	TVO
AIRABGRIMDELTAGPIKGIMSCPLANETSAAMSPRCTISCOAKPBJCHIDEMCOGPSCKKPMSTPLATSABINASRICHATKSALPHAXBKIDIMETGSTEELKSLMTCPMSAPPESSFTKTAMABLADRTGUNKULKTBMTIPPPSATSSPTMDAMANAHBPPDTACHANAKTCNBCPPPMSCSSSCTMILLAMATABROOKDUSITHARNKWCNEPPPSSCBSSTTMTMTAMATAVBRREAHEMPKWININEPR9SCCSTATNITYMTAPBSBMEASTWHENGL&ENKIPREBSCCCSTOWERTNLMAQUAAQUABWGEGCOHTCLHNNCLPRINCSCNSVITNRMR	TWPC
AKPBJCHIDEMCOGPSCKKPMSTPLATSABINASRICHATKSALPHAXBKIDIMETGSTEELKSLMTCPMSAPPESSFTKTAMABLADRTGUNKULKTBMTIPPPSATSSPTMDMDLAMANAHBPPDTACHANAKTCNBCPPPMSCSSSCTMILLMTIAMATABROOKDUSITHARNKWCNEPPPSSCBSSTTMTMTIAMATAVBRREAHEMPKWININEPR9SCCSTATNITYMAPAPBSBMEASTWHENGL&ENKIPREBSCCCSTOWERTNLMAPCSAQUABWGEGCOHTCLHNNCLPRINCSCNSVITNRMRARROWCENEPICCLHFGNOBLEPRMSEAOILSYMCTOGMAR	U
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AMABLADRTGUNKULKTBMTIPPPSATSSPTMDAMANAHBPPDTACHANAKTCNBCPPPMSCSSSCTMILLIAMATABROOKDUSITHARNKWCNEPPPSSCBSSTTMTIAMATAVBRREAHEMPKWININEPR9SCCSTATNITYIAPBSBMEASTWHENGL&ENKIPREBSCCCSTOWERTNLIAPCSBTSECLHMPROLANNANMGPRGSCGSVICTNRIAQUABWGEGCOHTCLHNNCLPRINCSCAULSYMCTOGI	UBIS
AMANAHBPPDTACHANAKTCNBCPPPMSCSSSCTMILLAMATABROOKDUSITHARNKWCNEPPPSSCBSSTTMTMATAAMATAVBRREAHEMPKWININEPR9SCCSTATNITYMATAAPBSBMEASTWHENGL&ENKIPREBSCCCSTOWERTNLMATAAPCSBTSECLHMPROLANNANMGPRGSCGSUSCOTNPMATAAQUABWGEGCOHTCLHNNCLPRINCSCNSVITNRMATAARROWCENEPICCLHFGNOBLEPRMSEAOILSYMCTOGMATA	UEC
AMATABROOKDUSITHARNKWCNEPPPSSCBSSTTMTAMATAVBRREAHEMPKWININEPR9SCCSTATNITYPRPAPBSBMEASTWHENGL&ENKIPREBSCCCSTOWERTNLPRPAPCSBTSECLHMPROLANNANMGPRGSCGSUSCOTNPPRAQUABWGEGCOHTCLHNNCLPRINCSCNSVITNRPRARROWCENEPICCLHFGNOBLEPRMSEAOILSYMCTOGPR	UKEM
AMATAVBRREAHEMPKWININEPR9SCCSTATNITYAPBSBMEASTWHENGL&ENKIPREBSCCCSTOWERTNLPRCSAPCSBTSECLHMPROLANNANMGPRGSCGSUSCOTNPPRAQUABWGEGCOHTCLHNNCLPRINCSCNSVITNRPRARROWCENEPICCLHFGNOBLEPRMSEAOILSYMCTOGPR	UOBKH
APBSBMEASTWHENGL&ENKIPREBSCCCSTOWERTNLPRESAPCSBTSECLHMPROLANNANMGPRGSCGSUSCOTNPPRESAQUABWGEGCOHTCLHNNCLPRINCSCNSVITNRPRESARROWCENEPICCLHFGNOBLEPRMSEAOILSYMCTOGPRES	UPF
APCSBTSECLHMPROLANNANMGPRGSCGSUSCOTNPMAQUABWGEGCOHTCLHNNCLPRINCSCNSVITNRMARROWCENEPICCLHFGNOBLEPRMSEAOILSYMCTOGM	UV
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ARROW CEN EP ICC LHFG NOBLE PRM SEAOIL SYMC TOG	VIH
	WACOAL
AS CENTEL EPG ICHL LHK NOK PROS SEED SYNTEC TOP	WHA
	WHAUP
ASIAN CFRESH ERW IFEC LPN NSI PSH SELIC TAE TOPP	WICE
ASK CGH ESTAR IFS LRH NWR PSL SENA TAKUNI TPA	WIIK
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BAFS CIMBT FPT IRC MBAX PATO PTTEP SKR TFG TSTE	
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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)

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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 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



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#### 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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Company	Ticker	Price	Rating	Valuation & Risks
Major Cineplex Group	MAJOR TB	THB 21.70	BUY	The key downside risks to our SoTP-based TP are a slower-than-expected recovery in domestic consumption, the growing popularity of online movies, a delay in the Covid-19 vaccine rollout, and the new wave of Covid.
BEC World	BEC TB	THB 13.90	BUY	The key downside risks to our P/E based TP are a lower-than-expected adex recovery and a worse-than-expected cost reduction.
Workpoint Entertainment	WORK TB	THB 22.50	HOLD	The key downside and upside risks to our P/E-based TP are weaker or stronger-than- expected TV adex, digital advertising becoming more popular, high risks for high returns in the movie business, and competitiveness in TV ratings.
The One Enterprise	ONEE TB	THB 9.95	BUY	The key downside risks to our P/E-based TP are a lower-than-expected adex recovery and the company's worse-than-expected cost reduction.
VGI Pcl.	VGI TB	THB 4.96	HOLD	The key upside and downside risks to our SoTP-based TP are if the advertising expenditure recovery is slower or faster than our expectation, and whether Rabbit Line Pay is successful or not.
Plan B Media	PLANB TB	THB 6.55	BUY	The key downside risks to our P/E multiple-based TP are 1) a slower-than-expected adex recovery; 2) further waves of Covid-19; and 3) the future billboard tax.
RS	RS TB	THB 15.30	BUY	The key downside risk to our SoTP-based TP is based on the company potentially failing to maintain the growth momentum of its commerce business if revenues from TV, radio, and music continue to decline.

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 01-Jul-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**