

Thailand EV

On track to ride the global oil price hike

- According to the DLT, the number of registered EVs in 4M22 grew markedly, far outpacing the number of registered ICE vehicles which grew only 0.9% y-y in 4M22.
- Given the longer-than-expected approval process for the new models of e-buses, AAB (EA and NEX) is now scheduled to deliver 1,000 e-buses in 3Q22.
- We remain positive on EA and NEX as Thailand's key players in e-buses and e-trucks.

High energy price to further enhance EV attractiveness for consumers

We think Thailand's EV market is at an inflection point to quickly grow in 2025 and 2035, rising from sub-0.1m in 2021 to 1.3m in 2025 and 18.4m in 2035. We believe the attractiveness of EVs for Thai consumers has greatly increased in 2022, thanks to the global spikes in the oil and gas prices due to the tight supply and rising demand. This is further supported by the government's campaign for EVs which includes subsidies of THB75,000-150,000 per EV and a number of tax reductions and exemptions for imported EVs in 2022-23 in exchange for EV production in 2024 onward.

EV growth on track in 1H22

According to the Department of Land Transportation (DLT), the number of registered EVs in 4M22 grew markedly, rising by 170% y-y for battery EVs (BEV), 46% for hybrid EVs (HEV), and 60% for plug-in HEVs (PHEV), far outpacing the number of registered internal combustion engine (ICE) vehicles which grew by only 0.9% y-y in 4M22. For the bus market, in 6M22, the number of newly registered buses dropped 12.4% y-y as a result of the wait-and-see strategy pursued by commercial buyers who wish to switch their commercial vehicle fleets (buses and trucks) from ICE to electric. We expect the number of newly registered e-buses to grow markedly in 2H22, likely doubling h-h by 1,000-1,200 vs 1,607 in 1H22, based on AAB's projected number of e-buses to be delivered in 2H22.

1,000 e-bus delivery in 3Q22 after no delivery in 2Q22

Given the longer-than-expected approval process for the new models of e-buses, AAB (EA and NEX) is now scheduled to deliver 1,000 e-buses in 3Q22. In 2Q22, we now expect AAB to deliver no e-buses despite the complete production of 200 e-buses in Jun-Jul 2022 (50 7m-long e-buses and 150 12m-long e-buses) due to the longer-than-expected approval process by the Customs Department. However, up to 896 e-buses should be delivered to BYD's Thai Smile Bus by AAB during Aug-Nov 2022. In 2023, BYD is expected to order an additional 1,459 e-buses to fulfil the total number of e-buses to be operated under BYD's 81 bus route concession from the DLT. Coupled with potential e-bus and e-truck orders from other customers, we expect AAB to deliver a combined 2,000 e-buses and e-trucks in 2022 and 3,000 in 2023, with all of AAB's orders to be marketed under NEX.

EA and NEX are clear winners

With strong EV demand in 2022-24, particularly for the commercial segment (e-buses and e-trucks), EA and NEX remain our top picks as the only two players to win e-bus and e-truck orders in Thailand. While the delivery delay may lead to a short-term downside in 2Q22, the pent-up demand and their near-monopoly position in Thailand's commercial EV market, at least until 2024, position EA and NEX as unrivalled winners, in our view.



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EA and NEX ready to ride the commercial EV market

Despite the delay in e-bus deliveries from the manufacturing plant Absolute Assembly (AAB), owned by Energy Absolute (EA TB, BUY) (60%) and Nex Point (NEX TB, BUY) (40%), due to the Thai Customs Tax Department's approval of the new e-bus models taking a longer time than expected, we think EA and NEX are now ready to deliver up to 1,000 e-buses in 3Q-4Q22, mostly for the orders from Beyond Securities (BYD TB, not rated).

Exhibit 1: Number of bus routes and buses to be in operation under BYD

Number of bus routes	Number of e-buses	Type of bus route	Delivery timeline	Grace period
8	96	existing	Nov-22	none
71	758	new	Oct-22	60
2	42	additional	Oct-22	60
81	896			

Sources: BYD; EA

Up to 896 e-buses delivered to BYD's Thai Smile Bus in 2H22. Based on EA's management's guidance, AAB is scheduled to deliver up to 896 12m-long, large-size e-buses to BYD during Aug-Nov 2022. In 2023, BYD is expected to order an additional 1,459 e-buses to fulfil the total number of e-buses to be operated under BYD's 81 bus route concession from the DLT.



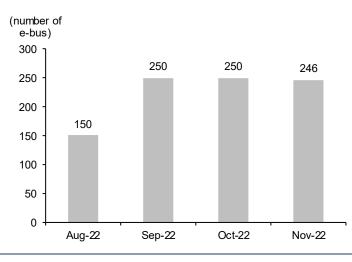
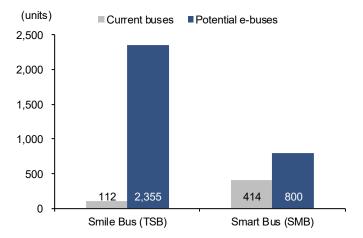


Exhibit 3: Number of operating buses and potential new buses under the bus route concession from DLT



Sources: BYD; EA

Sources: BYD; EA; FSSIA estimates

For EA, after its acquisition of Thai Smart Bus (SMB) in 1H22, EA plans to deliver a total of 1,214 e-buses within 2023, comprising 800 e-buses for new bus routes and 414 e-buses to replace the existing diesel-based buses currently in operation. We estimate that these e-bus orders from Thai Smile Bus (TSB) and SMB alone will total 3,569 e-buses (2,355 for TSB and 1,214 for SMB) worth THB21.5b for AAB.

Exhibit 4: Potential e-bus orders from TSB and SMB

Company	Major shareholder	Current type of buses in operations	Current buses	Potential e-buses	No. of bus lines currently in operation	No. of bus lines	Price of e-bus	Total order value	Size of e-bus
Smile Bus (TSB)	BYD	EV	112	2,355	8	81	6.8	16,014	Large size at 12m length
Smart Bus (SMB)	EA	NGV, Diesel, EV	414	1,214	8	37	6.8	5,440	Large size at 12m length
Total			526	3,569	16	118		21,454	

Sources: BYD; EA; FSSIA estimates

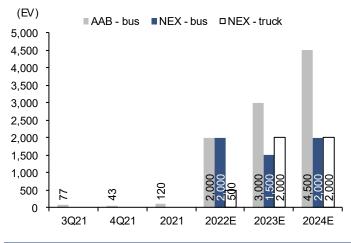


Coupled with potential e-bus and e-truck orders from other customers, we expect AAB to deliver a combined 2,000 e-buses and e-trucks in 2022 and 3,000 in 2023, with all of AAB's orders to be marketed and delivered under NEX.

No e-bus delivery in 2Q22. Given the longer-than-expected approval process for the new models of e-buses, AAB (EA and NEX) is now scheduled to deliver 1,000 e-buses in 3Q22 with an additional upside of 50 7m-long, small-size e-buses to be delivered to Lotte Transportation as a part of a total 87 e-bus order.

In 2Q22, we now expect AAB to deliver no e-buses despite the complete production of 200 e-buses in Jun-Jul 2022 (50 7m-long e-buses and 150 12m-long e-buses) due to the longer-than-expected approval process by the Customs Department.

Exhibit 5: Projected EVs delivered by AAB and NEX in 2022-24



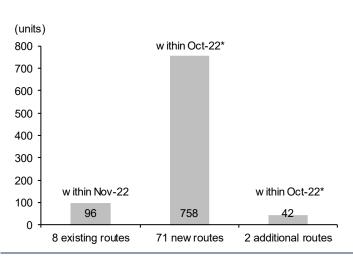


Exhibit 6: BYD's e-bus delivery in 2H22

Sources: BYD; EA; NEX

*Could be dalayed for 60 days Source: BYD

EV growth is now on track. According to the DLT, the number of registered EVs in 4M22 grew markedly, rising by 170% y-y for BEVs, 46% for HEVs, and 60% for PHEVs, far outpacing the number of registered ICE vehicles which grew by only 0.9% y-y in 4M22.

Thanks to the government's favorable campaign for EVs which includes the subsidy of THB75,000-150,000 per EV and a number of tax reductions and exemptions for the imported EVs in 2022-23 which require the importers to set up new EV manufacturing plants in Thailand to produce EVs in 2024 onward in exchange for the imported EVs in 2022-23.

Exhibit 7: Growth of registered EVs vs ICE vehicles in 4M22

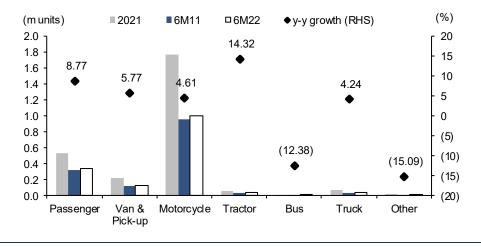
	2021	4M22	% change y-y (RHS)
BEV	470	1,270	170.2
HEV	11,569	16,928	46.3
PHEV	1,853	2,969	60.2
ICE	247,697	249,939	0.9

Source: DLT

Thailand EV

In Thailand, the number of newly registered vehicles in 6M22 was 1.57m, growing by 15% y-y. The number of passenger vehicles grew by 8.8% y-y, the second highest rate after tractors, indicating that the government's campaign has been highly effective in prompting Thai consumers to decide to purchase EVs as their new vehicles in replacement of ICE vehicles.

Exhibit 8: Number of newly registered vehicles in 6M22 in Thailand

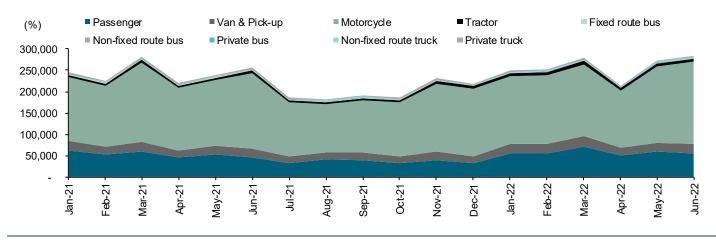


Source: DLT

For the bus market, in 6M22, the number of newly registered buses dropped 12.4% yy as a result of the wait-and-see strategy pursued by commercial buyers who wish to switch their commercial vehicle fleets (buses and trucks) from ICE to electric. We think the delayed e-bus delivery of up to 200 units (12% of 1,607 units in 6M22) by AAB also played a significant role in the y-y drop in the number of newly registered buses in 6M22.

We expect the number of newly registered e-buses to grow markedly in 2H22, likely doubling h-h by 1,000-1,200 vs 1,607 in 1H22, based on AAB's projected number of e-buses to be delivered in the same period.

Exhibit 9: Number of newly registered vehicles – breakdown by vehicle type

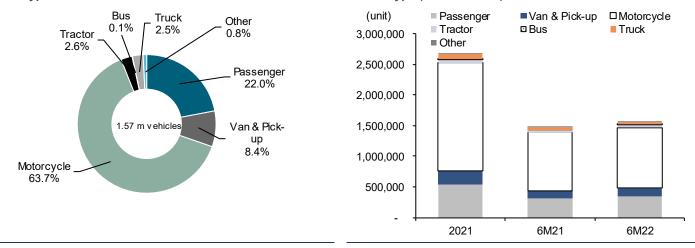


Source: DLT

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In 6M22, the number of newly registered commercial buses remained tiny at only 0.1% of the total 1.57m vehicles, while the number of passenger vehicles accounted for 22.2% of total newly registered vehicles in 1H22, up slightly from 21.6% in 1H21. However, the proportion of EVs in the passenger number jumped from 1.4% to 2.1% of total newly registered vehicles, increasing by 52% y-y or 7,275 EVs, in 1H22.





Source: DLT

Source: DLT

On track to reach the government's EV target. We believe that in 2H22-24 Thailand is likely to see significant growth in the number of newly registered EVs to reach the targets set by the Thai government of 1.3m in 2025 and 18.4m in 2035.

Exhibit 12: EV usage target breakdown by vehicle type

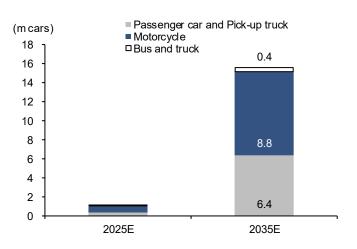
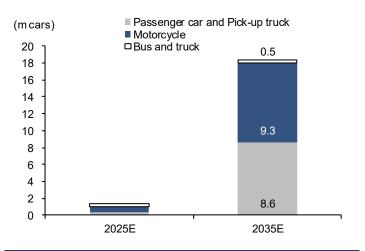


Exhibit 13: EV production target breakdown by vehicle type

Exhibit 11: Number of registered vehicle breakdown by

vehicle type (2021 vs 6M22)



Source: Energy Policy and Planning Office (EPPO)

Source: EPPO

More cost savings for EVs over ICE vehicles

Thanks to the global spikes in the oil and gas prices due to the tight supply and rising demand, we believe the attractiveness of EVs for Thai consumers has greatly increased in 2022. Coupled with the government's EV incentive campaign, we think Thailand's EV market is now at an inflection point to grow at a fast rate in 2025 and 2035, rising from sub-0.1m in 2021 to 1.3m in 2025 and 18.4m in 2035.

Exhibit 14: Energy cost comparison between gasoline, diesel, and EV

Fuel	Gasoline	e	Diesel		EV	Savings to gasoline	Savings to diesel	
Retail price	47.46	(THB/litre)	34.94	(THB/litre)	6	(THB/kWh)	(%)	(%)
	litre per km	THB per km	Average consumption	THB per km	Average consumption	THB per km		
	5 litres per 100 km	2.4	5 litres per 100 km	1.7	15kWh per 100 km	0.9	61.9	48.0
Average	10 litres per 100 km	4.7	10 litres per 100 km	3.5	20kWh per 100 km	1.2	74.6	65.5
consumption	15 litres per 100 km	7.1	15 litres per 100 km	7.1	25kWh per 100 km	1.5	78.9	78.8
	20 litres per 100 km	9.5	20 litres per 100 km	7.0	30kWh per 100 km	1.8	81.0	74.2

Sources: EPPO; FSSIA estimates

EA and NEX are clear winners

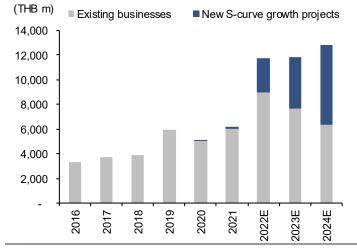
Under the high EV demand growth we project in 2022-24, particularly for the commercial segment (e-buses and e-trucks), EA and NEX remain our top picks as the only two players to win orders for e-buses and e-trucks in Thailand.

While the delivery delay may lead to a short-term downside in 2Q22, the pent-up demand backed by cost savings and the government's favorable campaign, along with EA and NEX's near-monopoly position in Thailand's commercial EV market – at least until 2024 when we expect a number of new manufacturing plants for EVs to mushroom in Thailand – should lead to strong growth.

EA: 3Q22 should be the first quarter to remember for significant EV earnings

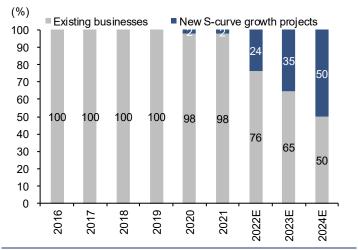
growth. In 3Q22, we project that EA could book up to THB1.2b in net profit from the 1,000 e-bus delivery, in line with our projection that EA will see net profits generated from its S-curve ventures, including its 100%-owned battery manufacturing plant, 60%-owned AAB (manufacturing), and 40%-owned NEX (marketer).

Exhibit 15: EA's projected net profit breakdown by existing and new businesses



Sources: EA; FSSIA estimates

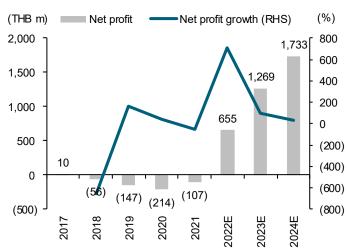
Exhibit 16: EA's projected net profit breakdown by existing and new businesses (%)



Sources: EA; FSSIA estimates

NEX: 3Q22 should not only turn around but see a net profit of THB0.4b. Based on the 1,000 e-buses to be delivered in 3Q22, we estimate that NEX will not only see its first quarterly turnaround but also a strong net profit of THB0.4b in 3Q22, based on THB0.5m net profit per e-bus, coming from THB0.2m as a marketer and THB0.4m via its 40% stake in AAB.

However, we note that NEX's 2Q22 is likely to see another quarterly net loss of TH30m-50m due to no e-buses being delivered, with the delivery delayed from 2Q22 to 3Q22.



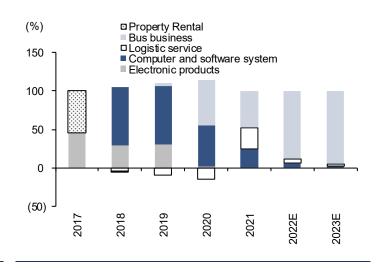


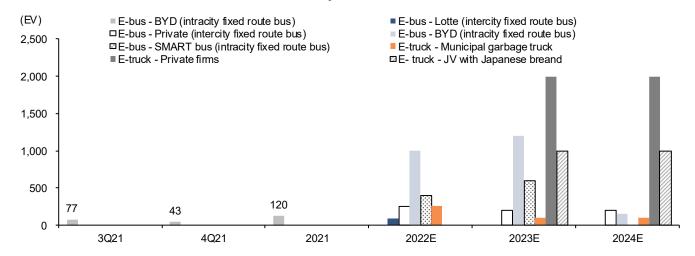
Exhibit 18: Gross profit breakdown by segment

Sources: NEX; FSSIA estimates

Thailand EV

Sources: NEX; FSSIA estimates

Exhibit 19: NEX's number of EVs delivered – breakdown by clients



Sources: NEX; FSSIA estimates

Exhibit 17: NEX's net profit should turn around in 2022

Corporate Governance report of Thai listed companies 2021

	A substitution of the subs	EX	CELLENT LE	VEL – Score	range 90-100)				
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1							SC			TWPC
i RA	BGC BGRIM	CPN CRC	GLAND GLOBAL	KKP KSL	MVP NCL	PPS PR9	SCB	SSSC SST	TISCO TK	U
RA P	BIZ	CSS	GLOBAL GPI	KSL KTB	NEP	PR9 PREB	SCB	SST	TKT	UUAC
R	BKI	DDD	GPSC	KTC	NER	PRG	SCCC	STEC	TMT	UBIS
Т	BOL	DELTA	GRAMMY	LALIN	NKI	PRM	SCG	STI	TNDT	UV
IA 	BPP	DEMCO	GULF	LANNA	NOBLE	PROUD	SCGP	SUN	TNITY	VGI
	BRR	DRT	GUNKUL	LH	NSI	PSH	SCM	SUSCO	TOA	VIH
IATAV	BTS	DTAC	HANA	LHFG	NVD	PSL	SDC	SUTHA	TOP	WACOAL
AN	BTW	DUSIT	HARN	LIT	NWR	PTG	SEAFCO	SVI	TPBI	WAVE
т	BWG	EA	HMPRO	LPN	NYT	PTT	SEAOIL	SYMC	TQM	WHA
	CENTEL	EASTW	ICC	MACO	OISHI	PTTEP	SE-ED	SYNTEC	TRC	WHAUP
IP	CFRESH	ECF	ICHI	MAJOR	OR	PTTGC	SELIC	TACC	TRU	WICE
ROW	CHEWA	ECL	III	MAKRO	ORI	PYLON	SENA	TASCO	TRUE	WINNER
P	CHO	EE	ILINK	MALEE	OSP	Q-CON	SHR	TCAP	TSC	ZEN
СТ	CIMBT	EGCO	ILM	MBK	ОТО	QH	SIRI	TEAMG	TSR	
VC	СК	EPG	INTUCH	MC	PAP	QTC	SIS	TFMAMA	TSTE	
UD	CKP	ETC	IP	MCOT	PCSGH	RATCH	SITHAI	TGH	TSTH	
FS	CM	FPI	IRPC	METCO	PDG	RS	SMK	THANA	TTA	
NPU	CNT	FPT	ITEL	MFEC	PDJ	S	SMPC	THANI	TTB	
Y	COM7	FSMART	IVL	MINT	PG	S & J	SNC	THCOM	TTCL	
BL	COMAN	GBX	JSP	MONO	PHOL	SAAM	SONIC	THG	TTW	
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M	ATP30	CMC	FORTH	JAS	M	PB	S11	SMT	TFG	UMI
E	B	COLOR	FSS	JCK	MATCH	PICO	SA	SNP	TFI	UOBKH
G	BA	CPL	FTE	JCKH	MBAX	PIMO	SAK	SO	TIGER	UP
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IC	BEC	CSP	GJS	KCAR	MGT	PMTA	SAPPE	SPCG	TM	VCOM
T	BEYOND	CWT	GYT	KEX	MICRO	PPP	SAWAD	SR	TMC	VL
L	BEIT	DCC	HEMP	KGI	MILL	PPPM	SCI	SRICHA	TMD	VPO
.LA	BJC	DCON	HPT	KIAT	MITSIB	PRIME	SCN	SSC	TMI	VRANDA
UCON	BJCHI	DHOUSE	HTC	KISS	MK	PRIME	SCP	SSF	TMILL	WGE
		DOD	HYDRO			PRIN	SCP			WIIK
	BLA			KOOL	MODERN			STANLY		
MARIN	BR	DOHOME	ICN	KTIS	MTI	PSG	SFLEX	STGT	TNP	WP
00	BROOK	DV8	IFS	KUMWEL	NBC	PSTC	SFP	STOWER	TOG	XO
PCS	CBG	EASON	IMH	KUN	NCAP	PT	SFT	STPI	TPA	XPG
URE	CEN	EFORL	IND	KWC	NCH	QLT	SGF	SUC	TPAC	YUASA
UA	CGH	ERW	INET	KWM	NETBAY	RBF	SIAM	SWC	TPCS	
SAP	CHARAN	ESSO	INSET	L&E	NEX	RCL	SINGER	SYNEX	TPS	
EFA	CHAYO	ESTAR	INSURE	LDC	NINE	RICHY	SKE	TAE	TRITN	
βIA	CHG	ETE	IRC	LEO	NRF	RML	SKN	TAKUNI	TRT	
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1	BIG	CMO	GREEN	KASET	MORE	PPM	SIMAT	TC	TYCN	
	BLAND	CMR	GSC	KCM	MUD	PRAKIT	SISB	TCCC	UKEM	
PHAX	BM	CPT	GTB	KK	NC	PRAPAT	SK	THMUI	UMS	
1C	BROCK	CRANE	HTECH	KKC	NDR	PRECHA	SMART	TNH	UNIQ	
P	BSBM	CSR	HUMAN	KWI	NFC	PTL	SOLAR	TNR	UPA	
2	BSM	D	IHL	KYE	NNCL	RJH	SPACK	TOPP	UREKA	
RIN	BTNC	EKH	lig	LEE	NOVA	RP	SPG	TPCH	VIBHA	
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				MCHAI	PAF	SABUY	STARK	TPLAS	WORK	
2	CCP	F&D	JAK	M-CHAI	FAF	SABUT	OTAIN	II LAO	WORK	

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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

CERTIFIED										
2S	BCH	CPALL	GC	к	MFC	PE	QLT	SNP	THCOM	TU
7UP	BCP	CPF	GCAP	KASET	MFEC	PG	QTC	SORKON	THIP	TVD
ADVANC	BCPG	CPI	GEL	KBANK	MILL	PHOL	RATCH	SPACK	THRE	TVI
AF	BE8	CPN	GFPT	KBS	MINT	PK	RML	SPALI	THREL	TVO
AI	BEYOND	CSC	GGC	KCAR	MONO	PL	RWI	SPC	TIDLOR	TWPC
AIE	BGC	DCC	GJS	KCE	MOONG	PLANB	S & J	SPI	TIPCO	U
AIRA	BGRIM	DELTA	GPI	KGI	MSC	PLANET	SAAM	SPRC	TISCO	UBE
AKP	BJCHI	DEMCO	GPSC	KKP	MST	PLAT	SABINA	SRICHA	TKS	UBIS
ALPHAX	BKI	DIMET	GSTEEL	KSL	MTC	PM	SAPPE	SSF	ткт	UEC
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	WACOAL
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	Μ	000	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	СМ	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	ттв	
BBL	сотто	GBX	JKN	META	PDJ	QH	SNC	THANI	TTCL	
DECLARED										
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	Ш	KUMWEL	NOVA	PIMO	SCM	TKN	VCOM	
BEC	CRC	EKH	INOX	LDC	NRF	PLE	SIS	ТМІ	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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Suwat Sinsadok, CFA, FRM, ERP FSS International Investment Advisory Securities Co., Ltd

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History of change in investment rating and/or target price



Suwat Sinsadok, CFA, FRM, ERP started covering this stock from 09-Jul-2020

Price and TP are in local currency

Source: FSSIA estimates

Nex Point (NEX TB)



Date	rading	Target price	Bale	rading	Target price	Dute	Rating	rarget price	
23-Jun-2021 09-Aug-2021	BUY BUY	12.00 13.40	13-Dec-2021 17-Jan-2022	BUY BUY	25.00 26.00	23-May-2022	BUY	21.60	

Suwat Sinsadok, CFA, FRM, ERP started covering this stock from 23-Jun-2021

Price and TP are in local currency

Source: FSSIA estimates

FINANSIA

-				
Company	Ticker	Price	Rating	Valuation & Risks
Energy Absolute	EA TB	THB 80.00	BUY	Downside risks to our SoTP-based TP include: 1) lower-than-expected demand for electricity in Thailand; 2) lower crude prices; and 3) lower-than-expected demand for batteries.
Nex Point	NEX TB	THB 15.50	BUY	Downside risks to our SoTP-based TP include: 1) a lower-than-expected bus sales volume; 2) delays in bus deliveries; and 3) risk from regulatory changes.

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 18-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.

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