**EQUITY RESEARCH - COMPANY REPORT** 

## BANPU BANPU TB

THAILAND / MATERIALS

# Coal shines as substitute energy

- We expect Banpu to post a strong 2Q22 NP of THB11.4b, up 11% q-q and 7.6x y-y, with core NP to jump to THB15.9b.
- We estimate that in 3Q22 onward, Banpu will add roughly USD0.1b in EBITDA from XTO's shale assets.
- Maintain BUY at TP of THB18.80.

## Solid 2Q22E net profit is just the beginning

We expect Banpu to post a strong 2Q22 net profit of THB11.4b, up 11% q-q and 7.6x y-y. Excluding hedging and FX losses, we project core net profit to jump to THB15.9b, up 69% q-q and 447% y-y. Key drivers are higher average selling prices (ASPs), a lower hedging loss, and rising coal sales volumes, alongside improving net profits from its power business, mainly from the Hongsa power plant (HPC). With the y-y higher prices and rising sales volumes of coal and gas, we think Banpu's quarterly core net profits will grow markedly in 2Q22-4Q22.

## Higher-for-longer prices for coal and gas

With the tighter supply of gas and oil due to the ongoing Russia-Ukraine war, we expect the coal price to remain higher for longer in 2H22 and into 2023, as demand for coal as a substitute for gas and oil in the coming winter in the Northern Hemisphere is likely to support the coal price above USD300/t for the Newcastle coal price index, in our view. While hedging losses, particularly for gas, will continue to erode its operating net profit, Banpu's reported quarterly net profit should surge both q-q and y-y as we project the hedging losses to shrink as a result of Banpu's adaptive hedging policy to reduce its hedging position.

## M&A to strengthen shale gas earnings in 2H22 onward

On 30 Jun-22, Banpu completed its acquisition of XTO's natural gas and mid-stream assets in the Barnett Shale area with a transaction valued at USD750m (THB26.5b), with Banpu starting to consolidate XTO's shale assets on 1 Jul-22 onward. After the XTO acquisition, Banpu will increase its shale gas equity capacity from around 700mmscfd to 900mmscfd and its 1P reserve from 4.4tcf to over 5.8tcf. We estimate that in 3Q22 onward, Banpu will add around USD0.1b in EBITDA from XTO's shale assets, bringing its quarterly EBITDA from shale gas to as high as USD0.4b in 2H22-2023, based on our estimates.

#### Strong earnings to overcome hedging loss concerns

YTD, Banpu's share price has greatly lagged behind ITMG's share price performance due to investors' concerns over its large hedging losses. However, strong quarterly net profits in 2Q22-2023 backed by higher ASPs and sales volumes of its coal and gas, M&A for shale, and lower hedging losses, should overcome investors' concerns, in our view.



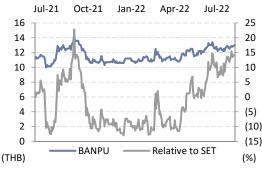
## BUY

#### **UNCHANGED**

TARGET PRICE THB18.80
CLOSE THB13.00
UP/DOWNSIDE +44.6%
PRIOR TP THB18.80
CHANGE IN TP UNCHANGED
TP vs CONSENSUS +20.6%

#### **KEY STOCK DATA**

YE Dec (THB m)	2021	2022E	2023E	2024E
Revenue	133,190	176,495	159,632	154,929
Net profit	9,852	28,728	29,682	30,388
EPS (THB)	1.46	4.00	3.34	2.57
vs Consensus (%)	-	(0.9)	25.5	24.6
EBITDA	61,472	78,054	78,249	79,292
Core net profit	23,793	28,728	29,682	30,388
Core EPS (THB)	3.52	4.00	3.34	2.57
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	nm	13.6	(16.4)	(23.2)
Core P/E (x)	3.7	3.3	3.9	5.1
Dividend yield (%)	3.5	17.2	13.7	10.4
EV/EBITDA (x)	4.4	3.6	3.9	4.3
Price/book (x)	1.1	0.9	8.0	0.9
Net debt/Equity (%)	154.9	95.2	64.7	43.7
ROE (%)	33.6	30.4	24.0	19.6



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	6.6	12.1	15.1
Relative to country (%)	7.1	20.3	14.0
Mkt cap (USD m)			2,403
3m avg. daily turnover (USD m)			49.1
Free float (%)			88
Major shareholder	Vong	kusolkit Fa	mily (13%)
12m high/low (THB)			14.90/9.65
Issued shares (m)			6,766.00

Sources: Bloomberg consensus; FSSIA estimates



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#### Investment thesis

We believe Banpu's earnings growth outlook will improve in 2022, driven by its coal, gas, and power businesses due to the improving margin outlook based on stronger demand and tighter supply.

We think that rising Newcastle index coal prices should lead to higher coal earnings in 2022. Power earnings should gradually improve with the resumption of full operations at the Hongsa power plant, as well as from its new solar farms in Japan and China and wind farms in Vietnam.

We see three factors that we think will drive up Banpu's earnings in 2022. First, its gas earnings are in an upcycle due to the tighter supply in the US. Second, we expect higher coal earnings on the back of projected USD100-130/tonne index coal prices. Finally, we see more upsides for its power earnings due to higher projected net profit contributions from Hongsa.

## Company profile

BANPU is a leading coal-based energy company in Asia-Pacific with operations in Indonesia and China. It also operates power plants in Thailand and China.

www.banpu.com

## Principal activities (revenue, 2021)

■ Coal - 42.6 % ■ Others - 57.4 %

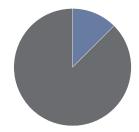


Source: Banpu

## **Major shareholders**

■ Vongkusolkit Family - 12.5 %

■ Others - 87.5 %



Source: Banpu

### **Catalysts**

A higher coal price, rising coal production volumes and reserves, and improving net profit growth from its power business would all be key positive catalysts.

#### Risks to our call

We see downside risks to our SoTP-based TP from lower coal prices, higher diesel costs and any unplanned shutdowns of its power plants.

#### **Event calendar**

Date	Event
Aug 2022	2Q22 results announcement

## **Key assumptions**

	2022E	2023E	2024E
Coal sales volume (mtpa)	34.8	34.7	33.7
Newcastle coal price (USD/t)	200.0	150.0	150.0
ASP for coal (USD/t)	162.3	139.8	139.6
Total cost - Indonesia (USD/t)	85.1	69.2	66.2
Total cost - Australia (USD/t)	88.0	87.0	87.0

Source: FSSIA estimates

#### Earnings sensitivity

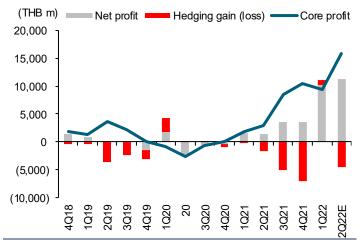
- Ceteris paribus, for every 1% rise in average coal price, we project 2022 EPS to rise by 2.6%, and vice versa.
- Ceteris paribus, for every 1% rise in coal sales volume, we estimate 2022 EPS to rise by 1.2%, and vice versa.
- Stability in crude oil price, rising coal prices and high utilisation rates of power plants are key to earnings growth.

Source: FSSIA estimates

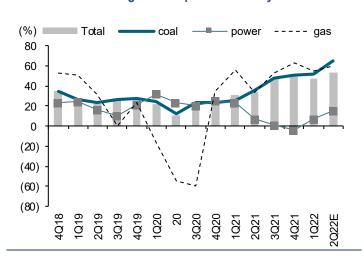
## Higher-for-longer coal prices

With the y-y higher prices of coal and gas and improving sales volumes of coal, we think Banpu's quarterly core net profits will continue to grow markedly q-q, rising to over THB10b a quarter. While hedging losses, particularly for gas, will continue to erode its operating net profits, Banpu's reported quarterly net profit should surge both q-q and y-y as we project its hedging losses to shrink as a result of its adaptive hedging policy aimed at better capturing the global coal and gas price uptrends.

Exhibit 1: Strong net profits to continue in 2Q22 onward



**Exhibit 2: Gross margins to improve markedly** 

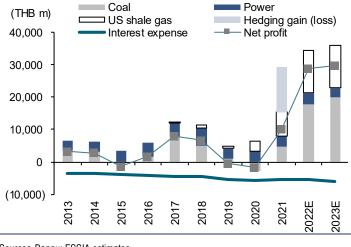


Sources: Banpu; FSSIA estimates

Sources: Banpu; FSSIA estimates

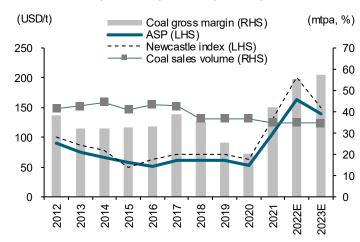
On an annual basis, we project Banpu's net profits in 2022-23 to jump to THB29b in 2022 and THB30b in 2023, driven mainly by higher coal prices, while we expect the gross margin for coal to hit 55% in 2022 and 58% in 2023.

Exhibit 3: Net profit growth from coal and shale gas



Sources: Banpu; FSSIA estimates

Exhibit 4: Coal gross margin to surge on higher ASP

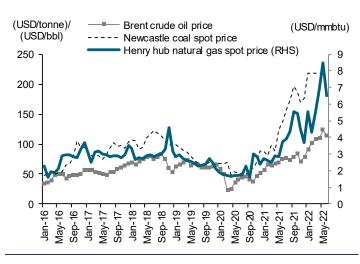


## Higher-for-longer prices for coal and gas in 2022-25

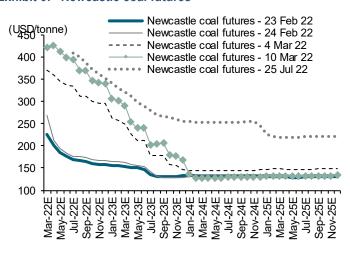
Since 1Q21, the prices of energy, including oil, gas, and coal, have surged due to rising demand post the reopening of the global economy and tighter supplies as a result of the Russia-Ukraine war that broke out on 24 Feb-22. Of the three major energy commodities, the coal price has jumped the most due to its use as a substitute for gas and oil.

A USD250/t floor price for Newcastle index is now expected in 2024-25. The impact of the Russia-Ukraine war on the global coal price has been manifest in the much higher Newcastle coal price (NCT) futures, which have jumped by over USD70-100/t for both near-term and long-term futures. Currently, the market expects NCT futures to stay above USD200/t at least until 2025 – far higher than the previous expectation of USD150/t reflected in the NCT futures for 2024-25 seen on 23 Feb-22 (before the Russia-Ukraine war began on 24 Feb-22), and on 4 and 10 Mar-22 as the war dragged on.

Exhibit 5: Brent crude, Newcastle coal, Henry Hub gas price



**Exhibit 6: Newcastle coal futures** 



Source: Bloomberg Source: Bloomberg

Meanwhile, NCT has now strayed far higher than China's Qinghuangdao (QHD) coal price index, widening from a small discount in 1Q21 to the current USD220/t in Jun-22 as a result of China's price curb policy for the domestic market aimed at controlling the cost of power generation.

Exhibit 7: Newcastle coal contract price spike

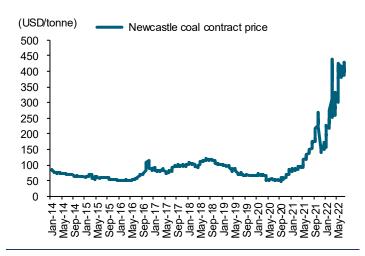
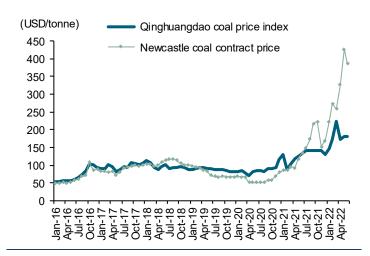


Exhibit 8: Benchmark coal prices (QHD vs NCT)



Source: Bloomberg Source: Bloomberg

The Henry Hub gas price has similarly risen recently, jumping out of the USD4.5-4.7/mmbtu band during Feb-Jun 2022 to USD8.5/mmbtu for the near-term futures in 2022-1Q23 before declining to USD4.5/mmbtu post 2023. The rise in LNG futures to USD36-45/mmbtu based on the LNG futures on 25 Jul-22 clearly indicates that the global LNG market is expected to remain tight at least until 2Q23 when new LNG supply should meaningfully come on stream.

**Exhibit 9: Henry Hub gas futures** 

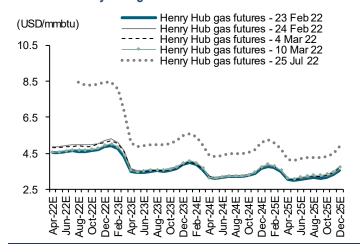
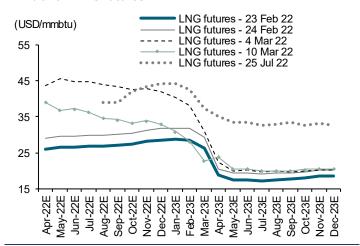


Exhibit 10: LNG futures



Source: Bloomberg

Source: Bloomberg

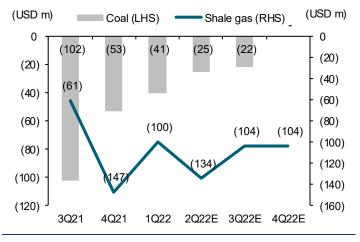
#### Higher-for-longer quarterly net profits for coal and gas in 2022-23

We expect Banpu to enjoy strong earnings growth momentum in 2Q22-2023, thanks to its higher ASP for coal and gas, rising sales volumes, and a meaningful decline in its hedging losses.

In the past four quarters since 3Q21, Banpu has continued to improve its hedging policy, effectively reducing the hedging volumes and prices for both its coal and gas businesses.

As a result, despite the higher global coal and gas prices, Banpu has seen smaller combined hedging losses since 3Q21, particularly for its coal business, as Banpu cut its coal hedging volumes by 4-5x from 0.5mt a quarter in 2H22 to 0.1mt a quarter in 2022, based on management's guidance.

Exhibit 11: Quarterly hedging loss projections for coal and shale gas



Sources: Banpu; FSSIA estimates

Exhibit 12: Banpu's coal sales volume and shale gas sales volume

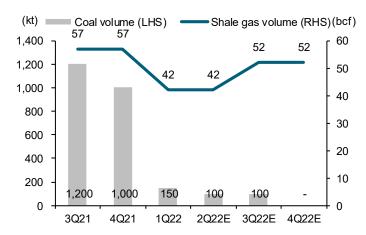
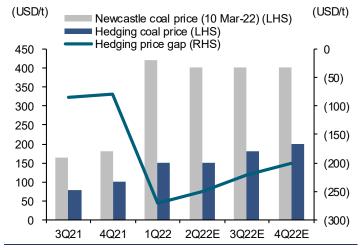
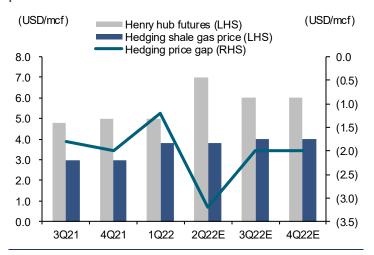


Exhibit 13: Banpu's hedging coal price vs Newcastle coal price index



Sources: Banpu; Bloomberg, FSSIA estimates

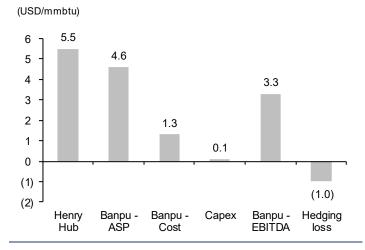
Exhibit 14: Banpu's shale gas selling price vs Henry Hub gas price index futures



Sources: Banpu; Bloomberg, FSSIA estimates

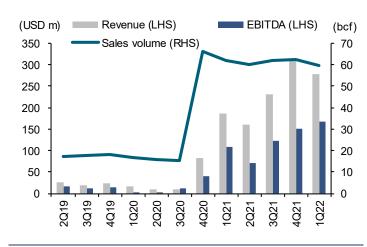
Expect EBITDA growth for both coal and gas in 2022. Thanks to Banpu's low production costs for coal and gas, the higher ASPs for coal and gas have resulted in stronger EBITDA growth from quarter to quarter. We project EBITDA from coal to jump from USD0.4b in 1Q22 to USD0.6b in 2Q22 and EBITDA for gas to rise from USD0.2b in 1Q22 to USD0.3b in 2Q22.

Exhibit 15: Financial analysis of Banpu's shale gas



Sources: Banpu; FSSIA estimates

Exhibit 16: Shale gas quarterly revenue, EBITDA, and sales volume



Source: Banpu

## Exhibit 17: Shale gas production capacity by asset

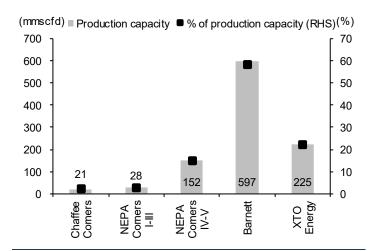
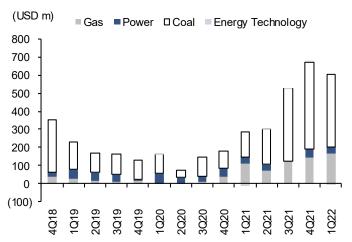


Exhibit 18: EBITDA breakdown by business



Sources: Banpu; FSSIA estimates

Sources: Banpu; FSSIA estimates

Core gas business strengthened by a recent acquisition. On 30 Jun-22, Banpu, via its 96.12%-owned subsidiary BKV Corporation (BKV), completed its acquisition of the natural gas and mid-stream assets in the Barnett Shale area of XTO Energy and Barnett Gathering LLC (XTO), subsidiaries of Exxon Mobil Corporation. The transaction is valued at USD750m (THB26.5b) with contingent payments up to USD50m. Banpu will start to consolidate XTO's shale assets on 1 Jul-22 onward.

After the XTO acquisition, Banpu will have increased its shale gas equity capacity from around 700mmscfd to 900mmscfd and its 1P reserve from 4.4tcf to over 5.8tcf, becoming the largest gas producer in the Barnett area.

We estimate that in 3Q22 onward, Banpu will add around USD0.1b in EBITDA from XTO's shale assets, bringing its quarterly EBITDA from shale gas to as high as USD0.4b in 2H22-2023, based on our estimates.

Exhibit 19: Shale gas basins in the US

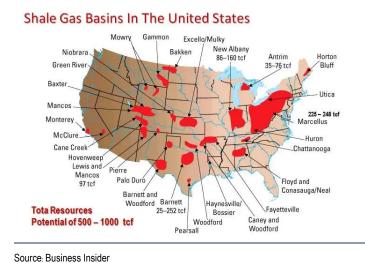


Exhibit 20: XTO's shale formations



Source: XTO Energy

## Coal price uptrend to continue in 2022-24

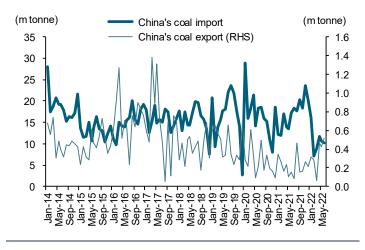
After the power blackouts in 4Q21, China has continued to raise its coal inventory, curb its coal price in the domestic market, and reduce its coal imports. However, the global coal price as represented by NCT has continued to rise to over USD400/t currently, widening the coal price gap between QHD and NCT to over USD250/t in Jul-22.

Exhibit 21: China's coal inventory vs QHD coal price index



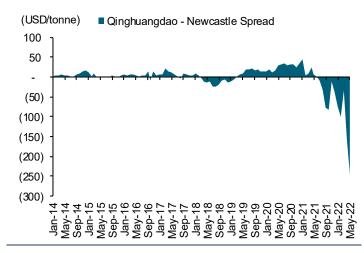
Source: Bloomberg

Exhibit 22: China's coal imports and exports



Source: Bloomberg

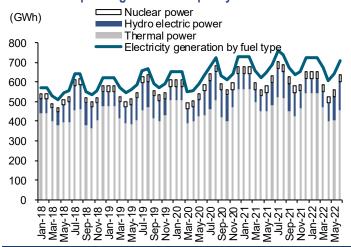
Exhibit 23: Coal price gap between QHD and NCT



Source: Bloomberg

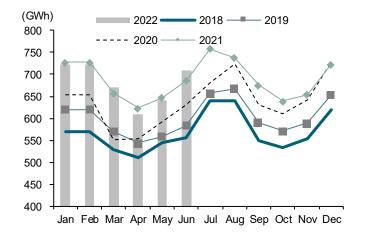
**Demand for power in China has grown in 2022.** Even with multiple lockdowns, China's power consumption remained strong in 1H22, particularly for the industrial segment. This has led to higher demand for power from coal, which currently accounts for over 50% of China's total power generation capacity.

Exhibit 24: Thermal power (mostly coal-fired) remains China's main power generation capacity



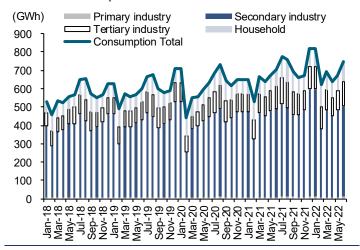
Source: Bloomberg

Exhibit 26: China's electricity supply



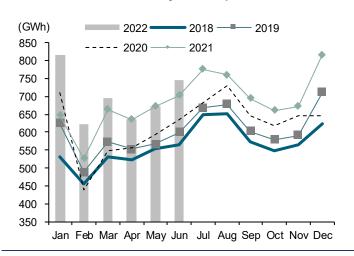
Source: Bloomberg

Exhibit 25: China's electricity demand has sharply rebounded above pre-Covid-19 levels



Source: Bloomberg

Exhibit 27: China's electricity consumption



Source: Bloomberg

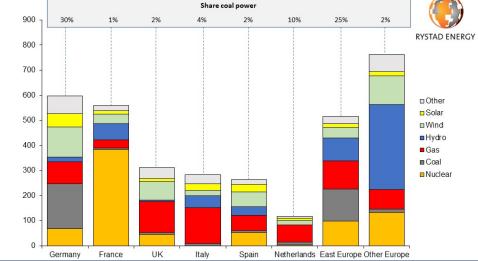
Is the EU abandoning Russian coal? On top of China's continued strong demand for coal, we think it is less likely now that the EU will completely abandon its reliance on Russian coal to replace the already severe reduction in oil and gas purchases amid the intensifying sanctions.

What price will the EU have to pay for a Russian coal ban? Similar to oil and gas, the EU's ban on Russian coal means European consumers will have to brace for higher power prices in 2022 as supply shortages in countries that rely on coal-fired electricity generation will spread across the continent via its well-connected power grids.

Eastern Europe and Germany will be particularly hard hit as they generated a significant share of their electricity with Russian thermal coal. The latest sanctions will send countries scrambling for alternative sources of supply in a market where prices have already quadrupled in the past 12 months.

**TWh** Share coal power 900 2% 10% 2%

Exhibit 28: EU power generation mix by country (2021)



Source: Rystad Energy

No light at the end of the Russian coal ban tunnel for the EU. Based on AXSData, in 1H22, coal purchases by EU member countries still accounted for 37.5% of Russia's total coal sales in 1Q22, down from 55.1% in 2021 and 61.6% in 2020. While the proportion of the EU's coal purchases from Russia has continued to decline, we think it is a grave dilemma for the EU whether to shun Russian gas or coal amid globally tight supplies for coal and gas.

The EU-27 and the UK combined have imported 3mt of steam coal per month from Russia since Oct-21. On the surface, while this seems to indicate a 30% y-y increase in the EU's monthly coal imports from Russia, our analysis shows a different picture even as the EU's demand for coal has grown markedly since Mar-22, the EU has increasingly sourced their steam coal imports from other countries.

During Mar-May 2022, the EU and the UK imported more coal from Colombia (+114% y-y), the US (+164% y-y), and South Africa (+20x y-y). Increased coal imports from non-Russian sources have reduced Russia's share of the EU market from over 50% in the pre-sanction period from Jan-Feb 2022 down to 37.5% in Mar-May 2022.

Exhibit 29: Europe seaborne coking coal flows by origin

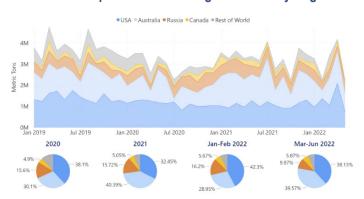
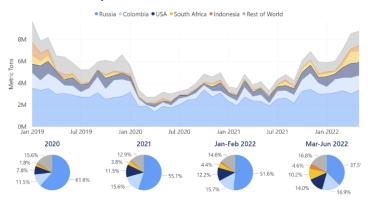


Exhibit 30: Europe steam coal flows



Source: AXSData Source: AXSData

Russian coking coal trade with the EU could be severed in 2022. As for coking coal, Russia is not the largest supplier to the EU. Since early March, nearly 5mt of coking coal has been imported from the US (+14.6% y-y), along with 5mt from Australia in the same period, leaving coking coal imports from Russia to the EU at only 1.3mt, down 33.6% y-y.

Russia remained unscathed by the EU's coal ban in 1H22. While Russian coal exports to the EU have declined, Russia has ramped up its steam coal exports elsewhere, mainly to China at over 10mt in Mar-Jun 2022, up by 31% y-y compared to Jan-Feb 2022 levels, but this still represented a 25% y-y decline as China has reduced its coal imports due to its self-sufficiency policy. Turkey also boosted its coal imports from Russia by 54% y-y since Mar-22.

The EU and its allies remained dependent on Russian steam coal post sanctions. South Korea, who along with Japan has allied with the US and the EU bloc against the Russia and China bloc, has surprisingly increased its steam coal imports from Russia since Mar-22, importing over 5mt (+5% y-y). While Japan has curbed its imports of Russian steam coal by 14% y-y since March, the EU's imports of steam coal from Russia still accounted for 1/3 of Russia's steam coal shipments in Jan-Feb which declined only marginally to 27% in Mar-Jun 2022.

Exhibit 31: Russia's seaborne steam coal by destination

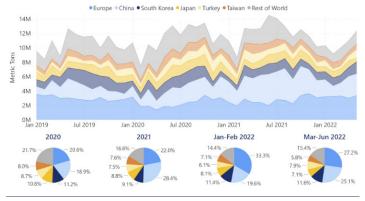
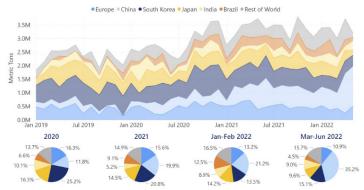


Exhibit 32: Russia's seaborne coking coal by destination



Source: AXSData Source: AXSData

For coking coal, Russia's rising exports to China and India have compensated for the drop in exports to the EU, Japan, and South Korea, with China's imports of coking coal from Russia surging by 77% y-y post Mar-22, leaving Russian coking coal exports down by 7.7% y-y since Mar-Jun 2022 vs a 15.9% rise in Jan-Feb 2022 before Russia invaded Ukraine.

With ongoing sanctions and a potential halt in the EU's imports of Russian coal altogether by August, we think Russian coal exports could decline further and that could further tighten the global coal market, particularly for the steam (thermal) coal market in which Banpu is a major trader in the Asia-Pacific market.

## Solid 2Q22 core earnings of THB15.9b expected

We project Banpu to post a strong net profit of THB11.4b in 2Q22, up 11% q-q and 7.6x y-y. Excluding hedging and FX losses, we project core net profit to jump to THB15.9b, up 69% q-q and 447% y-y. Key drivers and expectations are:

- A higher ASP for coal to USD280/t for ITMG in Indonesia, up 85% q-q on the back of the higher NCT price for Banpu's larger coal sales volumes with floating ASPs to over two-thirds of its total sales volume. ITMG sold coal for domestic market obligation at USD75/t (25% of total sales volume in 2Q22), 30% as low-calorific value coal at the Indonesian ICI index-linked price of around USD140-150/t, and the remaining 45% at a 25% discount to NCT.
- A higher ASP for coal to AUD185/t for Centennial (CEY), up 36% q-q, due to the higher proportion of market price-linked export coal sales volumes at 45% vs only 40% on average for CEY. In addition, CEY is scheduled to reprice 3mt of its coal sales volume in 2H22 (50% of total domestic coal sales volume), which we think could provide a hefty ASP upside in 2H22.
- Rising coal sales volumes for ITMG to 5mt, up 17% q-q, and CEY's to 2.8mt, up 88% q-q, thanks to CEY's no longwall movement policy which allowed CEY to maximise its coal production in 2Q22.
- Higher gross margins for ITMG and CEY on higher ASPs and declining production costs, particularly for CEY as its high fixed cost will be lower per unit on higher sales volume.
- Equity income of USD50m, up from USD48m in 1Q22, from China coal as China's government has capped the coal selling price.
- Solid net profit estimated at THB1.8b from its power business, mainly from the high running rate of HPC.

Exhibit 33: 2Q22E operations preview

	2Q21	1Q22		2Q22E		2022E
	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)
Revenue	25,063	41,509	49,635	19.6	98.0	176,495
Operating costs	(15,393)	(21,816)	(16,381)	(24.9)	6.4	(98,441)
EBITDA	9,670	19,693	33,254	68.9	243.9	78,054
EBITDA margin (%)	39	47	67	nm	nm	44
Depn & amort.	(3,589)	(4,393)	(4,425)	0.7	23.3	(19,482)
EBIT	6,081	15,300	28,829	88.4	374.1	58,571
Interest expense	(1,349)	(1,701)	(1,832)	7.7	35.8	(6,457)
Interest & invt inc	365	951	963	1.3	164.0	280
Associates' contrib	2,002	2,093	2,186	4.4	9.2	8,705
Exceptionals	(3,643)	(1,257)	(12,583)	nm	nm	(3,782)
Pretax profit	3,456	15,386	17,563	14.1	408.2	57,318
Tax	(1,018)	(2,483)	(2,963)	19.4	191.0	(9,723)
Tax rate (%)	29	16	17	nm	nm	17
Minority interests	(1,112)	(2,639)	(3,247)	23.0	191.9	(18,867)
Net profit	1,325	10,264	11,353	10.6	756.5	28,728
Non-recurring	(1,575)	859	(4,510)	nm	186.4	-
Core net profit	2,900	9,405	15,863	68.7	446.9	28,728
EPS (THB)	0.26	1.99	2.20	10.6	756.5	4.00
Core EPS (THB)	0.56	1.82	3.07	68.7	446.9	4.00

Sources: BANPU; FSSIA estimates

## The laggard era is soon to end

YTD, Banpu's share price has significantly lagged behind the share price performance of ITMG due to investors' concerns over its large hedging losses and high free float, in our view. However, we think a series of strong quarterly net profits in 2Q22-4Q22, which will likely continue into 2023, backed by higher coal and gas ASPs, rising sales volumes of shale gas from acquisitions, and lower hedging losses, should overcome investors' concerns and eventually drive up Banpu's share price toward our SoTP-based target price of THB18.8.

## Exhibit 34: Share price of ITMG vs Banpu

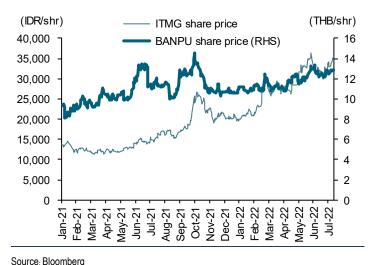
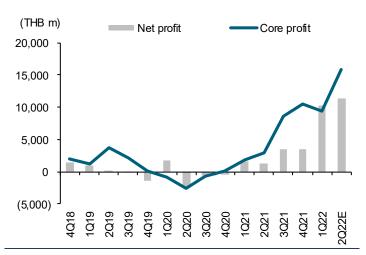


Exhibit 35: Net profit and core net profit



Sources: Banpu: FSSIA estimates

Exhibit 36: SoTP-based target price

Banpu's valuation breakdown (THB/share) ITMG (65%) (A) 12.5 DCF 13% WACC, terminal growth is zero for mines 24 China coal DCF 15% WACC, terminal growth is zero for mines Australian coal (Centennial) 10.1 DCF 15% WACC, terminal growth is zero for mines Net value of non-ITMG coal (B) 25.1 Value of power business BLCP 0.2 DCF 7.1% WACC, terminal growth is zero at the end of PPA 2.5 China power DCF 7.1% WACC, terminal growth is zero at the end of PPA Hongsa 4.3 DCF 7.1% WACC, terminal growth is zero at the end of PPA SI G 12 DCF 7.1% WACC, terminal growth is zero at the end of PPA NIGGC 1.2 DCF 4% WACC, terminal growth is zero at the end of PPA Solar farms (Japan, Thailand, 1.0 DCF 7.1% WACC, terminal growth is zero at the end of PPA China) 10.5 Net value of power (C) Net value of shale gas (D) 3.5 DCF 7.1% WACC, terminal growth is zero at the end of PPA at end FY22E Banpu's net debt (20.3)Net value of Banpu 18.8 **Target price** (A+B+C+D)

Sources: BANPU; FSSIA estimates

## **Financial Statements**

#### Banpu

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Revenue	71,332	133,190	176,495	159,632	154,929
Cost of goods sold	(51,406)	(56,425)	(77,190)	(64,162)	(58,934)
Gross profit	19,926	76,765	99,305	95,470	95,996
Other operating income	-	-	-	-	-
Operating costs	(11,419)	(15,293)	(21,251)	(17,221)	(16,704)
Operating EBITDA	8,506	61,472	78,054	78,249	79,292
Depreciation	(13,543)	(15,895)	(19,106)	(19,106)	(19,106)
Goodwill amortisation	(31)	(186)	(376)	(376)	(376)
Operating EBIT	(5,068)	45,391	58,571	58,766	59,809
Net financing costs	(2,778)	(3,273)	(6,177)	(6,195)	(6,272)
Associates	4,239	7,290	8,705	7,622	7,565
Recurring non-operating income	5,264	(5,833)	4,923	3,840	3,783
Non-recurring items	2,282	(13,941)	0	0	0
Profit before tax	(300)	22,344	57,318	56,411	57,320
Tax	(269)	(6,372)	(9,723)	(9,758)	(9,951)
Profit after tax	(569)	15,973	47,595	46,653	47,369
Minority interests	(1,217)	(6,121)	(18,867)	(16,971)	(16,981)
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	(1,786)	9,852	28,728	29,682	30,388
Non-recurring items & goodwill (net)	(2,282)	13,941	0	0	0
Recurring net profit	(4,068)	23,793	28,728	29,682	30,388
Per share (THB)					
Recurring EPS *	(0.80)	3.52	4.00	3.34	2.57
Reported EPS	(0.35)	1.46	4.00	3.34	2.57
DPS	0.50	0.45	2.23	1.78	1.36
Diluted shares (used to calculate per share data)	5,075	6,766	7,189	8,881	11,841
Growth					
Revenue (%)	(16.8)	86.7	32.5	(9.6)	(2.9)
Operating EBITDA (%)	(56.3)	622.7	27.0	0.2	1.3
Operating EBIT (%)	nm	nm	29.0	0.3	1.8
Recurring EPS (%)	nm	nm	13.6	(16.4)	(23.2)
Reported EPS (%)	nm	nm	174.5	(16.4)	(23.2)
Operating performance					
Gross margin inc. depreciation (%)	8.9	45.7	45.4	47.8	49.6
Gross margin of key business (%)	20.1	42.3	55.2	57.5	59.3
Operating EBITDA margin (%)	11.9	46.2	44.2	49.0	51.2
Operating EBIT margin (%)	(7.1)	34.1	33.2	36.8	38.6
Net margin (%)	(5.7)	17.9	16.3	18.6	19.6
Effective tax rate (%)	20.0	20.0	20.0	20.0	20.0
Dividend payout on recurring profit (%)	(62.4)	12.8	55.9	53.2	52.8
Interest cover (X)	0.1	12.1	10.3	10.2	10.2
Inventory days	24.2	22.5	22.2	29.6	30.2
Debtor days	38.1	31.9	37.7	45.0	43.4
Creditor days	13.6	17.2	20.3	28.7	29.3
Operating ROIC (%)	(12.6)	31.2	39.5	40.6	44.6
ROIC (%)	0.2	10.7	17.3	15.4	14.4
ROE (%)	(6.0)	33.6	30.4	24.0	19.6
ROA (%)	0.9	10.0	13.5	11.8	10.7
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2020	2021	2022E	2023E	2024E
Coal	55,080	56,801	78,540	78,540	78,540
Others	16,252	76,389	97,955	81,092	76,389
On the Board FOOIA and involved					

## **Financial Statements**

Banpu

Вапри					
Cash Flow (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Recurring net profit	(4,068)	23,793	28,728	29,682	30,388
Depreciation	13,543	15,895	19,106	19,106	19,106
Associates & minorities	(4,239)	(7,290)	(8,705)	(7,622)	(7,565)
Other non-cash items	1,302	10,734	13,641	13,660	13,737
Change in working capital	1,403	(4,978)	(4,400)	1,989	555
Cash flow from operations	7,941	38,154	48,370	56,815	56,221
Capex - maintenance	-	-	-	-	-
Capex - new investment	(22,372)	(12,104)	(16,040)	(14,507)	(14,080)
Net acquisitions & disposals	2,828	(15,822)	(15,822)	(15,822)	(15,822)
Other investments (net)	(2,160)	(5,898)	(5,698)	(5,698)	(5,698)
Cash flow from investing	(21,704)	(33,824)	(37,559)	(36,027)	(35,600)
Dividends paid	(2,864)	(2,749)	(8,463)	(15,943)	(15,901)
Equity finance	0	0	0	0	0
Debt finance	28,455	23,861	(1,300)	2,500	2,500
Other financing cash flows	(6,277)	(7,802)	12,690	12,638	14,313
Cash flow from financing	19,315	13,310	2,927	(805)	912
Non-recurring cash flows	-	-	-	-	
Other adjustments	0	0	0	0	C
Net other adjustments	0	0	0	0	0
Movement in cash	5,552	17,640	13,738	19,983	21,533
Free cash flow to firm (FCFF)	(8,143.91)	10,212.57	17,267.54	27,263.32	27,173.38
Free cash flow to equity (FCFE)	8,415.54	20,388.72	22,201.03	35,926.32	37,434.37
Por chara (TUP)					
Per share (THB) FCFF per share	(1.20)	1.51	2.55	4.03	4.02
FCFE per share	1.24	3.01	3.28	5.31	5.53
Recurring cash flow per share	1.29	6.37	7.34	6.17	4.70
Salance Sheet (THB m) Year Ending Dec	2020	2021	20225	2023E	2024
	2020	2021	2022E		2024E
Tangible fixed assets (gross)	112,066	148,710	164,749	179,256	193,336
Less: Accumulated depreciation	(34,543)	(34,543)	(53,649)	(74,618)	(97,329)
Fangible fixed assets (net)	77,523	114,167	111,100	104,639	96,008
ntangible fixed assets (net)	192	20	20	20	20
ong-term financial assets		-	- 04.074	-	70 44
nvest. in associates & subsidiaries	50,761	54,991	61,874	67,674	73,417
Cash & equivalents	21,941	39,581	53,320	73,303	94,836
VC receivable	7,482	15,806	20,650	18,677	18,127
Inventories	3,045	3,905	5,471	4,949	4,803
Other current assets	14,833	26,145	26,145	26,145	26,145
Current assets	47,301	85,437	105,586	123,073	143,911
Other assets	105,870	111,186	137,001	167,046	203,01
Fotal assets	281,648	365,799	415,581	462,452	516,366
Common equity	62,344	79,277	109,691	137,809	172,594
Minorities etc.	22,211	24,420	43,287	60,258	77,239
Fotal shareholders' equity	84,555	103,697	152,978	198,066	249,833
Long term debt	112,559	139,747	178,957	181,457	183,957
Other long-term liabilities	18,129	25,164	24,954	24,743	24,533
Long-term liabilities	130,687	164,911	203,910	206,200	208,489
A/C payable	2,025	3,293	5,304	4,797	4,656
Short term debt	49,140	60,510	20,000	20,000	20,000
Other current liabilities	15,240	33,388	33,388	33,388	33,388
Current liabilities	66,405	97,191	58,692	58,186	58,044
Total liabilities and shareholders' equity	281,648	365,799	415,581	462,452	516,360
Net working capital	8,096	9,174	13,574	11,585	11,03
nvested capital	242,442	289,537	323,569	350,963	383,486
Includes convertibles and preferred stock which is be	eing treated as debt				
Per share (THB)					
Book value per share	12.29	11.72	15.26	15.52	14.58
angible book value per share	12.25	11.71	15.26	15.52	14.57
Financial strength					
Net debt/equity (%)	165.3	154.9	95.2	64.7	43.7
Net debt/total assets (%)	49.6	43.9	35.0	27.7	21.1
Current ratio (x)	0.7	0.9	1.8	2.1	2.5
CF interest cover (x)	12.1	10.9	7.2	9.1	9.2
/aluation	2020	2021	2022E	2023E	2024E
Recurring P/E (x) *	(16.2)	3.7	3.3	3.9	5.
Recurring P/E @ target price (x) *	(23.5)	5.3	4.7	5.6	7.3
Reported P/E (x)	(36.9)	8.9	3.3	3.9	5.
Dividend yield (%)	3.8	3.5	17.2	13.7	10.
Price/book (x)	1.1	1.1	0.9	0.8	0.
	4.4	1.1	0.9	0.8	0.
	1.1				
Price/tangible book (x)	1.1 26.8	4.4	3.6	3.9	4.3
Price/tangible book (x) EV/EBITDA (x) ** EV/EBITDA @ target price (x) **			3.6 4.2	3.9 4.5	
Price/tangible book (x) EV/EBITDA (x) **	26.8	4.4			4.3 5.2 0.9

## Corporate Governance report of Thai listed companies 2021

Lerinick Locality in Section Co. Committee	Systematics sension in Section CC Committee Section CCC	EX	CELLENT LE	EVEL – Score	range 90-100					
AV	BCPG	CPALL	GCAP	K	MSC	PLANET	SAMART	SPI	THRE	TVD
DVANC	BDMS	CPF	GFPT	KBANK	MST	PLAT	SAMTEL	SPRC	THREL	TVI
F	BEM	CPI	GGC	KCE	MTC	PORT	SAT	SPVI	TIPCO	TVO
Η	BGC	CPN	GLAND	KKP	MVP	PPS	SC	SSSC	TISCO	TWPC
RA (D	BGRIM	CRC	GLOBAL	KSL	NCL	PR9	SCB	SST	TK	U
(P	BIZ	CSS	GPI	KTB	NEP	PREB	SCC	STA	TKT	UAC
(R	BKI	DDD	GPSC	KTC	NER	PRG	SCCC	STEC	TMT	UBIS
_T	BOL	DELTA	GRAMMY	LALIN	NKI	PRM	SCG	STI	TNDT	UV
MA	BPP	DEMCO	GULF	LANNA	NOBLE	PROUD	SCGP	SUN	TNITY	VGI
MATA	BRR	DRT	GUNKUL	LH	NSI	PSH	SCM	SUSCO	TOA	VIH
MATAV	BTS	DTAC	HANA	LHFG	NVD	PSL	SDC	SUTHA	TOP	WACOAL
NAN	BTW	DUSIT	HARN	LIT	NWR	PTG	SEAFCO	SVI	TPBI	WAVE
OT	BWG	EA	HMPRO	LPN	NYT	PTT	SEAOIL	SYMC	TQM	WHA
P	CENTEL	EASTW	ICC	MACO	OISHI	PTTEP	SE-ED	SYNTEC	TRC	WHAUP
RIP	CFRESH	ECF	ICHI	MAJOR	OR	PTTGC	SELIC	TACC	TRU	WICE
RROW	CHEWA	ECL	III	MAKRO	ORI	PYLON	SENA	TASCO	TRUE	WINNER
SP	CHO	EE	ILINK	MALEE	OSP	Q-CON	SHR	TCAP	TSC	ZEN
JCT	CIMBT	EGCO	ILM	MBK	OTO	Q-CON QH	SIRI	TEAMG	TSR	ZL1 <b>V</b>
					PAP		SIS		TSTE	
WC	CK	EPG	INTUCH	MC		QTC		TFMAMA		
YUD	CKP	ETC	IP IPPO	MCOT	PCSGH	RATCH	SITHAI	TGH	TSTH	
AFS	CM	FPI	IRPC	METCO	PDG	RS	SMK	THANA	TTA	
BANPU	CNT	FPT	ITEL	MFEC	PDJ	S	SMPC	THANI	TTB	
BAY	COM7	FSMART	IVL	MINT	PG	S & J	SNC	THCOM	TTCL	
BBL	COMAN	GBX	JSP	MONO	PHOL	SAAM	SONIC	THG	TTW	
CP	COTTO	GC	JWD	MOONG	PLANB	SABINA	SPALI	THIP	TU	
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S	ASIMAR	CHOW	FLOYD	IT	LOXLEY	OCC	RPC	SKY	TCC	TVT
UP	ASK	CI	FN	ITD	LRH	OGC	RT	SLP	TCMC	TWP
BICO	ASN	CIG	FNS	J	LST	PATO	RWI	SMIT	TEAM	UEC
BM	ATP30	CMC	FORTH	JAS	M	PB	S11	SMT	TFG	UMI
CE	В	COLOR	FSS	JCK	MATCH	PICO	SA	SNP	TFI	UOBKH
CG	BA	CPL	FTE	JCKH	MBAX	PIMO	SAK	SO	TIGER	UP
DB	BAM	CPW	FVC	JMART	MEGA	PJW	SALEE	SORKON	TITLE	UPF
EONTS	BC	CRD	GEL	JMT	META	PL	SAMCO	SPA	TKN	UPOIC
GE	BCH	CSC	GENCO	KBS	MFC	PM	SANKO	SPC	TKS	UTP
HC	BEC	CSP	GJS	KCAR	MGT	PMTA	SAPPE	SPCG	TM	VCOM
IT	BEYOND	CWT	GYT	KEX	MICRO	PPP	SAWAD	SR	TMC	VL VL
LL	BFIT	DCC	HEMP	KGI	MILL	PPPM	SCI	SRICHA	TMD	VPO
LLA	BJC	DCON	HPT	KIAT	MITSIB	PRIME	SCN	SSC	TMI	VRANDA
			HTC	KISS		PRIME	SCP	SSF		WGE
LUCON	BJCHI	DHOUSE			MK				TMILL	
MANAH	BLA	DOD	HYDRO	KOOL	MODERN	PRINC	SE	STANLY	TNL	WIIK
MARIN	BR	DOHOME	ICN	KTIS	MTI	PSG	SFLEX	STGT	TNP	WP
PCO	BROOK	DV8	IFS	KUMWEL	NBC	PSTC	SFP	STOWER	TOG	XO
PCS	CBG	EASON	IMH	KUN	NCAP	PT	SFT	STPI	TPA	XPG
PURE	CEN	EFORL	IND	KWC	NCH	QLT	SGF	SUC	TPAC	YUASA
QUA	CGH	ERW	INET	KWM	NETBAY	RBF	SIAM	SWC	TPCS	
SAP	CHARAN	ESSO	INSET	L&E	NEX	RCL	SINGER	SYNEX	TPS	
SEFA	CHAYO	ESTAR	INSURE	LDC	NINE	RICHY	SKE	TAE	TRITN	
SIA	CHG	ETE	IRC	LEO	NRF	RML	SKN	TAKUNI	TRT	
SIAN	CHOTI	FE	IRCP	LHK	NTV	ROJNA	SKR	TBSP	TSE	
odinal Co Committee Nutrial Co Commit	oth production of the control of the	GC	OOD LEVEL -	- Score range	70-79					
	BGT	CITY	GIFT	JTS	MDX	PK	SGP	SUPER	TQR	YGG
	BH	CMAN	GLOCON	JUBILE	MJD	PLE	SICT	SVOA	TTI	ZIGA
E	BIG	CMO	GREEN	KASET	MORE	PPM	SIMAT	TC	TYCN	
J	BLAND	CMR	GSC	KCM	MUD	PRAKIT	SISB	TCCC	UKEM	
_PHAX	BM	CPT	GTB	KK	NC	PRAPAT	SK	THMUI	UMS	
MC	BROCK	CRANE	HTECH	KKC	NDR	PRECHA	SMART	TNH	UNIQ	
PP	BSBM	CSR	HUMAN	KWI	NFC	PTL	SOLAR	TNR	UPA	
Q	BSM	D	IHL	KYE	NNCL	RJH	SPACK	TOPP	UREKA	
RIN	BTNC	EKH	IIG	LEE	NOVA	RP	SPG	TPCH	VIBHA	
S	BYD	EMC	INGRS	LPH	NPK	RPH	SQ	TPIPL	W	
	CAZ	EP	INOX	MATI	NUSA	RSP	SSP	TPIPP	WIN	
U	O,									
U 52	CCP	F&D	JAK	M-CHAI	PAF	SABUY	STARK	TPLAS	WORK	

#### 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.

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

<sup>\*</sup> 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	·									
2S	BCH	CPALL	GC	K	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
Al	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	TKT	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	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	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	TTB	
BBL	COTTO	GBX	JKN	META	PDJ	QH QH	SNC	THANI	TTCL	
DECLARE		ODA	UNIX	WIETA	1 50	Q(1)	0110	I I I/AINI	1102	
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	LIGA
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

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#### ANALYST(S) CERTIFICATION

#### 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



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
13-Aug-2019 26-Feb-2020 09-Oct-2020 23-Dec-2020	BUY HOLD BUY BUY	16.70 8.30 8.30 14.00	10-Jun-2021 01-Jul-2021 02-Aug-2021 17-Aug-2021	BUY HOLD BUY BUY	18.00 16.00 15.90 14.60	21-Oct-2021 15-Mar-2022	BUY BUY	16.90 18.80

Suwat Sinsadok, CFA, FRM, ERP started covering this stock from 26-Feb-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Banpu	BANPU TB	THB 13.00	BUY	We see downside risks to our SoTP-based TP from lower coal prices, higher diesel costs and any unplanned shutdowns of its power plants.

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 25-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.