

# BLUEBIK GROUP **BBIK TB**

THAILAND / TECHNOLOGY - MAI

## BUY

UNCHANGED

TARGET PRICE	THB155.00
CLOSE	THB131.50
UP/DOWNSIDE	+17.9%
PRIOR TP	THB155.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-1.7%

## Soft 4Q22 results expected

- We expect BBIK's core earnings in 4Q22 to be relatively flat q-q at THB36m (+1% q-q, +72% y-y).
- Despite the softer expectations for 4Q22, we still have a positive view on BBIK's performance, including its future outlook.
- Maintain BUY with the same TP of THB155.

### Fewer secondment tasks resulting in less revenue in 4Q22

Since most projects were delivered in 3Q22, BBIK had fewer finished projects in 4Q22, leading to an estimated q-q decline in revenue to THB147m (-19% q-q, +39% y-y). Moreover, in 4Q22, the company had fewer secondment tasks from Orbit compared to the previous quarter. We estimate that this has contributed to a higher GPM at 51% vs 46.7% in 3Q22. Note that in 3Q22, the company had secondment tasks from Orbit that accounted for over 18% of its total revenue, which normally account for about 13-14%. The secondment business has a thin margin as BBIK has to send its staff to Orbit in order to finish the projects.

### Cost optimisation to help the company maintain its profit

Previously, we had expected that BBIK's SG&A would increase significantly due to 1) the seasonal effect of the costs that usually spike in 4Q; and 2) the costs relating to the latest two investments in Innoviz and VDD. However, the company mentioned that it had been able to optimise its costs very efficiently in 4Q22 as it wanted to trim costs in preparation to recognise the impact of Innoviz and VDD's performance. This should lead to slightly lower SG&A, estimated at THB47m, despite the one-time acquisition expense of about THB8m. As a result, we expect the company's 4Q22 net profit to be at THB24m (-36% q-q, +16% y-y), but if we exclude the extra expenses from 1) the acquisition at THB8m; and 2) an exchange loss of THB4m, BBIK's net profit would be flat at THB36m.

### Plenty of key catalysts waiting in 2023

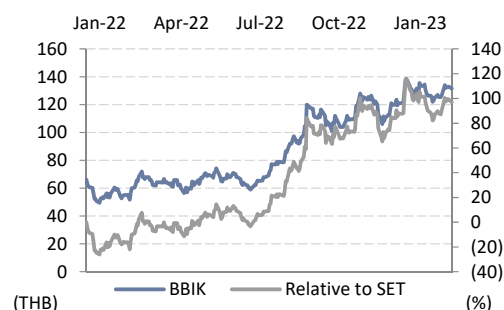
BBIK still has various key support catalysts in 2023, including 1) the solid growth of its core business; 2) the industry outlook remains bright; 3) the additional earnings from Innoviz and VDD, which we expect to have low EPS dilution; 4) potential growth from the early stage of its overseas business; and 5) the future synergy with Innoviz and VDD.

### Maintain BUY with the same TP of THB155

With the expectation of 110% EPS growth for 2023, we still have a positive view on BBIK. Maintain BUY with the same TP of THB155 pegged to the same 59x 2023E P/E. We expect to see the end of the sideways trend on BBIK's share price after the shareholder meeting on 13 February 2023.

### KEY STOCK DATA

YE Dec (THB m)	2021	2022E	2023E	2024E
Revenue	304	560	1,439	1,695
Net profit	66	126	290	367
EPS (THB)	0.66	1.26	2.63	3.33
vs Consensus (%)	-	0.8	10.0	0.8
EBITDA	78	125	290	355
Core net profit	66	126	290	367
Core EPS (THB)	0.66	1.26	2.63	3.33
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	(39.0)	90.0	109.5	26.6
Core P/E (x)	198.8	104.7	49.9	39.5
Dividend yield (%)	0.3	0.6	1.3	1.6
EV/EBITDA (x)	162.1	101.7	48.4	40.0
Price/book (x)	24.2	22.1	8.5	7.9
Net debt/Equity (%)	(84.0)	(71.6)	(25.6)	(14.2)
ROE (%)	20.2	22.1	25.3	20.7



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(1.5)	11.0	115.6
Relative to country (%)	(2.2)	6.0	110.2
Mkt cap (USD m)	402		
3m avg. daily turnover (USD m)	1.7		
Free float (%)	38		
Major shareholder	Bluebik Group Holding (25%)		
12m high/low (THB)	143.50/48.25		
Issued shares (m)	110.00		

Sources: Bloomberg consensus; FSSIA estimates



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## Investment thesis

We like BBIK's business. The company provides necessities that every organisation needs to 1) overcome disruption from every possible direction; 2) stay ahead of the competition; 3) improve efficiency; and 4) generate sustainable growth. We believe that BBIK's growth is at a very early stage and that the market for its consulting business is still a blue ocean. Also, the expansion of its workforce should help the company acquire more contracts in the long run.

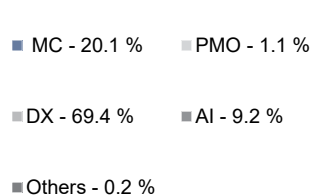
The company has an impressive growth track record, with core earnings up 54% at a three-year CAGR during 2018-21. We believe the company is still in a very early growth stage and forecast a 77% three-year CAGR over 2021-24.

## Company profile

Bluebik is a leading consultancy firm focusing on comprehensive advice on digital transformation to improve the capabilities of Thai businesses through technological application.

[www.bluebik.com](http://www.bluebik.com)

## Principal activities (revenue, 2021)



Source: Bluebik Group

## Major shareholders



Source: Bluebik Group

## Catalysts

- Potential synergy with Innoviz and VDD;
- Demand for consulting and business transformation services remains high;
- Expanding its workforce could improve its ability to gain more contracts.

## Risks to our call

The key downside risks to our TP are 1) if the company is unable to secure new projects from customers; 2) a lack of human resources; and 3) higher competition.

## Event calendar

Date	Event
Feb-23	2022 results announcement

## Key assumptions

Growth of revenue by business	2020	2021	2022E	2023E	2024E
	(%)	(%)	(%)	(%)	(%)
MC	176	(0)	111	157	18
PMO	(78)	(86)	1,282	189	31
DX	170	102	46	157	18
AI	(29)	146	179	139	9
<b>Total revenue growth</b>	<b>9</b>	<b>51</b>	<b>85</b>	<b>157</b>	<b>18</b>

Source: FSSIA estimates

## Earnings sensitivity

- For every 10-employee increase, we project 2023 earnings to rise by 1.1%, and vice versa, all else being equal.
- For every 1% increase in revenue per employee, we project 2023 earnings to rise by 3.6%, and vice versa, all else being equal.

Source: FSSIA estimates

## Exhibit 1: 4Q22 results preview

	4Q21	3Q22	4Q22E	----- Change -----		2021	2022E	Change	2022E
	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)	(THB m)
<b>Revenue</b>	<b>106</b>	<b>181</b>	<b>147</b>	<b>(19.0)</b>	<b>38.9</b>	<b>304</b>	<b>560</b>	<b>84.3</b>	<b>560</b>
Cost of services	(49)	(97)	(73)	(24.6)	49.0	(119)	(263)	122.0	(263)
<b>Gross profit</b>	<b>57</b>	<b>85</b>	<b>74</b>	<b>(12.6)</b>	<b>30.3</b>	<b>185</b>	<b>296</b>	<b>60.1</b>	<b>296</b>
SG&A expenses	(36)	(48)	(40)	(18.2)	9.4	(111)	(176)	58.6	(176)
<b>EBIT</b>	<b>21</b>	<b>36</b>	<b>35</b>	<b>(5.1)</b>	<b>66.7</b>	<b>74</b>	<b>121</b>	<b>62.4</b>	<b>121</b>
Depreciation & amortisation	1	2	2	10.0	56.6	4	4	10.1	4
<b>EBITDA</b>	<b>22</b>	<b>38</b>	<b>36</b>	<b>(4.5)</b>	<b>66.2</b>	<b>78</b>	<b>125</b>	<b>59.8</b>	<b>125</b>
<i>EBITDA margin (%)</i>	21	21	25	<i>nm</i>	<i>nm</i>	26	22	<i>nm</i>	22
Interest expense	(0)	(0)	(0)	4.9	46.5	(1)	(1)	4.9	(1)
Other income	2	1	1	91.0	(54.6)	3	4	67.8	4
Associates	4	7	6	(11.5)	69.1	3	23	<i>n/a</i>	23
Extra items	(0)	2	(12)	<i>n/a</i>	<i>nm</i>	0	0	<i>n/a</i>	0
Pretax profit	26	46	29	(35.6)	11.6	80	148	84.3	148
Tax	(5)	(8)	(5)	(34.8)	(4.3)	(14)	(22)	61.6	(22)
<i>Tax rate (%)</i>	(20)	(17)	(17)	<i>nm</i>	<i>nm</i>	(17)	(15)	<i>nm</i>	(15)
<b>Net profit</b>	<b>21</b>	<b>38</b>	<b>24</b>	<b>(35.8)</b>	<b>15.5</b>	<b>66</b>	<b>126</b>	<b>89.0</b>	<b>126</b>
<b>Core net profit</b>	<b>21</b>	<b>36</b>	<b>36</b>	<b>1.3</b>	<b>72.2</b>	<b>66</b>	<b>126</b>	<b>90.0</b>	<b>126</b>
EPS (THB)	0.21	0.38	0.24	(35.8)	15.5	0.66	1.26	89.0	1.26
Core EPS (THB)	0.21	0.36	0.36	1.3	72.2	0.66	1.26	90.0	1.26

Sources: BBIK; FSSIA estimates

## Financial Statements

### Bluebik Group

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Revenue	201	304	560	1,439	1,695
Cost of goods sold	(69)	(115)	(259)	(683)	(799)
<b>Gross profit</b>	<b>131</b>	<b>189</b>	<b>301</b>	<b>756</b>	<b>896</b>
Other operating income	-	-	-	-	-
Operating costs	(74)	(111)	(176)	(466)	(541)
<b>Operating EBITDA</b>	<b>57</b>	<b>78</b>	<b>125</b>	<b>290</b>	<b>355</b>
Depreciation	(3)	(4)	(4)	(6)	(9)
Goodwill amortisation	-	-	-	-	-
<b>Operating EBIT</b>	<b>54</b>	<b>74</b>	<b>121</b>	<b>283</b>	<b>346</b>
Net financing costs	0	(1)	(1)	(1)	(1)
Associates	0	3	23	53	57
Recurring non-operating income	0	6	28	63	70
Non-recurring items	0	0	0	0	0
<b>Profit before tax</b>	<b>54</b>	<b>80</b>	<b>148</b>	<b>346</b>	<b>415</b>
Tax	(10)	(14)	(22)	(34)	(40)
<b>Profit after tax</b>	<b>44</b>	<b>66</b>	<b>126</b>	<b>312</b>	<b>375</b>
Minority interests	-	-	-	(23)	(9)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>44</b>	<b>66</b>	<b>126</b>	<b>290</b>	<b>367</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>44</b>	<b>66</b>	<b>126</b>	<b>290</b>	<b>367</b>
<b>Per share (THB)</b>					
Recurring EPS *	1.09	0.66	1.26	2.63	3.33
Reported EPS	1.09	0.66	1.26	2.63	3.33
DPS	0.00	0.38	0.75	1.70	2.05
Diluted shares (used to calculate per share data)	41	100	100	110	110
<b>Growth</b>					
Revenue (%)	8.4	51.4	84.3	157.1	17.8
Operating EBITDA (%)	28.1	36.6	59.8	131.6	22.6
Operating EBIT (%)	25.9	36.7	62.4	134.6	22.0
Recurring EPS (%)	22.8	(39.0)	90.0	109.5	26.6
Reported EPS (%)	2.7	(38.7)	89.0	109.5	26.6
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	64.1	60.9	53.0	52.1	52.3
Gross margin of key business (%)	-	-	-	-	-
Operating EBITDA margin (%)	28.6	25.8	22.4	20.1	21.0
Operating EBIT margin (%)	27.1	24.5	21.6	19.7	20.4
Net margin (%)	22.1	21.8	22.5	20.1	21.6
Effective tax rate (%)	(1,821.7)	(1,710.5)	(1,500.0)	(500.0)	(500.0)
Dividend payout on recurring profit (%)	-	56.7	60.0	64.7	61.4
Interest cover (X)	128.3	140.6	247.4	577.8	692.4
Inventory days	1.5	0.9	0.0	0.0	0.0
Debtor days	101.0	64.1	51.2	45.8	61.0
Creditor days	175.9	169.4	90.6	55.8	75.0
Operating ROIC (%)	85.4	126.1	126.0	153.4	136.6
ROIC (%)	77.5	79.3	83.0	37.9	23.1
ROE (%)	50.8	20.2	22.1	25.3	20.7
ROA (%)	31.0	16.3	18.8	24.3	19.1
* Pre-exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
MC	61	61	129	331	390
PMO	24	3	45	130	169
DX	104	211	308	791	932
AI	11	28	78	187	203

Sources: Bluebik Group; FSSIA estimates

## Financial Statements

### Bluebik Group

Cash Flow (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Recurring net profit	44	66	126	290	367
Depreciation	3	4	4	6	9
Associates & minorities	-	-	-	-	-
Other non-cash items	0	0	0	0	0
Change in working capital	1	12	(60)	(67)	(21)
<b>Cash flow from operations</b>	<b>48</b>	<b>82</b>	<b>70</b>	<b>229</b>	<b>355</b>
Capex - maintenance	(8)	(10)	(11)	(17)	(22)
Capex - new investment	(2)	(3)	(3)	(4)	(6)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	4	(97)	(13)	(1,012)	(274)
<b>Cash flow from investing</b>	<b>(5)</b>	<b>(109)</b>	<b>(27)</b>	<b>(1,033)</b>	<b>(302)</b>
Dividends paid	0	(38)	(75)	(187)	(225)
Equity finance	0	457	0	1,000	0
Debt finance	0	0	0	0	0
Other financing cash flows	2	2	0	0	0
<b>Cash flow from financing</b>	<b>2</b>	<b>422</b>	<b>(75)</b>	<b>813</b>	<b>(225)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>45</b>	<b>395</b>	<b>(32)</b>	<b>8</b>	<b>(173)</b>
Free cash flow to firm (FCFF)	43.32	(26.35)	44.37	(803.52)	53.24
Free cash flow to equity (FCFE)	44.50	(24.77)	43.77	(804.12)	52.64

#### Per share (THB)

FCFF per share	0.39	(0.24)	0.40	(7.30)	0.48
FCFE per share	0.40	(0.23)	0.40	(7.31)	0.48
Recurring cash flow per share	1.16	0.70	1.30	2.69	3.42

Balance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Tangible fixed assets (gross)	10	17	27	42	62
Less: Accumulated depreciation	(4)	(7)	(10)	(16)	(24)
<b>Tangible fixed assets (net)</b>	<b>6</b>	<b>11</b>	<b>17</b>	<b>27</b>	<b>39</b>
<b>Intangible fixed assets (net)</b>	<b>8</b>	<b>9</b>	<b>13</b>	<b>18</b>	<b>24</b>
Long-term financial assets	0	28	30	31	33
Invest. in associates & subsidiaries	0	18	30	1,041	1,314
Cash & equivalents	62	457	425	434	261
A/C receivable	51	56	101	260	306
Inventories	1	0	0	0	0
Other current assets	38	69	71	74	76
<b>Current assets</b>	<b>152</b>	<b>582</b>	<b>598</b>	<b>768</b>	<b>644</b>
Other assets	2	2	2	2	2
<b>Total assets</b>	<b>167</b>	<b>651</b>	<b>690</b>	<b>1,887</b>	<b>2,056</b>
Common equity	110	544	594	1,696	1,838
Minorities etc.	0	0	0	0	0
<b>Total shareholders' equity</b>	<b>110</b>	<b>544</b>	<b>594</b>	<b>1,696</b>	<b>1,838</b>
Long term debt	-	-	-	-	-
Other long-term liabilities	12	15	15	16	17
<b>Long-term liabilities</b>	<b>12</b>	<b>15</b>	<b>15</b>	<b>16</b>	<b>17</b>
A/C payable	36	71	58	151	177
Short term debt	0	0	0	0	0
Other current liabilities	9	21	22	23	25
<b>Current liabilities</b>	<b>45</b>	<b>92</b>	<b>80</b>	<b>175</b>	<b>202</b>
<b>Total liabilities and shareholders' equity</b>	<b>167</b>	<b>651</b>	<b>690</b>	<b>1,887</b>	<b>2,056</b>
Net working capital	45	33	93	159	181
Invested capital	60	102	184	1,279	1,593

\* Includes convertibles and preferred stock which is being treated as debt

#### Per share (THB)

Book value per share	2.70	5.44	5.94	15.42	16.71
Tangible book value per share	2.50	5.35	5.82	15.26	16.48

#### Financial strength

Net debt/equity (%)	(56.1)	(84.0)	(71.6)	(25.6)	(14.2)
Net debt/total assets (%)	(36.9)	(70.2)	(61.7)	(23.0)	(12.7)
Current ratio (x)	3.4	6.3	7.5	4.4	3.2
CF interest cover (x)	110.2	(37.9)	78.6	(1,332.2)	98.1

Valuation	2020	2021	2022E	2023E	2024E
<b>Recurring P/E (x) *</b>	<b>121.2</b>	<b>198.8</b>	<b>104.7</b>	<b>49.9</b>	<b>39.5</b>
<b>Recurring P/E @ target price (x) *</b>	<b>142.9</b>	<b>234.3</b>	<b>123.4</b>	<b>58.9</b>	<b>46.5</b>
Reported P/E (x)	121.2	197.8	104.7	49.9	39.5
Dividend yield (%)	-	0.3	0.6	1.3	1.6
Price/book (x)	48.8	24.2	22.1	8.5	7.9
Price/tangible book (x)	52.5	24.6	22.6	8.6	8.0
EV/EBITDA (x) **	92.6	162.1	101.7	48.4	40.0
EV/EBITDA @ target price (x) **	109.3	192.2	120.5	57.3	47.3
EV/invested capital (x)	87.7	124.7	69.1	11.0	8.9

\* Pre-exceptional, pre-goodwill and fully diluted \*\* EBITDA includes associate income and recurring non-operating income

Sources: Bluebik Group; FSSIA estimates

## Corporate Governance report of Thai listed companies 2021

EXCELLENT LEVEL – Score range 90-100										
AAV	BPCG	CPALL	GCAP	K	MSC	PLANET	SAMART	SPI	THRE	TVD
ADVANC	BDMS	CPF	GFPT	KBANK	MST	PLAT	SAMTEL	SPRC	THREL	TVI
AF	BEM	CPI	GGC	KCE	MTC	PORT	SAT	SPVI	TIPCO	TVO
AH	BGC	CPN	GLAND	KKP	MVP	PPS	SC	SSSC	TISCO	TWPC
AIRA	BGRIM	CRC	GLOBAL	KSL	NCL	PR9	SCB	SST	TK	U
AKP	BIZ	CSS	GPI	KTB	NEP	PREB	SCC	STA	TKT	UAC
AKR	BKI	DDD	GPSC	KTC	NER	PRG	SCCC	STEC	TMT	UBIS
ALT	BOL	DELTA	GRAMMY	LALIN	NKI	PRM	SCG	STI	TNDT	UV
AMA	BPP	DEMCO	GULF	LANNA	NOBLE	PROUD	SCGP	SUN	TNITY	VGI
AMATA	BRR	DRT	GUNKUL	LH	NSI	PSH	SCM	SUSCO	TOA	VIH
AMATAV	BTS	DTAC	HANA	LHFG	NVD	PSL	SDC	SUTHA	TOP	WACOAL
ANAN	BTW	DUSIT	HARN	LIT	NWR	PTG	SEAFECO	SVI	TPBI	WAVE
AOT	BWG	EA	HMPRO	LPN	NYT	PTT	SEAOIL	SYMC	TQM	WHA
AP	CENTEL	EASTW	ICC	MACO	OISHI	PTTEP	SE-ED	SYNTEC	TRC	WHAUP
ARIP	CFRESH	ECF	ICHI	MAJOR	OR	PTTGC	SELIC	TACC	TRU	WICE
ARROW	CHEWA	ECL	III	MAKRO	ORI	PYLON	SENA	TASCO	TRUE	WINNER
ASP	CHO	EE	ILINK	MALEE	OSP	Q-CON	SHR	TCAP	TSC	ZEN
AUCT	CIMBT	EGCO	ILM	MBK	OTO	QH	SIRI	TEAMG	TSR	
AWC	CK	EPG	INTUCH	MC	PAP	QTC	SIS	TFMAMA	TSTE	
AYUD	CKP	ETC	IP	MCOT	PCSGH	RATCH	SITHAI	TGH	TSTH	
BAFS	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	
BCP	COTTO	GC	JWD	MOONG	PLANB	SABINA	SPALI	THIP	TU	
VERY GOOD LEVEL – Score range 80-89										
2S	ASIMAR	CHOW	FLOYD	IT	LOXLEY	OCC	RPC	SKY	TCC	TVT
7UP	ASK	CI	FN	ITD	LRH	OGC	RT	SLP	TCMC	TWP
ABICO	ASN	CIG	FNS	J	LST	PATO	RWI	SMIT	TEAM	UEC
ABM	ATP30	CMC	FORTH	JAS	M	PB	S11	SMT	TFG	UMI
ACE	B	COLOR	FSS	JCK	MATCH	PICO	SA	SNP	TFI	UOBKH
ACG	BA	CPL	FTE	JCKH	MBAX	PIMO	SAK	SO	TIGER	UP
ADB	BAM	CPW	FVC	JMART	MEGA	PJW	SALEE	SORKON	TITLE	UPF
AEONTS	BC	CRD	GEL	JMT	META	PL	SAMCO	SPA	TKN	UPOIC
AGE	BCH	CSC	GENCO	KBS	MFC	PM	SANKO	SPC	TKS	UTP
AHC	BEC	CSP	GJS	KCAR	MGT	PMTA	SAPPE	SPCG	TM	VCOM
AIT	BEYOND	CWT	GYT	KEX	MICRO	PPP	SAWAD	SR	TMC	VL
ALL	BFIT	DCC	HEMP	KGI	MILL	PPPM	SCI	SRICHA	TMD	VPO
ALLA	BJC	DCON	HPT	KIAT	MITSIB	PRIME	SCN	SSC	TMI	VRANDA
ALUCON	BJCHI	DHOUSE	HTC	KISS	MK	PRIN	SCP	SSF	TMILL	WGE
AMANAH	BLA	DOD	HYDRO	KOOL	MODERN	PRINC	SE	STANLY	TNL	WIJK
AMARIN	BR	DOHOME	ICN	KTIS	MTI	PSG	SFLEX	STGT	TNP	WP
APCO	BROOK	DV8	IFS	KUMWEL	NBC	PSTC	SFP	STOWER	TOG	XO
APCS	CBG	EASON	IMH	KUN	NCAP	PT	SFT	STPI	TPA	XPG
APURE	CEN	EFORL	IND	KWC	NCH	QLT	SGF	SUC	TPAC	YUASA
AQUA	CGH	ERW	INET	KWM	NETBAY	RBF	SIAM	SWC	TPCS	
ASAP	CHARAN	ESSO	INSET	L&E	NEX	RCL	SINGER	SYNEX	TPS	
ASEFA	CHAYO	ESTAR	INSURE	LDC	NINE	RICHY	SKE	TAE	TRITN	
ASIA	CHG	ETE	IRC	LEO	NRF	RML	SKN	TAKUNI	TRT	
ASIAN	CHOTI	FE	IRCP	LHK	NTV	ROJNA	SKR	TBSP	TSE	
GOOD LEVEL – Score range 70-79										
A	BGT	CITY	GIFT	JTS	MDX	PK	SGP	SUPER	TQR	YGG
AI	BH	CMAN	GLOCON	JUBILE	MJD	PLE	SICT	SVOA	TTI	ZIGA
AIE	BIG	CMO	GREEN	KASET	MORE	PPM	SIMAT	TC	TYCN	
AJ	BLAND	CMR	GSC	KCM	MUD	PRAKIT	SISB	TCCC	UKEM	
ALPHAX	BM	CPT	GTB	KK	NC	PRAPAT	SK	THMUI	UMS	
AMC	BROCK	CRANE	HTECH	KKC	NDR	PRECHA	SMART	TNH	UNIQ	
APP	BSBM	CSR	HUMAN	KWI	NFC	PTL	SOLAR	TNR	UPA	
AQ	BSM	D	IHL	KYE	NNCL	RJH	SPACK	TOPP	UREKA	
ARIN	BTNC	EKH	IIG	LEE	NOVA	RP	SPG	TPCH	VIBHA	
AS	BYD	EMC	INGRS	LPH	NPK	RPH	SQ	TPIPL	W	
AU	CAZ	EP	INOX	MATI	NUSA	RSP	SSP	TPIPP	WIN	
B52	CCP	F&D	JAK	M-CHAI	PAF	SABUY	STARK	TPLAS	WORK	
BEAUTY	CGD	FMT	JR	MCS	PF	SF	STC	TPOLY	WPH	

**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

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
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	TKT	UEC
AMA	BLA	DRT	GUNKUL	KTB	MTI	PPP	SAT	SSP	TMD	UKEM
AMANAHA	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	M	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	
B	CIG	FPI	INTUCH	MATCH	PAP	PTT	SITHAI	TCMC	TSC	
BAFS	CIMBT	FPT	IRC	MBAX	PATO	PTTEP	SKR	TFG	TSTE	
BAM	CM	FSMART	IRPC	MBK	PB	PTTGC	SMIT	TFI	TSTH	
BANPU	CMC	FSS	ITEL	MC	PCSGH	PYLON	SMK	TFMAMA	TTA	
BAY	COM7	FTE	IVL	MCOT	PDG	Q-CON	SMPC	TGH	TTB	
BBL	COTTO	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	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

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

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

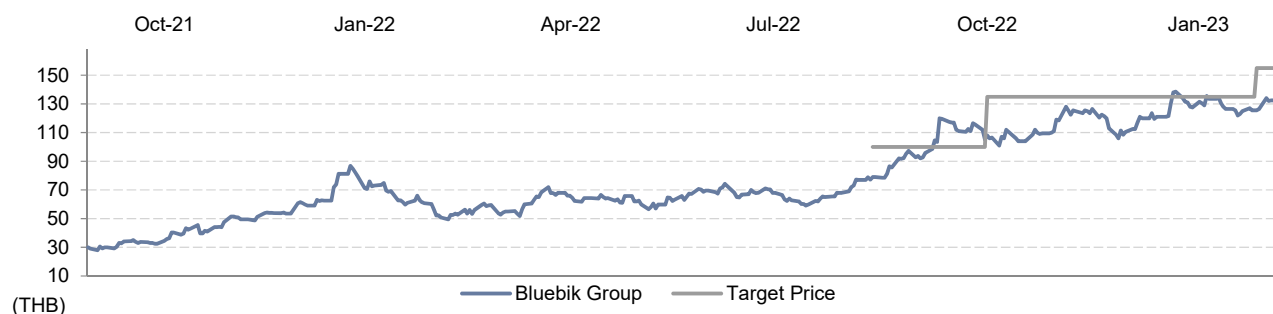
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#### History of change in investment rating and/or target price

##### Bluebik Group (BBIK TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
10-Aug-2022	BUY	100.00	27-Sep-2022	BUY	135.00	18-Jan-2023	BUY	155.00

Naruedom Mujjalinkool started covering this stock from 10-Aug-2022

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Bluebik Group	BBIK TB	THB 131.50	BUY	The key downside risks to our TP are 1) if the company is unable to secure new projects from customers; 2) a lack of human resources; and 3) higher competition.

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 30-Jan-2023 unless otherwise stated.



## RECOMMENDATION STRUCTURE

### Stock ratings

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

**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.