

COM7 COM7 TB
THAILAND / COMMERCE

BUY

UNCHANGED

กำไร 4Q22 อยู่ในเกณฑ์ดี

- กำไรสุทธิ 4Q22 สูงกว่าที่เราและตลาดคาดอยู่ 10%
- เราเห็นแนวโน้มเชิงบวกใน 1Q23 ในแง่อัตราการเติบโตของยอดขายจากสาขาเดิม (SSSG) ที่จะต่อเนื่อง ในปี 2023 COM7 ตั้งเป้าให้ยอดขายโต 15% และขยายสาขาเพิ่มอีก 200 สาขา
- คงแนะนำซื้อที่ราคาเป้าหมาย 40 บาท (27.8x ของค่า 2023E P/E)

TARGET PRICE	THB40.00
CLOSE	THB31.25
UP/DOWNSIDE	+28.0%
PRIOR TP	THB40.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+2.8%

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	62,733	76,419	91,186	100,226
Net profit	3,038	3,430	4,137	4,543
EPS (THB)	1.27	1.44	1.73	1.90
vs Consensus (%)	-	16.3	18.7	12.3
EBITDA	4,689	5,083	6,059	6,429
Core net profit	3,038	3,430	4,137	4,543
Core EPS (THB)	1.27	1.44	1.73	1.90
Chg. In EPS est. (%)	nm	-	-	nm
EPS growth (%)	(41.9)	12.9	20.6	9.8
Core P/E (x)	24.5	21.7	18.0	16.4
Dividend yield (%)	1.6	3.2	3.7	4.5
EV/EBITDA (x)	16.7	15.4	13.0	12.2
Price/book (x)	10.4	9.1	7.8	6.9
Net debt/Equity (%)	53.1	41.9	40.3	35.6
ROE (%)	48.8	44.8	46.7	44.8

กำไรสุทธิ 4Q22 สูงกว่าคาดอยู่ 10%

COM7 รายงานกำไรสุทธิ 4Q22 อยู่ที่ 910 ลบ. (+26% q-q, +0.3% y-y) สูงกว่าที่เราและตลาดคาดอยู่ 10% ส่วนมากมาจากการเติบโตของยอดขายที่ดีเกินคาดแม้ว่าจะมีปัญหาเครื่องขาดแคลนใน iPhone14 pro series อัตรากำไรขั้นต้นสูงกว่าคาดโดยอยู่ที่ 13.1% (เทียบกับ 12.7% ใน 4Q21) จากสัดส่วนสินค้าอัตรากำไรที่สูงที่เพิ่มขึ้น

กำไรสุทธิปี 2022 ทำสถิติสูงสุดใหม่

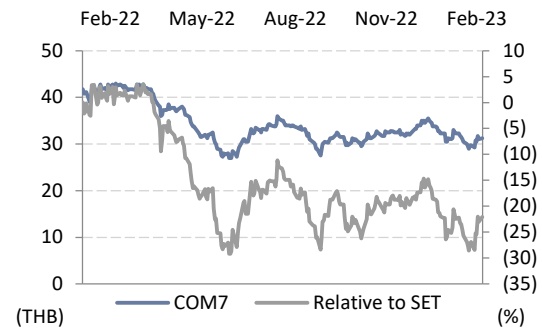
ในปี 2022 กำไรสุทธิโตทำสถิติสูงสุดใหม่ที่ 3 พัน ลบ. (+15% y-y) หลังประเทศไทยได้อยู่ในกลุ่มประเทศแรกสำหรับการขาย iPhone เมื่อวันที่ 16 ก.ย. 22 (เทียบกับ 8 ต.ค. 21) นอกจากนี้รายได้จากสาขาของ COM7 ในพื้นที่ท่องเที่ยว เช่น ภูเก็ต เชียงใหม่และชลบุรียังใกล้เคียงกับระดับก่อนโควิด โดยรวมผู้บริหารมองว่าการฟื้นตัวในอุตสาหกรรมท่องเที่ยวและการกลับมาของกิจกรรมในประเทศจะทำให้อำนาจในการจัดจ่ายใช้สอยของผู้บริโภคเพิ่มขึ้น

แนวโน้มเชิงบวกใน 1Q23 และปี 2023

เราคาดว่า SSSG จะโตต่อเนื่องใน 1Q23 หลังมีเครื่อง iPhone 14 pro series พร้อมขายเพิ่มขึ้นและสมาร์ตโฟนที่เป็นที่รู้จักในตลาดเปิดตัวสินค้ารุ่นใหม่ เช่น Samsung S23 และ OnePlus 11 นอกจากนี้เรายังคาดว่าด้วยการกระตุ้นยอดขายจากมาตรการซื้อดีมีคืนของรัฐบาลที่ให้นายอดใช้จ่ายมาเป็นรายการลดหย่อนทางภาษี ในปี 2023 ผู้บริหารตั้งเป้าเพิ่มยอดขาย 15% ทั้งในช่องทางขายผ่านสาขาและออนไลน์ โดยบริษัทฯ วางแผนเพิ่มยอดขายโดยจะขยายสาขาเพิ่ม 200 สาขาและกระตุ้นการขายผ่านช่องทางออนไลน์โดยใช้เว็บ "bnn.in.th" และ "studio7thailand.com"

คงแนะนำซื้อที่ราคาเป้าหมาย 40 บาท

เราคงแนะนำซื้อที่ราคาเป้าหมาย 40 บาทจากมุมมองเชิงบวกของเราเกี่ยวกับแผนธุรกิจของ COM7 ราคาเป้าหมายของเราในปี 2023 ที่ 40 บาทคิดจากค่า P/E ที่ 27.8x และประมาณการกำไรต่อหุ้นที่ 1.44 บาท ปัจจุบัน COM7 มีการซื้อขายที่ 21.7x ของค่า 2023E P/E ซึ่งต่ำกว่าค่าเฉลี่ย 5 ปีย้อนหลังที่ 31.2x COM7 ประกาศจ่ายเงินปันผลต่อหุ้นที่ 0.75 บาทคิดเป็นผลตอบแทนในรูปแบบเงินปันผลได้ที่ 2.5% หุ้นจะขึ้น XD ในวันที่ 8 มี.ค. 23



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	0.0	(3.1)	(23.5)
Relative to country (%)	2.7	(2.6)	(20.8)
Mkt cap (USD m)	2,129		
3m avg. daily turnover (USD m)	10.8		
Free float (%)	46		
Major shareholder	Sura Khanittaweekul (25%)		
12m high/low (THB)	43.75/26.25		
Issued shares (m)	2,400.00		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

We like COM7 due to its ambitious business plan to gain a 35% market share within three years. Our base earnings forecast for 2023-25 sees a 14.4% CAGR. We think the company can accomplish this goal in three ways: 1) by expanding distribution channels both in terms of physical stores and online channels (omni-channels); 2) targeting the nascent growth opportunity in Thailand's 5G adoption rates, with 5G users accounting for just 11% vs 4G users at 89%; and 3) deploying new sales tools such as device insurance and financial services.

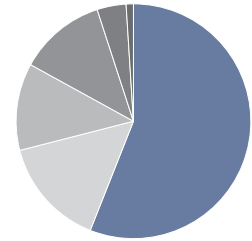
Company profile

COM7 is the largest IT chain store in Thailand in terms of branches. The company distributes IT products such as laptops, desktop computers, mobile phones, tablets, related accessories, and product repair services via its own branches which are retail stores located in leading department stores, shopping malls, and hypermarkets country wide.

www.comseven.com

Principal activities (revenue, 2022)

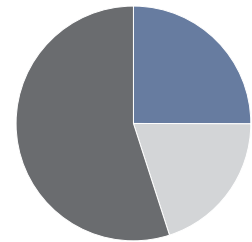
- Phone - 56.0 %
- Tablet - 15.0 %
- IT Product - 12.0 %
- Accessories - 12.0 %
- Others - 4.0 %
- Services - 1.0 %



Source: FSSIA estimates

Major shareholders

- Sura Khanittaweekul - 25.1 %
- Pongsak Thammathataree - 20.0 %
- Others - 55.0 %



Source: Com7

Catalysts

Key potential growth drivers for COM7 include 1) changing consumer behavior in the digital era; 2) the private consumption recovery post Covid-19; and 3) expansion plans targeting a 35% market share.

Risks to our call

Downside risks to our P/E-based TP include 1) lower consumer spending; 2) store cannibalisation; and 3) product shortages.

Event calendar

Date	Event
10 March 2023	Opportunity Day
May 2023	1Q23 results announcement

Key assumptions

	2023E	2024E	2025E
SSSG (%)	24.0	21.0	10.0
Total stores (no.)	1,312	1,462	1,612
No. of new stores (no.)	150	150	150
GPM (%)	13.4	13.4	13.4
SG&A to sales (%)	7.9	7.8	7.8

Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in SSSG, we estimate 2023 net profit to rise by 0.7%, and vice versa, all else being equal.
- For every 0.5% increase in GPM, we estimate 2023 net profit to rise by 8.9%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A expenses, we estimate 2023 net profit to fall by 7.0%, and vice versa, all else being equal.

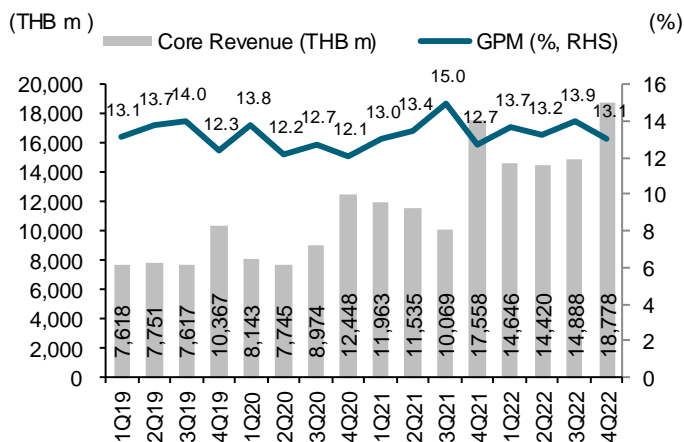
Source: FSSIA estimates

Exhibit 1: 4Q22 results review

Year to Dec 31	4Q21	1Q22	2Q22	3Q22	4Q22	Change		2021	2022	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)
Revenue	17,558	14,646	14,420	14,888	18,778	26	7	51,126	62,733	23
COGS	(15,326)	(12,644)	(12,517)	(12,813)	(16,325)	27	7	(44,281)	(54,298)	23
Gross profit	2,232	2,002	1,904	2,075	2,454	18	10	6,846	8,435	23
Operating costs	(1,149)	(1,045)	(1,153)	(1,202)	(1,303)	8	13	(3,761)	(4,703)	25
Operating profit	1,083	957	750	874	1,151	32	6	3,084	3,732	21
Other income	15	17	23	163	45	(72)	197	28	248	779
Other gains (losses)	0	0	0	(88)	(0)	(100)	n/a	0	(88)	n/a
FX Gain (Loss)	8	(3)	1	4	(4)	(198)	(148)	22	(2)	(109)
Interest expense	(13)	(18)	(24)	(25)	(36)	43	178	(48)	(103)	115
Profit before tax	1,093	953	750	928	1,157	25	6	3,087	3,787	23
Tax	(216)	(190)	(132)	(198)	(248)	25	15	(555)	(769)	39
Associates	28	20	2	3	20	543	(28)	97	45	(53)
Minority interests	2	1	0	(8)	(19)	137	(979)	2	(26)	(1,468)
Non recurring items	0	0	0	0	0	n/a	n/a	0	0	n/a
Reported net profit	907	783	620	725	910	26	0.3	2,630	3,038	15
Recurring net profit	907	783	620	725	910	26	0.3	2,630	3,038	15
EPS (THB)	0.76	0.65	0.26	0.30	0.38	26	(50)	2.19	1.27	(42)
Recurring EPS (THB)	0.76	0.65	0.26	0.30	0.38	26	(50)	2.19	1.27	(42)
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	12.7	13.7	13.2	13.9	13.1	(0.9)	0.4	13.4	13.4	0.1
Operating margin	6.3	6.6	5.4	6.4	6.1	(0.3)	(0.2)	6.0	5.9	(0.1)
Recurring net margin	5.2	5.3	4.3	4.9	4.8	(0.0)	(0.3)	5.1	4.8	(0.3)
SG&A / Sales	6.5	7.1	8.0	8.1	6.9	(1)	0.4	7.4	7.5	0.1
Number of shares	1,200	1,200	2,385	2,385	2,385	0	1,185	1,200	2,385	2,385

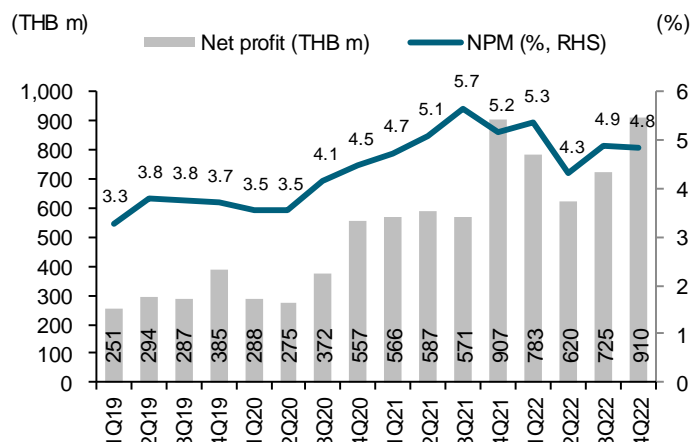
Sources: COM7, FSSIA estimates

Exhibit 2: Revenue by quarter



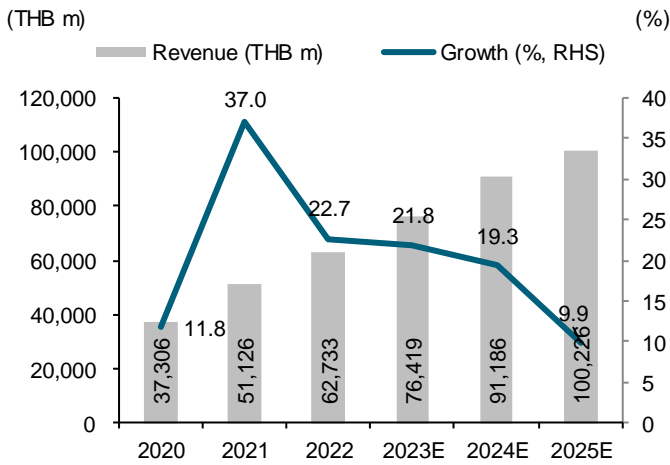
Source: COM7

Exhibit 3: Net profit by quarter



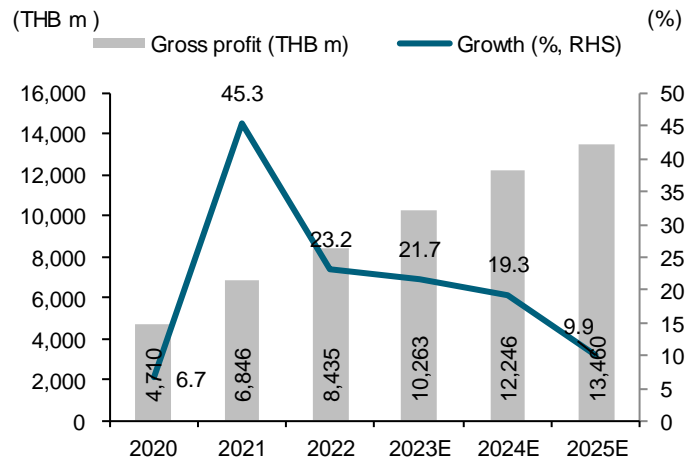
Source: COM7

Exhibit 4: Yearly revenue



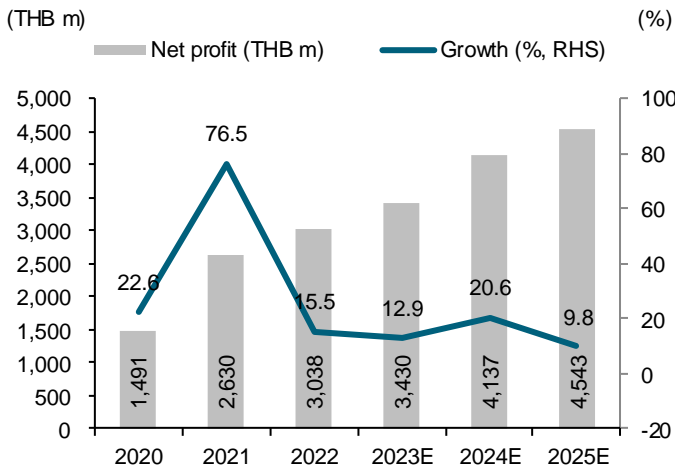
Sources: COM7; FSSIA estimates

Exhibit 5: Yearly gross profit



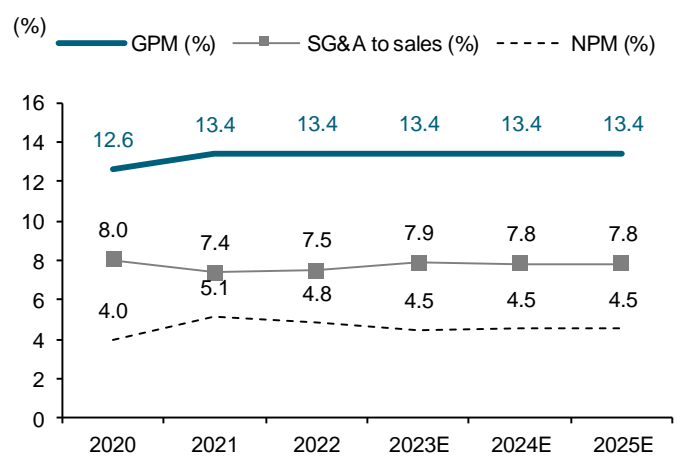
Sources: COM7; FSSIA estimates

Exhibit 6: Yearly net profit



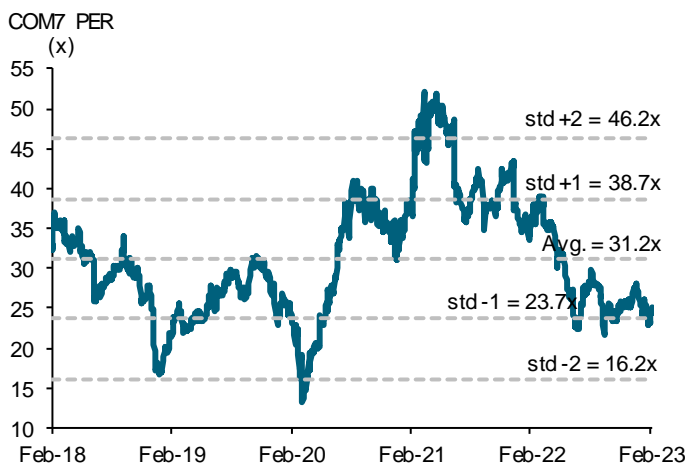
Sources: COM7; FSSIA estimates

Exhibit 7: Profitability ratios



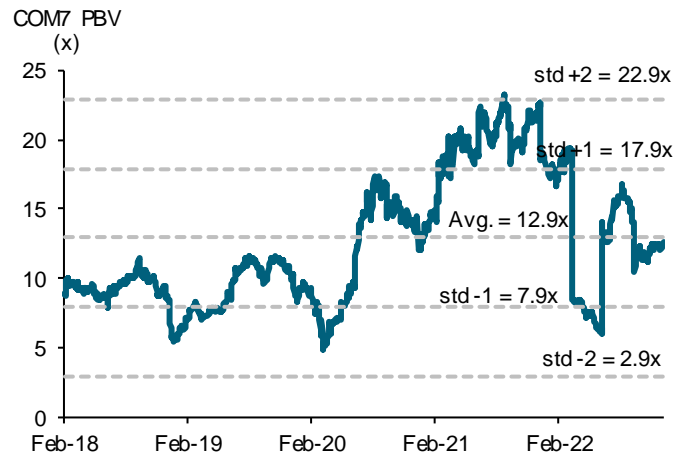
Sources: COM7; FSSIA estimates

Exhibit 8: Historical P/E band



Source: Bloomberg

Exhibit 9: Historical P/BV band



Source: Bloomberg

Financial Statements

Com7

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	51,126	62,733	76,419	91,186	100,226
Cost of goods sold	(43,493)	(53,502)	(65,414)	(78,106)	(86,080)
Gross profit	7,633	9,231	11,005	13,080	14,147
Other operating income	28	248	76	91	100
Operating costs	(3,761)	(4,790)	(5,999)	(7,113)	(7,818)
Operating EBITDA	3,900	4,689	5,083	6,059	6,429
Depreciation	(787)	(796)	(742)	(834)	(686)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	3,113	3,893	4,341	5,225	5,743
Net financing costs	(26)	(105)	(101)	(107)	(126)
Associates	97	45	39	43	49
Recurring non-operating income	97	45	39	43	49
Non-recurring items	0	0	0	0	0
Profit before tax	3,183	3,832	4,278	5,160	5,666
Tax	(555)	(769)	(848)	(1,024)	(1,123)
Profit after tax	2,629	3,064	3,430	4,137	4,543
Minority interests	2	(26)	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	2,630	3,038	3,430	4,137	4,543
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	2,630	3,038	3,430	4,137	4,543
Per share (THB)					
Recurring EPS *	2.19	1.27	1.44	1.73	1.90
Reported EPS	2.19	1.27	1.44	1.73	1.90
DPS	1.00	0.50	1.02	1.16	1.40
Diluted shares (used to calculate per share data)	1,200	2,385	2,385	2,385	2,385
Growth					
Revenue (%)	37.0	22.7	21.8	19.3	9.9
Operating EBITDA (%)	62.4	20.2	8.4	19.2	6.1
Operating EBIT (%)	75.8	25.1	11.5	20.4	9.9
Recurring EPS (%)	76.5	(41.9)	12.9	20.6	9.8
Reported EPS (%)	76.5	(41.9)	12.9	20.6	9.8
Operating performance					
Gross margin inc. depreciation (%)	13.4	13.4	13.4	13.4	13.4
Gross margin of key business (%)	-	-	-	-	-
Operating EBITDA margin (%)	7.6	7.5	6.7	6.6	6.4
Operating EBIT margin (%)	6.1	6.2	5.7	5.7	5.7
Net margin (%)	5.1	4.8	4.5	4.5	4.5
Effective tax rate (%)	17.4	20.1	19.8	19.8	19.8
Dividend payout on recurring profit (%)	45.6	39.5	70.6	66.7	73.3
Interest cover (X)	123.6	37.4	43.2	49.1	46.1
Inventory days	41.4	46.2	43.5	42.3	43.8
Debtor days	12.7	18.7	18.2	17.2	17.8
Creditor days	31.8	34.2	30.7	31.3	32.4
Operating ROIC (%)	51.3	42.6	40.5	44.3	(10.9)
ROIC (%)	37.9	30.2	27.3	29.6	(7.3)
ROE (%)	57.6	48.8	44.8	46.7	44.8
ROA (%)	21.0	17.9	17.0	18.1	17.7
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Phone	28,631	35,130	42,795	51,064	56,127
Tablet	7,669	9,410	11,463	13,678	15,034
IT Product	6,135	7,528	9,170	10,942	12,027
Accessories	6,135	7,528	9,170	10,942	12,027

Sources: Com7; FSSIA estimates

Financial Statements

Com7

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	2,630	3,038	3,430	4,137	4,543
Depreciation	787	796	742	834	686
Associates & minorities	(97)	(45)	(39)	(43)	(49)
Other non-cash items	144	148	140	150	175
Change in working capital	(2,271)	(2,371)	160	(1,249)	(782)
Cash flow from operations	1,195	1,566	4,434	3,829	4,573
Capex - maintenance	-	-	-	-	-
Capex - new investment	(833)	(792)	(1,053)	(895)	(609)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(924)	(1,236)	(554)	(446)	(373)
Cash flow from investing	(1,757)	(2,028)	(1,607)	(1,341)	(982)
Dividends paid	(1,199)	(1,619)	(2,421)	(2,761)	(3,330)
Equity finance	(3)	(103)	0	0	0
Debt finance	2,515	1,135	576	(343)	(108)
Other financing cash flows	(23)	548	(58)	(68)	(93)
Cash flow from financing	1,290	(38)	(1,904)	(3,172)	(3,531)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	729	(500)	923	(684)	60
Free cash flow to firm (FCFF)	(513.34)	(359.16)	2,927.86	2,594.95	3,716.47
Free cash flow to equity (FCFE)	1,930.95	1,221.11	3,343.99	2,076.74	3,389.97

Per share (THB)

FCFF per share	(0.21)	(0.15)	1.22	1.08	1.55
FCFE per share	0.80	0.51	1.39	0.87	1.41
Recurring cash flow per share	2.89	1.65	1.79	2.13	2.25

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	4,061	4,863	5,645	6,428	7,261
Less: Accumulated depreciation	(2,259)	(3,040)	(3,637)	(4,414)	(5,371)
Tangible fixed assets (net)	1,801	1,823	2,008	2,014	1,890
Intangible fixed assets (net)	297	531	656	712	759
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	774	1,517	1,517	1,517	1,517
Cash & equivalents	1,851	1,350	2,273	1,589	1,648
A/C receivable	2,707	3,716	3,912	4,668	5,131
Inventories	6,208	7,333	8,249	9,843	10,819
Other current assets	1,120	963	1,163	1,388	1,576
Current assets	11,886	13,362	15,597	17,488	19,175
Other assets	1,207	1,930	2,352	2,827	3,224
Total assets	15,966	19,162	22,131	24,558	26,564
Common equity	5,285	7,154	8,163	9,539	10,752
Minorities etc.	16	97	97	97	97
Total shareholders' equity	5,301	7,252	8,261	9,636	10,849
Long term debt	-	-	-	-	-
Other long-term liabilities	1,203	1,307	1,539	1,694	1,778
Long-term liabilities	1,203	1,307	1,539	1,694	1,778
A/C payable	5,106	4,909	6,101	7,280	8,002
Short term debt	3,801	5,204	5,731	5,471	5,512
Other current liabilities	556	490	498	476	422
Current liabilities	9,462	10,603	12,330	13,227	13,937
Total liabilities and shareholders' equity	15,966	19,162	22,131	24,558	26,564
Net working capital	4,374	6,612	6,725	8,143	9,102
Invested capital	8,454	12,413	13,259	15,213	16,492

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

Per share (THB)

Book value per share	4.40	3.00	3.42	4.00	4.51
Tangible book value per share	4.16	2.78	3.15	3.70	4.19

Financial strength

Net debt/equity (%)	36.8	53.1	41.9	40.3	35.6
Net debt/total assets (%)	12.2	20.1	15.6	15.8	14.5
Current ratio (x)	1.3	1.3	1.3	1.3	1.4
CF interest cover (x)	107.4	20.1	44.4	28.7	32.8

Valuation	2021	2022	2023E	2024E	2025E
Recurring P/E (x) *	14.3	24.5	21.7	18.0	16.4
Recurring P/E @ target price (x) *	18.2	31.4	27.8	23.1	21.0
Reported P/E (x)	14.3	24.5	21.7	18.0	16.4
Dividend yield (%)	3.2	1.6	3.2	3.7	4.5
Price/book (x)	7.1	10.4	9.1	7.8	6.9
Price/tangible book (x)	7.5	11.3	9.9	8.4	7.5
EV/EBITDA (x) **	10.1	16.7	15.4	13.0	12.2
EV/EBITDA @ target price (x) **	12.8	21.2	19.5	16.4	15.5
EV/invested capital (x)	4.7	6.3	5.9	5.2	4.8

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

Sources: Com7; FSSIA estimates

Corporate Governance report of Thai listed companies 2022

EXCELLENT LEVEL – Score range 90-100											
AAV	BAM	CIMBT	ECL	HENG	LALIN	NEP	PRG	SCC	SPRC	THRE	TTW
ADVANC	BANPU	CK	EE	HMPRO	LANNA	NER	PRM	SCCC	SPVI	THREL	TU
AF	BAY	CKP	EGCO	ICC	LHFG	NKI	PSH	SCG	SSC	TIPCO	TVDH
AH	BBIK	CM	EPG	ICHI	LIT	NOBLE	PSL	SCGP	SSSC	TISCO	TVI
AIRA	BBL	CNT	ETC	III	LOXLEY	NSI	PTG	SCM	SST	TK	TVO
AJ	BCP	COLOR	ETE	ILINK	LPN	NVD	PTT	SCN	STA	TKN	TWPC
AKP	BCPG	COM7	FN	ILM	LRH	NYT	PTTEP	SDC	STEC	TKS	UAC
AKR	BDM5	COMAN	FNS	IND	LST	OISHI	PTTGC	SEAFCO	STGT	TKT	UBIS
ALLA	BEM	COTTO	FPI	INTUCH	MACO	OR	PYLON	SEAOIL	STI	TMILL	UPOIC
ALT	BEYOND	CPALL	FPT	IP	MAJOR	ORI	Q-CON	SE-ED	SUN	TMT	UV
AMA	BGC	CPF	FSMART	IRC	MAKRO	OSP	QH	SELIC	SUSCO	TNDT	VCOM
AMARIN	BGRIM	CPI	FVC	IRPC	MALEE	OTO	QTC	SENA	SUTHA	TNITY	VGI
AMATA	BIZ	CPN	GC	ITEL	MBK	PAP	RABBIT	SENAJ	TOA	TOA	VIH
AMATAV	BKI	CRC	GEL	IVL	MC	PCSGH	RATCH	SGF	SYMC	TOP	WACOAL
ANAN	BOL	CSS	GFPT	JTS	MCOT	PDG	RBF	SHR	SYNTEC	TPBI	WAVE
AOT	BPP	DDD	GGC	JWD	METCO	PDJ	RS	SICT	TACC	TQM	WHA
AP	BRR	DELTA	GLAND	K	MFEC	PG	S	SIRI	TASCO	TRC	WHAUP
APURE	BTS	DEMCO	GLOBAL	KBANK	MINT	PHOL	S&J	SIS	TCAP	TRUE	WICE
ARIP	BTW	DOHOME	GPI	KCE	MONO	PLANB	SAM	SITHAI	TEAMG	TSC	WINNER
ASP	BWG	DRT	GPSC	KEX	MOONG	PLANET	SABINA	SMPC	TFMAMA	TSR	XPG
ASW	CENDEL	DTAC	GRAMMY	KGI	MSC	PLAT	SAMART	SNC	THANA	TSTE	ZEN
AUCT	CFRESH	DUSIT	GULF	KKP	MST	PORT	SAMTEL	SONIC	THANI	TSTH	
AWC	CGH	EA	GUNKUL	KSL	MTC	PPS	SAT	SORKON	THCOM	TTA	
AYUD	CHEWA	EASTW	HANA	KTB	MVP	PR9	SC	SPALI	TTB	TTB	
BAFS	CHO	ECF	HARN	KTC	NCL	PREB	SCB	SPI	THIP	TTCL	

VERY GOOD LEVEL – Score range 80-89											
2S	ASIMAR	CHOTI	ESSO	INSURE	LH	NRF	PROEN	SCI	SR	TMC	UMI
7UP	ASK	CHOW	ESTAR	IRCP	LHK	NTV	PROS	SCP	SRICHA	TMD	UOBKH
ABM	ASN	CI	FE	IT	M	NUSA	PROUD	SE	SSF	TMI	UP
ACE	ATP30	CIG	FLOYD	ITD	MATCH	NWR	PSG	SECURE	SSP	TNL	UPF
ACG	B	CITY	FORTH	J	MBAX	OCC	PSTC	SFLEX	STANLY	TNP	UTP
ADB	BA	CIVIL	FSS	JAS	MEGA	OGC	PT	SFP	STC	TNR	VIBHA
ADD	BC	CMC	FTE	JCK	META	ONEE	PTC	SFT	STPI	TOG	VL
AEONTS	BCH	CPL	GBX	JCKH	MFC	PACO	QLT	SGP	SUC	TPA	VPO
AGE	BE8	CPW	GCAP	JMT	MGT	PATO	RCL	SIAM	SVOA	TPAC	VRANDA
AHC	BEC	CRANE	GENCO	JR	MICRO	PB	RICHY	SINGER	SVT	TPCS	WGE
AIE	BH	CRD	GJS	KBS	MILL	PICO	RJH	SKE	SWC	TPIPL	WIK
AIT	BIG	CSC	GTB	KCAR	MITSIB	PIMO	ROJNA	SKN	SYNEX	TPIPP	WIN
ALUCON	BJC	CSP	GYT	KGEN	MK	PIN	RPC	SKR	TAE	TPLAS	WINMED
AMANAH	BJCHI	CV	HEMP	KIAT	MODERN	PJW	RT	SKY	TAKUNI	TPS	WORK
AMR	BLA	CWT	HPT	KISS	MTI	PL	RWI	SLP	TCC	TQR	WP
APCO	BR	DCC	HTC	KK	NATION	PLE	S11	SMART	TCMC	TRITN	XO
APCS	BRI	DHOUSE	HUMAN	KOOL	NCAP	PM	SA	SMD	TFG	TRT	YUASA
AQUA	BROOK	DITTO	HYDRO	KTIS	NCH	PMTA	SABUY	SMT	TFI	TRU	ZIGA
ARIN	BSM	DMT	ICN	KUMWEL	NDR	PPP	SAK	SMT	TFM	TRV	
ARROW	BYD	DOD	IFS	KUN	NETBAY	PPPM	SALEE	SNNP	TGH	TSE	
AS	CBG	DPAINT	IIG	KWC	NEX	PRAPAT	SAMCO	SNP	TIDLOR	TVT	
ASAP	CEN	DV8	IMH	KWM	NINE	PRECHA	SANKO	SO	TIGER	TWP	
ASEFA	CHARAN	EASON	INET	L&E	NNCL	PRIME	SAPPE	SPA	TIPH	UBE	
ASIA	CHAYO	EFORL	INGRS	LDC	NOVA	PRIN	SAWAD	SPC	TITLE	UEC	
ASIAN	CHG	ERW	INSET	LEO	NPK	PRINC	SCAP	SPCG	TM	UKEM	

GOOD LEVEL – Score range 70-79											
A	BEAUTY	CMAN	EMC	HL	KWI	MORE	PF	RSP	SUPER	TOPP	VARO
A5	BGT	CMO	EP	HTECH	KYE	MPIC	PK	SIMAT	TC	TPCH	W
AI	BLAND	CMR	EVER	IHL	LEE	MUD	PPM	SISB	TCCC	TPOLY	WFX
ALL	BM	CPANEL	F&D	INOX	LPH	NC	PRAKIT	SK	TCJ	TRUBB	WPH
ALPHAX	BROCK	CPT	FMT	JAK	MATI	NEWS	PTECH	SOLAR	TEAM	TTI	YGG
AMC	BSBM	CSR	GIFT	JMART	M-CHAI	NFC	PTL	SPACK	THE	TYCN	
APP	BTNC	CTW	GLOCON	JSP	MCS	NSL	RAM	SPG	THMUI	UMS	
AQ	CAZ	D	GLORY	JUBILE	MDX	NV	ROCK	SQ	TKC	UNIQ	
AU	CCP	DCON	GREEN	KASET	MENA	PAF	RP	STARK	TNH	UPA	
B52	CGD	EKH	GSC	KCM	MJD	PEACE	RPH	STECH	TNPC	UREKA	

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

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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Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

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History of change in investment rating and/or target price

Com7 (COM7 TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
26-Jan-2023	BUY	40.00	-	-	-	-	-	-

Jitra Amornthum started covering this stock from 26-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Com7	COM7 TB	THB 31.25	BUY	Downside risks to our P/E-based TP include 1) lower consumer spending; 2) store cannibalisation; and 3) product shortages.

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

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All share prices are as at market close on 27-Feb-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.