

# PYLON PYLON TB

THAILAND / CONSTRUCTION SERVICES

# HOLD

## Challenging outlook ahead

- The tone of the meeting was negative due to the slowdown in the foundation work market and intensified competition.
- Performance might have already passed its peak in 1Q23, and we expect softer momentum in 2Q23 onwards on a lower backlog.
- Recommend HOLD with a TP of THB3.80.

TARGET PRICE	THB3.80
CLOSE	THB3.60
UP/DOWNSIDE	+5.6%
TP vs CONSENSUS	-26.5%

### KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	1,147	1,504	1,605	1,655
Net profit	120	137	161	172
EPS (THB)	0.16	0.18	0.21	0.23
vs Consensus (%)	-	(26.5)	(31.4)	(32.9)
EBITDA	234	267	297	312
Core net profit	111	137	161	172
Core EPS (THB)	0.15	0.18	0.21	0.23
EPS growth (%)	190.6	23.5	17.0	6.9

### Management signalled a slowdown in the market

At PYLON's opportunity day yesterday, we read the overall tone as negative. Management thinks the foundation work market is unfavourable due to the political and economic uncertainty amidst intensified competition. Regarding a higher minimum wage policy from the new government, the company estimates the effect would be insignificant, as a short tenor averaging 3-5 months could offset the cost increase.

### Unattractive outlook from lower backlog

PYLON's current backlog of THB767m (excluding the high-speed train linking three airports project worth THB400m, whose timeline has been uncertain since 3Q21), has decreased from THB1.2b at end-2022. Of the total, 27% of contracts include labour costs only, while 73% include the material costs. However, most of the backlog should be sufficient to recognise until 3Q23. PYLON will focus on seeking additional backlog from tendered projects, especially mid- to small-scale projects.

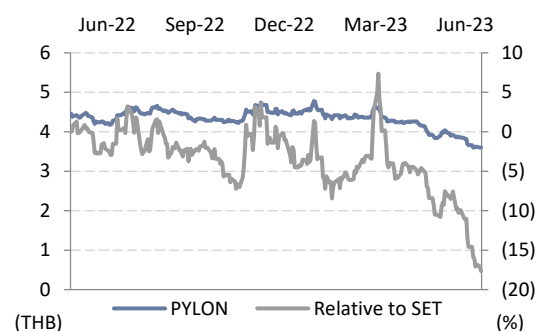
### Expect to see softer profits in 2Q23 onwards

We forecast a 2023 net profit of THB137m (+15% y-y). We project 2023 revenue growth of 31% to THB1.5b, improving from 2020-22 when it faced the Covid impact. However, its 2023 gross margin should drop to 16.5% vs 18.5% in 2022, pressured by intense competition and a greater proportion of contracts that include labour and material costs. Its 1Q23 earnings account for 44% of our 2023E net profit. We think PYLON's performance peaked in 1Q23, and we expect softer momentum for the rest of the year. 2Q23 earnings might drop q-q and y-y due to fewer workdays and the final stage of many sizable projects. Equipment utilisation should decrease to 13-15 machines vs 18-20 machines in 1Q23 and 16-17 machines in 2Q22. We expect 2H23 operations to soften h-h from realising smaller projects and tight competition.

### Recommend HOLD with TP of THB3.80

We have a HOLD rating on PYLON with a TP of THB3.80, based on 21x 2023E P/E (0.50 SD below its five-year historical average). It has a limited upside of only 5.6%. We see muted catalysts to drive its share price in the short term, as we think its performance will be unattractive in 2Q23 onwards. Moreover, new auctions might be lacklustre until the new government is established. This report represents a continuation of FSSIA's coverage of PYLON, previously published under FSS Research.

Core P/E (x)	24.3	19.7	16.8	15.7
Dividend yield (%)	4.2	4.6	4.8	5.1
EV/EBITDA (x)	10.9	9.2	8.3	7.9
Price/book (x)	2.6	2.5	2.5	2.4
Net debt/Equity (%)	(15.3)	(23.6)	(21.3)	(20.4)
ROE (%)	11.0	13.0	14.9	15.4



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(10.9)	(21.4)	(20.0)
Relative to country (%)	(11.0)	(23.3)	(17.9)
Mkt cap (USD m)	78		
3m avg. daily turnover (USD m)	0.1		
Free float (%)	41		
Major shareholder	Sangarayakul Family (55%)		
12m high/low (THB)	4.92/3.56		
Issued shares (m)	749.87		

Sources: Bloomberg consensus; FSSIA estimates



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### Investment thesis

In 2021-22, PYLON’s performance sharply dropped, as it was impacted by the Covid-19 situation. This included a slowdown for projects in the market, the lockdown of construction sites, and intense competition. However, we expect its earnings to recover in 2023. We think its performance might have already passed its peak in 1Q23, and expect softer momentum in 2Q23 onwards following a lower backlog.

We suggest investors closely monitor the project timeline of the high-speed train linking three airports, whose timeline has been uncertain since 3Q21. The successful formation of the new government might accelerate the pace of new auctions and could be a catalyst for the stock.

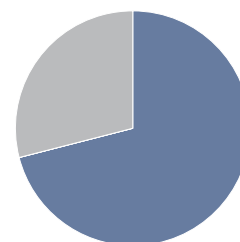
### Company profile

PYLON was established in 2002 as a contractor for foundation construction. Its construction services are divided into three products: bored piling, ground improvement by jet grouting, and diaphragm walls. It is mainly engaged in foundation construction for the government and private sectors. Most government projects are related to structural and infrastructure works such as elevated railways, expressways, etc. Private projects are related to residential facilities, hospitals, and office buildings.

[www.pylon.co.th](http://www.pylon.co.th)

### Principal activities (revenue, 2022)

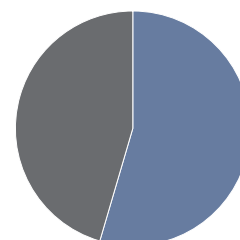
- Bored Piles - 71.0 %
- Diaphragm Wall/ Barrette Pile - 0.0 %
- Ground Improvement - 29.0 %



Source: Pylon

### Major shareholders

- Sangarayakul Family - 54.5 %
- Others - 45.5 %



Source: Pylon

### Catalysts

Contracts for new sizable projects, such as the western section of the MRT Orange Line project, and a clear project timeline for the high-speed train linking three airports are key potential growth drivers.

### Risks to our call

Downside risks to our P/E-based TP include 1) fewer new projects than expected; 2) bidding delays for new projects; 3) political uncertainty; 4) delays in construction; 5) labour shortages; 6) higher raw material and labour costs; and 7) intense competition. Upside risks would be 1) a higher-than-expected additional backlog and new auctions; and 2) the sooner-than-expected commencement of the high-speed train project linking three airports.

### Event calendar

Date	Event
August 2023	2Q23 results announcement

### Key assumptions

	2023E	2024E	2025E
Revenue (THB m)	1,504	1,605	1,655
GPM (%)	16.5	17.5	18.0
SG&A to revenue (%)	5.7	5.6	5.5
New projects signed (THB m)	800	1,500	1,600

Source: FSSIA estimates

### Earnings sensitivity

- For every 2% increase in revenue, we estimate 2023 net profit to rise by 2.9%, and vice versa, all else being equal.
- For every 0.5% increase in GPM, we estimate 2023 net profit to rise by 4.4%, and vice versa, all else being equal.
- For every 5% increase in SG&A, we estimate 2023 net profit to fall by 2.5%, and vice versa, all else being equal.

Source: FSSIA estimates

## Strong recovery in 1Q23

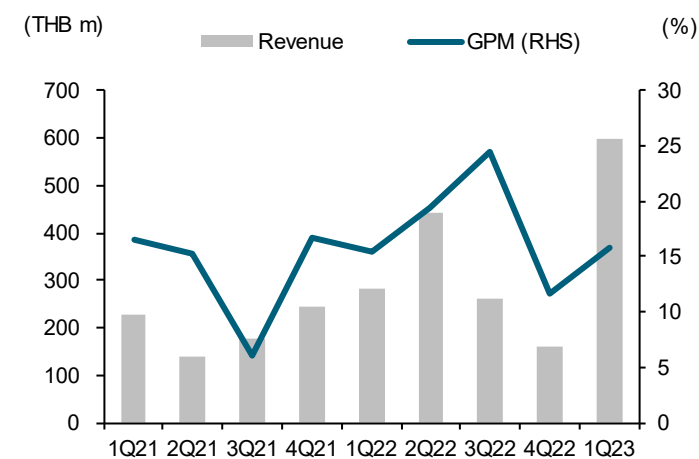
PYLON reported a 1Q23 net profit of THB61m, the highest in 10 quarters, jumping from THB3m in 4Q22 and THB21m in 1Q22. This was driven by the initial recognition of two sizable projects named Northpole (worth THB500m) and AIA Ratchadaphisek (worth THB200m), as well as the progress of ongoing projects such as the Rama 3- Dao Khanong highway and 125 Sathorn project. 1Q23 construction revenue soared to THB597m (+276% q-q, +110% y-y), and PYLON's overall gross margin was up to 15.8% (vs 11.6% in 4Q22 and 15.5% in 1Q22) from a higher utilisation rate and the economies of scale.

### Exhibit 1: 1Q23 results summary

	1Q22	2Q22	3Q22	4Q22	1Q23	Change	
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Total revenue	284	442	262	159	597	276.0	109.7
Cost of sales	240	356	198	140	502	258.4	109.0
Gross profit	44	85	64	18	94	409.7	113.8
SG&A	20	21	17	26	20	(22.6)	1.9
Operating profit	24	65	47	(8)	74	n/a	205.7
Interest expense	0	0	0	0	0	16.2	(45.5)
Tax expense	4	13	10	(0)	15	na	245.0
Reported net profit	21	54	41	3	61	1,899.5	184.6
Core profit	21	54	41	(5)	61	n/a	184.1
<b>Key ratios (%)</b>						<b>(ppt)</b>	<b>(ppt)</b>
Gross margin	15.5	19.3	24.5	11.6	15.8	4.1	0.3
SG&A / Sales	7.0	4.6	6.5	16.5	3.4	(13.1)	(3.6)
Operating margin	8.5	14.7	18.0	(4.9)	12.4	17.2	3.9
Net margin	7.5	12.3	15.7	1.9	10.2	8.3	2.7
Norm margin	7.5	12.2	15.7	(3.4)	10.2	13.6	2.7

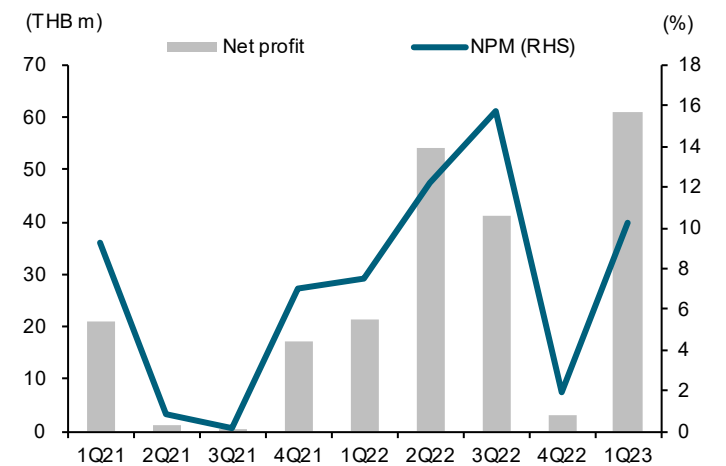
Sources: PYLON; FSSIA's compilation

### Exhibit 2: Quarterly revenue and GPM



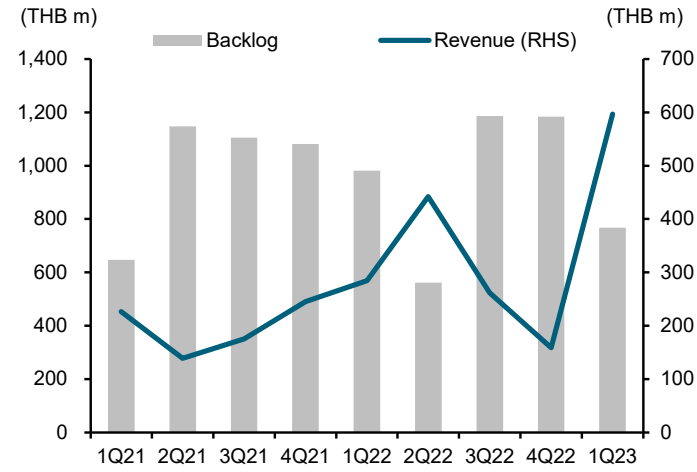
Sources: PYLON; FSSIA's compilation

### Exhibit 3: Quarterly net profit and NPM



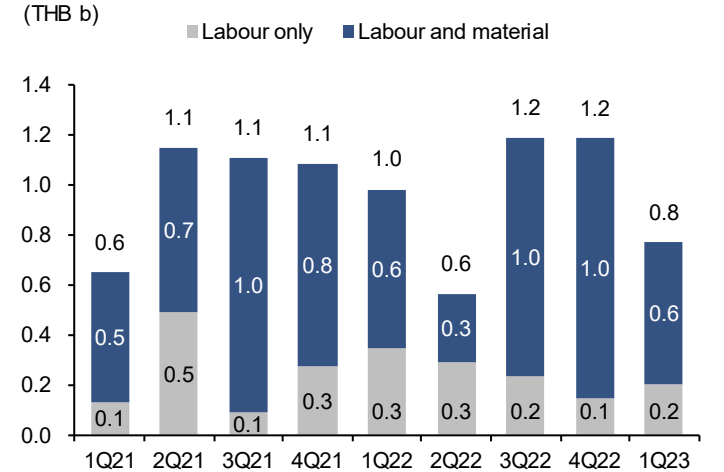
Sources: PYLON; FSSIA's compilation

**Exhibit 4: Quarterly backlog (excluding the high-speed train linking three airports) and revenue**



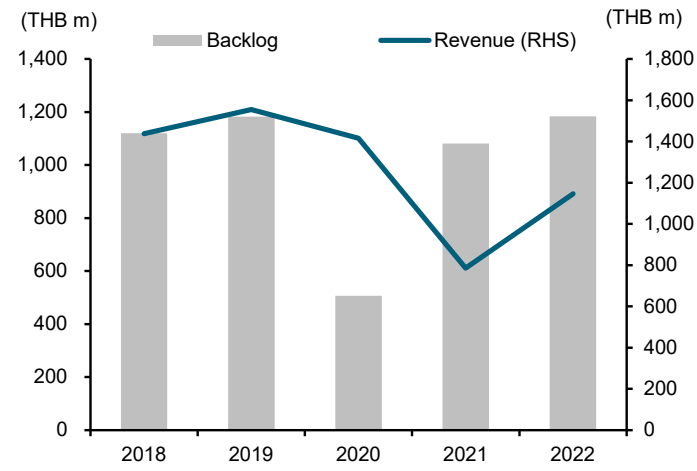
Sources: PYLON; FSSIA's compilation

**Exhibit 5: Quarterly backlog (excluding the high-speed train linking three airports) breakdown by contract**



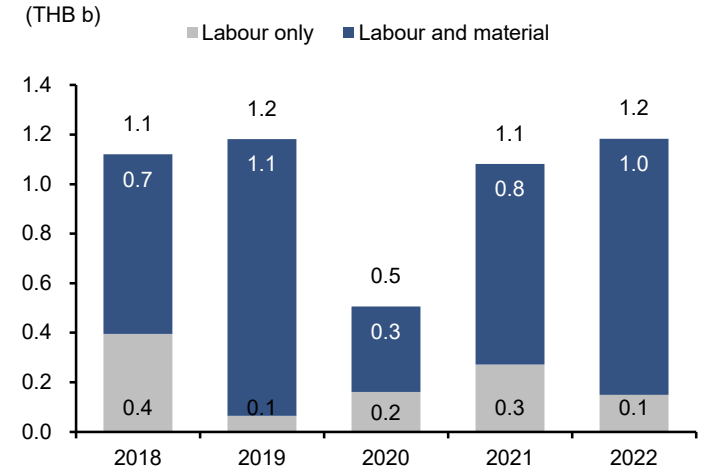
Sources: PYLON; FSSIA's compilation

**Exhibit 6: Yearly backlog (excluding the high-speed train linking three airports) and revenue**



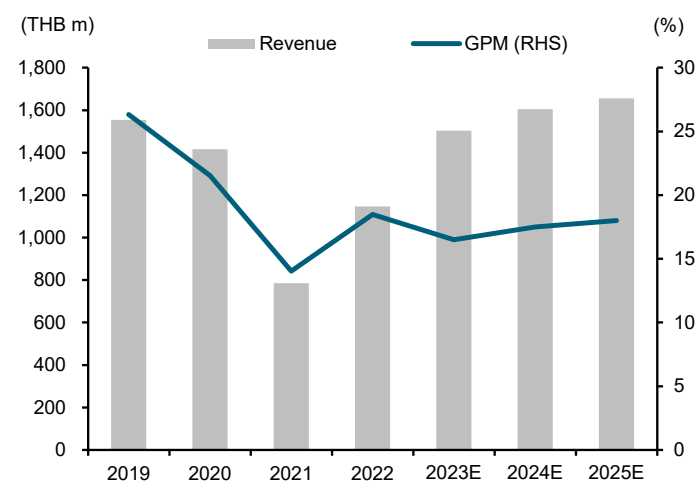
Sources: PYLON; FSSIA's compilation

**Exhibit 7: Yearly backlog (excluding the high-speed train linking three airports) breakdown by contract**



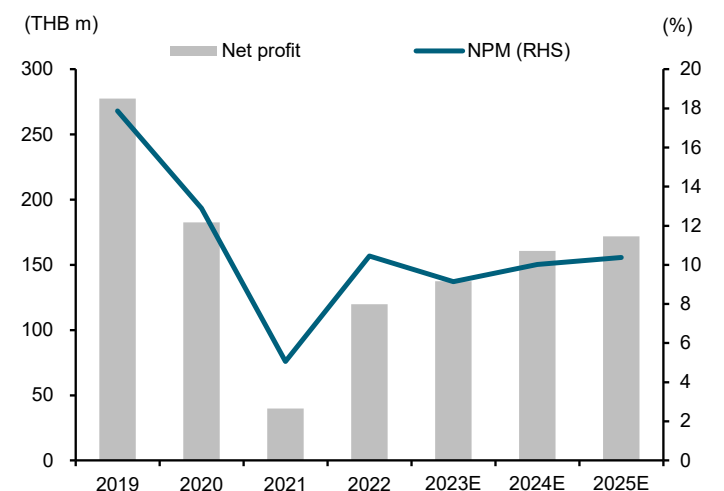
Sources: PYLON; FSSIA's compilation

**Exhibit 8: Yearly revenue and GPM**



Sources: PYLON; FSSIA estimates

**Exhibit 9: Yearly net profit and NPM**



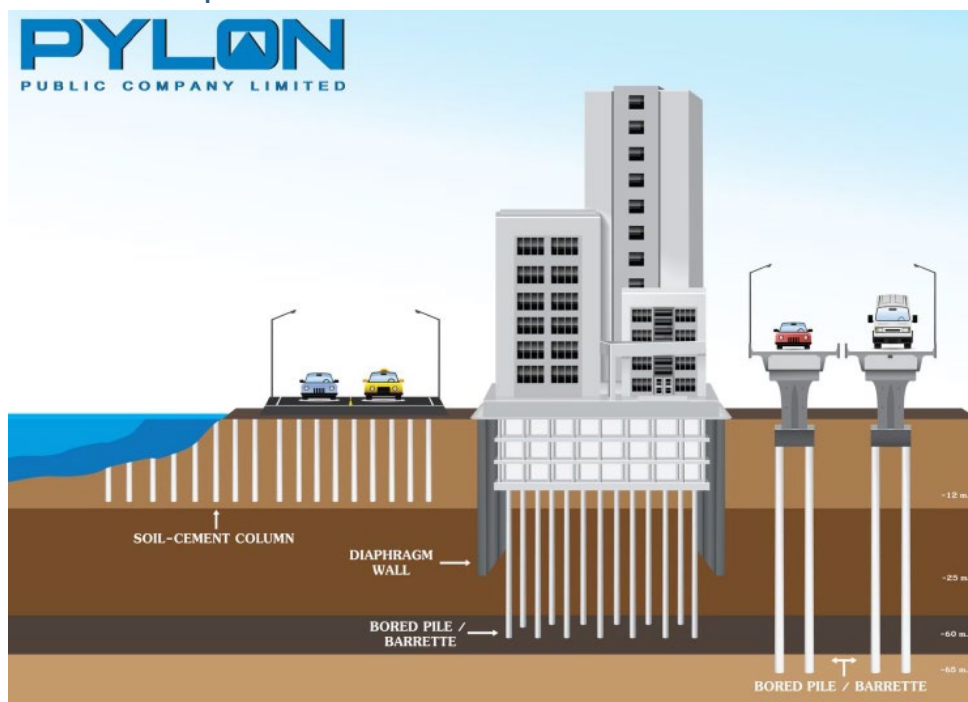
Sources: PYLON; FSSIA estimates

**Exhibit 10: Major projects in current backlog**

Project	Type of work	Project period
Northpole project	Labour and material	Dec 22 – Aug 23
125 Sathorn	Labour and material	Feb 23 – Aug 23
Modiz Rhyme	Labour and material	Jun 23 – Sep 23
The Bangkok Christian Hospital	Labour only	Oct 23 – Jun 24
Hyatt House Sukhumvit 23	Labour and material	Mar 23 – Sep 23
Quintara	Labour and material	Apr 23 – Jun 23
Pruksa Condominium	Labour and material	Oct 23 - Dec 23
AP Condominium	Labour only	Oct 23 – Dec 23
Bang Ban project	Labour only	2023
Project 20-861	Labour and material	2022-2025
Highway Rama 3-Dao Khanong	Labour only	Feb 22 – Jun 23

Sources: PYLON; FSSIA's compilation

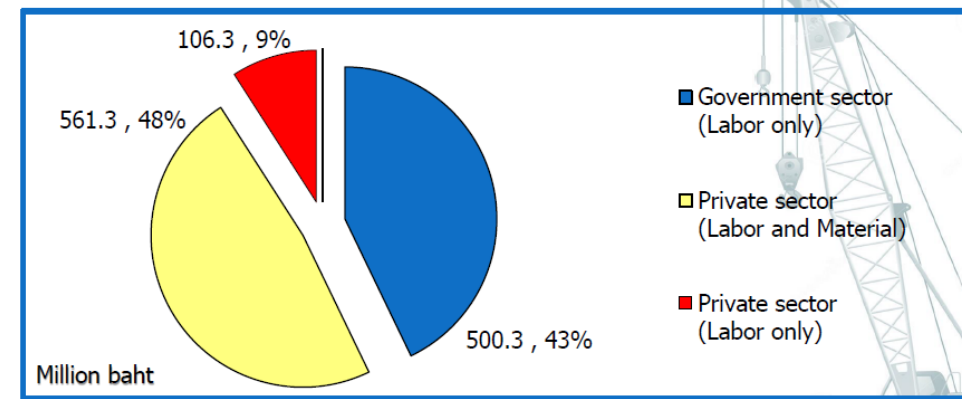
**Exhibit 11: Main products**



Source: PYLON

**Exhibit 12: Backlog as of 13 June 2023**

• **Current Work on Hand 1,167.9 MB**



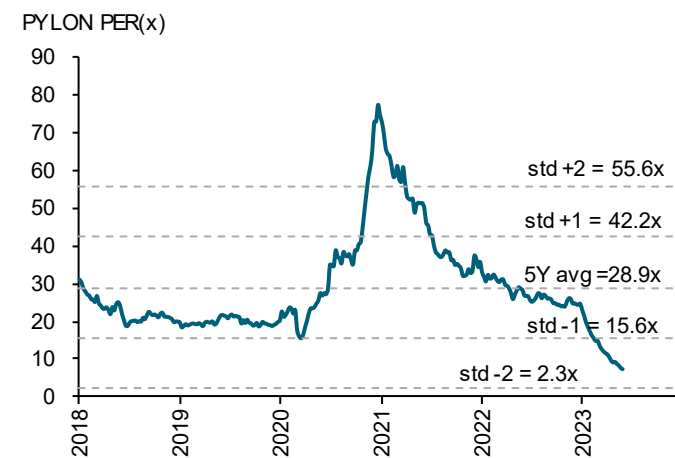
Sources: PYLON

## Valuation and recommendation

We recommend HOLD for PYLON with a P/E-based TP of THB3.80 based on 21x 2023E P/E, 0.50 SD below its five-year historical average. It has a limited upside of only 5.6%. We see no apparent share price catalyst in the short term. Its performance might have already passed its peak in 1Q23, and we expect softer momentum in 2Q23 onwards following a lower backlog. Moreover, we expect that mega-project bidding and sizable private investments might slow until a new government is successfully formed.

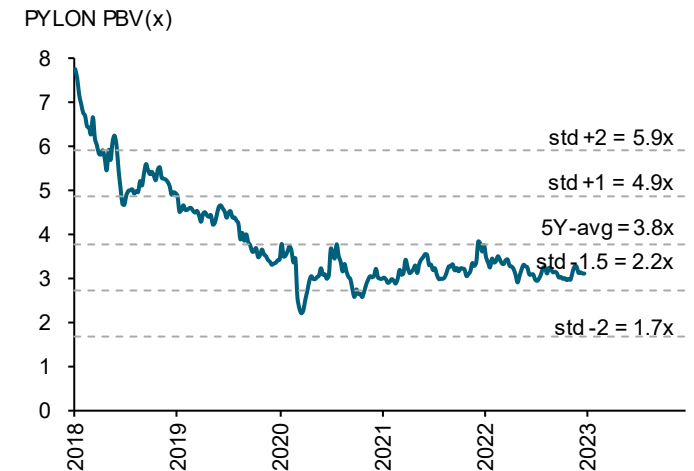
We suggest investors wait until there is a clear project timeline for the high-speed train linking three airports. We also recommend keeping an eye on the development of new sizable contracts, especially the MRT Orange Line whose project winner is waiting to sign an agreement with the new government. PYLON has the potential to be a subcontractor for foundation work on this project, in our view.

**Exhibit 13: Historical P/E band**



Sources: Bloomberg; FSSIA estimates

**Exhibit 14: Historical P/BV band**



Sources: Bloomberg; FSSIA estimates

**Exhibit 15: Peer comparisons as of 13 June 2023**

Company	BBG	Rec	Share price			Market Cap (USD m)	PE		DivYld		ROE		PBV	
			Current (LCY)	Target (LCY)	Upside (%)		23E (x)	24E (x)	23E (%)	24E (%)	23E (x)	24E (x)	23E (x)	24E (x)
Seafco	SEAFCO TB	BUY	3.44	4.70	37	73	22.2	16.2	2.2	3.1	7.9	10.3	1.7	1.6
CH Karnchang	CK TB	BUY	19.10	26.00	36	934	22.7	13.5	1.8	3.0	5.8	9.4	1.3	1.2
Pylon	PYLON TB	HOLD	3.60	3.80	6	78	19.7	16.8	4.6	4.8	13.0	14.9	2.5	2.5
Sino-Thai Engineering	STEC TB	n/a	9.20	n/a	n/a	403	14.4	12.1	3.4	3.9	5.2	5.7	0.7	0.7
<b>Average</b>						<b>1,488</b>	<b>19.7</b>	<b>14.7</b>	<b>3.0</b>	<b>3.7</b>	<b>8.0</b>	<b>10.1</b>	<b>1.6</b>	<b>1.5</b>

Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Pylon

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	786	1,147	1,504	1,605	1,655
Cost of goods sold	(676)	(935)	(1,256)	(1,324)	(1,357)
<b>Gross profit</b>	<b>110</b>	<b>212</b>	<b>248</b>	<b>281</b>	<b>298</b>
Other operating income	8	11	10	10	10
Operating costs	(73)	(84)	(86)	(89)	(91)
<b>Operating EBITDA</b>	<b>142</b>	<b>234</b>	<b>267</b>	<b>297</b>	<b>312</b>
Depreciation	(97)	(94)	(95)	(95)	(96)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>45</b>	<b>139</b>	<b>172</b>	<b>201</b>	<b>217</b>
Net financing costs	(3)	(1)	(1)	(2)	(2)
Associates	-	-	-	-	-
Recurring non-operating income	0	0	0	0	0
Non-recurring items	1	9	0	0	0
<b>Profit before tax</b>	<b>44</b>	<b>147</b>	<b>171</b>	<b>200</b>	<b>215</b>
Tax	(4)	(27)	(33)	(39)	(42)
<b>Profit after tax</b>	<b>40</b>	<b>120</b>	<b>137</b>	<b>161</b>	<b>173</b>
Minority interests	0	0	0	0	(1)
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>40</b>	<b>120</b>	<b>137</b>	<b>161</b>	<b>172</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>(1)</b>	<b>(9)</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>38</b>	<b>111</b>	<b>137</b>	<b>161</b>	<b>172</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.05	0.15	0.18	0.21	0.23
Reported EPS	0.05	0.16	0.18	0.21	0.23
DPS	0.06	0.15	0.16	0.17	0.18
Diluted shares (used to calculate per share data)	750	750	750	750	750
<b>Growth</b>					
Revenue (%)	(44.5)	45.9	31.1	6.7	3.1
Operating EBITDA (%)	(55.1)	64.8	14.2	11.1	5.3
Operating EBIT (%)	(79.3)	208.8	23.4	17.0	7.5
Recurring EPS (%)	(78.8)	190.6	23.5	17.0	6.9
Reported EPS (%)	(78.2)	201.3	14.7	17.0	6.9
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	14.0	18.5	16.5	17.5	18.0
Gross margin exc. depreciation (%)	26.3	26.7	22.8	23.4	23.8
Operating EBITDA margin (%)	18.0	20.4	17.8	18.5	18.9
Operating EBIT margin (%)	5.7	12.2	11.4	12.5	13.1
Net margin (%)	4.9	9.7	9.1	10.0	10.4
Effective tax rate (%)	9.3	18.4	19.5	19.5	19.5
Dividend payout on recurring profit (%)	117.5	101.1	90.0	80.0	80.0
Interest cover (X)	16.0	105.7	115.6	116.5	110.0
Inventory days	26.9	23.0	22.0	23.1	23.6
Debtor days	117.6	90.3	100.2	102.5	104.3
Creditor days	91.2	68.5	58.9	65.1	65.9
Operating ROIC (%)	4.9	15.4	16.8	19.9	20.3
ROIC (%)	4.4	14.2	16.0	19.0	19.4
ROE (%)	3.8	11.0	13.0	14.9	15.4
ROA (%)	3.2	9.0	10.6	11.8	12.3
* Pre-exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Bored Piles	645	814	1,203	1,284	1,324
Diaphragm Wall/ Barrette Pile	139	0	298	318	328
Ground Improvement	1	333	3	3	3

Sources: Pylon; FSSIA estimates

## Financial Statements

### Pylon

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	38	111	137	161	172
Depreciation	97	94	95	95	96
Associates & minorities	0	0	0	0	1
Other non-cash items	-	-	-	-	-
Change in working capital	120	(270)	96	(30)	(17)
<b>Cash flow from operations</b>	<b>255</b>	<b>(65)</b>	<b>328</b>	<b>226</b>	<b>251</b>
Capex - maintenance	-	-	-	-	-
Capex - new investment	-	(44)	(115)	(115)	(116)
Net acquisitions & disposals	74	-	-	-	-
Other investments (net)	-	-	-	-	-
<b>Cash flow from investing</b>	<b>74</b>	<b>(44)</b>	<b>(115)</b>	<b>(115)</b>	<b>(116)</b>
Dividends paid	(107)	(36)	(124)	(129)	(138)
Equity finance	0	0	0	0	0
Debt finance	(37)	(27)	3	8	8
Other financing cash flows	-	-	-	-	-
<b>Cash flow from financing</b>	<b>(144)</b>	<b>(64)</b>	<b>(121)</b>	<b>(121)</b>	<b>(130)</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>185</b>	<b>(172)</b>	<b>93</b>	<b>(10)</b>	<b>5</b>
Free cash flow to firm (FCFF)	332.00	(107.51)	215.01	112.71	137.30
Free cash flow to equity (FCFE)	292.42	(136.07)	216.55	118.98	143.33

#### Per share (THB)

FCFF per share	0.44	(0.14)	0.29	0.15	0.18
FCFE per share	0.39	(0.18)	0.29	0.16	0.19
Recurring cash flow per share	0.18	0.27	0.31	0.34	0.36

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	1,123	1,089	1,109	1,129	1,149
Less: Accumulated depreciation	(655)	(651)	(651)	(651)	(651)
<b>Tangible fixed assets (net)</b>	<b>468</b>	<b>438</b>	<b>458</b>	<b>478</b>	<b>498</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	0	0	0	0	0
Cash & equivalents	378	206	299	289	294
A/C receivable	177	390	436	465	480
Inventories	41	65	75	80	83
Other current assets	68	144	40	45	50
<b>Current assets</b>	<b>665</b>	<b>804</b>	<b>850</b>	<b>880</b>	<b>907</b>
Other assets	79	37	39	41	43
<b>Total assets</b>	<b>1,212</b>	<b>1,279</b>	<b>1,347</b>	<b>1,398</b>	<b>1,447</b>
Common equity	978	1,052	1,066	1,098	1,133
Minorities etc.	0	0	0	0	0
<b>Total shareholders' equity</b>	<b>978</b>	<b>1,052</b>	<b>1,066</b>	<b>1,098</b>	<b>1,133</b>
Long term debt	33	36	38	44	50
Other long-term liabilities	3	3	10	10	11
<b>Long-term liabilities</b>	<b>36</b>	<b>39</b>	<b>48</b>	<b>54</b>	<b>61</b>
A/C payable	154	161	213	225	231
Short term debt	38	8	10	11	13
Other current liabilities	7	18	10	10	10
<b>Current liabilities</b>	<b>199</b>	<b>187</b>	<b>233</b>	<b>247</b>	<b>254</b>
<b>Total liabilities and shareholders' equity</b>	<b>1,212</b>	<b>1,279</b>	<b>1,347</b>	<b>1,398</b>	<b>1,447</b>
Net working capital	126	419	328	356	372
Invested capital	673	894	825	874	913

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

#### Per share (THB)

Book value per share	1.30	1.40	1.42	1.46	1.51
Tangible book value per share	1.30	1.40	1.42	1.46	1.51

#### Financial strength

Net debt/equity (%)	(31.4)	(15.3)	(23.6)	(21.3)	(20.4)
Net debt/total assets (%)	(25.3)	(12.6)	(18.7)	(16.7)	(15.9)
Current ratio (x)	3.3	4.3	3.6	3.6	3.6
CF interest cover (x)	104.4	(68.7)	223.5	136.5	132.6

Valuation	2021	2022	2023E	2024E	2025E
<b>Recurring P/E (x) *</b>	<b>70.5</b>	<b>24.3</b>	<b>19.7</b>	<b>16.8</b>	<b>15.7</b>
<b>Recurring P/E @ target price (x) *</b>	<b>74.4</b>	<b>25.6</b>	<b>20.7</b>	<b>17.7</b>	<b>16.6</b>
Reported P/E (x)	67.9	22.5	19.7	16.8	15.7
Dividend yield (%)	1.7	4.2	4.6	4.8	5.1
Price/book (x)	2.8	2.6	2.5	2.5	2.4
Price/tangible book (x)	2.8	2.6	2.5	2.5	2.4
EV/EBITDA (x) **	16.9	10.9	9.2	8.3	7.9
EV/EBITDA @ target price (x) **	17.9	11.5	9.7	8.8	8.4
EV/invested capital (x)	3.6	2.8	3.0	2.8	2.7

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

Sources: Pylon; FSSIA estimates



## Public disclosures related to sustainable development evaluation of Thai listed companies

**Rating** regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "**CG Score**" by the Thai Institute of Directors Association (Thai IOD); 2) "**AGM Checklist**" by the Thai Investors Association (TIA), a "**CAC certified member**" of the Thai Private Sector Collective Action Against Corruption (CAC); and 3) "**Sustainability Investment List (THSI)**" by the Stock Exchange of Thailand. The ratings are updated on an annual basis. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such ratings.

### CG Score by the Thai Institute of Directors Association (Thai IOD)<sup>1</sup>

The **CG Score** indicates corporate governance (CG) strength in the sustainable development of Thai listed companies. Annually, the Thai IOD, with support from the Stock Exchange of Thailand (SET), surveys and assesses the CG practices of companies and publishes the results on the [Thai IOD website](#) in a bid to promote and enhance the CG of Thai listed companies in order to promote compliance with international standards for better investment decisions. The results are from the perspective of a third party, not an evaluation of operations, as of the date appearing in the report, and may be changed after that date.

The **five underlying categories and weighting** used for the CG scoring in 2022 include the rights of shareholders and equitable treatment of shareholders (weight 25% combined), the role of stakeholders (25%), disclosure and transparency (15%), and board responsibilities (35%).

The CGR report rates CG in six categories: 5 for Excellent (score range 90-100), 4 for Very Good (score range 80-89), 3 for Good (Score range 70-79), 2 for Fair (score range 60-69), 1 for Pass (score range 60-69), and not rated (score below 50).

### AGM Checklist by the Thai Investors Association (TIA)<sup>2</sup>

The "**AGM Checklist**" quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and the extent to which information is sufficiently disclosed and the level of its transparency. All the considered factors form important elements of two out of five the CG components. Annually, the TIA, with support from the SEC, leads the project to evaluate the quality of Annual General Meetings of Shareholders (AGMs) and to rate quality of the meetings.

The **Checklist** contains the minimum requirements under law that companies must comply with, or best practices according to international CG guidance. Representatives of the TIA will attend the meetings and perform the evaluation. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating of how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.

The results are classified into four categories: 5 for Excellent (score 100), 4 for Very Good (score 90-99), 3 for Fair (score 80-89), and not rated (score below 79).

### CAC certified member by the Thai Private Sector Collective Action Against Corruption (CAC)<sup>3</sup>

A **CAC certified member** is a listed company whose Checklist satisfies the CAC Certification's criteria and is approved by the CAC Council. The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. Note that the CAC does not certify the behaviour of the employees nor whether the companies have engaged in bribery, and Certification is good for three years.

Companies deciding to become a CAC certified member **start with** by submitting a Declaration of Intent signed by the Chairman of the Board to kick off the 18-month deadline for companies to submit the CAC Checklist for Certification. The 18-month provision is for risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.

The checklist document will be reviewed by the CAC Certification Committee for adequate information and evidence. It is worth noting that the committee consists of nine professionals in business law, corporate governance, internal audit, financial audit and experienced representatives from certified members.

A passed Checklist will move on to the **CAC Council** for granting certification approvals. The CAC Council consists of twelve prominent individuals who are highly respected in professionalism and ethical achievements. Among them are former ministers, a former central bank governor, the former head of the Thai Listed Companies Association, Chairman of Anti-Corruption Organizations (Thailand), Chairman of Thai Institute of Directors, and reputable academic scholars.

### Sustainability Investment (THSI)<sup>4</sup> by the Stock Exchange of Thailand (SET)

Thailand Sustainability Investment (**THSI**) quantifies responsibility in **Environmental**, and **Social** issues, by managing business with transparency in **Governance**. The THSI serves as another choice for investors who desire to adopt a responsible investment approach, according to the SET.

Annually, the SET will announce the voluntary participation of the company candidates which pass the preemptive criteria, and whose two key crucial conditions are met, i.e. no irregular trading of the board members and executives and a free float of >150 by the number of shareholders, and combined holding must >15% of paid-up capital. Some key disqualifying criteria include a CG score of below 70%; independent directors and free float violation; executives' wrongdoing related to CG, social and environmental impacts, equity in negative territory, and earnings in the red for more than three years in the last five years. To become eligible for THSI, the candidate must pass three indicators in data declaration: **Economic** (CG, risk management, customer relation management, supply chain management, and innovation); **Environmental** (environmental management, eco-efficiency, and climate risk); **Social** (human rights, talent attraction, operational health & safety, community development, and stakeholder engagement); and the incorporation of ESG in business operations.

To be approved for THSI inclusion, verified data must be scored at a 50% minimum for each indicator, unless the company is a part of the Dow Jones Sustainability Indices<sup>5</sup> (DJSI) during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality.

Note that, from the **THSI list**, the SET further developed a sustainability **SETTHSI Index** in June 2018 from selected THSI companies whose 1) market capitalisation > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.

Sources: [SEC](#); [Thai IOD](#); [Thai CAC](#); [SET](#); FSSIA's compilation

#### Disclaimer:

<sup>1</sup> Thai Institute of Directors Association ([Thai IOD](#)) was established in December 1999 and is a membership organisation that strives to promote professionalism in directorship. The Thai IOD offers directors certification and professional development courses, provides a variety of seminars, forums and networking events, and conducts research on board governance issues and practices. Membership comprises board members from companies ranging from large publicly listed companies to small private firms.

<sup>2</sup> Thai Investors Association ([TIA](#)) was established in 1983 with a mission to promote investment knowledge and to protect the investment rights of Thai investors. In 2002, the association was appointed by the Securities and Exchange Commission (SEC) to represent individual shareholders. To obtain information for evaluation, the association recruits volunteer investors to join AGMs and score the meetings. Weightings for each meeting are at a 45:45:10 ratio. They have been applied since 2017 and subject to change.

<sup>3</sup> Thai Private Sector Collective Action against Corruption ([CAC](#)) was founded in 2010 and is 100% privately funded. It is an initiative by the Thai private sector to take part in tackling corruption problems via collective action. The CAC promotes the implementation of effective anti-corruption policies in order to create a transparent business ecosystem by developing a unique certification program for large/medium/small companies to apply for and to control corruption risk systematically and efficiently. The CAC's operations are sponsored by the US-based Center for Private Enterprise (CIPE) and the UK Prosperity Fund.

<sup>4</sup> Sustainability Investment List ([THSI](#)), created by the Stock Exchange of Thailand in 2015, comprises the listed companies that conduct sustainable business operations.

<sup>5</sup> Dow Jones Sustainability Indices – [Wikipedia](#) – Launched in 1999, DJSI evaluates the sustainability performance of companies based on corporate economic, environmental, and social performance.

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

Thanyatorn Songwutti FSS International Investment Advisory Securities Co., Ltd

The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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

#### Seafo (SEAFKO TB)



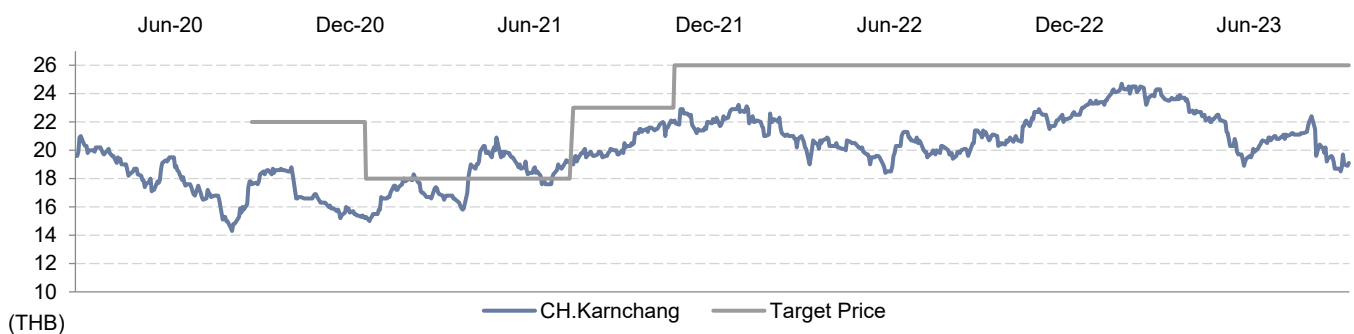
Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
04-Apr-2023	BUY	4.70	-	-	-	-	-	-

Thanyatorn Songwutti started covering this stock from 04-Apr-2023

Price and TP are in local currency

Source: FSSIA estimates

#### CH.Karnchang (CK TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
12-Nov-2020	BUY	22.00	13-Aug-2021	BUY	23.00	-	-	-
18-Feb-2021	BUY	18.00	10-Nov-2021	BUY	26.00	-	-	-

Thanyatorn Songwutti started covering this stock from 11-Apr-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Pylon	PYLON TB	THB 3.60	HOLD	Downside risks to our P/E-based TP include 1) fewer new projects than expected; 2) delays in bidding for new projects; 3) political uncertainty; 4) delays in construction; 5) labour shortages; 6) higher raw material and labour costs; and 7) intense competition. Upside risks would be 1) a higher-than-expected additional backlog and new auctions; and 2) the sooner-than-expected commencement of the high-speed train project linking three airports.
Seafoo	SEAFCO TB	THB 3.44	BUY	Downside risks to our P/BV-based TP include 1) fewer new projects than expected; 2) fewer projects up for bidding than expected; 3) political uncertainty; 4) delays in construction; 5) labour shortages; 6) higher raw material and labour costs; and 7) intense competition.
CH.Karnchang	CK TB	THB 19.10	BUY	Key downside risks to our SoTP-based TP include 1) delays in signing of the Luang Prabang hydropower plant and Orange Line projects; 2) fewer new projects than expected; 3) political uncertainty; 4) delays in construction; 5) labour shortages; 6) higher raw material and labour costs; and 7) intense 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 13-Jun-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.