

14 NOVEMBER 2023

EQUITY RESEARCH – ANALYST MEETING

# ASIA AVIATION AAV TB

THAILAND / TRANSPORT & LOGISTICS

**FINANSIA**  
FSS INTERNATIONAL INVESTMENT ADVISORY

FSSIA ESG rating **★ ★ ★**

**BUY**  
UNCHANGED

## Key takeaways from analyst meeting

TARGET PRICE THB2.80  
CLOSE THB2.04  
UP/DOWNSIDE +37.3%  
TP vs CONSENSUS -5.5%

### Highlights

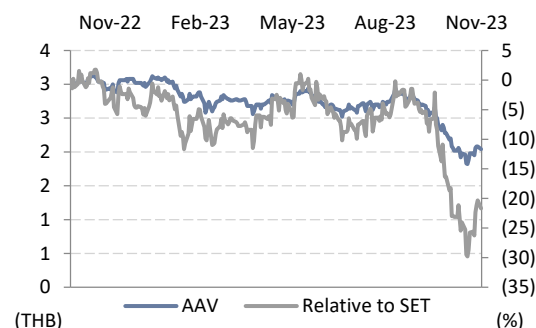
- We have a positive view from AAV's 3Q23 analyst meeting.
- Management expects a strong recovery in 4Q23. First, the load factor for the domestic market hit 95% in Oct vs 93% in 3Q23. Second, AAV aims to increase ticket fares by 15-20% q-q to THB1,980-2,064 in 4Q23 (vs THB1,720 in 3Q23). This should offset the impact from the rising jet fuel cost and excise tax hike. Note that domestic ticket fares increased to THB1,300-1,400 in Oct to Nov-23 (vs cTHB1,200 in 3Q23), while international ticket fares increased to THB2,400-2,600 in Oct to Nov-23 (vs cTHB2,530 in 3Q23).
- AAV plans to increase its China route frequency from 71 flights/week at the end of 3Q23 to 76 flights/week in Dec, and ramp up to 140 flights/week at the pre-Covid level in early 2024. In addition, AAV plans to increase the flight frequency in the domestic market by 20% q-q in 4Q23, and continue to ramp up potential routes including India, Hong Kong and China. Note that AAV expects to add four operating aircraft in 4Q23 (from 46 in 3Q23).
- Aside from Chinese tourists, AAV is also benefiting from visa-free travel for Indian tourists. Indian passengers accounted for 3% of total passengers in 3Q23, while AAV had a market share of 22% for Indian tourist arrivals in 9M23.
- Management updated that the Finance Ministry is considering reducing the excise tax to THB0.2/liter (from THB4.726/liter) for six months, effective in Dec-23, and will find a proper rate later on. The government may also consider extending visa-free travel for Chinese and Indian tourists until the end of 2024.

### Recommendation

- AAV's share price plunged by 24% in the past three months, pricing in all negative news. Operations should improve in 4Q23-1Q24. Thus, we see this as an opportunity to Buy.

### KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	18,012	42,236	47,462	48,657
Net profit	(8,030)	(2,067)	1,441	1,770
EPS (THB)	(0.66)	(0.16)	0.11	0.14
vs Consensus (%)	-	nm	(22.0)	(37.2)
EBITDA	(1,278)	7,321	9,543	10,155
Recurring net profit	(6,946)	50	1,441	1,770
Core EPS (THB)	(0.57)	0.00	0.11	0.14
EPS growth (%)	nm	nm	2,797.6	22.8
Core P/E (x)	(3.6)	527.1	18.2	14.8
Dividend yield (%)	-	0.1	2.2	2.7
EV/EBITDA (x)	(53.0)	9.2	6.7	6.1
Price/book (x)	3.1	4.5	3.6	3.1
Net debt/Equity (%)	540.0	697.0	518.9	418.0
ROE (%)	(49.3)	0.7	21.8	22.4



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(10.5)	(24.4)	(35.4)
Relative to country (%)	(6.4)	(16.4)	(23.8)
Mkt cap (USD m)	728		
3m avg. daily turnover (USD m)	3.6		
Free float (%)	38		
Major shareholder	AirAsia Aviation Limited (43%)		
12m high/low (THB)	3.18/1.78		
Issued shares (m)	12,164.29		

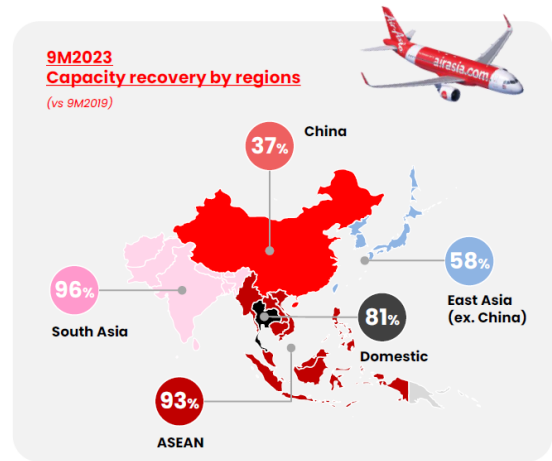
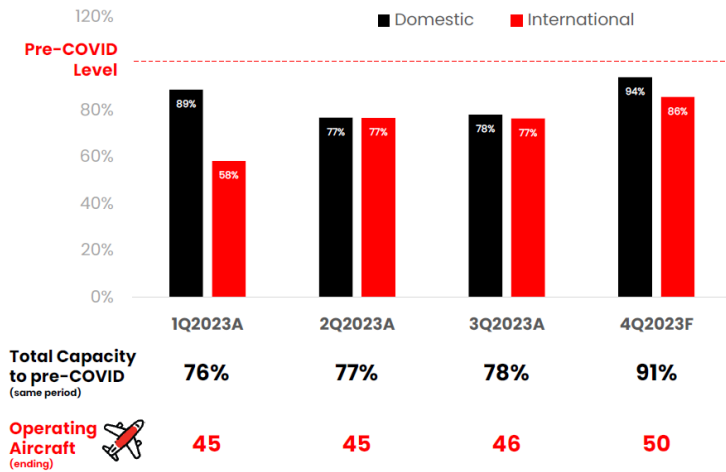
Sources: Bloomberg consensus; FSSIA estimates



**Teerapol Udomvej, CFA**

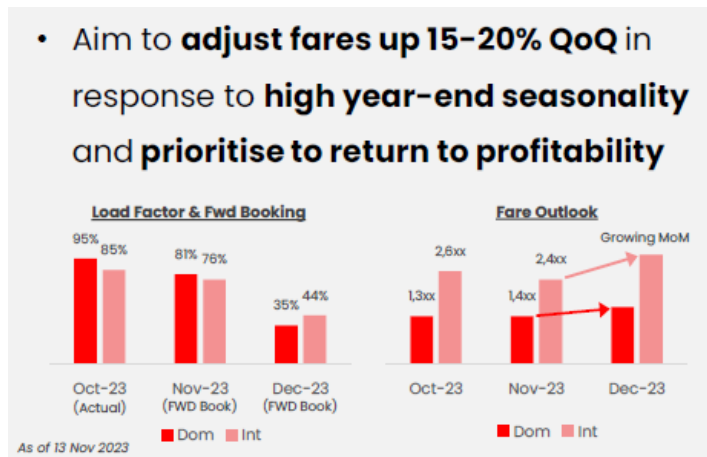
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Exhibit 1: Capacity deployment plan



Source: AAV

Exhibit 2: 4Q23 load factor and ticket fare outlook



Source: AAV

Exhibit 3: 4Q23 outlook

- Introducing additional routes and increasing flight frequency in high-demand markets
- CHINA** – Capacity optimisation with demand
- INDIA** – Add Guwahati, Ahmedabad, and resume Gaya (+11 flights per week in total)
- HONG KONG** – Capacity increase to 42 flights per week, exceeding the pre-COVID level.
- MACAU** – Ramp up the frequency to 21 flights per week
- LAOS** – Increase flight frequency from 17 to 26 flights per week, riding on decent RASK trend
- SRI LANKA** – Increase flight frequency from 4 to 7 flights per week

Source: AAV

## Financial Statements

### Asia Aviation

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	4,117	18,012	42,236	47,462	48,657
Cost of goods sold	(11,469)	(23,693)	(37,924)	(40,509)	(41,192)
<b>Gross profit</b>	<b>(7,352)</b>	<b>(5,681)</b>	<b>4,311</b>	<b>6,953</b>	<b>7,466</b>
Other operating income	-	-	-	-	-
Operating costs	(1,236)	(1,711)	(2,619)	(3,038)	(3,114)
<b>Operating EBITDA</b>	<b>(3,153)</b>	<b>(1,278)</b>	<b>7,321</b>	<b>9,543</b>	<b>10,155</b>
Depreciation	(5,434)	(6,114)	(5,628)	(5,628)	(5,804)
Goodwill amortisation	-	-	-	-	-
<b>Operating EBIT</b>	<b>(8,587)</b>	<b>(7,392)</b>	<b>1,693</b>	<b>3,916</b>	<b>4,352</b>
Net financing costs	(1,848)	(2,190)	(2,143)	(2,128)	(2,156)
Associates	0	0	0	0	0
Recurring non-operating income	0	0	0	0	0
Non-recurring items	(1,795)	(1,084)	(2,117)	0	0
<b>Profit before tax</b>	<b>(12,231)</b>	<b>(10,666)</b>	<b>(2,567)</b>	<b>1,787</b>	<b>2,196</b>
Tax	1,741	2,452	500	(346)	(426)
<b>Profit after tax</b>	<b>(10,490)</b>	<b>(8,214)</b>	<b>(2,067)</b>	<b>1,441</b>	<b>1,770</b>
Minority interests	5,310	184	0	0	0
Preferred dividends	-	-	-	-	-
Other items	(1,468)	-	-	-	-
<b>Reported net profit</b>	<b>(6,647)</b>	<b>(8,030)</b>	<b>(2,067)</b>	<b>1,441</b>	<b>1,770</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>1,795</b>	<b>1,084</b>	<b>2,117</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>(4,853)</b>	<b>(6,946)</b>	<b>50</b>	<b>1,441</b>	<b>1,770</b>
<b>Per share (THB)</b>					
Recurring EPS *	(0.49)	(0.57)	0.00	0.11	0.14
Reported EPS	(0.67)	(0.66)	(0.16)	0.11	0.14
DPS	0.00	0.00	0.00	0.04	0.06
Diluted shares (used to calculate per share data)	9,879	12,164	12,850	12,850	12,850
<b>Growth</b>					
Revenue (%)	(71.3)	337.5	134.5	12.4	2.5
Operating EBITDA (%)	nm	nm	nm	30.4	6.4
Operating EBIT (%)	nm	nm	nm	131.3	11.1
Recurring EPS (%)	nm	nm	nm	2,797.6	22.8
Reported EPS (%)	nm	nm	nm	nm	22.8
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	(178.6)	(31.5)	10.2	14.7	15.3
Gross margin exc. depreciation (%)	(46.6)	2.4	23.5	26.5	27.3
Operating EBITDA margin (%)	(76.6)	(7.1)	17.3	20.1	20.9
Operating EBIT margin (%)	(208.6)	(41.0)	4.0	8.3	8.9
Net margin (%)	(117.9)	(38.6)	0.1	3.0	3.6
Effective tax rate (%)	16.7	25.6	20.0	19.4	19.4
Dividend payout on recurring profit (%)	-	-	40.0	40.0	40.0
Interest cover (X)	(4.6)	(3.4)	0.8	1.8	2.0
Inventory days	14.2	6.6	3.7	2.8	2.9
Debtor days	122.3	25.4	7.4	6.6	6.4
Creditor days	87.4	34.3	16.0	14.9	15.4
Operating ROIC (%)	(21.3)	(18.9)	5.9	15.7	18.8
ROIC (%)	(12.3)	(10.1)	2.7	6.7	7.7
ROE (%)	(28.2)	(49.3)	0.7	21.8	22.4
ROA (%)	(12.4)	(8.1)	2.8	5.0	5.3
* Pre exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Ticket sales	3,174	14,268	33,228	37,299	38,066
Ancillaries	651	3,319	7,723	8,669	9,022
Other revenue	292	426	1,285	1,494	1,569

Sources: Asia Aviation; FSSIA estimates

## Financial Statements

### Asia Aviation

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	(4,853)	(6,946)	50	1,441	1,770
Depreciation	5,434	6,114	5,628	5,628	5,804
Associates & minorities	-	-	-	-	-
Other non-cash items	(4,538)	(9,528)	(317)	0	0
Change in working capital	(1,117)	2,058	2,712	968	298
<b>Cash flow from operations</b>	<b>(5,074)</b>	<b>(8,302)</b>	<b>8,072</b>	<b>8,037</b>	<b>7,871</b>
Capex - maintenance	(3,885)	(31)	(4,350)	(4,902)	(4,914)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	0	0	0	0	0
Other investments (net)	-	-	-	-	-
<b>Cash flow from investing</b>	<b>(3,885)</b>	<b>(31)</b>	<b>(4,350)</b>	<b>(4,902)</b>	<b>(4,914)</b>
Dividends paid	0	0	0	(20)	(576)
Equity finance	8,800	4,000	1,200	0	0
Debt finance	6,481	(1,384)	(1,500)	1,000	1,000
Other financing cash flows	(2,073)	1,155	(3,000)	0	0
<b>Cash flow from financing</b>	<b>13,208</b>	<b>3,771</b>	<b>(3,300)</b>	<b>980</b>	<b>424</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>4,249</b>	<b>(4,562)</b>	<b>422</b>	<b>4,114</b>	<b>3,381</b>
Free cash flow to firm (FCFF)	(7,059.54)	(6,113.25)	5,869.91	5,269.26	5,142.00
Free cash flow to equity (FCFE)	(4,550.79)	(8,561.78)	(777.58)	4,134.26	3,957.07

#### Per share (THB)

FCFF per share	(0.58)	(0.50)	0.48	0.43	0.42
FCFE per share	(0.37)	(0.70)	(0.06)	0.34	0.33
Recurring cash flow per share	(0.40)	(0.85)	0.42	0.55	0.59

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	43,298	36,791	37,714	39,188	40,675
Less: Accumulated depreciation	(4,234)	(4,010)	(6,210)	(8,410)	(10,786)
<b>Tangible fixed assets (net)</b>	<b>39,064</b>	<b>32,781</b>	<b>31,503</b>	<b>30,778</b>	<b>29,889</b>
<b>Intangible fixed assets (net)</b>	<b>23,688</b>	<b>23,684</b>	<b>23,684</b>	<b>23,684</b>	<b>23,684</b>
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	0	0	0	0	0
Cash & equivalents	5,360	798	1,220	5,335	8,715
A/C receivable	1,658	854	854	854	854
Inventories	230	401	260	280	285
Other current assets	425	3,184	648	728	747
<b>Current assets</b>	<b>7,673</b>	<b>5,236</b>	<b>2,982</b>	<b>7,197</b>	<b>10,600</b>
Other assets	784	2,984	2,984	2,984	2,984
<b>Total assets</b>	<b>71,208</b>	<b>64,686</b>	<b>61,153</b>	<b>64,643</b>	<b>67,157</b>
Common equity	20,201	7,954	5,887	7,308	8,501
Minorities etc.	(3,372)	0	0	0	0
<b>Total shareholders' equity</b>	<b>16,829</b>	<b>7,954</b>	<b>5,887</b>	<b>7,308</b>	<b>8,501</b>
Long term debt	44,310	42,262	40,762	41,762	42,762
Other long-term liabilities	1,182	734	734	734	734
<b>Long-term liabilities</b>	<b>45,492</b>	<b>42,997</b>	<b>41,497</b>	<b>42,497</b>	<b>43,497</b>
A/C payable	1,841	1,464	1,370	1,480	1,502
Short term debt	829	1,493	1,493	1,493	1,493
Other current liabilities	6,216	10,778	10,906	11,865	12,164
<b>Current liabilities</b>	<b>8,887</b>	<b>13,734</b>	<b>13,770</b>	<b>14,838</b>	<b>15,159</b>
<b>Total liabilities and shareholders' equity</b>	<b>71,208</b>	<b>64,686</b>	<b>61,153</b>	<b>64,643</b>	<b>67,157</b>
Net working capital	(5,744)	(7,803)	(10,515)	(11,483)	(11,781)
Invested capital	57,791	51,646	47,657	45,963	44,776

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

#### Per share (THB)

Book value per share	2.04	0.65	0.46	0.57	0.66
Tangible book value per share	(0.35)	(1.29)	(1.38)	(1.27)	(1.18)

#### Financial strength

Net debt/equity (%)	236.4	540.0	697.0	518.9	418.0
Net debt/total assets (%)	55.9	66.4	67.1	58.7	52.9
Current ratio (x)	0.9	0.4	0.2	0.5	0.7
CF interest cover (x)	(1.5)	(2.9)	0.6	2.9	2.8

Valuation	2021	2022	2023E	2024E	2025E
<b>Recurring P/E (x) *</b>	<b>(4.2)</b>	<b>(3.6)</b>	<b>527.1</b>	<b>18.2</b>	<b>14.8</b>
<b>Recurring P/E @ target price (x) *</b>	<b>(5.7)</b>	<b>(4.9)</b>	<b>723.5</b>	<b>25.0</b>	<b>20.3</b>
Reported P/E (x)	(3.0)	(3.1)	(12.7)	18.2	14.8
Dividend yield (%)	-	-	0.1	2.2	2.7
Price/book (x)	1.0	3.1	4.5	3.6	3.1
Price/tangible book (x)	(5.8)	(1.6)	(1.5)	(1.6)	(1.7)
EV/EBITDA (x) **	(17.9)	(53.0)	9.2	6.7	6.1
EV/EBITDA @ target price (x) **	(20.3)	(60.3)	10.5	7.7	7.0
EV/invested capital (x)	1.0	1.3	1.4	1.4	1.4

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

Sources: Asia Aviation; FSSIA estimates

# Asia Aviation PCL (AAV TB)

**FSSIA ESG rating**

**43.83 /100**
**Exhibit 4: FSSIA ESG score implication**

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★☆	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★☆☆	>39-59	<b>Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.</b>
★★☆☆☆	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★☆☆☆☆	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

**Exhibit 5: ESG – peer comparison**

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
AAV	43.83	--	Y	Y	5.00	4.00	--	High	48.81	--	--	42.50	--	3.11	48.18
AOT	77.96	Y	Y	Y	5.00	5.00	--	Low	64.96	A	39.00	50.87	77.00	4.19	55.78
BA	18.75	--	--	--	4.00	4.00	--	High	--	--	--	--	16.00	--	--
PSL	55.45	--	Y	Y	5.00	5.00	Certified	Medium	59.76	BB	--	--	51.00	--	--
RCL	27.51	--	--	--	4.00	4.00	--	High	41.46	--	--	20.37	13.00	.94	30.36
TTA	65.35	--	Y	Y	5.00	5.00	Certified	Medium	56.56	AA	--	50.79	25.00	3.31	56.20

Sources: SETTRADE.com; FSSIA's compilation

**Exhibit 6: ESG score by Bloomberg**

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
<b>ESG financial materiality scores - ESG score</b>	<b>—</b>	<b>—</b>	<b>3.70</b>	<b>3.11</b>
BESG environmental pillar score	—	—	3.04	1.77
BESG social pillar score	—	—	4.66	4.21
BESG governance pillar score	—	—	3.34	3.86
<b>ESG disclosure score</b>	<b>35.67</b>	<b>43.31</b>	<b>47.08</b>	<b>48.18</b>
Environmental disclosure score	11.48	27.82	28.99	30.75
Social disclosure score	19.29	20.86	36.03	37.61
Governance disclosure score	76.10	81.10	76.10	76.10
<b>Environmental</b>				
Emissions reduction initiatives	Yes	Yes	Yes	Yes
Climate change policy	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	Yes
Risks of climate change discussed	No	No	Yes	Yes
GHG scope 1	1,947	696	203	663
GHG scope 2 location-based	2	2	1	1
GHG Scope 3	—	—	—	143
Carbon per unit of production	—	—	—	—
Biodiversity policy	No	No	No	No
Energy efficiency policy	Yes	Yes	Yes	Yes
Total energy consumption	—	—	—	—
Renewable energy use	—	—	—	—
Electricity used	3	2	2	2
Fuel used - natural gas	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

## Exhibit 7: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No
Waste reduction policy	Yes	Yes	Yes	Yes
Hazardous waste	—	0	0	0
Total waste	0	0	0	0
Waste recycled	—	—	—	—
Waste sent to landfills	—	—	—	—
Environmental supply chain management	No	Yes	Yes	Yes
Water policy	No	No	Yes	Yes
Water consumption	16	10	6	7
<b>Social</b>				
Human rights policy	Yes	Yes	Yes	Yes
Policy against child labor	No	No	No	No
Quality assurance and recall policy	Yes	Yes	Yes	Yes
Consumer data protection policy	Yes	Yes	Yes	Yes
Equal opportunity policy	No	No	Yes	Yes
Gender pay gap breakout	No	No	No	No
Pct women in workforce	—	—	36	36
Pct disabled in workforce	—	1	1	1
Business ethics policy	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes
Lost time incident rate - employees	0	0	0	0
Total recordable incident rate - employees	—	—	1	1
Training policy	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No
Number of employees – CSR	5,974	5,586	5,003	4,677
Employee turnover pct	3	4	4	5
Total hours spent by firm - employee training	—	—	150,090	121,602
Social supply chain management	Yes	Yes	Yes	Yes
<b>Governance</b>				
<b>Board size</b>	<b>9</b>	<b>9</b>	<b>12</b>	<b>12</b>
<b>No. of independent directors (ID)</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>4</b>
No. of women on board	0	0	0	1
No. of non-executive directors on board	5	5	7	4
Company conducts board evaluations	Yes	Yes	Yes	Yes
No. of board meetings for the year	6	7	7	4
Board meeting attendance pct	87	98	98	94
Board duration (years)	3	3	3	3
Director share ownership guidelines	No	No	No	No
Age of the youngest director	—	46	—	—
Age of the oldest director	—	64	—	—
<b>No. of executives / company managers</b>	<b>4</b>	<b>4</b>	<b>3</b>	<b>3</b>
No. of female executives	0	0	0	0
Executive share ownership guidelines	No	No	No	No
<b>Size of audit committee</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of ID on audit committee	3	3	3	3
Audit committee meetings	5	4	5	4
Audit meeting attendance %	87	100	100	100
<b>Size of compensation committee</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of ID on compensation committee	3	3	3	2
No. of compensation committee meetings	2	2	3	2
Compensation meeting attendance %	100	100	100	100
<b>Size of nomination committee</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of nomination committee meetings	2	2	3	2
Nomination meeting attendance %	100	100	100	100
<b>Sustainability governance</b>				
Verification type	No	No	No	No

Sources: Bloomberg; FSSIA's compilation

## Disclaimer for ESG scoring

ESG score	Methodology	Rating																											
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																											
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for <b>THSI inclusion</b> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. <b>SETTHSI Index</b> is extended from the THSI companies whose 1) market capitalization > 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.																											
<b>CG Score</b> by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																											
<b>AGM level</b> By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&amp;A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																											
<b>Thai CAC</b> By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																											
<b>Morningstar Sustainalytics</b>	The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality &amp; peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+																	
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<b>ESG Book</b>	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																											
<b>MSCI</b>	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <tr> <td><b>AAA</b></td> <td>8.571-10.000</td> <td><b>Leader:</b></td> <td>leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td><b>AA</b></td> <td>7.143-8.570</td> <td></td> <td></td> </tr> <tr> <td><b>A</b></td> <td>5.714-7.142</td> <td></td> <td></td> </tr> <tr> <td><b>BBB</b></td> <td>4.286-5.713</td> <td><b>Average:</b></td> <td>a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td><b>BB</b></td> <td>2.857-4.285</td> <td></td> <td></td> </tr> <tr> <td><b>B</b></td> <td>1.429-2.856</td> <td></td> <td></td> </tr> <tr> <td><b>CCC</b></td> <td>0.000-1.428</td> <td><b>Laggard:</b></td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570			<b>A</b>	5.714-7.142			<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285			<b>B</b>	1.429-2.856			<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks
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<b>Moody's ESG solutions</b>	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																												
<b>Refinitiv ESG rating</b>	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																												
<b>S&amp;P Global</b>	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																												
<b>Bloomberg</b>	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																											
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																											

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"; 2) "AGM Level"; 3) "Thai CAC"; and 4) "THSI". The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

Teerapol Udomvej, CFA FSS International Investment Advisory Securities Co., Ltd

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

#### Asia Aviation (AAV TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
21-Dec-2020	BUY	3.40	16-Aug-2021	BUY	3.20	31-Oct-2022	BUY	3.70
29-Mar-2021	BUY	3.80	21-Oct-2021	BUY	3.50	01-Nov-2023	BUY	2.80
18-May-2021	BUY	3.40	07-Jun-2022	BUY	3.40			

Teerapol Udomvej, CFA started covering this stock from 21-Dec-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Asia Aviation	AAV TB	THB 2.04	BUY	Downside risks to our P/BV multiple target price include 1) extraordinary events such as political turmoil and natural disasters; 2) higher-than-expected fuel expenses following an increase in oil prices; and 3) the slower-than-expected recovery of international tourist numbers.

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.

All share prices are as at market close on 13-Nov-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.