

## 3Q23 results at first glance

กำไรปกติแข็งแกร่ง พื้นกลับสู่ปกติ พร้อมเร่งตัวในระยะถัดไป

### Highlights

- SJWD มีกำไรสุทธิ 139.8 ล้านบาทใน 3Q23 (+8% q-q, +25 y-y) ตามคาด จากรายได้ที่เพิ่มขึ้น 5% q-q และ 305% y-y เป็น 6,417 ล้านบาท และอัตรากำไรขั้นต้นดีขึ้น ชดเชยค่าใช้จ่ายในการขายและบริหารและดอกเบี้ยจ่ายที่เพิ่มขึ้นได้
- ในไตรมาสนี้มีรายการพิเศษจากรับโอนกิจการทั้งหมดของ SCGL ซึ่งเสร็จสมบูรณ์เรียบร้อย จำนวน 96.9 ล้านบาท ขาดทุนจากอัตราแลกเปลี่ยน 15.1 ล้านบาท และกำไรจากอนุพันธ์ 1.2 ล้านบาท หากตัดรายการพิเศษออก จะเป็นกำไรปกติ 250.5 ล้านบาท (+100% q-q, +106% y-y)
- กำไรปกติดังกล่าวเป็นกำไรที่ดีมากกว่าที่ธุรกิจขนส่งสินค้า (48% ของรายได้รวม) อยู่ในช่วง low season ฤดูฝน เพราะธุรกิจในส่วนอื่นฟื้นอย่างแข็งแกร่ง ไม่ว่าจะเป็นบริการโลจิสติกส์ (16% ของรายได้รวม) ซึ่งได้แก่คลังสินค้า ห้องเย็น รับฝากและบริหารรถยนต์ ธุรกิจบริการโลจิสติกส์อื่น เช่น Self-storage บริการขนย้ายในและต่างประเทศ
- รายได้จากธุรกิจห้องเย็นที่ลดลงใน 2Q23 เพราะลูกค้าใช้พื้นที่เก็บปลาหุ่่นน้อยลงเนื่องจากปลาหุ่่นมีราคาสูง บริษัทปรับกลยุทธ์โดยนำสินค้าประเภทอื่น เช่น สัตว์ปีก อาหารสัตว์ และสินค้าอื่น เพิ่มเข้ามา ขณะเดียวกันลูกค้ากลุ่มอาหารทะเลแช่เย็นเริ่มทยอยกลับมาใช้พื้นที่ห้องเย็นมากขึ้นด้วย ทำให้รายได้พื้นที่กลับมาเป็น 285.6 ล้านบาท (+55% q-q, +30% y-y) และอัตรากำไรขั้นต้นสูงขึ้นเป็น 40.8%
- ธุรกิจรับฝากและบริหารรถยนต์ แม้จะมีสัดส่วนรายได้เพียง 5% ของรายได้รวม แต่เป็นธุรกิจที่มีอัตรากำไรขั้นต้นสูง 37.6% กำไรขั้นต้นของธุรกิจนี้จึงมีสัดส่วน 14% ของกำไรขั้นต้นรวม ใกล้เคียงกับธุรกิจห้องเย็นที่มีสัดส่วน 14% ของกำไรขั้นต้นรวมเช่นกัน นอกจากนี้ ธุรกิจคลังสินค้าซึ่งมีอัตรากำไรขั้นต้น 25.8% มีสัดส่วน 14% ของกำไรขั้นต้นรวมเช่นกัน ถือได้ว่า 3 ธุรกิจดังกล่าวมีบทบาทขับเคลื่อนผลประกอบการของ SJWD และช่วยชดเชยธุรกิจขนส่งที่มีอัตรากำไรขั้นต้นต่ำ 6.7% (มีสัดส่วนต่อกำไรขั้นต้นรวม 26%) ได้

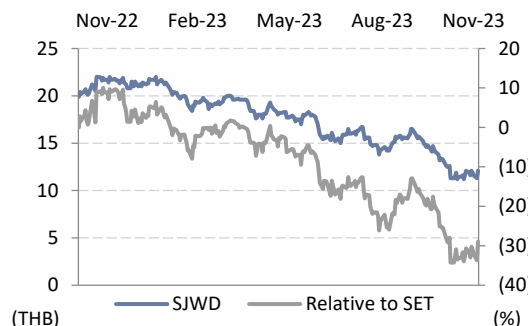
### Outlook

- กำไรปกติ 9M23 คิดเป็น 76% ของคาดการณ์ทั้งปีของเรา แนวโน้ม 4Q23 ยิ่งดีขึ้น เพราะไม่มีค่าใช้จ่ายพิเศษจากการรับโอนกิจการ และดอกเบี้ยจ่ายลดลงจากการรีไฟแนนซ์บางส่วน และเชื่อว่ามีโอกาสเห็นดีล M&A 1-2 ดีลก่อนสิ้นปี เรายังคงแนะนำซื้อ คงราคาเป้าหมายปี 2024 ที่ 21.50 บาท (DCF, WACC 8.4%, LTG 3%)

TARGET PRICE	THB21.50
CLOSE	THB12.10
UP/DOWNSIDE	+77.7%
TP vs CONSENSUS	+13.7%

### KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	5,902	22,226	24,485	25,971
Net profit	504	803	1,189	1,303
EPS (THB)	0.49	0.44	0.66	0.72
vs Consensus (%)	-	0.9	2.2	(3.1)
EBITDA	1,354	2,425	2,921	3,042
Recurring net profit	535	803	1,189	1,303
Core EPS (THB)	0.52	0.44	0.66	0.72
EPS growth (%)	17.8	(15.5)	48.1	9.6
Core P/E (x)	23.1	27.3	18.4	16.8
Dividend yield (%)	6.4	1.5	2.2	2.4
EV/EBITDA (x)	14.0	13.7	11.1	10.3
Price/book (x)	4.0	1.0	1.0	0.9
Net debt/Equity (%)	184.8	48.8	43.8	37.5
ROE (%)	15.6	6.3	5.3	5.6



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(9.0)	(18.2)	(37.0)
Relative to country (%)	(4.8)	(9.4)	(26.2)
Mkt cap (USD m)	607		
3m avg. daily turnover (USD m)	1.7		
Free float (%)	46		
Major shareholder	SCG Group (43%)		
12m high/low (THB)	22.60/10.80		
Issued shares (m)	1,811.02		

Sources: Bloomberg consensus; FSSIA estimates



**Jitra Amornthum**

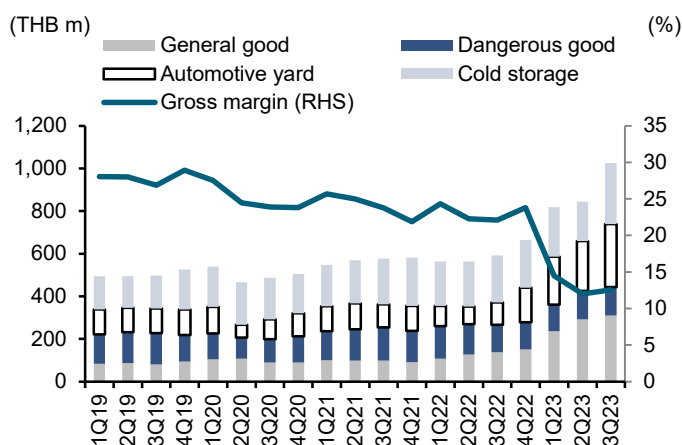
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Exhibit 1: SJWD - 3Q23 results summary

Year to Dec 31	3Q22	4Q22	1Q23	2Q23	3Q23	-----Change-----		9M23	% of	2022	2023E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	2023E	(THB m)	(THB m)	(y-y %)
Sales	1,584	1,580	4,885	6,131	6,417	4.7	305.0	17,432	78.4	5,902	22,226	276.6
Cost of sales	(1,234)	(1,204)	(4,178)	(5,395)	(5,610)	4.0	354.5	(15,183)	78.9	(4,538)	(19,243)	324.0
Gross profit	350	376	707	736	806	9.5	130.4	2,249	75.4	1,364	2,983	118.7
Operating costs	(223)	(230)	(479)	(526)	(563)	7.0	152.7	(1,568)	79.3	(894)	(1,978)	121.3
Operating profit	127	146	228	210	243	16.0	91.3	681	67.8	470	1,005	113.6
Operating EBITDA	363	339	569	575	646	12.2	77.9	1,790	73.8	1,354	2,425	79.1
Other income	15	21	31	55	57	4.0	289.9	106	58.2	86	182	111.8
Interest expense	(73)	(74)	(99)	(117)	(120)	2.7	65.1	(337)	80.0	(291)	(421)	44.9
Profit before tax	69	93	160	147	180	22.1	161.1	487	63.6	266	766	188.2
Associates	69	66	85	42	42	1.1	(39.0)	169	76.6	332	220	(33.7)
<b>Reported net profit</b>	<b>112</b>	<b>113</b>	<b>231</b>	<b>129</b>	<b>140</b>	<b>8.1</b>	<b>25.1</b>	<b>500</b>	<b>62.3</b>	<b>504</b>	<b>803</b>	<b>59.2</b>
<b>Core profit</b>	<b>122</b>	<b>148</b>	<b>231</b>	<b>125</b>	<b>251</b>	<b>99.7</b>	<b>105.6</b>	<b>607</b>	<b>75.6</b>	<b>535</b>	<b>803</b>	<b>50.0</b>
Reported EPS (THB)	0.11	0.11	0.16	0.08	0.08	(3.4)	(29.8)	0.28	62.3	0.28	0.44	59.2
Recurring EPS (THB)	0.12	0.15	0.13	0.07	0.14	99.7	15.8	0.34	75.6	0.30	0.44	50.0
<b>Key Ratios (%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>
Gross margin	22.1	23.8	14.5	12.0	12.6	0.6	(9.5)	12.9		23.1	13.4	(9.7)
Operating margin	9.0	10.6	5.3	4.3	4.7	0.4	(4.3)	4.7		9.4	5.3	(4.1)
EBITDA margin	22.9	21.4	11.6	9.4	10.1	0.7	(12.9)	10.3		22.9	10.9	(12.0)
Recurring net margin	7.7	9.4	4.7	2.0	3.9	1.9	(3.8)	3.5		9.1	3.6	(5.5)
SG&A / Sales	14.1	14.6	9.8	8.6	8.8	0.2	(5.3)	9.0		15.1	8.9	(6.2)

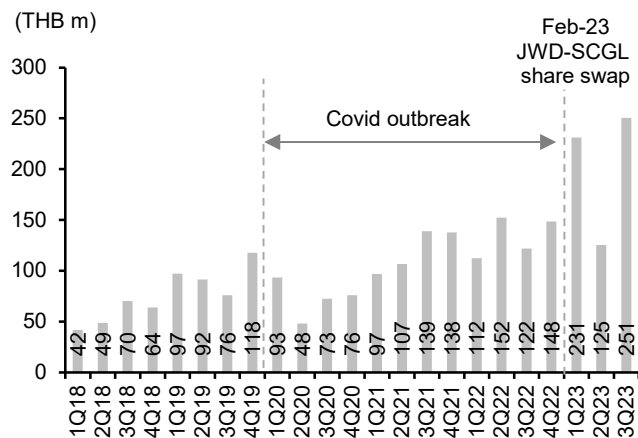
Sources: SJWD, FSSIA's compilation

Exhibit 2: Revenue breakdown and gross margin



Sources: SJWD, FSSIA's compilation

Exhibit 3: Core profit



Sources: SJWD, FSSIA's compilation

## Financial Statements

### SCGJWD Logistics

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	5,101	5,902	22,226	24,485	25,971
Cost of goods sold	(3,881)	(4,538)	(19,243)	(21,130)	(22,379)
<b>Gross profit</b>	<b>1,220</b>	<b>1,364</b>	<b>2,983</b>	<b>3,355</b>	<b>3,592</b>
Other operating income	75	86	182	189	187
Operating costs	(814)	(894)	(1,978)	(1,885)	(2,026)
<b>Operating EBITDA</b>	<b>1,187</b>	<b>1,354</b>	<b>2,425</b>	<b>2,921</b>	<b>3,042</b>
Depreciation	(706)	(798)	(1,239)	(1,263)	(1,289)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>481</b>	<b>556</b>	<b>1,187</b>	<b>1,658</b>	<b>1,753</b>
Net financing costs	(218)	(291)	(421)	(416)	(416)
Associates	221	332	220	224	228
Recurring non-operating income	221	332	220	224	228
Non-recurring items	117	(31)	0	0	0
<b>Profit before tax</b>	<b>601</b>	<b>567</b>	<b>986</b>	<b>1,466</b>	<b>1,566</b>
Tax	(45)	(49)	(153)	(248)	(267)
<b>Profit after tax</b>	<b>557</b>	<b>518</b>	<b>833</b>	<b>1,218</b>	<b>1,298</b>
Minority interests	15	(14)	(30)	(29)	5
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>572</b>	<b>504</b>	<b>803</b>	<b>1,189</b>	<b>1,303</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>(117)</b>	<b>31</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>454</b>	<b>535</b>	<b>803</b>	<b>1,189</b>	<b>1,303</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.45	0.52	0.44	0.66	0.72
Reported EPS	0.56	0.49	0.44	0.66	0.72
DPS	0.25	0.78	0.18	0.26	0.29
Diluted shares (used to calculate per share data)	1,020	1,020	1,811	1,811	1,811
<b>Growth</b>					
Revenue (%)	32.2	15.7	276.6	10.2	6.1
Operating EBITDA (%)	13.7	14.1	79.1	20.4	4.1
Operating EBIT (%)	26.3	15.7	113.3	39.7	5.7
Recurring EPS (%)	27.7	17.8	(15.5)	48.1	9.6
Reported EPS (%)	97.2	(11.8)	(10.4)	48.1	9.6
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	23.9	23.1	13.4	13.7	13.8
Gross margin exc. depreciation (%)	37.8	36.6	19.0	18.9	18.8
Operating EBITDA margin (%)	23.3	22.9	10.9	11.9	11.7
Operating EBIT margin (%)	9.4	9.4	5.3	6.8	6.8
Net margin (%)	8.9	9.1	3.6	4.9	5.0
Effective tax rate (%)	7.4	8.6	15.5	16.9	17.1
Dividend payout on recurring profit (%)	56.1	148.7	40.0	40.0	40.0
Interest cover (X)	3.2	3.1	3.3	4.5	4.8
Inventory days	13.7	14.2	3.3	3.0	3.1
Debtor days	63.8	67.7	39.3	54.2	52.0
Creditor days	83.8	125.2	46.6	53.2	49.5
Operating ROIC (%)	9.0	9.7	13.1	13.4	(3.5)
ROIC (%)	6.3	7.0	5.1	4.4	(1.2)
ROE (%)	13.3	15.6	6.3	5.3	5.6
ROA (%)	5.6	6.1	4.5	4.0	3.1
* Pre exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Warehouse & yard management	2,393	2,519	3,592	3,821	3,937
Transportation & Distribution	836	1,276	11,562	13,148	14,061
Other logistics business	536	653	2,349	2,508	2,660
Overseas	136	247	2,486	2,660	2,846

Sources: SCGJWD Logistics; FSSIA estimates

## Financial Statements

### SCGJWD Logistics

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	454	535	803	1,189	1,303
Depreciation	706	798	1,239	1,263	1,289
Associates & minorities	(221)	(332)	(220)	(224)	(228)
Other non-cash items	90	(14)	0	0	43
Change in working capital	44	76	(481)	(861)	(1,021)
<b>Cash flow from operations</b>	<b>1,074</b>	<b>1,064</b>	<b>1,340</b>	<b>1,367</b>	<b>1,385</b>
Capex - maintenance	-	-	-	-	-
Capex - new investment	(950)	(1,041)	(173)	(124)	(207)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(917)	(186)	(1,735)	42	497
<b>Cash flow from investing</b>	<b>(1,866)</b>	<b>(1,227)</b>	<b>(1,908)</b>	<b>(82)</b>	<b>290</b>
Dividends paid	(227)	(262)	(321)	(475)	(521)
Equity finance	92	105	396	0	0
Debt finance	1,632	(42)	892	(589)	(846)
Other financing cash flows	(113)	(197)	0	0	0
<b>Cash flow from financing</b>	<b>1,383</b>	<b>(397)</b>	<b>966</b>	<b>(1,065)</b>	<b>(1,367)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	163	43	5	0
<b>Net other adjustments</b>	<b>(47)</b>	<b>163</b>	<b>43</b>	<b>5</b>	<b>0</b>
<b>Movement in cash</b>	<b>544</b>	<b>(397)</b>	<b>441</b>	<b>225</b>	<b>308</b>
Free cash flow to firm (FCFF)	(573.85)	127.18	(146.43)	1,700.44	2,090.96
Free cash flow to equity (FCFE)	679.02	(239.55)	366.84	700.43	828.88

#### Per share (THB)

FCFF per share	(0.32)	0.07	(0.08)	0.94	1.15
FCFE per share	0.37	(0.13)	0.20	0.39	0.46
Recurring cash flow per share	1.01	0.97	1.01	1.23	1.33

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	6,440	7,235	11,251	11,312	11,389
Less: Accumulated depreciation	(2,050)	(2,307)	(2,422)	(2,544)	(2,671)
<b>Tangible fixed assets (net)</b>	<b>4,390</b>	<b>4,928</b>	<b>8,828</b>	<b>8,768</b>	<b>8,718</b>
<b>Intangible fixed assets (net)</b>	<b>2,118</b>	<b>1,795</b>	<b>18,309</b>	<b>18,045</b>	<b>17,387</b>
Long-term financial assets	0	0	370	367	356
Invest. in associates & subsidiaries	2,490	2,830	3,680	3,864	3,903
Cash & equivalents	1,530	1,133	1,575	1,800	2,107
A/C receivable	1,052	1,138	3,654	3,622	3,771
Inventories	126	165	158	174	184
Other current assets	32	99	333	343	364
<b>Current assets</b>	<b>2,740</b>	<b>2,534</b>	<b>5,720</b>	<b>5,938</b>	<b>6,426</b>
Other assets	867	953	1,810	1,912	1,935
<b>Total assets</b>	<b>12,605</b>	<b>13,041</b>	<b>38,718</b>	<b>38,894</b>	<b>38,725</b>
Common equity	3,738	3,117	22,201	22,914	23,696
Minorities etc.	241	317	333	343	353
<b>Total shareholders' equity</b>	<b>3,978</b>	<b>3,434</b>	<b>22,534</b>	<b>23,257</b>	<b>24,049</b>
Long term debt	5,278	4,886	8,319	7,646	6,946
Other long-term liabilities	290	326	556	588	597
<b>Long-term liabilities</b>	<b>5,567</b>	<b>5,213</b>	<b>8,875</b>	<b>8,234</b>	<b>7,544</b>
A/C payable	868	1,697	2,900	2,895	2,820
Short term debt	2,099	2,593	4,251	4,335	4,189
Other current liabilities	92	104	158	174	123
<b>Current liabilities</b>	<b>3,059</b>	<b>4,394</b>	<b>7,309</b>	<b>7,404</b>	<b>7,132</b>
<b>Total liabilities and shareholders' equity</b>	<b>12,605</b>	<b>13,041</b>	<b>38,718</b>	<b>38,894</b>	<b>38,725</b>
Net working capital	250	(400)	1,087	1,071	1,376
Invested capital	10,114	10,107	34,085	34,026	33,675

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

#### Per share (THB)

Book value per share	3.66	3.06	12.26	12.65	13.08
Tangible book value per share	1.59	1.30	2.15	2.69	3.48

#### Financial strength

Net debt/equity (%)	146.9	184.8	48.8	43.8	37.5
Net debt/total assets (%)	46.4	48.7	28.4	26.2	23.3
Current ratio (x)	0.9	0.6	0.8	0.8	0.9
CF interest cover (x)	8.5	3.8	2.3	3.0	3.5

Valuation	2021	2022	2023E	2024E	2025E
<b>Recurring P/E (x) *</b>	<b>27.2</b>	<b>23.1</b>	<b>27.3</b>	<b>18.4</b>	<b>16.8</b>
<b>Recurring P/E @ target price (x) *</b>	<b>48.3</b>	<b>41.0</b>	<b>48.5</b>	<b>32.8</b>	<b>29.9</b>
Reported P/E (x)	21.6	24.5	27.3	18.4	16.8
Dividend yield (%)	2.1	6.4	1.5	2.2	2.4
Price/book (x)	3.3	4.0	1.0	1.0	0.9
Price/tangible book (x)	7.6	9.3	5.6	4.5	3.5
EV/EBITDA (x) **	15.5	14.0	13.7	11.1	10.3
EV/EBITDA @ target price (x) **	23.6	21.1	20.7	16.9	15.9
EV/invested capital (x)	1.8	1.9	1.0	1.0	0.9

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

Sources: SCGJWD Logistics; FSSIA estimates

# SCGJWD Logistics PCL (SJWD TB)

**FSSIA ESG rating**

★ ★ ★

## Exhibit 4: FSSIA ESG score implication

**42.41 /100**

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.
★★★	<b>&gt;39-59</b>	<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
NYT	43.79	--	--	Y	5.00	5.00	--	--	53.86	--	--	57.61	--	6.57	45.96
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
SJWD	42.41	--	Y	Y	5.00	5.00	--	--	56.00	--	--	42.01	--	3.44	41.46
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](http://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>3.52</b>	<b>3.44</b>
BESG environmental pillar score	—	—	1.04	1.04
BESG social pillar score	—	—	6.18	5.76
BESG governance pillar score	—	—	5.52	5.64
<b>ESG disclosure score</b>	<b>33.18</b>	<b>33.81</b>	<b>41.46</b>	<b>41.46</b>
Environmental disclosure score	1.33	1.66	8.64	8.64
Social disclosure score	16.93	18.50	34.52	34.52
Governance disclosure score	81.10	81.10	81.10	81.10
<b>Environmental</b>				
Emissions reduction initiatives	No	No	Yes	Yes
Climate change policy	No	No	No	No
Climate change opportunities discussed	No	No	No	No
Risks of climate change discussed	No	Yes	Yes	Yes
GHG scope 1	—	—	9	10
GHG scope 2 location-based	—	—	9	8
GHG Scope 3	—	—	—	—
Carbon per unit of production	—	—	—	—
Biodiversity policy	No	No	No	No
Energy efficiency policy	No	No	Yes	Yes
Total energy consumption	—	—	—	—
Renewable energy use	—	—	—	—
Electricity used	—	—	—	—
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	—	—	—	—
Total waste	—	—	—	—
Waste recycled	—	—	—	—
Waste sent to landfills	—	—	—	—
Environmental supply chain management	No	No	No	No
Water policy	Yes	Yes	Yes	Yes
Water consumption	—	—	—	—
<b>Social</b>				
Human rights policy	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes
Quality assurance and recall policy	Yes	Yes	Yes	Yes
Consumer data protection policy	Yes	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No
Pct women in workforce	—	30	25	25
Pct disabled in workforce	—	—	—	—
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
Total recordable incident rate - employees	—	—	—	—
Training policy	Yes	Yes	Yes	Yes
Fair remuneration policy	Yes	Yes	Yes	Yes
Number of employees – CSR	1,701	1,778	2,215	2,250
Employee turnover pct	—	—	—	—
Total hours spent by firm - employee training	—	—	30,877	34,133
Social supply chain management	No	No	No	No
<b>Governance</b>				
<b>Board size</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>12</b>
<b>No. of independent directors (ID)</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>5</b>
No. of women on board	2	2	2	3
No. of non-executive directors on board	4	4	4	8
Company conducts board evaluations	Yes	Yes	Yes	Yes
No. of board meetings for the year	8	10	8	8
Board meeting attendance pct	99	100	100	99
Board duration (years)	3	3	3	3
Director share ownership guidelines	No	No	No	No
Age of the youngest director	44	45	46	43
Age of the oldest director	67	68	69	70
<b>No. of executives / company managers</b>	<b>7</b>	<b>7</b>	<b>6</b>	<b>6</b>
No. of female executives	1	1	1	1
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	4	5	5	4
Audit meeting attendance %	100	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	2	2	2	3
No. of compensation committee meetings	2	2	2	3
Compensation meeting attendance %	100	100	100	89
<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	2	3
Nomination meeting attendance %	100	100	100	89
<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**

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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**

**SCGJWD Logistics (SJWD TB)**



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
12-Sep-2023	BUY	21.50	-	-	-	-	-	-

Jitra Amornthum started covering this stock from 12-Sep-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
SCGJWD Logistics	SJWD TB	THB 12.10	BUY	Downside risks to our DCF-based TP include 1) slower-than-expected regional economic growth; 2) high volatility in energy costs; 3) delayed synergies; and 4) higher cost of funds.

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 14-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.