

AAPICO HITECH AH TB
THAILAND / AUTOMOTIVESBUY
UNCHANGED

Key takeaways from analyst meeting

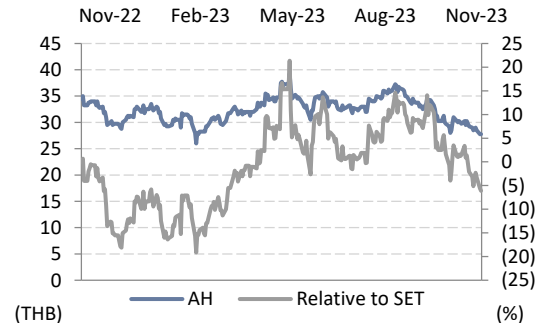
TARGET PRICE	THB45.00
CLOSE	THB27.75
UP/DOWNSIDE	+62.2%
TP vs CONSENSUS	+5.2%

Highlights

- ภาพรวมผลประกอบการงวด 9M23 ของ AH แข็งแกร่งกว่าอุตสาหกรรม เพราะในขณะที่ยอดผลิตรถยนต์ในช่วง 9M23 +1.6% y-y รายได้จากการผลิตชิ้นส่วนยานยนต์ของ AH +12% y-y จากการเพิ่มขึ้นของคำสั่งซื้อผลิตภัณฑ์ใหม่ และเมื่อรวมกับรายได้จากธุรกิจตัวแทนจำหน่ายรถยนต์ ทำให้รายได้รวม +14% y-y และมีกำไรปกติ 1.3 พันล้านบาท +19% y-y สูงกว่ากลุ่มยานยนต์ที่ +13% y-y คิดเป็นอัตรากำไรปกติต่อรายได้ที่ดีขึ้นเล็กน้อยเป็น 5.8% จาก 5.5% ไหวงวด 9M22
- อย่างไรก็ตาม แนวโน้ม 4Q23 จะชะลอตามฤดูกาล แม้จะมีงาน Motor Expo 30 พ.ย.-11 ธ.ค. นี้ก็ตาม แต่อัตรากำไรที่ปรับขึ้นตลอดปี การคุมเข้มสินเชื่อของสถาบันการเงิน หนี้ครัวเรือนที่สูง และภาวะเอเลนีย์ ส่งผลกระทบต่อรายได้เกษตรกร และกำลังซื้อของผู้บริโภคโดยรวม เห็นได้จากยอดขายรถกระบะในช่วง 9M23 -25% y-y
- ผู้บริหารตั้งเป้ารายได้ปี 2023 เติบโต 10-15% y-y ขณะที่ราคา +8% y-y โดยที่รายได้ในช่วง 9M23 ทำได้ 76% ของคาดการณ์ของเราแล้ว เราจึงคงประมาณการโดยคาดการณ์รายได้ 4Q23 เบื้องต้น 7.4 พันล้านบาท (-4% q-q, -6% y-y)
- กำไรปกติ 9M23 คิดเป็น 74% ของประมาณการกำไรปกติทั้งปีที่ 1.8 พันล้านบาท (+4.6% y-y) คิดเป็นอัตรากำไรปกติต่อยอดขาย (Core profit margin) ที่ 6.7% ดีขึ้นจากปีก่อนที่ 6.1% ซึ่งเป็นไปตามเป้าหมายของบริษัทที่อัตรากำไรปี 2023 จะดีขึ้นจากปีก่อนหน้า
- สำหรับปี 2024 แม้จะมีความท้าทายเพิ่มขึ้นโดยเฉพาะในตลาดยุโรปที่ภาวะเศรษฐกิจเปราะบางมากขึ้น แต่เรายังคงประมาณการโดยคาดการณ์ได้ขยายตัว 5.4% y-y เป็น 3.2 หมื่นล้านบาท จากคำสั่งซื้อที่มีต่อเนื่องโดยเฉพาะชิ้นส่วนรถ EV ขณะเดียวกันจะเริ่มรับรู้รายได้จากการผลิตชิ้นส่วนระบบควบคุมไอเสียรถยนต์ของ JV คือ Purem AAPICO เต็มปีและเชื่อว่าจะพลิกเป็นกำไรจากปีก่อนที่ขาดทุน และคาดการณ์กำไรปกติ +8% y-y เป็น 1.9 พันล้านบาท
- แม้ว่าอุตสาหกรรมยานยนต์ทั้งในและต่างประเทศปี 2024 จะยังเผชิญกำลังซื้อที่ไม่ได้สดใส แต่อุปสงค์รถ EV ยังมีแนวโน้มที่ดีมากซึ่งเป็นบวกต่อ AH ที่มีการผลิตชิ้นส่วนรถ EV อยู่แล้ว ราคาหุ้นที่ปรับลงทำให้ 2024E P/E เหลือเพียง 5.1 เท่าต่ำกว่าค่าเฉลี่ย 5 ปีที่ผ่านมาที่ 6.3 เท่าและคาดหวัง Dividend yield 5-6% จึงยังคงแนะนำซื้อ ราคาเป้าหมาย 45 บาท (P/E 8.3 เท่า)

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	27,967	30,264	31,893	32,922
Net profit	1,824	1,861	1,934	2,089
EPS (THB)	5.14	5.24	5.45	5.89
vs Consensus (%)	-	3.5	(1.6)	(0.8)
EBITDA	2,625	2,570	2,541	2,618
Recurring net profit	1,708	1,785	1,934	2,089
Core EPS (THB)	4.81	5.03	5.45	5.89
EPS growth (%)	115.6	4.6	8.3	8.0
Core P/E (x)	5.8	5.5	5.1	4.7
Dividend yield (%)	3.8	5.7	5.9	6.4
EV/EBITDA (x)	6.4	6.4	6.2	5.8
Price/book (x)	1.0	0.9	0.8	0.7
Net debt/Equity (%)	68.1	55.9	44.5	35.1
ROE (%)	18.8	17.3	16.5	15.9



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(6.7)	(20.1)	(21.3)
Relative to country (%)	(7.6)	(10.9)	(9.2)
Mkt cap (USD m)	282		
3m avg. daily turnover (USD m)	1.3		
Free float (%)	50		
Major shareholder	Thai NVDR (15%)		
12m high/low (THB)	39.25/25.50		
Issued shares (m)	354.84		

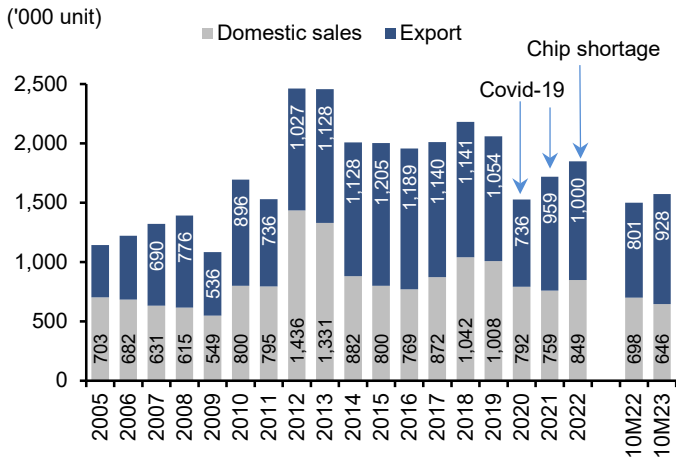
Sources: Bloomberg consensus; FSSIA estimates



Jitra Amornthum

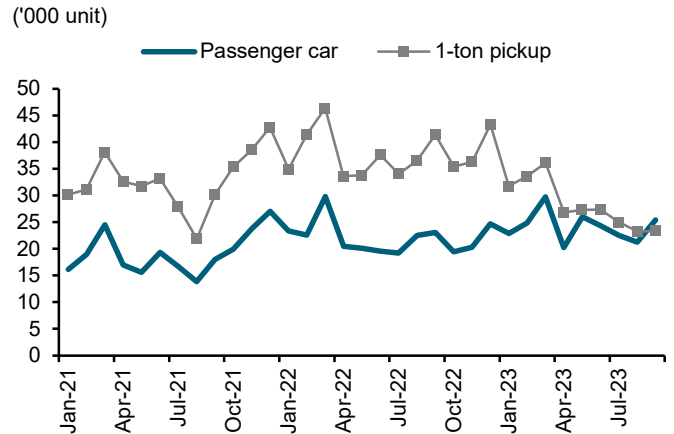
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Exhibit 1: Thailand's domestic car sales and exports



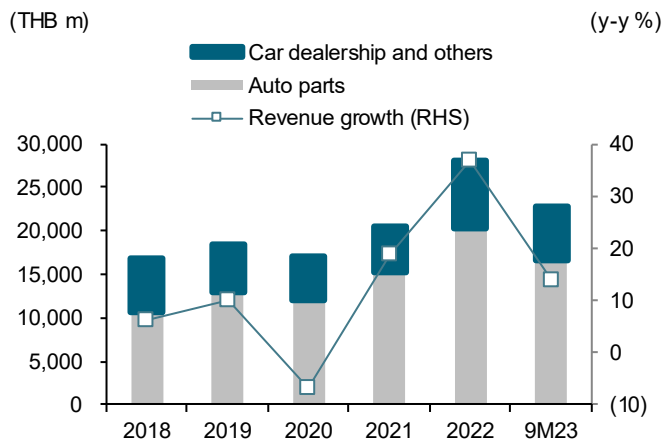
Sources: The Federation of Thai Industries

Exhibit 2: Domestic car sales by type



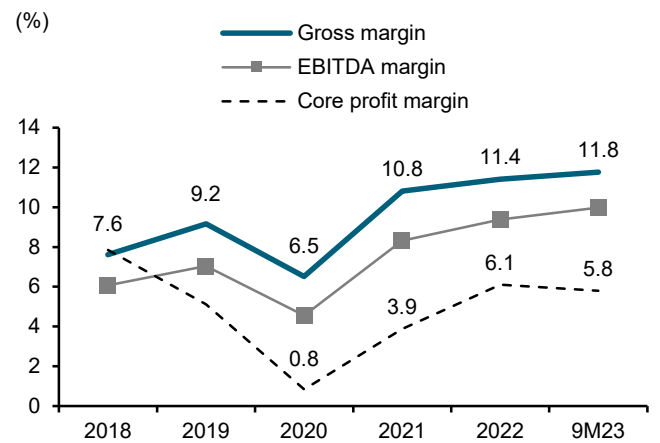
Sources: The Federation of Thai Industries

Exhibit 3: AH's revenue structure and growth



Sources: AH, FSSIA's compilation

Exhibit 4: AH's margins



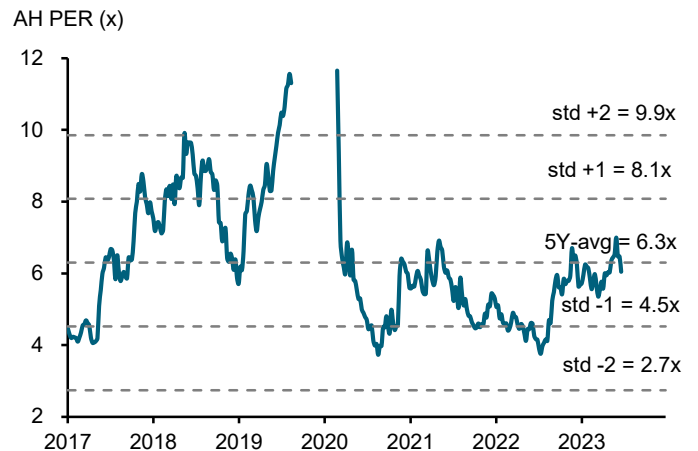
Sources: AH, FSSIA's compilation

Exhibit 5: Auto sector's core profit

	9M22 (THB m)	9M23 (THB m)	Change (y-y %)
AH TB	1,113	1,328	19.3
IRC TB	98	144	47.2
SAT TB	728	761	4.5
STANLY TB	1,245	1,367	9.7
Total	3,185	3,600	13.0

Sources: AH, IRC, SAT, STANLY, FSSIA's compilation

Exhibit 6: AH's one-year rolling forward P/E band



Sources: AH, Bloomberg, FSSIA estimates

Financial Statements

AAPICO Hitech

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	20,433	27,967	30,264	31,893	32,922
Cost of goods sold	(18,225)	(24,777)	(26,698)	(28,130)	(29,037)
Gross profit	2,208	3,191	3,565	3,763	3,885
Other operating income	-	-	-	-	-
Operating costs	(1,540)	(1,719)	(1,707)	(1,796)	(1,827)
Operating EBITDA	1,699	2,625	2,570	2,541	2,618
Depreciation	(1,031)	(1,154)	(712)	(574)	(560)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	668	1,471	1,858	1,968	2,058
Net financing costs	(343)	(333)	(356)	(347)	(307)
Associates	281	452	244	285	333
Recurring non-operating income	593	769	553	598	655
Non-recurring items	232	116	76	0	0
Profit before tax	1,151	2,024	2,130	2,220	2,405
Tax	(113)	(177)	(266)	(282)	(313)
Profit after tax	1,037	1,847	1,864	1,938	2,092
Minority interests	(13)	(23)	(3)	(3)	(4)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	1,024	1,824	1,861	1,934	2,089
Non-recurring items & goodwill (net)	(232)	(116)	(76)	0	0
Recurring net profit	792	1,708	1,785	1,934	2,089
Per share (THB)					
Recurring EPS *	2.23	4.81	5.03	5.45	5.89
Reported EPS	2.89	5.14	5.24	5.45	5.89
DPS	0.61	1.05	1.57	1.64	1.77
Diluted shares (used to calculate per share data)	355	355	355	355	355
Growth					
Revenue (%)	19.0	36.9	8.2	5.4	3.2
Operating EBITDA (%)	117.0	54.5	(2.1)	(1.1)	3.0
Operating EBIT (%)	nm	120.1	26.3	5.9	4.6
Recurring EPS (%)	393.4	115.6	4.6	8.3	8.0
Reported EPS (%)	530.0	78.1	2.0	3.9	8.0
Operating performance					
Gross margin inc. depreciation (%)	10.8	11.4	11.8	11.8	11.8
Gross margin exc. depreciation (%)	15.9	15.5	14.1	13.6	13.5
Operating EBITDA margin (%)	8.3	9.4	8.5	8.0	8.0
Operating EBIT margin (%)	3.3	5.3	6.1	6.2	6.2
Net margin (%)	3.9	6.1	5.9	6.1	6.3
Effective tax rate (%)	-9.9	-8.7	-12.5	-12.7	-13.0
Dividend payout on recurring profit (%)	27.2	21.8	31.3	30.0	30.0
Interest cover (X)	3.7	6.7	6.8	7.4	8.8
Inventory days	59.7	52.6	52.8	50.7	51.2
Debtor days	45.4	42.9	49.6	47.3	49.2
Creditor days	95.6	91.9	90.3	79.1	76.7
Operating ROIC (%)	7.7	17.2	20.1	19.8	19.5
ROIC (%)	7.5	13.3	13.6	13.8	14.0
ROE (%)	9.9	18.8	17.3	16.5	15.9
ROA (%)	5.1	8.6	8.5	8.8	9.0
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Manufacture of auto parts	15,201	20,333	21,327	22,362	22,967
Car dealership and others	5,232	7,634	8,937	9,531	9,955

Sources: AAPICO Hitech; FSSIA estimates

Financial Statements

AAPICO Hitech

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	792	1,708	1,785	1,934	2,089
Depreciation	1,031	1,154	712	574	560
Associates & minorities	13	23	3	3	4
Other non-cash items	375	101	(99)	4	(148)
Change in working capital	1,059	(939)	(669)	(448)	(558)
Cash flow from operations	3,271	2,047	1,734	2,068	1,947
Capex - maintenance	(910)	(671)	(609)	(539)	(399)
Capex - new investment	(390)	(287)	(261)	(231)	(171)
Net acquisitions & disposals	73	58	0	0	1
Other investments (net)	463	128	6	6	(41)
Cash flow from investing	(763)	(773)	(864)	(764)	(610)
Dividends paid	(215)	(372)	(558)	(580)	(627)
Equity finance	0	0	0	0	0
Debt finance	(1,631)	(278)	(662)	(247)	(600)
Other financing cash flows	(431)	(493)	16	5	4
Cash flow from financing	(2,277)	(1,143)	(1,205)	(822)	(1,223)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	14	0	0	0	0
Net other adjustments	(178)	(106)	70	(37)	(38)
Movement in cash	52	25	(265)	445	76
Free cash flow to firm (FCFF)	2,853.67	1,616.44	1,238.76	1,659.74	1,653.99
Free cash flow to equity (FCFE)	267.66	397.59	293.30	1,024.98	702.18

Per share (THB)

FCFF per share	8.04	4.56	3.49	4.68	4.66
FCFE per share	0.75	1.12	0.83	2.89	1.98
Recurring cash flow per share	6.23	8.42	6.77	7.09	7.06

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	20,209	20,524	21,124	21,724	22,124
Less: Accumulated depreciation	(11,987)	(12,612)	(13,141)	(13,533)	(13,910)
Tangible fixed assets (net)	8,222	7,913	7,983	8,191	8,214
Intangible fixed assets (net)	3,317	3,347	3,477	3,466	3,453
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	4,150	4,199	4,199	4,199	4,229
Cash & equivalents	742	767	502	947	1,023
A/C receivable	2,237	4,330	3,897	4,369	4,510
Inventories	3,031	3,784	3,730	3,930	4,057
Other current assets	277	302	317	349	384
Current assets	6,286	9,184	8,447	9,596	9,974
Other assets	746	826	1,024	1,067	1,207
Total assets	22,722	25,469	25,130	26,518	27,077
Common equity	8,513	9,611	11,066	12,424	13,889
Minorities etc.	302	318	322	325	329
Total shareholders' equity	8,815	9,929	11,388	12,749	14,218
Long term debt	4,238	3,759	2,100	2,550	2,432
Other long-term liabilities	512	543	536	553	497
Long-term liabilities	4,750	4,302	2,636	3,103	2,929
A/C payable	4,884	7,010	5,852	6,088	5,887
Short term debt	3,687	3,771	4,768	4,070	3,588
Other current liabilities	587	456	487	508	455
Current liabilities	9,158	11,237	11,106	10,667	9,930
Total liabilities and shareholders' equity	22,722	25,469	25,130	26,518	27,077
Net working capital	73	950	1,607	2,052	2,610
Invested capital	16,509	17,235	18,290	18,975	19,713

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

Per share (THB)

Book value per share	23.99	27.09	31.19	35.01	39.14
Tangible book value per share	14.64	17.65	21.39	25.25	29.41

Financial strength

Net debt/equity (%)	81.5	68.1	55.9	44.5	35.1
Net debt/total assets (%)	31.6	26.6	25.3	21.4	18.5
Current ratio (x)	0.7	0.8	0.8	0.9	1.0
CF interest cover (x)	2.9	3.1	2.6	4.6	3.8

Valuation	2021	2022	2023E	2024E	2025E
Recurring P/E (x) *	12.4	5.8	5.5	5.1	4.7
Recurring P/E @ target price (x) *	20.2	9.4	8.9	8.3	7.6
Reported P/E (x)	9.6	5.4	5.3	5.1	4.7
Dividend yield (%)	2.2	3.8	5.7	5.9	6.4
Price/book (x)	1.2	1.0	0.9	0.8	0.7
Price/tangible book (x)	1.9	1.6	1.3	1.1	0.9
EV/EBITDA (x) **	10.2	6.4	6.4	6.2	5.8
EV/EBITDA @ target price (x) **	13.8	8.8	8.8	8.6	8.1
EV/invested capital (x)	1.0	1.0	0.9	0.8	0.8

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

Sources: AAPICO Hitech; FSSIA estimates

AAPICO Hitech PCL (AH TB)

FSSIA ESG rating

★ ★ ★

44.82 /100

Exhibit 7: 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	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.
★★	>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 8: ESG – peer comparison

	FSSIA	Domestic ratings						Global ratings						Bloomberg	
	ESG score	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
AH	44.82	--	Y	Y	5.00	4.00	Certified	--	49.81	--	--	34.05	--	3.56	--
IRC	32.75	--	--	Y	5.00	4.00	--	--	62.24	--	--	47.74	--	--	--
SAT	54.39	--	Y	Y	5.00	5.00	Certified	--	70.44	--	--	53.45	29.00	3.52	52.94
STANLY	9.00	--	--	--	4.00	--	--	--	--	--	--	--	--	--	--

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 9: ESG score by Bloomberg

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	—	—	3.55	3.56
BESG environmental pillar score	—	—	3.09	—
BESG social pillar score	—	—	2.95	—
BESG governance pillar score	—	—	4.88	—
ESG disclosure score	39.31	40.92	47.84	—
Environmental disclosure score	15.68	16.52	36.27	—
Social disclosure score	21.01	25.00	26.03	—
Governance disclosure score	81.10	81.10	81.10	—
Environmental				
Emissions reduction initiatives	Yes	Yes	Yes	Yes
Climate change policy	No	No	No	No
Climate change opportunities discussed	No	No	No	No
Risks of climate change discussed	No	No	No	No
GHG scope 1	2	2	2	0
GHG scope 2 location-based	2	2	2	5
GHG Scope 3	—	—	0	31
Carbon per unit of production	—	—	0	0
Biodiversity policy	Yes	Yes	No	No
Energy efficiency policy	Yes	Yes	Yes	Yes
Total energy consumption	5	3	3	4
Renewable energy use	—	—	—	—
Electricity used	4	3	3	4
Fuel used - natural gas	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 10: 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	10	8	8	10
Waste recycled	—	—	—	—
Waste sent to landfills	—	—	—	—
Environmental supply chain management	No	No	Yes	Yes
Water policy	No	Yes	Yes	Yes
Water consumption	—	—	—	—
Social				
Human rights policy	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes
Quality assurance and recall policy	No	No	Yes	No
Consumer data protection policy	No	No	No	No
Equal opportunity policy	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No
Pct women in workforce	31	32	27	—
Pct disabled in workforce	1	1	1	—
Business ethics policy	Yes	Yes	Yes	No
Anti-bribery ethics policy	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes
Lost time incident rate - employees	3	1	1	0
Total recordable incident rate - employees	8	1	1	1
Training policy	Yes	Yes	Yes	Yes
Fair remuneration policy	No	Yes	Yes	No
Number of employees – CSR	4,019	2,795	4,699	5,365
Employee turnover pct	15	8	13	—
Total hours spent by firm - employee training	—	11,206	10,632	21,923
Social supply chain management	No	Yes	Yes	Yes
Governance				
Board size	8	7	7	7
No. of independent directors (ID)	6	5	5	4
No. of women on board	2	2	2	2
No. of non-executive directors on board	6	5	5	5
Company conducts board evaluations	Yes	Yes	Yes	Yes
No. of board meetings for the year	4	4	4	7
Board meeting attendance pct	88	93	93	100
Board duration (years)	1	1	1	1
Director share ownership guidelines	No	No	No	No
Age of the youngest director	50	51	52	50
Age of the oldest director	72	73	74	74
No. of executives / company managers	6	5	6	6
No. of female executives	2	2	2	2
Executive share ownership guidelines	No	No	No	No
Size of audit committee	3	3	3	3
No. of ID on audit committee	3	3	3	3
Audit committee meetings	4	4	4	4
Audit meeting attendance %	100	92	100	100
Size of compensation committee	3	3	3	3
No. of ID on compensation committee	3	3	3	3
No. of compensation committee meetings	2	2	2	5
Compensation meeting attendance %	100	83	100	100
Size of nomination committee	3	3	3	3
No. of nomination committee meetings	2	2	2	5
Nomination meeting attendance %	100	83	100	100
Sustainability governance				
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 THSI inclusion , 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. SETTHSI Index 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.																											
CG Score 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%).																											
AGM level 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&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.																											
Thai CAC 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.																											
Morningstar Sustainalytics	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 & 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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ESG Book	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.																											
MSCI	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>AAA</td> <td>8.571-10.000</td> <td>Leader:</td> <td>leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td>AA</td> <td>7.143-8.570</td> <td></td> <td></td> </tr> <tr> <td>A</td> <td>5.714-7.142</td> <td></td> <td></td> </tr> <tr> <td>BBB</td> <td>4.286-5.713</td> <td>Average:</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>BB</td> <td>2.857-4.285</td> <td></td> <td></td> </tr> <tr> <td>B</td> <td>1.429-2.856</td> <td></td> <td></td> </tr> <tr> <td>CCC</td> <td>0.000-1.428</td> <td>Laggard:</td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570			A	5.714-7.142			BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285			B	1.429-2.856			CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	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.																												
Refinitiv ESG rating	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; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																												
S&P Global	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.																												
Bloomberg	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

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

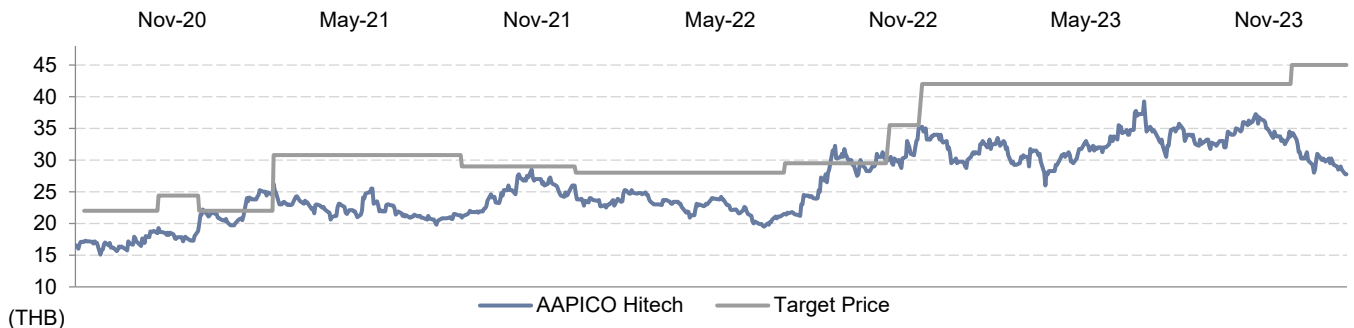
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) 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

AAPICO Hitech (AH TB)



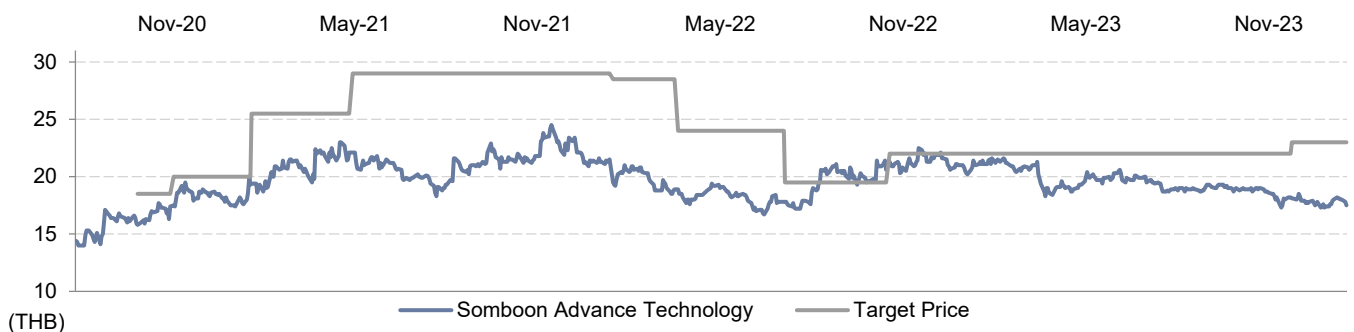
Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
04-Dec-2020	BUY	22.00	27-Oct-2021	BUY	29.00	28-Oct-2022	BUY	35.50
08-Feb-2021	BUY	24.40	02-Feb-2022	HOLD	28.00	25-Nov-2022	BUY	42.00
15-Mar-2021	BUY	22.00	16-Mar-2022	BUY	28.00	11-Oct-2023	BUY	45.00
18-May-2021	BUY	30.80	01-Aug-2022	BUY	29.50			

Jitra Amornthum started covering this stock from 11-Oct-2023

Price and TP are in local currency

Source: FSSIA estimates

Somboon Advance Technology (SAT TB)



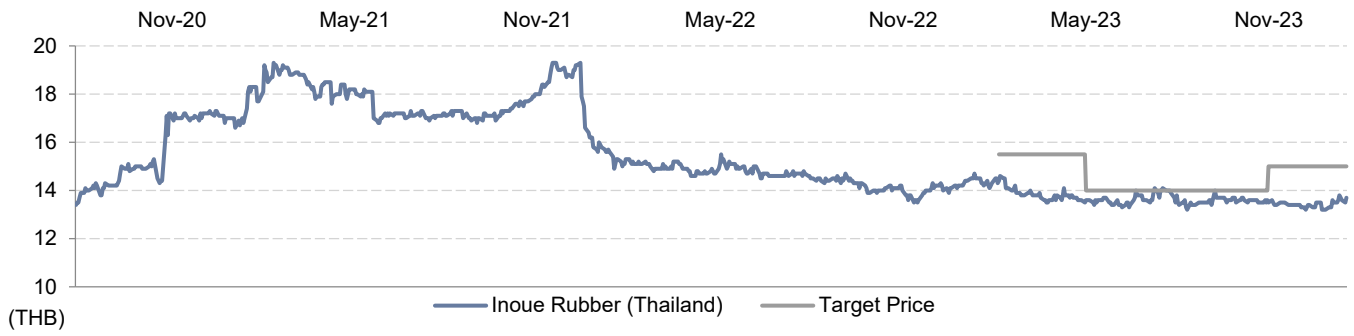
Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
21-Jan-2021	BUY	18.50	23-Jul-2021	BUY	29.00	01-Aug-2022	HOLD	19.50
19-Feb-2021	BUY	20.00	04-Mar-2022	BUY	28.50	28-Oct-2022	HOLD	22.00
29-Apr-2021	BUY	25.50	29-Apr-2022	BUY	24.00	11-Oct-2023	BUY	23.00

Jitra Amornthum started covering this stock from 19-Apr-2023

Price and TP are in local currency

Source: FSSIA estimates

Inoue Rubber (Thailand) (IRC TB)



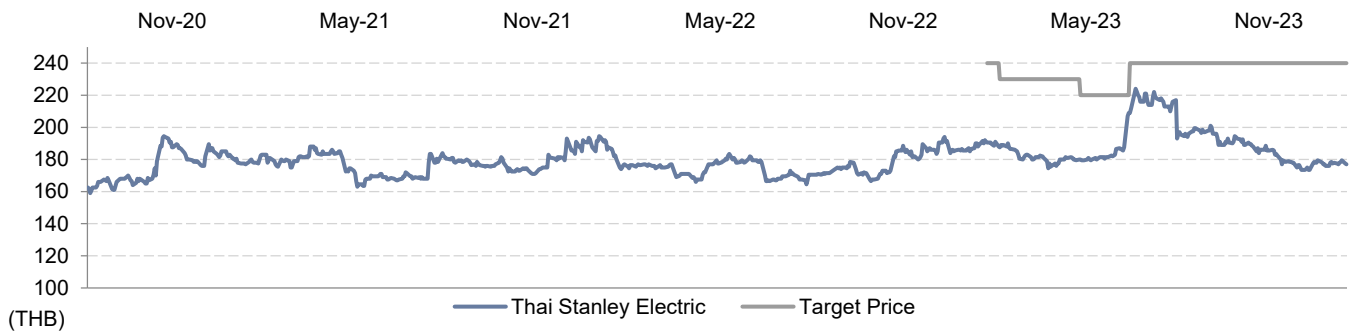
Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
01-Feb-2023	HOLD	15.50	17-Apr-2023	HOLD	14.00	21-Sep-2023	BUY	15.00

Jitra Amornthum started covering this stock from 01-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

Thai Stanley Electric (STANLY TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
19-Jan-2023	BUY	240.00	10-Apr-2023	BUY	220.00	-	-	-
30-Jan-2023	BUY	230.00	23-May-2023	BUY	240.00	-	-	-

Jitra Amornthum started covering this stock from 19-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
AAPICO Hitech	AH TB	THB 27.75	BUY	Key downside risks to our P/E-derived TP include lower-than-expected car production volumes and lower car sales in both Thailand and Malaysia, higher steel prices, semiconductor shortages, and exchange rate risk.
Somboon Advance Technology	SAT TB	THB 17.50	BUY	The key downside risks to our P/E-based TP are the domestic car manufacturing industry recovering slower than expected, a faster-than-expected adoption rate for electric vehicles in Thailand, higher raw material prices, and worse global demand for pickup trucks.
Inoue Rubber (Thailand)	IRC TB	THB 13.70	BUY	Downside risks to our P/E-based TP include 1) weaker demand from the automotive industry; 2) a sharp rise in the price of crude oil; and 3) chip supply shortages.
Thai Stanley Electric	STANLY TB	THB 177.00	BUY	Downside risks to our P/E-based TP include 1) weak global automotive demand; 2) higher raw material prices and utility costs; 3) global semiconductor shortages; and 4) fluctuations in the THB.

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 Finasia Syrus Securities Public Company Limited.

All share prices are as at market close on 28-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.