

SCGJWD LOGISTICS
THAILAND / TRANSPORT & LOGISTICS

SJWD TB

BUY

UNCHANGED

พร้อมกลับมาเติบโต

- ลงทุน 2.5 พันล้านบาทขยายธุรกิจ air cargo และโลจิสติกส์ในมาเลเซีย คาดเริ่มรับรู้ส่วนแบ่งรายได้ 1Q24 เป็นต้นไป
- เรคาดกำไรเติบโต 28%/17%/11% ในปี 2024-26
- ปรับประมาณการและราคาเป้าหมายขึ้นเป็น 23 บาท ยืนยันคำแนะนำซื้อ

| | |
|-----------------|----------|
| TARGET PRICE | THB23.00 |
| CLOSE | THB16.50 |
| UP/DOWNSIDE | +39.4% |
| PRIOR TP | THB21.50 |
| CHANGE IN TP | +7.0% |
| TP vs CONSENSUS | +18.2% |

KEY STOCK DATA

| YE Dec (THB m) | 2023 | 2024E | 2025E | 2026E |
|----------------------|--------|--------|--------|--------|
| Revenue | 23,732 | 26,583 | 29,132 | 31,553 |
| Net profit | 761 | 1,179 | 1,373 | 1,529 |
| EPS (THB) | 0.42 | 0.65 | 0.76 | 0.84 |
| vs Consensus (%) | - | (0.5) | 3.0 | (1.2) |
| EBITDA | 2,847 | 3,220 | 3,465 | 3,685 |
| Recurring net profit | 778 | 1,179 | 1,373 | 1,529 |
| Core EPS (THB) | 0.43 | 0.65 | 0.76 | 0.84 |
| Chg. In EPS est. (%) | 0.0 | (0.3) | 5.7 | 9.1 |
| EPS growth (%) | (18.1) | 51.4 | 16.5 | 11.4 |
| Core P/E (x) | 38.4 | 25.4 | 21.8 | 19.5 |
| Dividend yield (%) | 1.5 | 1.6 | 1.8 | 2.0 |
| EV/EBITDA (x) | 14.4 | 12.8 | 11.8 | 10.9 |
| Price/book (x) | 1.3 | 1.3 | 1.3 | 1.3 |
| Net debt/Equity (%) | 43.7 | 43.8 | 40.7 | 37.3 |
| ROE (%) | 6.1 | 5.2 | 6.0 | 6.6 |

ลงทุน 2.5 พันล้านบาทขยายธุรกิจ air cargo และโลจิสติกส์ในมาเลเซีย

ในช่วงเดือน ก.พ. 2024 ที่ผ่านมา SJWD ประกาศปิด 2 ดิโบลค่ารวม 2.5 พันล้านบาท โดยการลงทุนในหุ้น Asia Network International (ANI TB) 20.1% และ Swift Haulage Berhad, Malaysia (SWIFT MK) 20.4% ทั้งนี้ ANI เป็นตัวแทนขายระวางสินค้าสายการบิน Cargo General Sales and Services Agent (Cargo GSA) ให้แก่สายการบินชั้นนำกว่า 20 แห่งใน 8 ประเทศ (สิงคโปร์ เวียดนาม ฮองกง จีน มาเลเซีย กัมพูชา เมียนมาร์ และไทย) เพื่อดำเนินการขนส่งสินค้า ครอบคลุมเส้นทางปลายทางกว่า 400 แห่งในทุกภูมิภาคทั่วโลก ขณะที่ SWIFT เป็นผู้ให้บริการโลจิสติกส์ครบวงจร เชี่ยวชาญการขนส่งทางบก เช่น การขนส่งตู้คอนเทนเนอร์ขนส่งสินค้าในประเทศ ขนส่งข้ามแดน บริหารคลังสินค้า ครอบคลุมการให้บริการในไทย มาเลเซีย และสิงคโปร์ SWIFT เป็นบริษัทจดทะเบียนในตลาดหลักทรัพย์มาเลเซีย การลงทุนในทั้งสองกิจการ ไม่ทับซ้อนกับธุรกิจของ SJWD แต่จะช่วยขยายตลาดสู่ภูมิภาคในด้าน Freight การค้าชายแดน และรถตลาดมาเลเซีย

ผ่านจุดที่สุดไปแล้ว พร้อมสำหรับการเติบโตปีนี้เป็นต้นไป

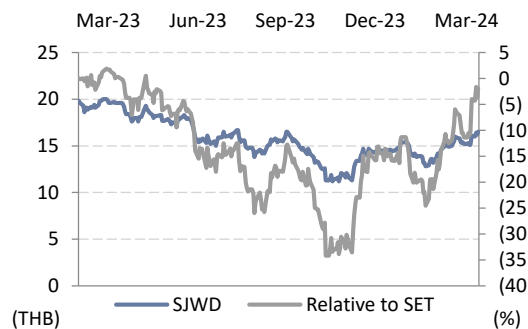
เราตั้งสมมติฐานว่า SJWD จะรับรู้ส่วนแบ่งรายได้จาก ANI และ SWIFT ในปี 2024 จำนวน 222 ล้านบาทและเพิ่มเป็น 240-250 ล้านบาทต่อปีในปี 2025-26 นอกจากนี้ เราปรับประมาณการใหม่โดยเพิ่มรายได้ในส่วนของธุรกิจ Automotive ที่ยังคงมีแนวโน้มเติบโตสูง ธุรกิจห้องเย็นจากการขยายห้องเย็นสองแห่งในปีนี้ และปรับปรุงต้นทุนและค่าใช้จ่ายต่างๆ ให้เป็นปัจจุบัน ทั้งนี้ ในปี 2023 บริษัทมีค่าใช้จ่ายที่เกิดขึ้นครั้งเดียวจากการรวม SCGL 145 ล้านบาท ซึ่งจะหายไปในปี 2024 นอกจากนี้ ผู้บริหารยังตั้งเป้าลดค่าใช้จ่ายในการขายและบริหารในปีนี้อีกราว 80 ล้านบาท

คาดการณ์กำไรเติบโตเฉลี่ย 14% CAGR ในช่วงปี 2024-26

ภายหลังการปรับประมาณการ กำไรปี 2024 ที่ 1.2 พันล้านบาท ไม่แตกต่างจากประมาณการเดิมนัก ขณะที่กำไรปี 2025-26 ถูกปรับขึ้น 5.7% และ 6.1% ซึ่งคิดเป็นอัตราการเติบโต 17% และ 11% ตามลำดับ หรือเติบโตเฉลี่ย 14% CAGR ในช่วงปี 2024-26 สูงกว่าอัตราการเติบโตของรายได้ที่คาด +9% CAGR จากอัตรากำไรที่ขึ้น การบริหารต้นทุนและรายได้ดีขึ้น

ยืนยันคำแนะนำซื้อ ราคาเป้าหมายปรับขึ้นเป็น 23 บาท

เราปรับราคาเป้าหมายขึ้นเป็น 23 บาทจากเดิม 21.50 บาท อิง (DCF, WACC 9.2%, LTG 3%) ราคาเป้าหมายดังกล่าวคิดเป็น implied P/E 35 เท่าในปี 2024 และจะลดลงเหลือ 27 เท่าในปี 2026 ปัจจุบัน SJWD ซื้อขายที่ 2024E P/E 25 เท่า ต่ำกว่าค่าเฉลี่ยในช่วง 5 ปีที่ผ่านมาที่ 27 เท่าและคิดเป็น EV/EBITDA เพียง 13 เท่า เรายืนยันคำแนะนำซื้อ



| Share price performance | 1 Month | 3 Month | 12 Month |
|--------------------------------|-----------------|---------|----------|
| Absolute (%) | 9.3 | 12.2 | (15.4) |
| Relative to country (%) | 11.5 | 12.8 | (0.2) |
| Mkt cap (USD m) | 840 | | |
| 3m avg. daily turnover (USD m) | 1.6 | | |
| Free float (%) | 46 | | |
| Major shareholder | SCG Group (43%) | | |
| 12m high/low (THB) | 20.10/10.80 | | |
| Issued shares (m) | 1,811.02 | | |

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

SJWD provides one-stop logistics services. Given the merger with SCGL, it has even more strengths and higher international growth opportunities in Asia. Although the profit margins are seeing pressure from its SCGL acquisition, they may improve in the future, while SJWD could build on its 2x larger size.

Post-merger in 2023, we anticipate 2024-26 profit growth of 14% CAGR, mainly from margin expansion and well-controlled expenses. We increase our DCF-based TP to THB23 from THB21.50, premised on an implied 2024E P/E of 35x or 27x in 2026E. SJWD is trading on undemanding valuations of 25x 2024E P/E, below its five-year historical average P/E of 27x, and only 13x 2024E EV/EBITDA. We reiterate our BUY call on SJWD.

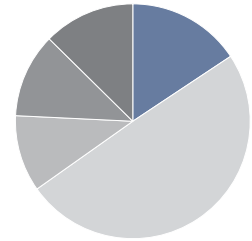
Company profile

SJWD commenced its logistics business in 1979 and is now one of ASEAN’s top specialized logistics and supply chain solutions providers. A win-win merger with SCG Logistics Management Co., Ltd. (SCGL), the logistics arm of Siam Cement Group (SCG), makes SJWD the largest integrated service provider in ASEAN-9 including Southern China.

www.jwd-group.com

Principal activities (revenue, 2023)

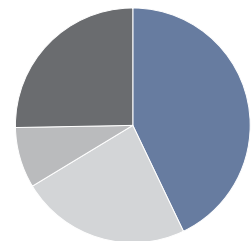
- Warehouse & yard management - 15.7 %
- Transportation & Distribution - 49.5 %
- Other logistics business - 10.6 %
- Overseas - 11.6 %
- Other business - 12.6 %



Source: SCGJWD Logistics

Major shareholders

- SCG Group - 42.9 %
- Bunditkitsada family - 23.4 %
- Nimitpanya family - 8.4 %
- Others - 25.3 %



Source: SCGJWD Logistics

Catalysts

Potential catalysts for SJWD include 1) a fast recovery in freight rates; 2) a strong recovery in Thailand’s and the region’s exports; and 3) booming EV demand in Thailand.

Risks to our call

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) a higher cost of funds.

Event calendar

| Date | Event |
|---------------|--|
| 29 April 2024 | Annual general meeting of shareholders |
| 9 May 2024 | Ex-dividend date |
| 27 May 2024 | Dividend payment date |

Key assumptions

| | 2024E (%) | 2025E (%) | 2026E (%) |
|---------------------------------|-----------|-----------|-----------|
| Revenue growth breakdown | | | |
| Warehouse & yard management | 15.2 | 11.1 | 9.0 |
| Transportation & distribution | 14.7 | 9.8 | 8.8 |
| Other logistics service | (0.4) | 6.4 | 6.7 |
| Overseas business | 13.0 | 11.0 | 8.0 |
| Blended gross margin | 13.3 | 13.5 | 13.7 |
| SG&A to sales | 8.2 | 8.1 | 8.1 |

Source: FSSIA estimates

Earnings sensitivity

- For every 0.5% change in the gross margin of transportation, the largest revenue contributor, we project SJWD’s 2024 net profit to change by 5%, all else being equal.
- For every 0.5% change in blended gross margin, we project SJWD’s 2024 net profit to change by 5%, all else being equal.
- For every 1% change in the cost of funds, we project SJWD’s 2024 net profit to change by 6%, all else being equal.

Source: FSSIA estimates

Earnings set to grow by 14% CAGR in 2024-26

We revise our profit growth projection during 2024-26 from 9% CAGR to 14% CAGR, mainly from the following.

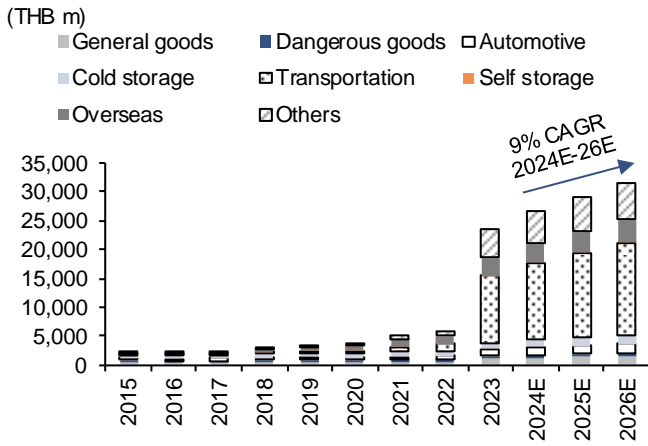
- 1) Increasing revenue forecast from automotive by 32-56% to reflect high demand for passenger EVs.
- 2) Increasing revenue forecast from cold storage by 34-52% as the company plans to build two additional cold storages in Saraburi in 2024.
- 3) Adding equity income of THB222m in 2024 and approximately THB240-250m a year in 2025-26 from the investments in a 20.1% stake in Asia Network International (ANI TB) and a 20.4% interest in Swift Haulage Berhad, Malaysia (SWIFT MK).

Exhibit 1: Changes in key assumptions

| | Current | | | Previous | | | Change | | |
|---|------------------|------------------|------------------|------------------|------------------|------------------|--------------|--------------|--------------|
| | 2024E (THB m) | 2025E (THB m) | 2026E (THB m) | 2024E (THB m) | 2025E (THB m) | 2026E (THB m) | 2024E (%) | 2025E (%) | 2026E (%) |
| Total operating revenue | 26,583 | 29,132 | 31,553 | 24,485 | 25,971 | 27,568 | 8.6 | 12.2 | 14.5 |
| <i>Blended gross margin (%)</i> | 13.3 | 13.5 | 13.7 | 13.7 | 13.8 | 14.0 | (0.4) | (0.3) | (0.3) |
| 1. Warehouse & yard management | 4,284 | 4,759 | 5,185 | 3,821 | 3,937 | 4,371 | 12.1 | 20.9 | 18.6 |
| <i>Blended gross margin (%)</i> | 34.4 | 34.9 | 35.0 | 22.6 | 22.7 | 22.7 | 11.8 | 12.2 | 12.3 |
| - General goods | 1,236 | 1,340 | 1,459 | 1,294 | 1,394 | 1,448 | (4.5) | (3.9) | 0.8 |
| <i>Gross margin (%)</i> | 22.2 | 22.4 | 22.6 | 20.0 | 21.0 | 21.0 | 2.2 | 1.4 | 1.6 |
| - Dangerous goods | 531 | 553 | 575 | 634 | 682 | 696 | (16.2) | (19.0) | (17.4) |
| <i>Gross margin (%)</i> | 39.0 | 38.4 | 38.4 | 38.6 | 38.2 | 38.4 | 0.4 | 0.2 | 0.0 |
| - Automotive yard | 1,313 | 1,471 | 1,574 | 994 | 944 | 1,105 | 32.1 | 55.8 | 42.5 |
| <i>Gross margin (%)</i> | 39.9 | 40.0 | 40.2 | 37.5 | 38.0 | 38.5 | 2.4 | 2.0 | 1.7 |
| - Cold storage | 1,203 | 1,396 | 1,577 | 899 | 917 | 1,146 | 33.8 | 52.2 | 37.6 |
| <i>Gross margin (%)</i> | 39.0 | 40.0 | 40.0 | 40.0 | 40.0 | 40.0 | (1.0) | 0.0 | 0.0 |
| 2. Transportation & distribution | 13,485 | 14,801 | 16,100 | 13,148 | 14,061 | 15,186 | 2.6 | 5.3 | 6.0 |
| <i>Gross margin (%)</i> | 7.2 | 7.4 | 7.6 | 8.5 | 8.7 | 8.9 | (1.3) | (1.4) | (1.3) |
| 3. Other logistics service | 2,493 | 2,652 | 2,830 | 2,508 | 2,660 | 2,819 | (0.6) | (0.3) | 0.4 |
| <i>Gross margin (%)</i> | 20.2 | 20.2 | 20.2 | 20.2 | 20.45 | 20.2 | 0.0 | (0.2) | 0.0 |
| 4. Overseas business | 3,117 | 3,459 | 3,736 | 2,660 | 2,846 | 3,415 | 17.2 | 21.5 | 9.4 |
| <i>Gross margin (%)</i> | 9.0 | 9.0 | 9.0 | 7.2 | 7.2 | 8.2 | 1.8 | 1.8 | 0.9 |
| SG&A to sales (%) | 8.2 | 8.1 | 8.1 | 7.7 | 7.8 | 7.8 | 0.5 | 0.3 | 0.3 |
| Equity income | 428 | 460 | 476 | 224 | 228 | 235 | 91.1 | 101.3 | 102.2 |
| Core profit | 1,179 | 1,373 | 1,529 | 1,182 | 1,299 | 1,442 | (0.3) | 5.7 | 6.1 |

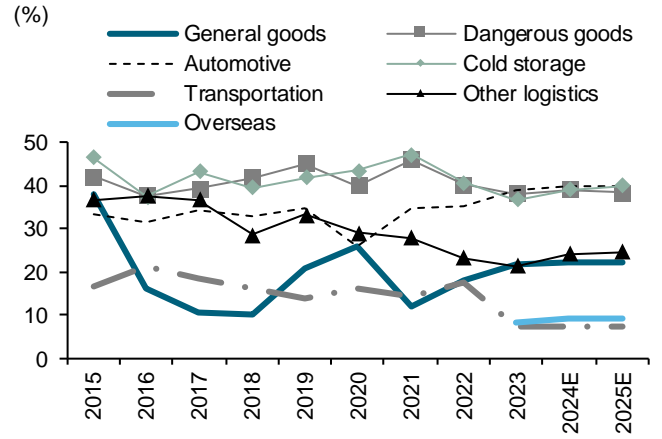
Sources: SJWD, FSSIA estimates

Exhibit 2: Revenue projection, yearly



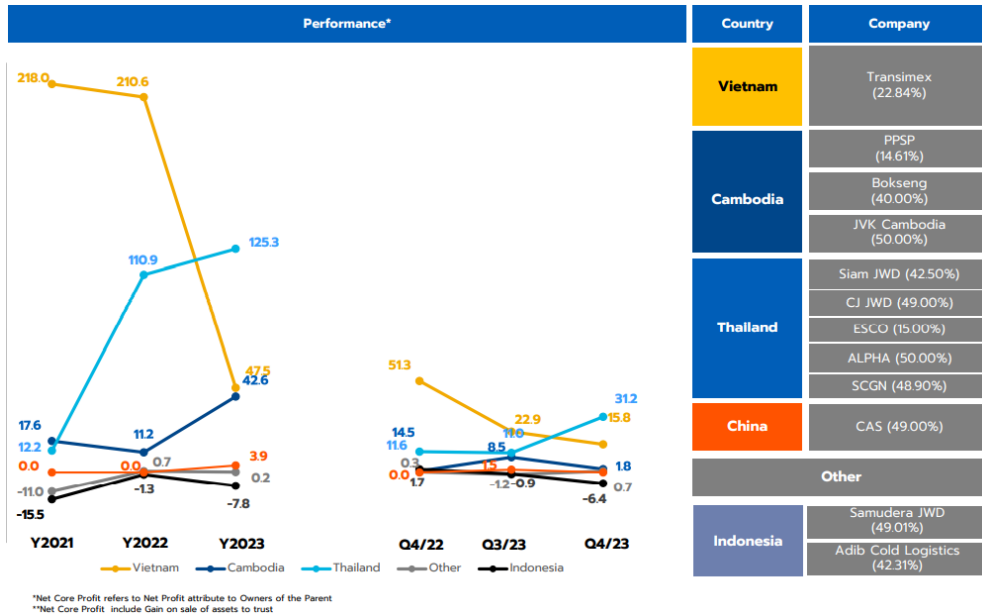
Sources: SJWD, FSSIA estimates

Exhibit 3: Gross margin by business



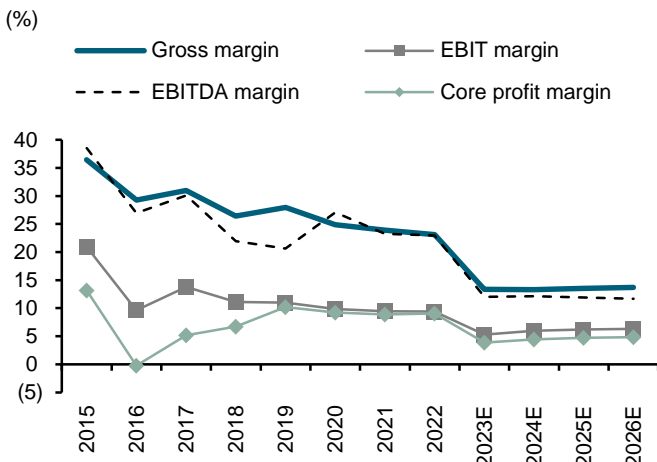
Sources: SJWD, FSSIA estimates

Exhibit 4: Equity income in 2021-23



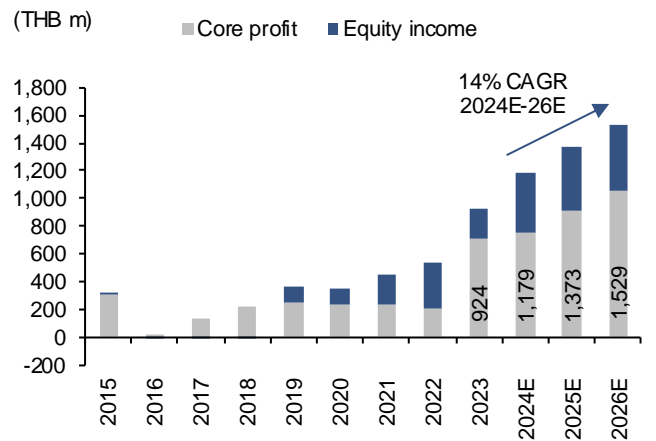
Source: SJWD

Exhibit 5: Margins



Sources: SJWD, FSSIA estimates

Exhibit 6: Core profit



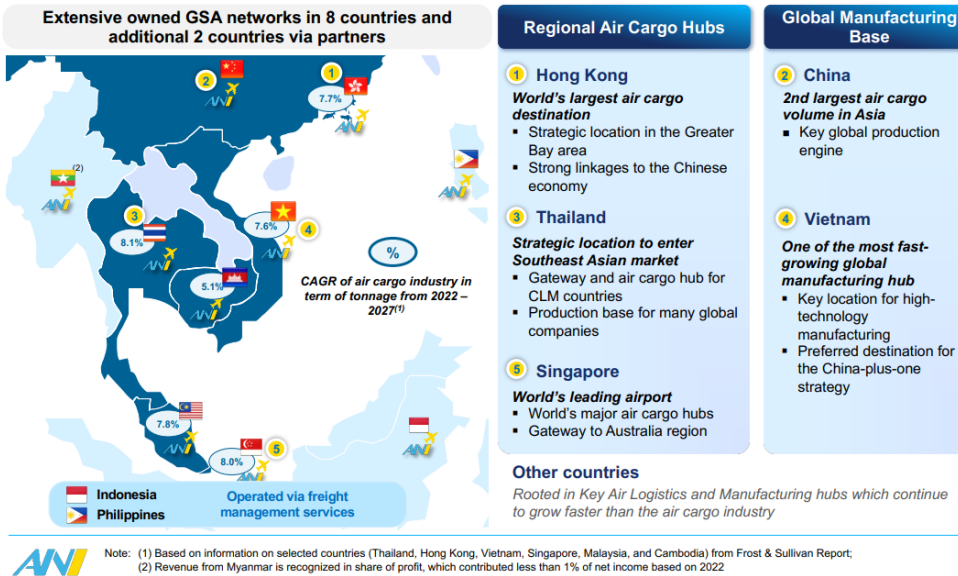
Sources: SJWD, FSSIA estimates

Two deals in freight and rail logistics

In February 2024, SJWD closed two deals with a THB2.5b investment in a 20.1% stake in Asia Network International (ANI TB) and a 20.4% interest in Swift Haulage Berhad, Malaysia (SWIFT MK). The two investments do not overlap SJWD’s existing businesses.

ANI TB is a Cargo General Sales and Services Agent (Cargo GSA) for over 20 airlines in eight countries, including Singapore, Vietnam, Hong Kong, China, Malaysia, Cambodia, Myanmar, and Thailand. This investment creates opportunities for SJWD to expand into the air freight business overseas and integrate solutions to ANI customers.

Exhibit 7: ANI’s strategic areas of logistics hubs



Source: ANI presentation on March 2024

SWIFT MK provides logistics solutions ranging from container haulage, land transportation, warehousing, and freight forwarding. This investment helps SJWD expand its regional customer base through air freights, penetrate the Malaysian market, and synergize its cross-border activities.

Exhibit 8: SWIFT’s services

| | | | |
|--|---|---|--|
| <p>CONTAINER HAULAGE</p> <p>Swift container haulage services involve transporting laden containers to and from seaports and other locations within Peninsular Malaysia.</p> | <p>INLAND DISTRIBUTION</p> <p>The land transportation services involve shipment of cargo by road comprising of inland distribution and cross border transportation services.</p> | <p>WAREHOUSING</p> <p>We operate six warehouses with total storage space of 849,371 sq. ft. that are used to provide warehousing services.</p> | <p>FREIGHT FORWARDING</p> <p>Our freight forwarding operations include sea, air and land, project logistics, in-plant logistics and ship husbandry.</p> |
| <p>CROSS BORDER TRANSPORTATION</p> <p>Customs clearance services include completing documentation, making customs declarations, payment of import and export duties.</p> | <p>PROJECT LOGISTICS</p> <p>Organise the shipment of cargo that requires specialised handling or consideration, such as specialised vehicles, equipment or personnel.</p> | <p>CONTAINER DEPOT</p> <p>Involve storage and management of containers and providing container related services on paved open area.</p> | <p>OTHER SERVICES</p> <p>Supplying new commercial vehicles for internal fleet utilisation, maintenance and repair works as well as providing insurance services for our commercial vehicle.</p> |

Source: SWIFT website

Raise TP to THB23

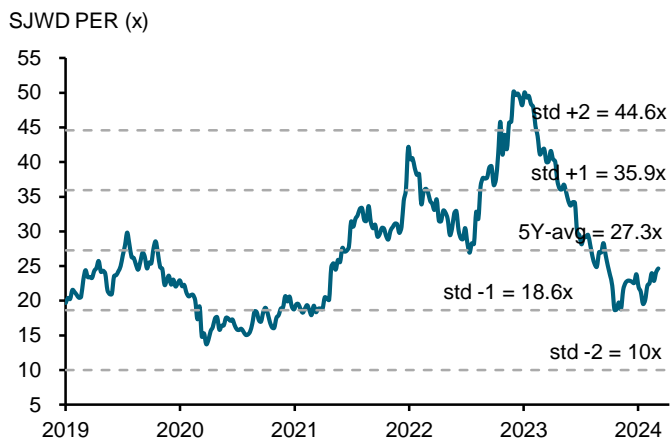
We raise our DCF-based TP to THB23.00 from THB21.50 following our earnings upgrade. Our new TP implies 2024E P/E of 35x or 27x in 2026E. SJWD is trading on undemanding valuations of 25x 2024E P/E, below its five-year historical average P/E of 27x, and only 13x 2024E EV/EBITDA. We reiterate our BUY call on SJWD.

Exhibit 9: DCF valuation

| Cost of equity assumption | (%) | Cost of debt assumption | (%) |
|-------------------------------------|---------------|-------------------------|------|
| Risk free rate | 3.0 | Pre-tax cost of debt | 5.5 |
| Market risk premium | 8.0 | Tax rate | 20.0 |
| Stock beta | 1.2 | | |
| Cost of equity, Ke | 9.0 | Cost of debt, Kd | 5.5 |
| Weight applied | 58.6 | Weight applied | 41.4 |
| WACC | 9.2 | | |
| Terminal growth | 3.0 | | |
| (THB m) | | | |
| Sum of PV of FCF | 16,879 | | |
| PV of Terminal value | 32,395 | | |
| Enterprise value | 49,274 | | |
| (-) Debt | (8,987) | | |
| (+) Cash | 2,389 | | |
| (-) Minority interest | (1,005) | | |
| Equity value | 41,671 | | |
| No. of shares (m) | 1,811 | | |
| Equity value per share (THB) | 23.01 | | |

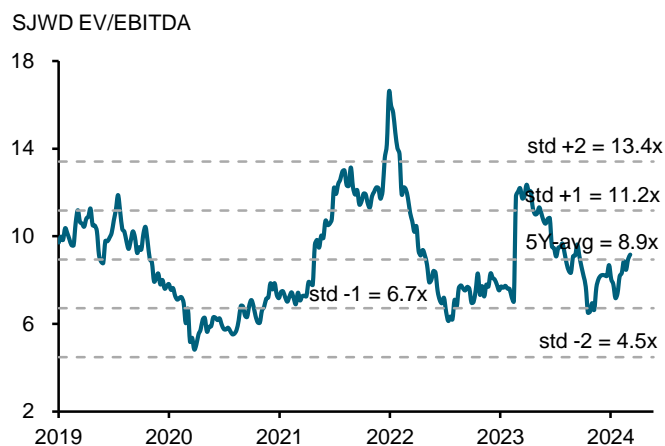
Sources: SJWD, FSSIA estimates

Exhibit 10: One-year rolling forward P/E band



Sources: FSSIA estimates, Bloomberg

Exhibit 11: One-year rolling forward EV/EBITDA band



Sources: FSSIA estimates, Bloomberg

Financial Statements

SCGJWD Logistics

| Profit and Loss (THB m) Year Ending Dec | 2022 | 2023 | 2024E | 2025E | 2026E |
|---|--------------|--------------|--------------|--------------|--------------|
| Revenue | 5,902 | 23,732 | 26,583 | 29,132 | 31,553 |
| Cost of goods sold | (4,538) | (20,559) | (23,051) | (25,192) | (27,220) |
| Gross profit | 1,364 | 3,173 | 3,532 | 3,940 | 4,333 |
| Other operating income | 86 | 230 | 234 | 216 | 222 |
| Operating costs | (894) | (2,149) | (2,172) | (2,348) | (2,562) |
| Operating EBITDA | 1,354 | 2,847 | 3,220 | 3,465 | 3,685 |
| Depreciation | (798) | (1,593) | (1,625) | (1,658) | (1,691) |
| Goodwill amortisation | 0 | 0 | 0 | 0 | 0 |
| Operating EBIT | 556 | 1,254 | 1,595 | 1,807 | 1,994 |
| Net financing costs | (291) | (471) | (518) | (523) | (528) |
| Associates | 332 | 212 | 428 | 460 | 476 |
| Recurring non-operating income | 332 | 212 | 428 | 460 | 476 |
| Non-recurring items | (31) | (17) | 0 | 0 | 0 |
| Profit before tax | 567 | 977 | 1,505 | 1,744 | 1,941 |
| Tax | (49) | (150) | (215) | (257) | (293) |
| Profit after tax | 518 | 827 | 1,290 | 1,487 | 1,648 |
| Minority interests | (14) | (66) | (111) | (114) | (119) |
| Preferred dividends | - | - | - | - | - |
| Other items | - | - | - | - | - |
| Reported net profit | 504 | 761 | 1,179 | 1,373 | 1,529 |
| Non-recurring items & goodwill (net) | 31 | 17 | 0 | 0 | 0 |
| Recurring net profit | 535 | 778 | 1,179 | 1,373 | 1,529 |
| Per share (THB) | | | | | |
| Recurring EPS * | 0.52 | 0.43 | 0.65 | 0.76 | 0.84 |
| Reported EPS | 0.49 | 0.42 | 0.65 | 0.76 | 0.84 |
| DPS | 0.78 | 0.25 | 0.26 | 0.30 | 0.34 |
| Diluted shares (used to calculate per share data) | 1,020 | 1,811 | 1,811 | 1,811 | 1,811 |
| Growth | | | | | |
| Revenue (%) | 15.7 | 302.1 | 12.0 | 9.6 | 8.3 |
| Operating EBITDA (%) | 14.1 | 110.2 | 13.1 | 7.6 | 6.3 |
| Operating EBIT (%) | 15.7 | 125.3 | 27.2 | 13.3 | 10.3 |
| Recurring EPS (%) | 17.8 | (18.1) | 51.4 | 16.5 | 11.4 |
| Reported EPS (%) | (11.8) | (15.0) | 54.8 | 16.5 | 11.4 |
| Operating performance | | | | | |
| Gross margin inc. depreciation (%) | 23.1 | 13.4 | 13.3 | 13.5 | 13.7 |
| Gross margin exc. depreciation (%) | 36.6 | 20.1 | 19.4 | 19.2 | 19.1 |
| Operating EBITDA margin (%) | 22.9 | 12.0 | 12.1 | 11.9 | 11.7 |
| Operating EBIT margin (%) | 9.4 | 5.3 | 6.0 | 6.2 | 6.3 |
| Net margin (%) | 9.1 | 3.3 | 4.4 | 4.7 | 4.8 |
| Effective tax rate (%) | 8.6 | 15.4 | 14.3 | 14.7 | 15.1 |
| Dividend payout on recurring profit (%) | 148.7 | 58.2 | 40.0 | 40.0 | 40.0 |
| Interest cover (X) | 3.1 | 3.1 | 3.9 | 4.3 | 4.7 |
| Inventory days | 14.2 | 2.9 | 2.8 | 3.1 | 3.1 |
| Debtor days | 67.7 | 37.7 | 53.3 | 52.1 | 50.9 |
| Creditor days | 125.2 | 46.0 | 53.2 | 49.1 | 46.2 |
| Operating ROIC (%) | 9.7 | 14.6 | 14.0 | 15.5 | 16.4 |
| ROIC (%) | 7.0 | 5.3 | 4.7 | 5.3 | 5.8 |
| ROE (%) | 15.6 | 6.1 | 5.2 | 6.0 | 6.6 |
| ROA (%) | 6.1 | 4.7 | 4.4 | 4.9 | 5.3 |
| * Pre-exceptional, pre-goodwill and fully diluted | | | | | |
| Revenue by Division (THB m) | | | | | |
| Warehouse & yard management | 2,519 | 3,720 | 4,284 | 4,759 | 5,185 |
| Transportation & Distribution | 1,276 | 11,756 | 13,485 | 14,801 | 16,100 |
| Other logistics business | 653 | 2,505 | 2,493 | 2,652 | 2,830 |
| Overseas | 247 | 2,758 | 3,117 | 3,459 | 3,736 |

Sources: SCGJWD Logistics; FSSIA estimates

Financial Statements

SCGJWD Logistics

| Cash Flow (THB m) Year Ending Dec | 2022 | 2023 | 2024E | 2025E | 2026E |
|-----------------------------------|----------------|----------------|----------------|----------------|----------------|
| Recurring net profit | 535 | 778 | 1,179 | 1,373 | 1,529 |
| Depreciation | 798 | 1,593 | 1,625 | 1,658 | 1,691 |
| Associates & minorities | (332) | (212) | (428) | (460) | (476) |
| Other non-cash items | (14) | 358 | 0 | 43 | (3) |
| Change in working capital | 76 | 243 | (947) | (482) | (569) |
| Cash flow from operations | 1,064 | 2,762 | 1,428 | 2,132 | 2,172 |
| Capex - maintenance | - | - | - | - | - |
| Capex - new investment | (1,041) | (855) | (100) | (50) | (72) |
| Net acquisitions & disposals | - | - | 260 | - | - |
| Other investments (net) | (186) | (485) | (1,296) | (983) | (832) |
| Cash flow from investing | (1,227) | (1,339) | (1,136) | (1,033) | (905) |
| Dividends paid | (262) | (802) | (471) | (549) | (612) |
| Equity finance | 105 | (56) | 0 | 0 | 0 |
| Debt finance | (42) | 887 | (44) | (334) | (941) |
| Other financing cash flows | (197) | (894) | 0 | 0 | 0 |
| Cash flow from financing | (397) | (865) | (515) | (883) | (1,553) |
| Non-recurring cash flows | - | - | - | - | - |
| Other adjustments | 163 | 23 | 5 | 0 | 5 |
| Net other adjustments | 163 | 23 | 5 | 0 | 5 |
| Movement in cash | (397) | 581 | (218) | 216 | (280) |
| Free cash flow to firm (FCFF) | 127.18 | 1,893.50 | 809.62 | 1,621.85 | 1,796.03 |
| Free cash flow to equity (FCFE) | (239.55) | 1,438.86 | 253.31 | 764.88 | 331.91 |

Per share (THB)

| | | | | | |
|-------------------------------|--------|------|------|------|------|
| FCFF per share | 0.07 | 1.05 | 0.45 | 0.90 | 0.99 |
| FCFE per share | (0.13) | 0.79 | 0.14 | 0.42 | 0.18 |
| Recurring cash flow per share | 0.97 | 1.39 | 1.31 | 1.44 | 1.51 |

| Balance Sheet (THB m) Year Ending Dec | 2022 | 2023 | 2024E | 2025E | 2026E |
|---|---------------|---------------|---------------|---------------|---------------|
| Tangible fixed assets (gross) | 7,235 | 11,511 | 11,270 | 11,618 | 11,939 |
| Less: Accumulated depreciation | (2,307) | (3,328) | (3,495) | (3,670) | (3,853) |
| Tangible fixed assets (net) | 4,928 | 8,183 | 7,776 | 7,949 | 8,086 |
| Intangible fixed assets (net) | 1,795 | 19,103 | 18,837 | 18,177 | 17,725 |
| Long-term financial assets | 0 | 1,127 | 1,116 | 1,082 | 1,071 |
| Invest. in associates & subsidiaries | 2,830 | 3,702 | 3,887 | 3,926 | 3,926 |
| Cash & equivalents | 1,133 | 1,714 | 1,495 | 1,711 | 1,431 |
| A/C receivable | 1,138 | 3,764 | 4,006 | 4,310 | 4,495 |
| Inventories | 165 | 134 | 189 | 207 | 224 |
| Other current assets | 99 | 373 | 425 | 466 | 505 |
| Current assets | 2,534 | 5,984 | 6,116 | 6,694 | 6,655 |
| Other assets | 953 | 1,099 | 1,283 | 1,369 | 1,444 |
| Total assets | 13,041 | 39,198 | 39,015 | 39,197 | 38,907 |
| Common equity | 3,117 | 22,330 | 22,637 | 23,061 | 23,478 |
| Minorities etc. | 317 | 975 | 1,005 | 1,035 | 1,066 |
| Total shareholders' equity | 3,434 | 23,305 | 23,642 | 24,096 | 24,544 |
| Long term debt | 4,886 | 10,360 | 10,311 | 9,487 | 8,512 |
| Other long-term liabilities | 326 | 732 | 797 | 830 | 858 |
| Long-term liabilities | 5,213 | 11,092 | 11,109 | 10,317 | 9,370 |
| A/C payable | 1,697 | 3,083 | 3,158 | 3,175 | 3,281 |
| Short term debt | 2,593 | 1,544 | 1,550 | 2,041 | 2,074 |
| Other current liabilities | 104 | 174 | 189 | 138 | 149 |
| Current liabilities | 4,394 | 4,801 | 4,897 | 5,354 | 5,505 |
| Total liabilities and shareholders' equity | 13,041 | 39,198 | 39,647 | 39,766 | 39,419 |
| Net working capital | (400) | 1,014 | 1,273 | 1,670 | 1,793 |
| Invested capital | 10,107 | 34,228 | 34,173 | 34,173 | 34,046 |

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

Per share (THB)

| | | | | | |
|-------------------------------|------|-------|-------|-------|-------|
| Book value per share | 3.06 | 12.33 | 12.50 | 12.73 | 12.96 |
| Tangible book value per share | 1.30 | 1.78 | 2.10 | 2.70 | 3.18 |

Financial strength

| | | | | | |
|---------------------------|-------|------|------|------|------|
| Net debt/equity (%) | 184.8 | 43.7 | 43.8 | 40.7 | 37.3 |
| Net debt/total assets (%) | 48.7 | 26.0 | 26.6 | 25.0 | 23.5 |
| Current ratio (x) | 0.6 | 1.2 | 1.2 | 1.3 | 1.2 |
| CF interest cover (x) | 3.8 | 5.9 | 1.7 | 2.6 | 1.8 |

| Valuation | 2022 | 2023 | 2024E | 2025E | 2026E |
|---|-------------|-------------|-------------|-------------|-------------|
| Recurring P/E (x) * | 31.4 | 38.4 | 25.4 | 21.8 | 19.5 |
| Recurring P/E @ target price (x) * | 43.8 | 53.5 | 35.3 | 30.3 | 27.2 |
| Reported P/E (x) | 33.4 | 39.3 | 25.4 | 21.8 | 19.5 |
| Dividend yield (%) | 4.7 | 1.5 | 1.6 | 1.8 | 2.0 |
| Price/book (x) | 5.4 | 1.3 | 1.3 | 1.3 | 1.3 |
| Price/tangible book (x) | 12.7 | 9.3 | 7.9 | 6.1 | 5.2 |
| EV/EBITDA (x) ** | 17.3 | 14.4 | 12.8 | 11.8 | 10.9 |
| EV/EBITDA @ target price (x) ** | 22.2 | 18.6 | 16.5 | 15.2 | 14.1 |
| EV/invested capital (x) | 2.3 | 1.2 | 1.2 | 1.2 | 1.2 |

* 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

★ ★ ★

42.41 /100

Exhibit 12: 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 13: 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; FSSIA's compilation

Exhibit 14: ESG score by Bloomberg

| FY ending Dec 31 | FY 2019 | FY 2020 | FY 2021 | FY 2022 |
|---|--------------|--------------|--------------|--------------|
| ESG financial materiality scores - ESG score | — | — | 3.52 | 3.44 |
| BESG environmental pillar score | — | — | 1.04 | 1.04 |
| BESG social pillar score | — | — | 6.18 | 5.76 |
| BESG governance pillar score | — | — | 5.52 | 5.64 |
| ESG disclosure score | 33.18 | 33.81 | 41.46 | 41.46 |
| 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 |
| Environmental | | | | |
| 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 15: 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 | — | — | — | — |
| Social | | | | |
| 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 |
| Governance | | | | |
| Board size | 9 | 9 | 9 | 12 |
| No. of independent directors (ID) | 3 | 3 | 3 | 5 |
| 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 |
| No. of executives / company managers | 7 | 7 | 6 | 6 |
| No. of female executives | 1 | 1 | 1 | 1 |
| 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 | 5 | 5 | 4 |
| Audit meeting attendance % | 100 | 100 | 100 | 100 |
| Size of compensation committee | 3 | 3 | 3 | 3 |
| 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 |
| Size of nomination committee | 3 | 3 | 3 | 3 |
| No. of nomination committee meetings | 2 | 2 | 2 | 3 |
| Nomination meeting attendance % | 100 | 100 | 100 | 89 |
| 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 Sustainability | The Sustainability's 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. | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 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. | <table border="1"> <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> <p>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.</p> | NEGL | Low | Medium | High | Severe | 0-10 | 10-20 | 20-30 | 30-40 | 40+ | | | | | | | | | | | | | | | | | | |
| NEGL | Low | Medium | High | Severe | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 0-10 | 10-20 | 20-30 | 30-40 | 40+ | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 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="0"> <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> </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 | |
| 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 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 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

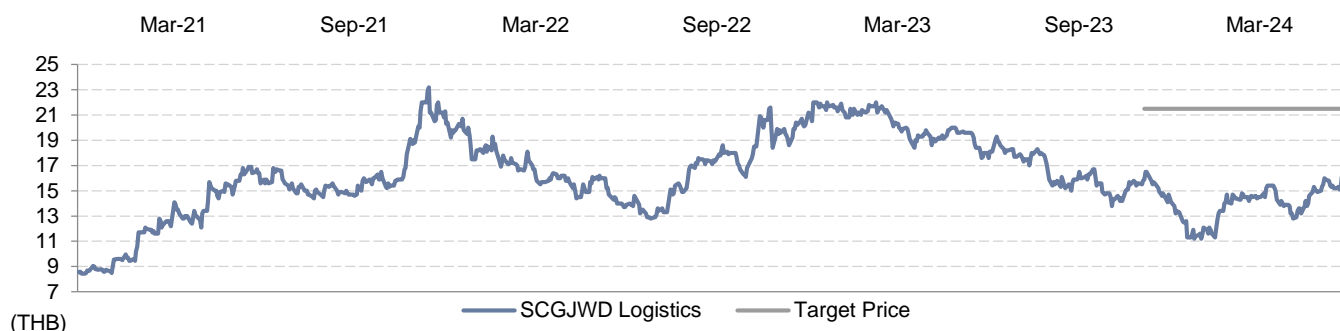
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History of change in investment rating and/or target price

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 16.50 | 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 07-Mar-2024 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.