

SAMART AVIATION SOLUTIONS

THAILAND / TRANSPORT & LOGISTICS

Soaring earnings ahead

- Expect 3Q24 net profit to grow by 24% y-y to THB113m, driven by strong international flight and overflight volumes.
- AirAsia Cambodia to open a route to Singapore in Nov; new Siem Reap Angkor and Techo Airport to drive flight volume in 2025.
- Maintain BUY with a 2025 DCF-derived TP of THB27/shr.

Strong 3Q24E core profit despite the low season

We estimate that 3Q24 international landing and take-off volumes should grow by 10-12% y-y (c55% of pre-Covid) thanks to AirAsia Cambodia, which started international flights in July. The overflight volume should grow by 6-8% y-y (c98% of pre-Covid), as Typhoon Yagi hit Vietnam, forcing airlines to reroute their flights over Cambodia resulting in a 20% increase in volume compared to the normal level in early Sep. Revenue per flight is likely to fall by 5% q-q due to THB appreciation against the USD. Overall, we expect 3Q24 revenue to grow by 9% y-y and core profit without withholding tax (WHT) to grow 18% y-y to THB122m. SAV should book WHT of THB9-10m, leading to a net profit of THB113m (+24% y-y, -3% q-q). Excluding FX impact, its net profit would hit a new record high.

Cambodia tourist arrivals continue to recover

According to [Bernama](#), Angkor Wat (located in Siem Reap) received almost 700k tourists in 9M24, increasing by 30% y-y thanks to the new Siem Reap Angkor International Airport, which began operating in Nov 2023 and can serve 4E-class aircraft (i.e. B747 and A340). AirAsia Cambodia also announced a new route from Siem Reap to Singapore (daily flight) commencing in Nov. The Cambodian government expects tourist arrivals to grow from 5.5m in 2023 to 6.0m in 2024 and 7.0m in 2025 (vs pre-Covid level of 6.6m). The key driver in 2025 is the new Techo International Airport, a new 4F-class (for the largest aircraft, i.e. A380) which would replace the existing Phnom Penh international airport.

Expect 2025 core profit to jump by 31% to THB570m

We expect flight volume to grow further by 18% in 2025; equivalent to 91% of pre-Covid. We estimate the overflight volume to exceed pre-Covid by 9%, while the international and domestic volume should still be below pre-Covid. As overflight has a higher gross profit margin, we expect core profit to jump by 31% y-y to THB570m, (vs pre-Covid profit of THB499m).

Roll forward DCF to 2025; several upsides lie ahead

We roll forward our DCF-based valuation to 2025 and derive a new TP of THB27/shr. SAV is trading at an attractive valuation of 25x 2025E P/E. Upsides and catalysts are an opportunity in Laos' air navigation services and the potential to raise tariffs by 5-7% in 2025.

SAV TB

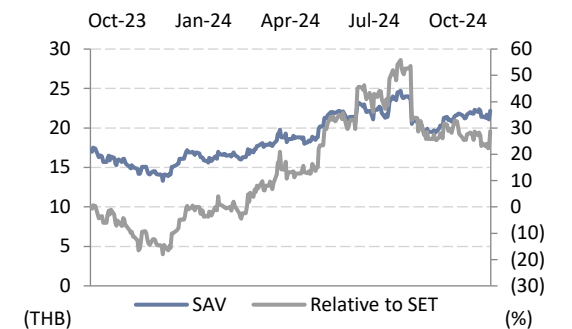
BUY

UNCHANGED

TARGET PRICE	THB27.00
CLOSE	THB22.20
UP/DOWNSIDE	+21.6%
PRIOR TP	THB25.00
CHANGE IN TP	+8.0%
TP vs CONSENSUS	+3.9%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	1,644	1,761	2,105	2,354
Net profit	272	436	570	675
EPS (THB)	0.42	0.68	0.89	1.05
vs Consensus (%)	-	(1.0)	8.8	5.2
EBITDA	579	706	897	1,031
Recurring net profit	280	436	570	675
Core EPS (THB)	0.44	0.68	0.89	1.05
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	33.8	55.8	30.6	18.5
Core P/E (x)	50.8	32.6	24.9	21.0
Dividend yield (%)	3.4	1.8	2.4	2.9
EV/EBITDA (x)	23.9	19.3	14.8	12.5
Price/book (x)	11.1	9.0	7.0	6.0
Net debt/Equity (%)	(27.4)	(35.6)	(47.7)	(57.8)
ROE (%)	34.7	30.5	31.6	30.9



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	2.8	0.5	27.6
Relative to country (%)	(2.8)	(9.5)	28.2
Mkt cap (USD m)	430		
3m avg. daily turnover (USD m)	1.2		
Free float (%)	41		
Major shareholder	Samart U-trans Co., Ltd. (60%)		
12m high/low (THB)	24.70/13.00		
Issued shares (m)	640.00		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

SAV's earnings are in a growth cycle. We expect the flight volume to surpass its pre-Covid level by 2025, driven mainly by pent-up demand from Chinese tourists, which accounted for 36% of tourist arrivals in Cambodia and 32% in Vietnam in 2019.

More than half of its expenses are fixed costs. Thus, additional net revenue after revenue sharing to SSCA (a Cambodian government entity) from larger flight volumes should flow to its bottom line, resulting in a better margin.

Given the low-capex nature of its business, we expect strong free cash flow that should translate into higher dividends going forward.

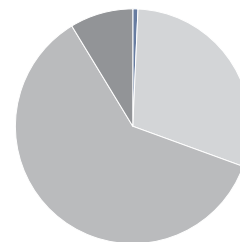
Company profile

SAV holds a 100% stake in Cambodian Air Traffic Services Co Ltd (CATS). CATS owns the exclusive rights to operate air traffic control services at all airports in Cambodia pursuant to the concession agreement granted by the Royal Government of Cambodia. The concession started in 2002 and ends in 2051.

www.samartaviation.com

Principal activities (revenue, 2023)

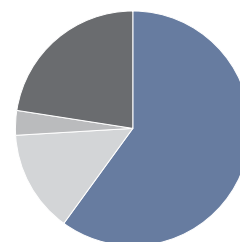
- Landing and Take-off - Domestic - 0.7 %
- Landing and Take-off - International - 29.9 %
- Overflight - 60.7 %
- Concession income - 8.7 %



Source: Samart Aviation Solutions

Major shareholders

- Samart U-trans Co., Ltd. - 60.0 %
- Samart Inter-holding Ltd. - 14.1 %
- Mrs. Charunee Chinwongvorakul - 3.4 %
- Others - 22.6 %



Source: Samart Aviation Solutions

Catalysts

Key potential growth drivers include 1) a faster recovery in flight volume in line with the global tourism recovery; 2) strong pent-up demand from Chinese tourists; and 3) new airports, which should attract more flights.

Risks to our call

Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a slower-than-expected recovery in international tourist numbers; and 3) delays in Cambodia's new airport projects.

Event calendar

Date	Event
Nov 2024	3Q24 results announcement

Key assumptions

	2024E	2025E	2026E
	(%)	(%)	(%)
Domestic flight volume growth	10.0	59.1	30.0
International flight volume growth	17.8	33.3	12.0
Overflight volume growth	21.1	9.5	8.0
Total flight growth	19.5	18.4	10.9
THB/USD	36.00	36.00	36.00

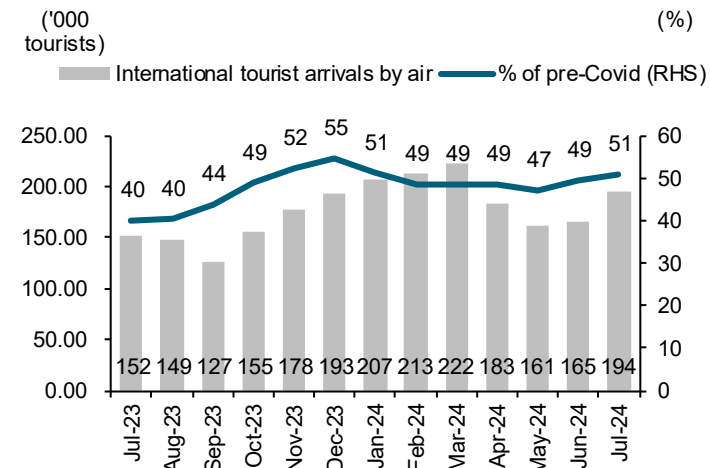
Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in flight volume, we project a 2025 profit increase of 2%, and vice versa, all else being equal.
- For every 1% increase in tariff, we project a 2025 profit increase of 2%, and vice versa, all else being equal.

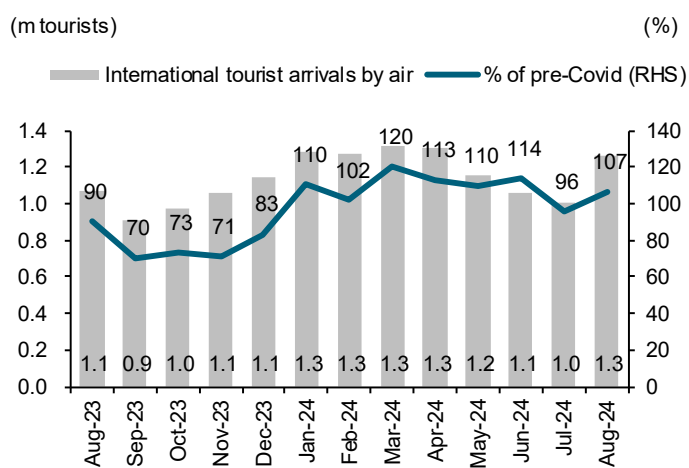
Source: FSSIA estimates

Exhibit 1: Cambodia's international tourist arrivals by air recovery trend



Note: Excludes tourist arrivals by land and sea
Source: Cambodia's Ministry of Tourism

Exhibit 2: Vietnam's international tourist arrivals by air recovery trend



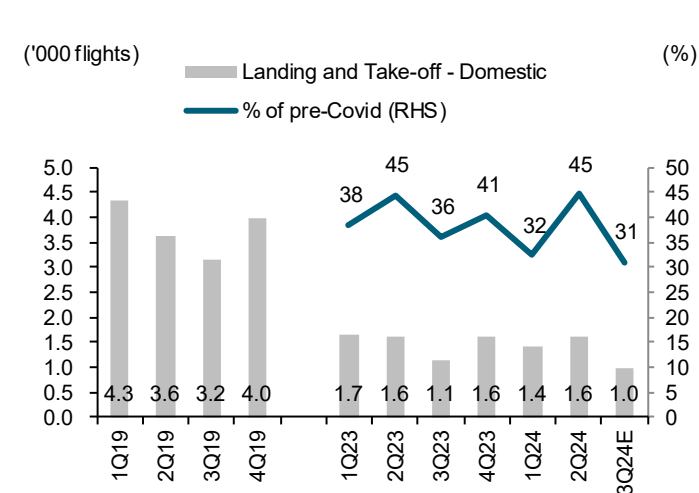
Note: Excludes tourist arrivals by land and sea
Source: Vietnam National Administration of Tourism, Ministry of Culture, Sports & Tourism

Exhibit 3: Two new airports scheduled to open by 2H24 and 2025



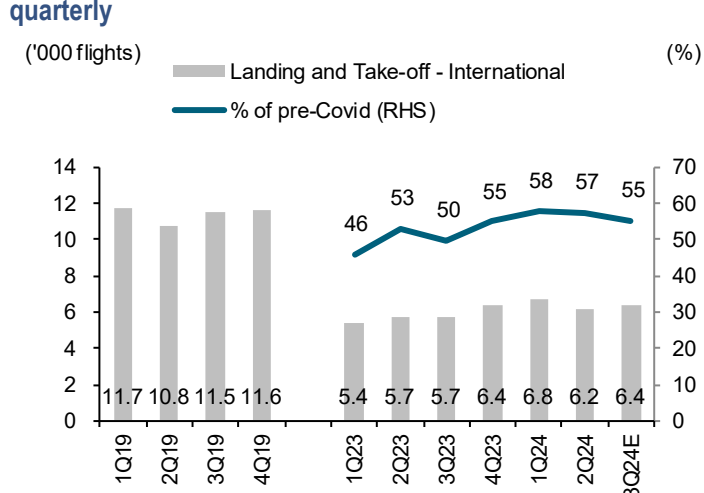
Source: SAV

Exhibit 4: Domestic landing and take-off volumes, quarterly



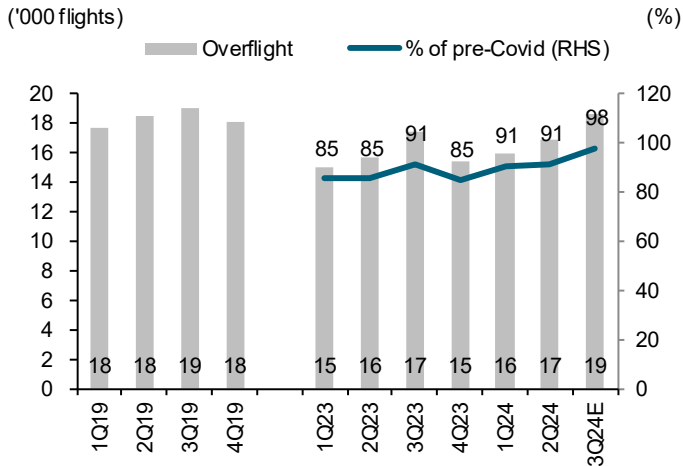
Sources: SAV; FSSIA estimates

Exhibit 5: International landing and take-off volumes, quarterly



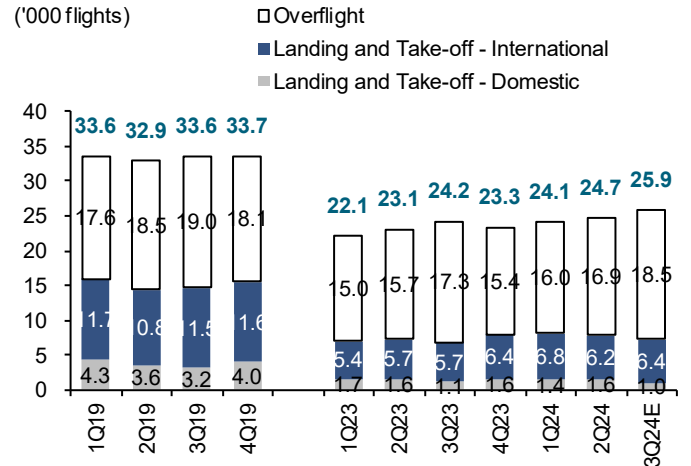
Sources: SAV; FSSIA estimates

Exhibit 6: Overflight volume, quarterly



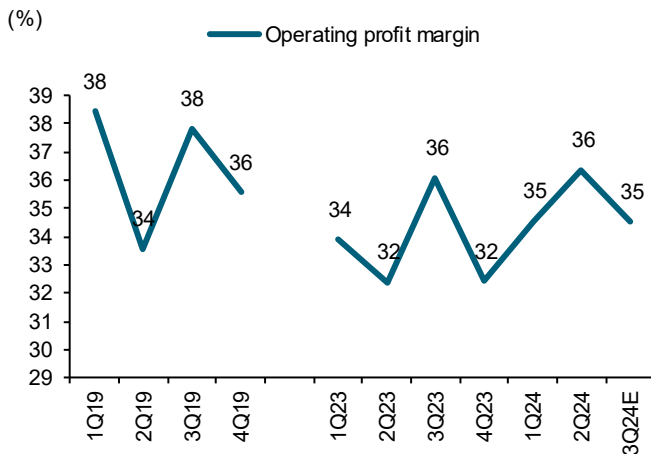
Sources: SAV; FSSIA estimates

Exhibit 7: Total flight volume, quarterly



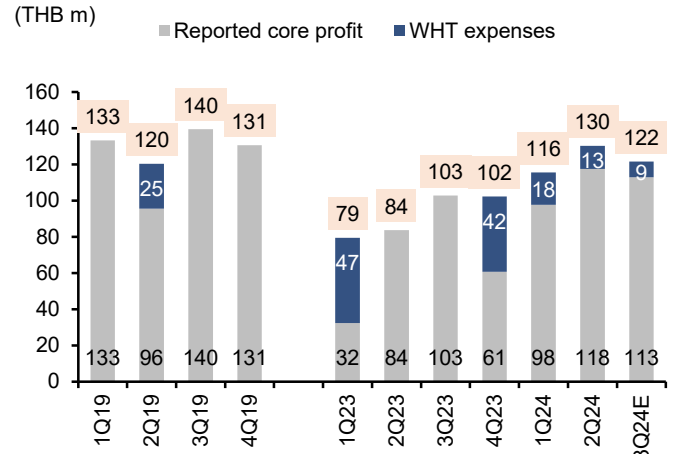
Sources: SAV; FSSIA estimates

Exhibit 8: Operating profit margin



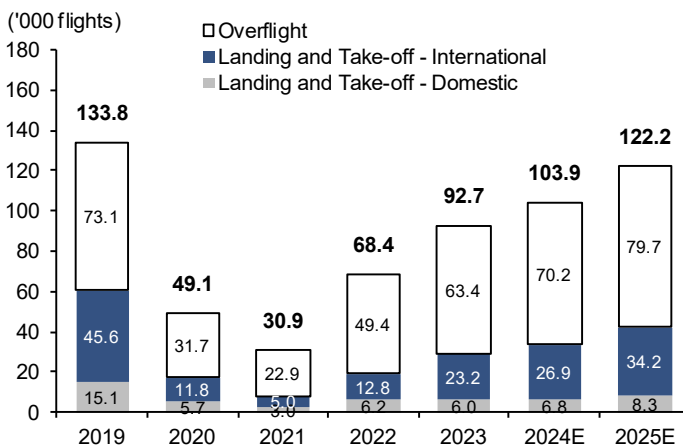
Sources: SAV; FSSIA estimates

Exhibit 9: Core profit without withholding tax (WHT) expenses



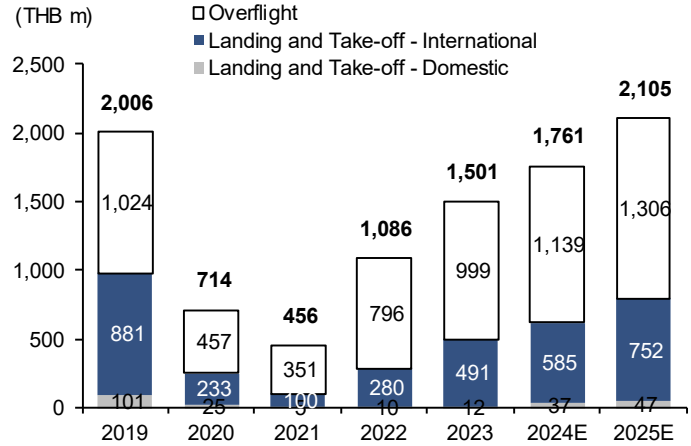
Note: Excludes FX gain/loss
Sources: SAV; FSSIA estimates

Exhibit 10: Flight volume forecast



Sources: SAV; FSSIA estimates

Exhibit 11: Revenue forecast



Note: Excludes concession revenue
Sources: SAV; FSSIA estimates

Exhibit 12: Flight schedule of AirAsia Cambodia from Siem Riep to Singapore

Routes	Flight No	Departure	Arrival	Frequency
Singapore - Siem Reap	KT 321	12:40	13:55	Daily
Siem Reap - Singapore	KT 320	8:45	12:00	Daily

Source: [AirAsia](#)

Exhibit 13: SAV – 3Q24 results preview

	3Q23	4Q23	1Q24	2Q24	3Q24E	----- Change -----		2023	2024E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Sales	401	534	408	440	439	(0)	9	1,644	1,761	7
- Service income	401	391	408	440	439	(0)	9			
- Concession revenue	0	143	0	0						
COGS (Incl. depreciation)	(187)	(338)	(205)	(210)	(215)	2	15	(866)	(845)	(2)
Gross profit	214	196	203	229	223	(3)	5	779	916	18
SG&A	(67)	(67)	(61)	(68)	(70)	3	4	(264)	(280)	6
Operating profit	146	129	142	161	153	(5)	5	515	636	24
Other income	7	3	11	2	2	0	(73)	22	14	(36)
Other expenses	(2)	(44)	(19)	(14)	(11)	(24)	484	(97)	(68)	(29)
Withholding tax (WHT)	0	(42)	(18)	(13)	(9)			(89)	(60)	(32)
Other	(2)	(3)	(1)	(1)	(2)	53	9	(8)	(8)	0
Interest expense	(20)	(4)	(5)	(1)	(1)	0	(93)	(69)	(2)	(98)
Pretax profit	131	84	129	148	143	(3)	9	370	580	57
Income Tax	(28)	(23)	(31)	(30)	(30)	0	6	(90)	(144)	59
Associates	0	0	0	0	0			0	0	
Minority interest	0	0	0	0	0			0	0	
Core profit	103	61	98	118	113	(4)	10	280	436	56
Core profit without WHT	103	102	116	130	122	(7)	18	368	496	35
Extraordinaries, GW & FX	(12)	6	(3)	(1)	0			(8)	0	
FX gain/loss	(12)	6	(3)	(0)				(9)	0	
Others	(1)	0	(1)	(1)				1	0	
Reported net profit	91	67	94	116	113	(3)	24	272	436	61
Shares out (end Q, m)	640	640	640	640	640	0	0	640	640	0
Core EPS	0.16	0.09	0.15	0.18	0.18	(4)	10	0.44	0.68	56
EPS	0.14	0.10	0.15	0.18	0.18	(3)	24	0.42	0.68	61
COGS (Excl. depreciation)	(172)	(321)	(188)	(193)	(198)	2	15	(801)	(776)	(3)
Depreciation	(15)	(17)	(17)	(17)	(17)	0	16	(64)	(70)	8
EBITDA	168	149	170	180	172	(4)	2	607	446	(27)
Key ratios						(ppt)	(ppt)			(ppt)
Gross margin (%)	53	50	50	52	51	(1)	(2)	47	52	5
SG&A/Revenue (%)	17	17	15	15	16	0	(1)	31	33	3
EBITDA margin (%)	42	38	42	41	39	(2)	(3)	66	69	3
Net profit margin (%)	23	17	23	26	26	(1)	3	(8)	(5)	3
Operating stats										
Landing and Take-off - Domestic ('000 flights)	1.1	1.6	1.4	1.6	1.0			6.0	6.8	
Landing and Take-off - International ('000 flights)	5.7	6.4	6.8	6.2	6.4			23.2	26.9	
Overflight ('000 flights)	17.3	15.4	16.0	16.9	18.5			63.4	70.2	
Total ('000 flights)	24.2	23.3	24.1	24.7	25.9			92.7	103.9	

Sources: SAV; FSSIA estimates

Exhibit 14: DCF-derived TP

Cost of equity assumptions		(%)	Cost of debt assumptions		(%)
Risk-free rate		3.0	Pre-tax cost of debt		6.0
Market risk premium		8.0	Marginal tax rate		20.0
Stock beta		0.7			
Cost of equity, Ke		8.7	Net cost of debt, Kd		4.8
Weight applied		100.0	Weight applied		0.0
WACC		8.7			
DCF valuation estimate		(THB b)	(THB/share)	Comments	
NPV		16.3	25.5	WACC 8.7%, Risk-free rate 3%, Risk premium 8%	
Terminal value		0.0	0.0	Terminal growth 2.5%	
Cash & liquid assets		1.0	1.5	At end-2024E	
Investments		0.0	0.0	At end-2024E	
Debt		0.0	0.0	At end-2024E	
Minorities		0.0	0.0	At end-2024E	
Residual ordinary equity		17.3	27.0		

Source: FSSIA estimates

Exhibit 15: Airport sector peer comparisons as of 4 October 2024

Company	BBG	Rec	--- Share price ---		Market cap	3Y EPS CAGR	----- PE -----			--- ROE ---		--- PBV ---		--- EV/ EBITDA ---		
			Current	Target			24E	25E	26E	24E	25E	24E	25E	24E	25E	26E
			(THB)	(THB)			(USD m)	(%)	(x)	(x)	(x)	(%)	(%)	(x)	(x)	(x)
Thailand																
Airports of Thailand*+	AOT TB	BUY	64.00	65.00	27,669	49	47.6	36.3	26.5	16.0	18.2	7.1	6.3	22.7	18.8	16.0
Malaysia																
Malaysia Airports	MAHB MK	n/a	10.40	NR	4,115	31	22	20	18	10.1	11.1	2.3	2.1	8.0	7.5	7.2
China																
Beijing Capital Intl -A	694 HK	n/a	3.30	NR	1,945	(43)	n/a	42	18	(2.6)	3.2	0.9	0.9	17.8	10.2	8.1
Hainan Meilan Intl	357 HK	n/a	8.60	NR	524	(164)	n/a	18	9	(0.8)	9.6	0.9	0.9	9.1	5.5	4.6
Shanghai Intl Airport-A	600009 CH	n/a	38.42	NR	13,622	(198)	46	31	26	5.0	7.1	2.3	2.1	20	16.2	14.2
Guangzhou Baiyun Intl	600004 CH	n/a	10.46	NR	3,527	(231)	24.2	20.5	23.1	5.6	6.5	1.3	1.3	7.7	7.1	7.0
Shenzhen Airport -A	000089 CH	n/a	7.09	NR	2,072	(360)	35	22.7	20.3	3.6	5.3	1.3	1.2	13	11.2	10.7
Xiamen Int Airport -A	600897 CH	n/a	14.74	NR	876	71	13	11.7	9	11.2	11.2	1.4	1.3	4.5	4.2	3.9
Australia																
Auckland Intl Airport**	AIA AU	n/a	6.70	NR	7,525	n/a	38	34.7	32.4	3.3	3.5	1.2	1.2	20.9	18.4	16.1
Japan																
Japan Airport Termini***	9706 JP	n/a	5,386	NR	3,368	(165)	26	24.9	23.3	11.2	10.2	2.8	2.6	10	9.6	9.2
Average					65,243	(203)	31.4	26.2	20.6	6.3	8.6	2.1	2.0	13.5	10.9	9.7

The Chairman of The Audit Committee and Independent Director of Finansia Syrus Securities PCL is also AOT's Chairman of Board of Directors

*Fiscal year-end is 30 September; ** Fiscal year-end is 30 June; *** Fiscal year-end is 31 March

Sources: Bloomberg consensus; +FSSIA estimates

Exhibit 16: ANSP peer comparisons as of 4 October 2024

Company	BBG	Rec	--- Share price ---		Market Cap	3Y EPS CAGR	----- PE -----			--- ROE ---		--- PBV ---		--- EV/ EBITDA ---		
			Current	Target			24E	25E	26E	24E	25E	24E	25E	24E	25E	26E
			(THB)	(THB)			(USD m)	(%)	(x)	(x)	(x)	(%)	(%)	(x)	(x)	(x)
Thailand																
Samart Aviation Solutions	SAV TB	BUY	22.20	27.00	430	34	32.6	24.9	21.0	30.5	31.6	9.0	7.0	19.3	14.8	12.5
Italy																
Enav SpA	ENAV IM	NR	3.90	NR	2,316	5	19.5	16.7	15.6	9.2	10.0	1.8	1.6	8.8	8.0	8.0
Average					2,746	26	26.0	20.8	18.3	19.8	20.8	5.4	4.3	14.1	11.4	10.2

Sources: Bloomberg; FSSIA estimates

Financial Statements

Samart Aviation Solutions

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	1,218	1,644	1,761	2,105	2,354
Cost of goods sold	(688)	(866)	(845)	(991)	(1,098)
Gross profit	530	779	916	1,114	1,256
Other operating income	-	-	-	-	-
Operating costs	(237)	(264)	(280)	(291)	(303)
Operating EBITDA	361	579	706	897	1,031
Depreciation	(68)	(64)	(70)	(75)	(78)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	293	515	636	823	953
Net financing costs	(54)	(148)	(60)	(69)	(60)
Associates	-	-	-	-	-
Recurring non-operating income	2	3	4	4	4
Non-recurring items	11	(8)	0	0	0
Profit before tax	253	362	580	757	898
Tax	(54)	(90)	(144)	(188)	(223)
Profit after tax	200	272	436	570	675
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	200	272	436	570	675
Non-recurring items & goodwill (net)	(11)	8	0	0	0
Recurring net profit	188	280	436	570	675
Per share (THB)					
Recurring EPS *	0.33	0.44	0.68	0.89	1.05
Reported EPS	0.35	0.42	0.68	0.89	1.05
DPS	0.00	0.75	0.41	0.53	0.63
Diluted shares (used to calculate per share data)	576	640	640	640	640
Growth					
Revenue (%)	167.2	35.0	7.1	19.5	11.9
Operating EBITDA (%)	1,770.3	60.2	21.9	27.1	14.9
Operating EBIT (%)	nm	75.6	23.6	29.3	15.9
Recurring EPS (%)	nm	33.8	55.8	30.6	18.5
Reported EPS (%)	nm	22.5	60.6	30.6	18.5
Operating performance					
Gross margin inc. depreciation (%)	43.5	47.4	52.0	52.9	53.3
Gross margin exc. depreciation (%)	49.1	51.3	56.0	56.4	56.7
Operating EBITDA margin (%)	29.7	35.2	40.1	42.6	43.8
Operating EBIT margin (%)	24.1	31.3	36.1	39.1	40.5
Net margin (%)	15.5	17.0	24.8	27.1	28.7
Effective tax rate (%)	17.7	10.0	0.0	12.0	12.0
Dividend payout on recurring profit (%)	-	171.5	60.0	60.0	60.0
Interest cover (X)	5.5	3.5	10.7	11.9	16.0
Inventory days	-	-	-	-	-
Debtor days	34.9	36.4	33.6	27.7	24.4
Creditor days	78.1	91.4	102.3	92.9	95.5
Operating ROIC (%)	18.3	37.5	58.9	63.2	74.1
ROIC (%)	16.0	34.4	59.3	63.6	74.5
ROE (%)	78.1	34.7	30.5	31.6	30.9
ROA (%)	12.1	20.0	25.4	27.8	26.9
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Landing and Take-off - Domestic	10	12	37	47	64
Landing and Take-off - International	280	491	585	752	865
Overflight	796	999	1,139	1,306	1,425
Concession income	131	143	0	0	0

Sources: Samart Aviation Solutions; FSSIA estimates

Financial Statements

Samart Aviation Solutions

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	188	280	436	570	675
Depreciation	68	64	70	75	78
Associates & minorities	0	0	0	0	0
Other non-cash items	7	97	68	78	74
Change in working capital	(165)	536	(2)	51	38
Cash flow from operations	99	977	573	773	866
Capex - maintenance	-	-	-	-	-
Capex - new investment	(144)	(193)	(162)	(162)	(54)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	18	0	(68)	(78)	(74)
Cash flow from investing	(126)	(193)	(230)	(240)	(128)
Dividends paid	0	(480)	(128)	(134)	(342)
Equity finance	(2)	1,145	0	0	0
Debt finance	239	(1,259)	(170)	0	0
Other financing cash flows	0	(9)	0	0	0
Cash flow from financing	236	(603)	(298)	(134)	(342)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	210	182	44	400	396
Free cash flow to firm (FCFF)	29.35	853.81	343.76	533.27	737.32
Free cash flow to equity (FCFE)	212.49	(483.45)	171.73	533.27	737.32

Per share (THB)

FCFF per share	0.05	1.33	0.54	0.83	1.15
FCFE per share	0.33	(0.76)	0.27	0.83	1.15
Recurring cash flow per share	0.46	0.69	0.90	1.13	1.29

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	2,006	2,188	2,350	2,512	2,566
Less: Accumulated depreciation	(999)	(1,052)	(1,122)	(1,197)	(1,274)
Tangible fixed assets (net)	1,007	1,136	1,228	1,316	1,292
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	240	0	0	0	0
Cash & equivalents	339	520	564	964	1,359
A/C receivable	165	163	161	159	156
Inventories	0	0	0	0	0
Other current assets	496	62	66	79	88
Current assets	1,000	745	791	1,201	1,603
Other assets	2	0	0	0	0
Total assets	2,249	1,881	2,020	2,517	2,895
Common equity	339	1,276	1,584	2,020	2,353
Minorities etc.	0	0	0	0	0
Total shareholders' equity	339	1,276	1,584	2,020	2,353
Long term debt	1,171	170	0	0	0
Other long-term liabilities	252	107	107	107	107
Long-term liabilities	1,423	277	107	107	107
A/C payable	180	221	214	253	281
Short term debt	259	0	0	0	0
Other current liabilities	48	108	115	138	154
Current liabilities	487	328	329	390	435
Total liabilities and shareholders' equity	2,249	1,881	2,020	2,517	2,895
Net working capital	433	(104)	(102)	(153)	(191)
Invested capital	1,682	1,032	1,127	1,163	1,101

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

Per share (THB)

Book value per share	0.59	1.99	2.48	3.16	3.68
Tangible book value per share	0.59	1.99	2.48	3.16	3.68

Financial strength

Net debt/equity (%)	321.5	(27.4)	(35.6)	(47.7)	(57.8)
Net debt/total assets (%)	48.5	(18.6)	(27.9)	(38.3)	(47.0)
Current ratio (x)	2.1	2.3	2.4	3.1	3.7
CF interest cover (x)	7.6	(1.0)	6.6	11.0	14.2

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	67.9	50.8	32.6	24.9	21.0
Recurring P/E @ target price (x) *	82.6	61.7	39.6	30.3	25.6
Reported P/E (x)	64.1	52.3	32.6	24.9	21.0
Dividend yield (%)	-	3.4	1.8	2.4	2.9
Price/book (x)	37.7	11.1	9.0	7.0	6.0
Price/tangible book (x)	37.7	11.1	9.0	7.0	6.0
EV/EBITDA (x) **	38.4	23.9	19.3	14.8	12.5
EV/EBITDA @ target price (x) **	46.0	29.2	23.7	18.2	15.4
EV/invested capital (x)	8.3	13.4	12.1	11.4	11.7

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

Sources: Samart Aviation Solutions; FSSIA estimates

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. <table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+										
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0-10	10-20	20-30	30-40	40+																		
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><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="3">Average:</td><td rowspan="3">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></tr><tr><td>B</td><td>1.429-2.856</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
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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

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

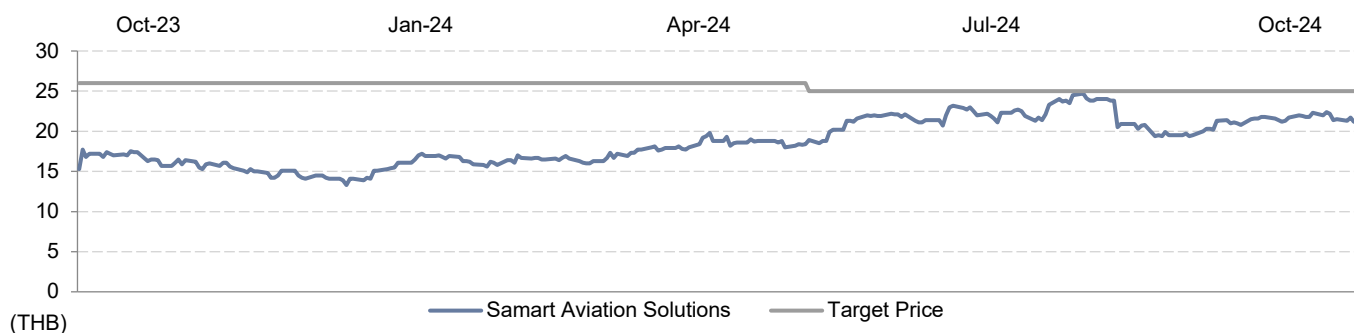
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s)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

Samart Aviation Solutions (SAV TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
25-Sep-2023	BUY	26.00	25-Apr-2024	BUY	25.00	-	-	-

Teerapol Udomvej, CFA started covering this stock from 25-Sep-2023

Price and TP are in local currency

Source: FSSIA estimates

Airports of Thailand (AOT TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
11-Nov-2021	BUY	80.00	29-Nov-2023	BUY	76.00	01-Aug-2024	BUY	65.00
26-Nov-2021	BUY	79.00	14-Feb-2024	BUY	75.00			
02-Jun-2022	BUY	85.00	25-Jun-2024	BUY	70.00			

Teerapol Udomvej, CFA started covering this stock from 10-Sep-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Samart Aviation Solutions	SAV TB	THB 22.20	BUY	Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a slower-than-expected recovery in international tourist numbers; and 3) delays in Cambodia's new airport projects.
Airports of Thailand	AOT TB	THB 64.00	BUY	Downside risks to our DCF-based target price include 1) a slowdown in the recovery of international passengers; 2) delays in the Suvarnabhumi Airport expansions (satellite terminal and northern expansion); and 3) the termination of the duty-free concession contracts from King Power.

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 04-Oct-2024 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price* - current price) / 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.