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## SPOTLIGHT ON THAILAND

## **Published Reports**

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## **Results Comments**

- Bangkok Chain Hospital (BCH TB, BUY, TP THB22.00) 2Q24 core profit dropped by 3% y-y to THB277m. Excluding one-off, it would grow by 19% y-y to THB337m, in line with our estimate.
- Chularat Hospital (CHG TB, BUY, THB3.6TP) 2Q24 core profit dropped by 7% y-y to THB192m. Excluding one-off, it would grow by 14% y-y to THB234m, in line with our estimate.

| Indices           | Index      | Change     | Change      | Net Foreign |
|-------------------|------------|------------|-------------|-------------|
|                   | as of      | -1D        | YTD         | YTD         |
|                   | 15-Aug-24  | (%)        | (%)         | (USD m)     |
| Thailand SET      | 1,290      | (0.2)      | (8.9)       | (3,321)     |
| China SHCOMP      | 2,877      | 0.9        | (3.3)       |             |
| Hong Kong HSI     | 17,109     | (0.0)      | 0.4         |             |
| India SENSEX +    | 79,106     | 0.2        | 9.5         | 1,793       |
| Indonesia JCI     | 7,410      | (0.4)      | 1.9         | 277         |
| Korea KOSPI +     | 2,645      | 0.9        | (0.4)       | 17,061      |
| MY FBMKLCI        | 1,613      | 0.0        | 10.9        |             |
| PH PCOMP          | 6,693      | (0.2)      | 3.8         | (486        |
| SG FSSTI          | 3,316      | 0.9        | 2.3         |             |
| Taiwan TWSE       | 21,895     | (0.6)      | 22.1        | (9,740)     |
| VN VNINDEX        | 1,224      | (0.6)      | 8.3         | (2,069)     |
| MSCI Emerging     | 1,076      | (0.1)      | 5.1         |             |
| Nikkei 225        | 36,727     | 0.8        | 9.7         |             |
| FTSE 100          | 8,347      | 0.8        | 7.9         |             |
| CAC 40            | 7,423      | 1.2        | (1.6)       |             |
| DAX               | 18,183     | 1.7        | 8.5         |             |
| Dow Jones         | 40,563     | 1.4        | 7.6         |             |
| Nasdaq            | 17,595     | 2.3        | 17.2        |             |
| S&P 500           | 5,543      | 1.6        | 16.2        |             |
| Brent             | 81.04      | 1.6        | 5.2         |             |
| Dubai             | 80.03      | (1.0)      | 4.6         |             |
| WTI               | 78.16      | (0.3)      | 8.8         |             |
| GOLD              | 2,456.79   | (0.0)      | 19.1        |             |
| Trade data        | Buy        | Sell       | Net         | Share (%)   |
| (THB m)           | (THB m)    | (THB m)    | (THB m)     | (THB m)     |
| Foreign           | 20,075     | 20,591     | (516)       | 49          |
| Retail            | 14,840     | 13,719     | 1,121       | 35          |
| Prop Trade        | 2,834      | 2,147      | 687         | e           |
| Local Institution | 3,561      | 4,853      | (1,292)     | 10          |
| Total Trade       | 41,309     | 41,309     | (0)         | 100         |
| Rates             | Last close | 1M ago     | End last yr | 1yr ago     |
|                   | 15/08/2024 | 15/07/2024 | 29/12/2023  | 15/08/2023  |
| THB/USD           | 34.98      | 36.21      | 34.14       | 35.39       |
| Inflation *       | 0.83       | 0.62       | (0.83)      | 0.38        |
| MLR **            | 7.12       | 7.12       | 7.12        | 6.87        |
| 1Y Fixed *        | 1.65       | 1.65       | 1.65        | 1.41        |
| Govt bond 10Y     | 2.54       | 2.61       | 2.68        | 2.62        |
| Commodity         | Last close | 1M ago     | End last yr | 1yr ago     |
| (USD/bbl)         | 15/08/2024 | 15/07/2024 | 29/12/2023  | 15/08/2023  |
| Brent             | 81.04      | 84.85      | 77.04       | 84.89       |
| Dubai             | 80.03      | 85.47      | 76.51       | 87.68       |
| WTI               | 78.16      | 80.76      | 71.65       | 79.38       |
| Gold              | 2,457      | 2,469      | 2,063       | 1,892       |
| Baltic Dry        | 1,728      | 1,942      | 2,094       | 1,233       |
| (USD/ton)         | 09-Aug-24  | 02-Aug-24  | 25-Dec-20   | 11-Aug-23   |
| Coal              | 146.18     | 141.47     | 84.45       | 144.31      |
| % change          | 3.3        | 8.5        | 73.1        | 1.3         |

Sources: Bloomberg, except coal from BANPU

+ as of 14 Aug

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## **Economics**

- Ministry eager to proceed with sales of Vayupak Fund units
- Institute predicts 8.8% jump in food exports to B1.6tn
- Investors dump Thai bonds worth B30bn
- Industry leaders target continuity

## **Corporate News**

- CPN posts 21% surge in revenue in Q2
- CRC records 6% increase in revenue for first half
- Top developers to launch projects worth B93bn in H2
- Pruksa slashes value of new developments by B2bn



## **Published Reports**

## Thailand Market Strategy - "Not bad" for 2Q24 earnings

#### Overall, 2Q24 results excluding IVL are slightly above expectations

Based on 160 companies in our study that have already reported 2Q24 earnings results, the aggregate net profit came in at THB211b (-4% q-q, +23% y-y), slightly below expectations. However, if we exclude energy and petrochemical, which had some extra items, overall net profit was slightly above expectations by 2%. In particular, if we exclude only IVL, which had a big impairment loss, the aggregate net profit would be above expectations by 6%.

#### Winners are food, energy, ICT, and commerce

The best performer in 2Q24 was the food sector (especially upstream), which had a jump in net profit of 82% q-q and 291% y-y, beating expectations by 16%. Energy, commerce, ICT (excluding extra items from TRUE), property, and electronics are sectors which had better-than-expected net profits. On the other hand, sectors which reported lower-than-expected earnings are petrochemical, transportation, financial services, construction materials, tourism, and automotive. Overall 2Q24 earnings are in line with the macro economy, as domestic consumption remains resilient, particularly in consumer staples, while manufacturing sectors were affected by the global economic slowdown and Thailand's structural change.

#### We see slightly downward EPS revisions, but downside still limited

During the last 2-3 months, we have seen some minor downward revisions by 2% to our current 2024 EPS forecast of THB91.50 to THB89.30. However, we think the earnings downside is still limited, as 1H24 aggregate net profit accounts for 50% of our full-year forecast. In addition, we think 2H24 could have both h-h and y-y growth, in line with Thai GDP growth, and many service sectors are entering the high season.

#### Maintain selective strategy

From the factors mentioned above, we see some downside to our 2024 SET target of 1,470. We continue to focus on Thailand's political development. If the lower house can elect the 31st prime minister on 16 August 2024 and the new cabinet can be formed promptly, we think the SET index could rebound to above 1,300. Overall, the valuation for the index is still attractive for medium to long-term investment with a selective strategy, trading at c14x P/E and a c4.4% earnings yield gap. Our top picks are AOT, CHG, CPALL, CPN, GPSC, HANA, KCG, KTB, SHR, SJWD, and TU.

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

#### Exhibit 1: 2Q24 earnings results by sector (160 companies in our study)

| Sector                           | 2Q24     | 1Q24    | 2Q23    | Change · |         |  |
|----------------------------------|----------|---------|---------|----------|---------|--|
|                                  | (THB m)  | (THB m) | (THB m) | (q-q %)  | (у-у %) |  |
| Energy                           | 78,351   | 72,629  | 43,586  | 8        | 80      |  |
| Bank                             | 55,473   | 56,704  | 53,918  | (2)      | 3       |  |
| Commerce                         | 15,704   | 15,735  | 10,179  | (0)      | 54      |  |
| Property                         | 15,407   | 13,594  | 16,060  | 13       | (4)     |  |
| ICT                              | 10,905   | 11,953  | 7,918   | (9)      | 38      |  |
| Food                             | 14,463   | 6,855   | 3,187   | 111      | 354     |  |
| Transportation                   | 8,404    | 10,632  | 4,684   | (21)     | 79      |  |
| Financial                        | 7,568    | 8,202   | 7,695   | (8)      | (2)     |  |
| Healthcare                       | 6,261    | 7,226   | 6,027   | (13)     | 4       |  |
| Electronics                      | 7,576    | 5,136   | 5,680   | 48       | 33      |  |
| Cons. Mat                        | 4,821    | 3,648   | 9,873   | 32       | (51)    |  |
| Tourism                          | 3,078    | 2,620   | 3,419   | 17       | (10)    |  |
| Packaging                        | 1,732    | 1,987   | 1,712   | (13)     | 1       |  |
| Auto                             | 551      | 1,010   | 948     | (45)     | (42)    |  |
| Construction                     | 519      | 166     | 652     | 212      | (20)    |  |
| Media                            | 728      | 413     | 563     | 76       | 29      |  |
| Agri                             | 583      | 466     | 349     | 25       | 67      |  |
| Professional                     | 267      | 267     | 207     | (0)      | 29      |  |
| Petro                            | (21,150) | 527     | (5,180) | (4,114)  | (308)   |  |
| Grand Total                      | 211,241  | 219,769 | 171,478 | (4)      | 23      |  |
| Excl. Energy & Petro             | 154,040  | 146,613 | 133,072 | 5        | 16      |  |
| Excl. Banking                    | 155,767  | 163,065 | 117,560 | (4)      | 33      |  |
| Excl. Energy & Petro and Banking | 98,566   | 89,909  | 79,154  | 10       | 25      |  |

Sources: SETSMART, Bloomberg and FSSIA estimates

## BANGKOK COMMERCIAL ASSET MNGT. (BAM TB) - Strategy to steer toward NPA segment; Upgrade to BUY TP THB7.50

#### 2Q24 profit beat our estimate and the BBG consensus by 5%

BAM reported a 2Q24 net profit of THB456m, increasing by 7.8% q-q and 7.3% y-y. The figure surpassed our estimate and the BBG consensus by 5%. The NPL segment was the most impacted, with revenue falling short of forecasts. However, its concerted efforts to boost property sales led to a solid performance in the NPA segment, which helped offset the underperforming NPLs. The situation resulted in 2Q24 cash collection of THB3.96b, representing 12.0% q-q growth, though it still contracted by 3.9% y-y.

#### 2024 strategy steering toward NPAs

In response to challenges in the NPL segment, BAM is shifting its growth strategy toward the NPA segment for 2H24. It will continue its aggressive pricing strategy, anticipating a further decline in the selling price-to-appraisal ratio, but expects it to stabilize at 80-81% in 2H24, down from 85% in 2Q24 and 90% in 1Q24. BAM's backlog includes THB700m in large-ticket clients, with THB450m from NPLs and THB250m from NPAs. The focus on the NPA segment is aimed at sustaining bottom-line growth, which showed improvement in 2Q24, signaling that BAM's performance may have bottomed out in 1Q24, and we expect a gradual recovery in the latter half of the year.

#### Maintain 2024-26 forecast; some upside from Ari-AMC in 2025-26

We maintain our net profit forecasts for 2024-26 with an average of 9.2% growth (CAGR). Regarding progress on establishing the JV AMC – Ari-AMC (a 50:50 joint venture with GSB) – BAM expects Ari-AMC to receive its AMC license and commence operations within 3Q24. Initially, the JV will manage THB30.0b in outstanding loans, covering over 140K accounts, with 90% unsecured loans. The expected loan amount will increase to THB200b and 500K accounts within a couple of years. BAM will recognize profits from the JV and management fees from the secured loan portion, while the management of unsecured loans will be outsourced to third-party collectors. Under our conservative approach in 2025-26E, we expect Ari-AMC to provide a revenue contribution of 2-3% and 1-2% in net profit.

#### Upgrade to BUY; the most outstanding among peers

We expect BAM's 2H24 net profit performance to continue on its path to recovery, especially with its NPA strategy, leading to the most outstanding growth of 15.9% y-y – the highest projection among AMC peers. With the share price having declined by over 20% YTD, opening the upside, we upgrade BAM to BUY from Hold with a TP of THB7.50.

#### Exhibit 2: BAM – 2Q24 operating summary

|   | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    | Cha     | nge <u></u> | 1H24    | Change  | % of | 2024E   | Change  |
|---|---------|---------|---------|---------|---------|---------|-------------|---------|---------|------|---------|---------|
|   | (THB m) | (q-q %) | (y-y %)     | (THB m) | (y-y %) | 24E  | (THB m) | (y-y %) |
| Interest income from NPLs                 | 1,607   | 1,704   | 1,844   | 1,800   | 1,861   | 3.4     | 15.8        | 3,661   | 16.0    | 55   | 6,716   | 0.2     |
| Interest income<br>from installment loans | 22      | 39      | 35      | 46      | 15      | (67.4)  | (31.8)      | 61      | 10.9    | 45   | 137     | 6.1     |
| Total interest income                     | 1,635   | 1,747   | 1,822   | 1,830   | 1,886   | 3.1     | 15.4        | 3,716   | 15.6    | 54   | 6,862   | 0.5     |
| Interest expense                          | 723     | 736     | 756     | 771     | 802     | 4.0     | 11.0        | 1,573   | 11.1    | 52   | 3,044   | 4.7     |
| Net interest income                       | 912     | 1,011   | 1,066   | 1,059   | 1,084   | 2.4     | 18.8        | 2,143   | 19.2    | 56   | 3,819   | (2.6)   |
| Gain on NPL receivables                   | 604     | 541     | 637     | 689     | 691     | 0.3     | 14.4        | 1,380   | 17.9    | 55   | 2,528   | 7.7     |
| Gain on NPA sales                         | 575     | 604     | 496     | 443     | 693     | 56.2    | 20.4        | 1,136   | 6.7     | 41   | 2,743   | 26.7    |
| Gain on installment loans                 | 275     | 157     | 127     | 94      | 100     | 6.7     | (63.5)      | 195     | (37.2)  | 43   | 456     | (23.1)  |
| Other non-interest income                 | 14      | 17      | 20      | 12      | 23      | 95.3    | 63.4        | 34      | 7.3     | 40   | 85      | 23.6    |
| Total non-interest income                 | 1,468   | 1,318   | 1,281   | 1,238   | 1,507   | 21.7    | 2.6         | 2,745   | 6.5     | 47   | 5,813   | 12.3    |
| Operating expenses                        | 742     | 777     | 825     | 680     | 730     | 7.4     | (1.6)       | 1,409   | (1.2)   | 45   | 3,106   | 2.6     |
| ECL expense                               | 1,126   | 1,084   | 1,028   | 1,099   | 1,296   | 17.9    | 15.1        | 2,395   | 13.4    | 55   | 4,357   | 3.1     |
| Income tax                                | 88      | 84      | 80      | 95      | 109     | 14.5    | 23.8        | 204     | 41.0    | 52   | 391     | 26.4    |
| Net profit                                | 425     | 383     | 460     | 423     | 456     | 7.8     | 7.3         | 880     | 27.1    | 49   | 1,779   | 15.9    |
| EPS (THB )                                | 0.13    | 0.12    | 0.14    | 0.13    | 0.14    | 7.7     | 7.3         | 0.27    | 27.1    | 49   | 0.55    | 15.9    |
| Cash collection                           |         |         |         |         |         |         |             |         |         |      |         |         |
| NPL cash collection                       | 2,013   | 2,146   | 2,320   | 2,169   | 1,973   | (9.1)   | (2.0)       | 4,142   | 3.9     | 45   | 9,126   | 8.0     |
| NPA cash collection                       | 2,104   | 1,716   | 1,593   | 1,364   | 1,985   | 45.5    | (5.7)       | 3,349   | (0.1)   | 45   | 7,375   | 10.7    |
| Total cash collection                     | 4,118   | 3,862   | 3,913   | 3,534   | 3,958   | 12.0    | (3.9)       | 7,491   | 2.1     | 45   | 16,501  | 9.2     |
| Key balance sheet items                   |         |         |         |         |         |         |             |         |         |      |         |         |
| Gross NPL receivables                     | 84,193  | 87,543  | 86,575  | 85,569  | 88,424  | 3.3     | 5.0         | 88,424  | 5.0     | 98   | 90,004  | 4.0     |
| Gross NPA                                 | 43,945  | 44,723  | 45,635  | 46,788  | 46,903  | 0.2     | 6.7         | 46,903  | 6.7     | 95   | 49,603  | 8.7     |
| Additional acquisition                    | 4,723   | 5,431   | 1,514   | 1,194   | 4,558   | 281.7   | (3.5)       | 5,752   | (22.0)  | 58   | 10,000  | (30.2)  |
| Key financial ratios (%)                  | (%)     | (%)     | (%)     | (%)     | (%)     |         |             | (%)     |         |      | (%)     |         |
| Cost to income ratio                      | 31.17   | 33.38   | 35.14   | 29.59   | 28.17   |         |             | 28.83   |         |      | 32.22   |         |
| Cost of funds                             | 3.34    | 3.40    | 3.42    | 3.43    | 3.50    |         |             | 3.49    |         |      | 3.33    |         |
| Gross profit margin                       | 76.71   | 75.99   | 75.63   | 74.87   | 76.36   |         |             | 75.65   |         |      | 75.99   |         |
| Net profit margin                         | 13.71   | 12.49   | 14.83   | 13.80   | 13.45   |         |             | 13.62   |         |      | 14.03   |         |
| ROA                                       | 1.27    | 1.14    | 1.35    | 1.24    | 1.32    |         |             | 1.29    |         |      | 1.28    |         |
| ROE                                       | 3.91    | 3.56    | 4.24    | 3.86    | 4.17    |         |             | 4.08    |         |      | 4.06    |         |
| D/E (x)                                   | 2.10    | 2.15    | 2.15    | 2.10    | 2.23    |         |             | 2.23    |         |      | 2.20    |         |
| IBD/E (x)                                 | 2.03    | 2.00    | 2.08    | 2.03    | 2.15    |         |             | 2.15    |         |      | 2.11    |         |

Sources: BAM; FSSIA estimates



## SAKSIAM LEASING (SAK TB) - Profit in line; manageable asset quality; Upgrade to BUY TP THB5.28

#### NII and fee income drove 2Q24 net profit growth

SAK posted an in-line 2Q24 net profit of THB200m, expanding by 2.5% q-q and 10.9% y-y. The PPOP rose to THB294m, up 3.9% q-q and 8.5% y-y, boosted by a surge in NII and non-NII. Loans increased as expected, with gross loans rising by THB950m, attributed to the rainy season. 40% of these belonged to land title loans, while most were vehicle title loans. This marks an increase of 7.7% q-q, 16.7% y-y, and 10.4% YTD, surpassing both its 2024 guidance of 15.0% y-y and our estimate of 13.1% y-y. The aggressive growth in low-yield land title loans aligned with its strategy to compensate for the more sluggish movement in vehicle title loans following the decline in the used vehicle collateral value. Hence, the interest spread declined by 13bp to 18.03% in 2Q24 due mainly to a loan yield reduction following loan concentration in the secured segment. However, the cost of funds was relatively stable q-q, thanks to the interest rate adjustment of 0.2-0.6% from FIs starting from June 2024 following its low-yield loan concentration.

#### Manageable asset quality despite a deteriorating trend

Despite a deteriorating trend, asset quality was better than expected with an NPL ratio of 2.50% and credit cost of 140bp. The coverage ratio was relatively stable at 100.6%. However, stage 2 loans accelerated to nearly 5.0% of total vs 4.6% in 1Q24 and 3.9% in 2Q23. The situation will make the credit cost burden consistently high in 2H24. This suggests that our 2024E credit cost of 130bp vs 137bp in 1H24 may be underestimated.

#### Maintain forecast; loan growth remains a key driver

We maintain our 2024-26 forecast at 12.8% CAGR, driven by continued loan growth and a controllable cost-to-income ratio. The lowerthan-expected loan growth, fee income, and cost-to-income ratio could offset the lower-than-expected loan spread and higher-thanexpected credit costs in 2024. In addition, we expect an accelerated q-q increase in 3Q24 net profit due to more revenue recognition from aggressive loan growth and the stable cost of funds in 2Q24.

#### Upgrade to a BUY call with 2024 TP of THB5.28

We upgrade our recommendation to BUY from Hold owing to the current share price offering a broader potential upside of 19.5%, including an estimated dividend yield of 3.8% in 2024. Our 2024 GGM-based TP remains at THB5.28, implying a P/BV of 1.76x.

| Exhibit 3: | SAK - | 2Q24 | operating | summary |
|------------|-------|------|-----------|---------|
|------------|-------|------|-----------|---------|

|                          | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    | C <u>ha</u> | nge    | 1H24    | Change | % of  | 2024E   | Change |
|--------------------------|---------|---------|---------|---------|---------|-------------|--------|---------|--------|-------|---------|--------|
|                          | (THB m) | (q-q%)      | (y-y%) | (THB m) | (y-y%) | 2024E | (THB m) | (y-y%) |
| Interest income          | 651     | 691     | 705     | 706     | 738     | 4.5         | 13.3   | 1,444   | 13.1   | 48    | 3,020   | 13.0   |
| Interest expense         | (74)    | (86)    | (90)    | (88)    | (95)    | 8.0         | 28.0   | (183)   | 31.4   | 50    | (369)   | 16.8   |
| Net interest income      | 577     | 605     | 615     | 618     | 643     | 4.0         | 11.4   | 1,261   | 10.9   | 48    | 2,651   | 12.5   |
| Fee and service income   | 8       | 6       | 6       | 7       | 9       | 35.2        | 19.6   | 16      | 21.7   | 59    | 27      | 5.0    |
| Other income             | 17      | 13      | 5       | 9       | 9       | (0.0)       | (44.6) | 18      | (19.8) | 42    | 44      | 7.0    |
| Total income             | 601     | 625     | 626     | 634     | 661     | 4.2         | 10.0   | 1,296   | 10.4   | 48    | 2,722   | 12.3   |
| Operating expenses       | (325)   | (341)   | (333)   | (347)   | (365)   | 5.0         | 12.1   | (712)   | 10.6   | 48    | (1,493) | 13.3   |
| Other expenses           | (5)     | (5)     | (6)     | (4)     | (3)     | (35.7)      | (48.2) | (7)     | (13.9) | 34    | (19)    | 4.9    |
| PPOP before taxes        | 271     | 279     | 287     | 283     | 294     | 3.9         | 8.5    | 577     | 10.5   | 48    | 1,209   | 11.2   |
| Expected credit loss     | (45)    | (45)    | (28)    | (40)    | (49)    | 22.6        | 8.1    | (89)    | 14.7   | 53    | (167)   | 10.9   |
| Operating profit         | 226     | 233     | 259     | 243     | 245     | 0.8         | 8.6    | 488     | 9.8    | 47    | 1,042   | 11.2   |
| Income tax               | (45)    | (47)    | (51)    | (49)    | (50)    | 2.1         | 11.4   | (99)    | 10.8   | 47    | (209)   | 11.9   |
| NCI                      | 1       | (0)     | (1)     | (1)     | (1)     | (10.4)      | N/A    | (1)     | N/A    | N/A   | 2       | N/A    |
| Net profit               | 180     | 187     | 208     | 195     | 200     | 2.5         | 10.9   | 395     | 11.1   | 47    | 831     | 10.8   |
| EPS (THB)                | 0.09    | 0.09    | 0.10    | 0.09    | 0.10    | 2.5         | 10.9   | 0.19    | 11.1   | 47    | 0.40    | 10.8   |
| Loans                    | 11,415  | 11,867  | 12,066  | 12,365  | 13,317  | 7.7         | 16.7   | 13,317  | 16.7   |       | 13,642  | 13.1   |
| Interest bearing debt    | 6,798   | 7,239   | 7,051   | 7,118   | 8,207   | 15.3        | 20.7   | 8,207   | 20.7   |       | 8,162   | 15.8   |
| Key ratios               | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    |             |        | 1H24    |        |       | 2024E   |        |
|                          | (%)     | (%)     | (%)     | (%)     | (%)     |             |        | (%)     |        |       | (%)     |        |
| Yield on loan            | 23.38   | 23.76   | 23.58   | 23.12   | 22.98   |             |        | 23.35   |        |       | 23.49   |        |
| Cost of funds            | 4.59    | 4.92    | 5.05    | 4.96    | 4.95    |             |        | 4.87    |        |       | 4.85    |        |
| Spread                   | 18.79   | 18.84   | 18.52   | 18.16   | 18.03   |             |        | 18.48   |        |       | 18.64   |        |
| Cost to Income ratio     | 48.18   | 48.01   | 46.53   | 48.09   | 48.23   |             |        | 48.16   |        |       | 48.32   |        |
| Credit cost (bps)        | 163     | 156     | 93      | 131     | 140     |             |        | 137     |        |       | 130     |        |
| NPL / Loan               | 2.51    | 2.55    | 2.57    | 2.56    | 2.50    |             |        | 2.50    |        |       | 2.58    |        |
| LLR / Loan               | 2.58    | 2.61    | 2.57    | 2.57    | 2.51    |             |        | 2.51    |        |       | 2.60    |        |
| Coverage ratio (LLR/NPL) | 102.6   | 102.6   | 100.0   | 100.5   | 100.6   |             |        | 100.6   |        |       | 100.7   |        |
| D/E (x)                  | 1.3     | 1.3     | 1.3     | 1.2     | 1.4     |             |        | 1.4     |        |       | 1.3     |        |
| IDBE (x)                 | 1.3     | 1.3     | 1.2     | 1.2     | 1.4     |             |        | 1.4     |        |       | 1.3     |        |
| S/T debt/total debt (x)  | 0.4     | 0.4     | 0.3     | 0.4     | 0.3     |             |        | 0.3     |        |       | 0.2     |        |
| Loan growth q-q          | 5.1     | 4.0     | 1.7     | 2.5     | 7.7     |             |        |         |        |       |         |        |
| Loan growth y-y          | 16.5    | 15.3    | 13.8    | 13.9    | 16.7    |             |        | 16.7    |        |       | 13.1    |        |
| Loan growth YTD          | 7.6     | 11.5    | 13.2    | 2.5     | 10.4    |             |        | 10.4    |        |       |         |        |

Sources: SAK; FSSIA estimates



## ASIA SERMKIJ LEASING (ASK TB) - 2Q24 results at first glance; Maintain REDUCE TP THB10.70

#### Missed estimate due to higher-than-expected ECL

ASK reported a disappointing 2Q24 net profit of THB82m, missing our estimate and the BBG consensus by 15% and 19%, respectively, primarily due to higher-than-expected ECL. The figure implies a sharp contraction of 52.6% q-q and 75.5% y-y. The 2Q24 PPOP was in line at THB764m, declining by 1.1% q-q and 9.1% y-y. The overall 2Q24 performance was affected by slowing core operations from a loan contraction following stricter lending conditions and worsening asset quality.

The 1H24 net profit was just THB256m, marking a decline of 65.3% and accounting for only 44% of our full-year estimate. We expect the disappointing 2Q24 results to affect the near-term share price movement negatively. We are reviewing our net profit forecasts for 2024-26 as we see a downside of approximately 10-15%, reflecting an upside risk from credit costs. We maintain our REDUCE rating and concerns over the asset quality conditions of hire-purchase truck lenders, which have been severely affected by macroeconomic downturns. Our 2024 GGM-based TP of THB10.70 has a limited upside to the current share price.

#### Highlights

(-) Asset quality: 2Q24 asset quality showed significant deterioration – more than expected. Despite ASK's aggressive loan write-offs, the NPL ratio spiked more than estimated to 6.10% from 5.17% in 1Q24. New NPL formation increased to THB761m from THB503m in 1Q24 (FSSIA's compilation). Although the 2Q24 credit cost rose noticeably to 3.55% from 2.94% in 1Q24, the coverage ratio still dropped to 57% from 61% in 1Q24. Additionally, the proportion of stage 2 loans in 2Q24 expanded further to 10.6% from 9.6% in 1Q24, indicating more deterioration to come.

The impairment loss on NPAs in 2Q24 rose to THB335m compared to THB298m in 1Q24 due to its attempt to accelerate asset repossession and sales to reduce the percentage of loss per unit. Consequently, the net book value of NPAs increased to THB1.95b from THB1.75b in 1Q24.

(-) NII and Non-NII: The 2Q24 NII of THB906m fell by 1.8% q-q and 4.0% y-y, mainly due to the loan contraction of 1.6% q-q, though loans still grew slightly by 2.2% y-y. Meanwhile, the 2Q24 loan spread was 4.35%, remaining stable q-q but falling by 45 bp y-y, largely because of the rising cost of funds. The 1H24 loan spread was 4.47%, exceeding our 2024 estimate of 4.19%.

2Q24 non-NII was THB171m (-9.6% q-q, -26.8% y-y) on lower contributions from loan fees and insurance brokerage fees, as underwriting slowed.

Despite a higher-than-expected loan spread in 1H24, we expect it to neither fuel an upside nor downside to our estimate, as it should be offset by the 1H24 non-NII that currently accounts for only 40% of our 2024E.

(0) OPEX: 2Q24 OPEX was THB313m, declining 7.8% q-q and 7.1% y-y due to lower commission expenses following reduced new lending activity. The 2Q24 cost-to-income ratio (CIR) was 29.1%, stable q-q, while the 1H24 CIR was 29.8%, remaining lower than our 2024 estimate of 30.1%.

|                                      | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    | <u>C</u> | hange   | 1H24    | Change  | % of | 2024E   | Change  |
|--------------------------------------|---------|---------|---------|---------|---------|----------|---------|---------|---------|------|---------|---------|
|                                      | (THB m) | (q-q %)  | (y-y %) | (THB m) | (y-y %) | 24E  | (THB m) | (y-y %) |
| Interest income                      | 1,403   | 1,436   | 1,485   | 1,474   | 1,464   | (0.7)    | 4.3     | 2,938   | 7.4     | 50   | 5,835   | 3.1     |
| Interest expense                     | 459     | 504     | 538     | 552     | 558     | 1.1      | 21.4    | 1,109   | 27.9    | 48   | 2,318   | 21.4    |
| Net interest income                  | 944     | 932     | 947     | 923     | 906     | (1.8)    | (4.0)   | 1,829   | (2.2)   | 52   | 3,518   | (6.2)   |
| Non-interest income                  | 233     | 210     | 185     | 189     | 171     | (9.6)    | (26.8)  | 360     | (19.4)  | 41   | 869     | 3.4     |
| Operating income                     | 1,178   | 1,142   | 1,132   | 1,112   | 1,077   | (3.1)    | (8.5)   | 2,189   | (5.5)   | 50   | 4,387   | (4.4)   |
| Operating expenses                   | 337     | 318     | 307     | 340     | 313     | (7.8)    | (7.1)   | 653     | (0.7)   | 49   | 1,321   | 3.1     |
| Pre-provisioning<br>operating profit | 841     | 824     | 825     | 772     | 764     | (1.1)    | (9.1)   | 1,536   | (7.4)   | 50   | 3,066   | (7.3)   |
| Expected credit loss                 | 419     | 426     | 621     | 554     | 667     | 20.3     | 58.9    | 1,221   | 66.6    | 52   | 2,330   | 31.0    |
| Income tax                           | 84      | 81      | 43      | 44      | 15      | (66.8)   | (82.7)  | 59      | (68.5)  | 40   | 147     | (52.5)  |
| Net profit                           | 337     | 318     | 161     | 174     | 82      | (52.6)   | (75.5)  | 256     | (65.3)  | 44   | 589     | (51.7)  |
| EPS (THB)                            | 0.64    | 0.60    | 0.31    | 0.33    | 0.16    | (52.6)   | (75.5)  | 0.49    | (65.3)  | 44   | 1.12    | (51.7)  |
| Key balance sheet items              |         |         |         |         |         |          |         |         |         |      |         |         |
| Gross loans                          | 72,929  | 74,567  | 75,182  | 75,736  | 74,538  | (1.6)    | 2.2     | 74,538  | 2.2     |      | 73,770  | (1.9)   |
| Interest bearing debt                | 62,209  | 64,104  | 64,190  | 64,973  | 64,694  | (0.4)    | 4.0     | 64,694  | 4.0     |      | 63,047  | (1.8)   |
| Leverage ratios                      | (x)     | (x)     | (x)     | (x)     | (x)     |          |         | (x)     |         |      | (x)     |         |
| D/E                                  | 6.3     | 6.3     | 6.3     | 6.2     | 6.5     |          |         | 6.5     |         |      | 6.2     |         |
| IBD/E                                | 6.1     | 6.1     | 6.0     | 6.0     | 6.3     |          |         | 6.3     |         |      | 5.9     |         |
| Asset quality ratio                  | (%)     | (%)     | (%)     | (%)     | (%)     | (%)      | (%)     | (%)     | (%)     |      | (%)     | (%)     |
| Gross NPL (THB m)                    | 2,916   | 3,089   | 3,539   | 3,918   | 4,549   | 10.7     | 50.1    | 4,549   | 56.0    |      | 4,787   | 35.3    |
| NPL / TL                             | 4.00    | 4.14    | 4.71    | 5.17    | 6.10    |          |         | 6.10    |         |      | 6.49    |         |
| LLR                                  | 1,879   | 1,956   | 2,205   | 2,380   | 2,584   | 7.9      | 35.8    | 2,584   | 37.5    |      | 2,541   | 15.2    |
| Coverage ratio                       | 64      | 63      | 62      | 61      | 57      |          |         | 57      |         |      | 53      |         |
| Credit cost                          | 2.35    | 2.31    | 3.32    | 2.94    | 3.55    |          |         | 3.31    |         |      | 3.13    |         |
| Profitability ratios                 | (%)     | (%)     | (%)     | (%)     | (%)     |          |         | (%)     |         |      | (%)     |         |
| Cost-to-income ratio                 | 28.63   | 27.81   | 27.09   | 30.55   | 29.08   |          |         | 29.82   |         |      | 30.11   |         |
| Average loan yield                   | 7.86    | 7.79    | 7.93    | 7.82    | 7.79    |          |         | 7.97    |         |      | 7.83    |         |
| Cost of funds                        | 3.05    | 3.19    | 3.36    | 3.42    | 3.44    |          |         | 3.50    |         |      | 3.64    |         |
| Loan yield spreads                   | 4.80    | 4.60    | 4.58    | 4.40    | 4.35    |          |         | 4.47    |         |      | 4.19    |         |
| Net interest margins (NIM)           | 5.37    | 5.14    | 5.15    | 5.00    | 4.94    |          |         | 5.06    |         |      | 4.83    |         |
| Non-NII / Revenue                    | 19.82   | 18.37   | 16.36   | 16.99   | 15.86   |          |         | 16.43   |         |      | 19.82   |         |
| Loan growth                          | (%)     | (%)     | (%)     | (%)     | (%)     |          |         | (%)     |         |      | (%)     |         |
| q-q                                  | 4.3     | 2.2     | 0.8     | 0.7     | (1.6)   |          |         |         |         |      |         |         |
| у-у                                  | 16.5    | 14.3    | 11.2    | 8.3     | 2.2     |          |         | 2.2     |         |      | (1.9)   |         |
| YTD                                  | 7.9     | 10.3    | 11.2    | 0.7     | (0.9)   |          |         | (0.9)   |         |      |         |         |

#### Exhibit 4: ASK - 2Q24 operating summary

Sources: ASK; FSSIA estimates



## CHAYO GROUP (CHAYO TB) - 2Q24 results at first glance; Maintain HOLD TP THB3.00

#### 2Q24 results bore an extra ECL

CHAYO recorded a 2Q24 net profit of THB77m, moderately lower than our estimate and the BBG consensus. The figure showed an unusually high q-q growth rate due to the 1Q24 net profit of just THB3m. However, it contracted by 16.4% y-y. As expected, the 2Q24 ECL was THB158m, down 40.4% q-q from the unusually high level in 1Q24, but up 87.9% y-y due to the pressure of a one-time ECL related to a repayment negotiation with a debtor worth approximately THB20m.

The 1H24 net profit amounted to THB80m, down 59.1% y-y and accounting for 28% of our full-year forecast. We expect CHAYO's 3Q24 net profit to rise on both a q-q and y-y basis without the extra ECL pressure that occurred throughout 1H24. We maintain our 2024-26 net profit forecasts and retain our HOLD rating with a 2024 GGM-based TP of THB3.00, implying a P/BV ratio of 0.87x (L-T ROE 9.6%, COE 9.9%).

#### Highlights

(+) Cash collection: In 2Q24, cash collection was THB160m, marking 9.0% q-q and 75.3% y-y growth. CHAYO showed solid collection performance throughout 1H24, totaling THB308m, which accounts for 69% of our 2024 forecast. This success was due to its strategy to acquire short-overdue unsecured NPLs since 2H23 (credit card/personal loans), which resulted in a higher success rate.

(-) OPEX: Operating expenses increased moderately more than expected to THB128m (up 23.3% q-q, 47.2% y-y). This increase was partly due to litigation expenses, as CHAYO expedited the legal process on newly acquired NPLs to boost its cash collection performance. However, this was offset by a higher-than-expected gain from NPA sales of THB19m, up from THB11m in 1Q24. The 2Q24 cost-to-income ratio (CIR) was at 30.5% compared to 24.3% in 1Q24, while the 1H24 CIR finished at 27.4%, remaining below our 2024 estimate of 28.0%.

(+) NPL investment: Investment in NPLs in 2Q24 reached THB168m, significantly up from just THB8m in 1Q24. Almost all acquisitions during the period were unsecured loans, which are short-overdue NPLs (5-6 months). The 1H24 investment in NPLs progressed slowly, accounting for only 18% of our 2024E of THB1b due to the BoT's stalled responsible lending policy, which slowed auction supply in 1H24. We expect CHAYO's investment to accelerate in 2H24 and follow the same profile of NPLs as in 1H24.

(-) Chayo Capital (CCAP): Loans from CCAP in 2Q24 contracted moderately by 4.2% q-q and 2.3% YTD (but grew 50.1% y-y) due to increased concerns over asset quality pressures from debtors. As a result, it has turned to stricter lending terms. Despite a lower loan base, 2Q24 interest income from CCAP remained stable at THB38m q-q, thanks to a rising loan yield of 14.1% compared to 13.7% in 1Q24. The NPL ratio from loans was 41% in 2Q24, up from 38% in 1Q24, while the coverage ratio remained low at 4%, as most loans are collateralized.

|   | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    | Cha     | nge     | 1H24    | Change  | % of | 2024E   | Change  |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|------|---------|---------|
|   | (THB m) | (q-q %) | (y-y %) | (THB m) | (y-y %) | 24E  | (THB m) | (y-y %) |
| Interest income                               |         |         |         |         |         |         |         |         |         |      |         |         |
| Interest income<br>from debt management       | 311     | 335     | 405     | 444     | 430     | (3.2)   | 38.0    | 874     | 39.1    | 51   | 1,721   | 25.7    |
| Interest income from loans                    | 26      | 28      | 31      | 37      | 38      | 2.5     | 44.8    | 75      | 58.0    | 42   | 181     | 69.1    |
| Total interest income                         | 338     | 363     | 436     | 482     | 468     | (2.8)   | 38.6    | 950     | 40.4    | 50   | 1,902   | 28.9    |
| Interest expense                              | 65      | 65      | 75      | 76      | 81      | 6.5     | 24.8    | 157     | 37.9    | 48   | 324     | 27.4    |
| Net interest income                           | 273     | 298     | 361     | 406     | 387     | (4.5)   | 41.8    | 793     | 41.0    | 50   | 1,578   | 29.2    |
| Non- interest income                          | 28      | 26      | 71      | 22      | 33      | 49.1    | 15.7    | 55      | 13.3    | 60   | 92      | (36.8)  |
| Total operating income                        | 302     | 324     | 432     | 428     | 420     | (1.8)   | 39.4    | 848     | 38.8    | 51   | 1,670   | 22.2    |
| Operating expenses                            | 87      | 105     | 119     | 104     | 128     | 23.3    | 47.2    | 232     | 40.2    | 50   | 467     | 19.9    |
| Pre-provision operating profit                | 214     | 219     | 313     | 324     | 292     | (9.8)   | 36.2    | 616     | 38.2    | 51   | 1,202   | 23.0    |
| Expected credit loss                          | 84      | 107     | 133     | 265     | 158     | (40.4)  | 87.9    | 423     | 153.2   | 66   | 641     | 57.6    |
| Operating profit                              | 130     | 112     | 180     | 59      | 134     | 127.9   | 2.9     | 193     | (30.7)  | 34   | 561     | (1.6)   |
| Income tax expenses                           | 28      | 25      | 39      | 16      | 29      | 73.9    | 3.4     | 45      | (21.7)  | 40   | 112     | (7.5)   |
| Profit before minority interest               | 103     | 87      | 141     | 42      | 106     | 148.8   | 2.8     | 148     | (33.0)  | 33   | 449     | (0.0)   |
| Minority interest                             | 11      | 11      | 21      | 39      | 29      | (26.5)  | 162.5   | 68      | 167.8   | 43   | 158     | 174.2   |
| Net profit                                    | 92      | 76      | 120     | 3       | 77      | 2,304.0 | (16.4)  | 80      | (59.1)  | 28   | 291     | (25.7)  |
| EPS (THB)                                     | 0.08    | 0.07    | 0.11    | 0.00    | 0.07    | 2,304.0 | (16.4)  | 0.07    | (59.1)  | 28   | 0.26    | (25.7)  |
| Key financial highlights                      |         |         |         |         |         |         |         |         |         |      |         |         |
| Acquisition of loans to NPA                   | 60      | 592     | 782     | 8       | 168     | 1886.8  | 177.9   | 176     | 28.6    | 18   | 1,000   | (33.8)  |
| Cash collection                               | 92      | 106     | 137     | 147     | 160     | 9.0     | 75.3    | 308     | 56.4    | 69   | 444     | 1.1     |
| Accumulated cash collection to investment (%) | 43      | 40      | 37      | 40      | 41      |         |         | 41      |         |      | 38      |         |
| Key financial ratios                          |         |         |         |         |         |         |         |         |         |      |         |         |
| D/E (x)                                       | 1.07    | 1.07    | 1.17    | 1.28    | 1.53    |         |         | 1.53    |         |      | 1.09    |         |
| IBD/E (x)                                     | 1.00    | 1.00    | 1.09    | 1.19    | 1.41    |         |         | 1.41    |         |      | 1.01    |         |
| ROAA (%)                                      | 4.37    | 3.54    | 5.34    | 0.13    | 3.16    |         |         | 1.77    |         |      | 2.88    |         |
| ROAE (%)                                      | 9.11    | 7.32    | 11.33   | 0.30    | 7.95    |         |         | 3.35    |         |      | 5.44    |         |
| Cost of funds (%)                             | 6.30    | 6.32    | 6.81    | 6.18    | 6.51    |         |         | 7.07    |         |      | 6.52    |         |
| Cost to income (%)                            | 28.86   | 32.46   | 27.60   | 24.28   | 30.48   |         |         | 27.35   |         |      | 28.00   |         |
| Credit cost (bp)                              | 577     | 673     | 733     | 1339    | 766     |         |         | 1174    |         |      | 764     |         |

#### Exhibit 5: CHAYO – 2Q24 operating summary

Sources: CHAYO; FSSIA estimates

## SRISAWAD CORP (SAWAD TB) - 2Q24 results at first glance; Maintain HOLD TP THB40.00

#### Flat 2Q24 profit, ongoing balance sheet cleanup

SAWAD announced an in-line 2Q24 net profit of THB1.26b, relatively flat q-q but up 10.3% y-y. The PPOP was THB2.21b, increasing by 3.6% q-q and 3.2% y-y. NII and fee income remained sluggish due mainly to the continuation of the low season and fewer working days. The deteriorated asset quality was manageable and aligned with expectations, particularly the NPL ratio. The lower-than-expected loss on sales of repossessed vehicles was able to offset the higher-than-expected credit cost. The 1H24 net profit of THB2.53b expanded by 8.0% y-y, accounting for 47% of our full-year forecast.

We currently maintain our 2024-26 net profit forecasts at a 12.1% CAGR, but may revisit our estimates after the 2Q24 analyst meeting on 16 August 2024. We reiterate our HOLD call with a 2024 GGM-based TP of THB40, implying a P/BV of 1.72x under the expected LT ROE of 18.1% and COE of 12.6%.

#### Highlights

- (0) Loans: 2Q24 loan growth was slightly lower than expected at 0.3% q-q, 13.6% y-y, and 1.9% YTD; far below its 2024 guidance of 15-20% y-y and our estimate of 17.7%. Title loans remained the growth contributor, unlike hire-purchase (HP) loans under SCAP, which have contracted continually due to de-risking and aggressive write-offs. Following its policy to scale down HP loans, SAWAD has gradually offered title loans to its HP customers who have paid more than 30 installments with a lower interest rate of 22% (from 23% p.a.).
- (+) Loan spread: The figure was better than expected, increasing by 12bp to 14.67% in 2Q24 due to a rising loan yield (despite the effects of lower loan yields from the changes in portfolio mix) and a stabilizing cost of funds due to steady borrowing levels. This aligned with the overall sluggish loan growth which continued from 1Q24.
- (+) OPEX and cost-to-income ratio: Thanks to the lower loss on sales of repossessed vehicles (THB475m vs THB490m in 1Q24) and the impairment loss on repossessed vehicles (a reversal of THB61m vs THB69m in 1Q24), 2Q24 operating expenses declined by 6.7% q-q, narrowing the cost-to-income ratio to 51.3% vs 53.9% in 1Q24.
- (0) Asset quality deteriorated as expected: The 2Q24 NPL ratio accelerated to 3.40% vs 3.24% at the end of 1Q24, aligning with its 2024 guidance of below 3.50%. By contrast, credit costs rose above expectations to 2.18% vs 1.99% in 1Q24 (mainly from SCAP), exceeding its 2024 guidance of 180bp. The coverage ratio increased to 59.8% vs 55.6% at the end of 1Q24. SAWAD took proactive measures to tackle the aggressive debt write-offs in 2Q24 at a lower magnitude than in 1Q24 (THB458m), mainly concentrated on SCAP's vulnerable segment where LTV exceeds 70%.
- (0) Financial stability: The 2Q24 D/E and IBD/E ratios were 2.4x and 2.3x, respectively. However, we foresee emerging downside risks to SAWAD's 2024 loan growth, mainly due to the vulnerability of the debenture market, which could raise concerns about its funding side. Regarding the worst-case scenario, SAWAD reaffirms its priority and ability to pay down all scheduled debt maturity without defaults by slowing loan growth. In addition to its debt collection at an average of THB4b-5b/month and credit lines from FIs amounting to THB6b-7b, SAWAD also obtained a THB3b-4b credit line from Cathay United Bank, one of its major shareholders (c9%). Hence, we have no cause for concern about its current financial stability, with the expected maturity of debentures within one year totaling THB17.9b and short-term borrowings from FIs amounting to THB21.2b

## Exhibit 6: SAWAD – 2Q24 operating summary

|                                | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    | Cha    | nge    | 1H24    | Change | % of | 2024E    | Change |
|--------------------------------|---------|---------|---------|---------|---------|--------|--------|---------|--------|------|----------|--------|
| FY ending Dec 31               | (THB m) | (q-q%) | (y-y%) | (THB m) | (y-y%) | 24E  | (THB m)  | (y-y%) |
| Interest income                | 3,444   | 4,647   | 4,545   | 4,595   | 4,662   | 1.5    | 35.4   | 8,090   | 23.5   | 36   | 22,430   | 42.5   |
| Interest expense               | (482)   | (690)   | (749)   | (789)   | (793)   | 0.5    | 64.5   | (1,172) | 41.8   | 35   | (3,374)  | 48.9   |
| Net interest income            | 2,961   | 3,956   | 3,796   | 3,806   | 3,869   | 1.7    | 30.7   | 6,918   | 20.8   | 36   | 19,056   | 41.4   |
| Other income                   | 956     | 605     | 767     | 818     | 665     | (18.6) | (30.4) | 1,561   | (14.4) | 60   | 2,600    | (18.7) |
| Total income                   | 3,917   | 4,562   | 4,563   | 4,623   | 4,534   | (1.9)  | 15.8   | 8,479   | 12.3   | 39   | 21,656   | 29.9   |
| Operating expenses             | (1,776) | (2,447) | (2,281) | (2,492) | (2,325) | (6.7)  | 30.9   | (4,223) | 18.8   | 35   | (11,911) | 43.8   |
| Pre-provision operating profit | 2,140   | 2,115   | 2,283   | 2,131   | 2,209   | 3.6    | 3.2    | 4,256   | 6.6    | 44   | 9,745    | 16.1   |
| Expected credit loss           | (575)   | (316)   | (664)   | (486)   | (537)   | 10.5   | (6.7)  | (891)   | 13.8   | 32   | (2,744)  | 55.7   |
| Profit after ECL               | 1,565   | 1,800   | 1,618   | 1,645   | 1,672   | 1.6    | 6.8    | 3,365   | 4.8    | 48   | 7,001    | 5.6    |
| Operating profit               | 1,565   | 1,800   | 1,618   | 1,645   | 1,672   | 1.6    | 6.8    | 3,365   | 4.8    | 48   | 7,001    | 5.6    |
| Income tax                     | (342)   | (375)   | (333)   | (367)   | (352)   | (4.2)  | 2.8    | (717)   | 7.5    | 48   | (1,505)  | 9.5    |
| NCI                            | (76)    | (37)    | (19)    | (17)    | (56)    | 227.0  | (27.1) | (114)   | (42.3) | 224  | (51)     | (80.0) |
| Net profit                     | 1,146   | 1,387   | 1,266   | 1,261   | 1,264   | 0.3    | 10.3   | 2,534   | 8.0    | 47   | 5,445    | 8.9    |
| EPS (THB)                      | 0.83    | 1.01    | 0.92    | 0.83    | 0.84    | 0.3    | 0.3    | 1.67    | (2.2)  | 46   | 3.60     | (1.0)  |
| NPL                            | 2,303   | 2,527   | 2,998   | 3,192   | 3,360   | 5.3    | 45.9   | 2,527   | 9.7    |      | 3,995    | 33.3   |
| Loans                          | 86,983  | 92,429  | 96,981  | 98,534  | 98,792  | 0.3    | 13.6   | 92,429  | 6.3    |      | 114,130  | 17.7   |
| Interest bearing debt          | 69,155  | 76,686  | 75,983  | 77,475  | 76,476  | (1.3)  | 10.6   | 76,686  | 10.9   |      | 86,884   | 14.3   |
| Key ratios                     | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    |        |        | 1H24    | (у-у)  |      | 2024E    |        |
|                                | (%)     | (%)     | (%)     | (%)     | (%)     |        |        | (%)     | (ppt)  |      | (%)      |        |
| Yield on loans                 | 18.19   | 20.72   | 19.20   | 18.80   | 18.90   |        |        | 18.77   |        |      | 21.25    |        |
| Cost of funds                  | 3.49    | 3.87    | 4.03    | 4.25    | 4.23    |        |        | 4.44    |        |      | 4.25     |        |
| Spread                         | 14.70   | 16.85   | 15.16   | 14.55   | 14.67   |        |        | 14.33   |        |      | 17.00    |        |
| Cost to income                 | 45.46   | 53.63   | 49.98   | 53.90   | 51.28   |        |        | 52.60   |        |      | 55.00    |        |
| Credit cost                    | 3.04    | 1.41    | 2.81    | 1.99    | 2.18    |        |        | 2.07    |        |      | 2.60     |        |
| NPL / Loan                     | 2.65    | 2.73    | 3.09    | 3.24    | 3.40    |        |        | 3.40    |        |      | 3.50     |        |
| LLR / Loan                     | 1.36    | 1.37    | 1.66    | 1.80    | 2.03    |        |        | 2.03    |        |      | 1.80     |        |
| Coverage ratio                 | 51.28   | 50.22   | 53.55   | 55.60   | 59.82   |        |        | 59.82   |        |      | 51.32    |        |
| D/E (x)                        | 2.55    | 2.69    | 2.57    | 2.53    | 2.38    |        |        | 2.38    |        |      | 2.66     |        |
| IBD/E (x)                      | 2.42    | 2.55    | 2.44    | 2.38    | 2.26    |        |        | 2.26    |        |      | 2.49     |        |
| S/T debt/IBD (x)               | 42.19   | 42.80   | 47.27   | 47.91   | 52.05   |        |        | 52.05   |        |      | 46.11    |        |
| ROA                            | 5.08    | 5.23    | 4.56    | 4.46    | 4.42    |        |        | 4.68    |        |      | 4.56     |        |
| ROE                            | 17.49   | 21.14   | 18.37   | 17.50   | 16.81   |        |        | 17.95   |        |      | 18.37    |        |
| Loan growth q-q                | 34.9    | 6.3     | 4.9     | 1.6     | 0.3     |        |        |         |        |      |          |        |
| Loan growth y-y                | 113.5   | 93.5    | 75.9    | 52.8    | 13.6    |        |        | 13.6    |        |      | 17.7     |        |
| Loan growth YTD                | 57.7    | 67.6    | 75.9    | 1.6     | 1.9     |        |        | 1.9     |        |      |          |        |

Sources: SAWAD; FSSIA estimates

## CHAROEN POKPHAND FOODS (CPF TB) - Expect 3Q24 to continue to accelerate; Maintain BUY TP THB28.00

#### Impressive 2Q24 profit exceeded our estimate by 232%

CPF posted an impressive net profit of THB6.92b (+6x q-q, turning from a loss of THB792m in 2Q23). Excluding extra items such as a bio gain of THB1.4b, FX gain of THB135m, and impairment of assets in India totaling THB232m, its core profit was THB5.6b (+16x q-q, turning from a loss of THB3.8b in 2Q23) – a 13-quarter high.

#### The recovery of meat prices and profit sharing

The strong performance came from the recovery in meat prices for Thai, Vietnamese, and Chinese swine, alongside a reduction in raw material costs, leading to a significant increase in the 2Q24 gross margin to 15.4% from 12% in 1Q24 and 11% in 2Q23. Share of profits from associates surged to a new high of THB3.4b, up 87% q-q and turning from a loss in 2Q23, driven by profits from CPALL, CTI (swine business in China), and Hylife (swine business in Canada).

#### Positive feedback from analyst meeting

Management provided a positive outlook for meat price trends in 2H24, supported by ongoing issues with African Swine Fever (ASF) in several countries, particularly in China, where swine prices have risen to RMB21/kg, reaching a two-year high. As a result, the average price for 3QTD stands at RMB19.4/kg (+18% q-q, +20% y-y). Similarly, Thai swine prices have increased to THB72-73/kg from THB69.3/kg in 2Q24. Although swine prices in Vietnam have softened to VND65,000/kg from VND70,000/kg in the previous month, they remain high q-q and are above the breakeven cost of VND44,000/kg. Meanwhile, raw material prices remain low, especially soybean prices which have decreased significantly.

#### Maintain BUY call with the same TP of THB28

CPF's 1H24 net profit equaled THB8b and the 1H24 core profit was THB6b, accounting for 45% of our full-year estimate. We anticipate that 3Q24 core profit will accelerate, potentially reaching THB7b-8b, and we believe that 2H24 profit will be brighter than in 1H24. We maintain our target price at THB28. CPF announced a 1H24 DPS of THB0.45, implying a dividend yield of 1.9%.

#### Exhibit 7: CPF – 2Q24 earnings results

|                             | 1Q23    | 2Q23    | 3Q23    | 4Q23     | 1Q24    | 2Q24    | Cha    | nge    | 2024E   | Change     | 1H24    | % 1H24   |
|-----------------------------|---------|---------|---------|----------|---------|---------|--------|--------|---------|------------|---------|----------|
|                             | (THB m) | (THB m) | (THB m) | (THB m)  | (THB m) | (THB m) | (q-q%) | (y-y%) | (THB m) | (y-y%)     | (THB m) | to 2024E |
| Sales                       | 143,781 | 150,246 | 144,498 | 147,319  | 140,037 | 149,498 | 6.8    | (0.5)  | 599,211 | 2.3        | 289,535 | 48.3     |
| Cost of sales               | 129,191 | 133,750 | 128,940 | 133,750  | 123,228 | 126,484 | 2.6    | (5.4)  | 522,512 | (0.4)      | 249,712 | 47.8     |
| Gross profit                | 14,590  | 16,496  | 15,558  | 13,569   | 16,809  | 23,013  | 36.9   | 39.5   | 76,699  | 25.3       | 39,823  | 51.9     |
| SG&A                        | 11,798  | 13,868  | 14,079  | 15,141   | 12,178  | 12,760  | 4.8    | (8.0)  | 53,330  | (4.6)      | 24,937  | 46.8     |
| Operating profit            | 3,663   | 3,607   | 2,364   | (3,200)  | 5,297   | 10,953  | 106.8  | 203.6  | 28,163  | 337.6      | 16,250  | 57.7     |
| Interest expense            | 6,068   | 6,157   | 6,377   | 6,903    | 6,182   | 6,276   | 1.5    | 1.9    | 24,633  | (3.4)      | 12,457  | 50.6     |
| Tax expense                 | 429     | 123     | (115)   | 163      | 550     | 2,046   | 271.7  | 1559.7 | 716     | 19.3       | 2,596   | 362.7    |
| Profit (loss) sharing       | (1,088) | (893)   | 528     | 643      | 1,792   | 3,352   | 87.1   | nm     | 9,530   | nm         | 5,144   | 54.0     |
| Biological gain (loss)      | (41)    | 1,616   | 319     | (1,169)  | 464     | 1,427   | 207.3  | (11.7) | 750     | 3.6        | 1,892   | 252.2    |
| Other gain (loss)           | 879     | 1,419   | 1,603   | 5,062    | 330     | 135     | nm     | nm     | 0       | (100.0)    | 465     | nm       |
| Reported net profit         | (2,725) | (792)   | (1,811) | 121      | 1,152   | 6,924   | 501.0  | nm     | 14,112  | nm         | 8,076   | 57.2     |
| Core profit                 | (3,562) | (3,827) | (3,733) | (10,877) | 358     | 5,595   | 1464.1 | nm     | 13,362  | nm         | 5,952   | 44.5     |
| Key ratios (%)              |         |         |         |          |         |         | (ppt)  | (ppt)  |         |            |         |          |
| Gross margin                | 10.1    | 11.0    | 10.8    | 9.2      | 12.0    | 15.4    | 3.4    | 4.4    | 12.8    | 2.4        | 13.8    |          |
| SG&A to sales               | 8.2     | 9.2     | 9.7     | 10.3     | 8.7     | 8.5     | (0.2)  | (0.7)  | 8.9     | (0.6)      | 8.6     |          |
| Operating margin            | 2.5     | 2.4     | 1.6     | (2.2)    | 3.8     | 7.3     | 3.5    | 4.9    | 4.7     | 3.6        | 5.6     |          |
| Net margin                  | (1.9)   | (0.5)   | (1.3)   | 0.1      | 0.8     | 4.6     | 3.8    | 5.2    | 2.4     | 3.2        | 2.8     |          |
| Core margin                 | (2.5)   | (2.5)   | (2.6)   | (7.4)    | 0.3     | 3.7     | 3.5    | 6.3    | 2.2     | 6.0        | 2.1     |          |
| Operating statistics (THB/k | (g)     |         |         |          |         |         |        |        |         |            |         |          |
| Broiler price-TH            | 39.2    | 43.8    | 36.6    | 37.9     | 40.8    | 44.0    | 7.8    | 0.5    | 41.0    | 3.9        | 42.4    |          |
| Swine price-TH              | 84.7    | 72.5    | 62.7    | 62.3     | 66.3    | 69.3    | 4.5    | (4.4)  | 72.0    | 2.1        | 67.8    |          |
| Shrimp price 70 unit -TH    | 165.0   | 124.7   | 124.3   | 136.0    | 129.0   | 121.7   | (5.7)  | (2.4)  | 145.0   | 5.8        | 125.3   |          |
| Corn price-TH               | 13.3    | 12.9    | 11.7    | 10.4     | 10.4    | 10.9    | 5.1    | (14.9) | 10.0    | (17.0)     | 10.7    |          |
| Soybean meal price-TH       | 24.0    | 23.4    | 21.5    | 22.0     | 22.2    | 21.3    | (4.0)  | (9.1)  | 20.5    | (9.8)      | 21.7    |          |
|                             | 50.045  | 55 005  | F7 000  | 47.000   | 50 400  | 04.055  | 00.0   | 40.0   | 55 000  | <b>F</b> 4 | 50 700  |          |
| Swine price-VN (VND/kg.)    | 50,045  | 55,095  | 57,023  | 47,082   | 53,400  | 64,055  | 20.0   | 16.3   | 55,000  | 5.1        | 58,728  |          |
| Swine price-CH (RMB/kg.)    | 15.2    | 14.4    | 16.1    | 15.3     | 14.6    | 16.4    | 12.6   | 14.2   | 16.0    | 4.9        | 15.5    |          |

Sources: CPF, FSSIA's compilation



## HANA MICROELECTRONICS (HANA TB) - 2Q24 results at first glance; Maintain BUY TP THB50.00

#### 2Q24 core profit recovered q-q, in line with our estimate

#### Highlights

- HANA reported a 2Q24 net profit of THB376m (+20% q-q, -41% y-y). Excluding an FX loss of THB111m, its core profit equaled THB487m (+38% q-q, -35% y-y), which was close to our expectation and showed a good recovery.
- Total revenue increased by 6% q-q but still decreased y-y in the quarter due to the high base in 2Q23. The decline was primarily from the IC segment, in line with management's guidance, while revenue from PCBA grew both q-q and y-y.
- In terms of production base, we saw a q-q recovery in almost every country: China +16% q-q, the US +23% q-q, and SiC from the South Korean factory, which showed a strong recovery at +88% q-q and +31% y-y, increasing its revenue contribution to 3% of total revenue (vs 1% in 1Q24 and 1.9% in 2Q23).
- The 2Q24 gross margin improved to 12.4% from 10.8% in 1Q24 due to the depreciation of the THB and higher production capacity utilization.

#### Outlook

- We expect 3Q24 profit to continue recovering and accelerate, driven by growth in the consumer segment along with the revenue growth of SiC. In addition, HANA will recognize a reversal of the investment from Credit Suisse Supply Chain Finance Funds amounting to USD8.54m, or THB299m, which closed in 2021. UBS has announced the final repayment of the investment. HANA will recognize this in its 3Q24 financial statements.
- Overall, the situation is consistent with our estimates. We maintain our 2024E core profit at THB2.2b (+9% y-y).

#### Exhibit 8: HANA – 2Q24 results summary

|                      | 1Q23    | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    | Cha    | nge    | 2024E   | Change | 1H24    | Change | % 1H24   |
|----------------------|---------|---------|---------|---------|---------|---------|--------|--------|---------|--------|---------|--------|----------|
|                      | (THB m) | (q-q%) | (y-y%) | (THB m) | (y-y%) | (THB m) | (y-y%) | to 2024E |
| Total revenue        | 6,466   | 6,910   | 6,555   | 6,221   | 6,371   | 6,752   | 6.0    | (2.3)  | 26,260  | 0.4    | 13,122  | (1.9)  | 50.0     |
| Cost of sales        | 5,913   | 5,871   | 5,523   | 5,602   | 5,683   | 5,918   | 4.1    | 0.8    | 22,846  | (0.3)  | 11,601  | (1.6)  | 50.8     |
| Gross profit         | 553     | 1,039   | 1,031   | 619     | 687     | 834     | 21.4   | (19.7) | 3,414   | 5.3    | 1,521   | (4.4)  | 44.6     |
| SG&A                 | 382     | 392     | 449     | 408     | 415     | 419     | 1.0    | 6.9    | 1,654   | 1.4    | 835     | 7.8    | 50.5     |
| Operating profit     | 171     | 646     | 582     | 211     | 272     | 415     | 52.5   | (35.9) | 1,759   | 9.2    | 687     | (16.1) | 39.0     |
| Interest expense     | 1.8     | 8.0     | 17.4    | 24.7    | 23.9    | 25.9    | 8.4    | 221.6  | 19      | (63.9) | 50      | 406.8  | 265.8    |
| Tax expense          | 12      | 33      | 21      | 20      | 27      | 31      | 16.0   | (5.9)  | 103     | 20.7   | 58      | 29.2   | 55.8     |
| Reported net profit  | 266     | 635     | 734     | 125     | 313     | 376     | 20.2   | (40.8) | 2,189   | 24.3   | 690     | (23.5) | 31.5     |
| Core profit          | 295     | 749     | 674     | 291     | 352     | 487     | 38.2   | (35.0) | 2,189   | 8.9    | 839     | (19.6) | 38.3     |
| Key ratios (%)       |         |         |         |         |         |         | (ppt)  | (ppt)  |         |        |         |        |          |
| Gross margin         | 8.6     | 15.0    | 15.7    | 9.9     | 10.8    | 12.4    | 1.6    | (2.7)  | 13.0    | 0.6    | 11.6    | (0.3)  |          |
| SG&A to sales        | 5.9     | 5.7     | 6.9     | 6.6     | 6.5     | 6.2     | (0.3)  | 0.5    | 6.3     | 0.1    | 6.4     | 0.6    |          |
| Operating margin     | 2.7     | 9.4     | 8.9     | 3.4     | 4.3     | 6.1     | 1.9    | (3.2)  | 6.7     | 0.5    | 5.2     | (0.9)  |          |
| Net margin           | 4.1     | 9.2     | 11.2    | 2.0     | 4.9     | 5.6     | 0.7    | (3.6)  | 8.3     | 1.6    | 5.3     | (1.5)  |          |
| Core margin          | 4.6     | 10.8    | 10.3    | 4.7     | 5.5     | 7.2     | 1.7    | (3.6)  | 8.3     | 0.7    | 6.4     | (1.4)  |          |
| Operating statistics | (THB m) |         |         |         |         |         |        |        |         |        |         |        |          |
| PCBA - Lamphun       | 3,032   | 3,142   | 3,094   | 3,044   | 3,176   | 3,232   | 1.8    | 2.9    | 10,760  | (5.7)  | 6,409   | 3.8    | 59.6     |
| PCBA - Jiaxing       | 797     | 893     | 785     | 774     | 884     | 1,004   | 13.6   | 12.4   | 3,514   | 12.0   | 1,888   | 11.7   | 53.7     |
| PCBA - Cambodia      | 82      | 128     | 131     | 54      | 61      | 70      | 15.1   | (45.3) | 139     | (73.4) | 131     | (37.8) | 94.0     |
| IC - Ayutthaya       | 1,816   | 1,983   | 1,827   | 1,692   | 1,624   | 1,604   | (1.2)  | (19.1) | 8,825   | 20.5   | 3,228   | (15.0) | 36.6     |
| IC - Jiaxing         | 247     | 293     | 238     | 137     | 125     | 168     | 34.8   | (42.7) | 1,279   | 63.0   | 293     | (45.8) | 22.9     |
| HMT - USA            | 345     | 341     | 389     | 407     | 411     | 504     | 22.6   | 47.7   | 1,515   | (3.4)  | 914     | 33.2   | 60.3     |
| IC - South Korea     | 146     | 129     | 92      | 113     | 90      | 170     | 88.0   | 31.3   | 1,155   | 120.8  | 260     | (5.5)  | 22.5     |
| Total IC revenue     | 2,554   | 2,746   | 2,545   | 2,349   | 2,249   | 2,445   | 8.7    | (11.0) | 8,989   | (11.3) | 4,695   | (11.4) | 52.2     |
| Total PCBA revenue   | 3,912   | 4,164   | 4,010   | 3,872   | 4,121   | 4,306   | 4.5    | 3.4    | 11,029  | 7.1    | 8,428   | 4.4    | 76.4     |

Sources: HANA; FSSIA's compilation



## NEO CORPORATE (NEO TB) - 2Q24 results at first glance; Maintain BUY TP THB64.00

### 2Q24 net profit was flat q-q but grew y-y, slightly below our estimate by 5%

#### Highlights

- NEO reported a 2Q24 net profit of THB269m (+0.3% q-q, +72.8% y-y). The gross margin remained impressive at 46.8%, up from 45.9% in 1Q24 and 42.5% in 2Q23, thanks to the product mix and benefit from low raw material costs. To elaborate, revenue from the baby segment continued to outperform the household segment.
- Total revenue grew by 0.9% q-q and 8.7% y-y in 2Q24. Highlights include the baby segment revenue increasing by 13% q-q and y-y, with new products like D-nee Deluxe receiving a positive response. Meanwhile, household products saw a q-q decline due to increased competition in fabric softeners, and personal care revenue decreased q-q as department stores built up inventory, resulting in a high base from 1Q24.
- Export revenue recovered well, which grew by 29.4% q-q but declined by 8.9% y-y due to the high base in 2Q23.
- Total expenses rose by 6% q-q and 10.5% y-y in 2Q24, outpacing revenue growth. This led to an increase in the SG&A to sales ratio to 33.2% from 31.5% in 1Q24 and 32.6% in 2Q23, mainly from higher marketing and new product launch expenses.

#### Outlook

- NEO's 1H24 net profit equaled THB537m (+60% y-y), accounting for 53% of our full-year estimate, with 1H24 total revenue growing by 8.6% y-y. However, NEO maintains its 2024 revenue growth target of no less than 10% y-y, implying that 2H24 revenue will need to grow by at least 12% y-y. It would support net profit growth in 2H24.
- We maintain our 2024E net profit at THB1b and keep our TP of THB64.

#### Exhibit 9: NEO – 2Q24 results summary

|                                | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    | Cha    | nge    | 2023    | 2024E   | Change | % 1H24   |
|--------------------------------|---------|---------|---------|---------|---------|--------|--------|---------|---------|--------|----------|
|                                | (THB m) | (q-q%) | (y-y%) | (THB m) | (THB m) | (y-y%) | to 2024E |
| Sales                          | 2,295   | 2,456   | 2,455   | 2,472   | 2,494   | 0.9    | 8.7    | 9,484   | 10,438  | 10.1   | 47.6     |
| Cost of sales                  | 1,319   | 1,354   | 1,381   | 1,337   | 1,326   | (0.8)  | 0.5    | 5,449   | 5,845   | 7.3    | 45.5     |
| Gross profit                   | 975     | 1,102   | 1,074   | 1,136   | 1,168   | 2.8    | 19.8   | 4,035   | 4,593   | 13.8   | 50.2     |
| SG&A                           | 749     | 676     | 881     | 780     | 827     | 6.1    | 10.5   | 2,957   | 3,257   | 10.1   | 49.4     |
| Operating profit               | 234     | 431     | 207     | 364     | 361     | (1.0)  | 54.0   | 1,106   | 1,357   | 22.7   | 53.4     |
| Interest expense               | 10      | 15      | 20      | 24      | 21      | (13.7) | 112.4  | 55      | 73      | 33.0   | 62.1     |
| Tax expense                    | 40      | 86      | 37      | 68      | 67      | (0.8)  | 69.0   | 212     | 257     | 21.2   | 52.7     |
| Reported net profit            | 156     | 350     | 144     | 268     | 269     | 0.3    | 72.8   | 830     | 1,012   | 22.0   | 53.0     |
| Core profit                    | 183     | 329     | 144     | 268     | 269     | 0.3    | 46.9   | 830     | 1,012   | 22.0   | 53.0     |
| Key Ratios (%)                 |         |         |         |         |         | (ppt)  | (ppt)  |         |         |        |          |
| Gross margin                   | 42.5    | 44.9    | 43.7    | 45.9    | 46.8    | 0.9    | 4.3    | 42.5    | 44.0    | 1.5    |          |
| SG&A / Sales                   | 32.6    | 27.5    | 35.9    | 31.5    | 33.2    | 1.6    | 0.6    | 31.2    | 31.2    | 0.0    |          |
| Operating margin               | 10.2    | 17.5    | 8.4     | 14.7    | 14.5    | (0.3)  | 4.3    | 11.7    | 13.0    | 1.3    |          |
| Net margin                     | 6.8     | 14.3    | 5.9     | 10.8    | 10.8    | (0.1)  | 4.0    | 8.7     | 9.7     | 1.0    |          |
| Core margin                    | 8.0     | 13.4    | 5.9     | 10.8    | 10.8    | (0.1)  | 2.8    | 8.7     | 9.7     | 1.0    |          |
| Operating Statistics (THB m)   |         |         |         |         |         |        |        |         |         |        |          |
| Household products revenue     | 997     | 1,038   | 1,065   | 1,024   | 1,004   | (2.0)  | 0.7    | 4,127   | 4,445   | 7.7    | 45.6     |
| Personal care products revenue | 550     | 610     | 553     | 699     | 643     | (8.0)  | 16.9   | 2,287   | 2,538   | 11.0   | 52.9     |
| Baby and kids products revenue | 748     | 808     | 837     | 749     | 847     | 13.1   | 13.2   | 3,070   | 3,454   | 12.5   | 46.2     |
|                                |         |         |         |         |         |        |        |         |         |        |          |
| Domestic revenue               | 1,978   | 2,137   | 2,136   | 2,250   | 2,206   | (2.0)  | 11.5   | 8,238   | 9,227   | 12.0   | 48.3     |
| Export revenue                 | 316     | 319     | 319     | 223     | 288     | 29.4   | (8.9)  | 1,246   | 1,211   | (2.8)  | 42.1     |

Sources: NEO; FSSIA's compilation

## OSOTSPA (OSP TB) - 2Q24 results at first glance; Maintain BUY TP THB28.00

### 2Q24 core profit reached a 13-quarter high, in line with our estimate

#### Highlights

- OSP posted a 2Q24 net profit of THB604m (-27% q-q, +10% y-y). Excluding an impairment on investments of THB315m and a provision for loans of THB4m, its core profit equaled THB923m (+11% q-q, +68% y-y), in line with our estimate and a 13-quarter high.
- Total revenue increased by 1.2% q-q and 9.5% y-y in 2Q24, driven by beverage revenue which grew by 0.4% q-q and 11.2% y-y, including both domestic energy drinks and functional drinks, as well as strong growth in personal care at 18% qq and 26% y-y.
- Overseas revenue also reached a new high, rising slightly by 0.9% q-q and growing significantly by 33% y-y, supported by continued strong demand in Myanmar.
- The 2Q24 gross margin reached a new high of 38.2%, up from 36.5% in 1Q24 and 34% in 2Q23, due to a change in revenue mix, higher capacity utilization, and improved production efficiency.
- SG&A expenses were well-controlled, reducing the SG&A to sales ratio to 24% from 24.7% in 1Q24 and 24.8% in 2Q23.

#### Outlook

- OSP's 1H24 core profit equaled THB1.75b (+72% y-y), accounting for 59% of our full-year estimate.
- We expect 2H24 core profit to decline from 1H24 due to the low season in both Thailand and Myanmar. In addition, the 2H24 gross margin might drop from 2Q24, which is a high base, mainly from a decrease in capacity utilization. However, we anticipate 2H24 net profit to grow h-h, as there may not be any large impairment losses like those in 2Q24.
- We maintain our 2024E core profit at THB2.96b (+36% y-y) and keep our TP of THB28. We still have a positive view on the medium to long-term growth and anticipate a potential upside from OSP's M&A plans.

#### Exhibit 10: OSP - 2Q24 results summary

|                                     | 1Q23    | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    | Cha    | nge    | 2024E   | Change | % 1H24   |
|-------------------------------------|---------|---------|---------|---------|---------|---------|--------|--------|---------|--------|----------|
|                                     | (THB m) | (q-q%) | (y-y%) | (THB m) | (y-y%) | to 2024E |
| Sales                               | 6,545   | 6,709   | 6,277   | 6,530   | 7,260   | 7,345   | 1.2    | 9.5    | 28,760  | 10.4   | 50.8     |
| Cost of sales                       | 4,360   | 4,428   | 4,058   | 4,213   | 4,613   | 4,541   | (1.6)  | 2.5    | 18,407  | 7.9    | 49.7     |
| Gross profit                        | 2,186   | 2,281   | 2,220   | 2,317   | 2,647   | 2,804   | 5.9    | 22.9   | 10,354  | 15.0   | 52.7     |
| SG&A                                | 1,703   | 1,661   | 1,624   | 1,623   | 1,797   | 1,761   | (2.0)  | 6.0    | 7,075   | 7.0    | 50.3     |
| Operating profit                    | 524     | 678     | 633     | 754     | 918     | 1,073   | 16.8   | 58.2   | 3,480   | 34.4   | 57.2     |
| Interest expense                    | 24      | 24      | 26      | 34      | 29      | 26      | (9.9)  | 10.8   | 107     | (0.2)  | 51.7     |
| Tax expense                         | 54      | 110     | 96      | 171     | 82      | 143     | 73.7   | 29.9   | 540     | 25.5   | 41.6     |
| Profit (loss) sharing               | 39      | 13      | 51      | 43      | 59      | 59      | 0.3    | 341.5  | 179     | (22.3) | 66.1     |
| Reported net profit                 | 778     | 549     | 642     | 433     | 828     | 604     | (27.1) | 9.9    | 2,962   | 23.3   | 48.4     |
| Core profit                         | 472     | 549     | 562     | 592     | 828     | 923     | 11.4   | 68.0   | 2,962   | 36.2   | 59.1     |
|                                     |         |         |         |         |         |         |        |        |         |        |          |
| Key Ratios (%)                      |         |         |         |         |         |         | (ppt)  | (ppt)  |         | (ppt)  |          |
| Gross margin                        | 33.4    | 34.0    | 35.4    | 35.5    | 36.5    | 38.2    | 1.7    | 4.2    | 36.0    | 1.5    |          |
| SG&A to sales                       | 26.0    | 24.8    | 25.9    | 24.9    | 24.7    | 24.0    | (0.8)  | (0.8)  | 24.6    | (0.8)  |          |
| Operating margin                    | 8.0     | 10.1    | 10.1    | 11.5    | 12.6    | 14.6    | 2.0    | 4.5    | 12.1    | 2.2    |          |
| Net margin                          | 11.9    | 8.2     | 10.2    | 6.6     | 11.4    | 8.2     | (3.2)  | 0.0    | 2.3     | (1.6)  |          |
| Core margin                         | 7.2     | 8.2     | 9.0     | 9.1     | 11.4    | 12.6    | 1.2    | 4.4    | 10.3    | 1.1    |          |
|                                     |         |         |         |         |         |         |        |        |         |        |          |
| Operating statistics (THB m)        |         |         |         |         |         |         |        |        |         |        |          |
| Beverage sales                      | 5,279   | 5,488   | 5,071   | 5,292   | 6,077   | 6,104   | 0.4    | 11.2   | 23,844  | 12.8   | 51.1     |
| Personal care                       | 556     | 566     | 647     | 717     | 604     | 715     | 18.2   | 26.3   | 2,548   | 2.5    | 51.8     |
| Other                               | 710     | 656     | 559     | 521     | 579     | 527     | (9.0)  | (19.7) | 2,368   | (3.2)  | 46.7     |
|                                     |         |         |         |         |         |         |        |        |         |        |          |
| Domestic                            | 4,992   | 5,268   | 5,383   | 5,440   | 5,357   | 5,425   | 1.3    | 3.0    | 22,039  | 4.5    | 48.9     |
| Overseas                            | 1,553   | 1,441   | 894     | 1,090   | 1,903   | 1,920   | 0.9    | 33.3   | 6,721   | 35.0   | 56.9     |
|                                     |         |         |         |         |         |         |        |        |         |        |          |
| Energy drink's market share (%)     | 46.6    | 47.5    | 46.5    | 45.9    | 46.4    | 46.4    | 0.0    | (1.1)  | 46.5    | (0.1)  |          |
| Functional drink's market share (%) | 40.4    | 42.1    | 43.7    | 40.3    | 42.9    | 45.9    | 3.0    | 3.8    | 42.0    | 0.4    |          |

Sources: OSP; FSSIA's compilation



# EASTERN POLYMER GROUP (EPG TB) - Held back by subsidiary and JV; Maintain BUY TP THB6.00

#### Core profit gradually recovered but was held back by JV

EPG reported a net profit of THB254m in 1QFY25 (April-June 2024) including a THB111m ECL allowance from its South African JV. Excluding that item, EPG's core profit recovered to THB340m (+12% q-q, +23% y-y), above our expectation by 10% largely due to the better-than-estimated gross margin from its Aeroflex insulation unit and Aeroklas automotive unit.

#### Profit primarily supported by Aeroflex insulation unit

The Aeroflex insulation unit remained a star, with rising sales revenue (+14.8% q-q, +24.6% y-y) and an impressively high gross margin of 47.0% in the quarter. Revenue from the Aeroklas automotive unit slid 0.7% q-q due to seasonal effect but grew 27.2% y-y as it received new orders from Japanese automotive clients. The additional TJM retail branches during the last six months also helped add to the sales revenue.

#### TJM and South African JV remained weak

However, weak operations are still ongoing from its wholly-owned Australia-based TJM and its JV in South Africa. SG&A expenses continued to rise, caused by the expenses related to a branch closure in the US. Although sales increased, TJM made another loss of THB58m in 1QFY25. Furthermore, the EPP plastic packaging unit's operations were weaker than expected with lower sales and a record low gross margin of 8.3% due to the intense competition.

#### TP cut; maintain BUY call on cheap valuations

The 1QFY25 core profit accounts for 24% of our full-year forecast. According to management's guidance, the additional ECL provision amounting to cTHB100m is expected for one more quarter. The company's performance may gradually improve once management resolves the liquidity issue with the South African JV. We maintain our projection but lower our TP to THB6 based on 10x FY25E EV/EBITDA (-0.5SD of its five-year average) from 12.5x on the potentially slower-than-expected recovery. We retain our BUY rating on its cheap valuations. The share price trades at only 0.8x FY25E P/BV and 6.1x FY25E EV/EBITDA.

#### Exhibit 11: EPG – 1QFY25 earnings summary

| Year to Mar 31           | 1QFY24  | 2QFY24  | 3QFY24  | 4QFY24  | 1QFY25  | Cha     | nge     | FY24    | FY25E   | Change  | % of   |
|--------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--------|
|                          | (THB m) | (q-q %) | (y-y %) | (THB m) | (THB m) | (y-y %) | 24E    |
| Sales                    | 2,998   | 3,316   | 3,387   | 3,526   | 3,590   | 1.8     | 19.7    | 13,227  | 13,955  | 5.5     | 25.7   |
| Cost of sales            | (2,049) | (2,227) | (2,258) | (2,465) | (2,394) | (2.9)   | 16.9    | (8,999) | (9,441) | 4.9     | 25.4   |
| Gross profit             | 949     | 1,089   | 1,129   | 1,061   | 1,196   | 12.7    | 26.0    | 4,228   | 4,515   | 6.8     | 26.5   |
| Operating costs          | (734)   | (743)   | (795)   | (830)   | (902)   | 8.7     | 22.9    | (3,102) | (3,238) | 4.4     | 27.9   |
| Operating profit         | 215     | 346     | 334     | 230     | 294     | 27.4    | 36.5    | 1,126   | 1,277   | 13.5    | 23.0   |
| Operating EBITDA         | 452     | 581     | 585     | 496     | 560     | 12.9    | 23.8    | 2,114   | 2,281   | 7.9     | 24.5   |
| Other income             | 27      | 23      | 26      | 12      | 37      | 211.0   | 39.6    | 88      | 91      | 2.8     | 40.8   |
| Interest expense         | (53)    | (54)    | (38)    | (50)    | (51)    | 1.9     | (3.6)   | (194)   | (235)   | 20.8    | 21.6   |
| Associates               | 82      | 170     | 101     | 110     | 98      | (11.2)  | 19.2    | 463     | 426     | (8.0)   | 22.9   |
| Extraordinary            |         |         |         |         |         |         |         |         |         |         |        |
| FX gain/(loss) & ECL     | 50      | 23      | (68)    | (265)   | 24      | nm      | nm      | (259)   | (200)   | nm      | (12.2) |
| Net profit               | 305     | 431     | 297     | 154     | 254     | 65.1    | (16.8)  | 1,187   | 1,222   | 2.9     | 20.8   |
| Core profit              | 276     | 453     | 407     | 303     | 340     | 12.4    | 23.3    | 1,438   | 1,422   | (1.2)   | 23.9   |
| Reported EPS (THB)       | 0.11    | 0.15    | 0.11    | 0.05    | 0.09    | 65.1    | (16.8)  | 0.42    | 0.44    | 2.9     | 20.9   |
| Core EPS (THB)           | 0.10    | 0.16    | 0.15    | 0.11    | 0.12    | 12.4    | 23.3    | 0.51    | 0.51    | (1.2)   | 23.9   |
| Key ratios               | (%)     | (%)     | (%)     | (%)     | (%)     | (ppt)   | (ppt)   | (%)     | (%)     | (ppt)   |        |
| Gross margin             | 31.7    | 32.8    | 33.3    | 30.1    | 33.3    | 3.2     | 1.6     | 32.0    | 32.4    | 0.4     |        |
| Operating margin         | 7.2     | 10.4    | 9.9     | 6.5     | 8.2     | 1.6     | 1.0     | 8.5     | 9.2     | 0.6     |        |
| EBITDA margin            | 15.1    | 17.5    | 17.3    | 14.1    | 15.6    | 1.5     | 0.5     | 16.0    | 16.3    | 0.4     |        |
| Core profit margin       | 9.2     | 13.7    | 12.0    | 8.6     | 9.5     | 0.9     | 0.3     | 10.9    | 10.2    | (0.7)   |        |
| SG&A / Sales             | 24.5    | 22.4    | 23.5    | 23.5    | 25.1    | 1.6     | 0.6     | 23.5    | 23.2    | (0.3)   |        |
| Revenue breakdown        | (THB m) | (q-q %) | (y-y %) | (THB m) | (THB m) | (y-y %) |        |
| Aeroflex                 | 900     | 970     | 950     | 977     | 1,121   | 14.8    | 24.6    | 3,796   | 4,118   | 8.5     |        |
| Aeroklas                 | 1,447   | 1,701   | 1,714   | 1,853   | 1,840   | (0.7)   | 27.2    | 6,715   | 7,051   | 5.0     |        |
| EPP                      | 639     | 629     | 709     | 682     | 616     | (9.7)   | (3.7)   | 2,659   | 2,733   | 2.8     |        |
| Gross margin by business | (%)     | (%)     | (%)     | (%)     | (%)     | (ppt)   | (ppt)   | (%)     | (%)     | (ppt)   |        |
| Aeroflex                 | 45.0    | 48.2    | 48.3    | 45.5    | 47.0    | 1.5     | 2.0     | 46.8    | 46.5    | (0.3)   |        |
| Aeroklas                 | 32.5    | 31.1    | 32.9    | 28.6    | 33.2    | 4.6     | 0.7     | 31.2    | 32.0    | 0.8     |        |
| EPP                      | 10.5    | 13.1    | 13.8    | 11.1    | 8.3     | (2.8)   | (2.2)   | 12.2    | 11.7    | (0.5)   |        |

Sources: EPG, FSSIA estimates

## CENTRAL PATTANA (CPN TB) - 2Q24 results at first glance; Maintain BUY TP THB83.00

#### Another record profit in 2Q24

#### Highlights

- Excluding the non-operating and non-recurring items, i.e. depreciation and finance charges related to the Pinklao land lease extension and the amortization of the Pinklao lease extension with CPNREIT, CPN registered a record core profit of THB4.2b (+1.3% q-q, +16.4% y-y) in 2Q24, in line with our expectation and the Bloomberg consensus.
- The continued solid performance in 2Q24 was primarily driven by almost all businesses except the hotel business, which was in the low season.
- The residential business remained a standout with outstanding revenue growth of 49.8% q-q and 91.3% y-y. There were two new condos that began to transfer in 2Q24: Escent Ville Suphanburi and Escent Ville Chachoengsao. The revenue from its residential business contributed 15% of total revenue in the quarter, nearly doubling from the pre-pandemic period's 8%.
- The rental and service business marked an all-time-high revenue of THB10.2b, (+5.4% q-q, +10.3% y-y), driven by the full-quarter contribution from Central Nakhon Pathom and Central Nakorn Sawan. Its gross margin remained high at 57.1% due to the efficient cost management and lower electricity bill.
- Despite an increased interest-bearing debt, CPN's capital structure remained strong with net IBD/E rising to 0.68x from 0.66x in 1Q24. The average cost of funds slightly increased to 3.03% from 2.96% in 1Q24, resulting in the 8.2% q-q and 44.9% increase in interest expense in 2Q24.

#### Outlook

- CPN's core profit in 1H24 accounts for 53% of our full-year projection. There is room for us to revise our estimates as the revenue from the residential business in 1H24 already accounts for 56% of our full-year forecast, while the company has a backlog of THB5.3b, 40% of which will be recognized as revenue during 2H24, and an additional six new residential projects in the pipeline.
- We reiterate our BUY call and DCF-based TP of THB83 (WACC 7.4%, LTG 2%), implying 23.5x 2024E P/E, while CPN trades at only 14.9x 2024E P/E.

#### Exhibit 12: CPN – 2Q24 results summary

| Year to Dec 31          | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    | Cha     | ange    | 1H23     | 1H24     | Change  | 2024E    | Change  | % of  |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|----------|----------|---------|----------|---------|-------|
|                         | (THB m) | (q-q %) | (y-y %) | (THB m)  | (THB m)  | (y-y %) | (THB m)  | (y-y %) | 2024E |
| Total operating revenue | 10,865  | 11,918  | 12,849  | 11,705  | 12,876  | 10.0    | 18.5    | 20,846   | 24,581   | 17.9    | 48,320   | 5.9     | 50.9  |
| Cost of services        | (5,275) | (5,764) | (5,715) | (5,308) | (5,916) | 11.5    | 12.2    | (10,030) | (11,224) | 11.9    | (23,378) | 8.7     | 48.0  |
| Gross profit            | 5,590   | 6,154   | 7,134   | 6,396   | 6,960   | 8.8     | 24.5    | 10,816   | 13,356   | 23.5    | 24,942   | 3.5     | 53.5  |
| Operating costs         | (1,716) | (1,754) | (2,501) | (1,998) | (2,001) | 0.2     | 16.6    | (3,471)  | (3,999)  | 15.2    | (8,214)  | 6.3     | 48.7  |
| Operating profit        | 3,874   | 4,400   | 4,633   | 4,398   | 4,959   | 12.7    | 28.0    | 7,345    | 9,357    | 27.4    | 16,728   | 2.1     | 55.9  |
| Operating EBITDA        | 6,035   | 6,466   | 6,910   | 6,619   | 7,243   | 9.4     | 20.0    | 11,548   | 13,862   | 20.0    | 26,015   | 4.4     | 53.3  |
| Other income            | 269     | 359     | 240     | 529     | 606     | 14.5    | 125.8   | 577      | 1,136    | 96.7    | 1,118    | (5.0)   | 101.6 |
| Interest expense        | (663)   | (660)   | (693)   | (888)   | (961)   | 8.2     | 44.9    | (1,260)  | (1,849)  | 46.8    | (2,693)  | 3.1     | 68.7  |
| Profit before tax       | 3,887   | 4,544   | 4,467   | 4,509   | 5,120   | 13.6    | 31.7    | 7,478    | 9,629    | 28.8    | 16,757   | 1.6     | 57.5  |
| Tax                     | (769)   | (908)   | (986)   | (899)   | (1,042) | 15.9    | 35.6    | (1,567)  | (1,941)  | 23.9    | (3,486)  | 0.7     | 55.7  |
| Associates              | 532     | 579     | 546     | 596     | 524     | (12.0)  | (1.4)   | 1,008    | 1,120    | 11.1    | 2,734    | 28.2    | 41.0  |
| Minority interests      | (36)    | (53)    | (55)    | (54)    | (45)    | (16.9)  | 23.4    | (63)     | (98)     | 55.8    | (147)    | (13.7)  | 66.6  |
| Reported net profit     | 3,678   | 4,161   | 3,977   | 4,154   | 4,556   | 9.7     | 23.9    | 6,924    | 8,710    | 25.8    | 15,858   | 5.3     | 54.9  |
| Core profit             | 3,614   | 4,163   | 3,972   | 4,152   | 4,206   | 1.3     | 16.4    | 6,856    | 8,358    | 21.9    | 15,858   | 6.9     | 52.7  |
| Reported EPS (THB)      | 0.82    | 0.93    | 0.89    | 0.93    | 1.01    | 9.1     | 23.2    | 1.55     | 1.94     | 24.7    | 3.53     | 5.1     | 54.8  |
| Recurring EPS (THB)     | 0.81    | 0.93    | 0.89    | 0.93    | 0.94    | 1.3     | 16.4    | 1.53     | 1.86     | 21.9    | 3.53     | 6.9     | 52.7  |
| Key ratios              | (%)     | (%)     | (%)     | (%)     | (%)     | (ppt)   | (ppt)   | (%)      | (%)      | (ppt)   | (%)      | (ppt)   |       |
| Gross margin            | 51.5    | 51.6    | 55.5    | 54.6    | 54.1    | (0.6)   | 2.6     | 51.9     | 54.3     | 2.4     | 51.6     | (1.2)   |       |
| Operating margin        | 35.7    | 36.9    | 36.1    | 37.6    | 38.5    | 0.9     | 2.9     | 35.2     | 38.1     | 2.8     | 34.6     | (1.3)   |       |
| EBITDA margin           | 55.5    | 54.3    | 53.8    | 56.6    | 56.2    | (0.3)   | 0.7     | 55.4     | 56.4     | 1.0     | 53.8     | (0.8)   |       |
| Core profit margin      | 33.3    | 34.9    | 30.9    | 35.5    | 32.7    | (2.8)   | (0.6)   | 32.9     | 34.0     | 1.1     | 32.8     | (0.0)   |       |
| SG&A / Sales            | 15.8    | 14.7    | 19.5    | 17.1    | 15.5    | (1.5)   | (0.3)   | 16.7     | 16.3     | (0.4)   | 17.0     | 0.1     |       |
| Revenue breakdown       | (THB m) | (q-q %) | (y-y %) | (THB m)  | (THB m)  | (y-y %) | (THB m)  | (y-y %) |       |
| Rental and services     | 9,229   | 9,358   | 9,965   | 9,659   | 10,179  | 5.4     | 10.3    | 17,980   | 19,837   | 10.3    | 39,861   | 6.9     |       |
| Food center services    | 245     | 229     | 240     | 249     | 289     | 16.1    | 18.0    | 452      | 538      | 19.0    | 985      | 7.0     |       |
| Hotel operations        | 368     | 384     | 449     | 491     | 452     | (7.9)   | 22.9    | 721      | 943      | 30.7    | 1,697    | 9.2     |       |
| Residential sales       | 1,023   | 1,947   | 2,195   | 1,306   | 1,957   | 49.8    | 91.3    | 1,693    | 3,263    | 92.7    | 5,777    | (1.0)   |       |
| Gross margin by BU      | (%)     | (%)     | (%)     | (%)     | (%)     | (ppt)   | (ppt)   | (%)      | (%)      | (ppt)   | (%)      | (ppt)   |       |
| Rental and services     | 52.9    | 54.8    | 59.4    | 56.5    | 57.1    | 0.7     | 4.2     | 53.2     | 56.8     | 3.6     | 53.6     | (1.7)   |       |
| Food center services    | 51.4    | 49.3    | 49.6    | 49.4    | 52.6    | 3.2     | 1.2     | 49.6     | 51.1     | 1.6     | 48.6     | (0.9)   |       |
| Hotel operations        | 66.0    | 65.2    | 66.9    | 68.3    | 66.1    | (2.2)   | 0.2     | 66.3     | 67.3     | 1.0     | 68.0     | 1.8     |       |
| Residential sales       | 32.8    | 34.0    | 36.1    | 37.1    | 35.5    | (1.6)   | 2.7     | 32.6     | 36.1     | 3.5     | 33.7     | (0.8)   |       |

Sources: CPN, FSSIA estimates

## G-ABLE (GABLE TB) - 2Q24 results at first glance; Maintain BUY TP THB5.50

#### 2Q24 core profit beat our estimate by over 30%

#### Highlights

- GABLE posted a net profit of THB63m in 2Q24 with one extra gain related to a deferred tax reversal of THB29m. Excluding the
  deferred tax item, GABLE reported a core profit of THB93m (+961% q-q, +55% y-y), beating our estimate by over 30%.
- The significant q-q surge in 2Q24 core profit was the result of revenue recognition from the very large-scale hardware project worth cTHB700m won in late 1Q24, bringing the revenue from the enterprise solution unit (83% of total revenue) to its highest-ever level at THB1.6b (+75% q-q, +77% y-y).
- The rapidly growing revenue came at the cost of a lower gross margin. The blended gross margin in 2Q24 slid to 15.7% (-210 bps q-q and -520 bps y-y). The SG&A expense was well controlled, resulting in EBITDA growth of 352% q-q and 44.5% y-y.
- The sharp increase in interest expenses was due to the temporary rise in short-term loans to support the bidding project during the
  previous quarter. Once the company delivered the job, it repaid the loan. We expect GABLE to return to a near-debt-free company
  again in 3Q24.
- GABLE's revenue and core profit in 1H24 grew 31.1% y-y and 49.5% y-y, respectively.

#### Outlook

- Typically, the performance in 2H is much higher than in 1H. GABLE's core profit in 1H24, which achieved 49% of our full-year forecast, helps mitigate the downside risks to our estimates.
- Our estimated revenue for 2024 of THB5.9b should be secured by the company's backlog of THB5.6b; 73% of our forecast. We, therefore, maintain our projection.
- We retain our BUY call with the same TP of THB5.50, based on a 2024E P/E of 15.0x.
- Note that PM Srettha's dismissal opens risks to economic growth, stalls the approval of the 2025 budget, and creates a noconfidence mood. The increased risks may lead us to revise our target P/E downward. We are closely monitoring the domestic political situation.

| Year to Dec 31       | 2Q23    | 3Q23    | 4Q23    | 1Q24    | 2Q24    | Cha     | nge     | 1H23    | 1H24    | Change  | 2024E   | Change  | % of  |
|----------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-------|
|                      | (THB m) | (q-q %) | (y-y %) | (THB m) | (THB m) | (y-y %) | (THB m) | (y-y %) | 2024E |
| Sales revenue        | 1,223   | 1,342   | 1,638   | 1,153   | 1,938   | 68.0    | 58.4    | 2,358   | 3,091   | 31.1    | 5,890   | 10.3    | 52.5  |
| Cost of sales        | (968)   | (1,067) | (1,289) | (948)   | (1,633) | 72.2    | 68.8    | (1,883) | (2,582) | 37.1    | (4,751) | 12.1    | 54.3  |
| Gross profit         | 255     | 275     | 349     | 205     | 305     | 48.6    | 19.3    | 476     | 510     | 7.1     | 1,138   | 3.5     | 44.8  |
| Other income         | 9       | 4       | 5       | 7       | 13      | 79.2    | 51.2    | 11      | 20      | 81.4    | 27      | 31.4    | 76.3  |
| SG&A expenses        | (185)   | (193)   | (225)   | (200)   | (198)   | (0.9)   | 7.1     | (370)   | (398)   | 7.7     | (839)   | 6.5     | 47.5  |
| Operating profit     | 79      | 86      | 129     | 12      | 119     | 880.5   | 51.5    | 117     | 131     | 12.2    | 299     | (3.9)   | 43.9  |
| Operating EBITDA     | 96      | 103     | 147     | 31      | 139     | 352.0   | 44.5    | 151     | 169     | 12.3    | 363     | (4.8)   | 46.7  |
| Interest expense     | (5)     | (2)     | (1)     | (2)     | (4)     | 162.5   | (14.2)  | (11)    | (6)     | (44.2)  | (2)     | (83.0)  | 244.1 |
| Profit before tax    | 74      | 83      | 128     | 10      | 115     | 995.8   | 56.2    | 106     | 125     | 18.1    | 323     | 2.0     | 38.8  |
| Тах                  | (13)    | (16)    | (26)    | (2)     | (52)    | 3,200.9 | 285.6   | (21)    | (53)    | 149.9   | (65)    | 0.7     | 82.6  |
| Reported net profit  | 60      | 66      | 101     | 9       | 63      | 623.8   | 5.9     | 84      | 72      | (14.6)  | 258     | 2.3     | 28.0  |
| Core profit          | 60      | 66      | 101     | 9       | 93      | 960.8   | 55.2    | 84      | 126     | 49.5    | 258     | 2.3     | 49.0  |
| Reported EPS (THB)   | 0.09    | 0.09    | 0.14    | 0.01    | 0.09    | 622.4   | (2.3)   | 0.14    | 0.10    | (26.1)  | 0.37    | 2.3     | 28.0  |
| Recurring EPS (THB)  | 0.09    | 0.09    | 0.14    | 0.01    | 0.09    | 622.4   | (2.3)   | 0.14    | 0.10    | (26.1)  | 0.37    | 2.3     | 28.0  |
| Key Ratios (%)       | (%)     | (%)     | (%)     | (%)     | (%)     | (ppt)   | (ppt)   | (%)     | (%)     | (ppt)   | (%)     | (ppt)   |       |
| Gross margin         | 20.9    | 20.5    | 21.3    | 17.8    | 15.7    | (2.1)   | (5.2)   | 20.2    | 16.5    | (3.7)   | 19.3    | (1.3)   |       |
| Operating margin     | 6.4     | 6.4     | 7.9     | 1.1     | 6.2     | 5.1     | (0.3)   | 5.0     | 4.3     | (0.7)   | 5.1     | (0.8)   |       |
| EBITDA margin        | 7.8     | 7.7     | 9.0     | 2.7     | 7.2     | 4.5     | (0.7)   | 6.4     | 5.5     | (0.9)   | 6.2     | (1.0)   |       |
| Recurring net margin | 4.9     | 4.9     | 6.2     | 0.8     | 4.8     | 4.0     | (0.1)   | 3.6     | 4.1     | 0.5     | 4.4     | (0.3)   |       |
| SG&A / Sales         | 15.1    | 14.4    | 13.7    | 17.3    | 10.2    | (7.1)   | (4.9)   | 15.7    | 12.9    | (2.8)   | 14.2    | (0.5)   |       |
| Revenue breakdown    | (THB m) | (q-q %) | (y-y %) | (THB m) | (THB m) | (y-y %) | (THB m) | (y-y %) |       |
| Enterprise solution  | 912     | 949     | 1,256   | 923     | 1,616   | 75.0    | 77.3    | 1,764   | 2,540   | 44.0    | 4,247   | 7.0     |       |
| Value-added services | 282     | 360     | 347     | 207     | 291     | 40.8    | 3.4     | 538     | 498     | (7.3)   | 1,451   | 16.6    |       |
| Software platform    | 30      | 32      | 35      | 23      | 30      | 31.4    | 1.5     | 57      | 53      | (6.4)   | 192     | 54.3    |       |

#### Exhibit 13: GABLE - 2Q24 results summary

Sources: GABLE, FSSIA estimates

## CENTRAL RETAIL CORP (CRC TB) - 2Q24 results at first glance; Maintain BUY TP THB40.00

#### CRC reported a 2Q24 core profit in line with BBG's consensus but missed our estimate by 7%

#### Highlights

- CRC reported a 2Q24 core profit of THB1.61b (-36% q-q, -6.1% y-y), in line with BBG's consensus but missed our estimate by 7% due to higher-than-expected interest expenses, taxes and a lower-than-expected share of profits from associates and JVs.
- CRC reported a 2Q24 net profit of THB1.66b (-24% q-q, +6% y-y). Excluding a non-operational item gain of THB47m, the core profit was THB1.61b (-36% q-q, -6.1% y-y), dropping q-q from seasonality and down y-y due to increased interest expenses, higher taxes, and a reduced share of profits from associates and JVs.
- Total sales increased by 5% y-y in 2Q24, driven by 7% y-y growth in the fashion segment and a 10% y-y increase in the food segment, while the hardline segment declined by 1.3% y-y, primarily due to the slower economic recovery in Vietnam. However, the hardline segment in Thailand continued to grow, supported by new store openings by Thai Watsadu.
- The gross margin stood at 26.6%, stable y-y and up by 90bps q-q, due to the impact of the E-receipts in 1Q24, where most
  products had lower margins. Meanwhile, expenses increased by 2.5% y-y due to the expansion of new stores, leading to
  higher employee costs and depreciation.
- Interest expenses increased by 17% y-y due to higher borrowings. Tax expenses increased by 46% y-y, and the share of
  profits from associates and JVs decreased by 49% y-y due to the absence of profit sharing from Gucci and higher regional
  charges from Grab.
- CRC also acquired a 75% stake in Rev Edition Co., Ltd for an investment of THB468m. Rev Edition operates Rev Runnr, a leading importer and distributor of premium running shoes and sportswear, with brands such as HOKA, Saucony, and Teva.

#### Outlook

The 3QTD SSSG (as of 10 August) for CRC overall remains negative at around -1%. In the short term, the company lacks catalysts, and 3Q24 is expected to remain in the low season.



#### Exhibit 14: CRC – 2Q24 results summary

| Profit & Loss Statement     | 2Q23     | 3Q23     | 4Q23                     | 1Q24     | 2Q24         | <u> Ch</u> i | ange       |                          | 1H24   |          | 2024E          | Change   |
|-----------------------------|----------|----------|--------------------------|----------|--------------|--------------|------------|--------------------------|--------|----------|----------------|----------|
|                             | (THB m)  | (THB m)  | (THB m)                  | (THB m)  | (THB m)      | (q-q%)       | (y-y%)     | (THB m)                  | (y-y%) | %24E     | (THB m)        | (y-y%)   |
| Retail sales                | 53,521   | 53,162   | 58,530                   | 60,347   | 56,242       | (6.8)        | 5.1        | 116,589                  | 6      | 50       | 233,780        | 5        |
| Rental and services         | 2,331    | 2,360    | 2,573                    | 2,416    | 2,476        | 2.5          | 6.2        | 4,892                    | 7      | 50       | 9,865          | 4        |
| Total revenue               | 55,853   | 55,522   | 61,103                   | 62,763   | 58,718       | (6.4)        | 5.1        | 121,481                  | 6      | 50       | 243,645        | 5        |
| Cost of retail sales        | (39,297) | (38,947) | (42,340)                 | (44,849) | (41,284)     | (7.9)        | 5.1        | (86,134)                 | 6      | 50       | (171,859)      | 6        |
| Cost of rental and services | (581)    | (590)    | (612)                    | (611)    | (596)        | (2.5)        | 2.6        | (1,206)                  | 5      | 50       | (2,432)        | 3        |
| Gross profit                | 15,975   | 15,985   | 18,150                   | 17,303   | 16,838       | (2.7)        | 5.4        | 34,141                   | 6      | 49       | 69,354         | 4        |
| Investment income           | 84       | 54       | 90                       | 52       | 90           | 72.5         | 6.7        | 142                      | (7)    | 45       | 314            | 7        |
| Other income                | 4,065    | 3,999    | 4,711                    | 4,440    | 4,194        | (5.6)        | 3.2        | 8,634                    | 5      | 49       | 17,741         | 5        |
| Operating costs             | (17,258) | (17,429) | (18,337)                 | (17,530) | (17,695)     | 0.9          | 2.5        | (35,224)                 | 3      | 49       | (72,378)       | 3        |
| Operating profit            | 2,866    | 2,610    | (10,007)<br><b>4,615</b> | 4,266    | <b>3,427</b> | (19.7)       | 19.6       | (00,224)<br><b>7,692</b> | 18     |          | 15,031         | 10       |
| Interest expense            | (1,117)  | (1,215)  | (1,278)                  | (1,140)  | (1,303)      | 14.3         | 16.6       | (2,443)                  | 14     | 50       | (4,879)        | 5        |
| Profit before tax           | 1,749    | 1,395    | 3,336                    | 3,125    | 2,124        | (32.0)       | 21.5       | 5,250                    | 21     | 52       | 10,151         | 12       |
| Tax                         | (380)    | (424)    | (156)                    | (760)    | (555)        | (27.0)       | 45.9       | (1,315)                  | 36     | 65       | (2,030)        | 31       |
| Associates                  | (300)    | (424)    | (130)<br>86              | 306      | (555)        | (46.4)       | (49.1)     | 469                      |        | 50       | (2,030)<br>935 |          |
| Minority interests          |          |          |                          |          |              | . ,          | . ,        |                          | (24)   |          |                | (6)<br>5 |
| ,                           | (123)    | (112)    | (128)                    | (147)    | (121)        | (18.2)       | (2.1)      | (268)                    | 0      | 50       | (532)          |          |
| Non-recurring items         | (150)    | (178)    | 527                      | (353)    | 47           | (113.3)      | (131.4)    | (306)                    | 53     | n/a      | -              | (100)    |
| Reported net profit         | 1,567    | 1,143    | 3,138                    | 2,171    | 1,660        | (23.5)       | 5.9        | 3,830                    | 3      | 45       | 8,524          | 6        |
| Normalized profit           | 1,717    | 1,321    | 2,611                    | 2,524    | 1,613        | (36.1)       | (6.1)      | 4,137                    | 5      | 49<br>45 | 8,524          | 8        |
| EPS (THB)                   | 0.26     | 0.19     | 0.52                     | 0.36     | 0.28         | (23.5)       | 5.9        | 0.64                     | 3      | 45       | 1.41           | 6        |
| Normalized EPS (THB)        | 0.28     | 0.22     | 0.43                     | 0.42     | 0.27         | (36.1)       | (6.1)      | 0.69                     | 5      | 49       | 1.41           | 8        |
| Key ratios                  | (%)      | (%)      | (%)                      | (%)      | (%)          | (ppt)        | (ppt)      | (%)                      | (ppt)  |          | (%)            | (ppt)    |
| Retail sales margin         | 26.6     | 26.7     | 27.7                     | 25.7     | 26.6         | 0.9          | 0.0        | 26.1                     | (0.1)  |          | 26.5           | (0.2)    |
| Rental and services margin  | 75.1     | 75.0     | 76.2                     | 74.7     | 75.9         | 1.2          | 0.9        | 75.3                     | 0.4    |          | 75.3           | 0.1      |
| Gross margin                | 28.6     | 28.8     | 29.7                     | 27.6     | 28.7         | 1.1          | 0.1        | 28.1                     | (0.1)  |          | 28.5           | (0.3)    |
| EBIT margin                 | 5.1      | 4.7      | 7.6                      | 6.8      | 5.8          | (1.0)        | 0.7        | 6.3                      | 0.7    |          | 6.2            | 0.2      |
| Recurring net margin        | 2.5      | 1.7      | 5.2                      | 3.8      | 2.7          | (1.1)        | 0.2        | 3.2                      | 0.3    |          | 3.3            | 0.1      |
| SG&A / revenue              | 28.8     | 29.3     | 27.9                     | 26.1     | 28.1         | 2.0          | (0.7)      | 27.1                     | (2.8)  |          | 27.7           | (0.5)    |
| Retail sales breakdown      | (THB m)  | (THB m)  | (THB m)                  | (THB m)  | (THB m)      | (q-q%)       | (y-y%)<br> |                          |        |          | (THB m)        | (y-y%)   |
| Fashion                     | 14,632   | 14,692   | 18,260                   | 16,265   | 15,649       | (4)          | 7          |                          |        |          | 64,496         | 3        |
| Hardline                    | 18,839   | 17,945   | 18,686                   | 19,487   | 18,596       | (5)          | (1)        |                          |        |          | 76,594         | 3        |
| Food                        | 20,050   | 20,526   | 21,584                   | 24,595   | 21,996       | (11)         | 10         |                          |        |          | 92,689         | 9        |
| Total retail sales          | 53,521   | 53,163   | 58,530                   | 60,347   | 56,241       | (7)          | 5          |                          |        |          | 233,780        | 5        |
| Revenue proportion          | (%)      | (%)      | (%)                      | (%)      | (%)          | (ppt)        | (ppt)      |                          |        |          | (%)            | (ppt)    |
| Fashion                     | 27.3     | 27.6     | 31.2                     | 27.0     | 27.8         | 0.9          | 0.5        |                          |        |          | 27.6           | (0.6)    |
| Hardline                    | 35.2     | 33.8     | 31.9                     | 32.3     | 33.1         | 0.8          | (2.1)      |                          |        |          | 32.8           | (0.7)    |
| Food                        | 37.5     | 38.6     | 36.9                     | 40.8     | 39.1         | (1.6)        | 1.6        |                          |        |          | 39.6           | 1.3      |
| Operational statistics      | (%)      | (%)      | (%)                      | (%)      | (%)          |              |            |                          |        |          | (%)            | (ppt)    |
| SSSG                        |          |          |                          |          |              |              |            |                          |        |          |                |          |
| Total SSSG                  | 4.0      | 0.0      | (2.4)                    | 1.0      | (1.0)        |              |            |                          |        |          | 0.7            | (2.3)    |
| Fashion                     | 14.0     | 6.0      | 3.0                      | 2.0      | 3.0          |              |            |                          |        |          | 2.0            | (10.0)   |
| Hardline                    | (2.0)    | (6.0)    | (8.0)                    | (5.0)    | (8.0)        |              |            |                          |        |          | (2.0)          | 2.0      |
| Food                        | (2.0)    | (3.0)    | (5.0)                    | 4.0      | (1.0)        |              |            |                          |        |          | 2.0            | 2.2      |
| SSSG by country             |          |          |                          |          |              |              |            |                          |        |          |                |          |
| Thailand                    | 5.0      | 3.0      | (1.0)                    | 0.0      | (2.0)        |              |            |                          |        |          |                |          |
| Vietnam                     | (11.0)   | (15.0)   | (16.0)                   | 2.0      | (4.0)        |              |            |                          |        |          |                |          |
| Italy                       | 26.0     | 10.0     | 9.0                      | 9.0      | 6.0          |              |            |                          |        |          |                |          |
|                             |          |          |                          |          |              |              |            |                          |        |          |                |          |

Sources: CRC; FSSIA estimates

## COM7 (COM7 TB) - 2Q24 results at first glance; Maintain HOLD TP THB20.00

## COM7's net profit has returned to y-y growth, beating BBG's consensus by 16% due to better-than-expected sales and GPM

#### Highlights

- COM7 reported a 2Q24 net profit of THB752m (-8% q-q, +7% y-y), beating BBG's consensus by 16% due to better-thanexpected sales and GPM.
- Total sales increased by 15% y-y in 2Q24, driven by strong smartphone sales, particularly those integrating AI, like the Samsung S24 model, which continued to see robust sales growth in AI smartphones. New iPad launches in 2Q24 also contributed to the sales increase.
- The 2Q24 gross profit margin was at 13.5% (-100bps y-y), but was still higher than the 13% previously indicated during the company's Opportunity Day presentation. The margin improvement was supported by the strong demand for new products, which allowed the company to reduce promotional activities, and higher sales of accessories.
- SG&A expenses rose by 11% in the quarter due to the opening of new stores, leading to increased costs for rent, employee wages, utilities, and depreciation.

#### Outlook

 We expect the net profit for 3Q24 to grow both q-q and y-y, supported by the launch of the iPhone 16 and AI smartphones, which would drive sales. If COM7 can maintain or improve its GPM compared to 2Q24, we are likely to see continued net profit growth in 3Q24.

|                        | 2Q23     | 3Q23     | 4Q23     | 1Q24     | 2Q24     | Cha    | ange   |          | 1H24   |        | 2024E    | Change |
|------------------------|----------|----------|----------|----------|----------|--------|--------|----------|--------|--------|----------|--------|
| Year to Dec 31         | (THB m)  | (q-q%) | (y-y%) | (THB m)  | (y-y%) | (%24E) | (THB m)  | (y-y%) |
| Revenue                | 15,990   | 16,321   | 19,995   | 19,236   | 18,394   | (4)    | 15     | 37,630   | 13     | 50     | 75,322   | 8.3    |
| COGS                   | (13,665) | (14,141) | (17,670) | (16,785) | (15,909) | (5)    | 16     | (32,694) | 15     | 50     | (65,393) | 8.3    |
| Gross profit           | 2,325    | 2,180    | 2,325    | 2,451    | 2,485    | 1      | 7      | 4,936    | 5      | 50     | 9,929    | 7.9    |
| Operating costs        | (1,378)  | (1,343)  | (1,478)  | (1,498)  | (1,524)  | 2      | 11     | (3,022)  | 14     | 50     | (6,013)  | 9.7    |
| Operating profit       | 947      | 837      | 846      | 953      | 961      | 1      | 1      | 1,913    | (6)    | 49     | 3,916    | 5.2    |
| Other income           | 46       | 8        | 19       | 44       | 42       | (5)    | (9)    | 86       | 55     | 96     | 89       | 8.3    |
| Other gains (losses)   | (75)     | (42)     | 34       | 30       | (39)     | (228)  | (48)   | (9)      | (92)   | n/a    | 0        | (100)  |
| Interest expense       | (53)     | (70)     | (70)     | (71)     | (75)     | 6      | 41     | (146)    | 57     | 57     | (257)    | 10.4   |
| Profit before tax      | 864      | 734      | 829      | 956      | 888      | (7)    | 3      | 1,845    | (2)    | 51     | 3,633    | 5.2    |
| Тах                    | (149)    | (109)    | (145)    | (136)    | (141)    | 4      | (5)    | (277)    | (17)   | 38     | (727)    | 23.7   |
| Associates             | 7        | 6        | 9        | 10       | 3        | (74)   | (64)   | 13       | (76)   | 18     | 73       | 8.5    |
| Minority interests     | (18)     | (19)     | (25)     | (9)      | 2        | (124)  | (112)  | (7)      | (79)   | 9      | (77)     | 0.0    |
| Non-recurring items    | 0        | 0        | 0        | 0        | 0        | n/a    | n/a    | 0        | n/a    | n/a    | 0        | n/a    |
| Reported net profit    | 704      | 611      | 668      | 822      | 752      | (8)    | 7      | 1,574    | (0)    | 54     | 2,903    | 1.6    |
| Recurring net profit   | 704      | 611      | 668      | 822      | 752      | (8)    | 7      | 1,574    | (0)    | 54     | 2,903    | 1.6    |
| EPS (THB)              | 0.29     | 0.25     | 0.28     | 0.34     | 0.31     | (8)    | 7      | 0.66     | (0)    | 54     | 1.21     | 1.6    |
| Recurring EPS (THB)    | 0.29     | 0.25     | 0.28     | 0.34     | 0.31     | (8)    | 7      | 0.66     | (0)    | 54     | 1.21     | 1.6    |
| Key ratios (%)         | (%)      | (%)      | (%)      | (%)      | (%)      | (ppt)  | (ppt)  | (%)      |        |        | (%)      |        |
| Gross margin           | 14.5     | 13.4     | 11.6     | 12.7     | 13.5     | 0.8    | (1.0)  | 13.1     |        |        | 13.2     | (0.1)  |
| Operating margin       | 5.7      | 4.9      | 4.5      | 5.3      | 5.2      | (0.1)  | (0.5)  | 5.1      |        |        | 5.2      | (0.2)  |
| Recurring net margin   | 4.4      | 3.7      | 3.3      | 4.3      | 4.1      | (0.2)  | (0.3)  | 4.2      |        |        | 3.9      | (0.3)  |
| SG&A / Sales           | 8.6      | 8.2      | 7.4      | 7.8      | 8.3      | 0.5    | (0.3)  | 8.0      |        |        | 8.0      | 0.1    |
| Operating statistics   |          |          |          |          |          | (q-q%) | (y-y%) |          |        |        |          |        |
| Number of stores (no.) | 1,287    | 1,318    | 1,356    | 1,354    | 1,382    | 2      | 7      |          |        |        |          |        |
| SSSG (%)               | 10       | 9.3      | 7.0      | 4.0      | 3.0      |        |        |          |        |        |          |        |

#### Exhibit 15: COM7 – 2Q24 results summary

Sources: COM7; FSSIA estimates

## **Results Comments**

# Bangkok Chain Hospital (BCH TB, BUY, TP THB22.00) - 2Q24 core profit dropped by 3% y-y to THB277m. Excluding one-off, it would grow by 19% y-y to THB337m, in line with our estimate.

- BCH reported 2Q24 core profit of THB277m (-3% y-y, -13% q-q).
- In this quarter, BCH booked SSO's revenue reversal of THB81m (THB60m net tax) following insufficient budget for high cost care (RW>=2) which revised down to THB7,200/RW from THB12,000/RW for the treatment during Oct to Dec-23. Excluding this item, BCH core profit would be THB337m (+19% y-y), in line with our estimate.
- Revenue flat y-y as cash patient revenue was flat y-y. OPD revenue grew by 12% driven by Thai patient volume. However, IPD revenue fell 13% due to slowdown of Kuwaiti patients following Kuwait's government policy to cut payment guarantees for citizens seeking treatment overseas.
- SSO revenue flat y-y. Excluding the SSO revenue reversal, total revenue and SSO revenue would grow by 3% y-y and 9% y-y respectively.
- EBITDA margin flat y-y at 22%. Excluding the SSO revenue reversal, EBITDA margin would improve to 24%.
- 1H24 core profit of THB596m accounted for 37% of our 2024E core profit forecast of THB1.6b

#### Outlook

 We expect core profit growth y-y momentum to continue to 3Q24 due to low base last year. In addition, the impact of decreased Kuwaiti patient revenue should improve in 2H24 as BCH is in talks with the Kuwait Embassy to bring hospitals under BCH back to the payment guarantees list.

#### 2023 3Q23 4Q23 1Q24 2Q24 -Change-2023 2024E Chg. (THB m) (THB m) (THB m) (THB m) (THB m) (q-q %) (y-y %) (THB m) (THB m) (y-y %) 2,844 3,175 2.857 11.729 12.393 Sales 2.849 3.032 0 0 6 COGS (incl. depreciation) (1,989)(2,098)(2,094)(2,044)(2, 112)3 6 (8,116) (8,628) 6 Gross profit 1,077 938 801 744 (7) (13) 3,613 3.765 4 860 (470) (392) (388) (1,673) (5) SG&A (495)(376)3 (22)(1.755)**Operating profit** 365 607 547 425 356 (16) (2) 1,859 2,092 13 Net other income 28 26 40 23 28 22 (1) 119 120 1 (13)(13)14 (48) (53)(45)Interest expense (24)(30)(11)(95)372 2,159 Pretax profit 369 602 574 437 (15) 1 1.882 15 Income Tax (86) (135)(114)(87) (70)(20)(19) (405) (432) 7 Associates 2 (0) (0) 0 0 n/a 1 Minority interest (1) (27) (32) (31) (25) (20) (123) 70 nm (73)284 441 427 277 Core profit 319 (13) (3) 1,406 1,605 14 Extraordinaries, GW & FX 0 0 0 0 0 Reported net profit 284 441 427 319 277 (13) 1,406 1,605 14 (3) Outstanding shares (m) 2,494 2,494 2,494 2,494 2,494 0 0 2,494 2,494 0 Core EPS (THB) 0.11 0.18 0.17 0.13 0.11 (13) (3) 0.56 0.64 14 EPS (THB) 0.11 (13) 0.64 0.11 0.18 0.17 0.13 (3) 0.56 14 1,803 1,871 7,646 7 COGS (excl. depreciation) 1.755 1.861 1.858 4 7 7.172 Depreciation 234 237 236 240 242 1 3 944 982 4 FBITDA (0) 2 922 9 627 869 823 688 626 (9) 3.193 Key ratios (%) (%) (%) (%) (%) (%) (ppt) ppt) (%) (ppt) Gross margin 30 34 31 28 26 (2) (4) 31 30 (0) SG&A/Revenue 17 15 13 13 14 0 (4) 15 14 (1) 27 27 24 22 (0) 24 25 EBITDA margin 22 (2)1 Net profit margin 10 14 14 11 10 (0) 12 13 1 (2)%) Operating stats (y-y %) (y-y %) %) %) (у-у (у-у Cash-OPD revenue growth (22) 9 (21)8 14 Cash-OPD volume growth (47) (23) 10 10 Cash-OPD revenue per head growth 49 0 3 1 Cash-IPD revenue growth 13 4 9 (1) (13) 51 23 Cash-IPD volume growth (56)5 Cash-IPD revenue per head growth 25 (10) (5) (6) 0 SSO revenue growth 16 15 12 9 1,014 SSO registered member ('000) 1,011 1,015 1,012 SSO registered member growth 0 0 4 2 (64)7 8 SSO revenue per head growth (19)

#### Exhibit 16: BCH – 2Q24 operations summary

Source: BCH



# Chularat Hospital (CHG TB, BUY, THB3.6TP) - 2Q24 core profit dropped by 7% y-y to THB192m. Excluding one-off, it would grow by 14% y-y to THB234m, in line with our estimate.

#### 2Q24 earnings highlight:

- CHG reported core profit of THB192m in 2Q24 (-7% y-y, -27%% q-q), missing our estimate by 20%.
- In this quarter, CHG booked SSO's revenue reversal of THB53m following insufficient budget for high cost care (RW>=2) which revised down to THB7,200/RW from THB12,000/RW for the treatment during Oct to Dec-23. Excluding this item, CHG core profit would be THB234m (+14% y-y), in line with our estimate.
- Revenue grew 10% y-y. Revenue from cash patients grew by 14% y-y. SSO declined by 2% y-y. Excluding the SSO revenue reversal, total revenue and SSO revenue would grow by 13% y-y and 7% y-y respectively.
- COGS grew by 13% y-y, while SG&A grew by 8% y-y. As a result, EBITDA margin declined to 19.2% (vs 20.6% in 2Q23). Excluding the SSO revenue reversal, EBITDA margin would improve to 21.2%.
- 1H24 core profit of THB456m accounted for 38% of our full year forecast of THB1.2b.

#### Outlook

 We expect core profit growth y-y momentum to continue to 3Q24. In addition, we expect CHG Mae Sot loss to narrow in 2H24, leading to strong growth in 2H24.

|                                    | 2Q23    | 3Q23    | 4Q23                           | 1Q24                            | 2Q24    | Ch      | ange    | 2023    | 2024    | Change  |
|------------------------------------|---------|---------|--------------------------------|---------------------------------|---------|---------|---------|---------|---------|---------|
|                                    | (THB m) | (THB m) | (THB m)                        | (THB m)                         | (THB m) | (q-q %) | (y-y %) | (THB m) | (THB m) | (y-y %) |
| Revenue                            | 1,799   | 2,093   | 2,123                          | 2,021                           | 1,985   | (2)     | 10      | 7,730   | 8,462   | 9       |
| Cost of sales (Incl. depreciation) | (1,380) | (1,486) | (1,580)                        | (1,498)                         | (1,559) | 4       | 13      | (5,723) | (6,196) | 8       |
| Gross profit                       | 418     | 607     | 543                            | 523                             | 427     | (18)    | 2       | 2,008   | 2,266   | 13      |
| SG&A                               | (222)   | (246)   | (243)                          | (259)                           | (240)   | (7)     | 8       | (911)   | (997)   | 9       |
| Operating profit                   | 196     | 361     | 300                            | 264                             | 186     | (29)    | (5)     | 1,097   | 1,269   | 16      |
| Other operating income             | 70      | 77      | 65                             | 85                              | 70      | (18)    | 1       | 284     | 295     | 4       |
| Interest income                    | 3       | 1       | 4                              | 1                               | (9)     | (777)   | (374)   | 9       | 6       | (30)    |
| Equity income                      | (2)     | (5)     | (9)                            | (9)                             | 5       | (161)   | (313)   | (19)    | (10)    | (48)    |
| EBIT                               | 267     | 434     | 361                            | 342                             | 253     | (26)    | (5)     | 1,370   | 1,561   | 14      |
| Interest expense                   | (5)     | (7)     | (9)                            | (5)                             | (5)     | (3)     | 3       | (24)    | (18)    | (26)    |
| ЕВТ                                | 262     | 427     | 352                            | 337                             | 248     | (26)    | (5)     | 1,346   | 1,543   | 15      |
| Income tax                         | (56)    | (90)    | (73)                           | (76)                            | (57)    | (25)    | 2       | (279)   | (317)   | 14      |
| Minority interests                 | (0)     | (11)    | (5)                            | 3                               | 0       |         |         | (21)    | (22)    | 5       |
| Core profit                        | 206     | 326     | 274                            | 264                             | 192     | (27)    | (7)     | 1,046   | 1,203   | 15      |
| Extraordinaries                    |         |         |                                |                                 |         |         |         |         |         |         |
| Net income                         | 206     | 326     | 274                            | 264                             | 192     | (27)    | (7)     | 1,046   | 1,203   | 15      |
|                                    |         |         |                                |                                 |         |         |         |         |         |         |
| Core EPS (THB)                     | 0.02    | 0.03    | 0.02                           | 0.02                            | 0.02    | (27)    | (7)     | 0.10    | 0.11    | 15      |
| No of share (m)                    | 11,000  | 11,000  | 11,000                         | 11,000                          | 11,000  | 0       | 0       | 11,000  | 11,000  | 0       |
|                                    |         |         |                                |                                 |         |         |         |         |         |         |
| Cost (Excl. depreciation)          | (1,276) | (1,370) | (1,459)                        | (1,377)                         | (1,434) | 4       | 12      | (5,282) | (5,693) | 8       |
| Depreciation & amortisation        | (104)   | (117)   | (121)                          | (121)                           | (124)   | 3       | 19      | (441)   | (503)   | 14      |
| EBITDA                             | 370     | 554     | 486                            | 470                             | 381     | (19)    | 3       | 1,822   | 2,067   | 13      |
|                                    |         |         |                                |                                 |         |         |         |         |         |         |
| Key ratios                         | (%)     | (%)     | (%)                            | (%)                             | (%)     | (ppt)   | (ppt)   | (%)     | (%)     | (ppt)   |
| Gross margin                       | 23      | 29      | 26                             | 26                              | 22      | (4)     | (2)     | 26      | 27      | 1       |
| SG&A/Revenue                       | 12      | 12      | 11                             | 13                              | 12      | (1)     | (0)     | 12      | 12      | 0       |
| EBITDA margin                      | 20.6    | 26.5    | 22.9                           | 23.3                            | 19.2    | (4)     | (1)     | 24      | 24      | 1       |
| Net profit margin                  | 11      | 16      | 13                             | 13                              | 10      | (3)     | (2)     | 14      | 14      | 1       |
| Operating stats                    | (y-y %) | (y-y %) | (y-y %)                        | (y-y %)                         | (y-y %) |         |         |         |         |         |
| SSO revenue                        | 23      | 8       | ( <b>y y</b> , <b>oy</b><br>11 | ( <b>y y</b> , <b>s</b> )<br>11 | (2)     |         |         |         |         |         |
| SSO registered members ('000)      | 528     | 529     | 530                            | 537                             | (_)     |         |         |         |         |         |
| SSO revenue per head               | 17      | 5       | 8                              | 9                               |         |         |         |         |         |         |
| Cash-OPD revenue                   | (20)    | (6)     | 24                             | 9<br>19                         | 15      |         |         |         |         |         |
|                                    |         |         |                                |                                 | 15      |         |         |         |         |         |
| Cash-OPD visit number              | (7)     | 2       | 11<br>12                       | 10<br>8                         |         |         |         |         |         |         |
| Cash-OPD revenue per head          | (13)    | (8)     |                                |                                 | 40      |         |         |         |         |         |
| Cash-IPD revenue                   | 5       | 24      | 22                             | 19                              | 12      |         |         |         |         |         |
| Cash-IPD admission number          | 30      | 29      | 29                             | 10                              |         |         |         |         |         |         |
| Cash-IPD revenue per head          | (19)    | (4)     | (6)                            | 8                               |         |         |         |         |         |         |

#### Exhibit 17: CHG – 2Q24 operations summary

Source: CHG



### **Economic news**

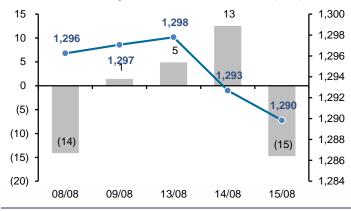
- Ministry eager to proceed with sales of Vayupak Fund units BANGKOK POST: Despite Thailand's political reshuffle, the State Enterprise Policy Office (Sepo) remains committed to proceeding with the planned sale of units of the Vayupak Fund. According to Tibordee Wattanakul, director-general of Sepo, the cabinet already approved in principle the sale of Vayupak Fund 1, Type A, which is open to the public. The Finance Ministry plans to proceed as planned, he said. Mr Tibordee said the original cabinet resolution in 2013 set the investment unit sale limit for the Vayupak Fund at 500 billion baht. Roughly 100-150 billion baht worth of units are available for sale. The Finance Ministry is expected to sell the remaining units in the third quarter, likely around September, he said.
- Institute predicts 8.8% jump in food exports to B1.6tn BANGKOK POST: The value of Thailand's food exports is expected to increase by 8.8% year-on-year to 1.6 trillion baht this year, driven by growing global demand and a decrease in the prices of raw materials, says the National Food Institute (NFI). "Raw materials such as tuna, sugar, soybeans, and wheat have seen a decrease in price, which benefits the food processing industry," said Supawan Teerarat, president of the NFI. During the first six months, the value of Thai food exports increased by 9.9% year-on-year to 852 billion baht. Food manufacturers and exporters will continue to face challenges this year, including higher freight rates resulting from geopolitical conflicts and the impact of a sluggish US economy.
- Investors dump Thai bonds worth B30bn BANGKOK POST: Investors have sold Thai bonds for three consecutive days, tallying nearly 30 billion baht, based on concerns about Thailand's political instability, according to the Thai Bond Market Association (ThaiBMA). Ariya Tiranaprakit, executive vice-president of the ThaiBMA, said the sell-off valued at almost 30 billion baht means the baht will likely weaken from 34.9 to the dollar. Given the political instability, foreign investors may delay investing in the Thai market until the next government is formed and economic policies are announced. The stock market fell for a second consecutive day after the Constitutional Court on Wednesday disqualified Srettha Thavisin as prime minister for an ethics violation.
- Industry leaders target continuity BANGKOK POST: Thailand's economic outlook is in disarray following the removal of Prime Minister Srettha Thavisin in an ethics case that involved his appointment of a lawyer with a criminal conviction to his cabinet. Mr Srettha's administration planned to rejuvenate the economy through various populist initiatives, including its flagship digital wallet handout expected to inject around 450 billion baht into the economy. The handout was estimated to increase economic growth by 1.2-1.8 percentage points over the course of the scheme, but the turmoil surrounding his ouster now threatens to derail these efforts.

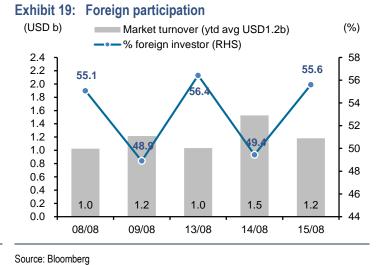
### **Corporate news**

- CPN posts 21% surge in revenue in Q2 BANGKOK POST: Central Pattana (CPN) has announced second-quarter total revenue of 13.5 billion baht, a 21% increase year-on-year, and net profit of 4.56 billion baht, up 24%. The company is set to launch 10 new Residence projects this year, encompassing both horizontal and vertical developments in prime locations across the country, with a combined project value of 13.4 billion baht. More recently, Escent Bangna was launched, just 500 metres from Central Bangna. CPN is also pursuing sustainability initiatives and strategies, strengthening its business system while caring for communities, society and the environment under its "Ecosystem for All" model.
- CRC records 6% increase in revenue for first half BANGKOK POST: Central Retail Corporation (CRC) posted total revenue of 130 billion baht in the first half, a gain of 6% year-on-year, with a net profit of 3.83 billion, up 3%. Yol Phokasub, chief executive of CRC, said that for the second quarter, revenue grew 5% to 63.2 billion baht for a net profit of 1.66 billion, up 6%. "This success is the result of the CRC Omni-Intelligence vision, which drives strong growth, combined with a flexible and adaptive ecosystem, alongside the expansion of our core business portfolio covering Thailand, Vietnam, and Italy," he said. For the second half of 2024, CRC expects to accelerate its business as planned, building a sustainable business to support the high season as more tourists arrive, said Mr Yol.
- <u>Top developers to launch projects worth B93bn in H2</u> BANGKOK POST: The top three residential developers -- AP Thailand, Sansiri and Supalai -- are maintaining their plans to launch 73 projects worth a combined 93 billion baht in Greater Bangkok and the provinces during the second half of this year, following a strong performance in the second quarter. Tritecha Tangmatitham, managing director of Supalai Plc, said the company plans to launch 20 new projects worth 27.3 billion baht in the second half, as projected earlier this year. "The market was gloomy for the first 4-5 months of the year, but gradually improved from late May," he said.
- Pruksa slashes value of new developments by B2bn BANGKOK POST: SET-listed developer Pruksa Holding downgraded the value of its annual new projects to 27 billion baht, from 29 billion baht, as the sluggish economy mutes purchases at its townhouse projects. The company also urged the next prime minister and cabinet to continue economic stimulus policies. Uten Lohachitpitaks, group chief executive of Pruksa, said Thailand's economy is still a concern, because of high household debt, factory closures and unemployment. Mr Uten said the company's townhouse sales in the first half fell by 30% year-on-year, while sales of single detached houses grew 9%. As a result, Pruksa decided to cut its residential projects for this year, previously set at 30 projects worth 29 billion baht.

#### Exhibit 18: Foreign fund flow and SET Index

(USD m) Foreign net trade --- SET Index (RHS) (Index)





Source: Bloomberg

#### Exhibit 20: Index performance

|                  | SET Ir   | idex   |        |        |       | Inde     | x perform | ance (% chan | ge)       |           |           |
|------------------|----------|--------|--------|--------|-------|----------|-----------|--------------|-----------|-----------|-----------|
|                  | Index    | (%chg) | Energy | Bank   | Comu  | Commerce | Food      | Property     | Construct | Transport | Petrochem |
| % of SET Index   |          |        | 20%    | 11%    | 11%   | 9%       | 6%        | 5%           | 3%        | 8%        | 2%        |
| Current          | 1,289.84 | (0.2)  | 0.1    | (0.4)  | (0.1) | (0.5)    | (0.1)     | 0.1          | 0.2       | (0.3)     | 2.0       |
| -5D              | 1,290.55 | (0.1)  | 1.2    | 0.0    | 2.4   | (2.6)    | 2.1       | (1.9)        | (0.8)     | (0.3)     | (1.0)     |
| -1M              | 1,327.43 | (2.8)  | (2.2)  | (1.4)  | 6.7   | (8.0)    | (2.9)     | (8.9)        | (10.5)    | (5.3)     | (13.7)    |
| -3M              | 1,370.44 | (5.9)  | (6.9)  | (4.6)  | 13.0  | (12.7)   | (2.7)     | (15.9)       | (18.2)    | (14.9)    | (28.7)    |
| -6M              | 1,387.27 | (7.0)  | (11.4) | (2.4)  | 15.2  | (13.0)   | 2.2       | (17.9)       | (21.2)    | (11.2)    | (29.7)    |
| -1Y              | 1,520.73 | (15.2) | (18.0) | (13.4) | 11.3  | (21.8)   | (1.3)     | (21.7)       | (31.0)    | (19.7)    | (38.6)    |
| WTD              | 1,297.07 | (0.6)  | (0.4)  | 0.3    | 0.6   | (3.0)    | 0.6       | (1.2)        | 0.1       | (1.1)     | 2.0       |
| MTD              | 1,320.86 | (2.3)  | 0.1    | (2.1)  | 4.1   | (8.4)    | (0.3)     | (6.1)        | (7.4)     | (2.4)     | (9.9)     |
| QTD              | 1,300.96 | (0.9)  | (0.7)  | (0.6)  | 12.5  | (4.3)    | (1.5)     | (6.0)        | (9.8)     | (4.5)     | (16.0)    |
| End of last year | 1,415.85 | (8.9)  | (12.4) | (8.9)  | 17.1  | (13.5)   | (1.0)     | (20.4)       | (27.6)    | (8.5)     | (33.1)    |

Source: Bloomberg

#### Exhibit 21: Trade by investor types

|           |          | ivestor ty |           |             |             |         |                |                  |            |             |
|-----------|----------|------------|-----------|-------------|-------------|---------|----------------|------------------|------------|-------------|
|           |          | 1dex       | Exchange  | SET         |             |         | Equity trading | J / Net position |            | Bond        |
|           | Index    | Change     | rate      | Average dai | ly turnover | Foreign | Retail         | PropTrade        | Local Inst | Net foreign |
|           |          | (y-y%)     | (USD:THB) | (THB m)     | (USD m)     | (USD m) | (USD m)        | (USD m)          | (USD m)    | (USD m)     |
| 2019      | 1,579.84 | 1.0        | 31.06     | 52,468      | 1,689       | (1,496) | (662)          | 477              | 1,681      | (502)       |
| 2020      | 1,449.35 | (8.3)      | 31.29     | 67,335      | 2,152       | (8,287) | 6,873          | 459              | 953        | (1,005)     |
| 2021      | 1,657.62 | 14.4       | 32.00     | 88,443      | 2,764       | (1,632) | 3,630          | 435              | (2,330)    | 6,550       |
| 2022      | 1,668.66 | 15.1       | 34.78     | 53,589      | 1,541       | 5,362   | (656)          | 56               | (4,758)    | 4,111       |
| 2023      | 1,415.85 | (15.2)     | 34.81     | 51,072      | 1,467       | (5,507) | 3,348          | (146)            | 2,305      | 318         |
| 2024YTD   | 1,289.84 | (8.9)      | 36.12     | 42,416      | 1,174       | (5,507) | 3,348          | (146)            | 2,305      | 319         |
| 1Q23      | 1,609.17 | (5.1)      | 33.92     | 63,300      | 1,866       | (1,646) | 1,594          | (83)             | 136        | 612         |
| 2Q23      | 1,503.10 | (4.2)      | 34.48     | 47,432      | 1,376       | (1,461) | 593            | (120)            | 987        | (178)       |
| 3Q23      | 1,471.43 | (7.4)      | 35.17     | 49,809      | 1,416       | (1,420) | 825            | 261              | 333        | (716)       |
| 4Q23      | 1,415.85 | (15.2)     | 35.64     | 42,734      | 1,199       | (981)   | 336            | (204)            | 849        | 601         |
| 1Q24      | 1,377.94 | (14.4)     | 35.67     | 49,376      | 1,384       | (2,164) | 2,185          | (81)             | (172)      | (796)       |
| 2Q24      | 1,300.96 | (13.4)     | 36.71     | 43,013      | 1,172       | (1,748) | 962            | 58               | 276        | (474)       |
| 3Q24      | 1,289.84 | (12.3)     | 35.80     | 39,488      | 1,103       | (1,292) | 234            | (48)             | (96)       | 1,741       |
| Jan-24    | 1,364.52 | (18.4)     | 35.20     | 62,067      | 1,763       | (562)   | 888            | 25               | (42)       | (112)       |
| Feb-24    | 1,370.67 | (15.5)     | 35.85     | 44,920      | 1,253       | (1,105) | 157            | (62)             | (178)      | (429)       |
| Mar-24    | 1,377.94 | (14.4)     | 35.95     | 41,142      | 1,144       | (498)   | 1,140          | (44)             | 48         | (255)       |
| Apr-24    | 1,367.95 | (10.5)     | 36.78     | 42,530      | 1,156       | (378)   | (52)           | (56)             | (1)        | (697)       |
| May-24    | 1,345.66 | (12.3)     | 36.64     | 43,600      | 1,190       | (886)   | 203            | 92               | 160        | 511         |
| Jun-24    | 1,300.96 | (13.4)     | 36.70     | 42,908      | 1,169       | (484)   | 811            | 22               | 117        | (287)       |
| Jul-24    | 1,320.86 | (15.1)     | 36.28     | 36,693      | 1,011       | (306)   | 134            | (19)             | (68)       | 779         |
| Aug-24    | 1,289.84 | (17.6)     | 35.31     | 42,284      | 1,197       | (493)   | 101            | (29)             | (28)       | 962         |
| 2024YTD   | 1,289.84 | (8.9)      | 36.12     | 42,416      | 1,174       | (6,202) | 3,382          | (70)             | 7          | 471         |
| 8/8/2024  | 1,296.25 |            | 35.37     | 36,210      | 1,024       | (14)    | (4)            | (13)             | 31         | 152         |
| 9/8/2024  | 1,297.07 |            | 35.29     | 42,934      | 1,217       | 1       | (1)            | (17)             | 17         | 256         |
| 13/8/2024 | 1,297.79 |            | 35.16     | 40,546      | 1,153       | 5       | (26)           | 12               | 9          | (196)       |
| 14/8/2024 | 1,292.69 |            | 34.94     | 53,353      | 1,527       | 13      | 28             | 18               | (58)       | (244)       |
| 15/8/2024 | 1,289.84 |            | 34.98     | 41,309      | 1,181       | (15)    | 32             | 20               | (37)       | (252)       |

Source: Bloomberg



## Exhibit 22: Upcoming events

| Date Time        | Event                             |        | Survey | Actual | Prior    |
|------------------|-----------------------------------|--------|--------|--------|----------|
| 08/16/2024 03:30 | Gross International Reserves      | Aug-09 |        |        | \$232.1b |
| 08/16/2024 03:30 | Forward Contracts                 | Aug-09 |        |        | \$27.2b  |
| 08/17/2024 08/24 | Car Sales                         | Jul    |        |        | 47662    |
| 08/18/2024 22:30 | GDP YoY                           | 2Q     | 2.10%  |        | 1.50%    |
| 08/18/2024 22:30 | GDP SA QoQ                        | 2Q     | 0.90%  |        | 1.10%    |
| 08/21/2024 03:00 | BoT Benchmark Interest Rate       | Aug-21 | 2.50%  |        | 2.50%    |
| 08/25/2024 08/30 | Mfg Production Index ISIC NSA YoY | Jul    |        |        | -1.71%   |
| 08/25/2024 08/30 | Capacity Utilization ISIC         | Jul    |        |        | 58.41    |
| 08/25/2024 08/30 | Customs Exports YoY               | Jul    | 8.00%  |        | -0.30%   |
| 08/25/2024 08/30 | Customs Imports YoY               | Jul    | 1.00%  |        | 0.30%    |
| 08/25/2024 08/30 | Customs Trade Balance             | Jul    | \$120m |        | \$218m   |
| 08/30/2024 03:00 | BoP Current Account Balance       | Jul    |        |        | \$1950m  |
| 08/30/2024 03:30 | Exports YoY                       | Jul    |        |        | 0.30%    |
| 08/30/2024 03:30 | Exports                           | Jul    |        |        | \$24642m |
| 08/30/2024 03:30 | Imports YoY                       | Jul    |        |        | -0.10%   |
| 08/30/2024 03:30 | Imports                           | Jul    |        |        | \$22193m |
| 08/30/2024 03:30 | Trade Balance                     | Jul    |        |        | \$2449m  |
| 08/30/2024 03:30 | BoP Overall Balance               | Jul    |        |        | \$633m   |
| 09/01/2024 20:30 | S&P Global Thailand PMI Mfg       | Aug    |        |        | 52.8     |
| 09/02/2024 03:30 | Business Sentiment Index          | Aug    |        |        | 46.9     |
| 09/04/2024 23:30 | CPI YoY                           | Aug    |        |        | 0.83%    |
| 09/04/2024 23:30 | CPI NSA MoM                       | Aug    |        |        | 0.19%    |
| 09/04/2024 23:30 | CPI Core YoY                      | Aug    |        |        | 0.52%    |
| 09/08/2024 09/13 | Consumer Confidence Economic      | Aug    |        |        | 51.3     |
| 09/08/2024 09/13 | Consumer Confidence               | Aug    |        |        | 57.7     |

Source: Bloomberg

## Exhibit 23: Upcoming XR

| Symbol | X-Date    | Announce<br>Date | Rights<br>for | Subscription<br>Price | Unit | Subscription Ratio<br>(Holding:New) | Subscription Period     | Allotted Shares<br>(Shares) |
|--------|-----------|------------------|---------------|-----------------------|------|-------------------------------------|-------------------------|-----------------------------|
| SGC    | 16/8/2024 | 2/7/2024         | Common        | 1.3                   | Baht | 1:1                                 | 03/09/2024 - 09/09/2024 | 3270000000                  |
| SGC    | 16/8/2024 | 2/7/2024         | Warrants      | -                     | Baht | 2.5 : 1                             | -                       | 1308000000                  |
| TNDT   | 20/8/2024 | 10/6/2024        | Common        | 0.26                  | Baht | 1:2                                 | 09/09/2024 - 13/09/2024 | 2477217746                  |
| SGC    | 6/9/2024  | 2/7/2024         | Warrants      | -                     | Baht | 5 : 1                               | -                       | 654000000                   |
| JAS    | 7/10/2024 | 13/8/2024        | Warrants      | -                     | Baht | 2:1                                 | -                       | 4146034852                  |

Source: SET

## Exhibit 24: Upcoming XM

| Symbol | X-Date     | Meeting<br>Date | Agenda   | Meeting Place / Channel for Inquiry  |
|--------|------------|-----------------|--|--|
| ITC    | 19/8/2024  | 30/9/2024       | Connected transaction  | The electronic meeting platform  |
| MTC    | 19/8/2024  | 27/9/2024       | To consider and approve the amendment of Memorandum of Association No.3  | Via E-EGM at Suk Samakkee Conference Room (5th floor) of<br>Muangthai Capital Public Company Limited No. 332/1<br>Jaransanitwong Road, Bangplad, Bangplad, Bangkok           |
| INSET  | 21/8/2024  | 24/9/2024       | To consider and approve the amendment of the Company's objectives<br>and Clause 3 of the Memorandum of Association of the Company to<br>be in line with the amendment of the Company's objectives.   | Infraset Public Company Limited (Head Office's), 2nd Floor,<br>No. 165/37-39 Ram Intra Road, Anusawari, Bang Khen,<br>Bangkok 10220  |
| CPAXT  | 22/8/2024  | 23/9/2024       | <ol> <li>To consider and approve the name of NewCo 2) To consider and<br/>approve the objectives of NewCo 3) To consider and approve the<br/>registered capital, number of shares, par value of shares and paid-up<br/>capital of NewCo</li> </ol> | via an electronics means   |
| SO     | 22/8/2024  | 18/9/2024       | Capital increase, Cash and stock dividend payment, Amendments to<br>the Company's Memorandum of Association, Section 4.  | E-Meeting 2nd floor, Head Office Building, Siamrajathanee<br>Public Company Limited.   |
| ALLY   | 23/8/2024  | 30/9/2024       | To consider and approve the amendment to the Trust Deed to be in<br>the case of capital structure arrangement of the trust for investment of<br>ALLY   | via Electronic Meeting.  |
| INET   | 26/8/2024  | 26/9/2024       | The issuance of debentures   | INET Hall Meeting Room, IT Floor, Thai Summit Tower, No.<br>1768 New Petchaburi Road, Bangkapi, Huai Khwang,<br>Bangkok  |
| GRAMMY | 27/8/2024  | 26/9/2024       | Acquisition and disposition of assets / Acquisition or Disposition of<br>Assets  | E-EGM via Webex, broadcasted live from the Auditorium room,<br>21st floor, GMM Grammy Place Building, No. 50 Sukhumvit 21<br>Road (Asok), Khlong Toei Nuea, Wattana, Bangkok |
| GSC    | 27/8/2024  | 15/10/2024      | To approve the amendment of the Company?s Articles of Association  | via electronic media, in accordance with the Emergency<br>Decree on Meetings via Electronic Media B.E. 2020 and other<br>relevant laws and regulations                       |
| IIG    | 27/8/2024  | 25/9/2024       | Capital increase, The issuance of convertible securities   | E-Meeting  |
| JAS    | 27/8/2024  | 30/9/2024       | Capital increase, The issuance of convertible securities   | E-Meeting  |
| TPL    | 27/8/2024  | 23/9/2024       | To consider and approve the change in the use of proceeds and<br>period for use of proceeds from the Initial Public Offering ("IPO")   | Via E-AGM at the Company's meeting room at 1018 Luang<br>Phaeng Road, Thap Yao, Lat Krabang, Bangkok 10520   |
| СМО    | 29/8/2024  | 23/9/2024       | the Amendment of the Company's Memorandum of Association,<br>Clause 3. The Company's Objectives and the decrease of the<br>Company's registered capital  | Meeting room, CMO Public Company Limited   |
| WHABT  | 30/8/2024  | 30/9/2024       | Agenda 1 The loan and the provision of collateral for such loan for<br>purposes of refinancing; Agenda 2 The amendment to the Trust Deed<br>Agenda 3 Other matters (if any)  | through electronic media   |
| GCAP   | 20/9/2024  | 15/10/2024      | Capital increase, Connected transaction  | E-Meeting  |
| PT     | 22/10/2024 | 27/11/2024      | Acquisition and disposition of assets / Acquisition or Disposition of<br>Assets ,Connected transaction   | via electronic method (E-EGM)  |

Source: SET

## Exhibit 25: Management trading

| Company  | Management                   | Securities    | Transaction | Shares     | Price<br>(THB) | Action | Value<br>(THBm) |
|--|------------------------------|---------------|-------------|------------|----------------|--------|-----------------|
| CAZ (Thailand) (CAZ)   | Wang Youp Jhee               | Common Shares | 8/14/2024   | 90,600     | 2.68           | Sell   | 0.24            |
| Super Energy (SUPER)   | Jormsup Lochaya              | Common Shares | 8/13/2024   | 9,200,000  | 0.25           | Buy    | 2.30            |
| Sino Logistics Corporation (SINO)                                | Nanmanus Witthayasakpant     | Common Shares | 8/13/2024   | 44,500     | 1.16           | Buy    | 0.05            |
| Sino Logistics Corporation (SINO)                                | Nanmanus Witthayasakpant     | Common Shares | 8/14/2024   | 67,600     | 1.17           | Buy    | 0.08            |
| Sino Logistics Corporation (SINO)                                | Nanmanus Witthayasakpant     | Common Shares | 8/14/2024   | 22,000     | 1.18           | Buy    | 0.03            |
| WHA Industrial Leasehold Real Estate<br>Investment Trust (WHAIR) | Krailuck Asawachatroj        | Warrant       | 8/15/2024   | 20,000     | 6.10           | Buy    | 0.12            |
| Tmt Steel (TMT)  | Komsan Tarasansombat         | Common Shares | 8/14/2024   | 62,400,000 | 4.50           | Buy    | 280.80          |
| Tmt Steel (TMT)  | Paisal Tarasansombat         | Common Shares | 8/14/2024   | 62,500,000 | 4.50           | Buy    | 281.25          |
| BKI Holdings (BKIH)  | Chai Sophonpanich            | Common Shares | 8/14/2024   | 8,200      | 285.49         | Buy    | 2.34            |
| BPS Technology (BPS)   | Kiat Uscharapong             | Common Shares | 8/15/2024   | 3,400,000  | 1.42           | Buy    | 4.83            |
| People's Garment (PG)  | Kityaporn Chaithavornsathien | Common Shares | 8/14/2024   | 8,000      | 9.08           | Buy    | 0.07            |
| Proud Real Estate (PROUD)  | Pumipat Sinacharoen          | Common Shares | 8/9/2024    | 175,000    | 1.29           | Buy    | 0.23            |
| Proud Real Estate (PROUD)  | Pumipat Sinacharoen          | Common Shares | 8/14/2024   | 420,000    | 1.03           | Buy    | 0.43            |
| Major Development (MJD)  | Suriya Poolvoralaks          | Common Shares | 8/14/2024   | 100,000    | 0.99           | Buy    | 0.10            |
| Major Development (MJD)  | Suriya Poolvoralaks          | Common Shares | 8/14/2024   | 100,000    | 1.00           | Buy    | 0.10            |
| Euroasia Total Logistics (ETL)                                   | Araya Kongsoonthorn          | Common Shares | 8/14/2024   | 750,000    | 0.66           | Buy    | 0.50            |
| Euroasia Total Logistics (ETL)                                   | Chudet Kongsoonthorn         | Common Shares | 8/14/2024   | 750,000    | 0.66           | Buy    | 0.50            |
| Roctec Global (ROCTEC)   | Kringkrai Srikam             | Common Shares | 8/14/2024   | 112,000    | 0.92           | Sell   | 0.10            |
| Bumrungrad Hospital (BH)   | Chai Sophonpanich            | Common Shares | 8/14/2024   | 20,000     | 246.00         | Buy    | 4.92            |
| Aikchol Hospital (AHC)   | Apirag Vanich                | Common Shares | 8/14/2024   | 2,000,000  | 15.00          | Buy    | 30.00           |
| R&B Food Supply (RBF)  | Petchara Ratanapoompinyo     | Common Shares | 8/14/2024   | 33,600     | 5.11           | Buy    | 0.17            |
| R&B Food Supply (RBF)  | Somchai Ratanapoompinyo      | Common Shares | 8/14/2024   | 600,000    | 5.13           | Buy    | 3.08            |
| Eastern Power Group (EP)   | Yuth Chinpakkul              | Common Shares | 8/14/2024   | 12,300     | 2.04           | Buy    | 0.03            |
| NFC Fertilizer (NFC)   | Nuttaphob Ratanasuwanthawee  | Common Shares | 8/14/2024   | 59,400     | 1.08           | Buy    | 0.06            |
| NFC Fertilizer (NFC)   | Nuttaphob Ratanasuwanthawee  | Common Shares | 8/15/2024   | 28,164,000 | 1.19           | Buy    | 33.52           |
| SG Capital (SGC)   | Piranart Chokwatana          | Common Shares | 8/14/2024   | 11,000     | 1.25           | Buy    | 0.01            |
| STC Concrete Product (STC)                                       | Surasit Chaitrakulthong      | Common Shares | 8/14/2024   | 34,300     | 0.53           | Buy    | 0.02            |

Source: SEC



## Exhibit 26: Upcoming XD [1/4]

| EXHIBIT 20: | Upcoming   | XD [1/4]             |      |                         |                    |              |        |           |         |
|-------------|------------|----------------------|------|-------------------------|--------------------|--------------|--------|-----------|---------|
| Symbol      | X-Date     | Dividend (per Share) | Unit | Operation Period        | Source of Dividend | Payment Date | Price  | Div Yield | Par     |
| INETREIT    | 16/08/2024 | 0.2                  | Baht | 01/04/2024 - 30/06/2024 | Both               | 03/09/2024   | 8.55   | 2.3%      | 10      |
| PACO        | 16/08/2024 | 0.05                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 04/09/2024   | 1.48   | 3.4%      | 0.5     |
| SBUX80X     | 16/08/2024 | -                    | Baht | -                       | -                  | 26/09/2024   | -      | -         | -       |
| TNR         | 16/08/2024 | 0.3                  | Baht | 01/01/2024 - 30/06/2024 | Both               | 02/09/2024   | 10.20  | 2.9%      | 1       |
| AAI         | 19/08/2024 | 0.1785               | Baht | 01/01/2024 - 30/06/2024 | NP                 | 04/09/2024   | 6.10   | 2.9%      | 1       |
| ADVANC      | 19/08/2024 | 4.87                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 03/09/2024   | 244.00 | 2.0%      | 1       |
| DCC         | 19/08/2024 | 0.02                 | Baht | 01/04/2024 - 30/06/2024 | NP                 | 05/09/2024   | 1.98   | 1.0%      | 0.1     |
| ITC         | 19/08/2024 | 0.4                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 03/09/2024   | 22.40  | 1.8%      | 1       |
| MGT         | 19/08/2024 | 0.03                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 05/09/2024   | 2.14   | 1.4%      | 0.5     |
| TFM         | 19/08/2024 | 0.3                  | Baht | 01/01/2024 - 30/06/2024 | Both               | 29/08/2024   | 8.25   | 3.6%      | 2       |
| TNP         | 19/08/2024 | 0.0425               | Baht | 01/01/2024 - 30/06/2024 | NP                 | 05/09/2024   | 3.28   | 1.3%      | 0.25    |
| AMARC       | 20/08/2024 | 0.02                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 1.20   | 1.7%      | 0.5     |
| BAFS        | 20/08/2024 | 0.1                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 03/09/2024   | 12.50  | 0.8%      | 1       |
| GUNKUL      | 20/08/2024 | 0.08                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 05/09/2024   | 2.22   | 3.6%      | 0.25    |
| ш           | 20/08/2024 | 0.12                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 05/09/2024   | 5.40   | 2.2%      | 0.5     |
| INTUCH      | 20/08/2024 | 2                    | Baht | 01/01/2024 - 30/06/2024 | Both               | 05/09/2024   | 83.75  | 2.4%      | 1       |
| KIAT        | 20/08/2024 | 0.01                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 04/09/2024   | 0.33   | 3.0%      | 0.1     |
| TPRIME      | 20/08/2024 | 0.1039               | Baht | 01/04/2024 - 30/06/2024 | NP                 | 05/09/2024   | 5.85   | 1.8%      | 8.4523  |
| WHABT       | 20/08/2024 | 0.165                | Baht | 01/04/2024 - 30/06/2024 | NP                 | 06/09/2024   | 7.70   | 2.1%      | 9.5187  |
| WHART       | 20/08/2024 | 0.193                | Baht | 01/04/2024 - 30/06/2024 | Both               | 06/09/2024   | 10.30  | 1.9%      | 9.0241  |
| ARROW       | 21/08/2024 | 0.1                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 5.50   | 1.8%      | 1       |
| ASIAN       | 21/08/2024 | 0.4297               | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 9.85   | 4.4%      | 1       |
| BOFFICE     | 21/08/2024 | 0.0872               | Baht | 01/04/2024 - 30/06/2024 | NP                 | 05/09/2024   | 4.40   | 2.0%      | 8.7736  |
|             |            |                      |      |                         |                    |              |        |           |         |
| BOL         | 21/08/2024 | 0.145                | Baht | 01/01/2024 - 30/06/2024 | NP                 | 05/09/2024   | 6.05   | 2.4%      | 0.1     |
| BVG         | 21/08/2024 | 0.034                | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 2.08   | 1.6%      | 0.5     |
| DREIT       | 21/08/2024 | 0.205                | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 4.74   | 4.3%      | 8.7163  |
| GC          | 21/08/2024 | 0.2                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 5.00   | 4.0%      | 0.5     |
| HFT         | 21/08/2024 | 0.28                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 06/09/2024   | 4.66   | 6.0%      | 1       |
| IT          | 21/08/2024 | 0.07                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 04/09/2024   | 5.05   | 1.4%      | 1       |
| LPN         | 21/08/2024 | 0.05                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 05/09/2024   | 2.90   | 1.7%      | 1       |
| QH          | 21/08/2024 | 0.03                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 05/09/2024   | 1.63   | 1.8%      | 1       |
| SAT         | 21/08/2024 | 0.26                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 11.10  | 2.3%      | 1       |
| SCM         | 21/08/2024 | 0.05                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 05/09/2024   | 3.82   | 1.3%      | 0.5     |
| SMPC        | 21/08/2024 | 0.4                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 9.70   | 4.1%      | 1       |
| SRIPANWA    | 21/08/2024 | 0.1064               | Baht | 01/04/2024 - 30/06/2024 | NP                 | 09/09/2024   | 4.98   | 2.1%      | 11.1004 |
| SRS         | 21/08/2024 | 0.06875              | Baht | 01/01/2024 - 30/06/2024 | Both               | 05/09/2024   | 5.25   | 1.3%      | 0.5     |
| TEAM        | 21/08/2024 | 0.08                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 05/09/2024   | 3.46   | 2.3%      | 1       |
| THANA       | 21/08/2024 | 0.025                | Baht | 01/01/2024 - 30/06/2024 | NP                 | 05/09/2024   | 1.19   | 2.1%      | 1       |
| TU          | 21/08/2024 | 0.31                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 04/09/2024   | 15.20  | 2.0%      | 0.25    |
| UEC         | 21/08/2024 | 0.03                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 1.28   | 2.3%      | 0.25    |
| ADD         | 22/08/2024 | 0.05                 | Baht | 01/04/2024 - 30/06/2024 | NP                 | 09/09/2024   | 4.24   | 1.2%      | 0.5     |
| ADVICE      | 22/08/2024 | 0.15                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 09/09/2024   | 4.82   | 3.1%      | 0.5     |
| AI          | 22/08/2024 | 0.15                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 3.52   | 4.3%      | 1       |
| AIT         | 22/08/2024 | 0.15                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 4.00   | 3.8%      | 1       |
| AMA         | 22/08/2024 | 0.2                  | Baht | -                       | RE                 | 05/09/2024   | 4.34   | 4.6%      | 0.5     |
| AUCT        | 22/08/2024 | 0.35                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 10.00  | 3.5%      | 0.25    |
| BEC         | 22/08/2024 | 0.04                 | Baht | -                       | RE                 | 05/09/2024   | 3.70   | 1.1%      | 1       |
| BGC         | 22/08/2024 | 0.05                 | Baht | 01/04/2024 - 30/06/2024 | NP                 | 06/09/2024   | 6.15   | 0.8%      | 5       |
| CBG         | 22/08/2024 | 0.6                  | Baht | 01/01/2024 - 30/06/2024 | Both               | 06/09/2024   | 67.25  | 0.9%      | 1       |
| CPAXT       | 22/08/2024 | 0.18                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 27.75  | 0.6%      | 0.5     |
| D           | 22/08/2024 | 0.045                | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 3.10   | 1.5%      | 0.5     |
| FTREIT      | 22/08/2024 | 0.187                | Baht | 01/04/2024 - 30/06/2024 | NP                 | 06/09/2024   | 10.40  | 1.8%      | 9.5363  |
| JMT         | 22/08/2024 | 0.38                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 05/09/2024   | 13.50  | 2.8%      | 0.5     |
|             | 22,00,2027 | 0.00                 | Duni | 51/01/2024 00/00/2024   | INF                | 00/00/2024   | 10.00  | 2.070     | 0.0     |

Source: SET

## Exhibit 27: Upcoming XD [2/4]

| EXHIBIT 27: | opcominé   | J ND [2/4]           |      |                              |                    |              |        |              |         |
|-------------|------------|----------------------|------|------------------------------|--------------------|--------------|--------|--------------|---------|
| Symbol      | X-Date     | Dividend (per Share) | Unit | Operation Period             | Source of Dividend | Payment Date | Price  | Div Yield    | Par     |
| KJL         | 22/08/2024 | 0.17                 | Baht | 01/01/2024 - 30/06/2024      | Both               | 06/09/2024   | 6.90   | 2.5%         | 0.5     |
| PDG         | 22/08/2024 | 0.09                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 05/09/2024   | 2.44   | 3.7%         | 0.5     |
| PM          | 22/08/2024 | 0.45                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 05/09/2024   | 8.20   | 5.5%         | 1       |
| PSL         | 22/08/2024 | 0.1                  | Baht | -                            | RE                 | 06/09/2024   | 8.05   | 1.2%         | 1       |
| PT          | 22/08/2024 | 0.35                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 05/09/2024   | 9.10   | 3.8%         | 1       |
| RCL         | 22/08/2024 | 0.5                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 22.60  | 2.2%         | 1       |
| RJH         | 22/08/2024 | 0.3                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 23.50  | 1.3%         | 1       |
| SGP         | 22/08/2024 | 0.15                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 05/09/2024   | 6.80   | 2.2%         | 0.5     |
| SINO        | 22/08/2024 | 0.014423             | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 1.14   | 1.3%         | 0.5     |
| SITHAI      | 22/08/2024 | 0.02                 | Baht | -                            | RE                 | 06/09/2024   | 1.39   | 1.4%         | 1       |
| SMIT        | 22/08/2024 | 0.1                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 4.02   | 2.5%         | 1       |
| SNNP        | 22/08/2024 | 0.25                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 12.20  | 2.0%         | 0.5     |
| SPRIME      | 22/08/2024 | 0.125                | Baht | 01/04/2024 - 30/06/2024      | Both               | 06/09/2024   | 3.80   | 3.3%         | 9.382   |
| STEG19      | 22/08/2024 | -                    | Baht | -                            | -                  | 16/09/2024   | -      | -            | -       |
| TACC        | 22/08/2024 | 0.2                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 4.88   | 4.1%         | 0.25    |
| TMT         | 22/08/2024 | 0.05                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 4.46   | 1.1%         | 1       |
| TQR         | 22/08/2024 | 0.184                | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 5.70   | 3.2%         | 0.5     |
| UTP         | 22/08/2024 | 0.35                 | Baht | 01/01/2024 - 30/06/2024      | Both               | 06/09/2024   | 10.90  | 3.2%         | 1       |
| UVAN        | 22/08/2024 | 0.4                  | Baht | 01/01/2024 - 30/06/2024      | Both               | 06/09/2024   | 8.65   | 4.6%         | 0.5     |
| VNG         | 22/08/2024 | 0.05                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 05/09/2024   | 3.38   | 1.5%         | 1       |
| ALLY        | 23/08/2024 | 0.133                | Baht | 01/04/2024 - 30/06/2024      | NP                 | 19/09/2024   | 4.50   | 3.0%         | 9.7996  |
| AMATAR      | 23/08/2024 | 0.16                 | Baht | 01/04/2024 - 30/06/2024      | NP                 | 13/09/2024   | 6.15   | 2.6%         | 9.171   |
| BH          | 23/08/2024 | 2                    | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 241.00 | 0.8%         | 9.171   |
| вн<br>BH-P  | 23/08/2024 | 2                    | Baht |                              | NP                 |              |        |              | 1       |
|             |            |                      |      | 01/01/2024 - 30/06/2024      |                    | 06/09/2024   | 22.80  | 8.8%         |         |
| DMT         | 23/08/2024 | 0.21                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 11.90  | 1.8%         | 5.2     |
| ILM         | 23/08/2024 | 0.25                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 09/09/2024   | 15.90  | 1.6%         | 5       |
| MCS         | 23/08/2024 | 0.2                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 10/09/2024   | 7.00   | 2.9%         | 1       |
| MEGA        | 23/08/2024 | 0.8                  | Baht | 01/01/2024 - 30/06/2024      | Both               | 10/09/2024   | 38.25  | 2.1%         | 0.5     |
| NER         | 23/08/2024 | 0.05                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 4.86   | 1.0%         | 0.5     |
| SUPEREIF    | 23/08/2024 | 0.20996              | Baht | 01/04/2024 - 30/06/2024      | Both               | 10/09/2024   | 6.15   | 3.4%         | 9.499   |
| TVO         | 23/08/2024 | 0.8                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 21.70  | 3.7%         | 1       |
| WHAIR       | 23/08/2024 | 0.1372               | Baht | 01/04/2024 - 30/06/2024      | NP                 | 24/09/2024   | 6.00   | 2.3%         | 8.8572  |
| AIMCG       | 26/08/2024 | 0.09                 | Baht | 01/04/2024 - 30/06/2024      | Both               | 12/09/2024   | 3.30   | 2.7%         | 9.7327  |
| AIMIRT      | 26/08/2024 | 0.1433               | Baht | 01/05/2024 - 30/06/2024      | NP                 | 12/09/2024   | 10.90  | 1.3%         | 10      |
| AMATA       | 26/08/2024 | 0.25                 | Baht | -                            | RE                 | 13/09/2024   | 20.60  | 1.2%         | 1       |
| AYUD        | 26/08/2024 | 0.9                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 12/09/2024   | 33.00  | 2.7%         | 1       |
| BGRIM       | 26/08/2024 | 0.18                 | Baht | -                            | RE                 | 06/09/2024   | 20.00  | 0.9%         | 2       |
| BRRGIF      | 26/08/2024 | 0.13058              | Baht | 01/04/2024 - 30/06/2024      | Both               | 11/09/2024   | 3.30   | 4.0%         | 6.49    |
| CPNREIT     | 26/08/2024 | 0.0399               | Baht | 04/05/2024 - 30/06/2024      | NP                 | 11/09/2024   | 11.50  | 0.3%         | 11.7059 |
| GPI         | 26/08/2024 | 0.1                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 1.67   | 6.0%         | 0.5     |
| К           | 26/08/2024 | 0.03                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 1.08   | 2.8%         | 0.5     |
| KCAR        | 26/08/2024 | 0.08                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 4.52   | 1.8%         | 1       |
| KCE         | 26/08/2024 | 0.6                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 11/09/2024   | 37.50  | 1.6%         | 0.5     |
| М           | 26/08/2024 | 0.5                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 10/09/2024   | 25.75  | 1.9%         | 1       |
| MOONG       | 26/08/2024 | 0.06                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 11/09/2024   | 1.96   | 3.1%         | 0.5     |
| NAT         | 26/08/2024 | 0.22                 | Baht | 01/01/2024 - 30/06/2024      | Both               | 11/09/2024   | 4.54   | 4.8%         | 0.5     |
| NSL         | 26/08/2024 | 0.35                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 09/09/2024   | 30.00  | 1.2%         | 1       |
| PCSGH       | 26/08/2024 | 0.1                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 11/09/2024   | 4.70   | 2.1%         | 1       |
| PHOL        | 26/08/2024 | 0.1                  | Baht | 01/01/2024 - 30/06/2024      | NP                 | 09/09/2024   | 3.00   | 3.3%         | 1       |
| PQS         | 26/08/2024 | 0.05                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 06/09/2024   | 2.46   | 2.0%         | 1       |
| RPH         | 26/08/2024 | 0.11                 | Baht | 01/01/2024 - 30/06/2024      | NP                 | 09/09/2024   | 5.80   | 1.9%         | 1       |
| SABINA      | 26/08/2024 | 0.69                 | Baht |                              | RE                 | 10/09/2024   | 21.30  | 3.2%         | 1       |
| SFLEX       | 26/08/2024 | 0.09                 | Baht | -<br>01/01/2024 - 30/06/2024 | NP                 | 10/09/2024   | 3.58   | 3.2%<br>1.7% |         |
|             | 20/00/2024 | 0.06                 | Dani | 01/01/2024 - 30/00/2024      | NР                 | 10/09/2024   | 3.38   | 1.1 %        | 0.5     |

Source: SET

## Exhibit 28: Upcoming XD [3/4]

| Symbol   | X-Date     | Dividend (per Share) | Unit | Operation Period        | Source of Dividend | Payment Date | Price | Div Yield            | Par    |
|----------|------------|----------------------|------|-------------------------|--------------------|--------------|-------|----------------------|--------|
| TFG      | 26/08/2024 | 0.075                | Baht | 01/01/2024 - 30/06/2024 | Both               | 06/09/2024   | 4.10  | 1.8%                 | 1      |
| VCOM     | 26/08/2024 | 0.12                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 2.56  | 4.7%                 | 0.5    |
| AH       | 27/08/2024 | 0.3                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 11/09/2024   | 15.40 | 1.9%                 | 1      |
| ASP      | 27/08/2024 | 0.07                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 12/09/2024   | 2.22  | 3.2%                 | 1      |
| BIS      | 27/08/2024 | 0.05                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 11/09/2024   | 3.24  | 1.5%                 | 0.5    |
| BJC      | 27/08/2024 | 0.15                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 12/09/2024   | 19.80 | 0.8%                 | 1      |
| BLA      | 27/08/2024 | 0.2                  | Baht | -                       | RE                 | -            | 17.30 | 1.2%                 | 1      |
| BLC      | 27/08/2024 | 0.06                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 4.70  | 1.3%                 | 0.5    |
| BTC      | 27/08/2024 | 0.01                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 13/09/2024   | 0.45  | 2.2%                 | 0.125  |
| CHG      | 27/08/2024 | 0.02                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 2.36  | 0.8%                 | 0.1    |
| СК       | 27/08/2024 | 0.15                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 11/09/2024   | 17.20 | 0.9%                 | 1      |
| FSMART   | 27/08/2024 | 0.23                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 09/09/2024   | 5.80  | 4.0%                 | 0.5    |
| FTE      | 27/08/2024 | 0.04                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 12/09/2024   | 1.28  | 3.1%                 | 0.5    |
| GFC      | 27/08/2024 | 0.1                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 6.65  | 1.5%                 | 0.5    |
| HUMAN    | 27/08/2024 | 0.12                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 11/09/2024   | 10.30 | 1.2%                 | 0.5    |
| IHL      | 27/08/2024 | 0.06                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 09/09/2024   | 2.08  | 2.9%                 | 1      |
| IMPACT   | 27/08/2024 | 0.22                 | Baht | 01/04/2024 - 30/06/2024 | NP                 | 13/09/2024   | 11.40 | 1.9%                 | 10.6   |
| IVL      | 27/08/2024 | 0.175                | Baht | 01/04/2024 - 30/06/2024 | NP                 | 12/09/2024   | 17.30 | 1.0%                 | 1      |
| KTBSTMR  | 27/08/2024 | 0.1741               | Baht | 01/04/2024 - 30/06/2024 | NP                 | 12/09/2024   | 6.75  | 2.6%                 | 10     |
| LHHOTEL  | 27/08/2024 | 0.31                 | Baht | 01/04/2024 - 30/06/2024 | NP                 | 12/09/2024   | 12.00 | 2.6%                 | 10     |
| LHPF     | 27/08/2024 | 0.07                 | Baht | 01/04/2024 - 30/06/2024 | Both               | 12/09/2024   | 5.50  | 1.3%                 | 10     |
| LHSC     | 27/08/2024 | 0.181                | Baht | 01/05/2024 - 30/06/2024 | NP                 | 12/09/2024   | 10.10 | 1.8%                 | 10.2   |
| NNCL     | 27/08/2024 | 0.05                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 10/09/2024   | 1.85  | 2.7%                 | 1      |
| PIMO     | 27/08/2024 | 0.02                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 11/09/2024   | 1.67  | 1.2%                 | 0.25   |
| POLY     | 27/08/2024 | 0.2                  | Baht | 01/01/2024 - 30/06/2024 | Both               | 12/09/2024   | 9.25  | 2.2%                 | 1      |
| SAMTEL   | 27/08/2024 | 0.03                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 06/09/2024   | 4.04  | 0.7%                 | 1      |
| SC       | 27/08/2024 | 0.05                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 09/09/2024   | 2.46  | 2.0%                 | 1      |
| SNP      | 27/08/2024 | 0.00                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 10/09/2024   | 13.70 | 0.7%                 | 1      |
| SPALI    | 27/08/2024 | 0.6                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 12/09/2024   | 15.90 | 3.8%                 | 1      |
| STP      | 27/08/2024 | 0.25                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 11/09/2024   | 12.30 | 2.0%                 | 1      |
| SYNEX    | 27/08/2024 | 0.1                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 10/09/2024   | 13.70 | 0.7%                 | 1      |
| TKN      | 27/08/2024 | 0.3                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 11/09/2024   | 9.45  | 3.2%                 | 0.25   |
| TKS      | 27/08/2024 | 0.3                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 6.95  | 3.2 <i>%</i><br>1.7% | 0.25   |
| TOG      | 27/08/2024 | 0.12                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 9.90  | 2.0%                 | 1      |
| WINNER   | 27/08/2024 | 0.2                  | Baht | 01/01/2024 - 30/00/2024 | RE                 | 10/09/2024   | 2.00  | 3.0%                 | 0.25   |
| XO       | 27/08/2024 | 1.7                  | Baht | -                       | RE                 |              |       |                      | 0.25   |
| 2S       |            |                      |      | -                       |                    | 10/09/2024   | 26.25 | 6.5%                 |        |
|          | 28/08/2024 | 0.07                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 12/09/2024   | 2.92  | 2.4%                 | 1      |
| APO      | 28/08/2024 | 0.15                 | Baht | -                       | RE                 | 13/09/2024   | 2.02  | 7.4%                 | 0.5    |
| CCET     | 28/08/2024 | 0.07                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 12/09/2024   | 3.44  | 2.0%                 | 1      |
| CPW      | 28/08/2024 | 0.04                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 11/09/2024   | 2.42  | 1.7%                 | 0.5    |
| FORTH    | 28/08/2024 | 0.15                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 11/09/2024   | 9.45  | 1.6%                 | 0.5    |
| FPI      | 28/08/2024 | 0.04                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 06/09/2024   | 1.99  | 2.0%                 | 0.25   |
| FUTUREPF | 28/08/2024 | 0.15358              | Baht | 01/04/2024 - 30/06/2024 | Both               | 13/09/2024   | 11.30 | 1.4%                 | 9.4236 |
| GVREIT   | 28/08/2024 | 0.1963               | Baht | 01/04/2024 - 30/06/2024 | NP                 | 12/09/2024   | 5.45  | 3.6%                 | 9.875  |
| HTECH    | 28/08/2024 | 0.075                | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 3.40  | 2.2%                 | 1      |
| JSP      | 28/08/2024 | 0.0316               | Baht | 01/01/2024 - 30/06/2024 | NP                 | 12/09/2024   | 2.02  | 1.6%                 | 0.5    |
| KAMART   | 28/08/2024 | 0.1                  | Baht | 01/04/2024 - 30/06/2024 | NP                 | 12/09/2024   | 11.90 | 0.8%                 | 0.6    |
| KISS     | 28/08/2024 | 0.1                  | Baht | -                       | RE                 | 13/09/2024   | 4.22  | 2.4%                 | 0.5    |
| PLT      | 28/08/2024 | 0.01                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 11/09/2024   | 0.73  | 1.4%                 | 0.5    |
| PSH      | 28/08/2024 | 0.15                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 8.45  | 1.8%                 | 1      |
| PTT      | 28/08/2024 | 0.8                  | Baht | 01/01/2024 - 30/06/2024 | Both               | 13/09/2024   | 34.00 | 2.4%                 | 1      |
| SIRI     | 28/08/2024 | 0.07                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 11/09/2024   | 1.54  | 4.5%                 | 1.07   |
| SKR      | 28/08/2024 | 0.09                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 12/09/2024   | 9.45  | 1.0%                 | 0.5    |

Source: SET

### Exhibit 29: Upcoming XD [4/4]

| EXHIBIT 23. |            |                      |      |                         |                    |              |       |           |        |
|-------------|------------|----------------------|------|-------------------------|--------------------|--------------|-------|-----------|--------|
| Symbol      | X-Date     | Dividend (per Share) | Unit | Operation Period        | Source of Dividend | Payment Date | Price | Div Yield | Par    |
| SPRC        | 28/08/2024 | 0.25                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 11/09/2024   | 7.05  | 3.5%      | 6.92   |
| THIP        | 28/08/2024 | 0.65                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 12/09/2024   | 28.00 | 2.3%      | 1      |
| TOA         | 28/08/2024 | 0.33                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 17.00 | 1.9%      | 1      |
| TQM         | 28/08/2024 | 0.45                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 10/09/2024   | 26.75 | 1.7%      | 0.5    |
| BCH         | 29/08/2024 | 0.12                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 12/09/2024   | 15.00 | 0.8%      | 1      |
| CPF         | 29/08/2024 | 0.45                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 24.70 | 1.8%      | 1      |
| EKH         | 29/08/2024 | 0.28                 | Baht | 01/01/2024 - 30/06/2024 | Both               | 13/09/2024   | 6.70  | 4.2%      | 0.5    |
| JUBILE      | 29/08/2024 | 0.19                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 11.30 | 1.7%      | 1      |
| KLINIQ      | 29/08/2024 | 0.65                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 29.75 | 2.2%      | 0.5    |
| LALIN       | 29/08/2024 | 0.165                | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 6.00  | 2.8%      | 1      |
| LPH         | 29/08/2024 | 0.03                 | Baht | 01/01/2024 - 30/06/2024 | NP                 | 12/09/2024   | 4.50  | 0.7%      | 0.5    |
| OSP         | 29/08/2024 | 0.3                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 22.50 | 1.3%      | 1      |
| SECURE      | 29/08/2024 | 0.2                  | Baht | 01/01/2024 - 30/06/2024 | NP                 | 13/09/2024   | 10.50 | 1.9%      | 0.5    |
| SPCG        | 29/08/2024 | 0.5                  | Baht | 01/01/2024 - 30/06/2024 | Both               | 13/09/2024   | 8.35  | 6.0%      | 1      |
| PROSPECT    | 30/08/2024 | 0.215                | Baht | 01/04/2024 - 30/06/2024 | NP                 | 16/09/2024   | 8.40  | 2.6%      | 9.4495 |
| VENTURE19   | 30/08/2024 | -                    | Baht | -                       | -                  | 16/09/2024   | -     | -         | -      |
| BKNG80X     | 06/09/2024 | -                    | Baht | -                       | -                  | 25/10/2024   | -     | -         | -      |
| PEP80X      | 06/09/2024 | -                    | Baht | -                       | -                  | 29/10/2024   | -     | -         | -      |
| GOOG80X     | 09/09/2024 | -                    | Baht | -                       | -                  | 11/10/2024   | -     | -         | -      |
| KO80X       | 13/09/2024 | -                    | Baht | -                       | -                  | 30/10/2024   | -     | -         | -      |
| SO          | 23/09/2024 | 0.007407408          | Baht | 01/01/2024 - 30/06/2024 | NP                 | 16/10/2024   | 4.18  | 0.2%      | 1      |
| SO          | 23/09/2024 | 15 : 1 Share         | -    | 01/01/2024 - 30/06/2024 | NP                 | 16/10/2024   | 4.18  | -         | 1      |
| NINTENDO19  | 27/09/2024 | -                    | Baht | -                       | -                  | 30/12/2024   | -     | -         | -      |
| SMFG19      | 27/09/2024 | -                    | Baht | -                       | -                  | 30/12/2024   | -     | -         | -      |

Source: SET

#### Exhibit 30: New securities

| Derivative Warrants | Trade Date | Underlying | Issuer | DW Type | Market | Maturity Date | Exercise Price (Baht) |
|---------------------|------------|------------|--------|---------|--------|---------------|-----------------------|
| BTS41C2501A         | 16/08/2024 | BTS        | JPM    | Call    | SET    | 08/01/2025    | 5.36                  |
| COM713C2412A        | 16/08/2024 | COM7       | KGI    | Call    | SET    | 12/12/2024    | 29                    |
| COM719C2501A        | 16/08/2024 | COM7       | YUANTA | Call    | SET    | 09/01/2025    | 27.75                 |
| CPALL13C2412A       | 16/08/2024 | CPALL      | KGI    | Call    | SET    | 12/12/2024    | 72                    |
| CPN13C2501A         | 16/08/2024 | CPN        | KGI    | Call    | SET    | 09/01/2025    | 70                    |
| HANA41C2501A        | 16/08/2024 | HANA       | JPM    | Call    | SET    | 08/01/2025    | 52.5                  |
| HSI28C2410G         | 16/08/2024 | HSI        | MACQ   | Call    | SET    | 05/11/2024    | 18,200.00             |
| HSI28C2411C         | 16/08/2024 | HSI        | MACQ   | Call    | SET    | 04/12/2024    | 18,800.00             |
| HSTECH28P2412A      | 16/08/2024 | HSTECH     | MACQ   | Put     | SET    | 07/01/2025    | 3,100.00              |
| KBANK19P2501A       | 16/08/2024 | KBANK      | YUANTA | Put     | SET    | 09/01/2025    | 92.5                  |
| KBANK41C2501A       | 16/08/2024 | KBANK      | JPM    | Call    | SET    | 08/01/2025    | 169                   |
| KCE41C2501A         | 16/08/2024 | KCE        | JPM    | Call    | SET    | 08/01/2025    | 52                    |
| OR41C2501A          | 16/08/2024 | OR         | JPM    | Call    | SET    | 08/01/2025    | 18                    |
| PTTGC41C2501A       | 16/08/2024 | PTTGC      | JPM    | Call    | SET    | 08/01/2025    | 30.4                  |
| SAWAD41C2501A       | 16/08/2024 | SAWAD      | JPM    | Call    | SET    | 08/01/2025    | 38.75                 |
| SET5013C2412D       | 16/08/2024 | SET50      | KGI    | Call    | SET    | 04/01/2025    | 925                   |
| WHA41C2501A         | 16/08/2024 | WHA        | JPM    | Call    | SET    | 08/01/2025    | 6.2                   |

Source: SET