

COM 7

(COM7.BK/COM7 TB)*

Outperform • Maintained

Price as of 25 Sep 2023	31.75
12M target price (Bt/shr)	35.00
Unchanged/Revised up(down)(%)	6.1
Upside/downside (%)	10.2

Key messages

COM7 น่าจะได้านิสงค์จากการเปิดตัว iPhone 15 ซึ่งจะช่วยสนับสนุนผลประกอบการของบริษัทในงวด 2H66 ในขณะที่เดียวกัน การขายไปสู่ธุรกิจใหม่ยังอยู่ในช่วงตั้งไข่ และยังคงติดตามภาวะค่าขายต่อไป เราแนะนำ “ซื้อ” COM7 โดยประเมินราคาเป้าหมาย 1H67 ที่ 35.00 บาท

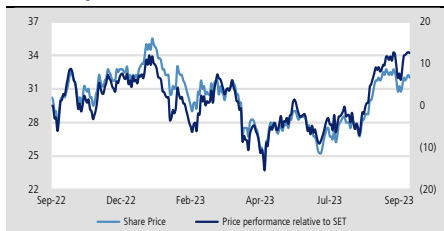
Trading data

Mkt cap (Btmn/US\$m)	76,800/1,920		
Outstanding shares (mn)	2,400		
Foreign ownership (mn)	135		
3M avg. daily trading (mn)	12		
52-week trading range (Bt)	24.3 – 35.5		
Performance (%)	3M	6M	12M
Absolute	26.7	2.4	4.9
Relative	23.7	8.9	12.3

Quarterly EPS

	1Q	2Q	3Q	4Q
2021	0.47	0.49	0.48	0.76
2022	0.33	0.17	0.20	0.25
2023	0.24	0.22		

Share price chart



Source: SET

Chananthorn Pichayapanupat, CFA
66.2658.8888 Ext. 8849
chananthornp@kgi.co.th

จับกระแส iPhone 15

Event

อัปเดตแนวโน้มของบริษัท และประมาณการ 3Q66

Impact

iPhone 15 ได้รับการตอบรับอย่างดี

มีการเปิดตัว iPhone 15 และเริ่มเปิดขายในประเทศไทยเมื่อวันที่ 22 กันยายน 2566 ซึ่งช้ากว่า iPhone 14 เล็กน้อย (เปิดตัววันที่ 16 กันยายน 2565) ซึ่งขอแตกต่าง/ส่วนที่มีการอัปเดตของ iPhone 14 และ iPhone 15 ได้แก่ i) เพิ่ม dynamic island เขามา ii) อัปเดตชิปเป็น A16 Bionic chip iii) อัปเดตกล้องเป็น 48MP และ iv) ของต่อ USB-C รองรับ USB 2 ถึงแม้ว่ารุ่นนี้จะไม่มียูเอสบีซีที่เปลี่ยนไป แต่ก็ยังได้รับเสียงตอบรับอย่างดีมากในประเทศไทย ดังจะเห็นได้จากข่าวในหน้าหนังสือพิมพ์หลายฉบับว่ามีคนจำนวนมากไปต่อแถวรอซื้อ iPhone รุ่นล่าสุด

ประมาณการ 3Q66F: กำไรจะเพิ่มขึ้นทั้ง YoY และ QoQ

เราคาดว่ากำไรสุทธิของ COM7 ใน 3Q66F จะอยู่ที่ 762 ล้านบาท (+5% YoY, +8% QoQ) ทำให้กำไรสุทธิงวด 9M66F อยู่ที่ 2.3 พันล้านบาท (+10% YoY) และคิดเป็น 68% ของประมาณการกำไรเต็มปีของเรา 3Q23F เราคาดว่ายอดขายจะเพิ่มขึ้นเป็น 1.74 หมื่นล้านบาท (+17% YoY, +9% QoQ) เนื่องจาก i) มีการเปิดตัว iPhone 15 ซึ่งได้รับการตอบรับดี และเร็วกว่าเมื่อปีที่แล้ว (ยอดขาย smartphone คิดเป็นประมาณ 55% ของยอดขายรวมของ COM7) ii) บริษัทเดินหน้าขายสาขาารานอย่างต่อเนื่อง และ iii) ไม่มีการ renovation ร้านเหมือนกับใน 2Q66 เราคาดว่าอัตรากำไรขั้นต้นใน 3Q66 จะอยู่ที่ 14.0% (+0.1ppts YoY, -0.5ppts QoQ) เนื่องจาก product mix (มีสัดส่วนของ smartphone เพิ่มขึ้น)

เดินหน้าขายไปสู่ธุรกิจใหม่

จากข่าวในหนังสือพิมพ์ มีการรายงานว่า COM7 เพิ่งขยายธุรกิจโดยการเข้าลงทุนใน Gold integrate (JV ระหว่าง GAC (60%) และ COM7 (40%)) เพื่อจัดจำหน่ายรถ EV แปรเนค GAC AION ในประเทศไทย ทั้งนี้ GAC AION เป็นธุรกิจใเครือ GAC group (Guangzhou Automobile Group Co., Ltd) ที่ทำธุรกิจ EV โดยจัดเป็นแบรนด์ top 3 ในประเทศจีน ในปัจจุบันมีผู้จำหน่ายที่ได้รับอนุญาตในประเทศไทยสี่ราย ได้แก่ i) Gold integrate, ii) AIONIC Auto, iii) V Group และ iv) Harmony group ซึ่งตามรายงานข่าวในหนังสือพิมพ์ GAC AION ตั้งเป้ายอดขาย EV ในเอเชียตะวันออกเฉียงใต้ไว้ที่ 100,000 คัน/ปี เรามองว่าการที่ COM7 ขยายธุรกิจอย่างต่อเนื่องเป็นการต่อยอดถึงวิสัยทัศน์ของบริษัทที่มุ่งจะเป็นผู้เชี่ยวชาญด้านการปลูกที่ไปไกลเกินกว่าสินค้า IT อยางไรก็ตาม เรายังคงติดตามค่าขายในช่วงเริ่มต้นของธุรกิจใหม่ และความคืบหน้าในระยะต่อไป

Valuation & action

เราขยับไปใช้ราคาเป้าหมาย 1H67 ที่ 35.00 บาท จากเดิม 33.00 อิงจาก PER ที่ 23.0x (ค่าเฉลี่ยในอดีตของ COM7 -0.5 S.D.) และยังคงแนะนำ “ซื้อ”

Risks

อุปสงค์ smartphones ต่ำเกินคาด, รายได้จากการขายอุปกรณ์เสริมต่ำกว่าที่คาดไว้, และมีการจัดการการส่งเสริมการขายมากกว่าที่คาดไว้

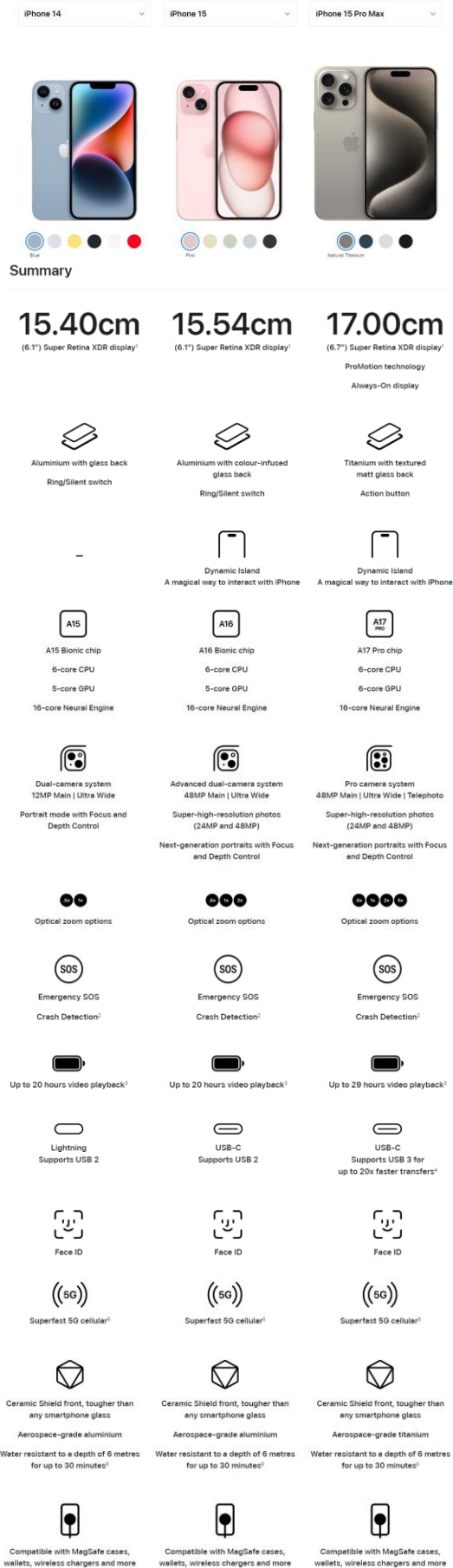
Key financials and valuations

Year end Dec 31	Dec-19A	Dec-20A	Dec-21A	Dec-22A	Dec-23F	Dec-24F
Revenue (Btmn)	33,362	37,306	51,126	62,733	71,448	82,583
Gross profit (btmtn)	4,416	4,710	6,846	8,435	9,733	11,281
SG&A (Btmn)	2,925	2,986	3,761	4,703	5,380	6,312
Net profit (Btmn)	1,216	1,491	2,630	3,038	3,467	3,993
Normalized profit (Btmn)	1,217	1,486	2,608	3,040	3,467	3,993
EPS (Bt)	1.01	1.24	2.19	1.27	1.44	1.66
Normalized EPS (Bt)	1.01	1.24	2.17	1.27	1.44	1.66
DPS (Btmn)	0.80	1.00	1.00	0.75	0.58	0.67
EPS growth (%)	36.5	22.6	76.5	(42.3)	14.1	15.2
Normalized EPS growth (%)	37.8	22.1	75.5	(41.7)	14.0	15.2
P/E (X)	28.1	31.3	37.6	26.8	22.0	19.1
P/B (X)	10.1	12.0	18.5	11.3	8.5	6.6
EV/EBITDA (X)	20.3	23.0	29.6	20.7	16.3	14.3
Net debt to Equity (%)	24.7	10.6	40.4	53.3	45.9	32.8
Dividend yield (%)	2.8	2.6	1.2	2.2	1.8	2.1
Return on Equity (%)	39.5	41.1	57.4	48.4	42.9	39.1

Source: Company data, KGI Securities Research

*The Company may be issuer of Derivative Warrants on these securities.

Figure 1: iPhone comparison



Source: Apple.com, KGI Securities Research (Thailand)

Figure 2: COM7's 3Q23F earnings preview

Btmn	3Q23F	3Q22	%YoY	2Q23	%QoQ	9M23F	9M22	%YoY
Revenue from sales	17,403	14,888	16.9	15,990	8.8	50,647	43,954	15.2
Cost of goods sold	14,963	12,813	16.8	13,665	9.5	43,506	37,973	14.6
Gross profit	2,440	2,075	17.6	2,325	4.9	7,141	5,981	19.4
SG&A expense	1,500	1,142	31.4	1,378	8.8	4,163	3,315	25.6
EBIT	997	954	4.6	969	3.0	3,085	2,737	12.7
Finance cost	(64)	(25)	155.5	(53)	19.7	(157)	(67)	132.8
Equity income	8	3	158.3	7	8.8	61	25	141.9
Net profit	762	725	5.1	704	8.2	2,340	2,128	9.9
Normalized profit	762	722	5.5	748	1.8	2,390	2,142	11.6
EPS (Bt)	0.21	0.20	5.1	0.20	8.2	0.65	0.70	(7.1)
Normalized EPS (Bt)	0.21	0.20	5.5	0.21	1.8	0.66	0.70	(5.7)

Percent	3Q23F	3Q22	ppts YoY	2Q23	ppts QoQ	9M23F	9M22	ppts YoY
Gross margin	14.0	13.9	0.1	14.5	(0.5)	14.1	13.6	0.5
SG&A to sales	8.6	7.7	1.0	8.6	0.0	8.2	7.5	0.7
EBIT margin	5.7	6.4	(0.7)	6.1	(0.3)	6.1	6.2	(0.1)
Net margin	4.4	4.9	(0.5)	4.4	(0.0)	4.6	4.8	(0.2)

Source: KGI Securities Research

Figure 3: Key assumptions

Assumption	unit	2016	2017	2018	2019	2020	2021	2022	2023F	2024F
Sales	Btmn	17,136	22,531	27,917	33,362	37,306	51,126	62,733	71,448	82,583
Sales growth	%YoY	14.5	31.5	23.9	19.5	11.8	37.0	22.7	13.9	15.6
Store (year end)	stores	370	434	646	787	912	1,012	1,162	1,212	1,312
New store	stores	83	64	212	141	125	100	150	50	100
Gross margin	percent	13.7	13.4	13.0	13.2	12.6	13.4	13.4	13.6	13.7
SG&A to sales	% to sales	10.9	10.1	9.1	8.8	8.0	7.4	7.5	7.5	7.6
EBIT margin	percent	3.1	3.5	4.1	4.7	5.0	6.3	6.3	6.3	6.3
Net margin	percent	2.4	2.7	3.2	3.6	4.0	5.1	4.8	4.9	4.8

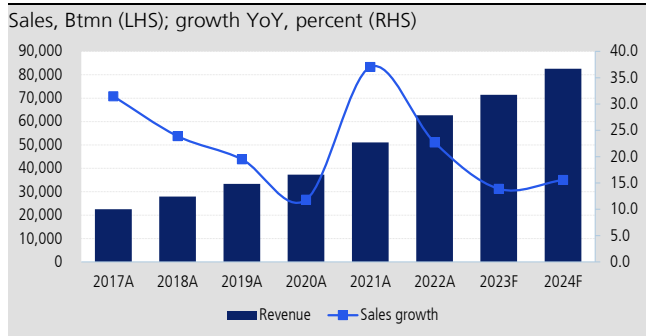
Source: KGI Securities Research

Figure 3: Company profile

Founded in 2004, COM 7 (COM7) is a leading IT retailer selling products ranging from laptops, desktops, smartphones, tablets, printers, audio equipment, and other accessories. COM7 is one of a few authorized resellers of Apple products, which accounted for 48% of its total sales in 2017, in Thailand. Since listing on SET in 2015, the company has continually expanded its distribution network (787 branches as of 2019). COM7 is diversifying its portfolio by depending less on Apple product sales and more on other smartphone brands.

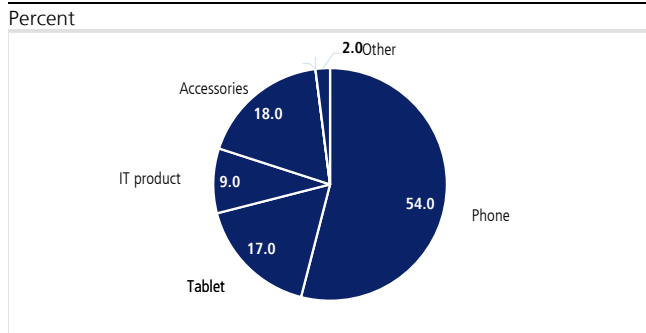
Source: Company data

Figure 5: Solid growth



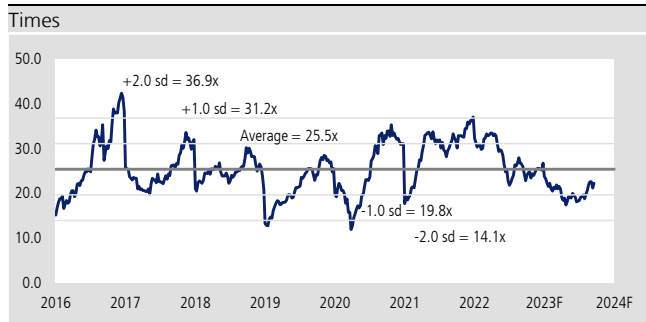
Source: Company data, KGI Securities Research

Figure 7: Sales breakdown



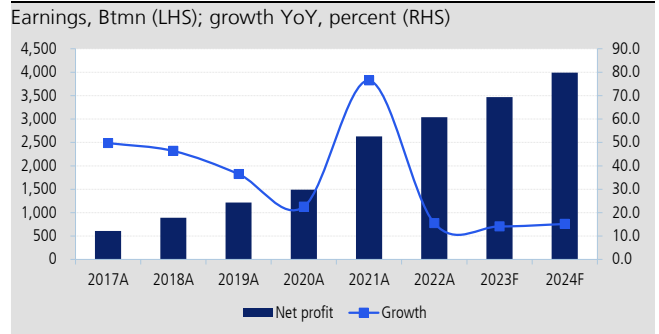
Source: Company data, KGI Securities Research

Figure 9: PER



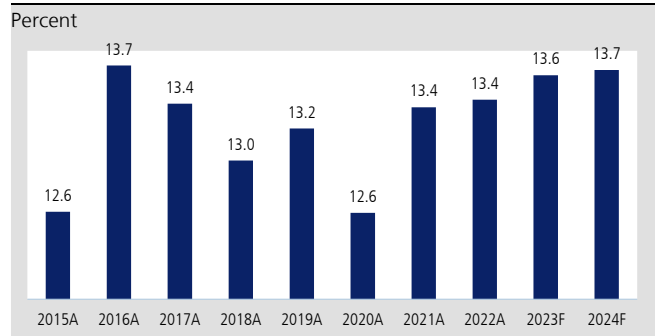
Source: KGI Securities Research

Figure 4: Earnings



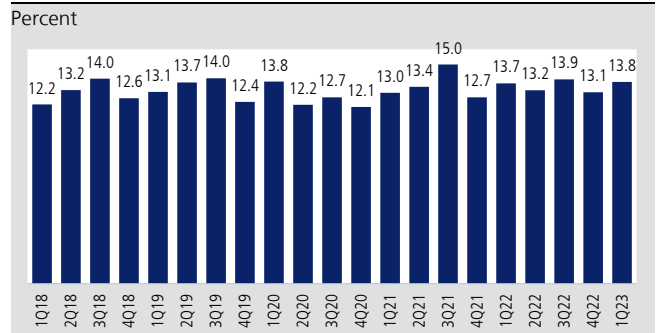
Source: Company data, KGI Securities Research

Figure 6: Gross margin assumptions



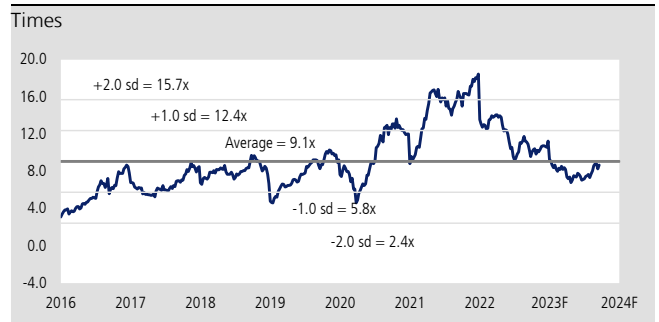
Source: Company data, KGI Securities Research

Figure 8: Gross margin quarterly



Source: Company data, KGI Securities Research

Figure 10: PBV



Source: KGI Securities Research

Quarterly Income Statement

	Mar-21A	Jun-21A	Sep-21A	Dec-21A	Mar-22A	Jun-22A	Sep-22A	Dec-22A	Mar-23A	Jun-23A
Income Statement (Btmn)										
Revenue	11,963	11,535	10,069	17,558	14,646	14,420	14,888	18,778	17,254	15,990
Cost of good sold	10,405	9,986	8,563	15,326	12,644	12,517	12,813	16,325	14,878	13,665
Gross profit	1,558	1,550	1,506	2,232	2,002	1,904	2,075	2,454	2,376	2,325
Operating expense	885	875	852	1,149	1,045	1,128	1,142	1,241	1,284	1,378
Other income	3	4	6	15	17	11	17	(31)	(18)	15
Operating profit	676	678	661	1,098	974	787	951	1,182	1,073	961
Depreciation of fixed asset	44	44	46	49	50	52	58	23	60	67
Operating EBITDA	719	723	707	1,147	1,023	839	1,009	1,205	1,134	1,028
Non-Operating income	0	0	0	0	0	0	0	0	0	0
Interest income	0	0	0	0	0	0	0	0	0	0
Other non-op. income	0	0	0	0	0	0	0	0	0	0
Non-Operating expense	(9)	(12)	(14)	(13)	(18)	(24)	(25)	(36)	(39)	(53)
Interest expense	(9)	(12)	(14)	(13)	(18)	(24)	(25)	(36)	(39)	(53)
Other non-op. expense	0	0	0	0	0	0	0	0	0	0
Equity income	23	23	23	28	20	2	3	20	45	7
Pre-tax profit	689	689	670	1,113	975	766	929	1,167	1,079	915
Current taxation	(128)	(104)	(107)	(216)	(190)	(132)	(198)	(248)	(184)	(149)
Minorities	(0)	(2)	2	(2)	(1)	(0)	8	19	15	18
Extra items	4	(0)	10	8	(3)	(13)	2	10	(6)	(44)
Net profit	566	587	571	907	783	620	725	910	874	704
Normalized profit	562	587	560	899	786	633	722	900	880	748
EPS (Bt)	0.47	0.49	0.48	0.76	0.33	0.17	0.20	0.25	0.24	0.20
Normalized EPS (Bt)	0.47	0.49	0.47	0.75	0.33	0.18	0.20	0.25	0.24	0.21
Margin (%)										
Gross profit margin	13.0	13.4	15.0	12.7	13.7	13.2	13.9	13.1	13.8	14.5
Operating EBIT margin	5.6	5.9	6.6	6.3	6.6	5.5	6.4	6.3	6.2	6.0
Operating EBITDA margin	6.0	6.3	7.0	6.5	7.0	5.8	6.8	6.4	6.6	6.4
Net profit margin	4.7	5.1	5.7	5.2	5.3	4.3	4.9	4.8	5.1	4.4
Growth (%YoY)										
Revenue growth	46.9	48.9	12.2	41.1	22.4	25.0	47.9	6.9	17.8	10.9
Operating EBIT growth	110.4	96.8	51.4	64.2	44.1	16.1	43.9	7.7	10.2	22.1
Operating EBITDA growth	98.4	87.6	47.8	61.1	42.2	16.1	42.8	5.1	10.8	22.6
Net profit growth	96.5	113.9	53.2	63.2	38.5	5.6	27.0	0.3	11.6	13.6
Normalized profit growth	95.1	115.0	50.2	62.8	39.9	7.8	29.0	0.1	12.0	18.1

Source: Company data, KGI Securities Research

Balance Sheet

As of 31 Dec (Btmn)	2019	2020	2021	2022	2023F	2024F
Total Assets	9,160	9,207	15,966	19,162	21,147	24,312
Current Assets	7,217	5,861	11,886	13,362	14,746	17,137
Cash&ST Investment	1,304	872	1,657	1,335	1,106	1,421
Inventories	4,819	3,664	6,208	7,333	8,335	9,630
Account Receivable	926	864	2,707	3,716	4,232	4,891
Other	167	460	1,314	978	1,073	1,195
Non-current Assets	1,943	3,346	4,080	5,801	6,401	7,175
LT Investment	513	675	774	1,517	1,728	1,997
Net Fixed Assets	532	506	615	873	863	857
Others	898	2,165	2,691	3,410	3,810	4,321
Total Liabilities	5,784	5,336	10,665	11,911	12,228	12,787
Current liabilities	5,629	4,430	9,751	11,169	11,910	12,419
Account Payable	3,349	2,464	5,106	4,909	5,580	6,447
ST borrowing	2,139	1,283	3,801	5,204	5,204	5,204
Others	142	683	844	1,056	1,126	768
Long-term liabilities	154	906	914	741	318	368
Long-term debts	0	0	0	0	0	0
Others	154	906	914	741	318	368
Shareholders' Equity	3,376	3,871	5,301	7,252	8,919	11,525
Common stock	300	300	300	600	600	600
Capital surplus	899	899	899	899	899	899
retained earnings	2,145	2,638	4,070	5,489	7,156	9,762
Preferred stock						

Source: KGI Securities Research

Key Ratios

Year to 31 Dec	2019	2020	2021	2022	2023F	2024F
Growth (%YoY)						
Sales	19.5	11.8	37.0	22.7	13.9	15.6
OP	35.0	16.6	75.8	25.1	19.1	14.2
EBITDA	34.4	18.0	66.4	21.5	19.3	13.4
NP	36.5	22.6	76.5	15.5	14.1	15.2
Normalized profit	37.8	22.1	75.5	16.5	14.0	15.2
EPS	36.5	22.6	76.5	(42.3)	14.1	15.2
Normalized EPS	37.8	22.1	75.5	(41.7)	14.0	15.2
Profitability (%)						
Gross margin	13.2	12.6	13.4	13.4	13.6	13.7
Operating margin	4.6	4.7	6.1	6.2	6.5	6.4
EBITDA margin	5.2	5.5	6.6	6.6	6.9	6.8
Net margin	3.6	4.0	5.1	4.8	4.9	4.8
ROAA	14.5	16.2	20.9	17.3	17.2	17.6
ROAE	39.5	41.1	57.4	48.4	42.9	39.1
Stability						
Gross debt/equity (%)	171.3	137.8	201.2	164.2	137.1	110.9
Net debt/equity (%)	24.7	10.6	40.4	53.3	45.9	32.8
Interest coverage (x)	29.7	35.2	67.0	38.2	43.7	50.2
Interest&ST debt coverage (x)	0.7	1.4	0.8	0.7	0.8	1.0
Cash flow interest coverage (x)	14.0	34.4	(4.3)	8.1	27.1	29.2
Cash flow/interest&ST debt (x)	0.3	1.4	(0.1)	0.2	0.5	0.6
Current ratio (x)	1.3	1.3	1.2	1.2	1.2	1.4
Quick ratio (x)	0.4	0.5	0.6	0.5	0.5	0.6
Net debt (Btmn)	834	410	2,144	3,869	4,098	3,783
Per share data (Bt)						
EPS	1.0	1.2	2.2	1.3	1.4	1.7
Normalized EPS	1.0	1.2	2.2	1.3	1.4	1.7
CFPS	0.6	1.5	(0.2)	0.3	1.2	1.3
BVPS	2.8	3.2	4.4	3.0	3.7	4.8
Sales/share	27.8	31.1	42.6	26.1	29.8	34.4
EBITDA/share	1.4	1.7	2.8	1.7	2.0	2.3
DPS	0.8	1.0	1.0	0.8	0.6	0.7
Activity						
Asset turnover (x)	4	4	3	3	3	3
Days of receivables	10	8	19	22	22	22
Days of inventory	61	41	51	49	49	49
Days of payable	42	28	42	33	33	33
Cash cycle	29	22	28	38	38	38

Source: KGI Securities Research

Profit & Loss

Year to Dec 31 (Btmn)	2019	2020	2021	2022	2023F	2024F
Revenue	33,362	37,306	51,126	62,733	71,448	82,583
Cost of good sold	28,946	32,596	44,281	54,298	61,715	71,302
Gross profit	4,416	4,710	6,846	8,435	9,733	11,281
Operating expense	2,925	2,986	3,761	4,703	5,380	6,312
Other income	28	47	28	160	282	326
Operating Profit	1,519	1,771	3,113	3,893	4,636	5,295
Depreciation of fixed asset	171	167	183	182	410	407
Operating EBITDA	1,690	1,938	3,295	4,075	5,046	5,702
Non-operating income	0	0	0	0	0	0
Interest income	0	0	0	0	0	0
Other non-op income	0	0	0	0	0	0
Non-operating expense	(52)	(53)	(48)	(103)	(103)	(103)
Interest expense	(52)	(53)	(48)	(103)	(103)	(103)
Other non-op expense	0	0	0	0	0	0
Equity income/(loss)	39	101	96	45	(130)	(127)
Pretax profit	1,505	1,819	3,161	3,835	4,403	5,066
Current taxation	(289)	(328)	(555)	(769)	(907)	(1,038)
Minorities	(1)	4	(2)	26	30	34
Extra item	(1)	4	22	(2)	0	0
Net profit	1,216	1,491	2,630	3,038	3,467	3,993
Normalized profit	1,217	1,486	2,608	3,040	3,467	3,993
EPS (Bt)	1.01	1.24	2.19	1.27	1.44	1.66
Normalized EPS (Bt)	1.01	1.24	2.17	1.27	1.44	1.66

Source: KGI Securities Research

Cash Flow

Year to Dec 31 (Btmn)	2019	2020	2021	2022	2023F	2024F
Operating cash flow	732	1,829	(204)	839	2,790	3,006
Net profit	1,216	1,491	2,630	3,038	3,467	3,993
Depreciation&Amortization	171	167	183	182	410	407
Change in working capital	(655)	172	(3,017)	(2,381)	(1,087)	(1,393)
Others						
Investment cash flow	(331)	(1,602)	(326)	(1,209)	(747)	(843)
Net CAPEX	(175)	(141)	(292)	(440)	(400)	(400)
Change in LT investment	(161)	(164)	(98)	(772)	(215)	(275)
Change in other assets	5	(1,297)	64	4	(132)	(168)
Free cash flow	401	227	(530)	(370)	2,043	2,163
Financing cash flow	(156)	(659)	1,314	49	(2,273)	(1,848)
Change in share capital	0	0	0	300	0	0
Net change in debt	461	337	2,515	1,135	(473)	(462)
Change in other liabs	(617)	(996)	(1,200)	(1,387)	(1,800)	(1,387)
Net cash flow	245	(432)	785	(322)	(229)	315

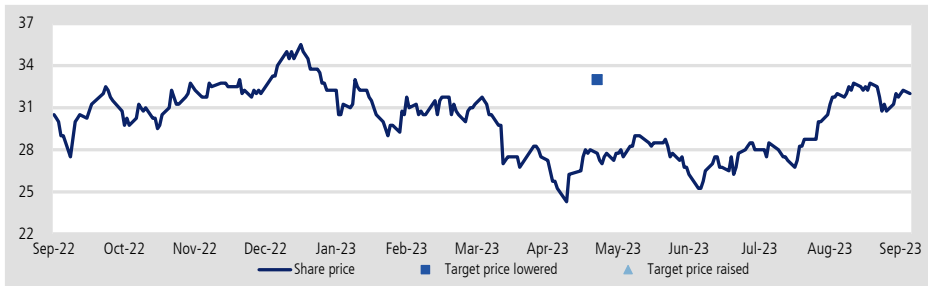
Source: KGI Securities Research

Rates of Return on Invested Capital

Year	1 - $\frac{\text{COGS}}{\text{Revenue}}$	+ $\frac{\text{Depreciation}}{\text{Revenue}}$	+ $\frac{\text{Operating expense}}{\text{Revenue}}$	=	Operating margin		
2020	87.4%	0.4%	8.0%		4.2%		
2021	86.6%	0.4%	7.4%		5.7%		
2022	86.6%	0.3%	7.5%		5.7%		
2023F	86.4%	0.6%	7.5%		5.5%		
2024F	86.3%	0.5%	7.6%		5.5%		
Year	1/ $\frac{\text{Working capital}}{\text{Revenue}}$	+ $\frac{\text{Net PPE}}{\text{Revenue}}$	+ $\frac{\text{Other assets}}{\text{Revenue}}$	=	Capital Turnover		
2020	0.0	0.0	0.2		4.0		
2021	(0.1)	0.0	0.3		3.9		
2022	(0.0)	0.0	0.3		3.7		
2023F	(0.0)	0.0	0.3		3.6		
2024F	(0.0)	0.0	0.3		3.6		
Year	1/ Operating margin	x	Capital turnover	x	Cash tax rate	=	After-tax return on Inv. capital
2020	4.2%		4.0		18.0%		3.0%
2021	5.7%		3.9		17.5%		3.9%
2022	5.7%		3.7		20.0%		4.2%
2023F	5.5%		3.6		20.6%		4.0%
2024F	5.5%		3.6		20.5%		4.1%

Source: KGI Securities Research

COM 7 - Recommendation & target price history



Date	Rating	Target	Price
15-May-23	Outperform	33.00	27.75
12-Jan-23	Neutral	37.00	34.50
12-Oct-22	Outperform	37.00	31.25

Source: KGI Securities Research

Corporate Governance Report of Thai Listed Companies



Companies with Excellent CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	EGCO	ELECTRICITY GENERATING	PTTEP	PTT EXPLORATION AND PRODUCTION
ADVANC	ADVANCED INFO SERVICE	GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL
AMA	AMA MARINE	GGC	GLOBAL GREEN CHEMICALS	PYLON	PYLON
AMATA	AMATA CORPORATION	GPSC	GLOBAL POWER SYNERGY	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	HANA	HANA MICROELECTRONICS	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
AOT	AIRPORTS OF THAILAND	HMPRO	HOME PRODUCT CENTER	RS	RS
AP	ASIAN PROPERTY DEVELOPMENT	INTUCH	SHIN CORPORATION	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	IRPC	IRPC	SCC	THE SIAM CEMENT
BCP	THE BANGCHAK PETROLEUM	IVL	INDORAMA VENTURES	SCCC	SIAM CITY CEMENT
BCPG	BCPG	KBANK	KASIKORN BANK	SEAFCO	SEAFCO
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KCE	KCE ELECTRONICS	SMPC	SAHAMITR PRESSURE CONTAINER
BEC	BEC WORLD	KKP	KIATNAKIN BANK	SPALI	SUPALAI
BEM	BANGKOK EXPRESSWAY AND METRO	KTB	KRUNG THAI BANK	SPRC	STAR PETROLEUM REFINING
BGRIM	B.GRIMM POWER	KTC	KRUNGTHAI CARD	SVI	SVI
BPP	BANPU POWER	LH	LAND AND HOUSES	TACC	T.A.C. CONSUMER
BTS	BTS GROUP HOLDINGS	LPN	L.P.N. DEVELOPMENT	TCAP	THANACHART CAPITAL
CENTEL	CENTRAL PLAZA HOTEL	MAKRO	SIAM MAKRO	THCOM	THAICOM
CK	CH. KARNCHANG	MBK	MBK	TISCO	TISCO FINANCIAL GROUP
CKP	CK POWER	MINT	MINOR INTERNATIONAL	TOP	THAI OIL
CPALL	CP ALL	MTC	MUANGTHAI CAPITAL	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	PLANB	PLAN B MEDIA	TTB	TMBTHANACHART BANK
CPN	CENTRAL PATTANA	PSH	PRUKSA HOLDING	VGI	VGI GLOBAL MEDIA
DELTA	DELTA ELECTRONICS (THAILAND)	PTG	PTG ENERGY	WHA	WHA CORPORATION
DTAC	TOTAL ACCESS COMMUNICATION	PTT	PTT	WHAUP	



Companies with Very Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
BAM	BANGKOK COMMERCIAL ASSET MANAGEMENT	GULF	GULF ENERGY DEVELOPMENT	SAPPE	SAPPE
BBL	BANGKOK BANK	JMT	JMT NETWORK SERVICES	SAWAD	SRI SAWAD POWER 1979
CBG	CARABAO GROUP	LPH	LADPRAO GENERAL HOSPITAL	SINGER	SINGER THAILAND
CHG	CHULARAT HOSPITAL	M	MK RESTAURANT GROUP	SPA	SIAM WELLNESS GROUP
COM7	COM7	MAJOR	MAJOR CINEPLEX GROUP	TFG	THAIFOODS GROUP
DOHOME	DOHOME	MEGA	MEGA LIFESCIENCES	TKN	TAOKAENOI FOOD & MARKETING
ERW	THE ERWAN GROUP	NETBAY	NETBAY	ZEN	ZEN CORPORATION GROUP
GLOBAL	SIAM GLOBAL HOUSE	OSP	OSOTSPA		



Companies with Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
BCH	BANGKOK CHAIN HOSPITAL	ESSO	ESSO (THAILAND)	SF	SIAM FUTURE DEVELOPMENT
BH	BUMRUNGRAD HOSPITAL	HUMAN	HUMANICA	SISB	SISB
EKH	EKACHAI MEDICAL CARE	RBF	R&B FOOD SUPPLY	TPCH	TPC POWER HOLDING

Companies classified Not in the three highest score groups

Stock	Company name	Stock	Company name	Stock	Company name
IIG	I&I GROUP	OR	PTT OIL AND RETAIL BUSINESS	STGT	SRI TRANG GLOVES (THAILAND)
KEX	KERRY EXPRESS (THAILAND)	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION		

Source: www.thai-iod.com

Disclaimer: The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an assessment of operation and is not based on inside information. The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of such survey result.

Anti-corruption Progress Indicator

Level 5: Extended

Stock	Company name	Stock	Company name	Stock	Company name
ADVANC	ADVANCED INFO SERVICE	GLOBAL	SIAM GLOBAL HOUSE	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	GPSC	GLOBAL POWER SYNERGY	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
BBL	BANGKOK BANK	HMPRO	HOME PRODUCT CENTER	ROBINS	ROBINSON DEPARTMENT STORE
BCH	BANGKOK CHAIN HOSPITAL	IRPC	IRPC	SCC	THE SIAM CEMENT
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KBANK	KASIKORN BANK	SIRI	SANSIRI
BIGC	BIG C SUPERCENTER	KCE	KCE ELECTRONICS	SPALI	SUPALAI
CK	CH. KARNCHANG	KKP	KIATNAKIN BANK	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION
DCC	DYNASTY CERAMIC	KTB	KRUNG THAI BANK	TCAP	THANACHART CAPITAL
DELTA	DELTA ELECTRONICS (THAILAND)	LPH	LADPRAO GENERAL HOSPITAL	TISCO	TISCO FINANCIAL GROUP
DRT	DIAMOND ROOFING TILES	PACE	PACE DEVELOPMENT CORPORATION	TMT	THAI METAL TRADE
EGCO	ELECTRICITY GENERATING	PTT	PTT	TOP	THAI OIL
GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL		

Level 4: Certified

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	ERW	THE ERAWAN GROUP	SAPPE	SAPPE
AP	ASIAN PROPERTY DEVELOPMENT	GLOW	GLOW ENERGY	SAWAD	SRISAWAD POWER 1979
BA	BANGKOK AIRWAYS	GUNKUL	GUNKUL ENGINEERING	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	ILINK	INTERLINK COMMUNICATION	SCN	SCAN INTER
BGP	THE BANGCHAK PETROLEUM	KTC	KRUNGTHAI CARD	SEAFICO	SEAFICO
BH	BUMRUNGRAD HOSPITAL	LH	LAND AND HOUSES	SVI	SVI
BJCHI	BJC HEAVY INDUSTRIES	LPN	L.P.N. DEVELOPMENT	TASCO	TIPCO ASPHALT
CBG	CARABAO GROUP	MAKRO	SIAM MAKRO	TKN	TAOKAENOI FOOD & MARKETING
CENDEL	CENTRAL PLAZA HOTEL	MALEE	MALEE SAMPRAN	TMB	TMB BANK
CHG	CHULARAT HOSPITAL	MINT	MINOR INTERNATIONAL	TRT	TIRATHAI
CKP	CK POWER	MODERN	MODERNFORM GROUP	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	NOK	NOK AIRLINES	TVO	THAI VEGETABLE OIL
CPN	CENTRAL PATTANA	PTTEP	PTT EXPLORATION AND PRODUCTION		
DTAC	TOTAL ACCESS COMMUNICATION	PYLON	PYLON		

Level 3: Established

Stock	Company name	Stock	Company name	Stock	Company name
BEM	BANGKOK EXPRESSWAY AND METRO	MTLS	MUANGTHAI LEASING	SPRC	STAR PETROLEUM REFINING
CPALL	CP ALL	SCI	SCI ELECTRIC		

No progress

Stock	Company name	Stock	Company name	Stock	Company name
AOT	AIRPORTS OF THAILAND	BPP	BANPU POWER	FN	FN FACTORY OUTLET
BCPG	BCPG	BTS	BTS GROUP HOLDINGS	TPCH	TPC POWER HOLDING

Source: www.cgthailand.org

Disclaimer: The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by the relevant institution as disclosed by the Office of the Securities and Exchange Commission, is made in order to comply with the policy and sustainable development plan for the listed companies. The relevant institution made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of the assessment result.

KGI Locations

China	Shanghai	Room 2703B-2704, Tower A , Shanghai Dawning Centre,500 Hongbaoshi Road Shanghai, PRC 201103
	Shenzhen	Room 24D1, 24/F, A Unit, Zhen Ye Building, 2014 Bao'annan Road, Shenzhen, PRC 518008
Taiwan	Taipei	700 Mingshui Road, Taipei, Taiwan Telephone 886.2.2181.8888 · Facsimile 886.2.8501.1691
Hong Kong		41/F Central Plaza, 18 Harbour Road, Wanchai, Hong Kong Telephone 852.2878.6888 Facsimile 852.2878.6800
Thailand	Bangkok	8th - 11th floors, Asia Centre Building 173 South Sathorn Road, Bangkok 10120, Thailand Telephone 66.2658.8888 Facsimile 66.2658.8014
Singapore		4 Shenton Way #13-01 SGX Centre 2 Singapore 068807 Telephone 65.6202.1188 Facsimile 65.6534.4826

KGI's Ratings

Rating	Definition
Outperform (OP)	The stock's excess return over the next twelve months is ranked in the top 40% of KGI's coverage universe in the related market (e.g. Taiwan)..
Neutral (N)	The stock's excess return over the next twelve months is ranked in the range between the top 40% and the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan)
Under perform (U)	The stock's excess return over the next twelve months is ranked in the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan).
Not Rated (NR)	The stock is not rated by KGI.
Restricted (R)	KGI policy and/or applicable law regulations preclude certain types of communications, including an investment recommendation, during the course of KGI's engagement in an investment banking transaction and in certain other circumstances. Excess return = 12M target price/current price-
Note	When an analyst publishes a new report on a covered stock, we rank the stock's excess return with those of other stocks in KGI's coverage universe in the related market. We will assign a rating based on its ranking. If an analyst does not publish a new report on a covered stock, its rating will not be changed automatically.

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