

Outperform · Maintained

| Price as of 19 Nov 2020 | 17.20 |
|-------------------------------|-----------|
| 12M target price (Bt/shr) | 24.60 |
| Unchanged/Revised up(down)(%) | Unchanged |
| Upside/downside (%) | 43.0 |

Key messages

RS had a 9M20 net profit of Bt426mn (+43% YoY). Earnings are expected to continue to grow in 4Q20 driven by increased revenue from the commerce segment backed by new products, particularly bird-nest soup and new brand of food supplement products. Meanwhile, profit is expected to be boosted in 2021 by growth in all segments (media, commerce and music & showbiz). We maintain our net profit forecasts at Bt585mn in 2020F and Bt717mn in 2021. We reiterate a rating of Outperform with a 2021 target price of Bt24.60 (PER 33.4x) backed by strong growth in 2020 – 2021 with CAGR of 40%.

Trading data

| irading data | | | |
|--------------------------|-------|------|----------|
| Mkt cap (Btbn/US\$mn) | | | 16.7/536 |
| Outstanding shares (mn) | | | 973 |
| Foreign ownership (mn) | | | 73 |
| 3M avg. daily trading (m | n) | | 6 |
| 52-week trading range (| Bt) | 8.40 | 0-20.40 |
| Performance (%) | 3M | 6M | 12M |
| Absolute | -7.5 | 50.9 | 34.4 |
| Relative | -12 2 | 43.7 | 56.6 |

Quarterly EPS

| | 1Q | 2Q | 3Q | 4Q |
|------|------|------|------|------|
| 2018 | 0.10 | 0.17 | 0.11 | 0.13 |
| 2019 | 0.11 | 0.09 | 0.09 | 0.07 |
| 2020 | 0.19 | 0.11 | 0.13 | NA |

Share price chart



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COMPANY UPDATE

Thailand

RS

(RS.BK/RS TB)*

Outlook remains strong

Event

3Q20 analyst meeting.

Impact

Profit expected to continue to grow in 4Q20

RS's 9M20 net profit was Bt426mn (+43% YoY) driven by improvement in the commerce segment and increased content sales. Earnings are expected to continue to grow in 4Q20 thanks to increased commerce sales due to i) new products such as Reju, bird nest soup, which is targeted to launch in late November 2020, five SKUs of Vita Nature Plus, the new brand for food supplement, and additional SKUs of food supplement under S.O.M brand, and ii) year-end sales that are expected to boost sales volume.

2021 earnings to be boosted by growth in all segments

The bright outlook should continue in 2021 as RS plans to push its revenue from all segments. Commerce sales would be boosted by offering new products of around 110 SKUs including pet food, which is expected to be launched from 2Q21 onward. The TV segment will be pushed by i) new programs that are expected to boost Ch.8's rating, particularly six series based on the company's successful past films, and ii) expanding online content sales to partners in China and Vietnam. Music is targeted to launch special projects, old songs covered by new artists to debut on JOOX platform every quarter.

Maintain our 2020 - 2021 forecasts

We maintain our net profit forecasts at Bt585mn (+61% YoY) in 2020F and Bt717mn (+23% YoY) in 2021F. Our 2020 forecast implies a 4Q20F net profit of Bt160mn (+23% QoQ, +144% YoY) as sales in the commerce segment are expected to increase. Meanwhile, 2021 earnings growth should be backed by greater revenue from all segments and full-year realization of lower regulatory costs.

Valuation & Action

Our 2021 target price is maintained at Bt24.60 (PER 33.4x, +1 S.D of the commerce sector). We maintain a rating of Outperform on the back of expected growth in the short term (4Q20) and continued growth in 2021.

Risks

Lower than expected revenue from commerce segment.

Key financials and valuations

| | Dec-18A | Dec-19A | Dec-20F | Dec-21F | Dec-22F |
|------------------------------|---------|---------|---------|----------|----------|
| Revenue (Btmn) | 3,827 | 3,611 | 3,765 | 4,186 | 4,312 |
| Gross Profit (Btmn) | 1,621 | 1,591 | 1,955 | 2,279 | 2,526 |
| EBIT (Btmn) | 567 | 491 | 743 | 931 | 1,146 |
| Net Profit (Btmn) | 516 | 363 | 585 | 717 | 893 |
| Normalized Profit (Btmn) | 440 | 363 | 572 | 717 | 893 |
| EPS (Bt) | 0.51 | 0.37 | 0.60 | 0.74 | 0.92 |
| DPS (Bt) | 0.45 | 0.30 | 0.30 | 0.40 | 0.45 |
| EPS growth (%) | 55.0 | (26.9) | 61.1 | 22.5 | 24.5 |
| P/E (x) | 29.0 | 32.9 | 28.6 | 23.3 | 18.7 |
| P/B (x) | 8.94 | 6.93 | 8.08 | 6.81 | 5.64 |
| EV/EBITDA (x) | 12.7 | 11.2 | 12.5 | 10.7 | 9.2 |
| Net debt/Equity (x) | 0.2 | 0.3 | 0.0 | Net cash | Net cash |
| Dividend yield (%) | 3.0 | 2.4 | 1.7 | 2.3 | 2.6 |
| Return on Average Equity (%) | 33.6 | 21.4 | 30.8 | 31.7 | 32.9 |

Source: Company data, KGI Research



Figure 1: Commerce segment's new product launch



RS

Source: Company data

Figure 2: TV segment's content remake



Source: Company data

KGI



Figure 3: Company profile

RS Public Company Limited (RS) started its business in 1976 as a full range music company. It expanded to other media business such as radio station, TV content provider, satellite TV stations, and showbiz. The company started its terrestrial TV business in April 2014 after receiving a digital TV license from the National Broadcasting and Telecommunication Commission (NBTC) in late 2013. RS also expanded into the health & beauty (H&B) segment in late 2014. Currently, the company's existing businesses can be broken down into four segments that are i) media (TV, radio), ii) music, iii) showbiz and iv) Health & Beauty that transform to RS Mall.

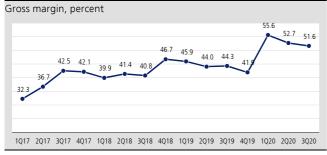
Source: Company data

Figure 5: Total sales and service revenue



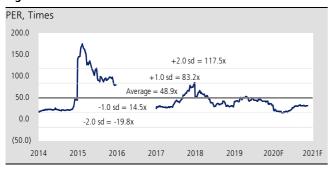
Source: Company data

Figure 7: Gross margin



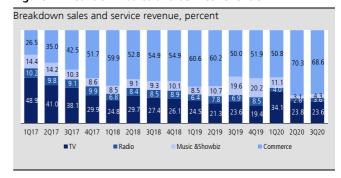
Source: Company data

Figure 9: PER band



Source: KGI Research

Figure 4: Breakdown sales and service revenue



Source: Company data

Figure 6: Commerce segment revenue



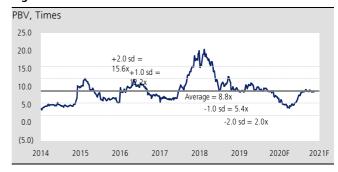
Source: Company data

Figure 8: Net profit



Source: Company data, KGI Research

Figure 10: PBV band









Quarterly Income Statement

| | Mar-18A | Jun-18A | Sep-18A | Dec-18A | Mar-19A | Jun-19A | Sep-19A | Dec-19A | Mar-20A | Jun-20A | Sep-20A |
|------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Income Statement (Bt mn) | | | | | | | | | | | |
| Revenue | 969 | 955 | 837 | 1,066 | 929 | 900 | 887 | 895 | 985 | 833 | 938 |
| Cost of Goods Sold | (582) | (560) | (496) | (568) | (502) | (504) | (494) | (520) | (437) | (394) | (454) |
| Gross Profit | 387 | 395 | 341 | 498 | 427 | 396 | 393 | 375 | 547 | 439 | 484 |
| Operating Expenses | (244) | (261) | (230) | (319) | (274) | (276) | (267) | (283) | (309) | (293) | (312) |
| Other incomes | - | - | - | - | - | - | - | - | - | - | - |
| Operating Profit | 143 | 133 | 111 | 179 | 153 | 121 | 125 | 93 | 238 | 146 | 172 |
| Depreciation of fixed assets | (156) | (119) | (171) | (163) | (161) | (139) | (144) | (133) | (122) | (122) | 243 |
| Operating EBITDA | 299 | 253 | 283 | 343 | 313 | 259 | 270 | 226 | 360 | 268 | (71) |
| Non-Operating Income | 4 | 98 | 15 | 11 | 1 | 5 | 7 | - | 6 | 0 | 3 |
| Interest Income | | | | | | | | | | | |
| Other Non-op Income | 4 | 98 | 15 | 11 | 1 | 5 | 7 | - | 6 | 0 | 3 |
| Non-Operating Expenses | (20) | (16) | (18) | (19) | (15) | (10) | (9) | (9) | (11) | (10) | (10) |
| Interest Expense | (19) | (16) | (17) | (17) | (15) | (8) | (6) | (6) | (9) | (10) | (9) |
| Other Non-op Expenses | (1) | - | (1) | (2) | (0) | (2) | (3) | (3) | (2) | (0) | (1) |
| Net investment Income/(Loss) | - | - | - | - | - | - | - | - | - | - | - |
| Pre-tax Profit | 127 | 216 | 109 | 172 | 139 | 116 | 123 | 84 | 232 | 137 | 164 |
| Current taxation | (25) | (44) | (2) | (37) | (29) | (20) | (30) | (18) | (46) | (28) | (34) |
| Minorities | 0 | 0 | (0) | 0 | 0 | 0 | (1) | (0) | (0) | (0) | 0 |
| Extraordinary items | - | - | - | - | 0 | - | - | - | 13 | - | - |
| Net Profit | 102 | 172 | 107 | 135 | 110 | 95 | 92 | 66 | 186 | 109 | 131 |
| EPS (Bt) | 0.10 | 0.17 | 0.11 | 0.13 | 0.11 | 0.09 | 0.09 | 0.07 | 0.19 | 0.11 | 0.13 |
| Margins (%) | | | | | | | | | | | |
| Gross profit margin | 39.9 | 41.4 | 40.8 | 46.7 | 45.9 | 44.0 | 44.3 | 41.9 | 55.6 | 52.7 | 51.6 |
| Operating margin | 14.7 | 14.0 | 13.3 | 16.8 | 16.4 | 13.4 | 14.2 | 10.4 | 24.1 | 17.5 | 18.3 |
| Operating EBITDA margin | 30.8 | 26.5 | 33.8 | 32.2 | 33.7 | 28.8 | 30.4 | 25.3 | 36.5 | 32.2 | (7.6) |
| Net profit margin | 10.5 | 18.0 | 12.7 | 12.7 | 11.9 | 10.6 | 10.4 | 7.3 | 18.9 | 13.0 | 13.9 |
| Growth (%) | | | | | | | | | | | |
| Revenue growth | 28.9 | 11.3 | (15.9) | 18.9 | (4.2) | (5.7) | 5.9 | (16.0) | 6.0 | (7.5) | 5.8 |
| Operating growth | 438.7 | 68.9 | (35.1) | 20.4 | 6.8 | (9.7) | 12.7 | (48.2) | 55.8 | 20.9 | 36.8 |
| Operating EBITDA growth | 77.3 | 14.4 | (8.7) | 20.1 | 5.0 | 2.6 | (4.6) | (34.0) | 14.7 | 3.4 | (126.5) |
| Net profit growth | 116.9 | 230.6 | (13.9) | 23.1 | 8.0 | (44.7) | (13.4) | (51.5) | 69.4 | 14.1 | 41.4 |

Source: KGI Research

Peer comparison – Key valuation stats

| | Rating | Target price (Bt) | Current price (Bt) | Upside (%) | 19A EPS (Bt) | 20F EPS (Bt) | 21F EPS (Bt) | 20F EPS gr. (%) | 21F EPS gr. (%) | 20F PER (x) | 21F PER (x) | 20F PBV (X) | 21F PBV (X) | 20F Div Yield (%) |
|------------|--------|-------------------------|--------------------------|---------------|-----------------|-----------------|-----------------|--------------------|--------------------|----------------|----------------|----------------|----------------|-------------------------|
| CPALL* | N | 67.00 | 62.25 | 7.6 | 2.55 | 1.98 | 2.17 | (22.3) | 9.6 | 31.4 | 28.7 | 4.9 | 4.5 | 1.7 |
| DOHOME* | N | 14.30 | 13.20 | 8.3 | 0.39 | 0.32 | 0.42 | (17.9) | 31.3 | 41.4 | 31.4 | 3.8 | 3.5 | 0.7 |
| GLOBAL* | OP | 22.50 | 16.60 | 35.5 | 0.50 | 0.51 | 0.66 | 1.9 | 29.4 | 32.7 | 25.2 | 4.1 | 3.8 | 1.6 |
| HMPRO* | OP | 16.30 | 15.00 | 8.7 | 0.47 | 0.38 | 0.45 | (19.1) | 18.4 | 39.6 | 33.0 | 9.2 | 8.6 | 2.1 |
| MAKRO | N | 44.00 | 39.75 | 10.7 | 1.30 | 1.31 | 1.41 | 0.7 | 7.6 | 30.4 | 28.3 | 8.5 | 7.9 | 2.5 |
| MEGA* | OP | 40.00 | 35.75 | 11.9 | 1.31 | 1.52 | 1.60 | 16.8 | 4.6 | 23.4 | 22.4 | 4.6 | 4.1 | 2.2 |
| COM7* | OP | 48.50 | 39.50 | 22.8 | 1.01 | 1.10 | 1.42 | 8.7 | 28.8 | 35.9 | 27.8 | 12.2 | 10.6 | 1.8 |
| RS* | OP | 24.60 | 17.20 | 43.0 | 0.37 | 0.60 | 0.74 | 61.1 | 22.5 | 28.6 | 23.3 | 8.1 | 6.8 | 1.7 |
| Sector | | | | | | | | 3.7 | 19.0 | 32.9 | 27.5 | 6.9 | 6.2 | 1.8 |
| Sector ex. | RS | | | | | | | (4.5) | 18.5 | 33.5 | 28.1 | 6.8 | 6.2 | 1.8 |



| Balance : | Sheet |
|-----------|-------|
|-----------|-------|

| As of 31 Dec (Bt mn) | 2018A | 2019A | 2020F | 2021F | 2022F |
|-----------------------|-------|-------|-------|-------|-------|
| Total Assets | 4,073 | 3,407 | 3,679 | 4,080 | 4,460 |
| Current Assets | 1,186 | 1,145 | 1,543 | 2,115 | 2,710 |
| Cash & ST Investments | 340 | 328 | 648 | 1,121 | 1,685 |
| Inventories | 285 | 259 | 282 | 314 | 323 |
| Accounts Receivable | 553 | 545 | 602 | 670 | 690 |
| Others | 9 | 13 | 10 | 11 | 11 |
| Non-current Assets | 2,887 | 2,262 | 2,135 | 1,965 | 1,750 |
| LT Investments | 4 | 4 | 4 | 4 | 4 |
| Net fixed Assets | 332 | 504 | 448 | 386 | 320 |
| Others | 2,551 | 1,754 | 1,684 | 1,575 | 1,426 |
| Total Liabilities | 2,401 | 1,680 | 1,608 | 1,624 | 1,492 |
| Current Liabilities | 1,146 | 1,266 | 998 | 1,076 | 936 |
| Accounts Payable | 733 | 651 | 640 | 712 | 733 |
| ST Borrowings | 240 | 450 | 200 | 200 | 100 |
| Others | 173 | 164 | 158 | 164 | 103 |
| Long-term Liabilities | 1,255 | 414 | 609 | 548 | 556 |
| Long-term Debts | 323 | 239 | 427 | 359 | 359 |
| Others | 932 | 175 | 182 | 190 | 197 |
| Shareholders' Equity | 1,672 | 1,727 | 2,071 | 2,456 | 2,968 |
| Common Stock | 1,010 | 972 | 972 | 972 | 972 |
| Capital Surplus | 258 | 322 | 322 | 322 | 322 |
| Retained Earnings | 403 | 430 | 773 | 1,149 | 1,654 |
| Others | 1 | 2 | 4 | 12 | 20 |

Source: KGI Research

| _ | | |
|------|-------|---|
| | Ratio | • |
| vev. | nauo | 3 |

| Year to 31 Dec (Bt mn) | 2018A | 2019A | 2020F | 2021F | 2022F |
|----------------------------------|---------|---------|---------|----------|----------|
| Forecast Drivers | | | | | |
| Commerce segment sales | 2,130 | 2,012 | 2,389 | 2,641 | 2,919 |
| Growth (% YoY) | | | | | |
| Sales | 9.3 | (5.6) | 4.3 | 11.2 | 3.0 |
| OP | 33.1 | (13.3) | 51.1 | 25.4 | 23.2 |
| EBITDA | 19.5 | (9.2) | 24.9 | 17.5 | 16.6 |
| NP | 55.0 | (29.6) | 61.1 | 22.5 | 24.5 |
| EPS | 55.0 | (26.9) | 61.1 | 22.5 | 24.5 |
| Profitability (%) | | | | | |
| Gross Margin | 42.4 | 44.1 | 51.9 | 54.4 | 58.6 |
| Operating Margin | 14.8 | 13.6 | 19.7 | 22.2 | 26.6 |
| EBITDA Margin | 30.7 | 29.6 | 35.4 | 37.4 | 42.4 |
| Net Profit Margin | 13.5 | 10.1 | 15.6 | 17.1 | 20.7 |
| ROAA | 12.5 | 9.7 | 16.5 | 18.5 | 20.9 |
| ROAE | 33.6 | 21.4 | 30.8 | 31.7 | 32.9 |
| Stability | | | | | |
| Gross Debt/Equity (%) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net Debt/Equity (%) | 18.8 | 25.9 | 2.6 | (19.9) | (41.2) |
| Interest Coverage (x) | 8.3 | 14.2 | 26.4 | 36.6 | 54.7 |
| Interest & ST Debt Coverage (x) | 1.8 | 1.0 | 3.3 | 4.1 | 9.5 |
| Cash Flow Interest Coverage (x) | (17.0) | (29.8) | (38.6) | (52.3) | (75.0) |
| Cash Flow/Interest & ST Debt (x) | 6.8 | 2.5 | 6.3 | 7.6 | 19.9 |
| Current Ratio (x) | 1.0 | 0.9 | 1.5 | 2.0 | 2.9 |
| Quick Ratio (x) | 8.0 | 0.7 | 1.3 | 1.7 | 2.5 |
| Net Debt (Bt mn) | 314 | 447.0 | 53.3 | Net cash | Net cash |
| Per Share Data (Bt) | | | | | |
| EPS | 0.5 | 0.4 | 0.6 | 0.7 | 0.9 |
| CFPS | 1.1 | 1.1 | 1.1 | 1.4 | 1.6 |
| BVPS | 1.7 | 1.8 | 2.1 | 2.5 | 3.1 |
| SPS | 3.8 | 3.7 | 3.9 | 4.3 | 4.4 |
| EBITDA/Share | 1.2 | 1.1 | 1.4 | 1.6 | 1.9 |
| DPS | 0.5 | 0.3 | 0.3 | 0.4 | 0.5 |
| Activity | | | | | |
| Asset Turnover (x) | 0.9 | 1.0 | 1.1 | 1.1 | 1.0 |
| Days Receivables | 56.1 | 55.5 | 55.6 | 55.5 | 57.5 |
| Days Inventory | 49.7 | 49.1 | 54.6 | 57.1 | 65.1 |
| Days Payable | (174.3) | (158.8) | (120.5) | (108.2) | (104.4) |
| Cash Cycle | 280.1 | 263.4 | 230.7 | 220.8 | 227.1 |

Source: KGI Research

Profit & Loss

| Year to 31 Dec (Bt mn) | 2018A | 2019A | 2020F | 2021F | 2022F |
|------------------------------|---------|---------|---------|---------|---------|
| Revenue | 3,827 | 3,611 | 3,765 | 4,186 | 4,312 |
| Cost of Goods Sold | (2,205) | (2,020) | (1,810) | (1,907) | (1,786) |
| Gross Profit | 1,621 | 1,591 | 1,955 | 2,279 | 2,526 |
| Operating Expenses | (1,054) | (1,100) | (1,212) | (1,348) | (1,380) |
| Other incomes | - | - | - | - | - |
| Operating Profit | 567 | 491 | 743 | 931 | 1,146 |
| Depreciation of fixed assets | 610 | 577 | 591 | 636 | 681 |
| Operating EBITDA | 1,177 | 1,068 | 1,334 | 1,567 | 1,828 |
| Non-Operating Income | 128 | 11 | 8 | 5 | 5 |
| Interest Income | - | - | - | - | - |
| Other Non-op Income | 128 | 11 | 8 | 5 | 5 |
| Non-Operating Expenses | (72) | (40) | (33) | (29) | (25) |
| Interest Expense | (68) | (35) | (28) | (25) | (21) |
| Other Non-op Expenses | (3) | (6) | (5) | (4) | (4) |
| Equity Income/(Loss) | - | - | - | - | - |
| Pre-tax Profit | 624 | 462 | 717 | 906 | 1,127 |
| Current taxation | (108) | (97) | (143) | (181) | (225) |
| Minorities | 0 | (1) | (2) | (8) | (8) |
| Extraordinary items | - | - | 13 | - | - |
| Net Profit | 516 | 363 | 585 | 717 | 893 |
| EPS (Bt) | 0.51 | 0.37 | 0.60 | 0.74 | 0.92 |

Source: KGI Research

Cash Flow

| Year to 31 Dec (Bt mn) | 2018A | 2019A | 2020F | 2021F | 2022F |
|-----------------------------|-------|-------|-------|-------|-------|
| Operating Cash Flow | 1,161 | 1,033 | 1,087 | 1,332 | 1,572 |
| Net Profit | 624 | 462 | 717 | 906 | 1,127 |
| Depreciation & Amortization | 591 | 569 | 591 | 636 | 681 |
| Change in Working Capital | (62) | (91) | (235) | (211) | (235) |
| Others | 7 | 94 | 13 | - | - |
| Investment Cash Flow | (519) | (616) | (517) | (517) | (517) |
| Net CAPEX | (45) | (230) | 56 | 61 | 66 |
| Change in LT Investment | - | - | - | - | - |
| Change in Other Assets | (475) | (386) | (573) | (578) | (583) |
| Free Cash Flow | 642 | 417 | 570 | 815 | 1,055 |
| Financing Cash Flow | (504) | (407) | (317) | (409) | (558) |
| Change in Share Capital | 0 | 70 | - | - | - |
| Net Change in Debt | (256) | 118 | (74) | (69) | (169) |
| Change in Other LT Liab. | (248) | (595) | (243) | (340) | (389) |
| Net Cash Flow | 138 | 9 | 252 | 406 | 497 |

Source: KGI Research

Rates of Return on Invested Capital

| Year 1- | COGS | | Depreciation | | Operating Exp. | | Operating |
|---------|-----------------|-----|--------------|-------|----------------|-----|------------------|
| rear I- | Revenue | + . | Revenue | - + - | Revenue | - = | Margin |
| Dec-18A | 57.6% | | 15.9% | | 27.6% | | -3.8% |
| Dec-19A | 55.9% | | 16.0% | | 30.5% | | -1.1% |
| Dec-20F | 48.1% | | 15.7% | | 32.2% | | -2.4% |
| Dec-21F | 45.6% | | 15.2% | | 32.2% | | 4.0% |
| Dec-22F | 41.4% | | 15.8% | | 32.0% | | 7.0% |
| Year 1/ | Working Capital | | Net PPE | | Other Assets | | Capital |
| rear I/ | Revenue | + . | Revenue | - + - | Revenue | - = | Turnover |
| Dec-18A | -0.02 | | 0.09 | | 0.67 | | 1.14 |
| Dec-19A | -0.03 | | 0.14 | | 0.49 | | 1.35 |
| Dec-20F | -0.06 | | 0.12 | | 0.45 | | 1.66 |
| Dec-21F | -0.05 | | 0.09 | | 0.38 | | 1.97 |
| Dec-22F | -0.05 | | 0.07 | | 0.33 | | 2.38 |
| V | Operating | | Capital | | Cash | _ | After-tax Return |
| Year | Margin | X | Turnover | | x Tax Rate | | on Inv. Capital |
| Dec-18A | -1.1% | | 1.4 | | 82.7 | | -5.2 |
| Dec-19A | -2.4% | | 1.7 | | 78.9 | | -1.2 |
| Dec-20F | 4.0% | | 2.0 | | 80.0 | | -3.1 |
| Dec-21F | 7.0% | | 2.4 | | 80.0 | | 6.3 |
| Dec-22F | 10.8% | | 2.8 | | 80.0 | | 13.4 |



iland

RS



RS- Recommendation & target price history





Corporate Governance Report of Thai Listed Companies

Material September 1 September

Companies with Excellent CG Scoring

| Stock | Company name | Stock | Company name | Stock | Company name |
|--------|------------------------------------------------|--------|--------------------------------|--------|-------------------------------------------|
| | | | | | |
| ADVANC | ADVANCED INFO SERVICE | HMPRO | HOME PRODUCT CENTER | QH | QUALITY HOUSES |
| ANAN | ANANDA DEVELOPMENT | INTUCH | SHIN CORPORATION | RATCH | RATCHABURI ELECTRICITY GENERATING HOLDING |
| AOT | AIRPORTS OF THAILAND | IRPC | IRPC | ROBINS | ROBINSON DEPARTMENT STORE |
| AP | ASIAN PROPERTY DEVELOPMENT | IVL | INDORAMA VENTURES | SAMART | SAMART CORPORATION |
| BANPU | BANPU | KBANK | KASIKORNBANK | SAMTEL | SAMART TELCOMS |
| BCP | THE BANGCHAK PETROLEUM | KCE | KCE ELECTRONICS | SCB | THE SIAM COMMERCIAL BANK |
| BTS | BTS GROUP HOLDINGS | KKP | KIATNAKIN BANK | scc | THE SIAM CEMENT |
| ск | CH. KARNCHANG | ктв | KRUNG THAI BANK | sccc | SIAM CITY CEMENT |
| CPF | CHAROEN POKPHAND FOODS | KTC | KRUNGTHAI CARD | SPALI | SUPALAI |
| CPN | CENTRAL PATTANA | LPN | L.P.N. DEVELOPMENT | SPRC | STAR PETROLEUM REFINING |
| DELTA | DELTA ELECTRONICS (THAILAND) | MINT | MINOR INTERNATIONAL | STEC | SINO-THAI ENGINEERING AND CONSTRUCTION |
| DTAC | TOTAL ACCESS COMMUNICATION | MONO | MONO TECHNOLOGY | SVI | SVI |
| EASTW | EASTERN WATER RESOURCES DEVELOPMENT AND MANAGE | PLANB | PLAN B MEDIA | TCAP | THANACHART CAPITAL |
| EGCO | ELECTRICITY GENERATING | PSH | PRUKSA HOLDING | тнсом | THAICOM |
| GFPT | GFPT | PTT | PTT | TISCO | TISCO FINANCIAL GROUP |
| GPSC | GLOBAL POWER SYNERGY | PTTEP | PTT EXPLORATION AND PRODUCTION | тмв | TMB BANK |
| GUNKUL | GUNKUL ENGINEERING | PTTGC | PTT GLOBAL CHEMICAL | TOP | THAI OIL |
| HANA | HANA MICROELECTRONICS | PYLON | PYLON | TRUE | TRUE CORPORATION |

Participation and American State of the Control of

Companies with Very Good CG Scoring

| Stock | Company name | Stock | Company name | Stock | Company name |
|--------|--------------------------------|--------|----------------------|--------|-----------------------------------|
| | | | | | |
| AAV | ASIA AVIATION | ERW | THE ERAWAN GROUP | SAWAD | SRISAWAD POWER 1979 |
| AMATA | AMATA CORPORATION | GLOBAL | SIAM GLOBAL HOUSE | SCI | SCI ELECTRIC |
| BBL | BANGKOK BANK | GLOW | GLOW ENERGY | SCN | SCAN INTER |
| BCPG | BCPG | LH | LAND AND HOUSES | SEAFCO | SEAFCO |
| BDMS | BANGKOK DUSIT MEDICAL SERVICES | MAJOR | MAJOR CINEPLEX GROUP | SIRI | SANSIRI |
| BEM | BANGKOK EXPRESSWAY AND METRO | MAKRO | SIAM MAKRO | SMT | STARS MICROELECTRONICS (THAILAND) |
| CENTEL | CENTRAL PLAZA HOTEL | MALEE | MALEE SAMPRAN | TASCO | TIPCO ASPHALT |
| CHG | CHULARAT HOSPITAL | MTLS | MUANGTHAI LEASING | TKN | TAOKAENOI FOOD & MARKETING |
| CKP | CK POWER | NOK | NOK AIRLINES | TVO | THAI VEGETABLE OIL |
| DCC | DYNASTY CERAMIC | RS | RS | TWPC | THAI WAH |



Companies with Good CG Scoring

| Stock | Company name | Stock | Company name | Stock | Company name |
|-------|------------------------|-------|--------------------------|-------|-------------------|
| | | | | | |
| AMA | AMA MARINE | BPP | BANPU POWER | SQ | SAHAKOL EQUIPMENT |
| BA | BANGKOK AIRWAYS | CBG | CARABAO GROUP | TPCH | TPC POWER HOLDING |
| всн | BANGKOK CHAIN HOSPITAL | LPH | LADPRAO GENERAL HOSPITAL | | |
| вн | BUMRUNGRAD HOSPITAL | SAPPE | SAPPE | | |

Companies classified Not in the three highest score groups

| Stock | Company name | Stock | Company name | Stock | Company name |
|-------|----------------------------|-------|-------------------------------------|-------|-------------------------|
| BGRIM | B.GRIMM POWER | TOA | TOA PAINT (THAILAND) | WHAUP | WHA UTILITIES AND POWER |
| CPALL | CP ALL | UNIQ | UNIQUE ENGINEERING AND CONSTRUCTION | WORK | WORKPOINT ENTERTAINMENT |
| THAI | THAI AIRWAYS INTERNATIONAL | WHA | WHA CORPORATION | | |

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 |
|-------|-----------------|-------|-----------------|-------|--------------|
| CPN | CENTRAL PATTANA | SCC | THE SIAM CEMENT | | |

Level 4: Certified

| Stock | Company name | Stock | Company name | Stock | Company name |
|--------|------------------------|-------|----------------------------|-------|-----------------------|
| ADVANC | ADVANCED INFO SERVICE | IFEC | INTER FAR EAST ENGINEERING | SVI | SVI |
| BBL | BANGKOK BANK | KBANK | KASIKORNBANK | TCAP | THANACHART CAPITAL |
| DCC | DYNASTY CERAMIC | KKP | KIATNAKIN BANK | TISCO | TISCO FINANCIAL GROUP |
| DRT | DIAMOND ROOFING TILES | ктв | KRUNG THAI BANK | тмв | TMB BANK |
| EGCO | ELECTRICITY GENERATING | MINT | MINOR INTERNATIONAL | | |
| ERW | THE ERAWAN GROUP | SCB | THE SIAM COMMERCIAL BANK | | |

Level 3: Established

| Stock | Company name | Stock | Company name | Stock | Company name |
|--------|--------------------------------|--------|----------------------------|--------|-------------------------------------------|
| AAV | ASIA AVIATION | DTAC | TOTAL ACCESS COMMUNICATION | PACE | PACE DEVELOPMENT CORPORATION |
| ANAN | ANANDA DEVELOPMENT | GFPT | GFPT | PS | PRUKSA REAL ESTATE |
| AP | ASIAN PROPERTY DEVELOPMENT | GL | GROUP LEASE | RATCH | RATCHABURI ELECTRICITY GENERATING HOLDING |
| ВА | BANGKOK AIRWAYS | GLOW | GLOW ENERGY | ROBINS | ROBINSON DEPARTMENT STORE |
| BDMS | BANGKOK DUSIT MEDICAL SERVICES | GPSC | GLOBAL POWER SYNERGY | SAMART | SAMART CORPORATION |
| BIGC | BIG C SUPERCENTER | HMPRO | HOME PRODUCT CENTER | SPALI | SUPALAI |
| вјсні | BJC HEAVY INDUSTRIES | ктс | KRUNGTHAI CARD | STEC | SINO-THAI ENGINEERING AND CONSTRUCTION |
| CENTEL | CENTRAL PLAZA HOTEL | LPN | L.P.N. DEVELOPMENT | TASCO | TIPCO ASPHALT |
| CHG | CHULARAT HOSPITAL | MAKRO | SIAM MAKRO | тмт | THAI METAL TRADE |
| СК | CH. KARNCHANG | MODERN | MODERNFORM GROUP | ТРСН | TPC POWER HOLDING |
| CKP | CK POWER | NOK | NOK AIRLINES | WHA | NOK AIRLINES |

Level 2: Declared

| Stock | Company name | Stock | Company name | Stock | Company name |
|--------|----------------------|--------|-------------------------|-------|--------------------|
| AOT | AIRPORTS OF THAILAND | GUNKUL | GUNKUL ENGINEERING | QH | QUALITY HOUSES |
| вн | BUMRUNGRAD HOSPITAL | ILINK | INTERLINK COMMUNICATION | TRT | TIRATHAI |
| GLOBAL | SIAM GLOBAL HOUSE | MTLS | MUANGTHAI LEASING | TVO | THAI VEGETABLE OIL |

Level 1: Committed

| Stock | Company name | Stock | Company name | Stock | Company name |
|-------|----------------------|-------|--------------|-------|---------------------|
| CBG | CARABAO GROUP | RS | RS | SAWAD | SRISAWAD POWER 1979 |
| MAJOR | MAJOR CINEPLEX GROUP | | | | |

No progress

| | Stock | Company name | Stock | Company name | Stock | Company name |
|---|-------|------------------------------|-------|--------------------------|-------|-------------------------|
| Ī | всн | BANGKOK CHAIN HOSPITAL | CPALL | CP ALL | WORK | WORKPOINT ENTERTAINMENT |
| | BEM | BANGKOK EXPRESSWAY AND METRO | LPH | LADPRAO GENERAL HOSPITAL | | |

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.



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| Rating | | Definition |

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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