BUY (Unchanged)

Change in Numbers

TP: Bt 148.00 (From: Bt153.00)

Upside : 15.6%

27 MAY 2021

Thanachart Securities

Carabao Group Pcl (CBG TB)

A fast recovery

PATTADOL BUNNAK
662 – 483 8298
pattadol.bun@thanachartsec.co.th

After the setback in 1Q21 when earnings fell by 13% amid hiccups in its main markets of Myanmar and Cambodia, CBG is now seeing its business flows recover rapidly while there are also new growth drivers from China, new product launches and cost savings. We estimate CBG to offer 15-31% EPS growth in 2021-22F.

A weak 1Q21…

CBG's 1Q21 earnings came to only Bt700m, down 13% y-y. While domestic energy drinks (34% of sales) and the distribution of mainly spirit products (18%) still grew 4% and 49%, a key drag was a 26% revenue plunge in its main energy drink export markets in Cambodia (25% of sales) and Myanmar (9%). Key issues were the COVID lockdown in Cambodia in March and the coup in Myanmar since February, which hit both supply chains and consumption. Note that exports normally earn higher gross margins and lower selling expenses than domestic sales.

…but still offers 15-31% EPS growth

Despite a weak 1Q21, we still forecast 15% EPS growth this year, followed by another 31% in 2022F from the low base in Cambodia and Myanmar this year. Growth drivers in 2021-22F are: 1) accelerating sales in China, 2) new product launches from 2Q21, i.e. collagen-based vitamin drinks targeting women, herb-based energy drinks, and distribution of higher-margin spirits, and 3) Bt200m in cost savings this year, or 6% of 2020 profits, from a lowering of sugar content in domestic energy drinks (Bt100m), savings from its new packaging factory (Bt50m) and lower UK sponsorship expenses (Bt50m). Despite hiccups in Cambodia and Myanmar, China has been ahead of our expectation and we cut our earnings by only 4%/2% in 2021-23F. Our DCF-based 12-month TP (2021F base year) is cut to Bt148/share (from Bt153).

China: the strongest business momentum

CBG is seeing a major improvement in China and we expect it to be a new growth driver. After three years of setbacks, there have been many changes in strategy and management. CBG sold 30m units to China in 1Q21 and orders jumped to a multi-year high of 60m-plus units in 2Q21F, on our estimate. We forecast sales of 190m units this year vs. just 50-80m p.a. in 2018-20. CBG has adjusted its strategy to focus on smaller markets first. This helps it understand the markets better, thus offering better promotional and marketing campaigns. Note that China made up 4% of sales in 2020 but 8% of profit as exports earn higher margins, on our estimate.

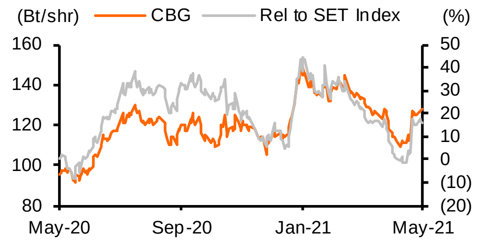
Myanmar and Cambodia: a sharp rebound

CBG in April-May saw its orders from Cambodia and Myanmar resume rapidly and the company expects strong orders in 2Q21 to offset weak revenues in 1Q21. As for Myanmar, after the panic caused by the military coup, stores have been reopening and people have started to return to their normal lives. The rebound in Cambodia came after the easing of the lockdown in May. We still conservatively estimate both markets' sales to fall by 8% this year before increasing by 14% in 2022F.

COMPANY VALUATION

Y/E Dec (Bt m)	2020A	2021F	2022F	2023F
Sales	17,231	18,692	21,909	24,229
Net profit	3,525	4,062	5,328	6,327
Consensus NP	—	3,882	4,526	5,067
Diff frm cons (%)	—	*4.6*	*17.7*	*24.9*
Norm profit	3,525	4,062	5,328	6,327
Prev. Norm profit	—	4,213	5,448	6,474
Chg frm prev (%)	—	*(3.6)*	*(2.2)*	*(2.3)*
Norm EPS (Bt)	3.5	4.1	5.3	6.3
Norm EPS grw (%)	40.0	15.2	31.2	18.7
Norm PE (x)	36.3	31.5	24.0	20.2
EV/EBITDA (x)	27.1	23.2	18.0	15.2
P/BV (x)	12.9	11.2	9.4	8.1
Div yield (%)	1.9	2.2	2.8	3.7
ROE (%)	38.1	38.0	42.6	43.2
Net D/E (%)	34.9	15.9	(2.8)	(17.7)

PRICE PERFORMANCE

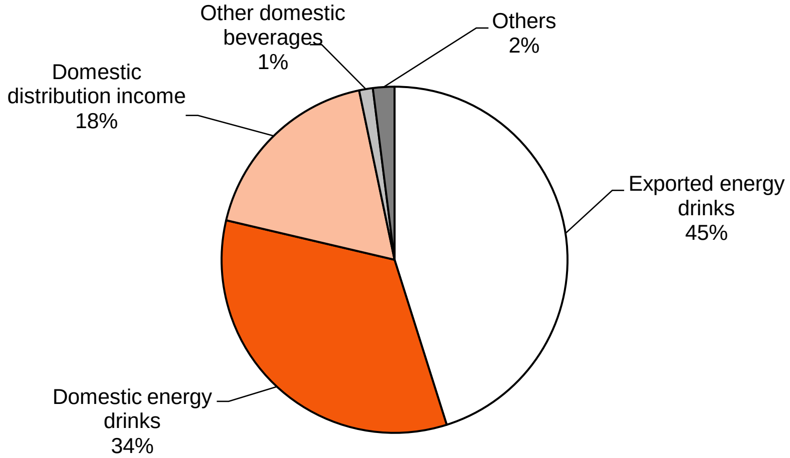


COMPANY INFORMATION

Price *as of* 27-May-21 (Bt)	128.00
Market Cap (US$ m)	4,089.5
Listed Shares (m shares)	1,000.0
Free Float (%)	28.9
Avg Daily Turnover (US$ m)	32.4
12M Price H/L (Bt)	149.00/91.25
Sector	FOOD
Major Shareholder	Sathientham Holding 25%

Sources: Bloomberg, Company data, Thanachart estimates

Ex 1: CBG's Sales Breakdown



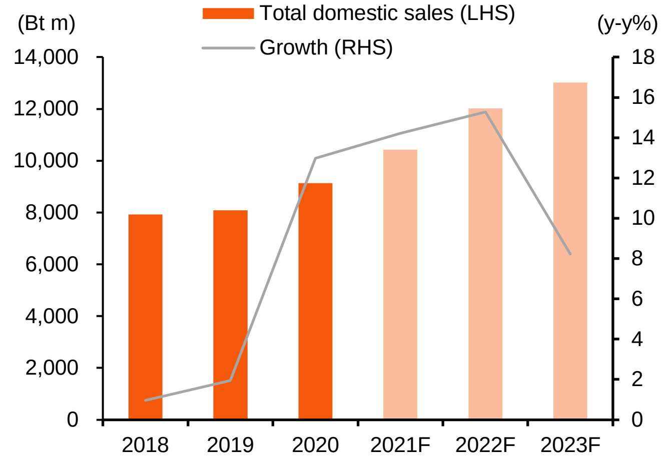
Sources: Company data, Thanachart estimates

Note: Distribution income is mostly contributed by spirit products

Ex 2: Improving China Sales

Sources: Company data, Thanachart estimates

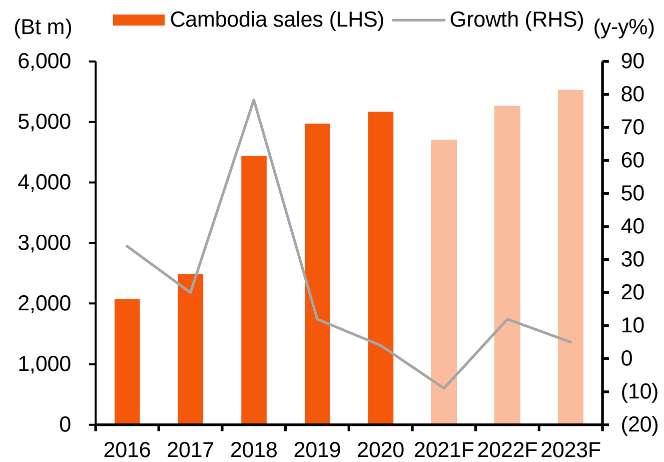
Ex 3: Decent Domestic Growth Outlook



Sources: Company data, Thanachart estimates

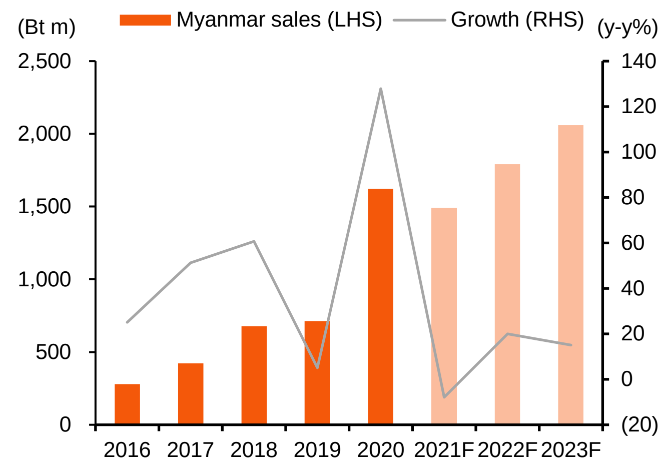
Note: Including energy drinks, other beverages and distribution incomes

Ex 4: Business Outlook In Cambodia…



Sources: Company data, Thanachart estimates

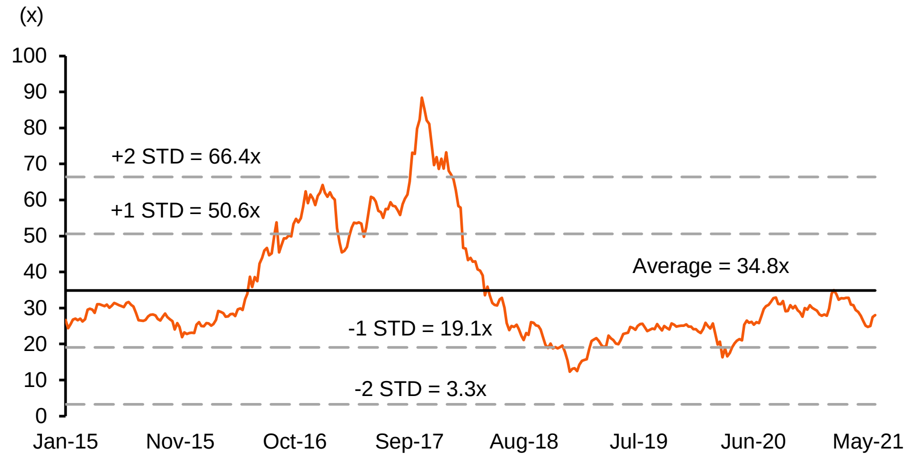
Ex 5: …And In Myanmar



Sources: Company data, Thanachart estimates

Valuation wise, CBG's PE multiples are not out of their historical range, still trading at 32x PE in 2021F, before falling to 24x in 2022F, vs. its historical PE of 35x. Despite facing headwinds in its main markets of Myanmar and Cambodia, given its other growth drivers, CBG still offers decent earnings growth based on our estimates with 15% EPS growth this year before increasing to 31% in 2022F.

Ex 6: Historical PE



Sources: Company data, Thanachart estimates

Ex 7: Assumption Revision

	2020	2021F	2022F	2023F
Sales (Bt m)				
New	17,231	18,692	21,909	24,229
Old	—	18,993	22,171	24,571
Change (%)	—	*(1.6)*	*(1.2)*	*(1.4)*
Gross margin (%)				
New	41.0	42.2	42.9	43.2
Old	—	42.5	43.0	43.3
Change (pp)	—	*(0.2)*	*(0.1)*	*(0.1)*
SG&A to sales (%)				
New	16.7	16.3	14.1	12.5
Old	—	16.0	14.0	12.4
Change (pp)	—	*0.3*	*0.1*	*0.1*
Normalized profit (Bt m)				
New	3,525	4,062	5,328	6,327
Old	—	4,213	5,448	6,474
Change (%)	—	*(3.6)*	*(2.2)*	*(2.3)*

Sources: Company data, Thanachart estimates

Ex 8: 12-month DCF-based TP Calculation Using A Base Year Of 2021F

(Bt m)	2021F	2022F	2023F	2024F	2025F	2026F	2027F	2028F	2029F	2030F	2031F	Terminal Value
EBITDA	5,565	7,035	8,183	8,917	9,874	10,872	12,384	13,815	15,432	17,141	18,702	—
Free cash flow	4,443	5,609	6,774	5,753	8,235	9,084	10,070	9,891	11,273	12,741	14,116	253,927
PV of free cash flow	4,431	5,594	5,339	4,187	5,536	5,530	5,645	5,103	5,354	5,571	5,682	90,466
Risk-free rate (%)	2.5											
Market risk premium (%)	8.0											
Beta	1.0											
WACC (%)	8.3											
Terminal growth (%)	2.0											
Enterprise value - add investments	150,195											
Net debt (2020)	1,861											
Minority interest	235											
Equity value	148,099											
# of shares (m)	1,000											
Equity value/share (Bt)	**148.00**											

Sources: Company data, Thanachart estimates

Valuation Comparison

Ex 9: Valuation Comparison With Regional Peers

Name	BBG code	Country	EPS growth 21F (%)	EPS growth 22F (%)	PE 21F (x)	PE 22F (x)	P/BV 21F (x)	P/BV 22F (x)	EV/EBITDA 21F (x)	EV/EBITDA 22F (x)	Div yield 21F (%)	Div yield 22F (%)
Yakult Honsha	2267 JP	Japan	(1.7)	4.6	24.6	23.6	2.2	2.1	13.3	12.8	0.9	1.0
Coca-Cola	KO US	US	11.6	8.1	25.3	23.4	12.3	11.6	22.0	20.2	3.1	3.2
PepsiCo	PEP US	US	10.2	8.1	24.4	22.6	12.4	11.4	16.9	15.7	2.9	3.0
Monster Beverage	MNST US	US	11.1	14.4	35.5	31.0	8.9	6.3	25.0	22.3	0.0	0.0
Sappe PCL	SAPPE TB	Thailand	17.3	14.0	16.7	14.6	2.6	2.4	8.2	7.4	3.7	4.3
Carabao Group PCL*	CBG TB	Thailand	15.2	31.2	31.5	24.0	11.2	9.4	23.2	18.0	2.2	2.8
Osotspa PCL*	OSP TB	Thailand	8.2	8.5	28.9	26.7	5.9	5.9	22.1	20.4	3.5	3.8
Average			**10.3**	**12.7**	**26.7**	**23.7**	**7.9**	**7.0**	**18.7**	**16.7**	**2.3**	**2.6**

Sources: Company data, Thanachart estimates

Note: * Thanachart estimates, using normalized EPS.

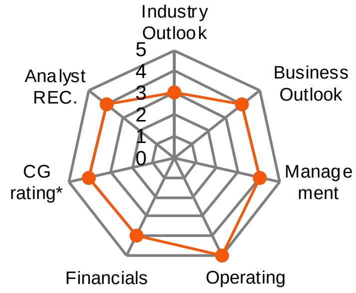
Based on 27-May-21 closing prices

COMPANY DESCRIPTION

Carabao Group Pcl (CBG) is Thailand's second-largest energy drinks producer with a 22% market share. The company holds 100% stakes in three subsidiaries: CBD (energy drinks manufacturing company), APG (glass bottle production and procurement company), and DCM (distribution company). CBG started producing energy drinks in 2002 and now sells its products both domestically and abroad.

Source: Thanachart

COMPANY RATING



Rating Scale	
Excellent	5
Good	4
Fair	3
Weak	2
Very Weak	1
None	0

Source: Thanachart; *CG Rating

THANACHART'S SWOT ANALYSIS

S — Strength

- Strong presence in the domestic beverage market.
- Robust balance sheet and net-cash company.
- Proactive management team.

W — Weakness

- Only organic growth in a mature beverage market.
- Sales led by one key product.
- Lack of pricing power.
- Heavily reliant on brand ambassador.

O — Opportunity

- Expansions abroad.
- Mergers and acquisitions.

T — Threat

- Domestic consumption and economic conditions.
- Currency fluctuations.
- New competition in the beverage segment.
- Natural disasters.

CONSENSUS COMPARISON

	Consensus	Thanachart	Diff
Target price (Bt)	132.71	148.00	12%
Net profit 21F (Bt m)	3,882	4,062	5%
Net profit 22F (Bt m)	4,526	5,328	18%
Consensus REC	BUY: 7	HOLD: 7	SELL: 1

HOW ARE WE DIFFERENT FROM THE STREET?

- Our earnings and TP are ahead of the Bloomberg consensus numbers, which we attribute to us having a more aggressive view on its growth in China and a decent recovery of its Cambodia and Myanmar markets.

Sources: Bloomberg consensus, Thanachart estimates

RISKS TO OUR INVESTMENT CASE

- Lower-than-expected growth in domestic sales and exports would represent the key downside risks to our earnings forecasts and TP.
- Lower-than-expected sales growth in the Myanmar and Vietnam markets would pose a secondary downside risk to our earnings forecasts.

Source: Thanachart

We project gross margin to rise over 2021-23F

Despite export headwinds, we still expect 14-31% EPS growth in 2021-22F

INCOME STATEMENT

FY ending Dec (Bt m)	2019A	2020A	2021F	2022F	2023F
Sales	14,933	17,231	18,692	21,909	24,229
Cost of sales	9,123	10,173	10,795	12,518	13,761
Gross profit	**5,810**	**7,058**	**7,896**	**9,391**	**10,467**
% gross margin	38.9%	41.0%	42.2%	42.9%	43.2%
Selling & administration expenses	2,753	2,880	3,046	3,090	3,035
Operating profit	**3,058**	**4,178**	**4,851**	**6,301**	**7,432**
% operating margin	20.5%	24.2%	26.0%	28.8%	30.7%
Depreciation & amortization	534	668	743	771	790
EBITDA	**3,592**	**4,846**	**5,594**	**7,073**	**8,223**
% EBITDA margin	24.1%	28.1%	29.9%	32.3%	33.9%
Non-operating income	119	156	164	193	213
Non-operating expenses	0	0	0	0	0
Interest expense	(133)	(107)	(145)	(118)	(82)
Pre-tax profit	**3,044**	**4,227**	**4,870**	**6,376**	**7,563**
Income tax	564	667	774	1,014	1,203
After-tax profit	**2,480**	**3,559**	**4,096**	**5,362**	**6,361**
% net margin	16.6%	20.7%	21.9%	24.5%	26.3%
Shares in affiliates' Earnings	0	0	0	0	0
Minority interests	38	(34)	(34)	(34)	(34)
Extraordinary items	(12)	0	0	0	0
NET PROFIT	**2,506**	**3,525**	**4,062**	**5,328**	**6,327**
Normalized profit	**2,518**	**3,525**	**4,062**	**5,328**	**6,327**
EPS (Bt)	2.5	3.5	4.1	5.3	6.3
Normalized EPS (Bt)	2.5	3.5	4.1	5.3	6.3

BALANCE SHEET

FY ending Dec (Bt m)	2019A	2020A	2021F	2022F	2023F
ASSETS:					
Current assets:	3,197	3,992	4,269	5,977	7,528
Cash & cash equivalent	962	947	1,000	2,200	3,400
Account receivables	1,140	1,420	1,541	1,806	1,997
Inventories	992	1,489	1,581	1,798	1,939
Others	104	136	147	173	191
Investments & loans	103	107	107	107	107
Net fixed assets	10,872	12,032	11,717	11,384	10,933
Other assets	607	956	1,313	1,447	1,545
Total assets	**14,780**	**17,087**	**17,406**	**18,915**	**20,112**
LIABILITIES:					
Current liabilities:	3,777	5,655	4,400	3,910	3,151
Account payables	1,447	1,573	1,669	1,936	2,128
Bank overdraft & ST loans	298	2,504	1,596	1,014	316
Current LT debt	1,699	1,090	695	441	137
Others current liabilities	333	488	440	519	570
Total LT debt	**2,131**	**894**	**570**	**362**	**113**
Others LT liabilities	153	380	765	807	838
Total liabilities	**6,062**	**6,929**	**5,735**	**5,079**	**4,102**
Minority interest	153	201	235	270	304
Preferreds shares	0	0	0	0	0
Paid-up capital	1,000	1,000	1,000	1,000	1,000
Share premium	0	0	0	0	0
Warrants	0	0	0	0	0
Surplus	3,929	3,905	3,905	3,905	3,905
Retained earnings	**3,637**	**5,051**	**6,530**	**8,661**	**10,802**
Shareholders' equity	8,566	9,956	11,435	13,567	15,707
Liabilities & equity	**14,780**	**17,087**	**17,406**	**18,915**	**20,112**

Sources: Company data, Thanachart estimates

CASH FLOW STATEMENT

FY ending Dec (Bt m)	2019A	2020A	2021F	2022F	2023F
Earnings before tax	3,044	4,227	4,870	6,376	7,563
Tax paid	(509)	(592)	(755)	(934)	(1,155)
Depreciation & amortization	534	668	743	771	790
Chg In working capital	(701)	(652)	(115)	(217)	(140)
Chg In other CA & CL / minorities	451	40	(80)	(25)	(16)
Cash flow from operations	**2,818**	**3,691**	**4,663**	**5,971**	**7,044**
Capex	(316)	(1,828)	(400)	(400)	(300)
Right of use	0	(304)	(330)	(50)	(50)
ST loans & investments	0	0	0	0	0
LT loans & investments	(3)	(4)	0	0	0
Adj for asset revaluation	0	0	0	0	0
Chg In other assets & liabilities	67	205	330	(80)	(56)
Cash flow from investments	**(252)**	**(1,930)**	**(400)**	**(530)**	**(406)**
Debt financing	(624)	359	(1,627)	(1,045)	(1,251)
Capital increase	0	0	0	0	0
Dividends paid	(1,100)	(2,100)	(2,583)	(3,197)	(4,186)
Warrants & other surplus	(17)	(35)	0	0	0
Cash flow from financing	**(1,741)**	**(1,776)**	**(4,210)**	**(4,241)**	**(5,437)**
Free cash flow	**2,502**	**1,863**	**4,263**	**5,571**	**6,744**

VALUATION

FY ending Dec	2019A	2020A	2021F	2022F	2023F
Normalized PE (x)	50.8	36.3	31.5	24.0	20.2
Normalized PE - at target price (x)	58.8	42.0	36.4	27.8	23.4
PE (x)	51.1	36.3	31.5	24.0	20.2
PE - at target price (x)	59.0	42.0	36.4	27.8	23.4
EV/EBITDA (x)	36.5	27.1	23.2	18.0	15.2
EV/EBITDA - at target price (x)	42.1	31.3	26.8	20.9	17.7
P/BV (x)	14.9	12.9	11.2	9.4	8.1
P/BV - at target price (x)	17.3	14.9	12.9	10.9	9.4
P/CFO (x)	45.4	34.7	27.4	21.4	18.2
Price/sales (x)	8.6	7.4	6.8	5.8	5.3
Dividend yield (%)	1.3	1.9	2.2	2.8	3.7
FCF Yield (%)	2.0	1.5	3.3	4.4	5.3
(Bt)					
Normalized EPS	2.5	3.5	4.1	5.3	6.3
EPS	2.5	3.5	4.1	5.3	6.3
DPS	1.7	2.4	2.8	3.6	4.7
BV/share	8.6	10.0	11.4	13.6	15.7
CFO/share	2.8	3.7	4.7	6.0	7.0
FCF/share	2.5	1.9	4.3	5.6	6.7

Sources: Company data, Thanachart estimates

ROE looks attractive to us at 38% in 2021F

FINANCIAL RATIOS

FY ending Dec	2019A	2020A	2021F	2022F	2023F
Growth Rate					
Sales (%)	3.5	15.4	8.5	17.2	10.6
Net profit (%)	116.3	40.6	15.2	31.2	18.7
EPS (%)	116.3	40.6	15.2	31.2	18.7
Normalized profit (%)	114.4	40.0	15.2	31.2	18.7
Normalized EPS (%)	114.4	40.0	15.2	31.2	18.7
Dividend payout ratio (%)	67.8	68.1	68.1	68.1	75.0
Operating performance					
Gross margin (%)	38.9	41.0	42.2	42.9	43.2
Operating margin (%)	20.5	24.2	26.0	28.8	30.7
EBITDA margin (%)	24.1	28.1	29.9	32.3	33.9
Net margin (%)	16.6	20.7	21.9	24.5	26.3
D/E (incl. minor) (x)	0.5	0.4	0.2	0.1	0.0
Net D/E (incl. minor) (x)	0.4	0.3	0.2	(0.0)	(0.2)
Interest coverage - EBIT (x)	23.0	39.1	33.6	53.4	91.1
Interest coverage - EBITDA (x)	27.1	45.4	38.7	59.9	100.7
ROA - using norm profit (%)	17.3	22.1	23.6	29.3	32.4
ROE - using norm profit (%)	32.0	38.1	38.0	42.6	43.2
DuPont					
ROE - using after tax profit (%)	31.5	38.4	38.3	42.9	43.5
- asset turnover (x)	1.0	1.1	1.1	1.2	1.2
- operating margin (%)	21.3	25.1	26.8	29.6	31.6
- leverage (x)	1.8	1.7	1.6	1.5	1.3
- interest burden (%)	95.8	97.5	97.1	98.2	98.9
- tax burden (%)	81.5	84.2	84.1	84.1	84.1
WACC (%)	8.3	8.3	8.3	8.3	8.3
ROIC (%)	21.1	30.0	30.2	39.9	47.4
NOPAT (Bt m)	2,491	3,518	4,079	5,299	6,250
invested capital (Bt m)	11,732	13,497	13,296	13,183	12,872

Sources: Company data, Thanachart estimates

General Disclaimers And Disclosures:

This report is prepared by analysts who are employed by the research department of TNS. While the information is from sources believed to be reliable, neither the information nor the forecasts shall be taken as a representation or warranty for which TNS or TCAP or its group companies or any of their employees incur any responsibility. This report is provided to you for informational purposes only and it is not, and is not to be construed as, an offer or an invitation to make an offer to sell or buy any securities. Neither TNS, TCAP nor its group companies accept any liability whatsoever for any direct or consequential loss arising from any use of this report or its contents.

The information and opinions contained herein have been compiled or arrived at from sources believed reliable. However, TNS, TCAP and its group companies make no representation or warranty, express or implied, as to their accuracy or completeness. Expressions of opinion herein are subject to change without notice. The use of any information, forecasts and opinions contained in this report shall be at the sole discretion and risk of the user.

TNS, TCAP and its group companies perform and seek to perform business with companies covered in this report. TNS, TCAP, its group companies, their employees and directors may have positions and financial interest in securities mentioned in this report. TNS, TCAP or its group companies may from time to time perform investment banking or other services for, or solicit investment banking or other business from, any entity mentioned in this report. Therefore, investors should be aware of conflict of interest that may affect the objectivity of this report.

Note: Thanachart Securities Public Company Limited act as a Market Maker and Derivative Warrants Issuer. At present, TNS has issued 77 Derivative Warrants which are ADVA16C2105A, ADVA16C2107A, AEON16C2108A, AEON16C2105A, AOT16C2109A, AOT16C2106A, BAM16C2107A, BANP16C2109A, BANP16C2107A, BBL16C2106A, BCH16C2109A, BDMS16C2109A, BDMS16C2107A, BGRI16C2105A, BH16C2109A, BPP16C2106A, CBG16C2109A, CBG16C2109A, CBG16C2108A, COM716C2107A, CPAL16C2106A, CPF16C2108A, CPF16C2107A, DELT16C2109A, DELT16C2108A, EA16C2108A, EA16C2107A, GLOB16C2105A, GPSC16C2109A, GPSC16C2109A, GPSC16C2106A, GULF16C2107A, GUNK16C2108A, HANA16C2107A, IRPC16C2108A, IRPC16C2105A, IVL16C2107A, KBAN16C2109A, KBAN16C2108A, KBAN16C2107A, KCE16C2109A, KCE16C2106A, KKP16C2105A, KTC16C2105A, KTC16C2106A, MINT16C2109A, MINT16C2107A, MTC16C2109A, MTC16C2108A, OR16C2108A, OR16C2106A, OR16C2107A, PRM16C2109A, PRM16C2105A, PTG16C2105A, PTG16C2107A, PTT16C2109A, PTT16C2109A, PTT16C2105A, PTTE16C2105A, PTTG16C2108A, RS16C2109A, RS16C2108A, S5016C2109A, S5016P2109A, S5016P2109A, S5016C2109A, S5016C2106B, S5016P2106C, S5016C2106A, S5016P2106A, S5016P2106B, SAWA16C2105A, SAWA16C2107A, SCB16C2106A, SCGP16C2109A, SCGP16C2107A, STA16C2107A, TASC16C2109A, TASC16C2107A, TISC16C2105A, TQM16C2108A (underlying securities are ADVANC, AEONTS, AOT, BAM, BANPU, BBL, BCH, BDMS, BGRIM, BH, BPP, CBG, COM7, CPALL, CPF, DELTA, EA, GLOBAL, GPSC, GULF, GUNKUL, HANA, IRPC, IVL, KBANK, KCE, KKP, KTC, MINT, MTC, OR, PRM, PTG, PTT, PTTEP, PTTGC, RS, SAWAD, SCB, SCGP, STA, SET50, TASCO, TISCO, TQM). Since TNS covers those underlying securities in research report, consequently TNS incurs conflicts of interest. Moreover, Investors are advised to carefully review the details and information in the prospectus before making investment decisions.

Note: Thanachart Securities has an indirect financial interest in Ratchthani Leasing Pcl (THANI). Thanachart Securities Pcl is a subsidiary of Thanachart Capital Pcl (TCAP) which holds more than 56% of the shareholding in Ratchthani Leasing Pcl (THANI).

Note: Thanachart Capital Public Company Limited (TCAP), TMB Bank Public Company Limited (TMB), are related companies to Thanachart Securities Public Company Limited (TNS). Thanachart Securities Pcl is a subsidiary of Thanachart Capital Pcl (TCAP) which holds 20.1% of the shareholding in TMB Bank Pcl.

Thanachart Capital Public Company Limited (TCAP), Ratchthani Leasing Public Company Limited (THANI), TMB Public Company Limited, MBK PUBLIC COMPANY LIMITED (MBK) and PATUM RICE MILL AND GRANARY PUBLIC COMPANY LIMTED (PRG) are related companies to Thanachart Securities Public Company Limited (TNS) . Since TNS covers those securities in research report, consequently TNS incurs conflicts of interest.

Disclosure of Interest of Thanachart Securities

Investment Banking Relationship

Within the preceding 12 months, Thanachart Securities has lead-managed public offerings and/or secondary offerings (excluding straight bonds) of the securities of the following companies: Saksiam Leasing Pcl. (SAK TB)

Recommendation Structure:

Recommendations are based on absolute upside or downside, which is the difference between the target price and the current market price. If the upside is 10% or more, the recommendation is BUY. If the downside is 10% or more, the recommendation is SELL. For stocks where the upside or downside is less than 10%, the recommendation is HOLD. Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on the market price and the formal recommendation.

For sectors, an “Overweight” sector weighting is used when we have BUYs on majority of the stocks under our coverage by market cap. “Underweight” is used when we have SELLs on majority of the stocks we cover by market cap. “Neutral” is used when there are relatively equal weightings of BUYs and SELLs.

Thanachart Securities Pcl.

Research Team

19 Floor, MBK Tower

444 Phayathai Road, Pathumwan Road, Bangkok 10330

Tel: 662 - 779-9119

Email: thanachart.res@thanachartsec.co.th

Pimpaka Nichgaroon, CFA
Head of Research
Tel: 662-779-9199
pimpaka.nic@thanachartsec.co.th

Pattarawan Wangmingmat
Senior Technical Analyst
Tel: 662-779-9105
pattarawan.wan@thanachartsec.co.th

Phannarai Tiyapittayarut
Property, Retail
Tel: 662-779-9109
phannarai.von@thanachartsec.co.th

Sarachada Sornsong
Bank, Finance, Insurance
Tel: 662-779-9106
sarachada.sor@thanachartsec.co.th

Sittichet Rungrassameephat
Analyst, Quantitative
Tel: 662-483-8303
sittichet.run@thanachartsec.co.th

Adisak Phupiphathirungul, CFA
Retail Market Strategy
Tel: 662-779-9120
adisak.phu@thanachartsec.co.th

Nuttapop Prasitsuksant
Telecom, Utilities
Tel: 662-483-8296
nuttapop.pra@thanachartsec.co.th

Rata Limsuthiwanpoom
Auto, Industrial Estate, Media, Prop. Fund
Tel: 662-483-8297
rata.lim@thanachartsec.co.th

Siriporn Arunothai
Small Cap, Healthcare, Hotel
Tel: 662-779-9113
siriporn.aru@thanachartsec.co.th

Thaloengsak Kucharoenpaisan
Analyst, Retail Market
Tel: 662-483-8304
thaloengsak.kuc@thanachartsec.co.th

Chak Reungsinpinya
Energy, Petrochemical, Paper
Tel: 662-779-9104
chak.reu@thanachartsec.co.th

Pattadol Bunnak
Electronics, Food & Beverage, Shipping
Tel: 662-483-8298
pattadol.bun@thanachartsec.co.th

Saksid Phadthananarak
Construction, Transportation
Tel: 662-779-9112
saksid.pha@thanachartsec.co.th

Witchanan Tambamroong
Technical Analyst
Tel: 662-779-9123
witchanan.tam@thanachartsec.co.th