

BUY (Unchanged)

Change in Numbers

TP: Bt 25.00

Upside : 19.0%

(From: Bt 24.00)

20 JANUARY 2022

Small Cap Research

Amata Corporation Pcl (AMATA TB)

Recovery starts

AMATA is enjoying a better recovery than we'd expected earlier from its industrial estates in Thailand and Vietnam. Though higher gas costs are hitting its power plant equity investment this year, after our earnings adjustments, we estimate 72/41% EPS growth in 2022-23F. Reaffirm BUY with a new TP of Bt25.

**RATA LIMSUTHIWANPOOM**

662 – 483 8297

rata.lim@thanachartsec.co.th

Revising our earnings

We revise our earnings estimates for AMATA by +9/-8/+9/+12% in 2021-24F. This is to reflect 1) stronger-than-expected 4Q21F earnings and faster-than-expected recovery momentum at its industrial estates (IE) in Thailand, and 2) lower power equity income because of higher gas costs. After the revisions, our earnings growth projections are 72/41/16% in 2022-24F. The sharp turnaround in 2022F is also a result of the low base in 2021F, when it was hit by the COVID crisis. Our SOTP-based 12-month TP (2022F base year) is lifted to Bt25 (from Bt24). Note that our TP already assigns an average 30% discount to the price of developed land while raw land is valued at cost.

Good recovery momentum

AMATA is enjoying strong recovery momentum of its IE presales, which we project at 1,088/1,250/1,250 rai in 2022-24F. The surprise was in 4Q21F when they came in at 304 rai, bringing 2021F presales to 885 rai vs. 212 in 2020. Its five-year average pre-COVID presales were at 640 rai. The turnaround is coming from both Thailand and Vietnam (see Exhibit 3). Despite factoring in a 50% drop in power plant equity income this year on higher gas costs, strong presales in 2021F and backlog carried over from delayed transfers since COVID started in 2020 are the reason for our robust earnings growth estimate of 72% in 2022F. We expect a turnaround in power plant equity income from 2023F from a peaking of gas costs to help drive earnings in 2023-24F.

Expansion in Laos

AMATA was granted a concession to develop a new IE, Amata Smart and Eco City Natuey, on estimated net sellable area of 1,800 rai in Laos. Located near the Lao-China railway in Luang Namtha province in northern Laos, we are very bullish on potential demand. We roughly estimate an NAV of Bt1.8/share but leave this as potential upside until we see good land expropriation progress. The project could expand to 125,000 rai in further phases, with the IE just one part of it. AMATA plans to invite multinationals and the governments of China, Japan, Singapore and Thailand to help promote the project.

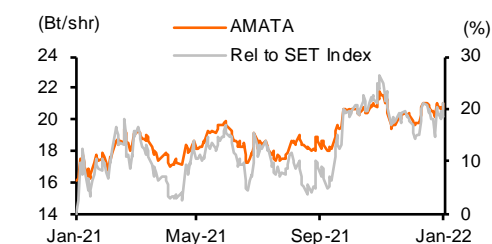
Vietnam back with a vengeance

After depleting its land supply in Vietnam for some years given the six-year delay of the Long Than project, AMATA's 73%-owned Amata Vietnam (AMATAV TB, SELL, Bt7.5) now has the Halong project to sell and this is the reason behind its strong IE presales turnaround. Please refer to *AMATAV – In the price*, dated 13 December 2021. We see AMATA as a cheaper choice than AMATAV to play Vietnam's growth story.

COMPANY VALUATION

Y/E Dec (Bt m)	2020A	2021F	2022F	2023F
Sales	4,202	4,414	6,633	8,441
Net profit	1,103	800	1,373	1,933
Consensus NP	—	1,076	1,508	1,759
Diff frm cons (%)	—	(25.6)	(9.0)	9.9
Norm profit	1,153	800	1,373	1,933
Prev. Norm profit	—	737	1,490	1,778
Chg frm prev (%)	—	8.6	(7.9)	8.7
Norm EPS (Bt)	1.0	0.7	1.2	1.7
Norm EPS grw (%)	(41.2)	(33.1)	71.6	40.8
Norm PE (x)	20.2	30.2	17.6	12.5
EV/EBITDA (x)	21.8	21.1	13.3	10.3
P/BV (x)	1.5	1.5	1.4	1.3
Div yield (%)	1.0	1.3	2.3	3.2
ROE (%)	7.8	5.0	8.2	10.9
Net D/E (%)	70.4	60.0	50.2	34.2

PRICE PERFORMANCE



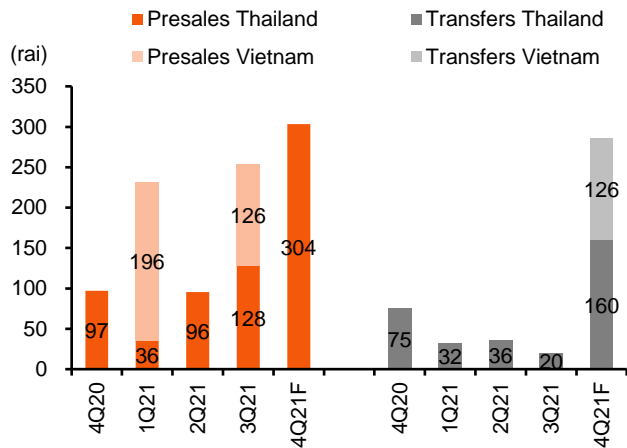
COMPANY INFORMATION

Price as of 20-Jan-22 (Bt)	21.00
Market Cap (US\$ m)	734.4
Listed Shares (m shares)	1,150.0
Free Float (%)	73.0
Avg Daily Turnover (US\$ m)	9.7
12M Price H/L (Bt)	28.50/18.40
Sector	Industrial Estate
Major Shareholder	Kromadit family 26.2%

Sources: Bloomberg, Company data, Thanachart estimates

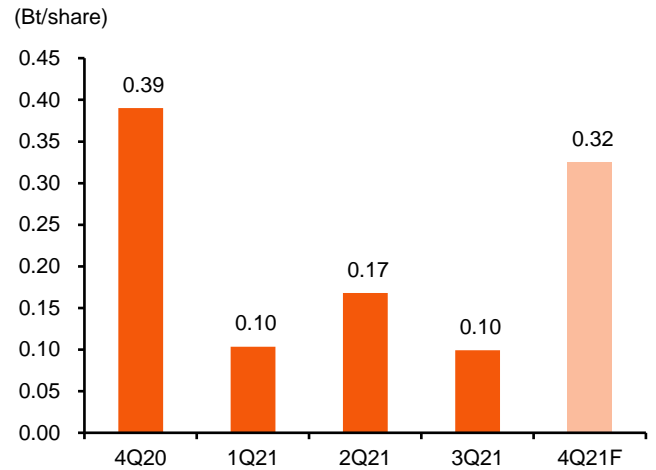


Ex 1: Quarterly Presales And Transfers



Sources: Company data, Thanachart estimates

Ex 2: Normalized EPS To Recover Q-Q

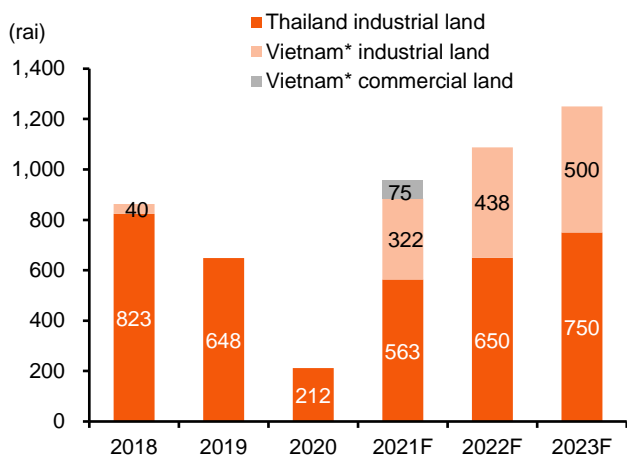


Sources: Company data, Thanachart estimates

4Q21F earnings to recover q-q

Post quarantine easing, we estimate AMATA to deliver a normalized EPS recovery in 4Q21F, growing 227% q-q but still dropping 17% y-y. This is 20% higher than our previous forecast on stronger land presales and transfers. Land presales 4Q21F tripled y-y and were up 20% q-q at 304 rai, mainly driven by the Thai site. Transfers also picked up by 280% y-y and 1,300% q-q to 286 rai from Thailand along with the first-ever land transfer from Halong, Vietnam. With 4Q21F presales, AMATA posted a full-year presales industrial land turnaround to 885 rai in 2021F (from 212 rai in 2020) and we project 1,088/1,250/1,250 rai in 2022-24F. Its newly launched IE in Halong province via its 73%-owned AMATAV, was one of the key reasons why AMATA's presales turned around along with pent-up land demand in Thailand.

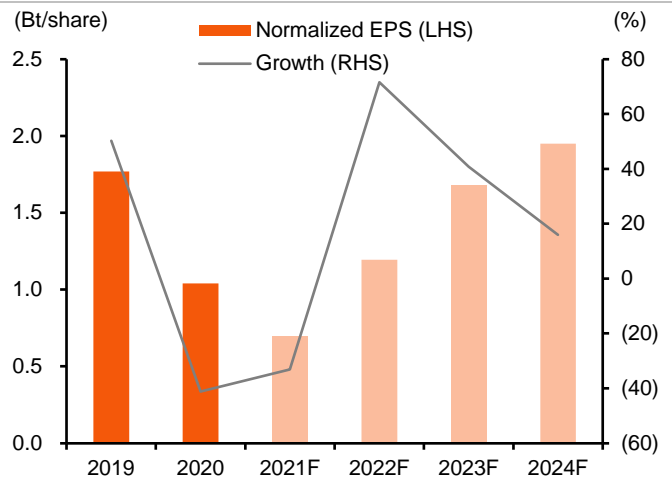
Ex 3: Presales Turnaround From Thailand And Vietnam



Sources: Company data, Thanachart estimates

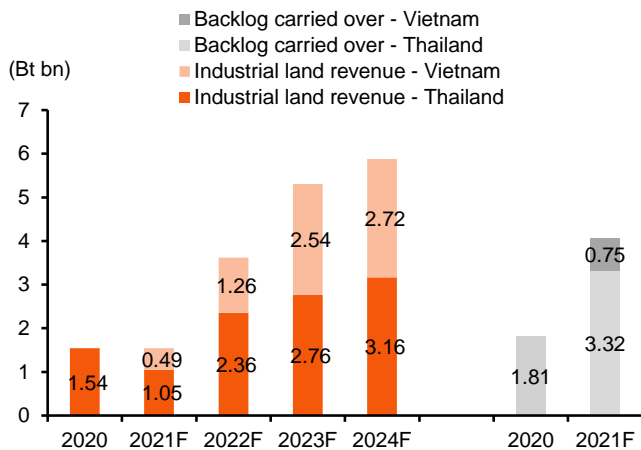
Note: *Vietnam via 73%-owned Amata Vietnam (AMATAV, SELL, Bt7.5)

Ex 4: 72/41% Normalized EPS Growth In 2022-23F



Sources: Company data, Thanachart estimates

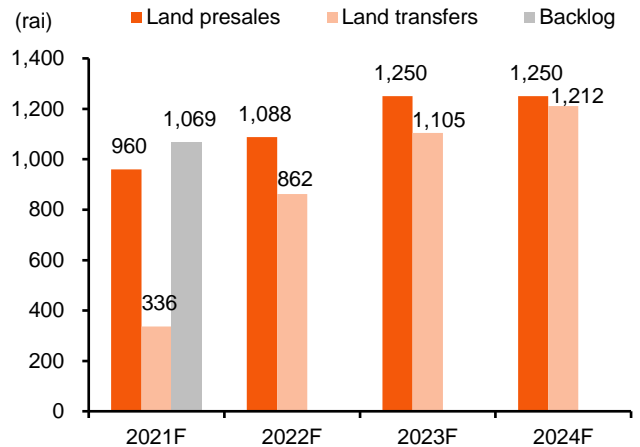
Ex 5: High Backlog Carried Over To 2022-23F



Sources: Company data, Thanachart estimates

Note: Estimated total backlog at end-2021F is Bt4.07bn to be carried over to be recognized as revenue in the following years when lands are transferred to customers

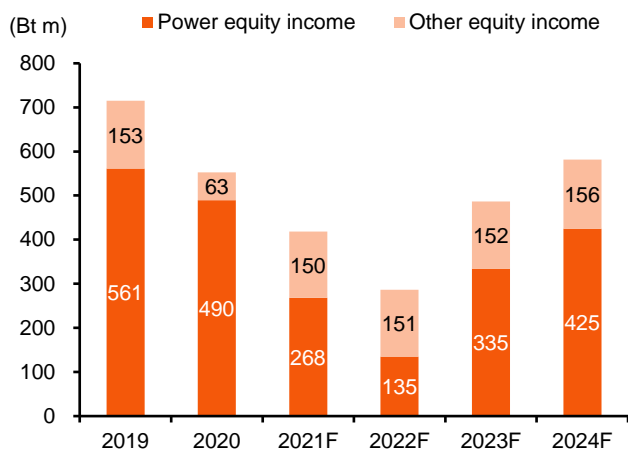
Ex 6: Our Land Sales Forecasts



Source: Thanachart estimates

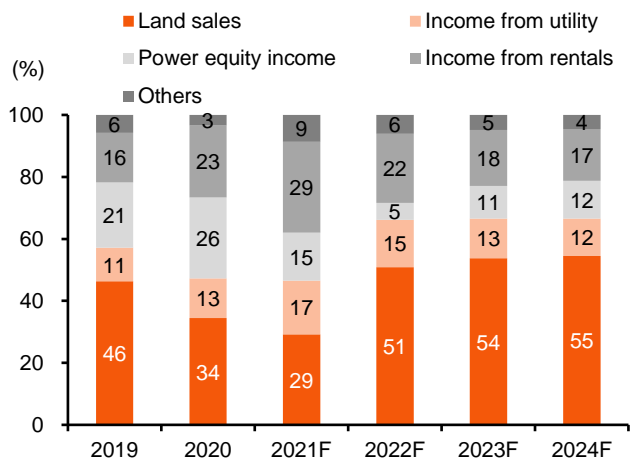
Note: Estimated total backlog at end-2021F is 1,069 rai to be transferred and recognized as revenue in the following years

Ex 7: Peaking Gas = 2023F Power Business Turnaround



Sources: Company data, Thanachart estimates

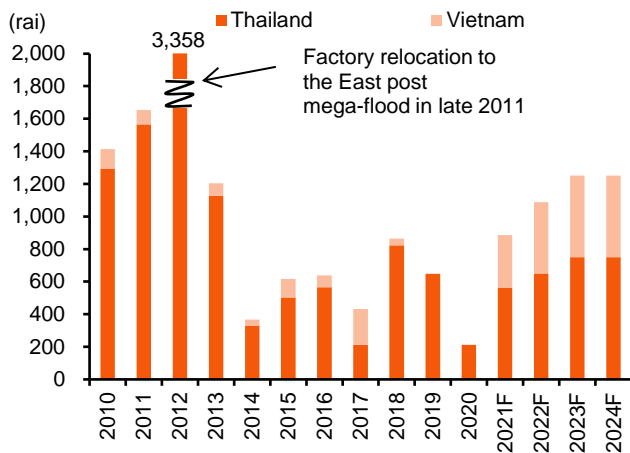
Ex 8: Operating Profit And Equity Income Breakdown



Sources: Company data, Thanachart estimates

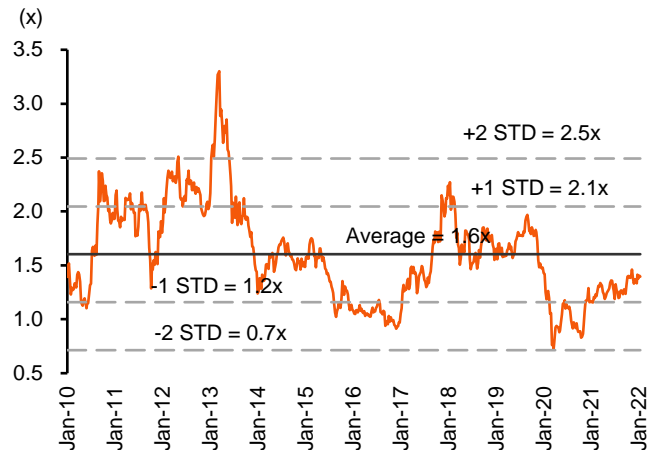
For investors who want to play Vietnam’s strong FDI story, we recommend gaining access to AMATAV via its parent Amata Corporation (AMATA), which holds a 73% stake in AMATAV. AMATA is trading at a 16% discount to our NAV estimate of Bt25/share. This discount suggests that no value is being assigned to AMATAV. This compares to AMATAV itself which is trading at a 10% premium to our TP. We recommend switching out of AMATAV and buying AMATA shares instead. Also on a P/BV basis, AMATA is now trading at a lower P/BV at 1.4x vs. AMATAV at 2.0x.

Ex 9: AMATA's Land Presales



Sources: Company data, Thanachart estimates

Ex 10: Share Price Trades Below Average P/BV



Sources: Bloomberg, Thanachart estimates

Ex 11: AMATA Trades a 16% Discount To Our NAV

	Equity value (Bt/share)	SOTP (%)
Thailand operations	21.0	84%
Industrial estates	12.2	49%
Power and utilities	6.3	25%
Rental factories/other assets	2.0	8%
REIT investment	0.5	2%
Vietnam operations*	4.0	16%
Total	25.0	100%

Source: Thanachart estimates

Note:* We assign an average 30% discount to the price of developed land while raw land is valued at cost

Ex 12: AMATAV Trades At A Premium To Our NAV

	Equity value (Bt/share)	SOTP (%)
Industrial estates*	6.2	97%
Rental of factories & other services	0.2	3%
Total	6.8	100%

Source: Thanachart estimates

Note:* We assign an average 30% discount to the price of developed land while raw land is valued at cost

Ex 13: Our Key Assumption Changes

	2019	2020	2021F	2022F	2023F	2024F
Presales of industrial land (rai)						
New						
Thailand	648	212	563	650	750	750
Vietnam	0	0	322	438	500	500
Total	648	212	885	1,088	1,250	1,250
Old						
Thailand			410	500	700	800
Vietnam			322	438	500	500
Total			732	938	1,200	1,300
Industrial land revenue (Bt m)						
New						
Thailand	3,148	1,541	1,051	2,357	2,765	3,163
Vietnam	62	0	491	1,264	2,539	2,719
Total	3,210	1,541	1,542	3,621	5,304	5,882
Old						
Thailand			844	2,044	2,342	2,774
Vietnam			267	1,522	2,534	2,719
Total			1,110	3,565	4,876	5,493
Equity income (Bt m)						
New	715	552	418	286	487	581
Old			548	584	568	582
Change (%)			(23.7)	(51.0)	(14.2)	(0.2)
Normalized profit (Bt m)						
New	1,742	1,103	800	1,373	1,933	2,241
Old			737	1,490	1,778	2,011
Change (%)			8.6	(7.9)	8.7	11.5

Sources: Company, Thanachart estimates

Ex 14: Boosting Our NAV-Derived SOTP-Based TP For AMATA To Bt25/share From Bt24

	Sellable area		Selling price/rai	Land cost/rai	NAV	
	Developed	Raw land			Developed land*	Undeveloped land*
	(rai)	(rai)	(Bt m/rai)	(Bt m/rai)	(Bt m)	(Bt m)
Thailand						
Amata City Chonburi	598	8,411	11.0	1.3	4,605	10,934
Amata City Rayong	1,230	806	4.5	0.55	3,875	443
Total	1,828	9,217			8,479	11,378
Total landbank value						19,857
Power (294MW equity-owned)						7,505
Water @ 8x PE						2,776
AMATAR (REIT) - 17% stake						749
Fixed assets (rental factory business, investments in associates and other fixed assets @ 50% discount)						3,281
Total assets						34,168
Less: Net debt (ending 2021F)						6,986
Less Minority interest (ending 2021F)						3,136
Equity value						24,046
Equity value/share (Bt)						21.0
Vietnam						
Amata Bien Hoa Commercial Complex	75	0	24.8	1.5	1,488	0
Amata City Long Thanh IP	125	1,669	8.9	2.3	670	4,208
Amata City Halong IP	2800	0	4.0	0.8	7,777	539
Total	3,000	1,669			9,935	4,208
Total landbank value						14,143
Fixed assets (rental factory business, other fixed assets @ 50% discount)						346
Investments in associates in power business (16% stake- @ 50% discount)						72
Total assets						14,561
Less: Net debt (ending 2021F)						7,815
Less: Minority interest (ending 2021F)						366
Equity value						6,380
Equity value/share (Bt) at 73%-stake						4.0
AMATA						25.0

Sources: Company data, Thanachart estimates

Note: * For developed land, we apply a 30% discount to Thai estates, 30% to Vietnam's Halong estate, 40% to Vietnam's Long Thanh estate and 20% for Vietnam's commercial land at Bien Hoa, while we value land bank at cost.

Valuation Comparison

Ex 15: Valuation Comparison With Regional Peers

Name	BBG code	Country	EPS growth		— PE —		— P/BV —		EV/EBITDA		—Div yield—	
			21F (%)	22F (%)	21F (x)	22F (x)	21F (x)	22F (x)	21F (x)	22F (x)	21F (%)	22F (%)
Sembcorp Industri	SCI SP	Singapore	105.4	38.3	13.9	10.0	1.1	1.0	9.5	9.0	2.1	2.9
Bekasi Fajar Industrial Estate	BEST IJ	Indonesia	14.3	61.0	na	na	0.2	0.2	96.4	18.4	0.6	0.1
Alam Sutera Realty	ASRI IJ	Indonesia	na	59.3	15.4	9.6	0.3	0.3	8.3	7.3	na	na
Bumi Serpong Damai	BSDE IJ	Indonesia	49.9	20.7	13.6	11.3	0.6	0.6	8.0	7.2	0.1	0.5
Ciputra Development	CTRA IJ	Indonesia	7.9	(2.5)	11.9	12.2	1.0	1.0	7.4	7.6	1.0	2.3
Lippo Karawaci	LPKR IJ	Indonesia	99.5	na	na	36.5	0.5	0.5	8.2	10.1	0.0	0.0
Pakuwon Jati	PWON IJ	Indonesia	34.7	31.0	17.2	13.1	1.4	1.3	9.6	8.8	0.5	0.9
Summarecon Agung	SMRA IJ	Indonesia	61.3	58.3	37.3	23.5	1.5	1.4	12.1	10.9	0.3	0.6
Surya Semesta	SSIA IJ	Indonesia	(73.0)	na	na	134.8	0.6	0.6	14.0	7.0	0.0	0.0
Amata Corporation *	AMATA TB	Thailand	(33.1)	71.6	30.2	17.6	1.5	1.4	21.1	13.3	1.3	2.3
Amata VN *	AMATAV TB	Thailand	153.9	615.8	175.0	24.4	2.1	2.0	32.9	16.0	1.3	1.6
Frasers Property **, **	FPT TB	Thailand	(42.8)	57.3	20.0	12.7	0.9	0.9	27.7	16.7	2.7	3.1
WHA Corp PCL *	WHA TB	Thailand	9.6	34.9	18.9	14.0	1.9	1.7	25.1	20.3	2.1	2.9
Average			32.3	95.1	35.3	26.6	1.0	1.0	21.6	11.7	1.0	1.4

Sources: Company data, Thanachart estimates

Note: * Thanachart estimates, using normalized EPS

Based on 20-Jan-22 closing prices

COMPANY DESCRIPTION

Amata Corporation Pcl (AMATA) develops industrial estates primarily serving manufacturing plants and factories. The company acquires land and develops the essential infrastructure and facilities required for industrialized operations. It has two estates in Thailand; Amata City Chonburi and Amata City in Rayong, and one operating estate in Vietnam with one estate to be launched.

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

- Strategically located. Amata Nakorn is 42km from Suvarnabhumi airport and Amata City is 27km from Laem Chabang deep-sea port.
- Operates in an oligopolistic market.
- Huge landbank available for sale.

O — Opportunity

- EEC scheme to attract new investment cycle in the next two years with rising land prices ahead of the game.
- Diversification into businesses which contribute recurring income, i.e., rental business, utilities and power.

W — Weakness

- Earnings are highly dependent on land sales which are by nature bulky and can cause high earnings volatility.
- Business is capital intensive.
- Business is less diversified than peers'.

T — Threat

- Highly sensitive to economic conditions.
- A weakening global economy.

CONSENSUS COMPARISON

	Consensus	Thanachart	Diff
Target price (Bt)	21.57	25.00	16%
Net profit 21F (Bt m)	1,076	800	-26%
Net profit 22F (Bt m)	1,508	1,373	-9%
Consensus REC	BUY: 11	HOLD: 2	SELL: 3

HOW ARE WE DIFFERENT FROM THE STREET?

- Our earnings for 2021-22F are well below the Bloomberg consensus estimates, which we attribute to us factoring in higher gas costs hitting its power equity income.
- Our TP however is 16% above the Street's, which we attribute to us valuing the company's existing assets using NAV methodology.

Sources: Bloomberg consensus, Thanachart estimates

RISKS TO OUR INVESTMENT CASE

- If land sales recovery post-covid is slower than we expect.
- Domestic or global economic downturns could pose downside risk to our land sales assumptions.
- We see downside risk to our earnings if AMATAV cannot sell and transfer land as expected.
- If Vietnam's economy grows slower than the level we expect presently, there could be downside risk to AMATAV's (AMATAV TB, Bt7.5, SELL) long-term earnings which contribute to AMATA's bottom line.

Source: Thanachart

INCOME STATEMENT

FY ending Dec (Bt m)	2019A	2020A	2021F	2022F	2023F
Sales	5,914	4,202	4,414	6,633	8,441
Cost of sales	2,917	2,066	2,322	3,467	4,560
Gross profit	2,997	2,136	2,092	3,166	3,881
% gross margin	50.7%	50.8%	47.4%	47.7%	46.0%
Selling & administration expenses	1,053	815	773	970	1,211
Operating profit	1,944	1,321	1,319	2,196	2,670
% operating margin	32.9%	31.4%	29.9%	33.1%	31.6%
Depreciation & amortization	311	355	387	409	430
EBITDA	2,254	1,676	1,706	2,605	3,100
% EBITDA margin	38.1%	39.9%	38.7%	39.3%	36.7%
Non-operating income	319	177	129	144	151
Non-operating expenses	0	0	0	0	0
Interest expense	(330)	(436)	(475)	(470)	(431)
Pre-tax profit	1,932	1,062	974	1,870	2,391
Income tax	314	164	195	299	383
After-tax profit	1,618	899	779	1,571	2,009
% net margin	27.4%	21.4%	17.6%	23.7%	23.8%
Shares in affiliates' Earnings	715	552	418	286	487
Minority interests	(446)	(298)	(397)	(484)	(562)
Extraordinary items	(145)	(49)	0	0	0
NET PROFIT	1,742	1,103	800	1,373	1,933
Normalized profit	1,887	1,153	800	1,373	1,933
EPS (Bt)	1.6	1.0	0.7	1.2	1.7
Normalized EPS (Bt)	1.8	1.0	0.7	1.2	1.7

Operational turnaround

BALANCE SHEET

FY ending Dec (Bt m)	2019A	2020A	2021F	2022F	2023F
ASSETS:					
Current assets:	10,221	10,321	10,669	11,182	11,436
Cash & cash equivalent	2,285	2,386	2,250	2,250	2,250
Account receivables	573	398	447	727	925
Inventories	7,204	7,416	7,844	8,014	8,018
Others	159	121	127	191	243
Investments & loans	4,424	4,574	4,574	4,574	4,574
Net fixed assets	7,280	7,037	7,398	7,742	8,266
Other assets	14,473	18,554	19,998	20,645	20,823
Total assets	36,397	40,486	42,638	44,143	45,098
LIABILITIES:					
Current liabilities:	5,179	4,174	4,742	5,409	5,653
Account payables	683	548	541	807	1,062
Bank overdraft & ST loans	851	305	843	770	606
Current LT debt	2,144	1,894	2,113	1,931	1,519
Others current liabilities	1,501	1,427	1,244	1,901	2,466
Total LT debt	10,443	13,386	11,095	10,136	7,977
Others LT liabilities	3,798	4,173	7,127	7,500	8,536
Total liabilities	19,421	21,733	22,963	23,045	22,167
Minority interest	2,922	3,104	3,502	3,986	4,548
Preferreds shares	0	0	0	0	0
Paid-up capital	1,067	1,150	1,150	1,150	1,150
Share premium	174	1,070	1,070	1,070	1,070
Warrants	0	0	0	0	0
Surplus	101	(14)	(14)	(14)	(14)
Retained earnings	12,713	13,443	13,968	14,906	16,178
Shareholders' equity	14,055	15,648	16,173	17,112	18,383
Liabilities & equity	36,397	40,486	42,638	44,143	45,098

Due to the nature of its business, it carries huge land inventory for sale

Sources: Company data, Thanachart estimates

CASH FLOW STATEMENT

FY ending Dec (Bt m)	2019A	2020A	2021F	2022F	2023F
Earnings before tax	1,932	1,062	974	1,870	2,391
Tax paid	(251)	(229)	(179)	(257)	(338)
Depreciation & amortization	311	355	387	409	430
Chg In working capital	533	(173)	(485)	(183)	53
Chg In other CA & CL / minorities	390	353	96	785	908
Cash flow from operations	2,916	1,369	792	2,624	3,444
Capex	(791)	(77)	(700)	(700)	(900)
Right of use	0	(264)	(300)	(50)	(50)
ST loans & investments	0	0	0	0	0
LT loans & investments	(621)	(149)	0	0	0
Adj for asset revaluation	0	0	0	0	0
Chg In other assets & liabilities	(2,318)	(2,939)	1,420	(225)	902
Cash flow from investments	(3,730)	(3,429)	420	(975)	(48)
Debt financing	1,696	2,132	(1,534)	(1,214)	(2,734)
Capital increase	0	979	0	0	0
Dividends paid	(395)	(373)	(275)	(435)	(661)
Warrants & other surplus	(260)	(116)	0	0	0
Cash flow from financing	1,041	2,622	(1,809)	(1,649)	(3,396)
Free cash flow	2,125	1,292	92	1,924	2,544

Share price trades below average P/BV

VALUATION

FY ending Dec	2019A	2020A	2021F	2022F	2023F
Normalized PE (x)	11.9	20.2	30.2	17.6	12.5
Normalized PE - at target price (x)	14.1	24.1	35.9	20.9	14.9
PE (x)	12.9	21.1	30.2	17.6	12.5
PE - at target price (x)	15.3	25.1	35.9	20.9	14.9
EV/EBITDA (x)	14.9	21.8	21.1	13.3	10.3
EV/EBITDA - at target price (x)	16.8	24.4	23.8	15.1	11.8
P/BV (x)	1.6	1.5	1.5	1.4	1.3
P/BV - at target price (x)	1.9	1.8	1.8	1.7	1.6
P/CFO (x)	7.7	17.0	30.5	9.2	7.0
Price/sales (x)	3.8	5.3	5.1	3.4	2.7
Dividend yield (%)	1.0	1.0	1.3	2.3	3.2
FCF Yield (%)	9.5	5.5	0.4	8.0	10.5
(Bt)					
Normalized EPS	1.8	1.0	0.7	1.2	1.7
EPS	1.6	1.0	0.7	1.2	1.7
DPS	0.2	0.2	0.3	0.5	0.7
BV/share	13.2	13.6	14.1	14.9	16.0
CFO/share	2.7	1.2	0.7	2.3	3.0
FCF/share	2.0	1.2	0.1	1.7	2.2

Sources: Company data, Thanachart estimates

FINANCIAL RATIOS

FY ending Dec	2019A	2020A	2021F	2022F	2023F
Growth Rate					
Sales (%)	35.8	(28.9)	5.0	50.3	27.3
Net profit (%)	71.1	(36.7)	(27.5)	71.6	40.8
EPS (%)	71.1	(39.1)	(30.1)	71.6	40.8
Normalized profit (%)	50.2	(38.9)	(30.6)	71.6	40.8
Normalized EPS (%)	50.2	(41.2)	(33.1)	71.6	40.8
Dividend payout ratio (%)	12.2	20.8	40.0	40.0	40.0
Operating performance					
Gross margin (%)	50.7	50.8	47.4	47.7	46.0
Operating margin (%)	32.9	31.4	29.9	33.1	31.6
EBITDA margin (%)	38.1	39.9	38.7	39.3	36.7
Net margin (%)	27.4	21.4	17.6	23.7	23.8
D/E (incl. minor) (x)	0.8	0.8	0.7	0.6	0.4
Net D/E (incl. minor) (x)	0.7	0.7	0.6	0.5	0.3
Interest coverage - EBIT (x)	5.9	3.0	2.8	4.7	6.2
Interest coverage - EBITDA (x)	6.8	3.8	3.6	5.5	7.2
ROA - using norm profit (%)	5.4	3.0	1.9	3.2	4.3
ROE - using norm profit (%)	14.0	7.8	5.0	8.2	10.9
DuPont					
ROE - using after tax profit (%)	12.0	6.1	4.9	9.4	11.3
- asset turnover (x)	0.2	0.1	0.1	0.2	0.2
- operating margin (%)	38.3	35.7	32.8	35.3	33.4
- leverage (x)	2.6	2.6	2.6	2.6	2.5
- interest burden (%)	85.4	70.9	67.2	79.9	84.7
- tax burden (%)	83.7	84.6	80.0	84.0	84.0
WACC (%)	0.0	0.0	0.0	0.0	0.0
ROIC (%)	7.2	4.4	3.7	6.6	8.1
NOPAT (Bt m)	1,628	1,117	1,055	1,844	2,243
invested capital (Bt m)	25,208	28,848	27,975	27,699	26,236

Sources: Company data, Thanachart estimates

General Disclaimers And Disclosures:

This report is prepared and issued by Thanachart Securities Public Company Limited (TNS) as a resource only for clients of TNS, Thanachart Capital Public Company Limited (TCAP) and its group companies. Copyright © Thanachart Securities Public Company Limited. All rights reserved. The report may not be reproduced in whole or in part or delivered to other persons without our written consent.

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 116 Derivative Warrants which are ACE16C2201A, ACE16C2202A, ADVA16C2201A, ADVA16C2202A, AEON16C2201A, AEON16C2201B, AOT16C2204A, AOT16C2202A, BAM16C2204A, BANP16C2204A, BANP16C2201A, BANP16C2202A, BBL16C2204A, BBL16C2201A, BBL16C2203A, BCH16C2201A, BCH16C2203A, BEC16C2202A, BGRI16C2205A, CBG16C2204A, CBG16C2201A, CBG16C2202A, CHG16C2202A, COM716C2203A, CPAL16C2204A, CPAL16C2203A, CPF16C2205A, CPN16C2202A, CRC16C2204A, DELT16C2202A, DELT16C2203A, DOHO16C2202A, EA16C2205A, EA16C2201A, ESSO16C2202A, GLOB16C2201A, GLOB16C2203A, GPSC16C2205A, GPSC16C2201A, GPSC16C2201B, GPSC16C2203A, GULF16C2202A, GUNK16C2205A, GUNK16C2201A, GUNK16C2203A, HANA16C2204A, HANA16C2202A, HMPR16C2202A, INTU16C2201A, INTU16C2202A, IVL16C2202A, JAS16C2202A, JMAR16C2205A, JMAR16C2201A, JMAR16C2202A, JMT16C2205A, JMT16C2201A, JMT16C2203A, KBAN16C2201A, KBAN16C2202A, KCE16C2205A, KCE16C2201A, KTC16C2202A, LH16C2202A, MAJO16C2201A, MINT16C2204A, MINT16C2203A, MTC16C2204A, MTC16C2202A, OR16C2202A, OR16C2203A, PTG16C2201A, PTG16C2202A, PTG16C2203A, PTL16C2201A, PTL16C2202A, PTL16C2202B, PTT16C2201A, PTT16C2203A, PTTE16C2203A, RBF16C2202A, RS16C2205A, RS16C2201A, S5016P2203B, S5016C2112A, S5016C2112B, S5016C2112C, S5016C2112D, S5016C2203A, S5016P2112A, S5016P2112B, S5016P2112C, S5016P2112D, S5016P2203A, SAWA16C2204A, SAWA16C2202A, SCB16C2201A, SCB16C2202A, SCC16C2204A, SCGP16C2201A, SCGP16C2202A, SPAL16C2202A, SPRC16C2201A, STA16C2203A, STA16C2201A, STEC16C2204A, STEC16C2201A, STGT16C2202A, SYNE16C2202A, TASC16C2201A, TOP16C2202A, TRUE16C2202A, TRUE16C2203A, TU16C2204A, TU16C2202A, WHA16C2202A (underlying securities are ACE, ADVANC, AEONTS, AMATA, AOT, BAM, BANPU, BBL, BCH, BEC, BGRIM, CBG, CHG, COM7, CPALL, CPF, CPN, CRC, DELTA, DOHOME, DTAC, EA, ESSO, GLOBAL, GPSC, GULF, GUNKUL, HANA, HMPRO, INTUCH, IRPC, IVL, JAS, JMART, JMT, KBANK, KCE, KTC, LH, MAJOR, MEGA, MINT, MTC, OR, PTG, PTL, PTT, PTTEP, RBF, RS, SAWAD, SCB, SCC, SCGP, SPALI, SPRC, SET50, STA, STEC, STGT, SYNTEC, TASC, TOP, TRUE, TU, WHA). 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), TMBThanachart Bank Public Company Limited (TTB), 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 TMBThanachart 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 LIMITED (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), SCG Packaging Pcl (SCGP 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

Witchanan Tambamroong

Technical Analyst

Tel: 662-779-9123

witchanan.tam@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 Limsuthiwanoom

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

Sittichet Rungrassameephat

Analyst, Quantitative

Tel: 662-483-8303

sittichet.run@thanachartsec.co.th

Chak Reungsinpinya

Thematic Research, 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

Yupapan Polpornprasert

Energy, Petrochemical

Tel: 662-779-9110

yupapan.pol@thanachartsec.co.th

Thaloengsak Kucharoenpaisan

Analyst, Retail Market

Tel: 662-483-8304

thaloengsak.kuc@thanachartsec.co.th