

BUY (Unchanged)
Change in Numbers

TP: Bt 4.30
Upside : 43.3%

(Unchanged)
11 JULY 2022

Small Cap Research

WHA Corporation Pcl (WHA TB)

Land sales taking off

WHA's industrial land sales have turned around more strongly than we'd expected earlier and we foresee equity income from power plants reaching its bottom this year. We estimate an earnings turnaround of 33/16% in 2023-24F and reaffirm our BUY rating.



RATA LIMSUTHIWANPOOM
662 – 483 8297
rata.lim@thanachartsec.co.th

Reaffirming our BUY call

The momentum of WHA's business turnaround is continuing and we reaffirm our BUY call on the stock. *First*, its industrial estate (IE) land presales have turned around faster than we'd expected earlier with the high season coming in 2H22F. *Second*, we project its power plants (mainly small power producers [SPPs]) to see their earnings bottom this year on the back of high fuel costs. *Third*, despite -8/-2/+2% earnings revisions in 2022-24F, we still estimate a turnaround of 5/33/16% in 2022-24F and view WHA as a turnaround play. *Lastly*, we see WHA's valuation as inexpensive after the 17% YTD fall in its share price. The stock is trading below -1SD of its five-year pre-COVID average historical PE multiple. Our 2023F DCF/NAV-derived SOTP-based 12-month TP is unchanged at Bt4.3/share.

Industrial estate business turning around

We expect WHA to secure big-lot land presales of at least 600 rai in Thailand in 3Q22F (vs. 330 rai in 2Q22F and 36 rai in 1Q22). As it is still early on in the quarter, there could be more presales later in 3Q22F. WHA is seeing interest from the auto sector, especially the China supply chain, electronics, consumer products, machinery and medical sectors. Exhibit 2 shows our combined Thailand and Vietnam industrial estate (IE) presales assumptions of 1,350/1,400/1,490 rai (vs. 1,100/1,400/1,490 rai that we estimated previously) in 2022-24F. WHA presold 816/510/554 rai in 20219-21. Note that 1 rai is equivalent to 1,600 sqm and it takes six to 12 months for presales to transfer to sales.

Power plant business to bottom out

WHA has 231MW of equity-owned operating capacity under the SPP scheme and the contribution is booked under equity income. Some 25% of electricity sales is to industrial users (IUs), which is the portion of sales with no cost passthrough and is therefore suffering from rising gas costs. We expect the SPP contribution to hit bottom in 2H22F and turn around in 1Q23F because of falling gas prices and a higher electricity tariff. We estimate power equity income to drop by 55% in 2022F, followed by a recovery of 109/17% in 2023-24F. Note that our EBIT and equity income contribution projections in 2023F are made up of 21% IE, 28% power & utilities, 34% warehouse rent and sales to REITs, and 17% dividend income and other income.

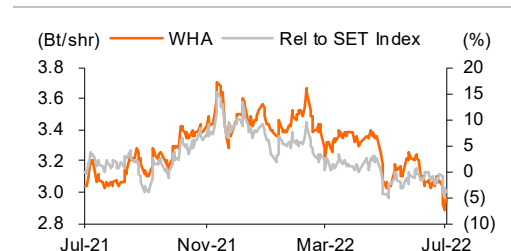
Inexpensive in our view at below -1SD PE

WHA looks inexpensive to us trading at c.70% of our Bt4.3 NAV estimate, for which we have already assigned a 24% discount to the price of developed land while raw land is valued at cost. The stock also looks attractive to us on a PE basis trading at 12x in 2023F, or below -1SD of its historical range over 2015-19.

COMPANY VALUATION

Y/E Dec (Bt m)	2021A	2022F	2023F	2024F
Sales	10,417	9,749	13,648	14,253
Net profit	2,590	3,209	3,776	4,370
Norm profit	2,718	2,846	3,776	4,370
Consensus NP	—	3,333	3,813	4,040
Diff frm cons (%)	—	(3.7)	(1.0)	8.2
Prev. Norm profit	—	3,105	3,855	4,290
Chg frm prev (%)	—	(8.3)	(2.0)	1.9
Norm EPS (Bt)	0.2	0.2	0.3	0.3
Norm EPS grw (%)	9.5	4.7	32.7	15.7
Norm PE (x)	16.5	15.8	11.9	10.3
EV/EBITDA (x)	21.2	23.1	17.3	15.0
P/BV (x)	1.5	1.4	1.3	1.2
Div yield (%)	2.5	2.9	3.4	3.9
ROE (%)	9.2	9.0	11.2	12.0
Net D/E (%)	102.8	93.5	84.8	75.9

PRICE PERFORMANCE



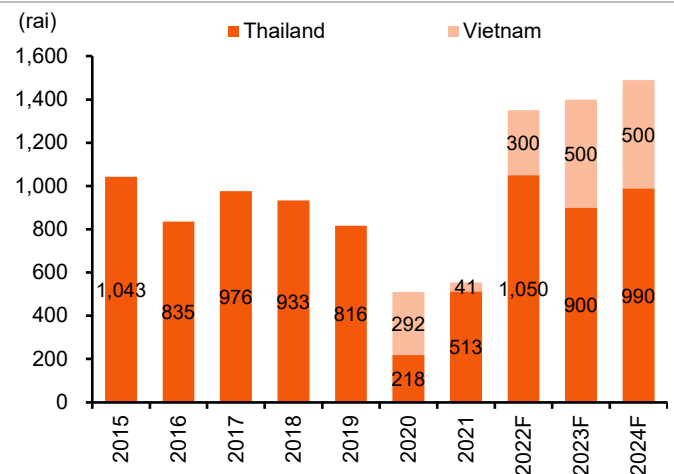
COMPANY INFORMATION

Price as of 11-Jul-22 (Bt)	3.00
Market Cap (US\$ m)	1,239.5
Listed Shares (m shares)	14,946.8
Free Float (%)	67.5
Avg Daily Turnover (US\$ m)	5.8
12M Price H/L (Bt)	3.70/2.88
Sector	Industrial Estate
Major Shareholder	WHA Holding Co Ltd 25.2%

Sources: Bloomberg, Company data, Thanachart estimates

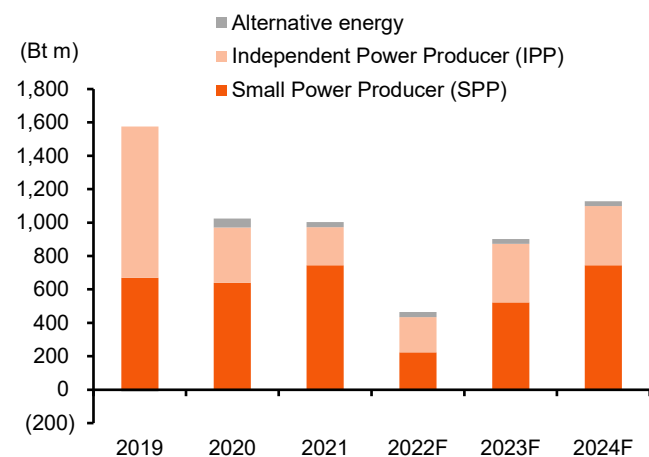
Ex 1: Land Sales Taking Off

Sources: Company data, Thanachart estimates

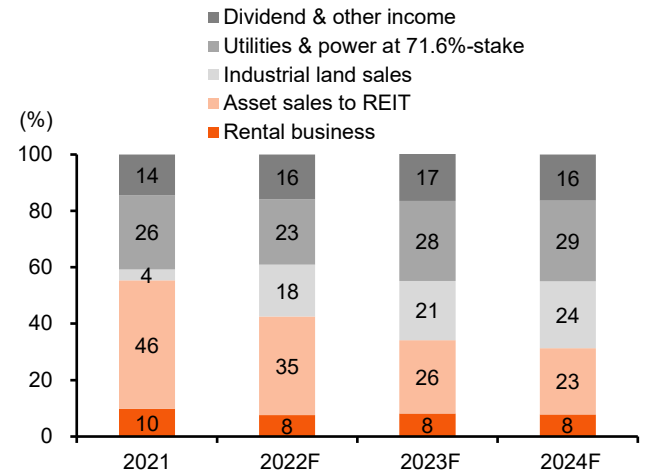
Ex 2: Industrial Land Presales Forecasts

Sources: Company data, Thanachart estimates

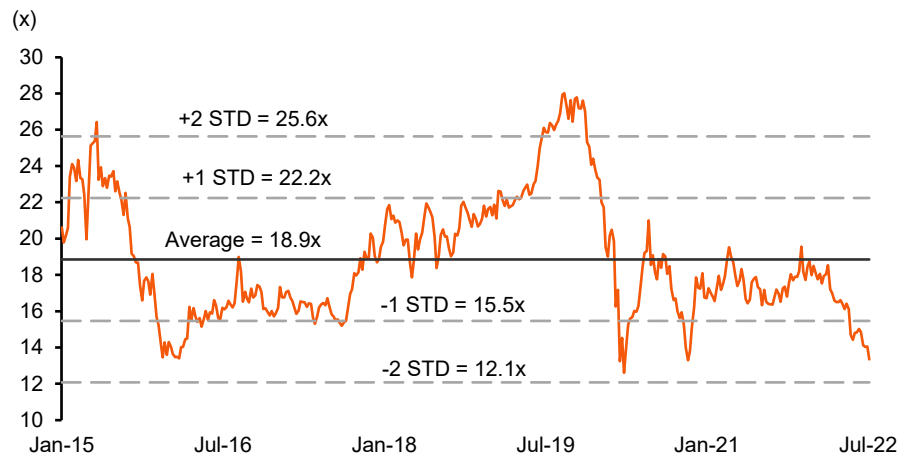
Note: 1 rai is equivalent to 1,600 sqm and it takes six to 12 months for presales to transfer to sales.

Ex 3: Bottoming Equity Income From Power This Year

Sources: Company data, Thanachart estimates

Ex 4: Operating Profit And Equity Income Breakdown

Sources: Company data, Thanachart estimates

Ex 5: Inexpensive below -1SD PE Vs. Strong Earnings Growth Of 33/16% Over 2022-23F

Sources: Bloomberg, Thanachart estimates

Ex 6: Key Earnings Revisions

	2020	2021	2022F	2023F	2024F
Equity income – power business (Bt m)					
New	949	940	419	877	1,028
Old			653	978	1,151
Change (%)			(35.9)	(10.3)	(10.6)
Industrial land presales (rai)					
New					
Thailand	218	513	1,050	900	990
Vietnam	292	41	300	500	500
Total	510	554	1,350	1,400	1,490
Old					
Thailand			800	900	990
Vietnam			300	500	500
Total			1,100	1,400	1,490
Industrial land transfers (rai)					
New	516	310	785	1,495	1,494
Old			785	1,332	1,439
Normalized profit (Bt m)					
New	2,477	2,718	2,846	3,776	4,370
Old			3,105	3,855	4,290
Change (%)			(8.3)	(2.0)	1.9

Sources: Company data, Thanachart estimates

Ex 7: We Reaffirm BUY With A DCF/NAV-derived SOTP-based TP Of Bt4.3

	Equity value (Bt m)	Value/ share (Bt)	Sum of the parts (%)
Industrial land bank value	11,528	0.8	19
Warehouse & factory rentals, asset sales (DCF)	11,227	0.8	19
Asset sales to WHART, HREIT and customers (DCF)	13,9056	0.9	21
WHAUP (Utilities and power) - 70% stake (DCF)	14,424	1.0	22
REITs* -15-23% stake (DDM)	11,766	0.8	19
Total equity value	62,850	4.3	100

Sources: Company data, Thanachart estimates

Valuation Comparison**Ex 8: Valuation Comparison With Regional Peers**

Name	BBG code	Country	EPS growth		— PE —		— P/BV —		EV/EBITDA		—Div yield—	
			22F (%)	23F (%)	22F (x)	23F (x)	22F (x)	23F (x)	22F (x)	23F (x)	22F (%)	23F (%)
Sembcorp Industri	SCI SP	Singapore	71.0	11.0	10.9	9.9	1.2	1.1	8.8	8.7	2.2	2.6
Bekasi Fajar Industrial Estate	BEST IJ	Indonesia	na	506.1	62.0	10.2	0.3	0.3	11.3	7.9	na	0.5
Alam Sutera Realty	ASRI IJ	Indonesia	244.1	5.9	6.4	6.0	0.3	0.3	6.9	6.4	na	na
Bumi Serpong Damai	BSDE IJ	Indonesia	40.1	12.6	11.8	10.5	0.5	0.5	6.9	6.5	0.7	1.0
Ciputra Development	CTRA IJ	Indonesia	(0.9)	7.5	9.4	8.7	0.9	0.8	6.4	5.7	1.3	1.6
Lippo Karawaci	LPKR IJ	Indonesia	95.9	na	na	49.2	0.4	0.4	10.0	8.5	0.0	0.0
Pakuwon Jati	PWON IJ	Indonesia	15.6	18.9	13.6	11.5	1.2	1.1	7.6	7.0	0.6	1.2
Summarecon Agung	SMRA IJ	Indonesia	57.4	29.1	17.1	13.2	1.0	0.9	7.5	6.7	0.7	0.9
Surya Semesta	SSIA IJ	Indonesia	na	(47.6)	36.5	69.6	0.5	0.5	5.7	5.0	na	na
Amata Corporation *	AMATA TB	Thailand	70.7	40.8	15.7	11.1	1.1	1.0	12.8	10.2	2.6	3.6
Amata VN *	AMATAV TB	Thailand	39.9	69.8	31.8	18.7	1.5	1.5	18.4	13.8	5.8	2.1
Frasers Property*	FPT TB	Thailand	57.3	26.3	14.5	11.5	1.0	0.9	17.6	14.9	2.8	3.5
WHA Corp PCL *	WHA TB	Thailand	4.7	32.7	15.8	11.9	1.4	1.3	23.1	17.3	2.9	3.4
Average			63.3	59.4	20.5	18.6	0.9	0.8	11.0	9.1	2.0	1.9

Sources: Company data, Thanachart estimates

Note: * Thanachart estimates, using normalized EPS

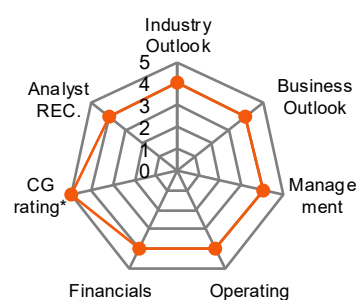
Based on 11-Jul-22 closing prices

COMPANY DESCRIPTION

WHA Corporation (WHA) develops logistics facilities for lease. Its product range includes build-to-suit and warehouse farms targeting manufacturers, retailers and third-party logistics providers. WHA is also a developer of industrial estates in Thailand and Vietnam. WHA currently owns 15-23% of REITs and property funds (WHART, HREIT, WHABT and HPF). WHART and HREIT were established as funding vehicles for WHA via the sale of assets to the funds.

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

- Lots of experience and expertise in developing built-to-suit warehouses and logistics centers.
- Very strong client profiles and enjoys a good reputation among MNCs and big-name Thai firms.
- WHA's warehouse portfolio and land bank are in prime locations that are not prone to flooding.

O — Opportunity

- Rising urbanization trend and modern trade expansion.
- Growing warehouse outsourcing trend.
- Thailand becoming the ASEAN logistics hub as a result of its growing logistics network.

W — Weakness

- Factory and warehouse for rent business needs high investment capital and has a long payback period.
- Reliance on major customers.

T — Threat

- Rising competition from major industrial estate developers such as FPT and AMATA.
- Politics and natural disasters.
- A weakening global economy

CONSENSUS COMPARISON

	Consensus	Thanachart	Diff
Target price (Bt)	4.15	4.30	4%
Norm profit 22F (Bt m)	3,333	3,209	-4%
Norm profit 23F (Bt m)	3,813	3,776	-1%
Consensus REC	BUY: 11	HOLD: 1	SELL: 0

HOW ARE WE DIFFERENT FROM THE STREET?

- Our 2022-23F earnings and SOTP-based 12-month TP are largely in line with the Bloomberg consensus numbers.

RISKS TO OUR INVESTMENT CASE

- A weaker-than-expected domestic economy and/or global downturn would pose the key downside risk to our land sales assumptions.
- There would be downside risks to our numbers if the company were to transfer less industrial land than we expect.
- If asset sales to customers/REITs are lower than we now assume, this would represent a secondary downside risk.
- If global or domestic economic growth is disrupted, tenants may terminate or not renew their lease contracts. This would be another downside risk to our call.
- If the new investment incentives fail to attract investors, we see downside risk to our long-term land sales assumptions.

Sources: Bloomberg consensus, Thanachart estimates

Source: Thanachart

INCOME STATEMENT

FY ending Dec (Bt m)	2020A	2021A	2022F	2023F	2024F
Sales	6,914	10,417	9,749	13,648	14,253
Cost of sales	3,841	5,663	5,374	8,044	8,028
Gross profit	3,073	4,754	4,375	5,604	6,225
% gross margin	44.4%	45.6%	44.9%	41.1%	43.7%
Selling & administration expenses	1,304	1,604	1,636	1,839	1,899
Operating profit	1,769	3,150	2,739	3,765	4,326
% operating margin	25.6%	30.2%	28.1%	27.6%	30.4%
Depreciation & amortization	592	620	670	729	790
EBITDA	2,361	3,770	3,409	4,494	5,116
% EBITDA margin	34.2%	36.2%	35.0%	32.9%	35.9%
Non-operating income	1,284	915	1,018	1,076	1,128
Non-operating expenses	0	0	0	0	0
Interest expense	(1,112)	(1,146)	(1,089)	(978)	(1,071)
Pre-tax profit	1,940	2,919	2,668	3,863	4,383
Income tax	293	679	400	580	658
After-tax profit	1,647	2,241	2,268	3,284	3,726
% net margin	23.8%	21.5%	23.3%	24.1%	26.1%
Shares in affiliates' Earnings	1,171	760	883	820	1,051
Minority interests	(341)	(283)	(305)	(327)	(407)
Extraordinary items	47	(128)	363	0	0
NET PROFIT	2,524	2,590	3,209	3,776	4,370
Normalized profit	2,477	2,718	2,846	3,776	4,370
EPS (Bt)	0.2	0.2	0.2	0.3	0.3
Normalized EPS (Bt)	0.2	0.2	0.2	0.3	0.3

We project 5/33/16%
normalized EPS growth in
2022-24F

BALANCE SHEET

FY ending Dec (Bt m)	2020A	2021A	2022F	2023F	2024F
ASSETS:					
Current assets:	17,362	17,844	18,228	19,415	19,682
Cash & cash equivalent	3,794	3,573	3,500	3,500	3,500
Account receivables	461	435	481	561	586
Inventories	12,626	12,635	13,103	13,884	14,076
Others	481	1,200	1,144	1,470	1,521
Investments & loans	16,122	15,713	16,251	16,688	17,136
Net fixed assets	17,821	17,514	18,943	20,250	21,690
Other assets	31,316	31,698	32,052	32,403	32,753
Total assets	82,621	82,769	85,474	88,756	91,261
LIABILITIES:					
Current liabilities:	14,707	18,636	13,017	13,317	13,076
Account payables	2,577	2,583	2,650	2,975	2,969
Bank overdraft & ST loans	1,947	2,997	375	366	355
Current LT debt	9,865	12,579	9,277	9,061	8,794
Others current liabilities	318	477	716	915	958
Total LT debt	29,533	22,986	27,830	27,183	26,382
Others LT liabilities	6,214	7,117	8,274	9,198	9,596
Total liabilities	50,454	48,739	49,121	49,697	49,054
Minority interest	3,362	3,436	3,740	4,067	4,474
Preferreds shares	0	0	0	0	0
Paid-up capital	1,495	1,495	1,495	1,495	1,495
Share premium	15,266	15,266	15,266	15,266	15,266
Warrants	0	0	0	0	0
Surplus	2,971	3,518	3,518	3,518	3,518
Retained earnings	9,073	10,315	12,333	14,713	17,454
Shareholders' equity	28,805	30,594	32,612	34,992	37,733
Liabilities & equity	82,621	82,769	85,474	88,756	91,261

Sources: Company data, Thanachart estimates

CASH FLOW STATEMENT

FY ending Dec (Bt m)	2020A	2021A	2022F	2023F	2024F
Earnings before tax	1,940	2,919	2,668	3,863	4,383
Tax paid	(325)	(631)	(395)	(529)	(643)
Depreciation & amortization	592	620	670	729	790
Chg In working capital	(162)	22	(446)	(536)	(222)
Chg In other CA & CL / minorities	(12)	(217)	749	263	614
Cash flow from operations	2,033	2,714	3,247	3,790	4,921
Capex	(2,719)	(307)	(2,040)	(1,972)	(2,162)
Right of use	(710)	(307)	(100)	(100)	(100)
ST loans & investments	244	(291)	0	0	0
LT loans & investments	10,203	410	(538)	(437)	(448)
Adj for asset revaluation	0	0	0	0	0
Chg In other assets & liabilities	(7,018)	838	1,286	989	496
Cash flow from investments	(0)	342	(1,393)	(1,521)	(2,213)
Debt financing	2,030	(2,475)	(736)	(872)	(1,079)
Capital increase	1,356	0	0	0	0
Dividends paid	(1,733)	(1,694)	(1,191)	(1,397)	(1,629)
Warrants & other surplus	(2,819)	893	0	0	0
Cash flow from financing	(1,166)	(3,277)	(1,927)	(2,269)	(2,708)
Free cash flow	(686)	2,406	1,207	1,817	2,760

VALUATION

FY ending Dec	2020A	2021A	2022F	2023F	2024F
Normalized PE (x)	18.1	16.5	15.8	11.9	10.3
Normalized PE - at target price (x)	25.9	23.6	22.6	17.0	14.7
PE (x)	17.7	17.3	14.0	11.9	10.3
PE - at target price (x)	25.4	24.8	20.0	17.0	14.7
EV/EBITDA (x)	34.9	21.2	23.1	17.3	15.0
EV/EBITDA - at target price (x)	43.1	26.3	28.8	21.7	18.8
P/BV (x)	1.6	1.5	1.4	1.3	1.2
P/BV - at target price (x)	2.2	2.1	2.0	1.8	1.7
P/CFO (x)	22.0	16.5	13.8	11.8	9.1
Price/sales (x)	6.5	4.3	4.6	3.3	3.1
Dividend yield (%)	2.1	2.5	2.9	3.4	3.9
FCF Yield (%)	(1.5)	5.4	2.7	4.1	6.2
(Bt)					
Normalized EPS	0.2	0.2	0.2	0.3	0.3
EPS	0.2	0.2	0.2	0.3	0.3
DPS	0.1	0.1	0.1	0.1	0.1
BV/share	1.9	2.0	2.2	2.3	2.5
CFO/share	0.1	0.2	0.2	0.3	0.3
FCF/share	(0.0)	0.2	0.1	0.1	0.2

Sources: Company data, Thanachart estimates

The stock trades at a 30% discount to our NAV/DCF-derived SOTP-based TP

FINANCIAL RATIOS

FY ending Dec	2020A	2021A	2022F	2023F	2024F
Growth Rate					
Sales (%)	(33.9)	50.7	(6.4)	40.0	4.4
Net profit (%)	(21.8)	2.6	23.9	17.7	15.7
EPS (%)	(23.3)	2.4	23.9	17.7	15.7
Normalized profit (%)	(14.1)	9.7	4.7	32.7	15.7
Normalized EPS (%)	(15.7)	9.5	4.7	32.7	15.7
Dividend payout ratio (%)	37.6	42.4	40.0	40.0	40.0
Operating performance					
Gross margin (%)	44.4	45.6	44.9	41.1	43.7
Operating margin (%)	25.6	30.2	28.1	27.6	30.4
EBITDA margin (%)	34.2	36.2	35.0	32.9	35.9
Net margin (%)	23.8	21.5	23.3	24.1	26.1
D/E (incl. minor) (x)	1.3	1.1	1.0	0.9	0.8
Net D/E (incl. minor) (x)	1.2	1.0	0.9	0.8	0.8
Interest coverage - EBIT (x)	1.6	2.8	2.5	3.9	4.0
Interest coverage - EBITDA (x)	2.1	3.3	3.1	4.6	4.8
ROA - using norm profit (%)	3.0	3.3	3.4	4.3	4.9
ROE - using norm profit (%)	8.5	9.2	9.0	11.2	12.0
DuPont					
ROE - using after tax profit (%)	5.7	7.5	7.2	9.7	10.2
- asset turnover (x)	0.1	0.1	0.1	0.2	0.2
- operating margin (%)	44.1	39.0	38.5	35.5	38.3
- leverage (x)	2.8	2.8	2.7	2.6	2.5
- interest burden (%)	63.6	71.8	71.0	79.8	80.4
- tax burden (%)	84.9	76.8	85.0	85.0	85.0
WACC (%)	6.2	6.2	6.2	6.2	6.2
ROIC (%)	2.3	3.6	3.5	4.8	5.4
NOPAT (Bt m)	1,502	2,418	2,328	3,200	3,678
invested capital (Bt m)	66,356	65,584	66,593	68,101	69,763

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 64 Derivative Warrants which are ADVANC16C2210A, AMAT16C2209A, AOT16C2209A, AWC16C2207A, BAM16C2207A, BANP16C2207A, BANPU16C2210A, BCH16C2207A, BEC16C2207A, BGRI16C2209A, BLA16C2208A, BLA16C2209A, CBG16C2207A, CBG16C2210A, CENTEL16C2209A, CHG16C2207A, COM716C2211B, COM716C2208A, COM716C2209A, COM716C2211A, DOHO16C2207A, EA16C2207A, EA16C2209A, ESSO16C2209A, ESSO16C2209B, GPSC16C2207A, GPSC16C2209A, GULF16C2207A, GULF16C2210A, GUNK16C2207A, GUNK16C2209A, HANA16C2207A, HANA16C2209A, IVL16C2209A, JMART16C2210A, JMT16C2207A, JMT16C2210A, KBAN16C2208A, KBAN16C2209A, KCE16C2208A, KCE16C2209A, KTC16C2209A, MEGA16C2207A, MINT16C2207A, MINT16C2211A, MTC16C2209A, PTG16C2209A, PTTE16C2209A, PTTG16C2207A, RBF16C2209A, RCL16C2208A, S5016C2209A, S5016P2209A, SAWA16C2209A, SCB16C2208A, SET5016P2209B, SPRC16C2209A, STEC16C2209A, TOP16C2211A, TTA16C2207A, TTA16C2208A, TTA16C2211A, TU16C2210A, WHA16C2209A (underlying securities are ADVANC, AMATA, AOT, AWC, BAM, BANPU, BCH, BEC, BGRIM, BLA, CBG, CENTEL, CHG, COM7, DOHOME, EA, ESSO, GPSC, GULF, GUNKUL, HANA, IVL, JMART, JMT, KBANK, KCE, KTC, MEGA, MINT, MTC, PTG, PTTEP, PTTGC, RBF, RCL, SAWAD, SCB, SET50, SPRC, STEC, TOP, TTA, TU, WHA). before making investment decisions.

Note: Our major shareholder TCAP (Thanachart Capital Pcl) which holding 50.96% of Thanachart Securities and also TCAP holding 100% of Thanachart SPV1 Co. Ltd. TCAP and Thanachart SPV1 Co. Ltd has stake in THANI for 60% and being the major shareholder of 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 23% of the shareholding in TMBThanachart Bank Pcl.

Thanachart Capital Public Company Limited (TCAP), Ratchthani Leasing Public Company Limited (THANI), 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: The One Enterprise Pcl. (ONEE 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 Tiypittayarut

Property, Retail

Tel: 662-779-9109

phannarai.von@thanachartsec.co.th

Sarachada Sornsong

Bank, Finance

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 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

Sittichet Rungrassameephat

Analyst, Quantitative

Tel: 662-483-8303

sittichet.run@thanachartsec.co.th

Chak Reungsinpinya

Strategy, Insurance, 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 Phadthanarak

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