Upside: 16.7%

Gulf Energy Dev. Pcl (GULF TB)

Three cylinders firing

We reaffirm our BUY call on GULF for its secured earnings growth over the next 10 years, backed by a long power generation capacity expansion pipeline and steady telecom business growth, with rising contributions from new businesses of LNG imports and data centers.



NUTTAPOP PRASITSUKSANT

nuttapop.pra@thanachartsec.co.th

Growing resiliently

We reaffirm our BUY call on GULF as we estimate its earnings growth to remain stable at 21/21/15% in 2025-27F. First, GULF has secured PPAs to grow power generation capacity over the next decade, providing a resilient growth driver for the firm. Second, we expect its new major telecom business pillar to continue to grow, backed by more service offerings and improved profitability. Third, GULF's emerging businesses of natural gas infrastructure and data centers are commercializing in 2025-28F. Lastly, we still see GULF as a major contender in the future bids for both renewable and conventional PPAs under the upcoming power development plan (PDP). We value GULF at Bt56/share after rolling over our DCF valuation to a 2026F base year.

Secured power capacity expansion

We project GULF's operating capacity to grow 4% p.a. over the next decade, reaching 13.2GW in 2035F from 8.7GW in 2025F. This is backed by its committed projects of 1) 2.3GW of domestic renewable projects (solar, wind, and waste-to-energy) scheduled for COD over 2025-30, 2) 1.4GW from three hydropower plants due in 2030-33, and 3) a 375MW offshore wind project in the UK expected in 2031. With scale advantages, we believe GULF will win a meaningful share of up to 30GW of renewable and 5GW of conventional PPAs to be unlocked by the new PDP, likely to be released by 2027, extending its growth trajectory further. GULF is also more active in M&A activities, which we leave as upside.

Undeterred growth from telecom business

Given its higher stake of 40% (from 18%) after the amalgamation in April, equity income from Advanced Info Service Pcl (ADVANC TB, BUY, Bt298) comprises 51% of GULF's earnings in 2025F. We estimate the profit to grow 12/7/3% in 2026-28F, driven by rising ARPUs for mobile and fixed broadband due to operators offering more add-on services to the packages to improve pricing, structurally lower spectrum costs, slower network expansion, and better profitability from easing competition. ADVANC is also a huge cash cow, paying GULF annual dividends of Bt16bn-20bn.

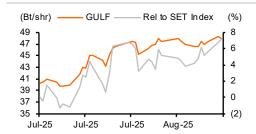
Emerging new growth engines

Two new businesses look set to add incremental growth to GULF. GULF has begun importing 5.0m tonnes of LNG into Thailand's gas pool this year, with a plan to scale up to its full 7.3m-tonne quota in 2028F, translating to a stable Bt1.5bn p.a. in profit from a fixed supply charge. GULF's first 25MW data center (40%-owned) has started operations and is ramping up occupancy, with a target to expand total capacity to 200MW across four projects in Thailand. GULF also intends to layer higher-margin cloud solutions services on this platform to enhance long-term returns from this business unit.

COMPANY VALUATION

Y/E Dec (Bt m)	2024A	2025F	2026F	2027F
Sales	120,888	155,500	158,135	160,551
Net profit	21,383	26,594	32,231	36,894
Consensus NP	_	60,030	29,246	32,191
Diff frm cons (%)	_	(55.7)	10.2	14.6
Norm profit	22,058	26,594	32,231	36,894
Prev. Norm profit	_	25,856	30,996	35,961
Chg frm prev (%)	_	2.9	4.0	2.6
Norm EPS (Bt)	1.5	1.8	2.2	2.5
Norm EPS grw (%)	39.3	20.6	21.2	14.5
Norm PE (x)	32.5	27.0	22.2	19.4
EV/EBITDA (x)	51.1	40.4	34.9	31.1
P/BV (x)	2.2	2.0	2.0	1.9
Div yield (%)	0.0	2.2	2.7	3.1
ROE (%)	6.7	7.8	9.0	9.9
Net D/E (%)	77.7	72.3	71.4	73.2

PRICE PERFORMANCE



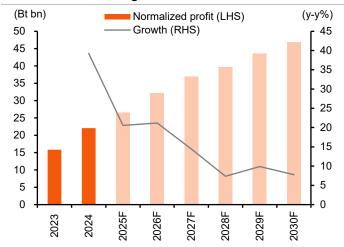
COMPANY INFORMATION

Price as of 26-Aug-25 (Bt)	48.00
Market Cap (US\$ m)	22,075.2
Listed Shares (m shares)	14,939.8
Free Float (%)	32.4
Avg Daily Turnover (US\$ m	n) na
12M Price H/L (Bt)	50.25/38.75
Sector	Utilities
Major Shareholder Mr. S	Sarath Rattanawadi 29.19%

Sources: Bloomberg, Company data, Thanachart estimates

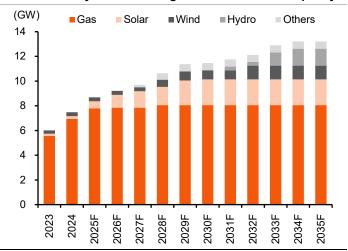
ESG Summary Report P33

Ex 1: Resilient Earnings Growth Outlook ...



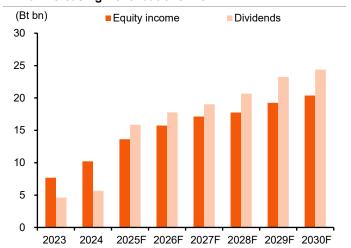
Sources: Company data, Thanachart estimates

Ex 2: ... Mainly From Growing Power Generation Capacity



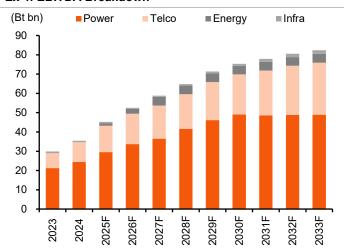
Sources: Company data, Thanachart estimates

Ex 3: Increasing Contributions From ADVANC



Sources: Company data, Thanachart estimates

Ex 4: EBITDA Breakdown



Sources: Company data, Thanachart estimates

Ex 5: Sum-of-the-Parts Valuation

SOTP Valuation	Equity value	Valuation method	WACC	Value
4 Development on hypines	(Bt m)			(Bt/share) 24.3
1. Power generation business	362,384			24.3 10.4
1.1 IPP power plants - GRSC	56,676	DCF	5.2%	3.8
- GROC - GPD	61,133	DCF	4.9%	3.o 4.1
- GPD - GJP (IPP)	12,398	DCF	4.9% 5.2%	0.8
- GJF (IFF) - HKP	20,111	DCF	4.8%	1.3
- BPP	5,579	DCF	6.0%	0.4
1.2 SPP power plants	3,319	DCI	0.070	3.6
- GMP	45,502	DCF	7.2%	3.0
- GJP (SPP)	8,783	DCF	9.3%	0.6
1.3 Domestic renewable projects	0,703	DCI	9.570	7.8
- Gulf Gunkul	9,835	DCF	6.3%	0.7
- RE big lot 2023	69,606	DCF	5.2%	4.7
- GULF 1	13,764	DCF	6.4%	0.9
- GOLF 1 - Hydropower	17,566	DCF	7.5%	1.2
- Others	6,160	DCF	8.0%	0.4
1.4 Overseas power plants	0,100	DOI	0.070	2.4
- Dugm	3,994	DCF	8.0%	0.3
- Jackson	17,640	DCF	8.0%	1.2
- Borkum	6,969	DCF	8.0%	0.5
- Vietnam renewables	1,044	DCF	7.5%	0.1
- UK offshore wind	5,623	DCF	8.0%	0.4
2. Digital business	446,906			29.9
- ADVANC	432,976	DCF	7.8%	29.0
- THCOM	5,654	DCF	11.5%	0.4
- GSA Datacenter	8,276	DCF	4.9%	0.6
3. Infrastructure business	95,654			6.4
- Natural gas trading and distribution	12,727	DCF	7.0%	0.9
- LNG terminal & trading	56,938	DCF	8.0%	3.8
- Industrial deep sea port	17,236	DCF	8.0%	1.2
- Intercity motorway	8,753	DCF	7.0%	0.6
4. Other investments	18,414			1.2
- KBANK	18,414	DDM	10.5%	1.2
5. Potential projects and investments	62,550			4.2
- Renewable PPAs from the new PDP (10GW capacity)	37,800	DCF	8.0%	2.5
- Potential IPP replacement projects (5GW capacity)	24,750	DCF	8.0%	1.7
6. Net debt & HQ	(149,006)			(10.0)
Grand total	836,901			56.0
Source: Thanachart estimates				

Source: Thanachart estimates

COMPANY DESCRIPTION

Gulf Development Pcl (GULF) was formed via the amalgamation of Gulf Energy Development Pcl and Intouch Holdings Pcl in April 2025. The firm runs four core businesses: 1) power generation with 12.0GW of committed capacity in Thailand and overseas, of which 8.7GW was already in operation as of 1Q25, 2) digital business comprising telecom services under Advanced Info Service Pcl (ADVANC), along with emerging ventures of data centers and cloud services, 3) an energy business focusing on natural gas trading and upstream infrastructure (i.e., LNG terminals and logistics), and 4) public infrastructure of motorways and a deep-sea container port.

Source: Thanachart

THANACHART'S SWOT ANALYSIS

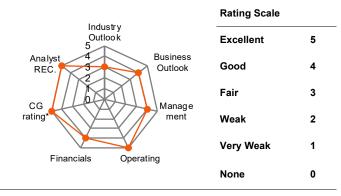
S — Strength

- Core businesses have reached critical scale in industries that are foundational to Thailand's infrastructure.
- Key operations are supported by long-term contracts with government-backed entities.

Opportunity

- More power purchase agreements, both conventional and renewable coming with the new Power Development Plan.
- GULF is an early mover into emerging date center and cloud service businesses in Thailand.

COMPANY RATING



Source: Thanachart; *CG Rating

W — Weakness

- High balance sheet gearing, though by design as the company continues to raise debts, both bank loans and domestic debentures, to support its capex cycle.
- Still relies on global partners to ramp up new businesses.

T — Threat

- High business concentration to regulated industries in Thailand, and are thus subject to risks in regulatory changes.
- Penetration of global leading players in digital businesses in Thailand would deteriorate GULF's competitiveness.

CONSENSUS COMPARISON

	Consensus	Thanachart	Diff
Target price (Bt)	61.65	56.00	-9%
Net profit 25F (Bt m)	60,030	26,594	-56%
Net profit 26F (Bt m)	29,246	32,231	10%
Consensus REC	BUY: 20	HOLD: 1	SELL: 0

HOW ARE WE DIFFERENT FROM THE STREET?

- We expect 10% higher earnings for GULF in 2026F than the Bloomberg consensus estimate, likely because we project a higher profit contribution from ADVANC.
- However, our TP is 9% lower, likely as we take a more conservative view on GULF's long-term growth potential.

RISKS TO OUR INVESTMENT CASE

- A stronger-than-expected impact from policy risks on SPP margins is a downside risk to GULF's near-term earnings.
- A longer-than-expected development period or lower-thanexpected profitability from new projects would be a downside risk to our longer-term earnings forecasts and valuations.
- Aggressive action by the Thai government in revoking or amending power purchase contracts would be a significant tail-end risk to our bullish view on GULF.
- Lower-than-expected profitability of its emerging businesses, i.e., data centers, cloud services, and natural gas infrastructure is a secondary downside risk to our valuations.

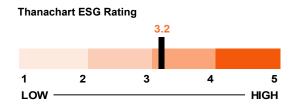
Sources: Bloomberg consensus, Thanachart estimates

Source: Thanachart

Gulf Energy Development Pcl.

Sector: Resources | Energy & Utilities

GULF's four core businesses are power generation, telecom and digital services, gas trading and infrastructure, and other infrastructure projects. We assign GULF a decent ESG score of 3.2, which reflects its large fossil-based power plant portfolio, outstanding social dimension via a strong operational performance and community services, and industry-average governance practice.



	SET ESG	SET ESG	DJSI	MSCI	ESG Book	Refinitiv	S&P Global	Moody's	CG Rating
	Index	(BBB-AAA)	Index	(CCC-AAA)	(0-100)	(0-100)	(0-100)	(0-100)	(0-5)
GULF	YES	AAA	-	-	-	-	66.00	-	5.0

Sources: SETTRADE, SET ESG Index, SET ESG Rating, The Dow Jones Industrial Average (DJSI), MSCI ESG Research LLC, ESG Book, Refinitiv ESG Information, S&P Global Market Intelligence, Moody's ESG Solutions, Thai IOD (CG rating) Note: Please see third party on "terms of use" toward the back of this report.

I actors		

ENVIRONMENT

- Environmental Policies & Guidelines
- Energy Management
- Carbon Management
- Water Management
- Waste Management

Our Comments

- We assign a moderate E score for GULF of 3.1. GULF is on a clear path to adjusting its power portfolio toward green energy, but its current fossil-fuel exposure remains large.
- GULF targets net-zero GHG emissions by 2050, ahead of the country's target of 2065. But its target of a 40% renewable power portfolio mix by 2035 is slightly behind the country's target of over 50% by 2037.
- GULF's renewable mix was 7% in 2024, but with secured PPAs to raise the portion to 33% by 2035. The majority of GULF's existing power plants are gas-fired.
- GULF is a significant water consumer, especially for its gas-fired and biomass plants. The
 company recycles water extensively within its processes, reclaims wastewater as steam
 for nearby industrial users, and shares treated water with local communities.

SOCIAL

- Human Rights
- Staff Management
- Health & Safety
- Product Safety & Quality
- Social Responsibility
- We assign GULF a good S score of 3.7, reflecting its strong operational reliability and deep community engagement.
- GULF has demonstrated a consistent performance through 1) timely delivery of 7.5GW of gas-fired and renewable power projects, often ahead of schedule, and 2) zero unplanned plant shutdowns and zero workplace accidents reported over the past five years.
- GULF runs the Gulf SPARK program to support local communities, which includes 1) infrastructure and public utilities improvements for communities, 2) free medical services, 3) agricultural knowledge sharing initiatives, and 4) educational support and scholarships.
- GULF sizably expanded its workforce in recent years to support rapid business growth.
 Age and gender diversity are considered in its hiring process. GULF invests in its employees through skills development and ongoing support for health and well-being.

GOVERNANCE & SUSTAINABILITY

- Board
- Ethics & Transparency
- Business Sustainability
- Risk Management
- Innovation

- We assign GULF a moderate G score of 3.1, reflecting a sound board structure with some areas for improvement.
- Its board chair is an independent member, but only six out of 12 members are independent directors, which is below the ideal 2/3 ratio.
- The skills on its board are very strong, with broad experience contributed by veterans from various industries in Thailand, although this causes some shortfall in the aging mix.
- We view GULF's business diversification into global megatrends as a strength to enhance both its business sustainability and long-term growth potential.
- We see GULF's early move in emerging sectors such as cryptocurrency, data centers, and cloud services, positioning the company to adapt well to fast-evolving industry dynamics.

Sources: Thanachart, Company data

INCOME STATEMENT

INCOME CIAI LINEITI					
FY ending Dec (Bt m)	2023A	2024A	2025F	2026F	2027F
Sales	114,054	120,888	155,500	158,135	160,551
Cost of sales	92,022	97,143	131,577	130,582	129,019
Gross profit	22,033	23,746	23,923	27,553	31,532
% gross margin	19.3%	19.6%	15.4%	17.4%	19.6%
Selling & administration expenses	4,096	4,207	4,712	4,806	4,878
Operating profit	17,937	19,539	19,211	22,747	26,654
% operating margin	15.7%	16.2%	12.4%	14.4%	16.6%
Depreciation & amortization	0	0	5,465	6,125	6,508
EBITDA	17,937	19,539	24,676	28,872	33,162
% EBITDA margin	15.7%	16.2%	15.9%	18.3%	20.7%
Non-operating income	2,929	3,733	6,473	6,251	6,304
Non-operating expenses	0	0	0	0	0
Interest expense	(9,819)	(11,213)	(13,049)	(13,102)	(13,354)
Pre-tax profit	11,046	12,059	12,635	15,896	19,603
Income tax	658	682	1,516	1,908	2,548
After-tax profit	10,388	11,377	11,118	13,989	17,055
% net margin	9.1%	9.4%	7.2%	8.8%	10.6%
Shares in affiliates' Earnings	11,972	15,891	20,530	23,666	25,642
Minority interests	(6,519)	(5,210)	(5,054)	(5,424)	(5,802)
Extraordinary items	2,082	(676)	0	0	0
NET PROFIT	17,923	21,383	26,594	32,231	36,894
Normalized profit	15,841	22,058	26,594	32,231	36,894
EPS (Bt)	1.2	1.4	1.8	2.2	2.5
Normalized EPS (Bt)	1.1	1.5	1.8	2.2	2.5

Strong and sustainable earnings growth outlook

BAL	_ANC	ESI	HEET
-----	------	-----	------

FY ending Dec (Bt m)	2023A	2024A	2025F	2026F	2027F
ASSETS:					
Current assets:	67,646	65,178	97,258	87,809	78,293
Cash & cash equivalent	36,932	33,937	56,109	46,109	36,109
Account receivables	21,165	18,778	25,562	25,995	26,392
Inventories	2,958	3,180	4,326	4,293	4,242
Others	6,592	9,284	11,261	11,412	11,550
Investments & loans	396,772	398,368	417,371	420,265	425,537
Net fixed assets	90,235	90,658	95,824	120,118	158,637
Other assets	116,475	150,066	151,541	153,030	154,534
Total assets	671,127	704,271	761,994	781,222	817,001
LIABILITIES:					
Current liabilities:	65,663	71,781	83,253	81,564	84,259
Account payables	9,391	6,072	10,815	10,733	10,604
Bank overdraft & ST loans	4,789	11,392	6,698	6,713	6,975
Current LT debt	37,636	44,482	49,228	49,343	51,264
Others current liabilities	13,847	9,836	16,513	14,774	15,417
Total LT debt	240,590	259,230	278,958	279,611	290,495
Others LT liabilities	9,254	11,577	14,430	14,687	14,927
Total liabilities	315,506	342,587	376,641	375,862	389,681
Minority interest	28,118	29,689	34,743	40,167	45,969
Preferreds shares	0	0	0	0	0
Paid-up capital	14,940	14,940	14,940	14,940	14,940
Share premium	185,620	185,620	185,620	185,620	185,620
Warrants	0	0	0	0	0
Surplus	1,990	1,918	1,918	1,918	1,918
Retained earnings	124,952	129,516	148,132	162,715	178,872
Shareholders' equity	327,503	331,995	350,610	365,194	381,351
Liabilities & equity	671,127	704,271	761,994	781,222	817,001

Still more debt headroom to support its capex cycle

Sources: Company data, Thanachart estimates

CASH FLOW STATEMENT

2023A 2024A 2025F 2026F FY ending Dec (Btm) 2027F Earnings before tax 11,046 12,059 12,635 15,896 19,603 (674) (671) (1,506)Tax paid (1,903)(2,549)6,508 5,465 6,125 Depreciation & amortization 0 0 (1,656)(1,154)(3,187)(482)(474)Chg In working capital Chg In other CA & CL / minorities 3,628 6,241 25,219 21,773 26,146 12,344 16,476 38,626 41,408 49,234 Cash flow from operations 9,337 (423)(10,631)(30,418)(45,027)Capex 429 (20)(50)(50)(50)Right of use ST loans & investments (638)(701)0 (16,444)(1,597)(19,003)(2,894)(5,272)LT loans & investments Adj for asset revaluation 0 0 0 0 (28,112)(31,252)1,428 (1,182)(1,214)Chg In other assets & liabilities (35,428) (33,992)(28, 256)(34,544)(51,563) Cash flow from investments 33,797 19,780 13,066 Debt financing 31,413 784 Capital increase 0 0 (0) 0 (20,738)0 (7,978)(17,647)Dividends paid (12,108)(16,891)Warrants & other surplus 21,689 14,522 11,802 (16,864)(7,672)Cash flow from financing 21,681 16,053 27,995 10,990 4,208 Free cash flow

Hefty cash flow from core businesses comfortably funds new investments

VALUATION

Premium valuation looks justified by its resilient growth in megatrends

VALUATION	00004	00044	00055	00000	00000
FY ending Dec	2023A	2024A	2025F	2026F	2027F
Normalized PE (x)	45.3	32.5	27.0	22.2	19.4
Normalized PE - at target price (x)	52.8	37.9	31.5	26.0	22.7
PE(x)	40.0	33.5	27.0	22.2	19.4
PE - at target price (x)	46.7	39.1	31.5	26.0	22.7
EV/EBITDA (x)	53.7	51.1	40.4	34.9	31.1
EV/EBITDA - at target price (x)	60.4	57.2	45.2	39.0	34.7
P/BV (x)	2.2	2.2	2.0	2.0	1.9
P/BV - at target price (x)	2.6	2.5	2.4	2.3	2.2
P/CFO (x)	58.1	43.5	18.6	17.3	14.6
Price/sales (x)	6.3	5.9	4.6	4.5	4.5
Dividend yield (%)	0.0	0.0	2.2	2.7	3.1
FCF Yield (%)	3.0	2.2	3.9	1.5	0.6
(Bt)					
Normalized EPS	1.1	1.5	1.8	2.2	2.5
EPS	1.2	1.4	1.8	2.2	2.5
DPS	0.0	0.0	1.1	1.3	1.5
BV/share	21.9	22.2	23.5	24.4	25.5
CFO/share	0.8	1.1	2.6	2.8	3.3
FCF/share	1.5	1.1	1.9	0.7	0.3

Sources: Company data, Thanachart estimates

FINANCIAL RATIOS

FY ending Dec	2023A	2024A	2025F	2026F	2027F
Growth Rate					
Sales (%)	na	6.0	28.6	1.7	1.5
Net profit (%)	na	19.3	24.4	21.2	14.5
EPS (%)	na	19.3	24.4	21.2	14.5
Normalized profit (%)	na	39.3	20.6	21.2	14.5
Normalized EPS (%)	na	39.3	20.6	21.2	14.5
Dividend payout ratio (%)	0.0	0.0	60.0	60.0	60.0
Operating performance					
Gross margin (%)	19.3	19.6	15.4	17.4	19.6
Operating margin (%)	15.7	16.2	12.4	14.4	16.6
EBITDA margin (%)	15.7	16.2	15.9	18.3	20.7
Net margin (%)	9.1	9.4	7.2	8.8	10.6
D/E (incl. minor) (x)	8.0	0.9	0.9	8.0	0.8
Net D/E (incl. minor) (x)	0.7	8.0	0.7	0.7	0.7
Interest coverage - EBIT (x)	1.8	1.7	1.5	1.7	2.0
Interest coverage - EBITDA (x)	1.8	1.7	1.9	2.2	2.5
ROA - using norm profit (%)	2.4	3.2	3.6	4.2	4.6
ROE - using norm profit (%)	4.9	6.7	7.8	9.0	9.9
DuPont					
ROE - using after tax profit (%)	3.2	3.5	3.3	3.9	4.6
- asset turnover (x)	0.2	0.2	0.2	0.2	0.2
- operating margin (%)	18.3	19.3	16.5	18.3	20.5
- leverage (x)	2.0	2.1	2.1	2.2	2.1
- interest burden (%)	52.9	51.8	49.2	54.8	59.5
- tax burden (%)	94.0	94.3	88.0	88.0	87.0
WACC(%)	10.1	10.1	10.1	10.1	10.1
ROIC (%)	3.2	3.2	2.8	3.2	3.5
NOPAT (Bt m)	16,868	18,433	16,906	20,018	23,189
invested capital (Bt m)	573,586	613,161	629,385	654,752	693,975

Sources: Company data, Thanachart estimates

ESG Information - Third Party Terms

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ESG Scores by Third Party data from www.SETTRADE.com 1. MSCI (CCC- AAA)

- 2. ESG Book (0-100)
- 3. Refinitiv (0-100)
- 4. S&P Global (0-100) 5. Moody's ESG Solutions (0-100)
- 6. SET ÉSG Rating (BBB-AAA)

SETESG Index (SETESG)

The SETESG Index reflects the price movement of stock of companies that have sustainable business practices which consider environmental, social and governance (ESG) aspect

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SET ESG Index (SET ESG)

Currently, long-term investment guidelines abroad are beginning to focus on investing in companies that have sustainable business practices. which considers environmental, social and governance factors (Environmental, Social and Governance or ESG) of the company in making investment decisions along with analyzing the company's financial data.

Stock Exchange Has prepared the results of evaluating sustainable stocks which are stocks of listed companies (SETESG Rating) as an alternative for investors who want to invest in stocks of listed companies that are outstanding in ESG, including to support listed companies with operations, sustainable business Taking into account all stakeholders in both social and environmental aspects. There is a management process to create sustainability for the organization, such as risk management. Supply chain management and innovation development. Therefore, the SETESG index was created to be an index that reflects the price movement of a group of securities. of companies with sustainable business operations that meet the required size and liquidity criteria

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ESG risk combines the concepts of management and exposure to arrive at an absolute assessment of ESG risk. We identify five categories of ESG risk severity that could impact a company's enterprise value

Moody's ESG Solutions

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Thanachart Securities Pcl.

Research Team

18 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, Strategy pimpaka.nic@thanachartsec.co.th

Nuttapop Prasitsuksant

Telecom, Utilities nuttapop.pra@thanachartsec.co.th

Rata Limsuthiwanpoom

Auto, Industrial Estate, Media, Prop. Fund rata.lim@thanachartsec.co.th

Siriporn Arunothai

Small Cap, Healthcare, Hotel siriporn.aru@thanachartsec.co.th

Sittichet Rungrassameephat

Analyst, Retail Market Strategy sittichet.run@thanachartsec.co.th

Adisak Phupiphathirungul, CFA

Retail Market Strategy adisak.phu@thanachartsec.co.th

Pattadol Bunnak

Electronics, Food & Beverage, Shipping pattadol.bun@thanachartsec.co.th

Rawisara Suwanumphai

Bank, Finance rawisara.suw@thanachartsec.co.th

Yupapan Polpornprasert

Energy, Petrochemical yupapan.pol@thanachartsec.co.th

Thaloengsak Kucharoenpaisan

Analyst, Retail Market Strategy thaloengsak.kuc@thanachartsec.co.th

Pattarawan Wangmingmat

Senior Technical Analyst pattarawan.wan@thanachartsec.co.th

Phannarai Tiyapittayarut

Property, Retail phannarai.von@thanachartsec.co.th

Saksid Phadthananarak

Construction, Transportation saksid.pha@thanachartsec.co.th

Witchanan Tambamroong

Technical Analyst witchanan.tam@thanachartsec.co.th

Nariporn Klangpremchitt, CISA

Analyst, Retail Market Strategy nariporn.kla@thanachartsec.co.th