

Thailand Automotive

Motor Expo 2023 ended with car sales surpass 50K units

- Motor Expo 2023 ยอดจองทุบสถิติในรอบ 10 ปีจากรถยนต์ไฟฟ้า (100%) ที่เติบโตขึ้นอย่างมาก
- ยอดจองรถสูงสุด 10 อันดับแรกเป็นรถ EV จากจีน 5 ค่าย จากราคาที่เข้าถึงได้และมาตรการสนับสนุน EV 3.0 จากภาครัฐ
- ผู้ประกอบการไทยเผชิญทั้งโอกาสและความท้าทาย

Motor Expo 2023 ยอดจองทะลุ 5 หมื่นคัน ทุบสถิติในรอบ 10 ปี

ยอดจองรถในงาน Motor Expo 2023 ครั้งที่ 40 ระหว่างวันที่ 30 พ.ย. ถึง 11 ธ.ค. 2023 มียอดจองรถยนต์ทั้งสิ้น 53,248 คัน เพิ่มขึ้น 45% จากงาน Motor Expo 2022 ทุบสถิติสูงสุดในรอบ 10 ปี ส่วนหนึ่งมาจากรถยนต์ไฟฟ้า (100%) ที่เติบโตขึ้นอย่างมาก โดยในปีนี้มีรถ EV จาก 7 ค่ายที่เข้าร่วมงาน สำหรับราคาเฉลี่ยของรถยนต์ที่ขายได้อยู่ที่ 1.32 ล้านบาทต่อคัน ส่วนยอดจองจักรยานยนต์อยู่ที่ 7,373 คัน มีราคาเฉลี่ย 1.98 แสนบาทต่อคัน คิดเป็นเม็ดเงินสะพัด 7.2 หมื่นล้านบาท ถือเป็นอีกหนึ่งปีที่ประสบความสำเร็จสูง

รถยนต์ไฟฟ้าได้รับความนิยมสูงจากราคาที่เข้าถึงได้และมาตรการหนุนจากรัฐ

ยอดจองรถสูงสุด 3 อันดับแรกได้แก่ TOYOTA (7,245 คัน) HONDA (6,149 คัน) BYD (6,119 คัน) รถ EV ได้รับความนิยมสูงมากในปีี้ โดยยอดจองรถสูงสุด 10 อันดับแรกเป็นรถ EV จากจีน 5 ค่าย จากราคาที่เข้าถึงได้ และมาตรการสนับสนุน EV 3.0 จากภาครัฐทำให้ส่วนลดสูงสุด 1.5 แสนบาทต่อคันสำหรับผู้ผลิตที่เข้าร่วมโครงการโดยต้องซื้อรถ EV ภายใน 31 ธ.ค. 2023 และจดทะเบียนภายใน 31 ม.ค. 2024 ทำให้ผู้บริโภคตัดสินใจซื้อเร็วขึ้น มาตรการ EV 3.0 จะสิ้นสุดสิ้นปี 2023 และในปี 2024 จะมีมาตรการสนับสนุนยานยนต์ไฟฟ้าระยะที่ 2 หรือ EV 3.5 ต่อเนื่องโดยมีกรอบระยะเวลา 4 ปีตั้งแต่ปี 2024-27

ผู้ประกอบการไทยเผชิญทั้งโอกาสและความท้าทาย

อุตสาหกรรมยานยนต์ไทยอยู่ในช่วงเปลี่ยนผ่านเทคโนโลยีสู่ยานยนต์ไฟฟ้า แนวโน้มตลาดยานยนต์ไทยมีโอกาเติบโตต่อเนื่องในระยะข้างหน้าทั้งจากความต้องการของผู้บริโภคและการสนับสนุนจากรัฐ แต่ผู้ประกอบการอาจเผชิญความท้าทายทั้งทักษะแรงงาน การแข่งขันที่จะมากขึ้นจากผู้ประกอบการจำนวนมาก ในขณะที่ชิ้นส่วนยานยนต์ในรถยนต์ไฟฟ้ามีชิ้นส่วนต่อคันน้อยลง ขณะเดียวกันก็เป็นโอกาสสำหรับผู้ผลิตชิ้นส่วนที่เกี่ยวข้องกับระบบแบตเตอรี่ อิเล็กทรอนิกส์ และมอเตอร์ไฟฟ้าที่จะได้รับอานิสงส์

หุ้นที่ได้รับอานิสงส์จากรถยนต์ไฟฟ้า

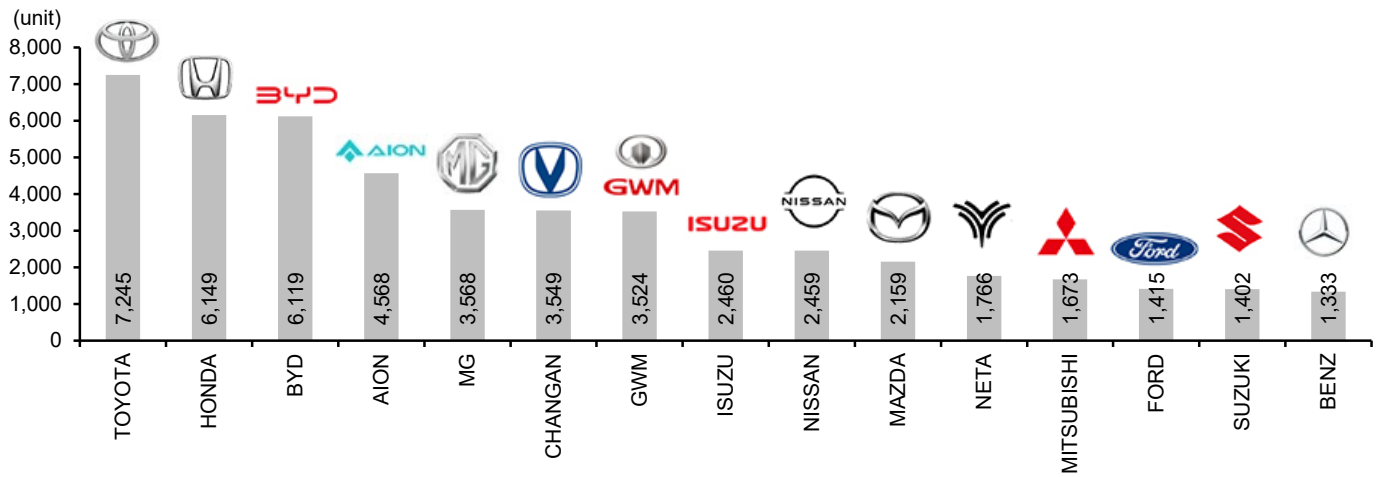
หุ้นที่เกี่ยวข้องกับการประกอบรถ EV และแบตเตอรี่ได้แก่ EA, NEX, GPSC, PTT, BCPG, EPG หุ้นที่เป็นตัวแทนจำหน่ายรถยนต์ไฟฟ้าได้แก่ ASAP, COM7, SUSCO หุ้นที่ได้รับอานิสงส์จากการส่งออกนำเข้า SJWD, NYT เราแนะนำ SJWD (ราคาเป้าหมาย 21.50 บาท) ธุรกิจรับฝากและบริหารรถยนต์เป็นหนึ่งในสามธุรกิจที่มีอัตรากำไรขั้นต้นสูง 37-40% ดำเนินธุรกิจภายใต้บริษัทย่อย Autologic (SJWD ถือ 100%) รายได้ใน 3Q23 ของ Autologic ทำสถิติสูงสุดที่ 296 ล้านบาท คาดว่าดีต่อเนื่องและมีส่วนผลก้นกำไรของ SJWD ใน 2H23 ถึงปี 2024



Jitra Amornthum

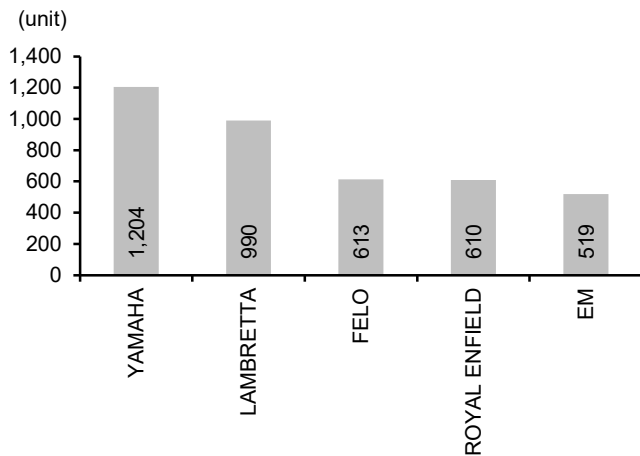
Fundamental Investment Analyst on Securities; License no. 014530
jitra.a@fssia.com, +66 2646 9966

Exhibit 1: Best-selling cars in Motor Expo 2023



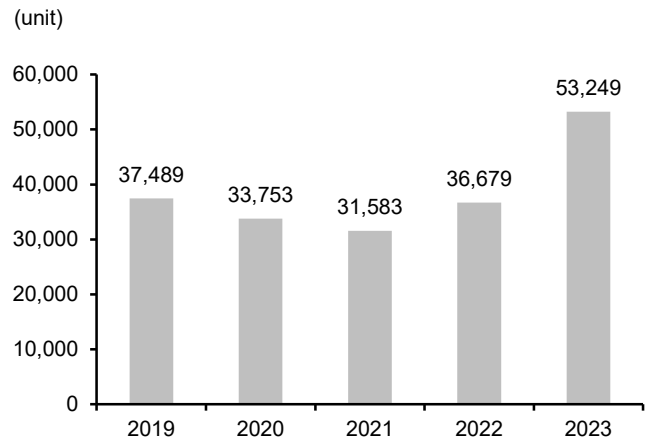
Sources: [Motor Expo website](#), FSSIA's compilation

Exhibit 2: Best-selling motorcycles in Motor Expo 2023



Sources: [Motor Expo website](#), FSSIA's compilation

Exhibit 3: Vehicle sales at Motor Expo 2019-23



Sources: [Motor Expo website](#), FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating																			
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																			
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for THSI inclusion , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. SETTHSI Index is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																			
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																			
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																			
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																			
Morningstar Sustainalytics	The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+									
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ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																			
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <tr> <td>AAA</td> <td>8.571-10.000</td> <td rowspan="3">Leader:</td> <td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td>AA</td> <td>7.143-8.570</td> </tr> <tr> <td>A</td> <td>5.714-7.142</td> </tr> <tr> <td>BBB</td> <td>4.286-5.713</td> <td rowspan="3">Average:</td> <td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td>BB</td> <td>2.857-4.285</td> </tr> <tr> <td>B</td> <td>1.429-2.856</td> </tr> <tr> <td>CCC</td> <td>0.000-1.428</td> <td>Laggard:</td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																				
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																				
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																				
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																			
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																			

Rating regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "CG Score"; 2) "AGM Level"; 3) "Thai CAC"; and 4) THSI. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

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History of change in investment rating and/or target price

SCGJWD Logistics (SJWD TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
12-Sep-2023	BUY	21.50	-	-	-	-	-	-

Jitra Amornthum started covering this stock from 12-Sep-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
SCGJWD Logistics	SJWD TB	THB 14.20	BUY	Downside risks to our DCF-based TP include 1) slower-than-expected regional economic growth; 2) high volatility in energy costs; 3) delayed synergies; and 4) higher cost of funds.

Source: FSSIA estimates

Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 12-Dec-2023 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as $(\text{target price}^* - \text{current price}) / \text{current price}$.

BUY (B). The upside is 10% or more.

HOLD (H). The upside or downside is less than 10%.

REDUCE (R). The downside is 10% or more.

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 market price and the formal recommendation.

* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

Industry Recommendations

Overweight. The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

Neutral. The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

Underweight. The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

Country (Strategy) Recommendations

Overweight (O). Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Neutral (N). Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Underweight (U). Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.