



# Advanced Info Service

(ADVANC.BK/ADVANC TB)\*

SET ESG Rating of AAA

Outperform • Maintained

Price as of 25 Dec 2023	221.00
12M target price (Bt/shr)	260.00
Unchanged/Revised up(down)(%)	0.80
Upside/downside (%)	17.60

Key messages

กำไรหลักของ ADVANC จะเพิ่มขึ้นเป็น 7.73 พันล้านบาท (+14% YoY, +2% QoQ) จากการเข้าสู่ช่วง high season, การกำหนดราคาเพื่อเก็งกำไรที่สมเหตุสมผลมากขึ้น ทั้งในส่วนของบริการมือถือ และ FBB รวมถึงประสิทธิภาพจัดการต้นทุน เราขยับแนะนำซื้อ ด้วยราคาเป้าหมาย DCF ใหม่ที่ 260.00 บาท (WACC ที่ 6.7%) หลังจากเราปรับเพิ่มกำไรสุทธิปี 2566-68F ขึ้น 2-5% สะท้อนถึงผลการดำเนินงาน JASIF และ TTTBB เราคิดว่ามีความมั่นคงของกำไรและราคาหุ้นจะได้อานิสงส์จากกำไรที่เพิ่มขึ้นตาม ARPU ที่เพิ่มขึ้นอย่างแข็งแกร่งของทั้งบริการมือถือ และ FBB

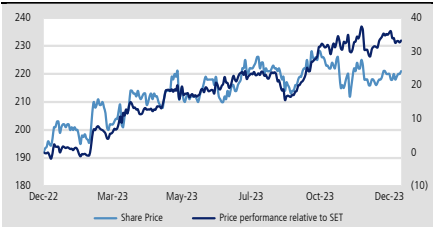
Trading data

Mkt cap (Btbn/US\$bn)	657/16		
Outstanding shares (mn)	2,974		
Foreign ownership (mn)	1,015		
3M avg. daily trading (mn)	4		
52-week trading range (Bt)	190-228		
Performance (%)	3M	6M	12M
Absolute	-3.1	4.7	16.3
Relative	5.0	12.2	33.8

Quarterly EPS

Bt	Q1	Q2	Q3	Q4
2021	2.23	2.37	2.14	2.31
2022	2.12	2.12	2.03	2.48
2023	2.27	2.41	2.74	2.60

Share price chart



Source: SET

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กำไรเพิ่มขึ้นอย่างมั่นคง!

Event

ปรับเพิ่มประมาณการกำไร และประมาณการ 4Q66F

Impact

ประมาณการ 4Q66F – เข้าสู่ช่วง peak ตามฤดูกาล

ADVANC กำหนดส่งงบ 4Q66F ในวันที่ 6 กุมภาพันธ์ โดยเราคิดว่าจะมีกำไรสุทธิ 7.73 พันล้านบาท (-5% YoY, +5% QoQ) แต่หากไม่รวมกำไรจากการขายหุ้น 33% ใน Rabbit Line Pay (RLP) (434 ล้านบาท) กำไรจากธุรกิจหลักจะเพิ่มขึ้นเป็น 7.73 พันล้านบาท (+14% YoY, +2% QoQ) จากการกำหนดราคาเพื่อเก็งกำไรส่วนใหญ่ที่สมเหตุสมผลมากขึ้น และประสิทธิภาพในการบริหารจัดการต้นทุน ทั้งนี้ หากผลประกอบการเป็นไปตามที่คาด กำไรสุทธิในปี 2566 จะอยู่ที่ 2.98 หมื่นล้านบาท (+15% YoY)

เป็นไตรมาสแรกที่เริ่มรับรู้ผลการดำเนินงานของ TTTBB และ JASIF (ตั้งแต่วันที่ 15 พฤศจิกายน)

กำไรที่เพิ่มขึ้น QoQ จะเป็นเพราะฤดูกาล และ JASIF แต่ถูกหักโดยส่วนแบ่งขาดทุน TTTBB และ SG&A ที่เพิ่มขึ้น 13% QoQ ตามฤดูกาล เราคิดว่ารายได้มือถือจะยังดี โดยเพิ่มขึ้น 0.6% QoQ ขณะที่ค่าเฉลี่ย Blended ARPU จะขยับขึ้นเป็น 218 บาท (จาก 216 บาทใน 3Q66) เพราะมีการใช้งานโรมมิ่งต่างประเทศช่วงท่องเที่ยว และออกแคมเปญใหม่เช่น prepaid 399 บาท ไซเน็ต 100GB เราคิดว่าความริษยาจะเสียฐานลูกค้าออนไลน์ไตรมาสนี้โดยลดลงเพียง 60,000 ราย (จากที่ลดลงถึง 8.67 แสนรายใน 3Q66) ขณะเดียวกันเราคิดว่ารายได้ FBB จะเพิ่มถึง 70% QoQ เพราะรับรู้อยู่แล้ว TTTBB และการที่ลูกค้าใช้แพ็คเกจที่มีมูลค่าสูงขึ้น นอกจากนี้ เราคิดว่ายอดขายเครื่องมือมือถือจะพุ่งสูงขึ้น และได้อานิสงส์จากการที่ค่าไฟฟาลด 11% QoQ เราคิดว่ากำไรที่เพิ่ม YoY มาจากการปรับราคาในตลาด และการจัดการต้นทุน เราคิดว่าผลขาดทุนหลักของ TTTBB จะอยู่ที่ 500 ล้านบาท และส่วนแบ่งกำไร JASIF จะอยู่ที่ 143 ล้านบาท

คาดว่ากำไรจะแข็งแกร่งต่อเนื่องใน 1Q67F

เราคิดว่ากำไรหลักใน 1Q67F จะดีขึ้นต่อจากการที่ลูกค้าใช้แพ็คเกจมือถือ และ FBB ที่มีมูลค่าสูงขึ้นต่อเนื่อง และรับรู้ผลการดำเนินงาน TTTBB & JASIF เต็มไตรมาส ทั้งนี้แพ็คเกจที่ค่อนข้างใหญ่ก็ยังคงของ AIS และ TRUE น่าจะจูงใจลูกค้ายังคงใช้แบรนด์เดิมต่อไป ซึ่งหมายความว่าฐานผู้ใช้บริการน่าจะทรงๆ นอกจากนี้ บริษัทยังได้แรงส่งจากมาตรการ e-tax refund (1 ม.ค. - 15 ก.พ.) ซึ่งน่าจะช่วยหนุนให้ยอดขายเครื่องมือเพิ่มขึ้นพุ่งไปจับแพ็คเกจที่มีมูลค่าสูงใน 1Q67F โดยสรุปเรามองว่า EBITDA margin ที่ดีขึ้นจะมีน้ำหนักมากกว่าลดต้นทุนไฟฟ้า, การรวมธุรกิจ และ การตลาดที่เพิ่มขึ้น

Valuation and action

เราปรับเพิ่มกำไรสุทธิปี 2566-2568F ขึ้น 5%/2%/4% สะท้อนถึงกำไรจากการขาย RLP ใน 3Q66 และส่วนแบ่งกำไรของ JASIF และ TTTBB เราคิดว่า TTTBB จะส่งผลขาดทุน 500 ล้านบาท -1 พันล้านบาทในปี 2566-67F ก่อนที่เป็นกำไรราว 500 ล้านบาทในปี 2568F ขณะที่ค่าเฉลี่ย JASIF จะส่งผลกำไรราว 1 พันล้านบาทต่อปี อิงจากการถือหุ้น 19% และต้นทุนดอกเบี้ยที่ 1.0-1.1 พันล้านบาทต่อปี (หนี้ 3.3 หมื่นล้านบาท อัตราดอกเบี้ย 3.3%) ดังนั้น เรายังคงคำแนะนำซื้อ โดยประเมินราคาเป้าหมายใหม่ที่ 260.00 บาท (ใช้ WACC ที่ 6.7%) จากเดิม 258.00 บาท เราคิดว่า ARPU ของทั้งบริการมือถือ และ FBB น่าจะยังแข็งแกร่งจากการปรับโครงสร้างราคาในตลาด, การ upselling แพ็คเกจที่มีมูลค่าสูง และ synergy เราคิดว่า DPS ในงวด 2H66F จะอยู่ที่ 4.90 บาท/หุ้น คิดเป็นอัตราผลตอบแทนที่ 2%

Risks

การแข่งขันที่เข้มข้น, กำลังซื้อผู้บริโภคอ่อนแอ, และค่าเสื่อมราคา & amortization สูง

Key financials and valuations

	Dec - 21A	Dec - 22A	Dec - 23F	Dec - 24F	Dec - 25F
Revenue (Btmn)	181,333	185,485	191,205	216,407	227,030
Net Profit (Btmn)	26,922	26,011	29,809	31,338	34,348
Normalized Profit (Btmn)	26,422	26,048	29,168	31,338	34,348
Net Profit Growth (%)	(1.9)	(3.4)	14.6	5.1	9.6
Normalized Profit Growth (%)	(2.8)	(1.4)	12.0	7.4	9.6
EPS (Bt)	9.05	8.75	10.02	10.54	11.55
DPS (Bt)	7.69	7.69	8.92	9.48	10.51
P/E (X)	25.4	22.3	22.0	20.9	19.0
P/B (X)	10.2	8.6	9.4	9.1	8.7
EV/EBITDA (X)	8.6	8.7	8.9	8.4	7.8
Dividend Yield (%)	3.5	3.5	4.1	4.3	4.8
Return on Average Equity (%)	34.2	31.0	33.7	33.9	35.7

Source: Company data, KGI Securities Research

\*The Company may be issuer of Derivative Warrants on these securities.

http://research.kgi.com; Bloomberg: KGI <GO> Please see back page for disclaimer

Figure 1: ADVANC's 4Q23F earnings preview

Bt mn	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23F	% QoQ	% YoY	2023F	2022	% YoY
<b>Revenue</b>	<b>45,861</b>	<b>42,757</b>	<b>42,376</b>	<b>50,338</b>	<b>45,279</b>	<b>45,271</b>	<b>46,234</b>	<b>48,698</b>	<b>46,713</b>	<b>44,775</b>	<b>46,068</b>	<b>50,796</b>	<b>10.3</b>	<b>4.3</b>	<b>188,352</b>	<b>185,483</b>	<b>1.5</b>
1.Service revenue	32,425	32,353	32,796	33,396	32,770	33,292	33,129	33,840	33,532	33,903	34,080	36,486	7.1	7.8	138,001	133,031	3.7
-Mobile services	29,351	29,098	29,204	29,591	28,847	29,217	29,107	29,524	29,258	29,495	29,311	29,486	0.6	(0.1)	117,550	116,695	0.7
-Fixed broadband services	1,919	2,038	2,189	2,290	2,437	2,487	2,541	2,598	2,710	2,857	3,021	5,148	70.4	98.1	13,736	10,063	36.5
-Other services	1,155	1,217	1,403	1,515	1,486	1,588	1,481	1,718	1,564	1,551	1,748	1,852	5.9	7.8	6,715	6,273	7.0
2.IC and rental revenue	3,750	3,288	3,407	3,374	3,239	3,193	3,171	3,373	3,255	3,413	3,313	3,352	1.2	(0.6)	13,333	12,976	2.8
3.Handset sales	9,686	7,116	6,173	13,568	9,270	8,786	9,934	11,485	9,926	7,459	8,675	10,958	26.3	(4.6)	37,018	39,476	(6.2)
<b>Cost of sales and service</b>	<b>(30,754)</b>	<b>(27,934)</b>	<b>(27,640)</b>	<b>(35,123)</b>	<b>(30,678)</b>	<b>(30,399)</b>	<b>(31,696)</b>	<b>(33,399)</b>	<b>(31,703)</b>	<b>(29,705)</b>	<b>(30,307)</b>	<b>(34,419)</b>	<b>13.6</b>	<b>3.1</b>	<b>(126,134)</b>	<b>(126,172)</b>	<b>(0.0)</b>
Cost of services	(21,126)	(21,011)	(21,435)	(21,664)	(21,537)	(21,630)	(21,863)	(22,046)	(21,951)	(22,335)	(21,790)	(23,661)	8.6	7.3	(89,737)	(87,076)	3.1
-Regularatory costs	(1,361)	(1,347)	(1,354)	(1,258)	(1,357)	(1,374)	(1,380)	(1,392)	(1,394)	(1,369)	(1,409)	(1,453)	3.1	4.4	(5,625)	(5,503)	2.2
-Depreciation and amortization	(12,599)	(12,961)	(13,055)	(13,158)	(12,969)	(12,783)	(12,822)	(12,722)	(12,789)	(12,787)	(12,479)	(12,573)	0.8	(1.2)	(50,628)	(51,296)	(1.3)
-Network OPEX and TOT partnership	(5,055)	(4,615)	(4,649)	(4,808)	(4,816)	(4,825)	(5,156)	(5,277)	(5,281)	(5,594)	(5,394)	(7,048)	30.7	33.6	(23,317)	(20,074)	16.2
-Other costs of services	(2,111)	(2,088)	(2,377)	(2,440)	(2,395)	(2,655)	(2,655)	(2,487)	(2,585)	(2,508)	(2,587)		3.1	(2.6)	(10,167)	(10,203)	(0.4)
Cost of sales	(9,628)	(6,923)	(6,205)	(13,459)	(9,141)	(8,769)	(9,833)	(11,353)	(9,752)	(7,370)	(8,517)	(10,758)	26.3	(5.2)	(36,397)	(39,096)	(6.9)
<b>Gross Profit</b>	<b>15,107</b>	<b>14,822</b>	<b>14,736</b>	<b>15,215</b>	<b>14,601</b>	<b>14,873</b>	<b>14,537</b>	<b>15,299</b>	<b>15,010</b>	<b>15,070</b>	<b>15,761</b>	<b>16,377</b>	<b>3.9</b>	<b>7.0</b>	<b>62,218</b>	<b>59,310</b>	<b>4.9</b>
SG&A	(5,494)	(5,145)	(5,236)	(5,826)	(5,537)	(5,690)	(5,633)	(5,492)	(5,570)	(4,910)	(4,957)	(5,589)	12.7	1.8	(21,026)	(22,353)	(5.9)
<b>EBITDA</b>	<b>22,105</b>	<b>23,034</b>	<b>22,243</b>	<b>22,911</b>	<b>22,404</b>	<b>22,353</b>	<b>22,884</b>	<b>22,636</b>	<b>23,317</b>	<b>23,171</b>	<b>23,674</b>	<b>23,579</b>	<b>(0.4)</b>	<b>3.0</b>	<b>93,206</b>	<b>89,732</b>	<b>3.9</b>
<b>Net profit</b>	<b>6,643</b>	<b>7,041</b>	<b>6,375</b>	<b>6,864</b>	<b>6,311</b>	<b>6,305</b>	<b>6,032</b>	<b>7,363</b>	<b>6,757</b>	<b>7,180</b>	<b>8,146</b>	<b>7,726</b>	<b>(5.2)</b>	<b>4.9</b>	<b>29,809</b>	<b>26,011</b>	<b>14.6</b>
<b>Core profit</b>	<b>6,867</b>	<b>6,699</b>	<b>6,803</b>	<b>6,701</b>	<b>6,353</b>	<b>6,640</b>	<b>6,263</b>	<b>6,792</b>	<b>6,694</b>	<b>7,158</b>	<b>7,589</b>	<b>7,726</b>	<b>1.8</b>	<b>13.8</b>	<b>29,167</b>	<b>26,048</b>	<b>12.0</b>
<b>Ratio</b>													<b>Change</b>		<b>Change</b>		
GPM	32.9	34.7	34.8	30.2	32.2	32.9	31.4	31.4	32.1	33.7	33.8	34.2	0.1	2.4	33.0	32.0	1.1
EBITDA margin	48.2	53.9	52.5	45.5	49.5	49.4	47.8	47.0	48.5	52.1	51.4	46.4	(0.7)	3.6	49.5	48.4	1.1
NPM	14.5	16.5	15.0	13.6	13.9	13.9	13.0	15.1	14.5	16.0	17.7	15.2	1.6	4.6	15.8	14.0	1.8

Source: Company data, KGI Securities Research

Figure 2: Key operating items

	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23F	% QoQ	% YoY	Change	Change
<b>Mobile</b>															<b>Change</b>	
<b>Subscriber (Mn)</b>	<b>42.8</b>	<b>43.2</b>	<b>43.7</b>	<b>44.1</b>	<b>44.6</b>	<b>45.5</b>	<b>45.7</b>	<b>46.0</b>	<b>46.1</b>	<b>45.3</b>	<b>44.4</b>	<b>44.4</b>	<b>(0.1)</b>	<b>(3.5)</b>		
-Postpaid	10.6	11.0	11.3	11.5	11.8	12.1	12.4	12.6	12.7	12.7	12.7	12.7	0.0	0.8		
-Prepaid	32.1	32.2	32.4	32.6	32.9	33.4	33.3	33.5	33.5	32.6	31.8	31.7	(0.2)	(5.2)		
<b>Net additional subscriber (Mn)</b>	<b>1.33</b>	<b>0.47</b>	<b>0.42</b>	<b>0.46</b>	<b>0.51</b>	<b>0.88</b>	<b>0.16</b>	<b>0.35</b>	<b>0.11</b>	<b>(0.80)</b>	<b>(0.87)</b>	<b>(0.06)</b>	<b>N.A.</b>	<b>N.A.</b>		
-Postpaid	0.44	0.35	0.29	0.25	0.24	0.31	0.30	0.19	0.11	0.00	(0.01)	0.00	(112.8)	(99.4)		
-Prepaid	0.89	0.11	0.13	0.21	0.27	0.57	(0.14)	0.16	(0.00)	(0.81)	(0.86)	(0.06)	(92.8)	(138.1)		
<b>Blended ARPU (Bt/subscriber/month)</b>	<b>232</b>	<b>225</b>	<b>223</b>	<b>224</b>	<b>216</b>	<b>215</b>	<b>212</b>	<b>214</b>	<b>210</b>	<b>214</b>	<b>216</b>	<b>218</b>	<b>0.5</b>	<b>1.9</b>		
-Postpaid	480	471	470	473	460	460	453	455	449	448	446	447	0.2	(1.8)		
-Prepaid	150	142	138	136	129	127	123	123	120	123	125	126	0.8	2.4		
<b>Broadband</b>															<b>Change</b>	
Subscriber (Mn)	1.4	1.5	1.7	1.8	1.9	2.0	2.1	2.2	2.3	2.3	2.4	2.4	2.1	12.0		
Net additional subscriber (Mn)	0.10	0.10	0.13	0.10	0.09	0.11	0.11	0.08	0.10	0.06	0.05	0.05	(5.2)	(40.8)		
ARPU (Bt/subscriber/month)	462	458	455	444	446	432	418	407	407	414	428	429	0.2	5.4		

Source: Company data, KGI Securities Research

Figure 3: ADVANC – Earnings revision

Financials (Btmn)	2023F			2024F			2025F		
	Previous	Revised	Change	Previous	Revised	Change	Previous	Revised	Change
	Percent			Percent			Percent		
Revenue	188,603	191,205	1.4	199,803	216,407	8.3	210,439	227,030	7.9
COGS	125,975	127,331	1.1	133,205	144,686	8.6	139,538	149,814	7.4
Gross profit	62,628	63,874	2.0	66,598	71,722	7.7	70,901	77,216	8.9
SG&A	22,471	22,565	0.4	23,365	27,722	18.6	24,600	29,777	21.0
Share of profits	0	161	N.A.	0	998	N.A.	0	1,022	N.A.
Other incomes	400	834	108.5	400	400	0.0	400	400	0.0
Finance costs	5,232	5,303	1.4	5,634	6,558	16.4	5,457	6,297	15.4
<b>Net profit</b>	<b>28,497</b>	<b>29,809</b>	<b>4.6</b>	<b>30,657</b>	<b>31,338</b>	<b>2.2</b>	<b>33,280</b>	<b>34,348</b>	<b>3.2</b>
<b>Normalized profit</b>	<b>28,497</b>	<b>29,168</b>	<b>2.4</b>	<b>30,657</b>	<b>31,338</b>	<b>2.2</b>	<b>33,280</b>	<b>34,348</b>	<b>3.2</b>
<b>Key financial ratio (%)</b>	<b>ppts</b>			<b>ppts</b>			<b>ppts</b>		
GPM	33.2	33.4	0.2	33.3	33.1	(0.2)	33.7	34.0	0.3
SG&A/Sale	11.9	11.8	(0.1)	11.7	12.8	1.1	11.7	13.1	1.4
ROE	31.7	32.7	1.0	33.0	33.4	0.4	34.4	34.9	0.5
Net profit growth	9.6	14.6	5.0	7.6	5.1	(2.4)	8.6	9.6	1.0
Normalised profit growth	9.4	12.0	2.6	7.6	7.4	(0.1)	8.6	9.6	1.0
<b>Key performance driver</b>									
Subscribers (mn)	44.8	44.8	0.0	46.3	46.3	0.0	47.8	47.8	0.0
Blended ARPU (Bt/month)	215.7	216.0	0.3	228.2	229.5	1.3	234.6	235.9	1.3
FBB ARPU (Bt/month)	413.0	420.2	1.7	415.0	428.6	3.3	416.0	429.7	3.3

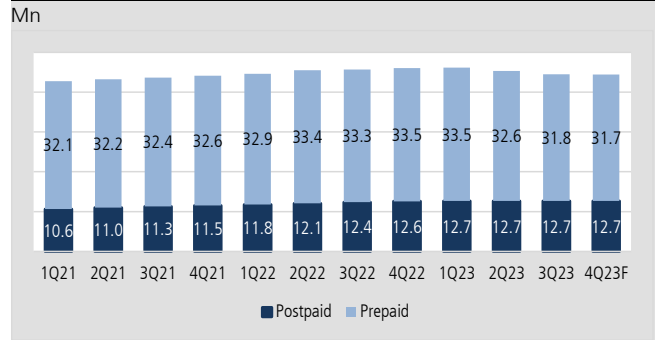
Source: Company data, KGI Securities Research

**Figure 4: Company profile**

Advanced Info Service (ADVANC) was founded in Thailand over 37 years ago (1986) providing telecommunication infrastructure with domestic-based operations in Thailand. ADVANC currently operates in four key business lines: mobile service (85-90% of core service revenue), followed by home fixed broadband (FBB) (8-10%), enterprise business (3-5%), digital services (<5%). ADVANC under brand "AIS" now has the second largest number of mobile subscribers in Thailand's telecom sector.

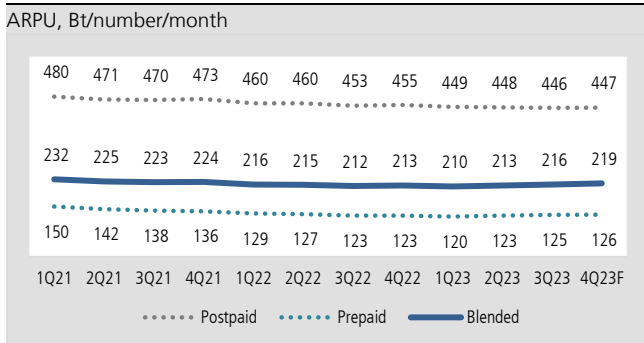
Source: Company data

**Figure 5: Breakdown of customers**



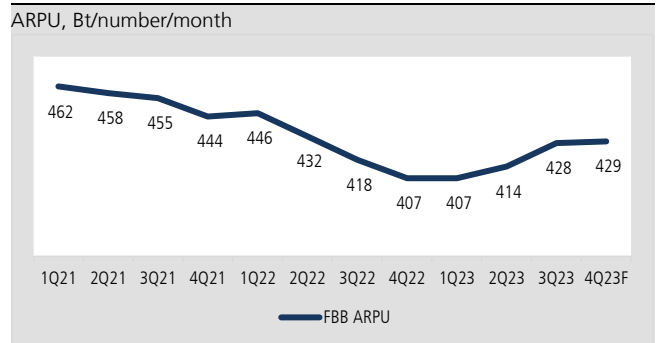
Source: Company data, KGI Securities Research

**Figure 6: Average Revenue Per User in Mobile unit**



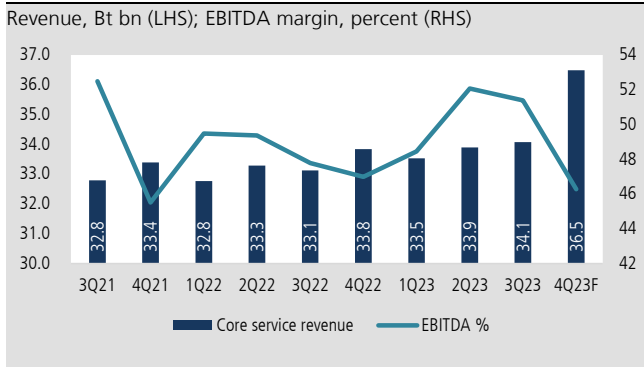
Source: Company data, KGI Securities Research

**Figure 7: Average Revenue Per User in FBB unit**



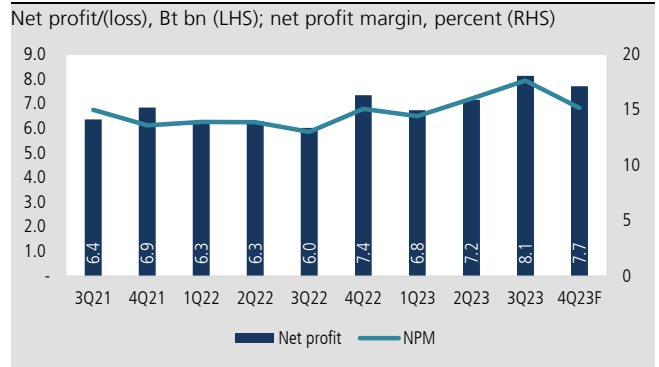
Source: Company data, KGI Securities Research

**Figure 8: Quarterly core service revenue**



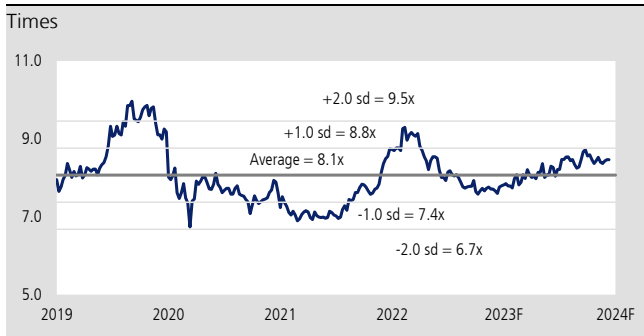
Source: Company data, KGI Securities Research

**Figure 9: Quarterly earnings**



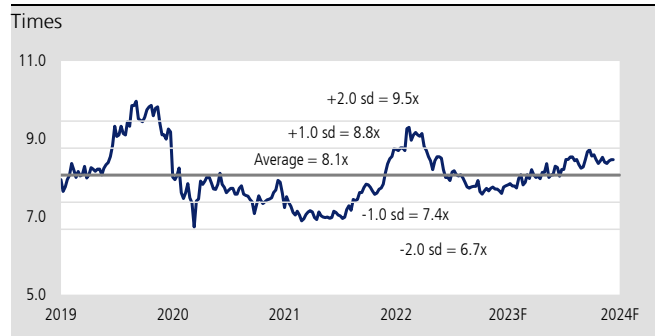
Source: Company data, KGI Securities Research

**Figure 10: ADVANC's forward PER**



Source: KGI Securities Research

**Figure 11: ADVANC's forward EV/EBITDA**



Source: KGI Securities Research

**Quarterly Income Statement**

	Mar-20A	Jun-20A	Sep-20A	Dec-20A	Mar-21A	Jun-21A	Sep-21A	Dec-21A	Mar-22A	Jun-22A	Sep-22A	Dec-22A	Mar-23A	Jun-23A	Sep-23A	Dec-23A
<b>Income Statement (Bt mn)</b>																
Revenue	42,845	42,256	41,715	46,074	45,861	42,757	42,377	50,338	45,279	45,273	46,234	48,699	46,712	44,774	46,068	50,796
Cost of Goods Sold	(26,757)	(26,767)	(26,528)	(30,796)	(30,755)	(27,935)	(27,640)	(35,123)	(30,678)	(30,399)	(31,696)	(33,399)	(31,702)	(29,704)	(30,306)	(34,419)
<b>Gross Profit</b>	<b>16,088</b>	<b>15,489</b>	<b>15,187</b>	<b>15,277</b>	<b>15,106</b>	<b>14,822</b>	<b>14,737</b>	<b>15,215</b>	<b>14,601</b>	<b>14,874</b>	<b>14,538</b>	<b>15,300</b>	<b>15,010</b>	<b>15,070</b>	<b>15,762</b>	<b>16,377</b>
Operating Expenses	(6,313)	(6,066)	(6,050)	(6,070)	(5,538)	(5,183)	(5,273)	(5,851)	(5,578)	(5,718)	(5,669)	(5,521)	(5,601)	(4,947)	(4,993)	(5,624)
Other incomes																
<b>Operating Profit</b>	<b>9,775</b>	<b>9,423</b>	<b>9,138</b>	<b>9,207</b>	<b>9,568</b>	<b>9,639</b>	<b>9,463</b>	<b>9,363</b>	<b>9,023</b>	<b>9,156</b>	<b>8,870</b>	<b>9,778</b>	<b>9,410</b>	<b>10,123</b>	<b>10,769</b>	<b>10,753</b>
Depreciation of fixed assets	(12,586)	(12,484)	(12,545)	(12,596)	(12,599)	(12,961)	(13,055)	(13,158)	(12,969)	(12,783)	(12,822)	(12,722)	(12,789)	(12,787)	(12,479)	(12,573)
<b>Operating EBITDA</b>	<b>22,361</b>	<b>21,907</b>	<b>21,683</b>	<b>21,803</b>	<b>22,167</b>	<b>22,600</b>	<b>22,518</b>	<b>22,521</b>	<b>21,992</b>	<b>21,939</b>	<b>21,692</b>	<b>22,500</b>	<b>22,199</b>	<b>22,910</b>	<b>23,248</b>	<b>23,326</b>
<b>Non-Operating Income</b>	<b>319</b>	<b>534</b>	<b>220</b>	<b>648</b>	<b>223</b>	<b>624</b>	<b>179</b>	<b>410</b>	<b>209</b>	<b>281</b>	<b>107</b>	<b>632</b>	<b>197</b>	<b>112</b>	<b>622</b>	<b>102</b>
Interest Income	92	103	72	53	64	56	51	47	56	26	23	22	33	25	36	41
Other Non-op Income	227	431	147	595	159	568	128	363	154	255	84	610	164	87	586	61
<b>Non-Operating Expenses</b>	<b>(1,995)</b>	<b>(1,546)</b>	<b>(1,630)</b>	<b>(1,358)</b>	<b>(1,609)</b>	<b>(1,618)</b>	<b>(1,842)</b>	<b>(1,366)</b>	<b>(1,362)</b>	<b>(1,657)</b>	<b>(1,525)</b>	<b>(1,294)</b>	<b>(1,250)</b>	<b>(1,333)</b>	<b>(1,366)</b>	<b>(1,514)</b>
Interest Expenses	(1,564)	(1,546)	(1,449)	(1,358)	(1,386)	(1,460)	(1,414)	(1,366)	(1,320)	(1,323)	(1,294)	(1,294)	(1,250)	(1,333)	(1,366)	(1,514)
Other Non-op Expenses	(430)	-	(181)	-	(223)	(157)	(428)	-	(42)	(335)	(231)	-	-	-	-	-
<b>Equity Income/(Loss)</b>	<b>(7)</b>	<b>0</b>	<b>3</b>	<b>(66)</b>	<b>(61)</b>	<b>(33)</b>	<b>(26)</b>	<b>(21)</b>	<b>(16)</b>	<b>(6)</b>	<b>(9)</b>	<b>(5)</b>	<b>(2)</b>	<b>2</b>	<b>9</b>	<b>152</b>
<b>Pre-tax Profit</b>	<b>8,092</b>	<b>8,411</b>	<b>7,730</b>	<b>8,431</b>	<b>8,121</b>	<b>8,613</b>	<b>7,774</b>	<b>8,387</b>	<b>7,855</b>	<b>7,773</b>	<b>7,443</b>	<b>9,111</b>	<b>8,354</b>	<b>8,905</b>	<b>10,034</b>	<b>9,492</b>
Current Taxation	(1,335)	(1,411)	(1,215)	(1,128)	(1,477)	(1,571)	(1,399)	(1,523)	(1,543)	(1,467)	(1,410)	(1,747)	(1,597)	(1,723)	(1,887)	(1,766)
Minorities	(1)	1	(2)	(1)	(1)	(0)	-	-	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Extraordinary items	-	-	-	-	-	-	-	-	-	-	-	-	-	-	434	-
<b>Net Profit</b>	<b>6,756</b>	<b>7,001</b>	<b>6,513</b>	<b>7,303</b>	<b>6,643</b>	<b>7,041</b>	<b>6,375</b>	<b>6,864</b>	<b>6,311</b>	<b>6,305</b>	<b>6,032</b>	<b>7,363</b>	<b>6,757</b>	<b>7,180</b>	<b>8,146</b>	<b>7,726</b>
<b>Normalized Profit</b>	<b>7,187</b>	<b>6,651</b>	<b>6,693</b>	<b>6,656</b>	<b>6,867</b>	<b>6,699</b>	<b>6,803</b>	<b>6,701</b>	<b>6,353</b>	<b>6,640</b>	<b>6,263</b>	<b>6,792</b>	<b>6,694</b>	<b>7,158</b>	<b>7,589</b>	<b>7,726</b>
EPS (Bt)	2.27	2.35	2.19	2.46	2.23	2.37	2.14	2.31	2.12	2.12	2.03	2.48	2.27	2.41	2.74	2.60
Normalized EPS (Bt)	2.42	2.24	2.25	2.24	2.31	2.25	2.29	2.25	2.14	2.23	2.11	2.28	2.25	2.41	2.55	2.60
<b>Margins (%)</b>																
Gross profit margin	37.5	36.7	36.4	33.2	32.9	34.7	34.8	30.2	32.2	32.9	31.4	31.4	32.1	33.7	34.2	32.2
Operating margin	22.8	22.3	21.9	20.0	20.9	22.5	22.3	18.6	19.9	20.2	19.2	20.1	20.1	22.6	23.4	21.2
Operating EBITDA margin	52.2	51.8	52.0	47.3	48.3	52.9	53.1	44.7	48.6	48.5	46.9	46.2	47.5	51.2	50.5	45.9
Net profit margin	15.8	16.6	15.6	15.9	14.5	16.5	15.0	13.6	13.9	13.9	13.0	15.1	14.5	16.0	17.7	15.2
<b>Growth YoY (%)</b>																
Revenue growth	(1.0)	(4.1)	(6.7)	(5.6)	7.0	1.2	1.6	9.3	(1.3)	5.9	9.1	(3.3)	3.2	(1.1)	(0.4)	4.3
Operating growth	(2.1)	(6.8)	(22.1)	(0.8)	(2.1)	2.3	3.6	1.7	(5.7)	(5.0)	(6.3)	4.4	4.3	10.6	21.4	10.0
Operating EBITDA growth	18.7	14.3	2.5	15.5	(0.9)	3.2	3.9	3.3	(0.8)	(2.9)	(3.7)	(0.1)	0.9	4.4	7.2	3.7
Net profit growth	(10.8)	(9.7)	(26.0)	3.4	(1.7)	0.6	(2.1)	(6.0)	(5.0)	(10.5)	(5.4)	7.3	7.1	13.9	35.0	4.9

Source: Company data, KGI Securities Research

**Balance Sheet**

As of 31 Dec (Bt mn)	2021	2022	2023F	2024F	2025F
<b>Total Assets</b>	<b>356,222</b>	<b>337,044</b>	<b>410,006</b>	<b>389,412</b>	<b>390,038</b>
<b>Current Assets</b>	<b>35,566</b>	<b>34,338</b>	<b>42,736</b>	<b>39,629</b>	<b>60,364</b>
Cash & ST Investments	14,131	9,994	17,367	10,999	26,267
Inventories	2,104	3,839	3,824	4,328	4,541
Accounts Receivable	18,372	20,025	20,841	23,588	28,833
Others	958	480	703	713	723
<b>Non-current Assets</b>	<b>320,656</b>	<b>302,706</b>	<b>367,270</b>	<b>349,784</b>	<b>329,674</b>
LT Investments	51,657	43,954	103,330	98,486	92,495
Net fixed Assets	249,618	233,017	237,614	224,356	209,597
Others	19,380	25,734	26,326	26,942	27,583
<b>Total Liabilities</b>	<b>274,397</b>	<b>251,227</b>	<b>318,798</b>	<b>295,598</b>	<b>291,602</b>
<b>Current Liabilities</b>	<b>91,868</b>	<b>96,341</b>	<b>95,812</b>	<b>100,476</b>	<b>94,491</b>
Accounts Payable	45,055	42,457	45,889	51,938	54,487
ST Borrowings	24,669	31,631	25,597	25,364	25,135
Others	22,144	22,253	24,325	23,174	14,869
<b>Long-term Liabilities</b>	<b>182,529</b>	<b>154,886</b>	<b>222,986</b>	<b>195,122</b>	<b>197,111</b>
Long-term Debts	98,366	95,545	132,366	123,844	138,322
Others	84,163	59,341	90,620	71,278	58,789
<b>Shareholders' Equity</b>	<b>81,825</b>	<b>85,816</b>	<b>91,208</b>	<b>93,815</b>	<b>98,436</b>
Common Stock	2,974	2,974	2,974	2,974	2,974
Capital Surplus	22,506	22,552	22,552	22,552	22,552
Retained Earnings	56,603	60,175	65,477	68,080	72,697
Preferred Stock	0	0	0	0	0

Source: KGI Securities Research

**Key Ratios**

Year to 31 Dec	2021	2022	2023F	2024F	2025F
<b>Growth (% YoY)</b>					
Sales	4.9	2.3	3.1	13.2	4.9
OP	0.2	(2.9)	13.3	6.8	7.6
EBITDA	1.8	(1.8)	5.4	6.1	7.2
NP	(1.9)	(3.4)	14.6	5.1	9.6
Normalized Profit	(1.9)	(3.4)	14.6	5.1	9.6
EPS	(1.9)	(3.4)	14.6	5.1	9.6
Normalized EPS	(2.8)	(1.4)	12.0	7.4	9.6
<b>Profitability (%)</b>					
Gross Margin	33.0	32.0	33.4	33.1	34.0
Operating Margin	21.2	20.2	22.2	20.9	21.5
EBITDA Margin	49.8	47.8	48.9	45.9	46.9
Net Profit Margin	14.8	14.0	15.6	14.5	15.1
ROAA	7.6	7.7	7.3	8.0	8.8
ROAE	32.9	30.3	32.7	33.4	34.9
<b>Stability</b>					
Gross Debt/Equity (%)	3.4	2.9	3.5	3.2	3.0
Net Debt/Equity (%)	1.5	1.4	2.0	1.9	1.7
Interest Coverage (x)	6.8	7.2	8.0	6.9	7.7
Interest & ST Debt Coverage (x)	6.8	3.7	4.6	4.3	4.7
Cash Flow/Interest Coverage (x)	15.4	15.6	16.3	14.1	14.9
Cash Flow/Interest & ST Debt (x)	15.4	8.0	9.3	8.8	9.1
Current Ratio (x)	0.4	0.4	0.4	0.4	0.6
Quick Ratio (x)	0.4	0.3	0.4	0.4	0.6
Net Debt (Bt mn)	124,832	118,423	182,803	176,434	170,534
<b>Per Share Data (Bt)</b>					
EPS	9.1	8.7	10.0	10.5	11.5
Normalized EPS	8.9	8.8	9.8	10.5	11.5
CFPS	29.1	27.4	29.0	31.2	31.6
BVPS	22.6	22.6	23.4	24.3	25.3
SPS	61.0	62.4	64.3	72.8	76.3
EBITDA/Share	30.4	29.8	31.4	33.4	35.8
DPS	7.7	7.7	8.9	9.5	10.5
<b>Activity</b>					
Asset Turnover (x)	0.5	0.6	0.5	0.6	0.6
Days Receivables	37.0	39.4	39.8	39.8	46.4
Days Inventory	6.3	11.1	11.0	10.9	11.1
Days Payable	135.4	122.8	131.5	131.0	132.8
Cash Cycle	(92.1)	(72.3)	(80.8)	(80.3)	(75.3)

Source: KGI Securities Research

**Profit & Loss**

Year to 31 Dec (Bt mn)	2021	2022	2023F	2024F	2025F
<b>Revenue</b>	<b>181,333</b>	<b>185,485</b>	<b>191,205</b>	<b>216,407</b>	<b>227,030</b>
Cost of Goods Sold	(121,453)	(126,172)	(127,331)	(144,686)	(149,814)
<b>Gross Profit</b>	<b>59,880</b>	<b>59,313</b>	<b>63,874</b>	<b>71,722</b>	<b>77,216</b>
Operating Expenses	(21,700)	(22,353)	(22,565)	(27,722)	(29,777)
Other Incomes	1,055	532	734	300	300
<b>Operating Profit</b>	<b>38,520</b>	<b>37,412</b>	<b>42,372</b>	<b>45,251</b>	<b>48,707</b>
Depreciation of fixed assets	(51,773)	(51,296)	(51,167)	(54,031)	(57,725)
<b>Operating EBITDA</b>	<b>91,408</b>	<b>89,731</b>	<b>93,539</b>	<b>99,282</b>	<b>106,431</b>
<b>Non-Operating Income</b>	<b>1,273</b>	<b>658</b>	<b>834</b>	<b>400</b>	<b>400</b>
Interest Income	217	126	100	100	100
Other Non-op Income	1,055	532	734	300	300
<b>Non-Operating Expenses</b>	<b>(5,626)</b>	<b>(5,230)</b>	<b>(5,303)</b>	<b>(6,558)</b>	<b>(6,297)</b>
Interest Expenses	(5,626)	(5,230)	(5,303)	(6,558)	(6,297)
Other Non-op Expenses	0	0	0	0	0
<b>Equity Income/(Loss)</b>	<b>(141)</b>	<b>(36)</b>	<b>161</b>	<b>998</b>	<b>1,022</b>
<b>Pre-tax Profit</b>	<b>32,894</b>	<b>32,182</b>	<b>37,068</b>	<b>38,693</b>	<b>42,409</b>
Current Taxation	(5,970)	(6,168)	(7,256)	(7,352)	(8,058)
Minorities	(2)	(3)	(3)	(3)	(4)
Extraordinary items	0	0	434	0	0
<b>Net Profit</b>	<b>26,922</b>	<b>26,011</b>	<b>29,809</b>	<b>31,338</b>	<b>34,348</b>
<b>Normalized Profit</b>	<b>26,422</b>	<b>26,048</b>	<b>29,168</b>	<b>31,338</b>	<b>34,348</b>
EPS (Bt)	9.05	8.75	10.02	10.54	11.55
Normalized EPS (Bt)	8.88	8.76	9.81	10.54	11.55

Source: KGI Securities Research

**Cash Flow**

Year to 31 Dec (Bt mn)	2021	2022	2023F	2024F	2025F
<b>Operating Cash Flow</b>	<b>86,634</b>	<b>81,405</b>	<b>86,266</b>	<b>92,674</b>	<b>94,008</b>
Net Profit	26,924	26,014	29,812	31,342	34,352
Depreciation & Amortization	53,374	52,902	51,167	54,031	57,725
Change in Working Capital	(8,601)	(13,201)	(17)	743	(4,366)
Others	14,937	15,690	5,303	6,558	6,297
<b>Investment Cash Flow</b>	<b>(45,352)</b>	<b>(42,996)</b>	<b>(85,747)</b>	<b>(55,241)</b>	<b>(57,205)</b>
Net CAPEX	(25,786)	(32,319)	(68,376)	(39,368)	(41,263)
Change in LT Investment	(19,512)	(11,039)	(4,885)	(14,422)	(14,422)
Change in Other Assets	(54)	362	(12,485)	(1,452)	(1,521)
<b>Free Cash Flow</b>	<b>41,282</b>	<b>38,409</b>	<b>519</b>	<b>37,433</b>	<b>36,803</b>
<b>Financing Cash Flow</b>	<b>(46,964)</b>	<b>(42,135)</b>	<b>6,983</b>	<b>(43,818)</b>	<b>(21,552)</b>
Change in Share Capital	0	0	0	0	0
Net Change in Debt	(22,068)	(15,890)	36,707	(8,525)	14,476
Change in Other LT Liab.	(24,896)	(26,245)	(29,724)	(35,293)	(36,028)
<b>Net Cash Flow</b>	<b>(5,681)</b>	<b>(3,726)</b>	<b>7,502</b>	<b>(6,385)</b>	<b>15,251</b>

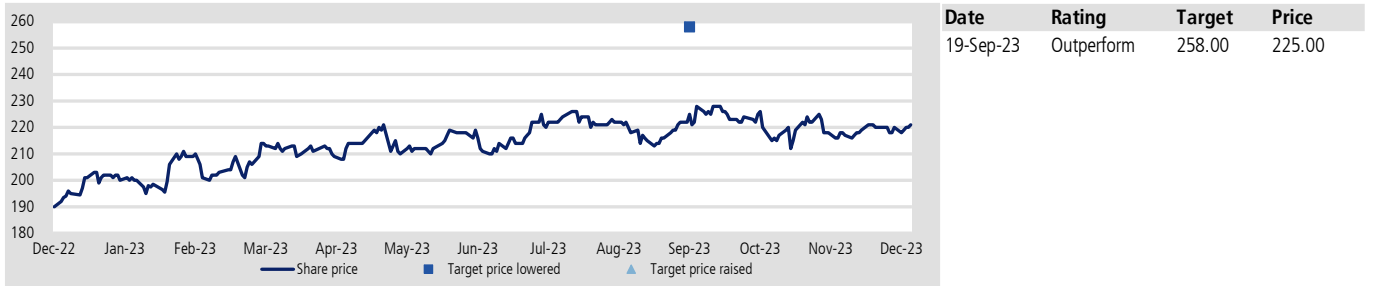
Source: KGI Securities Research

**Rates of Return on Invested Capital**

Year	1- COGS	+ Depreciation	+ Operating Exp.	= Operating Margin
	Revenue	Revenue	Revenue	
2021	38.4%	28.6%	12.5%	20.5%
2022	41.3%	27.7%	12.3%	18.7%
2023F	42.0%	26.8%	12.2%	19.1%
2024F	41.9%	25.0%	12.9%	20.2%
2025F	40.6%	25.4%	13.2%	20.8%
Year	1/ Working Capital	+ Net PPE	+ Other Assets	= Capital Turnover
	Revenue	Revenue	Revenue	
2021	0.0	0.6	1.3	0.5
2022	-0.1	0.6	1.2	0.6
2023F	0.0	0.7	1.5	0.5
2024F	0.0	0.6	1.2	0.6
2025F	0.0	0.6	1.2	0.6
Year	Operating Margin	x Capital Turnover	x Cash Tax Rate	= After-tax Return on Inv. Capital
2021	20.5%	0.5	18.1%	1.9%
2022	18.7%	0.6	19.2%	2.1%
2023F	19.1%	0.5	19.6%	1.7%
2024F	20.2%	0.6	19.0%	2.1%
2025F	20.8%	0.6	19.0%	2.3%

Source: KGI Securities Research

Advanced Info Service - Recommendation & target price history



Source: KGI Securities Research

## Company's ESG details

### Environment

- AIS worked with public and private partners to organize "Green Paholyothin", a campaign on collecting e-waste that promoted the separation and proper disposal of e-waste.
- AIS expanded the "Green Phaholyothin" project from 2019 by growing e-waste collection points to 2,000 locations nationwide. Also, expanding collaboration with government and private companies such as Thailand Post, Central Group, and TRBN (Thailand Responsible 'Business Network) to increase collection.
- AIS encourages the company's customers to reduce using paper by turning to use electronic services e.g. e-statements, e-payment, e-top up and e-receipt.
- The company selected equipment and upgraded to improve energy efficiency and reduce electricity usage.

### Social

- The company supported internal Innovation through "AIS InnoJUMP" which promotes staff to adopt an innovative mindset and drives innovation by providing opportunities to experiment and create developments that may lead to new business ventures for the company.
- AIS's relevant staffs underwent over 23 different training courses and certification programs encompassing Ethical Hacking and Penetration Testing, to allow them to test the security of systems by seeking out loopholes and weaknesses, Incident Management and Forensics, to allow them to handle and manage cyberthreats appropriately and promptly as well as to inspect for digital forensic evidence and Cyber security and Data Privacy.
- Continual cyber security in mind promotion for all AIS personnel nationwide on a monthly basis to ensure proper and correct practices online and offline.
- In 2019, the company set up the Kaset Farm Suk technology learning center to serve as a source of knowledge on Smart Farmer approaches and use of the IoT or Intelligent Farm (iFarm) platform to better efficiently, accurately and conveniently manage farms.
- The company organized the "Aun Jai CYBER" activity, inviting teachers from over 150 schools to join training to enhance 8 skills in DQ (Digital Quotient) for students.
- In 2020, AIS developed and delivered 23 robots with 5G technology to 22 hospitals, including Chula hospital, Thai Red Cross, Rajavithi Hospital, and Siriraj Hospital. The robots use 5G to increase speed for data processing and examination as well as reduce the risk of spreading COVID-19.
- The company cooperated with Chulabhorn Royal Academy in developing 5G Total Telemedicine Solution to support medical services such as a nursing robot with AI processing on 5G, online doctor's consultancy, and Smart Class room supported by 5G.
- AIS worked with the Faculty of Medicine, Siriraj Hospital – Faculty of Engineering, Mahidol University to install 5G CPE to distribute 5G signal to enhance the efficiency of "Siriraj Mobile Stroke Unit" for treatment immediately.

### Governance

- ADVANC maintains annual "Excellent" CG scoring From Thai Institute of Directors Association (IOD).

### Climate Management (Being the subset of Environment)

- The company increased renewable energy usage e.g., using solar energy at data centers and base stations. Note that the company targets to increase renewable energy usage to 5% of total energy consumption within 2023 compared to 0.06% in 2018.
- To reduce greenhouse gas (GHG) emissions, the company set direct and indirect business operations greenhouse gas emissions targets.
- In 2023, the company targets to reduce GHG emissions intensity by 90% from the baseline in 2015 (calculated from the ratio of direct and indirect emissions to data traffic).

Source: Company data, KGI Securities Research

## SET ESG Ratings

Stock	Company name	SET ESG Ratings	Stock	Company name	SET ESG Ratings
<b>ADVANC</b>	ADVANCED INFO SERVICE	<b>AAA</b>	<b>KTC</b>	KRUNGTHAI CARD	<b>AAA</b>
<b>AMATA</b>	AMATA CORPORATION	<b>AAA</b>	<b>LH</b>	LAND AND HOUSES	<b>A</b>
<b>AOT</b>	AIRPORTS OF THAILAND	<b>A</b>	<b>MAJOR</b>	MAJOR CINEPLEX GROUP	<b>AA</b>
<b>AP</b>	AP (THAILAND)	<b>AA</b>	<b>MEGA</b>	MEGA LIFESCIENCES	<b>A</b>
<b>BAFS</b>	BANGKOK AVIATION FUEL SERVICES PCL.	<b>AA</b>	<b>MINT</b>	MINOR INTERNATIONAL	<b>AA</b>
<b>BAM</b>	BANGKOK COMMERCIAL ASSET MANAGEMEN	<b>AA</b>	<b>MTC</b>	MUANGTHAI CAPITAL	<b>A</b>
<b>BANPU</b>	BANPU	<b>AAA</b>	<b>OR</b>	PTT OIL AND RETAIL BUSINESS	<b>AAA</b>
<b>BBGI</b>	BBGI	<b>AA</b>	<b>ORI</b>	ORIGIN PROPERTY	<b>AA</b>
<b>BBL</b>	BANGKOK BANK	<b>AA</b>	<b>OSP</b>	OSOTSPA	<b>AA</b>
<b>BCH</b>	BANGKOK CHAIN HOSPITAL	<b>AA</b>	<b>PLANB</b>	PLAN B MEDIA	<b>AA</b>
<b>BCP</b>	BANGCHAK CORPORATION	<b>AAA</b>	<b>PSH</b>	PRUKSA HOLDING	<b>BBB</b>
<b>BCPG</b>	BCPG	<b>AA</b>	<b>PTT</b>	PTT	<b>AAA</b>
<b>BDMS</b>	BANGKOK DUSIT MEDICAL SERVICES	<b>AA</b>	<b>PTTEP</b>	PTT EXPLORATION AND PRODUCTION	<b>AAA</b>
<b>BEM</b>	BANGKOK EXPRESSWAY AND METRO	<b>AA</b>	<b>PTTGC</b>	PTT GLOBAL CHEMICAL	<b>AAA</b>
<b>BGRIM</b>	B.GRIMM POWER	<b>AAA</b>	<b>RATCH</b>	RATCH GROUP	<b>AA</b>
<b>BPP</b>	BANPU POWER	<b>AAA</b>	<b>RBF</b>	R&B FOOD SUPPLY	<b>BBB</b>
<b>BTS</b>	BTS GROUP HOLDINGS	<b>AA</b>	<b>SAK</b>	SAKSIAM LEASING	<b>A</b>
<b>CBG</b>	CARABAO GROUP	<b>A</b>	<b>SAPPE</b>	SAPPE	<b>BBB</b>
<b>CENTEL</b>	CENTRAL PLAZA HOTEL	<b>A</b>	<b>SAT</b>	SOMBOON ADVANCE TECHNOLOGY	<b>AA</b>
<b>CK</b>	CH. KARNCHANG	<b>A</b>	<b>SAWAD</b>	SRISAWAD CORPORATION	<b>BBB</b>
<b>CKP</b>	CK POWER	<b>AAA</b>	<b>SCB</b>	SCB X	<b>AA</b>
<b>COM7</b>	COM7	<b>A</b>	<b>SCC</b>	THE SIAM CEMENT	<b>AAA</b>
<b>CPALL</b>	CP ALL	<b>AAA</b>	<b>SCCC</b>	SIAM CITY CEMENT	<b>AA</b>
<b>CPAXT</b>	CP AXTRA	<b>AAA</b>	<b>SCGP</b>	SCG PACKAGING	<b>AAA</b>
<b>CPF</b>	CHAROEN POKPHAND FOODS	<b>AAA</b>	<b>SHR</b>	S HOTELS AND RESORTS	<b>A</b>
<b>CPN</b>	CENTRAL PATTANA	<b>AA</b>	<b>SICT</b>	SILICON CRAFT TECHNOLOGY	<b>A</b>
<b>EGCO</b>	ELECTRICITY GENERATING	<b>AA</b>	<b>SMPC</b>	SAHAMITR PRESSURE CONTAINER	<b>AA</b>
<b>ERW</b>	THE ERWAN GROUP	<b>A</b>	<b>SNC</b>	SNC FORMER	<b>A</b>
<b>GFPT</b>	GFPT	<b>BBB</b>	<b>SPALI</b>	SUPALAI	<b>AA</b>
<b>GLOBAL</b>	SIAM GLOBAL HOUSE	<b>AA</b>	<b>STEC</b>	SINO-THAI ENGINEERING AND CONSTRUCTION	<b>A</b>
<b>GPSC</b>	GLOBAL POWER SYNERGY	<b>AA</b>	<b>STGT</b>	SRI TRANG GLOVES (THAILAND)	<b>AAA</b>
<b>GULF</b>	GULF ENERGY DEVELOPMENT	<b>AA</b>	<b>TCAP</b>	THANACHART CAPITAL	<b>A</b>
<b>HANA</b>	HANA MICROELECTRONICS	<b>AA</b>	<b>TFG</b>	THAIFOODS GROUP	<b>A</b>
<b>HENG</b>	HENG LEASING AND CAPITAL	<b>A</b>	<b>THCOM</b>	THAICOM	<b>AAA</b>
<b>HMPRO</b>	HOME PRODUCT CENTER	<b>AA</b>	<b>TISCO</b>	TISCO FINANCIAL GROUP	<b>AAA</b>
<b>INTUCH</b>	INTOUCH HOLDINGS	<b>AA</b>	<b>TOP</b>	THAI OIL	<b>AAA</b>
<b>IRPC</b>	IRPC	<b>AA</b>	<b>TTB</b>	TMBTHANACHART BANK	<b>AA</b>
<b>IVL</b>	INDORAMA VENTURES	<b>AA</b>	<b>UBE</b>	UBON BIO ETHANOL	<b>A</b>
<b>KBANK</b>	KASIKORNBANK	<b>AAA</b>	<b>VGI</b>	VGI	<b>AA</b>
<b>KEX</b>	KERRY EXPRESS (THAILAND)	<b>BBB</b>	<b>WHA</b>	WHA CORPORATION	<b>AAA</b>
<b>KKP</b>	KIATNAKIN PHATRA BANK	<b>BBB</b>	<b>WHAUP</b>	WHA UTILITIES AND POWER	<b>AAA</b>
<b>KTB</b>	KRUNG THAI BANK	<b>AAA</b>	<b>ZEN</b>	ZEN CORPORATION GROUP	<b>AA</b>

Source: www.setsustainability.com

**Disclaimer:** The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by the relevant institution as disclosed by the Office of the Securities and Exchange Commission, is made in order to comply with the policy and sustainable development plan for the listed companies. The relevant institution made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of the assessment result.



# Corporate Governance Report of Thai Listed Companies



## Companies with Excellent CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	GLOBAL	SIAM GLOBAL HOUSE	RATCH	RATCH GROUP
ADVANC	ADVANCED INFO SERVICE	GPSC	GLOBAL POWER SYNERGY	RBF	R&B FOOD SUPPLY
AMA	AMA MARINE	GULF	GULF ENERGY DEVELOPMENT	SAT	SOMBOON ADVANCE TECHNOLOGY
AMATA	AMATA CORPORATION	HANA	HANA MICROELECTRONICS	SCB	SCB X
ANAN	ANANDA DEVELOPMENT	HENG	HENG LEASING AND CAPITAL	SCC	THE SIAM CEMENT
AOT	AIRPORTS OF THAILAND	HMPRO	HOME PRODUCT CENTER	SCCC	SIAM CITY CEMENT
AP	AP (THAILAND)	INTUCH	INTOUCH HOLDINGS	SCGP	SCG PACKAGING
BAFS	BANGKOK AVIATION FUEL SERVICES PCL.	IRPC	IRPC	SEAFECO	SEAFECO
BAM	BANGKOK COMMERCIAL ASSET MANAGEMENT	IVL	INDORAMA VENTURES	SHR	S HOTELS AND RESORTS
BANPU	BANPU	KBANK	KASIKORNBANK	SICT	SILICON CRAFT TECHNOLOGY
BBL	BANGKOK BANK	KCE	KCE ELECTRONICS	SMPC	SAHAMITR PRESSURE CONTAINER
BCP	BANGCHAK CORPORATION	KEX	KERRY EXPRESS (THAILAND)	SNC	SNC FORMER
BCPG	BCPG	KKP	KIATNAKIN PHATRA BANK	SPALI	SUPALAI
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KTB	KRUNG THAI BANK	SPRC	STAR PETROLEUM REFINING
BEM	BANGKOK EXPRESSWAY AND METRO	KTC	KRUNGTHAI CARD	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION
BGRIM	B.GRIMM POWER	LPN	L.P.N. DEVELOPMENT	STGT	SRI TRANG GLOVES (THAILAND)
BPP	BANPU POWER	MAJOR	MAJOR CINEPLEX GROUP	SUN	SUNSWEEET
BTS	BTS GROUP HOLDINGS	MBK	MBK	SVI	SVI
CENTEL	CENTRAL PLAZA HOTEL	MINT	MINOR INTERNATIONAL	TACC	T.A.C. CONSUMER
CK	CH. KARNCHANG	MTC	MUANGTHAI CAPITAL	TCAP	THANACHART CAPITAL
CKP	CK POWER	OR	PTT OIL AND RETAIL BUSINESS	THCOM	THAICOM
COM7	COM7	ORI	ORIGIN PROPERTY	TISCO	TISCO FINANCIAL GROUP
CPALL	CP ALL	OSP	OSOTSPA	TKN	TAOKAENOI FOOD & MARKETING
CPAXT	CP AXTRA	PLANB	PLAN B MEDIA	TOP	THAI OIL
CPF	CHAROEN POKPHAND FOODS	PSH	PRUKSA HOLDING	TTB	TMBTHANACHART BANK
CPN	CENTRAL PATTANA	PTG	PTG ENERGY	TU	THAI UNION GROUP
DELTA	DELTA ELECTRONICS (THAILAND)	PTT	PTT	VGI	VGI
DOHOM	DOHOME	PTTEP	PTT EXPLORATION AND PRODUCTION	WHA	WHA CORPORATION
EGCO	ELECTRICITY GENERATING	PTTGC	PTT GLOBAL CHEMICAL	WHAUP	WHA UTILITIES AND POWER
GFPT	GFPT	PYLON	PYLON	ZEN	ZEN CORPORATION GROUP
GGC	GLOBAL GREEN CHEMICALS	QH	QUALITY HOUSES		



## Companies with Very Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AEONTS	AEON THANA SINSAP (THAILAND)	JMT	JMT NETWORK SERVICES	SFT	SHRINKFLEX (THAILAND)
BCH	BANGKOK CHAIN HOSPITAL	LH	LAND AND HOUSES	SINGER	SINGER THAILAND
BEC	BEC WORLD	M	MK RESTAURANT GROUP	SMD	SAINTMED
BH	BUMRUNGRAD HOSPITAL	MEGA	MEGA LIFESCIENCES	SNNP	SRINANAPORN MARKETING
CBG	CARABAO GROUP	NETBAY	NETBAY	SPA	SIAM WELLNESS GROUP
CHG	CHULARAT HOSPITAL	PJW	PANJAWATTANA PLASTIC	TFG	THAIFOODS GROUP
ERW	THE ERAWAN GROUP	SAK	SAKSIAM LEASING	TIDLOR	NGERN TID LOR
ESSO	ESSO (THAILAND)	SAPPE	SAPPE	TNP	THANAPIRIYA
HUMAN	HUMANICA	SAWAD	SRISAWAD CORPORATION	UBE	UBON BIO ETHANOL
IIG	I&I GROUP	SFLEX	STARFLEX	XO	EXOTIC FOOD



## Companies with Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AU	AFTER YOU	LPH	LADPRAO GENERAL HOSPITAL	TPCH	TPC POWER HOLDING
EKH	EKACHAI MEDICAL CARE	MENA	MENA TRANSPORT		
JMART	JAYMART GROUP HOLDINGS	SISB	SISB		

## Companies classified Not in the three highest score groups

Stock	Company name	Stock	Company name	Stock	Company name
BBGI	BBGI	NTSC	Nutrition SC	TGE	THACHANG GREEN ENERGY
BTG	BETAGRO	PLT	Pilatus Marine		
ITC	i-Tail Corporation	PQS	Premier Quality Starch		

Source: www.thai-iod.com

**Disclaimer:** The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an assessment of operation and is not based on inside information. The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of such survey result.

## Anti-corruption Progress Indicator

### Level 5: Extended

Stock	Company name	Stock	Company name	Stock	Company name
ADVANC	ADVANCED INFO SERVICE	GLOBAL	SIAM GLOBAL HOUSE	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	GPSC	GLOBAL POWER SYNERGY	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
BBL	BANGKOK BANK	HMPRO	HOME PRODUCT CENTER	ROBINS	ROBINSON DEPARTMENT STORE
BCH	BANGKOK CHAIN HOSPITAL	IRPC	IRPC	SCC	THE SIAM CEMENT
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KBANK	KASIKORN BANK	SIRI	SANSIRI
BIGC	BIG C SUPERCENTER	KCE	KCE ELECTRONICS	SPALI	SUPALAI
CK	CH. KARNCHANG	KKP	KIATNAKIN BANK	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION
DCC	DYNASTY CERAMIC	KTB	KRUNG THAI BANK	TCAP	THANACHART CAPITAL
DELTA	DELTA ELECTRONICS (THAILAND)	LPH	LADPRAO GENERAL HOSPITAL	TISCO	TISCO FINANCIAL GROUP
DRT	DIAMOND ROOFING TILES	PACE	PACE DEVELOPMENT CORPORATION	TMT	THAI METAL TRADE
EGCO	ELECTRICITY GENERATING	PTT	PTT	TOP	THAI OIL
GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL		

### Level 4: Certified

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	ERW	THE ERAWAN GROUP	SAPPE	SAPPE
AP	ASIAN PROPERTY DEVELOPMENT	GLOW	GLOW ENERGY	SAWAD	SRISAWAD POWER 1979
BA	BANGKOK AIRWAYS	GUNKUL	GUNKUL ENGINEERING	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	ILINK	INTERLINK COMMUNICATION	SCN	SCAN INTER
BCP	THE BANGCHAK PETROLEUM	KTC	KRUNGTHAI CARD	SEAFSCO	SEAFSCO
BH	BUMRUNGRAD HOSPITAL	LH	LAND AND HOUSES	SVI	SVI
BJCHI	BJC HEAVY INDUSTRIES	LPN	L.P.N. DEVELOPMENT	TASCO	TIPCO ASPHALT
CBG	CARABAO GROUP	MAKRO	SIAM MAKRO	TKN	TAOKAENOI FOOD & MARKETING
CENTEL	CENTRAL PLAZA HOTEL	MALEE	MALEE SAMPRAN	TMB	TMB BANK
CHG	CHULARAT HOSPITAL	MINT	MINOR INTERNATIONAL	TRT	TIRATHAI
CKP	CK POWER	MODERN	MODERNFORM GROUP	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	NOK	NOK AIRLINES	TVO	THAI VEGETABLE OIL
CPN	CENTRAL PATTANA	PTTEP	PTT EXPLORATION AND PRODUCTION		
DTAC	TOTAL ACCESS COMMUNICATION	PYLON	PYLON		

### Level 3: Established

Stock	Company name	Stock	Company name	Stock	Company name
BEM	BANGKOK EXPRESSWAY AND METRO	MTLS	MUANGTHAI LEASING	SPRC	STAR PETROLEUM REFINING
CPALL	CP ALL	SCI	SCI ELECTRIC		

### No progress

Stock	Company name	Stock	Company name	Stock	Company name
AOT	AIRPORTS OF THAILAND	BPP	BANPU POWER	FN	FN FACTORY OUTLET
BPCG	BPCG	BTS	BTS GROUP HOLDINGS	TPCH	TPC POWER HOLDING

Source: www.cgthailand.org

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**KGI's Ratings**

<b>Rating</b>	<b>Definition</b>
Outperform (OP)	The stock's excess return over the next twelve months is ranked in the top 40% of KGI's coverage universe in the related market (e.g. Taiwan)..
Neutral (N)	The stock's excess return over the next twelve months is ranked in the range between the top 40% and the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan)
Under perform (U)	The stock's excess return over the next twelve months is ranked in the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan).
Not Rated (NR)	The stock is not rated by KGI.
Restricted (R)	KGI policy and/or applicable law regulations preclude certain types of communications, including an investment recommendation, during the course of KGI's engagement in an investment banking transaction and in certain other circumstances.  Excess return = 12M target price/current price-
Note	When an analyst publishes a new report on a covered stock, we rank the stock's excess return with those of other stocks in KGI's coverage universe in the related market. We will assign a rating based on its ranking. If an analyst does not publish a new report on a covered stock, its rating will not be changed automatically.

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