COMPANY UPDATE

# Hana Microelectronics

# (HANA.BK/HANA TB)\*

# ประมาณการ 3Q67: คาดว่ากำไรจะฟื้นตัวจาก PC และ smartphone

อัพเคตแนวโนมอุตสาหกรรม และ ประมาณการ 3Q67

## คาดวา PC และ smartphone จะฟื้นตัวขึ้นในช่วง 4Q67-2568

ในบทวิเคราะห์ IT Hardware ของ KGI Taiwan เรื่อง Eyes on AI server makers & Apple supply chain ที่ เผยแพรเมื่อวันที่ 13 กันยายน 2567 ทีม KGI Taiwan คาควายอคจัคสง NB ใน 3Q67F จะทรงตัว หลังจาก ที่ได้ตรวจสอบข้อมูลล่าสุดกับ NB ODMs ห้าอันดับแรกในไต้หวัน หลังจากที่ยอดจัดส่ง NB เดือน สิงหาคมเพิ่มขึ้น 15% MoM แต่ลดลง 2% YoY นอกจากนี้ ทีม KGI Taiwan ยังคาควาการออก AI PC รุ่น ใหม่จะช่วยให<sup>้</sup>อุปสงค์เพิ่มขึ้นในช่วง 4Q67-2568F โดยคาควายอดจัดส่ง PC ทั้งโลกจะเพิ่มขึ้น 3% ในปี 2567 และ 5-6% ในปี 2568 นอกจากนี้ ยังคาควายอดจัดส่ง smartphone ทั้งโลกจะกลับมาขยายตัว 1% YoY ในปี 2567F และ 5% YoY ในปี 2568F โดยกาควา iPhone จะมีสัดสวนประมาณ 20% ของยอดจัดสง smartphone ทั้งโลก ซึ่งคาควาจะเพิ่มขึ้น 7% YoY ใน 4Q67 และ 7% ในปี 2568 หลังจากที่มีการเปิดตัว Apple Intelligence

ประมาณการ 3Q67: กำไรจากธุรกิจหลักลดลงทั้ง YoY และ QoQ

เราคาดวากำไรจากธุรกิจหลักของ HANA ใน 3Q67 จะอยู่ที่ 480 ล้านบาท (-29% YoY, -2% QoQ) ซึ่งจะ ทำให้กำไรจากธุรกิจหลักในงวด 9M67 อยู่ที่ 1.3 พันลานบาท (-23% YoY) และ คิดเป็น 69% ของ ประมาณการเต็มปีของเรา ทั้งนี้ เรากาควายอคขายใน 3Q67 จะอยู่ที่ 193 ล้านคอลลาร์ฯ (+4% YoY, +5% QoQ) เนื่องจากยอดขายกลุ่ม smartphone (กิดเป็นประมาณ 30% ของยอดขายรวมของ HANA) ดีขึ้น ซึ่ง จะทำใหยอดขายในงวด 9M67 อยู่ที่ 556 ล้านดอลลาร์ฯ (-4% YoY) และ คิดเป็น 72% ของประมาณการ เค็มปีของเรา ทั้งนี้ ประสิทธิภาพการผลิตที่ดีขึ้นจากยอดขายที่เพิ่มขึ้นสุ่งผลให้อัตรากำไรดีขึ้น ซึ่งจะ หักล้างกันไปกับเงินบาทที่แข็งกาขึ้น ดังนั้น เราจึงกาดว่าอัตรากำไรขั้นต้นใน 3Q67 จะอยู่ที่ 12.4% (-3.3ppts YoY, ทรงตัว QoQ) ในขณะที่คาควาสัคส่วน SG&A ต่อยอคขายจะอยู่ที่ 6.2% (จาก 6.9% ใน 3066 และ 6.2% ใน 2067)

ยอดขายหลังจากนี้จะเพิ่มขึ้น ในขณะที่ยังต้องจับตาอัตรากำไร

เราคาควายอดขาย HANA จะฟื้นตัวขึ้นในปี 2568 จากการเปลี่ยนเครื่อง smartphone (ประมาณ 30% ของ ยอดขายรวม) และ PC (ประมาณ 5% ของยอดขายรวม) โดยเราคาควายอดขายปี 2568 นาจะ โตได้ 4% ตาม สมมติฐานจของเรา ในขณะที่มองวาการแข็งค่าของเงินบาทจะเป็นความเสี่ยงต่อแนวโน้มอัตรากำไรของ บริษัท โดยเงินบาทที่แข็งค่าขึ้นทุก ๆ 1 บาท/ดอลลาร์ฯ จะทำให้กำไรสุทธิของ HANA ลดลง ~10%

เรายังคงคำแนะนำ "ถือ" HANA โดยประเมินราคาเป้าหมายสิ้นปี 2568 ที่ 42.00 บาท อิงจาก PER ที่ 19.0x (คาเฉลี่ยในอดีต)

ภัยธรรมชาติ, มีการปิดโรงงานนอกแผน, ลูกค้าเปลี่ยนไปสั่งสินค้าจาก supplier รายอื่น, ขาดแคลน วัตถุดิบ, เงินบาทแข็งคาขึ้น

#### Key financials and valuations

Year end Dec 31	Dec-21A	Dec-22A	Dec-23A	Dec-24F	Dec-25F
Revenue (Btmn)	23,780	27,167	26,152	27,522	27,543
Gross profit (Btmn)	3,287	3,661	3,242	3,359	3,438
SG&A (Btmn)	1,423	1,695	1,631	1,763	1,764
Net profit (Btmn)	1,545	2,102	1,761	1,770	1,984
Normalized profit (Btmn)	2,274	2,398	2,009	1,919	1,984
EPS (Bt)	1.92	2.61	1.99	2.00	2.24
Normalized EPS (Btmn)	2.83	2.98	2.27	2.17	2.24
DPS (Btmn)	2.0	1.0	1.0	1.0	1.0
EPS growth (%)	(19.0)	36.0	(23.9)	0.5	12.1
Normalized EPS growth (%)	26.5	5.4	(23.8)	(4.5)	3.4
P/E (X)	32.1	13.7	18.0	18.8	18.2
P/B (X)	3.2	1.4	1.2	1.2	1.2
EV/EBITDA (X)	24.1	8.1	8.6	6.7	6.1
Net debt to Equity (%)	(14.3)	(10.0)	(19.4)	(18.7)	(20.5)
Dividend yield (%)	2.2	2.5	2.5	2.5	2.5
Return on Equity (%)	6.9	9.0	6.6	6.0	6.5

Source: Company data, KGI Securities Research

## **SET ESG Rating of AA**

### **Neutral** - Maintained

Price as of 30 Sep 2024	40.75
12M target price (Bt/shr)	42.00
Unchanged/Revised up(down)(%)	Unchanged
Upside/downside (%)	3.1

#### **Key messages**

เราคาคว่า HANA จะได้อานิสงส์จากวัฏจักรการเปลี่ยนอุปกรณ์ เป็นเครื่องที่รองรับระบบ AI ในขณะที่เงินบาทที่แข็งค่าขึ้น อาจจะกดคันอัตรากำไร เรายังคงคำแนะนำ "ถือ" HANA โดย ประเมินราคาเป้าหมายสิ้นปี 2568 ที่ 42.00 บาท อิงจาก PER ที่

#### **Trading data**

Mkt cap (Btmn/US\$mr	36,	743/919	
Outstanding shares (m	n)		885
Foreign ownership (mr	n)		432
3M avg. daily trading (		10	
52-week trading range	36.	0 – 65.3	
Performance (%)	3M	6M	12M
Absolute	-10.8	4.4	-30.8
Relative	-20.2	-1.0	-28.7

#### **Quarterly EPS**

EPS	Q1	Q2	Q3	Q4
2022	0.45	0.30	0.52	1.34
2023	0.33	0.79	0.91	0.14
2024	0.35	0.43		

#### Share price chart

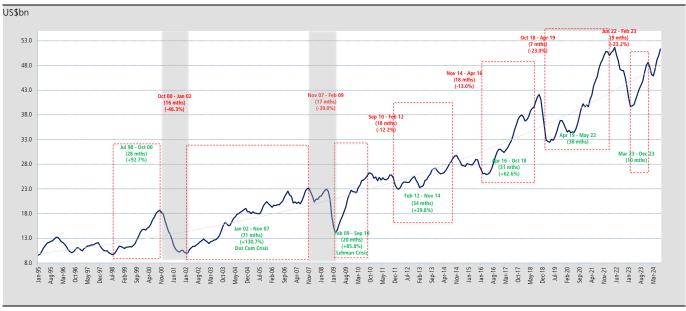


Source: SET

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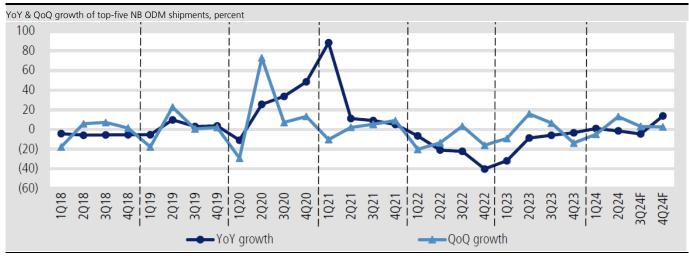


Figure 1: Global semiconductor sales, almost reaching its historical peak



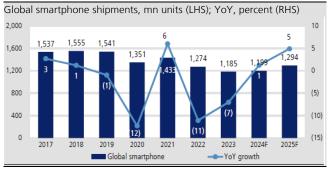
Source: SIA, KGI Securities Research

Figure 2: NB shipments in 2H24F to continue YoY growth, despite decelerating QoQ growth



Source: KGI Securities Research (Taiwan)

Figure 3: Global smartphone demand to resume growth in 2024-2025F after declines during 2019-2023



Source: Gartner, KGI Securities Research (Taiwan)

Figure 4: iPhone shipments could drop 2% this year but may resume growth in 2025F



Source: Gartner, KGI Securities Research (Taiwan),



Figure 5: Apple iPhone shipments to fall this year, rebound in 2025F

Product	Year		Shipments (mn units)					Y	oY (%)		
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q ·	4Q	Total
iPhone	2022	61.0	48.9	50.9	73.0	233.9	4.3	(0.7)	5.1	(12.0)	(2.2)
	2023	58.7	45.6	49.9	76.3	230.5	(3.8)	(6.8)	(2.0)	4.5	(1.4)
	2024F	50.1	43.5	50.0	81.4	225.0	(14.7)	(4.6)	0.2	6.7	(2.4)
	2025F	53.0	48.0	54.0	85.0	240.0	5.8	10.3	8.0	4.4	6.7

Source: Gartner, KGI Securities Research (Taiwan)

Figure 6: 3Q24 earnings preview

Btmn	3Q24F	3Q23	%YoY	2Q24	%QoQ	9M24	9M23	%YoY
Revenue from sales	6,716	6,555	2.5	6,752	(0.5)	19,838	19,931	(0.5)
Cost of good sold	5,881	5,523	6.5	5,918	(0.6)	17,482	17,308	1.0
Gross profit	835	1,031	(19.1)	834	0.1	2,356	2,623	(10.2)
SG&A expense	414	449	(7.8)	419	(1.2)	1,249	1,223	2.1
EBIT	548	772	(29.0)	433	26.5	1,345	1,729	(22.2)
Finance cost	(29)	(17)	67.5	(26)	12.5	(79)	(27)	190.0
Equity income	0	0	N.A	0	N.A	0	0	N.A
Non-op inc/(exp)	0	60	(100.0)	(111)	(100.0)	(150)	(83)	80.5
Net profit	480	734	(34.7)	376	27.4	1,169	1,636	(28.5)
Normalized profit	480	674	(28.9)	487	(1.5)	1,319	1,719	(23.3)
EPS (Bt)	0.54	0.91	(40.6)	0.43	27.4	1.32	2.03	(35.0)
Normalized EPS (Bt)	0.54	0.84	(35.3)	0.55	(1.5)	1.49	2.14	(30.2)
Percent	3Q24F	3Q23	%YoY	2Q24	%QoQ	9M24	9M23	%YoY
Gross margin	12.4	15.7	(3.3)	12.4	0.1	11.9	13.2	(1.3)
SG&A to sales	6.2	6.9	(0.7)	6.2	(0.0)	6.3	6.1	0.2
EBIT margin	8.2	11.8	(3.6)	6.4	1.7	6.8	8.7	(1.9)
Net margin	7.1	11.2	(4.1)	5.6	1.6	5.9	8.2	(2.3)
Assumption	3Q24F	3Q23	%YoY	2Q24	%QoQ	9M24	9M23	%YoY
Sales	193	186	3.8	184	4.9	556	577	(3.6)
FX	34.8	35.2		36.7				

Source: KGI Securities Research

Figure 7: Key assumptions

Assumption	unit	2017	2018	2019	2020	2021	2022	2023	2024F	2025F
Revenue	US\$mn	635	689	656	616	743	775	751	775	803
Growth	%YoY	9.3	8.5	(4.8)	(6.1)	20.6	4.3	(3.1)	3.2	3.6
Gross margin	Percent	14.9	14.4	10.7	13.2	13.8	13.5	12.4	12.2	12.5
Exchange rate	Bt/US\$	33.9	32.3	31.1	31.3	32.0	35.1	34.8	35.5	34.3

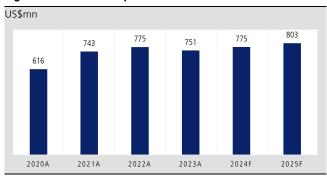


#### Figure 8: Company profile

Hana Group is one of Southeast Asia's leading independent electronics manufacturing service (EMS) producers. The company's headquarters are in Bangkok and there are six manufacturing facilities located in Lamphun and Ayutthaya provinces in Thailand, Jiaxing, China, Ohio, US, Koh Kong, Cambodia.

Source: Company data

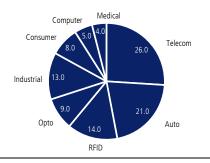
Figure 10: Sales assumption



Source: Company data, KGI Securities Research

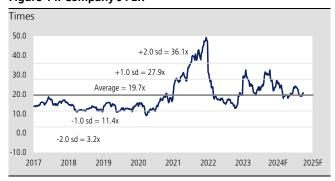
Figure 12: Sales breakdown

Percent



Source: Company data, KGI Securities Research

Figure 14: Company's PER



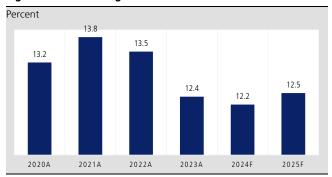
Source: KGI Securities Research

Figure 9: Core profit



Source: Company data, KGI Securities Research

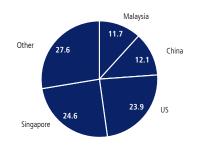
Figure 11: Gross margin



Source: Company data, KGI Securities Research

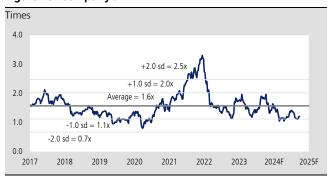
Figure 13: Sales breakdown

Percent



Source: Company data, KGI Securities Research

Figure 15: Company's PBV





Ouarterly	Income	Statement
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	Mar-22A	Jun-22A	Sep-22A	Dec-22A	Mar-23A	Jun-23A	Sep-23A	Dec-23A	Mar-24A	Jun-24A
Income Statement (Btmn)										
Revenue	6,107	6,390	7,545	7,125	6,466	6,910	6,555	6,221	6,371	6,752
Cost of good sold	5,445	5,512	6,378	6,171	5,913	5,871	5,523	5,602	5,683	5,918
Gross profit	663	878	1,167	954	553	1,039	1,031	619	687	834
Operating expense	381	401	408	505	382	392	449	408	415	419
Other income	108	120	109	119	120	123	116	80	95	80
Operating profit	390	597	868	567	291	770	698	291	367	494
Depreciation of fixed asset	346	368	405	409	405	410	410	412	423	422
Operating EBITDA	736	965	1,273	976	696	1,179	1,109	702	790	916
Non-Operating income	0	1	1	31	0	0	185	(185)	0	0
Interest income	0	0	0	0	0	0	0	0	0	0
Other non-op. income	0	1	1	31	0	0	185	(185)	0	0
Non-Operating expense	61	29	40	(137)	14	210	(17)	31	(24)	(26)
Interest expense	(1)	(3)	(3)	(6)	(2)	(8)	(17)	(25)	(24)	(26)
Other non-op. expense	63	32	43	(131)	16	218	0	56	0	0
Equity income	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	380	260	463	1,107	278	668	755	145	340	407
Current taxation	(15)	(15)	(46)	(31)	(12)	(33)	(21)	(20)	(27)	(31)
Minorities	0	0	0	0	0	0	0	0	0	0
Extra items	29	(326)	(384)	361	(12)	104	(125)	75	(39)	(111)
Net profit	365	245	417	1,075	266	635	734	125	313	376
Normalized profit	399	603	843	553	295	750	674	291	352	487
EPS (Bt)	0	0	1	1	0	1	1	0	0	0
Normalized EPS (Bt)	0	1	1	1	0	1	1	0	0	1
Margin (%)										
Gross profit margin	10.8	13.7	15.5	13.4	8.6	15.0	15.7	9.9	10.8	12.4
Operating EBIT margin	6.4	9.3	11.5	8.0	4.5	11.1	10.7	4.7	5.8	7.3
Operating EBITDA margin	12.1	15.1	16.9	13.7	10.8	17.1	16.9	11.3	12.4	13.6
Net profit margin	6.0	3.8	5.5	15.1	4.1	9.2	11.2	2.0	4.9	5.6
Growth (%YoY)										
Revenue growth	17.1	5.4	20.9	13.8	5.9	8.1	(13.1)	(12.7)	(1.5)	(2.3)
Operating EBIT growth	1.0	(21.4)	24.8	50.6	(25.3)	28.9	(19.6)	(48.8)	26.1	(35.8)
Operating EBITDA growth	5.1	(8.8)	24.5	35.1	(5.5)	22.2	(12.9)	(28.1)	13.6	(22.3)
Net profit growth	21.2	(66.8)	(26.1)	(2,005.6)	(27.0)	159.4	76.1	(88.4)	17.5	(40.8)
Normalized profit growth	(3.3)	(21.7)	20.3	41.5	(26.1)	24.3	(20.1)	(47.5)	19.5	(35.0)

Source: Company data, KGI Securities Research



Balance Sheet					
As of 31 Dec (Btmn)	2021	2022	2023	2024F	2025F
Total Assets	27,853	29,703	35,306	36,423	37,490
Current Assets	17,570	18,243	23,159	23,855	24,594
Cash&ST Investment	3,304	2,375	6,954	6,883	7,639
Inventories	6,857	9,457	8,969	9,460	9,437
Account Receivable	4,553	4,981	5,178	5,449	5,454
Other	2,856	1,431	2,057	2,064	2,064
Non-current Assets	10,283	11,460	12,147	12,568	12,896
LT Investment	0	0	0	0	0
Net Fixed Assets	9,663	10,853	11,701	12,099	12,427
Others	620	607	445	468	469
Total Liabilities	4,795	5,841	6,159	6,392	6,360
Current liabilities	4,029	5,027	5,034	5,243	5,235
Account Payable	3,506	4,161	3,391	3,576	3,567
ST borrowing	0	0	1,076	1,076	1,076
Others	523	866	567	591	591
Long-term liabilities	766	814	1,125	1,149	1,125
Long-term debts	0	0	203	179	155
Others	766	814	922	969	970
Shareholders' Equity	23,058	23,862	29,147	30,031	31,130
Common stock	805	805	885	885	885
Capital surplus	1,723	1,723	6,231	6,231	6,231
retained earnings	19,344	20,234	21,130	22,014	23,113
Preferred stock					

Source: KGI Securities Research

Year to 31 Dec	2021	2022	2023	2024F	2025F
Growth (%YoY)					
Sales	23.3	14.2	(3.7)	5.2	0.1
OP	28.6	9.2	(15.4)	(4.0)	3.9
EBITDA	(7.9)	29.7	(5.8)	29.0	6.5
NP	(19.0)	36.0	(16.2)	0.5	12.1
Normalized profit	26.5	5.4	(16.2)	(4.5)	3.4
EPS	(19.0)	36.0	(23.9)	0.5	12.1
Normalized EPS	26.5	5.4	(23.8)	(4.5)	3.4
Profitability (%)					
Gross margin	13.8	13.5	12.4	12.2	12.5
Operating margin	9.3	8.9	7.8	7.2	7.4
EBITDA margin	12.2	13.8	13.5	16.6	17.6
Net margin	6.5	7.7	6.7	6.4	7.2
ROAA	5.8	7.3	5.4	4.9	5.4
ROAE	6.9	9.0	6.6	6.0	6.5
Stability					
Gross debt/equity (%)	20.8	24.5	21.1	21.3	20.4
Net debt/equity (%)	(14.3)	(10.0)	(19.4)	(18.7)	(20.5
Interest coverage (x)	214.3	177.6	36.6	26.5	30.0
Interest&ST debt coverage (x)	214.3	177.6	1.7	1.7	1.9
Cash flow interest coverage (x)	277.9	224.3	46.9	52.3	64.2
Cash flow/interest&ST debt (x)	277.9	224.3	2.2	3.4	4.1
Current ratio (x)	4.4	3.6	4.6	4.5	4.7
Quick ratio (x)	2.7	1.7	2.8	2.7	2.9
Net debt (Btmn)	(3,304)	(2,375)	(5,651)	(5,603)	(6,384
Per share data (Bt)	1, ,				
EPS	1.9	2.6	2.0	2.0	2.2
Normalized EPS	2.8	3.0	2.3	2.2	2.2
CFPS	2.6	3.5	2.7	4.4	5.3
BVPS	28.6	29.6	32.9	33.9	35.2
Sales/share	29.5	33.8	29.5	31.1	31.1
EBITDA/share	3.6	4.7	4.0	5.1	5.5
DPS	2.0	1.0	1.0	1.0	1.0
Activity					
Asset turnover (x)	1	1	1	1	1
Days of receivables	70	67	72	72	72
Days of inventory	122	147	143	143	143
Days of payable	62	65	54	54	54
Cash cycle	130	149	161	161	161

Source: KGI Securities Research

<b>Profit</b>	&	Loss
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Year to Dec 31 (Btmn)	2021	2022	2023	2024F	2025F
Revenue	23,780	27,167	26,152	27,522	27,543
Cost of good sold	20,493	23,506	22,910	24,162	24,105
Gross profit	3,287	3,661	3,242	3,359	3,438
Operating expense	1,423	1,695	1,631	1,763	1,764
Other income	355	456	439	372	372
Operating Profit	2,219	2,422	2,049	1,968	2,046
Depreciation of fixed asset	1,285	1,528	1,636	2,602	2,673
Operating EBITDA	3,504	3,950	3,686	4,570	4,718
Non-operating income	116	126	97	138	138
Interest income	114	94	97	138	138
Other non-op income	2	33	0	0	0
Non-operating expense	(463)	(19)	(342)	(74)	(73)
Interest expense	(7)	(13)	(52)	(74)	(73)
Other non-op expense	(455)	(7)	(290)	0	0
Equity income/(loss)	0	0	0	0	0_
Pretax profit	1,598	2,209	1,846	1,883	2,111
Current taxation	(53)	(107)	(85)	(113)	(127)
Minorities	0	0	0	0	0
Extra item	(274)	(320)	41	(150)	0
Net profit	1,545	2,102	1,761	1,770	1,984
Normalized profit	2,274	2,398	2,009	1,919	1,984
EPS (Bt)	1.9	2.6	2.0	2.0	2.2
Normalized EPS (Bt)	2.8	3.0	2.3	2.2	2.2

Source: KGI Securities Research

#### **Cash Flow**

Year to Dec 31 (Btmn)	2021	2022	2023	2024F	2025F
Operating cash flow	2,082	2,805	2,431	3,860	4,667
Net profit	1,545	2,102	1,761	1,770	1,984
Depreciation&Amortization	1,285	1,528	1,636	2,602	2,673
Change in working capital	(749)	(825)	(966)	(512)	11
Others					
Investment cash flow	(4,069)	(2,700)	(2,410)	(3,017)	(3,000)
Net CAPEX	(4,010)	(2,719)	(2,484)	(3,000)	(3,000)
Change in LT investment	0	0	0	0	0
Change in other assets	(60)	19	74	(17)	(0)
Free cash flow	(1,987)	105	21	843	1,667
Financing cash flow	(109)	(1,035)	4,559	(914)	(910)
Change in share capital	0	0	80	0	0
Net change in debt	(8)	263	1,035	(29)	(25)
Change in other liabs	(101)	(1,298)	3,444	(885)	(885)
Net cash flow	(2,096)	(929)	4,580	(72)	757

Source: KGI Securities Research

#### Rates of Return on Invested Capital

Year	1.	COGS		Depreciation		Operating expense		Operating
Teal	1	Revenue	+-	Revenue	-+-	Revenue		margin
2021		86.2%		5.4%		6.0%		2.4%
2022		86.5%		5.6%		6.2%		1.6%
2023		87.6%		6.3%		6.2%		-0.1%
2024F		87.8%		9.5%		6.4%		-3.7%
2025F		87.5%		9.7%		6.4%		-3.6%
Year	1/-	Working capital		Net PPE		Other assets		Capital
Teal	17	Revenue	Ψ-	Revenue		Revenue		Turnover
2021		(0.0)		0.4		0.8		0.9
2022		(0.0)		0.4		0.7		0.9
2023		(0.0)		0.4		0.9		0.8
2024F		(0.0)		0.4		0.9		0.8
2025F		0.0		0.5		0.9		0.7
Year	1/	Operating	х	Capital	Х	Cash	=	After-tax return
Teal	17	margin	Χ.	turnover	Α.	tax rate		on Inv.capital
2021		2.4%		0.9		3.3%		0.1%
2022		1.6%		0.9		4.9%		0.1%
2023		-0.1%		0.8		4.6%		0.0%
2024F		-3.7%		0.8		6.0%		-0.2%
2025F		-3.6%		0.7		6.0%		-0.2%



#### Hana Microelectronics PCL - Recommendation & target price history





## Company's ESG details

#### **Environment**

- > The company joined the government sector in signing a Memorandum of Understanding for reducing or banning foam packaging for food. The company has further enhanced the project "HANA NO PLASTIC PROGRAM" along with awareness raising and communication campaign including training provided to all employees to reduce plastic consumption such as plastic cups, plastic bags and switch to use reusable cups/bags/bottles to promote a healthy and safe environment.
- The company and Lamphun Provincial Office of Labor Protection and Welfare along with the Industrial Estate Authority of Thailand Lamphun Province joined the activity to build natural dam according to the Royal Initiative Project.

#### Social

- > Scholarship program with the aim to enhance educational opportunities for the children of low-income employees, internship program for students to promote practical learning and knowledge to enhance the skills necessary for future careers by ensuring application and training provided equally to all women and men.
- > HANA recognizes the importance of education and career exploration for college and undergraduate students. Its internship program gives students the opportunity to apply knowledge from their fields of study and gain real work experience in preparation for future work.

#### Governance

- HANA has ranked 5 stars or "Excellent" in Corporate Governance Rating (CGR) honored by the Thai Institute of Directors Association (IOD).
- ➤ HANA was granted 2021 ASEAN CG scorecard assessment, initiated by the ASEAN Capitals Market Forum (ACMF) with the support of the regulators in ASEAN.
- HANA was selected as a member of Thailand Sustainability Investment (THIS) for the year 2022, in recognizing our continuous and outstanding achievements in corporate sustainability, thereby benefitting the environment and society.
- HANA has been ranked among the top 100 publicly listed companies that are most outstanding in terms of Environment, Social and Governance performance or ESG 100, assessed by Thaipat Institute.

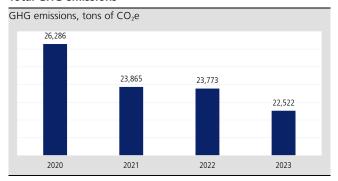
#### **Climate Management (Subset of Environment)**

- > Continuous improvement in the efficient use of internal resources within the organization, implementing renewable energy project to drive a low-carbon society as part of climate change mitigation.
- Solar panels were installed on the roofs of three factories of Hana in Lamphun and Ayutthaya provinces in 2020.

Source: Company data, KGI Securities Research

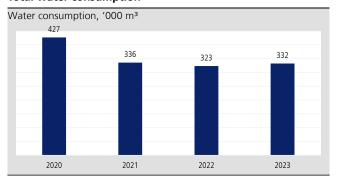


#### **Total GHG emissions**



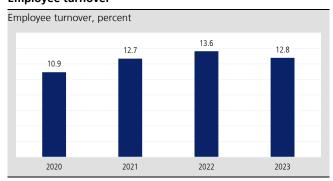
Source: Company data, SETSMART, KGI Securities Research

#### **Total water consumption**



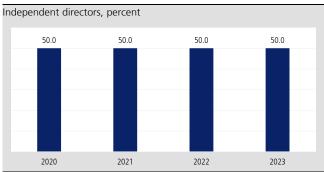
Source: Company data, SETSMART, KGI Securities Research

## **Employee turnover**



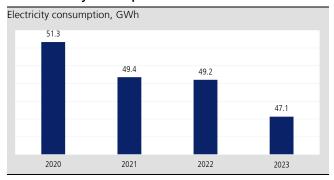
Source: Company data, SETSMART, KGI Securities Research

#### Proportion of independent directors



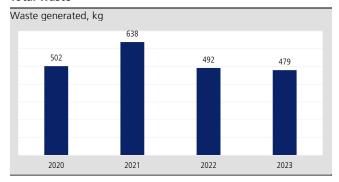
Source: Company data, SETSMART, KGI Securities Research

#### **Total electricity consumption**



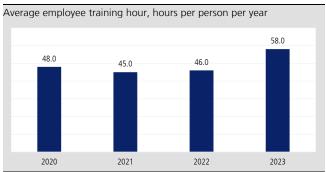
Source: Company data, SETSMART, KGI Securities Research

#### **Total waste**



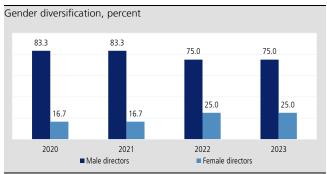
Source: Company data, SETSMART, KGI Securities Research

#### Average employee training hours



Source: Company data, SETSMART, KGI Securities Research

#### Gender diversification of directors



Source: Company data, SETSMART, KGI Securities Research



# **SET ESG Ratings**

Stock	Company name	SET ESG Ratings	Stock	Company name	SET ESG Ratings
ADVANC	ADVANCED INFO SERVICE	AAA	KTC	KRUNGTHAI CARD	AAA
AMATA	AMATA CORPORATION	AAA	LH	LAND AND HOUSES	Α
AOT	AIRPORTS OF THAILAND	Α	MAJOR	MAJOR CINEPLEX GROUP	AA
AP	AP (THAILAND)	AA	MEGA	MEGA LIFESCIENCES	Α
BAFS	BANGKOK AVIATION FUEL SERVICES PCL.	AA	MINT	MINOR INTERNATIONAL	AA
BAM	BANGKOK COMMERCIAL ASSET MANAGEMEN	AA	MTC	MUANGTHAI CAPITAL	Α
BANPU	BANPU	AAA	OR	PTT OIL AND RETAIL BUSINESS	AAA
BBGI	BBGI	AA	ORI	ORIGIN PROPERTY	AA
BBL	BANGKOK BANK	AA	OSP	OSOTSPA	AA
всн	BANGKOK CHAIN HOSPITAL	AA	PLANB	PLAN B MEDIA	AA
ВСР	BANGCHAK CORPORATION	AAA	PSH	PRUKSA HOLDING	BBB
BCPG	BCPG	AA	PTT	PTT	AAA
BDMS	BANGKOK DUSIT MEDICAL SERVICES	AA	PTTEP	PTT EXPLORATION AND PRODUCTION	AAA
BEM	BANGKOK EXPRESSWAY AND METRO	AA	PTTGC	PTT GLOBAL CHEMICAL	AAA
BGRIM	B.GRIMM POWER	AAA	RATCH	RATCH GROUP	AA
BPP	BANPU POWER	AAA	RBF	R&B FOOD SUPPLY	BBB
BTS	BTS GROUP HOLDINGS	AA	SAK	SAKSIAM LEASING	Α
CBG	CARABAO GROUP	Α	SAPPE	SAPPE	BBB
CENTEL	CENTRAL PLAZA HOTEL	Α	SAT	SOMBOON ADVANCE TECHNOLOGY	AA
CK	CH. KARNCHANG	Α	SAWAD	SRISAWAD CORPORATION	BBB
CKP	CK POWER	AAA	SCB	SCB X	AA
сом7	COM7	Α	SCC	THE SIAM CEMENT	AAA
CPALL	CP ALL	AAA	SCCC	SIAM CITY CEMENT	AA
CPAXT	CP AXTRA	AAA	SCGP	SCG PACKAGING	AAA
CPF	CHAROEN POKPHAND FOODS	AAA	SHR	S HOTELS AND RESORTS	Α
CPN	CENTRAL PATTANA	AA	SICT	SILICON CRAFT TECHNOLOGY	Α
EGCO	ELECTRICITY GENERATING	AA	SMPC	SAHAMITR PRESSURE CONTAINER	AA
ERW	THE ERAWAN GROUP	Α	SNC	SNC FORMER	Α
GFPT	GFPT	BBB	SPALI	SUPALAI	AA
	SIAM GLOBAL HOUSE	AA	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION	Α
GPSC	GLOBAL POWER SYNERGY	AA	STGT	SRI TRANG GLOVES (THAILAND)	AAA
GULF	GULF ENERGY DEVELOPMENT	AA	TCAP	THANACHART CAPITAL	Α
HANA	HANA MICROELECTRONICS	AA	TFG	THAIFOODS GROUP	Α
HENG	HENG LEASING AND CAPITAL	Α	THCOM	THAICOM	AAA
HMPRO	HOME PRODUCT CENTER	AA	TISCO	TISCO FINANCIAL GROUP	AAA
INTUCH	INTOUCH HOLDINGS	AA	TOP	THAI OIL	AAA
IRPC	IRPC	AA	TTB	TMBTHANACHART BANK	AA
IVL	INDORAMA VENTURES	AA	UBE	UBON BIO ETHANOL	Α
KBANK	KASIKORNBANK	AAA	VGI	VGI	AA
KEX	KERRY EXPRESS (THAILAND)	BBB	WHA	WHA CORPORATION	AAA
KKP	KIATNAKIN PHATRA BANK	BBB	WHAUP	WHA UTILITIES AND POWER	AAA
KTB	KRUNG THAI BANK	AAA	ZEN	ZEN CORPORATION GROUP	AA

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

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**Companies with Excellent CG Scoring** 

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	GFPT	GFPT	SAK	SAKSIAM LEASING
ADVANC	ADVANCED INFO SERVICE	GGC	GLOBAL GREEN CHEMICALS	SAPPE	SAPPE
<b>AEONTS</b>	AEON THANA SINSAP (THAILAND)	GLOBAL	SIAM GLOBAL HOUSE	SAT	SOMBOON ADVANCE TECHNOLOGY
AMA	AMA MARINE	GPSC	GLOBAL POWER SYNERGY	SCB	SCB X
AMATA	AMATA CORPORATION	GULF	GULF ENERGY DEVELOPMENT	scc	THE SIAM CEMENT
ANAN	ANANDA DEVELOPMENT	HANA	HANA MICROELECTRONICS	sccc	SIAM CITY CEMENT
AOT	AIRPORTS OF THAILAND	HENG	HENG LEASING AND CAPITAL	SCGP	SCG PACKAGING
AP	AP (THAILAND)	HMPRO	HOME PRODUCT CENTER	SEAFCO	SEAFCO
BAFS		INTUCH		SFT	SHRINKFLEX (THAILAND)
BAM	BANGKOK COMMERCIAL ASSET MANAGEMEN		-	SHR	S HOTELS AND RESORTS
BANPU		ITC		SICT	SILICON CRAFT TECHNOLOGY
BBGI		IVL		SMPC	SAHAMITR PRESSURE CONTAINER
BBL		KBANK		SNC	SNC FORMER
BCH	BANGKOK CHAIN HOSPITAL	KCE	KCE ELECTRONICS	SNNP	SRINANAPORN MARKETING
BCP	BANGCHAK CORPORATION	KEX	KERRY EXPRESS (THAILAND)	SPALI	SUPALAI
BCPG	BCPG	KKP	KIATNAKIN PHATRA BANK	SPRC	STAR PETROLEUM REFINING
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KTB	KRUNG THAI BANK	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION
BEC	BEC WORLD	KTC	KRUNGTHAI CARD	STGT	SRI TRANG GLOVES (THAILAND)
BEM		LH		SUN	SUNSWEET
BGRIM	B.GRIMM POWER	LPN	-	SVI	SVI
BH		М		TACC	T.A.C. CONSUMER
BPP		MAJOR		TCAP	THANACHART CAPITAL
BTS		MBK	1	TFG	THAIFOODS GROUP
CBG		MEGA		тнсом	
CENTEL		MINT		TIDLOR	NGERN TID LOR
CK		MTC		TISCO	TISCO FINANCIAL GROUP
CKP		OR		TKN	TAOKAENOI FOOD & MARKETING
COM7	COM7	ORI		TOP	THAI OIL
CPALL	CP ALL	OSP		TTB	TMBTHANACHART BANK
CPAXT		PLANB		UBE	UBON BIO ETHANOL
CPF		PSH		VGI	VGI
CPN		PTT		WHA WHAUP	WHA CORPORATION
DELTA	,	PTTEP PTTGC		ZEN	WHA UTILITIES AND POWER
EGCO	ELECTRICITY GENERATING	PITGC QH		ZEN	ZEN CORPORATION GROUP
		-	QUALITY HOUSES		
ERW	THE ERAWAN GROUP	RATCH	RATCH GROUP		

Companies with Very Good CG Scoring

Reduction	Management Section Sec								
Stoc	k Company name	Stock	Company name	Stock	Company name				
BSR	BANGCHAK SRIRACHA	JMART	JAYMART GROUP HOLDINGS	SINGER	SINGER THAILAND				
BTG	BETAGRO	NTSC	Nutrition SC	TNP	THANAPIRIYA				
<b>EKH</b>	EKACHAI MEDICAL CARE	PQS	Premier Quality Starch	хо	EXOTIC FOOD				
HUN	IAN HUMANICA	PYLON	PYLON						



Companies with Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
IIG	I&I GROUP	SAWAD	SRISAWAD CORPORATION	SPA	SIAM WELLNESS GROUP
JMT	JMT NETWORK SERVICES	SMD	SAINTMED		

Companies classified Not in the three highest score groups

Stock	Company name	Stock	Company name	Stock	Company name			
AU	AFTER YOU	PJW	Panjawattana Plastic	TGE	THACHANG GREEN ENERGY			
CHG	CHULARAT HOSPITAL	PLT	Pilatus Marine	TPCH	TPC POWER HOLDING			
LPH	LADPRAO GENERAL HOSPITAL	PTG	PTG ENERGY	TU	THAI UNION GROUP			
MENA	MENA TRANSPORT	SFLEX	STARFLEX					
<b>NETBAY</b>	NETBAY	SISB	SISB					

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	KASIKORNBANK	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	SEAFCO	SEAFCO
ВН	BUMRUNGRAD HOSPITAL	LH	LAND AND HOUSES	SVI	SVI
BJCHI	BJC HEAVY INDUSTRIES	LPN		TASCO	TIPCO ASPHALT
CBG	CARABAO GROUP	MAKRO	SIAM MAKRO	TKN	TAOKAENOI FOOD & MARKETING
CENTEL	CENTRAL PLAZA HOTEL	MALEE		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		TVO	THAI VEGETABLE OIL
CPN	CENTRAL PATTANA	PTTEP	PTT EXPLORATION AND PRODUCTION		
DTAC	TOTAL ACCESS COMMUNICATION	PYLON	PYLON		

#### Level 3: Established

Sto	ock	Company name	Stock	Company name	Stock	Company name
BEI	М	BANGKOK EXPRESSWAY AND METRO	MTLS	MUANGTHAI LEASING	SPRC	STAR PETROLEUM REFINING
CP	ALL	CP ALL	scı	SCI ELECTRIC		

#### No progress

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

Source: www.cgthailand.org

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#### **KGI's Ratings**

Rating	Definition
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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