



# Gulf Energy Development (GULF.BK/GULF TB)\*

SET ESG Rating of AA

**Outperform · Maintained**

Price as of 14 Nov 2024	64.50
12M target price (Bt/shr)	70.00
Unchanged/Revised up(down)(%)	34.6
Upside/downside (%)	8.5

**Key messages**

GULF รายงานกำไรสุทธิ 3Q67 ที่ 6,000 ลบ. (+27% QoQ, +79% YoY) สูงกว่าประมาณการ จากการมีส่วนแบ่งที่แข็งแกร่งจาก Jackson และกำไรหลักที่ทำสถิติสูงสุด แม้จะมีกำไรขั้นต้น SPP ที่ลดลงและ IPP ที่ลดลงตามฤดูกาล กำไรหลัก 9 เดือนแรกปี 67 อยู่ที่ 13,600 ลบ. (+19% YoY) คิดเป็น 75% ของประมาณการทั้งปี มีการปรับเพิ่มประมาณการปี 67-69F สะท้อนการมีส่วนร่วมที่แข็งแกร่งขึ้นจาก INTUCH\* โครงการไฟฟ้าพลังน้ำ และพลังงานหมุนเวียน กลยุทธ์นวัตกรรมและการขยายฐานทุนของ NewCo เพิ่มศักยภาพการเติบโตระยะยาว เรายังคงคำแนะนำ "ซื้อ" ด้วยราคาเป้าหมายใหม่ที่ 70 บาท จาก 52 บาท เห็นโอกาสเติบโตเพิ่มเติมจากปัจจัยพื้นฐานที่แข็งแกร่ง

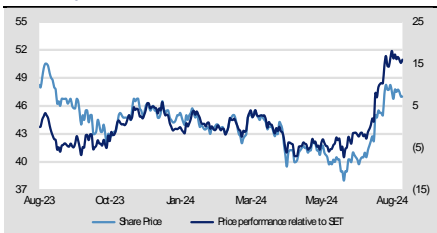
**Trading data**

Mkt cap (Btbn/US\$bn)	551/17.9		
Outstanding shares (mn)	11,733		
Foreign ownership (mn)	3,152		
3M avg. daily trading (mn)	14		
52-week trading range (Bt)	38.0-50.50		
Performance (%)	3M	6M	12M
Absolute	11.9	8.7	-2.6
Relative	20.5	17.4	15.3

**Quarterly EPS**

Bt	Q1	Q2	Q3	Q4
2022	0.29	0.13	0.09	0.46
2023	0.33	0.25	0.29	0.41
2024	0.30	0.40	0.51	-

**Share price chart**



Source: SET

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**อัปเดตกำไรขาขึ้นรอบใหม่!**

**Event**

อัปเดตประมาณการกำไรและราคาเป้าหมาย, สรุปกำไร 3Q67

**Impact**

**ผลประกอบการ 3Q67 - สูงกว่าที่เราและตลาดคาดการณ์ 9% และ 10%**

GULF รายงานกำไรสุทธิสูงสุดเป็นประวัติการณ์ แชนหน้าบริษัทในกลุ่มเดียวกัน โดยมีกำไรสุทธิ 3Q67 ที่ 6,000 ลบ. (+27% QoQ, +79% YoY) (รวมกำไรจาก FX ที่ยังไม่เกิดขึ้นจริง) สูงกว่าที่เราประเมินจากการมีส่วนแบ่งจาก Jackson ที่แข็งแกร่งกว่าคาด อย่างไรก็ตาม กำไรหลักอยู่ที่ 4,700 ลบ. (-2% QoQ, +12% YoY) กำไรหลัก 9 เดือนแรกปี 67 อยู่ที่ 13,600 ลบ. (+19% YoY) คิดเป็น 75% ของประมาณการทั้งปี การลดลง QoQ มาจาก: i) กำไรขั้นต้น SPP ลดลง (ราคาก๊าซสูงขึ้นเป็น 334 บาท (+4% QoQ)) และ ii) นอกฤดูกาลสำหรับ IPP (นำโดย GPD) พร้อมกับ AP ที่ลดลงตามค่าเงินบาทแข็ง การเพิ่มขึ้น YoY มาจาก: i) รับรู้รายได้เต็มไตรมาสจาก HKP Unit 1 (377MWe, ตั้งแต่ 1 มี.ค.) ii) เริ่มดำเนินการ GPD Unit 2-3 (ตั้งแต่ ต.ค. 2566 และ มี.ค. 2567) และ SPP ที่อ่อนแอลง และ iii) INTUCH ที่แข็งแกร่งขึ้น

**ปรับเพิ่มประมาณการกำไรและมุมมอง 4Q67F**

เราปรับเพิ่มประมาณการกำไรหลักปี 67-69F ขึ้น 2-13% (Figure 5) โดยรวม: i) การมีส่วนร่วมที่แข็งแกร่งขึ้นจาก INTUCH สอดคล้องกับธุรกิจ ICT ที่เติบโต ii) โครงการไฟฟ้าพลังน้ำ 3 แห่ง (รวมถึงปากกลาย (308MWe; COD: 2576), ปากแบ่ง (447MWe; COD: 2576) และหลวงพระบาง (292MWe; COD: 2573)) และ iii) ชนะประมูลโครงการพลังงานหมุนเวียนในไทย (1.4GW; COD: 2568-72) หลังการเปลี่ยนแปลง กำไรหลักของเราคาดว่าจะเติบโต 19%/22%/10% YoY ตามลำดับ สำหรับ 4Q67F กำไรหลักของ GULF น่าจะทำสถิติสูงสุดอีกครั้งจากการรับรู้ GPD Unit 4 (232MWe, ตั้งแต่ ต.ค.) และช่วงฤดูกาลที่ดีของ ICT แม้จะถูกหักล้างบางส่วนจากปัจจัยตามฤดูกาล

**เรื่องราว NewCo: ขับเคลื่อนการเติบโตและนวัตกรรมในตลาดทุน**

เราเชื่อว่า NewCo จะปรับโฉมมุมมองของบริษัทโดยรวมธุรกิจเติบโตและสร้างเงินสด ขยายฐานทุนอย่างมีนัยสำคัญ กลยุทธ์มุ่งเน้นด้านพลังงานและเทคโนโลยี มีโอกาสเติบโตจากการปรับเพิ่มอันดับเครดิต แม้ว่า ROE อาจลดลงเหลือ 7-9% ในช่วงแรก ตลาดยังไม่ได้รวมราคาโครงการสำรวจ รวมถึงศูนย์ข้อมูลและธุรกิจใหม่อย่างดาวเทียม E&P และพลังงานสะอาด ในช่วงเริ่มต้น รายได้ NewCo ควรแบ่งเป็น 80:20 ระหว่างพลังงานและโครงสร้างพื้นฐานดิจิทัล โดยตั้งเป้าสัดส่วน 50:50 ในระยะยาว

**Valuation and action**

เรายังคงคำแนะนำ "ซื้อ" ปรับเพิ่มราคาเป้าหมายเป็น 70 บาท จาก 52 บาท สะท้อนการเลื่อนการประเมินเป็นปี 2568 ด้วยอัตราแลกเปลี่ยนที่ 1.03 จากมูลค่า NewCo (Figure 2) และการปรับเพิ่มประมาณการกำไร เราเห็นโอกาสเติบโตเพิ่มเติมจาก NewCo ที่ขับเคลื่อนการเติบโตในทรานด์ขนาดใหญ่ สนับสนุนด้วยฐานทุนและงบดุลที่แข็งแกร่งขึ้น เราคาดว่าจะมีการปรับเพิ่มประมาณการจากนักวิเคราะห์อย่างต่อเนื่องและความเชื่อมั่นของตลาดที่เพิ่มขึ้น ทำให้ GULF มีโอกาสทำผลตอบแทนดีกว่าดัชนี SET ในภาวะที่การเลือกหุ้นมีความท้าทาย

**Risks**

การปิดซ่อมบำรุงที่ไม่ได้วางแผน ต้นทุนที่เกินงบ และความผันผวนของ FX และอัตราดอกเบี้ย

**Key financials and valuations**

	Dec - 22A	Dec - 23A	Dec - 24F	Dec - 25F	Dec - 26F
Revenue (Btmn)	94,151	114,054	118,034	142,204	144,378
Net Profit (Btmn)	11,418	14,858	18,591	22,633	24,870
Normalized Profit (Btmn)	11,528	15,644	18,591	22,633	24,870
Net Profit Growth (%)	48.9	30.1	25.1	21.7	9.9
Normalized Profit Growth (%)	30.8	35.7	18.8	21.7	9.9
EPS (Bt)	0.97	1.27	1.58	1.93	2.12
DPS (Bt)	0.60	0.88	0.95	1.16	1.27
EPS Growth (%)	48.9	30.1	25.1	21.7	9.9
P/E(X)	66.3	50.9	40.7	33.4	30.4
P/B(X)	5.6	5.3	4.9	4.5	4.1
EV/EBITDA(X)	34.1	29.0	24.7	20.1	18.9
Net Debt to Equity (%)	156.6	171.4	187.2	164.8	143.7
Dividend Yield (%)	0.9	1.4	1.5	1.8	2.0
Return on Average Equity (%)	8.4	10.3	12.0	13.4	13.5

Source: Company data, KGI Securities Research

**Figure 1: GULF's 3Q24 earnings review**

Bt mn	3Q24	3Q23	YoY (%)	2Q24	QoQ (%)	9M24	9M23	YoY (%)	Comments (9M24 vs 9M23)
Revenue	30,451	27,419	11.1	31,592	(3.6)	93,642	86,389	8.4	(+) Full-year commencing operation of GDP Unit 1-2, COD of GPD Unit 3, despite passthrough mechanism,
<b>Gross Profit</b>	<b>5,856</b>	<b>5,553</b>	<b>5.5</b>	<b>6,017</b>	<b>(2.7)</b>	<b>17,616</b>	<b>16,307</b>	<b>8.0</b>	
SG&A	944	832	13.5	906	4.3	2,622	2,500	4.9	(-) Higher, in line with commencing operation of new IPP units
Operating Profit	5,720	5,470	4.6	6,136	(6.8)	17,507	16,087	8.8	
<b>Operating EBITDA</b>	<b>6,860</b>	<b>6,573</b>	<b>4.4</b>	<b>7,273</b>	<b>(5.7)</b>	<b>20,920</b>	<b>19,145</b>	<b>9.3</b>	
Non-Operating Income/(Expense)	1,320	(843)	N/A	(38)	N/A	630	(1,332)	N/A	(-) Unrealised net Fx losses
Dividend Income	60	120	(50.2)	101	N/A	161	275	(41.5)	
Equity Income/(Loss)	2,983	2,791	6.9	2,971	0.4	8,593	6,981	23.1	(+) Stronger INTUCH JV of GGC, HPP, SPPs, PTINGD against losses from Jackson
Interest expense	2,716	2,582	5.2	2,792	(2.7)	8,115	7,122	13.9	(-) Higher financing cost from INTUCH-GSRC
<b>Net Profit</b>	<b>6,030</b>	<b>3,360</b>	<b>79.4</b>	<b>4,741</b>	<b>27.2</b>	<b>14,270</b>	<b>10,095</b>	<b>41.4</b>	
Normalized profit	4,710	4,203	12.1	4,779	(1.5)	13,640	11,427	19.4	
EPS (Bt)	0.51	0.29	79.4	0.40	27.2	1.22	0.86	41.4	
Normalized EPS (Bt)	0.40	0.36	12.1	0.41	(1.5)	1.16	0.97	19.4	
Percent	3Q24	3Q23	YoY (ppts)	2Q24	QoQ (ppts)	9M24	9M23	YoY (ppts)	
Gross margin	19.2	20.3	(6.6)	19.0	0.2	18.8	18.9	(0.1)	(+) An uptick from better SPP margin, despite normalized IPP margin (no diesel usage)
EBITDA margin	22.5	24.0	(4.6)	23.0	(0.5)	18.7	18.6	0.1	
SG&A/sales	3.1	3.0	(6.8)	2.9	0.2	2.8	2.9	(0.1)	
Assumptions	Change			Change			Change		
Ending LSS/THB	32.5	36.7	(4.3)	37.0	(4.6)	32.5	36.7	(4.3)	
Ending EUR/THB	35.7	39.0	(3.4)	39.0	(3.4)	35.7	39.0	(3.4)	
Avg. Ft rate (Bt/kWh)	0.40	0.68	(0.3)	0.40	-	0.89	0.40	0.5	
SPP gas prices (Bt/mmbtu)	334	346	(12.2)	320	14.2	335	428	(93)	
IPP gas prices (Bt/mmbtu)	333	337	(3.4)	319	14.2	330	411	(81)	

Source: Company data, KGI Securities Research

**Figure 2: Our calculation for the target price of NewCo and implied target prices of GULF and INTUCH**

Calculation of target price for NewCo and implied TP for GULF and INTUCH				Sensitivity of GULF's share price and INTUCH's share price	
		<b>ADVANC</b>	<b>GULF</b>		
<b>Our 2025' TP</b>	<i>Bt/share</i>	<b>293.00</b>	<b>69.00</b>		
<i>excl. INTUCH</i>			(12.8)		
			<b>56.2</b>		
Total shares		2,974	11,733		
<b>(1) Enterprise Value (EV)</b>	<i>Bt mn</i>	<b>871,443</b>	<b>659,400</b>		
<b>(2) stakes</b>		<b>40.44%</b>	<b>100.00%</b>		
<b>Effective EV (1) x (2)</b>	<i>Bt mn</i>	<b>352,412</b>	<b>659,400</b>		
		<b>(3)</b>	<b>(4)</b>		
<b>Total NewCo's value (3) + (4)</b>	<i>Bt mn</i>	<b>1,011,812</b>			
Total shares	<i>mn</i>	14,940			
<b>TP of NewCo</b>	<i>Bt/share</i>	<b>67.73</b>			
		<b>Implied TPs</b>			
		<b>GULF</b>	<b>INTUCH</b>		
1 GULF share =	NewCo	1.02974			
1 INTUCH share =		1.69335	<b>69.74</b>	<b>114.68</b>	
Closed price (14 Nov)			64.50	102.00	
<b>Upside</b>			<b>8.1%</b>	<b>12.4%</b>	

Sensitivity of GULF's share price and INTUCH's share price	
1 GULF share to 1.02974 NewCo	We have not yet include the special DPS (Bt4.50) and normal DPS forecast (Bt4.00)
1 INTUCH share to 1.69335 NewCo	In sum, INTUCH = GULF x 0.60811
<i>Bt/share</i>	<b>GULF's share price</b>
	60.00 61.00 62.00 63.00 64.00 65.00 66.00 67.00 68.00 69.00 70.00
<i>INTUCH's share price</i>	98.67 100.31 101.96 103.60 105.24 106.89 108.53 110.18 111.82 113.47 115.11

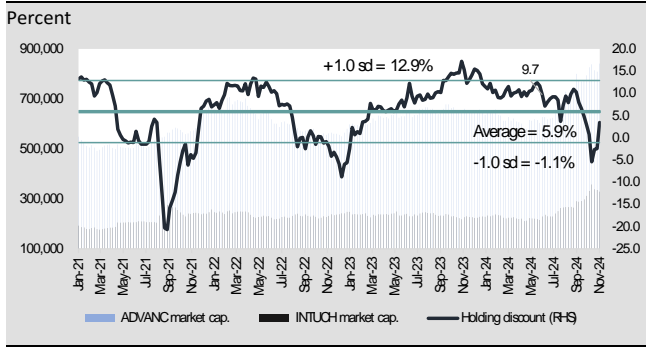
Source: Company data, KGI Securities Research

**Figure 3: GULF – Earnings revisions**

Financials (Bt mn)	2024F			2025F			2026F		
	Previous	Revised	Change	Previous	Revised	Change	Previous	Revised	Change
			Percent			Percent			Percent
Sales	120,646	118,034	(2.2)	132,881	142,204	7.0	132,755	144,378	8.8
COGS	99,313	96,615	(2.7)	107,973	112,285	4.0	107,716	112,028	4.0
Gross margin	21,333	21,419	0.4	24,908	29,920	20.1	25,039	32,350	29.2
SG&A	2,820	2,820	0.0	2,858	3,978	39.2	2,881	4,001	38.9
Equity income	11,667	12,696	8.8	11,962	14,179	18.5	12,320	14,621	18.7
Interest expense	10,151	10,151	0.0	10,284	11,884	15.6	9,589	12,164	26.9
<b>Net profit</b>	<b>18,214</b>	<b>18,591</b>	<b>2.1</b>	<b>21,154</b>	<b>22,633</b>	<b>7.0</b>	<b>22,011</b>	<b>24,870</b>	<b>13.0</b>
<b>Normalized profit</b>	<b>18,214</b>	<b>18,591</b>	<b>2.1</b>	<b>21,154</b>	<b>22,633</b>	<b>7.0</b>	<b>22,011</b>	<b>24,870</b>	<b>13.0</b>
Key financial ratio (%)	ppts			ppts			ppts		
GFM	17.7	18.1	0.5	18.7	21.0	2.3	18.9	22.4	3.5
SG&A/Sale	2.3	2.4	0.1	2.2	2.8	0.6	2.2	2.8	0.6
RCE	11.9	12.0	0.2	12.9	13.4	0.5	12.6	13.5	1.0
Net profit growth	22.6	25.1	2.5	16.1	21.7	5.6	4.0	9.9	5.8
Normalized profit growth	16.4	18.8	2.4	16.1	21.7	5.6	4.0	9.9	5.8

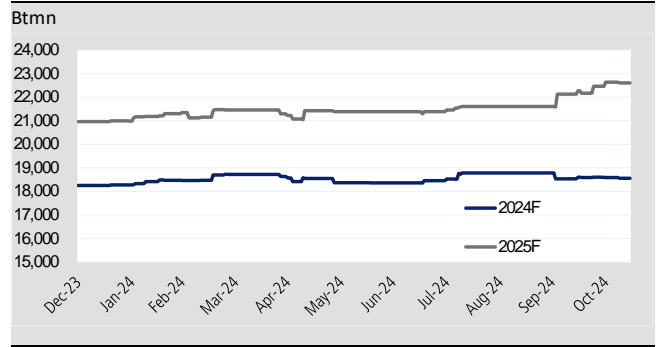
Source: KGI Securities Research

Figure 4: A 3-year holding discount narrows to near zero



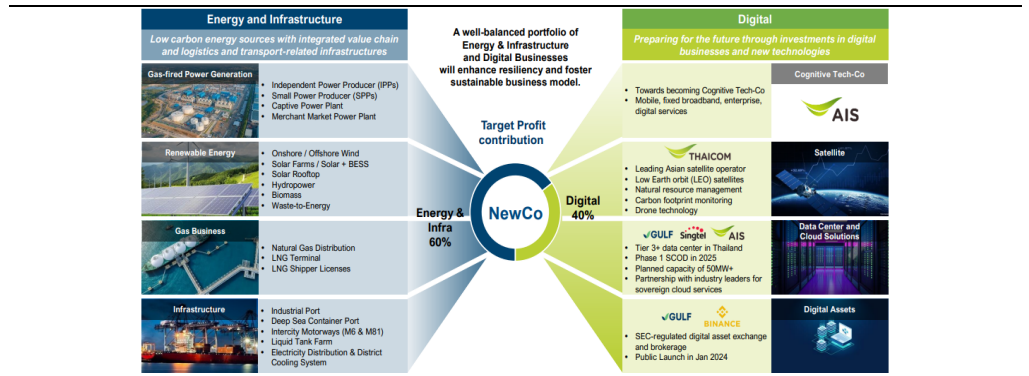
Source: Bloomberg, Company data, KGI Securities Research

Figure 5: 2024-25F's consensus earnings (+2%/+8%)



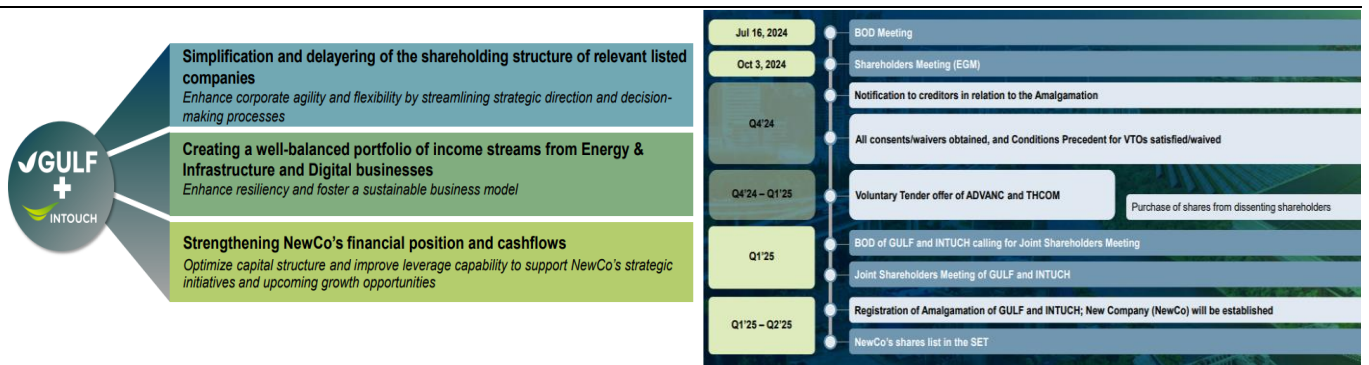
Source: Bloomberg, Company data, KGI Securities Research

Figure 6: NewCo's portfolio post amalgamation



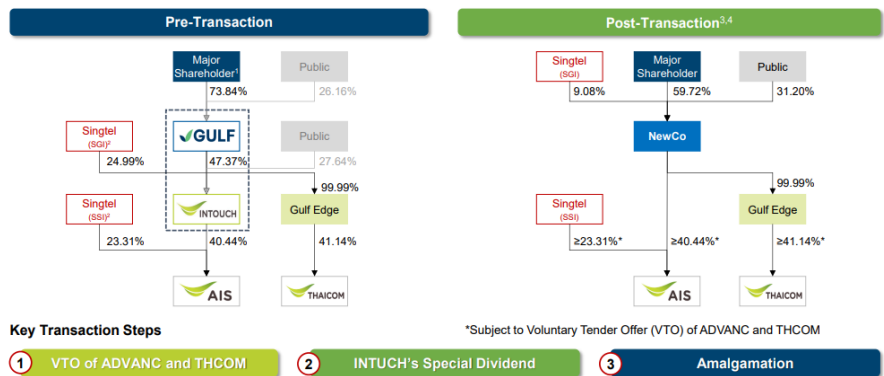
Source: Company data, KGI Securities Research

Figure 7: Amalgamation rationale and timeline



Source: Company data, KGI Securities Research

Figure 8: Pre and post amalgamation shareholding structure under NewCo



Source: Company data, KGI Securities Research

Figure 9: Comparisons of major power players

KEY OPERATING AND FINANCIAL METRICS									
		GULF	BGRIM	GPSC	CKP	RATCH	EGCO	BCPG	BPP
	TP Rec.	70.00	25.00	45.00	3.10	33.50	101.00	6.00	10.80
		OP	N	N	U	OP	U	N	U
	Installed MW	23,356	5,673	25,736	3,633	N/A	15,595	N/A	N/A
	Equity MW	12,750	3,377	12,582	1,733	10,817	7,048	1,959	3,656
	Operating MW	7,562	2,638	6,849	1,003	9,007	6,719	1,183	3,656
	Remaining capacity growth	69%	28%	84%	73%	20%	5%	66%	0%
Fuel type	Renewable	37%	47%	65%	91%	28%	21%	56%	11%
	Gas	63%	53%	26%	9%	57%	60%	44%	21%
	Coal			6%		15%	19%		68%
	Pltch			2%					
Project base	Domestic	80%	63%	45%	9%	51%	42%	11%	21%
	Overseas	20%	37%	55%	91%	49%	58%	89%	79%
Financial metrics 2025F	Net IBD/E(x)	1.64	1.42	0.80	0.5	0.49	0.68	1.16	0.51
	EBITDA (%)	36.0%	24.0%	23.0%	49.3%	31.8%	43.2%	108.7%	43.0%
	EPS growth	22%	-4%	25%	66%	27%	-13%	-65%	3%
	P/E (x)	33	29	25	20	8	8	18	11
	Div. yield	1.8%	1.3%	2.0%	2.7%	5.9%	5.8%	5.3%	7.0%
	RCE (%)	13.4%	3.2%	3.8%	3.5%	7.2%	6.9%	3.2%	6.0%
	Long-term goal	RE 40% of capacity within 2035	RE >50% of capacity within 2030	RE 50% of capacity within 2030	Focus on RE (led by hydropower)	RE 30% of capacity within 2030	RE 30% of capacity within 2030	RE 70% of capacity within 2030 with 2.8GW	To hit 5.3GW in 2024 and synergy with BANFU
	Strategy	(i) energy (ii) logistic (iii) digital infrastructure	(i) power (ii) LNG business (iii) industrial solutions	(i) power (focus RE) (ii) energy storage	To be one of the region's largest power producers in RE	(i) power (focus RE) (ii) non-power biz	(i) power (focus RE) (ii) infrastructure projects (such as energy storage)	(i) power (focus RE) (ii) energy storage	(i) power (focus RE) (ii) power infrastructure
Catalysts	4Q24	(+) Hinkong Unit1 and GFD Unit4 help boost earnings	(-) A narrower SFP margin and seasonal expenses	(+) Rising CoQ in 3Q24F, before dropping in 4Q24F	(+) Stronger HbH (led by 3Q24) due to peak season	(+) Rising HbH and YoY due to Paiton and Hinkong projects	(0) Progress on Yunlin construction and CFL's FPA renewal	(+) To peak in 3Q24 on high season of hydro projects and summer in the US	(+) To peak in 3Q24 on high season of project in the US
	2025	NewCo's strategy from power growth and steady cash cows from ict biz	Weaker SFP margin, moderated by new capacities	CFXD, XFCL, and Avaada contribution, mitigated by weaker SFPs	Waterflows continuing boost operations	Full-year contribution of Hinkong and Paiton, and new capacities	Paju ESs performance, Yunlin, CFL's new FPA, as well as new M&As	Eyes on Taiwan solar projects, Laos wind farm, and new M&As	Eyes on synergy with BANFU and new investment

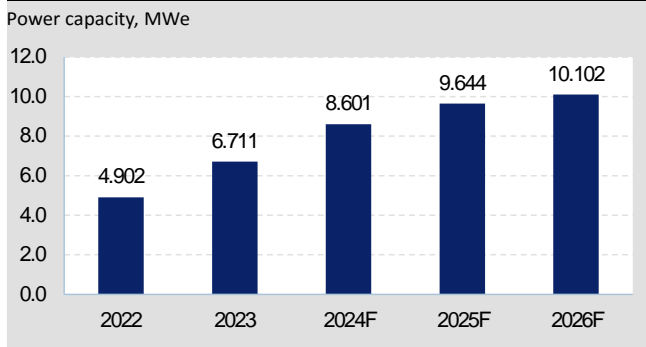
Source: Company data, KGI Securities Research

**Figure 10: Company profile**

Gulf Energy Development Public Company Limited (GULF) is one of the leading power producers in Thailand. During 2022-27, another 4.0GW is expected to commercialize, increasing its total effective capacity to 8.0GW. The company sells electricity to the Electricity Generating Authority of Thailand (EGAT) and industrial users in industrial estates through Independent Power Producer (IPP) and Small Power Producers (SPP) programs and sell electricity to the Provincial Electricity Authority (PEA) through Very Small Power Producers (VSPP) program.

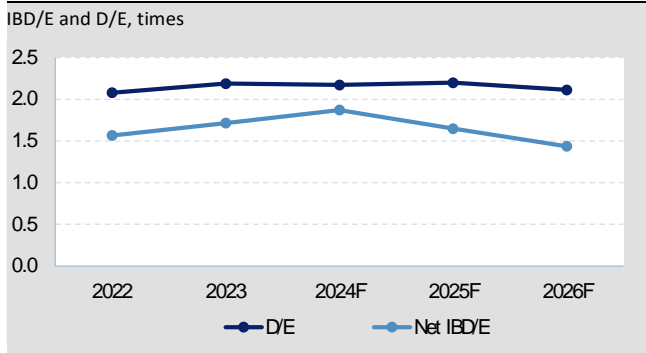
Source: Company data

**Figure 12: Upward equity capacity growth**



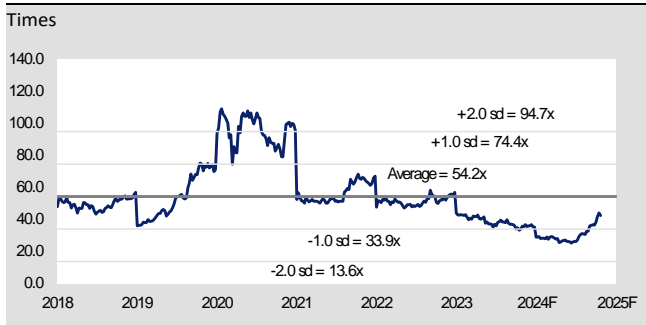
Source: Company data, KGI Securities Research

**Figure 14: Heavy debt during development phase**



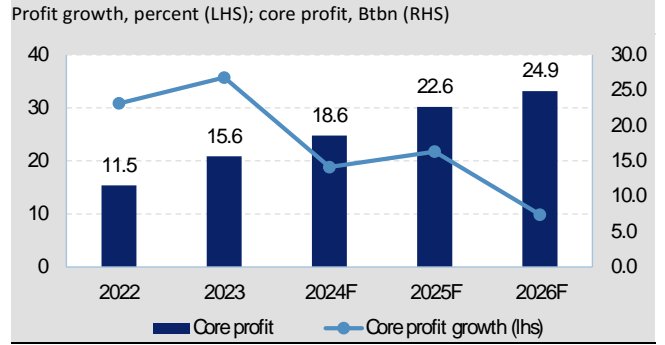
Source: Company data, KGI Securities Research

**Figure 16: GULF's forward PER**



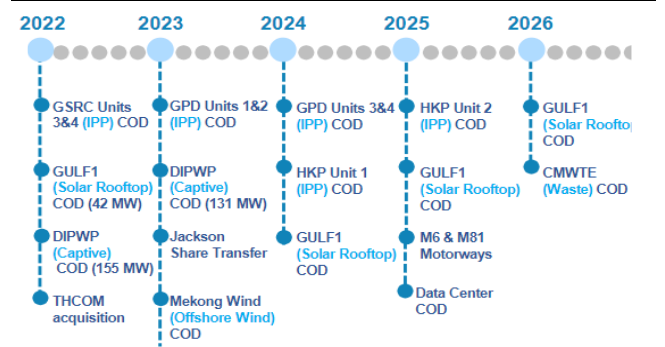
Source: Company data, KGI Securities Research

**Figure 11: Core profit to continue growing in 2024F-26F**



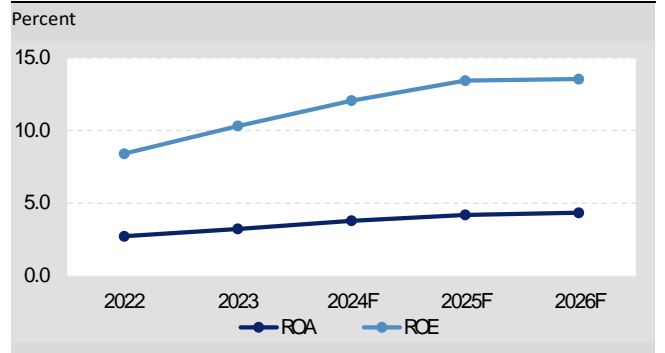
Source: Company data, KGI Securities Research

**Figure 13: Expansion program**



Source: Company data, KGI Securities Research

**Figure 15: ROE and ROA – Outpacing peers**



Source: Company data, KGI Securities Research

**Figure 17: GULF's forward PBV**



Source: Company data, KGI Securities Research

## Quarterly Income Statement

	Sep-21A	Dec-21A	Mar-22A	Jun-22A	Sep-22A	Dec-22A	Mar-23A	Jun-23A	Sep-23A	Dec-23A	Mar-24A	Jun-24A	Sep-24A
Income Statement (฿ mn)													
<b>Revenue</b>	<b>11,903</b>	<b>15,287</b>	<b>20,628</b>	<b>23,004</b>	<b>23,631</b>	<b>26,888</b>	<b>26,413</b>	<b>32,557</b>	<b>27,419</b>	<b>27,665</b>	<b>31,599</b>	<b>31,592</b>	<b>30,451</b>
Cost of Goods Sold	(8,944)	(10,890)	(16,065)	(18,567)	(18,931)	(21,148)	(21,101)	(27,115)	(21,866)	(21,940)	(25,857)	(25,575)	(24,595)
<b>Gross Profit</b>	<b>2,959</b>	<b>4,397</b>	<b>4,562</b>	<b>4,437</b>	<b>4,700</b>	<b>5,740</b>	<b>5,311</b>	<b>5,442</b>	<b>5,553</b>	<b>5,726</b>	<b>5,742</b>	<b>6,017</b>	<b>5,856</b>
Operating Expenses	(589)	(692)	(551)	(639)	(643)	(1,121)	(742)	(926)	(832)	(1,415)	(772)	(906)	(944)
Other incomes	1,702	31	35	98	75	718	581	951	748	616	681	1,024	808
<b>Operating Profit</b>	<b>4,072</b>	<b>3,735</b>	<b>4,046</b>	<b>3,896</b>	<b>4,132</b>	<b>5,337</b>	<b>5,151</b>	<b>5,467</b>	<b>5,470</b>	<b>4,926</b>	<b>5,651</b>	<b>6,136</b>	<b>5,720</b>
Depreciation of fixed assets	(1,271)	(1,272)	(1,246)	(1,242)	(1,277)	(1,298)	(954)	(1,001)	(1,103)	(1,123)	(1,136)	(1,137)	(1,140)
<b>Operating EBITDA</b>	<b>5,343</b>	<b>5,007</b>	<b>5,291</b>	<b>5,138</b>	<b>5,409</b>	<b>6,635</b>	<b>6,104</b>	<b>6,468</b>	<b>6,573</b>	<b>6,050</b>	<b>6,787</b>	<b>7,273</b>	<b>6,860</b>
<b>Non-Operating Income</b>	<b>(2,386)</b>	<b>315</b>	<b>138</b>	<b>(1,602)</b>	<b>(1,105)</b>	<b>1,813</b>	<b>169</b>	<b>(811)</b>	<b>(963)</b>	<b>548</b>	<b>(652)</b>	<b>(139)</b>	<b>1,259</b>
Interest Income	(1,681)	0	0	(52)	(24)	(0)	(14)	(140)	(120)	4	0	(101)	(60)
Other Non-op Income	(705)	315	138	(1,550)	(1,081)	1,813	183	(671)	(843)	544	(652)	(38)	1,319
<b>Non-Operating Expenses</b>	<b>(1,753)</b>	<b>(1,737)</b>	<b>(1,473)</b>	<b>(1,864)</b>	<b>(2,036)</b>	<b>(2,279)</b>	<b>(2,124)</b>	<b>(2,416)</b>	<b>(2,582)</b>	<b>(2,695)</b>	<b>(2,606)</b>	<b>(2,792)</b>	<b>(2,716)</b>
Interest Expenses	(1,753)	(1,737)	(1,473)	(1,864)	(2,036)	(2,279)	(2,124)	(2,416)	(2,582)	(2,695)	(2,606)	(2,792)	(2,716)
Other Non-op Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Equity Income/(Loss)</b>	<b>690</b>	<b>1,747</b>	<b>1,784</b>	<b>2,035</b>	<b>1,252</b>	<b>1,594</b>	<b>2,038</b>	<b>2,152</b>	<b>2,791</b>	<b>3,193</b>	<b>2,640</b>	<b>2,971</b>	<b>2,983</b>
<b>Pre-tax Profit</b>	<b>624</b>	<b>4,061</b>	<b>4,495</b>	<b>2,465</b>	<b>2,243</b>	<b>6,465</b>	<b>5,234</b>	<b>4,392</b>	<b>4,715</b>	<b>5,973</b>	<b>5,032</b>	<b>6,176</b>	<b>7,246</b>
Current Taxation	(91)	(308)	(448)	(146)	(572)	(179)	(186)	(203)	(229)	(39)	(315)	(191)	9
Minorities	(626)	(710)	(653)	(840)	(609)	(880)	(1,212)	(1,445)	(1,246)	(1,168)	(1,217)	(1,344)	(1,285)
Extraordinary items	0	0	0	0	0	570	(1)	0	0	1	0	0	1
<b>Net Profit</b>	<b>1,588</b>	<b>3,043</b>	<b>3,395</b>	<b>1,531</b>	<b>1,086</b>	<b>5,406</b>	<b>3,850</b>	<b>2,885</b>	<b>3,360</b>	<b>4,763</b>	<b>3,499</b>	<b>4,741</b>	<b>6,030</b>
<b>Normalized Profit</b>	<b>2,293</b>	<b>2,728</b>	<b>3,257</b>	<b>3,081</b>	<b>2,167</b>	<b>3,023</b>	<b>3,668</b>	<b>3,556</b>	<b>4,203</b>	<b>4,217</b>	<b>4,151</b>	<b>4,779</b>	<b>4,710</b>
EPS (฿)	0.14	0.26	0.29	0.13	0.09	0.46	0.33	0.25	0.29	0.41	0.30	0.40	0.51
Normalized EPS (฿)	0.20	0.23	0.28	0.26	0.18	0.26	0.31	0.30	0.36	0.36	0.35	0.41	0.40
<b>Margins</b>													
Gross profit margin	24.9	28.8	22.1	19.3	19.9	21.3	20.1	16.7	20.3	20.7	18.2	19.0	19.2
Operating EBIT margin	34.2	24.4	19.6	16.9	17.5	19.8	19.5	16.8	19.9	17.8	17.9	19.4	18.8
Operating EBITDA margin	44.9	32.8	25.7	22.3	22.9	24.7	23.1	19.9	24.0	21.9	21.5	23.0	22.5
Net profit margin	13.3	19.9	16.5	6.7	4.6	20.1	14.6	8.9	12.3	17.2	11.1	15.0	19.8
<b>Growth (QoQ)</b>													
Revenue growth	5.9	28.4	34.9	11.5	2.7	13.8	(1.8)	23.3	(15.8)	0.9	14.2	(0.0)	(3.6)
Operating EBIT growth	79.2	(8.3)	8.3	(3.7)	6.0	29.2	(3.5)	6.1	0.0	(9.9)	14.7	8.6	(6.8)
Operating EBITDA growth	51.9	(6.3)	5.7	(2.9)	5.3	22.7	(8.0)	6.0	1.6	(8.0)	12.2	7.2	(5.7)
Net profit growth	12.9	91.6	11.5	(54.9)	(29.1)	397.9	(28.8)	(25.1)	16.5	41.7	(26.5)	35.5	27.2
Normalized profit growth	63.7	19.0	19.4	(5.4)	(29.7)	39.5	21.4	(3.1)	18.2	0.3	(1.6)	15.1	(1.5)

Source: KGI Securities Research

**Balance Sheet**

As of 31 Dec (Bt mn)	2022	2023	2024F	2025F	2026F
<b>Total Assets</b>	<b>418,172</b>	<b>459,514</b>	<b>489,531</b>	<b>539,302</b>	<b>572,235</b>
<b>Current Assets</b>	<b>70,249</b>	<b>72,686</b>	<b>53,437</b>	<b>83,368</b>	<b>115,088</b>
Cash & ST Investments	39,194	38,713	21,591	45,756	76,991
Inventories	1,561	2,958	1,932	2,246	2,241
Accounts Receivable	18,999	21,165	21,903	26,388	26,792
Others	10,496	9,851	8,011	8,978	9,065
<b>Non-current Assets</b>	<b>347,923</b>	<b>386,828</b>	<b>436,094</b>	<b>455,934</b>	<b>457,147</b>
LT Investments	142,006	145,927	157,598	157,598	157,598
Net fixed Assets	99,555	90,222	114,674	113,036	113,525
Others	106,362	150,679	163,822	185,300	186,024
<b>Total Liabilities</b>	<b>282,370</b>	<b>315,410</b>	<b>335,238</b>	<b>370,743</b>	<b>388,455</b>
<b>Current Liabilities</b>	<b>51,868</b>	<b>65,623</b>	<b>46,740</b>	<b>43,184</b>	<b>42,899</b>
Accounts Payable	7,484	9,391	9,443	11,376	11,550
ST Borrowings	6,669	4,789	8,268	7,772	7,306
Others	37,715	51,443	29,029	24,036	24,043
<b>Long-term Liabilities</b>	<b>230,502</b>	<b>249,787</b>	<b>288,498</b>	<b>327,559</b>	<b>345,556</b>
Long-term Debts	219,108	240,590	279,301	318,862	336,359
Others	11,394	9,197	9,197	9,197	9,197
<b>Shareholders' Equity</b>	<b>135,802</b>	<b>144,104</b>	<b>154,293</b>	<b>168,559</b>	<b>183,780</b>
Common Stock	11,733	11,733	11,733	11,733	11,733
Capital Surplus	51,822	51,822	51,822	51,822	51,822
Retained Earnings	41,887	49,717	57,154	66,207	76,155
Preferred Stock	0	0	0	0	0

Source: KGI Securities Research

**Key Ratios**

Year to 31 Dec	2022	2023	2024F	2025F	2026F
<b>Growth (% YoY)</b>					
Sales	98.3	21.1	3.5	20.5	1.5
CP	30.9	20.7	(5.3)	36.1	8.1
EBITDA	35.4	21.5	22.4	21.4	5.1
NP	48.9	30.1	25.1	21.7	9.9
Normalized Profit	30.8	35.7	18.8	21.7	9.9
EPS	48.9	30.1	25.1	21.7	9.9
Normalized EPS	30.8	35.7	18.8	21.7	9.9
<b>Profitability (%)</b>					
Gross Margin	20.6	19.3	18.1	21.0	22.4
Operating Margin	18.5	18.4	16.9	19.0	20.3
EBITDA Margin	30.2	30.3	35.9	36.1	37.4
Net Profit Margin	12.1	13.0	15.8	15.9	17.2
ROAA	2.7	3.2	3.8	4.2	4.3
ROAE	8.4	10.3	12.0	13.4	13.5
<b>Stability</b>					
Gross Debt/Equity (%)	2.1	2.2	2.2	2.2	2.1
Net Debt/Equity (%)	1.6	1.7	1.9	1.8	1.5
Interest Coverage (x)	3.1	3.1	3.2	3.5	3.6
Interest & ST Debt Coverage (x)	1.6	2.1	1.8	2.1	2.3
Cash Flow Interest Coverage (x)	1.5	1.9	0.1	0.5	2.0
Cash Flow/Interest & ST Debt (x)	0.8	1.3	0.1	0.3	1.3
Current Ratio (x)	1.4	1.1	1.1	1.9	2.7
Quick Ratio (x)	1.3	1.1	1.1	1.9	2.6
Net Debt (Bt mn)	212,671	247,042	288,850	298,251	284,546
<b>Per Share Data (Bt)</b>					
EPS	1.0	1.3	1.6	1.9	2.1
Normalized EPS	1.0	1.3	1.6	1.9	2.1
CFPS	1.0	1.6	0.1	0.5	2.1
BVPS	11.6	12.3	13.2	14.4	15.7
SPS	8.0	9.7	10.1	12.1	12.3
EBITDA/Share	2.4	2.9	3.6	4.4	4.6
DPS	0.6	0.9	1.0	1.2	1.3
<b>Activity</b>					
Asset Turnover (x)	0.2	0.2	0.2	0.3	0.3
Days Receivables	73.7	67.7	67.7	67.7	67.7
Days Inventory	7.6	11.7	7.3	7.3	7.3
Days Payable	36.6	37.2	35.7	37.0	37.6
Cash Cycle	44.7	42.2	39.4	38.1	37.4

Source: KGI Securities Research

**Profit & Loss**

Year to 31 Dec (Bt mn)	2022	2023	2024F	2025F	2026F
<b>Revenue</b>	<b>94,151</b>	<b>114,054</b>	<b>118,034</b>	<b>142,204</b>	<b>144,378</b>
Cost of Goods Sold	(74,711)	(92,022)	(96,615)	(112,285)	(112,028)
<b>Gross Profit</b>	<b>19,440</b>	<b>22,033</b>	<b>21,419</b>	<b>29,920</b>	<b>32,350</b>
Operating Expenses	(2,955)	(3,915)	(2,820)	(3,978)	(4,001)
Other Incomes	925	2,896	1,298	1,148	948
<b>Operating Profit</b>	<b>17,411</b>	<b>21,014</b>	<b>19,897</b>	<b>27,089</b>	<b>29,296</b>
Depreciation of fixed assets	(5,063)	(4,181)	(9,738)	(10,138)	(10,136)
<b>Operating EBITDA</b>	<b>28,458</b>	<b>34,583</b>	<b>42,331</b>	<b>51,406</b>	<b>54,053</b>
<b>Non-Operating Income</b>	<b>(680)</b>	<b>(786)</b>	<b>0</b>	<b>0</b>	<b>0</b>
Interest Income	0	0	0	0	0
Other Non-op Income	(680)	(786)	0	0	0
<b>Non-Operating Expenses</b>	<b>(7,652)</b>	<b>(9,817)</b>	<b>(10,151)</b>	<b>(11,884)</b>	<b>(12,164)</b>
Interest Expenses	(7,652)	(9,817)	(10,151)	(11,884)	(12,164)
Other Non-op Expenses	0	0	0	0	0
<b>Equity Income/(Loss)</b>	<b>6,665</b>	<b>10,175</b>	<b>12,696</b>	<b>14,179</b>	<b>14,621</b>
<b>Pre-tax Profit</b>	<b>15,744</b>	<b>20,585</b>	<b>22,442</b>	<b>29,384</b>	<b>31,752</b>
Current Taxation	(1,344)	(658)	(1,099)	(1,539)	(1,609)
Minorities	(2,982)	(5,070)	(2,753)	(5,212)	(5,274)
Extraordinary items	0	0	0	0	0
<b>Net Profit</b>	<b>11,418</b>	<b>14,858</b>	<b>18,591</b>	<b>22,633</b>	<b>24,870</b>
<b>Normalized Profit</b>	<b>11,528</b>	<b>15,644</b>	<b>18,591</b>	<b>22,633</b>	<b>24,870</b>
EPS (Bt)	0.97	1.27	1.58	1.93	2.12
Normalized EPS (Bt)	0.98	1.33	1.58	1.93	2.12

Source: KGI Securities Research

**Cash Flow**

Year to 31 Dec (Bt mn)	2022	2023	2024F	2025F	2026F
<b>Operating Cash Flow</b>	<b>11,278</b>	<b>18,295</b>	<b>1,292</b>	<b>5,816</b>	<b>24,707</b>
Net Profit	11,418	14,858	18,591	22,633	24,870
Depreciation & Amortization	5,063	4,181	9,738	10,138	10,136
Change in Working Capital	(839)	5,147	(17,093)	(17,988)	(952)
Others	(4,363)	(5,891)	(9,944)	(8,967)	(9,347)
<b>Investment Cash Flow</b>	<b>(25,205)</b>	<b>(34,400)</b>	<b>(34,309)</b>	<b>(6,848)</b>	<b>(1,354)</b>
Net CAPEX	22,356	5,137	(34,190)	(8,500)	(10,625)
Change in LT Investment	(12,014)	(4,196)	(11,671)	0	0
Change in Other Assets	(35,548)	(35,340)	11,551	1,652	9,271
<b>Free Cash Flow</b>	<b>(13,927)</b>	<b>(16,105)</b>	<b>(33,018)</b>	<b>(1,032)</b>	<b>23,353</b>
<b>Financing Cash Flow</b>	<b>33,277</b>	<b>15,628</b>	<b>15,895</b>	<b>25,197</b>	<b>7,883</b>
Change in Share Capital	0	0	0	0	0
Net Change in Debt	19,462	34,154	24,297	33,565	17,531
Change in Other LT Liab.	13,815	(18,526)	(8,402)	(8,368)	(9,649)
<b>Net Cash Flow</b>	<b>19,350</b>	<b>(477)</b>	<b>(17,122)</b>	<b>24,165</b>	<b>31,236</b>

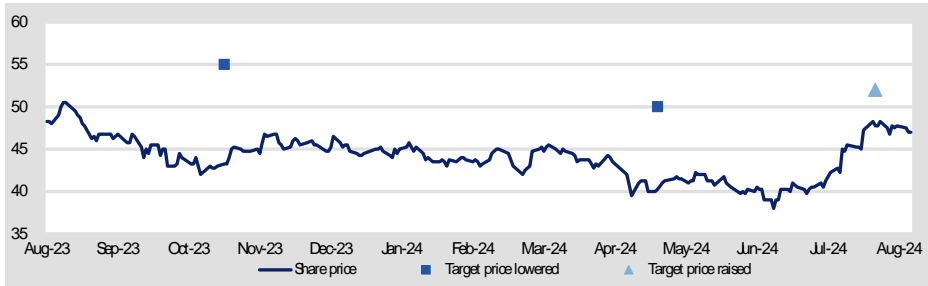
Source: KGI Securities Research

**Rates of Return on Invested Capital**

Year	1- Revenue	- COGS Revenue	+ Depreciation Revenue	+ Operating Exp. Revenue	= Operating Margin
2022	74.0%	5.4%	4.1%	16.5%	
2023	77.0%	3.7%	6.0%	13.3%	
2024F	73.6%	8.2%	3.5%	14.7%	
2025F	71.8%	7.1%	3.6%	17.4%	
2026F	70.6%	7.0%	3.4%	19.0%	
Year	1/ Revenue	+ Working Capital Revenue	+ Net PPE Revenue	+ Other Assets Revenue	= Capital Turnover
2022	0.0	1.1	9.3	0.1	
2023	0.0	0.8	4.9	0.2	
2024F	-0.1	1.0	3.9	0.2	
2025F	0.0	0.8	3.8	0.2	
2026F	0.0	0.8	4.1	0.2	
Year	Operating Margin	x Capital Turnover	x Cash Tax Rate	= After-tax Return on Inv. Capital	
2022	16.5%	0.1	8.5%	0.1%	
2023	13.3%	0.2	3.2%	0.1%	
2024F	14.7%	0.2	4.9%	0.2%	
2025F	17.4%	0.2	5.2%	0.2%	
2026F	19.0%	0.2	5.1%	0.2%	

Source: KGI Securities Research

Gulf Energy Development. – Recommendation & target price history



Date	Rating	Target	Price
31-Jul-24	Outperform	52.00	47.75
30-Apr-24	Outperform	50.00	40.25
30-Oct-23	Outperform	55.00	43.25

Source: KGI Securities Research



## Company's ESG details

### Environment

- Waste management: Minimizing waste and emissions, including greenhouse gas emissions.
- Operational eco-efficiency: Improving operational efficiency to reduce consumption of energy and resources.
- Targets to increase the proportion of installed power generation capacity from renewable energy to more than 30% of the company's total gross installed power capacity by 2030 by focusing on solar, wind, hydro, and waste.
- The company has shaped its business strategies to include increasing investments in renewable energy and related businesses, supported by a commitment to using highly efficient state-of-the-art technology.
- Resource management: Ensuring efficient use of resources for the long term.
- Target to increase the proportion of installed power generation capacity from renewable energy to more than 30% of the company's total gross installed power capacity by 2030.
- Adhere to No Coal Policy.
- Target net zero carbon by 2050 and reduce gas emission 20% by 2030.

### Social

- Human rights: Respecting human rights in every aspect of operations, providing equal treatment for all without discrimination, and creating opportunities for the future.
- Employees: Creating good relationships and promoting the well-being of employees, respecting labor rights, and providing opportunities for learning and career development.
- Provide a safe and healthy work environment that promotes non-discrimination, and gender equality.
- Local community: Investing in community development in all areas where the company operates to support the creation of resilient and sustainable communities.
- Philanthropy: Engaging in projects and activities that improve the quality of life for people in society.
- Local impact: Monitoring impacts to local communities and developing plans for shared usage of resources.
- GULF will strive for excellence in both business operations and sustainability management across all areas. The company aims to remain agile and adaptable in the face of evolving global trends and business volatility, ensuring it maintains a competitive edge.

### Governance

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

### Climate Management (Subset of Environment)

- GULF is firmly committed to achieving its decarbonization targets, aiming to reduce carbon intensity by 25% by 2030 (relative to 2019 levels) and to increase the proportion of renewable energy in its portfolio to at least 40% by 2035

Source: Company data, 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	A
AOT	AIRPORTS OF THAILAND	A	MAJOR	MAJOR CINEPLEX GROUP	AA
AP	AP (THAILAND)	AA	MEGA	MEGA LIFESCIENCES	A
BAFS	BANGKOK AVIATION FUEL SERVICES PCL	AA	MINT	MINOR INTERNATIONAL	AA
BAM	BANGKOK COMMERCIAL ASSET MANAGEMENT	AA	MTC	MUANGTHAI CAPITAL	A
BANPU	BANPU	AAA	OR	PTT OIL AND RETAIL BUSINESS	AAA
BBGI	BBGI	AA	ORI	ORIGIN PROPERTY	AA
BBL	BANGKOK BANK	AA	OSP	OSOTSPA	AA
BCH	BANGKOK CHAIN HOSPITAL	AA	PLANB	PLAN B MEDIA	AA
BCP	BANGCHAK CORPORATION	AAA	PSH	PRUKSA HOLDING	BBB
BCPG	BCPG	AA	PTT	PTT	AAA
BDM S	BANGKOK DUST 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	SAKSAM LEASING	A
CBG	CARABAO GROUP	A	SAPPE	SAPPE	BBB
CENTEL	CENTRAL FLAZA HOTEL	A	SAT	SOMBOON ADVANCE TECHNOLOGY	AA
CK	CH. KARNCHANG	A	SAWAD	SRI SAWAD CORPORATION	BBB
CKP	CK POWER	AAA	SCB	SCB X	AA
COM7	COM7	A	SCC	THE SAM CEMENT	AAA
CPALL	CP ALL	AAA	SCCC	SIAM CITY CEMENT	AA
CPAXT	CP AXTRA	AAA	SCGP	SCG PACKAGING	AAA
CPF	CHAROEN FOKPHAND FOODS	AAA	SHR	S HOTELS AND RESORTS	A
CPN	CENTRAL PATTANA	AA	SICT	SILICON CRAFT TECHNOLOGY	A
EGCO	ELECTRICITY GENERATING	AA	SM PC	SAHAMITR PRESSURE CONTAINER	AA
ERW	THE ERWAN GROUP	A	SNC	SNC FORMER	A
GFPT	GFPT	BBB	SPALI	SUPALAI	AA
GLOBAL	SIAM GLOBAL HOUSE	AA	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION	A
GPSC	GLOBAL POWER SYNERGY	AA	STGT	SRI TRANG GLOVES (THAILAND)	AAA
GULF	GULF ENERGY DEVELOPMENT	AA	TCAP	THANACHART CAPITAL	A
HANA	HANA MICROELECTRONICS	AA	TFG	THAIFOODS GROUP	A
HENG	HENG LEASING AND CAPITAL	A	THCOM	THAICOM	AAA
HM PRO	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	A
KBANK	KASIKORN BANK	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



### Companies with Excellent CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	EGCO	ELECTRICITY GENERATING	PTTEP	PTT EXPLORATION AND PRODUCTION
ADVANC	ADVANCED INFO SERVICE	GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL
AMA	AMA MARINE	GGC	GLOBAL GREEN CHEMICALS	PYLON	PYLON
AMATA	AMATA CORPORATION	GPSC	GLOBAL POWER SYNERGY	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	HANA	HANA MICROELECTRONICS	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
AOT	AIRPORTS OF THAILAND	HMPRO	HOME PRODUCT CENTER	RS	RS
AP	ASIAN PROPERTY DEVELOPMENT	INTUCH	SHIN CORPORATION	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	IRPC	IRPC	SCC	THE SIAM CEMENT
BCP	THE BANGCHAK PETROLEUM	IVL	INDORAMA VENTURES	SCCC	SIAM CITY CEMENT
BCPG	BCPG	KBANK	KASIKORNBANK	SEAFCO	SEAFCO
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KCE	KCE ELECTRONICS	SMPC	SAHAMITR PRESSURE CONTAINER
BEC	BEC WORLD	KKP	KIATNAKIN BANK	SPALI	SUPALAI
BEM	BANGKOK EXPRESSWAY AND METRO	KTB	KRUNG THAI BANK	SPRC	STAR PETROLEUM REFINING
BGRIM	B.GRIMM POWER	KTC	KRUNGTHAI CARD	SVI	SVI
BPP	BANPU POWER	LH	LAND AND HOUSES	TACC	T.A.C. CONSUMER
BTS	BTS GROUP HOLDINGS	LPN	L.P.N. DEVELOPMENT	TCAP	THANACHART CAPITAL
CENTEL	CENTRAL PLAZA HOTEL	MAKRO	SIAM MAKRO	THCOM	THAICOM
CK	CH. KARNCHANG	MBK	MBK	TISCO	TISCO FINANCIAL GROUP
CKP	CK POWER	MINT	MINOR INTERNATIONAL	TOP	THAI OIL
CPALL	CP ALL	MTC	MUANGTHAI CAPITAL	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	PLANB	PLAN B MEDIA	TTB	TMBTHANACHART BANK
CPN	CENTRAL PATTANA	PSH	PRUKSA HOLDING	VGI	VGI GLOBAL MEDIA
DELTA	DELTA ELECTRONICS (THAILAND)	PTG	PTG ENERGY	WHA	WHA CORPORATION
DTAC	TOTAL ACCESS COMMUNICATION	PTT	PTT	WHAUP	



### Companies with Very Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
BAM	BANGKOK COMMERCIAL ASSET MANAGEMENT	GULF	GULF ENERGY DEVELOPMENT	SAPPE	SAPPE
BBL	BANGKOK BANK	JMT	JMT NETWORK SERVICES	SAWAD	SRIAWAD POWER 1979
CBG	CARABAO GROUP	LPH	LADPRAO GENERAL HOSPITAL	SINGER	SINGER THAILAND
CHG	CHULARAT HOSPITAL	M	MK RESTAURANT GROUP	SPA	SIAM WELLNESS GROUP
COM7	COM7	MAJOR	MAJOR CINEPLEX GROUP	TFG	THAIFOODS GROUP
DOHOME	DOHOME	MEGA	MEGA LIFESCIENCES	TKN	TAOKAENOI FOOD & MARKETING
ERW	THE ERAWAN GROUP	NETBAY	NETBAY	ZEN	ZEN CORPORATION GROUP
GLOBAL	SIAM GLOBAL HOUSE	OSP	OSOTSPA		



### Companies with Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
BCH	BANGKOK CHAIN HOSPITAL	ESSO	ESSO (THAILAND)	SF	SIAM FUTURE DEVELOPMENT
BH	BUMRUNGRAD HOSPITAL	HUMAN	HUMANICA	SISB	SISB
EKH	EKACHAI MEDICAL CARE	RBF	R&B FOOD SUPPLY	TPCH	TPC POWER HOLDING

### Companies classified Not in the three highest score groups

Stock	Company name	Stock	Company name	Stock	Company name
IIG	I&I GROUP	OR	PTT OIL AND RETAIL BUSINESS	STGT	SRI TRANG GLOVES (THAILAND)
KEX	KERRY EXPRESS (THAILAND)	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION		

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	SAM GLOBAL HOUSE	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	GPSC	GLOBAL POWER SYNERGY	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
BBL	BANGKOK BANK	HIMPRO	HOME PRODUCT CENTER	ROBINS	ROBINSON DEPARTMENT STORE
BCH	BANGKOK CHAIHIN HOSPITAL	IRPC	IRPC	SCC	THE SAM CEMENT
BDMS	BANGKOK DUST MEDICAL SERVICES	KBANK	KASKORNBANK	SIRI	SANSIRI
BIGC	BIG C SUPERCENTER	KCE	KCE ELECTRONICS	SPALI	SUPALAI
CK	CH. KARNOCHANG	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	ASA AVIATION	ERW	THE ERAWAN GROUP	SAPPE	SAPPE
AP	ASIAN PROPERTY DEVELOPMENT	GLOW	GLOW ENERGY	SAWAD	SRSAWAD POWER 1979
BA	BANGKOK AIRWAYS	GUNKUL	GUNKUL ENGINEERING	SCB	THE SAM COMMERCIAL BANK
BANPU	BANPU	ILINK	INTERLINK COMMUNICATION	SCN	SCAN INTER
BCP	THE BANGCHAK PETROLEUM	KTC	KRUNGTHAI CARD	SEAFOO	SEAFOO
BH	BUMRUNGRAD HOSPITAL	LH	LAND AND HOUSES	SMI	SMI
B.LCHI	B.LC HEAVY INDUSTRIES	LPN	L.P.N. DEVELOPMENT	TASCO	TIFCO ASPHALT
CBG	CARABAO GROUP	MAKRO	SAM MAKRO	TKN	TACKAENCI 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
BCPG	BCPG	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.  <i>Excess return = 12M target price/current price-</i>
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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