



SET ESG Rating of AA

### Neutral · Downgraded

Price as of 16 May 2024	6.85
12M target price (Bt/shr)	7.50
Unchanged/Revised up(down)(%)	(13.80)
Upside/downside (%)	9.50

#### Key messages

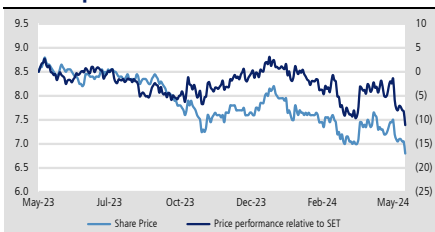
เมื่อผลการดำเนินงาน 1Q67 แผลงหลัก ๆ เกิดจากธุรกิจอสังหาฯ 1 ชะลอตัว ดังนั้น เราปรับลดรายได้จากการขายบ้านเต็มปีนี้ลงราว 9% และอัตรากำไรขั้นต้นลง 2 ppt ส่วนทางกับรายได้ธุรกิจโรงแรมและบริการมีกำไรรายไตรมาสสูงเป็นประวัติการณ์ต่อเนื่อง ขณะที่เราปรับประมาณการกำไรจากธุรกิจหลักของเราลงที่ 6.3 พันล้านบาทต่ำกว่าไตรมาสก่อน 10% โดยเราคงคาดการณ์กำไรราว 1 พันล้านบาทจากการขายห้างสรรพสินค้าที่พญาไทของทรัสต์ REIT หลังการปรับประมาณการกำไรลงใหม่ ได้ราคาเป้าหมาย SOTP ใหม่ลดลงอยู่ที่ 7.50 บาท (จากธุรกิจหลักที่ 3.20 บาท อิงจาก PE ที่ 17.0x และพอร์ตการลงทุนที่ 4.30 บาท) จากเดิม 8.70 บาท ทั้งนี้ เราปรับลดคำแนะนำลงเป็นเพียงถือ จากซื้อ โดยในปัจจุบัน LH เทรดที่ PE และ PB โกลเดียนที่ระดับ -2S.D. ด้วย dividend yield สูงราว 8%

Mkt cap (Btbn/US\$m)	81/2031
Outstanding shares (mn)	11,950
Foreign ownership (mn)	1,224
3M avg. daily trading (mn)	60
52-week trading range (Bt)	Bt6.8-8.8
Performance (%)	3M 6M 12M
Absolute	-8.7 -11.1 -22.3
Relative	-7.6 -8.2 -12.7

#### Quarterly EPS

EPS	Q1	Q2	Q3	Q4
2022	1.31	1.45	1.52	1.35
2023	0.92	0.98	0.80	2.36
2024	0.83			

#### Share price chart



Source: SET

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## COMPANY UPDATE

Thailand

# Land and Houses

(LH.BK/LH TB)\*



## ธุรกิจขายบ้านชะลอตัว แต่ธุรกิจโรงแรมให้เช่าดีกว่าคาด

### Event

ปรับประมาณการกำไรปี 2567F-68F

### Impact

ปรับลดประมาณการปี 2567F-68F ลง

เมื่อผลการดำเนินงาน 1Q67 แผลงหลัก ๆ เกิดจากธุรกิจอสังหาฯ 1 ชะลอตัว ดังนั้น เราได้ปรับลดรายได้จากการขายบ้านเต็มปีนี้ลงราว 9% (โครงการแนวราบลดลง -8% และโครงการคอนโดฯ -26%) อยู่ที่ 2.1 หมื่นล้านบาทและขายอสังหาริมทรัพย์อื่นลง 2ppt อยู่ที่ 29% ส่วนทางกับรายได้โรงแรมและบริการแข็งแกร่งและมีกำไรรายไตรมาสสูงเป็นประวัติการณ์ตั้งแต่หลังโรคระบาด Covid-19 ดังนั้นเรายังใช้วิธีการเดิมโดยธุรกิจสูงสำหรับธุรกิจอื่น อย่างไรก็ตาม ถ้าไปปกติที่ไม่รวมกำไรจากการขายเงินลงทุนจะอยู่ที่ 6.3 พันล้านบาทซึ่งลดลงราว 10% จากประมาณการเดิม ในขณะที่ ปัจจุบันกำไรใน 1Q67 คิดเป็น 20% ของกำไรหลักเรา ทั้งนี้ เรายังคงคาดมีโอกาสดำเนินกำไรจากการขายห้างสรรพสินค้า 21 ที่พญาไทของทรัสต์ LH Shopping Centers Leasehold REIT (LHSC) ใน 4Q67 อยู่ราว 1 พันล้านบาท (Figure 2)

### แนวโน้มธุรกิจขายบ้านซบเซา

ข้อมูลจริงด้าน ปริมาณ/ยอดโอนใน 1Q67 คิดเป็นเพียง 17-18% จาก guidance เดิมปีของ LH ที่ 3.1 หมื่นล้านบาทและ 2.8 หมื่นล้านบาท ดังนั้นเรามีสมมติฐานแนวทางการขายอสังหาริมทรัพย์ซบเซาขึ้นด้านปริมาตร/ยอดโอนอยู่ที่ 2.5 หมื่นล้านบาทและ 2.1 หมื่นล้านบาท (Figure 3) ทั้งนี้ LH ไม่ค่อยใช้การตลาดและส่งเสริมการขายเชิงรุกมากซึ่งยากที่จะเร่งยอดขายเพิ่มและรักษาส่วนแบ่งการตลาดได้ท่ามกลางการแข่งขันจากคู่แข่ง ขณะที่โครงการของ LH ราว 25-30% ตั้งราคาขายอยู่ระดับต่ำกว่า 7 ล้านบาท/ยูนิต ซึ่งมีสิทธิได้รับการลดหย่อนค่าโอนกรรมสิทธิ์บ้านและค่าธรรมเนียมจดทะเบียนอสังหาฯ 1 สูงจาก 2%/1% เหลือเพียง 0.01% โดยบริษัทอาจไม่ได้รับประโยชน์ในลำดับต้น ๆ จากมาตรการกระตุ้นภาคอสังหาฯ 1 จากรัฐบาลล่าสุด ทั้งนี้ โครงการต่าง ๆ ส่วนใหญ่ของ LH ตั้งราคาที่พักที่พรีเมียมสำหรับกลุ่มลูกค้าระดับบน

### ธุรกิจให้เช่าและบริการแข็งแกร่ง

ธุรกิจให้เช่าประกอบด้วยโรงแรมและห้างสรรพสินค้าในประเทศไทยและโรงแรม/บริการอพาร์ทเมนท์ในสหรัฐอเมริกา โดย ณ สิ้นงวด 1Q67 ธุรกิจโรงแรมมีอัตราการเข้าพัก (occupancy rate) เหลืออยู่ที่ 87-92% ด้วยค่าห้องพักสูงขึ้น ส่วนอัตราการเข้าพักในห้างสรรพสินค้าสูงเหลืออยู่ที่ 95% และค่าเช่าเฉลี่ยเพิ่มขึ้นอยู่ที่ 1,263 บาท (+5% YoY) โดยที่รายได้จากการให้เช่าอสังหาฯ 1 ในประเทศไทยอยู่ที่ 1.85 พันล้านบาทสูงกว่าประมาณของ LH ราว 3.5% ขณะที่ รายได้จากค่าดำเนินงานในสหรัฐฯ 1 สูงกว่าเป้าหมาย 12% อยู่ที่ 302 ล้านบาท เหตุนี้เราลดรายได้ค่าเช่าและบริการอยู่ที่ 9.5 พันล้านบาท (+22% YoY) สูงกว่า guidance ที่ 8.5 พันล้านบาท

### Valuation & Action

หลังการปรับประมาณการกำไรใหม่ เราได้ราคาเป้าหมาย SOTP ใหม่อยู่ที่ 7.50 บาท (จากธุรกิจหลักที่ 3.20 บาท อิงจาก PE ที่ 17.0x และพอร์ตการลงทุนที่ 4.30 บาท) ลดจากเดิม 8.70 บาท ทั้งนี้ เราปรับลดคำแนะนำลงเป็นเพียงถือ จากซื้อ โดยในปัจจุบัน LH เทรดที่ PE และ PB โกลเดียนที่ระดับ -2S.D. ด้วย dividend yield สูงราว 8%

### Risks

ภาวะเศรษฐกิจอ่อนแอ โอกาสมีนโยบายกระตุ้นจากภาครัฐ การให้สินเชื่อมีความเข้มงวดมากขึ้น ท่ามกลางภาวะหนี้สินภาคครัวเรือนสูงยึดเชื่อกัน การปรับขึ้นค่าแรงขั้นต่ำ

### Key financials and valuations

	Dec - 21A	Dec - 22A	Dec - 23A	Dec - 24F	Dec - 25F
Revenue (Btmn)	32,270	35,597	26,745	30,119	32,799
Gross Profit (Btmn)	10,157	11,621	8,245	9,018	9,953
SG&A (Btmn)	3,974	4,787	4,827	5,045	5,658
Net Profit (Btmn)	6,936	8,313	7,482	7,298	7,898
Normalized Profit (Btmn)	6,884	8,058	5,288	6,298	6,898
EPS (Bt)	0.6	0.7	0.63	0.61	0.66
Normalized EPS (Bt)	0.6	0.7	0.4	0.5	0.6
DPS (Bt)	0.5	0.6	0.5	0.6	0.6
EPS Growth (%)	(2.9)	19.8	(10.0)	(2.5)	8.2
Normalized EPS Growth	5.0	17.1	(34.4)	19.1	9.5
P/E (X)	15.2	14.2	13.0	11.2	10.4
P/B (X)	2.1	2.3	1.9	1.4	1.4
EV/EBITDA (X)	18.9	18.6	26.1	22.5	21.5
Dividend Yield (%)	5.7	6.1	6.1	8.0	8.0
Return on Average Equity (%)	13.7	15.9	14.3	12.8	13.6

Source: Company data, KGI Securities Research

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

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

**Figure 1: LH's 1Q24 earnings review**

Bt mn	1Q24	1Q23	YoY (%)	4Q23	QoQ (%)
Revenue	6,588	6,629	(0.6)	6,632	(0.7)
Revenue from sales of real estate	4,432	4,832	(8.3)	4,672	(5.1)
Revenue from rental and services	2,156	1,797	20.0	1,959	10.1
Gross Profit	1,891	1,992	(5.1)	2,049	(7.7)
SG&A	1,249	1,244	0.4	1,348	(7.3)
Operating EBIT	983	1,062	(7.4)	1,088	(9.7)
Equity Income/(Loss)	837	848	(1.3)	829	0.9
Interest expenses	431	288	49.7	478	(9.8)
Pre-tax Profit	551	774	(28.7)	610	(9.6)
<b>Net Profit</b>	<b>1,231</b>	<b>1,354</b>	<b>(9.1)</b>	<b>3,493</b>	<b>(64.8)</b>
<b>Normalized profit</b>	<b>1,195</b>	<b>1,472</b>	<b>(18.9)</b>	<b>1,629</b>	<b>(26.7)</b>
Percent	1Q24	1Q23	YoY (ppts)	4Q23	QoQ (ppts)
Total gross margin	28.7	30.1	(1.3)	30.9	(2.2)
Residential gross margin	27.5	28.7	(1.2)	27.4	0.0
SG&A/sales	19.0	18.8	0.2	20.3	(1.4)
Revenue breakdown by segments	1Q24	1Q23	YoY (%)	4Q23	QoQ (%)
Low-rise	4,205	4,533	(7.2)	4,513	(6.8)
High-rise	227	299	(24.1)	159	42.8

Source: Company data, KGI Securities Research

**Figure 2: Earnings revisions**

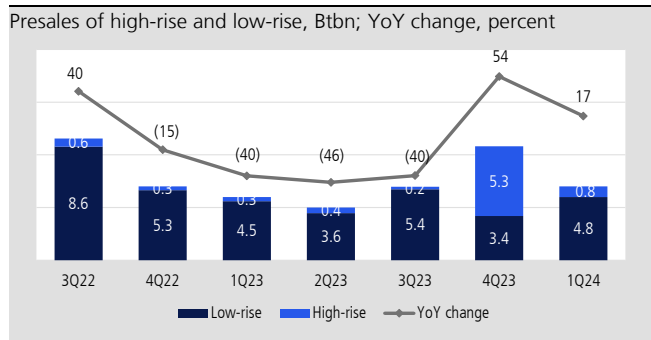
Year to 31 Dec (Btm)	2024F Previous	2024F New	Chg (%)	2025F Previous	2025F Current	Chg (%)
<b>Total revenue</b>	<b>31,875</b>	<b>30,119</b>	<b>(5.5)</b>	<b>34,670</b>	<b>32,799</b>	<b>(5.4)</b>
Rental/service revenue	9,073	9,452	4.2	10,286	11,114	8.0
Residential revenue	22,802	20,667	(9.4)	24,384	21,685	(11.1)
Low-rise	21,506	19,714	(8.3)	23,011	20,699	(10.0)
High-rise	1,296	954	(26.4)	1,373	985	(28.2)
EBIT	5,739	4,975	(13.3)	6,133	5,386	(12.2)
Share income	3,991	3,783	(5.2)	4,343	4,109	(5.4)
<b>Net profit</b>	<b>8,074</b>	<b>7,298</b>	<b>(9.6)</b>	<b>8,711</b>	<b>7,898</b>	<b>(9.3)</b>
Gain on sales of assets	1,000	1,000	0.0	1,000	1,000	0.0
<b>Normalized profit</b>	<b>7,074</b>	<b>6,298</b>	<b>(11.0)</b>	<b>7,711</b>	<b>6,898</b>	<b>(10.5)</b>
Key financials	2024F Previous	2024F New	Chg (ppts)	2025F Previous	2025F Current	Chg (ppts)
Total gross margin	31.9	29.9	(2.0)	32.0	30.3	(1.7)
Residential gross margin (%)	31.0	29.0	(2.0)	31.0	29.5	(1.5)
Rental gross margin (%)	34.0	32.0	(2.0)	34.5	32.0	(2.5)
Net margin (%)	22.2	20.9	(1.3)	22.2	21.0	(1.2)

Source: Company data, KGI Securities Research

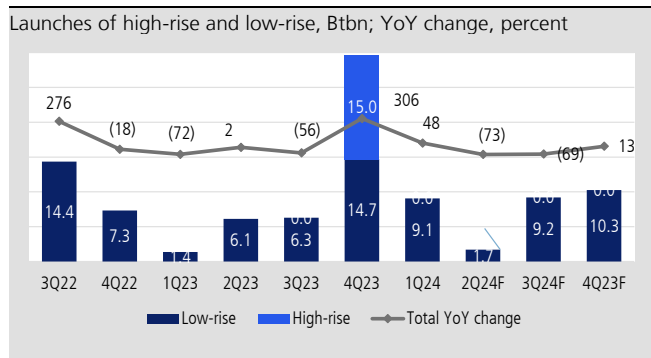
**Figure 3: 2024 guidance: LH vs. KGI**

(Btmn)	2024F		
	LH	KGI	Diff
New launches	30,200	30,200	-
Landed properties	30,200	30,200	-
Condominiums	-	0	-
Presales	31,000	24,639	-21%
Landed properties	25,500	20,629	-19%
Condominiums	5,500	4,010	-27%
Transfers	28,000	20,667	-26%
Landed properties	26,040	19,714	-24%
Condominiums	1,960	954	-51%
Hotel/rental	8,500	9,452	11%
Share of profit from associates	3,390	3,783	12%

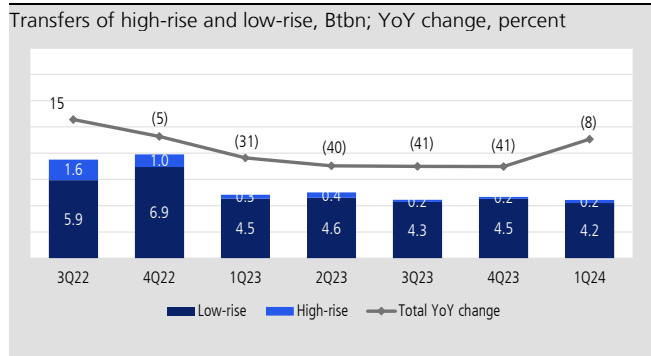
Source: Company data, KGI Securities Research

**Figure 2: Quarterly presales**


Source: Company data, KGI Securities Research

**Figure 4: Quarterly launches**


Source: Company data, KGI Securities Research

**Figure 6: Quarterly transfers**


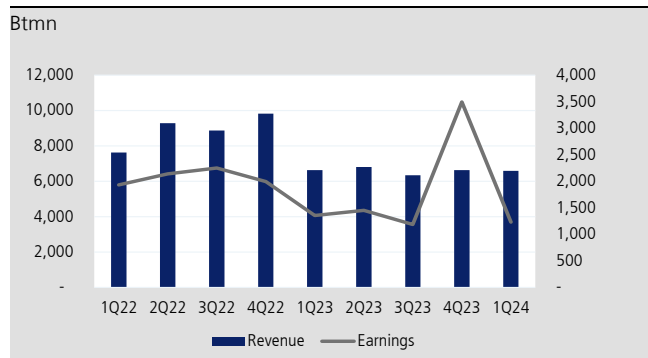
Source: Company data, KGI Securities Research

**Figure 3: Share of profit from associates**

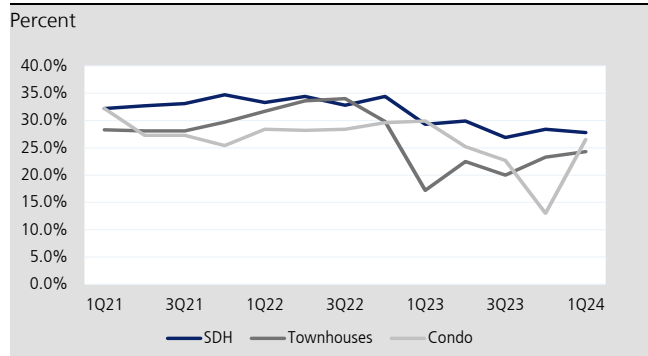
Btmn

	Holding (%)	1Q24	1Q23	YoY (%)	4Q23	QoQ (%)
LHFG	21.9	87	147	(40.8)	77	13.0
HMPRO	30.2	518	487	6.4	507	2.2
QH	25.0	122	147	(17.0)	152	(19.7)
LHHOTEL	26.1	53	0	na	31	71.0
Q-CON	21.2	42	33	27.3	47	(10.6)
Others		15	34	(55.9)	16	(6.3)
<b>Total</b>		<b>837</b>	<b>848</b>	<b>(1.3)</b>	<b>830</b>	<b>0.8</b>

Source: Company data, KGI Securities Research

**Figure 5: Quarterly revenue and earnings**


Source: Company data, KGI Securities Research

**Figure 7: Quarterly gross margins by products**


Source: Company data, KGI Securities Research

**Figure 8: Quarterly Income Statement**

	Mar-21A	Jun-21A	Sep-21A	Dec-21A	Mar-22A	Jun-22A	Sep-22A	Dec-22A	Mar-23A	Jun-23A	Sep-23A	Dec-23A	Mar-24A
<b>Income Statement (Bt mn)</b>													
<b>Revenue</b>	<b>7,575</b>	<b>8,871</b>	<b>6,909</b>	<b>8,915</b>	<b>7,627</b>	<b>9,280</b>	<b>8,865</b>	<b>9,825</b>	<b>6,629</b>	<b>6,809</b>	<b>6,341</b>	<b>6,632</b>	<b>6,588</b>
Cost of Goods Sold	(5,228)	(6,150)	(4,785)	(5,950)	(5,151)	(6,270)	(6,063)	(6,493)	(4,637)	(4,749)	(4,531)	(4,583)	(4,697)
<b>Gross Profit</b>	<b>2,346</b>	<b>2,721</b>	<b>2,124</b>	<b>2,965</b>	<b>2,476</b>	<b>3,011</b>	<b>2,802</b>	<b>3,332</b>	<b>1,992</b>	<b>2,060</b>	<b>1,810</b>	<b>2,049</b>	<b>1,891</b>
Operating Expense	(963)	(1,001)	(934)	(1,077)	(1,006)	(1,221)	(1,221)	(1,339)	(1,244)	(1,109)	(1,125)	(1,348)	(1,249)
Other incomes	28	17	23	127	60	17	114	45	103	118	8	225	164
<b>Operating Profit</b>	<b>1,412</b>	<b>1,737</b>	<b>1,214</b>	<b>2,015</b>	<b>1,531</b>	<b>1,807</b>	<b>1,695</b>	<b>2,038</b>	<b>851</b>	<b>1,068</b>	<b>693</b>	<b>926</b>	<b>806</b>
Depreciation of fixed asset	(375)	(381)	(393)	(368)	(378)	(382)	(440)	(467)	(464)	(473)	(471)	(469)	(497)
<b>Operating EBITDA</b>	<b>1,922</b>	<b>2,231</b>	<b>1,736</b>	<b>2,572</b>	<b>2,083</b>	<b>2,320</b>	<b>2,263</b>	<b>2,721</b>	<b>1,526</b>	<b>1,708</b>	<b>1,429</b>	<b>1,557</b>	<b>1,479</b>
<b>Non-Operating Income</b>	<b>33</b>	<b>24</b>	<b>35</b>	<b>34</b>	<b>43</b>	<b>17</b>	<b>33</b>	<b>69</b>	<b>72</b>	<b>50</b>	<b>73</b>	<b>95</b>	<b>34</b>
Interest Income	11	14	12	7	11	7	8	8	8	12	11	19	15
Other Non-op Income	22	10	23	27	32	10	25	61	64	38	62	75	20
<b>Non-Operating Expense</b>	<b>387</b>	<b>351</b>	<b>181</b>	<b>301</b>	<b>471</b>	<b>398</b>	<b>509</b>	<b>478</b>	<b>560</b>	<b>426</b>	<b>414</b>	<b>351</b>	<b>406</b>
Interest Expense	(259)	(293)	(285)	(275)	(246)	(254)	(252)	(303)	(288)	(392)	(392)	(478)	(431)
Other Non-op Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Equity Income/(Loss)	647	644	466	577	717	651	762	781	848	817	805	829	837
<b>Pre-tax profit</b>	<b>1,288</b>	<b>1,557</b>	<b>1,058</b>	<b>1,928</b>	<b>1,459</b>	<b>1,684</b>	<b>1,571</b>	<b>1,951</b>	<b>774</b>	<b>843</b>	<b>567</b>	<b>610</b>	<b>551</b>
Current Taxation	(284)	(326)	(229)	(440)	(320)	(399)	(469)	(324)	(147)	(198)	(134)	189	(190)
Minorities	2	6	(6)	(4)	(1)	2	(4)	(4)	(2)	(1)	(12)	1	(4)
Extraordinary items	92	(12)	19	(46)	76	201	389	(411)	(118)	(12)	(41)	1,864	36
<b>Net Profit</b>	<b>1,744</b>	<b>1,870</b>	<b>1,308</b>	<b>2,015</b>	<b>1,931</b>	<b>2,139</b>	<b>2,249</b>	<b>1,993</b>	<b>1,354</b>	<b>1,450</b>	<b>1,185</b>	<b>3,493</b>	<b>1,231</b>
<b>Normalized Profit</b>	<b>1,652</b>	<b>1,881</b>	<b>1,289</b>	<b>2,061</b>	<b>1,856</b>	<b>1,938</b>	<b>1,860</b>	<b>2,404</b>	<b>1,472</b>	<b>1,461</b>	<b>1,226</b>	<b>1,629</b>	<b>1,195</b>
EPS (Bt)	1.18	1.27	0.88	1.36	1.31	1.45	1.52	1.35	0.92	0.98	0.80	2.36	0.83
Normalized EPS (Bt)	1.12	1.27	0.87	1.39	1.26	1.31	1.26	1.63	1.00	0.99	0.83	1.10	0.81
<b>Margins</b>													
Gross profit margin	31.0	30.7	30.7	33.3	32.5	32.4	31.6	33.9	30.1	30.2	28.5	30.9	28.7
Operating EBIT margin	18.6	19.6	17.6	22.6	20.1	19.5	19.1	20.7	12.8	15.7	10.9	14.0	12.2
Operating EBITDA margin	25.4	25.2	25.1	28.8	27.3	25.0	25.5	27.7	23.0	25.1	22.5	23.5	22.5
Net profit margin	23.0	21.1	18.9	22.6	25.3	23.1	25.4	20.3	20.4	21.3	18.7	52.7	18.7
<b>Growth (YoY)</b>													
Revenue growth	25.5	17.4	(15.3)	9.4	0.7	4.6	28.3	10.2	(13.1)	(26.6)	(28.5)	(32.5)	(0.6)
Operating EBIT growth	56.1	39.9	(27.0)	25.5	8.4	4.0	39.6	1.1	(44.4)	(40.9)	(59.1)	(54.6)	(5.2)
Operating EBITDA growth	38.2	51.9	(13.4)	25.1	8.3	4.0	30.4	5.8	(26.7)	(26.4)	(36.8)	(42.8)	(3.1)
Net profit growth	29.8	34.0	(36.2)	(14.5)	10.7	14.4	72.0	(1.1)	(29.9)	(32.2)	(47.3)	75.3	(9.1)
Normalized profit growth	7.8	46.9	(26.0)	3.0	12.3	3.0	44.3	16.7	(20.7)	(24.6)	(34.1)	(32.2)	(18.9)

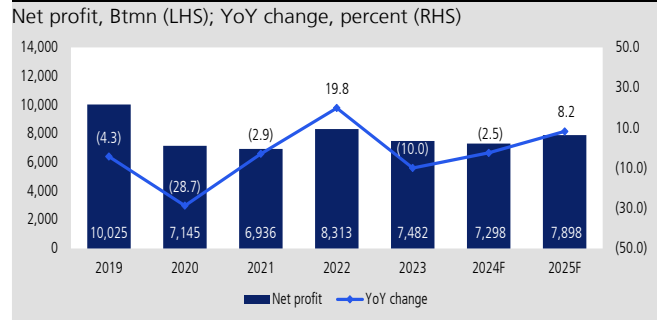
Source: Company data, KGI Securities Research

**Figure 9: Company profile**

Land and House Plc. (LH) engages in property development business. The company is a well-known long-established developer specialized in the mid to high-end landed properties particularly single-detached houses. Nonetheless, it also develops townhouses and condominiums. The company has recurring incomes (20% of total revenue) from shopping mall, hotel and apartment in Thailand and United States. In addition, it earns dividend income and profit contribution from its investment portfolio (1/3 of its bottom line).

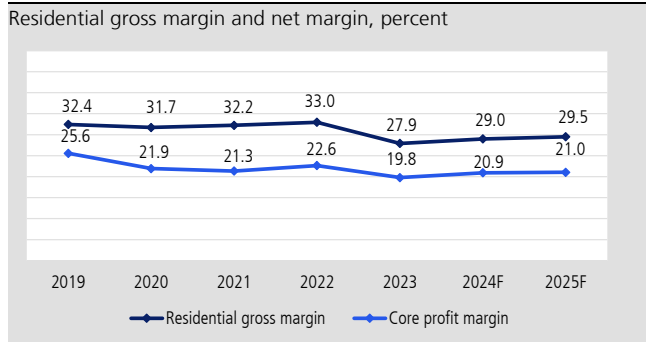
Source: Company data

**Figure 10: Net profit**



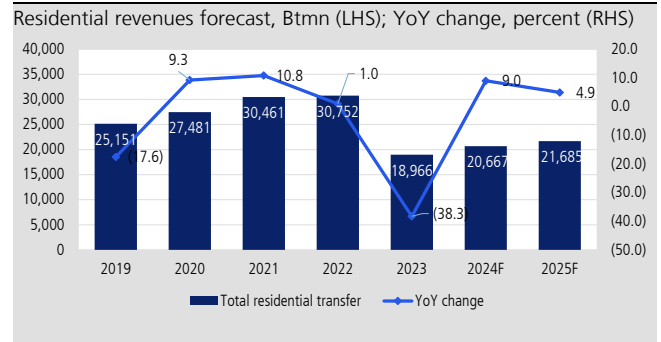
Source: Company data, KGI Securities Research

**Figure 11: Margins**



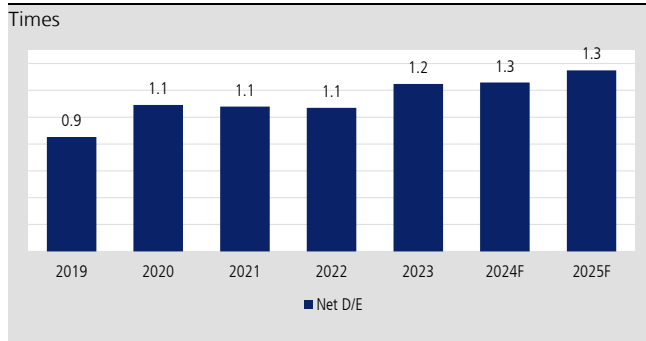
Source: Company data, KGI Securities Research

**Figure 12: Residential revenue**



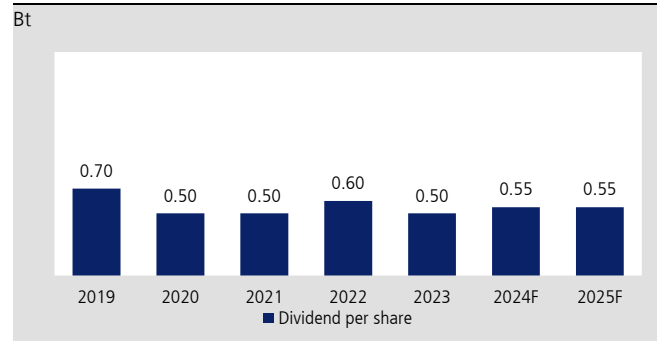
Source: Company data, KGI Securities Research

**Figure 13: Net D/E ratio**



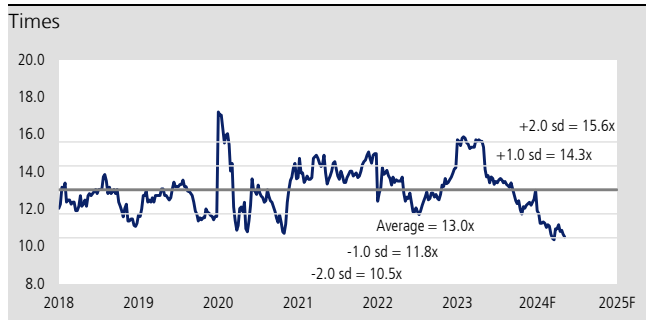
Source: Company data, KGI Securities Research

**Figure 14: Company dividend per share (DPS)**



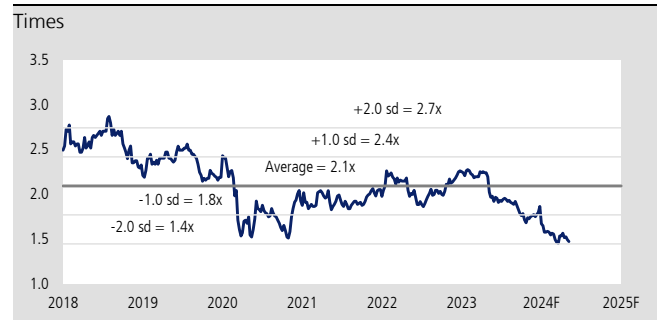
Source: Company data, KGI Securities Research

**Figure 15: Company trading P/E**



Source: KGI Securities Research

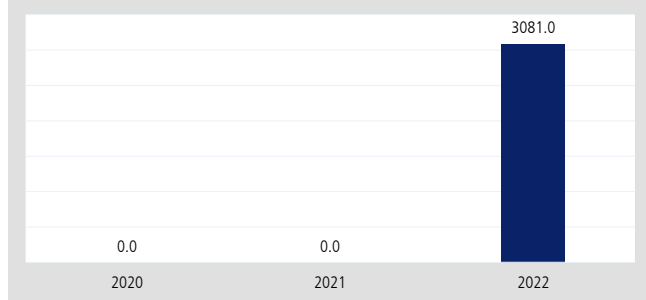
**Figure 16: Company trading P/BV**



Source: KGI Securities Research

**Figure 17: Total GHG emissions**

GHG emissions, tons of CO<sub>2</sub>e



Source: Company data, SETSMART, KGI Securities Research

**Figure 18: Total electricity consumption**

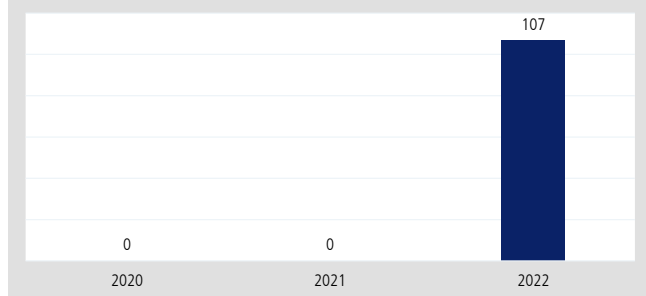
Electricity consumption, mn kilowatt hours



Source: Company data, SETSMART, KGI Securities Research

**Figure 19: Total water consumption**

Water consumption, '000 m<sup>3</sup>



Source: Company data, SETSMART, KGI Securities Research

**Figure 20: Total waste**

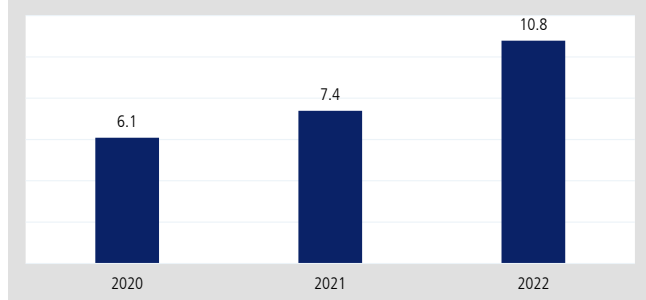
Waste generated, mn tons



Source: Company data, SETSMART, KGI Securities Research

**Figure 21: Employee turnover**

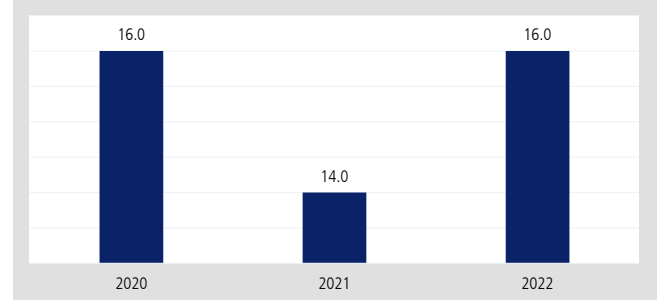
Employee turnover, percent



Source: Company data, SETSMART, KGI Securities Research

**Figure 22: Average employee training hours**

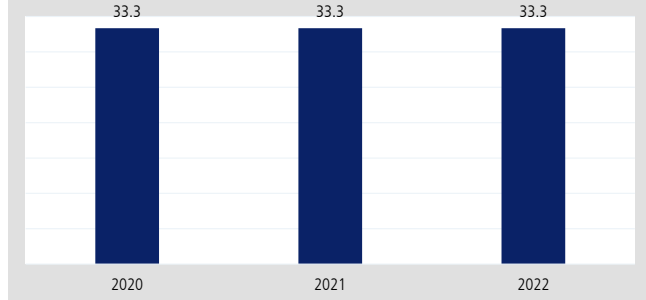
Average employee training hour, hours per person per year



Source: Company data, SETSMART, KGI Securities Research

**Figure 23: Proportion of independent directors**

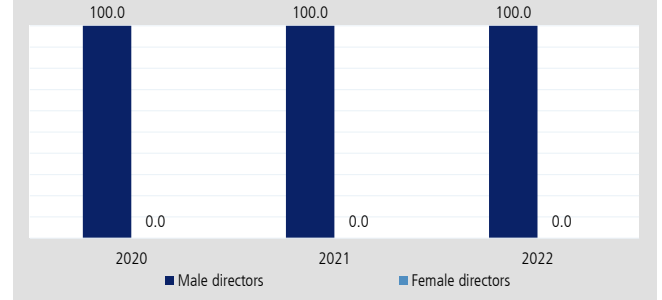
Independent directors, percent



Source: Company data, SETSMART, KGI Securities Research

**Figure 24: Gender diversification of directors**

Gender diversification, percent



Source: Company data, SETSMART, KGI Securities Research

**Balance Sheet**

As of 31 Dec (Bt mn)	2021	2022	2023	2024F	2025F
<b>Total Assets</b>	<b>125,198</b>	<b>123,949</b>	<b>131,920</b>	<b>137,952</b>	<b>146,685</b>
<b>Current Assets</b>	<b>60,464</b>	<b>55,462</b>	<b>63,152</b>	<b>69,511</b>	<b>75,572</b>
Cash & ST Investment	10,331	4,799	4,337	2,152	2,312
Inventories	47,256	48,558	56,194	65,726	71,541
Account Receivable	170	249	477	151	164
Others	2,113	1,830	2,145	1,482	1,555
<b>Non-current Assets</b>	<b>64,734</b>	<b>68,487</b>	<b>68,768</b>	<b>68,441</b>	<b>71,113</b>
LT Investment	41,581	42,084	44,077	44,831	46,957
Net fixed Assets	1,566	1,955	1,879	3,626	4,173
Others	21,587	24,447	22,812	19,984	19,984
<b>Total Liabilities</b>	<b>74,552</b>	<b>71,664</b>	<b>79,687</b>	<b>81,140</b>	<b>88,537</b>
<b>Current Liabilities</b>	<b>28,122</b>	<b>24,900</b>	<b>29,630</b>	<b>38,128</b>	<b>42,308</b>
Account Payable	3,184	3,641	3,423	2,935	3,058
ST Borrowing	21,831	18,372	23,921	32,693	36,710
Others	3,108	2,887	2,285	2,501	2,540
<b>Long-term Liabilities</b>	<b>46,429</b>	<b>46,764</b>	<b>50,057</b>	<b>43,011</b>	<b>46,229</b>
Long-term Debts	43,975	44,215	47,035	40,928	44,033
Others	2,454	2,549	3,022	2,083	2,196
<b>Shareholders' Equity</b>	<b>50,646</b>	<b>52,285</b>	<b>52,233</b>	<b>56,812</b>	<b>58,148</b>
Common Stock	11,950	11,950	11,950	11,950	11,950
Capital Surplus	15,453	15,453	15,453	15,453	15,453
Retained Earnings	23,008	25,355	25,869	26,595	27,920

Source: KGI Securities Research

**Key Ratios**

Year to 31 Dec	2021	2022	2023	2024F	2025F
<b>Growth (%YoY)</b>					
Sales	7.9	10.3	(24.9)	12.6	8.9
OP	17.8	10.9	(50.0)	16.6	8.1
EBITDA	22.3	10.9	(33.7)	9.4	9.3
NP	(2.9)	19.8	(10.0)	(2.5)	8.2
Normalized Profit	5.0	17.1	(34.4)	19.1	9.5
EPS	(2.9)	19.8	(10.0)	(2.5)	8.2
Normalized EPS	5.0	17.1	(34.4)	19.1	9.5
<b>Profitability (%)</b>					
Gross Margin	31.5	32.6	30.8	29.9	30.3
Operating Margin	19.8	19.9	13.2	13.7	13.6
EBITDA Margin	26.2	26.4	23.3	22.6	22.7
Net Margin	21.5	23.4	28.0	24.2	24.1
ROAA	5.5	6.7	5.7	5.3	5.4
ROAE	13.7	15.9	14.3	12.8	13.6
<b>Stability</b>					
Gross Debt/Equity (%)	147.2	137.1	152.6	142.8	152.3
Net Debt/Equity (%)	128.4	116.1	133.1	129.6	138.9
Interest Coverage (x)	6.2	7.3	2.8	2.9	3.0
Interest & ST Debt Coverage (x)	0.3	0.4	0.2	0.1	0.1
Cash Flow Interest Coverage (x)	11.0	6.2	(3.3)	(2.6)	(0.5)
Cash Flow/Interest & ST Debt (x)	0.5	0.3	(0.2)	(0.1)	(0.0)
Current Ratio (x)	2.2	2.2	2.1	1.8	1.8
Quick Ratio (x)	0.5	0.3	0.2	0.1	0.1
Net Debt (Bt mn)	54,684.9	55,895.1	65,191.0	71,469.1	78,431.4
<b>Per Share Data (Bt)</b>					
EPS	0.6	0.7	0.6	0.6	0.7
Normalized EPS	0.6	0.7	0.4	0.5	0.6
CFPS	1.0	0.5	(0.4)	(0.4)	(0.1)
BVPS	4.2	4.4	4.4	4.8	4.9
SPS	2.7	3.0	2.2	2.5	2.7
EBITDA/Share	0.7	0.8	0.5	0.6	0.6
DPS	0.5	0.6	0.5	0.6	0.6
<b>Activity</b>					
Asset Turnover (x)	0.3	0.3	0.2	0.2	0.2
Days Receivables	1.9	2.5	6.5	1.8	1.8
Days Inventory	780.0	739.2	1,108.7	1,136.9	1,143.0
Days Payable	52.6	55.4	67.5	50.8	48.9
Cash Cycle	729.4	686.3	1,047.7	1,088.0	1,096.0

Source: KGI Securities Research

**Profit & Loss**

Year to Dec 31 (Btmn)	2021	2022	2023	2024F	2025F
<b>Revenue</b>	<b>32,270</b>	<b>35,597</b>	<b>26,745</b>	<b>30,119</b>	<b>32,799</b>
Cost of Goods Sold	(22,113)	(23,976)	(18,500)	(21,101)	(22,845)
<b>Gross Profit</b>	<b>10,157</b>	<b>11,621</b>	<b>8,245</b>	<b>9,018</b>	<b>9,953</b>
Operating Expenses	(3,974)	(4,787)	(4,827)	(5,045)	(5,658)
Other Incomes	196	236	120	151	164
<b>Operating Profit</b>	<b>6,378</b>	<b>7,070</b>	<b>3,538</b>	<b>4,124</b>	<b>4,460</b>
Depreciation of fixed assets	(1,517)	(1,667)	(1,878)	(1,832)	(2,055)
<b>Operating EBITDA</b>	<b>8,461</b>	<b>9,386</b>	<b>6,220</b>	<b>6,807</b>	<b>7,441</b>
<b>Non-Operating Income</b>	<b>127</b>	<b>163</b>	<b>289</b>	<b>324</b>	<b>353</b>
Interest Income	44	34	50	53	57
Other Non-op Income	83	129	239	271	295
<b>Non-Operating Expense</b>	<b>(1,112)</b>	<b>(1,055)</b>	<b>(1,550)</b>	<b>(1,718)</b>	<b>(1,775)</b>
Interest Expense	(1,112)	(1,055)	(1,550)	(1,718)	(1,775)
Other Non-op Expense	0	0	0	0	0
<b>Equity Income/(Loss)</b>	<b>2,333</b>	<b>2,911</b>	<b>3,300</b>	<b>3,783</b>	<b>4,109</b>
<b>Pretax Profit</b>	<b>8,218</b>	<b>9,830</b>	<b>8,286</b>	<b>8,040</b>	<b>8,720</b>
Current Taxation	(1,279)	(1,511)	(791)	(733)	(812)
Minorities	2	6	13	9	10
Extraordinary items	52	255	2,193	1,000	1,000
<b>Net Profit</b>	<b>6,936</b>	<b>8,313</b>	<b>7,482</b>	<b>7,298</b>	<b>7,898</b>
<b>Normalized Profit</b>	<b>6,884</b>	<b>8,058</b>	<b>5,288</b>	<b>6,298</b>	<b>6,898</b>
EPS (Bt)	0.58	0.70	0.63	0.61	0.66
Normalized EPS (Bt)	0.58	0.67	0.44	0.53	0.58

Source: KGI Securities Research

**Cash Flow**

Year to 31 Dec (Bt mn)	2021	2022	2023	2024F	2025F
<b>Operating Cash Flow</b>	<b>12,215</b>	<b>6,526</b>	<b>(5,092)</b>	<b>(4,460)</b>	<b>(886)</b>
Net Profit	6,936	8,313	7,482	7,298	7,898
Depreciation & Amortization	1,517	1,667	1,878	1,832	2,055
Change in Working Capital	6,146	(294)	(8,972)	(8,817)	(5,739)
Others					
<b>Investment Cash Flow</b>	<b>(4,831)</b>	<b>(2,159)</b>	<b>3,808</b>	<b>2,339</b>	<b>496</b>
Net CAPEX	(7,219)	(4,309)	2,413	833	(2,305)
Change in LT Investment	2,584	1,941	924	2,440	2,688
Change in Other Assets	(14)	114	(3)	5	0
<b>Free Cash Flow</b>	<b>7,384</b>	<b>4,367</b>	<b>(1,285)</b>	<b>(2,121)</b>	<b>(390)</b>
<b>Financing Cash Flow</b>	<b>(4,166)</b>	<b>(9,899)</b>	<b>822</b>	<b>(64)</b>	<b>550</b>
Change in Share Capital	0	0	0	0	0
Net Change in Debt	2,727	(3,218)	8,369	2,664	7,122
Change in Other LT Liab.	(275)	(715)	(579)	3,844	0
<b>Net Cash Flow</b>	<b>3,218</b>	<b>(5,532)</b>	<b>(463)</b>	<b>(2,185)</b>	<b>160</b>

Source: KGI Securities Research

**Rates of Return on Invested Capital**

Year	1- COGS	+ Depreciation	+ Operating Exp.	= Operating
2021	68.5%	4.7%	12.3%	14.5%
2022	67.4%	4.7%	13.4%	14.5%
2023	69.2%	7.0%	18.0%	5.8%
2024F	70.1%	6.1%	16.8%	7.1%
2025F	69.7%	6.3%	17.3%	6.8%

Year	1/ Working Capital Revenue	+ Net PPE Revenue	+ Other Assets Revenue	= Capital Turnover
2021	1.0	0.0	3.8	0.2
2022	0.9	0.1	3.4	0.2
2023	1.3	0.1	4.9	0.2
2024F	1.0	0.1	4.5	0.2
2025F	1.0	0.1	4.3	0.2

Year	Operating Margin	x Capital Turnover	x Cash Tax Rate	= After-tax Return on Inv. Capital
2021	14.5%	0.2	15.6%	0.5%
2022	14.5%	0.2	15.4%	0.5%
2023	5.8%	0.2	9.5%	0.1%
2024F	7.1%	0.2	9.1%	0.1%
2025F	6.8%	0.2	9.3%	0.1%

Source: KGI Securities Research

Land and Houses – Recommendation & target price history



Source: KGI Securities Research



## Company's ESG details

### Environment

**Pollution & Waste**

- Improve the work processes that have less impact and are environmentally friendly by controlling pollution, garbage, waste and using water and energy cost-effectively.
- The company has provided an in-house wastewater disposal system at each house constructed.
- The company continuously provides company standard construction training courses for all contractors
- Reducing dust in the construction projects under "Reduce dust and tidy areas", installing water sprinklers, using vacuum/suction, requiring all vehicles to pass through wheel washing ponds, and installing dust barriers.

**Environment opportunity**

- Established the "LH Recycle Plastic Uniform" project, which produces uniform shirts from plastic water bottles.
- The company has organized activities to reduce plastic waste under the projects "THINK GREEN FOR A BETTER LIVING" and "THINK GREEN".
- Mitigate environmental impacts at construction sites during pre-construction, construction, and post-construction.
- Selecting reusable or recyclable materials that are components of buildings and residences.
- Use of energy-saving and green materials i.e., using alternative energy, LED bulbs, EV charging, solar rooftops, etc.
- LH was selected to be a constituent of the FTSE4Good Index Series, a sustainability index by FTSE Russell, UK.

### Social

**Human capital**

- Treat all employees and stakeholders equally, indiscriminately, respectfully, and respect everybody's opinions.
- The company is aware of the necessity of human resource training and development as significant tools for improvements; average training hours of 15 hours in 2023, down from 16 hours in 2022.
- Employee satisfaction/engagement assessment results: 80%/85% in 2023, on par with 2022.

**Product liability**

- The company still has a set of policy to control the quality of the contractors in order to have the same standard of good quality housing construction.
- The company implements Visual Reality (VR) to assist in the examination, design and inspection at the Precast Factory before commencing any construction in order to avoid any defects and to maximize efficiency.
- "Breathable House" (AirPlus Square) innovation equipped with a ventilation system of filtered air and control of air quality within homes.
- Home environment design, save space to create space concept, priority of the elderly, integration of smart home, innovative breathable houses with AirPlus square.

**Stakeholders**

- The company has organized activities for communities and society such as i) #THINK and Share Project, and ii) educational fund/scholarships.
- Customer satisfaction at 92% pa for 2022-23.

### Governance

- The company maintains annual "Very Good" CG scoring From Thai Institute of Directors Association (IOD).

### Climate Management (Subset of Environment)

- Energy savings goals by 2025: 15% reduction in electricity consumption at Head Office, 5% reduction of total fuel consumption.
- 5% reduction of general waste to land fill by 2025, increasing to 10% in 2027.
- 100% goal for EV charging facilities and clubhouses with solar rooftops.
- 100% of construction projects imposed by Dust Control Measure.
- 5% reduction of GHG emission (base year 2022) by 2025, increasing to 8% by 2027.

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 MANAGEMEN	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
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	A
CBG	CARABAO GROUP	A	SAPPE	SAPPE	BBB
CENTEL	CENTRAL PLAZA HOTEL	A	SAT	SOMBOON ADVANCE TECHNOLOGY	AA
CK	CH. KARNCHANG	A	SAWAD	SRISAWAD CORPORATION	BBB
CKP	CK POWER	AAA	SCB	SCB X	AA
COM7	COM7	A	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	A
CPN	CENTRAL PATTANA	AA	SICT	SILICON CRAFT TECHNOLOGY	A
EGCO	ELECTRICITY GENERATING	AA	SMPC	SAHAMITR PRESSURE CONTAINER	AA
ERW	THE ERAWAN 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
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	A
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

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# Corporate Governance Report of Thai Listed Companies



## 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
AEONTS	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	BANGKOK AVIATION FUEL SERVICES PCL.	INTUCH	INTOUCH HOLDINGS	SFT	SHRINKFLEX (THAILAND)
BAM	BANGKOK COMMERCIAL ASSET MANAGEMENT	IRPC	IRPC	SHR	S HOTELS AND RESORTS
BANPU	BANPU	ITC	i-Tail Corporation	SICT	SILICON CRAFT TECHNOLOGY
BBGI	BBGI	IVL	INDORAMA VENTURES	SMPC	SAHAMITR PRESSURE CONTAINER
BBL	BANGKOK BANK	KBANK	KASKORNBANK	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	BANGKOK EXPRESSWAY AND METRO	LH	LAND AND HOUSES	SUN	SUNSWEET
BGRIM	B.GRIMM POWER	LPN	L.P.N. DEVELOPMENT	SVI	SVI
BH	BUMRUNGRAD HOSPITAL	M	MK RESTAURANT GROUP	TACC	T.A.C. CONSUMER
BPP	BANPU POWER	MAJOR	MAJOR CINEPLEX GROUP	TCAP	THANACHART CAPITAL
BTS	BTS GROUP HOLDINGS	MBK	MBK	TFG	THAIFOODS GROUP
CBG	CARABAO GROUP	MEGA	MEGA LIFESCENCES	THCOM	THAICOM
CENTEL	CENTRAL PLAZA HOTEL	MINT	MINOR INTERNATIONAL	TIDLOR	NGERN TID LOR
CK	CH. KARNCHANG	MTC	MUANGTHAI CAPITAL	TISCO	TISCO FINANCIAL GROUP
CKP	CK POWER	OR	PTT OIL AND RETAIL BUSINESS	TKN	TAOKAENOI FOOD & MARKETING
COM7	COM7	ORI	ORIGIN PROPERTY	TOP	THAI OIL
CPALL	CP ALL	OSP	OSOTSPA	TTB	TMBTHANACHART BANK
CPAXT	CP AXTRA	PLANB	PLAN B MEDIA	UBE	UBON BIO ETHANOL
CPF	CHAROEN POKPHAND FOODS	PSH	PRUKSA HOLDING	VGI	VGI
CPN	CENTRAL PATTANA	PTT	PTT	WHA	WHA CORPORATION
DELTA	DELTA ELECTRONICS (THAILAND)	PTTEP	PTT EXPLORATION AND PRODUCTION	WHAUP	WHA UTILITIES AND POWER
DOHOM	DOHOME	PTTGC	PTT GLOBAL CHEMICAL	ZEN	ZEN CORPORATION GROUP
EGCO	ELECTRICITY GENERATING	QH	QUALITY HOUSES		
ERW	THE ERAWAN GROUP	RATCH	RATCH GROUP		



## Companies with Very Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
BSRC	BANGCHAK SRIRACHA	JMART	JAYMART GROUP HOLDINGS	SINGER	SINGER THAILAND
BTG	BETAGRO	NTSC	Nutrition SC	TNP	THANAPIRIYA
EKH	EKACHAI MEDICAL CARE	PQS	Premier Quality Starch	XO	EXOTIC FOOD
HUMAN	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		
NETBAY	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	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
BCPG	BCPG	BTS	BTS GROUP HOLDINGS	TPCH	TPC POWER HOLDING

Source: www.cgthailand.org

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<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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