

# COM 7

(COM7.BK/COM7 TB)\*



SET ESG Rating of A

Neutral - Maintained

Price as of 28 May 2024	18.10
12M target price (Bt/shr)	20.00
Unchanged/Revised up(down)(%)	Unchanged
Upside/downside (%)	10.5

Key messages

เนื่องจากแนวโน้มใน 2Q67 ไม่น่าสนใจ และ การฟื้นตัวของกำไรใน 2H67 ที่ยังมีความท้าทาย ดังนั้น เราจึงยังคงคำแนะนำ "ถือ" และ ประเมินราคาเป้าหมายสิ้นปี 2567 ที่ 20.00 บาท อิงจาก PER ที่ 15.5x (เท่ากับค่าเฉลี่ยในอดีต -2.0 S.D.)

Trading data

Mkt cap (Btmn/US\$m)	43,920/1,092
Outstanding shares (mn)	2,400
Foreign ownership (mn)	135
3M avg. daily trading (mn)	12
52-week trading range (Bt)	17.2 – 32.8
Performance (%)	3M 6M 12M
Absolute	-10.3 -20.1 -35.2
Relative	-9.2 -19.2 -26.9

Quarterly EPS

	1Q	2Q	3Q	4Q
2022	0.33	0.17	0.20	0.25
2023	0.24	0.22	0.17	0.19
2024	0.23			

Share price chart



Source: SET

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## iPad รุ่นใหม่อาจจะมาช่วยหนุนยอดขาย

Event

อัปเดตแนวโน้มของบริษัท

Impact

Apple ออก iPad รุ่นใหม่ในปีนี้เป็นครั้งแรกนับจากปี 2565 ซึ่งอาจจะช่วยหนุนยอดขาย

Apple ประกาศเกี่ยวกับ iPad รุ่นล่าสุดในช่วงที่มีการจัดงาน “Let Loose” เมื่อวันที่ 7 พฤษภาคม 2567 และเปิดตัวเมื่อวันที่ 15 พฤษภาคม 2567 หลังจากที่ไม่ได้ออกรุ่นใหม่มาหลายในปี 2566 (Figure 1) โดยได้เปิดตัว iPad Pro และ iPad Air ที่มีชิป M4 และ M2 ตามลำดับ ซึ่งจะช่วยให้ performance ให้สามารถใช้ AI features ได้ นอกจากนี้ Apple ยังออกอุปกรณ์เสริมใหม่ Apple pencil pro และ Magic keyboard (Figure 2) ด้วย ทั้งนี้ เนื่องจากไม่มีการออก iPad รุ่นใหม่มาสองสามปีแล้ว (โดยเฉพาะในส่วนของ iPad และ iPad mini) จึงอาจจะมีอุปสงค์เพื่อทดแทนเครื่องเดิม ซึ่งเราคาดว่า จะช่วยหนุนยอดขายของ COM7 ในช่วงที่เหลือของไตรมาสนี้ (ยอดขาย tablet คิดเป็นประมาณ 11% ของยอดขายรวมใน 1Q67 ต่ำกว่าค่าเฉลี่ยในช่วงปี 2561-2565 ที่ประมาณ 15%) และ เมื่อประกอบกับการขยายสาขา (เป็น 1,354 ร้านเมื่อสิ้นงวด 1Q67 จาก 1,284 ร้านเมื่อสิ้นงวด 1Q66) เราจึงคาดว่ายอดขาย COM7 จะเพิ่มขึ้น YoY ใน 2Q67F แต่อาจจะลดลง QoQ (ตามปัจจัยฤดูกาล)

...แต่ภาวะตลาดที่อ่อนแอยังคงกดดันอัตรากำไร

จากข้อมูลของมหาวิทยาลัยหอการค้าไทย ดัชนีความเชื่อมั่นผู้บริโภคในเดือนเมษายน 2567 อยู่ที่ 62.1 ลดลงจาก 63.0 ในเดือนมีนาคม 2567 หลังจากที่เพิ่มขึ้นติดต่อกันมาเจ็ดเดือน ซึ่งอาจเป็นการบ่งชี้ถึงภาวะของการใช้จ่ายที่ซบเซาที่ไม่เอื้ออำนวย ดังนั้น เราจึงคาดว่า COM7 น่าจะต้องอัดแคมเปญการตลาด/ส่งเสริมการขายในไตรมาสที่สอง ซึ่งจะทำให้ให้อัตรากำไรยังอ่อนแอ (ทรงตัว QoQ และ ลดลง YoY)

ผลประกอบการ 2Q67 อาจจะไม่น่าสนใจ

ถึงแม้ว่ายอดขายอาจจะดีขึ้นจากการซื้อเครื่องใหม่แทนเครื่องเดิมหลังจากที่มีการออก iPad รุ่นล่าสุดมา แต่อัตรากำไรอาจจะลดลงเนื่องจากภาวะเศรษฐกิจที่อ่อนแอ ดังนั้น เราจึงคาดว่ากำไรของ COM7 มีโอกาสลดลงทั้ง YoY และ QoQ ในไตรมาสที่สอง เราหวังว่ากำไรจะฟื้นตัวได้ในครึ่งหลังของปีนี้ เนื่องจากเป็นช่วง high season และ อานิสงส์จากฐานที่ต่ำใน 2H66 อย่างไรก็ตาม เรามองว่าประมาณการกำไรปี 2567F ของเรามี upside จำกัด โดยคาดว่ากำไรจะโต 7% YoY

Valuation & action

เราแนะนำให้นักลงทุนรอดูไปก่อน และ คอยติดตามผลการดำเนินงานของบริษัท ซึ่งหากดีขึ้นในอัตราที่ชะลอลง และ อัตราการเติบโตของกำไรไม่น่าสนใจก็อาจจะทำให้ตลาด de-rate PER ลงอีก เรายังคงราคาเป้าหมายสิ้นปี 2567 เอาไว้ที่ 20.00 บาท อิงจาก PER ที่ 15.5x (ค่าเฉลี่ยในอดีต -2.0 S.D.) และ คงคำแนะนำ “ถือ” COM7

Risks

อุปสงค์ smartphones ต่ำเกินคาด, รายได้จากการขายอุปกรณ์เสริมต่ำกว่าที่คาดไว้, และมีการจัดรายการส่งเสริมการขายมากกว่าที่คาดไว้

Key financials and valuations

Year end Dec 31	Dec-20A	Dec-21A	Dec-22A	Dec-23A	Dec-24F	Dec-25F
Revenue (Btmn)	37,306	51,126	62,733	69,559	78,679	86,821
Gross profit (btmn)	4,710	6,846	8,435	9,205	10,296	11,438
SG&A (Btmn)	2,986	3,696	4,595	5,484	6,288	6,966
Net profit (Btmn)	1,491	2,630	3,038	2,857	3,043	3,419
Normalized profit (Btmn)	1,486	2,608	3,038	2,857	3,043	3,419
EPS (Bt)	1.24	2.19	1.27	1.19	1.27	1.42
Normalized EPS (Bt)	1.24	2.17	1.27	1.19	1.27	1.42
DPS (Btmn)	1.00	1.00	0.75	0.70	0.51	0.57
EPS growth (%)	22.6	76.5	(42.3)	(5.9)	6.5	12.4
Normalized EPS growth (%)	22.1	75.5	(41.8)	(5.9)	6.5	12.4
P/E (X)	31.3	37.6	26.9	15.2	14.3	12.7
P/B (X)	12.0	18.5	11.3	5.3	4.5	3.7
EV/EBITDA (X)	23.0	29.6	20.8	12.4	11.9	10.6
Net debt to Equity (%)	10.6	40.4	53.3	81.9	85.3	71.0
Dividend yield (%)	2.6	1.2	2.2	3.9	2.8	3.1
Return on Equity (%)	41.1	57.4	48.4	37.0	34.3	32.1

Source: Company data, KGI Securities Research

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

**Figure 1: iPad launched**

		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
iPad	Model	iPad	iPad 2	iPad (3rd gen) iPad (4th gen)					iPad (5th gen)	iPad (6th gen)	iPad (7th gen)	iPad (8th gen)	iPad (9th gen)	iPad (10th gen)		
	Release	Jan-10	Mar-11	Mar-12 Oct-12					Mar-17	Mar-18	Sep-19	Sep-20	Sep-21	Oct-22		
	Starting price (฿)	18,500	15,900	18,900 / 16,500					20,900	11,500	10,900	10,900	11,400	17,900		
iPad mini	Model			iPad Mini	iPad mini 2	iPad mini 3	iPad mini 4					iPad mini 5		iPad mini 6		
	Released			Oct-12	Oct-13	Oct-14	Sep-15					Mar-19		Sep-21		
	Starting price (฿)			10,200	13,400	13,400	13,400					13,900		17,900		
iPad Air	Model				iPad Air	iPad Air 2						iPad Air 3	iPad Air 4		iPad Air 5	iPad Air 6
	Released				Oct-13	Oct-14						Mar-19	Sep-20		Mar-22	May-24
	Starting price (฿)				23,900	16,900						17,900	19,900		20,900	23,900
iPad Pro	Model						iPad Pro 12.9" (1st gen)		iPad Pro 9.7" (1st gen)	iPad Pro 12.9" (2nd gen)	iPad Pro 12.9" (3rd gen)		iPad Pro 12.9" (4th gen)	iPad Pro 12.9" (5th gen)	iPad Pro 12.9" (6th gen)	
	Released						Sep-15	Mar-16	Jun-17	Oct-18		Mar-20	Apr-21	Oct-22		May-24
	Starting price (฿)						41,900	22,900	28,900	28,900		27,900	27,900	32,900		39,900
	Model									iPad Pro 10.5" (1st gen)	iPad Pro 11" (1st gen)		iPad Pro 11" (2nd gen)	iPad Pro 11" (3rd gen)	iPad Pro 11" (4th gen)	iPad Pro 11" (5th gen)

Source: Local newspapers, KGI Securities Research

**Figure 2: iPad 2024**

**iPad Pro 11" และ iPad Pro 13" 80 M4 ใหม่!!**

iPad Pro ใหม่มีชิป M4 และจอ Liquid Retina XDR ที่สว่างกว่าเดิม 2 เท่า พร้อมกล้อง LiDAR Scanner ใหม่ที่แม่นยำกว่าเดิม

**iPad Pro 11" (M4) with Wi-Fi**

256GB	512GB	1TB	2TB
฿39,900	฿47,900	฿63,900	฿79,900

**iPad Pro 11" (M4) with Wi-Fi + Cellular**

256GB	512GB	1TB	2TB
฿47,900	฿55,900	฿71,900	฿87,900

**iPad Pro 13" (M4) with Wi-Fi**

256GB	512GB	1TB	2TB
฿52,900	฿60,900	฿76,900	฿92,900

**iPad Pro 13" (M4) with Wi-Fi + Cellular**

256GB	512GB	1TB	2TB
฿60,900	฿68,900	฿84,900	฿100,900

ดู iPad Pro ใหม่!!    ดูแล้ว

**iPad Air 11" และ iPad Air 13" 80 M2 ใหม่!!**

iPad Air ใหม่มีชิป M2 และจอ Liquid Retina XDR ที่สว่างกว่าเดิม 2 เท่า พร้อมกล้อง LiDAR Scanner ใหม่ที่แม่นยำกว่าเดิม

**iPad Air 11" (M2) with Wi-Fi**

128GB	256GB	512GB	1TB
฿23,900	฿27,900	฿35,900	฿43,900

**iPad Air 11" (M2) with Wi-Fi + Cellular**

128GB	256GB	512GB	1TB
29,900	฿33,900	฿41,900	฿49,900

**iPad Air 13" (M2) with Wi-Fi**

128GB	256GB	512GB	1TB
29,900	฿33,900	฿41,900	฿49,900

**iPad Air 13" (M2) with Wi-Fi + Cellular**

128GB	256GB	512GB	1TB
35,900	฿39,900	฿47,900	฿55,900

ดู iPad Air ใหม่!!    ดูแล้ว

Source: Local newspapers, KGI Securities Research

May 29, 2024 \*The Company may be issuer of Derivative Warrants on these securities. 2

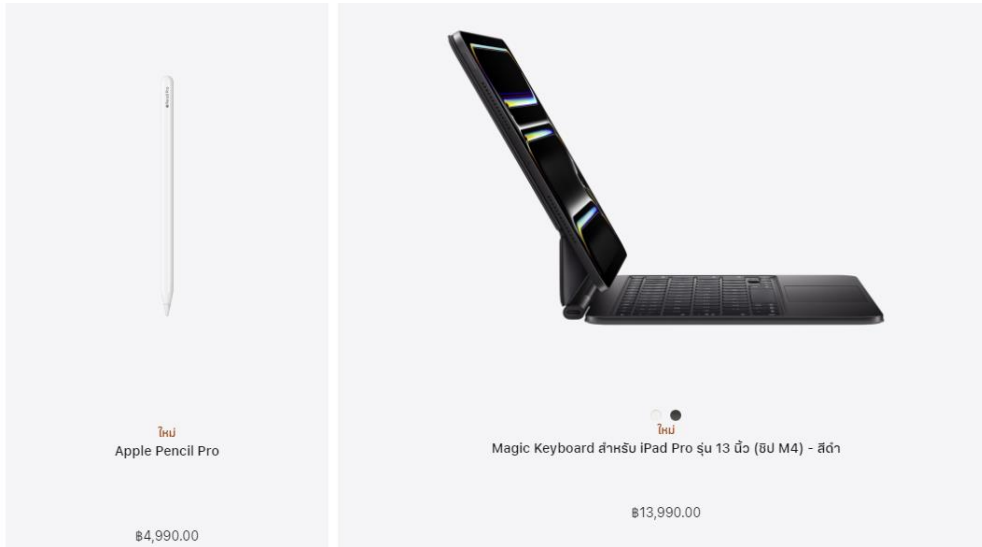
http://research.kgi.com; Bloomberg: KGI <GO> Please see back page for disclaimer

Figure 3: Ipad comparison

<p>• •</p>	<p>• • • •</p>
<p>ใหม่</p>	<p>ใหม่</p>
<p><b>iPad Pro</b></p>	<p><b>iPad Air</b></p>
<p>ที่สุดแห่งประสบการณ์ iPad พร้อมเทคโนโลยีที่ล้ำหน้าที่สุดของเรา</p>	<p>ประสิทธิภาพหนักหน่วงในดีไซน์บางเบา</p>
<p>เริ่มต้นที่ ฿39,900</p>	<p>เริ่มต้นที่ ฿23,900</p>
<p>จอภาพ Ultra Retina XDR<sup>23</sup></p>	<p>จอภาพ Liquid Retina<sup>23</sup></p>
<p><b>13" หรือ 11"</b></p>	<p><b>13" หรือ 11"</b></p>
<p>เทคโนโลยี ProMotion ขอบเขตสีกว้างแบบ P3 True Tone</p>	<p>ขอบเขตสีกว้างแบบ P3 True Tone</p>
<p>เคลือบสารกันแสงสะท้อน</p>	<p>เคลือบสารกันแสงสะท้อน</p>
<p>ตัวเลือกการจัดจอภาพมีความหนาสำหรับรุ่น 1TB และ 2TB</p>	<p>เมื่อวัดเป็นสี่เหลี่ยมจากในแนวทแยงแล้ว iPad Air รุ่น 13 นิ้ว จะมีขนาด 12.9 นิ้ว และ iPad Air รุ่น 11 นิ้ว จะมีขนาด 10.86 นิ้ว พื้นที่สำหรับการดูจึงมีขนาดน้อยกว่า</p>
<p>8U M4</p>	<p>8U M2</p>
<p>กล้องวิดีโอ 12MP วิดีโอระดับ 4K, ProRes</p>	<p>กล้องวิดีโอ 12MP วิดีโอระดับ 4K</p>
<p>กล้องหน้าอัลตราไวด์ 12MP ในแนวนอน ระบบกล้อง TrueDepth</p>	<p>กล้องหน้าอัลตราไวด์ 12MP ในแนวนอน</p>
<p>รองรับ Apple Pencil Pro รองรับ Apple Pencil (USB-C)</p>	<p>รองรับ Apple Pencil Pro รองรับ Apple Pencil (USB-C)</p>
<p>รองรับ Magic Keyboard สำหรับ iPad Pro (8U M4)</p>	<p>รองรับ Magic Keyboard</p>

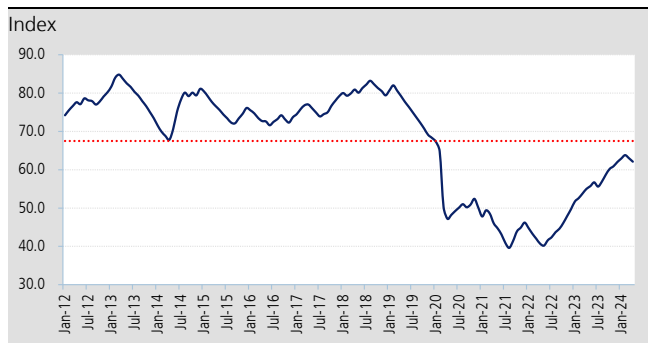
Source: Local newspapers, KGI Securities Research

**Figure 4: Accessories**



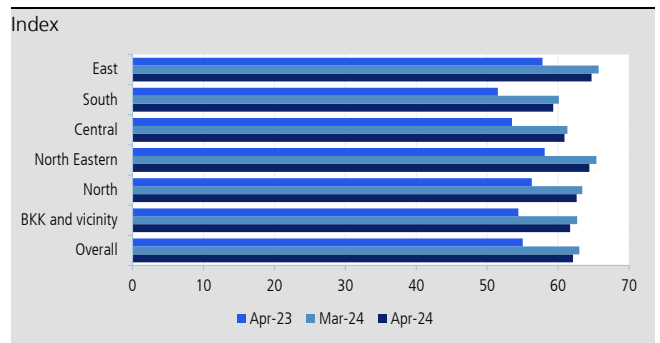
Source: Local newspapers, KGI Securities Research

**Figure 5: CCI continues to soften in April 2024**



Source: UTCC, KGI Securities Research

**Figure 6: CCI by region**



Source: UTCC, KGI Securities Research

**Figure 7: Key assumptions**

Assumption	Unit	2016	2017	2018	2019	2020	2021	2022	2023	2024F	2025F
Sales	Btmn	17,136	22,531	27,917	33,362	37,306	51,126	62,733	69,559	78,679	86,821
Sales growth	%YoY	14.5	31.5	23.9	19.5	11.8	37.0	22.7	10.9	13.1	10.3
Store (year end)	Stores	370	434	646	787	912	1,012	1,162	1,356	1,456	1,556
New store	Stores	83	64	212	141	125	100	150	194	100	100
Gross margin	Percent	13.7	13.4	13.0	13.2	12.6	13.4	13.4	13.2	13.1	13.2
SG&A to sales	% to sales	10.9	10.1	9.1	8.8	8.0	7.2	7.3	7.9	8.0	8.0
EBIT margin	Percent	3.1	3.5	4.1	4.7	5.0	6.3	6.3	5.4	5.1	5.2
Net margin	Percent	2.4	2.7	3.2	3.6	4.0	5.1	4.8	4.1	3.9	3.9

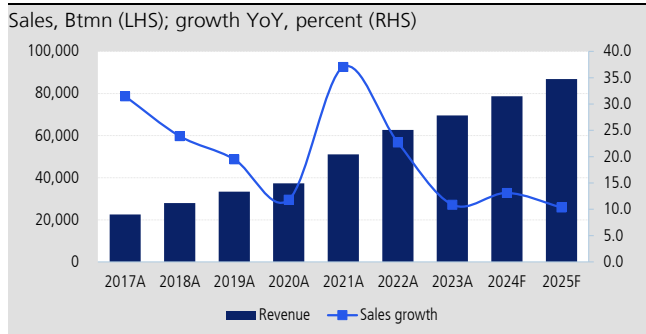
Source: KGI Securities Research

**Figure 8: Company profile**

Founded in 2004, COM 7 (COM7) is a leading IT retailer selling products ranging from laptops, desktops, smartphones, tablets, printers, audio equipment, and other accessories. COM7 is one of a few authorized resellers of Apple products, which accounted for 48% of its total sales in 2017, in Thailand. Since listing on SET in 2015, the company has continually expanded its distribution network (787 branches as of 2019). COM7 is diversifying its portfolio by depending less on Apple product sales and more on other smartphone brands.

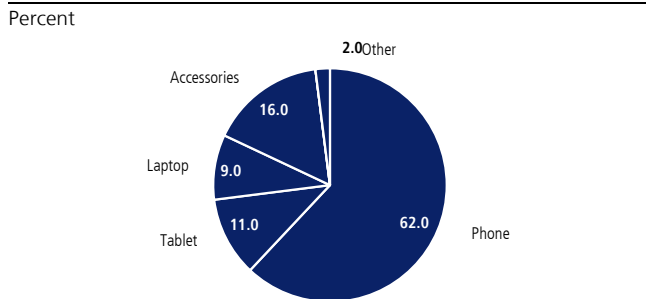
Source: Company data

**Figure 10: Sales growth**



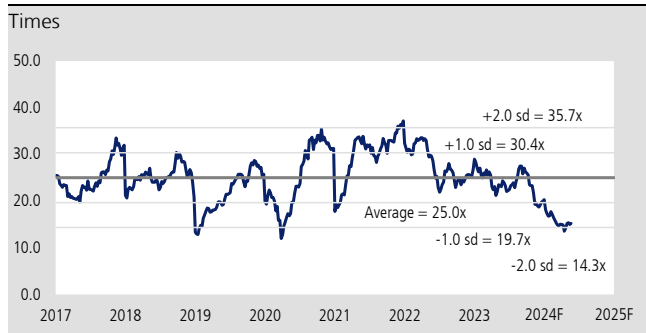
Source: Company data, KGI Securities Research

**Figure 12: Sales breakdown in 1Q24**



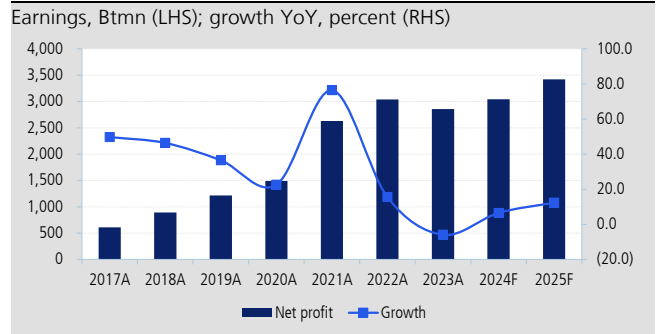
Source: Company data, KGI Securities Research

**Figure 9: PER**



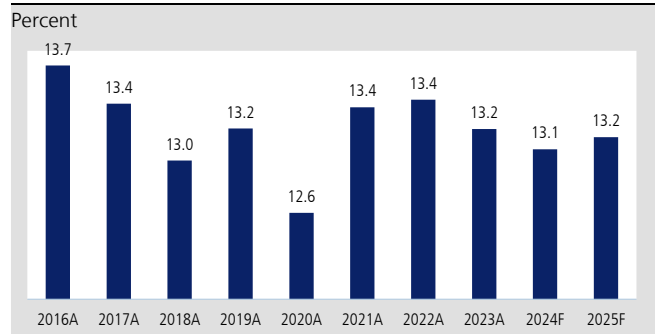
Source: KGI Securities Research

**Figure 9: Earnings**



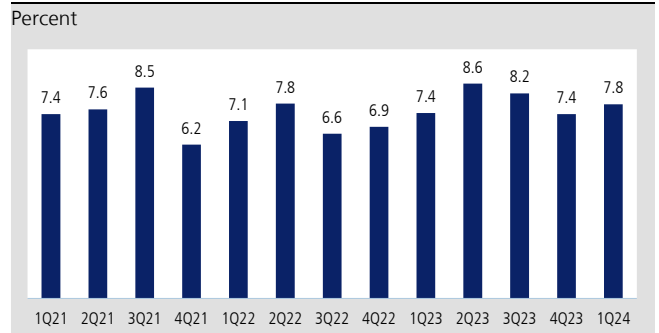
Source: Company data, KGI Securities Research

**Figure 11: Gross margin assumptions**



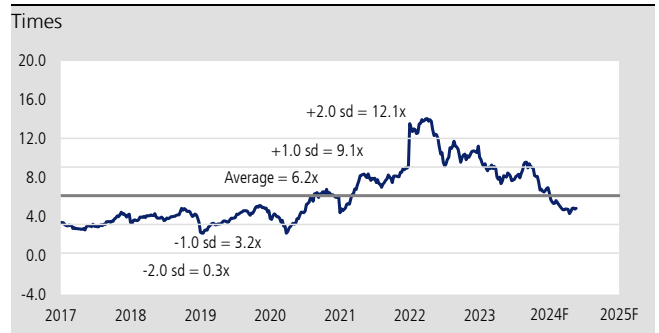
Source: Company data, KGI Securities Research

**Figure 13: SG&A to sales ratio**



Source: Company data, KGI Securities Research

**Figure 10: PBV**



Source: KGI Securities Research

## 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 (Btmn)</b>													
<b>Revenue</b>	<b>11,963</b>	<b>11,535</b>	<b>10,069</b>	<b>17,558</b>	<b>14,646</b>	<b>14,420</b>	<b>14,888</b>	<b>18,778</b>	<b>17,254</b>	<b>15,990</b>	<b>16,321</b>	<b>19,995</b>	<b>19,236</b>
Cost of good sold	10,405	9,986	8,563	15,326	12,644	12,517	12,813	16,325	14,878	13,665	14,141	17,670	16,785
<b>Gross profit</b>	<b>1,558</b>	<b>1,550</b>	<b>1,506</b>	<b>2,232</b>	<b>2,002</b>	<b>1,904</b>	<b>2,075</b>	<b>2,454</b>	<b>2,376</b>	<b>2,325</b>	<b>2,180</b>	<b>2,325</b>	<b>2,451</b>
Operating expense	885	875	852	1,083	1,043	1,128	984	1,294	1,284	1,378	1,343	1,478	1,498
Other income	3	4	6	(50)	12	(2)	(137)	33	(25)	(29)	(34)	53	74
<b>Operating profit</b>	<b>676</b>	<b>678</b>	<b>661</b>	<b>1,098</b>	<b>971</b>	<b>774</b>	<b>955</b>	<b>1,192</b>	<b>1,067</b>	<b>917</b>	<b>803</b>	<b>899</b>	<b>1,027</b>
Depreciation of fixed asset	44	44	46	49	50	52	58	23	60	67	81	88	94
<b>Operating EBITDA</b>	<b>719</b>	<b>723</b>	<b>707</b>	<b>1,147</b>	<b>1,020</b>	<b>826</b>	<b>1,013</b>	<b>1,215</b>	<b>1,127</b>	<b>984</b>	<b>884</b>	<b>988</b>	<b>1,121</b>
<b>Non-Operating income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Interest income	0	0	0	0	0	0	0	0	0	0	0	0	0
Other non-op. income	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Non-Operating expense</b>	<b>(9)</b>	<b>(12)</b>	<b>(14)</b>	<b>(13)</b>	<b>(18)</b>	<b>(24)</b>	<b>(25)</b>	<b>(36)</b>	<b>(39)</b>	<b>(53)</b>	<b>(70)</b>	<b>(70)</b>	<b>(71)</b>
Interest expense	(9)	(12)	(14)	(13)	(18)	(24)	(25)	(36)	(39)	(53)	(70)	(70)	(71)
Other non-op. expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Equity income	23	23	23	28	20	2	3	20	45	7	6	9	10
Pre-tax profit	689	689	670	1,113	972	752	933	1,177	1,073	871	740	838	967
Current taxation	(128)	(104)	(107)	(216)	(190)	(132)	(198)	(248)	(184)	(149)	(109)	(145)	(136)
Minorities	(0)	(2)	2	(2)	(1)	(0)	8	19	15	18	19	25	9
Extra items	4	(0)	10	8	0	0	(2)	0	0	0	0	0	0
<b>Net profit</b>	<b>566</b>	<b>587</b>	<b>571</b>	<b>907</b>	<b>783</b>	<b>620</b>	<b>725</b>	<b>910</b>	<b>874</b>	<b>704</b>	<b>611</b>	<b>668</b>	<b>822</b>
<b>Normalized profit</b>	<b>562</b>	<b>587</b>	<b>560</b>	<b>899</b>	<b>783</b>	<b>620</b>	<b>726</b>	<b>910</b>	<b>874</b>	<b>704</b>	<b>611</b>	<b>668</b>	<b>822</b>
EPS (Bt)	0.47	0.49	0.48	0.76	0.33	0.17	0.20	0.25	0.24	0.20	0.17	0.19	0.23
Normalized EPS (Bt)	0.47	0.49	0.47	0.75	0.33	0.17	0.20	0.25	0.24	0.20	0.17	0.19	0.23
<b>Margin (%)</b>													
Gross profit margin	13.0	13.4	15.0	12.7	13.7	13.2	13.9	13.1	13.8	14.5	13.4	11.6	12.7
Operating EBIT margin	5.6	5.9	6.6	6.3	6.6	5.4	6.4	6.4	6.2	5.7	4.9	4.5	5.3
Operating EBITDA margin	6.0	6.3	7.0	6.5	7.0	5.7	6.8	6.5	6.5	6.2	5.4	4.9	5.8
Net profit margin	4.7	5.1	5.7	5.2	5.3	4.3	4.9	4.8	5.1	4.4	3.7	3.3	4.3
<b>Growth (%YoY)</b>													
Revenue growth	46.9	48.9	12.2	41.1	22.4	25.0	47.9	6.9	17.8	10.9	9.6	6.5	11.5
Operating EBIT growth	110.4	96.8	51.4	64.2	43.7	14.2	44.5	8.6	9.9	18.5	(15.8)	(24.6)	(3.7)
Operating EBITDA growth	98.4	87.6	47.8	61.1	41.8	14.3	43.3	6.0	10.5	19.2	(12.7)	(18.7)	(0.6)
Net profit growth	96.5	113.9	53.2	63.2	38.5	5.6	27.0	0.3	11.6	13.6	(15.6)	(26.6)	(5.9)
Normalized profit growth	95.1	115.0	50.2	62.8	39.4	5.6	29.6	1.2	11.6	13.6	(15.8)	(26.6)	(5.9)

Source: Company data, KGI Securities Research

**Balance Sheet**

As of 31 Dec (Btmn)	2021	2022	2023	2024F	2025F
<b>Total Assets</b>	<b>15,966</b>	<b>19,162</b>	<b>22,976</b>	<b>24,515</b>	<b>26,943</b>
<b>Current Assets</b>	<b>11,886</b>	<b>13,362</b>	<b>16,443</b>	<b>16,871</b>	<b>18,320</b>
Cash&ST Investment	1,657	1,335	1,729	286	91
Inventories	6,208	7,333	9,922	11,242	12,393
Account Receivable	2,707	3,716	3,472	3,927	4,333
Other	1,314	978	1,320	1,417	1,503
<b>Non-current Assets</b>	<b>4,080</b>	<b>5,801</b>	<b>6,534</b>	<b>7,644</b>	<b>8,623</b>
LT Investment	774	1,517	1,665	1,883	2,078
Net Fixed Assets	615	873	1,392	1,906	2,352
Others	2,691	3,410	3,477	3,855	4,194
<b>Total Liabilities</b>	<b>10,665</b>	<b>11,911</b>	<b>14,789</b>	<b>14,964</b>	<b>15,190</b>
<b>Current liabilities</b>	<b>9,751</b>	<b>11,169</b>	<b>14,076</b>	<b>14,612</b>	<b>14,802</b>
Account Payable	5,106	4,909	4,916	5,570	6,141
ST borrowing	3,801	5,204	8,437	8,437	8,437
Others	844	1,056	723	605	224
<b>Long-term liabilities</b>	<b>914</b>	<b>741</b>	<b>713</b>	<b>352</b>	<b>389</b>
Long-term debts	0	0	0	0	0
Others	914	741	713	352	389
<b>Shareholders' Equity</b>	<b>5,301</b>	<b>7,252</b>	<b>8,188</b>	<b>9,551</b>	<b>11,753</b>
Common stock	300	600	600	600	600
Capital surplus	899	899	899	899	899
retained earnings	4,070	5,489	6,136	7,499	9,701
Preferred stock					

Source: KGI Securities Research

**Key Ratios**

Year to 31 Dec	2021	2022	2023	2024F	2025F
<b>Growth (%YoY)</b>					
Sales	37.0	22.7	10.9	13.1	10.3
OP	75.8	25.0	(5.2)	7.7	11.6
EBITDA	66.4	21.4	(1.6)	6.9	12.4
NP	76.5	15.5	(5.9)	6.5	12.4
Normalized profit	75.5	16.5	(5.9)	6.5	12.4
EPS	76.5	(42.3)	(5.9)	6.5	12.4
Normalized EPS	75.5	(41.8)	(5.9)	6.5	12.4
<b>Profitability (%)</b>					
Gross margin	13.4	13.4	13.2	13.1	13.2
Operating margin	6.1	6.2	5.3	5.0	5.1
EBITDA margin	6.6	6.6	5.8	5.5	5.6
Net margin	5.1	4.8	4.1	3.9	3.9
ROAA	20.9	17.3	13.6	12.8	13.3
ROAE	57.4	48.4	37.0	34.3	32.1
<b>Stability</b>					
Gross debt/equity (%)	201.2	164.2	180.6	156.7	129.3
Net debt/equity (%)	40.4	53.3	81.9	85.3	71.0
Interest coverage (x)	67.0	38.2	16.2	16.5	18.4
Interest&ST debt coverage (x)	0.8	0.7	0.4	0.5	0.5
Cash flow interest coverage (x)	(4.3)	8.1	0.8	7.9	10.4
Cash flow/interest&ST debt (x)	(0.1)	0.2	0.0	0.2	0.3
Current ratio (x)	1.2	1.2	1.2	1.2	1.2
Quick ratio (x)	0.6	0.5	0.5	0.4	0.4
Net debt (Btmn)	2,144	3,869	6,708	8,151	8,346
<b>Per share data (Bt)</b>					
EPS	2.2	1.3	1.2	1.3	1.4
Normalized EPS	2.2	1.3	1.2	1.3	1.4
CFPS	(0.2)	0.3	0.1	0.8	1.1
BVPS	4.4	3.0	3.4	4.0	4.9
Sales/share	42.6	26.1	29.0	32.8	36.2
EBITDA/share	2.8	1.7	1.7	1.8	2.0
DPS	1.0	0.8	0.7	0.5	0.6
<b>Activity</b>					
Asset turnover (x)	3	3	3	3	3
Days of receivables	19	22	18	18	18
Days of inventory	51	49	60	60	60
Days of payable	42	33	30	30	30
Cash cycle	28	38	48	48	48

Source: KGI Securities Research

**Profit & Loss**

Year to Dec 31 (Btmn)	2021	2022	2023	2024F	2025F
<b>Revenue</b>	<b>51,126</b>	<b>62,733</b>	<b>69,559</b>	<b>78,679</b>	<b>86,821</b>
Cost of good sold	44,281	54,298	60,354	68,383	75,383
<b>Gross profit</b>	<b>6,846</b>	<b>8,435</b>	<b>9,205</b>	<b>10,296</b>	<b>11,438</b>
Operating expense	3,696	4,595	5,484	6,288	6,966
Other income	(37)	51	(35)	(39)	(43)
<b>Operating Profit</b>	<b>3,113</b>	<b>3,890</b>	<b>3,687</b>	<b>3,969</b>	<b>4,429</b>
Depreciation of fixed asset	183	182	296	287	354
<b>Operating EBITDA</b>	<b>3,295</b>	<b>4,072</b>	<b>3,983</b>	<b>4,256</b>	<b>4,783</b>
<b>Non-operating income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Interest income	0	0	0	0	0
Other non-op income	0	0	0	0	0
<b>Non-operating expense</b>	<b>(48)</b>	<b>(103)</b>	<b>(232)</b>	<b>(245)</b>	<b>(245)</b>
Interest expense	(48)	(103)	(232)	(245)	(245)
Other non-op expense	0	0	0	0	0
<b>Equity income/(loss)</b>	<b>96</b>	<b>45</b>	<b>67</b>	<b>76</b>	<b>84</b>
<b>Pretax profit</b>	<b>3,161</b>	<b>3,832</b>	<b>3,522</b>	<b>3,801</b>	<b>4,269</b>
Current taxation	(555)	(769)	(588)	(670)	(753)
Minorities	(2)	26	77	87	96
Extra item	22	0	0	0	0
<b>Net profit</b>	<b>2,630</b>	<b>3,038</b>	<b>2,857</b>	<b>3,043</b>	<b>3,419</b>
<b>Normalized profit</b>	<b>2,608</b>	<b>3,038</b>	<b>2,857</b>	<b>3,043</b>	<b>3,419</b>
EPS (Bt)	2.19	1.27	1.19	1.27	1.42
Normalized EPS (Bt)	2.17	1.27	1.19	1.27	1.42

Source: KGI Securities Research

**Cash Flow**

Year to Dec 31 (Btmn)	2021	2022	2023	2024F	2025F
<b>Operating cash flow</b>	<b>(204)</b>	<b>839</b>	<b>179</b>	<b>1,937</b>	<b>2,544</b>
Net profit	2,630	3,038	2,857	3,043	3,419
Depreciation&Amortization	183	182	296	287	354
Change in working capital	(3,017)	(2,381)	(2,975)	(1,392)	(1,229)
Others					
<b>Investment cash flow</b>	<b>(326)</b>	<b>(1,209)</b>	<b>(1,106)</b>	<b>(1,158)</b>	<b>(1,120)</b>
Net CAPEX	(292)	(440)	(815)	(800)	(800)
Change in LT investment	(98)	(772)	(167)	(225)	(201)
Change in other assets	64	4	(124)	(133)	(119)
Free cash flow	(530)	(370)	(928)	779	1,424
<b>Financing cash flow</b>	<b>1,314</b>	<b>49</b>	<b>1,322</b>	<b>(2,223)</b>	<b>(1,619)</b>
Change in share capital	0	300	0	0	0
Net change in debt	2,515	1,135	3,243	(543)	(401)
Change in other liabs	(1,200)	(1,387)	(1,921)	(1,680)	(1,217)
<b>Net cash flow</b>	<b>785</b>	<b>(322)</b>	<b>394</b>	<b>(1,444)</b>	<b>(195)</b>

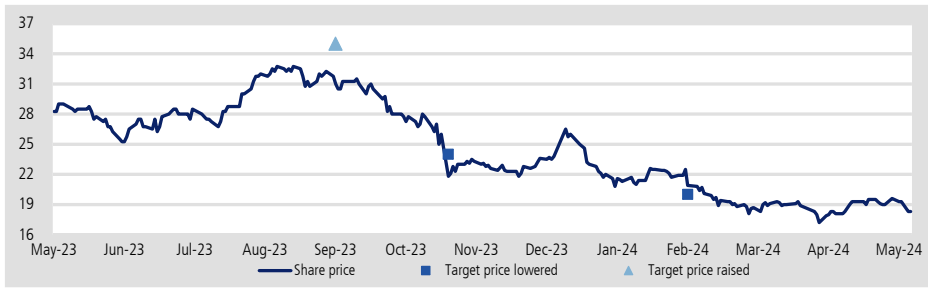
Source: KGI Securities Research

**Rates of Return on Invested Capital**

Year	1-	COGS	+ Depreciation	+ Operating expense	= Operating margin		
	Revenue	Revenue	Revenue	Revenue			
2021		86.6%	0.4%	7.2%	5.8%		
2022		86.6%	0.3%	7.3%	5.8%		
2023		86.8%	0.4%	7.9%	4.9%		
2024F		86.9%	0.4%	8.0%	4.7%		
2025F		86.8%	0.4%	8.0%	4.7%		
Year	1/	Working capital	+ Net PPE	+ Other assets	= Capital Turnover		
	Revenue	Revenue	Revenue	Revenue			
2021		(0.1)	0.0	0.3	3.9		
2022		(0.0)	0.0	0.3	3.7		
2023		(0.0)	0.0	0.3	3.5		
2024F		(0.0)	0.0	0.3	3.4		
2025F		(0.0)	0.0	0.3	3.4		
Year	1/	Operating margin	x	Capital turnover	x	Cash tax rate	= After-tax return on Inv. capital
2021		5.8%		3.9		17.5%	4.0%
2022		5.8%		3.7		20.1%	4.4%
2023		4.9%		3.5		16.7%	2.9%
2024F		4.7%		3.4		17.6%	2.8%
2025F		4.7%		3.4		17.6%	2.8%

Source: KGI Securities Research

**COM 7 - Recommendation & target price history**



Source: KGI Securities Research



## Company's ESG details

### Environment

- Eco-friendly products, such as eco-friendly bags, are promoted. The Company advocates for the use of reusable bags and ensures the availability of eco-friendly bags in its product lineup. In 2023, a total of 5,425 eco-friendly bags were sold.
- Reducing greenhouse gas emission products, such as electric cars, smart gadgets, and electric scooters, are also highlighted. These products utilize electricity as an alternative to fossil fuels, thereby helping to reduce carbon dioxide emissions, which are significant contributors to global warming.
- COM7 actively supported the continuous reduction of plastic cup usage through the "Get Discount 5 Baht" campaign, encouraging employees to bring their own cups. Throughout the year 2023, this initiative successfully led to a substantial decrease in plastic cup consumption, with a total reduction of 6,107 cups, marking a significant 144% increase compared to 2022.
- A comprehensive waste management system was implemented within the office premises, categorizing waste into 4 types: general waste, recyclable waste (such as plastic bottles and glass), biodegradable waste (including food scraps), and hazardous waste (such as medical masks and virus detection equipment). Employees were actively encouraged to adhere to the waste separation guidelines, and the Company effectively communicated the importance of proper waste disposal through various media channels.
- The Company introduced plastic packaging as an alternative to paper packaging for product transportation between warehouses and branches. This strategic move aimed to reduce packaging waste, resulting in a remarkable annual reduction of 80,000 units. We are committed to the continuous implementation of this project while exploring innovative methods to further minimize environmental impact.
- The Company realizes the importance of reducing plastic bag waste in the environment, which is a cause of global warming and affects the entire ecosystem. Besides, we want to change the customers' behavior to realize their participation. The Company, therefore, has implemented a campaign to reduce and stop giving plastic bags in stores. The plastic bags will be suspended every Wednesday and the 4th of the month. The project was launched on January 1, 2020, to create environmental sustainability for communities, society, and the country.
- Starting December 25, 2023, COM7 initiated the "E-Waste Better Discard" campaign at our BaNANA 7 stores. The public was invited to discard electronic waste, including mobile phones, tablets, computers, charging cables, computer components, and unused electronic devices, at designated collection points. The collected e-waste was then forwarded to international experts for proper sorting and management. Additionally, the Company pledged to expand e-waste collection points in the coming year to enhance coverage.
- In 2023, the Company used electricity from solar energy with the amount of electricity produced of 139,394.92 kWh meeting the target set. It was the amount that could reduce the electricity bill of 782,511.10 baht (calculated based on the average monthly electricity cost). It could also reduce carbon dioxide (CO<sub>2</sub>) emissions by 97.58 tCO<sub>2</sub> e/year
- In 2023, the Company utilized a total of 13,002 cubic meters, equivalent to an average water consumption of 50.1 liters per person per day (calculated as water usage divided by the number of employees and working days). This figure closely aligns with the average water usage within office buildings. However, the Company is committed to reducing water consumption. The average water consumption per person per day in 2022 decreased by 2.6%, with a total consumption of 12,218 cubic meters, averaging 51.4 liters per person per day.

### Social

- The Company started the training partnership program in 2021, having signed memoranda of understanding with professional education institutions, totaling 7 at present. In the year 2022, the Company expanded the network of the intersectoral program to 35 institutions, aiming to collaborate in providing professional training in the accounting business sector, particularly in the retail business branch. This is done continuously to offer opportunities for students from the intersectoral program to engage in real work with the Company every year, receiving compensation in return. This initiative aims to develop knowledge, skills, and adaptability to technology efficiently, meeting the Company's needs, and providing opportunities for them to become employees of the Company in the future. In the year 2023, a total of 52 students participated in the program, working at branches near their homes and aligning with their field of study.
- The Company has a policy of non-discrimination and equal opportunity in employment. It conducts business by giving importance to hiring people with disabilities in accordance with the Disabilities Empowerment Act (No. 2), B.E. 2013, Section 33. In 2022, the Company hired a total of 38 people with disabilities, accounting for 1% of its total workforce of 3,839 employees. This exceeds the legal requirement of the Disabilities Empowerment Act, B.E. 2007, which mandates a minimum of 1% of employees with disabilities. The Company also has plans to continuously support the hiring of people with disabilities in the future.

- To ensure that all employees possess key and essential skills for the present and future, in 2023, the Company developed a Training Roadmap and formulated a strategic plan for workforce development to Upskill-Reskill employees at various position levels, encompassing both Soft Skills and Hard Skills. The goal is to equip employees with diverse knowledge and skills, enhancing their competitiveness within the organization.
- The Company has a policy for managing compensation, welfare, and other benefits with all employees equally and fairly, ensuring equality without discrimination. The focus is on improving the quality of life for employees by providing adequate living wages aligned with the Labor Protection Act. The Company considers factors such as job responsibilities, roles, knowledge, and abilities in determining compensation. Information about rights and benefits is disseminated through manuals and the internal website.
- As an organization committed to happiness, the Company places importance on improving the working environment to foster a creative atmosphere. This includes creating spaces for exercise, recreational activities, and facilities like fitness rooms, football fields, and recreational areas, ensuring employees have sufficient and suitable amenities.
- The Company encourages employees to do good deeds without expecting any rewards from all groups of stakeholders to help and benefit society or community, or environment. In 2023, the Company provided awarding the honorary certificates to honor 58 employees who had performed good deeds to build morale and be proud in conducting themselves as role models in society. As a result, it cultivated creativity and continued goodness, including attracting and retaining quality employees to the organization.
- The Company has created the project "We Are Com7 We Care," intending to encourage all employees in the organization to have an awareness of self-interest, friends, organizations, and society through various activities where employees can jointly donate funds, share, help their friends and family who are facing problems. In 2023, the initiative supported one employee and their family, totaling a donation of 14,561.58 Baht.
- Acknowledging the significance of employees who have served the Company for an extended period, the Company organizes the Long Service Award program. This program aims to honor and reward employees who have faithfully discharged their duties over a prolonged duration. Awards, including gold plaques, are presented to employees reaching milestones of 10, 15, and 20 years of service, expressing gratitude for their dedicated and hardworking service.
- The Company promotes and values employee participation, leading to the initiation of the "Pay Day for Little Friends" project. The objective is to encourage employees to join the activity, collectively raise funds, and donate usable items in good condition. These items are then auctioned within the event. The entire proceeds from the PAY DAY event go towards supporting the "EduTech Classroom" project and the "Bright Smile from COM7" project, without deducting any expenses.

### Governance

- In 2023, the Company received a 5-star rating "Excellent," a score of 94%, assessed by the National CG Committee, which surveyed Thai listed companies.
- Testing and Assessing Employee Knowledge on Business Ethics and Workplace Practices, Anti-Corruption Policy, and Compliance Guidelines, with all employees passing the test criteria of 100%
- Communicating the Anti-Corruption Policy to both new and existing business partners, urging them to refrain from giving gifts during all occasions. Additionally, disseminating information to the management board and staff to collaborate on refraining from giving or receiving gifts during holidays and other occasions through various channels such as the Companywebsite, notice boards, email, etc.
- Establishing channels for complaints and whistleblowing in case anyone experiences misconduct, breaches of laws, ethics, or unfair treatment from employee conduct, or discovers deficiencies in the Company's internal control systems. Employees are encouraged to report such incidents to the Company.

Source: Company data, KGI Securities Research

## SET ESG Ratings

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

Source: www.setsustainability.com

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

# Corporate Governance Report of Thai Listed Companies



## Companies with Excellent CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	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	SEAFECO	SEAFECO
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	KASIKORNBANK	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	KRUNGTHAI 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	SRI SAWAD 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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