

# PTG Energy

(PTG.BK/PTG TB)\*

## Outperform • Maintained

|                               |           |
|-------------------------------|-----------|
| Price as of 21 May 2024       | 8.65      |
| 12M target price (Bt/shr)     | 10.40     |
| Unchanged/Revised up(down)(%) | Unchanged |
| Upside/downside (%)           | 20.2      |

### Key messages

เราคาดว่ากำไรของ PTG ใน 2Q67F จะเพิ่มขึ้นอย่างมากเป็นกว่า 400 ล้านบาท เพิ่มขึ้นทั้ง YoY และ QoQ เนื่องจาก i) ค่าการกลั่นน้ำมันดีขึ้น และ ii) ปริมาณยอดขายน้ำมันเพิ่มขึ้น เรายังคงคำแนะนำซื้อ PTG โดยยังคงราคาเป้าหมายปี 2567F ไว้ที่ 10.40 บาท อิงจาก PE ที่ 15.0x นอกจากนี้ เรายังเพิ่ม PTG เขามาในพอร์ตหุ้นเด่นของเราในกลุ่มพลังงานสำหรับช่วงหนึ่งถึงสองเดือนข้างหน้า เพราะคาดว่าบริษัทจะได้อานิสงส์จากการปรับขึ้นราคาขายปลีกน้ำมันดีเซลในประเทศไทยตั้งแต่เดือนเมษายน ซึ่งทำให้การกลั่นน้ำมันดีเซลดีขึ้น แต่อย่างไรก็ตาม ปัจจัยลบเกี่ยวกับการปรับขึ้นค่าแรงขั้นต่ำทั่วประเทศเป็น 400 บาท/วัน น่าจะกลับมาเป็นประเด็นความกังวลอีกครั้งหลังสิ้นเดือนกรกฎาคม เมื่อคณะกรรมการของแต่ละจังหวัดจะเสนอค่าแรงขั้นต่ำที่เหมาะสมกับจังหวัดของตัวเองต่อคณะกรรมการค่าจ้างไตรภาคีแล้ว

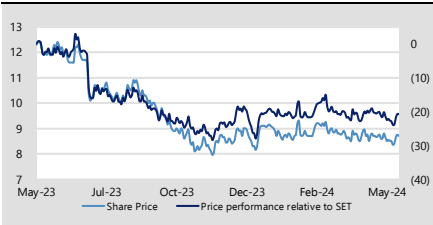
### Trading data

|                            |              |     |        |
|----------------------------|--------------|-----|--------|
| Mkt cap (Btbn/US\$m)       | 14.5/401     |     |        |
| Outstanding shares (mn)    | 1,670        |     |        |
| Foreign ownership (mn)     | 61           |     |        |
| 3M avg. daily trading (mn) | 6.5          |     |        |
| 52-week trading range (Bt) | 7.95 – 12.40 |     |        |
| Performance (%)            | 3M           | 6M  | 12M    |
| Absolute                   | (2.2)        | 0.6 | (28.1) |
| Relative                   | (0.6)        | 3.2 | (19.8) |

### Quarterly EPS

| Bt   | 1Q   | 2Q   | 3Q   | 4Q     |
|------|------|------|------|--------|
| 2022 | 0.10 | 0.36 | 0.11 | (0.00) |
| 2023 | 0.17 | 0.07 | 0.01 | 0.32   |
| 2024 | 0.15 |      |      |        |

### Share price chart



Source: SET

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## หนึ่งในหุ้นที่จะได้อานิสงส์จากการขึ้นราคาน้ำมันดีเซล

### Event

เรามองบวกหลังร่วมประชุมนักวิเคราะห์ช่วง 1Q67

### Impact

เราคาดว่ากำไรใน 2Q67F จะโตเกิน 50% ทั้ง YoY และ QoQ

เราคาดว่ากำไรของ PTG ใน 2Q67F จะเพิ่มขึ้นอย่างมากเป็นกว่า 400 ล้านบาท เพิ่มขึ้นทั้ง YoY และ QoQ เนื่องจาก i) ค่าการกลั่นน้ำมันดีขึ้น และ ii) ปริมาณยอดขายน้ำมันเพิ่มขึ้น ทั้งนี้กระทรวงพลังงานอนุญาตให้ทยอยปรับขึ้นราคาขายปลีกน้ำมันดีเซลในประเทศไทยเป็น 31.94 บาท/ลิตร เมื่อวันที่ 17 พฤษภาคม ซึ่งเพิ่มขึ้นมา 2.00 บาท/ลิตร จากเมื่อเดือนมีนาคม เนื่องจากผลขาดทุนของกองทุนน้ำมันเชื้อเพลิงเพิ่มขึ้น จนทะลุ 1 แสนล้านบาทไปแล้วตั้งแต่เดือนเมษายน และขึ้นไปจนเกือบถึงระดับสูงสุดเดิมที่ 1.314 แสนล้านบาทเมื่อวันที่ 20 พฤศจิกายน 2565 (ปัจจุบันอยู่ที่ 1.109 แสนล้านบาท) การที่ราคาขายปลีกน้ำมันดีเซลขยับสูงขึ้นส่งผลให้ค่าการกลั่นน้ำมันดีเซลดีขึ้นบ้าง ดังนั้นเราจึงคาดว่ากำไรการกลั่นน้ำมันของ PTG ใน 2Q67F จะเพิ่มขึ้นเป็น 1.75 บาท/ลิตร (+10% YoY, +13% QoQ) สอดคล้องกับมุมมองของผู้บริหารที่ 1.70-1.80 บาท/ลิตร สำหรับช่วง 2QTD67 นอกจากนี้ บริษัทยังคาดว่าปริมาณยอดขายน้ำมันจะเพิ่มขึ้นเกินกว่า 12% YoY และน่าจะทำสถิติสูงสุดใหม่ใน 2Q67F เนื่องจากมีการใช้น้ำมันเพิ่มขึ้นในฤดูเก็บเกี่ยวของไทย นอกจากนี้ ยังคาดว่ากำไรจากธุรกิจที่ไม่ใช่น้ำมันจะเพิ่มขึ้นเล็กน้อย เนื่องจากปริมาณยอดขาย LPG และกาแฟเพิ่มขึ้น

### ติดตามการตัดสินใจของคณะกรรมการค่าจ้างไตรภาคีอย่างใกล้ชิด

นาย พิพัฒน์ รัชกิจประการ รัฐมนตรีว่าการกระทรวงแรงงาน มีแผนจะปรับขึ้นค่าแรงขั้นต่ำทั่วประเทศเป็น 400 บาทในเดือนตุลาคม แต่อย่างไรก็ตาม การตัดสินใจขั้นสุดท้ายขึ้นอยู่กับคณะกรรมการค่าจ้างไตรภาคี (คณะกรรมการฯ) ซึ่งจากการประชุมนัดล่าสุดเมื่อวันที่ 14 พฤษภาคม ทางคณะกรรมการฯ มอบหมายให้คณะกรรมการของแต่ละจังหวัดทำการศึกษา และเสนอค่าแรงขั้นต่ำที่เหมาะสมกับจังหวัดของตัวเองมาที่คณะกรรมการฯ ภายในสิ้นเดือนกรกฎาคม ทั้งนี้ถ้ามมีการปรับขึ้นค่าแรงขั้นต่ำเป็น 400 บาท/วัน ทั่วประเทศ ผู้บริหาร PTG คาดว่าจะส่งผลกระทบต่อบริษัทประมาณ 0.06-0.07 บาท/ลิตร คิดเป็นมูลค่าประมาณ 300-350 ล้านบาท/ปี หรือเท่ากับ 23-26% ของประมาณการกำไรปี 2568F ของเราที่ 1.3 พันล้านบาท แต่อย่างไรก็ตาม ผู้บริหารตั้งเป้าจะปรับเพิ่มราคาขายปลีกน้ำมันเพื่อชดเชยผลกระทบต่อลูกค้าบางส่วน ทั้งนี้คณะกรรมการฯ กำหนดประชุมนัดหน้าในวันที่ 19 มิถุนายน

### Valuation & action

เรายังคงคำแนะนำซื้อ PTG โดยยังคงราคาเป้าหมายปี 2567F ไว้ที่ 10.40 บาท อิงจาก PE ที่ 15.0x นอกจากนี้ เรายังเพิ่ม PTG เขามาในพอร์ตหุ้นเด่นของเราในกลุ่มพลังงานสำหรับช่วงหนึ่งถึงสองเดือนข้างหน้า เพราะคาดว่าบริษัทจะได้อานิสงส์จากการปรับขึ้นราคาขายปลีกน้ำมันดีเซลในประเทศไทยตั้งแต่เดือนเมษายน ซึ่งทำให้ค่าการกลั่นน้ำมันดีเซลดีขึ้น แต่อย่างไรก็ตาม ปัจจัยลบเกี่ยวกับการปรับขึ้นค่าแรงขั้นต่ำทั่วประเทศเป็น 400 บาท/วัน น่าจะกลับมาเป็นประเด็นความกังวลอีกครั้งหลังสิ้นเดือนกรกฎาคม เมื่อคณะกรรมการของแต่ละจังหวัดจะเสนอค่าแรงขั้นต่ำที่เหมาะสมกับจังหวัดของตัวเองต่อคณะกรรมการค่าจ้างไตรภาคีแล้ว

### Risks

ความผันผวนของค่าการกลั่นน้ำมัน, ปริมาณยอดขายน้ำมัน, ปริมาณยอดขาย LPG, ปริมาณยอดขายไบโอดีเซล และยอดขายร้านสะดวกซื้อ Max Mart

### Key financials and valuations

|                           | Dec-21A | Dec-22A | Dec-23A | Dec-24F | Dec-25F |
|---------------------------|---------|---------|---------|---------|---------|
| Revenue (Bt mn)           | 133,759 | 179,422 | 198,811 | 200,733 | 213,185 |
| Gross profit (Bt mn)      | 10,132  | 12,008  | 12,922  | 13,793  | 14,668  |
| EBIT (Bt mn)              | 2,190   | 2,607   | 2,326   | 2,475   | 2,602   |
| Net profit (Bt mn)        | 1,006   | 934     | 944     | 1,152   | 1,334   |
| EPS (Bt)                  | 0.60    | 0.56    | 0.57    | 0.69    | 0.80    |
| DPS (Bt)                  | 0.25    | 0.40    | 0.35    | 0.31    | 0.36    |
| EPS growth (%)            | (46.9)  | (7.2)   | 1.1     | 22.0    | 15.9    |
| P/E (x)                   | 25.1    | 25.9    | 15.3    | 12.5    | 10.8    |
| P/B (x)                   | 3.1     | 3.0     | 1.6     | 1.5     | 1.4     |
| E V/E BIT DA (x)          | 10.2    | 8.8     | 6.7     | 6.2     | 5.5     |
| Net debt to equity (x)    | 3.4     | 3.3     | 2.6     | 2.3     | 2.0     |
| Dividend yield (%)        | 1.7     | 2.8     | 4.0     | 3.6     | 4.2     |
| Return on avg. equity (%) | 12.4    | 11.3    | 11.0    | 12.5    | 13.4    |

Source: Company data, KGI Securities Research

**Figure 1: Key assumptions for 1Q24 earnings**

|                              | 1Q24  | 1Q23  | YoY (%) | 4Q23  | QoQ (%) |
|------------------------------|-------|-------|---------|-------|---------|
| <b>Oil business</b>          |       |       |         |       |         |
| Sales volume (mn liters)     | 1,720 | 1,474 | 16.7    | 1,547 | 11.2    |
| Marketing margin (Bt/liter)  | 1.56  | 1.72  | (9.4)   | 1.85  | (16.0)  |
| <b>Non-oil business</b>      |       |       |         |       |         |
| LPG sales volume (mn liters) | 172   | 151   | 13.9    | 168   | 2.4     |
| Revenue (Bt mn)              | 4,050 | 3,146 | 28.7    | 3,762 | 7.7     |
| Gross profit margin (%)      | 21.4  | 20.2  | 5.9     | 20.0  | 7.1     |
| <b>PTG group</b>             |       |       |         |       |         |
| Total gross profit (Bt mn)   | 3,542 | 3,167 | 11.8    | 3,618 | (2.1)   |
| - Oil (Bt mn)                | 2,675 | 2,531 | 5.7     | 2,865 | (6.6)   |
| - Non-oil (Bt mn)            | 868   | 636   | 36.4    | 753   | 15.3    |

Source: Company data, KGI Securities Research

**Figure 2: Key assumptions for PTG**

|                              | 2021   | 2022   | 2023   | 2024F  | 2025F  |
|------------------------------|--------|--------|--------|--------|--------|
| <b>Oil business</b>          |        |        |        |        |        |
| Sales volume (mn liters)     | 5,020  | 5,316  | 5,961  | 6,300  | 6,650  |
| Marketing margin (Bt/liter)  | 1.72   | 1.84   | 1.71   | 1.70   | 1.70   |
| <b>Non-oil business</b>      |        |        |        |        |        |
| LPG sales volume (mn liters) | 306    | 497    | 634    | 735    | 835    |
| Revenue (Bt mn)              | 5,624  | 9,478  | 13,688 | 15,810 | 17,701 |
| Gross profit margin (%)      | 26.3   | 23.4   | 20.0   | 19.5   | 19.0   |
| <b>PTG group</b>             |        |        |        |        |        |
| Total gross profit (Bt mn)   | 10,132 | 12,008 | 12,922 | 13,793 | 14,668 |
| - Oil (Bt mn)                | 8,652  | 9,786  | 10,180 | 10,710 | 11,305 |
| - Non-oil (Bt mn)            | 1,480  | 2,222  | 2,742  | 3,083  | 3,363  |

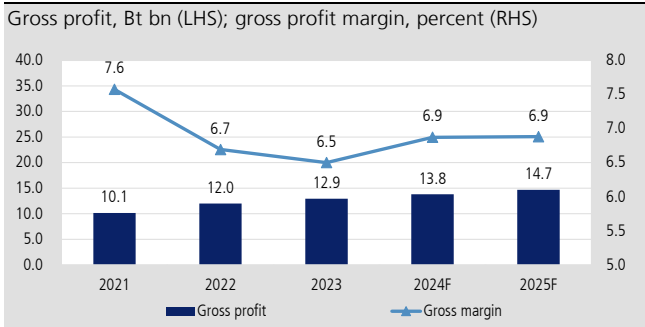
Source: Company data, KGI Securities Research

**Figure 3: Company profile**

PTG Energy (PTG) sells diesel and gasoline products to customer through its oil service stations under the PT trademark, which is the company's core business. The company also holds a 40% stake in biodiesel production with 500,000LPD. In addition, the firm operates other businesses, which still have small contribution, such as convenience store in PT service stations, LPG, coffee beverage, and auto care & maintenance for automobiles and commercial trucks.

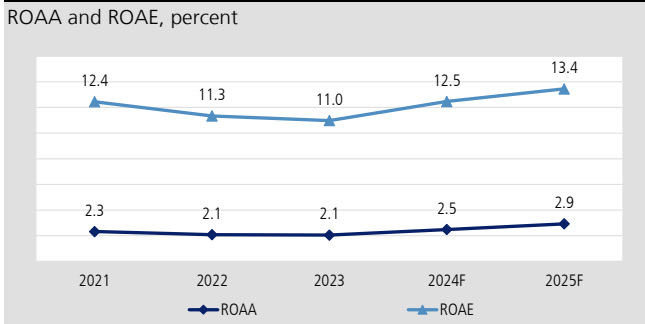
Source: Company data, KGI Securities Research

**Figure 5: Gross profit**



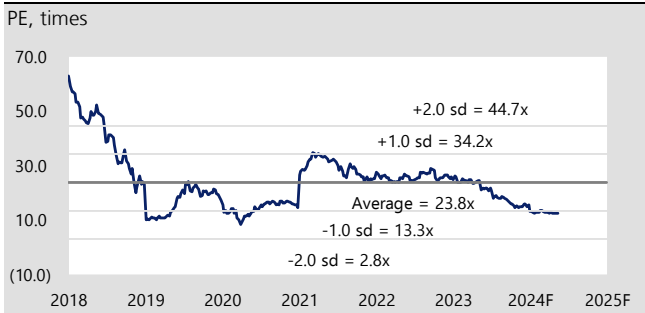
Source: Company data, KGI Securities Research

**Figure 7: Company ROAA and ROAE**



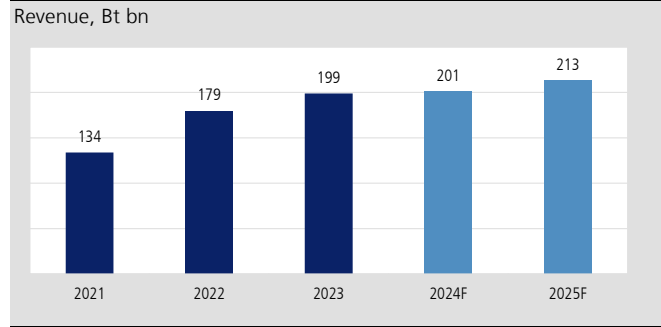
Source: Company data, KGI Securities Research

**Figure 9: Company trading PE**



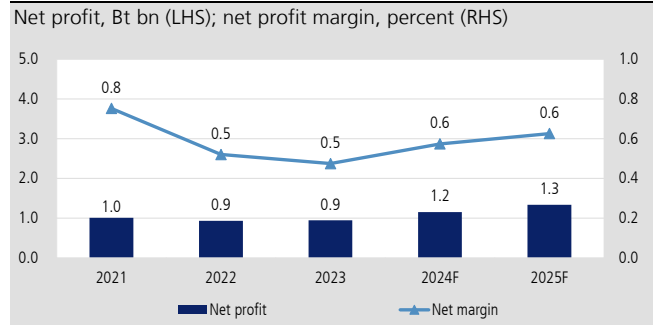
Source: KGI Securities Research

**Figure 4: Revenue**



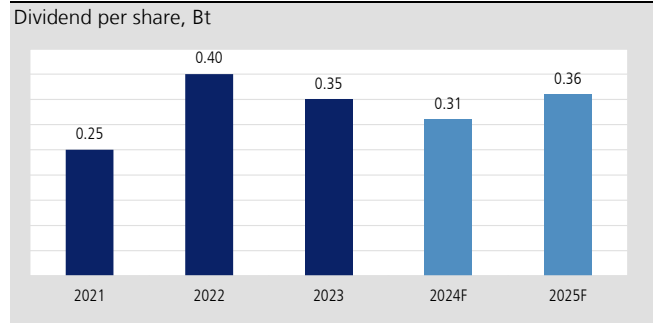
Source: Company data, KGI Securities Research

**Figure 6: Net profit**



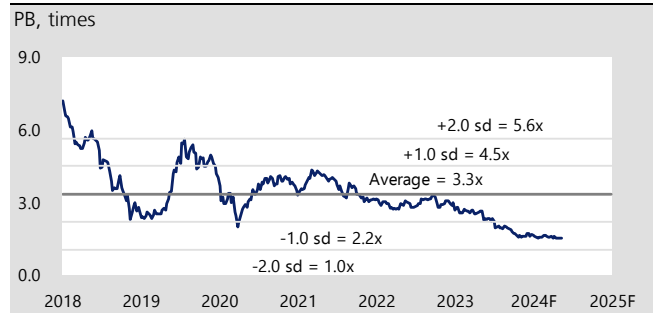
Source: Company data, KGI Securities Research

**Figure 8: Dividend**



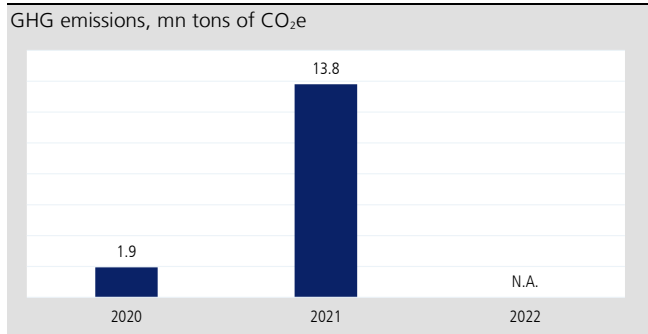
Source: Company data, KGI Securities Research

**Figure 10: Company trading PB**



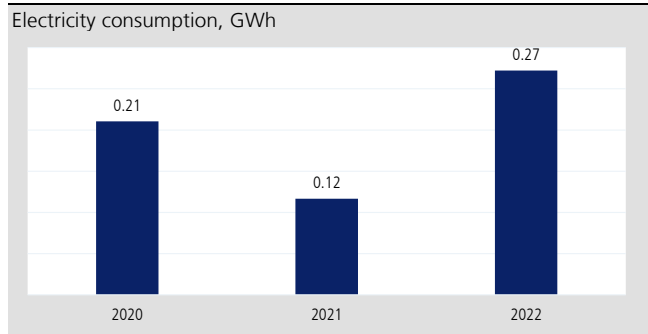
Source: KGI Securities Research

**Figure 11: Total GHG emissions**



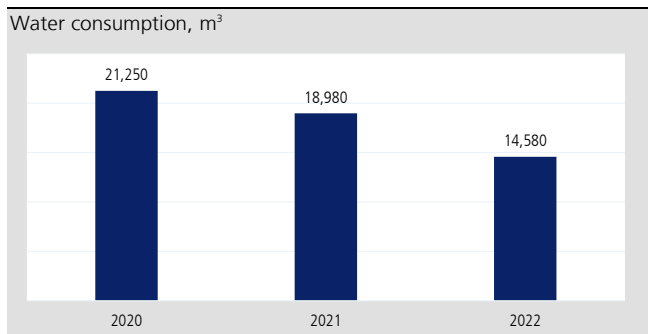
Source: Company data, SETSMART, KGI Securities Research

**Figure 12: Total electricity consumption**



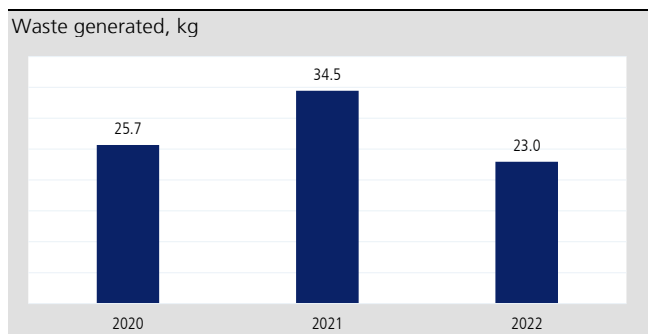
Source: Company data, SETSMART, KGI Securities Research

**Figure 13: Total water consumption**



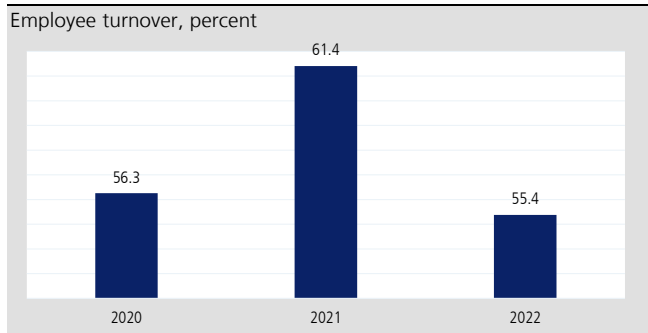
Source: Company data, SETSMART, KGI Securities Research

**Figure 14: Total waste**



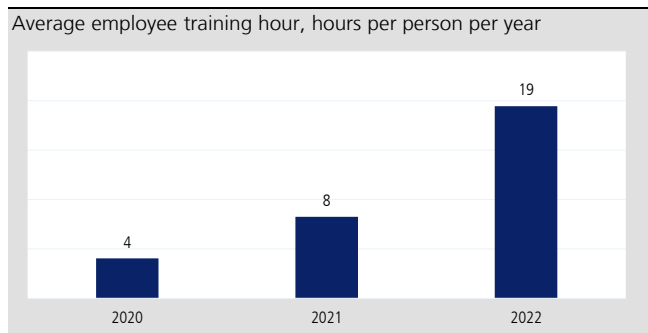
Source: Company data, SETSMART, KGI Securities Research

**Figure 15: Employee turnover**



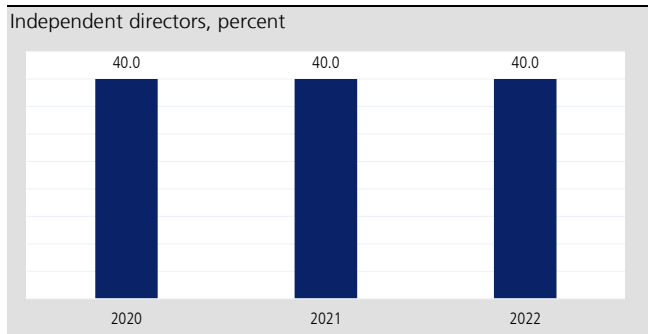
Source: Company data, SETSMART, KGI Securities Research

**Figure 16: Average employee training hours**



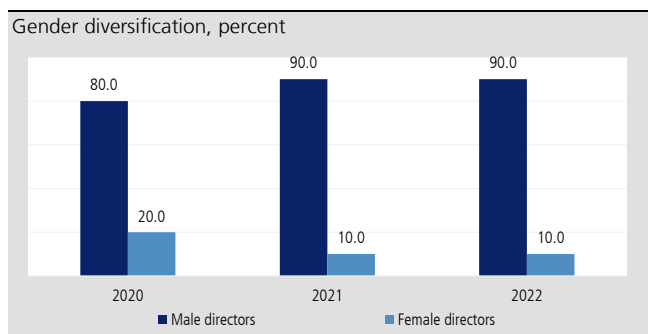
Source: Company data, SETSMART, KGI Securities Research

**Figure 17: Proportion of independent directors**



Source: Company data, SETSMART, KGI Securities Research

**Figure 18: Gender diversification of directors**



Source: Company data, SETSMART, KGI Securities Research

**Quarterly Income Statement**

| (Bt mn)                       | Mar-22A       | Jun-22A       | Sep-22A       | Dec-22A       | Mar-23A       | Jun-23A       | Sep-23A       | Dec-23A       | Mar-24A       |
|-------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Income Statement (Bt mn)      |               |               |               |               |               |               |               |               |               |
| <b>Revenue</b>                | <b>38,969</b> | <b>46,307</b> | <b>45,171</b> | <b>48,975</b> | <b>50,936</b> | <b>50,802</b> | <b>47,548</b> | <b>49,525</b> | <b>54,962</b> |
| Cost of Goods Sold            | (36,394)      | (42,877)      | (42,047)      | (46,096)      | (47,768)      | (47,717)      | (44,496)      | (45,908)      | (51,419)      |
| <b>Gross Profit</b>           | <b>2,576</b>  | <b>3,430</b>  | <b>3,124</b>  | <b>2,879</b>  | <b>3,167</b>  | <b>3,085</b>  | <b>3,052</b>  | <b>3,618</b>  | <b>3,542</b>  |
| Operating Expenses            | (2,186)       | (2,427)       | (2,569)       | (2,582)       | (2,652)       | (2,714)       | (2,787)       | (2,856)       | (3,022)       |
| Other incomes                 | 89            | 88            | 84            | 103           | 87            | 99            | 108           | 120           | 121           |
| <b>Operating Profit</b>       | <b>478</b>    | <b>1,091</b>  | <b>638</b>    | <b>399</b>    | <b>602</b>    | <b>470</b>    | <b>373</b>    | <b>882</b>    | <b>642</b>    |
| Depreciation of fixed assets  | 764           | 783           | 816           | 822           | 817           | 824           | 839           | 859           | 872           |
| <b>Operating EBITDA</b>       | <b>1,243</b>  | <b>1,875</b>  | <b>1,454</b>  | <b>1,221</b>  | <b>1,420</b>  | <b>1,294</b>  | <b>1,212</b>  | <b>1,741</b>  | <b>1,514</b>  |
| <b>Non-Operating Income</b>   | <b>0</b>      | <b>0</b>      | <b>7</b>      | <b>17</b>     | <b>0</b>      | <b>3</b>      | <b>10</b>     | <b>10</b>     | <b>0</b>      |
| Interest Income               | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
| Other Non-op Income           | 0             | 0             | 7             | 17            | 0             | 3             | 10            | 10            | 0             |
| <b>Non-Operating Expenses</b> | <b>(320)</b>  | <b>(290)</b>  | <b>(279)</b>  | <b>(282)</b>  | <b>(275)</b>  | <b>(284)</b>  | <b>(292)</b>  | <b>(279)</b>  | <b>(267)</b>  |
| Interest Expenses             | (282)         | (280)         | (279)         | (282)         | (273)         | (284)         | (292)         | (279)         | (267)         |
| Other Non-op Expenses         | (38)          | (10)          | 0             | 0             | (3)           | 0             | 0             | 0             | 0             |
| Net Investment Income/(Loss)  | 27            | (51)          | (86)          | (66)          | 41            | 6             | 1             | (14)          | (2)           |
| <b>Pre-tax Profit</b>         | <b>185</b>    | <b>749</b>    | <b>280</b>    | <b>69</b>     | <b>368</b>    | <b>194</b>    | <b>91</b>     | <b>599</b>    | <b>373</b>    |
| Current Taxation              | (53)          | (159)         | (88)          | (61)          | (81)          | (76)          | (58)          | (47)          | (109)         |
| Minorities                    | 3             | 6             | 4             | 6             | 6             | 5             | 4             | 6             | 6             |
| Extraordinary items           | 32            | 16            | (11)          | (5)           | (3)           | (2)           | (10)          | (10)          | 0             |
| <b>Net Profit</b>             | <b>160</b>    | <b>601</b>    | <b>177</b>    | <b>(4)</b>    | <b>278</b>    | <b>111</b>    | <b>19</b>     | <b>536</b>    | <b>258</b>    |
| EPS (Bt)                      | 0.10          | 0.36          | 0.11          | (0.00)        | 0.17          | 0.07          | 0.01          | 0.32          | 0.15          |
| <b>Margins</b>                |               |               |               |               |               |               |               |               |               |
| Gross profit margin           | 6.6           | 7.4           | 6.9           | 5.9           | 6.2           | 6.1           | 6.4           | 7.3           | 6.4           |
| Operating EBIT margin         | 1.2           | 2.4           | 1.4           | 0.8           | 1.2           | 0.9           | 0.8           | 1.8           | 1.2           |
| Operating EBITDA margin       | 3.2           | 4.0           | 3.2           | 2.5           | 2.8           | 2.5           | 2.5           | 3.5           | 2.8           |
| Net profit margin             | 0.4           | 1.3           | 0.4           | (0.0)         | 0.5           | 0.2           | 0.0           | 1.1           | 0.5           |
| <b>Growth</b>                 |               |               |               |               |               |               |               |               |               |
| Revenue growth                | 20.8          | 39.0          | 47.7          | 30.3          | 30.7          | 9.7           | 5.3           | 1.1           | 7.9           |
| Operating EBIT growth         | (43.8)        | 28.5          | 80.5          | 191.7         | 25.9          | (56.9)        | (41.6)        | 121.0         | 6.5           |
| Operating EBITDA growth       | (21.5)        | 17.5          | 29.7          | 33.6          | 14.2          | (31.0)        | (16.7)        | 42.6          | 6.6           |
| Net profit growth             | (69.9)        | 20.7          | 180.9         | 95.8          | 73.5          | (81.5)        | (89.0)        | N.A.          | (7.2)         |

Source: Company data, KGI Securities Research

**Balance Sheet**

| As of 31 Dec (Bt mn)         | 2021          | 2022          | 2023          | 2024F         | 2025F         |
|------------------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Total Assets</b>          | <b>44,384</b> | <b>45,135</b> | <b>46,932</b> | <b>45,802</b> | <b>45,353</b> |
| <b>Current Assets</b>        | 4,859         | 5,125         | 7,838         | 6,854         | 7,304         |
| Cash & ST Investments        | 1,701         | 2,071         | 3,381         | 2,367         | 2,540         |
| Inventories                  | 2,239         | 2,154         | 3,330         | 3,349         | 3,556         |
| Accounts Receivable          | 722           | 899           | 1,108         | 1,119         | 1,188         |
| Others                       | 196           | 0             | 20            | 20            | 20            |
| <b>Non-current Assets</b>    | 39,525        | 40,010        | 39,094        | 38,948        | 38,049        |
| LT Investments               | 2,773         | 2,518         | 2,597         | 3,525         | 3,822         |
| Net fixed Assets             | 11,505        | 12,356        | 13,202        | 13,195        | 13,013        |
| Others                       | 25,247        | 25,136        | 23,294        | 22,227        | 21,214        |
| <b>Total Liabilities</b>     | <b>36,184</b> | <b>36,860</b> | <b>38,006</b> | <b>36,243</b> | <b>35,060</b> |
| <b>Current Liabilities</b>   | 12,450        | 13,599        | 16,210        | 16,317        | 16,961        |
| Accounts Payable             | 6,000         | 6,961         | 10,340        | 10,399        | 11,043        |
| ST Borrowings                | 6,354         | 6,427         | 5,584         | 5,633         | 5,633         |
| Others                       | 96            | 211           | 286           | 286           | 286           |
| <b>Long-term Liabilities</b> | 23,735        | 23,260        | 21,796        | 19,926        | 18,098        |
| Long-term Debts              | 23,238        | 22,582        | 21,037        | 19,166        | 17,339        |
| Others                       | 497           | 679           | 760           | 760           | 760           |
| <b>Shareholders' Equity</b>  | <b>8,200</b>  | <b>8,275</b>  | <b>8,926</b>  | <b>9,559</b>  | <b>10,293</b> |
| Common Stock                 | 1,670         | 1,670         | 1,670         | 1,670         | 1,670         |
| Capital Surplus              | 1,270         | 1,164         | 1,180         | 1,180         | 1,180         |
| Retained Earnings            | 5,260         | 5,441         | 6,076         | 6,709         | 7,443         |
| Preferred Stock              | 0             | 0             | 0             | 0             | 0             |

Source: KGI Securities Research

**Key Ratios**

| Year to 31 Dec (Bt mn)           | 2021   | 2022   | 2023   | 2024F  | 2025F  |
|----------------------------------|--------|--------|--------|--------|--------|
| <b>Forecast Drivers</b>          |        |        |        |        |        |
| <b>Growth (% YoY)</b>            |        |        |        |        |        |
| Sales                            | 28.1   | 34.1   | 10.8   | 1.0    | 6.2    |
| OP                               | (27.5) | 19.0   | (10.8) | 6.4    | 5.1    |
| EBITDA                           | (11.7) | 11.1   | (2.2)  | 5.6    | 5.1    |
| NP                               | (46.9) | (7.2)  | 1.1    | 22.0   | 15.9   |
| EPS                              | (46.9) | (7.2)  | 1.1    | 22.0   | 15.9   |
| <b>Profitability (%)</b>         |        |        |        |        |        |
| Gross Margin                     | 7.6    | 6.7    | 6.5    | 6.9    | 6.9    |
| Operating Margin                 | 1.6    | 1.5    | 1.2    | 1.2    | 1.2    |
| EBITDA Margin                    | 3.9    | 3.2    | 2.9    | 3.0    | 2.9    |
| Net Profit Margin                | 0.8    | 0.5    | 0.5    | 0.6    | 0.6    |
| ROAA                             | 2.3    | 2.1    | 2.1    | 2.5    | 2.9    |
| ROAE                             | 12.4   | 11.3   | 11.0   | 12.5   | 13.4   |
| <b>Stability</b>                 |        |        |        |        |        |
| Gross Debt/Equity (%)            | 360.9  | 350.6  | 298.2  | 259.4  | 223.2  |
| Net Debt/Equity (%)              | 340.1  | 325.5  | 260.4  | 234.7  | 198.5  |
| Interest Coverage (x)            | 2.1    | 2.2    | 2.1    | 2.3    | 2.6    |
| Interest & ST Debt Coverage (x)  | 0.3    | 0.3    | 0.3    | 0.4    | 0.4    |
| Cash Flow Interest Coverage (x)  | 4.8    | 4.6    | 5.3    | 3.4    | 4.2    |
| Cash Flow/Interest & ST Debt (x) | 0.7    | 0.7    | 0.9    | 0.6    | 0.7    |
| Current Ratio (x)                | 0.4    | 0.4    | 0.5    | 0.4    | 0.4    |
| Quick Ratio (x)                  | 0.2    | 0.2    | 0.3    | 0.2    | 0.2    |
| Net Debt (Bt mn)                 | 27,890 | 26,938 | 23,240 | 22,432 | 20,432 |
| <b>Per Share Data (Bt)</b>       |        |        |        |        |        |
| EPS                              | 0.6    | 0.6    | 0.6    | 0.7    | 0.8    |
| CFPS                             | 3.2    | 3.1    | 3.6    | 2.3    | 2.7    |
| BVPS                             | 4.8    | 4.9    | 5.3    | 5.6    | 6.1    |
| SPS                              | --     | --     | --     | --     | --     |
| EBITDA/Share                     | 3.1    | 3.5    | 3.4    | 3.6    | 3.8    |
| DPS                              | 0.3    | 0.4    | 0.4    | 0.3    | 0.4    |
| <b>Activity</b>                  |        |        |        |        |        |
| Asset Turnover (x)               | 3.1    | 4.0    | 4.3    | 4.3    | 4.7    |
| Days Receivables                 | 2.0    | 1.8    | 2.0    | 2.0    | 2.0    |
| Days Inventory                   | 6.6    | 4.7    | 6.5    | 6.5    | 6.5    |
| Days Payable                     | 4.9    | 4.2    | 5.6    | 5.6    | 5.6    |
| Cash Cycle                       | 3.7    | 2.4    | 3.0    | 3.0    | 3.0    |

Source: KGI Securities Research

**Profit & Loss**

| Year to 31 Dec (Bt mn)        | 2021           | 2022           | 2023           | 2024F          | 2025F          |
|-------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>Revenue</b>                | <b>133,759</b> | <b>179,422</b> | <b>198,811</b> | <b>200,733</b> | <b>213,185</b> |
| Cost of Goods Sold            | (123,627)      | (167,414)      | (185,889)      | (186,940)      | (198,517)      |
| <b>Gross Profit</b>           | <b>10,132</b>  | <b>12,008</b>  | <b>12,922</b>  | <b>13,793</b>  | <b>14,668</b>  |
| Operating Expenses            | (8,271)        | (9,765)        | (11,009)       | (11,719)       | (12,480)       |
| Other incomes                 | 329            | 363            | 413            | 402            | 414            |
| <b>Operating Profit</b>       | <b>2,190</b>   | <b>2,607</b>   | <b>2,326</b>   | <b>2,475</b>   | <b>2,602</b>   |
| Depreciation of fixed assets  | 3,024          | 3,185          | 3,340          | 3,507          | 3,682          |
| <b>Operating EBITDA</b>       | <b>5,214</b>   | <b>5,792</b>   | <b>5,666</b>   | <b>5,982</b>   | <b>6,285</b>   |
| <b>Non-Operating Income</b>   | <b>0</b>       | <b>0</b>       | <b>20</b>      | <b>0</b>       | <b>0</b>       |
| Interest Income               | 0              | 0              | 0              | 0              | 0              |
| Other Non-op Income           | 0              | 0              | 20             | 0              | 0              |
| <b>Non-Operating Expenses</b> | <b>(1,118)</b> | <b>(1,147)</b> | <b>(1,128)</b> | <b>(1,110)</b> | <b>(1,075)</b> |
| Interest Expenses             | (1,118)        | (1,123)        | (1,128)        | (1,110)        | (1,075)        |
| Other Non-op Expenses         | 0              | (24)           | 0              | 0              | 0              |
| Net Investment Income/(Loss)  | 205            | (177)          | 33             | 100            | 167            |
| <b>Pre-tax Profit</b>         | <b>1,277</b>   | <b>1,283</b>   | <b>1,252</b>   | <b>1,465</b>   | <b>1,694</b>   |
| Current Taxation              | (261)          | (361)          | (261)          | (293)          | (339)          |
| Minorities                    | 10             | 19             | 22             | 20             | 21             |
| Extraordinary items           | 0              | 31             | (26)           | 0              | 0              |
| <b>Net Profit</b>             | <b>1,006</b>   | <b>934</b>     | <b>944</b>     | <b>1,152</b>   | <b>1,334</b>   |
| EPS (Bt)                      | 0.60           | 0.56           | 0.57           | 0.69           | 0.80           |

Source: KGI Securities Research

**Cash Flow**

| Year to 31 Dec (Bt mn)      | 2021    | 2022    | 2023    | 2024F   | 2025F   |
|-----------------------------|---------|---------|---------|---------|---------|
| <b>Operating Cash Flow</b>  | 5,336   | 5,121   | 5,944   | 3,817   | 4,557   |
| Net Profit                  | 1,006   | 934     | 944     | 1,152   | 1,334   |
| Depreciation & Amortization | 3,024   | 3,185   | 3,340   | 3,507   | 3,682   |
| Change in Working Capital   | 1,710   | 869     | 1,995   | 29      | 367     |
| Others                      | (403)   | 133     | (335)   | (871)   | (827)   |
| <b>Investment Cash Flow</b> | (2,384) | (2,627) | (3,010) | (3,361) | (2,784) |
| Net CAPEX                   | (2,217) | (2,314) | (2,625) | (3,500) | (3,500) |
| Change in LT Investment     | 0       | 0       | 0       | 0       | 0       |
| Change in Other Assets      | (166)   | (312)   | (385)   | 139     | 716     |
| <b>Free Cash Flow</b>       | 3,119   | 2,807   | 3,319   | 317     | 1,057   |
| <b>Financing Cash Flow</b>  | (2,193) | (2,125) | (1,624) | (1,469) | (1,601) |
| Change in Share Capital     | 0       | 0       | 0       | 0       | 0       |
| Net Change in Debt          | (446)   | (712)   | (511)   | (951)   | (1,000) |
| Change in Other LT Liab.    | (1,747) | (1,413) | (1,113) | (518)   | (601)   |
| <b>Net Cash Flow</b>        | 760     | 370     | 1,310   | (1,013) | 173     |

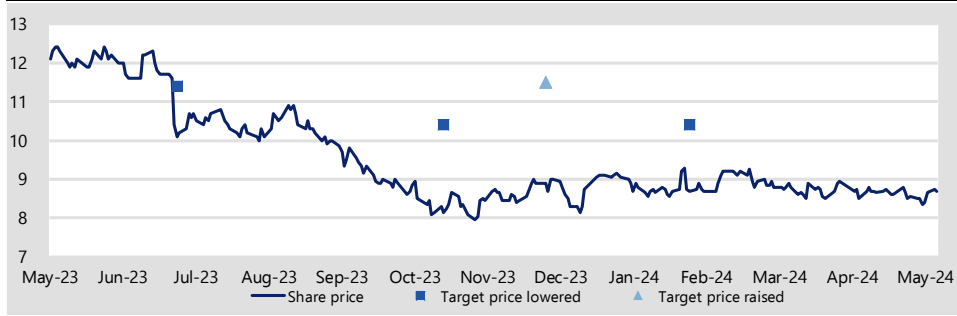
Source: KGI Securities Research

**Rates of Return on Invested Capital**

| Year  | 1-<br>Revenue       | +<br>COGS<br>Revenue            | +<br>Depreciation<br>Revenue | +<br>Operating Exp.<br>Revenue | =<br>Operating<br>Margin |  |
|-------|---------------------|---------------------------------|------------------------------|--------------------------------|--------------------------|--|
| 2021  | 90.2%               |                                 | 2.3%                         | 6.2%                           | 1.4%                     |  |
| 2022  | 91.5%               |                                 | 1.8%                         | 5.4%                           | 1.3%                     |  |
| 2023  | 91.8%               |                                 | 1.7%                         | 5.5%                           | 1.0%                     |  |
| 2024F | 91.4%               |                                 | 1.7%                         | 5.8%                           | 1.0%                     |  |
| 2025F | 91.4%               |                                 | 1.7%                         | 5.9%                           | 1.0%                     |  |
| Year  | 1/<br>Revenue       | +<br>Working Capital<br>Revenue | +<br>Net PPE<br>Revenue      | +<br>Other Assets<br>Revenue   | =<br>Capital<br>Turnover |  |
| 2021  | -0.06               |                                 | 0.09                         | 0.19                           | 4.59                     |  |
| 2022  | -0.05               |                                 | 0.07                         | 0.14                           | 6.18                     |  |
| 2023  | -0.04               |                                 | 0.07                         | 0.12                           | 7.07                     |  |
| 2024F | -0.05               |                                 | 0.07                         | 0.11                           | 7.73                     |  |
| 2025F | -0.05               |                                 | 0.06                         | 0.10                           | 8.68                     |  |
| Year  | Operating<br>Margin | x                               | Capital<br>Turnover          | x                              | Cash<br>Tax Rate         | =<br>After-tax Return<br>on Inv. Capital |
| 2021  | 1.4%                |                                 | 4.6                          |                                | 79.4                     | 5.1                                      |
| 2022  | 1.3%                |                                 | 6.2                          |                                | 72.1                     | 5.6                                      |
| 2023  | 1.0%                |                                 | 7.1                          |                                | 78.4                     | 5.3                                      |
| 2024F | 1.0%                |                                 | 7.7                          |                                | 79.7                     | 6.4                                      |
| 2025F | 1.0%                |                                 | 8.7                          |                                | 79.8                     | 7.1                                      |

Source: KGI Securities Research

**PTG Energy - Recommendation & target price history**



Source: KGI Securities Research

## Company's ESG details

### Environment

- PTG has continuously rolled out projects to reduce electricity consumption within its head office by regularly communicating with employees about how to save energy and use electricity via email and Intranet every Friday and organizing activities to reward lucky staff who joined and answered the given questions regarding energy saving in the workplace. As for the performance results aimed for in 2021, the company achieved reduced average annual electricity consumption per capita within the head office at 256 kWh/person compared to that of the base year (2019), representing 61.98%.
- PTG promoted minimization of water consumption at service stations, setting out an initiative of Water Purifier Invention in order to reuse water according to the 3Rs principle (Reuse, Reduce, and Recycle) for the second consecutive year through the Kaizen Project. It created a water purifier powered by solar energy to pump used water obtained from handwashing through filters for plant watering within service stations. In 2021, the company introduced the initiative to the Wang Noi 3 service station, contributing to reducing water consumption by approximately 3,564 cubic meters per year, or 297 cubic meters per month.
- PTG operates waste management based on waste disposal procedures, which are a guideline to manage waste caused by business activities in the workplace. The procedures include waste segregation, collection, and correct disposal to mitigate potential impacts on the environment. The company set a target to reduce both non-hazardous and hazardous waste by 5% in 2022 from a base year in 2021 in which the scope of reduction covers the oil depots.

### Social

- PTG treats all employees equally in conformity with applicable labor laws and regulations. The Resource Management Department oversees the compliance of rules in respect of employment, work environment, wages, working hours, holidays, and workplace safety to achieve "Well-being and Contentedness" for all employees. In addition, the company requires an anti-harassment and non-discrimination policy be enforced in the workplace to prohibit executives, supervisors, or controllers from committing harassment against the group's employees with a focus that business establishments shall respect diversity and not tolerate discrimination in any aspect.
- PTG places importance on building employee engagement with the organization to ensure that it understands the needs of employees and is able to continue implementing projects and activities to boost employee engagement. The company requires an assessment of employee engagement and satisfaction towards the organization every year by assigning the People & Organization Transformation Department to be responsible for conducting an annual employee engagement assessment.
- PT Taxi Transform is a project to extend assistance to taxi customers who have been affected by the COVID-19 crisis. PTG also converts NGV taxis into LPG. The LPG cylinders installed are of recognized standards and quality, and are certified by the Department of Land Transport. There were 3,911 taxis converted to LPG, all of which also enjoyed discounts on every purchase of LPG throughout the year.
- PT Volunteer Camp "We Care Leave No one Behind" promotes good quality of life for people in the society and community by unlocking educational opportunities, promoting access to health check-ups, eye examinations and eyeglasses distribution for the elderly, high-quality education, and creating an environmentally-sound lifestyle. The company operates a volunteer camp, joining forces with PPP Green Complex Co., Ltd. at Bang Saphan District, Prachuap Khiri Khan, providing tailor-made eyeglasses for 263 elderly, and encouraging planting of 1,376 trees, with 557 community participants joining.

### Governance

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

### Climate Management (Subset of environment)

- In 2021, PTG had 2020 greenhouse gas emissions data collected from the head office and oil depots certified by Thailand Greenhouse Gas Management Organization (Public Organization) (TGO), which were afterwards verified by the Water and Environment Institute for Sustainability, the Federation of Thai Industries. The company has planned to expand the corporate greenhouse gas emissions certification to its fleet offices in 2022 and service stations in 2023 to cover the entire spectrum of business operations.

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 ERWAN GROUP                     | A               | SNC    | SNC FORMER                             | A               |
| GFPT   | GFPT                                | BBB             | SPALAI | 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

**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            | SEAFKO | SEAFKO                                 |
| 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    | SUNSWEEP                               |
| 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 LIFESCIENCES              | 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 | POS   | 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                 | SEAFECO | SEAFECO                    |
| BH     | BUMRUNGRAD HOSPITAL        | LH     | LAND AND HOUSES                | SVI     | SVI                        |
| BJCHI  | BJC HEAVY INDUSTRIES       | LPN    | L.P.N. DEVELOPMENT             | TASCO   | TIPCO ASPHALT              |
| CBG    | CARABAO GROUP              | MAKRO  | SIAM MAKRO                     | TKN     | TAOKAENOI FOOD & MARKETING |
| CENTEL | CENTRAL PLAZA HOTEL        | MALEE  | MALEE SAMPRAN                  | TMB     | TMB BANK                   |
| CHG    | CHULARAT HOSPITAL          | MINT   | MINOR INTERNATIONAL            | TRT     | TIRATHAI                   |
| CKP    | CK POWER                   | MODERN | MODERNFORM GROUP               | TRUE    | TRUE CORPORATION           |
| CPF    | CHAROEN POKPHAND FOODS     | NOK    | NOK AIRLINES                   | TVO     | THAI VEGETABLE OIL         |
| CPN    | CENTRAL PATTANA            | PTTEP  | PTT EXPLORATION AND PRODUCTION |         |                            |
| DTAC   | TOTAL ACCESS COMMUNICATION | PYLON  | PYLON                          |         |                            |

### Level 3: Established

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

### No progress

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

Source: www.cgthailand.org

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**KGI's Ratings**

| <b>Rating</b>     | <b>Definition</b>   |
|-------------------|---|
| Outperform (OP)   | The stock's excess return over the next twelve months is ranked in the top 40% of KGI's coverage universe in the related market (e.g. Taiwan)..   |
| Neutral (N)       | The stock's excess return over the next twelve months is ranked in the range between the top 40% and the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan)  |
| Under perform (U) | The stock's excess return over the next twelve months is ranked in the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan).   |
| Not Rated (NR)    | The stock is not rated by KGI.  |
| Restricted (R)    | KGI policy and/or applicable law regulations preclude certain types of communications, including an investment recommendation, during the course of KGI's engagement in an investment banking transaction and in certain other circumstances.<br><br>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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