Chularat Hospital PLC

SCB Securities

Friday, August 11, 2017

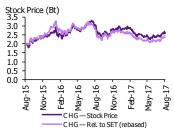
BUY

Stock Data

| Last close (Aug 10) (Bt) | 2.42 |
|-----------------------------|-------|
| 12-m target price (Bt) | 3.50 |
| Upside (Downside) to TP (%) | 44.63 |
| Mkt cap (Btbn) | 26.62 |
| Mkt cap (US\$mn) | 801 |
| | |

| Bloomberg code | CHG TB |
|----------------------------|---------|
| Reuters code | CHG.BK |
| Risk rating | L |
| Mkt cap (%) SET | 0.17 |
| Sector % SET | 4.30 |
| Shares issued (mn) | 11,000 |
| Par value (Bt) | 0.10 |
| 12-m high / low (Bt) | 3 / 2.1 |
| Avg. daily 6m (US\$mn) | 2.91 |
| Foreign limit / actual (%) | 49 / 6 |
| Free float (%) | 40.5 |
| Dividend policy (%) | ≥ 50 |

Price Performance



Source: SET, SCBS Investment Research

Share performance

| | 1M | 3M | 12M |
|-----------------|-------|-----|--------|
| Absolute | 0.0 | 2.5 | (18.8) |
| Relative to SET | (0.2) | 1.1 | (19.8) |

Source: SET, SCBS Investment Research

2017: Misses estimates on weaker revenue

Weaker revenue pulled CHG below estimates with a 2Q17 net profit of Bt119mn (Bt0.011/share), up 3% YoY but down 22% QoQ. This was 15% below SCBS estimate and 20% below market expectations, caused by weaker revenue. 1H17 net profit was Bt272mn, flat YoY, and accounting for 45% of our full-year forecast, lining up with its historical average. We are maintaining our 2017 earnings forecast.

2Q17 highlights:

- Revenue was Bt890mn, up 2% YoY but down 5% QoQ. By service, cash service revenue (56% of revenue) grew a strong 10% YoY (flat QoQ) boosted by growing patient volume and average billing per patient. Revenue from the Social Security Scheme (SC, 39% of revenue) inched up 4% YoY (but dropped 10% QoQ). Revenue from patient referrals from other hospitals under the universal coverage scheme (UC, 5% of revenue) was down by 49% YoY (and 16% QoQ).
- EBITDA margin was 23.7% in 2Q17, improving from the 22.4% low base in 2Q16 from costs related to the expansion of its three flagship hospitals but slipping from 27% in 1Q17 due to weaker revenue.
- Interest-bearing debt to equity was low at 0.2x as of June 2017.
- CHG announced an interim dividend of Bt0.012/share, 0.5% dividend yield. XD is August 22 and payment is September 8.

CHG earnings review

| (Bt mn) | 2Q16 | 3Q16 | 4Q16 | 1Q17 | 2Q17 | YoY% | QoQ% | 1H16 | 1H17 | YoY% |
|-----------------------|------------|-----------|-------|-------|-------|--------|--------|-------|-------|--------|
| Revenue | 876 | 963 | 912 | 937 | 890 | 1.7 | (4.9) | 1,762 | 1,827 | 3.7 |
| Gross profit | 256 | 320 | 288 | 312 | 266 | 4.1 | (14.6) | 560 | 578 | 3.3 |
| EBITDA | 196 | 259 | 213 | 252 | 211 | 7.5 | (16.4) | 437 | 464 | 6.1 |
| Core profit | 116 | 160 | 131 | 153 | 119 | 2.5 | (22.3) | 273 | 272 | (0.4) |
| Net profit | 116 | 160 | 131 | 153 | 119 | 2.5 | (22.3) | 273 | 272 | (0.4) |
| EPS (Bt/share) | 0.011 | 0.015 | 0.012 | 0.014 | 0.011 | 2.5 | (22.3) | 0.025 | 0.025 | (0.4) |
| Balance Sheet | | | | | | | | | | |
| Total Assets | 4,095 | 4,478 | 4,518 | 4,641 | 4,786 | 16.9 | 3.1 | 4,095 | 4,786 | 16.9 |
| Total Liabilities | 949 | 1,251 | 1,294 | 1,239 | 1,370 | 44.3 | 10.6 | 949 | 1,370 | 44.3 |
| Total Equity | 3,145 | 3,227 | 3,224 | 3,403 | 3,416 | 8.6 | 0.4 | 3,145 | 3,416 | 8.6 |
| BVPS (Bt/share) | 0.29 | 0.29 | 0.29 | 0.31 | 0.31 | 8.6 | 0.4 | 0.29 | 0.31 | 8.6 |
| Financial Ratio | | | | | | | | | | |
| Gross Margin (%) | 29.2 | 33.2 | 31.6 | 33.3 | 29.9 | 0.7 | (3.4) | 31.8 | 31.7 | (0.1) |
| EBITDA margin (%) | 22.4 | 26.9 | 23.3 | 27.0 | 23.7 | 1.3 | (3.2) | 24.8 | 25.4 | 0.6 |
| Net Profit Margin (%) | 13.2 | 16.6 | 14.4 | 16.3 | 13.3 | 0.1 | (3.0) | 15.5 | 14.9 | (0.6) |
| ROA (%) | 12.2 | 16.1 | 13.0 | 14.4 | 10.7 | | | 14.4 | 12.2 | |
| ROE (%) | 15.2 | 20.7 | 17.0 | 18.6 | 14.5 | | | 17.8 | 16.6 | |
| Debt to equity (X) | 0.1 | 0.2 | 0.2 | 0.2 | 0.2 | | | 0.1 | 0.2 | |
| Revenue breakdown | | | | | | | | | | |
| Cash-OPD | 249 | 293 | 297 | 275 | 274 | 10.0 | (0.4) | 503 | 549 | 9.1 |
| Cash-IPD | 204 | 257 | 225 | 224 | 225 | 10.3 | 0.4 | 420 | 449 | 6.9 |
| SC | 332 | 335 | 337 | 383 | 345 | 3.9 | (9.9) | 641 | 728 | 13.6 |
| UC | 90 | 78 | 53 | 55 | 46 | (48.9) | (16.4) | 197 | 101 | (48.7) |
| Source: Company data | SCRS Invoc | tmont Dog | oarch | | | • | | | | |

Source: Company data, SCBS Investment Research

Maintain BUY. CHG's share price is likely to be pressured down by the poor showing. However, we expect better earnings ahead in 2H17 supported by additional revenue from higher social security payments. We currently rate BUY on CHG with TP at Bt3.5/share and it is one of our top picks in the sector.

Raweenuch Piyakriengkai

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Forecasts and valuation

| Year to 31 Dec | Unit | 2015 | 2016 | 2017F | 2018F | 2019F |
|------------------|--------|-------|-------|-------|-------|-------|
| Revenue | (Btmn) | 3,155 | 3,637 | 3,863 | 4,844 | 5,661 |
| EBITDA | (Btmn) | 835 | 909 | 1,032 | 1,305 | 1,531 |
| Core profit | (Btmn) | 538 | 564 | 601 | 787 | 935 |
| Reported profit | (Btmn) | 538 | 564 | 601 | 787 | 935 |
| Core EPS | (Bt) | 0.049 | 0.051 | 0.055 | 0.072 | 0.085 |
| DPS | (Bt) | 0.036 | 0.036 | 0.045 | 0.055 | 0.059 |
| P/E, core | (x) | 49.4 | 47.2 | 44.3 | 33.8 | 28.5 |
| EPS growth, core | (%) | 12.0 | 4.8 | 6.5 | 30.9 | 18.8 |
| P/BV, core | (x) | 9.0 | 8.3 | 7.8 | 7.0 | 6.4 |
| ROE | (%) | 18.7 | 18.2 | 18.1 | 21.8 | 23.4 |
| Dividend yield | (%) | 1.5 | 1.5 | 1.8 | 2.3 | 2.5 |
| EV/EBITDA | (x) | 31.4 | 29.7 | 26.0 | 20.6 | 17.5 |

Source: SCBS Investment Research

Financial statement

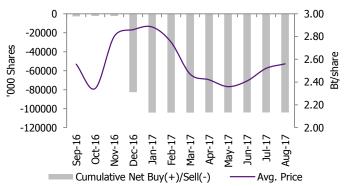
| Profit and Loss Statement (Btmn) | | | | | | | | |
|----------------------------------|---------|---------|---------|---------|---------|--|--|--|
| FY Dec 31 | 2015 | 2016 | 2017F | 2018F | 2019F | | | |
| Total revenue | 3,155 | 3,637 | 3,863 | 4,844 | 5,661 | | | |
| Cost of goods sold | (2,082) | (2,469) | (2,622) | (3,278) | (3,841) | | | |
| Gross profit | 1,073 | 1,168 | 1,241 | 1,566 | 1,819 | | | |
| SG&A | (426) | (494) | (507) | (610) | (689) | | | |
| Other income | 24 | 21 | 39 | 48 | 57 | | | |
| Interest expense | 1 | 10 | 21 | 19 | 18 | | | |
| Pre-tax profit | 670 | 686 | 752 | 985 | 1,170 | | | |
| Corporate tax | 132 | 121 | 150 | 197 | 234 | | | |
| Equity a/c profits | 0 | 0 | 0 | 0 | 0 | | | |
| Minority interests | 0 | (1) | (1) | (1) | (1) | | | |
| Core profit | 538 | 564 | 601 | 787 | 935 | | | |
| Extra-ordinary items | 0 | 0 | 0 | 0 | 0 | | | |
| Net Profit | 538 | 564 | 601 | 787 | 935 | | | |
| EBITDA | 835 | 909 | 1,032 | 1,305 | 1,531 | | | |
| Core EPS (Bt) | 0.049 | 0.051 | 0.055 | 0.072 | 0.085 | | | |
| Net EPS (Bt) | 0.049 | 0.051 | 0.055 | 0.072 | 0.085 | | | |
| DPS (Bt) | 0.036 | 0.036 | 0.045 | 0.055 | 0.059 | | | |

| Balance Sheet (Btmn) | | | | | |
|-----------------------------|-------|-------|-------|-------|-------|
| FY Dec 31 | 2015 | 2016 | 2017F | 2018F | 2019F |
| Total current assets | 1,353 | 1,335 | 1,444 | 1,544 | 1,690 |
| Total fixed assets | 1,987 | 2,936 | 3,097 | 3,416 | 3,692 |
| Total assets | 3,560 | 4,518 | 4,791 | 5,227 | 5,663 |
| Total loans | 78 | 794 | 744 | 694 | 694 |
| Total current liabilities | 540 | 1,096 | 1,211 | 1,328 | 1,378 |
| Total long-term liabilities | 26 | 157 | 107 | 57 | 57 |
| Total liabilities | 591 | 1,294 | 1,359 | 1,426 | 1,476 |
| Paid-up capital | 1,100 | 1,100 | 1,100 | 1,100 | 1,100 |
| Total equity | 2,969 | 3,224 | 3,432 | 3,801 | 4,187 |
| BVPS (Bt) | 0.27 | 0.29 | 0.31 | 0.35 | 0.38 |

| Cash Flow Statement (Btmn) | | | | | |
|-------------------------------|-------|---------|-------|-------|-------|
| FY Dec 31 | 2015 | 2016 | 2017F | 2018F | 2019F |
| Core Profit | 538 | 564 | 601 | 787 | 935 |
| Depreciation and amortization | 164 | 213 | 259 | 301 | 343 |
| Operating cash flow | 710 | 774 | 901 | 1,055 | 1,252 |
| Investing cash flow | (588) | (1,155) | (420) | (620) | (620) |
| Financing cash flow | (284) | 415 | (401) | (468) | (598) |
| Net cash flow | (195) | 4 | 79 | (50) | 20 |

| Key Financial Ratios | | | | | |
|-----------------------------|----------|------|-------|-------|-------|
| FY Dec 31 | 2015 | 2016 | 2017F | 2018F | 2019F |
| Gross margin(%) | 34.0 | 32.1 | 32.1 | 32.3 | 32.1 |
| Operating margin(%) | 20.5 | 18.5 | 19.0 | 19.7 | 20.0 |
| EBITDA margin(%) | 26.3 | 24.8 | 26.4 | 26.7 | 26.8 |
| EBIT margin(%) | 19.5 | 20.5 | 21.5 | 22.5 | 23.5 |
| Net profit margin(%) | 17.1 | 15.5 | 15.6 | 16.2 | 16.5 |
| ROE (%) | 18.7 | 18.2 | 18.1 | 21.8 | 23.4 |
| ROA (%) | 15.8 | 14.0 | 12.9 | 15.7 | 17.2 |
| Net D/E (x) | net cash | 0.1 | 0.1 | 0.1 | 0.0 |
| Interest coverage (x) | 1,031.2 | 95.4 | 50.0 | 68.3 | 86.9 |
| Debt service coverage (x) | 15.8 | 1.4 | 1.6 | 2.0 | 2.3 |
| Payout Ratio (%) | 73.6 | 70.2 | 70.0 | 70.0 | 70.0 |

12-Month Cumulative directors trade



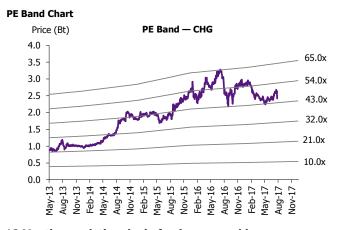
Source: SEC

Profit and Loss Statement (Btmn)

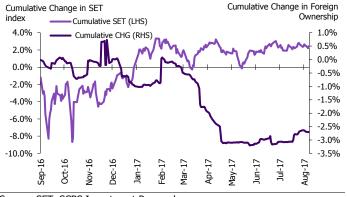
| FY Dec 31 | 2Q16 | 3Q16 | 4Q16 | 1Q17 | 2Q17 |
|----------------------|-------|-------|-------|-------|-------|
| Total revenue | 876 | 963 | 912 | 937 | 890 |
| Cost of goods sold | (620) | (643) | (624) | (625) | (624) |
| Gross profit | 256 | 320 | 288 | 312 | 266 |
| SG&A | 118 | 122 | 140 | 125 | 124 |
| Other income | 6 | 6 | 4 | 4 | 7 |
| Interest expense | 1 | 3 | 4 | 4 | 3 |
| Pre-tax profit | 143 | 201 | 149 | 187 | 146 |
| Corporate tax | 27 | 40 | 17 | 35 | 27 |
| Equity a/c profits | 0 | 0 | 0 | 0 | 0 |
| Minority interests | (0) | (0) | (0) | (0) | (0) |
| Core profit | 116 | 160 | 131 | 153 | 119 |
| Extra-ordinary items | 0 | 0 | 0 | 0 | 0 |
| Net Profit | 116 | 160 | 131 | 153 | 119 |
| EBITDA | 196 | 259 | 213 | 252 | 211 |
| Core EPS (Bt) | 0.011 | 0.015 | 0.012 | 0.014 | 0.011 |
| Net EPS (Bt) | 0.011 | 0.015 | 0.012 | 0.014 | 0.011 |
| | | | | | |

| Balance Sheet (Btmn) | | | | | |
|-----------------------------|-------|-------|-------|-------|-------|
| FY Dec 31 | 2Q16 | 3Q16 | 4Q16 | 1Q17 | 2Q17 |
| Total current assets | 1,389 | 1,421 | 1,335 | 1,369 | 1,416 |
| Total fixed assets | 2,412 | 2,778 | 114 | 3,028 | 114 |
| Total assets | 4,095 | 4,478 | 4,518 | 4,641 | 4,786 |
| Total loans | 369 | 661 | 801 | 681 | 795 |
| Total current liabilities | 852 | 1,133 | 1,096 | 983 | 1,085 |
| Total long-term liabilities | 69 | 91 | 157 | 214 | 239 |
| Total liabilities | 949 | 1,251 | 1,294 | 1,239 | 1,370 |
| Paid-up capital | 1,100 | 1,100 | 1,100 | 1,100 | 1,100 |
| Total equity | 3,145 | 3,227 | 3,224 | 3,403 | 3,416 |
| BVPS (Bt) | 0.29 | 0.29 | 0.29 | 0.31 | 0.31 |

| Main Assumptions | | | | | |
|---------------------------------|------|------|-------|-------|-------|
| | 2015 | 2016 | 2017F | 2018F | 2019F |
| Revenue breakdown (%) | | | | | |
| Cash service | 51 | 55 | 60 | 64 | 67 |
| Social securities (SC) | 36 | 36 | 34 | 31 | 28 |
| Universal coverage project (UC) | 13 | 9 | 6 | 6 | 5 |



12 Month cumulative chg in foreign ownership versus cumulative chg in SET index



Source: SET, SCBS Investment Research



Figure 1: Valuation summary (Closing price as of Aug 10, 2017)

| | Rating | Price | Target | ETR | P/E (x) | | EPS growth (%) | | | P/BV (x) | | | ROE (%) | | | Div. Yield (%) | | | EV/EBITDA (x) | | | |
|---------|--------|---------|---------|-------|---------|------|----------------|-----|-----|----------|-----|-----|---------|-----|-----|----------------|-----|-----|---------------|------|------|------|
| | _ | (Bt/Sh) | (Bt/Sh) | (%) | 16A | 17F | 18F | 16A | 17F | 18F | 16A | 17F | 18F | 16A | 17F | 18F | 16A | 17F | 18F | 16A | 17F | 18F |
| BCH | Buy | 13.70 | 17.0 | 24.9 | 45.4 | 41.7 | 33.0 | 43 | 9 | 26 | 6.4 | 5.9 | 5.3 | 15 | 15 | 17 | 1.2 | 0.8 | 1.1 | 20.8 | 20.1 | 16.5 |
| BDMS | Buy | 19.10 | 27.5 | 45.7 | 36.2 | 38.1 | 31.9 | 5 | (5) | 20 | 5.1 | 5.0 | 4.6 | 14 | 13 | 15 | 1.5 | 1.7 | 1.6 | 21.8 | 22.2 | 18.9 |
| BH | Sell | 195.50 | 190.0 | (1.5) | 39.5 | 37.7 | 33.5 | 6 | 5 | 13 | 9.6 | 8.7 | 7.6 | 26 | 24 | 24 | 1.3 | 1.3 | 1.5 | 24.6 | 23.1 | 20.5 |
| CHG | Buy | 2.42 | 3.5 | 46.5 | 47.2 | 44.3 | 33.8 | 5 | 7 | 31 | 8.3 | 7.8 | 7.0 | 18 | 18 | 22 | 1.5 | 1.8 | 2.3 | 29.7 | 26.0 | 20.6 |
| Average | | | | | 42.1 | 40.5 | 33.1 | 15 | 4 | 22 | 7.3 | 6.9 | 6.1 | 18 | 18 | 20 | 1.4 | 1.4 | 1.6 | 24.2 | 22.8 | 19.1 |

Source: SCBS Investment Research

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2S, AAV, ACAP, ADVANC, AGE, AH, AHC, AKP, ALUCON, AMANAH, ANAN, AP, APCO, APCS, ARIP, ASIA, ASIMAR, ASK, ASP, AUCT, AYUD, BANPU, BBL, BDMS, BEM, BFIT, BLA, BOL, BROOK, CEN, CENTEL, CFRESH, CGH, CHG, CHO, CHOW, CI, CIMBT, CKP, CM, CNS, CNT, COL, CPI, DCC, EA, ECF, EE, ERW, FORTH, FPI, GBX, GC, GCAP, GL, GLOBAL, GLOW, GUNKUL, HOTPOT, HYDRO, ICC, ICHI, IFEC, INET, IRC, JSP, K, KSL, KTIS, L&E, LANNA, LH, LHK, LIT, LOXLEY, LRH, LST, M, MACO, MALEE, MBKET, MC, MEGA, MFC, MOONG, MSC, MTI, MTLS, NCH, NOBLE, NSI, NTV, OCC, OGC, OISHI, ORI, PACE, PAP, PB, PCSGH, PDI, PE, PG, PJW, PLANB, PM, PPP, PR, PRANDA, PREB, PRG, PRINC, PT, PTG, PYLON, Q-CON, RICHY, ROBINS, RS, RWI, S, S & J, SABINA, SALEE, SAMCO, SCG, SEAFCO, SFP, SIAM, SINGER, SIS, SMK, SMPC, SMT, SNP, SPI, SPPT, SPPC, SR, SSF, SST, STA, SUSCO, SUTHA, SWC, SYMCS, SYNTEC, TAE, TAKUNI, TASCO, TBSP, TCC, TF, TFI, TGCI, THAI, THANA, THANI, THIP, THRE, THREL, TICON, TIPCO, TK, TKS, TMC, TMI, TMILL, TMT, TNITY, TNL, TOG, TPC, TPCORP, TRC, TRU, TRUE, TSE, TSR, TSTE, TSTH, TTA, TTW, TVD, TVO, TWPC, UAC, UP, UPF, VIH, VNT, WINNER, YUASA, ZMICO

AEC, AEONTS, AF, AIRA, AIT, AJ, AKR, AMARIN, AMATAV, AMC, APURE, AQUA, ARROW, AS, BA, BEAUTY, BEC, BH, BIG, BJC, BJCHI, BKD, BR, BROCK, BRR, BTNC, CBG, CGD, CHARAN, CITY, CMR, COLOR, COM7, CPL, CSC, CSP, CSR, CSS, CTW, DCON, DIMET, DNA, EARTH, EASON, ECL, EFORL, EPCO, EPG, ESSO, FE, FER, FOCUS, FSMART, FSS, FVC, GEL, GIFT, GLAND, GOLD, GSTEL, GYT, HPT, HTC, HTECH, IFS, IHL, ILINK, INSURE, IRCP, IT, ITD, J, JMART, JMT, JUBILE, JWD, KASET, KBS, KCAR, KGI, KKC, KOOL, KWC, KYE, LALIN, LPH, MAJOR, MAKRO, MATCH, MATI, M-CHAI, MDX, MFEC, MJD, MK, MODERN, MPG, NC, NCL, NDR, NEP, NOK, NUSA, PATO, PCA, PDG, PF, PICO, PIMO, PL, PLAT, PLE, PMTA, PPM, PRIN, PSTC, QLT, RCI, RCL, RICH, RML, RPC, SANKO, SAPPE, SAWAD, SCI, SCN, SCP, SEAOIL, SENA, SIRI, SKR, SLP, SMG, SMIT, SORKON, SPA, SPC, SPCG, SPVI, SSC, STANLY, STPI, SUC, TACC, TCCC, TCMC, TEAM, TFD, TTG, TIC, TIW, TKN, TLUXE, TMD, TNP, TOPP, TPA, TPAC, TPCH, TPIPL, TPOLY, TRITN, TRT, TTI, TVI, TWP, U, UBIS, UMI, UPOIC, UT, UWC, VIBHA, VPO, VTE, WICE, WIIK, WIN, XO

CORPORATE GOVERNANCE REPORT

Corporate Governance Report

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 evaluation of operation and is not based on inside

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. SCB Securities

Company Limited does not conform nor certify the accuracy of such survey result. SMG was voluntarily delisted from the Stock Exchange of Thailand effectively on June 2, 2016

Anti-corruption Progress Indicator

Certified (ได้รับการรับรอง)

TWPC, UOBKH, UPA, VIH, WACOAL

Declared (Lisenanisani)

A, AI, AIRA, ALUCON, AOT, AQUA, ASK, BCH, BJCHI, BROCK, BRR, CGH, CHOTI, CHOW, COL, CPALL, CPF, CSC, EPCO, FC, FER, FPI, FSMART, GEL, GFPT, GIFT, GLOBAL, GPSC, GREEN, GUNKUL, IFS, ILINK, INET, IRC, J, JMART, JMT, JUBILE, JUTHA, KASET, KBS, KCAR, KTECH, KYE, L&E, LVT, MBAX, MC, MIDA, MILL, ML, MTLS, NBC, NINE, NMG, NNCL, NTV, NUSA, OGC, PACE, PAF, PCSGH, PIMO, PK, PLANB, PRINC, PSTC, PYLON, ROH, SANKO, SAUCE, SC, SCCC, SCN, SEAOIL, SE-ED, SENA, SPACK, SPPT, SPRC, SR, SRICHA, STA, SUSCO, TAKUNI, TBSP, TFI, TICON, TIP, TLUXE, TMILL, TMT, TPA, TRUE, TSE, TU, TVD, TVO, TVT, U, UREKA, VGI, VIBHA, VNT, WAVE, WHA, WICE, WIIK

UAC, UBIS, UEC, UKEM, UMI, UMS, UNIQ, UP, UPGIC, UT, UTP, UV, UVAN, UWC, VARO, VI, VNG, VPO, VTE, WG, WHAUP, WIN, WINNER, WORK, WORLD, WP, WR, XO, YCI, YNP, YUASA, ZMIĆO

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of January 27, 2017) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC

