## TQM Corporation

TQM Corporation
Public Company Limited

## 3Q21: Slight beat on one-off investment gain

TQM's 3Q21 results (+42\% YoY, +3\% QoQ) reflected QoQ weaker-thanexpected core earnings (Q0Q lower fee income and higher cost to income ratio) but beat our estimates on a one-off investment gain. We expect QOQ improvement in $4 Q 21$, driven by contribution from the M\&As and rising economies of scale. We keep TQM as Outperform with an unchanged TP of Bt134 as we expect robust earnings growth from good premium sales growth (both organic and inorganic) and continued improvement in cost to income ratio on rising economies of scale.

3Q21: Slight beat on one-off investment gain. TQM reported 3Q21 earnings of Bt242mn (+42\% YoY, +3\% QoQ), better than our forecast of Bt210mn, due to a oneoff investment gain of Bt64mn. If this gain is excluded, 3 Q 21 earnings would be Bt192mn ( $+13 \%$ YoY, $-13 \%$ QoQ). Fee \& service income inched up 1\% YoY but fell $8 \%$ QoQ, below expectations. Cost to income ratio plunged 118 bps YoY (from rising economies of scale) but rose 426 bps QoQ (due to weaker top lines).
4Q21 and 2022 outlook. 9M21 earnings accounted for $71 \%$ of our full-year forecast (+36\%). We expect 4Q21 earnings to rise both YoY and QoQ, largely off contribution from the acquisition of $51 \%$ in True Life Broker Co., Ltd (a life insurance broker) and True Extra Broker Co., Ltd. (a non-life insurance broker). We expect earnings growth to continue robust at $37 \%$, driven by expansion into home insurance and the M\&As (i.e., TQR) that have been delayed to 2022. TQM is expanding into home insurance, believing it is a potential new S-curve in view of the huge untapped market and has reinvented home insurance from fire-oriented to full home coverage. It has two more M\&A deals and one JV deal in the pipeline. Its plan to acquire $44.35 \%$ in TQR (reinsurance broker) from the Punnipa family (also TQM's major shareholder) has been put off to 1Q22 from 2021.
Splitting the par value. TQM's board of directors approved to propose the shareholders' meeting (28/12/2021) for approval of the change of par value from Bt1 per share to Bt0.50 per share, not affecting any current portion of shares being held by shareholders.

Maintain Outperform. We keep TQM as Outperform with an unchanged TP of Bt134 (14x PVB or $30.5 x$ 2022F PE). We expect robust earnings growth from good premium sales growth (both organic and inorganic) and a continued improvement in cost to income ratio as a result of rising economies of scale.

| Forecasts and valuation |  |  |  |  |  |  |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: |
| Year to 31 Dec | Unit | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1 F}$ | $\mathbf{2 0 2 2 F}$ | $\mathbf{2 0 2 3 F}$ |
| Net profit | $(\mathrm{Btmn})$ | 507 | 702 | 953 | 1,307 | 1,567 |
| EPS | $(\mathrm{Bt})$ | 1.69 | 2.34 | 3.18 | 4.36 | 5.22 |
| BVPS | $(\mathrm{Bt})$ | 7.83 | 8.00 | 8.57 | 9.56 | 10.48 |
| DPS | $(\mathrm{Bt})$ | 1.75 | 2.15 | 2.86 | 3.92 | 4.70 |
| EPS growth | $(\%)$ | 25.47 | 38.40 | 35.71 | 37.19 | 19.92 |
| P/E | $(\%)$ | 62.69 | 45.30 | 33.38 | 24.33 | 20.29 |
| P/BV | $(\%)$ | 13.53 | 13.25 | 12.36 | 11.08 | 10.12 |
| ROE | $(\%)$ | 22.57 | 29.56 | 38.32 | 48.04 | 52.15 |
| Dividend yield | $(\%)$ | 1.65 | 2.03 | 2.70 | 3.70 | 4.44 |

## SCBS

Tactical: OUTPERFORM
(3-month)

| Stock data |  |
| :--- | ---: |
| Last close (Nov 12) (Bt) | 106.00 |
| Target price (Bt) | 134.00 |
| Mkt cap (Btbn) | 31.80 |
| Mkt cap (US\$mn) | 970 |
|  |  |
| Beta | L |
| Mkt cap (\%) SET | 0.17 |
| Sector \% SET | 1.06 |
| Shares issued (mn) | 300 |
| Par value (Bt) | 1.00 |
| 12-m high / low (Bt) | 140.5 / 100.5 |
| Avg. daily 6m (US\$mn) | 2.44 |
| Foreign limit / actual (\%) | 49 / 17 |
| Free float (\%) | 41.7 |
| Dividend policy (\%) | $\geq 50$ |

## Price performance



## Share performance

| (\%) | $\mathbf{1 M}$ | 3M | $\mathbf{1 2 M}$ |
| :--- | ---: | ---: | ---: |
| Absolute | 0.5 | $(5.4)$ | $(9.8)$ |
| Relative to SET | 1.1 | $(11.5)$ | $(25.7)$ |
| Source: SET, SCBS Investment Research |  |  |  |

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Financial statement
Profit and Loss Statement

| FY December 31 | Unit | 2016 | 2017 | 2018 | 2019 | 2020 | 2021F | 2022F | 2023F |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fee \& service income | (Btmn) | 2,191 | 2,258 | 2,501 | 2,712 | 3,083 | 3,476 | 4,792 | 5,488 |
| Cost of service | (Btmn) | 1,190 | 1,172 | 1,287 | 1,414 | 1,517 | 1,669 | 2,300 | 2,634 |
| Gross income | (Btmn) | 1,001 | 1,086 | 1,214 | 1,298 | 1,565 | 1,808 | 2,492 | 2,854 |
| Other income | (Btmn) | 35 | 24 | 23 | 72 | 54 | 145 | 134 | 169 |
| Total operating expenses | (Btmn) | 806 | 775 | 736 | 746 | 747 | 755 | 906 | 969 |
| Income before tax | (Btmn) | 230 | 334 | 501 | 624 | 871 | 1,197 | 1,720 | 2,054 |
| Income tax | (Btmn) | 52 | 66 | 96 | 116 | 167 | 239 | 344 | 411 |
| Core net profit | (Btmn) | 178 | 268 | 404 | 507 | 704 | 958 | 1,376 | 1,643 |
| Minority interest | (Btmn) | 0 | 0 | 0 | 0 | 0 | 5 | 69 | 76 |
| Net profit | (Btmn) | 178 | 268 | 404 | 507 | 704 | 953 | 1,307 | 1,567 |
| EPS | (Bt) | 0.79 | 1.19 | 1.35 | 1.69 | 2.34 | 3.18 | 4.36 | 5.22 |
| DPS | (Bt) | NA. | NA. | 0.81 | 1.75 | 2.15 | 2.86 | 3.92 | 4.70 |

Balance Sheet

| FY December 31 | Unit | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1 F}$ | $\mathbf{2 0 2 2 F}$ | $\mathbf{2 0 2 3 F}$ |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Cash \& cash equivalent | $(B t m n)$ | 734 | 1,055 | 2,651 | 2,758 | 2,167 | 2,256 | 2,966 | 3,364 |
| Other current assets | $(B t m n)$ | 957 | 560 | 636 | 731 | 1,310 | 1,310 | 1,310 | 1,310 |
| Premises \& equipment | $(B t m n)$ | 116 | 125 | 92 | 80 | 94 | 341 | 391 |  |
| Other non-current assets | $(B t m n)$ | 63 | 167 | 446 | 688 | 1,383 | 1,383 | 1,383 | 1,383 |
| Total assets | $(B t m n)$ | $\mathbf{1 , 8 7 1}$ | $\mathbf{1 , 9 0 6}$ | $\mathbf{3 , 8 2 5}$ | $\mathbf{4 , 2 5 7}$ | $\mathbf{4 , 9 5 4}$ | $\mathbf{5 , 2 9 0}$ | $\mathbf{6 , 0 5 0}$ | $\mathbf{6 , 4 9 8}$ |
| Total current liabilities | $(B t m n)$ | 1,493 | 1,478 | 1,622 | 1,816 | 1,957 | 2,121 | 2,584 | 2,759 |
| Total non-current liabilities | $(B t m n)$ | 42 | 52 | 58 | 91 | 597 | 597 | 597 | 597 |
| Total liabilities | $(B t m n)$ | $\mathbf{1 , 5 3 5}$ | $\mathbf{1 , 5 3 0}$ | $\mathbf{1 , 6 8 0}$ | $\mathbf{1 , 9 0 7}$ | $\mathbf{2 , 5 5 4}$ | $\mathbf{2 , 7 1 8}$ | $\mathbf{3 , 1 8 1}$ | $\mathbf{3 , 3 5 5}$ |
| Paid-up capital | $(B t m n)$ | 225 | 225 | 300 | 300 | 300 | 300 | 300 | 300 |
| Total Equities | $(B t m n)$ | $\mathbf{3 3 6}$ | $\mathbf{3 7 6}$ | $\mathbf{2 , 1 4 5}$ | $\mathbf{2 , 3 5 0}$ | $\mathbf{2 , 4 0 0}$ | $\mathbf{2 , 5 7 2}$ | $\mathbf{2 , 8 6 9}$ | $\mathbf{3 , 1 4 3}$ |
| BVPS | $(B t)$ | $\mathbf{1 . 4 9}$ | $\mathbf{1 . 6 7}$ | $\mathbf{7 . 1 5}$ | $\mathbf{7 . 8 3}$ | $\mathbf{8 . 0 0}$ | $\mathbf{8 . 5 7}$ | $\mathbf{9 . 5 6}$ | $\mathbf{1 0 . 4 8}$ |

## Key Financial Ratios

| FY December 31 | Unit | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1 F}$ | $\mathbf{2 0 2 2 F}$ |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenue growth | $(\%)$ | 4.05 | 3.05 | 10.78 | 8.41 | 13.68 | $\mathbf{2 0 2 3 F}$ |  |
| Gross margin | $(\%)$ | 45.67 | 48.08 | 48.53 | 47.86 | 50.77 | 52.00 | 57.85 |
| Opex to income ratio | $(\%)$ | 36.79 | 34.33 | 29.44 | 27.50 | 24.25 | 21.71 | 18.00 |
| Cost to income ratio | $(\%)$ | 90.04 | 85.35 | 80.17 | 77.60 | 72.22 | 68.13 | 65.08 |
| Net profit margin | $(\%)$ | 8.13 | 11.88 | 16.16 | 18.71 | 22.77 | 27.40 | 27.27 |
| ROE | $(\%)$ | 48.00 | 75.35 | 32.06 | 22.57 | 29.56 | 38.32 | 48.04 |
| ROA | 9.19 | 14.21 | 14.11 | 12.55 | 15.24 | 18.60 | 23.05 |  |
| D/E | $(\%)$ | 4.57 | 4.06 | 0.78 | 0.81 | 1.06 | 1.06 | 1.11 |

## Financial statement

Profit and Loss Statement

| FY December 31 | Unit | 4Q19 | 1Q20 | 2 Q20 | 3Q20 | 4Q20 | 1Q21 | 2 Q21 | 3Q21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fee \& service income | (Btmn) | 718 | 814 | 729 | 760 | 780 | 829 | 836 | 769 |
| Cost of service | (Btmn) | 370 | 407 | 362 | 380 | 368 | 402 | 392 | 376 |
| Gross income | (Btmn) | 348 | 407 | 367 | 380 | 411 | 427 | 443 | 393 |
| Other income | (Btmn) | 20 | 9 | 19 | 14 | 12 | 17 | 36 | 83 |
| Total operating expenses | (Btmn) | 181 | 191 | 184 | 185 | 187 | 190 | 188 | 190 |
| Income before tax | (Btmn) | 186 | 224 | 202 | 209 | 236 | 254 | 291 | 285 |
| Income tax | (Btmn) | 35 | 44 | 38 | 38 | 46 | 52 | 55 | 43 |
| Core net profit | (Btmn) | 151 | 180 | 164 | 170 | 190 | 202 | 236 | 242 |
| Minority interest | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 1 | (1) |
| Net profit | (Btmn) | 151 | 180 | 164 | 170 | 190 | 202 | 235 | 243 |
| EPS | (Bt) | 0.50 | 0.60 | 0.54 | 0.57 | 0.63 | 0.67 | 0.78 | 0.81 |

Balance Sheet

| FY December 31 | Unit | 4Q19 | 1Q20 | 2Q20 | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& cash equivalent | (Btmn) | 2,758 | 2,093 | 1,773 | 1,532 | 2,167 | 1,371 | 1,240 | 486 |
| Other current assets | (Btmn) | 731 | 846 | 665 | 641 | 1,310 | 483 | 374 | 626 |
| Premises \& equipment | (Btmn) | 80 | 84 | 87 | 84 | 94 | 92 | 91 | 86 |
| Other non-current assets | (Btmn) | 688 | 754 | 740 | 770 | 1,383 | 806 | 851 | 1,682 |
| Total assets | (Btmn) | 4,257 | 5,443 | 4,831 | 4,503 | 4,954 | 3,826 | 3,584 | 3,905 |
| Total current liabilities | (Btmn) | 1,816 | 2,247 | 1,816 | 1,690 | 1,957 | 645 | 540 | 578 |
| Total non-current liabilities | (Btmn) | 91 | 714 | 689 | 620 | 597 | 573 | 558 | 690 |
| Total liabilities | (Btmn) | 1,907 | 2,961 | 2,505 | 2,310 | 2,554 | 1,218 | 1,098 | 1,268 |
| Paid-up capital | (Btmn) | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 |
| Total Equities | (Btmn) | 2,350 | 2,482 | 2,326 | 2,194 | 2,400 | 2,608 | 2,483 | 2,318 |
| BVPS | (Bt) | 7.83 | 8.27 | 7.75 | 7.31 | 8.00 | 8.69 | 8.28 | 7.73 |

Key Financial Ratios

| FY December 31 | Unit | $\mathbf{4 Q 1 9}$ | $\mathbf{1 Q 2 0}$ | $\mathbf{2 Q 2 0}$ | $\mathbf{3 Q 2 0}$ | 4Q20 | $\mathbf{1 Q 2 1}$ | $\mathbf{2 Q 2 1}$ |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| YoY Revenue growth | $(\%)$ | 2.71 | 23.84 | 9.75 | 13.04 | 8.62 | 1.82 | $\mathbf{3 Q 2 1}$ |
| Gross margin | $(\%)$ | 48.47 | 49.95 | 50.39 | 49.97 | 52.77 | 51.52 | 53.05 |
| Opex to income ratio | $(\%)$ | 25.28 | 23.50 | 25.22 | 24.38 | 23.99 | 22.88 | 22.50 |
| Cost to income ratio | $(\%)$ | 74.74 | 72.74 | 72.97 | 73.05 | 70.15 | 69.95 | 67.61 |
| Net profit margin | $(\%)$ | 21.02 | 22.03 | 22.37 | 22.37 | 24.32 | 24.33 | 28.07 |
| ROE | $(\%)$ | 26.40 | 29.69 | 27.14 | 30.10 | 33.02 | 32.22 | 36.87 |
| ROA | $(\%)$ | 14.93 | 14.79 | 12.70 | 14.57 | 16.04 | 18.38 | 25.33 |
| D/E | 0.81 | 1.19 | 1.08 | 1.05 | 1.06 | 0.48 |  |  |

Figure 1: Quarterly results

| P \& L (Bt mn) | 3Q20 | $2 Q 21$ | 3Q21 | \%YoY ch \%Q0Q ch | 9M20 | 9M21 | \% YoY ch \% full year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fee \& service income | 760 | 836 | 769 | 1 (8) | 2,303 | 2,434 | 6 | 70 |
| Cost of service | 380 | 392 | 376 | (1) (4) | 1,149 | 1,170 | 2 | 70 |
| Gross income | 380 | 443 | 393 | 4 (11) | 1,154 | 1,263 | 10 | 70 |
| Other income | 14 | 36 | 83 | 484 | 42 | 135 | 225 | 94 |
| Total operating expenses | 185 | 188 | 190 | 31 | 560 | 568 | 1 | 75 |
| Income before tax | 209 | 291 | 285 | 37 (2) | 635 | 831 | 31 | 69 |
| Income tax | 38 | 55 | 43 | 14 (22) | 121 | 151 | 25 | 63 |
| Net profit | 170 | 236 | 242 | 42 3 | 514 | 680 | 32 | 71 |
| EPS | 0.57 | 0.78 | 0.81 | 43 4 | 1.71 | 2.26 | 33 | 71 |
| Key Financial Ratios | 3Q20 | 2Q21 | 3Q21 | \%YoY ch* \%QoQ ch* | 9 M 20 | 9 M 21 | \% YoY ch | year |
| Gross margin (\%) | 49.97 | 53.05 | 51.10 | 1.13 (1.96) | 50.10 | 51.91 | 1.82 | NM |
| Opex to income ratio (\%) | 24.38 | 22.50 | 24.73 | $0.35 \quad 2.23$ | 24.33 | 23.33 | (1.00) | NM |
| Cost to income ratio (\%) | 73.05 | 67.61 | 71.87 | (1.18) 4.26 | 72.92 | 69.75 | (3.16) | NM |
| Net profit margin (\%) | 22.37 | 28.07 | 31.58 | $9.21 \quad 3.51$ | 22.25 | 27.91 | 5.66 | NM |
| D/E | 1.05 | 0.44 | 0.55 | (0.51) 0.10 | 1.05 | 0.55 | (0.51) | NM |

Source: The company and SCBS Investment Research
Note: * Percentage points
Figure 2: Valuation summary (price as of Nov 12, 2021)

|  | Rating | Price(Bt/Sh) | Target (Bt/Sh) | $\begin{aligned} & \hline \text { ETR } \\ & \text { (\%) } \\ & \hline \end{aligned}$ | P/E (x) |  |  | EPS growth (\%) |  |  | P/BV (x) |  |  | ROE (\%) |  |  | Div. Yield (\%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 20A | 21F | 22F | 20A | 21F | 22F | 20A | 21F | 22F | 20A | 21F | 22F | 20A | 21F | 22F |
| BLA | Outperform | 30.75 | 36.0 | 19.0 | 32.6 | 12.7 | 11.7 | (63) | 157 | 9 | 1.1 | 1.1 | 1.0 | 4 | 9 | 9 | 0.7 | 2.0 | 2.1 |
| THRE | Neutral | 1.24 | 1.3 | 4.1 | 23.5 | 21.0 | 15.9 | 78 | 12 | 32 | 1.4 | 1.3 | 1.3 | 6 | 7 | 8 | 3.2 | 3.3 | 4.4 |
| THREL | Outperform | 3.04 | 3.6 | 23.1 | 15.0 | 14.9 | 10.3 | (37) | 1 | 45 | 1.3 | 1.2 | 1.2 | 8 | 8 | 12 | 4.6 | 4.7 | 6.8 |
| TQM | Outperform | 106.00 | 134.0 | 29.1 | 45.3 | 33.4 | 24.3 | 38 | 36 | 37 | 13.3 | 12.4 | 11.1 | 30 | 38 | 48 | 2.0 | 2.7 | 3.7 |
| Average |  |  |  |  | 29.1 | 20.5 | 15.6 | 4 | 51 | 31 | 4.3 | 4.0 | 3.6 | 12 | 16 | 19 | 2.7 | 3.2 | 4.3 |

Source: SCBS Investment Research

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## CG Rating 2021 Companies with CG Rating

## Companies with Excellent CG Scoring

AAV, ADVANC, AF, AH, AIRA, AKP, AKR, ALT, AMA, AMATA, AMATAV, ANAN, AOT, AP, ARIP, ARROW, ASP, AUCT, AWC, AYUD, BAFS, BANPU, BAY, BBL, BCP, BCPG, BDMS, BEM, BGC, BGRIM, BIZ, BKI, BOL, BPP, BRR, BTS, BTW, BWG, CENTEL, CFRESH, CHEWA, CHO, CIMBT, CK, CKP, CM, CNT, COM7, COMAN, COTTO, CPALL, CPF, CPI, CPN, CRC, CSS, DDD, DELTA, DEMCO, DRT, DTAC, DUSIT, EA, EASTW, ECF, ECL, EE, EGCO, EPG, ETC, FPI, FPT, FSMART, GBX, GC, GCAP, GFPT, GGC*, GLAND, GLOBAL, GPI, GPSC, GRAMMY, GULF, GUNKUL, HANA, HARN, HMPRO, ICC, ICHI, III, ILINK, ILM, INTUCH, IP, IRPC, ITEL, IVL, JSP, JWD, K, KBANK, KCE, KKP, KSL, KTB, KTC, LALIN, LANNA, LH, LHFG, LIT, LPN, MACO, MAJOR, MAKRO, MALEE, MBK, MBKET, MC, MCOT, METCO, MFEC, MINT, MONO, MOONG, MSC, MTC, MVP, NCL, NEP, NER, NKI, NOBLE, NSI, NVD, NWR, NYT, OISHI, OR, ORI, OSP, OTO, PAP, PCSGH, PDG, PDJ, PG, PHOL*, PLANB, PLANET, PLAT, PORT, PPS, PR9, PREB, PRG, PRM, PROUD, PSH, PSL, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QTC, RATCH, RS, S, S \& J, SAAM, SABINA, SAMART, SAMTEL, SAT, SC, SCB, SCC, SCCC, SCG, SCGP, SCM, SDC, SEAFCO, SEAOIL, SE-ED, SELIC, SENA, SHR, SIRI, SIS, SITHAI, SMK, SMPC, SNC, SONIC, SPALI, SPI, SPRC, SPVI, SSSC, SST, STA, STEC*, STI, SUN, SUSCO, SUTHA, SVI*, SYMC, SYNTEC, TACC, TASCO, TCAP, TEAMG, TFMAMA, TGH, THANA, THANI, THCOM, THG, THIP, THRE, THREL, TIP ${ }^{1}$, TIPCO, TISCO, TK, TKT, TMT, TNDT, TNITY, TOA, TOP, TPBI, TQM, TRC, TRU, TRUE TSC, TSR, TSTE, TSTH, TTA, TTB, TTCL, TTW, TU, TVD, TVI, TVO, TWPC, U, UAC, UBIS, UV, VGI, VIH, WACOAL, WAVE, WHA, WHAUP, WICE, WINNER, ZEN

## Companies with Very Good CG Scoring

2S, 7UP, ABICO, ABM, ACE, ACG, ADB, AEONTS, AGE, AHC, AIT, ALL, ALLA, ALUCON, AMANAH, AMARIN, APCO, APCS, APURE, AQUA, ASEFA, ASIAN, ASK, ATP30, BA, BC, BEC BFIT, BJCHI, BR, CBG, CGH, CHAYO, CHOTI, CI, CMC, CPL, CRD, CSP, DCC, ASAP, ASIA, ASIMAR, ASN, B, BAM, BCH, BEYOND, BJC, BLA, BROOK, CEN, CHARAN, CHG, CHOW, CIG, COLOR, CPW, CSC, CWT, DCON, DHOUSE, DOD, DOHOME, DV8, EASON, EFORL, ERW, ESSO, ESTAR, ETE, FE, FLOYD, FN, FNS, FORTH, FSS, FTE, FVC, GEL, GENCO, GJS, GYT, HEMP, HPT, HTC, HYDRO, ICN, IFS, IMH, IND, INET, INSET, INSURE, IRC, IRCP, IT, ITD*, J, JAS, JCK, JCKH, JMART, JMT, KBS, KCAR, KEX, KGI, KIAT*, KISS, KOOL, KTIS, KUMWEL, KUN, KWC, KWM, L\&E, LDC, LEO, LHK, LOXLEY, LRH, LST, M, MATCH, MBAX, MEGA, META, MFC*, MGT, MICRO, MILL, MITSIB, MK, MODERN, MTI, NBC, NCAP, NCH, NETBAY, NEX, NINE, NRF, NTV, OCC, OGC, PATO, PB, PICO, PIMO, PJW, PL, PM, PMTA, PPP, PPPM, PRIME, PRIN, PRINC, PSTC, PT, QLT, RBF, RCL, RICHY, RML, ROJNA, RPC, RT, RWI, S11, SA, SAK, SALEE, SAMCO, SANKO, SAPPE, SAWAD, SCI, SCN, SCP, SE, SFLEX, SFP, SFT, SGF, SIAM, SINGER, SKE, SKN, SKR, SKY, SLP, SMIT, SMT, SNP, SO, SORKON, SPA, SPC, SPCG, SR, SRICHA, SSC, SSF, STANLY, STGT, STOWER*, STPI, SUC, SWC, SYNEX, T, TAE, TAKUNI, TBSP, TCC, TCMC, TEAM, TFG, TFI, TIGER, TITLE, TKN, TKS, TM, TMC, TMD, TMI, TMILL, TNL, TNP, TOG, TPA, TPAC, TPCS, TPS, TRITN, TRT, TSE, TVT, TWP, UEC, UMI, UOBKH, UP, UPF, UPOIC, UTP, VCOM, VL, VNT, VPO, VRANDA, WGE, WIIK, WP, XO, XPG, YUASA

## Companies with Good CG Scoring

A, AI, AIE, AJ, AMC, APP, AQ, ARIN, AS, AU, B52, BEAUTY, BGT, BH, BIG, BLAND, BM, BROCK, BSBM, BSM, BYD*, CCP, CITY, CMO, CPT, CSR, EKH, EP, FMT, GLOCON*, GSC HTECH, IHL, INGRS, JAK, JTS, KASET, KK, KWG, LEE, BTNC, CAZ, CGD, CMAN, CMR, CRANE, D, EMC, F\&D, GIFT, GREEN, GTB, HUMAN, IIG, INOX, JR, JUBILE, KCM, KKC, KYE, LPH, MATI, M-CHAI, MCS, MDX, MJD, MORE, MUD, NC, NDR, NFC, NNCL, NOVA, NPK, NUSA, OCEAN, PAF, PF, PK, PLE, PPM, PRAKIT, PRAPAT, PRECHA, PTL, RCI ${ }^{2}$, RJH, RP, RPH, RSP, SABUY, SF, SGP, SICT, SIMAT, SISB, SK, SMART, SOLAR, SPACK, SPG, SQ, SSP, STARK, STC, SUPER, SVOA, TC, TCCC, THMUI, TNH, TNR, TOPP, TPCH, TPIPL, TPIPP, TPLAS, TPOLY, TQR, TTI, TYCN, UKEM, UMS, UNIQ, UPA, UREKA, VIBHA, W, WIN, WORK, WPH, YGG, ZIGA

## Corporate Governance Report

The material contained in this publication is for general information only and is not intended as advice on any of the matters discussed herein. Readers and others should perform their own independent analysis as to the accuracy or completeness or legality of such information. The Thai Institute of Directors, its officers, the authors and editor make no representation or warranty as to the accuracy, completeness or legality of any of the information contained herein. By accepting this document, each recipient agrees that the Thai Institute of Directors Association, its officers, the authors and editor shall not have any liability for any information contained in, or for any omission from, this publication.
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.
To recognize well performers, the list of companies attaining "Good", "Very Good" and "Excellent" levels of recognition
(Not including listed companies qualified in the "no announcement of the results" clause from 1 January 2020 to 26 October 2021) is publicized.
${ }^{1}$ TIP was voluntarily delisted from the Stock Exchange of Thailand effectively on July 24, 2021
${ }^{2}$ RCI was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 16, 2021

* บริษัทหรือกรรมการหรือผู้บริหารของบริษัททมี่ข่าวด้านการกากับดูแลกิจการ เช่น การกระทาผิดเกี่ยวกับหลักทรัพย์ การทุจริต คอร์รัปชัน เป็นต้น ซึ่งการใช้ข้อมูล CGR ควรตระหนักถึงข่าวดังกล่าว ประกอบด้วย


## Anti-corruption Progress Indicator

## Certified (ได้รับการรับรอง)

2S, ADVANC, AF, AI, AIE, AIRA, AKP, AMA, AMANAH, AMATA, AMATAV, AP, APCS, AQUA, ARROW, ASK, AYUD, B, BAFS, BAM, BANPU, BAY, BBL, BCH, BCP, BCPG, BEYOND, BGC, BGRIM, BJCHI, BKI, BLA, BPP, BROOK, BRR, BSBM, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COM7, COTTO, CPALL, CPF, CPI, CPN, CSC, DCC, DELTA, DEMCO, DIMET, DRT, DTAC, DUSIT, EA, EASTW, ECL, EGCO, EP, EPG, ERW, ESTAR, ETE, FE, FNS, FPI, FPT, FSMART, FSS, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GPI, GPSC, GSTEEL, GUNKUL, HANA, HARN, HEMP, HMPRO, HTC, ICC, ICHI, IFEC, IFS, ILINK, INET, INSURE, INTUCH, IRC, IRPC, ITEL, IVL, JKN, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWC, KWG, L\&E, LANNA, LHFG, LHK, LPN, LRH, M, MAKRO, MALEE, MBAX, MBK, MBKET, MC, MCOT, META, MFC, MFEC, MINT, MONO, MOONG, MSC, MTC, MTI, NBC, NEP, NINE, NKI, NMG, NNCL, NOBLE, NOK, NSI, NWR, OCC, OCEAN, OGC, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PE, PG, PHOL, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPPM, PPS, PREB, PRG, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, PTG, PTT, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RML, RWI, S \& J, SAAM, SABINA, SAPPE, SAT, SC, SCB, SCC, SCCC, SCG, SCN, SEAOIL, SE-ED, SELIC, SENA, SGP, SINGER, SIRI, SITHAI, SKR, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASCO, TBSP, TCAP, TCMC, TFG, TFI, TFMAMA, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, TKT, TMD, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOP, TOPP, TPA, TPP, TRU, TRUE, TSC, TSTE, TSTH, TTB, TTCL, TU, TVD, TVI, TVO, TWPC, U, UBIS, UEC, UKEM, UOBKH, UPF, UV, VGI, VIH, VNT, WACOAL, WHA, WHAUP, WICE, WIIK, XO, ZEN

## Declared (ประกาศเจตนารมณ์)

7UP, ABICO, APCO, ASIAN, AWC, BEC, BKD, CPL, CPW, CRC, DOHOME, ECF, EKH, ETC, EVER, GULF, III, INOX, JR, KEX, KUMWEL, LDC, MAJOR, MATCH, MILL, NCL, NRF, NUSA, PIMO, PR9, RS, SAK, SCGP, SCM, SIS, STAR, STECH, SUPER, TQM, TTA, VCOM, WIN, YUASA, ZIGA
N/A
3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACE, ACG, ADB, ADD, AEONTS, AFC, AGE, AH, AHC, AIT, AJ, AJA, AKR, ALL, ALLA, ALT, ALUCON, AMARIN, AMC, AMR, ANAN, AOT, APEX, APP, APURE, AQ, ARIN, ARIP, AS, ASAP, ASEFA, ASIA, ASIMAR, ASN, ASP, ASW, ATP30, AU, AUCT, B52, BA, BBIK, BC, BCT, BDMS, BE8, BEAUTY, BEM, BFIT, BGT, BH, BIG, BIZ, BJC, BLAND, BLISS, BM, BOL, BR, BROCK, BSM, BTNC, BTW, BUI, BYD, CAZ, CBG, CCET, CCP, CGD, CHARAN, CHAYO, CHG, CHO, CI, CITY, CK, CKP, CMAN, CMO, CMR, CNT, COLOR, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CSP, CSR, CSS, CTW, CV, CWT, D, DCON, DDD, DHOUSE, DITTO, DMT, DOD, DTCI, DV8, EASON, EE, EFORL, EMC, ESSO, F\&D, FANCY, FLOYD, FMT, FN, FORTH, FVC, GENCO, GIFT, GL, GLAND, GLOBAL, GLOCON, GLORY, GRAMMY, GRAND, GREEN, GSC, GTB, GYT, HENG, HFT, HPT, HTECH, HUMAN, HYDRO, ICN, IHL, IIG, ILM, IMH, IND, INGRS, INSET, IP, IRCP, IT, ITD, J, JAK, JAS, JCK, JCKH, JCT, JMART, JMT, JP, JSP, JTS, JUBILE, JUTHA, JWD, KAMART, KC, KCM, KDH, KIAT, KISS, KK, KKC, KOOL, KTIS, KUN, KWM, KYE, LALIN, LEE, LEO, LH, LIT, LOXLEY, LPH, LST, MACO, MANRIN, MATI, MAX, M-CHAI, MCS, MDX, MEGA, MENA, METCO, MGT, MICRO, MIDA, MITSIB, MJD, MK, ML, MODERN, MORE, MPIC, MUD, MVP, NC, NCAP, NCH, NDR, NER, NETBAY, NEW, NEWS, NEX, NFC, NOVA, NPK, NSL, NTV, NVD, NYT, OHTL, OISHI, ONEE, OR, OSP, OTO, PACE, PACO, PAE, PAF, PERM, PF, PICO, PIN, PJW, PLE, PMTA, POLAR, POMPUI, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRIME, PRIN, PRO, PROEN, PROUD, PSG, PTL, PTTEP, RAM, RATCH, RBF, RCL, RICHY, RJH, ROCK, ROH, ROJNA, RP, RPC, RPH, RSP, RT, S, S11, SA, SABUY, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMTEL, SANKO, SAUCE, SAWAD, SAWANG, SCI, SCP, SDC, SE, SEAFCO, SECURE, SF, SFLEX, SFP, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SISB, SK, SKE, SKN, SKY, SLM, SLP, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPVI, SQ, SR, SSC, STANLY, STARK, STC, STEC, STGT, STHAI, STI, STOWER, STPI, SUC, SUN, SUTHA, SVH, SVOA, SVT, SWC, SYNEX, TACC, TAPAC, TC, TCC, TCCC, TCJ, TCOAT, TEAM, TEAMG, TGPRO, TH, THAI, THANA, THE, THG, THL, THMUI, TIGER, TIPH, TITLE, TK, TKN, TM, TMC, TMI, TMW, TNDT, TNH, TNPC, TOA, TPAC, TPBI, TPCH, TPCS, TPIPL, TPIPP, TPLAS, TPOLY, TPS, TQR, TR, TRC, TRITN, TRT, TRUBB, TSE, TSF, TSI, TSR, TTI, TTT, TTW, TVT, TWP, TWZ, TYCN, UAC, UBE, UMI, UMS, UNIQ, UP, UPA, UPOIC, UREKA, UT, UTP, UVAN, VARO, VIBHA, VL, VNG, VPO, VRANDA, W, WAVE, WGE, WINMED, WINNER, WORK, WORLD, WP, WPH, XPG, YGG

## Explanations

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of August 5, 2021) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.

