# TQM Corporation 

TQM Corporation
Public Company Limited

## Change in par value, change in TP

We adjust TP from Bt134 to Bt67 (14x 2022F BVPS) to bring it in line with a change in par value from $\mathrm{Bt} 1 /$ share to Bt 0.5 (no fundamental change). We maintain our Outperform rating as we expect robust earnings growth of $36 \%$ YoY in 4 Q21 and $42 \%$ in 2022 from good premium sales growth and improving cost to income ratio.
Change in par value. Effective on January 13, 2022, TQM's par value is changed from Bt1 per share to Bt0.5. We thus adjusted TP from Bt134 to Bt67. This has no impact on fundamentals. The change in par value will halve share price.
Maintain 15\% L-T organic growth target. TQM maintains its L-T organic premium sales growth target at $15 \%$ CAGR for the next five years. It targets organic premium sales growth of Bt17.2bn ( $+15 \%$ ) in 2021F, Bt19.3bn ( $+12 \%$ ) in 2022, Bt22.6bn $(+17 \%)$ in 2023, Bt25.6bn $(+13 \%)$ in 2024, Bt29.2bn $(+14 \%)$ in 2025 and Bt34.2bn ( $+17 \%$ ) in 2026. TQM is expanding into home insurance, where it hopes to sell Bt500mn in policies in 2021 and Bt1.5bn in 2022 with a goal of Bt5bn in 2026. The addition of home insurance should be sufficient to replace the absence of Bt1bn in COVID insurance in 2022.
Inorganic growth on the way. It expects inorganic premium sales to expand total premium sales from Bt18.4bn ( $+22 \%$ ) in 2021 to Bt28.9bn ( $+57 \%$ ) in 2022, Bt34.2bn ( $+18 \%$ ) in 2023, Bt39.1bn ( $+14 \%$ ) in 2024, Bt44.2bn ( $+13 \%$ ) in 2025 and $\mathrm{Bt50.8bn}(+15 \%)$ in 2026, supported by inorganic growth of Bt1.15bn in 2021, Bt9.6bn in 2022, Bt11.6bn in 2023, Bt13.5bn in 2024, Bt15bn in 2025 and Bt16.7bn in 2026. TQM completed the acquisition of a $51 \%$ stake in True Life Broker Co., Ltd. and True Extra Broker Co., Ltd. in late August. True Life Broker is Thailand's biggest group life insurance broker and expects premium sales of Bt1bn, revenue of $>B t 100 \mathrm{mn}$ and a net profit of $\sim$ Bt60mn in 2021. True Extra Broker is a surety bond insurance broker and expects premium sales of $\sim$ Bt100mn, revenue of $>$ Bt10mn, and net profit of $\sim$ Bt3mn in 2021. It plans to acquire a $44.35 \%$ stake in TQR (reinsurance broker) from the Punnipa family (also TQM's major shareholder) in 1Q22. TQR is expected to inorganically add premium sales of $\sim$ Bt9.5bn. It has three more M\&A deals in the pipeline. We have factored the acquisition of TQR into our 2022F forecast but leave other inorganic growth as an upside.
New business - personal loans and a claim service. In 4Q21, it started providing personal loans to finance the purchase of insurance at an interest rate of $\sim 8 \%$. Customers generally use a credit card to purchase insurance - but this carries a credit card cost, which TQM now absorbs, costing it $\sim$ Bt 100 mn last year. Shifting to the use of its own lending company from credit cards for the purchase of insurance will save that $\sim$ Bt100 mn. In 2022, it plans to provide a claim service for health insurance via a subsidiary, which will add fee income to the company.

4Q21 and 2022 outlook. We forecast 4Q21F earnings growth of $36 \%$ YoY and $6 \%$ QoQ (higher premium growth both organic and inorganic will partly offset the absence of Bt64mn investment gain). In 2022, we forecast $42 \%$ earnings growth, driven by $15 \%$ organic growth plus the acquisition of TQR.

## Forecasts and valuation

| Year to 31 Dec | Unit | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | 2021F | 2022F | 2023F |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: |
| Net profit | $(\mathrm{Btmn})$ | 507 | 702 | 924 | 1,308 | 1,526 |
| EPS | $(\mathrm{Bt})$ | 0.85 | 1.17 | 1.54 | 2.18 | 2.54 |
| BVPS | $(\mathrm{Bt})$ | 3.92 | 4.00 | 4.24 | 4.78 | 5.20 |
| DPS | $(\mathrm{Bt})$ | 0.88 | 1.08 | 1.39 | 1.96 | 2.29 |
| EPS growth | $(\%)$ | 25.47 | 38.40 | 31.64 | 41.54 | 16.66 |
| P/E | $(\%)$ | 57.96 | 41.88 | 31.81 | 22.48 | 19.27 |
| P/BV | $(\%)$ | 12.51 | 12.25 | 11.56 | 10.26 | 9.43 |
| ROE | $(\%)$ | 22.57 | 29.56 | 37.39 | 48.35 | 51.00 |
| Dividend yield | $(\%)$ | 1.79 | 2.19 | 2.83 | 4.00 | 4.67 |

[^0]Tactical: OUTPERFORM
(3-month)

| Stock data |  |
| :--- | ---: |
| Last close (Jan 12) (Bt) | 49.00 |
| Target price (Bt) | 67.00 |
| Mkt cap (Btbn) | 44.70 |
| Mkt cap (US\$mn) | L |
|  | 442 |
| Beta | 0.07 |
| Mkt cap (\%) SET | 1.25 |
| Sector \% SET | 300 |
| Shares issued (mn) | 1.00 |
| Par value (Bt) | 68 / 46.3 |
| 12-m high / low (Bt) | 2.31 |
| Avg. daily 6m (US\$mn) | 49 / 15 |
| Foreign limit / actual (\%) | 41.7 |
| Free float (\%) | $\geq 50$ |
| Dividend policy (\%) |  |

## Price performance



Source: SET, SCBS Investment Research
Share performance

| $(\%)$ | $\mathbf{1 M}$ | $\mathbf{3 M}$ | $\mathbf{1 2 M}$ |
| :--- | ---: | ---: | ---: |
| Absolute | $(9.3)$ | $(7.1)$ | $(19.0)$ |
| Relative to SET | $(12.1)$ | $(9.0)$ | $(25.3)$ |
| Source: SET, SCBS Investment Research |  |  |  |

## Analyst

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## Value proposition

Established by the Punnipa family (which has been in the insurance business since 1953), TQM Corporation (TQM) is Thailand's largest insurance broker for both non-life and life insurance, with a focus on motor insurance, in a fragmented market of more than 743 players. It has a market share of $\sim 10 \%$ in non-life insurance brokers ( $6 \%$ of non-life insurance premiums). Around $96 \%$ of its commission income came from non-life insurance in 2020.

## Business outlook

We forecast 4Q21F earnings to grow $36 \%$ YoY and $6 \%$ QoQ (higher premium growth both organic and inorganic will partly offset the absence of Bt64mn investment gain). In 2022, we forecast $42 \%$ earnings growth, driven by $15 \%$ organic growth plus the acquisition of TQR.

| Bullish views | Bearish views |
| :--- | :--- |
| 1. Robust premium sales, both organic and inorganic. | 1. We expect a fall in commission rate due to a rising mix of <br> corporate clients via M\&A. |
| 2. Rising operational leverage from economies of scale. | 2. Rising competition due to low barriers to entry. |

## Key catalysts

| Factor | Event | Impact | Comment |
| :--- | :--- | :--- | :--- |
| Inorganic growth | Four M\&A and JV deals in the <br> pipeline. | A sharp increase in <br> premium sales <br> growth. | We expect the M\&A deals to boost premium <br> sales substantially next year. |
|  |  |  |  |

## Sensitivity analysis

| Factor | Earnings impact | TP impact |
| :--- | :---: | :--- |
| 25 bps change in cost to income | $3 \%$ | Bt1/sh. |
| 25 bps in commission rate | $3 \%$ | Bt1/share |
| 5 ppt change in premium sale growth | $7 \%$ | Bt2.5/share |

## 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 | 3,448 | 4,803 | 5,398 |
| Cost of service | (Btmn) | 1,190 | 1,172 | 1,287 | 1,414 | 1,517 | 1,672 | 2,306 | 2,591 |
| Gross income | (Btmn) | 1,001 | 1,086 | 1,214 | 1,298 | 1,565 | 1,776 | 2,498 | 2,807 |
| Other income | (Btmn) | 35 | 24 | 23 | 72 | 54 | 145 | 134 | 169 |
| Total operating expenses | (Btmn) | 806 | 775 | 736 | 746 | 747 | 759 | 910 | 974 |
| Income before tax | (Btmn) | 230 | 334 | 501 | 624 | 871 | 1,162 | 1,721 | 2,002 |
| Income tax | (Btmn) | 52 | 66 | 96 | 116 | 167 | 232 | 344 | 400 |
| Core net profit | (Btmn) | 178 | 268 | 404 | 507 | 704 | 929 | 1,377 | 1,602 |
| Minority interest | (Btmn) | 0 | 0 | 0 | 0 | 0 | 5 | 69 | 76 |
| Net profit | (Btmn) | 178 | 268 | 404 | 507 | 704 | 924 | 1,308 | 1,526 |
| EPS | (Bt) | 0.40 | 0.60 | 0.67 | 0.85 | 1.17 | 1.54 | 2.18 | 2.54 |
| DPS | (Bt) | NA. | NA. | 0.41 | 0.88 | 1.08 | 1.39 | 1.96 | 2.29 |

Balance Sheet

| FY December 31 | Unit | 2016 | 2017 | 2018 | 2019 | 2020 | 2021F | 2022F | 2023F |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& cash equivalent | (Btmn) | 734 | 1,055 | 2,651 | 2,758 | 2,167 | 2,228 | 3,166 | 3,560 |
| Other current assets | (Btmn) | 957 | 560 | 636 | 731 | 1,310 | 1,310 | 1,310 | 1,310 |
| Premises \& equipment | (Btmn) | 116 | 125 | 92 | 80 | 94 | 341 | 391 | 441 |
| Other non-current assets | (Btmn) | 63 | 167 | 446 | 688 | 1,383 | 1,383 | 1,383 | 1,383 |
| Total assets | (Btmn) | 1,871 | 1,906 | 3,825 | 4,257 | 4,954 | 5,262 | 6,250 | 6,694 |
| Total current liabilities | (Btmn) | 1,493 | 1,478 | 1,622 | 1,816 | 1,957 | 2,121 | 2,787 | 2,980 |
| Total non-current liabilities | (Btmn) | 42 | 52 | 58 | 91 | 597 | 597 | 597 | 597 |
| Total liabilities | (Btmn) | 1,535 | 1,530 | 1,680 | 1,907 | 2,554 | 2,718 | 3,384 | 3,577 |
| Paid-up capital | (Btmn) | 225 | 225 | 300 | 300 | 300 | 300 | 300 | 300 |
| Total Equities | (Btmn) | 336 | 376 | 2,145 | 2,350 | 2,400 | 2,544 | 2,866 | 3,117 |
| BVPS | (Bt) | 0.75 | 0.84 | 3.58 | 3.92 | 4.00 | 4.24 | 4.78 | 5.20 |

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 | $\mathbf{1 0 . 7 8}$ | 8.41 | 13.68 | $\mathbf{2 0 2 3 F}$ |  |
| Gross margin | $(\%)$ | 45.67 | 48.08 | 48.53 | 47.86 | 50.77 | 51.50 | 39.30 |
| Opex to income ratio | $(\%)$ | 36.79 | 34.33 | 29.44 | 27.50 | 24.25 | 22.00 | 18.98 |
| Cost to income ratio | $(\%)$ | 90.04 | 85.35 | 80.17 | 77.60 | 72.22 | 68.89 | 65.14 |
| Net profit margin | $(\%)$ | 8.13 | 11.88 | 16.16 | 18.71 | 22.77 | 26.80 | 27.23 |
| ROE | $(\%)$ | 48.00 | 75.35 | 32.06 | 22.57 | 29.04 | 37.39 | 48.35 |
| ROA | $(\%)$ | 9.19 | 14.21 | 14.11 | 12.55 | 15.24 | 18.09 | 22.72 |
| D/E | $(x)$ | 4.57 | 4.06 | 0.78 | 0.81 | 1.00 | 1.07 | 1.18 |

## Financial statement

Profit and Loss Statement

| FY December 31 | Unit | 4Q19 | 1Q20 | 2Q20 | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 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 | 23 | 83 |
| Total operating expenses | (Btmn) | 181 | 191 | 184 | 185 | 187 | 190 | 188 | 190 |
| Income before tax | (Btmn) | 186 | 224 | 202 | 209 | 236 | 254 | 278 | 285 |
| Income tax | (Btmn) | 35 | 44 | 38 | 38 | 46 | 52 | 55 | 43 |
| Core net profit | (Btmn) | 151 | 180 | 164 | 170 | 190 | 202 | 223 | 242 |
| Minority interest | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 1 | (1) |
| Net profit | (Btmn) | 151 | 180 | 164 | 170 | 190 | 202 | 222 | 243 |
| EPS | (Bt) | 0.25 | 0.30 | 0.27 | 0.28 | 0.32 | 0.34 | 0.37 | 0.40 |

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) | 3.92 | 4.14 | 3.88 | 3.66 | 4.00 | 4.35 | 4.14 | 3.86 |

## 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 | 26.47 |
| ROE | $(\%)$ | 26.40 | 29.69 | 27.14 | 30.10 | 33.02 | 32.22 | 34.76 |
| ROA | $(\%)$ | 14.93 | 14.79 | 12.70 | 14.57 | 16.04 | 18.38 | 23.88 |
| D/E | $(x)$ | 0.81 | 1.19 | 1.08 | 1.05 | 1.06 | 0.47 | 0.48 |

## Appendix

Figure 1: Growth in premium sales


Source: TQM and SCBS Investment Research
Figure 3: Commission rate


Source: TQM and SCBS Investment Research
Figure 5: Cost to income ratio


Source: TQM and SCBS Investment Research

Figure 2: Revenue growth


Source: TQM and SCBS Investment Research
Figure 4: Gross margin


Source: TQM and SCBS Investment Research
Figure 6: Net profit margin


Source: TQM and SCBS Investment Research

Figure 7: Valuation summary (price as of Jan 12, 2022)

|  | 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 | 43.00 | 49.0 | 15.6 | 45.7 | 17.3 | 15.3 | (63) | 164 | 13 | 1.6 | 1.5 | 1.4 | 4 | 9 | 9 | 0.5 | 1.4 | 1.6 |
| THRE | Underperform | 1.29 | 0.9 | (27.9) | 24.5 | n.m. | 29.6 | 78 | n.m. | n.m. | 1.5 | 1.6 | 1.5 | 6 | (6) | 5 | 3.1 | 0.0 | 2.4 |
| THREL | Outperform | 4.98 | 3.6 | (23.6) | 24.6 | 24.4 | 16.8 | (37) | 1 | 45 | 2.1 | 2.0 | 1.9 | 8 | 8 | 12 | 2.8 | 2.9 | 4.2 |
| TQM | Outperform | 49.00 | 67.0 | 40.7 | 41.9 | 31.8 | 22.5 | 38 | 32 | 42 | 12.3 | 11.6 | 10.3 | 30 | 37 | 48 | 2.2 | 2.8 | 4.0 |
| Average |  |  |  |  | 34.2 | 24.5 | 21.1 | 4 | 66 | 33 | 4.4 | 4.2 | 3.8 | 12 | 12 | 19 | 2.2 | 1.8 | 3.0 |

Source: SCBS Investment Research

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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 <br> Certified (ได้รับการรับรอง)

2S, ADVANC, AF, AI, AIE, AIRA, AKP, ALPHAX, AMA, AMANAH, AMATA, AMATAV, AP, APCS, AQUA, ARROW, ASIAN, ASK, ASP, AWC, 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, KWI, L\&E, LANNA, LH, LHFG, LHK, LPN, LRH, M, MAKRO, MALEE, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NBC, NEP, NINE, NKI, NMG, NNCL, NOBLE, NOK, NSI, NWR, OCC, 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, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RATCH, 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, STOWER, 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, TTA, TTB, TTCL, TU, TVD, TVI, TVO, TWPC, U, UBE, UBIS, UEC, UKEM, UOBKH, UPF, UV, VGI, VIH, VNT, WACOAL, WHA, WHAUP, WICE, WIIK, XO, ZEN
Declared (ประกาศเจตนารมณ์)
TUP, ABICO, AJ, ALT, APCO, AS, BEC, BKD, CHG, CPL, CPR, CPW, CRC, DDD, DHOUSE, DOHOME, ECF, EKH, ETC, EVER, GULF, III, INOX, J, JMART, JMT, JR, KEX, KUMWEL, LDC, MAJOR, MATCH, MILL, NCL, NOVA, NRF, NUSA, PIMO, PR9, RS, SAK, SCGP, SCM, SIS, STAR, STECH, STGT, SUPER, TQM, TSI, VCOM, VIBHA, WIN, YUASA, ZIGA

## N/A

3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACE, ACG, ADB, ADD, AEONTS, AFC, AGE, AH, AHC, AIT, AJA, AKR, ALL, ALLA, ALUCON, AMARIN, AMC, AMR, ANAN, AOT, APEX, APP, APURE, AQ, ARIN, ARIP, ASAP, ASEFA, ASIA, ASIMAR, ASN, ASW, ATP30, AU, AUCT, B52, BA, BBIK, BC, BCT, BDMS, BE8, BEAUTY, BEM, BFIT, BGT, BH, BIG, BIZ, BJC, BLAND, BLISS, BM, BOL, BR, BRI, BROCK, BSM, BTNC, BTW, BUI, BYD, CAZ, CBG, CCET, CCP, CGD, CHARAN, CHAYO, CHO, CI, CITY, CK, CKP, CMAN, CMO, CMR, CNT, COLOR, COMAN, CPANEL, CPH, CPT, CRANE, CRD, CSP, CSR, CSS, CTW, CV, CWT, D, DCON, DITTO, DMT, DOD, DPAINT, 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, HL, HPT, HTECH, HUMAN, HYDRO, ICN, IHL, IIG, ILM, IMH, IND, INGRS, INSET, IP, IRCP, IT, ITD, JAK, JAS, JCK, JCKH, JCT, JP, JSP, JTS, JUBILE, JUTHA, JWD, KAMART, KC, KCM, KDH, KIAT, KISS, KK, KKC, KOOL, KTIS, KUN, KWM, KYE, LALIN, LEE, LEO, 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, NPK, NSL, NTV, NV, 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, RAM, 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, STHAI, STI, STPI, SUC, SUN, SUTHA, SVH, SVOA, SVT, SWC, SYNEX, TACC, TAPAC, TC, TCC, TCCC, TCJ, TCOAT, TEAM, TEAMG, TFM, TGPRO, TH, THAI, THANA, THE, THG, THL, THMUI, TIGER, TIPH, TITLE, TK, TKC, TKN, TM, TMC, TMI, TMW, TNDT, TNH, TNPC, TOA, TPAC, TPBI, TPCH, TPCS, TPIPL, TPIPP, TPLAS, TPOLY, TPS, TQR, TR, TRC, TRITN, TRT, TRUBB, TRV, TSE, TSF, TSR, TTI, TTT, TTW, TVT, TWP, TWZ, TYCN, UAC, UMI, UMS, UNIQ, UP, UPA, UPOIC, UREKA, UT, UTP, UVAN, VARO, VL, VNG, VPO, VRANDA, W, WAVE, WFX, 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 October 24, 2021) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.


[^0]:    Source: SCBS Investment Research

