# **Aapico Hitech**

# AH

Aapico Hitech Public Company Limited Bloomberg Reuters AH TB AH.BK

# 4Q21: Below estimates on high SG&A, taxes

AH reported a net profit of Bt128mn in 4Q21; excluding FX loss, core profit was Bt160mn, down 45% YoY but up 27% QoQ, missing SCBS and market estimates due to high SG&A and tax expenses. Share price will be under pressure in the near-term because of the earnings miss. A catalyst will be earnings improvement: we expect its core earnings to soften YoY but improve QoQ in 1Q22, with the real earnings uptrend materializing in 2Q22 when it starts production of a new order. We keep Outperform with TP of Bt26/share (down from Bt28/share), based on 9x PE.

**4Q21: Below estimates.** AH reported a net profit of Bt128mn in 4Q21 (-18% YoY and -45% QoQ); excluding FX loss shows a core profit of Bt160mn, down 45% YoY but up 27% QoQ. Earnings missed SCBS and market estimates of Bt217-291mn due to high SG&A and tax expenses. In 2021, net profit was Bt1.0bn; excluding extra items, core profit was Bt799mn, jumping from Bt142mn in 2020.

**Dividend announcement.** AH announced a dividend of Bt0.47/share on 2H21 operations, implying 2% dividend yield. XD is on March 14 with payment May 19.

**4Q21 highlights.** Sales were Bt5.8bn in 4Q21, up 3% YoY and 36% QoQ on the resumption of OEM auto parts production in Thailand (~62% of sales) in September and improvement in the car dealership business in Thailand and Malaysia (~25% of sales) after the lockdown eased. Gross margin was 10%, up 2.1% ppts YoY and 0.7ppts QoQ. Key drags: higher SG&A to sales at 7.8% (up 0.7% ppts YoY and 0.5ppts QoQ), which we believe was from weaker operations in Portugal due to the chip shortage. Effective tax rate was high at 33% in 4Q21 vs. 11.4% in 3Q21.

**Earnings revision.** We revised down AH's 2022F by 9% to factor in the disappointment in 2021. Despite the revision, we maintain our view that its earnings will continue to trend up in 2022 with 28% core earnings growth backed by growing Thai auto production (+7% YoY to 1.8mn units), new orders for production of a pickup truck axle shaft assembly starting in 2Q22 and easing of the chip shortage problem in Europe.

**Short-term pressure. Earnings improvement to materialize in 2Q22.** AH's share price will be under pressure in the near-term because of the miss. A catalyst will be earnings improvement. We expect core earnings to soften YoY but improve QoQ in 1Q22, with the real earnings uptrend materializing in 2Q22 when it starts production of a new order. We keep Outperform with TP of Bt26/share (down from Bt28/share), based on 9x PE. Risks are the chip shortage which is temporarily disrupting the auto supply chain from auto assembly through auto parts manufacturing and rising steel price.

# **Forecasts and valuation**

| Forecasts and valua |        |        |        |        |        |        |
|---------------------|--------|--------|--------|--------|--------|--------|
| Year to 31 Dec      | Unit   | 2020   | 2021   | 2022F  | 2023F  | 2024F  |
| Revenue             | (Btmn) | 17,172 | 20,433 | 21,984 | 24,182 | 25,780 |
| EBITDA              | (Btmn) | 1,297  | 1,753  | 1,966  | 2,183  | 2,381  |
| Core profit         | (Btmn) | 142    | 799    | 1,024  | 1,283  | 1,494  |
| Reported profit     | (Btmn) | 148    | 1,024  | 1,024  | 1,283  | 1,494  |
| Core EPS            | (Bt)   | 0.44   | 2.25   | 2.88   | 3.62   | 4.21   |
| DPS                 | (Bt)   | 0.15   | 0.94   | 0.94   | 1.18   | 1.37   |
| P/E, core           | (x)    | 52.1   | 10.2   | 7.9    | 6.3    | 5.4    |
| EPS growth, core    | (%)    | (83.0) | 412.6  | 28.1   | 25.4   | 16.4   |
| P/BV, core          | (x)    | 1.0    | 1.0    | 0.9    | 0.8    | 0.8    |
| ROE                 | (%)    | 1.9    | 9.7    | 11.4   | 13.4   | 14.2   |
| Dividend yield      | (%)    | 0.7    | 4.1    | 4.1    | 5.1    | 6.0    |
| FCF yield           | (x)    | (1.2)  | 30.9   | 17.2   | 19.0   | 21.9   |
| EV/EBIT             | (x)    | 29.9   | 10.3   | 9.4    | 7.5    | 6.0    |
| EBIT growth, core   | (%)    | 55.6   | 173.1  | 1.8    | 16.1   | 12.5   |
| EV/CE               | (x)    | 0.9    | 0.9    | 0.9    | 0.8    | 0.8    |
| ROCE                | (%)    | (0.8)  | 3.2    | 4.5    | 5.5    | 6.6    |
| EV/EBITDA           | (x)    | 12.6   | 8.8    | 7.3    | 6.0    | 5.0    |
| EBITDA growth       | (%)    | (27.9) | 35.1   | 12.2   | 11.0   | 9.1    |



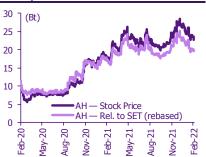
# **Tactical: OUTPERFORM**

# (3-month)

## Stock data

| Last close (Feb 28) (Bt)   | 22.90     |
|----------------------------|-----------|
| Target price (Bt)          | 26.00     |
| Mkt cap (Btbn)             | 8.13      |
| Mkt cap (US\$mn)           | 249       |
|                            |           |
| Beta                       | Н         |
| Mkt cap (%) SET            | 0.04      |
| Sector % SET               | 0.38      |
| Shares issued (mn)         | 355       |
| Par value (Bt)             | 1.00      |
| 12-m high / low (Bt)       | 28.5 / 17 |
| Avg. daily 6m (US\$mn)     | 1.93      |
| Foreign limit / actual (%) | 49 / 48   |
| Free float (%)             | 49.1      |
| Dividend policy (%)        | ≥ 10      |

#### **Price performance**



Source: SET, SCBS Investment Research

# **Share performance**

| (%)             | 1M     | 3M    | 12M  |
|-----------------|--------|-------|------|
| Absolute        | (8.4)  | (1.3) | 28.5 |
| Relative to SET | (10.9) | (6.9) | 14.5 |

Source: SET, SCBS Investment Research

## Analyst

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# Financial statement Profit and Loss Statement

| Profit and Loss Statement  |   |   |   |  |   |   |  |  |   |
|--|---|---|---|--|---|---|--|--|---|
| FY December 31   | Unit  | 2017  | 2018  | 2019   | 2020  | 2021  | 2022F  | 2023F  | 2024F   |
| Total revenue  | (Btmn)  | 15,776  | 16,738  | 18,389   | 17,172  | 20,433  | 21,984   | 24,182   | 25,780  |
| Cost of goods sold   | (Btmn)  | (14,778)  | (15,464)  | (16,704)   | (16,054)  | (18,225)  | (19,479)   | (21,381)   | (22,713)  |
| Gross profit   | (Btmn)  | 998   | 1,275   | 1,685  | 1,118   | 2,208   | 2,505  | 2,801  | 3,067   |
| SG&A   | (Btmn)  | (893)   | (869)   | (1,091)  | (1,333)   | (1,540)   | (1,641)  | (1,757)  | (1,848)   |
| Other income   | (Btmn)  | 512   | 631   | 570  | 625   | 312   | 330  | 363  | 387   |
| Interest expense   | (Btmn)  | (149)   | (197)   | (296)  | (373)   | (346)   | (345)  | (285)  | (255)   |
| Pre-tax profit   | (Btmn)  | 468   | 840   | 868  | 38  | 635   | 849  | 1,122  | 1,350   |
| Corporate tax  | (Btmn)  | (31)  | 30  | (224)  | (12)  | (113)   | (127)  | (168)  | (203)   |
| Equity a/c profits   | (Btmn)  | 487   | 104   | 115  | 101   | 281   | 330  | 363  | 387   |
| Minority interests   | (Btmn)  | (24)  | (43)  | (13)   | (15)  | (13)  | (28)   | (34)   | (40)  |
| Core profit  | (Btmn)  | 900   | 931   | 832  | 142   | 799   | 1,024  | 1,283  | 1,494   |
| Extra-ordinary items   | (Btmn)  | 257   | 368   | (1,013)  | 6   | 225   | -  | -  | -   |
| Net Profit   | (Btmn)  | 1,158   | 1,299   | (181)  | 148   | 1,024   | 1,024  | 1,283  | 1,494   |
| EBITDA   | (Btmn)  | 1,241   | 1,625   | 1,800  | 1,297   | 1,753   | 1,966  | 2,183  | 2,381   |
| Core EPS (Bt)  | (Bt)  | 2.79  | 2.89  | 2.58   | 0.44  | 2.25  | 2.88   | 3.62   | 4.21  |
| Net EPS (Bt)   | (Bt)  | 3.59  | 4.03  | (0.56)   | 0.46  | 2.89  | 2.88   | 3.62   | 4.21  |
| DPS (Bt)   | (Bt)  | 1.20  | 1.30  | 0.36   | 0.15  | 0.94  | 0.94   | 1.18   | 1.37  |
| Balance Sheet  |   |   |   |  |   |   |  |  |   |
| FY December 31   | Unit  | 2017  | 2018  | 2019   | 2020  | 2021  | 2022F  | 2023F  | 2024F   |
| Total current assets   | (Btmn)  | 4,083   | 5,525   | 5,856  | 6,566   | 6,286   | 6,334  | 6,739  | 8,442   |
| Total fixed assets   | (Btmn)  | 4,861   | 5,215   | 8,028  | 7,773   | 8,222   | 7,030  | 6,754  | 6,479   |
| Total assets   | (Btmn)  | 14,721  | 17,891  | 21,246   | 22,346  | 22,722  | 21,335   | 21,439   | 22,825  |
| Total loans  | (Btmn)  | 4,978   | 6,421   | 8,408  | 9,686   | 8,105   | 6,278  | 4,979  | 4,979   |
| Total current liabilities  | (Btmn)  | 4,590   | 5,483   | 8,399  | 8,447   | 9,158   | 7,835  | 8,373  | 8,252   |
| Total long-term liabilities  | (Btmn)  | 2,833   | 4,339   | 4,866  | 5,834   | 4,418   | 4,027  | 2,728  | 3,228   |
| Total liabilities  | (Btmn)  | 7,538   | 9,945   | 13,766   | 14,605  | 13,908  | 12,187   | 11,426   | 11,804  |
| Paid-up capital  | (Btmn)  | 323   | 323   | 323  | 323   | 355   | 355  | 355  | 355   |
| Total equity   | (Btmn)  | 7,183   | 7,947   | 7,480  | 7,741   | 8,815   | 9,148  | 10,013   | 11,020  |
|  |   |   |   |  | •   | ,   | ,  | •  |   |
| BVPS (Bt)  | (Bt)  | 21.61   | 23.84   | 22.41  | 23.17   | 23.99   | 25.02  | 27.46  | 30.30   |
|  | (Bt)  | 21.61   | 23.84   | 22.41  | 23.17   | 23.99   | 25.02  | 27.46  | 30.30   |
| BVPS (Bt)  | (Bt)  | 21.61   | 23.84   | 22.41  | 23.17   | 23.99   | 25.02<br>2022F   | 27.46<br>2023F   | 30.30<br>2024F  |
| BVPS (Bt)  Cash Flow Statement   |   |   |   |  |   |   |  |  | 2024F   |
| BVPS (Bt)  Cash Flow Statement FY December 31  | Unit  | 2017  | 2018  | 2019   | 2020  | 2021  | 2022F  | 2023F  | 2024F   |
| BVPS (Bt)  Cash Flow Statement FY December 31  Core Profit   | Unit<br>(Btmn)  | <b>2017</b><br>900  | <b>2018</b><br>931  | <b>2019</b><br>832   | <b>2020</b><br>142  | <b>2021</b> 799   | <b>2022F</b> 1,024   | <b>2023F</b> 1,283   | <b>2024F</b><br>1,494<br>776  |
| Cash Flow Statement FY December 31 Core Profit Depreciation and amortization   | Unit<br>(Btmn)<br>(Btmn)  | <b>2017</b><br>900<br>624<br>1,208  | <b>2018</b><br>931<br>587<br>1,492  | <b>2019</b> 832 636 1,507  | 2020<br>142<br>887<br>316   | <b>2021</b> 799 772 3,299   | <b>2022F</b> 1,024 772 1,799   | <b>2023F</b> 1,283 776 2,043   | <b>2024F</b><br>1,494<br>776<br>2,276   |
| BVPS (Bt)  Cash Flow Statement FY December 31  Core Profit Depreciation and amortization Operating cash flow   | Unit (Btmn) (Btmn) (Btmn)   | <b>2017</b><br>900<br>624   | <b>2018</b> 931 587   | <b>2019</b><br>832<br>636  | <b>2020</b> 142 887   | <b>2021</b> 799 772   | <b>2022F</b> 1,024 772   | <b>2023F</b> 1,283 776   | <b>2024F</b> 1,494  |
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| BVPS (Bt)  Cash Flow Statement FY December 31  Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios   | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)  | 2017<br>900<br>624<br>1,208<br>(3,014)<br>1,975<br>169  | 2018<br>931<br>587<br>1,492<br>(2,225)<br>856<br>123  | 2019<br>832<br>636<br>1,507<br>(1,615)<br>(40)<br>(148)                                      | 2020<br>142<br>887<br>316<br>(408)<br>281<br>189  | 2021<br>799<br>772<br>3,299<br>(791)<br>(2,277)<br>231  | 2022F<br>1,024<br>772<br>1,799<br>(400)<br>(1,833)<br>(434)  | 2023F<br>1,283<br>776<br>2,043<br>(500)<br>(1,717)<br>(174)  | 2024F<br>1,494<br>776<br>2,276<br>(500)<br>(487)<br>1,289   |
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| BVPS (Bt)  Cash Flow Statement FY December 31  Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31  Gross margin  | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit) (%)  | 2017<br>900<br>624<br>1,208<br>(3,014)<br>1,975<br>169<br>2017<br>6.3   | 2018<br>931<br>587<br>1,492<br>(2,225)<br>856<br>123<br>2018<br>7.6   | 2019 832 636 1,507 (1,615) (40) (148) 2019   | 2020<br>142<br>887<br>316<br>(408)<br>281<br>189<br>2020  | 2021 799 772 3,299 (791) (2,277) 231  2021  | 2022F<br>1,024<br>772<br>1,799<br>(400)<br>(1,833)<br>(434)<br>2022F<br>11.4                                     | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6  | 2024F<br>1,494<br>776<br>2,276<br>(500)<br>(487)<br>1,289<br>2024F<br>11.9<br>4.7   |
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| BVPS (Bt)  Cash Flow Statement FY December 31  Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31  Gross margin Operating margin EBITDA margin   | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit) (%) (%)  | 2017<br>900<br>624<br>1,208<br>(3,014)<br>1,975<br>169<br>2017<br>6.3<br>0.7  | 2018<br>931<br>587<br>1,492<br>(2,225)<br>856<br>123<br>2018<br>7.6<br>2.4  | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2  | 2020<br>142<br>887<br>316<br>(408)<br>281<br>189<br>2020<br>6.5<br>(1.3)  | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3   | 2022F<br>1,024<br>772<br>1,799<br>(400)<br>(1,833)<br>(434)<br>2022F<br>11.4<br>3.9                              | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3  | 2024F<br>1,494<br>776<br>2,276<br>(500)<br>(487)<br>1,289<br>2024F<br>11.9<br>4.7<br>9.2<br>7.6   |
| BVPS (Bt)  Cash Flow Statement FY December 31  Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31  Gross margin Operating margin EBITDA margin EBIT margin   | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%)                                   | 2017 900 624 1,208 (3,014) 1,975 169  2017 6.3 0.7 7.9 8.2 7.3  | 2018<br>931<br>587<br>1,492<br>(2,225)<br>856<br>123<br>2018<br>7.6<br>2.4<br>9.7<br>8.5<br>7.8                                     | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8 (1.0)                            | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1 0.9  | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0   | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 8.9 6.8 4.7  | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3  | 2024F<br>1,494<br>776<br>2,276<br>(500)<br>(487)<br>1,289<br>2024F<br>11.9<br>4.7<br>9.2<br>7.6<br>5.8                                    |
| BVPS (Bt)  Cash Flow Statement FY December 31  Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31  Gross margin Operating margin EBITDA margin EBIT margin Net profit margin   | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)  Unit (%) (%) (%) (%) (%) (%)                               | 2017<br>900<br>624<br>1,208<br>(3,014)<br>1,975<br>169<br>2017<br>6.3<br>0.7<br>7.9<br>8.2                              | 2018<br>931<br>587<br>1,492<br>(2,225)<br>856<br>123<br>2018<br>7.6<br>2.4<br>9.7<br>8.5  | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8                                  | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1  | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1   | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 8.9 6.8  | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2  | 2024F<br>1,494<br>776<br>2,276<br>(500)<br>(487)<br>1,289<br>2024F<br>11.9<br>4.7<br>9.2<br>7.6<br>5.8<br>14.2                            |
| BVPS (Bt)  Cash Flow Statement FY December 31  Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31  Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA   | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)  Unit (%) (%) (%) (%) (%) (%) (%) (%)                       | 2017 900 624 1,208 (3,014) 1,975 169  2017 6.3 0.7 7.9 8.2 7.3 13.4 7.0   | 2018<br>931<br>587<br>1,492<br>(2,225)<br>856<br>123<br>2018<br>7.6<br>2.4<br>9.7<br>8.5<br>7.8<br>12.3<br>5.7                      | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8 (1.0) 10.8 4.3                   | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1 0.9 1.9 0.7  | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0 9.7 3.5                                       | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 8.9 6.8 4.7 11.4 4.6                                   | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3 13.4 6.0                                       | 2024F 1,494 776 2,276 (500) (487) 1,289  2024F 11.9 4.7 9.2 7.6 5.8 14.2 6.8  |
| BVPS (Bt)  Cash Flow Statement FY December 31  Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31  Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE   | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%) | 2017<br>900<br>624<br>1,208<br>(3,014)<br>1,975<br>169<br>2017<br>6.3<br>0.7<br>7.9<br>8.2<br>7.3<br>13.4<br>7.0<br>0.6 | 2018<br>931<br>587<br>1,492<br>(2,225)<br>856<br>123<br>2018<br>7.6<br>2.4<br>9.7<br>8.5<br>7.8<br>12.3<br>5.7<br>0.7               | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8 (1.0) 10.8 4.3 1.0               | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1 0.9 1.9 0.7 1.2  | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0 9.7 3.5 0.8                                   | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 8.9 6.8 4.7 11.4 4.6 0.7                               | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3 13.4 6.0 0.5                                   | 2024F<br>1,494<br>776<br>2,276<br>(500)<br>(487)<br>1,289<br>2024F<br>11.9<br>4.7<br>9.2<br>7.6<br>5.8<br>14.2<br>6.8<br>0.3              |
| Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBITDA margin Net profit margin ROE ROA Net D/E Interest coverage  | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)  Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)        | 2017 900 624 1,208 (3,014) 1,975 169  2017 6.3 0.7 7.9 8.2 7.3 13.4 7.0 0.6 8.3   | 2018<br>931<br>587<br>1,492<br>(2,225)<br>856<br>123<br>2018<br>7.6<br>2.4<br>9.7<br>8.5<br>7.8<br>12.3<br>5.7<br>0.7<br>8.2        | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8 (1.0) 10.8 4.3 1.0 6.1           | 2020<br>142<br>887<br>316<br>(408)<br>281<br>189<br>2020<br>6.5<br>(1.3)<br>7.6<br>3.1<br>0.9<br>1.9<br>0.7<br>1.2<br>3.5 | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0 9.7 3.5 0.8 5.1                               | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 8.9 6.8 4.7 11.4 4.6 0.7 5.7                           | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3 13.4 6.0 0.5 7.7                               | 2024F<br>1,494<br>776<br>2,276<br>(500)<br>(487)<br>1,289<br>2024F<br>11.9<br>4.7<br>9.2<br>7.6<br>5.8<br>14.2<br>6.8<br>0.3<br>9.3       |
| BVPS (Bt)  Cash Flow Statement FY December 31  Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31  Gross margin Operating margin EBITDA margin EBITDA margin Net profit margin ROE ROA Net D/E   | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%) | 2017<br>900<br>624<br>1,208<br>(3,014)<br>1,975<br>169<br>2017<br>6.3<br>0.7<br>7.9<br>8.2<br>7.3<br>13.4<br>7.0<br>0.6 | 2018<br>931<br>587<br>1,492<br>(2,225)<br>856<br>123<br>2018<br>7.6<br>2.4<br>9.7<br>8.5<br>7.8<br>12.3<br>5.7<br>0.7               | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8 (1.0) 10.8 4.3 1.0               | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1 0.9 1.9 0.7 1.2  | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0 9.7 3.5 0.8                                   | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 8.9 6.8 4.7 11.4 4.6 0.7                               | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3 13.4 6.0 0.5                                   | 2024F<br>1,494<br>776<br>(500)<br>(487)<br>1,289<br>2024F<br>11.9<br>4.7<br>9.2<br>7.6<br>5.8<br>14.2<br>6.8<br>0.3<br>9.3<br>1.2         |
| Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Payout Ratio   | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)  Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)        | 2017 900 624 1,208 (3,014) 1,975 169  2017 6.3 0.7 7.9 8.2 7.3 13.4 7.0 0.6 8.3 0.5                                     | 2018<br>931<br>587<br>1,492<br>(2,225)<br>856<br>123<br>2018<br>7.6<br>2.4<br>9.7<br>8.5<br>7.8<br>12.3<br>5.7<br>0.7<br>8.2<br>0.7 | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8 (1.0) 10.8 4.3 1.0 6.1 0.5       | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1 0.9 1.9 0.7 1.2 3.5 0.3  | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0 9.7 3.5 0.8 5.1 0.4                           | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 6.8 4.7 11.4 4.6 0.7 5.7 0.8                           | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3 13.4 6.0 0.5 7.7 0.9                           | 2024F<br>1,494<br>776<br>2,276<br>(500)<br>(487)<br>1,289<br>2024F<br>11.9  |
| Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage  | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)  Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)        | 2017 900 624 1,208 (3,014) 1,975 169  2017 6.3 0.7 7.9 8.2 7.3 13.4 7.0 0.6 8.3 0.5                                     | 2018<br>931<br>587<br>1,492<br>(2,225)<br>856<br>123<br>2018<br>7.6<br>2.4<br>9.7<br>8.5<br>7.8<br>12.3<br>5.7<br>0.7<br>8.2<br>0.7 | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8 (1.0) 10.8 4.3 1.0 6.1 0.5       | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1 0.9 1.9 0.7 1.2 3.5 0.3  | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0 9.7 3.5 0.8 5.1 0.4                           | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 6.8 4.7 11.4 4.6 0.7 5.7 0.8                           | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3 13.4 6.0 0.5 7.7 0.9                           | 2024F<br>1,494<br>776<br>(500)<br>(487)<br>1,289<br>2024F<br>11.9<br>4.7<br>9.2<br>7.6<br>5.8<br>14.2<br>6.8<br>0.3<br>9.3<br>1.2         |
| Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio  Main Assumptions FY December 31  | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)        | 2017 900 624 1,208 (3,014) 1,975 169  2017 6.3 0.7 7.9 8.2 7.3 13.4 7.0 0.6 8.3 0.5 33.4                                | 2018 931 587 1,492 (2,225) 856 123  2018 7.6 2.4 9.7 8.5 7.8 12.3 5.7 0.7 8.2 0.7 32.3  | 2019 832 636 1,507 (1,615) (40) (148)  2019  9.2 3.2 9.8 1.8 (1.0) 10.8 4.3 1.0 6.1 0.5 N.A. | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1 0.9 1.9 0.7 1.2 3.5 0.3 32.7                                       | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0 9.7 3.5 0.8 5.1 0.4 32.6                      | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 6.8 4.7 11.4 4.6 0.7 5.7 0.8 32.6                      | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3 13.4 6.0 0.5 7.7 0.9 32.6                      | 2024F 1,494 776 2,276 (500) (487) 1,289  2024F 11.9 4.7 9.2 7.6 5.8 14.2 6.8 0.3 9.3 1.2 32.6   |
| Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBITDA margin Net profit margin ROE ROA Net D/E Interest coverage Payout Ratio  Main Assumptions FY December 31 Thai auto production   | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)        | 2017 900 624 1,208 (3,014) 1,975 169  2017 6.3 0.7 7.9 8.2 7.3 13.4 7.0 0.6 8.3 0.5 33.4                                | 2018 931 587 1,492 (2,225) 856 123  2018 7.6 2.4 9.7 8.5 7.8 12.3 5.7 0.7 8.2 0.7 32.3  | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8 (1.0) 10.8 4.3 1.0 6.1 0.5 N.A.  | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1 0.9 1.9 0.7 1.2 3.5 0.3 32.7                                       | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0 9.7 3.5 0.8 5.1 0.4 32.6                      | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 6.8 4.7 11.4 4.6 0.7 5.7 0.8 32.6                      | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3 13.4 6.0 0.5 7.7 0.9 32.6                      | 2024F 1,494 776 2,276 (500) (487) 1,289  2024F 11.9 4.7 9.2 7.66 5.8 14.2 6.8 0.3 9.3 1.2 32.6  |
| Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio  Main Assumptions FY December 31 Thai auto production Growth                                  | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)        | 2017 900 624 1,208 (3,014) 1,975 169  2017 6.3 0.7 7.9 8.2 7.3 13.4 7.0 0.6 8.3 0.5 33.4  2017 1,989 2.3                | 2018 931 587 1,492 (2,225) 856 123  2018 7.6 2.4 9.7 8.5 7.8 12.3 5.7 0.7 8.2 0.7 32.3  2018 2,168 9.0                              | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8 (1.0) 10.8 4.3 1.0 6.1 0.5 N.A.  | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1 0.9 1.9 0.7 1.2 3.5 0.3 32.7                                       | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0 9.7 3.5 0.8 5.1 0.4 32.6  2021 1,686 18.1     | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 6.8 4.7 11.4 4.6 0.7 5.7 0.8 32.6                      | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3 13.4 6.0 0.5 7.7 0.9 32.6  2023F 1,953 7.9     | 2024F 1,494 776 2,276 (500) (487) 1,289  2024F 11.9 4.7 9.2 7.66 5.8 14.2 6.8 0.3 9.3 1.2 32.6  2024F 2,084 6.7                           |
| Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio  Main Assumptions FY December 31 Thai auto production Growth Domestic sales | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)        | 2017 900 624 1,208 (3,014) 1,975 169  2017 6.3 0.7 7.9 8.2 7.3 13.4 7.0 0.6 8.3 0.5 33.4  2017 1,989 2.3 871            | 2018 931 587 1,492 (2,225) 856 123  2018 7.6 2.4 9.7 8.5 7.8 12.3 5.7 0.7 8.2 0.7 32.3  2018 2,168 9.0 1,042                        | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8 (1.0) 10.8 4.3 1.0 6.1 0.5 N.A.  | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1 0.9 1.9 0.7 1.2 3.5 0.3 32.7  2020 1,428 (29.1) 792                | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0 9.7 3.5 0.8 5.1 0.4 32.6  2021 1,686 18.1 754 | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 6.8 4.7 11.4 4.6 0.7 5.7 0.8 32.6  2022F 1,809 7.3 846 | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3 13.4 6.0 0.5 7.7 0.9 32.6  2023F 1,953 7.9 927 | 2024F 1,494 776 2,276 (500) (487) 1,289  2024F 11.9 4.7 9.2 7.6 5.8 14.2 6.8 0.3 9.3 1.2 32.6  2024F 2,084 6.7 1,008                      |
| Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio  Main Assumptions FY December 31 Thai auto production Growth                | Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)        | 2017 900 624 1,208 (3,014) 1,975 169  2017 6.3 0.7 7.9 8.2 7.3 13.4 7.0 0.6 8.3 0.5 33.4  2017 1,989 2.3                | 2018 931 587 1,492 (2,225) 856 123  2018 7.6 2.4 9.7 8.5 7.8 12.3 5.7 0.7 8.2 0.7 32.3  2018 2,168 9.0                              | 2019 832 636 1,507 (1,615) (40) (148)  2019 9.2 3.2 9.8 1.8 (1.0) 10.8 4.3 1.0 6.1 0.5 N.A.  | 2020 142 887 316 (408) 281 189  2020 6.5 (1.3) 7.6 3.1 0.9 1.9 0.7 1.2 3.5 0.3 32.7  2020 1,428 (29.1)                    | 2021 799 772 3,299 (791) (2,277) 231  2021 10.8 3.3 8.6 7.1 5.0 9.7 3.5 0.8 5.1 0.4 32.6  2021 1,686 18.1     | 2022F 1,024 772 1,799 (400) (1,833) (434)  2022F 11.4 3.9 6.8 4.7 11.4 4.6 0.7 5.7 0.8 32.6                      | 2023F 1,283 776 2,043 (500) (1,717) (174)  2023F 11.6 4.3 9.0 7.2 5.3 13.4 6.0 0.5 7.7 0.9 32.6  2023F 1,953 7.9     | 2024F<br>1,494<br>776<br>(500)<br>(487)<br>1,289<br>2024F<br>11.9<br>4.7<br>9.2<br>7.6<br>5.8<br>14.2<br>6.8<br>0.3<br>9.3<br>1.2<br>32.6 |

Tue, Mar 1, 2022 2



# **Financial statement**

| <b>Profit</b> | and | ا مود | Staton | nont |
|---------------|-----|-------|--------|------|
| Pront         | anu | LUSS  | Staten | nent |

| FY December 31       | Unit   | 1Q20    | 2Q20    | 3Q20    | 4Q20    | 1Q21    | 2Q21    | 3Q21    | 4Q21    |
|----------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| Total revenue        | (Btmn) | 4,850   | 2,018   | 4,682   | 5,622   | 5,586   | 4,833   | 4,244   | 5,770   |
| Cost of goods sold   | (Btmn) | (4,421) | (2,245) | (4,214) | (5,176) | (4,912) | (4,273) | (3,848) | (5,192) |
| Gross profit         | (Btmn) | 430     | (226)   | 468     | 446     | 675     | 559     | 396     | 578     |
| SG&A                 | (Btmn) | (389)   | (247)   | (300)   | (397)   | (390)   | (391)   | (310)   | (449)   |
| Other income         | (Btmn) | 367     | 111     | 215     | (33)    | 154     | 147     | 190     | 47      |
| Interest expense     | (Btmn) | (94)    | (88)    | (93)    | (97)    | (87)    | (89)    | (87)    | (82)    |
| Pre-tax profit       | (Btmn) | 388     | (679)   | 340     | 127     | 439     | 283     | 253     | 176     |
| Corporate tax        | (Btmn) | (66)    | 44      | (29)    | 39      | (25)    | (33)    | (22)    | (34)    |
| Equity a/c profits   | (Btmn) | 74      | (91)    | 49      | 69      | 87      | 57      | 64      | 72      |
| Minority interests   | (Btmn) | (1)     | 3       | (9)     | (9)     | (3)     | (0)     | 3       | (13)    |
| Core profit          | (Btmn) | 112     | (504)   | 240     | 293     | 307     | 206     | 125     | 160     |
| Extra-ordinary items | (Btmn) | 209     | (128)   | 61      | (136)   | 103     | 44      | 109     | (31)    |
| Net Profit           | (Btmn) | 321     | (631)   | 302     | 157     | 411     | 250     | 235     | 128     |
| EBITDA               | (Btmn) | 643     | (149)   | 699     | 250     | 687     | 574     | 537     | 439     |
| Core EPS (Bt)        | (Bt)   | 0.35    | (1.56)  | 0.75    | 0.91    | 0.95    | 0.58    | 25.08   | 0.45    |
| Net EPS (Bt)         | (Bt)   | 0.99    | (1.96)  | 0.94    | 0.49    | 1.27    | 0.71    | 46.91   | 0.36    |

# **Balance Sheet**

| FY December 31              | Unit   | 1Q20   | 2Q20   | 3Q20   | 4Q20   | 1Q21   | 2Q21   | 3Q21   | 4Q21   |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Total current assets        | (Btmn) | 6,769  | 5,356  | 6,733  | 6,566  | 6,825  | 7,248  | 6,714  | 6,286  |
| Total fixed assets          | (Btmn) | 7,962  | 7,732  | 7,806  | 7,773  | 8,052  | 8,086  | 8,226  | 8,222  |
| Total assets                | (Btmn) | 23,071 | 20,792 | 22,549 | 22,346 | 23,138 | 23,151 | 23,201 | 22,722 |
| Total loans                 | (Btmn) | 9,561  | 10,077 | 10,018 | 9,686  | 9,445  | 9,193  | 8,914  | 8,105  |
| Total current liabilities   | (Btmn) | 9,990  | 8,340  | 10,031 | 8,446  | 9,017  | 9,384  | 9,296  | 9,158  |
| Total long-term liabilities | (Btmn) | 4,761  | 4,906  | 4,251  | 5,834  | 5,570  | 4,897  | 4,736  | 4,418  |
| Total liabilities           | (Btmn) | 15,306 | 13,779 | 14,910 | 14,605 | 14,917 | 14,626 | 14,390 | 13,908 |
| Paid-up capital             | (Btmn) | 323    | 323    | 323    | 323    | 323    | 355    | 355    | 355    |
| Total equity                | (Btmn) | 7,765  | 7,013  | 7,639  | 7,741  | 8,221  | 8,526  | 8,811  | 8,815  |
| BVPS (Bt)                   | (Bt)   | 23.28  | 20.99  | 22.86  | 23.17  | 24.63  | 23.23  | 24.01  | 23.99  |

# **Cash Flow Statement**

| FY December 31                | Unit   | 1Q20  | 2Q20  | 3Q20  | 4Q20  | 1Q21  | 2Q21  | 3Q21  | 4Q21  |
|-------------------------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|
| Core Profit                   | (Btmn) | 112   | (504) | 240   | 293   | 307   | 206   | 125   | 160   |
| Depreciation and amortization | (Btmn) | 235   | 213   | 315   | 234   | 248   | 259   | 261   | 263   |
| Operating cash flow           | (Btmn) | 68    | (565) | 556   | 256   | 937   | 189   | 1,042 | 1,131 |
| Investing cash flow           | (Btmn) | (469) | 172   | (56)  | (54)  | (489) | 443   | (327) | (417) |
| Financing cash flow           | (Btmn) | 819   | 467   | (221) | (785) | (364) | (450) | (609) | (854) |
| Net cash flow                 | (Btmn) | 418   | 74    | 279   | (583) | 84    | 181   | 106   | (140) |

# **Key Financial Ratios**

| FY December 31        | Unit | 1Q20 | 2Q20   | 3Q20  | 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 |
|-----------------------|------|------|--------|-------|------|------|------|------|------|
| Gross margin          | (%)  | 8.9  | (11.2) | 10.0  | 7.9  | 12.1 | 11.6 | 9.3  | 10.0 |
| Operating margin      | (%)  | 0.8  | (23.4) | 3.6   | 0.9  | 5.1  | 3.5  | 2.0  | 2.2  |
| EBITDA margin         | (%)  | 13.3 | (7.4)  | 14.9  | 4.4  | 12.3 | 11.9 | 12.6 | 7.6  |
| EBIT margin           | (%)  | 9.2  | (27.7) | 8.8   | 4.0  | 9.2  | 7.5  | 7.7  | 4.4  |
| Net profit margin     | (%)  | 6.6  | (31.3) | 6.4   | 2.8  | 7.4  | 5.2  | 5.5  | 2.2  |
| ROE                   | (%)  | 5.6  | (10.3) | (2.5) | 0.5  | 15.4 | 13.2 | 10.4 | 7.9  |
| ROA                   | (%)  | 2.1  | (3.9)  | (1.0) | 0.2  | 5.3  | 4.7  | 3.7  | 2.9  |
| Net D/E               | (x)  | 1.1  | 1.2    | 1.2   | 1.2  | 1.1  | 0.9  | 0.9  | 0.8  |
| Interest coverage     | (x)  | 6.8  | (1.7)  | 7.5   | 2.6  | 7.9  | 6.4  | 6.2  | 5.3  |
| Debt service coverage | (x)  | 0.5  | (0.1)  | 0.5   | 0.2  | 0.7  | 0.5  | 0.5  | 0.4  |

# **Main Assumptions**

| FY December 31       | Unit  | 1Q20   | 2Q20   | 3Q20   | 4Q20  | 1Q21  | 2Q21  | 3Q21   | 4Q21   |
|----------------------|-------|--------|--------|--------|-------|-------|-------|--------|--------|
| Thai auto production | (000) | 454    | 152    | 357    | 465   | 466   | 379   | 367    | 474    |
| Growth               | (%)   | (19.2) | (69.8) | (29.6) | 5.4   | 2.7   | 148.5 | 2.9    | 1.9    |
| Domestic sales       | (000) | 200    | 129    | 206    | 257   | 188   | 176   | 156    | 222    |
| Growth               | (%)   | (24.1) | (50.6) | (13.6) | 4.7   | (5.8) | 36.8  | (24.0) | (13.6) |
| Auto export          | (000) | 250    | 100    | 171    | 214   | 258   | 215   | 204    | 282    |
| Growth               | (%)   | (16.5) | (61.4) | (34.6) | (8.0) | 3.1   | 114.8 | 19.4   | 31.4   |

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Figure 1: AH's earnings review

| (Bt mn)                          | 4Q20   | 1Q21   | 2Q21   | 3Q21   | 4Q21   | YoY%   | QoQ%   | 2020   | 2021   | YoY%    |
|----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| Revenue                          | 5,622  | 5,586  | 4,833  | 4,244  | 5,770  | 2.6    | 36.0   | 17,172 | 20,433 | 19.0    |
| Gross profit                     | 446    | 675    | 559    | 396    | 578    | 29.6   | 45.8   | 1,118  | 2,208  | 97.5    |
| EBITDA                           | 250    | 687    | 574    | 537    | 439    | 75.6   | (18.2) | 1,443  | 2,237  | 55.0    |
| Core profit                      | 293    | 307    | 206    | 125    | 160    | (45.4) | 27.5   | 142    | 799    | 463.9   |
| Net profit                       | 157    | 411    | 250    | 235    | 128    | (18.0) | (45.2) | 148    | 1,024  | 593.0   |
| EPS (Bt/share)                   | 0.91   | 0.95   | 0.58   | 25.08  | 0.45   | (50.4) | (98.2) | 0.44   | 27.07  | 6,062.9 |
| Balance Sheet                    |        |        |        |        |        |        |        |        |        |         |
| Total Assets                     | 22,346 | 23,138 | 23,151 | 23,201 | 22,722 | 1.7    | (2.1)  | 22,346 | 22,722 | 1.7     |
| Total Liabilities                | 14,605 | 14,917 | 14,626 | 14,390 | 13,908 | (4.8)  | (3.4)  | 14,605 | 13,908 | (4.8)   |
| Total Equity                     | 7,741  | 8,221  | 8,526  | 8,811  | 8,815  | 13.9   | 0.0    | 7,741  | 8,815  | 13.9    |
| BVPS (Bt/share)                  | 23.2   | 24.6   | 23.2   | 24.0   | 24.0   | 3.6    | (0.1)  | 23.2   | 24.0   | 3.6     |
| Financial Ratio                  |        |        |        |        |        |        |        |        |        |         |
| Gross Margin (%)                 | 7.9    | 12.1   | 11.6   | 9.3    | 10.0   |        |        | 6.5    | 10.8   |         |
| EBITDA margin (%)                | 4.4    | 12.3   | 11.9   | 12.6   | 7.6    |        |        | 8.4    | 10.9   |         |
| Net Profit Margin (%)            | 2.8    | 7.4    | 5.2    | 5.5    | 2.2    |        |        | 0.9    | 5.0    |         |
| ROA (%)                          | 5.4    | 5.3    | 3.8    | 2.2    | 2.8    |        |        | 0.2    | 2.9    |         |
| ROE (%)                          | 15.4   | 15.4   | 10.6   | 6.1    | 7.7    |        |        | 0.5    | 7.9    |         |
| D/E (X)                          | 1.3    | 1.1    | 1.1    | 1.0    | 0.9    |        |        | 1.3    | 0.9    |         |
| Thai auto statistics (000 units) |        |        |        |        |        |        |        |        |        |         |
| Auto production                  | 465    | 466    | 379    | 367    | 474    | 1.9    | 29.0   | 1,428  | 1,686  | 18.1    |
| Domestic                         | 257    | 188    | 176    | 156    | 222    | (13.6) | 42.3   | 792    | 743    | (6.2)   |
| Export                           | 214    | 258    | 215    | 204    | 282    | 31.4   | 38.1   | 736    | 959    | 30.4    |

Source: SCBS Investment Research

Figure 2: Valuation summary (price as of Feb 28, 2022)

|         | Rating       | Price   | Target  | ETR   | P/E (x)     |    | EPS gr | owth | (%) | P/  | BV ( | c)  | RO  | E (% | 6)  | Div. \ | ield ( | (%) | EV/E | <b>SITDA</b> | (x) |
|---------|--------------|---------|---------|-------|-------------|----|--------|------|-----|-----|------|-----|-----|------|-----|--------|--------|-----|------|--------------|-----|
|         |              | (Bt/Sh) | (Bt/Sh) | (%)   | 21A 22F 23  | 3F | 21A    | 22F  | 23F | 21A | 22F  | 23F | 21A | 22F  | 23F | 21A    | 22F    | 23F | 21A  | 22F          | 23F |
| AH      | Outperform   | 22.90   | 26.0    | 17.6  | 10.2 7.9 6  | .3 | 413    | 28   | 25  | 1.0 | 0.9  | 0.8 | 10  | 11   | 13  | 4.1    | 4.1    | 5.1 | 8.8  | 7.3          | 6.0 |
| PCSGH   | Underperform | 5.00    | 4.2     | (9.5) | 13.2 10.8 9 | .1 | 246    | 23   | 19  | 1.5 | 1.5  | 1.4 | 12  | 14   | 16  | 5.0    | 6.5    | 7.7 | 4.8  | 3.9          | 3.2 |
| SAT     | Underperform | 21.10   | 22.0    | 11.7  | 9.4 8.7 8   | .1 | 157    | 8    | 8   | 1.2 | 1.1  | 1.1 | 13  | 13   | 14  | 7.1    | 7.4    | 8.1 | 3.6  | 3.2          | 2.7 |
| STANLY  | Neutral      | 186.50  | 197.0   | 9.4   | 9.1 8.3 7   | .3 | 51     | 10   | 13  | 0.7 | 0.7  | 0.6 | 8   | 8    | 9   | 3.5    | 3.8    | 4.3 | 2.9  | 2.3          | 1.6 |
| Average |              |         |         |       | 10.5 8.9 7. | .7 | 217    | 17   | 16  | 1.1 | 1.1  | 1.0 | 11  | 12   | 13  | 4.9    | 5.5    | 6.3 | 5.0  | 4.2          | 3.4 |

Source: SCBS Investment Research

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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.

- TIP was voluntarily delisted from the Stock Exchange of Thailand effectively on July 24, 2021
- <sup>2</sup> RCI was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 16, 2021
- \* บริษัทหรือกรรมการหรือผู้บริหารของบริษัททมีีข่าวด้านการกากับดูแลกิจการ เช่น การกระทาผิดเกี่ยวกับหลักทรัพย์ การทุจริต คอร์รัปขัน เป็นต้น ซึ่งการใช้ข้อมูล CGR ควรตระหนักถึงข่าวดังกล่าว ประกอบด้วย

#### **Anti-corruption Progress Indicator**

# 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, ECH, BCP, BCPG, BEYOND, BGC, BGRIM, BICHI, 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, DUSTT, EA, EASTW, ECL, EGCO, EP, EPG, ERW, ESTAR, ETE, FE, FRS, 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, IRCC, 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, IRPC, TTEL, IVL, JKN, K, KASET, KBANK, KBS, KCAR, KCE, KGJ, 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, 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, WACCOALL, WILL, STANDARD, WILL, STANDARD, WILL, STANDARD, STANDARD 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, SSS, 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, CIVIL, 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, HILL, 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 HYDRO, ICN, IHL, IIG, ILM, IMH, IND, INGRS, INSET, IP, IRCP, IT, ITID, 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, METO, 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, NVT, NVT, OHTL, OISHI, ONEE, OR, OSP, OTO, PACE, PACO, PAE, PAF, PEACE, PERM, PF, PICO, PIN, PJW, PLE, PMTA, POLAR, POMPUI, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRIME, PRIN, PRO, PROUD, PSG, PTC, 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, SAWANG, SCI, SCP, SDC, SE, SEAFCO, SECURE, SF, SFLEX, SFP, SFF, 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, TCC, TCC, TCOAT, TEAM, TEAM, TEAM, 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, 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, WEX, WGE, WINMED, WINNER, WOOLD, WW, WAVE, WEY, WGE, WINMED, WINN WORK, WORLD, WP, WPH, XPG, YGG

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

5 Tue, Mar 1, 2022