



Central Plaza Hotel

Central Plaza Hotel
Public Company Limited

CENTEL

Bloomberg CENTEL.TB
Reuters CENTEL.BK

1Q22: Below estimates on weaker hotels

CENTEL reported a 1Q22 net loss of Bt44mn, better YoY but sinking from a net profit of Bt152mn in 4Q21. The miss to SCBS (net profit of Bt83mn) and market (net profit of Bt143mn) estimates was due to a weaker hotel business brought by higher tax expenses. We expect 2Q22 core earnings to improve YoY in tandem with Thai tourism recovery that will drive the hotel business and off the low base for the food business in 2Q-3Q21 (restrictions to control the third wave of COVID-19) but to soften QoQ on seasonality. We are Neutral on CENTEL from limited upside to our end-2023 TP of Bt38/share (based on SOTP valuation).

1Q22: Below estimates. CENTEL reported a 1Q22 net loss of Bt44mn, better YoY but turning from a net profit of Bt152mn in 4Q21, missing SCBS (Bt83mn) and market (Bt143mn) estimates due to a weaker hotel business.

1Q22 highlights

- **Hotel business (+YoY, -QoQ).** As shown in Figure 2, its hotel business reported a loss of Bt149mn in 1Q22, better than the net loss of Bt500mn in 1Q21 but worse than the net loss of Bt32mn in 4Q21, dragged down by higher tax expense (from tax income in 4Q21). However, a look at operations shows strong RevPar (+150% YoY and +12% QoQ), driven by hotels in Maldives that ran at an 86% occupancy rate in 1Q22 (up from 76% in 1Q21 and 81% in 4Q21), beating hotels in Bangkok at 31% and in the provinces at 24%.
- **Food business (+YoY, -QoQ).** The food business contributed profit of Bt105mn in 1Q22, surging from Bt25mn in 1Q21 but down 43% QoQ. The YoY earnings improvement was backed by SSS at 10% (vs. -23% in 1Q21, hit by the second wave of COVID-19 and -2% in 4Q21) while the QoQ earnings drop was due to a lower EBITDA margin (from rising food cost) and higher depreciation and amortization expenses off the low base in 4Q21 due to rights-of-use asset adjustment.

Earnings outlook. We expect 2Q22 core earnings to improve YoY in tandem with the recovery of Thai tourism that will fuel the hotel business and off the low base for the food business in 2Q-3Q21 when the government enacted restrictions to control the third wave of COVID-19, but to soften QoQ on seasonality. Upside is better Thai tourism, economy and consumer spending. Risks are uncontrollable events, e.g., a resurgence of COVID-19 with a new virus variant, an economic slowdown that could hurt travel demand and intense competition in the hotel industry after COVID-19 eases.

Forecasts and valuation

Year to 31 Dec	Unit	2020	2021	2022F	2023F	2024F
Revenue	(Btmn)	12,893	11,197	14,643	17,726	19,939
EBITDA	(Btmn)	778	2,115	3,406	5,142	6,059
Core profit	(Btmn)	(1,550)	(1,733)	(556)	892	1,661
Reported profit	(Btmn)	(2,775)	(1,733)	(556)	892	1,662
Core EPS	(Bt)	(1.15)	(1.28)	(0.41)	0.66	1.23
DPS	(Bt)	0.00	0.00	0.00	0.26	0.49
P/E, core	(x)	N.A.	N.A.	N.A.	62.8	33.7
EPS growth, core	(%)	N.A.	N.A.	N.A.	N.A.	86.2
P/BV, core	(x)	5.5	3.0	3.1	3.0	2.9
ROE	(%)	(12.7)	(12.1)	(3.1)	4.9	8.8
Dividend yield	(%)	0.0	0.0	0.0	0.6	1.2
FCF yield	(%)	(2.3)	(2.3)	(0.3)	2.6	4.2
EV/EBIT	(x)	N.A.	N.A.	N.A.	34.5	23.4
EBIT growth, core	(%)	N.A.	N.A.	N.A.	625.9	43.9
EV/CE	(x)	2.3	1.8	1.8	1.8	1.8
ROCE	(%)	(5.5)	(3.8)	(0.7)	2.5	4.1
EV/EBITDA	(x)	83.1	32.1	20.0	13.0	10.8
EBITDA growth	(%)	(82.0)	171.8	61.0	51.0	17.8

Source: SCBS Investment Research

Tactical: NEUTRAL

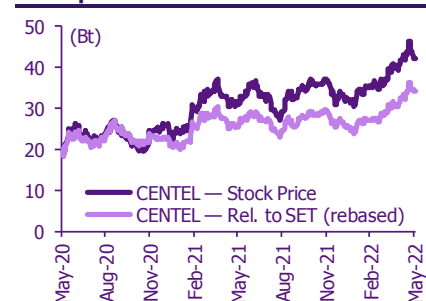
(3-month)

Stock data

Last close (May 17) (Bt)	41.50
Target price (Bt)	38.00
Mkt cap (Btbn)	56.03
Mkt cap (US\$mn)	1,625

Beta	H
Mkt cap (%) SET	0.29
Sector % SET	0.66
Shares issued (mn)	1,350
Par value (Bt)	1.00
12-m high / low (Bt)	46.5 / 26.8
Avg. daily 6m (US\$mn)	3.83
Foreign limit / actual (%)	40 / 8
Free float (%)	72.4
Dividend policy (%)	≥ 60

Price performance



Source: SET, SCBS Investment Research

Share performance

(%)	1M	3M	12M
Absolute	(2.4)	13.7	25.8
Relative to SET	0.9	20.7	22.0

Source: SET, SCBS Investment Research

Analyst

Raweenuch Piyakriengkai

Fundamental Investment

Analyst on Securities

(66-2) 949-1002

raweenuch.piyakriengkai@scb.co.th

Financial statement

Profit and Loss Statement

FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024F
Total revenue	(Btmn)	19,814	21,263	20,623	12,893	11,197	14,643	17,726	19,939
Cost of goods sold	(Btmn)	11,532	12,368	12,189	8,837	7,613	9,266	9,927	10,667
Gross profit	(Btmn)	8,283	8,895	8,434	4,056	3,584	5,377	7,799	9,271
SG&A	(Btmn)	6,056	6,518	6,828	5,831	5,075	5,644	6,648	7,450
Other income	(Btmn)	531	505	668	357	438	534	787	968
Interest expense	(Btmn)	224	205	214	669	718	812	769	707
Pre-tax profit	(Btmn)	2,533	2,678	2,061	(3,312)	(1,771)	(545)	1,169	2,082
Corporate tax	(Btmn)	408	439	281	(435)	(78)	(24)	207	364
Equity a/c profits	(Btmn)	(35)	35	29	(21)	(64)	(35)	(20)	0
Minority interests	(Btmn)	(100)	(97)	(65)	123	24	-	(50)	(56)
Core profit	(Btmn)	2,020	2,182	1,664	(1,550)	(1,733)	(556)	892	1,661
Extra-ordinary items	(Btmn)	(29)	(4)	81	(1,225)	-	-	-	1
Net Profit	(Btmn)	1,991	2,178	1,744	(2,775)	(1,733)	(556)	892	1,662
EBITDA	(Btmn)	4,671	4,927	4,312	778	2,115	3,406	5,142	6,059
Core EPS (Bt)	(Bt)	1.50	1.62	1.23	(1.15)	(1.28)	(0.41)	0.66	1.23
Net EPS (Bt)	(Bt)	1.48	1.61	1.29	(2.06)	(1.28)	(0.41)	0.66	1.23
DPS (Bt)	(Bt)	0.60	0.65	0.55	0.00	0.00	0.00	0.26	0.49

Balance Sheet

FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024F
Total current assets	(Btmn)	2,651	4,049	4,661	4,406	5,732	4,348	4,665	4,739
Total fixed assets	(Btmn)	17,884	17,628	17,997	17,368	29,875	30,961	31,981	32,936
Total assets	(Btmn)	25,037	26,447	27,590	35,350	48,593	46,744	46,512	45,928
Total loans	(Btmn)	6,904	7,024	7,665	11,380	15,618	14,078	12,978	11,078
Total current liabilities	(Btmn)	4,405	3,692	5,129	7,798	9,664	8,818	9,103	8,987
Total long-term liabilities	(Btmn)	5,818	6,660	5,698	7,687	10,578	10,078	8,978	7,479
Total liabilities	(Btmn)	12,979	13,028	13,446	25,135	30,161	28,868	28,101	26,519
Paid-up capital	(Btmn)	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350
Total equity	(Btmn)	12,058	13,420	14,144	10,216	18,432	17,876	18,411	19,408
BVPS (Bt)	(Bt)	8.93	9.94	10.48	7.57	13.65	13.24	13.64	14.38

Cash Flow Statement

FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024F
Core Profit	(Btmn)	2,020	2,182	1,664	(1,550)	(1,733)	(556)	892	1,661
Depreciation and amortization	(Btmn)	1,914	2,045	2,037	3,421	3,167	3,139	3,204	3,270
Operating cash flow	(Btmn)	4,821	4,213	3,813	1,348	2,135	2,487	4,092	4,981
Investing cash flow	(Btmn)	(3,189)	(2,669)	(2,594)	(2,629)	(3,397)	(2,674)	(2,656)	(2,612)
Financing cash flow	(Btmn)	(1,911)	(992)	(4,632)	1,948	1,728	(1,540)	(1,457)	(2,565)
Net cash flow	(Btmn)	(279)	552	(3,412)	666	0	(1,727)	(21)	(196)

Key Financial Ratios

FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024F
Gross margin	(%)	41.8	41.8	40.9	31.5	32.0	36.7	44.0	46.5
Operating margin	(%)	11.2	11.2	7.8	(13.8)	(13.3)	(1.8)	6.5	9.1
EBITDA margin	(%)	23.7	23.2	20.5	15.5	18.9	23.3	29.0	30.4
EBIT margin	(%)	13.9	13.6	11.0	(20.5)	(9.4)	1.8	10.9	14.0
Net profit margin	(%)	10.1	10.2	8.5	(21.5)	(15.5)	(3.8)	5.0	8.3
ROE	(%)	17.4	17.1	12.1	(12.7)	(12.1)	(3.1)	4.9	8.8
ROA	(%)	8.2	8.5	6.2	(4.9)	(4.1)	(1.2)	1.9	3.6
Net D/E	(x)	0.5	0.4	0.3	0.8	0.6	0.7	0.6	0.5
Interest coverage	(x)	20.9	24.1	20.1	1.2	2.9	4.2	6.7	8.6
Debt service coverage	(x)	3.6	8.7	2.0	0.2	0.4	0.7	1.1	1.4
Payout Ratio	(x)	40.7	40.3	42.6	0.0	0.0	0.0	40.0	40.0

Main Assumptions

FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024F
Owned hotels									
Occupancy rate	(%)	82.7	81.9	77.2	27.0	18.0	35.0	60.0	70.0
ARR	(Bt/room/night)	4,897	4,620	4,477	4,149	4,322	4,625	4,948	5,295
ARR growth	(%)	0.9	(5.7)	(3.1)	(7.3)	4.2	7.0	7.0	7.0
RevPar	(Bt/room/night)	4,049	3,786	3,456	1,134	772	1,619	2,969	3,706
RevPar growth	(%)	1.9	(6.5)	(8.7)	(67.2)	(31.9)	109.7	83.4	24.8
QSR business									
SSS	(%)	(0.9)	0.1	(5.1)	(22.0)	(14.0)	10.0	3.0	1.5
Total outlets	(outlets)	889	956	1,064	1,179	1,389	1,539	1,689	1,839

Financial statement

Profit and Loss Statement

FY December 31	Unit	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Total revenue	(Btmn)	2,245	2,994	3,157	2,678	2,563	2,307	3,649	3,678
Cost of goods sold	(Btmn)	1,669	2,203	2,243	1,813	1,849	1,758	2,194	2,285
Gross profit	(Btmn)	576	790	914	865	714	549	1,455	1,392
SG&A	(Btmn)	1,085	1,667	1,354	1,276	1,297	1,256	1,246	1,413
Other income	(Btmn)	91	68	1,319	95	82	118	99	204
Interest expense	(Btmn)	143	191	164	165	172	214	167	172
Pre-tax profit	(Btmn)	(561)	(1,000)	(510)	(481)	(673)	(803)	142	11
Corporate tax	(Btmn)	(39)	(67)	(343)	(9)	(7)	12	(74)	35
Equity a/c profits	(Btmn)	5	(23)	(10)	(9)	(13)	(17)	(25)	0
Minority interests	(Btmn)	51	58	35	5	28	29	(38)	(21)
Core profit	(Btmn)	(465)	(897)	(142)	(476)	(651)	(803)	152	(44)
Extra-ordinary items	(Btmn)	0	0	(1,225)	0	45	0	0	0
Net Profit	(Btmn)	(465)	(897)	(1,367)	(476)	(606)	(803)	152	(44)
EBITDA	(Btmn)	435	55	504	495	315	257	1,003	951
Core EPS (Bt)	(Bt)	(0.34)	(0.66)	(0.11)	(0.35)	(0.48)	(0.60)	0.11	(0.03)
Net EPS (Bt)	(Bt)	(0.34)	(0.66)	(1.01)	(0.35)	(0.45)	(0.60)	0.11	(0.03)

Balance Sheet

FY December 31	Unit	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Total current assets	(Btmn)	4,998	4,275	4,406	4,384	4,707	5,015	5,732	6,033
Total fixed assets	(Btmn)	17,934	17,999	17,368	17,616	29,809	29,895	29,875	29,680
Total assets	(Btmn)	37,434	36,624	35,350	35,606	47,682	47,880	48,593	48,300
Total loans	(Btmn)	10,515	10,657	11,380	12,338	13,556	14,590	15,618	16,017
Total current liabilities	(Btmn)	7,037	7,746	7,798	7,756	6,568	7,795	9,664	9,225
Total long-term liabilities	(Btmn)	7,225	6,863	7,687	8,645	10,948	10,989	10,578	11,149
Total liabilities	(Btmn)	24,833	24,902	25,135	25,736	28,702	29,576	30,161	29,894
Paid-up capital	(Btmn)	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350
Total equity	(Btmn)	12,601	11,722	10,216	9,870	18,980	18,304	18,432	18,406
BVPS (Bt)	(Bt)	9.33	8.68	7.57	7.31	14.06	13.56	13.65	13.63

Cash Flow Statement

FY December 31	Unit	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Core Profit	(Btmn)	(465)	(897)	(142)	(476)	(651)	(803)	152	(44)
Depreciation and amortization	(Btmn)	852	864	850	810	816	847	694	767
Operating cash flow	(Btmn)	279	384	125	277	530	300	1,028	574
Investing cash flow	(Btmn)	(364)	(54)	(602)	(766)	(716)	(847)	(1,069)	(339)
Financing cash flow	(Btmn)	659	(430)	360	432	364	405	526	(108)
Net cash flow	(Btmn)	574	(99)	(117)	(57)	179	(142)	485	126

Key Financial Ratios

FY December 31	Unit	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Gross margin	(%)	25.7	26.4	29.0	32.3	27.9	23.8	39.9	37.9
Operating margin	(%)	(22.7)	(29.3)	(13.9)	(15.3)	(22.7)	(30.7)	5.7	(0.6)
EBITDA margin	(%)	19.4	1.8	16.0	18.5	12.3	11.2	27.5	25.9
EBIT margin	(%)	(18.6)	(27.0)	(49.8)	5.0	0.0	0.0	0.0	0.0
Net profit margin	(%)	(20.7)	(30.0)	(43.3)	(17.8)	(23.7)	(34.8)	4.2	(1.2)
ROE	(%)	(7.3)	(14.4)	(12.4)	(16.4)	(14.3)	(17.1)	(12.4)	(1.2)
ROA	(%)	(3.0)	(5.8)	(4.8)	(5.2)	(5.3)	(6.1)	(4.2)	(0.4)
Net D/E	(x)	0.6	0.7	0.8	1.0	0.6	0.6	0.6	0.7
Interest coverage	(x)	3.0	0.3	3.1	3.0	1.8	1.2	6.0	5.5
Debt service coverage	(x)	0.5	0.0	0.5	0.5	0.4	0.2	0.7	0.7

Main Assumptions

FY December 31	Unit	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Owned hotels									
Occupancy rate	(%)	4.2	20.1	27.0	14.0	12.0	16.0	30.0	29.0
ARR	(Bt/room/night)	2,490	2,654	3,109	4,886	3,214	3,497	4,943	5,639
ARR growth	(%)	(38.5)	(30.6)	(28.6)	(7.5)	29.1	31.8	59.0	15.4
RevPar	(Bt/room/night)	104	533	831	660	381	560	1,475	1,650
RevPar growth	(%)	(96.5)	(81.4)	(75.5)	(78.6)	266.3	5.1	77.5	150.0
QSR business									
SSS	(%)	(35.4)	(19.8)	(20.0)	(23.0)	0.0	(30.0)	(2.0)	10.0
Total outlets	(outlets)	1,067	1,082	1,179	1,189	1,205	1,270	1,389	1,398

Figure 1: CENTEL's earnings review

(Bt mn)	1Q21	2Q21	3Q21	4Q21	1Q22	YoY%	QoQ%
Revenue	2,678	2,563	2,307	3,649	3,678	37.3	0.8
Gross profit	865	714	549	1,455	1,392	60.9	(4.3)
EBITDA	495	315	257	1,003	951	92.3	(5.2)
Core profit	(476)	(651)	(803)	152	(44)	N.A.	N.A.
Net profit	(476)	(606)	(803)	152	(44)	N.A.	N.A.
EPS (Bt/share)	(0.35)	(0.45)	(0.60)	0.11	(0.03)	N.A.	N.A.
Balance Sheet							
Total Assets	35,606	47,682	47,880	48,593	48,300	35.7	(0.6)
Total Liabilities	25,736	28,702	29,576	30,161	29,894	16.2	(0.9)
Total Equity	9,870	18,980	18,304	18,432	18,406	86.5	(0.1)
BVPS (Bt/share)	7.31	14.06	13.56	13.65	13.63	86.5	(0.1)
Financial Ratio							
Gross Margin (%)	32.3	27.9	23.8	39.9	37.9		
EBITDA margin (%)	18.5	12.3	11.2	27.5	25.9		
Net Profit Margin (%)	(17.8)	(23.7)	(34.8)	4.2	(1.2)		
ROA (%)	(5.2)	(6.1)	(7.6)	1.5	(0.4)		
ROE (%)	(16.4)	(16.5)	(21.4)	4.3	(1.2)		
D/E (X)	1.2	0.7	0.8	0.8	0.9		
Operational data							
Hotel business (owned hotels)							
Occupancy rate (percent)	14.0	12.0	16.0	30.0	29.0	15.0	(1.0)
ARR (Bt/room/night)	4,886	3,214	3,497	4,943	5,639	15.4	14.1
RevPar (Bt/room/night)	660	381	560	1,475	1,650	150.0	11.9
No. of rooms	4,443	4,443	4,443	4,443	4,443	0.0	0.0
Food business							
SSS (percent)	(23.0)	0.0	(30.0)	(2.0)	10.0		
TSSS (percent)	(20.0)	5.0	(25.0)	3.0	15.0		
No. of outlets	1,189	1,205	1,270	1,389	1,398	17.6	0.6

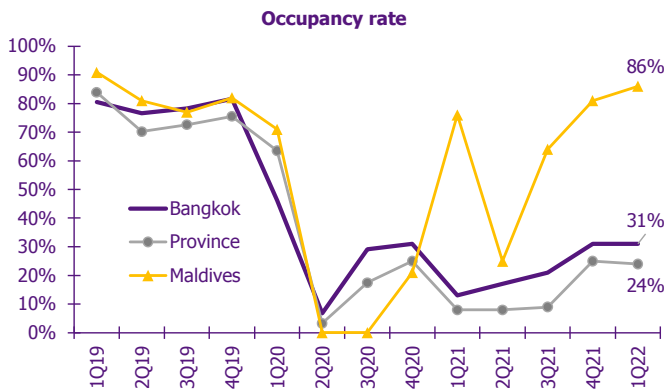
Source: Company data and SCBS Investment Research

Figure 2: Profit breakdown by business

(Bt mn)	1Q21	2Q21	3Q21	4Q21	1Q22	% YoY	% QoQ
Hotel business	(500)	(627)	(786)	(32)	(149)	N.M.	N.M.
Food business	25	20	(18)	184	105	320	(42.9)
Net profit	(475)	(607)	(804)	152	(44)	N.M.	N.M.

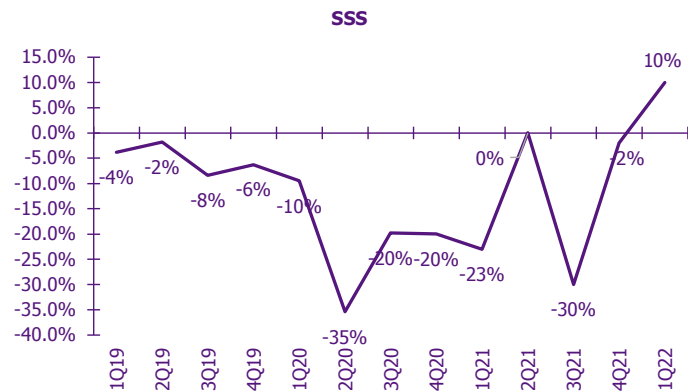
Source: Company data

Figure 3: Hotel occupancy rate



Source: Company data and SCBS Investment Research

Figure 4: SSS trend



Source: Company data and SCBS Investment Research

Figure 5: Valuation summary (Price as of May 17, 2022)

	Rating	Price (Bt/Sh)	Target (Bt/Sh)	ETR (%)	P/E (x)			EPS growth (%)			P/BV (x)			ROE (%)			Div. Yield (%)			EV/EBITDA (x)		
					21A	22F	23F	21A	22F	23F	21A	22F	23F	21A	22F	23F	21A	22F	23F	21A	22F	23F
AWC	Outperform	4.86	5.6	15.4	n.m.	n.m.	263.3	(76.3)	57.1	n.m.	2.0	2.0	2.0	(2.9)	(1.2)	0.8	0.2	0.0	0.2	n.m.	123.3	57.6
CENTEL	Neutral	41.50	38.0	(7.8)	n.m.	n.m.	62.8	(11.8)	67.9	n.m.	3.0	3.1	3.0	(12.1)	(3.1)	4.9	0.0	0.0	0.6	32.1	20.0	13.0
ERW	Outperform	3.70	4.0	8.1	n.m.	n.m.	n.m.	34.7	44.7	98.2	3.0	3.7	3.7	(41.1)	(20.7)	(0.4)	0.0	0.0	0.0	n.m.	296.2	18.9
MINT	Outperform	33.00	38.0	16.5	n.m.	n.m.	30.7	55.0	69.0	n.m.	2.2	2.3	2.2	(12.0)	(3.7)	7.3	0.0	0.0	1.3	18.5	12.6	8.6
Average					n.m.	n.m.	118.9	0.4	59.7	98.2	2.5	2.8	2.7	(17.0)	(7.2)	3.1	0.1	0.0	0.5	25.3	113.0	24.5

Source: SCBS Investment Research

Disclaimer

The information in this report has been obtained from sources believed to be reliable. However, its accuracy or completeness is not guaranteed. Any opinions expressed herein reflect our judgment at this date and are subject to change without notice. This report is for information only. It is not to be construed as an offer, or solicitation of an offer to sell or buy any securities. We accept no liability for any loss arising from the use of this document. We or our associates may have an interest in the companies mentioned therein.

SCB Securities Company Limited ("SCBS") is a wholly-owned subsidiary of The Siam Commercial Bank Public Company Limited ("SCB"). Any information related to SCB is for sector comparison purposes.

This document is prepared by SCB Securities Company Limited ("SCBS") which is wholly-owned by the Siam Commercial Bank Public Company Limited ("SCB"). SCB acts as financial advisor of the SCG Chemicals Public Company Limited (SCGC). Any opinions, news, research, analyses, prices, statements, forecasts, projections and/or other information contained in this document (the "Information") is provided as general information purposes only and shall not be construed as individualized recommendation of an offer to buy or sell or the solicitation of an offer to buy or sell any securities. SCBS and/or its directors, officers and employees shall not be liable for any direct, indirect, incidental, special or consequential loss or damage, resulting from the use of or reliance on the Information, including without limitation to, damages for loss of profits. The investors shall use the Information in association with other information and opinion, including their own judgment in making investment decision. The Information is obtained from sources believed to be reliable, and SCBS cannot guarantee the accuracy, completeness and/or correctness of the Information.

This document is prepared by SCB Securities Company Limited ("SCBS") which is wholly-owned by The Siam Commercial Bank Public Company Limited ("SCB"). SCB may be appointed to act as financial advisor in relation to transactions to be carried out by Thai Oil Company Limited. Any opinions, news, research, analyses, prices, statements, forecasts, projections and/or other information contained in this document (the "Information") is provided as general information purposes only and shall not be construed as individualized recommendation of an offer to buy or sell or the solicitation of an offer to buy or sell any securities. SCBS and/or its directors, officers and employees shall not be liable for any direct, indirect, incidental, special or consequential loss or damage, resulting from the use of or reliance on the Information, including without limitation to, damages for loss of profits. The investors shall use the Information in association with other information and opinion, including their own judgment in making investment decision. The Information is obtained from sources believed to be reliable, and SCBS cannot guarantee the accuracy, completeness and/or correctness of the Information.

This document is prepared by SCB Securities Company Limited ("SCBS") which is wholly-owned by The Siam Commercial Bank Public Company Limited ("SCB"). SCB has acted as Financial Advisor, Lead Arranger of Global Power Synergy Public Company Limited. Any opinions, news, research, analyses, prices, statements, forecasts, projections and/or other information contained in this document (the "Information") is provided as general information purposes only, and shall not be construed as individualized recommendation of an offer to buy or sell or the solicitation of an offer to buy or sell any securities. SCBS and/or its directors, officers and employees shall not be liable for any direct, indirect, incidental, special or consequential loss or damage, resulting from the use of or reliance on the Information, including without limitation to, damages for loss of profits. The investors shall use the Information in association with other information and opinion, including their own judgment in making investment decision. The Information is obtained from sources believed to be reliable, and SCBS cannot guarantee the accuracy, completeness and/or correctness of the Information.

This document is prepared by SCB Securities Company Limited ("SCBS") which is wholly-owned by The Siam Commercial Bank Public Company Limited ("SCB"). SCB Asset Management Company Limited ("SCBAM") which is wholly-owned by The Siam Commercial Bank Public Company Limited ("SCB"). SCB has acted as Financial Advisor of Digital Telecommunications Infrastructure Fund. SCBAM has acted as Fund Manager of Digital Telecommunications Infrastructure Fund. Any opinions, news, research, analyses, prices, statements, forecasts, projections and/or other information contained in this document (the "Information") is provided as general information purposes only, and shall not be construed as individualized recommendation of an offer to buy or sell or the solicitation of an offer to buy or sell any securities. SCBS and/or its directors, officers and employees shall not be liable for any direct, indirect, incidental, special or consequential loss or damage, resulting from the use of or reliance on the Information, including without limitation to, damages for loss of profits. The investors shall use the Information in association with other information and opinion, including their own judgment in making investment decision. The Information is obtained from sources believed to be reliable, and SCBS cannot guarantee the accuracy, completeness and/or correctness of the Information.

SCBS reserves the right to modify the Information from time to time without notice and in its sole discretion. This document is delivered to intended recipient(s) only and is not permitted to reproduce, retransmit, disseminate, sell, distribute, republish, circulate or commercially exploit the Information in any manner without the prior written consent of SCBS.

Futures and Options trading carry a high level of risk with the potential for substantial losses, and are not suitable for all persons. Before deciding to trade Futures and Options, you should carefully consider your financial position, investment objectives, level of experience, and risk appetite if Futures and Options trading are appropriate. The possibility exists that you could sustain a loss of some or all of your initial investment. You should be aware of all the risks associated with Futures and Options trading, and you are advised to rely on your own judgment while making investment decision and/or should seek advice from professional investment advisor if you have any doubts.

This document is delivered to intended recipient(s) only and is not permitted to reproduce, retransmit, disseminate, sell, distribute, republish, circulate or commercially exploit the Information in any manner without the prior written consent of SCBS.

Copyright©2012 SCB Securities Company Limited. All rights reserved.

