Fri, Aug 9, 2024



Quality Houses Public Company Limited



berg QH TB S QH.BK



2Q24: Net profit in line, down YoY, up QoQ

QH reported 2Q24 net profit of Bt620mn (-7.4% YoY but +26.5% QoQ) in line with consensus on stronger presales and backlog recognition while gross margin was weakened by product mix. We expect a slip in 3Q24F both YoY and QoQ on a lower gross margin product mix coupled with lower presales without a new launch. We cut our 2024F revenue by 6% to Bt8.4bn (-5.4%) and net profit by 4% to Bt2.3bn (-7.8%). Given the unattractive valuation, we maintain our tactical call of Underperform with a new 2024 TP of Bt1.89/sh (average, PE of 8.8X) from Bt2.20/sh. It is paying a 1H24 dividend of Bt0.03/share, XD 21 Aug, yield 1.77%.

2Q24 net profit down YoY, up QoQ. 2Q24 net profit lined up with consensus at Bt620mn (-7.4% YoY but +26.5% QoQ) backed by stronger presales that were booked as revenue. Revenue was Bt2.3bn (-2.1% YoY but +36.7% QoQ), 85% from real estate sales, with value down 5% YoY but up 50% QoQ on sales at two new projects launched in 2Q24 and backlog carried from 1Q24; 15% was from rentals, with value up 20% YoY but down 9% QoQ. Average gross margin was 31.9%, down both YoY and QoQ as 60% of the units transferred in 2Q24 were in a lower-margin segment. Contribution from subsidiaries was Bt422mn down 7.4% YoY and 5.2% QoQ. 1H24 net profit is Bt1.11bn (-12% YoY).

1H24 presales achieved 42% of 2024 target. In 1H24, QH launched two new low-rise projects valued at Bt3.8bn, accounting for 39% of its planned 2024 launches of Bt9.8bn (+14%). 1H24 presales were Bt3.83bn, 42% of its 2024 target of Bt9.2bn (+22%), 85% from low-rise, with value slipping 3% HoH and 2% YoY, and 15% from condos, with value up 106% YoY but down 100% HoH, mostly sale of inventory at *Q-Sukhumvit* luxury condo. QH plans to launch three more projects valued at Bt6bn in 4Q24, bringing presales up HoH to ~Bt4.5bn. However, after the weakness in 1Q24, we expect QH to miss its presales target by 10% to Bt8.4-8.5bn (+10%).

Downgrade 2024. QH has current backlog of Bt1bn (79% from low-rise and 21% from condos) all to be booked as revenue in 2H24. In 3Q24, we expect a slight drop in net profit both YoY and QoQ pressured by lower gross margin on backlog recognition of both condo and low-rise (TH). In view of lower demand in 3Q24, we downgrade our 2024F revenue by 6% to Bt8.4bn (-5.4%) which brings net profit down 4% to Bt2.3bn (-7.8%), 76% of which will be contributed by subsidiaries.

Risks and concerns. <u>Operational risk</u>: Rejections and cancellations remain high especially in the low-rise mid/mid-end segments and it may have to add provisions for a lawsuit. <u>ESG risks</u>: QH is not included in SET ESG ratings with ESG risk from a lawsuit, which affects both the social and governance section.

Tactical: UNDERPERFORM

(3-month)

Stock data

| Last close (Aug 8) (Bt) | 1.69 |
|----------------------------|-----------|
| Target price (Bt) | 1.89 |
| Mkt cap (Btbn) | 18.11 |
| Mkt cap (US\$mn) | 514 |
| Beta | Н |
| Mkt cap (%) SET | 0.11 |
| Sector % SET | 5.39 |
| Shares issued (mn) | 10,714 |
| Par value (Bt) | 1.00 |
| 12-m high / low (Bt) | 2.4 / 1.6 |
| Avg. daily 6m (US\$mn) | 1.31 |
| Foreign limit / actual (%) | 40 / 8 |
| Free float (%) | 74.9 |
| Dividend policy (%) | n.a. |

Share performance (%) 1M 3M Absolute (9.1) (21.8) Relative to SET (7.5) (17.4)

Source: SET, InnovestX Research

| 2023 Sustainability / ESG Score | |
|---------------------------------|------|
| SET ESG Ratings | n.a. |

12M

(25.9)

(12.6)

ESG Bloomberg Rank in the sector

| 4/59 |
|------|
| 4/59 |
| 5/59 |
| 2/59 |
| |

ESG comment

Analyst

Securities (662) 949-1020

QH adheres to good corporate governance principles in corporate management and has consistently received the 5-star CG award. QH has not been added to SET ESG <u>Ratings</u>.

Fundamental Investment Analyst on

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Source: Bloomberg Finance L.P.

Termporn Tantivivat

Forecasts and valuation

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|------------------------|--------|-------|-------|-------|-------|-------|
| Year to 31 Dec | Unit | 2022 | 2023 | 2024F | 2025F | 2026F |
| Revenue | (Btmn) | 9,226 | 8,968 | 8,482 | 9,349 | 9,646 |
| EBITDA | (Btmn) | 3,093 | 3,118 | 2,962 | 3,129 | 3,052 |
| Core profit | (Btmn) | 2,396 | 2,503 | 2,306 | 2,423 | 2,529 |
| Reported profit | (Btmn) | 2,396 | 2,503 | 2,306 | 2,423 | 2,529 |
| Core EPS | (Bt) | 0.22 | 0.23 | 0.22 | 0.23 | 0.24 |
| DPS | (Bt) | 0.14 | 0.15 | 0.14 | 0.14 | 0.15 |
| P/E, core | (x) | 7.6 | 7.2 | 7.9 | 7.5 | 7.2 |
| EPS growth, core | (%) | 43.5 | 4.5 | (7.8) | 5.1 | 4.4 |
| P/BV, core | (x) | 0.6 | 0.6 | 0.6 | 0.6 | 0.6 |
| ROE | (%) | 8.5 | 8.6 | 7.7 | 7.9 | 8.0 |
| Dividend yield | (%) | 8.2 | 8.7 | 8.0 | 8.4 | 8.8 |
| EBITDA growth | (%) | 28.4 | 0.8 | (5.0) | 5.6 | (2.5) |
| | | | | | | |

Source: InnovestX Research

Our view on ESG

Although QH is not included in SET ESG ratings, QH is committed to conducting business in building quality communities and societies to become a learning organization that creates innovation and technology for sustainable business operations with the aim of delivering a better quality of life. This would lead to the creation of economic values while preserving resources and the environment under good corporate governance in order to satisfy all stakeholders.

EGS Disclosure Score

| Bloomberg ESG Score | 45.29 (2023) | | CG Rating | DJSI | SETESG | SET ESG Ratings | | | | |
|---------------------|--------------|--------|--|------|--------|-----------------|--|--|--|--|
| Rank in Sector | 4/59 | QH | 5 | No | No | No | | | | |
| | | Course | Course That Institute of Directory (IOD) CET | | | | | | | |

Source: Thai Institute of Directors (IOD), SET

Environmental Issue (E)

- Be a part of environmental care and preservation.
- Manage the use of resources cost-effectively.
- Reduce environmental impact with environmentally friendly construction.
- Greenhouse Gas Management.

Social Issue (S)

- Take care of society and nearby communities.
- Conduct business based on the principle of respect for human rights, including the equitable and fair treatment of employees and workers.
- Enhance the quality of life of society and communities.
- Sustainable human resource management.
- Responsible production and service for customers.

Governance Issue (G)

- Conduct business ethically with economic stability.
- Comply with good corporate governance and business ethics.
- Develop innovative products and services to meet the needs of customers in all aspects to create economic growth.
- QH adheres to good corporate governance principles in corporate management and has consistently received the 5-star CG award.

EGS Disclosure Score

| | 2022 | 2023 |
|--|--------|--------|
| ESG Disclosure Score | 39.04 | 45.26 |
| Environment | 15.74 | 30.78 |
| Emissions Reduction Initiatives | No | Yes |
| Climate Change Policy | No | No |
| Waste Reduction Policy | No | No |
| Environmental Supply Chain Management | No | Yes |
| Water Policy | Yes | Yes |
| | | |
| Social | 17.62 | 21.25 |
| Human Rights Policy | Yes | Yes |
| Policy Against Child Labor | Yes | Yes |
| Consumer Data Protection Policy | No | Yes |
| Equal Opportunity Policy | Yes | Yes |
| Business Ethics Policy | Yes | Yes |
| Anti-Bribery Ethics Policy | Yes | Yes |
| Lost Time Incident Rate - Employees | 0.00 | 0.00 |
| Fair Remuneration Policy | No | No |
| Number of Employees - CSR | 904.00 | 911.00 |
| | | |
| Governance | 83.59 | 83.59 |
| Size of the Board | 11.00 | 11.00 |
| Number of Executives / Company Managers | 6.00 | 6.00 |
| Number of Non Executive Directors on Board | 8.00 | 8.00 |
| Number of Board Meetings for the Year | 8.00 | 9.00 |
| Board Meeting Attendance Pct | 98.86 | 00.00 |

Source: Bloomberg Finance L.P.

Size of Compensation Committee

Num of Independent Directors on Compensation Cmte

Number of Compensation Committee Meetings

Bloomberg ESG Disclosure Scores rate companies on their level of disclosure of ESG data. Bloomberg offers four disclosure scores, for overall ESG, as well as Environmental, Social, and Governance. To review the fully transparent methodology, calculate disclosure scores for any company, and compare a company's scores vs its peers, see ESG Disclosure Score Model in Bloomberg.

Disclaimer

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Financial statement

| Profit and Loss Statement | | | | | | | | | |
|---------------------------|--------|--------|-------|-------|-------|-------|-------|-------|-------|
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Total revenue | (Btmn) | 10,680 | 9,138 | 8,120 | 9,226 | 8,968 | 8,482 | 9,349 | 9,646 |
| Cost of goods sold | (Btmn) | 7,083 | 6,318 | 5,702 | 6,097 | 5,963 | 5,716 | 6,276 | 6,465 |
| Gross profit | (Btmn) | 3,596 | 2,820 | 2,418 | 3,129 | 3,006 | 2,766 | 3,073 | 3,181 |
| SG&A | (Btmn) | 2,255 | 1,790 | 1,816 | 1,994 | 2,071 | 2,007 | 2,037 | 2,027 |
| Other income | (Btmn) | 270 | 239 | 236 | 223 | 272 | 232 | 205 | 209 |
| Interest expense | (Btmn) | 390 | 392 | 330 | 259 | 238 | 235 | 266 | 278 |
| Pre-tax profit | (Btmn) | 1,220 | 877 | 508 | 1,098 | 969 | 756 | 974 | 1,085 |
| Corporate tax | (Btmn) | 294 | 284 | 220 | 288 | 220 | 205 | 224 | 244 |
| Equity a/c profits | (Btmn) | 1,927 | 1,530 | 1,382 | 1,586 | 1,753 | 1,755 | 1,673 | 1,688 |
| Minority interests | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Core profit | (Btmn) | 2,854 | 2,123 | 1,670 | 2,396 | 2,503 | 2,306 | 2,423 | 2,529 |
| Extra-ordinary items | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Profit | (Btmn) | 2,854 | 2,123 | 1,670 | 2,396 | 2,503 | 2,306 | 2,423 | 2,529 |
| EBITDA | (Btmn) | 3,760 | 2,993 | 2,408 | 3,093 | 3,118 | 2,962 | 3,129 | 3,052 |
| Core EPS (Bt) | (Bt) | 0.27 | 0.20 | 0.16 | 0.22 | 0.23 | 0.22 | 0.23 | 0.24 |
| Net EPS (Bt) | (Bt) | 0.27 | 0.20 | 0.16 | 0.22 | 0.23 | 0.22 | 0.23 | 0.24 |
| DPS (Bt) | (Bt) | 0.16 | 0.12 | 0.09 | 0.14 | 0.15 | 0.14 | 0.14 | 0.15 |

| Balance Sheet | | | | | | | | | |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Total current assets | (Btmn) | 29,845 | 27,507 | 25,227 | 23,364 | 20,974 | 21,873 | 24,274 | 24,263 |
| Total fixed assets | (Btmn) | 24,303 | 23,395 | 22,440 | 22,871 | 22,652 | 21,569 | 18,688 | 16,830 |
| Total assets | (Btmn) | 54,148 | 50,902 | 47,667 | 46,236 | 43,626 | 43,442 | 42,963 | 41,093 |
| Total loans | (Btmn) | 12,590 | 12,588 | 11,637 | 6,038 | 9,668 | 5,369 | 7,333 | 5,140 |
| Total current liabilities | (Btmn) | 14,223 | 10,860 | 8,663 | 11,322 | 5,482 | 8,801 | 4,634 | 3,939 |
| Total long-term liabilities | (Btmn) | 13,656 | 13,178 | 12,436 | 7,929 | 10,311 | 6,268 | 8,098 | 5,954 |
| Total liabilities | (Btmn) | 27,878 | 24,038 | 21,099 | 19,251 | 15,793 | 15,070 | 12,732 | 9,893 |
| Paid-up capital | (Btmn) | 10,714 | 10,714 | 10,714 | 10,714 | 10,714 | 10,714 | 10,714 | 10,714 |
| Total equity | (Btmn) | 26,950 | 27,125 | 27,580 | 28,795 | 29,501 | 30,230 | 31,200 | 32,203 |
| BVPS (Bt) | (Bt) | 2.52 | 2.53 | 2.57 | 2.69 | 2.75 | 2.82 | 2.91 | 3.01 |

| Cash Flow Statement | | | | | | | | | |
|-------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Core Profit | (Btmn) | 2,854 | 2,123 | 1,670 | 2,396 | 2,503 | 2,306 | 2,423 | 2,529 |
| Depreciation and amortization | (Btmn) | 223 | 194 | 188 | 178 | 150 | 158 | 216 | 216 |
| Operating cash flow | (Btmn) | 4,522 | 3,535 | 5,497 | 3,898 | 3,827 | 2,497 | 2,429 | 1,869 |
| Investing cash flow | (Btmn) | (1,741) | (509) | 1,092 | (126) | (176) | (149) | 1,650 | 2,200 |
| Financing cash flow | (Btmn) | (2,772) | (4,632) | (5,973) | (3,393) | (5,328) | (2,530) | (2,501) | (4,453) |
| Net cash flow | (Btmn) | 4,522 | 3,535 | 5,497 | 3,898 | 3,827 | 2,497 | 2,429 | 1,869 |

| Key Financial Ratios | | | | | | | | | |
|-----------------------|------|-------|-------|-------|-------|-------|-------|-------|-------|
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Gross margin | (%) | 33.7 | 30.9 | 29.8 | 33.9 | 33.5 | 32.6 | 32.9 | 33.0 |
| Operating margin | (%) | 12.6 | 11.3 | 7.4 | 12.3 | 10.4 | 8.9 | 11.1 | 12.0 |
| EBITDA margin | (%) | 35.2 | 32.8 | 29.7 | 33.5 | 34.8 | 34.9 | 33.5 | 31.6 |
| EBIT margin | (%) | 15.1 | 13.9 | 10.3 | 14.7 | 13.5 | 11.7 | 13.3 | 14.1 |
| Net profit margin | (%) | 26.7 | 23.2 | 20.6 | 26.0 | 27.9 | 27.2 | 25.9 | 26.2 |
| ROE | (%) | 10.7 | 7.9 | 6.1 | 8.5 | 8.6 | 7.7 | 7.9 | 8.0 |
| ROA | (%) | 5.3 | 4.0 | 3.4 | 5.1 | 5.6 | 5.3 | 5.6 | 6.0 |
| Net D/E | (x) | (0.6) | (0.5) | (0.4) | (0.5) | (0.4) | (0.6) | (0.5) | (0.5) |
| Interest coverage | (x) | 9.6 | 3.4 | 1.8 | 11.9 | 2.2 | 3.3 | 5.1 | 4.9 |
| Debt service coverage | (x) | 60.0 | 60.0 | 60.0 | 62.0 | 63.0 | 63.0 | 63.0 | 63.0 |
| Payout Ratio | (x) | 33.7 | 30.9 | 29.8 | 33.9 | 33.5 | 32.6 | 32.9 | 33.0 |



Financial statement

| Profit and Loss Statement | | | | | | | | | |
|---------------------------|---------|-------|-------|-------|-------|-------|-------|-------|-------|
| FY December 31 | Unit | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 |
| Total revenue | (Btmn) | 2,417 | 2,524 | 1,903 | 2,424 | 2,349 | 2,292 | 1,735 | 2,372 |
| Cost of goods sold | (Btmn) | 1,624 | 1,661 | 1,237 | 1,621 | 1,582 | 1,522 | 1,137 | 1,615 |
| Gross profit | (Btmn) | 793 | 862 | 666 | 803 | 766 | 770 | 598 | 757 |
| SG&A | (Btmn) | 476 | 538 | 482 | 501 | 499 | 589 | 528 | 500 |
| Other income | (Btmn) | 58 | 50 | 62 | 78 | 72 | 60 | 63 | 71 |
| Interest expense | (Btmn) | 62 | 64 | 61 | 63 | 58 | 56 | 55 | 58 |
| Pre-tax profit | (Btmn) | 313 | 311 | 185 | 318 | 281 | 185 | 78 | 270 |
| Corporate tax | (Btmn) | 80 | 70 | 45 | 87 | 70 | 18 | 33 | 72 |
| Equity a/c profits | (Btmn) | 407 | 417 | 452 | 438 | 422 | 440 | 445 | 422 |
| Minority interests | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Core profit | (Btmn) | 640 | 657 | 592 | 669 | 634 | 607 | 490 | 620 |
| Extra-ordinary items | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Profit | (Btmn) | 640 | 657 | 592 | 669 | 634 | 607 | 490 | 620 |
| EBITDA | (Btmn) | 828 | 837 | 738 | 859 | 802 | 715 | 602 | 774 |
| Core EPS | (Bt/sh) | 0.06 | 0.06 | 0.06 | 0.06 | 0.06 | 0.06 | 0.05 | 0.06 |

Balance Sheet

| FY December 31 | Unit | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Total current assets | (Btmn) | 23,080 | 20,974 | 21,375 | 21,265 | 21,447 | 21,873 | 21,886 | 22,383 |
| Total fixed assets | (Btmn) | 21,087 | 22,652 | 22,506 | 22,386 | 21,306 | 21,569 | 22,209 | 21,861 |
| Total assets | (Btmn) | 44,166 | 43,626 | 43,881 | 43,651 | 42,752 | 43,442 | 44,095 | 44,244 |
| Total loans | (Btmn) | 11,501 | 10,405 | 11,315 | 11,729 | 10,974 | 10,424 | 11,303 | 12,174 |
| Total current liabilities | (Btmn) | 8,413 | 5,482 | 7,768 | 8,556 | 7,992 | 8,801 | 6,613 | 6,909 |
| Total long-term liabilities | (Btmn) | 8,668 | 10,311 | 7,800 | 7,279 | 7,059 | 6,268 | 8,588 | 8,937 |
| Total liabilities | (Btmn) | 17,081 | 15,794 | 15,568 | 15,836 | 15,051 | 15,070 | 15,201 | 15,846 |
| Paid-up capital | (Btmn) | 10,714 | 10,714 | 10,714 | 10,714 | 10,714 | 10,714 | 10,714 | 10,714 |
| Total equity | (Btmn) | 27,085 | 27,833 | 28,313 | 27,815 | 27,702 | 28,373 | 28,894 | 28,398 |
| BVPS (Bt) | (Bt) | 2.53 | 2.60 | 2.64 | 2.60 | 2.59 | 2.65 | 2.70 | 2.65 |
| BVPS (Bt) | (Bt) | 2.53 | 2.60 | 2.64 | 2.60 | 2.59 | 2.65 | 2.70 | 2 |

| Cash Flow Statement | | | | | | | | | |
|-------------------------------|--------|---------|---------|-------|---------|---------|---------|------|-------|
| FY December 31 | Unit | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 |
| Core Profit | (Btmn) | 640 | 657 | 592 | 669 | 634 | 607 | 490 | 620 |
| Depreciation and amortization | (Btmn) | 46 | 46 | 40 | 40 | 40 | 33 | 25 | 25 |
| Operating cash flow | (Btmn) | 2,354 | 2,640 | 344 | 1,175 | 1,517 | 1,136 | 17 | 158 |
| Investing cash flow | (Btmn) | 1,066 | 1,040 | 47 | 658 | 1,186 | (1,251) | 38 | 750 |
| Financing cash flow | (Btmn) | (3,763) | (5,356) | (405) | (1,192) | (2,608) | (2,570) | 10 | 790 |
| Net cash flow | (Btmn) | (343) | (1,676) | (14) | 641 | 95 | (2,685) | 65 | 1,699 |

| FY December 31 | Unit | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 |
|-----------------------|------|------|------|------|------|------|------|------|------|
| Gross margin | (%) | 32.8 | 34.2 | 35.0 | 33.1 | 32.6 | 33.6 | 34.5 | 31.9 |
| Operating margin | (%) | 13.1 | 12.9 | 9.7 | 12.5 | 11.4 | 7.9 | 4.0 | 10.8 |
| EBITDA margin | (%) | 34.3 | 33.2 | 38.8 | 35.5 | 34.1 | 31.2 | 34.7 | 32.6 |
| EBIT margin | (%) | 32.4 | 31.3 | 36.7 | 33.8 | 32.4 | 29.7 | 33.3 | 31.6 |
| Net profit margin | (%) | 26.5 | 26.0 | 31.1 | 27.6 | 27.0 | 26.5 | 28.2 | 26.1 |
| ROE | (%) | 9.5 | 9.6 | 8.4 | 9.5 | 9.1 | 8.7 | 6.8 | 8.7 |
| ROA | (%) | 5.8 | 6.0 | 5.4 | 6.1 | 5.9 | 5.6 | 4.5 | 5.6 |
| Net D/E | (x) | 0.3 | 0.3 | 0.3 | 0.4 | 0.3 | 0.3 | 0.3 | 0.4 |
| Interest coverage | (x) | 13.3 | 13.1 | 12.2 | 13.7 | 13.8 | 12.7 | 11.0 | 13.4 |
| Debt service coverage | (x) | 0.7 | 1.7 | 0.5 | 0.5 | 0.6 | 0.4 | 0.5 | 0.6 |



Figure 1: Earnings Review

| FY December 31 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | YoY%Chg | QoQ%Chg | 1H23 | 1H24 | % Chg |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--------|
| Sales | 2,424 | 2,349 | 2,292 | 1,735 | 2,372 | -2.1% | 36.7% | 4,327 | 4,107 | -5.1% |
| Costs of Sales | (1,621) | (1,582) | (1,522) | (1,137) | (1,615) | -0.3% | 42.0% | (2,858) | (2,752) | -3.7% |
| Gross Profit | 803 | 766 | 770 | 598 | 757 | -5.8% | 26.6% | 1,469 | 1,354 | -7.8% |
| SG&A Expense | (501) | (499) | (589) | (528) | (500) | -0.1% | -5.3% | (983) | (1,028) | 4.6% |
| EBIT | 303 | 267 | 181 | 70 | 257 | -15.2% | 266.6% | 486 | 327 | -32.8% |
| Depreciation Expense | 40 | 36 | 33 | 25 | 25 | -39.2% | -1.1% | 80 | 49 | -38.4% |
| EBITDA | 343 | 304 | 214 | 95 | 281 | -18.0% | 196.4% | 567 | 376 | -33.6% |
| Interest Expense | (63) | (58) | (56) | (55) | (58) | -8.0% | 5.6% | (123) | (112) | -9.0% |
| Other Income (Expense) | 78 | 72 | 60 | 63 | 71 | -8.5% | 13.2% | 140 | 134 | -4.1% |
| Pre-tax Profit | 318 | 281 | 185 | 78 | 270 | -15.0% | 244.8% | 503 | 349 | -30.7% |
| Corporate Tax | (87) | (70) | (18) | (33) | (72) | -17.3% | 118.0% | (132) | (105) | -20.6% |
| Pre-exceptional Profit | 231 | 211 | 167 | 45 | 198 | -14.1% | 337.0% | 371 | 244 | -34.3% |
| Gn (Ls) from Affiliates | 438 | 422 | 440 | 445 | 422 | -3.8% | -5.2% | 891 | 866 | -2.8% |
| Net Profit | 669 | 634 | 607 | 490 | 620 | -7.4% | 26.5% | 1,262 | 1,110 | -12.0% |
| Normalized Profit | 669 | 634 | 607 | 490 | 620 | -7.4% | 26.5% | 1,262 | 1,110 | -12.0% |
| EPS (Bt) | 0.06 | 0.06 | 0.06 | 0.05 | 0.06 | -7.4% | 26.5% | 0.12 | 0.10 | -12.1% |
| Financial Ratio | | | | | | | | | | |
| Gross Margin (%) | 33.1% | 32.6% | 33.6% | 34.5% | 31.9% | | | 34.0% | 33.0% | |
| EBIT Margin (%) | 12.5% | 11.4% | 7.9% | 4.0% | 10.8% | | | 11.2% | 8.0% | |
| EBITDA Margin (%) | 14.2% | 12.9% | 9.3% | 5.5% | 11.9% | | | 13.1% | 9.2% | |
| Net Margin (%) | 27.6% | 27.0% | 26.5% | 28.2% | 26.1% | | | 29.2% | 27.0% | |

Source: QH, InnovestX Research

Figure 2: Valuation summary (price as of Aug 8, 2024)

| | Rating | Price | Target | ETR | P/E (x) | EPS g | growth | (%) | P/BV (x) | ROE (%) |) | Div. | Yield (| (%) | EV/E | BITDA | (x) |
|---------|--------------|---------|---------|--------|----------------|-------|--------|-----|-------------|-----------------|-----|------|---------|-----|------|-------|------|
| | | (Bt/Sh) | (Bt/Sh) | (%) | 23A 24F 25F | 23A | 24F | 25F | 23A 24F 25F | 23A 24F 2 | 25F | 23A | 24F | 25F | 23A | 24F | 25F |
| AP | Outperform | 7.75 | 13.60 | 84.3 | 4.0 4.0 3.7 | 3.0 | 1.2 | 7.2 | 0.6 0.5 0.5 | 16 14 | 14 | 9.1 | 8.8 | 9.4 | 7.9 | 5.1 | 4.9 |
| LH | Neutral | 5.50 | 8.20 | 57.0 | 8.8 10.1 8.9 | (10) | (13) | 13 | 1.3 1.3 1.2 | 15 13 | 14 | 9.1 | 7.9 | 9.0 | 8.8 | 8.8 | 8.4 |
| LPN | Underperform | 2.96 | 2.40 | (15.0) | 12.2 13.4 11.1 | (42) | (9) | 21 | 0.4 0.4 0.3 | 3 3 | 3 | 4.3 | 3.9 | 4.7 | 25.1 | 17.1 | 14.9 |
| PSH | Underperform | 8.50 | 6.70 | (14.5) | 13.8 12.8 11.3 | (51) | 8 | 13 | 0.4 0.4 0.4 | 33 | 4 | 11.3 | 6.6 | 7.5 | 7.5 | 8.8 | 7.8 |
| QH | Underperform | 1.69 | 1.89 | 19.9 | 7.2 7.9 7.5 | 4 | (8) | 5 | 0.6 0.6 0.6 | 98 | 8 | 8.7 | 8.0 | 8.4 | 1.9 | (0.3) | 0.4 |
| SIRI | Neutral | 1.62 | 2.14 | 40.5 | 4.9 5.5 5.1 | 14 | (10) | 6 | 0.6 0.6 0.5 | 12 11 | 11 | 10.2 | 8.4 | 8.8 | 22.9 | 20.4 | 16.8 |
| SPALI | Neutral | 15.40 | 19.60 | 35.3 | 5.0 5.0 4.8 | (27) | 0 | 5 | 0.6 0.6 0.5 | 12 12 | 11 | 9.4 | 8.0 | 8.4 | 8.0 | 7.7 | 7.2 |
| Average | | | | | 8.0 8.4 7.5 | (16) | (4) | 10 | 0.6 0.6 0.6 | 10 9 | 9 | 8.9 | 7.4 | 8.0 | 11.7 | 9.7 | 8.6 |

Source: InnovestX Research



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CG Rating 2023 Companies with CG Rating

Companies with Excellent CG Scoring

7UP, AAV, ABM, ACE, ACG, ADB, ADD, ADVANC, AEONTS, AF, AGE, AH, AHC, AIRA, AIT, AJ, AKP, AKR, ALLA, ALT, AMA, AMARIN, AMATA, AMATAV, ANAN, AOT, AP, APCO, APCS, ARIP, ARROW, ASEFA, ASK, ASP, ASW, ATP30, AUCT, AWC, AYUD, B, BA, BAFS, BAM, BANPU, BAY, BBGI, BBIK, BBL, BC, BCH, BCP, BCPG, BDMS, BEC, BEM, BEYOND, BGC, BGRIM, BH, BIZ, BJC, BJCHI, BKI, BLA, BOL, BPP, BRI, BROOK, BRR, BTS, BTW, BWG, BYD, CBG, CENTEL, CFRESH, CHASE, CHEWA, CHG, CHOW, CIMBT, CIVIL, CK, CKP, CM, CNT, COLOR, COM7, COTTO, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CRD, CSC, CSS, CV, DCC, DDD, DELTA, DEMCO, DMT, DOHOME, DRT, DUSIT, EA, EASTW, ECF, ECL, EE, EGCO, EPG, ERW, ETC, ETE, FE, FLOYD, FN, FPI, FPT, FSX, FVC, GBX, GC, GCAP, GENCO, GFPT, GGC, GLAND, GLOBAL, GPSC, GRAMMY, GULF, GUNKUL, HANA, HARN, HENG, HMPRO, HPT, HTC, ICC, ICHI, ICN, III, ILINK, ILM, IMH, IND, INET, INTUCH, IP, IRC, IRPC, ITC, ITEL, IVL, JAS, JTS, KBANK, KCC, KCE, KEX, KKP, KSL, KTB, KTC, KTMS, KUMWEL, KUN, LALIN, LANNA, LH, LHFG, LIT, LOXLEY, LPN, LRH, LST, M, MAJOR, MALEE, MATCH, MBK, MC, M-CHAI, MCOT, MEGA, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NC, NCH, NCL, NDR, NER, NKI, NOBLE, NRF, NTV, NVD, NWR, NYT, OCC, OISHI', ONEE, OR, ORI, OSP, OTO, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PJW, PLANB, PLAT, PLUS, PM, POLY, PORT, PPP, PPS, PR9, PRG, PRINC, PRM, PRTR, PSH, PSL, PT, PTC, PTT, PTTEP, PTTGC, Q-CON, QH, QTC, RATCH, RBF, RPH, RS, RT, S, S&J, SA, SABINA, SAK, SAMART, SAMTEL, SAPPE, SAT, SBNEXT, SC, SCB, SCC, SCC, SCG, SCG, SCM, SDC, SEAFCO, SEAOIL, SECURE, SELIC, SENA, SENX, SFP2, SFT, SGC, SGF, SGP, SHR, SICT, SIRI, SIS, SITHAI, SJWD, SKR, SM, SMPC, SMT, SNC, SNNP, SNP, SO, SPALI, SPC, SPCG, SPI, SPRC, SR, SSC, SSF, SSSC, STA, STC, STGT, STI, SUC, SUN, SUSCO, SUTHA, SVI, SYNC, SYNCX, SYNC SYNTEC, TACC, TAE, TCAP, TCMC, TEAMG, TEGH, TFG, TFMAMA, TGE, TGH, THANA, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPH, TISCO, TK, TKN, TKS, TKT, TLI, TM, TMC, TMD, TMT, TNDT, TNITY, TNL, TNR, TOA, TOG, TOP, TPBI, TPCS, TPIPL, TPIPP, TPS, TQM, TQR, TRT, TRUE, TRV, TSC, TSTE, TSTH, TTA, TTB, TTCL, TTW, TURTLE, TVDH, TVH, TVO, TVT, TWPC, UAC, UBE, UBIS, UKEM, UP, UPF, UPOIC, UV, VCOM, VGI, VIBHA, VIH, VL, WACOAL, WGE, WHA, WHAUP, WICE, WINMED, WINNER, XPG, YUASA, ZEN

Companies with Very Good CG Scoring

2S, A5, AAI, AIE, ALUCON, AMR, APURE, ARIN, AS, ASIA, ASIAN, ASIMAR, ASN, AURA, BR, BSBM, BSRC, BTG, CEN, CGH, CH, CHIC, CI, CIG, CMC, COMAN, CSP, DOD, DPAINT, DV8, EFORL, EKH, ESTAR, EVER, FORTH, FSMART, FTI, GEL, GPI, HEALTH, HUMAN, IFS, INSET, IT, J, JCKH, JDF, JKN, JMART, JUBILE, K, KCAR, KGI, KIAT, KISS, KK, KTIS, KWC, KWM, LDC, LEO, LHK, MACO, METCO, MICRO, MK, MVP, NCAP, NOVA, NTSC, PACO, PIN, PQS, PREB, PRI, PRIME, PROEN, PROS, PROUD, PSTC, PTECH, PYLON, RCL, SALEE, SANKO, SCI, SCN, SE, SE-ED, SFLEX, SINGER, SKN, SONIC, SORKON, SPVI, SSP, SST, STANLY, STP, SUPER, SVOA, SWC, TCC, TEKA, TFM, TMILL, TNP, TPLAS, TPOLY, TRC, TRU, TRUBB, TSE, VRANDA, WAVE, WFX, WIIK, WIN, WP, XO

Companies with Good CG Scoring

24CS, AMANAH, AMARC, AMC, APP, ASAP, BCT, BE8, BIG, BIOTEC, BLESS, BSM, BVG, CAZ, CCET, CHARAN, CHAYO, CHOTI, CITY, CMAN, CMR, CRANE, CWT, DHOUSE, DTCENT, EASON, FNS, FTE, GIFT, GJS, GTB, GTV, GYT, HL, HTECH, HYDRO, IIG, INGRS, INSURE, IRCP, ITD, ITNS, JCK, JMT, JR, JSP, KBS, KGEN, KJL, L&E, LEE, MASTER, MBAX, MEB, MENA, META, MGT, MITSIB, MJD, MOSHI, MUD, NATION, NNCL, NPK, NSL, NV, OGC, PAF, PCC, PEACE, PICO, PK, PL, PLANET, PLE, PMTA, PPM, PRAKIT, PRAPAT, PRECHA, PRIN, PSG, RABBIT, READY, RJH, RSP, RWI, S11, SAAM, SAF, SAMCO, SAWAD, SCAP, SCP, SIAM, SKE, SKY, SMART, SMD, SMIT, SOLAR, SPA, STECH, STPI, SVR, TC, TCCC3, TEAM, TFI, TIGER, TITLE, TKC, TMI, TNH, TPA, TPAC, TRITN, UBA, UMI, UMS, UTP, VARO, VPO, W, WARRIX, WORK, WPH, YONG, ZIGA

Corporate Governance Report

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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 2022 to 31 October 2023) is publicized. ¹OISHI was voluntarily delisted from the Stock Exchange of Thailand, effectively on September 6, 2023

²SFP was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 19, 2023

³TCCC was voluntarily delisted from the Stock Exchange of Thailand effectively on August 25, 2023

Anti-corruption Progress Indicator

Certified (ໄດ້ຮັບการรับรอง)

2S, AAI, ADVANC, AE, AF, AH, AI, AIE, AIRA, AJ, AKP, AMA, AMANAH, AMATA, AMATAV, AP, APCS, AS, ASIAN, ASK, ASP, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBGI, BBL, BCH, BCP, BCPG, BE8, BEC, BEYOND, BGC, BGRIM, BLA, BPP, BRR, BSBM, BTC, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COM7, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CSC, DCC, DELTA, DEMCO, DIMET, DOHOME, DRT, DUSIT, EA, EASTW, ECF, EGCO, EP, EPG, ERW, ESTAR, ETC, ETE, FNS, FPI, FPT, FSMART, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GPI, GPSC, GSTEEL, GULF, GUNKUL, HANA, HARN, HENG, HMPRO, HTC, ICC, ICHI, IFS, III, ILINK, ILM, INET, INOX, INSURE, INTUCH, IRPC, ITEL, IVL, JAS, JKN, JR, JTS, KASET, KBANK, KBS, KCAR, KCE, KGEN, KGI, KKP, KSL, KTB, KTC, L&E, LANNA, LHFG, LHK, LPN, LRH, M, MAJOR, MALEE, MATCH, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NATION, NCAP, NEP, NKI, NOBLE, NRF, NWR, OCC, OGC, OR, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPPM, PPS, PR9, PR6, PRG, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, PTECH, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RABBIT, RATCH, RML, RS, RWI, S&J, SAAM, SABINA, SAK, SAPPE, SAT, SC, SCC, SCCC, SCG, SCGP, SCM, SCN, SEAOIL, SE-ED, SELIC, SENA, SGC, SGP, SIRI, SITHAI, SKR, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, STGT, STOWER, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASCO, TCAP, TCMC, TFG, TFI, TFMAMA, TGE, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, TKT, TMD, TMILL, TMT, TNITY, TNL, TNP, TOR, TOP, TOPP, TPA, TPCS, TRT, TRU, TSC, TSI, TSTE, TSTH, TTA, TTB, TTCL, TU, TVDH, TVO, TWPC, UBE, UBIS, UEC, UKEM, UOBKH, UV, VCOM, VGI, VIH, WACOAL, WHA, WHAUP, WICE, WIIK, XO, YUASA, ZEN, ZIGA

Declared (ประกาศเจตนารมณ์)

ACE, ADB, ALT, AMC, ASW, BLAND, BTG, BYD, CAZ, CBG, CV, DEXON, DMT, EKH, FSX, GLOBAL, GREEN, ICN, IHL, ITC, J, JMART, JMT, LEO, LH, MENA, MITSIB, MODERN, NER, NEX, OSP, PEER, PLUS, POLY, PQS, PRIME, PROEN, PRTR, RBF, RT, SA, SANKO, SCB, SENX, SFLEX, SIS, SKE, SM, SVOA, TBN, TEGH, TIPH, TKN, TPAC, TPLAS, TQM, TRUE, W, WPH, XPG N/A

24CS, 3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACG, ADD, ADVICE, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALL, ALLA, ALPHAX, ALUCON, AMARC, AMARIN, AMR, ANAN, ANI, AOT, APCO, APEX, APO, APD, APURE, AQUA, ARIN, ARIP, ARROW, ASAP, ASEA, ASIA, ASIMAR, ASN, ATP30, AU, AUCT, AURA, B52, BA, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BIZ, BJC, BJCHI, BKD, BKGI, BKIH, BLC, BLESS, BLISS, BM, BOL, BPS, BR, BRI, BROCK, BSM, BSRC, BTNC, BTW, BUI, BVG, CCET, CCP, CEYE, CFARM, CGD, CH. CHAO, CHARAN, CHASE, CHAYO, CHG, CHIC, CHO, CI, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COCOCO, COLOR, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CREDIT, CSP, CSR, CSS, CTW, CWT, D, DCON, DDD, DHOUSE, DITTO, DOD, DPAINT, DTCENT, DTCI, DV8, EASON, ECL, EE, EFORL, EMC, ETL, EURO, EVER, F&D, FANCY, FE, FLOYD, FM, FMT, FN, FORTH, FTI, FVC, GABLE, GENCO, GFC, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GSC, GTB, GTV, GYT, HEALTH, HFT, HL, HPT, HTECH, HUMAN, HYDRO, 12, IIG, IMH, IND, INGRS, INSET, IP, IRC, IRCP, IT, ITD, ITNS, ITTHI, JAK, JCK, JCKH, JCT, JDF, JPARK, JSP, JUBILE, K, KAMART, KC, KCC, KCG, KCM, KDH, KEX, KIAT, KISS, KJL, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LDC, LEE, LIT, LOXLEY, LPH, LST, LTS, MAGURO, MANRIN, MASTER, MATI, MCA, M-CHAI, MCS, MDX, MEB, MEGA, METCO, MGC, MGI, MGT, MICRO, MIDA, MJD, MK, ML, MORE, MOSHI, MTW, MUD, MVP, NAM, NAT, NC, NCH, NCL, NCP, NDR, NEO, NETBAY, NEWS, NFC, NL, NNCL, NOK, NOVA, NPK, NSL, NTSC, NTV, NUSA, NV, NVD, NYT, OHTL, ONEE, ORN, PACO, PAF, PANEL, PCC, PEACE, PERM, PF, PHG, PICO, PIN, PJW, PLE, PLT, PMTA, POLAR, PORT, PPM, PRAKIT, PRAPAT, PRECHA, PRI, PRIN, PRO, PROUD, PSG, PSP, PTC, PTL, QTCG, RAM, RCL, READY, RICHY, RJH, ROCK, ROCTEC, ROH, ROJNA, RP, RPC, RPH, RSP, S, S11, SABUY, SAF, SAFARI, SAFE, SALEE, SAM, SAMART, SAMCO, SAMTEL, SAUCE, SAV, SAWAD, SAWANG, SBNEXT, SCAP, SCGD, SCI, SCL, SCP, SDC, SE, SEAFCO, SECURE, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SINGER, SINO, SISB, SJWD, SK, SKN, SKY, SLM, SLP, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPREME, SPVI, SQ, SR, SSC, STANLY, STARK, STC, STEC, STECH, STHAI, STI, STP, STPI, STX, SUC, SUN, SUPER, SUTHA, SVR, SVT, SWC, SYNEX, TACC, TAN, TAPAC, TC, TCC, TCJ, TCOAT, TEAM, TEAMG, TEKA, TERA, TFM, TGPRO, TH, THAI, THANA, THE, THG, THMUI, TIGER, TITLE, TK, TKC, TLI, TM, TMC, TMI, TMW, TNDT, TNH, TNPC, TOA, TPBI, TPCH, TPIPL, TPIPP, TPL, TPOLY, TPP, TPS, TQR, TR, TRC, TRITN, TRP, TRUBB, TRV, TSE, TTI, TTT, TTW, TURTLE, TVH, TVT, TWP, TWZ, TYCN, UAC, UBA, UMI, UMS, UNIQ, UP, UPF, UPOIC, UREKA, UTP, UVAN, VARO, VIBHA, VL, VNG, VPO, VRANDA, WARRIX, WAVE, WELL, WFX, WGE, WIN, WINDOW, WINMED, WINNER, WORK, WORLD, WP, YGG, YONG, ZAA

Explanations

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of November 1, 2023) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.