Chularat Hospital

CHG

Chularat HospitalBloombergCHG TBPublic Company LimitedReutersCHG.BK



3Q24: Beat estimates on high SC revenue

CHG reported a 3Q24 net profit of Bt417mn, jumping 28% YoY and 117% QoQ. Excluding an extra item in 2Q24 shows core profit growth of 78% QoQ. Strong SC revenue led profit to beat market estimates by 9%. We expect a softening in 4Q24 core earnings YoY (off the high base of additional revenue from 26 chronic diseases in 4Q23) and QoQ (seasonality and no earnings contribution from hospital management in Pattaya since November). We maintain our Neutral on CHG with a new end-2025 DCF TP of Bt3.0/share.

3Q24: Beat estimates on strong SC revenue. CHG reported a 3Q24 net profit of Bt417mn, jumping 28% YoY and 117% QoQ. Excluding an extra item in 2Q24 of revenue write-off from lower actual payment for high-cost care (RW>2) under social security (SC), core profit shows growth of 78% QoQ. Earnings were 9% ahead of market estimate, backed by the high SC revenue.

Highlights:

- Revenue was Bt2.3bn in 3Q24, up 10% YoY and 16% QoQ. By service, revenue from SC (34% of revenue) grew a strong 27% YoY and 32% QoQ due to more intensive care and additional revenue from 26 chronic diseases (Bt98mn) received in 3Q24, earlier than last year's 4Q. IPD revenue (35%) grew 5% YoY and 14% QoQ. OPD revenue (28%) was lackluster, slipping 3% YoY but rising 2% QoQ.
- EBITDA margin was 28.3% in 3Q24, up from 25.6% in 3Q23 and a weak 18.7% in 2Q24 due to the SC service revenue write-off.

Earnings revision. Expect 4Q24 to soften YoY and QoQ. We revised up our 2024F core earnings by 5% but leave 2025F unchanged. The positive in the 3Q24 beat is offset by the termination of a hospital management contract in Pattaya this month. The contract provided revenue from hospital management of ~Bt300mn/year with net profit of ~Bt30mn/year or 2-3% to CHG's earnings. We expect to see a softening YoY in 4Q24 core earnings (off the high base of additional revenue from 26 chronic diseases in 4Q23) and QoQ (seasonality and no earnings contribution from hospital management since November). We maintain our Neutral rating with a new end-2025 DCF TP of Bt3.0/share (up from end-2024 TP of Bt2.9/share,) based on WACC at 6.8% and LT growth at 3%.

Risks: Change in SC reimbursement, slower patient traffic and cost burden at new facilities. We see ESG risk as patient safety (S): CHG has adopted a variety of quality assurance systems to provide continuous patient care.

Forecasts and valuation

| Year to 31 Dec | Unit | 2022 | 2023 | 2024F | 2025F | 2026F |
|------------------|--------|--------|--------|-------|-------|-------|
| Revenue | (Btmn) | 10,103 | 7,730 | 8,481 | 9,146 | 9,673 |
| EBITDA | (Btmn) | 3,953 | 1,830 | 1,964 | 2,144 | 2,308 |
| Core profit | (Btmn) | 2,778 | 1,092 | 1,177 | 1,279 | 1,389 |
| Reported profit | (Btmn) | 2,778 | 1,046 | 1,134 | 1,279 | 1,389 |
| Core EPS | (Bt) | 0.25 | 0.10 | 0.11 | 0.12 | 0.13 |
| DPS | (Bt) | 0.16 | 0.07 | 0.07 | 0.08 | 0.09 |
| P/E, core | (x) | 10.9 | 27.8 | 25.8 | 23.7 | 21.9 |
| EPS growth, core | (%) | (33.9) | (60.7) | 7.8 | 8.7 | 8.5 |
| P/BV, core | (x) | 4.0 | 4.0 | 3.8 | 3.6 | 3.4 |
| ROE | (%) | 35.4 | 13.8 | 14.5 | 15.0 | 15.4 |
| Dividend yield | (%) | 5.8 | 2.5 | 2.6 | 2.9 | 3.2 |
| EV/EBITDA | (x) | 7.4 | 16.2 | 14.8 | 13.4 | 12.4 |
| EBITDA growth | (%) | (30.0) | (53.7) | 7.3 | 9.2 | 7.6 |

Source: InnovestX Research

Tactical: NEUTRAL

(3-month)

| Stock data | |
|--------------------------------|-----------|
| Last close (Nov 15) (Bt) | 2.76 |
| Target price (Bt) | 3.00 |
| Mkt cap (Btbn) | 30.36 |
| 12-m high / low (Bt) | 3.3 / 2.3 |
| Avg. daily 6m (US\$mn) | 2.01 |
| Foreign limit / actual (%) | 49 / 13 |
| Free float (%) | 43.0 |
| Outstanding Short Position (%) | 0.51 |

| Share price pe | rformar | ıce | |
|-----------------|---------|------|-------|
| (%) | 1M | 3M | 12M |
| Absolute | (6.8) | 14.0 | (8.0) |
| Relative to SET | (4.0) | 3.0 | (9.7) |

| consensi | IS |
|----------|-------|
| 2024F | 2025F |
| 1,108 | 1,285 |
| 6.2 | (0.4) |
| | ., |

| Earnings momentum | YoY | QoQ |
|-------------------------|------|------|
| INVX 4Q24 core earnings | Down | Down |

2023 Sustainability/2023 ESG Score

SET ESG Ratings n.a.

| Bloomberg ESG Score and Rank in | the se | ctor |
|---------------------------------|--------|------|
| ESG Score and Rank | 4.34 | 1/25 |
| Environmental Score and Rank | 4.78 | 1/25 |
| Social Score and Rank | 4.15 | 5/25 |
| Governance Score and Rank | 4.39 | 3/25 |

Source: SET, InnovestX Research, Bloomberg Finance L.P.

Analyst

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Our view on ESG

CHG is clearly focused on sustainability with committed targets for environment, social, and governance criteria through material process and procedure, setting out a strategy and guidelines for all stakeholders and reviewing risks covering current and future healthcare business.

ESG Ratings and Indices

| Bloomberg ESG Financial Materiality Score 4.3 | 34 (2023) | |
|---|-----------|-----|
| Rank in Sector | 2/15 | CHG |

| | CG Rating | DJSI | SETESG | SET ESG Ratings |
|------------|------------------------|----------|--------|-----------------|
| CHG | - | No | No | No |
| Source: TI | hai Institute of Direc | tors and | SET | |

Environmental Issue (E)

- In order to increase the efficiency of electricity consumption and the project for efficient use of electricity, CHG has regularly examined and maintained the tools and equipment related to electricity. Based on the recent data in 2022, electricity intensity was 97.06 kilowatt-hours, similar to that of 2019 and 0.0017 kilowatt-hours per revenue (Bt1mn) in line with the set goals.
- CHG has determined and set a systematic waste management within the hospital in accordance with the environmental management standards. Based on the recent data in 2022, waste Intensity was 10.38 kilograms per inpatient day and 0.00019 kilograms per revenue (Bt1mn) that was better than its target of not more than 10.5 kilograms per inpatient day and 0.00019 kilograms per revenue (Bt1mn)
- CHG has continued organizing water-saving projects and activities in hospital, with an annual follow-up and assessment.
 Based on the recent data in 2022, CHG had total water consumption of 70,379 cbm, down 11.28% YoY, driven by water-saving measures and guidelines.

Social Issue (S)

- CHG is focusing on international hospital quality standards of Joint Commission International (JCI), and local hospital quality standards of The Healthcare Accreditation Institute (HA).
- In 2023, CHG had zero occupational fatalities, zero severe work-related injury rate, zero loss time injury frequency rate (LTIFR) and zero occupational fatality from illness rate, achieving its goals.
- CHG has established a policy on personnel training and development in various forms. In 2023, average training was 41 hours/person/year, above a target of 18 hours/person/year.
- We see ESG risk as patient safety (S): CHG has adopted a variety of quality assurance systems to provide continuous patient care.

Governance Issue (G)

- CHG provides all employees with the Personal Data
 Protection Act (PDPA) training and for better understanding
 the right to access the customers' personal information,
 including examination after the training session.
- CHG has established a plan to develop products and services
 that continuously respond to the changing needs of
 customers. This is to create opportunities to expand the
 customer base and promote long-term business growth. In
 2022, the customer satisfaction rating was at 88%, meeting
 the target.
- On November 10, 2023, the Securities and Exchange Commission (SEC) announced civil penalties against Dr. Kumpol Plussind, Chief Executive Officer (CEO), for buying CHG's shares by using inside information. Dr. Kumpol Plussind has resigned from his position as CEO and Director, effective November 10, 2023.
- As of December 31, 2023, there are 12 directors, four of whom are independent directors, or 33.33% of the board.
- The chairman is not an independent director.
- Major shareholders control 37.48% of total issued and paidup shares.

ESG Financial Materiality Score and Disclosure

| | 2022 | 2023 |
|---|--------|--------|
| ESG Financial Materiality Score | 2.65 | 4.34 |
| Environment Financial Materiality Score | 4.18 | 4.78 |
| GHG Scope 1 ('000 metric tonnes) | 0.24 | 2.08 |
| GHG Scope 2 Location-Based ('000 metric tonnes) | 4.23 | 3.89 |
| Total Energy Consumption ('000 MWh) | _ | 8.48 |
| Hazardous Waste ('000 metric tonnes) | 0.01 | 0.02 |
| Waste Recycled ('000 metric tonnes) | No | No |
| Total Water Withdrawal ('000 cubic meters) | | |
| | | |
| Social Financial Materiality Score | 1.16 | 4.15 |
| Human Rights Policy | Yes | Yes |
| Consumer Data Protection Policy | Yes | Yes |
| Quality Assurance Policy | No | No |
| Employee Training (hours) | 85,880 | 59,994 |
| Lost Time Incident Rate (per 100 employees) | 0.00 | 0.00 |
| Women in Workforce (%) | 85.00 | 88.00 |
| Employee Turnover rate (%) | 20.31 | 10.69 |
| | | |
| Governance Financial Materiality Score | 4.75 | 4.39 |
| Size of the Board (persons) | 12 | 12 |
| Number of Independent Directors (persons) | 4 | 4 |

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Number of Non Executive Directors (persons)

Number of Women on Board (persons)

up snares. Source: Bloomberg Finance L.P.

Disclaimer

Bloomberg ESG Scores rate companies on their level of management of financially material industry-specific ESG issues. Bloomberg offers four financially material scores, for overall ESG, as well as Environmental, Social, and Governance. Values range from 0 to 10; 10 is best. To review the fully transparent methodology, see ESG Financial Materiality Score Model in Bloomberg.



Financial statement

| Profit and Loss Statement | | | | | | | | | |
|---|--|--|--|--|---|--|--|--|--|
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Total revenue | Btmn | 5,166 | 5,433 | 11,742 | 10,103 | 7,730 | 8,481 | 9,146 | 9,673 |
| Cost of goods sold | Btmn | 3,629 | 3,685 | 5,882 | 5,908 | 5,723 | 6,220 | 6,555 | 6,923 |
| Gross profit | Btmn | 1,536 | 1,748 | 5,860 | 4,195 | 2,008 | 2,261 | 2,591 | 2,751 |
| SG&A | Btmn | 672 | 673 | 821 | 935 | 911 | 1,048 | 965 | 994 |
| Other income | Btmn | 25 | 32 | 259 | 311 | 293 | 280 | 46 | 48 |
| Interest expense | Btmn | 40 | 36 | 21 | 16 | 24 | 18 | 18 | 18 |
| Pre-tax profit | Btmn | 849 | 1,071 | 5,276 | 3,555 | 1,366 | 1,475 | 1,653 | 1,787 |
| Corporate tax | Btmn | 150 | 184 | 219 | 1,009 | 703 | 279 | 295 | 331 |
| Equity a/c profits | Btmn | 0 | 0 | 0 | (1) | (19) | (20) | (15) | (10) |
| Minority interests | Btmn | 41 | 24 | (63) | (72) | (21) | (25) | (28) | (31) |
| Core profit | Btmn | 756 | 877 | 4,204 | 2,778 | 1,092 | 1,177 | 1,279 | 1,389 |
| Extra-ordinary items | Btmn | (50) | 0 | 0 | 0 | (46) | (42) | 0 | 0 |
| Net Profit | Btmn | 705 | 877 | 4,204 | 2,778 | 1,046 | 1,134 | 1,279 | 1,389 |
| EBITDA | Btmn | 1,219 | 1,460 | 5,649 | 3,953 | 1,830 | 1,964 | 2,144 | 2,308 |
| Core EPS | Bt | 0.07 | 0.08 | 0.38 | 0.25 | 0.10 | 0.11 | 0.12 | 0.13 |
| Net EPS | Bt | 0.06 | 0.08 | 0.38 | 0.25 | 0.10 | 0.10 | 0.12 | 0.13 |
| DPS | Bt | 0.05 | 0.05 | 0.20 | 0.16 | 0.07 | 0.07 | 0.08 | 0.09 |
| | | | | | | | | | |
| Balance Sheet | | | | | | | | | |
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Total current assets | Btmn | 1,764 | 1,763 | 5,897 | 5,058 | 4,046 | 4,430 | 4,780 | 5,160 |
| Total fixed assets | Btmn | 4,221 | 4,091 | 4,286 | 4,674 | 5,701 | 5,848 | 6,039 | 6,237 |
| Total assets | Btmn | 6,266 | 6,201 | 10,550 | 10,280 | 10,264 | 10,677 | 11,223 | 11,805 |
| Total loans | Btmn | 1,497 | 1,114 | 445 | 799 | 683 | 683 | 683 | 683 |
| Total current liabilities | Btmn | 1,682 | 1,429 | 2,208 | 1,802 | 1,485 | 1,513 | 1,591 | 1,667 |
| Total long-term liabilities | Btmn | 540 | 407 | 313 | 334 | 557 | 556 | 556 | 556 |
| Total liabilities | Btmn | 2,370 | 2,008 | 2,709 | 2,416 | 2,333 | 2,362 | 2,439 | 2,515 |
| Paid-up capital | Btmn | 1,100 | 1,100 | 1,100 | 1,100 | 1,100 | 1,100 | 1,100 | 1,100 |
| Total equity | Btmn | 3,895 | 4,193 | 7,841 | 7,864 | 7,931 | 8,316 | 8,784 | 9,290 |
| BVPS | Bt | 0.34 | 0.37 | 0.69 | 0.68 | 0.68 | 0.72 | 0.76 | 0.80 |
| | · | | | | | | | | |
| Cash Flow Statement | | | | | | | | | |
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Core Profit | Btmn | 756 | 877 | 4,204 | 2,778 | 1,092 | 1,177 | 1,279 | 1,389 |
| Depreciation and amortization | | | | | | | | | |
| | Btmn | 330 | 354 | 351 | 382 | 441 | 470 | 473 | 503 |
| Operating cash flow | Btmn Btmn | 330 974 | 354 1,298 | 351 4.005 | 382 2.629 | 441 2.087 | 470 1.805 | 473 1.685 | 503 1.834 |
| Operating cash flow | Btmn | 974 | 1,298 | 4,005 | 2,629 | 2,087 | 1,805 | 1,685 | 1,834 |
| Investing cash flow | Btmn Btmn | 974 (757) | 1,298 (267) | 4,005 (447) | 2,629 (958) | 2,087 (1,442) | 1,805 (594) | 1,685 (640) | 1,834 (677) |
| Investing cash flow Financing cash flow | Btmn Btmn Btmn | 974 (757) (220) | 1,298 (267) (951) | 4,005 (447) (1,316) | 2,629 (958) (2,460) | 2,087 (1,442) (1,246) | 1,805 (594) (792) | 1,685 (640) (811) | 1,834 (677) (883) |
| Investing cash flow | Btmn Btmn | 974 (757) | 1,298 (267) | 4,005 (447) | 2,629 (958) | 2,087 (1,442) | 1,805 (594) | 1,685 (640) | 1,834 (677) |
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| Investing cash flow Financing cash flow Net cash flow Key Financial Ratios | Btmn Btmn Btmn | 974 (757) (220) | 1,298 (267) (951) | 4,005 (447) (1,316) | 2,629 (958) (2,460) | 2,087 (1,442) (1,246) | 1,805 (594) (792) | 1,685 (640) (811) | 1,834 (677) (883) |
| Investing cash flow Financing cash flow | Btmn Btmn Btmn Btmn | 974 (757) (220) (3) | 1,298 (267) (951) 80 | 4,005 (447) (1,316) 2,242 | 2,629 (958) (2,460) (789) | 2,087 (1,442) (1,246) (601) | 1,805 (594) (792) 420 | 1,685 (640) (811) 233 | 1,834 (677) (883) 274 |
| Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 | Btmn Btmn Btmn Btmn | 974 (757) (220) (3) | 1,298 (267) (951) 80 | 4,005 (447) (1,316) 2,242 | 2,629 (958) (2,460) (789) | 2,087 (1,442) (1,246) (601) | 1,805 (594) (792) 420 | 1,685 (640) (811) 233 | 1,834 (677) (883) 274 |
| Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin | Btmn Btmn Btmn Btmn Unit % | 974 (757) (220) (3) 2019 29.7 | 1,298 (267) (951) 80 2020 32.2 | 4,005 (447) (1,316) 2,242 2021 49.9 | 2,629 (958) (2,460) (789) 2022 41.5 | 2,087 (1,442) (1,246) (601) 2023 26.0 | 1,805 (594) (792) 420 2024F 26.7 | 1,685 (640) (811) 233 2025F 28.3 | 1,834 (677) (883) 274 2026F 28.4 |
| Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin | Btmn Btmn Btmn Btmn Unit % | 974 (757) (220) (3) 2019 29.7 16.7 | 1,298 (267) (951) 80 2020 32.2 19.8 26.7 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 | 2,629 (958) (2,460) (789) 2022 41.5 32.3 | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 | 1,805 (594) (792) 420 2024F 26.7 14.3 | 1,685 (640) (811) 233 2025F 28.3 17.8 | 1,834 (677) (883) 274 2026F 28.4 18.2 |
| Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin | Btmn Btmn Btmn Wnit % % % % | 974 (757) (220) (3) 2019 29.7 16.7 23.5 | 1,298 (267) (951) 80 2020 32.2 19.8 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 47.1 | 2,629 (958) (2,460) (789) 2022 41.5 32.3 38.0 | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 22.8 | 1,805 (594) (792) 420 2024F 26.7 14.3 22.4 | 1,685 (640) (811) 233 2025F 28.3 17.8 23.3 | 1,834 (677) (883) 274 2026F 28.4 18.2 23.7 |
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| Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin Net profit margin ROE | Btmn Btmn Btmn Wnit % % % % % % % | 974 (757) (220) (3) 2019 29.7 16.7 23.5 17.2 13.7 19.8 | 1,298 (267) (951) 80 2020 32.2 19.8 26.7 20.4 16.1 21.7 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 47.1 45.1 35.8 69.9 | 2,629 (958) (2,460) (789) 2022 41.5 32.3 38.0 35.3 27.5 35.4 | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 22.8 18.0 13.5 13.8 | 1,805 (594) (792) 420 2024F 26.7 14.3 22.4 17.6 13.4 14.5 | 1,685 (640) (811) 233 2025F 28.3 17.8 23.3 18.3 14.0 15.0 | 1,834 (677) (883) 274 2026F 28.4 18.2 23.7 18.7 14.4 |
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| Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin Net profit margin ROE | Btmn Btmn Btmn Btmn Wnit % % % % % % % % % % % % % % % % % % | 974 (757) (220) (3) 2019 29.7 16.7 23.5 17.2 13.7 19.8 | 1,298 (267) (951) 80 2020 32.2 19.8 26.7 20.4 16.1 21.7 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 47.1 45.1 35.8 69.9 | 2,629 (958) (2,460) (789) 2022 41.5 32.3 38.0 35.3 27.5 35.4 | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 22.8 18.0 13.5 13.8 | 1,805 (594) (792) 420 2024F 26.7 14.3 22.4 17.6 13.4 14.5 | 1,685 (640) (811) 233 2025F 28.3 17.8 23.3 18.3 14.0 15.0 11.7 (0.2) | 1,834 (677) (883) 274 2026F 28.4 18.2 23.7 18.7 14.4 15.4 (0.2) |
| Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin BEIT margin Net profit margin ROE ROA Net D/E | Btmn Btmn Btmn Btmn Wnit % % % % % % % % % % % % % | 974 (757) (220) (3) 2019 29.7 16.7 23.5 17.2 13.7 19.8 12.6 0.3 30.1 | 1,298 (267) (951) 80 2020 32.2 19.8 26.7 20.4 16.1 21.7 14.1 0.1 41.0 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 47.1 45.1 35.8 69.9 50.2 (0.3) 264.2 | 2,629 (958) (2,460) (789) 2022 41.5 32.3 38.0 35.3 27.5 35.4 26.7 (0.2) 242.8 | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 22.8 18.0 13.5 13.8 10.6 (0.1) 76.3 | 1,805 (594) (792) 420 2024F 26.7 14.3 22.4 17.6 13.4 14.5 11.2 (0.2) 106.3 | 1,685 (640) (811) 233 2025F 28.3 17.8 23.3 18.3 14.0 15.0 11.7 (0.2) 116.0 | 1,834 (677) (883) 274 2026F 28.4 18.2 23.7 18.7 14.4 15.4 (0.2) 124.9 |
| 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 | Btmn Btmn Btmn Btmn Wnit % % % % % % % % % % % % % % % % % % | 974 (757) (220) (3) 2019 29.7 16.7 23.5 17.2 13.7 19.8 12.6 0.3 | 1,298 (267) (951) 80 2020 32.2 19.8 26.7 20.4 16.1 21.7 14.1 0.1 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 47.1 45.1 35.8 69.9 50.2 (0.3) | 2,629 (958) (2,460) (789) 2022 41.5 32.3 38.0 35.3 27.5 35.4 26.7 (0.2) | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 22.8 18.0 13.5 13.8 10.6 (0.1) | 1,805 (594) (792) 420 2024F 26.7 14.3 22.4 17.6 13.4 14.5 11.2 (0.2) | 1,685 (640) (811) 233 2025F 28.3 17.8 23.3 18.3 14.0 15.0 11.7 (0.2) | 1,834 (677) (883) 274 2026F 28.4 18.2 23.7 18.7 14.4 15.4 (0.2) |
| 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 | Btmn Btmn Btmn Btmn Wnit % % % % % % % % % % % % % | 974 (757) (220) (3) 2019 29.7 16.7 23.5 17.2 13.7 19.8 12.6 0.3 30.1 0.6 | 1,298 (267) (951) 80 2020 32.2 19.8 26.7 20.4 16.1 21.7 14.1 0.1 41.0 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 47.1 45.1 35.8 69.9 50.2 (0.3) 264.2 19.9 | 2,629 (958) (2,460) (789) 2022 41.5 32.3 38.0 35.3 27.5 35.4 26.7 (0.2) 242.8 4.2 | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 22.8 18.0 13.5 13.8 10.6 (0.1) 76.3 6.6 | 1,805 (594) (792) 420 2024F 26.7 14.3 22.4 17.6 13.4 14.5 11.2 (0.2) 106.3 7.2 | 1,685 (640) (811) 233 2025F 28.3 17.8 23.3 18.3 14.0 15.0 11.7 (0.2) 116.0 7.9 | 1,834 (677) (883) 274 2026F 28.4 18.2 23.7 18.7 15.4 15.4 (0.2) 124.9 8.5 |
| Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin BEIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio | Btmn Btmn Btmn Btmn Wnit % % % % % % % % % % % % % | 974 (757) (220) (3) 2019 29.7 16.7 23.5 17.2 13.7 19.8 12.6 0.3 30.1 0.6 | 1,298 (267) (951) 80 2020 32.2 19.8 26.7 20.4 16.1 21.7 14.1 0.1 41.0 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 47.1 45.1 35.8 69.9 50.2 (0.3) 264.2 19.9 | 2,629 (958) (2,460) (789) 2022 41.5 32.3 38.0 35.3 27.5 35.4 26.7 (0.2) 242.8 4.2 | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 22.8 18.0 13.5 13.8 10.6 (0.1) 76.3 6.6 | 1,805 (594) (792) 420 2024F 26.7 14.3 22.4 17.6 13.4 14.5 11.2 (0.2) 106.3 7.2 | 1,685 (640) (811) 233 2025F 28.3 17.8 23.3 18.3 14.0 15.0 11.7 (0.2) 116.0 7.9 | 1,834 (677) (883) 274 2026F 28.4 18.2 23.7 18.7 15.4 15.4 (0.2) 124.9 8.5 |
| 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 | Btmn Btmn Btmn Btmn Wnit % % % % % % % % % % % % % | 974 (757) (220) (3) 2019 29.7 16.7 23.5 17.2 13.7 19.8 12.6 0.3 30.1 0.6 | 1,298 (267) (951) 80 2020 32.2 19.8 26.7 20.4 16.1 21.7 14.1 0.1 41.0 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 47.1 45.1 35.8 69.9 50.2 (0.3) 264.2 19.9 | 2,629 (958) (2,460) (789) 2022 41.5 32.3 38.0 35.3 27.5 35.4 26.7 (0.2) 242.8 4.2 | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 22.8 18.0 13.5 13.8 10.6 (0.1) 76.3 6.6 | 1,805 (594) (792) 420 2024F 26.7 14.3 22.4 17.6 13.4 14.5 11.2 (0.2) 106.3 7.2 | 1,685 (640) (811) 233 2025F 28.3 17.8 23.3 18.3 14.0 15.0 11.7 (0.2) 116.0 7.9 | 1,834 (677) (883) 274 2026F 28.4 18.2 23.7 18.7 15.4 15.4 (0.2) 124.9 8.5 |
| Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin REBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio Main Assumptions FY December 31 Revenue breakdown | Btmn Btmn Btmn Btmn Wnit % % % % % % % % % White is a second of the second | 974 (757) (220) (3) 2019 29.7 16.7 23.5 17.2 13.7 19.8 12.6 0.3 30.1 0.6 78.0 | 1,298 (267) (951) 80 2020 32.2 19.8 26.7 20.4 16.1 21.7 14.1 0.1 41.0 1.0 62.7 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 47.1 45.1 35.8 69.9 50.2 (0.3) 264.2 19.9 52.3 | 2,629 (958) (2,460) (789) 2022 41.5 32.3 38.0 35.3 27.5 35.4 26.7 (0.2) 242.8 4.2 63.3 | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 22.8 18.0 13.5 13.8 10.6 (0.1) 76.3 6.6 73.6 | 1,805 (594) (792) 420 2024F 26.7 14.3 22.4 17.6 13.4 14.5 11.2 (0.2) 106.3 7.2 70.0 | 1,685 (640) (811) 233 2025F 28.3 17.8 23.3 18.3 14.0 15.0 11.7 (0.2) 116.0 7.9 70.0 | 1,834 (677) (883) 274 2026F 28.4 18.2 23.7 18.7 15.4 12.1 (0.2) 124.9 8.5 70.0 |
| 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 | Btmn Btmn Btmn Btmn Tunit % % % % % % % % % % % % % Unit Lunit Unit Unit | 974 (757) (220) (3) 2019 29.7 16.7 23.5 17.2 13.7 19.8 12.6 0.3 30.1 0.6 78.0 | 1,298 (267) (951) 80 2020 32.2 19.8 26.7 20.4 16.1 21.7 14.1 0.1 41.0 1.0 62.7 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 47.1 45.1 35.8 69.9 50.2 (0.3) 264.2 19.9 52.3 | 2,629 (958) (2,460) (789) 2022 41.5 32.3 38.0 35.3 27.5 35.4 26.7 (0.2) 242.8 4.2 63.3 | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 22.8 18.0 13.5 13.8 10.6 (0.1) 76.3 6.6 73.6 | 1,805 (594) (792) 420 2024F 26.7 14.3 22.4 17.6 13.4 14.5 11.2 (0.2) 106.3 7.2 70.0 | 1,685 (640) (811) 233 2025F 28.3 17.8 23.3 18.3 14.0 15.0 11.7 (0.2) 116.0 7.9 70.0 | 1,834 (677) (883) 274 2026F 28.4 18.2 23.7 18.7 15.4 12.1 (0.2) 124.9 8.5 70.0 |
| Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin REBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio Main Assumptions FY December 31 Revenue breakdown | Btmn Btmn Btmn Btmn Wnit % % % % % % % % % White is a second of the second | 974 (757) (220) (3) 2019 29.7 16.7 23.5 17.2 13.7 19.8 12.6 0.3 30.1 0.6 78.0 | 1,298 (267) (951) 80 2020 32.2 19.8 26.7 20.4 16.1 21.7 14.1 0.1 41.0 62.7 | 4,005 (447) (1,316) 2,242 2021 49.9 42.9 47.1 45.1 35.8 69.9 50.2 (0.3) 264.2 19.9 52.3 | 2,629 (958) (2,460) (789) 2022 41.5 32.3 38.0 35.3 27.5 35.4 26.7 (0.2) 242.8 4.2 63.3 | 2,087 (1,442) (1,246) (601) 2023 26.0 14.2 22.8 18.0 13.5 13.8 10.6 (0.1) 76.3 6.6 73.6 | 1,805 (594) (792) 420 2024F 26.7 14.3 22.4 17.6 13.4 14.5 11.2 (0.2) 106.3 7.2 70.0 | 1,685 (640) (811) 233 2025F 28.3 17.8 23.3 14.0 15.0 11.7 (0.2) 116.0 7.9 70.0 | 1,834 (677) (883) 274 2026F 28.4 18.2 23.7 18.7 14.4 12.1 (0.2) 124.9 8.5 70.0 |



Financial statement

| Profit and Loss Statement | | | | | | | | | |
|--|--|--|--|--|--|---|--|--|---|
| FY December 31 | Unit | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3 Q2 4 |
| Total revenue | Btmn | 1,721 | 1,716 | 1,799 | 2,093 | 2,123 | 2,021 | 1,985 | 2,309 |
| Cost of goods sold | Btmn | 1,229 | 1,276 | 1,380 | 1,486 | 1,580 | 1,498 | 1,559 | 1,593 |
| Gross profit | Btmn | 492 | 440 | 418 | 607 | 543 | 523 | 427 | 716 |
| SG&A | Btmn | 254 | 200 | 222 | 246 | 243 | 259 | 240 | 243 |
| Other income | Btmn | 98 | 73 | 73 | 77 | 69 | 87 | 76 | 75 |
| Interest expense | Btmn | 6 | 4 | 5 | 7 | 9 | 9 | 9 | 9 |
| Pre-tax profit | Btmn | 330 | 309 | 264 | 431 | 361 | 342 | 253 | 539 |
| Corporate tax | Btmn | 40 | 60 | 56 | 90 | 73 | 76 | 57 | 103 |
| Equity a/c profits | Btmn | (1) | (3) | (2) | (5) | (9) | (5) | (5) | (2) |
| Minority interests | Btmn | (3) | (5) | (O) | (11) | (5) | 3 | 0 | (16) |
| Core profit | Btmn | 260 | 240 | 252 | 326 | 274 | 264 | 235 | 417 |
| Extra-ordinary items | Btmn | 25 | 0 | (46) | 0 | 0 | 0 | (42) | C |
| Net Profit | Btmn | 285 | 240 | 206 | 326 | 274 | 264 | 192 | 417 |
| EBITDA | Btmn | 429 | 412 | 373 | 555 | 490 | 471 | 386 | 674 |
| Core EPS | Bt | 0.02 | 0.02 | 0.02 | 0.03 | 0.02 | 0.02 | 0.02 | 0.04 |
| | | 0.03 | 0.02 | 0.02 | 0.03 | 0.02 | 0.02 | 0.02 | 0.04 |
| Net EPS Balance Sheet FY December 31 | Bt Unit | 4022 | 1023 | 2023 | 3023 | 4023 | 1024 | 2024 | 3024 |
| | Bt | 0.03 | 0.02 | 0.02 | 0.03 | 0.02 | 0.02 | | |
| Balance Sheet FY December 31 | Unit | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | |
| Balance Sheet FY December 31 Total current assets | Unit Btmn | 4Q22 5,058 | 1Q23 4,794 | 2Q23 4,132 | 3Q23 4,110 | 4Q23 4,046 | 1Q24 4,380 | 2Q24 4,008 | 4,244 |
| Balance Sheet FY December 31 Total current assets Total fixed assets | Unit Btmn Btmn | 4Q22 5,058 4,674 | 1Q23 4,794 4,743 | 2Q23 4,132 5,259 | 3Q23 4,110 5,509 | 4Q23 4,046 5,701 | 1Q24 4,380 5,750 | 2Q24 4,008 5,759 | 4,244 5,775 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total assets | Unit Btmn Btmn Btmn | 4Q22 5,058 4,674 10,280 | 1Q23 4,794 4,743 10,151 | 2Q23 4,132 5,259 10,014 | 3Q23 4,110 5,509 10,252 | 4Q23 4,046 5,701 10,264 | 1Q24 4,380 5,750 10,639 | 2Q24 4,008 5,759 10,270 | 4,244 5,775 10,51 9 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total assets Total loans | Unit Btmn Btmn Btmn Btmn | 4Q22 5,058 4,674 10,280 799 | 1Q23 4,794 4,743 10,151 420 | 2Q23 4,132 5,259 10,014 806 | 3Q23 4,110 5,509 10,252 855 | 4Q23 4,046 5,701 10,264 683 | 1 Q24 4,380 5,750 10,639 700 | 2Q24 4,008 5,759 10,270 714 | 4,244 5,775 10,519 649 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total assets Total loans Total current liabilities | Unit Btmn Btmn Btmn Btmn Btmn | 4Q22 5,058 4,674 10,280 799 1,802 | 1023 4,794 4,743 10,151 420 1,402 | 2Q23 4,132 5,259 10,014 806 1,691 | 3Q23 4,110 5,509 10,252 855 1,771 | 4Q23 4,046 5,701 10,264 683 1,485 | 1Q24 4,380 5,750 10,639 700 1,601 | 2Q24 4,008 5,759 10,270 714 1,604 | 4,244 5,775 10,519 649 1,673 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total assets Total loans Total current liabilities Total long-term liabilities | Unit Btmn Btmn Btmn Btmn Btmn Btmn | 4Q22 5,058 4,674 10,280 799 1,802 334 | 1023 4,794 4,743 10,151 420 1,402 355 | 2Q23 4,132 5,259 10,014 806 1,691 521 | 3Q23 4,110 5,509 10,252 855 1,771 549 | 4Q23 4,046 5,701 10,264 683 1,485 556 | 1024 4,380 5,750 10,639 700 1,601 572 | 2024 4,008 5,759 10,270 714 1,604 583 | 4,244 5,775 10,519 649 1,673 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total assets Total loans Total current liabilities Total long-term liabilities Total liabilities | Unit Btmn Btmn Btmn Btmn Btmn Btmn Btmn | 4Q22 5,058 4,674 10,280 799 1,802 334 2,416 | 1023 4,794 4,743 10,151 420 1,402 355 2,042 | 2023 4,132 5,259 10,014 806 1,691 521 2,532 | 3Q23 4,110 5,509 10,252 855 1,771 549 2,600 | 4Q23 4,046 5,701 10,264 683 1,485 556 2,333 | 1024 4,380 5,750 10,639 700 1,601 572 2,447 | 2024 4,008 5,759 10,270 714 1,604 583 2,445 | 4,244 5,775 10,519 649 1,673 521 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total loans Total current liabilities Total long-term liabilities Total liabilities Paid-up capital | Unit Btmn Btmn Btmn Btmn Btmn Btmn Btmn Btm | 4Q22 5,058 4,674 10,280 799 1,802 334 2,416 1,100 | 1023 4,794 4,743 10,151 420 1,402 355 2,042 1,100 | 2023 4,132 5,259 10,014 806 1,691 521 2,532 1,100 | 3Q23 4,110 5,509 10,252 855 1,771 549 2,600 1,100 | 4Q23 4,046 5,701 10,264 683 1,485 556 2,333 1,100 | 1024 4,380 5,750 10,639 700 1,601 572 2,447 1,100 | 2Q24 4,008 5,759 10,270 714 1,604 583 2,445 1,100 | 4,244 5,775 10,519 649 1,673 521 2,481 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total loans Total current liabilities Total long-term liabilities Total liabilities Paid-up capital Total equity | Unit Btmn Btmn Btmn Btmn Btmn Btmn Btmn Btm | 4Q22 5,058 4,674 10,280 799 1,802 334 2,416 1,100 7,864 | 1 Q23 4,794 4,743 1 0,151 420 1,402 355 2,042 1,100 8,109 | 2Q23 4,132 5,259 10,014 806 1,691 521 2,532 1,100 7,482 | 3Q23 4,110 5,509 10,252 855 1,771 549 2,600 1,100 7,652 | 4Q23 4,046 5,701 10,264 683 1,485 556 2,333 1,100 7,931 | 1Q24 4,380 5,750 10,639 700 1,601 572 2,447 1,100 8,192 | 2Q24 4,008 5,759 10,270 714 1,604 583 2,445 1,100 7,825 | 4,244 5,775 10,519 649 1,673 52 2,48 1,100 8,039 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total loans Total current liabilities Total long-term liabilities Total liabilities Paid-up capital Total equity BVPS | Unit Btmn Btmn Btmn Btmn Btmn Btmn Btmn Btm | 4Q22 5,058 4,674 10,280 799 1,802 334 2,416 1,100 | 1023 4,794 4,743 10,151 420 1,402 355 2,042 1,100 | 2023 4,132 5,259 10,014 806 1,691 521 2,532 1,100 | 3Q23 4,110 5,509 10,252 855 1,771 549 2,600 1,100 | 4Q23 4,046 5,701 10,264 683 1,485 556 2,333 1,100 | 1024 4,380 5,750 10,639 700 1,601 572 2,447 1,100 | 2Q24 4,008 5,759 10,270 714 1,604 583 2,445 1,100 | 4,244 5,775 10,519 649 1,673 52 2,48 ° 1,100 8,039 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total loans Total current liabilities Total long-term liabilities Total liabilities Paid-up capital Total equity BVPS Cash Flow Statement | Unit Btmn Btmn Btmn Btmn Btmn Btmn Btmn Btm | 4Q22 5,058 4,674 10,280 799 1,802 334 2,416 1,100 7,864 0.68 | 1023 4,794 4,743 10,151 420 1,402 355 2,042 1,100 8,109 0.71 | 2Q23 4,132 5,259 10,014 806 1,691 521 2,532 1,100 7,482 0.65 | 3Q23 4,110 5,509 10,252 855 1,771 549 2,600 1,100 7,652 0.66 | 4Q23 4,046 5,701 10,264 683 1,485 556 2,333 1,100 7,931 0.68 | 1Q24 4,380 5,750 10,639 700 1,601 572 2,447 1,100 8,192 0.71 | 2Q24 4,008 5,759 10,270 714 1,604 583 2,445 1,100 7,825 0.68 | 4,244 5,775 10,519 645 1,673 52' 2,481 1,100 8,039 0.69 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total loans Total current liabilities Total long-term liabilities Total liabilities Paid-up capital Total equity BVPS | Unit Btmn Btmn Btmn Btmn Btmn Btmn Btmn Btm | 4Q22 5,058 4,674 10,280 799 1,802 334 2,416 1,100 7,864 | 1 Q23 4,794 4,743 1 0,151 420 1,402 355 2,042 1,100 8,109 | 2Q23 4,132 5,259 10,014 806 1,691 521 2,532 1,100 7,482 | 3Q23 4,110 5,509 10,252 855 1,771 549 2,600 1,100 7,652 | 4Q23 4,046 5,701 10,264 683 1,485 556 2,333 1,100 7,931 | 1Q24 4,380 5,750 10,639 700 1,601 572 2,447 1,100 8,192 | 2Q24 4,008 5,759 10,270 714 1,604 583 2,445 1,100 7,825 | 4,244 5,775 10,519 649 1,673 52' 2,481 1,100 8,039 0.69 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total loans Total current liabilities Total long-term liabilities Total liabilities Paid-up capital Total equity BVPS Cash Flow Statement FY December 31 | Unit Btmn Btmn Btmn Btmn Btmn Btmn Btmn Btm | 4Q22 5,058 4,674 10,280 799 1,802 334 2,416 1,100 7,864 0.68 | 1Q23 4,794 4,743 10,151 420 1,402 355 2,042 1,100 8,109 0.71 | 2Q23 4,132 5,259 10,014 806 1,691 521 2,532 1,100 7,482 0.65 | 3Q23 4,110 5,509 10,252 855 1,771 549 2,600 1,100 7,652 0.66 | 4Q23 4,046 5,701 10,264 683 1,485 556 2,333 1,100 7,931 0.68 | 1Q24 4,380 5,750 10,639 700 1,601 572 2,447 1,100 8,192 0.71 | 2024 4,008 5,759 10,270 714 1,604 583 2,445 1,100 7,825 0.68 | 4,244 5,775 10,519 649 1,673 52' 2,481 1,100 8,039 0.69 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total loans Total current liabilities Total long-term liabilities Total liabilities Paid-up capital Total equity BVPS Cash Flow Statement FY December 31 Core Profit | Unit Btmn Btmn Btmn Btmn Btmn Btmn Btmn Btm | 4Q22 5,058 4,674 10,280 799 1,802 334 2,416 1,100 7,864 0.68 | 1Q23 4,794 4,743 10,151 420 1,402 355 2,042 1,100 8,109 0.71 | 2Q23 4,132 5,259 10,014 806 1,691 521 2,532 1,100 7,482 0.65 | 3Q23 4,110 5,509 10,252 855 1,771 549 2,600 1,100 7,652 0.66 | 4Q23 4,046 5,701 10,264 683 1,485 556 2,333 1,100 7,931 0.68 | 1Q24 4,380 5,750 10,639 700 1,601 572 2,447 1,100 8,192 0.71 | 2024 4,008 5,759 10,270 714 1,604 583 2,445 1,100 7,825 0.68 | 4,244 5,775 10,519 649 1,673 52' 2,481 1,100 8,039 0.69 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total loans Total current liabilities Total long-term liabilities Total liabilities Paid-up capital Total equity BVPS Cash Flow Statement FY December 31 Core Profit Depreciation and amortization | Unit Btmn Btmn Btmn Btmn Btmn Btmn Btmn Btm | 4Q22 5,058 4,674 10,280 799 1,802 334 2,416 1,100 7,864 0.68 | 1023 4,794 4,743 10,151 420 1,402 355 2,042 1,100 8,109 0.71 | 2Q23 4,132 5,259 10,014 806 1,691 521 2,532 1,100 7,482 0.65 | 3Q23 4,110 5,509 10,252 855 1,771 549 2,600 1,100 7,652 0.66 | 4Q23 4,046 5,701 10,264 683 1,485 556 2,333 1,100 7,931 0.68 | 1Q24 4,380 5,750 10,639 700 1,601 572 2,447 1,100 8,192 0.71 | 2Q24 4,008 5,759 10,270 714 1,604 583 2,445 1,100 7,825 0.68 | 4,244 5,775 10,519 649 1,673 521 2,481 1,100 8,039 0.69 |
| Balance Sheet FY December 31 Total current assets Total fixed assets Total loans Total current liabilities Total long-term liabilities Total liabilities Paid-up capital Total equity BVPS Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow | Unit Btmn Btmn Btmn Btmn Btmn Btmn Btmn Btm | 4Q22 5,058 4,674 10,280 799 1,802 334 2,416 1,100 7,864 0.68 | 1Q23 4,794 4,743 10,151 420 1,402 355 2,042 1,100 8,109 0.71 | 2Q23 4,132 5,259 10,014 806 1,691 521 2,532 1,100 7,482 0.65 | 3Q23 4,110 5,509 10,252 855 1,771 549 2,600 1,100 7,652 0.66 | 4Q23 4,046 5,701 10,264 683 1,485 556 2,333 1,100 7,931 0.68 4Q23 274 121 410 | 1Q24 4,380 5,750 10,639 700 1,601 572 2,447 1,100 8,192 0.71 | 2024 4,008 5,759 10,270 714 1,604 583 2,445 1,100 7,825 0.68 | 3Q24 4,244 5,775 10,519 649 1,673 522 2,481 1,100 8,039 0.69 |

| Key Finan | cial Ratios | i | |
|--------------|-------------|---|--|
| FY Decembe | r 31 | | |
| Gross margii | า | | |
| Operating m | argin | | |
| EBITDA marg | jin | | |
| | | | |

| FY December 31 | Unit | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 |
|-----------------------|------|-------|-------|-------|-------|-------|-------|-------|-------|
| Gross margin | % | 28.6 | 25.6 | 23.2 | 29.0 | 25.6 | 25.9 | 21.5 | 31.0 |
| Operating margin | % | 13.8 | 14.0 | 10.9 | 17.2 | 14.2 | 13.1 | 9.4 | 20.5 |
| EBITDA margin | % | 23.6 | 23.0 | 19.9 | 25.6 | 22.4 | 22.4 | 18.7 | 28.3 |
| EBIT margin | % | 19.5 | 18.2 | 15.0 | 20.9 | 17.4 | 17.3 | 13.2 | 23.7 |
| Net profit margin | % | 16.6 | 14.0 | 11.5 | 15.6 | 12.9 | 13.1 | 9.7 | 18.1 |
| ROE | % | 35.4 | 11.1 | 12.5 | 14.3 | 13.8 | 13.0 | 13.0 | 15.6 |
| ROA | % | 26.7 | 8.5 | 9.5 | 10.4 | 10.6 | 10.2 | 9.8 | 11.8 |
| Net D/E | x | (0.2) | (0.2) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Interest coverage | x | 71.5 | 103.1 | 79.6 | 82.2 | 57.3 | 54.2 | 44.2 | 75.9 |
| Debt service coverage | х | 3.5 | 20.4 | 4.9 | 6.7 | 12.2 | 11.5 | 9.3 | 16.5 |

| Key statistics | | | | | | | | | |
|------------------------------|------|------|------|------|------|------|------|------|------|
| FY December 31 | Unit | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 |
| Revenue breakdown | | | | | | | | | |
| Cash service | (%) | 63.2 | 64.3 | 64.7 | 67.7 | 63.1 | 64.9 | 66.6 | 62.1 |
| Social security service (SC) | (%) | 36.4 | 32.8 | 33.1 | 29.1 | 32.6 | 31.0 | 29.4 | 33.5 |
| Universal coverage (UC) | (%) | 0.4 | 2.9 | 2.1 | 3.1 | 4.3 | 4.1 | 4.0 | 4.4 |

4 Mon, Nov 18, 2024



Figure 1: CHG's earnings review

| (Bt mn) | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 | YoY% | QoQ% | 9M23 | 9M24 | YoY% |
|-----------------------|--------|--------|--------|--------|--------|-------|-------|--------|--------|-------|
| Revenue | 2,093 | 2,123 | 2,021 | 1,985 | 2,309 | 10.3 | 16.3 | 5,608 | 6,316 | 12.6 |
| Gross profit | 607 | 543 | 523 | 427 | 716 | 18.1 | 67.7 | 1,465 | 1,666 | 13.8 |
| EBITDA | 555 | 490 | 471 | 386 | 674 | 21.4 | 74.5 | 1,340 | 1,531 | 14.3 |
| Core profit | 326 | 274 | 264 | 235 | 417 | 28.1 | 77.9 | 818 | 916 | 12.0 |
| Net profit | 326 | 274 | 264 | 192 | 417 | 28.1 | 117.1 | 772 | 874 | 13.1 |
| EPS (Bt/share) | 0.030 | 0.025 | 0.024 | 0.021 | 0.038 | 28.1 | 77.9 | 0.074 | 0.083 | 12.0 |
| Balance Sheet | | | | | | | | | | |
| Total Assets | 10,252 | 10,264 | 10,639 | 10,270 | 10,519 | 2.6 | 2.4 | 10,252 | 10,519 | 2.6 |
| Total Liabilities | 2,600 | 2,333 | 2,447 | 2,445 | 2,481 | (4.6) | 1.5 | 2,600 | 2,481 | (4.6) |
| Total Equity | 7,652 | 7,931 | 8,192 | 7,825 | 8,039 | 5.1 | 2.7 | 7,652 | 8,039 | 5.1 |
| BVPS (Bt/share) | 0.66 | 0.68 | 0.71 | 0.68 | 0.69 | 5.2 | 2.7 | 0.66 | 0.69 | 5.2 |
| Financial Ratio | | | | | | | | | | |
| Gross Margin (%) | 29.0 | 25.6 | 25.9 | 21.5 | 31.0 | 2.0 | 9.5 | 26.1 | 26.4 | 0.3 |
| EBITDA margin (%) | 25.6 | 22.4 | 22.4 | 18.7 | 28.3 | 2.7 | 9.5 | 23.9 | 24.2 | 0.4 |
| Net Profit Margin (%) | 15.6 | 12.9 | 13.1 | 9.7 | 18.1 | 2.5 | 8.4 | 13.8 | 13.8 | 0.1 |
| ROA (%) | 12.4 | 10.7 | 10.2 | 9.3 | 16.1 | | | 10.4 | 11.8 | |
| ROE (%) | 17.1 | 13.9 | 13.0 | 12.3 | 21.3 | | | 14.3 | 15.6 | |
| Debt to equity (X) | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | | | 0.1 | 0.1 | |
| Revenue breakdown | | | | | | | | | | |
| Self-pay: OPD | 654 | 645 | 623 | 620 | 635 | (2.9) | 2.5 | 1,718 | 1,877 | 9.3 |
| Self-pay: IPD | 763 | 695 | 690 | 702 | 799 | 4.7 | 13.9 | 1,968 | 2,191 | 11.3 |
| SC | 609 | 692 | 626 | 584 | 774 | 27.0 | 32.5 | 1,769 | 1,984 | 12.2 |
| UC | 66 | 91 | 83 | 80 | 101 | 53.5 | 26.3 | 153 | 263 | 72.3 |
| 0 / / V D / | | | | | | | | | | |

Source: InnovestX Research

Figure 2: Valuation summary (price as of Nov 15, 2024)

| | Rating | Price | Target | ETR | P/E (x) | | EPS growth (%) | | P/BV (x) | | ROE (%) | | Div. Yield (%) | | | EV/EBITDA (x) | | | | | | |
|---------|------------|---------|---------|------|---------|------|----------------|--------|----------|-------|---------|-----|----------------|-----|-----|---------------|-----|-----|-----|------|------|------|
| | | (Bt/Sh) | (Bt/Sh) | (%) | 23A | 24F | 25F | 23A | 24F | 25F | 23A | 24F | 25F | 23A | 24F | 25F | 23A | 24F | 25F | 23A | 24F | 25F |
| ВСН | Outperform | 16.40 | 21.0 | 30.2 | 27.4 | 27.1 | 22.8 | (63.0) | 1.3 | 18.7 | 3.2 | 3.1 | 3.0 | 11 | 11 | 12 | 2.1 | 2.2 | 2.7 | 13.8 | 13.6 | 11.5 |
| BDMS | Outperform | 27.00 | 36.0 | 36.3 | 29.8 | 26.5 | 24.5 | 14.0 | 12.6 | 8.0 | 4.5 | 4.3 | 4.2 | 15 | 16 | 17 | 2.6 | 2.9 | 3.2 | 17.6 | 16.0 | 14.9 |
| ВН | Neutral | 207.00 | 300.0 | 47.3 | 23.8 | 21.2 | 20.2 | 40.0 | 12.2 | 5.0 | 6.9 | 5.9 | 5.1 | 31 | 30 | 27 | 2.2 | 2.4 | 2.5 | 16.6 | 13.8 | 12.9 |
| CHG | Neutral | 2.76 | 3.0 | 11.3 | 27.8 | 25.8 | 23.7 | (60.7) | 7.8 | 8.7 | 4.0 | 3.8 | 3.6 | 14 | 14 | 15 | 2.5 | 2.6 | 2.9 | 16.2 | 14.8 | 13.4 |
| RJH | Neutral | 24.20 | 29.0 | 26.3 | 17.3 | 12.9 | 13.7 | (59.3) | 34.1 | (5.7) | 3.5 | 3.2 | 3.2 | 18 | 23 | 21 | 5.0 | 6.4 | 6.2 | 11.7 | 10.1 | 9.8 |
| Average | • | • | • | , | 25.2 | 22.7 | 21.0 | (25.8) | 13.6 | 6.9 | 4.7 | 4.3 | 4.0 | 18 | 18 | 18 | 2.4 | 2.5 | 2.8 | 16.0 | 14.5 | 13.2 |

Source: InnovestX Research

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Companies with Very Good CG Scoring

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Companies with Good CG Scoring

A5, ADD, AIE, ALUCON, AMC, AMR, ARIN, ASEFA, ASIA, ASN, BIG, BIOTEC, BIS, BJCHI, BLC, BVG, CEN, CGH, CHARAN, CHAYO, CHIC, CHOTI, CITY, CMC, CPANEL, CSP, DEXON, DOD, DPAINT, DVB, EASON, EE, EFORL, EKH, ESTAR, ETL, FNS, GBX, GENCO, GTB, GYT, ICN, IIG, IMH, IRCP, J, JCKH, JMT, JPARK, JR, JSP, JUBILE, KBS, KCAR, KIAT, KISS, KK, KWC, LDC, LEO, MCA, META, MGC, MITSIB, MK, NAM, NOVA, NTV, NV, OGC, PACO, PANEL, PHG, PIN, PRAPAT, PRI, PRIN, PROEN, PROS, PTC, READY, ROCTEC, SABUY, SALEE, SAMCO, SANKO, SCI, SE, SE-ED, SINGER, SISB, SKN, SKY, SMD, SMIT, SORKON, SPG, SST, STC, STOWER, STP, SVR, SWC, TAKUNI, TC, TFI, TMC, TMI, TNP, TOPP, TRU, UEC, UOBKH, VL, WAVE, WFX, WIIK, XO, XPG, YUASA, ZAA

Corporate Governance Report

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Anti-corruption Progress Indicator

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Declared (ประกาศเจตนารมณ์)

ACE, ALT, AMARIN, AMC, ANI, APCO, ASAP, B52, BLAND, BYD, CFARM, CHASE, CHG, DEXON, DITTO, ECL, EVER, FLOYD, GREEN, HL, HUMAN, ICN, IHL, IP, ITC, JDF, JMART, K, KJL, LDC, LIT, MITSIB, MJD, MOSHI, NEX, NTSC, PLE, PLUS, POLY, PQS, PRI, PRIME, PROEN, PROUD, PTC, RT, S, SAWAD, SCAP, SCGD, SFT, SHR, SINGER, SINO, SJWD, SKE, SNNP, SOLAR, SONIC, SUPER, TBN, TMI, TPAC, TPP, TQM, UOBKH, UREKA, VNG, WELL, WIN, XPG

N/A

24CS, 3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACG, ADD, ADVICE, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALLA, ALPHAX, ALUCON, AMARC, AMR, ANAN, AOT, APO, APP, APURE, AQUA, ARIN, ARIP, ARROW, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCT, AURA, BA, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BIZ, BJCH, BKD, BKGI, BKIH, BLC, BLESS, BLISS, BM, BOL, BPS, BR, BROCK, BSM, BSRC, BTC, BTNC, BTW, BUI, BVG, CCET, CCP, CEYE, CGD, CH, CHAO, CHARAN, CHAYO, CHIC, CHO, 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, DOD, DPAINT, DTCENT, DTCI, DV8, EASON, EE, EFORL, EKH, EMC, ESTAR, ETL, EURO, F&D, FANCY, FE, FM, FMT, FN, FORTH, FTI, FVC, GABLE, GENCO, GFC, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GSC, GTB, GTV, GYT, HFT, HPT, HTECH, HYDRO, I2, IIG, IMH, IND, INGRS, INSET, IRC, IRCP, IROYAL, IT, ITD, ITNS, ITTHI, J, JAK, JCK, JCKH, JCT, JKN, JMT, JPARK, JSP, JUBILE, KAMART, KBS, KC, KCG, KCM, KDH, KEX, KIAT, KISS, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LEE, LEO, LOXLEY, LPH, LST, LTS, MAGURO, MANRIN, MASTER, MATI, MCA, M-CHAI, MCS, MDX, MEB, MEDEZE, METCO, MGC, MGI, MGT, MICRO, MIDA, MK, ML, MORE, MPJ, MST, MTW, MUD, MVP, NAM, NAT, NC, NCH, NCL, NCP, NDR, NEO, NETBAY, NEW, NEWS, NFC, NL, NNCL, NOK, NOVA, NPK, NSL, NTV, NUSA, NV, NVD, NWR, NYT, OHTL, OKJ, ONEE, ORN, PACO, PAF, PANEL, PCC, PCE, PEACE, PEER, PERM, PF, PHG, PICO, PIN, PJW, PLT, PMC, PMTA, POLAR, PORT, PPM, PRAKIT, PRAPAT, PRECHA, PRIN, PRO, PSG, PSP, PTL, QTCG, RAM, RCL, READY, RICHY, RJH, ROCK, ROCTEC, ROH, ROJNA, RP, RPC, RPH, RSP, S11, SABUY, SAF, SAFARI, SAFE, SALEE, SAM, SAMART, SAMCO, SAMTEL, SANKO, SAUCE, SAV, SAWANG, SBNEXT, SCI, SCP, SDC, SE, SEAFCO, SECURE, SEI, SGF, SHANG, SIAM, SICT, SIMAT, SISB, SK, SKN, SKY, SLP, SMART, SMD, SMT, SO, SPA, SPCG, SPG, SPREME, SPVI, SQ, SR, SRS, SSC, STANLY, STC, STECH, STECON, STHAI, STI, STP, STPI, STX, SUC, SUN, SUTHA, SVR, SWC, SYNEX, TACC, TAN, TAPAC, TATG, TC, TCC, TCJ, TCMC, TCOAT, TEAM, TEAMG, TEKA, TERA, TFM, TGPRO, TH, THAI, THANA, THE, THG, THMUI, TIGER, TITLE, TK, TKC, TLI, TM, TMAN, TMC, TMW, TNDT, TNH, TNPC, TOA, TPBI, TPCH, TPIPL, TPIPP, TPL, TPOLY, TPS, TQR, TR, TRC, TRITN, TRP, TRUBB, TRV, TSE, TTA, TTI, TTT, TTW, TVH, TVT, TWP, TWZ, TYCN, UAC, UBA, UBE, UMI, UMS, UNIQ, UP, UPOIC, UTP, UVAN, VARO, VL, VPO, VRANDA, W, WARRIX, WAVE, WFX, WGE, WINDOW, WINMED, WINNER, WORK, WP, YGG, YONG, ZAA, ZIGA

Explanations

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