HANA Microelectronics HANA

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Public Company Limited Reuters HANA.BK



3Q24: Core profit missed on weak sales

3Q24 core profit was only Bt21mn, far below INVX and consensus, on weak earnings across the board. 4Q24 outlook is challenging as demand continues weak for EMS, IC and PMS businesses on concerns over new US tariff policies. We revise down our 2024F core profit by 39% and 2025F by 29% to reflect the weaker sales and gross margin. On expectation of continued weak demand YoY in 1Q25, we downgrade our recommendation to Neutral from Outperform with a new 2025 TP of Bt33 (from Bt42) based 5-year historical PE mean of 19x.

Recap 3Q24. HANA reported a net profit of Bt406mn in 3Q24, -44.7% YoY but +7.9% QoQ. Excluding extraordinary gains from a refund on investment in the supply chain of US\$8.54mn (Bt299.4mn) and FX gain of Bt55mn in 3Q24, core profit was only Bt21mn, significantly below INVX and consensus, plummeting more than 97% YoY and 96% QoQ due to weak sales across almost all product groups on weak China EV demand: PCBA (-5% YoY), IC (-15% YoY) and micro display (+18% YoY). Overall gross margin fell 950 bps YoY and 620 bps QoQ to 6.2% on: 1) a one-time inventory revaluation to accommodate the significant strengthening of the baht against US dollar to Bt32/US\$ from Bt36/US\$ and 2) the impact on material costs brought by the appreciation of the baht as key raw materials were purchased 2-3 months prior to production.

Takeaway from analyst meeting. HANA's management believes that election of Trump, given his stated intention of raising tariffs on imports, will lead its customers to slash their inventory levels. This will eat into order volume for both IC and EMS businesses in the short term, with effects continuing into 4Q24. Simultaneously, demand for EV-related products, particularly PMS (silicon carbide products), declined on the slowdown in the Chinese economy. Demand is expected to recover around mid-2025, pushing EBTIDA breakeven to late 2025 from the previously estimated mid-2025. The OSAT (outsourced semiconductor assembly and test) business was hurt by a one-time inventory revaluation due to the significant strengthening of the baht against US dollar to Bt32/US\$ from Bt36/US\$ on the purchase of key raw materials 2-3 months prior to production. Excluding the inventory revaluation, IC gross margin in 3Q24 would have been around +6% instead of the reported -6.2%. The RFID business (13% of total revenue) is expected to grow in 4Q24 and 2025 after obtaining the Auburn Certificate. RFID revenue is projected to grow 20% in 2025. FT1 is a joint venture (JV) between HANA (49%) and PTT (51%) to study a possible investment in a wafer fabrication plant. HANA will reassess the timeline and investment size after observing demand and overall market situation for the next six months.

Downward revision of 2024-25F. We have cut our 2024F core earnings by 39% and 2025 by 29% to reflect the lower revenue and gross margin. Although we expect a slight recovery in core profit in 4Q24 without an inventory revaluation, demand outlook remains weak across the EMS, IC and PMS businesses. We expect demand to remain sluggish in 1Q25 before improving in 2Q25. We thus downgrade our recommendation to Neutral from Outperform with a new 2025 target price of Bt33 (from Bt44), based on 5-year historical PE mean of 19x.

Key risks are changes in purchasing power, and exchange rate volatility. Key ESG risk are labor management and suppliers (S).

Forecasts and valuation

| Year to 31 Dec | Unit | 2022 | 2023 | 2024F | 2025F | 2026F |
|------------------|--------|--------|--------|--------|--------|--------|
| Revenue | (Btmn) | 27,167 | 26,152 | 24,256 | 26,600 | 27,404 |
| EBITDA | (Btmn) | 3,276 | 2,854 | 2,152 | 2,878 | 3,286 |
| Core profit | (Btmn) | 2,384 | 2,035 | 1,188 | 1,520 | 1,854 |
| Reported profit | (Btmn) | 2,102 | 1,761 | 1,099 | 1,520 | 1,854 |
| Core EPS | (Bt) | 3.0 | 2.5 | 1.3 | 1.7 | 2.1 |
| DPS | (Bt) | 2.00 | 1.00 | 0.87 | 1.20 | 1.47 |
| P/E, core | (x) | 10.0 | 12.0 | 22.2 | 17.3 | 14.2 |
| EPS growth, core | (%) | 6.9 | (14.6) | (41.6) | 27.9 | 22.0 |
| P/BV, core | (x) | 1.0 | 0.8 | 0.9 | 0.9 | 0.9 |
| ROE | (%) | 9.0 | 6.6 | 3.8 | 5.3 | 6.4 |
| Dividend yield | (%) | 5.1 | 2.5 | 2.2 | 3.0 | 3.7 |
| EBITDA Growth | (%) | 13.3 | (12.9) | (24.6) | 33.8 | 14.2 |

Source: InnovestX Research

Tactical: NEUTRAL

(3-month)

| Stock data | |
|--------------------------------|-------------|
| Last close (Nov 19) (Bt) | 29.75 |
| Target price (Bt) | 33.00 |
| Mkt cap (Btbn) | 26.34 |
| | |
| 12-m high / low (Bt) | 55 / 29.3 |
| Avg. daily 6m (US\$mn) | 13.85 |
| Foreign limit / actual (%) | 100 / 41.67 |
| Free float (%) | 61.1 |
| Outstanding Short Position (%) | 3.43 |
| | |

| Share price performance | | | | | | | |
|-------------------------|--------|--------|--------|--|--|--|--|
| (%) | 1M | 3M | 12M | | | | |
| Absolute | (22.2) | (27.9) | (33.5) | | | | |
| Relative to SET | (20.6) | (34.4) | (35.4) | | | | |

| INVX core earnings vs consensus | | | | | | |
|---------------------------------|--------|--------|--|--|--|--|
| Earnings vs consensus | 2024F | 2025F | | | | |
| Consensus (Bt mn) | 1,596 | 1,979 | | | | |
| INVX vs Consensus (%) | (25.6) | (23.2) | | | | |

| Earnings momentum | YoY | QoQ |
|-------------------------|------|-----|
| INVX 4Q24 core earnings | Flat | Up |

2023 Sustainability/2022 ESG Score SET ESG Ratings

| Bloomberg ESG Score and Rank in | the sect | or |
|---------------------------------|----------|-----|
| ESG Score and Rank | 1.73 | 4/8 |
| Environmental Score and Rank | 0.00 | |
| Social Score and Rank | 1.53 | 3/8 |

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

Governance Score and Rank

Analyst

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Our view on ESG

HANA is committed to reducing its environmental impact and combating climate change and assesses the potential of its significant machinery and equipment to identify energy conservation measures as well as social responsibility to reduce the various impacts of its operations. The company's key ESG focus areas are labor management and suppliers. The company requires a large workforce, and some of the required skills are highly specialized.

ESG Ratings and Indices

| Bloomberg ESG Financial Materiality Score | 1.73 (2022) |
|-------------------------------------------|-------------|
| Rank in Sector | 4/8 |

Environmental Issue (E)

- HANA is committed to reducing its environmental impact and combating climate change. It uses the United Nations Sustainable Development Goals (SDGs) as a framework for its environmental development.
- Energy efficiency measures: HANA assesses the potential of its significant machinery and equipment to identify energy conservation measures. It has invested in various projects to improve efficiency or replace machinery and equipment to save energy. It also has energy conservation projects to reduce electricity consumption or the use of non-renewable energy.
- We believe that HANA's environmental management is relatively behind from peers. This is because the company has limited publish of the key environment data. This is consistent with the company's ESG environmental score, which is lagging the industry average.

Governance Issue (G)

- HANA conducts business with good governance, transparency, and responsibility. It considers the long-term growth of the company and continuously creates appropriate returns for shareholders. It also promotes creativity and drives innovation in both production processes, work processes, and services to increase efficiency and deliver products and services to customers with quality standards. This leads to the creation of benefits or positive impacts on the organization towards sustainable development.
- The Board of Directors has established a Sustainability Committee composed mostly of independent directors. The Committee is tasked with setting the sustainability policy, framework, goals, strategies, and overseeing the implementation and monitoring of progress.
- HANA also has a policy of opening up opportunities for stakeholders to participate in communication and engagement on issues that different stakeholder groups have or may be affected by the company's operations. It uses stakeholder feedback to assess key issues and find ways to benefit all parties involved.
- We believe that governance is an area where HANA needs to improve. The company's ESG governance score is lower than the industry average.

| | CG Rating | DJSI | SETESG | SET ESG Ratings |
|------------|-----------------------|------------|--------|-----------------|
| HANA | 5 | No | Yes | AA |
| Source: Th | ai Institute of Direc | tors and s | SFT | |

Social Issue (S)

- HANA conducts business with social responsibility to reduce the
 various impacts of its operations. It adheres to the principles of
 transparent, verifiable, and ethical operation, and respects
 human rights. It focuses on the needs and expectations of
 stakeholders throughout the value chain, such as respecting
 human rights.
- HANA is committed to conducting business ethically and responsibly towards society and all stakeholders in accordance with corporate governance and ethics. In terms of human rights protection, the company strictly complies with laws and international principles.
- We believe that labor issues are a significant factor for HANA. The company requires a large workforce, and some of the required skills are highly specialized. Therefore, we place a higher weight on social factors than on other ESG factors. While the ESG social score still below industry average.

| ESG Financial Materiality Score and Disclos | | 0000 |
|----------------------------------------------------|--------------|---------|
| TOO Fire weight Made wild it works | 2022 | 2023 |
| ESG Financial Materiality Score | 1.73 0.00 | _ |
| Environment Financial Materiality Score | | |
| GHG Scope 1 ('000 metric tonnes) | 0.5 | |
| GHG Scope 2 Location-Based ('000 metric tonnes) | 23.3 | |
| Energy Efficiency Policy | Yes | Yes |
| Renewable Energy Use ('000 MWh) | _ | |
| Waste Reduction Policy | Yes | |
| Water Policy | Yes | Yes |
| | | |
| Social Financial Materiality Score | 1.53 | |
| Human Rights Policy | Yes | Yes |
| Community Spending (millions) | _ | _ |
| Women in Workforce (%) | 69 | |
| Business Ethics Policy | Yes | Yes |
| Health and Safety Policy | Yes | Yes |
| Lost Time Incident Rate (per 100 employees) | 0 | 0 |
| Employee Training (hours) | 150,148 | 326,665 |
| Governance Financial Materiality Score | 4.78 | _ |
| Size of Audit Committee (persons) | 4.78 | |
| Number of Independent Directors on Audit Committee | 4 | 7 |
| (persons) | 4 | 4 |
| Company Conducts Board Evaluations | Yes | Yes |
| Number of Independent Directors on Compensation | 100 | 100 |
| (person) | _ | _ |
| Number of Women on Board (persons) | 2 | 2 |
| Number of Independent Directors (persons) | 4 | 4 |

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.



1,520

2,878

1.72

1.72

1.20

1,854

3,286

2.09

2.09

1.47

1,099

2,152

1.34

1.24

0.87

1,761

2,854

2.48

2.14

1.00

Financial statement

Net Profit

Core EPS

EBITDA

Net EPS

DPS

| Profit and Loss Statement | | | | | | | | | |
|---------------------------|--------|----------|----------|----------|----------|----------|----------|----------|----------|
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Total revenue | (Btmn) | 20,384 | 19,283 | 23,780 | 27,167 | 26,152 | 24,256 | 26,600 | 27,404 |
| Cost of goods sold | (Btmn) | (18,070) | (16,734) | (20,493) | (23,506) | (23,172) | (22,018) | (23,785) | (24,195) |
| Gross profit | (Btmn) | 2,314 | 2,548 | 3,287 | 3,661 | 2,980 | 2,238 | 2,815 | 3,209 |
| SG&A | (Btmn) | (1,254) | (1,211) | (1,697) | (2,014) | (1,672) | (1,890) | (1,702) | (1,754) |
| Other income | (Btmn) | 866 | 671 | 471 | 552 | 536 | 832 | 550 | 559 |
| Interest expense | (Btmn) | (13) | (9) | (7) | (13) | (52) | (24) | (62) | (62) |
| Pre-tax profit | (Btmn) | 1,913 | 1,968 | 1,598 | 2,209 | 1,846 | 1,157 | 1,600 | 1,951 |
| Corporate tax | (Btmn) | (108) | (60) | (53) | (107) | (85) | (58) | (80) | (98) |
| Equity a/c profits | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Minority interests | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Core profit | (Btmn) | 1,490 | 1,778 | 2,229 | 2,384 | 2,035 | 1,188 | 1,520 | 1,854 |
| Extra-ordinary items | (Btmn) | 0 | (31) | (455) | 24 | 55 | 0 | 0 | 0 |
| | | | | | | | | | |

1,545

2,892

2.77

1.92

1.75

2,102

3,276

2.96

2.61

2.00

1,908

2,512

2.21

2.37

1.30

1,805

2,198

1.85

2.24

1.65

(Btmn)

(Btmn)

(Btmn)

(Bt)

(Bt)

| Balance Sheet (Btmn) | | | | | | | | | |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Total current assets | (Btmn) | 17,015 | 17,720 | 17,570 | 18,243 | 23,159 | 22,595 | 23,293 | 23,972 |
| Total fixed assets | (Btmn) | 7,412 | 7,460 | 10,283 | 11,460 | 12,147 | 12,681 | 12,911 | 13,086 |
| Total assets | (Btmn) | 24,426 | 25,180 | 27,853 | 29,703 | 35,306 | 35,276 | 36,203 | 37,059 |
| Total loans | (Btmn) | 802 | 311 | 342 | 619 | 1,443 | 334 | 334 | 334 |
| Total current liabilities | (Btmn) | 3,182 | 2,806 | 4,029 | 5,027 | 5,034 | 3,796 | 4,021 | 4,177 |
| Total long-term liabilities | (Btmn) | 699 | 760 | 766 | 814 | 1,125 | 3,333 | 3,432 | 3,458 |
| Total liabilities | (Btmn) | 3,881 | 3,567 | 4,795 | 5,841 | 6,159 | 7,129 | 7,453 | 7,635 |
| Paid-up capital | (Btmn) | 805 | 805 | 805 | 805 | 885 | 885 | 885 | 885 |
| Total equity | (Btmn) | 20,546 | 21,614 | 23,058 | 23,862 | 29,147 | 28,147 | 28,750 | 29,423 |
| BVPS | (Bt) | 23 | 24 | 26 | 27 | 33 | 32 | 32 | 33 |

| Cash Flow Statement (Btmn) | | | | | | | | | |
|-------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Core Profit | (Btmn) | 1,913 | 1,968 | 1,598 | 2,209 | 1,846 | 1,157 | 1,600 | 1,951 |
| Depreciation and amortization | (Btmn) | 1,138 | 1,175 | 1,301 | 1,630 | 1,702 | 1,803 | 1,766 | 1,832 |
| Operating cash flow | (Btmn) | 2,976 | (675) | 2,093 | 1,342 | 3,250 | 2,764 | 2,222 | 3,203 |
| Investing cash flow | (Btmn) | (610) | (1,170) | (4,114) | (1,169) | (3,413) | (2,429) | (1,897) | (1,981) |
| Financing cash flow | (Btmn) | (1,865) | (1,322) | (75) | (1,102) | 5,073 | 45 | (917) | (1,181) |
| Net cash flow | (Btmn) | 501 | (3,167) | (2,096) | (929) | 4,580 | 380 | (591) | 41 |

| Key Financial Ratios | | | | | | | | | |
|-----------------------|------|-------|-------|-------|-------|-------|-------|-------|-------|
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Gross margin | (%) | 11.4 | 13.2 | 13.8 | 13.5 | 11.4 | 9.2 | 10.6 | 11.7 |
| Operating margin | (%) | 5.2 | 6.9 | 6.7 | 6.1 | 5.0 | 1.4 | 4.2 | 5.3 |
| EBITDA margin | (%) | 10.8 | 13.0 | 12.2 | 12.1 | 10.9 | 8.9 | 10.8 | 12.0 |
| EBIT margin | (%) | 9.4 | 10.4 | 8.7 | 8.1 | 7.0 | 4.9 | 6.2 | 7.3 |
| Net profit margin | (%) | 8.9 | 9.9 | 6.5 | 7.7 | 6.7 | 4.5 | 5.7 | 6.8 |
| ROE | (%) | 8.8 | 8.8 | 6.7 | 8.8 | 6.0 | 3.9 | 5.3 | 6.3 |
| ROA | (%) | 7.4 | 7.6 | 5.6 | 7.1 | 5.1 | 3.2 | 4.4 | 5.2 |
| Net D/E | (x) | (0.4) | (0.2) | (0.1) | (0.1) | (0.2) | (0.1) | (0.1) | (0.1) |
| Interest coverage | (x) | 80.1 | 147.5 | 212.3 | 131.6 | 25.2 | 14.6 | 17.8 | 23.3 |
| Debt service coverage | (x) | 2.4 | 6.5 | 6.0 | 3.5 | 1.3 | 3.5 | 5.0 | 6.0 |
| Payout Ratio | (%) | 81.0 | 60.3 | 100.3 | 84.2 | 50.3 | 70.0 | 70.0 | 70.0 |

| Main Assumptions | | | | | | | | | |
|-----------------------------------|------------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY December 31 | Unit | 2019 | 2020 | 2021 | 2022 | 2023 | 2024F | 2025F | 2026F |
| Total sales | (Btmn) | 20,384 | 19,283 | 23,780 | 27,167 | 26,152 | 24,256 | 26,600 | 27,404 |
| Sales from PCBA business | (Btmn) | 11,967 | 11,306 | 13,425 | 15,028 | 15,953 | 15,746 | 16,294 | 16,675 |
| Sale from IC business | (Btmn) | 7,580 | 7,294 | 9,344 | 10,231 | 8,107 | 7,183 | 7,099 | 7,043 |
| Sales from Micro display business | (Btmn) | 838 | 687 | 962 | 1,343 | 1,569 | 1,891 | 2,087 | 2,225 |
| Sales from PMS business | (Btmn) | 0 | 4 | 50 | 299 | 523 | 530 | 890 | 1,068 |
| Total GPM | (%) | 11.4 | 13.2 | 13.8 | 13.5 | 11.4 | 9.2 | 10.6 | 11.7 |
| FX | (THB/US\$) | 31.1 | 31.3 | 32.0 | 35.1 | 34.8 | 35.3 | 35.6 | 35.6 |



Financial statement

| Profit | and | l nee | Stat | aman | ŧ |
|---------------|-----|-------|------|------|---|
| | | | | | |

| FY December 31 | Unit | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 |
|----------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| Total revenue | (Btmn) | 7,125 | 6,466 | 6,910 | 6,555 | 6,221 | 6,371 | 6,752 | 6,100 |
| Cost of goods sold | (Btmn) | (6,171) | (5,913) | (5,871) | (5,523) | (5,864) | (5,683) | (5,918) | (5,722) |
| Gross profit | (Btmn) | 954 | 553 | 1,039 | 1,031 | 357 | 687 | 834 | 378 |
| SG&A | (Btmn) | (505) | (382) | (392) | (449) | (408) | (415) | (418) | (425) |
| Other income | (Btmn) | 142 | 137 | 144 | 131 | 124 | 131 | 127 | 437 |
| Interest expense | (Btmn) | (6) | (2) | (8) | (17) | (25) | (24) | (26) | (24) |
| Pre-tax profit | (Btmn) | 1,107 | 279 | 668 | 755 | 144 | 340 | 407 | 422 |
| Corporate tax | (Btmn) | (31) | (12) | (33) | (21) | (19) | (27) | (31) | (16) |
| Equity a/c profits | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Minority interests | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Core profit | (Btmn) | 586 | 293 | 743 | 678 | 297 | 367 | 494 | 21 |
| Extra-ordinary items | (Btmn) | 160 | 0 | (218) | 185 | 88 | (0) | (2) | 0 |
| Net Profit | (Btmn) | 1,075 | 266 | 635 | 734 | 125 | 313 | 376 | 406 |
| EBITDA | (Btmn) | 1,308 | 564 | 1,073 | 1,003 | 370 | 672 | 745 | 444 |
| Core EPS | (Btmn) | 0.73 | 0.36 | 0.92 | 0.84 | 0.34 | 0.41 | 0.56 | 0.02 |
| Net EPS | (Bt) | 1.34 | 0.33 | 0.79 | 0.91 | 0.14 | 0.35 | 0.42 | 0.46 |

| FY December 31 | Unit | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Total current assets | (Btmn) | 18,243 | 17,613 | 19,176 | 20,360 | 23,159 | 24,370 | 24,563 | 23,050 |
| Total fixed assets | (Btmn) | 11,460 | 11,294 | 11,839 | 12,269 | 12,147 | 12,373 | 12,618 | 12,236 |
| Total assets | (Btmn) | 29,703 | 28,906 | 31,015 | 32,629 | 35,306 | 36,742 | 37,182 | 35,286 |
| Total loans | (Btmn) | 0 | 0 | 849 | 1,626 | 1,280 | 1,398 | 1,425 | 1,381 |
| Total current liabilities | (Btmn) | 5,027 | 4,099 | 5,681 | 6,100 | 5,034 | 5,489 | 5,683 | 4,802 |
| Total long-term liabilities | (Btmn) | 814 | 822 | 878 | 1,058 | 1,125 | 1,157 | 1,321 | 1,244 |
| Total liabilities | (Btmn) | 5,841 | 4,920 | 6,560 | 7,158 | 6,159 | 6,646 | 7,004 | 6,046 |
| Paid-up capital | (Btmn) | 805 | 805 | 805 | 805 | 885 | 805 | 805 | 805 |
| Total equity | (Btmn) | 23,862 | 23,986 | 24,456 | 25,471 | 29,147 | 30,096 | 30,177 | 29,240 |
| BVPS | (Bt) | 30 | 30 | 30 | 32 | 33 | 37 | 37 | 36 |

Cash Flow Statement (Btmn)

| FY December 31 | Unit | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 |
|-------------------------------|--------|-------|-------|---------|-------|-------|---------|---------|-------|
| Core Profit | (Btmn) | 586 | 293 | 743 | 678 | 297 | 367 | 494 | 21 |
| Depreciation and amortization | (Btmn) | 409 | 405 | 410 | 410 | 412 | 423 | 422 | 420 |
| Operating cash flow | (Btmn) | 1,188 | 117 | 1,271 | 788 | 1,075 | 937 | 631 | 1,988 |
| Investing cash flow | (Btmn) | (71) | (507) | (1,036) | (913) | (957) | (5,757) | (1,066) | 2,678 |
| Financing cash flow | (Btmn) | (406) | (2) | 444 | 768 | 3,862 | (30) | (319) | (106) |
| Net cash flow | (Btmn) | 710 | (391) | 679 | 643 | 3,981 | (4,850) | (93) | 3,929 |

Key Financial Ratios

| FY December 31 | Unit | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 |
|-----------------------|------|-------|-------|-------|-------|-------|-------|-------|-------|
| Gross margin | (%) | 13.4 | 8.6 | 15.0 | 15.7 | 5.7 | 10.8 | 12.4 | 6.2 |
| Operating margin | (%) | 6.3 | 2.7 | 9.4 | 8.9 | (8.0) | 4.3 | 6.2 | (8.0) |
| EBITDA margin | (%) | 18.4 | 8.7 | 15.5 | 15.3 | 5.9 | 10.5 | 11.0 | 7.3 |
| EBIT margin | (%) | 8.3 | 4.8 | 11.4 | 10.9 | 1.2 | 6.3 | 8.0 | 6.4 |
| Net profit margin | (%) | 15.1 | 4.1 | 9.2 | 11.2 | 2.0 | 4.9 | 5.6 | 6.7 |
| ROE | (%) | 4.5 | 1.1 | 2.6 | 2.9 | 0.4 | 1.0 | 1.2 | 1.4 |
| ROA | (%) | 3.6 | 0.9 | 2.0 | 2.2 | 0.4 | 0.9 | 1.0 | 1.2 |
| Net D/E | (x) | (0.1) | (0.1) | (0.1) | (0.1) | (0.2) | (0.9) | (0.0) | (0.1) |
| Interest coverage | (x) | 189.3 | 158.4 | 84.1 | 44.5 | 6.9 | 15.2 | 16.7 | 18.6 |
| Debt service coverage | (x) | 99.7 | 165.4 | 41.6 | 10.0 | 6.1 | 6.8 | 6.5 | 0.3 |

Main Assumptions

| FY December 31 | Unit | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 |
|-----------------------------------|-----------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total sales | (Btmn) | 7,125 | 6,466 | 6,910 | 6,555 | 6,221 | 6,371 | 6,752 | 6,100 |
| Sales from PCBA business | (Btmn) | 3,932 | 3,912 | 4,164 | 4,010 | 3,867 | 4,121 | 4,306 | 3,806 |
| Sale from IC business | (Btmn) | 2,454 | 2,209 | 2,405 | 2,156 | 1,860 | 1,839 | 1,942 | 1,836 |
| Sales from Micro display business | (Btmn) | 740 | 345 | 341 | 389 | 494 | 411 | 504 | 458 |
| Sales from PMS business | (Btmn) | 118 | 146 | 129 | 92 | 156 | 90 | 170 | 128 |
| Total GPM | (%) | 13.4 | 8.6 | 15.0 | 15.7 | 5.7 | 10.8 | 12.4 | 6.2 |
| FX | (Bt/US\$) | 36.4 | 33.9 | 34.5 | 35.2 | 35.7 | 35.7 | 36.7 | 34.8 |



Figure 1: HANA - 3Q24 earnings review

| | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 | %YoY | %QoQ |
|----------------------|---------|---------|---------|---------|---------|--------|---------|
| Total revenue | 6,555 | 6,221 | 6,371 | 6,752 | 6,100 | (6.9) | (9.7) |
| Cost of goods sold | (5,523) | (5,864) | (5,683) | (5,918) | (5,722) | 3.6 | (3.3) |
| Gross profit | 1,031 | 357 | 687 | 834 | 378 | (63.3) | (54.6) |
| SG&A | (449) | (408) | (415) | (418) | (425) | (5.4) | 1.7 |
| Other income/expense | 116 | 80 | 95 | 80 | 96 | (17.0) | 21.1 |
| Interest expense | (17) | (25) | (24) | (26) | (24) | 37.7 | (7.5) |
| Pre-tax profit | 681 | 4 | 343 | 470 | 26 | (96.2) | (94.5) |
| Corporate tax | (21) | (19) | (27) | (31) | (16) | (26.0) | (49.4) |
| Equity a/c profits | 0 | 0 | 0 | 0 | 0 | n.a. | n.a. |
| Core profit | 678 | 297 | 367 | 494 | 21 | (96.9) | (95.7) |
| Extra-ordinary items | 56 | (172) | (54) | (118) | 385 | 585.6 | (426.6) |
| Net Profit | 734 | 125 | 313 | 376 | 406 | (44.7) | 7.9 |
| EBITDA | 1,003 | 370 | 672 | 745 | 444 | (55.8) | (40.4) |
| Core EPS (Bt) | 0.84 | 0.34 | 0.41 | 0.56 | 0.02 | (97.2) | (95.8) |
| Financial Ratio (%) | | | | | | | |
| Gross margin | 15.7 | 5.7 | 10.8 | 12.4 | 6.2 | (9.5) | (6.2) |
| SG&A/Revenue | 6.9 | 6.6 | 6.5 | 6.2 | 7.0 | 0.1 | 0.8 |
| EBITDA margin | 15.3 | 5.9 | 10.5 | 11.0 | 7.3 | (8.0) | (3.8) |
| Net profit margin | 11.2 | 2.0 | 4.9 | 5.6 | 6.7 | (4.5) | 1.1 |

Source: Company data and InnovestX Research

Figure 2: Operating breakdown by business

| | 3Q23 | 4Q23 | 1Q24 | 2Q24 | 3Q24 | %YoY | %QoQ |
|----------------------------------|--------|---------|---------|---------|---------|--------|--------|
| Sales (Bt mn) | | | | | | | |
| PCBA business | 4,010 | 3,867 | 4,121 | 4,306 | 3,806 | (5.1) | (11.6) |
| IC business | 2,156 | 1,860 | 1,839 | 1,942 | 1,836 | (14.8) | (5.5) |
| Micro display business | 389 | 494 | 411 | 504 | 458 | 17.7 | (9.1) |
| PMS business | 92 | 156 | 90 | 170 | 128 | 39.1 | (24.7) |
| Total sales (Bt mn) | 6,555 | 6,221 | 6,371 | 6,752 | 6,100 | (6.9) | (9.7) |
| | | | | | | | |
| Gross margin (%) | | | | | | | |
| PCBA business | 19.50 | 16.30 | 17.70 | 19.60 | 17.70 | (1.8) | (1.9) |
| IC business | 12.70 | 1.60 | 2.90 | 6.50 | (6.20) | (18.9) | (12.7) |
| Micro display & Other businesses | (6.20) | (62.90) | (27.30) | (29.00) | (40.20) | (34.0) | (11.2) |
| Total gross margin (%) | 15.70 | 5.70 | 10.80 | 12.40 | 6.20 | (9.5) | (6.2) |

Source: Company data and InnovestX Research

Figure 3: Valuation summary (price as of Nov 19, 2024)

| | Rating | Price | Target | ETR | P/E (x) | | EPS g | EPS growth (%) | | P/BV (x) | | ROE (%) | |) | Div. Yield (%) | | | EV/EBITDA (x | | (x) |
|---------|------------|---------|---------|--------|------------|------|-------|----------------|-----|--------------|------|---------|------|-----|----------------|-----|-----|--------------|------|------|
| | | (Bt/Sh) | (Bt/Sh) | (%) | 23A 24F | 25F | 23A | 24F | 25F | 23A 24F 25 | iF 2 | 23A 2 | 4F : | 25F | 23A | 24F | 25F | 23A | 24F | 25F |
| DELTA | Neutral | 165.50 | 109.0 | (33.8) | 116.5 99.1 | 89.3 | 22 | 18 | 11 | 30.6 25.120. | .9 | 29 | 28 | 26 | 0.3 | 0.3 | 0.3 | 91.6 | 84.0 | 74.9 |
| HANA | Neutral | 29.75 | 33.0 | 13.8 | 12.0 22.2 | 17.3 | (16) | (46) | 28 | 0.8 0.9 0. | .9 | 8 | 4 | 5 | 3.4 | 2.9 | 4.0 | 8.6 | 12.2 | 9.2 |
| KCE | Outperform | 27.50 | 40.0 | 47.6 | 20.7 18.3 | 16.6 | (31) | 13 | 10 | 2.4 2.2 2. | 0 | 12 | 12 | 13 | 2.2 | 2.2 | 2.4 | 11.3 | 11.0 | 11.1 |
| Average | | | | | 49.746.5 | 41.1 | (9) | (5) | 16 | 11.3 9.4 8. | 0 | 16 | 15 | 15 | 1.9 | 1.8 | 2.3 | 37.1 | 35.8 | 31.7 |

Source: InnovestX Research



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CG Rating 2024 Companies with CG Rating

Companies with Excellent CG Scoring

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Companies with Very Good CG Scoring

2S, AAI, ADB, AEONTS, AHC, AIRA, APCO, APCS, APURE, ARIP, ARROW, ASIAN, ATP30, AUCT, AYUD, BA, BBIK, BC, BE8, BH, BIZ, BOL, BSBM, BTC, CH, CI, CIG, CM, COCOCO, COMAN, CPI, CSS, DTCENT, EVER, FE, FORTH, FSMART, FSX, FTI, GEL, GIFT, GPI, HUMAN, IFS, INSURE, JCK, JDF, JMART, KGI, KJL, KTIS, KUN, L&E, LHK, MATCH, MBAX, MEGA, METCO, MICRO, NC, NCAP, NCL, NDR, ONEE, PATO, PDG, PJW, POLY, PQS, PREB, PROUD, PSG, PSP, PSTC, PT, PTECH, PYLON, QLT, RABBIT, RCL, SAPPE, SECURE, SFLEX, SFT, SINO, SMT, SPCG, SPVI, STANLY, STPI, SUPER, SUSCO, SVOA, SVT, TACC, TAE, TCC, TEKA, TFM, TITLE, TKN, TMD, TNR, TPA, TPCH, TPCS, TPLAS, TPOLY, TRT, TURTLE, TVH, UBA, UP, UREKA, VCOM, VIBHA, VRANDA, WARRIX, WIN, WP

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, DV8, 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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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 2023 to 28 October 2024) is publicized.

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Anti-corruption Progress Indicator

Certified (ได้รับการรับรอง)

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

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, APP, 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, BJCHI, 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, SCL, 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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