

**ALERT** Thailand

# **Muang Thai Capital**

(MTC.BK/MTC TB)\*

# **Outperform** Maintained

Price as of 8 Nov 2022 37.75

12M target price (Bt/shr) 53.00

Unchanged/Revised up (down) (%) Unchanged

Upside/downside (%) 40.4

### **Key messages**

Although MTC's 3Q22 earnings were below our forecast, we believe earnings have bottomed out given the encouraging signs of slower growth in NPL in the upcoming quarter. As 9M22 earnings accounted for 77% of our full-year forecast, we see no downside risk to earnings. Furthermore, if the company decides to raise loan rates like its peers, there would be potential earnings upside to our forecast. With an undemanding valuation, we maintain a rating of Outperform with a 2023 target price of Bt53.00 (PE 18.5x).

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# 3Q22 earnings review: Bottomed out

### **Event**

MTC reported 3Q22 earnings of Bt1.2bn (-12% QoQ, zero growth YoY). The result was 13% below our forecast and 12% below the market consensus due to higher-than-expected credit cost. The 9M22 earnings were Bt3.9bn (+3% YoY), accounting for 77% of our full-year forecast.

#### **Impact**

## Loan growth in title loans accelerated, but H/P loans slowed

The company's loan portfolio grew 7% QoQ and 35% YoY. Title loans (95% of total loans) grew 7% QoQ and 33% YoY, but loans in the H/P segment slowed, down 1% QoQ and up 81% YoY. Likewise, loan yield was unchanged at 18.2%, the same as 2Q22 and cost of funds was well managed at 3.7%, up from 3.6% in 2Q22.

### NPLs rose at faster pace than loans...

Amidst solid loan growth, NPLs rose 24% QoQ and 166% YoY with the NPL ratio at 2.3% in 3Q22, up from 1.96% in 2Q22. The sharp rise in NPLs triggered a sharp rise in credit cost, with implied credit costs of nearly 350bps in 3Q22, (vs. ~180bps in 2Q22) and around 200bps in 9M22 (vs. 85bps in 9M21). The huge credit cost boosted MTC's NPL coverage to slightly above 100% (vs. 90% in 2Q22).

### ...but showed good signs on asset quality inside

Despite the sharp rise in NPLs, there were some good signs in asset quality given the slower growth in loan migration from stage 1 into stage 2. This should be a good indicator for slower NPL growth in the coming quarters.

### Preparing to grow new business in "buy now pay later"

MTC injected new money into Muang Thai Pay Later, a subsidiary offering "buy now pay later" services. Its subsidiary raised new capital to Bt1.0bn (from Bt100mn).

### Maintain Outperform with TP-23F Bt53 (PE 18.5x)

Although MTC's 3Q22 earnings were below our forecast, we believe earnings have bottomed out given the encouraging signs of slower growth in NPLs in the upcoming quarter and 9M22 earnings to be 77% of our full-year forecast. Furthermore, if the company decides to raise loan rates like its peers, there would be potential earnings upside to our forecast. With an undemanding valuation, we maintain a rating of Outperform with a 2023 target price of Bt53.00 (PE 18.5x).

### Risks

Rising cost of funds, yield pressure, rising D/E, higher NPL and provisioning expense.

### Key financials and valuations

	Dec-19A	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Pre-pro. profit (Bt mn)	5,847	6,808	6,949	8,052	9,695	11,789
Pretax profit (Bt mn)	5, 293	6,516	6,201	6,437	7,559	9,120
Net income (Bt mn)	4,237	5,214	4,945	5,150	6,048	7,296
EPS (Bt)	2.00	2.46	2.33	2.43	2.85	3.44
DPS	0.30	0.37	0.37	0.37	0.40	0.43
EPS Growth (%)	14.1	23.0	(5.2)	4.2	17.4	20.6
Dividend Yield (%)	0.5	0.6	0.7	1.0	1.1	1.1
P/E (x)	30.1	24.4	22,3	15.5	13.2	11.0
P/BV (x)	8.0	6.2	4.4	2.4	2.1	1.8
ROAA (%)	7.6	7.5	5.6	5.1	4.3	4.2
ROAE (%)	30.0	28.4	21.7	20.7	19.5	20.7

Source: Company data, KGI Securities Research



Figure 1: MTC's quarterly earnings

												% chg				
Bt mn	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	QoQ	YoY	9M21	9M22	% chg
Income Statement (Bt m	n)															
Interest income	3,332	3,385	3,555	3,690	3,585	3,684	3,844	4,082	4,285	4,617	4,959	7.4	29.0	11,113	13,861	24.7
Interest expense	433	447	467	470	477	507	557	587	604	663	737	11.2	32.3	1,541	2,003	30.0
Interest income - net	2,900	2,938	3,088	3,219	3,108	3,177	3,287	3,495	3,682	3,955	4,222	6.8	28.5	9,572	11,858	23.9
Operating expense	1,491	1,520	1,533	1,599	1,502	1,657	1,780	2,023	1,963	1,946	2,008	3.2	12.8	4,939	5,917	19.8
Operating profit	1,408	1,418	1,555	1,620	1,607	1,520	1,507	1,473	1,719	2,008	2,214	10.2	47.0	4,634	5,941	28.2
Provisioning expense	62.3	24.7	52.0	116.0	166.0	137.9	193.3	231.4	148.9	480.5	994.3	106.9	414.5	497	1,624	226.6
Loss on selling asset																
Other income	208	180	182	201	272	212	188	151	163	208	226	9.0	20.4	672	596	(11.3)
Pre-tax profit	1,554	1,573	1,684	1,705	1,713	1,594	1,501	1,393	1,732	1,735	1,446	(16.7)	(3.7)	4,809	4,914	2.2
Income tax	316	307	344	335	360	325	304	268	357	355	312	(12.1)	2.4	989	1,023	3.4
Net profit	1,237	1,267	1,340	1,370	1,374	1,270	1,201	1,101	1,376	1,381	1,205	(12.7)	0.4	3,844	3,961	3.1
EPS (Bt) Profitability (%)	0.58	0.60	0.63	0.65	0.65	0.60	0.57	0.52	0.65	0.65	0.57	(12.7)	0.4	1.81	1.87	3.1
Loan yield	21.3%	21.4%	21.2%	20.9%	19.8%	19.1%	18.8%	18.6%	18.5%	18.2%	18.2%					
Loan yield + fee	21.5%	21.4%	22.3%	20.9%	21.3%	20.1%	19.7%	19.2%	19.1%	18.9%	19.0%					
Cost of funds	4.2%	4.0%	4.0%	3.8%	3.8%	3.7%	3.8%	3.8%	3.6%	3.6%	3.7%					
Loan spread	18.3%	18.5%	18.2%	18.1%	17.5%	16.4%	15.8%	15.5%	15.5%	15.3%	15.3%					
Cost-to-income ratio	48.3%	48.8%	47.0%	46.9%	44.5%	49.1%	51.4%	55.8%	51.2%	47.0%	45.3%					
Effective tax rate	20.4%	19.5%	20.4%	23.2%	20.8%	20.4%	20.2%	19.6%	20.6%	20.4%	20.5%					
ROAA	7.3%	7.2%	7.4%	7.1%	6.9%	5.9%	5.2%	4.5%	5.2%	4.8%	3.9%					
ROAE	28.5%	28.2%	27.8%	26.5%	24.9%	22.5%	20.2%	17.7%	21.0%	20.6%	17.2%					
D/E (x)	2.62	2.65	2.55	2.60	2.53	22.77	2.87	2.87	2.95	3.21	3.30					
Growth (% YoY)	2.02	2.03	2.33	2.00	2.33	2.17	2.07	2.07	2.53	٦.۷١	3.30					
Loan growth	23.6%	16.3%	16.2%	17.8%	17.6%	26.4%	26.8%	29.4%	34.1%	34.5%	34.9%					
Revenue growth	24%	16%	13%	13%	9%	9%	8%	9%	15%	24%	29%					
Operating expense growth	29%	23%	7%	7%	1%	9%	16%	26%	31%	17%	13%					
Operating income growth	19%	12%	23%	22%	14%	7%	-3%	-9%	7%	32%	47%					
LLP growth	-47%	-87%	-55%	-12%	166%	459%	271%	100%	-10%	249%	414%					
Other income growth	8%	-14%	-9%	-3%	31%	18%	3%	-25%	-40%	-2%	20%					
Net profit growth	23%	24%	24%	21%	11%	0%	-10%	-20%	0%	9%	0%					
Branch	4,294	4,568	4,798	4,884	5,005	5,284	5,665	5,799	6,161	6,475	6,547					
New branch	187	274	230	4,004	121	279	381	134	362	314	72					
Loan (Bt bn)	62.54	63.17	66.99	70.97	73.55	79.83	84.95	91.81	98.61	107.40	114.59	6.7	34.9			
Loan growth (yoy %)	23.6	16.3	16.2	17.8	17.6	26.4	26.8	29.4	34.1	34.5	34.9	0.7	24.5			
Loan growth (yoy 70)	23.0	10.5	10.2	17.0	17.0	20.4	20.0	25.4	34.1	34.3	34.9					

Source: Company data, KGI Securities Research

Figure 2: MTC's asset quality

												% chg				
	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	QoQ	YoY	9M21	9M22	% chg
Asset quality																
NPL (Bt mn)	738	686	699	747	708	880	980	1,276	1,630	2,104	2,611	24.1	166.5			
NPL ratio (%)	1.18	1.09	1.04	1.06	0.98	1.14	1.15	1.39	1.65	1.96	2.28					
LLR/Loan (%)	2.37	2.21	2.01	1.88	1.81	1.84	1.93	2.04	1.83	1.87	2.28					
Credit cost (bps)	40	16	31	66	92	71	91	101	69	179	347			85	198	
NPL coverage (%)	201	204	192	177	185	162	161	144	113	96	102					
Loan aging																
Stage 1	56,345	58,154	61,190	65,371	67,861	72,188	76,349	81,837	85,347	91,520	97,301					
Stage 2	5,456	3,370	4,229	4,489	3,736	4,242	4,423	4,578	6,185	8,242	9,250					
Stage 3	738	252	232	747	708	880	980	1,187	1,357	1,753	2,213					
Total	62,539	61,777	65,651	70,607	72,304	77,310	81,751	87,602	92,889	101,515	108,765	7.1	33.0			
LLR																
Stage 1	(576)	(657)	(549)	(538)	(632)	(584)	(657)	(709)	(541)	(484)	(627)					
Stage 2	(472)	(332)	(352)	(307)	(287)	(296)	(338)	(349)	(321)	(345)	(436)					
Stage 3	(435)	(409)	(442)	(481)	(388)	(541)	(583)	(729)	(842)	(1,069)	(1,421)					
Total	(1,483)	(1,398)	(1,344)	(1,326)	(1,308)	(1,421)	(1,578)	(1,788)	(1,704)	(1,898)	(2,483)					
% of <b>l</b> oan	-2.37%	-2.26%	-2.05%	-1.88%	-1.81%	-1.84%	-1.93%	-2.04%	-1.83%	-1.87%	-2.28%					
H/P																
Stage 1				355	1,232	2,432	3,118	3,777	4,889	4,745	4,531					
Stage 2				0	9	86	65	345	563	790	893					
Stage 3				5	1	3	17	89	272	352	398					
Total				361	1,241	2,521	3,200	4,210	5,724	5,887	5,821	(1.1)	81.9			
LLR																
Stage 1				(1.6)	(5.8)	(12.7)	(15.1)	(19.7)	n.a.	(32.5)	(42.0)					
Stage 2				(0.2)	(0.3)	(2.4)	(1.8)	(11.0)	n.a.	(32.1)	(49.6)					
Stage 3				(0.1)	(0.2)	(0.4)	(2.7)	(13.4)	n.a.	(62.4)	(96.0)					
Total				(1.8)	(6.3)	(15.5)	(19.7)	(44.2)	(135.6)	(127.0)	(187.7)					
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Source: Company data, KGI Securities Research



# **Corporate Governance Report of Thai Listed Companies**

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	EGCO	ELECTRICITY GENERATING	PTTEP	PTT EXPLORATION AND PRODUCTION
DVANC	ADVANCED INFO SERVICE	GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL
MA	AMA MARINE	GGC	GLOBAL GREEN CHEMICALS	PYLON	PYLON
MATA	AMATA CORPORATION	GPSC	GLOBAL POWER SYNERGY	QН	QUALITY HOUSES
NAN	ANANDA DEVELOPMENT	HANA	HANA MICROELECTRONICS	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
от	AIRPORTS OF THAILAND	нмрко	HOME PRODUCT CENTER	RS	RS
P	ASIAN PROPERTY DEVELOPMENT	INTUCH	SHIN CORPORATION	SCB	THE SIAM COMMERCIAL BANK
ANPU	BANPU	IRPC	IRPC	scc	THE SIAM CEMENT
СР	THE BANGCHAK PETROLEUM	IVL	INDORAMA VENTURES	sccc	SIAM CITY CEMENT
CPG	BCPG	KBANK	KASIKORNBANK	SEAFCO	SEAFCO
DMS	BANGKOK DUSIT MEDICAL SERVICES	KCE	KCE ELECTRONICS	SMPC	SAHAMITR PRESSURE CONTAINER
EC	BEC WORLD	ККР	KIATNAKIN BANK	SPALI	SUPALAI
EM	BANGKOK EXPRESSWAY AND METRO	ктв	KRUNG THAI BANK	SPRC	STAR PETROLEUM REFINING
GRIM	B.GRIMM POWER	ктс	KRUNGTHAI CARD	svi	SVI
PP	BANPU POWER	LH	LAND AND HOUSES	TACC	T.A.C. CONSUMER
TS	BTS GROUP HOLDINGS	LPN	L.P.N. DEVELOPMENT	TCAP	THANACHART CAPITAL
ENTEL	CENTRAL PLAZA HOTEL	MAKRO	SIAM MAKRO	тнсом	THAICOM
K	CH. KARNCHANG	мвк	MBK	TISCO	TISCO FINANCIAL GROUP
KP	CK POWER	MINT	MINOR INTERNATIONAL	ТОР	THAI OIL
PALL	CP ALL	мтс	MUANGTHAI CAPITAL	TRUE	TRUE CORPORATION
PF	CHAROEN POKPHAND FOODS	PLANB	PLAN B MEDIA	ттв	TMBTHANACHART BANK
PN	CENTRAL PATTANA	PSH	PRUKSA HOLDING	VGI	VGI GLOBAL MEDIA
ELTA	DELTA ELECTRONICS (THAILAND)	PTG	PTG ENERGY	WHA	WHA CORPORATION
TAC	TOTAL ACCESS COMMUNICATION	PTT	PTT	WHAUP	

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**Companies with Very Good CG Scoring** 

Stock	Company name	Stock	Company name	Stock	Company name
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BAM	BANGKOK COMMERCIAL ASSET MANAGEMENT	GULF	GULF ENERGY DEVELOPMENT	SAPPE	SAPPE
BBL	BANGKOK BANK	JMT	JMT NETWORK SERVICES	SAWAD	SRISAWAD POWER 1979
CBG	CARABAO GROUP	LPH	LADPRAO GENERAL HOSPITAL	SINGER	SINGER THAILAND
CHG	CHULARAT HOSPITAL	М	MK RESTAURANT GROUP	SPA	SIAM WELLNESS GROUP
сом7	COM7	MAJOR	MAJOR CINEPLEX GROUP	TFG	THAIFOODS GROUP
DOHOME	DOHOME	MEGA	MEGA LIFESCIENCES	TKN	TAOKAENOI FOOD & MARKETING
ERW	THE ERAWAN GROUP	NETBAY	NETBAY	ZEN	ZEN CORPORATION GROUP
GLOBAL	SIAM GLOBAL HOUSE	OSP	OSOTSPA		



Companies with Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
ВСН	BANGKOK CHAIN HOSPITAL	ESSO	ESSO (THAILAND)	SF	SIAM FUTURE DEVELOPMENT
вн	BUMRUNGRAD HOSPITAL	HUMAN	HUMANICA	SISB	SISB
EKH	EKACHAI MEDICAL CARE	RBF	R&B FOOD SUPPLY	ТРСН	TPC POWER HOLDING

Companies classified Not in the three highest score groups

Stock	Company name	Stock	Company name	Stock	Company name
IIG	I&I GROUP	OR	PTT OIL AND RETAIL BUSINESS	STGT	SRI TRANG GLOVES (THAILAND)
KEX	KERRY EXPRESS (THAILAND)	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION		

Source: www.thai-iod.com

**Disclaimer**: The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an assessment of operation and is not based on inside information. The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of such survey result.



# **Anti-corruption Progress Indicator**

# **Level 5: Extended**

Stock	Company name	Stock	Company name	Stock	Company name
ADVANC	ADVANCED INFO SERVICE	GLOBAL	SIAM GLOBAL HOUSE	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	GPSC	GLOBAL POWER SYNERGY	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
BBL	BANGKOK BANK	HMPRO	HOME PRODUCT CENTER	ROBINS	ROBINSON DEPARTMENT STORE
BCH	BANGKOK CHAIN HOSPITAL	IRPC	IRPC	SCC	THE SIAM CEMENT
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KBANK	KASIKORNBANK	SIRI	SANSIRI
BIGC	BIG C SUPERCENTER	KCE	KCE ELECTRONICS	SPALI	SUPALAI
CK	CH. KARNCHANG	KKP	KIATNAKIN BANK	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION
DCC	DYNASTY CERAMIC	KTB	KRUNG THAI BANK	TCAP	THANACHART CAPITAL
DELTA	DELTA ELECTRONICS (THAILAND)	LPH	LADPRAO GENERAL HOSPITAL	TISCO	TISCO FINANCIAL GROUP
DRT	DIAMOND ROOFING TILES	PACE	PACE DEVELOPMENT CORPORATION	TMT	THAI METAL TRADE
EGCO	ELECTRICITY GENERATING	PTT	PTT	TOP	THAI OIL
GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL		

### Level 4: Certified

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	ERW	THE ERAWAN GROUP	SAPPE	SAPPE
AP	ASIAN PROPERTY DEVELOPMENT	GLOW	GLOW ENERGY	SAWAD	SRISAWAD POWER 1979
BA	BANGKOK AIRWAYS	GUNKUL	GUNKUL ENGINEERING	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	ILINK	INTERLINK COMMUNICATION	SCN	SCAN INTER
BCP	THE BANGCHAK PETROLEUM	KTC	KRUNGTHAI CARD	SEAFCO	SEAFCO
BH	BUMRUNGRAD HOSPITAL	LH	LAND AND HOUSES	SVI	SVI
BJCHI	BJC HEAVY INDUSTRIES	LPN	L.P.N. DEVELOPMENT	TASCO	TIPCO ASPHALT
CBG	CARABAO GROUP	MAKRO	SIAM MAKRO	TKN	TAOKAENOI FOOD & MARKETING
CENTEL	CENTRAL PLAZA HOTEL	MALEE	MALEE SAMPRAN	TMB	TMB BANK
CHG	CHULARAT HOSPITAL	MINT	MINOR INTERNATIONAL	TRT	TIRATHAI
CKP	CK POWER	MODERN	MODERNFORM GROUP	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	NOK		TVO	THAI VEGETABLE OIL
CPN	CENTRAL PATTANA	PTTEP	PTT EXPLORATION AND PRODUCTION		
DTAC	TOTAL ACCESS COMMUNICATION	PYLON	PYLON		

# Level 3: Established

ŀ	Stock	Company name	Stock	Company name	Stock	Company name
ſ	BEM	BANGKOK EXPRESSWAY AND METRO	MTLS	MUANGTHAI LEASING	SPRC	STAR PETROLEUM REFINING
ŀ	CPALL	CP ALL	SCI	SCI ELECTRIC		

# No progress

Stock	Company name	Stock	Company name	Stock	Company name
AOT	AIRPORTS OF THAILAND	BPP	BANPU POWER	FN	FN FACTORY OUTLET
BCPG	BCPG	BTS	BTS GROUP HOLDINGS	TPCH	TPC POWER HOLDING

### Source: www.cgthailand.org

**Disclaimer:** The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by the relevant institution as disclosed by the Office of the Securities and Exchange Commission, is made in order to comply with the policy and sustainable development plan for the listed companies. The relevant institution made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of the assessment result.



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Rating		Definition				

### **KGI's Ratings**

Rating	Definition
Outperform (OP)	The stock's excess return over the next twelve months is ranked in the top 40% of KGI's coverage universe in the related market (e.g. Taiwan)
Neutral (N)	The stock's excess return over the next twelve months is ranked in the range between the top 40% and the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan)
Under perform (U)	The stock's excess return over the next twelve months is ranked in the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan).
Not Rated (NR)	The stock is not rated by KGI.
Restricted (R)	KGI policy and/or applicable law regulations preclude certain types of communications, including an investment recommendation, during the course of KGI's engagement in an investment banking transaction and in certain other circumstances.
	Excess return = 12M target price/current price-
Note	When an analyst publishes a new report on a covered stock, we rank the stock's excess return with those of other stocks in KGI's coverage universe in the related market. We will assign a rating based on its ranking. If an analyst does not publish a new report on a covered stock, its rating will not be changed automatically.

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