

Thailand Results Preview

19 July 2023

Energy & Petrochemicals | Oil & Gas Services

Thai Oil (TOP TB)

BUY (Maintained)

Soft 2Q23, Bottom Out With Better Outlook; BUY

Target Price (Return): THB65.00 (+39%) Price (Market Cap): THB46.80 (USD3,060m) ESG score: 3.3 (out of 4) Avg Daily Turnover (THB/USD) 396m/11.5m

• Keep BUY, with new THB65 TP from THB68, 39% upside and c.6% yield. Thai Oil is likely to post a soft 2Q23 net profit, in tandem with a soft GRM. We expect the company to benefit from stronger demand due to the coming US driving season, and improving transportation and travel sectors in 2H23. It now trades at a cheap valuation and attractive dividend yield.

Analyst

• 2Q23 to be a soft quarter. We expect a 2Q23 net profit of THB358m (-92% QoQ, -89% YoY). The company is expected to have THB1.1bn forex loss. Athipu Visavaveja +66 2088 9627 athipu.vi@rhbgroup.com

Share Performance (%)

Normal profit is expected to drop 62% QoQ (-91% YoY) to THB1.5bn as TOP faced lower market GRM in 2Q23 of USD4.7/bbl vs USD10/bbl last guarter – this was derived from the low spreads of several products. Middle distillates such as diesel and jet oil saw spreads decreasing c.USD10-13/bbl to stay at c.USD14-15/bbl. For gasoline products, it also reduced c.USD2/bbl to stay around USD16-17. However, crude premium reduced c.USD2 to move within the USD2.9-3 range. TOP's utilisation rate in 2Q23 should improve to 113% - up from 112% in 1Q23 - due to zero maintenance planned for this period.



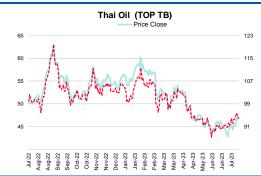
• Higher demand ahead likely. We expect TOP to post a better performance in 3Q23 as the US enters its driving season. Historically, this has led to better refined products spread recoveries in terms of gasoline and diesel. China is also seeing an economic recovery, which could benefit the company going forward.

YTD 1m 3m (16.9)2.2 (7.4)

 Crude oil prices should also be more balanced in the market. We also believe 3Q23 and 4Q23 projections of USD80/bbl and USD85/bbl are largely premised on stronger fundamentals as a result of higher demand. Global oil demand is set to grow by 2mbpd this year, which we believe will drive the market to a theoretical deficit of 0.5-0.6mbpd in 2H23. We still expect a balanced market, with an average theoretical deficit of 0.1mbpd in

6m 12m Absolute (18.7)(6.5)Relative (8.9)3.8 (3.7)(5.9)(9.8)52-wk Price low/high (THB) 42.8 - 63.0

• Inexpensive valuation. TOP has set its sights on the future, given its aim of becoming a green manufacturer with low carbon management and clean fuels. It is also one of Asia-Pacific's most efficient refiners. Hence, we believe it will continue to be a strong post-pandemic player. Its share price is also inexpensive – TOP recently traded below book value, ie 0.6x FY23F P/BV, which is below its 5-year mean of 1.1x.



• ESG and cheap valuation. We revised earnings down 11% to THB13.4bn due to lower GRMs, ie down to USD6.4 from USD7. For TOP, we derived an ESG score of 3.3 and added a 2% ESG premium to its intrinsic value and 0.86x target P/BV (near -1SD) to arrive at our THB65 TP due to the GRM revisions. In view of its attractive dividend yield of 6.4%, we keep our BUY call on this stock.

Source: Bloomberg

Forecasts and Valuation	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total turnover (THBm)	345,496	529,589	441,804	424,470	425,929
Recurring net profit (THBm)	5,912	22,878	13,388	14,865	15,565
Recurring net profit growth (%)	-	287.0	(41.5)	11.0	4.7
Recurring P/E (x)	16.13	4.57	7.80	7.03	6.71
P/B (x)	0.8	0.6	0.6	0.6	0.6
P/CF (x)	14.92	2.14	na	4.70	4.71
Dividend Yield (%)	5.6	7.9	6.4	6.4	6.4
EV/EBITDA (x)	5.62	2.98	5.97	5.75	5.57
Return on average equity (%)	10.6	23.0	8.1	8.6	8.6
Net debt to equity (%)	124.1	81.8	90.6	85.5	80.7

Overall ESG Score: 3.3 (out of 4)

The country's leading oil refiner has committed to construct its Clean Fuel Project, which upon commissioning in should uplift its operations' 2023F. environmental standing.

S: EXCELLENT

Thai Oil is aligned with its parent company in terms of wellestablished social responsibility policies on key matters, such as labour rights and the safety of its people, in addition to promoting the development of its human capital and CSR footprint.

G: EXCELLENT

Good levels of transparency afforded by its annual reporting framework alongside regular management briefings with the market, backed by a diverse board composition comprising industry experts, and independent directors chairing its committees.

Source: Company data, RHB

Financial Exhibits

Asia	
Thailand	
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Energy & Petrochemicals

Thai Oil

TOP TB

Buy

Valuation basis

For the Thai refineries/petrochemicals, we use P/BV as a valuation basis. This is due to the high volatility in earnings as a result of stock gains/losses. We believe that the DCF valuation is not appropriate as the share price and earnings are highly subject to seasonal factors.

Key drivers

- i. Crude oil prices as it is the main feedstock;
- ii. GRMs, which fluctuate depending on seasonal demand:
- iii. Stock gains/losses on crude oil price volatilities;
- iv. THB/USD rate where product and feedstock costs are valued in USD.

Key risks

- i. Crude oil prices;
- ii. THB/USD rate fluctuations;
- iii. Demand and supply for products.

Company Profile

Thai Oil is a 275kbpd refinery with an aromatics and lube base business that adds value to its refinery. The three businesses account for nearly 90% of EBITDA, with the refinery representing 60-80% of consolidated EBITDA (depending on margins).

Financial summary (THB)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Recurring EPS	2.90	10.24	5.99	6.65	6.97
DPS	2.60	3.70	3.00	3.00	3.00
BVPS	59.25	72.83	75.82	79.47	83.44
Return on average equity (%)	10.6	23.0	8.1	8.6	8.6

Valuation metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Recurring P/E (x)	16.13	4.57	7.80	7.03	6.71
P/B (x)	0.8	0.6	0.6	0.6	0.6
FCF Yield (%)	(34.1)	13.8	(15.7)	6.9	6.9
Dividend Yield (%)	5.6	7.9	6.4	6.4	6.4
EV/EBITDA (x)	5.62	2.98	5.97	5.75	5.57
EV/EBIT (x)	7.44	3.50	8.19	7.86	7.60

Income statement (THBm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total turnover	345,496	529,589	441,804	424,470	425,929
Gross profit	25,941	48,452	24,975	26,043	26,993
EBITDA	30,309	52,014	29,459	30,676	31,762
Depreciation and amortisation	(7,424)	(7,744)	(7,973)	(8,226)	(8,470)
Operating profit	22,885	44,270	21,486	22,450	23,292
Net interest	(3,595)	(3,860)	(5,718)	(5,685)	(5,652)
Pre-tax profit	15,100	42,024	18,498	18,996	19,871
Taxation	(2,034)	(8,918)	(4,672)	(3,693)	(3,868)
Reported net profit	12,578	32,668	13,388	14,865	15,565
Recurring net profit	5,912	22,878	13,388	14,865	15,565

Cash flow (THBm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Change in working capital	(18,289)	9,553	(20,469)	916	(54)
Cash flow from operations	6,392	48,790	(1,399)	22,214	22,188
Capex	(38,891)	(34,381)	(15,000)	(14,999)	(14,999)
Cash flow from investing activities	(73,710)	(28,468)	(15,000)	(20,731)	(18,021)
Cash flow from financing activities	38,242	8,394	0	0	0
Cash at beginning of period	71,681	30,024	43,919	22,548	22,548
Net change in cash	(29,077)	28,715	(16,399)	1,483	4,168
Ending balance cash	42,604	58,739	27,520	24,031	26,715

Balance sheet (THBm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total cash and equivalents	30,024	43,919	22,548	22,548	22,548
Tangible fixed assets	178,399	206,476	213,503	220,276	226,805
Total investments	80,049	81,778	81,778	80,672	79,565
Total assets	362,144	444,581	387,142	391,206	396,702
Short-term debt	5,144	22,093	21,093	20,093	19,093
Total long-term debt	177,623	151,658	151,658	151,657	151,657
Total liabilities	239,050	285,924	221,360	216,775	212,970
Total equity	123,094	158,657	165,782	174,431	183,732
Total liabilities & equity	362,144	444,581	387,142	391,206	396,702

Key metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Revenue growth (%)	39.4	53.3	(16.6)	(3.9)	0.3
Recurrent EPS growth (%)	0.0	253.4	(41.5)	11.0	4.7
Gross margin (%)	7.5	9.1	5.7	6.1	6.3
Operating EBITDA margin (%)	8.8	9.8	6.7	7.2	7.5
Net profit margin (%)	3.6	6.2	3.0	3.5	3.7
Dividend payout ratio (%)	42.2	25.3	50.1	45.1	43.1
Capex/sales (%)	11.3	6.5	3.4	3.5	3.5
Interest cover (x)	6.37	11.47	3.76	3.95	4.12

Source: Company data, RHB



Figure 1: 2Q23E quarterly earnings

	2Q23F	1Q23	2Q22	QoQ%	YoY%
Revenue	115,566	116,820	155,379	-1%	-26%
COGS	(112,099)	(110,292)	(124,004)	1.6%	-10%
Gross Profit	3,467	6,528	31,375	-47%	-89%
SG&A	(693)	(674)	(865)	3%	nm.
EBIT	2,774	5,853	30,510	-53%	-91%
EBITDA	4,874	7,758	32,514	-37%	-85%
Financial Exp.	(925)	(922)	(966)	0%	-4%
EBT	2,164	5,346	29,588	-60%	-93%
Norm Profit	1,458	3,846	13,763	-62%	-89%
Net Profit	358	4,554	25,327	-92%	-99%
Gross margin	3.0%	5.6%	20.2%		
EBITDA margin	4.2%	6.6%	20.9%		
Net profit margin	0.3%	3.9%	16.3%		

Source: Company data, RHB

Recommendation Chart



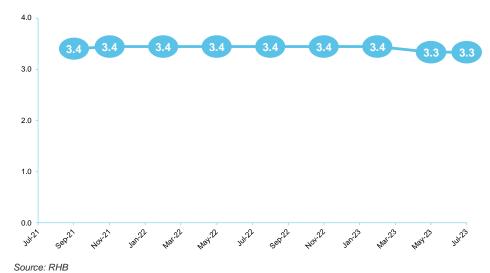
Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2023-05-11	Buy	68	48
2023-04-24	Buy	68	49
2023-02-14	Buy	68	57
2022-05-27	Buy	68	57
2022-03-18	Buy	61	51
2021-11-29	Buy	56	49
2021-08-11	Neutral	49	45
2021-05-11	Buy	69	60
2021-02-16	Buy	66	59
2020-11-06	Neutral	39	37
2020-07-13	Neutral	40	42
2020-05-10	Buy	54	43
2020-04-15	Neutral	38	39
2020-03-19	Neutral	29	28
2020-02-17	Neutral	49	54

Source: RHB, Bloomberg



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Analyst	Company
-	=

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Corporate Governance Report Rating 2022 (CG Score) as of 27 Oct 2022

yakkustini yakkustini yakkustini yakkustini

Companies with Excellent CG Scoring by alphabetical order

	National CG Committee National CG Committee												
AAV	AWC	BWG	CSS	FSMART	ILINK	LALIN	MST	PDG	Q-CON	SCN	SPRC	THANA	TQM
ADVANC	AYUD	CENTEL	DDD	FVC	ILM	LHFG	MTC	PDJ	QH	SDC	SPVI	THANI	TRC
AF	BAFS	CFRESH	DELTA	GC	IND	LIT	MVP	PG	QTC	SEAFCO	SSC	THCOM	TRUE
AH	BAM	CGH	DEMCO	GEL	INTUCH	LOXLEY	NCL	PHOL	RATCH	SEAOIL	SSSC	THG	TSC
AIRA	BANPU	CHEWA	DOHOME	GFPT	IP	LPN	NEP	PLANB	RBF	SE-ED	SST	THIP	TSR
AJ	BAY	CHO	DRT	GGC	irc	LRH	NER	PLANET	RS	SELIC	STA	THRE	TSTE
AKP	BBIK	CIMBT	DTAC	GLAND	IRPC	LST	NKI	PLAT	S	SENA	STEC	THREL	TSTH
ALLA	BBL	CK	DUSIT	GLOBAL	ITEL	MACO	NOBLE	PORT	S&J	SENAJ	STGT	TIPCO	TTA
ALT	BCP	CKP	EA	GPI	IVL	MAJOR	NSI	PPS	SAAM	SGF	STI	TISCO	TTB
AMA	BDMS	CM	EASTW	GPSC	JTS	MAKRO	NOBLE	PR9	SABINA	SHR	SUN	TK	TTCL
AMARIN	BEM	CNT	ECF	GRAMMY	JWD	MALEE	NSI	PREB	SAMART	SICT	SUSCO	TKN	TTW
AMATA	BEYOND	COLOR	ECL	GULF	K	MBK	NVD	PRG	SAMTEL	SIRI	SUTHAI	TKS	TU
ANAN	BGC	COM7	EE	GUNKUL	KBANK	MC	NYT	PRM	SAT	SIS	SVI	TKT	TVDH
AOT	BGRIM	COMAN	EGCO	HANA	KCE	MCOT	OISHI	PSH	SC	SITHAI	SYMC	TMILL	TVI
AP	BIZ	COTTO	EPG	HARN	KEX	METCO	OR	PSL	SCB	SMPC	SYNTEC	TMT	TVO
APURE	BKI	CPALL	ETC	HENG	KGI	MFEC	ORI	PTG	SCC	SNC	TACC	TNDT	TWPC
ARIP	BOL	CPF	ETE	HMPRO	KKP	MINT	OSP	PTT	SCCC	SONIC	TASCO	TNITY	Ü
ASP	BPP	CPI	FN	ICC	KSL	MONO	OTO	PTTEP	SCG	SORKON	TCAP	TOA	ŬAC
ASW	BRR	CPN	FNS	ICHI	KTB	MOONG	PAP	PTTGC	SCGP	SPALI	TEAMG	TOP	UBIS
AUCT	BTS	CRC	FPI	III	KTC	MSC	PCSGH	PYLON	SCM	SPI	TFMAMA	TPBI	UPOIC



Companies with Very Good CG Scoring by alphabetical order

2S	всн	CV	IMH	MBAX	PICO	SABUY	SRICHA	TPAC	хо
7UP	BE8	CWT	INET	MEGA	PIMO	SAK	SSF	TPCS	YUASA
ABICO	BEC	DCC	INGRS	META	PIN	SALEE	SSP	TPIPL	ZIGA
ABM	SCAP	DHOME	INSET	MFC	PJW	SAMCO	STANLY	TPIPP	
ACE	вн	DITTO	INSURE	MGT	PL	SANKO	STC	TPLAS	
ACG	BIG	DMT	IRCP	MICRO	PLE	SAPPE	STPI	TPS	
ADB	BJC	DOD	IT	MILL	PM	SAWAD	SUC	TQR	
ADD	BJCHI	DPAINT	ITD	MITSIB	PMTA	SCI	SVOA	TRITN	
AEONTS	BLA	DV8	J	MK	PPP	SCP	SVT	TRT	
AGE	BR	EASON	JAS	MODREN	PPPM	SE	SWC	TRU	
AHC	BRI	EFORL	JCK	MTI	PRAPAT	SECURE	SYNEX	TRV	
AIE	BROOK	ERW	JCKH	NBC	PRECHA	SFLEX	TAE	TSE	
AIT	BSM	ESSO	JMT	NCAP	PRIME	SFP	TAKUNI	TVT	
ALUCON	BYD	ESTAR	JR	NCH	PRIN	SFT	TCC	TWP	
AMANAH	CBG	FE	KBS	NDR	PRINC	SGP	TCMC	UBE	
AMR	CEN	FLOYD	KCAR	NETBAY	PROEN	SIAM	TFG	UEC	
APCO	CHARAN	FSS	KIAT	NEX	PROS	SINGER	TFI	UKEM	
APCS	CHAYO	FTE	KISS	NINE	PROUD	SKE	TFM	UMI	
AQUA	CHG	GBX	KK	NATION	PSG	SKN	TGH	UOBKH	
ARIN	CHOTI	GCAP	KOOL	NNCL	PSTC	SKR	TIDLOR	UP	
ARROW	CHOW	GENCO	KTIS	NOVA	PT	SLP	TIGER	UPF	
AS	CI	GJS	KUMWEL	NPK	PTC	SMART	TIPH	UTP	
ASAP	CIG	GTB	KUN	NRF	QLT	SMD	TITLE	VIBHA	
ASIA	CITY	GYT	KWC	NTV	RCL	SMIT	TM	VL	
ASIAN	CIVIL	HEMP	KWM	NUSA	RICHY	SMT	TMC	VPO	
ASIMAR	CMC	HPT	L&E	NWR	RJH	SNNP	TMD	VRANDA	
ASK	CPL	HTC	LDC	occ	ROJNA	SNP	TMI	WGE	
ASN	CPW	HUMAN	LEO	OGC	RPC	so	TNL	WIIK	
ATP30	CRANE	HYDRO	LH	ONEE	RT	SPA	TNP	WIN	
В	CRD	ICN	LHK	PACO	RWI	SPC	TNR	WINMED	
BA	CSC	IFS	М	PATO	S11	SPCG	TOG	WORK	
ВС	CSP	IIG	MATCH	РВ	SA	SR	TPA	WP	



Companies with Good CG Scoring by alphabetical order

Α	BM	CTW	GSC	LEE	NFC	RPH	PTECH	TRUBB
A5	BROOK	D	HL	LPH	NSL	RSP	TC	TTI
Al	BSBM	DCON	HTECH	MATI	NV	SIMAT	TCCC	TYCN
ALL	BTNC	EKH	IHL	M-CHAI	PAF	SISB	TCJ	UMS
ALPHAX	CAZ	EMC	INOX	MCS	PEACE	SK	TEAM	UNIQ
AMC	CCP	EP	JAK	MDX	PF	SOLAR	THE	UPA
APP	CGD	EVER	JMART	MENA	PK	SPACK	THMUI	UREKA
AQ	CMAN	F&D	JSP	MJD	PPM	SPG	TKC	VARO
AU	CMO	FMT	JUBILE	MORE	PRAKIT	SQ	TNH	W
B52	CMR	GIFT	KASET	MPIC	PTL	STARK	TNPC	WFX
BEAUTY	CPANEL	GLOCON	KCM	MUD	RAM	STECH	TOPP	WPH
BGT	CPT	GLORY	KWI	NC	ROCK	SUPER	TPCH	YGG
RI AND	CSR	GREEN	KYF	NEWS	RP	SVH	TPOLY	

Score Range	Number of Logo	Description
Less than 50	No logo given	-
50-59	AND THE PARTY OF T	Pass
60-69	AND THE RESERVE AND THE RESERV	Satisfactory
70-79	A A A	Good
80-89	$\triangle \triangle \triangle \triangle$	Very Good
90-100		Excellent

Source: http://www.thai-iod.com/th/projects-2.asp

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อนึ่ง ผลการสำรวจดังกล่าว เป็นผลการสำรวจ ณ วันที่ปรากฏในรายงานการกำกับดูและกิจการบริษัทจดทะเบียนไทยเท่านั้น ดังนั้นผลการสำรวจจึงอาจเปลี่ยนแปลงได้ภายหลังวันดังกล่าว ทั้งนี้บริษัทหลักทรัพย์ อาร์เอชบี จำกัด (มหาชน) มีได้ยืนยันหรือรับรองถึงความถูกต้องของผลการสำรวจดังกล่าวแต่อย่างใด



VCOM VGI VIIH WACOAL WAVE WHA WHAUP WICE WINNER XPG ZEN

Anti-Corruption Progress Indicator (as of 1 Nov 22)

ได้รับการรับรอง CAC

2S	BAM	CGH	DUSIT	GPI	JKN	MAKRO	NOK	PR9	SAAM	SMPC	TASCO	TOG	UKEM
7UP	BANPU	CHEWA	EA	GPSC	JR	MALEE	NSI	PREB	SABINA	SNC	TCAP	TOP	UOBKH
ADVANC	BAY	CHOTI	EASTW	GSTEEL	K	MATCH	NWR	PRG	SAPPE	SNP	TCMC	TOPP	UPF
AF	BBL	CHOW	EGCO	GULF	KASET	MBAX	OCC	PRINC	SAT	SORKON	TFG	TPA	UV
Al	ВСН	CIG	EP	GUNKUL	KBANK	MBK	OGC	PRM	SC	SPACK	TFI	TPCS	VGI
AIE	BCP	CIMBT	EPG	HANA	KBS	MC	ORI	PROS	SCB	SPALI	TFMAMA	TPP	VIH
AIRA	BCPG	CM	ERW	HARN	KCAR	MCOT	PAP	PSH	scc	SPC	TGH	TRU	WACOAL
AJ	BE8	CMC	ESTAR	HEMP	KCE	META	PATO	PSL	sccc	SPI	THANI	TRUE	WHA
AKP	BEC	COM7	ETE	HENG	KGI	MFC	PB	PSTC	SCG	SPRC	THCOM	TSC	WHAUP
AMA	BEYOND	COTTO	FE	HMPRO	KKP	MFEC	PCSGH	PT	SCGP	SRICHA	THIP	TSTE	WICE
AMANAH	BGC	CPALL	FNS	HTC	KSL	MILL	PDG	PTG	SCM	SSF	THRE	TSTH	WIIK
AMATA	BGRIM	CPF	FPI	ICC	KTB	MINT	PDJ	PTT	SCN	SSP	THREL	TTA	XO
AMATAV	BKI	CPI	FPT	ICHI	KTC	MONO	PG	PTTEP	SEAOIL	SSSC	TIDLOR	TTB	YUASA
AP	BLA	CPL	FSMART	IFS	KWI	MOONG	PHOL	PTTGC	SE-ED	SST	TIPCO	TTCL	ZEN
APCS	BPP	CPN	FSS	III	L&E	MSC	PK	PYLON	SELIC	STA	TISCO	TU	ZIGA
AS	BROOK	CRC	FTE	ILINK	LANNA	MST	PL	Q-CON	SENA	STGT	TKS	TVDH	
ASIAN	BRR	CSC	GBX	INET	LH	MTC	PLANB	QH	SGP	STOWER	TKT	TVI	
ASK	BSBM	DCC	GC	INSURE	LHFG	MTI	PLANET	QLT	SINGER	SUSCO	TMILL	TVO	
ASP	BTS	DELTA	GCAP	INTUCH	LHK	NBC	PLAT	QTC	SIRI	SVI	TMT	TWPC	
AWC	BWG	DEMCO	GEL	IRC	LPN	NEP	PM	RATCH	SITHAI	SYMC	TNITY	U	
AYUD	CEN	DIMET	GFPT	IRPC	LRH	NINE	PPP	RML	SKR	SYNTEC	TNL	UBE	
В	CENTEL	DRT	GGC	ITEL	М	NKI	PPPM	RWI	SMIT	TAE	TNP	UBIS	
BAFS	CFRESH	DTAC	GJS	IVL	MAJOR	NOBLE	PPS	S&J	SMK	TAKUNI	TNR	UEC	

ประกาศเจตนารมณ์เข้าร่วม CAC

AH	CHG	DHOUSE	EVER	J	KUMWEL	NRF	RS	SUPER	TQM	VIBHA
ALT	CI	DOHOME	FLOYD	JMART	LDC	NUSA	SAK	SVT	TRT	W
APCO	CPR	ECF	GLOBAL	JMT	MEGA	OR	SIS	TKN	TSI	WIN
ASW	CPW	EKH	ILM	JTS	NCAP	PIMO	SSS	TMD	VARO	
B52	DDD	ETC	INOX	KEX	NOVA	PLE	STECH	TMI	VCOM	

คำชี้แลง: ข้อมูลบริษัทที่เข้าร่วมโครงการแนวร่วมปฏิบัติของภาคเอกชนไทยในการต่อต้านทุจริต (Thai CAC) ของสมาคมส่งเสริมสถาบันกรรมการบริษัทไทย มี 2 กลุ่ม

Source: www.cqthailand.org

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⁻ได้ประกาศเจตนารมณ์เข้าร่วม CAC

⁻ได้รับการรับรอง CAC