

20 May 2022

PTT Oil and Retail Business

(OR TB)

Driving On Recovery Road; Maintain BUY

- Stay BUY and THB35.00 TP, 32% upside with c.1% FY22F yield. PTT Oil and Retail Business is expected to benefit from the Thai economy's recovery, and improving transportation and tourism. It is also looking for new business ventures via long-term investments. A well-established presence in oil retail and commercial energy, OR also creates on synergies between its petrol station and non-oil businesses to pave the way for longterm opportunities in areas like electric vehicles and healthy food services.
- There are better YoY and QoQ prospects in 2Q22, in our view, as economic recoveries in Thailand and its neighbours will support OR's oil and non-oil revenues. The Government has also decided to lift the diesel price cap from its original limit of not >THB30.00/litre on 30 Apr. The cap has been increasing from THB30.00/litre during February-April to THB32.00/Litre in May and will gradually increase over time. We believe this will reduce OR's burden in terms of supporting oil consumers. Hence, selling prices are estimated to increase, leading to better gross margins.
- Relaxed measures for tourism spurring aviation oil demand. Thailand has a long holiday in 2Q22, which should boost travel and aviation activities. Effective 1 May, the Test & Go entry programme was removed. Vaccinated visitors are no longer tested for COVID-19 upon arrival. Unvaccinated travellers are also welcome, as long as they present evidence of negative RT-PCR tests done no more than 72 hours prior to their trip. Note: Some Asian and European countries have been sanctioned by Russia due to their support for Ukraine and are classified as "unfriendly". However, Thailand is not under Russia's unfriendly list, which may encourage Russian visitors here. We also believe this can lead to increased jet fuel consumption at Thai airports, as some airlines will have to re-route Asia-Europe and Europe-Asia flights to avoid Russian airspace.
- Continuously improving in 2H22. OR is likely to have higher earnings YoY in 2H22 due to increased sales volumes from the demand recovery. We estimate a 2022 profit of THB11.6bn. It is expected that marketing margins are likely to be at c.THB1.17/litre, up from THB1.14 in 1H22. Revenues from retail oil and F&B are likely to go up due to an additional 129 oil service stations (+6% YoY) and 389 new Café Amazon (+11% YoY) coffeehouses.
- Factoring ESG into valuations. OR has become a successful player in applying ESG principles in developing sustainable operations. Based on our in-house proprietary methodology, we derive an ESG score of 3.4. Accordingly, we apply a 2% premium to our DCF-derived intrinsic value to arrive at our TP of THB35.00. Maintain BUY.

Forecasts and Valuation	Dec-20	Dec-21	Dec-22F	Dec-23F	Dec-24F
Total turnover (THBm)	428,804	511,799	543,388	576,732	612,071
Recurring net profit (THBm)	9,146	11,098	11,558	14,171	15,220
Recurring net profit growth (%)	(14.9)	21.3	4.1	22.6	7.4
Recurring P/E (x)	26.08	27.58	27.51	22.44	20.89
P/B (x)	6.3	3.2	3.0	2.7	2.5
P/CF (x)	26.06	16.57	na	24.55	22.82
Dividend Yield (%)	0.9	1.7	1.1	1.3	1.4
EV/EBITDA (x)	20.83	16.07	19.80	16.29	15.10
Return on average equity (%)	23.0	16.7	11.2	12.7	12.5
Net debt to equity (%)	107.3	net cash	net cash	net cash	net cash

Source: Company data, RHB

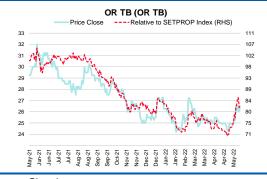
See important disclosures at the end of this report

Buy (Maintained)

Target Price (Return):	THB35.00 (32.1%)
Price (Market Cap):	THB26.50 (USD9,194m)
ESG score:	3.40 (out of 4)
Avg Daily Turnover (THB/USD)	554m/16.5m

Analysts

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Share Performa	ance (%)				
	YTD	1m	3m	6m	12m
Absolute	(1.9)	6.4	(2.8)	0.0	(9.4)
Relative	(1.6)	10.5	2.7	1.5	(17.5)
52-wk Price low	/high (THB))		24.2	- 32.0



Source: Bloomberg

Overall ESG Score: 3.40 (out of 4)

E: GOOD

Being dependent on the transportation business, OR has the highest exposure to this ESG pillar. However, it aims to achieve more environmental products such as increasing the usage of green energy ie EV car charging in the long term. This initiative is reflected in its Café Amazon and green partners, which tend to design environmentally friendly outlets.

S: EXCELLENT

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OR follows the guidance of PTT, whose corporate governance score is among the highest in the countryfrom the Thai Institute of Directors. Its disclosure policy is in compliance with regulations set by the SET. As it is a utility company, OR also discloses important information broadly and promptly to stakeholders.



Financial Exhibits

Dec-23F

Dec-24F

Energy & Petrochemicals | Oil & Gas Services

Dec-22F

Thailand
Energy & Petrochemicals
PTT Oil and Retail Business
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Buy

Valuation basis DCF

Key drivers

Asia

i. Opening of new service stations and consumer stores;

Financial summary (THB)

ii. Continuous development of new business and service platforms.

Key risks

- i. Consumption slowdown due to the pandemic and a sluggish economy;ii. Delays in opening of new stations and stores

Company Profile

The company operates an integrated oil and non-oil retailing platform both in Thailand and abroad. This includes the sale and distribution of petroleum products, as well as other products in retail and commercial marketing, coffee shops, other F&B outlets, and convenience stores.

Financial summary (THB)	Dec-20	Dec-21	Dec-22F	Dec-23F	Dec-24F
Recurring EPS	1.02	0.96	0.96	1.18	1.27
DPS	0.25	0.46	0.29	0.35	0.38
BVPS	4.20	8.31	8.82	9.71	10.62
Return on average equity (%)	23.0	16.7	11.2	12.7	12.5
Valuation metrics	Dec-20	Dec-21	Dec-22F	Dec-23F	Dec-24F
Recurring P/E (x)	26.08	27.58	27.51	22.44	20.89
Р/В (х)	6.3	3.2	3.0	2.7	2.5
FCF Yield (%)	0.8	3.7	(5.4)	0.9	1.2
Dividend Yield (%)	0.9	1.7	1.1	1.3	1.4
EV/EBITDA (x)	20.83	16.07	19.80	16.29	15.10
EV/EBIT (x)	34.62	24.85	32.67	25.14	23.29
Income statement (THBm)	Dec-20	Dec-21	Dec-22F	Dec-23F	Dec-24F
Total turnover	428,804	511,799	543,388	576,732	612,071
Gross profit	33,122	36,207	40,754	45,414	48,197
EBITDA	13,064	17,195	15,422	18,468	19,583
Depreciation and amortisation	(5,203)	(6,075)	(6,075)	(6,504)	(6,886)
Operating profit	7,861	11,120	9,346	11,964	12,697
Net interest	(1,447)	(1,250)	(1,067)	(887)	(701)
Pre-tax profit	10,568	14,196	13,759	16,871	18,122
Taxation	(1,776)	(2,718)	(2,201)	(2,699)	(2,899)
Reported net profit	8,791	11,474	11,558	14,171	15,220
Recurring net profit	9,146				
Recurring het prom	9,140	11,098	11,558	14,171	15,220
Cash flow (THBm)	Dec-20	Dec-21	Dec-22F	Dec-23F	Dec-24F
Change in working capital	(689)	5,250	(17,240)	(1,931)	(2,046)
Cash flow from operations	9,152	18,477	(5,087)	12,952	13,936
Capex	(7,322)	(7,289)	(12,000)	(10,000)	(10,000)
Cash flow from investing activities	(7,772)	(7,289)	(12,000)	(10,000)	(10,000)
Dividends paid	(9,450)	(2,250)	(5,520)	(3,467)	(4,251)
Cash flow from financing activities	(8,676)	36,032	(7,183)	(6,567)	(5,357)
Cash at beginning of period	26,300	19,004	66,224	41,954	38,339
Net change in cash	(7,296)	47,220	(24,270)	(3,615)	(1,421)
Ending balance cash	19,004	66,224	41,954	38,339	36,918
Balance sheet (THBm)	Dec-20	Dec-21	Dec-22F	Dec-23F	Dec-24F
Total cash and equivalents	19,004	66,224	41,954	38,339	36,918
Tangible fixed assets	42,421	43,636	49,560	53,056	56,171
Total investments	7,111	9,800	9,800	9,800	9,800
Total assets	144,979	207,659	204,939	211,178	219,610
Short-term debt	10,350	6,109	8,206	6,503	5,157
Total long-term debt	49,319	38,930	30,778	24,333	19,238
Total liabilities	107,063	107,787	99,029	94,564	92,028
Total equity	37,916	99,872	105,910	116,613	127,582
Total liabilities & equity	144,979	207,659	204,939	211,178	219,610
Key metrics	Dec-20	Dec-21	Dec-22F	Dec-23F	Dec-24F
Revenue growth (%)	(25.7)	19.4	6.2	6.1	6.1
Recurrent EPS growth (%)	(14.9)	(5.4)	0.2	22.6	7.4
Gross margin (%)	7.7	7.1	7.5	7.9	7.9
Giuss margin (70)			2.8	3.2	3.2
Operating EBITDA margin (%)	3.0	3.4	2.0		
• • •	3.0 2.1	3.4 2.2	2.0	2.5	2.5
Operating EBITDA margin (%) Net profit margin (%)					
Operating EBITDA margin (%)	2.1	2.2	2.1	2.5	2.5 30.0 1.6

Dec-20

Dec-21

Source: Company data, RHB



20 May 2022

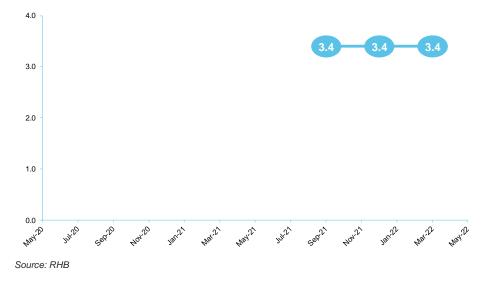
Energy & Petrochemicals | Oil & Gas Services

Recommendation Chart



Date	Recommendation	Target Price	Price
2021-10-07	Buy	35.0	28.8
2021-08-12	Buy	34.0	28.3
Source: RHE	3, Bloomberg		

ESG Rating History





RHB Guide to Investment Ratings

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Neutral:	Share price may fall within the range of +/- 10% over the next
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Analyst	Company
-	-

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Corporate Governance Report Rating 2021 (CG Score) as of 30 Dec 2021

Companies with Excellent CG Scoring by alphabetical order

AAV	BGC	CSS	GRAMM	LH	NWR	PTTEP	SENA	TEAMG	ΠΑ
ADVAN	BGRIM	DDD	GULF	LHFG	NYT	PTTGC	SHR	TFMAMA	TTB
AF	BIZ	DELTA	GUNKUL	LIT	OISHI	PYLON	SIRI	TGH	TTCL
AH	BKI	DEMCO	HANA	LPN	OR	Q-CON	SIS	THANA	TTW
AIRA	BOL	DRT	HARN	MACO	ORI	QH	SITHAI	THANI	TU
AKP	BPP	DTAC	HMPRO	MAJOR	OSP	QTC	SMK	THCOM	TVD
ALT	BRR	DUSIT	ICC	MAKRO	OTO	RATCH	SMPC	THG	TVI
AMA	BTS	EA	ICHI	MALEE	PAP	RS	SNC	THIP	TV0
AMATA	BTW	EASTW	Ш	MBK	PCSGH	S	SONIC	THRE	TWPC
AMATA	BWG	ECF	ILINK	MC	PDG	S & J	SPALI	THREL	U
ANAN	CENTEL	ECL	ILM	MCOT	PDJ	SAAM	SPI	TIPCO	UAC
AOT	CFRESH	EE	INTUCH	METCO	PG	SABINA	SPRC	TISCO	UBIS
AP	CHEWA	EGCO	IP	MFEC	PHOL	SAMART	SPVI	тк	UV
ARIP	CHO	EPG	IRPC	MINT	PLANB	SAMTEL	SSSC	TKT	VGI
ARROW	CIMBT	ETC	ITEL	MONO	PLANET	SAT	SST	TMT	VIH
ASP	CK	FPI	IVL	MOONG	PLAT	SC	STA	TNDT	WACOA
AUCT	CKP	FPT	JSP	MSC	PORT	SCB	STEC	TNITY	WAVE
AWC	CM	FSMART	JWD	MST	PPS	SCC	STI	TOA	WHA
AYUD	CNT	GBX	K	MTC	PR9	SCCC	SUN	TOP	WHAUP
BAFS	COM7	GC	KBANK	MVP	PREB	SCG	SUSCO	TPBI	WICE
BANPU	COMAN	GCAP	KCE	NCL	PRG	SCGP	SUTHA	TQM	WINNER
BAY	COTTO	GFPT	ККР	NEP	PRM	SCM	SVI	TRC	ZEN
BBL	CPALL	GGC	KSL	NER	PROUD	SDC	SYMC	TRU	TRUE
BCP	CPF	GLAND	KTB	NKI	PSH	SEAFCO	SYNTEC	TSC	
BCPG	CPI	GLOBAL	KTC	NOBLE	PSL	SEAOIL	TACC	TSR	
BDMS	CPN	GPI	LALIN	NSI	PTG	SE-ED	TASCO	TSTE	
BEM	CRC	GPSC	LANNA	NVD	PTT	SELIC	TCAP	TSTH	



Companies with Very Good CG Scoring by alphabetical order

2S	ATP30	CPW	GJS	KIAT	MTI	QLT	SKE	TCC	UMI
7UP	В	CRD	GYT	KISS	NBC	RBF	SKN	TCMC	UOBKH
ABICO	BA	CSC	HEMP	KOOL	NCAP	RCL	SKR	TEAM	UP
ABM	BAM	CSP	HPT	KTIS	NCH	RICHY	SKY	TFG	UPF
ACE	BC	CWT	HTC	KUMWEL	NETBA	RML	SLP	TFI	UPOIC
ACG	BCH	DCC	HYDRO	KUN	NEX	ROJNA	SMIT	TIGER	UTP
ADB	BEC	DCON	ICN	KWC	NINE	RPC	SMT	TITLE	VCOM
AEONTS	BEYOND	DHOUSE	IFS	KWM	NRF	RT	SNP	TKN	VL
AGE	BFIT	DOD	IMH	L&E	NTV	RWI	SO	TKS	VNT
AHC	BJC	DOHOME	IND	LDC	000	S11	SORKON	тм	VPO
AIT	BJCHI	DV8	INET	LEO	OGC	SA	SPA	TMC	VRANDA
ALL	BLA	EASON	INSET	LHK	PATO	SAK	SPC	TMD	WGE
ALLA	BR	EFORL	INSURE	LOXLEY	PB	SALEE	SPCG	TMI	WIK
ALUCON	BROOK	ERW	IRC	LRH	PICO	SAMCO	SR	TMILL	WP
AMANA	CBG	ESSO	IRCP	LST	PIMO	SANKO	SRICHA	TNL	XO
AMARIN	CEN	ESTAR	П	М	PJW	SAPPE	SSC	TNP	XPG
APCO	CGH	ETE	ITD	MATCH	PL	SAWAD	SSF	TOG	YUASA
APCS	CHARAN	FE	J	MBAX	PM	SCI	STANLY	TPA	
APURE	CHAYO	FLOYD	JAS	MEGA	PMTA	SCN	STGT	TPAC	
AQUA	CHG	FN	JCK	META	PPP	SCP	STOWER	TPCS	
ASAP	CHOTI	FNS	JCKH	MFC	PPPM	SE	STPI	TPS	
ASEFA	CHOW	FORTH	JMART	MGT	PRIME	SFLEX	SUC	TRITN	
ASIA	CI	FSS	JMT	MICRO	PRIN	SFP	SWC	TRT	
ASIAN	CIG	FTE	KBS	MILL	PRINC	SFT	SYNEX	TSE	
ASIMAR	CMC	FVC	KCAR	MITSIB	PSG	SGF	TAE	TVT	
ASK	COLOR	GEL	KEX	MK	PSTC	SIAM	TAKUNI	TWP	
ASN	CPL	GENCO	KGI	MODERN	PT	SINGER	TBSP	UEC	



Companies with Ver Good CG Scoring by alphabetical order

A	CMAN	KASET	PRAKIT	тнмш
	CMO		PRAPAT	
AIE			PRECHA	+
	CPT			TOPP
ALPHAX	CRANE		RJH	TPCH
	+		RP	TPIPL
			RPH	TPIPP
	+		RSP	TPLAS
ARIN	EMC	MATI	SABUY	TPOLY
		M-CHAI	SF	TQR
				TTI
			SICT	TYCN
BEAUTY	GIFT	MJD	SIMAT	UKEM
BGT	GLOCON	MORE	SISB	UMS
			SK	UNIQ
BIG	GSC	NC	SMART	UPA
BLAND		NDR	SOLAR	UREKA
BM				VIBHA
BROCK	HUMAN	NNCL	SPG	W
BSBM	IHL	NOVA	SQ	WIN
BSM	liG	NPK	SSP	WORK
BTNC			STARK	WPH
BYD			STC	YGG
CAZ		PF	SUPER	ZIGA
CCP			SVOA	
CGD	JTS	PLE	тс	
CITY	JUBILE	PPM	TCCC	

IOD (IOD Disclaimer)

การเปิดเผลผลการสำรวจของสมาคมส่งเสริมสถาบันกรรมการบริษัทไทย (IOD) ในเรื่องการกำกับดูแลกิจการ (Corporate Governance) นี้เป็นการดำเนินการตามนโยบายของสำนักงานคณะกรรมการกำกับหลักทรัพย์และ ตลาดหลักทรัพย์ โดยการสำรวจของ IOD เป็นการสำรวจและประเมินจากข้อมูลของบรษัทจดทะเบียนในตลาด หลักทรัพย์แห่งประเทศไทยและตลาดหลักทรัพย์เอ็มเอไอ ที่มีการเปิดเผยต่อสาธารณะและเป็นข้อมูลที่ผู้ลงทุน ทั่วไปสามารถเข้าถึงได้ ดังนั้นผลสำรวจดังกล่าวจึงเป็นการนำเสนอในมุมมองของบุคคลภายนอกโดยไม่ได้เป็นการ ประเมินการปฏิบัติและมิได้มีการใช้ข้อมูลภายในในการประเมิน

บระเมลา เร็บๆบิตและมีเหมา เรียบอนูลมาย และ เร็บระเมล อนึ่งผลการสำรวจดังกล่าวเป็นผลการสำรวจ ณ วันที่ปรากฏในรายงานการกำกับดูและกิจการบริษัทจดทะเบียน ไทยเท่านั้น ดังนั้นผลการสำรวจจึงอาจเปลี่ยนแปลงได้ภายหลังวันดังกล่าวทั้งนี้ บริษัทหลักทรัพย์ อาร์เอชบี จำกัด (มหาชน) มิได้ยืนยันหรือรับรองถึงความถูกต้องของผลการสำรวจดังกล่าวแต่อย่างใด

Score Range	Number of Logo	Description
Less than 50	No logo given	-
50-59		Pass
60-69		Satisfactory
70-79		Good
80-89		Very Good
90-100		Excellent

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

Anti-Corruption Progress Indicator (as of 30 Dec 2021)

ได้รับการรับรอง CAC

2S	BAM	CGH	EA	GJS	JKN	MAKRO	NOBLE	PM	RATCH	SKR	SYNTEC	TMILL	TVO
ADVANC	BANPU	CHEWA	EASTW	GPI	К	MALEE	NOK	PPP	RML	SMIT	TAE	TMT	TWPC
AF	BAY	CHOTI	ECL	GPSC	KASET	MBAX	NSI	PPPM	RWI	SMK	TAKUNI	TNITY	U
Al	BBL	CHOW	EGCO	GSTEEL	KBANK	MBK	NWR	PPS	S & J	SMPC	TASCO	TNL	UBE
AIE	BCH	CIG	EP	GUNKUL	KBS	MC	OCC	PREB	SAAM	SNC	TBSP	TNP	UBIS
AIRA	BCP	CIMBT	EPG	HANA	KCAR	MCOT	OCEAN	PRG	SABINA	SNP	TCAP	TNR	UEC
AKP	BCPG	CM	ERW	HARN	KCE	META	OGC	PRINC	SAPPE	SORKON	TCMC	TOG	UKEM
AMA	BEYOND	CMC	ESTAR	HEMP	KGI	MFC	ORI	PRM	SAT	SPACK	TFG	TOP	UOBKH
AMANAH	BGC	COM7	ETE	HMPRO	KKP	MFEC	PAP	PROS	SC	SPALI	TFI	TOPP	UPF
AMATA	BGRIM	сотто	FE	HTC	KSL	MINT	PATO	PSH	SCB	SPC	TFMAMA	TPA	UV
AMATAV	BJCHI	CPALL	FNS	ICC	KTB	MONO	PB	PSL	SCC	SPI	TGH	TPP	VGI
AP	BKI	CPF	FPI	ICHI	ктс	MOONG	PCSGH	PSTC	SCCC	SPRC	THANI	TRU	VIH
APCS	BLA	CPI	FPT	IFEC	KWC	MSC	PDG	PT	SCG	SRICHA	THCOM	TRUE	VNT
AQUA	BPP	CPN	FSMART	IFS	KWI	MST	PDJ	PTG	SCN	SSF	THIP	TSC	WACOAL
ARROW	BROOK	CSC	FSS	ILINK	L&E	MTC	PE	PTT	SEAOIL	SSP	THRE	TSTE	WHA
ASIAN	BRR	DCC	FTE	INET	LANNA	MTI	PG	PTTEP	SE-ED	SSSC	THREL	TSTH	WHAUP
ASK	BSBM	DELTA	GBX	INSURE	LH	NBC	PHOL	PTTGC	SELIC	SST	TIDLOR	TTA	WICE
ASP	BTS	DEMCO	GC	INTUCH	LHFG	NEP	PK	PYLON	SENA	STA	TIPCO	ттв	WIK
AWC	BWG	DIMET	GCAP	IRC	LHK	NINE	PL	Q-CON	SGP	STOWER	TISCO	TTCL	XO
AYUD	CEN	DRT	GEL	IRPC	LPN	NKI	PLANB	QH	SINGER	SUSCO	TKS	TU	ZEN

ได้ประกาศเจตนารมณ์เข้าร่วม CAC

7UP	AS	CPR	DOHOME	GULF	JMT	MAJOR	NRF	SAK	STECH	VCOM
ABICO	BEC	CPW	ECF	III	JR	MATCH	NUSA	SCGP	STGT	VIBHA
AJ	BKD	CRC	EKH	INOX	KEX	MILL	PIMO	SCM	SUPER	WIN
ALT	CHG	DDD	ETC	J	KUMWEL	NCL	PR9	SIS	TQM	YUASA
APCO	CPL	DHOUSE	EVER	JMART	LDC	NOVA	RS	STAR	TSI	ZIGA

ข้อมูล Anti-Corruption Progress Indicator

การเปิดเผยการประเมินดัชนีชี้วัดความคืบหน้าการป้องกันการมีส่วนเกี่ยวข้องกับการทุจริตคอร์รัปชัน (Anti-corruption Progress Indicators) ของบริษัทจดทะเบียนในตลาด หลักทรัพย์แห่งประเทศไทยที่จัดทำโดยสถาบันที่เกี่ยวข้องซึ่งมีการเปิดเผยโดยสำนักงาน คณะกรรมการกำกับหลักทรัพย์ และตลาดหลักทรัพย์นี้ เป็นการดำเนินการตามนโยบาย และตาม แผนพัฒนาความยั่งยืนสำหรับบริษัทจด ทะเบียนโดยผลการประเมินดังกล่าว สถาบันที่เกี่ยวข้องอาศัยข้อมูลที่ได้รับจากบริษัทจดทะเบียนตามที่บริษัทจดทะเบียนในตลาด ข้อมูลเพื่อการประเมิน Anti-Corruption ซึ่งอ้างอิงข้อมูลมาจากแบบแสดงรายการข้อมูลประจำปี แบบ (56-1) รายงานประจำปี แบบ (56-2) หรือในเอกสารหรือรายงานอื่นที่เกี่ยวข้อง ของบริษัทจดทะเบียนนั้น แล้วแต่กรณี ดังนั้น ผลการประเมินดังกล่าวจึงเป็นการนำเสนอในมุมมอง ของสถาบันที่เกี่ยวข้องซึ่งเป็นบุคคลภายนอก โดยมิได้เป็นการประเมินการปฏิบัติของ บริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทย และมิได้ใช้ข้อมูลภายในเพื่อการประเมิน

เนื่องจากผลการประเมินดังกล่าวเป็นเพียงผลการประเมิน ณ วันที่ปรากฏในผลการประเมินเท่านั้น ดังนั้น ผลการประเมินจึงอาจเปลี่ยนแปลง

ได้ภายหลังวันดังกล่าว หรือรับรองความถูกต้องครบถ้วนของผลประเมินดังกล่าวแต่อย่างใด ทั้งนี้บริษัทหลักทรัพย์ อาร์เอชบี จำกัด (มหาชน) มิได้

ยืนยันตรวจสอบหรือรับรองความถูกต้องของผลการสำรวจ

