

Telecommunications

Defensive Play But Also Defensive Tone

Communications | Telecommunications

Neutral (Maintained)

Stocks Covered	3
Rating (Buy/Neutral/Sell):	2/1/0
Last 12m Earnings Revision	

Advanced Info Service (ADVANC TB) - BUY

- Maintained NEUTRAL. The typical characteristics of NEO consumers have made the telco sector less vulnerable to the impact from COVID-19 pandemic and the economic slowdown. While there are negative signs of higher price sensitivity, the country's "soft lockdown" should lower the sector's churn rate and partially freeze subs acquisition activities in the short term. Although the economic stimulus package approved by NBTC last week could provide either upside or become a risk depends on Government's determination.
- Still one of the best defensive plays. The telco sector has been outperforming the SET Index in the past three months thanks to strong recurring demand for mobile data, which appears to have been further driven by COVID-19 movement restrictions. Operators have also adopted defensive strategies since last year, by offering higher capacity/speeds to existing customers with a 12-month lock-in period. This strategy should partially stabilise subs bases and package pricing level. Although share prices have fallen, dividends that should remain intact make this sector look more attractive on a risk-adjusted basis.
- What could be the real impact from the COVID-19 outbreak?
- i. A lower churn rate. The lockdown should slow the aggressive subs acquisition activity arising post-spectrum auction. A temporary easing of industry competition should provide some relief to Total Access Communication (DTAC TB, TRADING BUY, TP: THB46.5), which has faced pressure on customer confidence in its future operations after it decided to forgo the 5G spectrum auction last month.
- ii. Lower prepaid subs. We expect prepaid subs to temporarily decrease across the board on lower travelling SIM card demand (both inbound and outbound) due to reduced tourism activities in 1H20.
- iii. Limited ARPU upside. The sluggish data monetisation due to lower purchasing power and higher price sensitivity in the mobile and fixed broadband (FBB) segments should dampen data yield prospects. Companies with strong convergence services would have more room to stabilise their blended ARPU by providing value offerings through bundle packages. While we maintain our low-single digit growth expectations on sector toplines, we believe earnings growth this year will be driven by tighter cost control and the absence of extra items.
- NBTC package is yet to be concrete. As part of the preventive measures to counter the COVID-19 outbreak and to support WFH policy, this package includes free additional mobile internet which capacity 10GB/subs/month and free speed upgrade of fixed broadband (FTTX) up to 100Mbps for the next three months (from Apr to Jun 2020) - is still pending a cabinet approval. For operators, the incremental cost incurred by this measure, should be used to offset costs from the spectrum licence payment and USO fees that operators are required to pay the regulator. However, we note that the deductible amount is still unclear and there is some risk that Government might ask for the cooperation without compensation basis.
- Unexciting 1Q20F earnings. In addition to the negative impact from the tourism segment and unlimited data packages that were recently reintroduced into the market, the rise in 5G marketing activities post-auction should also pressure 1Q20 sector earnings. Our forecasts remain unchanged as we maintain a conservative view on the industry.
- Our sector Top Pick remains Advanced Info Service on its solid earnings prospects, driven by lower network opex and the scaling-up of its FBB. Its solid balance sheet with a well-wheeled convergence service portfolio should be a safeguard during a time of uncertainty.

Company Name	Rating	Target Price(THB)	% Upside (Downside)	P/E (x) Dec-20F	P/B (x) Dec-20F	Yield (%) Dec-20F
Advanced Info Service	BUY	THB250.00	33.0	16.6	6.9	4.2
True Corp	NEUTRAL	THB3.60	24.3	17.0	0.7	1.5
Total Access Communication	TRADING BUY	THB46.52	43.1	12.5	3.0	4.0

Source: Company data, RHB

Analyst

Top Pick

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Target Price

THB250.00



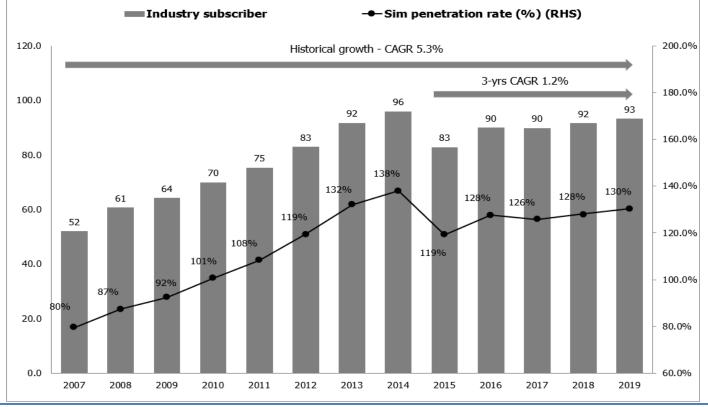


Source: Company data, RHB



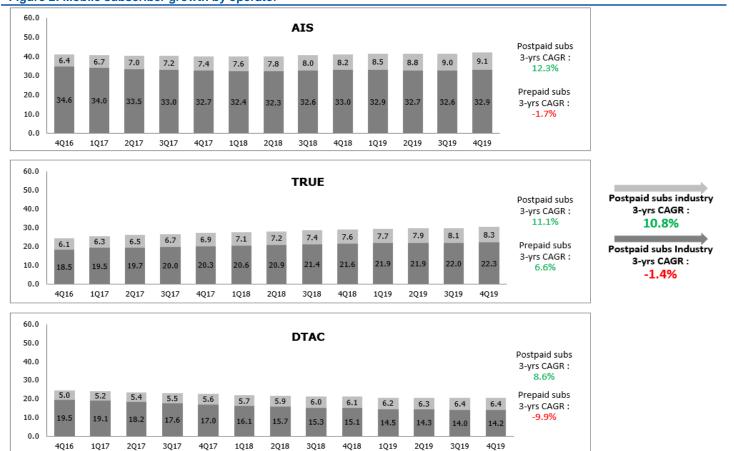
Communications

Figure 1: Industry mobile subscribers (m)



Source: Company data, RHB

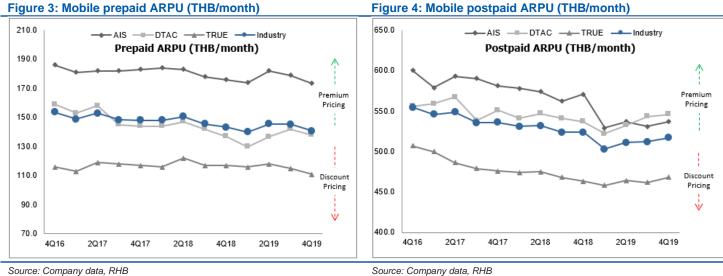




Source: Company data, RHB

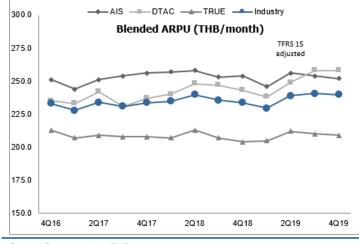


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Source: Company data, RHB

Figure 5: Mobile blended ARPU (THB/month)



700.0 -----JAS ------TRUE ----AIS Industry FBB ARPU (THB/month) 650.0 600.0 550.0 500.0 450.0 4Q16 2Q17 4Q17 2Q18 4Q18 2Q19 4Q 19

Source: Company data, RHB

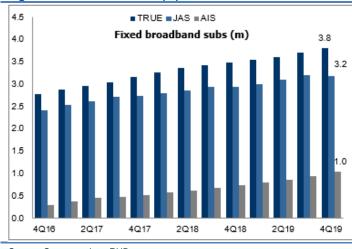


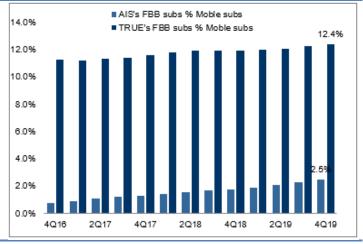
Figure 7: FBB subscribers (m)

Source: Company data, RHB

Source: Company data, RHB

Figure 6: FBB ARPU (THB/month)

Figure 8: FBB subs as a percentage of mobile subs

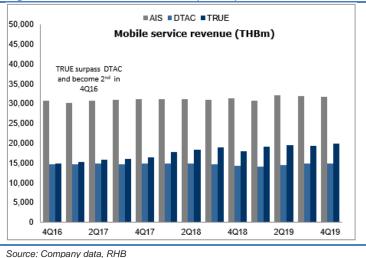


Source: Company data, RHB



Thailand Sector Update

Communications



=AIS =DTAC =TRUE

DIF asset divestment

4Q17

Handset revenue (THBm)

DIF asset divestment

2Q18

4Q18

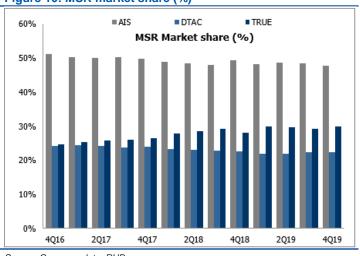
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4Q 19

2Q19

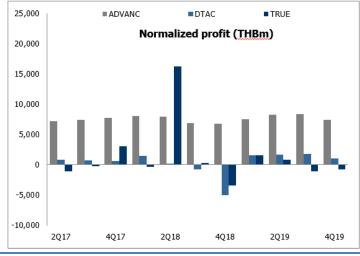
Figure 9: Mobile service revenue (THBm)





Source: Company data, RHB

Figure 12: Normalised profit (THBm)



Source: Company data, RHB

4Q16

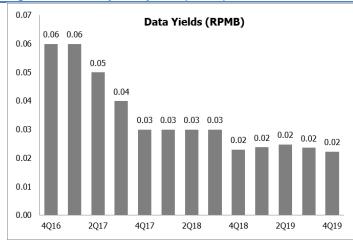


Figure 13: Industry data yields (RPMB)

2Q17

Figure 11: Handset revenue (THBm)

25,000.0

20,000.0

15,000.0

10,000.0

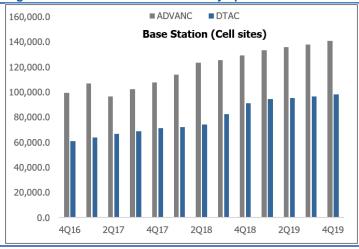
5,000.0

0.0

Source: Company data, RHB

Source: Company data, RHB

Figure 14: Number of base stations by operator



Source: Company data, RHB Note : No disclosure from TRUE



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Trading Buy:	
	term outlook remains uncertain
Neutral:	Share price may fall within the range of +/- 10% over the next
	12 months
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Sell:	Share price may fall by more than 10% over the next 12 months
Not Rated:	Stock is not within regular research coverage

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Thai Institute of Directors Association (IOD) – Corporate Governance Report Rating 2019

Companies with Excellent CG Scoring by alphabetical order



AAV	ADVANC	AIRA	AKP	AKR	AMA	ΑΜΑΤΑ	ΑΜΑΤΑΥ	ANAN	ΑΟΤ	AP	ARROW	BAFS	BANPU	BAY
ВСР	BCPG	BOL	BRR	BTS	BTW	BWG	CFRESH	CHEWA	сно	СК	СКР	СМ	CNT	COL
COMAN	CPALL	CPF	CPI	CPN	CSS	DELTA	DEMCO	DRT	DTAC	DTC	EA	EASTW	ECF	EGCO
GBX	GC	GCAP	GEL	GFPT	GGC	GOLD	GPSC	GRAMMY	GUNKUL	HANA	HARN	HMPRO	ICC	існі
ш	ILINK	INTUCH	IRPC	IVL	JKN	JSP	к	KBANK	KCE	KKP	KSL	КТВ	ктс	KTIS
LH	LHFG	LIT	LPN	MAKRO	MALEE	МВК	MBKET	мс	мсот	MFEC	MINT	MONO	мтс	NCH
NCL	NKI	NSI	NVD	NYT	OISHI	ото	PAP	PCSGH	PDJ	PG	PHOL	PJW	PLANB	PLANET
PORT	PPS	PR9	PREB	PRG	PRM	PSH	PSL	PTG	PTT	PTTEP	PTTGC	PYLON	Q-CON	QH
QTC	RATCH	ROBINS	RS	s	S&J	SABINA	SAMART	SAMTEL	SAT	SC	SCB	SCC	sccc	SCN
SDC	SEAFCO	SEAOIL	SE-ED	SELIC	SENA	SIS	SITHAI	SNC	SORKON	SPALI	SPI	SPRC	SSSC	STA
STEC	SVI	SYNTEC	TASCO	TCAP	THAI	THANA	THANI	тнсом	THIP	THREL	TIP	TISCO	тк	ткт
тмв	TMILL	TNDT	тоа	тор	TRC	TRU	TRUE	TSC	TSR	тѕтн	TTA	TTCL	ттw	τu
TVD	туо	U	UAC	UV	VGI	VIH	WACOAL	WAVE	WHA	WHAUP	WICE	WINNER		

Companies with Very Good CG Scoring by alphabetical order



25	ABM	ADB	AF	AGE	AH	AHC	AIT	ALLA	ALT	AMANAH	APCO	APCS	AQUA	ARIP
ASAP	ASIAN	ASIMAR	ASK	ASN	ASP	ATP30	AUCT	AYUD	В	BA	BBL	BDMS	BEC	BEM
BFIT	BGC	BGRIM	BIZ	BJC	BJCHI	BLA	BPP	BROOK	CBG	CEN	CENTEL	CGH	CHG	СНОТІ
сноw	CI	СІМВТ	CNS	COLOR	COM7	сотто	CRD	csc	CSP	DCC	DCON	DDD	DOD	EASON
ECL	EE	EPG	ERW	ESTAR	ETE	FLOYD	FN	FNS	FORTH	FPI	FPT	FSMART	FSS	FVC
GENCO	GJS	GL	GLOBAL	GLOW	GULF	HPT	нтс	HYDRO	ICN	IFS	INET	INSURE	IRC	IRPC
п	ITD	ITEL	J	JAS	JCK	ЈСКН	JMART	JMT	JWD	KBS	KCAR	KGI	KIAT	KOOL
KWC	KWM	L&E	LALIN	LANNA	LDC	LHK	LOXLEY	LRH	LST	м	MACO	MAJOR	MBAX	MEGA
METCO	MFC	МК	MODERN	MOONG	MPG	MSC	МТІ	NEP	NETBAY	NEX	NINE	NOBLE	NOK	NTV
NWR	осс	OGC	ORI	OSP	ΡΑΤΟ	PB	PDG	PDI	PL	PLAT	PM	PPP	PRECHA	PRIN
PRINC	PSTC	PT	QLT	RCL	RICHY	RML	RWI	S11	SAAM	SALEE	SAMCO	SANKO	SAPPE	SAWAD
SCG	SCI	SCP	SE	SFP	SIAM	SINGER	SIRI	SKE	SKR	SKY	SMIT	SMK	SMPC	SMT
SNP	SONIC	SPA	SPC	SPCG	SPVI	SR	SRICHA	SSC	SSF	SST	STANLY	STPI	SUC	SUN
SUSCO	SUTHA	SWC	SYMC	SYNEX	т	TACC	TAE	TAKUNI	TBSP	тсс	тсмс	TEAM	TEAMG	TFG
TFMAMA	THG	THRE	TIPCO	TITLE	тім	TKN	ткѕ	тм	тмс	TMD	тмі	тмт	TNITY	TNL
TNP	TNR	TOG	TPA	TPAC	TPBI	TPCORP	TPOLY	TRITN	TRT	TSE	TSTE	τνι	тут	TWP
TWPC	UBIS	UEC	UMI	UOBKH	UP	UPF	UPOIC	UT	UWC	VNT	WIK	хо	YUASA	ZEN
ZMICO														

Companies with Good CG Scoring by alphabetical order



				******					*		N	ational CG Committee Na	tional CG Committee, Natio	onal CG Committee
Α	ABICO	ACAP	AEC	AEONTS	AJ	ALUCON	AMC	APURE	AS	ASEFA	AU	B52	всн	BEAUTY
BGT	вн	BIG	BLAND	BM	BR	BROCK	BSBM	BSM	BTNC	CCET	ССР	CGD	CHARAN	CHAYO
CITY	CMAN	СМС	СМО	CMR	CPL	СРТ	CSR	стw	сwт	D	DIMET	ЕКН	EMC	EPCO
ESSO	FE	FTE	GIFT	GLAND	GLOCON	GPI	GREEN	GTB	GYT	нітсн	HUMAN	IHL	INGRS	INOX
JTS	JUBILE	KASET	ксм	ккс	KWG	KYE	LEE	LPH	МАТСН	ΜΑΤΙ	M-CHAI	MCS	MDX	META
MGT	MJD	мм	MVP	NC	NDR	NEW	NNCL	NPK	NUSA	OCEAN	PAF	PF	PICO	PIMO
PK	PLE	РМТА	POST	PPM	PROUD	PTL	RCL	RJH	ROJNA	RPC	RPH	SF	SGF	SGP
SKN	SLP	SMART	SOLAR	SPG	SQ	SSP	STI	SUPER	SVOA	тссс	THE	тнми	TIC	TIGER
TNH	TOPP	трсн	TPIPP	TPLAS	TQM	TTI	TYCN	UTP	VCOM	VIBHA	VPO	WIN	WORK	WP
WPH	ZIGA													

ช่วงคะแนน Score	สัญลักษณ์ Rang Number of Logo	ความหมาย	Description
CO - 100		ซีเลิต	Excellent
80 - 80		จึมาก	Very Good
70 - 79		ดี	Good
60 - 60		ลีพอไข้	Satisfactory
50 - 50	A	artia	Pass
ที่ากว่า 50	No logo give	N/A	NIA

Website: www.thai-iod.com

IOD (IOD Disclaimer)

ผลสำรวจการกำกับดูแลกิจการบริษัทจดทะเบียนที่แสดงไว้นี้ เป็นผลที่ได้จากการสำรวจและประเมินข้อมูลที่บริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทย และ ตลาดหลักทรัพย์ เอ็ม เอ ไอ ("บริษัทจดทะเบียน") เปิดเผยต่อสาธารณะและเป็นข้อมูลที่ผู้ลงทุนทั่วไปสามารถเข้าถึงได้ ผลสำรวจดังกล่าวจึงเป็นการนำเสอนข้อมูลในมุมมอง ของบุคคลภายนอกต่อมาตรฐานการกำกับดูแลกิจการของบริษัทจดทะเบียน โดยไม่ได้เป็นการประเมินผลการปฏิบัติงานหรือการดำเนินกิจการของบริษัทจดทะเบียนอีกทั้งมิได้ ใช้ข้อมูลภายในของบริษัทจดทะเบียนในการประเมิน ดังนั้นผลสำรวจที่แสดงนี้จึงไม่ได้เป็นการรับรองถึงผลการปฏิบัติงานหรือการดำเนินการของบริษัทจดทะเบียนและไม่ถือ เป็นการให้คำแนะนำในการลงทุนในหลักทรัพย์ของบริษัทจดทะเบียนหรือคำแนะนำใดๆ ผู้ใช้ข้อมูลจึงควรใช้วิจารณญาณของตนเองในการวิเคราะห์และตัดสินใจในการใช้ ข้อมูลใดๆที่เกี่ยวกับบริษัทจดทะเบียนที่แสดงในผลสำรวจนี้

ทั้งนี้บริษัทหลักทรัพย์ อาร์เอชบี (ประเทศไทย) จำกัด (มหาชน) มิได้ยืนยันหรือรับรองถึงความครบถ้วนและถูกต้องของผลสำรวจดังกล่าวแต่อย่างใด

ข้อมูล Anti-Corruption Progress Indicator 2560

ประกาศเจตนารมณ์ CAC

Α	ASK	CHG	FC	GREEN	JUTHA	MATCH	NINE	PIMO	RWI	SPPT	TEI	ти	VNT
AI	AU	СНОТІ	FER	GSTEL	KASET	MATI	NMG	PK	SANKO	SPRC	THE	TVD	WAVE
AIE	BCH	CHOW	FPI	GUNKUL	KBS	MBAX	NNCL	PL	SAUCE	SR	TICON	TVO	WHA
AIRA	BJC	CIG	FSMART	HARN	KCAR	MC	NTV	PLANB	SC	SRICHA	TIP	T∨T	WICE
AJ	BJCHI	COL	GEL	IFS	KTECH	MFEC	NUSA	POST	SCCC	SST	TKN	TWPC	WIIK
ALUCON	BLAND	COM7	GFPT	ILINK	KWC	MIDA	NWR	PRINC	SCN	STA	TLUXE	U	TRUE
AMATAV	BR	CPALL	GGC	INET	KYE	MILL	OGC	PRO	SEAOIL	SUPER	TMILL	UPA	
AOT	BROCK	CPF	GIFT	IRC	L&E	ML	PACE	PSTC	SE-ED	SUSCO	TMT	UREKA	
APCO	BRR	CPR	GJS	J	LEE	MTLS	PAF	PYLON	SENA	SWC	TNP	UWC	
AQUA	CEN	CSC	GLOBAL	JMART	LIT	NBC	PAP	QTC	SIRI	SYMC	TPA	VGI	
ARROW	CGH	EKH	GOLD	JMT	LVT	NCL	PATO	ROH	SMART	TAKUNI	TSE	VIBHA	
ASIA	CHEWA	EPCO	GPSC	JUBILE	MAKRO	NEP	PCSGH	ROJNA	SPACK	TBSP	тті	VIH	

ได้รับการรับรอง CAC

ADVANC	BKI	CPN	FE	INTUCH	LANNA	MSC	PLAT	РТТ	SAT	SNP	тсмс	TMD	UOBKH
AKP	BLA	CSL	FNS	IRPC	LHBANK	MTI	PM	PTTEP	SCB	SORKON	TEG	TNITY	WACOAL
AMANAH	BROOK	DCC	FSS	IVL	LHK	NKI	PPP	PTTGC	SCC	SPC	TGCI	TNL	
AP	BTS	DEMCO	GBX	к	LPN	NSI	PPS	Q-CON	SCG	SPI	THANI	TOG	
ASP	BWG	DIMET	GCAP	KBANK	MBK	occ	PRANDA	QH	SGP	SSF	тнсом	TOP	
AYUD	CENTEL	DRT	GLOW	KCE	MBKET	OCEAN	PREB	QLT	SINGER	SSI	THRE	TPCORP	
BAFS	CFRESH	DTAC	HANA	KGI	MCOT	PB	PRG	RATCH	SIS	SSSC	THREL	TRU	
BANPU	CIMBT	DTC	HMPRO	KKP	MFC	PDI	PSH	RML	SITHAI	SVI	TIPCO	TSC	
BAY	СМ	EASTW	нтс	KSL	MINT	PE	PSL	ROBINS	SMIT	SYNTEC	TISCO	TSTH	
BBL	CNS	ECL	ICC	ктв	MONO	PG	PT	S & J	SMPC	TAE	ткт	TTCL	
BCP	CPI	EGCO	IFEC	KTC	MOONG	PHOL	PTG	SABINA	SNC	TCAP	тмв	TVI	
							N/A						
2S	ARIP	BSM	CSS	FMT	INOX	LTX	NPK	RCL	SFP	SUC	TITLE	TSR	VPO
AAV	AS	BTC	CTW	FN	INSURE	м	NPP	RICH	SGF	SUN	TIW	TSTE	VTE
ABICO	ASAP	BTNC	CWT	FOCUS	IRCP	MACO	NVD	RICHY	SHANG	SUTHA	тк	TTA	WG
ACAP	ASEFA	BTW	D	FORTH	IT	MAJOR	NYT	RJH	SIAM	SVH	TKS	TTL	WHAUP
ACC	ASIAN	BUI	DCON	FTE	ITD	MALEE	OHTL	ROCK	SIMAT	SVOA	TM	TTTM	WIN
ADAM	ASIMAR	CBG	DCORP	FVC	ITEL	MANRIN	OISHI	RP	SKE	SYNEX	TMC	TTW	WINNER
ADB	ASN	CCET	DDD	GC	JAS	MAX	ORI	RPC	SKN	т	TMI	TUCC	WORK
AEC	ATP30	CCP	DELTA	GENCO	JCT	M-CHAI	ото	RPH	SKR	TACC	TMW	TWP	WORLD
AEONTS	AUCT	CGD	DIGI	GL	JKN	MCS	PAE	RS	SKY	TAPAC	TNDT	TWZ	WP
AF	BA	CHARAN	DNA	GLAND	JSP	MDX	PDG	RSP	SLP	TASCO	TNH	TYCN	WPH
AFC	BAT-3K	сно	DTCI	GPI	JTS	MEGA	PERM	S	SMK	тс	TNPC	UAC	WR
AGE	BCPG	снио	EA	GRAMMY	JWD	METCO	PF	S11	SMM	тсв	TNR	UBIS	XO
AH	BDMS	CI	EARTH	GRAND	KAMART	MGT	PICO	SAFARI	SMT	тсс	TOA	UEC	YCI
AHC	BEAUTY	CITY	EASON	GTB	KC	MJD	PJW	SALEE	SOLAR	тссс	TOPP	UKEM	YNP
AIT	BEC	СК	ECF	GULF	КСМ	MK	PLANET	SAM	SPA	тсј	TPAC	UMI	YUASA
AJA	BEM	CKP	EE	GYT	KDH	MM	PLE	SAMART	SPALI	TCOAT	TPBI	UMS	ZIGA
AKR	BFIT	CMO	EFORL	HFT	KIAT	MODERN	PMTA	SAMCO	SPCG	TEAM	TPCH	UNIQ	ZMICO
ALLA	BGRIM	CMR	EIC	HOTPOT	KKC	MPG	POLAR	SAMTEL	SPG	TFD	TPIPL	UP	
ALT	BGT	CNT	EMC	HPT	KOOL	MPIC	POMPUI	SAPPE	SPORT	TEMAMA	TPIPP	UPF	
AMA	BH	COLOR	EPG	HTECH	KTIS	NC	PORT	SAWAD	SPVI	TGPRO	TPOLY	UPOIC	
AMARIN	BIG	COMAN	ERW	HUMAN	KWG	NCH	PPM	SAWANG	SQ	тн	TPP	UT	
AMATA	BIZ	CPH	ESSO	HYDRO	LALIN	NDR	PRAKIT	SCI	SSC	THAI	TR	UTP	
AMC	BKD	CPL	ESTAR	ICHI	LDC	NETBAY	PRECHA	SCP	SSP	THANA	TRC	UV	
ANAN	BLISS	CPT	ETE	ICN	LH	NEW	PRIN	SDC	STANLY	THG	TRITN	UVAN	
APCS	BM	CRANE	EVER	IEC	LOXLEY	NEWS	PRM	SE	STAR	THIP	TRT	VARO	
APEX	BOL	CRD	F&D	IHL	LPH	NFC	PTL	SEAFCO	STEC	THL	TRUBB	VCOM	
APURE	BPP	CSP	FANCY		LRH	NOBLE	RAM	SELIC	STHAI	THMUI	TSF	VI	
AQ	BSBM	CSR	FLOYD	INGRS	LST	NOK	RCI	SF	STPI	пс	TSI	VNG	
								2.	2				

Source: Thai Institute of Directors

ข้อมูลบริษัทที่เข้าร่วมโครงการแนวร่วมปฏิบัติของภาคเอกชนไทยในการต่อต้านทุจริต (Thai CAC) ของสมาคมส่งเสริมสถาบันกรรมการบริษัทไทย (ข้อมูล ณ วันที่ 17 ต.ค.)

• ได้ประกาศเจตนารมณ์เข้าร่วม CAC

ได้รับการรับรอง CAC

การเปิดเผยการประเมินดัชนีชี้วัดความคืบหน้าการป้องกันการมีส่วนเกี่ยวข้องกับการทุจริตคอร์รัปชัน (Anti-Corruption Progress Indicators) ของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทยที่ จัดทำโดยสถาบันที่เกี่ยวข้องซึ่งมีการเปิดเผยโดยสำนักงานคณะกรรมการกำกับหลักทรัพย์และตลาดหลักทรัพย์นี้เป็นการดำเนินการตามนโยบายและตามแผนพัฒนาความยั่งยืนสำหรับบริษัทจดทะเบียนโดย ผลการประเมินดังกล่าว สถาบันที่เกี่ยวข้องอาศัยข้อมูลที่ได้รับจากบริษัทจดทะเบียนตามที่บริษัทจดทะเบียนได้ระบุในแบบแสดงข้อมูลเพื่อการประเมิน Anti-Corruption ซึ่งอ้างอิงข้อมูลมาจากแบบแสดง รายงานข้อมูลประจำปี แบบ (56-1) รายงานประจำปีแบบ (56-2) หรือในเอกสารหรือรายงานอื่นที่เกี่ยวข้องซึ่งเป็นบุคคลภายนอก โดยมิได้เป็นการประเมินการปฏิบัติของบริษัทจดทะเบียนในตลาดหลักทรัพย์ แห่งประเทศไทยและมิได้ใช้ข้อมูลภายในเพื่อการประเมิน เนื่องจากผลการประเมินดังกล่าวเป็นเพียงผลการประเมิน ณ วันที่ ปรากฏในผลการประเมินเท่านั้น ดังนั้นผลการประเมินจึงอาจเปลี่ยนแปลงได้ ภายหลังวันดังกล่าว หรือรับรองความถูกต้องครบถ้วนของผลประเมินดังกล่าวแต่อย่างใด