

# Singapore

ADD (no change)

Consensus ratings*: Buy 10	Hold 1	Sell 0
Current price:		S\$1.45
Target price:		S\$1.56
Previous target:		S\$1.56
Up/downside:		7.6%
CGS-CIMB / Consensus:		-6.8%
Reuters:	F	RAE.SI
Bloomberg:		FLT SP
Market cap:	USS	\$3,881m
	SS	\$5,352m
Average daily turnover:	US	\$\$8.28m
	SS	\$11.25m
Current shares o/s:		3,672m
Free float: *Source: Bloomberg		69.8%

#### Key changes in this note

No changes



Price performance	1M	ЗM	12M
Absolute (%)	-2.7	3.6	-1.4
Relative (%)	0.3	3.2	-7.4
Major shareholders			% held
FPL			22.5
Rojana Industrial Park			4.2
TCC Group			3.5







# Frasers Logistics & Commercial Trust

# Stable performance

- 1HFY9/22 DPU of 3.85 Scts slightly below expectations, at 47.3% of our fullyear forecast
- Robust financial metrics support potential inorganic growth
- Reiterate Add with an unchanged DDM-based TP of S\$1.56

#### 1HFY9/22 results highlights

FLCT reported 1HFY9/22 revenue/NPI of S\$235.7m/S\$183.6m, up 1.7%/2.1% yoy. The better performance was due to contributions from new acquisitions and a surrender fee received in 1H, partly offset by asset divestments and lower A\$ and  $\in$  exchange rates. Distributable income rose 9% yoy to S\$142.1m due to lower finance costs as well as capital distribution of S\$6.4m. 1H DPU of 3.85 Scts (+1.3% yoy) was slightly below our estimate, at 47.3% of our FY22 forecast. Book NAV grew 6.5% yoy to S\$1.32/unit, due mainly to divestment gains from the sale of Cross Street Exchange.

#### Some near-term occupancy drag

Portfolio occupancy slipped hoh to 96.1% (from 96.9%), dragged down by lower take up at Alexandra Technopark (ATP), Farnborough Business Park (FBP) and Blythe Valley Park (BVP), while its logistics and industrial (L&I) portfolio remains fully occupied. Management indicated that leasing enquiries have increased, especially at BVP, and remains confident of improving occupancy at the property in the coming quarters. In 2QFY22, FLCT renewed leases for 35,247 sq m at an average rental reversion of 2.6%, with the L&I renewals at +2.1% average reversion and the commercial portfolio at +2.6%, largely from Singapore and UK leases. FLCT has another 3.3% of gross rental income expiring in 2HFY22F and another 14.3% in FY23F. FLCT has commenced the development of Connexion II at Blythe Valley Park in the UK and have committed to a forward-funding acquisition of a prime warehouse in West Midlands, UK, for £28.3m. The latter is scheduled to be completed in early 2023F and has been pre-leased to a UK flooring distributor for 15 years.

#### Strong balance sheet to tap inorganic growth opportunities

Gearing stood at 29.5% as at end-Mar, translating to a debt headroom of c.S\$3bn, assuming 50% leverage limit. This puts FLCT in a strong position to tap inorganic growth including new acquisitions or development opportunities, particularly logistics/industrial or suburban office assets. As the trust continues to evaluate new opportunities, management indicated it could provide some top-up from divestment gains during the income vacuum period. In terms of impact from rising interest rates, management indicated that with 82.6% of the trust's debt in fixed rates, every 1% pt rise in its average funding cost (1.6% at end-1H), could affect DPU by 1-2%.

### **Reiterate Add rating**

We keep our FY22-24F DPU estimates and S\$1.56 DDM-based TP. We have not assumed any pre-emptive new acquisitions in our estimates. We like FLCT's visible inorganic growth potential and income resilience. Potential re-rating catalyst: accretive new acquisitions. Downside risks: inability to make accretive purchases and slow global macro outlook.

Financial Summary	Sep-20A	Sep-21A	Sep-22F	Sep-23F	Sep-24F
Gross Property Revenue (S\$m)	332.0	469.3	509.5	505.4	517.2
Net Property Income (S\$m)	269.8	366.7	404.5	402.8	411.9
Net Profit (S\$m)	454.7	731.1	468.7	278.2	285.8
Distributable Profit (S\$m)	201.1	270.1	300.8	295.9	302.0
Core EPS (S\$)	0.060	0.062	0.079	0.075	0.077
Core EPS Growth	15.0%	4.4%	27.2%	(5.6%)	2.2%
FD Core P/E (x)	24.27	23.25	18.27	19.35	18.93
DPS (S\$)	0.071	0.077	0.081	0.080	0.081
Dividend Yield	4.91%	5.30%	5.61%	5.50%	5.58%
Asset Leverage	38.9%	34.9%	30.4%	30.4%	30.3%
BVPS (S\$)	1.10	1.24	1.29	1.28	1.28
P/BV (x)	1.32	1.17	1.13	1.13	1.13
Recurring ROE	5.64%	5.31%	6.28%	5.83%	5.98%
CGS-CIMB/Consensus DPS (x)			1.01	0.99	0.97

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS





FLCT scored B- on its ESG Combined Score by Refinitiv in 2021. It scored an A+ in ESG controversies, while its Environmental, Social and Governance pillars were rated B-, B- and A-, respectively. In FY21, FLCT's sponsor, Frasers Property Group, established five long-term goals to further strengthen its commitment and deepen the integration of sustainability into its business operations. In tandem with the group's goals, FLCT targets to achieve net zero carbon status by 2030, attain at least an average 4-star Green Star Performance as assessed by the Green Building Council of Australia (GBCA), target for at least BCA Green Mark Gold certifications for all its commercial assets in Singapore by FY24, and carry out climate risk assessments and implement asset-level adaptation and mitigation plans with alignment to the Task Force on Climate-Related Financial Disclosures (TCFD) framework by 2024. FLCT achieved no.2 ranking in Asia Pacific for the 2021 Real Estate Assessments by GRESB and has the highest green star performance-rated industrial portfolio in Australia.

Keep your eye on	Implications			
We believe FLCT's objective of deepening sustainability into its operations with clearly stated ESG goals should place it ahead of its peers.	Our current valuations have not ascribed a premium/discount for ESG achievements. As FLCT continues on its ESG journey, its overall ESG score should continue to improve.			
ESG highlights	Implications			
FLCT was accorded the Highest Green Star performance- rate portfolio in Australia by the Green Building Council of Australia in FY21. Some of FLCT's key ESG achievements in FY21 include achieving 'Excellent/Very Good' ratings for Farnborough Business Park and Maxis Business Park in the UK while Farnborough Business Park also achieved the first 3-star commercial site certification in the world. It also received a 4.5-star NABERS Energy base building rating for Central Park, the first commercial building in Australia to do so. It has also received the BCA Green Mark Gold Plus rating for Cross Street Exchange.	We have not applied any premium/discount for ESG in our fundamental valuations.			
Trends	Implications			
According to Refinitiv, FLCT scored higher for emissions (A-) and management (A-) and CSR strategy (A+) in its 2021 ESG rankings, while its environmental innovation and community scores remained unchanged at C- and D.	We have not applied any premium/discount for ESG in our fundamental valuations. However, as the group continues to build on its ESG efforts, we believe that these could lea to improved operational efficiencies and financial performance.			



## Figure 1: Results comparison

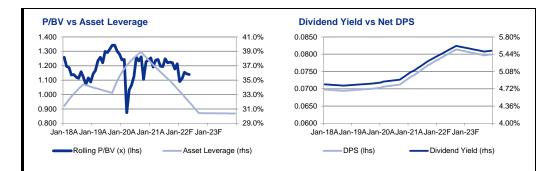
FYE Sep (S\$ m)	1H	1H	yoy %	2H	hoh %	Prev.	Comments	
	FY22	FY21	chg	FY21	chg	FY22F		
Revenue	235.7	231.7	1.7	237.6	(0.8)	509.5	Slightly below. 1HFY22: 46.3% of our FY22F forecast	
Property operating expenses	(52.1)	(51.9)	0.4	(50.8)	2.5	(105.8)		
NPI	183.6	179.8	2.1	186.8	(1.7)	403.7	Slightly below. 1HFY22: 45.5% of our FY22F forecast	
NPI margin (%)	77.9	77.6		78.6		79.2		
Interest expense	(22.3)	(23.4)	(4.8)	(22.3)	0.1	(43.4)		
Interest & invt inc	0.0	0.0	(77.8)	0.9	(99.3)	0.7		
Manager's & trustee's fees	(22.6)	(19.6)	15.3	(20.8)	8.5	(38.3)		
Associates' contrib	-	-	na	-	na	-		
Other trust expenses	(3.1)	(3.0)	2	(4)	(26)	(7.9)		
Exceptionals & revaln	169.8	3.4	4,861.7	602.9	(71.8)	188.2		
Pretax profit	305.5	137.3	122.5	743.4	(58.9)	506.4		
Tax	(18.0)	(20.9)	(13.6)	(120.0)	(85.0)	(34.5)		
Tax rate (%)	5.9	15.2		16.1		6.8		
Minority interests	(1.1)	(0.8)	na	(7.8)	na	(4.0)		
Net profit	286.3	115.5	147.8	615.6	(53.5)	467.9		
Distr profit	142.1	130.4	9.0	139.6	1.8	300.8	Slightly below. 1HFY22: 47.2% of our FY22F forecast	
DPU (S cts)	3.85	3.80	1.3	3.88	(0.8)	8.14	Slightly below. 1HFY22: 47.3% of our FY22F forecast	
	SOURCES: CGS-CIMB RESEARCH, COMPANY REPOR							

SREIT	Bloomberg Ticker	Rec.	Price (LC) as at 05 May 22	Target Price (LC) (DDM- based)	Mkt Cap (US \$m)	Last reported asset leverage	Last stated NAV	Price / Stated NAV	FY22F Yield	FY23 Yield	FY24F Yield
Hospitality						i i i i i i i i i i i i i i i i i i i					
Ascott Residence Trust	ART SP	Add	1.16	1.24	\$2,762	37.8%	1.16	1.00	4.3%	5.6%	6.3%
CDL Hospitality Trust	CDREIT SP	Add	1.36	1.38	\$1,218	39.8%	1.29	1.05	3.7%	5.1%	6.0%
Far East Hospitality Trust	FEHT SP	Add	0.66	0.78	\$949	33.4%	0.85	0.78	4.3%	5.5%	6.4%
Frasers Hospitality Trust	FHT SP	NR	0.45	NA	\$658	37.7%	0.65	0.68	4.6%	5.0%	5.1%
	Simple Average				• • • •	37.2%		0.88	4.2%	5.3%	5.9%
Industrial											
AIMS AMP	AAREIT SP	NR	1.40	NA	\$756	33.6%	1.34	1.04	6.4%	6.7%	6.9%
Ascendas REIT	AREIT SP	Add	2.82	3.20	\$8,585	36.8%	2.31	1.22	5.9%	6.1%	6.2%
ARA LOGOS Logistics Trust	ALLT SP	Add	0.85	0.92	\$896	39.5%	0.67	1.27	6.0%	6.1%	6.2%
ESR-REIT	EREIT SP	Add	0.40	0.47	\$1,899	40.0%	0.40	1.00	7.3%	7.4%	7.8%
Frasers Logistics & Commercial Trust	FLT SP	Add	1.45	1.56	\$3,881	29,5%	1.32	1.10	5.6%	5.5%	5.6%
Keppel DC REIT	KDCREIT SP	Add	2.05	2.62	\$2,553	36.1%	1.33	1.54	4.9%	5.2%	5.3%
Mapletree Industrial Trust	MINT SP	Add	2.54	3.08	\$4,930	38.4%	1.88	1.35	5.2%	5.5%	5.6%
Mapletree Logistics Trust	MLT SP	Add	1.75	2.10	\$6,070	36.8%	1.48	1.18	5.0%	5.0%	5.0%
Sabana Shariah	SSREIT SP	NR	0.44	NA	\$346	33.4%	0.51	0.86	na	na	na
	Simple Average		0		<i><b>Q</b></i> <b>U U</b>	36.8%	0.01	1.25	5.8%	5.9%	6.1%
Office	epie i nei age							•		,	••••
Keppel REIT	KREIT SP	Add	1.21	1.29	\$3,266	38.7%	1.29	0.94	4.8%	4.9%	4.9%
OUE Commercial REIT	OUECT SP	Hold	0.42	0.45	\$1,660	38.7%	0.57	0.74	6.5%	6.5%	6.5%
Suntec REIT	SUN SP	Hold	1.79	1.79	\$3,726	43.3%	2.13	0.84	5.8%	5.9%	5.8%
	Simple Average				<i>+-</i> ,- <i>--</i>	40.2%		0.84	5.7%	5.8%	5.8%
Retail	emplerneruge								• /	••••	0.070
CapitaLand Integrated Commercial	CICT SP	Add	2.31	2.57	\$11,099	39.1%	2.06	1.12	4.8%	4.9%	5.0%
Frasers Centrepoint Trust	FCT SP	Add	2.43	2.75	\$2,999	33.3%	2.31	1.05	5.2%	5.3%	5.3%
Lendlease Global Commercial REIT	LREIT SP	Add	0.81	1.05	\$1,323	40.7%	0.81	1.00	5.9%	6.5%	6.6%
Mapletree Commercial Trust	MCT SP	Add	1.88	2.18	\$4,531	33.5%	1.74	1.08	5.1%	5.2%	5.3%
SPH REIT	SPHREIT SP	Hold	0.96	0.95	\$1,943	30.3%	0.91	1.05	5.5%	5.5%	5.6%
Starhill Global REIT	SGREIT SP	Add	0.60	0.67	\$974	36.1%	0.80	0.75	5.9%	6.6%	7.1%
	Simple Average				• •	35.5%		1.01	5.4%	5.7%	5.8%
Overseas-centric											
CapitaLand China Trust	CLCT SP	NR	1.18	NA	\$1,467	34.7%	1.55	0.76	7.4%	8.2%	8.6%
Elite Commercial REIT	ELITE SP	Add	0.66	0.76	\$392	42.9%	0.59	1.12	7.6%	8.2%	8.3%
Mapletree North Asia Commercial Trust	MAGIC SP	Hold	1.20	1.13	\$3,080	41.5%	1.23	0.98	5.7%	6.5%	6.3%
Manulife US REIT	MUST SP	Add	0.63	0.89	\$1,103	42.8%	0.67	0.93	9.2%	9.8%	10.1%
Sasseur REIT	SASSR SP	Add	0.85	1.06	\$749	26.1%	0.99	0.85	8.7%	9.1%	9.4%
	Simple Average					38.4%		0.93	0.08	0.08	0.09
Healthcare											
Parkway Life REIT	PREIT SP	Hold	4.83	5.05	\$2,119	34.5%	2.38	2.03	2.9%	3.0%	3.0%

NR estimates are based on Bloomberg consensus forecast



## **BY THE NUMBERS**



#### Profit & Loss

(S\$m)	Sep-20A	Sep-21A	Sep-22F	Sep-23F	Sep-24F
Rental Revenues	332.0	469.3	509.5	505.4	517.2
Other Revenues					
Gross Property Revenue	332.0	469.3	509.5	505.4	517.2
Total Property Expenses	(62.2)	(102.7)	(105.0)	(102.6)	(105.3)
Net Property Income	269.8	366.7	404.5	402.8	411.9
General And Admin. Expenses					
Management Fees	(28.6)	(39.6)	(37.1)	(37.0)	(37.3)
Trustee's Fees	(0.6)	(0.8)	(1.3)	(1.3)	(1.3)
Other Operating Expenses	(4.2)	(7.1)	(7.9)	(7.8)	(7.9)
EBITDA	236.4	319.1	358.3	356.8	365.4
Depreciation And Amortisation					
EBIT	236.4	319.1	358.3	356.8	365.4
Net Interest Income	(40.9)	(44.8)	(39.3)	(39.2)	(39.2)
Associates' Profit					
Other Income/(Expenses)					
Exceptional Items	334.9	606.4	188.2	0.0	0.0
Pre-tax Profit	530.5	880.7	507.2	317.5	326.2
Taxation	(71.7)	(140.9)	(34.5)	(35.3)	(36.4)
Minority Interests	(4.0)	(8.7)	(4.0)	(4.0)	(4.0)
Preferred Dividends					
Net Profit	454.7	731.1	468.7	278.2	285.8
Distributable Profit	201.1	270.1	300.8	295.9	302.0

#### **Cash Flow**

(S\$m)	Sep-20A	Sep-21A	Sep-22F	Sep-23F	Sep-24F
Pre-tax Profit	530.5	880.7	507.2	317.5	326.2
Depreciation And Non-cash Adj.	40.9	44.8	39.3	39.2	39.2
Change In Working Capital	(28.6)	(9.5)	(1.2)	(1.9)	1.5
Tax Paid	(71.7)	(140.9)	(34.5)	(35.3)	(36.4)
Others	(310.0)	(582.7)	21.1	21.3	21.0
Cashflow From Operations	161.1	192.3	531.9	340.8	351.6
Capex	(13.1)	(28.9)	(10.0)	(10.0)	(10.0)
Net Investments And Sale Of FA	(440.4)	(296.5)	852.5	0.0	0.0
Other Investing Cashflow					
Cash Flow From Investing	(453.5)	(325.4)	842.5	(10.0)	(10.0)
Debt Raised/(repaid)	485.1	4.7	(405.4)	0.0	0.0
Equity Raised/(Repaid)	0.0	323.4	0.0	0.0	0.0
Dividends Paid	(153.0)	(291.3)	(300.8)	(295.9)	(302.0)
Cash Interest And Others	(49.4)	(54.4)	(39.3)	(39.2)	(39.2)
Cash Flow From Financing	282.7	(17.5)	(745.5)	(335.1)	(341.2)
Total Cash Generated	(9.8)	(150.6)	628.8	(4.3)	0.4
Free Cashflow To Firm	(292.2)	(132.2)	1,378.5	331.5	342.2
Free Cashflow To Equity	151.7	(173.1)	929.7	291.6	302.3

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



# BY THE NUMBERS... cont'd

(S\$m)	Sep-20A	Sep-21A	Sep-22F	Sep-23F	Sep-24F
Total Investments	6,352	7,482	6,655	6,672	6,688
Intangible Assets	0	0	0	0	0
Other Long-term Assets	34	17	17	17	17
Total Non-current Assets	6,386	7,499	6,672	6,689	6,705
Total Cash And Equivalents	169	140	768	761	756
Inventories					
Trade Debtors	31	40	43	43	44
Other Current Assets	149	1	1	1	1
Total Current Assets	348	181	813	804	801
Trade Creditors	87	97	99	96	99
Short-term Debt	677	235	235	235	235
Other Current Liabilities	21	30	37	38	39
Total Current Liabilities	785	361	370	369	373
Long-term Borrowings	1,944	2,447	2,042	2,042	2,042
Other Long-term Liabilities	199	253	253	253	253
Total Non-current Liabilities	2,143	2,700	2,295	2,295	2,295
Shareholders' Equity	3,770	4,575	4,772	4,780	4,784
Minority Interests	36	45	47	50	54
Preferred Shareholders Funds					
Total Equity	3,807	4,619	4,820	4,830	4,839

#### **Key Ratios**

	Sep-20A	Sep-21A	Sep-22F	Sep-23F	Sep-24F
Gross Property Revenue Growth	58.8%	41.4%	8.6%	(0.8%)	2.3%
NPI Growth	55.8%	35.9%	10.3%	(0.4%)	2.3%
Net Property Income Margin	81.3%	78.1%	79.4%	79.7%	79.6%
DPS Growth	1.71%	7.87%	5.98%	(2.10%)	1.57%
Gross Interest Cover	5.74	6.98	8.25	8.94	9.16
Effective Tax Rate	13.5%	16.0%	6.8%	11.1%	11.2%
Net Dividend Payout Ratio	44%	37%	64%	106%	106%
Current Ratio	0.44	0.50	2.19	2.18	2.15
Quick Ratio	0.44	0.50	2.19	2.18	2.15
Cash Ratio	0.21	0.39	2.08	2.06	2.03
Return On Average Assets	9.0%	10.1%	6.2%	3.7%	3.8%

Key Drivers					
	Sep-20A	Sep-21A	Sep-22F	Sep-23F	Sep-24F
Net lettable area (sqm)	2,566,409.9	2,694,737.4	2,694,737.4	2,672,934.4	2,672,934.4
AUM (S\$m)	6,352.2	7,482.3	6,655.1	6,672.1	6,688.2

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



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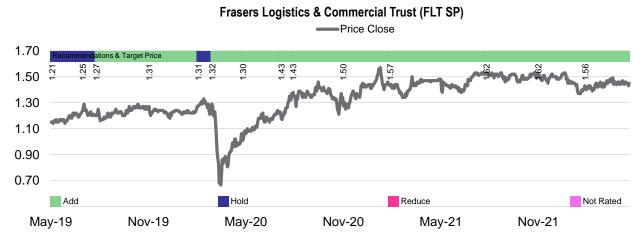
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#### Spitzer Chart for stock being researched ( 2 year data )



# Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2021, Anti-Corruption 2021

ADVANC - Excellent, Certified, AMATA - Excellent, Certified, ANAN - Excellent, n/a, AOT - Excellent, n/a, AP - Excellent, Certified, ASP - Excellent, n/a, AWC - Excellent, Declared, AU - Good, n/a, BAM - Very Good, Certified, BAY - Excellent, Certified, BBL - Excellent, Certified, BCH - Very Good, Certified, BCP - Excellent, Certified, BCPG - Excellent, Certified, BDMS - Excellent, n/a, BEAUTY - Good, n/a, BEM - Excellent, n/a BH -Good, n/a, BJC - Very Good, n/a, BLA - Very Good, Certified, BTS - Excellent, Certified, CBG - Very Good, n/a, CCET - n/a, n/a, CENTEL -Excellent, Certified, CHAYO - Very Good, n/a, CHG - Very Good, n/a, CK - Excellent, n/a, COM7 - Excellent, Certified, CPALL - Excellent, Certified, CPF - Excellent, Certified, CPN - Excellent, Certified, CPNREIT - n/a, n/a, CRC - Excellent, Declared, DELTA - Excellent, Certified, DDD - Excellent, n/a, DIF - n/a, n/a, DOHOME - Very Good, Declared, DREIT - n/a, n/a, DTAC - Excellent, Certified, ECL - Excellent, Certified, EGCO - Excellent, Certified. EPG - Excellent. Certified. ERW - Very Good. Certified. GFPT - Excellent. Certified. GCC - Excellent. Certified. GLOBAL - Excellent. n/a. HANA - Excellent, Certified, HMPRO - Excellent, Certified, HUMAN - Good, n/a, ICHI - Excellent, Certified, III - Excellent, Declared, INTUCH -Excellent, Certified, IRPC - Excellent, Certified, ITD - Very Good, n/a, IVL - Excellent, Certified, JASIF - n/a, n/a, JKN - n/a, Certified, JMT - Very Good, n/a, KBANK - Excellent, Certified, KCE - Excellent, Certified, KEX - Very Good, Declared, KKP - Excellent, Certified, KSL - Excellent, Certified, KTB - Excellent, Certified, KTC - Excellent, Certified, LH - Excellent, n/a, LPN - Excellent, Certified, M - Very Good, Certified, MAKRO - Excellent, Certified, MC - Excellent, Certified, MEGA - Very Good, n/a, MINT - Excellent, Certified, MTC - Excellent, Certified, NETBAY - Very Good, n/a, NRF - Very Good, Declared, OR - Excellent, n/a, ORI - Excellent, Certified, OSP - Excellent, n/a, PLANB - Excellent, Certified, PRINC - Very Good, Certified, PR9 - Excellent, Declared, PSH - Excellent, Certified, PTT - Excellent, Certified, PTTEP - Excellent, n/a, PTTGC - Excellent, Certified, QH - Excellent, Certified, RAM - n/a, n/a, RBF - Very Good, n/a, RS - Excellent, Declared, RSP - Good, n/a, S - Excellent, n/a, SAK - Very Good, Declared, SAPPE - Very Good, Certified, SAWAD - Very Good, n/a, SCB - Excellent, Certified, SCC - Excellent, Certified, SCGP - Excellent, Declared, SECURE - n/a, n/a, SHR - Excellent, n/a, SIRI - Excellent, Certified, SPA - Very Good, n/a, SPALI - Excellent, Certified, SPRC - Excellent, Certified, SSP - Good, Certified, STEC - Excellent, n/a, SVI - Excellent, Certified, SYNEX - Very Good, Certified, TCAP - Excellent, Certified, THANI - Excellent, Certified, TIDLOR - n/a, Certified TISCO - Excellent, Certified, TKN - Very Good, n/a, TOP - Excellent, Certified, TRUE - Excellent, Certified, TTB - Excellent, Certified, TU - Excellent, Certified, TVO - Excellent, Certified, VGI - Excellent, Certified, WHA - Excellent, Certified, WHART - n/a, n/a, WICE - Excellent, Certified, WORK - Good, n/a.

- CG Score 2021 from Thai Institute of Directors Association (IOD)

- Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of August 5, 2021) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.

Recommendation Framework				
Stock Ratings	Definition:			
Add	The stock's total return is expected to exceed 10% over the next 12 months.			
Hold	The stock's total return is expected to be between 0% and positive 10% over the next 12 months.			
Reduce	The stock's total return is expected to fall below 0% or more over the next 12 months.			
	n of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net ick. Stock price targets have an investment horizon of 12 months.			
Sector Ratings	Definition:			
Overweight	An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.			
Neutral	A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.			
Underweight	An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.			
Country Ratings	Definition:			
Overweight	An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.			
Neutral	A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.			
Underweight	An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.			