BTS Group Holdings

BTS

BTS Group Holdings Bloomberg BTS TB
Public Company Limited Reuters BTS.BK



Optimism vs. core challenges

We keep our NEUTRAL rating with new SOTP-based TP of Bt5.9/sh (Bt4.1 for core business and Bt1.8 for investments) from Bt9.6 after removing our Green Line concession extension from the TP as we feel the BMA's recent debt repayment of Bt23bn invalidates our assumptions. We also lower the value of its investment in BTSGIF to reflect our new TP. Although management addressed key market concerns in the recent meeting, we believe 1QFY25F core earnings will not be bottom. Another Bt36bn repayment from the BMA will be sentimentally positive to share price, but has no impact on our TP as we already assumed it would eventually be paid.

Recap of 4QFY24 (Jan–Mar 2024) results. BTS reported net profit of Bt36mn, improving from losses of Bt4.8bn in 3QF24 and Bt222mn in 4QFY23. Stripping out one-time items shows core profit of Bt79mn, down 45.1% QoQ, but up from loss of Bt38mn in 4QFY23. Behind the QoQ fall were drops in income from BTSGIF to Bt125mn (-34.9% QoQ), in interest income to Bt1.3bn (-14.6%) and in revenue from MIX (media) to Bt1.2bn (-17.1% QoQ). Overall, FY2024 saw a net loss of Bt5.2bn from Bt1.8bn profit in FY2023. Core profit was Bt275mn, plunging 85.9% YoY. BTS said it is not paying a dividend.

Management addressed key concerns. We attended BTS' analyst meeting yesterday. Management said the chances of seeing an impairment on investment this year are small assuming no event such as a pandemic. The general mandate for capital raising routinely takes place every year but management says it has no intention to exercise this and that it has ample liquidity. For the remaining BMA debt of Bt36bn, management expects the Supreme Administrative Court's ruling in June/July. If the ruling is in favor of BTS, BMA has 180 days to pay.

Default risk on its debenture is still low. After BTS credit rating was downgraded by TRIS to BBB+ from A- and after its weak FY2024 net profit, we have been asked by investors whether it still has enough liquidity to support the expiring debenture. Based on our estimates, BTS has Bt42.2bn liquid assets on hand as of Mar 2024: Bt29.2bn cash (including Bt23bn the BMA already paid in April) and Bt13bn liquid investments. This is more than enough to support the expiring debenture in the next three years which is worth Bt29.2bn.

Quarterly core profit not yet at bottom. We expect a slip QoQ in 1QFY25F (Apr-Jun 2024) as interest income will be lower after BMA pays Bt23bn and BTS uses Bt10bn to pay down debt. We believe the negative impact on the P&L from this will outweigh the absence of losses from KEX after the BTS group (including VGI) divested its stake to 3% in late March.

Risks and concerns. The slow ridership recovery in the Pink and Yellow lines where net loss will be Bt400mn for the quarter based on 4QFY24 numbers. ESG risk for BTS is service reliability.

Forecasts and valuation

| Year to 31 Mar | Unit | FY2023 | FY2024 | FY2025F | FY2026F | FY2027F |
|------------------|--------|--------|---------|---------|---------|---------|
| Revenue | (Btmn) | 18,311 | 18,175 | 16,809 | 17,657 | 19,245 |
| EBITDA | (Btmn) | 7,992 | 8,261 | 7,949 | 8,436 | 9,292 |
| Core profit | (Btmn) | 1,952 | 275 | 267 | 870 | 1,618 |
| Reported profit | (Btmn) | 1,836 | (5,241) | 267 | 870 | 1,618 |
| Core EPS | (Bt) | 0.15 | 0.02 | 0.02 | 0.07 | 0.12 |
| DPS | (Bt) | 0.31 | 0.00 | 0.02 | 0.07 | 0.12 |
| P/E, core | (x) | 33.3 | 236.9 | 243.8 | 74.7 | 40.2 |
| EPS growth, core | (%) | (32.5) | (85.9) | (2.8) | 226.2 | 85.9 |
| P/BV, core | (x) | 1.2 | 1.4 | 1.4 | 1.4 | 1.4 |
| ROE | (%) | 2.3 | 0.4 | 0.4 | 1.3 | 2.4 |
| Dividend yield | (%) | 6.3 | 0.0 | 0.4 | 1.3 | 2.5 |
| EV/EBITDA | (x) | 26.2 | 27.7 | 28.2 | 26.0 | 23.2 |
| EBITDA growth | (%) | (4.7) | 3.4 | (3.8) | 6.1 | 10.1 |

Source: InnovestX Research

Tactical: NEUTRAL (3-month)

| Stock data | |
|----------------------------|-----------|
| Last close (Jun 6) (Bt) | 4.94 |
| Target price (Bt) | 5.90 |
| Mkt cap (Btbn) | 65.05 |
| Mkt cap (US\$mn) | 1,787 |
| Beta | L |
| Mkt cap (%) SET | 0.40 |
| Sector % SET | 8.28 |
| Shares issued (mn) | 13,168 |
| Par value (Bt) | 4.00 |
| 12-m high / low (Bt) | 8.1 / 4.6 |
| Avg. daily 6m (US\$mn) | 11.78 |
| Foreign limit / actual (%) | 49 / 6 |
| Free float (%) | 59.3 |
| Dividend policy (%) | ≥ 50 |
| Dividend policy (%) | 2 30 |

| Share performance | | | | | | | | |
|-------------------|--------|-------|--------|--|--|--|--|--|
| (%) | 1M | 3M | 12M | | | | | |
| Absolute | (19.7) | (2.2) | (30.9) | | | | | |
| Relative to SET | (16.8) | 1.0 | (20.3) | | | | | |

Source: SET, InnovestX Research

2023 Sustainability/ ESG Score SET ESG Ratings AA

| ESG Bloomberg Rank in the sector | |
|----------------------------------|------|
| ESG Score Rank | 1/27 |
| Environmental Score Rank | 1/27 |
| Social Score Rank | 1/27 |
| Governance Score Rank | 1/27 |

ESG comment

BTS has the highest ESG score in the sector and also has the top score for each section (Environment, Social and Governance).

Source: Bloomberg Finance L.P.

Analyst

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Value proposition

BTS is a leader in developing and operating rail mass transit in Thailand, granted the country's concession for the first mass transit and core Green Line, which passes major shopping and business areas in Bangkok. BTS sold net farebox revenue to BTSGIF, in which it holds 33%. BTS is also the leader in Out-of-Home media in Thailand through its investment in VGI (60.4% stake) which is selectively expanding its network across the ASEAN region. BTS also has a property business under RABBIT (35% stake).

Business outlook

We believe all of its businesses are in recovery mode and expect it to return to pre-COVID level in FY2025 (Apr 2024–Mar 2025). Long-term outlook is positive as there are many infrastructure projects scheduled to open for bidding, including mass transit and motorways – and it is well positioned to win bids. Apart from this, BTS has many infrastructure projects under construction that will drive earnings growth further. However, its near-term outlook is challenging as ridership growth for the Pink and Yellow lines has been weak and will be a drag on near-term earnings.

| Bullish views | Bearish views |
|--|--|
| 1. Net profit already hit the bottom in FY2024 | 1. Weak core earnings outlook in the next quarters |
| 2. BMA repays its debt to BTS, improving its balance sheet | |

Kev catalysts

| ito y outury oto | | | |
|-------------------------------|---|-------------------------------|--|
| Factor | Event | Impact | Comment |
| Latest development | BMA paid Bt23bn debt to BTS for E&M works | Slightly positive | This is because our assumptions already assume the BMA will eventually repay the debt to BTS. |
| Near-term earnings outlook | 1QFY25F earnings momentum | Weaker QoQ, but better YoY | Expect small QoQ decline from lower interest income after BMA repaid Bt23bn debt in April. |
| Factors to be aware in FY2025 | Debt repayment from BMA for O&M part | Slightly positive | This would be sentimentally positive to share price, but has limited impact on our TP since we already assumed that BMA would repay this to BTS. |

Sensitivity analysis

| Factor | Earnings impact | TP impact |
|----------------------------|-----------------|-----------|
| 5% change in BTS ridership | 0.8% | BtO.1/sh. |



Our view on ESG

We view that BTS' business itself is friendly to environment. The skytrain business has low emissions. The company is also listed on the Dow Jones Sustainability Indices (DJSI). BTS has also be awarded and recognized as No.1 in DJSI global industry leader. Key ESG risk for BTS is service reliability.

ESG Disclosure Score

| Bloomberg ESG Score | 67.88 (2023) | | CG Ratin | g DJSI | SETESG | SET ESG Ratings | | |
|---------------------|--------------|-----|----------|--------|--------|-----------------|--|--|
| Rank in Sector | 1/27 | BTS | 5 | No | Yes | AA | | |
| | | | | | | | | |

Environmental Issue (E)

- BTS Group has made progress in developing and endorsing its group-wide Environmental Management Policy that covers BTS Group's subsidiaries.
- The policy provides guidelines and approaches on how BTS Group companies conduct business by taking into consideration all environmental impacts.
- The group-wide Environmental Management Policy covers employees, suppliers and contractors, and all other relevant stakeholders.

Social Issue (S)

- BTS Group aims to improve the quality of life and well-being of the community through the three areas: public health, quality education and environmental protection and climate change impacts mitigations.
- For public health, the company targets to: 1) Increase
 accessibility to medical services for better quality of
 life, 2) Provide insurance to support wellbeing of all
 medical personnel and their families, and 3) Fund the
 development of the potential and capabilities of Thai
 youth athletes to international sporting events
- For quality education and knowledge sharing, the company targets to 1) Provide infrastructure and utilities to nearby schools and communities and 2) Provide learning opportunities for rural students and promote public transport knowledge.

Governance Issue (G)

- The company's corporate governance policy covers five sections, including 1) Rights of shareholders, 2) equitable treatment of shareholders, 3) roles of stakeholders, 4) disclosure and transparency and 5) board responsibilities.
- In 2021, CG rating was excellent and anti-corruption progress indicator was certified.

| ESG Disclosure Score | | |
|--|---------|--------|
| | 2022 | 2023 |
| ESG Disclosure Score | 68.82 | 67.88 |
| Environment | 57.51 | 58.47 |
| Emissions Reduction Initiatives | Yes | Yes |
| Climate Change Policy | Yes | Yes |
| GHG Scope 1 | 3.50 | 5.68 |
| Energy Efficiency Policy | Yes | Yes |
| Total Energy Consumption | 160.081 | 176.40 |
| | | |
| Social | 61.52 | 57.74 |
| Human Rights Policy | Yes | Yes |
| Consumer Data Protection Policy | Yes | Yes |
| Equal Opportunity Policy | Yes | Yes |
| Business Ethics Policy | Yes | Yes |
| Anti-Bribery Ethics Policy | Yes | Yes |
| | | |
| Governance | 87.36 | 87.36 |
| Size of Audit Committee | 3 | 3 |
| Number of Independent Directors on Audit Committee | 3 | 3 |
| Company Conducts Board Evaluations | 1 | 1 |
| Number of Executives / Company Managers | 8 | 8 |
| Director Share Ownership Guidelines | 0 | 0 |
| Source: Bloomberg Finance L.P. | | |

Disclaimer

Bloomberg ESG Disclosure Scores rate companies on their level of disclosure of ESG data. Bloomberg offers four disclosure scores, for overall ESG, as well as Environmental, Social, and Governance. To review the fully transparent methodology, calculate disclosure scores for any company, and compare a company's scores vs its peers, see ESG Disclosure Score Model in Bloomberg.



Financial statement

| Profit and Loss Statement | | | | | | | | | |
|----------------------------------|--------|----------|----------|----------|----------|----------|----------|----------|----------|
| FY March 31 | Unit | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2025F | FY2026F | FY2027F |
| Total revenue | (Btmn) | 35,405 | 35,128 | 26,056 | 18,311 | 18,175 | 16,809 | 17,657 | 19,245 |
| Cost of goods sold | (Btmn) | (29,566) | (28,674) | (20,267) | (12,311) | (12,804) | (10,089) | (10,021) | (10,605) |
| Gross profit | (Btmn) | 5,839 | 6,454 | 5,789 | 6,000 | 5,371 | 6,720 | 7,636 | 8,640 |
| SG&A | (Btmn) | (3,160) | (2,597) | (2,622) | (4,139) | (4,631) | (5,186) | (5,290) | (5,396) |
| Other income | (Btmn) | 3,276 | 4,099 | 4,345 | 5,164 | 6,212 | 4,987 | 4,646 | 4,588 |
| Interest expense | (Btmn) | (2,245) | (2,509) | (3,220) | (3,818) | (6,008) | (7,140) | (7,140) | (7,140) |
| Pre-tax profit | (Btmn) | 3,710 | 5,447 | 4,293 | 3,208 | 944 | (620) | (148) | 692 |
| Corporate tax | (Btmn) | (1,478) | (1,927) | (1,214) | (1,539) | (1,707) | 124 | 30 | (138) |
| Equity a/c profits | (Btmn) | 2,071 | (1,664) | (131) | 350 | (2,063) | 913 | 1,140 | 1,218 |
| Minority interests | (Btmn) | 336 | (783) | (55) | 214 | 1,992 | (150) | (152) | (153) |
| Core profit | (Btmn) | 4,640 | 1,072 | 2,892 | 2,233 | (833) | 267 | 870 | 1,618 |
| Extra-ordinary items | (Btmn) | 3,522 | 3,504 | 934 | (115) | (5,516) | 0 | 0 | 0 |
| Net Profit | (Btmn) | 8,162 | 4,576 | 3,826 | 2,117 | (6,349) | 267 | 870 | 1,618 |
| EBITDA | (Btmn) | 6,926 | 8,767 | 8,383 | 7,992 | 8,261 | 7,949 | 8,436 | 9,292 |
| Core EPS | (Bt) | 0.35 | 0.08 | 0.22 | 0.15 | 0.02 | 0.02 | 0.07 | 0.12 |
| Net EPS | (Bt) | 0.62 | 0.35 | 0.29 | 0.14 | (0.40) | 0.02 | 0.07 | 0.12 |
| DPS | (Bt) | 0.48 | 0.31 | 0.31 | 0.31 | 0.00 | 0.02 | 0.07 | 0.12 |

| Balance Sheet | | | | | | | | | |
|-----------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| FY March 31 | Unit | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2025F | FY2026F | FY2027F |
| Total current assets | (Btmn) | 22,398 | 14,157 | 23,153 | 22,707 | 47,707 | 49,662 | 55,888 | 63,523 |
| Total fixed assets | (Btmn) | 9,844 | 11,121 | 13,993 | 13,724 | 17,141 | 16,279 | 15,436 | 14,614 |
| Total assets | (Btmn) | 173,100 | 212,076 | 255,867 | 270,926 | 272,082 | 267,077 | 267,706 | 269,764 |
| Total loans | (Btmn) | 75,798 | 99,483 | 132,307 | 154,488 | 169,954 | 170,000 | 170,000 | 170,000 |
| Total current liabilities | (Btmn) | 32,915 | 32,270 | 47,524 | 40,835 | 51,754 | 44,687 | 44,744 | 46,152 |
| Total long-term liabilities | (Btmn) | 72,940 | 103,768 | 122,215 | 148,769 | 153,935 | 155,708 | 155,815 | 155,924 |
| Total liabilities | (Btmn) | 105,855 | 136,038 | 169,739 | 189,604 | 205,689 | 200,396 | 200,559 | 202,075 |
| Paid-up capital | (Btmn) | 62,942 | 63,015 | 63,050 | 63,081 | 63,081 | 63,081 | 63,081 | 63,081 |
| Total equity | (Btmn) | 67,246 | 76,037 | 86,128 | 81,322 | 66,392 | 66,681 | 67,147 | 67,689 |
| BVPS | (Bt) | 4.18 | 4.57 | 4.71 | 4.26 | 3.53 | 3.55 | 3.57 | 3.60 |

| Cash Flow Statement | | | | | | | | | |
|-------------------------------|--------|----------|----------|----------|----------|----------|---------|---------|---------|
| FY March 31 | Unit | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2025F | FY2026F | FY2027F |
| Core Profit | (Btmn) | 4,640 | 1,072 | 2,892 | 2,233 | (833) | 267 | 870 | 1,618 |
| Depreciation and amortization | (Btmn) | 971 | 811 | 871 | 967 | 1,309 | 1,428 | 1,444 | 1,460 |
| Operating cash flow | (Btmn) | (8,665) | 12,787 | (3,212) | 7,134 | (27,834) | (113) | 1,624 | 2,187 |
| Investing cash flow | (Btmn) | (23,140) | (39,306) | (34,738) | (16,540) | 15,555 | 4,864 | 3,424 | 3,414 |
| Financing cash flow | (Btmn) | 31,011 | 27,122 | 38,216 | 15,603 | 8,302 | (82) | (557) | (1,229) |
| Net cash flow | (Btmn) | (795) | 603 | 265 | 6,198 | (3,976) | 4,669 | 4,491 | 4,372 |

| Key Financial Ratios | | | | | | | | | |
|-----------------------|------|--------|--------|--------|--------|--------|---------|---------|---------|
| FY March 31 | Unit | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2025F | FY2026F | FY2027F |
| Gross margin | (%) | 16.5 | 18.4 | 22.2 | 32.8 | 29.5 | 40.0 | 43.2 | 44.9 |
| Operating margin | (%) | 7.6 | 11.0 | 12.2 | 10.2 | 4.1 | 9.1 | 13.3 | 16.9 |
| EBITDA margin | (%) | 19.6 | 25.0 | 32.2 | 43.6 | 45.5 | 47.3 | 47.8 | 48.3 |
| EBIT margin | (%) | 16.8 | 22.6 | 28.8 | 38.4 | 38.3 | 38.8 | 39.6 | 40.7 |
| Net profit margin | (%) | 23.1 | 13.0 | 14.7 | 10.0 | (28.8) | 1.6 | 4.9 | 8.4 |
| ROE | (%) | 12.1 | 6.0 | 4.4 | 2.3 | (7.9) | 0.4 | 1.3 | 2.4 |
| ROA | (%) | 2.9 | 0.6 | 1.2 | 0.8 | (0.3) | 0.1 | 0.3 | 0.6 |
| Net D/E | (x) | 1.1 | 1.3 | 1.5 | 1.8 | 2.5 | 2.4 | 2.3 | 2.2 |
| Interest coverage | (x) | 3.1 | 3.5 | 2.6 | 2.1 | 1.4 | 1.1 | 1.2 | 1.3 |
| Debt service coverage | (x) | 0.6 | 0.8 | 0.3 | 0.4 | 0.3 | 0.2 | 0.3 | 0.3 |
| Payout Ratio | (%) | 77.4 | 89.2 | 106.7 | 222.3 | 0.0 | 100.0 | 100.0 | 100.0 |

| Main Assumptions | | | | | | | | | |
|---------------------------|--------|--------|--------|--------|--------|--------|---------|---------|---------|
| FY March 31 | Unit | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2025F | FY2026F | FY2027F |
| Equity income from BTSGIF | (Btmn) | 848.0 | 235.0 | (29.0) | 390.0 | 643.0 | 630.9 | 812.1 | 828.8 |
| O&M revenue | (Btmn) | 3,753 | 5,335 | 6,304 | 6,834 | 6,994 | 7,204 | 7,420 | 7,643 |
| Media revenue | (Btmn) | 5,866 | 2,614 | 4,298 | 5,138 | 5,112 | 6,134 | 6,625 | 7,288 |



Financial statement

| Profit and Loss Statement | | | | | | | | | |
|---------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| FY March 31 | Unit | 1QFY23 | 2QFY23 | 3QFY23 | 4QFY23 | 1QFY24 | 2QFY24 | 3QFY24 | 4QFY24 |
| Total revenue | (Btmn) | 4,003 | 4,580 | 4,721 | 5,007 | 5,159 | 3,981 | 5,148 | 3,887 |
| Cost of goods sold | (Btmn) | (2,632) | (3,093) | (3,234) | (3,352) | (3,721) | (2,665) | (3,699) | (2,719) |
| Gross profit | (Btmn) | 1,371 | 1,487 | 1,487 | 1,655 | 1,438 | 1,316 | 1,449 | 1,168 |
| SG&A | (Btmn) | (793) | (874) | (1,218) | (1,253) | (997) | (1,098) | (1,336) | (1,200) |
| Other income | (Btmn) | 856 | 955 | 1,624 | 1,729 | 1,503 | 1,519 | 1,724 | 1,466 |
| Interest expense | (Btmn) | (884) | (936) | (1,032) | (965) | (1,185) | (1,459) | (1,581) | (1,782) |
| Pre-tax profit | (Btmn) | 549 | 632 | 861 | 1,166 | 758 | 277 | 256 | (348) |
| Corporate tax | (Btmn) | (392) | (301) | (468) | (377) | (533) | (478) | (453) | (243) |
| Equity a/c profits | (Btmn) | 213 | (116) | 444 | (190) | (964) | (50) | (980) | (68) |
| Minority interests | (Btmn) | (8) | 3 | 26 | 193 | 172 | (43) | 1,494 | 369 |
| Core profit | (Btmn) | 464 | 360 | 1,166 | (38) | (69) | 121 | 144 | 79 |
| Extra-ordinary items | (Btmn) | 72 | 114 | (118) | (184) | (703) | 136 | (4,906) | (43) |
| Net Profit | (Btmn) | 536 | 474 | 1,048 | (222) | (772) | 257 | (4,762) | 36 |
| EBITDA | (Btmn) | 2,146 | 1,720 | 2,176 | 983 | 2,656 | 1,889 | 2,120 | 1,596 |
| Core EPS | (Bt) | 0.04 | 0.03 | 0.09 | (0.00) | (0.01) | 0.01 | 0.01 | 0.01 |
| Net EPS | (Bt) | 0.04 | 0.04 | 0.08 | (0.02) | (0.06) | 0.02 | (0.36) | 0.00 |

| Balance Sheet | | | | | | | | | |
|-----------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| FY March 31 | Unit | 1QFY23 | 2QFY23 | 3QFY23 | 4QFY23 | 1QFY24 | 2QFY24 | 3QFY24 | 4QFY24 |
| Total current assets | (Btmn) | 15,058 | 14,418 | 30,520 | 22,707 | 20,958 | 23,181 | 48,167 | 47,707 |
| Total fixed assets | (Btmn) | 14,423 | 14,588 | 15,321 | 13,724 | 14,574 | 15,563 | 16,360 | 17,141 |
| Total assets | (Btmn) | 253,804 | 257,742 | 274,406 | 270,926 | 272,553 | 275,938 | 273,550 | 272,082 |
| Total loans | (Btmn) | 132,865 | 136,064 | 155,507 | 154,488 | 161,311 | 165,754 | 173,864 | 169,954 |
| Total current liabilities | (Btmn) | 33,112 | 39,547 | 41,396 | 40,835 | 47,318 | 53,302 | 52,243 | 51,754 |
| Total long-term liabilities | (Btmn) | 132,501 | 131,112 | 145,988 | 148,769 | 148,077 | 146,282 | 153,985 | 153,935 |
| Total liabilities | (Btmn) | 165,613 | 170,659 | 187,385 | 189,604 | 195,396 | 199,584 | 206,228 | 205,689 |
| Paid-up capital | (Btmn) | 63,081 | 63,081 | 63,081 | 63,081 | 63,081 | 63,081 | 63,081 | 63,081 |
| Total equity | (Btmn) | 88,191 | 87,083 | 87,021 | 81,322 | 77,157 | 76,354 | 67,322 | 66,392 |
| BVPS | (Bt) | 4.77 | 4.66 | 4.68 | 4.26 | 4.12 | 4.06 | 3.57 | 3.54 |

| Cash Flow Statement | | | | | | | | | |
|-------------------------------|--------|---------|----------|----------|----------|---------|----------|----------|----------|
| FY March 31 | Unit | 1QFY23 | 2QFY23 | 3QFY23 | 4QFY23 | 1QFY24 | 2QFY24 | 3QFY24 | 4QFY24 |
| Core Profit | (Btmn) | 464 | 360 | 1,166 | (38) | (69) | 121 | 144 | 79 |
| Depreciation and amortization | (Btmn) | 224 | 244 | 258 | 241 | 247 | 291 | 329 | 442 |
| Operating cash flow | (Btmn) | 2,523 | (37,211) | 51,818 | (17,130) | 2,523 | (37,211) | 51,818 | (44,964) |
| Investing cash flow | (Btmn) | 5,764 | 43,551 | (53,641) | 10,524 | (4,456) | 47,665 | (60,380) | 32,726 |
| Financing cash flow | (Btmn) | (1,972) | (9,136) | 10,040 | 1,068 | (1,972) | (9,136) | 10,040 | 9,370 |
| Net cash flow | (Btmn) | 6,315 | (2,796) | 8,217 | (5,539) | (3,905) | 1,319 | 1,478 | (2,868) |

| Key Financial Ratios | | | | | | | | | |
|-----------------------|------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY March 31 | Unit | 1QFY23 | 2QFY23 | 3QFY23 | 4QFY23 | 1QFY24 | 2QFY24 | 3QFY24 | 4QFY24 |
| Gross margin | (%) | 34.3 | 32.5 | 31.5 | 33.0 | 27.9 | 33.1 | 28.1 | 30.0 |
| Operating margin | (%) | 14.4 | 13.4 | 5.7 | 8.0 | 8.5 | 5.5 | 2.2 | (0.8) |
| EBITDA margin | (%) | 53.6 | 37.6 | 46.1 | 19.6 | 51.5 | 47.4 | 41.2 | 41.1 |
| EBIT margin | (%) | 48.0 | 32.2 | 40.6 | 14.8 | 46.7 | 40.1 | 34.8 | 29.7 |
| Net profit margin | (%) | 13.4 | 10.3 | 22.2 | (4.4) | (15.0) | 6.5 | (92.5) | 0.9 |
| ROE | (%) | 2.3 | 1.8 | 5.6 | (0.2) | (0.3) | 0.6 | 0.7 | 0.4 |
| ROA | (%) | 0.8 | 0.6 | 1.8 | (0.1) | (0.1) | 0.2 | 0.2 | 0.1 |
| Net D/E | (x) | 1.4 | 1.5 | 1.6 | 1.8 | 2.0 | 2.1 | 2.4 | 2.5 |
| Interest coverage | (x) | 2.4 | 1.8 | 2.1 | 1.0 | 2.2 | 1.3 | 1.3 | 0.9 |
| Debt service coverage | (x) | 0.6 | 0.4 | 0.4 | 0.2 | 0.4 | 0.2 | 0.2 | 0.2 |
| Main Assumptions | | | | | | | | | |

| Main Assumptions | | | | | | | | | |
|---------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY March 31 | Unit | 1QFY23 | 2QFY23 | 3QFY23 | 4QFY23 | 1QFY24 | 2QFY24 | 3QFY24 | 4QFY24 |
| Equity income from BTSGIF | (Btmn) | 46.0 | 98.0 | 102.0 | 144.0 | 144.0 | 182.0 | 192.0 | 125.0 |
| O&M revenue | (Btmn) | 1,662 | 1,662 | 1,662 | 1,848 | 1,733 | 1,744 | 1,766 | 1,751 |
| Media revenue | (Btmn) | 727 | 1,284 | 1,009 | 608 | 948 | 937 | 1,163 | 913 |



Appendix

Figure 1: Ridership for Core Green line

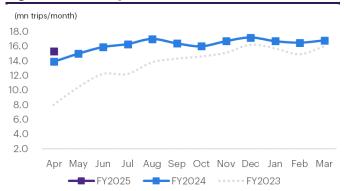


Figure 2: Revenue breakdown by business



Source: InnovestX Research, BTSGIF

Source: Company data, InnovestX Research

Figure 3: SOTP valuation

| | % stake | Value (Btmn) | Per share (Bt) | Comment |
|-------------------------------------|---------|--------------|----------------|---|
| Mass transit | | | | |
| O&M for Green line core network | 100 | 10,827 | 0.8 | During 2029-2042 |
| O&M for Green line extension Zone 1 | 100 | 5,489 | 0.4 | |
| O&M for Green line extension Zone 2 | 100 | 14,580 | 1.1 | |
| Pink line | 75 | 9,020 | 0.7 | |
| Yellow line | 75 | 5,622 | 0.4 | |
| O&M for Gold line Phase 1 | 100 | 1,035 | 0.1 | |
| U-Tapao | 40 | 4,945 | 0.4 | |
| Two motorways projects | 40 | 2,119 | 0.2 | |
| Total mass transit | | 53,638 | 4.1 | |
| <u>Investment</u> | | | | |
| BTSGIF | 33 | 8,595 | 0.7 | Based on our TP of Bt4.5/sh. |
| VGI | 61 | 9,808 | 0.7 | Market price |
| RABBIT & RABBIT-P | 35-48 | 1,904 | 0.1 | Market price |
| TNL | 42 | 4,212 | 0.3 | Market price |
| Total investment | | 24,519 | 1.8 | |
| Grand total | | 78,157 | | |
| No. of shares | | 13,168 | | |
| TP per share (Bt) | | 5.9 | | TP without concession extension on Green line |

Source: InnovestX Research, BTS, VGI, RABBIT

Figure 4: Valuation summary (price as of Jun 6, 2024)

| | | Mkt. Cap | | PE (x) | | EPS Growth (%) | | PBV (x) | | Div. Yield (%) | | (%) | ROE (%) | | 6) | EV/EBITDA (x | | 4 (x) | | |
|--------------------------------|-----------|----------|------|--------|------|----------------|-------|---------|-----|----------------|-----|-----|---------|-----|------|--------------|------|-------|------|------|
| Company name | Country | (US\$mn) | 24F | 25F 2 | 26F | 24F | 25F | 26F | 24F | 25F | 26F | 24F | 25F | 26F | 24F | 25F | 26F | 24F | 25F | 26F |
| Guangshen Railway Co Ltd | China | 2,974 | 10.6 | 9.8 | 9.7 | 26.7 | 8.9 | 0.5 | 0.5 | 0.5 | 0.5 | 4.7 | 5.1 | 5.4 | 4.9 | 5.0 | 5.1 | 5.9 | 5.7 | 5.8 |
| MTR Corp Ltd | Hong Kong | 20,817 | 11.8 | 9.7 | 9.8 | 75.2 | 22.5 | (0.9) | 0.9 | 8.0 | 8.0 | 5.0 | 5.1 | 5.1 | 8.5 | 9.0 | 8.8 | 9.4 | 7.8 | 6.4 |
| East Japan Railway Co | Japan | 19,969 | 15.1 | 14.0 1 | 13.0 | 19.3 | 7.7 | 8.1 | 1.1 | 1.1 | 1.0 | 1.8 | 2.3 | 2.7 | 7.4 | 7.8 | 7.9 | 10.2 | 9.7 | 9.4 |
| West Japan Railway Co | Japan | 9,874 | 15.0 | 13.9 1 | 13.2 | 6.6 | 7.8 | 5.8 | 1.3 | 1.3 | 1.2 | 2.2 | 2.5 | 2.6 | 8.9 | 9.4 | 9.3 | 8.8 | 8.4 | 8.1 |
| Bangkok Expressway & Metro PCL | Thailand | 3,196 | 29.7 | 26.9 2 | 24.8 | 12.6 | 10.4 | 8.4 | 3.0 | 2.9 | 2.6 | 2.0 | 2.0 | 2.6 | 10.2 | 10.8 | 10.0 | 19.4 | 18.4 | 19.2 |
| BTS Group Holdings PCL | Thailand | 1,782 | n.m | 43.0 3 | 31.0 | 84.6 | 382.2 | 38.5 | 1.3 | 1.4 | 1.4 | 2.5 | 3.0 | 4.0 | 1.1 | 2.7 | 3.9 | 42.5 | 38.6 | 55.0 |
| | Average | | 16.5 | 19.51 | 6.9 | 37.5 | 73.3 | 10.1 | 1.4 | 1.3 | 1.3 | 3.0 | 3.3 | 3.7 | 6.8 | 7.5 | 7.5 | 16.0 | 14.8 | 17.3 |

Source: Bloomberg Finance L.P.



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²SFP was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 19, 2023

3TCCC was voluntarily delisted from the Stock Exchange of Thailand effectively on August 25, 2023

Anti-corruption Progress Indicator

Certified (ໄດ້ຮັບກາຣຮັບຮອນ)

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Declared (ประกาศเจตนารมณ์)

ACE, ADB, ALT, AMC, ASW, BLAND, BTG, BYD, CAZ, CBG, CV, DEXON, DMT, EKH, FSX, GLOBAL, GREEN, ICN, IHL, ITC, J, JMART, JMT, LEO, LH, MENA, MITSIB, MODERN, NER, NEX, OSP, PEER, PLUS, POLY, PQS, PRIME, PROEN, PRTR, RBF, RT, SA, SANKO, SCB, SENX, SFLEX, SIS, SKE, SM, SVOA, TBN, TEGH, TIPH, TKN, TPAC, TPLAS, TQM, TRUE, W, WPH, XPG

24CS, 3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACG, ADD, ADVICE, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALL, ALLA, ALPHAX, ALUCON, AMARC, AMARIN, AMR, ANAN, ANI, AOT, APCO, APEX, APO, APP, APURE, AQUA, ARIN, ARIP, ARROW, ASAP, ASEA, ASIA, ASIMAR, ASN, ATP30, AU, AUCT, AURA, B52, BA, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BIZ, BJC, BJCHI, BKD, BKGI, BLC, BLESS, BLISS, BM, BOL, BPS, BR, BRI, BROCK, BSM, BSRC, BTNC, BTW, BUI, BVG, CCET, CCP, CEYE, CFARM, CGD, CH, CHARAN, CHASE, CHAYO, CHG, CHIC, CHO, CI, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COCOCO, COLOR, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CREDIT, CSP, CSS, CTW, CWT, D, DCON, DDD, DHOUSE, DITTO, DOD, DPAINT, DTCENT, DTCI, DV8, EASON, ECL, EE, EFORL, EMC, ETL, EURO, EVER, F&D, FANCY, FE, FLOYD, FMT, FN, FORTH, FTI, FVC, GABLE, GENCO, GFC, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GSC, GTB, GTV, GYT, HEALTH, HFT, HL, HPT, HTECH, HUMAN, HYDRO, 12, IFEC, IIG, IMH, IND, INGRS, INSET, IP, IRC, IRCP, IT, ITD, ITNS, ITTHI, JAK, JCK, JCKH, JCT, JDF, JPARK, JSP, JUBILE, K, KAMART, KC, KCG, KCM, KDH, KEX, KIAT, KISS, KJL, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LDC, LEE, LIT, LOXLEY, LPH, LST, LTS, MAGURO, MANRIN, MASTER, MATI, MCA, M-CHAI, MCS, MDX, MEB, MEGA, METCO, MGC, MGI, MGT, MICRO, MIDA, MJD, MK, ML, MORE, MOSHI, MTW, MUD, MVP, NAM, NAT, NC, NCH, NCL, NDR, NEO, NETBAY, NEW, NEWS, NFC, NL, NNCL, NOK, NOVA, NPK, NSL, NTSC, NTV, NUSA, NV, NVD, NYT, OHTL, ONEE, ORN, PACE, PACO, PAF, PANEL, PCC, PEACE, PERM, PF, PHG, PICO, PIN, PJW, PLE, PLT, PMTA, POLAR, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRI, PRIN, PRO, PROUD, PSG, PSP, PTC, PTL, QTCG, RAM, RCL, READY, RICHY, RJH, ROCK, ROCTEC, ROH, ROJNA, RP, RPC, RPH, RSP, S, S11, SABUY, SAF, SAFARI, SAFE, SALEE, SAM, SAMART, SAMCO, SAMTEL, SAUCE, SAV, SAWAD, SAWANG, SBNEXT, SCAP, SCGD, SCI, SCL, SCP, SDC, SE, SEAFCO, SECURE, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SINGER, SINO, SISB, SJWD, SK, SKN, SKN, SLM, SLP, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPREME, SPVI, SQ, SR, SRS, SSC, STANLY, STARK, STC, STEC, STECH, STHAI, STI, STP, STPI, STX, SUC, SUN, SUPER, SUTHA, SVR, SVT, SWC, SYNEX, TACC, TAN, TAPAC, TC, TCC, TCJ, TCOAT, TEAM, TEAMG, TEKA, TERA, TFM, TGPRO, TH, THAI, THANA, THE, THG, THMUI, TIGER, TITLE, TK, TKC, TLI, TM, TMC, TMI, TMW, TNDT, TNH, TNPC, TOA, TPBI, TPCH, TPIPL, TPIPP, TPL, TPOLY, TPP, TPS, TQR, TR, TRC, TRITN, TRP, TRUBB, TRV, TSE, TTI, TTT, TTW, TURTLE, TVH, TVT, TWP, TWZ, TYCN, UAC, UBA, UMI, UMS, UNIQ, UP, UPF, UPOIC, UREKA, UTP, UVAN, VARO, VIBHA, VL, VNG, VPO, VRANDA, WARRIX, WAVE, WELL, WFX, WGE, WIN, WINDOW, WINMED, WINNER, WORK, WORLD, WP, YGG, YONG, ZAA

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8 Fri, Jun 7, 2024