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# THE SET Newsletter

## BuilderSmart™



### BuilderSmart and Chu Kai raise funds in **mai**

MARKET FOR ALTERNATIVE INVESTMENT

**Chu Kai PCL (CRANE)** and **BuilderSmart PCL (BSM)** are the newest listings on the Market for Alternative Investment (mai). CRANE, a machinery service provider, joined on February 13 after raising THB 280 million (USD 8.59 million) at its initial public offering (IPO). A construction and interior decoration material distributor, BSM raised THB 55 million (USD 1.69 million). It listed on February 14. The two companies plan to use the funds raised for business expansion, benefiting the companies, their shareholders and stakeholders.

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# Thai market receives increasing interest from Japanese institutional investors

Japanese investors expressed a great deal of interest in the Thai capital market at the Daiwa Investment Conference (Tokyo). Invited by Daiwa Securities SMBC, The Stock Exchange of Thailand (SET)'s executives attended the event and met with Japanese investors during February 18 – 20. Some Japanese institutions have included Thailand in their portfolios and are aware that investment will now be easier with the removal of certain impediments, SET President Patareeya Benjapolchai reported.

This prominent forum for institutional investors attracted about 1,000 participants, with around 70 Japanese and 20 other Asian listed companies giving presentations. This year, for the first time, the event brought together eight exchanges—NYSE Euronext and the stock exchanges of Hong Kong, India, Philippines, Singapore, Taiwan, Thailand and Vietnam—which each provided updates on their economic, investment and capital market conditions and plans.


“Ease of access to basic data and information on the Thai market meets Japanese preconditions for long-term investment. They are also positive about the possible easing of obstacles regarding the transfer of rights offerings and foreign holding limits. SET will be discussing these issues with related parties later,” Ms. Patareeya said.

The Exchange is working with brokers who have a significant number of Japanese investors by providing information in Japanese on websites and in documents and establishing a Japanese-language site linked to brokerages. The SET website in Japanese will be launched by end-March 2008. Daiwa Securities is keen to operate a securities business in Thailand and is looking for the right partner. A major outcome of SET's participation in the conference will be to increase the number of Japanese investing here, Ms. Patareeya added.

At the Daiwa roadshow, SET provided current information on Thailand's economy and key indicators and the government's economic stimulus policy. The delegation

pointed out that the Thai capital market's sound fundamentals are enabling it to successfully weather the current economic crisis and that, compared to regional averages, Thai listed companies have stronger operational performance with lower financial risk. Furthermore, the capital market continues to introduce innovative financial products, such as exchange-traded funds (ETFs) and derivatives.

To attract foreign investment to Thai securities markets, the Exchange will continue to provide information about Thai capital market through international roadshows. SET has accepted an invitation from Capital Nomura Securities PCL and Nomura Securities Co., Ltd. to visit Tokyo during March 17 – 19, where SET will have dozens of one-on-one meetings with Japanese institutional investors. In addition, at the invitation of United Securities PCL, SET representatives will be providing information to over 200 Japanese retail investors at a seminar hosted by United World Japan K.K. on March 20.

“The Exchange will give updates on Thailand's economic fundamentals and listed companies' operational results and potential—which should be very positive due to the economic stimulus policy. Moreover, we will introduce Japanese investors to new products on the Thai market, such as TDEX, SET50 Index Futures and Options, as well as FTSE SET Index Series, ETF based on the Energy Sector and Stock Options to be launched this year,” Ms. Patareeya concluded. 



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# mai Bangkok Business Challenge® @ Sasin 2008 promotes entrepreneurship

To develop a new generation of outstanding business entrepreneurs, Market for Alternative Investment (mai) and Sasin Graduate Institute co-hosted the mai Bangkok Business Challenge® @ Sasin 2008, where post graduate students from 17 countries worldwide competed for H.M. the King's trophy award and total cash prizes of USD 20,000. This year's competition, co-sponsored by Kiatnakin Bank PCL and The Stock Exchange of Thailand (SET), was organized for the sixth consecutive year during February 28 – March 1 at Sasin Graduate Institute of Business Administration of Chulalongkorn University.

The objective of the competition is to offer an opportunity for the new generation of business entrepreneurs to learn how to outline business plans which could create joint investments, mai President Chanitr Charnchainarong said.

"Business plans are very important for entrepreneurs and business runners. A business plan helps shape entrepreneurial initiatives more logical and practical. Having business plans, entrepreneurs will be able to foresee their businesses' threats and opportunities in a more tangible manner. Moreover, business plans are necessary in joint investment and credit lending. Professional plans help create a positive image and credibility of businesses among shareholders, target customers and business alliances. The competition thus added value to the mai Matching Fund, promoting a joint investment which could eventually be listed on mai," Mr. Chanitr noted.

The mai President commented that the competition on outlining business plans was increasingly exciting every year, both in terms of practicality and creativity from international student representatives participating in the program.

Business plans competing in the 2008 event had investment values of between USD 500,000 – 7,500,000 involving the alternative energy, pharmaceutical and medicine, hygienic food and IT industries. This year, 45 teams from leading educational institutions in 17 countries, including the Haas School of Business (University of California at Berkeley), Kellogg School of Management (Northwestern University), London Business School, and University of Chicago Graduate School of Business, submitted their business plans for the Qualifying Round. Only 16 teams from 12 countries, i.e., Australia, Denmark, Hong Kong, Iceland, India, Korea, Morocco, Singapore,

the People's Republic of China, the United Kingdom, the United States and host Thailand, passed the Qualifying Round of the competition.

Finally, *IMMUTELL* (from Aarhus School of Business, Denmark), won the prestigious H.M. the King's award. The team presented how to efficiently develop, produce and market Cell Mediated Immune Response diagnostics to help combat diseases that are difficult to diagnose. Meanwhile, the first runner-up was *PhotonWave Technologies* (from Indian School of Business, Hyderabad, India) which presented a path-breaking, patented product innovation



that revolutionizes fiber-optic communications worldwide. Finalists included *Guvera* (Queensland University of Technology, Australia), *HerbleMed* (Chiangmai University, Thailand), *Siam Heat Services* (Thammasat University, Thailand), and *Videntifier* (Reykjavik University, Iceland).

"Business plans participating in the competition are feasible in terms of business and investment potential. They have high advantages on reaching funding sources. For example, the *Oceanic Inc.* team of Thailand, which was established to develop and commercialize a fish anesthetic for aquaculture and won last year's competition, is now negotiating a joint investment. Moreover, *NTech* of Thailand, which participated in the 2005 competition and established a company called Renewable Energy Co., Ltd., is now selling machinery used for producing bunker oil from wastes and rubber particles for industrial plants.

"However, in my opinion, the results of the competition are not as important as the new visions which were achieved by Thai students from their competitors, as they received new, practical business ideas that would boost their creativity and innovation for future benefits. This is in line with the mai's vision of 'Striving to be the right and efficient exchange creating value for high potential, innovative and ventures companies in ASEAN'. mai therefore plans to continue its strong support for this competition in the years to come," Mr. Chanitr concluded.

More information on the competition can be obtained at [www.bbc.in.th](http://www.bbc.in.th) and mai's website, [www.mai.or.th](http://www.mai.or.th).

## Thai capital market participants collaborate to develop the market amid global challenges



To develop the Thai capital market's competitiveness amid intensified global competition, key figures and representatives from market organizations, including the Association of Capital Market Academy Alumni (ACMA), participated in the seminar, *Thai capital market and its future challenges*, on February 27. The purpose was to propose plans on Thai capital market development to Deputy Prime Minister and Finance Minister Surapong Suebwonglee, who chaired the event and gave the opening remarks.

### Deputy PM and Finance Minister vows to help develop the capital market



The capital market plays an outstanding role as a long-term fundraising source for businesses in the private and public sectors and as a pool for savings and investment, driving Thailand's economic development. However, the Thai market remains relatively small and less appealing to foreign investors, when compared with other regional markets. It,

therefore, urgently needs to enhance its competitiveness, especially given the global trend of cross-border capital flows, Mr. Surapong noted.

"The government will actively promote the capital market's competitiveness to ensure Thailand's economic vigor. To contribute to this, market participants should collaboratively draft a capital market development master plan which proposes strategic initiatives to the government. We need to furnish policymakers with a comprehensive understanding of capital market development so plans can be effectively implemented. Also, an understanding of the market mechanism and its benefits to the economy and the general good should be widely promoted among the public and activists. Together, these actions can support the Thai capital market in becoming globally competitive," Mr. Surapong added.

"Amid a globalized, aggressive and turbulent industry, the Thai capital market has to proactively boost its competitiveness. Market development will bear fruit when all market participants collaborate in sharing their insights and are committed to act in a timely manner," Mr. Surapong concluded.

### Gurus call for capital market reform

"The capital market is the heart, not just a mechanism, of capitalism. The market must be more competitive and efficient to stem cross-border capital outflow," Phatra Securities PCL Chairman Banyong Pongpanich said.

"The Thai stock market's compound annual growth rate for 2003 – 2007 stood at 8.50% while other Asian emerging markets grew by an average of 35%. At that pace, the Thai stock market is now virtually stagnant and marginalized and will soon drop from

the view of global investors. From my 31 years' experience in the industry, I strongly believe major reform is necessary," he warned.

"In 2007, the Thai stock market's capitalization to GDP ratio stood at 0.8 times while the average ratio of regional markets (excluding Hong Kong) was 1.4 times. In my opinion, the Thai market should strive to grow at least on a par with the country's GDP in the short-term. In the long-term, Thailand's ratio should rise to 1.4 times, on a par with the regional market average. To expand its market size, the bourse could act as an investment hub for the Indo-China region, attracting Thai businesses which operate overseas to list on Thai market," TISCO Securities Executive Chairman Paiboon Nalinthrangkum said.



Apart from tackling market size, the Thai stock market should provide more interesting supply—larger listings. Currently, there are only 19 big-cap stocks, having over USD 2 billion in

market capitalization, and only 18 middle-cap stocks, with over USD 0.80 billion. This means foreign investors, who are likely to invest in blue-chip stocks, can invest in less than 40 stocks, out of over 500 common stocks available, he said.

"The Thai stock market must boost its price/earnings (P/E) ratio to attract large listings. The current P/E ratio is around 12 times, while the Indonesian and Malaysian markets are 18.2 and 15.4 times, respectively. In 2003, the P/E ratios of the Indonesian and Thai markets were close, around 5–7 times. However, our Indonesian counterpart has grown dramatically and become a leading regional market with the highest P/E ratio, leaving the Thai market far behind. It is obvious that if the Thai market continues to grow so glacially, it will no longer be able to compete with its neighbors," Mr. Paiboon concluded.

### ACMA graduates propose an integrated initiative on capital market development

ACMA proposed to the participating Finance Minister a *Three parts – seven policies – seventeen measures* initiative on capital market development which, if incorporated into national economic policy, would enable the Thai capital market to



become the country's main economic driver. The proposal was presented by Fiscal Policy Research Institute Director Kanit Sangsubhan and came from ACMA graduates, who included over 300 executives from the public and private sectors.

ACMA suggested the following policy approaches in the proposal:

**Part 1 – Formulating a national agenda on Thai capital market development**, consisting of two key policies:

- Policy 1) Upgrading the capital market’s participation in determining macro-economic policies.
- Policy 2) Establishing a National Capital Market Development Committee, chaired by the Deputy Prime Minister or the Minister of Finance, to ensure that the national agenda leads to long-term capital market development.

**Part 2 – Enabling the capital market to adjust to the pressure of financial globalization**, consisting of three main policies:

- Policy 3) Supporting government policies that create savings and investment channels. This entails the promotion of long-term savings and investment through mutual funds, and support for transparent state enterprise privatization and state investment in infrastructure to boost fundraising through the capital market.
- Policy 4) Enhancing the local capital market’s competitiveness to be able to deal with financial globalization effectively. This includes creating more depth in the equity, bond and derivatives markets, reducing costs associated with fundraising, developing knowledge and personnel quality, promoting cross-border investment in international capital markets, expanding networking between the financial and capital markets, encouraging all organizations in the capital market to adopt improved corporate governance practices and attracting more listings.
- Policy 5) Preparing for SET privatization and demutualization. This requires studying the implications of privatization and demutualization and incorporating the concepts into the Exchange’s strategic direction.

**Part 3 – Promoting public confidence in the capital market**, entailing two key policies:

- Policy 6) Promoting SET as an organization working for the benefit of the country and the general public.
- Policy 7) Creating legal clarification to create trust and credibility. This concerns clarification in law enforcement in legal issues that are of wide public interest, and increasing capital market industry participation in formulating new regulations and amending existing financial and business bills.

The proposal will add more value to the Thai capital market and contribute, in a fiscally responsible and realistic manner, to its stability and sustainability. The initiative promotes good corporate governance and a more efficient management of Thailand’s financial resources, ACMA Chairman Pakorn Malakul Na Ayudhya said.

“ACMA believes that, unless those involved in the Thai capital market cooperate to develop the market, the value of Thai people’s savings will drop and Thai businesses will see their costs rise. Consequently, making long-term investments will be difficult and Thailand will lose its competitive edge internationally and suffer serious economic damage,” Mr. Pakorn concluded.

**Market participants urge immediate development**

At a panel discussion, Federation of Thai Capital Market Organizations Chairman Kongkiat Opaswongkarn called for the government to urgently consider and promptly respond to the proposed plan. Dr. Kongkiat highlighted the benefits of state privatization, such as providing more transparent information disclosure of state enterprises’ operations after listing on the Thai bourse and adding value for tax payers and the country.

“Capital market education also requires reform. The general public and businesses need to have an accurate




understanding of the market’s role as an efficient fundraising source and public investment choice, which is relevant not only to wealthy people but everyone in society,” Money & Banking magazine Editor-in-Chief Santi Viriyarungsarit said.

As a representative of the press, Mr. Santi suggested that to increase the market supply, the government should have a small condition that the large multinationals that receive our tax privileges should return some of the profits they make through listing.

Public education should be expanded. Otherwise, people will continue to lack confidence in investing and keep most of their money in saving accounts at relatively low returns. Investment through mutual and retirement funds is an appealing alternative for those who are risk averse, One Asset Management President Somjin Sompaisarn said.

“An organizational restructuring of The Stock Exchange of Thailand (SET) is necessary. The front- and back-office units should be separated, with full-scale competition. This means Thailand Securities Depository Co., Ltd., now a SET subsidiary, should be separated from SET, and competition encouraged. The Exchange’s role is to compete, not just to simply regulate. SET demutualization will thus enhance its competitiveness in the global industry,” Securities and Exchange Commission Secretary-General Thirachai Phuvanatanubala said.

ACMA and SET co-hosted the event at Professor Sangvian Indaravijaya Auditorium, at the SET main building. It was well-attended, attracting over 370 participants.

After the seminar, the government approved establishing the National Capital Market Development Committee, effective March 25, 2007. The committee chairperson is the Minister of Finance while the vice chairperson is the Permanent Secretary of Finance. The Fiscal Policy Office director-general, Public Debt Management Office director-general and SET president are committee members and joint secretaries. 



# Thai listed companies record over THB 420 billion in profits in 2007

Listed companies on The Stock Exchange of Thailand (SET) posted their end-2007 profits at THB 422.15 billion (approx. USD 12.21 billion) and sales at THB 6.09 trillion (USD 176.19 billion). The Technology Industry Group yielded the highest net profit growth at 28%. The Resources and Services groups recorded the second and third highest growth, at 7% and 0.34% respectively.

Most SET- and Market for Alternative Investment (mai)-listed firms, 526 out of 541, including 16 property funds, have submitted their financial statements for the year ending December 31, 2007. Total net profits were THB 422.15 billion, down THB 48.38 billion or 10% on 2006. If profits from debt restructuring are excluded, the decline was 4%. Their total sales were THB 6.09 trillion, an increase of 9% on 2006.

Concerning SET-listed companies specifically, 476 out of 490 posted THB 420.19 billion in net profits, down 10% year-on-year (y-o-y). Their total sales were THB 6.04 trillion, up 9% on 2006.

"The decline in net profits was due principally to the financial institutions' obligation to comply with the Bank of Thailand (BOT)'s requirement on reserves for doubtful debts, in line with the IAS39 standard. In addition, they had less returns from foreign exchange transactions, as the baht strengthened over 2007. SET-listed companies also recorded lower gains from debt restructuring. Nevertheless, SET- and mai-listed firms combined recorded a 9% increase in sales," SET President Patareeya Benjapolchai said.

SET50 Index companies made THB 343.56 billion (USD 9.94 billion) in net profits, or 81% of all listed firms' net profits (THB 422.15 billion). This showed a 5% decrease y-o-y. Total sales rose 11%, while the costs of sales grew 12%, and the gross margin rate narrowed to 24%.

SET100 Index firms earned THB 377.66 billion (USD 10.93 billion) in net profits, or 89% of all listed firms' net profits, a 9% decrease y-o-y. Total sales grew 10%, while the costs of sales rose 11%.

The top three industry groups generating highest profit growth were Technology, with THB 38.09 billion—an increase of 28%, Resources, with THB 207.02 billion—an increase of 7%, and Industrials, with THB 34.79 billion—an increase of 0.34%.

The top five most profitable stocks were PTT PCL (PTT), Siam Cement PCL (SCC), PTT Exploration and Production PCL (PTTEP), Bangkok Bank PCL (BBL) and Thai Oil PCL (TOP).

The 458 listed firms in the eight industry groups (excluding companies in the non-compliance and non-performing groups) recorded increased sales in nearly every industry. They saw total net profits of THB 425.33 billion.

In order of net profitability, the industry groups are as follows:

**1. Resources Industry Group:** (consisting of the energy and utilities and mining sectors) This group's combined net

profit was THB 207.02 billion, a y-o-y increase of 7% or THB 13.97 billion.

**2. Property and Construction Industry Group:** (consisting of the construction materials and property development sectors, plus property funds) This group saw net profit of THB 69.40 billion, decreasing by THB 12.90 billion or 16% y-o-y.

**3. Services Industry Group:** (consisting of the commerce, healthcare services, media and publishing, professional services, tourism and leisure, and transportation and logistics sectors) This group posted a combined net profit of THB 40.77 billion, down 18% from 2006.

**4. Technology Industry Group:** (consisting of the electronic components and information and communication technology sectors) This group's combined net profit amounted to THB 38.09 billion, a rise of 28% or THB 8.31 billion on 2006.

**5. Industrials Industry Group:** (consisting of the automotive, industrial materials and machinery, packaging, paper and printing materials, and petrochemicals and chemicals sectors) These firms posted a combined net profit of THB 34.79 billion, a 0.34% increase y-o-y.

**6. Financials Industry Group:** (consisting of the banking, finance and securities, and insurance sectors) This industry group saw net profit of THB 18.29 billion, a 71% decline y-o-y.

Eleven companies in the banking sector posted a total of THB 5.51 billion in net profit, down 90% y-o-y, mainly due to the BOT requirement to comply with the IAS39 standard on reserves for doubtful debts.

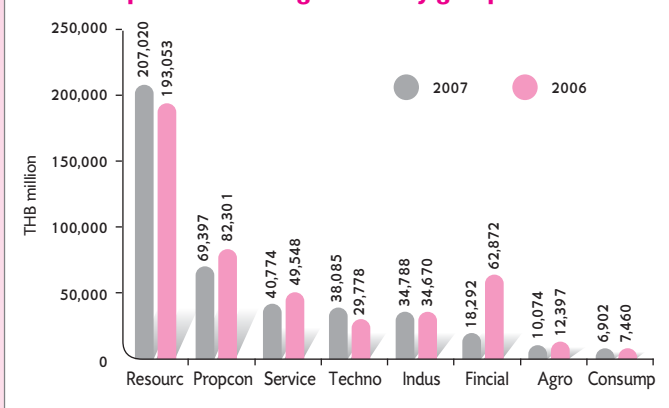
Eighteen companies in the finance and securities sector (excluding hire-purchase and leasing firms) posted THB 2.52 billion in net profits, a 0.8% increase or THB 21 million from 2006. Finance companies earned a 21% increase in interest and dividend income, while securities firms recorded a 0.56% increase in their income. Finance and securities companies noted a 19% increase, or THB 509 million, in bad and doubtful debts.

Seventeen insurance firms and a life assurance company recorded THB 4.23 billion net profit, a 14% increase on 2006's THB 3.70 billion. The rise was due to a 36% growth in profits from investments and an 11% increase in premiums earned.

**7. Agro and Food Industry Group:** (consisting of the food and beverage and agribusiness sectors) This group's net profit was THB 10.07 billion, a 19% or THB 2.32 billion decline from 2006.

**8. Consumer Products Industry Group:** (consisting of fashion, home and office products, personal products and pharmaceuticals sectors) This group posted a combined net profit of THB 6.90 billion, a decline of THB 558 million or 7% y-o-y.

### Net profits of the eight industry groups in 2007



### Five most profitable sectors

(excluding financial institutions and companies in the non-compliance and non-performing groups)

Sector	Net profits (THB million)		Growth (%)	% of all listed firms' net profits	% of industry group's net profits
	2007	2006			
1. Energy and Utilities	206,238	191,286	8%	49%	99%
2. Construction Materials	39,149	38,739	1%	9%	56%
3. Information and Communication Technology	28,666	22,761	26%	7%	75%
4. Petrochemicals and Chemicals	25,812	23,870	8%	6%	74%
5. Property Development	23,425	41,452	(43%)	6%	34%

### Ten listed firms with largest net profits, sales and assets

(excluding financial institutions, companies in non-compliance and non-performing groups, property funds and listed firms on the Market for Alternative Investment)

(in THB million)

Symbol	Net profits		Symbol	Sales		Symbol	Assets	
	2007	2006		2007	2006		2007	2006
1 PTT	97,804	95,582	PTT	1,495,806	1,213,985	PTT	892,351	753,192
2 SCC	30,352	29,451	SCC	267,737	258,175	THAI	280,275	262,862
3 PTTEP	28,455	28,047	TOP	261,051	279,109	SCC	248,256	226,264
4 TOP	19,176	17,659	PTTAR	253,709	248,585	PTTEP	190,039	157,813
5 PTTCH	19,167	18,282	IRPC	227,518	205,360	AOT	142,902	145,656
6 PTTAR	18,018	13,248	THAI	197,157	181,102	TOP	137,063	110,324
7 ADVANC	16,290	16,256	CPF	134,809	124,931	PTTCH	133,514	111,531
8 IRPC	12,986	6,823	CPALL	110,625	99,233	PTTAR	131,218	114,097
9 EGCO	8,402	6,016	ADVANC	108,454	91,428	IRPC	130,814	127,828
10 BANPU	6,654	3,610	BCP	94,979	94,270	ADVANC	128,942	134,301
<b>Total</b>	<b>257,304</b>	<b>234,974</b>	<b>Total</b>	<b>3,151,845</b>	<b>2,796,178</b>	<b>Total</b>	<b>2,415,374</b>	<b>2,143,868</b>
<b>% of all listed firms' net profits</b>	<b>64.29</b>	<b>57.72</b>	<b>% of all listed firms' sales</b>	<b>56.98</b>	<b>55.40</b>	<b>% of all listed firms' assets</b>	<b>44.88</b>	<b>43.20</b>
<b>All listed firms' net profits</b>	<b>400,217</b>	<b>407,096</b>	<b>All listed firms' sales</b>	<b>5,531,270</b>	<b>5,047,217</b>	<b>All listed firms' assets</b>	<b>5,381,996</b>	<b>4,962,790</b>

## Listed firms on Thai alternative market post THB 44.73 billion in 2007 sales

Forty-nine listed companies on the Market for Alternative Investment (mai) submitted their financial statements for the period ending December 31, 2007, posting a combined THB 44.73 billion (approx. USD 1.29 billion) in sales, an 11% increase on THB 40.18 billion in 2006. mai-listed firms' combined net profits were THB 1.96 billion (USD 56.71 million), down by 10% from THB 2.18 billion in 2006.

"Forty-one firms, or 84% of the total reporting, posted net profits while another eight companies, or 6%, reported net losses," mai President Chanitr Chamchainarong said.

The eight firms which posted over THB 100 million profit were, in order of profitability, Unique Mining Services PCL (UMS) – THB 364 million, Unimit Engineering PCL (UEC) – THB 330 million, Goldfine Manufacturers PCL (GFM) – THB 186 million, Demco PCL (DEMCO) – THB 145 million, Tirathai PCL (TRT) – THB 121 million, C.I. Group PCL (CIG) – THB 107 million, Mill Con Steel Industries

PCL (MILL) – THB 106 million and Thai Nakarin Hospital PCL (TNH) – THB 101 million.

UMS, UEC and GFM remained the most profitable firms over the past three years.

"Overall, the operational performance of mai-listed companies was affected by the sluggish Thai economy in 2007. Although they generated increased sales, firms were adversely affected by the rising costs of sales, especially in construction materials, oil and transportation, and the impact of the strengthening baht. Government expenditure dropped, resulting in less income for contractors, media, professional service and information and communication technology businesses," Mr. Chanitr noted.

For more information about mai-listed companies, please visit [www.mai.or.th](http://www.mai.or.th). Those interested in the alternative market are invited to apply for a free email update on mai by contacting [e-newsletter@mai.or.th](mailto:e-newsletter@mai.or.th) or calling SET Call Center at (66) 2229 2222.

# Chu Kai raises funds through Thai Alternative Market



**Mr. Thongchai Praerangsri**  
Chief Executive Officer

## CRANE's consolidated financial highlights (in THB million)

	2007	2006
Total assets	1,651.59	1,591.65
Total revenues	741.60	751.23
Profit before interest charges and tax	170.55	121.52
Net profits	78.82	21.83

Chu Kai PCL listed on the Market for Alternative Investment (mai), using "CRANE" as its trading symbol, on February 13. The company plans to use most of the funds raised for debt repayment.

A provider of machinery services, CRANE currently has total paid-up capital of THB 450 million (approx. USD 13.80 million), consisting of 350 million existing common shares and 100 million capital increase shares, with a par value of THB 1.00 each. At its initial public offering (IPO) on February 1 and February 4-5, the company raised THB 280 million (USD 8.59 million) by offering 100 million shares to the general public at THB 2.80 per share. BFIT Securities PCL was its financial advisor.

CRANE's IPO price reflects a price/earnings (P/E) ratio of 10.37 (based on its latest nine-month earnings and estimated earnings for the final three months of 2007, averaged at 450 million shares). Meanwhile, mai's average P/E ratio, as of January 29, was 11.91.

### CRANE offers one-stop services

With its proven record for over three decades, CRANE has provided services in moving and installing large equipment or machinery using cranes, forklifts, container handlers, man lifts, prime movers, trailers or trucks. The machinery and equipment is used in construction and industrial projects as well as logistics services. The firm also provides rental, refurbishment and after-sales services for used and modified heavy machinery.

The company's major clients include local refinery plants, power plants, hot-rolled and cold-rolled mills, depots, building construction firms, seaports and container service providers.

CRANE's Chief Executive Officer Thongchai Praerangsri said, "We offer one-stop services, providing sales of heavy machinery and after-sales services, ranging from planning, moving, installing, to repairing heavy

machinery. We also offer turnkey project management services which include installation, engineering, land and sea transportation, through our four subsidiaries. These subsidiaries are:

- ☛ The Crane Heavylift Co., Ltd.
- ☛ The Crane Laem Chabang Co., Ltd.
- ☛ The Crane Rayong Co., Ltd.
- ☛ The Crane Services Co., Ltd.

"The subsidiaries also offer rental services for used machinery imported from Japan, Germany, the Netherlands and Britain," Mr. Thongchai added.

"In 2009, the company plans to spend about THB 40 million to relocate its head office on Bangna-Trad Road in Bangkok. This will enhance the company's operations with a larger working area and will prepare for business expansion and the increasing demand for heavy machinery. We expect this demand to be stimulated by the Thai government's policy to support local investment expansion," Mr. Thongchai concluded.

The firm's major shareholder is Mr. Thongchai Praerangsri and his group, who collectively hold 65.54% of paid-up capital after the IPO. The firm's dividend payment policy is to pay no less than 50% of its net profit after allocating all reserves required by the company's regulations and the law.

More information on CRANE can be found on its corporate website at [www.chukai.co.th](http://www.chukai.co.th), mai's website at [www.mai.or.th](http://www.mai.or.th) or Settrade.com's website at [www.settrade.com](http://www.settrade.com).





# BuilderSmart builds on its strong structure through mai



**Mr. Sunchai Nuengsit**  
Chief Operating Officer

## BSM's financial highlights (in THB million)

	2007	2006
Total assets	149.25	108.62
Total revenues	336.18	276.11
Profit before interest charges and tax	9.08	19.78
Net profits	5.65	13.13

On February 14, BuilderSmart PCL listed on the Market for Alternative Investment (mai), using "BSM" as its trading symbol. BSM is the third mai listing to emerge from the SME Venture Capital Fund business incubator.

### BSM offers a unique Total Solution Concept to architects, designers and contractors

"BuilderSmart PCL manufactures and imports a broad range of environment friendly building products and solutions. The company believes that developing modern, time-saving construction systems is the key to offering high-quality products at reasonable prices," BSM Chief Operating Officer Sunchai Nuengsit said.

The company currently markets and distributes its products and solutions through architects, interior designers and contractors.



BuilderSmart PCL is the manufacturer of several leading brands in the commercial office sector, including ALLOY® Partitioning Systems, BSM® Ceiling Systems and BSM® Serve Board. The company is also an exclusive distributor for C&A, a leading carpet manufacturer from United States. BSM plays a significant role as one of the country's largest distributors of gypsum board for Thai Gypsum PCL. The company also has strong sales and distribution ties with Saint-Gobain Weber Co., Ltd (Weber® tile adhesives) and Mahaphant PCL (Shera® cement fiber solutions).

The company plans to allocate about THB 30 million to increase its product variety, with particular focus on the residential and hospitality sectors. New products in the pipeline include doors and windows from Fletcher® Aluminium, a new lightweight residential wall solution (UltraWall™), and a range of environmentally-friendly boards for the furniture industry.

"Our focus in the past has been on the commercial office segment. But as the residential market becomes more mature, we have researched and identified requirements for solutions that help in conserving energy, and also built around RC (rapid construction) technology.

"Thailand's building codes are not as strictly enforced as in other countries. Our philosophy is therefore to collaborate with major manufacturers and importers in educating the Thai market to adopt inherent standards of excellence in building construction," Mr. Sunchai added.

### Raising funds in mai to expand business horizons

Currently the firm has THB 75 million (about USD 2.30 million) in total paid-up capital, consisting of 100 million existing common shares and 50 million capital increase shares, with a par value of THB 0.50 each. At its initial public offering (IPO) on February 4-6, the company raised THB 55 million (USD 1.69 million) by offering 50 million shares to the general public at THB 1.10 per share. Asset Pro Management Co., Ltd. was its financial advisor with Capital Nomura Securities PCL as its underwriter.

"The funds raised will be used to invest in two new distribution and service centers in Bangkok and vicinity to serve customers and manage the company's operating and distribution costs more efficiently. Each branch will require approximately THB 20 million in investment. This will bring the total to four branches, including the two current branches in Bangkok and Phuket," Mr. Sunchai noted.

"Moreover, the company plans to penetrate more overseas markets. Currently, BSM has a distribution agent in India, where the company has exported products under the ALLOY™ brand since 2007. The firm is now conducting a feasibility study to expand its markets into Vietnam," he added.

The firm's major shareholders, Mr. Sunchai Nuengsit and Mr. Suresh Subramaniam's group, have diluted their stake and now each hold 26.67% of paid-up capital after the IPO. SME Venture Capital Fund holds 13.33%. The firm's dividend payment policy is to pay no less than 40% of its net profit after allocating all reserves required by the company's regulations and future expansion plans.

More information on BuilderSmart PCL can be found on its corporate website at [www.buildersmart.com](http://www.buildersmart.com), mai's website at [www.mai.or.th](http://www.mai.or.th) or Settrade.com's website at [www.settrade.com](http://www.settrade.com).

# New law to build Thai capital market's efficiency and participants' confidence



*“The Securities and Exchange Act, B.E. 2551, will lift corporate governance standards among Thai listed companies, underscore the duties and liabilities of directors, executives and corporate secretaries, encourage increased shareholder involvement and boost confidence in the capital market by making it more efficient and transparent.”*

**W**ith the Securities and Exchange Act, B.E. 2551, coming into effect on March 5, 2008, *The SET Newsletter* features a timely interview with the person in charge of The Stock Exchange of Thailand (SET)'s Market Regulation Division, **Senior Vice President Sakkarin Ruamrangsri**. The discussion provides exclusive insight into the legislation's likely impact on capital market development.

**Q: How does the amended Act affect Thai capital market participants?**

**A:** The main changes are in two areas, as follows:

**I. The structure of Thailand's Securities and Exchange Commission (SEC)**

The Capital Market Supervisory Board will be established, with the SEC Secretary-General as Chairman. Also, the Board will include at least two commission members who have extensive experience in managing listed or securities companies. The Board will be responsible for issuing rules, regulations, orders or directions on the securities business generally and, specifically, the acquisition of securities in business take-overs. Meanwhile, the existing SEC will focus on policymaking. The SEC Chairman will be appointed by the Cabinet, not the Finance Minister *ex officio* as per the previous bill. This will lead to more flexible regulatory roles and responsibilities undertaken by independent market experts.

**II. Corporate Governance (CG) of Thai listed companies**

To bring Thai listed firms' CG standards up to international level, the Act highlights the duties and liabilities of public companies' directors, executives and corporate secretaries.

A director and an executive of a listed company must perform their duties with responsibility, due care and trustworthiness. Their decisions have to be made with sufficient information, honest, impartial and in the firm's best interest. They must avoid conflicts with the interests of their company. To be involved in a related party transaction (RPT) between the firm or a subsidiary and a director, executive or related person, they must first obtain approval from a shareholders' meeting. There are a few exceptions, such as a transaction with the same commercial terms as those an ordinary person could make with any unrelated counterparty under similar circumstances (in other words, an "arm's length"

transaction) and those commercial terms have been approved by the board of directors, or a loan in accordance with the regulations on staff and employees' welfare. They may use privileged information only after it has been publicly disclosed. They may not misuse the company's assets or exploit business opportunities for their own gain. Directors and executives will be jointly liable for any damages arising from publicly disclosed information that contains a false statement or conceals material facts.

A corporate secretary is responsible for preparing and keeping registers of directors, notices calling boards of directors' and shareholders' meetings, minutes of these meetings and the company's annual reports. The corporate secretary also has to keep and submit reports on the interests of directors and executives to the company chairman and the chairman of the audit committee within seven business days from the day that the company has received the report. The company has to keep information disclosure-related documents and evidence for not less than five years.

Furthermore, the bill encourages increased shareholder involvement to ensure their equitable treatment. Shareholders who jointly hold no less than 5% of total voting rights may submit a written proposal requiring the board of directors to place an item on the agenda of the shareholders' meeting and may file a motion with a court seeking annulment of a resolution passed at the meeting.

The Securities and Exchange Act, B.E. 2551, will lift corporate governance standards among Thai listed companies, underscore the duties and liabilities of directors, executives and corporate secretaries, encourage increased shareholder involvement and boost confidence in the capital market by making it more efficient and transparent.


**Q: How does the new Act affect SET Group?**

**A:** The legislation allows non-members to trade debt securities directly with the Bond Electronic Exchange. This means that other organizations, including commercial banks, are able to trade debt instruments without the involvement of brokerage firms as intermediaries.

From now on, Thailand Securities Depository Co., Ltd., a SET subsidiary which offers back-office services, must observe SEC's rules and regulations, not SET's. In addition, the Act clearly separates the clearing house's assets from those of its members to reduce the financial risks associated with a member going into receivership.

**Q: Are all market participants ready to comply with the new Act?**

**A:** All capital market organizations, particularly SET, SEC and Listed Companies Association, have continued to provide educational activities and publications to prepare relevant parties for the new bill. A series of seminars has been held on a regular basis, detailing the new duties and liabilities of directors and executives of public companies under the amended legislation. Securities professionals and corporate secretaries understand their new legal obligations and responsibilities.

Because some of the new requirements are already in the Public Limited Companies Act, B.E. 2535, market participants are familiar with these and will be able to operate under the new system without great difficulty. We are confident that market participants can work smoothly with the new Act. 

## Thai listed firms pay nearly THB 200 billion in dividends for 2007

As of February 29, 277 listed companies on The Stock Exchange of Thailand (SET) and the Market for Alternative Investment (mai) together paid THB 194.25 billion (approx. USD 5.62 billion) in dividends for 2007. This represented an 8.26% increase over the THB 179.43 billion (USD 4.73 billion) paid for 2006. The average 2007 dividend yield rate of SET and mai, combined, was 3.63%.

A total of 245 SET-listed firms announced a combined dividend payment of THB 192.74 billion (USD 5.58 billion), an 8.01% increase on 2006's THB 178.45 billion. Their average dividend yield was 3.61%.

The three industry groups yielding the highest dividends are Technology, Property and Construction and Industrials, with average dividend yields of 5.02%, 4.89% and 4.84%, respectively.

In terms of dividend amount, SET's top five industry groups are Resources, Property and Construction, Technology, Services and Financials.

Meanwhile, 32 mai-listed firms announced a combined dividend payment of THB 1.51 billion (USD 43.69 million), with an impressive average dividend yield of 5.95%. The total payment for 2007 was a 27% increase on THB 1.19 billion paid for 2006.

A number of listed companies are still in the process of considering dividend payments and are expected to announce their decisions soon. For more information, please visit the SET website at [www.set.or.th](http://www.set.or.th) and Settrade.com's website at [www.settrade.com](http://www.settrade.com).

### Ten SET-listed firms with highest dividend yield

1. Scandinavian Leasing PCL	(SCAN)	31.25%
2. Phatra Insurance PCL	(PHA)	30.86%
3. Tipco Foods (Thailand) PCL	(TIPCO)	14.41%
4. Bangsaphan Barmill PCL	(BSBM)	13.33%
5. Phatra Leasing PCL	(PL)	12.87%
6. Eastern Printing PCL	(EPCO)	11.79%
7. Hwa Fong Rubber (Thailand) PCL	(HFT)	11.47%
8. Pato Chemical Industry PCL	(PATO)	11.05%
9. Samui Airport Property Fund	(SPF)	10.25%
10. S. Pack & Print PCL	(SPACK)	10.19%

### Ten mai-listed firms with highest dividend yield

1. Multibax PCL	(MBAX)	12.84%
2. Chuo Senko (Thailand) PCL	(CHUO)	10.47%
3. Pico Thailand PCL	(PICO)	9.37%
4. Steel Intertech PCL	(STEEL)	9.35%
5. Goldfine Manufacturers PCL	(GFM)	8.51%
6. Thai Plaspac PCL	(TPAC)	8.26%
7. UBIS (Asia) PCL	(UBIS)	8.06%
8. Master Ad PCL	(MACO)	7.76%
9. Sherwood Chemicals PCL	(SWC)	7.07%
10. Body Glove (Thailand) PCL	(BGT)	7.06%

## Thai depository offers integrated clearing house and promotes scripless system

Thailand Securities Depository Co., Ltd. (TSD)'s board of directors approved, in principle, the creation of an integrated clearing house for various financial instruments by transferring its clearing and settlement unit to Thailand Clearing House Co., Ltd. (TCH). This initiative, to be completed in 2009, will reduce operational costs and risk exposure.

Currently, TCH handles derivatives clearing only. The integration will produce a more appropriate fee structure and bring services into line with international standards, TSD Chief Executive Officer Sopawadee Lertmanaschai said.

The decision follows the recommendations of Securities and Exchange Commission and international organizations, such as International Organization of Securities Commission, Asian Development Bank and Bank for International Settlements.

"The move clarifies TCH's business direction and, by removing the risks associated with the guarantor role from the depository, builds confidence among depositors. It allows TSD to focus on its core securities depository service," Ms. Sopawadee added.

However, the clearing house integration process does require further action, such as increasing the capital base and settlement fund and restructuring membership fees. Another task involves changing TCH's organizational structure to bring it into line with The Stock Exchange of Thailand (SET)'s study on the SET group's structure.

As a central securities depository, TSD also promotes the use of a scripless system to manage securities certificates efficiently.

"The scripless system is secure and makes securities transfers quick and easy. Investors can trade securities without having to worry about lost, damaged or counterfeit certificates. Consequently, we recommend that investors use it, at no extra cost, by simply bringing share certificates to their brokers who can then deposit them in the system. Alternatively, investors can contact TSD directly. After depositing the certificates, investors receive a monthly report if trading is active or, if there is no trading, a report every six months," Ms. Sopawadee explained.

At present, about 77% of all securities certificates are deposited in TSD's scripless system. The depository records shareholders' data and handles communication regarding all rights and benefits gained from holding the securities.

"Currently, a listed company's directors and employees' share subscriptions, a portion of which may be subject to a silent period, are held in the scripless system. With no papers involved, the system has reduced the counterfeit certificate problem in over-the-counter trading," Ms. Sopawadee added.

People wishing to obtain information about their share certificates can contact TSD Call Center on (66) 2229 2888 or email [contacttsd@set.or.th](mailto:contacttsd@set.or.th).



# Getting to know FTSE SET Index Series

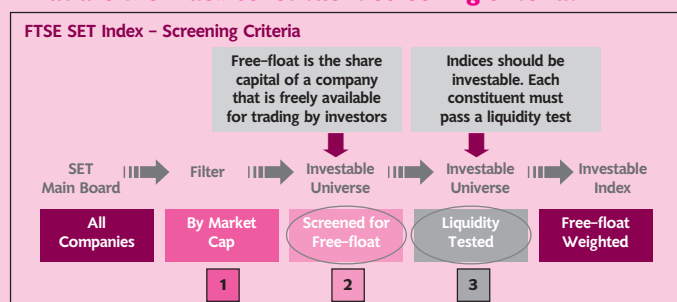
To prepare readers for the international standard FTSE SET Index Series ("FTSE SET Index") to be introduced by The Stock Exchange of Thailand (SET) on April 2, this edition of *The SET Newsletter* provides detailed information about the index series, including the index definition, constituent selection criteria and calculation methodology.

## What is the FTSE SET Index Series?

FTSE SET Index is comprised of six indices. The index base value is 1000.00 points, with a base date of February 29, 2008. Historical index value for the past ten years is available for reference.

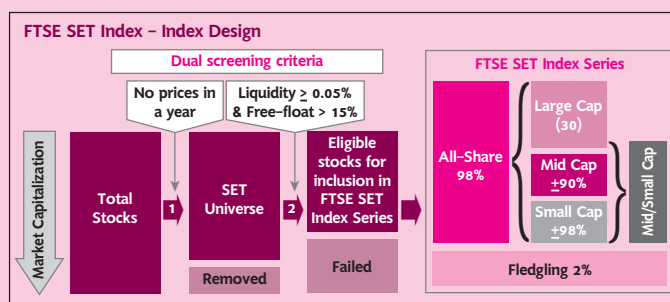
Index	Symbol	Index type	Definition	Update frequency
FTSE SET Large Cap Index	FSTHL	Tradable	The largest 30 listed common stocks on the SET main board that meet the relevant eligibility requirements, ranked by SET total market capitalization	15 seconds
FTSE SET Mid Cap Index	FSTHM	Benchmark	Listed common stocks on the SET main board that meet the relevant eligibility requirements, representing the top 90% of SET total market capitalization, excluding those in the FTSE SET Large Cap Index	60 seconds
FTSE SET Small Cap Index	FSTHS	Benchmark	Listed common stocks on the SET main board that meet the relevant eligibility requirements, representing the top 98% of SET total market capitalization, excluding those in the FTSE SET Large Cap and Mid Cap indices	60 seconds
FTSE SET Mid/Small Cap Index	FSTHMS	Benchmark	A combination of listed common stocks in the FTSE SET Mid and Small Cap indices	60 seconds
FTSE SET All-Share Index	FSTHA	Benchmark	Listed common stocks on the SET main board that meet the relevant eligibility requirements, representing the top 98% of SET total market capitalization, covering those in the FTSE SET Large Cap, Mid Cap and Small Cap indices	60 seconds
FTSE SET Fledgling Index	FSTHF	Benchmark	Listed common stocks on the SET main board representing the remaining 2% of SET total market capitalization that is too small to be included in the FTSE SET All-Share Index. The eligible stocks have to meet free-float requirements, but are not screened for liquidity	60 seconds

## What are the index constituent screening criteria?



All index constituents are those listed stocks in the SET main board that meet free-float and liquidity screening criteria and have trading records over the past 20 trading days. This ensures that the indices are comprised of liquid stocks and are attractive to investors.

- ▲ **Free-float criteria** : no less than 15%.
- ▲ **Liquidity screening criteria** : trading volume of at least 0.05% of their issued shares (after the application of any investability weightings), based on their median daily trade-per-month in 10 of the 12 months prior to the semi-annual review.



## How to calculate the Index?

$$IV = \frac{\sum_{i=1}^n ((p_i \times e) \times s_i \times f_i)}{d}$$

- n = Number of securities in the Index
- p = Price
- e = Exchange rate
- s = Share in issue
- f = Free-float factor
- d = Divisor

## Adjustment of shares in an issue

- ▲ Shares in an issue will be adjusted at the end of the quarter when the accumulated change of shares in the issue amounts to more than 1%.
- ▲ Shares in an issue will be adjusted immediately when the accumulated change of shares in the issue amounts to more than 10%.

## Constituents in the FTSE SET Large Cap Index (FSTHL) for February 29 – June 30, 2008

	Symbol	Company
1	ADVANC	Advanced Info Service PCL
2	AOT	Airports of Thailand PCL
3	BANPU	Banpu PCL
4	BAY	Bank of Ayudhya PCL
5	BBL	Bangkok Bank PCL
6	BEC	BEC World PCL
7	BGH	Bangkok Dusit Medical Services PCL
8	CPALL	CP All PCL
9	CPF	Charoen Pokphand Foods PCL
10	CPN	Central Pattana PCL
11	DTAC	Total Access Communication PCL
12	EGCO	Electricity Generating PCL
13	GLOW	Glow Energy PCL
14	IRPC	IRPC PCL
15	ITD	Italian-Thai Development PCL


	Symbol	Company
16	KBANK	Kasikornbank PCL
17	KTB	Krung Thai Bank PCL
18	LH	Land and Houses PCL
19	MINT	Minor International PCL
20	PTT	PTT PCL
21	PTTAR	PTT Aromatics and Refining PCL
22	PTTCH	PTT Chemical PCL
23	PTTEP	PTT Exploration and Production PCL
24	RATCH	Ratchaburi Electricity Generating Holding PCL
25	SCB	The Siam Commercial Bank PCL
26	SCC	The Siam Cement PCL
27	SCCC	Siam City Cement PCL
28	THAI	Thai Airways International PCL
29	TOP	Thai Oil PCL
30	TTA	Thoresen Thai Agencies PCL

Index constituent lists will be reviewed twice a year—in June and December—and publicized at [www.set.or.th](http://www.set.or.th) and [www.ftse.com/thailand](http://www.ftse.com/thailand). Additional information about FTSE SET Index can be obtained from SET's and FTSE's websites or by calling SET Call Center at (66) 2229 2222.

## Thai bourse raises front-end pledging for cash accounts to 15%

**T**he Stock Exchange of Thailand (SET)'s Board of Governors (BoG) resolved, on February 27, to lift front-end pledging for cash accounts to 15% of the credit line from the previous 10%. (Cash accounts are used by investors who wish to make cash payment in full for securities purchased.) The new requirement will come into effect on June 1, 2008 and apply to accounts of both local and foreign individuals. The BoG introduced the change to reduce the risk of settlement defaults and increase trading stability.

For the convenience of investors, the Board also approved the use of other asset types as endorsed by the Securities and Exchange Commission as collateral. In principle, pledged assets must be liquid and without high risk exposure. Currently, the Securities and Exchange Commission allows eight types of assets to be used as collateral—cash, listed securities, treasury bills, government bonds, debentures, promissory notes, negotiable certificates of deposit and bank guarantees. However, not all types of securities are included in this list, e.g. fixed-income funds' unit trusts. SET has currently approved only the SEC-approved asset types as collateral, but SET is now considering allowing other asset types.

The Exchange will meet with its members to discuss the changes and allow them time to communicate with investors before the rule comes into effect. 


### Thai bourse adopts international standard for key market ratios

**T**he Stock Exchange of Thailand (SET) will calculate its market statistical ratios using the World Federation of Exchanges (WFE) method, as well as keeping its existing methodology, starting end-March 2008.

The approach will cover key market ratios, such as price/earnings (P/E), price/book value (P/BV) and dividend yield. Both new and existing ratios will apply to listed companies on both SET and Market for Alternative Investment (mai). The new ratio calculation, in line with globally-accepted standards, is expected to better reflect the Thai market relative to other markets.

Currently, these ratios are calculated differently by SET. For example, in assessing market P/E, the Exchange includes only stocks posting net profits over the entire past 12 months, resulting in a lower P/E than other markets. As of February 2008, the Thai market P/E was in a range of 11 to 12. Using the new method, all firms in the SET Index will be included. As a result, the Thai market's P/E will be about 15 to 17—closer to those of Asian markets, such as Japan, Hong Kong and Korea. Using international standards will enhance the Thai market's attractiveness to global investors.

The new P/BV ratio will contain all securities in the SET Index calculation and will include shareholders' equity in listed firms' subsidiaries. Dividend yield calculation will cover all securities in the SET Index calculation, but not all listed common stocks.


The new and existing ratios will both be publicized for about a year on [www.set.or.th](http://www.set.or.th) starting from end-March. Five-year historical ratios calculated on both the new and old bases will be available. 

### Thai bourse amends rules to ensure corporate health of reinstated firms

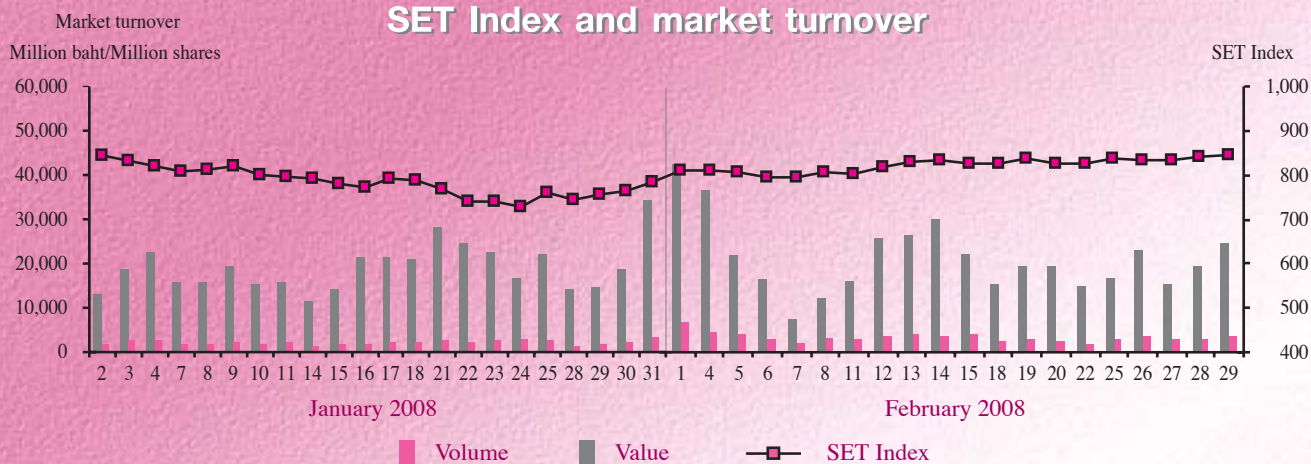
**O**n February 27, The Stock Exchange of Thailand (SET)'s Board of Governors (BoG) approved additional criteria to be met by listed companies undergoing rehabilitation and seeking reinstatement to their normal sectors. The initiative ensures that these firms maintain the required corporate standards after reinstatement and protects investors.

Specifically, the criteria entail SET's considering a company's audited annual or four quarterly financial statements to ensure that a firm's net profit and shareholder equity—in its most recent 12 months—comply with the Exchange's new listing requirements. These benchmarks will be used to determine whether the company can be reinstated on SET or Market for Alternative Investment (mai). Furthermore, a firm must have successfully completed its rehabilitation plan, while complying with the Bourse's rules on maintaining listing status (except for the free-float requirement).

The BoG also amended the silent period requirement, in line with listing rules, for firms seeking reinstatement. As an alternative route back to its sector, a company undergoing rehabilitation may acquire a new partner and, provided that the partner is in compliance with the listing rules, can apply for reinstatement and, if approved, return to its normal sector immediately. However, if the partner is not in compliance, the firm's silent period will be extended from one to two years.

SET will seek approval from the Securities and Exchange Commission before bringing the adjustments into effect. 

## SET Index and market turnover



		February 2008	January 2008	Change (%)
<b>The Stock Exchange of Thailand (SET)</b>				
Total volume	(million shares)	63,230.05	43,847.01	44.21
Daily average volume	(million shares)	3,161.50	1,993.05	58.63
Total value	(million baht)	422,136.99	416,612.48	1.33
Daily average value	(million baht)	21,106.85	18,936.93	11.46
<b>SET Index</b>				
• Close		845.76	784.23	7.85
• High (date)		845.76 (29)	842.97 (2)	0.33
• Low (date)		793.17 (7)	728.58 (24)	8.87
<b>SET50 Index</b>				
• Close		614.37	567.17	8.32
• High (date)		614.37 (29)	616.90 (2)	-0.41
• Low (date)		570.63 (7)	521.07 (24)	9.51
<b>SET100 Index</b>				
• Close		1,321.40	1,220.29	8.29
• High (date)		1,321.40 (29)	1,326.83 (2)	-0.41
• Low (date)		1,231.43 (7)	1,123.84 (24)	9.57
<b>TDEX</b>				
Total volume	(million shares)	178.07	347.74	-48.79
Daily average volume	(million shares)	8.90	15.81	-43.71
Total value	(million baht)	1,064.16	1,976.40	-46.16
Daily average value	(million baht)	53.21	89.84	-40.77
Net asset value (NAV)	(million baht)	3,036.02	3,033.29	0.09
• Close		6.18	5.68	8.80
• High (date)		6.20 (29)	6.37 (2)	-2.67
• Low (date)		5.73 (7)	5.28 (22)	8.52
<b>Market for Alternative Investment (mai)</b>				
Total volume	(million shares)	2,207.74	2,942.11	-24.96
Daily average volume	(million shares)	110.39	133.73	-17.45
Total value	(million baht)	8,551.51	9,843.48	-13.13
Daily average value	(million baht)	427.58	447.43	-4.44
<b>mai Index</b>				
• Close		269.36	261.51	3.00
• High (date)		274.21 (12)	270.77 (2)	1.27
• Low (date)		264.33 (1)	250.46 (22)	5.54
<b>Bond Electronic Exchange (BEX)</b>				
Total volume	(shares)	8,300	40,600	-79.56
Total value	(million baht)	9.50	42.55	-77.67
Total outstanding value	(million baht)	3,850,733.88	3,786,824.13	1.69
<b>Thailand Futures Exchange (TFEX)</b>				
<b>SET50 Index Futures</b>				
Total volume	(contracts)	127,527	187,918	-32.14
Daily average volume	(contracts)	6,376	8,542	-25.36
Total value	(million baht)	75,467.33	105,468.64	-28.45
Daily average value	(million baht)	3,773.37	4,794.03	-21.29
Month-end open interest	(contracts)	23,456	17,687	32.62
<b>SET50 Index Options</b>				
Total volume	(contracts)	4,188	10,613	-60.54
Daily average volume	(contracts)	209	482	-56.64
Total value	(million baht)	19.45	57.98	-66.45
Daily average value	(million baht)	0.97	2.64	-63.26
Month-end open interest	(contracts)	10,624	8,528	24.58



## Trading turnover by type of investors\*

Unit : Million baht

Type of investors	February 2008				January 2008			
	Buy	%	Sell	%	Buy	%	Sell	%
Foreign investors	145,774.10	33.85	114,444.58	26.57	71,979.22	26.01	87,617.41	31.67
Local institutional investors**	59,010.77	13.70	71,275.80	16.55	47,576.84	17.20	37,083.16	13.40
Local retail investors	225,903.62	52.45	244,968.11	56.88	157,122.82	56.79	151,978.31	54.93
<b>Total</b>	<b>430,688.49</b>	<b>100.00</b>	<b>430,688.49</b>	<b>100.00</b>	<b>276,678.88</b>	<b>100.00</b>	<b>276,678.88</b>	<b>100.00</b>

\* Including transactions of mai

\*\* Including securities companies, mutual funds, banks, finance firms, insurance companies, juridical entities and provident funds

## Top ten securities with highest market value in February 2008

Rank	Securities		Market value	
			Million baht	% of total
1	PTT	PTT	963,546.74	14.56
2	PTT Exploration and Production	PTTEP	531,026.73	8.02
3	Advanced Info Service	ADVANC	310,652.35	4.69
4	The Siam Cement	SCC	259,200.00	3.92
5	Bangkok Bank	BBL	248,149.58	3.75
6	Kasikornbank	KBANK	210,606.90	3.18
7	PTT Chemical	PTTCH	176,595.45	2.67
8	Siam Commercial Bank	SCB	166,303.48	2.51
9	Thai Oil	TOP	161,162.20	2.43
10	Bank of Ayudhya	BAY	142,334.65	2.15
<b>Total</b>			<b>3,169,578.08</b>	<b>47.89</b>

## Top ten most actively traded securities (main board)\* in February 2008

Rank	Securities		Number of securities	Turnover value	
				Million baht	% of total
1	PTT	PTT	129,400,100	42,751.04	11.06
2	PTT Aromatics and Refining	PTTAR	69,135,650	27,597.52	7.14
3	Siam Commercial Bank	SCB	26,101,930	22,371.73	5.79
4	PTT Exploration and Production	PTTEP	134,540,300	20,570.76	5.32
5	Banpu	BANPU	41,413,500	19,191.61	4.96
6	Thoresen Thai Agencies	TTA	369,125,600	16,777.48	4.34
7	Thai Oil	TOP	188,223,800	14,664.61	3.79
8	Kasikornbank	KBANK	166,357,200	14,637.95	3.79
9	Bangkok Bank	BBL	106,409,000	13,216.63	3.42
10	Advanced Info Service	ADVANC	99,053,500	10,009.48	2.59
<b>Total</b>			<b>2,186,898,800</b>	<b>201,788.82</b>	<b>52.20</b>

\* Excluding transactions on Foreign Board and mai

## Top ten most actively traded securities (foreign board)\* in February 2008

Rank	Securities		Number of securities	Turnover value	
				Million baht	% of total
1	Bangkok Bank	BBL-F	94,369,503	11,958.83	45.82
2	Kasikornbank	KBANK-F	73,344,848	6,594.27	25.27
3	Banpu	BANPU-F	4,711,000	2,190.74	8.39
4	The Siam Cement	SCC-F	9,830,204	2,134.27	8.18
5	Land and Houses	LH-F	189,319,004	1,755.41	6.73
6	Bank of Ayudhya	BAY-F	20,940,273	526.65	2.02
7	Electricity Generating	EGCO-F	2,197,400	214.19	0.82
8	Quality Houses	QH-F	52,859,700	123.50	0.47
9	Italian-Thai Development	ITD-F	12,167,100	110.61	0.42
10	Tisco Bank	TISCO-F	2,694,600	82.74	0.32
<b>Total</b>			<b>462,433,632</b>	<b>25,691.21</b>	<b>98.44</b>

\* Excluding transactions of mai

## Top ten outstanding non-voting depository receipts (NVDRs) in February 2008

Rank	Securities	Number of NVDRs	% of paid-up capital	
1	Delta Electronics (Thailand)	DELTA-W2	1,400	37.86
2	Raimon Land	RAIMON	1,034,712,825	37.76
3	Golden Land Property Development	GOLD	232,600,715	36.92
4	LP.N. Development	LPN	477,341,342	32.35
5	Thoresen Thai Agencies	TTA	168,375,731	26.16
6	Banpu	BANPU	68,126,060	25.07
7	Tisco Bank	TISCO	135,090,585	24.80
8	Bangkok Bank	BBL	450,646,341	23.61
9	Phatra Securities	PHATRA	48,902,491	22.91
10	Land and Houses	LH	1,939,912,295	22.34

## Thai bourse's local roadshow attracts fund transactions of THB 75 million

The Stock Exchange of Thailand (SET) and capital market professionals showcased financial and investment information and products at a recent showcase in Money Expo Korat 2008, during February 22-24, at The Mall Department Store in Nakorn Ratchasima (aka Korat) province, a major economic and tourism city in the Northeast. There was very positive feedback from the residents of Korat and neighboring provinces. At the event, participants opened new mutual fund accounts worth approximately THB 75 million (USD 2.21 million).



The exchange's SET in the City roadshow will travel to various provinces nationwide, providing direct access to information about financial products and services. The theme will remain "Enhancing Savings through Investment." The next roadshow will take place on March 22 in Nakorn Sawan province. More information is available through the SET Call Center at (66) 2229 2222 or by browsing [www.set.or.th](http://www.set.or.th).

## Thai bourse continues promoting investment in long-term equity funds

On February 5, SET declared its continued support for the Let's Activate Your LTF-Investor Plus campaign, which proved a great success in



2007. At a lucky draw for the campaign, SET gave away extra investment units in long-term equity funds (LTFs) worth a total of THB 710,000 to the 112 winning people who persuaded their friends to invest in the product.

In 2007, the asset size of LTFs expanded by THB 14.24 billion (USD 412 million) for accounts with THB 20,000 or more. Total net asset value (NAV) of the 53 LTFs increased by THB 49.41 billion (approx. USD 1.43 billion). December, which was the cut-off for LTF-related tax privileges, was the most active month for the funds, with 40,000 new accounts opened, lifting the total number of accounts to 137,073—of which 45% were new.

Supporters of the campaign include Association of Investment Management Companies and its members, Securities and Exchange Commission, SET, and the Putting Your Money to Work Through Mutual Funds Project. More information about LTFs can be obtained at [www.set.or.th/ltf](http://www.set.or.th/ltf) and [www.thaimutualfund.com](http://www.thaimutualfund.com).

## Gurus provide investment tips at Thai Investors' Day

On March 1, about 700 investors and other interested people participated in the Thai Investors' Day. The event's highlights included well-attended seminars, where gurus shared their insights about star stocks that value investors should keep their eye on and investment trends for Q2/2008.

The event is held on the first Saturday of every month at the SET main building.



## Gurus share insights about FTSE SET Index Series

To promote public understanding about the new FTSE SET Index Series, SET hosted a public seminar at the Prof. Sangvian Indaravijaya Auditorium in SET's main building on March 14.

At the forum, PTT PCL Executive Vice President-Corporate Finance Penchan Charikasem talked about the benefits that will flow from the collaboration with FTSE Group. She said that having international standard indices will make the Thai market and Thai stocks more appealing to global investors. Thai listed companies will therefore be able to raise funds internationally in a more cost-efficient manner.



TISCO Securities Executive Chairman Paiboon Nalinthangkum highlighted the importance of FTSE SET Mid Cap and Small Cap indices, which will bring Thai medium- and small-sized firms into the spotlight for foreign institutions. Having more benchmark indices will also promote an increasing number of investment products and enable investors to implement more diversified investment strategies, he said.

Mr. Chakrit Puechpan, a senior fund manager from MFC Asset Management PCL, added that the additional benchmark indices will make an appraisal of fund managers' portfolio management performance more accurate.