**EQUITY RESEARCH - RESULTS FLASH** 

# CP ALL CPALL TB

THAILAND / CONSUMER STAPLES

# BUY

TARGET PRICE THB82.00
CLOSE THB61.25
UP/DOWNSIDE +33.9%
TP vs CONSENSUS +8.9%

# SSSG continues to rebound

- CPALL reported a 2Q22 NP of THB3b (-13% q-q but +37% y-y).
- GM declined to 21% in 2Q22, down from 21.5% in 1Q22 and 21.3% in 2Q21, due to the lower GM of Lotus compared to CVS.
- Maintain BUY and our TP of THB82.

# Rebound in 2Q22 but still missed expectations

CPALL reported a 2Q22 net profit of THB3b, down 13% q-q but up 37% y-y, missing Bloomberg's consensus estimate by 10% and ours by 12%. While revenue grew to THB213.6b, up 7% q-q and 55% y-y, due to the consolidation of Lotus, improving SSSG for its convenience stores (CVS) and wholesale at MAKRO, gross margin declined to 21% in 2Q22, down from 21.5% in 1Q22 and 21.3% in 2Q21, due to the lower gross margin of Lotus compared to CVS. Revenue from CVS accounted for 48% of total revenue in 2Q22, followed by wholesale and retail at 58% (MAKRO).

#### Costs remained well under control

Distribution costs and administrative expenses rose to THB40.8b, up 49% y-y on 44% y-y higher distribution costs to THB33.6b and 75% y-y higher administrative expenses due to the impact of the consolidation of Lotus that began in 2021, as well as rising expenses for employee benefits and utilities. Its SG&A-to-sales ratio dipped to 19.1% in 2Q22, down from 19.2% in 1Q22 and 20% in 2Q21 owing to CPALL's effective cost control.

### SSSG rose to 14.2% in 2Q22

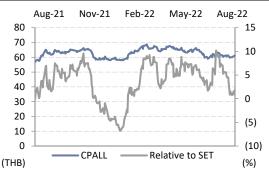
SSSG was at 14.2% in 2Q22, sales per store per day averaged THB77,684 in 2Q22, and average spending per ticket was THB84. 73.6% of CVS's revenue came from food and 26.4% from non-food products. Its CVS unit opened 180 new stores in 2Q22, bringing the total number of stores to 13,433 at end-2Q22, comprising 1) 6,530 corporate stores (49% of total) with net new stores totaling 136 in 2Q22; and 2) 6,930 SBP and sub-area stores (51%) with 44 net new stores. The standalone store format accounted for 86% of total stores while the remaining 14% were stores located in OR (OR TB, BUY)'s fuel stations.

# Branch expansion and demand recovery are key

Maintain BUY and our TP of THB82. We think CPALL is one of Thailand's most attractive plays for the domestic demand recovery in 2022-23. The company plans to expand its number of new stores by 700 in 2022 using THB4b in capex, while an additional THB2.5b will be used for store renovations, THB4.1b for new investments, and THB1.4b for its IT system.

# **KEY STOCK DATA**

YE Dec (THB m)	2021	2022E	2023E	2024E
Revenue	585,743	861,710	951,381	1,027,874
Net profit	12,985	17,239	22,767	21,652
EPS (THB)	1.45	1.92	2.53	2.41
vs Consensus (%)	-	7.9	4.1	(17.5)
EBITDA	37,315	55,691	66,504	70,492
Core net profit	11,706	17,239	22,767	21,652
Core EPS (THB)	1.30	1.92	2.53	2.41
EPS growth (%)	(26.3)	47.3	32.1	(4.9)
Core P/E (x)	47.0	31.9	24.2	25.4
Dividend yield (%)	1.0	1.3	1.7	1.6
EV/EBITDA (x)	28.0	18.7	15.4	14.3
Price/book (x)	6.5	5.9	5.1	4.6
Net debt/Equity (%)	97.9	115.8	99.1	84.4
ROE (%)	11.7	15.9	18.9	16.2



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(3.5)	(5.0)	5.6
Relative to country (%)	(7.1)	(4.7)	0.7
Mkt cap (USD m)			15,473
3m avg. daily turnover (USD m)			40.3
Free float (%)			40
Major shareholder		CP Gro	oup (45%)
12m high/low (THB)		6	9.00/56.75
Issued shares (m)			8,983.10

Sources: Bloomberg consensus; FSSIA estimates



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Exhibit 1: CPALL – summary of 2Q22/1H22 operations

	2Q21	1Q22	2Q22	Char	ige	2Q22		1H22		2022E	Change
Year to Dec 31	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(%22E)	(THB m)	(y-y%)	(%22E)	(THB m)	(y-y%
Total revenue	137,370	199,662	213,584	7	55	25	413,246	53	48	861,710	47
Retail sales	132,234	194,409	208,210	7	57	25	402,619	54	48	839,830	49
Other income	5,136	5,253	5,374	2	5	25	10,627	8	49	21,880	7
Gross profit	33,271	47,075	49,114	4	48	23	96,190	47	45	213,119	51
Operating costs	(27,421)	(38,295)	(40,804)	7	49	24	(79,099)	48	47	(169,506)	45
Operating profit	5,849	8,780	8,310	(5)	42	19	17,090	46	39	43,613	81
Other income	22	69	71	3	231	23	141	158	45	313	143
Interest expense	(3,529)	(3,825)	(3,977)	4	13	24	(7,802)	21	48	(16,317)	29
Profit before tax	2,341	5,025	4,404	(12)	88	16	9,429	77	34	27,609	140
Tax	(234)	(946)	(933)	(1)	298	23	(1,879)	211	45	(4,141)	689
Equity income	(129)	224	202	(10)	257	-	426	nm	nm	0	
Minority interests	(72)	(801)	(611)	(24)	751	10	(1,412)	675	23	(6,229)	(768)
Non recurring items	284	(49)	(59)	21	nm	nm	(107)	(131)	nm	0	(100)
Reported net profit	2,190	3,453	3,004	(13)	37	17	6,457	35	37	17,239	33
Recurring net profit	1,906	3,502	3,063	(13)	61	18	6,564	48	38	17,239	47
EPS (THB)	0.24	0.38	0.33	(13)	37	17	0.72	35	37	1.92	33
Recurring EPS (THB)	0.21	0.39	0.34	(13)	61	18	0.73	48	38	1.92	47
BV/share (THB)	10.45	11.94	11.68	(2)	8					10.52	12
Key Ratios (%)	(%)	(%)	(%)	(ppt)	(ppt)		(%)			(%)	(ppt
Gross margin	21.3	21.5	21.0	(0.5)	(0.3)		21.3			22.8	(1.5
Operating margin	4.3	4.4	3.9	(0.5)	(0.4)		4.1			5.1	(1.0,
Recurring net margin	1.4	1.8	1.4	(0.3)	0.0		1.6			2.0	(0.0)
SG&A / Sales	20.0	19.2	19.1	(0.1)	(0.9)		19.1			19.7	0.3
Effective tax rate	10.0	18.8	21.2	2.4	11.2		19.9			15.0	(10.4)
Operating statistics				(q-q%)	(y-y%)						
Additional stores											
Expansion (store)	156	119	180	51	15						
Outstanding stores, as end of	12,743	13,253	13,433	1	5						
Average daily sales/store (THB)	67,767	73,460	77,684	6	15						
SSSG (%)	2.1	13.0	14.2								
Spending per ticker (THB)	82	84	84	0	2						
Daily customer/store (no.)	823	871	918	5	12						

Sources: CPALL; FSSIA estimates

# **Financial Statements**

CP All

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Revenue	546,207	585,743	861,710	951,381	1,027,874
Cost of goods sold	(399,233)	(431,562)	(636,513)	(697,675)	(755,974)
Gross profit	146,974	154,181	225,197	253,706	271,900
Other operating income	0	0	0	0	0
Operating costs	(107,858)	(116,867)	(169,506)	(187,202)	(201,408)
Operating EBITDA	39,116	37,315	55,691	66,504	70,492
Depreciation	(11,647)	(13,277)	(12,078)	(14,355)	(15,611)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	27,469	24,038	43,613	52,149	54,881
Net financing costs	(8,369)	(12,514)	(16,003)	(15,842)	(17,091)
Associates	(63)	(226)	Ó	Ó	0
Recurring non-operating income	(63)	(226)	0	0	0
Non-recurring items	226	1,280	0	0	0
Profit before tax	19,262	12,577	27,609	36,307	37,790
Tax	(2,759)	(525)	(4,141)	(5,446)	(6,802)
Profit after tax	16,503	12,052	23,468	30,861	30,988
Minority interests	(400)	933	(6,229)	(8,094)	(9,336)
Preferred dividends	0	0	0	0	0,000)
Other items	0	0	0	0	0
Reported net profit	16,102	12,985	17,239	22,767	21,652
Non-recurring items & goodwill (net)	(226)	(1,280)	0	0	0
Recurring net profit	15,876	11,706	17,239	22,767	21,652
Per share (THB)	10,010	11,100	11,200	22,707	21,002
,	4 77	4.20	4.00	2.52	2.44
Recurring EPS *	1.77	1.30	1.92	2.53	2.41 2.41
Reported EPS	1.79	1.45	1.92	2.53	
DPS	0.90	0.60	0.77	1.01	0.96
Diluted shares (used to calculate per share data)	8,983	8,983	8,983	8,983	8,983
Growth					
Revenue (%)	(4.3)	7.2	47.1	10.4	8.0
Operating EBITDA (%)	(13.3)	(4.6)	49.2	19.4	6.0
Operating EBIT (%)	(19.0)	(12.5)	81.4	19.6	5.2
Recurring EPS (%)	(31.1)	(26.3)	47.3	32.1	(4.9)
Reported EPS (%)	(27.9)	(19.4)	32.8	32.1	(4.9)
Operating performance					
Gross margin inc. depreciation (%)	24.8	24.1	24.7	25.2	24.9
Gross margin of key business (%)	21.9	21.3	22.8	23.2	23.3
Operating EBITDA margin (%)	7.2	6.4	6.5	7.0	6.9
Operating EBIT margin (%)	5.0	4.1	5.1	5.5	5.3
Net margin (%)	2.9	2.0	2.0	2.4	2.1
Effective tax rate (%)	14.4	4.6	15.0	15.0	18.0
Dividend payout on recurring profit (%)	50.9	46.0	40.0	40.0	40.0
Interest cover (X)	3.3	1.9	2.7	3.3	3.2
Inventory days	28.9	34.8	30.8	31.2	31.4
Debtor days	6.1	8.1	8.6	9.5	9.6
Creditor days	83.2	95.7	70.3	58.5	58.9
Operating ROIC (%)	37.2	22.6	31.0	42.2	40.9
ROIC (%)	7.4	4.2	5.4	6.4	6.5
ROE (%)	16.7	11.7	15.9	18.9	16.2
ROA (%)	5.2	3.1	4.2	5.3	5.3
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2020	2021	2022E	2023E	2024E
Sales	525,884	565,207	839,830	927,135	1,005,143
Other income	20,323	20,536	21,880	24,246	22,731
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Sources: CP All; FSSIA estimates

# **Financial Statements**

CP All

CP All					
ash Flow (THB m) Year Ending Dec	2020	2021	2022E	2023E	202
ecurring net profit	15,876	11,706	17,239	22,767	21,6
epreciation	11,647	13,277	12,078	14,355	15,6
ssociates & minorities	464	(707)	6,229	8,094	9,3
other non-cash items	_	-	0	0	,
change in working capital	(6,528)	24,046	(8,142)	2,410	2,4
ash flow from operations	21,459	48,321	27,404	47,626	49,0
apex - maintenance	0	0	0	0	40,0
capex - maintenance	(15,763)	(104,611)	(20,667)	(22,289)	(23,61
•					
let acquisitions & disposals	(86,238)	75,273	(2)	(2)	- 4
Other investments (net)	(5,711)	(265,758)	(216,642)	7,401	7,1
ash flow from investing	(107,712)	(295,096)	(237,311)	(14,890)	(16,43
ividends paid	(8,085)	(5,390)	(6,896)	(9,107)	(8,66
quity finance	(193)	174,772	135,000	0	
ebt finance	104,638	133,901	82,224	(27,293)	(25,85
Other financing cash flows	0	0	0	Ó	•
ash flow from financing	96,360	303,283	210,328	(36,400)	(34,52
lon-recurring cash flows	0	0	0	0	(,
		0	0	0	
other adjustments	0				
et other adjustments	0	0	0	0	
lovement in cash	10,107	56,508	421	(3,664)	(1,88
ree cash flow to firm (FCFF)	(77,727.53)	(234,131.90)	(193,590.36)	48,874.73	49,995.
ree cash flow to equity (FCFE)	18,384.46	(112,874.06)	(127,683.29)	5,442.90	6,775.
er share (THB)					
CFF per share	(8.65)	(26.06)	(21.55)	5.44	5.
CFE per share	2.05	(12.57)	(14.21)	0.61	0.
lecurring cash flow per share	3.12	2.70	3.96	5.03	5.
alance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	202
angible fixed assets (gross)	192,440	291,987	230,394	251,581	274,0
ess: Accumulated depreciation	(72,241)	(80,454)	(92,520)	(105,775)	(120,22
angible fixed assets (net)	120,199	211,533	137,873	145,807	153,8
ntangible fixed assets (net)	128,096	360,641	383,096	383,096	383,0
ong-term financial assets	0	0	0	0	
nvest. in associates & subsidiaries	85,588	14,838	85,592	85,594	85,5
ash & equivalents	40,626	97,134	31,585	27,921	26,0
/C receivable	8,828	17,085	23,608	26,065	28,1
nventories					
	31,749	50,535	56,863	62,425	67,6
Other current assets	202	1,019	318	351	3
current assets	81,404	165,773	112,374	116,761	122,2
Other assets	108,067	179,107	113,844	116,951	120,2
otal assets	523,354	931,893	832,780	848,210	864,9
common equity	96,759	104,134	113,346	127,006	139,9
linorities etc.	14,836	188,673	156,506	164,599	173,9
otal shareholders' equity	111,595	292,807	269,851	291,606	313,9
ong term debt	221,503	311,679	308,108	282,246	254,4
ong term dest Other long-term liabilities	66,874	112,518	102,291	112,936	122,0
ong-term liabilities	288,377	424,197	410,399	395,181	376,5
/C payable	87,577	138,666	106,618	117,046	126,8
hort term debt	28,276	72,000	36,076	34,645	36,5
other current liabilities	7,529	4,222	9,836	9,732	11,1
urrent liabilities	123,383	214,888	152,529	161,423	174,4
otal liabilities and shareholders' equity	523,354	931,893	832,780	848,210	864,9
let working capital	(54,328)	(74,248)	(35,664)	(37,937)	(41,77
nvested capital	387,622	691,871	684,742	693,511	700,9
•		, .	,	,-	, .
includes convertibles and preferred stock which is being	g treated as debt				
Includes convertibles and preferred stock which is being ver share (THB)	g treated as debt				
er share (THB)		O 38	10.40	11 02	19
er share (THB) ook value per share	8.55	9.38	10.40	11.92	
er share (THB) ook value per share angible book value per share		9.38 (30.77)	10.40 (32.24)	11.92 (30.72)	
er share (THB) ook value per share angible book value per share inancial strength	8.55 (5.70)	(30.77)		(30.72)	(29.2
ook value per share angible book value per share inancial strength let debt/equity (%)	8.55 (5.70) 187.4	97.9	(32.24)	(30.72) 99.1	(29.2
ook value per share angible book value per share inancial strength let debt/equity (%)	8.55 (5.70)	(30.77)	(32.24)	(30.72)	(29.2
ook value per share angible book value per share inancial strength let debt/equity (%) let debt/total assets (%)	8.55 (5.70) 187.4	97.9	(32.24)	(30.72) 99.1	(29.2 84 30
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er share (THB)  ook value per share  angible book value per share  inancial strength  et debt/equity (%)  et debt/total assets (%)  urrent ratio (x)  F interest cover (x)	8.55 (5.70) 187.4 40.0 0.7	97.9 30.7 0.8	(32.24) 115.8 37.5 0.7	99.1 34.1 0.7	(29.2 84 3( )
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ver share (THB)  ook value per share  angible book value per share  inancial strength  let debt/equity (%)  let debt/total assets (%)  current ratio (x)  Fr interest cover (x)  aluation  decurring P/E (x) *  decurring P/E @ target price (x) *  deported P/E (x)  ividend yield (%)  rice/book (x)  rice/tangible book (x)	8.55 (5.70) 187.4 40.0 0.7 5.1 2020 34.7 46.4 34.2 1.5 7.2 (10.7)	97.9 30.7 0.8 0.3 2021 47.0 62.9 42.4 1.0 6.5 (2.0)	(32.24)  115.8 37.5 0.7 (5.7)  2022E  31.9 42.7 31.9 1.3 5.9 (1.9)	99.1 34.1 0.7 2.8 2023E 24.2 32.4 24.2 1.7 5.1 (2.0)	(29.2 84 30 (22 202 21 34 (2

Sources: CP All; FSSIA estimates

# Corporate Governance report of Thai listed companies 2021

Marine Col Committee Section Col Committee	yn Sieden yn dei de general yn yn Gellyn yn dei de general yn yn Gellyn yn dei de general yn yn Gellyn yn Gellyn yn Gellyn yn Gellyn yn Gellyn	EX	CELLENT LE	VEL – Score	range 90-100					
AAV	BCPG	CPALL	GCAP	K	MSC	PLANET	SAMART	SPI	THRE	TVD
ADVANC	BDMS	CPF	GFPT	KBANK	MST	PLAT	SAMTEL	SPRC	THREL	TVI
AF	BEM	CPI	GGC	KCE	MTC	PORT	SAT	SPVI	TIPCO	TVO
AH	BGC	CPN	GLAND	KKP	MVP	PPS	SC	SSSC	TISCO	TWPC
AIRA	BGRIM	CRC	GLOBAL	KSL	NCL	PR9	SCB	SST	TK	U
AKP AKB	BIZ BKI	CSS DDD	GPI GPSC	KTB KTC	NEP NER	PREB PRG	SCC SCCC	STA STEC	TKT TMT	UAC UBIS
AKR ALT	BOL	DELTA	GRAMMY	LALIN	NER NKI	PRG PRM	SCG	STEC	TNDT	ORIS
AL I AMA	BPP	DEMCO	GULF	LALIN	NOBLE	PROUD	SCGP	SUN	TNITY	VGI
AMATA	BRR	DRT	GUNKUL	LANNA	NSI	PSH	SCM	SUSCO	TOA	VIH
AMATAV	BTS	DTAC	HANA	LHFG	NVD	PSL	SDC	SUTHA	TOP	WACOAL
ANAN	BTW	DUSIT	HARN	LIT	NWR	PTG	SEAFCO	SVI	TPBI	WAVE
TOA	BWG	EA	HMPRO	LPN	NYT	PTT	SEAOIL	SYMC	TQM	WHA
<b>∖</b> P	CENTEL	EASTW	ICC	MACO	OISHI	PTTEP	SE-ED	SYNTEC	TRC	WHAUP
ARIP	CFRESH	ECF	ICHI	MAJOR	OR	PTTGC	SELIC	TACC	TRU	WICE
ARROW	CHEWA	ECL	III	MAKRO	ORI	PYLON	SENA	TASCO	TRUE	WINNER
ASP	CHO	EE	ILINK	MALEE	OSP	Q-CON	SHR	TCAP	TSC	ZEN
AUCT	CIMBT	EGCO	ILM	MBK	ОТО	QH	SIRI	TEAMG	TSR	
AWC	CK	EPG	INTUCH	MC	PAP	QTC	SIS	TFMAMA	TSTE	
AYUD	CKP	ETC	IP IPPO	MCOT	PCSGH	RATCH	SITHAI	TGH	TSTH	
BAFS	CM	FPI	IRPC	METCO	PDG	RS	SMK	THANA	TTA	
BANPU BAY	CNT COM7	FPT FSMART	ITEL IVL	MFEC MINT	PDJ PG	S S&J	SMPC SNC	THANI THCOM	TTB TTCL	
BBL	COM/ COMAN	GBX	JSP	MONO	PG PHOL	S & J SAAM	SONIC	THCOM	TTW	
BCP	COMAN	GC	JWD	MOONG	PLANB	SAAM	SPALI	THIP	TU	
ursindo autienti ustindu autienti s Vattad C. Constant Salma (V. Constant	Principle value of the State of		RY GOOD LE			G/EHV/	OI NEI		10	
2S	ASIMAR	CHOW	FLOYD	IT	LOXLEY	occ	RPC	SKY	TCC	TVT
7UP	ASK	CI	FN	ITD	LRH	OGC	RT	SLP	TCMC	TWP
ABICO	ASN	CIG	FNS	J	LST	PATO	RWI	SMIT	TEAM	UEC
ABM ACE	ATP30	CMC	FORTH	JAS	M	PB	S11	SMT	TFG	UMI
ACE	B	COLOR	FSS	JCK	MATCH	PICO	SA	SNP	TFI	UOBKH UP
ACG ADB	BA BAM	CPL CPW	FTE FVC	JCKH JMART	MBAX MEGA	PIMO PJW	SAK SALEE	SO SORKON	TIGER TITLE	UP UPF
AEONTS	BC	CPW	GEL	JMAKT	META	PJW PL	SAMCO	SPA	TKN	UPOIC
AGE	BCH	CSC	GENCO	KBS	MFC	PL PM	SANKO	SPC	TKS	UTP
AHC	BEC	CSP	GJS	KCAR	MGT	PMTA	SAPPE	SPCG	TM	VCOM
AIT	BEYOND	CWT	GYT	KEX	MICRO	PPP	SAWAD	SR	TMC	VL
ALL	BFIT	DCC	HEMP	KGI	MILL	PPPM	SCI	SRICHA	TMD	VPO
ALLA	BJC	DCON	HPT	KIAT	MITSIB	PRIME	SCN	SSC	TMI	VRANDA
ALUCON	BJCHI	DHOUSE	HTC	KISS	MK	PRIN	SCP	SSF	TMILL	WGE
AMANAH	BLA	DOD	HYDRO	KOOL	MODERN	PRINC	SE	STANLY	TNL	WIIK
AMARIN	BR	DOHOME	ICN	KTIS	MTI	PSG	SFLEX	STGT	TNP	WP
APCO	BROOK	DV8	IFS	KUMWEL	NBC	PSTC	SFP	STOWER	TOG	XO
APCS	CBG	EASON	IMH	KUN	NCAP	PT	SFT	STPI	TPA	XPG
APURE	CEN	EFORL	IND	KWC	NCH	QLT	SGF	SUC	TPAC	YUASA
AQUA	CGH	ERW	INET	KWM	NETBAY	RBF	SIAM	SWC	TPCS	
ASAP	CHARAN	ESSO	INSET	L&E	NEX	RCL	SINGER	SYNEX	TPS	
ASEFA	CHAYO	ESTAR	INSURE	LDC	NINE	RICHY	SKE	TAE	TRITN	
ASIA ASIAN	CHG CHOTI	ETE FE	IRC IRCP	LEO LHK	NRF NTV	RML ROJNA	SKN SKR	TAKUNI TBSP	TRT TSE	
United to Compare National Co Compare	B systical consister	GC	OOD LEVEL -	Score range	70-79					
A	BGT	CITY	GIFT	JTS	MDX	PK	SGP	SUPER	TQR	YGG
AI	BH	CMAN	GLOCON	JUBILE	MJD	PLE	SICT	SVOA	TTI	ZIGA
AIE	BIG	CMO	GREEN	KASET	MORE	PPM	SIMAT	TC	TYCN	
AJ	BLAND	CMR	GSC	KCM	MUD	PRAKIT	SISB	TCCC	UKEM	
ALPHAX	BM	CPT	GTB HTECH	KKC	NC NDB	PRAPAT	SK	THMUI	UMS	
N N A C	PPOCY		HIECH	KKC	NDR	PRECHA	SMART	TNH	UNIQ	
	BROCK	CRANE		K/V/I	NEC					
APP	BSBM	CSR	HUMAN	KWI	NFC	PTL	SOLAR	TNR	UPA	
APP AQ	BSBM BSM	CSR D	HUMAN IHL	KYE	NNCL	RJH	SPACK	TOPP	UREKA	
APP AQ ARIN	BSBM BSM BTNC	CSR D EKH	HUMAN IHL IIG	KYE LEE	NNCL NOVA	RJH RP	SPACK SPG	TOPP TPCH	UREKA VIBHA	
APP AQ ARIN AS	BSBM BSM BTNC BYD	CSR D EKH EMC	HUMAN IHL IIG INGRS	KYE LEE LPH	NNCL NOVA NPK	RJH RP RPH	SPACK SPG SQ	TOPP TPCH TPIPL	UREKA VIBHA W	
AMC APP AQ ARIN AS AU B52	BSBM BSM BTNC	CSR D EKH	HUMAN IHL IIG	KYE LEE	NNCL NOVA	RJH RP	SPACK SPG	TOPP TPCH	UREKA VIBHA	

#### Disclaimer

The disclosure of the survey results of the Thai Institute of Directors Association ('IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey results may be changed after that date. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such survey results.

Sources: Thai Institute of Directors Association (IOD); FSSIA's compilation; data as of 26 October 2021

<sup>\*</sup> CGR scoring should be considered with news regarding wrong doing of the company or director or executive of the company such unfair practice on securities trading, fraud, and corruption SEC imposed a civil sanction against insider trading of director and executive

# **Anti-corruption Progress Indicator**

CERTIFIED										
2S	ВСН	CPALL	GC	K	MFC	PE	QLT	SNP	THCOM	TU
7UP	BCP	CPF	GCAP	KASET	MFEC	PG	QTC	SORKON	THIP	TVD
ADVANC	BCPG	CPI	GEL	KBANK	MILL	PHOL	RATCH	SPACK	THRE	TVI
AF	BE8	CPN	GFPT	KBS	MINT	PK	RML	SPALI	THREL	TVO
Al	BEYOND	CSC	GGC	KCAR	MONO	PL	RWI	SPC	TIDLOR	TWPC
AIE	BGC	DCC	GJS	KCE	MOONG	PLANB	S&J	SPI	TIPCO	U
AIRA	BGRIM	DELTA	GPI	KGI	MSC	PLANET	SAAM	SPRC	TISCO	UBE
AKP	BJCHI	DEMCO	GPSC	KKP	MST	PLAT	SABINA	SRICHA	TKS	UBIS
ALPHAX	BKI	DIMET	GSTEEL	KSL	MTC	PM	SAPPE	SSF	TKT	UEC
AMA	BLA	DRT	GUNKUL	KTB	MTI	PPP	SAT	SSP	TMD	UKEM
AMANAH	BPP	DTAC	HANA	KTC	NBC	PPPM	SC	SSSC	TMILL	UOBKH
AMATA	BROOK	DUSIT	HARN	KWC	NEP	PPS	SCB	SST	TMT	UPF
AMATAV	BRR	EA	HEMP	KWI	NINE	PR9	SCC	STA	TNITY	UV
AP	BSBM	EASTW	HENG	L&E	NKI	PREB	sccc	STOWER	TNL	VGI
APCS	BTS	ECL	HMPRO	LANNA	NMG	PRG	SCG	SUSCO	TNP	VIH
AQUA	BWG	EGCO	HTC	LH	NNCL	PRINC	SCN	SVI	TNR	WACOAL
ARROW	CEN	EP	ICC	LHFG	NOBLE	PRM	SEAOIL	SYMC	TOG	WHA
AS	CENTEL	EPG	ICHI	LHK	NOK	PROS	SE-ED	SYNTEC	TOP	WHAUP
ASIAN	CFRESH	ERW	IFEC	LPN	NSI	PSH	SELIC	TAE	TOPP	WICE
ASK	CGH	ESTAR	IFS	LRH	NWR	PSL	SENA	TAKUNI	TPA	WIIK
ASP	CHEWA	ETE	ILINK	M	occ	PSTC	SGP	TASCO	TPP	XO
AWC	CHOTI	FE	INET	MAKRO	OGC	PT	SINGER	TBSP	TRU	ZEN
AYUD	CHOW	FNS	INSURE	MALEE	ORI	PTG	SIRI	TCAP	TRUE	
В	CIG	FPI	INTUCH	MATCH	PAP	PTT	SITHAI	TCMC	TSC	
BAFS	CIMBT	FPT	IRC	MBAX	PATO	PTTEP	SKR	TFG	TSTE	
BAM	СМ	FSMART	IRPC	MBK	PB	PTTGC	SMIT	TFI	TSTH	
BANPU	CMC	FSS	ITEL	MC	PCSGH	PYLON	SMK	TFMAMA	TTA	
BAY	COM7	FTE	IVL	MCOT	PDG	Q-CON	SMPC	TGH	TTB	
BBL	COTTO	GBX	JKN	META	PDJ	QH QH	SNC	THANI	TTCL	
DECLARED		JDA	UNIN	IVILIA	1 00	QII	ONO	HAN	TIOL	_
AJ	CHG	DDD	ETC	JR	MAJOR	NUSA	RS	SSS	TQM	YUASA
ALT	CPL	DHOUSE	FLOYD	JTS	NCAP	NYT	SAK	STECH	TSI	ZIGA
APCO	CPR	DOHOME	GULF	KEX	NCL	OR	SCGP	STGT	VARO	210/1
B52	CPW	ECF	III	KUMWEL	NOVA	PIMO	SCM	TKN	VARO	
BEC	CPW	EKH	INOX	LDC	NRF	PLE	SIS	TMI	VIBHA	

# Level

Certified This level indicates practical participation with thoroughly examination in relation to the recommended procedures from the audit committee or the SEC's certified auditor, being a certified member of Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) or already passed examination to ensure independence from external parties.

Declared This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)

#### Disclaimer:

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, FSS International Investment Advisory Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment results.

Note: Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of 26 October 2021) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

Sources: The Securities and Exchange Commission, Thailand; \* FSSIA's compilation

# **GENERAL DISCLAIMER**

# ANALYST(S) CERTIFICATION

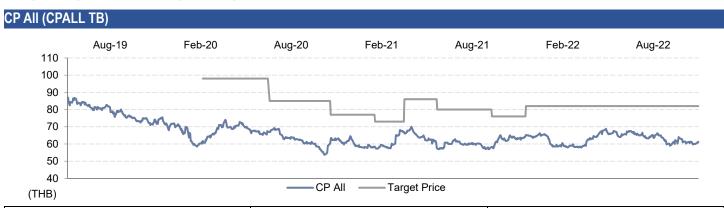
### Suwat Sinsadok, CFA, FRM, ERP FSS International Investment Advisory Securities Co., Ltd

The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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# History of change in investment rating and/or target price



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
02-Apr-2020 24-Jul-2020 09-Nov-2020	BUY BUY BUY	98.00 85.00 77.00	25-Jan-2021 17-Mar-2021 13-May-2021	BUY BUY BUY	73.00 86.00 80.00	16-Aug-2021 14-Oct-2021	BUY BUY	76.00 82.00

Suwat Sinsadok, CFA, FRM, ERP started covering this stock from 24-Jul-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
CP All	CPALL TB	THB 61.25	BUY	The key downside risks to our DCF-derived TP are: 1) the higher-than-expected impact from a loss of service income from the convenience store business; 2) the worse-than-expected overseas performance of Makro; and 3) the slow recovery of tourist numbers.

Source: FSSIA estimates

#### **Additional Disclosures**

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited

FSSIA may incorporate the recommendations and target prices of companies currently covered by FSS Research into equity research reports, denoted by an 'FSS' before the recommendation. FSS Research is part of Finansia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 10-Aug-2022 unless otherwise stated.

# RECOMMENDATION STRUCTURE

#### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price\* - current price) / current price.

BUY (B). The upside is 10% or more.

HOLD (H). The upside or downside is less than 10%.

REDUCE (R). The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

\* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

#### **Industry Recommendations**

Overweight. The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

Neutral. The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

Underweight. The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

### **Country (Strategy) Recommendations**

**Overweight (O).** Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Neutral (N).** Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Underweight (U).** Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.