

CENTRAL PATTANA CPN TB  
THAILAND / PROPERTY DEVELOPMENTBUY  
UNCHANGED

## ค่าเช่ากลับสู่ระดับปกติ

- กำไรปกติ 1Q23 อยู่ที่ 3.2 พัน ลบ. (+10% q-q, +40% y-y) ส่วนมากมาจากส่วนลดค่าเช่าพื้นที่ศูนย์การค้าที่ลดลง
- CPN วางแผนเพิ่มโครงการขนาดยักษ์ในอีก 5 ปีข้างหน้า
- คงแนะนำซื้อที่ราคาเป้าหมาย 82 บาท

TARGET PRICE	THB82.00
CLOSE	THB70.00
UP/DOWNSIDE	+17.1%
TP vs CONSENSUS	+2.3%

## KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	35,575	41,462	44,890	47,661
Net profit	10,760	12,898	14,064	14,927
EPS (THB)	2.40	2.87	3.13	3.33
vs Consensus (%)	-	2.7	(0.6)	(2.1)
EBITDA	19,608	23,096	25,387	27,208
Core net profit	10,945	12,898	14,064	14,927
Core EPS (THB)	2.44	2.87	3.13	3.33
EPS growth (%)	114.6	17.8	9.0	6.1
Core P/E (x)	28.7	24.4	22.3	21.0
Dividend yield (%)	1.3	1.5	1.7	1.8
EV/EBITDA (x)	22.5	18.2	17.0	16.1
Price/book (x)	3.9	3.5	3.2	2.9
Net debt/Equity (%)	133.7	100.4	101.4	100.1
ROE (%)	14.2	15.1	15.0	14.5

## ส่วนลดค่าเช่าที่ลดลงช่วยหนุนกำไร 1Q23

CPN รายงานกำไรปกติ 1Q23 ตามคาดที่ 3.2 พัน ลบ. เพิ่มขึ้น 10% q-q และ 40% y-y ส่วนมากมาจากส่วนลดค่าเช่าพื้นที่ศูนย์การค้าที่ลดลงต่อเนื่องเป็นเพียง 4% ไกล่ระดับก่อนโควิด ส่วนลดค่าเช่าฯ ลดลงสอดคล้องกับตัวเลขผู้ใช้บริการศูนย์การค้าที่ฟื้นตัวและส่วนแบ่งเต็มจำนวนจาก Central Chantaburi ซึ่งเปิดดำเนินการมาตั้งแต่ 26 พ.ค. 2022 นอกจากนี้มาตรการกระตุ้นเศรษฐกิจของรัฐกล่าวคือ “ช้อปดีมีคืน” ในช่วงวันที่ 1 ม.ค. – 15 ก.พ. และ “เราเที่ยวด้วยกัน” ในช่วงวันที่ 7 มี.ค. – 30 เม.ย. ยังช่วยกระตุ้นการบริโภคในประเทศอีกด้วย รายได้ค่าเช่าจากศูนย์การค้าและสำนักงานซึ่งคิดเป็น 88% ของรายได้จากการดำเนินงานรวมใน 1Q23 โต 3% q-q และ 23% y-y เป็น 8.7 พัน ลบ. นับเป็นระดับสูงสุดตลอดกาล อัตราค่าเช่าขั้นต้นของธุรกิจให้เข้าเพิ่มเป็น 53.4% ตะระดับก่อนโควิดและสอดคล้องกับอัตราค่าเช่าที่ปรับตัวดีขึ้น

## เกือบทุกธุรกิจโตดีใน 1Q23

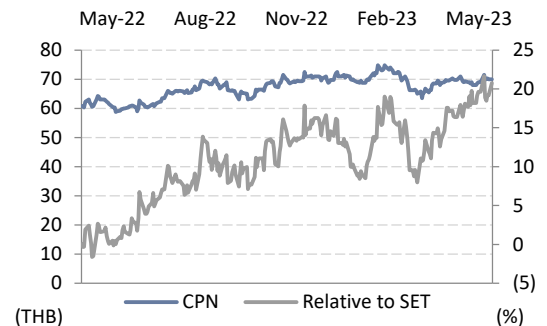
การฟื้นตัวทางเศรษฐกิจอย่างต่อเนื่องของไทยใน 1Q23 ช่วยผลักดันเกือบทุกธุรกิจของ CPN (ยกเว้นธุรกิจอสังหาริมทรัพย์) ใน 1Q23 รายได้จากการดำเนินงานรวมอยู่ที่ 10.0 พัน ลบ. ลดลง 2% q-q จากรายได้จากการขายอสังหาริมทรัพย์ที่ลดลงแต่โต 28% y-y โดยเฉพาะอย่างยิ่งจากธุรกิจโรงแรม ตัวเลขลดลง q-q จากปัจจัยด้านฤดูกาลแต่โต y-y ส่วนมากจากธุรกิจโรงแรมที่ปรับตัวดีขึ้น อัตราการเข้าพักรวมเพิ่มเป็น 65% จาก 49% ใน 1Q22 ในขณะที่อัตราค่าห้องรายวันเฉลี่ยเพิ่ม 37% y-y ในระหว่างไตรมาส CPN เปิดโรงแรมใหม่ 1 แห่งกล่าวคือ Centara Ubon เมื่อวันที่ 10 มี.ค. 2023

## แผนการขยายโครงการยักษ์จำนวนมากในอีก 5 ปีข้างหน้า

During 1Q23, CPN completed two renovation projects, Centara Ramindra ใน 1Q23 โครงการปรับปรุง 2 โครงการแล้วเสร็จประกอบด้วย Centara Ramindra และ Marche Thonglor นอกจากนี้ CPN ยังเปิดโรงแรมใหม่ 1 แห่ง (Centara Ubon) บริษัทฯ วางแผนสร้างศูนย์การค้าเพิ่มโดยได้จัดสรรงบประมาณไว้ที่ประมาณ 135 พัน ลบ. เพื่อขยายโครงการ Mixed-use ขนาดใหญ่เพิ่มอีก 4 แห่งในช่วง 5 ปีข้างหน้าเพื่อจับการบริโภคและสังคมเมืองใหม่ที่กำลังเติบโตในประเทศ

## คงแนะนำซื้อและราคาเป้าหมาย

เราคงแนะนำซื้อที่ราคาเป้าหมาย 82 บาท (DCF, 7% WACC, 3% LTG) เราชอบ CPN ในฐานะหุ้นในประเทศ 100% พร้อมรากฐานที่มั่นคงในตลาด Mixed-use สำหรับธุรกิจค้าปลีก นอกจากนี้บริษัทฯ ยังมีโครงสร้างเงินทุนที่ดีพร้อมสัดส่วน IBD/E ที่เพียง 0.8 ใน 1Q23



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	0.4	(4.8)	18.1
Relative to country (%)	3.7	2.5	21.4
Mkt cap (USD m)	9,266		
3m avg. daily turnover (USD m)	14.8		
Free float (%)	66		
Major shareholder	Chirathivat Family (37%)		
12m high/low (THB)	75.50/57.75		
Issued shares (m)	4,488.00		

Sources: Bloomberg consensus; FSSIA estimates



Jitra Amornthum

jitra.a@fssia.com  
+66 2646 9966

PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

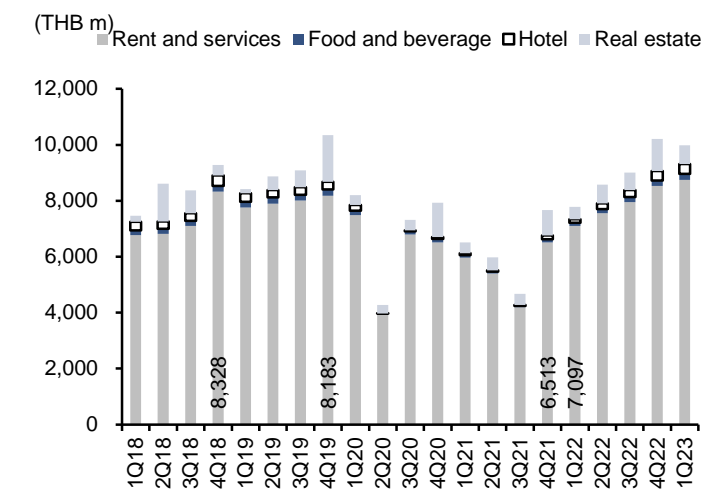
บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 16 พฤษภาคม 2023

Exhibit 1: 1Q23 results review

Year to Dec 31	1Q22	2Q22	3Q22	4Q22	1Q23	-----Change-----		2022	2023E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Total operating services	7,778	8,576	9,011	10,209	9,982	(2.2)	28.3	35,575	41,462	16.6
Cost of services	4,056	4,407	4,523	5,047	4,755	(5.8)	17.2	18,033	20,916	16.0
Gross profit	3,723	4,168	4,489	5,162	5,226	1.2	40.4	17,542	20,546	17.1
Operating costs	1,364	1,424	1,537	2,159	1,756	(18.7)	28.8	6,483	6,510	0.4
Operating profit	2,359	2,745	2,951	3,003	3,471	15.6	47.1	11,058	14,037	26.9
Operating EBITDA	4,450	4,891	5,073	5,194	5,513	6.1	23.9	19,608	23,096	17.8
Other income	659	956	737	374	309	(17.5)	(53.1)	1,580	1,218	(22.9)
Interest expense	529	523	551	601	596	(0.8)	12.7	2,204	2,137	(3.0)
Profit before tax	2,490	3,178	3,137	3,183	3,591	12.8	44.2	11,987	14,326	19.5
Tax	481	713	642	391	538	37.7	12.0	2,487	2,965	19.3
Associates	343	384	399	434	477	9.8	39.0	1,560	1,658	6.3
Minority interests	(39)	(26)	(22)	(27)	(27)	0.6	(31.8)	(114)	(120)	5.2
<b>Reported net profit</b>	<b>2,328</b>	<b>2,753</b>	<b>2,872</b>	<b>2,806</b>	<b>3,246</b>	<b>15.7</b>	<b>39.4</b>	<b>10,760</b>	<b>12,898</b>	<b>19.9</b>
<b>Core profit</b>	<b>2,312</b>	<b>2,822</b>	<b>2,872</b>	<b>2,939</b>	<b>3,242</b>	<b>10.3</b>	<b>40.2</b>	<b>10,945</b>	<b>12,898</b>	<b>17.8</b>
Reported EPS (THB)	0.52	0.61	0.64	0.63	0.73	17.3	41.3	2.40	2.87	19.9
Recurring EPS (THB)	0.52	0.63	0.64	0.65	0.72	10.3	40.2	2.44	2.87	17.8
<b>Key ratios (%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>
Gross margin	47.9	48.6	49.8	50.6	52.4	1.8	4.5	49.3	49.6	0.2
Operating margin	30.3	32.0	32.7	29.4	34.8	5.4	4.4	31.1	33.9	2.8
EBITDA margin	57.2	57.0	56.3	50.9	55.2	4.4	(2.0)	55.1	55.7	0.6
Recurring net margin	29.7	32.9	31.9	28.8	32.5	3.7	2.8	30.8	31.1	0.3
SG&A / Sales	17.5	16.6	17.1	21.1	17.6	(3.6)	0.1	18.2	15.7	(2.5)
<b>Revenue breakdown</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(q-q %)</b>	<b>(y-y %)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(y-y %)</b>
Rental and services	7,097	7,552	7,951	8,531	8,751	3	23	31,131	36,988	18.8
Food center services	127	203	182	198	207	5	63	655	725	10.7
Hotel operations	119	156	252	337	353	5	196	918	1,249	36.0
Residential sales	435	665	627	1,143	670	(41)	54	2,870	2,500	(12.9)
<b>Gross margin by business</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>
Rental and services	48.9	49.6	50.6	52.0	53.4	1.4	4.5	50.4	50.5	0.1
Food center services	68.4	71.2	44.6	47.6	47.3	(0.2)	(21.1)	42.2	39.0	(3.2)
Hotel operations	30.9	41.3	69.4	69.8	66.6	(3.2)	35.8	69.8	65.0	(4.8)
Residential sales	29.6	31.9	32.8	34.5	32.4	(2.1)	2.8	32.8	30.9	(1.9)

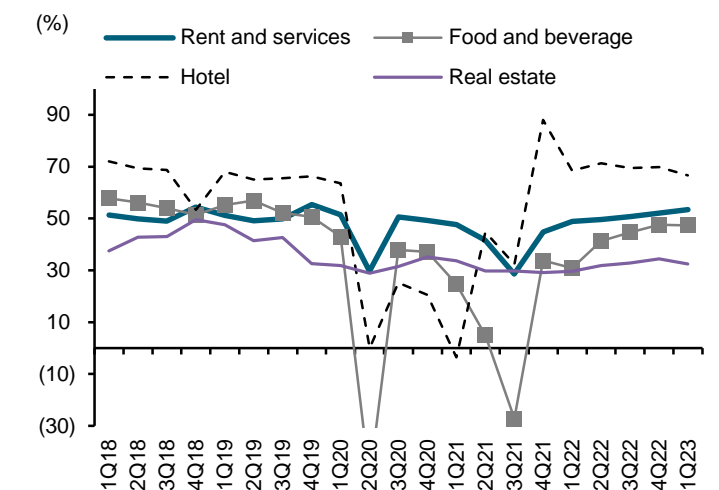
Sources: CPN, FSSIA estimates

Exhibit 2: Revenue breakdown by unit



Source: CPN

Exhibit 3: Gross margins by business unit



Source: CPN



## Financial Statements

### Central Pattana

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	24,840	35,575	41,462	44,890	47,661
Cost of goods sold	(6,660)	(9,483)	(11,857)	(12,410)	(12,732)
<b>Gross profit</b>	<b>18,180</b>	<b>26,092</b>	<b>29,606</b>	<b>32,479</b>	<b>34,929</b>
Other operating income	-	-	-	-	-
Operating costs	(5,414)	(6,483)	(6,510)	(7,093)	(7,721)
<b>Operating EBITDA</b>	<b>12,766</b>	<b>19,608</b>	<b>23,096</b>	<b>25,387</b>	<b>27,208</b>
Depreciation	(8,124)	(8,550)	(9,059)	(9,825)	(10,594)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>4,642</b>	<b>11,058</b>	<b>14,037</b>	<b>15,562</b>	<b>16,614</b>
Net financing costs	(1,790)	(2,204)	(2,137)	(2,286)	(2,486)
Associates	704	1,560	1,658	1,749	1,860
Recurring non-operating income	3,594	4,692	4,084	4,163	4,310
Non-recurring items	2,048	(186)	0	0	0
<b>Profit before tax</b>	<b>8,495</b>	<b>13,361</b>	<b>15,984</b>	<b>17,439</b>	<b>18,438</b>
Tax	(1,265)	(2,487)	(2,965)	(3,248)	(3,383)
<b>Profit after tax</b>	<b>7,230</b>	<b>10,874</b>	<b>13,019</b>	<b>14,191</b>	<b>15,055</b>
Minority interests	(81)	(114)	(120)	(127)	(127)
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
<b>Reported net profit</b>	<b>7,148</b>	<b>10,760</b>	<b>12,898</b>	<b>14,064</b>	<b>14,927</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>(2,048)</b>	<b>186</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>5,100</b>	<b>10,945</b>	<b>12,898</b>	<b>14,064</b>	<b>14,927</b>
<b>Per share (THB)</b>					
Recurring EPS *	1.14	2.44	2.87	3.13	3.33
Reported EPS	1.59	2.40	2.87	3.13	3.33
DPS	0.60	0.90	1.08	1.18	1.23
Diluted shares (used to calculate per share data)	4,488	4,488	4,488	4,488	4,488
<b>Growth</b>					
Revenue (%)	(7.1)	43.2	16.6	8.3	6.2
Operating EBITDA (%)	(5.7)	53.6	17.8	9.9	7.2
Operating EBIT (%)	(17.5)	138.2	26.9	10.9	6.8
Recurring EPS (%)	(9.3)	114.6	17.8	9.0	6.1
Reported EPS (%)	(25.2)	50.5	19.9	9.0	6.1
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	40.5	49.3	49.6	50.5	51.1
Gross margin of key business (%)	40.5	50.3	49.6	50.5	51.1
Operating EBITDA margin (%)	51.4	55.1	55.7	56.6	57.1
Operating EBIT margin (%)	18.7	31.1	33.9	34.7	34.9
Net margin (%)	20.5	30.8	31.1	31.3	31.3
Effective tax rate (%)	22.0	20.7	20.7	20.7	20.7
Dividend payout on recurring profit (%)	52.8	37.0	37.7	37.7	37.1
Interest cover (X)	4.6	7.1	8.5	8.6	8.4
Inventory days	-	-	-	-	-
Debtor days	94.8	65.9	52.0	53.8	54.3
Creditor days	319.5	267.0	253.1	267.9	275.8
Operating ROIC (%)	2.1	5.0	6.1	6.2	6.2
ROIC (%)	2.9	5.0	5.5	5.6	5.7
ROE (%)	7.2	14.2	15.1	15.0	14.5
ROA (%)	2.7	4.8	5.2	5.3	5.4
* Pre exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Revenue from rent and services	22,073	31,131	36,988	40,236	42,847
Revenue from food and beverage	325	655	725	762	800
Revenue from hotel operation	2,443	3,788	3,749	3,892	4,014

Sources: Central Pattana; FSSIA estimates

## Financial Statements

### Central Pattana

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	5,100	10,945	12,898	14,064	14,927
Depreciation	8,124	8,550	9,059	9,825	10,594
Associates & minorities	558	(942)	0	0	0
Other non-cash items	81	2,150	120	127	127
Change in working capital	(1,750)	(4,317)	(706)	(653)	(458)
<b>Cash flow from operations</b>	<b>12,114</b>	<b>16,387</b>	<b>21,372</b>	<b>23,364</b>	<b>25,191</b>
Capex - maintenance	(14,748)	(11,409)	(21,400)	(24,000)	(21,600)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	(32,648)	(6,029)	(3,464)	(1,051)	888
Other investments (net)	0	10,001	15,001	15,001	15,001
<b>Cash flow from investing</b>	<b>(47,396)</b>	<b>(7,438)</b>	<b>(9,863)</b>	<b>(10,050)</b>	<b>(5,711)</b>
Dividends paid	(2,693)	(2,709)	(4,859)	(5,298)	(5,535)
Equity finance	(144)	293	0	0	0
Debt finance	34,951	1,991	(21,812)	37,838	8,800
Other financing cash flows	0	(8,445)	0	0	0
<b>Cash flow from financing</b>	<b>32,114</b>	<b>(8,871)</b>	<b>(26,671)</b>	<b>32,540</b>	<b>3,265</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	14,999	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>(15)</b>	<b>14,999</b>	<b>(46,008)</b>	<b>(22,891)</b>
<b>Movement in cash</b>	<b>(3,168)</b>	<b>63</b>	<b>(162)</b>	<b>(154)</b>	<b>(147)</b>
Free cash flow to firm (FCFF)	(33,492.06)	11,152.76	13,646.37	15,600.00	21,965.76
Free cash flow to equity (FCFE)	(331.39)	2,479.58	4,696.33	5,143.93	5,388.82

#### Per share (THB)

FCFF per share	(7.46)	2.49	3.04	3.48	4.89
FCFE per share	(0.07)	0.55	1.05	1.15	1.20
Recurring cash flow per share	3.09	4.61	4.92	5.35	5.72

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	246,508	257,917	279,317	303,317	324,917
Less: Accumulated depreciation	(76,660)	(85,210)	(94,270)	(104,095)	(114,689)
<b>Tangible fixed assets (net)</b>	<b>169,848</b>	<b>172,707</b>	<b>185,048</b>	<b>199,223</b>	<b>210,229</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	42,381	41,306	41,306	42,316	43,306
Cash & equivalents	6,057	6,121	5,958	5,804	5,658
A/C receivable	7,395	5,455	6,358	6,883	7,308
Inventories	0	0	0	0	0
Other current assets	10,062	13,667	15,928	17,245	18,310
<b>Current assets</b>	<b>23,515</b>	<b>25,242</b>	<b>28,245</b>	<b>29,933</b>	<b>31,276</b>
Other assets	27,677	33,436	38,970	37,972	34,269
<b>Total assets</b>	<b>263,421</b>	<b>272,692</b>	<b>293,568</b>	<b>309,443</b>	<b>319,079</b>
Common equity	73,102	81,475	89,514	98,280	107,440
Minorities etc.	8,973	8,145	8,266	8,393	8,521
<b>Total shareholders' equity</b>	<b>82,075</b>	<b>89,620</b>	<b>97,780</b>	<b>106,674</b>	<b>115,960</b>
Long term debt	94,176	98,522	79,119	87,863	94,548
Other long-term liabilities	43,677	42,517	74,588	70,541	62,059
<b>Long-term liabilities</b>	<b>137,853</b>	<b>141,040</b>	<b>153,707</b>	<b>158,404</b>	<b>156,606</b>
A/C payable	6,259	7,614	8,832	9,389	9,849
Short term debt	29,796	27,441	25,032	26,126	27,241
Other current liabilities	7,437	6,976	8,218	8,851	9,421
<b>Current liabilities</b>	<b>43,492</b>	<b>42,032</b>	<b>42,082</b>	<b>44,366</b>	<b>46,512</b>
<b>Total liabilities and shareholders' equity</b>	<b>263,420</b>	<b>272,691</b>	<b>293,569</b>	<b>309,443</b>	<b>319,078</b>
Net working capital	3,762	4,531	5,237	5,889	6,347
Invested capital	243,668	251,981	270,560	285,399	294,150

\* Includes convertibles and preferred stock which is being treated as debt

#### Per share (THB)

Book value per share	16.29	18.15	19.95	21.90	23.94
Tangible book value per share	16.29	18.15	19.95	21.90	23.94

#### Financial strength

Net debt/equity (%)	143.7	133.7	100.4	101.4	100.1
Net debt/total assets (%)	44.8	43.9	33.4	35.0	36.4
Current ratio (x)	0.5	0.6	0.7	0.7	0.7
CF interest cover (x)	0.8	2.1	3.2	3.3	3.2

Valuation	2021	2022	2023E	2024E	2025E
<b>Recurring P/E (x) *</b>	<b>61.6</b>	<b>28.7</b>	<b>24.4</b>	<b>22.3</b>	<b>21.0</b>
<b>Recurring P/E @ target price (x) *</b>	<b>72.2</b>	<b>33.6</b>	<b>28.5</b>	<b>26.2</b>	<b>24.7</b>
Reported P/E (x)	43.9	29.2	24.4	22.3	21.0
Dividend yield (%)	0.9	1.3	1.5	1.7	1.8
Price/book (x)	4.3	3.9	3.5	3.2	2.9
Price/tangible book (x)	4.3	3.9	3.5	3.2	2.9
EV/EBITDA (x) **	34.5	22.5	18.2	17.0	16.1
EV/EBITDA @ target price (x) **	38.8	25.3	20.5	19.1	18.1
EV/invested capital (x)	1.8	1.8	1.6	1.5	1.5

\* Pre-exceptional, pre-goodwill and fully diluted \*\* EBITDA includes associate income and recurring non-operating income

Sources: Central Pattana; FSSIA estimates

## Public disclosures related to sustainable development evaluation of Thai listed companies

**Rating** regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "**CG Score**" by the Thai Institute of Directors Association (Thai IOD); 2) "**AGM Checklist**" by the Thai Investors Association (TIA), a "**CAC certified member**" of the Thai Private Sector Collective Action Against Corruption (CAC); and 3) **Sustainability Investment List (THSI)** by the Stock Exchange of Thailand. The ratings are updated on an annual basis. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such ratings.

### CG Score by the Thai Institute of Directors Association (Thai IOD)<sup>1</sup>

The **CG Score** indicates corporate governance (CG) strength in the sustainable development of Thai listed companies. Annually, the Thai IOD, with support from the Stock Exchange of Thailand (SET), surveys and assesses the CG practices of companies and publishes the results on the [Thai IOD website](#) in a bid to promote and enhance the CG of Thai listed companies in order to promote compliance with international standards for better investment decisions. The results are from the perspective of a third party, not an evaluation of operations, as of the date appearing in the report, and may be changed after that date.

The **five underlying categories and weighting** used for the CG scoring in 2022 include the rights of shareholders and equitable treatment of shareholders (weight 25% combined), the role of stakeholders (25%), disclosure and transparency (15%), and board responsibilities (35%).

The CGR report rates CG in six categories: 5 for Excellent (score range 90-100), 4 for Very Good (score range 80-89), 3 for Good (Score range 70-79), 2 for Fair (score range 60-69), 1 for Pass (score range 60-69), and not rated (score below 50).

### AGM Checklist by the Thai Investors Association (TIA)<sup>2</sup>

The "**AGM Checklist**" quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and the extent to which information is sufficiently disclosed and the level of its transparency. All the considered factors form important elements of two out of five the CG components. Annually, the TIA, with support from the SEC, leads the project to evaluate the quality of Annual General Meetings of Shareholders (AGMs) and to rate quality of the meetings.

The **Checklist** contains the minimum requirements under law that companies must comply with, or best practices according to international CG guidance. Representatives of the TIA will attend the meetings and perform the evaluation. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating of how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.

The results are classified into four categories: 5 for Excellent (score 100), 4 for Very Good (score 90-99), 3 for Fair (score 80-89), and not rated (score below 79).

### CAC certified member by the Thai Private Sector Collective Action Against Corruption (CAC)<sup>3</sup>

A **CAC certified member** is a listed company whose Checklist satisfies the CAC Certification's criteria and is approved by the CAC Council. The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. Note that the CAC does not certify the behaviour of the employees nor whether the companies have engaged in bribery, and Certification is good for three years.

Companies deciding to become a CAC certified member **start with** by submitting a Declaration of Intent signed by the Chairman of the Board to kick off the 18-month deadline for companies to submit the CAC Checklist for Certification. The 18-month provision is for risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.

The checklist document will be reviewed by the CAC Certification Committee for adequate information and evidence. It is worth noting that the committee consists of nine professionals in business law, corporate governance, internal audit, financial audit and experienced representatives from certified members.

A passed Checklist will move on to the **CAC Council** for granting certification approvals. The CAC Council consists of twelve prominent individuals who are highly respected in professionalism and ethical achievements. Among them are former ministers, a former central bank governor, the former head of the Thai Listed Companies Association, Chairman of Anti-Corruption Organizations (Thailand), Chairman of Thai Institute of Directors, and reputable academic scholars.

### Sustainability Investment (THSI)<sup>4</sup> by the Stock Exchange of Thailand (SET)

Thailand Sustainability Investment (**THSI**) quantifies responsibility in **E**nvironmental, and **S**ocial issues, by managing business with transparency in **G**overnance. The THSI serves as another choice for investors who desire to adopt a responsible investment approach, according to the SET.

Annually, the SET will announce the voluntary participation of the company candidates which pass the preemptive criteria, and whose two key crucial conditions are met, i.e. no irregular trading of the board members and executives and a free float of >150 by the number of shareholders, and combined holding must >15% of paid-up capital. Some key disqualifying criteria include a CG score of below 70%; independent directors and free float violation; executives' wrongdoing related to CG, social and environmental impacts, equity in negative territory, and earnings in the red for more than three years in the last five years. To become eligible for THSI, the candidate must pass three indicators in data declaration: **E**conomic (CG, risk management, customer relation management, supply chain management, and innovation); **E**nvironmental (environmental management, eco-efficiency, and climate risk); **S**ocial (human rights, talent attraction, operational health & safety, community development, and stakeholder engagement); and the incorporation of ESG in business operations.

To be approved for THSI inclusion, verified data must be scored at a 50% minimum for each indicator, unless the company is a part of the Dow Jones Sustainability Indices<sup>5</sup> (DJSI) during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality.

Note that, from the **THSI list**, the SET further developed a sustainability **SETTHSI Index** in June 2018 from selected THSI companies whose 1) market capitalisation > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.

Sources: [SEC](#); [Thai IOD](#); [Thai CAC](#); [SET](#); FSSIA's compilation

#### Disclaimer:

<sup>1</sup> Thai Institute of Directors Association ([Thai IOD](#)) was established in December 1999 and is a membership organisation that strives to promote professionalism in directorship. The Thai IOD offers directors certification and professional development courses, provides a variety of seminars, forums and networking events, and conducts research on board governance issues and practices. Membership comprises board members from companies ranging from large publicly listed companies to small private firms.

<sup>2</sup> Thai Investors Association ([TIA](#)) was established in 1983 with a mission to promote investment knowledge and to protect the investment rights of Thai investors. In 2002, the association was appointed by the Securities and Exchange Commission (SEC) to represent individual shareholders. To obtain information for evaluation, the association recruits volunteer investors to join AGMs and score the meetings. Weightings for each meeting are at a 45:45:10 ratio. They have been applied since 2017 and subject to change.

<sup>3</sup> Thai Private Sector Collective Action against Corruption ([CAC](#)) was founded in 2010 and is 100% privately funded. It is an initiative by the Thai private sector to take part in tackling corruption problems via collective action. The CAC promotes the implementation of effective anti-corruption policies in order to create a transparent business ecosystem by developing a unique certification program for large/medium/small companies to apply for and to control corruption risk systematically and efficiently. The CAC's operations are sponsored by the US-based Center for Private Enterprise (CIPE) and the UK Prosperity Fund.

<sup>4</sup> Sustainability Investment List ([THSI](#)), created by the Stock Exchange of Thailand in 2015, comprises the listed companies that conduct sustainable business operations.

<sup>5</sup> Dow Jones Sustainability Indices – [Wikipedia](#) – Launched in 1999, DJSI evaluates the sustainability performance of companies based on corporate economic, environmental, and social performance.

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

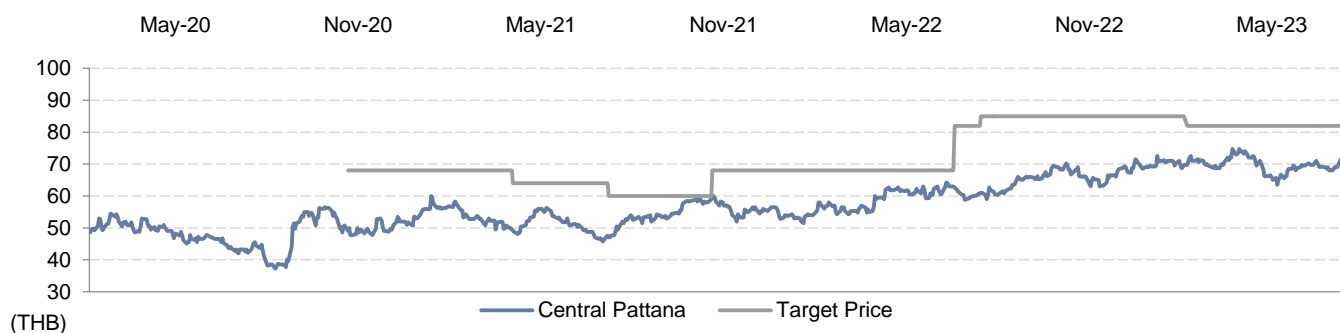
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s)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

This report has been prepared by FSS International Investment Advisory Company Limited (FSSIA). The information herein has been obtained from sources believed to be reliable and accurate; however FSS makes no representation as to the accuracy and completeness of such information. Information and opinions expressed herein are subject to change without notice. FSS has no intention to solicit investors to buy or sell any security in this report. In addition, FSS does not guarantee returns nor price of the securities described in the report nor accept any liability for any loss or damage of any kind arising out of the use of such information or opinions in this report. Investors should study this report carefully in making investment decisions. All rights are reserved.

This report may not be reproduced, distributed or published by any person in any manner for any purpose without permission of FSSIA. Investment in securities has risks. Investors are advised to consider carefully before making investment decisions.

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

#### Central Pattana (CPN TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
25-Dec-2020	BUY	68.00	08-Nov-2021	BUY	68.00	23-Dec-2022	BUY	82.00
19-May-2021	BUY	64.00	06-Jun-2022	BUY	82.00			
10-Aug-2021	BUY	60.00	29-Jun-2022	BUY	85.00			

Jitra Amornthum started covering this stock from 23-Dec-2022

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Central Pattana	CPN TB	THB 70.00	BUY	Key downside risks to our DCF-derived TP are deviations to our estimates on rental rate, occupancy rate, returns on its new investments, capex and interest rate.

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 15-May-2023 unless otherwise stated.



## RECOMMENDATION STRUCTURE

### Stock ratings

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

**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.