

CP ALL CPALL TB  
THAILAND / COMMERCE

BUY

UNCHANGED

## สัญญาณฟื้นตัวเป็นบวก

- กำไรปกติ 1Q23 อยู่ที่ 4.1 พัน ลบ. (+40% q-q, +17% y-y) สูงกว่าที่เรคาด 13% จากค่าใช้จ่ายการขายและบริหารที่ต่ำกว่าคาด
- เรคาดกำไร 2Q23 จะโตต่อเนื่อง y-y จาก 1) การเติบโตของยอดขายจากสาขาเดิม (SSSG) ที่มีแนวโน้มว่าจะสูงถึง 7-9% y-y; และ 2) ต้นทุนค่าไฟฟ้าที่ลดลง
- เรคาดแนะนำซื้อที่ราคาเป้าหมาย 72 บาท (DCF)

TARGET PRICE	THB72.00
CLOSE	THB62.50
UP/DOWNSIDE	+15.2%
PRIOR TP	THB72.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-3.3%

## KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	829,099	912,204	989,875	1,078,122
Net profit	13,272	17,238	20,257	23,764
EPS (THB)	1.48	1.92	2.25	2.65
vs Consensus (%)	-	(1.7)	(7.8)	(3.8)
EBITDA	49,129	53,170	59,442	65,544
Core net profit	13,281	17,238	20,257	23,764
Core EPS (THB)	1.48	1.92	2.25	2.65
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	13.5	29.8	17.5	17.3
Core P/E (x)	42.3	32.6	27.7	23.6
Dividend yield (%)	1.2	1.5	1.8	2.1
EV/EBITDA (x)	23.1	21.7	19.3	17.4
Price/book (x)	6.2	5.6	5.1	4.6
Net debt/Equity (%)	129.2	127.9	117.8	106.5
ROE (%)	13.0	16.4	17.7	18.9

## กำไรปกติ 1Q23 โตดีทั้ง q-q และ y-y

CPALL รายงานกำไรสุทธิ 1Q23 ที่ 4.1 พัน ลบ. (+31% q-q, +19% y-y) ถ้าหักกำไรจากอัตราแลกเปลี่ยนและค่าธรรมเนียมล่วงหน้าของ MAKRO กำไรปกติจะอยู่ใกล้เคียงเดิมที่ 4.1 พัน ลบ. (+40% q-q, +17% y-y) สูงกว่าที่เรคาด 13% จากค่าใช้จ่ายการขายและบริหารที่ต่ำกว่าคาดใน 1Q23 ยอดขายปลีกอยู่ที่ 216 พัน ลบ. (-1% q-q, +11% y-y) ส่วนมากมาจาก SSSG ที่ 8% และสาขาใหม่ที่เพิ่มขึ้น 209 สาขา นอกจากนี้ตัวเลขผู้เข้าร้านก็ขึ้นดังจะเห็นได้จากตัวเลขลูกค้าสาขาวันใหม่ที่เพิ่มขึ้น 8% y-y และยอดขายรายวันเฉลี่ย/สาขาที่ติดกลับเป็น 95% ของระดับก่อนโควิด

## บริหารสัดส่วนค่าใช้จ่ายการขายและบริหารได้ดี ต่ำกว่าที่เรคาด 20bps

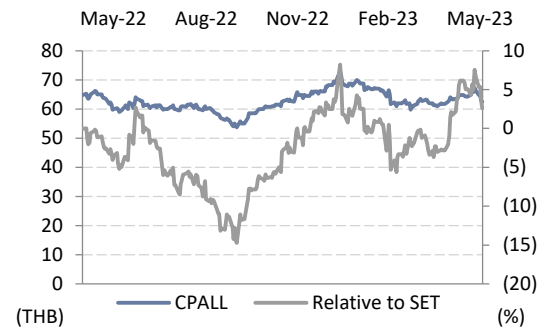
ใน 1Q23 อัตรากำไรขั้นต้นอยู่ในเกณฑ์ที่ 21.7% (+14bps q-q, +22bps y-y) ส่วนมากเกิดจากการปรับราคาสินค้าและการลดต้นทุนวัตถุดิบสำหรับสินค้าอาหารรวมถึงสัดส่วนยอดขายผลิตภัณฑ์ของใช้ส่วนตัวที่เพิ่มขึ้น สัดส่วนค่าใช้จ่ายการขายและบริหารต่อยอดขายอยู่ที่ 20% ลดลง 29bps q-q ส่วนมากจากค่าใช้จ่ายในต้นทุนบุคลากร แต่เพิ่มขึ้น 30bps y-y จากต้นทุนค่าสาธารณูปโภค ค่าใช้จ่ายส่งเสริมการขายและการขยายสาขา ตัวเลขดังกล่าวดีกว่าที่เรคาดไว้ที่ 20.2%

## แนวโน้ม 2Q23 และ 2H23 เป็นบวก

ใน 1Q23 กำไรปกติคิดเป็น 24% ของประมาณการกำไรปกติปี 2023 ของเรา เรคาดประมาณการเติบโตของเรา นอกจากนี้เรายังมีมุมมองเชิงบวกในไตรมาส 2Q23 จากการบริโภคและการท่องเที่ยวที่ฟื้นตัวซึ่งอาจช่วยรักษาแนวโน้ม SSSG ที่สูงถึง 7-9% y-y นอกจากนี้ต้นทุนค่าไฟฟ้าน่าจะลดลงในเดือน พ.ค. - ส.ค. ซึ่งอาจช่วยให้ค่าใช้จ่ายการขายและบริหารลดลง ในช่วง 2H23 CPALL น่าจะได้ประโยชน์จากการปรับโครงสร้างหนี้ของ Lotus's สุัฒตราดอกเบี้ยที่ลดลง นอกจากนี้บริษัท ยังตั้งเป้าเปิดร้านสะดวกซื้อ 700 ร้านในปีนี้ การขยายธุรกิจในด้านต่างประเทศยังเป็นไปตามแผนโดยได้เปิดไปแล้ว 54 สาขาในกัมพูชา (จากแผนเปิด 100 สาขาในปีนี้) และบริษัท คาดว่าจะเปิดสาขาแรกในลาวได้ภายในปีนี้

## คงแนะนำซื้อที่ราคาเป้าหมาย 72 บาท

เรคาดแนะนำซื้อที่ราคาเป้าหมาย 72 บาท (DCF) ปัจจุบัน CPALL มีการซื้อขายที่ 32.6x ของค่า 2023E P/E ต่ำกว่าค่าเฉลี่ย 5 ปีย้อนหลังที่ 38.1x ในระยะสั้นหุ้นอาจมีปัจจัยบวกประกอบด้วย 1) SSSG ใน 2Q23 ซึ่งน่าจะรักษาแนวโน้มการเติบโตได้ในระดับสูงถึง 7-9% y-y; 2) ต้นทุนค่าไฟฟ้าที่ลดลงในเดือน พ.ค. - ส.ค.; และ 3) ประโยชน์จากการปรับโครงสร้างหนี้ของ Lotus's สุัฒตราดอกเบี้ยที่ลดลงในช่วง 2H23.



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(0.8)	(5.7)	(2.7)
Relative to country (%)	2.7	2.1	2.3
Mkt cap (USD m)	16,345		
3m avg. daily turnover (USD m)	52.5		
Free float (%)	58		
Major shareholder	CP Group (35%)		
12m high/low (THB)	73.75/52.75		
Issued shares (m)	8,983.10		

Sources: Bloomberg consensus; FSSIA estimates



Jitra Amornthum

jitra.a@fssia.com  
+66 2646 9966

Thada Jirachoenying

thada.j@fssia.com  
+66 2646 9964

## Investment thesis

The largest convenience store (CVS) operator in Thailand has shown resilience amid change. After the consolidation of Siam Makro (MAKRO TB, BUY, TP THB46), CPALL now operates three business units: convenience stores (7-Eleven), wholesale (MAKRO), and retail (Lotus's). Our research found that SSSG for CVS strongly correlates with Thai private consumption. In terms of CVS expansion, we believe CPALL can achieve its target of adding 700 stores this year.

We have a positive outlook on CPALL's profitability based on the CVS focus on high-margin, ready-to-eat products and high-margin, non-food products. We expect it to maintain its current CVS GPM of 27-28%.

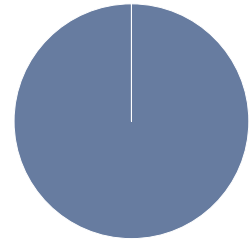
## Company profile

CP All is the market leader in the CVS segment, with a 64% market share in terms of store numbers. As of end-2022, it operated 13,838 stores. It currently owns 59.9% of Siam Makro (MAKRO TB).

[www.cpall.co.th](http://www.cpall.co.th)

## Principal activities (revenue, 2022)

■ Sales - 100.0 %

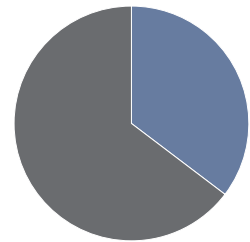


Source: CP All

## Major shareholders

■ CP Group - 35.3 %

■ Others - 64.7 %



Source: CP All

## Catalysts

Potential catalysts for CPALL are 1) the recovery of private consumption and tourism; 2) lower electricity costs; 3) El Niño-driven weather patterns which could draw traffic into 7-Eleven stores and boost the sales portion of high-margin beverages; 4) the general election; and 5) Lotus's debt restructuring.

## Risks to our call

The key downside risks to our DCF-derived TP are: 1) a lower-than-expected impact from SSSG at its convenience store business; 2) lower-than-expected performance from MAKRO; and 3) a slower recovery in tourist arrival numbers and private consumption.

## Event calendar

Date	Event
July 2023	2Q23 results announcement

## Key assumptions

	2023E	2024E	2025E
	(%)	(%)	(%)
SSSG	8.0	5.0	5.0
New stores growth	5.1	4.8	4.6
GPM	21.7	21.8	21.9
SG&A to sales	20.0	20.0	19.9

Source: FSSIA estimates

## Earnings sensitivity

- For every 1% increase in SSSG, we estimate 2023 EPS to rise 1.3%, and vice versa, all else being equal.
- For every 0.1% increase in GPM, we estimate 2023 EPS to rise 3.2%, and vice versa, all else being equal.
- For every 0.1% increase in SG&A to sales, we estimate 2023 EPS to fall 3.4%, and vice versa, all else being equal.

Source: FSSIA estimates

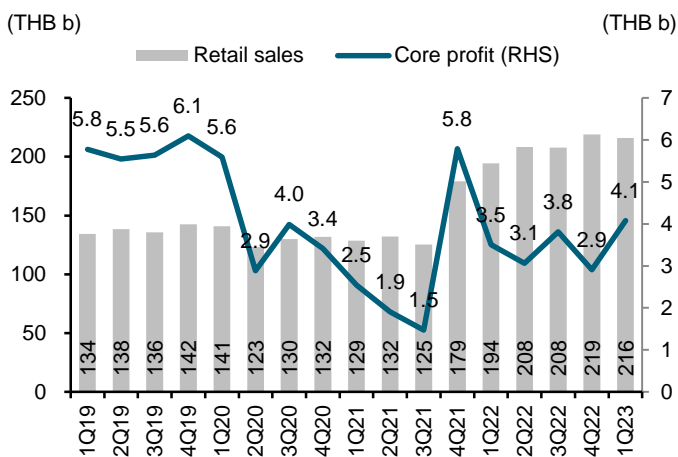
## 1Q23 earnings results

### Exhibit 1: 1Q23 earnings results

	1Q22	2Q22	3Q22	4Q22	1Q23	Change		2023E	Change
Year to Dec 31	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(y-y%)
Retail sales	194,409	208,210	207,617	218,863	215,895	(1)	11	912,204	10
COGS	(152,587)	(164,470)	(162,429)	(171,615)	(168,983)	(2)	11	(714,451)	10
Gross profit	41,822	43,741	45,188	47,248	46,913	(1)	12	197,753	11
Other income	5,322	5,445	6,191	6,548	6,125	(6)	15	26,885	16
Operating costs	(38,295)	(40,804)	(41,916)	(44,398)	(43,178)	(3)	13	(182,510)	10
Operating profit	8,850	8,381	9,463	9,397	9,859	5	11	42,128	18
Interest expense	(3,825)	(3,977)	(4,283)	(4,747)	(4,408)	(7)	15	(16,354)	(3)
Profit before tax	5,025	4,404	5,180	4,651	5,451	17	8	26,005	35
Tax	(946)	(933)	(987)	(996)	(1,043)	5	10	(5,201)	35
Equity income	224	202	230	175	193	10	(14)	918	10
Minority interests	(801)	(611)	(614)	(923)	(831)	(10)	4	(4,484)	52
Non-recurring items	(49)	(59)	(133)	231	352	53	(824)	0	(100)
Reported net profit	3,453	3,004	3,677	3,138	4,123	31	19	17,238	30
Recurring net profit	3,502	3,063	3,810	2,907	4,080	40	17	17,238	30
<b>Key ratios (%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(ppt)</b>
Gross margin - overall	21.5	21.0	21.8	21.6	21.7	0.1	0.2	21.7	0.2
Gross margin - CVS	27.1	27.0	27.6	27.6	27.9	0.3	0.8	27.8	0.4
Operating margin	4.6	4.0	4.6	4.3	4.6	0.3	0.0	4.6	0.3
Recurring net margin	1.8	1.5	1.8	1.3	1.9	0.6	0.1	1.9	0.3
SG&A / Sales	19.7	19.6	20.2	20.3	20.0	(0.3)	0.3	20.0	0.1
<b>Operating statistics</b>						<b>(q-q%)</b>	<b>(y-y%)</b>		<b>(y-y%)</b>
Expansion (no.)	119	180	227	178	209	17	76	700	(1)
Outstanding stores (no.)	13,253	13,433	13,660	13,838	14,047	2	6	14,538	5
SSSG CVS (%)	13.0	14.2	22.1	14.5	8.0	(7)	(5)	8.0	(7.9)
Average daily sales/store (THB)	73,460	77,684	76,612	76,659	78,735	3	7		
Spending/ticket (THB)	84	84	82	84	84	0	0		
Customers/store/day (no.)	871	918	928	916	941	3	8		

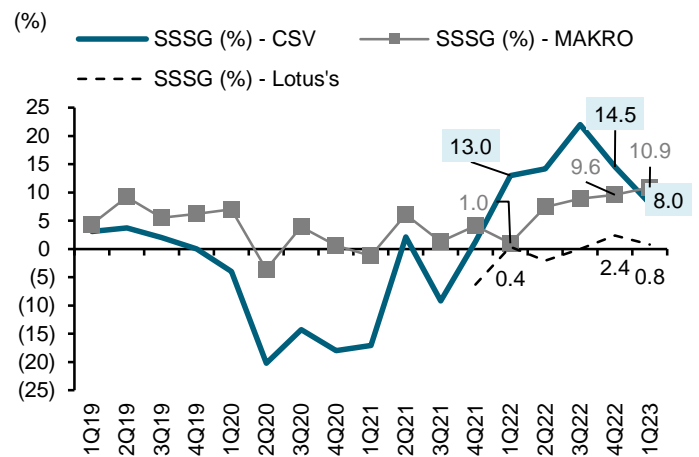
Sources: CPALL; FSSIA estimates

### Exhibit 2: CPALL's performance by quarter



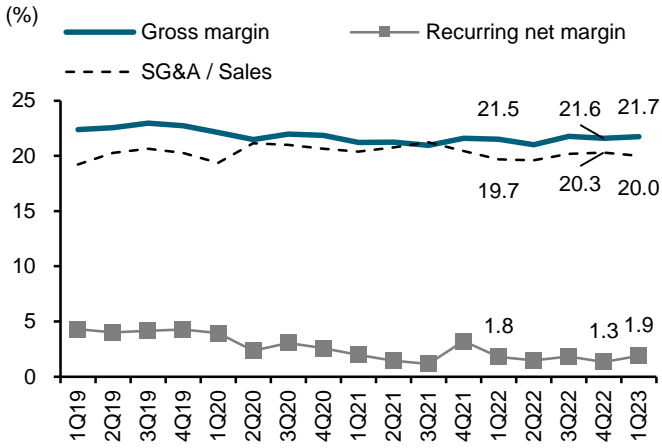
Sources: CPALL; FSSIA's compilation

### Exhibit 3: CPALL's SSSG breakdown by business unit



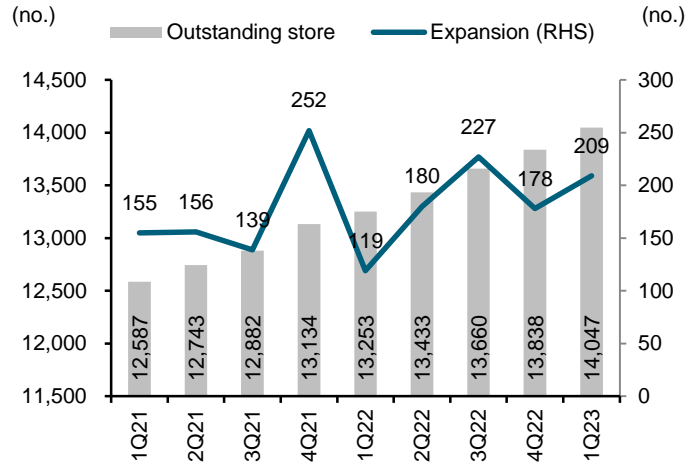
Sources: CPALL; FSSIA's compilation

**Exhibit 4: CPALL's profitability (overall)**



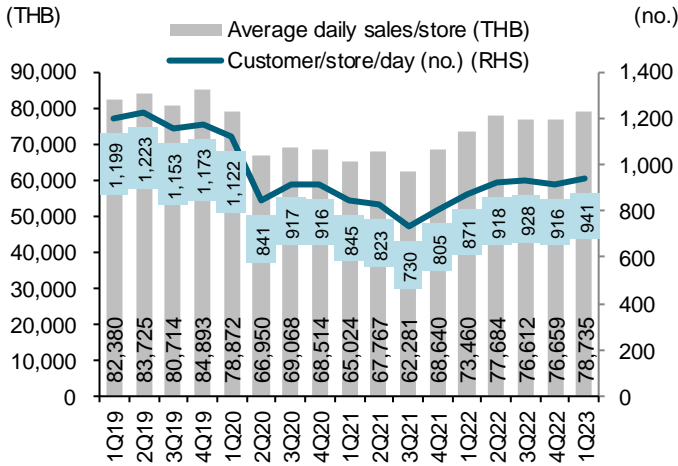
Sources: CPALL; FSSIA's compilation

**Exhibit 5: CPALL's convenience stores**



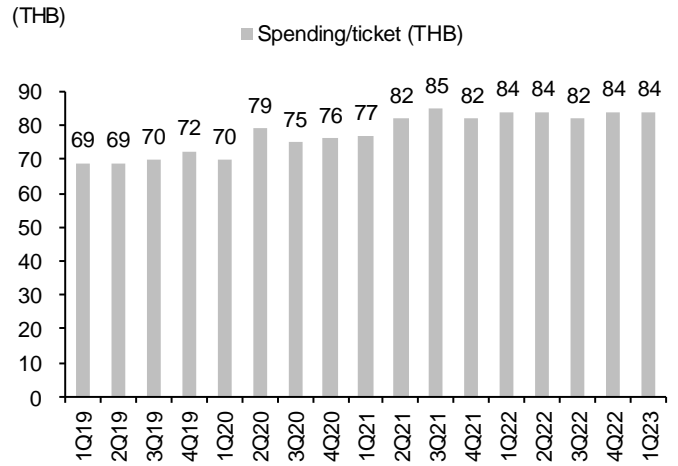
Sources: CPALL; FSSIA's compilation

**Exhibit 6: Store performance and traffic**



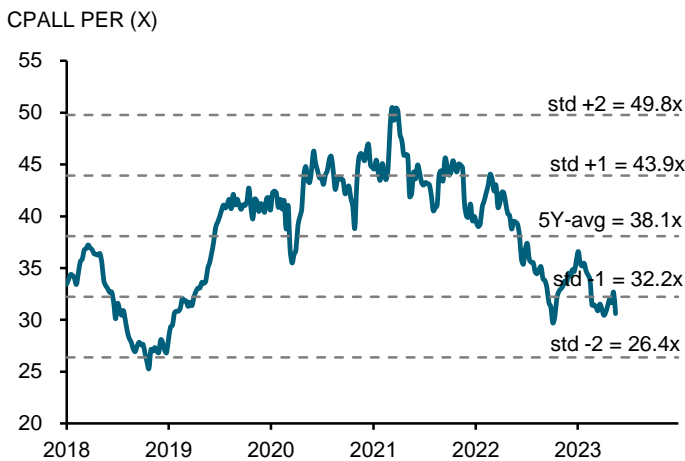
Sources: CPALL; FSSIA's compilation

**Exhibit 7: Spending per ticket**



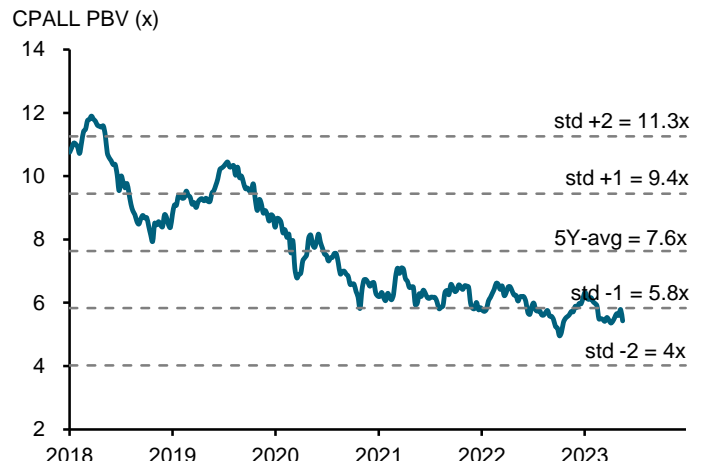
Sources: CPALL; FSSIA's compilation

**Exhibit 8: Rolling one-year forward P/E band**



Sources: Bloomberg; FSSIA estimates

**Exhibit 9: Rolling one-year forward P/BV band**



Sources: Bloomberg; FSSIA estimates

## Financial Statements

CP All

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	565,060	829,099	912,204	989,875	1,078,122
Cost of goods sold	(420,285)	(614,555)	(676,525)	(732,885)	(798,261)
<b>Gross profit</b>	<b>144,775</b>	<b>214,543</b>	<b>235,680</b>	<b>256,990</b>	<b>279,860</b>
Other operating income	0	0	0	0	0
Operating costs	(116,867)	(165,414)	(182,510)	(197,548)	(214,316)
<b>Operating EBITDA</b>	<b>27,908</b>	<b>49,129</b>	<b>53,170</b>	<b>59,442</b>	<b>65,544</b>
Depreciation	(24,486)	(36,544)	(37,926)	(40,744)	(43,356)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>3,422</b>	<b>12,585</b>	<b>15,243</b>	<b>18,698</b>	<b>22,188</b>
Net financing costs	(12,514)	(16,549)	(16,123)	(15,860)	(15,526)
Associates	(226)	831	918	964	1,012
Recurring non-operating income	20,389	24,055	27,803	29,091	30,833
Non-recurring items	1,280	(9)	0	0	0
<b>Profit before tax</b>	<b>12,577</b>	<b>20,082</b>	<b>26,923</b>	<b>31,928</b>	<b>37,495</b>
Tax	(525)	(3,861)	(5,201)	(6,193)	(7,297)
<b>Profit after tax</b>	<b>12,052</b>	<b>16,221</b>	<b>21,722</b>	<b>25,736</b>	<b>30,199</b>
Minority interests	933	(2,949)	(4,484)	(5,479)	(6,435)
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
<b>Reported net profit</b>	<b>12,985</b>	<b>13,272</b>	<b>17,238</b>	<b>20,257</b>	<b>23,764</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>(1,280)</b>	<b>9</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>11,706</b>	<b>13,281</b>	<b>17,238</b>	<b>20,257</b>	<b>23,764</b>
<b>Per share (THB)</b>					
Recurring EPS *	1.30	1.48	1.92	2.25	2.65
Reported EPS	1.45	1.48	1.92	2.25	2.65
DPS	0.60	0.75	0.93	1.10	1.30
Diluted shares (used to calculate per share data)	8,983	8,983	8,983	8,983	8,983
<b>Growth</b>					
Revenue (%)	7.4	46.7	10.0	8.5	8.9
Operating EBITDA (%)	0.4	76.0	8.2	11.8	10.3
Operating EBIT (%)	(52.1)	267.8	21.1	22.7	18.7
Recurring EPS (%)	(26.3)	13.5	29.8	17.5	17.3
Reported EPS (%)	(19.4)	2.2	29.9	17.5	17.3
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	21.3	21.5	21.7	21.8	21.9
Gross margin of key business (%)	21.3	21.5	21.7	21.8	21.9
Operating EBITDA margin (%)	4.9	5.9	5.8	6.0	6.1
Operating EBIT margin (%)	0.6	1.5	1.7	1.9	2.1
Net margin (%)	2.1	1.6	1.9	2.0	2.2
Effective tax rate (%)	4.6	20.0	20.0	20.0	20.0
Dividend payout on recurring profit (%)	46.0	50.7	48.7	48.9	49.0
Interest cover (X)	1.9	2.2	2.7	3.0	3.4
Inventory days	35.7	32.3	32.9	33.1	32.9
Debtor days	8.4	7.9	7.8	7.9	7.9
Creditor days	98.2	85.0	76.8	71.1	70.8
Operating ROIC (%)	3.2	7.4	8.3	9.5	11.4
ROIC (%)	4.2	4.2	4.8	5.2	5.8
ROE (%)	11.7	13.0	16.4	17.7	18.9
ROA (%)	3.1	3.2	3.8	4.2	4.5
* Pre-exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Sales	565,060	829,099	912,204	989,875	1,078,122

Sources: CP All; FSSIA estimates

## Financial Statements

CP All

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	11,706	13,281	17,238	20,257	23,764
Depreciation	24,486	36,544	37,926	40,744	43,356
Associates & minorities	(707)	2,118	3,566	4,515	5,423
Other non-cash items	-	-	-	-	-
Change in working capital	24,046	(180)	(18,193)	4,315	5,441
<b>Cash flow from operations</b>	<b>59,531</b>	<b>51,763</b>	<b>40,538</b>	<b>69,831</b>	<b>77,984</b>
Capex - maintenance	0	0	0	0	0
Capex - new investment	(115,821)	(38,421)	(42,348)	(44,589)	(46,651)
Net acquisitions & disposals	71,299	(633)	(213)	(178)	(141)
Other investments (net)	(297,198)	(3,773)	(2,987)	(3,089)	(3,201)
<b>Cash flow from investing</b>	<b>(341,720)</b>	<b>(42,827)</b>	<b>(45,548)</b>	<b>(47,856)</b>	<b>(49,993)</b>
Dividends paid	(5,390)	(6,737)	(8,389)	(9,898)	(11,652)
Equity finance	174,772	(12,001)	0	0	0
Debt finance	169,315	(15,440)	(37,212)	1,927	(10,696)
Other financing cash flows	0	0	0	0	0
<b>Cash flow from financing</b>	<b>338,697</b>	<b>(34,179)</b>	<b>(45,601)</b>	<b>(7,972)</b>	<b>(22,348)</b>
Non-recurring cash flows	0	0	0	0	0
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>56,508</b>	<b>(25,243)</b>	<b>(50,612)</b>	<b>14,003</b>	<b>5,643</b>
Free cash flow to firm (FCFF)	(269,546.20)	25,767.66	11,343.29	38,113.01	43,892.47
Free cash flow to equity (FCFE)	(112,874.06)	(6,504.42)	(42,222.32)	23,901.10	17,294.79

### Per share (THB)

FCFF per share	(30.01)	2.87	1.26	4.24	4.89
FCFE per share	(12.57)	(0.72)	(4.70)	2.66	1.93
Recurring cash flow per share	3.95	5.78	6.54	7.29	8.08

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	292,181	307,562	348,042	390,670	435,261
Less: Accumulated depreciation	(80,648)	(94,152)	(130,210)	(168,993)	(210,289)
<b>Tangible fixed assets (net)</b>	<b>211,533</b>	<b>213,410</b>	<b>217,832</b>	<b>221,677</b>	<b>224,972</b>
<b>Intangible fixed assets (net)</b>	<b>360,641</b>	<b>360,641</b>	<b>360,641</b>	<b>360,641</b>	<b>360,641</b>
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	14,838	15,957	17,088	18,231	19,384
Cash & equivalents	97,134	71,891	21,279	35,282	40,925
A/C receivable	17,085	18,633	20,500	22,246	24,229
Inventories	50,535	58,183	63,844	69,132	74,747
Other current assets	1,019	249	274	297	324
<b>Current assets</b>	<b>165,773</b>	<b>148,955</b>	<b>105,898</b>	<b>126,958</b>	<b>140,225</b>
Other assets	179,107	185,097	191,662	198,555	205,793
<b>Total assets</b>	<b>931,893</b>	<b>924,061</b>	<b>893,121</b>	<b>926,062</b>	<b>951,015</b>
Common equity	104,134	100,724	109,573	119,932	132,044
Minorities etc.	188,673	189,577	194,061	199,540	205,975
<b>Total shareholders' equity</b>	<b>292,807</b>	<b>290,301</b>	<b>303,634</b>	<b>319,472</b>	<b>338,019</b>
Long term debt	390,277	393,871	297,053	391,130	352,043
Other long-term liabilities	33,921	32,446	35,698	38,737	42,191
<b>Long-term liabilities</b>	<b>424,197</b>	<b>426,317</b>	<b>332,751</b>	<b>429,867</b>	<b>394,234</b>
A/C payable	138,666	147,682	137,018	148,367	161,406
Short term debt	72,000	52,965	112,571	20,421	48,812
Other current liabilities	4,222	6,796	7,146	7,934	8,544
<b>Current liabilities</b>	<b>214,888</b>	<b>207,443</b>	<b>256,735</b>	<b>176,723</b>	<b>218,762</b>
<b>Total liabilities and shareholders' equity</b>	<b>931,893</b>	<b>924,061</b>	<b>893,121</b>	<b>926,062</b>	<b>951,015</b>
Net working capital	(74,248)	(77,413)	(59,546)	(64,626)	(70,650)
Invested capital	691,871	697,693	727,678	734,478	740,140

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

### Per share (THB)

Book value per share	9.38	10.10	11.09	12.24	13.59
Tangible book value per share	(30.77)	(30.04)	(29.06)	(27.90)	(26.56)

### Financial strength

Net debt/equity (%)	124.7	129.2	127.9	117.8	106.5
Net debt/total assets (%)	39.2	40.6	43.5	40.6	37.8
Current ratio (x)	0.8	0.7	0.4	0.7	0.6
CF interest cover (x)	1.2	2.9	1.0	5.3	5.1

Valuation	2021	2022	2023E	2024E	2025E
<b>Recurring P/E (x) *</b>	<b>48.0</b>	<b>42.3</b>	<b>32.6</b>	<b>27.7</b>	<b>23.6</b>
<b>Recurring P/E @ target price (x) *</b>	<b>55.3</b>	<b>48.7</b>	<b>37.5</b>	<b>31.9</b>	<b>27.2</b>
Reported P/E (x)	43.2	42.3	32.6	27.7	23.6
Dividend yield (%)	1.0	1.2	1.5	1.8	2.1
Price/book (x)	6.7	6.2	5.6	5.1	4.6
Price/tangible book (x)	(2.0)	(2.1)	(2.2)	(2.2)	(2.4)
EV/EBITDA (x) **	40.7	23.1	21.7	19.3	17.4
EV/EBITDA @ target price (x) **	43.7	24.9	23.3	20.7	18.7
EV/invested capital (x)	1.6	1.6	1.6	1.6	1.5

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

Sources: CP All; 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 **Environmental**, and **Social** issues, by managing business with transparency in **Governance**. 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: **Economic** (CG, risk management, customer relation management, supply chain management, and innovation); **Environmental** (environmental management, eco-efficiency, and climate risk); **Social** (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

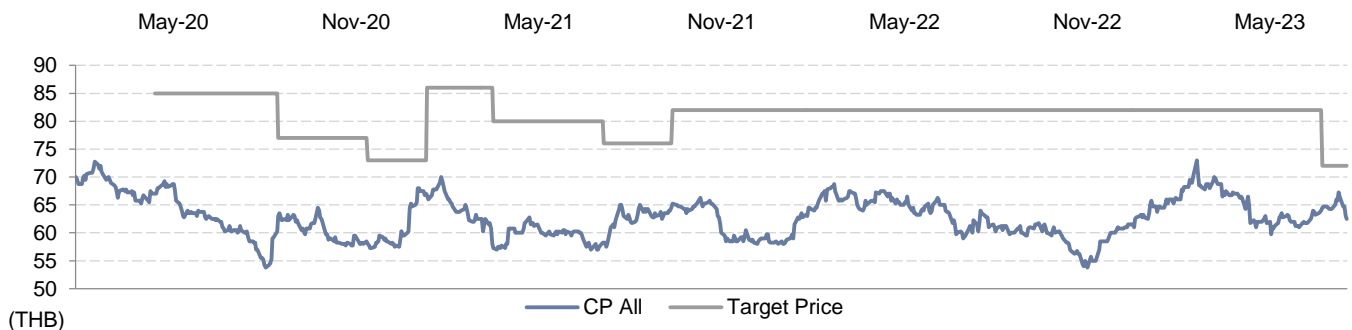
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) 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

#### CP All (CPALL TB)



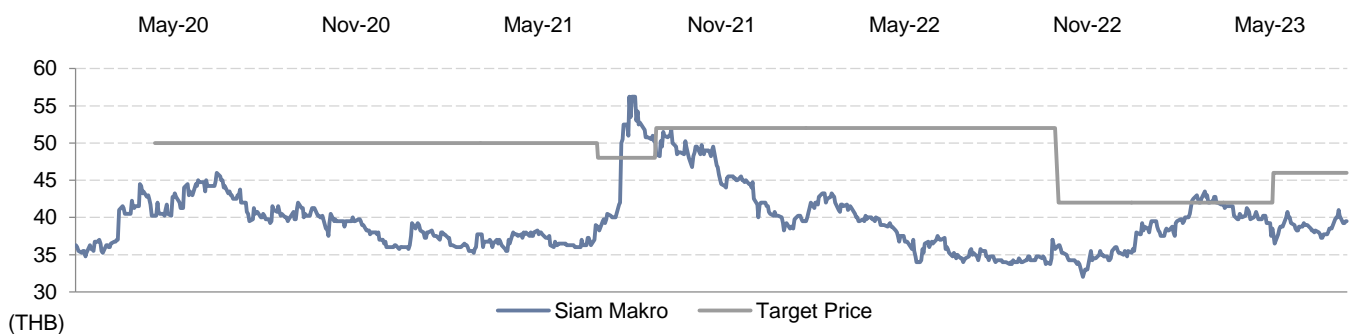
Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
24-Jul-2020	BUY	85.00	17-Mar-2021	BUY	86.00	14-Oct-2021	BUY	82.00
09-Nov-2020	BUY	77.00	13-May-2021	BUY	80.00	26-Apr-2023	BUY	72.00
25-Jan-2021	BUY	73.00	16-Aug-2021	BUY	76.00			

Jitra Amornthum started covering this stock from 26-Apr-2023

Price and TP are in local currency

Source: FSSIA estimates

#### Siam Makro (MAKRO TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
24-Jul-2020	BUY	50.00	30-Sep-2021	HOLD	52.00	09-Sep-2022	BUY	42.00
11-Aug-2021	BUY	48.00	22-Feb-2022	BUY	52.00	15-Mar-2023	BUY	46.00

Jitra Amornthum started covering this stock from 15-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates



Company	Ticker	Price	Rating	Valuation & Risks
CP All	CPALL TB	THB 62.50	BUY	The key downside risks to our DCF-derived TP are: 1) a lower-than-expected impact from SSSG at its convenience store business; 2) lower-than-expected performance from MAKRO; and 3) a slower recovery in tourist arrival numbers and private consumption.
Siam Makro	MAKRO TB	THB 39.50	BUY	The key downside risks to our DCF-based TP include: 1) lower-than-expected SSSG; 2) a lower-than-expected GPM improvement; and 3) operational losses from its overseas business.

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 18-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.