

HOME PRODUCT CENTER

THAILAND / COMMERCE

HMPRO TB

BUY

UNCHANGED

3Q23 results at first glance

TARGET PRICE	THB16.00
CLOSE	THB12.00
UP/DOWNSIDE	+33.3%
TP vs CONSENSUS	-3.4%

In-line 3Q23 profit

Highlights

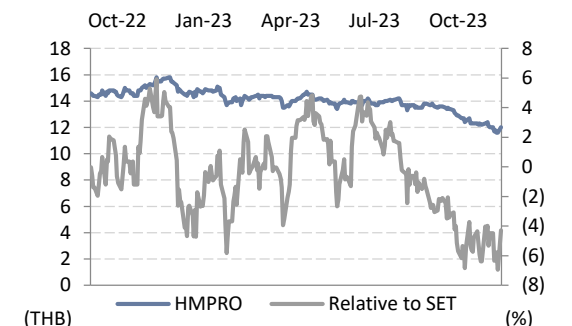
- HMPRO reported an in-line 3Q23 net profit of THB1.5b, close to our estimate and the consensus forecast. It was down by 5.4% q-q due to a low season from rain and was flat y-y.
- Revenue from sales amounted to THB16.4b, decreasing 7.9% q-q from seasonal factors and increasing by 3.2% y-y. Although SSSG turned negative at -3.6% (vs 2Q23 of +5% and 3Q22 of +18%), sales increased 3.2% y-y due to branch expansion, particularly MegaHome.
- The gross margin came in at 26.7% (vs 2Q23 of 26.3% and 3Q22 of 26.8%). It was up q-q since 2Q23 had a higher low-margin electrical appliance sales mix and was nearly flat y-y.
- The SG&A-to-sales ratio stood at 19.7%, up from 19.5% in 2Q23 due to seasonally softer sales and flat y-y.

Outlook

- HMPRO's 9M23 net profit equaled THB4.8b (+4.4% y-y), securing 73% of our full-year estimate. In 4Q23, we expect continued q-q and y-y growth due to a high season, a HomePro Expo in early December, which should help boost sales at the end of the year, and the plan to open one HomePro and three MegaHome.
- We expect gradual tourism-driven consumption and purchasing power recoveries. They would provide potential drivers for 2024. Also, HMPRO plans continued expansion of 6-8 branches, with about the same number of HomePro and MegaHome formats.
- We maintain our 2023-24E profit of THB6.5b (+5.6% y-y) and THB7.3b (+11% y-y), respectively. Also, we retain our BUY rating at our 2024 TP of THB16 (DCF), implying a 2024 P/E of 29x.

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	69,389	75,128	81,242	87,726
Net profit	6,219	6,564	7,268	7,860
EPS (THB)	0.47	0.50	0.55	0.60
vs Consensus (%)	-	(2.2)	(2.8)	(2.8)
EBITDA	11,244	11,971	13,148	14,284
Recurring net profit	6,219	6,564	7,268	7,860
Core EPS (THB)	0.47	0.50	0.55	0.60
EPS growth (%)	14.3	5.6	10.7	8.1
Core P/E (x)	25.4	24.0	21.7	20.1
Dividend yield (%)	3.2	3.3	3.7	4.0
EV/EBITDA (x)	14.9	14.1	13.0	12.0
Price/book (x)	6.5	6.2	5.9	5.5
Net debt/Equity (%)	40.8	44.0	46.8	49.8
ROE (%)	26.4	26.4	27.7	28.3



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(4.0)	(14.9)	(17.2)
Relative to country (%)	1.2	(5.1)	(4.6)
Mkt cap (USD m)	4,397		
3m avg. daily turnover (USD m)	8.9		
Free float (%)	42		
Major shareholder	Land & Houses (30%)		
12m high/low (THB)	15.90/11.40		
Issued shares (m)	13,151.12		

Sources: Bloomberg consensus; FSSIA estimates


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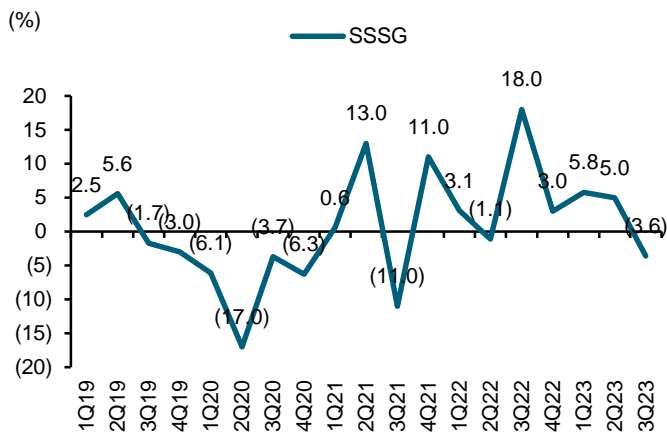
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Exhibit 1: 3Q23 results summary

YE Dec 31	3Q22	4Q22	1Q23	2Q23	3Q23	Change		9M23			2023E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(y-y%)	%23E	(THB m)	(y-y%)
Total revenue	16,941	18,468	18,252	18,903	17,491	(7.5)	3.2	54,645	7.3	73	75,128	8.3
Retail sales	15,897	17,115	17,223	17,789	16,390	(7.9)	3.1	51,403	7.1	73	70,656	8.6
Rental and service income	441	464	477	464	434	(6.3)	(1.5)	1,375	9.4	74	1,868	8.5
Other income	604	889	551	650	666	2.5	10.2	1,868	10.6	72	2,604	1.0
Gross profit	5,119	5,626	5,328	5,593	5,280	(5.6)	3.1	16,201	8.1	73	22,215	7.8
Operating costs	(3,130)	(3,493)	(3,192)	(3,466)	(3,237)	(6.6)	3.4	(9,895)	9.6	73	(13,648)	9.0
Operating profit	1,989	2,134	2,135	2,127	2,043	(4.0)	2.8	6,306	5.9	74	8,568	5.9
Other income (expense)	5	8	2	11	(1)	(106.1)	(113.7)	12	43.1	39	31	85.5
Interest expense	(123)	(130)	(133)	(130)	(138)	6.6	12.7	(402)	27.5	78	(514)	15.5
Profit before tax	1,871	2,016	2,004	2,008	1,904	(5.2)	1.8	5,916	4.8	73	8,085	5.6
Tax	(337)	(362)	(393)	(388)	(371)	(4.5)	10.3	(1,152)	6.8	76	(1,521)	5.6
Reported net profit	1,534	1,654	1,611	1,620	1,533	(5.4)	(0.1)	4,764	4.4	73	6,564	5.6
Recurring net profit	1,534	1,654	1,611	1,620	1,533	(5.4)	(0.1)	4,764	4.4	73	6,564	5.6
EPS (THB)	0.12	0.13	0.12	0.12	0.12	(5.4)	(0.1)	0.36	4.4	73	0.50	5.6
Recurring EPS (THB)	0.12	0.13	0.12	0.12	0.12	(5.4)	(0.1)	0.36	4.4	73	0.50	5.6
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(ppt)		(%)	(ppt)
Retail sales margin	26.8	26.1	26.1	26.3	26.7	0.4	(0.1)	26.4	0.2		26.2	0.5
Operating margin	12.5	12.5	12.4	12.0	12.5	0.5	(0.0)	12.3	(0.1)		12.1	(0.2)
Recurring net margin	9.1	9.0	8.8	8.6	8.8	0.2	(0.3)	8.7	(0.2)		8.7	0.2
SG&A / sales	19.7	20.4	18.5	19.5	19.7	0.3	0.1	19.2	0.4		19.3	(0.0)
Operating statistics												
SSSG (%)	18.0	3.0	5.8	5.0	(3.6)						5	
Number of stores (no.)	115	117	120	122	124						127	
Home Pro	86	87	87	86	87						88	
Home Pro S	6	5	5	5	5						5	
Mega Home	16	18	21	24	25						27	
Home Pro Malaysia	7	7	7	7	7						7	

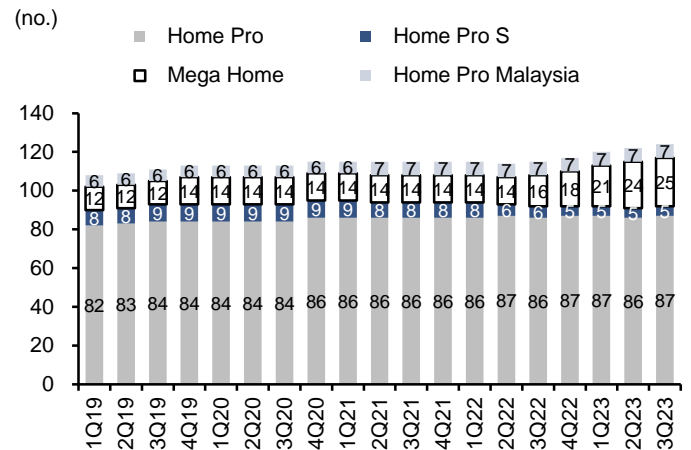
Sources: HMPRO; FSSIA estimates

Exhibit 2: Same-store sales growth



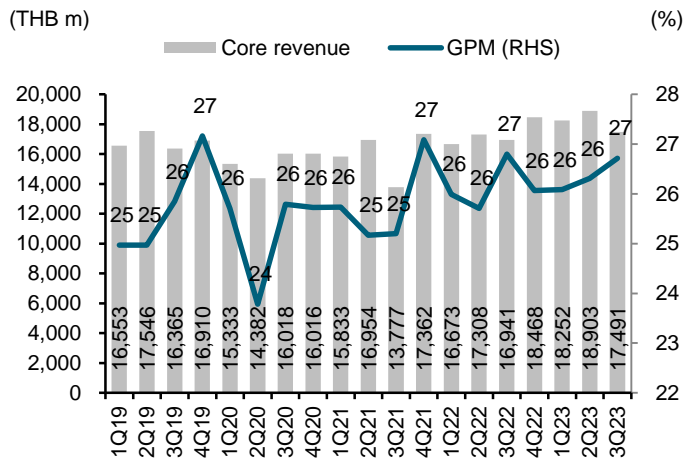
Source: HMPRO

Exhibit 3: Number of stores



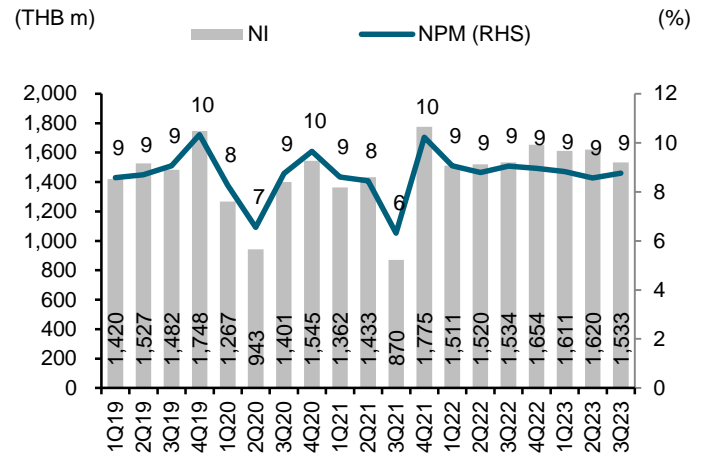
Source: HMPRO

Exhibit 4: Quarterly revenue and gross margin



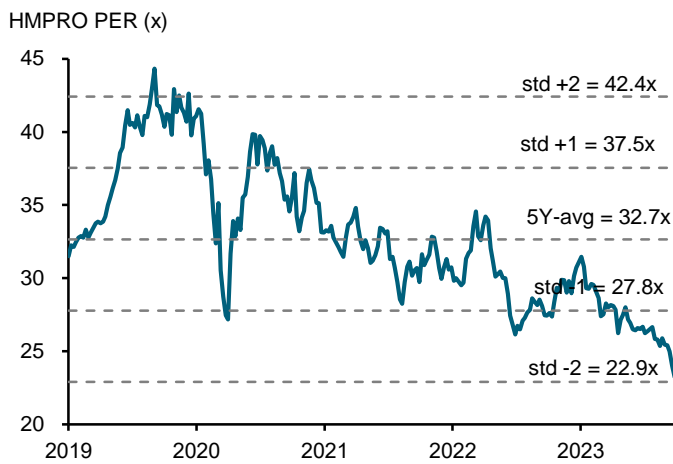
Source: HMPRO

Exhibit 5: Quarterly net profit and net margin



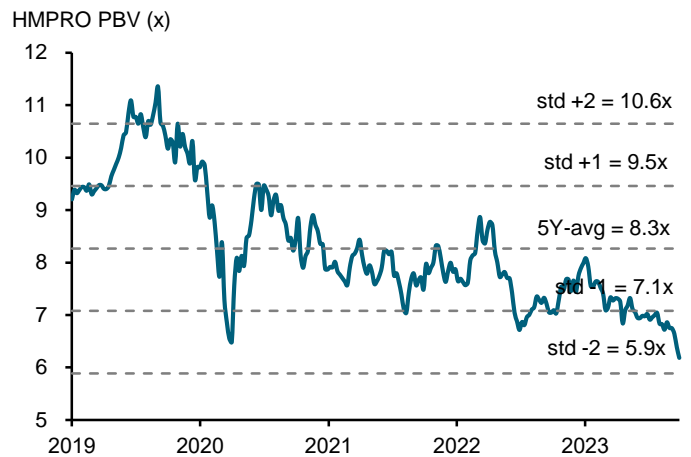
Source: HMPRO

Exhibit 6: Rolling one-year forward P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 7: Rolling one-year forward P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 8: Commerce peers as of 30 October 2023

Company	BBG	Rec	Share price			Market Cap	PE		ROE		PBV		EV/EBITDA	
			Current	Target	Upside		23E	24E	23E	24E	23E	24E	23E	24E
			(LCY)	(LCY)	(%)		(USD m)	(x)	(x)	(%)	(%)	(x)	(x)	(x)
Consumer Staple														
CP All	CPALL TB	BUY	56.00	77.00	38	14,017	30.7	25.9	15.6	17.0	5.1	4.6	21.6	19.2
CP Extra	CPAXT TB	BUY	28.50	38.00	33	8,402	33.8	27.1	3.1	3.8	1.0	1.0	10.7	9.9
Berli Jucker*	BJC TB	n/a	27.50	n/a	n/a	3,116	19.5	16.9	4.6	5.3	0.9	0.9	13.1	12.5
Consumer Staple average						25,535	28.0	23.3	7.8	8.7	2.3	2.2	15.1	13.9
Consumer Discretionary														
Com7	COM7 TB	BUY	27.25	38.70	42	1,811	18.9	16.2	44.8	45.6	8.0	6.9	13.6	11.6
Central Retail Corp*	CRC TB	n/a	38.25	n/a	n/a	6,154	26.8	21.8	12.9	14.2	3.3	2.9	11.1	10.1
Home Improvement														
Index Living Mall	ILM TB	BUY	22.60	26.70	18	318	16.4	14.8	12.0	12.7	1.9	1.8	7.9	7.1
Home Product Center	HMPRO TB	BUY	12.00	16.00	33	4,397	24.0	21.7	26.4	27.7	6.2	5.9	14.1	13.0
Siam Global House	GLOBAL TB	BUY	15.70	20.50	31	2,188	26.9	23.6	12.8	13.4	3.3	3.0	20.5	18.3
Dohome	DOHOME TB	BUY	11.30	13.00	15	973	58.7	31.4	4.9	8.5	2.8	2.6	25.6	18.8
Home Improvement avg.						7,876	31.5	22.9	14.0	15.6	3.6	3.3	17.0	14.3
Consumer Discretionary avg.						15,841	28.6	21.6	19.0	20.4	4.2	3.9	15.5	13.1
Total average						41,375	28.4	22.2	15.2	16.5	3.6	3.3	15.4	13.4

Sources: *Bloomberg; FSSIA estimates

Financial Statements

Home Product Center

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	63,926	69,389	75,128	81,242	87,726
Cost of goods sold	(45,534)	(48,783)	(52,912)	(57,189)	(61,710)
Gross profit	18,392	20,607	22,215	24,053	26,016
Other operating income	-	-	-	-	-
Operating costs	(11,326)	(12,519)	(13,648)	(14,646)	(15,844)
Operating EBITDA	10,274	11,244	11,971	13,148	14,284
Depreciation	(3,208)	(3,156)	(3,404)	(3,741)	(4,113)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	7,066	8,088	8,568	9,407	10,172
Net financing costs	(408)	(428)	(482)	(455)	(491)
Associates	0	0	0	0	0
Recurring non-operating income	(23)	0	0	0	0
Non-recurring items	0	0	0	0	0
Profit before tax	6,634	7,660	8,085	8,952	9,681
Tax	(1,194)	(1,441)	(1,521)	(1,684)	(1,821)
Profit after tax	5,441	6,219	6,564	7,268	7,860
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	5,441	6,219	6,564	7,268	7,860
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	5,441	6,219	6,564	7,268	7,860
Per share (THB)					
Recurring EPS *	0.41	0.47	0.50	0.55	0.60
Reported EPS	0.41	0.47	0.50	0.55	0.60
DPS	0.32	0.38	0.40	0.44	0.48
Diluted shares (used to calculate per share data)	13,151	13,151	13,151	13,151	13,151
Growth					
Revenue (%)	3.5	8.5	8.3	8.1	8.0
Operating EBITDA (%)	4.6	9.4	6.5	9.8	8.6
Operating EBIT (%)	6.4	14.5	5.9	9.8	8.1
Recurring EPS (%)	5.5	14.3	5.6	10.7	8.1
Reported EPS (%)	5.5	14.3	5.6	10.7	8.1
Operating performance					
Gross margin inc. depreciation (%)	28.8	29.7	29.6	29.6	29.7
Gross margin exc. depreciation (%)	33.8	34.2	34.1	34.2	34.3
Operating EBITDA margin (%)	16.1	16.2	15.9	16.2	16.3
Operating EBIT margin (%)	11.1	11.7	11.4	11.6	11.6
Net margin (%)	8.5	9.0	8.7	8.9	9.0
Effective tax rate (%)	18.0	18.8	18.8	18.8	18.8
Dividend payout on recurring profit (%)	77.4	80.4	80.4	80.4	80.4
Interest cover (X)	17.3	18.9	17.8	20.7	20.7
Inventory days	98.8	104.8	105.0	105.8	106.6
Debtor days	9.8	9.8	10.5	10.5	10.5
Creditor days	116.5	119.1	121.6	122.0	122.4
Operating ROIC (%)	22.3	24.7	24.6	25.1	25.2
ROIC (%)	15.3	16.5	16.1	16.4	16.5
ROE (%)	24.5	26.4	26.4	27.7	28.3
ROA (%)	10.1	10.6	10.2	10.3	10.4
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Sales	60,568	65,091	70,656	76,588	82,879
Rental and service	1,223	1,721	1,868	2,024	2,191
Others	2,135	2,578	2,604	2,630	2,656

Sources: Home Product Center; FSSIA estimates

Financial Statements

Home Product Center

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	5,441	6,219	6,564	7,268	7,860
Depreciation	3,208	3,156	3,404	3,741	4,113
Associates & minorities	0	0	0	0	0
Other non-cash items	-	-	-	-	-
Change in working capital	(1,211)	387	(44)	(58)	(69)
Cash flow from operations	7,438	9,763	9,924	10,951	11,904
Capex - maintenance	0	0	0	0	0
Capex - new investment	(2,051)	(5,041)	(5,545)	(6,099)	(6,709)
Net acquisitions & disposals	192	118	110	216	176
Other investments (net)	(86)	(914)	(570)	(607)	(644)
Cash flow from investing	(1,944)	(5,837)	(6,004)	(6,490)	(7,177)
Dividends paid	(4,208)	(4,997)	(5,275)	(5,840)	(6,316)
Equity finance	0	0	0	0	0
Debt finance	(22)	1,946	3,095	778	2,245
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(4,230)	(3,052)	(2,180)	(5,062)	(4,071)
Non-recurring cash flows	0	0	0	0	0
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	1,263	874	1,739	(601)	656
Free cash flow to firm (FCFF)	5,909.04	4,370.42	4,432.97	4,950.18	5,252.13
Free cash flow to equity (FCFE)	5,471.66	5,871.79	7,013.93	5,239.38	6,971.59

Per share (THB)

FCFF per share	0.45	0.33	0.34	0.38	0.40
FCFE per share	0.42	0.45	0.53	0.40	0.53
Recurring cash flow per share	0.66	0.71	0.76	0.84	0.91

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	52,164	55,912	61,457	67,556	74,265
Less: Accumulated depreciation	(24,580)	(26,444)	(29,848)	(33,589)	(37,702)
Tangible fixed assets (net)	27,584	29,469	31,609	33,967	36,563
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	0	0	0	0	0
Cash & equivalents	4,546	5,420	7,159	6,559	7,214
A/C receivable	1,675	2,069	2,240	2,422	2,616
Inventories	12,572	13,630	14,856	16,136	17,496
Other current assets	127	311	336	364	393
Current assets	18,920	21,430	24,592	25,480	27,718
Other assets	12,082	14,286	15,468	16,726	18,061
Total assets	58,586	65,185	71,669	76,174	82,343
Common equity	22,890	24,246	25,535	26,963	28,507
Minorities etc.	0	0	0	0	0
Total shareholders' equity	22,890	24,246	25,535	26,963	28,507
Long term debt	8,943	9,056	10,887	11,348	12,676
Other long-term liabilities	6,242	7,398	8,010	8,662	9,353
Long-term liabilities	15,185	16,454	18,897	20,009	22,029
A/C payable	13,973	15,812	17,165	18,568	20,053
Short term debt	4,414	6,248	7,511	7,829	8,745
Other current liabilities	2,123	2,425	2,560	2,804	3,009
Current liabilities	20,510	24,485	27,237	29,201	31,807
Total liabilities and shareholders' equity	58,586	65,184	71,669	76,173	82,342
Net working capital	(1,722)	(2,227)	(2,292)	(2,450)	(2,557)
Invested capital	37,945	41,528	44,785	48,243	52,067

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

Per share (THB)

Book value per share	1.74	1.84	1.94	2.05	2.17
Tangible book value per share	1.74	1.84	1.94	2.05	2.17

Financial strength

Net debt/equity (%)	38.5	40.8	44.0	46.8	49.8
Net debt/total assets (%)	15.0	15.2	15.7	16.6	17.3
Current ratio (x)	0.9	0.9	0.9	0.9	0.9
CF interest cover (x)	19.4	26.5	27.0	25.9	28.9

Valuation	2021	2022	2023E	2024E	2025E
Recurring P/E (x) *	29.0	25.4	24.0	21.7	20.1
Recurring P/E @ target price (x) *	38.7	33.8	32.1	29.0	26.8
Reported P/E (x)	29.0	25.4	24.0	21.7	20.1
Dividend yield (%)	2.7	3.2	3.3	3.7	4.0
Price/book (x)	6.9	6.5	6.2	5.9	5.5
Price/tangible book (x)	6.9	6.5	6.2	5.9	5.5
EV/EBITDA (x) **	16.2	14.9	14.1	13.0	12.0
EV/EBITDA @ target price (x) **	21.3	19.6	18.5	17.0	15.7
EV/invested capital (x)	4.4	4.0	3.8	3.5	3.3

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

Sources: Home Product Center; FSSIA estimates

Home Product Center PCL (HMPRO TB)

FSSIA ESG rating



Exhibit 9: FSSIA ESG score implication

87.20 /100

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
★★	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

Exhibit 10: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
DOHOME	42.34	--	--	--	5.00	5.00	Declared	Medium	37.50	--	--	37.19	20.00	4.17	46.91
GLOBAL	59.18	--	Y	Y	5.00	5.00	Declared	Low	53.10	--	--	36.48	41.00	3.24	52.38
HMPRO	87.20	Y	Y	Y	5.00	5.00	Certified	Low	66.54	AA	37.00	65.78	81.00	5.36	62.59
ILM	20.00	--	--	--	5.00	5.00	Certified	--	--	--	--	--	--	--	--
MEGA	54.48	--	Y	Y	4.00	4.00	Declared	Medium	66.56	--	--	58.59	24.00	2.39	--

Sources: [SETTRADE.com](https://settrade.com); FSSIA's compilation

Exhibit 11: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	2.33	2.48	3.72	3.82	3.88	3.90	4.43	5.36
BESG environmental pillar score	0.72	0.90	1.00	1.21	1.16	1.36	2.58	4.21
BESG social pillar score	3.21	3.22	7.34	7.42	7.72	7.47	7.70	8.17
BESG governance pillar score	3.47	3.69	3.92	3.83	3.85	3.82	3.62	4.08
ESG disclosure score	49.20	49.20	53.02	53.90	58.58	59.11	60.32	62.59
Environmental disclosure score	28.39	28.39	39.08	41.71	41.71	41.71	41.71	45.15
Social disclosure score	35.49	35.49	36.28	36.28	50.33	51.93	55.56	58.95
Governance disclosure score	83.59	83.59	83.59	83.59	83.59	83.59	83.59	83.59
Environmental								
Emissions reduction initiatives	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Climate change policy	No	No	No	Yes	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	No	No	Yes	Yes	Yes	Yes	Yes
GHG scope 1	1	1	1	1	0	0	0	0
GHG scope 2 location-based	91	85	92	84	85	63	64	71
GHG Scope 3	23	23	23	27	28	27	26	26
Carbon per unit of production	—	—	—	—	—	—	—	—
Biodiversity policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Energy efficiency policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	—	—	—	—	—	—	—	198
Renewable energy use	—	—	—	—	—	—	—	51
Electricity used	159	158	158	144	147	112	136	146
Fuel used - natural gas	—	—	—	—	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 12: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No	No	No	No	No
Waste reduction policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Hazardous waste	—	—	—	—	—	—	—	—
Total waste	—	—	2	2	2	1	2	2
Waste recycled	—	—	2	2	2	1	2	2
Waste sent to landfills	—	—	—	0	0	0	0	0
Environmental supply chain management	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	931	872	858	895	934	712	840	898
Social								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Quality assurance and recall policy	No	No	No	No	No	No	No	No
Consumer data protection policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No	Yes	Yes	Yes	No
Pct women in workforce	46	47	49	51	52	49	50	50
Pct disabled in workforce	1	1	1	1	1	1	1	1
Business ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	0	0	0	0	0	0	0	0
Total recordable incident rate - employees	—	—	—	—	—	—	—	—
Training policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	Yes
Number of employees – CSR	9,280	9,238	8,172	8,221	8,351	10,771	10,601	11,359
Employee turnover pct	23	24	20	18	20	20	17	20
Total hours spent by firm - employee training	640,876	713,543	398,140	407,186	449,534	240,193	251,456	353,151
Social supply chain management	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Governance								
Board size	12	12	11	11	11	11	11	12
No. of independent directors (ID)	4	4	4	4	4	4	4	4
No. of women on board	1	1	1	1	1	1	1	1
No. of non-executive directors on board	11	11	10	10	9	9	9	10
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	12	12	12	12	12	14	12	12
Board meeting attendance pct	95	96	97	95	98	99	98	99
Board duration (years)	3	3	3	3	3	3	3	3
Director share ownership guidelines	No	No	No	No	No	No	No	No
Age of the youngest director	40	41	42	43	44	45	46	47
Age of the oldest director	70	71	72	73	74	75	76	77
No. of executives / company managers	17	16	17	19	18	21	25	24
No. of female executives	8	9	10	11	13	14	14	13
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	3	3	3	3	3	3	3
No. of ID on audit committee	3	3	3	3	3	3	3	3
Audit committee meetings	12	12	12	12	12	12	12	12
Audit meeting attendance %	100	97	100	100	97	100	100	100
Size of compensation committee	3	3	3	3	3	3	3	3
No. of ID on compensation committee	1	1	1	1	1	1	1	1
No. of compensation committee meetings	3	2	2	2	2	2	2	4
Compensation meeting attendance %	100	100	100	100	100	100	100	100
Size of nomination committee	3	3	3	3	3	3	3	3
No. of nomination committee meetings	3	2	2	2	2	2	2	4
Nomination meeting attendance %	100	100	100	100	100	100	100	100
Sustainability governance								
Verification type	No	No	No	No	No	No	No	No

Sources: Bloomberg; FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																				
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for THSI inclusion , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. SETTHSI Index is extended from the THSI companies whose 1) market capitalization > 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.																				
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																				
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating 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.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																				
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																				
Morningstar Sustainalytics	The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+										
NEGL	Low	Medium	High	Severe																		
0-10	10-20	20-30	30-40	40+																		
ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																				
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="3">Average:</td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td></tr><tr><td>CCC</td><td>0.000-1.428</td><td>Laggard:</td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>		AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																					
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																					
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																					
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																				
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																				

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

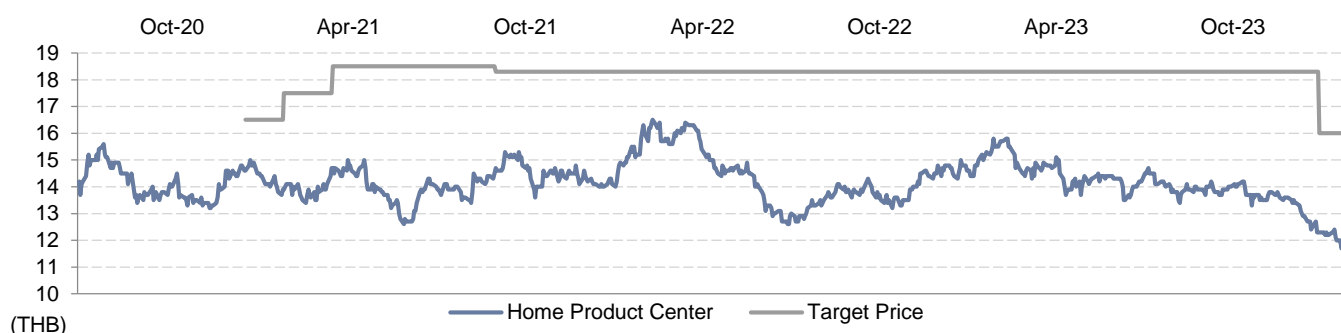
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History of change in investment rating and/or target price

Home Product Center (HMPRO TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
25-Mar-2021	BUY	16.50	08-Jun-2021	BUY	18.50	04-Oct-2023	BUY	16.00
27-Apr-2021	BUY	17.50	26-Oct-2021	BUY	18.30			

Jitra Amornthum started covering this stock from 04-Oct-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Home Product Center	HMPRO TB	THB 12.00	BUY	The key downside risks to our DCF-based TP include: 1) lower-than-expected SSSG; 2) the slow recovery of tourist numbers; and 3) operating 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.

All share prices are as at market close on 30-Oct-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.