

## 3Q23 results at first glance

กำไรสุทธิ 3Q23 ดีกว่าที่เราและตลาดคาด 16% และ 12% ตามลำดับ

## Highlights

- DOHOME รายงานกำไรสุทธิ 3Q23 เท่ากับ 91 ลบ. (+130% q-q, +80% y-y) จากอัตรากำไรขั้นต้นที่ปรับดีขึ้น และค่าใช้จ่ายที่ควบคุมได้ดี
- DOHOME มีรายได้จากการขายและบริการ 3Q23 เท่ากับ 7,431 ลบ. (-7% q-q, -1% y-y) จาก SSSG ที่ยังคงติดลบ 7.1% y-y โดยเฉพาะในภาคอีสาน และยังมีผลกระทบจากราคาขายเหล็กที่ลดลง
- อัตรากำไรขั้นต้น 3Q23 ปรับดีขึ้นเป็น 15.5% (vs 2Q23 ที่ 14%, 3Q23 ที่ 14%) จากสต็อกเหล็กที่ดีขึ้น และไม่มี stock clearance เหมือนใน 2Q23 ขณะที่ SG&A expense ปรับลง 2% q-q แม้มีการเปิด 2 สาขาเพิ่ม (เชียงใหม่ และอยุธยา) แต่มีการนำ Technology รวมถึง Robot เข้ามาช่วยในกระบวนการทำงานในส่วนของ Head office

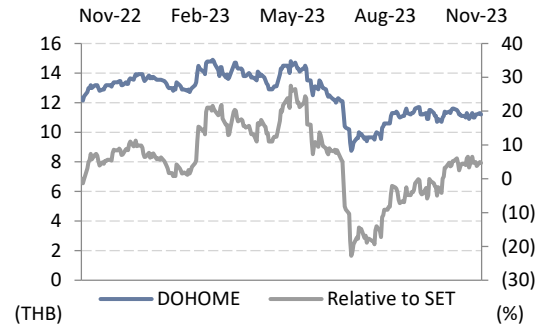
## Outlook

- กำไรสุทธิ 9M23 เท่ากับ 388 ลบ. (-58% y-y) คิดเป็น 65% ของประมาณการกำไรของเราทั้งปี แนวโน้ม 4Q23 คาดกำไรสุทธิเติบโตได้ทั้ง q-q และ y-y จากกำลังซื้อในภาคเกษตรทยอยฟื้นตัว สะท้อนจากตัวเลขดัชนีรายได้ภาคเกษตรที่ฟื้นขึ้น +3.5% y-y ในเดือนกันยายน และการเข้าสู่ช่วงเก็บเกี่ยวผลผลิต รวมถึงดัชนีราคาข้าว, อ้อย และมันสำปะหลังปรับตัวสูงขึ้น y-y ขณะที่แนวโน้มดีขึ้นต่อเนื่องใน 1H24 จากการเข้าสู่ช่วง High season ของการก่อสร้าง
- SSSG ในเดือนตุลาคม กลับมาเป็นบวกได้ราว 4% จากฐานต่ำของสาขาอุปบลฯ ที่ถูกนำท่วม หากไม่รวมสาขาอุปบลฯ SSSG ยังเป็นบวกได้ 1% รวมถึงเงินประกันที่คาดว่าจะรับรู้ได้ใน 4Q23 ราว 48 ลบ. (มูลค่าหลังหักภาษี)
- เราคงประมาณการปี 2023 ที่ 595 ลบ. (-28% y-y) และคาดการณ์กำไรสุทธิ 2024 กลับมาโตแรงเท่ากับ 1,112 ลบ. (+87% y-y) คงคำแนะนำ ซื้อ ราคาเป้าหมายปี 2024 ที่ 13 บาท
- ปัจจัยเสี่ยงภาวะเอลนีโญที่จะส่งผลให้ผลผลิตการเกษตรปรับลดลง ทำให้ดัชนีรายได้เกษตรกรลดลง กำลังซื้อโดยเฉพาะในภาคอีสานลดลง โดยสัดส่วนรายได้ DOHOME ในภาคอีสานอยู่ประมาณ 70% ของรายได้รวม

TARGET PRICE	THB13.00
CLOSE	THB11.20
UP/DOWNSIDE	+16.1%
TP vs CONSENSUS	+11.5%

## KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	31,321	31,840	35,961	40,081
Net profit	774	595	1,112	1,517
EPS (THB)	0.27	0.19	0.36	0.49
vs Consensus (%)	-	(13.2)	(10.2)	(10.7)
EBITDA	2,074	2,120	3,075	3,897
Recurring net profit	774	595	1,112	1,517
Core EPS (THB)	0.27	0.19	0.36	0.49
EPS growth (%)	(58.0)	(27.7)	87.0	36.4
Core P/E (x)	42.1	58.2	31.1	22.8
Dividend yield (%)	1.7	-	-	-
EV/EBITDA (x)	23.9	25.4	18.7	15.5
Price/book (x)	2.8	2.8	2.6	2.3
Net debt/Equity (%)	145.9	154.7	167.9	170.2
ROE (%)	6.9	4.9	8.5	10.6



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(0.9)	13.7	(7.0)
Relative to country (%)	1.2	23.7	7.2
Mkt cap (USD m)	973		
3m avg. daily turnover (USD m)	2.7		
Free float (%)	30		
Major shareholder	Tangmitpracha Family (36%)		
12m high/low (THB)	15.15/8.60		
Issued shares (m)	3,089.13		

Sources: Bloomberg consensus; FSSIA estimates



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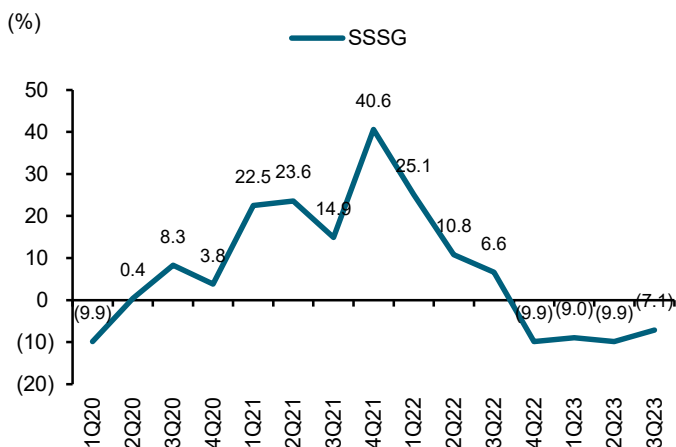
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Exhibit 1: 3Q23 results summary

Year to 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%)
<b>Total revenue</b>	<b>7,475</b>	<b>7,643</b>	<b>8,462</b>	<b>7,995</b>	<b>7,431</b>	<b>(7)</b>	<b>(1)</b>	<b>23,887</b>	<b>1</b>	<b>75</b>	<b>31,840</b>	<b>2</b>
- Retail sales	7,413	7,572	8,375	7,898	7,358	(7)	(1)	23,632	1	75	31,560	2
- Service income	62	71	86	96	72	(25)	16	255	25	91	280	2
Cost of sales	(6,428)	(6,594)	(7,065)	(6,876)	(6,283)	(9)	(2)	(20,223)	2	75	(26,873)	2
<b>Gross profit</b>	<b>1,048</b>	<b>1,049</b>	<b>1,397</b>	<b>1,119</b>	<b>1,148</b>	<b>3</b>	<b>10</b>	<b>3,664</b>	<b>(5)</b>	<b>74</b>	<b>4,967</b>	<b>2</b>
Operating costs	(942)	(1,005)	(1,001)	(993)	(973)	(2)	3	(2,966)	9	76	(3,916)	5
<b>Operating profit</b>	<b>106</b>	<b>44</b>	<b>396</b>	<b>126</b>	<b>175</b>	<b>39</b>	<b>65</b>	<b>697</b>	<b>(37)</b>	<b>66</b>	<b>1,051</b>	<b>(9)</b>
Other income	43	70	53	55	72	29	65	180	29	84	213	2
Other expenses	0	(76)	(6)	0	0	n/a	n/a	(6)	140	8	(79)	2
<b>EBIT</b>	<b>149</b>	<b>38</b>	<b>443</b>	<b>182</b>	<b>247</b>	<b>36</b>	<b>65</b>	<b>871</b>	<b>(30)</b>	<b>74</b>	<b>1,184</b>	<b>(8)</b>
Finance income	4	4	4	5	6	15	30	15	15	84	18	3
Interest expense	(90)	(111)	(122)	(141)	145	3	61	(408)	71	87	(467)	33
Profit before tax	63	(68)	324	46	108	136	69	477	(53)	65	735	(23)
Tax	(13)	17	(66)	(6)	(17)	171	28	(89)	(56)	63	(140)	(23)
Reported net profit	50	(51)	258	39	91	130	80	388	(53)	65	595	(23)
<b>Recurring net profit</b>	<b>50</b>	<b>(51)</b>	<b>258</b>	<b>39</b>	<b>91</b>	<b>130</b>	<b>80</b>	<b>388</b>	<b>(53)</b>	<b>65</b>	<b>595</b>	<b>(23)</b>
EPS (THB)	0.02	(0.02)	0.08	0.01	0.03	130	69	0.13	(56)	65	0.19	(28)
<b>Recurring EPS (THB)</b>	<b>0.02</b>	<b>(0.02)</b>	<b>0.08</b>	<b>0.01</b>	<b>0.03</b>	<b>130</b>	<b>69</b>	<b>0.13</b>	<b>(56)</b>	<b>65</b>	<b>0.19</b>	<b>(28)</b>
<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>	<b>(%)</b>	<b>(ppt)</b>	
Gross margin	14.0	13.7	16.5	14.0	15.5	1.5	1.4	15.3	(0.9)		15.6	(0.0)
Operating margin	1.4	0.6	4.7	1.6	2.4	0.8	0.9	2.9	(1.8)		3.3	(0.4)
Recurring net margin	0.7	-0.7	3.1	0.5	1.2	0.7	0.5	1.6	(1.9)		1.9	(0.6)
SG&A to rev	12.6	13.2	11.8	12.4	13.1	0.7	0.5	12.4	0.9		12.3	0.4
<b>Operating stat</b>												
SSSG (% y-y)	6.6	(9.9)	(9.0)	(9.9)	(7.1)							
Stores - L (no.)	20	21	21	21	23							

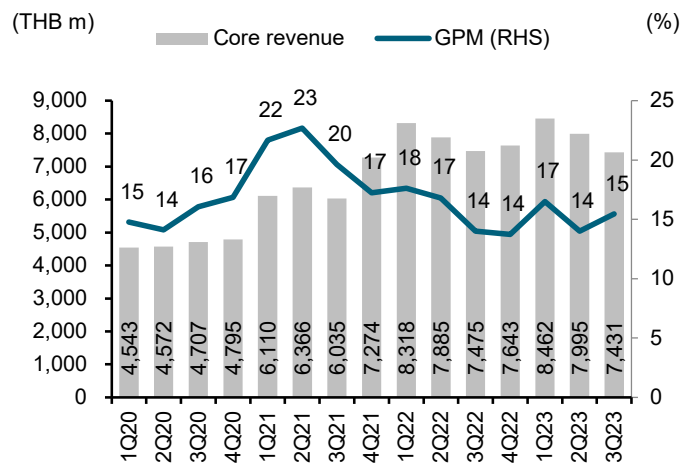
Sources: DOHOME; FSSIA estimates

Exhibit 2: Same-store sales growth



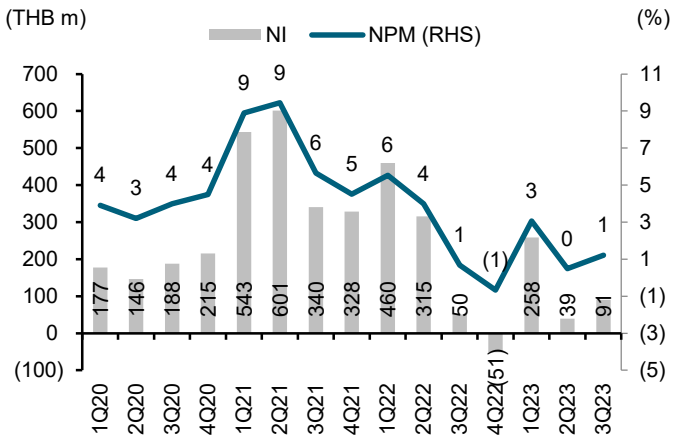
Sources: DOHOME

Exhibit 3: Quarterly revenue and gross margin



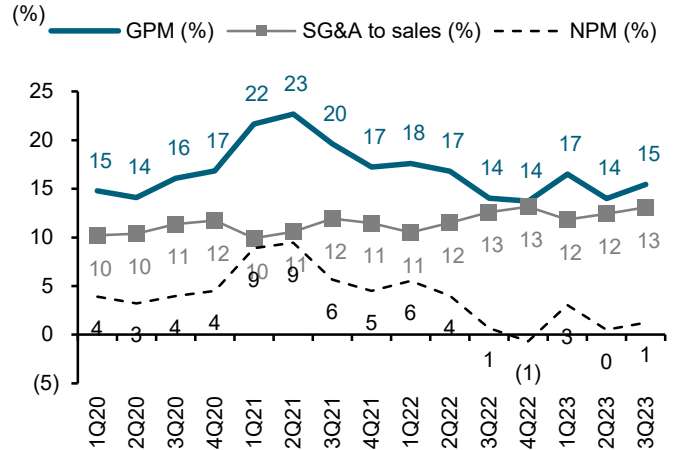
Sources: DOHOME

**Exhibit 4: Quarterly net profit and net margin**



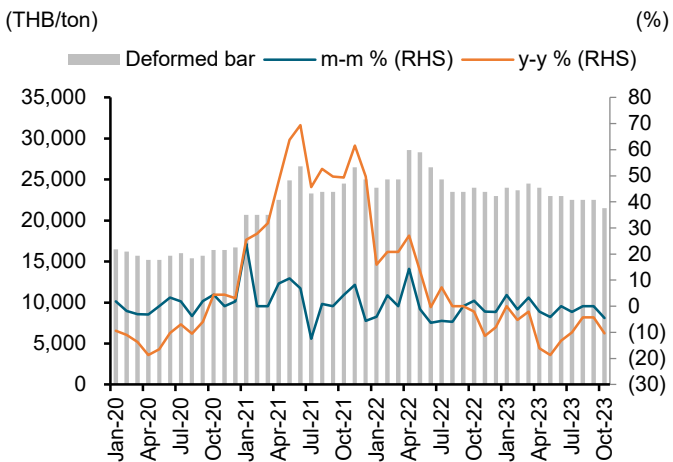
Sources: DOHOME

**Exhibit 5: Profitability**



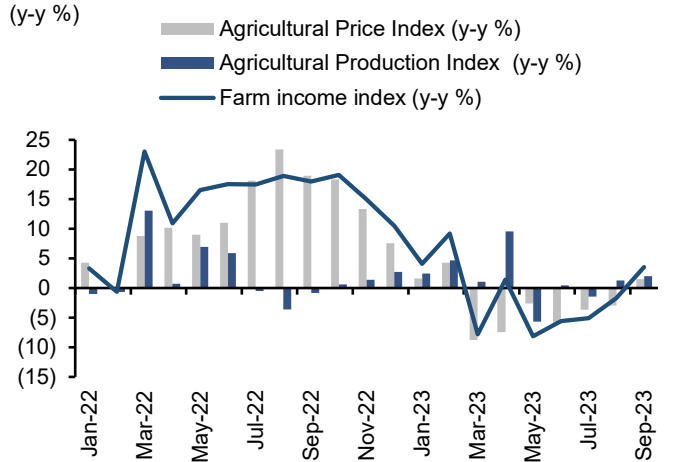
Sources: DOHOME

**Exhibit 6: Domestic steel price**



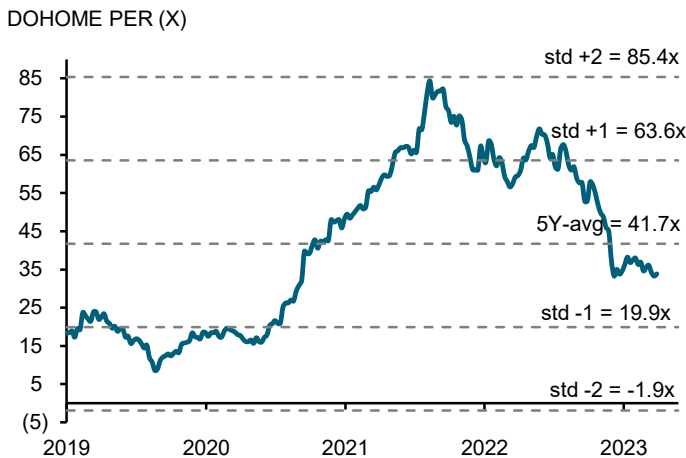
Source: Ministry of Commerce

**Exhibit 7: Higher farm income**



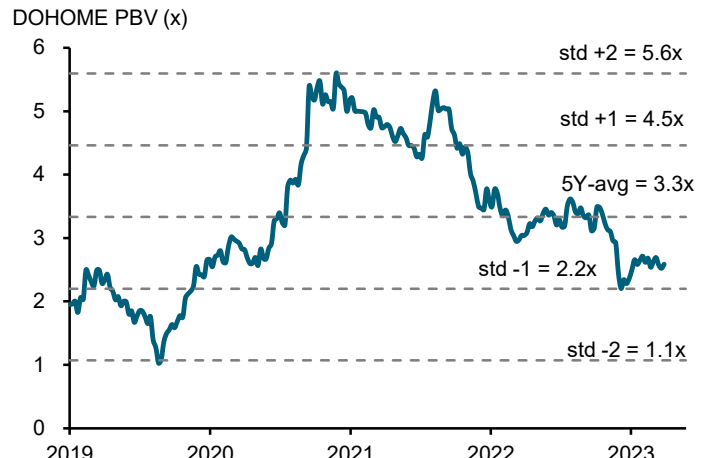
Source: Office of Agricultural Economics

**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

## Exhibit 10: Commerce peers as of 7 November 2023

Company	BBG	Rec	Share price			Market Cap (USD m)	PE		ROE		PBV		EV/EBITDA	
			Current (LCY)	Target (LCY)	Upside (%)		23E (x)	24E (x)	23E (%)	24E (%)	23E (x)	24E (x)	23E (x)	24E (x)
<b>Consumer Staple</b>														
CP All	CPALL TB	BUY	55.75	77.00	38	14,086	30.5	25.8	15.6	17.0	5.0	4.6	21.5	19.1
CP Axtra	CPAXT TB	BUY	27.75	38.00	37	8,258	32.9	26.4	3.1	3.8	1.0	1.0	10.5	9.7
Berli Jucker*	BJC TB	n/a	28.75	n/a	n/a	3,241	20.1	17.4	4.6	5.3	0.9	0.9	13.2	12.7
<b>Consumer Staple average</b>						<b>25,586</b>	<b>27.8</b>	<b>23.2</b>	<b>7.8</b>	<b>8.7</b>	<b>2.3</b>	<b>2.2</b>	<b>15.1</b>	<b>13.8</b>
<b>Consumer Discretionary</b>														
Com7	COM7 TB	BUY	26.25	38.70	47	1,761	18.3	15.6	44.8	45.6	7.7	6.7	13.2	11.2
Central Retail Corp*	CRC TB	n/a	37.25	n/a	n/a	6,319	27.3	22.2	12.8	14.1	3.3	3.0	11.2	10.2
<b>Home Improvement</b>														
Index Living Mall	ILM TB	BUY	22.70	26.70	18	322	16.5	14.9	12.0	12.7	1.9	1.8	7.9	7.1
Home Product Center	HMPRO TB	BUY	11.90	16.00	34	4,402	23.8	21.5	26.4	27.7	6.1	5.8	14.0	12.9
Siam Global House	GLOBAL TB	BUY	16.40	18.00	10	2,307	29.8	27.2	12.1	12.2	3.5	3.2	22.3	20.4
Dohome	DOHOME TB	BUY	11.20	13.00	16	973	58.2	31.1	4.9	8.5	2.8	2.6	25.4	18.7
<b>Home Improvement avg.</b>						<b>8,005</b>	<b>32.1</b>	<b>23.7</b>	<b>13.8</b>	<b>15.3</b>	<b>3.6</b>	<b>3.3</b>	<b>17.4</b>	<b>14.8</b>
<b>Consumer Discretionary avg.</b>						<b>16,085</b>	<b>29.0</b>	<b>22.1</b>	<b>18.8</b>	<b>20.2</b>	<b>4.2</b>	<b>3.8</b>	<b>15.6</b>	<b>13.4</b>
<b>Total average</b>						<b>41,671</b>	<b>28.6</b>	<b>22.5</b>	<b>15.1</b>	<b>16.3</b>	<b>3.6</b>	<b>3.3</b>	<b>15.5</b>	<b>13.5</b>

Sources: \*Bloomberg; FSSIA estimates

## Financial Statements

Dohome PCL

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	25,785	31,321	31,840	35,961	40,081
Cost of goods sold	(20,578)	(26,434)	(26,873)	(30,041)	(33,181)
<b>Gross profit</b>	<b>5,207</b>	<b>4,887</b>	<b>4,967</b>	<b>5,921</b>	<b>6,899</b>
Other operating income	133	210	213	241	268
Operating costs	(2,836)	(3,806)	(3,996)	(4,261)	(4,685)
<b>Operating EBITDA</b>	<b>3,094</b>	<b>2,074</b>	<b>2,120</b>	<b>3,075</b>	<b>3,897</b>
Depreciation	(590)	(784)	(936)	(1,175)	(1,414)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>2,504</b>	<b>1,290</b>	<b>1,184</b>	<b>1,900</b>	<b>2,483</b>
Net financing costs	(239)	(333)	(449)	(525)	(608)
Associates	0	0	0	0	0
Recurring non-operating income	0	0	0	0	0
Non-recurring items	0	0	0	0	0
<b>Profit before tax</b>	<b>2,266</b>	<b>957</b>	<b>735</b>	<b>1,375</b>	<b>1,875</b>
Tax	(448)	(183)	(140)	(263)	(358)
<b>Profit after tax</b>	<b>1,818</b>	<b>774</b>	<b>595</b>	<b>1,112</b>	<b>1,517</b>
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>1,818</b>	<b>774</b>	<b>595</b>	<b>1,112</b>	<b>1,517</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>1,818</b>	<b>774</b>	<b>595</b>	<b>1,112</b>	<b>1,517</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.63	0.27	0.19	0.36	0.49
Reported EPS	0.63	0.27	0.19	0.36	0.49
DPS	0.07	0.19	0.00	0.00	0.00
Diluted shares (used to calculate per share data)	2,866	2,907	3,089	3,089	3,089
<b>Growth</b>					
Revenue (%)	37.7	21.5	1.7	12.9	11.5
Operating EBITDA (%)	89.7	(33.0)	2.2	45.0	26.7
Operating EBIT (%)	122.0	(48.5)	(8.2)	60.4	30.7
Recurring EPS (%)	104.8	(58.0)	(27.7)	87.0	36.4
Reported EPS (%)	104.8	(58.0)	(27.7)	87.0	36.4
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	20.2	15.6	15.6	16.5	17.2
Gross margin exc. depreciation (%)	22.5	18.1	18.5	19.7	20.7
Operating EBITDA margin (%)	12.0	6.6	6.7	8.6	9.7
Operating EBIT margin (%)	9.7	4.1	3.7	5.3	6.2
Net margin (%)	7.1	2.5	1.9	3.1	3.8
Effective tax rate (%)	19.8	19.1	19.1	19.1	19.1
Dividend payout on recurring profit (%)	11.1	70.0	-	-	-
Interest cover (X)	10.5	3.9	2.6	3.6	4.1
Inventory days	185.9	181.8	188.2	173.9	175.6
Debtor days	17.5	17.7	17.2	16.7	16.8
Creditor days	61.6	59.6	61.5	57.0	57.6
Operating ROIC (%)	10.3	4.2	3.3	4.8	5.6
ROIC (%)	9.9	4.0	3.1	4.5	5.1
ROE (%)	20.2	6.9	4.9	8.5	10.6
ROA (%)	8.4	3.4	2.7	3.9	4.6
* Pre exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
	2021	2022	2023E	2024E	2025E
Sales	25,577	31,045	31,560	35,645	39,729
Service income	208	275	280	316	352

Sources: Dohome PCL; FSSIA estimates

## Financial Statements

Dohome PCL

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	1,818	774	595	1,112	1,517
Depreciation	590	784	936	1,175	1,414
Associates & minorities	0	0	0	0	0
Other non-cash items	-	-	-	-	-
Change in working capital	(2,634)	(1,060)	912	(703)	(625)
<b>Cash flow from operations</b>	<b>(227)</b>	<b>498</b>	<b>2,442</b>	<b>1,584</b>	<b>2,306</b>
Capex - maintenance	-	-	-	-	-
Capex - new investment	(2,554)	(4,455)	(3,997)	(4,042)	(4,088)
Net acquisitions & disposals	(273)	(708)	(571)	(522)	(486)
Other investments (net)	0	0	0	0	0
<b>Cash flow from investing</b>	<b>(2,827)</b>	<b>(5,163)</b>	<b>(4,568)</b>	<b>(4,565)</b>	<b>(4,573)</b>
Dividends paid	(202)	(542)	-	0	0
Equity finance	2,162	487	182	0	0
Debt finance	1,521	4,919	2,408	3,474	2,964
Other financing cash flows	(226)	(340)	(386)	(539)	(619)
<b>Cash flow from financing</b>	<b>3,255</b>	<b>4,524</b>	<b>2,204</b>	<b>2,935</b>	<b>2,345</b>
Non-recurring cash flows	-	-	-	-	-
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>202</b>	<b>(141)</b>	<b>78</b>	<b>(46)</b>	<b>78</b>
Free cash flow to firm (FCFF)	(2,795.45)	(4,314.40)	(1,659.12)	(2,437.55)	(1,641.01)
Free cash flow to equity (FCFE)	(1,758.97)	(85.25)	(104.43)	(45.61)	77.52

### Per share (THB)

FCFF per share	(0.90)	(1.40)	(0.54)	(0.79)	(0.53)
FCFE per share	(0.57)	(0.03)	(0.03)	(0.01)	0.03
Recurring cash flow per share	0.84	0.54	0.50	0.74	0.95

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	15,550	19,851	23,724	27,596	31,468
Less: Accumulated depreciation	(3,204)	(3,835)	(4,646)	(5,650)	(6,848)
<b>Tangible fixed assets (net)</b>	<b>12,346</b>	<b>16,016</b>	<b>19,078</b>	<b>21,945</b>	<b>24,619</b>
<b>Intangible fixed assets (net)</b>	<b>884</b>	<b>1,593</b>	<b>2,161</b>	<b>2,682</b>	<b>3,164</b>
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	-	-	-	-	-
Cash & equivalents	301	160	238	193	270
A/C receivable	1,571	1,463	1,542	1,742	1,941
Inventories	11,796	13,761	12,991	14,522	16,040
Other current assets	306	274	303	325	365
<b>Current assets</b>	<b>13,974</b>	<b>15,659</b>	<b>15,075</b>	<b>16,782</b>	<b>18,617</b>
Other assets	24	50	56	60	67
<b>Total assets</b>	<b>27,227</b>	<b>33,318</b>	<b>36,369</b>	<b>41,469</b>	<b>46,468</b>
Common equity	10,880	11,603	12,455	13,568	15,085
Minorities etc.	0	0	0	0	0
<b>Total shareholders' equity</b>	<b>10,880</b>	<b>11,603</b>	<b>12,455</b>	<b>13,568</b>	<b>15,085</b>
Long term debt	2,940	5,164	6,423	8,382	9,471
Other long-term liabilities	82	95	105	113	127
<b>Long-term liabilities</b>	<b>3,021</b>	<b>5,259</b>	<b>6,528</b>	<b>8,494</b>	<b>9,598</b>
A/C payable	3,897	4,483	4,259	4,761	5,259
Short term debt	9,234	11,929	13,077	14,593	16,467
Other current liabilities	195	45	49	53	59
<b>Current liabilities</b>	<b>13,325</b>	<b>16,456</b>	<b>17,386</b>	<b>19,407</b>	<b>21,785</b>
<b>Total liabilities and shareholders' equity</b>	<b>27,227</b>	<b>33,318</b>	<b>36,369</b>	<b>41,469</b>	<b>46,468</b>
Net working capital	9,581	10,971	10,528	11,775	13,028
Invested capital	22,834	28,631	31,823	36,462	40,879

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

### Per share (THB)

Book value per share	3.80	3.99	4.03	4.39	4.88
Tangible book value per share	3.49	3.44	3.33	3.52	3.86

### Financial strength

Net debt/equity (%)	109.1	145.9	154.7	167.9	170.2
Net debt/total assets (%)	43.6	50.8	53.0	54.9	55.2
Current ratio (x)	1.0	1.0	0.9	0.9	0.9
CF interest cover (x)	4.3	14.1	9.7	8.6	7.9

Valuation	2021	2022	2023E	2024E	2025E
<b>Recurring P/E (x) *</b>	<b>17.7</b>	<b>42.1</b>	<b>58.2</b>	<b>31.1</b>	<b>22.8</b>
<b>Recurring P/E @ target price (x) *</b>	<b>20.5</b>	<b>48.8</b>	<b>67.5</b>	<b>36.1</b>	<b>26.5</b>
Reported P/E (x)	17.7	42.1	58.2	31.1	22.8
Dividend yield (%)	0.6	1.7	-	-	-
Price/book (x)	3.0	2.8	2.8	2.6	2.3
Price/tangible book (x)	3.2	3.3	3.4	3.2	2.9
EV/EBITDA (x) **	14.2	23.9	25.4	18.7	15.5
EV/EBITDA @ target price (x) **	15.9	26.4	28.0	20.5	16.9
EV/invested capital (x)	1.9	1.7	1.7	1.6	1.5

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

Sources: Dohome PCL; FSSIA estimates

# Dohome PCL (DOHOME TB)

**FSSIA ESG rating**

★ ★ ★

**42.34 /100**

## Exhibit 11: FSSIA ESG score implication

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.
★★★	<b>&gt;39-59</b>	<b>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.</b>
★★	>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 12: 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; FSSIA's compilation

## Exhibit 13: ESG score by Bloomberg

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
<b>ESG financial materiality scores - ESG score</b>	<b>1.50</b>	<b>1.52</b>	<b>2.55</b>	<b>4.17</b>
BESG environmental pillar score	0.00	0.00	0.00	2.33
BESG social pillar score	0.67	0.67	3.88	5.70
BESG governance pillar score	5.00	5.11	4.98	4.79
<b>ESG disclosure score</b>	<b>28.73</b>	<b>32.69</b>	<b>37.03</b>	<b>46.91</b>
Environmental disclosure score	0.00	0.00	2.08	25.67
Social disclosure score	15.72	16.81	27.75	33.83
Governance disclosure score	70.32	81.10	81.10	81.10
<b>Environmental</b>				
Emissions reduction initiatives	No	No	No	Yes
Climate change policy	No	No	No	Yes
Climate change opportunities discussed	No	No	No	No
Risks of climate change discussed	No	No	Yes	Yes
GHG scope 1	--	--	--	--
GHG scope 2 location-based	--	--	--	--
GHG Scope 3	--	--	--	--
Carbon per unit of production	--	--	--	--
Biodiversity policy	No	No	No	No
Energy efficiency policy	No	No	Yes	Yes
Total energy consumption	--	--	--	--
Renewable energy use	--	--	--	16
Electricity used	--	--	--	50
Fuel used - natural gas	--	--	--	--

Sources: Bloomberg; FSSIA's compilation

**Exhibit 14: ESG score by Bloomberg (cont.)**

<b>FY ending Dec 31</b>	<b>FY 2019</b>	<b>FY 2020</b>	<b>FY 2021</b>	<b>FY 2022</b>
Fuel used - crude oil/diesel	No	No	No	No
Waste reduction policy	No	No	Yes	Yes
Hazardous waste	—	—	—	—
Total waste	—	—	—	—
Waste recycled	—	—	—	—
Waste sent to landfills	—	—	—	—
Environmental supply chain management	No	No	No	Yes
Water policy	No	No	Yes	Yes
Water consumption	—	—	—	—
<b>Social</b>				
Human rights policy	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes
Quality assurance and recall policy	No	No	No	No
Consumer data protection policy	No	No	No	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No
Pct women in workforce	—	—	44	43
Pct disabled in workforce	—	—	1	1
Business ethics policy	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes
Health and safety policy	No	Yes	Yes	Yes
Lost time incident rate - employees	—	—	—	1
Total recordable incident rate - employees	—	—	2	—
Training policy	No	Yes	Yes	Yes
Fair remuneration policy	No	No	No	Yes
Number of employees – CSR	3,706	5,176	6,219	7,837
Employee turnover pct	—	—	—	—
Total hours spent by firm - employee training	1,098	2,388	1,910	30,870
Social supply chain management	No	No	No	Yes
<b>Governance</b>				
<b>Board size</b>	<b>11</b>	<b>11</b>	<b>8</b>	<b>8</b>
<b>No. of independent directors (ID)</b>	<b>5</b>	<b>5</b>	<b>3</b>	<b>3</b>
No. of women on board	5	5	3	3
No. of non-executive directors on board	5	5	3	3
Company conducts board evaluations	Yes	Yes	Yes	Yes
No. of board meetings for the year	5	6	4	4
Board meeting attendance pct	—	95	88	97
Board duration (years)	3	3	3	3
Director share ownership guidelines	No	No	No	No
Age of the youngest director	28	29	30	31
Age of the oldest director	66	67	68	69
<b>No. of executives / company managers</b>	<b>10</b>	<b>11</b>	<b>11</b>	<b>11</b>
No. of female executives	7	7	7	7
Executive share ownership guidelines	No	No	No	No
<b>Size of audit committee</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of ID on audit committee	3	3	3	3
Audit committee meetings	5	4	4	4
Audit meeting attendance %	—	100	75	100
<b>Size of compensation committee</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of ID on compensation committee	2	2	2	2
No. of compensation committee meetings	2	2	2	2
Compensation meeting attendance %	—	100	83	100
<b>Size of nomination committee</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of nomination committee meetings	2	2	2	2
Nomination meeting attendance %	—	100	83	100
<b>Sustainability governance</b>				
Verification type	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 <b>THSI inclusion</b> , 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. <b>SETTHSI Index</b> 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.																			
<b>CG Score</b> 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%).																			
<b>AGM level</b> 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&amp;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.																			
<b>Thai CAC</b> 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.																			
<b>Morningstar Sustainalytics</b>	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 &amp; 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 border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </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+																	
<b>ESG Book</b>	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.																			
<b>MSCI</b>	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 border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <tr> <td><b>AAA</b></td> <td>8.571-10.000</td> <td rowspan="3"><b>Leader:</b></td> <td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td><b>AA</b></td> <td>7.143-8.570</td> </tr> <tr> <td><b>A</b></td> <td>5.714-7.142</td> </tr> <tr> <td><b>BBB</b></td> <td>4.286-5.713</td> <td rowspan="3"><b>Average:</b></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><b>BB</b></td> <td>2.857-4.285</td> </tr> <tr> <td><b>B</b></td> <td>1.429-2.856</td> </tr> <tr> <td><b>CCC</b></td> <td>0.000-1.428</td> <td><b>Laggard:</b></td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570	<b>A</b>	5.714-7.142	<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285	<b>B</b>	1.429-2.856	<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks
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<b>Moody's ESG solutions</b>	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.																				
<b>Refinitiv ESG rating</b>	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; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																				
<b>S&amp;P Global</b>	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.																				
<b>Bloomberg</b>	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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Company	Ticker	Price	Rating	Valuation & Risks
Dohome PCL	DOHOME TB	THB 11.20	BUY	Downside risks to our DCF-based TP include 1) lower-than-expected SSSG; 2) a lower-than-expected GPM; 3) higher-than-expected SG&A; and 4) a worse-than-expected effect from El Nino.
Index Living Mall	ILM TB	THB 22.70	BUY	Downside risks to our DCF-based TP include 1) lower-than-expected SSSG; 2) a lower-than-expected GPM; and 3) higher-than-expected SG&A.
Home Product Center	HMPRO TB	THB 11.90	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.
Siam Global House	GLOBAL TB	THB 16.40	BUY	The key downside risks to our DCF-based TP are volatile farm incomes and farm prices which could negatively impact purchasing power, especially in the provinces and a larger-than-expected impact on farm income from the El Nino effect.
CP All	CPALL TB	THB 55.75	BUY	The key downside risks to our DCF-derived TP include 1) lower-than-expected SSSG, 2) lower-than-expected gross margin, and 3) higher-than-expected SG&A to sales ratio.
CP Axtra	CPAXT TB	THB 27.75	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.
Com7	COM7 TB	THB 26.25	BUY	Downside risks to our P/E-based TP include 1) lower consumption and domestic purchasing power, 2) store cannibalization, and 3) product shortages.

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 07-Nov-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.