

COM7 COM7 TB

THAILAND / COMMERCE

FSSIA ESG rating



BUY

UNCHANGED

TARGET PRICE	THB30.00
CLOSE	THB22.30
UP/DOWNSIDE	+34.5%
PRIOR TP	THB38.70
CHANGE IN TP	-22.5%
TP vs CONSENSUS	-6.7%

Share price has factored in negative factors

- Management has cut its sales target from 20% to 15%.
- We have decreased our 2023-25E profit by 9-18%. 4Q23 profit should continue to grow q-q and y-y as iPhone 15 sales recorded a 5% growth 4QTD.
- We have decreased our 2024 TP to THB30 but maintain our BUY rating.

Disappointing 3Q23 net profit (-q-q, -y-y)

COM7 reported a 3Q23 net profit of THB611m (-13% q-q, -16% y-y) due to only 10% y-y sales growth. It is sharply lower than its target of 20% y-y due to 1) a shorter iPhone 15 sales period than iPhone 14 by one week, 2) the renovation of 40 stores in 2Q23, with gradual reopening in 3Q23 resulting in less-than full-quarter revenue realization for some and 3) wholesaler ADEPT's discontinuation of Realme.

4Q23 profit should record a modest y-y recovery

In 4Q23, we expect the profit to recover both q-q and y-y, supported by iPhone 15 sales, which recorded a 5% growth 4QTD, while the iPhone 14 experienced an inventory shortage in the second half of 4Q22. Also, the provision for U-Fund should gradually decrease due to NPL controls and a higher approval rate. Meanwhile, expenses would remain high due to more standalone store expansion. At the Oppday meeting after the 3Q23 results, management provided details of its standalone that it has three expenses, which are higher than opening in a mall, including depreciation (from higher construction costs), utilities, and personnel.

Cut 2023-25E profit by 9-18% due to slower-than-expected sales growth

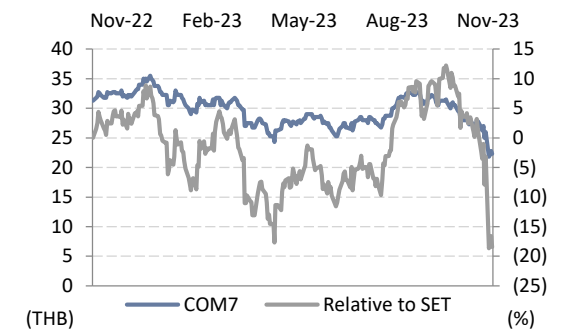
Management has slashed its 2023 sales target to 15% (vs 9M23 sales growth of 13%) due to a cut in the price of AION EV, resulting in lower-than-expected sales and the delay of a deal that should support its 9M23 topline. As a result, we have cut our 2023-25E net profit by 9-18% to factor in the lower-than-expected sales growth and a higher expense estimate from more standalone store expansion.

Decrease TP to THB30 but retain BUY rating

We have decreased our 2024 TP to THB30, based on a forward P/E of 20.6x (5Y avg+0.5SD of Rolling one-year forward P/E), to reflect the slower-than-expected growth. Meanwhile, the share price has dropped 17% MTD. We believe that it has reflected the disappointing 3Q23 results. Also, we view that 2024 profit would record an 11% growth after seeing the government's stimulus and an IT upgrade cycle during the recent Covid outbreak.

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	62,733	71,074	80,111	90,436
Net profit	3,038	3,126	3,475	3,745
EPS (THB)	1.27	1.31	1.46	1.57
vs Consensus (%)	-	(3.2)	(7.0)	(13.8)
EBITDA	4,687	4,676	5,181	5,670
Recurring net profit	3,038	3,126	3,475	3,745
Core EPS (THB)	1.27	1.31	1.46	1.57
Chg. In EPS est. (%)	-	(8.9)	(13.3)	(20.0)
EPS growth (%)	(41.9)	2.9	11.1	7.8
Core P/E (x)	17.5	17.0	15.3	14.2
Dividend yield (%)	2.3	4.6	4.7	5.3
EV/EBITDA (x)	12.2	12.1	10.9	10.0
Price/book (x)	7.4	6.8	6.0	5.4
Net debt/Equity (%)	53.1	40.6	38.2	37.2
ROE (%)	48.8	41.6	41.7	40.3



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(24.4)	(22.4)	(29.8)
Relative to country (%)	(23.8)	(16.7)	(19.6)
Mkt cap (USD m)	1,499		
3m avg. daily turnover (USD m)	13.2		
Free float (%)	46		
Major shareholder	Sura Khanittaweekul (25%)		
12m high/low (THB)	36.00/21.40		
Issued shares (m)	2,400.00		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

We like COM7 due to its commitment to business development and its target to gain a 35% market share in the IT distribution business by 2025. We think the company stands a chance to accomplish the goal due to its continuous efforts to expand distribution channels to include shop-in-shop, standalone, and online platforms and its shift to focus on 5G devices since Thailand's 5G adoption rate only stands at 11%. Also, it has developed new sales tools, such as consumer loans via UFund and warranty extension, and expanded to other businesses, such as Dr.Pharma (drugstore) and Pet Paw (pet food).

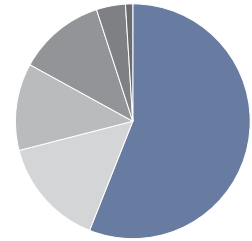
Company profile

COM7 distributes IT products such as laptops, desktop computers, mobile phones, tablets, peripherals, and accessories through various distribution channels. Also, it operates Apple repair & service centers.

www.comseven.com

Principal activities (revenue, 2022)

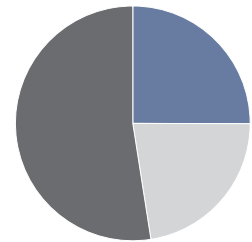
- Phone - 56.0 %
- Tablet - 15.0 %
- IT Product - 12.0 %
- Accessories - 12.0 %
- Others - 4.0 %
- Services - 1.0 %



Source: Com7

Major shareholders

- Sura Khanittaweekul - 25.1 %
- Pongsak Thammathataree - 22.5 %
- Others - 52.5 %



Source: Com7

Catalysts

Key potential growth drivers for COM7 include 1) changing consumer behavior in the digital era, 2) a recovery in consumption and domestic purchasing power, and 3) its target to gain a 35% market share.

Risks to our call

Downside risks to our P/E-based TP include 1) lower consumption and domestic purchasing power, 2) store cannibalization, and 3) product shortages.

Event calendar

Date	Event
March 2024	4Q23 results announcement

Key assumptions

COM7	2023E	2024E	2025E
Sales growth (%)	13.3	12.7	12.9
Total Stores (no.)	1,320	1,420	1,520
GPM (%)	13.7	13.7	13.7
SG&A to sales (%)	7.9	8.3	8.6

Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in sales, we estimate 2024 net profit to rise by 0.9%, and vice versa, all else being equal.
- For every 0.5% increase in GPM, we estimate 2024 net profit to rise by 9.5%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A expenses, we estimate 2024 net profit to fall by 9.5%, and vice versa, all else being equal.

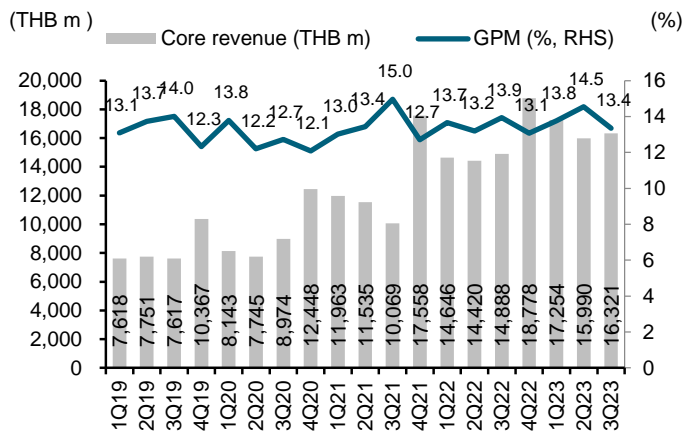
Source: FSSIA estimates

Exhibit 1: 3Q23 earnings results and 4Q23 earnings preview

Year to Dec 31	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23E	Change		9M23			2023E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(y-y%)	(%23E)	(THB m)	(y-y%)
Revenue	14,888	18,778	17,254	15,990	16,321	21,509	32	15	49,565	13	70	71,074	13
COGS	(12,813)	(16,325)	(14,878)	(13,665)	(14,141)	(18,684)	32	14	(42,684)	12	70	(61,368)	13
Gross profit	2,075	2,454	2,376	2,325	2,180	2,825	30	15	6,880	15	71	9,706	15
Operating costs	(1,202)	(1,195)	(1,284)	(1,378)	(1,343)	(1,574)	17	32	(4,005)	18	72	(5,579)	21
Operating profit	874	1,259	1,091	947	837	1,251	50	(1)	2,875	11	70	4,127	7
Other income	163	45	9	46	8	44	449	(4)	63	(69)	59	107	(57)
Other gains (losses)	(88)	(2)	(28)	(75)	(42)	(30)	(28)	1,252	(144)	n/a	83	(174)	94
FX Gain (Loss)	4	(109)	(6)	0	0	0	n/a	(100)	(6)	(452)	100	(6)	(94)
Interest expense	(25)	(36)	(39)	(53)	(70)	(72)	3	101	(162)	141	69	(234)	127
Profit before tax	928	1,157	1,028	864	734	1,193	63	3	2,625	(0)	69	3,818	1
Tax	(198)	(248)	(184)	(149)	(109)	(245)	124	(1)	(443)	(15)	64	(687)	(11)
Associates	3	20	45	7	6	8	34	(61)	59	133	88	66	47
Minority interests	(8)	(19)	(15)	(18)	(19)	(19)	0	(1)	(52)	659	73	(71)	173
Non-recurring items	0	0	0	0	0	0	n/a	n/a	0	n/a	n/a	n/a	n/a
Reported net profit	725	910	874	704	611	937	53	3	2,189	3	70	3,126	3
Recurring net profit	725	910	874	704	611	937	53	3	2,189	3	70	3,126	3
EPS (THB)	0.30	0.38	0.37	0.30	0.26	0.39	53	3	0.92	(25)	70	1.31	3
Recurring EPS (THB)	0.30	0.38	0.37	0.30	0.26	0.39	53	3	0.92	(25)	70	1.31	3
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(ppt)	(%)	(ppt)	(ppt)
Gross margin	13.9	13.1	13.8	14.5	13.4	13.1	(1.2)	(0.6)	13.9	0.3		13.7	0.2
Operating margin	6.4	6.7	6.2	5.7	4.9	5.8	(0.8)	(1.5)	5.8	(0.1)		5.8	(0.3)
Recurring net margin	4.9	4.8	5.1	4.4	3.7	4.4	(0.7)	(1.1)	4.4	(0.4)		4.4	(0.4)
SG&A / Sales	8.1	6.4	7.4	8.6	8.2	7.3	(0.4)	0.2	8.1	0.3		7.9	0.5

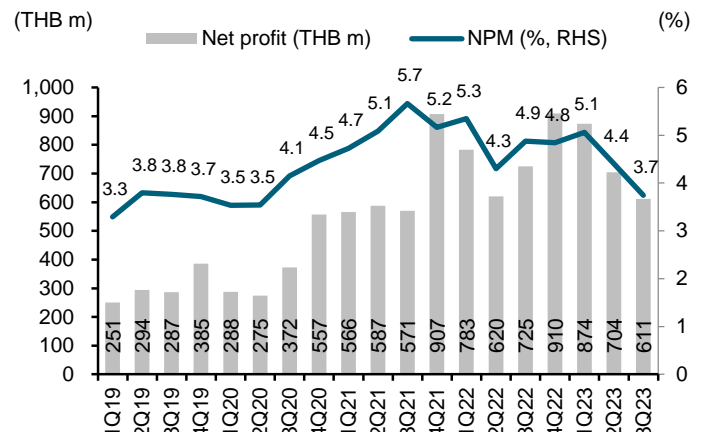
Sources: COM7; FSSIA estimates

Exhibit 2: Core revenue and Gross margin



Source: COM7

Exhibit 3: Net profit and Net margin



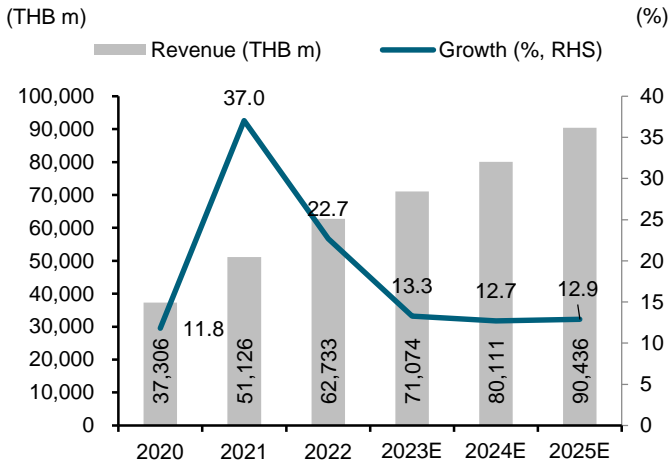
Source: COM7

Exhibit 4: Key assumption for COM7

	Current			Previous			Change		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Revenues (THB m)	71,074	80,111	90,436	76,419	91,186	100,226	(7.0)	(12.1)	(9.8)
Gross margin (%)	13.7	13.7	13.7	13.4	13.4	13.4	0.2	0.3	0.3
SG&A to sales (%)	7.9	8.3	8.6	7.9	7.8	7.8	0.0	0.4	0.8
Net profit (THB m)	3,126	3,475	3,745	3,430	4,137	4,543	(8.9)	(16.0)	(17.6)
Core EPS (THB/share)	1.31	1.46	1.57	1.44	1.73	1.90	(8.9)	(16.0)	(17.6)

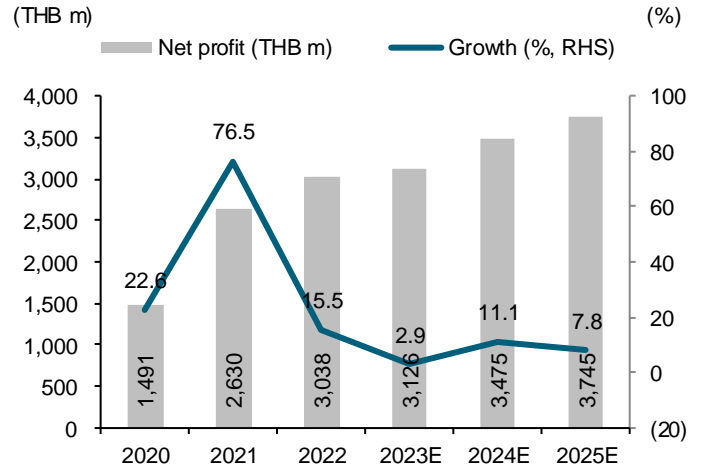
Source: FSSIA estimates

Exhibit 5: Yearly revenue



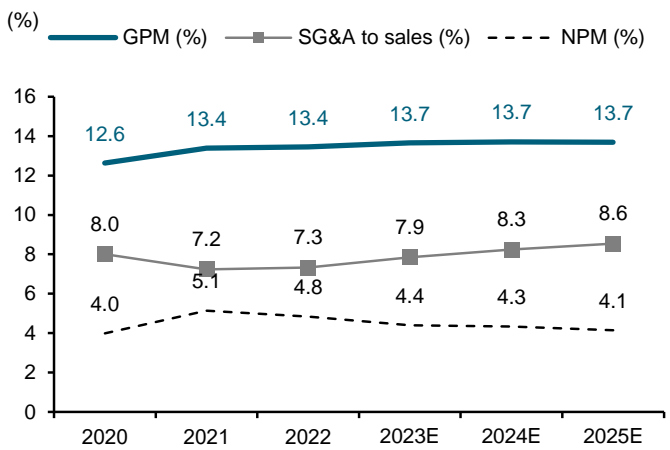
Sources: COM7; FSSIA estimates

Exhibit 6: Yearly net profit



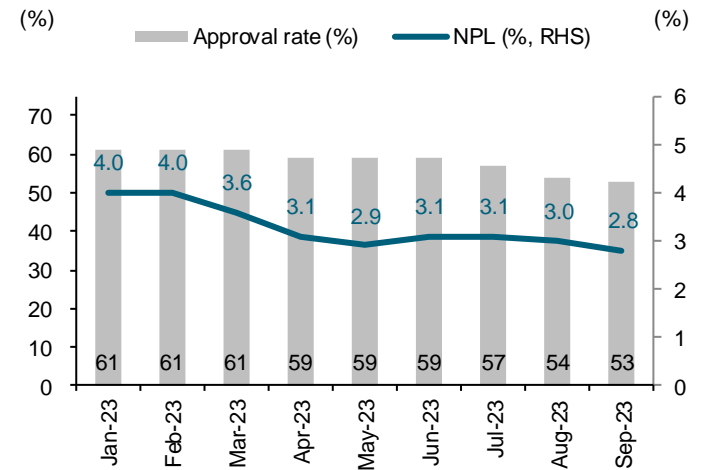
Sources: COM7; FSSIA estimates

Exhibit 7: Profitability



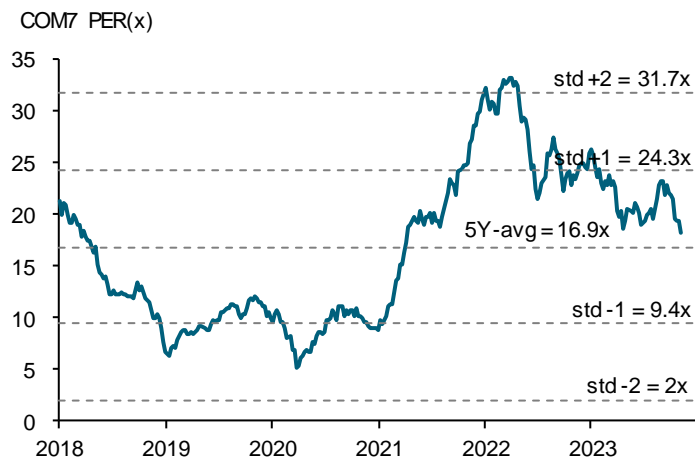
Sources: COM7; FSSIA estimates

Exhibit 8: U-Fund



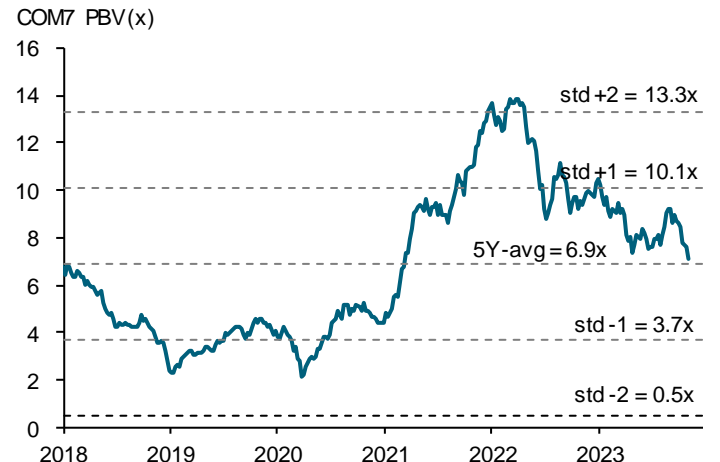
Sources: COM7; FSSIA estimates

Exhibit 9: Rolling one-year forward P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 10: Rolling one-year forward P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 11: Commerce peers as of 16 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)
Consumer Staple														
CP All	CPALL TB	BUY	57.25	77.00	34	14,496	31.4	26.5	15.6	17.0	5.2	4.7	21.8	19.4
CP Axtra	CPAXT TB	BUY	28.75	38.00	32	8,574	34.1	27.3	3.1	3.8	1.0	1.0	10.8	10.0
Berli Jucker*	BJC TB	n/a	28.00	n/a	n/a	3,187	21.8	18.8	4.3	4.8	0.9	0.9	13.3	12.6
Consumer Staple average						26,258	29.1	24.2	7.7	8.5	2.4	2.2	15.3	14.0
Consumer Discretionary														
Com7	COM7 TB	BUY	22.30	30.00	35	1,499	17.0	15.3	41.6	41.7	6.8	6.0	12.1	10.9
Central Retail Corp*	CRC TB	n/a	39.00	n/a	n/a	6,681	28.9	23.8	12.4	13.9	3.5	3.2	11.7	10.7
Home Improvement														
Index Living Mall	ILM TB	BUY	23.50	26.70	14	335	17.1	15.4	12.0	12.7	2.0	1.9	8.1	7.3
Home Product Center	HMPRO TB	BUY	12.30	16.00	30	4,560	24.6	22.3	26.4	27.7	6.3	6.0	14.5	13.3
Siam Global House	GLOBAL TB	BUY	17.10	18.00	5	2,411	31.1	28.3	12.1	12.2	3.6	3.3	23.1	21.1
Dohome	DOHOME TB	BUY	12.00	13.00	8	1,045	62.3	33.3	4.9	8.5	3.0	2.7	26.6	19.5
Home Improvement avg.						8,350	33.8	24.8	13.8	15.3	3.7	3.5	18.1	15.3
Consumer Discretionary avg.						16,530	30.2	23.1	18.2	19.4	4.2	3.9	16.0	13.8
Total average						42,788	29.8	23.4	14.7	15.8	3.6	3.3	15.8	13.9

Sources: *Bloomberg; FSSIA estimates

Financial Statements

Com7

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	51,126	62,733	71,074	80,111	90,436
Cost of goods sold	(44,281)	(54,298)	(61,368)	(69,127)	(78,060)
Gross profit	6,846	8,435	9,706	10,983	12,376
Other operating income	24	248	107	120	136
Operating costs	(3,735)	(4,792)	(5,760)	(6,729)	(7,832)
Operating EBITDA	3,922	4,687	4,676	5,181	5,670
Depreciation	(787)	(796)	(623)	(807)	(990)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	3,135	3,890	4,053	4,374	4,680
Net financing costs	(48)	(103)	(234)	(226)	(215)
Associates	97	45	66	73	84
Recurring non-operating income	97	45	66	73	84
Non-recurring items	0	0	0	0	0
Profit before tax	3,183	3,832	3,885	4,221	4,548
Tax	(555)	(769)	(687)	(747)	(804)
Profit after tax	2,628	3,064	3,197	3,475	3,745
Minority interests	2	(26)	(71)	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	2,630	3,038	3,126	3,475	3,745
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	2,630	3,038	3,126	3,475	3,745
Per share (THB)					
Recurring EPS *	2.19	1.27	1.31	1.46	1.57
Reported EPS	2.19	1.27	1.31	1.46	1.57
DPS	1.00	0.50	1.02	1.06	1.17
Diluted shares (used to calculate per share data)	1,200	2,385	2,385	2,385	2,385
Growth					
Revenue (%)	37.0	22.7	13.3	12.7	12.9
Operating EBITDA (%)	63.4	19.5	(0.2)	10.8	9.4
Operating EBIT (%)	77.0	24.1	4.2	7.9	7.0
Recurring EPS (%)	76.5	(41.9)	2.9	11.1	7.8
Reported EPS (%)	76.5	(41.9)	2.9	11.1	7.8
Operating performance					
Gross margin inc. depreciation (%)	13.4	13.4	13.7	13.7	13.7
Gross margin exc. depreciation (%)	14.9	14.7	14.5	14.7	14.8
Operating EBITDA margin (%)	7.7	7.5	6.6	6.5	6.3
Operating EBIT margin (%)	6.1	6.2	5.7	5.5	5.2
Net margin (%)	5.1	4.8	4.4	4.3	4.1
Effective tax rate (%)	17.4	20.1	17.7	17.7	17.7
Dividend payout on recurring profit (%)	45.6	39.5	77.4	72.4	74.7
Interest cover (X)	67.5	38.2	17.6	19.7	22.1
Inventory days	41.4	46.2	45.0	43.5	43.5
Debtor days	12.7	18.7	18.9	17.6	17.6
Creditor days	31.8	34.2	31.8	32.1	32.1
Operating ROIC (%)	51.7	42.6	38.8	40.2	(9.7)
ROIC (%)	38.1	30.2	26.3	26.8	(6.6)
ROE (%)	57.6	48.8	41.6	41.7	40.3
ROA (%)	21.2	17.9	16.9	17.0	16.0
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Phone	28,631	35,130	41,223	44,862	51,549
Tablet	7,669	9,410	9,950	10,414	11,757
IT Product	6,135	7,528	6,255	7,210	8,139
Accessories	6,135	7,528	11,514	14,420	16,279

Sources: Com7; FSSIA estimates

Financial Statements

Com7

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	2,630	3,038	3,126	3,475	3,745
Depreciation	787	796	623	807	990
Associates & minorities	(97)	(45)	(66)	(73)	(84)
Other non-cash items	144	148	301	299	300
Change in working capital	(2,271)	(2,371)	604	(762)	(872)
Cash flow from operations	1,195	1,566	4,588	3,745	4,079
Capex - maintenance	-	-	-	-	-
Capex - new investment	(833)	(792)	(924)	(847)	(904)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(924)	(1,236)	(471)	(272)	(303)
Cash flow from investing	(1,757)	(2,028)	(1,394)	(1,119)	(1,207)
Dividends paid	(1,199)	(1,619)	(2,421)	(2,517)	(2,797)
Equity finance	(3)	(103)	0	0	0
Debt finance	2,515	1,135	175	(607)	18
Other financing cash flows	(23)	548	(198)	(202)	(189)
Cash flow from financing	1,290	(38)	(2,445)	(3,326)	(2,968)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	729	(500)	749	(699)	(97)
Free cash flow to firm (FCFF)	(513.41)	(359.16)	3,427.46	2,852.36	3,086.72
Free cash flow to equity (FCFE)	1,930.91	1,221.11	3,169.83	1,817.63	2,700.37

Per share (THB)

FCFF per share	(0.21)	(0.15)	1.43	1.19	1.29
FCFE per share	0.80	0.51	1.32	0.76	1.13
Recurring cash flow per share	2.89	1.65	1.67	1.89	2.08

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	4,061	4,863	5,645	6,428	7,261
Less: Accumulated depreciation	(2,259)	(3,040)	(3,637)	(4,414)	(5,371)
Tangible fixed assets (net)	1,801	1,823	2,008	2,014	1,890
Intangible fixed assets (net)	297	531	646	680	718
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	774	1,517	1,517	1,517	1,517
Cash & equivalents	1,851	1,350	2,099	1,400	1,303
A/C receivable	2,707	3,716	3,638	4,101	4,630
Inventories	6,208	7,333	7,652	8,620	9,733
Other current assets	1,120	963	1,121	1,258	1,411
Current assets	11,886	13,362	14,510	15,379	17,078
Other assets	1,207	1,930	2,263	2,553	2,876
Total assets	15,966	19,162	20,944	22,142	24,078
Common equity	5,285	7,154	7,860	8,818	9,765
Minorities etc.	16	97	97	97	97
Total shareholders' equity	5,301	7,252	7,957	8,915	9,863
Long term debt	-	-	-	-	-
Other long-term liabilities	1,203	1,307	1,502	1,578	1,631
Long-term liabilities	1,203	1,307	1,502	1,578	1,631
A/C payable	5,106	4,909	5,660	6,375	7,199
Short term debt	3,801	5,204	5,331	4,807	4,974
Other current liabilities	556	490	495	468	412
Current liabilities	9,462	10,603	11,485	11,649	12,585
Total liabilities and shareholders' equity	15,966	19,162	20,944	22,142	24,078
Net working capital	4,374	6,612	6,256	7,136	8,164
Invested capital	8,454	12,413	12,690	13,900	15,164

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

Per share (THB)

Book value per share	4.40	3.00	3.30	3.70	4.09
Tangible book value per share	4.16	2.78	3.02	3.41	3.79

Financial strength

Net debt/equity (%)	36.8	53.1	40.6	38.2	37.2
Net debt/total assets (%)	12.2	20.1	15.4	15.4	15.2
Current ratio (x)	1.3	1.3	1.3	1.3	1.4
CF interest cover (x)	58.7	20.5	18.5	12.8	17.7

Valuation	2021	2022	2023E	2024E	2025E
Recurring P/E (x) *	10.2	17.5	17.0	15.3	14.2
Recurring P/E @ target price (x) *	13.7	23.6	22.9	20.6	19.1
Reported P/E (x)	10.2	17.5	17.0	15.3	14.2
Dividend yield (%)	4.5	2.3	4.6	4.7	5.3
Price/book (x)	5.1	7.4	6.8	6.0	5.4
Price/tangible book (x)	5.4	8.0	7.4	6.5	5.9
EV/EBITDA (x) **	7.3	12.2	12.1	10.9	10.0
EV/EBITDA @ target price (x) **	9.7	16.1	16.0	14.5	13.3
EV/invested capital (x)	3.4	4.6	4.5	4.1	3.8

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

Sources: Com7; FSSIA estimates

COM7 PCL (COM7 TB)

FSSIA ESG rating



61.78 /100

Exhibit 12: 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.
★★★	>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 13: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar	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
COM7	61.78	--	Y	Y	5.00	5.00	Certified	Low	47.75	--	--	52.68	21.00	4.40	43.59
CPALL	78.53	Y	Y	Y	5.00	5.00	Certified	Medium	47.38	A	34.00	59.95	82.00	3.74	--
CPAXT	59.46	--	--	--	5.00	5.00	Certified	Low	52.81	--	--	74.64	63.00	3.77	--
BJC	71.33	Y	Y	Y	4.00	4.00	--	Medium	55.09	A	--	65.19	89.00	2.16	--
CRC	64.49	--	Y	Y	5.00	5.00	Certified	Medium	--	BBB	--	60.98	73.00	2.90	47.27

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

Exhibit 14: ESG score by Bloomberg

FY ending Dec 31	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	3.14	4.17	4.40
BESG environmental pillar score	3.73	5.72	4.96
BESG social pillar score	1.68	2.66	3.91
BESG governance pillar score	4.25	4.36	4.34
ESG disclosure score	40.13	43.95	43.59
Environmental disclosure score	20.57	23.95	22.23
Social disclosure score	16.05	24.15	24.79
Governance disclosure score	83.59	83.59	83.59
Environmental			
Emissions reduction initiatives	Yes	Yes	Yes
Climate change policy	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No
Risks of climate change discussed	Yes	Yes	Yes
GHG scope 1	—	—	—
GHG scope 2 location-based	—	—	—
GHG Scope 3	—	—	—
Carbon per unit of production	—	—	—
Biodiversity policy	No	No	No
Energy efficiency policy	Yes	Yes	Yes
Total energy consumption	1	2	—
Renewable energy use	—	—	—
Electricity used	1	2	2
Fuel used - natural gas	—	—	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 15: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No
Waste reduction policy	Yes	Yes	Yes
Hazardous waste	—	—	—
Total waste	—	—	—
Waste recycled	—	—	—
Waste sent to landfills	—	—	—
Environmental supply chain management	Yes	Yes	Yes
Water policy	Yes	Yes	Yes
Water consumption	—	—	—
Social			
Human rights policy	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes
Quality assurance and recall policy	No	No	No
Consumer data protection policy	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes
Gender pay gap breakout	No	No	No
Pct women in workforce	—	52	52
Pct disabled in workforce	—	1	1
Business ethics policy	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes
Lost time incident rate - employees	—	—	—
Total recordable incident rate - employees	—	—	—
Training policy	Yes	Yes	Yes
Fair remuneration policy	No	No	Yes
Number of employees – CSR	3,883	4,327	4,810
Employee turnover pct	43	—	—
Total hours spent by firm - employee training	—	25,962	28,860
Social supply chain management	Yes	Yes	Yes
Governance			
Board size	7	7	7
No. of independent directors (ID)	3	3	3
No. of women on board	1	1	1
No. of non-executive directors on board	3	3	3
Company conducts board evaluations	Yes	Yes	Yes
No. of board meetings for the year	9	7	12
Board meeting attendance pct	98	100	99
Board duration (years)	3	3	3
Director share ownership guidelines	No	No	No
Age of the youngest director	51	52	53
Age of the oldest director	66	67	68
No. of executives / company managers	8	8	8
No. of female executives	3	3	3
Executive share ownership guidelines	No	No	No
Size of audit committee	2	3	3
No. of ID on audit committee	2	3	3
Audit committee meetings	4	4	4
Audit meeting attendance %	100	100	100
Size of compensation committee	3	3	3
No. of ID on compensation committee	1	1	1
No. of compensation committee meetings	2	2	2
Compensation meeting attendance %	100	100	100
Size of nomination committee	3	3	3
No. of nomination committee meetings	2	2	2
Nomination meeting attendance %	100	100	100
Sustainability governance			
Verification type	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 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+									
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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 border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <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> </tbody> </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.																			

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**"; 2) "**AGM Level**"; 3) "**Thai CAC**"; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

GENERAL DISCLAIMER

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History of change in investment rating and/or target price

Com7 (COM7 TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
26-Jan-2023	BUY	40.00	25-Oct-2023	BUY	38.70	-	-	-

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

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Com7	COM7 TB	THB 22.30	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 16-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.