

13 MAY 2024

EQUITY RESEARCH – RESULTS FLASH

INDEX LIVING MALL

ILM TB

THAILAND / COMMERCE

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1Q24 results at first glance

ILM รายงานกำไรสุทธิ 209 ลบ. (+6% q-q, +20% y-y) ดีกว่าที่เราและตลาดคาด 5% จากยอดขายที่ดีกว่าคาด

Highlights

- ILM รายงานกำไรสุทธิ 209 ลบ. เพิ่มขึ้นทั้ง q-q และ y-y จากยอดขายที่เติบโตได้ดี โดยยอดขายรวมเพิ่มขึ้น 12% y-y จากการเติบโตของทั้งยอดขายหน้าร้านที่ SSSG ยังบวกได้ดีราว 8.4% (เรคาด 7%) และยอดขายออนไลน์ที่ยังเติบโตได้ดี 37% y-y หนุนจากมาตรการ E-receipt รวมถึงยอดขายโครงการเริ่มกลับมาดีขึ้นหากเทียบกับปีที่แล้ว (แต่ยังลดลง q-q ตาม seasonal) นอกจากนี้รายได้จากการให้เช่าและบริการยังปรับเพิ่มขึ้น 12% y-y จากการเปิด LittleWalk กรุงเทพมหานคร ช่วงต.ค. 2023 ที่มีผลตอบรับดี อัตราการเช่าพื้นที่เต็ม รวมถึงอัตราการเช่าเฉลี่ยโครงการอื่นๆปรับสูงขึ้น
- อัตรากำไรขั้นต้นจากการขายลดลงเล็กน้อยเป็น 46.0% (1Q23 ที่ 46.9%) จากสัดส่วนขายช่องทางโครงการปรับสูงขึ้นเป็น 5% ของยอดขาย (1Q23 ที่ 3% ของยอดขาย) ซึ่งเป็นช่องทางที่มี Margin น้อย ขณะที่อัตรากำไรขั้นต้นจากการเช่าปรับดีขึ้นราว 200bps y-y เป็น 51.1% (1Q23 ที่ 49.2%) จากการเปิดสาขาใหม่และอัตราการให้เช่าเฉลี่ยสูงขึ้น และค่า FT ที่ปรับลดลง ขณะที่ค่าใช้จ่ายต่อรายได้ปรับลดลง 150bps y-y เป็น 34.8% (1Q23 ที่ 36.3%) จากคุณภาพของการทำโปรโมชันส่งเสริมการขายเติบโตน้อยกว่ารายได้ที่สูงขึ้น

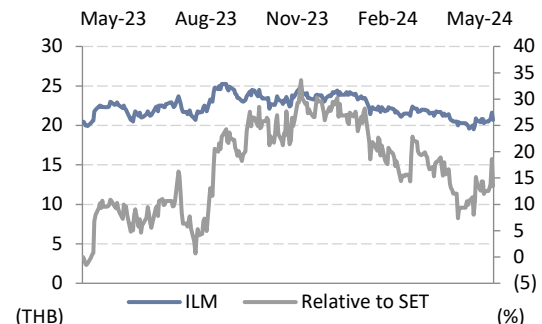
Outlook

- แนวโน้ม SSSG เดือนเม.ย. เริ่มเห็นติดลบราว 3-4% จากการดึง Demand ไปใช้ในช่วง E-receipt ทำให้กำลังซื้อช่วงเม.ย.เริ่มแผ่ว แนวโน้มกำไร 2Q24 คาดชะลอตัว q-q ตาม seasonal แต่คาดเพิ่มขึ้น y-y แม้ SSSG เดือนเม.ย. จะเห็นเป็นลบ แต่ยอดขายรวมยังคาดสูงขึ้นจากยอดขาย Online ที่ยังเติบโต y-y และรายได้ค่าเช่าเพิ่มขึ้นจากการรับรู้ LittleWalk กรุงเทพมหานคร
- กำไรสุทธิ 1Q24 คิดเป็น 27% ของกำไรสุทธิของเราทั้งปีที่ 786 ลบ. (+8.3% y-y) โดยเรายังคงประมาณการเดิม ด้วยคำแนะนำ ซื้อ ราคาเป้าหมาย 26.7 บาท

TARGET PRICE THB26.70
CLOSE THB20.70
UP/DOWNSIDE +29.0%
TP vs CONSENSUS -2.8%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	9,309	10,039	10,811	11,452
Net profit	726	786	854	908
EPS (THB)	1.44	1.56	1.69	1.80
vs Consensus (%)	-	(4.8)	(5.7)	(5.4)
EBITDA	1,933	2,081	2,241	2,377
Recurring net profit	726	786	854	908
Core EPS (THB)	1.44	1.56	1.69	1.80
EPS growth (%)	10.2	8.3	8.6	6.3
Core P/E (x)	14.4	13.3	12.2	11.5
Dividend yield (%)	4.8	5.2	5.7	6.0
EV/EBITDA (x)	7.3	7.0	6.4	6.0
Price/book (x)	1.8	1.7	1.6	1.6
Net debt/Equity (%)	60.8	65.4	61.0	55.6
ROE (%)	12.5	12.9	13.5	13.8



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	1.5	(6.8)	0.5
Relative to country (%)	4.2	(5.6)	15.0
Mkt cap (USD m)	285		
3m avg. daily turnover (USD m)	0.2		
Free float (%)	25		
Major shareholder	Krobkrua Thammada Panich Co Ltd (40%)		
12m high/low (THB)	26.00/19.30		
Issued shares (m)	505.00		

Sources: Bloomberg consensus; FSSIA estimates



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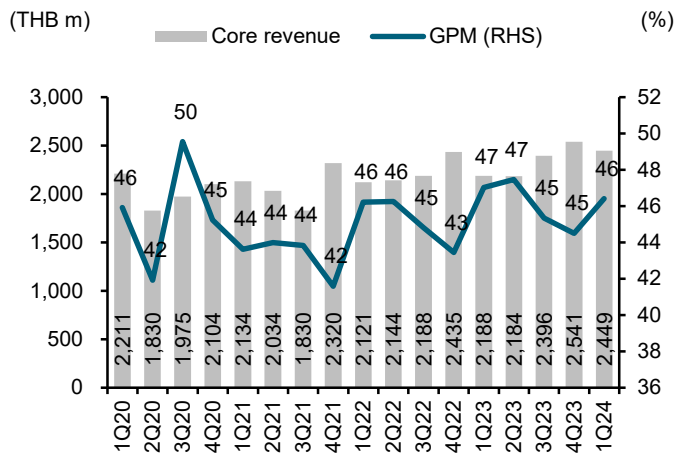
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Exhibit 1: ILM - 1Q24 results summary

Year to Dec 31	1Q23 (THB m)	2Q23 (THB m)	3Q23 (THB m)	4Q23 (THB m)	1Q24 (THB m)	-----Change----- (q-q%) (y-y%)		1Q24 (%24E)	2023 (THB m)	2024E (THB m)	Change (y-y%)
Total revenue	2,188	2,184	2,396	2,541	2,449	(3.6)	11.9	24	9,309	10,039	7.8
- Retail sales	2,023	2,012	2,222	2,361	2,265	(4.0)	12.0	24	8,617	9,272	7.6
- Rental and services	165	172	174	181	184	2.1	11.7	24	692	768	11.0
Core COGS	(1,159)	(1,147)	(1,309)	(1,410)	(1,312)	(6.9)	13.2	24	(5,026)	(5,407)	7.6
- COGS	(1,075)	(1,065)	(1,220)	(1,323)	(1,222)	(7.6)	13.7	24	(4,683)	(5,027)	7.3
- Cost of Rental	(84)	(83)	(89)	(87)	(90)	3.5	7.3	24	(343)	(381)	11.0
Gross profit	1,029	1,037	1,086	1,131	1,137	0.5	10.5	25	4,283	4,632	8.1
Operating costs	(793)	(820)	(827)	(872)	(851)	(2.4)	7.3	24	(3,312)	(3,605)	8.8
Operating profit	236	217	259	259	286	10.4	21.1	28	971	1,027	5.7
Other income	24	32	22	29	24	(18.9)	(2.8)	21	107	112	4.4
Interest expense	(52)	(54)	(55)	(55)	(52)	(6.0)	(0.3)	25	(216)	(207)	(4.1)
Profit before tax	208	195	226	233	258	10.6	23.7	28	862	932	8.1
Tax	(34)	(31)	(37)	(38)	(50)	32.3	46.4	34	(140)	(146)	4.1
Minority interests	-	-	(2)	(1)	(1)	(42.6)	n/a	n/a	(3)	-	(100)
Non-recurring items	-	-	-	-	-	n/a	n/a	n/a	-	-	n/a
Reported net profit	174	164	191	197	209	6.1	19.7	27	726	786	8.3
Recurring net profit	174	164	191	197	209	6.1	19.7	27	726	786	8.3
EPS (THB)	0.35	0.32	0.38	0.39	0.41	6.1	19.7	27	1.44	1.56	8.3
Recurring EPS (THB)	0.35	0.32	0.38	0.39	0.41	6.1	19.7	27	1.44	1.56	8.3
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)		(%)	(%)	(ppt)
Gross margin	47.0	47.5	45.3	44.5	46.4	1.9	(0.6)		46.0	46.1	0.1
- Retail	46.9	47.1	45.1	43.9	46.0	2.1	(0.8)		45.7	45.8	0.1
- Rental	49.2	52.0	48.5	51.8	51.1	(0.7)	2.0		50.4	50.4	-
Operating margin	11.9	11.4	11.7	11.3	12.6	1.3	0.7		11.6	11.3	(0.2)
Recurring net margin	8.0	7.5	8.0	7.7	8.5	0.8	0.6		7.8	7.8	0.0
SG&A / Sales	36.3	37.5	34.5	34.3	34.8	0.4	(1.5)		35.6	35.9	0.3
Operating statistics	(%)	(%)	(%)	(%)	(%)	(q-q%)	(y-y%)		(%)	(%)	(y-y%)
SSSG (%y-y)	8.5	9.0	12.0	8.9	8.4				9.9	6.1	
Retails Sales (THB m)	1,675	1,671	1,682	1,800	1,789	(0.6)	6.8	24	6,827	7,381	8.1
Project Sales (THB m)	58	58	195	207	117	(43.5)	101.5	12	518	510	(1.5)
Oversea Sales (THB m)	40	25	42	26	28	9.7	(29.5)	30	134	136	1.5
Dealer Sales (THB m)	22	23	17	21	18	(11.1)	(16.7)	26	83	84	1.2
Online Sales (THB m)	228	235	286	307	312	1.7	37.0	25	1,056	1,161	10.0
Retails Sales (% to sales)	83	83	76	76	79				79	80	
Project Sales (% to sales)	3	3	9	9	5				6	6	
Oversea Sales (% to sales)	2	1	2	1	1				2	1	
Dealer Sales (% to sales)	1	1	1	1	1				1	1	
Online Sales (% to sales)	11	12	13	13	14				12	13	

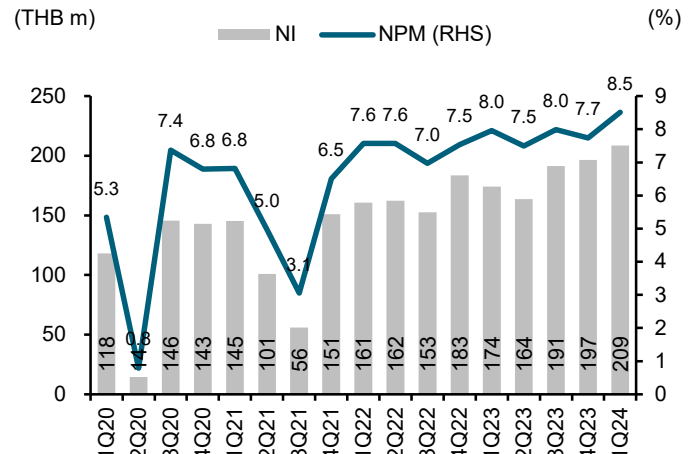
Sources: ILM; FSSIA estimates

Exhibit 2: Quarterly revenue and gross margin



Source: ILM

Exhibit 3: Quarterly net profit and net profit margin



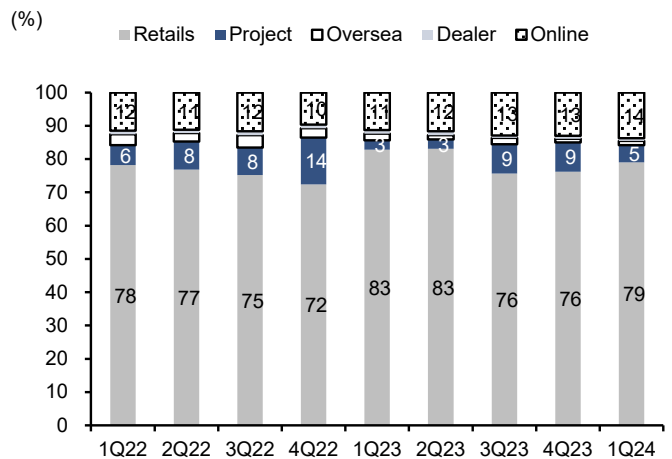
Source: ILM

Exhibit 4: Quarterly SSSG



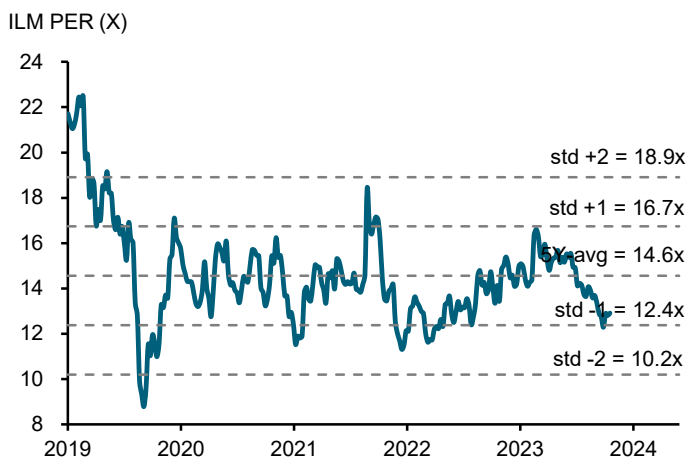
Source: ILM

Exhibit 5: Sales mixed by channel



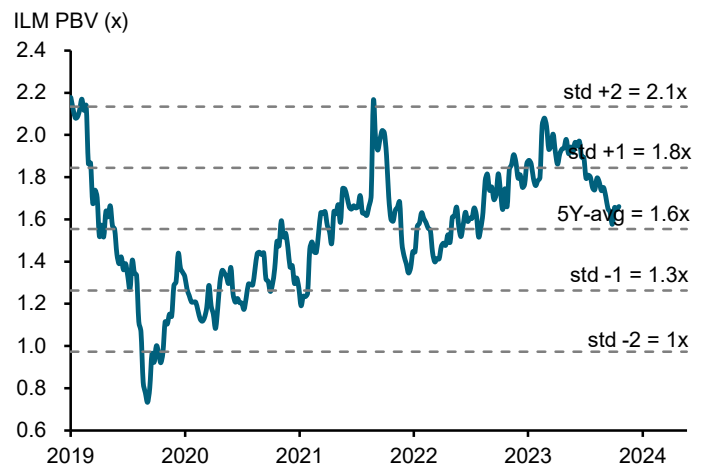
Source: ILM

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 10 May 2024

Company	BBG	Rec	Share price			Market Cap (USD m)	PE		ROE		PBV		- EV/ EBITDA -	
			Current	Target	Upside		24E	25E	24E	25E	24E	25E	24E	25E
			(LCY)	(LCY)	(%)		(x)	(x)	(%)	(%)	(x)	(x)	(x)	(x)
Consumer Staple														
CP All	CPALL TB	BUY	59.00	77.00	31	14,429	25.2	21.6	18.1	19.3	4.8	4.3	19.3	16.7
CP Axtra	CPAXT TB	BUY	31.25	36.00	15	9,002	31.0	26.4	3.6	4.2	1.1	1.1	11.4	10.7
Berli Jucker*	BJC TB	n/a	25.25	n/a	n/a	2,727	18.3	16.8	4.5	4.8	0.8	0.8	12.0	11.5
Consumer Staple average						26,158	24.8	21.6	8.7	9.4	2.2	2.1	14.3	13.0
Consumer Discretionary														
Com7	COM7 TB	BUY	19.50	22.50	15	1,266	15.7	14.4	34.3	32.0	5.0	4.3	10.5	9.4
Central Retail Corp	CRC TB	BUY	30.75	44.00	43	5,049	20.6	18.4	12.9	13.3	2.5	2.3	9.3	8.7
Home Improvement														
Index Living Mall	ILM TB	BUY	20.70	26.70	29	285	13.3	12.2	12.9	13.5	1.7	1.6	7.0	6.4
Home Product Center	HMPRO TB	BUY	10.10	13.60	35	3,616	19.4	18.3	26.1	26.4	5.0	4.7	11.4	10.8
Siam Global House	GLOBAL TB	HOLD	16.00	17.30	8	2,266	28.2	25.0	12.3	12.9	3.3	3.1	21.7	19.5
Dohome	DOHOME TB	HOLD	11.30	11.80	4	994	37.5	29.1	7.7	9.2	2.8	2.6	18.6	16.2
Home Improvement avg.						7,160	24.6	21.2	14.8	15.5	3.2	3.0	14.7	13.2
Consumer Discretionary avg.						13,475	22.4	19.6	17.7	17.9	3.4	3.1	13.1	11.8
Total average						39,633	23.2	20.3	14.7	15.1	3.0	2.8	13.5	12.2

Sources: *Bloomberg; FSSIA estimates

Financial Statements

Index Living Mall

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	8,889	9,309	10,039	10,811	11,452
Cost of goods sold	(4,877)	(5,026)	(5,407)	(5,814)	(6,156)
Gross profit	4,011	4,283	4,632	4,996	5,296
Other operating income	120	107	112	120	128
Operating costs	(3,136)	(3,312)	(3,605)	(3,885)	(4,122)
Operating EBITDA	1,797	1,933	2,081	2,241	2,377
Depreciation	(801)	(855)	(942)	(1,009)	(1,076)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	995	1,078	1,139	1,232	1,302
Net financing costs	(214)	(216)	(207)	(220)	(226)
Associates	0	0	0	0	0
Recurring non-operating income	0	0	0	0	0
Non-recurring items	0	0	0	0	0
Profit before tax	781	862	932	1,012	1,076
Tax	(122)	(140)	(146)	(158)	(168)
Profit after tax	659	723	786	854	908
Minority interests	0	3	0	0	0
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	659	726	786	854	908
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	659	726	786	854	908
Per share (THB)					
Recurring EPS *	1.31	1.44	1.56	1.69	1.80
Reported EPS	1.31	1.44	1.56	1.69	1.80
DPS	0.60	1.00	1.08	1.18	1.25
Diluted shares (used to calculate per share data)	505	505	505	505	505
Growth					
Revenue (%)	6.9	4.7	7.8	7.7	5.9
Operating EBITDA (%)	9.1	7.6	7.6	7.7	6.1
Operating EBIT (%)	28.3	8.3	5.6	8.2	5.6
Recurring EPS (%)	45.4	10.2	8.3	8.6	6.3
Reported EPS (%)	45.4	10.2	8.3	8.6	6.3
Operating performance					
Gross margin inc. depreciation (%)	45.1	46.0	46.1	46.2	46.2
Gross margin exc. depreciation (%)	54.1	55.2	55.5	55.5	55.6
Operating EBITDA margin (%)	20.2	20.8	20.7	20.7	20.8
Operating EBIT margin (%)	11.2	11.6	11.3	11.4	11.4
Net margin (%)	7.4	7.8	7.8	7.9	7.9
Effective tax rate (%)	15.6	16.2	15.6	15.6	15.6
Dividend payout on recurring profit (%)	46.0	69.6	69.6	69.6	69.6
Interest cover (X)	4.6	5.0	5.5	5.6	5.8
Inventory days	145.3	145.9	146.8	147.1	152.2
Debtor days	9.3	12.1	13.9	13.5	13.6
Creditor days	144.2	142.5	135.5	130.1	131.7
Operating ROIC (%)	15.9	17.6	18.2	19.1	20.0
ROIC (%)	8.0	8.8	9.1	9.5	9.9
ROE (%)	12.0	12.5	12.9	13.5	13.8
ROA (%)	6.9	7.4	7.6	7.9	8.1
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Retail	6,230	6,827	7,381	7,897	8,348
Online	903	1,056	1,161	1,266	1,367
Project	773	518	510	525	541
Oversea	253	134	136	140	144

Sources: Index Living Mall; FSSIA estimates

Financial Statements

Index Living Mall

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	659	726	786	854	908
Depreciation	801	855	942	1,009	1,076
Associates & minorities	0	0	0	0	0
Other non-cash items	-	-	-	-	-
Change in working capital	311	15	31	120	124
Cash flow from operations	1,772	1,596	1,759	1,982	2,108
Capex - maintenance	-	-	-	-	-
Capex - new investment	(577)	(641)	(1,052)	(979)	(1,013)
Net acquisitions & disposals	(40)	51	(344)	(99)	(67)
Other investments (net)	(2)	468	(1)	(2)	(2)
Cash flow from investing	(619)	(123)	(1,397)	(1,079)	(1,081)
Dividends paid	(303)	(429)	(547)	(594)	(632)
Equity finance	0	0	0	0	0
Debt finance	(674)	(664)	353	107	80
Other financing cash flows	(208)	(181)	(247)	(195)	(201)
Cash flow from financing	(1,185)	(1,275)	(441)	(682)	(753)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	(32)	199	(79)	221	274
Free cash flow to firm (FCFF)	1,367.18	1,689.36	568.87	1,123.20	1,252.13
Free cash flow to equity (FCFE)	270.70	628.00	467.63	815.38	905.34
Per share (THB)					
FCFF per share	2.71	3.35	1.13	2.22	2.48
FCFE per share	0.54	1.24	0.93	1.61	1.79
Recurring cash flow per share	2.89	3.13	3.42	3.69	3.93
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	13,001	12,971	13,570	14,068	14,567
Less: Accumulated depreciation	(8,314)	(8,497)	(8,985)	(9,514)	(10,076)
Tangible fixed assets (net)	4,688	4,474	4,584	4,554	4,491
Intangible fixed assets (net)	2,979	2,966	3,277	3,353	3,408
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	-	-	-	-	-
Cash & equivalents	75	274	194	415	689
A/C receivable	522	703	727	783	833
Inventories	1,586	1,748	1,845	2,029	2,208
Other current assets	14	13	14	15	16
Current assets	2,197	2,738	2,780	3,243	3,746
Other assets	2,168	2,147	2,192	2,231	2,257
Total assets	12,032	12,324	12,833	13,381	13,903
Common equity	5,668	5,965	6,204	6,464	6,740
Minorities etc.	0	14	14	14	14
Total shareholders' equity	5,668	5,979	6,218	6,478	6,754
Long term debt	3,029	2,992	3,309	3,385	3,438
Other long-term liabilities	615	651	580	626	668
Long-term liabilities	3,644	3,643	3,890	4,011	4,106
A/C payable	1,590	1,666	1,650	1,777	1,890
Short term debt	1,072	915	950	981	1,009
Other current liabilities	57	122	125	135	144
Current liabilities	2,719	2,703	2,726	2,893	3,043
Total liabilities and shareholders' equity	12,032	12,324	12,833	13,381	13,903
Net working capital	474	676	811	916	1,023
Invested capital	10,310	10,263	10,864	11,054	11,180
* Includes convertibles and preferred stock which is being treated as debt					
Per share (THB)					
Book value per share	11.22	11.81	12.29	12.80	13.35
Tangible book value per share	5.32	5.94	5.80	6.16	6.60
Financial strength					
Net debt/equity (%)	71.0	60.8	65.4	61.0	55.6
Net debt/total assets (%)	33.5	29.5	31.7	29.5	27.0
Current ratio (x)	0.8	1.0	1.0	1.1	1.2
CF interest cover (x)	5.0	6.9	8.3	9.1	9.5
Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	15.9	14.4	13.3	12.2	11.5
Recurring P/E @ target price (x) *	20.5	18.6	17.1	15.8	14.8
Reported P/E (x)	15.9	14.4	13.3	12.2	11.5
Dividend yield (%)	2.9	4.8	5.2	5.7	6.0
Price/book (x)	1.8	1.8	1.7	1.6	1.6
Price/tangible book (x)	3.9	3.5	3.6	3.4	3.1
EV/EBITDA (x) **	8.1	7.3	7.0	6.4	6.0
EV/EBITDA @ target price (x) **	9.7	8.9	8.4	7.8	7.3
EV/invested capital (x)	1.4	1.4	1.3	1.3	1.3
* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income					

Sources: Index Living Mall; FSSIA estimates

INDEX LIVINGMALL PCL (ILM TB)

FSSIA ESG rating

★ ★

Exhibit 9: FSSIA ESG score implication

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.

Source: FSSIA estimates

Exhibit 10: ESG – peer comparison

	FSSIA	Domestic ratings						Global ratings					Bloomberg		
	ESG score	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	--	--	--	--	--	--	--	--
BJC	71.33	Y	Y	Y	4.00	4.00	--	Medium	55.09	A	--	65.19	89.00	2.16	--

Sources: [SETTRADE.com](#); FSSIA's compilation

Exhibit 11: ESG disclosure from the company's one report

FY ending Dec 31		FY 2022	FY ending Dec 31		FY 2022
Environmental			Governance		
Climate change policy		Yes	Board size / Independent directors (ID) / Female		11 / 5 / 4
Climate change opportunities discussed		--	No. of board meetings for the year / % attendance		5 / 94.55%
GHG scope 2 location-based policy		Yes	Company conducts board evaluations		Yes
Biodiversity policy		--	Number of non-executive directors on board		5
Energy efficiency policy		Yes	Director share ownership guidelines		No
Electricity used		Yes	Board age limit		No
Fuel used - crude oil/diesel		1.5	Age of the youngest / oldest director		--
Waste reduction policy		Yes	Number of executives / female		13 / 5
Water policy		Yes	Executive share ownership guidelines		No
Water consumption		28520	Size of audit committee / ID		3 / 3
Social			Audit committee meetings		4
Human rights policy		Yes	Audit committee meeting attendance (%)		100
Policy against child labor		Yes	Size of compensation committee		3 / 3
Quality assurance and recall policy		--	Number of compensation committee meetings		3
Consumer data protection policy		--	Compensation committee meeting attendance (%)		88.88
Equal opportunity policy		Yes	Size of nomination committee / ID		3 / 3
Gender pay gap breakout		--	Number of nomination committee meetings		3
Pct women in workforce		45.2	Nomination committee meeting attendance (%)		88.88
Business ethics policy		Yes	Board compensation (THB m)		5.9
Anti-bribery ethics policy		Yes	Auditor fee (THB m)		3.6
Health and safety policy		Yes	(KPMG Phoomchai Audit Company Limited)		
Lost time incident rate - employees		--			
Training policy		Yes			
Fair remuneration policy		Yes			
Number of employees - CSR		--			
Total hours spent by firm - employee training		--			
Social supply chain management		Yes			

Source: 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 Sustainability	The Sustainability's 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.																				

[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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Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

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Company	Ticker	Price	Rating	Valuation & Risks
Index Living Mall	ILM TB	THB 20.70	BUY	Risks to our DCF-based TP include 1) a lower-than-expected SSSG; 2) a lower-than-expected GPM; and 3) a higher-than-expected SG&A.
Home Product Center	HMPRO TB	THB 10.10	BUY	Key downside risks to our DCF-based TP include: 1) lower-than-expected SSSG; 2) slower-than-expected recovery in domestic consumption and tourist arrivals, and 3) operating losses from overseas units.
Siam Global House	GLOBAL TB	THB 16.00	HOLD	Key risks to our DCF-based TP are 1) lower/higher farm income, which would affect purchasing power in the agricultural sector, 2) government disbursement, 3) a lower/higher private brand mix and margin, 4) higher/lower expenses than expected, and 5) a higher/lower impact than expected from the El Nino.
Dohome PCL	DOHOME TB	THB 11.30	HOLD	Key risks to our DCF-based TP are 1) lower/higher farm income, which would affect purchasing power in the agricultural sector, 2) government disbursement, 3) a lower/higher private brand mix and margin, 4) higher/lower expenses than expected, and 5) a higher/lower impact than expected from the El Nino.
CP All	CPALL TB	THB 59.00	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 31.25	BUY	Key downside risks to our DCF-based TP include 1) a lower-than-expected SSSG, 2) a lower-than-expected GPM, 3) higher-than-expected SG&A expenses, and 4) an operating loss from its overseas units.
Com7	COM7 TB	THB 19.50	BUY	Downside risks to our P/E-based TP include 1) lower consumption and domestic purchasing power, 2) store cannibalization, and 3) product shortages.
Central Retail Corp	CRC TB	THB 30.75	BUY	Downside risks to our DCF-based TP include 1) a decline in domestic purchasing power, 2) lower-than-expected tourist arrivals, 3) an absence of the government's stimulus, and 4) a slower-than-expected economic recovery in Vietnam.

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 10-May-2024 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.