

# SIAM GLOBAL HOUSE

THAILAND / COMMERCE

## GLOBAL TB

# BUY

UNCHANGED

## Potentially slower-than-expected SSSG in the remainder of this year

- We have a bearish view of the SSSG outlook following the Oppday meeting on August 6, 2024, with potentially higher negative SSSG of 6-7% in July (vs -2.3% in 2Q24).
- Decrease our 2024-26E profit by 6-7% to reflect the slower-than-expected SSSG recovery outlook.
- Cut our TP to THB16.0 but retain our BUY call.

### Slightly bearish view of the SSSG post-Oppday meeting

We have a slightly bearish view of the SSSG outlook post-Oppday meeting, with potentially higher negative SSSG of 6-7% in July (vs -2.3% in 2Q24) due to purchasing power, which continued to recover slowly and heavier rain than last year. Management was more cautious about the 2H24 sales outlook after weaker purchasing power. It maintained its 2H24 branch expansion plan, with four new ones, leading to 91 branches by 2024.

### 2Q24 net profit up q-q and y-y, supported by GPM and profit sharing

The 2Q24 net profit equaled THB765m, increasing 5% q-q and 9% y-y due to a higher GPM of 26.6% (+160bps q-q, +120bps y-y) after its private brand mix increased and more efficient sales promotion. Also, the GPM of steel improved while the profit sharing from its overseas units increased to THB61m (+21% q-q, +183% y-y).

### Decrease our 2024E net profit by 6-7% to reflect slower-than-expected SSSG recovery

We have slashed our 2024-26E net profit by 6-7% to reflect a slower-than-expected SSSG recovery and the more cautious view about its sales due to the absence of additional stimulus measures. After the cut, we now expect a lower 2024 net profit growth rate of 4% (from 11%) and 2024-26 average growth of 10% (from 13%). However, the gross margin improved, jumping to 25.8 in 1H24 (+60bps y-y), pushed by a higher house brand mix. Additionally, its overseas investments generated a profit in all countries, resulting in a higher profit sharing.

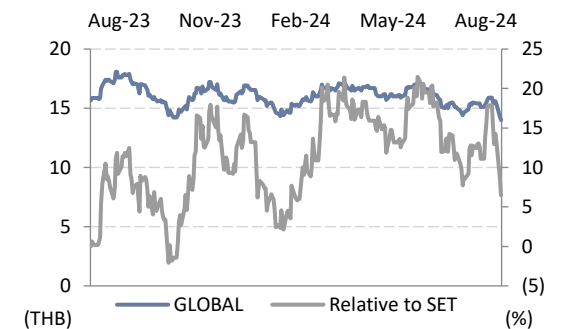
### Cut our TP to THB16.0 but retain our BUY call

Similarly, we have decreased our TP to THB16.0 (from THB17.3). However, we retain our BUY rating due to the stock plunge to factor in the slow SSSG recovery outlook. Also, the higher gross margin and profit sharing from its overseas investments should help limit the downside.

TARGET PRICE	THB16.00
CLOSE	THB14.00
UP/DOWNSIDE	+14.3%
PRIOR TP	THB17.30
CHANGE IN TP	-7.5%
TP vs CONSENSUS	-4.6%

### KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	32,301	32,845	35,687	37,820
Net profit	2,671	2,790	3,105	3,572
EPS (THB)	0.53	0.54	0.60	0.69
vs Consensus (%)	-	(6.1)	(8.3)	(5.0)
EBITDA	3,960	4,177	4,674	5,338
Recurring net profit	2,671	2,790	3,105	3,572
Core EPS (THB)	0.53	0.54	0.60	0.69
Chg. In EPS est. (%)	-	(5.6)	(6.7)	(6.8)
EPS growth (%)	(26.5)	0.4	11.3	15.0
Core P/E (x)	26.2	26.1	23.5	20.4
Dividend yield (%)	1.5	1.5	1.7	2.0
EV/EBITDA (x)	20.5	20.2	18.2	15.9
Price/book (x)	3.0	2.9	2.8	2.6
Net debt/Equity (%)	46.6	44.4	44.9	40.3
ROE (%)	11.9	11.6	12.1	13.1



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(4.8)	(12.5)	(11.8)
Relative to country (%)	(1.9)	(5.9)	6.0
Mkt cap (USD m)	2,050		
3m avg. daily turnover (USD m)	3.0		
Free float (%)	35		
Major shareholder	Suriyawanakul Family (34%)		
12m high/low (THB)	18.17/14.00		
Issued shares (m)	5,001.80		

Sources: Bloomberg consensus; FSSIA estimates


**Jitra Amornthum**

Fundamental Investment Analyst on Securities; License no. 014530  
 jitra.a@fssia.com, +66 2646 9966

**Thada Jirachoenying**

Research Assistant  
 thada.j@fssia.com, +66 2646 9964

Investment thesis

GLOBAL is a leading one-stop shopping home center. It distributes building and decorative materials, tools, and construction equipment. Its target customers are in the mid-to-low market, especially in the North East. Over 80% of its stores are in the Central, North, and North East, where purchasing power depends mainly on farm income. Also, its customers include contractors and project owners, who hinge their hope on state budgets and investment in infrastructure projects. Hence, a higher public investment budget and farm income would provide crucial catalysts for GLOBAL.

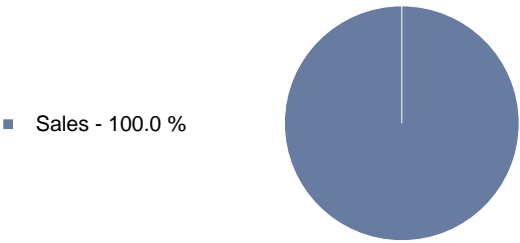
Also, store expansions, SSSG, and GPM improvements are key growth drivers for GLOBAL.

Company profile

Siam Global House is a leading building material distributor focusing on the provincial market. In November 2012, Siam Cement (SCC TB) became a shareholder with a 30% stake.

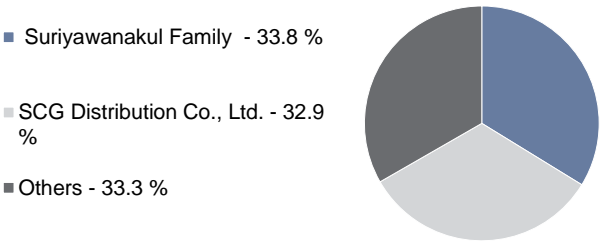
[www.globalhouse.co.th](http://www.globalhouse.co.th)

Principal activities (revenue, 2023)



Source: Siam Global House

Major shareholders



Source: Siam Global House

Catalysts

Potential catalysts for GLOBAL include 1) higher steel prices (accounting for 15% of total sales), 2) the real estate sector growth, 3) government measures to stimulate purchasing power, 4) state investment in infrastructure projects, and 5) higher agricultural product prices and outputs.

Risks to our call

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.

Event calendar

Date	Event
Oct 2024	3Q24 results announcement

Key assumptions

GLOBAL	2023A (%)	2024E (%)	2025E (%)	2026E (%)
SSSG	(10.8)	(3.0)	3.0	3.0
New stores (no.)	6.0	8.0	9.0	5.0
GPM	25.6	25.7	26.1	26.6
SG&A to sales	17.1	17.0	17.0	16.6

Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in SSSG, we estimate 2024 net profit to rise by 1.0%, and vice versa, all else being equal.
- For every 0.1% increase in GPM, we estimate 2024 net profit to rise by 1.0%, and vice versa, all else being equal.
- For every 0.1% increase in SG&A, we estimate 2024 net profit to fall by 1.0%, and vice versa, all else being equal.

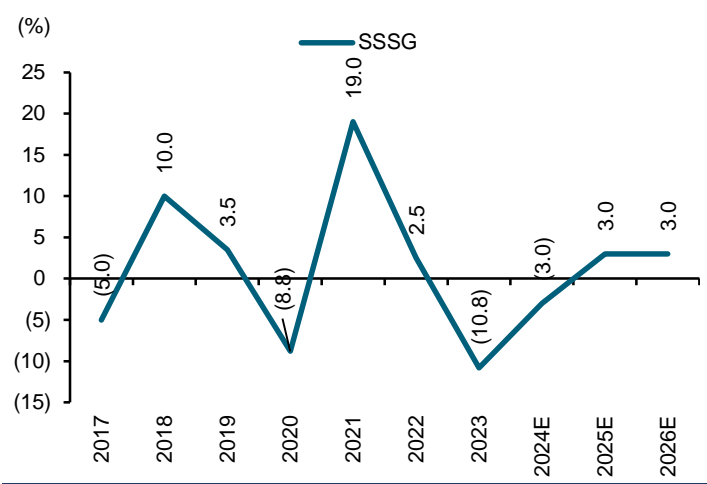
Source: FSSIA estimates

Exhibit 1: Earnings revised down due to slower-than-expected recovery in SSSG

	Current			Previous			Change		
	2024E	2025E	2026E	2024E	2025E	2026E	2024E	2025E	2026E
Revenues (THB m)	32,845	35,687	37,820	35,554	38,630	40,939	(7.6)	(7.6)	(7.6)
SSSG (%)	(3.0)	3.0	3.0	5.0	3.0	3.0	(8.0)	0.0	0.0
Gross margin (%)	25.7	26.1	26.6	25.7	26.1	26.6	0.0	0.0	0.0
No. of new stores	8	9	5	8	9	5	0.0	0.0	0.0
SG&A expenses to sales (%)	17.0	17.0	16.6	17.0	17.0	16.6	0.0	0.0	0.0
Net profit (THB m)	2,790	3,105	3,572	2,956	3,327	3,833	(5.6)	(6.7)	(6.8)

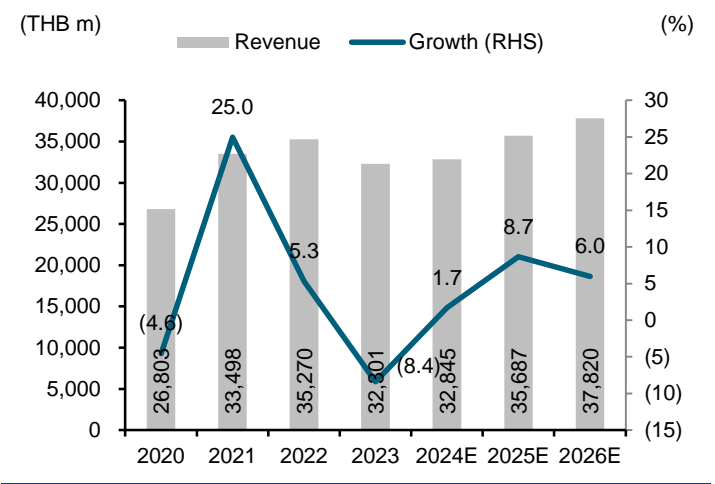
Source: FSSIA estimates

Exhibit 2: SSSG



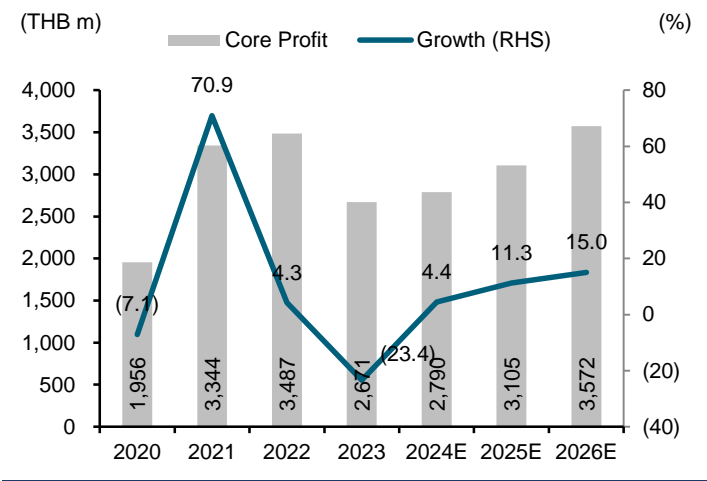
Sources: GLOBAL; FSSIA estimates

Exhibit 3: Revenue



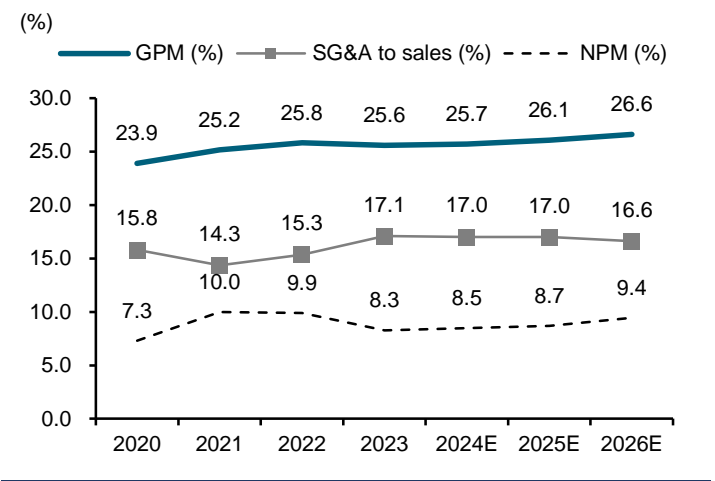
Sources: GLOBAL; FSSIA estimates

Exhibit 4: Core profit



Sources: GLOBAL; FSSIA estimates

Exhibit 5: Profitability



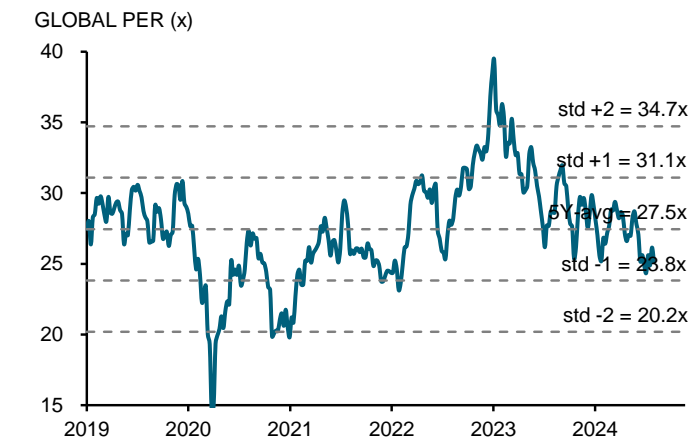
Sources: GLOBAL; FSSIA estimates

## Exhibit 6: DCF-derived TP

DCF-derived TP	(%)	(THB b)
Discount rate (WACC)	7.3%	
Terminal growth	2.0%	
NPV		22
Add: terminal value		73
Sum of PV		95
Add: investment		0
Less: debt		12
Less: minorities		0
Residual ordinary equity		83
No. of shares (m)		5,202
<b>Residual ordinary equity (THB/share)</b>		<b>16.0</b>

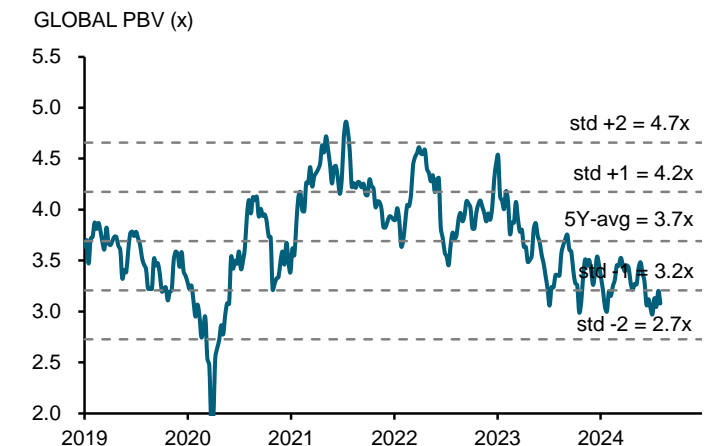
Sources: FSSIA estimates

## Exhibit 7: Rolling one-year forward P/E band



Sources: Bloomberg; FSSIA estimates

## Exhibit 8: Rolling one-year forward P/BV band



Sources: Bloomberg; FSSIA estimates

## Exhibit 9: Commerce peers as of 6 August 2024

Company	BBG	Rec	Share price			Market Cap	PE		ROE		PBV		EV/EBITDA	
			Current	Target	Upside		24E	25E	24E	25E	24E	25E	24E	25E
			(LCY)	(LCY)	(%)	(USD m)	(x)	(x)	(%)	(%)	(x)	(x)	(x)	(x)
<b>Consumer Staple</b>														
CP All	CPALL TB	BUY	57.00	79.00	39	14,413	21.7	18.7	20.2	21.2	4.5	4.0	18.1	15.7
CP Aextra	CPAXT TB	BUY	28.75	36.00	25	8,562	28.6	24.3	3.6	4.2	1.0	1.0	10.7	10.0
Berli Jucker*	BJC TB	n/a	19.30	n/a	n/a	2,229	17.8	15.1	3.6	4.2	0.6	0.6	11.2	10.8
<b>Consumer Staple average</b>						<b>25,204</b>	<b>22.7</b>	<b>19.4</b>	<b>9.2</b>	<b>9.9</b>	<b>2.1</b>	<b>1.9</b>	<b>13.3</b>	<b>12.2</b>
<b>Consumer Discretionary</b>														
Com7	COM7 TB	HOLD	19.30	20.00	4	1,286	16.0	14.5	33.5	31.8	5.0	4.3	10.7	9.4
Central Retail Corp	CRC TB	BUY	26.25	40.00	52	4,456	18.6	16.9	12.2	12.4	2.2	2.0	8.6	8.1
<b>Home Improvement</b>														
Index Living Mall	ILM TB	BUY	16.00	26.70	67	227	10.3	9.5	12.9	13.5	1.3	1.3	5.8	5.4
Home Product Center	HMPRO TB	BUY	8.20	13.60	66	3,035	15.8	14.9	26.1	26.4	4.0	3.8	9.4	8.9
Siam Global House	GLOBAL TB	BUY	14.00	16.00	14	2,050	26.1	23.5	11.6	12.1	2.9	2.8	20.2	18.2
Dohome	DOHOME TB	BUY	10.10	11.80	17	918	33.3	26.0	7.7	9.2	2.5	2.3	17.2	15.1
<b>Home Improvement avg.</b>						<b>6,231</b>	<b>21.4</b>	<b>18.4</b>	<b>14.6</b>	<b>15.3</b>	<b>2.7</b>	<b>2.5</b>	<b>13.2</b>	<b>11.9</b>
<b>Consumer Discretionary avg.</b>						<b>11,973</b>	<b>20.0</b>	<b>17.5</b>	<b>17.4</b>	<b>17.6</b>	<b>3.0</b>	<b>2.7</b>	<b>12.0</b>	<b>10.8</b>
<b>Total average</b>						<b>37,177</b>	<b>20.9</b>	<b>18.1</b>	<b>14.6</b>	<b>15.0</b>	<b>2.7</b>	<b>2.5</b>	<b>12.4</b>	<b>11.3</b>

Sources: \*Bloomberg; FSSIA estimates

## Financial Statements

Siam Global House

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	35,270	32,301	32,845	35,687	37,820
Cost of goods sold	(26,166)	(24,040)	(24,406)	(26,389)	(27,754)
<b>Gross profit</b>	<b>9,104</b>	<b>8,261</b>	<b>8,439</b>	<b>9,298</b>	<b>10,066</b>
Other operating income	0	0	0	-	-
Operating costs	(5,410)	(5,524)	(5,590)	(6,067)	(6,278)
<b>Operating EBITDA</b>	<b>4,941</b>	<b>3,960</b>	<b>4,177</b>	<b>4,674</b>	<b>5,338</b>
Depreciation	(1,246)	(1,223)	(1,328)	(1,443)	(1,550)
Goodwill amortisation	0	0	0	-	-
<b>Operating EBIT</b>	<b>3,695</b>	<b>2,737</b>	<b>2,849</b>	<b>3,231</b>	<b>3,788</b>
Net financing costs	(193)	(287)	(278)	(286)	(292)
Associates	120	135	162	170	179
Recurring non-operating income	828	848	885	903	935
Non-recurring items	0	0	0	0	0
<b>Profit before tax</b>	<b>4,330</b>	<b>3,298</b>	<b>3,456</b>	<b>3,848</b>	<b>4,430</b>
Tax	(824)	(620)	(659)	(736)	(850)
<b>Profit after tax</b>	<b>3,506</b>	<b>2,678</b>	<b>2,797</b>	<b>3,113</b>	<b>3,580</b>
Minority interests	(19)	(7)	(7)	(7)	(8)
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
<b>Reported net profit</b>	<b>3,487</b>	<b>2,671</b>	<b>2,790</b>	<b>3,105</b>	<b>3,572</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>3,487</b>	<b>2,671</b>	<b>2,790</b>	<b>3,105</b>	<b>3,572</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.73	0.53	0.54	0.60	0.69
Reported EPS	0.73	0.53	0.54	0.60	0.69
DPS	0.30	0.21	0.21	0.24	0.27
Diluted shares (used to calculate per share data)	4,802	5,002	5,202	5,202	5,202
<b>Growth</b>					
Revenue (%)	5.3	(8.4)	1.7	8.7	6.0
Operating EBITDA (%)	1.1	(19.9)	5.5	11.9	14.2
Operating EBIT (%)	1.9	(25.9)	4.1	13.4	17.2
Recurring EPS (%)	(0.1)	(26.5)	0.4	11.3	15.0
Reported EPS (%)	(0.1)	(26.5)	0.4	11.3	15.0
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	25.8	25.6	25.7	26.1	26.6
Gross margin exc. depreciation (%)	29.3	29.4	29.7	30.1	30.7
Operating EBITDA margin (%)	14.0	12.3	12.7	13.1	14.1
Operating EBIT margin (%)	10.5	8.5	8.7	9.1	10.0
Net margin (%)	9.9	8.3	8.5	8.7	9.4
Effective tax rate (%)	19.6	19.6	20.0	20.0	20.0
Dividend payout on recurring profit (%)	41.1	40.2	40.0	40.0	40.0
Interest cover (X)	23.5	12.5	13.4	14.5	16.2
Inventory days	233.9	238.2	222.1	212.4	212.4
Debtor days	6.8	7.8	12.2	15.3	16.5
Creditor days	35.5	42.8	49.0	48.6	50.3
Operating ROIC (%)	11.7	8.7	8.9	9.6	10.7
ROIC (%)	12.7	10.0	10.3	10.7	11.7
ROE (%)	16.9	11.9	11.6	12.1	13.1
ROA (%)	9.4	7.6	7.7	8.0	8.7
* Pre-exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Sales	35,270	32,301	32,845	35,687	37,820
Others	0	0	0	0	0

Sources: Siam Global House; FSSIA estimates

## Financial Statements

Siam Global House

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	3,487	2,671	2,790	3,105	3,572
Depreciation	1,246	1,223	1,328	1,443	1,550
Associates & minorities	9	(2)	0	0	0
Other non-cash items	19	7	7	7	8
Change in working capital	258	2,060	(545)	(731)	(581)
<b>Cash flow from operations</b>	<b>5,019</b>	<b>5,959</b>	<b>3,579</b>	<b>3,824</b>	<b>4,549</b>
Capex - maintenance	(1,618)	(2,556)	(2,332)	(2,682)	(1,967)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	(549)	(53)	(194)	(346)	(318)
Other investments (net)	0	0	0	0	0
<b>Cash flow from investing</b>	<b>(2,167)</b>	<b>(2,608)</b>	<b>(2,526)</b>	<b>(3,028)</b>	<b>(2,285)</b>
Dividends paid	(1,432)	(1,073)	(1,116)	(1,242)	(1,429)
Equity finance	172	(147)	(110)	(350)	(350)
Debt finance	(2,138)	(2,226)	225	851	(369)
Other financing cash flows	0	0	0	0	0
<b>Cash flow from financing</b>	<b>(3,399)</b>	<b>(3,446)</b>	<b>(1,001)</b>	<b>(741)</b>	<b>(2,148)</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>(547)</b>	<b>(95)</b>	<b>53</b>	<b>55</b>	<b>116</b>
Free cash flow to firm (FCFF)	3,044.84	3,632.82	1,326.35	1,076.87	2,551.78
Free cash flow to equity (FCFE)	713.58	1,124.96	1,278.51	1,647.50	1,895.05
<b>Per share (THB)</b>					
FCFF per share	0.61	0.73	0.27	0.22	0.51
FCFE per share	0.14	0.22	0.26	0.33	0.38
Recurring cash flow per share	0.99	0.78	0.79	0.88	0.99
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	25,311	27,696	30,028	32,710	34,677
Less: Accumulated depreciation	(7,840)	(8,893)	(10,220)	(11,663)	(13,213)
<b>Tangible fixed assets (net)</b>	<b>17,471</b>	<b>18,804</b>	<b>19,808</b>	<b>21,047</b>	<b>21,464</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	1,824	1,967	2,118	2,275	2,449
Cash & equivalents	1,147	1,053	1,105	1,161	1,277
A/C receivable	631	757	1,431	1,555	1,855
Inventories	15,747	14,038	14,051	14,976	15,523
Other current assets	42	216	220	239	253
<b>Current assets</b>	<b>17,568</b>	<b>16,064</b>	<b>16,807</b>	<b>17,931</b>	<b>18,908</b>
Other assets	2,285	2,222	2,260	2,455	2,602
<b>Total assets</b>	<b>39,148</b>	<b>39,058</b>	<b>40,993</b>	<b>43,708</b>	<b>45,423</b>
Common equity	21,788	23,239	24,803	26,316	28,110
Minorities etc.	304	308	315	322	330
<b>Total shareholders' equity</b>	<b>22,091</b>	<b>23,547</b>	<b>25,118</b>	<b>26,639</b>	<b>28,440</b>
Long term debt	3,252	2,186	2,850	3,363	3,097
Other long-term liabilities	176	204	198	205	207
<b>Long-term liabilities</b>	<b>3,428</b>	<b>2,390</b>	<b>3,047</b>	<b>3,568</b>	<b>3,304</b>
A/C payable	2,311	3,043	3,157	3,485	3,742
Short term debt	11,006	9,845	9,407	9,745	9,642
Other current liabilities	313	232	263	271	295
<b>Current liabilities</b>	<b>13,629</b>	<b>13,120</b>	<b>12,827</b>	<b>13,501</b>	<b>13,679</b>
<b>Total liabilities and shareholders' equity</b>	<b>39,148</b>	<b>39,058</b>	<b>40,993</b>	<b>43,708</b>	<b>45,423</b>
Net working capital	13,797	11,737	12,282	13,013	13,594
Invested capital	35,377	34,730	36,467	38,791	40,109
* Includes convertibles and preferred stock which is being treated as debt					
<b>Per share (THB)</b>					
Book value per share	4.54	4.65	4.77	5.06	5.40
Tangible book value per share	4.54	4.65	4.77	5.06	5.40
<b>Financial strength</b>					
Net debt/equity (%)	59.3	46.6	44.4	44.9	40.3
Net debt/total assets (%)	33.5	28.1	27.2	27.3	25.2
Current ratio (x)	1.3	1.2	1.3	1.3	1.4
CF interest cover (x)	4.7	4.9	5.6	6.8	7.5
Valuation	2022	2023	2024E	2025E	2026E
<b>Recurring P/E (x) *</b>	<b>19.3</b>	<b>26.2</b>	<b>26.1</b>	<b>23.5</b>	<b>20.4</b>
<b>Recurring P/E @ target price (x) *</b>	<b>22.0</b>	<b>30.0</b>	<b>29.8</b>	<b>26.8</b>	<b>23.3</b>
Reported P/E (x)	19.3	26.2	26.1	23.5	20.4
Dividend yield (%)	2.1	1.5	1.5	1.7	2.0
Price/book (x)	3.1	3.0	2.9	2.8	2.6
Price/tangible book (x)	3.1	3.0	2.9	2.8	2.6
EV/EBITDA (x) **	16.3	20.5	20.2	18.2	15.9
EV/EBITDA @ target price (x) **	18.3	23.1	22.7	20.4	17.8
EV/invested capital (x)	2.3	2.3	2.3	2.2	2.1
* Pre-exceptional, pre-goodwill and fully diluted    ** EBITDA includes associate income and recurring non-operating income					

Sources: Siam Global House; FSSIA estimates

# Siam Global House PCL (GLOBAL TB)

## FSSIA ESG rating


**59.18 /100**

### Exhibit 10: 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	<b>A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.</b>
★★★	>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 11: ESG – peer comparison

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

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

### Exhibit 12: 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>2.92</b>	<b>2.83</b>	<b>3.28</b>	<b>3.24</b>
BESG environmental pillar score	1.16	0.86	0.85	0.96
BESG social pillar score	4.31	4.24	4.82	4.85
BESG governance pillar score	3.70	3.93	4.93	4.56
<b>ESG disclosure score</b>	<b>38.07</b>	<b>41.93</b>	<b>44.61</b>	<b>52.38</b>
Environmental disclosure score	7.58	13.17	15.98	36.70
Social disclosure score	25.39	31.38	30.35	32.95
Governance disclosure score	81.10	81.10	87.36	87.36
<b>Environmental</b>				
Emissions reduction initiatives	Yes	Yes	Yes	Yes
Climate change policy	No	No	No	Yes
Climate change opportunities discussed	No	No	No	No
Risks of climate change discussed	No	No	No	Yes
GHG scope 1	—	—	—	15
GHG scope 2 location-based	—	—	—	34
GHG Scope 3	—	—	—	10
Carbon per unit of production	—	—	—	—
Biodiversity policy	No	No	No	No
Energy efficiency policy	Yes	Yes	Yes	Yes
Total energy consumption	—	—	—	—
Renewable energy use	—	—	—	—
Electricity used	68	133	151	149
Fuel used - natural gas	—	—	—	—

Sources: Bloomberg; FSSIA's compilation



**Exhibit 13: ESG score by Bloomberg (cont.)**

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No
Waste reduction policy	No	Yes	Yes	Yes
Hazardous waste	—	—	—	—
Total waste	—	—	—	—
Waste recycled	—	—	—	2
Waste sent to landfills	—	—	—	—
Environmental supply chain management	No	No	No	Yes
Water policy	No	No	Yes	Yes
Water consumption	—	296	297	343
<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	Yes	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No
Pct women in workforce	—	—	43	43
Pct disabled in workforce	1	1	1	1
Business ethics policy	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes
Lost time incident rate - employees	2	1	1	1
Total recordable incident rate - employees	—	—	—	1
Training policy	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No
Number of employees – CSR	9,398	9,286	9,872	10,063
Employee turnover pct	—	—	—	—
Total hours spent by firm - employee training	76,726	69,157	83,511	81,309
Social supply chain management	No	No	No	Yes
<b>Governance</b>				
<b>Board size</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
<b>No. of independent directors (ID)</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
No. of women on board	1	1	0	0
No. of non-executive directors on board	7	7	7	8
Company conducts board evaluations	Yes	Yes	Yes	Yes
No. of board meetings for the year	4	4	6	6
Board meeting attendance pct	100	98	100	98
Board duration (years)	3	3	3	3
Director share ownership guidelines	No	No	No	No
Age of the youngest director	49	53	33	34
Age of the oldest director	74	75	76	77
<b>No. of executives / company managers</b>	<b>12</b>	<b>12</b>	<b>13</b>	<b>11</b>
No. of female executives	3	1	3	3
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	3	5	5	4
Audit meeting attendance %	100	100	100	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	100	100	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	100	100	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 ( <a href="#">DJSI</a> ) 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 ( <a href="#">THSI</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> )	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.																				
<a href="#">Thai CAC</a> 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.																				
<a href="#">Morningstar Sustainability</a>	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 &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><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+																		
<a href="#">ESG Book</a>	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.																				
<a href="#">MSCI</a>	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><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></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
<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																			
<a href="#">Moody's ESG solutions</a>	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.																					
<a href="#">Refinitiv ESG rating</a>	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>																					
<a href="#">S&amp;P Global</a>	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

### ANALYST(S) CERTIFICATION

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

The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

This report has been prepared by FSS International Investment Advisory Securities Company Limited (FSSIA). The information herein has been obtained from sources believed to be reliable and accurate; however FSSIA makes no representation as to the accuracy and completeness of such information. Information and opinions expressed herein are subject to change without notice. FSSIA has no intention to solicit investors to buy or sell any security in this report. In addition, FSSIA does not guarantee returns nor price of the securities described in the report nor accept any liability for any loss or damage of any kind arising out of the use of such information or opinions in this report. Investors should study this report carefully in making investment decisions. All rights are reserved.

This report may not be reproduced, distributed or published by any person in any manner for any purpose without permission of FSSIA. Investment in securities has risks. Investors are advised to consider carefully before making investment decisions.

Company	Ticker	Price	Rating	Valuation & Risks
Siam Global House	GLOBAL TB	THB 14.00	BUY	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.
Index Living Mall	ILM TB	THB 16.00	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 8.20	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.
Dohome PCL	DOHOME TB	THB 10.10	BUY	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 57.00	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 28.75	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 19.30	HOLD	Risks to our P/E-based TP include 1) lower/higher domestic consumption and purchasing power, 2) store cannibalization/expansion, and 3) lower/higher-than-expected gross margin.
Central Retail Corp	CRC TB	THB 26.25	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 06-Aug-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.