

SYNNEX (THAILAND)

THAILAND / INFORMATION&COMM TECH

SYNNEX TB

BUY

UNCHANGED

TARGET PRICE	THB17.60
CLOSE	THB15.70
UP/DOWNSIDE	+12.1%
PRIOR TP	THB17.60
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+0.6%

คาดยอดขายและกำไรดีต่อเนื่อง

- โทนการประชุมเป็นกลาง ดีตามที่เราคาดหวัง แนวโน้มยอดขายและกำไร 4Q24 คาดโตต่อทั้ง q-q, y-y ซึ่งกลุ่ม Communication และ Commercial เป็นแรงหนุน
- เป้ายอดขายปี 2025 ที่ 4.5 หมื่นลบ. (+16% y-y) เราคาดว่าจะกลับมาโตทุกกลุ่ม
- คงคำแนะนำ ซื้อ ราคาเป้าหมาย 17.6 บาท

โทนการประชุมเป็นกลาง ดีตามที่เราคาดหวัง

โทนการประชุมเป็นกลาง ดีตามที่เราคาดหวัง แนวโน้มยอดขาย 4QTD สูงกว่า 3Q24 เบื้องต้นราว 3% สะท้อนยอดขาย 4Q24E อาจอยู่บริเวณ 1.1 หมื่นลบ. (+16% y-y) หากเป็นไปตามนี้ยอดขายปี 2024E อาจอยู่ราว 4.1 หมื่นลบ. (+14% y-y) สูงกว่าประมาณการของเราเล็กน้อยที่ 2% โดยสินค้าที่จะเป็น Key driver ยังเป็นกลุ่ม Communication โดยเฉพาะ iPhone16, N minus, Honor และ smart watch ที่ยังขายได้ดีและกลุ่ม Commercial ที่กลุ่ม Surveillance และสินค้า Software อย่าง Autodesk ยอดขายเติบโตเด่น สำหรับเป้าหมายปี 2025 ผู้บริหารมั่นใจว่าจะทำได้อย่างน้อย 4.5 หมื่นลบ. (+12% y-y) หนุนจาก replacement cycle ของ PC, Phone โตต่อ, Commercial งานโครงการภาครัฐฟื้น, กลุ่ม Surveillance ดีต่อ, รับรู้ Autodesk เต็มปี

Flagship store ของ Nintendo เปิดตัวที่แรกนอกญี่ปุ่นในวันที่ 22 พ.ย. นี้

SYNNEX เปิดตัว Nintendo flagship store ที่สยามพารากอนซึ่งเป็น Authorized store by SYNNEX โดยสินค้าครอบคลุมทั้งเกมส์, อุปกรณ์เสริม และสินค้าลิขสิทธิ์ต่างๆ โดยร่วมมือกับ CPW ซึ่ง CPW จะเป็นผู้ดูแลร้านซึ่งจะรับผิดชอบในส่วนค่าใช้จ่ายต่างๆ ขณะที่ SYNNEX จะเป็น Distributor ของ Nintendo ในการ sourcing สินค้าเข้าร้าน ซึ่งเราคาดว่า จะช่วยหนุนยอดขายในกลุ่ม Gaming ได้ในช่วงที่เหลือของปีและปีหน้า

แนวโน้ม 4Q24 ยังสดใส และคาดปี 2025 จะกลับมาเติบโตทุกกลุ่มสินค้า

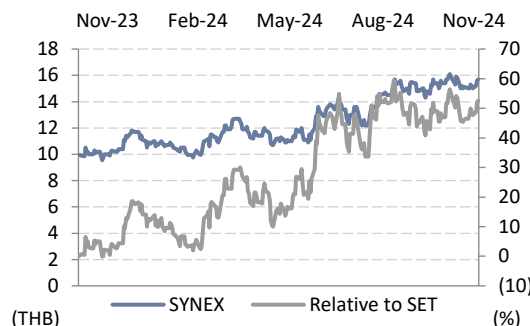
เราคาดกำไรปกติ 4Q24 จะยังเติบโตทั้ง q-q, y-y จากยอดขายสินค้ากลุ่ม Communication และ Commercial ที่ดีต่อเนื่อง ขณะที่ปี 2025 ผู้บริหารให้เป้าหมายเบื้องต้นที่ 4.5 หมื่นลบ. ใกล้เคียงกับประมาณการของเรา โดยเราคาดยอดขายจะกลับมาเติบโตทุกกลุ่มสินค้า และคาดกำไรปกติปี 2025 ที่ 744 ลบ. (+24% y-y)

เรายังคงคำแนะนำ ซื้อ ราคาเป้าหมาย 17.6 บาท

เรายังคงคำแนะนำ ซื้อ ราคาเป้าหมาย 17.6 บาท อิง 2025E P/E ที่ 20x ใกล้เคียงค่าเฉลี่ย P/E ย้อนหลัง 5 ปี ที่ 21x โดยเราชอบ SYNNEX มากกว่า COM7 จาก 1) Valuation ของ SYNNEX ปัจจุบันซื้อขายที่ 2025E P/E ที่ 17.9x ถูกกว่า COM7 ที่ 18.7 เท่า 2) SYNNEX ได้รับอนิสงค์ของ AI PC มากกว่า ซึ่ง SYNNEX มีรายได้จากกลุ่มนี้ราว 30% ขณะที่ COM7 มีเพียง 10 %

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	36,534	40,758	45,692	48,325
Net profit	513	681	824	891
EPS (THB)	0.61	0.80	0.97	1.05
vs Consensus (%)	-	14.9	14.4	11.2
EBITDA	697	920	1,085	1,171
Recurring net profit	433	601	744	811
Core EPS (THB)	0.51	0.71	0.88	0.96
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	(40.9)	38.8	23.9	9.0
Core P/E (x)	30.7	22.1	17.9	16.4
Dividend yield (%)	3.9	3.3	4.0	4.3
EV/EBITDA (x)	27.9	21.0	18.4	17.2
Price/book (x)	3.3	3.1	2.9	2.7
Net debt/Equity (%)	150.9	138.6	144.2	139.2
ROE (%)	10.6	14.3	16.7	17.0



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	1.9	9.0	55.4
Relative to country (%)	3.9	(1.0)	50.9
Mkt cap (USD m)	383		
3m avg. daily turnover (USD m)	0.9		
Free float (%)	20		
Major shareholder	TKS Technology PCL (39%)		
12m high/low (THB)	16.30/9.55		
Issued shares (m)	847.36		

Sources: Bloomberg consensus; FSSIA estimates


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Investment thesis

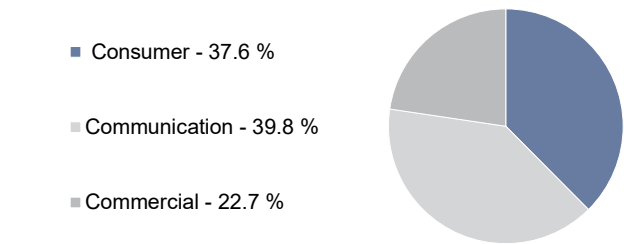
SYNEX เป็นผู้นำในด้าน IT distributor ภายใต้การดำเนินธุรกิจกว่า 30 ปี โดยบริษัทมุ่งที่จะเป็นผู้นำในการจัดจำหน่ายสินค้าและให้บริการแบบครบวงจรด้าน IT ไปสู่การเติบโตที่มั่นคงและยั่งยืน ภายใต้กลยุทธ์ “No.1 IT Ecosystem” เราคาดการณ์ได้รวมในปี 2024-26E เติบโตเฉลี่ย 23.3% CAGR จากการฟื้นตัวของกลุ่มสินค้า Consumer electronics รวมถึงการ Implementation ของ AI เข้ากับระบบการประมวลผล (NPU; Neural Processing Unit) ซึ่งจะเข้ามาช่วยให้การทำงานมีประสิทธิภาพมากขึ้น รวมถึงการมุ่งเน้นในกลุ่ม Gaming ที่มีมูลค่าตลาดสูง และการบุกตลาด Software ที่มีรายได้สม่ำเสมอและ Margin ที่ดี ประกอบกับธุรกิจ Communication ที่มีการเติบโตต่อเนื่องอย่าง Brand Apple รวมถึงบริษัทเป็น Exclusive distributor ของ Honor ที่มีการเติบโตได้ดี

Company profile

SYNEX เป็นผู้จัดจำหน่ายคอมพิวเตอร์ อุปกรณ์ต่อพ่วงคอมพิวเตอร์ ซอฟต์แวร์ ระบบสารสนเทศ และวัสดุสิ้นเปลืองที่ใช้กับคอมพิวเตอร์ โดยมีฐานลูกค้าที่เป็นผู้ประกอบการคอมพิวเตอร์ทั้งที่เป็นร้านค้าปลีกและค้าส่งทั่วประเทศ ผู้ผลิตคอมพิวเตอร์ภายใต้เครื่องหมายการค้าของตัวเอง รวมถึงห้างสรรพสินค้า ห้างค้าปลีกขนาดใหญ่

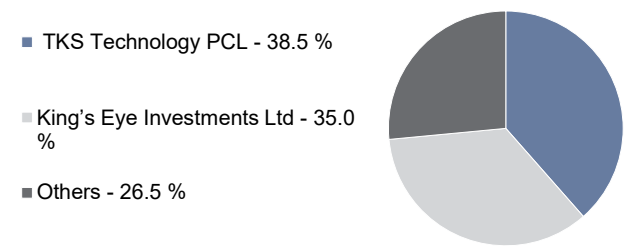
www.synnex.co.th

Principal activities (revenue, 2023)



Source: Synnex (Thailand)

Major shareholders



Source: Synnex (Thailand)

Catalysts

ปัจจัยบวกต่อราคาหุ้น 1) การฟื้นตัวของกำลังซื้อในประเทศ 2) นโยบายการกระตุ้นเศรษฐกิจของภาครัฐ 3) โครงการภาคเอกชนและภาครัฐ ที่เริ่มกลับมาลงทุนด้าน IT ซึ่งจะช่วยกระตุ้นยอดขายในกลุ่มสินค้า Commercial (8% ของยอดขายรวมเป็น Government base) 4) การพัฒนาเทคโนโลยีใหม่ๆ เช่น AI Processors

Risks to our call

ความเสี่ยง 1) การฟื้นตัวของสินค้าในกลุ่ม PC เร็ว/ช้ากว่าที่คาด 2) การเบิกจ่ายงบประมาณภาครัฐเร็ว/ช้ากว่าที่คาด 3) การ Adopt ใช้ AI PC/AI Smartphone เร็ว/ช้ากว่าที่คาด

Event calendar

Date	Event
Feb 2025	4Q24 results announcement

Key assumptions

	2023A	2024E	2025E	2026E
Revenues (THB m)	36,534	40,758	45,692	48,325
Growth (%)				
- Consumer	(10.6)	(7.3)	16.7	8.6
- Communication	3.7	35.0	10.0	5.0
- Commercial	3.0	(5.0)	1.0	3.0
Gross margin (%)	4.0	4.1	4.2	4.3
SG&A to sales (%)	2.5	2.3	2.2	2.2
Core profit (THB m)	433	601	744	811

Source: FSSIA estimates

Earnings sensitivity

- For every 1.0% increase in revenue, we estimate 2024 net profit to rise by 1.1%, and vice versa, all else being equal.
- For every 0.1% increase in GPM, we estimate 2024 net profit to rise by 4.9%, and vice versa, all else being equal.
- For every 0.1% increase in SG&A to sales, we estimate 2024 net profit to fall by 4.9%, and vice versa, all else being equal.

Source: FSSIA estimates

Exhibit 1: 3Q24 could grow in iPhone



Source: SYNEX

Exhibit 2: New product launch – Apple



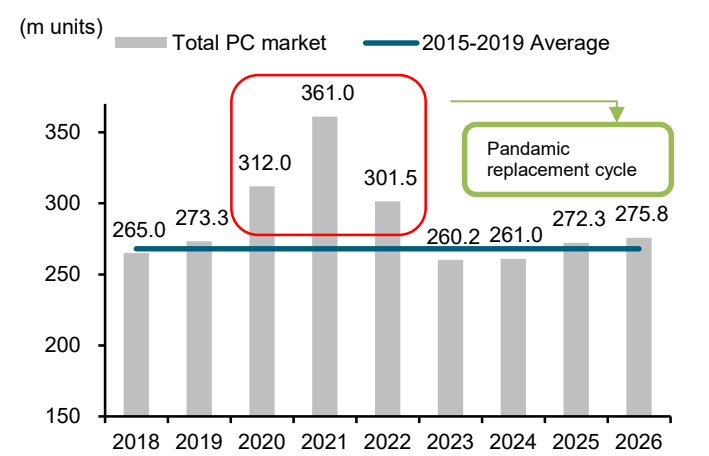
Source: SYNEX

Exhibit 3: New product launch – Non-Apple



Source: SYNEX

Exhibit 4: Replacement cycle aids recovery



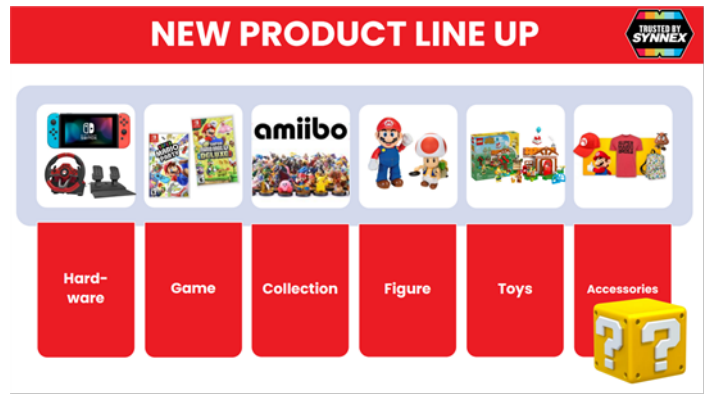
Sources: IDC; FSSIA's compilation

Exhibit 5: Nintendo flagship store



Source: SYNEX

Exhibit 6: Nintendo flagship store – product line up



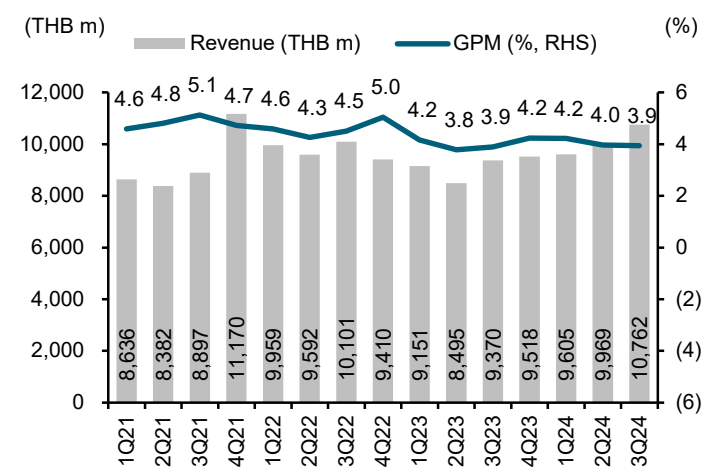
Source: SYNEX

Exhibit 7: SYNEX – 3Q24 results summary

Year to Dec 31	3Q23 (THB m)	4Q23 (THB m)	1Q24 (THB m)	2Q24 (THB m)	3Q24 (THB m)	----- Change -----		----- 9M24 -----			2024E	Change
						(q-q%)	(y-y%)	(THB m)	(y-y%)	(%24E)	(THB m)	(y-y%)
Revenue	9,370	9,518	9,605	9,969	10,762	8	15	30,336	12	74	40,758	11.6
COGS	(9,006)	(9,115)	(9,200)	(9,573)	(10,338)	8	15	(29,110)	12	75	(39,067)	11.4
Gross profit	365	403	405	396	424	7	16	1,226	15	72	1,691	15.0
Operating costs	(193)	(217)	(227)	(228)	(230)	1	19	(685)	(1)	74	(922)	1.7
Operating profit	172	186	178	168	195	16	13	541	43	70	770	36.5
Other income	14	20	20	20	22	8	58	62	(5)	65	94	11.6
FX Gain (Loss)	25	12	30	30	27	(10)	7	86	25	107	80	(0.6)
Interest expense	(41)	(42)	(43)	(47)	(50)	6	23	(141)	36	81	(173)	19.1
Profit before tax	170	176	184	171	193	13	14	548	34	71	772	32.1
Tax	(35)	(38)	(38)	(23)	(39)	68	12	(99)	4	64	(154)	15.0
Associates	7	10	5	12	14	22	99	31	(41)	50	63	(0.0)
Minority interests	0.3	0.3	0.2	0.2	0.2	(8)	(27)	1	(5)	69	1	0.0
Non-recurring items	25	12	30	30	27	(10)	7	86	(99)	107	80	(0.6)
Reported net profit	143	148	152	160	169	6	19	481	32	71	681	32.6
Recurring net profit	118	136	122	130	142	9	21	395	33	66	601	38.8
EPS (THB)	0.17	0.17	0.18	0.19	0.20	6	19	0.57	32	71	0.80	32.6
Recurring EPS (THB)	0.14	0.16	0.14	0.15	0.17	9	21	0.47	33	66	0.71	38.8
Key ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(ppt)		(%)	(ppt)
Gross margin	3.9	4.2	4.2	4.0	3.9	(0.0)	0.1	4.0	0.1		4.1	0.1
Operating margin	1.8	2.0	1.9	1.7	1.8	0.1	(0.0)	1.8	0.4		1.9	0.3
Recurring net margin	1.3	1.4	1.3	1.3	1.3	0.0	0.1	1.3	0.2		1.5	0.3
SG&A / Sales	2.1	2.3	2.4	2.3	2.1	(0.1)	0.1	2.3	(0.3)		2.3	(0.2)
Operating statistics												
Product mix (% to sales)												
Consumer (%)	38	36	35	30	32						31	
Communication (%)	40	43	45	48	46						48	
Commercial (%)	21	21	19	22	22						19	
Other (%)	1	0	1	0	0						1	

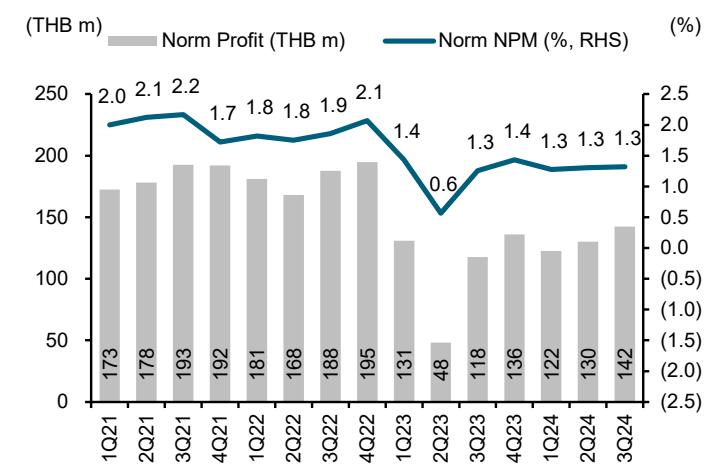
Sources: SYNEX; FSSIA estimates

Exhibit 8: Quarterly revenue and %GPM



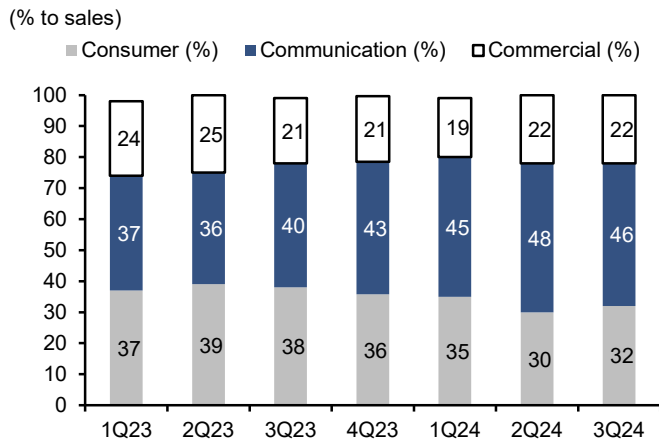
Sources: SYNEX; FSSIA estimates

Exhibit 9: Quarterly norm profit and %NPM



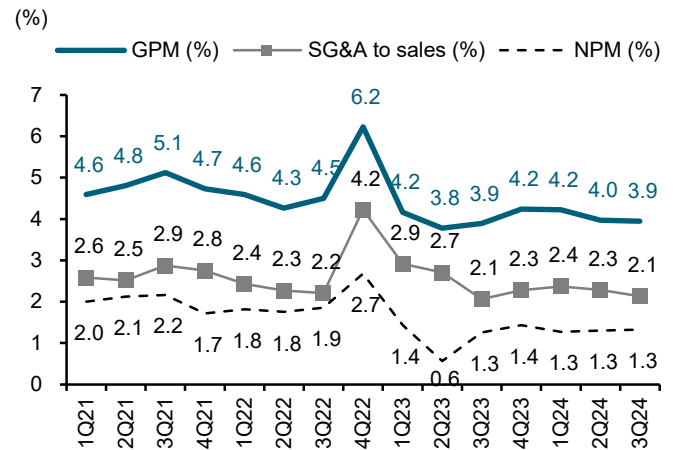
Sources: SYNEX; FSSIA estimates

Exhibit 10: Product mix (% to sales)



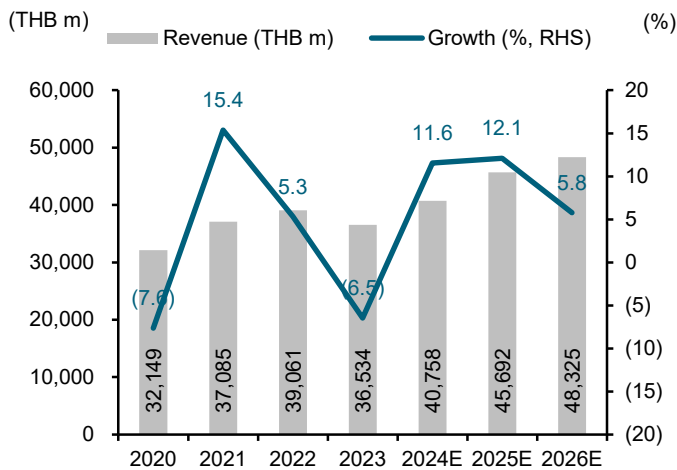
Sources: SYNEX; FSSIA estimates

Exhibit 11: Profitability



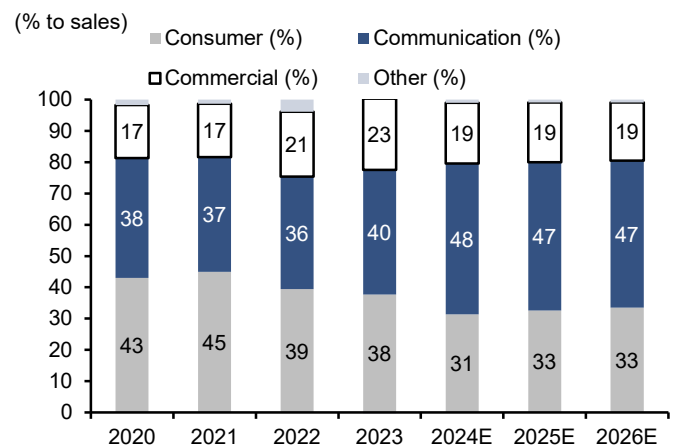
Sources: SYNEX; FSSIA estimates

Exhibit 12: Yearly revenue



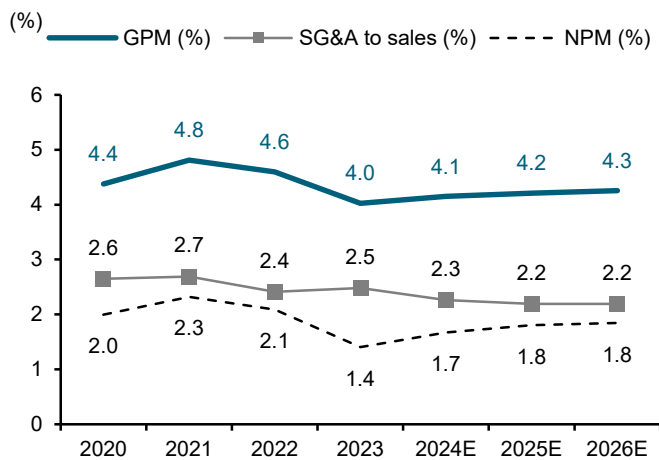
Sources: SYNEX; FSSIA estimates

Exhibit 13: Sales mixed by product



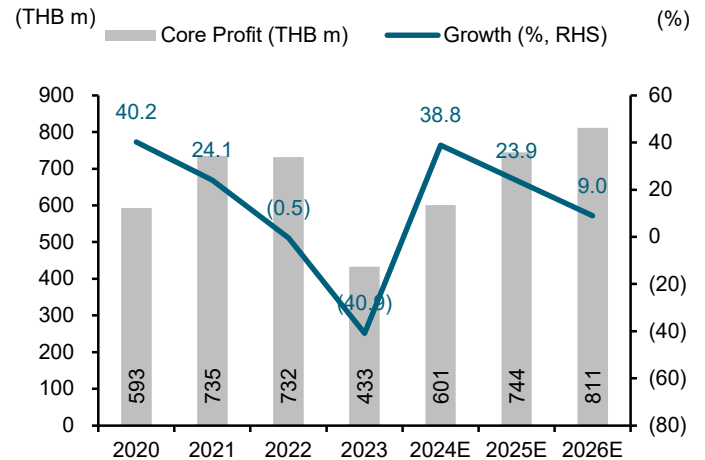
Sources: SYNEX; FSSIA estimates

Exhibit 14: Profitability



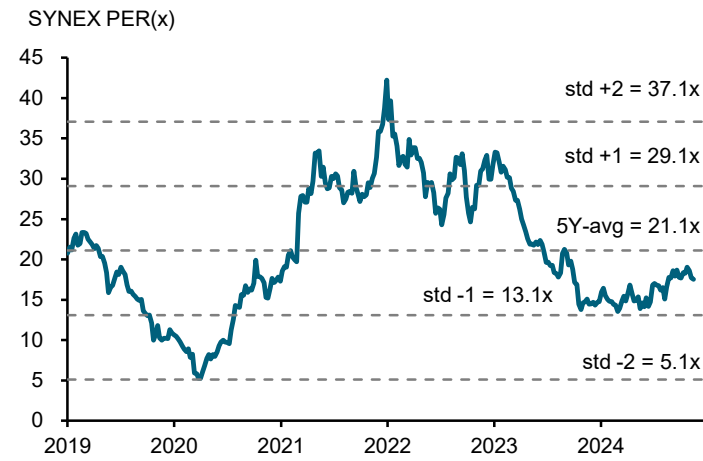
Sources: SYNEX; FSSIA estimates

Exhibit 15: Yearly core profit



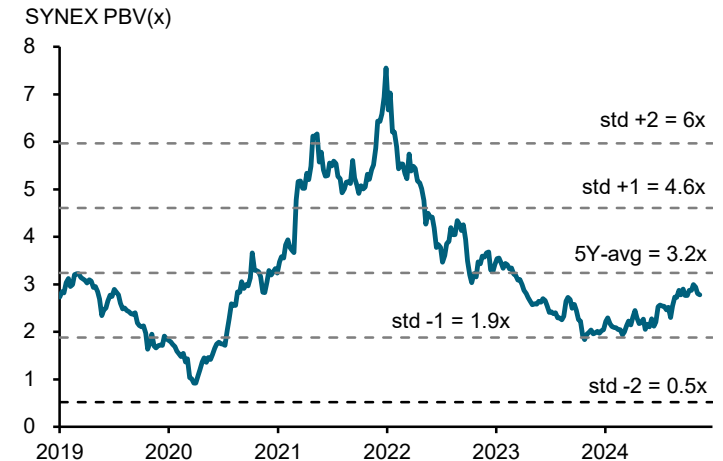
Sources: SYNEX; FSSIA estimates

Exhibit 16: Rolling one-year forward P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 17: Rolling one-year forward P/BV band



Sources: Bloomberg; FSSIA estimates

Exhibit 18: Commerce peers as of 20 Nov 2024

Company	BBG	Rec	Share price			Market Cap	PE		ROE		PBV		- EV/ EBITDA -	
			Current (LCY)	Target (LCY)	Upside (%)		24E (x)	25E (x)	24E (%)	25E (%)	24E (x)	25E (x)	24E (x)	25E (x)
Consumer Staple														
CP All	CPALL TB	BUY	63.25	83.00	31	16,366	23.2	20.5	20.9	21.3	5.0	4.5	19.0	16.6
CP Aextra	CPAXT TB	BUY	34.50	42.00	22	10,362	34.5	27.7	3.5	4.3	1.2	1.2	11.7	10.2
Berli Jucker	BJC TB	BUY	22.90	31.00	35	2,644	20.8	18.0	3.7	4.2	0.8	0.7	11.9	11.5
Consumer Staple average						29,455	23.9	20.3	10.8	11.3	2.4	2.2	13.3	11.9
Consumer Discretionary														
Com7	COM7 TB	BUY	26.75	30.00	12	1,815	20.2	18.7	36.1	33.2	6.7	5.7	13.7	12.2
Synnex Thailand	SYNEX TB	BUY	15.70	17.60	12	383	22.1	17.9	14.3	16.7	3.1	2.9	21.0	18.4
Central Retail Corp	CRC TB	BUY	33.50	42.00	25	5,820	23.7	21.6	12.2	12.4	2.8	2.6	9.8	9.3
Consumer Discretionary avg.						8,018	22.0	19.4	20.9	20.8	4.2	3.7	14.8	13.3
Home Improvement														
Index Living Mall	ILM TB	BUY	17.20	22.00	28	250	11.5	10.5	12.4	13.1	1.4	1.3	6.9	6.4
Home Product Center	HMPRO TB	BUY	9.65	13.20	37	3,656	19.7	18.7	24.6	24.8	4.7	4.5	11.4	10.8
Siam Global House	GLOBAL TB	HOLD	15.80	17.30	9	2,367	32.3	27.8	10.6	11.7	3.3	3.2	24.9	21.7
Dohome	DOHOME TB	HOLD	10.00	10.50	5	930	50.9	34.8	5.1	7.0	2.5	2.4	20.3	17.5
Home Improvement avg.						7,203	28.6	23.0	13.2	14.2	3.0	2.9	15.9	14.1
Total average						44,676	25.1	21.0	14.4	14.9	3.1	2.8	14.6	13.1

Source: FSSIA estimates

Financial Statements

Synnex (Thailand)

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	39,061	36,534	40,758	45,692	48,325
Cost of goods sold	(37,265)	(35,063)	(39,067)	(43,768)	(46,267)
Gross profit	1,796	1,470	1,691	1,924	2,058
Other operating income	81	85	94	106	112
Operating costs	(941)	(906)	(922)	(1,001)	(1,058)
Operating EBITDA	981	697	920	1,085	1,171
Depreciation	(46)	(48)	(55)	(56)	(60)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	935	648	864	1,029	1,112
Net financing costs	33	(65)	(93)	(78)	(85)
Associates	38	63	63	63	69
Recurring non-operating income	38	63	63	63	69
Non-recurring items	0	0	0	0	0
Profit before tax	1,007	646	834	1,013	1,095
Tax	(201)	(134)	(154)	(190)	(205)
Profit after tax	806	512	680	823	890
Minority interests	10	1	1	1	1
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	816	513	681	824	891
Non-recurring items & goodwill (net)	(84)	(80)	(80)	(80)	(80)
Recurring net profit	732	433	601	744	811
Per share (THB)					
Recurring EPS *	0.86	0.51	0.71	0.88	0.96
Reported EPS	0.96	0.61	0.80	0.97	1.05
DPS	0.70	0.62	0.52	0.63	0.68
Diluted shares (used to calculate per share data)	847	847	847	847	847
Growth					
Revenue (%)	5.3	(6.5)	11.6	12.1	5.8
Operating EBITDA (%)	7.8	(29.0)	32.0	18.0	7.9
Operating EBIT (%)	8.6	(30.7)	33.3	19.1	8.0
Recurring EPS (%)	(0.5)	(40.9)	38.8	23.9	9.0
Reported EPS (%)	(5.1)	(37.1)	32.6	21.1	8.1
Operating performance					
Gross margin inc. depreciation (%)	4.6	4.0	4.1	4.2	4.3
Gross margin exc. depreciation (%)	4.7	4.2	4.3	4.3	4.4
Operating EBITDA margin (%)	2.5	1.9	2.3	2.4	2.4
Operating EBIT margin (%)	2.4	1.8	2.1	2.3	2.3
Net margin (%)	1.9	1.2	1.5	1.6	1.7
Effective tax rate (%)	19.9	20.8	18.5	18.8	18.7
Dividend payout on recurring profit (%)	81.0	121.4	72.9	71.3	70.7
Interest cover (X)	(29.2)	11.0	10.0	14.0	13.9
Inventory days	33.3	37.9	35.0	33.1	34.1
Debtor days	52.1	58.9	56.5	55.8	57.3
Creditor days	28.7	26.3	26.0	26.8	27.6
Operating ROIC (%)	11.1	6.4	8.2	9.2	9.2
ROIC (%)	9.6	5.7	7.1	8.0	8.1
ROE (%)	18.2	10.6	14.3	16.7	17.0
ROA (%)	5.7	3.6	4.8	5.3	5.4

* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Consumer	16,511	13,720	12,766	14,898	16,182
Communication	14,061	14,539	19,688	21,657	22,740
Commercial	7,734	8,275	7,904	8,733	8,995
Others	755		400	404	408

Sources: Synnex (Thailand); FSSIA estimates

Financial Statements

Synnex (Thailand)

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	732	433	601	744	811
Depreciation	46	48	55	56	60
Associates & minorities	(38)	(63)	(63)	(63)	(69)
Other non-cash items	(102)	(74)	71	116	113
Change in working capital	(1,830)	(519)	(90)	(1,023)	(587)
Cash flow from operations	(1,192)	(174)	575	(170)	328
Capex - maintenance	-	-	-	-	-
Capex - new investment	(97)	(44)	(52)	(47)	(49)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(758)	(214)	0	0	0
Cash flow from investing	(855)	(258)	(52)	(47)	(49)
Dividends paid	(593)	(523)	(438)	(531)	(574)
Equity finance	(10)	(1)	0	0	0
Debt finance	2,674	725	(27)	511	236
Other financing cash flows	(37)	(17)	0	2	2
Cash flow from financing	2,034	185	(465)	(17)	(336)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	84	80	80	80	80
Movement in cash	71	(167)	138	(153)	23
Free cash flow to firm (FCFF)	(1,997.10)	(287.09)	695.47	(57.99)	443.53
Free cash flow to equity (FCFE)	673.68	356.90	576.44	377.30	596.43

Per share (THB)

FCFF per share	(2.36)	(0.34)	0.82	(0.07)	0.52
FCFE per share	0.80	0.42	0.68	0.45	0.70
Recurring cash flow per share	0.75	0.41	0.78	1.01	1.08

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	1,020	1,050	1,094	1,138	1,182
Less: Accumulated depreciation	(647)	(690)	(737)	(791)	(846)
Tangible fixed assets (net)	373	359	356	347	335
Intangible fixed assets (net)	28	37	37	37	38
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	1,266	1,328	1,328	1,328	1,328
Cash & equivalents	304	137	275	122	145
A/C receivable	6,491	6,548	7,105	7,964	8,441
Inventories	3,547	3,734	3,743	4,194	4,433
Other current assets	841	1,109	1,131	1,251	1,350
Current assets	11,184	11,528	12,255	13,531	14,369
Other assets	395	564	565	575	583
Total assets	13,245	13,817	14,543	15,818	16,654
Common equity	4,098	4,073	4,316	4,610	4,927
Minorities etc.	6	5	5	5	5
Total shareholders' equity	4,105	4,079	4,321	4,615	4,932
Long term debt	688	471	330	146	71
Other long-term liabilities	101	102	102	111	118
Long-term liabilities	788	573	432	257	189
A/C payable	2,885	2,880	3,379	3,784	4,013
Short term debt	4,878	5,820	5,934	6,629	6,940
Other current liabilities	590	466	476	533	579
Current liabilities	8,352	9,165	9,789	10,946	11,532
Total liabilities and shareholders' equity	13,245	13,817	14,543	15,818	16,654
Net working capital	7,405	8,045	8,125	9,091	9,632
Invested capital	9,467	10,334	10,412	11,379	11,917

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

Per share (THB)

Book value per share	4.84	4.81	5.09	5.44	5.81
Tangible book value per share	4.80	4.76	5.05	5.40	5.77

Financial strength

Net debt/equity (%)	128.2	150.9	138.6	144.2	139.2
Net debt/total assets (%)	39.7	44.5	41.2	42.1	41.2
Current ratio (x)	1.3	1.3	1.3	1.2	1.2
CF interest cover (x)	(22.1)	7.2	7.8	6.4	8.6

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	18.2	30.7	22.1	17.9	16.4
Recurring P/E @ target price (x) *	20.4	34.5	24.8	20.0	18.4
Reported P/E (x)	16.3	25.9	19.5	16.1	14.9
Dividend yield (%)	4.5	3.9	3.3	4.0	4.3
Price/book (x)	3.2	3.3	3.1	2.9	2.7
Price/tangible book (x)	3.3	3.3	3.1	2.9	2.7
EV/EBITDA (x) **	18.9	27.9	21.0	18.4	17.2
EV/EBITDA @ target price (x) **	20.6	30.3	22.7	19.9	18.6
EV/invested capital (x)	2.0	1.9	1.9	1.8	1.7

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

Sources: Synnex (Thailand); FSSIA estimates

Synnex (Thailand) PCL (SYNEX TB)

FSSIA ESG rating

★ ★

Exhibit 19: FSSIA ESG score implication

35.18 /100

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

Sources: FSSIA estimates

Exhibit 20: ESG – peer comparison

	FSSIA ESG score	Domestic ratings					Global ratings							Bloomberg	
		DJSI	SET ESG	SET ESG Rating	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
ITEL	38.30	--	--	Y	5.00	5.00	Certified	--	40.60	--	--	41.18	--	2.05	39.11
ILINK	37.92	--	--	Y	5.00	5.00	Certified	--	57.40	--	--	45.96	--	--	--
SYNEX	35.18	--	Y	Y	4.00	4.00	--	--	53.33	--	--	27.64	--	--	41.24
ADVANC	84.07	Y	Y	Y	5.00	5.00	Certified	Medium	59.80	AA	40.00	73.60	90.00	3.62	59.09
FORTH	23.00	--	--	--	4.00	4.00	--	Low	--	--	--	--	--	--	--

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 21: ESG score by Bloomberg

FY ending Dec 31	FY 2021	FY 2022
ESG financial materiality scores - ESG score	—	—
BESG environmental pillar score	—	—
BESG social pillar score	—	—
BESG governance pillar score	4.06	4.01
ESG disclosure score	42.99	41.24
Environmental disclosure score	21.41	14.59
Social disclosure score	23.82	25.39
Governance disclosure score	83.59	83.59
Environmental		
Emissions reduction initiatives	Yes	Yes
Climate change policy	Yes	Yes
Climate change opportunities discussed	No	No
Risks of climate change discussed	No	No
GHG scope 1	714	622
GHG scope 2 location-based	—	—
GHG Scope 3	—	—
Carbon per unit of production	—	—
Biodiversity policy	No	No
Energy efficiency policy	Yes	Yes
Total energy consumption	1	1
Renewable energy use	0	—
Electricity used	1	1
Fuel used - natural gas	—	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 22: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No
Waste reduction policy	Yes	Yes
Hazardous waste	0	0
Total waste	0	0
Waste recycled	—	—
Waste sent to landfills	—	—
Environmental supply chain management	No	No
Water policy	Yes	Yes
Water consumption	11	14
Social		
Human rights policy	Yes	Yes
Policy against child labor	No	No
Quality assurance and recall policy	Yes	Yes
Consumer data protection policy	Yes	Yes
Equal opportunity policy	Yes	Yes
Gender pay gap breakout	No	No
Pct women in workforce	—	—
Pct disabled in workforce	—	1
Business ethics policy	Yes	Yes
Anti-bribery ethics policy	Yes	Yes
Health and safety policy	Yes	Yes
Lost time incident rate - employees	0	0
Total recordable incident rate - employees	—	—
Training policy	Yes	Yes
Fair remuneration policy	No	No
Number of employees – CSR	698	704
Employee turnover pct	—	—
Total hours spent by firm - employee training	17,450	14,784
Social supply chain management	No	No
Governance		
Board size	12	12
No. of independent directors (ID)	4	4
No. of women on board	4	4
No. of non-executive directors on board	9	10
Company conducts board evaluations	Yes	Yes
No. of board meetings for the year	4	4
Board meeting attendance pct	100	100
Board duration (years)	3	3
Director share ownership guidelines	No	No
Age of the youngest director	40	41
Age of the oldest director	71	72
No. of executives / company managers	13	11
No. of female executives	6	6
Executive share ownership guidelines	No	No
Size of audit committee	3	3
No. of ID on audit committee	3	3
Audit committee meetings	5	5
Audit meeting attendance %	100	100
Size of compensation committee	3	3
No. of ID on compensation committee	1	1
No. of compensation committee meetings	2	2
Compensation meeting attendance %	100	100
Size of nomination committee	3	3
No. of nomination committee meetings	2	2
Nomination meeting attendance %	100	100
Sustainability governance		
Verification type	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.																			
SET ESG Ratings List (SETESG) by The Stock Exchange of Thailand (SET)	SET ESG 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 SETESG 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. SETESG Index is extended from the SET ESG Ratings companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																			
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																			
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																			
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																			
Morningstar Sustainalytics	The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+									
NEGL	Low	Medium	High	Severe																	
0-10	10-20	20-30	30-40	40+																	
ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																			
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="3">Average:</td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td></tr><tr><td>CCC</td><td>0.000-1.428</td><td>Laggard:</td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>	AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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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																		
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

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Company	Ticker	Price	Rating	Valuation & Risks
Synnex (Thailand)	SYNEX TB	THB 15.70	BUY	Downside risks to our P/E-based TP include 1) a slower-than-expected PC recovery, 2) product shortages, and 3) currency fluctuations.
CP All	CPALL TB	THB 63.25	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 Aextra	CPAXT TB	THB 34.50	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.
Berli Jucker	BJC TB	THB 22.90	BUY	Key downside risks to our DCF-based TP could come from 1) competition with Lotus which could impact its sales and gross margin; and 2) a higher in raw material prices.
Com7	COM7 TB	THB 26.75	BUY	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 33.50	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.
Index Living Mall	ILM TB	THB 17.20	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 9.65	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 15.80	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	DOHOME TB	THB 10.00	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.

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 20-Nov-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.