

CP AXTRA CPAXT TB

THAILAND / COMMERCE

BUY

UNCHANGED

4Q24 results at first glance

CPAXT รายงานกำไรปกติ 4พัน ลบ. ใกล้เคียงกับที่เราคาดและสูงกว่าที่

ตลาดคาด 6%

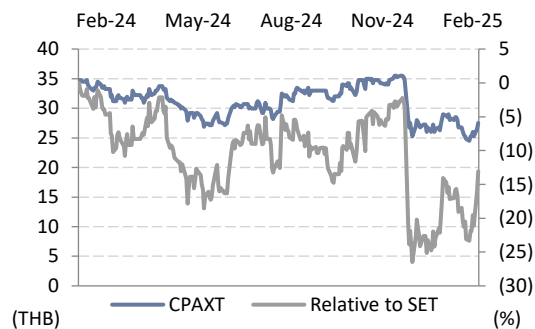
Highlights

- CPAXT รายงานกำไรปกติ 4Q24 อยู่ที่ 4พัน ลบ. (+85% q-q, +22% y-y) ใกล้เคียงกับที่เราคาดและสูงกว่าที่ตลาดคาด 6%
- กำไรปกติดังกล่าวเพิ่มขึ้น 85% q-q จากปัจจัยด้านฤดูกาลและ 22% y-y ทั้งจากการเติบโตของยอดขายและอัตรากำไรขั้นต้นที่ดีขึ้นทั้งในธุรกิจค้าส่งและค้าปลีก
- ยอดขายโต 4% y-y (ค้าส่ง +5%, ค้าปลีก +3%) โดยได้ปัจจัยหนุนจากอัตราการเติบโตของยอดขายสาขาเดิม (SSSG) ในธุรกิจค้าส่ง (+3%) และค้าปลีก (+1.9%) พร้อมกับการขยายสาขา
- อัตรากำไรขั้นต้นจากการขายปรับตัวดีขึ้น 90bps y-y เป็น 14.9% โดยตัวเลขในธุรกิจค้าส่งเพิ่มขึ้น 100bps y-y และในธุรกิจค้าปลีกสูงขึ้น 80bps y-y โดยมีปัจจัยผลักดันจากการมุ่งเน้นไปที่สินค้าอาหารสดพร้อมสัดส่วนสินค้าอาหารสดที่เพิ่มขึ้น 140bps y-y เป็น 42.6% ในธุรกิจค้าส่งและ 10bps y-y เป็น 25.8% ในธุรกิจค้าปลีก นอกจากนี้ยอดขายเครื่องมือที่มีแอลกอฮอล์และยาสูบผ่านผู้จัดจำหน่ายในธุรกิจค้าส่งยังลดลงซึ่งช่วยหนุนให้อัตรากำไรเพิ่มขึ้น
- สัดส่วนค่าใช้จ่ายการขายและบริหารต่อยอดขายเพิ่มเล็กน้อยที่ 10bps y-y เป็น 12.8% จากค่าใช้จ่ายที่เพิ่มขึ้นสำหรับการจัดจำหน่ายในช่องทาง Omni-channel และศูนย์กระจายสินค้าใหม่ (DC) ในธุรกิจค้าส่ง ในขณะที่ธุรกิจค้าปลีกสามารถรักษาประสิทธิภาพในด้านนี้ได้
- ในปี 2024 กำไรปกติอยู่ที่ 10.8พัน ลบ. (+23% y-y) ในเดือน ม.ค. 2025 SSSG ในธุรกิจค้าส่งน่าจะอยู่ที่ 1-3% ในขณะที่ธุรกิจค้าปลีกน่าจะอยู่ที่ 4-6% ซึ่งแสดงให้เห็นถึงโมเมนตัมเชิงบวกอย่างต่อเนื่อง
- CPAXT ประกาศจ่ายเงินปันผลต่อหุ้นอยู่ที่ 0.71 บาท เมื่อหักเงินปันผลระหว่างกาลที่ 0.18 บาท/หุ้นจะได้เงินปันผลต่อหุ้นอยู่ที่ 0.53 บาทคิดเป็นผลตอบแทนในรูปเงินปันผลอยู่ที่ 1.9% หุ้นจะขึ้น XD ในวันที่ 8 เม.ย.

TARGET PRICE	THB34.00
CLOSE	THB27.50
UP/DOWNSIDE	+23.6%
PRIOR TP	THB34.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+1.2%

KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	508,745	526,511	545,656	563,553
Net profit	10,569	12,840	14,282	14,659
EPS (THB)	1.01	1.23	1.37	1.41
vs Consensus (%)	-	22.6	15.1	2.7
EBITDA	36,522	41,099	45,754	48,089
Recurring net profit	10,837	12,840	14,282	14,659
Core EPS (THB)	1.04	1.23	1.37	1.41
Chg. In EPS est. (%)	nm	(0.1)	0.0	nm
EPS growth (%)	23.5	18.5	11.2	2.6
Core P/E (x)	26.5	22.3	20.1	19.6
Dividend yield (%)	2.6	3.1	3.5	3.6
EV/EBITDA (x)	10.0	9.0	7.9	7.3
Price/book (x)	1.0	0.9	0.9	0.9
Net debt/Equity (%)	26.3	26.7	23.7	20.6
ROE (%)	3.7	4.3	4.7	4.7



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(5.2)	(20.9)	(18.5)
Relative to country (%)	1.1	(8.6)	(10.1)
Mkt cap (USD m)	8,518		
3m avg. daily turnover (USD m)	11.0		
Free float (%)	15		
Major shareholder	CP ALL (60%)		
12m high/low (THB)	35.50/23.60		
Issued shares (m)	10,427.66		

Sources: Bloomberg consensus; FSSIA estimates



Thada Jirachoenying

Fundamental Investment Analyst on Securities; License no. 054189
 thada.j@fssia.com, +66 2646 9964

PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 19 กุมภาพันธ์ 2025

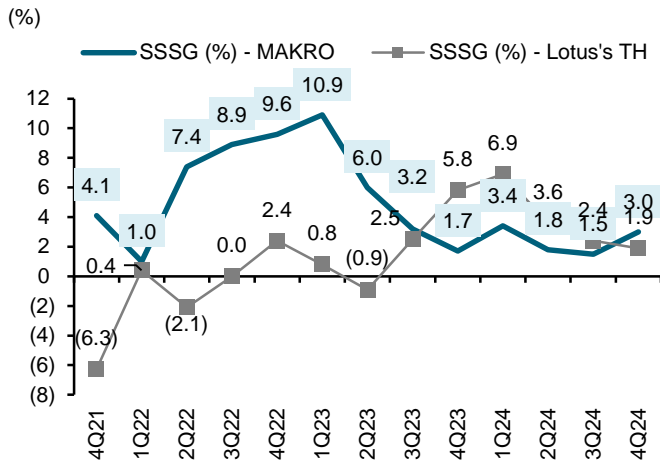
Exhibit 1: CPAXT - 4Q24 results summary

Year to Dec 31	4Q23 (THB m)	1Q24 (THB m)	2Q24 (THB m)	3Q24 (THB m)	4Q24 (THB m)	----- Change----- (q-q%) (y-y%)		2023 (THB m)	2024 (THB m)	Change (y-y %)
Total revenue	127,637	126,157	126,223	123,727	132,638	7	4	486,472	508,745	5
- Retail sales	122,371	121,182	121,374	118,864	127,441	7	4	466,234	488,862	5
- Service income	1,599	1,452	1,275	1,265	1,570	24	(2)	5,935	5,563	(6)
- Rental and rendering retail services	3,667	3,523	3,574	3,598	3,627	1	(1)	14,303	14,321	0
Gross profit	20,793	20,454	20,316	20,371	22,534	11	8	78,198	83,675	7
Operating costs	(16,292)	(16,838)	(16,919)	(17,127)	(17,115)	(0)	5	(64,968)	(68,339)	5
Operating profit	4,501	3,616	3,397	3,244	5,419	67	20	13,230	15,336	16
Other income	976	863	733	714	987	38	1	3,477	3,297	(5)
EBIT	5,477	4,479	4,130	3,958	6,406	62	17	16,707	18,633	12
Interest expense	(1,451)	(1,414)	(1,449)	(1,434)	(1,438)	0	(1)	(6,319)	(5,735)	(9)
Profit before tax	4,025	3,065	2,681	2,525	4,968	97	23	10,388	12,898	24
Tax	(912)	(765)	(663)	(537)	(1,134)	111	24	(2,535)	(3,026)	19
Associates	168	174	149	173	177	2	6	746	673	(10)
Minority interests	1	7	9	4	3	(22)	251	41	24	(41)
Non-recurring items	0	0	0	(213)	(55)	(74)	n/a	(137)	(268)	96
Reported net profit	3,282	2,481	2,176	1,952	3,960	103	21	8,640	10,569	22
Recurring net profit	3,282	2,481	2,176	2,165	4,015	85	22	8,777	10,837	23
EPS (THB)	0.31	0.24	0.21	0.19	0.38	103	21	0.83	1.01	22
Recurring EPS (THB)	0.31	0.24	0.21	0.21	0.39	85	22	0.84	1.04	23
Key ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross profit margin from sales	14.0	14.1	14.1	14.4	14.9	0.5	0.9	13.8	14.4	0.6
Gross profit margin	16.3	16.2	16.1	16.5	17.0	0.5	0.7	16.1	16.4	0.4
Operating margin	3.5	2.9	2.7	2.6	4.1	1.5	0.6	2.7	3.0	0.3
Recurring net margin	2.6	2.0	1.7	1.7	3.0	1.3	0.5	1.8	2.1	0.3
SG&A / Revenue	12.7	13.3	13.3	13.8	12.8	(1.0)	0.1	13.3	13.3	0.1
Operating statistics	(%)	(%)	(%)	(%)	(%)			(%)	(%)	
SSSG (%) - MAKRO	1.7	3.4	1.8	1.5	3.0			5.3	2.8	
SSSG (%) - Retail business	5.5	7.1	3.5	2.3	1.9			1.3	3.6	
SSSG (%) - Lotus's TH	5.8	6.9	3.6	2.4	1.9			2.1	3.6	
SSSG (%) - Lotus's ML	3.6	8.4	3.1	1.7	1.6			(2.5)	3.7	
Number of stores (Wholesales) (no.)	168	169	170	172	175			168	175	
Number of stores (Lotus) (no.)	2,522	2,517	2,520	2,498	2,553			2,522	2,553	

Operations by business	4Q23 (THB m)	1Q24 (THB m)	2Q24 (THB m)	3Q24 (THB m)	4Q24 (THB m)	----- Change----- (q-q%) (y-y%)		2023 (THB m)	2024 (THB m)	Change (y-y %)
Sales	122,371	121,182	121,374	118,864	127,441	7	4	466,234	488,862	5
Wholesale business	68,537	67,800	67,168	66,774	71,749	7	5	259,811	273,491	5
Retail business	53,835	53,382	54,206	52,090	55,692	7	3	206,423	215,370	4
Revenue from rental and rendering retail services	3,667	3,523	3,574	3,598	3,598	0	(2)	14,303	14,321	0
Total revenue	128,613	127,020	126,956	124,441	133,625	7	4	489,949	512,042	5
Gross profit from sales	17,075	17,030	17,120	17,107	18,956	11	11	64,341	70,213	9
Gross profit margin from sales (%) - Conso.	14.0	14.1	14.1	14.4	14.9	0.5	0.9	13.8	14.4	0.6
Gross profit margin from sales (%) - Wholesale	10.9	11.3	10.9	11.5	11.9	0.5	1.0	10.7	11.4	0.7
Gross profit margin from sales (%) - Retail	17.8	17.6	18.1	18.1	18.6	0.5	0.8	17.7	18.1	0.4
SG&A expenses	16,292	16,838	16,919	17,397	17,185	(1)	5	64,968	68,339	5
SG&A - Wholesale	6,425	6,884	7,016	7,350	7,269	(1)	13	24,679	28,519	16
SG&A - Retail	9,867	9,954	9,903	10,047	9,916	(1)	0	40,289	39,820	(1)
EBITDA*	10,063	9,013	8,556	8,306	11,051	33	10	35,065	36,926	5
EBITDA - Wholesale	3,591	3,477	2,722	2,737	4,309	57	20	12,988	13,245	2
EBITDA - Retail	6,472	5,536	5,834	5,569	6,921	24	7	22,077	23,860	8
Finance cost	1,451	1,414	1,450	1,433	1,438	0	(1)	6,319	5,735	(9)
Net profit	3,282	2,481	2,176	1,952	3,960	103	21	8,640	10,569	22

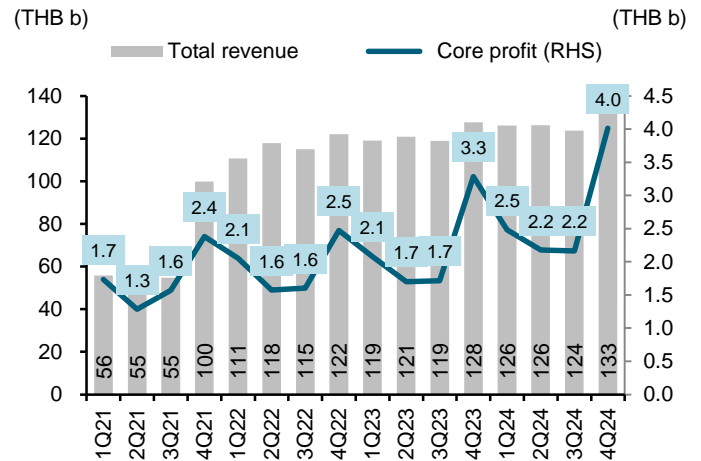
Sources: CPAXT; FSSIA estimates

Exhibit 2: SSSG of Makro and Lotus's



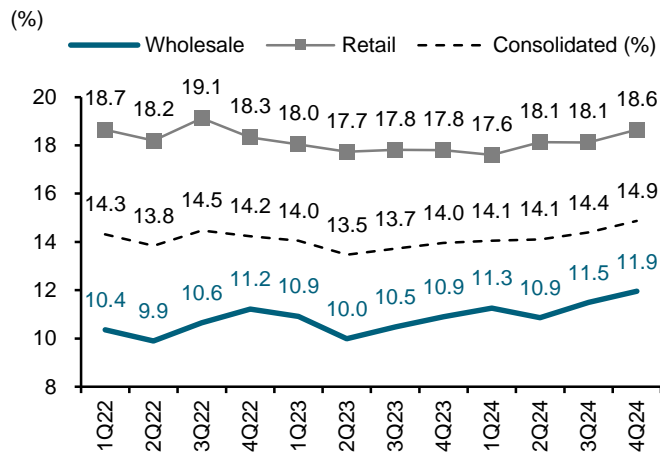
Sources: CPAXT; FSSIA estimates

Exhibit 3: Revenue and core profit



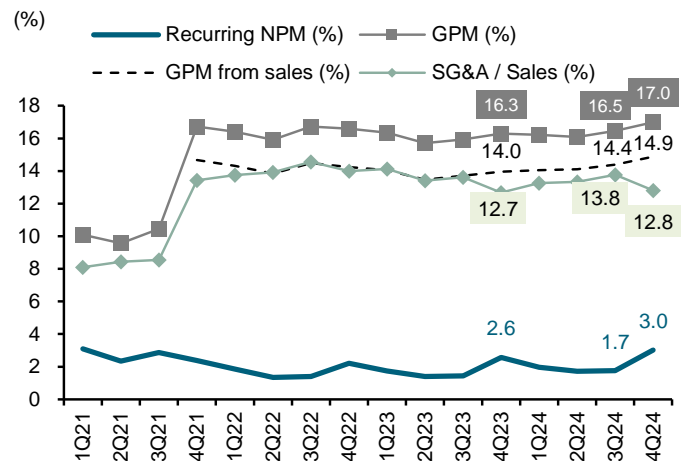
Sources: CPAXT; FSSIA estimates

Exhibit 4: GPM from sales (%)



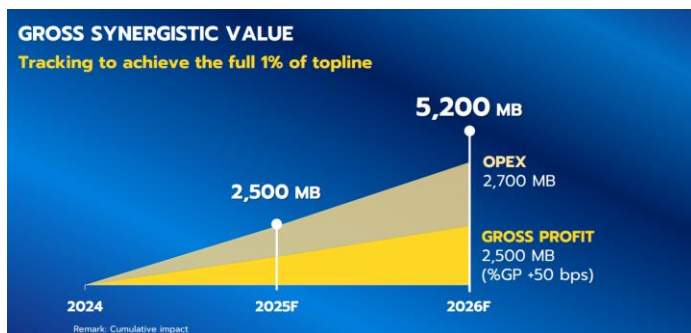
Sources: CPAXT; FSSIA estimates

Exhibit 5: Profitability



Sources: CPAXT; FSSIA estimates

Exhibit 6: Accelerated synergy realization



Source: CPAXT

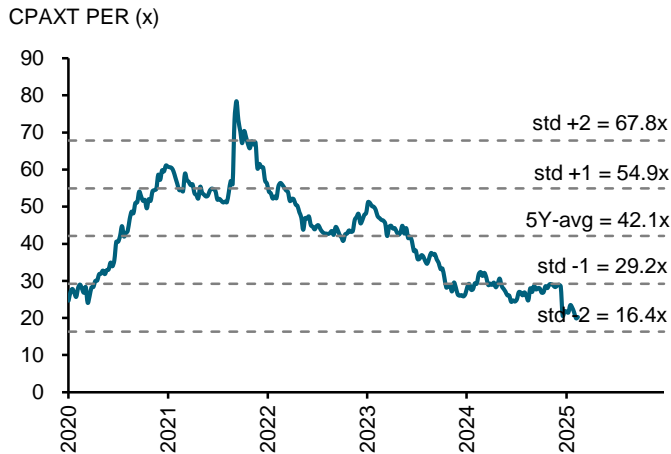
Exhibit 7: Company's targets

KEY HIGHLIGHTS		2024F	2025F
	Sales Growth	Mid SDG	High SDG
	GP Margin	+60 bps	+60 bps
	Omni Channel Mix	18%	22%
	No. of Stores	2,728	2,778
	Occupancy Rate	>93%	>94%
	EBITDA Growth	Mid SDG	Teen DG
	CAPEX ¹⁾	THB 27 BN	THB 24 - 28 BN

Remark: ¹⁾ Including investment in a community center

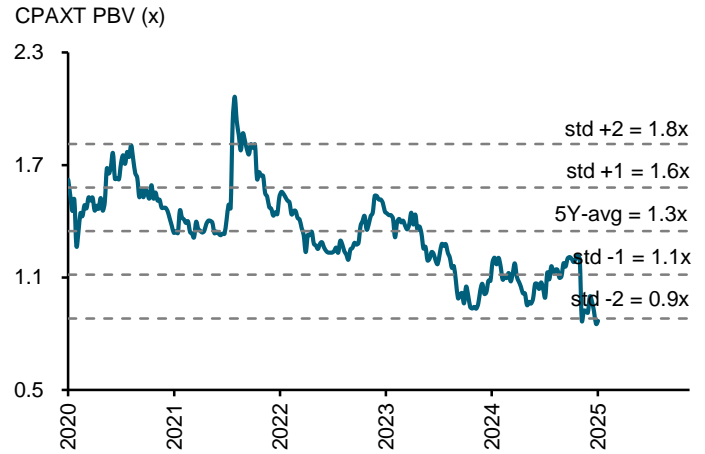
Source: CPAXT

Exhibit 8: Rolling one-year forward P/E band



Sources: Bloomberg; FSSIA estimates

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



Sources: Bloomberg; FSSIA estimates

Exhibit 10: Commerce peers as of 18 February 2025

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)
Consumer Staple														
CP All	CPALL TB	BUY	51.75	83.00	60	13,808	18.7	16.7	21.2	21.3	4.1	3.6	17.0	15.2
CP Aextra	CPAXT TB	BUY	27.50	34.00	24	8,518	26.5	22.3	3.7	4.3	1.0	0.9	10.0	9.0
Berli Jucker*	BJC TB	BUY	22.50	31.00	38	2,678	19.7	17.2	3.8	4.3	0.7	0.7	11.7	11.2
Consumer Staple average						25,004	21.6	18.7	9.6	10.0	1.9	1.8	12.9	11.8
Consumer Discretionary														
Com7	COM7 TB	BUY	21.30	30.00	41	1,490	16.1	14.9	36.1	33.2	5.4	4.6	11.1	9.9
Central Retail Corp	CRC TB	BUY	36.00	42.00	17	6,449	25.4	23.2	12.2	12.4	3.0	2.8	10.0	9.6
Home Improvement														
Index Living Mall	ILM TB	BUY	15.00	17.00	13	225	10.0	9.3	12.4	12.8	1.2	1.2	6.3	5.9
Home Product Center	HMPRO TB	BUY	8.65	13.20	53	3,379	17.6	16.4	24.8	25.3	4.3	4.1	10.1	9.5
Siam Global House	GLOBAL TB	HOLD	8.20	9.70	18	1,267	17.9	16.9	9.9	10.3	1.7	1.7	14.6	14.0
Dohome	DOHOME TB	BUY	6.30	10.50	67	604	30.4	21.9	5.3	7.0	1.6	1.5	15.2	13.3
Home Improvement avg.						5,475	19.0	16.1	13.1	13.9	2.2	2.1	11.6	10.7
Consumer Discretionary avg.						13,414	19.6	17.1	16.8	16.8	2.9	2.6	11.2	10.4
Total average						38,418	20.2	17.6	14.4	14.5	2.5	2.3	11.8	10.8

Sources: *Bloomberg; FSSIA estimates

Financial Statements

CP Axtra

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	486,472	508,745	526,511	545,656	563,553
Cost of goods sold	(408,274)	(425,070)	(437,848)	(452,644)	(466,743)
Gross profit	78,198	83,675	88,663	93,012	96,810
Other operating income	3,477	3,297	3,194	3,307	2,874
Operating costs	(64,831)	(68,071)	(70,300)	(73,006)	(76,168)
Operating EBITDA	34,456	36,522	41,099	45,754	48,089
Depreciation	(17,612)	(17,620)	(19,542)	(22,441)	(24,572)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	16,844	18,901	21,556	23,313	23,517
Net financing costs	(6,319)	(5,735)	(5,818)	(5,739)	(5,488)
Associates	746	673	697	718	740
Recurring non-operating income	746	673	697	718	740
Non-recurring items	(137)	(268)	0	0	0
Profit before tax	11,134	13,571	16,436	18,292	18,768
Tax	(2,535)	(3,026)	(3,620)	(4,042)	(4,147)
Profit after tax	8,599	10,545	12,816	14,250	14,622
Minority interests	41	24	24	32	38
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	8,640	10,569	12,840	14,282	14,659
Non-recurring items & goodwill (net)	137	268	0	0	0
Recurring net profit	8,777	10,837	12,840	14,282	14,659
Per share (THB)					
Recurring EPS *	0.84	1.04	1.23	1.37	1.41
Reported EPS	0.83	1.01	1.23	1.37	1.41
DPS	0.58	0.71	0.86	0.96	0.98
Diluted shares (used to calculate per share data)	10,428	10,428	10,428	10,428	10,428
Growth					
Revenue (%)	4.4	4.6	3.5	3.6	3.3
Operating EBITDA (%)	(0.1)	6.0	12.5	11.3	5.1
Operating EBIT (%)	(0.5)	12.2	14.0	8.1	0.9
Recurring EPS (%)	10.8	23.5	18.5	11.2	2.6
Reported EPS (%)	12.3	22.3	21.5	11.2	2.6
Operating performance					
Gross margin inc. depreciation (%)	16.1	16.4	16.8	17.0	17.2
Gross margin exc. depreciation (%)	19.7	19.9	20.6	21.2	21.5
Operating EBITDA margin (%)	7.1	7.2	7.8	8.4	8.5
Operating EBIT margin (%)	3.5	3.7	4.1	4.3	4.2
Net margin (%)	1.8	2.1	2.4	2.6	2.6
Effective tax rate (%)	24.4	23.5	23.0	23.0	23.0
Dividend payout on recurring profit (%)	68.7	68.3	70.0	70.0	70.0
Interest cover (X)	2.8	3.4	3.8	4.2	4.4
Inventory days	34.4	32.4	32.7	33.2	33.4
Debtor days	1.8	1.8	1.8	1.7	1.7
Creditor days	60.2	59.8	60.4	62.1	62.4
Operating ROIC (%)	17.6	20.3	21.6	22.9	24.2
ROIC (%)	3.2	3.5	3.9	4.2	4.2
ROE (%)	3.0	3.7	4.3	4.7	4.7
ROA (%)	2.5	2.8	3.1	3.3	3.3

* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Sales	466,234	488,862	506,301	524,738	542,036
Service income	5,935	5,563	5,644	5,522	5,676
Rental and rendering retail services	14,303	14,321	14,566	15,395	15,841

Sources: CP Axtra; FSSIA estimates

Financial Statements

CP Axta

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	8,777	10,837	12,840	14,282	14,659
Depreciation	17,612	17,620	19,542	22,441	24,572
Associates & minorities	13	413	0	0	0
Other non-cash items	(160)	(186)	(19)	24	(9)
Change in working capital	7,381	(1,682)	3,756	1,042	994
Cash flow from operations	33,624	27,003	36,120	37,789	40,217
Capex - maintenance	-	-	-	-	-
Capex - new investment	(13,319)	(17,846)	(28,800)	(18,333)	(19,704)
Net acquisitions & disposals	(6,765)	(22,523)	(4,112)	(4,361)	(4,632)
Other investments (net)	(2,166)	(1,570)	1,153	295	722
Cash flow from investing	(22,250)	(41,938)	(31,759)	(22,399)	(23,614)
Dividends paid	(6,031)	(7,404)	(8,988)	(9,997)	(10,262)
Equity finance	(35)	1,586	1,246	1,246	1,246
Debt finance	(13,704)	2,868	5,149	(7,727)	(5,431)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(19,770)	(2,949)	(2,593)	(16,479)	(14,447)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	5,651	0	0	0
Net other adjustments	0	5,651	0	0	0
Movement in cash	(8,396)	(12,233)	1,768	(1,089)	2,156
Free cash flow to firm (FCFF)	17,693.27	(9,199.86)	10,178.31	21,128.34	22,091.44
Free cash flow to equity (FCFE)	(2,330.45)	(6,415.41)	9,509.92	7,662.51	11,171.94
Per share (THB)					
FCFF per share	1.70	(0.88)	0.98	2.03	2.12
FCFE per share	(0.22)	(0.62)	0.91	0.73	1.07
Recurring cash flow per share	2.52	2.75	3.10	3.52	3.76
Balance Sheet (THB m) Year Ending Dec					
Tangible fixed assets (gross)	150,596	160,169	188,969	207,302	227,007
Less: Accumulated depreciation	(35,022)	(42,474)	(59,931)	(80,078)	(102,127)
Tangible fixed assets (net)	115,574	117,695	129,038	127,224	124,880
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	14,783	15,895	15,895	15,895	15,895
Cash & equivalents	31,707	19,474	21,242	20,153	22,310
A/C receivable	2,304	2,625	2,493	2,584	2,669
Inventories	35,884	36,484	38,483	39,784	41,023
Other current assets	6,844	8,339	8,630	8,944	9,238
Current assets	76,739	66,923	70,849	71,465	75,239
Other assets	333,275	346,018	348,244	350,514	352,830
Total assets	540,371	546,531	564,026	565,098	568,843
Common equity	292,923	297,674	302,772	308,303	313,946
Minorities etc.	555	943	919	887	849
Total shareholders' equity	293,477	298,617	303,691	309,189	314,796
Long term debt	70,180	66,732	68,606	86,244	80,894
Other long-term liabilities	58,569	58,344	59,566	60,757	61,972
Long-term liabilities	128,749	125,076	128,172	147,001	142,866
A/C payable	67,136	66,376	72,000	74,433	76,751
Short term debt	26,005	31,425	33,678	7,325	6,235
Other current liabilities	25,003	25,036	26,486	27,150	28,195
Current liabilities	118,145	122,838	132,163	108,908	111,181
Total liabilities and shareholders' equity	540,371	546,531	564,026	565,098	568,843
Net working capital	(47,108)	(43,964)	(48,878)	(50,271)	(52,017)
Invested capital	416,524	435,644	444,299	443,362	441,588
* Includes convertibles and preferred stock which is being treated as debt					
Per share (THB)					
Book value per share	28.09	28.55	29.04	29.57	30.11
Tangible book value per share	28.09	28.55	29.04	29.57	30.11
Financial strength					
Net debt/equity (%)	22.0	26.3	26.7	23.7	20.6
Net debt/total assets (%)	11.9	14.4	14.4	13.0	11.4
Current ratio (x)	0.6	0.5	0.5	0.7	0.7
CF interest cover (x)	2.7	3.0	7.6	5.5	6.6
Valuation					
Recurring P/E (x) *	32.7	26.5	22.3	20.1	19.6
Recurring P/E @ target price (x) *	40.4	32.7	27.6	24.8	24.2
Reported P/E (x)	33.2	27.1	22.3	20.1	19.6
Dividend yield (%)	2.1	2.6	3.1	3.5	3.6
Price/book (x)	1.0	1.0	0.9	0.9	0.9
Price/tangible book (x)	1.0	1.0	0.9	0.9	0.9
EV/EBITDA (x) **	10.2	10.0	9.0	7.9	7.3
EV/EBITDA @ target price (x) **	12.2	11.9	10.6	9.4	8.7
EV/invested capital (x)	0.8	0.8	0.8	0.8	0.8
* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income					

Sources: CP Axta; FSSIA estimates

CP Axtra PCL (CPAXT TB)

FSSIA ESG rating


59.46 /100

Exhibit 11: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★★	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★	>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 12: 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 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
BJC	71.33	Y	Y	Y	4.00	4.00	--	Medium	55.09	A	--	65.19	89.00	2.16	--
COM7	61.78	--	Y	Y	5.00	5.00	Certified	Low	47.75	--	--	52.68	21.00	4.40	43.59
CPALL	78.53	Y	Y	Y	5.00	5.00	Certified	Medium	47.38	A	34.00	59.95	82.00	3.74	--
CPAXT	59.46	--	--	--	5.00	5.00	Certified	Low	52.81	--	--	74.64	63.00	3.80	--
CRC	64.49	--	Y	Y	5.00	5.00	Certified	Medium	--	BBB	--	60.98	73.00	2.90	47.27

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

Exhibit 13: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	—	—	—	—	—	—	3.80	—
BESG environmental pillar score	—	—	—	—	—	—	3.80	—
BESG social pillar score	—	—	—	—	—	—	3.77	—
BESG governance pillar score	—	—	—	—	—	—	3.84	—
ESG disclosure score	33.03	42.58	50.91	61.55	61.98	62.50	62.50	—
Environmental disclosure score	7.64	17.85	32.89	45.12	48.51	48.51	48.51	—
Social disclosure score	7.68	28.66	29.84	43.29	41.17	42.74	42.74	—
Governance disclosure score	83.59	81.10	89.86	96.12	96.12	96.12	96.12	—
Environmental								
Emissions reduction initiatives	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Climate change policy	No	No	Yes	Yes	Yes	Yes	Yes	No
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	No	No	No	No	No	No	No
GHG scope 1	—	—	—	50	43	50	66	147
GHG scope 2 location-based	—	—	—	209	220	184	186	571
GHG Scope 3	—	—	—	—	5	58	59	136
Carbon per unit of production	—	—	—	—	—	—	—	—
Biodiversity policy	No	No	No	Yes	Yes	Yes	Yes	No
Energy efficiency policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	—	329	347	730	390	395	419	442
Renewable energy use	—	0	0	0	3	18	36	40
Electricity used	—	—	—	360	377	367	371	390
Fuel used - natural gas	—	—	—	—	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 14: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No	No	No	No	No
Waste reduction policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Hazardous waste	—	—	—	—	0	0	0	0
Total waste	40	52	61	62	91	62	68	85
Waste recycled	33	37	43	42	70	40	39	59
Waste sent to landfills	7	15	18	20	21	21	26	23
Environmental supply chain management	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Water policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	—	—	—	—	—	—	—	994
Social								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	No	No	No	No	Yes	Yes	Yes	Yes
Quality assurance and recall policy	No	No	No	No	No	No	No	No
Consumer data protection policy	No	No	No	No	Yes	Yes	Yes	Yes
Equal opportunity policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No	No	No	No	No
Pct women in workforce	—	55	55	55	55	55	55	52
Pct disabled in workforce	—	—	—	—	—	0	0	0
Business ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	1	0	1	1	1	1	0
Total recordable incident rate - employees	—	1	0	1	1	1	1	1
Training policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	No
Number of employees – CSR	—	13,365	13,786	14,560	15,212	16,108	16,920	23,280
Employee turnover pct	—	36	39	35	31	17	16	42
Total hours spent by firm - employee training	—	—	—	130,626	162,366	231,049	249,570	778,018
Social supply chain management	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Governance								
Board size	18	15	15	15	15	15	15	15
No. of independent directors (ID)	6	5	5	5	5	5	5	5
No. of women on board	2	2	2	2	3	3	3	2
No. of non-executive directors on board	10	7	7	7	7	13	13	13
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	4	4	5	7	6	9	13	7
Board meeting attendance pct	83	95	92	94	96	99	98	99
Board duration (years)	3	3	3	3	3	3	3	3
Director share ownership guidelines	No	No	No	No	No	No	No	No
Age of the youngest director	48	51	52	53	54	53	54	—
Age of the oldest director	79	80	81	82	83	78	79	—
No. of executives / company managers	12	12	13	11	11	6	6	7
No. of female executives	2	2	3	3	2	1	2	1
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	5	5	5	5	3	3	3	3
No. of ID on audit committee	5	5	5	5	3	3	3	3
Audit committee meetings	5	5	5	5	5	8	11	8
Audit meeting attendance %	96	—	92	96	100	100	100	100
Size of compensation committee	3	3	3	3	3	3	3	3
No. of ID on compensation committee	2	2	2	2	2	2	2	2
No. of compensation committee meetings	1	3	2	2	4	2	3	2
Compensation meeting attendance %	100	100	100	100	100	100	100	100
Size of nomination committee	3	3	3	3	3	3	3	3
No. of nomination committee meetings	1	3	2	2	4	2	3	2
Nomination meeting attendance %	100	100	100	100	100	100	100	100
Sustainability governance								
Verification type	No	No	Yes	Yes	Yes	Yes	Yes	Yes

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 Sustainabilitys	The Sustainabilitys' 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
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																			
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

ANALYST(S) CERTIFICATION

Thada Jiracharoenyng 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
CP Aextra	CPAXT TB	THB 27.50	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; 4) an operating loss from its overseas units; 5) lower-than-expected synergy value; and 6) lower-than-expected losses in Happit project.
CP All	CPALL TB	THB 51.75	BUY	The key downside risks to our DCF-derived TP include 1) lower-than-expected SSSG, 2) lower-than-expected gross margin, and 3) higher-than-expected SG&A to sales ratio.
Berli Jucker	BJC TB	THB 22.50	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 21.30	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 36.00	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 15.00	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 8.65	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 8.20	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 6.30	BUY	Key risks to our DCF-based TP are 1) lower steel price and heavy clearance stock 2) lower farm income, which would affect purchasing power in the agricultural sector, 3) government disbursement, 4) a lower private brand mix and margin, and 5) higher expenses than expected.

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 18-Feb-2025 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.