

3 MARCH 2025

EQUITY RESEARCH – RESULTS FLASH

# CENTRAL PATTANA CPN TB

THAILAND / PROPERTY DEVELOPMENT

**FINANSIA**  
FSS INTERNATIONAL INVESTMENT ADVISORY

FSSIA ESG rating ★★★★★

**BUY**

UNCHANGED

TARGET PRICE	THB83.00
CLOSE	THB49.25
UP/DOWNSIDE	+68.5%
PRIOR TP	THB83.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+8.4%

## 4Q24 results at first glance

### 4Q24 profit in line, marking new full-year profit high

#### Highlights

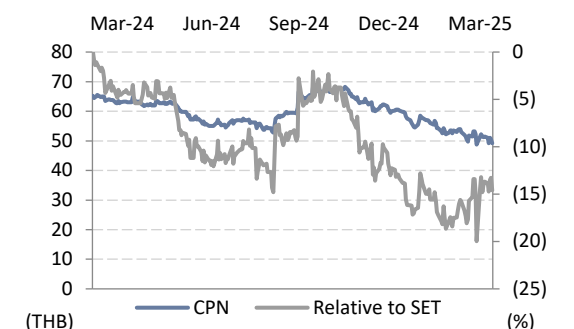
- CPN reported a net profit of THB3.9b for 4Q24 (-5.7% q-q, -2.1% y-y). This included accounting items (such as profit-sharing adjustments, lease agreements for Central Rama 2 pending payment from CPNREIT, and revenue from the renewal of the Central Pinklao lease) totaling a loss of THB302m.
- Excluding these accounting items, the core profit stood at THB4.2b (+1.7% q-q, +5.6% y-y), in line with our expectation. The q-q profit growth is considered strong because marketing expenses are typically high in 4Q, which usually puts pressure on profits.
- Total revenue grew 4.5% q-q to THB12.8b, driven by the growth of food courts, the hotel business, and the residential business. However, rental income from shopping malls declined 5.1% q-q due to renovations at some malls. Despite this, many shopping malls saw record-high foot traffic and revenue. In the hotel business, Hilton Pattaya also recorded an all-time high in both RevPAR and revenue.
- Revenue from the property business in 4Q24 declined by 10.0% y-y due to competition but nearly doubled q-q, driven by the transfers of existing projects. Additionally, four new projects were launched this quarter (two condos and two low-rise houses). However, the gross margin declined to 30.9%, partly due to competition and partly because most of the transferred projects were in non-central locations, which typically yield lower margins.
- The overall performance in 2024 was impressive, with record highs in revenue across all business segments, gross margins, core profit, and a dividend per share of THB2.10 (56% payout ratio). Total revenue grew 8.8% y-y, driven by expansion in all sectors, particularly food courts and hotels. In 2024, CPN opened two new shopping malls (Central Nakhon Sawan and Central Nakhon Pathom), which also contributed to the growth of food courts. The hotel segment achieved record-high revenue due to strong occupancy rates and room rates.
- While the property business fell short of the company's initial target, revenue still grew by 6.8% y-y, and the gross margin remained stable.

#### Outlook

- The 2024 financial performance was strong, with continued growth momentum expected. We maintain our profit forecast for 2025-27 and our BUY call. CPN shares trade at an attractive 2025E P/E of 12.3x, a P/BV of 2.0x, and a dividend yield of 4.6%.
- We maintain our TP of THB83 (DCF, 7.4% WACC, 2% LTG).

#### KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	49,615	52,923	55,254	57,754
Net profit	16,729	17,997	18,908	19,785
EPS (THB)	3.73	4.01	4.21	4.41
vs Consensus (%)	-	8.1	6.3	3.6
EBITDA	27,118	26,608	28,126	29,700
Recurring net profit	17,028	17,997	18,908	19,785
Core EPS (THB)	3.79	4.01	4.21	4.41
Chg. In EPS est. (%)	nm	0.0	-	nm
EPS growth (%)	13.6	5.7	5.1	4.6
Core P/E (x)	13.0	12.3	11.7	11.2
Dividend yield (%)	4.3	4.6	4.8	5.0
EV/EBITDA (x)	12.6	13.1	12.4	11.4
Price/book (x)	2.2	2.0	1.9	1.8
Net debt/Equity (%)	101.1	99.6	93.5	81.7
ROE (%)	17.7	17.2	16.8	16.3



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(7.1)	(17.9)	(23.9)
Relative to country (%)	1.5	(2.7)	(13.4)
Mkt cap (USD m)	6,469		
3m avg. daily turnover (USD m)	13.2		
Free float (%)	66		
Major shareholder	Chirathivat Family (37%)		
12m high/low (THB)	68.75/47.75		
Issued shares (m)	4,488.00		

Sources: Bloomberg consensus; FSSIA estimates



**Jitra Amornthum**

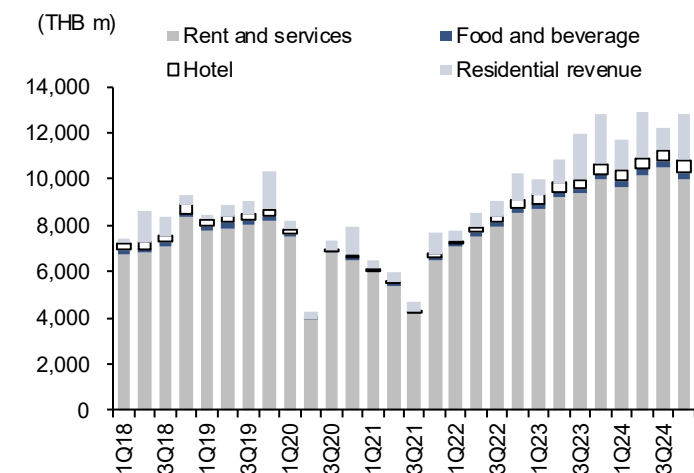
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## Exhibit 1: CPN – 4Q24 results summary

Year to Dec 31	4Q23	1Q24	2Q24	3Q24	4Q24	Change		2023	2024	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Total operating revenue	12,849	11,705	12,876	12,243	12,791	4.5	(0.5)	45,613	49,615	8.8
Cost of services	(5,715)	(5,308)	(5,916)	(5,292)	(6,495)	22.7	13.6	(21,509)	(23,012)	7.0
Gross profit	7,134	6,396	6,960	6,951	6,295	(9.4)	(11.8)	24,104	26,603	10.4
Operating costs	(2,501)	(1,998)	(2,001)	(1,987)	(2,706)	36.2	8.2	(7,726)	(8,693)	12.5
Operating profit	4,633	4,398	4,959	4,964	3,589	(27.7)	(22.5)	16,379	17,910	9.4
Operating EBITDA	6,910	6,619	7,194	7,220	5,908	(18.2)	(14.5)	24,924	27,118	8.8
Other income	527	999	1,122	550	770	40.1	46.2	2,723	3,441	26.4
Interest expense	(693)	(599)	(663)	(661)	(584)	(11.6)	(15.7)	(2,613)	(2,506)	(4.1)
Profit before tax	4,467	4,509	5,120	4,545	4,671	2.8	4.6	16,489	18,845	14.3
Tax	(986)	(899)	(1,042)	(980)	(958)	(2.3)	(2.8)	(3,461)	(3,880)	12.1
Associates	546	596	524	633	540	(14.7)	(1.2)	2,133	2,292	7.5
<b>Reported net profit</b>	<b>3,977</b>	<b>4,154</b>	<b>4,556</b>	<b>4,126</b>	<b>3,893</b>	<b>(5.7)</b>	<b>(2.1)</b>	<b>15,062</b>	<b>16,729</b>	<b>11.1</b>
<b>Core profit</b>	<b>3,972</b>	<b>4,152</b>	<b>4,206</b>	<b>4,125</b>	<b>4,194</b>	<b>1.7</b>	<b>5.6</b>	<b>14,831</b>	<b>17,028</b>	<b>14.8</b>
Reported EPS (THB)	0.89	0.93	1.01	0.92	1.01	9.8	14.0	3.36	3.73	10.9
Recurring EPS (THB)	0.89	0.93	0.94	0.92	0.93	1.7	5.6	3.30	3.79	14.8
<b>Key ratios (%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>
Gross margin	55.5	54.6	54.1	56.8	49.2	(7.6)	(6.3)	52.8	53.6	0.8
Operating margin	36.1	37.6	38.5	40.5	28.1	(12.5)	(8.0)	35.9	36.1	0.2
EBITDA margin	53.8	56.6	55.9	59.0	46.2	(12.8)	(7.6)	54.6	54.7	0.0
Core profit margin	30.9	35.5	32.7	33.7	32.8	(0.9)	1.9	32.5	34.3	1.8
SG&A / Sales	19.5	17.1	15.5	16.2	21.2	4.9	1.7	16.9	17.5	0.6
<b>Revenue breakdown</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(q-q %)</b>	<b>(y-y %)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(y-y %)</b>
Rental and services	9,965	9,659	10,179	10,511	9,978	(5.1)	0.1	37,303	40,327	8.1
Food centre services	240	249	289	268	286	6.7	19.2	921	1,092	18.6
Hotel operations	449	491	452	472	550	16.6	22.5	1,554	1,965	26.4
Residential sales	2,195	1,306	1,957	991	1,976	99.3	(10.0)	5,835	6,231	6.8
<b>Gross margin by business</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>
Rental and services	59.4	56.5	57.1	58.4	56.0	(2.4)	(3.4)	55.3	56.0	0.7
Food centre services	49.6	49.4	52.6	50.4	50.7	0.3	1.1	49.5	50.8	1.3
Hotel operations	66.9	68.3	66.1	66.4	66.8	0.4	(0.1)	66.2	66.9	0.7
Residential sales	36.1	37.1	35.5	36.7	30.9	(5.9)	(5.2)	34.4	34.6	0.2

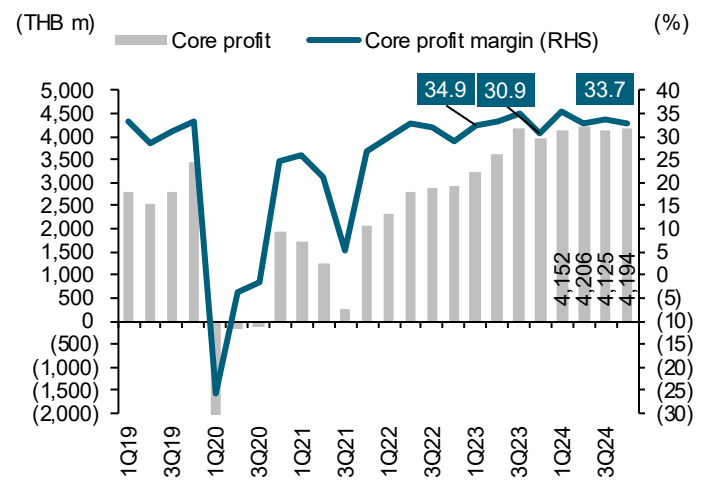
Sources: CPN, FSSIA's compilation

## Exhibit 2: Revenue structure



Sources: CPN, FSSIA's compilation

## Exhibit 3: Core profit and core profit margin



Sources: CPN, FSSIA's compilation

## Financial Statements

### Central Pattana

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	45,613	49,615	52,923	55,254	57,754
Cost of goods sold	(21,509)	(23,012)	(24,258)	(25,043)	(25,961)
<b>Gross profit</b>	<b>24,104</b>	<b>26,603</b>	<b>28,665</b>	<b>30,210</b>	<b>31,793</b>
Other operating income	-	-	-	-	-
Operating costs	(7,726)	(8,693)	(8,801)	(9,338)	(9,818)
<b>Operating EBITDA</b>	<b>24,924</b>	<b>27,118</b>	<b>26,608</b>	<b>28,126</b>	<b>29,700</b>
Depreciation	(8,546)	(9,208)	(6,743)	(7,254)	(7,725)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>16,379</b>	<b>17,910</b>	<b>19,864</b>	<b>20,872</b>	<b>21,975</b>
Net financing costs	(2,613)	(2,506)	(3,722)	(3,705)	(3,768)
Associates	2,133	2,292	2,289	2,405	2,478
Recurring non-operating income	4,857	5,734	5,559	5,643	5,683
Non-recurring items	71	(300)	0	0	0
<b>Profit before tax</b>	<b>18,693</b>	<b>20,838</b>	<b>21,702</b>	<b>22,811</b>	<b>23,890</b>
Tax	(3,461)	(3,880)	(3,883)	(4,081)	(4,282)
<b>Profit after tax</b>	<b>15,233</b>	<b>16,958</b>	<b>17,819</b>	<b>18,730</b>	<b>19,607</b>
Minority interests	(171)	(229)	177	177	177
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
<b>Reported net profit</b>	<b>15,062</b>	<b>16,729</b>	<b>17,997</b>	<b>18,908</b>	<b>19,785</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>(71)</b>	<b>300</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>14,991</b>	<b>17,028</b>	<b>17,997</b>	<b>18,908</b>	<b>19,785</b>
<b>Per share (THB)</b>					
Recurring EPS *	3.34	3.79	4.01	4.21	4.41
Reported EPS	3.36	3.73	4.01	4.21	4.41
DPS	1.80	2.10	2.25	2.36	2.47
Diluted shares (used to calculate per share data)	4,488	4,488	4,488	4,488	4,488
<b>Growth</b>					
Revenue (%)	28.2	8.8	6.7	4.4	4.5
Operating EBITDA (%)	27.1	8.8	(1.9)	5.7	5.6
Operating EBIT (%)	48.1	9.4	10.9	5.1	5.3
Recurring EPS (%)	37.0	13.6	5.7	5.1	4.6
Reported EPS (%)	40.0	11.1	7.6	5.1	4.6
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	52.8	53.6	54.2	54.7	55.0
Gross margin exc. depreciation (%)	71.6	72.2	66.9	67.8	68.4
Operating EBITDA margin (%)	54.6	54.7	50.3	50.9	51.4
Operating EBIT margin (%)	35.9	36.1	37.5	37.8	38.0
Net margin (%)	32.9	34.3	34.0	34.2	34.3
Effective tax rate (%)	21.0	20.0	20.0	20.0	20.0
Dividend payout on recurring profit (%)	53.9	55.3	56.0	56.0	56.0
Interest cover (X)	8.1	9.4	6.8	7.2	7.3
Inventory days	-	-	-	-	-
Debtor days	37.7	27.9	28.4	31.2	31.1
Creditor days	234.2	235.6	197.7	212.0	214.0
Operating ROIC (%)	7.2	7.4	7.8	8.0	8.4
ROIC (%)	6.6	7.0	7.4	7.7	8.0
ROE (%)	17.3	17.7	17.2	16.8	16.3
ROA (%)	6.2	6.6	6.8	7.1	7.3

\* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Revenue from rent and services	37,303	40,327	43,086	45,912	48,190
Revenue from food and beverage	921	1,092	1,118	1,185	1,244
Revenue from hotel operation	1,554	1,965	1,983	2,156	2,320
Revenue from residential project	5,835	6,231	6,736	6,000	6,000

Sources: Central Pattana; FSSIA estimates

## Financial Statements

### Central Pattana

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	14,991	17,028	17,997	18,908	19,785
Depreciation	8,546	9,208	6,743	7,254	7,725
Associates & minorities	0	0	0	0	0
Other non-cash items	1,505	(2,154)	(177)	(177)	(177)
Change in working capital	(3,694)	11,983	(395)	(543)	(464)
<b>Cash flow from operations</b>	<b>21,348</b>	<b>36,065</b>	<b>24,167</b>	<b>25,440</b>	<b>26,868</b>
Capex - maintenance	(13,447)	(15,115)	(10,285)	(10,727)	(8,620)
Capex - new investment	0	-	0	0	0
Net acquisitions & disposals	3,760	(530)	(9,876)	(4,526)	660
Other investments (net)	-	-	-	-	-
<b>Cash flow from investing</b>	<b>(9,687)</b>	<b>(15,645)</b>	<b>(20,162)</b>	<b>(15,253)</b>	<b>(7,960)</b>
Dividends paid	(5,182)	(8,179)	(10,078)	(10,588)	(11,080)
Equity finance	(6,494)	825	0	0	0
Debt finance	(33,111)	(12,845)	8,800	232	(7,991)
Other financing cash flows	32,225	-	-	-	-
<b>Cash flow from financing</b>	<b>(12,562)</b>	<b>(20,200)</b>	<b>(1,278)</b>	<b>(10,356)</b>	<b>(19,071)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	10,283	0	0	0
<b>Net other adjustments</b>	<b>(160)</b>	<b>10,283</b>	<b>(4,628)</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>(1,061)</b>	<b>10,503</b>	<b>(1,901)</b>	<b>(169)</b>	<b>(162)</b>
Free cash flow to firm (FCFF)	14,273.65	22,925.99	7,727.23	13,891.74	22,676.51
Free cash flow to equity (FCFE)	10,614.75	17,857.09	8,177.62	10,419.03	10,917.06
<b>Per share (THB)</b>					
FCFF per share	3.18	5.11	1.72	3.10	5.05
FCFE per share	2.37	3.98	1.82	2.32	2.43
Recurring cash flow per share	5.58	5.37	5.47	5.79	6.09
<b>Balance Sheet (THB m) Year Ending Dec</b>					
	2023	2024	2025E	2026E	2027E
Tangible fixed assets (gross)	269,554	296,231	306,516	317,243	325,863
Less: Accumulated depreciation	(93,756)	(102,964)	(109,707)	(116,961)	(124,686)
<b>Tangible fixed assets (net)</b>	<b>175,798</b>	<b>193,267</b>	<b>196,809</b>	<b>200,282</b>	<b>201,177</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	42,282	48,165	48,165	48,165	48,165
Cash & equivalents	5,059	15,563	13,662	13,494	13,331
A/C receivable	4,027	4,084	5,081	5,284	5,502
Inventories	0	0	0	0	0
Other current assets	16,459	19,104	20,378	21,276	22,239
<b>Current assets</b>	<b>25,546</b>	<b>38,751</b>	<b>39,121</b>	<b>40,054</b>	<b>41,072</b>
Other assets	36,247	24,053	21,809	19,354	20,230
<b>Total assets</b>	<b>279,873</b>	<b>304,236</b>	<b>305,904</b>	<b>307,855</b>	<b>310,643</b>
Common equity	92,273	100,582	108,500	116,820	125,525
Minorities etc.	8,309	9,247	9,070	8,892	8,715
<b>Total shareholders' equity</b>	<b>100,582</b>	<b>109,829</b>	<b>117,570</b>	<b>125,712</b>	<b>134,240</b>
Long term debt	83,656	103,080	108,623	108,816	102,036
Other long-term liabilities	41,767	53,043	40,923	33,941	35,477
<b>Long-term liabilities</b>	<b>125,423</b>	<b>156,123</b>	<b>149,546</b>	<b>142,757</b>	<b>137,514</b>
A/C payable	9,018	8,799	10,170	10,500	10,884
Short term debt	39,196	23,537	22,166	22,205	20,994
Other current liabilities	5,654	5,948	6,452	6,680	7,012
<b>Current liabilities</b>	<b>53,868</b>	<b>38,284</b>	<b>38,789</b>	<b>39,385</b>	<b>38,890</b>
<b>Total liabilities and shareholders' equity</b>	<b>279,873</b>	<b>304,236</b>	<b>305,904</b>	<b>307,854</b>	<b>310,644</b>
Net working capital	5,815	8,441	8,837	9,380	9,844
Invested capital	260,142	273,927	275,619	277,181	279,416
* Includes convertibles and preferred stock which is being treated as debt					
<b>Per share (THB)</b>					
Book value per share	20.56	22.41	24.18	26.03	27.97
Tangible book value per share	20.56	22.41	24.18	26.03	27.97
<b>Financial strength</b>					
Net debt/equity (%)	117.1	101.1	99.6	93.5	81.7
Net debt/total assets (%)	42.1	36.5	38.3	38.2	35.3
Current ratio (x)	0.5	1.0	1.0	1.0	1.1
CF interest cover (x)	5.1	8.1	3.2	3.8	3.9
<b>Valuation</b>					
	2023	2024	2025E	2026E	2027E
<b>Recurring P/E (x) *</b>	<b>14.7</b>	<b>13.0</b>	<b>12.3</b>	<b>11.7</b>	<b>11.2</b>
<b>Recurring P/E @ target price (x) *</b>	<b>24.8</b>	<b>21.9</b>	<b>20.7</b>	<b>19.7</b>	<b>18.8</b>
Reported P/E (x)	14.7	13.2	12.3	11.7	11.2
Dividend yield (%)	3.7	4.3	4.6	4.8	5.0
Price/book (x)	2.4	2.2	2.0	1.9	1.8
Price/tangible book (x)	2.4	2.2	2.0	1.9	1.8
EV/EBITDA (x) **	13.9	12.6	13.1	12.4	11.4
EV/EBITDA @ target price (x) **	20.0	18.2	18.7	17.7	16.5
EV/invested capital (x)	1.3	1.2	1.3	1.3	1.2
* Pre-exceptional, pre-goodwill and fully diluted    ** EBITDA includes associate income and recurring non-operating income					

Sources: Central Pattana; FSSIA estimates

# Central Pattana PCL (CPN TB)

## FSSIA ESG rating


**81.38 /100**

### Exhibit 4: 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 5: 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
AP	53.36	--	Y	Y	5.00	5.00	Certified	Low	43.30	--	--	16.91	24.00	1.89	34.26
AWC	71.74	--	Y	Y	5.00	5.00	Certified	Low	55.63	AA	--	69.90	73.00	2.11	60.03
CPN	81.38	Y	Y	Y	5.00	5.00	Certified	Low	56.02	BBB	35.00	69.83	81.00	3.67	--
SIRI	66.14	--	Y	Y	5.00	5.00	Certified	Low	43.82	A	--	57.85	23.00	3.00	61.14
SPALI	59.80	--	Y	Y	5.00	5.00	Certified	Low	52.93	BB	--	36.30	24.00	2.19	42.36

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

### Exhibit 6: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
<b>ESG financial materiality scores - ESG score</b>	<b>2.24</b>	<b>2.42</b>	<b>2.76</b>	<b>3.13</b>	<b>3.12</b>	<b>3.35</b>	<b>3.67</b>	<b>—</b>
BESG environmental pillar score	0.97	1.31	1.29	1.93	1.90	2.22	2.60	—
BESG social pillar score	3.25	3.25	6.78	6.78	6.78	6.78	6.78	—
BESG governance pillar score	4.03	3.91	3.95	3.86	3.90	4.01	4.31	—
<b>ESG disclosure score</b>	<b>50.21</b>	<b>53.42</b>	<b>57.94</b>	<b>58.14</b>	<b>59.45</b>	<b>60.66</b>	<b>60.66</b>	<b>—</b>
Environmental disclosure score	40.65	52.85	54.82	52.85	56.78	56.78	56.78	—
Social disclosure score	28.75	26.18	31.53	34.10	34.10	37.73	37.73	—
Governance disclosure score	81.10	81.10	87.36	87.36	87.36	87.36	87.36	—
<b>Environmental</b>								
Emissions reduction initiatives	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Climate change policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
GHG scope 1	4	4	4	4	6	7	3	2
GHG scope 2 location-based	202	255	250	258	278	220	185	239
GHG Scope 3	191	270	284	300	305	246	167	365
Carbon per unit of production	0	0	0	0	0	75	54	0
Biodiversity policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Energy efficiency policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	846	930	909	956	1,003	810	718	1,030
Renewable energy use	0	0	1	6	9	13	19	22
Electricity used	846	923	904	951	998	806	715	922
Fuel used - natural gas	—	—	—	—	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

## Exhibit 7: 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	—	—	9	—	0	0	0	—
Total waste	67	77	107	84	70	52	45	65
Waste recycled	—	0	0	0	2	2	2	6
Waste sent to landfills	—	—	—	—	68	49	42	53
Environmental supply chain management	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
Water policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	—	2,536	2,489	2,573	3,071	2,475	2,378	—
<b>Social</b>								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Quality assurance and recall policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Consumer data protection policy	No	No	No	No	No	No	No	No
Equal opportunity policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	Yes	Yes	Yes	Yes	Yes	No
Pct women in workforce	49	49	50	50	50	49	49	—
Pct disabled in workforce	—	—	—	—	—	—	—	—
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	—	—	—	—	—	—	—	—
Total recordable incident rate - employees	—	—	0	0	0	0	0	—
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	4,099	4,301	4,658	4,911	5,093	4,863	4,712	4,991
Employee turnover pct	—	—	—	—	—	—	—	—
Total hours spent by firm - employee training	81,980	90,321	116,450	132,597	122,232	53,593	117,800	49,910
Social supply chain management	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
<b>Governance</b>								
Board size	12	12	11	11	11	12	12	14
No. of independent directors (ID)	4	4	4	4	4	4	4	4
No. of women on board	2	1	1	1	1	2	3	4
No. of non-executive directors on board	11	11	10	10	10	11	9	13
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	6	8	8	8	10	10	9	8
Board meeting attendance pct	96	86	90	99	90	96	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	53	54	55	56	57	58	59	—
Age of the oldest director	75	76	77	78	79	80	79	—
No. of executives / company managers	11	12	8	8	9	6	5	7
No. of female executives	6	5	5	5	5	2	2	2
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	4	4	4	4	4	4	4	3
No. of ID on audit committee	4	4	4	4	4	4	4	3
Audit committee meetings	11	11	11	11	11	11	11	8
Audit meeting attendance %	97	98	95	100	100	100	100	96
Size of compensation committee	3	3	3	3	3	3	5	3
No. of ID on compensation committee	2	2	2	2	2	2	2	2
No. of compensation committee meetings	3	3	2	3	4	3	5	4
Compensation meeting attendance %	89	88	80	100	100	100	100	100
Size of nomination committee	3	3	3	3	3	3	5	3
No. of nomination committee meetings	3	3	2	3	4	3	5	4
Nomination meeting attendance %	89	88	80	100	100	100	100	100
<b>Sustainability governance</b>								
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 ( <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.																			
SET ESG Ratings List ( <a href="#">SETESG</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> )	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 <b>SETESG 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>SETESG Index</b> 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.																			
<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 Sustainabilitys</a>	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 &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																		
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<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.																				
<b>Bloomberg</b>	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

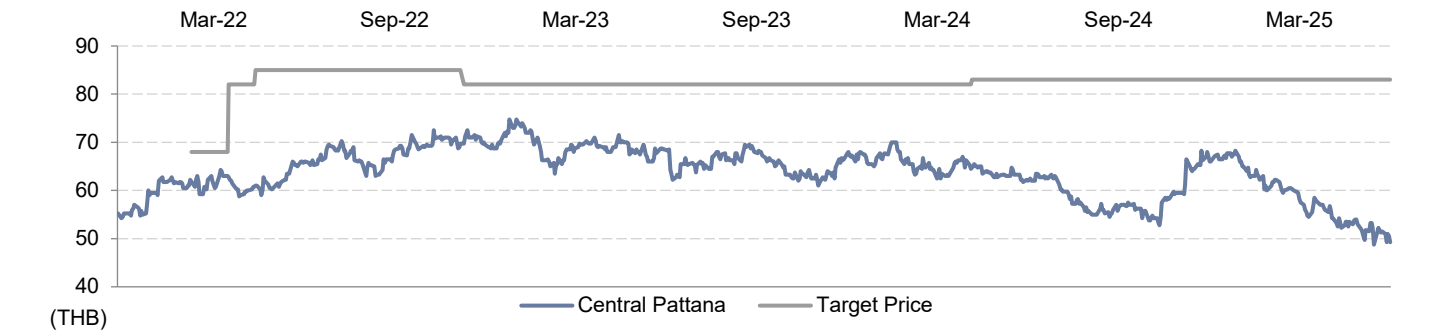
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s)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

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History of change in investment rating and/or target price

Central Pattana (CPN TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
05-May-2022	BUY	68.00	29-Jun-2022	BUY	85.00	05-Mar-2024	BUY	83.00
06-Jun-2022	BUY	82.00	23-Dec-2022	BUY	82.00			

Jitra Amornthum started covering this stock from 23-Dec-2022

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Central Pattana	CPN TB	THB 49.25	BUY	Key downside risks to our DCF-derived TP are deviations from our estimates on rental and occupancy rates, returns on its new investments, capex, and interest rates.

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 28-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.