

## **BUY**

IOD 2021

THAI CAC

#### BUY Previous 2022 Target Price (Bt) 19.00 Price (21/06/2022) 15.00 Up/downside (%) +26.7 SFT Index 1.574.52 **Packaging** 49.00/1.60 Foreign limit/actual (%) Free float (%) 38.74 Market cap (Bt m) 8.032.59 Avg daily T/O (Bt m) (2022 YTD) 19.55 16.20, 11.80, 13.99 hi, lo, avg (Bt) (2022 YTD)

Certified

Consolidated earnings				
BT (mn)	2021	2022E	2023E	2024E
Revenue	4,550	5,856	6,733	7,173
Normalized profit	713	926	957	992
Net profit	728	926	957	992
EPS (Bt)-norm	1.33	1.73	1.79	1.85
EPS (Bt)-reported	1.36	1.73	1.79	1.85
%growth y-y	17.7	27.1	3.3	3.6
Dividend/share (Bt)	0.82	1.04	1.07	1.11
BV/share (Bt)	4.60	5.03	5.47	5.94
EV/EBITDA (X)	15.8	9.9	8.5	8.1
PER (x) - norm	11.3	8.7	8.4	8.1
PER (X)	11.0	8.7	8.4	8.1
PBV (X)	3.3	3.0	2.7	2.5
Dividend yield (%)	5.5	6.9	7.1	7.4
Norm ROE (%)	28.9	34.4	32.7	31.2
YE No. of shares (million)	536	536	536	536
Par (Bt)	1.00	1.00	1.00	1.00

Source: Company data, Finansia estimates

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# SMPC (SMPC TB)

## Sahamitr Pressure Container

## 2022: Another golden year for SMPC

Although the transport situation is yet to return to normal, the Baht weakened. Steel prices decreased and will likely continue to fall, while the demand for gas cylinders remains high since it is a necessity. Also, SMPC increased high-margin product exposure. Hence, 2022 remains a good year for SMPC. We expect the 2Q22 normalized earnings to decrease 10% Q-Q due to fewer working days. However, it would jump by 33-36% Y-Y. Assuming that the results are in line, the 1H22 normalized earnings surge by 75.7% Y-Y. Hence, we increase our 2022-2023E profit by 8%/6% mainly to factor in a higher gross margin estimate. Our 2022-2023E normalized earnings now imply an increase of +29.9% Y-Y and +3.3 Y-Y, respectively. Similarly, we raise our TP to Bt19 from Bt18. It assumes a PE of 11x, which is its five-year historical average. We retain our BUY rating on SMPC.

## Baht, steel prices, and transportation are crucial for operating performance

SMPC's performance is sensitive to the Baht since 95-97% of its revenue comes from exports. Thus, the weak Baht at the moment is beneficial for its revenues. Also, its main cost comes from hot-rolled sheets. They account for about 50-55% of its total costs. SMPC buys them mainly from local producers. Given all that, we estimate that every Bt1 change compared to the U.S. dollar will affect the profit by about 3-5%. Since steel prices decreased, it would be easier for customers to place orders and for SMPC to manage its costs than in early 2021, when they surged so high that customers held their purchase orders. Also, container shortages are another factor that challenged the operating performance in the past two years. Although the situation somewhat eased in 1Q22, it is yet to return to normal and may take time. We think the 2Q22 profit would decrease from 1Q22 since it is the low season and has several holidays. However, it would jump Y-Y due to the weak Baht. Specifically, we expect it at Bt230-240mn (-10% Q-Q, -33-36% Y-Y).

## The gross margin outlook improves due to the product mix and the weak Baht

SMPC grew organically in the past 40 years. It gradually expanded its capacity from 60,000 cylinders p.a. at its inception to 5.5mn in 2014 and 10mn since 2018. SMPC is the world's largest producer of gas cylinders. It continues to expand its market and is able to export its products to over 100 countries on all continents. North America is its main market, accounting for 59% of its sales in 1Q22. It is a market that Chinese manufacturers cannot market since Chinese gas cylinders are subject to high import duty. Africa is the second most important market for SMPC at 12%, followed by the Middle East and Asia. The governments there support the use of LPG since it is clean energy. Also, the higher LPG price has limited impacts because it is a necessity. SMPC still has plenty of opportunities for sales since gas cylinders are a necessity. In the past, revenue growth depends mainly on sales volume. However, SMPC focused on increasing its gross margin in the past two years through sales of three-piece cylinders. They are difficult to produce and have only a few manufacturers. In 1Q22, the sales of three-piece cylinders increased to 25% from 16-17% two to three years ago. Since the sales of three-piece cylinders would gradually increase, the gross margin may beat our estimate.

### Raise profit forecast and TP to Bt19; Maintain BUY rating

We have increased our 2022-2023E profit by 8%/6%. It incorporates a higher gross margin assumption of 25.5% for 2022 (from 24.3%) and 25.4% for 2023 (from 24.5%) after the Baht decreased more than expected. Also, the product mix has changed, resulting in higher margins while steel prices plummeted. Based on our new projections, we expect the normalized earnings to surge by 29.9% Y-Y in 2022 and 3.3% Y-Y in 2023. We retain our BUY rating on SMPC after raising our TP to Bt19 from Bt18. It still assumes a PE of 11x, which is its five-year historical average.



## **Capacity Production Sales**

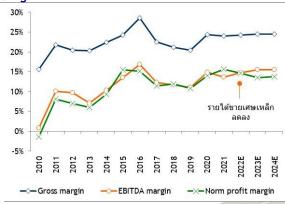
#### 10 100% 9 90% 8 80% 7 70% 6 60% 50% 4 40% 30% 2 20% 10% 2016 2017 2018 2019 2010 2013 2014 2015 2011 Production ──Total capacity → Utilisation rate

## Higher three-piece cylinder sales help margins



Source: SMPC, Finansia estimates

#### **Margins**



## Normalized Earnings & ROE



Source: SMPC, Finansia estimates



Income Statement (Co	Cash Flow Statement (Consolidated)										
(Bt mn)	2020 2021 2022E 2023E 2024E (Bt mn)			2020	2021	2022E	2023E	2024E			
Revenue	3,973	4,550	5,856	6,733	7,173	Profit before tax	766	847	1,145	1,197	1,204
Costs of sales	•	•	4,362	5,019	5,380		64	71	77	82	87
	3,003 970	3,456 1,094	1,494	•	•	Deprec. & amortization	-211	-1,052	-652	-474	-185
Gross profit		541	•	1,714	1,793 739	Change in working capital		-1,032	-652 -59	108	-163
SG&A costs	440		621	690		Other adjustments	-1 / 1 0				964
Operating profit Other income	530	553	873	1,024	1,054	Cash flow from operations	618	-122	510	913	
EBIT	181	290	281	182	158	Capital expenditure	-162	-414 7	-162 -4	-177	-142
	711	842	1,154	1,205	1,212	Others	-358			-23	-22
EBITDA	594	623	950	1,106	1,141	Cash flow from investing	-520	-407	-166	-200	-164
Interest charge	8	11	9	8	8	Free cash flow	98	-529	345	712	800
Tax on income	147	119	219	240	212	Net borrowings	240	920	296	-98	-127
Earnings after tax	556	713	926	957	992	Equity capital raised	0	0	0	0	0
Minority interests	0	0	0	0	0	Dividends paid	-293	-419	-556	-574	-595
Normalized earnings	556	713	926	957	992	Others	0	0	0	0	0
Extraordinary items	63	15	0	0	0	Cash flow from financing	-53	501	-260	-672	-722
Net profit	619	728	926	957	992	Net change in cash	45	-28	85	40	77
Balance Sheet (Conso	Balance Sheet (Consolidated)					Important Ratios					
(Bt mn)	2020	2021	2022E	2023E	2024E		2020	2021	2022E	2023E	2024E
Cash& equivalents	58	30	114	155	232	Growth (%)			//		
ST Investment	517	774	774	774	774	Revenues	22.0	14.5	28.7	15.0	6.5
Account receivable	403	615	658	664	688	EBITDA	64.1	5.0	52.4	16.4	3.2
Inventory	926	1,456	1,123	1,169	1,223	Net profit	64.9	17.6	27.2	3.3	3.6
Other current asset	32	88	47	54	57	Norm profit	58.5	28.2	29.9	3.3	3.6
Total current asset	1,937	2,963	2,717	2,815	2,975	Profitability Ratios (%)					
Investment	97	91	91	91	91	Gross profit margin	24.4	24.0	25.5	25.5	25.0
PPE	1,173	1,264	1,374	1,474	1,569	EBITDA margin	15.0	13.7	16.2	16.4	15.9
Other asset	13	14	18	21	22	EBIT margin	13.3	12.1	14.9	15.2	14.7
Total assets	3,220	4,331	4,199	4,401	4,656	Normalized profit margin	14.0	15.7	15.8	14.2	13.8
Short term loan loans	372	1,308	773	673	646	Net profit margin	15.6	16.0	15.8	14.2	13.8
Accounts payable	373	254	359	399	413	Normalized ROA	17.3	16.5	22.1	21.7	21.3
Current maturities	2	2	13	14	15	Normalized ROE	25.8	28.9	34.4	32.7	31.2
Other current liabilities	258	238	285	302	312	Norm ROCE	23.9	21.9	31.5	34.0	32.2
Total current liabilities	1,004	1,803	1,429	1,387	1,385	Risk (x)	23.7	21.7	31.3	31.0	32.2
Long-term debt	3	2	3	3	4	D/E	0.7	0.6	0.6	0.5	0.5
Other LT liabilities	58	61	76	81	86	Net D/E	0.7	0.5	0.5	0.4	0.4
Total LT liabilities	61	63	79	84	90	Net D/EBITDA	1.7	2.9	1.5	1.2	1.1
Total liabilities	1,065	1,865	1,508	1,471	1,475	Per share data (Bt)	1.7	2.7	1.5	1.2	1.1
Registered capital	536	536	536	536	536	Reported EPS	1.16	1.36	1.73	1.79	1.85
Paid up capital	536	536	536	536	536	Norm EPS	1.16	1.33	1.73	1.79	1.85
	55	55	55	55	55	EBITDA	1.10	1.16	1.73		2.13
Share premium										2.06	
Legal reserve	54	54	54	54	54	Book value	4.03	4.60	5.03	5.47	5.94
Retained earnings	1,511	1,821	2,047	2,285	2,538	Dividend	0.80	0.82	1.04	1.07	1.11
Minority Interest	0	0	0	0	0	Par	1.00	1.00	1.00	1.00	1.00
Shareholders' equity	2,156	2,466	2,691	2,930	3,182	Valuations (x)	45.5			<u>.</u> ,	<b>.</b> .
						P/E	13.0	11.0	8.7	8.4	8.1
						Norm P/E	13.0	11.3	8.7	8.4	8.1
						P/BV	3.7	3.3	3.0	2.7	2.5
				EV/EBTDA Dividend yield (%)	15.2	15.8	9.9	8.5	8.1		
Source: Company data, Find	Source: Company data, Finansia research						5.3	5.5	6.9	7.1	7.4



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Chiangmai

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## Corporate Governance report of Thai listed companies 2021

District County	marefact to consider to conference of the confer	EXCELLEN	T LEVEL (Scor	re range 90-1	00)					
AAV	BCPG	CPALL	GCAP	K	MSC	PLANET	SAMART	SPI	THRE	TVD
ADVANC	BDMS	CPF	GFPT	KBANK	MST	PLAT	SAMTEL	SPRC	THREL	TVI
\F	BEM	CPI	GGC	KCE	MTC	PORT	SAT	SPVI	TIPCO	TVO
.H	BGC	CPN	GLAND	KKP	MVP	PPS	SC	SSSC	TISCO	TWPC
IRA	BGRIM	CRC	GLOBAL	KSL	NCL	PR9	SCB	SST	TK	U
KP	BIZ	CSS	GPI	KTB	NEP	PREB	SCC	STA	TKT	UAC
KR	BKI	DDD	GPSC	KTC	NER	PRG	SCCC	STEC	TMT	UBIS
LT	BOL	DELTA	GRAMMY	LALIN	NKI	PRM	SCG	STI	TNDT	UV
MA	BPP	DEMCO	GULF	LANNA	NOBLE	PROUD	SCGP	SUN	TNITY	VGI
	BRR	DEMICO	GUNKUL		NSI	PSH	SCM	SUSCO	TOA	VIH
MATA				LH						
MATAV	BTS	DTAC	HANA	LHFG	NVD	PSL	SDC	SUTHA	TOP	WACOAL
NAN	BTW	DUSIT	HARN	LIT	NWR	PTG	SEAFCO	SVI	TPBI	WAVE
OT	BWG	EA	HMPRO	LPN	NYT	PTT	SEAOIL	SYMC	TQM	WHA
.P	CENTEL	EASTW	ICC	MACO	OISHI	PTTEP	SE-ED	SYNTEC	TRC	WHAUP
RIP	CFRESH	ECF	ICHI	MAJOR	OR	PTTGC	SELIC	TACC	TRU	WICE
RROW	CHEWA	ECL	III	MAKRO	ORI	PYLON	SENA	TASCO	TRUE	WINNER
SP	CHO	EE	ILINK	MALEE	OSP	Q-CON	SHR	TCAP	TSC	ZEN
						-				2214
UCT	CIMBT	EGCO	ILM	MBK	ОТО	QH	SIRI	TEAMG	TSR	
WC	CK	EPG	INTUCH	MC	PAP	QTC	SIS	TFMAMA	TSTE	
YUD	CKP	ETC	IP	MCOT	PCSGH	RATCH	SITHAI	TGH	TSTH	
AFS	CM	FPI	IRPC	METCO	PDG	RS	SMK	THANA	TTA	
SANPU	CNT	FPT	ITEL	MFEC	PDJ	S	SMPC	THANI	ТТВ	
SAY	COM7	FSMART	IVL	MINT	PG	S & J	SNC	THCOM	TTCL	
BBL	COMAN	GBX	JSP	MONO	PHOL	SAAM	SONIC	THG	TTW	
CP	COTTO	GC	JWD	MOONG	PLANB	SABINA	SPALI	THIP	TU	
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	and an international					255	200	6104	T00	
.S	ASIMAR	CHOW	FLOYD	IT	LOXLEY	OCC	RPC	SKY	TCC	TVT
UP	ASK	CI	FN	ITD	LRH	OGC	RT	SLP	TCMC	TWP
BICO	ASN	CIG	FNS	J	LST	PATO	RWI	SMIT	TEAM	UEC
·ΒΜ	ATP30	CMC	FORTH	JAS	M	PB	S11	SMT	TFG	UMI
CE	В	COLOR	FSS	JCK	MATCH	PICO	SA	SNP	TFI	UOBKH
.CG	BA	CPL	FTE	JCKH	MBAX	PIMO	SAK	SO	TIGER	UP
ADB	BAM	CPW	FVC	JMART	MEGA	PJW	SALEE	SORKON	TITLE	UPF
AEONTS	BC	CRD	GEL	JMT	META	PL	SAMCO	SPA	TKN	UPOIC
	BCH	CSC	GENCO	KBS	MFC	PM	SANKO	SPC	TKS	UTP
AGE										
HC	BEC	CSP	GJS	KCAR	MGT	PMTA	SAPPE	SPCG	TM	VCOM
AIT	BEYOND	CWT	GYT	KEX	MICRO	PPP	SAWAD	SR	TMC	VL
LL	BFIT	DCC	HEMP	KGI	MILL	PPPM	SCI	SRICHA	TMD	VPO
LLA	BJC	DCON	HPT	KIAT	MITSIB	PRIME	SCN	SSC	TMI	VRANDA
LUCON	BJCHI	DHOUSE	HTC	KISS	MK	PRIN	SCP	SSF	TMILL	WGE
MANAH	BLA	DOD	HYDRO	KOOL	MODERN	PRINC	SE	STANLY	TNL	WIIK
MARIN	BR	DOHOME	ICN	KTIS	MTI	PSG	SFLEX	STGT	TNP	WP
PCO	BROOK	DV8	IFS	KUMWEL	NBC	PSTC	SFP	STOWER	TOG	XO
APCS	CBG	EASON	IMH	KUN	NCAP	PT	SFT	STPI	TPA	XPG
PURE	CEN	EFORL	IND	KWC	NCH	QLT	SGF	SUC	TPAC	YUASA
QUA	CGH	ERW	INET	KWM	NETBAY	RBF	SIAM	SWC	TPCS	
SAP	CHARAN	ESSO	INSET	L&E	NEX	RCL	SINGER	SYNEX	TPS	
SEFA	CHAYO	ESTAR	INSURE	LDC	NINE	RICHY	SKE	TAE	TRITN	
SIA	CHG	ETE	IRC	LEO	NRF	RML	SKN	TAKUNI	TRT	
SIAN	СНОТІ	FE	IRCP	LHK	NTV	ROJNA	SKR	TBSP	TSE	
		GOOD LEV	EL (Score ran	ge 70-79)						
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.I	ВН	CMAN	GLOCON	JUBILE	MJD	PLE	SICT	SVOA	πi	ZIGA
 IE	BIG	CMO	GREEN	KASET	MORE	PPM	SIMAT	TC	TYCN	
J	BLAND	CMR	GSC	KCM	MUD	PRAKIT	SISB	TCCC	UKEM	
LPHAX	BM	CPT	GTB	KK	NC	PRAPAT	SK	THMUI	UMS	
MC	BROCK	CRANE	HTECH	KKC	NDR	PRECHA	SMART	TNH	UNIQ	
PP	BSBM	CSR	HUMAN	KWI	NFC	PTL	SOLAR	TNR	UPA	
.Q	BSM	D	IHL	KYE	NNCL	RJH	SPACK	TOPP	UREKA	
RIN	BTNC	EKH	IIG	LEE	NOVA	RP	SPG	TPCH	VIBHA	
.S	BYD	EMC	INGRS	LPH	NPK	RPH	SQ	TPIPL	W	
.U	CAZ	EP	INOX	MATI	NUSA	RSP	SSP	TPIPP	WIN	
52	CCP	F&D	JAK	M-CHAI	PAF	SABUY	STARK	TPLAS	WORK	
EAUTY	CGD	FMT	JR	MCS	PF	SF	STC	TPOLY	WPH	

## IOD (IOD Disclaimer)

The Corporate Governance Report (CGR) of Thai listed Companies is based on a survey and assessment of information which companies listed on the Stock Exchange of Thailand and the Market for Alternative Investment ("listed companies") disclose to the public. The CGR is a presentation of information from the perspective of outsiders on the standards of corporate governance of listed companies. It is not any assessment of the actual practices of the listed companies, and the CGR does not use any non-public information. The CGR is not therefore an endorsement of the practices of the listed companies. It is not a recommendation for investment in any securities of any listed companies or any recommendation whatsoever. Investors should exercise their own judgment to analyze and consider any information relating to the listed companies presented in this CGR report. No representation or warranty is made by the Institute of Directors or any of its personnel as to the completeness or accuracy of the CGR report or the information used.



## Anti-corruption Progress Indicator

CERTIFIED										
	DCII.	CDALL			1156	DE.	OLT	CNID	TUCOU	<b>T</b> II
2S 7UP	BCH BCP	CPALL CPF	GC GCAP	K KASET	MFC MFEC	PE PG	QLT QTC	SNP SORKON	THCOM THIP	TU TVD
ADVANC	BCPG	CPI	GEL	KBANK	MILL	PHOL	RATCH	SPACK	THRE	TVI
ADVANC AF	BE8		GEL	KBS	MINT	PHOL				TVO
		CPN					RML	SPALI SPC	THREL	
AI AIE	BEYOND BGC	CSC DCC	GGC GJS	KCAR KCE	MONO	PL	RWI S & J	SPI	TIDLOR TIPCO	TWPC U
AIRA	BGRIM	DELTA	GPI	KGI	MOONG MSC	PLANB PLANET	SAAM	SPRC	TISCO	UBE
AKP	BJCHI	DEMCO	GPSC	KKP	MST	PLANET	SABINA	SRICHA	TKS	UBIS
	BKI			KSL	MTC	PLAT PM	SAPPE	SSF	TKT	UEC
ALPHAX		DIMET	GSTEEL			PM PPP				
AMA	BLA	DRT	GUNKUL	KTB	MTI		SAT	SSP	TMD	UKEM
AMANAH	BPP	DTAC	HANA	KTC	NBC	PPPM	SC	SSSC	TMILL	UOBKH
AMATAV	BROOK	DUSIT	HARN	KWC	NEP	PPS	SCB	SST	TMT	UPF
AMATAV	BRR	EA CTM	HEMP	KWI	NINE	PR9	SCC	STA	TNITY	UV
AP	BSBM	EASTW	HENG	L&E	NKI	PREB	SCCC	STOWER	TNL	VGI
APCS	BTS	ECL	HMPRO	LANNA	NMG	PRG	SCG	SUSCO	TNP	VIH
AQUA	BWG	EGCO	HTC	LH	NNCL	PRINC	SCN	SVI	TNR TOG	WACOAL
ARROW	CEN	EP	ICC	LHFG	NOBLE	PRM	SEAOIL	SYMC		WHA
AS	CENTEL	EPG	ICHI	LHK	NOK	PROS	SE-ED	SYNTEC	TOP	WHAUP
ASIAN	CFRESH	ERW	IFEC	LPN	NSI	PSH	SELIC	TAE	TOPP	WICE
ASK	CGH	ESTAR	IFS	LRH	NWR	PSL	SENA	TAKUNI	TPA	WIIK
ASP	CHEWA	ETE	ILINK	W	000	PSTC	SGP	TASCO	TPP	XO
AWC	CHOTI	FE	INET	MAKRO	OGC	PT	SINGER	TBSP	TRU	ZEN
AYUD	CHOW	FNS	INSURE	MALEE	ORI	PTG	SIRI	TCAP	TRUE	
В	CIG	FPI	INTUCH	MATCH	PAP	РТТ	SITHAI	TCMC	TSC	
BAFS	CIMBT	FPT	IRC	MBAX	PATO	PTTEP	SKR	TFG	TSTE	
BAM	CM	FSMART	IRPC	MBK	PB	PTTGC	SMIT	TFI	TSTH	
BANPU	CWC	FSS	ITEL	MC	PCSGH	PYLON	SMK	TFMAMA	TTA	
BAY	COM7	FTE	IVL	MCOT	PDG	Q-CON	SMPC	TGH	TTB	
BBL	СОТТО	GBX	JKN	META	PDJ	QH	SNC	THANI	TTCL	
DECLARED										
AJ	CHG	DDD	ETC	JR	MAJOR	NUSA	RS	SSS	TQM	YUASA
ALT	CPL	DHOUSE	FLOYD	JTS	NCAP	NYT	SAK	STECH	TSI	ZIGA
APCO	CPR	DOHOME	GULF	KEX	NCL	OR	SCGP	STGT	VARO	
B52	CPW	ECF	III	KUMWEL	NOVA	PIMO	SCM	TKN	VCOM	
BEC	CRC	EKH	INOX	LDC	NRF	PLE	SIS	TMI	VIBHA	

## Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)

- 1 CG Score 2021 from Thai Institute of Directors Association (IOD)
- 2 Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme )Thai CAC (under Thai Institute of Directors (as of January 6, 2021) are categorised into:
- companies that have declared their intention to join CAC, and
- companies certified by CAC.



## **DISCLAIMERS AND DISCLOSURES**

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#### **Recommendation Definitions**

BUY The latest close is below our target price and the estimated upside is 10% or more.

HOLD The latest close is below our target price and the estimated upside is 0-10%.

SELL The latest close is above our target price.

TRADING BUY

The latest close is above our target price but the price is expected to be driven by short-term positive factors

OVERWEIGHT The estimated return is higher than the market average.

NEUTRAL The estimated return is the same as the market average.

UNDERWEIGHT The estimated return is lower than the market average

Note: The expected return may change as market risks increase or decline.