

7 FEBRUARY 2024

SPOTLIGHT ON THAILAND

Published Reports

- G-ABLE (GABLE TB) - Slower growth on sluggish economy; Maintain BUY TP THB6.80
- SIAM GLOBAL HOUSE (GLOBAL TB) - Net profit should remain weak in 4Q23 but recover q-q in 1Q24; Maintain BUY TP THB17.70
- DOHOME PCL (DOHOME TB) - Expect robust 4Q23 profit growth due to low base and improved GPM; Maintain BUY TP THB12.30

Economics

- Pundits fret over OCA discussions
- Council maintains export forecast for 2024 at 1-2%
- Red Sea disruptions and the geopolitical premium
- Panel likely to maintain policy rate
- Saudis 'need higher oil prices to balance budget'
- Sugar outlook worsens as yields slide after dry spell

Corporate News

- SF invests B200m in bid to spur spending
- SEC prepares new listing rules for SET
- Bol sees dramatic jump in investments
- Investment applications up 43% in 2023
- Crypto trading becomes VAT-free in race for digital

Indices	Index as of 6-Feb-24	Change -1D (%)	Change YTD (%)	Net Foreign YTD (USD m)
Thailand SET	1,397	0.9	(1.3)	(646)
China SHCOMP	2,789	3.2	(6.2)	
Hong Kong HSI	16,137	4.0	(5.3)	
India SENSEX	72,186	0.6	(0.1)	(2,983)
Indonesia JCI	7,247	0.7	(0.3)	701
Korea KOSPI	2,576	(0.6)	(3.0)	4,904
MY FBMKLCI	1,513	0.1	4.0	
PH PCOMP	6,755	0.4	4.7	92
SG FSSTI	3,126	(0.3)	(3.5)	
Taiwan TWSE +	18,096	0.2	0.9	2,631
VN VNINDEX	1,188	0.2	5.2	32
MSCI Emerging	1,000	1.7	(2.3)	
Nikkei 225	36,161	(0.5)	8.1	
FTSE 100	7,681	0.9	(0.7)	
CAC 40	7,639	0.6	1.3	
DAX	17,033	0.8	1.7	
Dow Jones	38,521	0.4	2.2	
Nasdaq	15,609	0.1	4.0	
S&P 500	4,954	0.2	3.9	
Brent	78.59	0.8	2.0	
Dubai	77.85	0.5	1.8	
WTI	73.31	0.2	2.5	
GOLD	2,036.14	(0.0)	(1.3)	
Trade data (THB m)	Buy (THB m)	Sell (THB m)	Net (THB m)	Share (%) (THB m)
Foreign	29,074	25,461	3,613	54
Retail	12,993	14,909	(1,917)	28
Prop Trade	4,589	5,145	(556)	10
Local Institution	4,054	5,194	(1,141)	9
Total Trade	50,710	50,710	0	100
Rates	Last close 6/2/2024	1M ago 8/1/2024	End last yr 29/12/2023	1yr ago 6/2/2023
THB/USD	35.67	35.03	34.14	33.68
Inflation *	(1.11)	(0.83)	(0.83)	5.02
MLR **	7.12	7.12	7.12	6.43
1Y Fixed *	1.65	1.65	1.65	1.14
Govt bond 10Y	2.65	2.76	2.68	2.54
Commodity (USD/bbl)	Last close 6/2/2024	1M ago 5/1/2024	End last yr 29/12/2023	1yr ago 6/2/2023
Brent	78.59	78.76	77.04	80.99
Dubai	77.85	77.64	76.51	76.79
WTI	73.31	73.81	71.65	77.14
Gold	2,036	2,028	2,063	1,873
Baltic Dry	1,436	2,110	2,094	601
(USD/ton)	02-Feb-24	26-Jan-24	25-Dec-20	03-Feb-23
Coal	117.98	128.00	84.45	256.60
% change	(7.8)	(19.7)	39.7	(54.0)

* chg y-y% last at end of most recent month end; ** Avg of 4 major banks;
Sources: Bloomberg, except coal from BANPU
+ as of 5 Feb

FSSIA Thailand Research

Jitra Amornthum, Head of Research
 Songklod Wongchai, Strategy | +66 2646 9970 | songklod.won@fssia.com
 Veeravat Virochpoka, Strategy | +66 2646 9965 | veeravat.v@fssia.com
 Usanee Liuruti, Banks & Finance | +66 2646 9967 | usanee.l@fssia.com
 Sureeporn Teewasuwet, Foods & Beverage | +66 2646 9972 | sureeporn.t@fssia.com
 Thanyatorn Songwutti, Property | +66 2646 9963 | thanyatorn.s@fssia.com
 Teerapol Udomvej, Healthcare, Tourism & Aviation | +66 2646 9969 | teerapol.u@fssia.com
 Thada Jiracharoenyong, RA | +66 2646 9964 | thada.j@fssia.com
 Maeta Chersatirakul, RA | +66 2646 9971 | maeta.c@fssia.com
 Manida Sithiseree | +66 2611 3590/91 | manida.s@fnsyus.com
 Chaiyon Rerkkriengkrai | +66 2611 3592/93 | chaiyon.r@fnsyus.com
 Napaporn Klongvanitchakij | +66 2611 3582/83 | napaporn.k@fnsyus.com
 Rattana Detphattharakoson | +66 2611 3580/71 | rattana.d@fnsyus.com
 Siriluk Kiatkosolkul | +66 2611 3584/85 | siriluk.k@fnsyus.com

Thailand Equity Sales:

Thailand Equity Trading:

THIS UNEDITED REPORT IS PREPARED UNDER TIME CONSTRAINT BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO., LTD. (FSSIA). 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. 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.

Published Reports

G-ABLE (GABLE TB) - Slower growth on sluggish economy; Maintain BUY TP THB6.80

Expect 4Q23 core profit to rise 62% q-q but fall 15% y-y

Thailand's overall economy grew slowly in 4Q23, particularly public and private investment. GABLE's operations look to be softer than previously expected. We expect GABLE to post a core profit of THB107m in 4Q23 (+62% q-q, -15% y-y), bringing the full-year core profit projection to THB258m – a slight drop of 3% y-y and lower than our previous forecast by 4%.

Softer than our previous estimates from slow economic recovery

The enterprise solutions and services (digital transformation) segment, the largest source of revenue (74% of total revenue), will likely miss our prior estimate, as 9M23 revenue accounted for 70% of our forecast, whereas the investment sentiment during 4Q23 was not as bright as it should be. The company's new S-curve software platform segment (2% of total revenue) should also fail to achieve our previous revenue target as we initially aimed too high amid the intensified competition. We cut our 2023 revenue growth assumption for its software platform to 65% y-y from 105% y-y; still the fastest growth among its three business units.

Profit forecast cut by 4-10% in 2023-25, still growing 19% CAGR

The slowdown in private investment, the slow economic growth recovery, and the atmosphere of caution about spending remains, prompting us to cut our core profit forecasts in 2023-25 by 4%/8%/10%, representing growth of -3%/+23%/+16%, respectively, or +19% CAGR. Although we cut our revenue growth forecast for its software platform unit the most, it is still the fastest-growing business unit with 60%/30%/15% growth estimated in 2023-25 as compared with its traditional system integrating business units with 9-12% growth projected per year.

TP trimmed to THB6.80; BUY rating maintained

We cut our TP to THB6.8 from THB7.6, by lowering the target 2024E P/E to 15x from the previous 20x due to its slower growth pace. Our target P/E of 15x implies a PEG of under 1.0x. Its share price is trading at only 9.4x 2024E P/E, the lowest among its peers in the ICT sector. We maintain our BUY rating.

Exhibit 1: 4Q23/2023 earnings preview

Year to Dec 31	4Q22	1Q23	2Q23	3Q23	4Q23E	----- Change -----		2022	2023E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Sales revenue	1,311	1,135	1,223	1,342	1,577	17.6	20.3	4,731	5,277	11.5
Cost of sales	(958)	(915)	(968)	(1,067)	(1,246)	16.8	30.0	(3,728)	(4,196)	12.5
Gross profit	353	220	255	275	331	20.6	(6.1)	1,003	1,082	7.8
SG&A expenses	(204)	(185)	(185)	(193)	(204)	5.6	0.0	(703)	(767)	9.1
Operating profit	557	405	441	468	535	14.4	(3.9)	300	315	4.8
Operating EBITDA	176	55	96	103	153	48.9	(13.0)	366	378	3.3
Other income	10	3	9	4	9	117.5	(13.2)	41	24	(42.6)
Interest expense	(3)	(6)	(5)	(2)	(1)	(64.1)	(75.6)	(8)	(14)	79.7
Profit before tax	156	33	74	83	135	62.4	(13.2)	334	324	(2.8)
Tax	(28)	(8)	(13)	(16)	(27)	64.5	(3.4)	(66)	(65)	(1.1)
Reported net profit	127	25	60	66	107	61.9	(15.4)	267	258	(3.2)
Core profit	127	25	60	66	107	61.9	(15.4)	267	258	(3.2)
Reported EPS (THB)	0.34	0.05	0.09	0.09	0.15	61.9	(54.7)	0.51	0.37	(27.4)
Recurring EPS (THB)	0.34	0.05	0.09	0.09	0.15	61.9	(54.7)	0.51	0.37	(27.4)
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	26.9	19.4	20.9	20.5	21.0	0.5	(5.9)	21.2	20.5	(0.7)
Operating margin	42.5	35.7	36.0	34.9	33.9	(0.9)	(8.5)	6.3	6.0	(0.4)
EBITDA margin	13.4	4.8	7.8	7.7	9.7	2.0	(3.7)	7.7	7.2	(0.6)
Recurring net margin	9.7	2.2	4.9	4.9	6.8	1.9	(2.9)	5.6	4.9	(0.7)
SG&A / Sales	15.6	16.3	15.1	14.4	12.9	(1.5)	(2.6)	14.9	14.5	(0.3)
Revenue breakdown	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Enterprise solution	1,019	852	912	949	1,183	24.6	16.1	3,607	3,896	8.0
Value-added services	270	256	282	360	364	1.0	34.9	1,052	1,262	20.0
Software platform	23	27	30	32	31	(4.8)	34.7	73	120	65.0

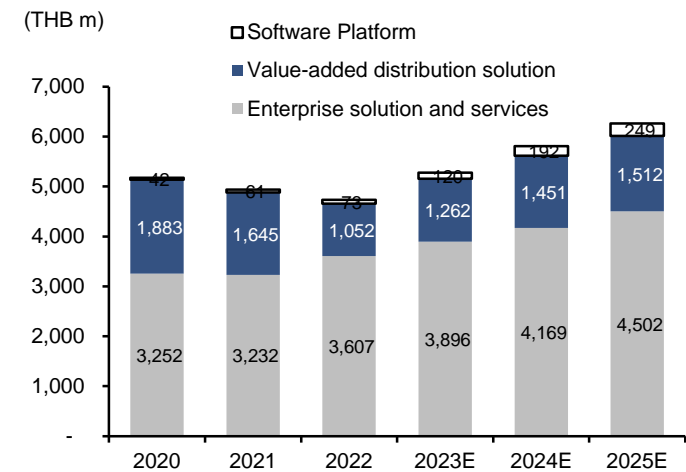
Sources: GABLE, FSSIA estimates

Exhibit 2: Changes in key assumptions

	Current			Previous			Change		
	2023E (THB m)	2024E (THB m)	2025E (THB m)	2023E (THB m)	2024E (THB m)	2025E (THB m)	2023E (%)	2024E (%)	2025E (%)
Total revenue	5,277	5,811	6,263	5,523	6,048	6,486	(4.4)	(3.9)	(3.4)
- Enterprise solutions and services	3,896	4,169	4,502	4,112	4,359	4,664	(5.3)	(4.4)	(3.5)
- Value-added distribution solutions	1,262	1,451	1,512	1,262	1,451	1,512	0.0	0.0	0.0
- Software platforms	120	192	249	149	238	309	(19.5)	(19.5)	(19.5)
SG&A expense	767	863	940	825	913	960	(7.0)	(5.5)	(2.1)
EBITDA	378	442	502	384	461	537	(1.6)	(4.1)	(6.6)
Core profit	258	316	366	269	343	406	(3.9)	(7.9)	(9.9)
Key ratios	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(ppt)
Gross margin	20.5	21.3	22.0	20.8	21.7	22.1	(0.3)	(0.3)	(0.1)
EBITDA margin	7.2	7.6	8.0	7.0	7.6	8.3	0.2	(0.0)	(0.3)
Net profit margin	4.9	5.4	5.8	4.9	5.7	6.3	0.0	(0.2)	(0.4)
SG&A/sales	14.5	14.9	15.0	14.9	15.1	14.8	(0.4)	(0.2)	0.2

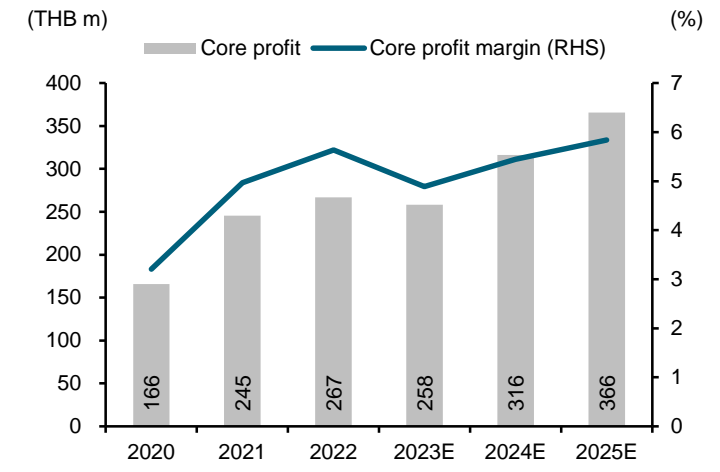
Sources: GABLE, FSSIA estimates

Exhibit 3: Revenue breakdown by business unit, yearly



Sources: GABLE, FSSIA estimates

Exhibit 4: Core profit and core profit margin, yearly



Sources: GABLE, FSSIA estimates

SIAM GLOBAL HOUSE (GLOBAL TB) - Net profit should remain weak in 4Q23 but recover q-q in 1Q24; Maintain BUY TP THB17.70

4Q23 net profit should remain weak

We expect a 4Q23 net profit of THB510b (-3% q-q, -3% y-y) on a prolonged negative SSSG of 12%, close to the previous quarter, due to a slow recovery in provincial purchasing power and a delay in government disbursement. We anticipate a q-q and y-y higher GPM of 26.0% (vs 25.9% in 3Q23 and 24.8% in 4Q22) due to a higher gross margin of the private brands. Also, we project an SG&A-to-sales ratio of 19.1% (vs 19.1% in 3Q23 and 18.6% in 4Q22), up y-y in line with branch expansion. GLOBAL opened two new branches (one in Chumphon and one in Khon Kaen) in 4Q23, driving the total branches to 83 at end-2023.

The short-term outlook remains bearish, with SSSG likely turning positive in 2H24

In January, SSSG should remain negative at 5-6%. In particular, contractors were yet to recover due to construction delays, a delay in government disbursement, and the limited impact of the e-receipt tax campaign. However, we expect 2H24 SSSG to turn positive after the 2024 fiscal budget gets approval.

Lower our 2023-24E net profit by 4.8%-2.1% but maintain our 2025E

We have decreased our 2023-24E net profit by 4.8%-2.1% while maintaining our 2025 forecast. The cut incorporated a weaker-than-expected SSSG in line with a slow recovery in provincial purchasing power, the three-month average farm income index for October - December 2023 (-1.8%), and a delay in government disbursement. After the cut, we expect the 2023 net profit to drop by 25% before turning to a 2024-25 growth of 13%-13%, respectively.

Decrease our TP to THB17.70 and retain our BUY call

In the short run, GLOBAL still lacks new catalysts. Meanwhile, SSSG should turn positive in 2H24 after the fiscal budget gets a nod. We have lowered our 2024 TP to THB17.70 (from THB18.00). We maintain our BUY call on a lower-than-average valuation. In particular, it traded on a 2024E P/E of 26.7x, its five-year historical average -0.5 SD.

Exhibit 5: 4Q23 results preview

Profit & Loss Statement	4Q22	1Q23	2Q23	3Q23	4Q23E	Change		2023E	2024E	Change
Year to Dec 31	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)
Retail sales	8,247	8,933	8,503	7,340	7,431	1	(10)	32,208	35,554	10
Cost of retail sales	6,201	6,696	6,344	5,443	5,500	1	(11)	23,982	26,418	10
Gross profit	2,045	2,238	2,159	1,898	1,932	2	(6)	8,226	9,135	11
Operating costs	(1,530)	(1,280)	(1,423)	(1,399)	(1,423)	2	(7)	(5,524)	(6,044)	9
Operating profit	515	958	736	499	509	2	(1)	2,702	3,091	14
Other income/expenses	160	166	180	173	145	(16)	(9)	663	711	7
Interest expense	(54)	(64)	(65)	(71)	(72)	1	32	(273)	(287)	5
Profit before tax	620	1,060	851	601	581	(3)	(6)	3,093	3,515	14
Tax	(118)	(209)	(167)	(117)	(116)	(1)	(2)	(609)	(703)	15
Associates	29	35	22	44	46	6	58	147	154	5
Minority interests	(5)	(4)	(2)	(2)	(2)	(30)	(67)	(9)	(10)	10
Non-recurring items	0	0	0	0	0	n/a	n/a	0	0	n/a
Reported net profit	527	883	703	525	510	(3)	(3)	2,622	2,956	13
Recurring net profit	527	883	703	525	510	(3)	(3)	2,622	2,956	13
EPS (THB)	0.11	0.18	0.14	0.10	0.10	(3)	(7)	0.52	0.59	13
Recurring EPS (THB)	0.11	0.18	0.14	0.10	0.10	(3)	(7)	0.52	0.59	13
Key Ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Retail sales margin	24.8	25.0	25.4	25.9	26.0	0.1	1.2	25.5	25.7	0.2
Operating margin	6.2	10.7	8.7	6.8	6.8	0.0	0.6	8.4	8.7	0.3
Recurring net margin	6.4	9.9	8.3	7.2	6.9	(0.3)	0.5	8.1	8.3	0.2
SG&A / Sales	18.6	14.3	16.7	19.1	19.1	0.1	0.6	17.2	17.0	(0.2)
Operating stats										
SSSG (%)	(2.2)	(8.7)	(9.5)	(12.3)	(12.0)			(11.0)	5.0	
Private brand (%)	23.7	23.8	23.9	23.9	24.0			24.0	24.2	
Number of stores (no.)	77	78	79	81	83			83	91	

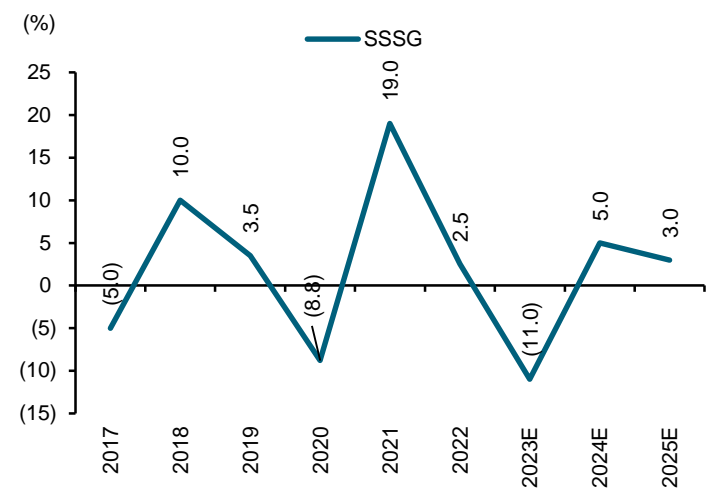
Sources: GLOBAL; FSSIA estimates

Exhibit 6: Revise earnings downward to account for lower-than-expected SSSG

	Current			Previous			Change		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Revenues (THB m)	32,208	35,554	38,630	33,574	35,969	39,044	(4.1)	(1.2)	(1.1)
SSSG (%)	(11.0)	5.0	3.0	(9.0)	2.0	3.0	(2.0)	3.0	0.0
Gross margin (%)	25.5	25.7	26.1	25.6	25.8	26.0	(0.0)	(0.1)	0.0
No. of new stores	6	8	9	7	8	9	(1.0)	0.0	0.0
SG&A expenses to sales (%)	17.2	17.0	17.0	16.9	16.9	17.0	0.3	0.1	0.0
Net profit (THB m)	2,622	2,956	3,327	2,753	3,021	3,326	(4.8)	(2.1)	0.0

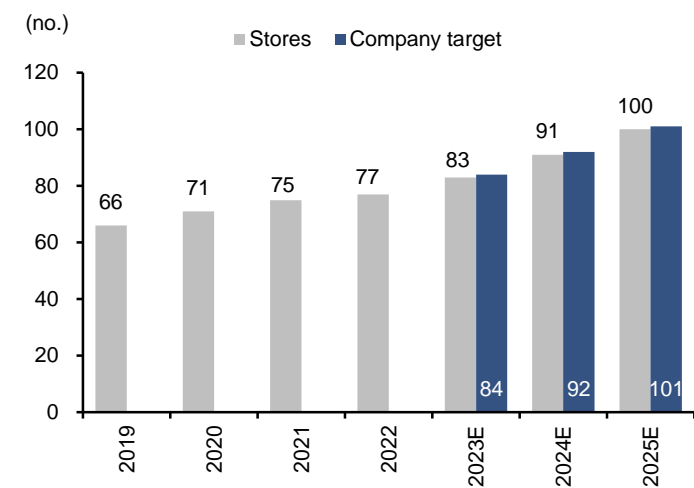
Source: FSSIA estimates

Exhibit 7: Yearly SSSG



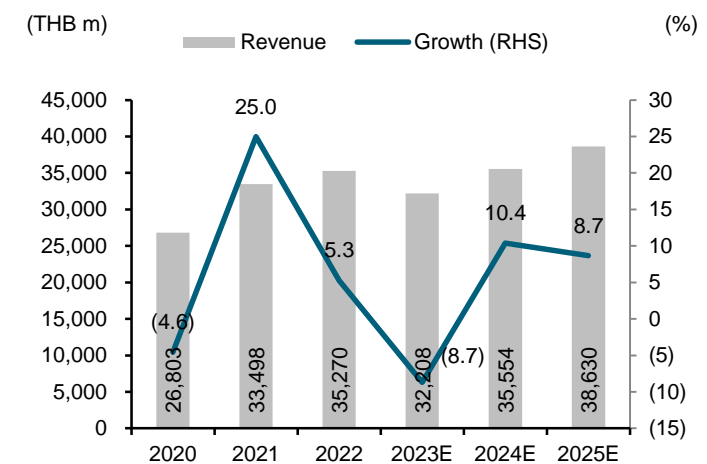
Sources: GLOBAL; FSSIA estimates

Exhibit 8: Store expansion



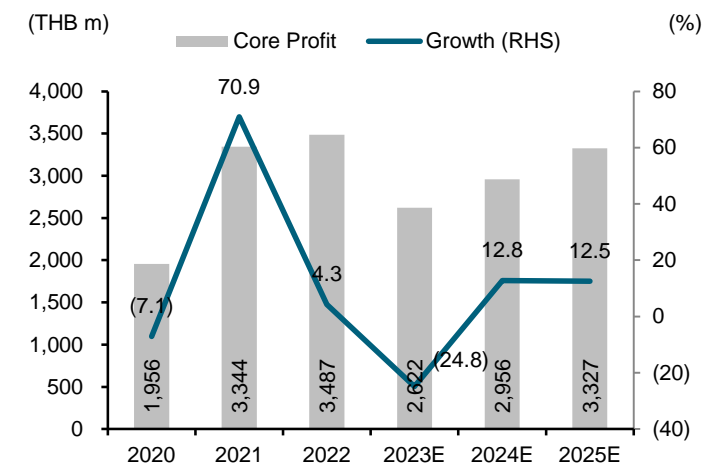
Sources: GLOBAL; FSSIA estimates

Exhibit 9: Yearly revenue and growth



Sources: GLOBAL; FSSIA estimates

Exhibit 10: Yearly core profit and growth



Sources: GLOBAL; FSSIA estimates

DOHOME PCL (DOHOME TB) - Expect robust 4Q23 profit growth due to low base and improved GPM; Maintain BUY TP THB12.30

Expect a 4Q23 core profit of THB122m (+q-q, +y-y)

We anticipate a 4Q23 net profit of THB182m (+100% q-q, +454% y-y). Excluding a flood insurance claim of THB60m, we expect a core profit of THB122m, up 34% q-q due to the harvesting season and 412% y-y due to a low base in 4Q22 when floods hit the branch in Ubon Ratchathani (20% of total revenue), resulting in a one-month closure. Also, the gross margin should improve q-q and y-y due to increased private brand exposure and its higher gross margin as freights decreased, while SG&A should increase due to branch expansion. Specifically, DOHOME added one L-sized branch in Bang Phun, Pathum Thani. Therefore, it had 24 L-sized branches and 11 ToGos at the end of 2023.

SSSG should weaken more than expected in 4Q23 before turning positive in 2H24

The 4Q23 SSSG should turn negative more than expected at 9% (vs our estimate of -5%). Moreover, the negative SSSG would persist in January at -5-6% due to a delay in government disbursement. It resulted in a slowdown in the contractor sector, which depends on state projects. Besides, the private sector postponed their projects due to uncertainties in 4Q23 purchasing power. However, end-users signaled an improved recovery in line with home improvement activities in 1H. Also, SSSG should turn positive in 2H24.

Lower our 2023-25E normalized earnings to factor in branch expansion delay and slow SSSG recovery

We have decreased our 2023-25E core profit by 14.2%, 12.6%, and 17.4%, respectively, due to purchasing power uncertainties in the North East, the lower three-month average farm income index for October - December 2023 (-1.8%), an agricultural production risk following the El Nino, a delay in government disbursement, and uncertainties in the 2024 branch expansion.

Decrease our TP to THB12.30 but retain our BUY rating

We have lowered our TP to THB12.30 (from THB13.00) due to a more-negative-than-expected SSSG, uncertainties in the 2024 branch expansion, and a higher WACC of 7.3% (from 7.0%) after the cost of debt surged. However, we maintain our BUY call on the recovering performance outlook.

Exhibit 11: 4Q23 results preview

Year to Dec 31	4Q22	1Q23	2Q23	3Q23	4Q23E	----- Change -----		2023E	2024E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)
Total revenue	7,643	8,462	7,995	7,431	7,501	1	(2)	31,388	32,957	5
- Retail sales	7,572	8,375	7,898	7,358	7,421	1	(2)	31,052	32,605	5
- Service income	71	86	96	72	80	11	14	335	352	5
Cost of sales	(6,594)	(7,065)	(6,876)	(6,283)	(6,248)	(1)	(5)	(26,471)	(27,531)	4
Gross profit	1,049	1,397	1,119	1,148	1,253	9	19	4,917	5,426	10
Operating costs	(1,005)	(1,001)	(993)	(973)	(1,014)	4	1	(3,980)	(3,889)	(2)
Operating profit	44	396	126	175	239	37	450	937	1,537	64
Other income	70	53	55	72	135	88	92	315	267	(15)
Other expenses	(76)	(6)	0	0	0	n/a	(100)	(6)	(7)	5
EBIT	38	443	182	247	374	52	880	1,245	1,798	44
Finance income	4	4	5	6	6	(3)	34	21	21	3
Interest expense	(111)	(122)	(141)	(145)	(152)	5	38	(561)	(617)	10
Profit before tax	(68)	324	46	108	227	111	432	705	1,202	71
Tax	17	(66)	(6)	(17)	(46)	170	(365)	(135)	(229)	71
Non-recurring items	75	0	0	0	60	n/a	(20)	60	0	(100)
Reported net profit	(51)	258	39	91	182	100	454	570	972	71
Recurring net profit	24	258	39	91	122	34	412	510	972	91
EPS (THB)	(0.02)	0.08	0.01	0.03	0.06	100	434	0.18	0.31	71
Recurring EPS (THB)	0.00	0.08	0.01	0.03	0.04	34	1,207	0.17	0.31	91
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	13.7	16.5	14.0	15.5	16.7	1.3	3.0	15.7	16.5	0.8
Operating margin	0.6	4.7	1.6	2.4	3.2	0.8	2.6	3.0	4.7	1.7
Recurring net margin	0.3	3.1	0.5	1.2	1.6	0.4	1.3	1.6	2.9	1.3
SG&A to rev	13.2	11.8	12.4	13.1	13.5	0.4	0.4	12.7	11.8	(0.9)
Operating stat										
SSSG (% y-y)	(9.9)	(9.0)	(9.9)	(7.1)	(9.0)			(6.8)	5.0	
Stores - L (no.)	21	21	21	23	24			24	24	
Stores - ToGo (no.)	8	8	8	8	11			11	11	

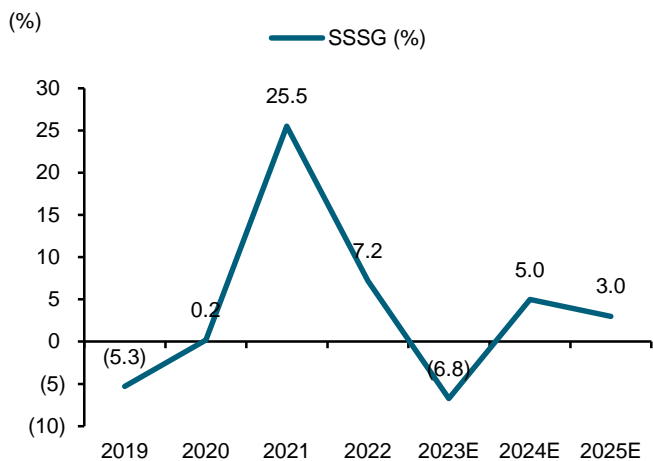
Sources: DOHOME; FSSIA estimates

Exhibit 12: Revise earnings downward to account for lower-than-expected SSSG and unclear store expansion plan

	Current			Previous			Change		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Revenues (THB m)	31,388	32,957	36,157	31,840	35,961	40,081	(1.4)	(8.4)	(9.8)
SSSG (%)	(6.8)	5.0	3.0	(5.0)	6.0	5.0	(1.8)	(1.0)	(2.0)
Gross margin (%)	15.7	16.5	17.0	15.6	16.5	17.2	0.1	0.0	(0.2)
No. of new stores L	3	0	3	3	3	3	0.0	(3.0)	0.0
SG&A expenses to sales (%)	12.7	11.8	11.7	12.3	11.6	11.4	0.4	0.2	0.3
Core profit (THB m)	510	972	1,254	595	1,112	1,517	(14.2)	(12.6)	(17.4)

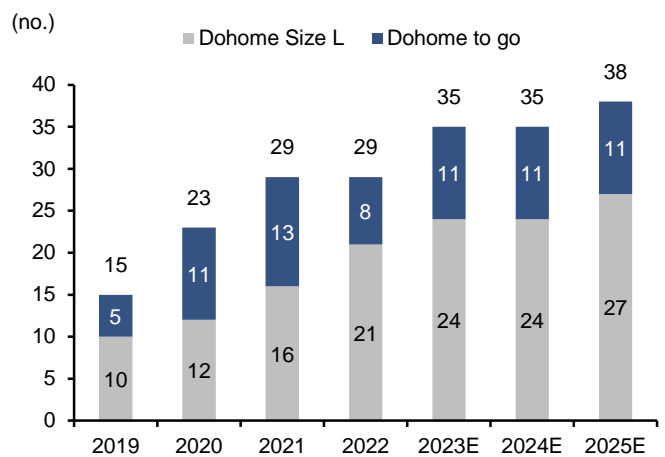
Source: FSSIA estimates

Exhibit 13: Yearly SSSG



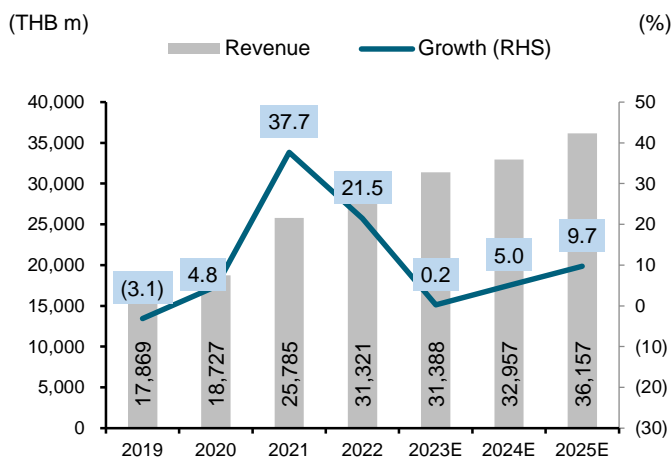
Sources: DOHOME; FSSIA estimates

Exhibit 14: Store expansion



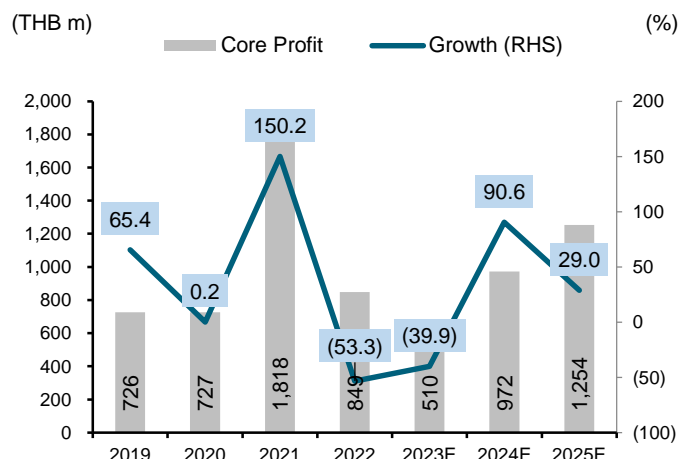
Sources: DOHOME; FSSIA estimates

Exhibit 15: Yearly revenue and growth



Sources: DOHOME; FSSIA estimates

Exhibit 16: Yearly core profit and growth



Sources: DOHOME; FSSIA estimates

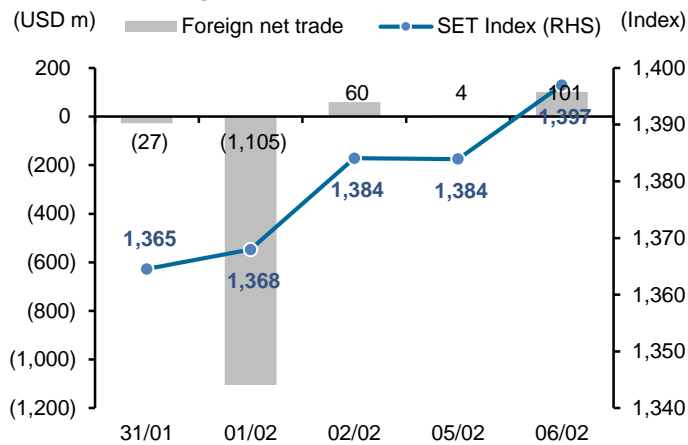
Economic news

- [Pundits fret over OCA discussions](#) BANGKOK POST: Thailand needs to speed up talks concerning a joint gas production prospect with Cambodia at their overlapping claim area (OCA) as the global trend for clean energy could hinder new petroleum development projects, which are blamed for emitting carbon dioxide, say energy experts. The OCA talks were initiated in 2001 but did not make any headway beyond that date.
- [Council maintains export forecast for 2024 at 1-2%](#) BANGKOK POST: The Thai National Shippers' Council (TNSC) is maintaining its export forecast at 1-2% this year. However, it is cautious about numerous unpredictable factors, particularly the conflict in the Red Sea, which has the potential to adversely affect Thailand's export performance this year.
- [Red Sea disruptions and the geopolitical premium](#) BANGKOK POST: Shipping disruptions and re-routing away from the Red Sea will maintain the geopolitical premium in the main commodity markets, including oil and gas, chemicals and fertilisers, unless there are wider shipping -- or production -- disruptions in the region, according to Fitch Ratings.
- [Panel likely to maintain policy rate](#) BANGKOK POST: The Bank of Thailand is expected to maintain its policy rate at Wednesday's Monetary Policy Committee (MPC) meeting, while the central bank will trim its 2024 growth projections in line with a slower growth trajectory. Burin Adulwattana, managing director of Kasikorn Research Center (K-Research), expects the MPC will maintain its policy rate at the existing level of 2.50% at Wednesday's meeting.
- [Saudis 'need higher oil prices to balance budget'](#) BANGKOK POST: Saudi Arabia will need oil prices to average more than \$90 a barrel this year to balance its budget, according to Fitch Ratings, which affirmed the kingdom at the fifth-highest investment grade but warned about its heavy reliance on energy. The government's fiscal break-even price "has risen in recent years and we forecast it will remain above \$90 per barrel in 2024 before falling to \$85 per barrel in 2025", Fitch analysts said in a report on Monday.
- [Sugar outlook worsens as yields slide after dry spell](#) BANGKOK POST: Thailand's sugar output is set to be even lower than expected this season after dry weather stunted growth, which will squeeze global supply and could extend a rally in benchmark futures. Industry group Thai Sugar Millers Corp has trimmed the top end of its forecast production range by 500,000 tonnes to 7.5 million tonnes for 2023-24, according to Director Rangsit Hiangrat. Should output meet that estimate, it would be a third lower than what was produced in the previous season.

Corporate news

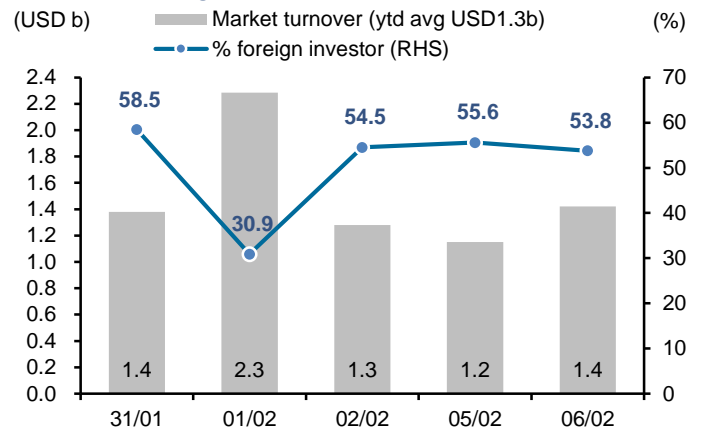
- [SF invests B200m in bid to spur spending](#) BANGKOK POST: Megabangna shopping mall has set aside a 200-million-baht marketing budget to increase customer traffic and spending per bill by 10-15%. Megabangna vice-president Wanwimon Ordeedolchest said the budget would be allocated to events, activities, campaigns and applications to attract shoppers to Megabangna.
- [SEC prepares new listing rules for SET](#) BANGKOK POST: The Securities and Exchange Commission (SEC) is planning to post warning signs on current securities that cannot comply with the regulations for being a listed company from April 1, and is also preparing to adjust its listing rules to raise the quality of listed companies early next year.
- [Bol sees dramatic jump in investments](#) BANGKOK POST: Applications for investment promotion in 2023 soared to a five-year high of 848 billion baht, an increase of 43% from the previous year's adjusted number, fuelled by substantial foreign investments within the five priority sectors outlined in the Board of Investment's (BoI) new Investment Promotion Strategy.
- [Investment applications up 43% in 2023](#) BANGKOK POST: Overall investment applications in Thailand last year rose 43% to a five-year high of 848 billion baht, with China the biggest foreign investor, the Board of Investment (BoI) said on Tuesday. Foreign investment pledges alone jumped 72% year-on-year to 663 billion baht, the BoI said.
- [Crypto trading becomes VAT-free in race for digital](#) BANGKOK POST: The Finance Ministry has announced the exemption of value-added tax (VAT) on digital asset trading to push Thailand towards becoming a digital asset hub. Paopoom Rojanasakul, secretary to the finance minister, said the ministry wants to promote digital assets as a new alternative tool for fundraising.

Exhibit 17: Foreign fund flow and SET Index



Source: Bloomberg

Exhibit 18: Foreign participation



Source: Bloomberg

Exhibit 19: Index performance

	SET Index		Index performance (% change)									
	Index	(%chg)	Energy	Bank	Comu	Commerce	Food	Property	Construct	Transport	Petrochem	
% of SET Index			21%	10%	9%	10%	5%	6%	3%	8%	2%	
Current	1,396.96	0.9	0.7	0.2	0.4	1.7	0.6	1.2	0.9	1.4	0.8	
-5D	1,373.14	1.7	1.3	0.8	1.1	2.7	1.0	0.3	2.0	4.9	1.6	
-1M	1,427.96	(2.2)	(1.3)	(5.2)	2.4	(4.0)	(1.8)	(3.3)	(6.5)	(0.6)	(7.1)	
-3M	1,417.21	(1.4)	(0.9)	(4.4)	1.7	(3.1)	0.5	0.5	(4.1)	(3.9)	(5.0)	
-6M	1,530.46	(8.7)	(7.3)	(8.1)	(2.3)	(11.0)	(2.0)	(5.8)	(12.1)	(9.5)	(17.1)	
-1Y	1,682.11	(17.0)	(16.0)	(6.5)	(8.1)	(22.6)	(15.0)	(16.7)	(20.3)	(16.4)	(32.8)	
WTD	1,384.08	0.9	0.8	0.7	0.0	1.2	0.6	0.4	0.3	2.6	(0.1)	
MTD	1,364.52	2.4	1.6	1.2	1.2	4.0	1.7	0.7	2.2	6.1	3.5	
QTD	1,415.85	(1.3)	(0.9)	(4.7)	3.7	(2.5)	(2.0)	(2.6)	(6.0)	4.2	(8.2)	
End of 2022	1,415.85	(1.3)	(0.9)	(4.7)	3.7	(2.5)	(2.0)	(2.6)	(6.0)	4.2	(8.2)	

Source: Bloomberg

Exhibit 20: Trade by investor types

	SET Index		Exchange rate (USD:THB)	SET Index		Equity trading / Net position				Bond Net foreign (USD m)
	Index	Change (y-y%)		Average daily turnover (THB m)	Average daily turnover (USD m)	Foreign (USD m)	Retail (USD m)	PropTrade (USD m)	Local Inst (USD m)	
2019	1,579.84	1.0	31.06	52,468	1,689	(1,496)	(662)	477	1,681	(502)
2020	1,449.35	(8.3)	31.29	67,335	2,152	(8,287)	6,873	459	953	(1,005)
2021	1,657.62	14.4	32.00	88,443	2,764	(1,632)	3,630	435	(2,330)	6,550
2022	1,668.66	15.1	34.78	53,589	1,541	5,362	(656)	56	(4,758)	4,111
2023	1,415.85	(15.2)	34.81	51,072	1,467	(5,507)	3,348	(146)	2,305	318
2024YTD	1,396.96	(1.3)	35.26	45,208	1,282	(5,507)	3,348	(146)	2,305	319
1Q23	1,609.17	(5.1)	33.92	63,300	1,866	(1,646)	1,594	(83)	136	612
2Q23	1,503.10	(4.2)	34.48	47,432	1,376	(1,461)	593	(120)	987	(178)
3Q23	1,471.43	(7.4)	35.17	49,809	1,416	(1,420)	825	261	333	(716)
4Q23	1,415.85	(15.2)	35.64	42,734	1,199	(981)	336	(204)	849	601
1Q24	1,396.96	(13.2)	35.37	53,420	1,510	(2,164)	769	(21)	(101)	(511)
Jul-23	1,556.06	(1.3)	34.61	44,682	1,291	(361)	100	81	181	958
Aug-23	1,565.94	(4.5)	35.04	56,846	1,622	(443)	48	114	280	(1,057)
Sep-23	1,471.43	(7.4)	35.85	47,900	1,336	(616)	677	66	(128)	(618)
Oct-23	1,381.83	(14.1)	36.51	45,582	1,249	(431)	254	(134)	312	458
Nov-23	1,380.18	(15.6)	35.47	44,524	1,255	(548)	300	10	238	474
Dec-23	1,415.85	(15.2)	34.95	38,095	1,090	(2)	(218)	(80)	299	(331)
Jan-24	1,364.52	(18.4)	35.20	62,067	1,763	(562)	888	25	(42)	(112)
Feb-24	1,396.96	(13.9)	35.54	44,772	1,260	(1,105)	(119)	(46)	(58)	(399)
2024YTD	1,396.96	(1.3)	35.26	45,208	1,282	(6,202)	769	(21)	(101)	(511)
31/01/2024	1,364.52		35.47	48,924	1,379	(27)	39	(4)	(8)	(17)
01/02/2024	1,367.96		35.46	42,002	1,185	59	(5)	(15)	(39)	(33)
02/02/2024	1,384.08		35.25	45,160	1,281	60	(67)	(14)	21	(65)
05/02/2024	1,383.93		35.80	41,218	1,151	4	6	(3)	(8)	(125)
06/02/2024	1,396.96		35.67	50,710	1,422	101	(54)	(16)	(32)	(176)

Source: Bloomberg

Exhibit 21: Upcoming events

Date Time	Event		Survey	Actual	Prior
02/07/2024 02:05	BoT Benchmark Interest Rate	Feb-07	2.50%	--	2.50%
02/09/2024 02:30	Foreign Reserves	Feb-02	--	--	\$221.2b
02/09/2024 02:30	Forward Contracts	Feb-02	--	--	\$30.3b
02/12/2024 22:30	Consumer Confidence Economic	Jan	--	--	56
02/12/2024 22:30	Consumer Confidence	Jan	--	--	62
02/17/2024 02:24	Car Sales	Jan	--	--	68326
02/18/2024 21:30	GDP SA QoQ	4Q	--	--	0.80%
02/18/2024 21:30	GDP YoY	4Q	--	--	1.50%
02/21/2024 02:29	Customs Exports YoY	Jan	--	--	4.70%
02/22/2024 02:29	Customs Imports YoY	Jan	--	--	-3.10%
02/22/2024 02:29	Customs Trade Balance	Jan	--	--	\$973m
02/25/2024 02:29	Mfg Production Index ISIC NSA YoY	Jan	--	--	-6.27%
02/25/2024 02:29	Capacity Utilization ISIC	Jan	--	--	55.25
02/29/2024 02:00	BoP Current Account Balance	Jan	--	--	\$2107m
02/29/2024 02:30	BoP Overall Balance	Jan	--	--	\$464m
02/29/2024 02:30	Exports	Jan	--	--	\$22380m
02/29/2024 02:30	Imports	Jan	--	--	\$20035m
02/29/2024 02:30	Exports YoY	Jan	--	--	3.00%
02/29/2024 02:30	Imports YoY	Jan	--	--	-1.70%
02/29/2024 02:30	Trade Balance	Jan	--	--	\$2346m
02/29/2024 19:30	S&P Global Thailand PMI Mfg	Feb	--	--	46.7
02/29/2024 03:11	CPI Core YoY	Feb	--	--	0.52%
02/29/2024 03:11	CPI NSA MoM	Feb	--	--	0.02%
02/29/2024 03:11	CPI YoY	Feb	--	--	-1.11%
03/01/2024 02:30	Business Sentiment Index	Feb	--	--	48

Source: Bloomberg

Exhibit 22: Management trading

Company	Management	Securities	Transaction	Shares	Price (THB)	Action	Value (THBm)
TMBThanachart Bank (TTB)	Arunee Eiampreecha	Common Shares	2/5/2024	100,000	1.83	Sell	0.18
Richy Place 2002 (RICHY)	Pichaya Tansode	Common Shares	2/1/2024	515,310	0.67	Buy	0.35

Source: SEC

Exhibit 23: Upcoming XR

Symbol	X-Date	Announce Date	Rights for	Subscription Price	Unit	Subscription Ratio (Holding:New)	Subscription Period	Allotted Shares (Shares)
FSX	05/03/2024	28/11/2023	Common	2.3	Baht	1 : 1	25/03/2024 - 29/03/2024	867929461

Source: SET

Exhibit 24: Upcoming XM

Symbol	X-Date	Meeting Date	Agenda	Venue
CV	07/02/2024	01/03/2024	Capital increase, Paid up capital reduction, The issuance of convertible securities	electronic meeting
SCC	07/02/2024	27/03/2024	Cash dividend payment	Meeting via electronic means (E-Meeting)
KPNPF	12/02/2024	08/03/2024	Conversion to Reit	Jamjuree Ballroom A, M floor, Pathumwan Princess Hotel, No. 444 Phaya Thai Rd, Wang Mai, Pathum Wan, Bangkok 10330
THG	12/02/2024	06/03/2024	The issuance of debentures	At Nuntha Utayarn Samosorn, located opposite to the Thonburi Hospital at no. 64 Soi Issaraparp 44, Issaraparp Road, Baan Chang Lor, Bangkok Noi, Bangkok 10700
NUSA	13/02/2024	29/02/2024	Acquisition and disposition of assets / Acquisition or Disposition of Assets, Changing The director(s)	e-Meeting
KWI	14/02/2024	12/03/2024	Capital increase, Paid up capital reduction, Connected transaction	Via electronic means
PTTEP	19/02/2024	01/04/2024	Cash dividend payment, Changing The director(s)	Electronic Meeting (E-Meeting)
OHTL	08/03/2024	25/04/2024	Omitted dividend payment, Changing The director(s)	e-AGM

Source: SET

Exhibit 25: Upcoming XD

Symbol	X-Date	Dividend (per Share)	Unit	Operation Period	Source of Dividend	Payment Date	Price	Div Yield	Par
METCO	7/2/2024	10	Baht	01/10/2022 - 30/09/2023	NP	22/2/2024	242.00	4.1%	10
DIF	8/2/2024	0.2264	Baht	01/10/2023 - 31/12/2023	Both	4/3/2024	8.20	2.8%	10
ERWPF	8/2/2024	0.1365	Baht	01/07/2023 - 31/12/2023	NP	28/2/2024	8.55	1.6%	7.7793
IRC	8/2/2024	0.4178	Baht	01/10/2022 - 30/09/2023	NP	28/2/2024	14.20	2.9%	1
POPF	8/2/2024	0.1658	Baht	01/10/2023 - 31/12/2023	NP	28/2/2024	6.70	2.5%	9.7299
PPF	8/2/2024	0.2005	Baht	01/10/2023 - 31/12/2023	NP	28/2/2024	10.30	1.9%	10
SIRIP	8/2/2024	0.08	Baht	01/10/2023 - 31/12/2023	NP	28/2/2024	7.35	1.1%	10
AAPL80X	9/2/2024	-	Baht	-	-	14/3/2024	-	-	-
CPNCG	13/2/2024	0.2559	Baht	01/10/2023 - 31/12/2023	NP	1/3/2024	7.00	3.7%	9.9476
RAM	13/2/2024	0.2	Baht	-	RE	29/2/2024	33.00	0.6%	0.1
MSFT80X	14/2/2024	-	Baht	-	-	11/4/2024	-	-	-
ADVANC	19/2/2024	4.61	Baht	01/07/2023 - 31/12/2023	NP	17/4/2024	218.00	2.1%	1
PTTEP	19/2/2024	5.25	Baht	-	RE	22/4/2024	153.00	3.4%	1
KSL	29/2/2024	0.05	Baht	01/11/2022 - 31/10/2023	NP	15/3/2024	2.56	2.0%	0.5
SCGD	1/4/2024	0.15	Baht	01/01/2023 - 31/12/2023	NP	22/4/2024	9.15	1.6%	10
SCGP	2/4/2024	0.3	Baht	01/01/2023 - 31/12/2023	NP	22/4/2024	31.75	0.9%	1
SCC	4/4/2024	3.5	Baht	01/01/2023 - 31/12/2023	NP	23/4/2024	274.00	1.3%	1
SVI	22/4/2024	0.135	Baht	01/01/2023 - 31/12/2023	NP	9/5/2024	6.85	2.0%	1

Source: SET

Exhibit 26: New securities

Derivative Warrants	Trade Date	Underlying	Issuer	DW Type	Market	Maturity Date	Exercise Price (Baht)
AMATA41C2407A	07/02/2024	AMATA	JPM	Call	SET	03/08/2024	27.75
BCH41C2407A	07/02/2024	BCH	JPM	Call	SET	03/08/2024	27
BDMS13P2407A	07/02/2024	BDMS	KGI	Put	SET	10/07/2024	21.6
BYD19C2407A	07/02/2024	BYD	YUANTA	Call	SET	11/07/2024	5.8
KTC13C2407A	07/02/2024	KTC	KGI	Call	SET	10/07/2024	56.5
KTC13P2407A	07/02/2024	KTC	KGI	Put	SET	10/07/2024	30
OR13C2407A	07/02/2024	OR	KGI	Call	SET	10/07/2024	23.4
PTT41C2407A	07/02/2024	PTT	JPM	Call	SET	03/08/2024	41
TRUE19C2407A	07/02/2024	TRUE	YUANTA	Call	SET	11/07/2024	7.75

Depository Receipts	Trade Date	Underlying	Market	Maturity Date	Subscription on Date	IPO Price (Baht)	Conversion Price (Baht)
AMZN80X	07/02/2024	AMZN	SET	-	-	1.53	-
BKNG80X	07/02/2024	BKNG	SET	-	-	2.61	-
META80X	07/02/2024	META	SET	-	-	2.07	-
NFLX80X	07/02/2024	NFLX	SET	-	-	2.02	-
SBUX80X	07/02/2024	SBUX	SET	-	-	1.66	-

Source: SET