

9 OCTOBER 2024

# SPOTLIGHT ON THAILAND

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## Economics

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- Banks to tackle high household debt with new measures
- SCB X adjusts spotlight to foreign fintech firms
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Indices	Index as of 8-Oct-24	Change -1D (%)	Change YTD (%)	Net Foreign YTD (USD m)
Thailand SET	1,453	0.0	2.6	(2,956)
China SHCOMP	3,490	4.6	17.3	
Hong Kong HSI	20,927	(9.4)	22.8	
India SENSEX	81,635	0.7	13.0	6,449
Indonesia JCI	7,557	0.7	3.9	3,074
Korea KOSPI	2,594	(0.6)	(2.3)	10,138
MY FBMKLCI	1,636	0.0	12.4	
PH PCOMP	7,537	(0.2)	16.9	87
SG FSSTI	3,576	(0.7)	10.4	
Taiwan TWSE	22,611	(0.4)	26.1	(14,774)
VN VNINDEX	1,272	0.2	12.6	(2,225)

MSCI Emerging	1,156	(2.3)	12.9	
Nikkei 225	38,938	(1.0)	16.4	
FTSE 100	8,191	(1.4)	5.9	
CAC 40	7,521	(0.7)	(0.3)	
DAX	19,066	(0.2)	13.8	
Dow Jones	42,080	0.3	11.7	
Nasdaq	18,183	1.4	21.1	
S&P 500	5,751	1.0	20.6	
Brent	77.18	(4.6)	0.2	
Dubai	79.23	(0.3)	3.6	
WTI	73.57	0.5	3.2	
GOLD	2,621.83	0.1	27.2	

Trade data (THB m)	Buy (THB m)	Sell (THB m)	Net (THB m)	Share (%) (THB m)
Foreign	26,764	27,107	(343)	49
Retail	15,636	17,639	(2,003)	30
Prop Trade	3,728	3,676	52	7
Local Institution	8,619	6,324	2,294	14
Total Trade	54,746	54,746	0	100

Rates	Last close 08/10/2024	1M ago 09/09/2024	End last yr 29/12/2023	1yr ago 09/10/2023
THB/USD	33.49	33.95	34.14	37.11
Inflation *	0.61	0.35	(0.83)	0.30
MLR **	7.12	7.12	7.12	7.12
1Y Fixed *	1.65	1.65	1.65	1.65
Govt bond 10Y	2.56	2.54	2.68	3.33

Commodity (USD/bbl)	Last close 08/10/2024	1M ago 06/09/2024	End last yr 29/12/2023	1yr ago 06/10/2023
Brent	77.18	71.06	77.04	84.58
Dubai	79.23	73.33	76.51	86.26
WTI	73.57	68.71	71.65	86.38
Gold	2,622	2,506	2,063	1,861
Baltic Dry	1,907	1,958	2,094	1,991
(USD/ton)	04-Oct-24	27-Sep-24	25-Dec-20	06-Oct-23
Coal	141.57	141.60	84.45	137.85
% change	(0.0)	(4.3)	67.6	2.7

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

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### Thailand Equity Sales:

### Thailand Equity Trading:

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## Published Reports

### Thailand Market Update - Negative economic impacts still limited

#### Update on Thailand's 2024 flooding situation

As of October 2024, heavy flooding continues to impact multiple regions in Thailand, particularly in the North and Northeast. The Department of Disaster Prevention and Mitigation (DDPM) reports flooding in 23 provinces, affecting over 66,000 households. Northern provinces like Chiang Mai, Chiang Rai, and Sukhothai have been hit hard, with flood levels either declining or stabilizing, but still causing disruptions to transportation and daily life. Central provinces, including Ayutthaya and Ang Thong, are also seeing rising water levels. The flooding is linked to the annual southwest monsoon, and further rainfall is expected, which may exacerbate the situation. Overall, while water levels are starting to decline in some areas, the flood risk remains high, as more rain is forecast in October.

#### Water level in reservoirs is still lower than in 2011

As shown in Exhibit 2, the overall water level in key reservoirs is still lower compared to the same period in 2011. There are some dams such as Mae Ngud, Mae Mok, and Huai Luang, which have high water levels exceeding the 2011 ones. However, there is no reservoir that currently has a critical water level (more than 100% of storage), while the aggregate storage of regional reservoirs is at 62-81% vs c90-104% in 2011. Hence, Thailand's water situation in 2024, while serious, appears less critical and severe compared to 2011.

#### Impact on the Thai economy is significantly less severe than in 2011

Overall, the flooding situation in Thailand in 2024 shows that the current impact on the economy is significantly less than in 2011, as there are fewer affected areas or provinces. Additionally, there has been no flooding in industrial estates, unlike in 2011 when the Ayutthaya and Pathum Thani industrial zones were inundated. The market estimates that the economic impact will be around c0.3% of GDP, which might potentially be offset by the THB145b cash handout in late September. However, the impact might be larger and we recommend investors to keep watching the further rainfall, which may worsen the situation.

#### Downside on companies' earnings still limited

We anticipate the current flooding situation to be significantly less severe compared to 2011. We have provided details in Exhibit 1 for some sectors and stocks that might endure some impacts on businesses in some specific areas, especially in the North, but these are still limited. Hence, we expect the downside for overall companies' earnings and the SET's EPS in 2024 of THB90 (+15% y-y) to be currently limited.

## Exhibit 1: Flooding updates and impacts by sector

Sector	Company	Details of flooding impact	Impact
Banking		Due to the impact of flooding in several areas across the country during August-October 2024, most banks under our coverage have introduced financial measures to assist affected individual customers and SME business customers impacted by the situation. These measures aim to provide immediate financial relief, which covers personal loans, home loans, small business loans, and SME business loans that have been directly or indirectly affected by the flooding. The measures include <b>1)</b> a debt payment moratorium by the temporary suspension of principal and interest payments for a certain period to help debtors cope with immediate financial difficulties caused by the flooding; <b>2)</b> lowering interest rates on existing loans for affected debtors to ease their financial burden; <b>3)</b> offering tailored debt restructuring options, such as extending repayment periods or reducing installment amounts, to suit the financial capacity of each debtor; <b>4)</b> providing special emergency loans with low interest rates to help affected individuals and businesses recover and rebuild after the flooding; <b>5)</b> exempting fees and penalties for late payments or other related banking services for those affected by the floods; <b>6)</b> offering financial counseling and support services to help debtors manage their finances and navigate the recovery process; and <b>7)</b> offering loans for the repair, renovation, or replacement of damaged business assets. Debtors seeking assistance must contact their financial institutions to receive support.	The impact is limited. This is because flooding occurs annually, and this year is less severe than the major floods of 2011. Most relief measures are short term, primarily allowing debtors to delay payments without significantly altering their repayment capacity.
		Although non-banks under our coverage have not issued clear relief measures like banks, inquiries with various companies reveal that they have assisted debtors affected by the floods. This includes debt moratoriums, debt extensions, and additional loans to help debtors through this crisis. The overall impact on each company is limited. Moreover, most companies indicate that if customers have home insurance, which typically covers flood damage, they will assist in processing claims, further reducing the impact of losses.	
Finance	MTC	MTC, despite having over 100-200 branches in Chiang Mai and Chiang Rai, has only temporarily closed 10-20 branches.	Limited impact
	SAWAD	SAWAD has only a few branches in the northern region.	Limited impact
	TIDLOR	TIDLOR confirms that the loans issued in Chiang Mai and Chiang Rai provinces account for less than 2%, and not all customers are affected.	Limited impact
	SAK	Although most of its branches are in the upper and central northern regions, some branches, particularly in Chiang Mai (a tourist destination rather than an agricultural area) have temporarily closed.	Limited impact
Property	ORN	All residential properties for sale are located in Chiang Mai including low-rise and condos totaling 23 ongoing projects.	The flooding has affected its two condos on Chang Klan road and the water has risen in both projects. However, ORN has taken out insurance to cover all possible damages sufficiently.
	SPALI	There are a total of eight ongoing projects in Chiang Mai, comprising seven low-rises and one condo.	The water has not risen in all projects, but it might affect the housing demand and presales in the short term.
	SIRI	There are a total of five ongoing projects in Chiang Mai, comprising three low-rises and two condos.	The water has not risen in all projects, but it might affect the housing demand and presales in the short term.
	CPN	Out of a total 42 shopping malls, CPN has five malls in the northern region of Thailand including Central Chiangmai Airport, Central Chiangmai, Central Chiangrai, Central Phitsanulok, and Central Lampang. Up to the present, CPN's malls have been not affected by the flooding, and their malls are still open as usual. Some branches may close a bit earlier depending on the situation. However, the flooding in the nearby areas has resulted in lighter traffic than usual, but the overall impact is still quite limited.	Limited impact
Electronics	HANA	Flood warnings are currently in effect for the two subdistricts in Lamphun - Umong and Nong Chang Khuen (bordering Chiang Mai). If the floodwater reaches Ban Klang and Pa Sak, it will be concerning for HANA. HANA has two factories in Lamphun: the first is located in the Northern Industrial Estate in Ban Klang, and the second is in the Saha Pathana Industry Park in Pa Sak. Together, these two factories account for 50% of HANA's total revenue, making them the main plants. Currently, they are not flooded, but we need to monitor the movement of the water mass over the next 1-2 days.	No impact yet
	DELTA	DELTA has factories located in the Bang Pu Industrial Estate in Samut Prakan and the Welgrow Industrial Estate in Chachoengsao. Currently, these areas are not in high-risk zones.	No impact yet
	KCE	KCE has two factories located in the Lat Krabang Industrial Estate in Bangkok and the Hi-Tech Industrial Estate in Ayutthaya. Currently, there are no flood warnings in effect, but Ayutthaya is considered a risk area due to previous flooding incidents.	No impact yet
Hotel	MINT	Only one managed hotel, Anantara Chiang Mai Resort has been impacted. The hotel has insurance to cover both property damage and business interruption.	Limited impact
	ERW	Three Hop Inn hotels are in Chiang Mai. However, the hotels are not affected by water.	Limited impact
	CENTEL	Only one managed hotel in Chiang Mai and has no affect from water.	Limited impact
	AWC	Three hotels and one retail in Chiang Mai. Melia has taken water in multiple areas and guests have been moved to other hotels. Marriott and Intercontinental are not affected by water.	Revenue contribution from hotels and retail in Chiang Mai was 5% in 2023 and 6% in 2Q24
Healthcare	BDMS	Bangkok Chiang Mai is surrounded by water, but the hospital is not affected.	Limited impact
	BCH	KH Maesai is surrounded by water, but the hospital is not affected. The revenue contribution is only 1% of total revenue.	Limited impact
Commerce	GLOBAL	GLOBAL's Chiang Mai branch experienced some flooding and was closed for about 3-4 days but has since reopened. The damage is expected to be minimal, and all is covered by insurance.	Limited impact
	CPALL	Smaller branches (CVS) have been impacted, but typically they are able to reopen within 2-3 days.	Limited impact
	CPAXT	Only the CVS format "Go Fresh" has been impacted; about 7 stores of Lotus's Go Fresh	Limited impact

Source: FSSIA summarize

## CHAROEN POKPHAND FOODS (CPF TB) - Expect 3Q to reach 16-quarter high; Maintain BUY TP THB28.00

### Expect 3Q24 profit to be stronger and reach a 16-quarter high

We anticipate a 3Q24 net profit of THB7.2b (+4.7% q-q, turning around from a loss in 3Q23), supported by rising meat prices. Chinese pork prices rose by 18.5% q-q and 21% y-y, while Thai pork prices rose by 3% q-q and 14% y-y in the quarter. In contrast, Vietnamese pork prices have stabilized q-q due to ongoing African Swine Fever (ASF), leading to a short-term release of pigs. Thai chicken prices, however, have declined by 1.4% q-q due to flooding, which has weakened demand. Overall, meat prices are still above the breakeven prices, benefiting both the business in Thailand and the share of profits from Chinese pork, which should continue to rise.

### Low raw material costs support gross margin

We expect the 3Q24 gross margin to remain strong at 15.2%, similar to 2Q24, and up from 10.8% in 3Q23 due to improved meat prices, while raw material costs remain low. Although the average corn price rose by 9.8% q-q and 3% y-y to THB12/kg in 3Q24, CPF has existing low-cost stock. Recently, corn prices have decreased to THB10/kg as supply has increased. Meanwhile, 3Q24 soybean meal prices continued to decline by 3.6% q-q and currently in 4QTD are down 4.9% q-q to THB19.5/kg.

### Profit may pass the peak in 2024

Meat prices in 4QTD have started to soften, led by Thai chicken, which recently dropped to THB38-39/kg (-10% q-q). Thai pork is at THB71/kg (-1% q-q) due to the vegetarian festival, flooding, and increased supply, and Chinese pork is at RMB17.4/kg (-11% q-q), which remains above the breakeven price. Therefore, we expect 4Q24 profit to soften q-q along with the declining meat prices and the low season. We have increased our 2024E core profit by 29% to THB17b. Nonetheless, we have a more conservative outlook on meat prices for 2025 following increased production and a slight decline or stabilization in raw material prices, prompting us to lower our 2025 profit forecast by 16% to THB14b.

### Retain BUY rating, but with a more conservative outlook

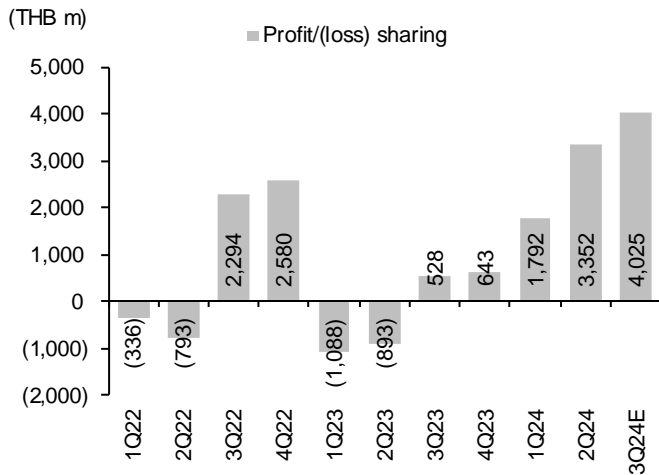
We roll forward our TP to 2025 at THB28, based on a P/E ratio of 17x, still offering a 12% upside. We maintain our BUY rating. However, with the recent signals of softening meat prices in the short term, we are less enthusiastic about the meat sector. We see the possibility that 3Q24 profit may peak in this cycle. The upside for next year's profits will largely depend on demand and whether it can improve to support the meat prices.

### Exhibit 2: CPF – 3Q24 earnings preview

	3Q23	4Q23	1Q24	2Q24	3Q24E	---- Change ----		2023	2024E	Change	9M24E	%9M24E
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)	(THB m)	to 2024E
Sales	144,498	147,319	140,037	149,498	159,237	6.5	10.2	585,844	599,211	2.3	448,772	74.9
Cost of sales	128,940	133,750	123,228	126,484	135,033	6.8	4.7	524,643	514,123	(2.0)	384,745	74.8
Gross profit	15,558	13,569	16,809	23,013	24,204	5.2	55.6	61,201	85,088	39.0	64,027	75.2
SG&A	14,079	15,141	12,178	12,760	12,898	1.1	(8.4)	55,875	50,933	(8.8)	37,836	74.3
Operating profit	2,364	(3,200)	5,297	10,953	12,006	9.6	407.8	6,435	36,792	471.7	28,256	76.8
Interest expense	6,377	6,903	6,182	6,276	6,300	0.4	(1.2)	25,506	24,633	(3.4)	18,757	76.1
Tax expense	(115)	163	550	2,046	2,453	19.9	nm	600	6,536	988.8	5,049	77.3
Profit (loss) sharing	528	643	1,792	3,352	4,025	20.1	662.4	(810)	12,669	nm	9,169	72.4
Biological gain (loss)	319	(1,169)	464	1,427	530	(62.9)	66.0	724	2,421	234.3	2,422	100.0
Other gain (loss)	1,603	5,062	330	135	0	nm	nm	16,068	232	(98.6)	465	nm
Reported net profit	(1,811)	121	1,152	6,924	7,248	4.7	nm	(5,207)	19,919	nm	15,324	76.9
Core profit	(3,733)	(10,877)	358	5,595	6,718	20.1	nm	(22,000)	17,266	nm	12,670	73.4
<b>Key ratios (%)</b>						<b>(ppt)</b>	<b>(ppt)</b>					
Gross margin	10.8	9.2	12.0	15.4	15.2	(0.2)	4.4	10.4	14.2	3.8	14.3	
SG&A to sales	9.7	10.3	8.7	8.5	8.1	(0.4)	(1.6)	9.5	8.5	(1.0)	8.4	
Operating margin	1.6	(2.2)	3.8	7.3	7.5	0.2	5.9	1.1	6.1	5.0	6.3	
Net margin	(1.3)	0.1	0.8	4.6	4.6	(0.1)	5.8	(0.9)	3.3	4.2	3.4	
Core margin	(2.6)	(7.4)	0.3	3.7	4.2	0.5	6.8	(3.8)	2.9	6.6	2.8	
<b>Operating statistics (THB/kg)</b>												
Broiler price-TH	36.6	37.9	40.8	43.6	43.0	(1.4)	17.5	39.5	41.6	5.4	42.2	
Swine price-TH	62.7	62.3	66.3	69.3	71.5	3.1	14.0	70.5	69.5	(1.4)	67.8	
Corn price-TH	11.7	10.4	10.9	10.9	12.0	9.8	3.0	12.1	11.0	(8.9)	10.9	
Soybean meal price-TH	21.5	22.0	22.2	21.3	20.5	(3.6)	(4.7)	22.7	20.9	(8.2)	21.7	
Swine price-VN (VND/kg.)	57,023	47,082	53,400	62,848	62,500	(0.6)	9.6	52,311	60,437	15.5	58,124	
Swine price-CH (RMB/kg.)	16.1	15.3	14.6	16.5	19.5	18.5	21.1	15.3	17.0	11.4	15.5	

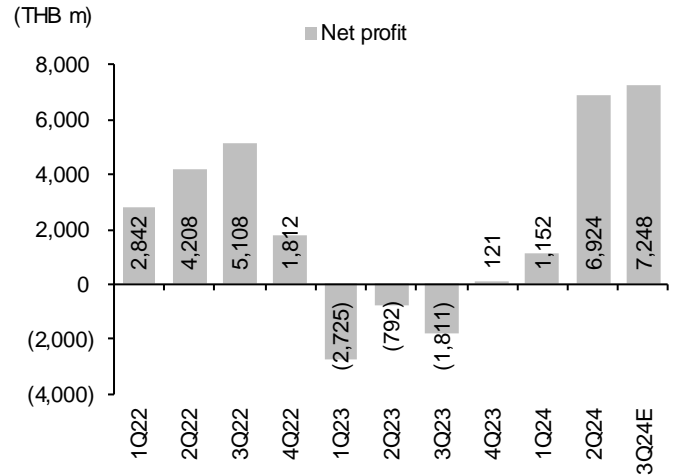
Sources: CPF, FSSIA estimates

Exhibit 3: Share of profit/(loss)



Sources: CPF, FSSIA estimates

Exhibit 4: Quarterly net profit



Sources: CPF, FSSIA estimates

Exhibit 5: Changes in key assumptions for CPF

	Current			Previous			Change		
	2024E	2025E	2026E	2024E	2025E	2026E	2024E	2025E	2026E
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(%)	(%)	(%)
Total revenue	599,211	612,685	637,499	599,211	627,513	652,922	0.0	(2.4)	(2.4)
Cost of sales	514,123	533,649	554,624	522,512	546,563	568,042	(1.6)	(2.4)	(2.4)
Gross profit	85,088	79,036	82,875	76,699	80,949	84,880	10.9	(2.4)	(2.4)
SG&A expenses	50,933	52,078	54,187	53,330	55,849	58,110	(4.5)	(6.8)	(6.8)
Operating profit	36,792	30,328	31,875	28,163	30,121	31,993	30.6	0.7	(0.4)
Other income	2,637	3,370	3,187	4,794	5,020	5,223	(45.0)	(32.9)	(39.0)
Interest expense	24,633	25,184	25,212	24,633	24,988	25,212	0.0	0.8	0.0
Profit (loss) sharing	12,669	12,875	13,549	9,530	11,689	13,052	32.9	10.1	3.8
- CPALL	8,038	9,332	10,506	8,038	9,332	10,506	0.0	0.0	0.0
Reported net profit	19,919	14,057	15,337	14,112	16,780	19,676	41.1	(16.2)	(22.1)
Core profit	17,266	14,057	15,337	13,362	16,780	19,676	29.2	(16.2)	(22.1)

Key ratios (%)									
Net profit growth	nm	(29.4)	9.1	nm	18.9	17.3			
Core profit growth	nm	(17.6)	9.1	nm	25.6	17.3			
Gross margin	14.2	12.9	13.0	12.8	12.9	13.0	1.4	(0.0)	0.0
SG&A to sales	8.5	8.5	8.5	8.9	8.9	8.9	(0.4)	(0.4)	(0.4)
Net margin	3.3	2.3	2.4	2.4	2.7	3.0	1.0	(0.4)	(0.6)
Core margin	2.9	2.3	2.4	2.2	2.7	3.0	0.7	(0.4)	(0.6)
Price									
Broiler price-TH (THB/kg)	41.6	40.0	40.0	41.0	42.0	43.0	1.5	(4.8)	(7.0)
Swine price-TH (THB/kg)	69.5	70.0	70.0	72.0	72.0	72.0	(3.5)	(2.8)	(2.8)
Shrimp price-70 unit (THB/kg)	128.0	135.0	135.0	145.0	145.0	145.0	(11.7)	(6.9)	(6.9)
Corn price-TH (THB/kg)	11.0	10.0	10.0	10.0	10.0	10.0	9.8	0.0	0.0
Soybean meal price-TH (THB/kg)	20.9	19.5	19.0	20.5	20.0	19.0	1.8	(2.5)	0.0
Swine price-VN (VND)	60,437	55,000	55,000	55,000	55,000	55,000	9.9	0.0	0.0
Swine price-CH (RMB)	17.0	17.0	17.0	16.0	17.0	18.0	6.2	0.0	(5.6)

Source: FSSIA estimates

## CP AXTRA CPAXT TB) - 3Q24 core profit set to increase y-y; Maintain BUY TP THB42.00

### 3Q24 core profit set to increase y-y

We anticipate a 3Q24 net profit of THB1.9b (-12% q-q, +14% y-y). Excluding one-time expenses of THB290m from the amalgamation (expected to be THB96m net tax) and a derivative loss of THB194m, we project a core profit of THB2.2b (+1% q-q, +29% y-y), driven by sales growth across both business segments. Wholesale (Makro) should have SSSG of 3% in the quarter, with all formats and fresh food leading the growth. Additionally, Makro opened three new stores in 3Q24. We project the retail segment (Lotus) to have SSSG of 3% in both Thailand and Malaysia, despite a net store closure of 22 locations (opened 21 Go Fresh and closed 42 and 1 supermarket). Sales continue to grow due to the larger sales space at Go Fresh stores.

### Fresh food to drive GPM, and SG&A still increasing from Makro

The consolidated GPM from sales should increase by 40bps y-y to 14.1% in 3Q24 due to a greater focus on fresh food and improved sales in the high-margin dry food segment for both wholesale and retail. However, we expect SG&A expenses to rise by 3% y-y, mainly due to Makro's omnichannel and new distribution center costs.

### Revise up our 2025-26E by 3.8% and 5% to factor in synergy benefits

We have slightly adjusted our 2024 forecast down by 2%, reflecting the lower-than-expected service and rental income, with a core profit of THB10.4b (+19% y-y). For 2025-26, we have increased our forecast by 3.8% and 5.0%, respectively, incorporating the synergy benefits from the amalgamation, which are expected to contribute THB4b (discount from management's guidance of THB5b) over three years (split evenly between SG&A cost reductions and CAPEX savings).

### Maintain our BUY call, roll over DCF-TP to 2025 at THB42

After factoring in the synergies, we roll over our DCF-based target price to 2025 with a new target price of THB42/share, and maintain our BUY call. We expect the synergy benefits from the amalgamation to amount to THB4b, primarily from operational cost savings (THB2b) and CAPEX reductions (THB2b).

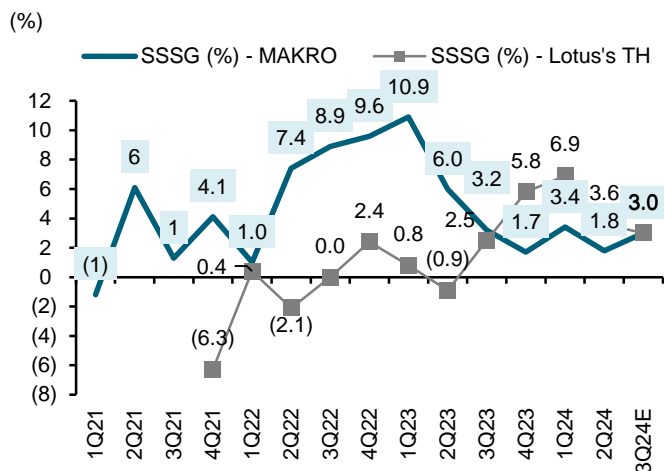
### Exhibit 6: CPAXT – 3Q24 results preview

Year to Dec 31	3Q23 (THB m)	4Q23 (THB m)	1Q24 (THB m)	2Q24 (THB m)	3Q24E (THB m)	Change (q-q%)	Change (y-y%)	9M24E (THB m)	Change (y-y %)	9M24E (%24E)	2024E (THB m)	Change (y-y %)
<b>Total revenue</b>	<b>118,837</b>	<b>127,637</b>	<b>126,157</b>	<b>126,223</b>	<b>125,712</b>	<b>(0)</b>	<b>6</b>	<b>378,092</b>	<b>5</b>	<b>74</b>	<b>510,179</b>	<b>5</b>
- Retail sales	113,838	122,371	121,182	121,374	120,800	(0)	6	363,356	6	74	489,698	5
- Service income	1,405	1,599	1,452	1,275	1,291	1	(8)	4,018	(7)	70	5,741	(3)
- Rental and rendering	3,594	3,667	3,523	3,574	3,622	1	1	10,718	1	73	14,739	3
<b>Gross profit</b>	<b>18,930</b>	<b>20,793</b>	<b>20,454</b>	<b>20,316</b>	<b>20,119</b>	<b>(1)</b>	<b>6</b>	<b>60,890</b>	<b>6</b>	<b>73</b>	<b>83,085</b>	<b>6</b>
Operating costs	(16,263)	(16,292)	(16,838)	(16,919)	(16,683)	(1)	3	(50,440)	4	74	(68,319)	5
<b>Operating profit</b>	<b>2,667</b>	<b>4,501</b>	<b>3,616</b>	<b>3,397</b>	<b>3,437</b>	<b>1</b>	<b>29</b>	<b>10,450</b>	<b>20</b>	<b>71</b>	<b>14,766</b>	<b>12</b>
Other income	665	976	863	733	725	(1)	9	2,320	(7)	68	3,407	(2)
<b>EBIT</b>	<b>3,332</b>	<b>5,477</b>	<b>4,479</b>	<b>4,130</b>	<b>4,161</b>	<b>1</b>	<b>25</b>	<b>12,770</b>	<b>14</b>	<b>70</b>	<b>18,173</b>	<b>9</b>
Interest expense	(1,403)	(1,451)	(1,414)	(1,449)	(1,441)	(1)	3	(4,304)	(12)	75	(5,730)	(9)
Profit before tax	1,929	4,025	3,065	2,681	2,721	1	41	8,466	33	68	12,444	20
Tax	(448)	(912)	(765)	(663)	(673)	1	50	(2,101)	29	73	(2,862)	13
Associates	185	168	174	149	150	1	(19)	473	(18)	58	811	9
Minority interests	11	1	7	9	9	0	(16)	26	(35)	64	41	0
Non-recurring items	(39)	0	0	0	(290)	n/a	644	(290)	112	n/a	0	(100)
Reported net profit	1,677	3,282	2,481	2,176	1,917	(12)	14	6,574	23	63	10,434	21
<b>Recurring net profit</b>	<b>1,716</b>	<b>3,282</b>	<b>2,481</b>	<b>2,176</b>	<b>2,207</b>	<b>1</b>	<b>29</b>	<b>6,865</b>	<b>25</b>	<b>66</b>	<b>10,434</b>	<b>19</b>
EPS (THB)	0.16	0.31	0.24	0.21	0.18	(12)	14	0.63	23	63	1.00	21
<b>Recurring EPS (THB)</b>	<b>0.16</b>	<b>0.31</b>	<b>0.24</b>	<b>0.21</b>	<b>0.21</b>	<b>(0)</b>	<b>27</b>	<b>0.66</b>	<b>24</b>	<b>65</b>	<b>1.00</b>	<b>19</b>
<b>Key Ratios (%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(ppt)</b>		<b>(%)</b>	
Gross profit margin from sales	13.7	14.0	14.1	14.1	14.1	(0.0)	0.4	14.1	(3.6)		14.1	0.3
Gross profit margin	15.9	16.3	16.2	16.1	16.0	(0.1)	0.1	16.1	0.1		16.3	0.2
Operating margin	2.2	3.5	2.9	2.7	2.7	0.0	0.5	2.8	0.3		2.9	0.2
Recurring net margin	1.4	2.6	2.0	1.7	1.8	0.0	0.3	1.8	0.3		2.0	0.2
SG&A / Revenue	13.6	12.7	13.3	13.3	13.2	(0.1)	(0.4)	13.3	(0.9)		13.3	0.0
<b>Operating statistics</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>				<b>(%)</b>	
SSSG (%) - MAKRO	3.2	1.7	3.4	1.8	3.0	1.2	(0.2)				3.0	
SSSG (%) - Retail business	n/a	5.5	7.1	3.5	3.0	(0.5)	n/a				3.0	
SSSG (%) - Lotus's TH	2.5	5.8	6.9	3.6	3.0	(0.6)	0.5				3.0	
SSSG (%) - Lotus's ML	0.6	3.6	8.4	3.1	3.0	(0.1)	2.4				3.0	
Number of stores (Wholesales) (no.)	164	168	169	170	173							
Number of stores (Lotus) (no.)	2,525	2,522	2,517	2,520	2,498							

Sources: CPAXT; FSSIA estimates

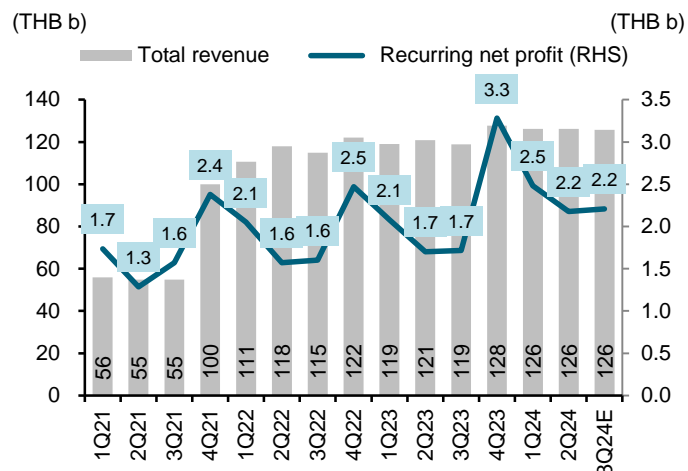


Exhibit 7: Solid SSSG for two business units



Sources: CPAXT; FSSIA estimates

Exhibit 8: Revenue and recurring net profit



Sources: CPAXT; FSSIA estimates

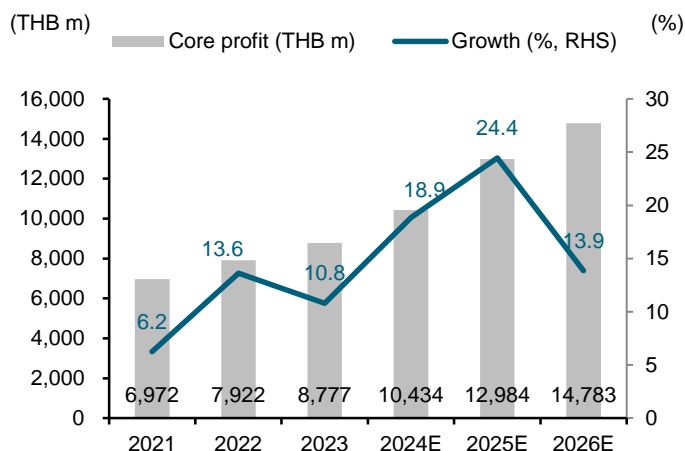
Exhibit 9: Changes in key assumptions

	Current			Previous			Change		
	2024E	2025E	2026E	2024E	2025E	2026E	2024E	2025E	2026E
Total revenue (THB m)	510,179	529,349	548,909	510,590	529,777	549,574	(0.1)	(0.1)	(0.1)
SSSG MAKRO (%)	3.0	3.0	3.0	3.0	3.0	3.0	0.0	0.0	0.0
SSSG Lotus-TH (%)	3.0	3.0	3.0	3.0	3.0	3.0	0.0	0.0	0.0
SSSG Lotus-ML (%)	3.0	3.0	3.0	3.0	3.0	3.0	0.0	0.0	0.0
New stores growth - MAKRO (%)	4.8	4.0	3.8	4.8	4.0	3.8	0	0	0
New stores growth - Lotus's (%)	4.5	4.3	4.1	4.5	4.3	4.1	0	0	0
Gross margin (%)	16.3	16.5	16.7	16.3	16.5	16.7	0.0	0.0	0.0
Gross margin - MAKRO (%)	10.6	10.8	11.0	10.6	10.8	11.0	0.0	0.0	0.0
Gross margin - Lotus's (%)	18.5	18.7	18.8	18.5	18.7	18.8	0.0	0.0	0.0
SG&A expenses to total revenues (%)	13.3	13.1	13.0	13.3	13.2	13.1	0.0	(0.1)	(0.1)
Core profit (THB m)	10,433	12,983	14,783	10,653	12,512	14,080	(2.1)	3.8	5.0

Note: Adjusted our 2024 forecast down by 2%, reflecting lower-than-expected service and rental income. For 2025-26, we have increased our forecast by 3.8% and 5.0%, respectively, incorporating the synergy benefits from the amalgamation.

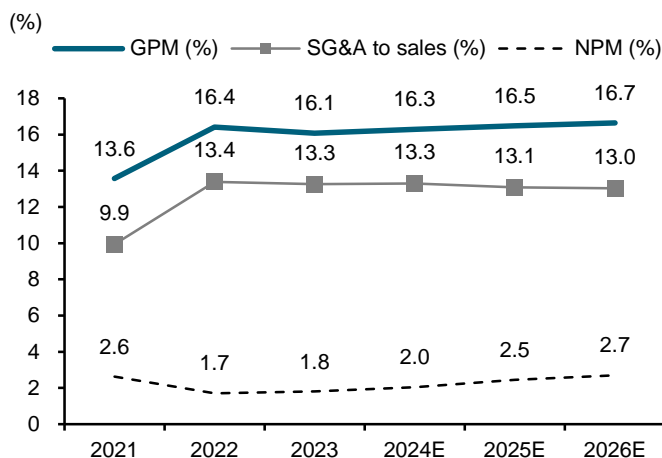
Source: FSSIA estimates

Exhibit 10: Yearly core profit



Sources: CPAXT; FSSIA estimates

Exhibit 11: Profitability



Sources: CPAXT; FSSIA estimates

## AEON THANA SINSAP (THAILAND) (AEONTS TB) - 2Q24 profit beats expectations; asset quality worsens; Maintain HOLD TP THB142.00

### 2QFY24 profit significantly beat our estimate and consensus

AEONTS surprised the market with an impressive 2QFY24 net profit which jumped 56.8% q-q, although it still decreased by 2.4% y-y, amounting to THB822m. This figure beat our estimate and the BBG consensus by 12% and 18%, respectively. The better-than-expected non-NII (from higher gains on debt sales and bad debt recovery) was a crucial driver this quarter, while NII aligned with expectations. PPOP rose to THB3.02b, matching our expectation with a 9.6% q-q increase but remaining relatively stable y-y. Loans declined as expected, particularly personal and credit card loans, except for hire purchases, which expanded aggressively. As anticipated, the loan spread increased by 8bp due to higher loan yields, which offset the increased cost of funds. OPEX continued its downtrend, which was consistent with the company's prudent cost-control strategy. Thanks to the higher-than-expected operating income, its cost-to-income ratio finished better than expected at 37.3%.

### Asset quality turned negative following slower debt write-offs

The asset quality was worse than expected. The 2QFY24 NPL ratio rose to 5.80% vs 5.39% in 1QFY24 due to a slower pace of bad debt write-offs, following a greater emphasis on assisting debtors through more debt restructuring. However, this action did not increase its stage 2 loans as expected; the ratio was relatively stable at 3.0% in 2QFY24. Unluckily for the company, a reduction in credit costs to 8.70% (including THB100-200m management overlay expected for flooding impact) vs 9.15% in 1QFY24 (200m management overlay for the expected credit card minimum payment rise to 10%) lowered its coverage ratio to 159% from 168% in 1QFY24.

### Lower FY24-26 profit forecast following lower loan growth

We have trimmed our FY24-26E net profit by 5.6-8.7%, leading to growth at 2.5% CAGR to reflect the expected lower loan growth and higher credit costs. Despite our assumed higher spread and non-NII growth in FY24, it is not enough to offset the adverse effects, with net profit projected to contract by 9.1% y-y. However, we expect the FY25-26 net profit to recover by 8.8% y-y and 9.0% y-y, respectively, on a loan growth recovery and lower credit costs.

### Reiterate our HOLD call; FY24 TP cut to THB142

We reiterate our HOLD call but lower our FY24 GGM-TP to THB142 (from THB145), implying a P/BV of 1.35x (from 1.38x) under the expected L-T ROE of 12.5% (from 12.7%) and COE of 10%.

The Chairman of The Board of Directors of Finansia Syrus Securities PCL is also AEONTS's Director.

### Exhibit 12: AEONTS – 2QFY24 operations summary

AEONTS	2QFY23 (THB m)	3QFY23 (THB m)	4QFY23 (THB m)	1QFY24 (THB m)	2QFY24 (THB m)	---- Change ----		1HFY24 (THB m)	Change (y-y%)	% of FY24E	FY24E (THB m)	Change (y-y%)
						(q-q%)	(y-y%)					
Interest income	4,770	4,650	4,622	4,657	4,684	0.6	(1.8)	9,420	(0.8)	50	18,904	0.7
Interest expense	574	511	550	558	558	(0.1)	(2.8)	1,085	(1.4)	50	2,182	0.9
Net interest income	4,196	4,139	4,072	4,098	4,126	0.7	(1.7)	8,334	(0.7)	50	16,722	0.7
Non-interest income	907	755	793	851	1,030	21.1	13.6	1,662	1.3	45	3,657	14.7
Operating income	5,102	4,894	4,866	4,949	5,156	4.2	1.1	9,996	(0.4)	49	20,378	3.0
Operating expenses	2,071	2,114	2,183	2,188	2,132	(2.6)	2.9	4,185	2.0	49	8,625	2.8
PPOP	3,031	2,780	2,682	2,760	3,024	9.6	(0.2)	5,811	(2.0)	49	11,753	3.1
Expected credit loss	1,949	1,899	1,298	2,089	1,986	(4.9)	1.9	3,848	(4.8)	48	7,949	9.8
Profit before tax	1,082	881	1,394	672	1,039	54.7	(4.0)	1,963	4.0	52	3,796	(8.8)
Income tax expense	218	171	273	132	207	56.6	(5.1)	389	2.6	52	751	(8.8)
<b>Net profit</b>	<b>842</b>	<b>706</b>	<b>1,093</b>	<b>524</b>	<b>822</b>	<b>56.8</b>	<b>(2.4)</b>	<b>1,548</b>	<b>6.1</b>	<b>52</b>	<b>2,962</b>	<b>(9.1)</b>
EPS (THB)	3.37	2.82	4.37	2.10	3.29	56.8	(2.4)	6.19	6.1	52	11.85	(9.1)
<b>Key balance sheet highlights</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>(y-y%)</b>		<b>(THB m)</b>	<b>(y-y%)</b>
Loan - gross	93,886	93,814	91,231	91,382	91,320	(0.1)	(2.7)	91,320	(2.7)		92,368	1.2
Interest bearing debt	65,621	65,624	63,204	64,322	62,121	(3.4)	(5.3)	62,121	(5.3)		60,175	(4.8)
<b>Leverage ratio</b>	<b>(x)</b>	<b>(x)</b>	<b>(x)</b>	<b>(x)</b>	<b>(x)</b>			<b>(x)</b>			<b>(x)</b>	
IBD/E (x)	2.78	2.77	2.58	2.55	2.48			2.48			2.30	
D/E (x)	2.99	2.95	2.76	2.73	2.71			2.71			2.48	
<b>Asset quality ratio</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>			<b>(%)</b>			<b>(%)</b>	
Gross NPLs (THB m)	5,810	5,854	4,534	4,931	5,296	7.4	(8.9)	5,296	(8.9)		5,361	18.2
NPL ratio	6.18	6.23	4.97	5.39	5.80			5.80			5.80	
Coverage ratio - LLR/ NPLs	174	162	183	168	159			159			154	
Credit cost	8.31	8.10	5.61	9.15	8.70			8.92			8.66	
LLR/TL	10.74	10.11	9.08	9.07	9.20			9.20			8.92	
<b>Profitability ratios</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>			<b>(%)</b>			<b>(%)</b>	
Cost-to-income ratio	36.46	39.11	40.21	39.70	37.31			38.49			38.23	
Yield on loans	20.34	19.82	19.98	20.40	20.51			20.17			20.59	
Cost of funds	3.52	3.12	3.41	3.50	3.53			3.50			3.54	
Spreads	16.82	16.70	16.57	16.90	16.98			16.68			17.06	
Net interest margin (NIM)	17.89	17.64	17.61	17.95	18.07			21.59			18.22	
ROE	14.34	11.93	18.16	8.44	13.07			12.06			11.70	
ROA	3.56	2.98	4.68	2.24	3.48			2.87			3.21	
<b>Loan growth</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>			<b>(%)</b>			<b>(%)</b>	
Loan growth q-q	0.2	(0.1)	(2.8)	0.2	(0.1)							
y-y	(0.0)	(1.3)	(2.8)	(2.5)	(2.7)			(2.7)			1.2	
YTD	0.0	(0.1)	(2.8)	0.2	(1.7)			(1.7)				

Sources: AEONTS; FSSIA estimates



## Exhibit 13: Quarterly loan growth, 1QFY22-2QFY24

	1QFY22 (THBm)	2QFY22 (THBm)	3QFY22 (THBm)	4QFY22 (THBm)	1QFY23 (THBm)	2QFY23 (THBm)	3QFY23 (THBm)	4QFY23E (THBm)	1QFY24 (THBm)	2QFY24 (THBm)
Hire purchase receivables	5,641	5,495	5,645	5,511	5,712	6,009	6,343	6,647	7,567	8,217
%q-q	-4.3%	-2.6%	2.7%	-2.4%	3.6%	5.2%	5.6%	4.8%	13.8%	8.6%
%y-y	-8.0%	-7.6%	-6.9%	-6.5%	1.3%	9.4%	12.4%	20.6%	32.5%	36.7%
%YTD	-4.3%	-6.7%	-4.2%	-6.5%	3.6%	9.0%	15.1%	20.6%	37.3%	49.1%
Personal loans	46,194	46,218	45,982	44,878	44,361	43,999	43,975	43,421	43,639	43,679
%q-q	1.1%	0.1%	-0.5%	-2.4%	-1.2%	-0.8%	-0.1%	-1.3%	0.5%	0.1%
%y-y	3.0%	2.8%	0.8%	-1.8%	-4.0%	-4.8%	-4.4%	-3.2%	-1.6%	-0.7%
%YTD	1.1%	1.1%	0.6%	-1.8%	-1.2%	-2.0%	-2.0%	-3.2%	-2.8%	-2.7%
Credit card receivables	40,807	42,181	43,399	43,474	43,649	43,879	43,496	41,162	40,177	39,424
%q-q	3.8%	3.4%	2.9%	0.2%	0.4%	0.5%	-0.9%	-5.4%	-2.4%	-1.9%
%y-y	14.7%	16.9%	14.9%	10.6%	7.0%	4.0%	0.2%	-5.3%	-8.0%	-10.2%
%YTD	3.8%	7.3%	10.4%	10.6%	0.4%	0.9%	0.0%	-5.3%	-7.6%	-9.3%
Total loans	92,641	93,894	95,026	93,864	93,721	93,886	93,814	91,231	91,382	91,320
%q-q	1.9%	1.4%	1.2%	-1.2%	-0.2%	0.2%	-0.1%	-2.8%	0.2%	-0.1%
%y-y	7.0%	7.9%	6.2%	3.2%	1.2%	0.0%	-1.3%	-2.8%	-2.5%	-2.7%
%YTD	1.9%	3.3%	4.5%	3.2%	-0.2%	0.0%	-0.1%	-2.8%	-2.6%	-2.7%

Sources: AEONTS; FSSIA's compilation

## Exhibit 14: FY2024-26 earnings revisions

	Current			Previous			Change		
	2024E (%)	2025E (%)	2026E (%)	2024E (%)	2025E (%)	2026E (%)	2024E (%)	2025E (%)	2026E (%)
Net profit (THB m)	2,962	3,224	3,514	3,245	3,440	3,721	(8.7)	(6.3)	(5.6)
EPS (THB)	11.85	12.89	14.06	12.98	13.76	14.88	(8.7)	(6.3)	(5.6)
Target price (THB)	142			145			(2.1)		
FY2024 P/BV (x)	1.35			1.38					
Net profit growth (%)	(9.1)	8.8	9.0	(0.4)	6.0	8.2			
Spread (%)	17.06	16.78	16.70	16.66	16.76	16.74			
Loan growth (%)	1.2	3.6	6.3	7.0	8.8	8.9			
NII growth (%)	0.7	1.3	4.7	0.7	8.8	8.8			
Insurance brokerage income (%)	3.0	3.0	3.0	3.0	3.0	3.0			
Non-NII growth (%)	14.7	(0.4)	(4.5)	(0.5)	1.1	1.1			
Credit cost (bp)	866	825	784	750	750	740			
Cost to income (%)	38.2	38.3	38.3	38.3	38.2	38.2			
NPL ratio	5.80	5.50	5.50	5.20	5.50	5.50			

Source: FSSIA estimates

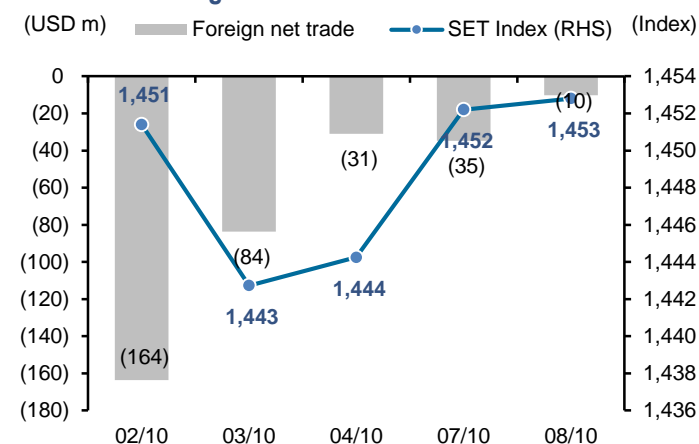
## Economic news

- [Trump firm 'to develop \\$1.5bn golf resort in Vietnam'](#) BANGKOK POST: HANOI - The Vietnamese real estate developer Kinhbac City (KBC) said on Tuesday that its subsidiary would partner with The Trump Organization to develop a \$1.5-billion golf and hotel project in northern Vietnam. A memorandum of understanding between the two companies was signed in late September during the visit by Vietnamese President To Lam to the United States, KBC said in a statement. The project in Hung Yen province consists two 54-hole golf course systems, together with a network of hotels and resorts and a modern residential complex, the statement added. "We are excited to enter this dynamic market. Vietnam has potential in the luxury hotel and entertainment industry," Eric Trump, executive vice-president of The Trump Organization and the second son of former US president Donald Trump, was quoted as saying in the statement. It did not provide a timeframe for construction of the project.
- [Ex-banker warns against central bank meddling](#) BANGKOK POST: The government's attempts to influence the appointment of a new central bank chairman could lead to "disastrous consequences" for Southeast Asia's second-largest economy, according to a former Bank of Thailand (BoT) governor. Tarisa Watanagase, the country's first female central bank governor, said the push to appoint a government nominee as the BoT chairman will affect the independence of the monetary authority. Her comments come as local media reported that a panel of retired bureaucrats and regulators will meet on Tuesday to select the chairman and two board members from a roster put forward by the Finance Ministry and the central bank. Both have been at loggerheads over monetary and fiscal policies for almost a year. "In the past, the selection committees for important positions of the Bank of Thailand have performed their duties independently and have not accepted interference," Ms Tarisa wrote in an open letter published Monday. "No one wants to be recorded in history as people responsible for bringing the Thai economy to the first step of disaster."
- [EV firms seek easing of manufacturing conditions](#) BANGKOK POST: The National Electric Vehicle Policy Committee will be asked to consider easing EV manufacturing requirements by allowing manufacturers, notably Chinese EV makers, to reduce their production output due to sluggish car sales, says the Federation of Thai Industries (FTI). Automakers who were granted incentives under the EV3.0 scheme are required to assemble EVs locally from 2024 and meet production targets set by the government. EV3.0 refers to a package of incentives including lower excise tax and import duties as well as subsidies to promote EV consumption and production between 2022 and 2023. Chinese firms are preparing to push ahead with their request to relax the requirements, pending the National Electric Vehicle Policy Committee, chaired by Prime Minister Paetongtarn Shinawatra, to call a meeting.
- [10m tourist arrivals sought in final quarter to reach target](#) BANGKOK POST: The fourth quarter will require at least 10.1 million foreign tourist arrivals, or a 25% year-on-year increase, in order to reach the 36.7 million tourists targeted for 2024, according to the Tourism Authority of Thailand (TAT). TAT governor Thapanee Kiatphaibool said attracting at least 3.5 million foreign arrivals per month during the last three months of the year remains achievable, attributed to numerous promotions, events and an increase in seat capacity, particularly from new routes. The country recorded 26.6 million foreign arrivals for the year to Oct 5, a 30% increase from the same period in 2023, the Ministry of Tourism and Sports said. Ms Thapanee said the new inbound flights are from many countries such as China, India, Saudi Arabia, Russia, the UK, Germany, Poland and Australia.
- [Fuel, vegetable prices push up inflation](#) BANGKOK POST: The consumer price index (CPI) rose for a sixth consecutive month in September, up by 0.61% year-on-year, driven by higher prices of diesel and some vegetables. Poonpong Naiyanapakorn, director-general of the Trade Policy and Strategy Office (TPSO), said headline inflation rose 0.61% in September from a year earlier after August's annual increase of 0.35%. He said the rise was mainly based on higher diesel fuel prices and a surge in food prices, especially fresh vegetables, fresh fruit, rice and glutinous rice, due to flooding in agricultural areas. However, the prices of gasohol and gasoline have fallen in line with global oil prices.
- [Thailand consumer outlook hopeful](#) BANGKOK POST: We maintain a positive outlook for consumer spending in Thailand throughout 2024, as growth continues in sectors such as retail, hospitality, tourism and gastronomy. Real household spending (calculated at 2010 prices) is projected to grow by 3.6% year-on-year, decelerating from the 11.2% estimated for 2023 as consumer spending stabilises from the volatility witnessed from 2020-23, induced by Covid lockdowns and a subsequent remarkable recovery. In total, we anticipate spending to exceed 9.2 trillion baht (in 2010 terms) in 2024, supported by a favourable macroeconomic environment. Given the Bank of Thailand's prospective policy to ease interest rates in 2024, in response to controlled inflationary pressures and a robust outlook for the baht, we expect spending levels to remain supported for the year. Total spending in 2024 will also exceed pre-pandemic levels for the first time, suggesting that 2024 will remain crucial for the market's medium-term recovery outlook.

## Corporate news

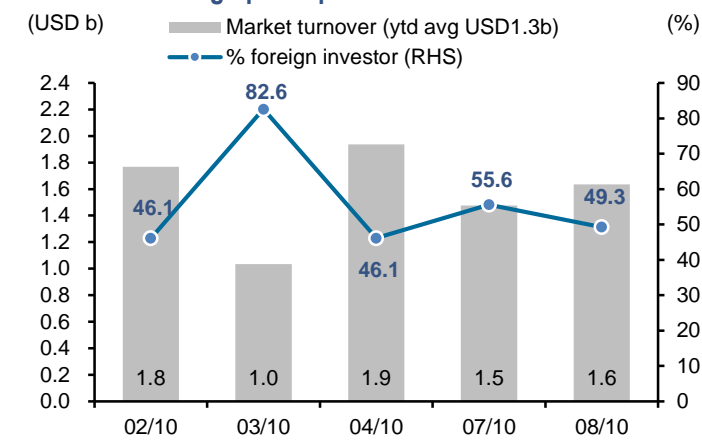
- [Insurers prepare for more global disasters](#) BANGKOK POST: The insurance industry is facing the consequences of growing geopolitical conflicts as well as natural disasters, prompting insurers to prepare for greater business risks, according to participants at the 23rd conference of the Association of Insurers and Reinsurers of Developing Countries (AIRDC). Somporn Suebthawilkul, president of the Thai General Insurance Association (TGIA), said natural disasters and geopolitics are the main risks that insurance businesses around the world must pay attention to, and that would require a higher level of risk to manage. "Natural disasters are becoming more severe and occurring all over the world, causing catastrophic damages which are difficult to prevent," he told the conference, which was held in Bangkok for the first time. "At the same time, the risk of war is increasing, pushing insurance companies to be more careful about potential impacts to their businesses. For customers or companies facing higher risks, partly caused to their shipments through high-risk areas, insurers might have to increase insurance premiums or avoid insuring them," he added. Chai Sophonpanich, vice-president of AIRDC and chairman of Bangkok Insurance Plc (BKI), said this year's theme is creating opportunity amid challenges and turmoil, reflecting that the current global insurance landscape is faced with economic uncertainty, technological changes, climate risks and shifting regulations.
- [House prices having less impact than mortgage woes](#) BANGKOK POST: The increase in house prices, driven by rising construction costs, has had a significantly lower impact on prospective homebuyers compared to the difficulty people face in securing mortgage loans, according to property associations. Pornarit Chounchaisit, president of the Thai Real Estate Association, said the rise in costs is part of a global trend, with housing prices increasing in major cities around the world. "The war and its effect on oil prices are driving up construction costs for new housing projects," he said. "Additionally, rising labour costs will be a key factor in pushing prices even higher." While selling homes remains challenging, house prices will rise next year due to the government's plan to raise wages. But the policy will benefit foreign labour, which makes up 50-60% of the workforce, more than helping domestic labour.
- [Banks to tackle high household debt with new measures](#) BANGKOK POST: The Thai Bankers' Association (TBA) is considering additional measures to improve debt restructuring for vulnerable customer segments in an effort to address the country's household debt crisis. According to TBA chairman Payong Srivanich, the association is reviewing debt restructuring measures to strengthen household debt solutions, building on existing tools. The additional measures will be specifically tailored to vulnerable customers, primarily individuals and small and medium-sized enterprises (SMEs), he said. Last week, the TBA discussed household debt solutions with the Bank of Thailand and plans to collaborate with other organisations, including the public sector, regulatory agencies and financial institutions, to develop additional strategies. Mr Payong emphasised that Thailand's high level of household debt is a structural issue for the country requiring long-term cooperation among all stakeholders. The additional proposed measures will aim to improve borrowers' repayment abilities and include short-, medium-, and long-term strategies to sustainably address the problem.
- [SCB X adjusts spotlight to foreign fintech firms](#) BANGKOK POST: SCB X, a leading Thai financial technology group and the holding company of Siam Commercial Bank, is focused on investing in fintech firms across Southeast Asia and beyond, prioritising higher returns on investment over traditional banking ventures. According to chief executive Arthid Nanthawithaya, SCB X continues to expand its portfolio by investing in fintech companies and tech startups abroad through various business models, including partnerships, joint ventures and mergers and acquisitions. The firm is especially interested in fintech firms that can access underbanked segments, including individuals and small businesses. The company allocates its investments across three main groups, with a primary focus on Vietnam and Indonesia as its key markets.
- [Investor confidence surges to all-time high](#) BANGKOK POST: The Federation of Thai Capital Market Organizations' (Fetco) Investor Confidence Index (ICI) hit an all-time high in September, helped by fund inflows, government stimulus measures and the Federal Reserve's interest rate cut. The September ICI, which anticipates market conditions over the next three months, entered a "very bullish" zone at 176, the highest tally since the survey started, said Kobsak Pootrakool, chairman of Fetco. Confidence among retail and institutional investors was in the bullish zone, while that of proprietary and foreign investors was in very bullish territory. Foreign investors' ICI jumped 60% to 200, while that of proprietary, retail and institutional investors surged to 175, 147 and 140, respectively.
- [Central Group, PIF join forces](#) BANGKOK POST: Central Group, Thailand's leading retail, real estate and hospitality conglomerate, has announced its partnership with Saudi Arabia's Public Investment Fund (PIF), following PIF's total buyout of Signa Group's interest in Selfridges Group. According to a statement issued by Central Group, Central Group will own a 60% stake in both Selfridges Group's operating and property companies, while PIF will hold a 40% stake under this new partnership. The deal includes new investment by both Central and PIF to strengthen Selfridges Group's financial position and support the group's future development. Completion of the transaction is subject to customary approvals. Selfridges Group owns and operates 18 luxury department stores in three countries: Selfridges in the UK, de Bijenkorf in the Netherlands, and Brown Thomas and Arnotts in Ireland. The portfolio includes the iconic properties of Selfridges in London's Oxford Street and Selfridges in Manchester's Exchange Square.

Exhibit 15: Foreign fund flow and SET Index



Source: Bloomberg

Exhibit 16: Foreign participation



Source: Bloomberg

Exhibit 17: Index performance

SET Index			Index performance (% change)								
	Index	(%chg)	Energy	Bank	Comu	Commerce	Food	Property	Construct	Transport	Petrochem
% of SET Index			19%	11%	11%	10%	6%	6%	3%	8%	2%
Current	1,452.80	0.0	(0.8)	0.5	(0.4)	0.7	0.1	0.5	(0.9)	0.7	0.3
-5D	1,464.66	(0.8)	(0.3)	(0.4)	(0.1)	(0.3)	0.2	(1.1)	(0.6)	(1.3)	(2.8)
-1M	1,427.64	1.8	(0.1)	(0.7)	3.0	(0.2)	3.1	1.8	(0.8)	2.2	7.3
-3M	1,322.50	9.9	5.8	10.3	23.9	10.4	(0.4)	9.3	3.9	9.5	3.6
-6M	1,375.58	5.6	(3.0)	8.1	29.0	4.8	9.3	(2.5)	(3.6)	(1.6)	(15.6)
-1Y	1,438.45	1.0	(1.7)	2.2	23.8	(4.7)	3.4	(4.2)	(14.2)	(5.2)	(8.8)
WTD	1,444.25	0.6	(0.5)	0.5	0.5	1.9	1.3	1.2	1.0	0.6	0.7
MTD	1,448.83	0.3	0.0	0.6	1.6	0.7	1.8	(0.2)	0.2	(0.2)	(2.8)
QTD	1,448.83	0.3	0.0	0.6	1.6	0.7	1.8	(0.2)	0.2	(0.2)	(2.8)
End of last year	1,415.85	2.6	(4.8)	3.9	31.1	2.9	2.8	(5.6)	(14.5)	3.9	(16.3)

Source: Bloomberg

Exhibit 18: 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)	(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	1,452.80	2.6	35.60	45,162	1,269	(5,507)	3,348	(146)	2,305	319
1Q24	1,377.94	(14.4)	35.67	49,376	1,384	(2,164)	2,185	(81)	(172)	(796)
2Q24	1,300.96	(13.4)	36.71	43,013	1,172	(1,748)	962	58	276	(474)
3Q24	1,448.83	(1.5)	34.78	47,428	1,363	(1,292)	(671)	73	(52)	1,670
4Q24	1,452.80	2.6	33.07	56,021	1,694	(999)	(151)	(48)	575	(570)
Jan-24	1,364.52	(18.4)	35.20	62,067	1,763	(562)	888	25	(42)	(112)
Feb-24	1,370.67	(15.5)	35.85	44,920	1,253	(1,105)	157	(62)	(178)	(429)
Mar-24	1,377.94	(14.4)	35.95	41,142	1,144	(498)	1,140	(44)	48	(255)
Apr-24	1,367.95	(10.5)	36.78	42,530	1,156	(378)	(52)	(56)	(1)	(697)
May-24	1,345.66	(12.3)	36.64	43,600	1,190	(886)	203	92	160	511
Jun-24	1,300.96	(13.4)	36.70	42,908	1,169	(484)	811	22	117	(287)
Jul-24	1,320.86	(15.1)	36.28	36,693	1,011	(306)	134	(19)	(68)	779
Aug-24	1,359.07	(13.2)	34.74	44,784	1,289	(493)	132	(30)	70	762
Sep-24	1,448.83	(1.5)	33.33	60,806	1,824	(492)	(936)	121	(53)	129
Oct-24	1,452.80	5.1	33.07	56,021	1,694	(533)	(151)	(48)	575	(570)
2024YTD	1,452.80	2.6	35.60	45,162	1,269	(6,202)	2,325	2	627	(170)
2/10/2024	1,451.40		32.76	57,904	1,767	(164)	33	(11)	142	(104)
3/10/2024	1,442.73		33.10	57,539	1,739	(84)	20	(19)	83	(109)
4/10/2024	1,444.25		33.04	63,959	1,936	(31)	(65)	(21)	117	(86)
7/10/2024	1,452.20		33.45	49,390	1,477	(35)	(17)	(7)	59	(178)
8/10/2024	1,452.80		33.49	54,746	1,635	(10)	(60)	2	69	(89)

Source: Bloomberg

## Exhibit 19: Upcoming events

Date Time	Event		Survey	Actual	Prior
10/07/2024 10/15	Consumer Confidence Economic	Sep	--	--	50.2
10/07/2024 10/15	Consumer Confidence	Sep	--	--	56.5
10/11/2024 03:30	Gross International Reserves	Oct-04	--	--	\$243.2b
10/11/2024 03:30	Forward Contracts	Oct-04	--	--	\$26.1b
10/16/2024 03:00	BoT Benchmark Interest Rate	Oct-16	2.50%	--	2.50%
10/22/2024 10/25	Car Sales	Sep	--	--	45190
10/23/2024 10/31	Customs Exports YoY	Sep	--	--	7.00%
10/23/2024 10/31	Customs Imports YoY	Sep	--	--	8.90%
10/23/2024 10/31	Customs Trade Balance	Sep	--	--	\$265m
10/25/2024 10/30	Mfg Production Index ISIC NSA YoY	Sep	--	--	-1.91%
10/25/2024 10/30	Capacity Utilization ISIC	Sep	--	--	58.3
10/31/2024 03:00	BoP Current Account Balance	Sep	--	--	\$1362m
10/31/2024 03:30	Exports YoY	Sep	--	--	11.40%
10/31/2024 03:30	Exports	Sep	--	--	\$25999m
10/31/2024 03:30	Imports YoY	Sep	--	--	8.50%
10/31/2024 03:30	Imports	Sep	--	--	\$23557m
10/31/2024 03:30	Trade Balance	Sep	--	--	\$2442m
10/31/2024 03:30	BoP Overall Balance	Sep	--	--	\$2514m
10/31/2024 20:30	S&P Global Thailand PMI Mfg	Oct	--	--	50.4
11/01/2024 03:30	Business Sentiment Index	Oct	--	--	45.7
11/04/2024 22:30	CPI YoY	Oct	--	--	0.61%
11/04/2024 22:30	CPI NSA MoM	Oct	--	--	-0.10%
11/04/2024 22:30	CPI Core YoY	Oct	--	--	0.77%

Source: Bloomberg

## Exhibit 20: Upcoming XR

Symbol	X-Date	Announce Date	Rights for	Subscription Price	Unit	Subscription Ratio (Holding:New)	Subscription Period	Allotted Shares (Shares)
LHSC	16/10/2024	4/10/2024	Common	-	Baht	-	-	-
JSP	17/10/2024	3/10/2024	Warrants	-	Baht	2 : 1	-	237287460
B52	29/10/2024	10/9/2024	Common	0.33	Baht	1.61699 : 1	11/11/2024 - 15/11/2024	456000000
THAI	30/10/2024	25/11/2022	Common	-	Baht	-	-	9822473626
MK	1/11/2024	2/9/2024	Common	2.5	Baht	3 : 1	22/11/2024 - 28/11/2024	363735022
TRC	11/11/2024	15/8/2024	Common	2.4	Baht	3.5 : 1	-	285331752
ACC	15/11/2024	19/9/2024	Common	0.6	Baht	3 : 1	09/12/2024 - 16/12/2024	447685207
B52	4/12/2024	10/9/2024	Warrants	-	Baht	2.05335 : 1	-	700000000
TGE	16/12/2024	1/10/2024	Warrants	-	Baht	20 : 1	-	110000000

Source: SET

## Exhibit 21: Upcoming XM

Symbol	X-Date	Meeting Date	Agenda	Meeting Place / Channel for Inquiry
CFARM	9/10/2024	1/11/2024	To consider and approve the change in the use of proceeds and period for use of proceeds from the Initial Public Offering ("IPO")	To be held electronically (E-EGM) at TANA Room, Novotel Bangkok Bangna Hotel, 333 Srinagarindra Rd, Nong Bon, Prawet, Bangkok 10250
TNH	9/10/2024	20/11/2024	Cash dividend payment	electronic meeting
ADB	10/10/2024	27/11/2024	Acquisition and disposition of assets / Acquisition or Disposition of Assets	via electronic meeting (E-EGM)
DTCENT	11/10/2024	30/10/2024	To consider and approve the amendment of the Company's objectives and Clause 3 of the Memorandum of Association of the Company to be in line with the amendment of the Company's objectives.	Electronic Meetings
IMPACT	11/10/2024	8/11/2024	Connected transaction	Electronics mean
PROEN	11/10/2024	29/11/2024	Capital increase	Via Electronic
RT	11/10/2024	5/11/2024	Capital increase	Electronic Meeting (E-EGM)
CITY	15/10/2024	28/11/2024	Omitted dividend payment	at J Plaza Room, J. Park Hotel Chonburi, 99/8, 99/9 Moo 9, Napa, Muang, Chonburi 20000
JSP	17/10/2024	14/11/2024	Capital increase, The issuance of convertible securities	E-EGM
NRF	17/10/2024	19/11/2024	Connected transaction	electronic meeting (E-AGM)
TGE	21/10/2024	4/12/2024	The issuance of convertible securities, Capital increase	Via electronic media (E-EGM)
PT	22/10/2024	27/11/2024	Acquisition and disposition of assets / Acquisition or Disposition of Assets ,Connected transaction	via electronic method (E-EGM)

Source: SET

## Exhibit 22: Management trading

Company	Management	Securities	Transaction	Shares	Price (THB)	Action	Value (THBm)
KC Property (KC)	Teera Panchamawat	Common Shares	9/30/2024	251,666,660*	0.10	Sell	25.17
KC Property (KC)	Teera Panchamawat	Common Shares	9/30/2024	251,666,660	0.10	Sell	25.17
G-Able (GABLE)	Prapas Uahwatanasakul	Common Shares	10/7/2024	158,800	3.78	Sell	0.60
J.R.W. Utility (JR)	Teeranont Wiwatjesadawut	Common Shares	10/7/2024	11,100	3.34	Buy	0.04
J.R.W. Utility (JR)	Teeranont Wiwatjesadawut	Common Shares	10/7/2024	1,900	3.30	Buy	0.01
Techno Medical (TM)	Prangchai Chanlongbutra	Warrant	10/8/2024	100,000	0.16	Buy	0.02
Techno Medical (TM)	Prangchai Chanlongbutra	Warrant	10/8/2024	140,000	0.16	Buy	0.02
Thai Agro Energy (TAE)	Visit Tantisunthorn	Common Shares	10/3/2024	220,000	0.94	Sell	0.21
Thai Agro Energy (TAE)	Visit Tantisunthorn	Common Shares	10/7/2024	18,200	0.93	Sell	0.02
Thai Mitsuwa (TMW)	Hirokazu Tsuruhara	Common Shares	10/7/2024	2,200	64.75	Buy	0.14
Neo Corporate (NEO)	Nissara Thakolsri	Common Shares	10/8/2024	600	42.25	Buy	0.03
Precise Corporation (PCC)	Kitti Sumrit	Common Shares	10/7/2024	10,000	2.95	Buy	0.03
Peace and Living (PEACE)	Peeracha Sirisopana	Common Shares	10/7/2024	5,000	2.80	Buy	0.01
Far East Fame Line DDB (FE)	Chailada Tantivejakul	Common Shares	10/7/2024	30,000	185.00	Sell	5.55
Food Moments (FM)	Sumate Masileerungsri	Common Shares	10/7/2024	150	4.44	Buy	0.00
Firetrade Engineering (FTE)	Taksin Tantipijit	Common Shares	10/7/2024	230,300	1.52	Buy	0.35
Ladprao General Hospital (LPH)	Ungoon Chantanavanich	Common Shares	10/7/2024	10,000	4.67	Buy	0.05
Ramkhamhaeng Hospital (RAM)	Rukkagee Kanjanapitak	Common Shares	10/7/2024	10,000	22.80	Buy	0.23
WIHK (WIHK)	Sumalee Ongcharit	Common Shares	10/7/2024	346,700	1.14	Buy	0.40
Ekachai Medical Care (EKH)	Kaweechai Lertadsavarat	Warrant	10/7/2024	25,000	0.50	Buy	0.01
Ekachai Medical Care (EKH)	Suthipong Tangsajjapoj	Common Shares	10/7/2024	10,000	6.65	Buy	0.07
S.A.F. Special Steel (SAF)	Pisit Ariyadejwanich	Common Shares	10/4/2024	119,800	0.65	Buy	0.08
STC Concrete Product (STC)	Surasit Chaitrakulthong	Common Shares	10/7/2024	12,100	0.58	Buy	0.01
Advice IT Infinite (ADVICE)	Piyathida Papakee	Common Shares	10/8/2024	100,000	6.28	Sell	0.63
Advice IT Infinite (ADVICE)	Buncha Wongleakpai	Common Shares	10/4/2024	101,100	5.80	Buy	0.59

Source: \*Revoked by Reporter; SEC

## Exhibit 23: Upcoming XD

Symbol	X-Date	Dividend (per Share)	Unit	Operation Period	Source of Dividend	Payment Date	Price	Div Yield	Par
PRM	09/10/2024	0.24	Baht	01/01/2024 - 30/06/2024	Both	25/10/2024	8.45	2.8%	1
PSP	10/10/2024	0.05	Baht	-	RE	25/10/2024	4.60	1.1%	1
BKIH	17/10/2024	11.25	Baht	01/01/2024 - 30/09/2024	NP	01/11/2024	314.00	3.6%	10
AEONTS	18/10/2024	2.55	Baht	01/03/2024 - 31/08/2024	Both	06/11/2024	141.00	1.8%	1
MC	31/10/2024	0.4	Baht	01/07/2023 - 30/06/2024	NP	22/11/2024	12.10	3.3%	0.5
MSFT80X	21/11/2024	-	Baht	-	-	07/01/2025	-	-	-
TNH	03/12/2024	0.6	Baht	01/08/2023 - 31/07/2024	NP	17/12/2024	36.50	1.6%	1

Source: SET

## Exhibit 24: New securities

Derivative Warrants	Trade Date	Underlying	Issuer	DW Type	Market	Maturity Date	Exercise Price (Baht)
BANPU11C2501A	09/10/2024	BANPU	KS	Call	SET	06/02/2025	8.63
BCP41C2502A	09/10/2024	BCP	JPM	Call	SET	12/02/2025	48
BLA19C2502C	09/10/2024	BLA	YUANTA	Call	SET	14/02/2025	31.25
DELTA19C2502A	09/10/2024	DELTA	YUANTA	Call	SET	14/02/2025	136
EA13C2501C	09/10/2024	EA	KGI	Call	SET	14/01/2025	14.2
INTUCH13C2502A	09/10/2024	INTUCH	KGI	Call	SET	08/02/2025	128
ITC11C2501B	09/10/2024	ITC	KS	Call	SET	06/02/2025	30.63
MTC41C2502A	09/10/2024	MTC	JPM	Call	SET	12/02/2025	64
PTTGC41C2502B	09/10/2024	PTTGC	JPM	Call	SET	12/02/2025	35
TISCO11C2501A	09/10/2024	TISCO	KS	Call	SET	06/02/2025	125.78
Depository Receipts	Trade Date	Underlying	Market	Maturity Date	Subscription on Date	IPO Price (Baht)	Conversion Price (Baht)
FERRARI80	09/10/2024	FERRARI	SET	-	-	1.53	-
HERMES80	09/10/2024	HERMES	SET	-	-	8.07	-
LOREAL80	09/10/2024	LOREAL	SET	-	-	1.47	-
NOVOB80	09/10/2024	NOVOB	SET	-	-	4.03	-
SANOFI80	09/10/2024	SANOFI	SET	-	-	3.77	-

Source: SET