



# Berli Jucker

Berli Jucker  
Public Company Limited

## BJC

Bloomberg BJC TB  
Reuters BJC.BK

## 4Q17: Beat on extra gain and solid margin

**BJC reported its sector's best growth with 4Q17 net profit of Bt1.9bn, +80% YoY and +34% QoQ, beating all estimates on Bt132 extra gains, with core profit beating at Bt1.7bn, +72% YoY and +26% QoQ. We like BJC for solid SSS growth, better management of margin and completed tax restructuring. We will update after the March 9 meeting. Maintain BUY with end-2018 DCF TP of Bt68.**

**4Q17 net profit Bt1.9bn (Bt0.47/share), +80% YoY and +34% QoQ, +16% above our estimate and 26% above consensus on Bt132mn net extra gains (Bt155mn bargain purchase of Vina Paper outpacing the Bt23mn FX loss). 4Q17 core profit was also better than anticipated at Bt1.7bn, +72% YoY and +26% QoQ, +8% above our estimate and +15% above consensus backed by a solid gross margin (+290bps YoY). The jump was facilitated by higher revenue in all segments, a wider gross margin and better other income. BJC restated its 4Q16 net profit down by 16% to Bt1.0bn from Bt1.2bn as it restated fixed asset value after acquiring BIGC in 2017. Without this, 4Q17 net profit grew 55% YoY. After a 1H17 DPS of Bt0.15, BJC announced a 2H17 DPS of Bt0.42 (XD March 4), based on 44% dividend payout.**

**Sales breakdown.** Of 4Q17 total sales, 68% came from the modern retail supply chain (BIGC, MSC), 14% from the packaging supply chain (PSC), 11% from the consumer supply chain (CSC) and 7% from the healthcare and technical supply chain (H&TSC).

**Better revenue.** 4Q17 revenue was Bt39bn, +7% YoY. Revenue from MSC grew 8% YoY from SSS growth of 3.8% YoY (vs -22% YoY in 4Q16 and -9.2% YoY in 3Q17) and expansion. In 4Q17, it opened five new hypermarkets and 68 new Mini Big C stores, which gives it 140 large stores (Big C Supercenter, Extra, and Jumbo), 60 Big C Markets, 642 Mini Big Cs, and 135 Pure Drugstores. Revenue from PSC grew 6% YoY from better glass packaging sales on new capacity and more sales during the year's end, followed by CSC (+5% YoY) from better contribution of food and non-food units, and H&TSC (+19% YoY) from more government budget allocation.

**Wider margin.** 4Q17 gross margin was 19.8%, +290bps YoY, from better margin at MSC, PSC, and CSC segments, partly backed by better cost control (i.e. logistics and distribution centers) from new initiatives and synergies after acquisition of BIGC. 4Q17 EBIT margin was 9.3%, +290bps YoY, from better gross margin and higher other income (+11% YoY) that outpaced higher SG&A/sales (+30bps YoY). At MSC alone, other income grew 8% YoY from more rental space, a raise in rental rates, more brochure advertising income and in-store media concessions.

**Tax rate.** Its 4Q17 effective tax rate was 22.5% (vs 0% in 4Q16 and 27% in 3Q17), as it had not yet completed the group tax restructuring after acquisition of BIGC.

### Forecasts and valuation

Year to 31 Dec	Unit	2016	2017	2018F	2019F	2020F
Revenue	(Btmn)	125,330	149,158	157,505	164,788	172,180
EBITDA	(Btmn)	15,570	20,040	21,451	23,103	24,720
Core profit	(Btmn)	2,455	5,122	6,356	7,627	8,778
Reported profit	(Btmn)	3,307	5,211	6,356	7,627	8,778
Core EPS	(Bt)	0.95	1.28	1.59	1.91	2.20
DPS	(Bt)	0.50	0.57	0.61	0.73	0.84
P/E, core	(x)	59.4	43.8	35.3	29.4	25.6
EPS growth, core	(%)	(43.6)	35.5	24.1	20.0	15.1
P/BV, core	(x)	1.3	2.0	2.0	2.0	1.9
ROE	(%)	3.7	4.6	5.7	6.8	7.7
Dividend yield	(%)	0.9	1.0	1.1	1.3	1.5
FCF yield	(x)	(130.7)	1.1	3.2	3.5	4.2
EV/EBIT	(x)	31.1	29.8	27.7	25.2	23.0
EBIT growth, core	(%)	128.7	33.5	7.3	9.3	8.8
EV/CE	(x)	1.1	1.4	1.4	1.4	1.4
ROCE	(%)	(0.5)	(0.6)	(0.6)	(0.4)	(0.2)
EV/EBITDA	(x)	18.9	18.8	17.5	16.2	15.0
EBITDA growth	(%)	148.6	28.7	7.0	7.7	7.0

Source: SCBS Investment Research

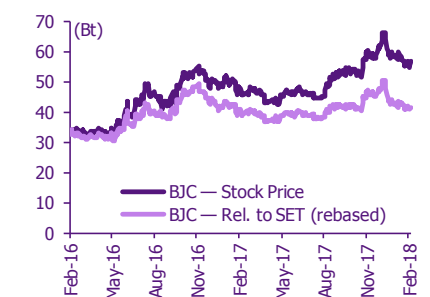
## BUY

### Stock data

Last close (Feb 27) (Bt)	56.25
12-m target price (Bt)	68.00
Upside (Downside) to TP (%)	20.89
Mkt cap (Btbn)	224.85
Mkt cap (US\$mn)	7,170

Risk rating	L
Mkt cap (%) SET	1.22
Sector % SET	9.63
Shares issued (mn)	3,997
Par value (Bt)	1.00
12-m high / low (Bt)	66 / 41.8
Avg. daily 6m (US\$mn)	15.57
Foreign limit / actual (%)	49 / 13
Free float (%)	25.1
Dividend policy (%)	≥ 50

### Price Performance



Source: SET, SCBS Investment Research

### Share performance

(%)	1M	3M	12M
Absolute	(1.7)	(7.0)	22.3
Relative to SET	(1.4)	(13.3)	4.2

Source: SET, SCBS Investment Research

### Expected total return (ETR)

Target price (end-2018) (Bt)	68.00
12-month dividend (Bt)	0.61
Capital gain (%)	20.89
Dividend yield (%)	1.08
Total return (%)	21.96

Source: SET, SCBS Investment Research

### Analyst

**Sirima Dissara, CFA**  
Fundamental Investment  
Analyst on Securities  
(66-2) 949-1004  
sirima.dissara@scb.co.th

## Financial statement

## Profit and Loss Statement

FY December 31	Unit	2013	2014	2015	2016	2017	2018F	2019F	2020F
Total revenue	(Btmn)	42,226	41,695	42,893	125,330	149,158	157,505	164,788	172,180
Cost of goods sold	(Btmn)	(32,131)	(32,363)	(33,071)	(102,735)	(120,706)	(128,008)	(133,852)	(139,799)
<b>Gross profit</b>	<b>(Btmn)</b>	<b>10,095</b>	<b>9,333</b>	<b>9,822</b>	<b>22,595</b>	<b>28,452</b>	<b>29,498</b>	<b>30,935</b>	<b>32,381</b>
SG&A	(Btmn)	(7,017)	(7,011)	(7,179)	(24,324)	(30,686)	(31,597)	(32,451)	(33,187)
Other income	(Btmn)	511	693	1,500	11,204	14,885	15,678	16,356	16,950
Interest expense	(Btmn)	(575)	(556)	(493)	(5,203)	(4,528)	(4,680)	(4,772)	(4,623)
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>3,015</b>	<b>2,459</b>	<b>3,650</b>	<b>4,272</b>	<b>8,122</b>	<b>8,899</b>	<b>10,068</b>	<b>11,520</b>
Corporate tax	(Btmn)	(567)	(398)	(400)	(983)	(2,260)	(2,127)	(2,014)	(2,304)
Equity a/c profits	(Btmn)	65	(26)	87	181	24	79	82	86
Minority interests	(Btmn)	(189)	(367)	(661)	(1,015)	(764)	(494)	(509)	(525)
<b>Core profit</b>	<b>(Btmn)</b>	<b>2,324</b>	<b>1,668</b>	<b>2,676</b>	<b>2,455</b>	<b>5,122</b>	<b>6,356</b>	<b>7,627</b>	<b>8,778</b>
Extra-ordinary items	(Btmn)	102	12	116	851	88	0	0	0
<b>Net Profit</b>	<b>(Btmn)</b>	<b>2,426</b>	<b>1,679</b>	<b>2,792</b>	<b>3,307</b>	<b>5,211</b>	<b>6,356</b>	<b>7,627</b>	<b>8,778</b>
EBITDA	(Btmn)	5,612	4,996	6,263	15,570	20,040	21,451	23,103	24,720
<b>Core EPS (Bt)</b>	<b>(Btmn)</b>	<b>1.46</b>	<b>1.05</b>	<b>1.68</b>	<b>0.95</b>	<b>1.28</b>	<b>1.59</b>	<b>1.91</b>	<b>2.20</b>
Net EPS (Bt)	(Bt)	1.53	1.05	1.75	1.28	1.31	1.59	1.91	2.20
DPS (Bt)	(Bt)	0.84	0.60	0.84	0.50	0.57	0.61	0.73	0.84

## Balance Sheet

FY December 31	Unit	2013	2014	2015	2016	2017	2018F	2019F	2020F
Total current assets	(Btmn)	19,315	17,763	18,380	35,993	38,542	41,940	46,075	49,507
Total fixed assets	(Btmn)	25,188	25,665	26,320	272,708	276,517	277,223	277,540	277,546
<b>Total assets</b>	<b>(Btmn)</b>	<b>44,503</b>	<b>43,428</b>	<b>44,701</b>	<b>308,701</b>	<b>315,059</b>	<b>319,163</b>	<b>323,615</b>	<b>327,053</b>
Total loans	(Btmn)	15,078	14,332	14,975	152,476	157,180	157,447	158,247	157,327
Total current liabilities	(Btmn)	14,835	18,204	15,313	51,851	50,254	88,712	82,031	66,088
Total long-term liabilities	(Btmn)	11,969	7,208	8,637	145,701	153,631	118,197	127,945	145,274
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>26,804</b>	<b>25,411</b>	<b>23,950</b>	<b>197,553</b>	<b>203,886</b>	<b>206,909</b>	<b>209,977</b>	<b>211,362</b>
Paid-up capital	(Btmn)	1,590	1,592	1,592	3,990	3,996	4,570	4,570	4,570
<b>Total equity</b>	<b>(Btmn)</b>	<b>17,699</b>	<b>18,017</b>	<b>20,750</b>	<b>111,148</b>	<b>111,173</b>	<b>112,254</b>	<b>113,639</b>	<b>115,691</b>
<b>BVPS (Bt)</b>	<b>(Bt)</b>	<b>11.14</b>	<b>11.31</b>	<b>13.03</b>	<b>42.87</b>	<b>27.85</b>	<b>28.12</b>	<b>28.47</b>	<b>28.98</b>

## Cash Flow Statement

FY December 31	Unit	2013	2014	2015	2016	2017	2018F	2019F	2020F
Core Profit	(Btmn)	2,324	1,668	2,676	2,455	5,122	6,356	7,627	8,778
Depreciation and amortization	(Btmn)	2,022	1,982	2,121	6,095	7,389	7,872	8,263	8,576
Operating cash flow	(Btmn)	3,908	4,396	4,693	17,938	17,380	15,658	16,531	18,006
Investing cash flow	(Btmn)	(4,867)	(3,284)	(1,611)	(208,512)	(14,846)	(8,578)	(8,581)	(8,582)
Financing cash flow	(Btmn)	651	(1,352)	(3,151)	192,912	(1,390)	(4,944)	(5,442)	(7,645)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>(307)</b>	<b>(240)</b>	<b>(69)</b>	<b>2,338</b>	<b>1,145</b>	<b>2,135</b>	<b>2,508</b>	<b>1,779</b>

## Key Financial Ratios

FY December 31	Unit	2013	2014	2015	2016	2017	2018F	2019F	2020F
Gross margin	(%)	23.9	22.4	22.9	18.0	19.1	18.7	18.8	18.8
Operating margin	(%)	40.5	39.2	39.6	37.4	39.6	38.8	38.5	38.1
EBITDA margin	(%)	13.3	12.0	14.6	12.4	13.4	13.6	14.0	14.4
EBIT margin	(%)	41.7	40.9	43.1	46.4	49.6	48.7	48.4	47.9
Net profit margin	(%)	5.7	4.0	6.5	2.6	3.5	4.0	4.6	5.1
ROE	(%)	13.7	9.3	13.8	3.7	4.6	5.7	6.8	7.7
ROA	(%)	5.6	3.8	6.1	1.4	1.6	2.0	2.4	2.7
Net D/E	(x)	0.8	0.7	0.7	1.3	1.4	1.3	1.3	1.3
Interest coverage	(x)	9.8	9.0	12.7	3.0	4.4	4.6	4.8	5.3
Debt service coverage	(x)	1.1	0.6	0.8	0.6	0.9	0.4	0.5	0.8
Payout Ratio	(%)	55.0	56.9	47.9	39.2	43.7	38.0	38.0	38.0

## Main Assumptions

FY December 31	Unit	2013	2014	2015	2016	2017	2018F	2019F	2020F
SSS growth (MSC)	(%)	0.0	(1.5)	(3.0)	(12.8)	(5.6)	3.5	2.0	2.0
New stores, all formats (MSC)	(Stores)	211	77	98	63	180	118	118	118
Ending stores, all formats (MSC)	(Stores)	559	636	734	797	977	1,095	1,213	1,331
New stores, hypermarket (MSC)	(Stores)	6	4	2	6	9	6	6	6
Ending stores, hypermarket (MSC)	(Stores)	119	123	125	131	140	146	152	158
Gross profit margin (MSC)	(%)	15.0	15.0	13.7	14.7	16.7	16.8	16.9	17.0

## Financial statement

## Profit and Loss Statement

FY December 31	Unit	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17
Total revenue	(Btmn)	14,717	40,487	33,481	36,645	35,677	37,107	37,067	39,307
Cost of goods sold	(Btmn)	(11,631)	(33,825)	(26,857)	(30,423)	(29,075)	(30,328)	(29,799)	(31,505)
<b>Gross profit</b>	<b>(Btmn)</b>	<b>3,086</b>	<b>6,662</b>	<b>6,624</b>	<b>6,222</b>	<b>6,602</b>	<b>6,779</b>	<b>7,268</b>	<b>7,802</b>
SG&A	(Btmn)	(2,497)	(7,084)	(7,232)	(7,510)	(7,358)	(7,497)	(7,662)	(8,169)
Other income	(Btmn)	525	3,746	3,300	3,633	3,555	3,651	3,661	4,018
Interest expense	(Btmn)	(273)	(2,003)	(1,750)	(1,176)	(1,125)	(1,113)	(1,116)	(1,174)
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>840</b>	<b>1,321</b>	<b>942</b>	<b>1,169</b>	<b>1,674</b>	<b>1,820</b>	<b>2,151</b>	<b>2,477</b>
Corporate tax	(Btmn)	(197)	(479)	(306)	(0)	(531)	(595)	(576)	(558)
Equity a/c profits	(Btmn)	59	58	36	27	24	(7)	7	0
Minority interests	(Btmn)	(178)	(500)	(149)	(188)	(151)	(222)	(203)	(188)
<b>Core profit</b>	<b>(Btmn)</b>	<b>524</b>	<b>400</b>	<b>523</b>	<b>1,008</b>	<b>1,016</b>	<b>997</b>	<b>1,378</b>	<b>1,731</b>
Extra-ordinary items	(Btmn)	(22)	(240)	1,083	29	(51)	(1)	9	132
<b>Net Profit</b>	<b>(Btmn)</b>	<b>502</b>	<b>161</b>	<b>1,606</b>	<b>1,037</b>	<b>965</b>	<b>996</b>	<b>1,387</b>	<b>1,863</b>
EBITDA	(Btmn)	1,814	5,092	4,499	4,166	4,580	4,733	5,156	5,571
<b>Core EPS (Bt)</b>	<b>(Btmn)</b>	<b>0.33</b>	<b>0.25</b>	<b>0.16</b>	<b>0.25</b>	<b>0.25</b>	<b>0.25</b>	<b>0.35</b>	<b>0.43</b>
Net EPS (Bt)	(Bt)	0.32	0.10	0.51	0.26	0.24	0.25	0.35	0.47

## Balance Sheet

FY December 31	Unit	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17
Total current assets	(Btmn)	42,518	36,679	34,918	35,993	35,614	33,949	35,789	38,542
Total fixed assets	(Btmn)	198,358	265,136	264,998	272,708	273,095	273,817	276,767	276,517
<b>Total assets</b>	<b>(Btmn)</b>	<b>240,876</b>	<b>301,815</b>	<b>299,917</b>	<b>308,701</b>	<b>308,708</b>	<b>307,766</b>	<b>312,556</b>	<b>315,059</b>
Total loans	(Btmn)	162,229	237,788	155,203	152,476	153,293	152,197	158,278	157,180
Total current liabilities	(Btmn)	180,872	255,041	50,898	51,851	50,397	47,881	53,030	50,254
Total long-term liabilities	(Btmn)	19,731	19,407	138,810	145,701	146,343	148,169	150,483	153,631
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>200,603</b>	<b>274,448</b>	<b>189,708</b>	<b>197,553</b>	<b>196,740</b>	<b>196,050</b>	<b>203,513</b>	<b>203,886</b>
Paid-up capital	(Btmn)	1,592	1,592	3,985	3,990	3,991	3,992	3,993	3,996
<b>Total equity</b>	<b>(Btmn)</b>	<b>40,273</b>	<b>27,366</b>	<b>110,209</b>	<b>111,148</b>	<b>111,968</b>	<b>111,716</b>	<b>109,043</b>	<b>111,173</b>
<b>BVPS (Bt)</b>	<b>(Bt)</b>	<b>25.29</b>	<b>17.19</b>	<b>34.68</b>	<b>27.86</b>	<b>28.06</b>	<b>27.99</b>	<b>27.31</b>	<b>27.84</b>

## Cash Flow Statement

FY December 31	Unit	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17
Core Profit	(Btmn)	502	161	1,606	1,037	965	996	1,387	1,863
Depreciation and amortization	(Btmn)	701	1,768	1,807	1,820	1,781	1,800	1,889	1,920
Operating cash flow	(Btmn)	1,277	5,888	3,634	7,139	1,166	4,685	4,738	6,792
Investing cash flow	(Btmn)	(124,305)	(80,636)	(1,635)	(1,936)	(1,676)	(2,067)	(7,650)	(3,453)
Financing cash flow	(Btmn)	124,990	75,617	(3,925)	(3,769)	(698)	(2,514)	3,490	(1,668)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>1,962</b>	<b>869</b>	<b>(1,927)</b>	<b>1,433</b>	<b>(1,209)</b>	<b>105</b>	<b>577</b>	<b>1,671</b>

## Key Financial Ratios

FY December 31	Unit	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17
Gross margin	(%)	21.0	16.5	19.8	17.0	18.5	18.3	19.6	19.8
Operating margin	(%)	37.9	34.0	41.4	37.5	39.1	38.5	40.3	40.6
EBITDA margin	(%)	12.3	12.6	13.4	11.4	12.8	12.8	13.9	14.2
EBIT margin	(%)	41.5	43.2	51.2	47.4	49.1	48.3	50.2	50.9
Net profit margin	(%)	3.4	0.4	4.8	2.8	2.7	2.7	3.7	4.7
ROE	(%)	6.9	4.7	3.0	3.6	3.6	3.6	5.0	6.3
ROA	(%)	1.5	0.6	0.7	1.3	1.3	1.3	1.8	2.2
Net D/E	(x)	3.9	8.6	1.4	1.3	1.3	1.3	1.4	1.4
Interest coverage	(x)	6.6	2.5	2.6	3.5	4.1	4.3	4.6	4.7
Debt service coverage	(x)	0.0	0.1	0.6	0.7	0.7	0.8	0.8	1.0

## Main Assumptions

FY December 31	Unit	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17
SSS growth (MSC)	(%)	(2.9)	(4.0)	(22.6)	(22.0)	(20.0)	(15.2)	9.2	3.8
New stores, all formats (MSC)	(Stores)	(10)	16	20	37	10	38	59	73
Ending stores, all formats (MSC)	(Stores)	724	740	760	797	807	845	904	977
New stores, hypermarket (MSC)	(Stores)	0	1	2	3	0	1	3	5
Ending stores, hypermarket (MSC)	(Stores)	125	126	128	131	131	132	135	140
Gross profit margin (MSC)	(%)	13.20	14.40	17.80	14.10	16.10	15.60	17.70	n.a.

Figure 1: 4Q17 BJC results

P & L (Btmn)	4Q16	1Q17	2Q17	3Q17	4Q17	% Chg YoY	% Chg QoQ	2016	2017	% Chg YoY
Total revenue	36,645	35,677	37,107	37,067	39,307	7.3	6.0	125,330	149,158	19.0
Gross profit	6,222	6,602	6,779	7,268	7,802	25.4	7.3	22,595	28,452	25.9
SG&A expense	(7,510)	(7,358)	(7,497)	(7,662)	(8,169)	8.8	6.6	(24,324)	(30,686)	26.2
Net other income/expense	3,633	3,555	3,651	3,661	4,018	10.6	9.8	11,204	14,885	32.9
Interest expense	(1,176)	(1,125)	(1,113)	(1,116)	(1,174)	(0.1)	5.2	(5,203)	(4,528)	(13.0)
Pre-tax profit	1,169	1,674	1,820	2,151	2,477	111.8	15.2	4,272	8,122	90.1
Corporate tax	(0)	(531)	(595)	(576)	(558)	n.a.	(3.2)	(983)	(2,260)	129.9
Equity a/c profits	27	24	(7)	7	0	(98.5)	(93.9)	181	24	(86.7)
Minority interests	(188)	(151)	(222)	(203)	(188)	(0.2)	(7.4)	(1,015)	(764)	(24.7)
EBITDA	4,166	4,580	4,733	5,156	5,571	33.7	8.0	15,570	20,040	28.7
Core profit	1,008	1,016	997	1,378	1,731	71.8	25.7	2,455	5,122	108.6
Extra. Gain (Loss)	29	(51)	(1)	9	132	349.4	1,361.7	851	88	(89.6)
Net Profit	1,037	965	996	1,387	1,863	79.6	34.3	3,307	5,211	57.6
Core EPS	0.25	0.25	0.25	0.35	0.43	71.6	25.7	0.95	1.28	35.5
Net EPS	0.26	0.24	0.25	0.35	0.47	79.5	34.3	1.28	1.31	2.3
<b>B/S (Btmn)</b>										
Total assets	308,701	308,708	307,766	312,556	315,059	2.1	0.8	308,701	315,059	2.1
Total liabilities	197,553	196,740	196,050	203,513	203,886	3.2	0.2	197,553	203,886	3.2
Total equity	111,148	111,968	111,716	109,043	111,173	0.0	2.0	111,148	111,173	0.0
BVPS (Bt)	27.86	28.06	27.99	27.31	27.84	(0.1)	2.0	27.86	27.84	(0.1)
<b>Financial ratio (%)</b>										
Gross margin	17.0	18.5	18.3	19.6	19.8	2.9	0.2	18.0	19.1	1.0
EBITDA margin	11.4	12.8	12.8	13.9	14.2	2.8	0.3	12.4	13.4	1.0
Net profit margin	2.8	2.7	2.7	3.7	4.7	1.9	1.0	2.6	3.5	0.9
SG&A expense/Revenue	20.5	20.6	20.2	20.7	20.8	0.3	0.1	19.4	20.6	1.2

Source: SCBS Investment Research

Figure 2: Valuation summary (price as of Feb 27, 2018)

	Rating	Price (Bt/Sh)	Target (Bt/Sh)	ETR (%)	P/E (x)			EPS growth (%)			P/BV (x)			ROE (%)			Div. Yield (%)			EV/EBITDA (x)		
					17A	18F	19F	17A	18F	19F	17A	18F	19F	17A	18F	19F	17A	18F	19F	17A	18F	19F
BJC	Buy	56.25	68.0	22.0	43.8	35.3	29.4	35	24	20	2.0	2.0	2.0	5	6	7	1.0	1.1	1.3	18.8	17.5	16.2
CPALL	Buy	83.25	98.0	19.3	38.9	32.6	27.6	16	19	18	9.3	7.9	6.8	28	27	27	1.3	1.6	1.9	21.5	19.1	16.8
GLOBAL	Buy	16.70	22.0	32.8	39.9	32.6	27.1	(4)	22	20	4.8	4.4	3.9	13	14	15	1.1	1.1	1.1	26.1	22.2	19.1
HMPRO	Buy	14.50	16.5	16.2	39.0	33.4	28.8	18	17	16	10.2	9.4	8.5	27	29	31	2.1	2.4	2.8	21.4	19.1	17.0
MAKRO	Neutral	45.75	42.0	(6.1)	35.5	33.2	30.0	14	7	11	12.2	11.0	9.7	37	35	34	2.1	2.1	2.1	21.5	20.3	18.5
ROBINS	Buy	66.25	90.0	38.0	26.8	22.9	19.5	10	17	17	4.2	3.8	3.4	16	17	18	1.9	2.2	2.6	14.5	13.1	11.6
<b>Average</b>					<b>37.3</b>	<b>31.7</b>	<b>27.1</b>	<b>15</b>	<b>18</b>	<b>17</b>	<b>7.1</b>	<b>6.4</b>	<b>5.7</b>	<b>21</b>	<b>21</b>	<b>22</b>	<b>1.6</b>	<b>1.7</b>	<b>2.0</b>	<b>20.6</b>	<b>18.5</b>	<b>16.5</b>

Source: SCBS Investment Research

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**CG Rating 2017 Companies with CG Rating**

★★★★★

ADVANC, AKP, ANAN, AOT, AP, BAFS, BANPU, BAY, BCP, BIGC, BTS, BWG, CFRESH, CHO, CK, CNT, CPF, CPN, CSL, DELTA, DEMCO, DRT, DTAC, DTC, EASTW, EGCO, GC, GCAP, GFPT, GOLD, GPSC, GRAMMY, GUNKUL, HANA, HMPRO, ICC, ICHI, INTUCH, IRPC, IVL, JSP, KBANK, KCE, KKP, KTB, KTC, LHBANK, LPN, MBK, MCOT, MINT, MONO, NCH, NKI, NYT, OTO, PHOL, PLANB, PPS, PDJ, PRG, PSH, PSL, PTG, PTT\*, PTTEP\*, PTTGC, PYLON, Q-CON, QH, QTC, RATCH, ROBINS, SAMART, SAMTEL, SAT, SC, SCB, SCC, SCCC, SE-ED, SIM, SIS, SITHAI, SNC, SPALI, SPRC, SSSC, STEC, SVI, SYNTec, TCAP, THANA, THCOM, THREL, TISCO, TKT, TMB, TNDT, TOP, TRC, TRUE, TSC, TTCL, TU, TVD, UV, VGI, WACOAL, WAVE

★★★★

2S, AAV, ACAP, AGE, AH, AHC, AIRA, AIT, ALT, AMANAH, AMATA, AMATAV, APCO, ARIP, ASIA, ASIMAR, ASK, ASP, AUCT, AYUD, BBL, BCPG, BDMS, BEC, BEM, BFIT, BJC, BJCHI, BLA, BOL, BROOK, BRR, BTW, CEN, CENTEL, CGH, CHARAN, CHEWA, CHG, CHOW, CI, CIG, CIMBT, CKP, CM, CNS, COL, COM7, CPI, CSC, CSP, CSS, DCC, EA, EASON, ECF, ECL, EE, EPG, ERW, FN, FNS, FORTH, FPI, FSMART, FVC, GBX, GEL, GLOBAL, GLOW, HARN, HOTPOT, HYDRO, ILINK, INET, IRC, IT, ITD, JWD, K, KGI, KKC, KOOL, KSL, KTIS, L&E, LALIN, LANNA, LH, LHK, LIT, LOXLEY, LRH, LST, M, MACO, MAJOR, MAKRO, MALEE, MBKET, MC, MEGA, MFC, MFEC, MOONG, MSC, MTI, MTLN, NOBLE, NOK, NSI, NTV, NWR, OCC, OGC, OISHI, ORI, PAP, PATO, PB, PCSGH, PDI, PE, PG, PJW, PLANET, PLAT, PM, PPP, PR, PREB, PRINC, PT, RICHY, RML, RS, RWI, S, S & J, SABINA, SALEE, SAMCO, SAWAD, SCG, SCI, SCN, SEAFSCO, SEAOL, SENA, SFP, SIAM, SINGER, SIRI, SMK, SMPC, SMT, SNP, SORKON, SPC, SPI, SPPT, SR, SSF, SST, STA, STPI, SUC, SUSCO, SUTHA, SWC, SYMC, SYNEX, TAE, TAKUNI, TASCO, TBSP, TCC, TEAM, TF, TFG, TGCI, THAI\*, THANI, THIP, THRE, TICON, TIPCO, TIW, TK, TKN, TKS, TMC, TMI, TMILL, TMT, TNITY, TNL, TOG, TPAC, TPCORP, TRT, TRU, TSE, TSR, TSTE, TSTH, TTA, TTW, TVI, TVO, TWP, TWPC, U, UAC, UMI, UP, UPF, UPOIC, UWC, VIH, VNT, WICE, WINNER, XO, YUASA, ZMICO

★★★

AEC, AEONTS, AF, AJ, AKR, ALLA, ALUCON, AMA, AMARIN, AMC, APURE, AQUA, ARROW, AS, ASEFA, ASIAN, ASN, ATP30, AU, BA, BCH, BEAUTY, BH, BIG, BIZ, BLAND, BPP, BR, BROCK, BTC, BTNC, CBG, CCET, CCP, CGD, CITY, CMR, COLOR, COMAN, CPL, CSR, CTW, CWT, DCON, DIGI, DNA, EFORL, EKH, EPCO, ESSO, ETE, FE, FER, FOCUS, FSS, GENCO, GIFT, GJS, GLAND, GSTEL, GTB, GYT, HPT, HTC, HTECH, IFS, IHL, INSURE, IRCP, J, JMART, JMT, JUBILE, KASET, KBS, KCAR, KIAT, KWC, KYE, LDC, LEE, LPH, MATCH, MATI, M-CHAI, MDX, METCO, MGT, MILL, MJD, MK, MODERN, MPG, NC, NCL, NDR, NEP, NETBAY, NPK, NPP, NUSA, OCEAN, PDG, PF, PICO, PIMO, PK, PL, PLE, PMTA, PRECHA, PRIN, PSTC, QLT, RCI, RCL, RJH, ROJNA, RPC, S11, SANKO, SAPPE, SCP, SE, SGP, SKR, SKY, SLP, SMIT, SOLAR, SPA, SPCG, SPG, SPVI, SQ, SRICHA, SSC, STANLY, SUPER, SVOA, T, TACC, TCCC, TCMC, TFD, TIC, TLUXE, TM, TMD, TNP, TNR, TOPP, TPA, TPBI, TPCH, TPIPL, TPOLY, TPP, TRITN, TTI, TVT, TYCN, UOBKH, UPA, UREKA, UT, VIBHA, VPO, VTE, WIIC, WIN

**Corporate Governance Report**

The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date. SCB Securities Company Limited does not conform nor certify the accuracy of such survey result.

BIGC was voluntarily delisted from the Stock Exchange of Thailand effectively on September 28, 2017

\* บริษัทหรือกรรมการหรือผู้บริหารของบริษัทที่มีข่าวด้านการกำกับดูแลกิจการ เช่น การกระทำความผิดเกี่ยวกับหลักทรัพย์ การทุจริต คอร์รัปชัน เป็นต้น ซึ่งการใช้ข้อมูล CGR ควรตระหนักถึงข้อดังกล่าวประกอบด้วย

**Anti-corruption Progress Indicator****Certified (ได้รับการรับรอง)**

ADVANC, AKP, AMANAH, AP, ASK, ASP, AYUD, BAFS, BANPU, BAY, BBL, BCH, BCP, BCPG, BKI, BLA, BROOK, BTS, BWG, CENTEL, CFRESH, CIMBT, CM, CNS, CPALL, CPF, CPI, CPN, CSC, CSL, DCC, DEMCO, DIMET, DRT, DTAC, DTC, EASTW, ECL, EGCO, FE, FNS, FSS, GBX, GC, GCAP, GEL, GFPT, GLOW, GOLD, GUNKUL, HANA, HMPRO, HTC, ICC, IFEC, IFS, INTUCH, IRPC, IVL, K, KASET, KBANK, KBS, KCE, KGI, KKP, KSL, KTB, KTC, LANNA, LHBANK, LHK, LPN, M, MBK, MBKET, MC, MCOT, MFC, MINT, MONO, MOONG, MSC, MTI, NBC, NINE, NKI, NMG, NSI, OCC, OCEAN, OGC, PB, PCSGH, PDI, PDJ, PE, PG, PHOL, PLAT, PM, PPP, PPS, PREB, PRG, PSH, PSL, PT, PTG, PTT, PTTEP, PTTGC, Q-CON, QH, QLT, RATCH, RML, ROBINS, S & J, SABINA, SAT, SCB, SCC, SCCC, SCG, SCN, SE-ED, SENA, SGP, SINGER, SIS, SITHAI, SMIT, SMPC, SNC, SNP, SORKON, SPACK, SPC, SPI, SPRC, SSF, SSI, SSSC, SUSCO, SVI, SYNTec, TCAP, TASC, TCMC, TFC, TFI, TFMAMA, TGCI, THANI, THCOM, THRE, THREL, TICON, TIP, TIPCO, TISCO, TKT, TMB, TMD, TMT, TNITY, TNL, TOG, TOP, TPA, TPCORP, TRU, TRUE, TSC, TSTH, TTCL, TVD, TVI, U, UOBKH, VGI, VNT, WACOAL, WHA, WICE

**Declared (ประกาศเจตนารมณ์)**

A, AIE, AJ, AMATAV, AOT, APCO, ARROW, ASIAN, BJC, BJCHI, BLAND, BLISS, BR, BRR, BTC, BUI, CEN, CGH, CHEWA, CHG, CHO, CHOTI, CI, CIG, COM7, CPR, EKH, EPCO, FN, FSMART, FTE, GGC, GJS, GPI, GPSC, GSTEL, HARN, ILINK, INET, ITEL, JAS, JTS, JUBILE, KTECH, KWC, KWG, L&E, LDC, LEE, LIT, LRH, MAKRO, MALEE, MATCH, MATI, MFEC, MILL, MTLN, NCL, NEP, NNCL, NUSA, NWR, PACE, PAP, PATO, PDG, PIMO, PK, PL, PLANB, PLANET, POST, PRINC, PRM, PRO, PSTC, PYLON, QTC, ROJNA, RWI, SAUCE, SC, SCI, SELIC, SIRI, SMK, SPPT, SRICHA, SST, STA, SUPER, SWC, SYMC, TAKUNI, THE, THIP, TKN, TLUXE, TMC, TMILL, TNP, TNR, TOPP, TRITN, TTI, TU, TVT, TWPC, UBIS, UPA, UWC, VIBHA, VIH, WAVE

**N/A**

2S, AAV, ABICO, ACAP, ACC, ADAM, ADB, AEC, AEONTS, AF, AFC, AGE, AH, AHC, AI, AIRA, AIT, AJA, AKR, ALLA, ALT, ALUCON, AMA, AMARIN, AMATA, AMC, ANAN, APC, APEX, APURE, AQ, AQUA, ARIP, AS, ASAP, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCT, BA, BAT-3K, BDMS, BEAUTY, BEC, BEM, BFIT, BGRIM, BGT, BH, BIG, BIZ, BKD, BM, BOL, BPP, BROCK, BSBM, BSM, BTNC, BTW, CBG, CCET, CCP, CGD, CHARAN, CHOW, CHUO, CITY, CK, CKP, CMO, CMR, CNT, COL, COLOR, COMAN, CPH, CPL, CPT, CRANE, CRD, CSP, CSR, CSS, CTW, CWT, D, DCON, DCONP, DDD, DELTA, DIGI, DNA, DTCT, EA, EARTH, EASON, ECF, EE, EFORL, EIC, EMC, EPG, ERW, ESSO, ESTAR, ETE, EVER, F&D, FANCY, FC, FER, FLOYD, FMT, FOCUS, FORTH, FPI, FVC, GENCO, GIFT, GL, GLAND, GLOBAL, GRAMMY, GRAND, GREEN, GTB, GULF, GYT, HFT, HOTPOT, HPT, HTECH, HUMAN, HYDRO, ICHI, ICN, IEC, IHL, III, INGRS, INOX, INSURE, IRC, IRCP, IT, ITD, J, JCT, JKN, JMART, JMT, JSP, JUTHA, JWD, KAMART, KC, KCAR, KCM, KDH, KIAT, KKC, KOOL, KTIS, KYE, LALIN, LH, LOXLEY, LPH, LST, LTX, LVT, MACO, MAJOR, MANRIN, MAX, MBAX, M-CHAI, MCS, MDX, MEGA, METCO, MGT, MIDA, MJD, MK, ML, MM, MODERN, MPG, MPIC, NC, NCH, NDR, NETBAY, NEW, NEWS, NFC, NOBLE, NOK, NPK, NPP, NTV, NVD, NYT, OHTL, OISHI, ORI, OTO, PAE, PAF, PERM, PF, PICO, PJW, PLE, PMTA, POLAR, POMPUI, PORT, PPM, PRAKIT, PRECHA, PRIN, PTL, RAM, RCI, RCL, RICH, RICHY, RJH, ROCK, ROH, RP, RPC, RPH, RS, RSP, S, S11, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMTEL, SANKO, SAPPE, SAWAD, SAWANG, SCP, SDG, SE, SEAFSCO, SEAOL, SF, SFP, SGF, SHANG, SIAM, SIMAT, SKE, SKN, SKR, SKY, SLP, SMART, SMM, SMT, SOLAR, SPA, SPALI, SPCG, SPG, SPORT, SPVI, SQ, SR, SSC, SSP, STANLY, STAR, STEC, STHAI, STPI, SUC, SUN, SUTHA, SVH, SVOA, SYNEX, T, TACC, TAPAC, TBSP, TC, TCB, TCC, TCCC, TCJ, TCOAT, TEAM, TFD, TGPRO, TH, THAI, THANA, THG, THL, THMUI, TIC, TITLE, TIW, TK, TKS, TM, TMI, TMW, TNDT, TNH, TNPC, TOA, TPAC, TPBI, TPCH, TPIPL, TPIPL, TPOLY, TPP, TR, TRC, TRT, TRUBB, TSE, TSF, TSI, TSK, TSTE, TTA, TTL, TTTM, TTW, TUCC, TVO, TWC, TYCN, UAC, UEC, UKEM, UMI, UMS, UNIQ, UP, UPF, UPOIC, UREKA, UT, UTP, UV, UVAN, VARO, VCOM, VI, VNG, VPO, VTE, WG, WHAUP, WIIC, WIN, WINNER, WORK, WORLD, WP, WPH, WR, XO, YCI, YNP, YUASA, ZIGA, ZMICO

**Explanations**

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of February 1, 2018) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.