

# Berli Jucker

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Public Company Limited

# BJC

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## 2Q20: In line with estimates

**2Q20 net profit was Bt306mn, -80% YoY and -76% QoQ, lining up with estimates. Excluding extra losses, 2Q20 core profit was Bt804mn, -55% YoY and -33% QoQ, beating estimates on SG&A cost control. We believe SSS hit bottom in 2Q20, though it will continue in double-digit contraction in 3Q20TD because of fragile purchasing power. More details will be provided after the meeting on August 21. Maintain NEUTRAL.**

**2Q20 net profit was Bt306mn, -80% YoY and -76% QoQ**, in line with estimates. It reported extra losses of Bt498mn, from Bt437mn in employee severance pay after corporate restructuring (after tax) and Bt61mn FX loss. 2Q20 core profit was Bt804mn, -55% YoY and -33% QoQ, better than expected on SG&A cost control. Earnings were pulled down by SSS contraction, narrower gross margin, lower rental income and higher tax rate. It announced a 1H20 DPS of Bt0.18 (XD Aug 27).

**Lower revenue.** Of 2Q20 revenue, 71% came from the modern retail supply chain (BIGC, MSC), 12% from the packaging supply chain (PSC), 14% from the consumer supply chain (CSC) and 5% from the healthcare and technical supply chain (H&TSC). Total revenue dropped 11% YoY to Bt36bn. MSC revenue slid 11% YoY with an SSS contraction of 17.0% YoY (SSS was -21.1% YoY if excluding B2B sales) offset by store expansion. The drop in sales was due to the closure of non-food areas most of its hypermarkets until mid-May, a ban on alcohol sales and limited store hours during a nighttime curfew. In 1Q20, it opened 46 mini BigC stores (but closed 6), giving it 151 large stores (Big C Supercenter, Extra, and Jumbo), 61 Big C Markets, 1,094 Mini Big Cs and 142 Pure Drug stores. PSC revenue fell 11% YoY from lower glass packaging sales (-13% YoY) and aluminum can sales (-9% YoY) as alcohol sales were banned until early May in stores and until mid-June in restaurants. CSC revenue grew 5% YoY on more international trading and logistics sales (+30% YoY) that offset a 16% YoY fall in food sales (snacks) partly from the closure of schools and 2% YoY slip in non-food sales (tissue and stationery). H&TSC revenue fell 6% YoY from lower technical supply chain sales.

**Other items.** Gross margin slimmed 120bps YoY to 18.4%. Margin declined at MSC (-130bps YoY) from a rise in low-margin B2B sales to 10.6% in 2Q20 from 6.3% in 2Q19 and a drop in high-margin non-food sales portion to 22% of sales in 2Q20 from 28% in 2Q19, at CSC (-160bps YoY) from higher palm & coconut oil costs and more low-margin logistics sales and at H&TSC (-170bps YoY). Margin widened at PSC (+110bps YoY) from low natural gas and soda ash costs for glass production and better economies of scale for slim can production. SG&A expenses dropped 21% YoY from TFRS 16, with lower transportation and utility expenses. Other income dipped 39% YoY from lower rental income from giving discounts and waivers for tenants. Tax rate was 13% (vs 12% in 2Q19) from lower tax benefit on solar rooftop and unutilized loss carried forward from weak earnings.

### Forecasts and valuation

Year to 31 Dec	Unit	2018	2019	2020F	2021F	2022F
Revenue	(Btmn)	156,142	158,009	155,713	163,665	170,744
EBITDA	(Btmn)	21,032	21,280	21,281	22,428	23,015
Core profit	(Btmn)	6,444	7,205	5,658	6,532	7,466
Reported profit	(Btmn)	6,650	7,278	5,658	6,532	7,466
Core EPS	(Bt)	1.61	1.80	1.41	1.63	1.86
DPS	(Bt)	0.73	0.91	0.71	0.82	0.93
P/E, core	(x)	22.7	20.3	25.8	22.4	19.6
EPS growth, core	(%)	25.6	11.7	(21.5)	15.4	14.3
P/BV, core	(x)	1.3	1.2	1.2	1.2	1.1
ROE	(%)	5.7	6.1	4.7	5.3	5.9
Dividend yield	(%)	2.0	2.5	1.9	2.2	2.6
FCF yield	(x)	4.1	7.2	5.1	6.0	6.7
EV/EBIT	(x)	22.3	21.8	23.2	21.1	20.0
EBIT growth, core	(%)	6.5	1.1	(6.7)	7.7	3.0
EV/CE	(x)	1.1	1.1	1.1	1.0	1.0
ROCE	(%)	(0.7)	(0.8)	(0.5)	(0.5)	(0.5)
EV/EBITDA	(x)	14.3	14.0	13.8	12.9	12.3
EBITDA growth	(%)	5.0	1.2	0.0	5.4	2.6

Source: SCBS Investment Research

See the end of this report for disclaimer



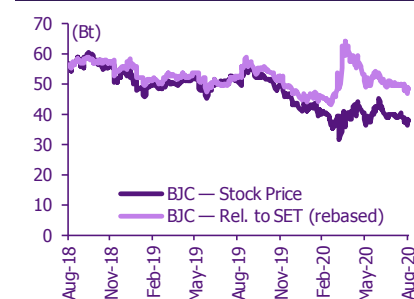
## NEUTRAL

### Stock data

Last close (Aug 13) (Bt)	36.50
12-m target price (Bt)	43.00
Upside (Downside) to TP (%)	17.81
Mkt cap (Btbn)	146.28
Mkt cap (US\$mn)	4,715

Risk rating	L
Mkt cap (%) SET	1.00
Sector % SET	11.27
Shares issued (mn)	4,008
Par value (Bt)	1.00
12-m high / low (Bt)	56.5 / 25
Avg. daily 6m (US\$mn)	9.17
Foreign limit / actual (%)	49 / 14
Free float (%)	25.7
Dividend policy (%)	≥ 50

### Price performance



Source: SET, SCBS Investment Research

### Share performance

(%)	1M	3M	12M
Absolute	(6.4)	(2.0)	(25.9)
Relative to SET	(6.8)	(6.8)	(10.9)

Source: SET, SCBS Investment Research

### Expected total return (ETR)

Target price	(Bt)	43.00
12-month dividend	(Bt)	0.82
Capital gain	(%)	17.81
Dividend yield	(%)	2.23
Total return	(%)	20.04

Source: SET, SCBS Investment Research

### Analyst

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## Financial statement

### Profit and Loss Statement

FY December 31	Unit	2015	2016	2017	2018	2019	2020F	2021F	2022F
Total revenue	(Btmn)	42,893	125,330	149,158	156,142	158,009	155,713	163,665	170,744
Cost of goods sold	(Btmn)	(33,071)	(102,735)	(120,706)	(126,173)	(127,120)	(125,318)	(131,596)	(137,185)
<b>Gross profit</b>	<b>(Btmn)</b>	<b>9,822</b>	<b>22,595</b>	<b>28,452</b>	<b>29,968</b>	<b>30,889</b>	<b>30,395</b>	<b>32,069</b>	<b>33,559</b>
SG&A	(Btmn)	(7,179)	(24,324)	(30,686)	(32,263)	(33,270)	(31,985)	(33,533)	(35,158)
Other income	(Btmn)	1,500	11,204	14,885	15,771	16,009	14,300	15,151	15,697
Interest expense	(Btmn)	(493)	(5,203)	(4,528)	(4,719)	(4,971)	(5,338)	(5,344)	(4,709)
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>3,650</b>	<b>4,272</b>	<b>8,122</b>	<b>8,757</b>	<b>8,657</b>	<b>7,373</b>	<b>8,343</b>	<b>9,390</b>
Corporate tax	(Btmn)	(400)	(983)	(2,260)	(1,569)	(829)	(1,069)	(1,251)	(1,408)
Equity a/c profits	(Btmn)	87	181	24	(110)	(128)	(100)	(40)	(20)
Minority interests	(Btmn)	(661)	(1,015)	(764)	(634)	(496)	(545)	(520)	(496)
<b>Core profit</b>	<b>(Btmn)</b>	<b>2,676</b>	<b>2,455</b>	<b>5,122</b>	<b>6,444</b>	<b>7,205</b>	<b>5,658</b>	<b>6,532</b>	<b>7,466</b>
Extra-ordinary items	(Btmn)	116	851	88	206	74	0	0	0
<b>Net Profit</b>	<b>(Btmn)</b>	<b>2,792</b>	<b>3,307</b>	<b>5,211</b>	<b>6,650</b>	<b>7,278</b>	<b>5,658</b>	<b>6,532</b>	<b>7,466</b>
EBITDA	(Btmn)	6,263	15,570	20,040	21,032	21,280	21,281	22,428	23,015
<b>Core EPS (Bt)</b>	<b>(Btmn)</b>	<b>1.68</b>	<b>0.95</b>	<b>1.28</b>	<b>1.61</b>	<b>1.80</b>	<b>1.41</b>	<b>1.63</b>	<b>1.86</b>
Net EPS (Bt)	(Bt)	1.75	1.28	1.31	1.66	1.82	1.41	1.63	1.86
DPS (Bt)	(Bt)	0.84	0.50	0.57	0.73	0.91	0.71	0.82	0.93

### Balance Sheet

FY December 31	Unit	2015	2016	2017	2018	2019	2020F	2021F	2022F
Total current assets	(Btmn)	18,380	35,993	38,542	43,360	42,921	42,048	43,910	45,546
Total fixed assets	(Btmn)	26,320	272,708	276,517	280,700	282,884	281,169	279,533	277,710
<b>Total assets</b>	<b>(Btmn)</b>	<b>44,701</b>	<b>308,701</b>	<b>315,059</b>	<b>324,060</b>	<b>325,804</b>	<b>323,218</b>	<b>323,443</b>	<b>323,256</b>
Total loans	(Btmn)	14,975	152,476	157,180	160,933	157,950	154,380	148,530	142,030
Total current liabilities	(Btmn)	15,313	51,851	50,254	90,286	75,881	56,837	58,145	68,221
Total long-term liabilities	(Btmn)	8,637	145,701	153,631	118,001	130,187	144,630	139,845	125,382
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>23,950</b>	<b>197,553</b>	<b>203,886</b>	<b>208,286</b>	<b>206,068</b>	<b>201,467</b>	<b>197,990</b>	<b>193,603</b>
Paid-up capital	(Btmn)	1,592	3,990	3,996	4,003	4,007	4,007	4,007	4,007
<b>Total equity</b>	<b>(Btmn)</b>	<b>20,750</b>	<b>111,148</b>	<b>111,173</b>	<b>115,774</b>	<b>119,736</b>	<b>121,750</b>	<b>125,453</b>	<b>129,653</b>
<b>BVPS (Bt)</b>	<b>(Bt)</b>	<b>13.03</b>	<b>42.87</b>	<b>27.85</b>	<b>28.95</b>	<b>29.90</b>	<b>30.40</b>	<b>31.33</b>	<b>32.38</b>

### Cash Flow Statement

FY December 31	Unit	2015	2016	2017	2018	2019	2020F	2021F	2022F
Core Profit	(Btmn)	2,676	2,455	5,122	6,444	7,205	5,658	6,532	7,466
Depreciation and amortization	(Btmn)	2,121	6,095	7,389	7,556	7,652	8,570	8,742	8,917
Operating cash flow	(Btmn)	4,693	17,938	17,380	17,636	18,700	13,991	15,827	16,875
Investing cash flow	(Btmn)	(1,611)	(208,512)	(14,846)	(11,641)	(8,114)	(6,572)	(7,105)	(7,094)
Financing cash flow	(Btmn)	(3,151)	192,912	(1,390)	(4,683)	(9,992)	(7,135)	(8,679)	(9,766)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>(69)</b>	<b>2,338</b>	<b>1,145</b>	<b>1,312</b>	<b>594</b>	<b>283</b>	<b>42</b>	<b>15</b>

### Key Financial Ratios

FY December 31	Unit	2015	2016	2017	2018	2019	2020F	2021F	2022F
Gross margin	(%)	22.9	18.0	19.1	19.2	19.5	19.5	19.6	19.7
Operating margin	(%)	6.2	(1.4)	(1.5)	(1.5)	(1.5)	(1.0)	(0.9)	(0.9)
EBITDA margin	(%)	14.6	12.4	13.4	13.5	13.5	13.7	13.7	13.5
EBIT margin	(%)	9.7	7.6	8.5	8.6	8.6	8.2	8.4	8.3
Net profit margin	(%)	6.5	2.6	3.5	4.3	4.6	3.6	4.0	4.4
ROE	(%)	13.8	3.7	4.6	5.7	6.1	4.7	5.3	5.9
ROA	(%)	6.1	1.4	1.6	2.0	2.2	1.7	2.0	2.3
Net D/E	(x)	0.7	1.3	1.4	1.3	1.3	1.2	1.1	1.0
Interest coverage	(x)	12.7	3.0	4.4	4.5	4.3	4.0	4.2	4.9
Debt service coverage	(x)	0.8	0.6	0.9	0.3	0.5	0.7	0.8	0.6
Payout Ratio	(%)	47.9	39.2	43.7	43.9	50.1	50.0	50.0	50.0

### Main Assumptions

FY December 31	Unit	2015	2016	2017	2018	2019	2020F	2021F	2022F
SSS growth (MSC)	(%)	(3.0)	(12.8)	(5.6)	1.0	(2.7)	(8.2)	2.5	1.5
New stores, all formats (MSC)	(Stores)	98	63	180	154	243	188	210	210
Ending stores, all formats (MSC)	(Stores)	734	797	977	1,131	1,374	1,562	1,772	1,982
New stores, hypermarket (MSC)	(Stores)	2	6	9	7	4	2	3	3
Ending stores, hypermarket (MSC)	(Stores)	125	131	140	147	151	153	156	159
Gross profit margin (MSC)	(%)	13.7	14.7	16.7	16.5	17.1	17.0	17.1	17.2

## Financial statement

## Profit and Loss Statement

FY December 31	Unit	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
Total revenue	(Btmn)	38,823	41,226	38,389	40,435	38,620	40,565	38,483	36,119
Cost of goods sold	(Btmn)	(31,414)	(32,998)	(30,969)	(32,493)	(31,222)	(32,437)	(31,191)	(29,469)
<b>Gross profit</b>	<b>(Btmn)</b>	<b>7,409</b>	<b>8,228</b>	<b>7,421</b>	<b>7,942</b>	<b>7,399</b>	<b>8,128</b>	<b>7,292</b>	<b>6,650</b>
SG&A	(Btmn)	(8,096)	(8,539)	(8,227)	(8,446)	(8,348)	(8,249)	(7,916)	(6,677)
Other income	(Btmn)	3,923	4,186	3,929	4,044	4,069	3,967	3,696	2,486
Interest expense	(Btmn)	(1,193)	(1,211)	(1,197)	(1,245)	(1,256)	(1,272)	(1,330)	(1,322)
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>2,043</b>	<b>2,664</b>	<b>1,925</b>	<b>2,294</b>	<b>1,864</b>	<b>2,574</b>	<b>1,741</b>	<b>1,136</b>
Corporate tax	(Btmn)	(195)	(412)	(289)	(274)	(264)	(2)	(299)	(143)
Equity a/c profits	(Btmn)	(39)	10	6	(81)	(44)	(10)	(72)	(72)
Minority interests	(Btmn)	(115)	(140)	(146)	(138)	(114)	(98)	(164)	(117)
<b>Core profit</b>	<b>(Btmn)</b>	<b>1,694</b>	<b>2,122</b>	<b>1,496</b>	<b>1,802</b>	<b>1,442</b>	<b>2,465</b>	<b>1,206</b>	<b>804</b>
Extra-ordinary items	(Btmn)	(11)	3	8	(274)	332	8	74	(498)
<b>Net Profit</b>	<b>(Btmn)</b>	<b>1,683</b>	<b>2,126</b>	<b>1,504</b>	<b>1,528</b>	<b>1,774</b>	<b>2,473</b>	<b>1,279</b>	<b>306</b>
EBITDA	(Btmn)	5,110	5,794	5,005	5,443	5,025	5,807	5,253	4,644
<b>Core EPS (Bt)</b>	<b>(Btmn)</b>	<b>0.42</b>	<b>0.53</b>	<b>0.37</b>	<b>0.45</b>	<b>0.36</b>	<b>0.62</b>	<b>0.30</b>	<b>0.20</b>
Net EPS (Bt)	(Bt)	0.42	0.53	0.38	0.38	0.44	0.62	0.32	0.08

## Balance Sheet

FY December 31	Unit	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
Total current assets	(Btmn)	38,876	43,360	43,120	41,138	40,249	42,921	41,677	39,240
Total fixed assets	(Btmn)	278,273	279,661	279,656	278,863	279,522	282,884	291,968	290,545
<b>Total assets</b>	<b>(Btmn)</b>	<b>317,148</b>	<b>323,021</b>	<b>322,775</b>	<b>320,002</b>	<b>319,771</b>	<b>325,804</b>	<b>333,645</b>	<b>329,785</b>
Total loans	(Btmn)	159,195	160,917	160,572	158,288	158,111	157,950	167,950	170,337
Total current liabilities	(Btmn)	85,047	90,286	83,156	93,724	72,875	75,881	67,389	47,986
Total long-term liabilities	(Btmn)	118,985	117,651	123,203	110,681	130,226	130,187	148,552	163,956
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>204,032</b>	<b>207,937</b>	<b>206,359</b>	<b>204,406</b>	<b>203,101</b>	<b>206,068</b>	<b>215,940</b>	<b>211,942</b>
Paid-up capital	(Btmn)	4,002	4,003	4,003	4,005	4,006	4,007	4,007	4,008
<b>Total equity</b>	<b>(Btmn)</b>	<b>113,117</b>	<b>115,084</b>	<b>116,416</b>	<b>115,596</b>	<b>116,670</b>	<b>119,736</b>	<b>117,705</b>	<b>117,844</b>
<b>BVPS (Bt)</b>	<b>(Bt)</b>	<b>28.27</b>	<b>28.76</b>	<b>29.08</b>	<b>28.87</b>	<b>29.13</b>	<b>29.90</b>	<b>29.38</b>	<b>29.41</b>

## Cash Flow Statement

FY December 31	Unit	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
Core Profit	(Btmn)	1,683	2,126	1,504	1,528	1,774	2,473	1,279	306
Depreciation and amortization	(Btmn)	1,874	1,919	1,883	1,903	1,905	1,961	2,182	2,186
Operating cash flow	(Btmn)	4,790	5,995	3,925	5,258	3,784	5,733	2,439	2,839
Investing cash flow	(Btmn)	(3,002)	(4,298)	(2,150)	(1,612)	(2,138)	(2,214)	(1,782)	(2,415)
Financing cash flow	(Btmn)	(1,035)	(96)	(1,096)	(5,513)	(2,313)	(1,070)	(2,874)	(1,171)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>753</b>	<b>1,601</b>	<b>679</b>	<b>(1,868)</b>	<b>(667)</b>	<b>2,449</b>	<b>(2,218)</b>	<b>(746)</b>

## Key Financial Ratios

FY December 31	Unit	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
Gross margin	(%)	19.1	20.0	19.3	19.6	19.2	20.0	18.9	18.4
Operating margin	(%)	(1.8)	(0.8)	(2.1)	(1.2)	(2.5)	(0.3)	(1.6)	(0.1)
EBITDA margin	(%)	13.2	14.1	13.0	13.5	13.0	14.3	13.7	12.9
EBIT margin	(%)	8.3	9.4	8.1	8.8	8.1	9.5	8.0	6.8
Net profit margin	(%)	4.3	5.2	3.9	3.8	4.6	6.1	3.3	0.8
ROE	(%)	6.0	7.4	5.2	6.2	5.0	8.3	4.1	2.7
ROA	(%)	2.1	2.7	1.9	2.2	1.8	3.1	1.5	1.0
Net D/E	(x)	1.4	1.3	1.3	1.3	1.3	1.3	1.4	1.4
Interest coverage	(x)	4.3	4.8	4.2	4.4	4.0	4.6	3.9	3.5
Debt service coverage	(x)	0.3	0.4	0.4	0.3	0.4	0.5	0.5	0.7

## Main Assumptions

FY December 31	Unit	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
SSS growth (MSC)	(%)	2.5	1.8	1.0	(0.3)	(4.9)	(6.3)	(5.3)	(17.0)
New stores, all formats (MSC)	(Stores)	28	73	14	38	57	134	34	40
Ending stores, all formats (MSC)	(Stores)	1,058	1,131	1,145	1,183	1,239	1,374	1,408	1,448
New stores, hypermarket (MSC)	(Stores)	2	2	0	0	1	3	0	0
Ending stores, hypermarket (MSC)	(Stores)	145	147	147	147	147	151	151	151
Gross profit margin (MSC)	(%)	16.8	17.2	16.3	17.0	17.1	18.0	16.0	15.7

**Figure 1: Earnings review**

P & L (Bt mn)	2Q19	3Q19	4Q19	1Q20	2Q20	% Chg YoY	% Chg QoQ
Total revenue	40,435	38,620	40,565	38,483	36,119	(10.7)	(6.1)
Gross profit	7,942	7,399	8,128	7,292	6,650	(16.3)	(8.8)
SG&A expense	(8,446)	(8,348)	(8,249)	(7,916)	(6,677)	(20.9)	(15.7)
Net other income/expense	4,044	4,069	3,967	3,696	2,486	(38.5)	(32.7)
Interest expense	(1,245)	(1,256)	(1,272)	(1,330)	(1,322)	6.2	(0.6)
Pre-tax profit	2,294	1,864	2,574	1,741	1,136	(50.5)	(34.8)
Corporate tax	(274)	(264)	(2)	(299)	(143)	(48)	(52.3)
Equity a/c profits	(81)	(44)	(10)	(72)	(72)	(10.7)	0.4
Minority interests	(138)	(114)	(98)	(164)	(117)	(15.8)	(29.1)
EBITDA	5,443	5,025	5,807	5,253	4,644	(14.7)	(11.6)
Core profit	1,802	1,442	2,465	1,206	804	(55.3)	(33.3)
Extra. Gain (Loss)	(274)	332	8	74	(498)	81.9	(775.2)
Net Profit	1,528	1,774	2,473	1,279	306	(80.0)	(76.1)
Net EPS	0.38	0.44	0.62	0.32	0.08	(80.0)	(76.1)
<b>B/S (Btmn)</b>							
Total assets	320,002	319,771	325,804	333,645	329,785	3.1	(1.2)
Total liabilities	204,406	203,101	206,068	215,940	211,942	3.7	(1.9)
Total equity	115,596	116,670	119,736	117,705	117,844	1.9	0.1
BVPS (Bt)	28.87	29.13	29.90	29.38	29.41	1.9	0.1
<b>Financial ratio (%)</b>							
Gross margin	19.6	19.2	20.0	18.9	18.4	(1.2)	(0.5)
EBITDA margin	13.5	13.0	14.3	13.7	12.9	(0.6)	(0.8)
Net profit margin	3.8	4.6	6.1	3.3	0.8	(2.9)	(2.5)
SG&A expense/Revenue	20.9	21.6	20.3	20.6	18.5	(2.4)	(2.1)

Source: SCBS Investment Research

**Figure 2: Key statistics**

	2Q19	3Q19	4Q19	1Q20	2Q20	% Chg YoY	% Chg QoQ
<b>Sales (Bt mn)</b>	<b>40,435</b>	<b>38,620</b>	<b>40,565</b>	<b>38,483</b>	<b>36,119</b>	<b>(10.7)</b>	<b>(6.1)</b>
- PSC	4,989	5,064	5,411	5,038	4,433	(11.1)	(12.0)
- CSC	4,734	4,470	4,965	5,580	4,956	4.7	(11.2)
- H&TSC	2,079	2,239	2,526	1,881	1,958	(5.8)	4.1
- MSC	28,990	27,274	28,078	26,970	25,698	(11.4)	(4.7)
<b>GPM (%)</b>	<b>19.6</b>	<b>19.2</b>	<b>20.0</b>	<b>18.9</b>	<b>18.4</b>	<b>(1.2)</b>	<b>(0.5)</b>
- PSC	21.1	18.2	18.5	21.3	22.2	1.1	0.9
- CSC	21.6	20.9	20.1	19.6	20.0	(1.6)	0.4
- H&TSC	31.0	28.2	32.6	33.4	29.3	(1.7)	(4.1)
- MSC	17.0	17.1	18.0	16.0	15.7	(1.3)	(0.3)

Source: SCBS Investment Research

**Figure 3: Valuation summary** (price as of Aug 13, 2020)

	Rating	Price (Bt/Sh)	Target (Bt/Sh)	ETR (%)	P/E (x)			EPS growth (%)			P/BV (x)			ROE (%)			Div. Yield (%)			EV/EBITDA (x)		
					19A	20F	21F	19A	20F	21F	19A	20F	21F	19A	20F	21F	19A	20F	21F	19A	20F	21F
BJC	Neutral	36.50	43.0	19.7	20.3	25.8	22.4	12	(21)	15	1.2	1.2	1.2	6	5	5	2.5	1.9	2.2	14.0	13.8	12.9
CPALL	Buy	67.75	85.0	27.0	27.8	33.8	29.3	8	(18)	16	5.6	5.2	4.7	22	17	18	1.8	1.6	1.8	16.0	19.6	17.3
GLOBAL	Buy	18.60	22.0	19.3	38.9	38.8	32.5	5	0	20	5.1	4.7	4.3	14	13	14	1.1	1.0	1.2	25.5	23.3	19.9
HMPRO	Buy	15.10	18.5	24.6	32.2	37.7	31.4	9	(15)	20	9.4	9.3	8.4	30	25	28	2.5	2.1	2.5	19.1	20.7	18.0
MAKRO	Neutral	43.25	42.0	(0.7)	33.1	32.2	30.7	5	3	5	10.0	9.2	8.4	31	30	29	2.2	2.2	2.2	19.3	18.5	17.7
<b>Average</b>					<b>30.5</b>	<b>33.7</b>	<b>29.3</b>	<b>8</b>	<b>(10)</b>	<b>15</b>	<b>6.3</b>	<b>5.9</b>	<b>5.4</b>	<b>21</b>	<b>18</b>	<b>19</b>	<b>2.0</b>	<b>1.8</b>	<b>2.0</b>	<b>18.8</b>	<b>19.2</b>	<b>17.2</b>

Source: SCBS Investment Research

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**Corporate Governance Report**

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To recognize well performers, the list of companies attaining "Good", "Very Good" and "Excellent" levels of recognition

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

2S, ADVANC, AI, AIE, AIRA, AKP, AMA, AMANAH, AP, AQUA, ARROW, ASK, ASP, AYUD, B, BAFS, BANPU, BAY, BBL, BCH, BCP, BCPG, BGC, BGRIM, BJCHI, BKI, BLA, BPP, BROOK, BRR, BSBM, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COL, COM7, CPALL, CPF, CPI, CPN, CSC, DCC, DELTA, DEMCO, DIMET, DRT, DTAC, DTC, EASTW, ECL, EGCO, FE, FNS, FPI, FPT, FSS, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GOLD, GPSC, GSTEEL, GUNKUL, HANA, HARN, HMPRO, HTC, ICC, ICHI, IFS, INET, INSURE, INTUCH, IRPC, ITEL, IVL, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWC, L&E, LANNA, LHFG, LHK, LPN, LRH, M, MAKRO, MALEE, MBAX, MBK, MBKET, MC, MCOT, MFC, MFEC, MINT, MONO, MOONG, MPG, MSC, MTC, MTI, NBC, NEP, NINE, NKL, NMG, NNCL, NSI, NWR, OCC, OCEAN, OGC, ORI, PAP, PATO, PB, PCSGH, PDG, PDI, PDJ, PE, PG, PHOL, PL, PLANB, PLANET, PLAT, PM, PPP, PPPM, PPS, PREB, PRG, PRINC, PRM, PSH, PSL, PSTC, PT, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RATCH, RML, RWI, S & J, SABINA, SAT, SC, SCB, SCC, SCCC, SCG, SCN, SEAOL, SE-ED, SELIC, SENA, SGP, SIRI, SITHAI, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPC, SPI, SPRC, SRICHA, SSF, SSSC, SST, STA, SUSCO, SVI, SYNTec, TAE, TAKUNI, TASCO, TBSP, TCAP, TCMC, TFG, TFI, TFMAMA, THANI, THCOM, THIP, THRE, THREL, TIP, TIPCO, TISCO, TKT, TMB, TMD, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOP, TPA, TPCORP, TPP, TRU, TRUE, TSC, TSTH, TTCL, TU, TVD, TVI, TVO

**Declared (ประกาศเจตนารมณ์)**

7UP, ABICO, AF, ALT, AMARIN, AMATA, AMATAV, ANAN, APURE, B52, BKD, BM, BROCK, BUI, CHO, CI, COTTO, DDD, EA, EFORL, EP, ERW, ESTAR, ETE, EVER, FSMART, GPI, ILINK, IRC, J, JKN, JMART, JMT, JSP, JTS, KWG, LDC, MAJOR, META, NCL, NOBLE, NOK, PK, PLE, ROJNA, SAAM, SAPPE, SCI, SE, SHANG, SINGER, SKR, SPALI, SSP, STANLY, SUPER, SYNEX, THAI, TKS, TOPP, TRITN, TTA, UPF, UV, WIN, ZIGA

**N/A**

A, A5, AAV, ABM, ACAP, ACC, ACE, ACG, ADB, AEC, AEONTS, AFC, AGE, AH, AHC, AIT, AJ, AJA, AKR, ALL, ALLA, ALUCON, AMC, AOT, APCO, APCS, APEX, APP, AQ, ARIN, ARIP, AS, ASAP, ASEFA, ASIA, ASIAN, ASIMAR, ASN, ATP30, AU, AUCT, AWC, BA, BAM, BAT-3K, BC, BCT, BDMS, BEAUTY, BEC, BEM, BFIT, BGT, BH, BIG, BIZ, BJC, BLAND, BLISS, BOL, BR, BSM, BTNC, BTW, CAZ, CBG, CCET, CCP, CGD, CHARAN, CHAYO, CHG, CITY, CK, CKP, CMAN, CMO, CMR, CNT, COLOR, COMAN, CPH, CPL, CPR, CPT, CPW, CRANE, CRC, CRD, CSP, CSR, CSS, CTW, CWT, D, DCON, DCORP, DOD, DOHOME, DTCI, EASON, ECF, EE, EKH, EMC, EPG, ESSO, F&D, FANCY, FLOYD, FMT, FN, FORTH, FVC, GENCO, GIFT, GL, GLAND, GLOBAL, GLOCON, GRAMMY, GRAND, GREEN, GSC, GTB, GULF, GYT, HFT, HPT, HTECH, HUMAN, HYDRO, ICN, IFEC, IHL, IIG, III, ILM, IMH, INGRS, INOX, INSET, IP, IRCP, IT, ITD, JAS, JCK, JCKH, JCT, JUBILE, JUTHA, JWD, KAMART, KC, KCM, KDH, KIAT, KKC, KOOL, KTIS, KUMWEL, KUN, KWM, KYE, LALIN, LEE, LH, LIT, LOXLEY, LPH, LST, MACO, MANRIN, MATCH, MATI, MAX, M-CHAI, MCS, MDX, MEGA, METCO, MGT, MIDA, MILL, MITSIB, MJD, MK, ML, MM, MODERN, MORE, MPIC, MVP, NC, NCH, NDR, NER, NETBAY, NEW, NEWS, NEX, NFC, NPK, NTV, NUSA, NVD, NYT, OHTL, OISHI, OSP, OTO, PACE, PAE, PAF, PERM, PF, PICO, PIMO, PJW, PMTA, POLAR, POMPUI, PORT, POST, PPM, PR9, PRAKTI, PRECHA, PRIME, PRIN, PRO, PROUD, PTL, RAM, RBF, RCI, RCL, RICHY, RJH, ROCK, ROH, RP, RPC, RPH, RS, RSP, S, S11, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMTEL, SANKO, SAUCE, SAWAD, SAWANG, SCP, SDC, SEAFSCO, SEG, SF, SFLEX, SFP, SGF, SHR, SIAM, SICT, SIMAT, SIS, SISB, SKE, SKN, SKY, SLM, SLP, SMART, SMT, SOLAR, SONIC, SPA, SPCG, SPG, SPVI, SQ, SR, SSC, STAR, STARK, STC, STEC, STGT, STHAI, STI, STPI, SUC, SUN, SUTHA, SVH, SVOA, SWC, SYMC, T, TACC, TAPAC, TC, TCC, TCCC, TCJ, TCOAT, TEAM, TEAMG, TGPRO, TH, THANA, THE, THG, THL, THMUI, TIGER, TITLE, TIW, TK, TKN, TM, TMC, TMI, TMW, TNDT, TNH, TNPC, TOA, TPAC, TPBI, TPCH, TPIPL, TPIPP, TPLAS, TPOLY, TPS, TQM, TR, TRC, TRT, TRUBB, TSE, TSF, TSI, TSR, TSTE, TTI, TTT, TTW, TVT, TWP, TWZ, TYCN, UAC, UMI, UMS, UNIQ, UP, UPA, UPOIC, UREKA, UT, UTP, UVAN, VARO, VCOM, VI, VIBHA, VL, VNG, VPO, VRANDA, W, WAVE, WG, WINNER, WORK, WORLD, WP, WPH, WR, YCI, YGG, YUASA, ZMICO

**Explanations**

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of June 24, 2019) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.