## **Berli Jucker**

### BJC

Berli Jucker Public Company Limited Bloomberg Reuters BJC TB BJC.BK

## Looking better with sales revival in 4Q21TD

With the lockdown nearly lifted, better economic activities and off a low base, 4Q21TD sales grew YoY for the first time since 1Q20, lifted by double-digit growth YoY at the non-MSC unit and low-single digit growth YoY (first growth since 1Q19) at the MSC unit. 4Q21F gross margin and rental income are set to improve QoQ but still fall YoY. We expect 4Q21F earnings to rise QoQ on easing restrictions, but still soften YoY. After fine-tuning margin and rental income, we cut our 2021F by 10% and 2022F by 5%. We rate Outperform with a new end-2022 DCF TP of Bt41 (from Bt42).

**Sales revival in 4Q21TD.** After being hurt by prolonged weak demand and COVID-19 lockdowns, total sales revived to mid-single-digit growth YoY in October (first growth since 1Q20). This was backed by double-digit sales growth YoY for the non-MSC unit from strong demand recovery in Vietnam and moderate in Thailand as restrictions eased and low-single-digit sales growth YoY for the MSC unit (modern supply chain; 64% of 3Q21 sales), with the first SSS growth YoY since 1Q19 off a low base and better sentiment.

**Gross margin & rental income on the way to revival.** Gross margin is trending up QoQ but will still be down YoY in 4Q21F. PSC (packaging supply chain; 13% of 3Q21 sales) margin is widening further YoY from better economies of scale as greater sales volume and more favorable sales mix will offset higher energy costs. MSC margin is improving QoQ from a normalized sales mix with the return of high-margin non-food sales without the 3Q21 lockdown but is still slipping YoY from higher logistic costs. CSC (consumer supply chain; 17% of 3Q21 sales) margin is pressured by high raw material costs, i.e., palm oil and coconut oil, and more low-margin distribution business starting from April. Rental income. In 4Q21TD, rental income has bounced back after restrictions eased. BJC expects 4Q21F rental income to improve QoQ to be 2021's best but still fall YoY, aided by a rise in occupancy rate QoQ to 88-89% (vs 85% in 3Q21 and 91% in 4Q20) and lower rental discount for tenants to under 10% YoY (vs almost 20% YoY in 3Q21). BJC expects rental income to return to pre-COVID level in mid to late 2023F.

**Medium term target**. Within the next five years, BJC targets raising omnichannel sales contribution in the MSC unit to Bt10bn (implying almost 10% of MSC sales vs 4% in 3Q21), with more development in its online platform and collaboration with third-party marketplaces. It will provide more private brand and fresh food product offerings, with more collaboration with farmers. For overseas expansion, BJC plans to start the construction for its first hypermarket in Laos in 1Q22, with targeted opening in late 2022. In Cambodia, it opened its first hypermarket in 2019 and first Mini Big C in Sep 2021 and sees opportunity to expand in all store formats in the medium term.

#### Forecasts and valuation

Year to 31 Dec	Unit	2019	2020	2021F	2022F	2023F
Revenue	(Btmn)	158,009	144,732	137,735	146,173	152,617
EBITDA	(Btmn)	21,280	20,136	18,566	20,059	21,281
Core profit	(Btmn)	7,205	4,454	3,100	4,317	5,202
Reported profit	(Btmn)	7,278	4,001	3,191	4,317	5,202
Core EPS	(Bt)	1.80	1.11	0.77	1.08	1.30
DPS	(Bt)	0.91	0.78	0.58	0.75	0.78
P/E, core	(x)	19.3	31.2	44.9	32.2	26.8
EPS growth, core	(%)	11.7	(38.2)	(30.4)	39.3	20.5
P/BV, core	(x)	1.2	1.2	1.2	1.1	1.1
ROE	(%)	6.1	3.7	2.6	3.6	4.2
Dividend yield	(%)	2.6	2.2	1.7	2.2	2.2
FCF yield	(x)	7.6	7.8	3.6	4.9	5.7
EV/EBIT	(x)	21.3	25.9	31.5	27.2	24.4
EBIT growth, core	(%)	1.1	(17.6)	(15.6)	13.8	9.6
EV/CE	(x)	1.0	1.0	1.0	1.0	1.0
ROCE	(%)	(0.8)	(0.5)	(0.6)	(0.7)	(0.8)
EV/EBITDA	(x)	13.7	14.5	16.1	14.7	13.6
EBITDA growth	(%)	1.2	(5.4)	(7.8)	8.0	6.1



### **Tactical: OUTPERFORM**

### (3-month) Stock data

Last close (Nov 17) (Bt)	34.75
Target price (Bt)	41.00
Mkt cap (Btbn)	139.27
Mkt cap (US\$mn)	4,258

Beta	L
Mkt cap (%) SET	0.72
Sector % SET	10.82
Shares issued (mn)	4,008
Par value (Bt)	1.00
12-m high / low (Bt)	40.8 / 32
Avg. daily 6m (US\$mn)	5.50
Foreign limit / actual (%)	49 / 10
Free float (%)	25.6
Dividend policy (%)	≥ 50

### **Price performance**



Source: SET, SCBS Investment Research

### **Share performance**

(%)	1M	3M	12M
Absolute	3.0	2.2	1.5
Relative to SET	2.9	(3.6)	(15.8)

Source: SET, SCBS Investment Research

### Analyst

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Source: SCBS Investment Research



### **Value proposition**

Since its inception in 1882, BJC has transformed from a supply chain and distribution powerhouse to a leading integrated retail platform in ASEAN with manufacturing and distribution capability.

Of total sales in 2020, 68% came from the modern supply chain (MSC; Big C), 13% from the packaging supply chain (PSC), 14% from the consumer supply chain (CSC) and 5% from the healthcare and technical supply chain (H&TSC). Of total earnings, 53% came from the MSC unit, followed by 24% from PSC, 14% from CSC and 9% from the H&TSC unit. Its MSC has the second largest share of hypermarkets in Thailand, its PSC is Southeast Asia's largest glass packaging manufacturer and Thailand's largest aluminum can manufacturer. Its CSC has the largest market share for rice crackers and Thailand's second largest market share for potato chips, extruded snacks, toilet tissue, facial tissue and soap.

Shareholding structure: In 2001, Thai Charoen Corporation Group (TCC Holdings) acquired BJC shares and became the major shareholder. TCC group is the one of the region's largest diversified conglomerates, with business covering food and beverages (Thai Beverage PLC, listed on SGX), property and real estate (TCC Land Co. Ltd), insurance and leasing and agro-industrial businesses.

In 2016, BJC acquired a retail business in Thailand with the acquisition of 97.94% in BIGC for ~Bt204bn via the acquisition of 58.55% in March and another 39.39% through a tender offer in May. In July 2017, BJC submitted a tender offer for the remaining 2.06% stake in BIGC at a cost of up to Bt3.8bn.

#### **Business outlook**

After hit by prolonged weak demand and COVID-19 lockdowns, total sales revived to mid-single-digit growth YoY in October, the first growth since 1Q20. This was provided by double-digit sales growth YoY in non-MSC units as demand revived strongly in Vietnam and moderately in Thailand once restrictions were eased and low-single-digit sales growth YoY in the MSC unit, with YoY SSS growth for the first time since 1Q19 off last year's low base and better sentiment. Gross margin is trending up QoQ but is still slipping YoY from higher logistics costs at the MSC unit and higher raw material costs (i.e., palm oil and coconut oil), and more low-margin distribution business at the CSC unit. BJC expects 4Q21F rental income to improve QoQ to 2021's best, with occupancy rate rising to 88-89% (vs 85% in 3Q21) and a drop in rental discount to 10% YoY (vs almost 20% YoY in 3Q21), though still down YoY. BJC expects rental income to return to pre-COVID level in mid to late 2023F.

Bullish views	Bearish views
Resumption of domestic activities after lockdown	1. Prolonged government measures to control COVID-19
2. Rental income to revive as it reduces rent discount/waiver for tenants after the lockdown is lifted	2. Rental income to come back slowly from a continued rent discount in response to social distancing requirements
3. More domestic and international travel will support SSS	3. The prolonged drop in tourists will hurt SSS

### **Key catalysts**

Factor	Event	Impact	Comment
4Q21F earnings outlook	Easing lockdown in Thailand and Vietnam	Earnings up QoQ but down YoY	We expect 4Q21F to rise QoQ after restrictions eased but still fall YoY from weaker margin and rental income.
2022F earnings outlook	Low base for sales and rental income	Earnings growth YoY	We expect YoY revival in 2022F earnings, with SSS and rental income recovering off a low base from weak purchasing power and sentiment and closure of store/sales area from lockdown orders.

### Sensitivity analysis

Factor	Earnings impact	TP impact
1% drop in SSS growth	1-2%	Bt0.5-1/sh.

Thu, Nov 18, 2021



# Financial statement Profit and Loss Statement

FY December 31	Unit	2016	2017	2018	2019	2020	2021F	2022F	2023F
Total revenue	(Btmn)	125,330	149,158	156,142	158,009	144,732	137,735	146,173	152,617
Cost of goods sold	(Btmn)	(102,735)	(120,706)	(126,173)	(127,120)	(117,253)	(111,928)	(118,828)	(124,061
Gross profit	(Btmn)	22,595	28,452	29,968	30,889	27,479	25,807	27,345	28,55
SG&A	(Btmn)	(24,324)	(30,686)	(32,263)	(33,270)	(29,135)	(27,832)	(29,500)	(31,141
Other income	(Btmn)	11,204	14,885	15,771	16,009	12,888	11,509	12,951	14,41
Interest expense	(Btmn)	(5,203)	(4,528)	(4,719)	(4,971)	(5,273)	(5,068)	(5,101)	(5,173
Pre-tax profit	(Btmn)	4,272	8,122	8,757	8,657	5,960	4,417	5,695	6,660
Corporate tax	(Btmn)	(983)	(2,260)	(1,569)	(829)	(800)	(543)	(700)	(819
Equity a/c profits	(Btmn)	181	24	(110)	(128)	(156)	(177)	(80)	(40
Minority interests	(Btmn)	(1,015)	(764)	(634)	(496)	(551)	(597)	(598)	(599
Core profit	(Btmn)	2,455	5,122	<b>6,444</b>	<b>7,205</b>	<b>4,454</b>	3,100	<b>4,317</b>	<b>5,20</b>
	(Btmn)		•	206	7,203	•	91	<b>4,317</b>	3,20
Extra-ordinary items	, ,	851	88			(452)			
Net Profit	(Btmn)	3,307	5,211	6,650	7,278	4,001	3,191	4,317	5,20
EBITDA	(Btmn)	15,570	20,040	21,032	21,280	20,136	18,566	20,059	21,28
Core EPS (Bt)	(Btmn)	0.95	1.28	1.61	1.80	1.11	0.77	1.08	1.30
Net EPS (Bt)	(Bt)	1.28	1.31	1.66	1.82	1.00	0.80	1.08	1.3
DPS (Bt)	(Bt)	0.50	0.57	0.73	0.91	0.78	0.58	0.75	0.7
Balance Sheet									
FY December 31	Unit	2016	2017	2018	2019	2020	2021F	2022F	2023
Total current assets	(Btmn)	35,993	38,542	43,360	42,921	37,708	35,849	38,005	39,01
Total fixed assets	(Btmn)	272,708	276,517	280,700	282,884	288,449	286,254	284,127	281,78
Total assets	(Btmn)	308,701	315,059	324,060	325,804	326,157	322,102	322,133	320,79
Total loans	(Btmn)	152,476	157,180	160,933	157,950	155,245	162,228	157,789	152,39
Total current liabilities	(Btmn)	51,851	50,254	90,286	75,881	65,363	58,785	52,325	61,75
Total long-term liabilities	(Btmn)	145,701	153,631	118,001	130,187	141,257	143,715	148,213	135,26
Total liabilities	(Btmn)	197,553	203,886	208,286	206,068	206,621	202,499	200,538	197,02
Paid-up capital	(Btmn)	3,990	3,996	4,003	4,007	4,008	4,008	4,008	4,008
Total equity	(Btmn)	111 140	111 172	115,774	119,736	119,536	119,603	121,595	123,775
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BVPS (Bt)	(Bt)	111,148 42.87	111,173 27.85	28.95	29.90	29.85	29.87	30.36	30.91
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BVPS (Bt)  Cash Flow Statement  FY December 31	(Bt)	42.87	27.85	28.95	29.90	29.85	29.87	30.36	2023
Cash Flow Statement FY December 31 Core Profit	(Bt) Unit	2016	27.85	28.95	29.90	29.85	29.87 2021F	30.36 2022F	<b>2023</b>   5,200
BVPS (Bt)  Cash Flow Statement	Unit (Btmn)	<b>2016</b> 2,455	<b>27.85 2017</b> 5,122	28.95 2018 6,444	<b>29.90 2019</b> 7,205	29.85 2020 4,454	29.87 2021F 3,100	<b>2022F</b> 4,317	<b>2023</b>   5,20: 9,44
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization	Unit (Btmn) (Btmn)	<b>2016</b> 2,455 6,095	<b>2017</b> 5,122 7,389	2018 6,444 7,556	<b>29.90 2019</b> 7,205 7,652	<b>2020</b> 4,454 8,904	29.87 2021F 3,100 9,082	<b>2022F</b> 4,317 9,263	<b>2023</b> i 5,20i 9,444 14,98i
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow	Unit (Btmn) (Btmn) (Btmn)	<b>2016</b> 2,455 6,095 17,938	27.85  2017  5,122  7,389 17,380	2018 6,444 7,556 17,636	29.90 2019 7,205 7,652 18,700	29.85 2020 4,454 8,904 16,631	29.87  2021F  3,100  9,082 11,868	<b>2022F</b> 4,317 9,263 14,025	2023l 5,202 9,449 14,988 (7,105
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow	Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)	2016 2,455 6,095 17,938 (208,512)	27.85  2017  5,122  7,389  17,380 (14,846)	2018 6,444 7,556 17,636 (11,641)	29.90  2019  7,205  7,652  18,700  (8,114)	29.85 2020 4,454 8,904 16,631 (5,778)	29.87 2021F 3,100 9,082 11,868 (6,886)	<b>2022F</b> 4,317 9,263 14,025 (7,137)	30.91
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow	Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)	2016 2,455 6,095 17,938 (208,512) 192,912	27.85 2017 5,122 7,389 17,380 (14,846) (1,390)	2018 6,444 7,556 17,636 (11,641) (4,683)	29.90 2019 7,205 7,652 18,700 (8,114) (9,992)	29.85 2020 4,454 8,904 16,631 (5,778) (13,907)	29.87 2021F 3,100 9,082 11,868 (6,886) 3,922	2022F 4,317 9,263 14,025 (7,137) (6,764)	2023l 5,202 9,449 14,988 (7,105 (8,421
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Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%)	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017  19.1 (1.5) 13.4 8.5 3.5	28.95  2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3	29.90  2019  7,205  7,652  18,700 (8,114) (9,992)  594  2019  19.5 (1.5)  13.5  8.6  4.6	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0	2023  5,20: 9,44: 14,98: (7,105: (8,421: (538: 2023  18.: (1.7: 13.: 7.: 3.:
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE	Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Color (Col	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017 19.1 (1.5) 13.4 8.5 3.5 4.6	28.95  2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7	29.90  2019  7,205  7,652  18,700 (8,114) (9,992)  594  2019  19.5 (1.5) 13.5 8.6 4.6 6.1	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6	2023  5,20: 9,44: 14,98: (7,105: (8,421: (538:  2023  18.: (1.7: 13.: 7.: 3.: 4.:
BVPS (Bt)  Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Color (Colo	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017  19.1 (1.5) 13.4 8.5 3.5 4.6 1.6	28.95  2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0	29.90  2019  7,205  7,652  18,700 (8,114) (9,992)  594  2019  19.5 (1.5) 13.5 8.6 4.6 6.1 2.2	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6 1.0	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3	2023  5,20: 9,44: 14,98: (7,105: (8,421: (538:  2023  18.: (1.7: 13.: 7.: 3.: 4.: 1.:
BVPS (Bt)  Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4 1.3	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017 19.1 (1.5) 13.4 8.5 3.5 4.6 1.6 1.4	2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0 1.3	29.90  2019  7,205 7,652 18,700 (8,114) (9,992) 594  2019  19.5 (1.5) 13.5 8.6 4.6 6.1 2.2 1.3	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4 1.3	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6 1.0 1.3	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3 1.3	2023  5,20 9,44 14,98 (7,105 (8,421 (538 2023  18. (1.7 13. 7,4 3.4 4.
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Color (Colo	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4 1.3 3.0	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017  19.1 (1.5) 13.4 8.5 3.5 4.6 1.6 1.4 4.4	2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0 1.3 4.5	29.90  2019  7,205 7,652 18,700 (8,114) (9,992) 594  2019  19.5 (1.5) 13.5 8.6 4.6 6.1 2.2 1.3 4.3	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4 1.3 3.8	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6 1.0 1.3 3.7	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3 1.3 3.9	2023 5,20 9,44 14,98 (7,105 (8,421 (538 2023 18. (1.7 13. 7. 3. 4. 1. 4.
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Color (Colo	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4 1.3 3.0 0.6	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017  19.1 (1.5) 13.4 8.5 3.5 4.6 1.6 1.4 4.4 0.9	2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0 1.3 4.5 0.3	29.90  2019  7,205 7,652 18,700 (8,114) (9,992) 594  2019  19.5 (1.5) 13.5 8.6 4.6 6.1 2.2 1.3 4.3 0.5	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4 1.3 3.8 0.5	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6 1.0 1.3 3.7 0.5	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3 1.3 3.9 0.7	2023i 5,200 9,449 14,986 (7,105 (8,421 (538) 2023i 18.: (1.7 13.9 3.4 4.: 1.1 4.:
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Color (Colo	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4 1.3 3.0	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017  19.1 (1.5) 13.4 8.5 3.5 4.6 1.6 1.4 4.4	2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0 1.3 4.5	29.90  2019  7,205 7,652 18,700 (8,114) (9,992) 594  2019  19.5 (1.5) 13.5 8.6 4.6 6.1 2.2 1.3 4.3	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4 1.3 3.8	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6 1.0 1.3 3.7	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3 1.3 3.9	2023i 5,200 9,449 14,986 (7,105 (8,421 (538) 2023i 18.: (1.7 13.9 3.4 4.: 1.1 4.:
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4 1.3 3.0 0.6 39.2	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017  19.1 (1.5) 13.4 8.5 3.5 4.6 1.6 1.4 4.4 0.9 43.7	2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0 1.3 4.5 0.3	29.90  2019  7,205 7,652 18,700 (8,114) (9,992) 594  2019  19.5 (1.5) 13.5 8.6 4.6 6.1 2.2 1.3 4.3 0.5	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4 1.3 3.8 0.5	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6 1.0 1.3 3.7 0.5	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3 1.3 3.9 0.7 70.0	2023i 5,20; 9,449 14,986 (7,105 (8,421 (538) 2023i 18.: (1.7 13.9 7.8 4.: 4.: 1.6 60.6
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio  Main Assumptions	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4 1.3 3.0 0.6	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017  19.1 (1.5) 13.4 8.5 3.5 4.6 1.6 1.4 4.4 0.9	2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0 1.3 4.5 0.3	29.90  2019  7,205 7,652 18,700 (8,114) (9,992) 594  2019  19.5 (1.5) 13.5 8.6 4.6 6.1 2.2 1.3 4.3 0.5	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4 1.3 3.8 0.5	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6 1.0 1.3 3.7 0.5	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3 1.3 3.9 0.7	2023 5,20 9,44 14,98 (7,105 (8,421 (538 2023 18. (1.7 13. 7. 3. 4. 1. 1.
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio  Main Assumptions FY December 31	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4 1.3 3.0 0.6 39.2	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017  19.1 (1.5) 13.4 8.5 3.5 4.6 1.6 1.4 4.4 0.9 43.7	2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0 1.3 4.5 0.3 43.9	29.90  2019 7,205 7,652 18,700 (8,114) (9,992) 594  2019 19.5 (1.5) 13.5 8.6 4.6 6.1 2.2 1.3 4.3 0.5 50.1	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4 1.3 3.8 0.5 78.1	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6 1.0 1.3 3.7 0.5 75.0	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3 1.3 3.9 0.7 70.0	2023 5,20 9,44 14,98 (7,105 (8,421 (538 2023 18. (1.7 13. 3. 4. 1. 4. 0. 60.
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4 1.3 3.0 0.6 39.2	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017  19.1 (1.5) 13.4 8.5 3.5 4.6 1.6 1.4 4.4 0.9 43.7	2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0 1.3 4.5 0.3 43.9	29.90  2019  7,205 7,652 18,700 (8,114) (9,992) 594  2019  19.5 (1.5) 13.5 8.6 4.6 6.1 2.2 1.3 4.3 0.5 50.1	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4 1.3 3.8 0.5 78.1	29.87  2021F  3,100 9,082 11,868 (6,886) 3,922 8,904  2021F  18.7 (1.5) 13.5 6.9 2.3 2.6 1.0 1.3 3.7 0.5 75.0	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3 1.3 3.9 0.7 70.0	2023 5,20 9,44 14,98 (7,105 (8,421 (538 2023 18. (1.7 13. 7.3 3. 4. 1.1 4. 0. 60.
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio  Main Assumptions FY December 31 SSS growth (MSC)	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)  Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4 1.3 3.0 0.6 39.2	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017  19.1 (1.5) 13.4 8.5 3.5 4.6 1.6 1.4 4.4 0.9 43.7	2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0 1.3 4.5 0.3 43.9	29.90  2019 7,205 7,652 18,700 (8,114) (9,992) 594  2019 19.5 (1.5) 13.5 8.6 4.6 6.1 2.2 1.3 4.3 0.5 50.1	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4 1.3 3.8 0.5 78.1	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6 1.0 1.3 3.7 0.5 75.0	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3 1.3 3.9 0.7 70.0	2023 5,20 9,44 14,98 (7,105 (8,421 (538 2023 18. (1.7 13. 7.3 3. 4. 1. 1. 4. 0. 60.
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow Net profit margin EBITDA margin EBITDA margin EBIT margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio  Main Assumptions FY December 31 SSS growth (MSC) New stores, all formats (MSC)	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)  Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4 1.3 3.0 0.6 39.2  2016 (12.8) 63	27.85  2017 5,122 7,389 17,380 (14,846) (1,390) 1,145  2017 19.1 (1.5) 13.4 8.5 3.5 4.6 1.6 1.4 4.4 0.9 43.7	2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0 1.3 4.5 0.3 43.9  2018 1.0 154	29.90  2019 7,205 7,652 18,700 (8,114) (9,992) 594  2019 19.5 (1.5) 13.5 8.6 4.6 6.1 2.2 1.3 4.3 0.5 50.1	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4 1.3 3.8 0.5 78.1	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6 1.0 1.3 3.7 0.5 75.0  2021F (10.0) 104	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3 1.3 3.9 0.7 70.0  2022F 5.0 156	2023 5,20 9,44 14,98 (7,105 (8,421 (538 2023 18. (1.7 13. 7.4 3. 4. 1. 4. 0. 60.
Cash Flow Statement FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow  Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBITDA margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio  Main Assumptions FY December 31 SSS growth (MSC) New stores, all formats (MSC) Ending stores, all formats (MSC)	(Bt)  Unit (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)  Unit (%) (%) (%) (%) (%) (%) (%) (%) (%) (%)	2016 2,455 6,095 17,938 (208,512) 192,912 2,338  2016 18.0 (1.4) 12.4 7.6 2.6 3.7 1.4 1.3 3.0 0.6 39.2  2016 (12.8) 63 797	27.85  2017  5,122 7,389 17,380 (14,846) (1,390) 1,145  2017  19.1 (1.5) 13.4 8.5 3.5 4.6 1.6 1.4 4.4 0.9 43.7  (5.6) 180 977	2018 6,444 7,556 17,636 (11,641) (4,683) 1,312  2018 19.2 (1.5) 13.5 8.6 4.3 5.7 2.0 1.3 4.5 0.3 43.9  2018 1.0 154 1,131	29.90  2019 7,205 7,652 18,700 (8,114) (9,992) 594  2019 19.5 (1.5) 13.5 8.6 4.6 6.1 2.2 1.3 4.3 0.5 50.1  2019 (2.7) 243 1,374	29.85  2020 4,454 8,904 16,631 (5,778) (13,907) (3,054)  2020 19.0 (1.1) 13.9 7.8 2.8 3.7 1.4 1.3 3.8 0.5 78.1  2020 (15.3) 198 1,572	29.87  2021F 3,100 9,082 11,868 (6,886) 3,922 8,904  2021F 18.7 (1.5) 13.5 6.9 2.3 2.6 1.0 1.3 3.7 0.5 75.0  2021F (10.0) 104 1,676	2022F 4,317 9,263 14,025 (7,137) (6,764) 124  2022F 18.7 (1.5) 13.7 7.4 3.0 3.6 1.3 1.3 3.9 0.7 70.0  2022F 5.0 156 1,832	2023 5,20 9,44 14,98 (7,105 (8,421 (538 2023 18. (1.7 13. 3. 4. 1. 1. 4. 0. 60.

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### **Financial statement**

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1 TOTIC GITG E055 Statement									
FY December 31	Unit	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21
Total revenue	(Btmn)	40,565	38,483	36,119	35,027	35,103	32,520	34,161	34,466
Cost of goods sold	(Btmn)	(32,437)	(31,191)	(29,469)	(28,421)	(28,172)	(26,299)	(27,897)	(28,193)
Gross profit	(Btmn)	8,128	7,292	6,650	6,607	6,931	6,221	6,264	6,273
SG&A	(Btmn)	(8,249)	(7,916)	(6,677)	(7,140)	(7,401)	(6,755)	(6,822)	(6,653)
Other income	(Btmn)	3,967	3,696	2,486	3,179	3,528	3,037	2,918	2,389
Interest expense	(Btmn)	(1,272)	(1,330)	(1,322)	(1,334)	(1,286)	(1,254)	(1,258)	(1,283)
Pre-tax profit	(Btmn)	2,574	1,741	1,136	1,311	1,772	1,249	1,102	727
Corporate tax	(Btmn)	(2)	(299)	(143)	(140)	(218)	(123)	(69)	(194)
Equity a/c profits	(Btmn)	(10)	(72)	(72)	(2)	(9)	(54)	(22)	(51)
Minority interests	(Btmn)	(98)	(164)	(117)	(112)	(157)	(118)	(210)	(125)
Core profit	(Btmn)	2,465	1,206	804	1,057	1,387	953	800	358
Extra-ordinary items	(Btmn)	8	74	(498)	6	(34)	59	22	9
Net Profit	(Btmn)	2,473	1,279	306	1,062	1,353	1,013	822	367
EBITDA	(Btmn)	5,807	5,253	4,644	4,921	5,318	4,750	4,541	4,312
Core EPS (Bt)	(Btmn)	0.62	0.30	0.20	0.26	0.35	0.24	0.20	0.09
Net EPS (Bt)	(Bt)	0.62	0.32	0.08	0.27	0.34	0.25	0.21	0.09
Balance Sheet									
FY December 31	Unit	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21
Total current assets	(Btmn)	42,921	41,677	39,240	38,919	37,708	38,079	38,583	40,531
Total fixed assets	(Btmn)	282,884	291,968	290,545	289,835	288,449	286,897	285,691	285,168
Total assets	(Btmn)	325,804	333,645	329,785	<b>328,754</b>	326,157	<b>324,976</b>	<b>324,274</b>	<b>325,699</b>
Total loans		157,950	167,950	170,337	168,307	155,245	162,881	162,708	164,637
Total current liabilities	(Btmn)	75,881					54,030		
	(Btmn)	130,187	67,389	47,986	55,557	65,363	150,138	60,614	49,819
Total long-term liabilities  Total liabilities	(Btmn)		148,552	163,956	154,908	141,257	•	144,153	156,281
	(Btmn)	206,068	<b>215,940</b>	211,942	210,465	206,621	204,168	204,767	206,099
Paid-up capital	(Btmn)	4,007	4,007	4,008	4,008	4,008	4,008	4,008	4,008
Total equity	(Btmn)	119,736	117,705	117,844	118,289	119,536	120,808	119,508	119,599
BVPS (Bt)	(Bt)	29.90	29.39	29.43	29.54	29.85	30.17	29.84	29.86
Cash Flow Statement									
FY December 31	Unit	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21
Core Profit	(Btmn)	2,473	1,279	306	1,062	1,353	1,013	822	367
Depreciation and amortization	(Btmn)	1,961	2,182	2,186	2,276	2,260	2,248	2,181	2,302
Operating cash flow	(Btmn)	5,733	2,439	2,839	6,156	5,197	3,753	4,750	2,784
Investing cash flow	(Btmn)	(2,214)	(1,782)	(2,415)	(1,368)	(213)	(652)	(630)	(1,172)
Financing cash flow	(Btmn)	(1,070)	(2,874)	(1,171)	(5,160)	(4,701)	(3,845)	(3,547)	(1,135)
Net cash flow	(Btmn)	2,449	(2,218)	(746)	(371)	282	(743)	573	477
Key Financial Ratios									
FY December 31	Unit	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21
Gross margin	(%)	20.0	18.9	18.4	18.9	19.7	19.1	18.3	18.2
Operating margin	(%)	(0.3)	(1.6)	(0.1)	(1.5)	(1.3)	(1.6)	(1.6)	(1.1)
EBITDA margin	(%)	14.3	13.7	12.9	14.0	15.1	14.6	13.3	12.5
EBIT margin	(%)	9.5	8.0	6.8	7.6	8.7	7.7	6.9	5.8
Net profit margin	(%)	6.1	3.3	0.8	3.0	3.9	3.1	2.4	1.1
ROE	(%)	8.3	4.1	2.7	3.6	4.7	3.2	2.7	1.2
ROA	(%)	3.1	1.5	1.0	1.3	1.7	1.2	1.0	0.4
Net D/E	(x)	1.3	1.4	1.4	1.4	1.3	1.3	1.3	1.3
Interest coverage	(x)	4.6	3.9	3.5	3.7	4.1	3.8	3.6	3.4
Debt service coverage	(x)	0.5	0.5	0.7	0.6	0.5	0.6	0.5	0.6
Main Assumati									
Main Assumptions									

FY December 31	Unit	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21
SSS growth (MSC)	(%)	(6.3)	(5.3)	(17.0)	(17.8)	(20.8)	(21.6)	(14.3)	(6.6)
New stores, all formats (MSC)	(Stores)	134	34	40	63	61	16	28	42
Ending stores, all formats (MSC)	(Stores)	1,374	1,408	1,448	1,511	1,572	1,588	1,616	1,658
New stores, hypermarket (MSC)	(Stores)	3	0	0	1	0	0	0	0
Ending stores, hypermarket (MSC)	(Stores)	151	151	151	152	152	152	152	152
Gross profit margin (MSC)	(%)	18.0	16.0	15.7	15.9	17.6	15.8	14.9	14.5

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### **Appendix**

Figure 1: BJC's revenue and earnings breakdown by business unit in 2020

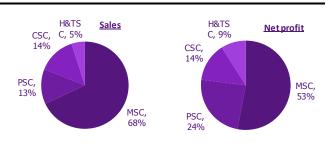


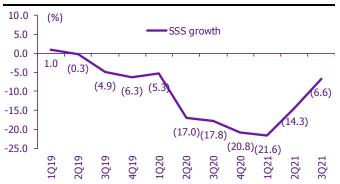
Figure 2: Yearly SSS growth for MSC unit



Source: SCBS Investment Research

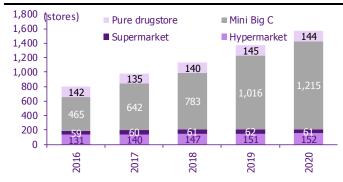
Source: SCBS Investment Research

Figure 3: Quarterly SSS growth for MSC unit



Source: SCBS Investment Research

Figure 4: The number of stores breakdown by format for MSC unit



Source: SCBS Investment Research

Figure 5: BJC's sales and gross profit margin breakdown by business unit

	3Q20	4Q20	1Q21	2Q21	3Q21
Sales (Bt mn)	35,027	35,103	32,520	34,161	34,466
- PSC	4,943	5,373	4,571	4,885	4,504
- CSC	5,146	4,989	4,971	5,679	5,958
- H&TSC	1,953	2,158	1,926	2,189	2,609
- MSC	23,899	23,505	22,022	22,403	22,805
GPM (%)	18.9	19.7	19.1	18.3	18.2
- PSC	20.8	20.4	22.0	24.0	24.0
- CSC	20.1	17.7	20.2	17.5	16.6
- H&TSC	31.4	32.1	32.3	28.3	33.6
- MSC	15.9	17.6	15.8	14.9	14.5

Source: SCBS Investment Research

Figure 6: BJC's historical PE band



Source: SCBS Investment Research

Figure 7: Valuation summary (price as of Nov 17, 2021)

			- 2 1			,																
	Rating	Price Target		ETR P/E (x)		1	EPS gr	owth	(%) P/B		BV (x)		ROE (%)		6)	Div. Yield (%			) EV/EBITDA (x)			
		(Bt/Sh)	(Bt/Sh)	(%)	20A	21F	22F	20A	21F	22F	20A	21F	22F	20A	21F	22F	20A	21F	22F	20A	21F	22F
BJC	Outperform	34.75	41.0	19.7	31.2	44.9	32.2	(38)	(30)	39	1.2	1.2	1.1	4	3	4	2.2	1.7	2.2	14.5	16.1	14.7
CPALL	Under review	65.25	Under review		38.4	67.1	42.6	(30)	(43)	57	5.3	5.2	4.8	15	9	13	1.4	1.2	1.3	17.2	18.2	16.2
CRC	Outperform	36.50	41.0	12.3	n.m.	n.m.	69.9	n.m.	(94)	n.m.	3.8	4.3	4.0	(2)	(3)	6	1.1	0.0	0.6	17.6	18.2	13.2
GLOBAL	Neutral	20.60	25.0	22.7	49.2	29.3	27.9	(8)	68	5	5.5	4.8	4.4	12	18	16	0.9	1.4	1.4	28.8	19.7	18.5
HMPRO	Outperform	15.10	17.5	17.9	38.5	39.2	32.7	(17)	(2)	20	9.2	8.8	8.0	24	23	26	2.0	2.0	2.4	21.7	21.8	19.1
MAKRO	Under review	48.25	Under review		35.3	33.6	31.8	5	5	6	10.2	9.3	8.6	30	29	28	2.1	2.2	2.3	18.5	17.5	16.6
Average					38.5	42.8	39.5	(18)	(16)	25	5.9	5.6	5.2	14	13	15	1.6	1.4	1.7	19.7	18.6	16.4

Source: SCBS Investment Research

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#### CG Rating 2021 Companies with CG Rating

### Companies with Excellent CG Scoring

AAV, ADVANC, AF, AH, AIRA, AKP, AKR, ALT, AMA, AMATA, AMATAV, ANAN, AOT, AP, ARIP, ARROW, ASP, AUCT, AWC, AYUD, BAFS, BANPU, BAY, BBL, BCP, BCPG, BDMS, BEM, BGC, BGRIM, BIZ, BKI, BOL, BPP, BRR, BTS, BTW, BWG, CENTEL, CFRESH, CHEWA, CHO, CIMBT, CK, CKP, CM, CNT, COM7, COMAN, COTTO, CPALL, CPF, CPI, CPN, CRC, CSS, DDD, DELTA, DEMCO, DRT, DTAC, DUSIT, EA, EASTW, ECF, ECL, EE, EGCO, EPG, ETC, FPI, FPT, FSMART, GBX, GC, GCAP, GFPT, GGC\*, GLAND, GLOBAL, GPI, GPSC, GRAMMY, GULF, GUNKUL, HANA, HARN, HMPRO, ICC, ICHI, III, ILINK, ILM, INTUCH, IP, IRPC, ITEL, IVL, JSP, JWD, K, KBANK, KCE, KKP, KSL, KTB, KTC, LALIN, LANNA, LH, GRAMMY, GULF, GUNKUL, HANA, HARN, HMPRO, ICC, ICHI, III, ILINK, ILM, INTUCH, IP, IRPC, ITEL, IVL, JSP, JWD, K, KBANK, KCE, KRP, KSL, KTB, KTC, LALIN, LANNA, LH, LHFG, LIT, LPN, MACO, MAJOR, MAKRO, MALEE, MBK, MBKET, MC, MCOT, METCO, MFEC, MINT, MONO, MOONG, MSC, MTC, MVP, NCL, NEP, NER, NKI, NOBLE, NSI, NVN, NWR, NYT, OISHI, OR, ORI, OSP, OTO, PAP, PCSGH, PDG, PDJ, PG, PHOL\*, PLANB, PLANET, PLAT, PORT, PPS, PR9, PREB, PRG, PRM, PROUD, PSH, PSL, PTG, PTTFP, PTTGP, PTTGC, PYLON, Q-CON, QH, QTC, RATCH, RS, S, S & J, SAAM, SABINA, SAMART, SAMTEL, SAT, SC, SCB, SCC, SCCC, SCG, SCGP, SCM, SDC, SEAFCO, SEAOIL, SE-ED, SELIC, SENA, SHR, SIRI, SIS, SITHAI, SMK, SMPC, SNC, SONIC, SPALI, SPI, SPRC, SPVI, SSSC, SST, STA, STEC\*, STI, SUN, SUSCO, SUTHA, SVI\*, SYMC, SYNTEC, TACC, TASCO, TCAP, TEAMG, TFMAMA, TGH, THANA, THANI, THCOM, THG, THIP, THRE, THREL, TIP¹, TIPCO, TISCO, TK, TKT, TMT, TNDT, TNITY, TOA, TOP, TPBI, TQM, TRC, TRU, TRUE, TSC, TSR, TSTE, TSTH, TTA, TTB, TTCL, TTW, TU, TVD, TVI, TVO, TWPC, U, UAC, UBIS, UV, VGI, VIH, WACOAL, WAVE, WHA, WHAUP, WICE, WINNER, ZEN

### Companies with Very Good CG Scoring

2S, 7UP, ABICO, ABM, ACE, ACG, ADB, AEONTS, AGE, AHC, AIT, ALL, ALLA, ALUCON, AMANAH, AMARIN, APCO, APCS, APURE, AQUA, ASEFA, ASIAN, ASK, ATP30, BA, BC, BEC, BFIT, BJCHI, BR, CBG, CGH, CHAYO, CHOTI, CI, CMC, CPL, CRD, CSP, DCC, ASAP, ASIA, ASIMAR, ASN, B, BAM, BCH, BEYOND, BJC, BLA, BROOK, CEN, CHARAN, CHG, CHOW, CIG, COLOR, CPW, CSC, CWT, DCON, DHOUSE, DOD, DOHOME, DV8, EASON, EFORL, ERW, ESSO, ESTAR, ETE, FE, FLOYD, FN, FNS, FORTH, FSS, FTE, FVC, GEL, GENCO, GJS, GYT, HEMP, HPT, HTC, HYDRO, ICN, IFS, IMH, IND, INET, INSET, INSURE, IRC, IRCP, IT, ITD\*, J, JAS, JCK, JCKH, JMART, JMT, KBS, KCAR, KEX, KGI, KIAT\*, KISS, KOOL, KTIS, KUMWEL, KUN, KWC, KWM, L&E, LDC, LEO, LHK, LOXLEY, LRH, LST, M, MATCH, MBAX, MEGA, META, MFC\*, MGT, MICRO, MILL, MITSIB, MK, MODERN, MTI, NBC, NCAP, NCH, NETBAY, NEX, NINE, NRF, NTV, OCC, OGC, PATO, PB, PICO, PIMO, PJW, PL, PM, PMTA, PPP, PPPM, PRIME, PRIN, PRINC, PSTC, PT, QLT, RBF, RCL, RICHY, RML, ROJNA, RPC, RT, RWI, S11, SA, SAK, SALEE, SAMCO, SANKO, SAPPE, SAWAD, SCI, SCN, SCP, SE, SFLEX, SFP, SFT, SGF, SIAM, SINGER, SKE, SKN, SKR, SKY, SLP, SMIT, SMT, SNP, SO, SORKON, SPA, SPC, SPCG, SR, SRICHA, SSC, SSF, STANLY, STGT, STOWER\*, STPI, SUC, SWC, SYNEX, T, TAE, TAKUNI, TBSP, TCC, TCMC, TEAM, TFG, TFI, TIGER, TITLE, TKN, TKS, TM, TMC, TMD, TMI, TMILL, TNL, TNP, TOG, TPA, TPAC, TPCS, TPS, TRITN, TRT, TSE, TVT, TWP, UEC, UMI, UOBKH, UP, UPF, UPOIC, UTP, VCOM, VL, VNT, NDP, TMIN, TMI, TMILL, TNP, TOG, TPA, TPAC, TPCS, TPS, TRITN, TRT, TSE, TVT, TWP, UEC, UMI, UOBKH, UP, UPF, UPOIC, UTP, VCOM, VL, VNT, TRESS, TM, TMC, TMD, TMI, TMILL, TNP, TOG, TPA, TPAC, TPCS, TPS, TRITN, TRT, TSE, TVT, TWP, UEC, UMI, UOBKH, UP, UPF, UPOIC, UTP, VCOM, VL, VNT, TRESS, TMC, TRESS, TMC, TRESS, TMC, TRESS, VPO, VRANDA, WGE, WIIK, WP, XO, XPG, YUASA

### **Companies with Good CG Scoring**

Companies with Gode Cd Sching

A, AI, AIE, AJ, AMC, APP, AQ, ARIN, AS, AU, B52, BEAUTY, BGT, BH, BIG, BLAND, BM, BROCK, BSBM, BSM, BYD\*, CCP, CITY, CMO, CPT, CSR, EKH, EP, FMT, GLOCON\*, GSC, HTECH, IHL, INGRS, JAK, JTS, KASET, KK, KWG, LEE, BTNC, CAZ, CGD, CMAN, CMR, CRANE, D, EMC, F&D, GIFT, GREEN, GTB, HUMAN, IIG, INOX, JR, JUBILE, KCM, KKC, KYE, LPH, MATI, M-CHAI, MCS, MDX, MJD, MORE, MUD, NC, NDR, NFC, NNCL, NOVA, NPK, NUSA, OCEAN, PAF, PF, PK, PLE, PPM, PRAKIT, PRAPAT, PRECHA, PTL, RCI², RJH, RP, RPH, RSP, SABUY, SF, SGP, SICT, SIMAT, SISB, SK, SMART, SOLAR, SPACK, SPG, SQ, SSP, STARK, STC, SUPER, SVOA, TC, TCCC, THMUI, TNH, TNR, TOPP, TPCH, TPIPP, TPLAS, TPOLY, TQR, TTI, TYCN, UKEM, UMS, UNIQ, UPA, UREKA, VIBHA, W, WIN, WORK, WPH, YGG, ZIGA

#### **Corporate Governance Report**

The material contained in this publication is for general information only and is not intended as advice on any of the matters discussed herein. Readers and others should perform their own independent analysis as to the accuracy or completeness or legality of such information. The Thai Institute of Directors, its officers, the authors and editor make no representation or warranty as to the accuracy, completeness or legality of any of the information contained herein. By accepting this document, each recipient agrees that the Thai Institute of Directors Association, its officers, the authors and editor shall not have any liability for any information contained in, or for any omission from, this

. 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.

To recognize well performers, the list of companies attaining "Good", "Very Good" and "Excellent" levels of recognition (Not including listed companies qualified in the "no announcement of the results" clause from 1 January 2020 to 26 October 2021) is publicized.

- TIP was voluntarily delisted from the Stock Exchange of Thailand effectively on July 24, 2021
- <sup>2</sup> RCI was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 16, 2021
- \* บริษัทหรือกรรมการหรือผู้บริหารของบริษัททมีีข่าวด้านการกากับดูแลกิจการ เช่น การกระทาผิดเกี่ยวกับหลักทรัพย์ การทุจริต คอร์รัปขัน เป็นต้น ซึ่งการใช้ข้อมูล CGR ควรตระหนักถึงข่าวดังกล่าว ประกอบด้วย

### **Anti-corruption Progress Indicator**

### Certified (ได้รับการรับรอง)

2S, ADVANC, AF, AI, AIE, AIRA, AKP, AMA, AMANAH, AMATA, AMATAV, AP, APCS, AQUA, ARROW, ASK, AYUD, B, BAFS, BAM, BANPU, BAY, BBL, BCH, BCP, BCPG, BEYOND, BGC, BGRIM, BJCHI, BKI, BLA, BPP, BROOK, BRR, BSBM, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COM7, COTTO, CPALL, CPF, CPI, CPN, CSC, DCC, DELTA, DEMCO, DIMET, DTAC, DUSIT, EA, EASTW, ECL, EGCO, EP, EPG, ERW, ESTAR, ETE, FE, FNS, FPI, FPT, FSMART, FSS, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GPI, GPSC, GSTEEL, GUNKUL, HANA, HARN, HEMP, HMPRO, HTC, ICC, ICHI, IFEC, IFS, ILINK, INET, INSURE, INTUCH, IRC, IRPC, ITEL, IVL, JKN, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWC, KWG, L&E, LANNA, LHFG, LHK, LPN, LRH, M, MAKRO, MALEE, MBAX, MBK, MBKET, MC, MCOT, META, MFC, KASET, KBANK, KBS, KCAR, KCE, KGI, KRP, KSL, KTB, KTC, KWC, KWG, L&E, LANNA, LHFG, LHK, LPN, LRH, M, MARRO, MALEE, MBAX, MBK, MBKET, MC, MCOT, META, MFC, MFEC, MINT, MONO, MOONG, MSC, MTC, MTI, NBC, NEP, NINE, NKI, NMG, NNCL, NOBLE, NOK, NSI, NWR, OCC, OCEAN, OGC, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PE, PG, PHOL, PK, PL, PLANB, PLANBT, PLAT, PM, PPP, PPPM, PPS, PREB, PRG, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, PTG, PTT, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RML, RWI, S & J, SAAM, SABINA, SAPPE, SAT, SC, SCB, SCC, SCCC, SCG, SCN, SEAOIL, SE-ED, SELIC, SENA, SGP, SINGER, SIRI, SITHAI, SKR, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASCO, TBSP, TCAP, TCMC, TFG, TFI, TFMAMA, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, TKT, TMD, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOP, TOPP, TPA, TPP, TRU, TRUE, TSC, TSTE, TSTH, TTB, TTCL, TU, TVD, TVI, TVO, TWPC, U, UBIS, UEC, UKEM, UOBKH, UPF, UV, VGI, VIH, VNT, WACOAL, WHA, WHAUP, WICE, WIIK, XO, ZEN

### Declared (ประกาศเจตนารมณ์)

7UP, ABICO, APCO, ASIAN, AWC, BEC, BKD, CPL, CPW, CRC, DOHOME, ECF, EKH, ETC, EVER, GULF, III, INOX, JR, KEX, KUMWEL, LDC, MAJOR, MATCH, MILL, NCL, NRF, NUSA, PIMO, PR9, RS, SAK, SCGP, SCM, SIS, STAR, STECH, SUPER, TQM, TTA, VCOM, WIN, YUASA, ZIGA

3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACE, ACG, ADB, ADD, AEONTS, AFC, AGE, AH, AHC, AIT, AJ, AJA, AKR, ALL, ALLA, ALT, ALUCON, AMARIN, AMC, AMR, ANAN, AOT, 3K-BAT, A, AS, AAV, ABM, ACAP, ACC, ACE, ACG, ADB, ADD, AEONTS, AFC, AGE, AH, AHC, AIT, AJ, AJA, AKR, ALL, ALLA, ALT, ALUCON, AMARIN, AMC, AMR, ANAN, AOT, APEX, APP, APURE, AQ, ARIN, ARIP, AS, ASAP, ASEFA, ASIA, ASIMAR, ASN, ASP, ASW, ATP30, AU, AUCT, B52, BA, BBIK, BC, BCT, BDMS, BE8, BEAUTY, BEM, BFIT, BGT, BH BIG, BIZ, BJC, BLAND, BLISS, BM, BOL, BR, BROCK, BSM, BTNC, BTW, BUI, BYD, CAZ, CBG, CCET, CCP, CGD, CHARAN, CHAYO, CHG, CHO, CI, CITY, CK, CKP, CMAN, CMO, CMR, CNT, COLOR, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CSP, CSR, CSS, CTW, CV, CWT, D, DCON, DDD, DHOUSE, DITTO, DMT, DOD, DTCI, DV8, EASON, EE, EFORL, EMC, ESSO, F&D, FANCY, FLOYD, FMT, FN, FORTH, FVC, GENCO, GIFT, GL, GLAND, GLOBAL, GLOCON, GLORY, GRAMMY, GRAND, GREEN, GSC, GTB, GYT, HENG, HFT, HPT, HTECH, HUMAN, HYDRO, ICN, IHL, IIG, ILM, IMH, IND, INGRS, INSET, IP, IRCP, IT, ITD, J, JAK, JAS, JCK, JCKH, JCT, JMART, JMT, JP, JSP, JTS, JUBILE, JUTHA, JWD, KAMART, KC, KCM, KDH, KIAT, KISS, KK, KKC, KOOL, KTIS, KUN, KWM, KYE, LALIN, LEE, LEO, LH, LIT, LOXLEY, LPH, LST, MACO, MANRIN, MATI, MAX, M-CHAI, MCS, MDX, MEGA, MCEA, KAMARI, KC, KCM, KDH, KIAI, KISS, KK, KKC, KOOL, KTIS, KUN, KWM, KYE, LALIN, LEE, LEO, LH, LIT, LOXLEY, LPH, LST, MACO, MANRIN, MATI, MAX, M-CHAI, MCS, MDX, MEGA, MENA, METCO, MGT, MICRO, MIDA, MITSIB, MJD, MK, ML, MODERN, MORE, MPIC, MUD, MVP, NC, NCAP, NCH, NDR, NER, NETBAY, NEW, NEWS, NEX, NFC, NOVA, NPK, NSL, NTV, NVD, NYT, OHTL, OISHI, ONEE, OR, OSP, OTO, PACE, PACO, PAE, PAER, PERM, PF, PICO, PIN, PJW, PLE, PMTA, POLAR, POMPUI, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRIME, PRIN, PRO, PROUD, PSG, PTL, PTTEP, RAM, RATCH, RBF, RCL, RICHY, RJH, ROCK, ROH, ROJNA, RP, RPC, RPH, RSP, RT, S, S11, SA, SABUY, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMTEL, SANKO, SAUCE, SAWAD, SAWANG, SCI, SCP, SDC, SE, SEAFCO, SECURE, SF, SFLEX, SFP, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SISB, SK, SKE, SKN, SKY, SLM, SLP, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPVI, SQ, SR, SSC, STANLY, STARK, STC, STEC, STEG, STGT, STIAI, STI, STOWER, STPI, SUC, SUN, SUTHA, SVH, SVOA, SVT, SWC, SYNEX, TACC, TAPAC, TC, TCC, TCCC, TC), TCOAT, TEAM, TEAMG, TGPRO, TH, THAI, THANA, THE, THG, THL, THMUI, TIGER, TIPH, TITLE, TK, TKN, TM, TMC, TMI, TMW, TNDT, TNH, TNPC, TOA, TPAC, TPBI, TPCH, TPCS, TPIPL, TPIPP, TPLAS, TPOLY, TPS, TQR, TR, TRC, TRITN, TRT, TRUBB, TSE, TSF, TSI, TSR, TTI, TTT, TTW, TVT, TWP, TWZ, TYCN, UAC, UBE, UMI, UMS, UNIQ, UP, UPA, UPOIC, UREKA, UT, UTP, UVAN, VARO, VIBHA, VL, VNG, VPO, VRANDA, W, WAVE, WGE, WINMED, WINNER, WORLD, WP, WPH, XPG, YGG

#### **Explanations**

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of August 5, 2021) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC

Thu. Nov 18, 2021