# **Berli Jucker**

# BJC

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

# SCBS 🗘

# Shored up by strong sales revival

BJC stands by its 2022 sales growth target in the low to mid-teens YoY (potential upside as MSC and PSC units are better than expected YTD) and rental income growth in the high teens YoY, but cuts gross margin target, now expecting it to be eroded YoY by the non-MSC unit. With solid sales outpacing a softer margin, we raised our 2022F by 10%, to 46% YoY growth. Maintain Outperform with a new end-2022 DCF TP of Bt44 (from Bt41).

**2022F guidance.** BJC plans to grow sales in the low to mid-teens YoY and there may be upside as sales are stronger than expected at the modern supply chain (MSC) and packaging supply chain (PSC) units. It keeps 2022F rental income growth target in the high teens YoY, with occupancy rate growing to above 90% (vs 87% in 2021 and 89.5% in 1Q22) and a lower rental discount YoY (vs 3% YoY in 1Q22). It has also revised down its 2022F gross margin target to a 50bps YoY fall from the earlier targeted stable margin, as a weaker margin at the non-MSC unit will be only partly offset by a wider margin at the MSC unit.

MSC unit (64% to 2021 sales). In 2Q22TD, SSS has grown the most since 4Q12, in the low teens YoY (vs -14% YoY in 2Q21 and +3% YoY in 1Q22), uplifted by better economic activities as COVID-19 impact lessens amid mass vaccinations, less stimulus in which it was unable to participate (Khon La Khrueng, Rao Cha Na and Rao Rak Gun) and robust sales during Songkran and its "Back to School" event. It has cut 2022 store expansion to one new hypermarket store (vs 2-3 earlier, delaying new overseas stores to 2023) and 150 Big C Mini stores (from 200-350 earlier, focusing on good locations and the renovation of existing stores). It continues to plan to open 5 Foodplace stores and 9 drugstores. It plans to ramp up to open 1,000 Donjai stores, a new partnership model in which it collaborates with traditional mom&pop shops, with the owners modernizing the stores and stocking the shelves from an MSC unit this year (700 already opened over the past six months). BJC believes gross margin will expand in 2022F, on revival of highmargin non-food products (no lockdowns), more high-margin private brand sales and better price promotion and inventory management that will together outstrip higher logistics costs (0.9% of sales).

**Non-MSC units.** After growing 28% YoY in 1Q22 (half from sales volume and half from raising prices to cover higher costs), PSC sales are targeted to jump YoY in 2022F, driven by price adjustment and more sales volume (partly from demand shift into recycled packaging). After growing 4% YoY in 1Q22 (double-digits YoY if excluding the lower logistics revenue from moving revenue recognition to the MSC unit), its consumer supply chain (CSC) sales are targeted to rise YoY in 2022F from revived demand and the launch of new products. 2022F non-MSC margin will be pressured by high energy and raw material costs (soda ash and aluminum costs for the PSC unit and pulp, palm oil, coconut oil costs for the CSC unit).

# Forecasts and valuation

| Year to 31 Dec    | Unit   | 2020    | 2021    | 2022F   | 2023F   | 2024F   |
|-------------------|--------|---------|---------|---------|---------|---------|
| Revenue           | (Btmn) | 144,732 | 138,465 | 153,551 | 161,241 | 168,195 |
| EBITDA            | (Btmn) | 20,136  | 18,960  | 20,609  | 22,299  | 24,126  |
| Core profit       | (Btmn) | 4,454   | 3,485   | 5,094   | 6,335   | 7,319   |
| Reported profit   | (Btmn) | 4,001   | 3,585   | 5,091   | 6,335   | 7,319   |
| Core EPS          | (Bt)   | 1.11    | 0.87    | 1.27    | 1.58    | 1.83    |
| DPS               | (Bt)   | 0.78    | 0.66    | 0.76    | 0.87    | 0.91    |
| P/E, core         | (x)    | 33.7    | 43.1    | 29.5    | 23.7    | 20.5    |
| EPS growth, core  | (%)    | (38.2)  | (21.8)  | 46.2    | 24.4    | 15.5    |
| P/BV, core        | (x)    | 1.3     | 1.2     | 1.2     | 1.2     | 1.1     |
| ROE               | (%)    | 3.7     | 2.9     | 4.2     | 5.1     | 5.7     |
| Dividend yield    | (%)    | 2.1     | 1.8     | 2.0     | 2.3     | 2.4     |
| FCF yield         | (x)    | 7.2     | 8.5     | 3.1     | 5.2     | 6.0     |
| EV/EBIT           | (x)    | 27.8    | 31.2    | 27.0    | 23.4    | 20.4    |
| EBIT growth, core | (%)    | (17.6)  | (11.7)  | 14.8    | 13.2    | 12.7    |
| EV/CE             | (x)    | 1.1     | 1.1     | 1.1     | 1.0     | 1.0     |
| ROCE              | (%)    | (0.5)   | (0.5)   | (0.6)   | (0.6)   | (0.6)   |
| EV/EBITDA         | (x)    | 15.5    | 16.3    | 14.9    | 13.5    | 12.3    |
| EBITDA growth     | (%)    | (5.4)   | (5.8)   | 8.7     | 8.2     | 8.2     |

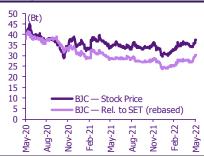
# **Tactical: OUTPERFORM**

# (3-month) Stock data

| Last close (May 18) (Bt) | 37.50  |
|--------------------------|--------|
| Target price (Bt)        | 44.00  |
| Mkt cap (Btbn)           | 150.29 |
| Mkt cap (US\$mn)         | 4,344  |

| Beta                       | L           |
|----------------------------|-------------|
| Mkt cap (%) SET            | 0.78        |
| Sector % SET               | 10.47       |
| Shares issued (mn)         | 4,008       |
| Par value (Bt)             | 1.00        |
| 12-m high / low (Bt)       | 37.5 / 29.3 |
| Avg. daily 6m (US\$mn)     | 7.26        |
| 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                              | 5.6 | 14.5 | 9.5 |  |  |  |  |
| Relative to SET                       | 9.2 | 21.1 | 5.6 |  |  |  |  |
| Source: SET, SCBS Investment Research |     |      |     |  |  |  |  |

# Analyst

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# Value proposition

Since its birth 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. Shareholding structure: In 2001, Thai Charoen Corporation Group (TCC Holdings) acquired BJC shares and became the major shareholder. The TCC group is 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, purchasing 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% in BIGC at a cost of up to Bt3.8bn.

Its MSC is one of Thailand's top three modern trade retailers. 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, bar soap, tissue in medium & economy segments and Thailand's second largest market share for potato chips, premium tissue and paper towels.

Of total sales in 2021, 64% came from the modern supply chain (MSC; Big C), 14% from the packaging supply chain (PSC), 16% from the consumer supply chain (CSC) and 6% from the healthcare and technical supply chain (H&TSC). Of total earnings, 36% came from the MSC unit, followed by 32% from PSC, 18% from CSC and 15% from the H&TSC unit.

#### **Business outlook**

Over 2022-2026, BJC targets sales growth of 11-16% p.a. to reach Bt270bn in 2026, supplied by growth in all units, and capex of Bt60-70bn (or Bt12-14bn p.a.). Of the capex, 70% will be invested in the MSC unit, largely for store expansion and renovations (not including additional investment in partnerships and M&As), 20% in the PSC unit and 10% into other units. In terms of sustainable goals, BJC plants a 15% reduction in greenhouse gas emissions (scope 1 & 2) in 2032 (from 2021 levels) and targets to be net zero emissions in 2050.

BJC targets 2022 sales growth in the low to mid-teens YoY, with all units contributing and possible upside from stronger sales than expected YTD in the MSC and PSC units. For the MSC unit, it plans to add one new hypermarket, 5 Foodplace stores, 150 Mini BigC stores (100 in Thailand and 50 in Cambodia), 9 drugstores (7 Pure and 2 SiriPharma, its standalone wholesale drugstore). It expects gross margin to drop 50bps YoY, with a weaker margin at the non-MSC unit from higher energy and raw material costs partly offset by wider margin at the MSC unit from a more favorable sales mix and better promotional and inventory management. Rental income is expected to grow in the high teens YoY as occupancy rate rises to more than 90% (vs 87% in 2021) and the rental discount is narrowed YoY.

With revived sales and rental income, we expect 2022F core earnings to grow a strong 46% YoY. Key risk is a worsening in the COVID-19 situation that would require the return of restrictions.

| Bullish views   | Bearish views  |
|---|--|
| 1. 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 | 2. Rental income to come back slowly from a continued rent |
| for tenants after the lockdown is lifted                      | 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   |
|---------------------------|--|---------------------------------|---|
| 2Q22F earnings<br>outlook | Better sales and rental & other income YoY | Earnings up YoY but<br>down QoQ | We expect 2Q22F earnings to grow YoY on revived sales and rental & other income but drop QoQ from seasonality.                                  |
| 2022F earnings<br>outlook | Low base for sales and rental income       | Earnings growth YoY             | We expect a YoY revival in 2022F earnings, with SSS and rental income recovering off a low base from weak purchasing power and lockdown orders. |

### Sensitivity analysis

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

Thu, May 19, 2022



# **Financial statement**

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|------------|--------|---------|-----|
| Profit and | I LOSS | Stateme | :nt |

| FY December 31       | Unit   | 2017      | 2018      | 2019      | 2020      | 2021      | 2022F     | 2023F     | 2024F     |
|----------------------|--------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Total revenue        | (Btmn) | 149,158   | 156,142   | 158,009   | 144,732   | 138,465   | 153,551   | 161,241   | 168,195   |
| Cost of goods sold   | (Btmn) | (120,706) | (126,173) | (127,120) | (117,253) | (112,448) | (125,465) | (131,725) | (137,375) |
| Gross profit         | (Btmn) | 28,452    | 29,968    | 30,889    | 27,479    | 26,017    | 28,086    | 29,516    | 30,820    |
| SG&A                 | (Btmn) | (30,686)  | (32,263)  | (33,270)  | (29,135)  | (27,616)  | (29,869)  | (31,463)  | (32,789)  |
| Other income         | (Btmn) | 14,885    | 15,771    | 16,009    | 12,888    | 11,518    | 13,170    | 14,839    | 16,499    |
| Interest expense     | (Btmn) | (4,528)   | (4,719)   | (4,971)   | (5,273)   | (5,094)   | (5,111)   | (5,054)   | (4,952)   |
| Pre-tax profit       | (Btmn) | 8,122     | 8,757     | 8,657     | 5,960     | 4,825     | 6,275     | 7,838     | 9,578     |
| Corporate tax        | (Btmn) | (2,260)   | (1,569)   | (829)     | (800)     | (508)     | (596)     | (941)     | (1,724)   |
| Equity a/c profits   | (Btmn) | 24        | (110)     | (128)     | (156)     | (130)     | 116       | 139       | 167       |
| Minority interests   | (Btmn) | (764)     | (634)     | (496)     | (551)     | (701)     | (701)     | (702)     | (702)     |
| Core profit          | (Btmn) | 5,122     | 6,444     | 7,205     | 4,454     | 3,485     | 5,094     | 6,335     | 7,319     |
| Extra-ordinary items | (Btmn) | 88        | 206       | 74        | (452)     | 100       | (3)       | 0         | 0         |
| Net Profit           | (Btmn) | 5,211     | 6,650     | 7,278     | 4,001     | 3,585     | 5,091     | 6,335     | 7,319     |
| EBITDA               | (Btmn) | 20,040    | 21,032    | 21,280    | 20,136    | 18,960    | 20,609    | 22,299    | 24,126    |
| Core EPS (Bt)        | (Btmn) | 1.28      | 1.61      | 1.80      | 1.11      | 0.87      | 1.27      | 1.58      | 1.83      |
| Net EPS (Bt)         | (Bt)   | 1.31      | 1.66      | 1.82      | 1.00      | 0.89      | 1.27      | 1.58      | 1.83      |
| DPS (Bt)             | (Bt)   | 0.57      | 0.73      | 0.91      | 0.78      | 0.66      | 0.76      | 0.87      | 0.91      |

# **Balance Sheet**

| FY December 31              | Unit   | 2017    | 2018    | 2019    | 2020    | 2021    | 2022F   | 2023F   | 2024F   |
|-----------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| Total current assets        | (Btmn) | 38,542  | 43,360  | 42,921  | 37,708  | 43,965  | 48,797  | 51,729  | 54,021  |
| Total fixed assets          | (Btmn) | 276,517 | 280,700 | 282,884 | 288,449 | 285,218 | 286,297 | 285,044 | 283,588 |
| Total assets                | (Btmn) | 315,059 | 324,060 | 325,804 | 326,157 | 329,183 | 335,094 | 336,773 | 337,609 |
| Total loans                 | (Btmn) | 157,180 | 160,933 | 157,950 | 164,848 | 163,690 | 161,394 | 157,294 | 152,037 |
| Total current liabilities   | (Btmn) | 50,254  | 90,286  | 75,881  | 65,363  | 55,923  | 67,413  | 77,311  | 65,826  |
| Total long-term liabilities | (Btmn) | 153,631 | 118,001 | 130,187 | 141,257 | 152,054 | 144,029 | 132,532 | 141,018 |
| Total liabilities           | (Btmn) | 203,886 | 208,286 | 206,068 | 206,621 | 207,977 | 211,442 | 209,842 | 206,844 |
| Paid-up capital             | (Btmn) | 3,996   | 4,003   | 4,007   | 4,008   | 4,008   | 4,008   | 4,008   | 4,008   |
| Total equity                | (Btmn) | 111,173 | 115,774 | 119,736 | 119,536 | 121,206 | 123,652 | 126,930 | 130,765 |
| BVPS (Bt)                   | (Bt)   | 27.85   | 28.95   | 29.90   | 29.83   | 30.24   | 30.85   | 31.67   | 32.63   |

# **Cash Flow Statement**

| FY December 31                | Unit   | 2017     | 2018     | 2019    | 2020     | 2021     | 2022F    | 2023F   | 2024F   |
|-------------------------------|--------|----------|----------|---------|----------|----------|----------|---------|---------|
| Core Profit                   | (Btmn) | 5,122    | 6,444    | 7,205   | 4,454    | 3,485    | 5,094    | 6,335   | 7,319   |
| Depreciation and amortization | (Btmn) | 7,389    | 7,556    | 7,652   | 8,904    | 9,042    | 9,223    | 9,407   | 9,595   |
| Operating cash flow           | (Btmn) | 17,380   | 17,636   | 18,700  | 16,631   | 16,636   | 14,913   | 16,042  | 17,184  |
| Investing cash flow           | (Btmn) | (14,846) | (11,641) | (8,114) | (5,778)  | (3,865)  | (10,302) | (8,154) | (8,139) |
| Financing cash flow           | (Btmn) | (1,390)  | (4,683)  | (9,992) | (13,907) | (11,776) | (4,890)  | (7,156) | (8,741) |
| Net cash flow                 | (Btmn) | 1,145    | 1,312    | 594     | (3,054)  | 995      | (280)    | 731     | 305     |

# **Key Financial Ratios**

| FY December 31        | Unit | 2017  | 2018  | 2019  | 2020  | 2021  | 2022F | 2023F | 2024F |
|-----------------------|------|-------|-------|-------|-------|-------|-------|-------|-------|
| Gross margin          | (%)  | 19.1  | 19.2  | 19.5  | 19.0  | 18.8  | 18.3  | 18.3  | 18.3  |
| Operating margin      | (%)  | (1.5) | (1.5) | (1.5) | (1.1) | (1.2) | (1.2) | (1.2) | (1.2) |
| EBITDA margin         | (%)  | 13.4  | 13.5  | 13.5  | 13.9  | 13.7  | 13.4  | 13.8  | 14.3  |
| EBIT margin           | (%)  | 8.5   | 8.6   | 8.6   | 7.8   | 7.2   | 7.4   | 8.0   | 8.6   |
| Net profit margin     | (%)  | 3.5   | 4.3   | 4.6   | 2.8   | 2.6   | 3.3   | 3.9   | 4.4   |
| ROE                   | (%)  | 4.6   | 5.7   | 6.1   | 3.7   | 2.9   | 4.2   | 5.1   | 5.7   |
| ROA                   | (%)  | 1.6   | 2.0   | 2.2   | 1.4   | 1.1   | 1.5   | 1.9   | 2.2   |
| Net D/E               | (x)  | 1.4   | 1.3   | 1.3   | 1.4   | 1.3   | 1.3   | 1.2   | 1.1   |
| Interest coverage     | (x)  | 4.4   | 4.5   | 4.3   | 3.8   | 3.7   | 4.0   | 4.4   | 4.9   |
| Debt service coverage | (x)  | 0.9   | 0.3   | 0.5   | 0.5   | 0.6   | 0.5   | 0.5   | 0.7   |
| Payout Ratio          | (%)  | 43.7  | 43.9  | 50.1  | 78.1  | 73.8  | 60.0  | 55.0  | 50.0  |

# **Main Assumptions**

| FY December 31                   | Unit     | 2017  | 2018  | 2019  | 2020   | 2021   | 2022F | 2023F | 2024F |
|----------------------------------|----------|-------|-------|-------|--------|--------|-------|-------|-------|
| SSS growth (MSC)                 | (%)      | (5.6) | 1.0   | (2.7) | (15.3) | (11.0) | 6.5   | 3.5   | 2.5   |
| New stores, all formats (MSC)    | (Stores) | 180   | 154   | 243   | 198    | 142    | 162   | 156   | 156   |
| Ending stores, all formats (MSC) | (Stores) | 977   | 1,131 | 1,374 | 1,572  | 1,714  | 1,876 | 2,032 | 2,188 |
| New stores, hypermarket (MSC)    | (Stores) | 9     | 7     | 4     | 1      | 2      | 1     | 2     | 2     |
| Ending stores, hypermarket (MSC) | (Stores) | 140   | 147   | 151   | 152    | 154    | 155   | 157   | 159   |
| Gross profit margin (MSC)        | (%)      | 16.7  | 16.5  | 17.1  | 16.3   | 15.7   | 16.1  | 16.2  | 16.3  |

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# **Financial statement**

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|-------|-------|-------|--------|-------|
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| FY December 31                | Unit          | 2Q20                    | 3Q20                    | 4Q20                  | 1Q21                    | 2Q21                  | 3Q21                  | 4Q21                  | 1Q22                    |
|-------------------------------|---------------|-------------------------|-------------------------|-----------------------|-------------------------|-----------------------|-----------------------|-----------------------|-------------------------|
| Total revenue                 | (Btmn)        | 36,119                  | 35,027                  | 35,103                | 32,520                  | 34,161                | 34,466                | 37,317                | 36,232                  |
| Cost of goods sold            | (Btmn)        | (29,469)                | (28,421)                | (28,172)              | (26,299)                | (27,897)              | (28,193)              | (30,059)              | (29,485)                |
| Gross profit                  | (Btmn)        | 6,650                   | 6,607                   | 6,931                 | 6,221                   | 6,264                 | 6,273                 | 7,259                 | 6,746                   |
| SG&A                          | (Btmn)        | (6,677)                 | (7,140)                 | (7,401)               | (6,755)                 | (6,822)               | (6,653)               | (7,386)               | (7,198)                 |
| Other income                  | (Btmn)        | 2,486                   | 3,179                   | 3,528                 | 3,037                   | 2,918                 | 2,389                 | 3,173                 | 3,193                   |
| Interest expense              | (Btmn)        | (1,322)                 | (1,334)                 | (1,286)               | (1,254)                 | (1,258)               | (1,283)               | (1,299)               | (1,188)                 |
| Pre-tax profit                | (Btmn)        | 1,136                   | 1,311                   | 1,772                 | 1,249                   | 1,102                 | 727                   | 1,747                 | 1,552                   |
| Corporate tax                 | (Btmn)        | (143)                   | (140)                   | (218)                 | (123)                   | (69)                  | (194)                 | (123)                 | (137)                   |
| Equity a/c profits            | (Btmn)        | (72)                    | (2)                     | (9)                   | (54)                    | (22)                  | (51)                  | (3)                   | 41                      |
| Minority interests            | (Btmn)        | (117)                   | (112)                   | (157)                 | (118)                   | (210)                 | (125)                 | (248)                 | (208)                   |
| Core profit                   | (Btmn)        | 804                     | 1,057                   | 1,387                 | 953                     | 800                   | 358                   | 1,374                 | 1,249                   |
| Extra-ordinary items          | (Btmn)        | (498)                   | 6                       | (34)                  | 59                      | 22                    | 9                     | 9                     | (3)                     |
| Net Profit                    | (Btmn)        | 306                     | 1,062                   | 1,353                 | 1,013                   | 822                   | 367                   | 1,383                 | 1,246                   |
| EBITDA                        | (Btmn)        | 4,644                   | 4,921                   | 5,318                 | 4,750                   | 4,541                 | 4,312                 | 5,357                 | 4,952                   |
| Core EPS (Bt)                 | (Btmn)        | 0.20                    | 0.26                    | 0.35                  | 0.24                    | 0.20                  | 0.09                  | 0.34                  | 0.31                    |
| Net EPS (Bt)                  | (Bt)          | 0.08                    | 0.27                    | 0.34                  | 0.25                    | 0.21                  | 0.09                  | 0.34                  | 0.31                    |
| Balance Sheet                 |               |                         |                         |                       |                         |                       |                       |                       |                         |
| FY December 31                | Unit          | 2Q20                    | 3Q20                    | 4Q20                  | 1Q21                    | 2Q21                  | 3Q21                  | 4Q21                  | 1Q22                    |
| Total current assets          | (Btmn)        | 39,240                  | 38,919                  | 37,708                | 38,079                  | 38,583                | 40,531                | 43,965                | 43,201                  |
| Total fixed assets            | (Btmn)        | 290,545                 | 289,835                 | 288,449               | 286,897                 | 285,691               | 285,168               | 285,218               | 285,315                 |
| Total assets                  | (Btmn)        | 329,785                 | 328,754                 | 326,157               | 324,976                 | 324,274               | 325,699               | 329,183               | 328,516                 |
| Total loans                   | (Btmn)        | 170,337                 | 168,307                 | 155,245               | 162,881                 | 162,708               | 164,637               | 163,690               | 162,935                 |
| Total current liabilities     | (Btmn)        | 47,986                  | 55,557                  | 65,363                | 54,030                  | 60,614                | 49,819                | 55,923                | 73,951                  |
| Total long-term liabilities   | (Btmn)        | 163,956                 | 154,908                 | 141,257               | 150,138                 | 144,153               | 156,281               | 152,054               | 131,901                 |
| Total liabilities             | (Btmn)        | 211,942                 | 210,465                 | 206,621               | 204,168                 | 204,767               | 206,099               | 207,977               | 205,853                 |
| Paid-up capital               | (Btmn)        | 4,008                   | 4,008                   | 4,008                 | 4,008                   | 4,008                 | 4,008                 | 4,008                 | 4,008                   |
| Total equity                  | (Btmn)        | 117,844                 | 118,289                 | 119,536               | 120,808                 | 119,508               | 119,599               | 121,206               | 122,663                 |
| BVPS (Bt)                     | (Bt)          | 29.41                   | 29.52                   | 29.83                 | 30.14                   | 29.82                 | 29.84                 | 30.24                 | 30.61                   |
| Cash Flow Statement           |               |                         |                         |                       |                         |                       |                       |                       |                         |
| FY December 31                | Unit          | 2Q20                    | 3Q20                    | 4Q20                  | 1Q21                    | 2Q21                  | 3Q21                  | 4Q21                  | 1Q22                    |
| Core Profit                   | (Btmn)        | 306                     | 1,062                   | 1,353                 | 1,013                   | 822                   | 367                   | 1,383                 | 1,246                   |
| Depreciation and amortization | (Btmn)        | 2,186                   | 2,276                   | 2,260                 | 2,248                   | 2,181                 | 2,302                 | 2,312                 | 2,211                   |
| Operating cash flow           | (Btmn)        | 2,839                   | 6,156                   | 5,197                 | 3,753                   | 4,750                 | 2,784                 | 5,348                 | 3,888                   |
| Investing cash flow           | (Btmn)        | (2,415)                 | (1,368)                 | (213)                 | (652)                   | (630)                 | (1,172)               | (1,410)               | (1,199)                 |
| Financing cash flow           |               |                         |                         |                       |                         |                       |                       |                       |                         |
| Net cash flow                 | (Btmn) (Btmn) | (1,171)<br><b>(746)</b> | (5,160)<br><b>(371)</b> | (4,701)<br><b>282</b> | (3,845)<br><b>(743)</b> | (3,547)<br><b>573</b> | (1,135)<br><b>477</b> | (3,249)<br><b>689</b> | (3,465)<br><b>(777)</b> |
| Key Financial Ratios          |               |                         |                         |                       |                         |                       |                       |                       |                         |
| FY December 31                | Unit          | 2Q20                    | 3Q20                    | 4Q20                  | 1Q21                    | 2Q21                  | 3Q21                  | 4Q21                  | 1Q22                    |
| Gross margin                  |               | 18.4                    | 18.9                    | <b>4Q20</b><br>19.7   | 19.1                    | 18.3                  | 18.2                  | 19.5                  | 18.6                    |
| 3                             | (%)           |                         |                         |                       |                         |                       |                       |                       |                         |
| Operating margin              | (%)           | (0.1)<br>12.9           | (1.5)                   | (1.3)                 | (1.6)                   | (1.6)                 | (1.1)                 | (0.3)                 | (1.2)                   |
| EBITDA margin                 | (%)           |                         | 14.0                    | 15.1                  | 14.6                    | 13.3                  | 12.5                  | 14.4                  | 13.7                    |
| EBIT margin                   | (%)           | 6.8                     | 7.6                     | 8.7                   | 7.7                     | 6.9                   | 5.8                   | 8.2                   | 7.6                     |
| Net profit margin             | (%)           | 0.8                     | 3.0                     | 3.9                   | 3.1                     | 2.4                   | 1.1                   | 3.7                   | 3.4                     |
| ROE                           | (%)           | 2.7                     | 3.6                     | 4.7                   | 3.2                     | 2.7                   | 1.2                   | 4.6                   | 4.1                     |
| ROA<br>Net D/F                | (%)           | 1.0                     | 1.3                     | 1.7                   | 1.2                     | 1.0                   | 0.4                   | 1.7                   | 1.5                     |
| NOT LIVE                      | ( ) )         | 14                      | 14                      | 1.3                   | 1.3                     | 1.3                   | 1.3                   | 1.3                   | 1 3                     |

# **Main Assumptions**

Net D/E

Interest coverage

Debt service coverage

| r tanti 7 tobam perono           |          |        |        |        |        |        |       |       |       |
|----------------------------------|----------|--------|--------|--------|--------|--------|-------|-------|-------|
| FY December 31                   | Unit     | 2Q20   | 3Q20   | 4Q20   | 1Q21   | 2Q21   | 3Q21  | 4Q21  | 1Q22  |
| SSS growth (MSC)                 | (%)      | (17.0) | (17.8) | (20.8) | (21.6) | (14.3) | (6.6) | (0.1) | 2.9   |
| New stores, all formats (MSC)    | (Stores) | 40     | 63     | 61     | 16     | 28     | 42    | 56    | 38    |
| Ending stores, all formats (MSC) | (Stores) | 1,448  | 1,511  | 1,572  | 1,588  | 1,616  | 1,658 | 1,714 | 1,752 |
| New stores, hypermarket (MSC)    | (Stores) | 0      | 1      | 0      | 0      | 0      | 0     | 2     | 0     |
| Ending stores, hypermarket (MSC) | (Stores) | 151    | 152    | 152    | 152    | 152    | 152   | 154   | 154   |
| Gross profit margin (MSC)        | (%)      | 15.7   | 15.9   | 17.6   | 15.8   | 14.9   | 14.5  | 17.5  | 16.2  |

1.4

3.7

0.6

1.3

4.1

0.5

1.3

3.8

0.6

1.4

3.5

0.7

(x)

(x)

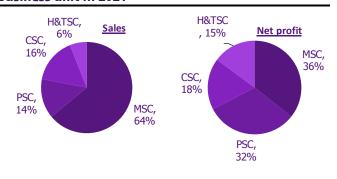
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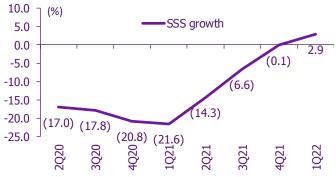
# **Appendix**

Figure 1: BJC's revenue and earnings breakdown by business unit in 2021



Source: SCBS Investment Research

Figure 3: Quarterly SSS growth for MSC unit



Source: SCBS Investment Research

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

|                 | 1Q21   | 2Q21   | 3Q21   | 4Q21   | 1Q22   | % Chg | % Chg  |
|-----------------|--------|--------|--------|--------|--------|-------|--------|
|                 |        |        |        |        |        | YoY   | QoQ    |
| Sales (Bt mn)   | 32,520 | 34,161 | 34,466 | 37,317 | 36,232 | 11.4  | (2.9)  |
| - PSC           | 4,571  | 4,885  | 4,504  | 5,976  | 5,831  | 27.6  | (2.4)  |
| - CSC           | 4,971  | 5,679  | 5,958  | 6,078  | 5,184  | 4.3   | (14.7) |
| - H&TSC         | 1,926  | 2,189  | 2,609  | 2,340  | 2,044  | 6.1   | (12.6) |
| - MSC           | 22,022 | 22,403 | 22,805 | 24,072 | 23,480 | 6.6   | (2.5)  |
| GPM (%)         | 19.1   | 18.3   | 18.2   | 19.5   | 18.6   | (0.5) | (0.8)  |
| - PSC           | 22.0   | 24.0   | 24.0   | 21.6   | 22.0   | -     | 0.4    |
| - CSC           | 20.2   | 17.5   | 16.6   | 15.1   | 17.6   | (2.6) | 2.5    |
| - H&TSC         | 32.3   | 28.3   | 33.6   | 28.4   | 30.2   | (2.1) | 1.8    |
| - MSC           | 15.8   | 14.9   | 14.5   | 17.5   | 16.2   | 0.4   | (1.3)  |
| EBIT margin (%) | 7.7    | 6.9    | 5.8    | 8.2    | 7.6    | (0.1) | (0.6)  |
| - PSC           | 14.9   | 18.0   | 17.1   | 16.2   | 16.1   | 1.2   | (0.1)  |
| - CSC           | 8.9    | 6.3    | 7.0    | 5.1    | 6.8    | (2.1) | 1.7    |
| - H&TSC         | 15.9   | 15.1   | 20.1   | 7.6    | 15.4   | (0.5) | 7.8    |
| - MSC           | 4.7    | 3.3    | 1.3    | 6.2    | 5.0    | 0.3   | (1.2)  |

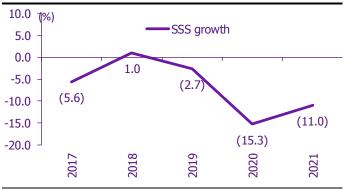
Source: SCBS Investment Research

Figure 7: Valuation summary (price as of May 18, 2022)

Rating **Price** Target ETR P/E (x) EPS growth (%) P/BV(x) **ROE** (%) Div. Yield (%) EV/EBITDA(x) (Bt/Sh) (Bt/Sh) (%) 21A 22F 23F 21A 22F BJC Outperform 37.50 44.0 19.4 43.1 29.5 23.7 (22) 46 24 1.2 1.2 1.2 1.8 2.0 2.3 16.3 14.9 13.5 CPALL Outperform 64.25 77.0 74.8 39.6 30.6 (49) 89 30 2.0 1.9 1.8 0.7 19.2 14.1 CRC Outperform 37.00 45.0 22.5 n.m. 44.3 31.1 n.m. 2,552 42 3.8 3.6 3.3 8 11 0.8 0.9 1.3 17.2 12.4 10.6 GLOBAL 28.5 4.6 4.1 Neutral 21.60 24.0 12.3 31.0 25.3 12 5.2 18 17 17 1.2 1.4 21.5 19.7 17.6 73 1.1 **HMPRO** Outperform 14.70 18.0 24.7 35.5 30.8 26.7 6 15 15 8.4 7.7 7.0 24 26 27 2.2 2.3 2.6 20.2 18.2 16.2 MAKRO Outperform 35.75 46.0 30.1 28.7 35.7 (20)42 2.0 18.9 13.9 (0) 449 28 42.6 34.7 27.1 3.7 3.4 3.1 11 1.4 1.5 18.9 15.5 13.7 Average 1.9

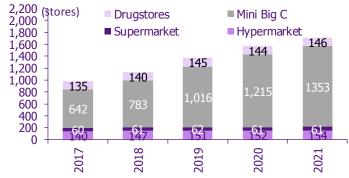
Source: SCBS Investment Research

Figure 2: Yearly SSS growth for MSC unit



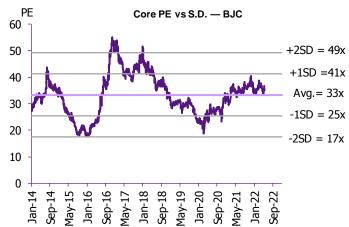
Source: SCBS Investment Research

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



Source: SCBS Investment Research

Figure 6: BJC's historical core PE band



Source: SCBS Investment Research



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

# Certified (ได้รับการรับรอง)

2S, 7UP, ADVANC, AF, AI, ÁIE, AIRA, AKP, AMA, AMANAH, AMATA, AMATAV, AP, APCS, AQUA, ARROW, AS, ASIAN, ASK, ASP, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBL, BCH, BCP, BCPG, BE8, 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, DRT, 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, GULF, GUNKUL, HANA, HARN, HEMP, HENG, HMPRO, HTC, ICC, ICHI, IFEC, IFS, ILINK, INET, INSURE, INTUCH, IRC, IRPC, ITEL, IVL, JKN, JR, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWC, KWI, L&E, LANNA, LH, LHFG, LHK, LPN, LRH, M, MAKRO, INSURE, INTUCH, IRC, IRPC, ITEL, IVL, JKN, JR, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWC, KWI, L&E, LANNA, LH, LHFG, LHK, LPN, LRH, M, MARRO, MALEE, MATCH, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NBC, NEP, NINE, NKI, NMG, NNCL, NOBLE, NOK, NSI, NWR, OCC, OGC, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PE, PG, PHOL, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPPM, PPS, PR9, PREB, PRG, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, PTECH, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RATCH, RML, RWI, S & J, SAAM, SABINA, SAPPE, SAT, SC, SCC, SCCC, SCG, SCGP, SCM, SCAN, 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, STOWER, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASCO, 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, TPCS, TPP, TRU, TRUE, TSC, TSTE, TSTH, TTA, TTB, TTCL, TU, TVD, TVI, TVO, TWPC, U, UBE, UBIS, UEC, UKEM, UOBKH, UPF, UV, VGI, VIH, WACOAL, WHA, WHAUP, WICE, WIIK, XO, YUASA, ZEN, ZIGA

Declared (ประกาศเจตนารมณ์)
AH, AJ, ALT, APCO, B52, BEC, CHG, CI, CPL, CPR, CPW, CRC, DDD, DHOUSE, DOHOME, ECF, EKH, ETC, EVER, FLOYD, III, ILM, INOX, JTS, KEX, KUMWEL, LDC, MAJOR, MEGA, NCAP, NOVA, NRF, NUSA, NYT, OR, PIMO, PLE, RS, SAK, SIS, STECH, STGT, SUPER, TKN, TMI, TQM, TSI, VARO, VCOM, VIBHA, WIN

N/A

3K-BAT, A, A5, AAV, ABICO, ABM, ACAP, ACC, ACE, ACG, ADB, ADD, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, ALL, ALLA, ALPHAX, ALUCON, AMARIN, AMC, AMR, ANAN, AOT, APEX, APP, APURE, AQ, ARIN, ARIP, ASAP, ASEFA, ASIA, ASIMAR, ASN, ASW, ATP30, AU, AUCT, BA, BBGI, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BFIT, BGT, BH, BIG, BIS, BIZ, BIC, BLAND, BLISS, BM, BOL, BR, BRI, BROCK, BSM, BTNC, BTW, BUI, BYD, CAZ, CBG, CCET, CCP, CEYE, CGD, CHARAN, CHAYO, CHO, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COLOR, COMAN, CPANEL, CPH, CPT, CRANE, CRD, CSP, CSR, CSS, CTW, CV, CWT, D, DCON, DITTO, DMT, DOD, DPAINT, DTCI, DV8, EASON, EE, EFORL, EMC, ESSO, F&D, FANCY, FMT, FN, FORTH, FTI, FVC, GENCO, GIFT, GL, GLAND, GLOBAL, GLOCON, GLORY, GRAMMY, GRAND, GREEN, GSC, GTB, GYT, HFT, HL, HPT, HTECH, HUMAN, HYDRO, ICN, IHI, IIG, IMH, IND, INGRS, INSET, IP, IRCP, IT, ITD, J, JAK, JAS, JAC, JCK, JCKH, JCT, JDF, JMART, JMT, JP, JUBILE, JUTHA, JWD, KAMART, KC, KCC, KCM, KDH, KIAT, KISS, KK, KKC, KOOL, KTIS, KUN, KWM, KYE, LALIN, LEE, LEO, LIT, LOXLEY, LPH, LST, MACO, MANRIN, MATI, MAX, M-CHAI, MCS, MDX, MENA, METCO, MGT, MICRO, MIDA, MITSIB, MJD, MK, ML, MODERN, MORE, MPIC, MUD, MVP, NC, NCH, NCL, NDR, NER, NETBAY, NEW, NEWS, NEX, NFC, NPK, NSL, NTV, NV, NVD, OHTL, OISHI, ONEE, OSP, OTO, PACE, PACO, PAE, PAF, PEACE, PERM, PF, PICO, PIN, PJW, PLUS, PMTA, POLAR, POMPUI, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRIME, PRIN, PRO, PROUD, PSG, PTC, PTL, RAM, RBF, RCL, RICHY, RJH, ROCK, ROH, ROJNA, RP, RPC, RPH, RSP, RT, S, S11, SA, SABUY, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMTEL, SAMKO, SAUCE, SAWAD, SAWANG, SCB, SCI, SCP, SDC, SE SEAFCO, SECURE, SENAI, SF, SFLEX, SFP, SFT, SGF, SHANNG, SHR, SIAM, SICT, SIMAT, ISTB, SUC, SUN, SUTHA, SVH, SVOA, SVT, SWC, SYNEX, TACC, TAPAC, TC, TCCC, TC1, TCOAT, TEAM, TEAM, TEAM, THAI, THANA, THE, THG, THL, THMUI, TIGER, TIPH, TITL, TK, TKC, TM, TMC, TMW, TNDT, TNH, TNPC, TOA, TPAC, TPBI, TPCH, TPIPL, TPIPP, TPLAS, TPOLY, TPS, TQR, TR, TRC, TRITH, TRT, TRUBB, TRV, TSE, TSF, TSR, TT1, TTW, TVT, TWP, TWZ, TYCN, UAC, UMI, 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 April 5, 2022) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC

Thu, May 19, 2022