



# Osotspa

Osotspa  
Public Company Limited

# OSP

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## Expect 2Q22F to fall both YoY and QoQ

**We expect OSP to report 2Q22 earnings on August 10 with a drop of 16.5% YoY and 8.7% QoQ, pressured by lower energy drink volume and market share after it raised the price of M-150 to Bt12/bottle at end-1Q22. These factors plus a soft gross margin and lower dividend from Unicharm lead us to cut 2022F revenue by 2.2%. We downgrade to Neutral from Outperform with a 2023 TP of Bt34/sh (from 2022 TP of Bt37).**

**2Q22F earnings to fall both YoY and QoQ.** We estimate OSP's 2Q22 earnings at Bt684mn (-16.5% YoY and -8.7% QoQ) on revenue of Bt7.22bn (+4.5% YoY but -3.3% QoQ). Though the energy drink market grew 7%YoY in 2Q22, OSP's repricing of its M-150 to Bt12/bottle in a highly competitive market did not go down well with consumers. The resultant loss in market share dragged down energy drink revenue YoY though functional drink sales grew YoY. The overseas market grew 8% YoY, well below the 19% YoY in 1Q22. Gross margin remained soft at 31.2% from lower efficiency after it switched M-150 to a new lightweight bottle. Dividend from Unicharm will shrink to Bt35mn from Bt309mn in 2021.

**Downgrade 2022 on lower gross margin.** We lowered 2022 revenue by 2.2% to Bt28.6bn (+7.2% YoY) to reflect the fall in energy drink sales. Gross margin was adjusted down to 33% from 35% to factor in higher raw material costs and low efficiency of the new production line for lightweight bottles in 1H22 that pressured gross margin more severely than expected. Dividend from Unicharm in 2022 is disappointing as operations deviated from normal. All told, we now expect 2022 net profit of Bt3.1bn (-4.7% YoY), 17% lower than earlier forecast. 3Q22 earnings are expected to rise YoY but be flat QoQ; a better gross margin will help make up for low season.

**Limited impact from Myanmar bank rules, monitoring CLMV.** The Central Bank of Myanmar (CBM) has prohibited commercial banks, companies and retail borrowers from repaying foreign loans. Impact on OSP is limited as its product is manufactured and distributed within Myanmar. However, OSP has ~US\$27mn foreign debt with Thai banks on which it will have to figure out payment terms and interest. Currently, 10-12% of OSP's sales revenue is from CLMV and it will be important to monitor the economy, consumption and currency risks in these countries. We assume a slight economic softening in 2H22 with recovery in 2023.

**Risk and concerns.** We are monitoring a possible increase in minimum wage, which may slightly pressure gross margin in 2H22.

**Tactical call of Neutral with 2022 TP of Bt34/share.** With the fall in earnings in 2022 and lower consumer confidence in 2H22, we downgrade our tactical call to Neutral from Outperform with a new end-2023 TP of Bt34/sh (from 2022 TP of Bt37/sh) based on average PE of 30x.

### Forecasts and valuation

Year to 31 Dec	Unit	2020	2021	2022F	2023F	2024F
Revenue	(Btmn)	25,583	26,762	28,683	30,974	33,200
EBITDA	(Btmn)	5,334	5,415	5,403	5,960	6,353
Core profit	(Btmn)	3,504	3,255	3,102	3,451	3,677
Reported profit	(Btmn)	3,504	3,255	3,102	3,451	3,677
Core EPS	(Bt)	1.17	1.08	1.03	1.15	1.22
DPS	(Bt)	1.10	1.10	0.98	1.09	1.16
P/E, core	(x)	27.2	29.3	30.7	27.6	25.9
EPS growth, core	(%)	8.7	(7.1)	(4.7)	11.3	6.5
P/BV, core	(x)	4.8	4.9	4.7	4.6	4.5
ROE	(%)	17.9	16.5	15.6	16.9	17.7
Dividend yield	(%)	3.5	3.5	3.1	3.4	3.7
FCF yield	(x)	3.8	2.4	2.0	2.5	2.8
EV/EBIT	(x)	27.3	29.8	31.5	28.5	26.9
EBIT growth, core	(%)	3.2	(3.6)	(4.0)	11.2	6.5
EV/CE	(x)	23.8	23.9	23.7	23.4	23.1
ROCE	(%)	69.7	63.6	62.5	69.3	72.9
EV/EBITDA	(x)	17.9	17.9	18.1	16.5	15.6
EBITDA growth	(%)	8.4	1.5	(0.2)	10.3	6.6

Source: SCBS Investment Research

## Tactical: NEUTRAL

(3-month)

### Stock data

Last close (Jul 21) (Bt)	31.75
Target price (Bt)	34.00
Mkt cap (Btbn)	95.37
Mkt cap (US\$m)	2,585

Beta	L
Mkt cap (%) SET	0.52
Sector % SET	6.07
Shares issued (mn)	3,004
Par value (Bt)	1.00
12-m high / low (Bt)	38.3 / 30.8
Avg. daily 6m (US\$m)	13.88
Foreign limit / actual (%)	49 / 24
Free float (%)	46.6
Dividend policy (%)	≥ 60

### 2021 Sustainability / ESG Score

Sustainability Index (THSI)	Included
ESG Bloomberg Score	61.27
Environmental Score	47.18
Social Score	55.47
Governance Score	81.10

Source: Bloomberg Finance L.P.

### Share performance

(%)	1M	3M	12M
Absolute	(4.5)	(8.6)	(15.3)
Relative to SET	(3.7)	(0.1)	(15.0)

Source: SET, SCBS Investment Research

### Analyst

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## Value proposition

Osotspa was established in 1891 as a pharmacy offering products focused on health for Thais. Over time, Osotspa has continued to grow and progress, creating innovative products in the fast-moving consumer goods (FMCG) sector to improve quality of life. OSP's business concentrates on the manufacture and sale of consumer products. Its core products are energy drinks, sold under the brands M-150 and Lipo, among others, sports drinks and ready-to-drink coffee and personal care products, sold under the brand Babi Mild and Twelve Plus. OSP also provides product manufacturing, packaging and distribution services. In 2021, OSP held the number one market share in the energy drink market at 54.6% while its functional drink share was 37.3%.

## Business outlook

In 2022, OSP set a six-pronged plan in pursuit of its goal of medium to long-term double-digit growth: 1) "fast forward 10X", 2) beverages in Thailand, 3) speed up international ventures and manage Myanmar, 4) restart personal care and health care lines, 5) partnership for a new growth engine and 6) sustain its CSR. We expect these efforts to begin to pay off in growth from 2022 via lower cost of goods sold from the use of lightweight glass containers and launch of CBD-related products in cooperation with a partner and opportunity for M&A that will cement long term growth.

Bullish views	Bearish views
1. Recovery of consumer confidence	1. Rising raw material costs, including sugar, glass bottles and natural gas.
2. Development of hemp and cannabis products in personal care and beverages after signing an MOU with Yanhee group.	2. Freight costs and container shortage may raise shipping cost.
3. "Fast Forward 10X" target to lower cost and expenses by Bt5bn in 5-7 years.	3. Overseas risks such as economy and currency.
4. Accelerate overseas market growth.	

## Key catalysts

Factor	Event	Impact	Comment
Sugar and sweetened beverage tax	Third adjustment postponed for one more year, to October 1, 2022	Positive	Beverages containing less than 6g of sugar per 100ml will not be taxed. Drinks in the 6-8g range will be taxed Bt0.30/l (from Bt0.10), 8-10g will be taxed Bt1/l (from Bt0.30), 10-14g will be taxed Bt3/l (from Bt1), 14-18g will be taxed Bt5/l (from Bt3), and more than 18g will be taxed Bt5/l.

## Sensitivity analysis

Factor	Earnings impact	TP impact
Earnings change	10%	Bt3.80/share

### ESG Disclosure Score

	2020	2021
<b>ESG Disclosure Score</b>	<b>58.41</b>	<b>61.27</b>
<b>Environment</b>	<b>47.18</b>	<b>47.18</b>
Total GHG Emissions (thousands of metric tonnes)	242.18	241.36
Total Water Use (thousands of cubic meters)	3,296.73	3,465.86
Hazardous Waste (thousands of metric tonnes)	0.56	0.59
Total Waste (thousands of metric tonnes)	13.43	11.24
<b>Social</b>	<b>46.89</b>	<b>55.47</b>
Number of Employees	3,792.00	3,620.00
Workforce Accidents	22.00	32.00
Lost Time from Accidents	656.00	1,360.00
Fatalities - Contractors	n.a.	n.a.
Fatalities - Employees	n.a.	n.a.
Fatalities - Total	n.a.	n.a.
Community Spending	14.00	33.70
<b>Governance</b>	<b>81.10</b>	<b>81.10</b>
Size of the Board	15.00	17.00
Indep Directors	5.00	6.00
% Indep Directors	33.33	35.29
Board Duration (Years)	3.00	3.00
# Board Meetings	13.00	12.00
Board Mtg Attendance (%)	88.66	99.01

Source: Bloomberg Finance L.P.

#### Disclaimer

Bloomberg ESG Disclosure Scores rate companies on their level of disclosure of ESG data. Bloomberg offers four disclosure scores, for overall ESG, as well as Environmental, Social, and Governance such as energy consumption, board composition, and workforce accidents

Company ESG reporting has evolved since our ESG Disclosure Score was originally created in 2010. In order to reflect the evolution in corporate reporting, in early 2022 Bloomberg updated its ESG disclosure scores methodology. The methodology changes were implemented for all years of data for all companies in the ESG Coverage universe.

To review the fully transparent methodology, calculate disclosure scores for any company, and compare a company's scores vs its peers, see ESG Disclosure Score Model in Bloomberg

## Financial statement

### Profit and Loss Statement

FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024F
Total revenue	(Btmn)	25,027	24,297	25,610	25,583	26,762	29,315	31,945	35,093
Cost of goods sold	(Btmn)	(16,764)	(16,414)	(16,664)	(16,554)	(17,527)	(19,055)	(20,604)	(22,635)
<b>Gross profit</b>	<b>(Btmn)</b>	<b>8,262</b>	<b>7,883</b>	<b>8,946</b>	<b>9,029</b>	<b>9,236</b>	<b>10,260</b>	<b>11,340</b>	<b>12,458</b>
SG&A	(Btmn)	(5,033)	(4,947)	(5,688)	(5,710)	(6,070)	(6,449)	(7,028)	(7,720)
Other income	(Btmn)	311	515	541	546	516	464	478	493
Interest expense	(Btmn)	(97)	(81)	(13)	(65)	(96)	(85)	(81)	(77)
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>3,443</b>	<b>3,370</b>	<b>3,786</b>	<b>3,799</b>	<b>3,585</b>	<b>4,191</b>	<b>4,710</b>	<b>5,153</b>
Corporate tax	(Btmn)	(725)	(686)	(718)	(587)	(664)	(805)	(900)	(982)
Equity a/c profits	(Btmn)	179	193	164	225	263	284	293	301
Minority interests	(Btmn)	(106)	(57)	(9)	67	70	67	63	60
<b>Core profit</b>	<b>(Btmn)</b>	<b>2,791</b>	<b>2,820</b>	<b>3,224</b>	<b>3,504</b>	<b>3,255</b>	<b>3,736</b>	<b>4,166</b>	<b>4,533</b>
Extra-ordinary items	(Btmn)	43	185	35	0	0	0	0	0
<b>Net Profit</b>	<b>(Btmn)</b>	<b>2,834</b>	<b>3,005</b>	<b>3,259</b>	<b>3,504</b>	<b>3,255</b>	<b>3,736</b>	<b>4,166</b>	<b>4,533</b>
EBITDA	(Btmn)	4,766	4,691	4,921	5,334	5,415	6,218	6,910	7,468
<b>Core EPS</b>	<b>(Bt)</b>	<b>12.08</b>	<b>0.94</b>	<b>1.07</b>	<b>1.17</b>	<b>1.08</b>	<b>1.24</b>	<b>1.39</b>	<b>1.51</b>
Net EPS	(Bt)	12.27	1.00	1.08	1.17	1.08	1.24	1.39	1.51
DPS	(Bt)	17.79	0.69	1.00	1.10	1.10	1.26	1.41	1.53

### Balance Sheet

FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024F
Total current assets	(Btmn)	6,288	12,641	9,338	9,179	8,827	8,108	7,556	7,060
Total fixed assets	(Btmn)	8,910	10,816	14,986	16,676	18,314	20,327	21,389	22,343
<b>Total assets</b>	<b>(Btmn)</b>	<b>15,198</b>	<b>23,456</b>	<b>24,324</b>	<b>25,855</b>	<b>27,142</b>	<b>28,435</b>	<b>28,945</b>	<b>29,403</b>
Total loans	(Btmn)	6,109	32	97	191	469	469	469	469
Total current liabilities	(Btmn)	11,092	4,601	5,256	4,557	5,529	5,351	5,421	5,492
Total long-term liabilities	(Btmn)	666	552	1,045	1,969	1,708	1,762	1,828	1,910
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>11,758</b>	<b>5,153</b>	<b>6,301</b>	<b>6,526</b>	<b>7,238</b>	<b>7,113</b>	<b>7,249</b>	<b>7,402</b>
Paid-up capital	(Btmn)	231	3,004	3,004	3,004	3,004	3,004	3,004	3,004
<b>Total equity</b>	<b>(Btmn)</b>	<b>3,439</b>	<b>18,303</b>	<b>18,023</b>	<b>19,329</b>	<b>19,904</b>	<b>20,335</b>	<b>20,709</b>	<b>21,014</b>
<b>BVPS</b>	<b>(Bt)</b>	<b>6,288</b>	<b>12,641</b>	<b>9,338</b>	<b>9,179</b>	<b>8,827</b>	<b>8,108</b>	<b>7,556</b>	<b>7,060</b>

### Cash Flow Statement

FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024F
Core Profit	(Btmn)	2,791	2,820	3,224	3,504	3,255	3,736	4,166	4,533
Depreciation and amortization	(Btmn)	1,046	1,046	958	1,244	1,471	1,659	1,827	1,936
Operating cash flow	(Btmn)	4,317	3,612	3,652	3,065	4,521	5,452	6,019	6,504
Investing cash flow	(Btmn)	(633)	(5,287)	(2,052)	(221)	(1,058)	(2,843)	(2,843)	(2,843)
Financing cash flow	(Btmn)	(3,807)	5,703	(3,388)	(3,916)	(3,298)	(3,357)	(3,843)	(4,275)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>(122)</b>	<b>4,029</b>	<b>(1,788)</b>	<b>(1,072)</b>	<b>165</b>	<b>(748)</b>	<b>(667)</b>	<b>(614)</b>

### Key Financial Ratios

FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024F
Gross margin	(%)	33.0	32.4	34.9	35.3	34.5	35.0	35.5	35.5
Operating margin	(%)	12.9	12.1	12.7	13.0	11.8	13.0	13.5	13.5
EBITDA margin	(%)	19.0	19.3	19.2	20.9	20.2	21.2	21.6	21.3
EBIT margin	(%)	14.1	14.2	14.8	15.1	13.8	14.6	15.0	14.9
Net profit margin	(%)	11.3	12.4	12.7	13.7	12.2	12.7	13.0	12.9
ROE	(%)	82.4	16.4	18.1	18.1	16.4	18.4	20.1	21.6
ROA	(%)	18.6	12.8	13.4	13.6	12.0	13.1	14.4	15.4
Net gearing	(x)	1.7	(0.4)	(0.2)	(0.1)	(0.1)	(0.0)	(0.0)	0.0
Interest coverage	(x)	38.2	44.9	310.7	62.6	41.3	53.8	63.0	72.0
Debt service coverage	(x)	0.8	41.5	45.0	20.8	9.6	11.2	12.6	13.7
Payout Ratio	(%)	2.8	35.7	31.2	28.7	30.9	26.9	24.2	22.2

### Main Assumptions

FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024F
Sales Growth	(%)	(22.4)	(2.9)	5.4	(0.1)	4.6	9.5	9.0	9.9
Domestic sales	(Btmn)	n/a	20,647	21,991	22,216	22,488	24,707	26,904	29,533
Oversea sales	(Btmn)	n/a	3,650	3,619	3,367	4,274	4,609	5,041	5,560
SG&A/Sales	(%)	20.1	20.4	22.2	22.3	22.7	22.0	22.0	22.0

## Financial statement

### Profit and Loss Statement

FY December 31	Unit	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Total revenue	(Btmn)	5,909	6,601	6,387	6,776	6,913	6,121	6,952	7,472
Cost of goods sold	(Btmn)	3,926	4,256	4,052	4,509	4,405	4,069	4,544	5,100
<b>Gross profit</b>	<b>(Btmn)</b>	<b>1,983</b>	<b>2,344</b>	<b>2,335</b>	<b>2,267</b>	<b>2,509</b>	<b>2,052</b>	<b>2,409</b>	<b>2,372</b>
SG&A	(Btmn)	1,340	1,433	1,400	1,508	1,612	1,441	1,509	1,580
Other income	(Btmn)	56	67	41	37	46	57	55	41
Interest expense	(Btmn)	7	21	29	28	24	22	22	21
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>692</b>	<b>958</b>	<b>946</b>	<b>768</b>	<b>919</b>	<b>645</b>	<b>933</b>	<b>811</b>
Corporate tax	(Btmn)	120	174	106	163	191	122	188	151
Equity a/c profits	(Btmn)	66	109	(12)	73	66	34	89	85
Minority interests	(Btmn)	18	22	17	17	21	19	14	(1)
<b>Core profit</b>	<b>(Btmn)</b>	<b>804</b>	<b>923</b>	<b>851</b>	<b>1,004</b>	<b>820</b>	<b>580</b>	<b>851</b>	<b>750</b>
Extra-ordinary items	(Btmn)	0	0	0	0	0	0	0	0
<b>Net Profit</b>	<b>(Btmn)</b>	<b>804</b>	<b>923</b>	<b>851</b>	<b>1,004</b>	<b>820</b>	<b>580</b>	<b>851</b>	<b>750</b>
EBITDA	(Btmn)	1,021	1,311	1,327	1,133	1,296	1,042	1,292	1,186
<b>Core EPS</b>	<b>(Bt)</b>	<b>0.27</b>	<b>0.31</b>	<b>0.28</b>	<b>0.33</b>	<b>0.27</b>	<b>0.19</b>	<b>0.28</b>	<b>0.25</b>
Net EPS	(Bt)	0.27	0.31	0.28	0.33	0.27	0.19	0.28	0.25

### Balance Sheet

FY December 31	Unit	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Total current assets	(Btmn)	9,890	9,440	9,179	10,590	8,929	8,068	8,827	10,656
Total fixed assets	(Btmn)	16,965	16,067	16,676	18,522	18,233	18,390	18,314	18,518
<b>Total assets</b>	<b>(Btmn)</b>	<b>26,854</b>	<b>25,507</b>	<b>25,855</b>	<b>29,113</b>	<b>27,162</b>	<b>26,458</b>	<b>27,142</b>	<b>29,174</b>
Total Loans	(Btmn)	3,258	3,182	2,857	3,357	908	3,551	942	912
Total current liabilities	(Btmn)	5,970	4,703	4,557	5,953	5,608	5,759	5,529	6,898
Total long-term liabilities	(Btmn)	758	981	851	680	421	335	473	420
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>7,921</b>	<b>6,867</b>	<b>6,526</b>	<b>7,915</b>	<b>7,300</b>	<b>7,363</b>	<b>7,238</b>	<b>8,532</b>
Paid-up capital	(Btmn)	3,004	3,004	3,004	3,004	3,004	3,004	3,004	3,004
<b>Total equity</b>	<b>(Btmn)</b>	<b>18,792</b>	<b>18,503</b>	<b>19,224</b>	<b>21,114</b>	<b>19,821</b>	<b>19,082</b>	<b>19,884</b>	<b>20,623</b>
<b>BVPS</b>	<b>(Bt)</b>	<b>6.26</b>	<b>6.16</b>	<b>6.40</b>	<b>7.03</b>	<b>6.60</b>	<b>6.35</b>	<b>6.62</b>	<b>6.87</b>

### Cash Flow Statement

FY December 31	Unit	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Core Profit	(Btmn)	804	923	851	1,004	820	580	851	750
Depreciation and amortization	(Btmn)	322	332	351	337	354	375	337	354
Operating cash flow	(Btmn)	1,965	1,877	3,065	1,756	2,599	3,802	4,521	1,842
Investing cash flow	(Btmn)	99	811	(221)	466	(132)	(723)	(1,058)	(448)
Financing cash flow	(Btmn)	(1,734)	(3,048)	(3,132)	(144)	2,039	(3,006)	(3,501)	(62)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>329</b>	<b>(360)</b>	<b>(288)</b>	<b>2,078</b>	<b>4,505</b>	<b>73</b>	<b>(38)</b>	<b>1,332</b>

### Key Financial Ratios

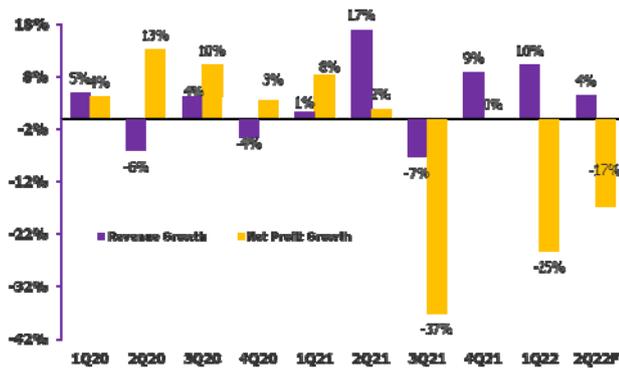
FY December 31	Unit	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Gross margin	(%)	33.6	35.5	36.6	33.5	36.3	33.5	34.6	31.7
Operating margin	(%)	10.9	13.8	14.6	11.2	13.0	10.0	12.9	10.6
EBITDA margin	(%)	17.3	19.9	20.8	16.7	18.7	17.0	18.6	15.9
EBIT margin	(%)	86.9	106.0	114.7	79.2	115.0	115.0	112.2	111.0
Net profit margin	(%)	13.6	14.0	13.3	14.8	11.9	9.5	12.2	10.0
ROE	(%)	4.3	5.0	4.4	4.8	4.1	3.0	4.3	3.6
ROA	(%)	2.2	3.2	3.4	2.2	2.8	2.1	2.8	2.3
Net gearing	(x)	Net Cash	Net Cash	Net Cash	Net Cash	Net Cash	Net Cash	Net Cash	Net Cash
Interest coverage	(x)	0.4	0.6	0.7	0.5	7.1	0.4	5.6	5.2
Debt service coverage	(x)	33.6	35.5	36.6	33.5	36.3	33.5	34.6	31.7

**Figure 1: Earnings Preview**  
**Profit and Loss Statement**

FY December 31	2Q21	3Q21	4Q21	1Q22	2Q22F	YoY%Chg	QoQ%Chg	1H21	1H22F	% Chg
Total revenue	6,913	6,121	6,952	7,472	7,222	4.5	(3.3)	13,689	14,694	7.3
Cost of goods sold	(4,405)	(4,069)	(4,544)	(5,100)	(4,969)	12.8	(2.6)	(8,914)	(10,069)	13.0
Gross profit	2,509	2,052	2,409	2,372	2,253	(10.2)	(5.0)	4,775	4,625	(3.1)
SG&A	(1,612)	(1,441)	(1,509)	(1,580)	(1,560)	(3.2)	(1.3)	(3,120)	(3,140)	0.6
Other income/expense	113	91	144	125	122	8.2	(2.6)	223	247	10.9
Interest expense	(24)	(22)	(22)	(21)	(22)	(7.8)	4.8	(52)	(43)	(17.1)
Share from investment	4	4	3	5	25	475.2	376.0	313	30	(90.3)
Pre-tax profit	985	679	1,022	896	793	(19.5)	(11.5)	1,826	1,689	(7.5)
Corporate tax	(191)	(122)	(188)	(151)	(134)	(29.9)	(11.0)	(354)	(285)	(19.5)
Equity a/c profits	66	34	89	85	82	23.4	(3.0)	140	167	19.3
Minority interests	21	19	14	(1)	0	(99.5)	(112.9)	38	(1)	(102.0)
Core profit	820	580	851	750	684	(16.5)	(8.7)	1,824	1,434	(21.4)
Net Profit	820	580	851	750	684	(16.5)	(8.7)	1,824	1,434	(21.4)
Core EPS (Bt)	0.27	0.19	0.28	0.25	0.23	(16.5)	(8.7)	0.61	0.48	(21.4)
<b>Financial Ratio</b>										
Gross Margin (%)	36.3	33.5	34.6	31.7	31.2			34.9	31.5	
EBIT Margin (%)	23.3	23.5	21.7	21.1	21.6			22.8	21.4	
EBITDA Margin (%)	14.7	11.5	15.1	12.3	11.6			16.0	12.0	
Net Margin (%)	11.9	9.5	12.2	10.0	9.5			13.3	9.8	

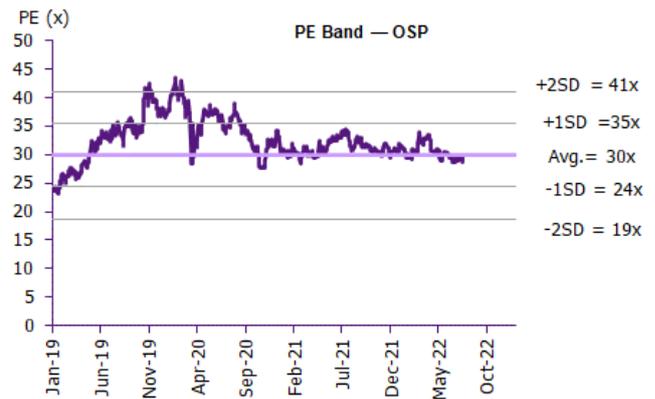
Source: SPALI, SCBS Investment Research

**Figure 2: Quarterly performance 1Q19-2Q22F**



Source: SCBS Investment Research

**Figure 3: PER Band**



Source: SCBS Investment Research

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**Companies with Good CG Scoring**

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, RCI\*, RJH, RP, RPH, RSP, SABUY, SF, SG, SICT, SIMAT, SISB, SK, SMART, SOLAR, SPACK, SPG, SPP, SSP, STARK, STC, SUPER, SVOA, TC, TCCC, THMUI, TNH, TNR, TOPP, TPCH, TPIPL, TPIPP, TPLAS, TPOLY, TQR, TTI, TYCN, UKEM, UMS, UNIQ, UP, UREA, VIBHA, W, WIN, WORK, WPH, YGG, ZIGA

**Corporate Governance Report**

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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.

<sup>1</sup> 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

\* บริษัทหรือกรรมการหรือผู้บริหารของบริษัทที่มีข่าวด้านการศึกษาเกี่ยวกับธุรกิจการ เช่น การกระทำความผิดเกี่ยวกับหลักทรัพย์ การทุจริต คอร์รัปชัน เป็นต้น ซึ่งการใช้ข้อมูล CGR ควรตระหนักถึงข้อจำกัดว่าประกอบด้วย

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

2S, 7UP, ADVANC, AF, AI, AIE, AIRA, AKP, AM, 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, 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, IFS, ILINK, INET, INSURE, INTUCH, IRC, IRPC, ITEL, IVL, JKN, JR, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWI, L&E, LANNA, LH, LHFG, LHK, LPN, LRH, M, MAKRO, MALEE, MATCH, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NATION, NBC, NEP, NINE, NKI, NOBLE, NOK, NSI, NWR, OCC, OGC, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPPM, PPS, PR9, PREB, PRG, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RATCH, RML, RWI, S & J, SAAM, SABINA, SAPPE, SAT, SC, SCB, SCC, SCCC, SCG, SCGP, SCM, SCN, SEAOL, SE-ED, SELIC, SENA, SGP, SINGER, SIRI, SITHAI, SKR, SMIT, SMK, SMP, 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, 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, WIJK, 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, GLOBAL, III, ILM, INOX, JTS, KEX, KUMWEL, LDC, MAJOR, MEGA, NCAP, NOVA, NRF, NUSA, NYT, OR, PIMO, PLE, RS, SAK, SIS, STECH, STGT, SUPER, SVT, 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, AUCTION, BA, BBGI, BBK, BC, BCT, BDMS, BEAUTY, BEM, BFIT, BGT, BH, BIG, BIOTEC, BIS, BIZ, BJC, BJCHI, BKD, BLAND, BLESS, 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, GLOCON, GLORY, GRAMMY, GRAND, GREEN, GSC, GTB, GYT, HFT, HL, HPT, HTECH, HUMAN, HYDRO, ICN, IFEC, IHL, IIG, IMH, IND, INGRS, INSET, IP, IRCP, IT, ITD, J, JAK, JAS, JCK, JKH, JCT, JDF, JMART, JMT, JP, JUBILE, JWD, KAMART, KC, KCC, KCM, KDH, KIAT, KISS, KK, KKC, KOOL, KTIS, KUN, KWC, 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, NNCL, NPK, NSL, NTV, NV, NVD, OHTL, OISHI, ONEE, OSP, OTO, PACE, PACO, PAE, PAF, PEACE, PERM, PF, PICO, PIN, PJW, PLUS, PMTA, POLAR, POMPU, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRIME, PRIN, PRO, PROEN, PROUD, PSG, PTC, PTECH, PTL, RAM, 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, SENAJ, SFLEX, SFP, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SISB, SK, SKE, SKN, SKY, SLM, SLP, SMART, SMD, SMT, SNPN, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPVI, SQ, SR, SSC, SSS, STANLY, STARK, STC, STEC, STHAI, STI, STP, STPI, SUC, SUN, SUTHA, SVH, SVOA, SWC, SYNEX, TACC, TAPAC, TC, TCC, TCCC, TCJ, TCOAT, TEAM, TEAMG, TEKA, TFM, TGPRO, TH, THAI, THANA, THE, THG, THL, THMUI, TIGER, TIPH, TITL, TK, TKC, TM, TMC, TMD, TMW, TNDT, TNH, TNPC, TOA, TPAC, TPBI, TPCH, TPIPL, TPIPP, TPLAS, TPOLY, TPS, TQR, TR, TRC, TRITN, TRT, TRUBB, TRV, TSE, TSF, TSR, TTI, TTT, TTW, TWT, TWG, TYCN, UAC, UMI, UMS, UNIQ, UP, UP, UPOIC, UREA, UTP, UVAN, VL, VNG, VPO, VRANDA, W, WAVE, WFX, WGE, WINMED, WINNER, WORK, WORLD, WP, WPH, XPG, YGG

**Explanations**

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