# **PTT Oil & Retail Business**

PTT Oil and Retail Business Bloomberg OR TB Public Companu Limited Reuters OR.BK



# 4Q23: Hit by inventory loss

OR's 4Q23 net profit of Bt193mn (-96% QoQ) missed consensus but was far better than the loss of Bt744mn in 4Q22. The QoQ plunge reflects a shrinkage in gross profit/liter for the mobility segment to Bt0.75 in 4Q23 from Bt1.26 in 3Q23 due to stock loss of ~Bt2.5bn compared with a gain of Bt4bn in 3Q23. Excluding this uncovers a rise in normalized profit of 11% QoQ off high season for both mobility and lifestyle segments due to more domestic travel in 4Q. 2023 net profit of Bt11.1bn (+7% YoY) fell short of INVX forecast, leading us to cut our 2024F by 13% and 2025F by 15%. We expect 3-year CAGR of 15%, driven by service station and non-oil outlet expansion and steady sales volume growth. We leave our TP at Bt27/share based on 14x EV/EBITDA. Outperform.

Mobility segment: margin squeezed by stock loss. Operating profit for this segment sank 96.3% OoO, although normally 4O is high guarter for domestic sales. This was due to a plunge in gross profit/liter (GP/liter) to Bt0.75 from Bt1.26 in 3Q23 vs. its 12-month average of Bt0.99/liter, brought by a stock loss of ~Bt2.5bn vs. stock gain of Bt4bn in 3023. The average GP/liter for 2023 at Bt0.99 was in line with quidance of Bt1/liter± and up slightly from Bt0.98/liter in 2022. Sales volume rose 3.3% QoQ to nearly 7,000mn liters in 4Q23 on high seasonal demand, though was flat YoY on a delay in price increase in 4Q22 per government request. Market share for 12M23 was 42.2%, falling from 43.2% a year ago, but it still leads the industry.

Lifestyle segment: EBITDA margin crept up. The lifestyle segment (F&B and CVS) backed operating profit in 4Q23, up 35.3% YoY and 9.2% QoQ on higher sales for Café Amazon off outlet expansion and high seasonal demand. EBITDA margin edged up to 25.6% in 4Q23 from 25.1% in 3Q23 despite booking more operating expenses for outsourcing and sales promotions in 4Q23. Number of cups sold at Café Amazon was a record 95mn (>1mn cups/day target) from steady outlet expansion (+286 in 2023); average cups sold/outlet was stable QoQ at 22.8k cups.

Global segment: the Philippines a drag. OR's global segment posted a net operating loss of Bt169mn in 4Q23 from lower sales volume and gross margin in the Philippines. EBITDA margin fell to 0% in 4Q23 from 3.5%± in 9M23 on a 11.4% QoQ fall in sales volume from intense competition for diesel.

Better 1Q24. We expect operating profit to recover QoQ in 1Q24 on less of a hit from stock loss (if any). We expect gross profit/litre at Bt1.2-1.3 in 1Q24 with the EBITDA margin for the lifestyle segment steady at 25-26%.

2024-25F cut; TP maintained. We tone down our earnings growth expectations for the next two years, specifically for the mobility segment on slower demand recovery. We leave unchanged our assumptions for GP/liter (Bt1.00) and lifestyle EBITDA margin (25%), validated by 2023 performance, despite intense competition and government intervention. Our EV/EBITDA-based TP of Bt27 is intact, assigning 14x EV/EBITDA (2024F). OR announced a final dividend of Bt0.27/share (XD on 23 Feb), bringing full-year dividend to Bt0.52/share (56% payout ratio).

Risk factors: An economic slowdown would corrode demand for OR's oil and nonoil products while oil price volatility may cause more stock losses. Other risks are government intervention in capping retail oil price, particularly diesel, and higher competition and production cost that cannot be passed on. Key ESG risk is the environmental impact of fossil fuel business and how it adapts to energy transition.

### Forecasts and valuation

Year to 31 Dec	Unit	2022	2023	2024F	2025F	2026F
Revenue	(Btmn)	789,785	769,224	796,283	767,341	739,950
EBITDA	(Btmn)	20,134	21,156	22,929	25,226	27,628
Core profit	(Btmn)	10,326	11,086	13,271	15,092	16,941
Reported profit	(Btmn)	10,370	11,094	13,271	15,092	16,941
Core EPS	(Bt)	0.89	0.95	1.11	1.26	1.41
DPS	(Bt)	0.50	0.52	0.52	0.60	0.60
P/E, core	(x)	20.4	19.0	16.4	14.4	12.8
EPS growth, core	(%)	(6.2)	7.4	16.1	13.7	12.3
P/BV, core	(x)	2.1	2.0	1.9	1.7	1.6
ROE	(%)	10.1	10.4	11.7	12.5	13.0
Dividend yield	(%)	2.8	2.9	2.9	3.3	3.3
FV/FRITDA	(x)	11.5	10.0	9.2	8.0	7.0

Source: InnovestX Research

# Tactical: OUTPERFORM (3-month)

Stock data

Last close (Feb 14) (Bt)	18.10
Target price (Bt)	27.00
Mkt cap (Btbn)	217.20
Mkt cap (US\$mn)	6,020
Beta	М
Mkt cap (%) SET	1.27
Sector % SET	21.08
Shares issued (mn)	12,000
Par value (Bt)	10.00
12-m high / low (Bt)	23.3 / 17.6
Avg. daily 6m (US\$mn)	7.61
Foreign limit / actual (%)	25 / 3
Free float (%)	23.7
Dividend policy (%)	≥ 30

Share performance								
(%)	1M	3M	12M					
Absolute	(4.7)	(6.2)	(20.3)					
Relative to SET	(3.2)	(4.2)	(5.2)					

Source: SET InnovestX Research

### 2023 Sustainability / 2022 ESG Score SET ESG Ratings

ESG Bloomberg Rank in the sector 3/67 6/67

#### **ESG Score Rank** Environmental Score Rank Social Score Rank 3/67 Governance Score Rank 7/67

### **ESG** comment

OR's ESG score in 2022 was outstanding, with satisfactory social and governance score. The environmental score is also above average and much better than peers in the sector.

Source: Bloombera Finance L.P.

### Analyst

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### Our view on ESG

We view that OR provides concrete targets for environmental and social issues with a committed timeline and actual performance relative to its targets. We view OR's management and governance as satisfactory, reflecting management's expertise and experience in the business, diversity on the board of directors and transparency with stakeholders.

### **ESG Disclosure Score**

Bloomberg ESG Score	70.67 (2022)		CG Rating	DJSI	SETESG	SET ESG Ratings
Rank in Sector	3/67	OR	5	No	Yes	AAA
		Source	: Thai Institute of Dire	ectors (IOE	). SET	

### Environmental Issue (E)

- OR is committed to the prevention and minimization of environmental impacts across the value chain. It has adopted ISO14001 environmental management system as guidance for LPG, oil, and petroleum terminals, Café Amazon Roasting Plant and Phra Khanong headquarters. There was no violation of environmental regulations and laws reported in 2022.
- The company has achieved zero wastewater discharge in 2022 as all wastewater undergoes treatment before being reused in operating processes, in bathrooms, or to water plants.
- OR is also committed to reducing the amount of waste produced from its operations to align with the ecoefficiency principle by extending product lifespans and promoting resource efficiency by utilizing waste from one process for other purposes.
- OR is working to expand its EV Station PluZ network across PTT stations and other high potential areas to promote the transition toward electricity vehicles. As of Jun 2023, 197 EV Stations PluZ were installed.

## Social Issue (S)

- OR strives to foster a positive work environment in all aspects and conducts annual employee engagement survey. 91% of OR's employees took part in the annual survey in 2022, and the employee engagement rate was at 71%, which met the short-term goal for the year.
- OR consistently develops products and services to build customer satisfaction with responsibility, integrity, and ethics. It conducts customer and consumer satisfaction surveys on a yearly basis to develop plans and key performance indicators for each business unit for improvement. The customer satisfaction rate was 92% in 2022, in line with the target of above 91%.
- OR's CSR process is undertaken within the framework of a sustainability management policy and focuses on eco-friendly operations and responsibility towards all groups of stakeholders. The company seeks to foster collaboration with local communities in order solve problems and develop CSR projects and activities.

### Governance Issue (G)

- OR's board of directors consists of 15 directors, 14 nonexecutive directors (93.33% of the entire board), 9 independent directors, which exceeds half of the board (60% of the entire board), and an executive director.
- OR has applied regulations and requirements regarding investment criteria and investment management, along with the investment supervision guidelines for shareholding companies to govern the investments of subsidiaries and associated companies.
- We view OR's management and governance as satisfactory, reflecting management's expertise and experience in the oil retail business, its transparency with stakeholders, and its independent board of directors.

ESG Disclosure Score		
	2021	2022
ESG Disclosure Score	71.37	70.67
Environment	69.50	68.95
GHG Intensity per Sales	0.04	0.04
GHG Scope 1 Intensity per Sales	0.01	0.01
GHG Scope 2 Intensity per Sales	0.04	0.03
GHG Intensity per Energy	307.23	384.05
Energy Intensity per Sales	0.14	0.10
Waste Generated per Sales	0.04	0.03
Social	57.19	55.62
Women Management to Employees Ratio	0.27	0.25
Fatality Rate - Workforce	0.00	0.30
Community Spend%EBITDA	0.08	1.06
Accidents per 1000 employees	0.00	1.23
Training Spending per Employee	12,019	11,784
Governance	87.36	87.36
% Non-Executive Directors on Board	93	93
% Independent Directors	53	64
% Women on Board	13	7
% of Female Executives	17	15
Board Meeting Attendance Pct	99	100
Independent Directors Board Meeting Attendance %	99	100
Source: Bloombera 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. 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
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FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Total revenue	(Btmn)	577,134	428,804	511,799	789,785	769,224	796,283	767,341	739,950
Cost of goods sold	(Btmn)	543,067	395,682	475,592	750,677	728,669	754,154	724,350	696,001
Gross profit	(Btmn)	34,067	33,122	36,207	39,108	40,555	42,130	42,991	43,949
SG&A	(Btmn)	26,481	25,261	25,087	29,110	31,398	31,128	29,997	28,926
Other income	(Btmn)	6,075	4,045	3,480	3,633	5,199	5,303	5,409	5,518
Interest expense	(Btmn)	1,560	1,447	1,250	1,155	1,369	664	521	382
Pre-tax profit	(Btmn)	12,100	10,459	13,351	12,476	12,987	15,641	17,882	20,159
Corporate tax	(Btmn)	2,132	1,776	2,719	2,638	2,437	2,933	3,354	3,781
Equity a/c profits	(Btmn)	744	535	372	490	539	566	566	566
Minority interests	(Btmn)	0	(0)	4	(2)	(2)	(2)	(2)	(2)
Core profit	(Btmn)	10,712	9,218	11,009	10,326	11,086	13,271	15,092	16,941
Extra-ordinary items	(Btmn)	184	(427)	465	44	8	0	0	0
Net Profit	(Btmn)	10,896	8,791	11,474	10,370	11,094	13,271	15,092	16,941
EBITDA	(Btmn)	17,262	17,109	20,675	20,134	21,156	22,929	25,226	27,628
Core EPS	(Btmn)	1.19	1.02	0.95	0.89	0.95	1.11	1.26	1.41
Net EPS	(Bt)	1.21	0.98	0.99	0.89	0.95	1.11	1.26	1.41
DPS	(Bt)	0.00	0.10	0.46	0.50	0.52	0.52	0.60	0.60

### **Balance Sheet**

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Total current assets	(Btmn)	87,885	68,594	126,066	136,552	127,072	129,793	131,018	133,559
Total fixed assets	(Btmn)	64,291	76,385	81,592	88,952	93,164	96,664	97,304	97,957
Total assets	(Btmn)	152,176	144,979	207,659	225,504	220,236	226,457	228,322	231,517
Total loans	(Btmn)	72,989	68,202	53,251	54,471	45,522	40,667	36,082	31,498
Total current liabilities	(Btmn)	46,877	40,469	51,730	68,660	67,679	71,268	69,345	65,714
Total long-term liabilities	(Btmn)	66,592	66,595	56,057	53,084	42,984	38,397	33,811	30,893
Total liabilities	(Btmn)	113,468	107,063	107,787	121,744	110,663	109,665	103,156	96,607
Paid-up capital	(Btmn)	90,000	90,000	120,000	120,000	120,000	120,000	120,000	120,000
Total equity	(Btmn)	38,708	37,823	99,818	103,701	109,508	116,725	125,096	134,838
BVPS	(Bt)	4.30	4.20	8.32	8.64	9.13	9.73	10.42	11.24

# Cash Flow Statement

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Core Profit	(Btmn)	10,712	9,218	11,009	10,326	11,086	13,271	15,092	16,941
Depreciation and amortization	(Btmn)	3,602	5,203	6,075	6,503	6,799	6,624	6,822	7,087
Operating cash flow	(Btmn)	30,436	15,731	23,817	(4,163)	37,998	16,928	22,402	24,529
Investing cash flow	(Btmn)	(10,441)	(7,543)	(25,903)	5,753	(7,669)	(10,124)	(7,462)	(7,741)
Financing cash flow	(Btmn)	(5,235)	(14,991)	29,861	(9,853)	(16,802)	(10,906)	(11,303)	(11,782)
Net cash flow	(Btmn)	14,759	(6,804)	27,775	(8,263)	13,526	(4,102)	3,637	5,006

### **Key Financial Ratios**

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Gross margin	(%)	5.9	7.7	7.1	5.0	5.3	5.3	5.6	5.9
Operating margin	(%)	1.3	1.8	2.2	1.3	1.2	1.4	1.7	2.0
EBITDA margin	(%)	3.0	4.0	4.0	2.5	2.8	2.9	3.3	3.7
EBIT margin	(%)	2.4	2.8	2.9	1.7	1.9	2.0	2.4	2.8
Net profit margin	(%)	1.9	2.1	2.2	1.3	1.4	1.7	2.0	2.3
ROE	(%)	32.1	24.1	16.0	10.1	10.4	11.7	12.5	13.0
ROA	(%)	7.2	6.2	6.2	4.8	5.0	5.9	6.6	7.4
Net D/E	(x)	1.2	1.3	(0.1)	0.1	(0.1)	(0.1)	(0.1)	(0.2)
Interest coverage	(x)	11.1	11.8	16.5	17.4	15.4	34.5	48.4	72.4
Debt service coverage	(x)	1.4	1.1	1.6	1.1	1.2	1.4	1.5	1.9
Payout Ratio	(%)	0.0	10.2	46.7	56.1	54.6	47.0	47.7	42.5

Main	Assum	ptions
main	ASSUM	ptions

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FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Sales volume - Mobility	(mn litres)	27,627	24,400	23,145	26,846	27,642	28,559	28,783	29,100
Sales volume - Global	(mn litres)	1,636	1,213	1,290	1,458	1,603	1,684	1,768	1,856
Sales revenue - Lifestyle	(Btmn)	17,016	16,894	16,965	21,082	22,365	23,327	24,386	25,464
Gross margin/litre	(Bt/litre)	0.89	0.97	1.15	0.98	0.99	1.00	1.00	1.00
EBITDA margin - Lifestyle	(%)	25.0	26.6	24.7	24.8	25.4	25.0	25.0	25.0
Cafe Amazon total cups sold	(mn cups)	264	274	298	357	371	404	421	438



# Financial statement

Profit	and	Loss	Statement
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FY December 31	Unit	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Total revenue	(Btmn)	177,291	211,431	194,796	206,268	197,414	187,708	191,560	192,541
Cost of goods sold	(Btmn)	166,708	197,045	187,363	199,561	187,170	177,666	179,766	184,066
Gross profit	(Btmn)	10,583	14,386	7,433	6,707	10,244	10,042	11,794	8,475
SG&A	(Btmn)	6,525	6,628	7,219	8,738	7,592	7,575	7,341	8,890
Other income	(Btmn)	916	875	805	1,037	1,261	1,013	1,725	1,200
Interest expense	(Btmn)	271	254	277	353	321	337	362	350
Pre-tax profit	(Btmn)	4,703	8,379	742	(1,347)	3,593	3,143	5,815	436
Corporate tax	(Btmn)	943	2,231	74	(611)	744	718	1,252	(278)
Equity a/c profits	(Btmn)	139	121	102	128	182	136	115	106
Minority interests	(Btmn)	(2)	(0)	0	(1)	(1)	(0)	(0)	(1)
Core profit	(Btmn)	3,897	6,268	770	(609)	3,029	2,561	4,678	818
Extra-ordinary items	(Btmn)	(52)	300	(69)	(135)	(54)	195	491	(625)
Net Profit	(Btmn)	3,845	6,568	701	(744)	2,975	2,756	5,170	193
EBITDA	(Btmn)	6,521	10,231	2,677	705	5,591	5,182	7,850	2,533
Core EPS	(Btmn)	0.32	0.52	0.06	(0.05)	0.25	0.21	0.39	0.07
Net EPS	(Bt)	0.32	0.55	0.06	(0.06)	0.25	0.23	0.43	0.02

Balance S	Sheet
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FY December 31	Unit	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	
Total current assets	(Btmn)	137,975	147,035	136,883	136,552	127,693	125,630	135,430	127,072	
Total fixed assets	(Btmn)	82,050	82,517	88,456	88,952	89,342	89,465	91,736	93,164	
Total assets	(Btmn)	220,025	229,552	225,338	225,504	217,034	215,094	227,166	220,236	
Total loans	(Btmn)	34,454	29,267	41,505	37,172	33,032	29,530	26,565	25,585	
Total current liabilities	(Btmn)	61,024	71,386	65,640	68,660	58,089	58,612	72,085	67,679	
Total long-term liabilities	(Btmn)	55,379	49,928	54,346	53,084	52,262	48,396	44,756	42,984	
Total liabilities	(Btmn)	116,403	121,314	119,986	121,744	110,351	107,008	116,842	110,663	
Paid-up capital	(Btmn)	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	
Total equity	(Btmn)	103,563	108,179	105,292	103,701	106,620	108,022	110,260	109,508	
BVPS	(Bt)	8.63	9.01	8.77	8.64	8.88	9.00	9.19	9.13	

# Cash Flow Statement

FY December 31	Unit	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Core Profit	(Btmn)	3,897	6,268	770	(609)	3,029	2,561	4,678	818
Depreciation and amortization	(Btmn)	1,547	1,598	1,658	1,699	1,678	1,701	1,673	1,747
Operating cash flow	(Btmn)	(3,976)	(9,568)	(18,462)	27,843	13,594	17,902	(6,309)	12,812
Investing cash flow	(Btmn)	1,498	3,467	2,397	(1,608)	(986)	(700)	(2,423)	(3,560)
Financing cash flow	(Btmn)	(2,995)	(9,722)	9,473	(6,609)	(5,532)	(3,320)	(7,268)	(682)
Net cash flow	(Btmn)	(5,474)	(15,823)	(6,592)	19,626	7,076	13,882	(16,001)	8,570

**Key Financial Ratios** 

FY December 31	Unit	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Gross margin	(%)	6.0	6.8	3.8	3.3	5.2	5.4	6.2	4.4
Operating margin	(%)	2.3	3.7	0.1	(1.0)	1.3	1.3	2.3	(0.2)
EBITDA margin	(%)	3.7	4.8	1.4	0.3	2.8	2.8	4.1	1.3
EBIT margin	(%)	2.8	4.1	0.5	(0.5)	2.0	1.9	3.2	0.4
Net profit margin	(%)	2.2	3.1	0.4	(0.4)	1.5	1.5	2.7	0.1
ROE	(%)	15.3	23.7	2.9	(2.3)	11.5	9.5	17.1	3.0
ROA	(%)	7.3	11.2	1.4	(1.1)	5.5	4.7	8.5	1.5
Net D/E	(x)	(0.2)	(0.1)	0.2	(0.0)	(0.1)	(0.3)	(0.2)	(0.2)
Interest coverage	(x)	24.0	40.4	9.7	2.0	17.4	15.4	21.7	7.2
Debt service coverage	(x)	5.1	7.5	0.8	0.3	3.0	2.6	3.4	1.0

**Key Statistics** 

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FY December 31	Unit	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Sales volume - Mobility	(mn litres)	6,724	6,859	6,284	6,979	7,002	6,905	6,756	6,979
Sales volume - Global	(mn litres)	375	384	375	363	394	510	420	372
Sales revenue - Lifestyle	(Btmn)	4,767	5,293	5,295	5,727	5,328	5,645	5,514	5,878
Gross margin/litre	(Bt/litre)	1.14	1.61	0.68	0.48	1.01	0.96	1.26	0.75
EBITDA margin - Lifestyle	(%)	28.3	27.4	22.9	21.4	24.2	26.6	25.1	25.6
Cafe Amazon total cups sold	(mn cups)	83	91	93	90	91	93	92	95



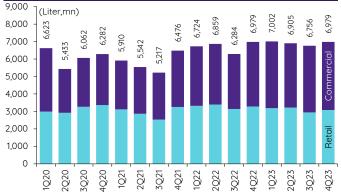
Figure 1: OR - 4Q23 earnings review

	4Q22	3Q23	4Q23	%YoY	%QoQ	12M22	12M23	%YoY
P&L (Bt, mn)								
Total revenue	206,268	191,560	192,541	(6.7)	0.5	789,785	769,224	(2.6)
Gross profit	6,707	11,794	8,475	26.4	(28.1)	39,108	40,555	3.7
EBITDA	705	7,850	2,533	259.3	(67.7)	20,134	21,156	5.1
Profit before extra items	(609)	4,678	818	n.a.	(82.5)	10,326	11,086	7.4
Net Profit	(744)	5,170	193	n.a.	(96.3)	10,370	11,094	7.0
EPS (Bt)	(0.06)	0.43	0.02	n.a.	(96.3)	0.86	0.92	7.0
B/S (Bt, mn)								
Total assets	225,504	227,166	220,236	(2.3)	(3.1)	225,504	220,236	(2.3)
Total liabilities	121,744	116,842	110,663	(9.1)	(5.3)	121,744	110,663	(9.1)
Total equity	103,761	110,324	109,573	5.6	(0.7)	103,761	109,573	5.6
BVPS (Bt)	8.64	9.19	9.13	5.6	(0.7)	8.64	9.13	5.6
Financial ratio (%)								
Gross margin (%)	3.3	6.2	4.4	1.2	(1.8)	5.0	5.3	0.3
EBITDA margin (%)	0.3	4.1	1.3	1.0	(2.8)	2.5	2.8	0.2
Net profit margin (%)	(0.4)	2.7	0.1	0.5	(2.6)	1.3	1.4	0.1
ROA (%)	(1.1)	8.5	1.5	2.5	(7.0)	4.8	5.0	0.2
ROE (%)	(2.3)	17.1	3.0	5.3	(14.2)	10.2	10.4	0.2
D/E (X)	1.2	1.1	1.0	(16.3)	(4.9)	1.2	1.0	(16.3)
C 00 11 110	1							

Source: OR and InnovestX Research

# **Appendix**

Figure 2: Sales volume - Mobility



Source: OR and InnovestX Research

Figure 4: Café Amazon cups sold



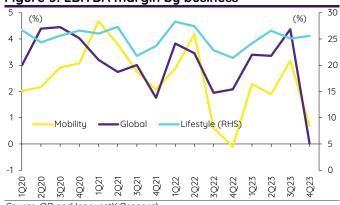
Source: OR and InnovestX Research

Figure 3: Gross margin/liter - Mobility



Source: OR and InnovestX Research

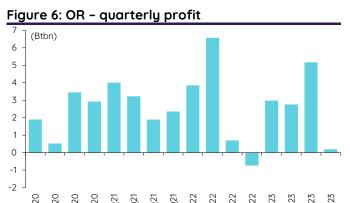
Figure 5: EBITDA margin by business

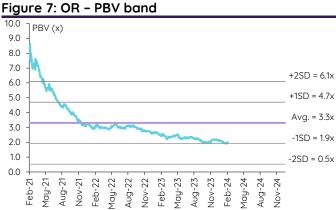


Source: OR and InnovestX Research

Thu, Feb 15, 2024 5







Source: InnovestX Research

Figure 8: Valuation summary (price as of Feb 14, 2024)

	Rating	Price	Target	ETR	P,	P/E (x)		EPS g	rowth	(%) P/BV (x)		()	ROE (%)		5)	Div. Yield (%)			EV/EBITDA (x)			
		(Bt/Sh)	(Bt/Sh)	(%)	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A 2	24F	25F	23A	24F	25F	23A	24F	25F
BCP	Outperform	43.50	51.0	25.1	6.6	3.9	3.7	(51)	69	5	0.8	0.7	0.6	10	15	14	5.7	7.8	8.0	4.3	2.6	2.0
BSRC	Underperform	9.45	10.5	14.3	6.8	8.5	6.5	(49)	(21)	32	1.1	1.0	0.9	17	12	14	4.2	3.2	6.3	7.5	8.5	6.3
IRPC	Neutral	1.96	2.6	35.2	n.m.	21.0	10.8	n.m.	n.m.	93	0.5	0.5	0.5	(4)	2	5	0.0	2.6	4.6	16.6	7.9	6.2
OR	Outperform	18.10	27.0	52.0	19.0	16.4	14.4	7	16	14	2.0	1.9	1.7	10	12	12	2.9	2.9	3.3	9.7	9.2	8.0
PTT	Outperform	34.75	45.0	35.3	8.1	9.1	8.4	(24)	(11)	9	0.9	0.9	8.0	8	7	7	5.8	5.8	6.0	3.9	3.7	3.3
PTTEP	Outperform	153.50	194.0	32.2	7.7	8.1	7.6	(13)	(4)	7	1.2	1.1	1.1	16	15	14	6.2	5.9	6.5	2.4	2.7	3.1
SPRC	Neutral	8.45	11.8	46.2	8.5	5.0	4.9	(42)	69	1	0.9	0.8	0.7	11	18	16	4.7	7.1	7.1	4.6	2.5	1.8
TOP	Outperform	56.50	77.0	42.1	5.7	6.1	5.4	(34)	(6)	13	0.7	0.7	0.7	14	12	13	6.0	5.8	6.5	6.8	7.4	5.0
Average					8.9	9.8	7.7	(29)	16	22	1.0	0.9	0.9	10	12	12	4.4	5.1	6.1	7.0	5.6	4.5

Source: InnovestX Research

Source: OR and InnovestX Research

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#### Companies with Excellent CG Scoring

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#### Companies with Very Good CG Scoring

2S, AS, AAI, AIE, ALUCON, AMR, APURE, ARIN, AS, ASIA, ASIAN, ASIMAR, ASN, AURA, BR, BSBM, BTG, CEN, CGH, CH, CHIC, CI, CIG, CMC, COMAN, CSP, DOD, DPAINT, DV8, EFORL, EKH, ESSO, ESTAR, EVER, FORTH, FSMART, FTI, GEL, GPI, HEALTH, HUMAN, IFS, INSET, IT, J, JCKH, JDF, JKN, JMART, JUBILE, K, KCAR, KGI, KIAT, KISS, KK, KTIS, KWC, KWM, LDC, LEO, LHK, MACO, METCO, MICRO, MK, MVP, NCAP, NOVA, NTSC, PACO, PIN, PQS, PREB, PRI, PRIME, PROEN, PROS, PROUD, PSTC, PTECH, PYLON, RCL, SALEE, SANKO, SCI, SCN, SE, SE-ED, SFLEX, SINGER, SKN, SONIC, SORKON, SPVI, SSP, SST, STANLY, STP, SUPER, SVOA, SWC, TCC, TEKA, TFM, TMILL, TNP, TPLAS, TPOLY, TRC, TRU, TRUBB, TSE, VRANDA, WAVE, WFX, WIIK, WIN, WP, XO

### Companies with Good CG Scoring

24CS, AMANAH, AMARC, AMC, APP, ASAP, BCT, BE8, BIG, BIOTEC, BLESS, BSM, BVG, CAZ, CCET, CHARAN, CHAYO, CHOTI, CITY, CMAN, CMR, CRANE, CWT, DHOUSE, DTCENT, EASON, FNS, FTE, GIFT, GJS, GTB, GTV, GYT, HL, HTECH, HYDRO, IIG, INGRS, INSURE, IRCP, ITD, ITNS, JCK, JMT, JR, JSP, KBS, KGEN, KJL, L&E, LEE, MASTER, MBAX, MEB, META, MGT, MITSIB, MJD, MOSHI, MUD, NATION, NNCL, NPK, NSL, NV, OGC, PAF, PCC, PEACE, PICO, PK, PL, PLANET, PLE, PMTA, PPM, PRAKIT, PRAPAT, PRECHA, PRIN, PSG, RABBIT, READY, RJH, RSP, RWI, S11, SAAM, SAF, SAMCO, SAWAD, SCAP, SCP, SIAM, SKE, SKY, SMART, SMD, SMIT, SOLAR, SPA, STECH, STPI, SVR, TC, TCCC<sup>3</sup>, TEAM, TFI, TIGER, TITLE, TKC, TMI, TNH, TPA, TPAC, TRITN, UBA, UMI, UMS, UTP, VARO, VPO, W, WARRIX, WORK, WPH, YONG, ZIGA

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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 2022 to 31 October 2023) is publicized.

OISHI was voluntarily delisted from the Stock Exchange of Thailand, effectively on September 6, 2023

<sup>2</sup>SFP was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 19, 2023

<sup>3</sup>TCCC was voluntarily delisted from the Stock Exchange of Thailand effectively on August 25, 2023

# Anti-corruption Progress Indicator

### Certified (ได้รับการรับรอง)

2S, 7UP, AAI, ADVANC, AF, AH, AI, AIE, AIRA, AJ, AKP, AMA, AMANAH, AMATAV, AP, APCS, AS, ASIAN, ASK, ASP, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBGI, BBL, BCH, BCP, BCPG, BE8, BEC, BEYOND, BGC, BGRIM, BKI, BLA, BPP, BROOK, BRR, BSBM, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COM7, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CSC, DCC, DELTA, DEMCO, DIMET, DOHOME, DRT, DUSIT, EA, EASTW, ECF, EGCO, EP, EPG, ERW, ESTAR, ETC, ETE, FNS, FPI, FPT, FSMART, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GPI, GPSC, GSTEEL, GULF, GUNKUL, HANA, HARN, HENG, HMPRO, HTC, ICCI, ICHI, IFS, III, ILINK, ILINK, INCI, INCX, INSURE, INTUCH, IRPC, ITEL, IVI, JAS, JKN, JR, JTS, KASET, KBANK, KBS, KCAR, KCC, KCE, KGEN, KGI, KKP, KSL, KTB, KTC, LGE, LANNA, LHFG, LHK, LPN, LRH, M, MAJOR, MALEE, MATCH, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NATION, NCAP, NEP, NKI, NOBLE, NRF, NWR, OCC, OGC, OR, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, 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, RABBIT, RATCH, RML, RS, RWI, S&J, SAAM, SABINA, SAK, SAPPE, SAT, SC, SCC, SCCC, SCG, SCGP, SCM, SCN, SCN, SEAOIL, SE-ED, SELIC, SENA, SGC, SGP, SIRI, SITHAI, SKR, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, STGT, STOWER, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASCO, TCAP, TCMC, TFG, TFI, TFMAMA, TGE, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, TKT, TMD, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOP, TOPP, TPA, TPCS, TRT, TRU, TSC, TSI, TSTE, TSTH, TTA, TTB, TTCL, TU, TVDH, TVO, TWPC, UBE, UBIS, UEC, UKEM, UOBKH, UV, VCOM, VGI, VIH, WACOAL, WHA, WHAUP, WICE, WIIK, XO, YUASA, ZEN, ZIGA

### Declared (ประกาศเจตนารมณ์)

ACE, ADB, ALT, AMC, ASW, BLAND, BTG, BYD, CAZ, CBG, CV, DEXON, DMT, EKH, FSX, GLOBAL, GREEN, ICN, IHL, ITC, J, JMART, JMT, LEO, LH, MENA, MITSIB, MODERN, NER, NEX, OSP, OTO, PLUS, POLY, PQS, PRIME, PROEN, PRTR, RBF, RT, SA, SANKO, SCB, SENX, SFLEX, SIS, SKE, SM, SVOA, TBN, TEGH, TIPH, TKN, TPAC, TPLAS, TQM, TRUE, W, WPH XPG

### N/A

24CS, 3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACG, ADD, ADVICE, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALL, ALLA, ALPHAX, ALUCON, AMARC, AMARIN, AMR, ANAN, ANI, AOT, APCO, APEX, APP, APURE, AQUA, ARIN, ARIP, ARROW, ASAP, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCT, AURA, B52, BA, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BIZ, BJC, BJCHI, BKD, BLC, BLESS, BLISS, BM, BOL, BR, BRI, BROCK, BSM, BSRC, BTNC, BTW, BUI, BVG, CCET, CCP, CEYE, CGD, CH, CHARAN, CHASE, CHAYO, CHG, CHIC, CHO, CI, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COCOCO, COLOR, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CREDIT, CSP, CSR, CSS, CTW, CWT, D, DCON, DDD, DHOUSE, DITTO, DOD, DPAINT, DTCENT, DTCI, DV8, EASON, ECL, EE, EFORL, EMC, ETL, EURO, EVER, F&D, FANCY, FE, FLOYD, FMT, FN, FORTH, FTI, FVC, GABLE, GENCO, GFC, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GSC, GTB, GTV, GYT, HEALTH, HFT, HL, HPT, HTECH, HUMAN, HYDRO, I2, IFEC, IIG, IMH, IND, INGRS, INSET, IP, IRC, IRCP, IT, ITD, ITNS, ITTHI, JAK, JCK, JCKH, JCT, JDF, JPARK, JSP, JUBILE, K, KAMART, KC, KCG, KCM, KDH, KEX, KIAT, KISS, KJL, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LDC, LEE, LIT, LOXLEY, LPH, LST, MANRIN, MASTER, MATI, MCA, M-CHAI, MCS, MDX, MEB, MEGA, METCO, MGC, MGI, MGT, MICRO, MIDA, MJD, MK, ML, MORE, MOSHI, MTW, MUD, MVP, NAM, NAT, NC, NCH, NCL, NDR, NETBAY, NEW, NEWS, NFC, NNCL, NOK, NOVA, NYE, NSL, NTSC, NTV, NUSA, NY, NVD, NYT, OHTL, ONEE, ORN, PACE, PACO, PAF, PCC, PEACE, PERM, PF, PHG, PICO, PIN, PJW, PLE, PLT, PMTA, POLAR, POMPUI, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRI, PRIN, PRO, PROUD, PSG, PSP, PTC, PTL, RAM, RCL, READY, RICHY, RJH, ROCK, ROCTEC, ROH, ROJNA, RP, RPC, RPH, RSP, S, S11, SABUY, SAF, SAFARI, SAFE, SALEE, SAM, SAMART, SAMCO, SAMTEL, SAUCE, SAV, SAWAD, SAWANG, SBNEXT, SCAP, SCGD, SCI, SCL, SCP, SDC, SE, SEAFCO, SECURE, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SINGER, SINO, SISB, SJWD, SK, SKN, SKY, SLM, SLP, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPVI, SQ, SR, SSS, SSS, STANIC, ST

### Explanations

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of November 1, 2023) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.