

PTT Oil & Retail Business OR

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Public Company Limited

Bloomberg OR TB
Reuters OR.BK



Preview 1Q24F: Expect sharp rise QoQ

OR's 1Q24F (May 8) is expected to surge QoQ to Bt3.5bn (EPS Bt0.29) from only Bt193mn in 4Q23 on high gross profit/liter for the mobility segment and no repeat of the FX loss that hit 4Q23. We expect the lifestyle (non-oil) segment EBITDA margin to improve QoQ on lower expenses and higher sales volume in the F&B segment. Earnings will continue to improve in 2Q24 on Thailand's seasonal holidays despite some pressure on marketing margin from higher oil price. We maintain our 2024F forecast of 16% net profit growth to Bt13.3bn based on a conservative gross profit of Bt1/liter, up slightly from Bt0.99 in 2023. OR's share price (-3% YTD) has outperformed the SET (-4%), trading at 16x P/E (2024F), far below 3-year average of 27x. We reaffirm our Outperform rating with TP of Bt27, based on 14x EV/EBITDA.

Mobility segment: seasonally lower sales volume. We expect lower demand for diesel and jet fuel to pull overall sales volume down 6.9% QoQ to 6.5bn liters in 1Q24, -7.2% YoY on lower diesel consumption in the power sector as natural gas price normalizes. Segment profit will be driven by higher gross profit/liter of Bt1.2 (+19% YoY, +60% QoQ), including stock gain. Retail marketing margin stayed healthy, especially for gasoline, while margin for diesel was pressured by government price regulation.

Lifestyle segment: EBITDA margin wider QoQ. EBITDA contribution from the lifestyle segment is expected to expand 5% QoQ in 1Q24F on a better EBITDA margin at 26.5% vs. 25.6% in 4Q23 and higher sales volume at Café Amazon (+9% QoQ), while expense controls continued. We estimate a 7.5% QoQ increase in Café Amazon's cups sold per outlet on 1% QoQ growth in outlet numbers.

Global segment: more sales volume in the Philippines. OR's business in the Philippines is expected to return to drive global segment earnings in 1Q24 as demand for jet fuel and LPG improved while demand for diesel from industrial customers remained small. We expect profit contribution from the global business to improve slightly off a low base in 4Q23, but EBITDA contribution to remain low at 7% in 1Q24, unchanged from 2023.

Profit to continue growing. We expect OR's profit to continue to move up in 2024F with growth of 16% vs. +7% in 2023, fueled by higher sales volume for all three segments - mobility, lifestyle and global - as it continues to add service stations and non-oil outlets. This assumes a gross profit for the mobility segment at Bt1/liter and EBITDA margin for the lifestyle segment at 25%, slightly below 25.4% in 2023.

Valuation of Bt27 is based on 14x EV/EBITDA. We value OR based on EV/EBITDA (2024F) of 14x, the average retail business multiple in the Thai market. This implies P/E (2024F) of 24x, slightly lower than 3-year average of 27x for 2021-23 and PBV of 2.8x vs. 2021-23 average of 2.9x. The assigned multiple is premium to its peers in oil marketing to reflect the company's status as market leader.

Risk factors: An economic slowdown would erode demand for OR's oil and non-oil 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.

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)	20.9	19.4	16.7	14.7	13.1
EPS growth, core	(%)	(6.2)	7.4	16.1	13.7	12.3
P/BV, core	(x)	2.1	2.0	1.9	1.8	1.6
ROE	(%)	10.1	10.4	11.7	12.5	13.0
Dividend yield	(%)	2.7	2.8	2.8	3.2	3.2
EV/EBITDA	(x)	11.8	10.2	9.4	8.2	7.1

Source: InnovestX Research

Tactical: OUTPERFORM (3-month)

Stock data

Last close (May 2) (Bt)	18.50
Target price (Bt)	27.00
Mkt cap (Btbn)	222.00
Mkt cap (US\$mn)	6,032

Beta	M
Mkt cap (%) SET	1.32
Sector % SET	20.26
Shares issued (mn)	12,000
Par value (Bt)	10.00
12-m high / low (Bt)	23.3 / 17.6
Avg. daily 6m (US\$mn)	6.90
Foreign limit / actual (%)	25 / 3
Free float (%)	23.7
Dividend policy (%)	≥ 30

Share performance

(%)	1M	3M	12M
Absolute	1.1	2.2	(16.7)
Relative to SET	2.0	3.8	(6.3)

Source: SET, InnovestX Research

2023 Sustainability / 2022 ESG Score

SET ESG Ratings	AAA
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ESG Bloomberg Rank in the sector

ESG Score Rank	4/67
Environmental Score Rank	8/67
Social Score Rank	2/67
Governance Score Rank	11/67

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: Bloomberg Finance L.P.

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Value proposition

OR is PTT's flagship in the retail oil marketing business. The company was spun off from PTT in 2021 via an initial public offering, remaining a subsidiary of PTT, which holds 75%. OR is the leader in Thailand's retail oil marketing business with a market share of 42.2% as of Dec 2023. Its business comprises three segments: mobility (68% of EBITDA), lifestyle (27%) and global (5-7%). Aside from businesses in Thailand, OR also has operations in 11 other countries, primarily in ASEAN. It continues to expand its lifestyle business (formerly known as non-oil business) via outlet expansion of Café Amazon, its in-house flagship coffee house chain both in Thailand and overseas since 2002. Another area of business growth is via investment in SMEs and startups in Thailand.

Business outlook

OR's earnings are expected to improve YoY as demand for transport fuel increases although higher global oil price could continue to depress oil marketing margin, especially for diesel, price of which is capped by the government to reduce production cost in the industrial sector and consumer energy cost burden. Sales volume for refined oil products in Thailand is gradually recovering to pre-COVID level, especially jet fuel and gasoline as travel and tourism recover. OR will continue to grow its non-oil business via expansion of Café Amazon (+400 outlets) and partnership with more F&B brands, mostly Thai-owned operators. It will continue to add service stations, with a target of >100 additional stations and 500 new EV charging stations in 2024 to accommodate the energy transition in Thailand.

Bullish views	Bearish views
1. Domestic oil demand has gradually recovered YTD to pre-COVID level, especially diesel and gasoline, and jet fuel demand is two thirds of pre-COVID, though doubled YoY. This is expected to be the key earnings driver in 2024.	1. The government's cap on domestic energy prices could hurt OR's earnings from time to time, especially when oil price trends upward.
2. Lifestyle business remains in expansion mode and OR should be able to maintain EBITDA margin at >25%. More expansion of EV chargers would support growth of non-oil business in the long term.	2. Higher competition in the domestic market could crimp OR's marketing margin as it attempts to maintain market share.
	3. Higher operating cost for the lifestyle segment would hurt the segment's EBITDA margin.

Key catalysts

Factor	Event	Impact	Comment
More pressure on oil marketing margin	Higher oil price would depress oil marketing margin in 2Q24, mainly diesel, price for which continues capped.	Negative	We believe the impact of high oil price on marketing margin would be short term.
Higher account receivable from Oil Stabilization Fund	Higher oil price is pushing accounts receivable from the Oil Fund up, especially for diesel.	Negative	This could increase OR's working capital burden and short-term financing cost.
Near-term earnings outlook	1Q24F earnings momentum	Sharp rise QoQ off a low base	We expect 1Q24F core earnings to surge QoQ on a jump in gross profit/liter for the mobility segment, including stock gain, while sales volume will ease QoQ for diesel and jet fuel

Sensitivity Analysis

Factor	Earnings impact	TP impact
EBITDA margin (+0.1%)	+4% (2024F)	+Bt1.1/share

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	75.22 (2022)	CG Rating	DJSI	SETESG	SET ESG Ratings	
Rank in Sector	4/67	OR	5	No	Yes	AAA

Source: Thai Institute of Directors (IOD), 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 eco-efficiency 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 non-executive 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	75.40	75.22
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	69.32	69.32
Women Management to Employees Ratio	—	—
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: 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. 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	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 Assumptions

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

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 Sheet

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

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

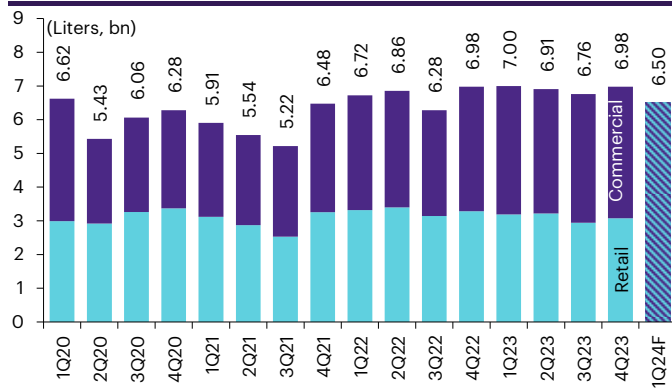
Figure 1: OR – 1Q24F earnings preview

	1Q23	4Q23	1Q24F	%YoY	%QoQ
Sales	197,414	192,541	192,461	(2.5)	(0.0)
EBITDA	5,927	2,523	5,456	(7.9)	116.3
Core profit	3,029	818	3,420	12.9	318.2
Net profit	2,975	193	3,445	15.8	1,685.6
EPS (Bt/share)	0.25	0.02	0.29	15.8	1,685.6
Sales volume (mn litres)	7,002	6,979	6,500	(7.2)	(6.9)
Gross profit (Bt/litre)	1.01	0.75	1.20	18.8	60.0
Café Amazon – total cups sold (mn cups)	91	91	99	8.8	8.6
Lifestyle EBITDA margin (%)	24.2	25.6	26.5	2.3	0.9

Source: OR and InnovestX Research

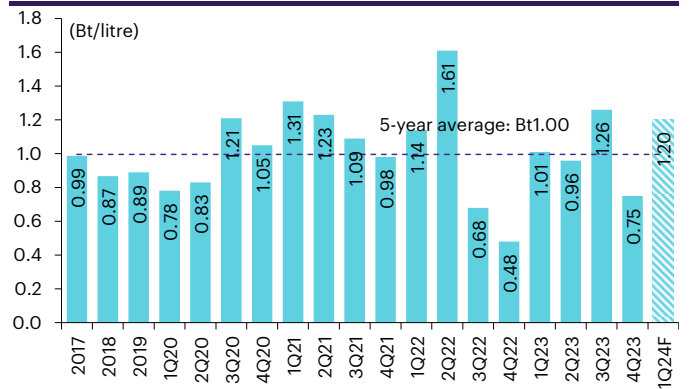
Appendix

Figure 2: Sales volume – Mobility



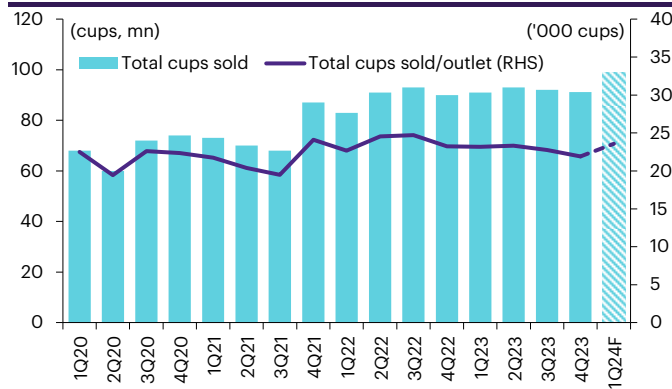
Source: OR and InnovestX Research

Figure 3: Gross margin/liter – Mobility



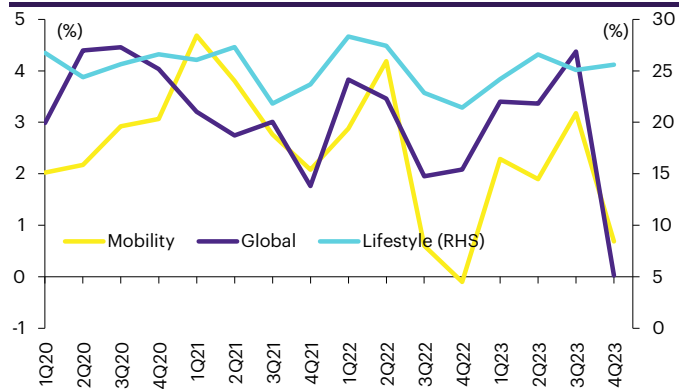
Source: OR and InnovestX Research

Figure 4: Café Amazon cups sold



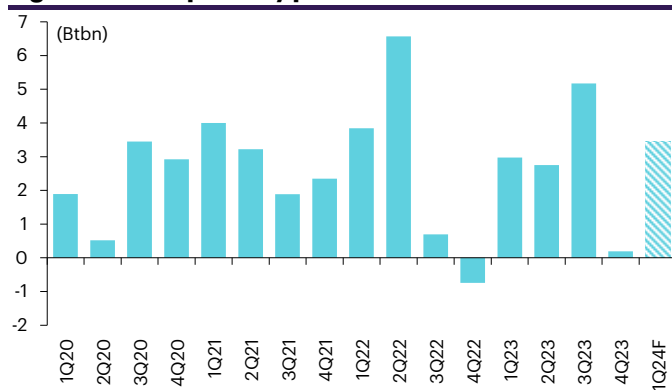
Source: OR and InnovestX Research

Figure 5: EBITDA margin by business



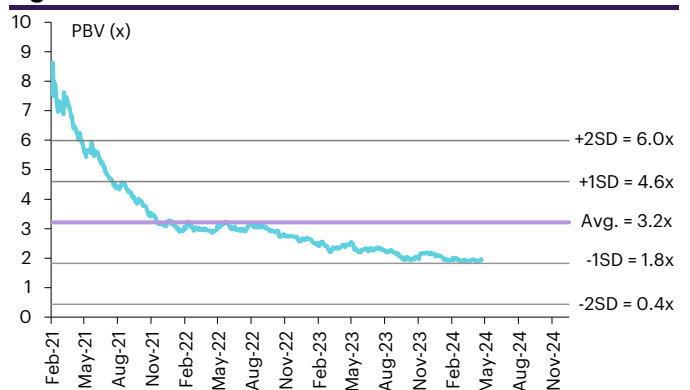
Source: OR and InnovestX Research

Figure 6: OR – quarterly profit



Source: OR and InnovestX Research

Figure 7: OR – PBV band



Source: Bloomberg Finance L.P. and InnovestX Research

Figure 8: Valuation summary (price as of May 2, 2024)

	Rating	Price (Bt/Sh)	Target (Bt/Sh)	ETR (%)	P/E (x)			EPS growth (%)			P/BV (x)			ROE (%)			Div. Yield (%)			EV/EBITDA (x)		
					23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F
BCP	Outperform	40.50	51.0	32.1	4.4	3.9	3.7	(32)	13	5	0.8	0.7	0.6	14	14	13	4.9	6.2	6.8	4.0	4.7	4.6
BSRC	Underperform	8.60	10.5	25.6	13.9	7.9	5.9	(77)	76	33	1.1	1.0	0.9	8	13	16	2.9	3.5	7.0	10.0	7.5	5.5
IRPC	Neutral	1.94	2.6	35.6	n.m.	30.8	15.3	n.m.	n.m.	101	0.5	0.5	0.5	(5)	2	3	1.5	1.5	3.1	17.3	6.8	6.3
OR	Outperform	18.50	27.0	48.8	19.4	16.7	14.7	7	16	14	2.0	1.9	1.8	10	12	12	2.8	2.8	3.2	9.9	9.4	8.2
PTT	Outperform	33.25	45.0	41.4	9.2	8.7	8.0	(36)	6	9	0.8	0.8	0.8	7	7	7	6.0	6.0	6.0	3.5	3.5	3.1
PTTEP	Outperform	150.50	204.0	41.9	7.6	7.2	6.7	(13)	5	8	1.2	1.1	1.0	16	16	16	6.3	6.3	6.6	2.4	2.5	2.8
SPRC	Neutral	7.75	11.0	45.8	n.m.	8.7	7.4	n.m.	n.m.	17	0.9	0.8	0.8	(3)	10	11	0.0	3.9	5.2	27.5	5.7	4.5
TOP	Outperform	53.25	77.0	50.8	5.4	5.8	5.1	(34)	(6)	13	0.7	0.7	0.6	14	12	13	6.4	6.2	6.9	6.6	7.2	4.8
Average					10.0	11.2	8.4	(31)	18	25	1.0	0.9	0.9	8	11	11	3.9	4.6	5.6	10.1	5.9	5.0

Source: InnovestX Research

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CG Rating 2023 Companies with CG Rating

Companies with Excellent CG Scoring

7UP, AAV, ABM, ACE, ACG, ADB, ADD, ADVANC, AEONTS, AF, AGE, AH, AHC, AIRA, AIT, AJ, AKP, AKR, ALLA, ALT, AMA, AMARIN, AMATA, AMATAV, ANAN, AOT, AP, APCO, APCS, ARIP, ARROW, ASEFA, ASK, ASP, ASW, ATP30, AUCTION, AWC, AYUD, B, BA, BAFS, BAM, BANPU, BAY, BBTI, BBIK, BBL, BC, BCH, BCP, BCPG, BDMS, BEC, BEM, BEYOND, BGC, BGRIM, BH, BIZ, BJC, BJCHI, BKI, BLA, BOL, BPP, BRI, BROOK, BRR, BTS, BTW, BWG, BYD, CBG, CENTEL, CFRESH, CHASE, CHEWA, CHG, CHOW, CIMBT, CIVIL, CK, CKP, CM, CNT, COLOR, COM7, COTTO, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CRD, CSC, CSS, CV, DCC, DDD, DELTA, DEMCO, DMT, DOHOME, DRT, DUSIT, EA, EASTW, ECF, ECL, EE, EGCO, EPG, ERW, ETC, ETE, FE, FLOYD, FN, FPI, FPT, FSX, FVC, GBX, GC, GCAP, GENCO, GFPT, GGC, GLAND, GLOBAL, GPSC, GRAMMY, GULF, GUNKUL, HANA, HARN, HENG, HMPRO, HPT, HTC, ICC, ICHI, ICN, III, ILINK, ILM, IMH, IND, INET, INTUCH, IP, IRC, IRPC, ITC, ITEL, IVL, JAS, JTS, KBANK, KCC, KCE, KEX, KKP, KSL, KTB, KTC, KTMS, KUMWEL, KUN, LALIN, LANNA, LH, LHFG, LIT, LOXLEY, LPN, LRH, LST, M, MAJOR, MALEE, MATCH, MBK, MC, M-CHAI, MCOT, MEGA, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NC, NCH, NCL, NDR, NER, NKI, NOBLE, NRF, NTV, NVD, NWR, NYT, OCC, OISHI¹, ONEE, OR, ORI, OSP, OTO, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PJW, PLANB, PLAT, PLUS, PM, POLY, PORT, PPP, PPS, PR9, PRG, PRINC, PRM, PRTR, PSH, PSL, PT, PTC, PTT, PTTEP, PTTCG, Q-CON, QH, QTC, RATCH, RBF, RPH, RS, RT, S, S&J, SA, SABINA, SAK, SAMART, SAMTEL, SAPPE, SAT, SBNEXT, SC, SCB, SCC, SCCC, SCG, SCGP, SCM, SDC, SEAFCO, SEAOL, SECURE, SELIC, SENA, SENX, SFP², SFT, SGC, SGF, SGP, SHR, SICT, SIRI, SIS, SITHAI, SJWD, SKR, SM, SMPC, SMT, SNC, SNNP, SNP, SO, SPALI, SPC, SPCG, SPI, SPRC, SR, SSC, SSF, SSSC, STA, STC, STEC, STGT, STI, SUC, SUN, SUSCO, SUTHA, SVI, SVT, SYMC, SYNEX, SYNTEC, TACC, TAE, TCAP, TCMC, TEAMG, TEGH, TFG, TFMAMA, TGE, TGH, THANA, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPH, TISCO, TK, TKN, TKS, TKT, TLI, TM, TMC, TMD, TMT, TNDT, TNITY, TNL, TNR, TOA, TOG, TOP, TPBI, TPCS, TPIPL, TPIPP, TPS, TQM, TQR, TRT, TRUE, TRV, TSC, TSTE, TSTH, TTA, TTB, TTCL, TTW, TURTLE, TVDH, TVH, TVO, TVT, TWPC, UAC, UBE, UBIS, UKEM, UP, UPF, UPOIC, UV, VCOM, VGI, VIBHA, VIH, VL, WACOAL, WGE, WHA, WHAUP, WICE, WINMED, WINNER, XPG, YUASA, ZEN

Companies with Very Good CG Scoring

2S, A5, 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, WIJK, 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, MENA, 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, SCI, SIAM, SKE, SKY, SMART, SMD, SMIT, SOLAR, SPA, STECH, STPI, SVR, TC, TCCC³, TEAM, TFI, TIGER, TITLE, TKC, TMI, TNH, TPA, TPAC, TRITN, UBA, UMI, UMS, UTP, VARO, VPO, W, WARRIX, WORK, WPH, YONG, 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 2022 to 31 October 2023) is publicized.

¹OISHI was voluntarily delisted from the Stock Exchange of Thailand, effectively on September 6, 2023

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

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

Anti-corruption Progress Indicator

Certified (ได้รับอนุมัติ)

2S, 7UP, AAI, ADVANC, AF, AH, AI, AIE, AIRA, AJ, AKP, AMA, AMANAH, AMATA, AMATAV, AP, APCS, AS, ASIAN, ASK, ASP, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBTI, 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, ICC, ICHI, IFS, III, ILINK, ILM, INET, INOX, INSURE, INTUCH, IRPC, ITEL, IVL, JAS, JKN, JR, JTS, KASET, KBANK, KBS, KCAR, KCCAMC, KCE, KGEN, KGI, KKP, KSL, KTB, KTC, L&E, 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, PTTCG, 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, SEAOL, 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, WIJK, XO, YUASA, ZEN, ZIGA

Declared (ประกาศเจตนา)

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, PEER, 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, APO, APP, APURE, AQUA, ARIN, ARIP, ARROW, ASAP, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCTION, AURA, B52, BA, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BIZ, BJC, BJCHI, BKD, BKGI, BLC, BLESS, BLISS, BM, BOL, BPS, BR, BRI, BROCK, BSM, BSR, BTNC, BWC, 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, DTICI, 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, IRPC, IT, ITD, ITNS, ITTHI, JAK, JCK, JCKH, JCT, JDF, JPARK, JSP, JUBILE, K, KAMART, KC, KCG, KCM, KDH, KEX, KIAT, KISS, KJL, KK, KKC, KLINIQU, 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, NEO, NETBAY, NEW, NEWS, NFC, NL, NNCL, NOK, NOVA, NPK, NSL, NTSC, NTV, NUSA, NV, NVD, NYT, OHTL, ONEE, ORN, PACE, PACO, PAF, PANEL, PCC, PEACE, PERM, PF, PHG, PICO, PIN, PJW, PLE, PLT, PMTA, POLAR, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRI, PRIN, PRO, PROUD, PSG, PSP, PTC, PTL, QTCC, 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, SPREME, SPVI, SQ, SR, SRS, SSC, STANLY, STARK, STC, STEC, STECH, STHAI, STI, STP, STPI, STX, SUC, SUN, SUPER, SUTHA, SVR, SVT, SWC, SYNEX, TACC, TAN, TAPAC, TC, TCC, TCJ, TCOAT, TEAM, TEAMG, TEKA, TERA, TFM, TGPRO, TH, THAI, THANA, THE, THG, THMUI, TIGER, TITLE, TK, TKC, TLI, TM, TMC, TMI, TMW, TNDT, TNH, TNPC, TOA, TPBI, TPCH, TPIPL, TPIPP, TPL, TPOLY, TPP, TPS, TQR, TR, TRC, TRITN, TRP, TRUBB, TRV, TSE, TTI, TTT, TTW, TURTLE, TVH, TVT, TWP, TWZ, TYCN, UAC, UBA, UMI, UMS, UNIQ, UP, UPF, UPOIC, UREKA, UTP, UVAN, VARO, VIBHA, VL, VNG, VPO, VRANDA, WARRIX, WAVE, WELL, WFX, WGE, WIN, WINDOW, WINMED, WINNER, WORK, WORLD, WP, YGG, YONG, ZAA

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.