

CP Aextra

CP Aextra
Public Company Limited

CPAXT

Bloomberg CPAXT TB
Reuters CPAXT .BK

innovest^x
A Subsidiary of SCBX Group

1Q24: In line with INVX estimates

1Q24 core profit was Bt2.5bn, +19% YoY from better sales, lower SG&A/sales and lower interest expenses but -24% QoQ on seasonality, in line with INVX estimate but 4% below consensus. In 2Q24TD, we expect SSS to grow in the low single digits YoY at the B2B unit and mid single digits YoY and low to mid single digits YoY for the B2C units in Thailand and Malaysia. We expect 2Q24F core earnings to grow YoY on continued sales growth, but slip seasonally QoQ. As we estimate CPAXT linkage to the digital wallet scheme at 24% of consolidated sales from food retailers and distributors in the B2B and small stores in the B2C unit, implementation in 4Q24F would bring earnings upside. We maintain Outperform with an end-2024 DCF TP of Bt39 (WACC of 7.0%, LT growth of 2.5%).

1Q24 net profit was Bt2.5bn, +15% YoY but -24% QoQ, in line with INVX estimate but 4% below market consensus. Without extra items (vs Bt87mn gains in 1Q23), the 1Q24 core profit of Bt2.5bn grew 19% YoY from better sales (at B2B and B2C) and lower SG&A/sales (lower expenses at B2C outpacing higher expense at B2B), plus lower interest expenses (-16% YoY) after debt refinancing and restructuring (lower interest expense at B2C offsetting higher interest expense at B2B), but -24% QoQ on seasonality. Of the 19% YoY growth, 9% came from better operations and 10% from lower interest expenses after tax.

1Q24 B2B unit (business-to-business; Makro). Core profit was Bt1.6bn, -17% YoY, hit by: 1) higher interest expenses with more debt allocated to Makro from Lotus's after debt restructuring; 2) higher SG&A/sales (+90bps YoY) from higher SG&A expenses (+17% YoY) off more expenses from store expansion and computer system, store adjustment to accommodate the O2O business and the transition to a new distribution center (transitioning will be complete in 3Q24). These outpaced: 1) higher sales (+6% YoY) from store expansion with NSA of 0.91mn sq.m. (+7% YoY, +1% QoQ) at end-1Q24 and SSS growth of 3.4% YoY; 2) wider gross margin (+40bps YoY) from better margin at Makro stores in Thailand (+10bps YoY) from a wider margin for dry food together with better margin from the food service business.

1Q24 B2C unit (business-to-consumer; Lotus's). Core profit from the B2C unit was Bt913mn, jumping from Bt183mn in 1Q23, aided by lower interest expenses upon: 1) debt refinancing with the issuance of low-cost debentures and debt allocated to Makro after debt restructuring; 2) higher sales (+6% YoY) on SSS growth of 6.9% YoY in Thailand and 8.4% YoY in Malaysia, with NSA of 1.8mn sq.m. (-2% YoY) and permanent NLA of 1.1mn sq.m. (+3% YoY) at end-1Q24 and occupancy rate at 93% in Thailand and 93% in Malaysia in 1Q24 (vs 90% and 94% in 1Q23); 3) lower SG&A/sales (-160bps YoY) on lower SG&A (-2% YoY) from lower electricity costs. These outpaced the narrower retail gross margin (-40bps YoY) from a weaker gross margin in Malaysia (-200bps YoY, 19% of B2C sales) from more promotions for food products to draw traffic and less favorable sales mix with lower high-margin non-food sales outstripping the improved gross margin in Thailand (+10bps YoY, 81% of B2C sales).

Key risks are changes in purchasing power and government policies, and market competition. Key ESG risks are energy management, sustainable products (E), and labor/employment practices (S).

Forecasts and valuation

Year to 31 Dec	Unit	2022	2023	2024F	2025F	2026F
Revenue	(Btmn)	466,082	486,472	509,876	534,060	558,744
EBITDA	(Btmn)	34,252	33,986	37,760	40,620	43,359
Core profit	(Btmn)	7,922	8,777	10,302	12,252	14,219
Reported profit	(Btmn)	7,697	8,640	10,302	12,252	14,219
Core EPS	(Bt)	0.75	0.83	0.97	1.16	1.34
DPS	(Bt)	0.51	0.57	0.49	0.58	0.67
P/E, core	(x)	43.7	39.5	33.6	28.3	24.4
EPS growth, core	(%)	(39.9)	10.8	17.4	18.9	16.1
P/BV, core	(x)	1.2	1.2	1.2	1.1	1.1
ROE	(%)	2.7	3.0	3.5	4.1	4.6
Dividend yield	(%)	1.6	1.7	1.5	1.8	2.1
EV/EBITDA	(x)	13.6	13.6	12.4	11.3	10.4

Source: InnovestX Research

See the end of this report for disclaimer

Tactical: OUTPERFORM (3-month)

Stock data

Last close (May 9) (Bt)	32.75
Target price (Bt)	39.00
Mkt cap (Btmn)	346.51
Mkt cap (US\$mn)	9,439

Beta	L
Mkt cap (%) SET	2.05
Sector % SET	9.89
Shares issued (mn)	10,580
Par value (Bt)	0.50
12-m high / low (Bt)	41.8 / 25.3
Avg. daily 6m (US\$mn)	6.15
Foreign limit / actual (%)	49 / 2
Free float (%)	15.3
Dividend policy (%)	≥ 40

Share performance

(%)	1M	3M	12M
Absolute	2.3	7.4	(18.1)
Relative to SET	5.2	8.9	(6.2)

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	2/34
Environmental Score Rank	2/34
Social Score Rank	3/34
Governance Score Rank	2/34

ESG comment

CPAXT has an above-average ESG score, with above-average environmental, social and governance scores versus peers in the sector in 2022.

Source: Bloomberg Finance L.P.

Analyst

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Our view on ESG

We view that CPAXT is in the leading position compared to peers under coverage, providing concrete targets and progress on key environmental issues (i.e., waste & energy management) and social issues (i.e., product quality management and labor practices), with on average information provided on the sustainable products. On the governance issue, we view that it is in the lagging position on board composition, the executive compensation, and shareholder rights based on its lower free float than peers. Key ESG risks are waste & energy management, sustainable products with quality management, and labor practices.

ESG Disclosure Score

Bloomberg ESG Score	64.57 (2022)
Rank in Sector	2/34

CG Rating	DJSI	SETESG	SET ESG Ratings
CPAXT	5	No	AAA

Source: Thai Institute of Directors (IOD), SET

Environmental Issue (E)

- By 2030, CPAXT commits to achieving carbon neutral operations (scope 1&2). Of this, 45% will be contributed by improved energy efficiency, followed by 25% renewable energy, 10% green refrigerant, 10% electric vehicle, 5% carbon absorption and 5% carbon credit.
- By 2030, it targets 100% food waste to landfill and use of sustainable packaging, 100% drop in water withdrawals per revenue from 2020, 100% traceability of high-risk raw materials and 100% business collaboration with relevant international partners to enhance biodiversity.
- In 2022, greenhouse gas emissions intensity (scope 1&2) per revenue decreased by 16% (vs yearly target of 14%), its food waste to landfill reduced 11% (vs yearly target of 20%), water intensity per revenue unit rose by 11% YoY compared to 2020 (vs yearly target for reduction by 2% YoY).
- We view that CPAXT is in the leading position compared to peers for providing information on waste & energy management, but it is on average compared to peers on providing the commitment on the sustainable products.

Governance Issue (G)

- By 2030, CPAXT plans to achieve 100% implementation of a corporate governance impact scoring assessment.
- In 2022, 100% of its business units had a Corporate Governance (CG) structure, and 100% of its employees passed the anti-corruption training.
- In 2022, CPAXT had nomination & remuneration, audit, and corporate governance committees.
- In 2022, CPAXT's board of directors consisted of 15 directors. Of this, 13 were non-executive directors (87% of the entire board), 5 were independent directors (33% of the entire board), and 3 were female members (20% of the entire board). Its board average tenure was 7.8 years
- In 2022, CG rating was excellent and anti-corruption progress indicator was certified.
- We view that it is in the lagging position compared to peers on director roles and diversity for the board composition, and the incentive structure for the executive compensation. On shareholder rights, we view its free float at 15% (even up from 13.5% since late 2022) is the sector's lowest vs peers under our coverage.

Social Issue (S)

- By 2030, CPAXT aims to achieve 70% of total sales volume of B2B & B2C products & services to promote health and wellness, 400,000 jobs supported to generate income for the community, 150,000 people supported to get access to safe and nutritious food and supported through education and upskilling, 100% conduction of human rights impact assessment at high-risk own operations and tier 1 suppliers and 100% of employees engaged in learning and initiatives.
- In 2022, 44% of B2B & B2C sales helped promote health and well-being, 192,020 people had access to education and upskilling, 74,700 retailers participated in the Makro Retailer Alliance program, 255,627 people had jobs to generate income, 108,078 people were encouraged to access safe & nutritious food, 100% of Makro operations in Thailand conducted a human rights risk assessment, 100% of employees participated in training development.
- We view that CPAXT is in the leading position compared to peers for providing information on product quality management, and labor practices.

ESG Disclosure Score

	2021	2022
ESG Disclosure Score	64.85	64.57
Environment	53.61	53.61
GHG Scope 1 ('000 metric tonnes)	65.93	146.75
GHG Scope 2 Location-Based ('000 metric tonnes)	185.59	571.33
GHG Scope 3 ('000 metric tonnes)	58.94	6,876.08
Total Energy Consumption ('000 MWh)	418.79	1,358.86
Renewable Energy Use ('000 MWh)	35.58	39.66
Total Waste ('000 metric tonnes)	67.91	130.55
Waste Recycled ('000 metric tonnes)	39.24	91.15
Social	44.71	48.88
Pct Women in Management (%)	45.00	39.00
Pct Women in Workforce (%)	60.56	58.63
Lost Time Incident Rate - Employees (per 100 employees)	0.52	0.48
Number of Employees - CSR (persons)	16,920	71,591
Employee Turnover Pct (%)	16.31	42.01
Total Hours Spent by Firm - Employee Training (hours)	249,570	2,305,950
Governance	96.12	91.12
Size of the Board (persons)	15	15
Number of Non Executive Directors on Board (persons)	13	13
Number of Board Meetings for the Year (times)	13	7
Board Meeting Attendance Pct (%)	98	99
Number of Female Executives (persons)	2	1

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)	206,180	218,259	265,398	466,082	486,472	509,876	534,060	558,744
Cost of goods sold	(Btmn)	(185,012)	(192,072)	(229,384)	(389,588)	(408,274)	(427,847)	(447,528)	(467,695)
Gross profit	(Btmn)	21,168	26,186	36,014	76,494	78,198	82,030	86,532	91,049
SG&A	(Btmn)	(17,390)	(17,731)	(26,293)	(62,842)	(64,929)	(68,100)	(70,828)	(73,728)
Other income	(Btmn)	4,447	502	970	3,050	3,105	4,837	5,089	5,339
Interest expense	(Btmn)	(310)	(619)	(1,557)	(6,897)	(5,923)	(5,847)	(5,747)	(5,652)
Pre-tax profit	(Btmn)	7,915	8,337	9,134	9,804	10,451	12,920	15,046	17,007
Corporate tax	(Btmn)	(1,710)	(1,813)	(2,128)	(2,729)	(2,460)	(3,437)	(3,675)	(3,737)
Equity a/c profits	(Btmn)	0	0	149	831	746	819	881	949
Minority interests	(Btmn)	60	39	14	15	41	0	0	0
Core profit	(Btmn)	6,265	6,563	7,169	7,922	8,777	10,302	12,252	14,219
Extra-ordinary items	(Btmn)	(20)	0	6,517	(225)	(137)	0	0	0
Net Profit	(Btmn)	6,245	6,563	13,687	7,697	8,640	10,302	12,252	14,219
EBITDA	(Btmn)	10,948	12,534	16,819	34,252	33,986	37,760	40,620	43,359
Core EPS (Bt)	(Btmn)	1.31	1.37	1.25	0.75	0.83	0.97	1.16	1.34
Net EPS (Bt)	(Bt)	1.30	1.37	2.38	0.73	0.82	0.97	1.16	1.34
DPS (Bt)	(Bt)	0.96	1.00	0.72	0.51	0.57	0.49	0.58	0.67

Balance Sheet (Btmn)

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Total current assets	(Btmn)	23,333	28,251	110,000	87,355	76,739	94,074	99,423	106,289
Total fixed assets	(Btmn)	39,308	131,336	459,490	461,288	463,632	465,734	467,437	468,730
Total assets	(Btmn)	62,641	159,587	569,490	548,643	540,371	559,807	566,860	575,019
Total loans	(Btmn)	8,487	16,170	184,293	160,653	147,925	155,622	150,622	145,622
Total current liabilities	(Btmn)	32,749	40,475	118,395	90,763	118,150	100,814	105,184	109,657
Total long-term liabilities	(Btmn)	9,158	10,848	162,597	166,949	128,749	161,249	156,831	152,424
Total liabilities	(Btmn)	41,907	51,324	280,992	257,713	246,899	262,064	262,015	262,081
Paid-up capital	(Btmn)	2,400	2,400	5,290	5,290	5,290	5,290	5,290	5,290
Total equity	(Btmn)	20,734	108,263	288,498	290,931	293,473	297,744	304,845	312,938
BVPS (Bt)	(Bt)	4.22	4.63	27.22	27.44	27.69	28.09	28.76	29.53

Cash Flow Statement (Btmn)

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Core Profit	(Btmn)	6,265	6,563	7,169	7,922	8,777	10,302	12,252	14,219
Depreciation and amortization	(Btmn)	2,723	3,577	6,128	17,551	17,612	18,993	19,826	20,699
Operating cash flow	(Btmn)	10,270	13,353	16,769	22,014	34,863	23,311	34,049	36,915
Investing cash flow	(Btmn)	(3,130)	(2,288)	14,966	(17,164)	(14,239)	(21,081)	(21,530)	(21,993)
Financing cash flow	(Btmn)	(7,402)	(5,413)	26,461	(32,955)	(28,552)	1,666	(10,151)	(11,126)
Net cash flow	(Btmn)	(262)	5,653	58,195	(28,105)	(7,928)	3,896	2,368	3,796

Key Financial Ratios

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Gross margin	(%)	10.3	12.0	13.6	16.4	16.1	16.1	16.2	16.3
Operating margin	(%)	1.8	3.9	3.7	2.9	2.7	2.7	2.9	3.1
EBITDA margin	(%)	5.3	5.7	6.3	7.3	7.0	7.4	7.6	7.8
EBIT margin	(%)	4.0	4.1	4.0	3.6	3.4	3.7	3.9	4.1
Net profit margin	(%)	3.0	3.0	5.2	1.7	1.8	2.0	2.3	2.5
ROE	(%)	32.1	30.9	4.6	2.7	3.0	3.5	4.1	4.6
ROA	(%)	10.0	5.9	2.0	1.4	1.6	1.9	2.2	2.5
Net D/E	(x)	0.2	0.1	0.4	0.4	0.4	0.4	0.4	0.3
Interest coverage	(x)	35.3	20.2	10.8	5.0	5.7	6.5	7.1	7.7
Debt service coverage	(x)	8.8	1.7	0.5	2.9	0.9	3.0	3.3	3.5
Payout Ratio	(%)	73.8	73.1	38.8	70.1	69.8	50.0	50.0	50.0

Main Assumptions

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
SSS growth (%) - B2B	(%)	6.3	1.9	2.5	6.8	5.3	3.5	3.0	3.0
No. of stores, ending - B2B	(Stores)	140	144	149	162	168	176	184	192
SSS growth (%) -B2C TH	(%)	(2.5)	(6.4)	(6.3)	0.2	2.1	3.5	3.0	3.0
No. of stores, ending - B2C TH	(Stores)	1,988	2,094	2,618	2,578	2,454	2,551	2,648	2,744
SSS growth (%) -B2C MY	(%)	2.2	0.7	(2.2)	(1.8)	(2.5)	3.5	3.0	3.0
No. of stores, ending - B2C MY	(Stores)	69	62	62	65	68	74	80	85

Financial statement

Profit and Loss Statement

FY December 31	Unit	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Total revenue	(Btmn)	117,933	114,963	122,409	119,089	120,909	118,837	127,637	126,157
Cost of goods sold	(Btmn)	(99,282)	(95,731)	(101,969)	(99,615)	(101,908)	(99,906)	(106,844)	(105,703)
Gross profit	(Btmn)	18,651	19,232	20,440	19,473	19,001	18,930	20,793	20,454
SG&A	(Btmn)	(15,871)	(16,031)	(16,215)	(16,106)	(16,306)	(16,224)	(16,292)	(16,838)
Other income	(Btmn)	737	597	1,075	761	703	665	976	863
Interest expense	(Btmn)	(1,598)	(1,826)	(1,979)	(1,684)	(1,385)	(1,403)	(1,451)	(1,414)
Pre-tax profit	(Btmn)	1,920	1,972	3,320	2,444	2,013	1,968	4,025	3,065
Corporate tax	(Btmn)	(549)	(603)	(810)	(573)	(527)	(448)	(912)	(765)
Equity a/c profits	(Btmn)	202	230	175	193	201	185	168	174
Minority interests	(Btmn)	0	3	11	15	14	11	1	7
Core profit	(Btmn)	1,573	1,602	2,696	2,079	1,701	1,716	3,282	2,481
Extra-ordinary items	(Btmn)	0	0	(225)	87	(185)	(39)	0	0
Net Profit	(Btmn)	1,573	1,602	2,471	2,166	1,516	1,677	3,282	2,481
EBITDA	(Btmn)	7,556	7,847	9,360	8,063	7,366	7,363	9,442	8,383
Core EPS (Bt)	(Btmn)	0.15	0.15	0.25	0.20	0.16	0.16	0.31	0.23
Net EPS (Bt)	(Bt)	0.15	0.15	0.23	0.20	0.14	0.16	0.31	0.23

Balance Sheet (Btmn)

FY December 31	Unit	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Total current assets	(Btmn)	87,983	74,540	87,355	61,841	57,630	63,160	76,739	70,574
Total fixed assets	(Btmn)	459,791	461,230	461,288	461,079	461,947	462,250	463,632	467,085
Total assets	(Btmn)	547,773	535,771	548,643	522,920	519,577	525,410	540,371	537,660
Total loans	(Btmn)	170,885	167,346	137,187	145,314	151,583	150,731	147,925	149,564
Total current liabilities	(Btmn)	92,236	74,526	90,763	97,389	101,285	92,289	118,150	126,651
Total long-term liabilities	(Btmn)	166,751	172,395	166,949	132,716	127,381	142,276	128,749	118,630
Total liabilities	(Btmn)	258,987	246,921	257,713	230,105	228,666	234,564	246,899	245,282
Paid-up capital	(Btmn)	5,290	5,290	5,290	5,290	5,290	5,290	5,290	5,290
Total equity	(Btmn)	288,786	288,850	290,931	292,814	290,911	290,845	293,473	292,378
BVPS (Bt)	(Bt)	27.25	27.24	27.44	27.62	27.44	27.43	27.69	27.58

Cash Flow Statement (Btmn)

FY December 31	Unit	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Core Profit	(Btmn)	1,573	1,602	2,471	2,166	1,516	1,677	3,282	2,481
Depreciation and amortization	(Btmn)	4,380	4,383	4,462	4,345	4,404	4,444	4,419	4,360
Operating cash flow	(Btmn)	6,482	(2,895)	16,853	(704)	2,264	13,374	19,929	(879)
Investing cash flow	(Btmn)	(2,483)	(2,498)	(4,554)	(3,942)	(3,011)	(2,770)	(4,516)	(6,156)
Financing cash flow	(Btmn)	(22,734)	(9,378)	174	(19,494)	(1,642)	(4,656)	(2,760)	(1,230)
Net cash flow	(Btmn)	(18,734)	(14,771)	12,473	(24,139)	(2,389)	5,947	12,653	(8,265)

Key Financial Ratios

FY December 31	Unit	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Gross margin	(%)	15.8	16.7	16.7	16.4	15.7	15.9	16.3	16.2
Operating margin	(%)	2.4	2.8	3.5	2.8	2.2	2.3	3.5	2.9
EBITDA margin	(%)	6.4	6.8	7.6	6.8	6.1	6.2	7.4	6.6
EBIT margin	(%)	3.0	3.3	4.3	3.5	2.8	2.8	4.3	3.6
Net profit margin	(%)	1.3	1.4	2.0	1.8	1.3	1.4	2.6	2.0
ROE	(%)	2.2	2.2	3.7	2.9	2.3	2.4	4.5	3.4
ROA	(%)	1.1	1.2	2.0	1.6	1.3	1.3	2.5	1.8
Net D/E	(x)	0.4	0.5	0.3	0.4	0.5	0.5	0.4	0.4
Interest coverage	(x)	4.7	4.3	4.7	4.8	5.3	5.2	6.5	5.9
Debt service coverage	(x)	0.7	1.3	2.4	2.8	1.0	0.7	1.5	0.9

Main Assumptions

FY December 31	Unit	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
SSS growth (%) - B2B	(%)	7.4	8.9	9.6	10.9	6.0	3.2	1.7	3.4
No. of stores, ending - B2B	(Stores)	154	154	162	163	163	164	168	169
SSS growth (%) - B2C TH	(%)	(2.1)	0.0	2.4	0.8	(0.9)	2.5	5.8	6.9
No. of stores, ending - B2C TH	(Stores)	2,597	2,580	2,578	2,589	2,499	2,459	2,454	2,448
SSS growth (%) - B2C MY	(%)	8.3	(3.7)	(2.4)	(0.9)	(12.2)	0.6	3.6	8.4
No. of stores, ending - B2C MY	(Stores)	64	64	65	65	66	66	68	69

Figure 1: Earnings review

P & L (Btmn)	1Q23	2Q23	3Q23	4Q23	1Q24	% Chg YoY	% Chg QoQ
Total revenue	119,089	120,909	118,837	127,637	126,157	5.9	(1.2)
Gross profit	19,473	19,001	18,930	20,793	20,454	5.0	(1.6)
SG&A expense	(16,106)	(16,306)	(16,224)	(16,292)	(16,838)	4.5	3.4
Net other income/expense	761	703	665	976	863	13.3	(11.6)
Interest expense	(1,684)	(1,385)	(1,403)	(1,451)	(1,414)	(16.0)	(2.5)
Pre-tax profit	2,444	2,013	1,968	4,025	3,065	25.4	(23.9)
Corporate tax	(573)	(527)	(448)	(912)	(765)	33.4	(16.2)
Equity a/c profits	193	201	185	168	174	(9.9)	3.7
Minority interests	15	14	11	1	7	(50.6)	678.7
EBITDA	8,063	7,366	7,363	9,442	8,383	4.0	(11.2)
Core profit	2,079	1,701	1,716	3,282	2,481	19.4	(24.4)
Extra. Gain (Loss)	87	(185)	(39)	0	0	n.a.	n.a.
Net Profit	2,166	1,516	1,677	3,282	2,481	14.6	(24.4)
EPS	0.20	0.14	0.16	0.31	0.23	14.6	(24.4)
B/S (Btmn)							
Total assets	522,920	519,577	525,410	540,371	537,660	2.8	(0.5)
Total liabilities	230,105	228,666	234,564	246,899	245,282	6.6	(0.7)
Total equity	292,814	290,911	290,845	293,473	292,378	(0.1)	(0.4)
BVPS (Bt)	27.6	27.4	27.4	27.7	27.6	(0.2)	(0.4)
Financial ratio (%)							
Gross margin	16.4	15.7	15.9	16.3	16.2	(0.1)	(0.1)
EBITDA margin	6.8	6.1	6.2	7.4	6.6	(0.1)	(0.8)
Net profit margin	1.8	1.3	1.4	2.6	2.0	0.1	(0.6)
SG&A expense/Revenue	13.5	13.5	13.7	12.8	13.3	(0.2)	0.6

Source: InnovestX Research

Figure 2: Revenue and earnings breakdown by business unit

Bt mn	1Q23	2Q23	3Q23	4Q23	1Q24	% Chg YoY	% Chg QoQ
Revenue contribution	118,798	120,597	118,587	127,361	125,876	6.0	(1.2)
- B2B	65,315	65,057	64,773	69,989	69,104	5.8	(1.3)
- B2C	53,483	55,540	53,814	57,372	56,772	6.1	(1.0)
Core profit contribution	2,080	1,701	1,717	3,280	2,481	19.3	(24.4)
- B2B	1,897	1,089	1,247	1,742	1,568	(17.3)	(10.0)
- B2C	183	612	469	1,538	913	399.3	(40.6)
Net profit contribution	2,167	1,516	1,678	3,280	2,481	14.5	(24.4)
- B2B	1,897	1,089	1,247	1,742	1,568	(17.3)	(10.0)
- B2C	269	427	430	1,538	913	238.9	(40.6)

Source: InnovestX Research

Figure 3: Valuation summary (price as of May 9, 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
BJC	Neutral	24.70	28.0	16.4	20.5	20.0	17.5	(2)	2	14	0.8	0.8	0.8	4	4	4	3.2	3.0	3.4	12.5	11.6	10.9
CPALL	Outperform	58.25	75.0	30.8	29.4	25.0	21.2	41	18	18	4.7	4.2	3.8	17	18	19	1.7	2.0	2.4	11.1	10.3	9.4
CPAXT	Outperform	32.75	39.0	20.6	39.5	33.6	28.3	11	17	19	1.2	1.2	1.1	3	3	4	1.7	1.5	1.8	13.6	12.4	11.3
CRC	Neutral	32.25	40.0	25.8	24.4	23.1	20.5	14	6	13	2.8	2.6	2.4	12	12	12	1.7	1.7	2.0	9.9	9.5	8.9
GLOBAL	Outperform	15.90	18.5	17.5	30.9	30.0	26.3	(27)	3	14	3.6	3.3	3.0	12	11	12	1.1	1.2	1.3	20.0	19.3	17.5
HMPRO	Outperform	10.20	13.5	36.3	20.8	19.4	17.8	4	7	9	5.2	4.9	4.6	26	26	27	3.9	4.0	3.9	12.7	11.8	10.9
Average					27.6	25.2	21.9	7	9	14	3.0	2.8	2.6	12	12	13	2.2	2.2	2.5	13.3	12.5	11.5

Source: InnovestX Research

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CG Rating 2023 Companies with CG Rating

Companies with Excellent CG Scoring

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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, JCHK, 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, SCP, 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 (ได้สัมฤทธิ์ผล)

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, BGGI, 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, 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, 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, TIPI, 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, 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, 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, IRCP, IT, ITD, ITNS, ITTHI, JAK, JCK, JCHK, 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, 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, SPVI, SQ, SR, SRS, SSC, STANLY, STARK, STC, STEC, STECH, STHAI, STI, STP, STPI, SUC, SUN, SUPER, SUTHA, SVR, SVT, SWC, SYNEX, TACC, TAN, TAPAC, TC, TCC, TCJ, TCOAT, TEAM, TEAMG, TEKA, 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, TVN, 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, YGS, 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.