

**CP ALL**CP ALL  
Public Company Limited**CPALL**Bloomberg CPALL TB  
Reuters CPALL.BK**2Q24: Slightly above estimates on margin**

2Q24 core profit was Bt6.2bn, +34% YoY and +2% QoQ, 5% above estimates on better margin, growing YoY from better contribution from both CVS and CPAXT. 2H24F growth will top peers YoY, with solid growth from sales and margin improvement at both CVS and CPAXT. With the highest sales exposure/linkage to the digital wallet, CPALL is the sector proxy for progress on the scheme, if implemented in 4Q24F (upside not yet factored into our forecast). We maintain Outperform with an end-2024 DCF TP (WACC 7%, LT growth 2.5%) of Bt77.

**2Q24 net profit was Bt6.2bn, +41% YoY but -1% QoQ**, 7% above estimates on Bt84mn FX gain and better-than-expected gross margin. Its 2Q24 core profit was Bt6.2bn, +34% YoY and +2% QoQ, 5% above estimates on margin, up YoY from higher sales and margin at the convenience store (CVS) unit and higher contribution from CPAXT on better sales and gross margin plus lower SG&A/sales.

**2Q24 CVS highlights.** SSS grew 3.8% YoY (vs +7.9% YoY in 2Q23 and +4.9% YoY in 1Q24) from more tourists, government economic stimulus measures during long holidays and hot weather. Customers averaged 1,007/store/day (+1.2% YoY) and spending per ticket was Bt85 (+1.2% YoY). Contribution from O2O sales (7-11 Delivery, All Online and 24Shopping, included in SSS) was 11% of sales (vs 10% in 2Q23 and 11% in 1Q24). Of total sales, 76.3% was food products (+80bps YoY, thanks to better ready-to-eat, chilled meal, beverage and dessert sales from a change in consumer lifestyle and the launch of new products) and 23.7% from non-food products. Stores. In 2Q24, CPALL added 124 stores in Thailand, giving it a net 14,854 stores at end-2Q24, +4% YoY and +1% QoQ; it added 5 stores overseas, giving it a net 93 stores overseas – 87 in Cambodia and 6 in Laos - at end-2Q24, +40% YoY and +6% QoQ. Gross margin widened 60bps YoY, thanks to a wider margin on product mix to 27.7% (+60bps YoY, +30bps QoQ) from a higher food margin (+40bps YoY, on more high-margin ready-to-eat and beverage sales) and non-food margin (+100bps YoY, on better high-margin personal care product sales and lower low-margin cigarette sales).

**2Q24 CPAXT highlights (CPALL holds 60%).** Without extra items (vs Bt185mn one-off debt prepayment expenses in 2Q23), CPAXT's 2Q24 core profit was Bt2.2bn, +28% YoY from better sales and wider gross margin (both B2B & B2C) and lower SG&A/sales (B2C) but -12% QoQ on seasonality.

**Solid growth YoY in 2H24F.** We expect 2H24F core earnings to exhibit the sector's most outstanding YoY growth, with growth coming from both the CVS unit (sales and margin upped by the return of tourists, more impulse buying and new high-margin items, i.e., RTE and RTD products) and from CPAXT (sales and margin improvement, contributed by both B2B and B2C units). We have not yet included any earnings upside from the digital wallet. If implemented in 4Q24F, we expect CPALL will gain the most in the sector as 56% of its consolidated sales are linked to this scheme via its own convenience stores and by CPAXT's contribution from food retailers and distributors in B2B and small B2C stores.

**Key risks** are changes in purchasing power and government policies. 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)	829,099	895,281	955,276	1,016,884	1,081,019
EBITDA	(Btmn)	72,636	78,541	86,457	92,288	98,322
Core profit	(Btmn)	13,416	18,278	23,713	27,327	31,308
Reported profit	(Btmn)	13,272	18,482	23,713	27,327	31,308
Core EPS	(Bt)	1.41	1.98	2.59	2.99	3.43
DPS	(Bt)	0.75	1.01	1.32	1.52	1.74
P/E, core	(x)	41.2	29.2	22.4	19.4	16.9
EPS growth, core	(%)	63.8	41.0	30.5	15.5	14.8
P/BV, core	(x)	5.2	4.7	4.1	3.7	3.3
ROE	(%)	13.1	17.3	20.0	20.5	20.9
Dividend yield	(%)	1.3	1.7	2.3	2.6	3.0
EV/EBITDA	(x)	12.2	11.1	10.0	9.1	8.3

Source: InnovestX Research

**Tactical: OUTPERFORM**

(3-month)

**Stock data**

Last close (Aug 13) (Bt)	58.00
Target price (Bt)	77.00
Mkt cap (Btmn)	521
Mkt cap (US\$m)	14,920

Beta	L
Mkt cap (%) SET	3.24
Sector % SET	9.41
Shares issued (mn)	8,983
Par value (Bt)	1.00
12-m high / low (Bt)	66.3 / 50.5
Avg. daily 6m (US\$m)	42.30
Foreign limit / actual (%)	49 / 25
Free float (%)	64.3
Dividend policy (%)	- 50

**Share performance**

(%)	1M	3M	12M
Absolute	1.3	(4.9)	(5.7)
Relative to SET	4.0	0.9	11.6

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	1/34
Environmental Score Rank	1/34
Social Score Rank	2/34
Governance Score Rank	4/34

**ESG comment**

CPALL has the sector's best ESG score, with the best environmental score and above-average social and governance scores vs. peers in the sector in 2022.

Source: Bloomberg Finance L.P.

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**Our view on ESG**

We view that CPALL is in the leading position compared to peers, providing concrete targets on key environmental issues (i.e., energy management and sustainable products) and social issues (i.e., labor/employment practices) with a committed timeline and performance progresses relative to targets. While CPALL’s board and management reflect their expertise and experience in the business, we view that it is in the lagging position compared to peers on director roles and board diversity for the board composition, and the incentive structure for the executive compensation. Key ESG risks are energy management, sustainable products, and labor/employment practices.

**ESG Disclosure Score**

<b>Bloomberg ESG Score</b>	<b>65.44 (2022)</b>
Rank in Sector	1/34

	<b>CG Rating</b>	<b>DJSI</b>	<b>SETESG</b>	<b>SET ESG Ratings</b>
CPALL	5	Yes	Yes	AAA

Source: Thai Institute of Directors (IOD), SET

**Environmental Issue (E)**

- CPALL has committed to being carbon neutral by 2030 with net zero GHG emissions by 2050 (vs 1.93mt Co2 in 2022).
- By 2030, CPALL targets to reduce final energy consumption compared to the business-as-usual case (BAU) by 25% (vs 3.67% in 2022), achieve a private brand with 100% reusable, recyclable or compostable plastic packaging (vs 97.94% in 2022), a 100% reduction in excess or leftover food requiring disposal and in waste generated by operations (vs 79.78% in 2022) and 100% collaboration in all areas of business operations with local and national stakeholders or independent third parties for biodiversity protection (vs 100% in 2022).
- We view that CPALL is in the leading position compared to peers for providing information on energy management and sustainable products, with concrete targets, committed timeline, and actual performance relative to its targets. However, it is in the lagging position for providing water management policy without the concrete target.

**Social Issue (S)**

- By 2030, CPALL aims to develop skills and promote jobs to generate income for SMEs and vulnerable groups at 250,000 persons (vs 291,255 persons in 2022), support education for children and vulnerable groups, with access to technical and professional skills necessary for their profession at 500,000 persons (vs 358,482 persons in 2022), support access by 5mn underserved and vulnerable people to safe food and water (vs 2.34mn persons in 2022), conduct human rights impact assessment following UN guidelines at 100% (vs 100% in 2022).
- By 2030, CPALL targets to increase the number of new health & nutrition products and services by 25% (vs 26.5% in 2022) and generate income from products and services innovation at 20% (vs 10.4% in 2022).
- We view that CPALL is in the leading position compared to peers for providing information on labor and employment practices, product quality and supply chain management, together with data security and customer privacy.

**Governance Issue (G)**

- In 2022, it achieved 100% of employees and suppliers communicating about anti-corruption policy.
- In 2022, CPALL had nomination & remuneration, audit, and sustainable & corporate governance committees.
- In 2022, CPALL’s board of directors consists of 16 directors. Of total, 11 were non-executive directors (69% of the entire board), 6 were independent directors (35% of the entire board), and one was a female member (6% of the entire board).
- In 2022, CG rating (Corporate Governance Report of Thai Listed Companies: CGR) was excellent, and anti-corruption progress indicator was certified.
- We view CPALL’s board and management reflect their expertise and experience in the business. However, 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.

**ESG Disclosure Score**

	<b>2021</b>	<b>2022</b>
<b>ESG Disclosure Score</b>	<b>66.82</b>	<b>65.44</b>
<b>Environment</b>	<b>56.78</b>	<b>56.78</b>
GHG Scope 1 ('000 metric tonnes)	324.36	435.38
GHG Scope 2 Location-Based ('000 metric tonnes)	1,454.37	1,555.36
GHG Scope 3 ('000 metric tonnes)	13,131.50	13,191.70
Electricity Used ('000 MWh)	3,181.41	3,504.06
Self Generated Renewable Electricity ('000 MWh)	3.73	13.31
Total Waste ('000 metric tonnes)	219.41	207.70
Waste Recycled('000 metric tonnes)	149.41	139.99
<b>Social</b>	<b>56.26</b>	<b>52.09</b>
Pct Women in Management (%)	38.71	36.84
Pct Women in Workforce (%)	65.58	64.54
Lost Time Incident Rate - Employees (per 100 employees)	0.55	0.33
Number of Employees - CSR (persons)	190,008	167,401
Employee Turnover Pct (%)	40.35	58.66
Total Hours Spent by Firm - Employee Training (hours)	3,929,370	5,022,030
<b>Governance</b>	<b>87.36</b>	<b>87.36</b>
Size of the Board (persons)	16	16
Number of Non Executive Directors on Board (persons)	11	11
Number of Board Meetings for the Year (times)	9	8
Board Meeting Attendance Pct (%)	99	95
Number of Female Executives (persons)	2	3
Number of Women on Board (persons)	1	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)	550,901	525,884	565,207	829,099	895,281	955,276	1,016,884	1,081,019
Cost of goods sold	(Btmn)	(426,063)	(410,880)	(444,838)	(651,100)	(699,010)	(742,302)	(788,016)	(835,529)
<b>Gross profit</b>	<b>(Btmn)</b>	<b>124,838</b>	<b>115,004</b>	<b>120,369</b>	<b>177,999</b>	<b>196,271</b>	<b>212,974</b>	<b>228,868</b>	<b>245,491</b>
SG&A	(Btmn)	(110,753)	(107,858)	(116,867)	(165,414)	(179,873)	(193,369)	(206,984)	(221,271)
Other income	(Btmn)	20,106	20,480	20,665	23,506	25,560	29,172	31,594	34,128
Interest expense	(Btmn)	(6,721)	(8,026)	(12,643)	(16,607)	(16,162)	(15,935)	(15,732)	(15,458)
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>27,469</b>	<b>19,600</b>	<b>11,524</b>	<b>19,485</b>	<b>25,797</b>	<b>32,843</b>	<b>37,746</b>	<b>42,890</b>
Corporate tax	(Btmn)	(4,232)	(2,859)	(1,693)	(3,861)	(4,572)	(5,827)	(6,399)	(6,843)
Equity a/c profits	(Btmn)	0	(63)	(226)	831	746	819	881	949
Minority interests	(Btmn)	(351)	(400)	(888)	(3,039)	(3,693)	(4,121)	(4,901)	(5,688)
<b>Core profit</b>	<b>(Btmn)</b>	<b>22,887</b>	<b>16,276</b>	<b>8,716</b>	<b>13,416</b>	<b>18,278</b>	<b>23,713</b>	<b>27,327</b>	<b>31,308</b>
Extra-ordinary items	(Btmn)	(544)	(174)	4,269	(144)	204	0	0	0
<b>Net Profit</b>	<b>(Btmn)</b>	<b>22,343</b>	<b>16,102</b>	<b>12,985</b>	<b>13,272</b>	<b>18,482</b>	<b>23,713</b>	<b>27,327</b>	<b>31,308</b>
EBITDA	(Btmn)	45,410	48,276	48,653	72,636	78,541	86,457	92,288	98,322
<b>Core EPS (Bt)</b>	<b>(Btmn)</b>	<b>2.44</b>	<b>1.70</b>	<b>0.86</b>	<b>1.41</b>	<b>1.98</b>	<b>2.59</b>	<b>2.99</b>	<b>3.43</b>
Net EPS (Bt)	(Bt)	2.38	1.68	1.33	1.39	2.01	2.59	2.99	3.43
DPS (Bt)	(Bt)	1.25	0.90	0.60	0.75	1.01	1.32	1.52	1.74

### Balance Sheet (Btmn)

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Total current assets	(Btmn)	71,923	81,426	165,773	148,955	143,798	150,154	159,127	164,992
Total fixed assets	(Btmn)	303,694	441,929	766,119	775,106	782,693	786,974	790,344	792,782
<b>Total assets</b>	<b>(Btmn)</b>	<b>375,617</b>	<b>523,354</b>	<b>931,893</b>	<b>924,061</b>	<b>926,491</b>	<b>937,128</b>	<b>949,471</b>	<b>957,774</b>
Total loans	(Btmn)	145,612	285,567	452,334	436,630	415,928	410,913	394,679	371,709
Total current liabilities	(Btmn)	112,917	123,275	215,072	207,443	238,197	230,489	243,102	242,833
Total long-term liabilities	(Btmn)	154,333	288,485	424,013	426,317	386,699	390,313	374,573	365,501
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>267,250</b>	<b>411,759</b>	<b>639,085</b>	<b>633,760</b>	<b>624,896</b>	<b>620,803</b>	<b>617,675</b>	<b>608,334</b>
Paid-up capital	(Btmn)	8,983	8,983	8,983	8,983	8,983	8,983	8,983	8,983
<b>Total equity</b>	<b>(Btmn)</b>	<b>108,368</b>	<b>111,595</b>	<b>292,807</b>	<b>290,301</b>	<b>301,595</b>	<b>316,325</b>	<b>331,796</b>	<b>349,440</b>
<b>BVPS (Bt)</b>	<b>(Bt)</b>	<b>10.44</b>	<b>10.77</b>	<b>11.59</b>	<b>11.21</b>	<b>12.36</b>	<b>14.00</b>	<b>15.72</b>	<b>17.68</b>

### Cash Flow Statement (Btmn)

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Core Profit	(Btmn)	22,887	16,276	8,716	13,416	18,278	23,713	27,327	31,308
Depreciation and amortization	(Btmn)	11,220	20,650	24,486	36,544	36,582	37,680	38,810	39,974
Operating cash flow	(Btmn)	40,477	39,148	46,319	69,873	87,172	61,585	74,177	79,643
Investing cash flow	(Btmn)	(16,584)	(97,405)	1,878	(30,506)	(28,067)	(45,982)	(42,180)	(42,413)
Financing cash flow	(Btmn)	(27,939)	68,959	7,510	(64,312)	(62,988)	(13,997)	(28,091)	(36,634)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>(4,045)</b>	<b>10,703</b>	<b>55,707</b>	<b>(24,945)</b>	<b>(3,883)</b>	<b>1,605</b>	<b>3,907</b>	<b>597</b>

### Key Financial Ratios

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Gross margin	(%)	22.7	21.9	21.3	21.5	21.9	22.3	22.5	22.7
Operating margin	(%)	2.6	1.4	0.6	1.5	1.8	2.1	2.2	2.2
EBITDA margin	(%)	8.2	9.2	8.6	8.8	8.8	9.1	9.1	9.1
EBIT margin	(%)	6.2	5.3	4.3	4.4	4.7	5.1	5.3	5.4
Net profit margin	(%)	4.1	3.1	2.3	1.6	2.1	2.5	2.7	2.9
ROE	(%)	25.6	17.1	8.7	13.1	17.3	20.0	20.5	20.9
ROA	(%)	6.1	3.6	1.2	1.4	2.0	2.5	2.9	3.3
Net D/E	(x)	1.1	2.2	1.2	1.3	1.2	1.1	1.0	0.9
Interest coverage	(x)	6.8	6.0	3.8	4.4	4.9	5.4	5.9	6.4
Debt service coverage	(x)	2.0	1.7	0.7	1.2	1.0	1.2	1.3	1.6
Payout Ratio	(%)	52.6	53.5	45.0	53.9	49.8	50.0	50.0	50.0

### Main Assumptions

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
SSS growth - CPALL	(%)	1.7	(14.5)	(6.7)	15.9	5.5	3.3	3.0	3.0
No. of stores, ending - CPALL	(stores)	11,712	12,432	13,134	13,838	14,545	15,245	15,945	16,645
SSS growth - CPAXT: B2B	(%)	6.3	1.9	2.5	6.8	5.3	3.5	3.0	3.0
No. of stores, ending - CPAXT: B2B	(Stores)	140	144	149	162	168	176	184	192
SSS growth - CPAXT: B2C TH	(%)	(2.5)	(6.4)	(6.3)	0.2	2.1	3.5	3.0	3.0
SSS growth - CPAXT: B2C MY	(%)	2.2	0.7	(2.2)	(1.8)	(2.5)	3.5	3.0	3.0

## Financial statement

### Profit and Loss Statement

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Total revenue	(Btmn)	207,617	218,863	215,895	225,603	220,051	233,732	234,315	240,948
Cost of goods sold	(Btmn)	(162,429)	(171,615)	(168,983)	(176,041)	(172,085)	(181,901)	(182,093)	(186,899)
<b>Gross profit</b>	<b>(Btmn)</b>	<b>45,188</b>	<b>47,248</b>	<b>46,913</b>	<b>49,561</b>	<b>47,966</b>	<b>51,831</b>	<b>52,223</b>	<b>54,049</b>
SG&A	(Btmn)	(41,916)	(44,398)	(43,178)	(45,867)	(44,447)	(46,381)	(46,541)	(48,836)
Other income	(Btmn)	6,191	6,548	6,125	6,399	6,215	6,821	6,694	6,994
Interest expense	(Btmn)	(4,283)	(4,522)	(4,197)	(3,960)	(3,995)	(4,010)	(3,902)	(3,878)
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>5,180</b>	<b>4,876</b>	<b>5,662</b>	<b>6,134</b>	<b>5,739</b>	<b>8,262</b>	<b>8,473</b>	<b>8,329</b>
Corporate tax	(Btmn)	(987)	(996)	(1,013)	(1,073)	(970)	(1,517)	(1,643)	(1,476)
Equity a/c profits	(Btmn)	230	175	193	201	185	168	174	149
Minority interests	(Btmn)	(614)	(1,013)	(1,064)	(662)	(667)	(1,300)	(982)	(847)
<b>Core profit</b>	<b>(Btmn)</b>	<b>3,810</b>	<b>3,042</b>	<b>3,778</b>	<b>4,601</b>	<b>4,287</b>	<b>5,612</b>	<b>6,022</b>	<b>6,155</b>
Extra-ordinary items	(Btmn)	(133)	96	344	(162)	137	(116)	298	84
<b>Net Profit</b>	<b>(Btmn)</b>	<b>3,677</b>	<b>3,138</b>	<b>4,123</b>	<b>4,438</b>	<b>4,424</b>	<b>5,497</b>	<b>6,319</b>	<b>6,239</b>
EBITDA	(Btmn)	16,595	17,840	18,327	18,652	18,365	19,094	20,938	20,742
<b>Core EPS (Bt)</b>	<b>(Btmn)</b>	<b>0.40</b>	<b>0.33</b>	<b>0.41</b>	<b>0.50</b>	<b>0.46</b>	<b>0.61</b>	<b>0.66</b>	<b>0.67</b>
Net EPS (Bt)	(Bt)	0.39	0.34	0.45	0.48	0.48	0.60	0.69	0.68

### Balance Sheet (Btmn)

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Total current assets	(Btmn)	124,177	148,955	120,357	114,429	120,181	143,798	134,352	127,848
Total fixed assets	(Btmn)	775,371	775,106	775,979	777,578	780,072	782,693	787,009	660,114
<b>Total assets</b>	<b>(Btmn)</b>	<b>899,547</b>	<b>924,061</b>	<b>896,336</b>	<b>892,007</b>	<b>900,254</b>	<b>926,491</b>	<b>921,361</b>	<b>787,962</b>
Total loans	(Btmn)	452,169	436,630	432,501	438,517	430,757	415,928	424,121	428,775
Total current liabilities	(Btmn)	166,499	207,443	212,083	218,145	217,462	238,197	221,948	229,628
Total long-term liabilities	(Btmn)	445,590	426,317	389,074	382,029	386,444	386,699	391,073	379,519
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>612,089</b>	<b>633,760</b>	<b>601,157</b>	<b>600,174</b>	<b>603,906</b>	<b>624,896</b>	<b>613,021</b>	<b>609,147</b>
Paid-up capital	(Btmn)	8,983	8,983	8,983	8,983	8,983	8,983	8,983	8,983
<b>Total equity</b>	<b>(Btmn)</b>	<b>287,459</b>	<b>290,301</b>	<b>295,179</b>	<b>291,833</b>	<b>296,348</b>	<b>301,595</b>	<b>308,340</b>	<b>306,662</b>
<b>BVPS (Bt)</b>	<b>(Bt)</b>	<b>10.98</b>	<b>11.21</b>	<b>11.67</b>	<b>11.38</b>	<b>11.89</b>	<b>12.36</b>	<b>13.15</b>	<b>12.86</b>

### Cash Flow Statement (Btmn)

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Core Profit	(Btmn)	3,677	3,138	4,123	4,438	4,424	5,497	6,319	6,239
Depreciation and amortization	(Btmn)	7,572	11,032	8,984	9,103	9,201	9,293	9,135	9,097
Operating cash flow	(Btmn)	6,883	33,955	4,479	15,785	28,778	38,130	11,342	15,140
Investing cash flow	(Btmn)	(7,271)	(7,177)	(7,529)	(5,957)	(6,677)	(7,903)	(9,155)	(5,637)
Financing cash flow	(Btmn)	(11,566)	(4,159)	(24,696)	(12,761)	(15,985)	(9,546)	(13,544)	(11,927)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>(11,954)</b>	<b>22,619</b>	<b>(27,746)</b>	<b>(2,933)</b>	<b>6,116</b>	<b>20,681</b>	<b>(11,357)</b>	<b>(2,425)</b>

### Key Financial Ratios

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Gross margin	(%)	21.8	21.6	21.7	22.0	21.8	22.2	22.3	22.4
Operating margin	(%)	1.6	1.3	1.7	1.6	1.6	2.3	2.4	2.2
EBITDA margin	(%)	8.0	8.2	8.5	8.3	8.3	8.2	8.9	8.6
EBIT margin	(%)	4.6	4.3	4.6	4.5	4.4	5.3	5.3	5.1
Net profit margin	(%)	1.8	1.4	1.9	2.0	2.0	2.4	2.7	2.6
ROE	(%)	15.0	12.2	14.7	17.8	16.4	20.6	21.0	21.1
ROA	(%)	1.7	1.3	1.7	2.1	1.9	2.5	2.6	2.9
Net D/E	(x)	1.4	1.3	1.3	1.4	1.3	1.2	1.2	1.2
Interest coverage	(x)	3.9	3.9	4.4	4.7	4.6	4.8	5.4	5.3
Debt service coverage	(x)	1.0	1.2	1.2	0.8	0.7	0.8	1.1	1.0

### Main Assumptions

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
SSS growth - CPALL	(%)	22.1	15.0	8.0	7.9	3.5	3.6	4.9	3.8
No. of stores, ending - CPALL	(stores)	13,660	13,838	14,047	14,215	14,391	14,545	14,730	14,854
SSS growth - CPAXT: B2B	(%)	8.9	9.6	10.9	6.0	3.2	1.7	3.4	1.8
No. of stores, ending - CPAXT: B2B	(Stores)	154	162	163	163	164	168	169	170
SSS growth - CPAXT: B2C TH	(%)	0.0	2.4	0.8	(0.9)	2.5	5.8	6.9	3.6
SSS growth - CPAXT: B2C MY	(%)	(3.7)	(2.4)	(0.9)	(12.2)	0.6	3.6	8.4	3.1

**Figure 1: Consolidated CPALL results (convenience store and CPAXT)**

P & L (Btmn)	2Q23	3Q23	4Q23	1Q24	2Q24	% Chg YoY	% Chg QoQ
Total revenue	225,603	220,051	233,732	234,315	240,948	6.8	2.8
Gross profit	49,561	47,966	51,831	52,223	54,049	9.1	3.5
SG&A expense	(45,867)	(44,447)	(46,381)	(46,541)	(48,836)	6.5	4.9
Net other income/expense	6,399	6,215	6,821	6,694	6,994	9.3	4.5
Interest expense	(3,960)	(3,995)	(4,010)	(3,902)	(3,878)	(2.1)	(0.6)
Pre-tax profit	6,134	5,739	8,262	8,473	8,329	35.8	(1.7)
Corporate tax	(1,073)	(970)	(1,517)	(1,643)	(1,476)	37.6	(10.2)
Equity a/c profits	201	185	168	174	149	(25.9)	(14.3)
Minority interests	(662)	(667)	(1,300)	(982)	(847)	28.1	(13.7)
EBITDA	18,652	18,365	19,094	20,938	20,742	11.2	(0.9)
<b>Core profit</b>	<b>4,601</b>	<b>4,287</b>	<b>5,612</b>	<b>6,022</b>	<b>6,155</b>	<b>33.8</b>	<b>2.2</b>
Extra Gain (Loss)	(162)	137	(116)	298	84	(152.0)	(71.6)
<b>Net Profit</b>	<b>4,438</b>	<b>4,424</b>	<b>5,497</b>	<b>6,319</b>	<b>6,239</b>	<b>40.6</b>	<b>(1.3)</b>
EPS	0.48	0.48	0.60	0.69	0.68	41.7	(1.3)
<b>B/S (Btmn)</b>							
Total assets	892,007	900,254	926,491	921,361	787,962	(11.7)	(14.5)
Total liabilities	600,174	603,906	624,896	613,021	609,147	1.5	(0.6)
Total equity	291,833	296,348	301,595	308,340	306,662	5.1	(0.5)
BVPS (Bt)	11.4	11.9	12.4	13.2	12.9	13.0	(2.2)
<b>Financial ratio (%)</b>							
Gross margin	22.0	21.8	22.2	22.3	22.4	0.5	0.1
EBITDA margin	8.3	8.3	8.2	8.9	8.6	0.3	(0.3)
Net profit margin	2.0	2.0	2.4	2.7	2.6	0.6	(0.1)
SG&A expense/Revenue	20.3	20.2	19.8	19.9	20.3	(0.1)	0.4

Source: InnovestX Research

**Figure 2: CPAXT results**

P & L (Btmn)	2Q23	3Q23	4Q23	1Q24	2Q24	% Chg YoY	% Chg QoQ
Total revenue	120,909	118,837	127,637	126,157	126,223	4.4	0.1
Gross profit	19,001	18,930	20,793	20,454	20,316	6.9	(0.7)
SG&A expense	(16,306)	(16,224)	(16,292)	(16,838)	(16,919)	3.8	0.5
Net other income/expense	703	665	976	863	733	4.3	(15.1)
Interest expense	(1,385)	(1,403)	(1,451)	(1,414)	(1,449)	4.6	2.5
Pre-tax profit	2,013	1,968	4,025	3,065	2,681	33.2	(12.5)
Corporate tax	(527)	(448)	(912)	(765)	(663)	25.8	(13.3)
Equity a/c profits	201	185	168	174	149	(25.9)	(14.3)
Minority interests	14	11	1	7	9	(32.4)	28.4
EBITDA	7,366	7,363	9,442	8,383	7,962	8.1	(5.0)
<b>Core profit</b>	<b>1,701</b>	<b>1,716</b>	<b>3,282</b>	<b>2,481</b>	<b>2,176</b>	<b>27.9</b>	<b>(12.3)</b>
Extra. Gain (Loss)	(185)	(39)	0	0	0	n.a.	n.a.
<b>Net Profit</b>	<b>1,516</b>	<b>1,677</b>	<b>3,282</b>	<b>2,481</b>	<b>2,176</b>	<b>43.5</b>	<b>(12.3)</b>
EPS	0.14	0.16	0.31	0.23	0.21	43.5	(12.3)
<b>B/S (Btmn)</b>							
Total assets	519,577	525,410	540,371	537,660	533,912	2.8	(0.7)
Total liabilities	228,666	234,564	246,899	245,282	239,136	4.6	(2.5)
Total equity	290,911	290,845	293,473	292,378	294,776	1.3	0.8
BVPS (Bt)	27.4	27.4	27.7	27.6	27.8	1.3	0.8
<b>Financial ratio (%)</b>							
Gross margin	15.7	15.9	16.3	16.2	16.1	0.4	(0.1)
EBITDA margin	6.1	6.2	7.4	6.6	6.3	0.2	(0.3)
Net profit margin	1.3	1.4	2.6	2.0	1.7	0.5	(0.2)
SG&A expense/Revenue	13.5	13.7	12.8	13.3	13.4	(0.1)	0.1

Source: InnovestX Research

**Figure 3: Valuation summary (price as of Aug 13, 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	20.70	24.0	19.2	17.2	18.3	16.3	(2)	(6)	12	0.7	0.7	0.6	4	4	4	3.9	3.3	3.7	11.8	11.0	10.5
CPALL	Outperform	58.00	77.0	35.0	29.2	22.4	19.4	41	31	16	4.7	4.1	3.7	17	20	20	1.7	2.3	2.6	11.1	10.0	9.1
CPAXT	Outperform	29.25	39.0	35.0	35.3	30.0	25.3	11	17	19	1.1	1.0	1.0	3	3	4	1.9	1.7	2.0	12.5	11.4	10.4
CRC	Neutral	25.75	40.0	57.5	19.4	18.3	16.5	14	6	11	2.3	2.2	2.0	12	12	12	2.1	2.2	2.4	8.6	8.3	7.8
GLOBAL	Outperform	13.10	18.5	42.6	25.5	25.5	22.1	(27)	(0)	15	2.9	2.7	2.5	12	11	12	1.4	1.4	1.6	16.9	17.0	15.2
HMPRO	Outperform	7.90	12.0	56.9	16.1	15.5	14.1	4	4	10	4.1	3.8	3.6	26	26	26	5.1	5.0	5.0	10.2	9.7	8.9
<b>Average</b>					<b>23.8</b>	<b>21.7</b>	<b>18.9</b>	<b>7</b>	<b>9</b>	<b>14</b>	<b>2.6</b>	<b>2.4</b>	<b>2.2</b>	<b>12</b>	<b>13</b>	<b>13</b>	<b>2.7</b>	<b>2.6</b>	<b>2.9</b>	<b>11.9</b>	<b>11.2</b>	<b>10.3</b>

Source: InnovestX Research

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