

Growth topping the sector in 2H24F

We expect CPALL to report the sector's best YoY growth with 3Q24F core profit of Bt6bn, +39% YoY but -3% QoQ, on robust SSS growth that outperformed peers and wider margin at both the convenience store (CVS) unit and CPAXT. Earnings momentum is strong, with 4Q24F expected to be the year's best, up YoY and QoQ. Government stimulus and the expected cut in interest rate will add earnings upside. Its valuation is also attractive (trading at 25x 2024PE, -2SD over its 10-year PE). We maintain Outperform with a mid-2025 DCF TP (WACC 7%, LT growth 2.5%) of Bt80.

Catalyst #1: 3Q24F SSS growth ahead of peers. In 3Q24, we estimate YoY SSS growth at the CVS unit at 3% and at CPAXT at 2% in the B2B & B2C units, far ahead of other retailers, whose SSS is down 1% YoY on average. At the CVS unit, SSS will be driven by more tourists, more impulse buying, a satisfactory response to this year's stamp campaign running August 24 to November 23 (customers can use stamps from their first purchase to discount their next purchase or can collect the stamps to exchange for "Doraemon" cartoon character products later). At CPAXT, we expect SSS to grow to 2-5% YoY in September (vs 2% YoY in 3Q24), partly on the Bt10,000 cash handout to 14.5mn vulnerable persons that began Sep 25, with revived sales for non-food products amid solid sales growth for food products, better sales in the big store formats and upcountry.

Catalyst #2: Sector's best earnings growth YoY in 3Q24F. We expect CPALL to report a 3Q24F core profit of Bt6bn, +39% YoY but -3% QoQ, the sector's best YoY growth based on the following factors. First, CVS sales will be raised via SSS growth and store expansion (+150 stores to 15,000 stores, +4% YoY and +1% QoQ). Second, CVS gross margin will reflect product mix, at 27.5%, up 50bps YoY on higher sales of high-margin personal care and ready-to-eat items on more tourists and more impulse buying and a drop in low-margin cigarette sales but down 20bps QoQ on seasonality. Third, CVS SG&A/sales will be under control, with lower electricity expenses and the rise in other expenses in the slower pace than the rise in sales. Lastly, earnings contribution from CPAXT will be higher, with 3Q24F core profit of Bt2.1bn, +24% YoY from better sales and EBIT margin (wider gross margin, +20-40bps at the B2B & B2C units with more high-margin sales, and lower SG&A/sales) but seasonally -3% QoQ.

Catalyst #3: Earnings upside from stimulus and rate cut. We have not yet included in our forecast the upside from stimulus - either the Bt10,000 cash paid to 14.5mn citizens starting on Sep 25 or the Bt10,000 planned for the remaining 30mn citizens as a digital wallet, for which details and timeline have not yet been concluded, or the cut in interest rate. For the stimulus, we estimate each 1% rise in SSS growth in the CVS unit and in CPAXT will grow CPALL's earnings by 0.7% and 0.4%. As for the interest rate cut, we estimate each 25bps cut in interest rate will add 0.7% to CPALL's earnings. Note that the INVX economist expects the BoT to cut policy rate by 100bps over the next twelve months (starting with a 50bps cut in 4Q24 and another 50bps cut in 1H25). If so, this gives 3% upside to CPALL's earnings.

Key risks are changes in government policies and purchasing power. Key ESG risks are energy & waste management, sustainable products (E) and product quality management, labor practices and data privacy (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	92,360	98,322
Core profit	(Btmn)	13,416	18,278	23,713	27,391	31,308
Reported profit	(Btmn)	13,272	18,482	23,713	27,391	31,308
Core EPS	(Bt)	1.41	1.98	2.59	3.00	3.43
DPS	(Bt)	0.75	1.01	1.32	1.52	1.74
P/E, core	(x)	45.5	32.3	24.7	21.3	18.6
EPS growth, core	(%)	63.8	41.0	30.5	15.8	14.5
P/BV, core	(x)	5.7	5.2	4.6	4.1	3.6
ROE	(%)	13.1	17.3	20.0	20.5	20.9
Dividend yield	(%)	1.2	1.6	2.1	2.4	2.7
EV/EBITDA	(x)	12.9	11.8	10.6	9.7	8.9

Source: InnovestX Research

Tactical: OUTPERFORM (3-month)

Stock data

Last close (Oct 4) (Bt)	64.00
Target price (Bt)	80.00
Mkt cap (Btbn)	575

12-m high / low (Bt)	67 / 50.5
Avg. daily 6m (US\$m)	51.08
Foreign limit / actual (%)	49 / 26
Free float (%)	64.3
Outstanding Short Position (%)	0.45

Share price performance

(%)	1M	3M	12M
Absolute	0.8	15.3	4.5
Relative to SET	(2.0)	4.8	5.1

INVX core earnings vs consensus

Earnings vs consensus	2024F	2025F
Consensus (Bt mn)	23,318	26,590
INVX vs Consensus (%)	1.7	3.0

Earnings momentum	YoY	QoQ
INVX 3Q24 core earnings	Up	Down

2023 Sustainability/2022 ESG Score

SET ESG Ratings	AAA
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Bloomberg ESG Score and Rank in the sector

ESG Score and Rank	4.06	5/33
Environmental Score and Rank	3.50	3/33
Social Score and Rank	4.85	4/33
Governance Score and Rank	3.39	12/33

Source: SET, InnovestX Research, Bloomberg Finance L.P.

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Value proposition

CP ALL (CPALL) is Thailand's leading convenience store (CVS) retailer with 14,545 convenience stores in Thailand, 82 stores in Cambodia and three stores in Laos at end-2023. It operates other related businesses such as a bill payment collection service (Counter Service Co., Ltd.), the manufacture and sale of convenience food and bakery products (CPRAM Co., Ltd), an educational institution (Suksapiwat Co., Ltd.) and catalog sales and e-commerce (Twenty-Four Shopping Co., Ltd.), among others.

In 2013, CPALL acquired Siam Makro PCL (MAKRO) - renamed CP Aextra PCL (CPAXT) in June 2023 - which operates membership-based cash & carry trade centers in Thailand. After an entire business transfer (EBT) and a public offering (PO) by MAKRO in 4Q21, CPALL holds 60% in MAKRO and MAKRO holds 99.99% in Lotus's (via C.P. Retail Development Co. Ltd, CPRD). Before the transaction, CPALL held 93.1% in MAKRO and 40% in Lotus's (via CPRD).

Business outlook

Of 2023 SSS growth (+5.5%), 5% came from traffic at 965 persons/store/day (19% below 2019, before COVID) amid stable contribution YoY from ticket size at Bt83/ticket (19% below 2019, pre-COVID). Looking ahead, while traffic will tend to recover in tandem with the return of stronger economic activities and more tourists, ticket size is expected to continue to be higher than 2019 from more 7-Eleven delivery sales (free delivery on purchases above Bt100 starting in 2020), more large-pack product sales (starting in 2020) and higher product prices from higher costs.

In 2024, CPALL plans to continue to introduce new products to boost sales growth, with premium products including: 1) *All Select*, a new premium fresh coffee brand with starting price at Bt55 in select locations, to allow customers with high purchasing power to level up their coffee choice from the existing fresh coffee brand under *All Café* (starting price at Bt35), targeting availability in 200 stores at end-2024; 2) adding differentiated products, such as Japanese and Korean RTE foods, foods in cooperation with premium brands i.e., Chef Cares, and available only at 7-Eleven.

O2O sales (7-Eleven delivery and All Online) grew to 11% of sales in 2023 from 10% in 2022, 8% in 2021 and 3% in 2020. It aims to raise O2O sales further in 2024, focusing on shortening delivery time for items in 7-Eleven stores (delivery within 30 minutes) and items unavailable in 7-Eleven stores (same day for large items, and next day for hardline and soft line items).

In terms of expansion, CPALL plans to open 700 CVS stores p.a. in 2024 and for the next 3-5 years. Overseas, after opening its first CVS store in Cambodia in Aug 2021 and Laos in 4Q23, it plans to open 40 stores in Cambodia and seven stores in Laos in 2024.

Bullish views	Bearish views
1. Resumption of local activities from revived economic activity and government stimulus will boost SSS growth	1. Weak purchasing power will pressure SSS
2. More domestic and international travel will support SSS	2. Slow return of tourists, especially from China, will delay the return of its SSS to pre-COVID level in 2019

Key catalysts

Factor	Event	Impact	Comment
3Q24F earnings	Better CVS and CPAXT contribution YoY	Earnings up YoY but down QoQ	We expect 3Q24F core earnings to grow YoY on better CVS sales and margin and more contribution from CPAXT but slip QoQ on seasonality.
4Q24F earnings	Better CVS and CPAXT contribution YoY	Earnings up YoY and QoQ	4Q24F earnings will grow both YoY on better sales and margin from CVS and CPAXT and QoQ to this year's high on seasonality.

Sensitivity Analysis

Factor	Earnings impact	TP impact
1% change in SSS growth in CVS and CPAXT	0.7% and 0.4%	Bt0.5-1/sh.

Our view on ESG

Key ESG risks are energy & waste management, sustainable products (E) and product quality management, labor practices and data privacy (S). On the environmental issue, we view that CPALL is in the leading position compared to peers to show its long-term commitment to cope with climate resilience (net zero target), along with providing medium-term target with progress on energy & waste management, sustainable products. On social issue, we view its satisfied product quality management compared to peers. Regarding on employment practices, we noticed that CPALL's employee turnover rate, albeit showing its positive development YoY, was the sector's highest in 2023.

ESG Ratings and Indices

Bloomberg ESG Financial Materiality Score 4.06 (2022)

Rank in Sector 5/33

	CG Rating	DJSI	SETESG	SET ESG Ratings
CPALL	5	Yes	Yes	AAA

Source: Thai Institute of Directors and SET

Environmental Issue (E)

- CPALL has committed to being carbon neutral by 2030 with net zero GHG emissions by 2050.
- By 2030, CPALL targets to reduce final energy consumption compared to the business-as-usual case (BAU) by 25% (vs 2.53% in 2023).
- By 2030, it targets to reduce 100% excess or leftover food requiring disposal and in waste generated by operations (vs 65.6% in 2023).
- By 2030, CPALL targets to achieve a private brand with 100% reusable, recyclable or compostable plastic packaging (vs 97.74% in 2023).
- We view that CPALL is in the leading position compared to peers to show its long-term commitment to cope with climate resilience (net zero target), along with providing medium-term target with progress on energy & waste management, sustainable products.

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 544,335 persons in 2023), support education for children and vulnerable groups, with access to technical and professional skills necessary for their profession at 500,000 persons (vs 442,130 persons in 2023), support access by 5mn underserved and vulnerable people to safe food and water (vs 4.8mn in 2023).
- By 2030, CPALL targets to raise the number of new health & nutrition products & services by 25% (vs 27% in 2023).
- By 2030, it targets all stakeholder engagement of 80% (vs 85% in 2023).
- In 2023, the portion of its female employees was 65% (flat YoY) and employee turnover was 48% (vs 59% in 2022).
- In 2023, it had customer data protection policy.
- We view its satisfied product quality management compared to peers. Regarding on employment practices, we noticed that CPALL's employee turnover rate, albeit showing its positive development YoY, was the sector's highest in 2023.

Governance Issue (G)

- In 2023, CPALL's board of directors consists of 16 directors. Of total, one was a female number (6% of entire board), 6 were independent directors (38% of entire board), and 11 were non-executive directors (69% of entire board). We view its board consists of high expertise and experience persons in the business, but lack of gender diversity might result in the lack of perspective variety in strategic decision.
- In 2023, its chairman of board was not the highest-ranking executive, showing independency in board structure.
- In 2023, the number of board of directors meeting was 9 times and the number of audit committee meeting was 13 times. Its regular meetings help it to enhance effectiveness in overseeing business management.

ESG Financial Materiality Score and Disclosure

	2022	2023
ESG Financial Materiality Score	4.06	—
Environment Financial Materiality Score	3.50	—
GHG Scope 1 ('000 metric tonnes)	435	497
GHG Scope 2 Location-Based ('000 metric tonnes)	1,555	1,522
GHG Scope 3 ('000 metric tonnes)	13,192	15,175
Total Energy Consumption ('000 MWh)	3,717	—
Renewable Energy Use ('000 MWh)	135	—
Total Waste ('000 metric tonnes)	208	154
Waste Recycled ('000 metric tonnes)	140	—
Social Financial Materiality Score	4.85	—
Quality Assurance and Recall Policy	No	No
Consumer Data Protection Policy	Yes	Yes
Community Spending (millions)	186	23
Women in Workforce (%)	65	65
Employee Turnover (%)	59	48
Employee Training (hours)	5,022,030	6,202,950
Governance Financial Materiality Score	3.39	—
Company Conducts Board Evaluations	Yes	Yes
Board Size (persons)	16	16
Number of Non Executive Directors on Board (persons)	11	11
Number of Board Meetings for the Year (times)	8	9
Number of Women on Board (persons)	1	1
Number of Independent Directors (persons)	6	6

Source: Bloomberg Finance L.P.

Disclaimer

Bloomberg ESG Scores rate companies on their level of management of financially material industry-specific ESG issues. Bloomberg offers four financially material scores, for overall ESG, as well as Environmental, Social, and Governance. Values range from 0 to 10; 10 is best. To review the fully transparent methodology, see ESG Financial Materiality 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)
Gross profit	(Btmn)	124,838	115,004	120,369	177,999	196,271	212,974	228,868	245,491
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)
Pre-tax profit	(Btmn)	27,469	19,600	11,524	19,485	25,797	32,843	37,746	42,890
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)
Core profit	(Btmn)	22,887	16,276	8,716	13,416	18,278	23,713	27,327	31,308
Extra-ordinary items	(Btmn)	(544)	(174)	4,269	(144)	204	0	0	0
Net Profit	(Btmn)	22,343	16,102	12,985	13,272	18,482	23,713	27,327	31,308
EBITDA	(Btmn)	45,410	48,276	48,653	72,636	78,541	86,457	92,288	98,322
Core EPS (Bt)	(Btmn)	2.44	1.70	0.86	1.41	1.98	2.59	2.99	3.43
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
Total assets	(Btmn)	375,617	523,354	931,893	924,061	926,491	937,128	949,471	957,774
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
Total liabilities	(Btmn)	267,250	411,759	639,085	633,760	624,896	620,803	617,675	608,334
Paid-up capital	(Btmn)	8,983	8,983	8,983	8,983	8,983	8,983	8,983	8,983
Total equity	(Btmn)	108,368	111,595	292,807	290,301	301,595	316,325	331,796	349,440
BVPS (Bt)	(Bt)	10.44	10.77	11.59	11.21	12.36	14.00	15.72	17.68

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)
Net cash flow	(Btmn)	(4,045)	10,703	55,707	(24,945)	(3,883)	1,605	3,907	597

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)
Gross profit	(Btmn)	45,188	47,248	46,913	49,561	47,966	51,831	52,223	54,049
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)
Pre-tax profit	(Btmn)	5,180	4,876	5,662	6,134	5,739	8,262	8,473	8,329
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)
Core profit	(Btmn)	3,810	3,042	3,778	4,601	4,287	5,612	6,022	6,155
Extra-ordinary items	(Btmn)	(133)	96	344	(162)	137	(116)	298	84
Net Profit	(Btmn)	3,677	3,138	4,123	4,438	4,424	5,497	6,319	6,239
EBITDA	(Btmn)	16,595	17,840	18,327	18,652	18,365	19,094	20,938	20,742
Core EPS (Bt)	(Btmn)	0.40	0.33	0.41	0.50	0.46	0.61	0.66	0.67
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
Total assets	(Btmn)	899,547	924,061	896,336	892,007	900,254	926,491	921,361	787,962
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
Total liabilities	(Btmn)	612,089	633,760	601,157	600,174	603,906	624,896	613,021	609,147
Paid-up capital	(Btmn)	8,983	8,983	8,983	8,983	8,983	8,983	8,983	8,983
Total equity	(Btmn)	287,459	290,301	295,179	291,833	296,348	301,595	308,340	306,662
BVPS (Bt)	(Bt)	10.98	11.21	11.67	11.38	11.89	12.36	13.15	12.86

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)
Net cash flow	(Btmn)	(11,954)	22,619	(27,746)	(2,933)	6,116	20,681	(11,357)	(2,425)

Key Financial Ratios

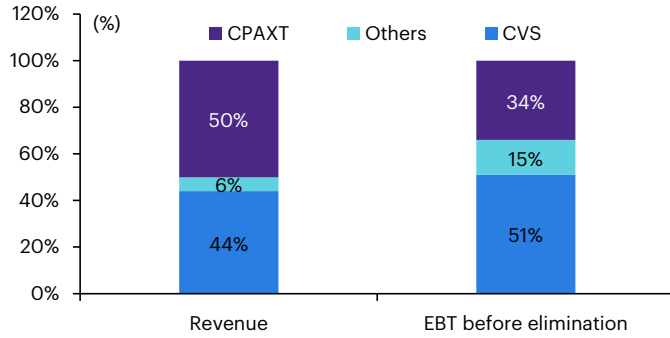
FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Gross margin	(%)	21.8	21.6	21.7	22.0	21.8	22.2	22.3	22.4
Operating margin	(%)	1.6	1.3	1.7	1.6	1.6	2.3	2.4	2.2
EBITDA margin	(%)	8.0	8.2	8.5	8.3	8.3	8.2	8.9	8.6
EBIT margin	(%)	4.6	4.3	4.6	4.5	4.4	5.3	5.3	5.1
Net profit margin	(%)	1.8	1.4	1.9	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

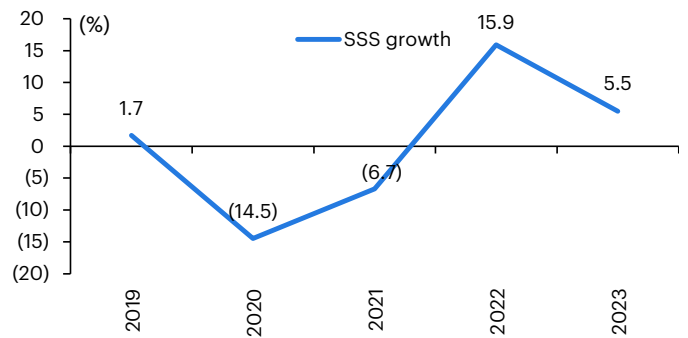
Appendix

Figure 1: Revenue and earnings before tax breakdown by business in 2023



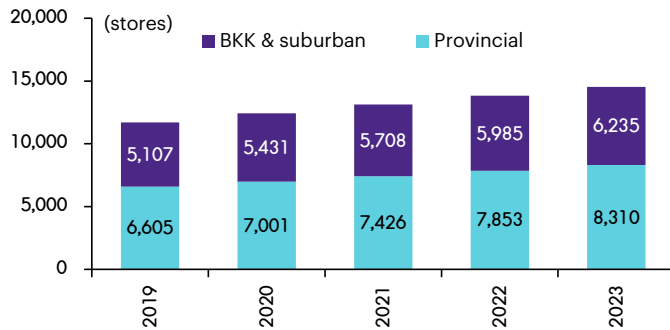
Source: Company data and InnovestX Research

Figure 2: Yearly SSS growth for convenience store (CVS) business



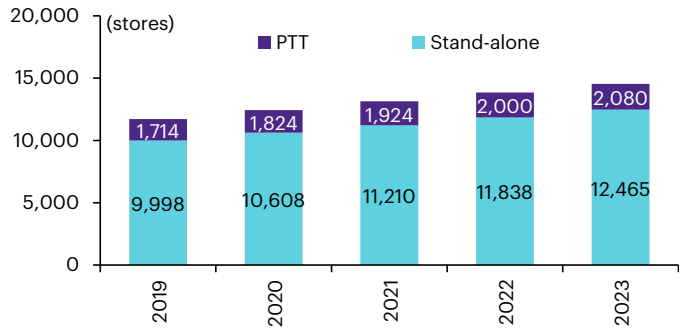
Source: Company data and InnovestX Research

Figure 3: The number of convenience stores breakdown by location in Bangkok and upcountry



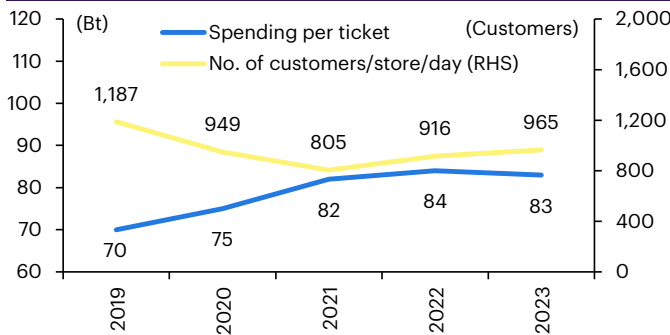
Source: Company data and InnovestX Research

Figure 4: The number of convenience stores for standalone and stores located in PTT gas stations



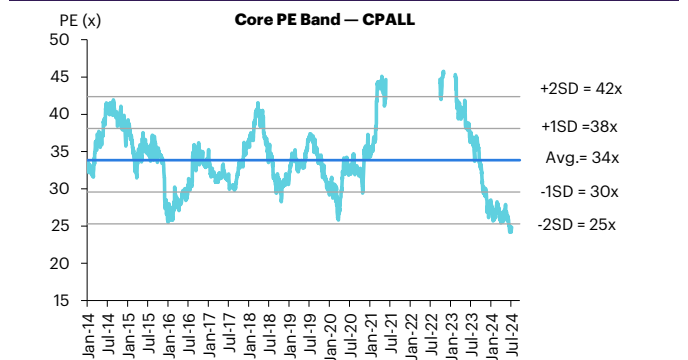
Source: Company data and InnovestX Research

Figure 5: Spending per ticket and the number of customers/store/day in CVS business



Source: Company data and InnovestX Research

Figure 6: CPALL's historical core PE band



Source: InnovestX Research

Figure 7: Valuation summary (price as of Oct 4, 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	24.90	27.5	13.1	20.7	22.2	19.8	(2)	(7)	12	0.8	0.8	0.8	4	4	4	3.2	2.7	3.0	12.6	11.8	11.2
CPALL	Outperform	64.00	80.0	27.1	32.3	24.7	21.3	41	31	16	5.2	4.6	4.1	17	20	21	1.6	2.1	2.4	11.8	10.6	9.7
CPAXT	Outperform	31.75	40.0	27.5	38.3	32.6	27.4	11	17	19	1.1	1.1	1.1	3	3	4	1.8	1.5	1.8	13.3	12.1	11.0
CRC	Outperform	32.00	38.0	20.4	24.2	23.7	21.2	14	2	12	2.9	2.7	2.5	12	11	12	1.7	1.7	1.9	9.8	9.4	8.9
GLOBAL	Outperform	16.10	18.5	16.0	31.3	33.0	28.6	(27)	(5)	16	3.6	3.4	3.1	12	10	11	1.1	1.1	1.2	20.3	21.2	19.0
HMPRO	Outperform	10.50	13.5	32.3	21.4	20.6	18.5	4	4	12	5.4	5.1	4.7	26	25	27	3.8	3.7	3.8	13.0	12.5	11.4
Average					28.0	26.1	22.8	7	7	14	3.2	2.9	2.7	12	12	13	2.2	2.1	2.4	13.5	12.9	11.9

Source: InnovestX Research

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