PTT Oil & Retail Business OR

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

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1Q24: Sharp rise QoQ as expected

1Q24 net profit was Bt3.7bn (Bt0.31/share), surging QoQ from Bt193mn in 4Q23 and up 25% YoY as expected, driven by higher gross profit/liter for the mobility segment and strong EBITDA margin and sales volume for the lifestyle segment (F&B). It also booked an FX gain of Bt864mn vs. FX loss of Bt450mn in 4Q23. We expect further earnings growth in 2Q24 on more holidays in Thailand, despite pressure on marketing margin from high oil price. We maintain our forecast 16% growth in net profit to Bt13.3bn in 2024F based on a conservative gross profit of Bt1/liter, up slightly from Bt0.99 in 2023. OR share price (-3M) has risen 2%, slightly outperforming the SET (-2%), to trade at 16.7x P/E (2024F), much below 3-year average of 27x. Rated Outperform with TP of Bt27, based on 14x EV/EBITDA.

Mobility segment: seasonally lower sales volume. Mobility segment sales volume fell 7.5% YoY and 7.2% QoQ in 1Q24 to 6.5bn liters on lower diesel and gasoline sales volume (high season is 4Q) and the hit from an accusation in social media that some PTT service stations in the provinces were cheating on the quantity of fuel. This dragged its market share down to 39.9% in 1Q24 from 42% (end-2023). The issue has been resolved, and management expects sales volume to recover gradually over the rest of the year. An offset was provided by a higher gross profit of Bt1.12/liter (+11% YoY and +49% QoQ), including ~Bt330mn stock gain. Retail marketing margin remained healthy, especially for gasoline, while diesel margin continued to be pressured by the government's regulated price.

Lifestyle segment: EBITDA margin wider QoQ. EBITDA contribution from the lifestyle segment widened 24% YoY and 6% QoQ in 1Q24 on a better EBITDA margin of 26.9% vs. 25.6% in 4Q23 and higher sales at Café Amazon (+9% QoQ) to a record 99mn cups, partly from a promotional campaign in Feb; it continues to control expenses. Café Amazon's cup sold per outlet grew 7.6% QoQ as outlet numbers grew 1% QoQ.

Global segment: more sales volume in the Philippines. The Philippines was important for the segment's profit in 1Q24, with EBITDA rising to Bt325mn from only Bt3mn in 4Q23. This also turned operating profit around from a loss in 4Q23 to profit of Bt161mn in 1Q24, though this was only 4% of total operating profit for the quarter. An associate in the global segment turned from contribution of profit from investment in joint ventures to a loss of Bt86mn in 1Q24 due to the impact of FX adjustment for the business in Myanmar of Bt255mn.

Profit growth to continue up. We expect profit to maintain its upward momentum in 2024F with growth of 16% vs. +7% in 2023, fueled by higher sales volume for all three segments, mobility, lifestyle and global, in turned backed by expansion of service stations and non-oil outlets. This assumes gross profit for the mobility segment at Bt1/liter and EBITDA margin for the lifestyle segment at 25%, slightly below 25.4% in 2023. We maintain our TP of Bt27, 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.

Risk factors: An economic slowdown would erode demand for OR's oil and nonoil products while oil price volatility may cause more stock losses. Other risks are government intervention in capping retail oil price, particularly diesel, and higher competition and production cost that cannot be passed on.

Forecasts and valuation

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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 8) (Bt)	18.50
Target price (Bt)	27.00
Mkt cap (Btbn)	222.00
Mkt cap (US\$mn)	6,015
Beta	M
Mkt cap (%) SET	1.31
Sector % SET	20.38
Shares issued (mn)	12,000
Par value (Bt)	10.00
12-m high / low (Bt)	23.3 / 17.6
Avg. daily 6m (US\$mn)	6.91
Foreign limit / actual (%)	25 / 3
Free float (%)	23.7
Dividend policy (%)	≥ 30

Share performance									
(%)	1M	3M	12M						
Absolute	(0.5)	2.2	(16.7)						
Relative to SET	1.5	3.3	(5.1)						

Source: SET. InnovestX Research

2023 Sustainability / 2022 ESG Score SET ESG Ratings AAA

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

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.

ESG comment

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Our view on ESG

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

ESG Disclosure Score

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Bloomberg ESG Score	75.22 (2022)		CG Rating	DJSI	SETESG	SET ESG Ratings
Rank in Sector	4/67	OR	5	No	Yes	AAA
-		Source: The	ai Institute of Directors (IOI	D). SFT		

Environmental Issue (E)

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

Social Issue (S)

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

Governance Issue (G)

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

	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 I. P.		

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

Drofit	and	l nee	Stat	tement	

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

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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

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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

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Profit	and	l nes	Stat	ement

FY December 31	Unit	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Total revenue	(Btmn)	211,431	194,796	206,268	197,414	187,708	191,560	192,541	177,867
Cost of goods sold	(Btmn)	197,045	187,363	199,561	187,170	177,666	179,766	184,066	167,319
Gross profit	(Btmn)	14,386	7,433	6,707	10,244	10,042	11,794	8,475	10,548
SG&A	(Btmn)	6,628	7,219	8,738	7,592	7,575	7,341	8,890	7,159
Other income	(Btmn)	875	805	1,037	1,261	1,013	1,725	1,200	1,253
Interest expense	(Btmn)	254	277	353	321	337	362	350	340
Pre-tax profit	(Btmn)	8,379	742	(1,347)	3,593	3,143	5,815	436	4,302
Corporate tax	(Btmn)	2,231	74	(611)	744	718	1,252	(278)	1,033
Equity a/c profits	(Btmn)	121	102	128	182	136	115	106	(86)
Minority interests	(Btmn)	(0)	0	(1)	(1)	(0)	(0)	(1)	1
Core profit	(Btmn)	6,268	770	(609)	3,029	2,561	4,678	818	3,184
Extra-ordinary items	(Btmn)	300	(69)	(135)	(54)	195	491	(625)	540
Net Profit	(Btmn)	6,568	701	(744)	2,975	2,756	5,170	193	3,723
EBITDA	(Btmn)	10,231	2,677	705	5,591	5,182	7,850	2,533	6,437
Core EPS	(Btmn)	0.52	0.06	(0.05)	0.25	0.21	0.39	0.07	0.27
Net EPS	(Bt)	0.55	0.06	(0.06)	0.25	0.23	0.43	0.02	0.31

FY December 31	Unit	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Total current assets	(Btmn)	147,035	136,883	136,552	127,693	125,630	135,430	127,072	127,506
Total fixed assets	(Btmn)	82,517	88,456	88,952	89,342	89,465	91,736	93,164	93,822
Total assets	(Btmn)	229,552	225,338	225,504	217,034	215,094	227,166	220,236	221,328
Total loans	(Btmn)	29,267	41,505	37,172	33,032	29,530	26,565	25,585	22,443
Total current liabilities	(Btmn)	71,386	65,640	68,660	58,089	58,612	72,085	67,679	65,280
Total long-term liabilities	(Btmn)	49,928	54,346	53,084	52,262	48,396	44,756	43,049	42,116
Total liabilities	(Btmn)	121,314	119,986	121,744	110,351	107,008	116,842	110,728	107,395
Paid-up capital	(Btmn)	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
Total equity	(Btmn)	108,179	105,292	103,701	106,620	108,022	110,260	109,443	113,868
BVPS	(Bt)	9.01	8.77	8.64	8.88	9.00	9.19	9.12	9.49

Cash Flow Statement

FY December 31	Unit	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Core Profit	(Btmn)	6,268	770	(609)	3,029	2,561	4,678	818	3,184
Depreciation and amortization	(Btmn)	1,598	1,658	1,699	1,678	1,701	1,673	1,747	1,795
Operating cash flow	(Btmn)	(9,568)	(18,462)	27,843	13,569	17,926	(6,309)	12,812	(1,579)
Investing cash flow	(Btmn)	3,467	2,397	(1,608)	(986)	(700)	(2,423)	(3,560)	(2,044)
Financing cash flow	(Btmn)	(9,722)	9,473	(6,609)	(5,532)	(3,320)	(7,268)	(682)	(4,228)
Net cash flow	(Btmn)	(15,823)	(6,592)	19,626	7,051	13,907	(16,001)	8,570	(7,851)

Key Financial Ratios

Unit	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
(%)	6.8	3.8	3.3	5.2	5.4	6.2	4.4	5.9
(%)	3.7	0.1	(1.0)	1.3	1.3	2.3	(0.2)	1.9
(%)	4.8	1.4	0.3	2.8	2.8	4.1	1.3	3.6
(%)	4.1	0.5	(0.5)	2.0	1.9	3.2	0.4	2.6
(%)	3.1	0.4	(0.4)	1.5	1.5	2.7	0.1	2.1
(%)	23.7	2.9	(2.3)	11.5	9.5	17.1	3.0	11.4
(%)	11.2	1.4	(1.1)	5.5	4.7	8.5	1.5	5.8
(x)	(0.1)	0.2	(0.0)	(0.1)	(0.3)	(0.2)	(0.2)	(0.2)
(x)	40.4	9.7	2.0	17.4	15.4	21.7	7.2	18.9
(x)	7.5	8.0	0.3	3.0	2.6	3.4	1.0	3.1
	(%) (%) (%) (%) (%) (%) (%) (%) (x) (x)	(%) 6.8 (%) 3.7 (%) 4.8 (%) 4.1 (%) 3.1 (%) 23.7 (%) 11.2 (x) (O.1) (x) 40.4	(%) 6.8 3.8 (%) 3.7 0.1 (%) 4.8 1.4 (%) 4.1 0.5 (%) 3.1 0.4 (%) 23.7 2.9 (%) 11.2 1.4 (x) (0.1) 0.2 (x) 40.4 9.7	(%) 6.8 3.8 3.3 (%) 3.7 0.1 (1.0) (%) 4.8 1.4 0.3 (%) 4.1 0.5 (0.5) (%) 3.1 0.4 (0.4) (%) 23.7 2.9 (2.3) (%) 11.2 1.4 (1.1) (x) (0.1) 0.2 (0.0) (x) 40.4 9.7 2.0	(%) 6.8 3.8 3.3 5.2 (%) 3.7 0.1 (1.0) 1.3 (%) 4.8 1.4 0.3 2.8 (%) 4.1 0.5 (0.5) 2.0 (%) 3.1 0.4 (0.4) 1.5 (%) 23.7 2.9 (2.3) 11.5 (%) 11.2 1.4 (1.1) 5.5 (x) (0.1) 0.2 (0.0) (0.1) (x) 40.4 9.7 2.0 17.4	(%) 6.8 3.8 3.3 5.2 5.4 (%) 3.7 0.1 (1.0) 1.3 1.3 (%) 4.8 1.4 0.3 2.8 2.8 (%) 4.1 0.5 (0.5) 2.0 1.9 (%) 3.1 0.4 (0.4) 1.5 1.5 (%) 23.7 2.9 (2.3) 11.5 9.5 (%) 11.2 1.4 (1.1) 5.5 4.7 (x) (0.1) 0.2 (0.0) (0.1) (0.3) (x) 40.4 9.7 2.0 17.4 15.4	(%) 6.8 3.8 3.3 5.2 5.4 6.2 (%) 3.7 0.1 (1.0) 1.3 1.3 2.3 (%) 4.8 1.4 0.3 2.8 2.8 4.1 (%) 4.1 0.5 (0.5) 2.0 1.9 3.2 (%) 3.1 0.4 (0.4) 1.5 1.5 2.7 (%) 23.7 2.9 (2.3) 11.5 9.5 17.1 (%) 11.2 1.4 (1.1) 5.5 4.7 8.5 (x) (0.1) 0.2 (0.0) (0.1) (0.3) (0.2) (x) 40.4 9.7 2.0 17.4 15.4 21.7	(%) 6.8 3.8 3.3 5.2 5.4 6.2 4.4 (%) 3.7 0.1 (1.0) 1.3 1.3 2.3 (0.2) (%) 4.8 1.4 0.3 2.8 2.8 4.1 1.3 (%) 4.1 0.5 (0.5) 2.0 1.9 3.2 0.4 (%) 3.1 0.4 (0.4) 1.5 1.5 2.7 0.1 (%) 23.7 2.9 (2.3) 11.5 9.5 17.1 3.0 (%) 11.2 1.4 (1.1) 5.5 4.7 8.5 1.5 (x) (0.1) 0.2 (0.0) (0.1) (0.3) (0.2) (0.2) (x) 40.4 9.7 2.0 17.4 15.4 21.7 7.2

Key Statistics

,									
FY December 31	Unit	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Sales volume - Mobility	(mn litres)	6,859	6,284	6,979	7,002	6,905	6,756	6,979	6,478
Sales volume - Global	(mn litres)	384	375	363	394	510	420	372	450
Sales revenue - Lifestyle	(Btmn)	5,293	5,295	5,727	5,328	5,645	5,514	5,878	5,905
Gross margin/litre	(Bt/litre)	1.61	0.68	0.48	1.01	0.96	1.26	0.75	1.12
EBITDA margin - Lifestyle	(%)	27.4	22.9	21.4	24.2	26.6	25.1	25.6	26.9
Cafe Amazon total cups sold	(mn cups)	91	93	90	91	93	92	95	99



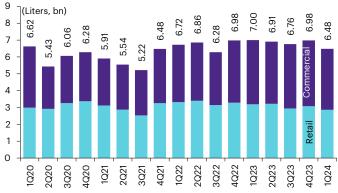
Figure 1: OR - 1Q24 earnings review

	1Q23	4Q23	1Q24	%YoY	%QoQ
P&L (Bt, mn)					
Total revenue	197,414	192,541	177,867	(9.9)	(7.6)
Gross profit	10,244	8,475	10,548	3.0	24.5
EBITDA	5,591	2,533	6,437	15.1	154.2
Profit before extra items	3,029	818	3,184	5.1	289.4
Net Profit	2,975	193	3,723	25.1	1,829.8
EPS (Bt)	0.25	0.02	0.31	25.1	1,829.8
B/S (Bt, mn)					
Total assets	217,034	220,236	221,328	2.0	0.5
Total liabilities	110,351	110,728	107,395	(2.7)	(3.0)
Total equity	106,683	109,508	113,933	6.8	4.0
BVPS (Bt)	8.88	9.12	9.49	6.8	4.0
Financial ratio (%)					
Gross margin (%)	5.2	4.4	5.9	0.7	1.5
EBITDA margin (%)	2.8	1.3	3.6	0.8	2.3
Net profit margin (%)	1.5	0.1	2.1	0.6	2.0
ROA (%)	5.5	1.5	5.8	0.3	4.3
ROE (%)	11.5	3.0	11.4	(0.1)	8.4
D/E (X)	1.0	1.0	0.9	(9.2)	(6.9)

Source: OR and InnovestX Research

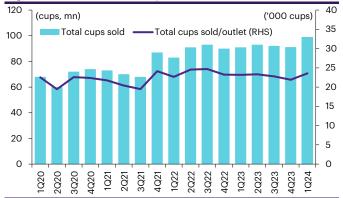
Appendix

Figure 2: Sales volume - Mobility



Source: OR and InnovestX Research

Figure 4: Café Amazon cups sold



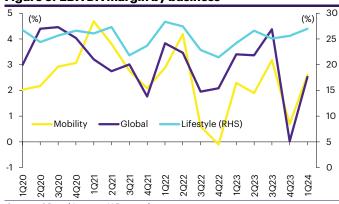
Source: OR and InnovestX Research

Figure 3: Gross margin/liter - Mobility



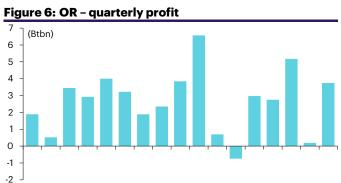
Source: OR and InnovestX Research

Figure 5: EBITDA margin by business

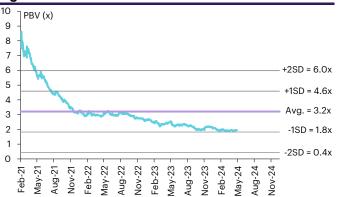


Source: OR and InnovestX Research









Source: OR and InnovestX Research

Source: Bloomberg Finance L.P. and InnovestX Research

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

	Rating	Price	Target	ETR P/E (x)		EPS (EPS growth (%) P/BV (x)			ROE (%)			Div. Yield (%)			EV/EBITDA (x)		(x)				
		(Bt/Sh)	(Bt/Sh)	(%)	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F
BCP	Outperform	41.25	51.0	29.7	4.5	4.0	3.8	(32)	13	5	0.8	0.7	0.6	14	14	13	4.8	6.1	6.7	4.0	4.7	4.6
BSRC	Underperform	8.95	10.5	20.7	14.5	8.2	6.2	(77)	76	33	1.1	1.0	0.9	8	13	15	2.8	3.4	6.7	10.2	7.2	5.2
IRPC	Neutral	1.95	2.6	34.9	n.m.	31.0	15.4	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	33.75	45.0	39.3	9.4	8.8	8.1	(36)	6	9	0.9	0.8	0.8	7	7	7	5.9	5.9	5.9	3.5	3.5	3.2
PTTEP	Outperform	152.00	204.0	40.5	7.7	7.3	6.8	(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	8.0	0.8	(3)	10	11	0.0	3.9	5.2	26.9	5.3	4.1
TOP	Outperform	52.75	77.0	52.2	5.3	5.7	5.1	(34)	(6)	13	0.7	0.7	0.6	14	12	13	6.4	6.3	7.0	6.6	7.1	4.8
Average			,		10.1	11.3	8.4	(31)	18	25	1.0	0.9	0.9	8	11	11	3.8	4.5	5.5	10.1	5.8	4.9

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, JCKH, JDF, JKN, JMART, JUBILE, K, KCAR, KGI, KIAT, KISS, KK, KTIS, KWC, KWM, LDC, LEO, LHK, MACO, METCO, MICRO, MK, MVP, NCAP, NOVA, NTSC, PACO, PIN, PQS, PREB, PRI, PRIME, PROEN, PROS, PROUD, PSTC, PTECH, PYLON, RCL, SALEE, SANKO, SCI, SCN, SE, SE-ED, SFLEX, SINGER, SKN, SONIC, SORKON, SPVI, SSP, SST, STANLY, STP, SUPER, SVOA, SWC, TCC, TEKA, TFM, TMILL, TNP, TPLAS, TPOLY, TRC, TRU, TRUBB, TSE, VRANDA, WAVE, WFX, WIIK, WIN, WP, XO

Companies with Good CG Scoring

24CS, AMANAH, AMARC, AMC, APP, ASAP, BCT, BE8, BIG, BIOTEC, BLESS, BSM, BVG, CAZ, CCET, CHARAN, CHAYO, CHOTI, CITY, CMAN, CMR, CRANE, CWT, DHOUSE, DTCENT, EASON, FNS, FTE, GIFT, GJS, GTB, GTV, GYT, HL, HTECH, HYDRO, IIG, INGRS, INSURE, IRCP, ITD, ITNS, JCK, JMT, JR, JSP, KBS, KGEN, KJL, L&E, LEE, MASTER, MBAX, MEB, 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 (ได้รับการรับรอง)

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, BBGI, BBL, BCH, BCP, BCPG, BE8, BEC, BEYOND, BGC, BGRIM, BKI, BLA, BPP, BROOK, BRR, BSBM, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COM7, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CSC, DCC, DELTA, DEMCO, DIMET, DOHOME, DRT, DUSIT, EA, EASTW, ECF, EGCO, EP, EPG, ERW, ESTAR, ETC, ETE, FNS, FPI, FPT, FSMART, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GPI, GPSC, GSTEEL, GULF, GUNKUL, HANA, HARN, HENG, HMPRO, HTC, 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, PRB, 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, SEAOIL, SE-ED, SELIC, SENA, SGC, SGP, SIRI, SITHAI, SKR, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, STGT, STOWER, SUSCO, SVI, SYMC, SYNTEC, 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, TVOP, TWPC, UBE, UBIS, UEC, UKEM, UOBKH, UV, VCOM, VGI, VIH, WACOAL, WHA, WHAUP, WICE. WIIK, XO. YUASA, ZEN, ZIGA

Declared (ประกาศเจตนารมณ์)

ACE, ADB, ALT, AMC, ASW, BLAND, BTG, BYD, CAZ, CBG, CV, DEXON, DMT, EKH, FSX, GLOBAL, GREEN, ICN, IHL, ITC, J, JMART, JMT, LEO, LH, MENA, MITSIB, MODERN, NER, NEX, OSP, 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, AUCT, 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, DTCI, DV8, EASON, ECL, EE, EFORL, EMC, ETL, EURO, EVER, F&D, FANCY, FE, FLOYD, FMT, FN, FORTH, FTI, FVC, GABLE, GENCO, GFC, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GSC, GTB, GTV, GYT, HEALTH, HFT, HL, HPT, HTECH, HUMAN, HYDRO, 12, IFEC, IIG, IMH, IND, INGRS, INSET, IP, IRC, IRCP, IT, ITD, ITNS, ITTHI, JAK, JCK, JCKH, JCT, JDF, JPARK, JSP, JUBILE, K, KAMART, KC, KCG, KCM, KDH, KEX, KIAT, KISS, KJL, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LDC, LEE, LIT, LOXLEY, LPH, LST, MANRIN, MASTER, MATI, MCA, M-CHAI, MCS, MDX, MEB, MEGA, METCO, MGC, MGI, MGT, MICRO, MIDA, MJD, MK, ML, MORE, MOSHI, MTW, MUD, MVP, NAM, NAT, NC, NCH, NCL, NDR, 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, QTCG, 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, 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, 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, TPIPP, TPL, TPOLY, TPP, TPS, TQR, TR, TRC, TRITN, TRP, TRUBB, TRV, TSE, TTI, TTV, TUT, TTW, TUTLLE, 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.