

Thailand Morning Cuppa

Top Bulletin

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Bulletin

STOCK/SECTOR	NEWS	COMMENT	RATING
Berli Jucker (BJC TB)	<p>Key takeaways from Berli Jucker's Opportunity Day session on 13 Sep.</p> <ul style="list-style-type: none"> There may be challenges to BJC's 3Q23F outlook, including a slower-than-expected global economy and delayed formation of the new Cabinet, which have delayed FY24 budget approvals. Still, the tourism recovery should benefit its modern retail wing (Big C). In its manufacturing business, the packaging supply chain (PSC) may be supported by lower natural gas prices and its cost optimisation efforts. However, its glass packaging segment is still in a low season in 3Q before entering the high season in 4Q. Its aluminum can packaging operations in Thailand and Vietnam may start to recover despite ongoing challenges. The consumer supply chain (CSC) maintained its sales momentum for food products, with improving signs for the tissue paper segment – we expect B2B transactions to improve sales and higher utilisation to reduce costs. BJC's healthcare supply chain may be affected by the delayed approvals of the Government's fiscal 2024 budget. The modern retail supply chain's (MSC) 60 Big C hypermarkets in tourist destinations may benefit from the return of international visitors to Thailand. BJC's planned capex for 2024 is THB14bn, 59% of which will be invested in MSC, 27% for PSC, and the remaining 14% for others. For MSC, the expansion plan this year is to open two hypermarkets, two supermarkets, 180 Big C Mini stores, 4,000 DonJai stores, and full renovations at 15 stores. Its second hypermarket store in Cambodia's Phnom Penh, and first store in Laos' Vientiane will open in 1H24. BJC plans to invest in a new aluminium can production line at its facility in the Saraburi province to raise capacity by an additional 200-400m units pa. Impact of new government policies: i) The THB10,000 digital tokens may be redeemable at Mini Big C stores with nationwide coverage, ii) the utility price cuts may benefit PSC, CSC, and MSC in terms of lower costs, iii) while the planned minimum wage hike should have a limited impact on its personnel expenses, higher consumer purchasing power should be positive for its PSC, CSC, and MSC businesses – therefore rising sales should outweigh the higher costs. (<i>Company</i>) 	<p>We still believe BJC can deliver a 2H23 net profit growth YoY and HoH, based on: i) Expectations of improved consumption sentiment post formation of the new Cabinet, and increased tourism activities in Thailand which should strengthen Big C's operations, ii) Vietnam's economic stimulus measures, and iii) easing energy and raw material prices (palm oil, coconut oil, soda ash, paper pulp, and recycled paper) to support manufacturing GPM momentum.</p> <p>3Q23F earnings may continue growing YoY but seasonally decline QoQ before turning to positive growth YoY and QoQ in the final quarter. Big C's SSSG for 3Q23 QTD may be at positive low single digits (2Q23: +4.8% YoY). Still, based on 1H23 results, we see c.5% downside to our current forecasts of an earnings growth of 22% in 2023 and 14% in 2024.</p> <p>We maintain our call and TP on BJC.</p>	BUY, TP: THB44.50

Top BUYs			
	TP (THB)	Upside (%)	Catalysts
Advanced Info Service (ADVANC TB)	252	15.07	<ul style="list-style-type: none"> A further recovery in mobile revenue from higher roaming and prepaid sales (increased tourist flows). The earlier removal of fixed speed unlimited plans should mitigate the pressure on ARPU from weaker economic sentiment Sustained double-digit growth in the fixed broadband or FBB segment on higher homes passed (strengthened further by the acquisition of TTT Broadband) The potential monetisation of its tower assets looks to be share price catalyst in the mid- to longer-term Key downside risks are competition, weaker than expected earnings and political/economic headwinds
Airports of Thailand (AOT TB)	84	17.89	<ul style="list-style-type: none"> Flights between Thailand and China slated to ramp up to 430 per week (one-third of 2019 levels) from Jun onwards (from 100 weekly flights in May) has unlocked the travel bottleneck Suvarnabhumi Airport's (BKK) new Satellite Terminal opening in Sep 2023 may drive AOT's earnings from FY24 onwards Long-term upsides; i) Plans to boost non-aeronautical revenues to 50% from c.45% currently, ii) the idea of PSC collections for air transit/transfer passengers, iii) expansions of BKK and Don Mueang, and iv) the planned transfers of three airports to AOT Earnings turnaround to THB11.5bn in FY23F, with aircraft and passenger numbers at 74% and 67% of 2019's levels vis-à-vis FY22's 44% and 33%
Bangkok Dusit Medical Services (BDMS TB)	35.25	29.36	<ul style="list-style-type: none"> 2H23 net profit may improve HoH, on the continued return of Thai and foreign patients to its hospitals. BDMS may see growing numbers from the Middle East and China – the latter should provide additional support for earnings growth, aside from the solid income already coming from hospital billings for China expatriates. 3Q23 earnings may grow YoY and QoQ from the high season for medical treatments BDMS targets a 3-year organic revenue of 6-8% CAGR (2022-2025) and superior 23-24% EBITDA margin – to be driven by more revenue intensity and case mix (ie fly-in patients and Centres of Excellence). BDMS is looking to increase market share in Social Security and enhance health insurance revenues for Thai and expatriate patients. Expect healthy core profit expansion by 6% in 2023. Stable bed occupancy rates vs 2022's 73% (including COVID-19 treatments) are assumed. Profit margins may jointly benefit from patients and price intensity.
Bangkok Expressway and Metro (BEM TB)	11.22	30.47	<ul style="list-style-type: none"> After schools and universities' new academic years began in May, average expressway traffic crawled up while average weekday traffic marked a bit higher number. While January to June numbers were still below their comparable months during FY19's pre-pandemic period, this may imply that there is ample room (more than 10%) for BEM's expressway traffic to improve. Similar to expressway traffic numbers' upwards direction, Blue Line Mass Rapid Transit (MRT) ridership also rose at a stronger growth rate. Note: June's ridership grew 10% MoM. Contrary to the expressway traffic levels, ridership numbers from January to June were higher than FY19 numbers – every single month. We expect BEM to post new ridership number highs within the remainder of 2023. For FY23, we think traffic and ridership numbers should strengthen in 2H23. Expressway traffic should continue to crawl up to pre-pandemic levels (>1.2m trips/day) while Blue Line MRT ridership ought to hit new high records (likely in 4Q23).
Central Pattana (CPN TB)	85	27.82	<ul style="list-style-type: none"> Benefits from the normalising rental rate discounts given to mall tenants and rising customer traffic to CPN's malls at tourism destinations Secured new project openings this year, including two retail malls, seven hotels, and seven residential sites. The opening of the Central WestVille mall (32,000sq m) in 4Q23 and scheduled transfers of c.THB2.5bn residential units (mainly high-rise projects) in 2H23 to strengthen 2H23F earnings Positive to a clarity on the renewal of lease terms and contracts of two shopping malls with CPN Retail Growth Leasehold REIT or CPNREIT 2023F core profit to grow strongly by 18% YoY – beating pre-COVID-19 levels, while 3Q23F earnings may expand both YoY and QoQ
Central Retail Corp (CRC TB)	54	30.12	<ul style="list-style-type: none"> Performance of fashion and leasable property segments to bring revenue back to pre-pandemic levels, and improve the profit margin expansions Sales from international tourists is at >10%, beating 2019's c.5%, and this momentum may improve throughout the rest of 2023, to be driven by an increasing Chinese arrivals A better outlook for the hardline unit in 2H23F on the aggressive opening of 10 Thai Watsadu stores, healthier sales momentum of Ngyuen Kim appliance stores in Vietnam post its business restructuring, and utility costs optimisation Expect 19% core profit growth in 2023, while 3Q23F earnings may expand YoY

Top BUYs

	TP (THB)	Upside (%)	Catalysts
CP All (CPALL TB)	76	18.75	<ul style="list-style-type: none"> Convenience store or CVS traffic is strongly benefiting from the rebound in out-of-home activities and foreign tourist arrivals, supporting a better product mix on high GPM food and personal care sales CPALL's 2H23F outlook is still attractive, and the CVS business may remain its key growth driver. Support factors: i) The ongoing Chinese tourism recovery, ii) decreasing electricity costs, iii) on-track openings of new 7-Eleven CVS stores (and acceleration in Makro and Lotus's new stores vs 1H23) CPAXT's completion of debt restructuring in April may lower CPALL's average interest rates and interest expenses, and limit currency risks after paying off USD loans Expect robust earnings growth of 34% (78% of pre-pandemic levels) and 22% YoY in 2023 and 2024
Land and Houses (LH TB)	10.85	30.72	<ul style="list-style-type: none"> Due to limited activities of launching new projects and none of these new projects commanding strong presales since their respective launches, the company showed a weak performance in 1H23, especially in terms of presales and transfers based on 22% of its overall new project value being launched within 1H23 under its FY23 plan (THB35bn) As new project launches for F23 will be heavily loaded in 4Q23, we expect the company's presales to follow suit in tandem with these new launches. Likewise, there should be a likely trend of presales hitting FY23's highest quarter in 4Q23 when LH launches 78% of its full-year plan to unveil new projects within 2H23 Its presales speed can step up when a new condominium project will be launched in 4Q23. We also expect the Vive brand in the SDH segment to be launched in 3Q23 to attract solid demand from the high-end market Up to now, LH remains committed to its plan to sell two Grand Centre Point hotels in Pattaya to a REIT within 4Q23. As these two hotels have performed superbly in terms of average room and occupancy rates (>90% on average), we think the company will secure this opportunity to record extra gains from the spinning-off of these two hotels by 4Q23
PTT Exploration & Production (PTTEP TB)	186	11.38	<ul style="list-style-type: none"> OPEC+ recently announced huge production cuts of 1.15mbpd, starting from May 2023 till year's end. This is a positive surprise and should strongly enhance oil prices in 2023 Gas sales volumes in 2023 are likely to improve and should be in the range of 470-510kboed vs 468kboed in 2022. The Erawan G1/61 site, which previously had issues with site access, is now seeing more developments, as the company has sited eight production rigs there. Production should therefore increase from 200mmcf in 2022 to 600mmcf by the end of the year China and India are the largest growth demand factors in 2023 on the back of a recovery in transportation and industrial fuel demand. It will take some time before the impact of China's re-opening of borders is fully recognised – this may gather momentum in 2Q23-3Q23, and we expect an oil supply deficit in 2023
Siam Commercial Bank (SCB TB)	150	31.58	<ul style="list-style-type: none"> We fine-tune our FY22F-23F earnings to in line with FY22's financial targets. Net-net, earnings will rise 3.4% for FY22F and fall by 3.2% for FY23F post assumptions of lower loan growth and higher opex despite elevated non-ll and credit costs. Our TP stays at THB150. We maintain our 2% ESG premium based on RHB's proprietary methodology
Sino-Thai Engineering & Construction (STEC TB)	16.20	45.95	<ul style="list-style-type: none"> Based on the current political situation, we expect almost all prioritised infrastructure projects listed by the Transport Ministry to be delayed until we get a new post-election government. The bulk of these involve rail transits, which should be an advantage for the large construction players including STEC The Red Line MRT extension and three new double-track railway lines can be actually executed in terms of the bidding process within this year, in our view Without any new infrastructure bids, we expect limited impacts on STEC which have moderate amounts of orderbooks on hand cushioning the vacuum in public sector bidding activities and an uptrend of GPM. For STEC, it is monopolising the mega-sized c.THB27bn U-Tapao International Airport's expansion, which is likely to be awarded soon

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