

16 March 2023

Energy & Petrochemicals | Oil & Gas Services

PTT Oil and Retail Business (OR TB)

Buy (Maintained)

On The Road To Recovery; Keep BUY

Target Price (Return): THB29 (43.6%)
 Price (Market Cap): THB20.20 (USD6,994m)
 ESG score: 3.40 (out of 4)
 Avg Daily Turnover (THB/USD) 482m/14.1m

- **Keep BUY and THB29 TP, 44% upside and c.1% FY23F yield.** PTT Oil and Retail Business is moving on big trends towards a retail market recovery. We expect OR to see a better year on improving consumption, tourism, and transportation activities. The company is also working towards taking advantage of future potential business trends.
- **Marketing margins are set to bounce back** to c.TH0.70/litre in 1Q23 (4Q22: THB0.50/litre) on better demand from the transportation segment. We also think the tight supply of oil raw materials will reduce, as OR's suppliers – some of whom are domestic oil refineries – have completed their maintenance shutdowns in 4Q22. These suppliers are set to resume normal operations in 1Q23. Its own refinery has also completed its shutdown.
- **Continuously expanding its service branches.** OR plans to open 122 additional stations in 2023 nationwide from c.2,551 stations currently. It also plans to increase premium oil products to 5% of its offerings in 2023 from 2% in 2022.
- **Better lifestyle business.** OR also plans to open c.400 new Café Amazon coffee restaurants. The EBITDA margins of its lifestyle wing in 2023 should improve to 23-24% in 2023 from 22% last year, in our view, on less tightness in raw material supplies and selling price increases of c.TH5/cup.
- **Demand recovery from better tourism activities in 2023.** The global travel sector's recovery should enhance demand for aviation oil. The use of vehicles domestically should also be high – we believe this will be due to increased demand for gasoline and diesel. We are also of the view that the tight supply of oil raw materials will ease, as OR's oil refinery has completed its maintenance shutdown and is set to resume normal operations. This is similar to its other suppliers, which should lead to better marketing margins.
- **Non-oil business' aim.** OR has a THB31bn capex plan for 2023. The biggest portion of this year's capex or THB14.2bn (45% of the total) is earmarked for the non-oil business. This is given the plans invest in 400 additional Café Amazon stores, ie a YoY increase from 2022's extension of 267 stores. The oil business is the second-biggest portion at THB6.8bn (22%). OR has also set aside THB5.2bn (17%) of its capex for new investments.

- **ESG.** OR has been successful applying ESG principles towards developing sustainable operations. The stock price now is quite cheap and is trading at 21x below its -1SD. Based on our proprietary in-house methodology, we derive an ESG score of 3.4 and apply a 2% premium to the intrinsic value with 29x P/E (near its mean) to arrive at our THB29 TP.

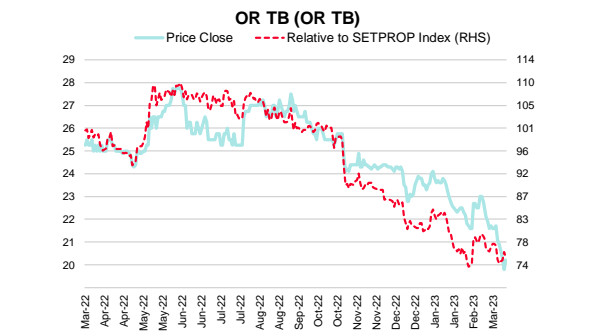
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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(15.1)	(11.0)	(16.2)	(24.5)	(20.0)
Relative	(8.5)	(5.5)	(12.0)	(24.2)	(26.6)
52-wk Price low/high (THB)	19.8 – 27.8				



Source: Bloomberg

Overall ESG Score: 3.40 (out of 4)

E: GOOD

Being dependent on the transportation business, OR has the highest exposure to this ESG pillar. However, it aims to achieve more environmental products such as increasing the usage of green energy ie EV car charging in the long term. This initiative is reflected in its Café Amazon and green partners, which tend to design environmentally friendly outlets.

S: EXCELLENT

OR applies PTT's and international standards per those specified by Dow Jones Sustainability Indices and the United Nations Sustainable Development Goals. It also conducts its social responsibility activities based on three principles: i) Activities linked to its mission and operations, ii) using its own expertise and potential, and iii) engaging in projects that are suitable for society's needs.

G: EXCELLENT

OR follows the guidance of PTT, whose corporate governance score is among the highest in the country—from the Thai Institute of Directors. Its disclosure policy is in compliance with regulations set by the SET. As it is a utility company, OR also discloses important information broadly and promptly to stakeholders.

Forecasts and Valuation	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total turnover (THBm)	511,799	789,785	811,240	860,541	912,939
Recurring net profit (THBm)	11,098	10,335	11,282	12,026	14,479
Recurring net profit growth (%)	21.3	(6.9)	9.2	6.6	20.4
Recurring P/E (x)	21.02	23.45	21.49	20.16	16.74
P/B (x)	2.4	2.3	2.2	2.1	1.9
P/CF (x)	12.63	na	77.69	26.88	22.09
Dividend Yield (%)	2.3	2.5	1.4	1.5	1.8
EV/EBITDA (x)	11.84	13.94	18.05	17.15	14.51
Return on average equity (%)	16.7	10.2	10.6	10.6	11.8
Net debt to equity (%)	net cash	4.2	36.6	31.3	24.5

Source: Company data, RHB

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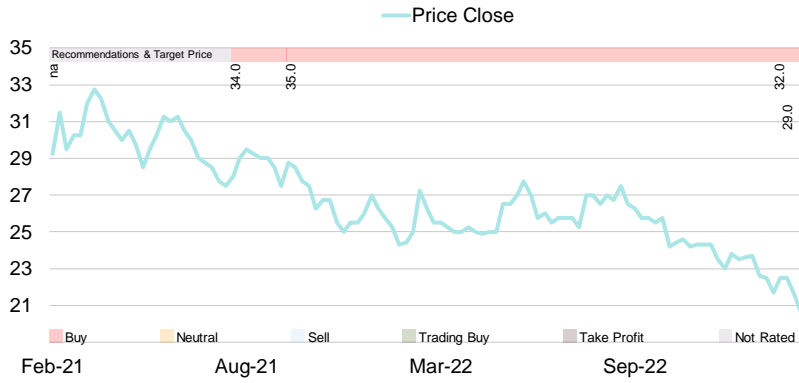
Energy & Petrochemicals | Oil & Gas Services

Financial Exhibits

Asia	Financial summary (THB)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Thailand	Recurring EPS	0.96	0.86	0.94	1.00	1.21
Energy & Petrochemicals	DPS	0.46	0.50	0.28	0.30	0.36
PTT Oil and Retail Business	BVPS	8.31	8.64	9.08	9.80	10.71
OR TB	Return on average equity (%)	16.7	10.2	10.6	10.6	11.8
Buy						
	Valuation metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Valuation basis	Recurring P/E (x)	21.02	23.45	21.49	20.16	16.74
DCF, P/E	P/B (x)	2.4	2.3	2.2	2.1	1.9
	FCF Yield (%)	4.8	(7.8)	(11.5)	(0.4)	0.4
Key drivers	Dividend Yield (%)	2.3	2.5	1.4	1.5	1.8
i. Opening of new service stations and consumer stores;	EV/EBITDA (x)	11.84	13.94	18.05	17.15	14.51
ii. Continuous development of new business and service platforms.	EV/EBIT (x)	18.31	23.01	40.93	38.14	28.18
	Income statement (THBm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Key risks	Total turnover	511,799	789,785	811,240	860,541	912,939
i. Consumption slowdown due to the pandemic and sluggish economy;	Gross profit	36,207	39,108	44,618	47,330	50,212
ii. Delays in the opening of new stations and stores.	EBITDA	17,195	16,501	14,720	15,307	17,725
	Depreciation and amortisation	(6,075)	(6,503)	(8,230)	(8,423)	(8,595)
Company Profile	Operating profit	11,120	9,998	6,490	6,884	9,129
OR operates an integrated oil and non-oil retailing platforms in Thailand and abroad, including the sales and distribution of petroleum products and other products in retail and commercial marketing. The company also operates coffee shops, other F&B outlets, and convenience stores.	Net interest	(1,250)	(1,155)	(1,174)	(1,145)	(961)
	Pre-tax profit	14,196	13,011	13,431	14,319	17,240
	Taxation	(2,718)	(2,638)	(2,149)	(2,291)	(2,758)
	Reported net profit	11,474	10,371	11,282	12,026	14,479
	Recurring net profit	11,098	10,335	11,282	12,026	14,479
	Cash flow (THBm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
	Change in working capital	5,250	(24,472)	(8,276)	(2,855)	(3,034)
	Cash flow from operations	18,477	(11,764)	3,120	9,017	10,971
	Capex	(7,289)	(7,230)	(31,000)	(10,000)	(10,000)
	Cash flow from investing activities	(7,289)	(7,230)	(31,000)	(10,000)	(10,000)
	Dividends paid	(2,250)	(5,520)	(6,000)	(3,384)	(3,608)
	Cash flow from financing activities	36,032	(8,247)	3,856	(5,175)	(5,601)
	Cash at beginning of period	19,004	66,224	39,461	8,724	4,707
	Net change in cash	47,220	(27,241)	(24,024)	(6,158)	(4,629)
	Ending balance cash	66,224	38,983	15,438	2,566	78
	Balance sheet (THBm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
	Total cash and equivalents	66,224	39,461	8,724	4,707	2,642
	Tangible fixed assets	43,636	44,363	67,133	68,710	70,115
	Total investments	9,800	16,751	16,751	16,751	16,751
	Total assets	207,659	225,504	247,311	254,273	263,605
	Short-term debt	6,109	10,263	13,627	13,829	12,864
	Total long-term debt	38,930	33,556	35,000	27,671	21,307
	Total liabilities	107,787	121,744	138,269	136,590	135,051
	Total equity	99,872	103,761	109,042	117,683	128,554
	Total liabilities & equity	207,659	225,504	247,311	254,273	263,605
	Key metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
	Revenue growth (%)	19.4	54.3	2.7	6.1	6.1
	Recurrent EPS growth (%)	(5.4)	(10.4)	9.2	6.6	20.4
	Gross margin (%)	7.1	5.0	5.5	5.5	5.5
	Operating EBITDA margin (%)	3.4	2.1	1.8	1.8	1.9
	Net profit margin (%)	2.2	1.3	1.4	1.4	1.6
	Dividend payout ratio (%)	48.1	57.9	30.0	30.0	30.0
	Capex/sales (%)	1.4	0.9	3.8	1.2	1.1
	Interest cover (x)	8.89	8.66	5.53	6.01	9.50

Source: Company data, RHB

Recommendation Chart

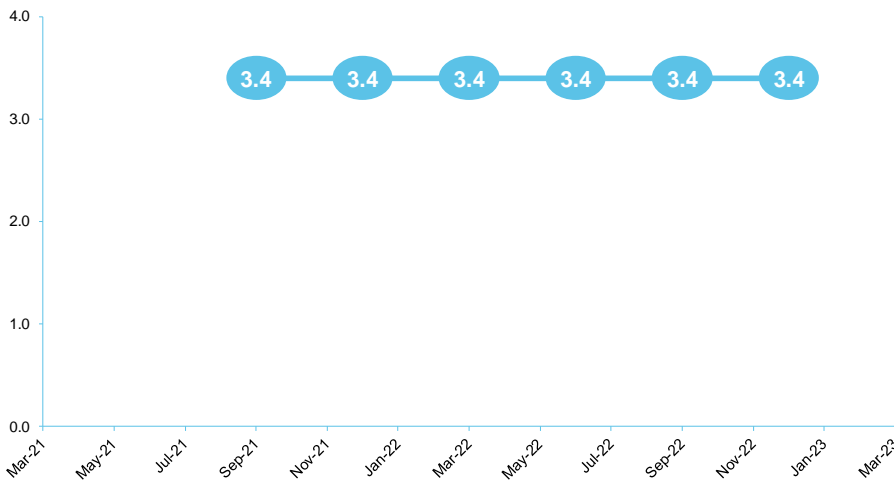


Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2023-02-16	Buy	29.0	22.7
2023-02-08	Buy	32.0	22.2
2022-11-09	Buy	35.0	24.3
2022-10-17	Buy	35.0	25.5
2022-09-02	Buy	35.0	26.8
2022-07-26	Buy	35.0	25.3
2022-06-29	Buy	35.0	26.3
2022-05-20	Buy	35.0	26.5
2021-10-07	Buy	35.0	28.8
2021-09-22	Buy	34.0	28.5
2021-08-12	Buy	34.0	28.3

Source: RHB, Bloomberg

ESG Rating History



Source: RHB

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Neutral:	Share price may fall within the range of +/- 10% over the next 12 months
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-	-

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Corporate Governance Report Rating 2022 (CG Score) as of 27 Oct 2022



Companies with Excellent CG Scoring by alphabetical order

AAV	AWC	BWG	CSS	FSMART	ILINK	LALIN	MST	PDG	Q-CON	SCN	SPRC	THANA	TQM	UV
ADVANC	AYUD	CENTEL	DDD	FVC	ILM	LHFG	MTC	PDJ	QH	SDC	SPVI	THANI	TRC	VCOM
AF	BAFS	CFRESH	DELTA	GC	IND	LIT	MVP	PG	QTC	SEAFCO	SSC	THCOM	TRUE	VGI
AH	BAM	CGH	DEMCO	GEL	INTUCH	LOXLEY	NCL	PHOL	RATCH	SEAOIL	SSSC	THG	TSC	VIH
AIRA	BANPU	CHEWA	DOHOME	GFPT	IP	LPN	NEP	PLANB	RBF	SE-ED	SST	THIP	TSR	WACOAL
AJ	BAY	CHO	DRT	GGC	IRC	LRH	NER	PLANET	RS	SELIC	STA	THRE	TSTE	WAVE
AKP	BBIK	CIMBT	DTAC	GLAND	IRPC	LST	NKI	PLAT	S	SENA	STEC	THREL	TSTH	WHA
ALLA	BBL	CK	DUSIT	GLOBAL	ITEL	MACO	NOBLE	PORT	S&J	SENAJ	STGT	TIPCO	TTA	WHAUP
ALT	BCP	CKP	EA	GPI	IVL	MAJOR	NSI	PPS	SAAM	SGF	STI	TISCO	TTB	WICE
AMA	BDMS	CM	EASTW	GPSC	JTS	MAKRO	NOBLE	PR9	SABINA	SHR	SUN	TK	TTCL	WINNER
AMARIN	BEM	CNT	ECF	GRAMMY	JWD	MALEE	NSI	PREB	SAMART	SICT	SUSCO	TKN	TTW	XPG
AMATA	BEYOND	COLOR	ECL	GULF	K	MBK	NVD	PRG	SAMTEL	SIRI	SUTHAI	TKS	TU	ZEN
ANAN	BGC	COM7	EE	GUNKUL	KBANK	MC	NYT	PRM	SAT	SIS	SVI	TKT	TVDH	
AOT	BGRIM	COMAN	EGCO	HANA	KCE	MCOT	OISHI	PSH	SC	SITHAI	SYMC	TMILL	TVI	
AP	BIZ	COTTO	EPG	HARN	KEX	METCO	OR	PSL	SCB	SMP	SYNTEC	TMT	TVO	
APURE	BKI	CPALL	ETC	HENG	KGI	MFEC	ORI	PTG	SCC	SNC	TACC	TNDT	TWPC	
ARIP	BOL	CPF	ETE	HMPRO	KKP	MINI	OSP	PTT	SCCC	SONIC	TASCO	TNITY	U	
ASP	BPP	CPI	FN	ICC	KSL	MONO	OTO	PTTEP	SCG	SORKON	TCAP	TOA	UAC	
ASW	BRR	CPN	FNS	ICHI	KTB	MOONG	PAP	PTTGC	SCGP	SPALI	TEAMG	TOP	UBIS	
AUCT	BTS	CRC	FPI	III	KTC	MSC	PCSGH	PYLON	SCM	SPI	TFMAMA	TPBI	UPOIC	



Companies with Very Good CG Scoring by alphabetical order

2S	BCH	CV	IMH	MBAX	PICO	SABUY	SRICHA	TPAC	XO
7UP	BE8	CWT	INET	MEGA	PIMO	SAK	SSF	TPCS	YUASA
ABICO	BEC	DCC	INGRS	META	PIN	SALEE	SSP	TPIPL	ZIGA
ABM	SCAP	DHOME	INSET	MFC	PJW	SAMCO	STANLY	TPIPP	
ACE	BH	DITTO	INSURE	MGT	PL	SANKO	STC	TPLAS	
ACG	BIG	DMT	IRCP	MICRO	PLE	SAPPE	STPI	TPS	
ADB	BJC	DOD	IT	MILL	PM	SAWAD	SUC	TQR	
ADD	BJCHI	DPAIN	ITD	MITSIB	PMTA	SCI	SVOA	TRITN	
AEONTS	BLA	DV8	J	MK	PPP	SCP	SVT	TRT	
AGE	BR	EASON	JAS	MODREN	PPPM	SE	SWC	TRU	
AHC	BRI	EFORL	JCK	MTI	PRAPAT	SECURE	SYNEX	TRV	
AIE	BROOK	ERW	JCKH	NBC	PRECHA	SFLEX	TAE	TSE	
AIT	BSM	ESSO	JMT	NCAP	PRIME	SFP	TAKUNI	TVT	
ALUCON	BYD	ESTAR	JR	NCH	PRIN	SFT	TCC	TWP	
AMANAH	CBG	FE	KBS	NDR	PRINC	SGP	TCMC	UBE	
AMR	CEN	FLOYD	KCAR	NETBAY	PROEN	SIAM	TFG	UEC	
APCO	CHARAN	FSS	KIAT	NEX	PROS	SINGER	TFI	UKEM	
APCS	CHAYO	FTE	KISS	NINE	PROUD	SKE	TFM	UMI	
AQUA	CHG	GBX	KK	NATION	PSG	SKN	TGH	UOBKH	
ARIN	CHOTI	GCAP	KOOL	NNCL	PSTC	SKR	TIDLOR	UP	
ARROW	CHOW	GENCO	KTIS	NOVA	PT	SLP	TIGER	UPF	
AS	CI	GJS	KUMWEL	NPK	PTC	SMART	TIPH	UTP	
ASAP	CIG	GTB	KUN	NRF	QLT	SMD	TITLE	VIBHA	
ASIA	CITY	GYT	KWC	NTV	RCL	SMIT	TM	VL	
ASIAN	CIVIL	HEMP	KWM	NUSA	RICHY	SMT	TMC	VPO	
ASIMAR	CMC	HPT	L&E	NWR	RJH	SNNP	TMD	VRANDA	
ASK	CPL	HTC	LDC	OCC	ROJNA	SNP	TMI	WGE	
ASN	CPW	HUMAN	LEO	OGC	RPC	SO	TNL	WIJK	
ATP30	CRANE	HYDRO	LH	ONEE	RT	SPA	TNP	WIN	
B	CRD	ICN	LHK	PACO	RWI	SPC	TNR	WINMED	
BA	CSC	IFS	M	PATO	S11	SPCG	TOG	WORK	
BC	CSP	IIG	MATCH	PB	SA	SR	TPA	WP	



Companies with Good CG Scoring by alphabetical order

A	BM	CTW	GSC	LEE	NFC	RPH	PTECH	TRUBB
A5	BROOK	D	HL	LPH	NSL	RSP	TC	TTI
AI	BSBM	DCON	HTECH	MATI	NV	SIMAT	TCCC	TYCN
ALL	BTNC	EKH	IHL	M-CHAI	PAF	SISB	TCJ	UMS
ALPHAX	CAZ	EMC	INOX	MCS	PEACE	SK	TEAM	UNIQU
AMC	CCP	EP	JAK	MDX	PF	SOLAR	THE	UPA
APP	CGD	EVER	JMART	MENA	PK	SPACK	THMUI	UREKA
AQ	CMAN	F&D	JSP	MJD	PPM	SPG	TKC	VARO
AU	CMO	FMT	JUBILE	MORE	PRAKIT	SQ	TNH	W
B52	CMR	GIFT	KASET	MPIC	PTL	STARK	TNPC	WFX
BEAUTY	CPANEL	GLOCON	KCM	MUD	RAM	STECH	TOPP	WPH
BGT	CPT	GLORY	KWI	NC	ROCK	SUPER	TPCH	YGG
BLAND	CSR	GREEN	KYE	NEWS	RP	SVH	TPOLY	

Score Range	Number of Logo	Description
Less than 50	No logo given	-
50-59		Pass
60-69		Satisfactory
70-79		Good
80-89		Very Good
90-100		Excellent

Source : <http://www.thai-iod.com/th/projects-2.asp>

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Anti-Corruption Progress Indicator (as of 1 Nov 22)

ได้รับการรับรอง CAC

2S	BAM	CGH	DUSIT	GPI	JKN	MAKRO	NOK	PR9	SAAM	SMPC	TASCO	TOG	UKEM
7UP	BANPU	CHEWA	EA	GPSC	JR	MALEE	NSI	PREB	SABINA	SNC	TCAP	TOP	UOBKH
ADVANC	BAY	CHOTI	EASTW	GSTEEL	K	MATCH	NWR	PRG	SAPPE	SNP	TCMC	TOPP	UPF
AF	BBL	CHOW	EGCO	GULF	KASET	MBAX	OCC	PRINC	SAT	SORKON	TFG	TPA	UV
AI	BCH	CIG	EP	GUNKUL	KBANK	MBK	OGC	PRM	SC	SPACK	TFI	TPCS	VGI
AIE	BCP	CIMBT	EPG	HANA	KBS	MC	ORI	PROS	SCB	SPALI	TFMAMA	TPP	VIH
AIRA	BCPG	CM	ERW	HARN	KCAR	MCOT	PAP	PSH	SCC	SPC	TGH	TRU	WACOAL
AJ	BE8	CMC	ESTAR	HEMP	KCE	META	PATO	PSL	SCCC	SPI	THANI	TRUE	WHA
AKP	BEC	COM7	ETE	HENG	KGI	MFC	PB	PSTC	SCG	SPRC	THCOM	TSC	WHAUP
AMA	BEYOND	COTTO	FE	HMPRO	KKP	MFEC	PCSGH	PT	SCGP	SRICHA	THIP	TSTE	WICE
AMANAH	BGC	CPALL	FNS	HTC	KSL	MILL	PDG	PTG	SCM	SSF	THRE	TSTH	WIJK
AMATA	BGRIM	CPF	FPI	ICC	KTB	MINT	PDJ	PTT	SCN	SSP	THREL	TTA	XO
AMATAV	BKI	CPI	FPT	ICHI	KTC	MONO	PG	PTTEP	SEAOIL	SSSC	TIDLOR	TTB	YUASA
AP	BLA	CPL	FSMART	IFS	KWI	MOONG	PHOL	PTTGC	SE-ED	SST	TIPCO	TTCL	ZEN
APCS	BPP	CPN	FSS	III	L&E	MSC	PK	PYLON	SELIC	STA	TISCO	TU	ZIGA
AS	BROOK	CRC	FTE	ILINK	LANNA	MST	PL	Q-CON	SENA	STGT	TKS	TVDH	
ASIAN	BRR	CSC	GBX	INET	LH	MTC	PLANB	QH	SGP	STOWER	TKT	TVI	
ASK	BSBM	DCC	GC	INSURE	LHFG	MTI	PLANET	QLT	SINGER	SUSCO	TMILL	TVO	
ASP	BTS	DELTA	GCAP	INTUCH	LHK	NBC	PLAT	QTC	SIRI	SVI	TMT	TWPC	
AWC	BWG	DEMCO	GEL	IRC	LPN	NEP	PM	RATCH	SITHAI	SYMC	TNITY	U	
AYUD	CEN	DIMET	GFPT	IRPC	LRH	NINE	PPP	RML	SKR	SYNTEC	TNL	UBE	
B	CENDEL	DRT	GGC	ITEL	M	NKI	PPPM	RWI	SMIT	TAE	TNP	UBIS	
BAFS	CFRESH	DTAC	GJS	IVL	MAJOR	NOBLE	PPS	S&J	SMK	TAKUNI	TNR	UEC	

ประกาศเจตนาสมัครเข้าร่วม CAC

AH	CHG	DHOUSE	EVER	J	KUMWEL	NRF	RS	SUPER	TQM	VIBHA
ALT	CI	DOHOME	FLOYD	JMART	LDC	NUSA	SAK	SVT	TRT	W
APCO	CPR	ECF	GLOBAL	JMT	MEGA	OR	SIS	TKN	TSI	WIN
ASW	CPW	EKH	ILM	JTS	NCAP	PIMO	SSS	TMD	VARO	
B52	DDD	ETC	INOX	KEX	NOVA	PLE	STECH	TMI	VCOM	

Source: www.cgthailand.org

Disclaimer: The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by the relevant institution as disclosed by the Office of the Securities and Exchange Commission, is made in order to comply with the policy and sustainable development plan for the listed companies. The relevant institution made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, RHB Securities (Thailand) Public Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment result.

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