

## Thailand Morning Cuppa

### Bulletins

STOCKS/SECTOR	NEWS	COMMENT	RATING
Supalai (SPALI TB)	Supalai has launched a new high-rise condominium project – Supalai Premier Siphaya-Samyang – with a total project value of THB2.3bn and 384 units this past weekend. Customer response to this project has been very good, with all units sold out by 26-27 Sep. (Company)	<p>Under the current circumstances within the condominium market, this has been a rare project that commanded excellent presales. This may be due to the ASP of THB100,000 per sq m, which has captured the mid-end market near existing condominiums available for sale that are commanding prices higher than THB120,000 per sq m. However, these excellent presales numbers can only expand orderbooks being recognised as revenue in FY23.</p> <p>Supalai can be regarded as one of a few players that can commit their revenue recognition horizon until FY23. Meanwhile, our expectations of consistent earnings growth in FY21-22 is supported by an orderbook of THB12-14bn pa, which should be recognised in the next two years. Therefore, we maintain our call and TP on this counter.</p>	BUY, TP: THB19.40

Hospitality

A Centre for COVID-19 Situation Administration (CCSA) meeting chaired by Prime Minister Prayuth Chan-Ocha today is to approve a Special Tourist Visa (STV) to attract foreign tourists back to Thailand. The Tourism & Sports and Public Health Ministries, as well as various other units are fully prepared for the roll out of this STV.

Prior to travelling to Thailand, foreign visitors are now required to have a COVID-19 test taken 72 hours before departure. They also need to buy COVID-19 health insurance, and sign a letter of consent – agreeing to comply with the Government's COVID-19 measures. Foreign travellers with a STV must still be quarantined for 14 days. Additionally, STV travellers must travel by charter plane and every flight carrying them must receive permission from the Foreign Affairs Ministry or CCSA operation centres.

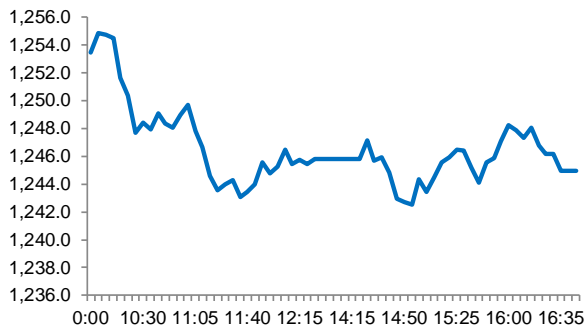
1,200 STV travellers are expected to enter Thailand each month after the country reopens, bringing in more than THB1.03bn. In one year, the number of STV travellers will likely reach 14,400 people, generating tourism revenue of c.TH12.4bn for the country. Asked about the Tourism & Sports Ministry's idea to reduce the quarantine period for foreign tourists to seven days, a deputy government spokesperson said the Government had not considered the idea yet, confirming that Chan-Ocha's administration will begin with a 14-day quarantine period before considering a gradual easing of lockdown measures. (*Bangkok Post*)

We think the STV scheme may be a short-term positive sentiment for the Thai tourism industry. However, its complex criteria may only appeal to high-spending international tourists, with limitations in boosting the number of foreign arrivals and tourism receipts over the next few quarters. Meanwhile, we believe a reduction in the 14-day quarantine is unlikely this year, due to the ongoing global resurgence of COVID-19 at this time.

We currently expect Thailand's total international arrivals to reach 6.7m (-83% YoY), with foreign receipts plummeting 83% YoY to THB333bn in 2020. Next year's outlook remains uncertain – we expect flattish numbers, assuming that a material recovery may ramp up throughout 2H21. We expect 6.5m and THB325bn in arrivals and receipts in 2021.

Despite joining the Alternative State Quarantine (ASQ) programme, we still expect minimal recovery for the Thai hoteliers in term of room occupancy rates and revenue per available room (RevPar) both YoY and QoQ over the next 12 months. Their earnings may eventually remain in the red throughout 2H20-1H21.

UNDERWEIGHT

**Chart 1: SET intra-day graph**


	Index	Chg	Chg (%)	YTD (%)
<b>Thailand (SET)</b>	1244.94	-2.52	-0.20%	-21.2%
<b>Thailand (SET50)</b>	786.03	-1.18	-0.15%	-26.4%
<b>Thailand (SET100)</b>	1764.58	-3.53	-0.20%	-24.7%
<b>USA (Dow Jones)</b>	27173.96	358.52	1.34%	-4.8%
<b>USA (S&amp;P500)</b>	3298.46	51.87	1.60%	2.1%
<b>USA (Nasdaq)</b>	10913.56	241.29	2.26%	21.6%
<b>UK (FTSE)</b>	5842.67	19.89	0.34%	-22.5%
<b>Singapore (FSSTI)</b>	2472.28	21.46	0.88%	-23.3%
<b>Hong Kong (Hang Seng)</b>	23235.42	-75.65	-0.32%	-17.6%
<b>Japan (Nikkei)</b>	23349.61	138.27	0.60%	-1.3%
<b>Malaysia (KLCI)</b>	1509.14	8.34	0.56%	-5.0%
<b>China (SHANGHAI SE)</b>	3219.42	-3.76	-0.12%	5.6%
<b>Indonesia (JCI)</b>	4945.79	103.04	2.13%	-21.5%

**Foreign Exchange Rates / Oil Market**

USD	Closed	Chg	Chg (%)
Baht (Onshore)	31.60	-0.02	0.06
Yen	105.46	-0.12	0.11
Euro	1.16	0.00	0.00
<b>Oil Price (USD/barrel)</b>			
Brent	41.09	-0.05	-0.12
Nymex-Crude Light	40.05	-0.20	-0.50

Note: \*As at 25 Sep 2020 closing

**Table 1: Key market indices (28 Sep 2020)**

SET	2018	2019	2020F	2021F		
PE (x)	16.25	18.02	21.45	16.42		
P/BV (x)	1.74	1.71	1.40	1.35		
Yield (%)	3.35	3.26	2.71	3.10		
<b>SET Value by investor Type: Daily</b>						
		Sell (THBm)		Net (THBm)		
Institution		4,232.36	5,214.63	-982.27		
Proprietary		5,773.98	5,375.88	398.10		
Foreign		17,401.47	18,272.17	-870.69		
Retail		18,215.84	16,760.97	1,454.87		
<b>SET Value by investor Type</b>						
		MTD (THBm)	YTD (THBm)			
Institution		-14,457.89	66,588.91			
Proprietary		2,437.77	2,422.40			
Foreign		-16,471.95	-270,956.64			
Retail		28,492.07	201,945.32			
<b>SET50 Index Future</b>						
	Long	Short	Net	MTD	YTD	
Institution	36,980	39,992	-3,012	-10,677	-10,433	
Foreign	315,060	299,924	15,136	-15,221	92,505	
Local	88,428	100,552	-12,124	25,898	-82,072	
<b>Foreign Fund Flows (USDm)</b>						
			MTD	YTD	YoY	
Thailand		-27.5	-202.1	-525.8	-8535.6	-7364.9

Note: \*As at 25 Sep 2020 closing

**Top BUYs**

	TP (THB)	Upside (%)	Catalysts
<b>Advance Info Service (ADVANC TB)</b>	220.00	29.41	<ul style="list-style-type: none"> <li>Outlook should continue to recover with cost management on focus. While we expect the normalisation of prepaid segment demand, subs acquisition activities and easing competition to gradually drive topline to recovery in 2H20, we think a value-to-money strategy through a bundling package should continue to yield additional revenue to the group</li> <li>The toning down of capex guidance should ease investor concern over the imminent margins pressure. We expect the impact from the roll-out of 5G network to be limited, as it should be partially absorbed by network cost saving initiative, staggered payment profile, and tax incentive scheme</li> </ul>
<b>Bangkok Chain Hospital (BCH TB)</b>	17.50	19.86	<ul style="list-style-type: none"> <li>We still expect to see robust COVID-19 screening services demand throughout 2H20 on the continuous return of students studying abroad, migrant workers, and business travellers after border restrictions are relaxed. The doubling of its capacity under the alternative state quarantine should boost upside from this new revenue stream and bolster FY20 earnings</li> <li>We expect to see strong 2H20 recovery in SSO revenue, driven by the resumption of pent-up demand from high-cost care, trauma, and dental services. We also think global budget disbursements could bring further upsides this year, thanks to relatively lower insured patients traffic during COVID-19</li> </ul>
<b>Berli Jucker (BJC TB)</b>	45.00	24.14	<ul style="list-style-type: none"> <li>Improving sales for Berli Jucker's modern retail business, based on full-quarter operations in 3Q20 for the non-food segment, and smaller B2B sales. These factors should also benefit profit margins</li> <li>Average occupancy rates at Big C's leasable areas rebounded to &gt;90% from an 83% bottom in April, with less rental rate discounts given to tenants, as the bulk of its malls are in non-tourist destinations</li> <li>Non-retailing businesses (c.30% of sales) remain in an uptrend</li> </ul>
<b>Central Pattana (CPN TB)</b>	56.00	29.48	<ul style="list-style-type: none"> <li>Improving operations at most of CPN's malls nationwide, in terms of tenants' business resumption and customer traffic. This may help it pare down discounts it gave on rental rates</li> <li>CPN's opening of its Ayutthaya mall may be postponed from 1H21 to 2H21, while schedules for other three new mall openings remain unchanged over 2H21F-2023F</li> <li>Quarterly earnings may pick up throughout 3Q20F-4Q20F. Its current FY21F P/E also looks undemanding, which should make the stock an attractive long-term investment</li> </ul>
<b>Charoen Pokphand Foods (CPF TB)</b>	38.00	36.94	<ul style="list-style-type: none"> <li>The farm unit should continue to outperform. While we expect to see a resilient recovery in broiler export volumes – on demand resumption from Europe and Japan – the Brazilian broiler products ban imposed by several nations on food safety concerns should create positive momentum for CPF's broiler unit in 2H20</li> <li>We keep our positive view for the swine unit and expect it to stay on the uptrend cycle. This is on solid demand from Asian states with lower production outputs from their key suppliers</li> <li>The pending acquisition of Tesco stores here and in Malaysia – awaiting Office of Trade Competition Commission approval in 4Q20 – could boost local sales via future hypermarket distribution channels</li> </ul>
<b>CP All (CPALL TB)</b>	77.00	27.80	<ul style="list-style-type: none"> <li>In 2H20, we expect a gradual recovery of convenience stores sales in 2H20, as a V-shaped recovery, while Siam Makro's operations remain solid</li> <li>As it has the most extensive store network, CP All may strongly benefit the new normal in terms of facilitating delivery of products and services through its developing omni-channel platform</li> <li>Still the best-in-class retailer with intact new store opening plan. Expect full-year earnings returning to pre-pandemic levels in 2021</li> </ul>
<b>Osotspa (OSP TB)</b>	49.00	38.03	<ul style="list-style-type: none"> <li>The unlocking of sales and margins from two new production lines for C-Vitt and the new beverage filling plant in Myanmar will boost Osotspa's 2H20F earnings and keep FY20F profit growth at 15%</li> <li>OSP's energy drinks market share gain locally should limit the impact of a consumption slowdown to sales in the short term. New product launches would be another topline support in 2H20F. Cost savings and production efficiency enhancement regarding its Fit-Fast-Firm corporate campaign are also intact, and the benefits are likely to accelerate in the latter half this year</li> <li>Such the business expansion and operational plans should allow OSP to keep its resilient growth outlook in a longer term</li> </ul>

**Top BUYs**

	TP	Upside	Catalysts
<b>PTT Exploration &amp; Production (PTTEP TB)</b>	108.00	37.14	<ul style="list-style-type: none"> <li>• PTT Exploration &amp; Production is a good proxy for crude oil price. We expect crude oil price to average USD45.00 in 4Q20. We expect OPEC+'s 7.7mbpd production restraint in 2H20 to have a positive impact on the global oil market. We expect delivery to recover, higher-cost producers to shut-in uneconomical wells, and the global inventory to drawdown</li> <li>• 70% of PTTEP's earnings are from natural gas, which is sold to PTT via long-term take or pay contracts. The natural gas price is indirectly linked with crude oil with time lag of 1-6 months. The remaining portion of its products are liquids, which are sold at the market price of crude oil</li> <li>• We expect sales volume to be boosted YOY on recent acquisitions (Murphy and Partex). We are also positive on its SK410B natural gas find in Malaysia, which may be fast-tracked into development</li> </ul>
<b>Siam Cement (SCC TB)</b>	440.00	37.07	<ul style="list-style-type: none"> <li>• There are three growth drivers, including an upcycle of petrochemical spreads, a series of new infrastructure projects to start the construction process, and growth expansion in the packaging business especially after SCG Packaging raises funds from its IPO</li> <li>• Its earnings going forward should rely mainly on petrochemical unit's performance normalising to lower levels in 2H20 and growing stronger on a full-year basis in FY21</li> </ul>
<b>Supalai (SPALI TB)</b>	19.40	22.01	<ul style="list-style-type: none"> <li>• Earnings should improve significantly in 2H20, with four condominium projects starting to be transferred during this period. The revenue from these projects should enhance revenue growth and GPM in 2H20.</li> <li>• Revenue upside could emerge if Supalai is able to transfer its mega-size Supalai Oriental Sukhumvit 39 condominium project, which is valued at THB10bn, within 4Q20.</li> <li>• Consistent earnings growth in FY21F-22F is supported by orderbook of THB12-14bn per year to be recognised in the next two years. In addition, we expect the company to enjoy the advantages of being a well-known developer in the low-rise project segment.</li> </ul>

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