

## Thailand Morning Cuppa

### Bulletin

STOCK/SECTOR	NEWS	COMMENT	RATING
Hospitality  Minor International (MINT TB)	<p>Thailand expects a windfall from the Indian tourist market if travellers stay away from the Middle East and turn eastward instead. Tourism Authority of Thailand (TAT) ASEAN, South Asia, and South Pacific Markets Executive Director Klissada Ratanapruk said the ongoing Iran-US conflict could affect Indian travellers' confidence. This might result in them shunning Dubai for Thailand to avoid the Middle East, Ratanapruk added</p> <p>Dubai is the most preferred destination for outbound Indian tourists, with 2.1m visitors in 2019. Thailand estimated that 1.9m tourists came from India in 2019, a 22% uptick from 2018, generating THB84bn in revenue, up 27%, according to TAT. The agency sees a growth rate of 10% to 2.2m tourists this year from this huge South Asian market. (<i>Bangkok Post</i>)</p>	<p>India has become another key source market for the Thai tourism sector in recent years, and we expect its contribution to the total international arrivals to be enhanced from 4% in 2018 to 5% over 2019F-2020F.</p> <p>While we believe this may benefit Thai hotel operators in terms of occupancy rates, they may command lower average room rates from Indian guests vs Chinese visitors, which would continue to undermine growth in revenue per available room. We also maintain the view that rising penetration of non-registered accommodations (eg Airbnb) may challenge hotel supply and room rate hikes, mainly in the mid-scale segment.</p>	<p>Sector: NEUTRAL</p> <p>Top Pick: MINT: BUY, TP: THB48.00</p>

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


SET	2017	2018	2019	2020F
PE (x)	17.60	16.25	15.63	14.41
P/BV (x)	2.03	1.74	1.66	1.58
Yield (%)	2.80	3.35	3.20	3.41

**SET Value by investor Type: Daily**

	Buy (THBm)	Sell (THBm)	Net (THBm)
Institution	9,961.60	10,178.26	-216.66
Proprietary	9,004.13	8,734.76	269.36
Foreign	24,195.46	23,375.41	820.05
Retail	18,831.64	19,704.39	-872.75

**SET Value by investor Type**

	MTD (THBm)	YTD (THBm)
Institution	5,162.59	5,162.59
Proprietary	-775.71	-775.71
Foreign	1,891.67	1,891.67
Retail	-6,278.56	-6,278.56

**SET50 Index Future**

	Long	Short	Net	MTD	YTD
Institution	39,165	41,516	-2,351	-3,747	-3,747
Foreign	68,224	58,570	9,654	7,227	7,227
Local	124,840	132,143	-7,303	-3,480	-3,480

**Foreign Fund Flows (USDm)**

	Daily	WTD	MTD	YTD	YoY
Thailand	27.2	57.8	62.7	62.7	7772.8

Note: \*As at 7 Jan 2020 closing

**Table 1: Key market indices (8 Jan 2020)**

	Index	Chg	% Chg	% YTD
SET	1585.23	16.73	1.07%	0.3%
SET50	1075.07	11.24	1.06%	0.6%
SET100	2351.25	25.50	1.10%	0.4%
Dow Jones	28583.68	-119.70	-0.42%	0.2%
S&P500	3237.18	-9.10	-0.28%	0.2%
Nasdaq	9068.58	-2.88	-0.03%	1.1%
FTSE	7573.85	-1.49	-0.02%	0.4%
FSSTI	3247.86	29.00	0.90%	0.8%
Hang Seng	28322.06	95.87	0.34%	0.5%
Nikkei	23575.72	249.85	1.07%	-0.3%
KLCI	1611.04	13.28	0.83%	1.4%
SHANGHAI SE	3104.80	21.39	0.69%	1.8%
JCI	6279.35	21.94	0.35%	-0.3%

**Key Statistics**
**Foreign Exchange Rates / Oil Market**

	Closed	Chg.	%Chg.
USD			
Baht (Onshore)	30.30	-0.03	0.11
Yen	107.94	-0.50	0.46
Euro	1.12	0.00	-0.01
<b>Oil Price (USD/barrel)</b>			
Brent	68.47	-0.55	-0.80
Nymex-Crude Light	63.89	1.19	1.90

Note: \*As at 7 Jan 2020 closing

**Top BUYS**

	TP (THB)	Upside (%)	Catalysts
<b>Advance Info Service (ADVANC TB)</b>	250.00	12.11	<ul style="list-style-type: none"> <li>Better profitability due to the TOT litigation settlement (for towers and 2G equipment) that could decrease its network opex by THB3.2bn pa.</li> <li>Strong convergence services portfolio, with a low base of fixed broadband customers who should benefit from the shift in the industry's acquisition trends.</li> <li>Solid balance sheet and cash flow that could be a safeguard against uncertainties during the spectrum auction.</li> </ul>
<b>Bangkok Bank (BBL TB)</b>	205.00	30.99	<ul style="list-style-type: none"> <li>Improved sustainable earnings growth prospects, underpinned by continued loan growth, lower provisions, and efficient cost management.</li> <li>Sustainable earnings growth prospects, underpinned by continued loan growth, lower provisions, and efficient cost management.</li> <li>Moderate fee income growth is supported by the collaboration with AIA and less impact from the online fee waiver.</li> <li>ROE is trending up to 9-9.2% in 2019-2020 from the low level at 8.5% in 2017.</li> <li>As the top corporate lender, BBL is likely to gain the most benefits from the infrastructure investment cycle to shore up loans growth.</li> </ul>
<b>Bangkok Chain Hospital (BCH TB)</b>	21.50	35.22	<ul style="list-style-type: none"> <li>A leading private hospital and the Social Security Office (SSO) scheme's largest service provider.</li> <li>Enhanced its customer base to capture the upper-end and international patient segments.</li> <li>Key growth drivers are upcoming price adjustment and clearer payment policy from the SSO, higher revenue intensity from larger portion of cash patients who come for complicated cases, as well as better volume growth from upcoming new facilities and higher utilisation of World Medical Centre.</li> </ul>
<b>Central Pattana (CPN TB)</b>	83.50	36.89	<ul style="list-style-type: none"> <li>Following the online retail trend, the malls of Central Pattana – Thailand's No.1 shopping mall developer – are likely to become the centre of consumer lifestyle and activities.</li> <li>Expect better YoY earnings growth in 4Q19F compared to the previous quarter, to be driven by the major transfer of its three sold-out, high-rise residential projects.</li> <li>Loans refinancing may lower Grand Canal Land's cost of debts by c.0.5ppts by the final quarter this year, benefitting Central Pattana's interest expenses.</li> <li>Potentially, c.THB1.75bn net extra gains from the asset spin-offs to its REIT may be recorded in 1H20.</li> </ul>
<b>CP All (CPALL TB)</b>	95.00	31.49	<ul style="list-style-type: none"> <li>Its 7-Eleven convenience store outlook is likely on track – CP All continues to open new stores at the same 700 outlets pa rate it has undertaken so far, to enjoy sales from ongoing launches of new merchandise and the attractive stamp campaign, along with a recovery of service income thanks to rising transactions of its banking agent service.</li> <li>Siam Makro's product and customer developments play vital roles for the improvement of its operations, which have boosted sales and operating leverage. The factors help limit the impact of rising opex due to its overseas expansion.</li> <li>Expect stronger earnings growth of 13% in 2020F to be driven by both the 7-Eleven and Siam Makro segments.</li> </ul>
<b>CH Karnchang (CK TB)</b>	26.00	38.30	<ul style="list-style-type: none"> <li>With a small orderbook worth about THB37bn, the company has three construction projects. Remaining orders that can generate significant revenue in the near term include the mechanical &amp; engineering system procurement contract for the Blue-Line Mass Rapid Transit (MRT) extension, Orange-Line MRT construction works under a JV with Sino-Thai Engineering &amp; Construction, and the Xayaburi hydropower project in Laos.</li> <li>CK has signed new orderbooks worth about THB6bn from the Rama III-Dao Khanong Expressway. The company's opportunity to grow its orderbook will arise when high-speed railway network linking three international airports is scheduled for an upcoming contract signing.</li> </ul>

**Top BUYs**

	TP (THB)	Upside (%)	Catalysts
<b>Electricity Generating (EGCO TB)</b>	394.00	20.49	<ul style="list-style-type: none"> <li>We like this company for its relatively low gearing of 1x D/E and cash on hand of THB20.6bn, which we believe will support further growth in the overseas market.</li> <li>We expect 2020F earnings to be boosted by 10% to THB12.8bn, as two large scale projects have already commenced in 4Q19: The 500MW San Buenaventura Power in the Philippines and 1,285MW Xayaburi hydro-electric power plant in Laos.</li> </ul>
<b>Osotspa (OSP TB)</b>	49.00	17.37	<ul style="list-style-type: none"> <li>Osotspa's organisational streamlining by its new management team has effectively turned the company from a family business to a professionally run entity.</li> <li>Local and overseas activities to help driving topline sales, the launch of new products to capture consumer demands, expansion of production facilities, and distribution coverage abroad – mainly in Myanmar – to strengthen its leading position there.</li> <li>Its key business strategy – premiumisation of new products and corporate cost-savings programme – should be the key factors that help boost GPM and keep opex under control.</li> <li>Expect stronger earnings growth of 16% in 2020F vs 14% in 2019F.</li> </ul>
<b>PTT Explore &amp; Production (PTTEP TB)</b>	144.00	8.27	<ul style="list-style-type: none"> <li>The company's products are both directly and indirectly linked to crude oil prices, so it remains South-East Asia's best proxy to crude oil prices.</li> <li>We expect higher sales volume while costs remain stable.</li> <li>Its Leng Lebah (SK410B) field currently has estimated total resources at 2tcf. PTTEP expects to drill another nearby well in 2Q20. It is possible that another 2-3tcf can be found. This project could potentially be commercialised by 1Q25, as it could use shared existing facilities within the area. Assuming 30%-100% of 2tcf is proved reserves, this project could add c.TH3.50-11.50 per share to PTTEP's current valuation.</li> </ul>
<b>Siam Cement (SCC TB)</b>	460.00	21.69	<ul style="list-style-type: none"> <li>Among Siam Cement's major businesses, the cement &amp; building materials division – along with the packaging wing – will somehow mitigate the heavy impact on the petrochemical business. This is based on management's guideline of proactive long-term measures to cope with macroeconomic uncertainties, eg the US-China trade war.</li> <li>While demand for cement has picked up since 3Q18, the company should leverage on this situation by introducing new high-value-added products in building materials and expanding its retail outlet network via partnerships made in major provincial cities.</li> </ul>
<b>Srisawad Corp (SAWAD TB)</b>	71.50	1.78	<ul style="list-style-type: none"> <li>Solid growth potential from proactive branch expansion to acquire untapped customers nationwide.</li> <li>Higher margin from lower funding costs and elevated growth in high-yield loans (car- and land-title loans).</li> <li>Adequate reserves to counter with new Thai Financial Reporting Standard 9 to be effective Jan 2020 and economic risks.</li> <li>Earnings growth is expected to be strong at more than 15% YoY for 2020-2021, supported by higher NII from continued loan growth and higher NIM.</li> </ul>
<b>Star Petroleum Refining (SPRC TB)</b>	12.70	15.45	<ul style="list-style-type: none"> <li>We like this company as share price has been depressed for most of 2019F due to its 45-day planned maintenance shutdown in 4Q19. After planned maintenance, we will see its refining capacity increase from 165kbpd to 175kbpd.</li> <li>We see earnings are set for a rebound, from net loss THB1.9bn for 2019F to net profit of THB5.0bn.</li> <li>The company has minimal debt, currently at USD51.8m temporary short-term debt. With its strong financial position, we believe the company is well placed for further expansion or diversification. We believe SPRC will make an announcement of its plans to expand into new business in 2Q20F. This new business, we believe, will be within its core competence and possibly downstream petrochemicals business.</li> </ul>
<b>WHA Corp (WHA TB)</b>	4.85	28.99	<ul style="list-style-type: none"> <li>WHA is the proxy in industrial estates to benefit from e-commerce in Thailand. After the company's successful deal with Alibaba, its key strength in premium warehouses should make it an attractive option for e-commerce players, especially from China.</li> <li>The stronger inflow of foreign direct investments (FDIs) into Thailand should bear fruit in 2019, when investors make decisions on the Eastern Economic Corridor's 10 target industries.</li> <li>Good signals from Chinese FDI investors, as they are requesting visits to WHA's project sites, especially for smart electronics, auto parts for electric vehicles, robotics, and food for the future.</li> </ul>

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