

2Q2024 CPALL SET Opportunity Day



August 20, 2024

Financial Highlights

Another remarkable milestone achieved

2Q24

Consolidated Performance

Total Revenue

248,026

Millions Baht

+6.9% 

Net Profit

6,239


Millions Baht

+40.6% 

GP Margin

22.4


Percent

+9.1% 
amount growth

EBIT Margin

5.0

Percent

+21.4% 
amount growth

Company Only Performance

Total Revenue

121,606

Millions Baht

+8.5% 

Net Profit

6,742


Millions Baht

+10.1% 

GP Margin

29.0


Percent

+11.9% 
amount growth

EBIT Margin

8.0

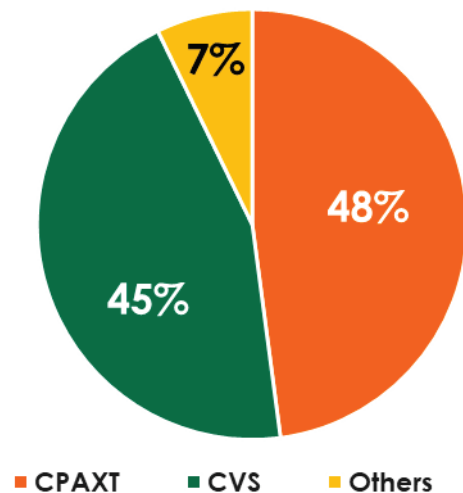
Percent

+7.5% 
amount growth

Business Segment Performance

CVS & Others and Grocery Wholesaling and Retailing

1H24 Revenue contribution before elimination



Wholesale

Sales
134,968
Millions Baht

+5.6% ↑

Services
2,429
Millions Baht

-6.0% ↓

Retail

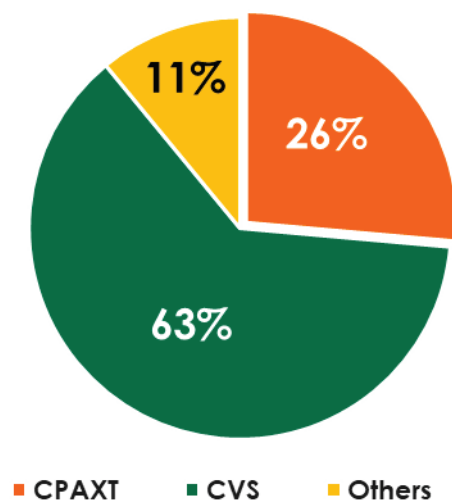
Sales
107,588
Millions Baht

+5.2% ↑

Services
7,395
Millions Baht

+0.1% ↑

1H24 EBT contribution before elimination



Wholesale

EBT
3,147
Millions Baht

-17.5% ↓

Retail

EBT
2,843
Millions Baht

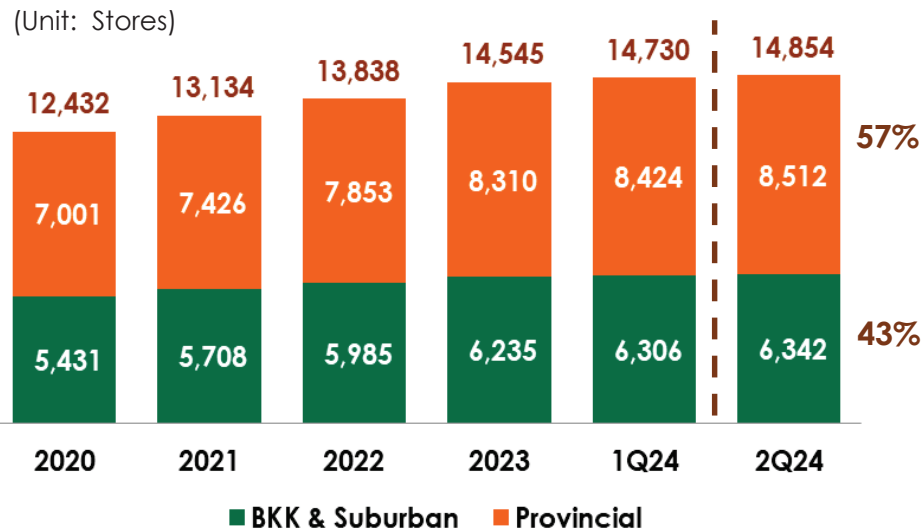
+205.4% ↑

Note: CPALL hold CPAXT shares at 59.92%

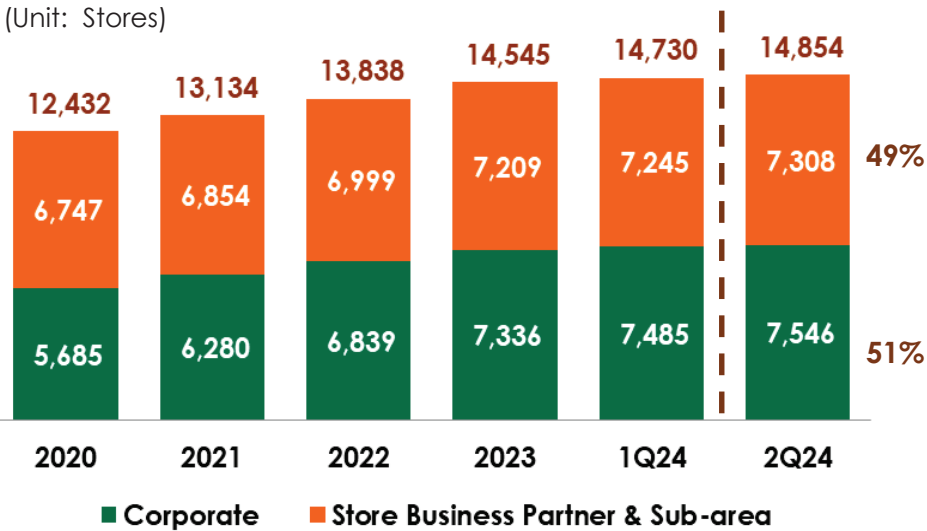
Store Types Breakdown

Ongoing store expansion

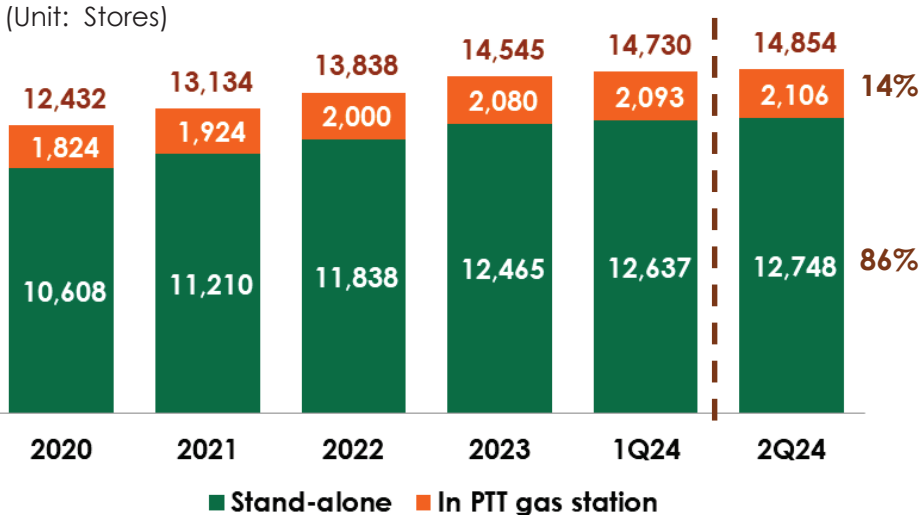
BKK & Suburban / Provincial



Corporate / Store Business Partner & Sub-area



Stand-alone / In PTT gas station



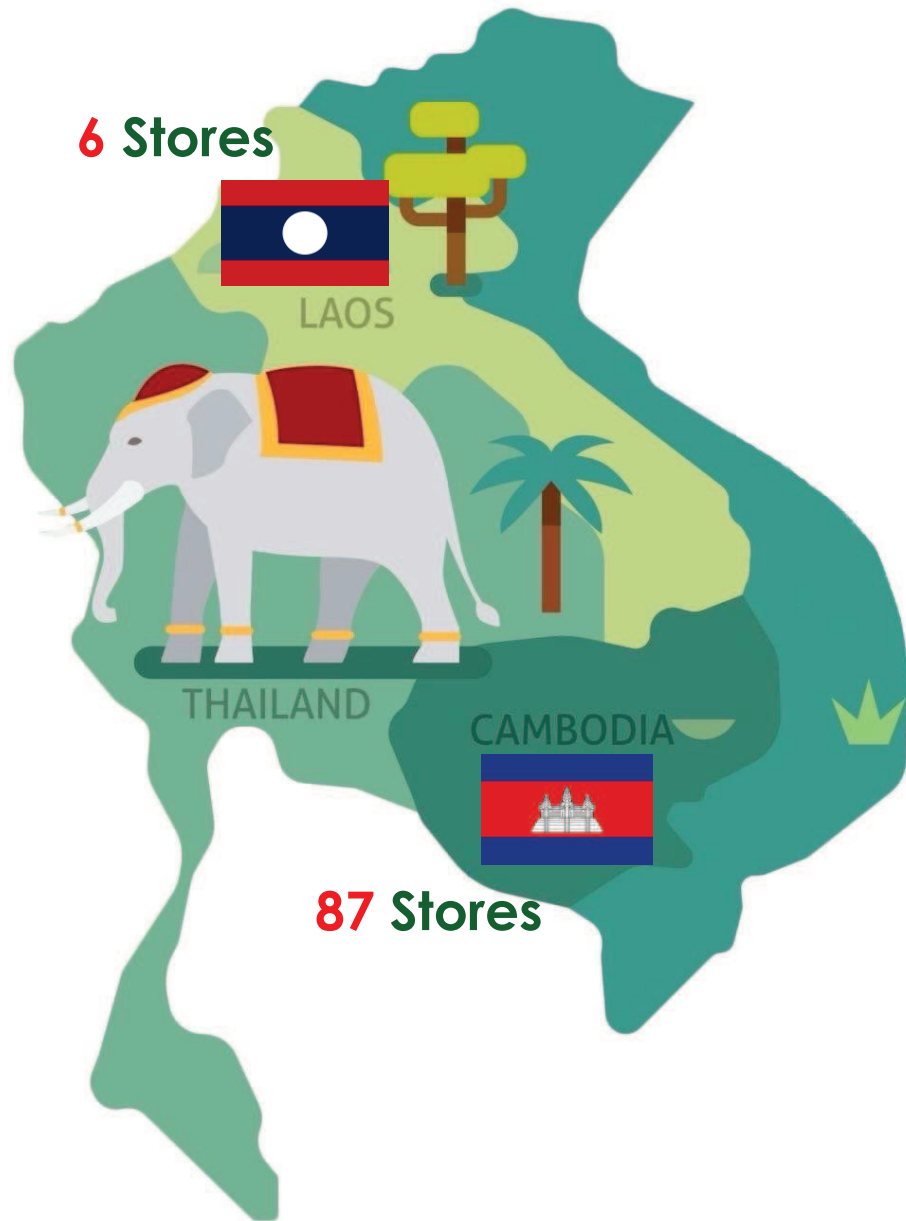
Store Expansion

2019	2020	2021	2022	2023
+724	+720	+702	+704	+707

1Q24	2Q24
+185	+124

International Expansion in 1H24

Discover heartwarming welcome



Same Store Sales Growth

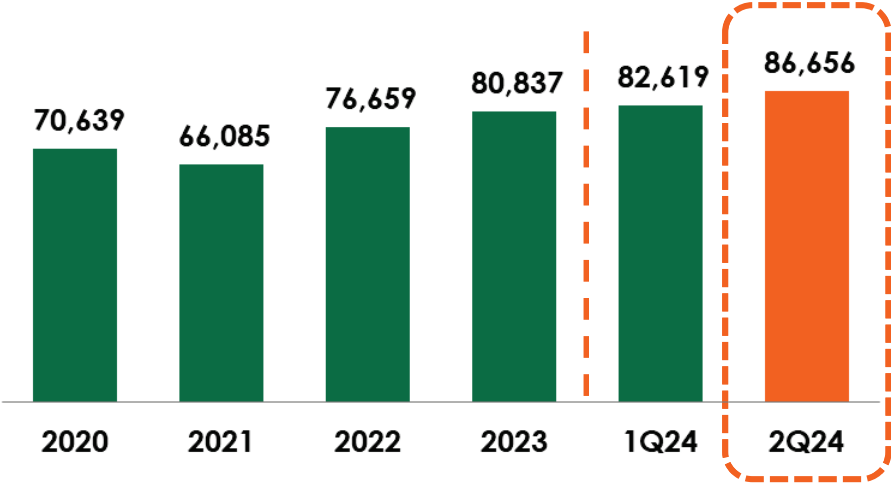
A surge in-store visitors, resulted in robust sales

SSSG (%)

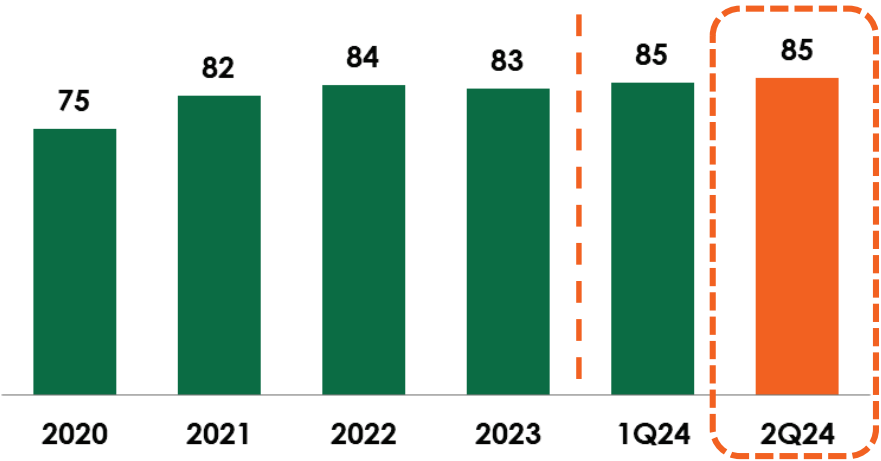
2019	2020	2021	2022
+1.7%	-14.5%	-6.7%	+15.9%

2023	1Q24	2Q24
+5.5%	+4.9%	+3.8%

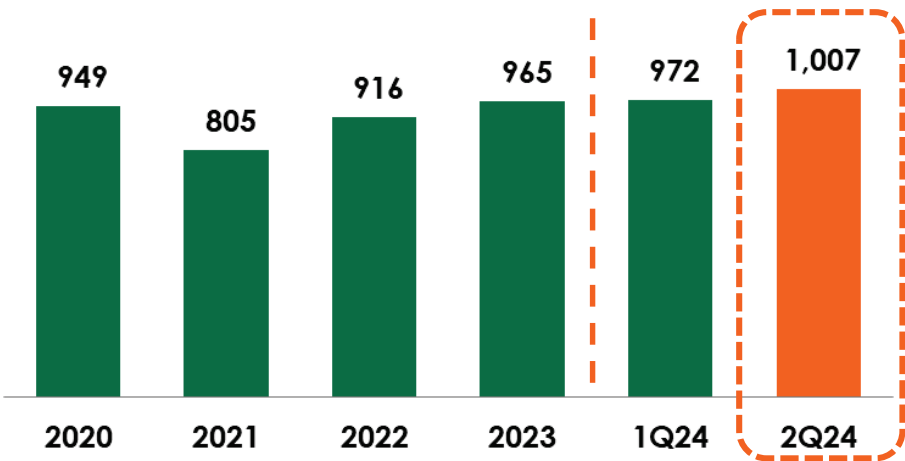
Average daily sales / store (Baht)



Spending per ticket (Baht)



No. of customer/store/day (customers)

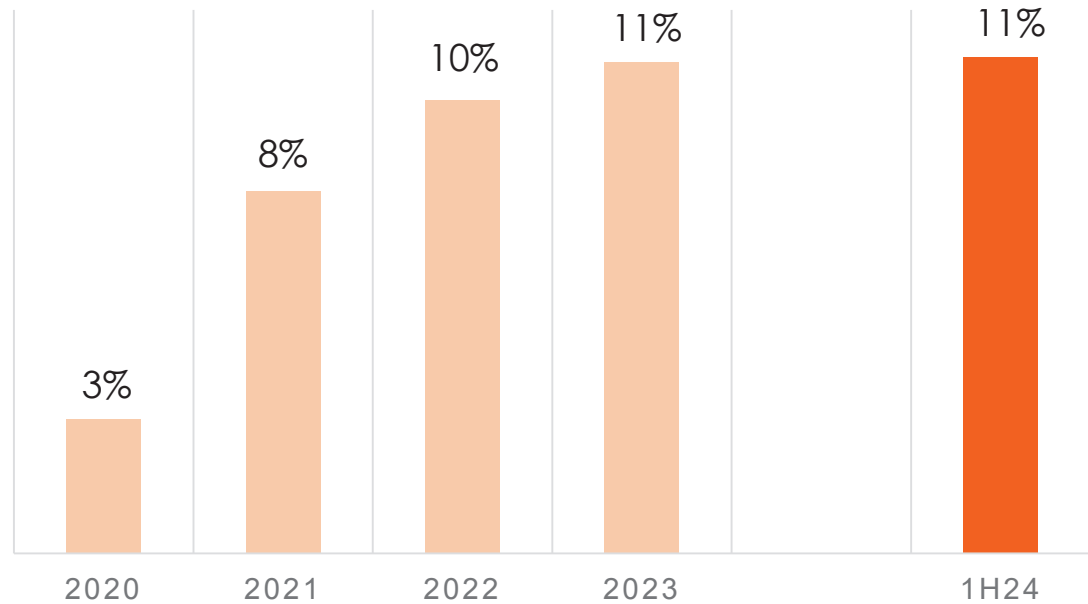


CVS: Offline to Online (O2O)

Represent a strong journey with continuously positive response



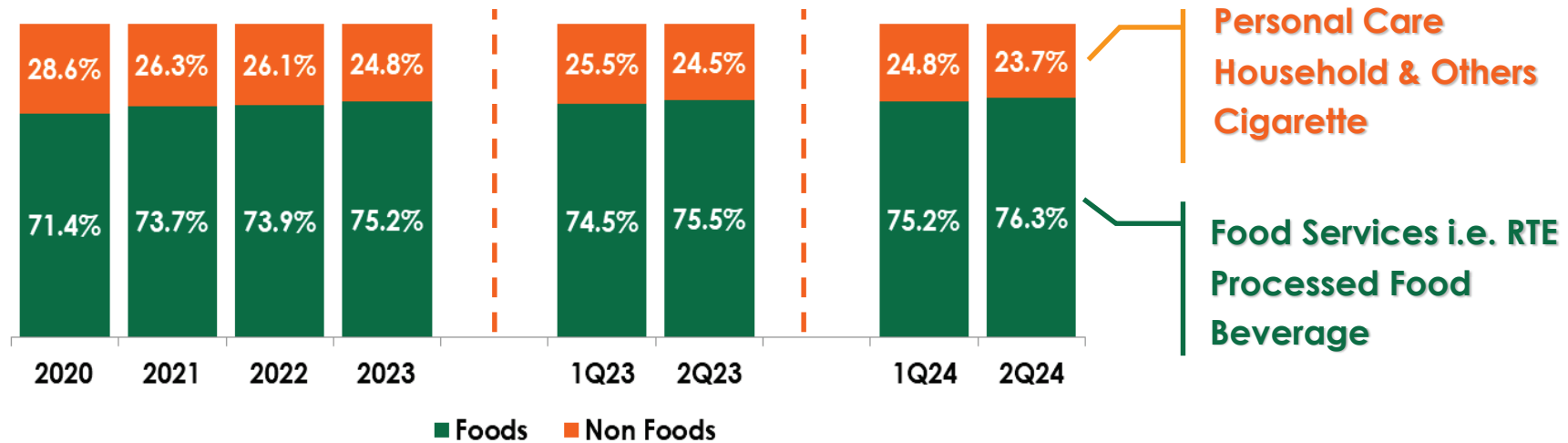
O2O contribution (2020-1H24)



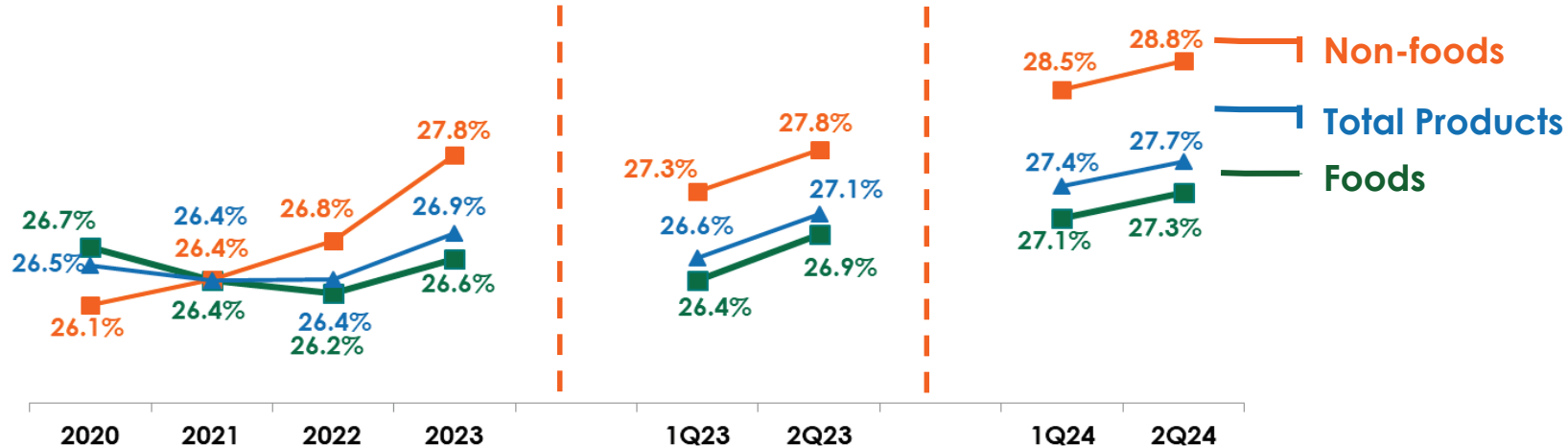
Product Sales Mix and Gross Margin

Managing product mix to enhance margin

Product Sales Mix



Product Margin

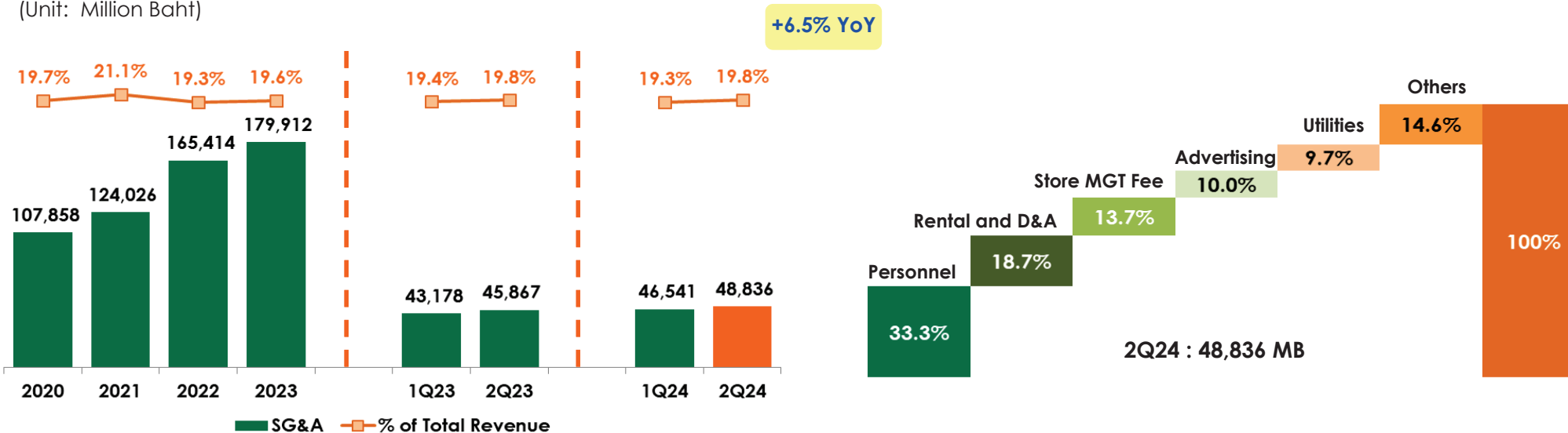


SG&A Expenses

Leverage fixed cost to enhance cost control efficiency

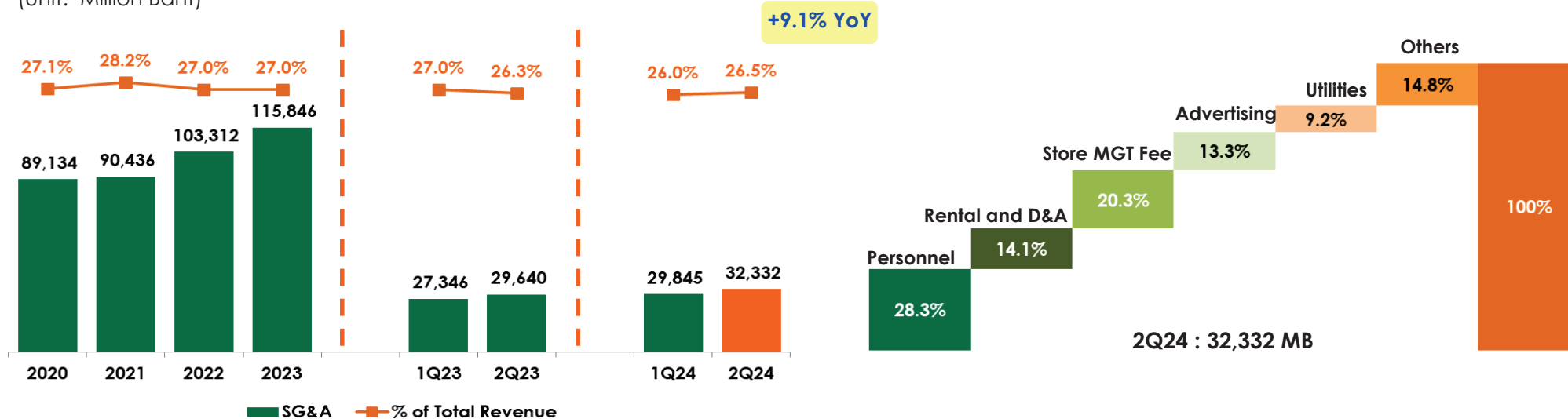
Consolidated SG&A Expense

(Unit: Million Baht)



Company Only SG&A Expense

(Unit: Million Baht)

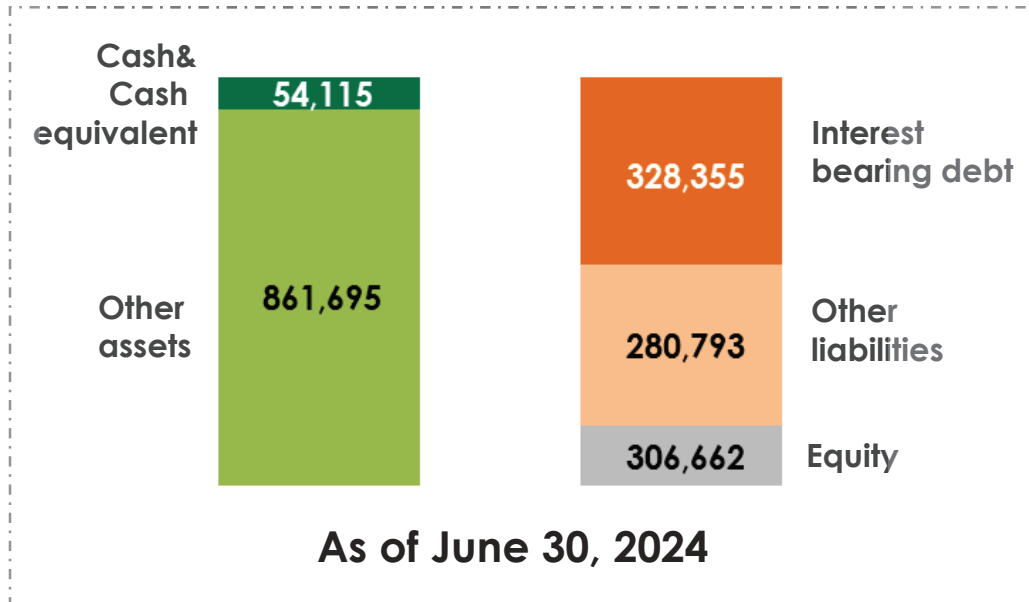


Note: FY21, Others segment in consolidated SG&A included impairment from intangible assets other than goodwill.

** Others are comprised of royalty fee, professional fee and R&D

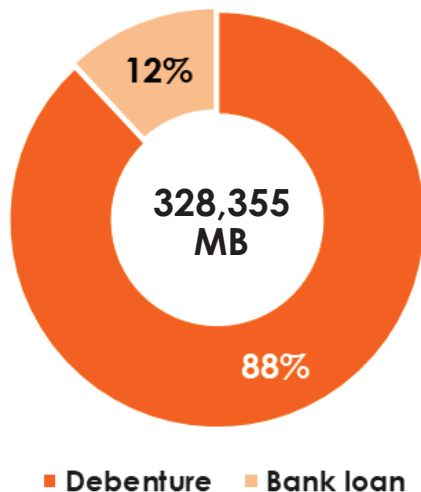
Leverage Ratios

Preserved solid financial ground

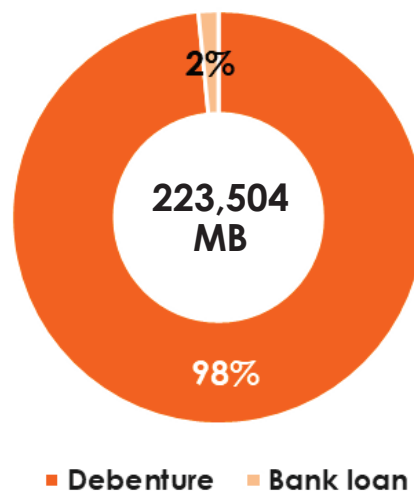


- As of 30 June 2024, CPALL reported consolidated interest bearing debt at amount of Baht **328,355** million.
- Net debt to adjusted equity was at **0.85x** vs bond covenant at 2.0x.
- Average cost of debenture was **around 4%** with average tenor around **5 years**.

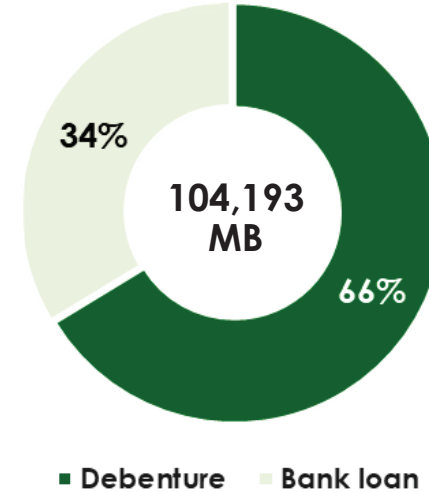
CPALL
(Consolidated)



CPALL
(Company Only)



CPAXT
(Consolidation)



CPALL Q&A

SET Opportunity Day



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