

1Q25 CPALL Results

Opportunity Day



May 2025

Financial Highlights

Another remarkable milestone achieved

1Q25

Consolidated Performance

Total Revenue

252,881

Millions Baht

+4.8% 

Net Profit

7,585

Millions Baht

+20.0% 

GP Margin

22.8

Percent

+7.5% 
amount growth

EBIT Margin

5.7

Percent

+11.7% 
amount growth

Company Only Performance

Total Revenue

121,930

Millions Baht

+6.4% 

Net Profit

6,365


Millions Baht

+3.0% 

GP Margin

29.4

Percent

+10.3% 
amount growth

EBIT Margin

8.0

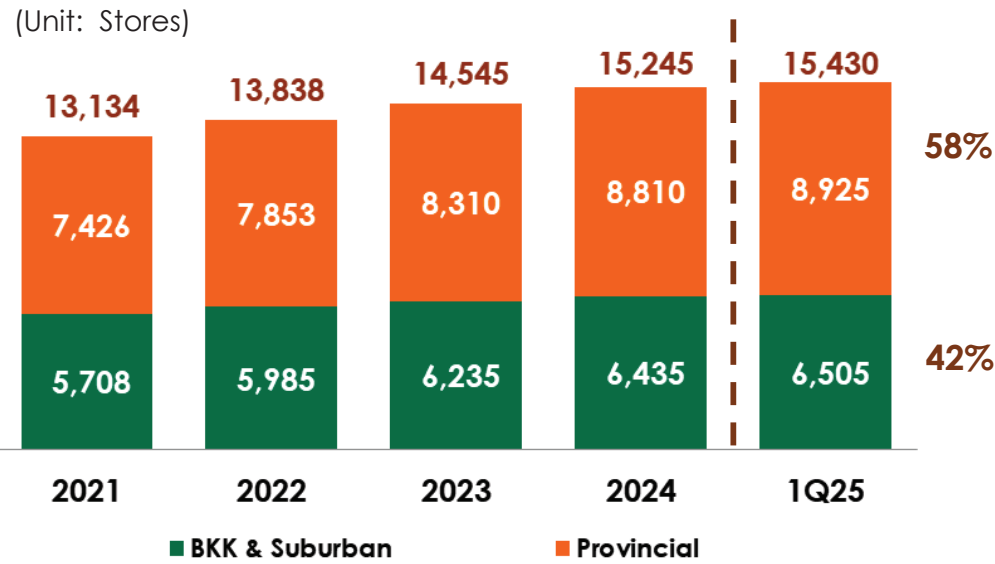
Percent

+4.2% 
amount growth

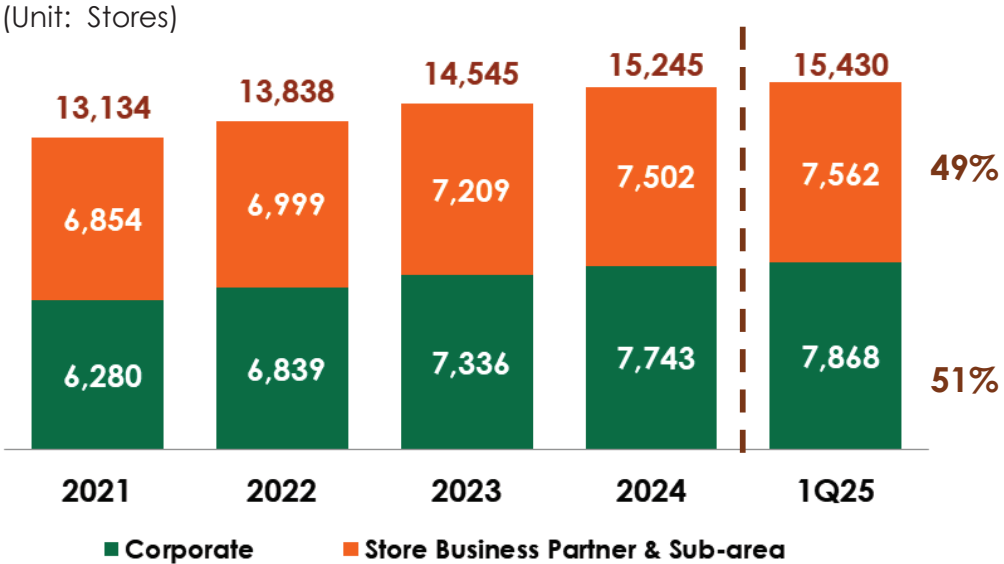
Store Types Breakdown

Ongoing store expansion

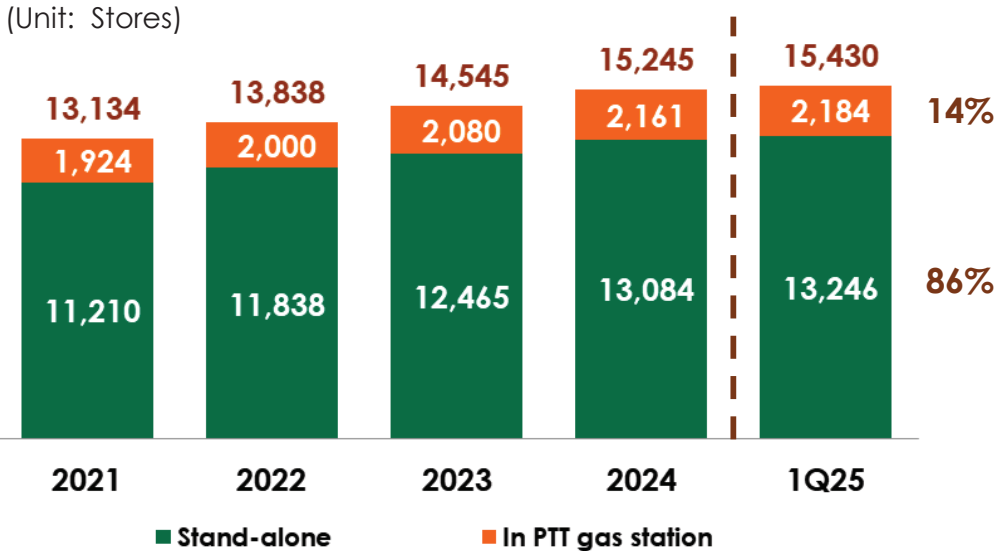
BKK & Suburban / Provincial



Corporate / Store Business Partner & Sub-area



Stand-alone / In PTT gas station



Store Expansion

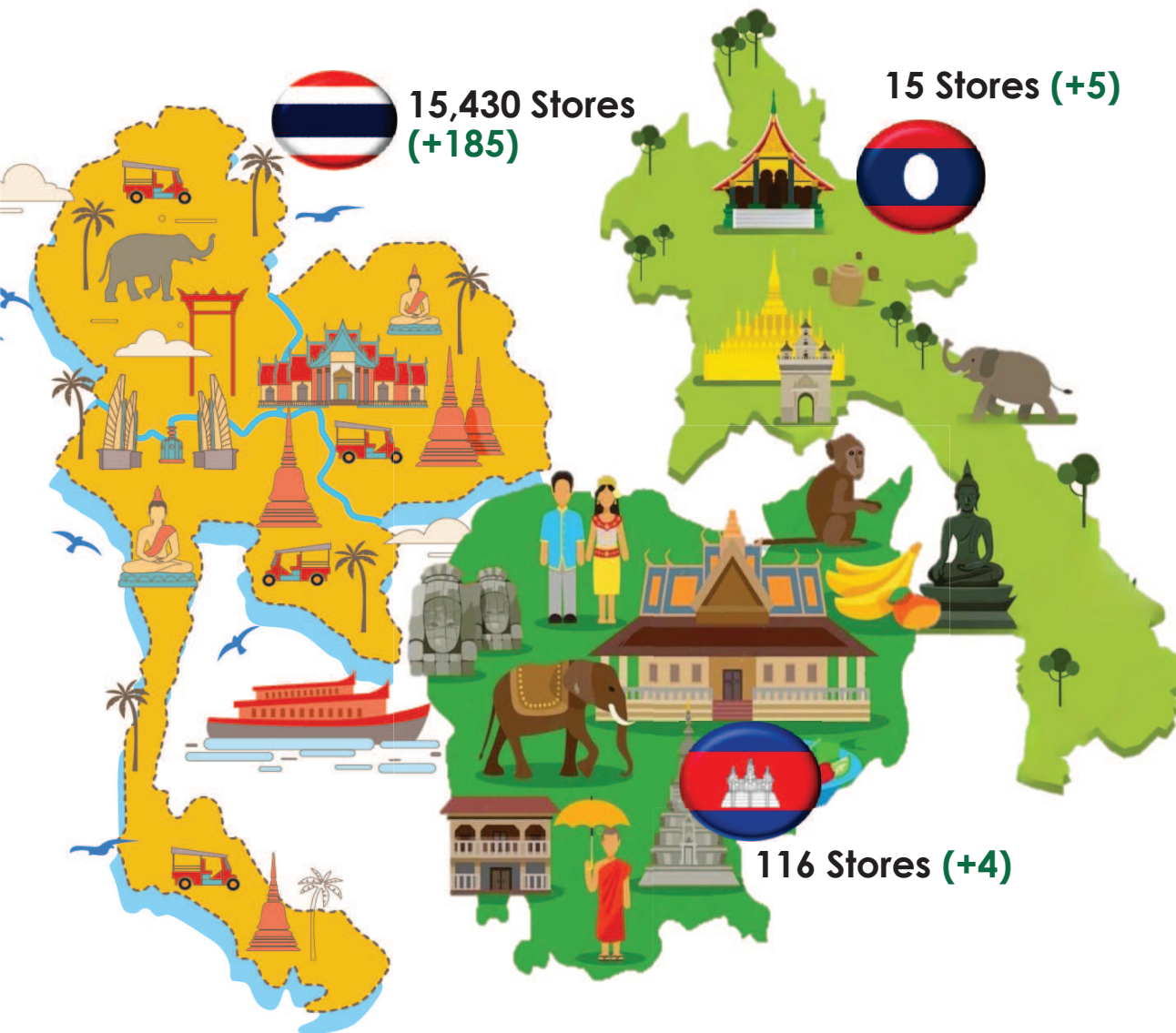
2021	2022	2023	2024
+702	+704	+707	+700

1Q25

+185

International Expansion in 1Q25

Continuity of heartwarming welcome



Same Store Sales Growth

Continued delivering positive SSSG, maintaining strong sales

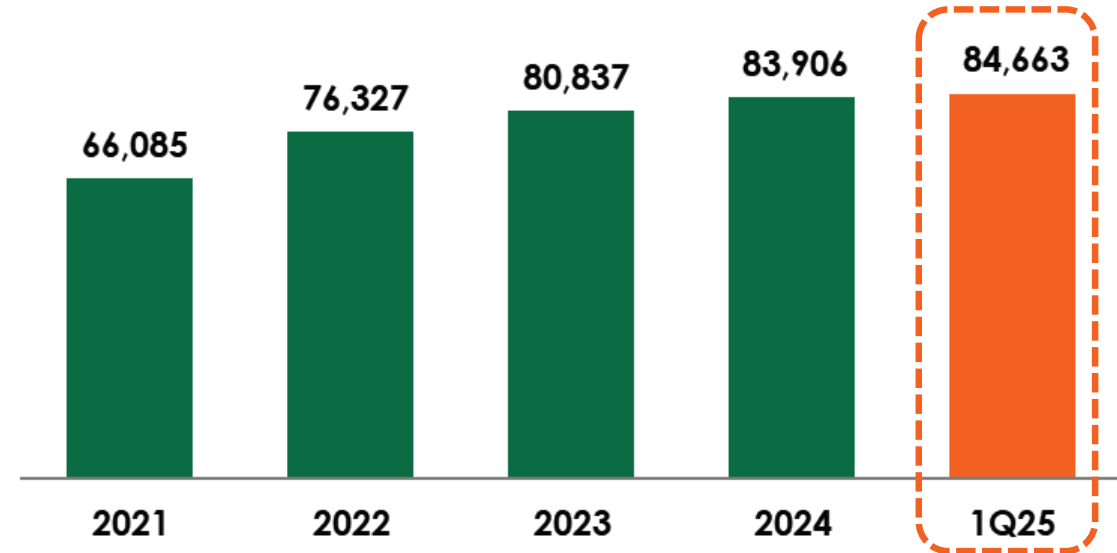
SSSG (%)

2021	2022	2023	2024
-6.7%	+15.9%	+5.5%	+3.8%

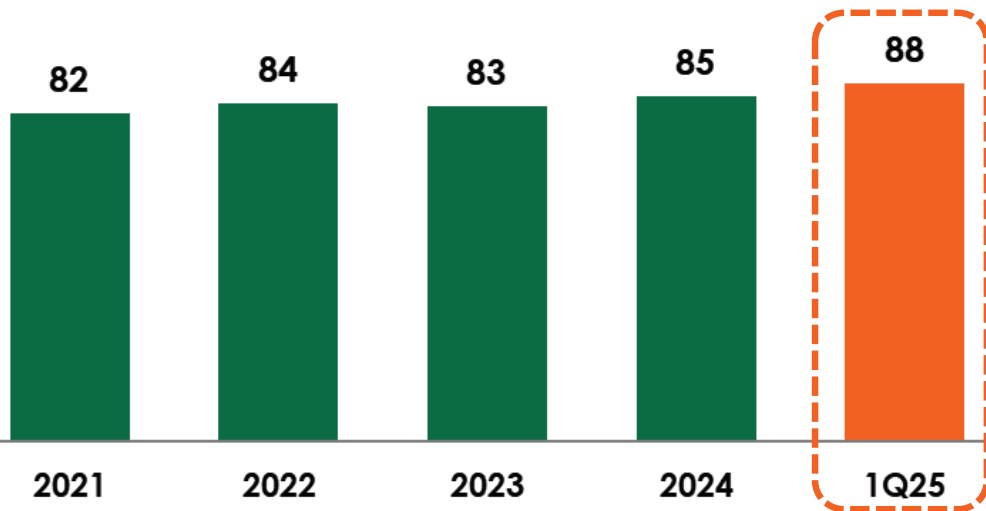
1Q25

+3.0%

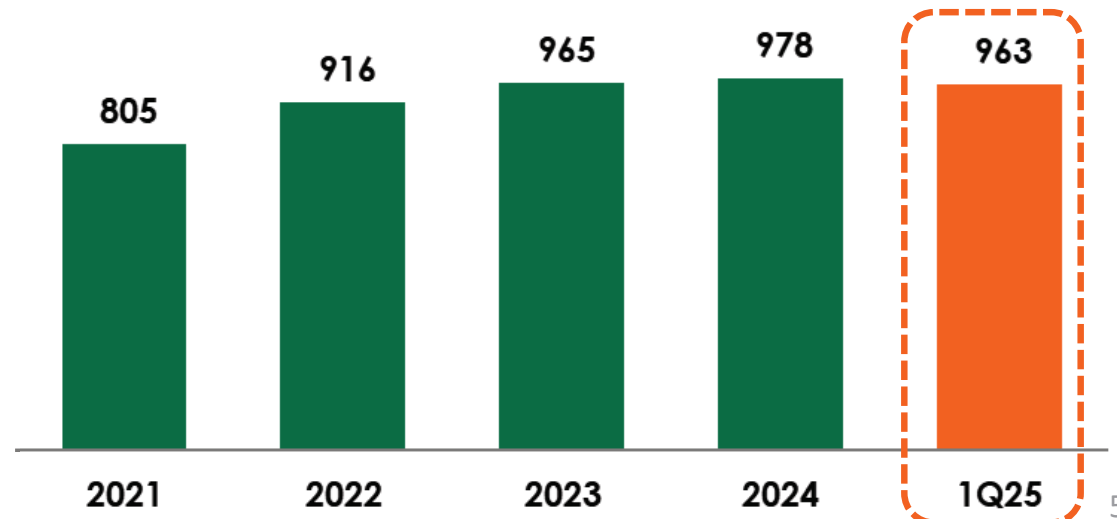
Average daily sales / store (Baht)



Spending per ticket (Baht)



No. of customer/store/day (customers)

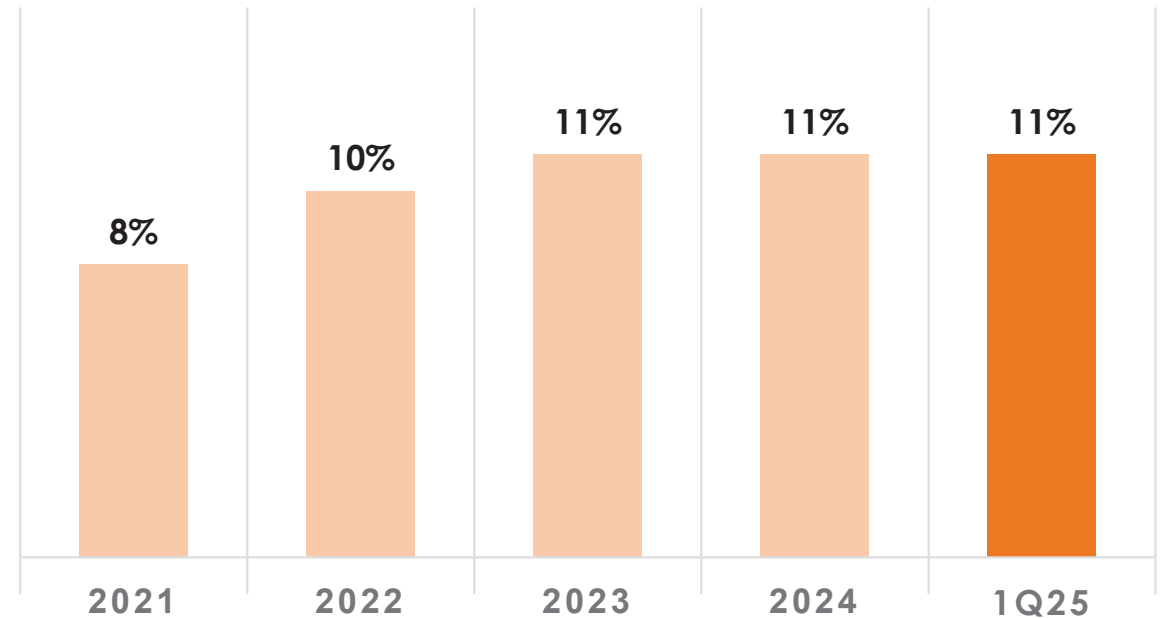


CVS: Offline to Online (O2O)

Demonstrating a strong journey by consistent positive feedback



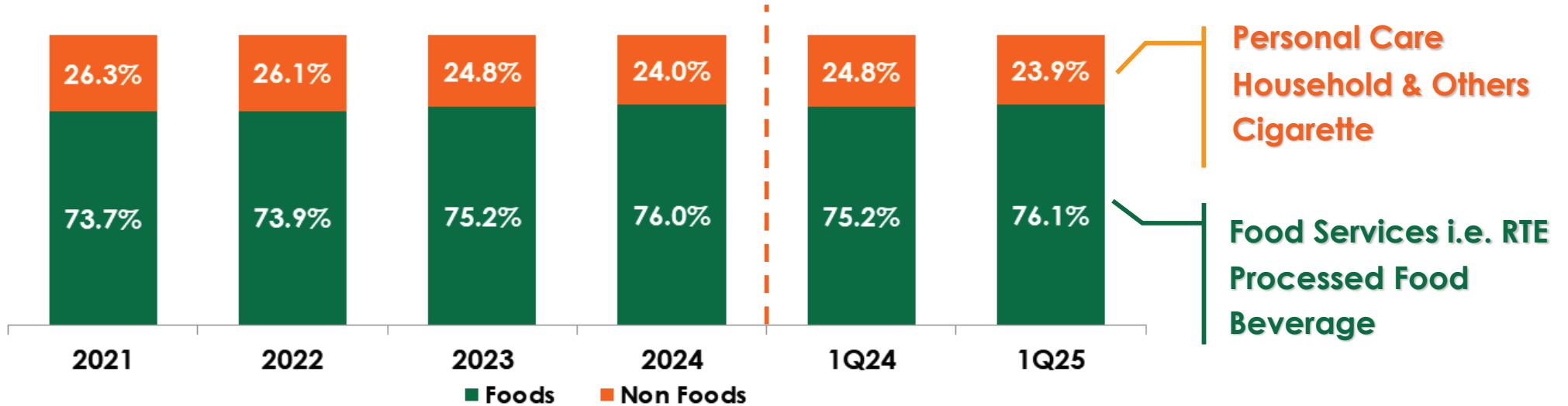
O2O contribution (2021-1Q25)



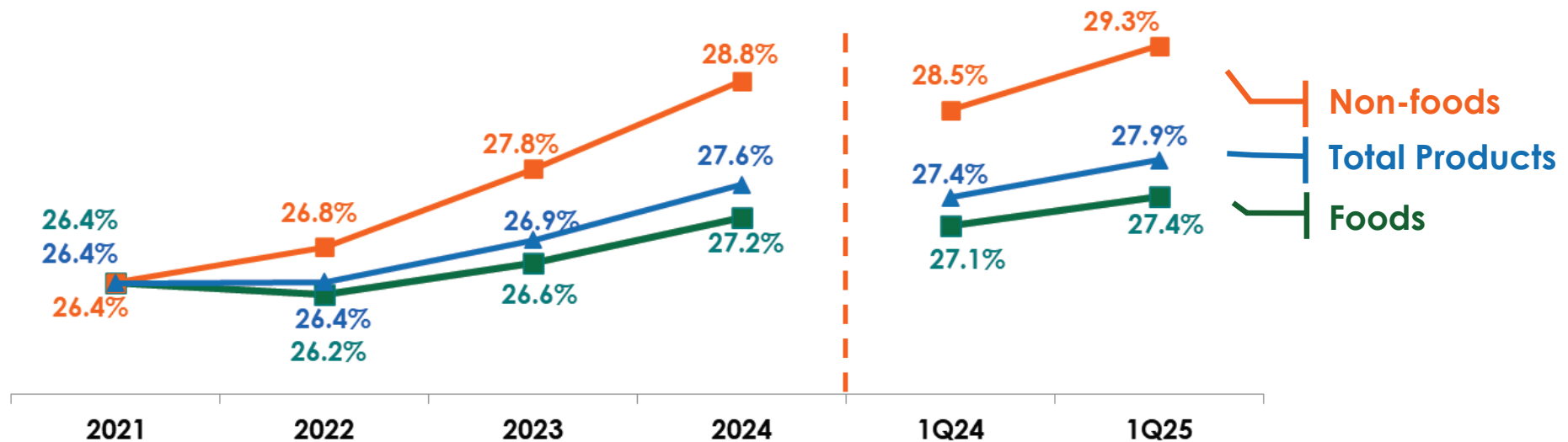
Product Sales Mix and Gross Margin

Strategic Product Mix Management for Margin Enhancement

Product Sales Mix

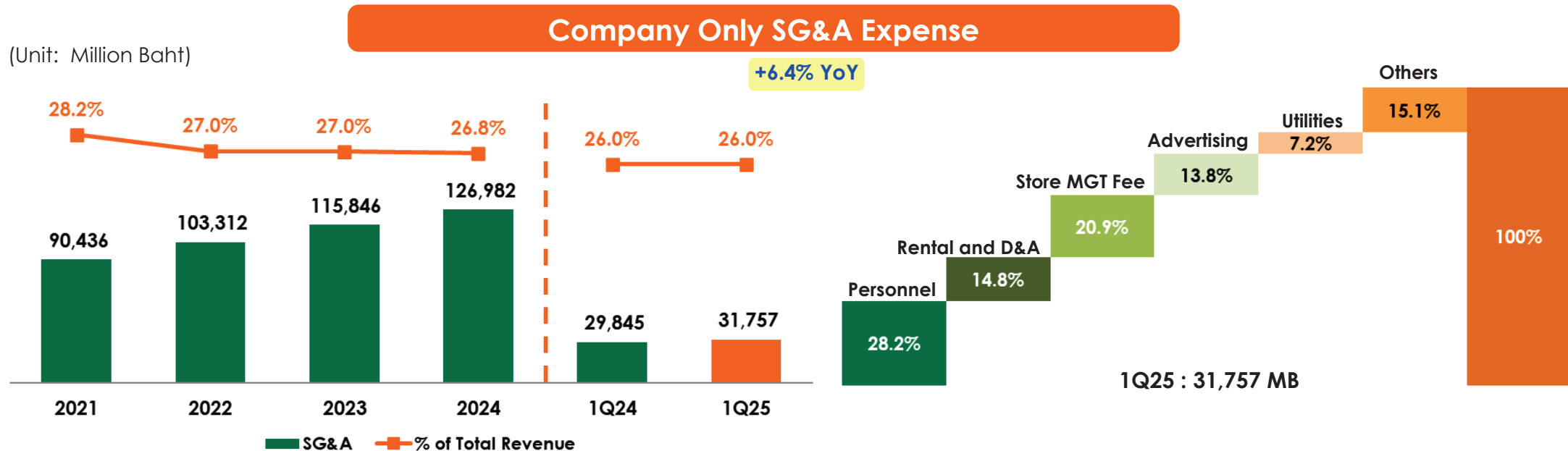
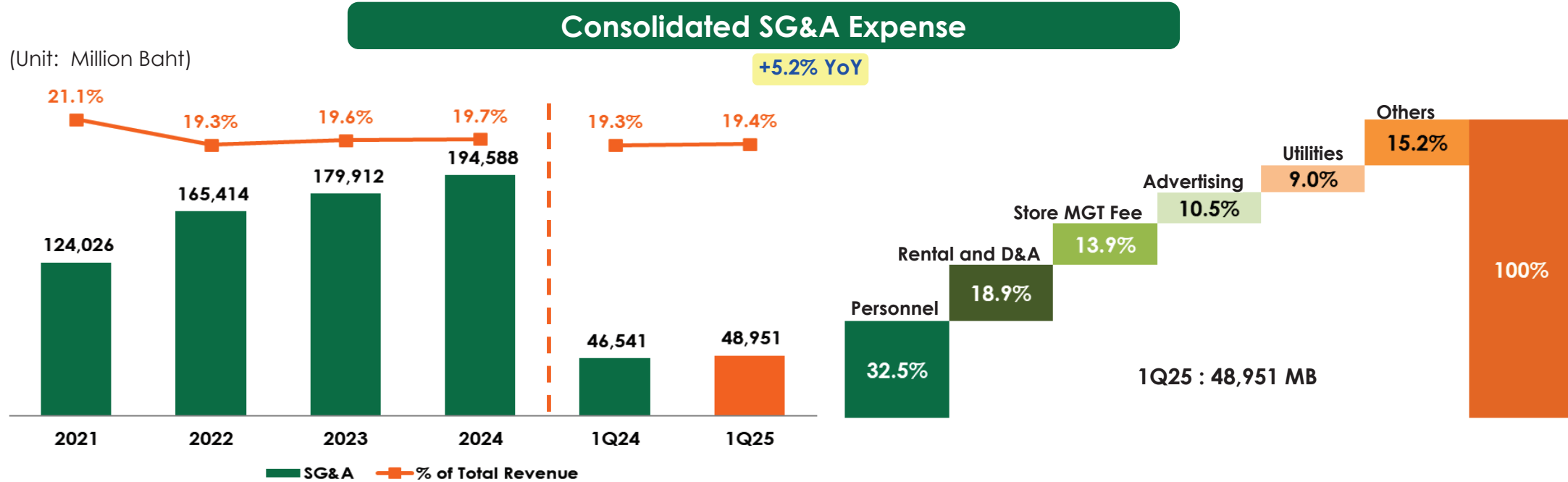


Product Margin



SG&A Expenses

Leverage fixed cost to enhance cost control efficiency



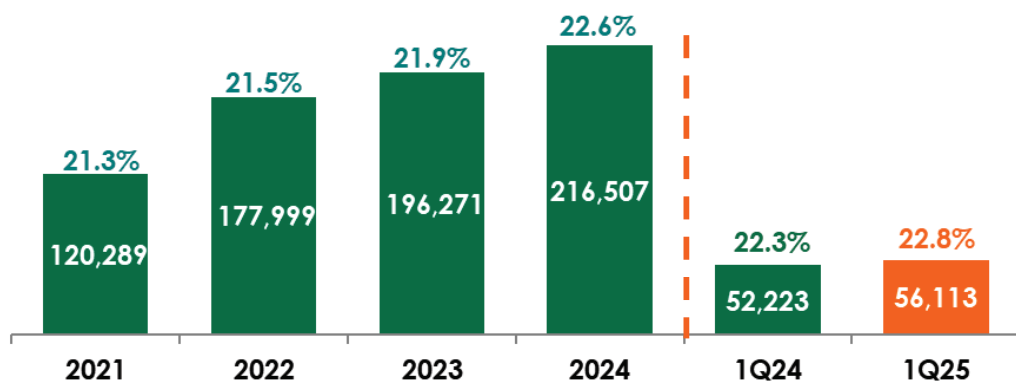
Profitability Ratios – Consolidated

Demonstrate a journey marked by resilient recovery

Gross Profit (Sales & Services)

(Unit: Million Baht)

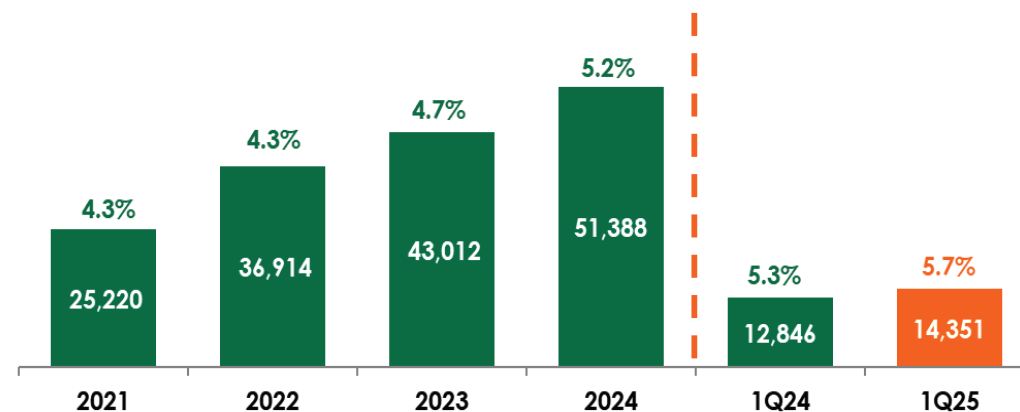
+7.5% YoY



EBIT

(Unit: Million Baht)

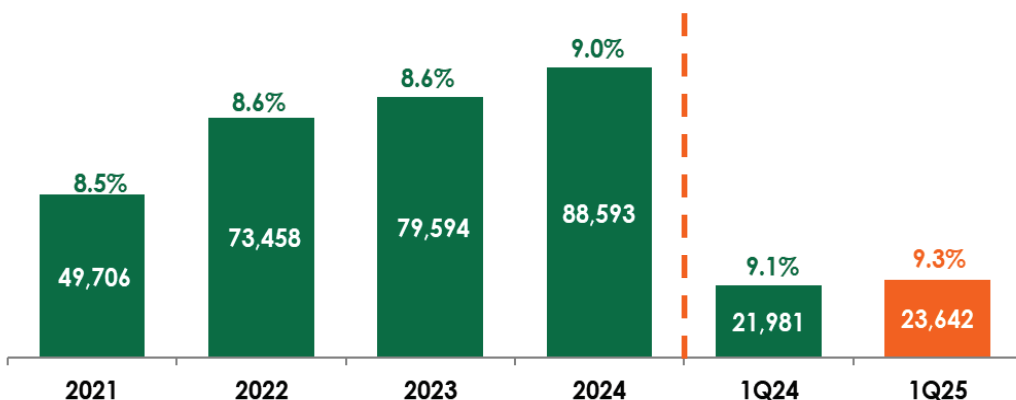
+11.7% YoY



EBITDA

(Unit: Million Baht)

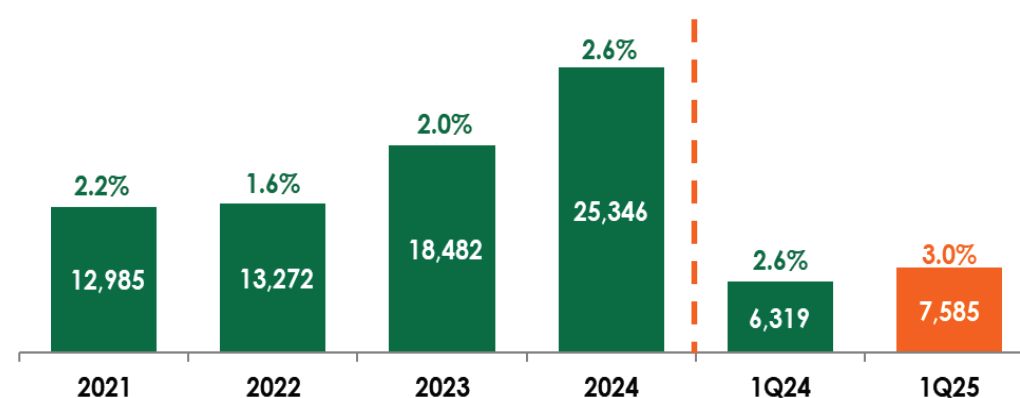
+7.6% YoY



Net Profit

(Unit: Million Baht)

+20.0% YoY



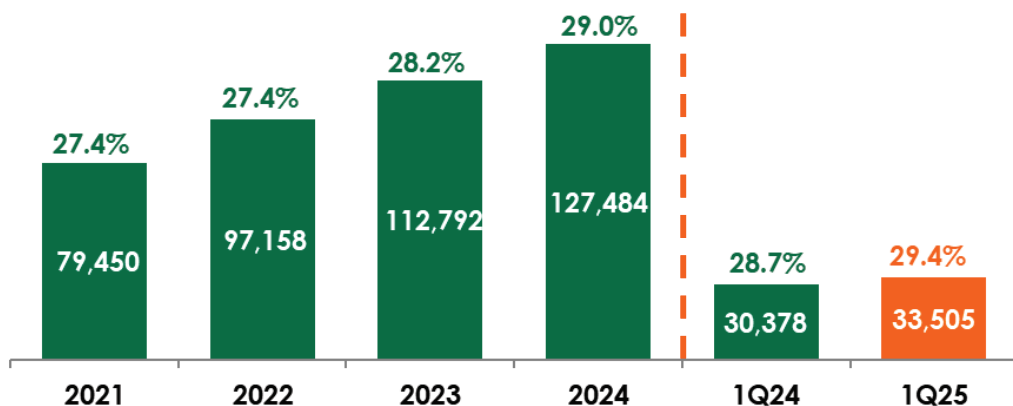
Profitability Ratios – Company Only

Demonstrate a journey marked by resilient recovery

Gross Profit (Sales & Services)

(Unit: Million Baht)

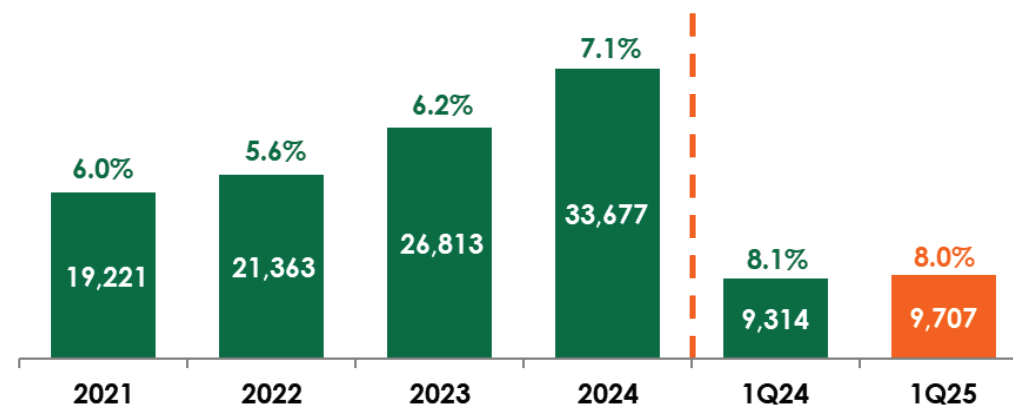
+10.3% YoY



EBIT

(Unit: Million Baht)

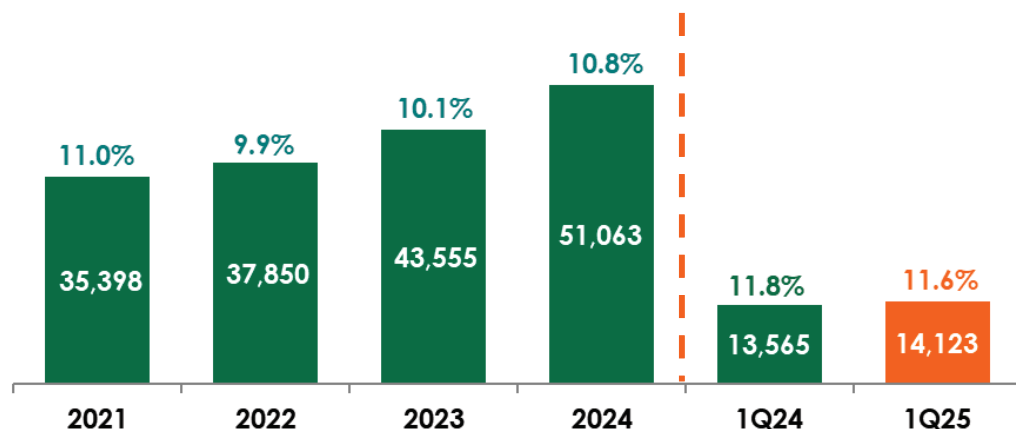
+4.2% YoY



EBITDA

(Unit: Million Baht)

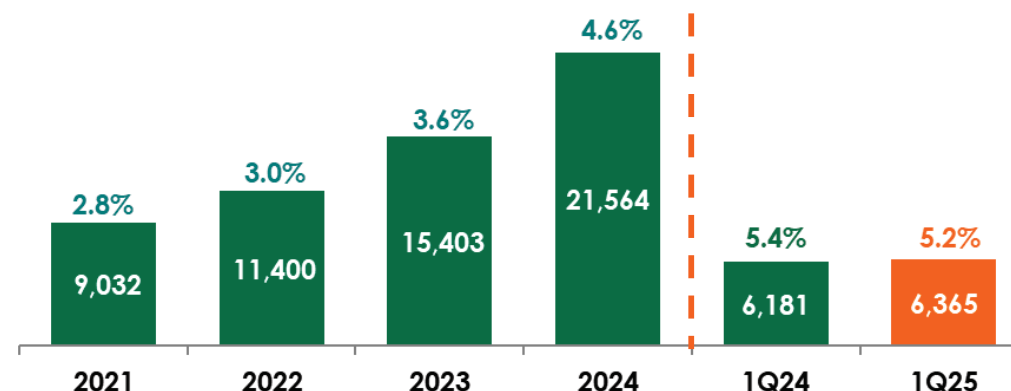
+4.1% YoY



Net Profit

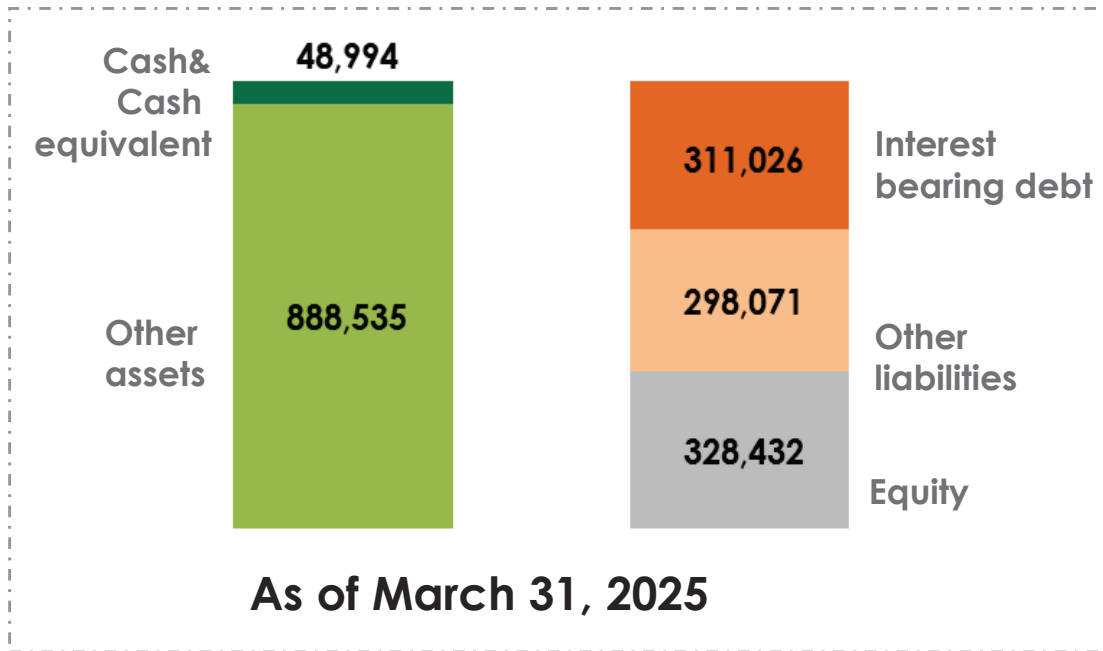
(Unit: Million Baht)

+3.0% YoY



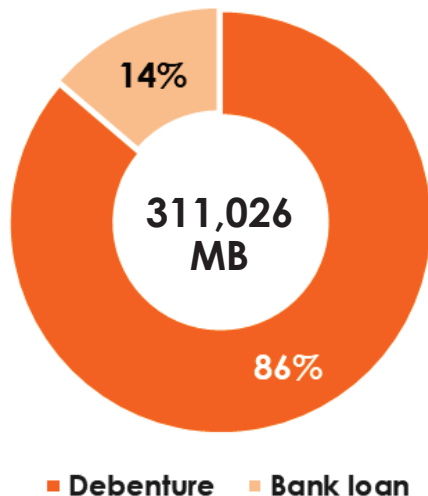
Leverage Ratios

Preserved solid financial ground

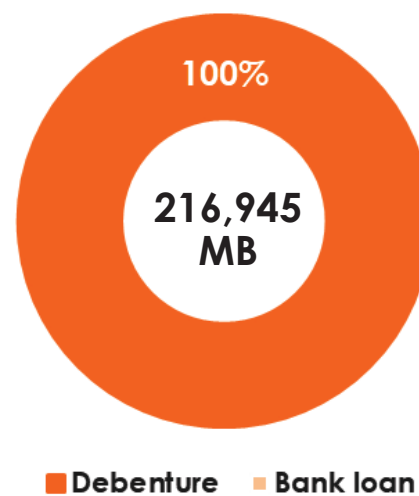


- As of 31 March 2025, CPALL reported consolidated interest bearing debt at amount of Baht **311,026** million.
- Net debt to adjusted equity was at **0.76x** vs bond covenant at 2.0x.
- Average cost of debenture was below **4%** with average tenor around **5 years**.

CPALL
(Consolidated)



CPALL
(Company Only)



CPAXT
(Consolidation)

