

SET ESG Rating Of AA

Outperform · Maintained

Price as of 22 Feb 2024	14.00
12M target price (Bt/shr)	20.60
Unchanged/Revised up(down)(%)	Unchanged
Upside/downside (%)	47.1

Key messages

MAJOR reported a better-than-expected 4Q23 net profit of Bt335mn (+340% YoY, +221% QoQ), beating our forecast by 15% and the street by 14%. The full-year net profit was 9% above our forecast. The company announced a 2H23 DPS of Bt0.15 (full-year yield of 4.6%) with XD on Apr 9. We maintain a rating of Outperform with an unchanged 2024 target price of Bt20.60 (DCF).

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Major Cineplex Group (MAJOR.BK/MAJOR TB)

4Q23 earnings review: Beat our forecast

Event

MAJOR reported a 4Q23 net profit of Bt335mn (+340% YoY, +221% QoQ). The result was 15% above our forecast and 14% above the market consensus. The 2023 net proft was Bt1.0bn (+313% YoY), which was 9% above our forecast.

Impact

Beat expectation on higher revenue and GPM

Earnings beat our estimate due to i) higher-than-expected revenue, and ii) better than expected GPM of 39.1% (vs. our forecast of 38.1%). The strong earnings growth YoY and QoQ was thanks to robust revenue growth and improving margin.

Solid revenue improvement

Revenue was better than our forecast and came in at Bt2.9bn (+54% YoY, +69% QoQ) for 4Q23, beating expectations in all revenue segments, and Bt8.6bn (+34% YoY) in 2023. With the popularity of Thai movies, cinema revenues (ticket and concession sales) grew robustly to Bt2.4bn (+67% YoY, +91% QoQ) in 4Q23 and to Bt6.7bn (+35% YoY) in 2023. Advertising income also improved to Bt271mn (+21% YoY, +2% QoQ) in 4Q23, aligning with higher guest counts, and to Bt974mn (+43% YoY) in 2023.

GPM was better than expected at 39.1%

Given the solid revenue growth, MAJOR's 4Q23 gross margin improved YoY and QoQ to 39.1% (higher than our forecast). This put 2023 GPM at 33.5%. SG&A expenses was inline with our estimate and increased YoY and QoQ in 4Q23 mainly from personnel and promotional expenses, The 4Q23 SG&A/sales ratio was at 24.4% in 4Q23 (vs. 31.9% in 4Q22 and 23.1% in 3Q23) and 25.4% in 2023.

Approved a 2H23 dividend of Bt0.15/share

The company's board approved a cash dividend of Bt0.15/share for the 2H23 operating period, implying a full-year dividend yield of 4.6% at the current share price (including Bt0.5/share in 1H23). XD on Apr 9 and payment on Apr 30.

Valuation & action

We maintain a rating of Outperform on the counter with a 2024 target price of Bt20.60 (DCF, WACC 7.6%, terminal growth 0.5%).

Risks

Lower-than-expected cinema and advertising revenues.

Figure 1: MAJOR's 4Q23 and 2023 earnings review

Bt mn	4Q23	4Q22	YoY (%)	3Q23	QoQ (%)	2023	2022	YoY (%)	Comments
Revenue	2,937	1,902	54.4	1,741	68.7	8,551	6,388	33.9	3% higher than our estimate
Gross Profit	1,148	668	71.7	505	127.3	2,868	1,777	61.4	
SG&A	(718)	(607)	18.3	(521)	37.8	(2, 169)	(1,725)	25.7	In-line with our estimate
Operating Profit	430	61	601.1	(16)	NM	699	51	1,257.0	
Operating EBITDA	744	391	90.2	296	151.0	1,919	1,363	41	
Other inc/exp	62	91	(31.7)	88	(29.3)	287	421	(31.8)	
Pre-tax Profit	463	98	369.9	83	459.3	1,314	320	310.1	
Current taxation	(100)	(17)	474.2	77	NM	(75)	(51)	46.1	
Net Profit	335	76	340.1	104	220.8	1,042	252	313.1	
EPS (Bt)	0.37	0.09	340.1	0.12	220.8	1.16	0.28	313.1	
Core Profit	335	76	340.6	20	1,599.8	611	215	183.5	
Key factors	4Q23	4Q22	YoY (ppts)	2Q23	QoQ (ppts)	2023	2022	YoY (ppts)	
Gross margin (%)	39.1	35.1	3.9	32.9	6.2	33.5	27.8	5.7	1ppts better than our estimate
SG&A/sales (%)	24.4	31.9	(7.5)	23.1	1.4	25.4	27.0	(1.6)	

Source: KGI Securities Research



Company's ESG details

Environment

- > The company developed business and subsidiary agencies to be green business emphasizing on environmental conservation under the operation which least affect the environment to ensure compliance with the target on sustainable business development such as utilization of environmental friendly materials, and also promote and create consciousness to personnel at all levels to become more aware of environmental conservation.
- In 2022, MAJOR undertook to use paper bags in place of biodegradable plastic bags starting from 2020. In the previous year, over 605,000 paper bags were used, reducing the cost thereof up to Bt90,705 by changing from original plastic bags to paper bags.
- > The company replaced a total of 5,452 light bulbs in 2022 and also determined KPI to control energy consumption in each year as well as the goal to reduce energy use when compared with total energy consumption of 38,500 MW in 2016. According to the 2022 operation results, the company consumed 34.15 million Units of electric power, which achieved the established goal.
- The company's long-term goal (2021-2026) for reduction of greenhouse gas emissions by setting a goal to reduce accumulated greenhouse gas emissions by 5,000 tons carbon-dioxide equivalent within 5 years from 2020. In 2022, MAJOR succeeded in reducing greenhouse gas emissions to 17,052 carbon-dioxide equivalent, 12% decreasing from that in 2016.

Social

- In determining policy and practices on social management in business operation process, the company emphasized on compliance with laws, rules and regulations governing social management including the respect for human rights by taking sufficient economy principles and international sustainability standards, i.e. Global Sustainable Development Goals (UN SDGs) into consideration to determine relevant policies for all-round social management, concurrently in respect of impact mitigation and environmental and social assistance, i.e. policy on human rights, policy on safety, stability, occupational health, the environment and energy, policy on business supervision, prevention and counter-corruption, care for personnel, customers, business etiquettes, including survey on opinions and expectations of stakeholders, for development of works and activities responding to stakeholders' expectation with key practices adopted by the Company as guidelines for organizational stability assessment.
- MAJOR was aware of social responsibility in respect of human rights and took action to support career building for disabled persons, i.e. a project on allocation of spaces for disabled persons to sell lotteries and a project on Office Syndrome relieving massage by disabled persons, with total value of over Bt1.27mn per year for such undertakings. In 2022, the company arranged to have conducted thorough examination on human rights. However, it was found from current monitoring on human rights that there was no complaint on human right infringement in 2022.
- In 2022, MAJOR and Major Care Foundation spent Bt2.6mn, covering budgets supporting the activities for the society, volunteering personnel participating in the activities, donations as well as administrative costs of the various projects.

Governance

> MAJOR maintains annual "Excellent" CG scoring From Thai Institute of Directors Association (IOD).

Source: Company data, KGI Securities Research



SET ESG Ratings

Stock	Company name	SET ESG Ratings	Stock	Company name	SET ESG Ratings
ADVANC	ADVANCED INFO SERVICE	AAA	KTC	KRUNGTHAI CARD	AAA
AMATA	AMATA CORPORATION	AAA	LH	LAND AND HOUSES	Α
AOT	AIRPORTS OF THAILAND	Α	MAJOR	MAJOR CINEPLEX GROUP	AA
AP	AP (THAILAND)	AA	MEGA	MEGA LIFESCIENCES	Α
BAFS	BANGKOK AVIATION FUEL SERVICES PCL.	AA	MINT	MINOR INTERNATIONAL	AA
BAM	BANGKOK COMMERCIAL ASSET MANAGEMEN	AA	MTC	MUANGTHAI CAPITAL	Α
BANPU	BANPU	AAA	OR	PTT OIL AND RETAIL BUSINESS	AAA
BBGI	BBGI	AA	ORI	ORIGIN PROPERTY	AA
BBL	BANGKOK BANK	AA	OSP	OSOTSPA	AA
всн	BANGKOK CHAIN HOSPITAL	AA	PLANB	PLAN B MEDIA	AA
ВСР	BANGCHAK CORPORATION	AAA	PSH	PRUKSA HOLDING	BBB
BCPG	BCPG	AA	PTT	PTT	AAA
BDMS	BANGKOK DUSIT MEDICAL SERVICES	AA	PTTEP	PTT EXPLORATION AND PRODUCTION	AAA
BEM	BANGKOK EXPRESSWAY AND METRO	AA	PTTGC	PTT GLOBAL CHEMICAL	AAA
BGRIM	B.GRIMM POWER	AAA	RATCH	RATCH GROUP	AA
BPP	BANPU POWER	AAA	RBF	R&B FOOD SUPPLY	BBB
BTS	BTS GROUP HOLDINGS	AA	SAK	SAKSIAM LEASING	Α
CBG	CARABAO GROUP	Α	SAPPE	SAPPE	BBB
CENTEL	CENTRAL PLAZA HOTEL	Α	SAT	SOMBOON ADVANCE TECHNOLOGY	AA
CK	CH. KARNCHANG	Α	SAWAD	SRISAWAD CORPORATION	BBB
CKP	CK POWER	AAA	SCB	SCB X	AA
сом7	COM7	Α	SCC	THE SIAM CEMENT	AAA
CPALL	CP ALL	AAA	SCCC	SIAM CITY CEMENT	AA
CPAXT	CP AXTRA	AAA	SCGP	SCG PACKAGING	AAA
CPF	CHAROEN POKPHAND FOODS	AAA	SHR	S HOTELS AND RESORTS	Α
CPN	CENTRAL PATTANA	AA	SICT	SILICON CRAFT TECHNOLOGY	Α
EGCO	ELECTRICITY GENERATING	AA	SMPC	SAHAMITR PRESSURE CONTAINER	AA
ERW	THE ERAWAN GROUP	Α	SNC	SNC FORMER	Α
GFPT	GFPT	BBB	SPALI	SUPALAI	AA
	SIAM GLOBAL HOUSE	AA	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION	Α
GPSC	GLOBAL POWER SYNERGY	AA	STGT	SRI TRANG GLOVES (THAILAND)	AAA
GULF	GULF ENERGY DEVELOPMENT	AA	TCAP	THANACHART CAPITAL	Α
HANA	HANA MICROELECTRONICS	AA	TFG	THAIFOODS GROUP	Α
HENG	HENG LEASING AND CAPITAL	Α	THCOM	THAICOM	AAA
HMPRO	HOME PRODUCT CENTER	AA	TISCO	TISCO FINANCIAL GROUP	AAA
INTUCH	INTOUCH HOLDINGS	AA	TOP	THAI OIL	AAA
IRPC	IRPC	AA	TTB	TMBTHANACHART BANK	AA
IVL	INDORAMA VENTURES	AA	UBE	UBON BIO ETHANOL	Α
KBANK	KASIKORNBANK	AAA	VGI	VGI	AA
KEX	KERRY EXPRESS (THAILAND)	BBB	WHA	WHA CORPORATION	AAA
KKP	KIATNAKIN PHATRA BANK	BBB	WHAUP	WHA UTILITIES AND POWER	AAA
KTB	KRUNG THAI BANK	AAA	ZEN	ZEN CORPORATION GROUP	AA

Source: www.setsustainability.com

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, KGI Securities (Thailand) Public Company Limited (KGI)does not confirm, verify, or certify the accuracy and completeness of the assessment result.



Corporate Governance Report of Thai Listed Companies

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Companies with Excellent CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	GLOBAL	SIAM GLOBAL HOUSE	RATCH	RATCH GROUP
ADVANC	ADVANCED INFO SERVICE	GPSC	GLOBAL POWER SYNERGY	RBF	R&B FOOD SUPPLY
AMA	AMA MARINE	GULF	GULF ENERGY DEVELOPMENT	SAT	SOMBOON ADVANCE TECHNOLOGY
AMATA	AMATA CORPORATION	HANA	HANA MICROELECTRONICS	SCB	SCB X
ANAN	ANANDA DEVELOPMENT	HENG	HENG LEASING AND CAPITAL	SCC	THE SIAM CEMENT
AOT	AIRPORTS OF THAILAND	HMPRO		SCCC	SIAM CITY CEMENT
AP	AP (THAILAND)	INTUCH	INTOUCH HOLDINGS	SCGP	SCG PACKAGING
BAFS	BANGKOK AVIATION FUEL SERVICES PCL.	IRPC	IRPC	SEAFCO	SEAFCO
BAM	BANGKOK COMMERCIAL ASSET MANAGEMEN	IVL		SHR	S HOTELS AND RESORTS
BANPU	BANPU	KBANK		SICT	SILICON CRAFT TECHNOLOGY
BBL	BANGKOK BANK	KCE		SMPC	Sahamitr Pressure Container
BCP		KEX	(SNC	SNC FORMER
BCPG	BCPG	KKP		SPALI	SUPALAI
BDMS		KTB		SPRC	STAR PETROLEUM REFINING
BEM		KTC		STEC	Sino-thai engineering and construction
BGRIM	B.GRIMM POWER	LPN		STGT	SRI TRANG GLOVES (THAILAND)
BPP	BANPU POWER	MAJOR		SUN	SUNSWEET
BTS		MBK		SVI	SVI
CENTEL		MINT		TACC	T.A.C. CONSUMER
CK		MTC		TCAP	THANACHART CAPITAL
CKP		OR		THCOM	THAICOM
COM7	COM7	ORI		TISCO	TISCO FINANCIAL GROUP
CPALL		OSP		TKN	TAOKAENOI FOOD & MARKETING
CPAXT		PLANB		TOP	THAI OIL
CPF		PSH		TTB	TMBTHANACHART BANK
CPN		PTG		TU	THAI UNION GROUP
	,	PTT		VGI	VGI
		PTTEP		WHA	WHA CORPORATION
		PTTGC		WHAUP	
GFPT		PYLON	l -	ZEN	ZEN CORPORATION GROUP
GGC	GLOBAL GREEN CHEMICALS	QH	QUALITY HOUSES		

Companies with Very Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AEONTS	AEON THANA SINSAP (THAILAND)	JMT	JMT NETWORK SERVICES	SFT	SHRINKFLEX (THAILAND)
BCH	BANGKOK CHAIN HOSPITAL	LH	LAND AND HOUSES	SINGER	SINGER THAILAND
BEC	BEC WORLD	M	MK RESTAURANT GROUP	SMD	SAINTMED
BH	BUMRUNGRAD HOSPITAL	MEGA	MEGA LIFESCIENCES	SNNP	SRINANAPORN MARKETING
CBG	CARABAO GROUP	NETBAY	NETBAY	SPA	SIAM WELLNESS GROUP
CHG	CHULARAT HOSPITAL	PJW	Panjawattana Plastic	TFG	THAIFOODS GROUP
ERW	THE ERAWAN GROUP	SAK	SAKSIAM LEASING	TIDLOR	NGERN TID LOR
ESSO	ESSO (THAILAND)	SAPPE	SAPPE	TNP	THANAPIRIYA
HUMAN	HUMANICA	SAWAD	SRISAWAD CORPORATION	UBE	UBON BIO ETHANOL
IIG	I&I GROUP	SFLEX	STARFLEX	хо	EXOTIC FOOD



Companies with Good CG Scoring

Stock	Company name	Stock	Company name	Stock	Company name
AU	AFTER YOU	LPH	LADPRAO GENERAL HOSPITAL	TPCH	TPC POWER HOLDING
EKH	EKACHAI MEDICAL CARE	MENA	MENA TRANSPORT		
JMART	JAYMART GROUP HOLDINGS	SISB	SISB		

Companies classified Not in the three highest score groups

Stock	Company name	Stock	Company name	Stock	Company name
BBGI	BBGI	NTSC	Nutrition SC	TGE	THACHANG GREEN ENERGY
BTG	BETAGRO	PLT	Pilatus Marine		
ITC	i-Tail Corporation	PQS	Premier Quality Starch		

Source: www.thai-iod.com

Disclaimer: The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an assessment of operation and is not based on inside information. The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date or when there is any change to the relevant information. Nevertheless, KGI Securities (Thailand) Public Company Limited (KGI) does not confirm, verify, or certify the accuracy and completeness of such survey result.



Anti-corruption Progress Indicator

Level 5: Extended

Stock	Company name	Stock	Company name	Stock	Company name
ADVANC	ADVANCED INFO SERVICE	GLOBAL	SIAM GLOBAL HOUSE	QH	QUALITY HOUSES
ANAN	ANANDA DEVELOPMENT	GPSC	GLOBAL POWER SYNERGY	RATCH	RATCHABURI ELECTRICITY GENERATING HOLDING
BBL	BANGKOK BANK	HMPRO	HOME PRODUCT CENTER	ROBINS	ROBINSON DEPARTMENT STORE
BCH	BANGKOK CHAIN HOSPITAL	IRPC	IRPC	SCC	THE SIAM CEMENT
BDMS	BANGKOK DUSIT MEDICAL SERVICES	KBANK	KASIKORNBANK	SIRI	SANSIRI
BIGC	BIG C SUPERCENTER	KCE	KCE ELECTRONICS	SPALI	SUPALAI
CK	CH. KARNCHANG	KKP	KIATNAKIN BANK	STEC	SINO-THAI ENGINEERING AND CONSTRUCTION
DCC	DYNASTY CERAMIC	KTB	KRUNG THAI BANK	TCAP	THANACHART CAPITAL
DELTA	DELTA ELECTRONICS (THAILAND)	LPH	LADPRAO GENERAL HOSPITAL	TISCO	TISCO FINANCIAL GROUP
DRT	DIAMOND ROOFING TILES	PACE	PACE DEVELOPMENT CORPORATION	TMT	THAI METAL TRADE
EGCO	ELECTRICITY GENERATING	PTT	PTT	TOP	THAI OIL
GFPT	GFPT	PTTGC	PTT GLOBAL CHEMICAL		

Level 4: Certified

Stock	Company name	Stock	Company name	Stock	Company name
AAV	ASIA AVIATION	ERW	THE ERAWAN GROUP	SAPPE	SAPPE
AP	ASIAN PROPERTY DEVELOPMENT	GLOW	GLOW ENERGY	SAWAD	SRISAWAD POWER 1979
BA	BANGKOK AIRWAYS	GUNKUL	GUNKUL ENGINEERING	SCB	THE SIAM COMMERCIAL BANK
BANPU	BANPU	ILINK	INTERLINK COMMUNICATION	SCN	SCAN INTER
BCP	THE BANGCHAK PETROLEUM	KTC	KRUNGTHAI CARD	SEAFCO	SEAFCO
BH	BUMRUNGRAD HOSPITAL	LH	LAND AND HOUSES	SVI	SVI
BJCHI	BJC HEAVY INDUSTRIES	LPN	L.P.N. DEVELOPMENT	TASCO	TIPCO ASPHALT
CBG	CARABAO GROUP	MAKRO	SIAM MAKRO	TKN	TAOKAENOI FOOD & MARKETING
CENTEL	CENTRAL PLAZA HOTEL	MALEE	MALEE SAMPRAN	TMB	TMB BANK
CHG	CHULARAT HOSPITAL	MINT	MINOR INTERNATIONAL	TRT	TIRATHAI
CKP	CK POWER	MODERN	MODERNFORM GROUP	TRUE	TRUE CORPORATION
CPF	CHAROEN POKPHAND FOODS	NOK	NOK AIRLINES	TVO	THAI VEGETABLE OIL
CPN	CENTRAL PATTANA	PTTEP	PTT EXPLORATION AND PRODUCTION		
DTAC	TOTAL ACCESS COMMUNICATION	PYLON	PYLON		

Level 3: Established

Stock	Company name	Stock	Company name	Stock	Company name
BEM	BANGKOK EXPRESSWAY AND METRO	MTLS	MUANGTHAI LEASING	SPRC	STAR PETROLEUM REFINING
CPALL	CP ALL	SCI	SCI ELECTRIC		

No progress

Stock	Company name	Stock	Company name	Stock	Company name
AOT	AIRPORTS OF THAILAND	BPP	BANPU POWER	FN	FN FACTORY OUTLET
BCPG	BCPG	BTS	BTS GROUP HOLDINGS	TPCH	TPC POWER HOLDING

Source: www.cgthailand.org

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KGI's Ratings

Rating	Definition
Outperform (OP)	The stock's excess return over the next twelve months is ranked in the top 40% of KGI's coverage universe in the related market (e.g. Taiwan)
Neutral (N)	The stock's excess return over the next twelve months is ranked in the range between the top 40% and the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan)
Under perform (U)	The stock's excess return over the next twelve months is ranked in the bottom 40% of KGI's coverage universe in the related market (e.g. Taiwan).
Not Rated (NR)	The stock is not rated by KGI.
Restricted (R)	KGI policy and/or applicable law regulations preclude certain types of communications, including an investment recommendation, during the course of KGI's engagement in an investment banking transaction and in certain other circumstances.
	Excess return = 12M target price/current price-
Note	When an analyst publishes a new report on a covered stock, we rank the stock's excess return with those of other stocks in KGI's coverage universe in the related market. We will assign a rating based on its ranking. If an analyst does not publish a new report on a covered stock, its rating will not be changed automatically.

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