PTT Oil And Retail Pcl (OR TB) - BUY, Price Bt12.70, TP Bt13.50

Results Comment

Yupapan Polpornprasert | Email: yupapan.pol@ttbwealth.co.th

2Q26 – Miss on stock loss

- OR reported a 2Q26 net loss of Bt1.77bn, missing both our and consensus estimates of Bt1.5bn. 1H26 core profit accounts for just 4% of our full-year 2026 forecast. We believe this is due to larger than expected stock loss and weak oversea performance.
- Q-Q and y-y decline is driven by oil and overseas segments, where EBITDA turned negative. Conversely, non-oil EBITDA remained steady q-q and grew 10% y-y, supported by store expansion.
- Oil EBITDA flipped to a Bt1.2bn loss as marketing margins collapsed to Bt0.24/liter (vs. Bt1.09/liter in 1Q26). Sales volume fell 16% q-q and 13% y-y. Results were dragged down by an inventory loss of Bt8.9bn which offset by jet fuel margins under an M-1 pricing structure amidst rising oil prices.
- Non-oil EBITDA margin slipped q-q to 30.8% (vs. 31.7% in 1Q26, though up from 28.7% in 2Q25). Cup sales volume continued to trend higher, reaching 117 million cups (+4.5% q-q, +9.3% y-y).
- Overseas EBITDA swung to a Bt512m loss on weaker Philippine/Laotian operations and Bt750m oil inventory write-downs. Sales volume fell 23% q-q and 30% y-y across retail and commercial segments due to Middle East conflicts.
- Sales volume has already normalized. Oil marketing margins should recover to Bt0.8-0.9/litre as stock losses fade. We view weak 2Q26 results as one-off and maintain BUY.

Income Statement					(consolidated)
Yr-end Dec (Bt m)	2Q25	3Q25	4Q25	1Q26	2Q26
Revenue	167,166	153,600	155,535	176,125	205,667
Gross profit	**8,222**	**8,636**	**8,819**	**10,384**	**3,272**
SG&A	6,117	6,043	6,948	5,627	5,998
Operating profit	2,105	2,593	1,871	4,758	(2,726)
EBITDA	**4,046**	**4,522**	**3,731**	**6,800**	**(738)**
Other income	463	528	681	473	866
Other expense	(377)	(139)	(309)	2,434	79
Interest expense	233	228	219	209	236
Profit before tax	**2,713**	**3,032**	**2,643**	**2,588**	**(2,175)**
Income tax	560	695	187	627	(183)
Equity & invest. income	152	173	161	215	171
Minority interests	0	(1)	1	2	(4)
Extraordinary items	(73)	105	(539)	237	51
Net profit	**2,232**	**2,614**	**2,078**	**2,415**	**(1,775)**
Normalized profit	**2,305**	**2,510**	**2,617**	**2,177**	**(1,826)**
EPS (Bt)	0.19	0.22	0.17	0.20	(0.15)
Normalized EPS (Bt)	0.19	0.21	0.22	0.18	(0.15)

Income Statement			6M as		
(Bt m)	q-q%	y-y%	% 2026F	2026F	2027F
Revenue	17	23	57	669,637	669,297
Gross profit	**(68)**	**(60)**	**39**	**35,181**	**38,399**
SG&A	7	(2)	43	26,785	26,772
Operating profit	na	na	24	8,395	11,627
EBITDA	**na**	**na**	**32**	**18,736**	**21,787**
Other income	83	87	62	2,167	2,167
Other expense	(97)	na	na		
Interest expense	13	1	61	723	593
Profit before tax	**na**	**na**	**4**	**9,839**	**13,202**
Income tax	na	na	23	1,968	2,640
Equity & invest. income	(21)	12	56	690	690
Minority interests	na	na	na	0	0
Extraordinary items	(79)	na	na	0	0
Net profit	**na**	**na**	**7**	**8,561**	**11,251**
Normalized profit	**na**	**na**	**4**	**8,561**	**11,251**
EPS (Bt)	na	na	7	0.71	0.94
Normalized EPS (Bt)	na	na	4	0.71	0.94

Balance Sheet					(consolidated)
Yr-end Dec (Bt m)	2Q25	3Q25	4Q25	1Q26	2Q26
Cash & ST investment	46,179	35,068	33,239	43,547	32,566
A/C receivable	20,266	20,258	23,684	29,992	29,984
Inventory	32,647	39,738	32,988	37,052	45,915
Other current assets	11,553	15,326	18,942	34,501	26,999
Investment	8,769	8,699	8,629	11,733	11,580
Fixed assets	46,333	46,235	46,609	46,020	45,604
Other assets	34,691	34,508	33,841	33,700	32,374
Total assets	**200,437**	**199,832**	**197,931**	**236,545**	**225,022**
S-T debt	5,261	5,154	6,280	4,653	19,731
A/C payable	36,663	37,727	32,793	72,791	43,626
Other current liabilities	8,772	9,237	9,512	11,213	19,490
L-T debt	8,564	7,310	7,027	3,213	3,208
Other liabilities	27,751	27,978	28,499	28,166	28,868
Minority interest	63	65	63	62	66
Shareholders' equity	**113,362**	**112,362**	**113,758**	**116,446**	**110,031**
Working capital	16,250	22,269	23,879	(5,747)	32,272
Total debt	13,825	12,464	13,306	7,866	22,939
Net debt	**(32,354)**	**(22,604)**	**(19,933)**	**(35,681)**	**(9,627)**

Financial Ratios					
(%)	2Q25	3Q25	4Q25	1Q26	2Q26
Sales growth	(9.1)	(12.8)	(16.4)	(3.5)	23.0
Operating profit growth	(19.3)	na	(38.7)	9.1	na
EBITDA growth	(7.5)	457.5	(25.7)	9.5	na
Norm profit growth	(5.7)	na	(0.1)	(45.5)	na
Norm EPS growth	(5.7)	na	(0.1)	(45.5)	na
Gross margin	4.9	5.6	5.7	5.9	1.6
Operating margin	1.3	1.7	1.2	2.7	(1.3)
EBITDA margin	2.4	2.9	2.4	3.9	(0.4)
Norm net margin	1.4	1.6	1.7	1.2	(0.9)
D/E (x)	0.1	0.1	0.1	0.1	0.2
Net D/E (x)	(0.3)	(0.2)	(0.2)	(0.3)	(0.1)
Interest coverage (x)	17.4	19.8	17.1	32.5	(3.1)
Interest rate	6.6	6.9	6.8	7.9	6.1
Effective tax rate	20.6	22.9	7.1	24.2	8.4
ROA	4.6	5.0	5.3	4.0	(3.2)
ROE	8.1	8.9	9.3	7.6	(6.4)

Sources: Company data, ttb wealth estimates

General Disclaimers And Disclosures:

This report is prepared and issued by ttb wealth securities public company limited (ttb wealth) which is owned 99.97% by TMBThanachart Bank Public Company Limited (TTB) as a resource only for clients of ttb wealth, TMBThanachart Bank Public Company Limited (TTB) and its group companies.

This report is prepared by analysts who are employed by the research department of ttb wealth. While the information is from sources believed to be reliable, neither the information nor the forecasts shall be taken as a representation or warranty for which ttb wealth or TTB or its group companies or any of their employees incur any responsibility. This report is provided to you for informational purposes only and it is not, and is not to be construed as, an offer or an invitation to make an offer to sell or buy any securities. Neither ttb wealth, TTB nor its group companies accept any liability whatsoever for any direct or consequential loss arising from any use of this report or its contents.

The information and opinions contained herein have been compiled or arrived at from sources believed reliable. However, ttb wealth, TTB and its group companies make no representation or warranty, express or implied, as to their accuracy or completeness. Expressions of opinion herein are subject to change without notice. The use of any information, forecasts and opinions contained in this report shall be at the sole discretion and risk of the user.

ttbwealth, TTB and its group companies perform and seek to perform business with companies covered in this report. ttb wealth, TTB, its group companies, their employees and directors may have positions and financial interest in securities mentioned in this report. ttb wealth, TTB or its group companies may from time to time perform investment banking or other services for, or solicit investment banking or other business from, any entity mentioned in this report. Therefore, investors should be aware of conflict of interest that may affect the objectivity of this report.

Note: ttb wealth securities public company limited (ttb wealth) acts as an underwriter of “Debentures of MUANGTHAI CAPITAL PUBLIC COMPANY LIMITED No. 3/2026 (B.E. 2569), therefore investors need to be aware that there could be conflicts of interest in this research.

Note: ttb wealth securities public company limited (ttb wealth) acts as an underwriter of “Debentures of IRPC PUBLIC COMPANY LIMITED No. 1/2026 (B.E. 2569), therefore investors need to be aware that there could be conflicts of interest in this research.

Disclosure of Interest of ttb wealth securities public company limited

Investment Banking Relationship

Within the preceding 12 months, ttbwealth has lead-managed public offerings and/or secondary offerings (excluding straight bonds) of the securities of the following companies: -