

M&A Trends in Thailand

Q4 2023

KPMG in Thailand | Deal Advisory



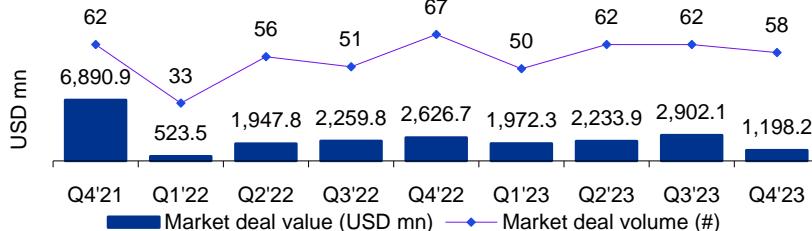
M&A activity in Q4 2023 totalled USD 1.2 billion in deal value compared with USD 2.9 billion in Q3 2023, or a total of 58 deals compared to 62, respectively. Investments in Thai companies accounted for 80% of deal value in Q4 2023, while outbound deals represented 20%. In 2024 we expect to see an interesting mix of deals as strong companies and sectors continue to be attractive and demand high valuations, but also an increase in distress which will lead to opportunities for asset managers, credit and special situations funds as well as strategic investors looking to acquire businesses at discounted valuations.

The Thai deal landscape remains robust as corporations maintain their positive outlook on growth through organic or inorganic growth strategies, and funds continue to search for well-managed, promising businesses. In Q4 2023, deals in the Transport & Logistics, Telco and Media & Technology sectors contributed 52% of the total deal value. The largest transaction was the USD 210 million fundraising for the leading travel and service booking platform operator, Klook Travel Technology Ltd., led by Bessemer Venture Partners, with participation from various investors, including Krungsri Finnovate and Kasikorn Financial Conglomerate. Other notable deals included the announced sale of a 27% stake in Kerry Express to Chinese logistics corporation SF Holding Co. Ltd., a deal valued at USD 205 million, and the announced takeover of Thai KFC operator Restaurants Development Co., Ltd. by India-based Devyani International Ltd., valued at USD 129 million. Another landmark transaction was the minority acquisition of Thai-owned Igloo Studios by Toho Global Inc., supported by KPMG's integrated cross-border financial advisory and tax due diligence teams in both Thailand and Japan.

The World Bank decreased Thailand's 2023 GDP forecast from 3.6% in Q3 2023 to 3.4% in Q4 2023. Multiple credit rating agencies also downgraded Thailand's growth expectations amid heightened fiscal concerns. In response, the government has passed policies aimed to maintain growth expectations and address short-term debt issues. These include the debt relief for SMEs and private debtors, the revision of various commerce-related laws to increase efficiencies and Thailand's competitiveness, and the proposed transportation infrastructure investments. Importantly, positive trends continue to be observed in Q4 2023 macroeconomic indicators such as a lower unemployment rate, and greater consumer confidence indices, indicative of potential domestic macroeconomic resilience.

Although the macroeconomic and monetary environment pose risks, the Thai deal environment has not been significantly affected, with corporations continuing with transactions on a delayed timeline. Overall, we expect continued M&A interest going into 2024, with slightly less deal volume and more selective deal-making expected.

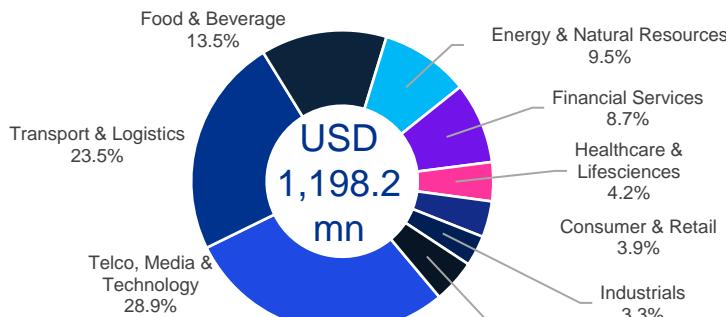
M&A activity in Thailand



Q4 2023 Thailand M&A transaction value and volume

USD 1,198.2 mn
58 Deals

Q4 2023 M&A Transaction value by industry



Source: S&P Capital IQ, MergerMarkets, Stock Exchange of Thailand
Note: Others include Commercial & Professional services, Automotives, Real estate, Infra & Construction, and Education.

Top Sectors by transaction volume	No. of Transactions
Healthcare & Lifesciences	12
Telco, Media & Technology	9
Industrials	9
Commercial & Professional services	6
Energy & Natural Resources	4
Transport & Logistics	3
Food & Beverage	3
Financial Services	3
Consumer & Retail	3
Real estate, Infra & Construction	3
Automotives	2
Education	1
Total	58

Source: MergerMarkets, S&P Capital IQ, Stock Exchange of Thailand

Selected transactions

No.	Deal value (USD mn)	Stake (%)	Announced date	Target name	Target country	Target industry	Buyer name	Buyer country
1	210.0	n/a	6-Dec-23	Klook Travel Technology Ltd.	Hong Kong	Telco, Media & Technology	Various investors ¹	Various
2	205.4	27	29-Dec-23	Kerry Express (Thailand) PCL	Thailand	Transport & Logistics	SF Holding Co Ltd.	China
3	128.9	49	30-Oct-23	Restaurants Development Co., Ltd.	Thailand	Food & Beverage	Devyani International Ltd.	India
4	103.0	97	21-Nov-23	Satang Corporation Co., Ltd.	Thailand	Financial Services	Kasikornbank PCL	Thailand
5	75.4	50	19-Oct-23	GC Logistics Solutions Co., Ltd.	Thailand	Transport & Logistics	WHA Venture Holding Co., Ltd.	Thailand
6	68.8	n/a	12-Oct-23	Turnkey Communication Services PCL	Thailand	Telco, Media & Technology	SABUY Technology PCL	Thailand
7	63.9	75	7-Nov-23	Winchai Co., Ltd.	Thailand	Energy & Natural Resources	Plus Energy Co., Ltd.	Thailand
8	44.1	n/a	11-Oct-23	Karmarts PCL	Thailand	Consumer & Retail	Marubeni Corp, Quadriga Private Equity Co., Ltd.	Thailand, Japan
9	39.5	40	21-Nov-23	Synnex (Thailand) PCL	Thailand	Telco, Media & Technology	n/a	n/a
10	n/a	30	14-Dec-23	Igloo Studio Co.,Ltd.	Thailand	Telco, Media & Technology	Toho Global Inc.	Japan

Source: Bank of Thailand, Board of Investment, MergerMarkets, S&P Capital IQ, Stock Exchange of Thailand

Note: 1) Funding led by Bessemer Venture Partners, with participation from new investors BPEA EQT, Atinum Investment Co., Ltd, Golden Vision Capital Americas, Krungsri Finnovate, Kasikorn Financial Conglomerate, and SMIC SG Holdings Pte. Ltd.

Data criteria

- Value data provided in the various charts represent the aggregate value of the deals for which a value was stated. Please note that values are disclosed for approximately 50% of all deals
- Deals are included where a stake of 30% or more has been acquired in the target. If the stake acquired is less than 30% then the deal is included if the value is equal to or exceeds the equivalent of USD 100 million
- All deals included have been announced but may not necessarily have closed
- Activities excluded from the data include restructurings where ultimate shareholders' interests are not affected

KPMG Deal Advisory

Whether you need to buy, sell, partner, fund or fix a business, our Deal Advisory team works to help you find, secure, and drive value throughout the business life cycle.



Contact us



Ian Thornhill
Partner,
Head of Deal Advisory
M&A Specialist
ithornhill@kpmg.co.th
Tel: +66 2677 2297



Surayos Chuephanich
Partner,
Deal Advisory
M&A Specialist
surayos@kpmg.co.th
Tel: +66 2677 2752



Dominic Kobel
Director,
Deal Advisory
M&A Specialist
dkobel@kpmg.co.th
Tel: +66 2677 2606



Matt Crane
Partner,
Deal Advisory
Value Creation Specialist
mcrane1@kpmg.co.th
Tel: +66 2677 2154



Canopus Safdar
Partner,
Deal Advisory
Valuation Specialist
csafdar@kpmg.co.th
Tel: +66 2677 2603



Boonyaporn Donnapee
Partner,
Deal Advisory
Legal M&A Specialist
boonyapornd@kpmg.co.th
Tel: +66 2677 2405

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