

**HOLD** (Unchanged)  
Change in Numbers

**TP: Bt 56.00** (From: Bt 63.00 )  
**Upside : 1.4%**

**27 MAY 2022**

# SCG Packaging Pcl (SCGP TB)

## Still not enticing

We maintain our HOLD call on SCGP and cut our TP to Bt56 from Bt63 on the back of higher-than-expected transportation costs. We still view SCGP as unattractive given a lofty valuation and limited earnings growth in 2022F. We prefer UTP for its exposure to the improving outlook for the packaging paper industry.



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### Demand likely to pick up

We expect demand for packaging paper and cardboard boxes to pick up regionally. This should be driven by continued reopening and easing of lockdown measures, particularly in China. In Thailand, we continue to see favorable supply-demand dynamics that should enable producers to further raise prices. Elsewhere, however, higher demand may not translate into higher pricing power as new capacities are being added.

### Lower OCC costs a big help

We believe the worst of the cost pressure is over as the OCC price (single-largest cost item) has been gradually coming down from its peak in 3Q21. Still, because the OCC cost has been much higher than our previous assumption, we now raise our OCC cost assumptions by \$50/tonne to \$270/tonne in 2022F and \$250/tonne in 2023-24F.

### Distribution costs weigh

SCGP may continue to be weighed down by high distribution (logistics) costs since the company has a sizable export sales portion (c.18%) and shipping charges remain relatively high. In 1Q22, distribution costs jumped 63% y-y and were equivalent to 6.2% of sales. The number has been trending upwards for the past two years, suggesting the company has not been able to find a solution to this issue. Container freight rates remain very high compared to levels in 2021 and 2020 despite the recent pullback from peaks. Together with the sharp increase in oil prices, we believe distribution and logistics costs will likely remain a lingering headwind for the rest of 2022F.

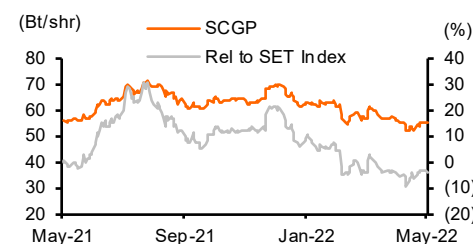
### Valuation still looks demanding

Despite the decline of about 20% YTD in its share price, we still view SCGP at 27x 2022F and 21x 2023F PE multiples as unattractive given that the company is going ex-growth. The major capacity expansions (in Indonesia and the Philippines) have already started up while the pace of M&As is slowing down drastically (all announced deals completed with just one potential deal pending). As such, earnings growth will likely be somewhat limited in 2022F at 4%. The 29% EPS growth we forecast for next year is predicated on costs coming down while top-line growth is likely to be only 2%. We prefer to play the improving packaging paper demand and better margin outlook via United Paper Pcl (UTP TB, BUY, Bt16.20). UTP trades at just 9x 2022F PE and offers a 22% EPS CAGR in 2021-23F.

### COMPANY VALUATION

| Y/E Dec (Bt m)    | 2021A   | 2022F   | 2023F   | 2024F   |
|-------------------|---------|---------|---------|---------|
| Sales             | 124,223 | 135,633 | 138,007 | 147,123 |
| Net profit        | 8,294   | 8,635   | 11,163  | 12,805  |
| Consensus NP      | —       | 8,644   | 9,970   | 11,559  |
| Diff frm cons (%) | —       | (0.1)   | 12.0    | 10.8    |
| Norm profit       | 7,977   | 8,635   | 11,163  | 12,805  |
| Prev. Norm profit | —       | 10,970  | 12,850  | 14,461  |
| Chg frm prev (%)  | —       | (21.3)  | (13.1)  | (11.5)  |
| Norm EPS (Bt)     | 1.9     | 2.0     | 2.6     | 3.0     |
| Norm EPS grw (%)  | (6.8)   | 8.2     | 29.3    | 14.7    |
| Norm PE (x)       | 29.7    | 27.5    | 21.2    | 18.5    |
| EV/EBITDA (x)     | 14.6    | 12.4    | 10.2    | 9.2     |
| P/BV (x)          | 2.4     | 2.3     | 2.2     | 2.1     |
| Div yield (%)     | 1.2     | 1.8     | 2.4     | 2.7     |
| ROE (%)           | 8.6     | 8.7     | 10.6    | 11.5    |
| Net D/E (%)       | 28.1    | 21.5    | 14.5    | 7.8     |

### PRICE PERFORMANCE



### COMPANY INFORMATION

|                             |                         |
|-----------------------------|-------------------------|
| Price as of 27-May-22 (Bt)  | 55.25                   |
| Market Cap (US\$ m)         | 6,942.5                 |
| Listed Shares (m shares)    | 4,292.9                 |
| Free Float (%)              | 26.2                    |
| Avg Daily Turnover (US\$ m) | 20.5                    |
| 12M Price H/L (Bt)          | 71.25/52.00             |
| Sector                      | PKG                     |
| Major Shareholder           | Siam Cement Pcl. 72.12% |

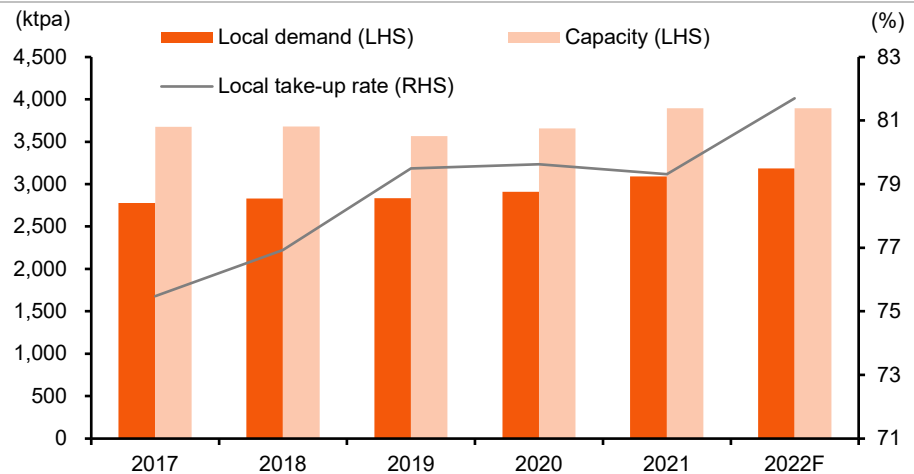
Sources: Bloomberg, Company data, Thanachart estimates

## Demand likely to pick up

*Favourable regional and domestic demand prospects*

We expect demand for packaging paper and cardboard boxes to pick up regionally. This should be driven by continued reopening and easing of lockdown measures, particularly in China. In Thailand, we continue to see favorable supply-demand dynamics that should enable producers to further raise prices. Elsewhere, however, higher demand may not translate into higher pricing power as new capacities are being added.

**Ex 1: Thailand Packaging Paper Supply-Demand Balance Is Tightening**



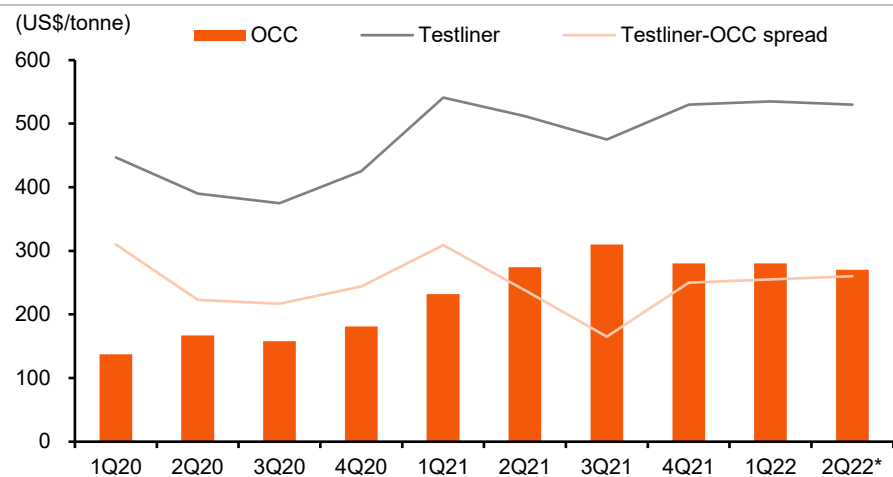
Sources: Company data, Thanachart estimates

## Lower OCC costs a big help

*OCC costs have come off the peak but are still above our previous assumption*

Besides the potential demand recovery, we believe lower OCC costs will help alleviate SCGP's margin pressure. Still, because OCC costs have been much higher than our previous assumption, we now raise our OCC cost assumptions by \$50/tonne to \$270/tonne in 2022F and \$250/tonne in 2023-24F. In terms of the regional spread, the margin between the testliner paper price and the OCC price has continued to widen from a low of \$165/tonne in 3Q21 to \$250, \$255 and \$260 per tonne in 4Q21-2Q22TD, respectively. As producers are able to capture the benefit of lower OCC prices and do not have to pass it on to customers, this also reaffirms our view that regional demand is picking up.

**Ex 2: Regional OCC And Linerboard Prices And Margin**



Sources: Company data, Thanachart estimates

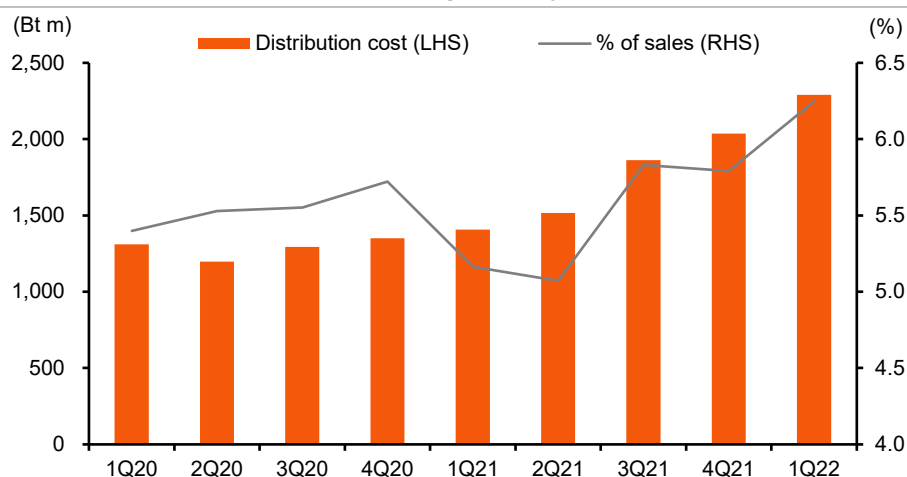
Note: 2Q22 is as of April 2022

## Distribution costs weigh

*High distribution and logistics costs have been a key drag on profitability*

SCGP may continue to be weighed down by high distribution (logistics) costs given that the company has a sizable export sales portion (c.18%) and shipping charges remain relatively high. In 1Q22, distribution costs jumped 63% y-y and were equivalent to 6.2% of sales. This number has been trending upwards for the past two years, suggesting the company has not been able to find a solution to this issue.

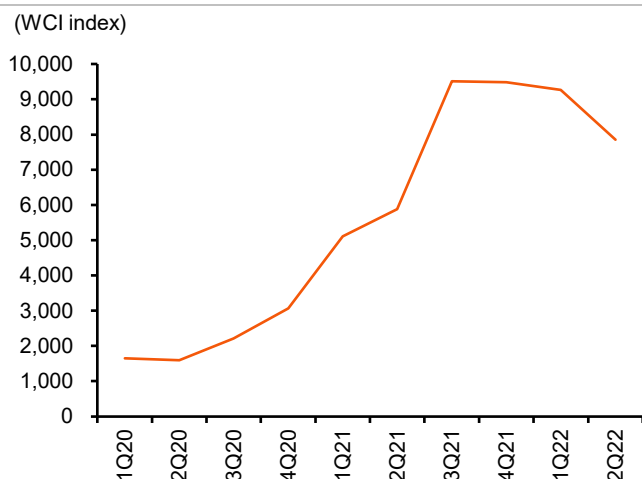
**Ex 3: Distribution Costs Have Increased Significantly**



Sources: Company data, Thanachart estimates

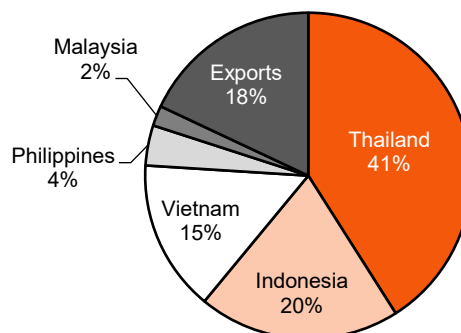
Container freight rates remain very high compared to levels in 2021 and 2020 despite the recent pullback from peaks. The World Containerized Index is averaging 7,850 in 2Q22-to-date, down from 9,500 in 3Q21 but still sharply higher than the 5,800 level in 2Q21 and average of only 2,100 in 2020. Together with the sharp increase in oil prices, we believe distribution and logistics costs will likely remain a lingering headwind for the rest of 2022F.

**Ex 4: Container Rates Falling But Still At High Levels**



Source: Bloomberg

**Ex 5: Sales Breakdown By Destination In 1Q22**



Source: Company data

## Valuation still demanding

We cut our earnings estimates for SCGP by 8-21% in 2022-25F. This is to reflect the higher-than-expected OCC and logistics costs. We have consequently lowered our DCF-based 12-month TP, using a 2023F base year, to Bt56 from Bt63 previously.

### Ex 6: Earnings And TP Revisions

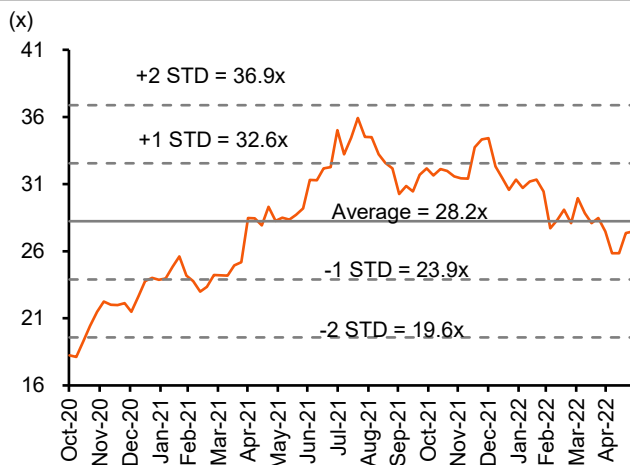
| (Bt/shr)   | EPS    |        |        |       | TP     |
|------------|--------|--------|--------|-------|--------|
|            | 2022F  | 2023F  | 2024F  | 2025F |        |
| New        | 2.01   | 2.60   | 2.98   | 3.23  | 56.00  |
| Old        | 2.56   | 2.99   | 3.37   | 3.52  | 63.00  |
| Change (%) | (21.3) | (13.1) | (11.5) | (8.3) | (11.1) |

Sources: Company data, Thanachart estimates

**SCGP still looks expensive to us despite its share price decline of about 20% YTD**

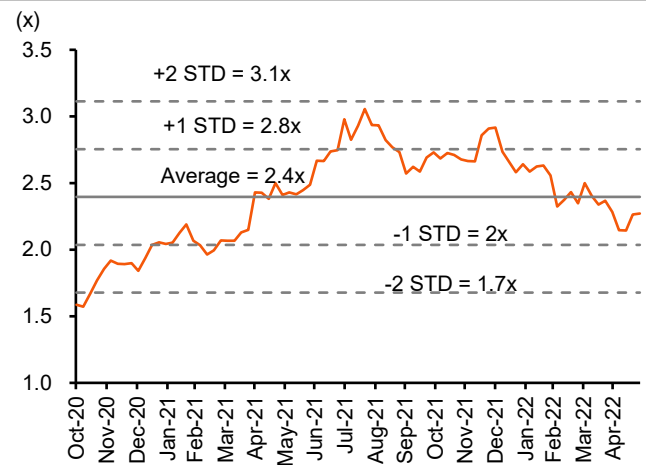
Despite the decline of about 20% YTD in its share price, we still view SCGP at 27x 2022F and 21x 2023F PE multiples as unattractive given that the company is going ex-growth. The major capacity expansions (in Indonesia and the Philippines) have already started up while the pace of M&As is slowing down drastically (all announced deals completed with just one potential deal pending). As such, earnings growth will likely be somewhat limited in 2022F at 4%. The 29% EPS growth we forecast for next year is predicated on costs coming down while top-line growth is likely to be only 2%. We prefer to play the improving packaging paper demand and better margin outlook via United Paper Pcl (UTP TB, BUY, Bt16.20). UTP trades at just 9x 2022F PE and offers a 22% EPS CAGR in 2021-23F.

### Ex 7: SCGP Forward PE



Sources: Bloomberg, Thanachart estimates

### Ex 8: SCGP Forward P/BV



Sources: Bloomberg, Thanachart estimates

Ex 9: 12-month DCF-based Valuation, Using a Base Year Of 2023F

| (Bt m)                             |         | 2023F  | 2024F  | 2025F  | 2026F  | 2027F  | 2028F  | 2029F  | 2030F  | 2031F  | 2032F  | 2033F  | Terminal Value |
|------------------------------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----------------|
| EBITDA                             |         | 25,189 | 26,995 | 27,970 | 28,251 | 28,537 | 28,828 | 29,126 | 29,430 | 29,740 | 30,058 | 30,382 |                |
| Free cash flow                     |         | 13,686 | 15,119 | 19,411 | 20,196 | 20,600 | 21,020 | 21,458 | 21,915 | 22,390 | 22,887 | 23,405 | 358,182        |
| PV of free cash flow               |         | 13,182 | 13,517 | 15,934 | 15,324 | 14,447 | 13,622 | 12,853 | 12,133 | 11,040 | 10,382 | 9,771  | 149,526        |
| Risk-free rate (%)                 | 2.5     |        |        |        |        |        |        |        |        |        |        |        |                |
| Market risk premium (%)            | 8.0     |        |        |        |        |        |        |        |        |        |        |        |                |
| Beta                               | 1.0     |        |        |        |        |        |        |        |        |        |        |        |                |
| WACC (%)                           | 0.0     |        |        |        |        |        |        |        |        |        |        |        |                |
| Terminal growth (%)                | 2.0     |        |        |        |        |        |        |        |        |        |        |        |                |
| Enterprise value - add investments | 291,731 |        |        |        |        |        |        |        |        |        |        |        |                |
| Net debt / (cash)                  | 20,051  |        |        |        |        |        |        |        |        |        |        |        |                |
| Minority interest                  | 30,543  |        |        |        |        |        |        |        |        |        |        |        |                |
| Equity value                       | 241,136 |        |        |        |        |        |        |        |        |        |        |        |                |
| # of shares (m)                    | 4,293   |        |        |        |        |        |        |        |        |        |        |        |                |
| Equity value/share (Bt)            | 56.2    |        |        |        |        |        |        |        |        |        |        |        |                |

Sources: Company data, Thanachart estimates

## Valuation Comparison

### Ex 10: Comparison With Regional Peers

| Name                   | BBG code  | Country   | EPS growth  |             | — PE —      |             | — P/BV —   |            | —EV/EBITDA— |            | — Div yield — |            |
|------------------------|-----------|-----------|-------------|-------------|-------------|-------------|------------|------------|-------------|------------|---------------|------------|
|                        |           |           | 22F<br>(%)  | 23F<br>(%)  | 22F<br>(x)  | 23F<br>(x)  | 22F<br>(x) | 23F<br>(x) | 22F<br>(x)  | 23F<br>(x) | 22F<br>(%)    | 23F<br>(%) |
| Intl Paper Co          | IP US     | USA       | 15.3        | 2.8         | 10.4        | 10.1        | 2.0        | 1.9        | 7.5         | 7.2        | 4.1           | 3.9        |
| Westrock Co            | WRK US    | USA       | 52.2        | 12.0        | 9.4         | 8.4         | 1.0        | 0.9        | 5.6         | 5.4        | 1.8           | 2.1        |
| Packaging Corp         | PKG US    | USA       | 31.3        | 2.8         | 13.7        | 13.3        | 3.4        | 2.9        | 8.4         | 8.3        | 2.6           | 2.7        |
| Domtar Corp            | UFS US    | USA       | na          | na          | na          | na          | na         | na         | na          | na         | na            | na         |
| Graphic Packaging      | GPK US    | USA       | 82.9        | 11.7        | 10.4        | 9.3         | 2.8        | 2.2        | 8.2         | 7.7        | 1.4           | 1.6        |
| Mondi Plc              | MNDI LN   | Europe    | 44.1        | (7.5)       | 7.4         | 8.0         | 1.4        | 1.3        | 5.9         | 6.2        | 4.3           | 5.1        |
| Stora Enso Oyj-R       | STERV FH  | Europe    | 18.1        | (14.5)      | 11.6        | 13.6        | 1.3        | 1.2        | 7.3         | 8.3        | 2.6           | 3.2        |
| Smurfit Kappa Gr       | SKG LN    | Europe    | 27.6        | 4.4         | 9.5         | 9.1         | 1.7        | 1.5        | 6.4         | 6.2        | 3.7           | 4.3        |
| Ds Smith Plc           | SMDS LN   | Europe    | 27.7        | 18.0        | 10.2        | 8.7         | 1.2        | 1.1        | 6.4         | 5.9        | 3.9           | 4.8        |
| Billerudkorsnas        | BILL SS   | Europe    | 104.3       | (9.8)       | 8.4         | 9.3         | 1.2        | 1.1        | 5.4         | 5.6        | 3.4           | 4.0        |
| Holmen Ab-B Shs        | HOLMB SS  | Europe    | 38.1        | (28.0)      | 20.1        | 27.9        | 1.7        | 1.7        | 13.3        | 16.9       | 1.8           | 1.8        |
| Reno De Medici Spa     | RM IM     | Europe    | 25.4        | 16.6        | na          | na          | na         | na         | na          | na         | na            | na         |
| Mayr-Melnhof Karton Ag | MMK AV    | Europe    | 16.5        | 12.7        | 13.5        | 12.0        | 1.7        | 1.6        | 8.0         | 7.3        | 2.1           | 2.5        |
| Oji Holdings Cor       | 3861 JP   | Japan     | 4.7         | 5.0         | 7.0         | 6.7         | 0.6        | 0.6        | 6.2         | 6.1        | 2.5           | 2.5        |
| Nippon Paper Ind       | 3863 JP   | Japan     | na          | 87.4        | 15.5        | 8.3         | 0.3        | 0.3        | 10.8        | 10.1       | 4.2           | 4.2        |
| Hokuetsu Corp          | 3865 JP   | Japan     | na          | 4.9         | 8.1         | 7.7         | 0.4        | 0.4        | 6.5         | 6.3        | 2.3           | 4.0        |
| Rengo Co Ltd           | 3941 JP   | Japan     | 17.7        | 7.5         | 5.2         | 4.9         | 0.5        | 0.4        | 5.6         | 5.3        | 3.5           | 3.5        |
| Nine Dragons Paper     | 2689 HK   | Hong Kong | (28.1)      | 7.2         | 6.2         | 5.8         | 0.6        | 0.6        | 6.0         | 5.2        | 7.6           | 4.3        |
| Lee & Man Paper        | 2314 HK   | Hong Kong | (29.3)      | 8.5         | 5.5         | 5.1         | 0.5        | 0.4        | 5.7         | 5.3        | 8.8           | 6.9        |
| Shandong Chen - A      | 000488 CH | China     | (50.2)      | 12.4        | 11.6        | 10.3        | 0.8        | 0.7        | 9.4         | 9.3        | 4.7           | 2.1        |
| Shandong Sun - A       | 002078 CH | China     | (4.6)       | 10.8        | 10.6        | 9.5         | 1.5        | 1.3        | 8.2         | 7.4        | 1.5           | 1.5        |
| Shanying Intl – A      | 600567 CH | China     | (16.1)      | 19.8        | 8.3         | 6.9         | 0.7        | 0.6        | 10.7        | 9.3        | 1.5           | 2.1        |
| SCG Packaging Pcl      | SCGP TB * | Thailand  | 8.2         | 29.3        | 27.5        | 21.2        | 2.3        | 2.2        | 12.4        | 10.2       | 1.8           | 2.4        |
| United Paper Pcl       | UTP TB*   | Thailand  | 23.5        | 21.4        | 9.3         | 7.7         | 2.4        | 2.1        | 6.6         | 5.4        | 7.0           | 8.5        |
| <b>Average</b>         |           |           | <b>19.5</b> | <b>10.2</b> | <b>10.9</b> | <b>10.2</b> | <b>1.4</b> | <b>1.2</b> | <b>7.7</b>  | <b>7.5</b> | <b>3.5</b>    | <b>3.5</b> |

Source: Bloomberg

Note: \* Thanachart estimates, using Thanachart normalized EPS

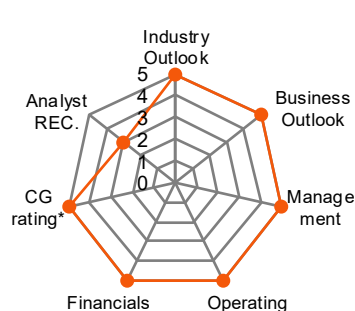
Based on 27 May 2022 closing prices

## COMPANY DESCRIPTION

SCG Packaging Pcl (SCGP), is the leading packaging company in ASEAN. The company commands nearly 50% of the packaging paper market in Thailand. It also holds 25% or more market shares in Indonesia, Vietnam and the Philippines. Downstream corrugated cardboard operation allows for 30% integration. The company also produces printing and writing (P&W) paper. Its focus going forward is to be on performance and polymer packaging (PPP). Revenue breakdown as of 1H20 was 51% packaging paper, 25% fiber-based packaging (mostly corrugated cardboard), 16% P&W paper, and 8% PPP. It derives the majority of revenue from Thailand (52%), followed by Indonesia (14%), and Vietnam (11%).

Source: Thanachart

## COMPANY RATING



## Rating Scale

|           |   |
|-----------|---|
| Excellent | 5 |
| Good      | 4 |
| Fair      | 3 |
| Weak      | 2 |
| Very Weak | 1 |
| None      | 0 |

Source: Thanachart; \* CG Rating

## THANACHART'S SWOT ANALYSIS

## S — Strength

- Largest paper packaging company in ASEAN with footprint across nearly all major markets in the region.
- Experienced management with a long track record of delivering growth.

## O — Opportunity

- Consumption of packaging materials (paper, plastics) in ASEAN remains well below those of developed countries. This represents significant growth opportunities for the company.
- SCGP is likely to benefit from key mega trends including e-commerce.

## W — Weakness

- Heavy reliance on packaging paper for the majority of revenue and profitability.
- The bulk of revenue and profit still come from Thailand where the growth outlook may be weaker than other ASEAN countries such as Indonesia and Vietnam.

## T — Threat

- Higher threat of competition amid slower demand growth.
- Threat of new entrants in fast-growing markets (such as Vietnam) especially from China-based players.

## CONSENSUS COMPARISON

|                       | Consensus | Thanachart | Diff    |
|-----------------------|-----------|------------|---------|
| Target price (Bt)     | 65.01     | 56.00      | -14%    |
| Net profit 22F (Bt m) | 8,644     | 8,635      | 0%      |
| Net profit 23F (Bt m) | 9,970     | 11,163     | 12%     |
| Consensus REC         | BUY: 13   | HOLD: 9    | SELL: 1 |

## HOW ARE WE DIFFERENT FROM THE STREET?

- Our net profit in 2022F is in line with consensus but we are higher in 2023F on potential cost decline.
- However, our TP is lower than the consensus as we expect de-rating after the stock goes ex-growth.

Sources: Bloomberg consensus, Thanachart estimates

## RISKS TO OUR INVESTMENT CASE

- A stronger-than-expected rise in ASP and/or lower OCC costs represent the key upside risks to our call.
- Increased competition in Indonesia and Vietnam could bring down the ASPs in those countries, which would represent the key downside risks to our call.

Source: Thanachart

## INCOME STATEMENT

| FY ending Dec (Bt m)              | 2020A         | 2021A         | 2022F         | 2023F         | 2024F         |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|
| Sales                             | 92,786        | 124,223       | 135,633       | 138,007       | 147,123       |
| Cost of sales                     | 73,333        | 101,345       | 106,671       | 104,470       | 111,364       |
| <b>Gross profit</b>               | <b>19,453</b> | <b>22,878</b> | <b>28,962</b> | <b>33,537</b> | <b>35,760</b> |
| % gross margin                    | 21.0%         | 18.4%         | 21.4%         | 24.3%         | 24.3%         |
| Selling & administration expenses | 10,141        | 12,575        | 15,834        | 16,700        | 17,160        |
| <b>Operating profit</b>           | <b>9,313</b>  | <b>10,304</b> | <b>13,129</b> | <b>16,837</b> | <b>18,600</b> |
| % operating margin                | 10.0%         | 8.3%          | 9.7%          | 12.2%         | 12.6%         |
| Depreciation & amortization       | 7,183         | 8,315         | 8,309         | 8,351         | 8,395         |
| <b>EBITDA</b>                     | <b>16,496</b> | <b>18,619</b> | <b>21,438</b> | <b>25,189</b> | <b>26,995</b> |
| % EBITDA margin                   | 17.8%         | 15.0%         | 15.8%         | 18.3%         | 18.3%         |
| Non-operating income              | 602           | 2,214         | 1,356         | 1,380         | 1,471         |
| Non-operating expenses            | 0             | 0             | 0             | 0             | 0             |
| Interest expense                  | (1,452)       | (1,180)       | (1,720)       | (1,714)       | (1,141)       |
| <b>Pre-tax profit</b>             | <b>8,463</b>  | <b>11,338</b> | <b>12,766</b> | <b>16,504</b> | <b>18,930</b> |
| Income tax                        | 1,002         | 2,065         | 1,915         | 2,476         | 2,840         |
| <b>After-tax profit</b>           | <b>7,462</b>  | <b>9,273</b>  | <b>10,851</b> | <b>14,028</b> | <b>16,091</b> |
| % net margin                      | 8.0%          | 7.5%          | 8.0%          | 10.2%         | 10.9%         |
| Shares in affiliates' Earnings    | 66            | 57            | 0             | 0             | 0             |
| Minority interests                | (848)         | (1,353)       | (2,216)       | (2,865)       | (3,286)       |
| Extraordinary items               | (222)         | 317           | 0             | 0             | 0             |
| <b>NET PROFIT</b>                 | <b>6,457</b>  | <b>8,294</b>  | <b>8,635</b>  | <b>11,163</b> | <b>12,805</b> |
| <b>Normalized profit</b>          | <b>6,680</b>  | <b>7,977</b>  | <b>8,635</b>  | <b>11,163</b> | <b>12,805</b> |
| EPS (Bt)                          | 1.9           | 1.9           | 2.0           | 2.6           | 3.0           |
| Normalized EPS (Bt)               | 2.0           | 1.9           | 2.0           | 2.6           | 3.0           |

We see limited earnings growth in 2022F

## BALANCE SHEET

| FY ending Dec (Bt m)            | 2020A          | 2021A          | 2022F          | 2023F          | 2024F          |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>ASSETS:</b>                  |                |                |                |                |                |
| Current assets:                 | 62,919         | 69,186         | 82,546         | 72,530         | 65,998         |
| Cash & cash equivalent          | 32,886         | 20,222         | 30,000         | 20,000         | 10,000         |
| Account receivables             | 16,334         | 24,910         | 27,198         | 27,674         | 29,502         |
| Inventories                     | 12,760         | 23,308         | 24,533         | 24,027         | 25,612         |
| Others                          | 939            | 746            | 815            | 829            | 884            |
| Investments & loans             | 829            | 873            | 873            | 873            | 873            |
| Net fixed assets                | 87,271         | 97,181         | 100,534        | 102,236        | 102,020        |
| Other assets                    | 21,410         | 39,583         | 31,833         | 31,833         | 31,833         |
| <b>Total assets</b>             | <b>172,429</b> | <b>206,824</b> | <b>215,786</b> | <b>207,472</b> | <b>200,725</b> |
| <b>LIABILITIES:</b>             |                |                |                |                |                |
| Current liabilities:            | 43,237         | 51,977         | 53,583         | 43,150         | 33,036         |
| Account payables                | 10,365         | 15,261         | 16,063         | 15,732         | 16,770         |
| Bank overdraft & ST loans       | 15,080         | 30,547         | 28,932         | 20,026         | 10,815         |
| Current LT debt                 | 16,302         | 1,865          | 5,786          | 4,005          | 2,163          |
| Others current liabilities      | 1,489          | 4,303          | 2,802          | 3,387          | 3,288          |
| <b>Total LT debt</b>            | <b>12,052</b>  | <b>22,164</b>  | <b>23,146</b>  | <b>16,021</b>  | <b>8,652</b>   |
| Others LT liabilities           | 7,300          | 10,383         | 9,461          | 9,627          | 10,262         |
| <b>Total liabilities</b>        | <b>62,588</b>  | <b>84,524</b>  | <b>86,190</b>  | <b>68,797</b>  | <b>51,951</b>  |
| Minority interest               | 21,103         | 25,463         | 27,679         | 30,543         | 33,829         |
| Preferreds shares               | 0              | 0              | 0              | 0              | 0              |
| Paid-up capital                 | 4,293          | 4,293          | 4,293          | 4,293          | 4,293          |
| Share premium                   | 40,860         | 40,860         | 40,860         | 40,860         | 40,860         |
| Warrants                        | 0              | 0              | 0              | 0              | 0              |
| Surplus                         | (3,592)        | (875)          | (875)          | (875)          | (875)          |
| <b>Retained earnings</b>        | <b>47,177</b>  | <b>52,559</b>  | <b>57,640</b>  | <b>63,854</b>  | <b>70,667</b>  |
| Shareholders' equity            | 88,738         | 96,837         | 101,918        | 108,132        | 114,945        |
| <b>Liabilities &amp; equity</b> | <b>172,429</b> | <b>206,824</b> | <b>215,786</b> | <b>207,472</b> | <b>200,725</b> |

Sources: Company data, Thanachart estimates

Balance sheet size continues to expand with acquisitions and expansion



## CASH FLOW STATEMENT

| FY ending Dec (Bt m)              | 2020A           | 2021A           | 2022F          | 2023F           | 2024F           |
|-----------------------------------|-----------------|-----------------|----------------|-----------------|-----------------|
| Earnings before tax               | 8,463           | 11,338          | 12,766         | 16,504          | 18,930          |
| Tax paid                          | (719)           | (2,343)         | (1,543)        | (2,619)         | (2,699)         |
| Depreciation & amortization       | 7,183           | 8,315           | 8,309          | 8,351           | 8,395           |
| Chg In working capital            | (313)           | (14,228)        | (2,711)        | (301)           | (2,375)         |
| Chg In other CA & CL / minorities | 3,308           | 7,529           | (1,942)        | 715             | (295)           |
| <b>Cash flow from operations</b>  | <b>17,923</b>   | <b>10,611</b>   | <b>14,879</b>  | <b>22,650</b>   | <b>21,956</b>   |
| Capex                             | (11,591)        | (18,225)        | (11,662)       | (10,053)        | (8,179)         |
| Right of use                      | 0               | 0               | 0              | 0               | 0               |
| ST loans & investments            | 5               | 0               | 0              | 0               | 0               |
| LT loans & investments            | (42)            | (44)            | 0              | 0               | 0               |
| Adj for asset revaluation         | 0               | 0               | 0              | 0               | 0               |
| Chg In other assets & liabilities | (1,447)         | (16,270)        | 6,828          | 166             | 636             |
| <b>Cash flow from investments</b> | <b>(13,076)</b> | <b>(34,539)</b> | <b>(4,834)</b> | <b>(9,888)</b>  | <b>(7,543)</b>  |
| Debt financing                    | (16,249)        | 11,460          | 3,288          | (17,812)        | (18,421)        |
| Capital increase                  | 40,092          | 0               | 0              | 0               | 0               |
| Dividends paid                    | (1,979)         | (3,522)         | (3,554)        | (4,950)         | (5,992)         |
| Warrants & other surplus          | 1,216           | 3,327           | 0              | 0               | 0               |
| <b>Cash flow from financing</b>   | <b>23,079</b>   | <b>11,265</b>   | <b>(266)</b>   | <b>(22,762)</b> | <b>(24,413)</b> |
| <b>Free cash flow</b>             | <b>6,332</b>    | <b>(7,614)</b>  | <b>3,217</b>   | <b>12,596</b>   | <b>13,777</b>   |

FCF generation likely to improve

## VALUATION

| FY ending Dec                       | 2020A | 2021A | 2022F | 2023F | 2024F |
|-------------------------------------|-------|-------|-------|-------|-------|
| Normalized PE (x)                   | 27.7  | 29.7  | 27.5  | 21.2  | 18.5  |
| Normalized PE - at target price (x) | 28.1  | 30.1  | 27.8  | 21.5  | 18.8  |
| PE (x)                              | 28.7  | 28.6  | 27.5  | 21.2  | 18.5  |
| PE - at target price (x)            | 29.1  | 29.0  | 27.8  | 21.5  | 18.8  |
| EV/EBITDA (x)                       | 11.9  | 14.6  | 12.4  | 10.2  | 9.2   |
| EV/EBITDA - at target price (x)     | 12.0  | 14.8  | 12.5  | 10.3  | 9.3   |
| P/BV (x)                            | 2.7   | 2.4   | 2.3   | 2.2   | 2.1   |
| P/BV - at target price (x)          | 2.7   | 2.5   | 2.4   | 2.2   | 2.1   |
| P/CFO (x)                           | 10.3  | 22.4  | 15.9  | 10.5  | 10.8  |
| Price/sales (x)                     | 2.6   | 1.9   | 1.7   | 1.7   | 1.6   |
| Dividend yield (%)                  | 0.8   | 1.2   | 1.8   | 2.4   | 2.7   |
| FCF Yield (%)                       | 3.4   | (3.2) | 1.4   | 5.3   | 5.8   |
| <b>(Bt)</b>                         |       |       |       |       |       |
| Normalized EPS                      | 2.0   | 1.9   | 2.0   | 2.6   | 3.0   |
| EPS                                 | 1.9   | 1.9   | 2.0   | 2.6   | 3.0   |
| DPS                                 | 0.5   | 0.7   | 1.0   | 1.3   | 1.5   |
| BV/share                            | 20.7  | 22.6  | 23.7  | 25.2  | 26.8  |
| CFO/share                           | 5.4   | 2.5   | 3.5   | 5.3   | 5.1   |
| FCF/share                           | 1.9   | (1.8) | 0.7   | 2.9   | 3.2   |

Sources: Company data, Thanachart estimates

SCGP still does not look attractive to us at current levels

## FINANCIAL RATIOS

| FY ending Dec                    | 2020A  | 2021A   | 2022F   | 2023F   | 2024F   |
|----------------------------------|--------|---------|---------|---------|---------|
| <b>Growth Rate</b>               |        |         |         |         |         |
| Sales (%)                        | 4.2    | 33.9    | 9.2     | 1.8     | 6.6     |
| Net profit (%)                   | 22.6   | 28.4    | 4.1     | 29.3    | 14.7    |
| EPS (%)                          | 14.4   | 0.2     | 4.1     | 29.3    | 14.7    |
| Normalized profit (%)            | 33.1   | 19.4    | 8.2     | 29.3    | 14.7    |
| Normalized EPS (%)               | 24.2   | (6.8)   | 8.2     | 29.3    | 14.7    |
| Dividend payout ratio (%)        | 29.9   | 33.6    | 50.0    | 50.0    | 50.0    |
| <b>Operating performance</b>     |        |         |         |         |         |
| Gross margin (%)                 | 21.0   | 18.4    | 21.4    | 24.3    | 24.3    |
| Operating margin (%)             | 10.0   | 8.3     | 9.7     | 12.2    | 12.6    |
| EBITDA margin (%)                | 17.8   | 15.0    | 15.8    | 18.3    | 18.3    |
| Net margin (%)                   | 8.0    | 7.5     | 8.0     | 10.2    | 10.9    |
| D/E (incl. minor) (x)            | 0.4    | 0.4     | 0.4     | 0.3     | 0.1     |
| Net D/E (incl. minor) (x)        | 0.1    | 0.3     | 0.2     | 0.1     | 0.1     |
| Interest coverage - EBIT (x)     | 6.4    | 8.7     | 7.6     | 9.8     | 16.3    |
| Interest coverage - EBITDA (x)   | 11.4   | 15.8    | 12.5    | 14.7    | 23.7    |
| ROA - using norm profit (%)      | 4.3    | 4.2     | 4.1     | 5.3     | 6.3     |
| ROE - using norm profit (%)      | 10.1   | 8.6     | 8.7     | 10.6    | 11.5    |
| <b>DuPont</b>                    |        |         |         |         |         |
| ROE - using after tax profit (%) | 11.3   | 10.0    | 10.9    | 13.4    | 14.4    |
| - asset turnover (x)             | 0.6    | 0.7     | 0.6     | 0.7     | 0.7     |
| - operating margin (%)           | 10.7   | 10.1    | 10.7    | 13.2    | 13.6    |
| - leverage (x)                   | 2.4    | 2.0     | 2.1     | 2.0     | 1.8     |
| - interest burden (%)            | 85.4   | 90.6    | 88.1    | 90.6    | 94.3    |
| - tax burden (%)                 | 88.2   | 81.8    | 85.0    | 85.0    | 85.0    |
| WACC (%)                         | 7.7    | 7.7     | 7.7     | 7.7     | 7.7     |
| ROIC (%)                         | 8.4    | 8.5     | 8.5     | 11.0    | 12.3    |
| NOPAT (Bt m)                     | 8,211  | 8,427   | 11,160  | 14,312  | 15,810  |
| invested capital (Bt m)          | 99,286 | 131,191 | 129,782 | 128,183 | 126,575 |

Sources: Company data, Thanachart estimates

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