

BUY (From: SELL)**TP: Bt 11.00**

(From: Bt 10.00)

Change in Recommendation

Upside : 26.4%

23 JANUARY 2025

Taokaenoi Food & Marketing (TKN TB)

Early turnaround call

**PATTADOL BUNNAK**

662-779-9119

pattadol.bun@thanachartsec.co.th

We upgrade TKN to BUY due to its earnings turnaround story of falling seaweed prices, successful product premiumization, rising penetration of the US market, and cost savings. Despite a 6% fall in EPS in 2025F before 35/11% growth in 2025-27F, we expect the stock to react early following the drop in seaweed prices.

Early turnaround call; upgrading to BUY

We upgrade TKN to BUY (from Sell) with a new DCF-based 12-month TP (rolled over to a 2025F base year) of Bt11 (from Bt10). **First**, we expect TKN's earnings turnaround to begin in 2H25F with EPS growth estimates of -6/35/11% in 2025-27F. Key drivers are falling seaweed raw material prices, successful product premiumization, rising US market penetration, resolving its distribution problem in Indonesia, and cost savings. **Second**, we believe the 27% share price fall from last year's peak already reflects a potentially weak 1H25F due to high-cost seaweed inventory. We see TKN's valuation as inexpensive, trading on 15/11x PE in 2025-26F. **Third**, TKN is an operational and financially strong company. It has a dominant domestic market share, a large export base, and high profitability with a 32% ROE. Its net D/E is low at 0.1x. Due to the faster-than-expected fall in seaweed price and TKN's product premiumization effect and cost saving measures, we raise our 2025-27F earnings by 4//23/23%.

Falling seaweed prices

Seaweed accounted for 38% of TKN's COGS in 9M24. The seaweed price surged 50% in 2024 due to supply shortages and unfavorable El Nino weather. However, the price for the 2H25-2H26 crop will likely fall by 25% from 2024's level due to the South Korean government expanding its planting area and improved ocean nutrition under new La Nina conditions. We expect TKN's EBIT margin to rise to 18% in 2025-27F from 16% in 2024F.

Growing exports and product premiumization

TKN's exports made up 64% of total sales in 9M24. Its main export markets are China (25% in 9M24), the US (10%), Indonesia (10%), South Korea (5%) and other countries (14%). TKN's US penetration is rising, and it expects to enter the large modern trade (MT) chains in the US, Kroger and Walmart, in 2025. That is after its presence at Costco since 2023. In Thailand, TKN is launching new high-margin roasted seaweed as a part of its product premiumization strategy. Together with resuming growth in Indonesia after solving its distribution problem, we estimate TKN's sales growth will be 7-10% p.a. in 2025-27F.

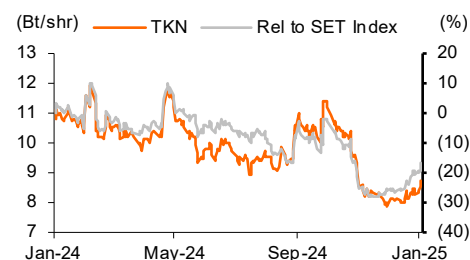
Price rises and cost cuts

Despite falling 25% from 2024, the seaweed price is still 12% above the average price in 2020-23. In coping with the higher seaweed price base, TKN raised its average selling price by around 7% in 2024. According to TKN, consumers have accepted the new prices as they came with product improvements and new flavors. Competitors have also raised prices. It has also adopted cost-saving measures of cutting back on marketing expenses.

COMPANY VALUATION

Y/E Dec (Bt m)	2023A	2024F	2025F	2026F
Sales	5,323	5,617	5,983	6,562
Net profit	743	832	781	1,056
Consensus NP	—	822	819	977
Diff frm cons (%)	—	1.2	(4.6)	8.1
Norm profit	735	832	781	1,056
Prev. Norm profit	—	800	750	859
Chg frm prev (%)	—	4.1	4.1	23.0
Norm EPS (Bt)	0.5	0.6	0.6	0.8
Norm EPS grw (%)	70.1	13.2	(6.1)	35.2
Norm PE (x)	16.3	14.4	15.4	11.4
EV/EBITDA (x)	12.6	11.5	11.1	8.5
P/BV (x)	5.4	5.0	4.8	4.4
Div yield (%)	5.3	5.9	5.6	7.5
ROE (%)	34.1	36.0	32.1	40.4
Net D/E (%)	(7.0)	1.8	0.3	(7.4)

PRICE PERFORMANCE



COMPANY INFORMATION

Price as of 23-Jan-25 (Bt)	8.70
Market Cap (US\$ m)	353.0
Listed Shares (m shares)	1,380.0
Free Float (%)	34.0
Avg Daily Turnover (US\$ m)	4.6
12M Price H/L (Bt)	11.90/7.85
Sector	Food & Beverage
Major Shareholder	Peeradechapan Family 55.9%

Sources: Bloomberg, Company data, Thanachart estimates

ESG Summary Report P10



An early turnaround call

We upgrade TKN to BUY due to its earnings turnaround story

We upgrade Taokaenoi Food & Market Pcl (TKN) to BUY (from Sell) with a new DCF-based 12-month TP (rolled over to a 2025F base year) of Bt11 (from Bt10).

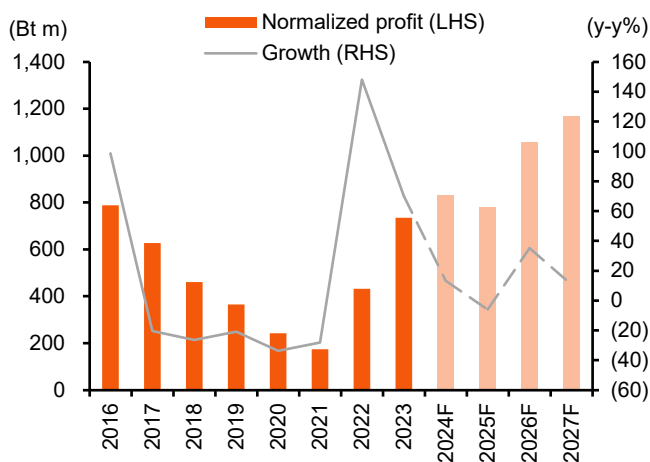
First, we expect TKN's earnings turnaround story to begin in 2H25F with drivers of falling seaweed raw material prices, successful product premiumization, rising US market penetration, its distribution problem having been solved in Indonesia, and cost savings. We estimate -6/35/11% EPS growth in 2025-27F. The fall in 2025F is not news to us as it is the lagged effect of the 50% jump in seaweed costs in 2024. Once the expensive seaweed inventory runs out, earnings should start turning around from 2H25F.

Second, we expect the stock price to react first to the falling seaweed price rather than waiting for earnings to turn around. We estimate the seaweed price of the 2H25F crop has fallen by 25% from 2024's peak level.

Third, TKN is an operational and financially strong company. It has a dominant domestic market share of 37% in the seaweed snacks market. It has also proven successful in export markets, with exports accounting for 64% of revenues in 9M24. It is a high-profitability firm with a 32% ROE despite having a low net D/E ratio of only 0.1x.

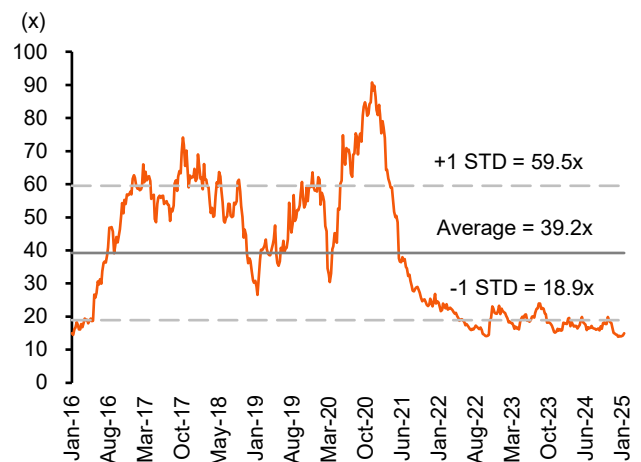
Lastly, after the 27% fall in its share price from last year's peak, we now see TKN's valuation as inexpensive, trading at 15/11x PE multiples in 2025-26F.

Ex 1: Earnings Turnaround



Sources: Company data, Thanachart estimates

Ex 2: De-rated PE



Sources: Bloomberg, Thanachart estimates

Earnings revisions

Note that in this report, we lift our earnings forecasts by 4% in 2025F to reflect TKN's product premiumization effect and cost saving measures. Our larger increase of 23% p.a. in 2026-27F is due to the faster-than-expected fall in seaweed price. Seaweed is TKN's key raw material, accounting for 38% of COGS in 9M24.

Ex 3: Our Assumptions

	2022	2023	2024F	2025F	2026F
Sales growth (%)	20.9	21.9	5.5	6.5	9.7
- Thailand	14.9	17.2	9.2	10.0	9.0
- China	12.0	23.0	(12.1)	(2.5)	6.1
- US	70.0	40.0	20.0	7.9	12.0
- Indonesia	15.0	22.0	12.5	7.9	12.0
- Others	5.0	20.0	10.0	7.9	12.0
Gross margin (%)	28.7	33.0	33.7	32.9	36.0
- Seaweed price (Bt/tonne)	226,118	223,137	285,245	310,019	275,572
- Seaweed price (% changes)	(6.0)	(1.3)	27.8	8.7	(11.1)
SG&A to sales (%)	18.4	18.4	18.2	18.0	17.7
EBIT margin (%)	10.4	14.6	15.5	15.0	18.3

Sources: Company data, Thanachart estimates

Ex 4: Earnings Revisions

	2022	2023	2024F	2025F	2026F
Sales (Bt m)					
- New	4,367	5,323	5,617	5,983	6,562
- Old			5,994	6,764	7,517
- Change (%)			(6.3)	(11.5)	(12.7)
Gross margin (%)					
- New	28.7	33.0	33.7	32.9	36.0
- Old			32.1	29.6	29.9
- Change (ppt)			1.6	3.4	6.1
SG&A to sales (%)					
- New	18.4	18.4	18.2	18.0	17.7
- Old			17.7	17.5	17.5
- Change (ppt)			0.5	0.5	0.2
Normalized profit (Bt m)					
- New	432	735	832	781	1,056
- Old			800	750	859
- Change (%)			4.1	4.1	23.0

Sources: Company data, Thanachart estimates

Falling seaweed prices

Seaweed price coming down from its high base

Nori seaweed is TKN’s largest cost component, comprising 38% of its COGS in 9M24. The seaweed price surged 50% in 2024 due to supply shortages and unfavorable El Niño weather. However, the price for the next crop to be used in 2H25-2H26 has fallen by 25% from the 2024 level due to the following factors:

Government policy support

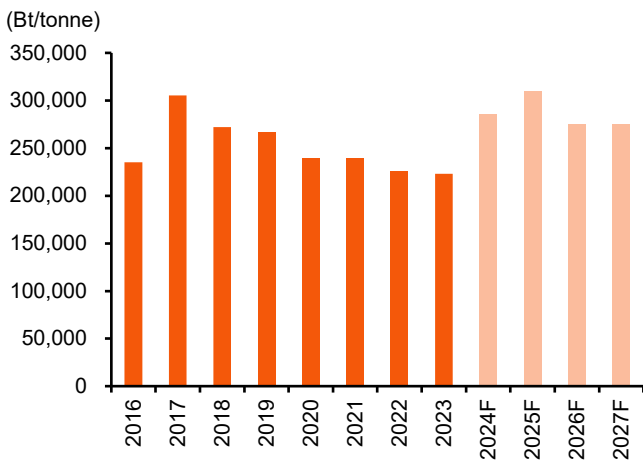
- The South Korean government has offered policy support of 1) an increase in the seaweed plantation area, 2) subsidies through the production chain of seed development, cultivation, processing, and exports to enhance production efficiency, and 3) export promotion to increase the popularity of Korean seaweed in international markets to increase the country’s export value.

Favorable weather conditions

- Weather conditions are widely expected to be more favorable under the La Nina cycle. The El Nino cycle began in late 2023. El Nio’s warm water reduces the availability of nutrients for seaweed to grow. El Nino typically lasts nine to 12 months. La Nina, which is characterized by cooler sea surface temperatures, has arrived earlier this year and it is expected to last throughout March, the seaweed plantation period. Cooler water promotes nutrient upwelling, an ideal environment for cultivating seaweed. The ENSO-neutral conditions, which bring the stabilized water temperate, is expected after the La Nina, which are also benefits for the seaweed plantations.

Note that Nori seaweed has a rapid growth cycle, typically taking 45-60 days from planting to harvest. This means the expanded planting areas and improved ocean conditions should quickly translate into higher supply, with the impacts to be visible as early as mid-2025.

Ex 5: TKN’s Seaweed Price



Sources: Company data, Thanachart estimates

Ex 6: Weather Cycles

	El Nino	Neutral	La Nina
2010	✓		
2011			✓
2012			✓
2013		✓	
2014		✓	
2015		✓	
2016	✓		
2017		✓	
2018		✓	
2019		✓	
2020		✓	
2021			✓
2022			✓
2023	✓		
2024	✓		
2025			✓

Sources: Company data, Thanachart compilation

Note 1: Seaweed plantation farming takes place from December to March. TKN agrees on the contract price in March for the following year’s operations.

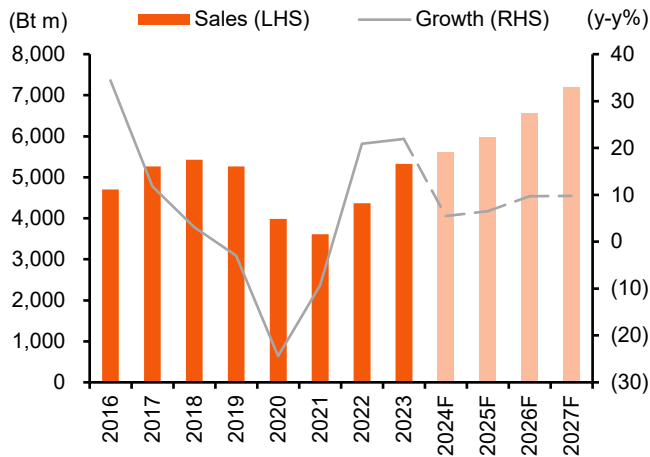
Note 2: El Nino negatively impacts plantations and vice versa for La Nina

Growing revenue

We expect 7-10% p.a. sales growth in 2025-27F

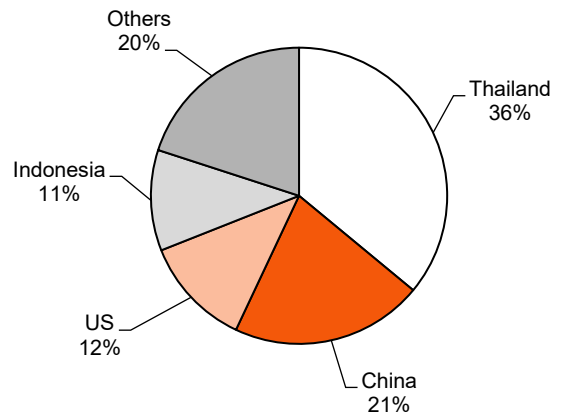
We estimate TKN's sales growth to be 7-10% p.a. in 2025-27F, driven by both export and domestic sales. Exports accounted for 64% of total sales in 9M24, and domestic sales accounted for 36%.

Ex 7: Sales Are Growing



Sources: Company data, Thanachart estimates

Ex 8: Sales Breakdown In 9M24



Sources: Company data, Thanachart estimates

Penetrating two new chain stores in the US

The US: TKN entered the US since 2015 through Asian town grocery stores and successfully expanded into Costco, the largest wholesale store in the US, in 2022-23. TKN expects to increase its presence in the US market via the following channels:

- TKN expects to increase its Costco presence to eight regions from the current six.
- TKN expects to be accepted by Kroger and Walmart this year. These stores are among the top three retail chain stores in the US. TKN expects slower penetration of these two stores than Costco but it expects to enjoy a higher product margin.

Problems solved in Indonesia

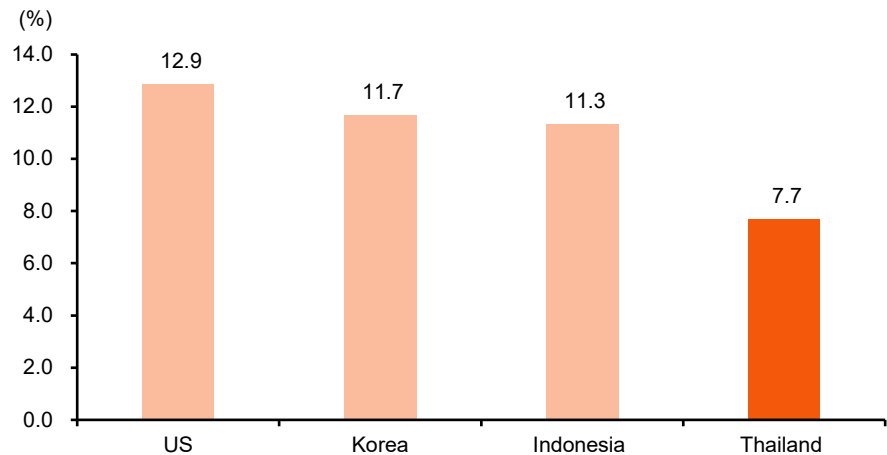
Indonesia: TKN has performed well in modern trade (MT) channels in Indonesia but faced some challenges in 2024 from 1) a change in the distribution company and 2) unsuccessful traditional trade (TT) penetration, which led to distributors destocking. Both issues have been resolved in 4Q24. However, TKN still expects to penetrate TT, and it is developing cheaper products

Doing well in South Korea

South Korea: TKN has been successful in South Korea, positioning its seaweed snacks as fun and innovative compared to the traditional roasted seaweed products commonly available there. TKN offers a variety of flavors and fried or grilled versions to differentiate itself. Marketing efforts include sponsoring leading Korean boy bands and game shows, helping TKN capture attention and grow its customer base. This market is growing by around 11% p.a.

Low-teens growth in Thailand to continue

Thailand: TKN is Thailand's dominant seaweed snacks producer with a 37% market share. We expect TKN's domestic sales to continue to grow by around 11% p.a. in 2025-27F, which is a similar level to 2022-24. Its roasted seaweed category has gained popularity due to the growing trend of health consciousness, as it uses less oil and grease. Roasted products also yield higher margins due to lower ingredient costs, and TKN has enhanced them with new flavors, improved packaging, and new product line extension, selling them at premium prices.

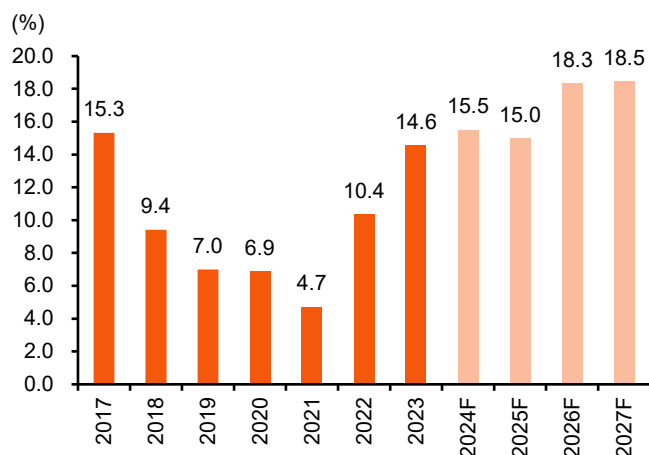
Ex 9: Sales Growth Outlook During 2025-27F

Source: Thanachart estimates

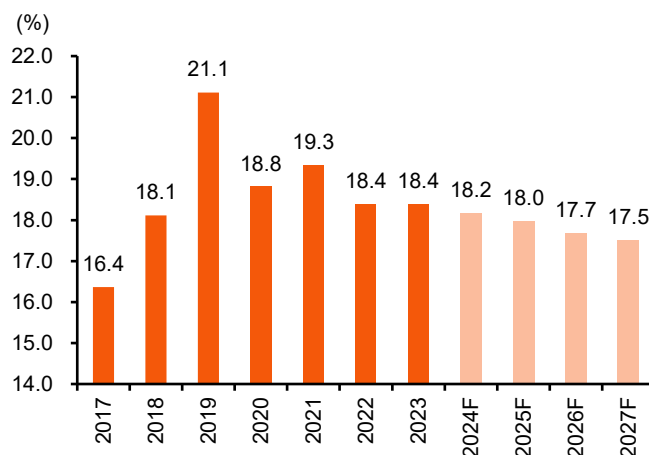
Price increases and cost savings**Margin improvement factors**

We estimate TKN's EBIT margin to expand to 18% in 2027F from 16% p.a. in 2024-25F. Note that we expect the margin to fall in 2025F due to the effect of the sharp seaweed price jump in 2024. Key drivers of the improving trend of margin are price increases for existing products, the introduction of more premium products, and the impact of cost savings.

- TKN raised its existing product prices by an average of 7% in 2024 in high-income markets such as the US, South Korea, and some European countries, where its products are positioned as premium snacks. The price increases were to help absorb the jump in seaweed raw material costs. According to TKN, sales volume slightly declined after the price hikes, but the net effect outweighed the drop in volume. TKN enhanced its product offerings by adding new flavors and adding fortified ingredients, which acted as value-added features to support the price increases.
- TKN has a product premiumization strategy, which involves offering more premium snack products.
- TKN's SG&A-to-sales ratio fell to 18.2% in 9M24 from 18.4% in 2023. It has cut marketing and selling expenses by offering fewer promotions and reducing sponsorship fees. It has maintained the sponsorship of a famous Korean boy band but cut the number of fan-meet events it hosts.

Ex 10: EBIT Margin To Recover

Sources: Company data, Thanachart estimates

Ex 11: Falling SG&A To Sales

Sources: Company data, Thanachart estimates

Ex 12: 12-month DCF-based TP Calculation Using A Base Year Of 2025F

(Bt m)	2025F	2026F	2027F	2028F	2029F	2030F	2031F	2032F	2033F	2034F	2035F	Terminal value
EBITDA	1,078	1,396	1,535	1,697	1,809	1,958	2,135	2,343	2,583	2,786	3,001	—
Free cash flow	758	1,017	1,077	1,220	1,337	1,458	1,599	1,767	1,963	2,122	2,290	23,667
PV of free cash flow	756	828	790	807	798	764	753	746	745	723	700	6,890
Risk-free rate (%)	2.5											
Market risk premium (%)	8.0											
Beta	1.1											
WACC (%)	10.9											
Terminal growth (%)	2.0											
Enterprise value - add investments	15,300											
Net debt (2024F)	42											
Minority interest	3											
Equity value	15,255											
# of shares (m)	1,380											
Target price/share (Bt)	11											

Sources: Company data, Thanachart estimates

Valuation Comparison

Ex 13: Valuation Comparison With Regional Peers

Name	BBG code	Country	EPS growth		— PE —		— P/BV —		EV/EBITDA		— Div yield —	
			24F (%)	25F (%)	24F (x)	25F (x)	24F (x)	25F (x)	24F (x)	25F (x)	24F (%)	25F (%)
Indofood CBP Sukses	ICBP IJ	Indonesia	33.9	13.6	14.1	12.4	2.8	2.4	9.8	9.1	2.8	3.4
Yakult Honsha	2267 JP	Japan	2.3	2.0	16.7	16.4	1.5	1.4	9.1	8.7	2.3	2.4
Austevoll Seafood	AUSS NO	Norway	725.8	10.9	10.1	9.1	1.4	1.3	6.4	5.6	4.6	5.9
Leroy Seafood Group	LSG NO	Norway	1,532.4	48.9	17.3	11.6	1.7	1.6	9.3	6.8	4.5	4.8
Mowi	MOWI NO	Norway	(21.3)	42.9	17.9	12.5	2.5	2.3	10.2	7.8	3.1	4.6
ConAgra Foods	CAG US	US	(7.6)	4.9	9.6	10.3	1.3	1.4	8.7	9.2	5.5	5.6
Danone	DANOY US	US	na	7.0	18.3	17.1	2.4	2.3	11.8	11.1	3.3	3.4
Nestle	NSRGY US	US	na	(1.7)	16.1	16.4	5.6	5.1	13.5	13.8	4.1	4.1
Tyson Foods	TSN US	US	11.6	18.9	16.1	13.5	1.1	1.0	8.6	7.9	3.6	3.7
Coca-Cola	KO US	US	6.1	3.8	21.7	20.9	10.7	10.0	19.6	18.5	3.1	3.3
PepsiCo	PEP US	US	6.9	5.0	18.2	17.3	9.8	8.5	13.6	12.9	3.6	3.8
Monster Beverage	MNST US	US	6.9	13.2	29.9	26.4	7.7	6.5	21.6	19.5	0.0	0.0
Carabao Group Pcl	CBG TB*	Thailand	52.7	26.7	27.1	21.4	6.0	5.3	18.9	15.2	1.8	2.8
Charoen Pokphand Foods	CPF TB*	Thailand	na	10.2	10.6	9.6	0.7	0.7	10.9	10.4	3.9	4.2
KCG Corporation Pcl	KCG TB*	Thailand	16.1	17.2	9.1	7.8	1.3	1.2	6.9	6.1	5.9	7.1
MK Restaurant Group Pcl	M TB*	Thailand	23.3	13.2	8.1	7.2	1.2	1.1	2.1	2.1	10.8	12.2
Osotspa Pcl	OSP TB*	Thailand	33.0	7.7	19.6	18.2	3.9	3.8	13.4	12.3	5.1	5.5
R&B Food Supply Pcl.	RBF TB*	Thailand	(25.0)	9.3	22.6	20.7	2.3	2.1	11.7	10.5	2.4	2.6
SAPPE Pcl	SAPPE TB*	Thailand	13.4	14.6	14.9	13.0	4.2	3.8	10.6	9.8	4.4	5.0
Srinanaporn Marketing Pcl	SNNP TB*	Thailand	4.2	10.6	17.7	16.0	3.4	3.2	11.5	10.2	4.1	4.6
Taokaenoi Food & Market	TKN TB*	Thailand	13.2	(6.1)	14.4	15.4	5.0	4.8	11.5	11.1	5.9	5.6
Thai Union Group Pcl	TU TB*	Thailand	20.9	9.4	9.1	8.3	0.9	0.9	8.5	8.0	6.5	7.1
Average			128.9	12.8	16.3	14.6	3.5	3.2	11.3	10.3	4.2	4.6

Source: Bloomberg

Note: *Thanachart estimates, using Thanachart normalized EPS

Based on 23 January 2025 closing prices

COMPANY DESCRIPTION

Taakaenoi Food & Marketing Pcl (TKN) is Thailand's largest producer of seaweed snacks, and it exports to over 15 overseas markets. TKN has two factories in Thailand, and it has set up sales offices in some of its key overseas markets.

Source: Thanachart

COMPANY RATING



Rating Scale

Very Strong	5
Strong	4
Good	3
Fair	2
Weak	1
None	0

Source: Thanachart; *CG Rating

THANACHART'S SWOT ANALYSIS

S — Strength

- The leading producer of seaweed snacks in Thailand.
- Serving more product SKUs than local and overseas competitors.
- .

O — Opportunity

- Overseas expansions.
- Mergers and acquisitions.

W — Weakness

- Food market in Thailand is saturated with only low organic growth.
- Heavy reliance on food customers who have strong bargaining power.

T — Threat

- Raw material cost fluctuations.
- Domestic consumption and economic conditions.

CONSENSUS COMPARISON

	Consensus	Thanachart	Diff
Target price (Bt)	11.37	11.00	-3%
Net profit 24F (Bt m)	822	832	1%
Net profit 25F (Bt m)	819	781	-5%
Consensus REC	BUY: 3	HOLD: 0	SELL: 2

HOW ARE WE DIFFERENT FROM THE STREET?

- Our 2025F earnings estimate and TP are lower than the Bloomberg consensus numbers, which we attribute to us having more conservative views regarding TKN's falling seaweed costs and its long-term market expansion.

RISKS TO OUR INVESTMENT CASE

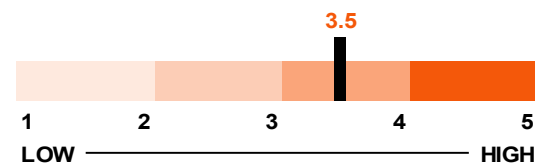
- Lower-than-expected growth of the food and beverage markets in TKN's focus markets would pose downside risk to our numbers.
- Failure to gain new orders and customers would be another downside risk to our earnings forecasts.

Sources: Bloomberg consensus, Thanachart estimates

Source: Thanachart

TKN is Thailand’s leading maker of seaweed snack products. Its factories release some greenhouse gases. It has set a long-term target to cut emissions and has implemented measures to achieve this goal. Our ESG score for TKN is 3.5.

Thanachart ESG Rating



	SET ESG Index	SET ESG (BBB-AAA)	DJSI Index	MSCI (CCC-AAA)	ESG Book (0-100)	Refinitiv (0-100)	S&P Global (0-100)	Moody's (0-100)	CG Rating (0-5)
TKN	-	-	-	-	-	54.56	16.00	-	4.0

Sources: SETTRADE, SET ESG Index, SET ESG Rating, The Dow Jones Industrial Average (DJSI), MSCI ESG Research LLC, Arabesque S-Ray®, Refinitiv ESG Information, S&P Global Market Intelligence, Moody's ESG Solutions, Thai IOD (CG rating)
 Note: Please see third party on “terms of use” in the following back page.

Factors	Our Comments
<p>ENVIRONMENT</p> <ul style="list-style-type: none"> Environmental Policies & Guidelines Energy Management Carbon Management Water Management Waste Management 	<ul style="list-style-type: none"> TKN is the leading producer of seaweed snack products in Thailand. It has two factories in Thailand. TKN has been implementing measures to reduce pollution. TKN has adopted solar rooftops to help cut electricity usage, although the impact is still minimal. TKN recycles waste from the use of seaweed, sugar, and oil. The company has begun a power management project, but this involves only small initiatives such as promoting energy conservation.
<p>SOCIAL</p> <ul style="list-style-type: none"> Human Rights Staff Management Health & Safety Product Safety & Quality Social Responsibility 	<ul style="list-style-type: none"> TKN has set up various welfare schemes for employees. Examples are life insurance and medical treatment expenses for accidents, group health insurance, employee dormitories, and cheap food. TKN provides workshops to increase employee efficiency, e.g., production and garbage sorting improvements. TKN provides donations for those in need and offers cleaning services for nearby communities.
<p>GOVERNANCE & SUSTAINABILITY</p> <ul style="list-style-type: none"> Board Ethics & Transparency Business Sustainability Risk Management Innovation 	<ul style="list-style-type: none"> TKN has a nine-member board of directors, which we consider moderate for its business's size and scope. Of the nine members, four are independent directors. There are four female directors. TKN has diversified its business into making many products. It also operates in several countries. Within the same product category, TKN has been studying and developing new product lines to ensure decent demand from existing clients and acquire new ones.

Sources: Thanachart, Company data

INCOME STATEMENT

FY ending Dec (Bt m)	2022A	2023A	2024F	2025F	2026F
Sales	4,367	5,323	5,617	5,983	6,562
Cost of sales	3,111	3,569	3,724	4,012	4,200
Gross profit	1,255	1,755	1,892	1,971	2,363
% gross margin	28.7%	33.0%	33.7%	32.9%	36.0%
Selling & administration expenses	803	978	1,020	1,075	1,159
Operating profit	453	776	872	896	1,203
% operating margin	10.4%	14.6%	15.5%	15.0%	18.3%
Depreciation & amortization	183	167	172	182	193
EBITDA	636	944	1,044	1,078	1,396
% EBITDA margin	14.6%	17.7%	18.6%	18.0%	21.3%
Non-operating income	30	23	15	15	15
Non-operating expenses	0	0	0	0	0
Interest expense	(11)	(11)	(20)	(23)	(18)
Pre-tax profit	472	788	867	888	1,200
Income tax	39	48	35	107	144
After-tax profit	432	740	832	781	1,056
% net margin	9.9%	13.9%	14.8%	13.1%	16.1%
Shares in affiliates' Earnings	(0)	(1)	0	0	0
Minority interests	0	(4)	0	0	0
Extraordinary items	3	8	0	0	0
NET PROFIT	435	743	832	781	1,056
Normalized profit	432	735	832	781	1,056
EPS (Bt)	0.3	0.5	0.6	0.6	0.8
Normalized EPS (Bt)	0.3	0.5	0.6	0.6	0.8

We expect improvements at both the revenue and margin levels

BALANCE SHEET

FY ending Dec (Bt m)	2022A	2023A	2024F	2025F	2026F
ASSETS:					
Current assets:	1,979	2,062	2,895	3,008	3,229
Cash & cash equivalent	461	297	500	440	490
Account receivables	645	923	769	820	899
Inventories	700	665	1,439	1,550	1,622
Others	173	177	186	199	218
Investments & loans	49	16	16	16	16
Net fixed assets	935	884	832	770	708
Other assets	248	272	103	103	103
Total assets	3,211	3,234	3,846	3,896	4,056
LIABILITIES:					
Current liabilities:	924	828	1,035	1,048	1,031
Account payables	633	708	735	791	828
Bank overdraft & ST loans	175	20	79	65	42
Current LT debt	35	35	135	112	71
Others current liabilities	81	65	86	80	89
Total LT debt	119	85	328	271	174
Others LT liabilities	89	88	90	93	96
Total liabilities	1,132	1,001	1,453	1,412	1,301
Minority interest	(2)	3	3	3	3
Preferreds shares	0	0	0	0	0
Paid-up capital	345	345	345	345	345
Share premium	1,315	1,315	1,315	1,315	1,315
Warrants	0	0	0	0	0
Surplus	(5)	(5)	(5)	(5)	(5)
Retained earnings	426	575	734	826	1,098
Shareholders' equity	2,081	2,230	2,390	2,482	2,753
Liabilities & equity	3,211	3,234	3,846	3,896	4,056

Sources: Company data, Thanachart estimates

CASH FLOW STATEMENT

FY ending Dec (Bt m)	2022A	2023A	2024F	2025F	2026F
Earnings before tax	472	788	867	888	1,200
Tax paid	(30)	(53)	(29)	(108)	(140)
Depreciation & amortization	183	167	172	182	193
Chg In working capital	312	(169)	(593)	(104)	(115)
Chg In other CA & CL / minorities	102	(5)	5	(17)	(14)
Cash flow from operations	1,039	729	422	841	1,124
Capex	(118)	(116)	(120)	(120)	(131)
Right of use	32	(10)	0	0	0
ST loans & investments	0	0	0	0	0
LT loans & investments	(10)	33	0	0	0
Adj for asset revaluation	0	0	0	0	0
Chg In other assets & liabilities	(34)	(25)	171	2	4
Cash flow from investments	(130)	(118)	51	(117)	(127)
Debt financing	(321)	(181)	403	(94)	(161)
Capital increase	0	0	0	0	0
Dividends paid	(359)	(593)	(673)	(689)	(785)
Warrants & other surplus	8	(1)	0	0	0
Cash flow from financing	(672)	(775)	(270)	(783)	(946)
Free cash flow	920	613	302	721	992

Doesn't require significant capex despite its growth ambitions

VALUATION

FY ending Dec	2022A	2023A	2024F	2025F	2026F
Normalized PE (x)	27.8	16.3	14.4	15.4	11.4
Normalized PE - at target price (x)	35.1	20.7	18.2	19.4	14.4
PE (x)	27.6	16.2	14.4	15.4	11.4
PE - at target price (x)	34.9	20.4	18.2	19.4	14.4
EV/EBITDA (x)	18.7	12.6	11.5	11.1	8.5
EV/EBITDA - at target price (x)	23.7	15.9	14.6	14.1	10.7
P/BV (x)	5.8	5.4	5.0	4.8	4.4
P/BV - at target price (x)	7.3	6.8	6.4	6.1	5.5
P/CFO (x)	11.6	16.5	28.4	14.3	10.7
Price/sales (x)	2.7	2.3	2.1	2.0	1.8
Dividend yield (%)	3.3	5.3	5.9	5.6	7.5
FCF Yield (%)	7.7	5.1	2.5	6.0	8.3
(Bt)					
Normalized EPS	0.3	0.5	0.6	0.6	0.8
EPS	0.3	0.5	0.6	0.6	0.8
DPS	0.3	0.5	0.5	0.5	0.7
BV/share	1.5	1.6	1.7	1.8	2.0
CFO/share	0.8	0.5	0.3	0.6	0.8
FCF/share	0.7	0.4	0.2	0.5	0.7

Sources: Company data, Thanachart estimates

FINANCIAL RATIOS

FY ending Dec	2022A	2023A	2024F	2025F	2026F
Growth Rate					
Sales (%)	20.9	21.9	5.5	6.5	9.7
Net profit (%)	138.7	70.9	12.0	(6.1)	35.2
EPS (%)	138.7	70.9	12.0	(6.1)	35.2
Normalized profit (%)	148.1	70.1	13.2	(6.1)	35.2
Normalized EPS (%)	148.1	70.1	13.2	(6.1)	35.2
Dividend payout ratio (%)	92.1	85.4	85.4	85.4	85.4
Operating performance					
Gross margin (%)	28.7	33.0	33.7	32.9	36.0
Operating margin (%)	10.4	14.6	15.5	15.0	18.3
EBITDA margin (%)	14.6	17.7	18.6	18.0	21.3
Net margin (%)	9.9	13.9	14.8	13.1	16.1
D/E (incl. minor) (x)	0.2	0.1	0.2	0.2	0.1
Net D/E (incl. minor) (x)	(0.1)	(0.1)	0.0	0.0	(0.1)
Interest coverage - EBIT (x)	39.9	70.8	43.0	38.7	66.8
Interest coverage - EBITDA (x)	56.0	86.1	51.5	46.6	77.4
ROA - using norm profit (%)	13.0	22.8	23.5	20.2	26.6
ROE - using norm profit (%)	21.2	34.1	36.0	32.1	40.4
DuPont					
ROE - using after tax profit (%)	21.2	34.3	36.0	32.1	40.4
- asset turnover (x)	1.3	1.7	1.6	1.5	1.7
- operating margin (%)	11.1	15.0	15.8	15.2	18.6
- leverage (x)	1.6	1.5	1.5	1.6	1.5
- interest burden (%)	97.6	98.6	97.7	97.5	98.5
- tax burden (%)	91.6	93.9	96.0	88.0	88.0
WACC (%)	10.9	10.9	10.9	10.9	10.9
ROIC (%)	17.1	37.4	40.4	32.4	42.5
NOPAT (Bt m)	415	729	837	788	1,059
invested capital (Bt m)	1,950	2,073	2,432	2,490	2,550

Sources: Company data, Thanachart estimates

ESG Information - Third Party Terms

www.Settrade.com

SETTRADE: You acknowledge that the use of data, information or service displayed and/or contained in this website may require third party's data, content or software which is subject to the terms of third party provider. By accessing and/or using of such certain data, you acknowledge and agree to comply with and be bound by the applicable third party terms specified below.

ESG Scores by Third Party data from www.SETTRADE.com

1. MSCI (CCC- AAA)
2. ESG Book (0-100)
3. Refinitiv (0-100)
4. S&P Global (0-100)
5. Moody's ESG Solutions (0-100)
6. SET ESG Rating (BBB-AAA)

SETESG Index (SETESG)

The SETESG Index reflects the price movement of stock of companies that have sustainable business practices which consider environmental, social and governance (ESG) aspect.

SET Index, SET50 Index, SET100 Index and all indices calculated by the Stock Exchange of Thailand ("SET") (collectively called "SET Index Series") are the registered trademarks/service marks solely owned by, and proprietary to SET. Any unauthorized use of SET Index Series is strictly prohibited. All information provided is for information purposes only and no warranty is made as to its fitness for purpose, satisfactory quality or otherwise. Every effort has been made to ensure that all information given is accurate, but no responsibility or liability (including in negligence) can be accepted by SET for errors or omissions or for any losses arising from the use of this information.

SET ESG Index (SET ESG)

Currently, long-term investment guidelines abroad are beginning to focus on investing in companies that have sustainable business practices. which considers environmental, social and governance factors (Environmental, Social and Governance or ESG) of the company in making investment decisions along with analyzing the company's financial data.

Stock Exchange Has prepared the results of evaluating sustainable stocks which are stocks of listed companies (SETESG Rating) as an alternative for investors who want to invest in stocks of listed companies that are outstanding in ESG, including to support listed companies with operations. sustainable business Taking into account all stakeholders in both social and environmental aspects. There is a management process to create sustainability for the organization, such as risk management. Supply chain management and innovation development. Therefore, the SETESG index was created to be an index that reflects the price movement of a group of securities. of companies with sustainable business operations that meet the required size and liquidity criteria

ESG Book's Disclaimer

Arabesque S-Ray GmbH, also trading as "ESG Book", is a limited liability company (Gesellschaft mit beschränkter Haftung) incorporated in Frankfurt am Main and organised under the laws of Germany with registered number HRB 113087 in the commercial register of the local court with its seat and business address at Zeppelinallee 15, 60325 Frankfurt am Main, Germany (hereinafter "ESG Book"). ESG Book, with its UK branch and local subsidiaries, is a provider of sustainability data and advisory services and operates the sustainability data platform ESG Book. ESG Book does not offer any regulated financial services nor products. This document is provided on a confidential basis by ESG Book and is for information purposes only; accordingly, it is not a solicitation or an offer to buy any security or instrument or to participate in any trading activities nor should it be construed as a recommendation or advice on the merits of investing in any financial product. THIRD PARTY INFORMATION. Certain information contained in this document has been obtained from sources outside ESG Book. While such information is believed to be reliable for the purposes used herein, no representations are made as to the accuracy or completeness thereof and neither ESG Book nor its affiliates take any responsibility for such information. To the extent this document contains any links to third party websites, such links are provided as a convenience and for informational purposes only; they do not constitute an endorsement or an approval by ESG Book of any of the products, services or opinions of the corporations or organization or individual operating such third party websites. ESG Book bears no responsibility for the accuracy, legality or content of the external site or for that of subsequent links. RELIANCE – ESG Book makes no representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, and accepts no liability for any loss, of whatever kind, howsoever arising, in relation thereto, and nothing contained herein should be relied upon. CONFIDENTIALITY. This document contains highly confidential information regarding ESG Book's strategy and organization. Your acceptance of this document constitutes your agreement to keep confidential all the information contained in this document, as well as any information derived by you from the information contained in this document and not disclose any such information to any other person. This document may not be copied, reproduced, in any way used or disclosed or transmitted, in whole or in part, to any other person.

MSCI ESG Research LLC

"Certain information @2021 MSCI ESG Research LLC. Reproduced by permission"

"Although [User ENTITY NAME's] information providers, including without limitation, MSCI ESG Research LLC and its affiliates (the "ESG Parties"), obtain information (the "Information") from sources they consider reliable, none of the ESG Parties warrants or guarantees the originality, accuracy and/or completeness, of any data herein and expressly disclaim all express or implied warranties, including those of merchantability and fitness for a particular purpose. The information may only be used for your internal use, may not be reproduced or disseminated in any form and may not be used as a basis for, or a component of, any financial instruments or products or indices. Further, non of the Information can in and of itself be used to determine which securities to buy or sell or when to buy or sell them. None of the ESG Parties shall have any liability for any errors or omissions in connection with any data herein, or any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages."

Score range	Description
CCC - B	LAGGARD: A company lagging its industry based on its high exposure and failure to manage significant ESG risks
BB - BBB - A	AVERAGE : A company with a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers
AA - AAA	LEADER: A company leading its industry in managing the most significant ESG risks and opportunities

The Dow Jones Sustainability Indices (DJSI)

The Dow Jones Sustainability Indices (DJSI) are a family of best-in-class benchmarks for investors who have recognized that sustainable business practices are critical to generating long-term shareholder value and who wish to reflect their sustainability convictions in their investment portfolios. The family was launched in 1999 as the first global sustainability benchmark and tracks the stock performance of the world's leading companies in terms of economic, environmental and social criteria. Created jointly by S&P Dow Jones Indices and SAM, the DJSI combine the experience of an established index provider with the expertise of a specialist in Sustainable Investing to select the most sustainable companies from across 61 industries. The indices serve as benchmarks for investors who integrate sustainability considerations into their portfolios, and provide an effective engagement platform for investors who wish to encourage companies to improve their corporate sustainability practices.

S&P Global Market Intelligence

Copyright © 2021, S&P Global Market Intelligence (and its affiliates as applicable). Reproduction of any information, opinions, views, data or material, including ratings ("Content") in any form is prohibited except with the prior written permission of the relevant party. Such party, its affiliates and suppliers ("Content Providers") do not guarantee the accuracy, adequacy, completeness, timeliness or availability of any Content and are not responsible for any errors or omissions (negligent or otherwise), regardless of the cause, or for the results obtained from the use of such Content. In no event shall Content Providers be liable for any damages, costs, expenses, legal fees, or losses (including lost income or lost profit and opportunity costs) in connection with any use of the Content. A reference to a particular investment or security, a rating or any observation concerning an investment that is part of the Content is not a recommendation to buy, sell or hold such investment or security, does not address the suitability of an investment or security and should not be relied on as investment advice. Credit ratings are statements of opinions and are not statements of fact.

ESG risk combines the concepts of management and exposure to arrive at an absolute assessment of ESG risk. We identify five categories of ESG risk severity that could impact a company's enterprise value

Moody's ESG Solutions

© 2022 Moody's Corporation, Moody's Investors Service, Inc., Moody's Analytics, Inc. and/or their licensors and affiliates (collectively, "MOODY'S"). All rights reserved.

CREDIT RATINGS ISSUED BY MOODY'S CREDIT RATINGS AFFILIATES ARE THEIR CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, CREDIT COMMITMENTS, OR DEBT OR DEBT-LIKE SECURITIES, AND MATERIALS, PRODUCTS, SERVICES AND INFORMATION PUBLISHED BY MOODY'S (COLLECTIVELY, "PUBLICATIONS") MAY INCLUDE SUCH CURRENT OPINIONS. MOODY'S DEFINES CREDIT RISK AS THE RISK THAT AN ENTITY MAY NOT MEET ITS CONTRACTUAL FINANCIAL OBLIGATIONS AS THEY COME DUE AND ANY ESTIMATED FINANCIAL LOSS IN THE EVENT OF DEFAULT OR IMPAIRMENT. SEE APPLICABLE MOODY'S RATING SYMBOLS AND DEFINITIONS PUBLICATION FOR INFORMATION ON THE TYPES OF CONTRACTUAL FINANCIAL OBLIGATIONS ADDRESSED BY MOODY'S CREDIT RATINGS. CREDIT RATINGS DO NOT ADDRESS ANY OTHER RISK, INCLUDING BUT NOT LIMITED TO: LIQUIDITY RISK, MARKET VALUE RISK, OR PRICE VOLATILITY. CREDIT RATINGS, NON-CREDIT ASSESSMENTS ("ASSESSMENTS"), AND OTHER OPINIONS INCLUDED IN MOODY'S PUBLICATIONS ARE NOT STATEMENTS OF CURRENT OR HISTORICAL FACT. MOODY'S PUBLICATIONS MAY ALSO INCLUDE QUANTITATIVE MODEL-BASED ESTIMATES OF CREDIT RISK AND RELATED OPINIONS OR COMMENTARY PUBLISHED BY MOODY'S ANALYTICS, INC. AND/OR ITS AFFILIATES. MOODY'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS AND PUBLICATIONS DO NOT CONSTITUTE OR PROVIDE INVESTMENT OR FINANCIAL ADVICE, AND MOODY'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS AND PUBLICATIONS ARE NOT AND DO NOT PROVIDE RECOMMENDATIONS TO PURCHASE, SELL, OR HOLD PARTICULAR SECURITIES. MOODY'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS AND PUBLICATIONS DO NOT COMMENT ON THE SUITABILITY OF AN INVESTMENT FOR ANY PARTICULAR INVESTOR. MOODY'S ISSUES ITS CREDIT RATINGS,

ASSESSMENTS AND OTHER OPINIONS AND PUBLISHES ITS PUBLICATIONS WITH THE EXPECTATION AND UNDERSTANDING THAT EACH INVESTOR WILL, WITH DUE CARE, MAKE ITS OWN STUDY AND EVALUATION OF EACH SECURITY THAT IS UNDER CONSIDERATION FOR PURCHASE, HOLDING, OR SALE. MOODY'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS, AND PUBLICATIONS ARE NOT INTENDED FOR USE BY RETAIL INVESTORS AND IT WOULD BE RECKLESS AND INAPPROPRIATE FOR RETAIL INVESTORS TO USE MOODY'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS OR PUBLICATIONS WHEN MAKING AN INVESTMENT DECISION. IF IN DOUBT YOU SHOULD CONTACT YOUR FINANCIAL OR OTHER PROFESSIONAL ADVISER.

ALL INFORMATION CONTAINED HEREIN IS PROTECTED BY LAW, INCLUDING BUT NOT LIMITED TO, COPYRIGHT LAW, AND NONE OF SUCH INFORMATION MAY BE COPIED OR OTHERWISE REPRODUCED, REPACKAGED, FURTHER TRANSMITTED, TRANSFERRED, DISSEMINATED, REDISTRIBUTED OR RESOLD, OR STORED FOR SUBSEQUENT USE FOR ANY SUCH PURPOSE, IN WHOLE OR IN PART, IN ANY FORM OR MANNER OR BY ANY MEANS WHATSOEVER, BY ANY PERSON WITHOUT MOODY'S PRIOR WRITTEN CONSENT.

MOODY'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS AND PUBLICATIONS ARE NOT INTENDED FOR USE BY ANY PERSON AS A BENCHMARK AS THAT TERM IS DEFINED FOR REGULATORY PURPOSES AND MUST NOT BE USED IN ANY WAY THAT COULD RESULT IN THEM BEING CONSIDERED A BENCHMARK.

All information contained herein is obtained by MOODY'S from sources believed by it to be accurate and reliable. Because of the possibility of human or mechanical error as well as other factors, however, all information contained herein is provided "AS IS" without warranty of any kind. MOODY'S adopts all necessary measures so that the information it uses in assigning a credit rating is of sufficient quality and from sources MOODY'S considers to be reliable including, when appropriate, independent third-party sources. However, MOODY'S is not an auditor and cannot in every instance independently verify or validate information received in the rating process or in preparing its Publications.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability to any person or entity for any indirect, special, consequential, or incidental losses or damages whatsoever arising from or in connection with the information contained herein or the use of or inability to use any such information, even if MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers is advised in advance of the possibility of such losses or damages, including but not limited to: (a) any loss of present or prospective profits or (b) any loss or damage arising where the relevant financial instrument is not the subject of a particular credit rating assigned by MOODY'S.

To the extent permitted by law, MOODY'S and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability for any direct or compensatory losses or damages caused to any person or entity, including but not limited to by any negligence (but excluding fraud, willful misconduct or any other type of liability that, for the avoidance of doubt, by law cannot be excluded) on the part of, or any contingency within or beyond the control of, MOODY'S or any of its directors, officers, employees, agents, representatives, licensors or suppliers, arising from or in connection with the information contained herein or the use of or inability to use any such information.

NO WARRANTY, EXPRESS OR IMPLIED, AS TO THE ACCURACY, TIMELINESS, COMPLETENESS, MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE OF ANY CREDIT RATING, ASSESSMENT, OTHER OPINION OR INFORMATION IS GIVEN OR MADE BY MOODY'S IN ANY FORM OR MANNER WHATSOEVER.

Moody's Investors Service, Inc., a wholly-owned credit rating agency subsidiary of Moody's Corporation ("MCO"), hereby discloses that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by Moody's Investors Service, Inc. have, prior to assignment of any credit rating, agreed to pay to Moody's Investors Service, Inc. for credit ratings opinions and services rendered by it fees ranging from \$1,000 to approximately \$5,000,000. MCO and Moody's Investors Service also maintain policies and procedures to address the independence of Moody's Investors Service credit ratings and credit rating processes. Information regarding certain affiliations that may exist between directors of MCO and rated entities, and between entities who hold credit ratings from Moody's Investors Service and have also publicly reported to the SEC an ownership interest in MCO of more than 5%, is posted annually at www.moody's.com under the heading "Investor Relations — Corporate Governance — Director and Shareholder Affiliation Policy." Additional terms for Australia only: Any publication into Australia of this document is pursuant to the Australian Financial Services License of MOODY'S affiliate, Moody's Investors Service Pty Limited ABN 61 003 399 657AFSL 336969 and/or Moody's Analytics Australia Pty Ltd ABN 94 105 136 972 AFSL 383569 (as applicable). This document is intended to be provided only to "wholesale clients" within the meaning of section 761G of the Corporations Act 2001. By continuing to access this document from within Australia, you represent to MOODY'S that you are, or are accessing the document as a representative of, a "wholesale client" and that neither you nor the entity you represent will directly or indirectly disseminate this document or its contents to "retail clients" within the meaning of section 761G of the Corporations Act 2001. MOODY'S credit rating is an opinion as to the creditworthiness of a debt obligation of the issuer, not on the equity securities of the issuer or any form of security that is available to retail investors.

Additional terms for Japan only: Moody's Japan K.K. ("MJJK") is a wholly-owned credit rating agency subsidiary of Moody's Group Japan G.K., which is wholly-owned by Moody's Overseas Holdings Inc., a wholly-owned subsidiary of MCO. Moody's SF Japan K.K. ("MSFJ") is a wholly-owned credit rating agency subsidiary of MJJK. MSFJ is not a Nationally Recognized Statistical Rating Organization ("NRSRO"). Therefore, credit ratings assigned by MSFJ are Non-NRSRO Credit Ratings. Non-NRSRO Credit Ratings are assigned by an entity that is not a NRSRO and, consequently, the rated obligation will not qualify for certain types of treatment under U.S. laws. MJJK and MSFJ are credit rating agencies registered with the Japan Financial Services Agency and their registration numbers are FSA Commissioner (Ratings) No. 2 and 3 respectively.

Additional terms for Hong Kong only: Any Second Party Opinion or other opinion that falls within the definition of "advising on securities" under the Hong Kong Securities and Futures Ordinance ("SFO") is issued by Vigeo Eiris Hong Kong Limited, a company licensed by the Hong Kong Securities and Futures Commission to carry out the regulated activity of advising on securities in Hong Kong. This Second Party Opinion or other opinion that falls within the definition of "advising on securities" under the SFO is intended for distribution only to "professional investors" as defined in the SFO and the Hong Kong Securities and Futures (Professional Investors) Rules. This Second Party Opinion or other opinion must not be distributed to or used by persons who are not professional investors.

MJJK or MSFJ (as applicable) hereby disclose that most issuers of debt securities (including corporate and municipal bonds, debentures, notes and commercial paper) and preferred stock rated by MJJK or MSFJ (as applicable) have, prior to assignment of any credit rating, agreed to pay to MJJK or MSFJ (as applicable) for credit ratings opinions and services rendered by it fees ranging from JPY125,000 to approximately JPY550,000,000.

MJJK and MSFJ also maintain policies and procedures to address Japanese regulatory requirements.

Refinitiv ESG

These Terms of Use govern your access or use of the ESG information and materials on the Refinitiv website and any AI powered voice assistance software ("Refinitiv ESG Information"). 2020© Refinitiv. All rights reserved. Refinitiv ESG Information is proprietary to Refinitiv Limited and/or its affiliates ("Refinitiv").

The Refinitiv ESG Information is for general informational and non-commercial purposes only. Reproduction, redistribution or any other form of copying or transmission of the Refinitiv ESG Information is prohibited without Refinitiv's prior written consent.

All warranties, conditions and other terms implied by statute or common law including, without limitation, warranties or other terms as to suitability, merchantability, satisfactory quality and fitness for a particular purpose, are excluded to the maximum extent permitted by applicable laws. The Refinitiv ESG Information is provided "as is" and Refinitiv makes no express or implied warranties, representations or guarantees concerning the accuracy, completeness or currency of the information in this service or the underlying Third Party Sources (as defined below). You assume sole responsibility and entire risk as to the suitability and results obtained from your use of the Refinitiv ESG Information.

The Refinitiv ESG Information does not amount to financial, legal or other professional advice, nor does it constitute: (a) an offer to purchase shares in the funds referred to; or (b) a recommendation relating to the sale and purchase of instruments; or (c) a recommendation to take any particular legal, compliance and/or risk management decision. Investors should remember that past performance is not a guarantee of future results.

The Refinitiv ESG Information will not be used to construct or calculate and index or a benchmark, used to create any derivative works or used for commercial purposes. Refinitiv's disclaimer in respect of Benchmark Regulations applies to the Refinitiv ESG Information.

No responsibility or liability is accepted by Refinitiv its affiliates, officers, employees or agents (whether for negligence or otherwise) in respect of the Refinitiv ESG Information, or for any inaccuracies, omissions, mistakes, delays or errors in the computation and compilation of the Refinitiv ESG Information (and Refinitiv shall not be obliged to advise any person of any error therein). For the avoidance of doubt, in no event will Refinitiv have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) relating to any use of the Refinitiv ESG Information.

You agree to indemnify, defend and hold harmless Refinitiv from and against any claims, losses, damages, liabilities, costs and expenses, including, without limitation, reasonable legal and experts' fees and costs, as incurred, arising in any manner out of your use of, or inability to use, any Information contained on the Refinitiv web site or obtained via any AI powered voice assistance software.

You represent to us that you are lawfully able to enter into these Terms of Use. If you are accepting these Terms of Use for and on behalf of an entity such as the company you work for, you represent to us that you have legal authority to bind that entity.

By accepting these Terms of Use you are also expressly agreeing to the following Refinitiv's website Terms of Use.

Refinitiv ESG scores are derived from third party publicly available sources ("Third Party Sources") and are formulated on the basis of Refinitiv own transparent and objectively applied methodology. Refinitiv's ESG Information methodology can be accessed here.

Score range	Description	
0 to 25	First Quartile	Scores within this range indicates poor relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly.
> 25 to 50	Second Quartile	Scores within this range indicates satisfactory relative ESG performance and moderate degree of transparency in reporting material ESG data publicly.
> 50 to 75	Third Quartile	Scores within this range indicates good relative ESG performance and above average degree of transparency in reporting material ESG data publicly.
> 75 to 100	Fourth Quartile	Score within this range indicates excellent relative ESG performance and high degree of transparency in reporting material ESG data publicly.

CG Report : by Thai Institute of Directors Association (Thai IOD), Established in December 1999, the Thai IOD is a membership organization that strives to promote professionalism in directorship. The Thai IOD offers directors certification and professional development courses, provides a variety of seminars, forums and networking events, and conducts research on board governance issues and practices. Membership comprises board members from companies ranging from large publicly listed companies to small private firms.

90-100	▲▲▲▲▲	Excellent
80-89	▲▲▲▲	Very Good
70-79	▲▲▲	Good
60-69	▲▲	Satisfactory
50-59	▲	Pass
Below		N/A

General Disclaimers And Disclosures:

This report is prepared and issued by Thanachart Securities Public Company Limited (TNS) as a resource only for clients of TNS, Thanachart Capital Public Company Limited (TCAP) and its group companies. Copyright © Thanachart Securities Public Company Limited. All rights reserved. The report may not be reproduced in whole or in part or delivered to other persons without our written consent.

This report is prepared by analysts who are employed by the research department of TNS. 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 TNS or TCAP 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 TNS, TCAP 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, TNS, TCAP 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.

TNS, TCAP and its group companies perform and seek to perform business with companies covered in this report. TNS, TCAP, its group companies, their employees and directors may have positions and financial interest in securities mentioned in this report. TNS, TCAP 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: Thanachart Securities Public Company Limited act as a Market Maker and Derivative Warrants Issuer. At present, TNS has issued Derivative Warrants underlying securities before making investment decisions.

Note: Thanachart Capital Pcl (TCAP) holds an 89.96% of Thanachart Securities (TNS). TCAP holds a 100% of Thanachart SPV1 Co. Ltd. TCAP and Thanachart SPV1 combinedly hold a 60% stake in THANI.

Note: Thanachart Capital Public Company Limited (TCAP), TMBThanachart Bank Public Company Limited (TTB), are related companies to Thanachart Securities Public Company Limited (TNS). Thanachart Securities Pcl is a subsidiary of Thanachart Capital Pcl (TCAP) which holds 24.35% of the shareholding in TMBThanachart Bank Pcl.

Thanachart Capital Public Company Limited (TCAP), Ratchthani Leasing Public Company Limited (THANI), MBK PUBLIC COMPANY LIMITED (MBK) and PATUM RICE MILL AND GRANARY PUBLIC COMPANY LIMITED (PRG) are related companies to Thanachart Securities Public Company Limited (TNS) . Since TNS covers those securities in research report, consequently TNS incurs conflicts of interest.

Note: Thanachart Securities Public Company Limited (TNS) acts as an underwriter of “Debentures of SC ASSET CORPORATION PUBLIC COMPANY LIMITED No. 1/2025 (B.E. 2568), therefore investors need to be aware that there could be conflicts of interest in this research.

Note: Thanachart Securities Public Company Limited (TNS) acts as an underwriter of “Debentures of MUANGTHAI CAPITAL PUBLIC COMPANY LIMITED No. 1/2025 (B.E. 2568) tranche 1-3 which its maturity at 2028, 2030, 2032 (B.E. 2571, 2573, 2575)”, therefore investors need to be aware that there could be conflicts of interest in this research.

Note: Thanachart Securities Public Company Limited (TNS) acts as an underwriter of “Debentures of SRISAWAD CAPITAL 1969 PUBLIC COMPANY LIMITED No. 1/2025 (B.E. 2568) tranche 1-3 which its maturity at 2027-2029 (B.E. 2570-2572)”, therefore investors need to be aware that there could be conflicts of interest in this research.

Disclosure of Interest of Thanachart Securities**Investment Banking Relationship**

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

Recommendation Structure:

Recommendations are based on absolute upside or downside, which is the difference between the target price and the current market price. If the upside is 10% or more, the recommendation is BUY. If the downside is 10% or more, the recommendation is SELL. For stocks where the upside or downside is less than 10%, the recommendation is HOLD. Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on the market price and the formal recommendation.

For sectors, an "Overweight" sector weighting is used when we have BUYs on majority of the stocks under our coverage by market cap. "Underweight" is used when we have SELLs on majority of the stocks we cover by market cap. "Neutral" is used when there are relatively equal weightings of BUYs and SELLs.

Thanachart Securities Pcl.

Research Team

18 Floor, MBK Tower

444 Phayathai Road, Pathumwan Road, Bangkok 10330

Tel: 662 - 779-9119

Email: thanachart.res@thanachartsec.co.th

Pimpaka Nichgaroon, CFA

Head of Research, Strategy
pimpaka.nic@thanachartsec.co.th

Nuttapop Prasitsuksant

Telecom, Utilities
nuttapop.pra@thanachartsec.co.th

Rata Limsuthiwanpoom

Auto, Industrial Estate, Media, Prop. Fund
rata.lim@thanachartsec.co.th

Siriporn Arunothai

Small Cap, Healthcare, Hotel
siriporn.aru@thanachartsec.co.th

Sittichet Rungrassameephat

Analyst, Retail Market Strategy
sittichet.run@thanachartsec.co.th

Adisak Phupiphathirungul, CFA

Retail Market Strategy
adisak.phu@thanachartsec.co.th

Pattadol Bunnak

Electronics, Food & Beverage, Shipping
pattadol.bun@thanachartsec.co.th

Saksid Phadthananarak

Construction, Transportation
saksid.pha@thanachartsec.co.th

Yupapan Polpornprasert

Energy, Petrochemical
yupapan.pol@thanachartsec.co.th

Thaloengsak Kucharoenpaisan

Analyst, Retail Market Strategy
thaloengsak.kuc@thanachartsec.co.th

Pattarawan Wangmingmat

Senior Technical Analyst
pattarawan.wan@thanachartsec.co.th

Phannarai Tiyapittayarut

Property, Retail
phannarai.von@thanachartsec.co.th

Sarachada Sornsong

Bank, Finance
sarachada.sor@thanachartsec.co.th

Witchanan Tambamroong

Technical Analyst
witchanan.tam@thanachartsec.co.th

Nariporn Klangpremchitt, CISA

Analyst, Retail Market Strategy
nariporn.kla@thanachartsec.co.th