

**Osotspa Public Co. Ltd. (OSP TB) - BUY, Price Bt14.20, TP Bt19.60** | Results Comment

Pattadol Bunnak | Email: pattadol.bun@ttbwealth.co.th

**Strong 1Q26 beat**

- OSP reported earnings of Bt1.1bn, growing by 19.3% y-y and 67% q-q. Earnings beat expectations on significant cost savings.
- Domestic beverage business revenue increased by 11%. While OSP's market share likely remained stable, the strong y-y growth was due to the low base last year when OSP decided to deplete inventory ahead of new product launches.
- International beverage revenue fell by 11% y-y due mainly to stricter product import regulations in Myanmar, likely as the government aimed to preserve its weak currency.
- Gross margin improved to 42.5% from 40.3%. OSP continued to focus on cost savings.
- SG&A-to-sales also fell to 21.9% from 24.8%. On top of cost savings, there was also a low expense base after OSP decided to merge two beverage factories into one factory late last year.

Income Statement						Income Statement					
(consolidated)						3M as					
Yr-end Dec (Bt m)	1Q25	2Q25	3Q25	4Q25	1Q26	(Bt m)	q-q%	y-y%	% 2026F	2026F	2027F
Revenue	6,831	6,807	5,604	6,319	6,345	Revenue	0	(7)	25	25,746	26,952
<b>Gross profit</b>	<b>2,752</b>	<b>2,854</b>	<b>2,157</b>	<b>2,499</b>	<b>2,697</b>	<b>Gross profit</b>	<b>8</b>	<b>(2)</b>	<b>26</b>	<b>10,221</b>	<b>10,700</b>
SG&A	1,692	1,660	1,367	1,732	1,389	SG&A	(20)	(18)	22	6,436	6,738
Operating profit	1,059	1,193	790	766	1,308	Operating profit	71	23	35	3,785	3,962
<b>EBITDA</b>	<b>1,411</b>	<b>1,547</b>	<b>1,146</b>	<b>1,124</b>	<b>1,621</b>	<b>EBITDA</b>	<b>44</b>	<b>15</b>	<b>31</b>	<b>5,207</b>	<b>5,405</b>
Other income	74	49	60	63	79	Other income	26	7	32	249	253
Other expense	0	0	0	0	0	Other expense					
Interest expense	36	28	24	21	11	Interest expense	(48)	(68)	24	47	4
<b>Profit before tax</b>	<b>1,097</b>	<b>1,214</b>	<b>826</b>	<b>808</b>	<b>1,375</b>	<b>Profit before tax</b>	<b>70</b>	<b>25</b>	<b>34</b>	<b>3,986</b>	<b>4,212</b>
Income tax	99	182	130	121	223	Income tax	84	125	41	544	548
Equity & invest. income	37	33	32	44	45	Equity & invest. income	3	21	32	142	145
Minority interests	(66)	(55)	(28)	(38)	(40)	Minority interests	na	na	na	(150)	(150)
Extraordinary items	295	0	(0)	0	0	Extraordinary items					
<b>Net profit</b>	<b>1,265</b>	<b>1,010</b>	<b>700</b>	<b>692</b>	<b>1,157</b>	<b>Net profit</b>	<b>67</b>	<b>(9)</b>	<b>34</b>	<b>3,435</b>	<b>3,660</b>
<b>Normalized profit</b>	<b>970</b>	<b>1,010</b>	<b>700</b>	<b>692</b>	<b>1,157</b>	<b>Normalized profit</b>	<b>67</b>	<b>19</b>	<b>34</b>	<b>3,435</b>	<b>3,660</b>
EPS (Bt)	0.42	0.34	0.23	0.23	0.39	EPS (Bt)	67	(9)	34	1.14	1.22
Normalized EPS (Bt)	0.32	0.34	0.23	0.23	0.39	Normalized EPS (Bt)	67	19	34	1.14	1.22

  

Balance Sheet						Financial Ratios					
(consolidated)						3M as					
Yr-end Dec (Bt m)	1Q25	2Q25	3Q25	4Q25	1Q26	(%)	1Q25	2Q25	3Q25	4Q25	1Q26
Cash & ST investment	2,543	2,540	2,780	3,321	4,237	Sales growth	(5.9)	(7.3)	(7.3)	(1.6)	(7.1)
A/C receivable	5,601	4,880	4,702	4,571	4,683	Operating profit growth	24.6	14.8	30.0	17.2	23.4
Inventory	3,608	3,183	2,955	2,608	1,907	EBITDA growth	16.8	10.5	18.5	11.1	14.9
Other current assets	16	636	742	1,239	953	Norm profit growth	17.1	9.8	4.2	12.5	19.3
Investment	733	570	597	641	685	Norm EPS growth	17.1	9.8	4.2	12.5	19.3
Fixed assets	12,169	11,996	11,791	11,471	10,819	Gross margin	40.3	41.9	38.5	39.5	42.5
Other assets	823	774	752	733	698	Operating margin	15.5	17.5	14.1	12.1	20.6
<b>Total assets</b>	<b>25,492</b>	<b>24,579</b>	<b>24,319</b>	<b>24,584</b>	<b>23,981</b>	EBITDA margin	20.7	22.7	20.5	17.8	25.5
S-T debt	710	149	848	114	65	Norm net margin	14.2	14.8	12.5	10.9	18.2
A/C payable	6,267	5,916	5,595	5,902	5,619	D/E (x)	0.1	0.0	0.1	0.0	0.0
Other current liabilities	306	278	261	353	511	Net D/E (x)	(0.1)	(0.1)	(0.1)	(0.2)	(0.2)
L-T debt	322	309	255	219	114	Interest coverage (x)	39.7	54.3	47.9	52.5	144.7
Other liabilities	786	783	725	665	666	Interest rate	8.7	15.3	12.3	11.9	17.5
Minority interest	364	405	431	459	347	Effective tax rate	9.0	15.0	15.8	15.0	16.2
<b>Shareholders' equity</b>	<b>16,736</b>	<b>16,739</b>	<b>16,203</b>	<b>16,871</b>	<b>16,659</b>	ROA	15.3	16.1	11.5	11.3	19.1
Working capital	2,941	2,147	2,062	1,277	971	ROE	24.1	24.1	17.0	16.7	27.6
Total debt	1,032	458	1,103	333	179						
<b>Net debt</b>	<b>(1,511)</b>	<b>(2,082)</b>	<b>(1,677)</b>	<b>(2,988)</b>	<b>(4,058)</b>						

Sources: Company data, ttb wealth estimates

**General Disclaimers And Disclosures:**

This report is prepared and issued by ttb wealth securities public company limited (ttbwealth) which is owned 99.97% by TMBThanachart Bank Public Company Limited (TTB) as a resource only for clients of ttbwealth, TMBThanachart Bank Public Company Limited (TTB) and its group companies. Copyright © ttb wealth 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 ttbwealth. 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 ttbwealth or TTB or its group companies or any of their employees incur any responsibility. This report is provided to you for informational purposes only and it is not, and is not to be construed as, an offer or an invitation to make an offer to sell or buy any securities. Neither ttbwealth, TTB nor its group companies accept any liability whatsoever for any direct or consequential loss arising from any use of this report or its contents.

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

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

**Disclosure of Interest of ttb wealth securities public company limited**

**Investment Banking Relationship**

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