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ปรับประมาณการสะท้อนกำไร 1Q24 ที่ผิดหวัง

- ปรับลดประมาณการกำไรปี 2024-26 ลง 19%/17%/16% หลังกำไร 1Q24 ต่ำ ผิดคาด หลักๆ จากการปรับอัตรากำไรขั้นต้นลง
- ข้อดีคือ Backlog สูงเป็นประวัติการณ์ ส่วนใหญ่ส่งมอบในปีนี้
- ปรับลดราคาเป้าหมายลงเป็น 5.50 บาท ยังคงแนะนำซื้อเพราะถูก

TARGET PRICE	THB5.50
CLOSE	THB4.46
UP/DOWNSIDE	+23.3%
PRIOR TP	THB6.80
CHANGE IN TP	-19.1%
TP vs CONSENSUS	-10.6%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	5,338	5,890	6,263	6,598
Net profit	252	258	304	342
EPS (THB)	0.36	0.37	0.43	0.49
vs Consensus (%)	-	(12.9)	(15.7)	(9.3)
EBITDA	381	363	421	470
Recurring net profit	252	258	304	342
Core EPS (THB)	0.36	0.37	0.43	0.49
Chg. In EPS est. (%)	-	(18.7)	(17.2)	(16.4)
EPS growth (%)	(29.2)	2.3	18.0	12.5
Core P/E (x)	12.4	12.1	10.3	9.1
Dividend yield (%)	6.5	4.1	4.9	5.5
EV/EBITDA (x)	5.1	6.3	5.8	5.5
Price/book (x)	1.4	1.5	1.5	1.5
Net debt/Equity (%)	(54.6)	(39.3)	(33.0)	(26.9)
ROE (%)	15.2	12.0	14.6	16.7

ปรับลดประมาณการกำไรหลังกำไร 1Q24 ต่ำ ผิดคาด

หลังจากผลกำไร 1Q24 ออกมาต่ำกว่าคาดมาก เราปรับประมาณการกำไรปี 2024-26 ลง 19%/17%/16% ตามลำดับ หลักๆ มาจากการปรับลดอัตรากำไรขั้นต้นลง ส่วนหนึ่งเป็นการสะท้อนสิ่งที่เกิดขึ้นแล้วใน 1Q24 ซึ่งบริษัททำได้เพียง 17.8% ต่ำกว่า Guidance ที่ผู้บริหารเคยให้ไว้ที่ 20-22% และต่ำกว่าอัตรากำไรขั้นต้นในปีก่อนที่ 20.6% อีกส่วนหนึ่งเนื่องมาจากการที่บริษัทประมุลงานขนาดใหญ่ได้ในช่วงปลายไตรมาส ซึ่งเป็นปกติที่งานขนาดใหญ่มากมักแลกมาด้วยอัตรากำไรที่ต่ำกว่างานขนาดปกติ

Backlog สูงเป็นประวัติการณ์

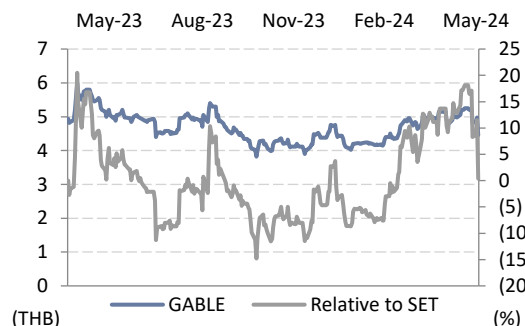
ในช่วงปลาย 1Q24 บริษัทสามารถเพิ่ม Backlog เป็น 5.6 พันล้านบาท เพิ่มขึ้นถึง 23% จากสิ้นปี 2023 และเป็นระดับสูงสุดเป็นประวัติการณ์ ถือเป็นข่าวดี ทั้งนี้ ประมาณ 70% หรือ 3.3 พันล้านบาทจะรับรู้เป็นรายได้ในช่วงที่เหลือของปี เมื่อรวมกับรายได้ที่เกิดขึ้นใน 1Q24 ที่ 1.2 พันล้านบาท เท่ากับรายได้ปีนี้จะไม่ต่ำกว่า 4.5 พันล้านบาท หรือ secure ประมาณการรายได้ของเราแล้ว 73% ในทางตรงกันข้าม ประมาณการรายได้ของเราอาจมี upside เพราะยังมีเวลาประมุลงานอีกครั้งปี และพันธมิตรล่าสุด Workday ที่บริษัทตั้งเป้ามีรายได้ในปี 2025 อาจสร้างรายได้เร็วกว่าคาด

เป้าหมายทางการเงินของบริษัท ปรับลดอัตรากำไรขั้นต้นลง

บริษัทให้เป้าหมายทางการเงินปี 2024 ใหม่ โดยตั้งเป้ารายได้เติบโต 5-15% อัตรากำไรขั้นต้นยังลงเป็น 18-20% จากเป้าเดิมที่ 20-22% และค่าใช้จ่ายในการขายและบริหารที่ 14-15% ของรายได้ เราปรับประมาณการโดยตั้งสมมติฐานอัตรากำไรขั้นต้นที่ 19.3% ค่าใช้จ่ายในการขายและบริหาร 14.2% ของรายได้ อยู่ในกรอบของเป้าหมายทางการเงินของบริษัท ทั้งหมดนี้อยู่บนคาดการณ์รายได้ 5.9 พันล้านบาท ทำให้ได้กำไรสุทธิ 257.5 ล้านบาท ลดลงจากประมาณการเดิม 19% คิดเป็นการเติบโต 2.3% ต่ำกว่าเดิมที่คาดโต 26%

ปรับราคาเป้าหมายลงเป็น 5.50 บาท ยังแนะนำซื้อ

เป้าหมายทางการเงินของบริษัท ยังไม่รวม Workday ผู้ให้บริการด้าน HR Solutions รายใหญ่ระดับโลก ในปีนี้ แต่คาดว่ารายได้จะเกิดขึ้นในปี 2025 จากประมาณการกำไรที่เราปรับลง ราคาเป้าหมายลดลงเป็น 5.50 บาท อิง 2024E P/E 15 เท่า ยังคงแนะนำซื้อ แม้จะปรับกำไรลง แต่ราคาหุ้นปัจจุบันยังคิดเป็น P/E 12.1 เท่า ต่ำสุดในกลุ่ม



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(13.4)	6.7	(14.2)
Relative to country (%)	(11.8)	8.0	(3.5)
Mkt cap (USD m)	85		
3m avg. daily turnover (USD m)	0.4		
Free float (%)	64		
Major shareholder	Liuchareon Family (22%)		
12m high/low (THB)	6.10/3.82		
Issued shares (m)	700.02		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

After GABLE's 1Q24 profit fell significantly short of our estimate, we cut our profit forecast by 19%/17%/16% in 2024-26, respectively, mainly from the downward revision of the gross margin. GABLE's management gave 2024 key financial targets of 5-15% revenue growth with a gross margin of 18-20% (vs the previous target of 20-22%) and an SG&A to sales ratio of 14-15%. Our revised projection is based on a gross margin at 19.3% and an SG&A to sales ratio of 14.2% in 2024, in line with the guidance. As we assume THB5.9b in revenue in 2024, the net profit should be THB258m (+2.3% y-y), lower than our previous estimate by 19%.

Based on our new profit forecast, our TP is cut to THB5.50, based on a 2024E P/E of 15x. We retain our BUY rating as the share price trades at 12.1x 2024E P/E, the lowest among its peers.

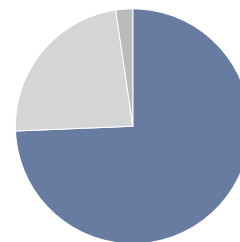
Company profile

GABLE is a leading "tech enabler" company that has provided integrated technology and digital solutions for organizations for more than 33 years. The business of the company is divided into three categories: 1) enterprise solutions and services; 2) value-added distribution; and 3) software platforms.

www.g-able.com

Principal activities (revenue, 2023)

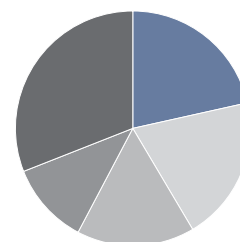
- Enterprise solution and services - 74.4 %
- Value-added distribution solution - 23.3 %
- Software Platform - 2.3 %



Source: G-Able

Major shareholders

- Liuchareon Family - 21.5 %
- Uahwatanasakul Family - 20.0 %
- Chansue Family - 16.2 %
- Phantumvanit Family - 11.3 %
- Others - 31.0 %



Source: G-Able

Catalysts

Key potential catalysts include 1) stronger project-winning bids; 2) stronger demand from enterprises for digital transformation; and 3) mergers and acquisitions.

Risks to our call

The key downside risks to our TP are 1) failure to secure new projects from customers; 2) a lack of human resources; and 3) more intense competition.

Event calendar

Date	Event
August 2024	2Q24 earnings announcement

Key assumptions

	2024E (THB m)	2025E (THB m)	2026E (THB m)
Enterprise solution and services	4,247	4,502	4,709
Value-added distribution solution	1,451	1,512	1,565
Software platform	192	249	324
Gross margin (%)	19.3	20.7	21.2
EBITDA margin (%)	6.2	6.7	7.1
Net margin (%)	4.4	4.9	5.2

Source: FSSIA estimates

Earnings sensitivity

- For every 0.5% change in gross margin, we project GABLE's 2024 net profit to change by 6%, all else being equal.
- For every 1% change in SG&A expense, we project GABLE's 2024 net profit to change by 1%, all else being equal.

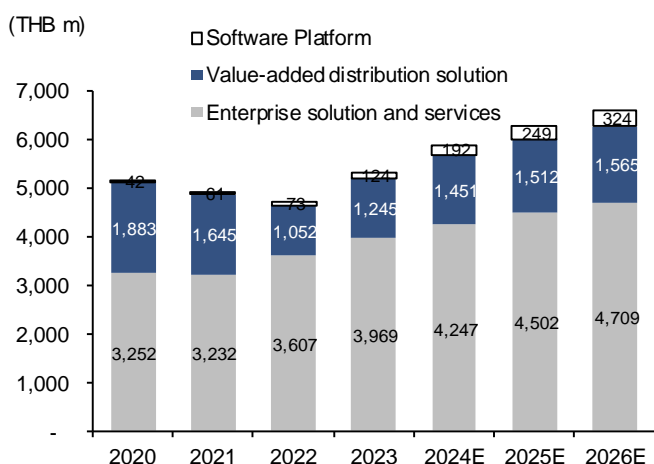
Source: FSSIA estimates

Exhibit 1: Key changes in assumptions

	Current			Previous			Change		
	2024E (THB m)	2025E (THB m)	2026E (THB m)	2024E (THB m)	2025E (THB m)	2026E (THB m)	2024E (%)	2025E (%)	2025E (%)
Total revenue	5,890	6,263	6,598	5,811	6,263	6,598	1.4	0.0	0.0
- Enterprise solution and services	4,247	4,502	4,709	4,169	4,502	4,709	1.9	0.0	0.0
- Value-added distribution solution	1,451	1,512	1,565	1,451	1,512	1,565	0.0	0.0	0.0
- Software platform	192	249	324	192	249	324	0.0	0.0	0.0
SG&A expense	839	940	990	863	940	991	(2.8)	(0.0)	(0.0)
EBITDA	363	421	470	442	502	554	(17.9)	(16.1)	(15.1)
Core profit	258	304	342	317	367	409	(18.7)	(17.2)	(16.4)
Key ratios	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(ppt)
Gross margin	19.3	20.7	21.2	21.3	22.0	22.5	(2.0)	(1.3)	(1.3)
EBITDA margin	6.2	6.7	7.1	7.6	8.0	8.4	(1.4)	(1.3)	(1.3)
Net profit margin	4.4	4.9	5.2	5.5	5.9	6.2	(1.1)	(1.0)	(1.0)
SG&A/sales	14.2	15.0	15.0	14.9	15.0	15.0	(0.6)	(0.0)	(0.0)

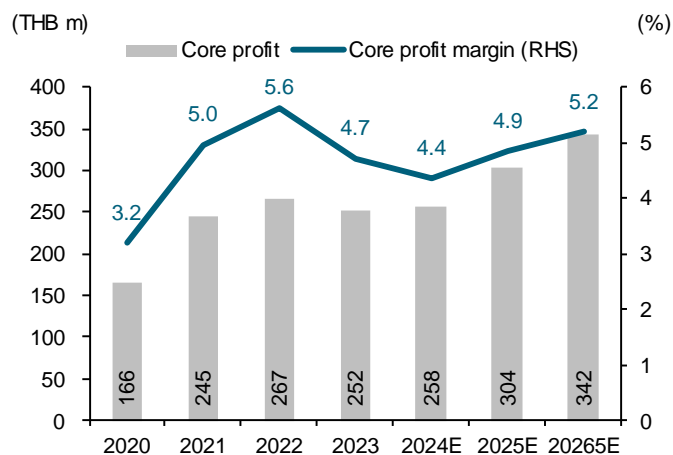
Source: FSSIA estimates

Exhibit 2: Revenue structure



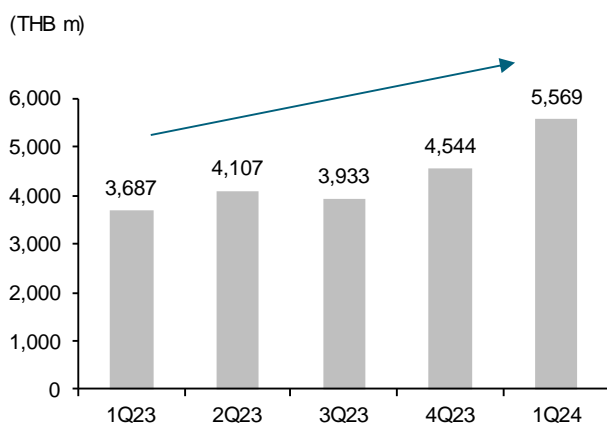
Sources: GABLE, FSSIA estimates

Exhibit 3: Core profit and core profit margin



Sources: GABLE, FSSIA estimates

Exhibit 4: A record high backlog in 1Q24



Sources: GABLE, FSSIA's compilation

Exhibit 5: 2024 key financial targets

	2023 Actual	2024 Target
Revenue (THB m)	5338	5-15% growth
Recurring income (%)	48.6	> 50
Gross profit (%)	20.6	18-20
SG&A to revenue (%)	14.7	14-15
Backlog (THB m)	4544	4,500-5,500
IBD/E ratio (x)	0.02	< 0.5

Sources: GABLE, FSSIA's compilation

Financial Statements

G-Able

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	4,731	5,338	5,890	6,263	6,598
Cost of goods sold	(3,728)	(4,239)	(4,751)	(4,965)	(5,199)
Gross profit	1,003	1,099	1,138	1,298	1,399
Other operating income	-	-	-	-	-
Operating costs	(703)	(788)	(839)	(940)	(990)
Operating EBITDA	366	381	363	421	470
Depreciation	(66)	(70)	(63)	(63)	(62)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	300	312	299	359	408
Net financing costs	(8)	(15)	(2)	(2)	(2)
Associates	0	0	0	0	0
Recurring non-operating income	41	20	27	25	23
Non-recurring items	0	0	0	0	0
Profit before tax	334	317	323	382	429
Tax	(66)	(64)	(65)	(76)	(86)
Profit after tax	268	253	259	305	343
Minority interests	(2)	(1)	(1)	(1)	(2)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	267	252	258	304	342
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	267	252	258	304	342
Per share (THB)					
Recurring EPS *	0.51	0.36	0.37	0.43	0.49
Reported EPS	0.51	0.36	0.37	0.43	0.49
DPS	1.92	0.29	0.18	0.22	0.25
Diluted shares (used to calculate per share data)	525	700	700	700	700
Growth					
Revenue (%)	(4.2)	12.8	10.3	6.3	5.3
Operating EBITDA (%)	11.7	4.1	(4.8)	16.1	11.6
Operating EBIT (%)	16.7	3.8	(3.9)	19.8	13.9
Recurring EPS (%)	8.7	(29.2)	2.3	18.0	12.5
Reported EPS (%)	8.7	(29.2)	2.3	18.0	12.5
Operating performance					
Gross margin inc. depreciation (%)	21.2	20.6	19.3	20.7	21.2
Gross margin exc. depreciation (%)	22.6	21.9	20.4	21.7	22.1
Operating EBITDA margin (%)	7.7	7.1	6.2	6.7	7.1
Operating EBIT margin (%)	6.3	5.8	5.1	5.7	6.2
Net margin (%)	5.6	4.7	4.4	4.9	5.2
Effective tax rate (%)	(20.3)	(20.0)	(20.0)	(20.0)	(20.0)
Dividend payout on recurring profit (%)	378.3	80.3	50.2	50.2	50.2
Interest cover (X)	43.5	22.6	130.9	181.6	199.4
Inventory days	4.4	3.9	4.0	5.8	8.3
Debtor days	64.8	79.5	74.4	64.0	64.3
Creditor days	44.9	67.1	63.3	42.0	42.0
Operating ROIC (%)	27.5	25.0	24.3	24.1	25.2
ROIC (%)	23.6	19.9	19.6	19.9	20.9
ROE (%)	18.8	15.2	12.0	14.6	16.7
ROA (%)	6.8	5.5	4.9	6.1	6.8
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Enterprise solution and services	3,607	3,969	4,247	4,502	4,709
Value-added distribution solution	1,052	1,245	1,451	1,512	1,565
Software Platform	73	124	192	249	324

Sources: G-Able; FSSIA estimates

Financial Statements

G-Able

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	267	252	258	304	342
Depreciation	66	70	63	63	62
Associates & minorities	-	-	-	-	-
Other non-cash items	2	(57)	(213)	(199)	(198)
Change in working capital	(570)	405	(275)	(78)	(83)
Cash flow from operations	(235)	670	(167)	90	123
Capex - maintenance	(66)	(67)	(76)	(68)	(68)
Capex - new investment	(17)	(17)	(19)	(17)	(17)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	7	0	0	0	0
Cash flow from investing	(76)	(84)	(95)	(85)	(85)
Dividends paid	(1,009)	(299)	(129)	(153)	(172)
Equity finance	150	1,086	0	0	0
Debt finance	678	728	0	0	0
Other financing cash flows	(19)	(1,383)	2	2	3
Cash flow from financing	(200)	131	(127)	(150)	(169)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	(14)	0	0
Movement in cash	(511)	718	(403)	(145)	(131)
Free cash flow to firm (FCFF)	(303.20)	601.00	(259.71)	7.13	39.87
Free cash flow to equity (FCFE)	347.56	(69.35)	(273.79)	7.50	40.27

Per share (THB)

FCFF per share	(0.43)	0.86	(0.37)	0.01	0.06
FCFE per share	0.50	(0.10)	(0.39)	0.01	0.06
Recurring cash flow per share	0.64	0.38	0.15	0.24	0.29

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	343	364	414	454	494
Less: Accumulated depreciation	(260)	(281)	(301)	(322)	(342)
Tangible fixed assets (net)	83	83	113	132	152
Intangible fixed assets (net)	173	190	177	180	183
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	0	0	0	0	0
Cash & equivalents	620	1,338	935	790	658
A/C receivable	988	1,337	1,065	1,133	1,193
Inventories	48	42	62	93	140
Other current assets	1,980	2,416	2,465	2,514	2,564
Current assets	3,636	5,133	4,527	4,530	4,556
Other assets	145	163	168	173	178
Total assets	4,037	5,569	4,985	5,015	5,069
Common equity	1,133	2,179	2,107	2,058	2,028
Minorities etc.	7	7	8	10	11
Total shareholders' equity	1,140	2,186	2,116	2,068	2,040
Long term debt	101	80	83	85	88
Other long-term liabilities	167	189	198	208	219
Long-term liabilities	268	269	281	294	307
A/C payable	459	1,074	552	577	605
Short term debt	698	64	22	22	22
Other current liabilities	1,472	1,975	2,015	2,055	2,096
Current liabilities	2,629	3,114	2,588	2,653	2,723
Total liabilities and shareholders' equity	4,037	5,569	4,985	5,015	5,069
Net working capital	1,085	746	1,026	1,108	1,196
Invested capital	1,486	1,182	1,484	1,594	1,710

* Includes convertibles and preferred stock which is being treated as debt

Per share (THB)

Book value per share	2.16	3.11	3.01	2.94	2.90
Tangible book value per share	1.83	2.84	2.76	2.68	2.64

Financial strength

Net debt/equity (%)	15.7	(54.6)	(39.3)	(33.0)	(26.9)
Net debt/total assets (%)	4.4	(21.4)	(16.7)	(13.6)	(10.8)
Current ratio (x)	1.4	1.6	1.7	1.7	1.7
CF interest cover (x)	47.4	(2.6)	(101.4)	12.6	27.5

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	8.8	12.4	12.1	10.3	9.1
Recurring P/E @ target price (x) *	10.8	15.3	15.0	12.7	11.3
Reported P/E (x)	8.8	12.4	12.1	10.3	9.1
Dividend yield (%)	43.1	6.5	4.1	4.9	5.5
Price/book (x)	2.1	1.4	1.5	1.5	1.5
Price/tangible book (x)	2.4	1.6	1.6	1.7	1.7
EV/EBITDA (x) **	6.9	5.1	6.3	5.8	5.5
EV/EBITDA @ target price (x) **	8.4	7.0	8.3	7.5	7.0
EV/invested capital (x)	1.7	1.6	1.6	1.5	1.5

* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income

Sources: G-Able; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodology	Rating																			
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																			
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for THSI inclusion , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. SETTHSI Index is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																			
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																			
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																			
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																			
Morningstar Sustainability	The Sustainability's ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+									
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ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																			
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <tr> <td>AAA</td> <td>8.571-10.000</td> <td rowspan="3">Leader:</td> <td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td>AA</td> <td>7.143-8.570</td> </tr> <tr> <td>A</td> <td>5.714-7.142</td> </tr> <tr> <td>BBB</td> <td>4.286-5.713</td> <td rowspan="3">Average:</td> <td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td>BB</td> <td>2.857-4.285</td> </tr> <tr> <td>B</td> <td>1.429-2.856</td> </tr> <tr> <td>CCC</td> <td>0.000-1.428</td> <td>Laggard:</td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																				
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																				
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																				
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																			
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																			

Rating regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "**CG Score**"; 2) "**AGM Level**"; 3) "**Thai CAC**"; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

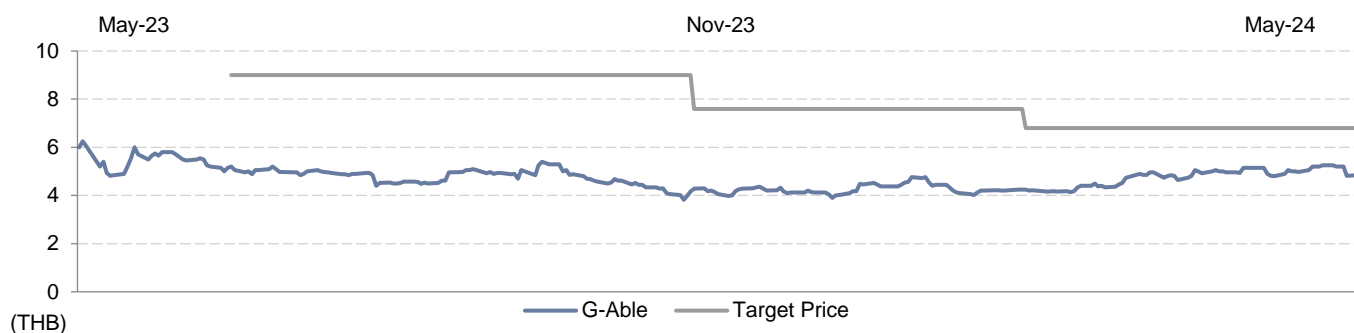
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History of change in investment rating and/or target price

G-Able (GABLE TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
21-Jun-2023	BUY	9.00	02-Nov-2023	BUY	7.60	06-Feb-2024	BUY	6.80

Jitra Amornthum started covering this stock from 21-Jun-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
G-Able	GABLE TB	THB 4.46	BUY	The key downside risks to our TP are 1) failure to secure new projects from customers; 2) a lack of human resources; and 3) more intense competition.

Source: FSSIA estimates

Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 15-May-2024 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as $(\text{target price}^* - \text{current price}) / \text{current price}$.

BUY (B). The upside is 10% or more.

HOLD (H). The upside or downside is less than 10%.

REDUCE (R). The downside is 10% or more.

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 market price and the formal recommendation.

* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

Industry Recommendations

Overweight. The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

Neutral. The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

Underweight. The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

Country (Strategy) Recommendations

Overweight (O). Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Neutral (N). Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Underweight (U). Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.