

10 NOVEMBER 2021

THAILAND / FOOD

## ASIAN SEA CORPORATION

## ASIAN TB

BUY

UNCHANGED

TARGET PRICE	THB24.10
CLOSE	THB16.20
UP/DOWNSIDE	+48.8%
PRIOR TP	THB24.10
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+4.1%

## Strong top line with solid GPM

## 3Q21 results in line with our estimate

ASIAN posted a 3Q21 net profit of THB271m (+34% y-y, -8 q-q), in line with our estimate. 9M21 net profit accounts for 78% of our full-year estimate of THB1.0b. The key earnings drivers were the pet food and frozen units along with the new record high GPM.

## Strong pet food / frozen sales; weak tuna / aqua feed sales

Pet food sales remained solid at THB1.1b in 3Q21 despite the volume slightly dropping by 2% q-q due to the high base in 2Q21 from delayed orders. Frozen sales rose 8% q-q to THB952m in 3Q21 due to the new pre-fried line which started its commercial operation date in early July. Tuna sales plunged 17% q-q to THB143m after some customers decided to delay orders due to the high freight cost. Aqua feed dropped 25% q-q to THB302m following lower domestic consumption due to the lockdown measures. 3Q21 GPM hit a new record high at 22.7% (vs 20.8% in 2Q21 and 17.3% in 3Q20), driven by a high proportion of high-margin pet food and value-added frozen products, as well as the weakening Baht. SG&A rose 32% q-q to THB255m. Excluding an FX loss of THB80m, SG&A to sales remained under control at 7.2% in 3Q21 (vs 7.7% in 2Q21 and 8.2% in 3Q20). Note that we treat FX gains/losses as part of ASIAN's operations as ASIAN normally implements a hedging policy to reduce its bottom line's volatility.

## 4Q21 earnings could slightly drop q-q

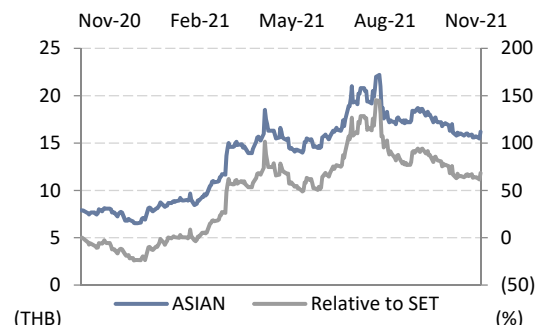
We expect 4Q21 earnings to slightly drop or remain flat q-q. Pet food sales should be flat q-q on secured orders from customers. Frozen sales should drop q-q due to the low season for commodity squid, while value-added frozen sales should be flat q-q, supported by high demand from US customers. Aqua feed could remain flat q-q and tuna sales should grow q-q on the pending orders that were delayed from 3Q21.

## Cheap valuation with opportunity to ride pet food growth

We maintain BUY for ASIAN with our TP of THB24.1, pegged to 18x 2022E P/E. Its share price has underperformed the SET index by 9.4% in the past month following concerns that its earnings could peak this year. We think ASIAN still has room to grow in 2022 due to 1) the new capacity line for pet food and pre-fried frozen products; and 2) the recovery of its tuna and aqua feed units. ASIAN is in a good position to ride the pet food industry's promising growth outlook. Its share price is undemanding at 12x 2022E P/E vs an average of 21.8x for its food sector peers.

## KEY STOCK DATA

YE Dec (THB m)	2020	2021E	2022E	2023E
Revenue	8,645	9,455	10,065	10,697
Net profit	818	1,004	1,089	1,177
EPS (THB)	1.51	1.23	1.34	1.45
vs Consensus (%)	-	(4.9)	-	(1.7)
EBITDA	1,077	1,387	1,485	1,593
Core net profit	715	1,004	1,089	1,177
Core EPS (THB)	1.32	1.23	1.34	1.45
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	438.9	(6.3)	8.4	8.0
Core P/E (x)	12.3	13.1	12.1	11.2
Dividend yield (%)	3.4	3.8	4.1	4.5
EV/EBITDA (x)	9.7	10.3	9.3	8.4
Price/book (x)	2.5	3.1	2.7	2.4
Net debt/Equity (%)	46.5	25.0	14.3	4.9
ROE (%)	22.7	25.9	24.0	23.0



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(5.3)	(27.0)	89.8
Relative to country (%)	(4.8)	(31.1)	49.6
Mkt cap (USD m)	402		
3m avg. daily turnover (USD m)	4.9		
Free float (%)	66		
Major shareholder	Amornrattanachai Family (69%)		
12m high/low (THB)	22.90/6.40		
Issued shares (m)	542.73		

Sources: Bloomberg consensus; FSSIA estimates



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## Investment thesis

We believe ASIAN's key strategy of changing from an original equipment manufacturer (OEM) of commodity products to value-added products (VAP), which can offer a higher and more stable GPM, should sustain its profit in the long run.

ASIAN's core earnings leapt 439% y-y from THB133m in 2019 to THB715m in 2020, driven by two main growth engines: 1) higher contributions from OEM pet food; and 2) shifting focus to frozen VAP from frozen commodity products, such as pre-fried products. ASIAN's business unit with a high margin and stable GPM (pet food and frozen VAP) has increased from 38% in 2019 to 51% in 2020. We believe these two growth engines, along with a recovery of aquaculture feed sales, will drive ASIAN's earnings to grow by 8-23% in 2022-23.

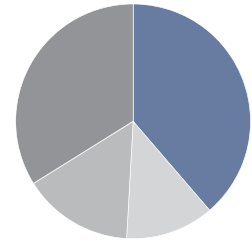
## Company profile

Asian Group has engaged in food manufacturing and distribution to customers around the world for over 40 years. The company was initially incorporated as a family-owned business since 1964 and was listed in 1994.

[www.asianseafoods.co.th](http://www.asianseafoods.co.th)

## Principal activities (revenue, 2020)

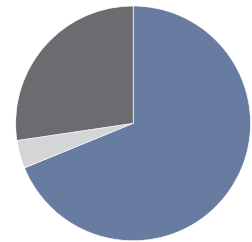
- Pet food and fish meal - 38.7 %
- Tuna - 12.2 %
- Aquaculture feed - 15.2 %
- Frozen - 33.9 %



Source: Asian Sea Corporation

## Major shareholders

- Amornrattanachaikul Family - 68.8 %
- Thai NVDR - 3.9 %
- Others - 27.3 %



Source: Asian Sea Corporation

## Catalysts

Potential share price catalysts for ASIAN include: 1) a favourable environment from a weakening THB; 2) M&A and joint investment opportunities; and 3) travel restriction easing in order to expand its business in China.

## Risks to our call

Downside risks to our P/E-based TP would be 1) a stronger-than-expected THB against USD; and 2) the high volatility of raw material prices, such as tuna and squid prices, which could hurt the company's GPM.

## Event calendar

Date	Event
February 2022	4Q21 results announcement

## Key assumptions

	2021E (%)	2022E (%)	2023E (%)
<b>Sales growth</b>	<b>8.2</b>	<b>6.4</b>	<b>6.3</b>
- Pet food and fish meal	10.0	10.0	10.0
- Tuna	(5.0)	(3.0)	(3.0)
- Aquaculture feed	10.0	7.0	5.0
- Frozen	10.0	5.0	5.0
Gross margin	17.8	18.0	18.2
SG&A to sales	6.6	6.6	6.5

Source: FSSIA estimates

## Earnings sensitivity

- For every 1% increase in sales growth, we estimate 2021 EPS would rise 1.8%, and vice versa, all else being equal.
- For every 1% increase in GPM, we estimate 2021 EPS would rise 12%, and vice versa, all else being equal.
- For every 1% increase in SG&A to sales, we estimate 2021 EPS would fall 12%, and vice versa, all else being equal.

Source: FSSIA estimates

## 3Q21 results in line with our estimate

ASIAN posted a 3Q21 net profit of THB271m (+34% y-y, -8 q-q), in line with our estimate. 9M21 net profit accounts for 78% of our full-year estimate of THB1.0b. The key earnings drivers were the pet food and frozen units along with the new record high GPM.

Pet food sales remained solid at THB1.1b in 3Q21 despite the volume slightly dropping by 2% q-q due to the high base in 2Q21 from delayed orders. Frozen sales rose 8% q-q to THB952m in 3Q21 due to the new pre-fried line which started its commercial operation date in early July. Tuna sales plunged 17% q-q to THB143m after some customers decided to delay orders due to the high freight cost. Aqua feed dropped 25% q-q to THB302m following lower domestic consumption due to the lockdown measures.

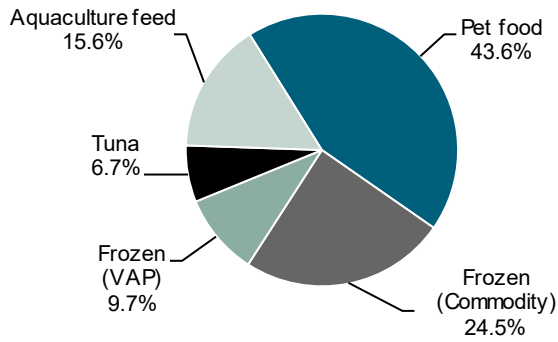
3Q21 GPM hit a new record high at 22.7% (vs 20.8% in 2Q21 and 17.3% in 3Q20), driven by a high proportion of high-margin pet food and value-added frozen products, as well as the weakening Baht. SG&A rose 32% q-q to THB255m. Excluding an FX loss of THB80m, SG&A to sales remained under control at 7.2% in 3Q21 (vs 7.7% in 2Q21 and 8.2% in 3Q20). Note that we treat FX gains/losses as part of ASIAN's operations as ASIAN normally implements a hedging policy to reduce its bottom line's volatility.

### Exhibit 1: 3Q21 results summary

	3Q20	4Q20	1Q21	2Q21	3Q21	----- Change -----		2020	2021E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Sales	2,371	2,283	2,095	2,501	2,429	(3)	2	8,645	9,455	9
Cost of sales	1,960	1,965	1,740	1,980	1,878	(5)	(4)	7,252	7,772	7
<b>Gross profit</b>	<b>411</b>	<b>318</b>	<b>355</b>	<b>521</b>	<b>551</b>	<b>6</b>	<b>34</b>	<b>1,393</b>	<b>1,683</b>	<b>21</b>
SG&A	195	172	153	193	255	32	31	643	624	(3)
<b>Operating profit</b>	<b>216</b>	<b>146</b>	<b>201</b>	<b>327</b>	<b>295</b>	<b>(10)</b>	<b>37</b>	<b>750</b>	<b>1,059</b>	<b>41</b>
Other income	4	86	38	25	17	(33)	282	182	74	(59)
Equity income	(0)	(0)	(1)	(1)	(1)	(21)	134	(3)	-	(100)
<b>EBIT</b>	<b>220</b>	<b>231</b>	<b>238</b>	<b>352</b>	<b>312</b>	<b>(11)</b>	<b>41</b>	<b>929</b>	<b>1,134</b>	<b>22</b>
Interest expense	18	16	15	17	18	6	2	77	82	7
<b>EBT</b>	<b>202</b>	<b>215</b>	<b>223</b>	<b>335</b>	<b>294</b>	<b>(12)</b>	<b>45</b>	<b>852</b>	<b>1,052</b>	<b>23</b>
Income tax	0	5	8	41	22	(46)	8,507	34	47	38
<b>Net profit</b>	<b>202</b>	<b>211</b>	<b>215</b>	<b>293</b>	<b>271</b>	<b>(8)</b>	<b>34</b>	<b>818</b>	<b>1,004</b>	<b>23</b>
<b>EPS (THB)</b>	<b>0.37</b>	<b>0.39</b>	<b>0.40</b>	<b>0.36</b>	<b>0.33</b>	<b>(8)</b>	<b>(11)</b>	<b>1.51</b>	<b>1.23</b>	<b>(18.14)</b>
Extra item	(15)	65	19	(9)	(80)	789	433	103	-	nm
<b>Recurring profit</b>	<b>217</b>	<b>146</b>	<b>196</b>	<b>302</b>	<b>351</b>	<b>16</b>	<b>62</b>	<b>715</b>	<b>1,004</b>	<b>40</b>
<b>Normalised EPS (THB)</b>	<b>0.40</b>	<b>0.27</b>	<b>0.36</b>	<b>0.37</b>	<b>0.43</b>	<b>16</b>	<b>8</b>	<b>1.32</b>	<b>1.23</b>	<b>(6.35)</b>
<b>Key ratios</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(%)</b>	
Gross margin	17.3	13.9	16.9	20.8	22.7	1.8	5.3	16.1	17.8	
SGA/Total revenue	8.2	7.5	7.3	7.7	10.5	2.8	2.3	7.4	6.6	
Operating profit margin	9.1	6.4	9.6	13.1	12.2	(0.9)	3.0	8.7	11.2	
Net profit margin	8.5	9.2	10.3	11.7	11.2	(0.6)	2.6	9.5	10.6	
Core profit margin	9.2	6.4	9.3	12.1	14.5	2.4	5.3	8.3	10.6	
<b>Key Assumptions</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(q-q %)</b>	<b>(y-y %)</b>			
Pet food and fish meal business	928	903	854	1,119	1,098	(2)	18			
Tuna business	290	288	265	173	143	(17)	(51)			
Aquaculture feed business	423	347	321	401	302	(25)	(29)			
Frozen business	806	824	731	880	952	8	18			
Fx (THB : 1USD)	31.6	30.0	31.3	31.3	31.3	0	(1)			

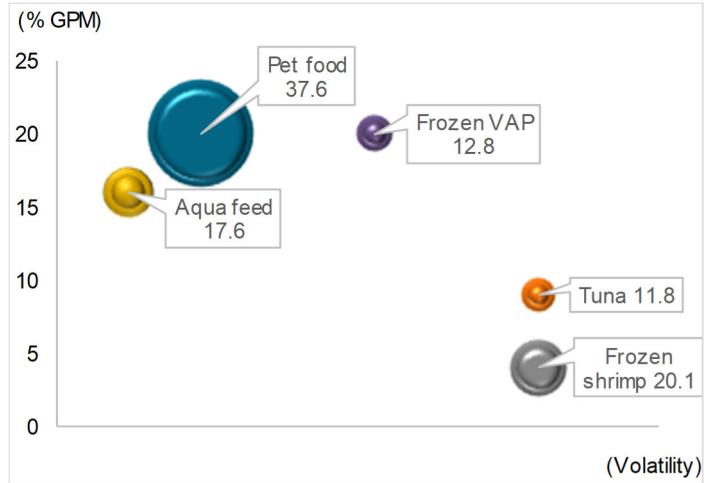
Sources: ASIAN; FSSIA estimates

**Exhibit 2: Sales breakdown by product mix in 3Q21**



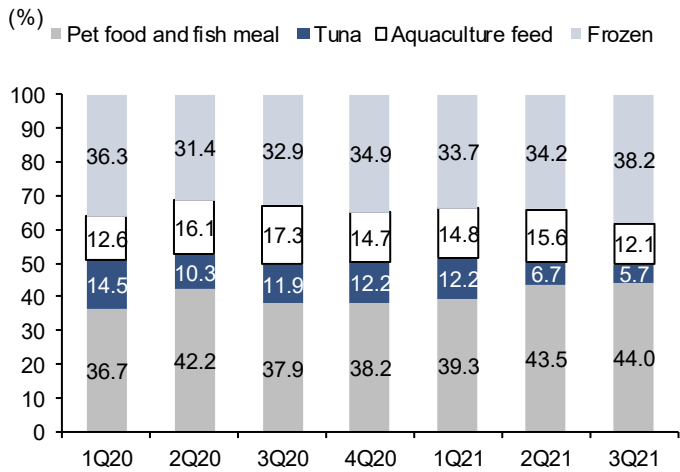
Sources: ASIAN; FSSIA estimates

**Exhibit 3: ASIAN's business model shifting to high margin and more stable GPM products**



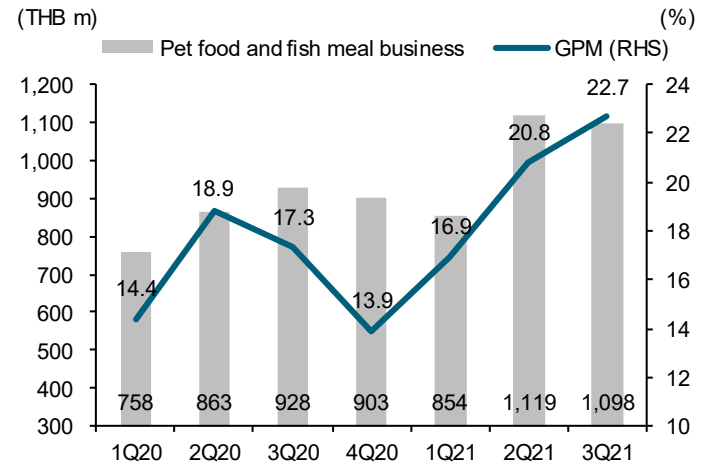
Sources: ASIAN; FSSIA estimates

**Exhibit 4: Product mix in 3Q21**



Sources: ASIAN; FSSIA estimates

**Exhibit 5: Pet food sales trend vs GPM**

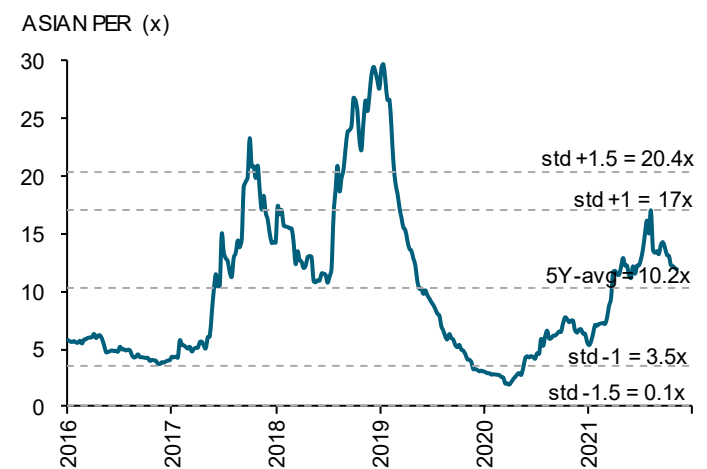


Sources: ASIAN; FSSIA estimates

## Plans to spin off its pet food unit

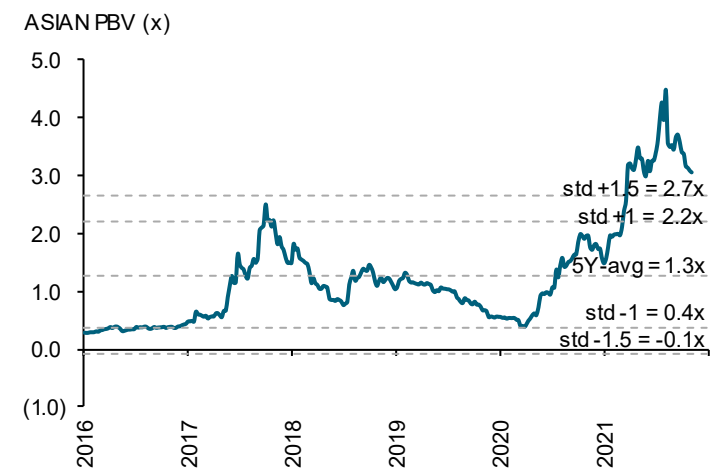
ASIAN plans to spin off its pet food business – Asian Alliance International Company Limited (AAI, not listed) – by 4Q22. It plans to submit the filing by Apr-22 and is targeting an IPO by Oct-22. ASIAN’s stake in AAI would reduce to 70% following new shares issued of 20% and selling existing shares of 10%. ASIAN’s existing shareholders will receive the pre-emptive right to buy AAI at not more than 20% of the IPO’s shares. ASIAN plans to use cash proceeds from the IPO as follows: 1) a source of funds for a capacity expansion and M&A; and 2) repaying loans from financial institutions. We are positive on this transaction. ASIAN should benefit from the listing of AAI as 1) AAI has a strong business model and has a high growth potential in the pet food business, which should get a good response from investors; 2) it would unlock the value of its high growth-potential pet food business; and 3) it would have the opportunity to raise funds with a lower cost of debt. On the negative side, ASIAN’s earnings would be impacted due to the lower stake in AAI. We preliminarily estimate that ASIAN’s 2023 earnings would reduce by c20%, assuming 1) a 2023E net profit of THB1.2b; and 2) 65% of its net profit would be derived from AAI.

**Exhibit 6: Rolling one-year forward P/E band**



Sources: Bloomberg; FSSIA estimates

**Exhibit 7: Rolling one-year forward P/BV band**



Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Asian Sea Corporation

Profit and Loss (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023E
Revenue	8,194	8,645	9,455	10,065	10,697
Cost of goods sold	(7,334)	(7,004)	(7,519)	(7,992)	(8,487)
<b>Gross profit</b>	<b>860</b>	<b>1,641</b>	<b>1,936</b>	<b>2,073</b>	<b>2,211</b>
Other operating income	137	79	74	76	77
Operating costs	(540)	(643)	(624)	(664)	(695)
<b>Operating EBITDA</b>	<b>456</b>	<b>1,077</b>	<b>1,387</b>	<b>1,485</b>	<b>1,593</b>
Depreciation	(207)	(248)	(253)	(258)	(263)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>249</b>	<b>829</b>	<b>1,134</b>	<b>1,227</b>	<b>1,330</b>
Net financing costs	(103)	(77)	(82)	(89)	(104)
Associates	(8)	(3)	0	3	7
Recurring non-operating income	(8)	(3)	0	3	7
Non-recurring items	0	103	0	0	0
<b>Profit before tax</b>	<b>138</b>	<b>852</b>	<b>1,052</b>	<b>1,141</b>	<b>1,232</b>
Tax	(5)	(34)	(47)	(51)	(55)
<b>Profit after tax</b>	<b>133</b>	<b>818</b>	<b>1,004</b>	<b>1,089</b>	<b>1,177</b>
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
<b>Reported net profit</b>	<b>133</b>	<b>818</b>	<b>1,004</b>	<b>1,089</b>	<b>1,177</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>0</b>	<b>(103)</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>133</b>	<b>715</b>	<b>1,004</b>	<b>1,089</b>	<b>1,177</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.24	1.32	1.23	1.34	1.45
Reported EPS	0.24	1.51	1.23	1.34	1.45
DPS	0.20	0.55	0.62	0.67	0.72
Diluted shares (used to calculate per share data)	543	543	814	814	814
<b>Growth</b>					
Revenue (%)	(15.1)	5.5	9.4	6.5	6.3
Operating EBITDA (%)	(34.3)	136.0	28.7	7.1	7.3
Operating EBIT (%)	(49.8)	233.0	36.7	8.2	8.4
Recurring EPS (%)	(63.3)	438.9	(6.3)	8.4	8.0
Reported EPS (%)	(63.3)	516.5	(18.1)	8.4	8.0
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	8.0	16.1	17.8	18.0	18.2
Gross margin of key business (%)	8.0	16.1	17.8	18.0	18.2
Operating EBITDA margin (%)	5.6	12.5	14.7	14.8	14.9
Operating EBIT margin (%)	3.0	9.6	12.0	12.2	12.4
Net margin (%)	1.6	8.3	10.6	10.8	11.0
Effective tax rate (%)	3.7	4.6	4.5	4.5	4.5
Dividend payout on recurring profit (%)	81.8	41.7	50.0	50.0	50.0
Interest cover (X)	2.3	10.8	13.9	13.8	12.8
Inventory days	101.8	95.2	96.8	97.7	97.9
Debtor days	43.4	38.2	40.0	40.7	40.8
Creditor days	32.5	33.4	33.7	33.8	33.8
Operating ROIC (%)	5.1	17.9	23.5	24.5	25.7
ROIC (%)	4.7	16.9	22.2	23.3	24.5
ROE (%)	4.8	22.7	25.9	24.0	23.0
ROA (%)	3.9	13.2	15.9	15.1	14.9
* Pre-exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Pet food and fish meal	2,385	3,345	3,721	4,094	4,504
Tuna	1,050	1,054	1,012	982	953
Aquaculture feed	1,045	1,318	1,466	1,569	1,648
Frozen	3,714	2,928	3,256	3,420	3,592

Sources: Asian Sea Corporation; FSSIA estimates

## Financial Statements

### Asian Sea Corporation

Cash Flow (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023E
Recurring net profit	133	715	1,004	1,089	1,177
Depreciation	207	248	253	258	263
Associates & minorities	-	-	-	-	-
Other non-cash items	(30)	163	0	0	0
Change in working capital	861	(237)	(203)	(151)	(157)
<b>Cash flow from operations</b>	<b>1,171</b>	<b>889</b>	<b>1,055</b>	<b>1,196</b>	<b>1,283</b>
Capex - maintenance	0	0	0	0	0
Capex - new investment	(363)	(183)	(253)	(258)	(263)
Net acquisitions & disposals	0	0	0	0	0
Other investments (net)	(78)	(48)	(14)	(11)	(12)
<b>Cash flow from investing</b>	<b>(441)</b>	<b>(231)</b>	<b>(267)</b>	<b>(269)</b>	<b>(275)</b>
Dividends paid	(109)	(299)	(502)	(545)	(588)
Equity finance	0	0	271	0	0
Debt finance	61	(603)	370	(30)	80
Other financing cash flows	51	5	0	0	0
<b>Cash flow from financing</b>	<b>4</b>	<b>(896)</b>	<b>139</b>	<b>(574)</b>	<b>(508)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	103	0	0	0
<b>Net other adjustments</b>	<b>(728)</b>	<b>343</b>	<b>86</b>	<b>99</b>	<b>114</b>
<b>Movement in cash</b>	<b>7</b>	<b>104</b>	<b>1,013</b>	<b>451</b>	<b>614</b>
Free cash flow to firm (FCFF)	833.20	734.34	869.57	1,015.99	1,112.63
Free cash flow to equity (FCFE)	115.13	402.99	1,244.10	995.92	1,202.24

Per share (THB)	2019	2020	2021E	2022E	2023E
FCFF per share	1.54	1.35	1.60	1.87	2.05
FCFE per share	0.21	0.74	2.29	1.84	2.22
Recurring cash flow per share	0.57	2.07	1.54	1.65	1.77

Balance Sheet (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023E
Tangible fixed assets (gross)	5,548	5,628	5,770	5,920	6,077
Less: Accumulated depreciation	(2,703)	(2,848)	(2,991)	(3,140)	(3,297)
<b>Tangible fixed assets (net)</b>	<b>2,845</b>	<b>2,779</b>	<b>2,779</b>	<b>2,779</b>	<b>2,779</b>
<b>Intangible fixed assets (net)</b>	<b>41</b>	<b>51</b>	<b>52</b>	<b>53</b>	<b>54</b>
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	0	0	0	0	0
Cash & equivalents	103	207	1,221	1,672	2,286
A/C receivable	823	986	1,088	1,158	1,231
Inventories	1,738	1,916	2,072	2,206	2,345
Other current assets	54	69	75	80	85
<b>Current assets</b>	<b>2,718</b>	<b>3,178</b>	<b>4,456</b>	<b>5,117</b>	<b>5,947</b>
Other assets	218	223	232	238	245
<b>Total assets</b>	<b>5,822</b>	<b>6,232</b>	<b>7,520</b>	<b>8,187</b>	<b>9,025</b>
Common equity	2,810	3,498	4,272	4,816	5,404
Minorities etc.	0	0	0	0	0
<b>Total shareholders' equity</b>	<b>2,810</b>	<b>3,498</b>	<b>4,272</b>	<b>4,816</b>	<b>5,404</b>
Long term debt	1,243	605	585	575	675
Other long-term liabilities	94	95	100	105	111
<b>Long-term liabilities</b>	<b>1,337</b>	<b>700</b>	<b>685</b>	<b>680</b>	<b>786</b>
A/C payable	610	670	718	762	808
Short term debt	952	1,228	1,704	1,783	1,878
Other current liabilities	112	137	141	145	149
<b>Current liabilities</b>	<b>1,675</b>	<b>2,034</b>	<b>2,563</b>	<b>2,691</b>	<b>2,835</b>
<b>Total liabilities and shareholders' equity</b>	<b>5,822</b>	<b>6,232</b>	<b>7,520</b>	<b>8,187</b>	<b>9,025</b>
Net working capital	1,893	2,165	2,377	2,537	2,703
Invested capital	4,997	5,218	5,440	5,608	5,782

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

Per share (THB)	2019	2020	2021E	2022E	2023E
Book value per share	5.18	6.45	5.25	5.92	6.64
Tangible book value per share	5.10	6.35	5.18	5.85	6.57

Financial strength	2019	2020	2021E	2022E	2023E
Net debt/equity (%)	74.5	46.5	25.0	14.3	4.9
Net debt/total assets (%)	35.9	26.1	14.2	8.4	3.0
Current ratio (x)	1.6	1.6	1.7	1.9	2.1
CF interest cover (x)	5.6	8.6	19.3	15.0	15.0

Valuation	2019	2020	2021E	2022E	2023E
<b>Recurring P/E (x) *</b>	<b>66.3</b>	<b>12.3</b>	<b>13.1</b>	<b>12.1</b>	<b>11.2</b>
<b>Recurring P/E @ target price (x) *</b>	<b>98.6</b>	<b>18.3</b>	<b>19.5</b>	<b>18.0</b>	<b>16.7</b>
Reported P/E (x)	66.3	10.7	13.1	12.1	11.2
Dividend yield (%)	1.2	3.4	3.8	4.1	4.5
Price/book (x)	3.1	2.5	3.1	2.7	2.4
Price/tangible book (x)	3.2	2.6	3.1	2.8	2.5
EV/EBITDA (x) **	23.8	9.7	10.3	9.3	8.4
EV/EBITDA @ target price (x) **	33.2	13.7	14.9	13.7	12.5
EV/invested capital (x)	2.2	2.0	2.6	2.5	2.3

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

Sources: Asian Sea Corporation; FSSIA estimates

## Corporate Governance report of Thai listed companies 2020

EXCELLENT LEVEL										
AAV	ADVANC	AF	AIRA	AKP	AKR	ALT	AMA	AMATA	AMATAV	ANAN
AOT	AP	ARIP	ARROW	ASP	BAFS	BANPU	BAY	BCP	BCPG	BDMS
BEC	BEM	BGRIM	BIZ	BKI	BLA	BOL	BPP	BRR	BTS	BWG
CENTEL	CFRESH	CHEWA	CHO	CIMBT	CK	CKP	CM	CNT	COL	COMAN
COTTO	CPALL	CPF	CPI	CPN	CSS	DELTA	DEMCO	DRT	DTAC	DTC
DV8	EA	EASTW	ECF	ECL	EGCO	EPG	ETE	FNS	FPI	FPT
FSMART	GBX	GC	GCAP	GEL	GFPT	GGC	GPSC	GRAMMY	GUNKUL	HANA
HARN	HMPRO	ICC	ICI	III	ILINK	INTUCH	IRPC	IVL	JKN	JSP
JWD	K	KBANK	KCE	KKP	KSL	KTB	KTC	LANNA	LH	LHFG
LIT	LPN	MAKRO	MALEE	MBK	MBKET	MC	MCOT	METCO	MFEC	MINT
MONO	MOONG	MSC	MTC	NCH	NCL	NEP	NKI	NOBLE	NSI	NVD
NYT	OISHI	ORI	OTO	PAP	PCSGH	PDJ	PG	PHOL	PLANB	PLANET
PLAT	PORT	PPS	PR9	PREB	PRG	PRM	PSH	PSL	PTG	PTT
PTTEP	PTTGC	PYLON	Q-CON	QH	QTC	RATCH	RS	S	S & J	SAAM
SABINA	SAMART	SAMTEL	SAT	SC	SCB	SCC	SCC	SCG	SCN	SDC
SEAFCO	SEOIL	SE-ED	SELIC	SENA	SIRI	SIS	SITHAI	SMK	SMPC	SNC
SONIC	SORKON	SPALI	SPI	SPRC	SPVI	SSSC	SST	STA	SUSCO	SUTHA
SVI	SYMC	SYNTEC	TACC	TASCO	TCAP	TFMAMA	THANA	THANI	THCOM	THG
THIP	THRE	THREL	TIP	TIPCO	TISCO	TK	TKT	TTB	TMILL	TNDT
TNL	TOA	TOP	TPBI	TQM	TRC	TRC	TSC	TSR	TSTE	TSTH
TTCL	TTW	TU	TVD	TVI	TVO	TWPC	U	UAC	UBIS	UV
VGI	VIH	WACOAL	WAVE	WHA	WHAUP	WICE	WINNER	TRUE		

VERY GOOD LEVEL										
2S	ABM	ACE	ACG	ADB	AEC	AEONTS	AGE	AH	AHC	AIT
ALLA	AMANAHA	AMARIN	APCO	APCS	APURE	AQUA	ASAP	ASEFA	ASIA	ASIAN
ASIMAR	ASK	ASN	ATP30	AUCT	AWC	AYUD	B	BA	BAM	BBL
BFIT	BGC	BJC	BJCHI	BROOK	BTW	CBG	CEN	CGH	CHARAN	CHAYO
CHG	CHOTI	CHOW	CI	CIG	CMC	COLOR	COM7	CPL	CRC	CRD
CSC	CSP	CWT	DCC	DCON	DDD	DOD	DOHOME	EASON	EE	ERW
ESTAR	FE	FLOYD	FN	FORTH	FSS	FTE	FVC	GENCO	GJS	GL
GLAND	GLOBAL	GLOCON	GPI	GULF	GYT	HPT	HTC	ICN	IFS	ILM
IMH	INET	INSURE	IRC	IRCP	IT	ITD	ITEL	J	JAS	JCK
JCKH	JMART	JMT	KBS	KCAR	KGI	KIAT	KOOL	KTIS	KWC	KWM
L&E	LALIN	LDC	LHK	LOXLEY	LPH	LRH	LST	M	MACO	MAJOR
MBAX	MEGA	META	MFC	MGT	MILL	MITSIB	MK	MODERN	MTI	MVP
NETBAY	NEX	NINE	NTV	NWR	OCC	OGC	OSP	PATO	PB	PDG
PDI	PICO	PIMO	PJW	PL	PM	PPP	PRIN	PRINC	PSTC	PT
QLT	RCL	RICHY	RML	RPC	RWI	S11	SALEE	SAMCO	SANKO	SAPPE
SAWAD	SCI	SCP	SE	SEG	SFP	SGF	SHR	SIAM	SINGER	SKE
SKR	SKY	SMIT	SMT	SNP	SPA	SPC	SPCG	SR	SRICHA	SSC
SSF	STANLY	STI	STPI	SUC	SUN	SYNEX	T	TAE	TAKUNI	TBSP
TCC	TCMC	TEAM	TEAMG	TFG	TIGER	TITLE	TKN	TKS	TM	TMC
TMD	TMI	TMT	TNITY	TNP	TNR	TOG	TPA	TPAC	TPCORP	TPOLY
TPS	TRITN	TRT	TRU	TSE	TVT	TWP	UEC	UMI	UOBKH	UP
UPF	UPOIC	UT	UTP	UWC	VL	VNT	VPO	WIJK	WP	XO
YUASA	ZEN	ZIGA	ZMICO							

GOOD LEVEL										
7UP	A	ABICO	AJ	ALL	ALUCON	AMC	APP	ARIN	AS	AU
B52	BC	BCH	BEAUTY	BGT	BH	BIG	BKD	BLAND	BM	BR
BROCK	BSBM	BSM	BTNC	CAZ	CCP	CGD	CITY	CMAN	CMO	CMR
CPT	CPW	CRANE	CSR	D	EKH	EP	ESSO	FMT	GIFT	GREEN
GSC	GTB	HTECH	HUMAN	IHL	INOX	INSET	IP	JTS	JUBILE	KASET
KCM	KKC	KUMWEL	KUN	KWG	KYE	LEE	MATCH	MATI	M-CHAI	MCS
MDX	MJD	MM	MORE	NC	NDR	NER	NFC	NNCL	NPK	NUSA
OCEAN	PAF	PF	PK	PLE	PMTA	POST	PPM	PRAKIT	PRECHA	PRIME
PROUD	PTL	RBF	RCI	RJH	ROJNA	RP	RPH	RSP	SF	SFLEX
SGP	SISB	SKN	SLP	SMART	SOLAR	SPG	SQ	SSP	STARK	STC
SUPER	SVOA	TC	TCCC	THMUI	TIW	TNH	TOPP	TPCH	TIPIP	TPLAS
TTI	TYCN	UKEM	UMS	VCOM	VRANDA	WIN	WORK	WPH		

## Description

## Score Range

Excellent

90-100

Very Good

80-89

Good

70-79

## Disclaimer:

The disclosure of the survey results of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey results may be changed after that date. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such survey results.

\* CGR scoring should be considered with news regarding wrong doing of the company or director or executive of the company such unfair practice on securities trading, fraud, and corruption SEC imposed a civil sanction against insider trading of director and executive; \*\* delisted

Source: Thai Institute of Directors Association (IOD); FSSIA's compilation



## Anti-corruption Progress Indicator 2020

CERTIFIED										
2S	ADVANC	AI	AIE	AIRA	AKP	AMA	AMANAH	AP	AQUA	ARROW
ASK	ASP	AYUD	B	BAFS	BANPU	BAY	BBL	BCH	BCP	BCPG
BGC	BGRIM	BJCHI	BKI	BLA	BPP	BROOK	BRR	BSBM	BTS	BWG
CEN	CENTEL	CFRESH	CGH	CHEWA	CHOTI	CHOW	CIG	CIMBT	CM	CMC
COL	COM7	CPALL	CPF	CPI	CPN	CSC	DCC	DELTA	DEMCO	DIMET
DRT	DTAC	DTC	EASTW	ECL	EGCO	FE	FNS	FPI	FPT	FSS
FTE	GBX	GC	GCAP	GEL	GFPT	GGC	GJS	GPSC	GSTEEL	GUNKUL
HANA	HARN	HMPRO	HTC	ICC	ICHI	IFS	INET	INSURE	INTUCH	IRPC
ITEL	IVL	K	KASET	KBANK	KBS	KCAR	KCE	KGI	KKP	KSL
KTB	KTC	KWC	L&E	LANNA	LHFG	LHK	LPN	LRH	M	MAKRO
MALEE	MBAX	MBK	MBKET	MC	MCOT	MFC	MFEC	MINT	MONO	MOONG
MPG	MSC	MTC	MTI	NBC	NEP	NINE	NKI	NMG	NNCL	NSI
NWR	OCC	OCEAN	OGC	ORI	PAP	PATO	PB	PCSGH	PDG	PDI
PDJ	PE	PG	PHOL	PL	PLANB	PLANET	PLAT	PM	PPP	PPPM
PPS	PREB	PRG	PRINC	PRM	PSH	PSL	PSTC	PT	PTG	PTT
PTTEP	PTTGC	PYLON	Q-CON	QH	QLT	QTC	RATCH	RML	RWI	S & J
SABINA	SAT	SC	SCB	SCC	SCCC	SCG	SCN	SEAOIL	SE-ED	SELIC
SENA	SGP	SIRI	SITHAI	SMIT	SMK	SMPC	SNC	SNP	SORKON	SPACK
SPC	SPI	SPRC	SRICHA	SSF	SSSC	SST	STA	SUSCO	SVI	SYNTEC
TAE	TAKUNI	TASCO	TBSP	TCAP	TCMC	TFG	TFI	TFMAMA	THANI	THCOM
THIP	THRE	THREL	TIP	TIPCO	TISCO	TKT	TTB	TMD	TMILL	TMT
TNITY	TNL	TNP	TNR	TOG	TOP	TPA	TPCORP	TPP	TRU	TSC
TSTH	TTCL	TU	TVD	TVI	TVO	TWPC	U	UBIS	UEC	UKEM
UOBKH	UWC	VGI	VIH	VNT	WACOAL	WHA	WHAUP	WICE	WIJK	XO
ZEN	TRUE									

DECLARED										
7UP	ABICO	AF	ALT	AMARIN	AMATA	AMATAV	ANAN	APURE	B52	BKD
BM	BROCK	BUI	CHO	CI	COTTO	DDD	EA	EFORL	EP	ERW
ESTAR	ETE	EVER	FSMART	GPI	ILINK	IRC	J	JKN	JMART	JMT
JSP	JTS	KWG	LDC	MAJOR	META	NCL	NOBLE	NOK	PK	PLE
ROJNA	SAAM	SAPPE	SCI	SE	SHANG	SINGER	SKR	SPALI	SSP	STANLY
SUPER	SYNEX	THAI	TKS	TOPP	TRITN	TTA	UPF	UV	WIN	ZIGA

Level	
Certified	This level indicates practical participation with thoroughly examination in relation to the recommended procedures from the audit committee or the SEC's certified auditor, being a certified member of Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) or already passed examination to ensure independence from external parties.
Declared	This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)

**Disclaimer:**

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, FSS International Investment Advisory Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment results.

Note: Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of June 24, 2019) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

Source: The Securities and Exchange Commission, Thailand; \* FSSIA's compilation

## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

#### Karun Intrachai FSS International Investment Advisory Securities Co., Ltd

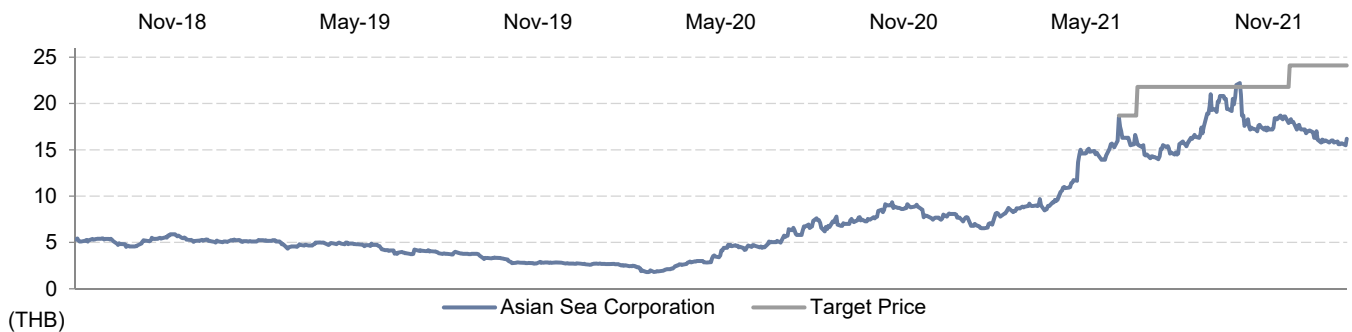
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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#### History of change in investment rating and/or target price

#### Asian Sea Corporation (ASIAN TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
26-Apr-2021	BUY	18.70	01-Jun-2021	BUY	21.80	11-Aug-2021	HOLD	21.80
12-May-2021	BUY	21.80	19-Jul-2021	BUY	21.80	20-Sep-2021	BUY	24.10

Karun Intrachai started covering this stock from 26-Apr-2021

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Asian Sea Corporation	ASIAN TB	THB 16.20	BUY	Downside risks to our P/E based TP would be 1) a stronger-than-expected THB against USD; and 2) the high volatility of raw material prices, such as tuna and squid prices, which could hurt the company's GPM.

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 Finasia Syrus Securities Public Company Limited

FSSIA may incorporate the recommendations and target prices of companies currently covered by FSS Research into equity research reports, denoted by an 'FSS' before the recommendation. FSS Research is part of Finasia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 09-Nov-2021 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.