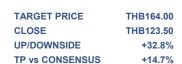


## **CARABAO GROUP CBG TB**







# Weak results on lower overseas sales

## 3Q21 results missed expectation

CBG booked a net profit of THB601m in 3Q21 (-38% q-q, -38% y-y), missing our forecast and BBG's consensus estimate by 9% and 11%, respectively, dragged down by plunging overseas sales following the Covid impact in Cambodia, the political unrest in Myanmar, and weak sales from China with a lower-than-expected GPM.

## Plunging overseas sales and low GPM were the key drags

3Q21 revenue dropped 20% q-q to THB4.0b, the same level as 1Q21. Branded sales in Thailand (Carabao and C+ Lock) dropped 2% q-q to THB1.4b. Carabao Dang's 3Q21 market share slightly dropped to 20.7% vs 21.0% in 2Q21, and C+ Lock also decreased to 9.0% vs 9.1% in 2Q21. CBG's energy and functional drink market share declined 15.2% and 8.9% y-y, respectively. Distribution for third party sales still posted impressive growth at 46% y-y and 12% q-q to THB897m, driven by the new products (Galaxy, Tae Yang, and Tendo) which resulted in higher other revenue at THB255m (vs THB118m in 2Q21) from sales of bottles to third parties. Overseas sales plunged 49% q-q to THB1.3b due to 1) low CLMV sales at THB1.1b (-42% q-q); and 2) disappointing China sales at THB19m (vs THB488m in 2Q21). 9M21 China sales were only at THB0.7b, far below CBG's 2021 target of THB1.4b and our estimate of THB1.1b. GPM dropped 4.0 ppt q-q to 34.1%, pressured by the high aluminium cost averaging USD2,600/tonne vs USD2,300/tonne in 2Q21 and a low contribution from high-margin export sales.

## On the recovery path in 4Q21

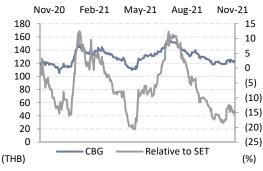
4Q21E earnings should recover from their low base in 3Q21. Domestic and CLMV energy drinks should recover q-q after the Covid situation improves. China sales should remain weak on the low season in 4Q21. GPM should slightly improve q-q despite the QTD average aluminium price being at cUSD2,800/tonne (vs USD2,600/tonne in 3Q21), which could be offset by full-quarter savings from the sugar reduction vs the 2month savings in 3Q21, 9M21 earnings account for 70% of our full-year estimate of THB3.2b. We see a c5-10% downside risk to our forecast.

## Maintain BUY with TP of THB164

We recommend buying on weakness as CBG's 4Q21 performance may not see a V-shaped recovery as in 2Q21. The key catalyst to drive its share price would be a strong recovery in its 2022 outlook, in our view. We expect to see guidance from CBG by end-2021 or early Jan-22.

## **KEY STOCK DATA**

YE Dec (THB m)	2020	2021E	2022E	2023E
Revenue	17,382	17,606	20,200	23,199
Net profit	3,525	3,239	3,940	4,631
EPS (THB)	3.53	3.24	3.94	4.63
vs Consensus (%)	-	(2.1)	(3.0)	(1.6)
EBITDA	4,998	4,826	5,740	6,755
Core net profit	3,525	3,239	3,940	4,631
Core EPS (THB)	3.53	3.24	3.94	4.63
EPS growth (%)	40.1	(8.1)	21.6	17.5
Core P/E (x)	35.0	38.1	31.3	26.7
Dividend yield (%)	1.2	1.1	1.4	1.6
EV/EBITDA (x)	25.5	26.2	22.0	18.6
Price/book (x)	12.4	11.0	9.6	8.3
Net debt/Equity (%)	37.9	25.5	19.5	12.0
ROE (%)	38.1	30.6	32.7	33.4



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	0.8	(10.8)	4.7
Relative to country (%)	1.4	(16.4)	(14.4)
Mkt cap (USD m)			3,762
3m avg. daily turnover (USD m)			25.3
Free float (%)			34
Major shareholder	Mr. Sa	athien Setth	nasit (34%)
12m high/low (THB)		156	.00/104.00
Issued shares (m)			1,000.00

Sources: Bloomberg consensus; FSSIA estimate



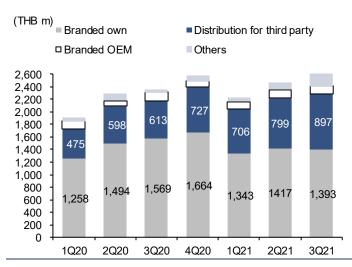
Karun Intrachai karun.int@fssia.com +66 2611 3555

Exhibit 1: CBG – 3Q21 results summary

	3Q20	4Q20	1Q21	2Q21	3Q21	Change		9M2	21	2021E	Change
YE Dec 31	(THB m)	(q-q%)	(y-y%)	(THB m)	(y-y%)	(THB m)	(y-y%)				
Total revenue	4,478	4,276	4,065	5,034	4,043	(20)	(10)	13,142	0	17,606	1
Retail sales	4,405	4,257	4,030	4,995	3,957	(21)	(10)	12,982	0	17,453	1
Other income	72	19	35	39	86	120	19	160	21	153	1
Cost of sales	2,575	2,585	2,475	3,094	2,608	(16)	1	8,177	8	10,816	6
Gross profit	1,903	1,691	1,590	1,940	1,435	(26)	(25)	4,965	(10)	6,790	(6)
Operating costs	719	670	726	769	739	(4)	3	2,234	1	2,641	(8)
Operating profit	1,184	1,021	864	1,172	696	(41)	(41)	2,731	(17)	4,149	(4)
Operating EBITDA	1,351	1,192	1,044	1,358	1,255	(8)	(7)	3,657	(4)	4,826	(3)
Interest expense	(21)	(23)	(21)	(21)	(23)	7	6	(65)	(23)	(131)	22
Profit before tax	1,163	1,005	843	1,151	673	(42)	(42)	2,667	(17)	4,018	(5)
Tax	191	132	147	198	82	(59)	(57)	427	(20)	743	11
Minority interests	(3)	0	5	14	10	(28)	(477)	28	n/a	(36)	5
Reported net profit	970	873	700	967	601	(38)	(38)	2,268	(14)	3,239	(8)
Recurring net profit	970	873	700	967	601	(38)	(38)	2,268	(14)	3,239	(8)
EPS (THB)	0.97	0.87	0.70	0.97	0.60	(38)	(38)	2.27	(14)	3.24	(8)
Recurring EPS (THB)	0.97	0.87	0.70	0.97	0.60	(38)	(38)	2.27	(14)	3.24	(8)
Key Ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(ppt)	(%)	(ppt)
Sales margin	41.6	39.3	38.6	38.1	34.1	(4.0)	(7.5)	37.0	(4.5)	38.0	(2.9)
EBIT margin	26.4	23.9	21.3	23.3	17.2	(6.1)	(9.2)	20.8	(4.5)	23.6	(1.3)
Recurring net margin	30.2	26.6	24.4	26.8	18.7	(8.1)	(11.6)	23.5	(5.1)	18.4	(1.9)
SG&A / Sales	16.1	15.7	17.9	15.3	18.3	3.0	2.2	17.0	0.1	15.0	(1.6)
Effective tax rate	16.4	13.1	17.5	17.2	12.1	(5.1)	(4.3)	16.0	(0.6)	18.5	2.7
Operating statistics											
Branded own											
Domestic sales	1,569	1,664	1,343	1,417	1,393	(2)	(11)				
Overseas sales	2,048	1,675	1,808	2,522	1,295	(49)	(37)				
CLMV	1,656	1,450	1,484	1,942	1,117	(42)	(33)				
China	133	29	210	488	19	(96)	(86)				
ICUK	56	21	22	38	60	58	7				
Others	203	175	91	54	99	83	(51)				
Distribution for third party (Domestic)	613	727	706	799	897	12	46				
Branded OEM (Domestic)	135	102	111	139	116	(17)	(14)				
Others	40	90	63	118	255	116	532				

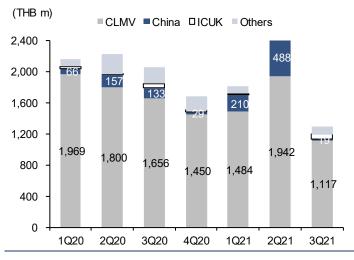
Sources: CBG; FSSIA estimates

**Exhibit 2: Domestic sales trend** 



Sources: CBG; FSSIA estimates

**Exhibit 3: Overseas sales trend** 



Sources: CBG; FSSIA estimates

## **Financial Statements**

Carabao Group

Profit and Loss (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023E
Revenue	15,050	17,382	17,606	20,200	23,199
Cost of goods sold	(8,589)	(9,505)	(10,139)	(11,430)	(12,917)
Gross profit	6,461	7,878	7,467	8,770	10,282
Other operating income	0	0	0	0	0
Operating costs	(2,744)	(2,880)	(2,641)	(3,030)	(3,526)
Operating EBITDA	3,718	4,998	4,826	5,740	6,755
Depreciation	(534)	(668)	(677)	(777)	(892)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	3,184	4,329	4,149	4,964	5,863
Net financing costs	(131)	(103)	(131)	(113)	(133)
Associates	0	0	0	0	0
Recurring non-operating income	(12)	0	0	0	0
Non-recurring items	(9)	0	0	0	0
Profit before tax	3,032	4,227	4,018	4,851	5,730
Tax	(564)	(667)	(743)	(873)	(1,060)
Profit after tax	2,468	3,559	3,275	3,977	4,670
Minority interests	38	(34)	(36)	(38)	(40)
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	2,506	3,525	3,239	3,940	4,631
Non-recurring items & goodwill (net)	9	0	-	-	-
Recurring net profit	2,515	3,525	3,239	3,940	4,631
Per share (THB)					
Recurring EPS *	2.52	3.53	3.24	3.94	4.63
Reported EPS	2.51	3.53	3.24	3.94	4.63
DPS	1.70	1.50	1.38	1.68	1.97
Diluted shares (used to calculate per share data)	1,000	1,000	1,000	1,000	1,000
Growth					
Revenue (%)	3.1	15.5	1.3	14.7	14.8
Operating EBITDA (%)	94.1	34.4	(3.4)	18.9	17.7
Operating EBIT (%)	119.4	36.0	(4.2)	19.6	18.1
Recurring EPS (%)	117.1	40.1	(8.1)	21.6	17.5
Reported EPS (%)	116.3	40.6	(8.1)	21.6	17.5
Operating performance					
Gross margin inc. depreciation (%)	39.4	41.5	38.6	39.6	40.5
Gross margin of key business (%)	39.0	41.0	38.0	39.0	40.0
Operating EBITDA margin (%)	24.7	28.8	27.4	28.4	29.1
Operating EBIT margin (%)	21.2	24.9	23.6	24.6	25.3
Net margin (%)	16.7	20.3	18.4	19.5	20.0
Effective tax rate (%)	18.5	15.8	18.5	18.0	18.5
Dividend payout on recurring profit (%)	67.6	42.6	42.6	42.6	42.6
Interest cover (X)	24.2	42.2	31.7	43.9	44.1
Inventory days	39.9	47.6	55.3	53.8	53.8
Debtor days	24.8	26.9	29.6	27.9	27.9
Creditor days	69.2	58.0	58.4	56.8	56.8
Operating ROIC (%)	22.9	29.8	25.5	29.0	31.4
ROIC (%)	21.4	27.8	23.6	26.8	28.9
ROE (%)	32.0	38.1	30.6	32.7	33.4
ROA (%)  * Pre exceptional, pre-goodwill and fully diluted	17.8	22.9	19.5	22.1	23.7
Fire exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2019	2020	2021E	2022E	2023E
Sales of goods	14,933	17,231	17,453	20,024	22,997
Other income	117	151	153	176	202

Sources: Carabao Group; FSSIA estimates

## **Financial Statements**

Carabao Group

Cash Flow (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023
Recurring net profit	2,515	3,525	3,239	3,940	4,63
Depreciation	534	668	677	777	89
Associates & minorities	3	15	(36)	(38)	(40
Other non-cash items	(38)	34	36	38	4
Change in working capital	(204)	(614)	(19)	(157)	(190
Cash flow from operations	2,810	3,628	3,897	4,560	5,33
Capex - maintenance	(316) 0	(1,828)	(1,000) 0	(1,800) 0	(1,890
Capex - new investment	60	(247)	33		(12)
Net acquisitions & disposals Other investments (net)	0	(347) 0	0	(113) 0	(130
Cash flow from investing	(256)	(2,175)	(967)	(1,913)	(2,020
Dividends paid	(1,700)	(1,500)	. ,	(1,676)	(1,97
Equity finance	583	(635)	(1,378) (611)	(611)	(1,97 (61 <sup>-</sup>
Debt finance	(612)	666	(875)	(299)	(598
Other financing cash flows	0	0	0	0	(00)
Cash flow from financing	(1,730)	(1,469)	(2,864)	(2,587)	(3,18
Non-recurring cash flows	(1,100)	(1,400)	(2,004)	(2,00.)	(0,10
Other adjustments	0	0	0	0	
Net other adjustments	0	0	0	0	
Movement in cash	824	(15)	66	61	13
Free cash flow to firm (FCFF)	2,686.80	1,560.49	3,061.31	2,760.50	3,445.9
Free cash flow to equity (FCFE)	1,941.84	2,119.42	2,055.46	2,348.07	2,714.7
Per chara /THP\	· · · · · · · · · · · · · · · · · · ·		·	·	<u> </u>
Per share (THB)	2.00	4.50	2.00	0.70	0.4
FCFF per share	2.69	1.56	3.06	2.76	3.4
FCFE per share Recurring cash flow per share	1.94 3.01	2.12 4.24	2.06 3.92	2.35 4.72	2.7 5.5
toodining odor now per ondie	0.01	7.27	0.02	4.72	0.0
Balance Sheet (THB m) Year Ending Dec	2019	2020	2021E	2022E	2023
Fangible fixed assets (gross)	13,006	14,680	15,680	17,480	19,37
Less: Accumulated depreciation	(2,133)	(2,648)	(3,325)	(4,102)	(4,994
Fangible fixed assets (net)	10,872	12,032	12,355	13,378	14,37
ntangible fixed assets (net)	0	0	0	0	,
Long-term financial assets	0	0	0	0	
nvest. in associates & subsidiaries	103	107	107	107	10
Cash & equivalents	962	947	1,013	1,074	1,20
VC receivable	1,140	1,420	1,439	1,651	1,89
nventories	992	1,489	1,584	1,787	2,02
Other current assets	104	136	138	158	18
Current assets	3,197	3,992	4,173	4,669	5,30
Other assets	607	956	968	1,111	1,27
Total assets	14,780	17,087	17,603	19,265	21,06
Common equity	8,566	9,956	11,206	12,859	14,90
Minorities etc.	153	201	201	201	20
Fotal shareholders' equity	8,718	10,157	11,407	13,060	15,10
Long term debt	2,131	1,116	511	472	39
Other long-term liabilities	153	159	204	234	26
ong-term liabilities	2,284	1,274	716	707	66
VC payable	1,447	1,573	1,672	1,887	2,13
Short term debt	1,997	3,679	3,408	3,147	2,62
Other current liabilities	333	404	399	464	52
Current liabilities	3,777	5,655	5,480	5,498	5,29
Total liabilities and shareholders' equity	14,780	17,087	17,603	19,265	21,06
Net working capital	455	1,069	1,088	1,245	1,43
nvested capital	12,038	14,164	14,518	15,840	17,19
Includes convertibles and preferred stock which is bei		,	,	.0,0.0	,
Per share (THB)		0.55		10.55	
Book value per share	8.57	9.96	11.21	12.86	14.9
Tangible book value per share	8.57	9.96	11.21	12.86	14.9
Financial strength					
Net debt/equity (%)	36.3	37.9	25.5	19.5	12
Net debt/total assets (%)	21.4	22.5	16.5	13.2	8
Current ratio (x)	0.8	0.7	8.0	0.8	1
CF interest cover (x)	15.8	21.7	16.7	21.8	21
/aluation	2019	2020	2021E	2022E	2023
Recurring P/E (x) *	49.1	35.0	38.1	31.3	26
• , ,	49.1 65.2	46.5	50.6	41.6	35
Recurring P/E @ target price (x) *					
Reported P/E (x)	49.3	35.0	38.1	31.3	26
Dividend yield (%)	1.4	1.2	1.1	1.4	1
Price/book (x)	14.4	12.4	11.0	9.6	8
Price/tangible book (x)	14.4	12.4	11.0	9.6	8
EV/EBITDA (x) **	34.1	25.5	26.2	22.0	18
EV/EBITDA @ target price (x) **	45.0	33.6	34.6	29.0	24
EV/invested capital (x)	10.5	9.0	8.7	8.0	7

Sources: Carabao Group; FSSIA estimates

## Corporate Governance report of Thai listed companies 2020

AV	ADVANC	AF	ΔIDΛ	AKP	VKB	ALT.	ΔΜΔ	ΔΜΔΤΔ	ΔΜΔΤΔ\/	ANAN
			AIRA		AKR	ALT	AMA	AMATA	AMATAV	
OT	AP	ARIP	ARROW	ASP	BAFS	BANPU	BAY	BCP	BCPG	BDMS
BEC	BEM	BGRIM	BIZ	BKI	BLA	BOL	BPP	BRR	BTS	BWG
ENTEL	CFRESH	CHEWA	CHO	CIMBT	CK	CKP	CM	CNT	COL	COMAN
OTTO	CPALL	CPF	CPI	CPN	CSS	DELTA	DEMCO	DRT	DTAC	DTC
8VC	EA	EASTW	ECF	ECL	EGCO	EPG	ETE	FNS	FPI	FPT
SMART	GBX	GC	GCAP	GEL	GFPT	GGC	GPSC	GRAMMY	GUNKUL	HANA
HARN	HMPRO	ICC	ICHI	III	ILINK	INTUCH	IRPC	IVL	JKN	JSP
IWD	K	KBANK	KCE	KKP	KSL	KTB	KTC	LANNA	LH	LHFG
.IT	LPN	MAKRO	MALEE	MBK	MBKET	MC	MCOT	METCO	MFEC	MINT
MONO	MOONG	MSC	MTC	NCH	NCL	NEP	NKI	NOBLE	NSI	NVD
NYT	OISHI	ORI	ОТО	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	SCCC	SCG	SCN	SDC
SEAFCO	SEAOIL	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
HIP	THRE	THREL	TIP	TIPCO	TISCO	TK	TKT	TTB	TMILL	TNDT
ΓNL	TOA	TOP	TPBI	TQM	TRC	TSC	TSR	TSTE	TSTH	TTA
TTCL	TTW	TU	TVD	TVI	TVO	TWPC	U	UAC	UBIS	UV
/GI	VIH	WACOAL	WAVE	WHA	WHAUP	WICE	WINNER	TRUE	0510	O V
	VIII	WACOAL	WAY E	V V I 1/ <sup>-</sup> \	VVIIAUF	VVICE	VVIININET	INCE		
ERY GO	OD LEVEL									
2S	ABM	ACE	ACG	ADB	AEC	AEONTS	AGE	AH	AHC	AIT
ALLA	AMANAH	AMARIN	APCO	APCS	APURE	AQUA	ASAP	ASEFA	ASIA	ASIAN
ASIMAR	ASK	ASN	ATP30	AUCT	AWC	AYUD	В	BA	BAM	BBL
ASIMAR 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
MH	INET	INSURE	IRC	IRCP	IT	ITD	ITEL	J	JAS	JCK
JCKH	JMART	JMT	KBS	KCAR	KGI	KIAT	KOOL	KTIS	KWC	KWM
_&E	LALIN	LDC	LHK	LOXLEY	LPH	LRH	LST	М	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
ГСС	TCMC	TEAM	TEAMG	TFG	TIGER	TITLE	TKN	TKS	TM	TMC
ΓMD	TMI	TMT	TNITY	TNP	TNR	TOG	TPA	TPAC	TPCORP	TPOLY
ΓPS	TRITN	TRT	TRU	TSE	TVT	TWP	UEC	UMI	UOBKH	UP
JPF	UPOIC	UT	UTP	UWC	VL	VNT	VPO	WIIK	WP	XO
YUASA	ZEN	ZIGA	ZMICO	UVVC	٧L	VINI	VFU	VVIIIV	VVF	۸٥
OOD LE										
UP	Α	ABICO	AJ	ALL	ALUCON	AMC	APP	ARIN	AS	AU
352	BC	BCH	BEAUTY	BGT	ВН	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
SSC	GTB	HTECH	HUMAN	IHL	INOX	INSET	IP	JTS	JUBILE	KASET
CM	KKC	KUMWEL	KUN	KWG	KYE	LEE	 MATCH	MATI	M-CHAI	MCS
MDX	MJD		MORE	NC NC	NDR	NER	NFC	NNCL	NPK	NUSA
		MM								
DCEAN	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	TPIPP	TPLAS
ГТІ	TYCN	UKEM	UMS	VCOM	VRANDA	WIN	WORK	WPH		
		Description						Score F	Range	
		Excellent						90-1	00	
		Very Good						80-8	39	

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,

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

and corruption SEC imposed a civil sanction against insider trading of director and executive; \*\* delisted

## **Anti-corruption Progress Indicator 2020**

CERTIFIED	)									
2S	ADVANC	Al	AIE	AIRA	AKP	AMA	AMANAH	AP	AQUA	ARROW
ASK	ASP	AYUD	В	BAFS	BANPU	BAY	BBL	всн	ВСР	BCPG
BGC	BGRIM	BJCHI	BKI	BLA	BPP	BROOK	BRR	BSBM	BTS	BWG
CEN	CENTEL	CFRESH	CGH	CHEWA	СНОТІ	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	М	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	РВ	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	WIIK	XO
ZEN	TRUE									
DECLARE	D									
7UP	ABICO	AF	ALT	AMARIN	AMATA	AMATAV	ANAN	APURE	B52	BKD
ВМ	BROCK	BUI	CHO	CI	сотто	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



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
12-Sep-2019 02-Dec-2019 02-Apr-2020 17-Sep-2020 02-Oct-2020	BUY BUY BUY BUY BUY	92.00 117.00 117.00 148.00 148.00	24-Nov-2020 18-Feb-2021 22-Feb-2021 30-Apr-2021 17-May-2021	BUY BUY BUY BUY BUY	150.00 180.00 180.00 163.00 163.00	27-May-2021 07-Jul-2021 16-Aug-2021 14-Oct-2021	BUY BUY BUY BUY	163.00 185.00 173.00 164.00

Karun Intrachai started covering this stock from 17-Sep-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Carabao Group	CBG TB	THB 123.50	BUY	The key downside risks to our DCF-based TP are 1) slower-than-expected sales growth in Myanmar, Cambodia, and the vitamin C drink market; 2) a decrease in domestic energy drink market share; and 3) higher-than-expected SG&A expenses from overseas operations, such as in China and the UK.

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

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 Finansia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 12-Nov-2021 unless otherwise stated.

## RECOMMENDATION STRUCTURE

## Stock ratings

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