

# MEGA LIFESCIENCES

THAILAND / COMMERCE

## MEGA TB

# BUY

UNCHANGED

## Expect soft quarter in 3Q23

- Expect 3Q23 profit to fall 15% q-q and 21% y-y from high bases in 2Q23 and 3Q22.
- Earnings likely be better during the seasonal high in 4Q23.
- Maintain BUY on cheap valuation.

TARGET PRICE	THB65.00
CLOSE	THB43.25
UP/DOWNSIDE	+50.3%
PRIOR TP	THB65.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+23.2%

### KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	15,686	16,827	17,939	19,304
Net profit	2,242	2,397	2,529	2,701
EPS (THB)	2.57	2.75	2.90	3.10
vs Consensus (%)	-	4.8	1.5	(3.4)
EBITDA	3,033	3,131	3,297	3,542
Recurring net profit	2,380	2,397	2,529	2,701
Core EPS (THB)	2.73	2.75	2.90	3.10
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	30.2	0.7	5.5	6.8
Core P/E (x)	15.8	15.7	14.9	14.0
Dividend yield (%)	2.0	2.1	2.2	2.4
EV/EBITDA (x)	11.7	11.2	10.5	9.8
Price/book (x)	4.3	3.9	3.6	3.3
Net debt/Equity (%)	(27.0)	(27.6)	(28.6)	(27.5)
ROE (%)	28.4	25.9	24.9	24.6

### Expect 3Q23 profit to fall both q-q and y-y from high bases

We expect MEGA to register soft earnings in 3Q23 when compared with the unusually good quarters in both 3Q22 and 2Q23. We project a core profit of THB545m in 3Q23, a plunge of 15.0% q-q and 21% y-y, mainly driven by a decline in sales of both branded business (Mega We Care) and distribution business (Maxxcare). For its branded business, we expect its revenue to fall 5.0% q-q and 5.7% y-y from the high base in 3Q22 and 2Q23. For its distribution business, we project its revenue to decline 4.8% q-q and 7.4% y-y partly attributable to a continued loss of one principal in Myanmar since 1Q23 and the weak consumption in Myanmar.

### Temporarily soft margins

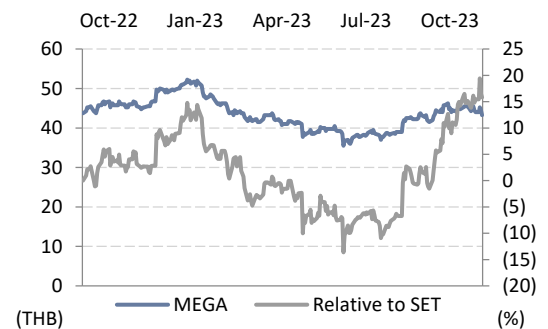
The blended gross margin is expected at 44.0%, sliding by 170bps q-q and 200bps y-y following lower sales revenue. The SG&A expense should be maintained at around 27% to sales. EBITDA is, therefore, expected to shrink by 17.9% q-q and 16.8% y-y to THB720m, leading to an EBITDA margin of 19.0%, slightly lower than the previous quarters.

### Profit likely be better in 4Q23

Following our 3Q23 profit forecast, MEGA should book a core profit of THB1.7b in 9M23, a dip of 4.7% y-y, accounting for 72% of our full-year profit forecast of THB2.4b (+4.6% y-y). Although MEGA's core profit will likely be better in its high season in 4Q23, the company would have to make around THB660m in profit in 4Q23 to reach our projection, which is challenging as compared with the average quarterly profit of THB530m-550m during the past two years.

### Maintain BUY on cheap valuation

We maintain our DCF-based TP of THB65 (8.3% WACC, 3% LTG) implying 23.6x 2023x P/E, +0.5SD of its five-year average. Despite challenges ahead, its choppy share price reflects the end of panic buying during Covid and the temporarily weak performance in 3Q23, in our view. Its share price is currently trading at 15.7x 2023E P/E and 14.9x 2024E P/E – the lowest among local and global peers. We maintain our BUY call.



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(3.9)	14.6	(1.1)
Relative to country (%)	4.9	28.9	15.5
Mkt cap (USD m)	1,037		
3m avg. daily turnover (USD m)	3.2		
Free float (%)	40		
Major shareholder	Unistretch Co Ltd (50%)		
12m high/low (THB)	52.50/34.75		
Issued shares (m)	871.87		

Sources: Bloomberg consensus; FSSIA estimates



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## Investment thesis

Although demand for nutraceutical products in 2023 may be soft as the panic buying during the pandemic fades, we believe its longer-term outlook is promising. The pharmaceutical drug demand should continue to rise due to the need to treat chronic diseases, while MEGA now has more than 170 drugs in the pipeline awaiting registration. The company has scheduled market launches for roughly 23 new pharmaceuticals in 2023. In addition, its manufacturing plant in Indonesia – of which MEGA acquired an 83.3% stake in 2020 – can now register many medicines, including cancer drugs.

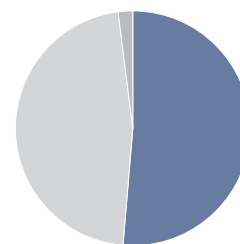
## Company profile

MEGA is a leading manufacturer and distributor of pharmaceutical, nutraceutical products and fast-moving consumer goods (FMCG) in developing countries such as Myanmar, Vietnam and Cambodia. MEGA also develops, manufactures, and sells its nutraceutical products, generic prescription pharmaceutical products, and OTC products under Mega We Care brand through its distribution network and third-party distributors in 36 countries across the world.

[www.megawecare.com](http://www.megawecare.com)

## Principal activities (revenue, 2022)

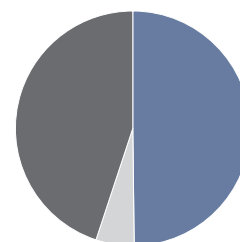
- Mega We Care - 51.3 %
- Maxxcare - 46.7 %
- OEM - 2.0 %



Source: Mega Lifesciences

## Major shareholders

- Unistretch Co Ltd - 49.8 %
- Mr. Vivek Dhawan - 5.3 %
- Others - 44.9 %



Source: Mega Lifesciences

## Catalysts

Key potential catalysts include 1) expedited medicine registrations and listings; 2) the Covid-19 pandemic; and 3) the success of new products and new markets.

## Risks to our call

Downside risks to our DCF-based TP include 1) the delayed registration process in many countries; 2) more intensified competition; 3) failure in introducing new products; and 4) risks associated with doing business in Myanmar.

## Event calendar

Date	Event
13 November 2023	3Q23 earnings announcement

## Key assumptions

	2023E	2024E	2025E
Mega We Care	8,261	8,748	9,361
Growth	6.0	5.9	7.0
Gross margin	67.6	67.5	67.5
Maxxcare	8,218	8,818	9,541
Growth	11.0	7.3	8.2
Gross margin	18.0	17.9	17.7
SG&A to sales (%)	26.3	26.1	25.8

Source: FSSIA estimates

## Earnings sensitivity

- For every 5% change in branded revenue, we project MEGA's 2023 net profit to change by 6%, all else being equal.
- For every 5% change in distribution revenue, we project MEGA's 2023 net profit to change by 1%, all else being equal.
- For every 1% change in overall gross margin, we project MEGA's 2023 net profit to change by 6%, all else being equal.

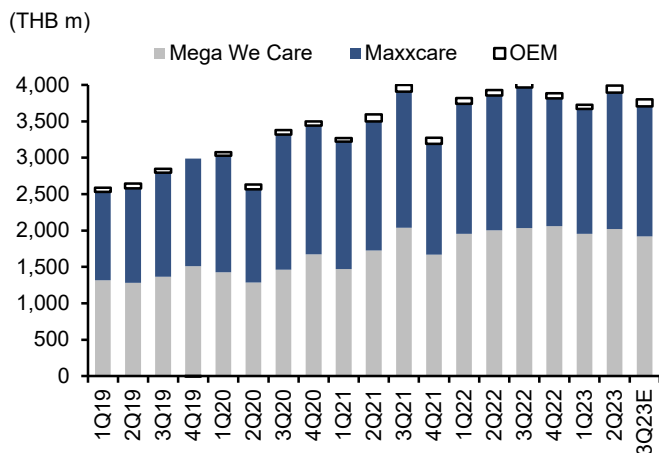
Source: FSSIA estimates

## Exhibit 1: 3Q23 earnings preview

Year to Dec 31	3Q22	4Q22	1Q23	2Q23	3Q23E	-----Change-----		9M22	9M23E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Sales	4,052	3,884	3,728	3,992	3,801	(4.8)	(6.2)	11,802	11,522	(2.4)
Cost of sales	(2,188)	(2,093)	(2,102)	(2,167)	(2,127)	(1.8)	(2.8)	(6,553)	(6,397)	(2.4)
Gross profit	1,864	1,791	1,626	1,825	1,674	(8.3)	(10.2)	5,402	5,125	(5.1)
Operating costs	(1,094)	(1,192)	(1,028)	(1,038)	(1,041)	0.2	(4.9)	(3,167)	(3,107)	(1.9)
Operating profit	770	600	599	787	633	(19.5)	(17.7)	2,235	2,018	(9.7)
Operating EBITDA	866	685	685	877	720	(17.9)	(16.8)	2,348	2,282	(2.8)
Other income	27	17	18	19	17	(11.4)	(36.9)	63	54	(14.9)
Interest expense	(8)	(9)	(9)	(9)	(9)	(2.3)	16.7	(20)	(27)	35.9
Profit before tax	789	608	607	797	641	(19.5)	(18.7)	2,125	2,045	(3.7)
Tax	(120)	(68)	(73)	(40)	(96)	140.0	(20.0)	(287)	(209)	(27.0)
<b>Reported net profit</b>	<b>658</b>	<b>400</b>	<b>453</b>	<b>531</b>	<b>545</b>	<b>2.7</b>	<b>(17.2)</b>	<b>1,842</b>	<b>1,529</b>	<b>(17.0)</b>
Extra ordinaries										
- Net loss from new businesses	21	9	12	7				(26)	510	
- FX loss / gain	11	107	81	151				2	(307)	
- Normalised tax expense	0	0	0	(48)						
<b>Core profit</b>	<b>690</b>	<b>516</b>	<b>546</b>	<b>641</b>	<b>545</b>	<b>(15.0)</b>	<b>(21.0)</b>	<b>1,818</b>	<b>1,732</b>	<b>(4.7)</b>
Reported EPS (THB)	0.76	0.46	0.52	0.61	0.63	2.7	(17.2)	2.16	1.13	(47.6)
Core EPS (THB)	0.79	0.59	0.63	0.74	0.63	(15.0)	(21.0)	2.09	1.36	(34.7)
<b>Key Ratios (%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>
Gross margin	46.0	46.1	43.6	45.7	44.0	(1.7)	(2.0)	45.8	44.5	(1.3)
Operating margin	19.7	15.9	16.5	20.2	17.1	(3.1)	(2.6)	18.2	17.5	(0.7)
EBITDA margin	21.4	17.6	18.4	22.0	18.9	(3.0)	(2.4)	19.9	19.8	(0.1)
Recurring net margin	17.0	13.3	14.6	16.1	14.3	(1.7)	(2.7)	15.4	15.0	(0.4)
SG&A / Sales	27.0	30.7	27.6	26.0	27.4	1.4	0.4	26.8	27.0	0.1
<b>Revenue breakdown</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>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(y-y %)</b>
Mega We Care branded business	2,034	2,062	1,953	2,019	1,918	(5.0)	(5.7)	5,876	5,890	0.2
Maxxcare distribution business	1,928	1,752	1,717	1,876	1,786	(4.8)	(7.4)	5,426	5,378	(0.9)
OEM business	90	71	59	97	97	0.0	7.5	250	253	1.5
Gross margin by BU (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Mega We Care branded business	67.0	65.2	64.6	65.8	64.7	(1.2)	(2.4)	67.6	65.0	(2.6)
Maxxcare distribution business	24.5	23.5	20.4	24.5	22.6	(2.0)	(2.0)	19.9	22.5	2.6
OEM business	31.9	49.2	24.6	37.6	32.0	(5.6)	0.1	35.3	32.4	(2.8)

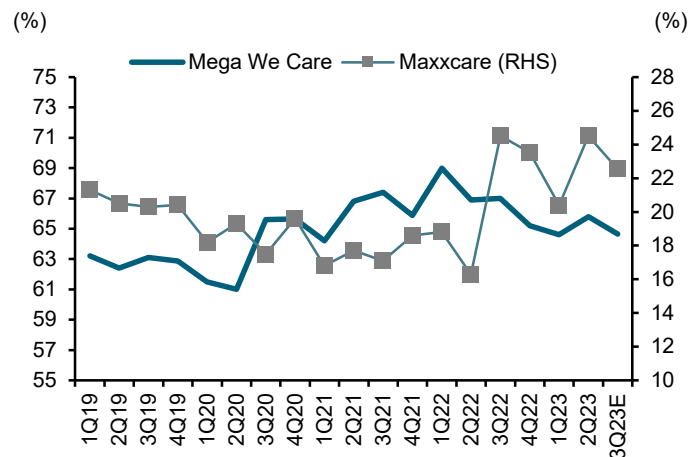
Sources: MEGA, FSSIA estimates

## Exhibit 2: Revenue structure



Sources: MEGA, FSSIA estimates

## Exhibit 3: Gross margins by business



Sources: MEGA, FSSIA estimates

## Financial Statements

### Mega Lifesciences

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	14,136	15,686	16,827	17,939	19,304
Cost of goods sold	(8,225)	(8,647)	(9,642)	(10,329)	(11,161)
<b>Gross profit</b>	<b>5,911</b>	<b>7,040</b>	<b>7,185</b>	<b>7,610</b>	<b>8,143</b>
Other operating income	47	80	76	68	68
Operating costs	(3,769)	(4,359)	(4,417)	(4,682)	(4,980)
<b>Operating EBITDA</b>	<b>2,463</b>	<b>3,033</b>	<b>3,131</b>	<b>3,297</b>	<b>3,542</b>
Depreciation	(274)	(272)	(287)	(301)	(311)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>2,188</b>	<b>2,761</b>	<b>2,844</b>	<b>2,996</b>	<b>3,231</b>
Net financing costs	(28)	(29)	(25)	(19)	(15)
Associates	(2)	0	0	0	0
Recurring non-operating income	4	2	0	(1)	0
Non-recurring items	119	(138)	0	0	0
<b>Profit before tax</b>	<b>2,283</b>	<b>2,596</b>	<b>2,820</b>	<b>2,976</b>	<b>3,215</b>
Tax	(336)	(355)	(423)	(447)	(514)
<b>Profit after tax</b>	<b>1,947</b>	<b>2,242</b>	<b>2,397</b>	<b>2,529</b>	<b>2,701</b>
Minority interests	-	-	-	-	-
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>1,947</b>	<b>2,242</b>	<b>2,397</b>	<b>2,529</b>	<b>2,701</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>(119)</b>	<b>138</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>1,828</b>	<b>2,380</b>	<b>2,397</b>	<b>2,529</b>	<b>2,701</b>
<b>Per share (THB)</b>					
Recurring EPS *	2.10	2.73	2.75	2.90	3.10
Reported EPS	2.23	2.57	2.75	2.90	3.10
DPS	0.86	0.85	0.91	0.96	1.02
Diluted shares (used to calculate per share data)	872	872	872	872	872
<b>Growth</b>					
Revenue (%)	12.3	11.0	7.3	6.6	7.6
Operating EBITDA (%)	24.4	23.2	3.2	5.3	7.4
Operating EBIT (%)	27.0	26.2	3.0	5.3	7.8
Recurring EPS (%)	33.0	30.2	0.7	5.5	6.8
Reported EPS (%)	39.8	15.1	6.9	5.5	6.8
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	41.8	44.9	42.7	42.4	42.2
Gross margin exc. depreciation (%)	43.8	46.6	44.4	44.1	43.8
Operating EBITDA margin (%)	17.4	19.3	18.6	18.4	18.3
Operating EBIT margin (%)	15.5	17.6	16.9	16.7	16.7
Net margin (%)	12.9	15.2	14.2	14.1	14.0
Effective tax rate (%)	14.7	13.7	15.0	15.0	16.0
Dividend payout on recurring profit (%)	41.0	31.1	33.0	33.0	33.0
Interest cover (X)	77.5	96.2	113.7	158.0	212.9
Inventory days	167.5	172.8	162.1	153.7	148.6
Debtor days	70.9	72.0	75.2	74.1	70.8
Creditor days	145.1	163.5	149.6	134.3	118.5
Operating ROIC (%)	40.7	52.3	47.2	44.5	(10.8)
ROIC (%)	27.5	34.7	32.7	31.9	(8.0)
ROE (%)	24.4	28.4	25.9	24.9	24.6
ROA (%)	14.9	17.2	16.2	16.4	16.8
* Pre-exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Mega We Care	6,909	8,053	8,261	8,748	9,361
Maxxcare	6,906	7,320	8,218	8,818	9,541
OEM	320	314	348	373	402

Sources: Mega Lifesciences; FSSIA estimates

## Financial Statements

### Mega Lifesciences

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	1,828	2,380	2,397	2,529	2,701
Depreciation	274	272	287	301	311
Associates & minorities	2	0	0	0	0
Other non-cash items	461	474	(167)	(366)	(437)
Change in working capital	74	(989)	(763)	(958)	(1,169)
<b>Cash flow from operations</b>	<b>2,639</b>	<b>2,136</b>	<b>1,754</b>	<b>1,506</b>	<b>1,406</b>
Capex - maintenance	-	-	-	-	-
Capex - new investment	(151)	(305)	(623)	(310)	(380)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(113)	24	0	0	0
<b>Cash flow from investing</b>	<b>(265)</b>	<b>(281)</b>	<b>(623)</b>	<b>(310)</b>	<b>(380)</b>
Dividends paid	(923)	(1,406)	(791)	(835)	(891)
Equity finance	0	0	0	0	0
Debt finance	(363)	2	(127)	(46)	(14)
Other financing cash flows	(28)	(30)	(25)	(19)	(15)
<b>Cash flow from financing</b>	<b>(1,314)</b>	<b>(1,433)</b>	<b>(943)</b>	<b>(900)</b>	<b>(920)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	253	0	0	0	0
<b>Net other adjustments</b>	<b>253</b>	<b>(165)</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>1,314</b>	<b>257</b>	<b>188</b>	<b>296</b>	<b>105</b>
Free cash flow to firm (FCFF)	2,402.87	1,884.18	1,155.65	1,215.05	1,040.75
Free cash flow to equity (FCFE)	2,236.65	1,662.78	978.48	1,131.18	996.45
<b>Per share (THB)</b>					
FCFF per share	2.76	2.16	1.33	1.39	1.19
FCFE per share	2.57	1.91	1.12	1.30	1.14
Recurring cash flow per share	2.94	3.58	2.89	2.83	2.95
<b>Balance Sheet (THB m) Year Ending Dec</b>					
Tangible fixed assets (gross)	3,845	4,062	4,685	4,995	5,375
Less: Accumulated depreciation	(2,008)	(2,161)	(2,448)	(2,749)	(3,060)
<b>Tangible fixed assets (net)</b>	<b>1,837</b>	<b>1,901</b>	<b>2,238</b>	<b>2,246</b>	<b>2,315</b>
<b>Intangible fixed assets (net)</b>	<b>1,353</b>	<b>1,329</b>	<b>1,307</b>	<b>1,291</b>	<b>1,277</b>
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	215	223	223	223	223
Cash & equivalents	2,531	2,789	2,976	3,273	3,378
A/C receivable	2,808	3,382	3,550	3,735	3,755
Inventories	3,823	4,109	4,200	4,245	4,587
Other current assets	139	310	192	205	201
<b>Current assets</b>	<b>9,301</b>	<b>10,590</b>	<b>10,918</b>	<b>11,457</b>	<b>11,920</b>
Other assets	566	603	595	592	624
<b>Total assets</b>	<b>13,272</b>	<b>14,646</b>	<b>15,281</b>	<b>15,810</b>	<b>16,360</b>
Common equity	8,003	8,777	9,732	10,572	11,427
Minorities etc.	22	0	0	0	0
<b>Total shareholders' equity</b>	<b>8,025</b>	<b>8,777</b>	<b>9,733</b>	<b>10,572</b>	<b>11,427</b>
Long term debt	132	109	63	19	7
Other long-term liabilities	261	223	236	179	174
<b>Long-term liabilities</b>	<b>393</b>	<b>332</b>	<b>298</b>	<b>198</b>	<b>181</b>
A/C payable	3,533	3,972	3,698	3,679	3,363
Short term debt	224	312	231	229	227
Other current liabilities	1,096	1,254	1,321	1,132	1,162
<b>Current liabilities</b>	<b>4,853</b>	<b>5,538</b>	<b>5,250</b>	<b>5,040</b>	<b>4,752</b>
<b>Total liabilities and shareholders' equity</b>	<b>13,272</b>	<b>14,646</b>	<b>15,281</b>	<b>15,810</b>	<b>16,360</b>
Net working capital	2,141	2,575	2,923	3,374	4,017
Invested capital	6,111	6,632	7,285	7,727	8,456
* Includes convertibles and preferred stock which is being treated as debt					
<b>Per share (THB)</b>					
Book value per share	9.18	10.07	11.16	12.13	13.11
Tangible book value per share	7.63	8.54	9.66	10.65	11.64
<b>Financial strength</b>					
Net debt/equity (%)	(27.1)	(27.0)	(27.6)	(28.6)	(27.5)
Net debt/total assets (%)	(16.4)	(16.2)	(17.6)	(19.1)	(19.2)
Current ratio (x)	1.9	1.9	2.1	2.3	2.5
CF interest cover (x)	85.5	69.5	65.0	77.0	91.7
<b>Valuation</b>					
<b>Recurring P/E (x) *</b>	<b>20.6</b>	<b>15.8</b>	<b>15.7</b>	<b>14.9</b>	<b>14.0</b>
<b>Recurring P/E @ target price (x) *</b>	<b>31.0</b>	<b>23.8</b>	<b>23.6</b>	<b>22.4</b>	<b>21.0</b>
Reported P/E (x)	19.4	16.8	15.7	14.9	14.0
Dividend yield (%)	2.0	2.0	2.1	2.2	2.4
Price/book (x)	4.7	4.3	3.9	3.6	3.3
Price/tangible book (x)	5.7	5.1	4.5	4.1	3.7
EV/EBITDA (x) **	14.4	11.7	11.2	10.5	9.8
EV/EBITDA @ target price (x) **	22.1	17.9	17.2	16.3	15.1
EV/invested capital (x)	5.8	5.3	4.8	4.5	4.1
* Pre-exceptional, pre-goodwill and fully diluted      ** EBITDA includes associate income and recurring non-operating income					

Sources: Mega Lifesciences; FSSIA estimates

# MEGA LIFESCIENCES PCL (MEGA TB)

## FSSIA ESG rating


**54.48 /100**

### Exhibit 4: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★	>39-59	<b>Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.</b>
★★	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Source: FSSIA estimates

### Exhibit 5: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings					Bloomberg		
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
COM7	61.78	--	Y	Y	5.00	5.00	Certified	Low	47.75	--	--	52.68	21.00	4.40	43.59
MEGA	54.48	--	Y	Y	4.00	4.00	Declared	Medium	66.56	--	--	58.59	24.00	2.39	--
BJC	71.33	Y	Y	Y	4.00	4.00	--	Medium	55.09	A	--	65.19	89.00	2.16	--
CRC	64.49	--	Y	Y	5.00	5.00	Certified	Medium	--	BBB	--	60.98	73.00	2.90	47.27

Sources: [SETTRADE.com](https://settrade.com); FSSIA's compilation

### Exhibit 6: ESG score by Bloomberg

FY ending Dec 31	FY 2020	FY 2021	FY 2022
<b>ESG financial materiality scores - ESG score</b>	<b>—</b>	<b>2.29</b>	<b>—</b>
BESG environmental pillar score	—	1.86	—
BESG social pillar score	—	1.06	—
BESG governance pillar score	—	4.54	—
<b>ESG disclosure score</b>	<b>44.34</b>	<b>53.36</b>	<b>—</b>
Environmental disclosure score	29.84	44.22	—
Social disclosure score	19.44	32.16	—
Governance disclosure score	83.59	83.59	—
<b>Environmental</b>			
Emissions reduction initiatives	Yes	Yes	Yes
Climate change policy	Yes	Yes	No
Climate change opportunities discussed	No	No	No
Risks of climate change discussed	No	No	No
GHG scope 1	—	—	633
GHG scope 2 location-based	—	—	6
GHG Scope 3	—	—	0
Carbon per unit of production	—	—	—
Biodiversity policy	No	No	No
Energy efficiency policy	Yes	Yes	Yes
Total energy consumption	24	24	23
Renewable energy use	1	1	1
Electricity used	12	13	12
Fuel used - natural gas	—	—	914

Sources: Bloomberg; FSSIA's compilation

**Exhibit 7: ESG score by Bloomberg (cont.)**

<b>FY ending Dec 31</b>	<b>FY 2020</b>	<b>FY 2021</b>	<b>FY 2022</b>
Fuel used - crude oil/diesel	No	No	No
Waste reduction policy	Yes	Yes	Yes
Hazardous waste	—	—	0
Total waste	1	1	1
Waste recycled	0	0	—
Waste sent to landfills	—	—	—
Environmental supply chain management	Yes	Yes	No
Water policy	No	Yes	Yes
Water consumption	—	—	0
<b>Social</b>			
Human rights policy	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes
Quality assurance and recall policy	No	Yes	Yes
Consumer data protection policy	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes
Gender pay gap breakout	No	No	No
Pct women in workforce	56	56	56
Pct disabled in workforce	—	—	—
Business ethics policy	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes
Health and safety policy	Yes	Yes	No
Lost time incident rate - employees	0	0	—
Total recordable incident rate - employees	—	—	—
Training policy	Yes	Yes	Yes
Fair remuneration policy	No	No	No
Number of employees – CSR	5,714	6,021	5,767
Employee turnover pct	—	19	—
Total hours spent by firm - employee training	70,551	79,892	70,826
Social supply chain management	Yes	Yes	Yes
<b>Governance</b>			
<b>Board size</b>	<b>10</b>	<b>10</b>	<b>10</b>
<b>No. of independent directors (ID)</b>	<b>4</b>	<b>4</b>	<b>4</b>
No. of women on board	1	1	1
No. of non-executive directors on board	8	8	8
Company conducts board evaluations	Yes	Yes	Yes
No. of board meetings for the year	6	5	7
Board meeting attendance pct	100	96	94
Board duration (years)	3	3	3
Director share ownership guidelines	No	No	No
Age of the youngest director	32	33	34
Age of the oldest director	80	81	82
<b>No. of executives / company managers</b>	<b>6</b>	<b>6</b>	<b>6</b>
No. of female executives	1	1	1
Executive share ownership guidelines	No	No	No
<b>Size of audit committee</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of ID on audit committee	3	3	3
Audit committee meetings	4	4	4
Audit meeting attendance %	100	100	100
<b>Size of compensation committee</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of ID on compensation committee	1	1	1
No. of compensation committee meetings	2	2	2
Compensation meeting attendance %	100	100	100
<b>Size of nomination committee</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of nomination committee meetings	2	2	3
Nomination meeting attendance %	100	100	100
<b>Sustainability governance</b>			
Verification type	No	No	No

Sources: Bloomberg; FSSIA's compilation



## 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 <b>THSI inclusion</b> , 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.  <b>SETTHSI Index</b> 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.																				
<b>CG Score</b> 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%).																				
<b>AGM level</b> 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&amp;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.																				
<b>Thai CAC</b> 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.																				
<b>Morningstar Sustainability</b>	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 &amp; 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><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+										
NEGL	Low	Medium	High	Severe																		
0-10	10-20	20-30	30-40	40+																		
<b>ESG Book</b>	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.																				
<b>MSCI</b>	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><tr><td><b>AAA</b></td><td>8.571-10.000</td><td rowspan="3"><b>Leader:</b></td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td><b>AA</b></td><td>7.143-8.570</td></tr><tr><td><b>A</b></td><td>5.714-7.142</td></tr><tr><td><b>BBB</b></td><td>4.286-5.713</td><td rowspan="3"><b>Average:</b></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><b>BB</b></td><td>2.857-4.285</td></tr><tr><td><b>B</b></td><td>1.429-2.856</td></tr><tr><td><b>CCC</b></td><td>0.000-1.428</td><td><b>Laggard:</b></td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570	<b>A</b>	5.714-7.142	<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285	<b>B</b>	1.429-2.856	<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks	
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<b>Moody's ESG solutions</b>	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.																					
<b>Refinitiv ESG rating</b>	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; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																					
<b>S&amp;P Global</b>	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.																					
<b>Bloomberg</b>	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.																				

Source: FSSIA's compilation



## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

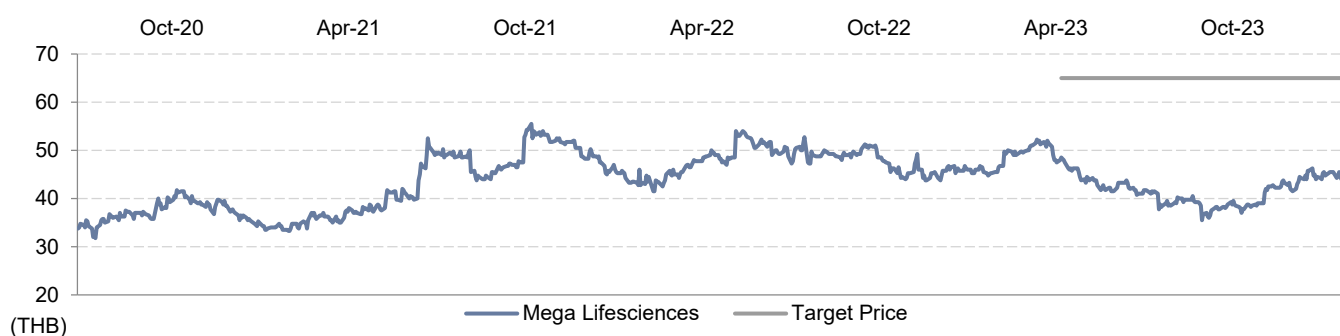
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) 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

#### Mega Lifesciences (MEGA TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
20-Feb-2023	BUY	65.00	-	-	-	-	-	-

Jitra Amornthum started covering this stock from 20-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Mega Lifesciences	MEGA TB	THB 43.25	BUY	Downside risks to our DCF-based TP include 1) the delayed registration process in many countries; 2) more intensified competition; 3) failure in introducing new products; and 4) risks associated with doing business in Myanmar.

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 26-Oct-2023 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.