

G-ABLE GABLE TB
THAILAND / ICTBUY
UNCHANGED

แนวโน้มกำไร 3Q23 สดใส

- คาดกำไรสุทธิ 3Q23 เติบโตต่อเนื่อง 12% q-q และ 15% y-y จากความต้องการด้าน Digital transformation และ Data security ที่ยังมีอยู่สูง
- ปรับประมาณการปี 2023-24 ลงแต่พบว่าปี 2024 เติบโตสูง
- ปรับราคาเป้าหมายลงเป็น 7.60 บาท ยังแนะนำซื้อ Valuation ถูกมากเกินไป

TARGET PRICE	THB7.60
CLOSE	THB4.16
UP/DOWNSIDE	+82.7%
PRIOR TP	THB9.00
CHANGE IN TP	-15.6%
TP vs CONSENSUS	+2.0%

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	4,731	5,523	6,048	6,486
Net profit	267	269	343	406
EPS (THB)	0.51	0.38	0.49	0.58
vs Consensus (%)	-	(12.6)	(4.9)	-
EBITDA	366	384	461	537
Recurring net profit	267	269	343	406
Core EPS (THB)	0.51	0.38	0.49	0.58
Chg. In EPS est. (%)	-	(15.3)	(9.3)	0.0
EPS growth (%)	8.7	(24.5)	27.8	18.2
Core P/E (x)	8.2	10.8	8.5	7.2
Dividend yield (%)	46.2	4.6	6.0	7.1
EV/EBITDA (x)	6.5	4.4	3.4	2.7
Price/book (x)	1.9	1.2	1.1	1.0
Net debt/Equity (%)	15.7	(49.1)	(49.5)	(50.6)
ROE (%)	18.8	14.7	13.1	14.5

คาดการณ์กำไร 3Q23 สดใส +12% q-q, +15% y-y

เรคาดกำไรสุทธิของ GABLE ยังเติบโตต่อเนื่อง 12% q-q และ 15% y-y เป็น 67 ล้านบาท จากความต้องการของโซลูชันประเภท Digital transformation และ Data security ของกลุ่มลูกค้าองค์กรที่ยังมีอยู่สูง ในขณะที่การแข่งขันทางด้านราคาบางส่วนลดลงจากไตรมาสที่ผ่านมา และยังเข้าใกล้สิ้นปี ความจำเป็นในการปรับปรุง พัฒนา และให้คำปรึกษาด้านระบบ IT ทำให้บริษัทสามารถประมวลงานภาคเอกชนขนาดใหญ่ได้เพิ่มขึ้น เรคาดรายได้ใน 3Q23 จะเพิ่มขึ้น 21% q-q และ 22% y-y เป็น 1,477 ล้านบาท และคาดอัตรากำไรขั้นต้นโดยรวมของทุกธุรกิจยังรักษาไว้ได้ใกล้เคียงเคียงไตรมาสก่อนที่ 20.9% หากเป็นไปตามคาด GABLE จะมีกำไรใน 9M23 ที่ 152 ล้านบาท เพิ่มขึ้น 8% y-y

แนวโน้ม 4Q23 ดีต่อแต่ท้าทายเมื่อเทียบกับ 4Q22

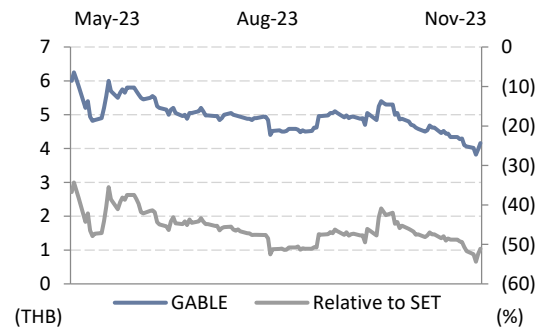
เราเชื่อว่าผลประกอบการใน 4Q23 จะเติบโตต่อเนื่องและเป็นไตรมาสที่ดีที่สุดของปีตามธรรมชาติของธุรกิจ เพียงแต่ท้าทายเกินไปหากเทียบกับฐานกำไรที่สูงผิดปกติใน 4Q22 เพราะมีงานบางส่วนที่เลื่อนการส่งมอบจาก 3Q22 มากระจุกเข้าใน 4Q22 เรคาดกำไร 4Q23 เบื้องต้นที่ 117 ล้านบาท (+74% q-q, -8% y-y)

ปรับลดประมาณการกำไรปี 2023-24 จากการแข่งขันที่รุนแรงในช่วงก่อนหน้า

แม้ว่าภาพรวม 2H23 จะดีขึ้นจาก 1H23 แต่การแข่งขันที่รุนแรงในช่วง 2Q23 และงบประมาณปี 2024 ที่ล่าช้ามีผลทางอ้อมต่อความเชื่อมั่นในการขยายการลงทุนของภาคเอกชน ทำให้เราปรับประมาณการกำไรปี 2023-24 ลง 15% และ 9% ตามลำดับจากการปรับลดอัตรากำไรขั้นต้นและปรับเพิ่มค่าใช้จ่ายที่เกี่ยวกับบุคลากร และคงประมาณการกำไรปี 2025 ส่งผลให้กำไรปกติปี 2023-25 เติบโต 1%/28%/18% หรือเติบโตเฉลี่ย 23% CAGR

ปรับราคาเป้าหมายลงเป็น 7.60 บาท ยังคงแนะนำซื้อ

เราปรับราคาเป้าหมายปี 2023 ลงเป็น 7.60 บาท จากเดิม 9.00 บาท โดยยังคงอิง PE 20 เท่า ซึ่งคิดเป็น PEG 0.87 ราคาหุ้นที่ปรับลงมา 30% จากวันที่แรกที่เข้าจดทะเบียนในตลาดฯ โดยที่กำไรมีการเติบโต q-q ทุกไตรมาสในปี และคิดเป็น PE ต่ำเพียง 10.8 เท่าปี 2023 และ 8.5 เท่าปี 2024 ต่ำที่สุดทั้งเมื่อเทียบกับกลุ่ม SI และกลุ่ม Tech consult เราจึงยังคงแนะนำซื้อ



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(13.3)	(14.0)	n/a
Relative to country (%)	(9.3)	(5.1)	n/a
Mkt cap (USD m)	81		
3m avg. daily turnover (USD m)	0.6		
Free float (%)	64		
Major shareholder	Liuchareon Family (22%)		
12m high/low (THB)	7.60/3.82		
Issued shares (m)	700.00		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

GABLE เป็นผู้ประกอบการด้านเทคโนโลยีชั้นนำของประเทศไทย ประสบการณ์กว่า 34 ปี เติบโตจากการเป็น System Integrator (SI) ซึ่งเป็นพื้นฐานที่แข็งแกร่งและต่อยอดเป็น Tech enabler ในปัจจุบัน ที่ให้บริการด้านโซลูชันระบบเทคโนโลยีและซอฟต์แวร์แพลตฟอร์มที่ประสบความสำเร็จ มีลูกค้าเป็นระดับองค์กรชั้นนำของประเทศ ความแข็งแกร่งในการมีพื้นฐานเป็น SI ทำให้รายได้ราวครึ่งหนึ่งเป็นรายได้ที่มีลักษณะเป็น recurring income ราคาหุ้นที่ปรับลดลงทางที่กำไรเติบโต q-q ทุกไตรมาสในปีนี้ ทำให้ GABLE มี PE ต่ำเพียง 10.8 เท่า ปี 2023 และ 8.5 เท่าปี 2024 ต่ำที่สุดทั้งเมื่อเทียบกับกลุ่ม SI และกลุ่ม Tech consult ยังคงแนะนำซื้อ

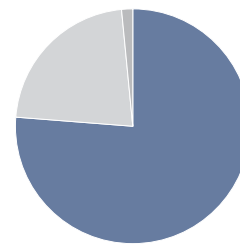
Company profile

GABLE ประกอบธุรกิจในการเป็นผู้นำ "Tech enabler" ที่ให้บริการด้านเทคโนโลยีโซลูชันและดิจิทัลสำหรับองค์กรชั้นนำในประเทศไทย มากกว่า 34 ปี ครอบคลุมบริการ 1) ธุรกิจให้บริการโซลูชันระดับองค์กร (Enterprise Solution and Services); 2) ธุรกิจโซลูชันที่เป็นตัวแทนจำหน่ายและสร้างมูลค่าเพิ่ม (Value-added distribution); และ 3) ธุรกิจบริการซอฟต์แวร์แพลตฟอร์ม (Software platforms)

www.g-able.com

Principal activities (revenue, 2022)

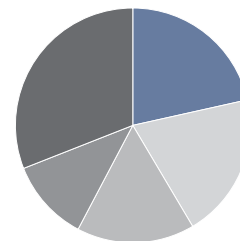
- Enterprise solution and services - 76.2 %
- Value-added distribution solution - 22.2 %
- Software Platform - 1.5 %



Source: G-Able

Major shareholders

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



Source: G-Able

Catalysts

ปัจจัยหนุนการเติบโต ได้แก่ 1) โอกาสในการชนะงานประมูลที่มากกว่าคาด 2) ความต้องการขององค์กรในการเปลี่ยนแปลงเทคโนโลยีให้ทันอนาคต และ 3) การควบรวมหรือซื้อกิจการ

Risks to our call

Downside ต่อราคาเป้าหมายของเราได้แก่ 1) การขาดแคลนบุคลากร 2) การแข่งขันที่รุนแรงเกินคาด 3) การที่ไม่สามารถชนะงานประมูลต่างๆได้

Event calendar

Date	Event
14 November 2023	3Q23 earnings announcement

Key assumptions

	2023E (THB m)	2024E (THB m)	2025E (THB m)
Enterprise solution and services	4,112	4,359	4,664
Value-added distribution solution	1,262	1,451	1,512
Software Platform	149	238	309
Gross margin (%)	20.8	21.7	22.1
EBITDA margin (%)	7.0	7.6	8.3
Net margin (%)	4.9	5.7	6.3

Source: FSSIA estimates

Earnings sensitivity

- For every 0.5% change in gross margin, we estimate GABLE's 2023 net profit to change by 6%, all else being equal.
- For every 1% change in SG&A expense, we estimate GABLE's 2023 net profit to change by 1%, 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 revenue	1,207	1,311	1,135	1,223	1,477	20.7	22.3	3,420	3,835	12.1
Cost of sales	(960)	(958)	(915)	(968)	(1,168)	20.7	21.8	(2,770)	(3,051)	10.1
Gross profit	248	353	220	255	309	20.9	24.5	650	784	20.6
SG&A expenses	(187)	(203)	(185)	(185)	(224)	20.8	19.9	(509)	(594)	16.6
Operating profit	434	556	405	441	532	20.8	22.5	1,159	1,378	18.9
Operating EBITDA	95	177	55	96	105	9.1	10.3	230	255	11.0
Other income	16	10	3	9	3	(70.9)	(84.1)	40	14	(66.0)
Interest expense	(2)	(3)	(6)	(5)	(3)	(41.5)	25.0	(4)	(14)	218.1
Profit before tax	75	157	33	74	84	14.8	13.2	177	191	7.6
Tax	(16)	(28)	(8)	(13)	(17)	25.5	6.2	(38)	(38)	1.8
Reported net profit	59	127	25	60	67	12.4	14.6	140	152	8.4
Core profit	59	127	25	60	67	12.4	14.6	140	152	8.4
Reported EPS (THB)	0.16	0.34	0.05	0.09	0.10	3.7	(38.6)	0.37	0.24	(36.9)
Recurring EPS (THB)	0.16	0.34	0.05	0.09	0.10	3.7	(38.6)	0.37	0.24	(36.9)
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	20.5	26.9	19.4	20.9	20.9	1.5	1.1	19.0	20.5	1.4
Operating margin	36.0	42.4	35.7	36.0	36.1	0.4	1.7	33.9	35.9	2.0
EBITDA margin	7.9	13.5	4.8	7.8	7.1	3.0	(0.3)	6.7	6.7	(0.1)
Recurring net margin	4.9	9.7	2.2	4.9	4.6	2.7	(0.3)	4.1	4.0	(0.1)
SG&A / Sales	15.5	15.5	16.3	15.1	15.2	(1.1)	0.6	14.9	15.5	0.6

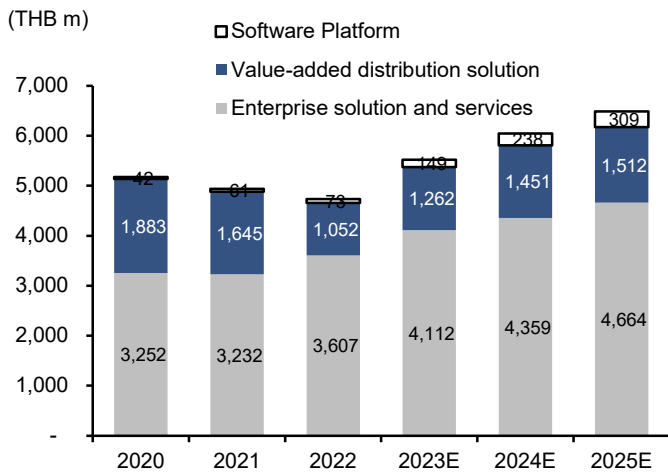
Sources: GABLE, FSSIA estimates

Exhibit 2: Key changes of assumption

	----- Current -----			----- Previous -----			----- Change -----		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(%)	(%)	(%)
Total revenue	5,523	6,048	6,486	5,451	5,878	6,176	1.3	2.9	5.0
- Enterprise solution and services	4,112	4,359	4,664	4,040	4,303	4,496	1.8	1.3	3.7
- Value-added distribution solution	1,262	1,451	1,512	1,262	1,338	1,394	0.0	8.5	8.5
- Software Platform	149	238	309	149	238	286	0.0	0.0	8.3
SG&A expense	825	913	960	801	852	893	3.0	7.2	7.5
EBITDA	384	461	537	438	501	534	(12.2)	(7.9)	0.7
Core profit	269	343	406	317	379	406	(15.3)	(9.3)	(0.0)
Key ratios	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(ppt)
Gross margin	20.8	21.7	22.1	21.6	21.9	22.1	(0.8)	(0.3)	0.0
EBITDA margin	7.0	7.6	8.3	8.0	8.5	8.6	(1.1)	(0.9)	(0.4)
Net profit margin	4.9	5.7	6.3	5.8	6.4	6.6	(1.0)	(0.8)	(0.3)
SG&A/sales	14.9	15.1	14.8	14.7	14.5	14.5	0.2	0.6	0.3

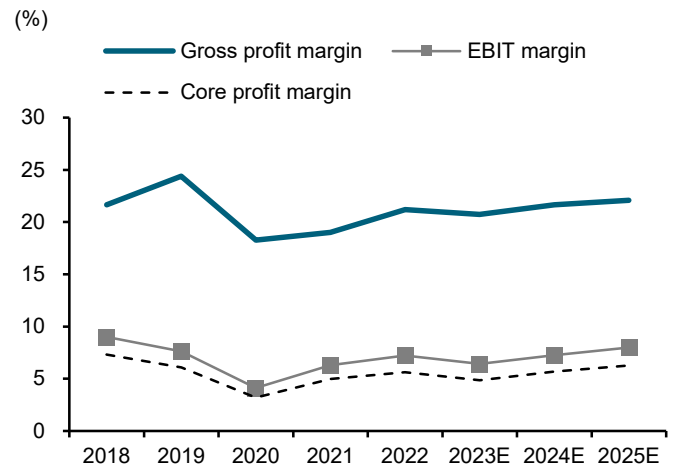
Sources: GABLE, FSSIA estimates

Exhibit 3: Revenue breakeven



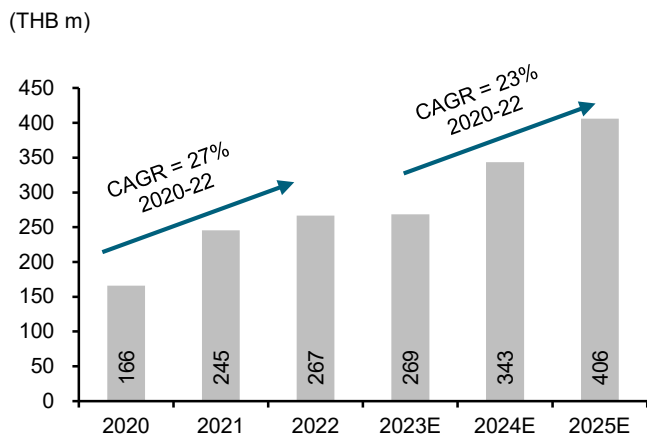
Sources: GABLE, FSSIA estimates

Exhibit 4: Margins



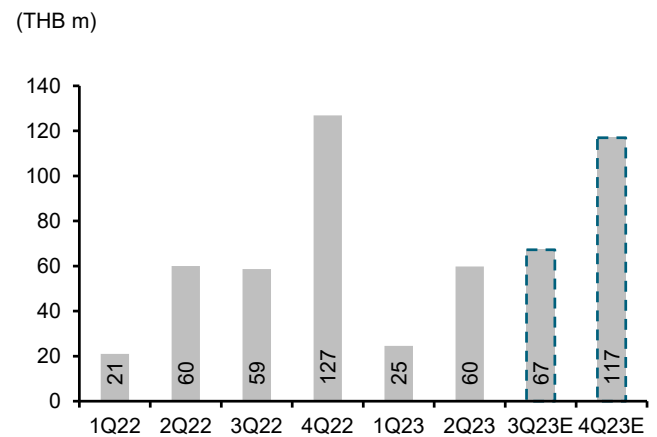
Sources: GABLE, FSSIA estimates

Exhibit 5: กำไรปกติรายปี



Sources: GABLE, FSSIA estimates

Exhibit 6: กำไรปกติรายไตรมาส



Sources: GABLE, FSSIA estimates

Exhibit 7: Peers comparison as of 2 November 2023

Company	BBG	Price Current (THB)	Market Cap (USD m)	PE		DivYld		ROE		PBV	
				23E (x)	24E (x)	23E (%)	24E (%)	23E (x)	24E (x)	23E (x)	24E (x)
G-ABLE*	GABLE TB	4.16	81	10.8	8.5	4.6	6.0	14.7	13.1	1.2	1.1
MFEC**	MFEC TB	6.10	75	18.8	16.6	3.7	5.0	13.2	11.7	2.4	1.7
Advanced Information Technology**	AIT TB	4.36	178	77.9	13.9	4.9	6.6	17.6	15.9	13.4	2.4
Bluebik Group	BBIK TB	101.50	308	39.2	28.3	1.1	1.5	24.9	25.6	5.8	5.8
Beryl 8 Plus	BE8 TB	31.25	230	26.4	19.1	1.9	2.7	11.3	14.5	2.9	2.7
I&I Group	IIG TB	13.90	42	63.3	22.1	1.5	0.4	(8.5)	10.7	2.7	2.4
Average				45.1	20.0	2.6	3.2	11.7	15.7	5.4	3.0

Note: *GABLE อิงประมาณการของ FSSIA, **MFEC และ AIT อิงประมาณการปี 2021-22

Sources: Bloomberg, FSSIA estimates

Financial Statements

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Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	4,939	4,731	5,523	6,048	6,486
Cost of goods sold	(3,999)	(3,728)	(4,377)	(4,739)	(5,052)
Gross profit	940	1,003	1,146	1,309	1,433
Other operating income	-	-	-	-	-
Operating costs	(682)	(703)	(825)	(913)	(960)
Operating EBITDA	328	366	384	461	537
Depreciation	(71)	(66)	(63)	(65)	(64)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	257	300	321	396	473
Net financing costs	(5)	(8)	(16)	(5)	(5)
Associates	0	0	0	0	0
Recurring non-operating income	54	41	33	42	45
Non-recurring items	0	0	0	0	0
Profit before tax	306	334	339	433	514
Tax	(61)	(66)	(68)	(87)	(103)
Profit after tax	245	268	271	347	411
Minority interests	1	(2)	(2)	(3)	(5)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	245	267	269	343	406
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	245	267	269	343	406
Per share (THB)					
Recurring EPS *	0.47	0.51	0.38	0.49	0.58
Reported EPS	0.47	0.51	0.38	0.49	0.58
DPS	1.33	1.92	0.19	0.25	0.29
Diluted shares (used to calculate per share data)	525	525	700	700	700
Growth					
Revenue (%)	(4.6)	(4.2)	16.7	9.5	7.2
Operating EBITDA (%)	14.4	11.7	5.0	19.9	16.6
Operating EBIT (%)	37.7	16.7	6.9	23.4	19.5
Recurring EPS (%)	47.9	8.7	(24.5)	27.8	18.2
Reported EPS (%)	47.9	8.7	(24.5)	27.8	18.2
Operating performance					
Gross margin inc. depreciation (%)	19.0	21.2	20.8	21.7	22.1
Gross margin exc. depreciation (%)	20.5	22.6	21.9	22.7	23.1
Operating EBITDA margin (%)	6.6	7.7	7.0	7.6	8.3
Operating EBIT margin (%)	5.2	6.3	5.8	6.5	7.3
Net margin (%)	5.0	5.6	4.9	5.7	6.3
Effective tax rate (%)	(19.6)	(20.0)	(20.0)	(20.0)	(20.0)
Dividend payout on recurring profit (%)	284.8	378.3	50.4	50.5	50.6
Interest cover (X)	59.6	43.5	22.7	87.4	106.1
Inventory days	3.4	4.4	5.1	7.0	9.9
Debtor days	54.5	64.8	65.7	63.1	63.8
Creditor days	38.5	44.9	41.2	41.9	42.2
Operating ROIC (%)	37.2	27.5	22.2	26.8	30.1
ROIC (%)	30.3	23.6	19.2	23.2	26.1
ROE (%)	13.3	18.8	14.7	13.1	14.5
ROA (%)	6.1	6.8	6.3	6.9	7.7
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Enterprise solution and services	3,232	3,607	4,112	4,359	4,664
Value-added distribution solution	1,645	1,052	1,262	1,451	1,512
Software Platform	61	73	149	238	309

Sources: G-Able; FSSIA estimates

Financial Statements

G-Able

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	245	267	269	343	406
Depreciation	71	66	63	65	64
Associates & minorities	-	-	-	-	-
Other non-cash items	(19)	2	2	3	5
Change in working capital	(71)	(570)	60	(47)	(52)
Cash flow from operations	226	(235)	395	364	423
Capex - maintenance	(31)	(66)	(76)	(76)	(68)
Capex - new investment	(8)	(17)	(19)	(19)	(17)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	16	7	0	0	0
Cash flow from investing	(23)	(76)	(95)	(95)	(85)
Dividends paid	(699)	(1,009)	(135)	(173)	(205)
Equity finance	166	150	1,260	0	0
Debt finance	0	678	(678)	0	0
Other financing cash flows	(30)	(19)	3	3	3
Cash flow from financing	(563)	(200)	450	(170)	(202)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	(359)	(511)	749	99	136
Free cash flow to firm (FCFF)	208.75	(303.20)	315.25	274.50	343.38
Free cash flow to equity (FCFE)	173.82	347.56	(375.32)	272.60	341.71
Per share (THB)					
FCFF per share	0.30	(0.43)	0.45	0.39	0.49
FCFE per share	0.25	0.50	(0.54)	0.39	0.49
Recurring cash flow per share	0.57	0.64	0.48	0.59	0.68
Balance Sheet (THB m) Year Ending Dec					
Tangible fixed assets (gross)	486	343	393	443	483
Less: Accumulated depreciation	(429)	(260)	(281)	(302)	(324)
Tangible fixed assets (net)	56	83	112	141	158
Intangible fixed assets (net)	145	173	175	177	180
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	0	0	0	0	0
Cash & equivalents	1,131	620	1,369	1,469	1,605
A/C receivable	691	988	999	1,094	1,173
Inventories	39	48	72	108	162
Other current assets	1,839	1,980	2,019	2,060	2,101
Current assets	3,700	3,636	4,459	4,730	5,040
Other assets	110	145	149	154	158
Total assets	4,012	4,037	4,896	5,201	5,537
Common equity	1,700	1,133	2,527	2,697	2,897
Minorities etc.	4	7	9	12	17
Total shareholders' equity	1,704	1,140	2,535	2,709	2,914
Long term debt	75	101	104	107	110
Other long-term liabilities	159	167	175	184	193
Long-term liabilities	234	268	279	291	304
A/C payable	442	459	516	558	595
Short term debt	28	698	20	20	20
Other current liabilities	1,605	1,472	1,545	1,622	1,704
Current liabilities	2,074	2,629	2,081	2,201	2,319
Total liabilities and shareholders' equity	4,012	4,037	4,896	5,201	5,537
Net working capital	522	1,085	1,029	1,081	1,137
Invested capital	834	1,486	1,466	1,552	1,633
* Includes convertibles and preferred stock which is being treated as debt					
Per share (THB)					
Book value per share	3.24	2.16	3.61	3.85	4.14
Tangible book value per share	2.96	1.83	3.36	3.60	3.88
Financial strength					
Net debt/equity (%)	(60.4)	15.7	(49.1)	(49.5)	(50.6)
Net debt/total assets (%)	(25.6)	4.4	(25.4)	(25.8)	(26.6)
Current ratio (x)	1.8	1.4	2.1	2.1	2.2
CF interest cover (x)	35.8	47.4	(21.8)	59.1	74.4
Valuation					
Recurring P/E (x) *	8.9	8.2	10.8	8.5	7.2
Recurring P/E @ target price (x) *	16.3	15.0	19.8	15.5	13.1
Reported P/E (x)	8.9	8.2	10.8	8.5	7.2
Dividend yield (%)	32.0	46.2	4.6	6.0	7.1
Price/book (x)	1.3	1.9	1.2	1.1	1.0
Price/tangible book (x)	1.4	2.3	1.2	1.2	1.1
EV/EBITDA (x) **	3.5	6.5	4.4	3.4	2.7
EV/EBITDA @ target price (x) **	9.0	11.4	10.6	8.7	7.2
EV/invested capital (x)	1.4	1.6	1.1	1.0	0.9
* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income					

Sources: G-Able; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodology	Rating																			
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																			
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for THSI inclusion , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. SETTHSI Index is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																			
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																			
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																			
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																			
Morningstar Sustainalytics	The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table border="1" data-bbox="879 1178 1445 1249"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+									
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ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																			
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table border="1" data-bbox="240 1469 1497 1671"> <tbody> <tr> <td>AAA</td> <td>8.571-10.000</td> <td rowspan="3">Leader:</td> <td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td>AA</td> <td>7.143-8.570</td> </tr> <tr> <td>A</td> <td>5.714-7.142</td> </tr> <tr> <td>BBB</td> <td>4.286-5.713</td> <td rowspan="3">Average:</td> <td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td>BB</td> <td>2.857-4.285</td> </tr> <tr> <td>B</td> <td>1.429-2.856</td> </tr> <tr> <td>CCC</td> <td>0.000-1.428</td> <td>Laggard:</td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																				
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																				
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																				
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																			
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																			

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

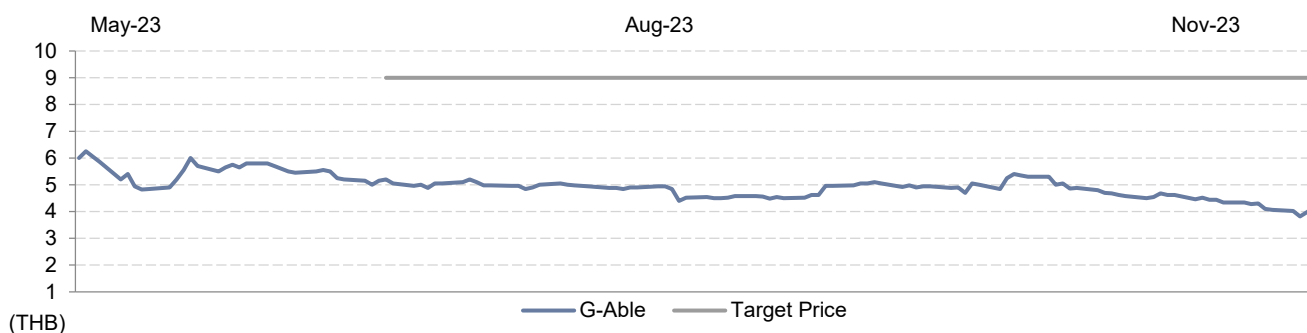
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History of change in investment rating and/or target price

G-Able (GABLE TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
21-Jun-2023	BUY	9.00	-	-	-	-	-	-

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

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
G-Able	GABLE TB	THB 4.16	BUY	The key downside risks to our TP are 1) failure to secure new projects from customers; 2) a lack of human resources; and 3) more intense competition.

Source: FSSIA estimates

Additional Disclosures

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

All share prices are as at market close on 02-Nov-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.