

T.A.C. CONSUMER TACC TB

THAILAND / AGRO & FOOD INDUSTRY

BUY
 UNCHANGED

3Q23 results at first glance

TARGET PRICE	THB6.60
CLOSE	THB4.32
UP/DOWNSIDE	+52.8%
TP vs CONSENSUS	+2.1%

กำไร 3Q23 ต่ำกว่าคาดเล็กน้อย แต่มีข่าวดีเข้ามา

Highlights

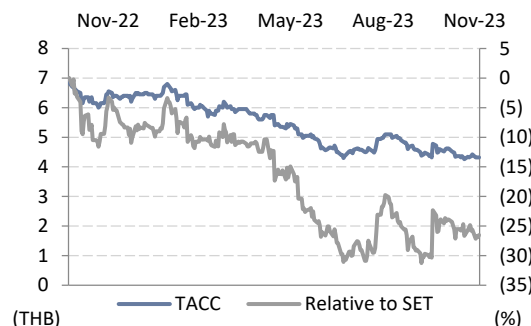
- TACC มีกำไรสุทธิ 3Q23 เท่ากับ 52 ลบ. (-4.1% q-q, -16.8% y-y) ต่ำกว่าคาดเล็กน้อย 5% (ราคาตัวไว้ 55 ลบ.) มาจากค่าใช้จ่ายที่มากกว่า ส่วนรายการอื่นใกล้เคียงคาด
- รายได้รวม -4.6% q-q, +11.8% y-y สอดคล้องกับที่เราคาดไว้ว่าจะอ่อนลง q-q ตามฤดูกาล แต่ยังโตดีในอัตราสองหลัก y-y มาจากรายได้เครื่องดื่มผ่าน 7-Eleven และรับรู้รายได้จากบริษัทย่อยที่ทำธุรกิจอาหารเสริมเข้ามา 3.6 ลบ.
- อัตรากำไรขั้นต้นฟื้นตัวมาอยู่ที่ 33.3% เพิ่มขึ้น 60bps จาก 2Q23 แต่ยังคงต่ำกว่า 35.1% ใน 3Q22 โดยรวมถือว่าเป็นที่น่าพอใจเพราะเป็นการฟื้นตัวเป็นไตรมาสที่ 3 ติดต่อกัน มาจากต้นทุนวัตถุดิบที่ทยอยปรับลดลง ขณะที่บริษัทมีการปรับขึ้นราคาเครื่องดื่มไปตั้งแต่ 2Q23 ที่ผ่านมา
- ค่าใช้จ่ายการขายและบริหารสูงกว่าคาด 5 ลบ. ทั้งนี้ยังเป็นค่าใช้จ่ายที่ปรับลง -4% q-q ได้ แต่ด้วยรายได้ที่อ่อนตัวลง q-q ทำให้ SG&A to sales ยังทรงตัวสูง 17.8% ใกล้เคียง 2Q23 และสูงขึ้นจาก 16.1% ใน 3Q22 มาจากค่าใช้จ่ายของบริษัทย่อยเป็นหลักที่เข้ามาราว 9 ลบ. (บริษัทย่อยเพิ่งรวมเข้ามาใน 1Q23)
- บริษัทร่วม TCI ยังสร้างส่วนแบ่งขาดทุนใน 3Q23 ที่ -2.5 ลบ. ใกล้เคียงไตรมาสก่อน และรับรู้ขาดทุนจากบริษัทย่อย -5.6 ลบ. ลดลงเล็กน้อยจาก -6 ลบ. ใน 2Q23 เรายังคาดหวังเห็นขาดทุนจากบริษัทย่อยทยอยลดลงในไตรมาสถัดๆ ไป

Outlook

- บริษัทมีกำไรสุทธิ 9M23 เท่ากับ 148 ลบ. (-22.6% y-y) คิดเป็น 74% ของประมาณการทั้งปี แนวโน้มกำไร 4Q23 น่าจะฟื้นตัว q-q เพราะเป็น High Season ของธุรกิจ และคาดจะกลับมาโต y-y เป็นครั้งแรกในรอบ 5 ไตรมาส เบื้องต้นคาดไว้ราว 53-55 ลบ.
- ล่าสุดบริษัทได้เข้าทำสัญญาขายหุ้นสามัญบริษัทร่วม TCI ที่บริษัทถือไว้ทั้งหมดให้แก่ผู้ซื้อรายหนึ่ง ปัจจุบันอยู่ระหว่างรอรับชำระเงินค่าหุ้นและโอนหุ้นให้แก่ผู้ซื้อดังกล่าว ทั้งนี้เราคาดดีแล้วเสร็จใน 1H24 เป็นบวกต่อ TACC ตั้งแต่ 2H24 เป็นต้นไป เพราะจะไม่ต้องรับรู้ขาดทุนจาก TCI ราวปีละ 10 ลบ. อีกต่อไป
- เรายังคงประมาณการกำไรสุทธิปี 2023-24 ไว้ตามเดิม 201 ลบ. (-14.4% y-y) และ 247 ลบ. (+22.6% y-y) และคงราคาเป้าหมายที่ 6.6 บาท (อิง PE 20x) ราคาหุ้นปัจจุบันเทรดที่ PE2023-24 เพียง 13x และ 10.6x ตามลำดับ

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	1,523	1,672	1,845	2,039
Net profit	235	201	247	281
EPS (THB)	0.39	0.33	0.41	0.46
vs Consensus (%)	-	(1.5)	3.8	-
EBITDA	315	294	354	406
Recurring net profit	231	201	247	281
Core EPS (THB)	0.38	0.33	0.41	0.46
EPS growth (%)	11.7	(13.0)	22.6	14.0
Core P/E (x)	11.4	13.0	10.6	9.3
Dividend yield (%)	8.3	6.9	8.5	9.6
EV/EBITDA (x)	6.3	6.8	5.6	4.9
Price/book (x)	3.4	3.4	3.3	3.1
Net debt/Equity (%)	(83.4)	(79.0)	(78.1)	(78.5)
ROE (%)	30.7	26.0	31.0	34.3



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(4.4)	(5.3)	(36.5)
Relative to country (%)	(2.6)	3.1	(26.6)
Mkt cap (USD m)	73		
3m avg. daily turnover (USD m)	0.3		
Free float (%)	66		
Major shareholder	Mr.Chatchawe Vatanasuk (24%)		
12m high/low (THB)	7.00/4.24		
Issued shares (m)	608.00		

Sources: Bloomberg consensus; FSSIA estimates


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Exhibit 1: 3Q23 results summary

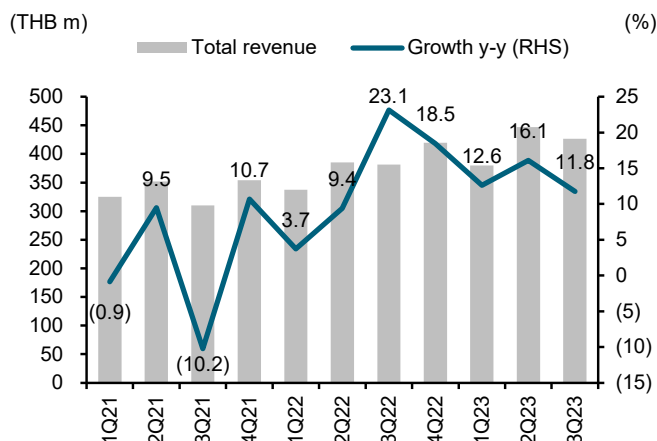
	3Q22	4Q22	1Q23	2Q23	3Q23	----- Change -----		9M22	9M23	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)
Sales	382	420	380	447	426	(4.6)	11.8	1,104	1,253	13.5
Cost	247	290	260	301	285	(5.5)	15.0	697	845	21.3
Gross profit	134	129	120	146	142	(2.9)	5.8	407	408	0.2
SG&A	61	75	65	79	76	(4.1)	23.5	178	220	23.3
Operating profit	75	61	57	69	68	(1.1)	(8.7)	233	194	(16.6)
Profit (-loss) sharing	(0.3)	(0.4)	(2.4)	(2.4)	(2.5)	nm	nm	(1)	(7)	nm
Tax expense	15	12	12	14	14	4.4	(6.4)	48	40	(16.0)
Reported net profit	62	44	42	54	52	(4.1)	(16.8)	191	148	(22.6)
Core profit	59	48	42	53	52	(3.0)	(12.0)	184	147	(19.7)

Key ratios (%)										
Gross margin	35.1	30.8	31.6	32.7	33.3	0.6	(1.9)	36.9	32.6	(4.3)
SG&A / Sales	16.1	17.8	17.1	17.7	17.8	0.1	1.7	16.1	17.5	1.4
Operating margin	19.6	14.4	15.0	15.4	16.0	0.6	(3.6)	21.1	15.5	(5.6)
Net margin	16.3	10.5	11.1	12.1	12.1	0.1	(4.2)	17.3	11.8	(5.5)
Core margin	15.4	11.5	11.1	11.9	12.1	0.2	(3.3)	16.6	11.8	(4.9)

Operating Statistics (THB m)										
B2B sales	355	390	350	416	392	(5.7)	10.5	1,027	1,157	12.7
B2C sales	27	29	30	31	34	9.8	28.6	77	96	24.3

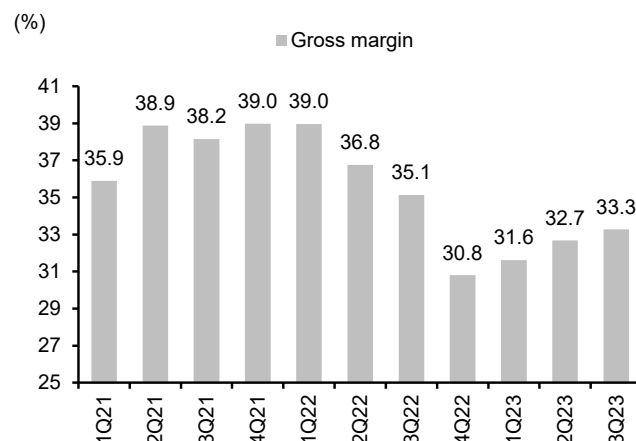
Sources: TACC; FSSIA's compilation

Exhibit 2: Quarterly total revenue and growth



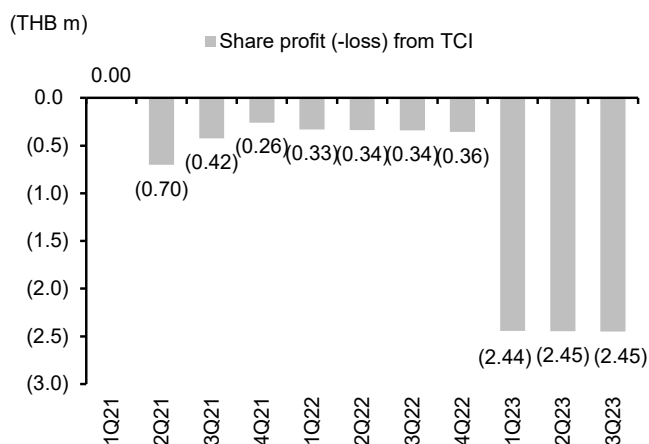
Sources: TACC; FSSIA's compilation

Exhibit 3: Quarterly gross margin



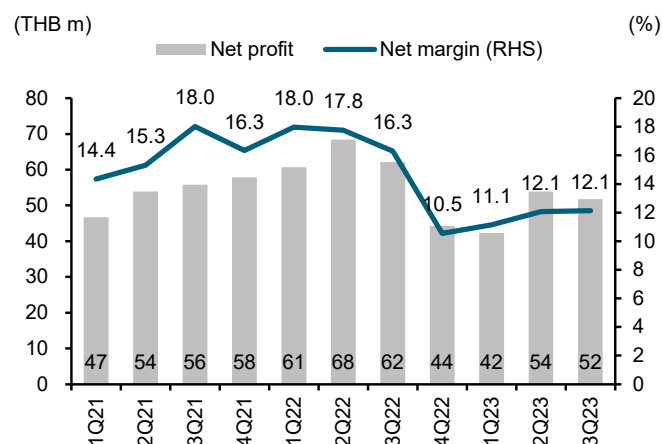
Sources: TACC; FSSIA's compilation

Exhibit 4: Share losses from TCI



Sources: TACC; FSSIA's compilation

Exhibit 5: Quarterly net profit and net margin



Sources: TACC; FSSIA's compilation

Financial Statements

T.A.C. Consumer

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	1,341	1,523	1,672	1,845	2,039
Cost of goods sold	(831)	(987)	(1,129)	(1,218)	(1,336)
Gross profit	510	536	543	627	703
Other operating income	5	10	7	6	7
Operating costs	(252)	(253)	(286)	(317)	(351)
Operating EBITDA	287	315	294	354	406
Depreciation	(24)	(22)	(30)	(38)	(46)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	263	293	264	316	360
Net financing costs	(1)	(1)	(1)	(1)	(1)
Associates	(1)	(1)	(10)	(5)	(5)
Recurring non-operating income	(1)	(1)	(10)	(5)	(5)
Non-recurring items	7	4	0	0	0
Profit before tax	267	295	253	310	354
Tax	(53)	(59)	(52)	(63)	(72)
Profit after tax	214	235	201	247	281
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	214	235	201	247	281
Non-recurring items & goodwill (net)	(7)	(4)	0	0	0
Recurring net profit	207	231	201	247	281
Per share (THB)					
Recurring EPS *	0.34	0.38	0.33	0.41	0.46
Reported EPS	0.35	0.39	0.33	0.41	0.46
DPS	0.33	0.36	0.30	0.37	0.42
Diluted shares (used to calculate per share data)	608	608	608	608	608
Growth					
Revenue (%)	2.0	13.6	9.8	10.3	10.5
Operating EBITDA (%)	12.6	9.9	(6.7)	20.5	14.5
Operating EBIT (%)	11.4	11.6	(9.9)	19.8	13.7
Recurring EPS (%)	9.9	11.7	(13.0)	22.6	14.0
Reported EPS (%)	13.7	9.8	(14.4)	22.6	14.0
Operating performance					
Gross margin inc. depreciation (%)	38.0	35.2	32.5	34.0	34.5
Gross margin exc. depreciation (%)	39.8	36.6	34.3	36.0	36.7
Operating EBITDA margin (%)	21.4	20.7	17.6	19.2	19.9
Operating EBIT margin (%)	19.6	19.3	15.8	17.2	17.7
Net margin (%)	15.5	15.2	12.0	13.4	13.8
Effective tax rate (%)	19.9	20.2	20.4	20.4	20.4
Dividend payout on recurring profit (%)	96.8	94.6	90.0	90.0	90.0
Interest cover (X)	243.0	253.4	209.4	263.2	308.1
Inventory days	20.8	20.3	18.6	19.9	19.8
Debtor days	68.5	68.5	71.3	71.5	71.4
Creditor days	101.9	101.3	101.1	99.4	99.0
Operating ROIC (%)	138.7	178.8	163.4	160.6	172.7
ROIC (%)	115.2	131.8	117.0	123.1	133.1
ROE (%)	28.3	30.7	26.0	31.0	34.3
ROA (%)	20.0	20.7	16.9	19.9	21.6
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
B2B sales	1,301	1,417	1,544	1,692	1,863
B2C sales	40	107	128	154	177

Sources: T.A.C. Consumer; FSSIA estimates

Financial Statements

T.A.C. Consumer

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	207	231	201	247	281
Depreciation	24	22	30	38	46
Associates & minorities	1	1	10	5	5
Other non-cash items	0	4	0	0	0
Change in working capital	(11)	16	(32)	(12)	(10)
Cash flow from operations	221	274	209	278	323
Capex - maintenance	(53)	(21)	(49)	(47)	(47)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	-	-	-	-	-
Cash flow from investing	(53)	(21)	(49)	(47)	(47)
Dividends paid	(195)	(215)	(181)	(222)	(253)
Equity finance	0	0	0	0	0
Debt finance	7	(2)	0	(1)	(1)
Other financing cash flows	3	35	3	3	3
Cash flow from financing	(185)	(182)	(178)	(220)	(251)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	(17)	72	(18)	11	25
Free cash flow to firm (FCFF)	168.99	254.52	161.06	232.07	276.91
Free cash flow to equity (FCFE)	177.60	286.52	163.41	232.78	277.99

Per share (THB)

FCFF per share	0.28	0.42	0.26	0.38	0.46
FCFE per share	0.29	0.47	0.27	0.38	0.46
Recurring cash flow per share	0.38	0.42	0.40	0.48	0.55

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	192	207	224	242	261
Less: Accumulated depreciation	(79)	(95)	(101)	(117)	(142)
Tangible fixed assets (net)	113	113	123	125	119
Intangible fixed assets (net)	1	0	0	0	0
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	29	27	27	27	27
Cash & equivalents	583	655	637	648	672
A/C receivable	262	310	344	379	419
Inventories	57	50	62	67	73
Other current assets	2	6	7	7	8
Current assets	905	1,021	1,049	1,101	1,173
Other assets	17	17	17	18	20
Total assets	1,065	1,179	1,216	1,272	1,340
Common equity	742	763	783	808	836
Minorities etc.	0	0	0	0	0
Total shareholders' equity	742	763	783	808	836
Long term debt	15	12	14	12	11
Other long-term liabilities	21	27	30	33	37
Long-term liabilities	36	39	44	46	48
A/C payable	236	300	309	334	366
Short term debt	6	6	5	5	5
Other current liabilities	44	71	75	80	85
Current liabilities	286	377	389	418	456
Total liabilities and shareholders' equity	1,065	1,179	1,216	1,272	1,340
Net working capital	41	(4)	28	40	49
Invested capital	201	153	194	210	216

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

Per share (THB)

Book value per share	1.22	1.25	1.29	1.33	1.37
Tangible book value per share	1.22	1.25	1.29	1.33	1.37

Financial strength

Net debt/equity (%)	(75.8)	(83.4)	(79.0)	(78.1)	(78.5)
Net debt/total assets (%)	(52.8)	(54.0)	(50.9)	(49.6)	(49.0)
Current ratio (x)	3.2	2.7	2.7	2.6	2.6
CF interest cover (x)	166.1	249.7	135.6	197.7	242.4

Valuation	2021	2022	2023E	2024E	2025E
Recurring P/E (x) *	12.7	11.4	13.0	10.6	9.3
Recurring P/E @ target price (x) *	19.4	17.3	19.9	16.3	14.3
Reported P/E (x)	12.3	11.2	13.0	10.6	9.3
Dividend yield (%)	7.6	8.3	6.9	8.5	9.6
Price/book (x)	3.5	3.4	3.4	3.3	3.1
Price/tangible book (x)	3.5	3.4	3.4	3.3	3.1
EV/EBITDA (x) **	7.2	6.3	6.8	5.6	4.9
EV/EBITDA @ target price (x) **	12.0	10.7	11.5	9.5	8.3
EV/invested capital (x)	10.3	13.0	10.3	9.5	9.1

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

Sources: T.A.C. Consumer; 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"> <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+									
NEGL	Low	Medium	High	Severe																	
0-10	10-20	20-30	30-40	40+																	
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"> <tbody> <tr> <td>AAA</td> <td>8.571-10.000</td> <td rowspan="3">Leader:</td> <td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td>AA</td> <td>7.143-8.570</td> </tr> <tr> <td>A</td> <td>5.714-7.142</td> </tr> <tr> <td>BBB</td> <td>4.286-5.713</td> <td rowspan="3">Average:</td> <td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td>BB</td> <td>2.857-4.285</td> </tr> <tr> <td>B</td> <td>1.429-2.856</td> </tr> <tr> <td>CCC</td> <td>0.000-1.428</td> <td>Laggard:</td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																				
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																				
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																				
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																			
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																			

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

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Sureeporn Teewasuwet FSS International Investment Advisory Securities Co., Ltd

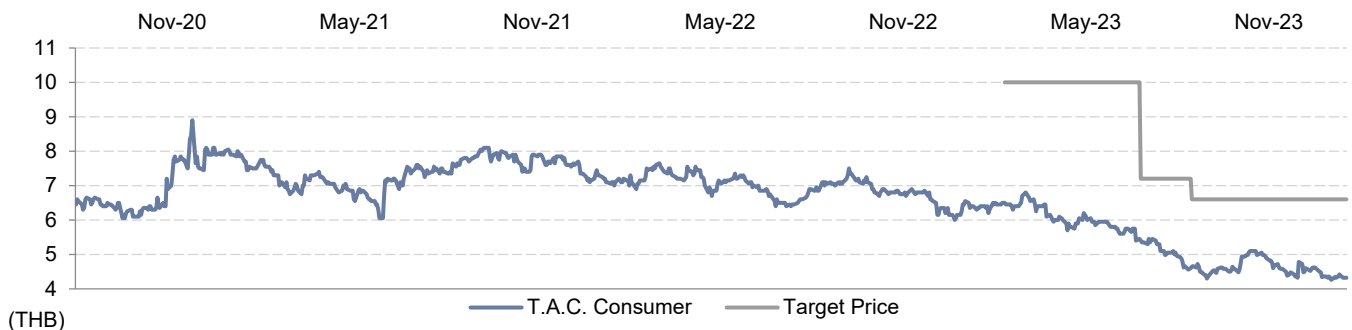
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History of change in investment rating and/or target price

T.A.C. Consumer (TACC TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
18-Jan-2023	BUY	10.00	15-May-2023	BUY	7.20	28-Jun-2023	BUY	6.60

Sureeporn Teewasuwet started covering this stock from 18-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
T.A.C. Consumer	TACC TB	THB 4.32	BUY	Downside risks to our P/E-based TP include 1) a slower-than-expected recovery in consumption; 2) the high volatility of raw material prices; 3) rain and cold weather lasting longer than expected; and 4) changing consumer demand and lifestyles.

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 09-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.