**EQUITY RESEARCH - COMPANY REPORT** 

# STARFLEX SFLEX TB

THAILAND / PACKAGING

# Expect strong y-y, soft q-q in 4Q23

- Expect 4Q23 profit to continue grow strongly y-y but soften q-q due to seasonally high SG&A.
- Margin expansion is the growth story for 2023, while the synergies with SPV should be the success story for 2024 growth.
- Maintain our BUY call and our TP of THB5.60.

## Expect 4Q23 profit to continue grow strongly y-y

We slightly revise up our 2023E core profit by 1.6% to THB183m from THB180m reflecting our projected core profit in 4Q23 of THB44m. The 4Q23 core profit is expected to decline 9% q-q, mainly due to the seasonally high selling and personnel expenses. A slight q-q drop in 4Q23 gross margin should be because of the high base effect in 3Q23, but still skyrocket from 4Q22 when the company just recovered from the surging raw material and freight costs in 9M22. The y-y jump in gross margin should explain the expected 30% y-y growth in 4Q23 core profit.

## The 25% acquisition of SPV finally completed

Last week, SFLEX announced the completion of a 25% share acquisition of Starprint Vietnam JSC (SPV). The company will incorporate SPV's financial statements into its statements starting from January 2024. Based on SPV's 2022 net profit of THB135m, we project SFLEX to recognize a share of profit of THB34m in 2024 and THB36m in 2025, adding 15% and 14% to SFLEX's net profit in 2024-25, respectively. This already takes into account the interest expense incurred from the additional THB300m borrowing to fund this investment.

## Synergies with SPV to boost 2024 profit

Our new projection for 2023 assumes a 323% y-y jump in net profit. The growth story for 2023 is the gross margin turnaround from the lower crude oil prices. We maintain our profit growth estimate for 2024 of 25% y-y. The story for 2024 is changed to the growth of the inorganic market. Vietnam's GDP growth rate was 5.3% y-y in 3Q23, much higher than Thailand's GDP growth of 1.6% y-y. Vietnam remains a young country and has the potential to spend money. SFLEX can introduce its flexible packaging into Vietnam via this affiliate.

### Maintain BUY call and our TP of THB5.60

We maintain our 2024 TP of THB5.60, assuming a P/E of 20x (-0.7SD of its four-year historical average after the IPO). SFLEX is trading at a 2024E P/E of 12.4x (-1.1SD of its four-year historical average) and EV/EBITDA of 10.3x (-1.3SD of its four-year historical average). We retain our BUY rating.



# BUY

**UNCHANGED** 

TARGET PRICE THB5.60
CLOSE THB3.44
UP/DOWNSIDE +62.8%
PRIOR TP THB5.60
CHANGE IN TP UNCHANGED
TP vs CONSENSUS +6.7%

## **KEY STOCK DATA**

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	1,669	1,812	2,080	2,234
Net profit	55	183	228	253
EPS (THB)	0.07	0.22	0.28	0.31
vs Consensus (%)	-	(0.9)	2.9	3.3
EBITDA	124	293	313	340
Recurring net profit	55	183	228	253
Core EPS (THB)	0.07	0.22	0.28	0.31
Chg. In EPS est. (%)	-	1.6	-	-
EPS growth (%)	(63.1)	232.6	24.7	10.9
Core P/E (x)	51.2	15.4	12.4	11.1
Dividend yield (%)	0.9	1.9	2.4	2.7
EV/EBITDA (x)	24.1	10.3	10.3	9.3
Price/book (x)	2.9	2.7	2.5	2.3
Net debt/Equity (%)	16.3	18.0	36.1	28.9
ROE (%)	5.7	17.9	20.9	21.7



Share price performance	1 Month	3 Month	12 Month		
Absolute (%)	(4.4)	0.6	16.2		
Relative to country (%)	(5.6)	6.8	35.4		
Mkt cap (USD m)			79		
3m avg. daily turnover (USI	D m)		0.3		
Free float (%)			0		
Major shareholder Mr. Printhorn Apithanasriwong (249					
12m high/low (THB)			4.50/2.86		
Issued shares (m) 820					

Sources: Bloomberg consensus; FSSIA estimates



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#### Investment thesis

The 25% acquisition of Star Print Vietnam JSC (SPV) – a folding carton packaging manufacturer in Vietnam – is a good investment for SFLEX, in our view. This transaction would strengthen SFLEX's ability to serve customers' needs with more diversified product ranges beyond its current soft plastic packaging products. It would also allow SFLEX to expand its business to opportunities overseas. Moreover, it should enhance SFLEX's profit. Based on SPV's 2022 net profit of THB135m, we forecast that SFLEX could earn an additional THB33m-36m a year.

While margin expansion is the growth story for 2023, the inorganic market should be the success story for 2024.

# Company profile

Starflex is a leading manufacturer and distributor of flexible packaging in roll form, selling mainly to local consumer product suppliers. Its flexible packaging is a multilayer film, splicing 2-5 layers using glue or resin as a binding material which results in a rigid film that is resistant to heat and high pressure, and is lightweight and capable of having graphic patterns printed on the surface.

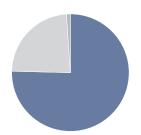
www.starflex.co.th

# Principal activities (revenue, 2022)

■ Non-food packaging - 75.4 %

Food packaging - 23.5 %

■ Others - 1 1 %



Source: Starflex

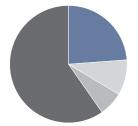
# **Major shareholders**

Mr. Printhorn Apithanasriwong -23.8 %

Mr. Ek Picharnchitra - 9.8 %

■ BTS Group Holdings - 6.7 %

■ Others - 59.7 %



Source: Starflex

## **Catalysts**

Key potential catalysts include 1) a broad-based economic recovery; 2) a decline in oil prices; 3) baht appreciation; and 4) strong consumption growth in Vietnam.

#### Risks to our call

Downside risks to our P/E-based TP include 1) a sharp rise in crude oil prices; 2) rising inflation pressuring consumers' purchasing power; and 3) baht depreciation.

## **Event calendar**

Date	Event
February 2024	4Q23/2023 earnings announcement

# **Key assumptions**

	2023E	2024E	2025E
	(THB m)	(THB m)	(THB m)
Sales revenue	1,812	2,080	2,234
Growth (%)	8.6	14.8	7.4
Non-food packaging	1,366	1,560	1,676
Growth (%)	8.6	14.2	7.4
Food packaging	439	512	550
Growth (%)	11.6	16.7	7.4
Gross margin (%)	23.8	21.0	21.0
SG&A to sales (%)	12.3	10.1	9.8

Source: FSSIA estimates

#### Earnings sensitivity

- For every 0.5% change in gross margin, we project SFLEX's 2024 core profit to change by 3.6%, all else being equal.
- For every 0.5% change in SG&A to sales, we project SFLEX's 2024 core profit to change by 4.0%, all else being equal.

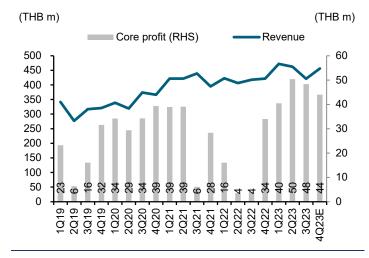
Source: FSSIA estimates

Exhibit 1: 4Q23 earnings preview

Year to Dec 31	4Q22	1Q23	2Q23	3Q23	4Q23E	Chai	nge	2022	2023E	Change
	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)				
Sales	422	472	462	421	456	8	8	1,669	1,812	9
Cost of sales	(357)	(375)	(347)	(314)	(345)	10	(3)	(1,458)	(1,382)	(5)
Gross profit	64	97	115	107	111	4	73	211	430	104
Other income	10	5	6	8	8	10	(20)	27	27	1
Operating costs	(34)	(51)	(57)	(52)	(63)	22	84	(170)	(223)	31
Operating profit	40	51	64	63	56	(10)	40	381	653	71
Operating EBITDA	54	66	78	77	70	(9)	29	124	293	136
Interest expense	1	(1)	(1)	(2)	(2)	13	(238)	(3)	(6)	89
Profit before tax	41	50	63	62	55	(11)	34	65	229	254
Tax	(8)	(10)	(13)	(13)	(11)	(16)	40	(10)	(46)	375
Reported net profit	33	41	50	49	44	(10)	32	55	183	233
Core profit	34	40	50	48	44	(9)	30	55	183	235
Reported EPS (THB)	0.041	0.050	0.064	0.062	0.054	(13)	32	0.07	0.22	233
Core EPS (THB)	0.041	0.049	0.061	0.059	0.054	(9)	30	0.07	0.22	235
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	15.3	20.5	24.9	25.4	24.4	(1.0)	9.2	12.6	23.8	11.1
Operating margin	9.4	10.9	13.9	15.0	12.4	(2.6)	3.0	4.0	12.9	8.9
EBITDA margin	12.9	13.9	16.9	18.4	15.4	(3.0)	2.5	7.4	16.2	8.7
Recurring net margin	8.1	8.6	10.9	11.5	9.6	(1.8)	1.6	3.3	10.1	6.8
SG&A / Sales	8.1	10.8	12.3	12.4	13.9	1.5	5.7	10.2	12.3	2.1

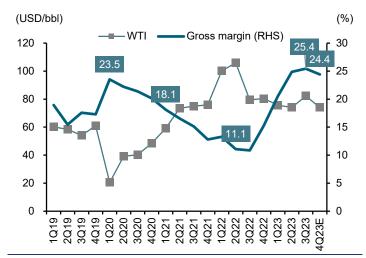
Sources: SFLEX, FSSIA estimates

Exhibit 2: Revenue and core profit



Sources: SFLEX, FSSIA estimates

Exhibit 3: Gross margin vs crude oil prices



Sources: SFLEX, FSSIA estimates

# **Financial Statements**

Starflex

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	1,677	1,669	1,812	2,080	2,234
Cost of goods sold	(1,414)	(1,458)	(1,382)	(1,643)	(1,765)
Gross profit	263	211	430	437	469
Other operating income	50	27	27	27	29
Operating costs	(152)	(170)	(223)	(210)	(218)
Operating EBITDA	223	124	293	313	340
Depreciation	(62)	(57)	(58)	(59)	(60)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	161	67	234	254	280
Net financing costs	(4)	(3)	(6)	(9)	(8)
Associates	-	-	0	33	35
Recurring non-operating income	0	0	0	33	35
Non-recurring items	0	0	0	0	0
Profit before tax	157	65	229	277	308
Tax	(7)	(10)	(46)	(49)	(55)
Profit after tax	149	55	183	228	253
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	149	55	183	228	253
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	149	55	183	228	253
Per share (THB)					
Recurring EPS *	0.18	0.07	0.22	0.28	0.31
Reported EPS	0.18	0.07	0.22	0.28	0.31
DPS	0.05	0.03	0.07	0.08	0.09
Diluted shares (used to calculate per share data)	820	820	820	820	820
Growth					
Revenue (%)	20.0	(0.5)	8.6	14.8	7.4
Operating EBITDA (%)	(4.2)	(44.4)	136.4	7.0	8.7
Operating EBIT (%)	(7.4)	(58.2)	248.4	8.2	10.5
Recurring EPS (%)	4.6	(63.1)	232.6	24.7	10.9
Reported EPS (%)	4.6	(63.1)	232.6	24.7	10.9
Operating performance					
Gross margin inc. depreciation (%)	15.7	12.6	23.8	21.0	21.0
Gross margin exc. depreciation (%)	19.4	16.0	27.0	23.9	23.7
Operating EBITDA margin (%)	13.3	7.4	16.2	15.1	15.2
Operating EBIT margin (%)	9.6	4.0	12.9	12.2	12.6
Net margin (%)	8.9	3.3	10.1	11.0	11.3
Effective tax rate (%)	4.8	14.9	20.0	17.7	17.7
Dividend payout on recurring profit (%)	24.7	44.7	30.0	30.0	30.0
Interest cover (X)	40.7	26.0	42.4	32.1	41.5
Inventory days	75.9	86.9	93.6	88.3	92.3
Debtor days	66.1	66.6	62.3	65.0	65.9
Creditor days	78.2	74.3	76.2	69.7	70.8
Operating ROIC (%)	18.1	5.4	17.3	15.5	(3.6)
ROIC (%)	15.7	4.8	15.7	16.1	(3.7)
ROE (%)	16.2	5.7	17.9	20.9	21.7
ROA (%)	11.0	3.7	11.4	12.7	12.3
* Pre-exceptional, pre-goodwill and fully diluted					3
Revenue by Division (THB m)	2021	2022	2023E	2024E	2025E
Non-food packaging	1,309	1,258	1,366	1,560	1,676
Food packaging	365	393	439	512	550
Others	3	18	7	8	9
Sources: Starflex; FSSIA estimates		10	,	<u> </u>	

# **Financial Statements**

Starflex

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	149	55	183	228	253
Depreciation	62	57	58	59	60
ssociates & minorities	0	0	0	0	0
Other non-cash items	- (404)	-	-	-	- (25)
Change in working capital	(134)	50	(206)	(161)	(85)
cash flow from operations	78	162	35	127	228
capex - maintenance Capex - new investment	(196)	(144)	-	(277)	(19)
let acquisitions & disposals	(190)	(144)	14	(211)	(19)
other investments (net)	_	-	-	-	_
ash flow from investing	(196)	(144)	14	(277)	(19)
Dividends paid	(70)	(37)	(55)	(69)	(76)
quity finance	0	0	0	0	0
Pebt finance	128	66	2	227	(96)
Other financing cash flows	-	-	-	-	-
ash flow from financing	58	29	(53)	158	(172)
on-recurring cash flows	-	-	-	-	-
Other adjustments	0	7	0	0	0
let other adjustments	(34)	7	(22)	0	(50)
Novement in cash	(94)	54	(26)	8	(13)
ree cash flow to firm (FCFF)	(114.34)	20.98	54.46	(141.20)	217.28
ree cash flow to equity (FCFE)	(23.95)	91.15	28.97	76.72	62.78
er share (THB)					
CFF per share	(0.14)	0.03	0.07	(0.17)	0.26
CFE per share	(0.03)	0.11	0.04	0.09	0.08
Recurring cash flow per share	0.26	0.14	0.29	0.35	0.38
alance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
angible fixed assets (gross)	859	1,046	1,106	1,406	1,436
ess: Accumulated depreciation	(428)	(307)	(365)	(424)	(484)
angible fixed assets (net)	431	739	741	982	952
ntangible fixed assets (net)	47	54	55	56	57
ong-term financial assets	-	-	-	-	-
vest. in associates & subsidiaries	0	32	32	32	32
ash & equivalents	75	129	102	111	98
VC receivable	346	263	355	385	422
nventories	334	333	345	421	441
Other current assets	185	22	22	23	24
Current assets	939	747	825	940	985
Other assets	89	29	30	31	32
otal assets	1,507	1,602	1,683	2,041	2,057
Common equity	960	985	1,056	1,128	1,204
/linorities etc.	0	0	0	0	0
'otal shareholders' equity	960	985	1,056	1,128	1,204
ong term debt	84	175	177	404	308
Other long-term liabilities	43	43	49	56	65
ong-term liabilities	127	218	226	460	372
√C payable Short term debt	295 121	276 114	276 116	329 114	333 138
nort term debt Other current liabilities	4	8	9	9	138
current liabilities	419	398	9 <b>401</b>	4 <b>52</b>	481
otal liabilities and shareholders' equity	1,507	1,602	1,683	2,041	2,057
et working capital	566	334	437	492	544
nvested capital	1,133	1,188	1,296	1,592	1,616
Includes convertibles and preferred stock which is beir		,	,	,	,
Per share (THB)					
look value per share	1.17	1.20	1.29	1.38	1.47
angible book value per share	1.11	1.14	1.22	1.31	1.40
inancial strength	1.11	1,17	1.22	1.01	1.70
let debt/equity (%)	13.5	16.3	18.0	36.1	28.9
let debt/total assets (%)	8.6	10.0	11.3	20.0	16.9
Current ratio (x)	2.2	1.9	2.1	2.1	2.0
CF interest cover (x)	44.5	91.9	6.2	40.6	11.7
aluation	2021	2022	2023E	2024E	2025E
decurring P/E (x) *	18.9	51.2	15.4	12.4	11.1
• , ,	30.7	51.2 83.4	15.4 25.1	12.4 20.1	11.1
Recurring P/E @ target price (x) * Reported P/E (x)	30.7 18.9	<b>53.4</b> 51.2	2 <b>5.</b> 1 15.4	20.1 12.4	16.1
Dividend yield (%)	1.3	0.9	1.9	2.4	2.7
Price/book (x)	2.9	2.9	2.7	2.5	2.7
rice/tangible book (x)	3.1	3.0	2.8	2.6	2.5
EV/EBITDA (x) **	13.3	24.1	10.3	10.3	9.3
EV/EBITDA (x)  EV/EBITDA @ target price (x) **	21.2	38.4	16.3	16.0	14.5
		2.5	2.3	2.0	2.0
EV/invested capital (x)	2.6	/ n			

Sources: Starflex; FSSIA estimates

# **Disclaimer for ESG scoring**

ESG score	Methodology				Rating						
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World approcess based on the from the annual S&F Only the top-ranked inclusion.	ne companies' - P Global Corpo companies wit	Total Sustainability rate Sustainability hin each industry a	Scores resulting Assessment (CSA). are selected for	Sustainability Assessment (CSA) for DJSI. Companies with an S&P Globa						
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsing business Candidates must pa 1) no irregular tradir float of >150 shareh up capital. Some ke 70%; 2) independer wrongdoing related negative territory; ar	with transparer ass the preempting of the board colders, and corry disqualifying at directors and to CG, social &	ncy in Governance tive criteria, with tw members and exec mbined holding mu criteria include: 1) free float violation; environmental imp	, updated annually. ro crucial conditions: cutives; and 2) free st be >15% of paid- CG score of below 3) executives' pacts; 4) equity in	To be eligible for <u>THSI inclusion</u> , 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. <u>SETTHSI Index</u> 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 s annually by the Tha Thailand (SET). The an evaluation of ope	i IOD, with supper results are fro	port from the Stock	Exchange of	Scores are rate Good (80-89), 3 and not rated fo equitable treatm stakeholders (2 responsibilities	for Good (70- r scores below ent of shareh 5%); 4) disclos	-79), 2 for Fair (6 v 50. Weightings olders (weight 2	60-69), 1 for P s include: 1) th 5% combined)	ass (60-69), e rights; 2) and y; 3) the role of		
AGM level By Thai Investors Association (TIA) with support from the SEC	criteria cover AGM p date (45%), and afte circulation of sufficient exercised. The second	porated into bus ficiently disclose components to be procedures before the meeting ( information for voi assesses 1) the e openness for Q&	siness operations a ed. All form importa- te evaluated annua- pre the meeting (45 (10%). (The first asse- ting; and 2) facilitating passe of attending mee A. The third involves to	and information is ant elements of two illy. The assessment 5%), at the meeting ssses 1) advance how voting rights can be tings; 2) transparency the meeting minutes that	wo nent ing can be ncy						
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	establishment of key policies. The Certific (Companies deciding to Declaritication of Intent to Ceclification, including managers and employe	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.  (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.)					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' l based on an assess risk is unmanaged.	sment of how m Sources to be rev	uch of a company'	s exposure to ESG ate publications and	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored.						
	regulatory filings, news information, company f reports, and quality & p	eedback, ESG co.			<b>NEGL</b> 0-10	<b>Low</b> 10-20	Medium 20-30	<b>High</b> 30-40	Severe 40+		
ESG Book	The ESG score ider positioned to outper the principle of finar helps explain future over-weighting featuweights on a rolling	form over the loncial materiality risk-adjusted pures with higher	ong term. The meth including informati erformance. Mater materiality and rel	nodology considers on that significantly iality is applied by							
MSCI				agement of financially eir exposure to ESG ris					ethodology to		
	<b>AA</b> 7.14	1-10.000 3-8.570	Leader:	leading its industry in m	anaging the most si	gnificant ESG ris	ks and opportunitie	es			
	BBB 4.28	4-7.142 6-5.713 67-4.285	Average:	a mixed or unexceptions industry peers	onal track record of managing the most significant ESG risks and opportunities rela			nities relative to			
		9-2.856 10-1.428	Laggard:	lagging its industry base	ased on its high exposure and failure to manage significant ESG risks						
Moody's ESG solutions		pany integrating	g ESG factors into	ke into account ESG o its business model and edium to long term.							
Refinitiv ESG rating	based on publicly av	vailable and au	ditablé data. The s	company's relative ES core ranges from 0 to 0 to 25 = poor; >25 to 50	100 on relative Es	SG performan	ce and insufficie	nt degree of tr			
CAD Clobal	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.								d impacts		
S&P Global	compared to its pee										
Bloomberg	ESG Score	score is	s based on Bloomb	erg's view of ESG fina	incial materiality.	The score is a	weighted gene	ràlized mean (	power mean)		

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

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#### Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

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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
10-Mar-2023	BUY	4.70	12-Jun-2023	BUY	5.50	04-Dec-2023	BUY	5.60

Jitra Amornthum started covering this stock from 10-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Starflex	SFLEX TB	THB 3.44	BUY	Downside risks to our P/E-based TP include 1) a sharp rise in crude oil prices; 2) rising inflation pressuring consumers' purchasing power; and 3) baht depreciation.

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 27-Dec-2023 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.