

G-ABLE GABLE TB

THAILAND / ICT

BUY

UNCHANGED

Slower growth on sluggish economy

- Expect 4Q23 core profit to rise 62% q-q but fall 15% y-y to THB107m; still the best quarter in 2023.
- Softer than our previous estimates due to the slow economic recovery.
- TP trimmed to THB6.8; BUY rating maintained.

TARGET PRICE	THB6.80
CLOSE	THB4.24
UP/DOWNSIDE	+60.4%
PRIOR TP	THB7.60
CHANGE IN TP	-10.5%
TP vs CONSENSUS	+0.7%

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	4,731	5,277	5,811	6,263
Net profit	267	258	316	366
EPS (THB)	0.51	0.37	0.45	0.52
vs Consensus (%)	-	(1.3)	(1.1)	(10.3)
EBITDA	366	378	442	502
Recurring net profit	267	258	316	366
Core EPS (THB)	0.51	0.37	0.45	0.52
Chg. In EPS est. (%)	-	(3.9)	(7.9)	(9.9)
EPS growth (%)	8.7	(27.4)	22.6	15.6
Core P/E (x)	8.3	11.5	9.4	8.1
Dividend yield (%)	45.3	4.4	5.4	6.2
EV/EBITDA (x)	6.6	5.7	5.3	4.9
Price/book (x)	2.0	1.3	1.3	1.4
Net debt/Equity (%)	15.7	(35.7)	(29.0)	(22.6)
ROE (%)	18.8	15.2	14.2	16.6

Expect 4Q23 core profit to rise 62% q-q but fall 15% y-y

Thailand's overall economy grew slowly in 4Q23, particularly public and private investment. GABLE's operations look to be softer than previously expected. We expect GABLE to post a core profit of THB107m in 4Q23 (+62% q-q, -15% y-y), bringing the full-year core profit projection to THB258m – a slight drop of 3% y-y and lower than our previous forecast by 4%.

Softer than our previous estimates from slow economic recovery

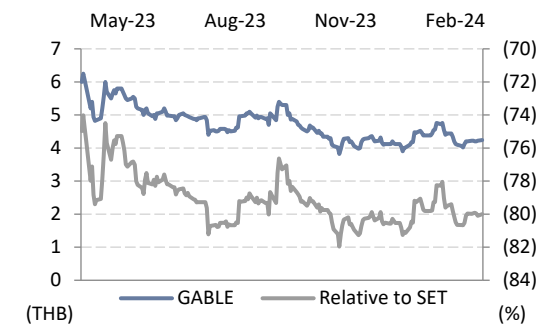
The enterprise solutions and services (digital transformation) segment, the largest source of revenue (74% of total revenue), will likely miss our prior estimate, as 9M23 revenue accounted for 70% of our forecast, whereas the investment sentiment during 4Q23 was not as bright as it should be. The company's new S-curve software platform segment (2% of total revenue) should also fail to achieve our previous revenue target as we initially aimed too high amid the intensified competition. We cut our 2023 revenue growth assumption for its software platform to 65% y-y from 105% y-y; still the fastest growth among its three business units.

Profit forecast cut by 4-10% in 2023-25, still growing 19% CAGR

The slowdown in private investment, the slow economic growth recovery, and the atmosphere of caution about spending remains, prompting us to cut our core profit forecasts in 2023-25 by 4%/8%/10%, representing growth of -3%/+23%/+16%, respectively, or +19% CAGR. Although we cut our revenue growth forecast for its software platform unit the most, it is still the fastest-growing business unit with 60%/30%/15% growth estimated in 2023-25 as compared with its traditional system integrating business units with 9-12% growth projected per year.

TP trimmed to THB6.80; BUY rating maintained

We cut our TP to THB6.8 from THB7.6, by lowering the target 2024E P/E to 15x from the previous 20x due to its slower growth pace. Our target P/E of 15x implies a PEG of under 1.0x. Its share price is trading at only 9.4x 2024E P/E, the lowest among its peers in the ICT sector. We maintain our BUY rating.



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(10.9)	(0.9)	n/a
Relative to country (%)	(8.1)	1.6	n/a
Mkt cap (USD m)	83		
3m avg. daily turnover (USD m)	0.2		
Free float (%)	64		
Major shareholder	Liuchareon Family (22%)		
12m high/low (THB)	7.60/3.82		
Issued shares (m)	700.02		

Sources: Bloomberg consensus; FSSIA estimates


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Investment thesis

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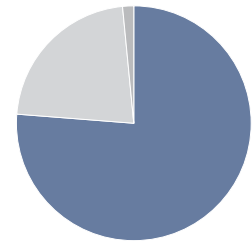
Company profile

GABLE is a leading "tech enabler" company that has provided integrated technology and digital solutions for organisations for more than 33 years. The business of the company is divided into three categories: 1) enterprise solutions and services; 2) value-added distribution; and 3) software platforms.

www.g-able.com

Principal activities (revenue, 2022)

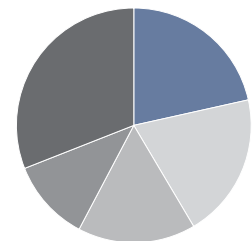
- Enterprise solution and services - 76.2 %
- Value-added distribution solution - 22.2 %
- Software Platform - 1.5 %



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

Key potential catalysts include 1) stronger project-winning bids; 2) stronger demand from enterprises for digital transformation; and 3) mergers and acquisitions.

Risks to our call

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.

Event calendar

Date	Event
February 2024	2023 earnings announcement

Key assumptions

	2023E (THB m)	2024E (THB m)	2025E (THB m)
Enterprise solutions and services	3,896	4,169	4,502
Value-added distribution solutions	1,262	1,451	1,512
Software platforms	120	192	249
Gross margin (%)	20.5	21.3	22.0
EBITDA margin (%)	7.2	7.6	8.0
Net margin (%)	4.9	5.4	5.8

Source: FSSIA estimates

Earnings sensitivity

- For every 0.5% change in gross margin, we project GABLE's 2024 net profit to change by 6%, all else being equal.
- For every 1% change in SG&A expense, we project GABLE's 2024 net profit to change by 1%, all else being equal.

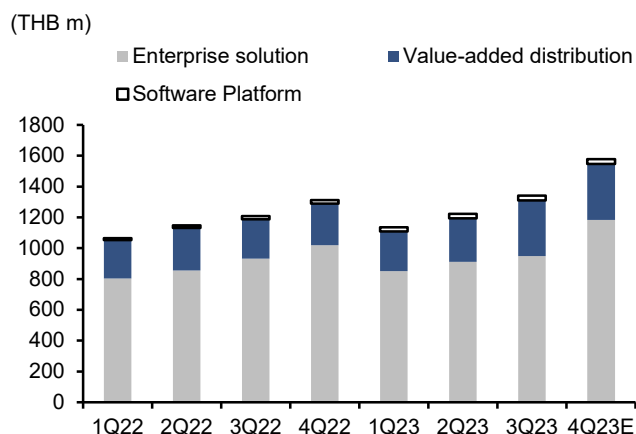
Source: FSSIA estimates

Exhibit 1: 4Q23/2023 earnings preview

Year to Dec 31	4Q22	1Q23	2Q23	3Q23	4Q23E	----- Change -----		2022	2023E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Sales revenue	1,311	1,135	1,223	1,342	1,577	17.6	20.3	4,731	5,277	11.5
Cost of sales	(958)	(915)	(968)	(1,067)	(1,246)	16.8	30.0	(3,728)	(4,196)	12.5
Gross profit	353	220	255	275	331	20.6	(6.1)	1,003	1,082	7.8
SG&A expenses	(204)	(185)	(185)	(193)	(204)	5.6	0.0	(703)	(767)	9.1
Operating profit	557	405	441	468	535	14.4	(3.9)	300	315	4.8
Operating EBITDA	176	55	96	103	153	48.9	(13.0)	366	378	3.3
Other income	10	3	9	4	9	117.5	(13.2)	41	24	(42.6)
Interest expense	(3)	(6)	(5)	(2)	(1)	(64.1)	(75.6)	(8)	(14)	79.7
Profit before tax	156	33	74	83	135	62.4	(13.2)	334	324	(2.8)
Tax	(28)	(8)	(13)	(16)	(27)	64.5	(3.4)	(66)	(65)	(1.1)
Reported net profit	127	25	60	66	107	61.9	(15.4)	267	258	(3.2)
Core profit	127	25	60	66	107	61.9	(15.4)	267	258	(3.2)
Reported EPS (THB)	0.34	0.05	0.09	0.09	0.15	61.9	(54.7)	0.51	0.37	(27.4)
Recurring EPS (THB)	0.34	0.05	0.09	0.09	0.15	61.9	(54.7)	0.51	0.37	(27.4)
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	26.9	19.4	20.9	20.5	21.0	0.5	(5.9)	21.2	20.5	(0.7)
Operating margin	42.5	35.7	36.0	34.9	33.9	(0.9)	(8.5)	6.3	6.0	(0.4)
EBITDA margin	13.4	4.8	7.8	7.7	9.7	2.0	(3.7)	7.7	7.2	(0.6)
Recurring net margin	9.7	2.2	4.9	4.9	6.8	1.9	(2.9)	5.6	4.9	(0.7)
SG&A / Sales	15.6	16.3	15.1	14.4	12.9	(1.5)	(2.6)	14.9	14.5	(0.3)
Revenue breakdown	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Enterprise solution	1,019	852	912	949	1,183	24.6	16.1	3,607	3,896	8.0
Value-added services	270	256	282	360	364	1.0	34.9	1,052	1,262	20.0
Software platform	23	27	30	32	31	(4.8)	34.7	73	120	65.0

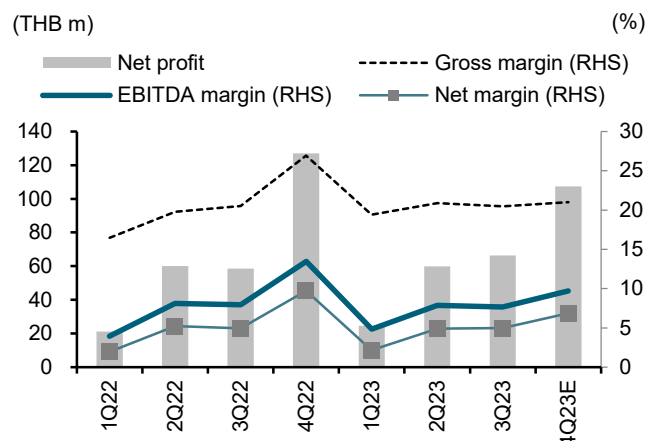
Sources: GABLE, FSSIA estimates

Exhibit 2: Revenue breakdown by business unit



Sources: GABLE, FSSIA estimates

Exhibit 3: Net profit and margins



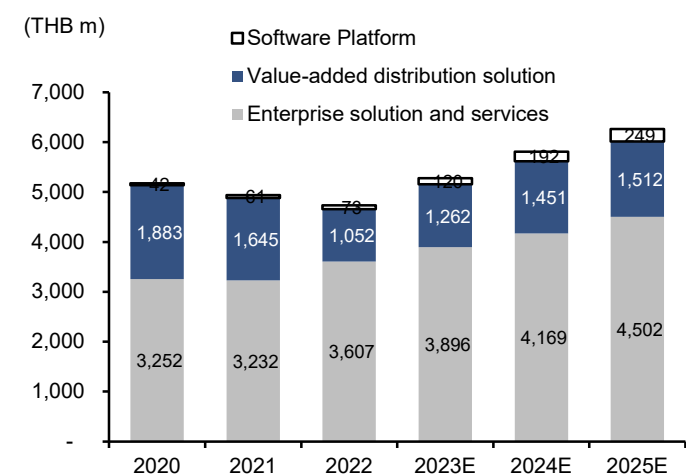
Sources: GABLE, FSSIA estimates

Exhibit 4: Changes in key assumptions

	Current			Previous			Change		
	2023E (THB m)	2024E (THB m)	2025E (THB m)	2023E (THB m)	2024E (THB m)	2025E (THB m)	2023E (%)	2024E (%)	2025E (%)
Total revenue	5,277	5,811	6,263	5,523	6,048	6,486	(4.4)	(3.9)	(3.4)
- Enterprise solutions and services	3,896	4,169	4,502	4,112	4,359	4,664	(5.3)	(4.4)	(3.5)
- Value-added distribution solutions	1,262	1,451	1,512	1,262	1,451	1,512	0.0	0.0	0.0
- Software platforms	120	192	249	149	238	309	(19.5)	(19.5)	(19.5)
SG&A expense	767	863	940	825	913	960	(7.0)	(5.5)	(2.1)
EBITDA	378	442	502	384	461	537	(1.6)	(4.1)	(6.6)
Core profit	258	316	366	269	343	406	(3.9)	(7.9)	(9.9)
Key ratios	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(ppt)
Gross margin	20.5	21.3	22.0	20.8	21.7	22.1	(0.3)	(0.3)	(0.1)
EBITDA margin	7.2	7.6	8.0	7.0	7.6	8.3	0.2	(0.0)	(0.3)
Net profit margin	4.9	5.4	5.8	4.9	5.7	6.3	0.0	(0.2)	(0.4)
SG&A/sales	14.5	14.9	15.0	14.9	15.1	14.8	(0.4)	(0.2)	0.2

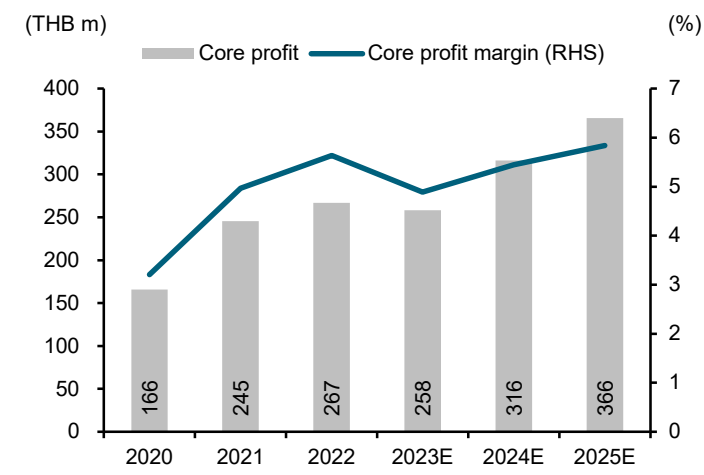
Sources: GABLE, FSSIA estimates

Exhibit 5: Revenue breakdown by business unit, yearly



Sources: GABLE, FSSIA estimates

Exhibit 6: Core profit and core profit margin, yearly



Sources: GABLE, FSSIA estimates

Financial Statements

G-Able

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	4,939	4,731	5,277	5,811	6,263
Cost of goods sold	(3,999)	(3,728)	(4,196)	(4,571)	(4,885)
Gross profit	940	1,003	1,082	1,240	1,378
Other operating income	-	-	-	-	-
Operating costs	(682)	(703)	(767)	(863)	(940)
Operating EBITDA	328	366	378	442	502
Depreciation	(71)	(66)	(63)	(65)	(64)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	257	300	315	377	438
Net financing costs	(5)	(8)	(14)	(5)	(5)
Associates	0	0	0	0	0
Recurring non-operating income	54	41	24	26	28
Non-recurring items	0	0	0	0	0
Profit before tax	306	334	324	398	461
Tax	(61)	(66)	(65)	(80)	(92)
Profit after tax	245	268	260	319	369
Minority interests	1	(2)	(1)	(2)	(3)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	245	267	258	316	366
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	245	267	258	316	366
Per share (THB)					
Recurring EPS *	0.47	0.51	0.37	0.45	0.52
Reported EPS	0.47	0.51	0.37	0.45	0.52
DPS	1.33	1.92	0.19	0.23	0.26
Diluted shares (used to calculate per share data)	525	525	700	700	700
Growth					
Revenue (%)	(4.6)	(4.2)	11.5	10.1	7.8
Operating EBITDA (%)	14.4	11.7	3.3	16.9	13.6
Operating EBIT (%)	37.7	16.7	4.8	19.8	16.1
Recurring EPS (%)	47.9	8.7	(27.4)	22.6	15.6
Reported EPS (%)	47.9	8.7	(27.4)	22.6	15.6
Operating performance					
Gross margin inc. depreciation (%)	19.0	21.2	20.5	21.3	22.0
Gross margin exc. depreciation (%)	20.5	22.6	21.7	22.5	23.0
Operating EBITDA margin (%)	6.6	7.7	7.2	7.6	8.0
Operating EBIT margin (%)	5.2	6.3	6.0	6.5	7.0
Net margin (%)	5.0	5.6	4.9	5.4	5.8
Effective tax rate (%)	-19.6	-20.0	-20.0	-20.0	-20.0
Dividend payout on recurring profit (%)	284.8	378.3	50.3	50.3	50.5
Interest cover (X)	59.6	43.5	24.0	80.3	95.4
Inventory days	3.4	4.4	5.3	7.3	10.2
Debtor days	54.5	64.8	67.2	63.0	63.6
Creditor days	38.5	44.9	41.6	41.1	41.6
Operating ROIC (%)	37.2	27.5	20.4	22.0	23.4
ROIC (%)	30.3	23.6	17.4	19.0	20.4
ROE (%)	13.3	18.8	15.2	14.2	16.6
ROA (%)	6.1	6.8	6.4	7.3	8.3
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Enterprise solution and services	3,232	3,607	3,896	4,169	4,502
Value-added distribution solution	1,645	1,052	1,262	1,451	1,512
Software Platform	61	73	120	192	249

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	258	316	366
Depreciation	71	66	63	65	64
Associates & minorities	-	-	-	-	-
Other non-cash items	(19)	2	1	2	3
Change in working capital	(71)	(570)	(105)	(93)	(108)
Cash flow from operations	226	(235)	218	290	325
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)	(130)	(159)	(184)
Equity finance	166	150	1,093	0	0
Debt finance	0	678	(678)	0	0
Other financing cash flows	(30)	(19)	3	3	3
Cash flow from financing	(563)	(200)	288	(156)	(181)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	(100)	(200)	(200)
Movement in cash	(359)	(511)	311	(161)	(141)
Free cash flow to firm (FCFF)	208.75	(303.20)	137.39	200.50	245.13
Free cash flow to equity (FCFE)	173.82	347.56	(651.68)	(1.40)	43.46
Per share (THB)					
FCFF per share	0.30	(0.43)	0.20	0.29	0.35
FCFE per share	0.25	0.50	(0.93)	0.00	0.06
Recurring cash flow per share	0.57	0.64	0.46	0.55	0.62
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	931	771	629
A/C receivable	691	988	954	1,051	1,133
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	3,977	3,989	4,025
Other assets	110	145	149	154	158
Total assets	4,012	4,037	4,413	4,460	4,521
Common equity	1,700	1,133	2,254	2,211	2,193
Minorities etc.	4	7	8	10	14
Total shareholders' equity	1,704	1,140	2,262	2,222	2,206
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	483	531	567
Short term debt	28	698	20	20	20
Other current liabilities	1,605	1,472	1,369	1,396	1,424
Current liabilities	2,074	2,629	1,871	1,947	2,011
Total liabilities and shareholders' equity	4,012	4,037	4,413	4,460	4,521
Net working capital	522	1,085	1,194	1,291	1,404
Invested capital	834	1,486	1,631	1,762	1,900
* Includes convertibles and preferred stock which is being treated as debt					
Per share (THB)					
Book value per share	3.24	2.16	3.22	3.16	3.13
Tangible book value per share	2.96	1.83	2.97	2.91	2.88
Financial strength					
Net debt/equity (%)	(60.4)	15.7	(35.7)	(29.0)	(22.6)
Net debt/total assets (%)	(25.6)	4.4	(18.3)	(14.4)	(11.0)
Current ratio (x)	1.8	1.4	2.1	2.0	2.0
CF interest cover (x)	35.8	47.4	(43.9)	4.5	13.4
Valuation					
Recurring P/E (x) *	9.1	8.3	11.5	9.4	8.1
Recurring P/E @ target price (x) *	14.6	13.4	18.4	15.0	13.0
Reported P/E (x)	9.1	8.3	11.5	9.4	8.1
Dividend yield (%)	31.4	45.3	4.4	5.4	6.2
Price/book (x)	1.3	2.0	1.3	1.3	1.4
Price/tangible book (x)	1.4	2.3	1.4	1.5	1.5
EV/EBITDA (x) **	3.7	6.6	5.7	5.3	4.9
EV/EBITDA @ target price (x) **	7.8	10.3	10.5	9.3	8.5
EV/invested capital (x)	1.4	1.6	1.3	1.3	1.3
* 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" style="margin-left: auto; margin-right: auto;"> <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" style="margin-left: auto; margin-right: auto;"> <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

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

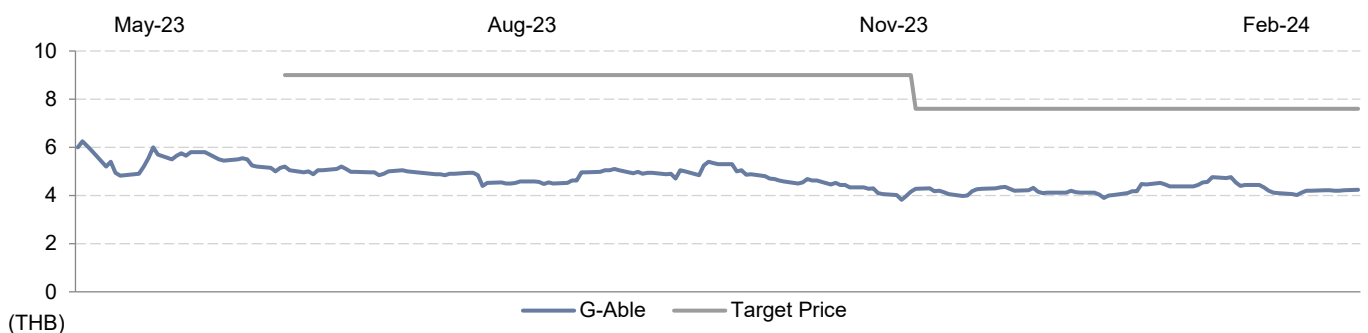
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History of change in investment rating and/or target price

G-Able (GABLE TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
21-Jun-2023	BUY	9.00	02-Nov-2023	BUY	7.60	-	-	-

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 4.24	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 05-Feb-2024 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.