

ICHITAN GROUP ICHI TB

THAILAND / FOOD & BEVERAGE

BUY

UNCHANGED

RTD green tea still refreshing

- 1Q24 net profit looks promising, thanks to the high season and a new product launch.
- We revise up our 2024-25E net profit by 8.2-9.5% and expect a strong balance sheet.
- Retain BUY call with a higher TP of THB21.

TARGET PRICE	THB21.00
CLOSE	THB17.70
UP/DOWNSIDE	+18.6%
PRIOR TP	THB19.00
CHANGE IN TP	+10.5%
TP vs CONSENSUS	+5.0%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	8,050	8,728	9,215	9,705
Net profit	1,100	1,182	1,253	1,321
EPS (THB)	0.85	0.91	0.96	1.02
vs Consensus (%)	-	8.6	2.6	(0.8)
EBITDA	1,942	2,043	2,141	2,235
Recurring net profit	1,100	1,182	1,253	1,321
Core EPS (THB)	0.85	0.91	0.96	1.02
Chg. In EPS est. (%)	-	6.2	7.5	6.0
EPS growth (%)	69.1	7.4	6.0	5.5
Core P/E (x)	20.9	19.5	18.4	17.4
Dividend yield (%)	5.6	5.7	6.0	6.3
EV/EBITDA (x)	11.4	10.9	10.4	9.9
Price/book (x)	3.9	4.0	4.1	4.2
Net debt/Equity (%)	(15.2)	(12.1)	(15.1)	(17.8)
ROE (%)	18.3	20.4	22.1	23.9

Management remains confident with growth in 2024

At the latest analyst meeting on 22 Feb 2024, management mentioned that, according to data from AC Nielsen, the ready-to-drink (RTD) green tea market value continued to grow by 20% y-y in January 2024. ICHI plans to launch a product in the energy drink market with its new 'Tan Power' brand, priced at an affordable THB10 in March 2024.

Management set its 2024 targets as follows: 1) total revenue growth of 12% y-y to THB9b, of which THB8.5b will come from its own production capacity, and the remaining THB5m will be generated through OEM production; and 2) overall gross margin at 23% (vs 23.4% in 2023).

1Q24 net profit looks promising

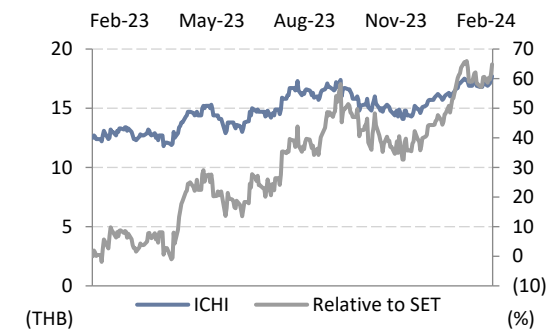
We expect ICHI's 1Q24 total revenue to grow 15% y-y and remain high, close to the 4Q23 level. Its 1Q24 gross margin should increase to 24% from 20.8% in 1Q23, but might drop by 50 bps from 4Q23, due to higher sugar costs and the product mix. Tan Power is produced by an OEM manufacturer; hence, its gross margin will be lower than ICHI's current gross margin. We anticipate 1Q24 net profit to grow 8.3% q-q and 44% y-y to THB319m. Even though sugar costs might increase along with domestic sugar prices, they should be offset by lower packaging costs.

Revise up our 2024-25E profit by 8-9%

We revise up our 2024-25 net profit forecasts by 8.2% and 9.5% to grow 7.4% y-y and 6% y-y, respectively. Our new revenue growth assumption at 8.4% y-y is lower than management's target. In addition, ICHI targets 2024 Tan Power revenue of THB300m, accounting for 3.3% of total revenue. If the launch fails, we estimate a limited impact because it is 100% OEM produced, and the expected expense is not high as Mr. Tan, ICHI's CEO, will be Tan Power's presenter.

Retain BUY call with new TP of THB21

We maintain our BUY call with a higher TP to THB21 from THB19, based on 23x 2024E P/E (maintained). We are impressed by its strong balance sheet with high liquidity, no interest-bearing debt, and high ROE of 18.8%. ICHI is preparing to sell vacant land valued at THB360m, which is expected to support its solid financial position and enable it to continue paying high dividend yields to shareholders.



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	6.0	19.6	42.7
Relative to country (%)	3.8	21.0	69.4
Mkt cap (USD m)	637		
3m avg. daily turnover (USD m)	3.3		
Free float (%)	53		
Major shareholder	Passakornnatee Family (42%)		
12m high/low (THB)	17.70/11.50		
Issued shares (m)	1,300.00		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

ICHI is a manufacturer and distributor of ready-to-drink green tea called “ICHITAN green tea”, the herbal drink “Yen Yen”, and green tea with chewy coconut cubes named “ICHITAN Chew Chew”, along with other beverages. In 2022, 90.3% of ICHI’s revenue came from domestic sales, and overseas sales accounted for 9.7%. ICHI’s factory is located at Rojana Industrial Park, Ayutthaya, which has seven bottle production lines and two UHT box product lines with a total capacity of 1,500 million bottles and 200 million boxes per year. ICHI plans to increase its capacity to 1,700 million bottles in 4Q24.

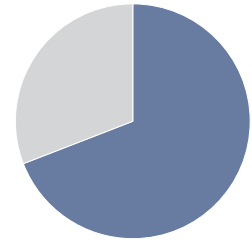
Company profile

Ichitan Group manufactures its own-branded beverages and sells ready-to-drink green tea beverages, herbal drinks, and low-sugar ready-to-drink tea beverages to the local market and CLMV. In 2014, ICHI engaged in a joint venture with the Indonesian company PT Atri Pasifik to produce and sell its products in Indonesia.

www.ichitangroup.com

Principal activities (revenue, 2023)

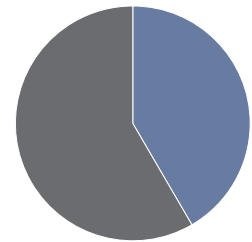
- Ready-to-drink green tea - 69.1 %
- Non-tea and others - 30.9 %



Source: Ichitan Group

Major shareholders

- Passakornnatee Family - 41.6 %
- Others - 58.4 %



Source: Ichitan Group

Catalysts

Potential catalysts for ICHI’s earnings growth in 2024 are 1) revenue growth driven by rising sales volumes; 2) declining packaging costs; 3) successful new product launches; and 4) successful original equipment manufacturer (OEM) customer products.

Risks to our call

Downside risks to our P/E-based TP would be 1) a slower-than-expected consumption recovery; 2) high volatility in packaging costs; and 3) increased competition and government policy changes such as excise taxes for sugary drinks.

Event calendar

Date	Event
May 2024	1Q24 results announcement

Key assumptions

	2024E	2025E	2026E
Domestic revenue (THB m)	8,155	8,625	9,096
Overseas revenue (THB m)	573	590	608
Total revenue (THB m)	8,728	9,215	9,705
Total revenue growth (%)	8.4	5.6	5.3
Gross margin (%)	23.0	23.0	23.0
SG&A to sales (%)	6.8	6.8	6.8

Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in revenue, we estimate 2024 net profit to rise by 1%, and vice versa, all else being equal.
- For every 0.5% increase in GPM, we estimate 2024 net profit to rise by 3.8%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A to sales, we estimate 2024 net profit to fall by 2%, and vice versa, all else being equal.

Source: FSSIA estimates

Exhibit 1: ICHI – 1Q24 results preview

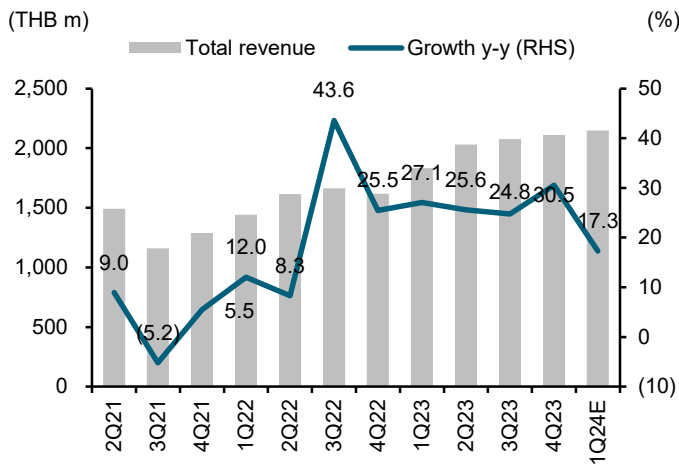
	1Q23	2Q23	3Q23	4Q23	1Q24E	Change	
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Sales	1,833	2,030	2,077	2,111	2,149	1.8	17.3
Cost of sales	1,452	1,564	1,554	1,594	1,633	2.5	12.5
Gross profit	381	466	523	517	516	(0.3)	35.5
SG&A	120	158	119	152	129	(15.4)	7.6
Operating profit	269	320	409	374	392	4.7	45.4
Interest expense	0.4	0.5	0.5	0.4	0.5	2.5	1.4
Tax expense	57	65	82	71	80	12.0	40.7
Profit (loss) sharing	9	1	2	(8)	8	nm	(15.7)
Reported net profit	222	256	328	295	319	8.3	44.1
Core profit	222	256	328	295	319	8.3	44.1

Key ratios (%)						(ppt)	(ppt)
Gross margin	20.8	23.0	25.2	24.5	24.0	(0.5)	3.2
SG&A to sales	6.5	7.8	5.7	7.2	6.0	(1.2)	(0.5)
Operating margin	14.7	15.7	19.7	17.7	18.2	0.5	3.5
Net margin	12.1	12.6	15.8	14.0	14.9	0.9	2.8
Core margin	12.1	12.6	15.8	14.0	14.9	0.9	2.8

Operating statistics (THB m)							
Domestic	1,698	1,810	1,913	1,962	2,004	2.1	18.0
Overseas	134	220	164	149	145	(2.6)	8.1
Utilization rate (%)	62.0	71.0	79.0	73.0	75.0	2.7	21.0

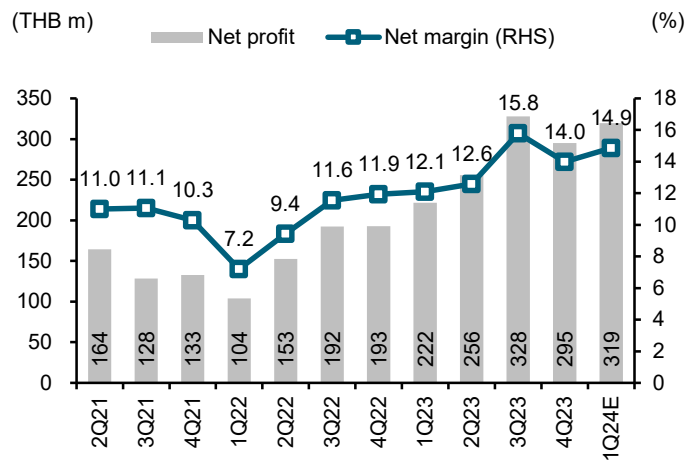
Source: ICHI

Exhibit 2: Quarterly total revenue and growth



Sources: ICHI, FSSIA estimates

Exhibit 3: Quarterly net profit and net margin



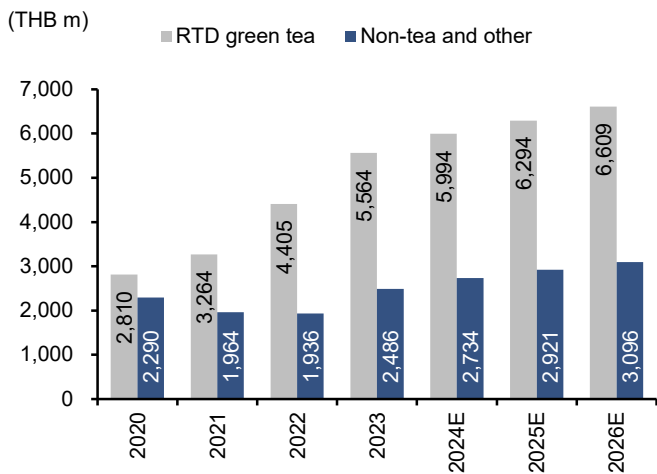
Sources: ICHI, FSSIA estimates

Exhibit 4: Changes in key assumptions for ICHI

	Current			Previous			Change		
	2024E (THB m)	2025E (THB m)	2026E (THB m)	2024E (THB m)	2025E (THB m)	2026E (THB m)	2024E (%)	2025E (%)	2026E (%)
Sales	8,728	9,215	9,705	8,390	8,842	9,319	4.0	4.2	4.1
Cost of sales	6,721	7,094	7,473	6,460	6,826	7,176	4.0	3.9	4.1
Gross profit	2,007	2,121	2,232	1,930	2,016	2,143	4.0	5.2	4.1
SG&A	594	627	660	612	645	680	(3.1)	(2.9)	(3.0)
Operating profit	1,449	1,532	1,610	1,342	1,397	1,490	7.9	9.6	8.0
Interest expense	2	3	4	2	3	4	0.0	0.0	0.0
Tax expense	296	313	330	273	286	306	8.2	9.5	8.0
Profit (loss) sharing	31	37	44	25	35	42	21.4	4.2	4.1
Reported net profit	1,182	1,253	1,321	1,093	1,144	1,223	8.2	9.5	8.0
Core profit	1,182	1,253	1,321	1,093	1,144	1,223	8.2	9.5	8.0
Key ratios (%)									
Total revenue growth	8.4	5.6	5.3	4.2	5.4	5.4			
Net profit growth	7.4	6.0	5.4	(0.7)	4.7	6.9			
Core profit growth	7.4	6.0	5.4	(0.7)	4.7	6.9			
Gross margin	23.0	23.0	23.0	23.0	22.8	23.0	0.0	0.2	0.0
SG&A to sales	6.8	6.8	6.8	7.3	7.3	7.3	(0.5)	(0.5)	(0.5)
Net margin	13.5	13.6	13.6	13.0	12.9	13.1	0.5	0.7	0.5
Norm margin	13.5	13.6	13.6	13.0	12.9	13.1	0.5	0.7	0.5
Operating statistics (THB m)									
Domestic revenue	8,155	8,625	9,096	7,725	8,122	8,539	5.6	6.2	6.5
RTD green tea	7,141	7,498	7,873	6,903	7,248	7,611	3.4	3.4	3.4
Non tea	882	971	1,068	671	718	768	31.5	35.2	39.0
OEM	132	156	156	151	156	161	(13.0)	0.0	(2.9)
Overseas revenue	573	590	608	665	720	780	(13.8)	(18.0)	(22.0)

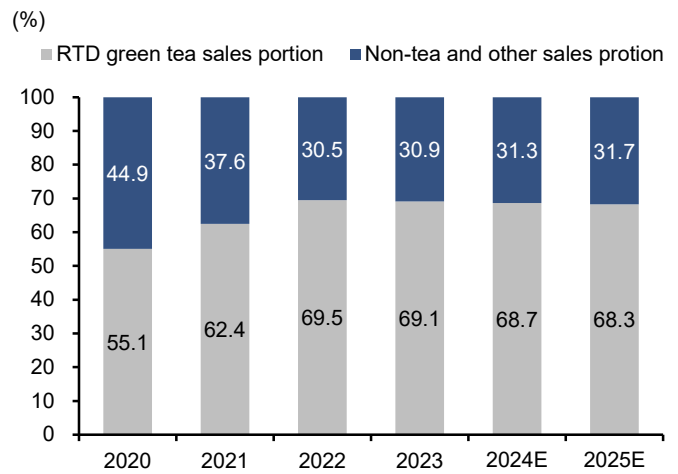
Source: FSSIA estimates

Exhibit 5: Yearly revenue breakdown by product



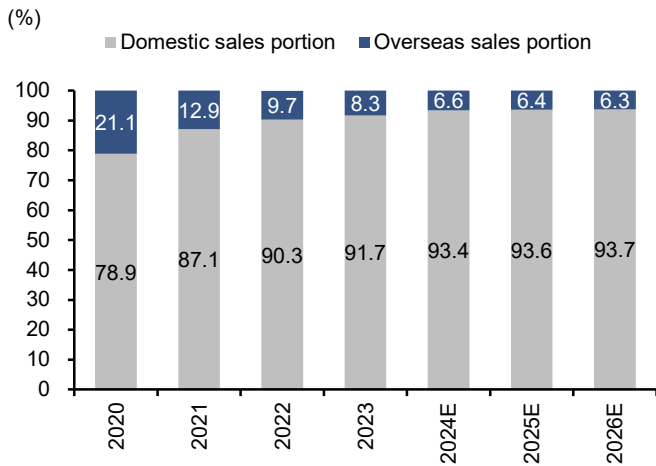
Sources: ICHI, FSSIA estimates

Exhibit 6: Yearly revenue contribution by product



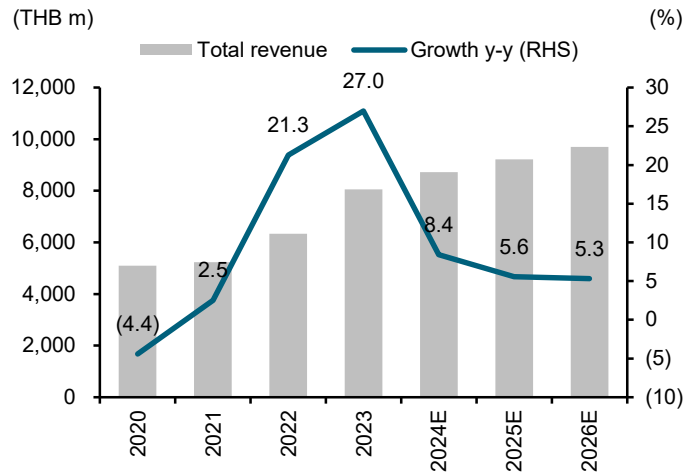
Sources: ICHI, FSSIA estimates

Exhibit 7: Revenue contribution by destination



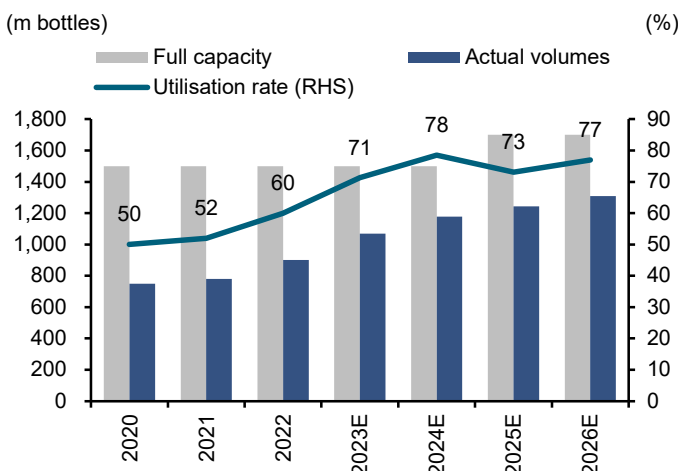
Sources: ICHI, FSSIA estimates

Exhibit 8: Yearly total revenue and growth



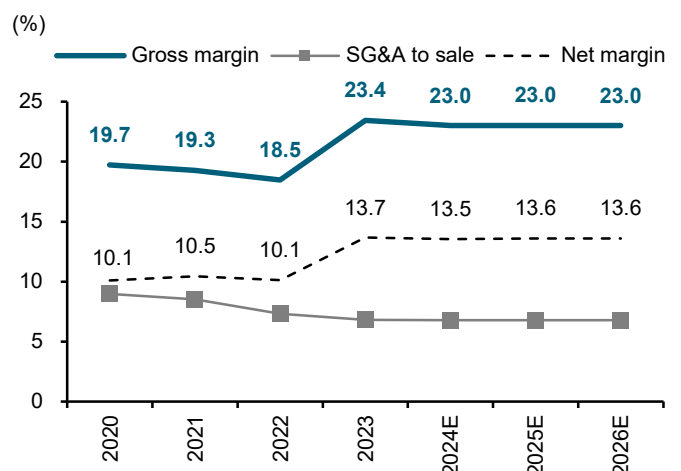
Sources: ICHI, FSSIA estimates

Exhibit 9: Capacity and utilisation rate



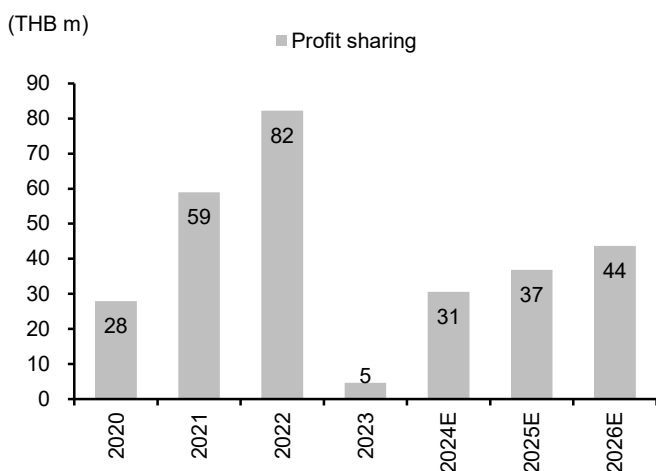
Sources: ICHI, FSSIA estimates

Exhibit 10: Yearly profitability



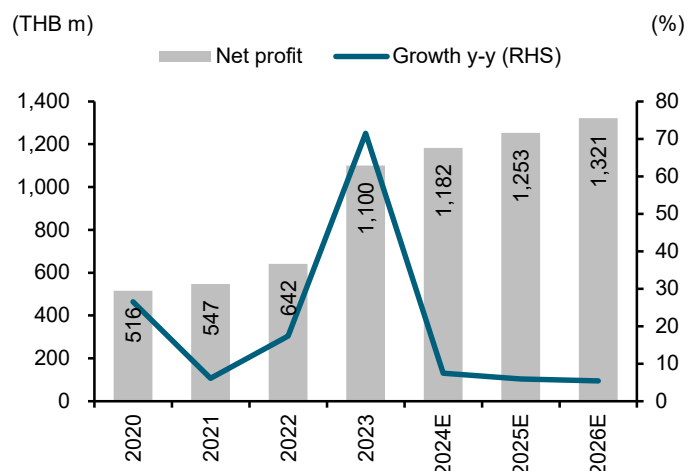
Sources: ICHI, FSSIA estimates

Exhibit 11: Yearly profit sharing from Indonesia JV



Sources: ICHI, FSSIA estimates

Exhibit 12: Yearly net profit and growth



Sources: ICHI, FSSIA estimates

Financial Statements

Ichitan Group

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	6,340	8,050	8,728	9,215	9,705
Cost of goods sold	(5,169)	(6,163)	(6,721)	(7,094)	(7,473)
Gross profit	1,172	1,887	2,007	2,121	2,232
Other operating income	19	35	35	37	39
Operating costs	(465)	(550)	(594)	(627)	(660)
Operating EBITDA	1,296	1,942	2,043	2,141	2,235
Depreciation	(570)	(570)	(595)	(610)	(625)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	726	1,372	1,449	1,532	1,611
Net financing costs	(2)	(2)	(2)	(3)	(4)
Associates	82	5	31	37	44
Recurring non-operating income	82	5	31	37	44
Non-recurring items	(9)	0	0	0	0
Profit before tax	797	1,375	1,478	1,566	1,651
Tax	(155)	(275)	(296)	(313)	(330)
Profit after tax	642	1,100	1,182	1,253	1,321
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	642	1,100	1,182	1,253	1,321
Non-recurring items & goodwill (net)	9	0	0	0	0
Recurring net profit	651	1,100	1,182	1,253	1,321
Per share (THB)					
Recurring EPS *	0.50	0.85	0.91	0.96	1.02
Reported EPS	0.49	0.85	0.91	0.96	1.02
DPS	0.60	1.00	1.00	1.06	1.12
Diluted shares (used to calculate per share data)	1,300	1,300	1,300	1,300	1,300
Growth					
Revenue (%)	21.3	27.0	8.4	5.6	5.3
Operating EBITDA (%)	10.9	49.8	5.2	4.8	4.4
Operating EBIT (%)	24.1	89.1	5.6	5.7	5.2
Recurring EPS (%)	19.0	69.1	7.4	6.0	5.5
Reported EPS (%)	17.4	71.5	7.4	6.0	5.5
Operating performance					
Gross margin inc. depreciation (%)	18.5	23.4	23.0	23.0	23.0
Gross margin exc. depreciation (%)	27.5	30.5	29.8	29.6	29.4
Operating EBITDA margin (%)	20.4	24.1	23.4	23.2	23.0
Operating EBIT margin (%)	11.4	17.0	16.6	16.6	16.6
Net margin (%)	10.3	13.7	13.5	13.6	13.6
Effective tax rate (%)	19.5	20.0	20.0	20.0	20.0
Dividend payout on recurring profit (%)	119.9	118.1	110.0	110.0	109.9
Interest cover (X)	462.2	752.0	860.1	610.3	463.5
Inventory days	44.4	35.8	31.7	32.0	31.9
Debtor days	62.5	61.1	65.7	68.2	68.2
Creditor days	51.0	53.2	53.9	53.3	53.2
Operating ROIC (%)	10.8	22.4	24.7	26.8	29.9
ROIC (%)	11.2	20.9	23.5	25.4	28.3
ROE (%)	10.5	18.3	20.4	22.1	23.9
ROA (%)	9.0	15.1	16.4	17.5	18.7
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Ready-to-drink green tea	4,405	5,564	5,994	6,294	6,609
Non-tea and others	1,936	2,486	2,734	2,921	3,096

Sources: Ichitan Group; FSSIA estimates

Financial Statements

Ichitan Group

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	651	1,100	1,182	1,253	1,321
Depreciation	570	570	595	610	625
Associates & minorities	(82)	(5)	(31)	(37)	(44)
Other non-cash items	-	-	-	-	-
Change in working capital	(27)	(252)	(159)	(63)	(63)
Cash flow from operations	1,112	1,413	1,587	1,762	1,839
Capex - maintenance	-	-	-	-	-
Capex - new investment	(114)	0	(498)	(264)	(300)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	58	78	21	30	37
Cash flow from investing	(56)	78	(477)	(234)	(263)
Dividends paid	(644)	(1,430)	(1,300)	(1,378)	(1,452)
Equity finance	0	0	0	0	0
Debt finance	(9)	(6)	(3)	5	(60)
Other financing cash flows	(6)	6	(3)	2	2
Cash flow from financing	(658)	(1,431)	(1,306)	(1,370)	(1,510)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	165	0	0	0
Net other adjustments	0	165	0	0	(1)
Movement in cash	397	225	(196)	157	65
Free cash flow to firm (FCFF)	1,057.45	1,492.92	1,111.68	1,530.47	1,578.93
Free cash flow to equity (FCFE)	1,040.82	1,655.48	1,104.14	1,535.33	1,516.81

Per share (THB)	2022	2023	2024E	2025E	2026E
FCFF per share	0.81	1.15	0.86	1.18	1.21
FCFE per share	0.80	1.27	0.85	1.18	1.17
Recurring cash flow per share	0.88	1.28	1.34	1.40	1.46

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	9,370	8,951	9,451	9,751	10,051
Less: Accumulated depreciation	(5,032)	(5,337)	(5,932)	(6,541)	(7,166)
Tangible fixed assets (net)	4,338	3,614	3,520	3,210	2,885
Intangible fixed assets (net)	10	8	10	10	10
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	312	225	225	225	225
Cash & equivalents	735	960	764	922	986
A/C receivable	1,304	1,533	1,740	1,797	1,891
Inventories	588	511	552	583	614
Other current assets	0	239	262	276	291
Current assets	2,627	3,243	3,318	3,578	3,783
Other assets	99	114	122	129	136
Total assets	7,386	7,205	7,195	7,152	7,039
Common equity	6,170	5,842	5,725	5,600	5,468
Minorities etc.	0	0	0	0	0
Total shareholders' equity	6,170	5,842	5,725	5,600	5,468
Long term debt	65	55	55	60	0
Other long-term liabilities	41	46	44	46	49
Long-term liabilities	105	102	99	106	49
A/C payable	739	890	921	972	1,024
Short term debt	14	17	14	14	14
Other current liabilities	357	355	436	461	485
Current liabilities	1,110	1,262	1,371	1,446	1,523
Total liabilities and shareholders' equity	7,386	7,205	7,195	7,152	7,039
Net working capital	795	1,038	1,197	1,224	1,288
Invested capital	5,554	5,000	5,073	4,798	4,544

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

Per share (THB)	2022	2023	2024E	2025E	2026E
Book value per share	4.75	4.49	4.40	4.31	4.21
Tangible book value per share	4.74	4.49	4.40	4.30	4.20

Financial strength	2022	2023	2024E	2025E	2026E
Net debt/equity (%)	(10.6)	(15.2)	(12.1)	(15.1)	(17.8)
Net debt/total assets (%)	(8.9)	(12.3)	(9.7)	(11.9)	(13.8)
Current ratio (x)	2.4	2.6	2.4	2.5	2.5
CF interest cover (x)	661.7	905.1	932.6	701.2	509.9

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	35.4	20.9	19.5	18.4	17.4
Recurring P/E @ target price (x) *	42.0	24.8	23.1	21.8	20.7
Reported P/E (x)	35.9	20.9	19.5	18.4	17.4
Dividend yield (%)	3.4	5.6	5.7	6.0	6.3
Price/book (x)	3.7	3.9	4.0	4.1	4.2
Price/tangible book (x)	3.7	3.9	4.0	4.1	4.2
EV/EBITDA (x) **	17.3	11.4	10.9	10.4	9.9
EV/EBITDA @ target price (x) **	20.6	13.6	13.0	12.4	11.8
EV/invested capital (x)	4.0	4.4	4.4	4.6	4.8

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

Sources: Ichitan Group; FSSIA estimates

ICHITAN GROUP PCL (ICHI TB)

FSSIA ESG rating

★ ★ ★

Exhibit 13: FSSIA ESG score implication

43.67 /100

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

Source: FSSIA estimates

Exhibit 14: ESG – peer comparison

	FSSIA ESG score	Domestic ratings					Global ratings						Bloomberg		
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
CBG	51.54	--	Y	Y	4.00	4.00	Declared	High	59.58	B	--	33.28	56.00	2.12	--
SAPPE	35.25	--	Y	Y	4.00	5.00	Certified	Medium	--	--	--	--	--	--	--
OSP	61.48	--	Y	Y	5.00	4.00	Declared	Medium	68.64	BBB	--	63.08	51.00	3.00	63.65
TACC	15.00	--	--	--	5.00	5.00	--	--	--	--	--	--	--	--	--
ICHI	43.67	--	Y	Y	5.00	5.00	Certified	High	61.36	--	--	--	18.00	--	--

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 15: ESG disclosure from the company's one report

FY ending Dec 31	FY 2022	FY ending Dec 31	FY 2022
Environmental		Governance	
Climate change policy	Yes	Board size / Independent directors (ID) / Female	9 / 3 / 2
Climate change opportunities discussed	--	No. of board meetings for the year / % attendance	7 / 100%
GHG scope 2 location-based policy	Yes	Company conducts board evaluations	Yes
Biodiversity policy	--	Number of non-executive directors on board	3
Energy efficiency policy	Yes	Director share ownership guidelines	No
Electricity used	Yes	Board age limit	No
Fuel used - crude oil/diesel	--	Age of the youngest / oldest director	47 / 72
Waste reduction policy	Yes	Number of executives / female	6 / 1
Water policy	--	Executive share ownership guidelines	No
Water consumption	--	Size of audit committee / ID	3 / 3
Social		Audit committee meetings	4
Human rights policy	Yes	Audit committee meeting attendance (%)	100
Policy against child labor	Yes	Size of compensation committee	3 / 2
Quality assurance and recall policy	Yes	Number of compensation committee meetings	3
Consumer data protection policy	--	Compensation committee meeting attendance (%)	100
Equal opportunity policy	Yes	Size of nomination committee / ID	3 / 2
Gender pay gap breakout	--	Number of nomination committee meetings	3
Pct women in workforce	Yes	Nomination committee meeting attendance (%)	100
Business ethics policy	Yes	Board compensation (THB m)	8.615
Anti-bribery ethics policy	Yes	Auditor fee (THB m)	3.00
Health and safety policy	Yes	(KPMG Phoomchai Audit Company Limited)	
Lost time incident rate - employees	--		
Training policy	Yes		
Fair remuneration policy	Yes		
Number of employees - CSR	--		
Total hours spent by firm - employee training	--		
Social supply chain management	Yes		

Source: FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating										
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.										
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for 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. 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.	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+
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="0" style="margin-left: 20px;"> <tr> <td style="vertical-align: top;"> AAA 8.571-10.000 AA 7.143-8.570 A 5.714-7.142 BBB 4.286-5.713 BB 2.857-4.285 B 1.429-2.856 CCC 0.000-1.428 </td> <td style="vertical-align: top; padding-left: 10px;"> Leader: leading its industry in managing the most significant ESG risks and opportunities Average: a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers Laggard: lagging its industry based on its high exposure and failure to manage significant ESG risks </td> </tr> </table>	AAA 8.571-10.000 AA 7.143-8.570 A 5.714-7.142 BBB 4.286-5.713 BB 2.857-4.285 B 1.429-2.856 CCC 0.000-1.428	Leader: leading its industry in managing the most significant ESG risks and opportunities Average: a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers 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

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History of change in investment rating and/or target price

Ichitan Group (ICHI TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
21-Mar-2023	BUY	14.00	15-Jun-2023	HOLD	15.70	-	-	-
17-May-2023	BUY	15.70	19-Sep-2023	BUY	19.00			

Sureeporn Teewasuwet started covering this stock from 21-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Ichitan Group	ICHI TB	THB 17.70	BUY	Downside risks to our P/E-based TP would be 1) a slower-than-expected consumption recovery; 2) high volatility in packaging costs; and 3) increased competition and government policy changes such as excise taxes for sugary drinks.

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 23-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.