

I-TAIL CORPORATION  
THAILAND / FOOD & BEVERAGE

## ITC TB

BUY

UNCHANGED

## คาดปริมาณขายจะฟื้นตัวในช่วง 2H

- คาดกำไร 2Q24 จะโตต่อเนื่อง q-q และ y-y โดยได้ปัจจัยหนุนจากปริมาณขายที่สูงขึ้น และต้นทุนปลาหูฉลามที่ลดลง
- High season และผลิตภัณฑ์ใหม่จะช่วยชดเชยราคาขายที่ลดลง 3-5% ในช่วง 2H24 ได้ทั้งหมด
- คงคำแนะนำซื้อที่ราคาเป้าหมายเดิมที่ 27 บาท

TARGET PRICE	THB27.00
CLOSE	THB21.00
UP/DOWNSIDE	+28.6%
PRIOR TP	THB27.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+4.2%

## KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	15,577	17,779	19,947	21,907
Net profit	2,281	3,217	3,705	4,184
EPS (THB)	0.76	1.07	1.24	1.39
vs Consensus (%)	-	12.2	14.1	10.3
EBITDA	2,995	3,963	4,569	5,154
Recurring net profit	2,312	3,217	3,705	4,184
Core EPS (THB)	0.77	1.07	1.24	1.39
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	(68.6)	39.1	15.2	12.9
Core P/E (x)	27.2	19.6	17.0	15.1
Dividend yield (%)	2.9	3.6	4.1	4.6
EV/EBITDA (x)	17.9	13.5	11.7	10.3
Price/book (x)	2.7	2.6	2.5	2.4
Net debt/Equity (%)	(40.0)	(40.2)	(37.8)	(36.7)
ROE (%)	9.6	13.6	15.1	16.2

## อัตรากำไรขั้นต้นที่ต่ำกว่าคาดช่วยหนุนการเติบโตของกำไรใน 1Q24

ITC รายงานกำไรสุทธิ 1Q24 อยู่ที่ 821 ลบ. (+7% q-q, +93% y-y) เมื่อหักผลขาดทุนจากอัตราแลกเปลี่ยน 44 ลบ. และผลขาดทุนจากการต่อจ่ายของสินทรัพย์ทางการเงินจำนวน 13 ลบ. กำไรขั้นต้นอยู่ที่ 878 ลบ. (+8% q-q, +112% y-y) ซึ่งสูงกว่าที่เราคาด 18% เนื่องจากอัตรากำไรขั้นต้นนอกมาดีกว่าคาดที่ 25.7% กระโดดเพิ่มจาก 17.4% ใน 1Q23 และ 22% ใน 4Q23 จาก 1) สัดส่วนสินค้า Premium ที่เพิ่มขึ้นเป็น 49.6% (เทียบกับ 43.2% ในปี 2023) และ 2) ราคาปลาหูฉลามที่ลดลง 12% q-q และ 27% y-y

## คาดปริมาณขายจะเร่งตัวขึ้นตั้งแต่ 2Q24 เป็นต้นไป

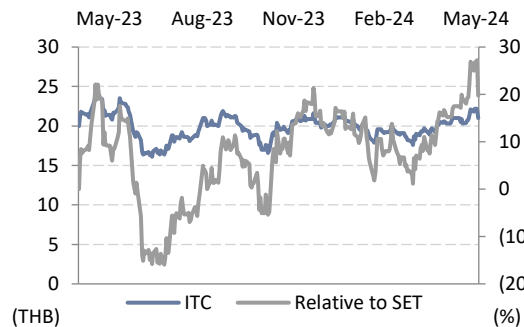
ใน 1Q24 รายได้รวมโต 12.3% y-y สอดคล้องกับตัวเลขการเติบโตของการส่งออกอาหารสัตว์เลี้ยงของไทยในช่วงเดียวกัน รายได้จากอาหารแมวกระโดดเพิ่ม 26.7% y-y หลังลูกค้ากลับมาดูสินค้าใหม่ อย่างไรก็ตามปริมาณขายอาหารสัตว์เลี้ยงกลับเพิ่มเพียง 1% y-y ผู้บริหารอธิบายว่าลูกค้าสหรัฐ รายหนึ่ง (14% ของรายได้รวม) ได้เลื่อนกำหนดรับสินค้าใน 1Q24 อย่างไรก็ดีปริมาณขาย น่าจะเร่งตัวขึ้นใน 2Q-4Q24 และเป้าหมายรายปีของลูกค้ารายดังกล่าวยังคงเดิม ดังนั้นผู้บริหารจึงยังคงเป้าการเติบโตของปริมาณขายในปี 2024 ของบริษัท ไว้ที่ 10% y-y

## High season และผลิตภัณฑ์ใหม่จะช่วยชดเชยราคาขายเฉลี่ยที่ลดลงได้ทั้งหมด

ปัจจุบันบริษัท ได้รับคำสั่งซื้อล่วงหน้าคิดเป็น 93.5% ของเป้าหมายรายได้ในไตรมาส 2Q24 ในขณะที่บริษัท เลื่อนการดำเนินงานของสายการผลิตใหม่จาก เม.ย. เป็น มิ.ย. 2024 เราคาดว่าอัตรากำไรขั้นต้นใน 2Q24 จะลดลงเล็กน้อย q-q ซึ่งดีกว่าที่เราเคยคาด ในขั้นต้นเราคาดว่ากำไรสุทธิ 2Q24 จะโตทั้ง q-q และ y-y ในขณะที่ผู้บริหารกล่าวว่าราคาขายในช่วง 2H24 จะลดลง 3-5% เพื่อสะท้อนต้นทุนปลาหูฉลามที่ลดลง อย่างไรก็ตามปริมาณขายที่เพิ่มขึ้นตามฤดูกาลน่าจะช่วยชดเชยราคาขายที่ลดลง นอกจากนี้ลูกค้ายังวางแผนเปิดตัวสินค้าใหม่เพิ่มขึ้นในช่วง 2H24

## คงคำแนะนำซื้อที่ราคาเป้าหมายเดิมที่ 27 บาท

เราคงประมาณการกำไรสุทธิปี 2024 อยู่ที่ 3.2 พัน ลบ. (+39% y-y) สมมติฐานของเรา สอดคล้องกับเป้าประมาณการของผู้บริหารโดยคาดว่ารายได้รวมจะโต 15% และอัตรากำไรขั้นต้นจะอยู่ที่ 21-22% เป็นไปได้ว่าอัตรากำไรขั้นต้นอาจสูงกว่าเป้า ถ้าสัดส่วนสินค้า Premium ทรงตัวเหนือระดับ 45-47% หมายถึงสัดส่วนผลิตภัณฑ์ Premium ใน 1H24 จะอยู่ที่ 49-50% เราคงคำแนะนำซื้อที่ราคาเป้าหมาย 27 บาท



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	2.4	7.1	9.4
Relative to country (%)	2.9	8.3	22.4
Mkt cap (USD m)	1,712		
3m avg. daily turnover (USD m)	2.8		
Free float (%)	22		
Major shareholder	Thai Union Group (79%)		
12m high/low (THB)	24.20/15.70		
Issued shares (m)	3,000.00		

Sources: Bloomberg consensus; FSSIA estimates



Sureeporn Teewasuwet

Fundamental Investment Analyst at Securities; License no. 040694  
sureeporn.t@fssia.com, +66 2646 9972

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บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 7 พฤษภาคม 2024

## Investment thesis

ITC is a leading global pet food manufacturer. It has cost and innovation advantages due partly to its parent company, Thai Union Group (TU TB), a leading global tuna processor. Also, its management has extensive experience of over 20 years. They help make it possible for ITC to respond to changing customer needs and maintain a good relationship with global pet food brands.

Additionally, increased pet ownership should encourage continued growth in the global pet food market value. In 2024, ITC plans to expand its capacity by 17-18% to cope with pet food growth and develop new value-added products to enhance profitability.

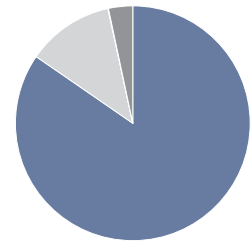
## Company profile

Revenue-wise, ITC is in the world's top 10 pet food producers and the second largest in Asia. Also, it is a global pet care company under TU, which has been operating a pet food business since 1977. ITC has two factories in Samut Sakhon and Songkhla. It distributes products globally. In 2023, its revenue came mainly from the US (50.3% of total revenue), followed by Asia, Oceania, and others (37.1%), and Europe (12.6%).

[www.i-tail.com](http://www.i-tail.com)

## Principal activities (revenue, 2023)

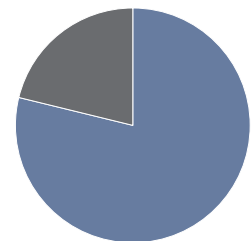
- Pet Food - 84.6 %
- Treats - 12.0 %
- Other - 0.1 %
- Other segment - 3.3 %



Source: i-Tail Corporation

## Major shareholders

- Thai Union Group - 78.8 %
- Others - 21.2 %



Source: i-Tail Corporation

## Catalysts

Potential catalysts for ITC's earnings growth in 2024 are 1) revenue growth from existing customers, with growth in line with the industry and new customers; 2) capacity expansion; and 3) lower raw material costs.

## Risks to our call

Downside risks to our P/E-based TP include 1) a slower-than-expected recovery in purchasing power; 2) more fluctuating raw material prices than expected; 3) a stronger-than-expected THB; and 4) labor shortages.

## Event calendar

Date	Event
August 2024	2Q24 results announcement

## Key assumptions

	2024E	2025E	2026E
FX rate (USD/THB)	33.0	33.0	33.0
Tuna price (USD/tonne)	1,600	1,500	1,500
Total sales growth (%)	14.1	12.2	9.8
Gross margin (%)	22.0	22.5	23.0

Source: FSSIA estimates

## Earnings sensitivity

- For every 1% increase in revenue, we estimate 2024 net profit to rise by 0.8%, and vice versa, all else being equal.
- For every 0.5% increase in GPM, we estimate 2024 net profit to rise by 2.9%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A, we estimate 2024 net profit to fall by 2.8%, and vice versa, all else being equal.

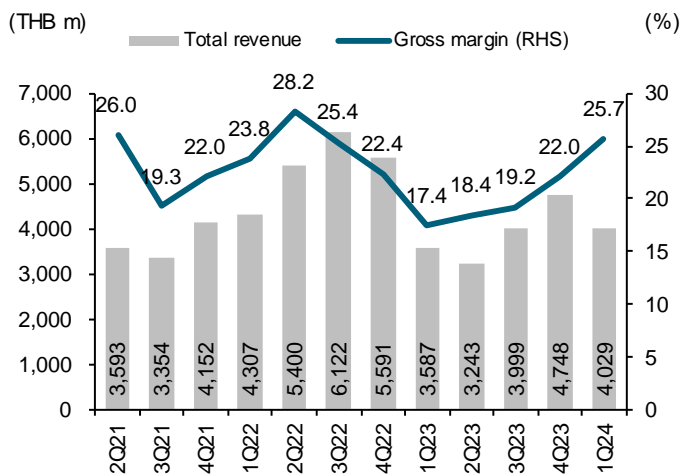
Source: FSSIA estimates

## Exhibit 1: ITC – 1Q24 earnings results

	1Q23	2Q23	3Q23	4Q23	1Q24	----- Change -----		2024E	Change	%1Q24
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(y-y%)	to 2024E
Sales	3,587	3,243	3,999	4,748	4,029	(15.2)	12.3	17,779	14.1	22.7
Cost of sales	2,962	2,645	3,231	3,702	2,994	(19.1)	1.1	13,868	10.6	21.6
Gross profit	625	598	768	1,046	1,034	(1.2)	65.5	3,911	28.8	26.4
SG&A	301	298	266	319	310	(2.8)	3.1	1,120	(5.4)	27.7
Operating profit	447	431	685	894	888	(0.7)	98.5	3,325	35.3	26.7
Other income	123	130	183	166	163	(1.9)	32.6	533	(11.5)	30.6
Interest expense	6	2	2	2	1	(10.3)	(75.0)	13	15.3	11.7
Tax expense	26	(4)	31	80	8	(89.9)	(68.3)	93	(29.6)	8.7
Other gain (loss)	11	12	(9)	(46)	(57)	nm	nm	0	(100.0)	0.0
Reported net profit	425	445	645	767	821	7.1	93.1	3,217	41.0	25.5
Core profit	414	433	653	812	878	8.1	112.2	3,217	39.1	27.3
<b>Key ratios (%)</b>						<b>(ppt)</b>	<b>(ppt)</b>			
Gross margin	17.4	18.4	19.2	22.0	25.7	3.7	8.3	22.0	2.5	
SG&A to sales	8.4	9.2	6.7	6.7	7.7	1.0	(0.7)	6.3	(1.3)	
Operating margin	12.5	13.3	17.1	18.8	22.0	3.2	9.6	18.7	2.9	
Net margin	11.9	13.7	16.1	16.2	20.4	4.2	8.5	18.1	3.4	
Core margin	11.5	13.4	16.3	17.1	21.8	4.7	10.3	18.1	3.3	
<b>Operating statistics (THB m)</b>										
THB/USD	33.9	34.5	35.2	35.8	35.7	(0.3)	5.2	33.0	(5.2)	
Tuna price (USD/ton)	1,820	2,000	1,850	1,533	1,350	(11.9)	(25.8)	1,600	(11.1)	
Cat food sales	2,399	2,264	2,885	3,226	3,041	(5.8)	26.7	12,262	13.8	24.8
Dog food sales	594	563	399	849	511	(39.8)	(14.0)	2,736	13.8	18.7
Treat sales	499	338	487	542	398	(26.6)	(20.2)	2,300	23.3	17.3
Other pet sales	2	4	2	5	6	33.3	185.7	14	9.1	43.7
Other non-pet sales	92	74	226	126	73	(41.8)	(20.6)	467	(9.9)	15.7

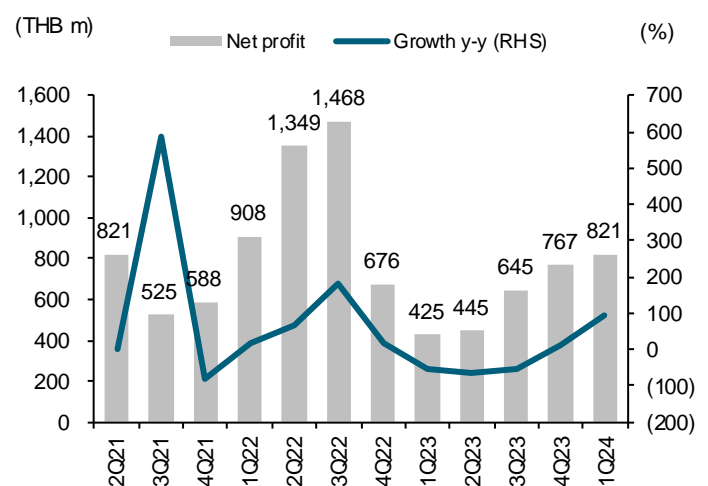
Sources: ITC, FSSIA's compilation

## Exhibit 2: Quarterly total revenue and gross margin



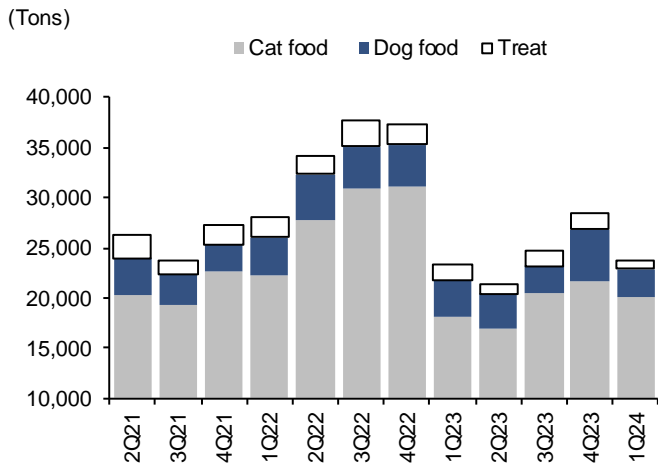
Sources: ITC, FSSIA's compilation

## Exhibit 3: Quarterly net profit and growth



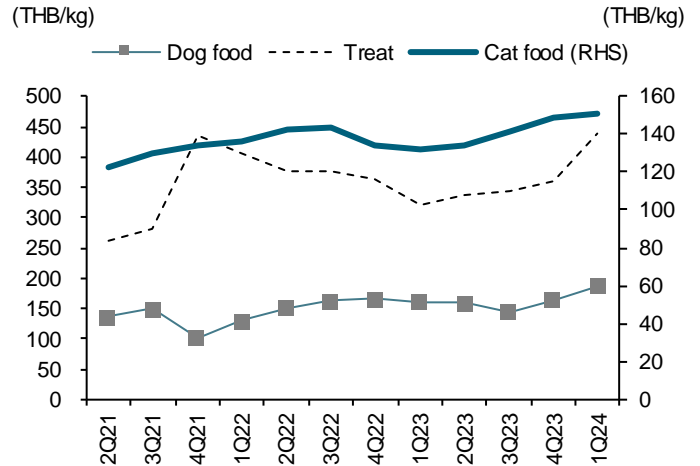
Sources: ITC, FSSIA's compilation

**Exhibit 4: Sales volume breakdown by product**



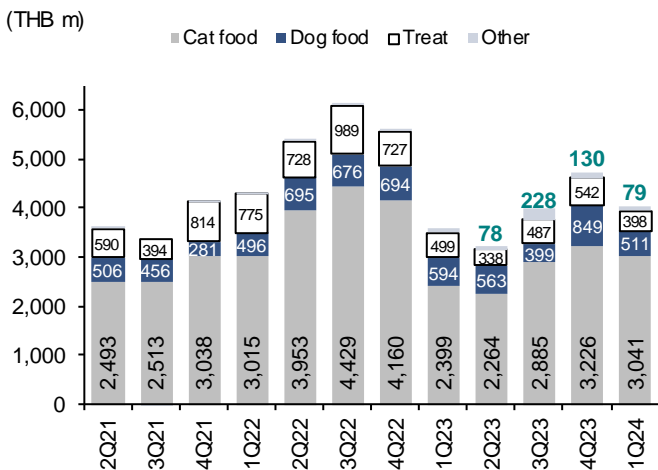
Sources: ITC, FSSIA's compilation

**Exhibit 5: Selling prices by product**



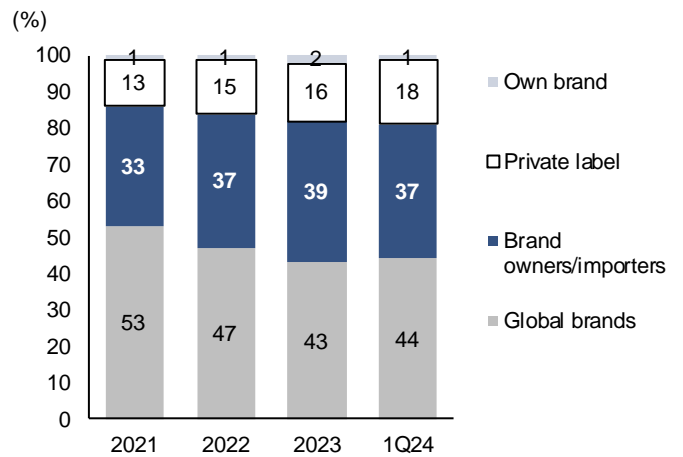
Sources: ITC, FSSIA's compilation

**Exhibit 6: Sales value breakdown by product**



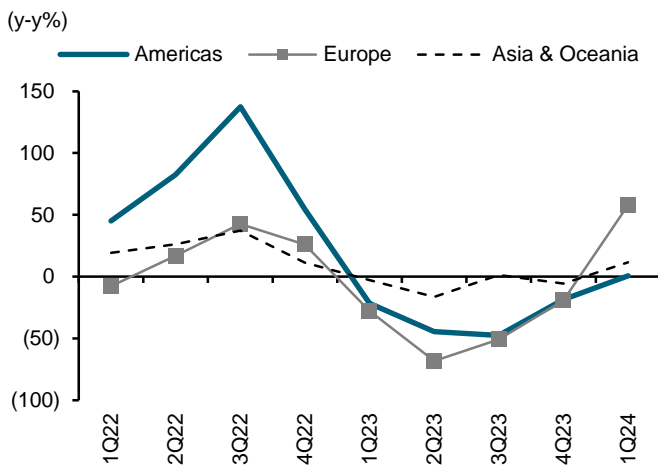
Sources: ITC, FSSIA's compilation

**Exhibit 7: Revenue contribution by type of customer**



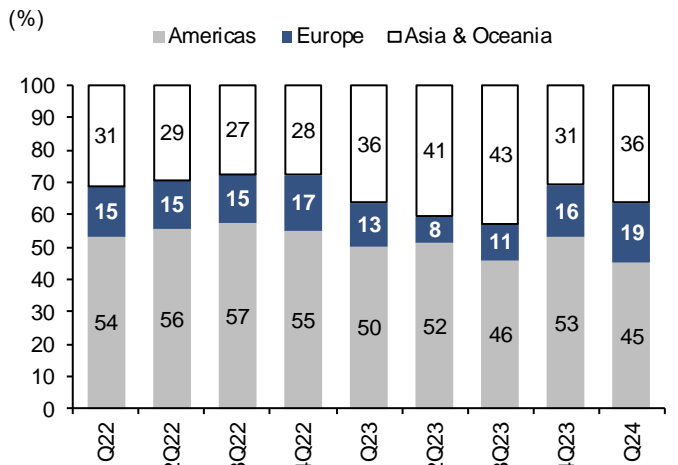
Sources: ITC, FSSIA's compilation

**Exhibit 8: Revenue growth by destination**



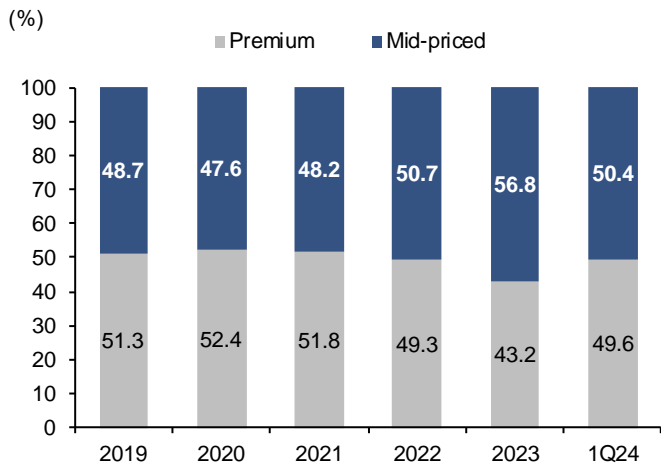
Sources: ITC, FSSIA's compilation

**Exhibit 9: Revenue contribution by destination**



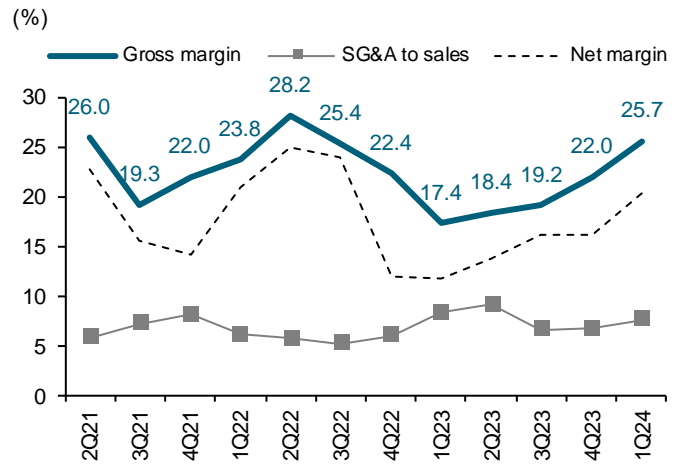
Sources: ITC, FSSIA's compilation

**Exhibit 10: Revenue contribution by product segment**



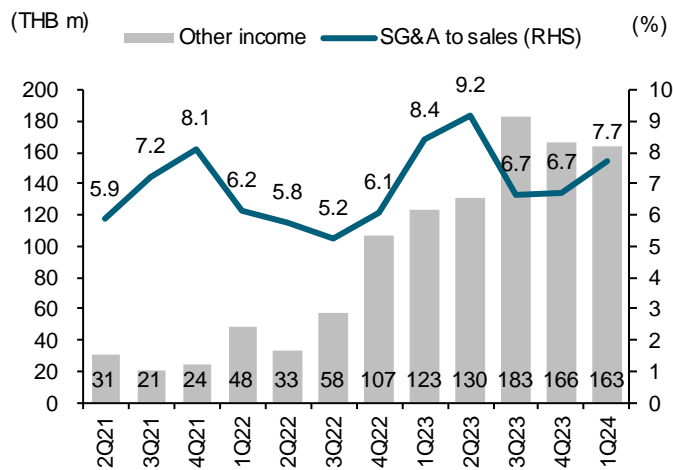
Sources: ITC, FSSIA's compilation

**Exhibit 11: Quarterly gross margin and net margin**



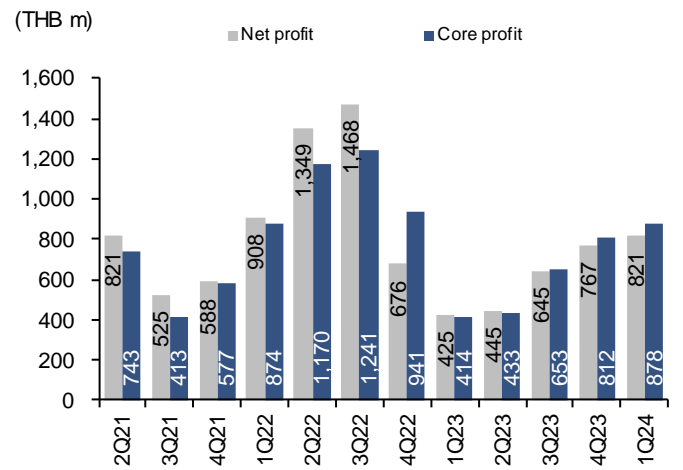
Sources: ITC, FSSIA's compilation

**Exhibit 12: Other income and SG&A to sales**



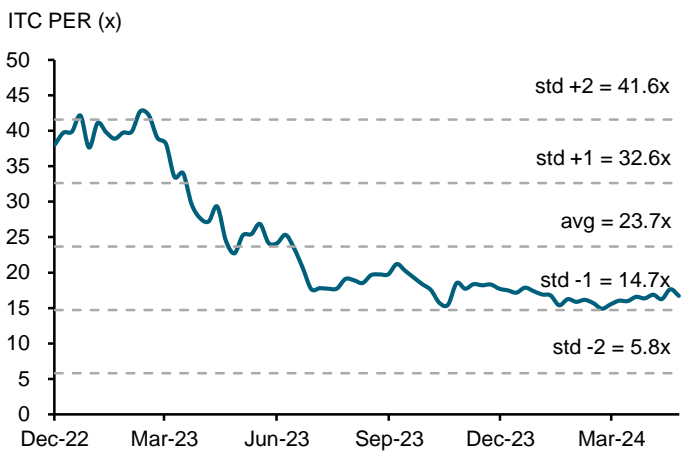
Sources: ITC, FSSIA's compilation

**Exhibit 13: Quarterly net profit and core profit**



Sources: ITC, FSSIA's compilation

**Exhibit 14: Historical P/E band**



Sources: Bloomberg, FSSIA estimates

**Exhibit 15: Historical P/BV band**



Sources: Bloomberg, FSSIA estimates

## Exhibit 16: Key assumptions for ITC

	Actual	Current			Growth		
	2023 (THB m)	2024E (THB m)	2025E (THB m)	2026E (THB m)	2024E (%)	2025E (%)	2026E (%)
Total revenue	15,577	17,779	19,947	21,907	14.1	12.2	9.8
Cost	12,539	13,868	15,459	16,868	10.6	11.5	9.1
Gross profit	3,038	3,911	4,488	5,039	28.8	14.7	12.3
SG&A expenses	1,183	1,120	1,257	1,380	(5.4)	12.2	9.8
Reported net profit	2,281	3,217	3,705	4,184	41.0	15.2	12.9
Core profit	2,312	3,217	3,705	4,184	39.1	15.2	12.9
<b>Key ratios (%)</b>							
Total revenue growth	(27.3)	14.1	12.2	9.8			
Net profit growth	(48.2)	41.0	15.2	12.9			
Core profit growth	(45.3)	39.1	15.2	12.9			
Gross margin	19.5	22.0	22.5	23.0	1.0	1.5	2.0
SG&A to sales	7.6	6.3	6.3	6.3	0.0	0.0	0.0
Net margin	14.6	18.1	18.6	19.1	0.8	1.0	1.5
Core margin	14.8	18.1	18.6	19.1	0.8	1.0	1.5
<b>Operating statistics</b>							
THB/USD	34.8	33	33	33	(5.2)	0.0	0.0
Tuna price (USD/tonne)	1,784	1,600	1,500	1,500	(10.3)	(6.3)	0.0
<b>Revenue breakdown (THB m)</b>							
Cat food	10,775	12,262	13,870	15,410	13.8	13.1	11.1
Dog food	2,405	2,736	3,095	3,298	13.8	13.1	6.6
Treats	1,866	2,300	2,546	2,763	23.3	10.7	8.5
Others	13	14	15	16	9.1	10.0	5.0
Other segment	519	467	421	421	(9.9)	(10.0)	0.0

Source: FSSIA estimates

## Financial Statements

i-Tail Corporation

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	21,420	15,577	17,779	19,947	21,907
Cost of goods sold	(16,071)	(12,539)	(13,868)	(15,459)	(16,868)
<b>Gross profit</b>	<b>5,349</b>	<b>3,038</b>	<b>3,911</b>	<b>4,488</b>	<b>5,039</b>
Other operating income	247	603	533	598	657
Operating costs	(1,239)	(1,183)	(1,120)	(1,257)	(1,380)
<b>Operating EBITDA</b>	<b>4,928</b>	<b>2,995</b>	<b>3,963</b>	<b>4,569</b>	<b>5,154</b>
Depreciation	(571)	(539)	(639)	(739)	(839)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>4,357</b>	<b>2,457</b>	<b>3,325</b>	<b>3,830</b>	<b>4,316</b>
Net financing costs	(83)	(11)	(13)	(14)	(11)
Associates	-	-	-	-	-
Recurring non-operating income	0	0	0	0	0
Non-recurring items	175	(31)	0	0	0
<b>Profit before tax</b>	<b>4,450</b>	<b>2,415</b>	<b>3,312</b>	<b>3,816</b>	<b>4,304</b>
Tax	(48)	(132)	(93)	(107)	(121)
<b>Profit after tax</b>	<b>4,401</b>	<b>2,283</b>	<b>3,219</b>	<b>3,709</b>	<b>4,184</b>
Minority interests	0	(1)	(2)	(4)	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>4,401</b>	<b>2,281</b>	<b>3,217</b>	<b>3,705</b>	<b>4,184</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>(175)</b>	<b>31</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>4,226</b>	<b>2,312</b>	<b>3,217</b>	<b>3,705</b>	<b>4,184</b>
<b>Per share (THB)</b>					
Recurring EPS *	2.46	0.77	1.07	1.24	1.39
Reported EPS	2.56	0.76	1.07	1.24	1.39
DPS	1.66	0.60	0.75	0.86	0.98
Diluted shares (used to calculate per share data)	1,720	3,000	3,000	3,000	3,000
<b>Growth</b>					
Revenue (%)	47.4	(27.3)	14.1	12.2	9.8
Operating EBITDA (%)	62.6	(39.2)	32.3	15.3	12.8
Operating EBIT (%)	74.6	(43.6)	35.3	15.2	12.7
Recurring EPS (%)	(63.7)	(68.6)	39.1	15.2	12.9
Reported EPS (%)	(66.1)	(70.3)	41.0	15.2	12.9
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	25.0	19.5	22.0	22.5	23.0
Gross margin exc. depreciation (%)	27.6	23.0	25.6	26.2	26.8
Operating EBITDA margin (%)	23.0	19.2	22.3	22.9	23.5
Operating EBIT margin (%)	20.3	15.8	18.7	19.2	19.7
Net margin (%)	19.7	14.8	18.1	18.6	19.1
Effective tax rate (%)	1.1	5.5	2.8	2.8	2.8
Dividend payout on recurring profit (%)	67.6	77.8	70.0	70.0	70.0
Interest cover (X)	52.8	223.0	261.8	277.5	385.3
Inventory days	93.6	117.0	97.2	99.6	100.8
Debtor days	48.8	86.4	79.6	75.7	76.4
Creditor days	46.3	58.9	44.6	44.8	45.4
Operating ROIC (%)	33.7	15.8	19.5	20.7	21.6
ROIC (%)	32.5	14.6	18.2	19.9	20.8
ROE (%)	26.5	9.6	13.6	15.1	16.2
ROA (%)	21.6	8.7	12.5	13.8	14.8
* Pre-exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Pet Food	18,119	13,180	14,998	16,966	18,708
Treats	3,219	1,866	2,300	2,546	2,763
Other	82	13	14	15	16
Other segment		519	467	421	421

Sources: i-Tail Corporation; FSSIA estimates

## Financial Statements

i-Tail Corporation

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	4,226	2,312	3,217	3,705	4,184
Depreciation	571	539	639	739	839
Associates & minorities	16	(15)	1	0	0
Other non-cash items	-	-	-	-	-
Change in working capital	(2,972)	(578)	(726)	(997)	(897)
<b>Cash flow from operations</b>	<b>1,841</b>	<b>2,258</b>	<b>3,131</b>	<b>3,447</b>	<b>4,126</b>
Capex - maintenance	(817)	(1,532)	(1,053)	(1,000)	(1,000)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(222)	(838)	797	(65)	(59)
<b>Cash flow from investing</b>	<b>(1,039)</b>	<b>(2,370)</b>	<b>(256)</b>	<b>(1,065)</b>	<b>(1,059)</b>
Dividends paid	(7,471)	(3,791)	(2,252)	(2,594)	(2,929)
Equity finance	20,795	0	0	0	0
Debt finance	(1,559)	4	(14)	(5)	(19)
Other financing cash flows	(16)	(50)	(213)	43	39
<b>Cash flow from financing</b>	<b>11,749</b>	<b>(3,837)</b>	<b>(2,479)</b>	<b>(2,555)</b>	<b>(2,909)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>12,551</b>	<b>(3,949)</b>	<b>396</b>	<b>(173)</b>	<b>158</b>
Free cash flow to firm (FCFF)	884.37	(101.04)	2,887.75	2,395.82	3,078.58
Free cash flow to equity (FCFE)	(773.10)	(157.69)	2,647.86	2,420.39	3,087.08

### Per share (THB)

FCFF per share	0.29	(0.03)	0.96	0.80	1.03
FCFE per share	(0.26)	(0.05)	0.88	0.81	1.03
Recurring cash flow per share	2.80	0.95	1.29	1.48	1.67

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	7,968	8,905	9,449	9,853	10,162
Less: Accumulated depreciation	(3,075)	(3,423)	(3,560)	(3,703)	(3,851)
<b>Tangible fixed assets (net)</b>	<b>4,893</b>	<b>5,482</b>	<b>5,889</b>	<b>6,150</b>	<b>6,312</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	42	923	-	-	-
Invest. in associates & subsidiaries	-	-	-	-	-
Cash & equivalents	13,254	9,305	9,701	9,528	9,686
A/C receivable	3,517	3,860	3,897	4,372	4,802
Inventories	4,454	3,243	3,799	4,235	4,621
Other current assets	1,526	2,165	2,489	2,793	3,067
<b>Current assets</b>	<b>22,750</b>	<b>18,573</b>	<b>19,886</b>	<b>20,928</b>	<b>22,176</b>
Other assets	493	452	533	598	657
<b>Total assets</b>	<b>28,178</b>	<b>25,431</b>	<b>26,308</b>	<b>27,676</b>	<b>29,145</b>
Common equity	25,029	23,118	24,030	25,142	26,397
Minorities etc.	16	1	2	2	2
<b>Total shareholders' equity</b>	<b>25,045</b>	<b>23,119</b>	<b>24,032</b>	<b>25,144</b>	<b>26,399</b>
Long term debt	29	33	28	23	4
Other long-term liabilities	588	569	356	399	438
<b>Long-term liabilities</b>	<b>617</b>	<b>602</b>	<b>384</b>	<b>422</b>	<b>442</b>
A/C payable	2,353	1,520	1,710	1,906	2,080
Short term debt	14	14	5	5	5
Other current liabilities	150	177	178	199	219
<b>Current liabilities</b>	<b>2,517</b>	<b>1,710</b>	<b>1,892</b>	<b>2,110</b>	<b>2,304</b>
<b>Total liabilities and shareholders' equity</b>	<b>28,178</b>	<b>25,431</b>	<b>26,308</b>	<b>27,676</b>	<b>29,145</b>
Net working capital	6,994	7,572	8,298	9,295	10,191
Invested capital	12,422	14,429	14,720	16,043	17,160

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

### Per share (THB)

Book value per share	8.34	7.71	8.01	8.38	8.80
Tangible book value per share	8.34	7.71	8.01	8.38	8.80

### Financial strength

Net debt/equity (%)	(52.8)	(40.0)	(40.2)	(37.8)	(36.7)
Net debt/total assets (%)	(46.9)	(36.4)	(36.7)	(34.3)	(33.2)
Current ratio (x)	9.0	10.9	10.5	9.9	9.6
CF interest cover (x)	(8.4)	(13.3)	209.5	176.4	276.6

Valuation	2022	2023	2024E	2025E	2026E
<b>Recurring P/E (x) *</b>	<b>8.5</b>	<b>27.2</b>	<b>19.6</b>	<b>17.0</b>	<b>15.1</b>
<b>Recurring P/E @ target price (x) *</b>	<b>11.0</b>	<b>35.0</b>	<b>25.2</b>	<b>21.9</b>	<b>19.4</b>
Reported P/E (x)	8.2	27.6	19.6	17.0	15.1
Dividend yield (%)	7.9	2.9	3.6	4.1	4.6
Price/book (x)	2.5	2.7	2.6	2.5	2.4
Price/tangible book (x)	2.5	2.7	2.6	2.5	2.4
EV/EBITDA (x) **	10.1	17.9	13.5	11.7	10.3
EV/EBITDA @ target price (x) **	13.8	24.0	18.0	15.7	13.8
EV/invested capital (x)	4.0	3.7	3.6	3.3	3.1

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

Sources: i-Tail Corporation; FSSIA estimates



## Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices ( <a href="#">DJSI</a> ) 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 ( <a href="#">THSI</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> )	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 <b>THSI inclusion</b> , 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. <b>SETTHSI Index</b> 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.																				
<b>CG Score</b> 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%).																				
<b>AGM level</b> 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&amp;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.																				
<b>Thai CAC</b> 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.																				
<a href="#">Morningstar Sustainability</a>	The Sustainability's 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 &amp; 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.																				
<a href="#">ESG Book</a>	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.	<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> <p>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.</p>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+										
NEGL	Low	Medium	High	Severe																		
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<a href="#">MSCI</a>	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><b>AAA</b></td> <td>8.571-10.000</td> <td rowspan="3"><b>Leader:</b></td> <td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td><b>AA</b></td> <td>7.143-8.570</td> </tr> <tr> <td><b>A</b></td> <td>5.714-7.142</td> </tr> <tr> <td><b>BBB</b></td> <td>4.286-5.713</td> <td rowspan="3"><b>Average:</b></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><b>BB</b></td> <td>2.857-4.285</td> </tr> <tr> <td><b>B</b></td> <td>1.429-2.856</td> </tr> <tr> <td><b>CCC</b></td> <td>0.000-1.428</td> <td><b>Laggard:</b></td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570	<b>A</b>	5.714-7.142	<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285	<b>B</b>	1.429-2.856	<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks	
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<a href="#">Moody's ESG solutions</a>	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.																					
<a href="#">Refinitiv ESG rating</a>	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; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																					
<a href="#">S&amp;P Global</a>	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.																					
<b>Bloomberg</b>	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

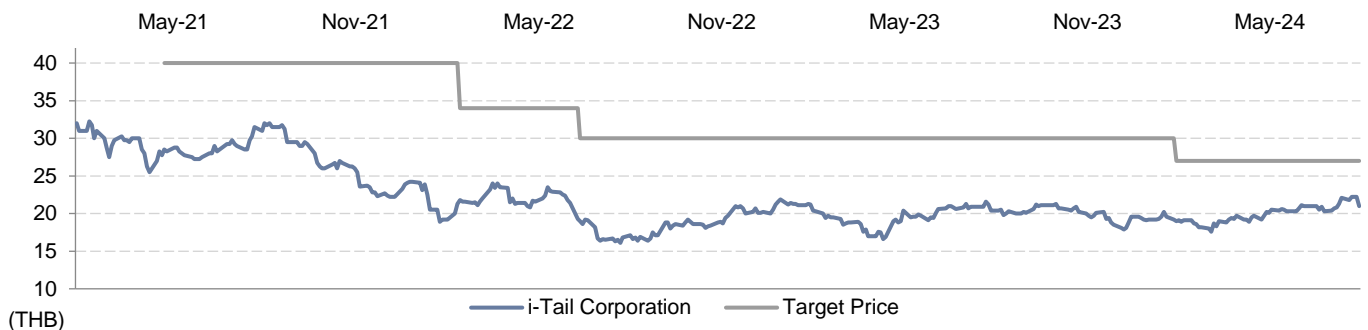
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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#### History of change in investment rating and/or target price

##### i-Tail Corporation (ITC TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
11-Jan-2023	BUY	40.00	26-Jun-2023	BUY	30.00	-	-	-
09-May-2023	BUY	34.00	19-Feb-2024	BUY	27.00			

Sureeporn Teewasuwet started covering this stock from 11-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
i-Tail Corporation	ITC TB	THB 21.00	BUY	Downside risks to our P/E-based TP include 1) a slower-than-expected recovery in purchasing power, 2) more fluctuating raw material prices than expected, 3) a stronger-than-expected THB, and 4) labour shortages.

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 03-May-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.