

# CARABAO GROUP

THAILAND / FOOD & BEVERAGE

## CBG TB

**BUY**  
UNCHANGED

### So far so good

- CBG targets the 2024 energy drink market share to reach a new high at 25% and remains on track to the plan with a 2-3% share of beer.
- A bullish view on earnings momentum for the remainder of the year, with 1Q24 projected to be the lowest point for the year.
- Retain our BUY call with a higher TP of THB81.

TARGET PRICE	THB81.00
CLOSE	THB71.00
UP/DOWNSIDE	+14.1%
PRIOR TP	THB70.00
CHANGE IN TP	+15.7%
TP vs CONSENSUS	+9.0%

### KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	18,853	21,139	22,263	23,344
Net profit	1,924	2,684	2,896	3,065
EPS (THB)	1.92	2.68	2.90	3.06
vs Consensus (%)	-	10.0	5.0	(0.4)
EBITDA	3,245	4,144	4,393	4,617
Recurring net profit	1,924	2,684	2,896	3,065
Core EPS (THB)	1.92	2.68	2.90	3.06
Chg. In EPS est. (%)	-	8.2	8.7	8.5
EPS growth (%)	(15.8)	39.5	7.9	5.8
Core P/E (x)	36.9	26.5	24.5	23.2
Dividend yield (%)	1.3	1.9	2.0	2.2
EV/EBITDA (x)	23.3	18.5	17.5	16.6
Price/book (x)	6.2	5.4	4.9	4.4
Net debt/Equity (%)	41.2	44.9	40.7	36.9
ROE (%)	17.4	21.8	20.9	20.0

### CBG targets market share to reach a new high this year

Management highlighted that Carabao Dang's market share by volume reached 24.1% in April, up from 23.4% in 1Q24. They target to further increase it to 26-27% in 2H24, resulting in an average of 25% for 2024, up from 23.6% in 2023. This growth should be driven by promotional activities and management's confidence in the price point of THB10 per unit, which is well-received by customers. Additionally, CBG has collaborated with distributors to reduce the stock duration from 2-3 months to just two weeks, which CBG considers an appropriate level. As a result, domestic beverage revenue in 2Q24 is expected to grow both q-q and y-y.

### Expect 2Q24 net profit to continue to grow

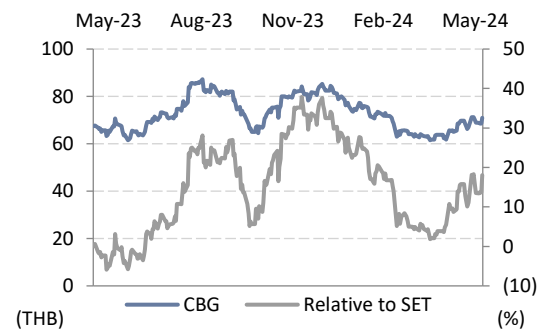
We expect 2Q24 overseas revenue to slightly increase q-q and accelerate in 3Q24, particularly in Cambodia, where distributors plan to launch more promotions during 2Q-3Q24. As for beer revenue, 1Q24 revenue might be the lowest point of this year, with management guiding that 2Q24 revenue should recover due to April being the hottest month and the Songkran Festival. CBG also intends to expand into modern and traditional trades. In particular, it would focus on traditional trade, with a goal of reaching 50% by the end of 2024, up from 25% in 1Q24. If successful, beer revenue in 2H24 is projected to surpass 1H24.

### Revising up 2024 net profit to grow by 39.5% y-y

The gross margin for 2Q24 should recover both q-q and y-y, as the overall cost structure remains similar to 1Q24. This is due to the hedging of prices for sugar and aluminum, which have been secured until 3Q24. Subsequently, the cost of sugar and aluminum may start to rise in 4Q24 in line with global market prices. However, we believe an increased utilization rate in 2H24 will help offset these potential cost increases. As a result, we have revised our 2024E net profit by 8.2% to THB2.68b (+39.5% y-y) to reflect a higher-than-expected gross margin in 1H24.

### Retain our BUY call with a higher TP of THB81

We have increased our target price to THB81 from THB70 by re-rating the P/E multiple from 28x to 30x to reflect a higher projected profit growth rate. We have a positive view on earnings momentum, with 1Q24 projected to be the lowest point for the year. We anticipate a gradual increase in beer market share to around 2-3%. However, this modest market share target might be sufficient to support strong profit growth this year.



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	8.4	(1.0)	2.2
Relative to country (%)	6.9	1.5	14.2
Mkt cap (USD m)	1,943		
3m avg. daily turnover (USD m)	7.5		
Free float (%)	29		
Major shareholder	Sathienthamholding Co Ltd (25%)		
12m high/low (THB)	89.50/61.25		
Issued shares (m)	1,000.00		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

We expect the 2024 energy drink market to record a moderate growth of 3% y-y, supported by a low base and a slight consumption recovery. We began to see higher profitability from 2H23 due to lower packaging and utility costs. Our positive outlook is based on the stronger earnings momentum for the remainder of this year, with 1Q24 projected to be the lowest point for the year. We anticipate a gradual increase in beer market share to around 2-3%, which will require time to expand, particularly through the traditional trade channel. However, this modest market share target might be sufficient to support strong profit growth this year.

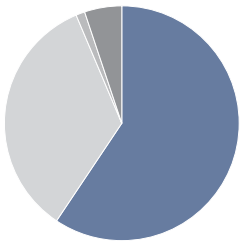
Company profile

Established in 2002, CBG is a joint investment of Mr. Sathien Sathientham, Ms. Nutchamai Thanombooncharoen, and Mr. Yeunyong Opakul (Add Carabao). It is a holding company with investments in subsidiaries that manufacture, market, and distribute energy drinks and other beverages in domestic and overseas markets. Its core product is the Carabao Dang energy drink.

[www.carabaogroup.com](http://www.carabaogroup.com)

Principal activities (revenue, 2023)

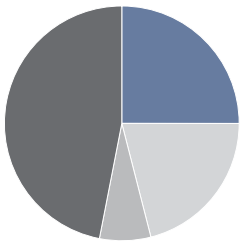
- Branded own - 59.4 %
- 3rd party distribution - 34.3 %
- Branded OEM - 1.2 %
- Others (Packaging) - 5.1 %



Source: Carabao Group

Major shareholders

- Sathienthamholding Co Ltd - 25.0 %
- Ms Nutchamai Thanombooncharoen - 21.0 %
- Mr Yuenyong Opakul - 7.1 %
- Others - 46.9 %



Source: Carabao Group

Catalysts

Potential catalysts for CBG’s earnings growth in 2024 are 1) revenue growth driven by rising market share; 2) declining packaging and raw material costs; 3) successful new product launches; and 4) a successful production line established in Myanmar.

Risks to our call

Downside risks to our P/E-based TP are 1) a slower-than-expected recovery in consumption; 2) higher competition in the domestic energy drink market; 3) a potential rise in packaging and raw material costs; and 4) regulatory risks from domestic and international markets.

Event calendar

Date	Event
August 2024	2Q24 results announcement

Key assumptions

	2024E	2025E	2026E
Branded Own growth (%)	7.0	6.1	5.2
Branded OEM growth (%)	10.0	10.0	10.0
3rd party growth (%)	20.5	4.0	4.1
Other-packaging (%)	16.5	5.0	5.0
Total revenue growth (%)	12.1	5.3	4.9
Gross margin (%)	26.3	26.5	26.7

Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in revenue, we estimate 2024 net profit to rise by 1.3%, and vice versa, all else being equal.
- For every 0.5% increase in GPM, we estimate 2024 net profit to rise by 4.2%, and vice versa, all else being equal.
- For every 0.2% increase in SG&A, we estimate 2024 net profit to fall by 1.7%, and vice versa, all else being equal.

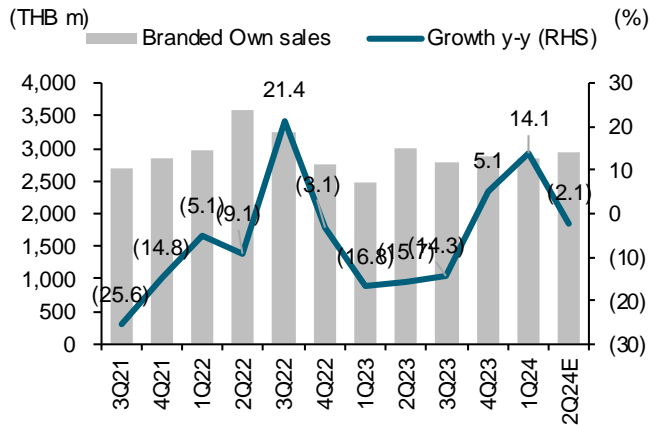
Source: FSSIA estimates

## Exhibit 1: CBG – 2Q24 earnings preview

	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24E	---- Change ----		2024E	Change	% 1H24E
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(y-y%)	to 2024E
Sales	4,124	4,707	4,707	5,316	4,935	5,236	6.1	11.3	21,139	12.1	48.1
Cost of sales	3,107	3,447	3,445	3,975	3,613	3,823	5.8	10.9	15,586	11.5	47.7
Gross profit	1,017	1,260	1,262	1,341	1,322	1,414	7.0	12.2	5,553	13.8	49.3
SG&A	729	712	655	564	576	613	6.3	(14.0)	2,473	(7.0)	48.1
Operating profit	350	588	650	819	787	843	7.1	43.4	3,291	36.7	49.5
Interest expense	36	44	51	52	45	45	(0.8)	3.1	182	(0.6)	49.6
Tax expense	61	80	80	115	123	132	7.2	64.2	467	38.7	54.5
Reported net profit	264	482	530	649	628	674	7.3	40.1	2,684	39.5	48.5
Core profit	264	482	530	649	628	674	7.3	40.1	2,684	39.5	48.5
<b>Key Ratios (%)</b>							<b>(ppt)</b>	<b>(ppt)</b>			
Gross margin	24.7	26.8	26.8	25.2	26.8	27.0	0.2	0.2	26.3	0.4	
SG&A / Sales	17.7	15.1	13.9	10.6	11.7	11.7	0.0	(3.4)	11.7	(2.4)	
Operating margin	8.5	12.5	13.8	15.4	16.0	16.1	0.1	3.6	15.6	2.8	
Net margin	6.4	10.2	11.3	12.2	12.7	12.9	0.1	2.6	12.7	2.5	
Core margin	6.4	10.2	11.3	12.2	12.7	12.9	0.1	2.6	12.7	2.5	
<b>Operating Statistics (THB m)</b>											
Branded Own sales	2,486	3,017	2,798	2,896	2,838	2,954	4.1	(2.1)	11,976	7.0	48.4
Branded Own - domestic	1,163	1,526	1,651	1,505	1,318	1,397	6.0	(8.4)	6,078	4.0	44.7
Branded Own - overseas	1,324	1,491	1,147	1,391	1,520	1,557	2.4	4.4	5,898	10.2	52.2
Branded OEM sales	49	64	61	59	72	75	4.2	17.2	255	10.0	57.6
3rd party sales	1,464	1,452	1,450	2,088	1,823	1,970	8.1	35.7	7,781	20.5	48.7
Other (packaging)	124	174	398	273	202	237	17.3	36.2	1,127	16.5	39.0
GM - Branded Own (%)	33.7	35.2	35.6	37.5	38.9	39.2	0.3	4.0	37.5	1.9	
GM - Branded OEM (%)	12.1	14.1	18.0	18.6	16.7	17.0	0.3	2.9	17.0	1.1	
GM - 3rd party (%)	9.6	10.0	10.0	8.2	9.2	9.5	0.3	(0.5)	9.3	(0.0)	
GM - other (%)	26.7	25.3	27.6	25.6	18.8	24.0	5.2	(1.3)	26.0	(0.5)	
Domestic sales (% of total sales)	67.9	68.0	75.3	73.6	69.2	70.3	1.1	2.2	71.4	7.2	
Overseas sales (% of total sales)	32.1	32.0	24.7	26.4	30.8	29.7	(1.1)	(2.2)	28.6	(7.2)	
Domestic sales (THB m)	2,799	3,202	3,546	3,911	3,414	3,679	(12.7)	22.0	15,241	13.3	46.5
Overseas sales (THB m)	1,325	1,505	1,161	1,405	1,520	1,557	8.2	14.7	5,898	9.3	52.2

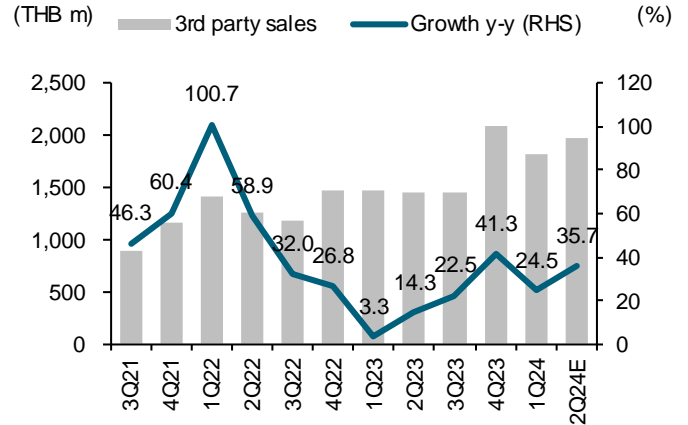
Sources: CBG, FSSIA estimates

Exhibit 2: Quarterly own-brand sales and growth



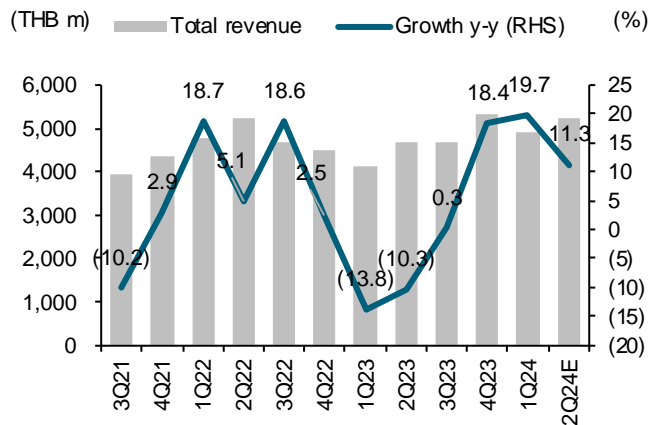
Sources: CBG, FSSIA estimates

Exhibit 3: Quarterly 3rd party sales and growth



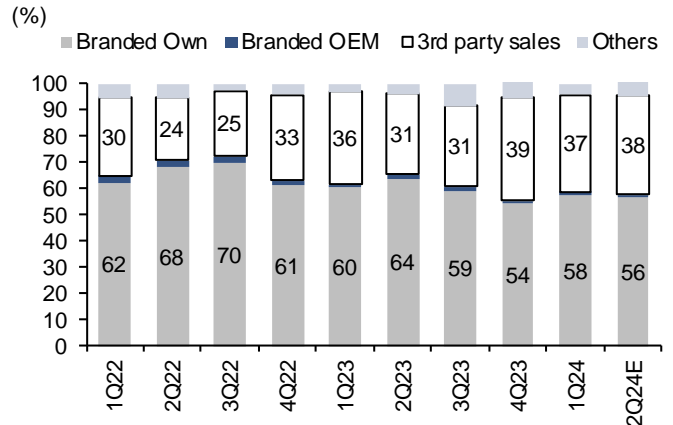
Sources: CBG, FSSIA estimates

Exhibit 4: Quarterly total revenue and growth



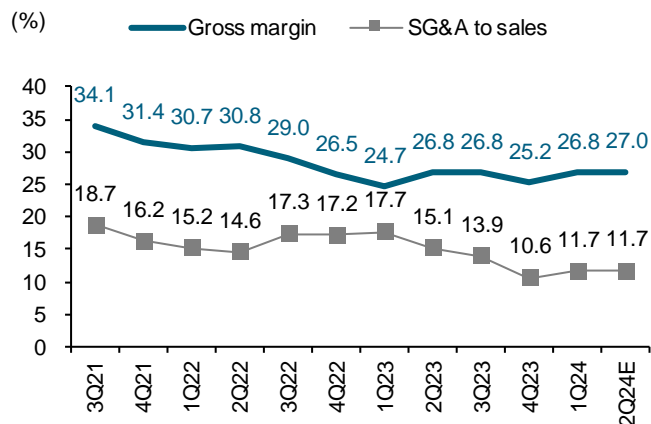
Sources: CBG, FSSIA estimates

Exhibit 5: Revenue contribution by segment



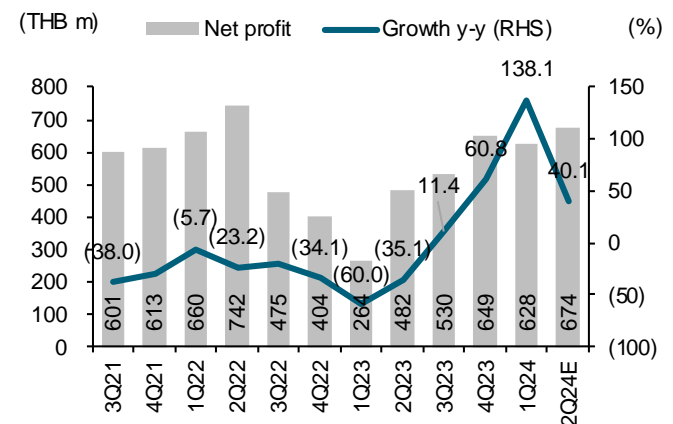
Sources: CBG, FSSIA estimates

Exhibit 6: Quarterly gross margin and SG&amp;A to sales



Sources: CBG, FSSIA estimates

Exhibit 7: Quarterly net profit and growth



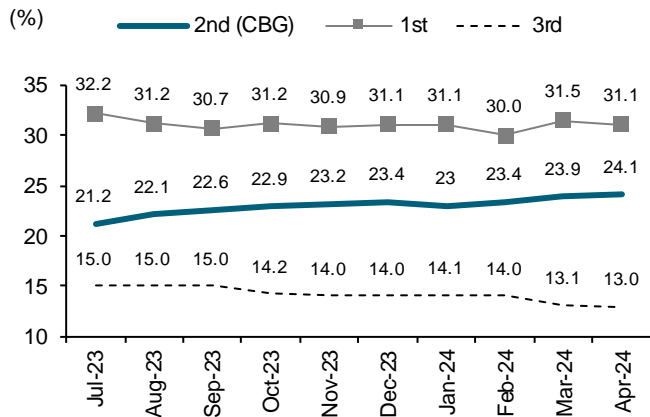
Sources: CBG, FSSIA estimates

**Exhibit 8: Change in key assumptions for CBG**

	Actual	Current				Previous			Change		
	2023	2024E	2025E	2026E	2024E	2025E	2026E	2024E	2025E	2026E	
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(%)	(%)	(%)	
Total revenue	18,853	21,139	22,263	23,344	20,907	21,917	22,981	1.1	1.6	1.6	
Costs	13,974	15,586	16,356	17,112	15,638	16,341	17,091	(0.3)	0.1	0.1	
Gross profit	4,879	5,553	5,907	6,232	5,269	5,576	5,890	5.4	5.9	5.8	
SG&A expense	2,660	2,473	2,605	2,731	2,446	2,564	2,689	1.1	1.6	1.6	
Interest expense	183	182	182	184	163	163	164	12.0	12.0	12.0	
Profit sharing	24	27	40	30	27	40	30	1.1	0.0	1.6	
Reported net profit	1,924	2,684	2,896	3,065	2,480	2,662	2,823	8.2	8.8	8.6	
Core profit	1,924	2,684	2,896	3,065	2,480	2,662	2,823	8.2	8.8	8.6	
Key ratios (%)											
Total revenue growth	(1.9)	12.1	5.3	4.9	10.9	4.8	4.9				
Net profit growth	(15.8)	39.5	7.9	5.8	28.9	7.3	6.1				
Core profit growth	(15.8)	39.5	7.9	5.8	28.9	7.3	6.1				
Gross margin	25.9	26.3	26.5	26.7	25.2	25.4	25.6	1.1	1.1	1.1	
SG&A to sales	14.1	11.7	11.7	11.7	11.7	11.7	11.7	0.0	0.0	0.0	
Net margin	10.2	12.7	13.0	13.1	11.9	12.1	12.3	0.8	0.9	0.8	
Core margin	10.2	12.7	13.0	13.1	11.9	12.1	12.3	0.8	0.9	0.8	
Operating statistics (THB m)											
Branded Own sales	11,196	11,976	12,703	13,368	11,744	12,358	13,005	2.0	2.8	2.8	
Branded OEM sales	232	255	281	309	255	281	309	0.0	0.0	0.0	
3rd party sales	6,458	7,781	8,095	8,425	7,781	8,095	8,425	0.0	(0.0)	(0.0)	
-Spirit	5,688	6,399	6,591	6,789	5,973	6,271	6,585	7.1	5.1	3.1	
-Beer	480	1,082	1,195	1,318	1,500	1,500	1,500	(27.9)	(20.3)	(12.1)	
Other (packaging) sales	967	1,127	1,183	1,243	1,127	1,183	1,243	0.0	0.0	0.0	
GM - Branded Own (%)	35.6	37.5	37.8	38.0	36.0	36.3	36.5	1.5	1.5	1.5	
GM - Branded OEM (%)	15.9	17.0	17.0	17.0	17.0	17.0	17.0	0.0	0.0	0.0	
GM - 3rd party (%)	9.3	9.3	9.3	9.2	9.1	9.1	9.1	0.3	0.2	0.1	
GM - Packaging (%)	26.5	26.0	26.0	26.0	26.0	26.0	26.0	0.0	0.0	0.0	
Domestic sales (THB m)	13,457	15,241	15,941	16,677	15,241	15,941	16,677	0.0	(0.0)	(0.0)	
Overseas sales (THB m)	5,396	5,898	6,321	6,667	5,666	5,976	6,304	4.1	5.8	5.8	
Domestic sales (% of total sales)	71.4	72.1	71.6	71.4	72.9	72.7	72.6	(0.8)	(1.1)	(1.1)	
Overseas sales (% of total sales)	28.6	27.9	28.4	28.6	27.1	27.3	27.4	0.8	1.1	1.1	

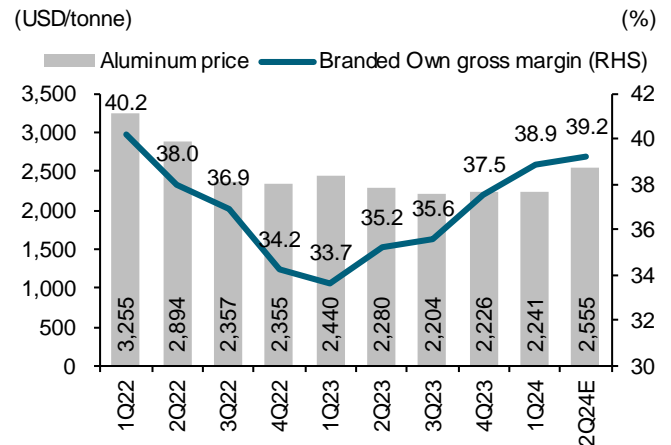
Source: FSSIA estimates

Exhibit 9: Market share in energy drink by volume



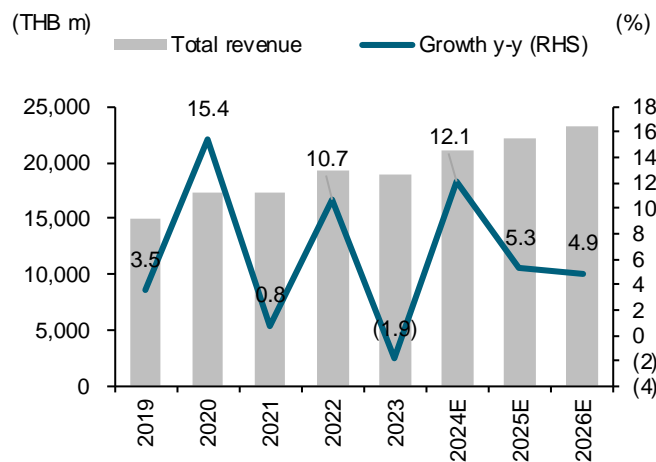
Sources: CBG, FSSIA's compilation

Exhibit 10: Quarterly aluminium price and gross margin



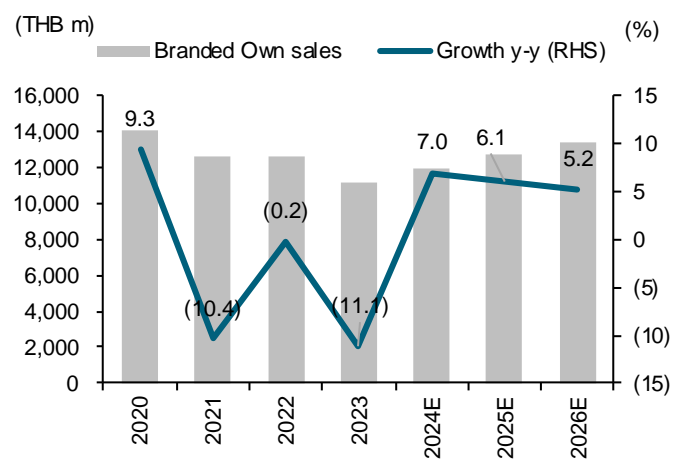
Sources: CBG, FSSIA estimates

Exhibit 11: Yearly total revenue and growth



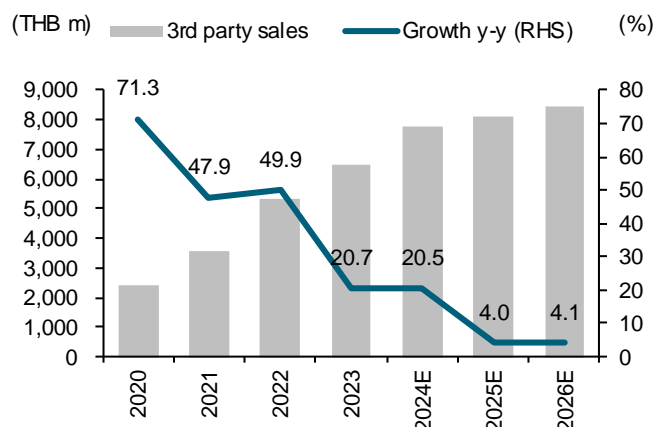
Sources: CBG, FSSIA estimates

Exhibit 12: Yearly own-brand sales and growth



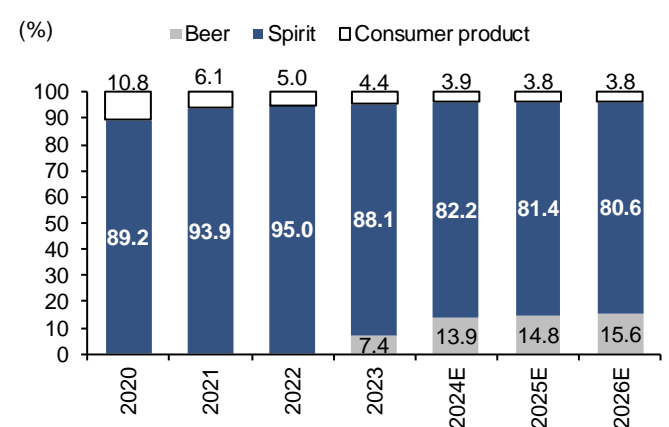
Sources: CBG, FSSIA estimates

Exhibit 13: Yearly 3rd party revenue and growth



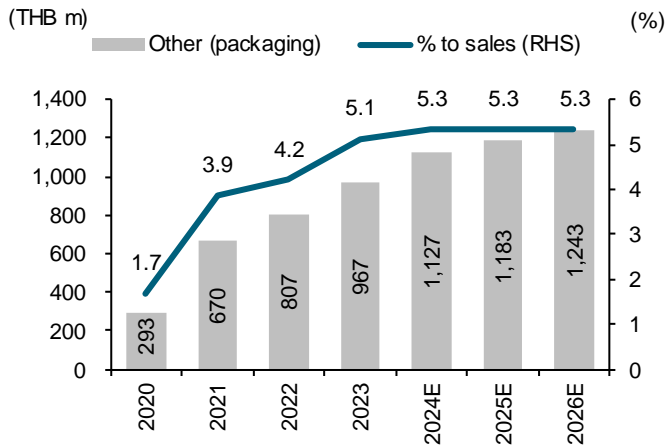
Sources: CBG, FSSIA estimates

Exhibit 14: 3rd party revenue contribution by product



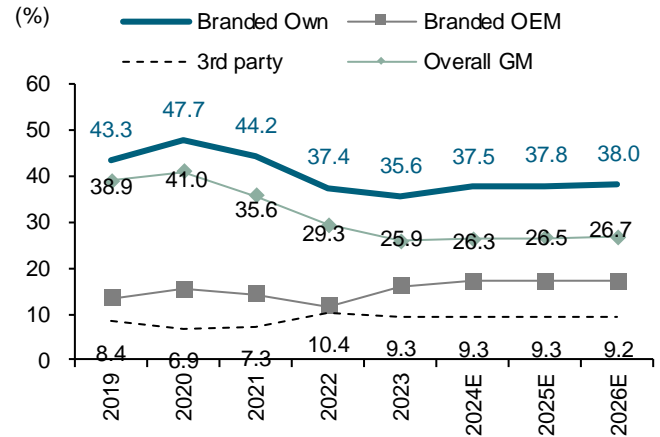
Sources: CBG, FSSIA estimates

Exhibit 15: Other (packaging) revenue



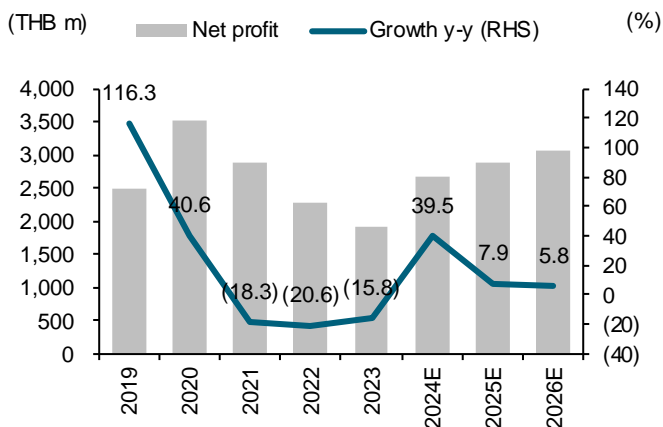
Sources: CBG, FSSIA estimates

Exhibit 16: Gross margin breakdown by segment



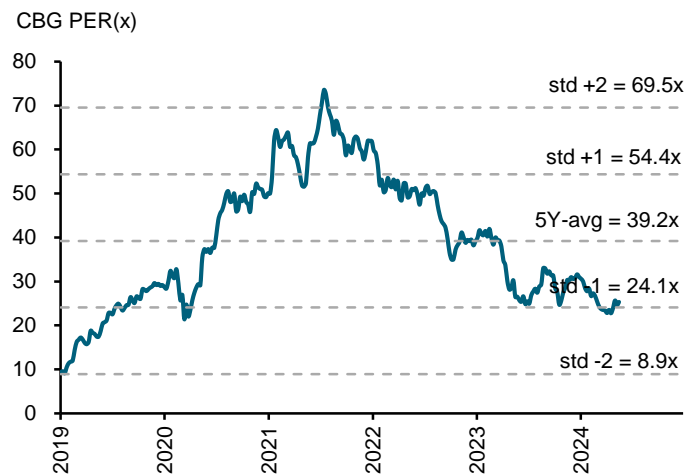
Sources: CBG, FSSIA estimates

Exhibit 17: Yearly net profit and growth



Sources: CBG, FSSIA estimates

Exhibit 18: Historical P/E band



Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Carabao Group

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	19,215	18,853	21,139	22,263	23,344
Cost of goods sold	(13,582)	(13,974)	(15,586)	(16,356)	(17,112)
<b>Gross profit</b>	<b>5,633</b>	<b>4,879</b>	<b>5,553</b>	<b>5,907</b>	<b>6,232</b>
Other operating income	239	188	211	223	233
Operating costs	(3,078)	(2,660)	(2,473)	(2,605)	(2,731)
<b>Operating EBITDA</b>	<b>3,607</b>	<b>3,245</b>	<b>4,144</b>	<b>4,393</b>	<b>4,617</b>
Depreciation	(813)	(838)	(853)	(868)	(883)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>2,794</b>	<b>2,407</b>	<b>3,291</b>	<b>3,525</b>	<b>3,734</b>
Net financing costs	(114)	(178)	(177)	(179)	(181)
Associates	5	8	10	12	14
Recurring non-operating income	5	8	10	12	14
Non-recurring items	0	0	0	0	0
<b>Profit before tax</b>	<b>2,684</b>	<b>2,237</b>	<b>3,124</b>	<b>3,358</b>	<b>3,567</b>
Tax	(433)	(337)	(467)	(502)	(533)
<b>Profit after tax</b>	<b>2,251</b>	<b>1,900</b>	<b>2,657</b>	<b>2,856</b>	<b>3,034</b>
Minority interests	35	24	27	40	30
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>2,286</b>	<b>1,924</b>	<b>2,684</b>	<b>2,896</b>	<b>3,065</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Recurring net profit</b>	<b>2,286</b>	<b>1,924</b>	<b>2,684</b>	<b>2,896</b>	<b>3,065</b>
<b>Per share (THB)</b>					
Recurring EPS *	2.29	1.92	2.68	2.90	3.06
Reported EPS	2.29	1.92	2.68	2.90	3.06
DPS	1.50	0.90	1.34	1.45	1.53
Diluted shares (used to calculate per share data)	1,000	1,000	1,000	1,000	1,000
<b>Growth</b>					
Revenue (%)	10.7	(1.9)	12.1	5.3	4.9
Operating EBITDA (%)	(14.1)	(10.0)	27.7	6.0	5.1
Operating EBIT (%)	(18.9)	(13.8)	36.7	7.1	5.9
Recurring EPS (%)	(20.6)	(15.8)	39.5	7.9	5.8
Reported EPS (%)	(20.6)	(15.8)	39.5	7.9	5.8
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	29.3	25.9	26.3	26.5	26.7
Gross margin exc. depreciation (%)	33.5	30.3	30.3	30.4	30.5
Operating EBITDA margin (%)	18.8	17.2	19.6	19.7	19.8
Operating EBIT margin (%)	14.5	12.8	15.6	15.8	16.0
Net margin (%)	11.9	10.2	12.7	13.0	13.1
Effective tax rate (%)	16.1	15.1	15.0	14.9	14.9
Dividend payout on recurring profit (%)	65.6	46.8	50.0	50.0	50.0
Interest cover (X)	24.5	13.5	18.6	19.7	20.8
Inventory days	72.2	69.6	60.2	61.9	61.9
Debtor days	40.7	45.7	38.9	39.0	39.1
Creditor days	51.8	54.2	53.4	54.7	54.6
Operating ROIC (%)	14.2	12.2	15.7	14.9	14.6
ROIC (%)	13.5	11.6	15.0	14.3	14.1
ROE (%)	21.9	17.4	21.8	20.9	20.0
ROA (%)	11.9	10.3	13.4	13.1	12.9

\* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Branded own	12,591	11,196	11,976	12,703	13,368
3rd party distribution	5,350	6,458	7,781	8,095	8,425
Branded OEM	467	232	255	281	309
Others (Packaging)	807	967	1,127	1,183	1,243

Sources: Carabao Group; FSSIA estimates



## Financial Statements

### Carabao Group

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	2,286	1,924	2,684	2,896	3,065
Depreciation	813	838	853	868	883
Associates & minorities	-	-	-	-	-
Other non-cash items	(19)	(61)	6	17	(12)
Change in working capital	(1,117)	992	(143)	(136)	(131)
<b>Cash flow from operations</b>	<b>1,963</b>	<b>3,694</b>	<b>3,400</b>	<b>3,645</b>	<b>3,805</b>
Capex - maintenance	(737)	(822)	(3,303)	(2,257)	(2,296)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(16)	(26)	54	(3)	(3)
<b>Cash flow from investing</b>	<b>(753)</b>	<b>(848)</b>	<b>(3,248)</b>	<b>(2,260)</b>	<b>(2,299)</b>
Dividends paid	(1,760)	(1,156)	(1,342)	(1,448)	(1,532)
Equity finance	0	0	0	0	0
Debt finance	326	(1,438)	663	8	43
Other financing cash flows	27	(5)	32	12	12
<b>Cash flow from financing</b>	<b>(1,408)</b>	<b>(2,598)</b>	<b>(647)</b>	<b>(1,428)</b>	<b>(1,478)</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>(198)</b>	<b>248</b>	<b>(495)</b>	<b>(43)</b>	<b>28</b>
Free cash flow to firm (FCFF)	1,324.54	3,029.30	334.08	1,567.22	1,689.38
Free cash flow to equity (FCFE)	1,562.23	1,403.93	846.86	1,405.22	1,560.71
<b>Per share (THB)</b>					
FCFF per share	1.32	3.03	0.33	1.57	1.69
FCFE per share	1.56	1.40	0.85	1.41	1.56
Recurring cash flow per share	3.08	2.70	3.54	3.78	3.94
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	16,143	17,819	19,525	21,262	23,028
Less: Accumulated depreciation	(3,291)	(4,944)	(3,905)	(4,252)	(4,606)
<b>Tangible fixed assets (net)</b>	<b>12,852</b>	<b>12,875</b>	<b>15,620</b>	<b>17,009</b>	<b>18,422</b>
<b>Intangible fixed assets (net)</b>	<b>612</b>	<b>629</b>	<b>597</b>	<b>598</b>	<b>599</b>
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	162	173	173	173	173
Cash & equivalents	936	1,184	689	646	674
A/C receivable	2,533	2,192	2,317	2,440	2,558
Inventories	2,718	2,295	2,562	2,689	2,813
Other current assets	160	131	106	111	117
<b>Current assets</b>	<b>6,347</b>	<b>5,802</b>	<b>5,673</b>	<b>5,886</b>	<b>6,162</b>
Other assets	66	65	42	45	47
<b>Total assets</b>	<b>20,039</b>	<b>19,543</b>	<b>22,105</b>	<b>23,710</b>	<b>25,403</b>
Common equity	10,683	11,491	13,129	14,577	16,109
Minorities etc.	(118)	(178)	(172)	(155)	(167)
<b>Total shareholders' equity</b>	<b>10,565</b>	<b>11,312</b>	<b>12,957</b>	<b>14,422</b>	<b>15,942</b>
Long term debt	1,082	3,747	3,655	3,558	3,407
Other long-term liabilities	205	201	233	245	257
<b>Long-term liabilities</b>	<b>1,287</b>	<b>3,948</b>	<b>3,888</b>	<b>3,803</b>	<b>3,664</b>
A/C payable	1,853	2,045	2,263	2,375	2,485
Short term debt	6,198	2,095	2,850	2,955	3,149
Other current liabilities	137	143	148	156	163
<b>Current liabilities</b>	<b>8,187</b>	<b>4,283</b>	<b>5,261</b>	<b>5,486</b>	<b>5,797</b>
<b>Total liabilities and shareholders' equity</b>	<b>20,039</b>	<b>19,543</b>	<b>22,105</b>	<b>23,710</b>	<b>25,403</b>
Net working capital	3,422	2,430	2,573	2,709	2,840
Invested capital	17,114	16,171	19,006	20,533	22,080
* Includes convertibles and preferred stock which is being treated as debt					
<b>Per share (THB)</b>					
Book value per share	10.68	11.49	13.13	14.58	16.11
Tangible book value per share	10.07	10.86	12.53	13.98	15.51
<b>Financial strength</b>					
Net debt/equity (%)	60.0	41.2	44.9	40.7	36.9
Net debt/total assets (%)	31.7	23.8	26.3	24.7	23.2
Current ratio (x)	0.8	1.4	1.1	1.1	1.1
CF interest cover (x)	14.7	8.9	5.8	8.8	9.6
Valuation	2022	2023	2024E	2025E	2026E
<b>Recurring P/E (x) *</b>	<b>31.1</b>	<b>36.9</b>	<b>26.5</b>	<b>24.5</b>	<b>23.2</b>
<b>Recurring P/E @ target price (x) *</b>	<b>35.4</b>	<b>42.1</b>	<b>30.2</b>	<b>28.0</b>	<b>26.4</b>
Reported P/E (x)	31.1	36.9	26.5	24.5	23.2
Dividend yield (%)	2.1	1.3	1.9	2.0	2.2
Price/book (x)	6.6	6.2	5.4	4.9	4.4
Price/tangible book (x)	7.1	6.5	5.7	5.1	4.6
EV/EBITDA (x) **	21.4	23.3	18.5	17.5	16.6
EV/EBITDA @ target price (x) **	24.2	26.3	20.9	19.7	18.8
EV/invested capital (x)	4.5	4.7	4.0	3.7	3.5
* Pre-exceptional, pre-goodwill and fully diluted    ** EBITDA includes associate income and recurring non-operating income					

Sources: Carabao Group; FSSIA estimates

# Carabao Group PCL (CBG TB)

## FSSIA ESG rating


**51.54 /100**

### Exhibit 19: FSSIA ESG score implication

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	<b>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.</b>
★★☆☆☆	>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.

Sources: FSSIA estimates

### Exhibit 20: 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	2.14	41.92
ICHI	43.67	--	Y	Y	5.00	5.00	Certified	High	61.36	--	--	--	18.00	--	--
OSP	61.48	--	Y	Y	5.00	4.00	Declared	Medium	68.64	BBB	--	63.08	51.00	3.00	63.65
SAPPE	35.25	--	Y	Y	4.00	5.00	Certified	Medium	--	--	--	--	--	--	--
TACC	15.00	--	--	--	5.00	5.00	--	--	--	--	--	--	--	--	--

Sources: [SETTRADE.com](https://www.settrade.com); FSSIA's compilation

### Exhibit 21: ESG score by Bloomberg

FY ending Dec 31	FY 2020	FY 2021	FY 2022
<b>ESG financial materiality scores - ESG score</b>	<b>1.42</b>	<b>2.14</b>	<b>—</b>
BESG environmental pillar score	0.67	1.92	—
BESG social pillar score	0.74	0.78	—
BESG governance pillar score	3.60	4.25	—
<b>ESG disclosure score</b>	<b>34.38</b>	<b>41.92</b>	<b>—</b>
Environmental disclosure score	20.27	31.89	—
Social disclosure score	19.20	30.20	—
Governance disclosure score	63.58	63.58	—
<b>Environmental</b>			
Emissions reduction initiatives	Yes	Yes	No
Climate change policy	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No
Risks of climate change discussed	Yes	Yes	Yes
GHG scope 1	—	16	82
GHG scope 2 location-based	—	43	42
GHG Scope 3	—	1	74
Carbon per unit of production	—	—	—
Biodiversity policy	No	No	No
Energy efficiency policy	Yes	Yes	No
Total energy consumption	90	135	—
Renewable energy use	—	6	—
Electricity used	90	88	—
Fuel used - natural gas	—	—	—

Sources: Bloomberg; FSSIA's compilation

**Exhibit 22: ESG score by Bloomberg (cont.)**

FY ending Dec 31	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No
Waste reduction policy	Yes	Yes	No
Hazardous waste	—	0	—
Total waste	5	7	—
Waste recycled	4	7	—
Waste sent to landfills	—	0	—
Environmental supply chain management	No	No	No
Water policy	Yes	Yes	Yes
Water consumption	3,070,910	1,110,020	—
<b>Social</b>			
Human rights policy	Yes	Yes	Yes
Policy against child labor	No	No	No
Quality assurance and recall policy	Yes	Yes	Yes
Consumer data protection policy	No	No	No
Equal opportunity policy	No	No	No
Gender pay gap breakout	No	No	Yes
Pct women in workforce	33	34	—
Pct disabled in workforce	—	—	—
Business ethics policy	No	Yes	Yes
Anti-bribery ethics policy	No	Yes	Yes
Health and safety policy	Yes	Yes	Yes
Lost time incident rate - employees	0	0	—
Total recordable incident rate - employees	—	—	—
Training policy	Yes	Yes	Yes
Fair remuneration policy	No	No	No
Number of employees – CSR	2,993	3,232	3,325
Employee turnover pct	—	—	—
Total hours spent by firm - employee training	38,150	33,137	—
Social supply chain management	No	No	No
<b>Governance</b>			
<b>Board size</b>	<b>11</b>	<b>13</b>	<b>13</b>
<b>No. of independent directors (ID)</b>	<b>5</b>	<b>6</b>	<b>6</b>
No. of women on board	4	4	4
No. of non-executive directors on board	6	7	8
Company conducts board evaluations	Yes	Yes	Yes
No. of board meetings for the year	7	6	6
Board meeting attendance pct	91	100	95
Board duration (years)	—	—	—
Director share ownership guidelines	No	No	No
Age of the youngest director	—	—	—
Age of the oldest director	—	—	—
<b>No. of executives / company managers</b>	<b>7</b>	<b>7</b>	<b>6</b>
No. of female executives	2	2	1
Executive share ownership guidelines	No	No	No
<b>Size of audit committee</b>	<b>3</b>	<b>3</b>	<b>3</b>
No. of ID on audit committee	3	3	3
Audit committee meetings	5	5	5
Audit meeting attendance %	100	100	100
<b>Size of compensation committee</b>	<b>4</b>	<b>4</b>	<b>4</b>
No. of ID on compensation committee	2	2	2
No. of compensation committee meetings	2	4	2
Compensation meeting attendance %	100	100	100
<b>Size of nomination committee</b>	<b>4</b>	<b>4</b>	<b>4</b>
No. of nomination committee meetings	2	4	2
Nomination meeting attendance %	100	100	100
<b>Sustainability governance</b>			
Verification type	No	No	No

Sources: Bloomberg; FSSIA's compilation

## 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 <a href="#">THSI inclusion</a> , 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. <a href="#">SETTHSI Index</a> 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.																				
<a href="#">Thai CAC</a> 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 Sustainabilitys</a>	The Sustainabilitys' 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. <table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></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+																		
<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.	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.																				
<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><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></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

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ANALYST(S) CERTIFICATION

Sureeporn Teewasuwet FSS International Investment Advisory Securities Co., Ltd

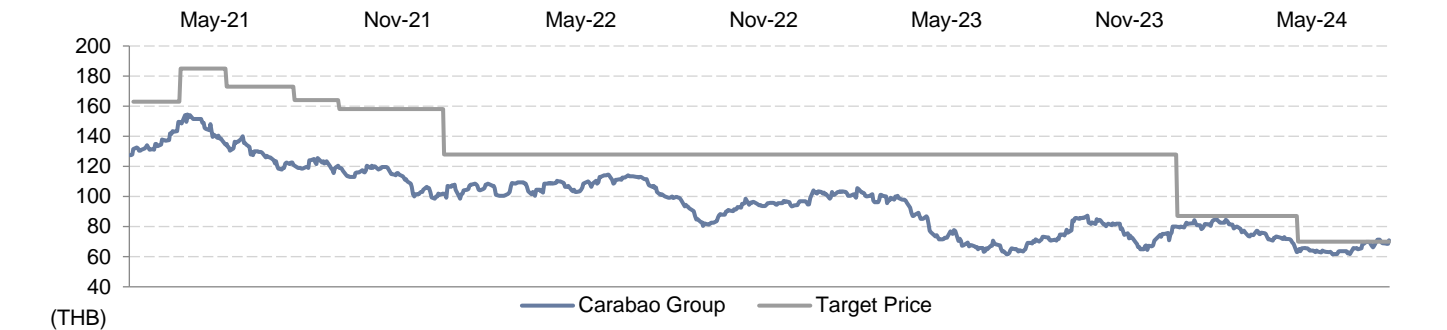
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History of change in investment rating and/or target price

Carabao Group (CBG TB)



Sureeporn Teewasuwet started covering this stock from 20-Nov-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Carabao Group	CBG TB	THB 71.00	BUY	Downside risks to our P/E-based TP are 1) a slower-than-expected recovery in consumption; 2) higher competition in the domestic energy drink market; 3) a potential rise in packaging and raw material costs; and 4) regulatory risks from domestic and international markets.

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-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.