

ICHITAN GROUP

THAILAND / FOOD & BEVERAGE

ICHI TB

BUY

UNCHANGED

Unexciting earnings momentum

- 2Q24E profit lower than we previously expected, due to higher expenses and lower profit sharing.
- We have revised our outlook to Neutral on ICHI's 2H24 growth trend and do not see any new catalysts from new products.
- TP lowered to THB19; projected dividend yield of 7%.

TARGET PRICE	THB19.00
CLOSE	THB16.60
UP/DOWNSIDE	+14.5%
PRIOR TP	THB21.00
CHANGE IN TP	-9.5%
TP vs CONSENSUS	-10.3%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	8,050	8,728	9,390	9,861
Net profit	1,100	1,350	1,417	1,528
EPS (THB)	0.85	1.04	1.09	1.18
vs Consensus (%)	-	8.6	2.1	1.0
EBITDA	1,942	2,218	2,309	2,459
Recurring net profit	1,100	1,350	1,417	1,528
Core EPS (THB)	0.85	1.04	1.09	1.18
Chg. In EPS est. (%)	-	14.2	13.1	15.7
EPS growth (%)	69.1	22.7	5.0	7.9
Core P/E (x)	19.6	16.0	15.2	14.1
Dividend yield (%)	6.0	6.9	7.2	7.8
EV/EBITDA (x)	10.7	9.4	9.0	8.4
Price/book (x)	3.7	3.8	3.9	4.0
Net debt/Equity (%)	(15.2)	(11.7)	(14.1)	(16.4)
ROE (%)	18.3	23.4	25.1	27.8

2Q24 faces higher expenses than previously expected

We estimate a 2Q24 net profit of THB366m (+0.7% q-q, +43% y-y). Excluding a gain from the sale of UHT production equipment worth THB24m (after tax), ICHI's 2Q24 core profit would equal THB342m (-6% q-q, +34% y-y). This mainly comes from the 2Q24 total expenses, which we estimate to increase by 29.3% q-q and 6.8% y-y, including special bonuses and seasonal adjustments to marketing expenses, with SG&A to sales potentially increasing to 7.7% from 6.1% in 1Q24. In addition, profit sharing from Indonesia should decrease to THB4m from THB12m in 1Q24 due to image adjustment issues that have temporarily halted sales.

Revenue and gross margin are still good

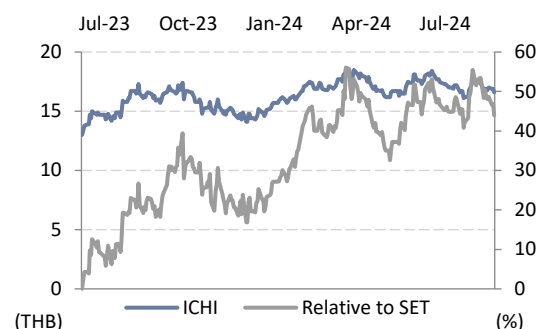
We expect the revenue trend and gross margin to remain solid. We forecast a 2.5% q-q and 8.1% y-y increase in total revenue for 2Q24, despite expecting a decline in OEM revenue due to problems with coconut processing, causing OEM customers to be unable to supply raw materials to ICHI as planned. However, we expect this impact to be offset by the steady sales of ready-to-drink green tea. We estimate a high utilization rate of 78%, and with packaging costs remaining stable, we expect the 2Q24 gross margin to remain high at 26.2%, similar to 1Q24.

Entering the low season of business

Domestic beverages are entering the low season in 2H24, while energy drinks are still slowly penetrating the market. This may lead to flat revenue in 2H24, or even a decline. However, we do not expect any special expenses like in 2Q24. We have increased our 2024E profit by 14% to THB1.35b (+23% y-y), as our previous forecast was too low. We also forecast 5% y-y growth in 2025, despite expecting revenue growth in the high single-digits, as we anticipate a reduction in the gross margin by 50bps, reflecting the depreciation of new production lines that will be installed and put into commercial operation in 4Q24.

Downgrade outlook and classify ICHI as a dividend play

We revise our outlook to Neutral on the company's growth trend for 2H24 and do not see any new catalysts from new products. We have reduced the P/E ratio to 18x (5-year average) from 23x (+1 SD) and lowered our TP to THB19 (from THB21). However, given its strong financial position, with no debt with interest payments, and a projected dividend yield of 7% in 2024, we maintain BUY and categorize ICHI as a dividend stock.



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	0.0	0.0	23.0
Relative to country (%)	(0.4)	6.4	39.1
Mkt cap (USD m)	593		
3m avg. daily turnover (USD m)	3.9		
Free float (%)	53		
Major shareholder	Passakornnatee Family (42%)		
12m high/low (THB)	18.80/12.90		
Issued shares (m)	1,300.00		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

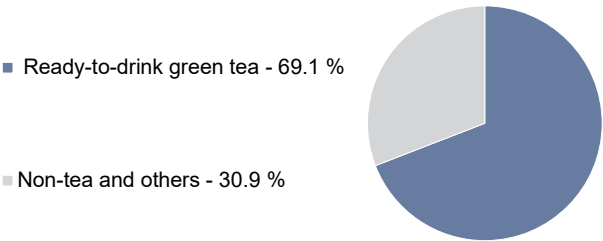
ICHI is a manufacturer and distributor of ready-to-drink green tea called “ICHITAN green tea”, the herbal drink “Yen Yen”, and green tea with chewy coconut cubes named “ICHITAN Chew Chew”, along with other beverages. In 2023, 91.7% of ICHI’s revenue came from domestic sales, and overseas sales accounted for 8.3%. 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.

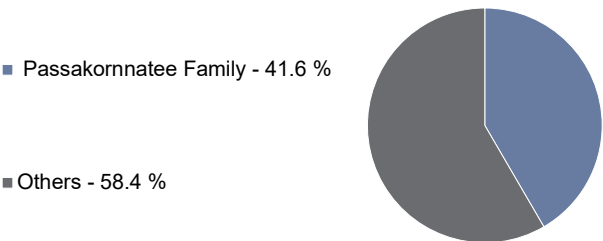
www.ichitangroup.com

Principal activities (revenue, 2023)



Source: Ichitan Group

Major shareholders



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
7 August 2024	2Q24 results announcement
8 August 2024	2Q24 analyst meeting

Key assumptions

	2024E	2025E	2026E
Domestic revenue (THB m)	8,155	8,800	9,252
Overseas revenue (THB m)	573	590	608
Total revenue (THB m)	8,728	9,390	9,861
Total revenue growth (%)	8.4	7.6	5.0
Gross margin (%)	25.0	24.5	25.0

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 – 2Q24 earnings preview

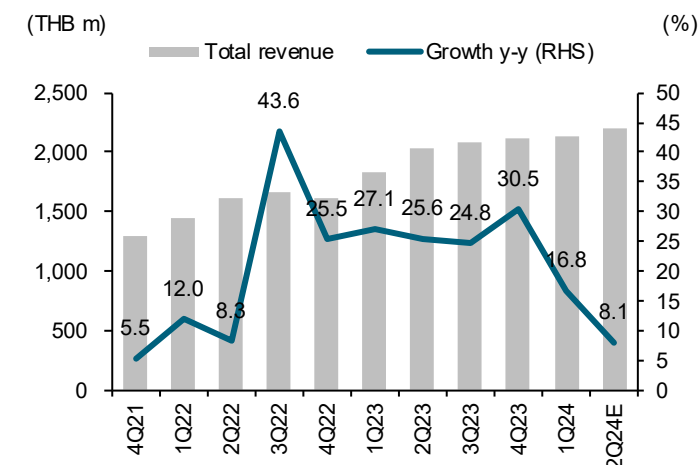
	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24E	----- Change -----		2024E	Change	% 1H24E
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(y-y%)	to 2024E
Sales	1,833	2,030	2,077	2,111	2,140	2,194	2.5	8.1	8,728	8.4	49.7
Cost of sales	1,452	1,564	1,554	1,594	1,582	1,619	2.3	3.5	6,546	6.2	48.9
Gross profit	381	466	523	517	558	575	3.0	23.3	2,182	15.7	51.9
SG&A	120	158	119	152	131	169	29.3	6.8	594	8.0	50.5
Operating profit	269	320	409	374	441	419	(5.0)	31.0	1,623	18.3	53.0
Interest expense	0.4	0.5	0.5	0.4	0.4	0.4	1.0	(13.4)	1.7	(6.1)	48.6
Tax expense	57	65	82	71	88	80	(9.0)	24.3	296	7.9	56.9
Profit (loss) sharing	9	1	2	(8)	12	4	(65.3)	305.7	24	429.7	63.5
Reported net profit	222	256	328	295	364	366	0.7	43.3	1,350	22.7	54.1
Core profit	222	256	328	295	364	342	(5.9)	33.9	1,350	22.7	52.3

Key ratios (%)							(ppt)	(ppt)		(ppt)	
Gross margin	20.8	23.0	25.2	24.5	26.1	26.2	0.1	3.2	25.0	5.0	
SG&A to sales	6.5	7.8	5.7	7.2	6.1	7.7	1.6	(0.1)	6.8	(0.2)	
Operating margin	14.7	15.7	19.7	17.7	20.6	19.1	(1.5)	3.3	18.6	5.6	
Net margin	12.1	12.6	15.8	14.0	17.0	16.7	(0.3)	4.1	15.5	3.6	
Core margin	12.1	12.6	15.8	14.0	17.0	15.6	(1.4)	3.0	15.5	3.4	

Operating statistics (THB m)											
Domestic	1,698	1,810	1,913	1,962	1,992	2,049	2.9	13.2	8,155	29.0	49.5
Overseas	134	220	164	149	149	145	(2.5)	(34.0)	654	0.1	44.9
Utilisation rate (%)	62.0	71.0	79.0	73.0	77.0	78.0			78.5		

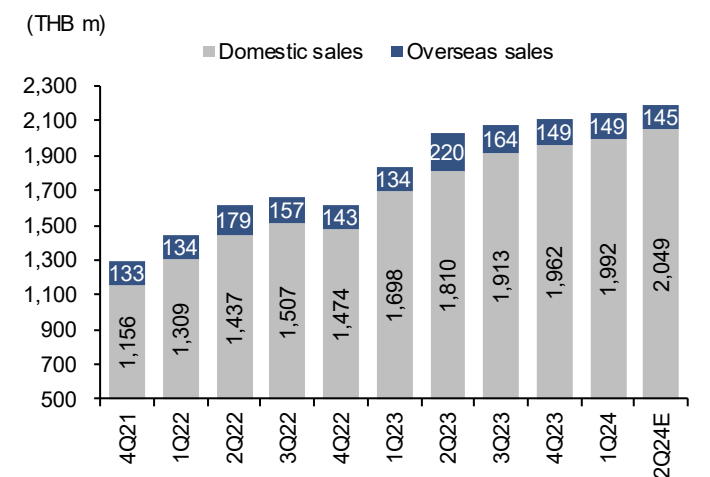
Sources: ICHI, FSSIA estimates

Exhibit 2: Quarterly total revenue and growth



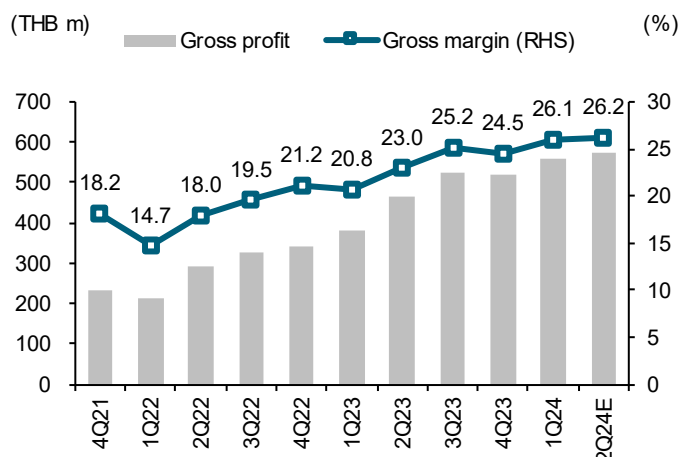
Sources: ICHI, FSSIA estimates

Exhibit 3: Revenue breakdown by destination



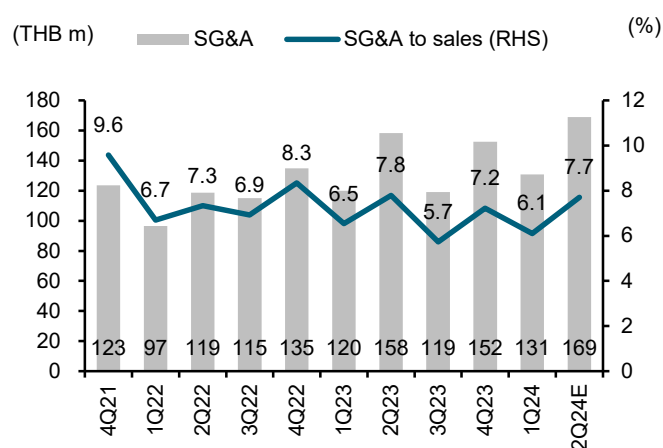
Sources: ICHI, FSSIA estimates

Exhibit 4: Quarterly gross margin



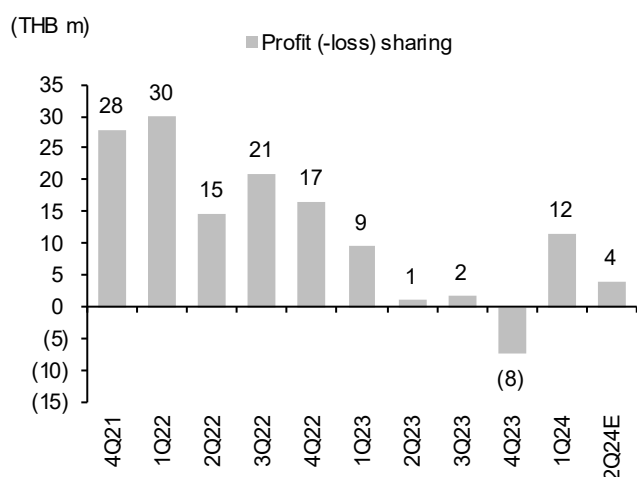
Sources: ICHI, FSSIA estimates

Exhibit 5: Quarterly SG&A to sales



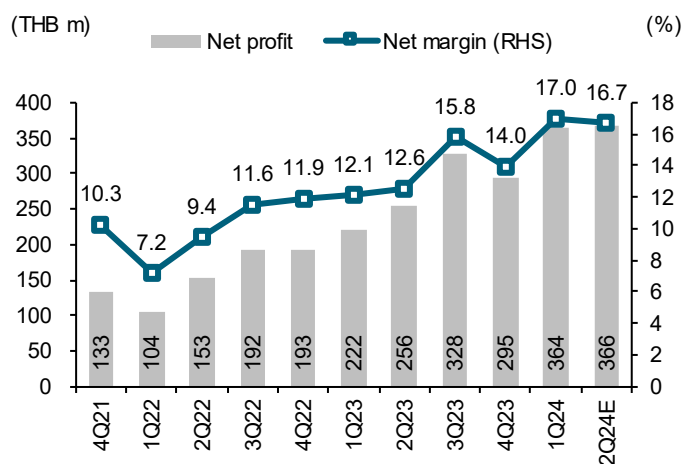
Sources: ICHI, FSSIA estimates

Exhibit 6: Quarterly profit/loss sharing



Sources: ICHI, FSSIA estimates

Exhibit 7: Quarterly net profit and net margin



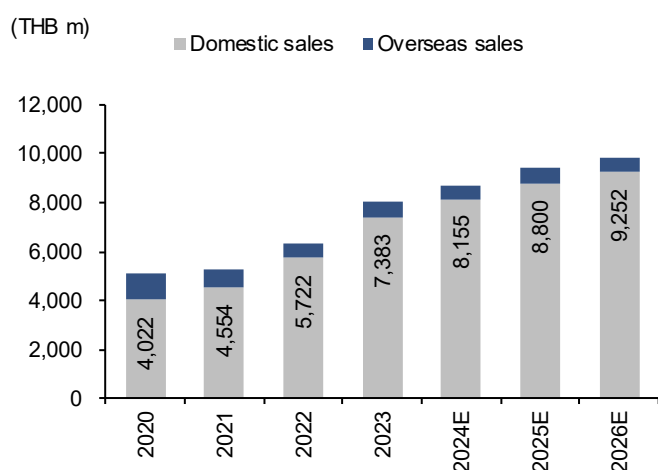
Sources: ICHI, FSSIA estimates

Exhibit 8: 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	9,390	9,861	8,728	9,215	9,705	0.0	1.9	1.6
Cost of sales	6,546	7,090	7,395	6,721	7,094	7,473	(2.6)	(0.1)	(1.0)
Gross profit	2,182	2,301	2,465	2,007	2,121	2,232	8.7	8.5	10.4
SG&A	594	639	671	594	627	660	0.0	1.9	1.6
Operating profit	1,623	1,700	1,833	1,449	1,532	1,610	12.0	11.0	13.9
Interest expense	2	2	2	2	3	4	0.0	(30.0)	(46.8)
Tax expense	296	311	335	296	313	330	0.3	(0.7)	1.6
Profit (loss) sharing	24	30	32	31	37	44	(20.0)	(18.5)	(27.7)
Reported net profit	1,350	1,417	1,528	1,182	1,253	1,320	14.2	13.1	15.7
Core profit	1,350	1,417	1,528	1,182	1,253	1,320	14.2	13.1	15.7
Key ratios (%)									
Total revenue growth	8.4	7.6	5.0	8.4	5.6	5.3			
Net profit growth	22.7	5.0	7.8	7.4	6.0	5.4			
Core profit growth	22.7	5.0	7.8	7.4	6.0	5.4			
Gross margin	25.0	24.5	25.0	23.0	23.0	23.0	2.0	1.5	2.0
SG&A to sales	6.8	6.8	6.8	6.8	6.8	6.8	0.0	0.0	0.0
Net margin	15.5	15.1	15.5	13.5	13.6	13.6	1.9	1.5	1.9
Norm margin	15.5	15.1	15.5	13.5	13.6	13.6	1.9	1.5	1.9
Operating statistics (THB m)									
Domestic revenue	8,155	8,800	9,252	8,155	8,625	9,096	0.0	2.0	1.7
RTD green tea	7,141	7,629	8,011	7,141	7,498	7,873	0.0	1.8	1.8
Non tea	882	1,015	1,086	882	971	1,068	0.0	4.5	1.7
OEM	132	156	156	132	156	156	0.0	0.0	0.0
Overseas revenue	573	590	608	573	590	608	0.0	0.0	0.0

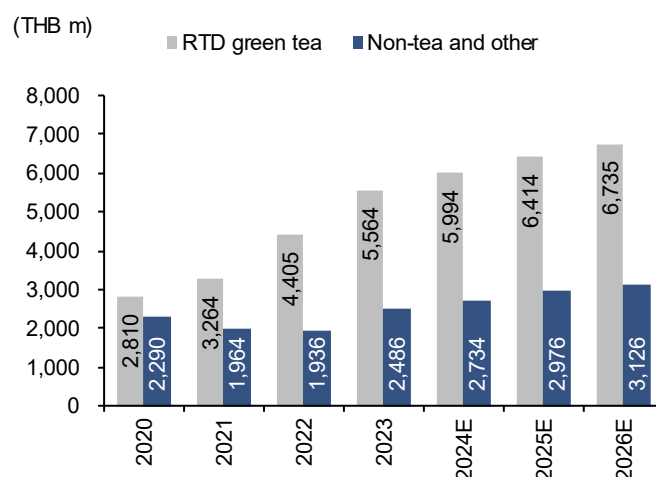
Sources: FSSIA estimates

Exhibit 9: Yearly revenue breakdown by destination



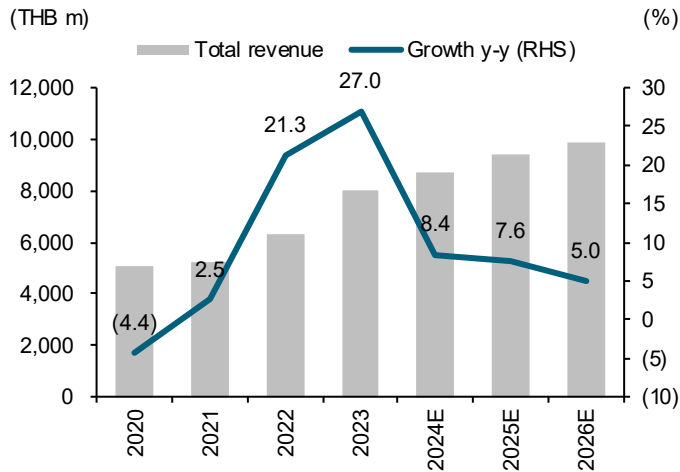
Sources: ICHI, FSSIA estimates

Exhibit 10: Yearly revenue breakdown by product



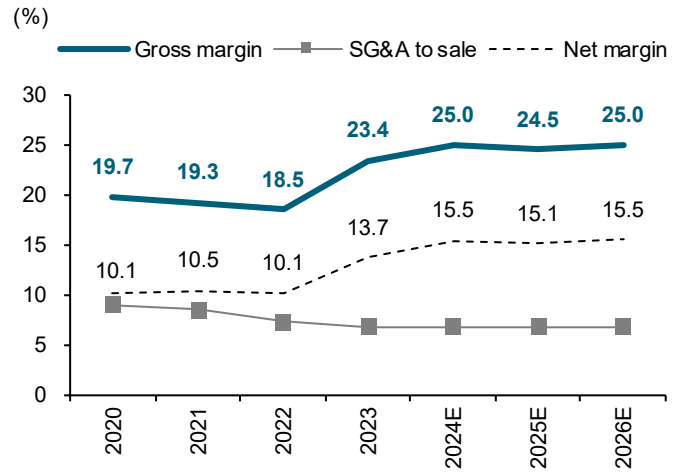
Sources: ICHI, FSSIA estimates

Exhibit 11: Yearly total revenue and growth



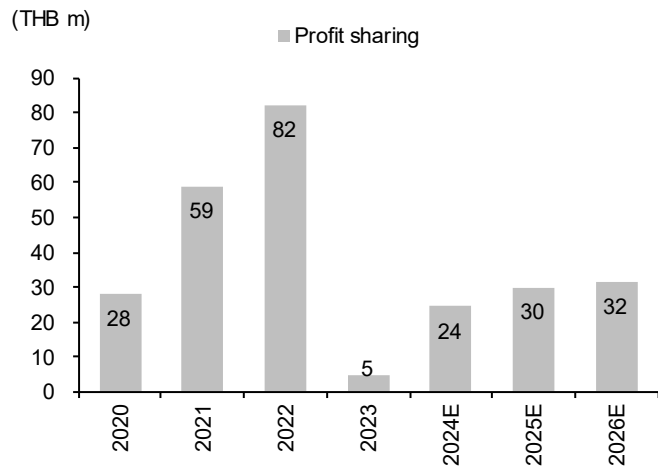
Sources: ICHI, FSSIA estimates

Exhibit 12: Yearly gross margin and net margin



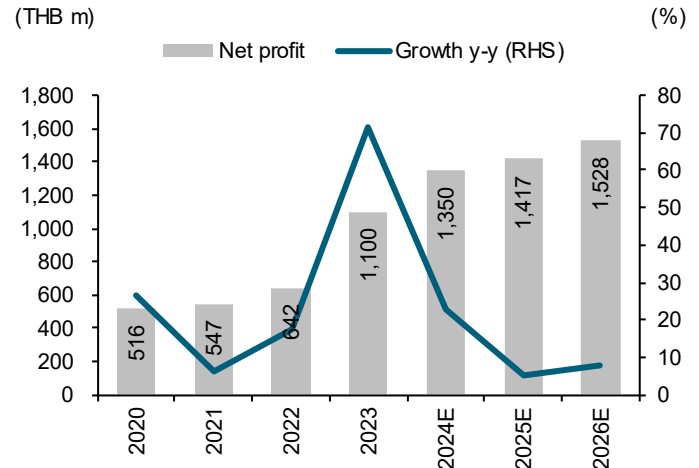
Sources: ICHI, FSSIA estimates

Exhibit 13: Yearly profit/loss sharing



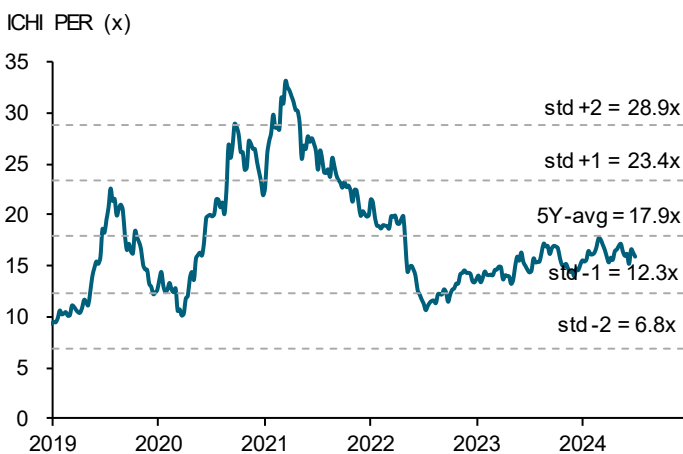
Sources: ICHI, FSSIA estimates

Exhibit 14: Yearly net profit and growth



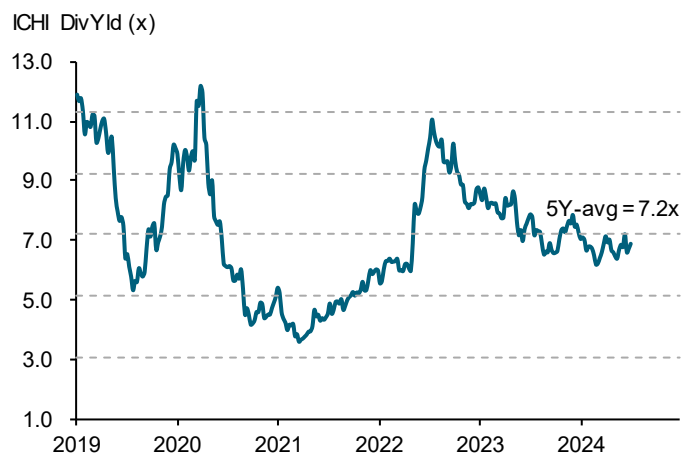
Sources: ICHI, FSSIA estimates

Exhibit 15: Historical P/E band



Sources: Bloomberg, FSSIA's compilation

Exhibit 16: Dividend yield



Sources: Bloomberg, FSSIA's compilation

Financial Statements

Ichitan Group

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	6,340	8,050	8,728	9,390	9,861
Cost of goods sold	(5,169)	(6,163)	(6,546)	(7,090)	(7,395)
Gross profit	1,172	1,887	2,182	2,301	2,465
Other operating income	19	35	35	38	39
Operating costs	(465)	(550)	(594)	(639)	(671)
Operating EBITDA	1,296	1,942	2,218	2,309	2,459
Depreciation	(570)	(570)	(595)	(610)	(625)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	726	1,372	1,623	1,700	1,834
Net financing costs	(2)	(2)	(2)	(2)	(2)
Associates	82	5	24	30	32
Recurring non-operating income	82	5	24	30	32
Non-recurring items	(9)	0	0	0	0
Profit before tax	797	1,375	1,646	1,728	1,864
Tax	(155)	(275)	(296)	(311)	(335)
Profit after tax	642	1,100	1,350	1,417	1,528
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	642	1,100	1,350	1,417	1,528
Non-recurring items & goodwill (net)	9	0	0	0	0
Recurring net profit	651	1,100	1,350	1,417	1,528
Per share (THB)					
Recurring EPS *	0.50	0.85	1.04	1.09	1.18
Reported EPS	0.49	0.85	1.04	1.09	1.18
DPS	0.60	1.00	1.14	1.20	1.29
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	7.6	5.0
Operating EBITDA (%)	10.9	49.8	14.2	4.1	6.5
Operating EBIT (%)	24.1	89.1	18.3	4.7	7.9
Recurring EPS (%)	19.0	69.1	22.7	5.0	7.9
Reported EPS (%)	17.4	71.5	22.7	5.0	7.9
Operating performance					
Gross margin inc. depreciation (%)	18.5	23.4	25.0	24.5	25.0
Gross margin exc. depreciation (%)	27.5	30.5	31.8	31.0	31.3
Operating EBITDA margin (%)	20.4	24.1	25.4	24.6	24.9
Operating EBIT margin (%)	11.4	17.0	18.6	18.1	18.6
Net margin (%)	10.3	13.7	15.5	15.1	15.5
Effective tax rate (%)	19.5	20.0	18.0	18.0	18.0
Dividend payout on recurring profit (%)	119.9	118.1	110.0	110.0	109.9
Interest cover (X)	462.2	752.0	958.1	960.9	981.9
Inventory days	44.4	35.8	32.2	31.6	32.1
Debtor days	62.5	61.1	65.7	67.5	68.3
Creditor days	51.0	53.2	54.8	52.6	53.5
Operating ROIC (%)	10.8	22.4	27.7	29.6	33.9
ROIC (%)	11.2	20.9	26.2	27.9	31.7
ROE (%)	10.5	18.3	23.4	25.1	27.8
ROA (%)	9.0	15.1	18.8	19.9	21.7
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Ready-to-drink green tea	4,405	5,564	5,994	6,414	6,735
Non-tea and others	1,936	2,486	2,734	2,976	3,126

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	1,350	1,417	1,528
Depreciation	570	570	595	610	625
Associates & minorities	(82)	(5)	(24)	(30)	(32)
Other non-cash items	-	-	-	-	-
Change in working capital	(27)	(252)	(169)	(84)	(64)
Cash flow from operations	1,112	1,413	1,751	1,912	2,057
Capex - maintenance	-	-	-	-	-
Capex - new investment	(114)	0	(498)	(264)	(300)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	58	78	15	21	25
Cash flow from investing	(56)	78	(483)	(244)	(275)
Dividends paid	(644)	(1,430)	(1,485)	(1,559)	(1,680)
Equity finance	0	0	0	0	0
Debt finance	(9)	(6)	(3)	5	(60)
Other financing cash flows	(6)	6	(3)	3	2
Cash flow from financing	(658)	(1,431)	(1,491)	(1,550)	(1,738)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	165	0	0	0
Net other adjustments	0	165	0	0	(1)
Movement in cash	397	225	(223)	119	44
Free cash flow to firm (FCFF)	1,057.45	1,492.92	1,269.80	1,670.69	1,784.25
Free cash flow to equity (FCFE)	1,040.82	1,655.48	1,262.26	1,677.20	1,723.70
Per share (THB)					
FCFF per share	0.81	1.15	0.98	1.29	1.37
FCFE per share	0.80	1.27	0.97	1.29	1.33
Recurring cash flow per share	0.88	1.28	1.48	1.54	1.63
Balance Sheet (THB m) Year Ending Dec					
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	738	856	900
A/C receivable	1,304	1,533	1,740	1,831	1,921
Inventories	588	511	538	583	608
Other current assets	0	239	262	282	296
Current assets	2,627	3,243	3,277	3,552	3,725
Other assets	99	114	122	131	138
Total assets	7,386	7,205	7,154	7,128	6,983
Common equity	6,170	5,842	5,708	5,567	5,414
Minorities etc.	0	0	0	0	0
Total shareholders' equity	6,170	5,842	5,708	5,567	5,414
Long term debt	65	55	55	60	0
Other long-term liabilities	41	46	44	47	49
Long-term liabilities	105	102	99	107	49
A/C payable	739	890	897	971	1,013
Short term debt	14	17	14	14	14
Other current liabilities	357	355	436	470	493
Current liabilities	1,110	1,262	1,347	1,455	1,520
Total liabilities and shareholders' equity	7,386	7,205	7,154	7,128	6,983
Net working capital	795	1,038	1,206	1,255	1,319
Invested capital	5,554	5,000	5,083	4,831	4,577
* Includes convertibles and preferred stock which is being treated as debt					
Per share (THB)					
Book value per share	4.75	4.49	4.39	4.28	4.16
Tangible book value per share	4.74	4.49	4.38	4.27	4.16
Financial strength					
Net debt/equity (%)	(10.6)	(15.2)	(11.7)	(14.1)	(16.4)
Net debt/total assets (%)	(8.9)	(12.3)	(9.3)	(11.0)	(12.7)
Current ratio (x)	2.4	2.6	2.4	2.4	2.5
CF interest cover (x)	661.7	905.1	1,024.6	1,079.6	1,066.1
Valuation					
Recurring P/E (x) *	33.2	19.6	16.0	15.2	14.1
Recurring P/E @ target price (x) *	38.0	22.4	18.3	17.4	16.2
Reported P/E (x)	33.6	19.6	16.0	15.2	14.1
Dividend yield (%)	3.6	6.0	6.9	7.2	7.8
Price/book (x)	3.5	3.7	3.8	3.9	4.0
Price/tangible book (x)	3.5	3.7	3.8	3.9	4.0
EV/EBITDA (x) **	16.1	10.7	9.4	9.0	8.4
EV/EBITDA @ target price (x) **	18.6	12.3	10.8	10.4	9.7
EV/invested capital (x)	3.8	4.1	4.1	4.3	4.5
* 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 17: 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 18: ESG – peer comparison

	FSSIA	Domestic ratings						Global ratings						Bloomberg	
	ESG score	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 19: 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 Sustainability	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 & 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+																		
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><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="3">Average:</td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td></tr><tr><td>CCC</td><td>0.000-1.428</td><td>Laggard:</td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>		AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																					
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																					
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																					
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																				
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																				

[Rating](#) regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) **"CG Score"**; 2) **"AGM Level"**; 3) **"Thai CAC"**; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

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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	27-Feb-2024	BUY	21.00
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 16.60	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 10-Jul-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.