EQUITY RESEARCH - RESULTS FLASH

THAI FOODS GROUP

TFG TB

THAILAND / FOOD & BEVERAGE



TARGET PRICE THB4.80 CLOSE THB3.94 UP/DOWNSIDE +21.8% TP vs CONSENSUS +6.7%

2Q24 results at first glance

2Q24 core profit was stronger than expected

Highlights

- TFG reported a 2Q24 net profit of THB855m (+5x q-q, +12x y-y). Excluding many extra items, its normalized profit reached THB1.1b (+12x q-q, +5x y-y), beating our expectation by 51% (we had estimated THB726m). This was the highest profit in the past six quarters.
- Total revenue in 2Q24 grew well by 4% q-q and 15% y-y, mainly driven by the swine business due to the recovery of swine prices in Thailand and Vietnam and increased sales volumes after the reduction of illegal pork imports.
- Revenue from retail shops also showed strong growth of 6.8% q-q and 47.8% y-y, with 14 new branches opened, bringing the total to 364 branches by the end of 2Q24. This increased the proportion of revenue from retail shops to 37.1% of total revenue, up from 29% in 2Q23.
- The 2Q24 gross margin rebounded strongly to 14.4% from 8.6% in 1Q24 and 9.5% in 2Q23, supported by the recovery in meat prices and lower raw material costs. TFG also managed expenses effectively, keeping SG&A to sales stable at 6.6%.

Outlook

- We see an upside to our full-year profit estimate after TFG reported a 1H24 net profit of THB1.03b (+108% y-y), accounting for 49% of our full-year estimate. We expect 3Q24 profit to continue improving due to the high season for the export business, rising Thai swine prices, stable low raw material costs, and the planned expansion of new retail branches in 2H24.
- TFG announced a 1H24 DPS of THB0.075, implying a dividend yield of 2%.

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	55,871	58,976	60,687	62,419
Net profit	(809)	2,102	2,319	2,546
EPS (THB)	(0.14)	0.34	0.34	0.38
vs Consensus (%)	-	16.0	(10.1)	(7.3)
EBITDA	5,287	8,760	9,254	9,759
Recurring net profit	(496)	2,102	2,319	2,546
Core EPS (THB)	(0.09)	0.34	0.34	0.38
EPS growth (%)	nm	nm	0.8	9.8
Core P/E (x)	(46.1)	11.6	11.5	10.4
Dividend yield (%)	0.8	3.9	3.9	4.3
EV/EBITDA (x)	9.0	5.4	5.1	4.6
Price/book (x)	1.7	1.6	1.6	1.4
Net debt/Equity (%)	179.5	148.3	117.8	99.0
ROE (%)	(3.4)	14.5	14.3	14.3



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(3.4)	5.3	4.8
Relative to country (%)	(1.7)	11.2	23.5
Mkt cap (USD m)			632
3m avg. daily turnover (USD m)			1.1
Free float (%)			16
Major shareholder	New Sta	ar Victor Co	Ltd (28%)
12m high/low (THB)			4.36/3.04
Issued shares (m)			5,810.82

Sources: Bloomberg consensus; FSSIA estimates



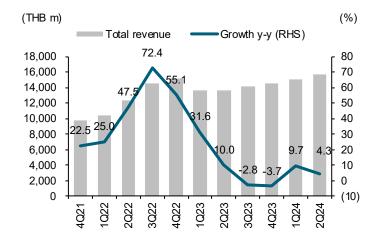
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Exhibit 1: TFG - 2Q24 results summary

	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	Cha	nge	2023	2024E	Change	% 1H24
	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)	to 2024E					
Sales	13,677	13,562	14,081	14,550	14,998	15,639	4.3	15.3	55,871	58,976	5.6	51.9
Cost of sales	11,925	12,276	13,457	14,427	13,712	13,382	(2.4)	9.0	52,086	52,075	(0.0)	52.0
Gross profit	1,751	1,286	624	123	1,286	2,257	75.5	75.5	3,785	6,900	82.3	51.4
SG&A	861	853	782	1,182	1,008	1,026	1.8	20.3	3,678	3,539	(3.8)	57.5
Operating profit	890	434	(157)	(1059)	278	1232	342.4	184.0	107	3,362	3038.2	44.9
Interest expense	286	335	322	178	270	264	(2.1)	(21.1)	1,120	1,354	20.9	39.5
Tax expense	223	(18)	(112)	(170)	(13)	(11)	nm	nm	(77)	372	nm	(6.7)
Other gain (loss)	(86)	(160)	(178)	111	82	(242)	(395.1)	nm	(313)	0	nm	nm
Reported net profit	425	69	(446)	(861)	174	855	392.1	1142.5	(809)	2,102	nm	48.9
Core profit	511	229	(268)	(972)	92	1097	1094.8	378.8	(496)	2,102	nm	56.5
						11.9	4.8					
Key ratios (%)							(ppt)	(ppt)				
Gross margin	12.8	9.5	4.4	0.8	8.6	14.4	5.9	4.9	6.8	11.7	4.9	
SG&A to sales	6.3	6.3	5.6	8.1	6.7	6.6	(0.2)	0.3	6.6	6.0	(0.6)	
Operating margin	6.5	3.2	(1.1)	(7.3)	1.9	7.9	6.0	4.7	0.2	5.7	5.5	
Net margin	3.1	0.5	(3.2)	(5.9)	1.2	5.5	4.3	5.0	(1.4)	3.6	5.0	
Core margin	3.7	1.7	(1.9)	(6.7)	0.6	7.0	6.4	5.3	(0.9)	3.6	4.5	
Operating statistics (THB/kg)												
Domestic chicken price - TFG	59.7	59.6	54.6	53.9	55.5	56.7	2.1	(4.9)	56.9	58.0	1.8	
Domestic swine price - TFG	81.2	69.6	59.5	57.9	59.5	62.0	4.2	(10.9)	67.0	70.1	4.6	
Vietnam swine price (VND/kg)	50,400	55,095	57,023	47,082	53,400	64,055	20.0	16.3	52,311	55,000	5.1	
Corn price	13.3	12.9	11.7	10.4	10.4	10.9	5.1	(15.3)	12.1	10.0	(17.4)	
Soybean meal price	24.0	23.4	21.5	22.0	22.7	21.3	(6.3)	(9.1)	22.7	20.5	(9.7)	
Poultry sales (THB m)	4,623	4,352	4,340	4,106	4,449	4,191	(5.8)	(3.7)	17,421	18,913	8.6	45.7
Swine sales (THB m)	3,116	2,822	2,626	2,785	2,969	3,322	11.9	17.7	11,349	12,050	6.2	52.2
Feed sales (THB m)	2,432	2,408	2,414	2,143	2,075	2,254	8.6	(6.4)	9,397	9,585	2.0	45.2
Retail shop sales value (THB m)	3,459	3,930	4,642	5,464	5,438	5,807	6.8	47.8	17,496	18,216	4.1	61.7

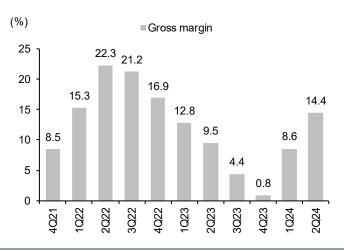
Sources: TFG; FSSIA's compilation

Exhibit 2: Total revenue and growth



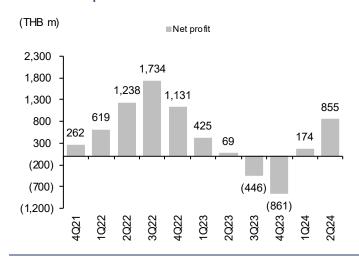
Sources: TFG, FSSIA's compilation

Exhibit 3: Gross margin



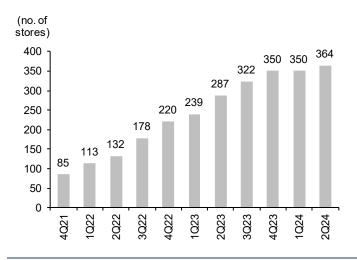
Sources: TFG, FSSIA's compilation

Exhibit 4: Net profit



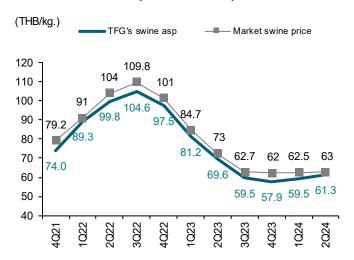
Sources: TFG, FSSIA's compilation

Exhibit 6: Number of retail shop branches



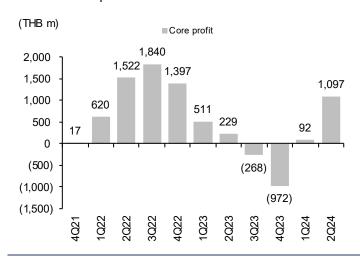
Sources: TFG, FSSIA's compilation

Exhibit 8: TFG's swine price vs market price



Sources: CPF, TFG, FSSIA's compilation

Exhibit 5: Core profit



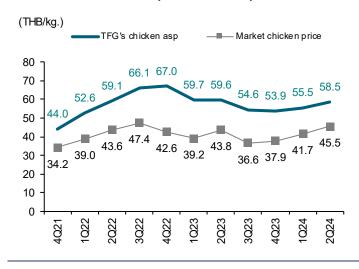
Sources: TFG, FSSIA's compilation

Exhibit 7: Revenue from retail shops



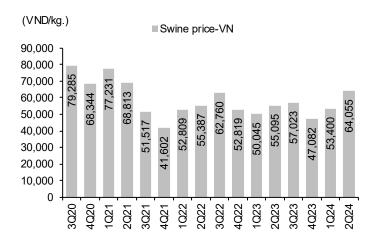
Sources: TFG, FSSIA's compilation

Exhibit 9: TFG's chicken price vs market price



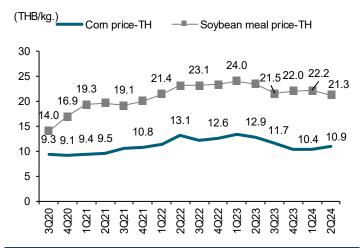
Sources: CPF, TFG, FSSIA's compilation

Exhibit 10: Vietnam swine price



Sources: CPF, FSSIA's compilation

Exhibit 11: Domestic raw material prices



Sources: CPF, OAE, FSSIA's compilation

Financial Statements

Thai Foods Group

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	52,323	55,871	58,976	60,687	62,419
Cost of goods sold	(42,367)	(52,086)	(52,075)	(53,404)	(54,741)
Gross profit	9,956	3,785	6,900	7,282	7,678
Other operating income	369	453	472	485	499
Operating costs	(3,243)	(3,678)	(3,539)	(3,641)	(3,745)
Operating EBITDA	10,419	5,287	8,760	9,254	9,759
Depreciation	(3,337)	(4,727)	(4,927)	(5,127)	(5,327)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	7,082	560	3,833	4,127	4,432
Net financing costs	(845)	(1,117)	(1,354)	(1,392)	(1,430)
Associates	(9)	(20)	1	1	1
Recurring non-operating income	(9)	(20)	1	1	1
Non-recurring items	(657)	(313)	0	0	0
Profit before tax	5,571	(890)	2,480	2,735	3,002
Tax	(845)	77	(372)	(410)	(450)
Profit after tax	4,726	(813)	2,108	2,325	2,552
Minority interests	(4)	3	(6)	(6)	(6)
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	4,722	(809)	2,102	2,319	2,546
Non-recurring items & goodwill (net)	657	313	0	0	_,;:::
Recurring net profit	5,379	(496)	2,102	2,319	2,546
Per share (THB)	-77	(, ,	, -	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,
Recurring EPS *	0.95	(0.09)	0.34	0.34	0.38
Reported EPS	0.84	(0.14)	0.34	0.34	0.38
DPS	0.40	0.03	0.15	0.15	0.17
Diluted shares (used to calculate per share data)	5,654	5,811	6,168	6,749	6,749
Growth	-,	-,-	-,	-, -	-, -
Revenue (%)	50.3	6.8	5.6	2.9	2.9
Operating EBITDA (%)	167.0	(49.3)	65.7	5.6	5.5
Operating EBIT (%)	379.5	(92.1)	584.9	7.7	7.4
Recurring EPS (%)	1,099.8	nm	nm	0.8	9.8
Reported EPS (%)	739.9	nm	nm	0.8	9.8
Operating performance					
Gross margin inc. depreciation (%)	19.0	6.8	11.7	12.0	12.3
Gross margin exc. depreciation (%)	25.4	15.2	20.1	20.4	20.8
Operating EBITDA margin (%)	19.9	9.5	14.9	15.2	15.6
Operating EBIT margin (%)	13.5	1.0	6.5	6.8	7.1
Net margin (%)	10.3	(0.9)	3.6	3.8	4.1
Effective tax rate (%)	15.2	8.7	15.0	15.0	15.0
Dividend payout on recurring profit (%)	42.0	(35.1)	45.0	45.0	45.0
Interest cover (X)	8.4	0.5	2.8	3.0	3.1
Inventory days	55.3	53.7	54.6	54.6	54.7
Debtor days	22.2	22.6	21.5	21.7	21.7
Creditor days	38.2	43.6	50.3	49.2	49.2
Operating ROIC (%)	18.5	1.4	9.7	10.6	11.8
ROIC (%)	16.0	1.1	7.9	8.6	9.4
ROE (%)	39.7	(3.4)	7.9 14.5	14.3	14.3
ROA (%)	14.9	0.8	6.8	7.4	8.0
* Pre exceptional, pre-goodwill and fully diluted	14.5	0.0	0.0	1.4	0.0
Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Poultry	23,298	17,421	18,913	19,291	19,677
Swine	12,457	11,349	12,050	12,291	12,536
Feed	8,533	9,397	9,585	9,872	10,168
Retail Shop and other Sources: Thai Foods Group: FSSIA estimates	8,036	17,704	18,428	19,232	20,037

Sources: Thai Foods Group; FSSIA estimates

Financial Statements

Thai Foods Group

Thai Foods Group					
Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
			2,102	2,319	2,546
Recurring net profit Depreciation	5,379 3,337	(496) 4,727	2,102 4,927	2,319 5,127	2,546 5,327
Associates & minorities	9	4,727	(1)	(1)	(1)
Other non-cash items	343	82	(1)	(1)	(1)
Change in working capital	(1,281)	1,421	(739)	(337)	(341)
Cash flow from operations	7,787	5,754	6,288	7,108	7,530
Capex - maintenance	(8,633)	(4,138)	(4,679)	(3,977)	(4,199)
Capex - new investment	(0,000)	(4,100)	(4,073)	(0,577)	(4,100)
Net acquisitions & disposals	(34)	(19)	53	0	0
Other investments (net)	(1,854)	(2,266)	660	(170)	(173)
Cash flow from investing	(10,521)	(6,422)	(3,966)	(4,148)	(4,371)
Dividends paid	(797)	(1,815)	(946)	(1,044)	(1,146)
Equity finance	56	862	358	581	0
Debt finance	4,132	1,970	(1,771)	(2,400)	(2,604)
Other financing cash flows	20	78	50	17	17
Cash flow from financing	3,411	1,095	(2,309)	(2,845)	(3,732)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	95	0	0
Net other adjustments	0	0	95	(22)	(1)
Movement in cash	677	426	108	92	(574)
Free cash flow to firm (FCFF)	(1,888.67)	451.64	3,676.56	4,351.60	4,589.18
Free cash flow to equity (FCFE)	1,418.57	1,379.53	696.56	554.71	571.50
Dor chara (TUP)					
Per share (THB)	(0.00)	0.00	0.00	0.75	0.70
FCFF per share	(0.33)	0.08	0.63	0.75	0.79
FCFE per share Recurring cash flow per share	0.24 1.60	0.24 0.75	0.12 1.14	0.10 1.10	0.10 1.17
Troodring sacrinow per chare	1.00	0.70	1.1-4	1.10	1.17
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	24,693	27,597	29,182	32,182	35,182
Less: Accumulated depreciation	(3,391)	(6,934)	(9,445)	(13,572)	(17,899)
Tangible fixed assets (net)	21,302	20,663	19,736	18,609	17,282
Intangible fixed assets (net)	213	232	179	179	179
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	605	1,092	1,092	1,092	1,092
Cash & equivalents	1,093	1,518	1,626	1,719	1,145
A/C receivable	3,531	3,398	3,555	3,658	3,762
Inventories	6,963	6,971	7,134	7,316	7,499
Other current assets	7,177	7,396	7,667	7,889	8,114
Current assets	18,764	19,284	19,982	20,581	20,520
Other assets	4,786	5,875	5,898	6,069	6,242
Total assets	45,670	47,146	46,886	46,530	45,315
Common equity	15,568	13,681	15,292	17,149	18,349
Minorities etc.	18	15	15	14	14
Total shareholders' equity	15,587	13,696	15,307	17,163	18,363
Long term debt	11,960	10,106	10,957	9,767	8,577
Other long-term liabilities	462	540	590	607	624
Long-term liabilities	12,422	10,646	11,547	10,374	9,201
A/C payable	4,733	6,584	6,420	6,584	6,749
Short term debt	12,370	15,998	13,376	12,166	10,752
Other current liabilities	557	222	236	243	250
Current liabilities	17,661	22,804	20,032	18,993	17,751
Total liabilities and shareholders' equity	45,670	47,146	46,886	46,530	45,315
Net working capital	12,381	10,960	11,699	12,036	12,377
Invested capital	39,287	38,821	38,603	37,984	37,172
* Includes convertibles and preferred stock which is be					
Per share (THB)					
Book value per share	2.75	2.35	2.48	2.54	2.72
Tangible book value per share	2.72	2.35	2.45	2.54	2.72
Financial strength	2.12	۷.31	2.40	2.01	2.09
	440.4	470 -	440.0	447.0	22.2
Net debt/equity (%)	149.1	179.5	148.3	117.8	99.0
Net debt/total assets (%)	50.9	52.1	48.4	43.4	40.1
Current ratio (x)	1.1	0.8	1.0	1.1	1.2
CF interest cover (x)	2.7	2.2	1.5	1.4	1.4
Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	4.1	(46.1)	11.6	11.5	10.4
Recurring P/E @ target price (x) *	5.0	(56.2)	14.1	14.0	12.7
Reported P/E (x)	4.7	(28.3)	11.6	11.5	10.4
Dividend yield (%)	10.2	0.8	3.9	3.9	4.3
Price/book (x)	1.4	1.7	1.6	1.6	1.4
Price/tangible book (x)	1.5	1.7	1.6	1.6	1.5
EV/EBITDA (x) **	4.4	9.0	5.4	5.1	4.6
EV/EBITDA @ target price (x) **	4.8	9.9	6.0	5.7	5.2
EV/invested capital (x)	1.2	1.2	1.2	1.2	1.2
* Pre-exceptional, pre-goodwill and fully diluted ** EE	BITDA includes associate	income and recurr	ing non-oberating ii	ICOITIE	

Sources: Thai Foods Group; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodolog	у			Rating					
The Dow Jones Sustainability Indices (<u>DJSI</u>) By S&P Global	process bas from the ann	ed on the comp nual S&P Globa	ransparent, rules-based panies' Total Sustainabili Il Corporate Sustainabilit nies within each industry	ity Scores resulting ty Assessment (CSA).	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 nvestment List (THSI) by The Stock Exchange of Thailand (SET)	managing b Candidates 1) no irregul float of >150 up capital. S 70%; 2) inde wrongdoing	usiness with tra must pass the p ar trading of the shareholders, some key disque ependent direct related to CG,	ity in Environmental and insparency in Governand preemptive criteria, with e board members and ex and combined holding malifying criteria include: 1 ors and free float violation social & environmental in amings in red for > 3 year	ce, updated annually. two crucial conditions: tecutives; and 2) free nust be >15% of paid- 1) CG score of below on; 3) executives' mpacts; 4) equity in	nature of the relevant industry and materiality.					
CG Score by Thai nstitute of Directors Association Thai IOD)	annually by Thailand (SI	the Thai IOD, w	in sustainable developm vith support from the Sto s are from the perspectiv	ck Exchange of	Good (80-89), and not rated for equitable treater	3 for Good (70 or scores belo ment of shareh 25%); 4) disclo	ories: 5 for Excel 0-79), 2 for Fair (6 w 50. Weightings nolders (weight 2 osure & transpare	60-69), 1 for P s include: 1) th 5% combined	Pass (60-69), ne rights; 2) an); 3) the role o	
AGM level By Thai nvestors Association (TIA) with support from the SEC	treatment ar transparent out of five th criteria cove date (45%), circulation of s exercised. The and verifiability	re incorporated and sufficiently are CG compone or AGM procedu and after the matter information assesses by; and 3) opennes	hich shareholders' rights into business operations disclosed. All form impo onts to be evaluated annures before the meeting (10%). (The first as on for voting; and 2) facilitatis s 1) the ease of attending mess for Q&A. The third involves, resolutions and voting res	a and information is intant elements of two ually. The assessment (45%), at the meeting assesses 1) advance ing how voting rights can be eetings; 2) transparency is the meeting minutes that			o four categories: · (80-89), and not		· //	
Fhai CAC By Thai Private Sector Collective Action Against Corruption CAC)	establishme policies. The (Companies of Declaration of Certification, in managers and	nt of key control e Certification is leciding to become intent to kick off a ncluding risk asse	hecklist include corruptions, and the monitoring and good for three years. e a CAC certified member stann 18-month deadline to subsessment, in place of policy and blishment of whistleblowing a stakeholders.)	nd developing of art by submitting a mit the CAC Checklist for ad control, training of	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.					
Morningstar Sustainalytics	based on ar risk is unma	n assessment of naged. <i>Sources</i>	k rating provides an over f how much of a compan to be reviewed include corpo er media, NGO reports/webs			score is the sum higher ESG risk		ed risk. The		
		ompany feedback, uality & peer revie	, ESG controversies, issuer f ews.	feedback on draft ESG	NEGL 0-10	Low 10-20	Medium 20-30	High 30-40	Severe 40+	
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	AAA	8.571-10.000	Landon	1		·:64-F00	-1 1			
	AA	7.143-8.570	Leader:	leading its industry in m	anaying trie most s	igilliodiil ESG fl	sks and opportunitie	75		
	Α	5.714-7.142		a material de	al described in the state of th	t #		de en l		
	BBB	4.286-5.713	Average:	a mixed or unexceptional industry peers	ai track record of m	anaging the mos	st significant ESG ris	sks and opportu	nities relative to	
	ВВ	2.857-4.285		, .						
	В	1.429-2.856	Laggard:	lagging its industry base	ed on its high expos	ure and failure t	o manage significar	nt ESG risks		
	CCC	0.000-1.428	994.4.	55 5 2001, 2000	g., s.,poc		gg3di			
Moody's ESG olutions	believes tha	t a company int		take into account ESG of to its business model and medium to long term.						
Refinitiv ESG ating	based on pu	ıblicly available	and auditable data. The	a company's relative ES score ranges from 0 to re 0 to 25 = poor; >25 to 50	100 on relative E	SG performar	nce and insufficie	nt degree of t		
S&P Global				suring a company's perfo sification. The score ran			of ESG risks, op	portunities, ar	nd impacts	
Bloomberg	ESG Score		score is based on Bloon	ating the company's aggi nberg's view of ESG fina the weights are determin	ncial materiality.	The score is	a weighted gener	ralized mean	(power mean)	

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

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History of change in investment rating and/or target price



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
03-Feb-2023 08-May-2023	BUY HOLD	8.00 5.20	27-Nov-2023 26-Apr-2024	HOLD BUY	4.00 4.80	-	-	-

Sureeporn Teewasuwet started covering this stock from 03-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Thai Foods Group	TFG TB	THB 3.94	BUY	Downside risks to our P/E-based TP are 1) a slower-than-expected consumption recovery; 2) a potential rise in meat and raw material prices; 3) a stronger-than-expected THB against USD.

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 09-Aug-2024 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price* - current price) / 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.