

# SAPPE SAPPE TB

## THAILAND / FOOD & BEVERAGE

**BUY**

UNCHANGED

### กำไร 2Q24 อาจสูงที่สุดในปีนี้

- SAPPE ปรับลดเป้าการเติบโตของรายได้ในปี 2024 เป็น 15-20% (จาก 20-25%) จากคำสั่งซื้อที่น้อยกว่าคาดในช่วง 2H24
- เราเชื่อว่า 2Q24 อาจเป็นกำไรที่สูงที่สุดของปีนี้
- ปรับลดประมาณการกำไรปี 2024 ของเราลง 8% และราคาเป้าหมายเป็น 92 บาท

|                 |           |
|-----------------|-----------|
| TARGET PRICE    | THB92.00  |
| CLOSE           | THB76.50  |
| UP/DOWNSIDE     | +20.3%    |
| PRIOR TP        | THB115.00 |
| CHANGE IN TP    | -20.0%    |
| TP vs CONSENSUS | -19.7%    |

### KEY STOCK DATA

| YE Dec (THB m)       | 2023   | 2024E  | 2025E  | 2026E  |
|----------------------|--------|--------|--------|--------|
| Revenue              | 6,053  | 7,041  | 7,501  | 8,089  |
| Net profit           | 1,074  | 1,302  | 1,432  | 1,590  |
| EPS (THB)            | 3.48   | 4.22   | 4.65   | 5.16   |
| vs Consensus (%)     | -      | (7.1)  | (13.4) | (18.0) |
| EBITDA               | 1,536  | 1,861  | 2,026  | 2,254  |
| Recurring net profit | 1,085  | 1,302  | 1,432  | 1,590  |
| Core EPS (THB)       | 3.52   | 4.22   | 4.65   | 5.16   |
| Chg. In EPS est. (%) | -      | (8.0)  | (6.8)  | (5.7)  |
| EPS growth (%)       | 63.1   | 20.1   | 10.0   | 11.0   |
| Core P/E (x)         | 21.7   | 18.1   | 16.5   | 14.8   |
| Dividend yield (%)   | 2.8    | 4.1    | 4.6    | 5.1    |
| EV/EBITDA (x)        | 13.8   | 11.5   | 10.7   | 9.6    |
| Price/book (x)       | 6.2    | 5.7    | 5.2    | 4.8    |
| Net debt/Equity (%)  | (63.2) | (52.3) | (42.5) | (40.7) |
| ROE (%)              | 30.7   | 32.7   | 33.2   | 33.9   |

### ผู้บริหารปรับลดเป้าการเติบโตของรายได้ในปี 2024

เรามีมุมมองเชิงลบเกี่ยวกับการประชุมนักวิเคราะห์ในวันนี้ (19 ส.ค.) ผู้บริหารระบุว่ารายได้ 3Q24 จะลดลงจาก 2Q24 และ 1Q24 ส่วนปัจจัยด้านฤดูกาลซึ่งปกติจะเป็น High season ของธุรกิจ ในขณะที่คาดว่ารายได้ 4Q24 จะอ่อนตัวต่อเนื่องเนื่องจากเป็น Low season ดังนั้นผู้บริหารจึงปรับลดเป้าการเติบโตของรายได้ปี 2024 ลงเป็น 15-20% จากเป้าก่อนหน้านี้ที่ 20-25% (1H24 โต 21%) ซึ่งหมายความว่า 2H24 น่าจะโตลดลงเป็น 10-15% นอกจากนี้เรายังเชื่อว่ากำไร 2Q24 อาจสูงที่สุดในปีนี้

### คำสั่งซื้อสำหรับในช่วง 2H24 อาจโตน้อยกว่าที่คาด

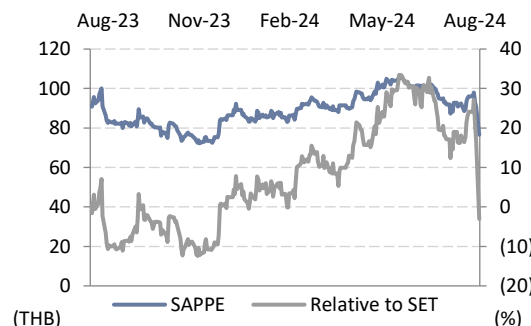
เหตุผลที่ทำให้บริษัท ลดเป้ารายได้เกิดจากคำสั่งซื้อล่วงหน้าสำหรับ 3Q24 ซึ่งอาจเพิ่มน้อยกว่าคาดใน 3 ตลาดสำคัญ ตะวันออกกลางซึ่งมีผลการดำเนินงานที่ดีมากในช่วง 1H24 จากการเพิ่มสินค้าคงคลังเพื่อขยายตลาดกำลังประสบปัญหาสงครามที่ยืดเยื้ออยู่ในปัจจุบัน อินโดนีเซียมีปัญหาจากฐานที่อยู่ในระดับสูงและอำนาจในการซื้อที่อ่อนแอในขณะที่เกาหลีใต้กำลังประสบปัญหาการแข่งขันที่ทวีความรุนแรงมากยิ่งขึ้น อย่างไรก็ตามก็ตลาดอื่น ๆ อาทิเช่น สหภาพยุโรป สหรัฐฯ และอินเดียยังโตต่อเนื่อง เราคาดว่าอัตรากำไรขั้นต้นในช่วง 2H24 จะลดลงจาก 1H24 จากรายได้ที่ลดลงและการแข็งตัวของค่าเงินบาท ในขณะเดียวกันบริษัท เริ่มรับรู้ค่าใช้จ่ายการตลาดหลังจ้าง SEVENTEEN เป็น Presenter โดยจะเริ่มรับรู้ใน 2Q24 และต่อเนื่องไปอีก 3 ไตรมาส

### ปรับลดประมาณการกำไรสุทธิปี 2024

เราปรับลดประมาณการกำไรสุทธิปี 2024 ของเราลง 8% เป็น 1.3 พัน ลบ. (+21% y-y) และคาดว่ากำไรสุทธิปี 2025-26 จะโต 10-11% จากสมมติฐานที่ Conservative ผู้บริหารคงเป้าระยะยาวสำหรับปี 2026 ไว้ที่ 10 พัน ลบ. (คิดเป็นการเติบโตไม่น้อยกว่า 20% CAGR) และเห็นหน้าขยายกำลังการผลิตตามที่ได้วางแผนไว้ ปัจจุบันบริษัท กำลังก่อสร้างโรงงานใหม่โดยคาดว่าจะแล้วเสร็จและเริ่มเดินสายการผลิตได้ใน 2Q25 (ซึ่งจะทำให้กำลังการผลิตเพิ่ม 25%) ด้วยเงินลงทุน 1.63 พัน ลบ.

### หุ้นขาดปัจจัยบวกในระยะสั้น

เราปรับลดราคาเป้าหมายปี 2024 ของเราเป็น 92 จาก 115 บาทโดยปรับลดค่า P/E เป็น 22x (จาก 25x) ที่ราคาเป้าหมายใหม่หุ้นมี Upside 20% นอกจากนี้เรายังคาดว่ากำไรจะโตต่อเนื่องในปี 2025-26 ดังนั้นเรายังคงคำแนะนำซื้อ อย่างไรก็ตามก็หุ้นขาดปัจจัยหนุนในระยะสั้นโดยเฉพาะเมื่อพิจารณาจากแนวโน้มกำไรที่ไม่สดใสในช่วง 2H24



| Share price performance        | 1 Month                    | 3 Month | 12 Month |
|--------------------------------|----------------------------|---------|----------|
| Absolute (%)                   | (16.8)                     | (23.5)  | (15.0)   |
| Relative to country (%)        | (17.2)                     | (20.1)  | (2.4)    |
| Mkt cap (USD m)                | 684                        |         |          |
| 3m avg. daily turnover (USD m) | 2.1                        |         |          |
| Free float (%)                 | 25                         |         |          |
| Major shareholder              | Ruckariyapong Family (65%) |         |          |
| 12m high/low (THB)             | 107.50/71.25               |         |          |
| Issued shares (m)              | 308.29                     |         |          |

Sources: Bloomberg consensus; FSSIA estimates


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บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 19 สิงหาคม 2024

Investment thesis

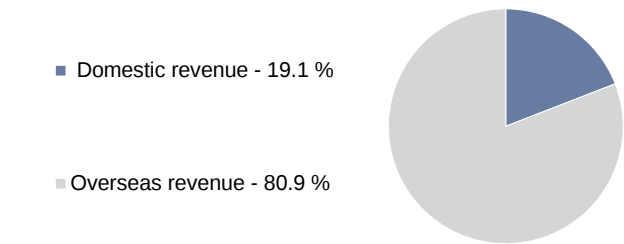
SAPPE is a leader in the Thai functional drink market. It has been exporting to overseas markets over the past ten years with product champions like Mogu Mogu and Aloe Vera. Those products received such favorable responses that it resulted in continued increases in the export sales mix. According to the latest data in 2023, exports stood at 81% of total revenue, with solid growth in all key markets, such as Asia (Indonesia, the Philippines, and South Korea), Europe (France and the UK), the US, and the Middle East. In 2025-26, management set a continued revenue growth target of 20-25% p.a. with a long-term revenue target of THB10b by 2026.

Company profile

SAPPE manufactures and distributes healthy food and beverages, with Mogu Mogu, fruit juice with nata de coco, as its first beverage in 2001. Later, it expanded product lines and brands, including Beauti Drink, Aloe Vera, and Preaw Coffee. In 2016, SAPPE invested in All Coco coconut juice. In 2019, it partnered with Danone to set up Danone Sappe Beverage to introduce beverages under the B'LUE brand.

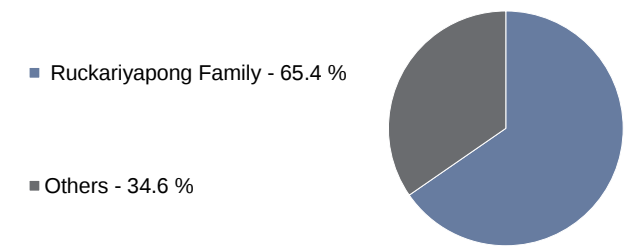
[www.sappe.com](http://www.sappe.com)

Principal activities (revenue, 2023)



Source: Sappe

Major shareholders



Source: Sappe

Catalysts

Potential catalysts for SAPPE’s earnings growth in 2024 include 1) overseas market growth, especially new or low-base markets, such as France, the UK, the US, India, and the Middle East; 2) successful new products; 3) lower plastic pellet costs; and 4) capacity expansion.

Risks to our call

Downside risks to our P/E-based TP include 1) lower purchasing power, 2) higher raw material and packaging costs, 3) Baht strength, and 4) increased competition and product infringement.

Event calendar

| Date          | Event                     |
|---------------|---------------------------|
| November 2024 | 3Q24 results announcement |

Key assumptions

|                          | 2024E | 2025E | 2026E |
|--------------------------|-------|-------|-------|
| Domestic revenue (THB m) | 1,281 | 1,415 | 1,538 |
| Overseas revenue (THB m) | 5,760 | 6,086 | 6,551 |
| Total revenue (THB m)    | 7,041 | 7,501 | 8,089 |
| Total revenue growth (%) | 16.3  | 6.5   | 7.8   |
| Gross margin (%)         | 46.2  | 45.8  | 46.0  |
| SG&A to sales (%)        | 26.7  | 25.5  | 25.0  |

Source: FSSIA estimates

Earnings sensitivity

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

Source: FSSIA estimates

## Exhibit 1: Changes in key assumptions for SAPPE

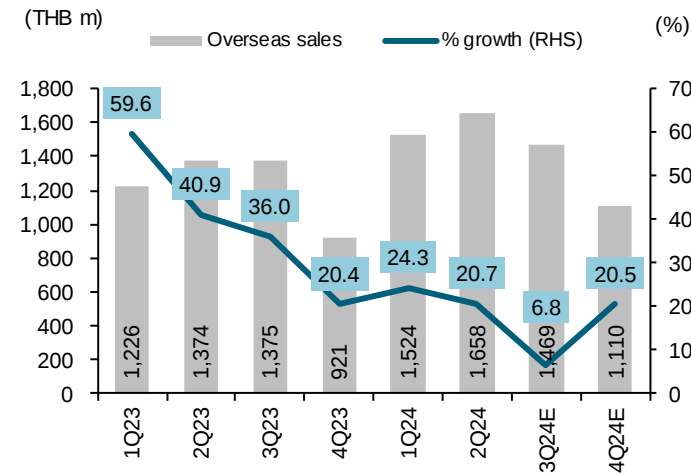
|                                   | Current          |                  |                  | Previous         |                  |                  | Change       |              |              |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------|--------------|--------------|
|                                   | 2024E<br>(THB m) | 2025E<br>(THB m) | 2026E<br>(THB m) | 2024E<br>(THB m) | 2025E<br>(THB m) | 2026E<br>(THB m) | 2024E<br>(%) | 2025E<br>(%) | 2026E<br>(%) |
| Total sales value (THB m)         | 7,041            | 7,501            | 8,089            | 7,131            | 7,896            | 8,519            | (1.3)        | (5.0)        | (5.0)        |
| Costs                             | 3,788            | 4,066            | 4,368            | 3,886            | 4,303            | 4,634            | (2.5)        | (5.5)        | (5.7)        |
| Gross profit                      | 3,253            | 3,436            | 3,721            | 3,245            | 3,593            | 3,885            | 0.3          | (4.4)        | (4.2)        |
| SG&A expense                      | 1,880            | 1,913            | 2,022            | 1,783            | 1,958            | 2,087            | 5.5          | (2.3)        | (3.1)        |
| Interest expense                  | 3                | 3                | 3                | 3                | 3                | 3                | 0.0          | 0.0          | 0.0          |
| Reported net profit               | 1,302            | 1,432            | 1,590            | 1,415            | 1,536            | 1,686            | (8.0)        | (6.8)        | (5.7)        |
| Core profit                       | 1,302            | 1,432            | 1,590            | 1,415            | 1,536            | 1,686            | (8.0)        | (6.8)        | (5.7)        |
| <b>Key ratios (%)</b>             |                  |                  |                  |                  |                  |                  |              |              |              |
| Total revenue growth              | 16.3             | 6.5              | 7.8              | 17.8             | 10.7             | 7.9              | (1.5)        | (4.2)        | (0.1)        |
| Net profit growth                 | 21.2             | 10.0             | 11.0             | 31.7             | 8.6              | 9.8              | (10.5)       | 1.4          | 1.2          |
| Core profit growth                | 20.1             | 10.0             | 11.0             | 30.5             | 8.6              | 9.8              | (10.4)       | 1.4          | 1.2          |
| Gross margin                      | 46.2             | 45.8             | 46.0             | 45.5             | 45.5             | 45.6             | 0.7          | 0.3          | 0.4          |
| SG&A to sales                     | 26.7             | 25.5             | 25.0             | 25.0             | 24.8             | 24.5             | 1.7          | 0.7          | 0.5          |
| Net margin                        | 18.5             | 19.1             | 19.7             | 19.8             | 19.5             | 19.8             | (1.3)        | (0.4)        | (0.1)        |
| Core margin                       | 18.5             | 19.1             | 19.7             | 19.8             | 19.5             | 19.8             | (1.3)        | (0.4)        | (0.1)        |
| <b>Operating statistics (no.)</b> |                  |                  |                  |                  |                  |                  |              |              |              |
| Domestic revenue                  | 1,281            | 1,415            | 1,538            | 1,280            | 1,415            | 1,538            | 0.1          | 0.0          | 0.0          |
| Overseas revenue                  | 5,760            | 6,086            | 6,551            | 5,851            | 6,481            | 6,981            | (1.5)        | (6.1)        | (6.2)        |
| Domestic revenue growth           | 10.8             | 10.5             | 8.7              | 10.7             | 10.5             | 8.7              | 0.1          | (0.1)        | 0.0          |
| Overseas revenue growth           | 17.6             | 5.7              | 7.6              | 19.5             | 10.8             | 7.7              | (1.9)        | (5.1)        | (0.1)        |
| Domestic revenue portion          | 18.2             | 18.9             | 19.0             | 17.9             | 17.9             | 18.1             | 0.2          | 0.9          | 1.0          |
| Overseas revenue portion          | 81.8             | 81.1             | 81.0             | 82.1             | 82.1             | 81.9             | (0.2)        | 0.0          | (1.0)        |

Source: FSSIA estimates

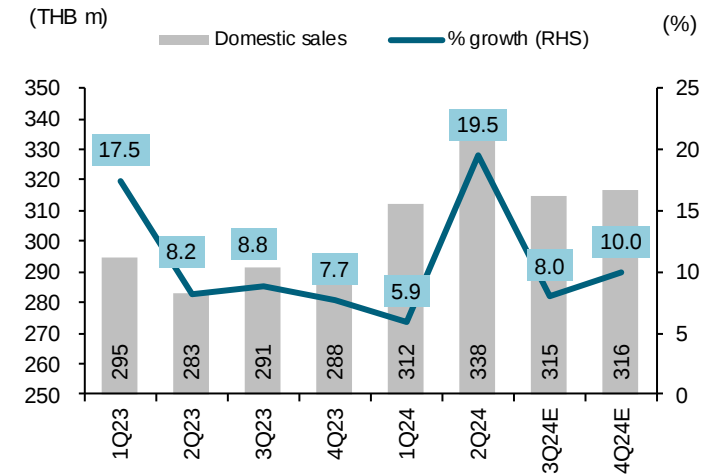
## Exhibit 2: SAPPE – 3Q24 earnings preview

|                                     | 1Q23<br>(THB m) | 2Q23<br>(THB m) | 3Q23<br>(THB m) | 4Q23<br>(THB m) | 1Q24<br>(THB m) | 2Q24<br>(THB m) | 3Q24E<br>(THB m) | Change |        | 2024E<br>(THB m) | Change | % 9M24E<br>to 2024E |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|--------|--------|------------------|--------|---------------------|
|                                     |                 |                 |                 |                 |                 |                 |                  | (q-q%) | (y-y%) |                  | (y-y%) |                     |
| Sales                               | 1,520           | 1,657           | 1,667           | 1,209           | 1,836           | 1,996           | 1,783            | (10.7) | 7.0    | 7,041            | 16.3   | 79.8                |
| Cost of sales                       | 864             | 920             | 897             | 661             | 991             | 1,056           | 963              | (8.8)  | 7.3    | 3,788            | 13.4   | 79.5                |
| Gross profit                        | 656             | 737             | 770             | 548             | 845             | 940             | 820              | (12.7) | 6.6    | 3,253            | 20.0   | 80.1                |
| SG&A                                | 354             | 352             | 389             | 403             | 459             | 499             | 464              | (7.1)  | 19.1   | 1,880            | 25.5   | 75.6                |
| Operating profit                    | 337             | 421             | 412             | 189             | 455             | 505             | 422              | (16.5) | 2.2    | 1,634            | 20.3   | 84.6                |
| Other income                        | 35              | 36              | 32              | 43              | 68              | 64              | 65               | 1.3    | 101.7  | 261              | 78.6   | 75.7                |
| Interest expense                    | 0.71            | 0.64            | 0.60            | 0.61            | 0.57            | 0.53            | 0.53             | 0.2    | (12.1) | 3                | 2.8    | 61.9                |
| Tax expense                         | 67              | 81              | 83              | 43              | 90              | 104             | 84               | (19.4) | 1.3    | 326              | 18.8   | 85.2                |
| Profit (loss) sharing               | (1)             | (11)            | (9)             | 1               | 2               | (1)             | (1)              | nm     | nm     | 1                | nm     | 88.3                |
| Reported net profit                 | 275             | 312             | 319             | 168             | 352             | 411             | 336              | (18.2) | 5.3    | 1,302            | 21.2   | 84.4                |
| Core profit                         | 280             | 329             | 325             | 151             | 365             | 399             | 336              | (15.8) | 3.4    | 1,302            | 20.1   | 84.5                |
| <b>Key ratios (%)</b>               |                 |                 |                 |                 |                 |                 |                  | (ppt)  | (ppt)  |                  |        |                     |
| Gross margin                        | 43.2            | 44.5            | 46.2            | 45.3            | 46.0            | 47.1            | 46.0             | (1.1)  | (0.2)  | 46.2             | 1.4    |                     |
| SG&A to sales                       | 23.3            | 21.3            | 23.4            | 33.3            | 25.0            | 25.0            | 26.0             | 1.0    | 2.6    | 26.7             | 1.9    |                     |
| Operating margin                    | 22.1            | 25.4            | 24.7            | 15.6            | 24.8            | 25.3            | 23.6             | (1.7)  | (1.1)  | 23.2             | 0.8    |                     |
| Net margin                          | 18.1            | 18.8            | 19.1            | 13.9            | 19.2            | 20.6            | 18.8             | (1.7)  | (0.3)  | 18.5             | 0.7    |                     |
| Core margin                         | 18.4            | 19.9            | 19.5            | 12.5            | 19.9            | 20.0            | 18.8             | (1.2)  | (0.7)  | 18.5             | 0.6    |                     |
| <b>Operating statistics (THB m)</b> |                 |                 |                 |                 |                 |                 |                  |        |        |                  |        |                     |
| Domestic revenue                    | 295             | 283             | 291             | 288             | 312             | 338             | 315              | (6.9)  | 8.0    | 1,281            | 10.8   | 75.3                |
| Overseas revenue                    | 1,226           | 1,374           | 1,375           | 921             | 1,524           | 1,658           | 1,469            | (11.4) | 6.8    | 5,760            | 17.6   | 80.7                |

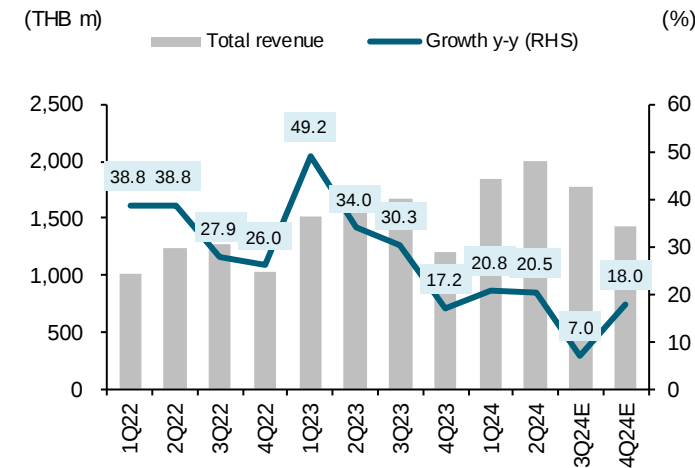
Sources: SAPPE, FSSIA estimates

**Exhibit 3: Quarterly overseas revenue and growth**


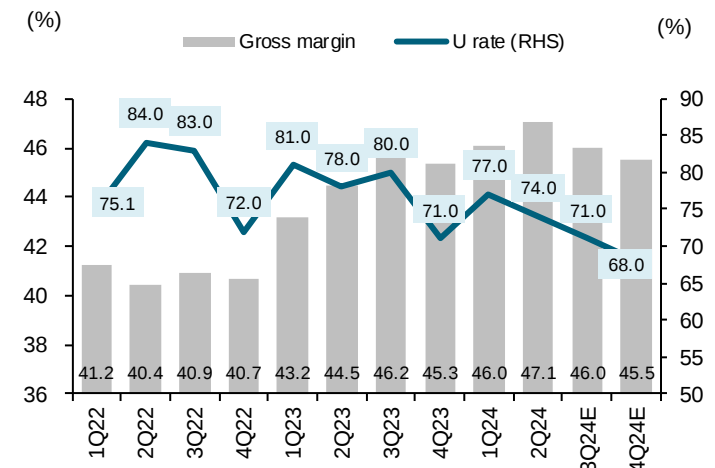
Sources: SAPPE, FSSIA estimates

**Exhibit 4: Quarterly domestic revenue and growth**


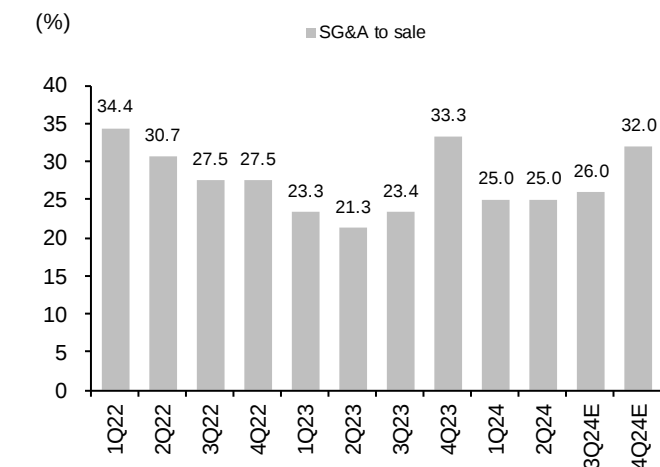
Sources: SAPPE, FSSIA estimates

**Exhibit 5: Quarterly total revenue and growth**


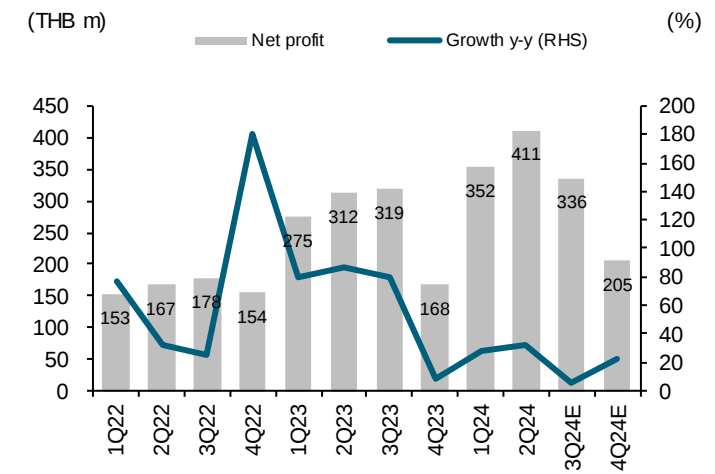
Sources: SAPPE, FSSIA estimates

**Exhibit 6: Quarterly gross margin and utilization rate**


Sources: SAPPE, FSSIA estimates

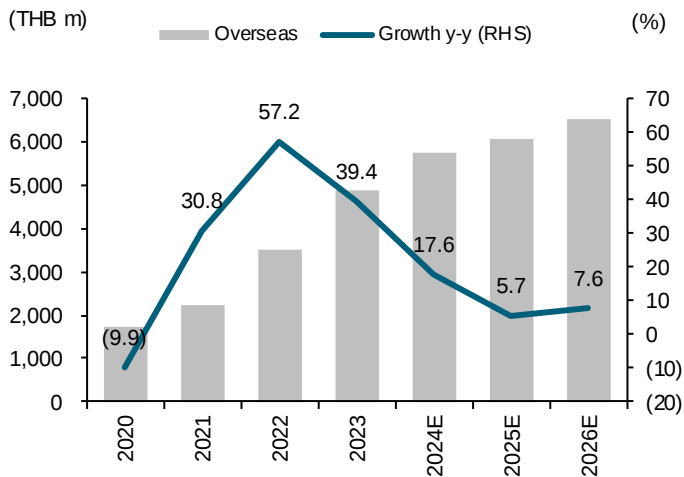
**Exhibit 7: Quarterly SG&A to sales**


Sources: SAPPE, FSSIA estimates

**Exhibit 8: Quarterly net profit and growth**


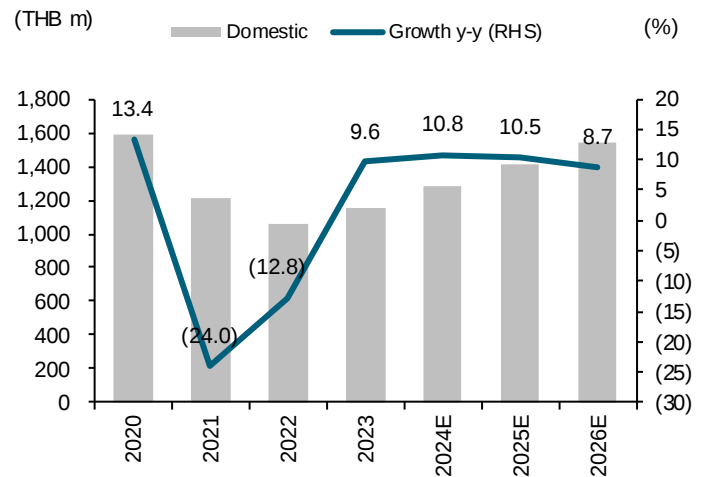
Sources: SAPPE, FSSIA estimates

Exhibit 9: Yearly overseas revenue and growth



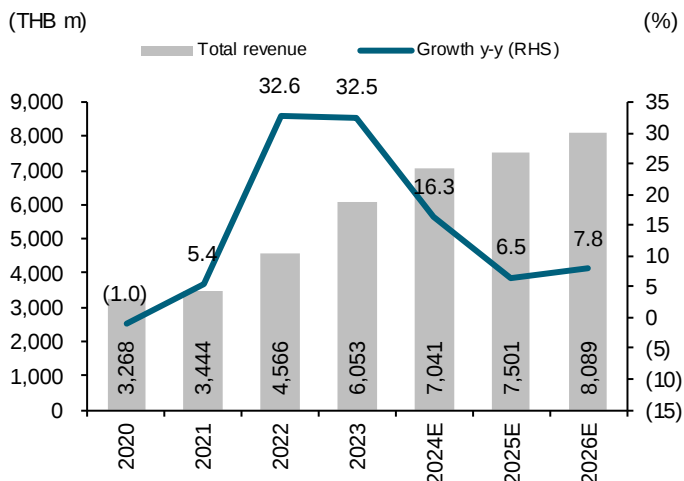
Sources: SAPPE, FSSIA estimates

Exhibit 10: Yearly domestic revenue and growth



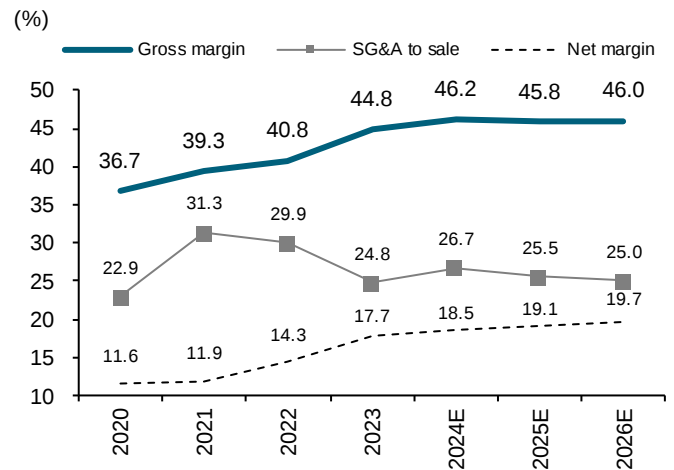
Sources: SAPPE, FSSIA estimates

Exhibit 11: Yearly total revenue and growth



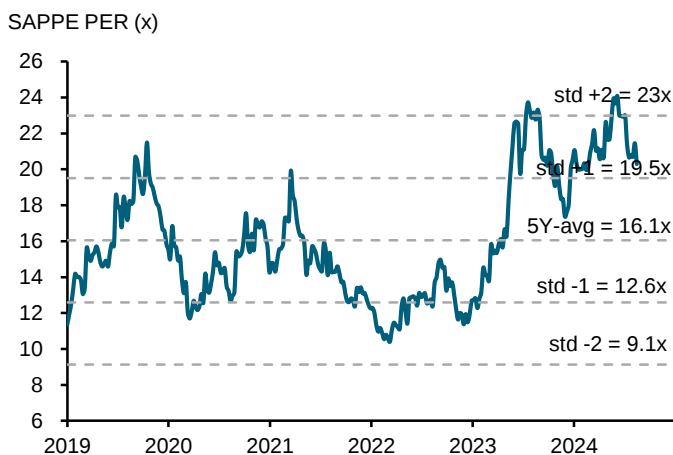
Sources: SAPPE, FSSIA estimates

Exhibit 12: Yearly gross margin and SG&A to sales



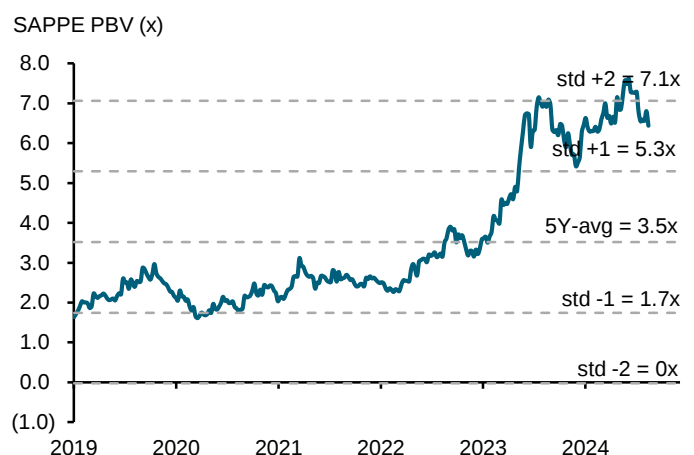
Sources: SAPPE, FSSIA estimates

Exhibit 13: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 14: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Sappe

| Profit and Loss (THB m) Year Ending Dec           | 2022         | 2023         | 2024E        | 2025E        | 2026E        |
|---------------------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Revenue                                           | 4,566        | 6,053        | 7,041        | 7,501        | 8,089        |
| Cost of goods sold                                | (2,703)      | (3,341)      | (3,788)      | (4,066)      | (4,368)      |
| <b>Gross profit</b>                               | <b>1,863</b> | <b>2,711</b> | <b>3,253</b> | <b>3,436</b> | <b>3,721</b> |
| Other operating income                            | 333          | 146          | 261          | 225          | 243          |
| Operating costs                                   | (1,366)      | (1,499)      | (1,880)      | (1,913)      | (2,022)      |
| <b>Operating EBITDA</b>                           | <b>1,018</b> | <b>1,536</b> | <b>1,861</b> | <b>2,026</b> | <b>2,254</b> |
| Depreciation                                      | (187)        | (178)        | (228)        | (278)        | (313)        |
| Goodwill amortisation                             | 0            | 0            | 0            | 0            | 0            |
| <b>Operating EBIT</b>                             | <b>830</b>   | <b>1,358</b> | <b>1,634</b> | <b>1,748</b> | <b>1,941</b> |
| Net financing costs                               | (2)          | (3)          | (3)          | (3)          | (3)          |
| Associates                                        | 0            | (20)         | 1            | 8            | 8            |
| Recurring non-operating income                    | 0            | (20)         | 1            | 8            | 8            |
| Non-recurring items                               | (12)         | (10)         | 0            | 0            | 0            |
| <b>Profit before tax</b>                          | <b>816</b>   | <b>1,325</b> | <b>1,632</b> | <b>1,753</b> | <b>1,947</b> |
| Tax                                               | (162)        | (275)        | (326)        | (351)        | (389)        |
| <b>Profit after tax</b>                           | <b>654</b>   | <b>1,051</b> | <b>1,306</b> | <b>1,402</b> | <b>1,557</b> |
| Minority interests                                | (1)          | 24           | (4)          | 30           | 32           |
| Preferred dividends                               | 0            | 0            | 0            | 0            | 0            |
| Other items                                       | -            | -            | -            | -            | -            |
| <b>Reported net profit</b>                        | <b>653</b>   | <b>1,074</b> | <b>1,302</b> | <b>1,432</b> | <b>1,590</b> |
| <b>Non-recurring items &amp; goodwill (net)</b>   | <b>12</b>    | <b>10</b>    | <b>0</b>     | <b>0</b>     | <b>0</b>     |
| <b>Recurring net profit</b>                       | <b>666</b>   | <b>1,085</b> | <b>1,302</b> | <b>1,432</b> | <b>1,590</b> |
| <b>Per share (THB)</b>                            |              |              |              |              |              |
| Recurring EPS *                                   | 2.16         | 3.52         | 4.22         | 4.65         | 5.16         |
| Reported EPS                                      | 2.12         | 3.48         | 4.22         | 4.65         | 5.16         |
| DPS                                               | 1.65         | 2.18         | 3.17         | 3.48         | 3.87         |
| Diluted shares (used to calculate per share data) | 308          | 308          | 308          | 308          | 308          |
| <b>Growth</b>                                     |              |              |              |              |              |
| Revenue (%)                                       | 32.6         | 32.5         | 16.3         | 6.5          | 7.8          |
| Operating EBITDA (%)                              | 36.9         | 51.0         | 21.2         | 8.8          | 11.3         |
| Operating EBIT (%)                                | 52.2         | 63.6         | 20.3         | 7.0          | 11.1         |
| Recurring EPS (%)                                 | 59.5         | 63.1         | 20.1         | 10.0         | 11.0         |
| Reported EPS (%)                                  | 57.8         | 64.5         | 21.2         | 10.0         | 11.0         |
| <b>Operating performance</b>                      |              |              |              |              |              |
| Gross margin inc. depreciation (%)                | 40.8         | 44.8         | 46.2         | 45.8         | 46.0         |
| Gross margin exc. depreciation (%)                | 44.9         | 47.7         | 49.4         | 49.5         | 49.9         |
| Operating EBITDA margin (%)                       | 22.3         | 25.4         | 26.4         | 27.0         | 27.9         |
| Operating EBIT margin (%)                         | 18.2         | 22.4         | 23.2         | 23.3         | 24.0         |
| Net margin (%)                                    | 14.6         | 17.9         | 18.5         | 19.1         | 19.7         |
| Effective tax rate (%)                            | 19.8         | 20.7         | 20.0         | 20.0         | 20.0         |
| Dividend payout on recurring profit (%)           | 76.5         | 62.0         | 75.0         | 75.0         | 75.0         |
| Interest cover (X)                                | 363.6        | 524.4        | 623.1        | 645.3        | 692.3        |
| Inventory days                                    | 53.3         | 50.9         | 46.4         | 46.7         | 46.8         |
| Debtor days                                       | 26.6         | 19.7         | 23.5         | 29.1         | 28.9         |
| Creditor days                                     | 29.8         | 28.9         | 32.5         | 36.3         | 36.4         |
| Operating ROIC (%)                                | 63.7         | 96.7         | 88.3         | 68.0         | 61.5         |
| ROIC (%)                                          | 48.3         | 73.7         | 72.6         | 58.6         | 54.1         |
| ROE (%)                                           | 21.6         | 30.7         | 32.7         | 33.2         | 33.9         |
| ROA (%)                                           | 15.9         | 20.8         | 21.8         | 21.4         | 21.9         |
| * Pre-exceptional, pre-goodwill and fully diluted |              |              |              |              |              |
| <b>Revenue by Division (THB m)</b>                |              |              |              |              |              |
| Domestic revenue                                  | 1,055        | 1,156        | 1,281        | 1,415        | 1,538        |
| Overseas revenue                                  | 3,511        | 4,896        | 5,760        | 6,086        | 6,551        |

Sources: Sappe; FSSIA estimates

## Financial Statements

### Sappe

| Cash Flow (THB m) Year Ending Dec                                                                                             | 2022         | 2023         | 2024E          | 2025E          | 2026E          |
|-------------------------------------------------------------------------------------------------------------------------------|--------------|--------------|----------------|----------------|----------------|
| Recurring net profit                                                                                                          | 666          | 1,085        | 1,302          | 1,432          | 1,590          |
| Depreciation                                                                                                                  | 187          | 178          | 228            | 278            | 313            |
| Associates & minorities                                                                                                       | 0            | 20           | (1)            | (8)            | (8)            |
| Other non-cash items                                                                                                          | 1            | (24)         | 71             | 13             | 14             |
| Change in working capital                                                                                                     | 191          | 581          | 16             | 53             | 70             |
| <b>Cash flow from operations</b>                                                                                              | <b>1,045</b> | <b>1,840</b> | <b>1,615</b>   | <b>1,769</b>   | <b>1,979</b>   |
| Capex - maintenance                                                                                                           | -            | -            | -              | -              | -              |
| Capex - new investment                                                                                                        | (376)        | (935)        | (776)          | (955)          | (700)          |
| Net acquisitions & disposals                                                                                                  | 6            | 4            | 0              | 0              | 0              |
| Other investments (net)                                                                                                       | (41)         | (1)          | (27)           | (5)            | (6)            |
| <b>Cash flow from investing</b>                                                                                               | <b>(411)</b> | <b>(931)</b> | <b>(803)</b>   | <b>(960)</b>   | <b>(706)</b>   |
| Dividends paid                                                                                                                | (348)        | (521)        | (977)          | (1,074)        | (1,192)        |
| Equity finance                                                                                                                | 63           | 0            | 0              | 0              | 0              |
| Debt finance                                                                                                                  | 0            | (2)          | 12             | 3              | 3              |
| Other financing cash flows                                                                                                    | 25           | 18           | (52)           | 2              | 3              |
| <b>Cash flow from financing</b>                                                                                               | <b>(259)</b> | <b>(506)</b> | <b>(1,017)</b> | <b>(1,069)</b> | <b>(1,186)</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>375</b>   | <b>403</b>   | <b>(205)</b>   | <b>(260)</b>   | <b>86</b>      |
| Free cash flow to firm (FCFF)                                                                                                 | 636.44       | 911.11       | 815.17         | 811.86         | 1,275.44       |
| Free cash flow to equity (FCFE)                                                                                               | 659.23       | 924.28       | 771.87         | 814.44         | 1,278.56       |
| <b>Per share (THB)</b>                                                                                                        |              |              |                |                |                |
| FCFF per share                                                                                                                | 2.06         | 2.96         | 2.64           | 2.63           | 4.14           |
| FCFE per share                                                                                                                | 2.14         | 3.00         | 2.50           | 2.64           | 4.15           |
| Recurring cash flow per share                                                                                                 | 2.77         | 4.08         | 5.19           | 5.56           | 6.19           |
| Balance Sheet (THB m) Year Ending Dec                                                                                         | 2022         | 2023         | 2024E          | 2025E          | 2026E          |
| Tangible fixed assets (gross)                                                                                                 | 2,530        | 3,121        | 4,121          | 5,121          | 5,821          |
| Less: Accumulated depreciation                                                                                                | (1,398)      | (1,403)      | (1,631)        | (1,909)        | (2,222)        |
| <b>Tangible fixed assets (net)</b>                                                                                            | <b>1,132</b> | <b>1,718</b> | <b>2,490</b>   | <b>3,212</b>   | <b>3,599</b>   |
| <b>Intangible fixed assets (net)</b>                                                                                          | <b>128</b>   | <b>124</b>   | <b>124</b>     | <b>124</b>     | <b>124</b>     |
| Long-term financial assets                                                                                                    | -            | -            | -              | -              | -              |
| Invest. in associates & subsidiaries                                                                                          | 186          | 140          | 141            | 149            | 157            |
| Cash & equivalents                                                                                                            | 2,129        | 2,532        | 2,327          | 2,067          | 2,153          |
| A/C receivable                                                                                                                | 459          | 642          | 664            | 657            | 705            |
| Inventories                                                                                                                   | 444          | 438          | 467            | 501            | 539            |
| Other current assets                                                                                                          | 47           | 45           | 35             | 38             | 40             |
| <b>Current assets</b>                                                                                                         | <b>3,079</b> | <b>3,656</b> | <b>3,493</b>   | <b>3,262</b>   | <b>3,437</b>   |
| Other assets                                                                                                                  | 36           | 43           | 70             | 75             | 81             |
| <b>Total assets</b>                                                                                                           | <b>4,561</b> | <b>5,680</b> | <b>6,318</b>   | <b>6,822</b>   | <b>7,398</b>   |
| Common equity                                                                                                                 | 3,258        | 3,818        | 4,139          | 4,497          | 4,895          |
| Minorities etc.                                                                                                               | 102          | 78           | 149            | 162            | 176            |
| <b>Total shareholders' equity</b>                                                                                             | <b>3,360</b> | <b>3,896</b> | <b>4,288</b>   | <b>4,659</b>   | <b>5,071</b>   |
| Long term debt                                                                                                                | 61           | 49           | 48             | 51             | 54             |
| Other long-term liabilities                                                                                                   | 70           | 88           | 35             | 38             | 40             |
| <b>Long-term liabilities</b>                                                                                                  | <b>130</b>   | <b>137</b>   | <b>83</b>      | <b>89</b>      | <b>94</b>      |
| A/C payable                                                                                                                   | 230          | 271          | 363            | 390            | 419            |
| Short term debt                                                                                                               | 21           | 21           | 34             | 34             | 34             |
| Other current liabilities                                                                                                     | 820          | 1,356        | 1,549          | 1,650          | 1,780          |
| <b>Current liabilities</b>                                                                                                    | <b>1,071</b> | <b>1,647</b> | <b>1,946</b>   | <b>2,074</b>   | <b>2,232</b>   |
| <b>Total liabilities and shareholders' equity</b>                                                                             | <b>4,561</b> | <b>5,680</b> | <b>6,318</b>   | <b>6,822</b>   | <b>7,398</b>   |
| Net working capital                                                                                                           | (99)         | (502)        | (746)          | (845)          | (915)          |
| Invested capital                                                                                                              | 1,383        | 1,522        | 2,079          | 2,715          | 3,046          |
| * Includes convertibles and preferred stock which is being treated as debt                                                    |              |              |                |                |                |
| <b>Per share (THB)</b>                                                                                                        |              |              |                |                |                |
| Book value per share                                                                                                          | 10.56        | 12.38        | 13.43          | 14.59          | 15.88          |
| Tangible book value per share                                                                                                 | 10.15        | 11.98        | 13.03          | 14.19          | 15.48          |
| <b>Financial strength</b>                                                                                                     |              |              |                |                |                |
| Net debt/equity (%)                                                                                                           | (60.9)       | (63.2)       | (52.3)         | (42.5)         | (40.7)         |
| Net debt/total assets (%)                                                                                                     | (44.9)       | (43.3)       | (35.5)         | (29.1)         | (27.9)         |
| Current ratio (x)                                                                                                             | 2.9          | 2.2          | 1.8            | 1.6            | 1.5            |
| CF interest cover (x)                                                                                                         | 453.9        | 729.4        | 590.8          | 651.5          | 703.6          |
| Valuation                                                                                                                     | 2022         | 2023         | 2024E          | 2025E          | 2026E          |
| <b>Recurring P/E (x) *</b>                                                                                                    | <b>35.5</b>  | <b>21.7</b>  | <b>18.1</b>    | <b>16.5</b>    | <b>14.8</b>    |
| <b>Recurring P/E @ target price (x) *</b>                                                                                     | <b>42.6</b>  | <b>26.1</b>  | <b>21.8</b>    | <b>19.8</b>    | <b>17.8</b>    |
| Reported P/E (x)                                                                                                              | 36.1         | 22.0         | 18.1           | 16.5           | 14.8           |
| Dividend yield (%)                                                                                                            | 2.2          | 2.8          | 4.1            | 4.6            | 5.1            |
| Price/book (x)                                                                                                                | 7.2          | 6.2          | 5.7            | 5.2            | 4.8            |
| Price/tangible book (x)                                                                                                       | 7.5          | 6.4          | 5.9            | 5.4            | 4.9            |
| EV/EBITDA (x) **                                                                                                              | 21.3         | 13.8         | 11.5           | 10.7           | 9.6            |
| EV/EBITDA @ target price (x) **                                                                                               | 26.0         | 16.9         | 14.1           | 13.1           | 11.7           |
| EV/invested capital (x)                                                                                                       | 15.7         | 13.9         | 10.3           | 8.0            | 7.1            |
| * Pre-exceptional, pre-goodwill and fully diluted      ** EBITDA includes associate income and recurring non-operating income |              |              |                |                |                |

Sources: Sappe; FSSIA estimates

# SAPPE PCL (SAPPE TB)

## FSSIA ESG rating


**35.25 /100**

### Exhibit 15: 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  | 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  | <b>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.</b>                                          |
| ★      | 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 16: ESG – peer comparison

|          | FSSIA<br>ESG<br>score | Domestic ratings |             |      |             |              |           | Global ratings          |             |      |         |           | Bloomberg     |              |                     |
|----------|-----------------------|------------------|-------------|------|-------------|--------------|-----------|-------------------------|-------------|------|---------|-----------|---------------|--------------|---------------------|
|          |                       | DJSI             | SET<br>THSI | THSI | CG<br>score | AGM<br>level | Thai CAC  | Morningstar<br>ESG risk | ESG<br>Book | MSCI | Moody's | Refinitiv | S&P<br>Global | ESG<br>score | Disclosure<br>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](https://www.settrade.com); FSSIA's compilation

### Exhibit 17: ESG disclosure from the company's one report

| FY ending Dec 31                              | FY 2022 | FY ending Dec 31                                        | FY 2022           |
|-----------------------------------------------|---------|---------------------------------------------------------|-------------------|
| <b>Environmental</b>                          |         | <b>Governance</b>                                       |                   |
| Climate change policy                         | Yes     | <b>Board size / Independent directors (ID) / Female</b> | <b>10 / 5 / 3</b> |
| Climate change opportunities discussed        | --      | No. of board meetings for the year / % attendance       | 8 / 96.75%        |
| GHG scope 2 location-based policy             | Yes     | Company conducts board evaluations                      | Yes               |
| Biodiversity policy                           | --      | Number of non-executive directors on board              | 6                 |
| 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                   | 44 / 79           |
| Waste reduction policy                        | Yes     | Number of executives / female                           | 5 / 2             |
| Water policy                                  | Yes     | Executive share ownership guidelines                    | No                |
| Water consumption                             | --      | <b>Size of audit committee / ID</b>                     | <b>4 / 4</b>      |
| <b>Social</b>                                 |         | Audit committee meetings                                | 4                 |
| Human rights policy                           | Yes     | Audit committee meeting attendance (%)                  | 100               |
| Policy against child labor                    | Yes     | <b>Size of compensation committee</b>                   | --                |
| Quality assurance and recall policy           | Yes     | Number of compensation committee meetings               | --                |
| Consumer data protection policy               | Yes     | Compensation committee meeting attendance (%)           | --                |
| Equal opportunity policy                      | Yes     | <b>Size of nomination committee / ID</b>                | --                |
| Gender pay gap breakout                       | --      | Number of nomination committee meetings                 | --                |
| Pct women in workforce                        | 55      | Nomination committee meeting attendance (%)             | --                |
| Business ethics policy                        | Yes     | Board compensation (THB m)                              | 4.1               |
| Anti-bribery ethics policy                    | Yes     | Auditor fee (THB m)                                     | 3.13              |
| Health and safety policy                      | Yes     | (P&L Corporation Co., Ltd.)                             |                   |
| 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                | --      |                                                         |                   |

Source: 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.<br><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.<br><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 |
| <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                                   |              |                |                                                                                   |           |             |          |             |            |             |                 |                                                                                                                               |           |             |          |             |            |             |                 |                                                                                             |
| <a href="#">Moody's ESG solutions</a>                                                                             | Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                               |              |                |                                                                                   |           |             |          |             |            |             |                 |                                                                                                                               |           |             |          |             |            |             |                 |                                                                                             |
| <a href="#">Refinitiv ESG rating</a>                                                                              | Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                               |              |                |                                                                                   |           |             |          |             |            |             |                 |                                                                                                                               |           |             |          |             |            |             |                 |                                                                                             |
| <a href="#">S&amp;P Global</a>                                                                                    | The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                               |              |                |                                                                                   |           |             |          |             |            |             |                 |                                                                                                                               |           |             |          |             |            |             |                 |                                                                                             |
| <b>Bloomberg</b>                                                                                                  | ESG Score                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.                                                                                                                                                                                                                                                                                |                                                                                                                               |              |                |                                                                                   |           |             |          |             |            |             |                 |                                                                                                                               |           |             |          |             |            |             |                 |                                                                                             |
| Bloomberg                                                                                                         | ESG Disclosure Score                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                               |              |                |                                                                                   |           |             |          |             |            |             |                 |                                                                                                                               |           |             |          |             |            |             |                 |                                                                                             |

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

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Sureeporn Teewasuwet FSS International Investment Advisory Securities Co., Ltd

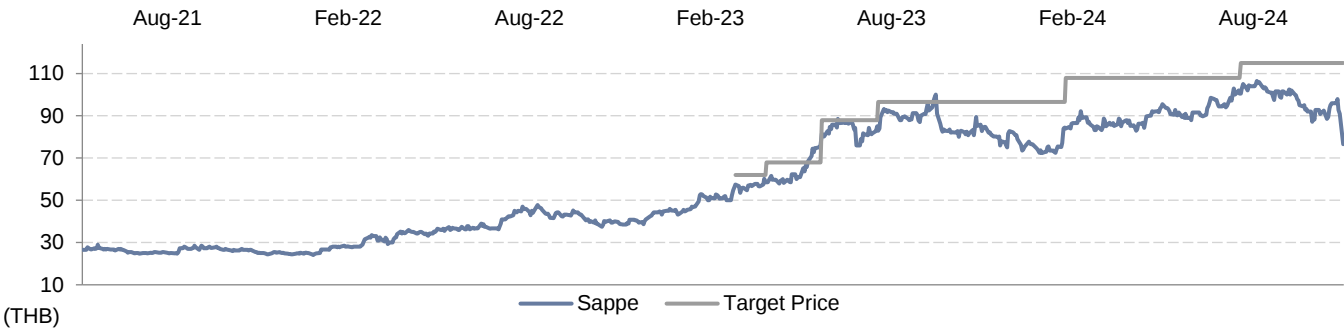
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s)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

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History of change in investment rating and/or target price

Sappe (SAPPE TB)



| Date        | Rating | Target price | Date        | Rating | Target price | Date        | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|-------------|--------|--------------|
| 09-Mar-2023 | BUY    | 62.00        | 23-May-2023 | BUY    | 88.00        | 21-Dec-2023 | BUY    | 108.00       |
| 05-Apr-2023 | BUY    | 68.00        | 11-Jul-2023 | BUY    | 96.50        | 21-May-2024 | BUY    | 115.00       |

Sureeporn Teewasuwet started covering this stock from 09-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates

| Company | Ticker   | Price     | Rating | Valuation & Risks                                                                                                                                                                          |
|---------|----------|-----------|--------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Sappe   | SAPPE TB | THB 76.50 | BUY    | Downside risks to our P/E-based TP include 1) lower purchasing power, 2) higher raw material and packaging costs, 3) Baht strength, and 4) increased competition and product infringement. |

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 19-Aug-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.