# **18 SEPTEMBER 2024**

#### EQUITY RESEARCH - COMPANY REPORT

STARFLEX THAILAND / PACKAGING

# **Promising outlook**

- We adjust our profit forecasts for 2024-26 by +9%/+5%/-1%, respectively, from the promising outlook.
- Expect 3.4% CAGR for core profit in 2024-26. While the growth rate may not be high, it represents a solid base compared to the past.

**SFLEX TB** 

Reiterate our BUY call with a TP of THB5.10.

#### Raising our estimates from the promising outlook

Based on SFLEX's strong financial results in 1H24 (core profit of THB128m, +40.6% y-y), which accounted for 57% of our previous fullyear estimate, and considering the positive outlook for 2H24 in both Thailand and Vietnam, we adjust our profit forecasts for 2024-26 by +9%/+5%/-1, respectively. This revision is primarily due to 1) higher gross margin assumptions from 21% to 24% during the period from a clearer downward trend in crude oil and HDPE, LLDPE, and other plastic pellet prices, coupled with effective cost management; 2) increased interest expense estimates, with rates remaining high for an extended period; 3) lower corporate tax expenses, as the company benefits from BOI tax incentives, which can be utilized for nearly another three years; and 4) conservative profit sharing from Starprint Vietnam (SFLEX holds 25.0%).

#### 2024 set to be a significant year for downstream businesses

We expect 2024 to be another bright year for downstream producers like SFLEX. We anticipate core profit growth of 33.9% y-y, reaching a record at THB243m in 2024, building on the remarkable 231.2% growth in 2023. We forecast continued core profit growth of 7.6% y-y in 2025, with slight growth in 2026, unless the company secures additional projects that qualify for ongoing BOI benefits.

#### Slow profit growth projection but more stable than in the past

We therefore expect a 3.4% CAGR for core profit in 2024-26. While the growth rate may not be exceptionally high, it represents a solid base compared to the past, with reduced volatility following the company's capacity expansion, machinery upgrades, and a strong focus on managing raw material costs effectively. Moreover, Starprint Vietnam, its JV since 1Q24, should further drive growth as the Vietnamese economy begins to recover strongly after the pandemic. With a predominantly young population that has strong purchasing power, along with skilled and quality labor, this market presents opportunities for expansion.

#### Reiterate our BUY call with a TP of THB5.10

We roll over our TP for 2025 to THB5.10, based on a 2025E P/E of 16x (-0.7SD of its four-year historical average since the IPO). The current stock price trades at a 2025E P/E of only 10.9x and a 2025E EV/EBITDA of just 10.1x, marking the lowest levels in four years, contrary to the expectation of a new profit high. We reiterate our BUY call.



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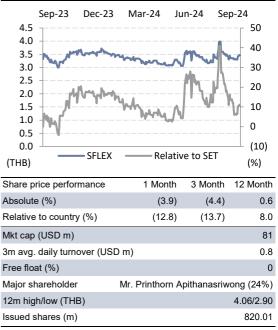
# BUY

UNCHANGED

TARGET PRICE	THB5.10
CLOSE	THB3.46
UP/DOWNSIDE	+47.4%
PRIOR TP	THB5.60
CHANGE IN TP	-8.9%
TP vs CONSENSUS	+0.8%

### **KEY STOCK DATA**

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	1,795	1,984	2,136	2,286
Net profit	184	243	261	268
EPS (THB)	0.22	0.30	0.32	0.33
vs Consensus (%)	-	1.7	(3.9)	(11.5)
EBITDA	288	326	343	369
Recurring net profit	181	243	261	268
Core EPS (THB)	0.22	0.30	0.32	0.33
Chg. In EPS est. (%)	-	8.5	4.7	(1.3)
EPS growth (%)	231.2	33.9	7.6	2.6
Core P/E (x)	15.7	11.7	10.9	10.6
Dividend yield (%)	2.6	3.4	3.7	3.8
EV/EBITDA (x)	11.8	10.6	10.1	9.1
Price/book (x)	2.8	2.7	2.7	2.7
Net debt/Equity (%)	56.7	59.9	58.7	49.6
ROE (%)	18.3	23.9	25.1	25.4



Sources: Bloomberg consensus; FSSIA estimates

PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

#### **Investment thesis**

Based on SFLEX's strong financial results in 1H24 (core profit of THB128m, +40.6% y-y), which accounted for 57% of our previous full-year estimate, and considering the positive outlook for 2H24 in both Thailand and Vietnam, we adjust our profit forecasts for 2024-26 by +9%/+5%/-1, respectively.

We therefore expect a 3.4% CAGR for core profit in 2024-26. While the growth rate may not be exceptionally high, it represents a solid base compared to the past, with reduced volatility following the company's capacity expansion, machinery upgrades, and a strong focus on managing raw material costs effectively.

#### **Company profile**

Starflex is a leading manufacturer and distributor of flexible packaging in roll form, selling mainly to local consumer product suppliers. Its flexible packaging is a multilayer film, splicing 2-5 layers using glue or resin as a binding material which results in a rigid film that is resistant to heat and high pressure, and is lightweight and capable of having graphic patterns printed on the surface.

www.starflex.co.th

#### Catalysts

Key potential catalysts include 1) a broad-based economic recovery; 2) a decline in oil prices; 3) baht appreciation; and 4) strong consumption growth in Vietnam.

#### **Risks to our call**

Downside risks to our P/E-based TP include 1) a sharp rise in crude oil prices; 2) rising inflation pressuring consumers' purchasing power; and 3) baht depreciation.

#### **Event calendar**

 Date
 Event

 November 2024
 3Q24 earnings announcement

#### Principal activities (revenue, 2023)

Non-food packaging - 75.4 %
Food packaging - 24.2 %
Others - 0.4 %

Source: Starflex

#### **Major shareholders**

- Mr. Printhorn Apithanasriwong -23.8 %
- Mr. Ek Picharnchitra 9.8 %
- BTS Group Holdings 6.7 %



Source: Starflex

#### **Key assumptions**

	2024E	2025E	2026E
	(THB m)	(THB m)	(THB m)
Sales revenue	1,984	2,136	2,286
Growth (%)	10.5	7.7	7.0
Non-food packaging	1,488	1,602	1,714
Growth (%)	10.0	7.7	7.0
Food packaging	488	525	562
Growth (%)	12.4	7.7	7.0
Gross margin (%)	24.0	23.8	23.8
SG&A to sales (%)	11.6	11.5	11.3

Source: FSSIA estimates

#### Earnings sensitivity

- For every 0.5% change in gross margin, we project SFLEX's 2024 core profit to change by 3.6%, all else being equal.
- For every 0.5% change in SG&A to sales, we project SFLEX's 2024 core profit to change by 4.0%, all else being equal.

Source: FSSIA estimates

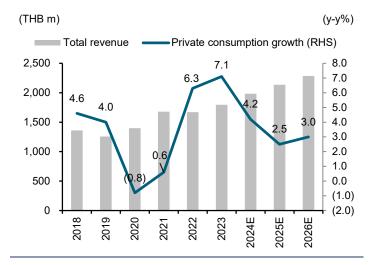


#### Exhibit 1: Key changes in assumptions

		Current			Previous		Change		
	2024E	2025E	2026E	2024E	2025E	2026E	2024E	2025E	2026E
	(THB m)	(THB m)	(%)	(%)	(%)				
Sales revenue	1,984	2,136	2,286	2,080	2,234	2,397	(4.6)	(4.4)	(4.6)
Gross profit	475	507	543	437	469	511	8.8	8.1	6.3
SG&A expense	(230)	(246)	(258)	(210)	(218)	(236)	9.6	12.7	9.4
Interest expense	(39)	(35)	(28)	(15)	(12)	(13)	163.2	189.6	117.4
EBITDA	326	343	369	313	340	367	4.2	0.8	0.5
Equity income	20	23	25	33	35	38	(39.4)	(34.3)	(33.4)
Тах	(5)	(10)	(36)	(48)	(54)	(58)	(90.5)	(81.6)	(37.4)
Net profit	243	261	268	224	250	272	8.5	4.7	(1.3)
Growth	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(ppt)
Sales growth	10.5	7.7	7.0	15.9	7.4	7.3	(5.4)	0.3	(0.3)
Core profit growth	33.9	7.6	2.6	21.4	11.6	8.8	12.5	(4.0)	(6.2)
Margins	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(ppt)
Gross profit margin	24.0	23.8	23.8	21.0	21.0	21.3	3.0	2.8	2.5
SG&A to sales	11.6	11.5	11.3	10.1	9.8	9.9	1.5	1.8	1.5
EBITDA	16.4	16.1	16.1	15.1	15.2	15.3	1.4	0.8	0.8
Net profit margin	12.2	12.2	11.7	10.8	11.2	11.3	1.5	1.1	0.4

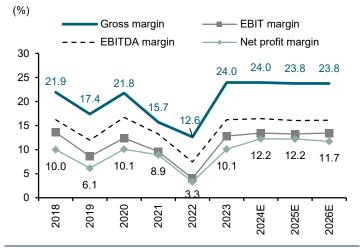
Sources: SFLEX, FSSIA estimates

#### Exhibit 2: SFLEX's revenue and private consumption growth



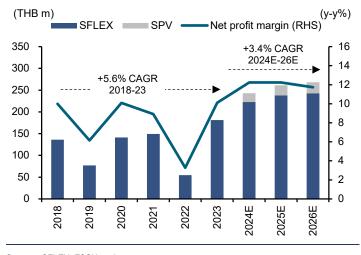
Sources: SFLEX, FSSIA estimates

#### **Exhibit 3: Margins**



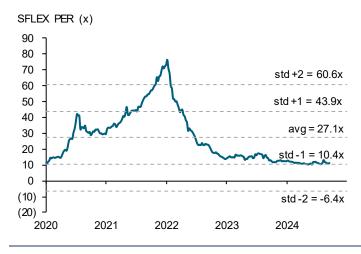
Sources: SFLEX, FSSIA estimates

#### Exhibit 4: Net profit from SFLEX and SPV and margin



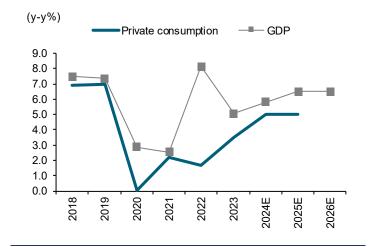
Sources: SFLEX, FSSIA estimates

#### Exhibit 6: One-year rolling forward P/E band



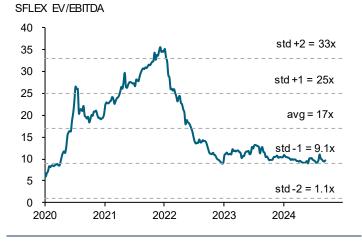
Sources: Bloomberg, FSSIA estimates

#### Exhibit 5: Vietnam: GDP and private consumption growth



Source: World Bank





Sources: Bloomberg, FSSIA estimates

# **Financial Statements**

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Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	1,669	1,795	1,984	2,136	2,286
Cost of goods sold	(1,458)	(1,365)	(1,509)	(1,629)	(1,743)
Gross profit	211	430	475	507	543
Other operating income	27	23	22	21	23
Operating costs	(170)	(223)	(230)	(246)	(258)
Operating EBITDA	124	288	326	343	369
Depreciation	(57)	(58)	(59)	(60)	(61)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	67	230	267	283	307
Net financing costs	(3)	(10)	(39)	(35)	(28)
Associates	-	0	20	23	25
Recurring non-operating income	0	0	20	23	25
Non-recurring items	0	3	0	0	0
Profit before tax	65	223	247	271	304
Tax	(10)	(39)	(5)	(10)	(36)
Profit after tax	55	184	243	261	268
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	55	184	243	261	268
Non-recurring items & goodwill (net)	0	(3)	0	0	0
Recurring net profit	55	181	243	261	268
Per share (THB)					
Recurring EPS *	0.07	0.22	0.30	0.32	0.33
Reported EPS	0.07	0.22	0.30	0.32	0.33
DPS	0.03	0.09	0.12	0.13	0.13
Diluted shares (used to calculate per share data)	820	820	820	820	820
Growth					
Revenue (%)	(0.5)	7.5	10.5	7.7	7.0
Operating EBITDA (%)	(44.4)	132.7	13.2	5.1	7.5
Operating EBIT (%)	(58.2)	241.6	16.1	6.1	8.6
Recurring EPS (%)	(63.4)	231.2	33.9	7.6	2.6
Reported EPS (%)	(63.1)	234.6	31.8	7.6	2.6
Operating performance					
Gross margin inc. depreciation (%)	12.6	24.0	24.0	23.8	23.8
Gross margin exc. depreciation (%)	16.0	27.2	26.9	26.6	26.4
Operating EBITDA margin (%)	7.4	16.1	16.4	16.1	16.1
Operating EBIT margin (%)	4.0	12.8	13.5	13.3	13.5
Net margin (%)	3.3	10.1	12.2	12.2	11.7
Effective tax rate (%)	14.9	17.4	1.8	3.7	11.9
Dividend payout on recurring profit (%)	45.0	40.7	40.0	40.0	40.0
Interest cover (X)	23.0	23.7	7.3	8.8	11.8
Inventory days	86.9	92.1	82.3	79.3	72.8
Debtor days	66.6	59.5	59.5	56.8	53.1
Creditor days	74.3	83.9	85.1	83.9	82.2
Operating ROIC (%)	5.4	17.5	19.4	20.3	22.5
ROIC (%)	4.8	13.6	14.0	14.4	15.9
ROE (%)	5.6	18.3	23.9	25.1	25.4
ROA (%)	3.7	10.4	13.0	13.2	13.6
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Non-food packaging	1,258	1,353	1,488	1,602	1,714
Food packaging	393	434	488	525	562
Others	18	7	8	9	9

Sources: Starflex; FSSIA estimates

#### Financial Statements Starflex

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	55	181	243	261	268
epreciation	57	58	59	60	61
ssociates & minorities	0	0	0	0	(
ther non-cash items	-	-	(120)	(55)	(151
hange in working capital	50	(43)	(77)	(77)	47
ash flow from operations	162	197	105	189	225
Capex - maintenance	-	-	-	-	
Capex - new investment	(144)	-	(206)	(106)	(108
let acquisitions & disposals	-	(460)	-	-	
Other investments (net)	-	-	-	-	
Cash flow from investing	(144)	(460)	(206)	(106)	(108
Dividends paid	(37)	(59)	(97)	(105)	(107
quity finance	0	(100)	0	0	(
Debt finance	66	346	180 7	(33)	(55
Other financing cash flows	- 29	- 187	90	8	(4.52)
cash flow from financing Ion-recurring cash flows	- 29	107	90	(130)	(153)
Other adjustments	- 7	28	49	0	C
let other adjustments	7	28	49	Ő	(
lovement in cash	54	(48)	38	(47)	(36
ree cash flow to firm (FCFF)	20.64	(252.93)	(61.63)	116.80	145.41
ree cash flow to equity (FCFE)	90.80	111.57	135.24	57.05	71.02
er share (THB)	0.00	(0.04)	(0.00)	0.44	0.44
CFF per share	0.03	(0.31)	(0.08)	0.14	0.18
CFE per share Recurring cash flow per share	0.11 0.14	0.14 0.29	0.16 0.22	0.07 0.32	0.09
alance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
angible fixed assets (gross)	1,046	1,141	1,231	1,291	1,351
ess: Accumulated depreciation	(307)	(365)	(424)	(484)	(546
angible fixed assets (net)	739	776	807	807	806
ntangible fixed assets (net)	54	40	40	41	42
ong-term financial assets	-	-	-	-	
nvest. in associates & subsidiaries	32	408	479	479	479
Cash & equivalents VC receivable	129 263	81 322	119 325	71 339	35 327
nventories	333	326	323	354	317
Other current assets	22	27	29	30	32
Current assets	747	756	801	795	710
Other assets	29	62	64	66	67
otal assets	1,602	2,042	2,191	2,187	2,104
Common equity	985	1,001	1,032	1,050	1,064
linorities etc.	0	0	0	0	, (
otal shareholders' equity	985	1,001	1,032	1,050	1,064
ong term debt	175	168	348	315	260
Other long-term liabilities	43	46	53	61	71
ong-term liabilities	218	215	402	377	331
/C payable	276	331	351	370	387
hort term debt	114	480	389	372	303
ther current liabilities	8	16	17	18	19
Current liabilities	398	827	757	760	709
otal liabilities and shareholders' equity	1,602	2,042	2,191	2,187	2,104
let working capital	334	328	314	335	269
nvested capital	1,188	1,615	1,704	1,728	1,663
Includes convertibles and preferred stock which is being t	irealeu as debl				
er share (THB)					
ook value per share	1.20	1.22	1.26	1.28	1.30
angible book value per share	1.14	1.17	1.21	1.23	1.25
inancial strength					
let debt/equity (%)	16.3	56.7	59.9	58.7	49.6
et debt/total assets (%)	10.0	27.8	28.2	28.2	25.1
current ratio (x)	1.9	0.9	1.1	1.0	1.0
F interest cover (x)	81.1	12.5	9.6	5.7	7.3
aluation	2022	2023	2024E	2025E	20268
ecurring P/E (x) *	51.8	15.7	11.7	10.9	10.0
Recurring P/E @ target price (x) *	76.4	23.1	17.2	16.0	15.0
eported P/E (x)	51.5	15.4	11.7	10.9	10.6
ividend yield (%)	0.9	2.6	3.4	3.7	3.8
rice/book (x)	2.9	2.8	2.7	2.7	2.7
rice/tangible book (x)	3.0	3.0	2.9	2.8	2.8
V/EBITDA (x) **	24.2	11.8	10.6	10.1	9.1
V/EBITDA @ target price (x) **	35.1	16.5	14.7	14.0	12.8
WEBITDA (@ larger price (x)	00.1				

Sources: Starflex; FSSIA estimates



#### **Disclaimer for ESG scoring**

ESG score	Methodolog	IY			Rating				
The Dow Jones Sustainability Indices ( <u>DJSI</u> ) By S&P Global	process base from the ann	e DJSI World applies a transparent, rules-based component selection cess based on the companies' Total Sustainability Scores resulting m the annual S&P Global Corporate Sustainability Assessment (CSA). Iy the top-ranked companies within each industry are selected for lusion. Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Gl ESG Score of less than 45% of the S&P Global ESG Score of the high scoring company are disqualified. The constituents of the DJSI indices selected from the Eligible Universe.							an S&P Globa of the highest
Sustainability Investment List ( <u>THSI</u> ) by The Stock Exchange of Thailand ( <u>SET</u> )	managing bu Candidates ( 1) no irregula float of >150 up capital. S 70%; 2) inde wrongdoing	HSI quantifies responsibility in Environmental and Social issues by anaging business with transparency in Governance, updated annually. andidates must pass the preemptive criteria, with two crucial conditions: on orregular trading of the board members and executives; and 2) free to capital. Some key disqualifying criteria include: 1) CG score of below 0%; 2) independent directors and free float violation; 3) executives' for each and the capital for at least 9 out of 12 months. The SETTHS Index is a market capitalisation-weighted index, cap 5% quarterly weighted index, cap 5% quarterly weighted index, cap 5% quarterly weighted index is a market capitalisation-weighted index, cap 5% quarterly weighted index.							a part of DJSI ated against the se 1) market d 3) liquidity e SETTHSI
<b>CG Score</b> by Thai Institute of Directors Association (Thai IOD)	annually by t Thailand (SE	the Thai IOD,	th in sustainable develop , with support from the St lits are from the perspecti ns.	ock Exchange of	Good (80-89), 3 and not rated fo equitable treatm	for Good (70 r scores belov ent of shareh 5%); 4) disclo	ories: 5 for Excell -79), 2 for Fair (6 w 50. Weightings olders (weight 25 sure & transpare	0-69), 1 for P include: 1) th % combined	ass (60-69), le rights; 2) an ); 3) the role of
AGM level By Thai Investors Association (TIA) with support from the SEC	treatment an transparent a out of five th criteria cove date (45%), <i>circulation of s</i> <i>exercised. The</i> <i>and verifiability</i>	e incorporate and sufficient e CG compor r AGM proced and after the ufficient informa e second assess y; and 3) openni	which shareholders' right d into business operation ly disclosed. All form imp nents to be evaluated an dures before the meeting meeting (10%). (The first a ation for voting; and 2) facilita ses 1) the ease of attending r less for Q&A. The third involv ues, resolutions and voting re	as and information is ortant elements of two nually. The assessment (45%), at the meeting assesses 1) advance ting how voting rights can be neetings; 2) transparency es the meeting minutes that			four categories: (80-89), and not		
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	establishmen policies. The (Companies du Declaration of Certification, ir managers and	nt of key cont eciding to becon Intent to kick of ncluding risk ass employees, es	Checklist include corrupt trols, and the monitoring a is good for three years. me a CAC certified member st fan 18-month deadline to su sessment, in place of policy a stablishment of whistleblowing all stakeholders.)	and developing of start by submitting a bmit the CAC Checklist for and control, training of	passed Checklis	st will move fo e members a	ed by a committe or granting certific re twelve highly r chievements.	ation by the (	CAC Council
<u>Morningstar</u> Sustainalytics	based on an risk is unmai regulatory filing information, co	assessment naged. Source gs, news and of ompany feedbac	risk rating provides an ov- of how much of a compa ss to be reviewed include corp ther media, NGO reports/web ck, ESG controversies, issuer	ny's exposure to ESG porate publications and psites, multi-sector			score is the sum higher ESG risk i <b>Medium</b>		ed risk. The Severe
	reports, and qu	uality & peer rev	views.		0-10	10-20	20-30	30-40	40+
<u>ESG Book</u>	positioned to the principle helps explain over-weighti	o outperform o of financial m n future risk-a	sustainable companies the over the long term. The m nateriality including inform adjusted performance. Ma with higher materiality and erly basis.	nethodology considers nation that significantly ateriality is applied by	scores using ma	teriality-base	ated as a weighte d weights. The so dicating better pe	core is scaled	
<u>MSCI</u>				anagement of financially their exposure to ESG ri					nethodology to
	AAA	8.571-10.00	Leader:	leading its industry in m	anaging the most sig	nificant ESG ris	sks and opportunitie	6	
	AA	7.143-8.57		- •					
	A BBB	5.714-7.14 4.286-5.71		a mixed or unexception	al track record of ma	naging the mos	t significant ESG ris	ks and opportu	nities relative to
	BB	2.857-4.28	-	industry peers					
	в	1.429-2.85	56						
	ccc	0.000-1.42	Laggard:	lagging its industry base	ed on its high exposu	re and failure to	o manage significant	ESG risks	
Moody's ESG solutions	believes that	t a company i	0	take into account ESG onto its business model and medium to long term.	,				
Refinitiv ESG	based on pu	blicly availabl	le and auditable data. Th	e a company's relative ES e score ranges from 0 to are 0 to 25 = poor; >25 to 50	100 on relative ES	SG performan	ce and insufficier	nt degree of t	
		bal ESG Sco	ore is a relative score me				of ESG risks, opp	ortunities, ar	d impacts
	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.         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)								
rating	compared to		Bloomberg score evalu	uating the company's agg	regated Environm Incial materiality.	The score is a	a weighted gener	alized mean (	power mean)

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

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#### Jitra Amornthum 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



Jitra Amornthum started covering this stock from 10-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Starflex	SFLEX TB	THB 3.46		Downside risks to our P/E-based TP include 1) a sharp rise in crude oil prices; 2) rising inflation pressuring consumers' purchasing power; and 3) baht depreciation.

#### 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 17-Sep-2024 unless otherwise stated.

#### **RECOMMENDATION STRUCTURE**

#### Stock ratings

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

BUY (B). The upside is 10% or more.

HOLD (H). The upside or downside is less than 10%.

REDUCE (R). The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

\* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

#### **Industry Recommendations**

**Overweight.** The analyst expects the fundamental conditions of the sector to be positive over the next 12 months. **Neutral.** The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months. **Underweight.** The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

#### **Country (Strategy) Recommendations**

**Overweight (O).** Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Neutral (N).** Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Underweight (U).** Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.