6 NOVEMBER 2024

EQUITY RESEARCH – ANALYST MEETING

I-TAIL CORPORATION ITC TB

THAILAND / FOOD & BEVERAGE

BUY

UNCHANGED

Key takeaways from analyst meeting

TARGET PRICE	THB30.00
CLOSE	THB23.60
UP/DOWNSIDE	+27.1%
TP vs CONSENSUS	+3.2%

Highlights

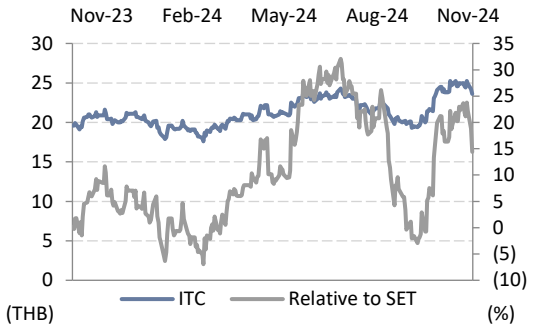
- ITC จัดประชุมเมื่อเช้าวันนี้ ผู้บริหารได้ Update แนวโน้มรายได้ 4Q24 โดยคาดว่าตัวเลขจะโตทั้ง q-q และ y-y อย่างไรก็ดีตัวเลขการเติบโต y-y อาจชะลอตัวเมื่อเทียบกับใน 2Q-3Q24 จากฐานรายได้ที่สูงใน 4Q23 ปัจจุบันบริษัทฯ มีคำสั่งซื้อล่วงหน้า 95% ของเป้ารายได้ใน 4Q แล้ว
- ใน 4Q24 อัตรากำไรขั้นต้นมีแนวโน้มลดลง q-q จากต้นทุนค่าเสื่อมที่ต้องรับรู้เต็มไตรมาส นอกจากนี้เราคาดว่ารายการกลับสินค้าคงคลังน่าจะลดลงหรือหายไป ดังนั้นเราจึงคาดว่ากำไร 4Q24 จะทรงตัวหรือลดลงเล็กน้อย q-q
- ITC อยู่ระหว่างกำหนดเป้าหมายการเติบโตในปี 2025 โดยมีหลายปัจจัยหนุนการเติบโตประกอบด้วย:
  1. ตลาดอาหารสัตว์เลี้ยงโลกซึ่งคาดว่าจะโต 6% CAGR จากปี 2023 ถึงปี 2029
  2. ลูกค้าใหม่ที่หามาได้ต่อเนื่องโดยบริษัทฯ ได้เซ็นสัญญากับลูกค้าใหม่ 21 รายในช่วง 9M24 ซึ่งรวมถึงลูกค้า Private label ขนาดใหญ่ระดับโลก ซึ่งจะรับรู้รายได้เต็มปีในปี 2025
  3. สินค้าใหม่ที่พัฒนาอย่างต่อเนื่องโดยเฉพาะสำหรับลูกค้าในยุโรปโดยผู้บริหารได้ตั้งเป้าสัดส่วนรายได้จากยุโรปเพิ่มเป็น 20% จาก 16% ในปัจจุบัน

Comments

- ในระยะสั้นเราคงมุมมองเป็นกลางเนื่องจากข้อมูลสอดคล้องกับความเห็นก่อนหน้าของเรา นอกจากนี้เรายังคงมุมมองเชิงบวกในระยะกลางถึงยาวโดยคาดว่ากำไรในช่วง 1H25 จะฟื้นตัวดี เพราะ ITC กำลังเตรียมปรับขึ้นราคาขายเพื่อสะท้อนการแข็งตัวของค่าเงินบาท
- ในระหว่างการประชุมมีคำถามเกี่ยวกับผลกระทบที่อาจเกิดขึ้นจากสงครามการค้าโดยเฉพาะถ้าการเลือกตั้งสหรัฐฯ ก่อให้เกิดการเปลี่ยนแปลงในด้านนโยบายอาทิเช่น ถ้ามีการเก็บภาษีนำเข้าจะกระทบการนำเข้าอาหารสัตว์เลี้ยงหรือไม่ ผู้บริหารระบุว่ายังเป็นเรื่องยากที่จะประเมินผลกระทบ โดยขึ้นอยู่กับความชัดเจนของนโยบายในอนาคตเป็นหลัก ปัจจุบันสหรัฐฯ ไม่ได้เก็บภาษีนำเข้าสำหรับอาหารสัตว์เลี้ยง
- อย่างไรก็ดีเราเชื่อว่าอาหารสัตว์เลี้ยงจากประเทศไทยอยู่ในกลุ่ม Premium ในขณะที่สินค้าที่ผลิตในสหรัฐฯ และนำเข้าจากจีนส่วนมากมีราคาอยู่ในตลาดระดับกลางและล่าง นอกจากนี้ประเทศไทยยังมีข้อได้เปรียบในด้านต้นทุนวัตถุดิบและแรงงานที่อยู่ในระดับที่ต่ำกว่า ในขั้นต้นเราคาดว่าปัจจัยดังกล่าวจะไม่ส่งผลกระทบเชิงลบต่ออุตสาหกรรมอาหารสัตว์เลี้ยงของไทย อย่างไรก็ดีเรายังต้องจับตาดูนโยบายการค้าของประธานาธิปดีใหม่ของสหรัฐฯ ต่อไป

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	15,577	18,395	20,327	22,048
Net profit	2,281	3,941	4,180	4,578
EPS (THB)	0.76	1.31	1.39	1.53
vs Consensus (%)	-	1.6	0.9	(1.2)
EBITDA	2,995	4,961	5,048	5,557
Recurring net profit	2,312	4,191	4,180	4,578
Core EPS (THB)	0.77	1.40	1.39	1.53
EPS growth (%)	(68.6)	81.2	(0.3)	9.5
Core P/E (x)	30.6	16.9	16.9	15.5
Dividend yield (%)	2.5	3.9	4.1	4.5
EV/EBITDA (x)	20.5	12.3	12.1	10.9
Price/book (x)	3.1	2.9	2.8	2.6
Net debt/Equity (%)	(40.0)	(40.3)	(38.3)	(37.9)
ROE (%)	9.6	17.7	16.8	17.5



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(2.1)	12.4	15.7
Relative to country (%)	(4.5)	(3.3)	10.9

Mkt cap (USD m)	2,107
3m avg. daily turnover (USD m)	7.8
Free float (%)	22
Major shareholder	Thai Union Group (79%)
12m high/low (THB)	26.00/17.50
Issued shares (m)	3,000.00

Sources: Bloomberg consensus; FSSIA estimates

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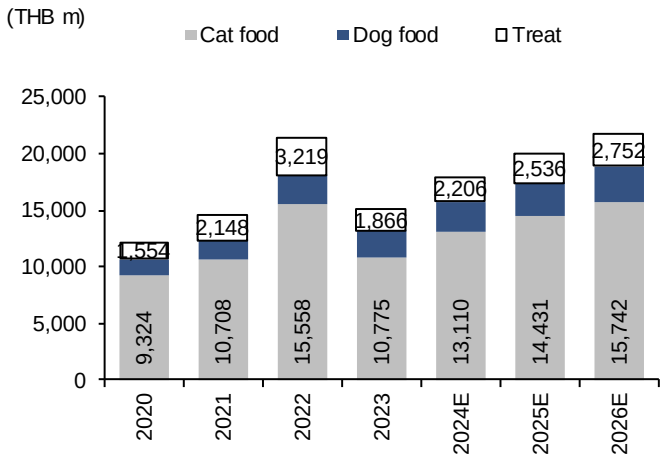
บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 6 พฤศจิกายน 2024

Exhibit 1: Key assumptions for ITC

	Actual	Current			Growth		
	2023	2024E	2025E	2026E	2024E	2025E	2026E
	(THB m)	(THB m)	(THB m)	(THB m)	(%)	(%)	(%)
Total revenue	15,577	18,395	20,327	22,048	*18.1*	*10.5*	*8.5*
Cost	12,539	13,208	15,144	16,382	*5.3*	*14.7*	*8.2*
Gross profit	3,038	5,187	5,183	5,666	*70.8*	*(0.1)*	*9.3*
SG&A expenses	1,183	1,508	1,585	1,720	*27.5*	*5.1*	*8.5*
Report net profit	2,281	3,941	4,180	4,578	*72.7*	*6.1*	*9.5*
Core profit	2,312	4,191	4,180	4,578	*81.2*	*(0.3)*	*9.5*
Key ratios (%)							
Total revenue growth	(27.3)	18.1	10.5	8.5			
Net profit growth	(48.2)	72.7	6.1	9.5			
Core profit growth	(45.3)	81.2	(0.3)	9.5			
Gross margin	19.5	28.2	25.5	25.7	*(5.2)*	*(1.5)*	*(0.7)*
SG&A to sales	7.6	8.2	7.8	7.8	*(1.9)*	*(1.5)*	*(1.5)*
Net margin	14.6	21.4	20.6	20.8	*(2.5)*	*(1.0)*	*(0.2)*
Core margin	14.8	22.8	20.6	20.8	*(3.8)*	*(1.0)*	*(0.2)*
Operating statistics							
THB/USD	34.9	33.0	33.0	33.0	*(5.6)*	*0.0*	*0.0*
Tuna price (USD/tonne)	1,784	1,449	1,500	1,500	*(18.8)*	*3.5*	*0.0*
Revenue breakdown (THB m)							
Cat food	10,775	13,110	14,431	15,742	*21.7*	*10.1*	*9.1*
Dog food	2,405	2,655	2,973	3,168	*10.4*	*12.0*	*6.6*
Treats	1,866	2,206	2,536	2,752	*18.2*	*15.0*	*8.5*
Others	13	80	14	15	*535.7*	*(82.1)*	*5.0*
Other segment	519	345	372	372	*(33.6)*	*8.0*	*0.0*

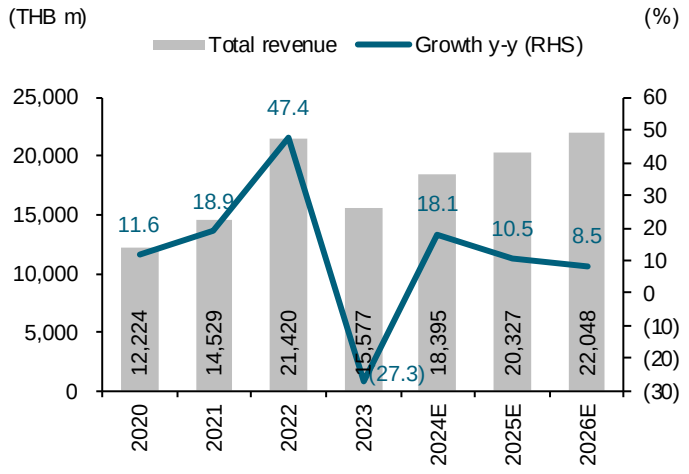
Source: FSSIA estimates

Exhibit 2: Revenue by type of product



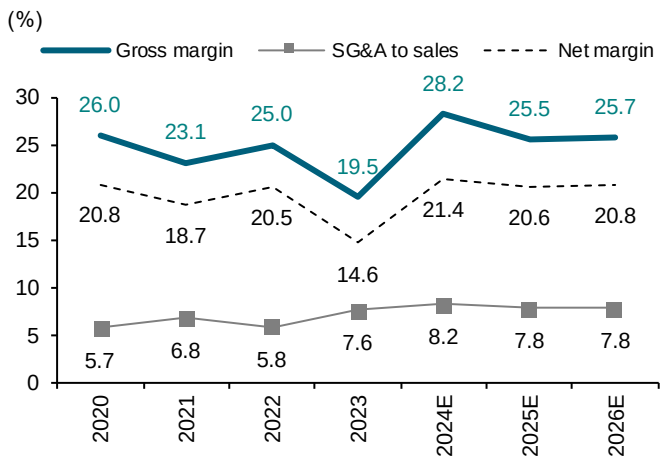
Sources: ITC; FSSIA estimates

Exhibit 3: Total revenue and growth



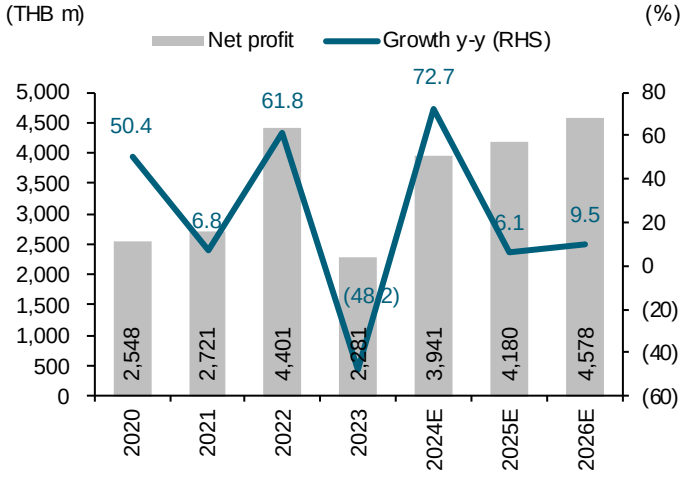
Sources: ITC; FSSIA estimates

Exhibit 4: Gross margin and net margin



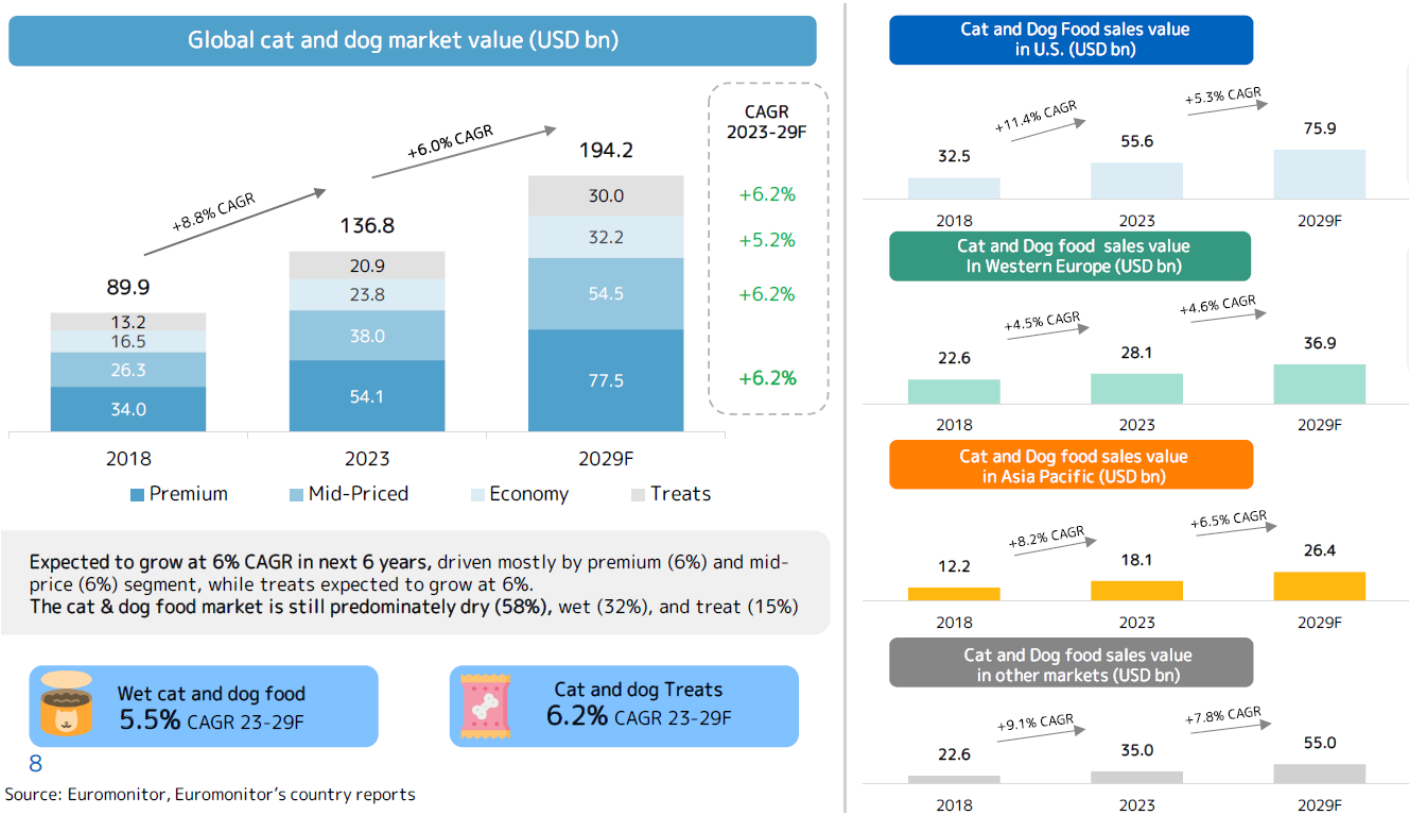
Sources: ITC; FSSIA estimates

Exhibit 5: Net profit and growth



Sources: ITC; FSSIA estimates

Exhibit 6: Global pet food market growth in 2023-29



Sources: ITC's 3Q24 presentation

Financial Statements

i-Tail Corporation

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	21,420	15,577	18,395	20,327	22,048
Cost of goods sold	(16,071)	(12,539)	(13,208)	(15,144)	(16,382)
Gross profit	**5,349**	**3,038**	**5,187**	**5,183**	**5,666**
Other operating income	247	603	643	711	772
Operating costs	(1,239)	(1,183)	(1,508)	(1,585)	(1,720)
Operating EBITDA	**4,928**	**2,995**	**4,961**	**5,048**	**5,557**
Depreciation	(571)	(539)	(639)	(739)	(839)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	**4,357**	**2,457**	**4,322**	**4,309**	**4,718**
Net financing costs	(83)	(11)	(4)	(5)	(4)
Associates	-	-	-	-	-
Recurring non-operating income	0	0	0	0	0
Non-recurring items	175	(31)	(250)	0	0
Profit before tax	**4,450**	**2,415**	**4,068**	**4,305**	**4,714**
Tax	(48)	(132)	(125)	(121)	(132)
Profit after tax	**4,401**	**2,283**	**3,943**	**4,184**	**4,582**
Minority interests	0	(1)	(2)	(4)	(4)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	**4,401**	**2,281**	**3,941**	**4,180**	**4,578**
Non-recurring items & goodwill (net)	**(175)**	**31**	**250**	**0**	**0**
Recurring net profit	**4,226**	**2,312**	**4,191**	**4,180**	**4,578**
Per share (THB)					
Recurring EPS *	2.46	0.77	1.40	1.39	1.53
Reported EPS	2.56	0.76	1.31	1.39	1.53
DPS	1.66	0.60	0.92	0.98	1.07
Diluted shares (used to calculate per share data)	1,720	3,000	3,000	3,000	3,000
Growth					
Revenue (%)	47.4	(27.3)	18.1	10.5	8.5
Operating EBITDA (%)	62.6	(39.2)	65.6	1.8	10.1
Operating EBIT (%)	74.6	(43.6)	75.9	(0.3)	9.5
Recurring EPS (%)	(63.7)	(68.6)	81.2	(0.3)	9.5
Reported EPS (%)	(66.1)	(70.3)	72.7	6.1	9.5
Operating performance					
Gross margin inc. depreciation (%)	25.0	19.5	28.2	25.5	25.7
Gross margin exc. depreciation (%)	27.6	23.0	31.7	29.1	29.5
Operating EBITDA margin (%)	23.0	19.2	27.0	24.8	25.2
Operating EBIT margin (%)	20.3	15.8	23.5	21.2	21.4
Net margin (%)	19.7	14.8	22.8	20.6	20.8
Effective tax rate (%)	1.1	5.5	3.1	2.8	2.8
Dividend payout on recurring profit (%)	67.6	77.8	65.8	70.0	70.0
Interest cover (X)	52.8	223.0	1,080.5	957.6	1,072.4
Inventory days	93.6	117.0	99.6	98.4	101.4
Debtor days	48.8	86.4	78.3	76.2	76.9
Creditor days	46.3	58.9	45.7	44.3	45.6
Operating ROIC (%)	33.7	15.8	25.3	23.1	23.6
ROIC (%)	32.5	14.6	23.6	22.2	22.7
ROE (%)	26.5	9.6	17.7	16.8	17.5
ROA (%)	21.6	8.7	16.2	15.4	15.9

* Pre exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Pet Food	18,119	13,180	15,765	17,404	18,909
Treats	3,219	1,866	2,206	2,536	2,752
Other	82	13	80	14	15
Other segment		519	345	372	372

Sources: i-Tail Corporation; FSSIA estimates

Financial Statements

i-Tail Corporation

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	4,226	2,312	4,191	4,180	4,578
Depreciation	571	539	639	739	839
Associates & minorities	16	(15)	1	0	0
Other non-cash items	-	-	-	-	-
Change in working capital	(2,972)	(578)	(842)	(966)	(788)
Cash flow from operations	**1,841**	**2,258**	**3,989**	**3,953**	**4,629**
Capex - maintenance	(817)	(1,532)	(1,053)	(1,000)	(1,000)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(222)	(838)	779	(58)	(52)
Cash flow from investing	**(1,039)**	**(2,370)**	**(275)**	**(1,058)**	**(1,052)**
Dividends paid	(7,471)	(3,791)	(2,759)	(2,926)	(3,205)
Equity finance	20,795	0	0	0	0
Debt finance	(1,559)	4	(264)	(5)	(19)
Other financing cash flows	(16)	(50)	(201)	39	34
Cash flow from financing	**11,749**	**(3,837)**	**(3,223)**	**(2,893)**	**(3,190)**
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	**0**	**0**	**0**	**0**	**0**
Movement in cash	**12,551**	**(3,949)**	**491**	**2**	**388**
Free cash flow to firm (FCFF)	884.37	(101.04)	3,718.59	2,899.36	3,581.79
Free cash flow to equity (FCFE)	(773.10)	(157.69)	3,249.72	2,928.50	3,592.33
Per share (THB)					
FCFF per share	0.29	(0.03)	1.24	0.97	1.19
FCFE per share	(0.26)	(0.05)	1.08	0.98	1.20
Recurring cash flow per share	2.80	0.95	1.61	1.64	1.81

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	7,968	8,905	9,449	9,853	10,162
Less: Accumulated depreciation	(3,075)	(3,423)	(3,560)	(3,703)	(3,851)
Tangible fixed assets (net)	**4,893**	**5,482**	**5,889**	**6,150**	**6,312**
Intangible fixed assets (net)	**0**	**0**	**0**	**0**	**0**
Long-term financial assets	42	923	-	-	-
Invest. in associates & subsidiaries	-	-	-	-	-
Cash & equivalents	13,254	9,305	9,796	9,799	10,186
A/C receivable	3,517	3,860	4,032	4,455	4,833
Inventories	4,454	3,243	3,619	4,149	4,488
Other current assets	1,526	2,165	2,575	2,846	3,087
Current assets	**22,750**	**18,573**	**20,022**	**21,248**	**22,594**
Other assets	493	452	552	610	661
Total assets	**28,178**	**25,431**	**26,462**	**28,008**	**29,567**
Common equity	25,029	23,118	24,247	25,502	26,875
Minorities etc.	16	1	2	2	2
Total shareholders' equity	**25,045**	**23,119**	**24,249**	**25,504**	**26,877**
Long term debt	29	33	28	23	4
Other long-term liabilities	588	569	368	407	441
Long-term liabilities	**617**	**602**	**396**	**430**	**444**
A/C payable	2,353	1,520	1,628	1,867	2,020
Short term debt	14	14	5	5	5
Other current liabilities	150	177	184	203	220
Current liabilities	**2,517**	**1,710**	**1,817**	**2,075**	**2,245**
Total liabilities and shareholders' equity	**28,178**	**25,431**	**26,462**	**28,008**	**29,567**
Net working capital	6,994	7,572	8,413	9,380	10,167
Invested capital	12,422	14,429	14,854	16,140	17,140
* Includes convertibles and preferred stock which is being treated as debt					
Per share (THB)					
Book value per share	8.34	7.71	8.08	8.50	8.96
Tangible book value per share	8.34	7.71	8.08	8.50	8.96
Financial strength					
Net debt/equity (%)	(52.8)	(40.0)	(40.3)	(38.3)	(37.9)
Net debt/total assets (%)	(46.9)	(36.4)	(36.9)	(34.9)	(34.4)
Current ratio (x)	9.0	10.9	11.0	10.2	10.1
CF interest cover (x)	(8.4)	(13.3)	813.4	651.8	817.4

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	**9.6**	**30.6**	**16.9**	**16.9**	**15.5**
Recurring P/E @ target price (x) *	**12.2**	**38.9**	**21.5**	**21.5**	**19.7**
Reported P/E (x)	9.2	31.0	18.0	16.9	15.5
Dividend yield (%)	7.0	2.5	3.9	4.1	4.5
Price/book (x)	2.8	3.1	2.9	2.8	2.6
Price/tangible book (x)	2.8	3.1	2.9	2.8	2.6
EV/EBITDA (x) **	11.7	20.5	12.3	12.1	10.9
EV/EBITDA @ target price (x) **	15.6	27.0	16.2	15.9	14.4
EV/invested capital (x)	4.6	4.3	4.1	3.8	3.5

* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income

Sources: i-Tail Corporation; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodology	Rating
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for **THSI inclusion**, verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. **SETTHSI Index** is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). (*The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)*	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. *(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.)*	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.
Morningstar Sustainalytics	The Sustainalytics' 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. *Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.*	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored.

NEGL	Low	Medium	High	Severe
0-10	10-20	20-30	30-40	40+

ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.		The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers.		
	AAA 8.571-10.000 **AA** 7.143-8.570 **A** 5.714-7.142 **BBB** 4.286-5.713 **BB** 2.857-4.285 **B** 1.429-2.856 **CCC** 0.000-1.428	**Leader:** **Average:** **Laggard:**	leading its industry in managing the most significant ESG risks and opportunities a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers lagging its industry based on its high exposure and failure to manage significant ESG risks
Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.		
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. *(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)*		
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.		
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.	
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.	

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

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Sureeporn Teewasuwet FSS International Investment Advisory Securities Co., Ltd

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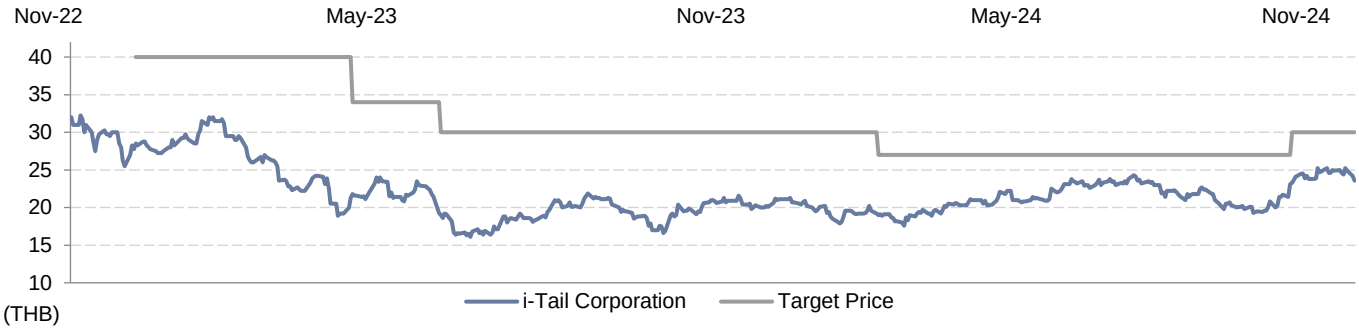
History of change in investment rating and/or target price

i-Tail Corporation (ITC TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
11-Jan-2023	BUY	40.00	26-Jun-2023	BUY	30.00	01-Oct-2024	BUY	30.00
09-May-2023	BUY	34.00	19-Feb-2024	BUY	27.00			

Sureeporn Teewasuwet started covering this stock from 11-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
i-Tail Corporation	ITC TB	THB 23.60	BUY	Downside risks to our P/E-based TP include 1) a slower-than-expected recovery in purchasing power, 2) more fluctuating raw material prices than expected, 3) a stronger-than-expected THB, and 4) labour shortages.

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 05-Nov-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.