

# SEAFCO SEAFCO TB

## THAILAND / CONSTRUCTION SERVICES

**BUY**  
 UNCHANGED

### 3Q24 results at first glance

TARGET PRICE	THB3.00
CLOSE	THB2.06
UP/DOWNSIDE	+45.6%
TP vs CONSENSUS	+1.9%

ผลประกอบการ 3Q24 ขาดทุนใกล้เคียงคาดจาก **Cost overrun**

#### Highlights

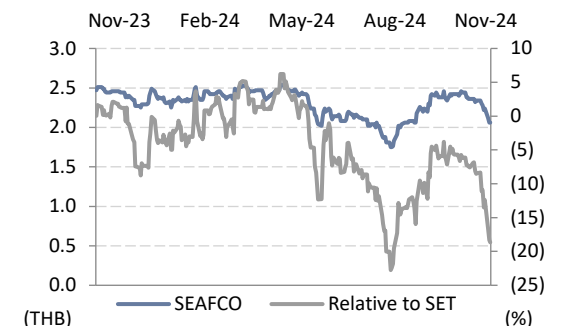
- SEAFCO รายงานผลประกอบการ 3Q24 ขาดทุนสุทธิ -11 ล้านบาท (ใกล้เคียงเรา คาดที่ -12 ล้านบาท) จากกำไร 6 ล้านบาทใน 2Q24 และ 63 ล้านบาทใน 3Q23
- สาเหตุหลักมาจากผลกระทบของปริมาณน้ำฝนมากส่งผลให้บางโครงการที่อยู่ระหว่างก่อสร้างเกิดปัญหา Cost overrun อาทิ โครงการก่อสร้างสะพานข้ามแม่น้ำเจ้าพระยา กัดดินให้อัตรากำไรขั้นต้นลดลงเหลือ 3.2% จาก 12% ใน 2Q24 และ 22.7% ใน 3Q23 (มีการตั้งสำรองราว 20 ล้านบาท หากหักออก อัตรากำไรขั้นต้นอยู่ที่ราว 10%)
- รายได้ก่อสร้างอยู่ที่ 338 ล้านบาท เพิ่มขึ้น +28% q-q จากการเริ่มใช้งาน Shark Fin ในช่วงปลายไตรมาส แต่ลดลง -31% y-y ตามปริมาณงานในตลาดหดตัว และใน 3Q23 มีการรับรู้งานรถไฟฟ้าสายสีม่วงใต้ซึ่งเป็นโครงการขนาดใหญ่และมารั้วเงินสูง
- ค่าใช้จ่ายบริหารควบคุมได้ดีที่ 28 ล้านบาท ขณะที่ดอกเบี้ยจ่ายลดลงเป็น 2.8 ล้านบาท (-9% q-q, -22% y-y)

#### Outlook

- กำไรสุทธิ 9M24 อยู่ที่ 28 ล้านบาท (-79% y-y) คิดเป็น 64% ของประมาณการทั้งปีที่ 44 ล้านบาท (-74% y-y) ซึ่งมี Downside จากอัตรากำไรขั้นต้นอยู่ระดับต่ำใน 3Q24 เบื้องต้นเรามองว่ากำไรปีนี้มีโอกาสหดตัว 80% y-y ที่ 30-35 ล้านบาท
- แนวโน้มผลประกอบการ 4Q24 คาดดีขึ้น q-q และพลิกกลับมาเป็นกำไรจากอัตรากำไรขั้นต้นที่ฟื้นตัวหลังตั้งสำรองโครงการที่มีปัญหาไปแล้วในไตรมาสก่อนหน้า ขณะที่แม้มีการรับรู้โครงการ Shark Fin เต็มไตรมาส แต่รายได้ก่อสร้าง 4Q24 คาดอ่อนลงจากปัจจัยฤดูกาลที่มีวันหยุดยาว
- ระยะสั้นหุ้นถูกกดดันจากงบ 3Q24 อ่อนแอ อย่างไรก็ตาม มี Catalyst ที่รออยู่ข้างหน้า คือ การรับรู้งานรถไฟฟ้าสายสีส้มจาก CK ซึ่งคาดว่าจะทยอยประกาศ Sub-contract งานฐานรากของแต่ละสถานีตั้งแต่สิ้นปีนี้ก่อนเริ่มงานในต้นปี 2025 หนุนการเติม Backlog ซึ่งบริษัทตั้งเป้ารับ 5 สถานี (จากทั้งหมด 11 สถานี) มูลค่ารวม 1.5 พันล้านบาท (เทียบกับ Backlog ปัจจุบัน 700-800 ล้านบาท) และเป็นแรงขับเคลื่อนหลักต่อการเติบโตอย่างมีนัยของกำไรในปี 2025 โดยเฉพาะ 2Q-3Q25

#### KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	1,786	1,222	1,592	1,802
Net profit	169	44	152	175
EPS (THB)	0.23	0.05	0.19	0.22
vs Consensus (%)	-	(31.5)	11.8	4.8
EBITDA	345	200	346	379
Recurring net profit	151	39	152	175
Core EPS (THB)	0.20	0.05	0.19	0.22
EPS growth (%)	nm	(76.5)	290.2	15.1
Core P/E (x)	10.1	42.9	11.0	9.6
Dividend yield (%)	4.4	1.0	3.6	4.2
EV/EBITDA (x)	4.6	9.2	5.2	4.6
Price/book (x)	1.0	1.0	1.0	0.9
Net debt/Equity (%)	5.1	9.6	6.8	3.5
ROE (%)	10.0	2.4	8.9	9.7



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(14.9)	17.7	(14.2)
Relative to country (%)	(13.8)	5.3	(18.0)
Mkt cap (USD m)	48		
3m avg. daily turnover (USD m)	0.0		
Free float (%)	74		
Major shareholder	Thasnanipan Family (26%)		
12m high/low (THB)	2.58/1.70		
Issued shares (m)	739.71		

Sources: Bloomberg consensus; FSSIA estimates



**Thanyatorn Songwutti**

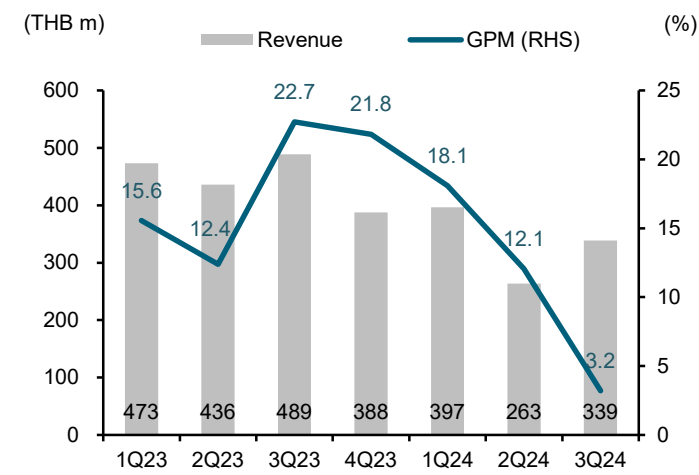
Fundamental Investment Analyst on Securities; License no. 101203  
 thanyatorn.s@fssia.com, +66 2646 9963

## Exhibit 1: SEAFco - 3Q24 results summary

	3Q23	4Q23	1Q24	2Q24	3Q24	Change	
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Total revenue	489	388	397	263	339	(33.6)	(39.6)
Cost of sales	378	303	325	232	328	(28.7)	(39.4)
Gross profit	111	85	72	32	11	(55.7)	(41.1)
SG&A	33	26	31	28	28	(9.1)	(21.0)
Operating profit	79	59	41	4	(17)	(90.8)	(79.8)
Interest expense	4	4	3	3	3	(9.0)	(21.6)
Tax expense	14	17	6	2	(4)	(59.9)	(37.9)
Reported net profit	63	36	33	6	(11)	(83.2)	(55.3)
Core profit	62	36	35	(0.2)	(10.1)	n/a	n/a
<b>Key ratios (%)</b>						<b>(ppt)</b>	<b>(ppt)</b>
Gross margin	22.7	21.8	18.1	12.1	3.2	(6.0)	(0.3)
SG&A / Sales	6.6	6.7	7.8	10.6	8.3	2.9	2.5
Operating margin	16.1	15.1	10.3	1.4	(5.1)	(8.9)	(2.8)
Net margin	12.8	9.2	8.4	2.1	(3.3)	(6.3)	(0.7)
Norm margin	12.7	9.2	8.8	(0.1)	(3.0)	(8.8)	(3.3)

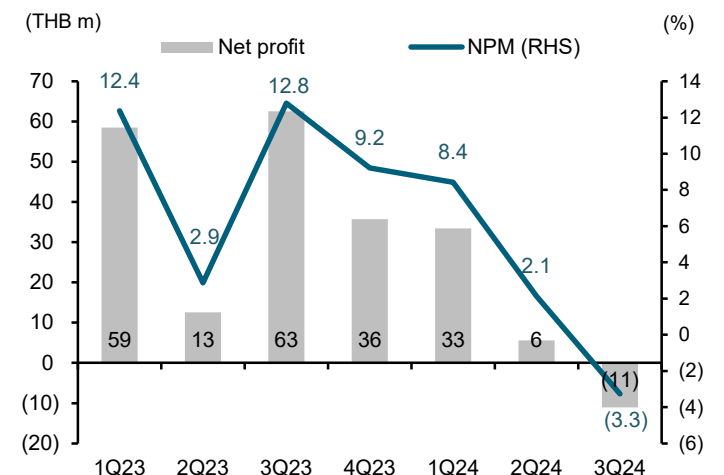
Sources: SEAFco; FSSIA's compilation

## Exhibit 2: Quarterly revenue and GPM



Sources: SEAFco; FSSIA's compilation

## Exhibit 3: Quarterly net profit and NPM



Sources: SEAFco; FSSIA's compilation

## Financial Statements

Seafoo

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	781	1,786	1,222	1,592	1,802
Cost of goods sold	(837)	(1,463)	(1,049)	(1,272)	(1,449)
<b>Gross profit</b>	<b>(56)</b>	<b>323</b>	<b>172</b>	<b>320</b>	<b>353</b>
Other operating income	25	7	7	7	7
Operating costs	(109)	(121)	(118)	(121)	(125)
<b>Operating EBITDA</b>	<b>19</b>	<b>345</b>	<b>200</b>	<b>346</b>	<b>379</b>
Depreciation	(158)	(136)	(138)	(141)	(144)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>(139)</b>	<b>210</b>	<b>62</b>	<b>205</b>	<b>235</b>
Net financing costs	(15)	(16)	(13)	(13)	(13)
Associates	-	-	-	-	-
Recurring non-operating income	0	0	0	0	0
Non-recurring items	4	19	4	0	0
<b>Profit before tax</b>	<b>(150)</b>	<b>212</b>	<b>53</b>	<b>192</b>	<b>222</b>
Tax	25	(45)	(12)	(42)	(49)
<b>Profit after tax</b>	<b>(125)</b>	<b>167</b>	<b>41</b>	<b>150</b>	<b>173</b>
Minority interests	(5)	2	2	2	2
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>(129)</b>	<b>169</b>	<b>44</b>	<b>152</b>	<b>175</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>(4)</b>	<b>(19)</b>	<b>(4)</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>(133)</b>	<b>151</b>	<b>39</b>	<b>152</b>	<b>175</b>
<b>Per share (THB)</b>					
Recurring EPS *	(0.18)	0.20	0.05	0.19	0.22
Reported EPS	(0.18)	0.23	0.05	0.19	0.22
DPS	0.00	0.09	0.02	0.07	0.09
Diluted shares (used to calculate per share data)	740	740	814	814	814
<b>Growth</b>					
Revenue (%)	(45.6)	128.6	(31.6)	30.3	13.2
Operating EBITDA (%)	(88.1)	1,698.3	(42.0)	73.2	9.3
Operating EBIT (%)	nm	nm	(70.5)	232.7	14.3
Recurring EPS (%)	nm	nm	(76.5)	290.2	15.1
Reported EPS (%)	nm	nm	(76.6)	250.1	15.1
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	(7.1)	18.1	14.1	20.1	19.6
Gross margin exc. depreciation (%)	13.2	25.7	25.4	28.9	27.5
Operating EBITDA margin (%)	2.5	19.3	16.4	21.8	21.0
Operating EBIT margin (%)	(17.8)	11.7	5.1	12.9	13.0
Net margin (%)	(17.1)	8.4	3.2	9.6	9.7
Effective tax rate (%)	17.0	21.3	22.9	22.0	22.0
Dividend payout on recurring profit (%)	-	44.1	44.6	40.0	40.0
Interest cover (X)	(9.5)	13.3	4.8	15.7	18.1
Inventory days	31.4	12.5	23.9	25.8	22.4
Debtor days	214.9	91.9	144.6	107.4	114.5
Creditor days	188.1	122.9	200.0	149.6	156.4
Operating ROIC (%)	(8.4)	13.4	3.7	11.4	(3.2)
ROIC (%)	(6.0)	9.8	2.8	8.7	(2.4)
ROE (%)	(8.9)	10.0	2.4	8.9	9.7
ROA (%)	(4.8)	6.8	1.9	6.4	6.3

\* Pre exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Hire of work	780	1,784	1,220	1,590	1,800
Sales of materials and services	2	2	2	2	2

Sources: Seafoo; FSSIA estimates

## Financial Statements

### Seafco

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	(133)	151	39	152	175
Depreciation	158	136	138	141	144
Associates & minorities	5	(2)	(2)	(2)	(2)
Other non-cash items	-	-	-	-	-
Change in working capital	194	(36)	(100)	(2)	(1)
<b>Cash flow from operations</b>	<b>224</b>	<b>248</b>	<b>75</b>	<b>289</b>	<b>316</b>
Capex - maintenance	-	-	-	-	-
Capex - new investment	(93)	(109)	(179)	(191)	(194)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	-	-	-	-	-
<b>Cash flow from investing</b>	<b>(93)</b>	<b>(109)</b>	<b>(179)</b>	<b>(191)</b>	<b>(194)</b>
Dividends paid	0	(67)	(11)	(59)	(68)
Equity finance	1	(6)	37	0	0
Debt finance	(254)	(45)	(56)	0	0
Other financing cash flows	4	87	0	0	0
<b>Cash flow from financing</b>	<b>(249)</b>	<b>(31)</b>	<b>(29)</b>	<b>(59)</b>	<b>(68)</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>(118)</b>	<b>108</b>	<b>(133)</b>	<b>39</b>	<b>54</b>
Free cash flow to firm (FCFF)	145.01	155.04	(91.31)	111.09	134.86
Free cash flow to equity (FCFE)	(119.44)	181.26	(159.87)	97.98	121.87

#### Per share (THB)

FCFF per share	0.20	0.21	(0.12)	0.15	0.18
FCFE per share	(0.16)	0.25	(0.22)	0.13	0.16
Recurring cash flow per share	0.04	0.38	0.21	0.36	0.39

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	2,494	2,462	2,512	2,562	2,612
Less: Accumulated depreciation	(1,390)	(1,390)	(1,390)	(1,390)	(1,390)
<b>Tangible fixed assets (net)</b>	<b>1,104</b>	<b>1,073</b>	<b>1,123</b>	<b>1,173</b>	<b>1,223</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	85	89	80	80	80
Cash & equivalents	113	222	88	128	182
A/C receivable	338	561	407	530	600
Inventories	52	39	80	80	80
Other current assets	78	226	245	245	245
<b>Current assets</b>	<b>581</b>	<b>1,048</b>	<b>820</b>	<b>983</b>	<b>1,107</b>
Other assets	395	356	361	366	371
<b>Total assets</b>	<b>2,164</b>	<b>2,566</b>	<b>2,384</b>	<b>2,602</b>	<b>2,781</b>
Common equity	1,428	1,597	1,660	1,751	1,857
Minorities etc.	2	(3)	(3)	(3)	(3)
<b>Total shareholders' equity</b>	<b>1,430</b>	<b>1,594</b>	<b>1,657</b>	<b>1,748</b>	<b>1,853</b>
Long term debt	210	148	147	147	147
Other long-term liabilities	41	43	44	45	46
<b>Long-term liabilities</b>	<b>251</b>	<b>192</b>	<b>191</b>	<b>192</b>	<b>193</b>
A/C payable	298	596	403	525	594
Short term debt	138	154	100	100	100
Other current liabilities	47	31	34	37	41
<b>Current liabilities</b>	<b>483</b>	<b>780</b>	<b>536</b>	<b>662</b>	<b>735</b>
<b>Total liabilities and shareholders' equity</b>	<b>2,164</b>	<b>2,566</b>	<b>2,384</b>	<b>2,602</b>	<b>2,781</b>
Net working capital	123	200	296	293	290
Invested capital	1,706	1,718	1,859	1,912	1,964

\* Includes convertibles and preferred stock which is being treated as debt

#### Per share (THB)

Book value per share	1.93	2.16	2.04	2.15	2.28
Tangible book value per share	1.93	2.16	2.04	2.15	2.28

#### Financial strength

Net debt/equity (%)	16.4	5.1	9.6	6.8	3.5
Net debt/total assets (%)	10.8	3.1	6.6	4.6	2.3
Current ratio (x)	1.2	1.3	1.5	1.5	1.5
CF interest cover (x)	(0.8)	19.5	2.5	23.0	25.3

Valuation	2022	2023	2024E	2025E	2026E
<b>Recurring P/E (x) *</b>	<b>(11.4)</b>	<b>10.1</b>	<b>42.9</b>	<b>11.0</b>	<b>9.6</b>
<b>Recurring P/E @ target price (x) *</b>	<b>(16.6)</b>	<b>14.7</b>	<b>62.5</b>	<b>16.0</b>	<b>13.9</b>
Reported P/E (x)	(11.8)	9.0	38.5	11.0	9.6
Dividend yield (%)	-	4.4	1.0	3.6	4.2
Price/book (x)	1.1	1.0	1.0	1.0	0.9
Price/tangible book (x)	1.1	1.0	1.0	1.0	0.9
EV/EBITDA (x) **	91.8	4.6	9.2	5.2	4.6
EV/EBITDA @ target price (x) **	128.0	6.7	13.0	7.4	6.6
EV/invested capital (x)	1.0	0.9	1.0	0.9	0.9

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

Sources: Seafco; FSSIA estimates

# SEAFCO PCL (SEAFCO TB)

FSSIA ESG rating

n/a

## Exhibit 4: 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	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Source: FSSIA estimates

## Exhibit 5: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
CK	38.06	--	--	--	5.00	4.00	--	High	50.15	BB	--	43.93	22.00	2.13	43.16
PYLON	20.00	--	--	--	5.00	5.00	Certified	--	--	--	--	--	--	--	--
SEAFCO	n/a	--	--	--	5.00	4.00	--	--	--	--	--	--	--	--	--
STEC	39.73	--	--	--	5.00	5.00	--	Severe	62.52	BBB	--	36.51	22.00	1.64	37.87
SYNTEC	36.38	--	--	Y	5.00	5.00	Certified	--	53.14	--	--	37.86	--	--	--

Sources: [SETTRADE.com](https://settrade.com); FSSIA's compilation

## Exhibit 6: ESG disclosure from the company's one report

FY ending Dec 31	FY 2023	FY ending Dec 31	FY 2023
<b>Environmental</b>		<b>Governance</b>	
Climate change policy	Yes	Board size / Independent directors (ID) / Female	9 / 4 / 2
Climate change opportunities discussed	--	No. of board meetings for the year / % attendance	7 / 100%
GHG scope 2 location-based policy	Yes	Company conducts board evaluations	Yes
Biodiversity policy	Yes	Number of non-executive directors on board	4
Energy efficiency policy	Yes	Director share ownership guidelines	No
Electricity used	926	Board age limit	No
Fuel used - crude oil/diesel	3.1	Age of the youngest / oldest director	45 / 80
Waste reduction policy	Yes	Number of executives / female	12 / 1
Water policy	Yes	Executive share ownership guidelines	No
Water consumption	687	Size of audit committee / ID	3 / 3
<b>Social</b>		Audit committee meetings	5
Human rights policy	Yes	Audit committee meeting attendance (%)	100
Policy against child labor	Yes	Size of compensation committee	3 / 2
Quality assurance and recall policy	Yes	Number of compensation committee meetings	2
Consumer data protection policy	Yes	Compensation committee meeting attendance (%)	100
Equal opportunity policy	Yes	Size of nomination committee / ID	3 / 2
Gender pay gap breakout	--	Number of nomination committee meetings	2
Pct women in workforce	14.62	Nomination committee meeting attendance (%)	100
Business ethics policy	Yes	Board compensation (THB m)	2.76
Anti-bribery ethics policy	Yes	Auditor fee (THB m)	1.43
Health and safety policy	Yes	(NPS Siam Audit Limited.)	
Lost time incident rate - employees	--		
Training policy	Yes		
Fair remuneration policy	Yes		
Number of employees - CSR	--		
Total hours spent by firm - employee training	5,669		
Social supply chain management	Yes		

Source: FSSIA's compilation

## Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																				
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for <b>THSI inclusion</b> , 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. <b>SETTHSI Index</b> is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																				
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																				
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&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.																				
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																				
Morningstar Sustainability	The Sustainability's ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality &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+																		
ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																				
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="3">Average:</td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td></tr><tr><td>CCC</td><td>0.000-1.428</td><td>Laggard:</td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>		AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities																			
AA	7.143-8.570																					
A	5.714-7.142																					
BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers																			
BB	2.857-4.285																					
B	1.429-2.856																					
CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks																			
Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																					
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																					
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																					
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																				
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																				

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

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Thanyatorn Songwutti FSS International Investment Advisory Securities Co., Ltd

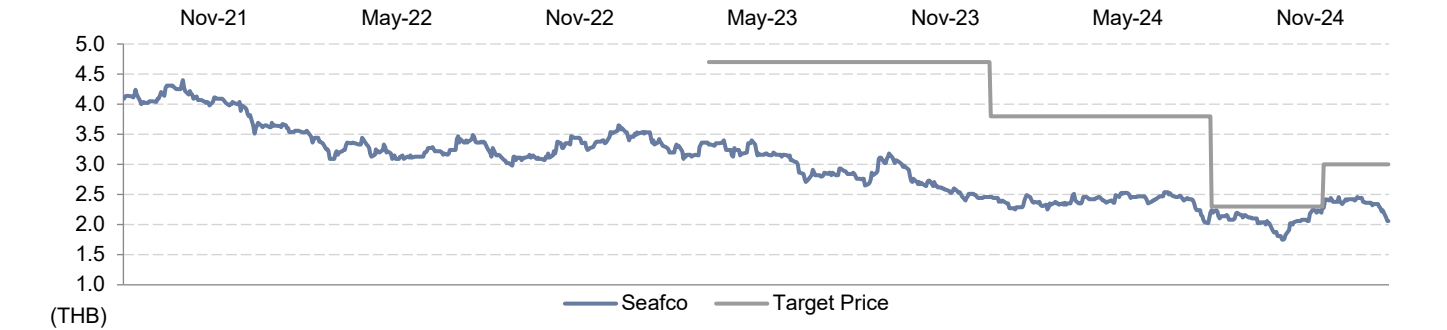
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s)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

This report has been prepared by FSS International Investment Advisory Securities Company Limited (FSSIA). The information herein has been obtained from sources believed to be reliable and accurate; however FSSIA makes no representation as to the accuracy and completeness of such information. Information and opinions expressed herein are subject to change without notice. FSSIA has no intention to solicit investors to buy or sell any security in this report. In addition, FSSIA does not guarantee returns nor price of the securities described in the report nor accept any liability for any loss or damage of any kind arising out of the use of such information or opinions in this report. Investors should study this report carefully in making investment decisions. All rights are reserved.

This report may not be reproduced, distributed or published by any person in any manner for any purpose without permission of FSSIA. Investment in securities has risks. Investors are advised to consider carefully before making investment decisions.

History of change in investment rating and/or target price

Seafoo (SEAFCO TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
04-Apr-2023	BUY	4.70	12-Jun-2024	HOLD	2.30	-	-	-
04-Dec-2023	BUY	3.80	17-Sep-2024	BUY	3.00			

Thanyatorn Songwutti started covering this stock from 04-Apr-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Seafoo	SEAFCO TB	THB 2.06	BUY	Downside risks to our P/BV-based TP include 1) fewer than expected new contract signing; 2) auction delays; 3) a failure to win contracts from the Orange Line project; 4) political uncertainties; 5) construction delays and cost overrun; 6) higher building material costs, labor shortages, and a minimum wage hike; and 7) fierce competition.

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 13-Nov-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.