**EQUITY RESEARCH - RESULTS FLASH** 

## KCG CORPORATION

KCG TB

THAILAND / FOOD & BEVERAGE



#### UNCHANGE

 TARGET PRICE
 THB11.00

 CLOSE
 THB7.50

 UP/DOWNSIDE
 +46.7%

 PRIOR TP
 THB11.00

 CHANGE IN TP
 UNCHANGED

 TP vs CONSENSUS
 +0.0%

INANS

# 4Q24 results at first glance

## กำไรสุทธิ 4Q24 ดีกว่าเราคาด 10%

#### **Highlights**

- KCG รายงานกำไรสุทธิ 4Q24 ที่ 163 ลบ. เติบโต 112.8% q-q และ 15.4% y-y
   ทำ all time high ดีกว่าคาด 10% หลักๆ มาจากรายได้ที่เติบโตสูงกว่าคาด
- รายได้ 4Q24 อยู่ที่ 2.5 พันลบ. 43.6% q-q และ 14% y-y เป็นช่วง Festive
   Season ความต้องการเนยชีสที่มากกว่าปกติ
- ส่วนอัตรากำไรขั้นตันดีขึ้น q-q จาก Economy of Scale แต่ลดลง y-y จากดันทุน วัตถุดิบที่สูงกว่าในปีก่อน โดยอัตรากำไรขั้นดัน 4Q24 อยู่ที่ 30.9% เพิ่มขึ้นจาก 30.3% ใน 3Q24 แต่ต่ำกว่า 32.7% ใน 4Q23 ขณะที่ค่าใช้จ่ายและรายได้อื่นๆ ไม่ เปลี่ยนแปลงอย่างมีนัยสำคัญ
- จบปี 2024 มีกำไรสุทธิอยู่ที่ 406 ลบ. เติบโต 32.7% y-y

#### **Outlook**

- แนวโน้มกำไรสุทธิ 1Q25 จะชะลอตัว q-q ตามปัจจัยฤดูกาล แต่น่าจะยังเพิ่มขึ้น
   y-y จากที่คาดว่าปริมาณการขายจะเพิ่มขึ้น จากการส่งเสริมการตลาดและตาม
   ความต้องการบริโภคเนยชีสที่ปรับขึ้นต่อเนื่อง อีกทั้งคาดว่าอัตรากำไรขั้นต้นจะดี
   ขึ้นจากต้นทุนราคาวัตถุดิบมีแนวโน้มปรับลงเล็กน้อย รวมถึงค่าใช้จ่ายในการ
   ขายและบริการจะลดลงหลังโครงการ Logistic Park เปิดดำเนินการเต็มระบบทำ
   ให้ตันทุนการจัดเก็บและขนส่งมีประสิทธิภาพเพิ่มมากขึ้น
- บริษัทตั้งเป้ารายได้ปี 2025 +10% y-y เน้นขยายลูกค้า B2B และ B2C กลุ่มลูกค้า รายใหญ่และการออกสินค้าใหม่ และคาดหวังอัตรากำไรขั้นต้นไม่ต่ำกว่าระดับ 30% ซึ่งเป็นระดับภาวะปกติของบริษัทและเชื่อว่าแนวโน้มราคาวัตถุดิบมีโอกาส ปรับลงหลังราคาน้ำมันเนยปรับสูงผิดปกติในปี 2024 และอุปทานน้ำนมดิบที่ เพิ่มขึ้น
- คงประมาณการกำไรสุทธิปี 2025 ที่ 447 ล้านบาท +10% y-y และปี 2026 +15%
   y-y และราคาเป้าหมาย 11 บาท ยังแนะนำ "ซื้อ"

## **KEY STOCK DATA**

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	7,743	8,518	9,370	10,306
Net profit	406	447	514	573
EPS (THB)	0.74	0.82	0.94	1.05
vs Consensus (%)	-	-	15.3	16.7
EBITDA	762	824	907	985
Recurring net profit	406	447	514	573
Core EPS (THB)	0.74	0.82	0.94	1.05
Chg. In EPS est. (%)	nm	4.4	3.8	nm
EPS growth (%)	38.6	10.1	15.1	11.4
Core P/E (x)	10.1	9.1	7.9	7.1
Dividend yield (%)	5.5	5.5	6.3	7.0
EV/EBITDA (x)	7.4	6.6	5.8	5.0
Price/book (x)	1.4	1.3	1.2	1.1
Net debt/Equity (%)	53.5	42.7	32.0	22.2
ROE (%)	14.4	14.5	15.2	15.4



Share price performance	1 Month	3 Month	12 Month		
Absolute (%)	3.4	(16.2)	(11.2)		
Relative to country (%)	14.1	(1.4)	1.8		
Mkt cap (USD m)			121		
3m avg. daily turnover (USD m)			0.4		
Free float (%)			27		
Major shareholder Family of founders (72					
12m high/low (THB)			11.40/6.30		
Issued shares (m)			545.00		

Sources: Bloomberg consensus; FSSIA estimates



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Exhibit 1: KCG - 4Q24 results summary

Profit & Loss Statement	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	Chan	ge
Year to Dec 31	(THB m)	(q-q %)	(y-y %)							
Revenue	1,708	1,561	1,681	2,207	1,786	1,689	1,753	2,517	43.6	14.0
Gross profit	461	463	502	721	545	537	531	779	46.7	8.0
Operating costs	379	383	424	543	431	415	431	577	33.8	6.3
Operating profit	82	80	78	179	114	122	100	202	102.2	13.2
Other income	15	10	13	10	12	10	12	13	15.3	34.2
Interest expense	23	23	18	16	14	12	14	13	(5.3)	(15.9)
Profit before tax	74	67	73	173	91	120	98	202	107.2	17.1
Tax	16	16	17	31	20	26	21	39	86.7	24.9
Reported net profit	58	51	55	141	72	94	77	163	112.8	15.4
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)
Gross margin	27.0	29.6	29.9	32.7	30.5	31.8	30.3	30.9	0.6	(1.7)
SG&A / Sales	22.2	24.5	25.2	24.6	24.1	24.6	24.6	22.9	(1.7)	(1.7)
Effective tax rate	21.2	23.8	23.8	18.2	21.4	21.4	21.5	19.4	(2.1)	1.2

Sources: KCG; FSSIA estimates

Exhibit 2: Peer comparisons as of 27 Feb 2025

Company	BBG	Market	EPS gro	wth	PE		RO	E	PB\	V	DivY	'Id
		Сар	24E	25E	24E	25E	24E	25E	24E	25E	24E	25E
		(USD m)	(%)	(%)	(x)	(x)	(%)	(%)	(x)	(x)	(x)	(x)
Beverage												
Carabao Group	CBG TB	2,043	47.7	12.5	24.4	21.6	23.0	22.5	5.2	4.5	1.9	2.1
Osotspa	OSP TB	1,267	39.7	(0.5)	14.1	14.2	19.1	19.2	2.8	2.7	4.2	6.3
Sappe	SAPPE TB	437	13.7	12.1	12.0	10.7	30.0	30.4	3.4	3.1	6.3	7.0
Ichitan Group	ICHI TB	479	22.0	3.4	12.1	11.7	23.2	24.6	2.8	2.9	8.8	9.4
Beverage average		4,226	26.7	9.8	15.7	14.6	23.9	24.2	3.6	3.3	5.3	6.2
Food												
Thai union Group	TU TB	1,414	(138.4)	0.3	10.1	10.1	9.5	10.4	1.1	1.0	6.0	6.0
R&B Food Supply	RBF TB	287	(25.8)	23.7	19.7	15.9	10.1	11.9	2.0	1.8	2.8	3.5
Srinanaporn Marketing	SNNP TB	332	2.4	11.5	18.0	16.1	20.0	21.5	3.6	3.4	4.9	4.5
NSL Food	NSL TB	239	62.2	10.8	15.0	13.5	31.4	29.7	4.3	3.8	3.3	4.2
KCG Corporation	KCG TB	121	38.6	10.1	10.1	9.1	14.4	14.5	1.4	1.3	5.5	5.5
Taokaenoi Food&Marketing*	TKN TB	337	6.9	0.0	14.2	14.6	35.6	31.7	4.9	4.6	5.7	5.6
EXOTIC Food*	XO TB	221	5.9	(5.4)	9.1	9.7	41.8	37.4	3.3	3.5	7.9	8.3
Food average		2,950	(1,796.4)	8.7	13.7	12.7	23.2	22.4	2.9	2.8	5.2	5.4
Total average		7,176	(53.3)	9.6	14.4	13.4	23.5	23.1	3.2	3.0	5.2	5.7

 $Sources_: {}^*Bloomberg; \ FSSIA \ estimates$ 

## **Financial Statements**

KCG Corporation

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	7,157	7,743	8,518	9,370	10,306
Cost of goods sold	(5,010)	(5,351)	(5,920)	(6,512)	(7,163)
Gross profit	2,146	2,393	2,598	2,858	3,143
Other operating income	0	0	0	0	0
Operating costs	(1,728)	(1,854)	(2,012)	(2,202)	(2,422)
Operating EBITDA	599	762	824	907	985
Depreciation	(181)	(223)	(238)	(251)	(264)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	418	539	586	656	721
Net financing costs	(80)	(53)	(53)	(50)	(50)
Associates	0	0	0	0	0
Recurring non-operating income	35	26	30	42	50
Non-recurring items	13	0	0	0	0
Profit before tax	386	512	563	648	721
Tax	(80)	(106)	(116)	(134)	(149)
Profit after tax	306	406	447	514	573
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	306	406	447	514	573
Non-recurring items & goodwill (net)	(13)	0	0	0	0
Recurring net profit	293	406	447	514	573
Per share (THB)					
Recurring EPS *	0.54	0.74	0.82	0.94	1.05
Reported EPS	0.56	0.74	0.82	0.94	1.05
DPS	0.30	0.41	0.41	0.47	0.53
Diluted shares (used to calculate per share data)	545	545	545	545	545
Growth					
Revenue (%)	16.2	8.2	10.0	10.0	10.0
Operating EBITDA (%)	25.8	27.2	8.1	10.0	8.7
Operating EBIT (%)	43.5	28.9	8.8	11.9	10.0
Recurring EPS (%)	5.3	38.6	10.1	15.1	11.4
Reported EPS (%)	(9.3)	32.8	10.1	15.1	11.4
Operating performance					
Gross margin inc. depreciation (%)	30.0	30.9	30.5	30.5	30.5
Gross margin exc. depreciation (%)	32.5	33.8	33.3	33.2	33.1
Operating EBITDA margin (%)	8.4	9.8	9.7	9.7	9.6
Operating EBIT margin (%)	5.8	7.0	6.9	7.0	7.0
Net margin (%)	4.1	5.2	5.2	5.5	5.6
Effective tax rate (%)	21.5	20.6	20.6	20.6	20.6
Dividend payout on recurring profit (%)	55.8	55.0	50.0	50.0	50.0
Interest cover (X)	5.7	10.6	11.6	14.0	15.4
Inventory days	106.5	87.6	75.4	68.5	62.1
Debtor days	74.6	82.2	84.0	84.0	84.0
Creditor days	79.9	75.4	77.2	77.3	77.1
Operating ROIC (%)	8.3	9.7	10.2	11.3	12.2
ROIC (%)	8.4	9.7	10.3	11.4	12.4
ROE (%)	15.1	14.4	14.5	15.2	15.4
ROA (%)  * Pro executional, pro goodwill and fully diluted	6.2	7.6	7.9	8.3	8.9
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Daily products	4,087	4,457	5,111	5,622	6,184
Food and bakery ingredients	2,061	2,187	2,385	2,623	2,886
Biscuits	1,009	1,099	1,022	1,124	1,237

Sources: KCG Corporation; FSSIA estimates

## **Financial Statements**

KCG Corporation

ash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027
ecurring net profit	293	406	447	514	57
epreciation	181	223	238	251	26
ssociates & minorities	0	0	0	0	
ther non-cash items	(422)	0	0 (72)	0	(0)
change in working capital	(433)	(68)	(72)	(74)	(88
ash flow from operations	41	562	613	691	74
capex - maintenance	(653) 0	(488) 0	(250) 0	(250) 0	(250
apex - new investment let acquisitions & disposals	379	121	(2)	(2)	(2
other investments (net)	0	0	0	0	(2
ash flow from investing	(275)	(367)	(252)	(252)	(252
Dividends paid	(164)	(223)	(223)	(257)	(286
quity finance	1,368	66	60	60	(200
ebt finance	(1,023)	(307)	(3)	(20)	(503
Other financing cash flows	0	0	0	0	(00.
ash flow from financing	181	(465)	(167)	(218)	(729
lon-recurring cash flows	-	-	-	-	(
Other adjustments	13	0	0	0	
let other adjustments	13	0	0	0	
lovement in cash	(40)	(270)	195	222	(23
ree cash flow to firm (FCFF)	(153.89)	248.19	414.74	489.77	546.8
ree cash flow to equity (FCFE)	(1,244.50)	(112.25)	358.69	419.37	(2.8
er share (THB)					
CFF per share	(0.28)	0.46	0.76	0.90	1.0
CFE per share	(2.28)	(0.21)	0.66	0.77	(0.0)
lecurring cash flow per share	0.87	1.15	1.26	1.40	1.5
alance Shoot /TUD Year Fording Boo	2000	2024	2025	2025	- 200=
alance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027
angible fixed assets (gross)	4,055	4,450	4,700	4,950	5,20
ess: Accumulated depreciation	(1,701)	(1,832)	(2,069)	(2,320)	(2,58
angible fixed assets (net)	2,354	2,618	2,631	2,630	2,61
ntangible fixed assets (net)	0	0	0	0	
ong-term financial assets	0	0	0	0	
vest. in associates & subsidiaries	0	0	0	0	
ash & equivalents	334	64	259	481	25
/C receivable	1,623	1,866	2,053	2,258	2,48
nventories	1,288	1,174	1,174	1,174	1,17
Other current assets	61	70	77	85	9
urrent assets	3,307	3,175	3,563	3,998	4,00
Other assets	210	201	221	243	26
otal assets	5,871	5,994	6,415	6,871	6,88
common equity	2,693	2,941	3,225	3,541	3,88
linorities etc.	0	0	0	0	2.00
otal shareholders' equity	2,693	2,941	3,225	3,541	3,88
ong term debt	65	59	56	53	
ong torm liabilities	188	186	204	225	24
ong-term liabilities	<b>253</b> 977	<b>245</b>	260	278 1 290	1.50
/C payable hort term debt	1,881	1,141 1,580	1,262 1,580	1,389 1,562	1,52 1,06
nort term debt other current liabilities	1,881	1,580	1,580	1,562	1,00
urrent liabilities	2, <b>924</b>	2,808	2,930	3,051	2,69
otal liabilities and shareholders' equity	5,870	5,994	6,415	6,871	6,88
et working capital	1,929	1,883	1,954	2,028	2,1
vested capital	4,493	4,702	4,806	4,901	4,99
ncludes convertibles and preferred stock which is be		-,	-,0	-,	.,0
<u> </u>					
er share (THB)		- /-			
ook value per share	4.94	5.40	5.92	6.50	7.
angible book value per share	4.94	5.40	5.92	6.50	7.
nancial strength					
et debt/equity (%)	59.8	53.5	42.7	32.0	22
et debt/total assets (%)	27.4	26.3	21.5	16.5	12
urrent ratio (x)	1.1	1.1	1.2	1.3	1
F interest cover (x)	(14.6)	(1.1)	7.8	9.4	С
aluation	2023	2024	2025E	2026E	202
ecurring P/E (x) *	14.0	10.1	9.1	7.9	7
ecurring P/E @ target price (x) *	20.5	14.8	13.4	11.7	10
eported P/E (x)	13.4	10.1	9.1	7.9	7
vidend yield (%)	4.0	5.5	5.5	6.3	-
rice/book (x)	1.5	1.4	1.3	1.2	
rice/tangible book (x)	1.5	1.4	1.3	1.2	
V/EBITDA (x) **	9.5	7.4	6.6	5.8	5
V/EBITDA (x) V/EBITDA @ target price (x) **	12.7	9.9	8.9	7.9	7
,			8.9 1.1	7.9 1.1	1
V/invested capital (x)	1.3	1.2			

Sources: KCG Corporation; FSSIA estimates

## **Disclaimer for ESG scoring**

ESG score	Methodolog	V			Rating					
The Dow		-	ansnarent rules-based	component selection		nd invited to t	ne annual S&D (	Slobal Corpora	ate	
lne Dow Iones			ansparent, rules-based anies' Total Sustainabil				ne annual S&P G SA) for DJSI. Co			
Sustainability			Corporate Sustainabilit		ESG Score of le	ss than 45%	of the S&P Glob	al ESG Score	of the highes	
ndices ( <u>DJSI</u> )		ranked compan	ies within each industry	y are selected for			fied. The constitu	uents of the D	JSI indices ar	
By S&P Global	inclusion.				selected from the Eligible Universe.  To be eligible for <b>SETESG inclusion</b> , verified data must be scored at a					
SET ESG			sibility in Environmental							
Ratings List SETESG)			nsparency in Governand reemptive criteria, with				icator, unless the The scoring will b			
y The Stock			board members and ex				and materiality.		iteu agairist ti	
xchange of	float of >150	shareholders, a	and combined holding n	SETESG Index	is extended f	rom the SET ES	G Ratings cor			
hailand			lifying criteria include: 1		1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3)					
<u>SET</u> )			rs and free float violation ocial & environmental i		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%					
			nings in red for > 3 year				and no cap for			
CG Score	An indicator	of CG strength i	in sustainable developn	ment, measured	Scores are rate	d in six catego	ries: 5 for Excel	lent (90-100),	4 for Very	
by Thai			th support from the Sto				-79), 2 for Fair (6			
Institute of Directors		: i ). The results an of operations.	are from the perspectiv	e of a third party, not			v 50. Weightings olders (weight 2			
Association	ari ovalaatioi	тогорогалогю.					sure & transpare			
(Thai IOD)					responsibilities	(35%).	•			
AGM level			ich shareholders' rights				four categories:			
By Thai Investors		•	nto business operations		Very Good (90-	99), 3 for Fair	(80-89), and not	rated for sco	res below 79.	
Association			disclosed. All form impo nts to be evaluated ann	ually. The assessment						
(TIA) with			es before the meeting (							
support from			eeting (10%). (The first as							
he SEC			n for voling, and 2) facilital 1) the ease of attending m	ing how voting rights can be neetings; 2) transparency						
			for Q&A. The third involve , resolutions and voting res	es the meeting minutes that						
Thai CAC			ecklist include corruption		The document	vill he reviewe	d by a committe	e of nine profe	essionals A	
By Thai			s, and the monitoring a				r granting certific			
Private Sector			good for three years.		approvals whose members are twelve highly respected individuals in					
Collective Action Against			a CAC certified member st n 18-month deadline to sub		professionalism and ethical achievements.					
Corruption	Certification, in	cluding risk assess	sment, in place of policy an	nd control, training of						
(CAC)		employees, establ of policies to all s	lishment of whistleblowing takeholders.)	channels, and						
<u>Morningstar</u>	The Sustaina	alytics' ESG risk	rating provides an ove	erall company score	A company's Es	G risk rating	score is the sum	of unmanage	ed risk. The	
Sustainalytics			how much of a compar	•	more risk is unn	nanaged, the	nigher ESG risk	is scored.		
	risk is unmar	naged. Sources to	o be reviewed include corp	orate publications and						
	regulatory filing	gs, news and other	r media, NGO reports/webs						_	
	information, co	mpany feedback, E	ESG controversies, issuer	sites, multi-sector	NEGL	Low	Medium	High	Severe	
	information, co reports, and qu	mpany feedback, L uality & peer review	ESG controversies, issuer : vs.	sites, multi-sector feedback on draft ESG	0-10	10-20	20-30	30-40	40+	
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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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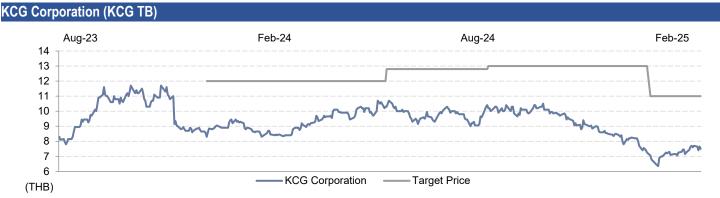
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#### History of change in investment rating and/or target price



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
12-Dec-2023 21-May-2024	BUY BUY	12.00 12.80	20-Aug-2024 10-Jan-2025	BUY BUY	13.00 11.00	-	-	-

Songklod Wongchai started covering this stock from 12-Dec-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
KCG Corporation	KCG TB	THB 7.50	BUY	1) ราคาวัตถุดิบปรับขึ้นมากกว่าคาด 2) ค่าเงินบาทอ่อนค่าจะกระทบต่อต้นทุนนำเข้าสินค้าและวัตถุดิบที่สูงขึ้น 3) แผนการขยายกำลังผลิตไม่เป็นไปตามแผน

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 27-Feb-2025 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.