

ICHITAN GROUP ICHI TB

THAILAND / FOOD & BEVERAGE

BUY

FROM HOLD

OEM และ NPD เป็นปัจจัยหนุนสำคัญ

- สภาพอากาศเริ่มร้อนขึ้นในเดือน มี.ค. และคำสั่งซื้อของลูกค้าจ้างผลิตน่าจะกลับมาเต็มที่ใน 2Q25
- เราคงประมาณการกำไรปี 2025 ของเราโดยคาดว่าจะโตเล็กน้อยจากฐานที่สูง
- หุ่นมีการซื้อขายที่เพียง 12x P/E พร้อมคาดผลตอบแทนในรูปเงินปันผลปี 2025 อยู่ที่ 9%

TARGET PRICE	THB16.00
CLOSE	THB13.10
UP/DOWNSIDE	+22.1%
PRIOR TP	THB16.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+1.8%

KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	8,594	9,097	9,564	9,898
Net profit	1,306	1,389	1,475	1,543
EPS (THB)	1.00	1.07	1.13	1.19
vs Consensus (%)	-	-	5.8	4.4
EBITDA	2,269	2,329	2,451	2,550
Recurring net profit	1,343	1,389	1,475	1,543
Core EPS (THB)	1.03	1.07	1.13	1.19
Chg. In EPS est. (%)	-	0.0	0.0	0.3
EPS growth (%)	22.0	3.4	6.2	4.6
Core P/E (x)	12.7	12.3	11.5	11.0
Dividend yield (%)	8.4	9.0	9.5	10.0
EV/EBITDA (x)	7.1	6.9	6.5	6.2
Price/book (x)	3.0	3.1	3.1	3.2
Net debt/Equity (%)	(14.9)	(18.3)	(20.9)	(24.1)
ROE (%)	23.2	24.6	26.8	28.8

ปัจจัยหนุนสำคัญมาจากสินค้าที่ไม่ใช่ชาและสินค้าจ้างผลิต

ICHI ตั้งเป้ารายได้ปี 2025 อยู่ที่ 9.5 พัน ลบ. (+10.5% y-y) โดยคาดอัตราการเติบโตของสินค้าในกลุ่มชาที่ 5.5% y-y, ไม่ใช่ชาที่ 17.2% y-y, และสินค้าจ้างผลิตในอัตราสูงถึง 7.7x y-y ในปีนี้ ประเด็นสำคัญน่าจะอยู่ที่การฟื้นตัวของลูกค้า OEM โดยคาดว่าลูกค้าเก่ารายหนึ่ง (แบรนด์ If) จะกลับมาสั่งซื้อในเดือน มี.ค. บริษัทฯ ให้ประมาณการว่ารายได้จ้างผลิตในปี 2025 น่าจะฟื้นตัวเป็น 400 ลบ. จาก 52 ลบ. ในปี 2024 ในขณะที่ลูกค้าได้จัดหาวัตถุดิบมะพร้าวไว้เป็นที่เรียบร้อยแล้ว นอกจากนี้ยังมีลูกค้าใหม่อีกหนึ่งราย (TKN) ซึ่งจะเริ่มการผลิตได้ใน 2Q25

เปิดตัวสินค้าใหม่เพื่อชิงส่วนแบ่งตลาด

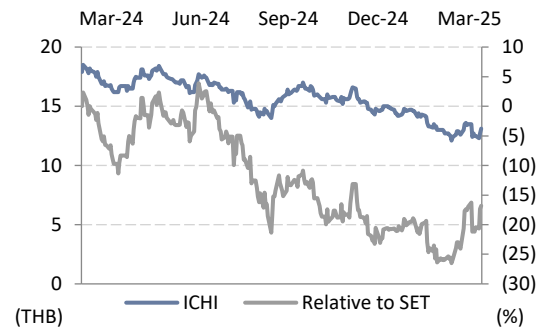
สำหรับตลาดชาเขียวพร้อมดื่มในปี 2025 ผู้บริหารคาดว่าจะโตประมาณ 3-7% y-y ใกล้เคียงกับที่เรามองว่าการเติบโตน่าจะชะลอลงหลังกระโดดขึ้น 15.8% CAGR ในช่วง 3 ปีที่ผ่านมา อย่างไรก็ตาม ICHI วางแผนเอาชนะตลาดโดยจะออกรสชาติใหม่เพิ่มและขนาดบรรจุใหม่ในปริมาณ 1 ลิตรโดยจะวางขายที่ 7-Eleven ตั้งแต่เดือน เม.ย. นอกจากนี้บริษัทฯ ยังได้เปิดตัวเครื่องดื่มชูกำลัง Tan Power ไปเมื่อเร็ว ๆ นี้โดยวางขายที่ Lotus และ Makro ก่อนกำหนดออกขายที่ 7-Eleven ในเดือน พ.ค.

สภาพอากาศร้อนและสินค้าจ้างผลิตจะช่วยหนุนการฟื้นตัว

ICHI ตั้งเป้าอัตรากำไรขั้นต้นในปี 2025 อยู่ที่ 25.7% ใกล้เคียงกับในปี 2024 แม้ว่าการเริ่มเดินสายการผลิตใหม่ตั้งแต่กลางเดือน ก.พ. จะทำให้ค่าเสื่อมเพิ่ม 30 ลบ./ปี (ซึ่งจะกระทบอัตรากำไรขั้นต้น 0.3%) อย่างไรก็ตามต้นทุนวัตถุดิบปรับตัวลดลงโดยราคาพลาสติกลดลง 3-5% y-y ในขณะที่ราคาน้ำตาลลดลง 7-8% y-y ในระยะสั้นรายได้ในเดือน มี.ค. ถึง ก.พ. อาจชะลอลงเล็กน้อย y-y จากสภาพอากาศที่ย่ำแย่ซึ่งอาจทำให้กำไร 1Q25 ทรงตัวหรือลดลงเล็กน้อย y-y อย่างไรก็ตามสภาพอากาศในเดือน มี.ค. เริ่มร้อนขึ้นและบริษัทฯ ได้เริ่มรับรู้รายได้จากการจ้างผลิต 50 ลบ. และจะรับรู้เพิ่มอีก 180 ลบ. ใน 2Q25 ดังนั้นเราจึงคาดว่ากำไรสุทธิจะฟื้นตัวใน 2Q25

ปรับเพิ่มคำแนะนำเป็นซื้อที่ราคาเป้าหมายเดิมที่ 16 บาท

เราคงประมาณการกำไรสุทธิปี 2025 ของเราที่ 1.39 พัน ลบ. (+6% y-y) บริษัทฯ คาดว่าแผนการขายที่ดินจะแล้วเสร็จและอาจรับรู้กำไรได้ในช่วง 2Q-3Q25 หลังผู้ซื้อได้เริ่มก่อสร้างโรงงานไปแล้ว ราคาหุ้นปรับตัวลดลง 20% ในช่วง 4 เดือนที่ผ่านมาและมีการซื้อขายที่เพียง 12x P/E บริษัทฯ ประกาศจ่ายเงินปันผลต่อหุ้นสำหรับผลประกอบการในช่วง 2H24 อยู่ที่ 0.5 บาท (ผลตอบแทน 4%) หุ้นจะขึ้น XD ในวันที่ 7 มี.ค. นอกจากนี้เรายังคาดผลตอบแทนในรูปเงินปันผลที่ 9% สำหรับผลประกอบการในปี 2025 (ไม่รวมกำไรจากการขายที่ดิน)



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	4.8	(10.9)	(26.8)
Relative to country (%)	11.7	7.1	(17.6)
Mkt cap (USD m)			506
3m avg. daily turnover (USD m)			1.8
Free float (%)			53
Major shareholder	Passakornnatee Family (42%)		
12m high/low (THB)	18.70/12.00		
Issued shares (m)	1,300.00		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

ICHI manufactures and distributes ICHITAN ready-to-drink green tea, “Yen Yen” herbal drink, and green tea with chewy coconut cubes named “ICHITAN Chew Chew”, along with other beverages. In 2023, 91.7% of ICHI’s revenue came from domestic sales, with overseas sales accounting for just 8.3%. ICHI’s factory is located in Rojana Industrial Park, Ayutthaya. It has seven bottle production lines and two UHT box product lines with a total capacity of 1,500 million bottles and 200 million boxes p.a. ICHI plans to increase its capacity to 1,700 million bottles in 1Q25.

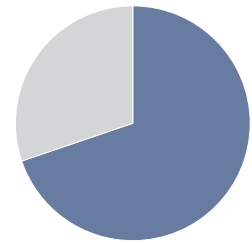
Company profile

Ichitan Group manufactures its own-branded beverages and sells ready-to-drink green tea beverages, herbal drinks, and low-sugar ready-to-drink tea beverages to the local market and CLMV. In 2014, ICHI engaged in a joint venture with the Indonesian company PT Atri Pasifik to produce and sell its products in Indonesia.

www.ichitangroup.com

Principal activities (revenue, 2024)

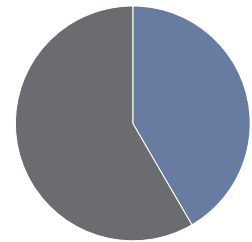
- Ready-to-drink green tea - 69.8 %
- Non-tea and others - 30.2 %



Source: Ichitan Group

Major shareholders

- Passakornnatee Family - 41.6 %
- Others - 58.4 %



Source: Ichitan Group

Catalysts

Potential catalysts for ICHI’s earnings growth in 2025 are 1) revenue growth, driven by rising sales volumes; 2) declining packaging costs; 3) successful new product launches; and 4) successful original equipment manufacturer (OEM) customer products.

Risks to our call

Downside risks to our P/E-based TP would be 1) a slower-than-expected consumption recovery; 2) high volatility in packaging costs; and 3) increased competition and government policy changes such as excise taxes for sugary drinks.

Event calendar

Date	Event
May 2025	1Q25 results announcement

Key assumptions

	2025E	2026E	2027E
Domestic revenue (THB m)	8,648	9,101	9,421
Overseas revenue (THB m)	449	463	477
Total revenue (THB m)	9,097	9,564	9,898
Total revenue growth (%)	5.8	5.1	3.5
Gross margin (%)	25.0	25.2	25.4
SG&A to sales (%)	6.5	6.5	6.5

Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in revenue, we estimate 2025 net profit to rise by 1%, and vice versa, all else being equal.
- For every 0.5% increase in GPM, we estimate 2025 net profit to rise by 3.8%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A to sales, we estimate 2025 net profit to fall by 2%, and vice versa, all else being equal.

Source: FSSIA estimates

Exhibit 1: NPD launch in Mar 2025 (THB15/bottle)



Source: ICHI's 2024 presentation

Exhibit 2: NPD launch in May 2025 (THB15/bottle)



Source: ICHI's 2024 presentation

Exhibit 3: NPD launch in Mar 2025 (THB30/bottle)



Source: ICHI's 2024 presentation

Exhibit 4: NPD launch in Mar 2025 (THB20/bottle)



Source: ICHI's 2024 presentation

Exhibit 5: Big Size – NPD launch in Mar-Apr 2025 (THB30/bottle)

ICHITAN Business Outlook
Market Strategies in FY25

4. Focus Value for money

BIG SIZE

6. ICHITAN Alkaline Water 1 liter.
 RSP 30 Baht: Launch on 27 Mar FY25

7. ICHITAN Green Tea 840 ml.
 RSP 30 Baht: Launch on 24 Apr. FY25

“SCALE UP without compromising Product Quality”



Source: ICHI's 2024 presentation

Exhibit 6: OEM customer

OEM Strategic Partner : IF Natural Coconut Water



Ichitan OEM is capable to produce up to 3,000,000 cartons in FY25. We have plan to produce up to 300,000 cartons per month.

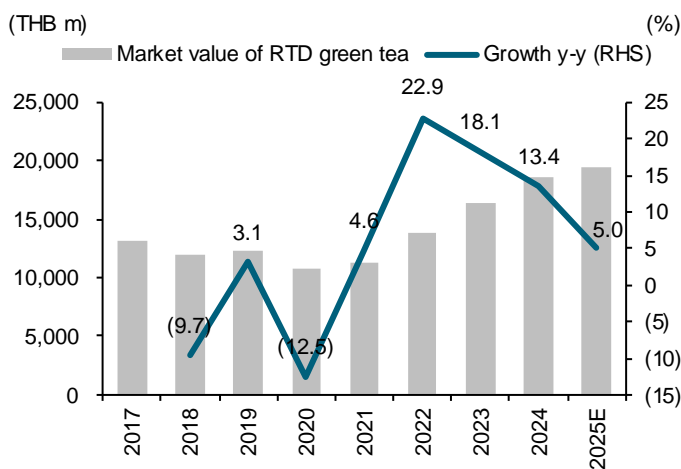
Source: ICHI's 2024 presentation

Exhibit 7: OEM customer



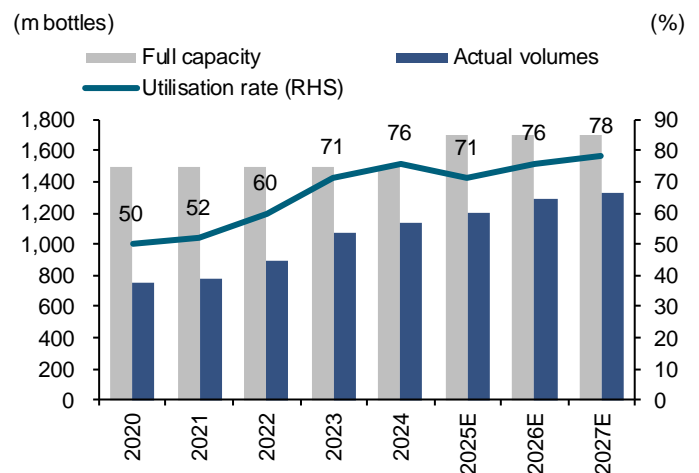
Source: ICHI's 2024 presentation

Exhibit 8: RTD green tea market value and growth



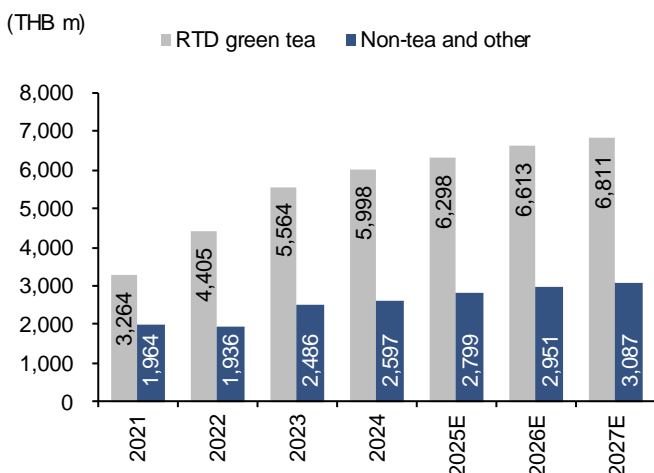
Sources: ICHI, FSSIA estimates

Exhibit 9: Capacity and utilisation rate



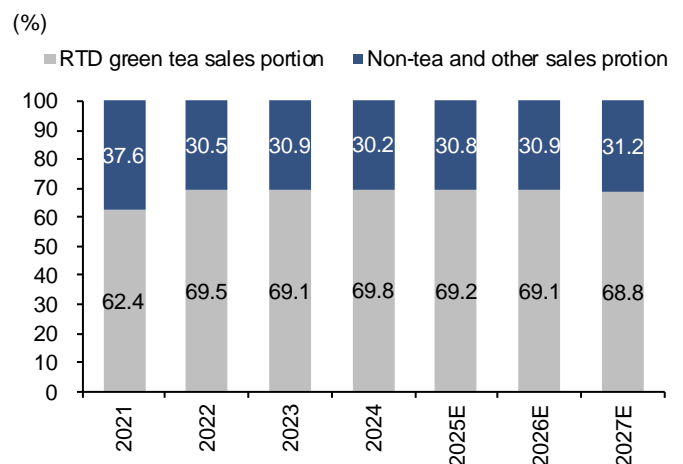
Sources: ICHI; FSSIA estimates

Exhibit 10: Revenue breakdown by tea and non-tea



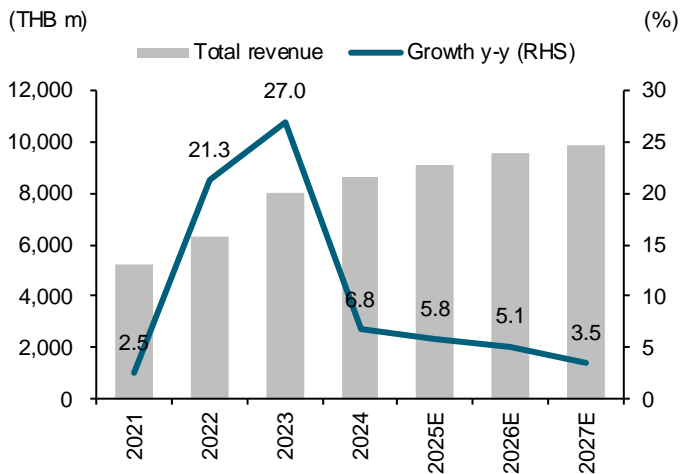
Sources: ICHI; FSSIA estimates

Exhibit 11: Revenue contribution by tea and non-tea



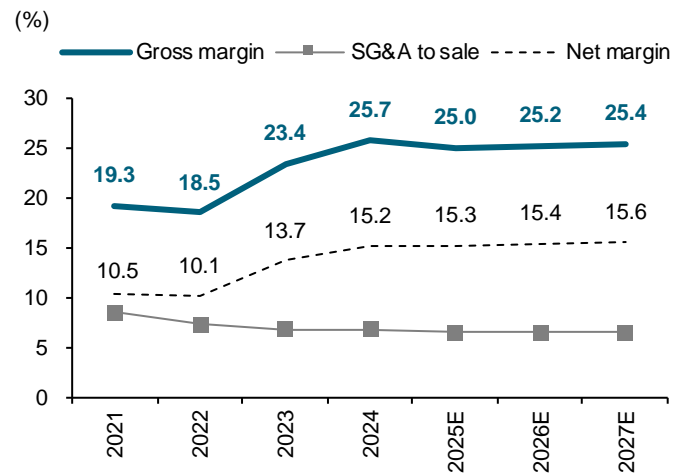
Sources: ICHI; FSSIA estimates

Exhibit 12: Total revenue and growth



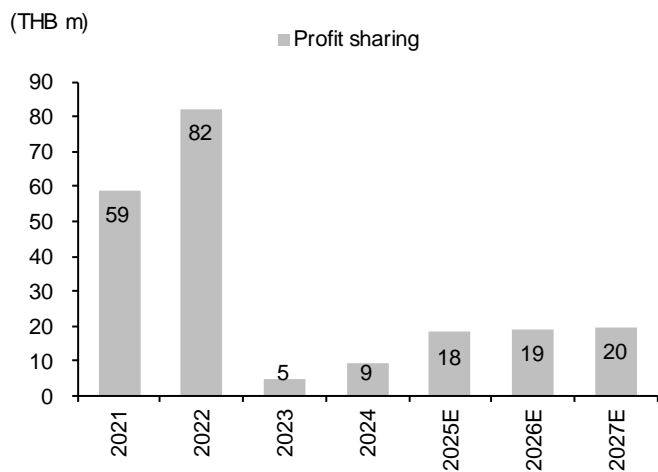
Sources: ICHI; FSSIA estimates

Exhibit 13: Gross margin and SG&A to sales



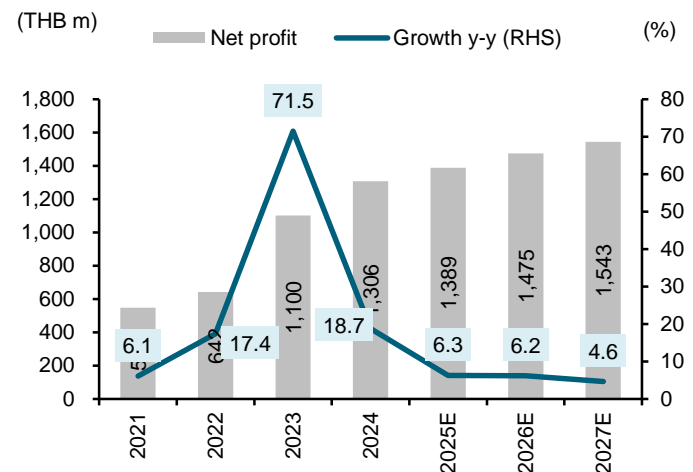
Sources: ICHI; FSSIA estimates

Exhibit 14: Profit sharing from associate company



Sources: ICHI; FSSIA estimates

Exhibit 15: Net profit and growth



Sources: ICHI; FSSIA estimates

Exhibit 16: Historical P/E band



Sources: Bloomberg, FSSIA estimates

Exhibit 17: Historical dividend yield



Sources: Bloomberg, FSSIA estimates

Financial Statements

Ichitan Group

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	8,050	8,594	9,097	9,564	9,898
Cost of goods sold	(6,163)	(6,382)	(6,823)	(7,154)	(7,384)
Gross profit	1,887	2,212	2,274	2,410	2,514
Other operating income	35	44	36	38	40
Operating costs	(550)	(582)	(591)	(622)	(643)
Operating EBITDA	1,942	2,269	2,329	2,451	2,550
Depreciation	(570)	(595)	(610)	(625)	(640)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	1,372	1,674	1,719	1,827	1,910
Net financing costs	(2)	(2)	(2)	(2)	(2)
Associates	5	9	18	19	20
Recurring non-operating income	5	9	18	19	20
Non-recurring items	0	(37)	0	0	0
Profit before tax	1,375	1,646	1,736	1,844	1,928
Tax	(275)	(339)	(347)	(369)	(385)
Profit after tax	1,100	1,306	1,389	1,475	1,543
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	1,100	1,306	1,389	1,475	1,543
Non-recurring items & goodwill (net)	0	37	0	0	0
Recurring net profit	1,100	1,343	1,389	1,475	1,543
Per share (THB)					
Recurring EPS *	0.85	1.03	1.07	1.13	1.19
Reported EPS	0.85	1.00	1.07	1.13	1.19
DPS	1.00	1.10	1.17	1.25	1.30
Diluted shares (used to calculate per share data)	1,300	1,300	1,300	1,300	1,300
Growth					
Revenue (%)	27.0	6.8	5.8	5.1	3.5
Operating EBITDA (%)	49.8	16.8	2.6	5.3	4.0
Operating EBIT (%)	89.1	22.0	2.7	6.2	4.6
Recurring EPS (%)	69.1	22.0	3.4	6.2	4.6
Reported EPS (%)	71.5	18.7	6.3	6.2	4.6
Operating performance					
Gross margin inc. depreciation (%)	23.4	25.7	25.0	25.2	25.4
Gross margin exc. depreciation (%)	30.5	32.7	31.7	31.7	31.9
Operating EBITDA margin (%)	24.1	26.4	25.6	25.6	25.8
Operating EBIT margin (%)	17.0	19.5	18.9	19.1	19.3
Net margin (%)	13.7	15.6	15.3	15.4	15.6
Effective tax rate (%)	20.0	20.6	20.0	20.0	20.0
Dividend payout on recurring profit (%)	118.1	106.5	110.0	109.9	109.9
Interest cover (X)	752.0	1,108.4	965.3	971.5	965.0
Inventory days	35.8	38.7	43.0	42.8	43.1
Debtor days	61.1	62.8	62.4	63.4	63.9
Creditor days	53.2	54.9	52.5	53.5	53.9
Operating ROIC (%)	22.4	28.8	30.6	34.6	38.7
ROIC (%)	20.9	27.2	29.2	33.0	36.8
ROE (%)	18.3	23.2	24.6	26.8	28.8
ROA (%)	15.1	18.8	19.7	21.1	22.3
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Ready-to-drink green tea	5,564	5,998	6,298	6,613	6,811
Non-tea and others	2,486	2,597	2,799	2,951	3,087

Sources: Ichitan Group; FSSIA estimates

Financial Statements

Ichitan Group

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	1,100	1,343	1,389	1,475	1,543
Depreciation	570	595	610	625	640
Associates & minorities	(5)	(9)	(18)	(19)	(20)
Other non-cash items	-	-	-	-	-
Change in working capital	(252)	(202)	(96)	(66)	(47)
Cash flow from operations	1,413	1,726	1,884	2,015	2,115
Capex - maintenance	-	-	-	-	-
Capex - new investment	0	(382)	(221)	(300)	(301)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	78	48	37	18	19
Cash flow from investing	78	(334)	(184)	(282)	(282)
Dividends paid	(1,430)	(1,430)	(1,527)	(1,622)	(1,695)
Equity finance	0	0	0	0	0
Debt finance	(6)	(17)	19	0	0
Other financing cash flows	6	2	(3)	2	2
Cash flow from financing	(1,431)	(1,444)	(1,512)	(1,619)	(1,693)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	165	0	0	0	0
Net other adjustments	165	0	0	(1)	(2)
Movement in cash	225	(52)	189	113	138
Free cash flow to firm (FCFF)	1,492.92	1,393.83	1,702.44	1,735.16	1,835.55
Free cash flow to equity (FCFE)	1,655.48	1,377.85	1,716.13	1,734.59	1,833.22

Per share (THB)	2023	2024	2025E	2026E	2027E
FCFF per share	1.15	1.07	1.31	1.33	1.41
FCFE per share	1.27	1.06	1.32	1.33	1.41
Recurring cash flow per share	1.28	1.48	1.52	1.60	1.66

Balance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Tangible fixed assets (gross)	8,951	9,309	9,609	9,909	10,209
Less: Accumulated depreciation	(5,337)	(5,949)	(6,558)	(7,183)	(7,822)
Tangible fixed assets (net)	3,614	3,360	3,051	2,726	2,387
Intangible fixed assets (net)	8	6	10	10	10
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	225	250	225	225	225
Cash & equivalents	960	908	1,097	1,210	1,348
A/C receivable	1,533	1,592	1,650	1,733	1,794
Inventories	511	717	748	784	809
Other current assets	239	231	246	258	267
Current assets	3,243	3,449	3,740	3,985	4,218
Other assets	114	16	18	19	20
Total assets	7,205	7,081	7,044	6,965	6,860
Common equity	5,842	5,711	5,581	5,433	5,279
Minorities etc.	0	0	0	0	0
Total shareholders' equity	5,842	5,711	5,581	5,433	5,279
Long term debt	55	39	60	60	60
Other long-term liabilities	46	49	45	48	49
Long-term liabilities	102	88	105	108	109
A/C payable	890	852	935	980	1,011
Short term debt	17	16	14	14	14
Other current liabilities	355	415	409	430	445
Current liabilities	1,262	1,283	1,358	1,424	1,471
Total liabilities and shareholders' equity	7,205	7,081	7,044	6,965	6,860
Net working capital	1,038	1,274	1,299	1,365	1,413
Invested capital	5,000	4,907	4,603	4,345	4,055

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

Per share (THB)	2023	2024	2025E	2026E	2027E
Book value per share	4.49	4.39	4.29	4.18	4.06
Tangible book value per share	4.49	4.39	4.29	4.17	4.05

Financial strength	2023	2024	2025E	2026E	2027E
Net debt/equity (%)	(15.2)	(14.9)	(18.3)	(20.9)	(24.1)
Net debt/total assets (%)	(12.3)	(12.0)	(14.5)	(16.3)	(18.6)
Current ratio (x)	2.6	2.7	2.8	2.8	2.9
CF interest cover (x)	905.1	1,159.7	1,077.1	1,071.8	1,068.1

Valuation	2023	2024	2025E	2026E	2027E
Recurring P/E (x) *	15.5	12.7	12.3	11.5	11.0
Recurring P/E @ target price (x) *	18.9	15.5	15.0	14.1	13.5
Reported P/E (x)	15.5	13.0	12.3	11.5	11.0
Dividend yield (%)	7.6	8.4	9.0	9.5	10.0
Price/book (x)	2.9	3.0	3.1	3.1	3.2
Price/tangible book (x)	2.9	3.0	3.1	3.1	3.2
EV/EBITDA (x) **	8.3	7.1	6.9	6.5	6.2
EV/EBITDA @ target price (x) **	10.3	8.8	8.5	8.0	7.7
EV/invested capital (x)	3.2	3.3	3.5	3.7	3.9

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

Sources: Ichitan Group; FSSIA estimates

ICHITAN GROUP PCL (ICHI TB)

FSSIA ESG rating

★ ★ ★

Exhibit 18: FSSIA ESG score implication

43.67 /100

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 19: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET ESG	SET ESG Rating	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
CBG	51.54	--	Y	Y	4.00	4.00	Declared	High	59.58	B	--	33.28	56.00	2.12	--
SAPPE	35.25	--	Y	Y	4.00	5.00	Certified	Medium	--	--	--	--	--	--	--
OSP	61.48	--	Y	Y	5.00	4.00	Declared	Medium	68.64	BBB	--	63.08	51.00	3.00	63.65
TACC	15.00	--	--	--	5.00	5.00	--	--	--	--	--	--	--	--	--
ICHI	43.67	--	Y	Y	5.00	5.00	Certified	High	61.36	--	--	--	18.00	--	--

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 20: ESG disclosure from the company's one report

FY ending Dec 31	FY 2022	FY ending Dec 31	FY 2022
Environmental		Governance	
Climate change policy	Yes	Board size / Independent directors (ID) / Female	9 / 3 / 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	--	Number of non-executive directors on board	3
Energy efficiency policy	Yes	Director share ownership guidelines	No
Electricity used	Yes	Board age limit	No
Fuel used - crude oil/diesel	--	Age of the youngest / oldest director	47 / 72
Waste reduction policy	Yes	Number of executives / female	6 / 1
Water policy	--	Executive share ownership guidelines	No
Water consumption	--	Size of audit committee / ID	3 / 3
Social		Audit committee meetings	4
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	3
Consumer data protection policy	--	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	3
Pct women in workforce	Yes	Nomination committee meeting attendance (%)	100
Business ethics policy	Yes	Board compensation (THB m)	8.615
Anti-bribery ethics policy	Yes	Auditor fee (THB m)	3.00
Health and safety policy	Yes	(KPMG Phoomchai Audit Company Limited)	
Lost time incident rate - employees	--		
Training policy	Yes		
Fair remuneration policy	Yes		
Number of employees - CSR	--		
Total hours spent by firm - employee training	--		
Social supply chain management	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.																			
SET ESG Ratings List (SETESG) by The Stock Exchange of Thailand (SET)	SET ESG 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 SETESG 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. SETESG Index is extended from the SET ESG Ratings 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&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 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. <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 & 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 border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </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 border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <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> </tbody> </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
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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; >25 to 50 = satisfactory; >50 to 75 = good; and >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

Sureeporn Teewasuwet FSS International Investment Advisory Securities Co., Ltd

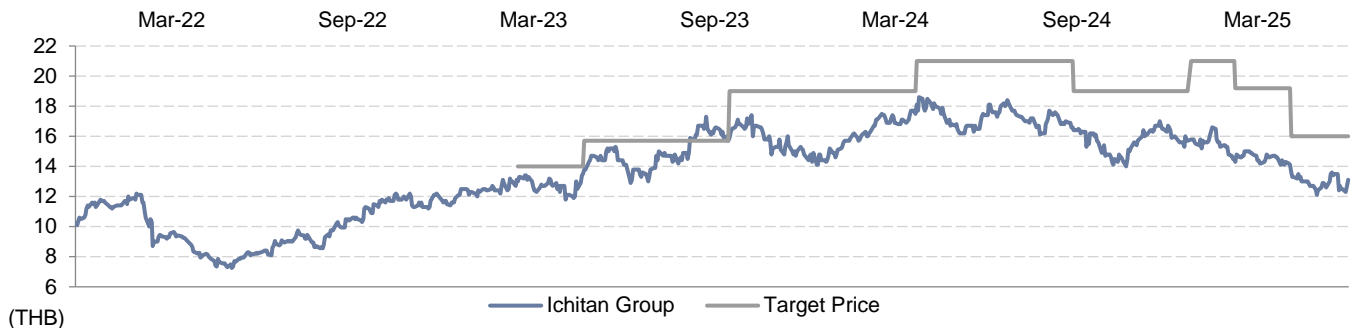
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History of change in investment rating and/or target price

Ichitan Group (ICHI TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
21-Mar-2023	BUY	14.00	19-Sep-2023	BUY	19.00	18-Oct-2024	BUY	21.00
17-May-2023	BUY	15.70	27-Feb-2024	BUY	21.00	27-Nov-2024	BUY	19.20
15-Jun-2023	HOLD	15.70	11-Jul-2024	BUY	19.00	14-Jan-2025	HOLD	16.00

Sureeporn Teewasuwet started covering this stock from 21-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Ichitan Group	ICHI TB	THB 13.10	BUY	Downside risks to our P/E-based TP would be 1) a slower-than-expected consumption recovery; 2) high volatility in packaging costs; and 3) increased competition and government policy changes such as excise taxes for sugary drinks.

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-Mar-2025 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.