

NSL FOODS NSL TB
THAILAND / FOOD & BEVERAGEBUY
UNCHANGED

Key takeaways from analyst meeting

TARGET PRICE	THB43.00
CLOSE	THB27.75
UP/DOWNSIDE	+55.0%
TP vs CONSENSUS	+9.6%

Highlights

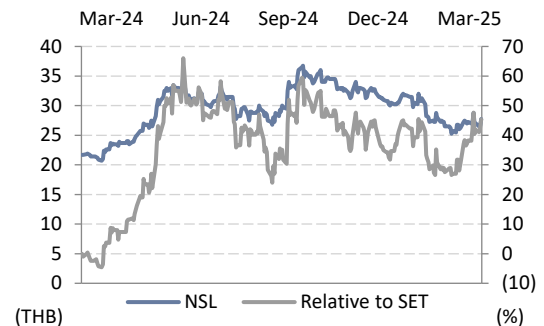
- ผู้บริหารตั้งเป้าให้รายได้ปี 2025 โต 16-17% y-y เป็น 6.8พัน ลบ. ในระยะสั้นรายได้รวมในช่วง 2MTD ยังขยายตัวใกล้เคียงกับเป้าหมายของบริษัท นอกจากนี้ NSL ยังตั้งเป้ารักษาอัตรากำไรขั้นต้นและอัตรากำไรสุทธิไว้ที่ไม่น้อยกว่าในปี 2024 ซึ่งอยู่ที่ 20.7% และ 9.3% ตามลำดับ
- ปัจจัยหนุนการเติบโตสำคัญน่าจะมาจาก 1) การขยายสาขาของ 7-Eleven; 2) การเปิดตัวสินค้าใหม่ภายใต้แบรนด์ของลูกค้า แบรนด์ NSL และแบรนด์ BAW; และ 3) ธุรกิจบริการอาหารซึ่งเริ่มเปิดดำเนินการโรงงานใหม่ที่สมุทรปราการไปเมื่อเร็ว ๆ นี้ โรงงานดังกล่าวเริ่มผลิตสินค้าใหม่ อาทิ เช่น ลูกชิ้นเนื้อ ลูกชิ้นเอ็นและเนื้อตากแห้งสำหรับลูกค้ารายใหม่ (Nuatair) รวมถึงสินค้าแปรรูปอื่น ๆ เพื่อขยายไปยังลูกค้าใหม่ อาทิ เช่น Zen, MK, Eat Am Are, Sukishi, Salad Factory, Wine Connection, และโรงแรมอีกหลายแห่ง ทั้งนี้ปัจจุบันรายได้จากธุรกิจบริการอาหารคิดเป็น 5.2% ของรายได้รวมและบริษัท คาดว่ารายได้ดังกล่าวจะสูงขึ้นอย่างมีนัยสำคัญในปีนี้
- Inno Foods (โรงงานผลิตชีสซึ่งเริ่มดำเนินการใน 4Q24) รายงานผลขาดทุนเล็กน้อย อย่างไรก็ตามผู้บริหารตั้งเป้าให้กิจการดังกล่าวเท่าทุนและมีกำไรในปีหน้าหลังเปิดตัวสินค้าใหม่สำหรับลูกค้าภายนอกและสำหรับ NSL เองโดยจะใช้ผลิตสินค้าใหม่ภายใต้แบรนด์ NSL ซึ่งคาดว่าจะมีมากขึ้นตั้งแต่ 2Q25 เป็นต้นไป
- สำหรับธุรกิจส่งออกนํ้ามะพร้าวและนํ้าผลไม้ NSL จะบันทึกกำไรได้เต็มปีในปีนี้ ผู้บริหารกล่าวว่าบริษัท จะมุ่งเน้นไปที่การขายสินค้าส่งออกและการจัดการต้นทุนวัตถุดิบ อย่างไรก็ตามธุรกิจดังกล่าวยังคงคิดเป็นสัดส่วนเพียงเล็กน้อยเมื่อเทียบกับรายได้รวม (แค่ 2-3%) ในอนาคต NSL จะขายสินค้าของตนเองผ่านช่องทางดังกล่าวเพิ่มขึ้น ทั้งนี้บริษัท ได้เริ่มส่ง Rice Bar ไปขายในสหราชอาณาจักรเมื่อไม่นานมานี้

Comments

- เราคงประมาณการกำไรสุทธิปี 2025 ของเราที่ 600 ลบ. โดยคาดว่ารายได้จะโต 14% y-y และคาดอัตรากำไรขั้นต้นที่ 20.3% ทั้งนี้สมมติฐานของเรา Conservative มากกว่าเมื่อเทียบกับเป้าหมายของ NSL
- ถ้าเราใช้เป้าหมายของบริษัท ประมาณการกำไรสุทธิในปี 2025 จะอยู่ที่ประมาณ 632 ลบ. (+17% y-y) ในขณะที่หุ้นมีการซื้อขายที่เพียง 14x 2025E P/E

KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	5,839	6,681	7,588	8,547
Net profit	541	600	680	730
EPS (THB)	1.80	2.00	2.27	2.43
vs Consensus (%)	-	15.2	12.1	6.7
EBITDA	825	930	1,059	1,141
Recurring net profit	541	600	680	730
Core EPS (THB)	1.80	2.00	2.27	2.43
EPS growth (%)	62.2	10.8	13.4	7.3
Core P/E (x)	15.4	13.9	12.2	11.4
Dividend yield (%)	3.2	4.1	4.7	5.0
EV/EBITDA (x)	10.0	8.8	7.6	6.8
Price/book (x)	4.4	3.9	3.4	3.0
Net debt/Equity (%)	(5.2)	(6.6)	(11.8)	(20.9)
ROE (%)	31.4	29.7	29.6	28.1



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	5.7	(11.2)	30.3
Relative to country (%)	12.7	6.7	46.7
Mkt cap (USD m)	247		
3m avg. daily turnover (USD m)	0.8		
Free float (%)	0		
Major shareholder	Mr. Somchai Asavapiyanon (72%)		
12m high/low (THB)	37.25/20.50		
Issued shares (m)	300.00		








Sources: Bloomberg consensus; FSSIA estimates



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Exhibit 1: New products for 7-Eleven in 1Q25

NEW CATEGORY	CO-BRANDING	HALAL
<p>Drive trendy products to expand the new category base and increase sales opportunities among teenagers and consumers who enjoy new products.</p> <ul style="list-style-type: none"> Chocolate Mochi Tart (30/01/25) Roti with Baked Corn and Cheese (06/02/25) 	<p>Enhance sales potential through collaboration by expanding the customer base from partners' customers and adding uniqueness to the products.</p> <ul style="list-style-type: none"> Chocolate Sandwich Made with KitKat (13/02/25)  	<p>Develop Halal NPD to expand accessibility for Muslim consumers and drive the communication plan through in-store and online channels to create awareness and boost product sales during the Hari Raya festival.</p> <ul style="list-style-type: none"> Strawberry Cream Cheese Sandwich (24/01/25) Ebiko & Tamago Crab Stick with Mayonnaise Sandwich (30/01/25) Tuna Salad Bun (13/02/25)    

Source: NSL's 2024 presentation

Exhibit 2: 2025 strategic plan for food service business

New Factory	New Products	New Customers
 <p>โรงงานใหม่</p> <p>NSL FOODS สาขา 5 บางเสาธงสมุทรปราการ เพื่อรองรับการเติบโตธุรกิจ Food Services</p> 	 <p>สินค้าใหม่</p> <p>เพื่อรองรับความต้องการของลูกค้าที่หลากหลายในธุรกิจ Food Services</p> <ul style="list-style-type: none"> Beef Ball Sundried Beef Chocolate mouse 	 <p>ลูกค้าใหม่</p>  <p>Zen Group</p>

Source: NSL's 2024 presentation

Exhibit 3: 2025 strategic plan for food service business



New Products

- Expanding more on : Beef, Cheese, Processed food
- Burger Salmon for Eat Am Are



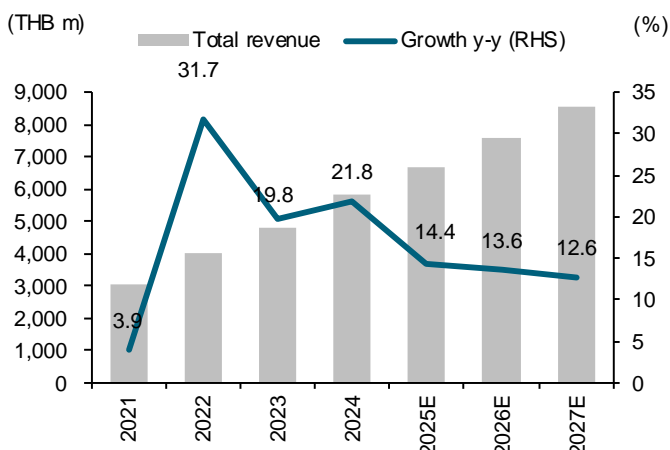


New Customers

- Nua Tair
- Zen Group
- Eat Am Are
- Working : MK Suki, Sukishi, Salad Factory, Wine Connection and Hotels

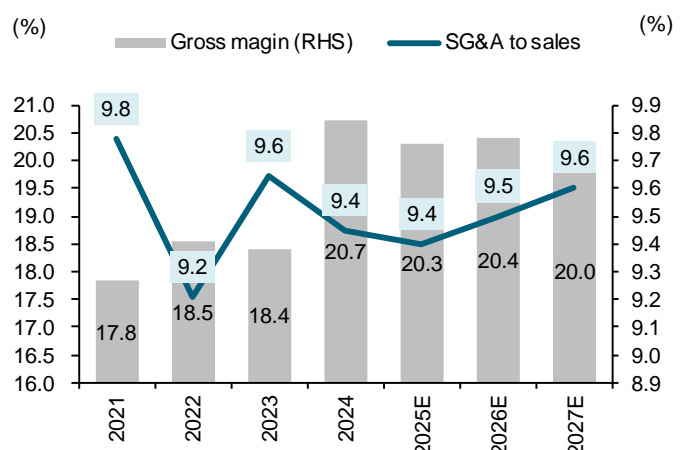
Source: NSL's 2024 presentation

Exhibit 4: Total revenue and growth



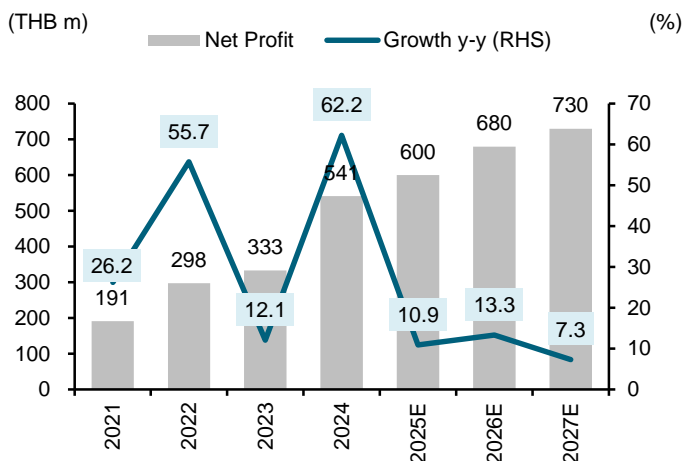
Sources: NSL; FSSIA estimates

Exhibit 5: Gross margin and SG&A to sales



Sources: NSL; FSSIA estimates

Exhibit 6: Net profit and growth



Sources: NSL; FSSIA estimates

Exhibit 7: Historical P/E band



Sources: Bloomberg, FSSIA estimates

Financial Statements

NSL Foods

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	4,793	5,839	6,681	7,588	8,547
Cost of goods sold	(3,910)	(4,630)	(5,325)	(6,040)	(6,838)
Gross profit	883	1,209	1,356	1,548	1,709
Other operating income	17	26	20	20	21
Operating costs	(462)	(552)	(628)	(721)	(821)
Operating EBITDA	557	825	930	1,059	1,141
Depreciation	(120)	(141)	(181)	(211)	(231)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	437	684	748	848	909
Net financing costs	(11)	(9)	(11)	(11)	(12)
Associates	-	-	-	-	-
Recurring non-operating income	(9)	(4)	0	0	0
Non-recurring items	0	0	0	0	0
Profit before tax	418	671	738	836	897
Tax	(85)	(132)	(140)	(159)	(171)
Profit after tax	332	539	598	677	727
Minority interests	1	2	2	2	3
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	333	541	600	680	730
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	333	541	600	680	730
Per share (THB)					
Recurring EPS *	1.11	1.80	2.00	2.27	2.43
Reported EPS	1.11	1.80	2.00	2.27	2.43
DPS	0.65	0.90	1.14	1.29	1.39
Diluted shares (used to calculate per share data)	300	300	300	300	300
Growth					
Revenue (%)	19.8	21.8	14.4	13.6	12.6
Operating EBITDA (%)	15.1	48.2	12.6	13.9	7.7
Operating EBIT (%)	14.5	56.5	9.4	13.3	7.3
Recurring EPS (%)	12.1	62.2	10.8	13.4	7.3
Reported EPS (%)	12.1	62.2	10.8	13.4	7.3
Operating performance					
Gross margin inc. depreciation (%)	18.4	20.7	20.3	20.4	20.0
Gross margin exc. depreciation (%)	20.9	23.1	23.0	23.2	22.7
Operating EBITDA margin (%)	11.6	14.1	13.9	14.0	13.3
Operating EBIT margin (%)	9.1	11.7	11.2	11.2	10.6
Net margin (%)	7.0	9.3	9.0	9.0	8.5
Effective tax rate (%)	20.4	19.6	19.0	19.0	19.0
Dividend payout on recurring profit (%)	58.5	49.9	57.0	57.0	57.0
Interest cover (X)	40.2	77.2	71.3	75.7	76.4
Inventory days	26.1	24.2	26.9	29.2	29.2
Debtor days	50.5	51.7	50.2	47.0	47.2
Creditor days	58.2	61.4	61.6	58.5	58.5
Operating ROIC (%)	27.2	38.8	36.3	35.8	36.7
ROIC (%)	21.3	30.8	30.2	31.3	32.2
ROE (%)	22.5	31.4	29.7	29.6	28.1
ROA (%)	14.2	19.6	19.1	19.7	18.7
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Bakery and appetizers	4,282	5,035	5,790	6,589	7,420
Food Services	276	307	323	349	383
Snack (NSL brand and BAW)	163	445	512	589	677
OEM & bread wastes	68	39	43	48	52

Sources: NSL Foods; FSSIA estimates

Financial Statements

NSL Foods

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	333	541	600	680	730
Depreciation	120	141	181	211	231
Associates & minorities	-	-	-	-	-
Other non-cash items	26	19	(13)	0	0
Change in working capital	(36)	(18)	(101)	(57)	(58)
Cash flow from operations	443	683	667	835	904
Capex - maintenance	(200)	(280)	(400)	(300)	(200)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	28	(106)	137	(9)	(10)
Cash flow from investing	(172)	(387)	(263)	(309)	(210)
Dividends paid	(180)	(212)	(342)	(387)	(416)
Equity finance	0	0	0	0	0
Debt finance	(93)	(10)	(50)	5	5
Other financing cash flows	20	19	(7)	9	10
Cash flow from financing	(252)	(203)	(399)	(373)	(401)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	29	0	0	0
Net other adjustments	0	29	(29)	0	0
Movement in cash	19	123	(23)	152	293
Free cash flow to firm (FCFF)	281.68	305.57	414.87	536.86	705.94
Free cash flow to equity (FCFE)	198.69	334.18	318.66	539.73	708.63

Per share (THB)

FCFF per share	0.94	1.02	1.38	1.79	2.35
FCFE per share	0.66	1.11	1.06	1.80	2.36
Recurring cash flow per share	1.60	2.34	2.56	2.97	3.20

Balance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Tangible fixed assets (gross)	1,896	2,073	2,394	2,562	2,615
Less: Accumulated depreciation	(846)	(914)	(987)	(1,066)	(1,151)
Tangible fixed assets (net)	1,050	1,160	1,407	1,496	1,464
Intangible fixed assets (net)	47	44	44	44	44
Long-term financial assets	214	269	150	150	150
Invest. in associates & subsidiaries	6	0	6	6	6
Cash & equivalents	134	257	233	386	678
A/C receivable	732	922	915	1,039	1,172
Inventories	274	320	438	496	562
Other current assets	7	14	3	4	4
Current assets	1,147	1,513	1,590	1,925	2,417
Other assets	36	91	67	76	85
Total assets	2,500	3,077	3,264	3,698	4,167
Common equity	1,560	1,889	2,147	2,439	2,753
Minorities etc.	17	31	18	19	19
Total shareholders' equity	1,576	1,921	2,165	2,458	2,772
Long term debt	14	68	35	40	45
Other long-term liabilities	49	57	67	76	85
Long-term liabilities	64	125	102	116	130
A/C payable	650	861	875	993	1,124
Short term debt	141	89	55	55	55
Other current liabilities	68	82	67	76	85
Current liabilities	859	1,032	997	1,124	1,264
Total liabilities and shareholders' equity	2,500	3,077	3,264	3,698	4,167
Net working capital	295	313	414	471	529
Invested capital	1,648	1,878	2,089	2,243	2,279

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

Per share (THB)

Book value per share	5.20	6.30	7.16	8.13	9.18
Tangible book value per share	5.04	6.15	7.01	7.98	9.03

Financial strength

Net debt/equity (%)	1.4	(5.2)	(6.6)	(11.8)	(20.9)
Net debt/total assets (%)	0.9	(3.2)	(4.4)	(7.9)	(13.9)
Current ratio (x)	1.3	1.5	1.6	1.7	1.9
CF interest cover (x)	19.7	39.0	31.3	49.2	60.5

Valuation	2023	2024	2025E	2026E	2027E
Recurring P/E (x) *	25.0	15.4	13.9	12.2	11.4
Recurring P/E @ target price (x) *	38.7	23.8	21.5	19.0	17.7
Reported P/E (x)	25.0	15.4	13.9	12.2	11.4
Dividend yield (%)	2.3	3.2	4.1	4.7	5.0
Price/book (x)	5.3	4.4	3.9	3.4	3.0
Price/tangible book (x)	5.5	4.5	4.0	3.5	3.1
EV/EBITDA (x) **	15.0	10.0	8.8	7.6	6.8
EV/EBITDA @ target price (x) **	23.2	15.5	13.7	11.9	10.8
EV/invested capital (x)	5.1	4.4	3.9	3.6	3.4

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

Sources: NSL Foods; FSSIA estimates

NSL FOODS PCL (NSL TB)

FSSIA ESG rating
n/a

Exhibit 8: 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.

Sources: FSSIA estimates

Exhibit 9: 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	67.71	5.69	4.38	4.05	4.77	4.43	4.02	Medium	57.34	BBB	22.70	60.82	67.31	1.19	35.34
Coverage	66.17	5.16	4.33	3.94	4.81	4.43	3.83	Medium	56.41	BBB	18.92	59.20	65.82	1.38	35.46
ITC	19.10	--	--	--	5.00	4.00	Declared	--	--	--	--	--	--	--	41.92
NSL	n/a	--	--	--	--	--	--	--	--	--	--	--	--	--	--
RBF	43.18	--	--	BBB	5.00	4.00	Certified	High	54.77	--	--	48.11	--	--	51.39
SNNP	28.89	--	--	--	5.00	5.00	Declared	High	--	BBB	--	--	--	--	--

Sources: SETTRADE.com; * FSSIA estimate; FSSIA's compilation

Exhibit 10: ESG disclosure from company's one report

FY ending Dec 31	FY 2023	FY ending Dec 31	FY 2023
Environmental		Governance	
Climate change policy	Yes	Board size / Independent directors (ID) / Female	8 / 4 / 2
Climate change opportunities discussed	--	No. of board meetings for the year / % attendance	6 / 100
GHG scope 2 location-based policy	Yes	Company conducts board evaluations	Yes
Biodiversity policy	--	Number of non-executive directors on board	6
Energy efficiency policy	Yes	Director share ownership guidelines	No
Electricity used	Yes	Board age limit	No
Fuel used - crude oil/diesel	Yes	Age of the youngest / oldest director	39 / 71
Waste reduction policy	Yes	Number of executives / female	6 / 1
Water policy	Yes	Executive share ownership guidelines	No
Water consumption	Yes	Size of audit committee / ID	3 / 3
Social		Audit committee meetings	5
Human rights policy	Yes	Audit committee meeting attendance (%)	100
Policy against child labor	Yes	Size of compensation committee / ID	-- / --
Quality assurance and recall policy	Yes	Number of compensation committee meetings	--
Consumer data protection policy	Yes	Compensation committee meeting attendance (%)	--
Equal opportunity policy	Yes	Size of nomination committee / ID	-- / --
Gender pay gap breakout	--	Number of nomination committee meetings	--
Pct women in workforce	53.65	Nomination committee meeting attendance (%)	--
Business ethics policy	Yes	Board compensation (THB m)	2.48
Anti-bribery ethics policy	Yes	Executive compensation (THB m)	26.6
Health and safety policy	Yes	Auditor fee (THB m)	2.1
Lost time incident rate - employees	--	(Deloitte Touche Tohmatsu Jaiyos Co., Ltd.)	
Training policy	Yes	Total employee (no.)	2,781
Fair remuneration policy	Yes	Employee compensation (THB m)	572.3
Number of employees - CSR	Yes		
Total hours spent by firm - employee training	16,315		
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+									
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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

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History of change in investment rating and/or target price

NSL Foods (NSL TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
18-Jan-2023	BUY	26.00	05-Feb-2024	BUY	26.00	26-Apr-2024	BUY	36.00
18-Oct-2023	BUY	24.00	02-Apr-2024	BUY	30.00	09-Sep-2024	BUY	43.00

Sureeporn Teewasuwet started covering this stock from 18-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
NSL Foods	NSL TB	THB 27.75	BUY	Downside risks to our DCF-based TP include 1) a slower-than-expected consumption recovery; 2) high volatility in raw material prices; 3) the failure of new products; and 4) changing consumer demand and lifestyles.

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.