

# I-TAIL CORPORATION

THAILAND / FOOD & BEVERAGE

ITC TB

## HOLD

FROM BUY

TARGET PRICE	THB23.00
CLOSE	THB16.10
UP/DOWNSIDE	+42.9%
PRIOR TP	THB23.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+0.1%

## Poor 1Q25 profit forecast

- 1Q25 revenue could be flat y-y, drop q-q, breaking Thailand's pet food export value for 2MTD, due to ongoing transportation issue.
- ITC mentioned no customers are preparing or stocking products in anticipation of the US tariff. We need to monitor.
- Our 2025E profit seems to have downside. Downgrade to HOLD.

### We have a negative view for 1Q25 performance

Although Thailand's pet food export value for 2MTD remained stable q-q and grew 14% y-y, revenue for ITC in 1Q25 is likely to be flat y-y and down 14% q-q. Despite having received orders amounting to c98% of its target, not all orders can be delivered due to ongoing transportation issues, with c10% of orders being delayed. We expect the 1Q25 gross margin would drop to 25% from 25.5% in 4Q24, due to lower revenue and higher tuna costs. The average price in 4Q24 was USD1,530/tonne (+8.5% q-q, flat y-y), and this price has risen by 6% q-q in 1QTD.

### Expect 1Q25 profit to drop both q-q and y-y

Meanwhile, overall expenses remain high due to continuous transformation costs. Although benefits from this program have started to be recognized, they are still minimal and have not yet offset the weakness in revenue. We assume that higher the tax expense from the GMT will begin to be recognized in 1Q25, at around 7-8.5%. However, management has mentioned that it is still unclear whether this may be postponed to 2Q25, pending final confirmation from the auditor. Therefore, we estimate a 1Q25 net profit of THB680m (-14% q-q, -17% y-y), which is lower than previously expected.

### Maintain 2025 growth target, even though 1Q25 may miss target

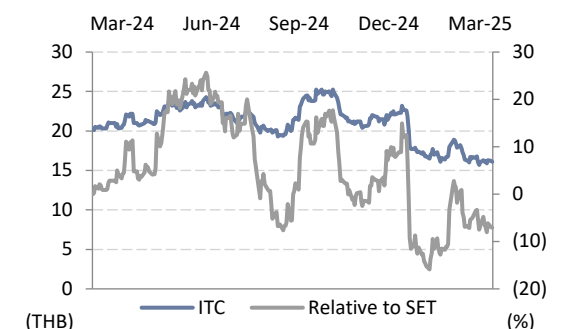
Management mentioned that, at present, no customers are preparing or stocking products in anticipation of the US tariff. They also indicated that the likelihood of this happening is low, and if it does, the impact would be limited. However, this issue still needs to be monitored. Although the 1Q25 revenue outlook is below target, ITC is maintaining its 2025 revenue growth target of 13-15% y-y. Management mentioned that it may be the lowest point of the year, and revenue will gradually increase over the next three quarters due to seasonal factors, as well as the positive effects of the transformation program becoming more evident.

### Our estimate seems to have more downside

Our 1Q25 net profit forecast accounts for 20% of the full-year forecast, with 2025 net profit expected to be THB3.56b (flat y-y), assuming revenue growth at 8% y-y and a gross margin of 26%. This outlook may have a slight downside risk if the recovery in the remaining months of the year is slower than expected. We downgrade to HOLD.

### KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	17,729	19,160	20,768	22,412
Net profit	3,597	3,566	3,885	4,198
EPS (THB)	1.20	1.19	1.29	1.40
vs Consensus (%)	-	(3.6)	(4.2)	(2.0)
EBITDA	4,545	4,627	5,125	5,562
Recurring net profit	3,830	3,566	3,885	4,198
Core EPS (THB)	1.28	1.19	1.29	1.40
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	65.6	(6.9)	8.9	8.1
Core P/E (x)	12.6	13.5	12.4	11.5
Dividend yield (%)	7.1	5.9	6.4	7.0
EV/EBITDA (x)	8.1	8.1	7.4	6.8
Price/book (x)	2.0	1.9	1.9	1.8
Net debt/Equity (%)	(48.2)	(44.2)	(41.1)	(40.6)
ROE (%)	16.2	14.6	15.4	16.1



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(9.6)	(28.4)	(16.1)
Relative to country (%)	(7.9)	(15.4)	(2.9)
Mkt cap (USD m)	1,424		
3m avg. daily turnover (USD m)	4.0		
Free float (%)	22		
Major shareholder	Thai Union Group (79%)		
12m high/low (THB)	26.00/15.50		
Issued shares (m)	3,000.00		

Sources: Bloomberg consensus; FSSIA estimates



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### Investment thesis

ITC is a leading global pet food manufacturer. It has cost and innovation advantages due partly to its parent company, Thai Union Group (TU TB), a leading global tuna processor. With over 20 years of extensive experience, its management enables ITC to adapt to changing customer needs while maintaining strong relationships with global pet food brands.

Additionally, increased pet ownership should encourage continued growth in the global pet food market value. In 2024, ITC expanded its capacity by 17-18% to cope with pet food growth and develop new value-added products to enhance profitability. Meanwhile, management set its 2025 revenue growth target at 13-15% y-y, higher than the global pet food market growth forecast.

### Company profile

Revenue-wise, ITC is in the world’s top 10 pet food producers and the second largest in Asia. Also, it is a global pet care company of TU, which has been operating a pet food business since 1977. ITC has two factories in Samut Sakhon and Songkhla. It distributes products globally. In 2024, its revenue came mainly from the US (50.4% of total revenue), followed by Asia, Oceania, and others (34.1%), and Europe (15.5%).

[www.i-tail.com](http://www.i-tail.com)

### Principal activities (revenue, 2024)

Activity	Percentage
Pet Food	86.4 %
Treats	11.6 %
Other	0.1 %
Other segment	1.9 %

Source: i-Tail Corporation

### Major shareholders

Shareholder	Percentage
Thai Union Group	78.8 %
Others	21.2 %

Source: i-Tail Corporation

### Catalysts

Potential catalysts for ITC’s earnings growth in 2025-26 are 1) revenue growth from existing customers in line with the industry and new customers; 2) capacity expansion; and 3) lower raw material costs.

### Risks to our call

Downside and upside risks to our P/E-based TP include 1) a slower or faster-than-expected recovery in purchasing power; 2) more fluctuating raw material prices than expected; 3) a stronger or weaker-than-expected THB; and 4) labor shortages.

### Event calendar

Date	Event
April 2025	1Q25 results announcement

### Key assumptions

	2025E	2026E	2027E
FX rate (USDTHB)	33.0	33.0	33.0
Tuna price (USD/tonne)	1,600	1,600	1,600
Total sales growth (%)	8.1	8.4	7.9
Gross margin (%)	26.0	26.2	26.2

Source: FSSIA estimates

### Earnings sensitivity

- For every 1% increase in revenue, we estimate 2025 net profit to rise by 0.8%, and vice versa, all else being equal.
- For every 0.5% increase in GPM, we estimate 2025 net profit to rise by 2.9%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A, we estimate 2025 net profit to fall by 2.8%, and vice versa, all else being equal.

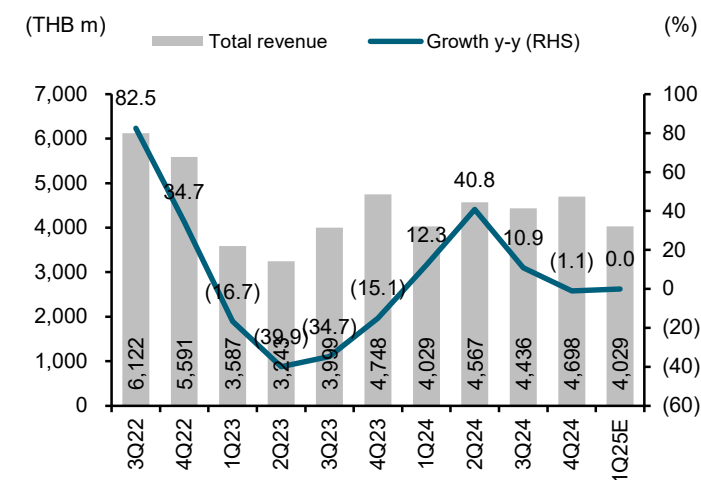
Source: FSSIA estimates

## Exhibit 1: ITC – 1Q25 earnings preview

	1Q24	2Q24	3Q24	4Q24	1Q25E	----- Change -----		2024	2025E	Change	%1Q25E
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)	to 2025E
Sales	4,029	4,567	4,436	4,698	4,029	(14.2)	0.0	17,729	19,160	8.1	24.5
Cost of sales	2,994	3,199	3,115	3,502	3,013	(14.0)	0.6	12,810	14,178	10.7	24.7
Gross profit	1,034	1,368	1,320	1,196	1,015	(15.1)	(1.8)	4,919	4,982	1.3	24.0
SG&A	310	390	410	528	443	(16.1)	43.0	1,638	1,763	7.6	30.0
Operating profit	888	1,158	1,079	853	741	(13.1)	(16.5)	3,977	3,909	(1.7)	21.8
Other income	163	180	168	185	170	(8.0)	4.1	696	690	(0.8)	26.8
Interest expense	1	1	2	1	2	3.7	0.8	6	7	20.3	19.9
Tax expense	8	36	47	49	59	20.4	631.2	141	332	135.7	14.8
Other gain (loss)	(57)	(111)	(53)	(11)	0	nm	nm	(233)	0	nm	nm
Reported net profit	821	1,010	976	790	680	(13.9)	(17.1)	3,597	3,566	(0.9)	22.2
Core profit	878	1,121	1,029	802	680	(15.2)	(22.5)	3,830	3,566	(6.9)	22.5
<b>Key ratios (%)</b>						<b>(ppt)</b>	<b>(ppt)</b>				
Gross margin	25.7	30.0	29.8	25.5	25.2	(0.3)	(0.5)	27.7	26.0	(1.7)	
SG&A to sales	7.7	8.5	9.2	11.2	11.0	(0.2)	3.3	9.2	9.2	(0.0)	
Operating margin	22.0	25.4	24.3	18.1	18.4	0.2	(3.6)	22.4	20.4	(2.0)	
Net margin	20.4	22.1	22.0	16.8	16.9	0.1	(3.5)	20.3	18.6	(1.7)	
Core margin	21.8	24.5	23.2	17.1	16.9	(0.2)	(4.9)	21.6	18.6	(3.0)	
<b>Operating statistics</b>											
THB/USD	35.7	36.6	34.8	34.0	34.0	0.0	(4.7)	35.3	33.0	(6.4)	
Tuna price (USD/tonne)	1,333	1,478	1,410	1,530	1,620	5.9	21.5	1,437	1,549	7.8	

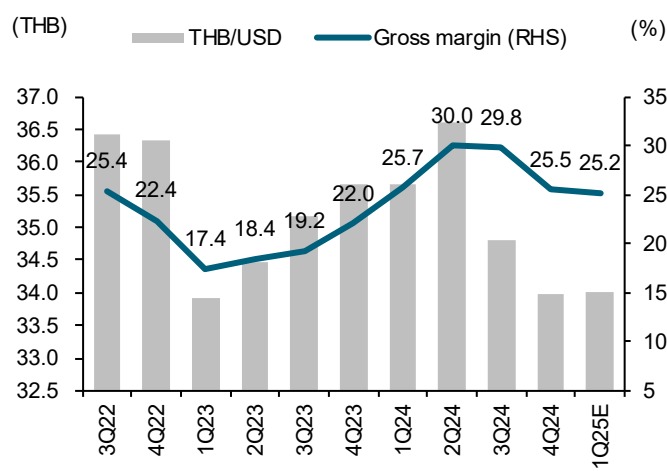
Sources: ITC, FSSIA estimates

## Exhibit 2: Quarterly total revenue and growth



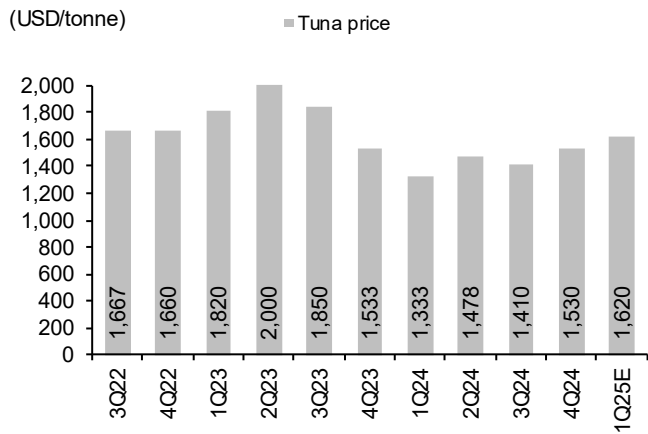
Sources: ITC; FSSIA estimates

## Exhibit 3: Quarterly THB/USD and gross margin



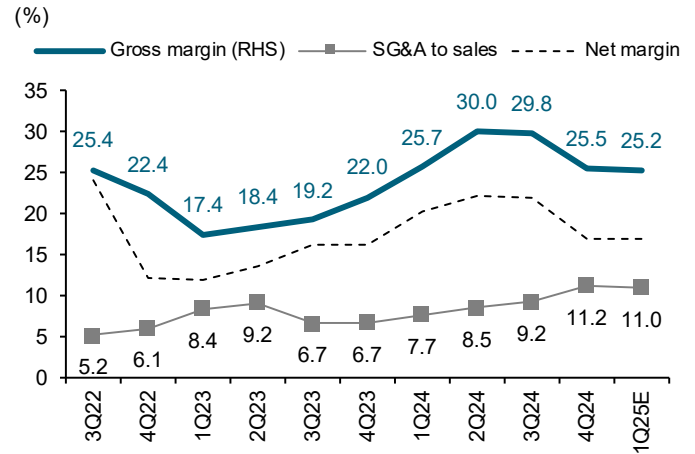
Sources: ITC; BOT, FSSIA estimates

Exhibit 4: Quarterly tuna price



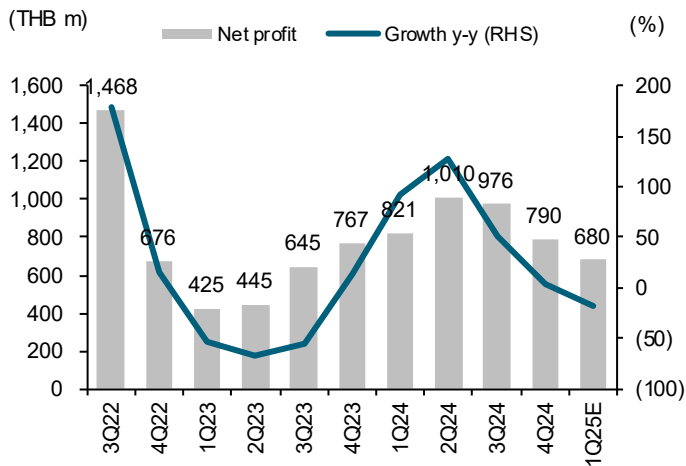
Sources: TU, FSSIA estimates

Exhibit 5: Quarterly profit margins



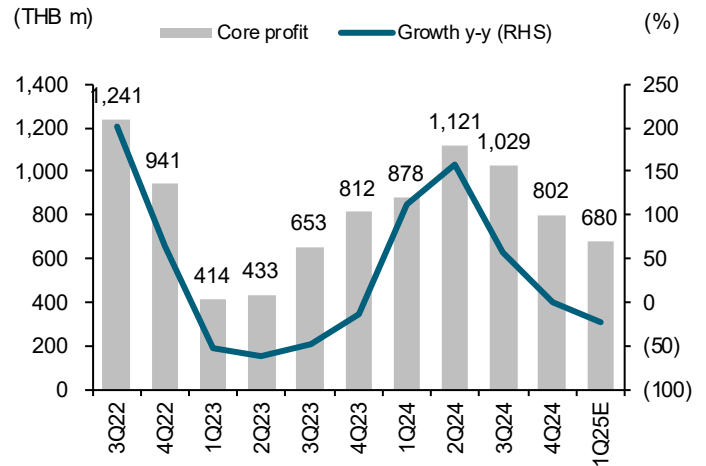
Sources: ITC; FSSIA estimates

Exhibit 6: Quarterly net profit and growth



Sources: ITC, FSSIA estimates

Exhibit 7: Quarterly core profit and growth



Sources: ITC, FSSIA estimates

## Financial Statements

### i-Tail Corporation

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	15,577	17,729	19,160	20,768	22,412
Cost of goods sold	(12,539)	(12,810)	(14,178)	(15,327)	(16,540)
<b>Gross profit</b>	<b>3,038</b>	<b>4,919</b>	<b>4,982</b>	<b>5,441</b>	<b>5,872</b>
Other operating income	603	696	690	727	784
Operating costs	(1,183)	(1,638)	(1,763)	(1,911)	(2,062)
<b>Operating EBITDA</b>	<b>2,995</b>	<b>4,545</b>	<b>4,627</b>	<b>5,125</b>	<b>5,562</b>
Depreciation	(539)	(568)	(718)	(868)	(968)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>2,457</b>	<b>3,977</b>	<b>3,909</b>	<b>4,257</b>	<b>4,594</b>
Net financing costs	(11)	(6)	(7)	(8)	(7)
Associates	-	-	-	-	-
Recurring non-operating income	0	0	0	0	0
Non-recurring items	(31)	(233)	0	0	0
<b>Profit before tax</b>	<b>2,415</b>	<b>3,738</b>	<b>3,901</b>	<b>4,250</b>	<b>4,587</b>
Tax	(132)	(141)	(332)	(361)	(390)
<b>Profit after tax</b>	<b>2,283</b>	<b>3,597</b>	<b>3,570</b>	<b>3,889</b>	<b>4,198</b>
Minority interests	(1)	0	(4)	(4)	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>2,281</b>	<b>3,597</b>	<b>3,566</b>	<b>3,885</b>	<b>4,198</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>31</b>	<b>233</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>2,312</b>	<b>3,830</b>	<b>3,566</b>	<b>3,885</b>	<b>4,198</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.77	1.28	1.19	1.29	1.40
Reported EPS	0.76	1.20	1.19	1.29	1.40
DPS	0.60	1.15	0.95	1.04	1.12
Diluted shares (used to calculate per share data)	3,000	3,000	3,000	3,000	3,000
<b>Growth</b>					
Revenue (%)	(27.3)	13.8	8.1	8.4	7.9
Operating EBITDA (%)	(39.2)	51.7	1.8	10.8	8.5
Operating EBIT (%)	(43.6)	61.9	(1.7)	8.9	7.9
Recurring EPS (%)	(68.6)	65.6	(6.9)	8.9	8.1
Reported EPS (%)	(70.3)	57.7	(0.9)	8.9	8.1
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	19.5	27.7	26.0	26.2	26.2
Gross margin exc. depreciation (%)	23.0	30.9	29.7	30.4	30.5
Operating EBITDA margin (%)	19.2	25.6	24.1	24.7	24.8
Operating EBIT margin (%)	15.8	22.4	20.4	20.5	20.5
Net margin (%)	14.8	21.6	18.6	18.7	18.7
Effective tax rate (%)	5.5	3.8	8.5	8.5	8.5
Dividend payout on recurring profit (%)	77.8	90.1	80.0	80.0	80.0
Interest cover (X)	223.0	659.9	539.1	567.7	656.3
Inventory days	117.0	101.0	100.6	102.0	102.3
Debtor days	86.4	80.4	77.6	76.9	77.1
Creditor days	58.9	49.7	50.9	51.0	51.2
Operating ROIC (%)	15.8	24.6	23.2	22.9	23.3
ROIC (%)	14.6	23.1	22.6	22.4	22.7
ROE (%)	9.6	16.2	14.6	15.4	16.1
ROA (%)	8.7	14.6	13.1	13.8	14.3

\* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Pet Food	13,180	15,317	16,552	17,971	19,423
Treats	1,866	2,052	2,206	2,393	2,585
Other	13	20	20	21	22
Other segment	519	340	382	382	382

Sources: i-Tail Corporation; FSSIA estimates

## Financial Statements

### i-Tail Corporation

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	2,312	3,830	3,566	3,885	4,198
Depreciation	539	568	718	868	968
Associates & minorities	(15)	0	1	0	0
Other non-cash items	-	-	-	-	-
Change in working capital	(578)	797	(612)	(614)	(633)
<b>Cash flow from operations</b>	<b>2,258</b>	<b>5,195</b>	<b>3,673</b>	<b>4,139</b>	<b>4,532</b>
Capex - maintenance	(1,532)	(1,399)	(1,500)	(1,500)	(1,000)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(838)	(5,277)	6,285	(24)	(25)
<b>Cash flow from investing</b>	<b>(2,370)</b>	<b>(6,676)</b>	<b>4,785</b>	<b>(1,524)</b>	<b>(1,025)</b>
Dividends paid	(3,791)	(2,271)	(2,853)	(3,108)	(3,358)
Equity finance	0	0	0	0	0
Debt finance	4	(235)	(11)	(26)	1
Other financing cash flows	(50)	90	12	56	58
<b>Cash flow from financing</b>	<b>(3,837)</b>	<b>(2,416)</b>	<b>(2,852)</b>	<b>(3,077)</b>	<b>(3,299)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	6,281	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>6,281</b>	<b>(6,281)</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>(3,949)</b>	<b>2,384</b>	<b>(674)</b>	<b>(463)</b>	<b>208</b>
Free cash flow to firm (FCFF)	(101.04)	(1,474.70)	8,465.61	2,621.96	3,514.56
Free cash flow to equity (FCFE)	(157.69)	4,655.35	2,178.30	2,644.88	3,566.10
<b>Per share (THB)</b>					
FCFF per share	(0.03)	(0.49)	2.82	0.87	1.17
FCFE per share	(0.05)	1.55	0.73	0.88	1.19
Recurring cash flow per share	0.95	1.47	1.43	1.58	1.72
<b>Balance Sheet (THB m) Year Ending Dec</b>					
Tangible fixed assets (gross)	8,905	9,889	10,870	11,663	11,863
Less: Accumulated depreciation	(3,423)	(3,880)	(4,036)	(4,197)	(4,365)
<b>Tangible fixed assets (net)</b>	<b>5,482</b>	<b>6,009</b>	<b>6,834</b>	<b>7,467</b>	<b>7,499</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>
Long-term financial assets	923	43	-	-	-
Invest. in associates & subsidiaries	-	-	-	-	-
Cash & equivalents	9,305	11,690	11,015	10,552	10,760
A/C receivable	3,860	3,951	4,199	4,552	4,912
Inventories	3,243	3,535	3,884	4,199	4,532
Other current assets	2,165	1,375	1,533	1,661	1,793
<b>Current assets</b>	<b>18,573</b>	<b>20,550</b>	<b>20,632</b>	<b>20,965</b>	<b>21,997</b>
Other assets	452	291	287	312	336
<b>Total assets</b>	<b>25,431</b>	<b>26,928</b>	<b>27,788</b>	<b>28,777</b>	<b>29,866</b>
Common equity	23,118	24,138	24,852	25,629	26,468
Minorities etc.	1	0	2	2	2
<b>Total shareholders' equity</b>	<b>23,119</b>	<b>24,139</b>	<b>24,854</b>	<b>25,631</b>	<b>26,470</b>
Long term debt	33	34	29	4	5
Other long-term liabilities	569	659	671	727	784
<b>Long-term liabilities</b>	<b>602</b>	<b>693</b>	<b>700</b>	<b>730</b>	<b>789</b>
A/C payable	1,520	1,815	1,942	2,100	2,266
Short term debt	14	11	5	5	5
Other current liabilities	177	270	287	312	336
<b>Current liabilities</b>	<b>1,710</b>	<b>2,096</b>	<b>2,235</b>	<b>2,416</b>	<b>2,607</b>
<b>Total liabilities and shareholders' equity</b>	<b>25,431</b>	<b>26,928</b>	<b>27,788</b>	<b>28,777</b>	<b>29,866</b>
Net working capital	7,572	6,775	7,387	8,001	8,635
Invested capital	14,429	13,153	14,543	15,814	16,504
* Includes convertibles and preferred stock which is being treated as debt					
<b>Per share (THB)</b>					
Book value per share	7.71	8.05	8.28	8.54	8.82
Tangible book value per share	7.71	8.03	8.27	8.53	8.81
<b>Financial strength</b>					
Net debt/equity (%)	(40.0)	(48.2)	(44.2)	(41.1)	(40.6)
Net debt/total assets (%)	(36.4)	(43.2)	(39.5)	(36.6)	(36.0)
Current ratio (x)	10.9	9.8	9.2	8.7	8.4
CF interest cover (x)	(13.3)	773.4	301.5	353.7	510.4
<b>Valuation</b>					
<b>Recurring P/E (x) *</b>	<b>20.9</b>	<b>12.6</b>	<b>13.5</b>	<b>12.4</b>	<b>11.5</b>
<b>Recurring P/E @ target price (x) *</b>	<b>29.8</b>	<b>18.0</b>	<b>19.4</b>	<b>17.8</b>	<b>16.4</b>
Reported P/E (x)	21.2	13.4	13.5	12.4	11.5
Dividend yield (%)	3.7	7.1	5.9	6.4	7.0
Price/book (x)	2.1	2.0	1.9	1.9	1.8
Price/tangible book (x)	2.1	2.0	1.9	1.9	1.8
EV/EBITDA (x) **	13.0	8.1	8.1	7.4	6.8
EV/EBITDA @ target price (x) **	19.9	12.6	12.5	11.4	10.5
EV/invested capital (x)	2.7	2.8	2.6	2.4	2.3
* Pre-exceptional, pre-goodwill and fully diluted    ** EBITDA includes associate income and recurring non-operating income					

Sources: i-Tail Corporation; FSSIA estimates



## Disclaimer for ESG scoring

ESG score	Methodology	Rating																			
The Dow Jones Sustainability Indices ( <a href="#">DJSI</a> ) 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 ( <a href="#">SETESG</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> )	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 <b>SETESG 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>SETESG Index</b> 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.																			
<b>CG Score</b> 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%).																			
<b>AGM level</b> 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.																			
<a href="#">Thai CAC</a> 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.																			
<a href="#">Morningstar Sustainabilitys</a>	The Sustainabilitys' 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+									
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<a href="#">ESG Book</a>	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.																			
<a href="#">MSCI</a>	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><b>AAA</b></td><td>8.571-10.000</td><td rowspan="3"><b>Leader:</b></td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td><b>AA</b></td><td>7.143-8.570</td></tr><tr><td><b>A</b></td><td>5.714-7.142</td></tr><tr><td><b>BBB</b></td><td>4.286-5.713</td><td rowspan="3"><b>Average:</b></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><b>BB</b></td><td>2.857-4.285</td></tr><tr><td><b>B</b></td><td>1.429-2.856</td></tr><tr><td><b>CCC</b></td><td>0.000-1.428</td><td><b>Laggard:</b></td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570	<b>A</b>	5.714-7.142	<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285	<b>B</b>	1.429-2.856	<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks
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<a href="#">Moody's ESG solutions</a>	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.																				
<a href="#">Refinitiv ESG rating</a>	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>																				
<a href="#">S&amp;P Global</a>	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.																				
<b>Bloomberg</b>	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																			
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																			

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

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Sureeporn Teewasuwet FSS International Investment Advisory Securities Co., Ltd

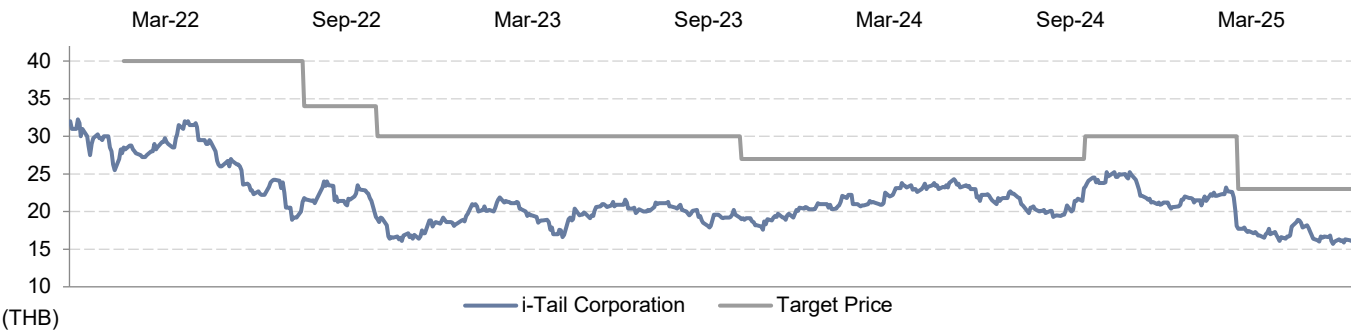
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History of change in investment rating and/or target price

i-Tail Corporation (ITC TB)



Sureeporn Teewasuwet started covering this stock from 11-Jan-2023  
Price and TP are in local currency  
Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
i-Tail Corporation	ITC TB	THB 16.10	HOLD	Downside and upside risks to our P/E-based TP include 1) a slower or faster-than-expected recovery in purchasing power, 2) more fluctuating raw material prices than expected, 3) a stronger or weaker-than-expected THB, and 4) labor shortages.

Source: FSSIA estimates

Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 25-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.