

SAPPE SAPPE TB

THAILAND / FOOD & BEVERAGE

HOLD

UNCHANGED

TARGET PRICE	THB40.00
CLOSE	THB35.50
UP/DOWNSIDE	+12.7%
PRIOR TP	THB40.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-12.5%

Cutting expenses to preserve profit

- Expect 1Q25 total revenue to drop q-q and y-y, decreasing across all regions – except America and domestic.
- However, we project SAPPE's net profit to grow q-q due to reduced selling expenses.
- Maintain HOLD; 2H25 revenue outlook appears to carry risks.

Expect 1Q25 revenue to drop both q-q and y-y

We expect a 1Q25 net profit of THB232m (+23% q-q, -34% y-y), recovering q-q from the low base in 4Q24, mainly due to seasonally lower expenses. However, total revenue performance remains lackluster, projected to decline 7% q-q and 30% y-y, with decreases across all regions. We expect the sharpest drop from the EU (-31% q-q, -81% y-y) due to overstocking issues, followed by the Middle East (-19% q-q, -31% y-y) and Indonesia, which saw front-loaded purchases in 4Q24 ahead of Ramadan. Only America should show continued growth, and domestic revenue should rise by 3% q-q and 15% y-y, supported by the strong reception of new products, offsetting unusually cool weather in Jan-Feb.

Driving profit recovery through expense reduction

Although production capacity utilization has weakened, this should be offset by lower raw material and packaging costs as well as cost-saving initiatives. As a result, we assume a 1Q25 gross margin of 46%, close to the 1Q24 level, and slightly down from 46.4% in 4Q24. Total SG&A expenses should decrease significantly (-24% q-q, -22% y-y) due to seasonal effects and tighter control over marketing spend in response to weak revenue. Therefore, we expect the SG&A to sales ratio to drop to 28%, down from 34.5% in 4Q24, though still higher than 25% in 1Q24. This is the key factor supporting the q-q profit recovery.

Stockpiling ahead of US tariffs

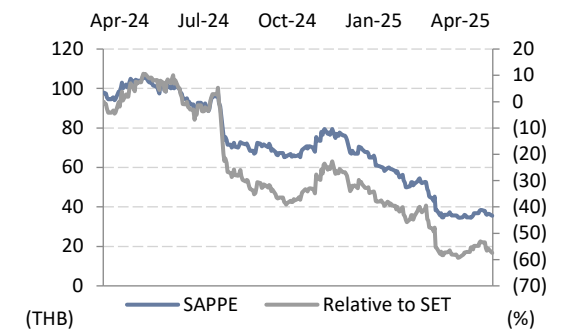
We anticipate 2Q25 net profit to continue improving q-q, though still decline y-y due to the EU not yet recovering. Destocking in the EU should finish in 3Q25. We project 2Q25 total revenue to grow q-q as stock loading in America ramps up ahead of the potential US tariffs. Revenue in Asia should rebound seasonally – except in South Korea, where no recovery signs have yet emerged. However, SAPPE's 2025 revenue growth target of 5% remains challenging under current conditions.

Revenue outlook in 2H25 still appears to carry risks

We maintain our 2025E net profit at THB995m (-21% y-y), with 1Q25 profit expected to account for 23% of the full-year estimate. We also maintain our TP at THB40 and reiterate our HOLD call. While we expect revenue from America to accelerate in 2Q25, this stems from stockpiling, which may face destocking risks later on. Meanwhile, revenue from the EU remains at risk if the recovery is slower than expected.

KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	6,775	6,136	6,603	7,035
Net profit	1,253	995	1,168	1,256
EPS (THB)	4.06	3.23	3.79	4.08
vs Consensus (%)	-	(15.4)	(6.0)	(2.0)
EBITDA	1,785	1,515	1,762	1,895
Recurring net profit	1,233	995	1,168	1,256
Core EPS (THB)	4.00	3.23	3.79	4.08
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	13.7	(19.3)	17.4	7.5
Core P/E (x)	8.9	11.0	9.4	8.7
Dividend yield (%)	8.6	6.8	8.0	8.6
EV/EBITDA (x)	5.2	6.6	5.7	5.2
Price/book (x)	2.5	2.4	2.2	2.1
Net debt/Equity (%)	(38.4)	(24.4)	(22.0)	(24.2)
ROE (%)	30.0	22.1	24.5	24.8



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	2.9	(38.0)	(64.0)
Relative to country (%)	4.3	(28.0)	(57.7)
Mkt cap (USD m)	325		
3m avg. daily turnover (USD m)	1.7		
Free float (%)	25		
Major shareholder	Ruckariyapong Family (65%)		
12m high/low (THB)	107.50/33.00		
Issued shares (m)	308.29		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

SAPPE is a leader in the Thai functional drink market. It has been exporting to overseas markets over the past ten years with product champions like Mogu Mogu and Aloe Vera. Those products received such favorable responses that it resulted in continued increases in the export sales mix. According to the latest data in 2023, exports stood at 81% of total revenue, with solid growth in all key markets, such as Asia (Indonesia, the Philippines, and South Korea), Europe (France and the UK), the US, and the Middle East.

Company profile

SAPPE manufactures and distributes healthy food and beverages, with Mogu Mogu, fruit juice with nata de coco, as its first beverage in 2001. Later, it expanded product lines and brands, including Beauti Drink, Aloe Vera, and Preaw Coffee. In 2016, SAPPE invested in All Coco coconut juice. In 2019, it partnered with Danone to set up Danone Sappe Beverage to introduce beverages under the B'LUE brand.

www.sappe.com

Principal activities (revenue, 2024)

Domestic revenue - 20.2 %

Overseas revenue - 79.8 %

Source: Sappe

Major shareholders

Ruckariyapong Family - 65.4 %

Others - 34.6 %

Source: Sappe

Catalysts

Potential catalysts for SAPPE’s earnings growth in 2025 include 1) overseas market growth, especially new or low-base markets, such as France, the UK, the US, India, and the Middle East; 2) successful new products; 3) lower plastic pellet costs; and 4) capacity expansion.

Risks to our call

Downside and upside risks to our P/E-based TP include 1) lower or higher purchasing power; 2) higher or lower raw material and packaging costs; 3) baht strength or weakness; and 4) increased or decreased competition and product infringement.

Event calendar

Date	Event
13 May 2025	1Q25 results announcement
22 May 2025	1Q25 Opp day and analyst meeting

Key assumptions

	2025E	2026E	2027E
Domestic revenue (THB m)	1,300	1,430	1,512
Overseas revenue (THB m)	4,836	5,173	5,523
Total revenue (THB m)	6,136	6,603	7,035
Total revenue growth (%)	(9.4)	7.6	6.5
Gross margin (%)	45.0	45.8	46.0
SG&A to sale (%)	28.0	27.0	27.0

Source: FSSIA estimates

Earnings sensitivity

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

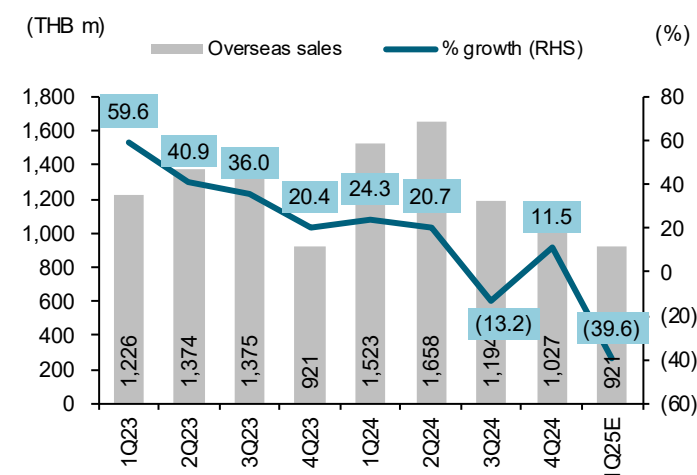
Source: FSSIA estimates

Exhibit 1: SAPPE – 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	1,836	1,996	1,566	1,377	1,281	(7.0)	(30.3)	6,775	6,136	(9.4)	20.9
Cost of sales	991	1,056	846	739	691	(6.4)	(30.2)	3,632	3,375	(7.1)	20.5
Gross profit	845	940	720	638	589	(7.7)	(30.3)	3,144	2,761	(12.2)	21.3
SG&A	459	499	422	475	359	(24.4)	(21.8)	1,854	1,718	(7.3)	20.9
Operating profit	455	505	367	221	288	30.5	(36.6)	1,548	1,227	(20.7)	23.5
Other income	68	64	69	57	58	1.5	(14.8)	258	184	(28.7)	31.5
Interest expense	0.57	0.53	0.50	0.46	0.46	(0.6)	(18.6)	2	3	32.6	16.9
Tax expense	90	104	73	31	49	57.2	(45.7)	298	221	(25.8)	22.0
Profit (loss) sharing	2	(1)	(0)	(3)	(2)	nm	nm	(1)	4	nm	nm
Reported net profit	352	411	300	189	232	22.9	(34.0)	1,253	995	(20.6)	23.4
Core profit	365	399	289	180	232	29.0	(36.4)	1,233	995	(19.3)	23.4
Key ratios (%)						(ppt)	(ppt)				
Gross margin	46.0	47.1	46.0	46.4	46.0	(0.4)	(0.0)	46.4	45.0	(1.4)	
SG&A to sales	25.0	25.0	26.9	34.5	28.0	(6.5)	3.0	27.4	28.0	0.6	
Operating margin	24.8	25.3	23.4	16.1	22.5	6.5	(2.2)	22.8	20.0	(2.8)	
Net margin	19.2	20.6	19.2	13.7	18.1	4.4	(1.0)	18.5	16.2	(2.3)	
Core margin	19.9	20.0	18.4	13.1	18.1	5.1	(1.7)	18.2	16.2	(2.0)	
Operating statistics (THB m)											
Domestic revenue	313	338	372	350	360	2.9	15.0	1,369	1,300	(5.0)	27.7
Overseas revenue	1,523	1,658	1,194	1,027	921	(10.4)	(39.6)	5,407	4,836	(10.6)	19.0
Asia	728	669	586	545	515	(5.5)	(29.3)	2,527	2,274	(10.0)	22.6
Europe	367	508	282	102	70	(31.3)	(80.9)	1,260	920	(27.0)	7.6
America	90	127	138	91	101	10.7	11.5	447	470	5.0	21.4
Middle East and others	338	355	188	289	235	(18.7)	(30.5)	1,172	1,172	0.0	20.0
Revenue contribution (%)											
Domestic revenue	17.0	16.9	23.8	25.4	28.1	2.7	11.1	20.2	21.2	1.0	
Overseas revenue	83.0	83.1	76.2	74.6	71.9	(2.7)	(11.1)	79.8	78.8	(1.0)	

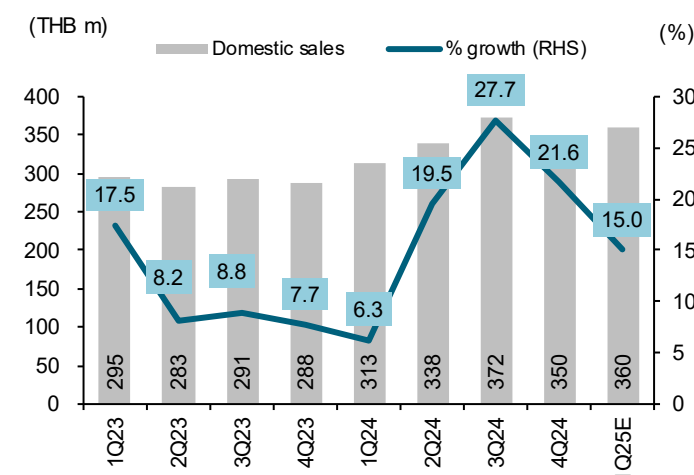
Sources: SAPPE, FSSIA estimates

Exhibit 2: Quarterly overseas revenue and growth

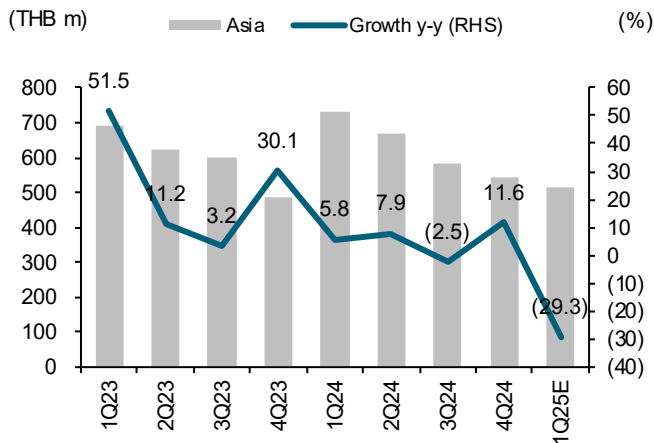


Sources: SAPPE, FSSIA estimates

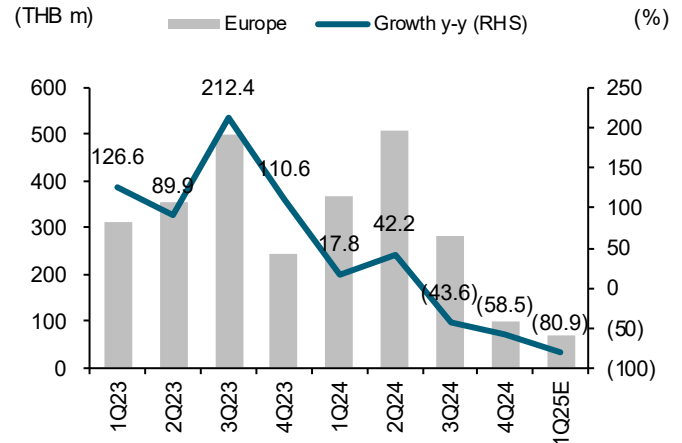
Exhibit 3: Quarterly domestic revenue and growth



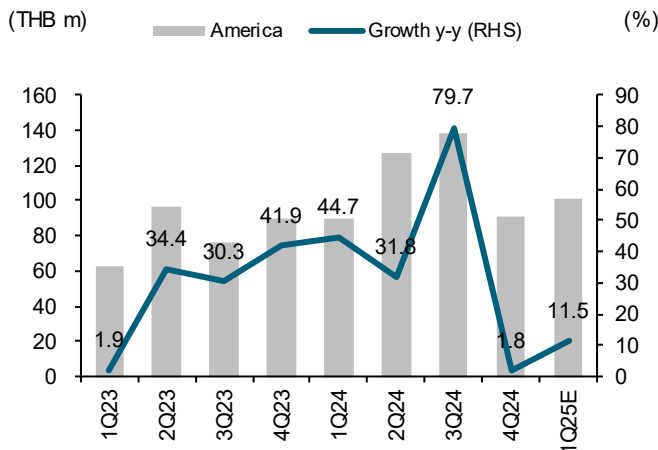
Sources: SAPPE, FSSIA estimates

Exhibit 4: Quarterly Asia revenue and growth


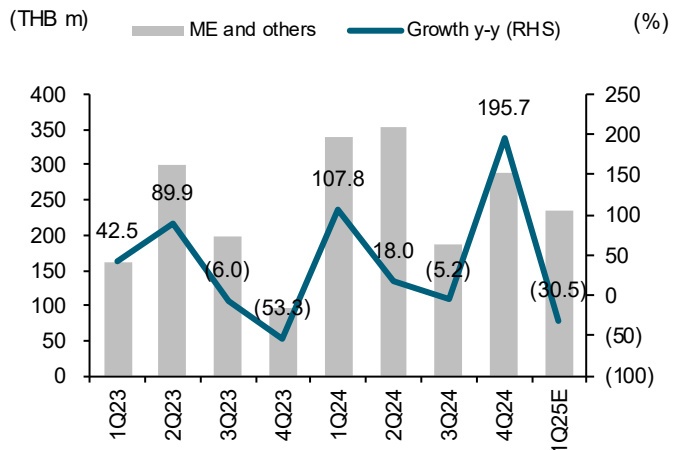
Sources: SAPPE, FSSIA estimates

Exhibit 5: Quarterly Europe revenue and growth


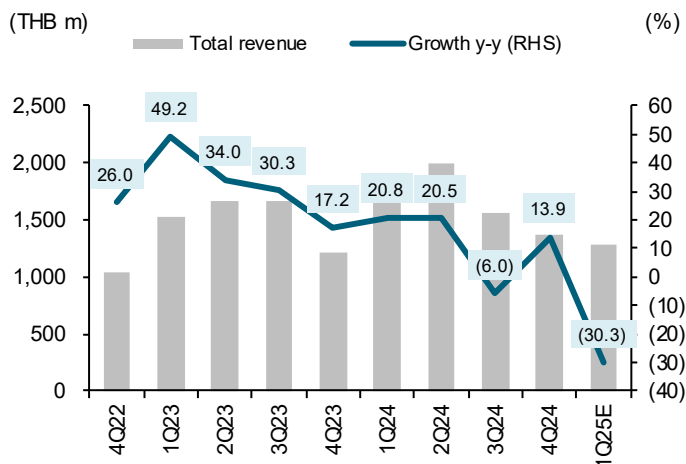
Sources: SAPPE, FSSIA estimates

Exhibit 6: Quarterly America revenue and growth


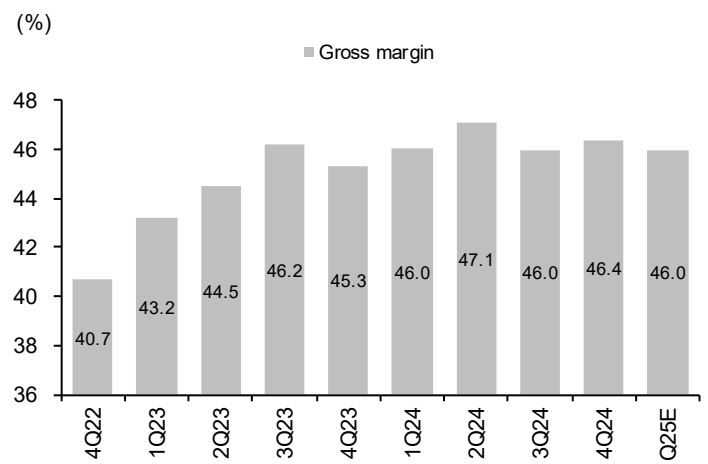
Sources: SAPPE, FSSIA estimates

Exhibit 7: Quarterly Middle East and others revenue and growth


Sources: SAPPE, FSSIA estimates

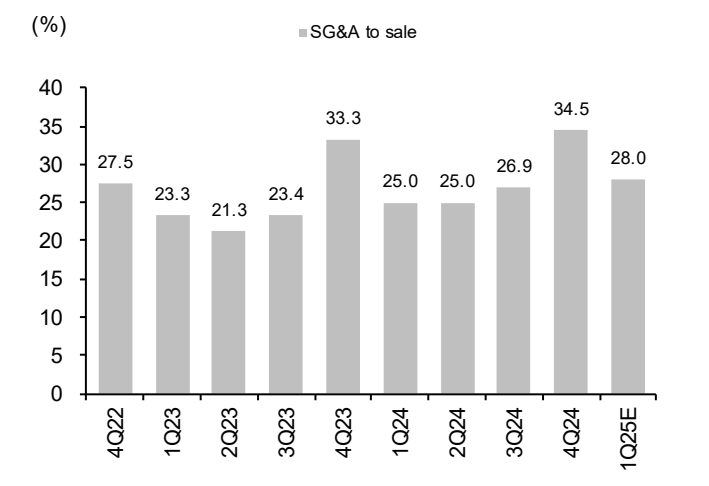
Exhibit 8: Quarterly total revenue and growth


Sources: SAPPE, FSSIA estimates

Exhibit 9: Quarterly gross margin


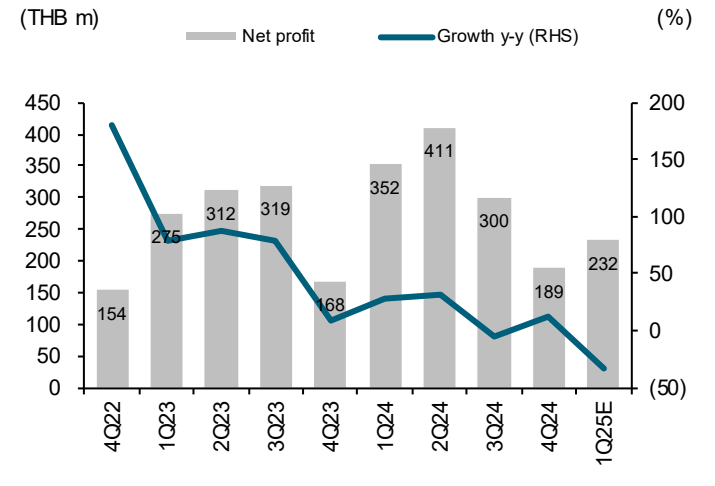
Sources: SAPPE, FSSIA estimates

Exhibit 10: Quarterly SG&A to sales



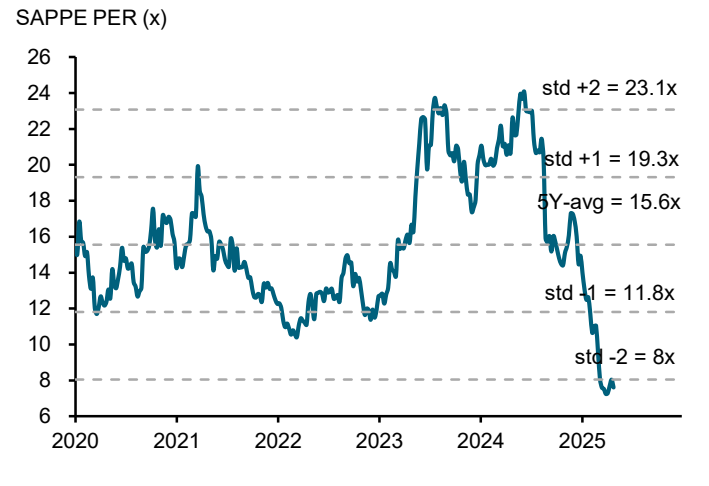
Sources: SAPPE, FSSIA estimates

Exhibit 11: Quarterly net profit and growth



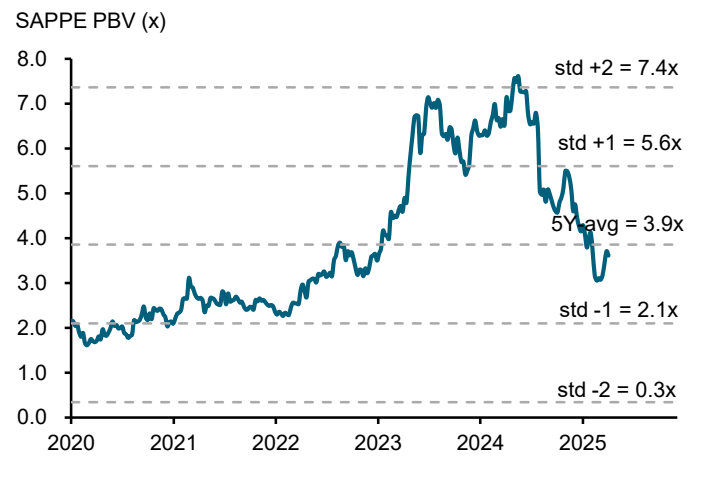
Sources: SAPPE, FSSIA estimates

Exhibit 12: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 13: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Financial Statements

Sappe

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	6,053	6,775	6,136	6,603	7,035
Cost of goods sold	(3,341)	(3,632)	(3,375)	(3,579)	(3,799)
Gross profit	2,711	3,144	2,761	3,024	3,236
Other operating income	146	258	184	198	211
Operating costs	(1,499)	(1,854)	(1,718)	(1,783)	(1,899)
Operating EBITDA	1,536	1,785	1,515	1,762	1,895
Depreciation	(178)	(237)	(287)	(322)	(347)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	1,358	1,548	1,227	1,440	1,548
Net financing costs	(3)	(2)	(3)	(3)	(3)
Associates	(20)	(1)	4	4	4
Recurring non-operating income	(20)	(1)	4	4	4
Non-recurring items	(10)	19	0	0	0
Profit before tax	1,325	1,564	1,228	1,441	1,549
Tax	(275)	(298)	(221)	(259)	(279)
Profit after tax	1,051	1,266	1,007	1,181	1,270
Minority interests	24	(13)	(12)	(13)	(14)
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	1,074	1,253	995	1,168	1,256
Non-recurring items & goodwill (net)	10	(19)	0	0	0
Recurring net profit	1,085	1,233	995	1,168	1,256
Per share (THB)					
Recurring EPS *	3.52	4.00	3.23	3.79	4.08
Reported EPS	3.48	4.06	3.23	3.79	4.08
DPS	2.18	3.05	2.42	2.84	3.06
Diluted shares (used to calculate per share data)	308	308	308	308	308
Growth					
Revenue (%)	32.5	11.9	(9.4)	7.6	6.5
Operating EBITDA (%)	51.0	16.2	(15.1)	16.3	7.6
Operating EBIT (%)	63.6	13.9	(20.7)	17.3	7.5
Recurring EPS (%)	63.1	13.7	(19.3)	17.4	7.5
Reported EPS (%)	64.5	16.6	(20.6)	17.4	7.5
Operating performance					
Gross margin inc. depreciation (%)	44.8	46.4	45.0	45.8	46.0
Gross margin exc. depreciation (%)	47.7	49.9	49.7	50.7	50.9
Operating EBITDA margin (%)	25.4	26.3	24.7	26.7	26.9
Operating EBIT margin (%)	22.4	22.8	20.0	21.8	22.0
Net margin (%)	17.9	18.2	16.2	17.7	17.9
Effective tax rate (%)	20.7	19.0	18.0	18.0	18.0
Dividend payout on recurring profit (%)	62.0	76.2	75.0	75.0	75.0
Interest cover (X)	524.4	753.6	452.6	512.6	533.0
Inventory days	50.9	36.1	38.4	48.0	48.1
Debtor days	19.7	19.3	21.6	19.3	19.4
Creditor days	28.9	25.3	22.7	21.4	21.4
Operating ROIC (%)	96.7	65.5	33.0	32.4	32.6
ROIC (%)	73.7	56.4	30.0	29.7	30.0
ROE (%)	30.7	30.0	22.1	24.5	24.8
ROA (%)	20.8	21.5	16.8	18.9	19.1

* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Domestic revenue	1,156	1,369	1,300	1,430	1,512
Overseas revenue	4,896	5,407	4,836	5,173	5,523

Sources: Sappe; FSSIA estimates

Financial Statements

Sappe

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	1,085	1,233	995	1,168	1,256
Depreciation	178	237	287	322	347
Associates & minorities	20	1	(4)	(4)	(4)
Other non-cash items	(24)	20	68	11	11
Change in working capital	581	(245)	(279)	26	22
Cash flow from operations	1,840	1,247	1,067	1,523	1,632
Capex - maintenance	-	-	-	-	-
Capex - new investment	(935)	(1,319)	(854)	(700)	(500)
Net acquisitions & disposals	4	(19)	0	0	0
Other investments (net)	(1)	25	(17)	(5)	(4)
Cash flow from investing	(931)	(1,314)	(871)	(705)	(504)
Dividends paid	(521)	(701)	(746)	(876)	(942)
Equity finance	0	0	0	0	0
Debt finance	(2)	1	33	3	3
Other financing cash flows	18	11	(7)	7	6
Cash flow from financing	(506)	(689)	(720)	(866)	(933)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	403	(756)	(523)	(48)	195
Free cash flow to firm (FCFF)	911.11	(65.34)	199.31	820.96	1,130.80
Free cash flow to equity (FCFE)	924.28	(55.33)	222.92	828.15	1,137.36

Per share (THB)

FCFF per share	2.96	(0.21)	0.65	2.66	3.67
FCFE per share	3.00	(0.18)	0.72	2.69	3.69
Recurring cash flow per share	4.08	4.84	4.37	4.86	5.22

Balance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Tangible fixed assets (gross)	3,121	4,467	5,467	6,167	6,667
Less: Accumulated depreciation	(1,403)	(1,544)	(1,832)	(2,154)	(2,501)
Tangible fixed assets (net)	1,718	2,923	3,635	4,013	4,166
Intangible fixed assets (net)	124	143	143	143	143
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	140	113	117	121	125
Cash & equivalents	2,532	1,775	1,252	1,204	1,399
A/C receivable	642	602	376	402	425
Inventories	438	234	416	441	468
Other current assets	45	86	61	66	70
Current assets	3,656	2,698	2,106	2,113	2,363
Other assets	43	44	61	66	70
Total assets	5,680	5,921	6,063	6,456	6,868
Common equity	3,818	4,392	4,614	4,906	5,220
Minorities etc.	78	99	166	177	188
Total shareholders' equity	3,896	4,491	4,780	5,083	5,408
Long term debt	49	39	51	54	57
Other long-term liabilities	88	99	92	99	106
Long-term liabilities	137	138	143	153	163
A/C payable	271	200	185	196	208
Short term debt	21	13	34	34	34
Other current liabilities	1,356	1,079	920	991	1,055
Current liabilities	1,647	1,292	1,139	1,221	1,297
Total liabilities and shareholders' equity	5,680	5,921	6,063	6,456	6,868
Net working capital	(502)	(357)	(252)	(278)	(299)
Invested capital	1,522	2,866	3,705	4,066	4,205

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

Per share (THB)

Book value per share	12.38	14.25	14.97	15.91	16.93
Tangible book value per share	11.98	13.78	14.50	15.45	16.47

Financial strength

Net debt/equity (%)	(63.2)	(38.4)	(24.4)	(22.0)	(24.2)
Net debt/total assets (%)	(43.3)	(29.1)	(19.3)	(17.3)	(19.0)
Current ratio (x)	2.2	2.1	1.8	1.7	1.8
CF interest cover (x)	729.4	617.1	396.8	543.7	563.3

Valuation	2023	2024	2025E	2026E	2027E
Recurring P/E (x) *	10.1	8.9	11.0	9.4	8.7
Recurring P/E @ target price (x) *	11.4	10.0	12.4	10.6	9.8
Reported P/E (x)	10.2	8.7	11.0	9.4	8.7
Dividend yield (%)	6.1	8.6	6.8	8.0	8.6
Price/book (x)	2.9	2.5	2.4	2.2	2.1
Price/tangible book (x)	3.0	2.6	2.4	2.3	2.2
EV/EBITDA (x) **	5.6	5.2	6.6	5.7	5.2
EV/EBITDA @ target price (x) **	6.5	6.0	7.5	6.5	5.9
EV/invested capital (x)	5.6	3.3	2.7	2.5	2.3

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

Sources: Sappe; FSSIA estimates

SAPPE PCL (SAPPE TB)

FSSIA ESG rating


35.25 /100

Exhibit 14: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★☆	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★☆☆	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
★★☆☆☆	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★☆☆☆☆	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Source: FSSIA estimates

Exhibit 15: 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](https://www.settrade.com); FSSIA's compilation

Exhibit 16: 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	10 / 5 / 3
Climate change opportunities discussed	--	No. of board meetings for the year / % attendance	8 / 96.75%
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	--	Age of the youngest / oldest director	44 / 79
Waste reduction policy	Yes	Number of executives / female	5 / 2
Water policy	Yes	Executive share ownership guidelines	No
Water consumption	--	Size of audit committee / ID	4 / 4
Social		Audit committee meetings	4
Human rights policy	Yes	Audit committee meeting attendance (%)	100
Policy against child labor	Yes	Size of compensation committee	--
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	55	Nomination committee meeting attendance (%)	--
Business ethics policy	Yes	Board compensation (THB m)	4.1
Anti-bribery ethics policy	Yes	Auditor fee (THB m)	3.13
Health and safety policy	Yes	(P&L Corporation Co., Ltd.)	
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	--		

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><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+									
NEGL	Low	Medium	High	Severe																	
0-10	10-20	20-30	30-40	40+																	
ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																			
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="3">Average:</td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td></tr><tr><td>CCC</td><td>0.000-1.428</td><td>Laggard:</td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>	AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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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

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Sureeporn Teewasuwet FSS International Investment Advisory Securities Co., Ltd

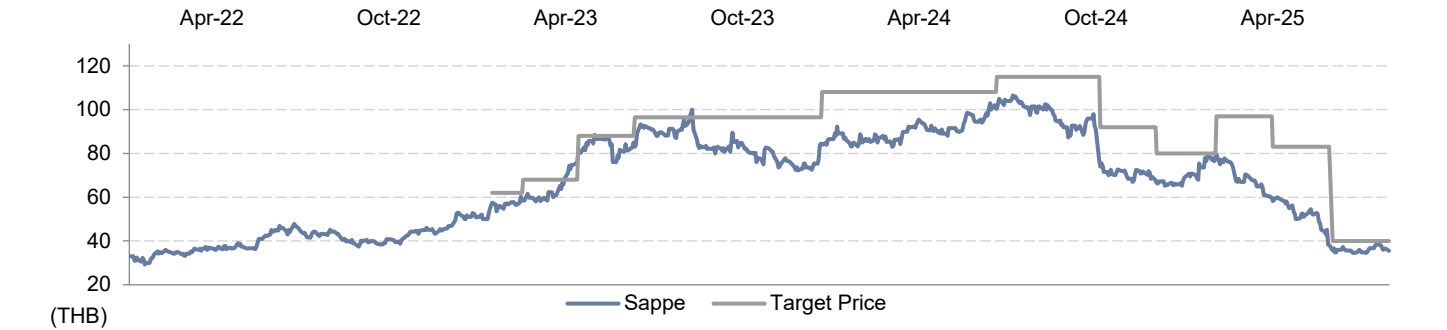
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History of change in investment rating and/or target price

Sappe (SAPPE TB)



Sureeporn Teewasuwet started covering this stock from 09-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Sappe	SAPPE TB	THB 35.50	HOLD	Downside and upside risks to our P/E-based TP include 1) lower or higher purchasing power, 2) higher or lower raw material and packaging costs, 3) baht strength or weakness, and 4) increased or decreased competition and product infringement.

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 28-Apr-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.