

# MEGA LIFESCIENCES

## THAILAND / COMMERCE

# MEGA TB

# BUY

UNCHANGED

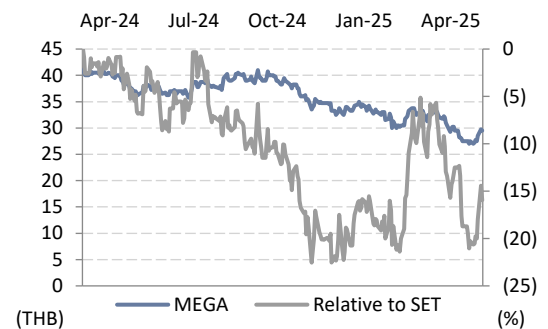
## ยังคงเผชิญอุปสรรคจากเมียนมาร์

- การเพิ่มขึ้นของรายได้จาก Branded ไม่น่าจะชดเชยการลดลงของรายได้จากธุรกิจเมียนมาร์ได้ เราคาดว่ากำไรปกติ 1Q25 -23.8% q-q, -1.1% y-y.
- คงประมาณการกำไร
- ปรับลดราคาเป้าหมายเป็น 36 บาทจากความเสี่ยงเพิ่ม คงคำแนะนำซื้อ

|                 |          |
|-----------------|----------|
| TARGET PRICE    | THB36.00 |
| CLOSE           | THB29.50 |
| UP/DOWNSIDE     | +22.0%   |
| PRIOR TP        | THB40.00 |
| CHANGE IN TP    | -10.0%   |
| TP vs CONSENSUS | +5.8%    |

## KEY STOCK DATA

| YE Dec (THB m)       | 2024   | 2025E  | 2026E  | 2027E  |
|----------------------|--------|--------|--------|--------|
| Revenue              | 15,344 | 14,845 | 15,560 | 16,254 |
| Net profit           | 2,013  | 2,220  | 2,397  | 2,686  |
| EPS (THB)            | 2.31   | 2.55   | 2.75   | 3.08   |
| vs Consensus (%)     | -      | (6.0)  | (5.1)  | 5.4    |
| EBITDA               | 3,756  | 2,983  | 3,201  | 3,517  |
| Recurring net profit | 2,237  | 2,220  | 2,397  | 2,686  |
| Core EPS (THB)       | 2.57   | 2.55   | 2.75   | 3.08   |
| Chg. In EPS est. (%) | -      | -      | -      | -      |
| EPS growth (%)       | (3.9)  | (0.7)  | 8.0    | 12.1   |
| Core P/E (x)         | 8.3    | 11.6   | 10.7   | 9.6    |
| Dividend yield (%)   | 5.4    | 5.4    | 5.6    | 5.8    |
| EV/EBITDA (x)        | 6.0    | 7.4    | 7.0    | 6.4    |
| Price/book (x)       | 2.6    | 2.6    | 2.6    | 2.5    |
| Net debt/Equity (%)  | (33.6) | (36.2) | (33.8) | (32.2) |
| ROE (%)              | 32.3   | 22.5   | 24.2   | 26.4   |



| Share price performance        | 1 Month                 | 3 Month | 12 Month |
|--------------------------------|-------------------------|---------|----------|
| Absolute (%)                   | (3.3)                   | (9.9)   | (28.0)   |
| Relative to country (%)        | (2.9)                   | 3.3     | (16.3)   |
| Mkt cap (USD m)                | 770                     |         |          |
| 3m avg. daily turnover (USD m) | 0.9                     |         |          |
| Free float (%)                 | 40                      |         |          |
| Major shareholder              | Unistretch Co Ltd (50%) |         |          |
| 12m high/low (THB)             | 41.25/26.50             |         |          |
| Issued shares (m)              | 871.87                  |         |          |

Sources: Bloomberg consensus; FSSIA estimates

## สถานการณ์ในเมียนมาร์ยังคงฉุดรั้งแนวโน้มการเติบโตของ MEGA

เราคาดว่า MEGA จะเริ่มไตรมาสแรกของปีด้วยกำไรที่ไม่แข็งแกร่งนัก ลดลง y-y เล็กน้อย แต่ลดลงค่อนข้างมาก q-q ตามฤดูกาล ด้วยเหตุผลเดียวกับช่วง 2 ปีที่ผ่านมา คือธุรกิจ Distribution ในเมียนมาร์ถดถอยลงอย่างต่อเนื่องและยังไม่มีแนวโน้มจะดีขึ้น แม้จะมีผลต่อกำไรจำกัด เนื่องจากปัจจุบันธุรกิจ Distribution ซึ่งมีมาร์จินต่ำ มีสัดส่วนต่อรายได้รวม 25% ลดลงจาก 30% ในช่วง 3 ปีก่อนหน้า อย่างไรก็ตาม บริษัทยังจำเป็นต้องควบคุมต้นทุนและค่าใช้จ่ายอย่างเข้มข้น เพื่อชดเชยการถดถอยอย่างรวดเร็วของธุรกิจเมียนมาร์ MEGA จึงไม่สามารถเติบโตได้เต็มที่อย่างที่ควรจะเป็นเพราะมีธุรกิจเมียนมาร์ฉุดรั้ง

## มาร์จินเพิ่มขึ้นจาก Product mix

เราคาดว่ากำไรสุทธิ รวม FX loss 100 ล้านบาทใน 1Q25 ที่ 469 ล้านบาท (-26.7% q-q, -1.8% y-y) ส่วนกำไรปกติ คาด 469 ล้านบาท (-23.8% q-q, -1.1% y-y) บนสมมติฐานรายได้จากการขายรวม -6.9% q-q, -8.8% y-y เหลือ 3.4 พันล้านบาท การเติบโตของรายได้จาก Branded business ไม่น่าจะมากพอที่จะชดเชยรายได้จาก Distribution ที่มีแนวโน้มลดลงเกือบ 30% y-y ได้ แต่อัตรากำไรขั้นต้นมีทิศทางดีขึ้น y-y เราคาดว่า 51.2% จากสัดส่วนของ Branded business ที่เพิ่มขึ้น ทั้งนี้ ในช่วง 2 ปีที่ผ่านมา บริษัทรักษ้อัตรากำไรขั้นต้นของ Branded ได้อย่างมีประสิทธิภาพในกรอบ 65%-66% การเพิ่มขึ้นของอัตรากำไรขั้นต้นโดยรวม มาจากสัดส่วนของ Distribution ที่ลดลง มากกว่าจะมาจากการขยายอัตรากำไรของ Branded business

## กำไรที่คาดการณ์เป็น 22% ของทั้งปี คงประมาณการ

กำไรปกติ 1Q25 ที่เราคาด คิดเป็น 22% ของประมาณทั้งปีที่ 2.2 พันล้านบาท (-0.7% y-y) ในขณะที่แนวโน้มไตรมาสที่เหลือของปี ไม่น่าแตกต่างจาก 1Q25 ยกเว้นเปลี่ยนแปลงตามฤดูกาล (4Q ดีที่สุด) เราจึงยังคงประมาณการไว้ก่อน

## ลดราคาเป้าหมายจากความเสี่ยงเพิ่ม คงคำแนะนำซื้อจาก Valuations ถูก

แม้ว่ากำลังซื้อในเมียนมาร์จะถดถอย แต่ธุรกิจยาในนั้นยังแข็งแกร่ง อย่างไรก็ตาม เราปรับลดราคาเป้าหมายลงเป็น 36 บาท โดยปรับเพิ่ม WACC เป็น 9.4% จาก 8.9% ตาม beta ที่สูงขึ้น ราคาเป้าหมายใหม่คิดเป็น 2025E Implied P/E 14x หรือ -0.5SD ของค่าเฉลี่ย 5 ปี เชื่อว่าน่าจะ conservative เพียงพอ คำแนะนำยังเป็นซื้อ จาก Valuations ถูกและคาด Dividend yield 5%



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## Investment thesis

Excluding an expected FX loss of THB100m, we forecast a core profit of THB489m (-23.8% q-q, -1.1% y-y) in 1Q25. This is based on an expected sales revenue decline of 6.9% q-q and 8.8% y-y to THB3.4b. Revenue growth from the branded business is unlikely to offset the decline in distribution revenue. The estimated core profit for 1Q25 accounts for 22% of our full-year forecast. We expect earnings trends in the remaining quarters to be broadly similar to 1Q25, aside from seasonal variations.

We cut our TP to THB36, reflecting a higher WACC of 9.4% (up from 8.9%) due to an increased beta. We maintain our BUY rating on the cheap valuations and an expected dividend yield of 5%.

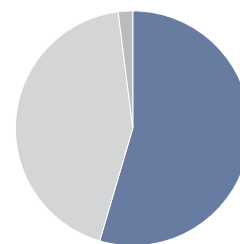
## Company profile

MEGA is a leading manufacturer and distributor of pharmaceutical, nutraceutical products and fast-moving consumer goods (FMCG) in developing countries such as Myanmar, Vietnam and Cambodia. MEGA also develops, manufactures, and sells its nutraceutical products, generic prescription pharmaceutical products, and OTC products under the Mega We Care brand through its distribution network and third-party distributors in 36 countries across the world.

[www.megawecare.com](http://www.megawecare.com)

## Principal activities (revenue, 2024)

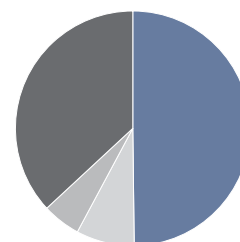
- Mega We Care - 54.6 %
- Maxxcare - 43.5 %
- OEM - 2.0 %



Source: Mega Lifesciences

## Major shareholders

- Unistretch Co Ltd - 49.8 %
- Thai NVDR - 8.0 %
- Mr. Vivek Dhawan - 5.3 %
- Others - 36.9 %



Source: Mega Lifesciences

## Catalysts

Key potential catalysts include 1) expedited medicine registrations and listings; 2) widespread medical events such as the Covid-19 pandemic; and 3) the success of new products and markets.

## Risks to our call

Downside risks to our DCF-based TP include 1) the delayed registration process in many countries; 2) more intensified competition; 3) failure in introducing new products; and 4) risks associated with doing business in Myanmar.

## Event calendar

| Date        | Event                      |
|-------------|----------------------------|
| 14 May 2025 | 1Q25 earnings announcement |

## Key assumptions

|                       | (unit)  | 2025E  | 2026E | 2027E  |
|-----------------------|---------|--------|-------|--------|
| Branded business      | (THB m) | 8,864  | 9,573 | 10,147 |
| Growth                | (%)     | 6.0    | 8.0   | 6.0    |
| Gross margin          | (%)     | 65.0   | 64.8  | 65.0   |
| Distribution business | (THB m) | 5,667  | 5,667 | 5,781  |
| Growth                | (%)     | (15.0) | 0.0   | 2.0    |
| Gross margin          | (%)     | 23.0   | 22.8  | 22.5   |
| SG&A to sales (%)     | (%)     | 30.5   | 30.5  | 29.8   |

Source: FSSIA estimates

## Earnings sensitivity

- For every 5% change in branded revenue, we project MEGA's 2025 net profit to change by 6%, all else being equal.
- For every 5% change in distribution revenue, we project MEGA's 2025 net profit to change by 1%, all else being equal.
- For every 1% change in overall gross margin, we project MEGA's 2025 net profit to change by 6%, all else being equal.

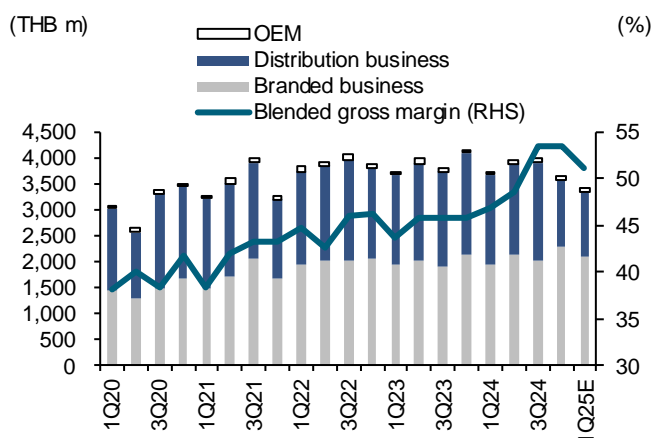
Source: FSSIA estimates

## Exhibit 1: MEGA – 1Q25 earnings preview

| Year to Dec 31                       | 1Q24           | 2Q24           | 3Q24           | 4Q24           | 1Q25E          | ----- Change ----- |                | 2024           | 2025E          | Change         | % of        |
|--------------------------------------|----------------|----------------|----------------|----------------|----------------|--------------------|----------------|----------------|----------------|----------------|-------------|
|                                      | (THB m)        | (THB m)        | (THB m)        | (THB m)        | (THB m)        | (q-q %)            | (y-y %)        | (THB m)        | (THB m)        | (y-y %)        | 2025E       |
| Sales                                | 3,733          | 3,954          | 4,001          | 3,657          | 3,405          | (6.9)              | (8.8)          | 15,344         | 14,845         | (3.3)          | 22.9        |
| Cost of sales                        | (1,984)        | (2,038)        | (1,866)        | (1,702)        | (1,662)        | (2.3)              | (16.2)         | (7,590)        | (7,686)        | 1.3            | 21.6        |
| Gross profit                         | 1,749          | 1,916          | 2,135          | 1,955          | 1,743          | (10.8)             | (0.3)          | 5,469          | 5,393          | (1.4)          | 32.3        |
| Operating costs                      | (1,066)        | (1,140)        | (1,099)        | (1,079)        | (1,065)        | (1.3)              | (0.1)          | (4,385)        | (4,528)        | 3.3            | 23.5        |
| Operating profit                     | 682            | 776            | 1,035          | 876            | 678            | (22.6)             | (0.6)          | 3,473          | 2,683          | (22.7)         | 25.3        |
| Operating EBITDA                     | 775            | 872            | 1,138          | 971            | 771            | (20.6)             | (0.5)          | 3,756          | 2,983          | (20.6)         | 25.9        |
| Other income                         | 22             | 26             | 32             | 23             | 21             | (7.6)              | (4.1)          | 103            | 52             | (49.5)         | 40.4        |
| Interest expense                     | (5)            | (9)            | (10)           | (14)           | (12)           | (12.1)             | 134.4          | (38)           | (41)           | 6.0            | 29.4        |
| FX gain/loss                         | (151)          | (187)          | (601)          | (143)          | (110)          | <i>nm</i>          | <i>nm</i>      | (1,082)        | 0              | <i>nm</i>      | <i>nm</i>   |
| Profit before tax                    | 699            | 793            | 1,057          | 885            | 687            | (22.4)             | (1.7)          | 3,434          | 2,643          | (23.1)         | 26.0        |
| Tax                                  | (71)           | (93)           | (73)           | (103)          | (109)          | 5.6                | 53.3           | (340)          | (423)          | 24.5           | 25.7        |
| <b>Reported net profit</b>           | <b>478</b>     | <b>513</b>     | <b>383</b>     | <b>640</b>     | <b>469</b>     | <b>(26.7)</b>      | <b>(1.8)</b>   | <b>2,013</b>   | <b>2,220</b>   | <b>10.3</b>    | <b>21.1</b> |
| <b>Core profit</b>                   | <b>494</b>     | <b>557</b>     | <b>544</b>     | <b>642</b>     | <b>489</b>     | <b>(23.8)</b>      | <b>(1.1)</b>   | <b>2,237</b>   | <b>2,220</b>   | <b>(0.7)</b>   | <b>22.0</b> |
| Reported EPS (THB)                   | 0.55           | 0.59           | 0.44           | 0.73           | 0.54           | (26.7)             | (1.8)          | 2.31           | 2.55           | 10.3           | 21.1        |
| <b>Core EPS (THB)</b>                | <b>0.57</b>    | <b>0.64</b>    | <b>0.62</b>    | <b>0.74</b>    | <b>0.56</b>    | <b>(23.8)</b>      | <b>(1.1)</b>   | <b>2.57</b>    | <b>2.55</b>    | <b>(0.7)</b>   | <b>22.0</b> |
| <b>Key ratios</b>                    | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(ppt)</b>       | <b>(ppt)</b>   | <b>(%)</b>     | <b>(%)</b>     | <b>(ppt)</b>   |             |
| Gross margin                         | 46.8           | 48.5           | 53.4           | 53.5           | 51.2           | (2.3)              | 4.3            | 50.5           | 48.2           | (2.3)          |             |
| Operating margin                     | 18.9           | 20.3           | 26.7           | 24.6           | 20.5           | (4.0)              | 1.7            | 22.6           | 18.1           | (4.6)          |             |
| EBITDA margin                        | 20.8           | 22.1           | 28.5           | 26.5           | 23.1           | (3.4)              | 2.3            | 24.5           | 20.1           | (4.4)          |             |
| Net margin                           | 12.8           | 13.0           | 9.6            | 17.5           | 13.8           | (3.7)              | 1.0            | 13.1           | 15.0           | 1.8            |             |
| SG&A / Sales                         | 28.6           | 28.8           | 27.5           | 29.5           | 31.3           | 1.8                | 2.7            | 28.6           | 30.5           | 1.9            |             |
| <b>Revenue breakdown</b>             | <b>(THB m)</b> | <b>(THB m)</b> | <b>(THB m)</b> | <b>(THB m)</b> | <b>(THB m)</b> | <b>(q-q %)</b>     | <b>(y-y %)</b> | <b>(THB m)</b> | <b>(THB m)</b> | <b>(y-y %)</b> |             |
| Branded business                     | 1,930          | 2,140          | 2,033          | 2,268          | 2,104          | (7.2)              | 9.0            | 8,371          | 8,864          | 5.9            |             |
| Distribution business                | 1,737          | 1,746          | 1,865          | 1,320          | 1,235          | (6.4)              | (28.9)         | 6,667          | 5,667          | (15.0)         |             |
| OEM business                         | 65             | 68             | 104            | 69             | 66             | (4.8)              | 1.7            | 306            | 314            | 2.5            |             |
| <b>Gross margin by business unit</b> | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(%)</b>     | <b>(ppt)</b>       | <b>(ppt)</b>   | <b>(%)</b>     | <b>(%)</b>     | <b>(ppt)</b>   |             |
| Branded business                     | 64.3           | 66.0           | 65.2           | 65.7           | 66.0           | 0.5                | 2.6            | 65.9           | 65.0           | (0.9)          |             |
| Distribution business                | 27.9           | 27.8           | 38.4           | 33.6           | 27.0           | (19.6)             | (3.2)          | 31.9           | 23.0           | (8.9)          |             |
| OEM business                         | 34.9           | 26.1           | 41.3           | 31.5           | 32.0           | 1.6                | (8.3)          | 34.7           | 30.0           | (4.7)          |             |

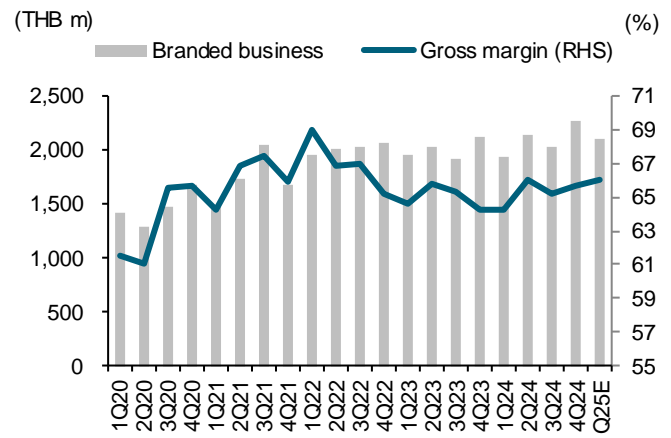
Sources: MEGA, FSSIA estimates

## Exhibit 2: Revenue structure and blended gross margin



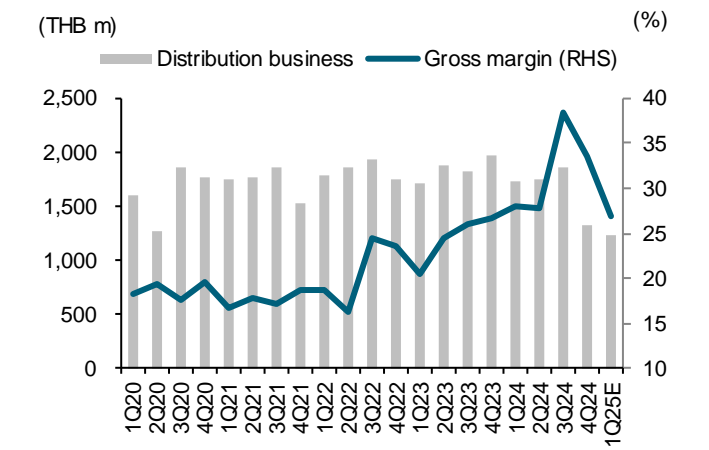
Sources: MEGA, FSSIA estimates

## Exhibit 3: Branded business and gross margin



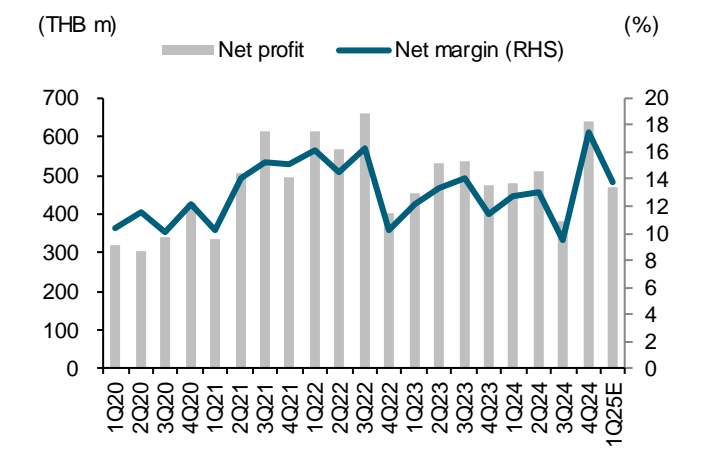
Sources: MEGA, FSSIA estimates

Exhibit 4: Distribution business and gross margin



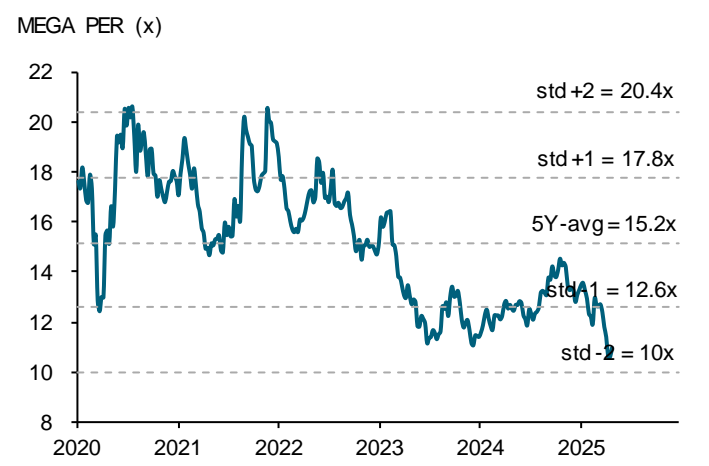
Sources: MEGA, FSSIA estimates

Exhibit 5: Net profit and net margin



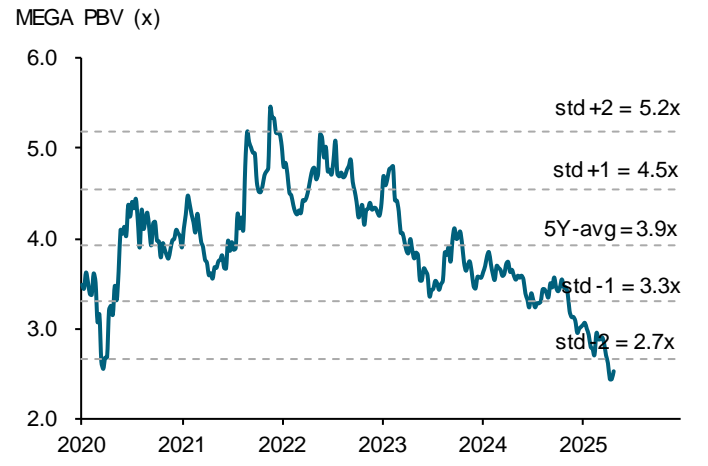
Sources: MEGA, FSSIA estimates

Exhibit 6: One-year rolling forward P/E band



Sources: Bloomberg, FSSIA estimates

Exhibit 7: One-year rolling forward P/BV band



Sources: Bloomberg, FSSIA estimates

## Financial Statements

Mega Lifesciences

| Profit and Loss (THB m) Year Ending Dec           | 2023         | 2024         | 2025E        | 2026E        | 2027E        |
|---|--------------|--------------|--------------|--------------|--------------|
| Revenue   | 15,681       | 15,344       | 14,845       | 15,560       | 16,254       |
| Cost of goods sold                                | (8,586)      | (7,590)      | (7,686)      | (7,969)      | (8,260)      |
| <b>Gross profit</b>                               | <b>7,095</b> | <b>7,754</b> | <b>7,159</b> | <b>7,591</b> | <b>7,994</b> |
| Other operating income                            | 95           | 103          | 52           | 47           | 49           |
| Operating costs                                   | (4,191)      | (4,385)      | (4,528)      | (4,746)      | (4,844)      |
| <b>Operating EBITDA</b>                           | <b>3,285</b> | <b>3,756</b> | <b>2,983</b> | <b>3,201</b> | <b>3,517</b> |
| Depreciation                                      | (286)        | (283)        | (300)        | (309)        | (318)        |
| Goodwill amortisation                             | 0            | 0            | 0            | 0            | 0            |
| <b>Operating EBIT</b>                             | <b>2,999</b> | <b>3,473</b> | <b>2,683</b> | <b>2,892</b> | <b>3,199</b> |
| Net financing costs                               | (31)         | (38)         | (41)         | (40)         | (40)         |
| Associates  | 0            | 0            | 0            | 0            | 0            |
| Recurring non-operating income                    | 0            | 0            | 0            | 0            | 0            |
| Non-recurring items                               | (707)        | (1,082)      | 0            | 0            | 0            |
| <b>Profit before tax</b>                          | <b>2,262</b> | <b>2,352</b> | <b>2,643</b> | <b>2,853</b> | <b>3,160</b> |
| Tax   | (269)        | (340)        | (423)        | (456)        | (474)        |
| <b>Profit after tax</b>                           | <b>1,993</b> | <b>2,013</b> | <b>2,220</b> | <b>2,397</b> | <b>2,686</b> |
| Minority interests                                | -            | -            | -            | -            | -            |
| Preferred dividends                               | -            | -            | -            | -            | -            |
| Other items                                       | -            | -            | -            | -            | -            |
| <b>Reported net profit</b>                        | <b>1,993</b> | <b>2,013</b> | <b>2,220</b> | <b>2,397</b> | <b>2,686</b> |
| <b>Non-recurring items &amp; goodwill (net)</b>   | <b>335</b>   | <b>234</b>   | <b>0</b>     | <b>0</b>     | <b>0</b>     |
| <b>Recurring net profit</b>                       | <b>2,327</b> | <b>2,237</b> | <b>2,220</b> | <b>2,397</b> | <b>2,686</b> |
| <b>Per share (THB)</b>                            |              |              |              |              |              |
| Recurring EPS *                                   | 2.67         | 3.557        | 2.55         | 2.75         | 3.08         |
| Reported EPS                                      | 2.29         | 2.31         | 2.55         | 2.75         | 3.08         |
| DPS   | 1.60         | 1.60         | 1.60         | 1.65         | 1.73         |
| Diluted shares (used to calculate per share data) | 872          | 872          | 872          | 872          | 872          |
| <b>Growth</b>                                     |              |              |              |              |              |
| Revenue (%)                                       | 0.0          | (2.1)        | (3.3)        | 4.8          | 4.5          |
| Operating EBITDA (%)                              | 8.3          | 14.3         | (20.6)       | 7.3          | 9.9          |
| Operating EBIT (%)                                | 8.6          | 15.8         | (22.7)       | 7.8          | 10.6         |
| Recurring EPS (%)                                 | 1.6          | (3.9)        | (28.3)       | 8.0          | 12.1         |
| Reported EPS (%)                                  | (11.1)       | 1.0          | 10.3         | 8.0          | 12.1         |
| <b>Operating performance</b>                      |              |              |              |              |              |
| Gross margin inc. depreciation (%)                | 45.2         | 50.5         | 48.2         | 48.8         | 49.2         |
| Gross margin exc. depreciation (%)                | 47.1         | 52.4         | 50.2         | 50.8         | 51.1         |
| Operating EBITDA margin (%)                       | 21.0         | 24.5         | 20.1         | 20.6         | 21.6         |
| Operating EBIT margin (%)                         | 19.1         | 22.6         | 18.1         | 18.6         | 19.7         |
| Net margin (%)                                    | 17.2         | 20.2         | 15.0         | 15.4         | 16.5         |
| Effective tax rate (%)                            | 11.9         | 14.4         | 16.0         | 16.0         | 15.0         |
| Dividend payout on recurring profit (%)           | 51.7         | 45.1         | 63.0         | 60.0         | 56.0         |
| Interest cover (X)                                | 96.0         | 90.2         | 65.7         | 73.2         | 81.0         |
| Inventory days                                    | 164.6        | 160.1        | 149.3        | 145.6        | 144.0        |
| Debtor days                                       | 80.9         | 81.3         | 79.1         | 74.7         | 72.9         |
| Creditor days                                     | 157.6        | 140.2        | 129.9        | 134.3        | 126.6        |
| Operating ROIC (%)                                | 58.0         | 64.3         | 48.1         | 51.7         | 53.8         |
| ROIC (%)  | 39.8         | 45.0         | 33.8         | 36.4         | 38.7         |
| ROE (%)   | 29.9         | 32.3         | 22.5         | 24.2         | 26.4         |
| ROA (%)   | 19.0         | 22.1         | 15.7         | 16.6         | 18.4         |
| * Pre-exceptional, pre-goodwill and fully diluted |              |              |              |              |              |
| <b>Revenue by Division (THB m)</b>                |              |              |              |              |              |
| Mega We Care                                      | 8,005        | 8,371        | 8,864        | 9,573        | 10,147       |
| Maxxcare  | 7,397        | 6,667        | 5,667        | 5,667        | 5,781        |
| OEM   | 280          | 306          | 314          | 320          | 326          |

Sources: Mega Lifesciences; FSSIA estimates

## Financial Statements

### Mega Lifesciences

| Cash Flow (THB m) Year Ending Dec | 2023           | 2024           | 2025E          | 2026E          | 2027E          |
|-----------------------------------|----------------|----------------|----------------|----------------|----------------|
| Recurring net profit              | 2,699          | 3,095          | 2,220          | 2,397          | 2,686          |
| Depreciation                      | 286            | 283            | 300            | 309            | 318            |
| Associates & minorities           | 0              | 0              | 0              | 0              | 0              |
| Other non-cash items              | 671            | (357)          | (330)          | (370)          | (369)          |
| Change in working capital         | (1,023)        | (509)          | 42             | (585)          | (844)          |
| <b>Cash flow from operations</b>  | <b>2,633</b>   | <b>2,512</b>   | <b>2,232</b>   | <b>1,750</b>   | <b>1,792</b>   |
| Capex - maintenance               | -              | -              | -              | -              | -              |
| Capex - new investment            | (294)          | (230)          | (578)          | (440)          | (390)          |
| Net acquisitions & disposals      | -              | -              | -              | -              | -              |
| Other investments (net)           | 44             | 231            | (2)            | 0              | 0              |
| <b>Cash flow from investing</b>   | <b>(250)</b>   | <b>1</b>       | <b>(579)</b>   | <b>(440)</b>   | <b>(390)</b>   |
| Dividends paid                    | (1,439)        | (1,395)        | (1,399)        | (1,438)        | (1,504)        |
| Equity finance                    | 0              | 0              | 0              | 0              | 0              |
| Debt finance                      | (237)          | 155            | 1              | 3              | (3)            |
| Other financing cash flows        | (32)           | (38)           | (41)           | (40)           | (40)           |
| <b>Cash flow from financing</b>   | <b>(1,708)</b> | <b>(1,277)</b> | <b>(1,438)</b> | <b>(1,474)</b> | <b>(1,547)</b> |
| Non-recurring cash flows          | -              | -              | -              | -              | -              |
| Other adjustments                 | 0              | 0              | 31             | 0              | 110            |
| <b>Net other adjustments</b>      | <b>(751)</b>   | <b>(135)</b>   | <b>31</b>      | <b>(31)</b>    | <b>110</b>     |
| <b>Movement in cash</b>           | <b>(76)</b>    | <b>1,101</b>   | <b>245</b>     | <b>(195)</b>   | <b>(35)</b>    |
| Free cash flow to firm (FCFF)     | 2,414.24       | 2,552.10       | 1,692.89       | 1,349.88       | 1,441.01       |
| Free cash flow to equity (FCFE)   | 1,362.98       | 2,495.78       | 1,643.42       | 1,242.82       | 1,468.77       |

#### Per share (THB)

|                               |      |      |      |      |      |
|-------------------------------|------|------|------|------|------|
| FCFF per share                | 2.77 | 2.93 | 1.94 | 1.55 | 1.65 |
| FCFE per share                | 1.56 | 2.86 | 1.88 | 1.43 | 1.68 |
| Recurring cash flow per share | 4.19 | 3.46 | 2.51 | 2.68 | 3.02 |

| Balance Sheet (THB m) Year Ending Dec             | 2023          | 2024          | 2025E         | 2026E         | 2027E         |
|---|---------------|---------------|---------------|---------------|---------------|
| Tangible fixed assets (gross)                     | 4,309         | 4,571         | 5,149         | 5,589         | 5,979         |
| Less: Accumulated depreciation                    | (2,334)       | (2,624)       | (2,924)       | (3,233)       | (3,551)       |
| <b>Tangible fixed assets (net)</b>                | <b>1,974</b>  | <b>1,947</b>  | <b>2,225</b>  | <b>2,356</b>  | <b>2,428</b>  |
| <b>Intangible fixed assets (net)</b>              | <b>1,318</b>  | <b>1,319</b>  | <b>1,300</b>  | <b>1,356</b>  | <b>1,331</b>  |
| Long-term financial assets                        | 0             | 0             | 0             | 0             | 0             |
| Invest. in associates & subsidiaries              | 221           | 40            | 40            | 40            | 40            |
| Cash & equivalents                                | 2,712         | 3,813         | 4,058         | 3,863         | 3,828         |
| A/C receivable                                    | 3,570         | 3,264         | 3,172         | 3,197         | 3,295         |
| Inventories                                       | 3,377         | 3,033         | 3,011         | 3,100         | 3,168         |
| Other current assets                              | 330           | 117           | 166           | 174           | 182           |
| <b>Current assets</b>                             | <b>9,990</b>  | <b>10,227</b> | <b>10,408</b> | <b>10,335</b> | <b>10,473</b> |
| Other assets                                      | 611           | 678           | 597           | 597           | 596           |
| <b>Total assets</b>                               | <b>14,115</b> | <b>14,210</b> | <b>14,570</b> | <b>14,684</b> | <b>14,869</b> |
| Common equity                                     | 9,302         | 9,877         | 9,854         | 9,969         | 10,351        |
| Minorities etc.                                   | 0             | 0             | 0             | 0             | 0             |
| <b>Total shareholders' equity</b>                 | <b>9,302</b>  | <b>9,877</b>  | <b>9,854</b>  | <b>9,969</b>  | <b>10,351</b> |
| Long term debt                                    | 132           | 140           | 139           | 140           | 138           |
| Other long-term liabilities                       | 244           | 279           | 223           | 224           | 224           |
| <b>Long-term liabilities</b>                      | <b>376</b>    | <b>419</b>    | <b>361</b>    | <b>364</b>    | <b>363</b>    |
| A/C payable                                       | 3,197         | 2,416         | 2,843         | 2,795         | 2,716         |
| Short term debt                                   | 120           | 351           | 354           | 356           | 354           |
| Other current liabilities                         | 1,119         | 1,146         | 1,158         | 1,201         | 1,086         |
| <b>Current liabilities</b>                        | <b>4,437</b>  | <b>3,914</b>  | <b>4,354</b>  | <b>4,351</b>  | <b>4,156</b>  |
| <b>Total liabilities and shareholders' equity</b> | <b>14,115</b> | <b>14,210</b> | <b>14,570</b> | <b>14,684</b> | <b>14,869</b> |
| Net working capital                               | 2,961         | 2,851         | 2,349         | 2,476         | 2,844         |
| Invested capital                                  | 7,086         | 6,834         | 6,511         | 6,826         | 7,240         |

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

#### Per share (THB)

|                               |       |       |       |       |       |
|-------------------------------|-------|-------|-------|-------|-------|
| Book value per share          | 10.67 | 11.33 | 11.30 | 11.43 | 11.87 |
| Tangible book value per share | 9.16  | 9.82  | 9.81  | 9.88  | 10.35 |

#### Financial strength

|                           |        |        |        |        |        |
|---------------------------|--------|--------|--------|--------|--------|
| Net debt/equity (%)       | (26.4) | (33.6) | (36.2) | (33.8) | (32.2) |
| Net debt/total assets (%) | (17.4) | (23.4) | (24.5) | (22.9) | (22.4) |
| Current ratio (x)         | 2.3    | 2.6    | 2.4    | 2.4    | 2.5    |
| CF interest cover (x)     | 54.0   | 71.8   | 55.4   | 43.6   | 48.1   |

| Valuation                                 | 2023        | 2024       | 2025E       | 2026E       | 2027E       |
|---|-------------|------------|-------------|-------------|-------------|
| <b>Recurring P/E (x) *</b>                | <b>9.5</b>  | <b>8.3</b> | <b>11.6</b> | <b>10.7</b> | <b>9.6</b>  |
| <b>Recurring P/E @ target price (x) *</b> | <b>11.3</b> | <b>9.9</b> | <b>13.7</b> | <b>12.7</b> | <b>11.4</b> |
| Reported P/E (x)                          | 12.9        | 12.8       | 11.6        | 10.7        | 9.6         |
| Dividend yield (%)                        | 5.4         | 5.4        | 5.4         | 5.6         | 5.8         |
| Price/book (x)                            | 2.8         | 2.6        | 2.6         | 2.6         | 2.5         |
| Price/tangible book (x)                   | 3.2         | 3.0        | 3.0         | 3.0         | 2.9         |
| EV/EBITDA (x) **                          | 7.1         | 6.0        | 7.4         | 7.0         | 6.4         |
| EV/EBITDA @ target price (x) **           | 8.5         | 7.2        | 9.0         | 8.5         | 7.7         |
| EV/invested capital (x)                   | 3.3         | 3.3        | 3.4         | 3.3         | 3.1         |

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

Sources: Mega Lifesciences; FSSIA estimates

# MEGA LIFESCIENCES PCL (MEGA TB)

FSSIA ESG rating

★ ★ ★

Exhibit 8: FSSIA ESG score implication

54.48 /100

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

Source: FSSIA estimates

Exhibit 9: ESG – peer comparison

|          | FSSIA     | Domestic ratings |         |                |          |           |           | Global ratings       |          |      |         |           |            | Bloomberg |                  |
|----------|-----------|------------------|---------|----------------|----------|-----------|-----------|----------------------|----------|------|---------|-----------|------------|-----------|------------------|
|          | ESG score | 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            |
| COM7     | 61.78     | --               | Y       | Y              | 5.00     | 5.00      | Certified | Low                  | 47.75    | --   | --      | 52.68     | 21.00      | 4.40      | 43.59            |
| MEGA     | 54.48     | --               | Y       | Y              | 4.00     | 4.00      | Declared  | Medium               | 66.56    | --   | --      | 58.59     | 24.00      | 2.39      | --               |
| BJC      | 71.33     | Y                | Y       | Y              | 4.00     | 4.00      | --        | Medium               | 55.09    | A    | --      | 65.19     | 89.00      | 2.16      | --               |
| CRC      | 64.49     | --               | Y       | Y              | 5.00     | 5.00      | Certified | Medium               | --       | BBB  | --      | 60.98     | 73.00      | 2.90      | 47.27            |

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 10: ESG score by Bloomberg

| FY ending Dec 31                             | FY 2020 | FY 2021 | FY 2022 |
|--|---------|---------|---------|
| ESG financial materiality scores - ESG score | —       | 2.29    | —       |
| BESG environmental pillar score              | —       | 1.86    | —       |
| BESG social pillar score                     | —       | 1.06    | —       |
| BESG governance pillar score                 | —       | 4.54    | —       |
| ESG disclosure score                         | 44.34   | 53.36   | —       |
| Environmental disclosure score               | 29.84   | 44.22   | —       |
| Social disclosure score                      | 19.44   | 32.16   | —       |
| Governance disclosure score                  | 83.59   | 83.59   | —       |
| Environmental                                |         |         |         |
| Emissions reduction initiatives              | Yes     | Yes     | Yes     |
| Climate change policy                        | Yes     | Yes     | No      |
| Climate change opportunities discussed       | No      | No      | No      |
| Risks of climate change discussed            | No      | No      | No      |
| GHG scope 1                                  | —       | —       | 633     |
| GHG scope 2 location-based                   | —       | —       | 6       |
| GHG Scope 3                                  | —       | —       | 0       |
| Carbon per unit of production                | —       | —       | —       |
| Biodiversity policy                          | No      | No      | No      |
| Energy efficiency policy                     | Yes     | Yes     | Yes     |
| Total energy consumption                     | 24      | 24      | 23      |
| Renewable energy use                         | 1       | 1       | 1       |
| Electricity used                             | 12      | 13      | 12      |
| Fuel used - natural gas                      | —       | —       | 914     |

Sources: Bloomberg; FSSIA's compilation



**Exhibit 11: ESG score by Bloomberg (cont.)**

| FY ending Dec 31                              | FY 2020   | FY 2021   | FY 2022   |
|---|-----------|-----------|-----------|
| Fuel used - crude oil/diesel                  | No        | No        | No        |
| Waste reduction policy                        | Yes       | Yes       | Yes       |
| Hazardous waste                               | —         | —         | 0         |
| Total waste                                   | 1         | 1         | 1         |
| Waste recycled                                | 0         | 0         | —         |
| Waste sent to landfills                       | —         | —         | —         |
| Environmental supply chain management         | Yes       | Yes       | No        |
| Water policy                                  | No        | Yes       | Yes       |
| Water consumption                             | —         | —         | 0         |
| <b>Social</b>                                 |           |           |           |
| Human rights policy                           | Yes       | Yes       | Yes       |
| Policy against child labor                    | Yes       | Yes       | Yes       |
| Quality assurance and recall policy           | No        | Yes       | Yes       |
| Consumer data protection policy               | Yes       | Yes       | Yes       |
| Equal opportunity policy                      | Yes       | Yes       | Yes       |
| Gender pay gap breakout                       | No        | No        | No        |
| Pct women in workforce                        | 56        | 56        | 56        |
| Pct disabled in workforce                     | —         | —         | —         |
| Business ethics policy                        | Yes       | Yes       | Yes       |
| Anti-bribery ethics policy                    | Yes       | Yes       | Yes       |
| Health and safety policy                      | Yes       | Yes       | No        |
| Lost time incident rate - employees           | 0         | 0         | —         |
| Total recordable incident rate - employees    | —         | —         | —         |
| Training policy                               | Yes       | Yes       | Yes       |
| Fair remuneration policy                      | No        | No        | No        |
| Number of employees – CSR                     | 5,714     | 6,021     | 5,767     |
| Employee turnover pct                         | —         | 19        | —         |
| Total hours spent by firm - employee training | 70,551    | 79,892    | 70,826    |
| Social supply chain management                | Yes       | Yes       | Yes       |
| <b>Governance</b>                             |           |           |           |
| <b>Board size</b>                             | <b>10</b> | <b>10</b> | <b>10</b> |
| <b>No. of independent directors (ID)</b>      | <b>4</b>  | <b>4</b>  | <b>4</b>  |
| No. of women on board                         | 1         | 1         | 1         |
| No. of non-executive directors on board       | 8         | 8         | 8         |
| Company conducts board evaluations            | Yes       | Yes       | Yes       |
| No. of board meetings for the year            | 6         | 5         | 7         |
| Board meeting attendance pct                  | 100       | 96        | 94        |
| Board duration (years)                        | 3         | 3         | 3         |
| Director share ownership guidelines           | No        | No        | No        |
| Age of the youngest director                  | 32        | 33        | 34        |
| Age of the oldest director                    | 80        | 81        | 82        |
| <b>No. of executives / company managers</b>   | <b>6</b>  | <b>6</b>  | <b>6</b>  |
| No. of female executives                      | 1         | 1         | 1         |
| Executive share ownership guidelines          | No        | No        | No        |
| <b>Size of audit committee</b>                | <b>3</b>  | <b>3</b>  | <b>3</b>  |
| No. of ID on audit committee                  | 3         | 3         | 3         |
| Audit committee meetings                      | 4         | 4         | 4         |
| Audit meeting attendance %                    | 100       | 100       | 100       |
| <b>Size of compensation committee</b>         | <b>3</b>  | <b>3</b>  | <b>3</b>  |
| No. of ID on compensation committee           | 1         | 1         | 1         |
| No. of compensation committee meetings        | 2         | 2         | 2         |
| Compensation meeting attendance %             | 100       | 100       | 100       |
| <b>Size of nomination committee</b>           | <b>3</b>  | <b>3</b>  | <b>3</b>  |
| No. of nomination committee meetings          | 2         | 2         | 3         |
| Nomination meeting attendance %               | 100       | 100       | 100       |
| <b>Sustainability governance</b>              |           |           |           |
| Verification type                             | No        | No        | No        |

Sources: Bloomberg; FSSIA's compilation



## 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.<br><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.<br><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+         |                 |   |           |             |          |             |            |             |                 |   |
| NEGL  | Low  | Medium  | High  | Severe       |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| 0-10  | 10-20  | 20-30   | 30-40   | 40+          |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <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 |
| <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                                   |              |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <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

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

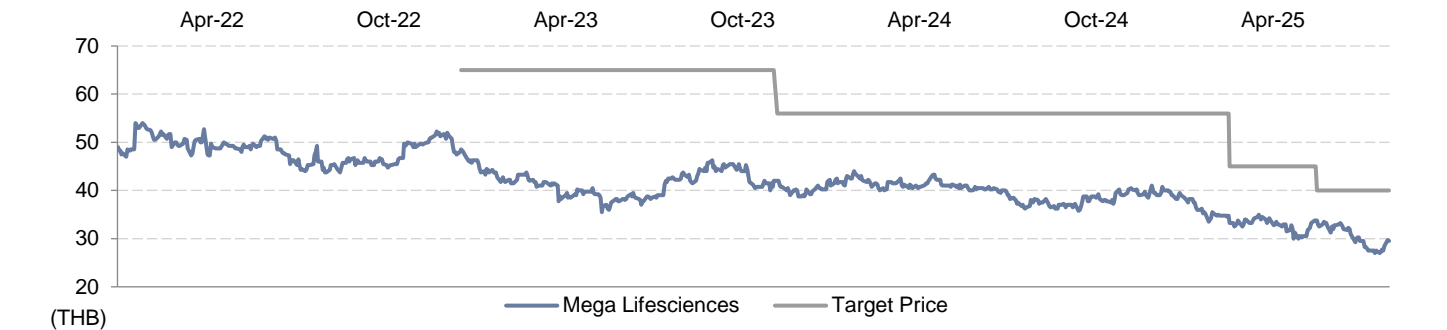
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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History of change in investment rating and/or target price

Mega Lifesciences (MEGA TB)



| Date        | Rating | Target price | Date        | Rating | Target price | Date | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|------|--------|--------------|
| 20-Feb-2023 | BUY    | 65.00        | 12-Dec-2024 | BUY    | 45.00        | -    | -      | -            |
| 17-Nov-2023 | BUY    | 56.00        | 25-Feb-2025 | BUY    | 40.00        |      |        |              |

Jitra Amornthum started covering this stock from 20-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

| Company           | Ticker  | Price     | Rating | Valuation & Risks  |
|-------------------|---------|-----------|--------|--|
| Mega Lifesciences | MEGA TB | THB 29.50 | BUY    | Downside risks to our DCF-based TP include 1) the delayed registration process in many countries; 2) more intensified competition; 3) failure in introducing new products; and 4) risks associated with doing business in Myanmar. |

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 29-Apr-2025 unless otherwise stated.

## RECOMMENDATION STRUCTURE

### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price\* - current price) / current price.

**BUY (B).** The upside is 10% or more.

**HOLD (H).** The upside or downside is less than 10%.

**REDUCE (R).** The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

\* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

### Industry Recommendations

**Overweight.** The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

**Neutral.** The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

**Underweight.** The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

### Country (Strategy) Recommendations

**Overweight (O).** Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Neutral (N).** Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

**Underweight (U).** Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.