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HOLD
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1Q25 results at first glance

TARGET PRICE	THB40.00
CLOSE	THB34.75
UP/DOWNSIDE	+15.1%
TP vs CONSENSUS	-8.2%

กำไร **1Q25** ไม่สดใสอย่างที่คาดหลังรายได้ต่างประเทศยังตกต่ำ

Highlights

- SAPPE รายงานกำไรสุทธิ 1Q25 อยู่ที่ 224 ลบ. (+18% q-q, -37% y-y) ใกล้เคียงคาด แต่ยังถือว่าอ่อนแอ

- กำไรฟื้นตัว q-q หลังค่าใช้จ่ายลดลงอย่างมีนัยสำคัญ (-39% q-q) โดยบางส่วนเกิดจากปัจจัยด้านฤดูกาลและบางส่วนเกิดจากมาตรการควบคุมต้นทุนท่ามกลางการบริโภคที่อ่อนแอ

- รายได้รวมยังไม่ฟื้นตัว (-17% q-q, -38% y-y) แม้ว่ารายได้ในประเทศจะโตดี (+13% q-q, +26% y-y) จากการเปิดตัวสินค้าใหม่และการปรับบรรจุภัณฑ์ รายได้ต่างประเทศลดลงแรง (-27% q-q, -51% y-y) นำโดยรายได้จากยุโรป (-69% y-y) ตะวันออกกลาง (-64%) เอเชีย (-38%) และอเมริกา (-35%) ซึ่งทำให้สัดส่วนรายได้ต่างประเทศลดลงเหลือ 65.4% จาก 74.6% ใน 4Q24 และ 83% ใน 1Q24

- อัตรากำไรขั้นต้นยังอยู่ในเกณฑ์ดีที่ 46% ทรงตัว y-y แต่ลดลงเล็กน้อยจาก 46.4% ใน 4Q24 แม้ว่าอัตราการใช้กำลังการผลิตจะลดลงปัจจัยดังกล่าวชดเชยได้ด้วยต้นทุนวัตถุดิบและบรรจุภัณฑ์ที่ลดลง

Outlook

- กำไรสุทธิ 1Q25 คิดเป็น 22.5% ของประมาณการทั้งปีของเรา

- เบื้องต้นเราคาดว่ากำไรสุทธิ 2Q25 จะฟื้นตัว q-q โดยมีปัจจัยผลักดันจากความพยายามกักตุนสินค้าในสหรัฐฯ ก่อนการขึ้นภาษีนำเข้าที่คาดว่าจะเกิดขึ้น อย่างไรก็ดีกำไรอาจลดลงต่อเนื่อง y-y เนื่องจากรายได้จากยุโรปยังไม่ฟื้นตัวจากประเด็นการลดสินค้าคงคลังในปัจจุบัน ผู้บริหารส่งสัญญาณว่ายุโรปอาจเริ่มฟื้นตัวได้ในตอนต้นไตรมาส 3Q25 เป็นอย่างเร็ว

- เราคงมุมมองเชิงระมัดระวังเกี่ยวกับการฟื้นตัวของยุโรปและมองว่าการกักตุนสินค้าในสหรัฐฯ ใน 2Q25 อาจทำให้เกิดการลดสินค้าคงคลังในช่วง 2H25 ถ้าความต้องการในสหรัฐฯ อ่อนแอกว่าคาด

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 (%)	-	(13.7)	(5.2)	(2.3)
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
EPS growth (%)	13.7	(19.3)	17.4	7.5
Core P/E (x)	8.7	10.8	9.2	8.5
Dividend yield (%)	8.8	7.0	8.2	8.8
EV/EBITDA (x)	5.1	6.4	5.5	5.1
Price/book (x)	2.4	2.3	2.2	2.1
Net debt/Equity (%)	(38.4)	(24.4)	(22.0)	(24.2)
ROE (%)	30.0	22.1	24.5	24.8
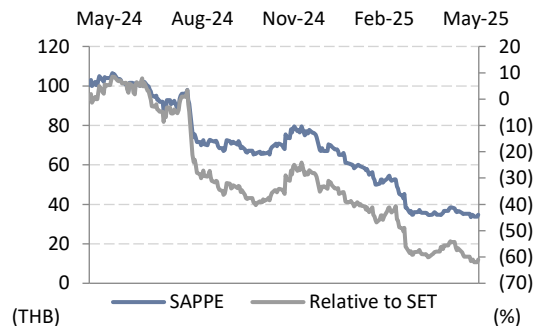
Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(5.4)	(31.9)	(64.7)
Relative to country (%)	(12.1)	(28.0)	(60.1)
Mkt cap (USD m)			322
3m avg. daily turnover (USD m)			1.7
Free float (%)			25
Major shareholder		Ruckariyapong Family (65%)	
12m high/low (THB)			107.50/33.00
Issued shares (m)			308.29

Sources: Bloomberg consensus; FSSIA estimates

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บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 14 พฤษภาคม 2025

Exhibit 1: SAPPE – 1Q25 results summary

|	1Q24 (THB m)	2Q24 (THB m)	3Q24 (THB m)	4Q24 (THB m)	1Q25 (THB m)	---- Change ----- (q-q%)	(y-y%)	2024 (THB m)	2025E (THB m)	Change (y-y%)	% 1Q25 to 2025E
Sales	1,836	1,996	1,566	1,377	1,142	(17.0)	(37.8)	6,775	6,136	(9.4)	18.6
Cost of sales	991	1,056	846	739	617	(16.5)	(37.7)	3,632	3,375	(7.1)	18.3
Gross profit	845	940	720	638	526	(17.7)	(37.8)	3,144	2,761	(12.2)	19.0
SG&A	459	499	422	475	289	(39.1)	(37.0)	1,854	1,718	(7.3)	16.8
Operating profit	455	505	367	221	273	23.6	(39.9)	1,548	1,227	(20.7)	22.3
Other income	68	64	69	57	37	(36.1)	(46.4)	258	184	(28.7)	19.8
Interest expense	0.57	0.53	0.50	0.46	0.44	(5.0)	(22.1)	2	3	32.6	16.2
Tax expense	90	104	73	31	48	54.9	(46.5)	298	221	(25.8)	21.7
Profit (loss) sharing	2	(1)	(0)	(3)	0	nm	nm	(1)	4	nm	nm
Reported net profit	352	411	300	189	224	18.2	(36.5)	1,253	995	(20.6)	22.5
Core profit	365	399	289	180	221	22.6	(39.5)	1,233	995	(19.3)	22.2
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	25.3	(9.2)	0.3	27.4	28.0	0.6	
Operating margin	24.8	25.3	23.4	16.1	23.9	7.9	(0.8)	22.8	20.0	(2.8)	
Net margin	19.2	20.6	19.2	13.7	19.6	5.8	0.4	18.5	16.2	(2.3)	
Core margin	19.9	20.0	18.4	13.1	19.3	6.2	(0.6)	18.2	16.2	(2.0)	
Operating statistics (THB m)											
Domestic revenue	313	338	372	350	395	13.1	26.3	1,369	1,300	(5.0)	30.4
Overseas revenue	1,523	1,658	1,194	1,027	747	(27.3)	(51.0)	5,407	4,836	(10.6)	15.4
Asia	728	669	586	545	455	(16.6)	(37.6)	2,527	2,274	(10.0)	20.0
Europe	367	508	282	102	113	11.0	(69.2)	1,260	920	(27.0)	12.3
America	90	127	138	91	58	(35.9)	(35.4)	447	470	5.0	12.4
Middle East and others	338	355	188	289	122	(57.7)	(63.8)	1,172	1,172	0.0	10.4
Revenue contribution (%)											
Domestic revenue	17.0	16.9	23.8	25.4	34.6	9.2	17.6	20.2	21.2	1.0	
Overseas revenue	83.0	83.1	76.2	74.6	65.4	(9.2)	(17.6)	79.8	78.8	(1.0)	

Sources: SAPPE; FSSIA's compilation

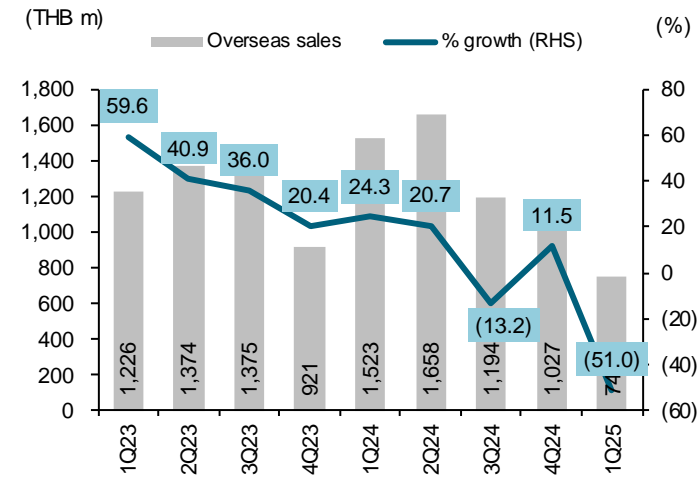**Exhibit 2: Total revenue and growth**
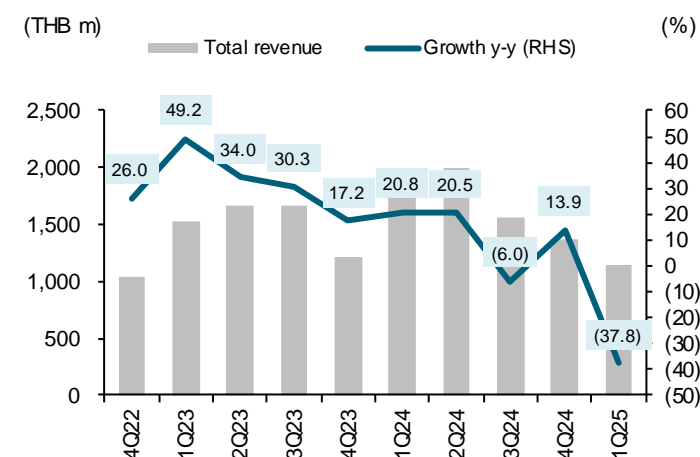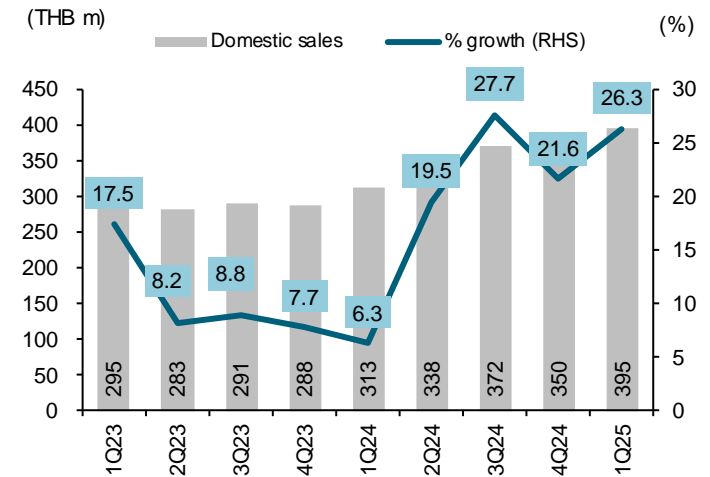

Sources: SAPPE, FSSIA's compilation

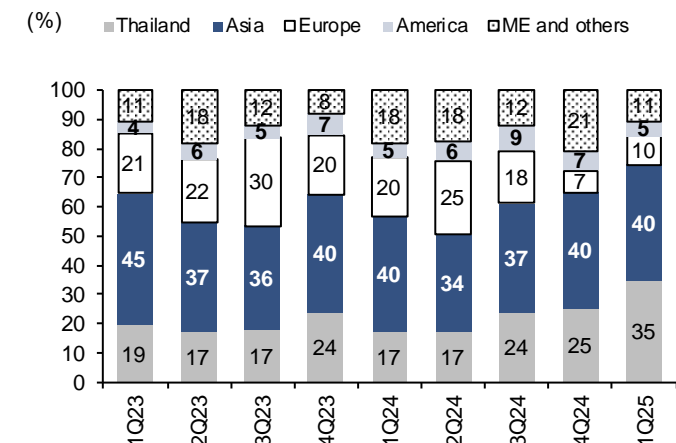**Exhibit 3: Revenue breakdown by destination**

Sources: SAPPE, FSSIA's compilation

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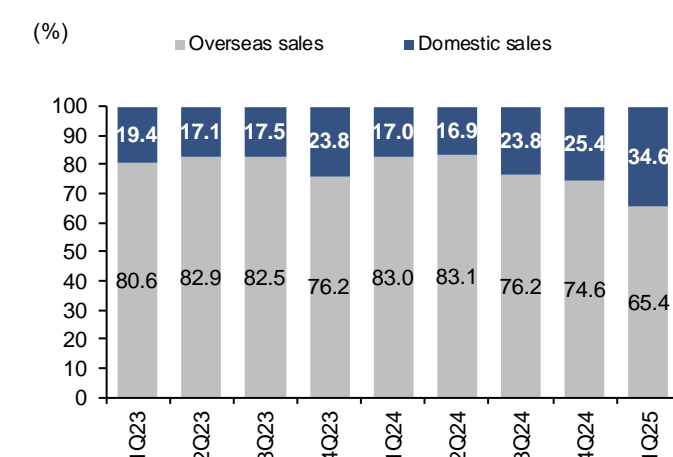
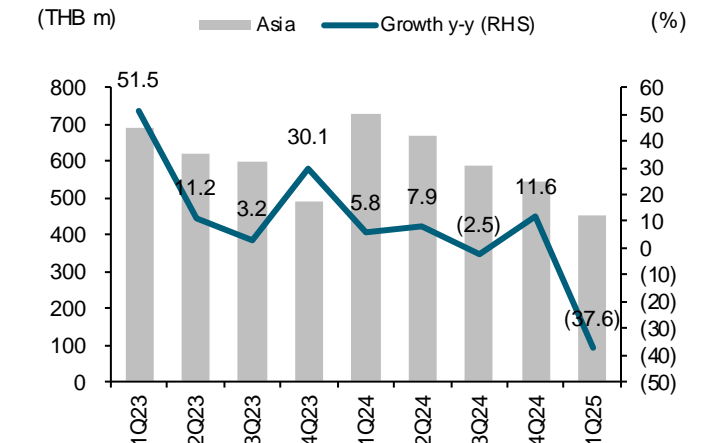**Exhibit 4: Revenue from overseas and growth**

Sources: SAPPE, FSSIA's compilation

Exhibit 5: Revenue from domestic and growth
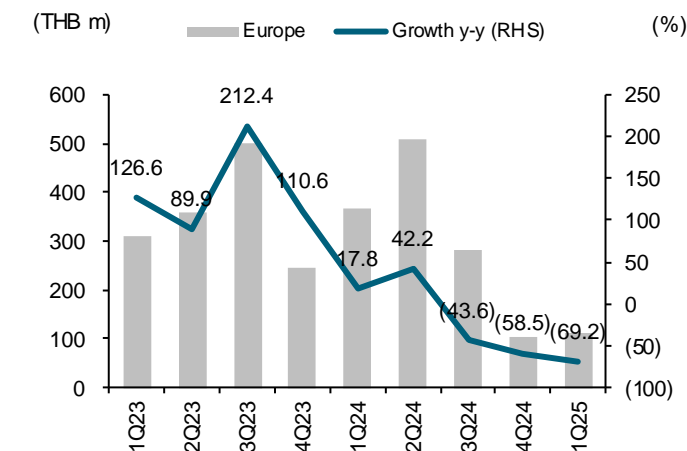

Sources: SAPPE, FSSIA's compilation

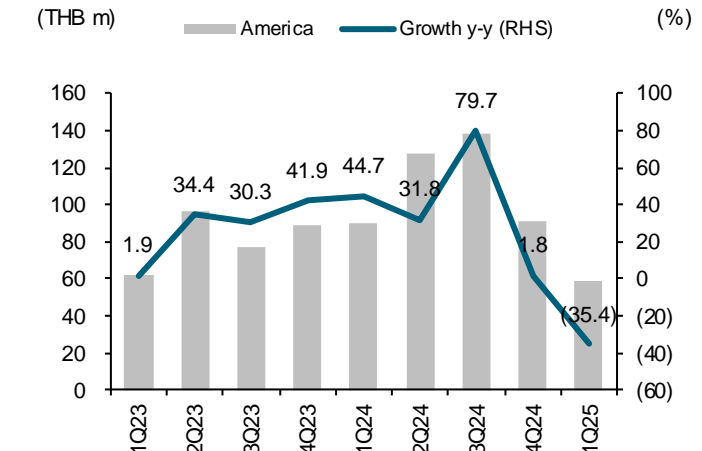**Exhibit 6: Revenue breakdown by region**

Sources: SAPPE, FSSIA's compilation

Exhibit 7: Revenue from Asia and growth

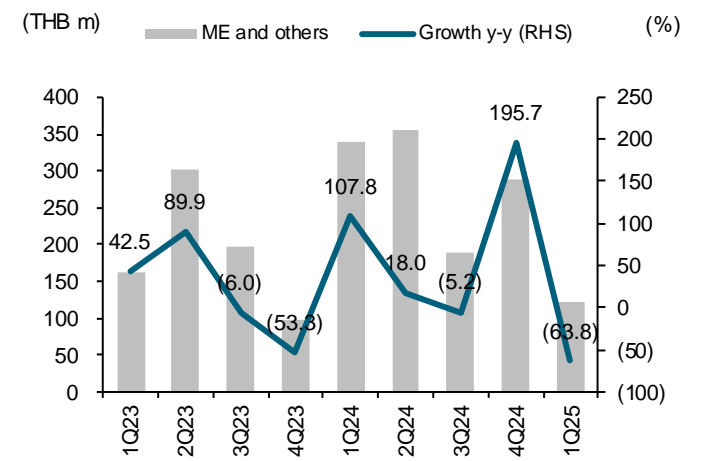Sources: SAPPE, FSSIA's compilation

Exhibit 8: Revenue from Europe and growth

Sources: SAPPE, FSSIA's compilation

Exhibit 9: Revenue from America and growth

Sources: SAPPE, FSSIA's compilation

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Exhibit 10: Revenue from Middle East and others

(THB m)   ■ ME and others   ━ Growth y-y (RHS)   (%)

Sources: SAPPE, FSSIA's compilation

Exhibit 11: Gross margin

(%)   ■ Gross margin

Bar values: 40.7, 43.2, 44.5, 46.2, 45.3, 46.0, 47.1, 46.0, 46.4, 46.0
(4Q22, 1Q23, 2Q23, 3Q23, 4Q23, 1Q24, 2Q24, 3Q24, 4Q24, 1Q25)
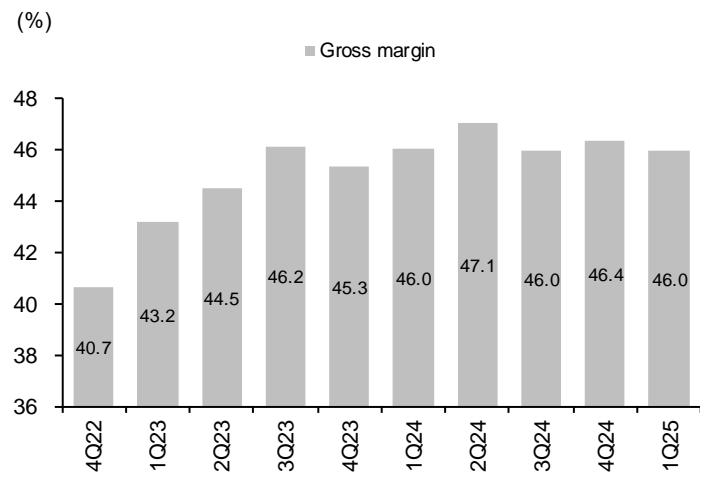
Sources: SAPPE, FSSIA's compilation

Exhibit 12: SG&A to sales

(%)   ■ SG&A to sale

Bar values: 27.5, 23.3, 21.3, 23.4, 33.3, 25.0, 25.0, 26.9, 34.5, 25.3
(4Q22, 1Q23, 2Q23, 3Q23, 4Q23, 1Q24, 2Q24, 3Q24, 4Q24, 1Q25)
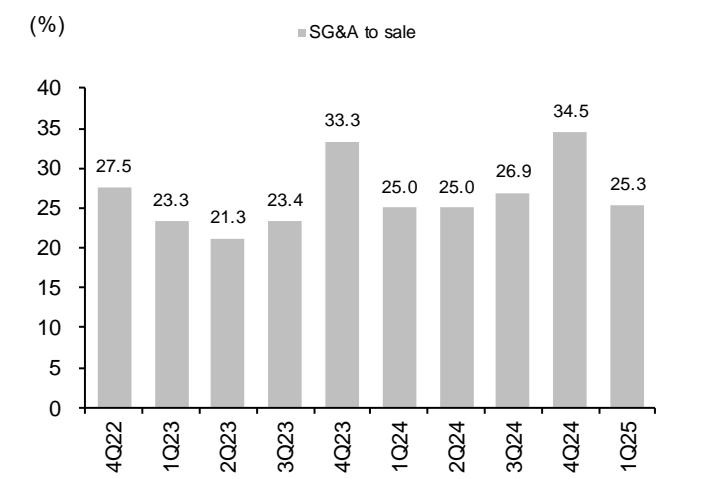
Sources: SAPPE, FSSIA's compilation

Exhibit 13: Net profit and growth

(THB m)   ■ Net profit   ━ Growth y-y (RHS)   (%)

Bar values: 154, 275, 312, 319, 168, 352, 411, 300, 189, 224
(4Q22, 1Q23, 2Q23, 3Q23, 4Q23, 1Q24, 2Q24, 3Q24, 4Q24, 1Q25)

Sources: SAPPE, FSSIA's compilation

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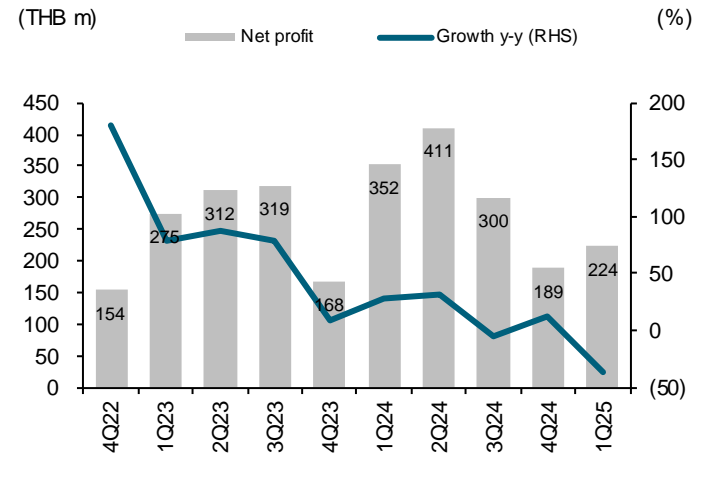
Financial Statements
Sappe

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

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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) *	**9.9**	**8.7**	**10.8**	**9.2**	**8.5**
Recurring P/E @ target price (x) *	**11.4**	**10.0**	**12.4**	**10.6**	**9.8**
Reported P/E (x)	10.0	8.6	10.8	9.2	8.5
Dividend yield (%)	6.3	8.8	7.0	8.2	8.8
Price/book (x)	2.8	2.4	2.3	2.2	2.1
Price/tangible book (x)	2.9	2.5	2.4	2.2	2.1
EV/EBITDA (x) **	5.4	5.1	6.4	5.5	5.1
EV/EBITDA @ target price (x) **	6.5	6.0	7.5	6.5	5.9
EV/invested capital (x)	5.5	3.2	2.6	2.4	2.3
* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income					

Sources: Sappe; FSSIA estimates

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SAPPE PCL (SAPPE TB)

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	------------------- 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
CBG	51.54	--	Y	Y	4.00	4.00	Declared	High	59.58	B	--	33.28	56.00	2.12	--
SAPPE	35.25	--	Y	Y	4.00	5.00	Certified	Medium	--	--	--	--	--	--	--
OSP	61.48	--	Y	Y	5.00	4.00	Declared	Medium	68.64	BBB	--	63.08	51.00	3.00	63.65
TACC	15.00	--	--	--	5.00	5.00	--	--	--	--	--	--	--	--	--
ICHI	43.67	--	Y	Y	5.00	5.00	Certified	High	61.36	--	--	--	18.00	--	--

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 16: ESG disclosure from the company's one report

FY ending Dec 31	FY 2022
Environmental	
Climate change policy	Yes
Climate change opportunities discussed	--
GHG scope 2 location-based policy	Yes
Biodiversity policy	--
Energy efficiency policy	Yes
Electricity used	Yes
Fuel used - crude oil/diesel	--
Waste reduction policy	Yes
Water policy	Yes
Water consumption	--
Social	
Human rights policy	Yes
Policy against child labor	Yes
Quality assurance and recall policy	Yes
Consumer data protection policy	Yes
Equal opportunity policy	Yes
Gender pay gap breakout	--
Pct women in workforce	55
Business ethics policy	Yes
Anti-bribery ethics policy	Yes
Health and safety policy	Yes
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	--

FY ending Dec 31	FY 2022
Governance	
Board size / Independent directors (ID) / Female	**10 / 5 / 3**
No. of board meetings for the year / % attendance	8 / 96.75%
Company conducts board evaluations	Yes
Number of non-executive directors on board	6
Director share ownership guidelines	No
Board age limit	No
Age of the youngest / oldest director	44 / 79
Number of executives / female	5 / 2
Executive share ownership guidelines	No
Size of audit committee / ID	**4 / 4**
Audit committee meetings	4
Audit committee meeting attendance (%)	100
Size of compensation committee	**--**
Number of compensation committee meetings	--
Compensation committee meeting attendance (%)	--
Size of nomination committee / ID	**--**
Number of nomination committee meetings	--
Nomination committee meeting attendance (%)	--
Board compensation (THB m)	4.1
Auditor fee (THB m)	3.13
(P&L Corporation Co., Ltd.)	

Source: FSSIA's compilation

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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%). (*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.*)	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. (*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.*)	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. *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.*	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. | 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.	

MSCI detail:

Rating	Range		
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	**Laggard:**	lagging its industry based on its high exposure and failure to manage significant ESG risks
CCC	0.000-1.428		

ESG score	Methodology	Rating
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. (*Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.*)	
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)
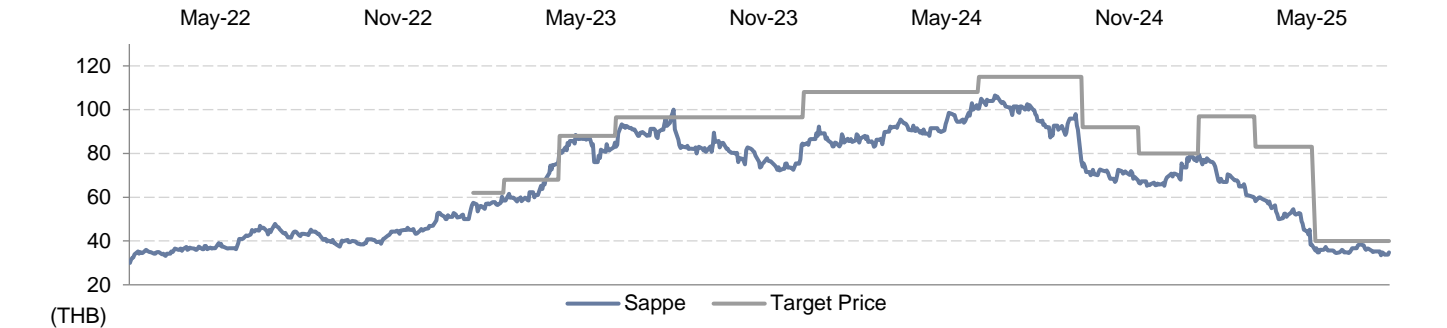
Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
09-Mar-2023	BUY	62.00	21-Dec-2023	BUY	108.00	28-Nov-2024	BUY	97.00
05-Apr-2023	BUY	68.00	21-May-2024	BUY	115.00	16-Jan-2025	BUY	83.00
23-May-2023	BUY	88.00	19-Aug-2024	BUY	92.00	07-Mar-2025	HOLD	40.00
11-Jul-2023	BUY	96.50	07-Oct-2024	BUY	80.00			

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 34.75	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 13-May-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.

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