

From decadent to decent growths

- Net profit growth of 22.1% CAGR in 2024-27E on streamline cost, increase HVA and sanitary revenues; demand recovery in Vietnam
- Vietnam demand recovery is key given its high EBITDA margin at 16.8% vs average 12.3%
- Initiated with a BUY and a TP of THB6.0, based on 9x 2025E P/E

From IPO decline to grow smiles

Since its debut IPO on 20 December 2023, share price of SCGD has declined from its IPO price of THB11.5 to THB3.90 on 4 March 2025, plunging by 63% on the rising gas cost, weak demand, and shrinking valuations that occurred across the entire stock market in Thailand due to investors' concerns on deteriorating competitiveness and intensifying risks from geopolitical tensions.

A resilient décor material play

Yet SCGD has proved itself as one of the most resilient companies in SET, turning from a net loss of THB42m in 2022 to a net profit of THB328m in 2023 and THB810m in 2024. The jumping net profits in 2023-24 were driven primarily by SCGD's multiple strategies including cost reductions and increase speciality products.

Rosy growth ahead

We anticipate SCGD's net profit growth of 35% y-y in 2025E to THB1.1b, continuing to grow by 18% y-y to THB1.3b in 2026E and up by 14% y-y in 2027E to THB1.5b on 1) cost reductions by THB0.2-0.4b in 3 years; 2) higher HVA and sanitary products to add THB0.2-0.5b in 2025E-27E; and 3) demand recoveries and growths in Vietnam and Indonesia to contribute THB0.3b-THB0.8b during 2025E-27E. Among four countries where SCGD operates, Vietnam has the highest EBITDA margin at 16.8% average in 4Q22-4Q24, higher than SCGD's average 11.9%, Thailand's ceramic 11.1%

Streamlining cost and striking HVA growth are key

One of the most admired strategies that have been implemented to improve its net profit and operational efficiency is the cost reduction. In 2024, SCGD successfully increased its revenue from HVA from 26% in 2023 to 34% in 2024. In 2025E-27E, we project SCGD's energy cost to decline to 37% in 2025E, 36% in 2026E, and 35% in 2027E, on SCGD's continued implementations of the biomass-for-coal and renewable-for-grid electricity. Given HVA products commands 5%-20% pts higher EBITDA margin than the commodity or non-HVA products, the higher HVA revenue portion, the higher EBITDA margin.

Top pick in Thai material sector

We initiated coverage on SCGD with a BUY and a TP of THB6.0, based on 9x 2025E P/E, which we think is justified by the average P/E of 11.5x for SCGD's two closet peers - DCC (11x) and DRT (12x). We believe the current consensus target price of THB3.3 is unjustified given it reflects only 5x 2025E P/E on EPS of THB0.66.

Analyst

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ESG Rating : A

CG Rating : ▲▲▲▲▲

BUY

Target Price 12M (THB)	6.00
VS. BB Consensus TP (%)	-19.5%
Share Price (THB)	4.08
Upside/Downside	+47.1%

Share Data

Market Cap (THB m)	6,732.00
Par (THB)	10.00
Free Float (%)	26.60
Issued shares (m shares)	1,650

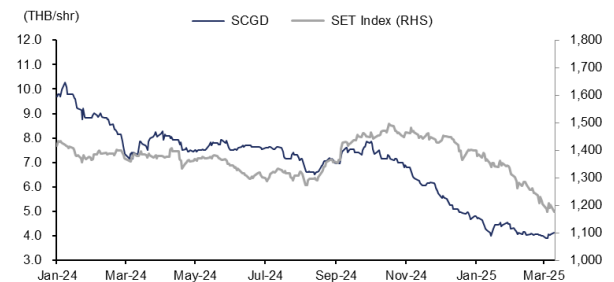
Financial forecast

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	25,563	27,514	29,010	30,316
Net profit	810	1,095	1,290	1,475
Core net profit	810	1,095	1,290	1,475
vs Consensus (%)	-	(2.1)	4.8	(9.8)
Net profit growth (%)	147.1	35.2	17.8	14.3
Core net profit growth (%)	147.1	35.2	17.8	14.3
EPS (THB)	0.49	0.66	0.78	0.89
Core EPS (THB)	0.49	0.66	0.78	0.89
Chg from previous (%)	-	0.00	0.00	0.00
DPS (THB)	0.38	0.51	0.60	0.68
P/E (x)	9.78	6.15	5.22	4.57
P/BV (x)	0.41	0.34	0.34	0.33
ROE (%)	4.17	5.65	6.51	7.26
Dividend yield (%)	12.78	8.04	6.82	5.97

Source: Financial Statement and Globlex securities

Share Price Performance (%)

	1M	3M	6M	YTD
Stock	(0.97)	(25.82)	(45.23)	(15.00)
Market	5.62	(10.39)	(34.96)	(0.99)
12M High/Low (THB)				8.55 / 3.90



Major Shareholders (%) as of 11-Feb-25

SCG HERITAGE CO.,LTD	73.39
CPB EQUITY CO.,LTD	4.43
MR. PRATEEP TANGMATITHAM	1.66

Company Profile

Business of tiles for floors and walls both in Thailand and other countries, Business of bathroom products in Thailand, and Business of industrial estate services.

Source: SETSMART, SET

From decadent to decent growths

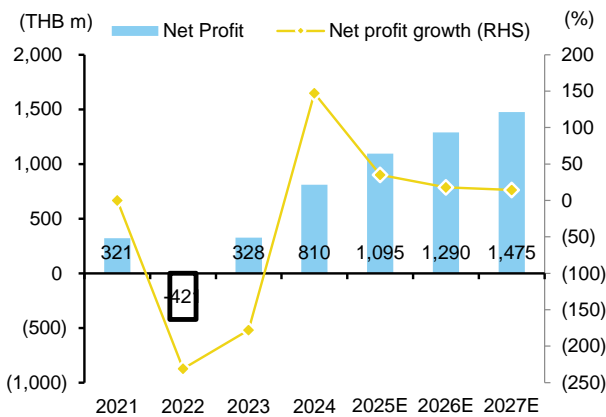
From IPO decline to grow smiles

Since its debut IPO on 20 December 2023, share price of SCGD has declined from its IPO price of THB11.5 to THB3.90 on 4 March 2025, plunging by 63% on the rising gas cost, weak demand, and shrinking valuations that occurred across the entire stock market in Thailand due to investors' concerns on deteriorating competitiveness and intensifying risks from geopolitical tensions.

Yet SCGD has proved itself as one of the most resilient companies in SET, turning from a net loss of THB42m in 2022 to a net profit of THB328m in 2023 and THB810m in 2024. The jumping net profits in 2023-24 were driven primarily by SCGD's multiple strategies including cost reductions and increase specialty products.

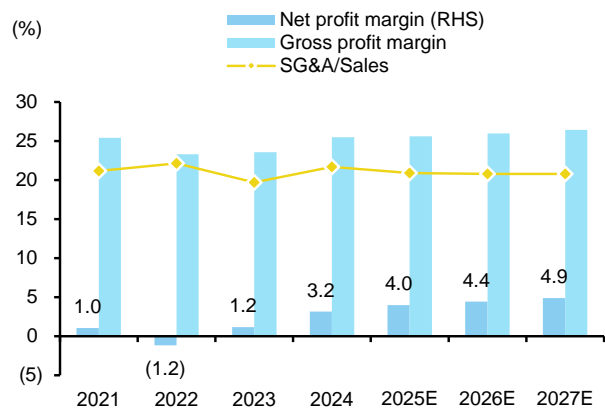
We project net profit growth of 22.1% CAGR in 2024-27E, premised on 1) streamline cost structure; 2) increase high-margin High Value-Added (HVA), glazed porcelain, and sanitary net profits; and 3) the demand recovery in key markets including Vietnam and Indonesia.

Exhibit 1: Net profit and net profit growth



Sources: SCGD; Globlex Research

Exhibit 2: Profitability ratios



Sources: SCGD; Globlex Research

Exhibit 3: SCGD's growth projects

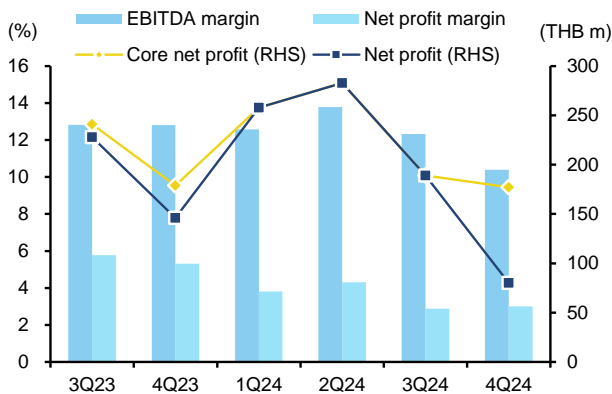
Cost saving	COD	Capacity (m sqm.)	Investment (THB m)	Objectives
1 NKIE - Eco Kiln	3Q23			New ceramic tile kiln to improve efficiency
2 Hot Air Generator (Hin Kong plant) (HAG 1)	3Q23			Increase generator
3 Solar cell (I)	2H23 - 1Q24			Reduce electricity cost
4 HAG 2	May-24		185	THB60-70m cost saving annually
5 Solar cell (II)	1Q25	4.0	140	THB20m cost saving annually
	2Q25	1.5		
6 Warehouse management system	Jun-24		70	Productivity, accuracy, and efficiency
Organic growth				
4 Dai Loc phase 1	3Q23	1.4		Glazed porcelain and large-sized tile production 1.38m sqm.
5 Expansion in bathroom revenue by 2x	2023E			Expansion in ASEAN via COTTO penetration to grow bathroom revenue by 2x
6 Complementary products	2024E			Adhesive, glue, cement revenue to hit THB340m, up from THB281m in 2023
Growth projects				
7 Dai Loc phase 2	Aug-24	2.2	76	Higher selling price ceramic
8 Tien Phong for glazed porcelain	Dec-24	9.1	693	Reduction in GHG emission
9 Nong Khae 2	1Q24	3.5	80	Glazed porcelain plant
10 SPC plant	Jul-24	1.8	138	New SPC product line
HVA projects				
11 X-STRONG scratch resistance				
12 Tiles for PET lovers				
Inorganic growth				
13 M&P	Ongoing			

Sources: SCGD; Globlex Research

Catalyst#1: Streamlining cost structure

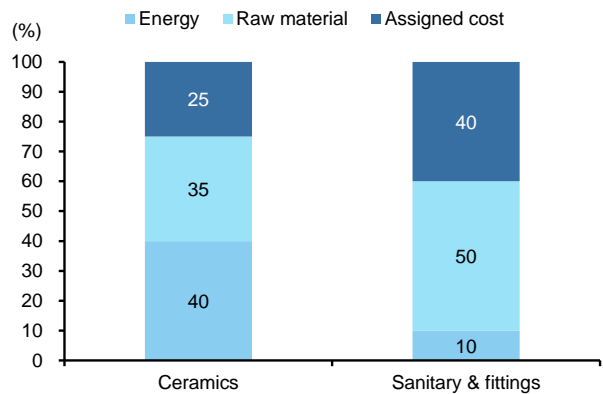
One of the most admired strategies that have been implemented to improve its net profit and operational efficiency is the cost reduction, particularly energy cost that account for 38-40% of total cost. The rising gas price in Thailand by over 2x in 2022 due to the spikes in the price of imported LNG had led to SCGD's net loss of THB42m in 2022.

Exhibit 4: Profitability ratios vs net profits



Sources: SCGD; Globlex Research

Exhibit 5: Cost structures



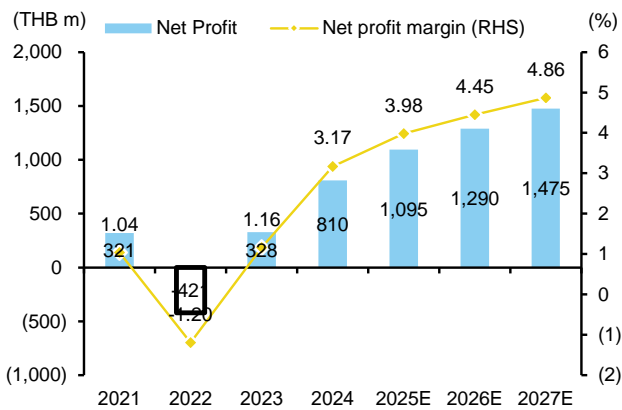
Sources: SCGD; Globlex Research

In the past six quarters during 3Q23-4Q24, while core net profits had been fluctuated due to seasonality, the EBITDA margins stayed at relatively healthy at over 12% except in 4Q24 when demand collapsed in Vietnam and Philippines, causing EBITDA margin to drop to 10%.

Among SCGD's two segments, ceramic saw a much higher energy cost of 40% vs only 10% for sanitary & fittings, whose largest cost component is raw material at 50% of total cost vs 35% for ceramics. Given the high volatility of energy prices, SCGD's strategy to cut its energy cost on a permanent basis will be the right direction to sustain its margins and profits.

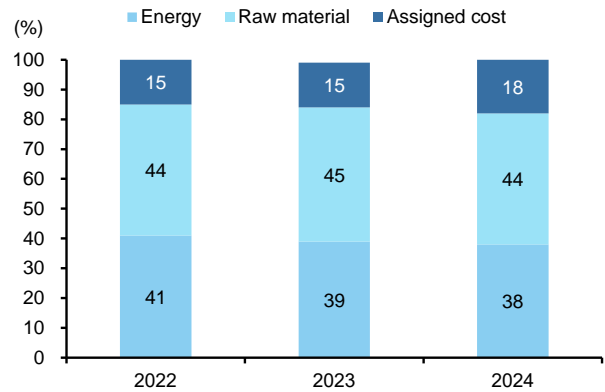
In 2025E-27E, we project SCGD's energy cost to decline to 37% in 2025E, 36% in 2026E, and 35% in 2027E, on SCGD's continued implementations of the biomass-for-coal and renewable-for-grid electricity.

Exhibit 6: Net profit vs net profit margin



Sources: SCGD; Globlex Research estimates

Exhibit 7: SCGD's blended average cost structure



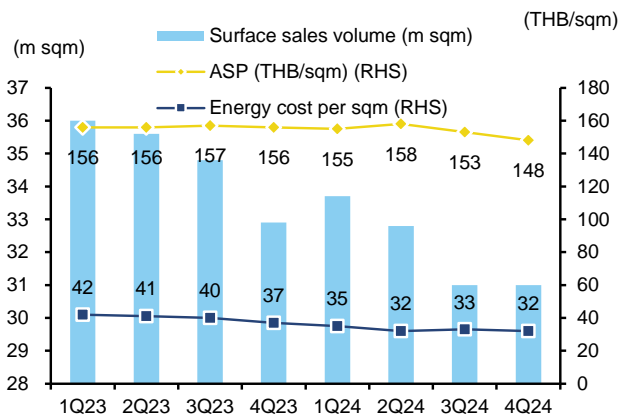
Sources: SCGD; Globlex Research

Catalyst#2: Higher HVA and sanitary net profits

While SCGD's ceramic segment is more of commodity nature, its sanitary product segment is value-added products that could command higher EBITDA margin at 4.7% for sanitary vs 4.0% for ceramic in Thailand.

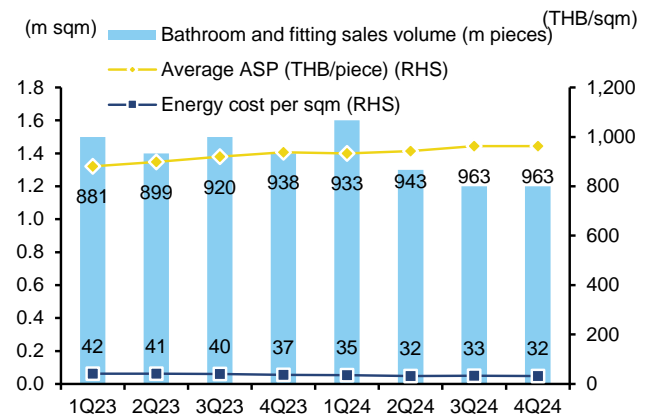
Looking at the average selling price (ASP) of sanitary products at THB963/piece in 4Q24 compared to THB148/sqm for ceramic tiles, it is evident that the pricing power of sanitary products (bathroom ware and fittings) is much higher than ceramics', resulting in higher gross profit margins for sanitary product group.

Exhibit 8: Ceramic sales volume, ASP, and energy cost



Sources: SCGD; Globlex Research

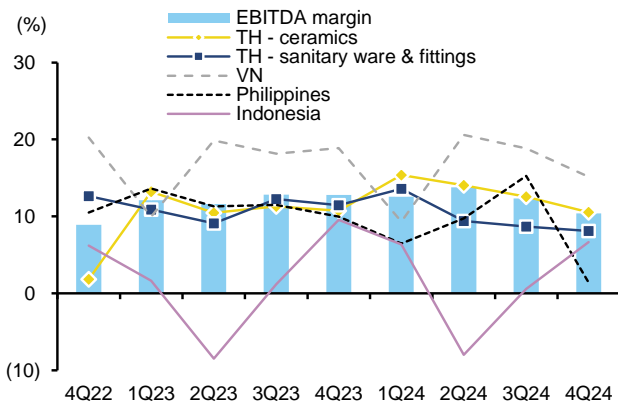
Exhibit 9: Bathroom sales volume, ASP, and energy cost Title



Sources: SCGD; Globlex Research

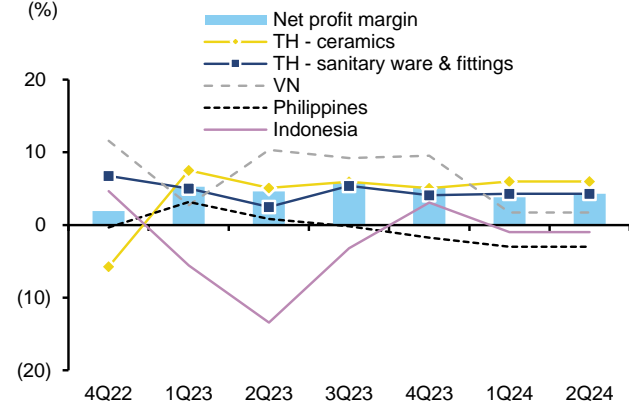
While EBITDA margin and net profit margin of ceramic and sanitary segments are relatively similar and quite stable, the key different factor is the demand for sanitary products is far more sustainable and predictable than demand for ceramic thanks to the lower demand elasticity for sanitary than for ceramic.

Exhibit 10: EBITDA margin by country



Sources: SCGD; Globlex Research

Exhibit 11: Net profit margin by country



Sources: SCGD; Globlex Research

In 2024, SCGD successfully increased its revenue from HVA from 26% in 2023 to 34% in 2024. Given HVA products commands 5%-20% pts higher EBITDA margin than the commodity or non-HVA products, the higher HVA revenue portion, the higher EBITDA margin.

Exhibit 12: Net contribution margin from HVA products



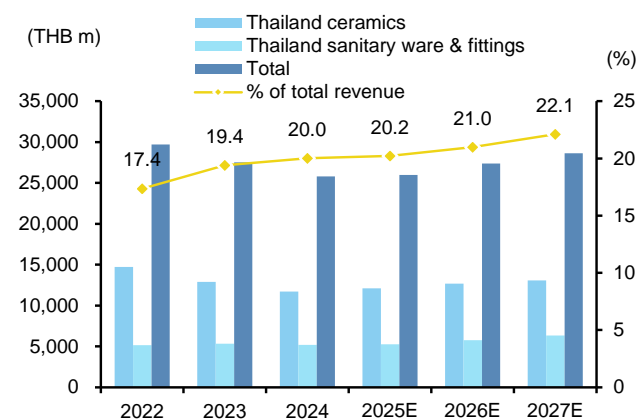
Sources: SCGD

Catalyst#3: Demand recoveries in Vietnam

Among four countries where SCGD operates, Vietnam has the highest EBITDA margin at 16.8% average in 4Q22-4Q24, higher than SCGD's average 11.9%, Thailand's ceramic 11.1% and sanitary at 10.7%, Philippines at 10%, and Indonesia at 1.7%.

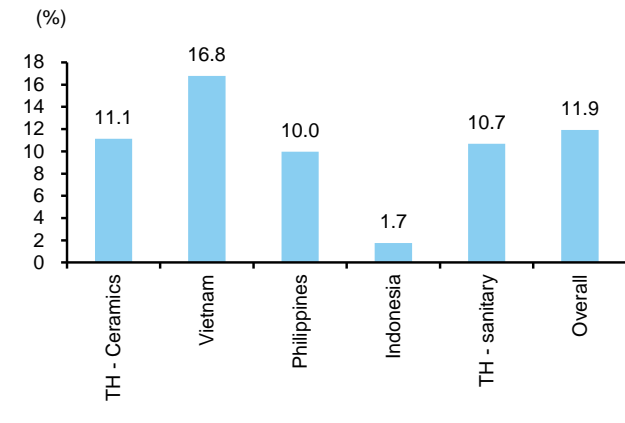
The key variation that makes Vietnam's EBITDA margin higher than other markets is the lower cost of energy and electricity and lower labor wages while the ASPs are quite comparable to Thailand's.

Exhibit 13: Thailand's revenue breakdown by segment



Sources: SCGD; Globlex Research estimates

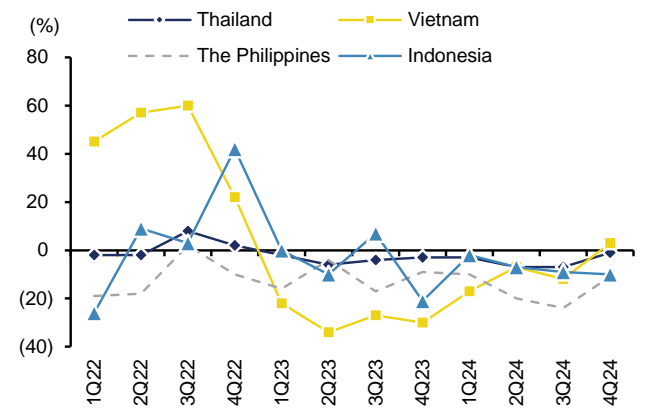
Exhibit 14: EBITDA margin by segment (4Q22-4Q24)



Sources: SCGD; Globlex Research

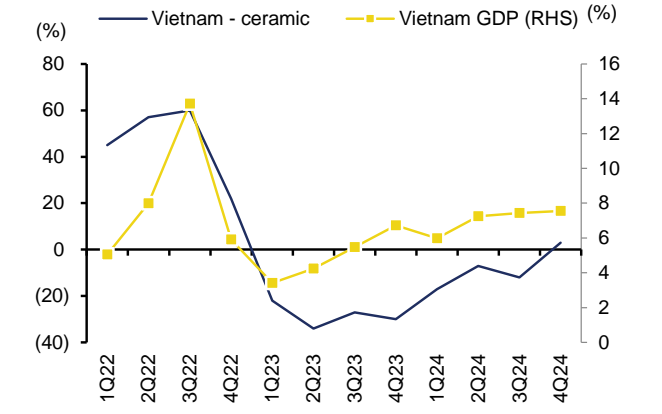
Ceramic demand growths to rebound in 2025. Unfortunately, in the past two years, despite the strong GDP growths, Vietnam's ceramic demand growths were negative in 2023-24 due to the weak property demand caused by Vietnam's government policy to curb the business corruptions. However, in 2025, we expect demand growth for ceramic to rebound markedly by 2H25 due to the relief of government's tightening policy.

Exhibit 15: Ceramic demand growths



Sources: SCGD; Globlex Research

Exhibit 16: Vietnam's GDP vs ceramic demand growth

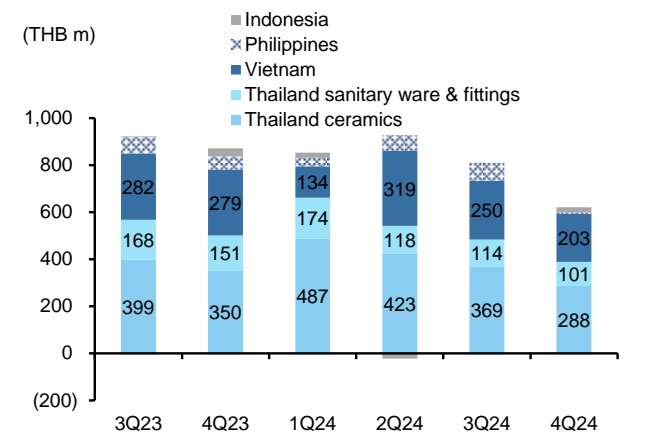


Sources: SCGD; Globlex Research

Similarly, ceramic demand growth in Indonesia is projected to turn into positive growth in 2025 given the intensifying policies of Indonesia's government to promote FDIs and increase property projects in order to accommodate the rising number of foreign investors and workers.

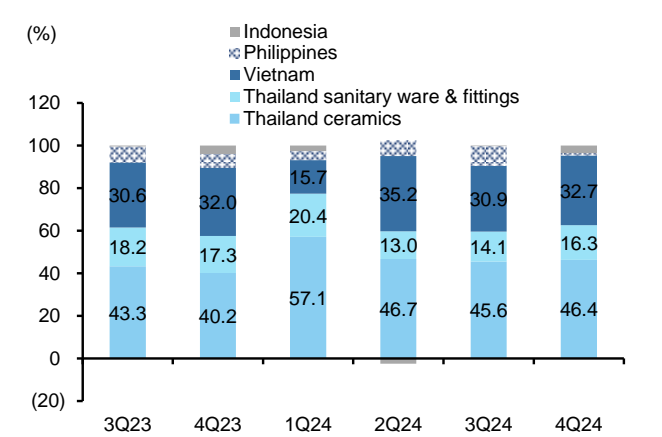
We project revenue and EBITDA from Vietnam and Indonesia markets to recuperate from less than 10% combined in 2024 to 15-20% of total EBITDA in 2025E, mostly driven by the rising EBITDA from Vietnam market.

Exhibit 17: EBITDA by market



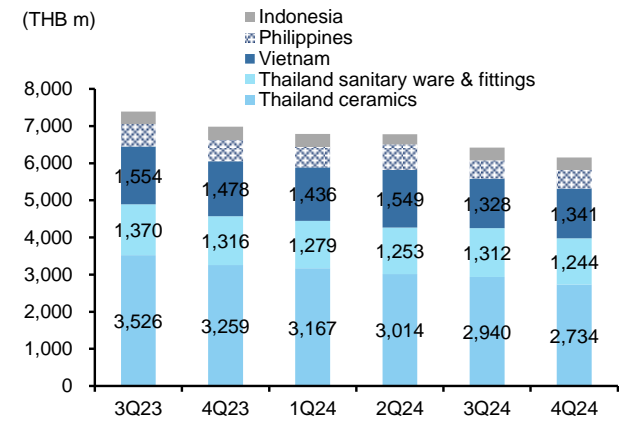
Sources: SCGD; Globlex Research

Exhibit 18: EBITDA by market (%)



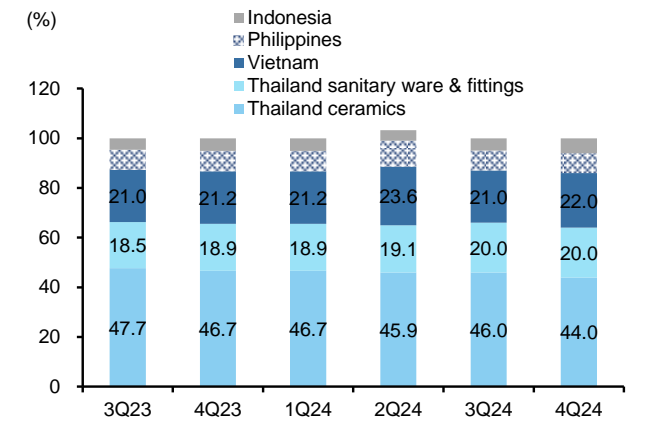
Sources: SCGD; Globlex Research

Exhibit 19: Revenue by market



Sources: SCGD; Globlex Research

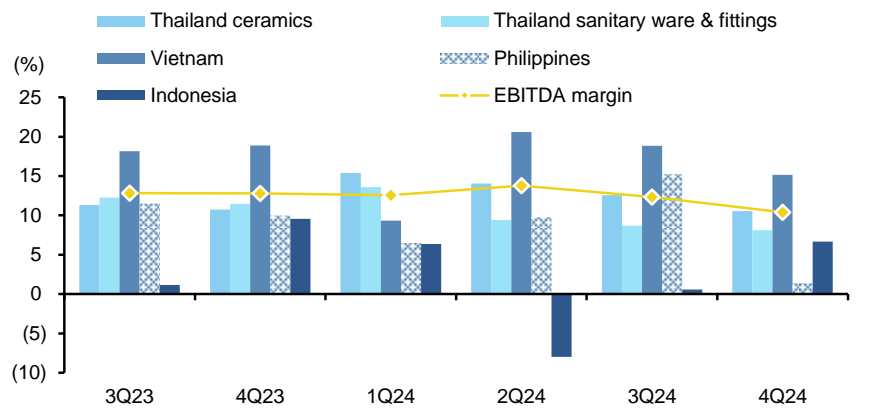
Exhibit 20: Revenue by market (%)



Sources: SCGD; Globlex Research

Specifically, in 2Q24-4Q24, EBITDA from Vietnam were still strong but net profits were barely breakeven as EBITDA dipped close to overall fixed cost structure. However, once the demand increases, EBITDA rises, we think net profit will accelerate due to the impact of operating leverage. We project net profit contribution from Vietnam market to rise to 20-25% in 2025E, up from lower than 10% in 2024.

Exhibit 21: Quarterly EBITDA margin

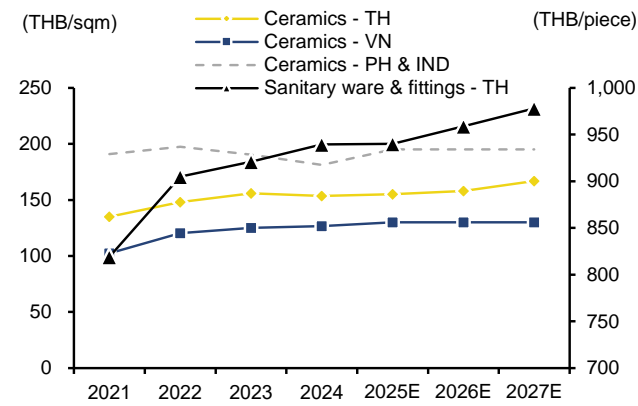


Sources: SCGD; Globlex Research

In sum, we anticipate SCGD's net profit growth of 35% y-y in 2025E to THB1.1b, continuing to grow by 18% y-y to THB1.3b in 2026E and up by 14% y-y in 2027E to THB1.5b on 1) cost reductions by THB0.2-0.4b in 3 years; 2) higher HVA and sanitary products to add THB0.2-0.5b in 2025E-27E; and 3) demand recoveries and growths in Vietnam and Indonesia to contribute THB0.3b-THB0.8b during 2025E-27E.

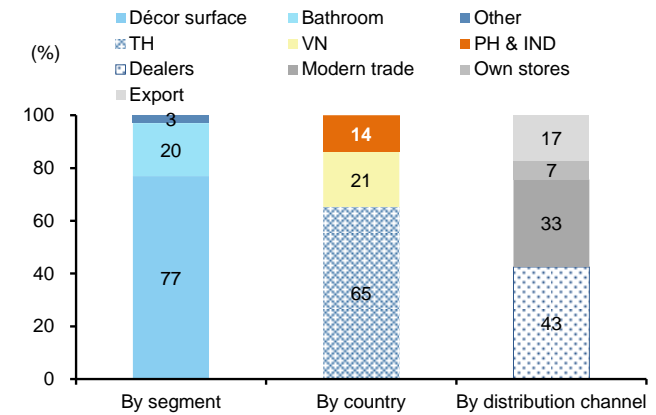
We highlight that SCGD's revenue are 1) mainly from ceramics (décor surface) at 77% of total revenue in 2024; 2) geographically generated mostly in Thailand (65%); 3) dealers and modern trades are key distribution channels while online revenue portion remains infinitesimal.

Exhibit 22: Ceramic & sanitary selling prices by country



Sources: SCGD; Globlex Research estimates

Exhibit 23: Revenue breakdown by segment, by country, and by distribution channel (2024)



Sources: SCGD; Globlex Research

Financials: as strong as it is

Our thorough analysis of SCGD’s financial information indicated that SCGD has strong balance sheet, solid net profit growth outlook, and growing free cash flows that should ensure SCGD’s ample liquidity and profitability to generate attractive returns to shareholders – high dividend yields, improving margins, and highly visible net profit growth trajectory.

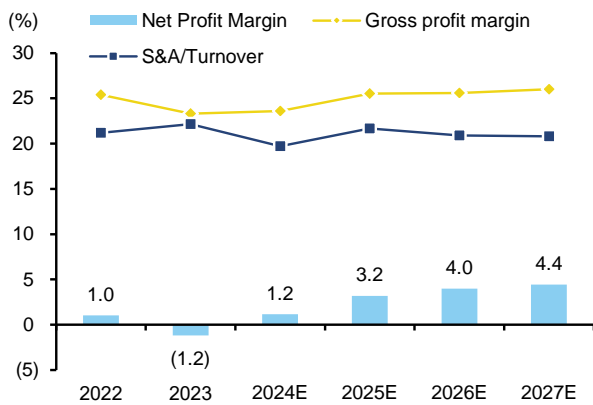
Exhibit 24: Dupont analysis

	2021 (THB m)	2022 (THB m)	2023 (THB m)	2024 (THB m)	2025E (THB m)	2026E (THB m)	2027E (THB m)
Sales	31,023	35,228	28,312	25,563	27,514	29,010	30,316
Total assets	46,938	40,550	41,651	39,823	40,638	41,324	42,011
Asset Turnover (x)	0.66	0.87	0.68	0.64	0.68	0.70	0.72
Operating profit	1,309	399	1,095	979	1,293	1,509	1,714
OPM (%)	4.2	1.1	3.9	3.8	4.7	5.2	5.7
Net profit	321	-421	328	810	1,095	1,290	1,475
NPM (%)	1.0	(1.2)	1.2	3.2	4.0	4.4	4.9
Shareholders' equity	8,487	16,414	17,775	19,413	19,368	19,832	20,302
Leverage	5.5	2.5	2.3	2.1	2.1	2.1	2.1
ROE (%)	3.8	(2.6)	1.8	4.2	5.7	6.5	7.3

Sources: SCGD; Globlex Research estimates

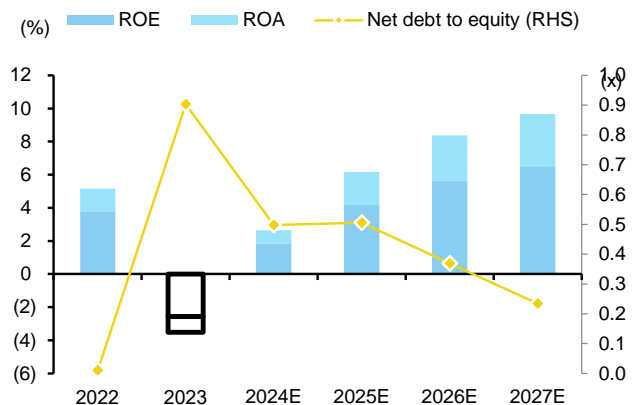
Rising net profit margin (NPM) is the key driver for SCGD’s rising ROE from 4.2% in 2024 to 5.7% in 2025E, 6.5% in 2026E, and 7.3% in 2027E, as we project cost to decline (energy cost reduction), margin to improve (higher HVA and sanitary), and revenue to grow (from Vietnam and Indonesia).

Exhibit 25: Net profit margin, gross profit margin vs SG&A/sales



Sources: SCGD; Globlex Research estimates

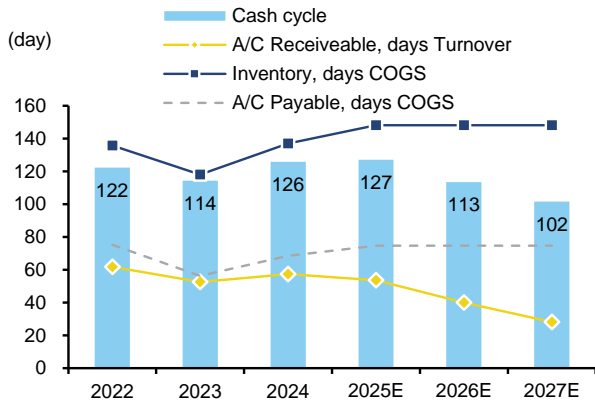
Exhibit 26: ROE, ROA vs net debt to equity



Sources: SCGD; Globlex Research estimates

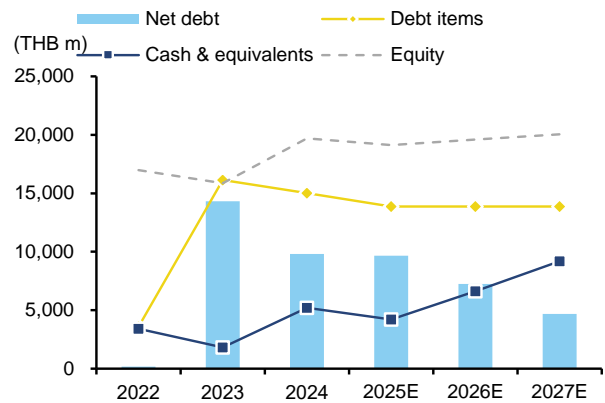
Cash cycle. SCGD has a long inventory day at 140-150 days as it has to store products in the warehouse and time for logistics and transportation to distribution outlets. However, we think its short account receivable days of 20-30 days vs long account payable day of 70-80 days enable SCGD to manage its cash cycle day to be within 120 days. Yet we forecast cash cycle day to decline from 126 days in 2024 to 127 days in 2025E, 113 days in 2026E, and 102 days in 2027E mainly from the shorter account receivable days.

Exhibit 27: Cash cycle



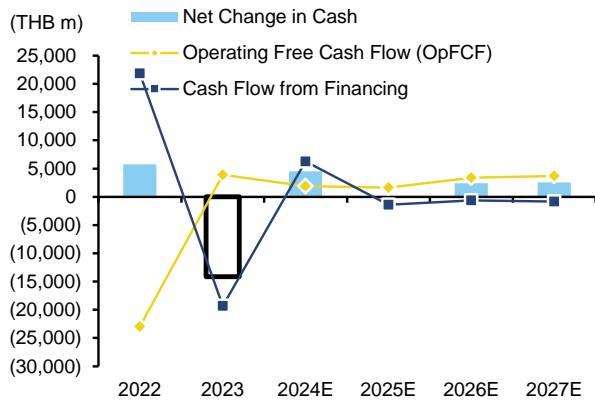
Sources: SCGD; Globlex Research estimates

Exhibit 28: Net debt, debt, cash, equity



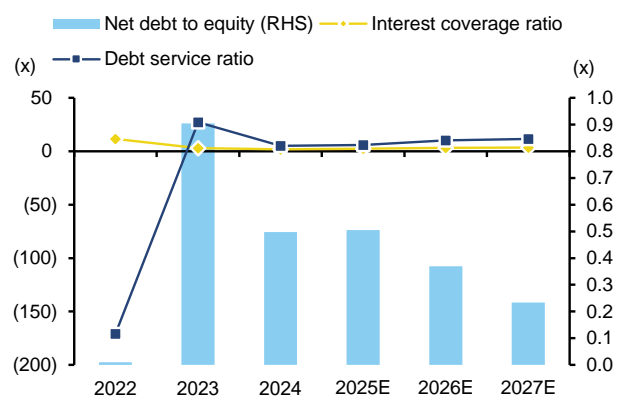
Sources: SCGD; Globlex Research estimates

Exhibit 29: Net change in cash, operating free cash flow, CFF



Sources: SCGD; Globlex Research estimates

Exhibit 30: Net debt to equity, interest coverage ratio, and debt service ratio



Sources: SCGD; Globlex Research estimates

Initiated with BUY and a TP of THB6.0

We initiated coverage on SCGD with a BUY and a TP of THB6.0, based on 9x 2025E P/E, which we think is justified by the average P/E of 11.5x for SCGD's two closet peers - DCC (11x) and DRT (12x). We believe the current consensus target price of THB3.3 is unjustified given it reflects only 5x 2025E P/E on EPS of THB0.66.

The highly visible improvement in EPS and net profit from cost reductions seen in 2023-24, higher HVA on solid strategies, and the turnaround of ceramic demand growth in Vietnam and Indonesia markets, all warranting higher P/E than 5x.

Exhibit 31: Valuation and TP

P/E (x)	EPS (THB/share)		
	2025E	2026E	2027E
	0.66	0.78	0.89
6	4.0	4.7	5.4
7	4.6	5.5	6.3
8	5.3	6.3	7.1
9	6.0	7.0	8.0
10	6.6	7.8	8.9
11	7.3	8.6	9.8
12	8.0	9.4	10.7
13	8.6	10.2	11.6

Sources: SCGD; Globlex Research estimates

Exhibit 32: Peers comparison

Company	Rec	Share price (LCY)	Target price (LCY)	Upside (%)	Market Cap (USD m)	3Y EPS CAGR (%)	PE		ROE		PBV		EV/EBITDA	
							25E (x)	26E (x)	25E (%)	26E (%)	25E (x)	26E (x)	25E (x)	26E (x)
TASCO TB	BUY	15.1	21	39	696	13.0	15.2	13.4	11.4	12.7	1.8	1.7	6.8	6.5
SCC TB	HOLD	152	167	10	5,168	32.8	20.8	12.4	2.5	4.1	0.5	0.5	11.0	9.6
SCGD TB	BUY	4.08	6	47	202	16.8	6.2	5.2	5.7	6.5	0.3	0.3	3.6	3.4
Material under coverage					6,066	32.3	19.6	12.3	3.6	5.2	0.7	0.6	10.2	8.9
DCC TB	NR	1.30	n/a	n/a	347	(7.8)	9.2	9.2	15.4	15.4	1.5	1.4	6.9	6.5
DRT TB	NR	7.30	n/a	n/a	183	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
VNG TB	NR	2.70	n/a	n/a	136	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
SCCC TB	NR	166.00	n/a	n/a	1,455	27.5	11.2	11.2	11.8	12.2	1.4	1.3	7.3	7.0
TPIPL TB	NR	1.02	n/a	n/a	566	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Peer avg					2,687	25.7	7.3	7.3	8.4	8.6	0.9	0.9	4.8	4.6
Average (all)					8,753	(42.1)	15.8	10.7	5.1	6.2	0.7	0.7	8.5	7.6

Sources: Globlex Research estimates; Bloomberg

Balance sheet (THB m)					
Year ending Dec	2023	2024	2025E	2026E	2027E
Current assets					
Cash & ST investment	5,203	4,204	6,631	9,179	11,835
Account receivable	4,449	3,760	3,018	2,236	1,419
Inventories	7,542	7,091	7,696	8,101	8,438
Others	5,524	5,473	5,511	5,541	5,566
Non-current assets					
Net fixed assets	11,621	12,147	10,632	9,118	7,604
Others	7,313	7,149	7,149	7,149	7,149
Total Assets	41,651	39,823	40,638	41,324	42,011
Current liabilities					
Account payable	3,768	3,578	3,883	4,087	4,257
ST borrowing	14,395	13,292	13,292	13,292	13,292
Others	286	324	348	367	384
Long-term liabilities					
Long-term debts	609	578	578	578	578
Others	1,280	1,346	1,346	1,346	1,346
Total liabilities	20,339	19,117	19,447	19,670	19,857
Paid-up capital	16,500	16,500	16,500	16,500	16,500
Retained earnings	11,281	11,556	12,031	12,484	12,971
Others	-8,084	-8,926	-8,926	-8,926	-8,926
Minority interest	1,615	1,576	1,585	1,596	1,608
Shareholders' equity	21,312	20,706	21,190	21,654	22,154

Key ratios					
Year ending Dec	2023	2024	2025E	2026E	2027E
Growth (%YoY)					
Sales	(19.6)	(9.7)	7.6	5.4	4.5
Operating profit	20.9	(3.1)	10.0	7.7	6.8
EBITDA	20.9	(3.1)	10.0	7.7	6.8
Net profit	177.8	147.1	35.2	17.8	14.3
Core net profit	177.8	147.1	35.2	17.8	14.3
EPS	137.3	147.1	35.2	17.8	14.3
Core EPS	137.3	147.1	35.2	17.8	14.3
Profitability (%)					
Gross margin	29.0	31.7	31.1	31.2	31.4
Operation margin	9.3	10.0	10.2	10.4	10.6
EBITDA margin	9.3	10.0	10.2	10.4	10.6
Net margin	1.2	3.2	4.0	4.4	4.9
ROE	1.8	4.2	5.7	6.5	7.3
ROA	0.8	2.0	2.7	3.1	3.5
Stability					
Interest bearing debt/equity (x)	0.7	0.7	0.7	0.6	0.6
Net debt/equity (x)	0.5	0.5	0.3	0.2	0.1
Interest coverage (x)	2.0	2.0	2.7	3.2	3.6
Interest & ST debt coverage (x)	0.1	0.1	0.1	0.1	0.1
Cash flow interest coverage (x)	0.1	0.1	0.1	0.1	0.1
Current ratio (x)	1.2	1.2	1.3	1.4	1.5
Quick ratio (x)	0.5	0.5	0.6	0.6	0.7
Net debt (THB m)	9,801.4	9,666.0	7,239.1	4,690.4	2,035.1
Activity					
Asset turnover (X)	0.7	0.6	0.7	0.7	1.4
Days receivables	57.3	53.7	40.0	28.1	0.0
Days inventory	137.0	148.2	148.2	148.2	0.0
Days payable	68.4	74.8	74.8	74.8	0.0
Cash cycle days	125.9	127.1	113.5	101.6	0.0

Profit & loss (THB m)					
Year ending Dec	2023	2024	2025E	2026E	2027E
Revenue					
Revenue	28,312	25,563	27,514	29,010	30,316
Cost of goods sold	-20,094	-17,466	-18,956	-19,953	-20,782
Gross profit	8,219	8,097	8,558	9,057	9,534
Operating expenses	-5,584	-5,544	-5,750	-6,034	-6,306
Operating profit	2,634	2,553	2,807	3,023	3,228
EBIT	1,095	979	1,293	1,509	1,714
Depreciation	-1,540	-1,574	-1,514	-1,514	-1,514
EBITDA	2,634	2,553	2,807	3,023	3,228
Non-operating income					
Other incomes	380	578	550	580	606
Other non-op income	0	0	0	0	0
Non-operating expense					
Interest expense	-548	-493	-473	-473	-473
Other non-op expense	0	0	0	0	0
Equity income/(loss)	1	4	4	4	4
Pre-tax Profit	928	1,068	1,374	1,619	1,850
Extraordinary items					
Current taxation	-454	-249	-270	-318	-363
Minorities	-147	-8	-9	-11	-12
Net Profit	328	810	1,095	1,290	1,475
Core net profit	328	810	1,095	1,290	1,475
EPS (THB)	0.20	0.49	0.66	0.78	0.89
Core EPS (THB)	0.20	0.49	0.66	0.78	0.89

Cash flow (THB m)					
Year ending Dec	2023	2024	2025E	2026E	2027E
Operating cash flow					
Net profit	328	810	1,095	1,290	1,475
Depre. & amortization	1,540	1,574	1,514	1,514	1,514
Change in working capital	1,142	932	428	571	641
Others	-1,126	-696	-728	-825	-916
Investment cash flow	-3,485	-560	2,996	3,336	3,592
Net CAPEX	-1,726	-2,099	-50	-50	-50
Change in LT investment	-1,760	1,539	3,046	3,386	3,642
Change in other assets	0	0	0	0	0
Free cash flow	-1,602	2,059	5,305	5,887	6,306
Financing cash flow					
Change in share capital	8,146	-13	0	0	0
Net change in debt	-1,356	-39	9	11	12
Dividend paid	-247	-986	-620	-838	-987
Others	-1,553	-2,021	-2,268	-2,511	-2,676
Net cash flow	3,387	-1,000	2,427	2,549	2,655

Per share (THB)					
EPS	0.20	0.49	0.66	0.78	0.89
Core EPS	0.20	0.49	0.66	0.78	0.89
CFPS	2.55	1.45	1.59	1.71	1.82
BVPS	24.90	11.59	11.88	12.16	12.45
Sales/share	35.80	15.49	16.68	17.58	18.37
EBITDA/share	3.33	1.55	1.70	1.83	1.96
DPS	0.15	0.38	0.51	0.60	0.68
Valuation					
P/E (x)	50.34	9.78	6.15	5.22	4.57
P/BV (x)	0.84	0.41	0.34	0.34	0.33
Dividend yield (%)	66.68	12.78	8.04	6.82	5.97
Dividend payout ratio (%)	75.50	76.50	76.50	76.50	76.50

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RECOMMENDATION STRUCTURE

Stock Recommendations

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

- BUY:** Expected return of 10% or more over the next 12 months.
HOLD: Expected return between -10% and 10% over the next 12 months.
REDUCE: Expected return of -10% or worse over the next 12 months.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause 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.

Sector Recommendations

- Overweight:** The industry is expected to outperform the relevant primary market index over the next 12 months.
Neutral: The industry is expected to perform in line with the relevant primary market index over the next 12 months.
Underweight: The industry is expected to underperform the relevant primary market index over the next 12 months.

Country (Strategy) Recommendations

Overweight: 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: 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: 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.

