GFPT GFPT

Public Company Limited

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2Q22: In line with market but above SCBS

2Q22 net profit was Bt455mn, +150% YoY but flat QoQ, in line with market estimates but 10% above our estimates from a high gross margin. This has led us to raise 2022-23F earnings by 7%. We expect 3Q22F earnings to turn up from a loss in 3Q21 to profit from better sales and margin with more high-margin export sales after ramping up utilization rate on new machines and a wider product price and cost gap but be relatively stable QoQ. Still Outperform with a new end-2022 SOTP TP of Bt19 (from Bt18.5).

2Q22 net profit Bt455mn, +150% YoY but flat QoQ, in line with market estimates but 10% above our estimates from a high gross margin. Excluding a Bt30mn FX loss, 2Q22 core profit was Bt485mn, +177% YoY from better sales, gross margin and equity income from GFN and +20% QoQ from seasonality.

2022 highlights. Sales rose 14% YoY to Bt4.2bn as better farm sales (30% of sales. +35% YoY) and food sales (56% of sales, +11% YoY) outpaced weaker feed sales (17% of sales, -5% YoY). Farm segment: it raised prices on live chickens sold to GFN in tandem with the rise in costs. Food segment: sales were boosted by an increase in product selling prices in all segments that outpaced the drop in overall food sales volume. Overall food sales volume was 25,400 tons (-6% YoY), with a drop in indirect export sales volume to McKey to 3,800 tons (-42% YoY) and in domestic sales volume to 14,100 tons (-8% YoY) outstripping a rise in direct export sales volume to 7,500 tons (+47% YoY) from the ramp-up of production at new machines. Direct export prices in US dollar terms rose 4-5% QoQ and 10% YoY for Europe and China but fell 4% QoQ and YoY for Japan. In 2022, local chicken rib byproduct price rose to Bt23-24/kg, +60% YoY and +20% QoQ. Gross margin widened 600bps YoY to 16.2% on higher product prices to counter higher feed costs and more high-margin direct export sales. Equity income was Bt155mn, +63% YoY on higher GFN contribution of Bt80mn (vs -Bt6mn in 2021) as higher product selling prices offset the lower contribution from McKey of Bt75mn (-26% YoY) from startup costs for new production lines.

Takeaway from meeting. Based on advance orders, GFPT will ramp production up at new machines with targeted direct export sales volume at 8,000-8,500 tons in 3Q22F (+53% YoY and +10% QoQ) chiefly to serve Japan and Europe amid stable export prices in US dollar terms QoQ. In 3Q22TD, local rib byproduct prices have risen to Bt26-27/kg (+100% YoY and +13% QoQ) and chicken to Bt48-50/kg (+60% YoY and +20% QoQ). These will tend to stay high as solid local and export demand will outweigh the slight drop in feed costs QoQ. In 3Q22TD, corn and soybean meal prices rose 15-20% YoY but fell 4-8% QoQ. McKey raised its further production capacity to 90,000 tons/year (+50%) in mid-2022. Labor costs, with all workers paid higher than minimum wage, account for 12% of production costs.

Key risks: inflationary pressure on demand and costs, government price control.

Forecasts and valuation

Versite 21 Dec		2020	2024	20225	20225	20245
Year to 31 Dec	Unit	2020	2021	2022F	2023F	2024F
Revenue	(Btmn)	14,495	13,781	16,563	17,435	18,067
EBITDA	(Btmn)	2,379	1,244	2,622	2,724	2,807
Core profit	(Btmn)	1,137	144	1,702	1,865	2,052
Reported profit	(Btmn)	1,352	209	1,723	1,865	2,052
Core EPS	(Bt)	0.91	0.11	1.36	1.49	1.64
DPS	(Bt)	0.20	0.10	0.27	0.30	0.33
P/E, core	(x)	16.8	132.4	11.2	10.2	9.3
EPS growth, core	(%)	(9.5)	(87.3)	1,083.1	9.6	10.0
P/BV, core	(X)	1.3	1.3	1.2	1.1	1.0
ROE	(%)	8.0	1.0	11.0	10.9	11.0
Dividend yield	(%)	1.3	0.7	1.8	2.0	2.2
FCF yield	(X)	2.5	(4.2)	(0.1)	6.1	7.8
EV/EBIT	(x)	20.6	2,221.4	16.9	15.5	14.2
EBIT growth, core	(%)	(21.7)	(99.0)	13,149.8	5.3	3.6
EV/CE	(x)	1.8	1.8	1.7	1.6	1.5
ROCE	(%)	5.6	(2.9)	6.8	6.9	7.0
ev/ebitda	(x)	9.1	18.3	8.7	8.1	7.5
EBITDA growth	(%)	(10.7)	(47.7)	110.7	3.9	3.0
Courses CCBC Investment Decen						

Source: SCBS Investment Research

Stock data

SCBS

Last close (Aug 11) (Bt)	15.20
Target price (Bt)	19.00
Mkt cap (Btbn)	19.06
Mkt cap (US\$mn)	542

Beta	Н
Mkt cap (%) SET	0.10
Sector % SET	0.47
Shares issued (mn)	1,254
Par value (Bt)	1.00
12-m high / low (Bt)	18.7 / 11.3
Avg. daily 6m (US\$mn)	3.20
Foreign limit / actual (%)	49 / 11
Free float (%)	57.9
Dividend policy (%)	≤ 50

2021 Sustainability / ESG Score

Sustainability Index (THSI)	Included
ESG Bloomberg Score	n.a.
Environmental Score	n.a.
Social Score	n.a.
Governance Score	n.a.
Source: Bloomberg Finance L.P.	

Share performance

(%)	1M	3M	12M					
Absolute	(11.1)	2.7	19.7					
Relative to SET	(15.2)	0.3	13.1					
Source: SET. SCBS Investment Research								

Analyst

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ESG Disclosure Score

	2020	2021
ESG Disclosure Score	n.a.	n.a.
Environment	n.a.	n.a.
Total GHG Emissions (thousands of metric tonnes)	n.a.	n.a.
Total Water Use (thousands of cubic meters)	n.a.	n.a.
Hazardous Waste (thousands of metric tonnes)	n.a.	n.a.
Total Waste (thousands of metric tonnes)	n.a.	n.a.
Social	n.a.	n.a.
Number of Employees	n.a.	n.a.
Workforce Accidents	n.a.	n.a.
Lost Time from Accidents	n.a.	n.a.
Fatalities - Contractors	n.a.	n.a.
Fatalities - Employees	n.a.	n.a.
Fatalities - Total	n.a.	n.a.
Community Spending	n.a.	n.a.
Governance	n.a.	n.a.
Size of the Board	9.00	9.00
Indep Directors	3.00	3.00
% Indep Directors	33.33	33.33
Board Duration (Years)	3.00	3.00
# Board Meetings	9.00	9.00
Board Mtg Attendance (%)	98.76	100.00
Source: Bloomberg Finance L.P.		

Disclaimer

Bloomberg ESG Disclosure Scores rate companies on their level of disclosure of ESG data. Bloomberg offers four disclosure scores, for overall ESG, as well as Environmental, Social, and Governance such as energy consumption, board composition, and workforce accidents

Company ESG reporting has evolved since our ESG Disclosure Score was originally created in **2010**. In order to reflect the evolution in corporate reporting, in early **2022** Bloomberg updated its ESG disclosure scores methodology. The methodology changes were implemented for all years of data for all companies in the ESG Coverage universe.

To review the fully transparent methodology, calculate disclosure scores for any company, and compare a company's scores vs its peers, see ESG Disclosure Score Model in Bloomberg

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GFPT PLC

Financial statement

FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024
Total revenue	(Btmn)	16,928	16,647	16,864	14,495	13,781	16,563	17,435	18,06
Cost of goods sold	(Btmn)	(14,151)	(14,186)	(14,443)	(12,361)	(12,708)	(14,013)	(14,750)	(15,285
Gross profit	(Btmn)	2,778	2,461	2,420	2,133	1,073	2,551	2,685	2,78
SG&A	(Btmn)	(1,316)	(1,340)	(1,352)	(1,323)	(1,338)	(1,524)	(1,604)	(1,662
Other income	(Btmn)	318	293	276	243	275	331	349	36
Interest expense	(Btmn)	(74)	(79)	(79)	(91)	(70)	(84)	(84)	(84
Pre-tax profit	(Btmn)	1,705	1,335	1,265	962	(70) (60)	1,274	1,345	1,39
	· ,	-		-					
Corporate tax	(Btmn)	(219)	(252)	(258) 256	(174)	(22)	(159)	(182)	(196
Equity a/c profits	(Btmn)	272	71		355	227	589	704	85
Minority interests	(Btmn)	(10)	(10)	(8)	(5)	(2)	(2)	(2)	(2
Core profit	(Btmn)	1,748	1,144	1,256	1,137	144	1,702	1,865	2,05
Extra-ordinary items	(Btmn)	(86)	(106)	(60)	215	65	21	0	
Net Profit	(Btmn)	1,662	1,038	1,195	1,352	209	1,723	1,865	2,05
EBITDA	(Btmn)	3,004	2,694	2,664	2,379	1,244	2,622	2,724	2,80
Core EPS (Bt)	(Btmn)	1.39	0.91	1.00	0.91	0.11	1.36	1.49	1.6
Net EPS (Bt)	(Bt)	1.33	0.83	0.95	1.08	0.17	1.37	1.49	1.6
DPS (Bt)	(Bt)	0.30	0.25	0.20	0.20	0.10	0.27	0.30	0.3
Balance Sheet									
FY December 31	Unit	2017	2018	2019	2020	2021	2022F	2023F	2024
Total current assets	(Btmn)	5,372	5,770	5,714	5,738	5,753	6,552	7,651	8,97
Total fixed assets	(Btmn)	11,994	12,360	13,107	14,672	15,471	16,863	17,396	17,83
Total assets	(Btmn)	17,366	18,130	18,820	20,410	21,224	23,414	25,047	26,80
Total loans	(Btmn)	3,577	3,440	3,424	3,776	4,676	5,001	5,001	5,00
Total current liabilities	(Btmn)	2,975	2,988	1,937	2,516	4,032	2,782	2,851	3,40
Total long-term liabilities	(Btmn)	2,229	2,415	3,268	3,185	2,507	4,350	4,393	3,92
Total liabilities	(Btmn)	5,205	5,403	5,205	5,700	6,539	7,131	7,244	7,32
Paid-up capital	(Btmn)	1,254	1,254	1,254	1,254	1,254	1,254	1,254	1,25
Total equity	(Btmn)	12,161	12,726	13,615	14,710	14,685	16,283	17,804	19,482
BVPS (Bt)	(Bt)	9.70	10.15	10.86	11.73	11.71	12.99	14.20	15.54
			10110	10.00	11.75				
Cash Flow Statement			10.10	10.00	11.75				
	Unit	2017	2018	2019	2020	2021	2022F	2023F	
Cash Flow Statement FY December 31 Core Profit	Unit (Btmn)			2019					2024
FY December 31 Core Profit	(Btmn)	2017 1,748	2018 1,144	2019 1,256	2020 1,137	2021 144	2022F 1,702	2023F 1,865	2024 2,05
FY December 31 Core Profit Depreciation and amortization	(Btmn) (Btmn)	2017 1,748 1,225	2018 1,144 1,279	2019 1,256 1,320	2020 1,137 1,327	2021 144 1,234	2022F 1,702 1,263	2023F 1,865 1,294	2024 2,05 1,32
FY December 31 Core Profit Depreciation and amortization Operating cash flow	(Btmn) (Btmn) (Btmn)	2017 1,748 1,225 2,456	2018 1,144 1,279 2,478	2019 1,256 1,320 2,014	2020 1,137 1,327 2,550	2021 144 1,234 805	2022F 1,702 1,263 2,634	2023F 1,865 1,294 2,987	2024 2,05 1,32 3,25
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow	(Btmn) (Btmn) (Btmn) (Btmn)	2017 1,748 1,225 2,456 (1,350)	2018 1,144 1,279 2,478 (1,375)	2019 1,256 1,320 2,014 (1,759)	2020 1,137 1,327 2,550 (2,068)	2021 144 1,234 805 (1,607)	2022F 1,702 1,263 2,634 (2,655)	2023F 1,865 1,294 2,987 (1,827)	2024 2,05 1,32 3,25 (1,763
FY December 31 Core Profit Depreciation and amortization Operating cash flow	(Btmn) (Btmn) (Btmn)	2017 1,748 1,225 2,456	2018 1,144 1,279 2,478	2019 1,256 1,320 2,014	2020 1,137 1,327 2,550	2021 144 1,234 805	2022F 1,702 1,263 2,634	2023F 1,865 1,294 2,987	2024 2,05 1,32 3,25
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn)	2017 1,748 1,225 2,456 (1,350) (680)	2018 1,144 1,279 2,478 (1,375) (599)	2019 1,256 1,320 2,014 (1,759) (408)	2020 1,137 1,327 2,550 (2,068) (382)	2021 144 1,234 805 (1,607) 577	2022F 1,702 1,263 2,634 (2,655) 200	2023F 1,865 1,294 2,987 (1,827) (345)	2024 2,05 1,32 3,25 (1,763 (373
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Key Financial Ratios	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn)	2017 1,748 1,225 2,456 (1,350) (680) 425	2018 1,144 1,279 2,478 (1,375) (599) 504	2019 1,256 1,320 2,014 (1,759) (408) (153)	2020 1,137 1,327 2,550 (2,068) (382) 100	2021 144 1,234 805 (1,607) 577 (225)	2022F 1,702 1,263 2,634 (2,655) 200 178	2023F 1,865 1,294 2,987 (1,827) (345) 815	2024 2,05 1,32 3,25 (1,763 (373 1,110
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) Unit	2017 1,748 1,225 2,456 (1,350) (680) 425 2017	2018 1,144 1,279 2,478 (1,375) (599) 504 2018	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019	2020 1,137 1,327 2,550 (2,068) (382) 100 2020	2021 144 1,234 805 (1,607) 577 (225) 2021	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) Unit (%)	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8	2022F 1,702 1,263 2,634 (2,655) 200 178 2002F 15.4	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4	2024/ 2,05: 1,32: 3,25: (1,763 (373 1,110 2024/ 15:
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) Unit (%) (%)	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9)	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) Unit (%) (%) (%)	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6 15.
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (0%) (%) (%)	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2	2024/ 2,05: 1,32: 3,25: (1,763 (373 1,110 2024/ 15: 6 15: 8
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (b) (b) (b) (b) (b) (b) (b) (b) (b) (b	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6 15. 6 15. 8 11.
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (B	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6. 15. 6. 15. 8. 11. 11.
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FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (B	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2 10.4 0.2	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2 6.4 0.2	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5 6.8 0.2	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0 5.8 0.2	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0 0.7 0.3	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0 7.6 0.2	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9 7.7 0.2	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6. 15. 8. 11. 11. 11. 7. 0.
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin Net profit margin ROE ROA Net D/E Interest coverage	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (B	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2 10.4 0.2 40.4	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2 6.4 0.2 34.2	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5 6.8 0.2 33.6	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0 5.8 0.2 26.1	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0 0.7 0.3 17.7	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0 7.6 0.2 31.1	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9 7.7 0.2 32.3	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6. 15. 8. 11. 11. 11. 7. 0. 33.
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBITDA margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (B	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2 10.4 0.2 40.4 1.5	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2 6.4 0.2 34.2 1.5	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5 6.8 0.2 33.6 2.9	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0 5.8 0.2 26.1 1.7	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0 0.7 0.3 17.7 0.4	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0 7.6 0.2 31.1 1.7	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9 7.7 0.2 32.3 1.8	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6. 15. 6. 15. 8. 11. 11. 11. 11. 11. 33. 1.
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBIT margin	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (B	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2 10.4 0.2 40.4	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2 6.4 0.2 34.2	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5 6.8 0.2 33.6	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0 5.8 0.2 26.1	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0 0.7 0.3 17.7	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0 7.6 0.2 31.1	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9 7.7 0.2 32.3	2024(2,05: 1,32: 3,25: (1,763 (373 1,110 2024(15: 6 15: 6 15: 8 11: 11: 11: 11: 11: 11: 11: 11: 11: 1
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Net cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin REBITDA margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Bt	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2 10.4 0.2 40.4 1.5	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2 6.4 0.2 34.2 1.5	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5 6.8 0.2 33.6 2.9	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0 5.8 0.2 26.1 1.7 18.6	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0 0.7 0.3 17.7 0.4 59.9	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0 7.6 0.2 31.1 1.7 20.0	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9 7.7 0.2 32.3 1.8	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6. 15. 8. 11. 11. 11. 11. 11. 11. 11. 11. 20.
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBITDA margin ROE ROA Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio Main Assumptions	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (B	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2 10.4 0.2 40.4 1.5	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2 6.4 0.2 34.2 1.5	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5 6.8 0.2 33.6 2.9 21.0	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0 5.8 0.2 26.1 1.7	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0 0.7 0.3 17.7 0.4	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0 7.6 0.2 31.1 1.7	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9 7.7 0.2 32.3 1.8 20.0	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6. 15. 8. 11. 11. 11. 11. 11. 7. 0. 33. 1. 20.
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin EBITDA margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Bt	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2 10.4 0.2 40.4 1.5 22.6	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2 6.4 0.2 34.2 1.5 30.2	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5 6.8 0.2 33.6 2.9 21.0	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0 5.8 0.2 26.1 1.7 18.6	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0 0.7 0.3 17.7 0.4 59.9	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0 7.6 0.2 31.1 1.7 20.0	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9 7.7 0.2 32.3 1.8 20.0	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6. 15. 8. 11. 11. 11. 7.7 0. 33. 1. 20.
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Net cash flow Met cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin ROF ROA Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio Main Assumptions FY December 31	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (B	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2 10.4 0.2 40.4 1.5 22.6	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2 6.4 0.2 34.2 1.5 30.2 2018	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5 6.8 0.2 33.6 2.9 21.0	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0 5.8 0.2 26.1 1.7 18.6	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0 0.7 0.3 17.7 0.4 59.9 2021	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0 7.6 0.2 31.1 1.7 20.0	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9 7.7 0.2 32.3 1.8 20.0	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6. 15. 8. 11. 11. 7. 0. 33. 1. 20. 2024 3.
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin ROE ROA Net profit margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio Main Assumptions FY December 31 Sales growth	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Btm) (Bt	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2 10.4 0.2 40.4 1.5 22.6 2017 1.4	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2 6.4 0.2 34.2 1.5 30.2 2018 (1.7)	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5 6.8 0.2 33.6 2.9 21.0 2019 1.3	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0 5.8 0.2 26.1 1.7 18.6 2020 (14.0)	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0 0.7 0.3 17.7 0.4 59.9 2021 (4.9)	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0 7.6 0.2 31.1 1.7 20.0 2022F 20.2	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9 7.7 0.2 32.3 1.8 20.0 2023F	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6. 15. 8. 11. 11. 7. 0. 0. 33. 1. 20. 2024 2024 3. 3,33
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin ROE ROA Net profit margin Net profit margin ROE ROA Net D/E Interest coverage Debt service coverage Payout Ratio Main Assumptions FY December 31 Sales growth Feed revenue	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (%) (%) (%) (%) (%) (%) (%) (%) (%) (%	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2 10.4 0.2 40.4 1.5 22.6 2017 1.4 3,380 5,168	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2 6.4 0.2 34.2 1.5 30.2 2018 (1.7) 3,129 5,264	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5 6.8 0.2 33.6 2.9 21.0 2019 1.3 3,172 5,089	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0 5.8 0.2 26.1 1.7 18.6 2020 (14.0) 3,172 4,708	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0 0.7 0.3 17.7 0.4 59.9 2021 (4.9) 3,172 3,827	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0 7.6 0.2 31.1 1.7 20.0 2022F 20.2 3,292 5,021	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9 7.7 0.2 32.3 1.8 20.0 2023F 5.3 3,291 5,122	2024 2,05 1,32 3,25 (1,763 (373 1,110 2024 15. 6. 15. 8. 11. 11. 7. 0. 0. 33. 1. 20. 2024 3. 3,33 5,22
FY December 31 Core Profit Depreciation and amortization Operating cash flow Investing cash flow Financing cash flow Net cash flow Net cash flow Key Financial Ratios FY December 31 Gross margin Operating margin EBITDA margin ROE ROA Net D/E Interest coverage Depoyut Ratio Main Assumptions FY December 31 Sales growth Feed revenue Farm revenue	(Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (Btmn) (%) (%) (%) (%) (%) (%) (%) (%) (%) (%	2017 1,748 1,225 2,456 (1,350) (680) 425 2017 16.4 8.6 17.7 10.5 9.8 15.2 10.4 0.2 40.4 1.5 22.6 2017 1.4 3,380	2018 1,144 1,279 2,478 (1,375) (599) 504 2018 14.8 6.7 16.2 8.5 6.2 9.2 6.4 0.2 34.2 1.5 30.2 2018 (1.7) 3,129	2019 1,256 1,320 2,014 (1,759) (408) (153) 2019 14.4 6.3 15.8 8.0 7.1 9.5 6.8 0.2 33.6 2.9 21.0 2019 1.3 3,172	2020 1,137 1,327 2,550 (2,068) (382) 100 2020 14.7 5.6 16.4 7.3 9.3 8.0 5.8 0.2 26.1 1.7 18.6 2020 (14.0) 3,172	2021 144 1,234 805 (1,607) 577 (225) 2021 7.8 (1.9) 9.0 0.1 1.5 1.0 0.7 0.3 17.7 0.4 59.9 2021 (4.9) 3,172	2022F 1,702 1,263 2,634 (2,655) 200 178 2022F 15.4 6.2 15.8 8.2 10.4 11.0 7.6 0.2 31.1 1.7 20.0 2022F 20.2 3,292	2023F 1,865 1,294 2,987 (1,827) (345) 815 2023F 15.4 6.2 15.6 8.2 10.7 10.9 7.7 0.2 32.3 1.8 20.0 2023F 5.3 3,291	2024(2,05: 1,32: 3,25: (1,763 (373 1,110 2024(15: 6 15: 6 15: 8 11: 11: 11: 11: 11: 11: 11: 11: 11: 1

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Financial statement

Profit and Loss Stater	nent								
FY December 31	Unit	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
Total revenue	(Btmn)	3,620	3,872	3,304	3,706	3,264	3,506	4,009	4,219
Cost of goods sold	(Btmn)	(3,050)	(3,323)	(2,983)	(3,327)	(3,088)	(3,309)	(3,440)	(3,535)
Gross profit	(Btmn)	570	549	321	379	176	197	569	683
SG&A	(Btmn)	(306)	(358)	(343)	(330)	(353)	(311)	(385)	(373)
Other income	(Btmn)	60	43	72	66	72	66	82	88
Interest expense	(Btmn)	(22)	(21)	(19)	(17)	(17)	(17)	(21)	(23)
Pre-tax profit	(Btmn)	301	213	31	97	(122)	(66)	244	376
Corporate tax	(Btmn)	(53)	(6)	(21)	(17)	16	(0)	(31)	(46)
Equity a/c profits	(Btmn)	68	101	32	95	20	80	192	155
Minority interests	(Btmn)	(2)	(0)	(1)	(1)	0	0	(1)	0
Core profit	(Btmn)	315	309	40	175	(85)	14	405	485
Extra-ordinary items	(Btmn)	27	153	20	7	(2)	40	51	(30)
Net Profit	(Btmn)	342	462	61	182	(87)	54	456	455
EBITDA	(Btmn)	657	569	368	419	202	254	586	734
Core EPS (Bt)	(Btmn)	0.25	0.25	0.03	0.14	(0.07)	0.01	0.32	0.39
Net EPS (Bt)	(Bt)	0.27	0.37	0.05	0.14	(0.07)	0.04	0.36	0.36

Balance Sheet

Balance Bridee									
FY December 31	Unit	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
Total current assets	(Btmn)	5,661	5,738	5,843	5,667	5,745	5,753	6,214	6,318
Total fixed assets	(Btmn)	14,305	14,672	14,966	15,074	15,239	15,471	15,710	17,025
Total assets	(Btmn)	19,966	20,410	20,809	20,741	20,984	21,224	21,924	23,343
Total loans	(Btmn)	3,880	3,432	3,838	3,455	4,263	4,676	4,842	4,850
Total current liabilities	(Btmn)	2,371	2,516	2,789	2,712	2,880	4,032	3,554	3,723
Total long-term liabilities	(Btmn)	3,348	3,185	3,248	3,328	3,491	2,507	3,228	3,150
Total liabilities	(Btmn)	5,719	5,700	6,037	6,040	6,371	6,539	6,782	6,872
Paid-up capital	(Btmn)	1,254	1,254	1,254	1,254	1,254	1,254	1,254	1,254
Total equity	(Btmn)	14,247	14,710	14,771	14,701	14,613	14,685	15,141	15,470
BVPS (Bt)	(Bt)	11.36	11.73	11.78	11.72	11.65	11.71	12.07	12.34

Cash Flow Statement

FY December 31	Unit	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
Core Profit	(Btmn)	342	462	61	182	(87)	54	456	455
Depreciation and amortization	(Btmn)	333	335	319	304	308	303	321	336
Operating cash flow	(Btmn)	367	144	600	448	190	(433)	533	675
Investing cash flow	(Btmn)	(580)	(555)	(495)	(331)	(412)	(370)	(259)	(400)
Financing cash flow	(Btmn)	71	(124)	43	(72)	211	395	142	(152)
Net cash flow	(Btmn)	(142)	(535)	148	46	(11)	(407)	416	123

Key Financial Ratios

FY December 31	Unit	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
Gross margin	(%)	15.7	14.2	9.7	10.2	5.4	5.6	14.2	16.2
Operating margin	(%)	7.3	4.9	(0.7)	1.3	(5.4)	(3.3)	4.6	7.4
EBITDA margin	(%)	18.1	14.7	11.1	11.3	6.2	7.3	14.6	17.4
EBIT margin	(%)	8.9	6.0	1.5	3.1	(3.2)	(1.4)	6.6	9.4
Net profit margin	(%)	9.5	11.9	1.8	4.9	(2.7)	1.5	11.4	10.8
ROE	(%)	8.9	8.5	1.1	4.8	(2.3)	0.4	10.9	12.7
ROA	(%)	6.3	6.1	0.8	3.4	(1.6)	0.3	7.5	8.6
Net D/E	(x)	0.2	0.2	0.2	0.1	0.2	0.3	0.2	0.2
Interest coverage	(x)	29.3	27.2	19.7	24.2	12.0	14.6	28.2	32.5
Debt service coverage	(x)	2.0	1.7	1.1	1.9	0.5	0.3	1.0	1.2

Key statistics

FY December 31	Unit	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
Sales growth	('%)	(20.3)	(3.4)	(10.3)	11.6	(9.8)	(9.4)	21.3	13.8
Feed revenue	(Bt mn)	803	735	668	753	856	567	664	716
Farm revenue	(Bt mn)	1,200	1,218	1,075	951	796	1,006	1,085	1,284
Food revenue	(Bt mn)	1,616	1,895	1,556	2,002	1,612	1,939	2,260	2,218
Chicken meat volume	(000 tons)	25.6	28.3	26.4	27.0	24.3	27.2	29.5	25.4
FX	(Bt/US\$1)	31.3	30.6	30.3	31.4	32.9	33.4	33.1	34.4

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Figure 1: Earnings review

P & L (Btmn)	2Q21	3Q21	4Q21	1Q22	2Q22	% Chg YoY	% Chg QoQ	
Total revenue	3,706	3,264	3,506	4,009	4,219	13.8	5.2	
Gross profit	379	176	197	569	683	80.2	20.2	
SG&A expense	(330)	(353)	(311)	(385)	(373)	13.0	(3.1)	
Interest expense	(17)	(17)	(17)	(21)	(23)	30.4	8.5	
Pre-tax profit	97	(122)	(66)	244	376	285.5	53.6	
Corporate tax	(17)	16	(0)	(31)	(46)	177.2	47.5	
Equity a/c profits	95	20	80	192	155	62.8	(19.1)	
EBITDA	419	202	254	586	734	75.1	25.1	
Core profit	175	(85)	14	405	485	176.9	19.9	
Extra. Gain (Loss)	7	(2)	40	51	(30)	(559.8)	(159.5)	
Net Profit	182	(87)	54	456	455	150.1	(0.2)	
EPS	0.14	(0.07)	0.04	0.36	0.36	150.1	(0.2)	
B/S (Btmn)								
Total assets	20,741	20,984	21,224	21,924	23,343	12.5	6.5	
Total liabilities	6,040	6,371	6,539	6,782	6,872	13.8	1.3	
Total equity	14,701	14,613	14,685	15,141	15,470	5.2	2.2	
BVPS (Bt)	11.72	11.65	11.71	12.07	12.34	5.2	2.2	
Financial ratio (%)								
Gross margin	10.2	5.4	5.6	14.2	16.2	6.0	2.0	
EBITDA margin	11.3	6.2	7.3	14.6	17.4	6.1	2.8	
Net profit margin	4.9	(2.7)	1.5	11.4	10.8	5.9	(0.6)	
SG&A expense/Revenue	8.9	10.8	8.9	9.6	8.8	(0.1)	(0.8)	

Source: SCBS Investment Research

Figure 2: Valuation summary (price as of Aug 11, 2022)

	Rating	Price	Target	ETR	P/E (x)		EPS growth (%)		P/BV (x)		ROE (%)			Div. Yield (%)			EV/EBITDA (x)					
		(Bt/Sh)	(Bt/Sh)	(%)	21A	22F	23F	21A	22F	23F	21A	22F	23F	21A	22F	23F	21A	22F	23F	21A	22F	23F
CPF	Outperform	26.50	32.0	23.2	n.m.	22.5	17.8	(100)	12,872	26	0.7	0.7	0.7	0	3	4	2.5	2.5	2.5	13.1	10.3	10.6
GFPT	Outperform	15.20	19.0	26.8	132.4	11.2	10.2	(87)	1,083	10	1.3	1.2	1.1	1	11	11	0.7	1.8	2.0	18.3	8.7	8.1
TU	Neutral	17.40	20.0	20.1	11.3	12.1	12.0	17	(7)	0	1.3	1.3	1.2	13	11	11	5.5	5.2	5.2	9.8	10.2	10.0
Average					71.9	15.3	13.4	(57)	4,650	12	1.1	1.0	1.0	5	8	9	2.9	3.1	3.2	13.7	9.7	9.6

Source: SCBS Investment Research

GFPT PLC



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Companies with Excellent CG Scoring

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Companies with Good CG Scoring

A, AI, AIE, AJ, AMC, APP, AQ, ARIN, AS, AU, B52, BEAUTY, BGT, BH, BIG, BLAND, BM, BROCK, BSBM, BSM, BYD*, CCP, CITY, CMO, CPT, CSR, EKH, EP, FMT, GLOCON*, GSC, HTECH, IHL, INGRS, JAK, JTS, KASET, KK, KWG, LEE, BTNC, CA2, CGD, CMAN, CMR, CRANE, D, EMC, F&D, GIFT, GREEN, GTB, HUMAN, IIG, INOX, JR, JUBILE, KCM, KKC, KYE, LPH, MATI, M-CHAI, MCS, MDX, MJD, MORE, MUD, NC, NDR, NFC, NNCL, NOVA, NPK, NUSA, OCEAN, PAF, PF, PK, PLE, PPM, PRAKIT, PRAPAT, PRECHA, PTL, RCI², RJH, RP, RPH, RSP, SABUY, SF, SGP, SICT, SIMAT, SISB, SK, SMART, SOLAR, SPACK, SPG, SQ, SSP, STARK, STC, SUPER, SVOA, TC, TCCC, THMUI, TNH, TNR, TOPP, TPCH, TPIPL, TPIPP, TPLAS, TPOLY, TQR, TTI, TYCN, UKEM, UMS, UNIQ, UPA, UREKA, VIBHA, W, WIN, WORK, WPH, YGG, ZIGA

Corporate Governance Report

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TIP was voluntarily delisted from the Stock Exchange of Thailand effectively on July 24, 2021

² RCI was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 16, 2021

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N/A

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