# **Betagro**

Betagro Bloomberg Public Company Limited

2Q23: In line with market estimates

2Q23 net loss was in line with market estimates at Bt351mn, down from net



BTG TB

BTG.BK

| 22.60       |
|-------------|
| 25.00       |
| 43.73       |
| 1,236       |
| М           |
| 0.23        |
| 5.25        |
| 1,935       |
| 5.00        |
| 39.8 / 21.3 |
| 2.36        |
| 49 / 27     |
| 32.3        |
| ≥ 30        |
|             |

#### 2022 Sustainability /ESG Score Sustainability Index (THSI) Not Included

#### ESG Bloomberg Rank in the sector ESG Score Rank n.a. Environmental Score Rank n.a. Social Score Rank n.a. Governance Score Rank n.a.

### **ESG** comment

There was the absence of ESG information for BTG provided by Bloomberg

Source: Bloomberg Finance L.P.

| Share performance               |        |       |      |  |  |  |  |  |
|---------------------------------|--------|-------|------|--|--|--|--|--|
| (%)                             | 1M     | 3M    | 12M  |  |  |  |  |  |
| Absolute                        | (13.1) | (7.4) | n.a. |  |  |  |  |  |
| Relative to SET                 | (13.2) | (6.2) | n.a. |  |  |  |  |  |
| Source: SET, InnovestX Research |        |       |      |  |  |  |  |  |

# **Tactical: NEUTRAL**

(3-month)

| profit of Bt1.9bn in 2Q22 and Bt393mn in 1Q23. A continued drop in local swine      | Last close (Aug 15) (Bt)   | 22.60       |
|---|----------------------------|-------------|
| price to below breakeven in 3Q23TD led us to cut our 2023F core earnings to         | Target price (Bt)          | 25.00       |
| Bt207mn from Bt3bn. We expect 3Q23F to fall YoY on a narrower margin, with          | Mkt cap (Btbn)             | 43.73       |
| local livestock prices falling faster than feed costs, and be flat/up QoQ from a    | Mkt cap (US\$mn)           | 1,236       |
| weaker livestock business from currently low product prices amid better other       | Beta                       | М           |
| businesses from seasonality. Maintain NEUTRAL with a new end-2023 TP of             | Mkt cap (%) SET            | 0.23        |
| Bt25 (from Bt28), based on 1.7x PBV methodology.                                    | Sector % SET               | 5.25        |
| 2007 and lane and D1754man tourism for an art world of D140ha in 2002 and           | Shares issued (mn)         | 1,935       |
| 2Q23 net loss was Bt351mn, turning from net profit of Bt1.9bn in 2Q22 and           | Par value (Bt)             | 5.00        |
| Bt393mn in 1Q23. Extra losses were Bt183mn, consisting of Bt100mn advisory fee      | 12-m high / low (Bt)       | 39.8 / 21.3 |
| for business transformation, Bt68mn FX loss, Bt20mn loss on the change in fair      | Avg. daily 6m (US\$mn)     | 2.36        |
| value of biological assets and Bt5mn loss on the disposal of assets. 2Q23 core loss | Foreign limit / actual (%) | 49 / 27     |
| was Bt168mn, turning from core profit of Bt2bn in 2Q22 and Bt500mn in 1Q23, hit     | Free float (%)             | 32.3        |
| by lower local swine prices amid higher feed costs.                                 | Dividend policy (%)        | ≥ 30        |

2023 highlights. Of revenue, 63% came from food & protein, 29% from agro, 6% from international and 2% from pet food. 2Q23 revenue fell 5% YoY, hit by a drop in revenue from food & protein (-13% YoY) from lower local swine prices and pet food (-8% YoY) from lower sales volume off last year's high base. These outpaced a rise in revenue at agro (+15% YoY) and international (+3% YoY) from higher sales volume from new capacity. Gross margin narrowed to 10.5% from 19.6% in 2Q22 as a weaker margin in food & protein and international from lower swine prices amid higher feed costs outpaced a wider margin in agro and pet food from better price adjustment to cover costs and a greater high-margin sales mix.

3Q23TD. Local livestock unit. In 3Q23TD, local swine price is Bt66/kg (-34% YoY and -16% QoQ, vs breakeven for big players at Bt70/kg) and local broiler price is Bt41.5/kg (-10% YoY and -3% QoQ). After prolonged illegal swine imports, BTG believes local swine price has hit bottom in 3Q23TD and expects price to be stable at this level in 3Q23F. BTG expects new pig supply from the alleviation of ASF to come gradually in 2024 to early 2025, expecting local swine supply at 17mn pigs in 2023 from 14.5mn pigs in 2022, returning to 20mn pigs (pre-ASF level) in 2025. Local broiler price has softened in tandem with local swine price. BTG has a positive view on its broiler export sales volume in 2023, notably to the UK, but selling prices are softening from fragile demand and lower freight costs into Europe and Japan. Feed costs. In 3Q23TD, spot corn and imported soybean meal costs are Bt11.7/kg (-4% YoY and -9% QoQ) and Bt21.7/kg (-5% YoY and -6% QoQ) from additional supply from more favorable crop conditions. BTG expects 2H23 actual feed costs to soften HoH, partly alleviating the higher production costs. Capacity expansion target unchanged. In 2023, BTG plans to raise annual pig production to 3.1mn pigs (+15% YoY), egg production to 1,700mn eggs (+11% YoY), processed food and meat production to 154K tons (+13% YoY), and pet food production to 53K tons (+13% YoY) in Thailand and chicken production to 8mn chickens internationally (+300% YoY).

Key risks are inflationary pressure on demand and cost and higher interest rate.

# Forecasts and valuation

| Forecasts and valu | ation  |        |         |         |         |         |
|--------------------|--------|--------|---------|---------|---------|---------|
| Year to 31 Dec     | Unit   | 2021   | 2022    | 2023F   | 2024F   | 2025F   |
| Revenue            | (Btmn) | 85,424 | 112,626 | 110,748 | 118,856 | 128,763 |
| EBITDA             | (Btmn) | 5,436  | 14,018  | 823     | 1,464   | 2,208   |
| Core profit        | (Btmn) | 811    | 7,582   | 207     | 685     | 1,269   |
| Reported profit    | (Btmn) | 1,011  | 7,938   | (83)    | 685     | 1,269   |
| Core EPS           | (Bt)   | 1.23   | 4.83    | 0.11    | 0.35    | 0.66    |
| DPS                | (Bt)   | 10.23  | 4.82    | 0.03    | 0.11    | 0.20    |
| P/E, core          | (x)    | 18.4   | 4.7     | 210.8   | 63.8    | 34.5    |
| EPS growth, core   | (%)    | (68.2) | 292.5   | (97.8)  | 230.3   | 85.2    |
| P/BV, core         | (x)    | 1.0    | 1.2     | 1.6     | 1.6     | 1.5     |
| ROE                | (%)    | 5.0    | 34.3    | 0.7     | 2.5     | 4.5     |
| Dividend yield     | (%)    | 45.3   | 21.3    | 0.1     | 0.5     | 0.9     |
| FV/FRITDA          | (x)    | 8.2    | 3.8     | 83.6    | 48.4    | 32.2    |

Source: InnovestX Research

# Analyst

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# Our view on ESG

In 2022, BTG had positive development on providing more targets on environmental issues, but still lacks commitment on social issues. We view its management and governance as satisfactory, reflecting management's expertise and experience in the business, diversity in the board of directors and transparency with stakeholders.

# **ESG Disclosure Score**

| Bloomberg ESG Score | n.a. |
|---------------------|------|
| Rank in Sector      | n.a. |

# Environmental Issue (E)

- BTG targets to reduce greenhouse gas emissions (scope 1&2) from 2022 at least 20% by 2030 and reach net zero by 2050.
- In 2026, BTG aims to drive towards energy reduction per production unit by 5% compared with 2022 and it is in the process of increasing the use of renewable energy such as converting fossil fuels to biomass and increasing the efficiency of biogas systems. In 2022, it could reduce the use of electricity and heat by over 30mn megajoules.
- In 2025, BTG targets to reduce the occurrence of waste per product weight by 5% compared with 2022 and increase the portion of waste utilization to more than 96%.
- BTG targets 100% Eco-Friendly Packaging (Reusable, Recyclable and Compostable) by 2030.
- BTG plans to reduce water use per product unit by 20% by 2030 compared with 2020 and increase water reuse and recycle by 10% of the total water withdrawal within 2025.
- BTG had positive development on providing more comprehensive targets on environmental issues.

# Governance Issue (G)

- BTG is committed to conducting its business in accordance with good corporate governance principles, management excellence, moral, transparency and accountability without corruption.
- In 2022, BTG had audit committee, risk management committee, nomination and remuneration committee, and corporate governance and sustainable development committee.
- BTG participated in Thailand's Private Sector Collective Action Coalition Against Corruption program (Thai CAC), with Thai CAC declaration in 2023.
- In 2022, BTG's board of directors consists of 11 directors. Of this, 8 are non-executive directors (73% of the entire board), 5 are independent directors (45% of the entire board) and 5 are female (45% of the entire board).
- We view BTG's management and governance as satisfactory, reflecting management's expertise and experience in the business, diversity for board of directors and transparency with stakeholders.

|  | CG Rating 0-5 | DJSI | SETTHSI | THSI |  |  |  |
|--|---------------|------|---------|------|--|--|--|
| BTG  | -             | No   | No      | No   |  |  |  |
| Source: Thai Institute of Directors (IOD), SET |               |      |         |      |  |  |  |

### Social Issue (S)

- BTG ensures the quality and safety of products by using quality control process throughout the food production chain in line with international food safety standards. S-Pure is the world's first brand to receive a Raised Without Antibiotics certification from NSF International
- It has established labor standards in accordance with Thailand's labor laws and international human rights.
- It supports activities to promote social equality and reduce inequality as well as uplift the quality of life and sustainable cohabitation such as community reforestation project, conservation and development of Khung Bang Kachao area project, Saitarn Foundation, and Its Holistic Area Based Community Development (HAB) covering 10,000 households in 33 provinces in Thailand.
- We view that BTG has mentioned its policy but not yet provided long-term commitment on social issues.

| ESG Disclosure Score           |      |
|--------------------------------|------|
|                                | 2022 |
| ESG Disclosure Score           | n.a. |
| Environment                    | n.a. |
| Social                         | n.a. |
|                                |      |
| Governance                     | n.a. |
| 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. 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.



# Financial statement

| Drofit | and | 000 | Statement |  |
|--------|-----|-----|-----------|--|
|        |     |     |           |  |

| FY December 31       | Unit   | 2018     | 2019     | 2020     | 2021     | 2022     | 2023F    | 2024F     | 2025F     |
|----------------------|--------|----------|----------|----------|----------|----------|----------|-----------|-----------|
| Revenue from sales   | (Btmn) | 82,954   | 74,232   | 80,102   | 85,424   | 112,626  | 110,748  | 118,856   | 128,763   |
| Cost of sales        | (Btmn) | (77,509) | (63,960) | (66,927) | (74,260) | (90,894) | (98,344) | (105,247) | (113,698) |
| Gross profit         | (Btmn) | 5,445    | 10,272   | 13,175   | 11,164   | 21,731   | 12,404   | 13,609    | 15,065    |
| SG&A                 | (Btmn) | (9,424)  | (9,713)  | (10,460) | (10,914) | (12,594) | (12,216) | (12,827)  | (13,596)  |
| Other income         | (Btmn) | 558      | 365      | 465      | 1,121    | 637      | 635      | 682       | 739       |
| Interest expense     | (Btmn) | (480)    | (571)    | (513)    | (577)    | (619)    | (598)    | (653)     | (680)     |
| Pre-tax profit       | (Btmn) | (3,900)  | 353      | 2,667    | 793      | 9,156    | 225      | 811       | 1,528     |
| Corporate tax        | (Btmn) | (51)     | 233      | (382)    | (208)    | (1,445)  | (45)     | (162)     | (306)     |
| Equity a/c profits   | (Btmn) | 135      | 89       | 14       | 54       | 37       | 55       | 66        | 79        |
| Minority interests   | (Btmn) | 72       | 24       | 20       | 172      | (167)    | (28)     | (30)      | (32)      |
| Core profit          | (Btmn) | (3,744)  | 700      | 2,319    | 811      | 7,582    | 207      | 685       | 1,269     |
| Extra-ordinary items | (Btmn) | 453      | 592      | 42       | 199      | 356      | (290)    | 0         | 0         |
| Net Profit           | (Btmn) | (3,290)  | 1,292    | 2,361    | 1,011    | 7,938    | (83)     | 685       | 1,269     |
| EBITDA               | (Btmn) | (555)    | 4,344    | 7,085    | 5,436    | 14,018   | 823      | 1,464     | 2,208     |
| Core EPS (Bt)        | (Btmn) | (11.44)  | 1.17     | 3.86     | 1.23     | 4.83     | 0.11     | 0.35      | 0.66      |
| Net EPS (Bt)         | (Bt)   | (10.05)  | 2.15     | 3.93     | 1.53     | 5.05     | (0.04)   | 0.35      | 0.66      |
| DPS (Bt)             | (Bt)   | 0.00     | 1.00     | 2.25     | 10.23    | 4.82     | 0.03     | 0.11      | 0.20      |

Balance Sheet (Btmn)

| ,                           |        |        |        |        |        |        |        |        |        |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY December 31              | Unit   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023F  | 2024F  | 2025F  |
| Total current assets        | (Btmn) | 24,445 | 20,882 | 23,210 | 28,457 | 36,781 | 38,022 | 36,682 | 37,405 |
| Total fixed assets          | (Btmn) | 26,993 | 26,639 | 27,133 | 29,018 | 28,453 | 28,843 | 29,757 | 29,062 |
| Total assets                | (Btmn) | 51,438 | 47,522 | 50,342 | 57,475 | 65,234 | 66,865 | 66,440 | 66,467 |
| Total loans                 | (Btmn) | 25,825 | 23,370 | 21,368 | 30,043 | 23,106 | 26,590 | 24,590 | 22,390 |
| Total current liabilities   | (Btmn) | 22,824 | 19,927 | 18,111 | 28,558 | 25,636 | 26,558 | 27,503 | 27,014 |
| Total long-term liabilities | (Btmn) | 14,316 | 12,202 | 15,084 | 13,395 | 10,934 | 13,296 | 11,302 | 10,755 |
| Total liabilities           | (Btmn) | 37,140 | 32,129 | 33,196 | 41,953 | 36,570 | 39,854 | 38,805 | 37,769 |
| Paid-up capital             | (Btmn) | 3,000  | 3,000  | 3,000  | 7,500  | 9,674  | 9,674  | 9,674  | 9,674  |
| Total equity                | (Btmn) | 14,299 | 15,393 | 17,146 | 15,522 | 28,664 | 27,011 | 27,634 | 28,698 |
| BVPS (Bt)                   | (Bt)   | 43.69  | 25.65  | 28.58  | 23.52  | 18.25  | 13.96  | 14.28  | 14.83  |

Cash Flow Statement (Btmn)

| FY December 31                | Unit   | 2018    | 2019    | 2020    | 2021    | 2022    | 2023F   | 2024F   | 2025F   |
|-------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| Core Profit                   | (Btmn) | (3,744) | 700     | 2,319   | 811     | 7,582   | 207     | 685     | 1,269   |
| Depreciation and amortization | (Btmn) | 2,866   | 3,420   | 3,905   | 4,066   | 4,243   | 4,696   | 5,166   | 5,682   |
| Operating cash flow           | (Btmn) | (3,903) | 5,450   | 5,719   | (1,587) | 10,735  | (1,782) | 3,711   | 4,392   |
| Investing cash flow           | (Btmn) | (5,246) | (2,390) | (225)   | (1,177) | (2,004) | (4,633) | (5,610) | (4,471) |
| Financing cash flow           | (Btmn) | 9,050   | (3,032) | (5,388) | 2,702   | (3,332) | 1,913   | (2,062) | (2,406) |
| Net cash flow                 | (Btmn) | (99)    | 28      | 106     | (61)    | 5,399   | (4,502) | (3,961) | (2,485) |

**Key Financial Ratios** 

| FY December 31        | Unit | 2018   | 2019 | 2020 | 2021  | 2022  | 2023F | 2024F | 2025F |
|-----------------------|------|--------|------|------|-------|-------|-------|-------|-------|
| Gross margin          | (%)  | 6.6    | 13.8 | 16.4 | 13.1  | 19.3  | 11.2  | 11.5  | 11.7  |
| Operating margin      | (%)  | (4.8)  | 0.8  | 3.4  | 0.3   | 8.1   | 0.2   | 0.7   | 1.1   |
| EBITDA margin         | (%)  | (0.7)  | 5.9  | 8.8  | 6.4   | 12.4  | 0.7   | 1.2   | 1.7   |
| EBIT margin           | (%)  | (4.1)  | 1.2  | 4.0  | 1.6   | 8.7   | 0.7   | 1.2   | 1.7   |
| Net profit margin     | (%)  | (4.0)  | 1.7  | 2.9  | 1.2   | 7.0   | (0.1) | 0.6   | 1.0   |
| ROE                   | (%)  | (52.4) | 4.7  | 14.3 | 5.0   | 34.3  | 0.7   | 2.5   | 4.5   |
| ROA                   | (%)  | (14.6) | 1.4  | 4.7  | 1.5   | 12.4  | 0.3   | 1.0   | 1.9   |
| Net D/E               | (x)  | 1.8    | 1.5  | 1.2  | 1.9   | 0.6   | 0.9   | 1.0   | 1.0   |
| Interest coverage     | (x)  | (1.2)  | 7.6  | 13.8 | 9.4   | 22.6  | 1.4   | 2.2   | 3.2   |
| Debt service coverage | (x)  | (0.0)  | 0.3  | 0.7  | 0.3   | 0.9   | 0.0   | 0.1   | 0.1   |
| Payout ratio          | (%)  | 0.0    | 46.4 | 57.2 | 668.0 | 156.7 | 30.0  | 30.0  | 30.0  |

**Main Assumptions** 

| FY December 31                | Unit    | 2018 | 2019   | 2020   | 2021   | 2022   | 2023F  | 2024F  | 2025F  |
|-------------------------------|---------|------|--------|--------|--------|--------|--------|--------|--------|
| Sales growth                  | (%)     | n.a. | (10.5) | 7.9    | 6.6    | 31.8   | (1.7)  | 7.3    | 8.3    |
| Agro business sales           | (Bt mn) | n.a. | 19,814 | 21,794 | 24,795 | 28,403 | 32,967 | 35,316 | 37,746 |
| Food & protein business sales | (Bt mn) | n.a. | 50,638 | 53,418 | 54,171 | 75,758 | 68,577 | 72,491 | 78,166 |
| International business sales  | (Bt mn) | n.a. | 2,717  | 3,636  | 4,881  | 6,236  | 6,813  | 8,339  | 9,782  |
| Pet business sales            | (Bt mn) | n.a. | 908    | 1,150  | 1,491  | 2,211  | 2,391  | 2,709  | 3,070  |
| FX                            | Bt/US\$ | n.a. | 31.0   | 31.3   | 32.0   | 35.1   | 35.0   | 35.0   | 35.0   |

Wed, Aug 16, 2023



# Financial statement

| Profit | and | Loss | Statement |
|--------|-----|------|-----------|
|        |     |      |           |

| FY December 31             | Unit   | 3Q21     | 4Q21     | 1Q22     | 2Q22     | 3Q22     | 4Q22     | 1Q23     | 2Q23     |
|----------------------------|--------|----------|----------|----------|----------|----------|----------|----------|----------|
| Total revenue              | (Btmn) | 19,671   | 23,098   | 25,312   | 27,973   | 29,492   | 29,850   | 27,736   | 26,491   |
| Cost of sales and services | (Btmn) | (17,772) | (20,517) | (20,771) | (22,498) | (23,233) | (24,393) | (24,219) | (23,714) |
| Gross profit               | (Btmn) | 1,899    | 2,581    | 4,541    | 5,474    | 6,259    | 5,457    | 3,517    | 2,777    |
| SG&A                       | (Btmn) | (3,120)  | (2,487)  | (2,895)  | (3,008)  | (3,376)  | (3,315)  | (2,855)  | (2,969)  |
| Other income               | (Btmn) | 166      | 721      | 160      | 133      | 147      | 198      | 171      | 154      |
| Interest expense           | (Btmn) | (133)    | (176)    | (150)    | (152)    | (151)    | (165)    | (146)    | (148)    |
| Pre-tax profit             | (Btmn) | (1,187)  | 638      | 1,656    | 2,448    | 2,877    | 2,175    | 687      | (186)    |
| Corporate tax              | (Btmn) | (19)     | 65       | (258)    | (373)    | (466)    | (346)    | (196)    | 18       |
| Equity a/c profits         | (Btmn) | (41)     | 75       | 4        | (5)      | 23       | 15       | 17       | 10       |
| Minority interests         | (Btmn) | 162      | (21)     | 3        | (57)     | (104)    | (9)      | (8)      | (9)      |
| Core profit                | (Btmn) | (1,087)  | 758      | 1,405    | 2,013    | 2,329    | 1,835    | 500      | (168)    |
| Extra-ordinary items       | (Btmn) | (5)      | 145      | 565      | (144)    | (27)     | (39)     | (107)    | (183)    |
| Net Profit                 | (Btmn) | (1,092)  | 903      | 1,970    | 1,869    | 2,303    | 1,796    | 393      | (351)    |
| EBITDA                     | (Btmn) | (44)     | 1,970    | 2,870    | 3,589    | 4,103    | 3,457    | 1,918    | 1,074    |
| Core EPS (Bt)              | (Btmn) | (1.81)   | 1.14     | 0.94     | 1.34     | 1.55     | 1.03     | 0.26     | (0.09)   |
| Net EPS (Bt)               | (Bt)   | (1.82)   | 1.35     | 1.31     | 1.25     | 1.54     | 1.01     | 0.20     | (0.18)   |

# Balance Sheet (Btmn)

| FY December 31              | Unit   | 3Q21 | 4Q21   | 1Q22   | 2Q22   | 3Q22   | 4Q22   | 1Q23   | 2Q23   |
|-----------------------------|--------|------|--------|--------|--------|--------|--------|--------|--------|
| Total current assets        | (Btmn) | n.a. | 28,457 | 28,297 | 29,019 | 31,312 | 36,781 | 30,613 | 29,984 |
| Total fixed assets          | (Btmn) | n.a. | 29,018 | 28,937 | 29,131 | 28,741 | 28,453 | 28,500 | 29,166 |
| Total assets                | (Btmn) | n.a. | 57,475 | 57,234 | 58,150 | 60,053 | 65,234 | 59,112 | 59,150 |
| Total loans                 | (Btmn) | n.a. | 30,590 | 27,881 | 27,001 | 27,244 | 23,106 | 18,419 | 20,523 |
| Total current liabilities   | (Btmn) | n.a. | 28,558 | 28,238 | 27,579 | 38,989 | 25,636 | 19,151 | 21,232 |
| Total long-term liabilities | (Btmn) | n.a. | 13,395 | 11,518 | 11,812 | 11,036 | 10,934 | 10,905 | 11,120 |
| Total liabilities           | (Btmn) | n.a. | 41,953 | 39,756 | 39,391 | 50,025 | 36,570 | 30,056 | 32,352 |
| Paid-up capital             | (Btmn) | n.a. | 7,500  | 7,500  | 7,500  | 7,500  | 9,674  | 9,674  | 9,674  |
| Total equity                | (Btmn) | n.a. | 15,522 | 17,478 | 18,759 | 10,028 | 28,664 | 29,056 | 26,798 |
| BVPS (Bt)                   | (Bt)   | n.a. | 23.24  | 11.65  | 12.51  | 6.69   | 16.07  | 15.02  | 13.85  |

# Cash Flow Statement (Btmn)

| cash flow statement (Billin)  |        |         |       |         |         |       |       |         |       |
|-------------------------------|--------|---------|-------|---------|---------|-------|-------|---------|-------|
| FY December 31                | Unit   | 3Q21    | 4Q21  | 1Q22    | 2Q22    | 3Q22  | 4Q22  | 1Q23    | 2Q23  |
| Core Profit                   | (Btmn) | (700)   | (328) | 2,163   | 3,418   | 4,342 | 4,164 | 2,335   | 332   |
| Depreciation and amortization | (Btmn) | 1,010   | 1,155 | 1,064   | 989     | 1,074 | 1,117 | 1,084   | 1,112 |
| Operating cash flow           | (Btmn) | (1,718) | (964) | 4,006   | 2,044   | 2,103 | 2,581 | 2,086   | 590   |
| Investing cash flow           | (Btmn) | (588)   | 360   | (246)   | (512)   | (638) | (608) | (676)   | (959) |
| Financing cash flow           | (Btmn) | 1,883   | 621   | (3,059) | (2,241) | (748) | 2,717 | (5,534) | (329) |
| Net cash flow                 | (Btmn) | (423)   | 17    | 701     | (709)   | 717   | 4,690 | (4,125) | (698) |

# **Key Financial Ratios**

| FY December 31        | Unit | 3Q21  | 4Q21 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23  |
|-----------------------|------|-------|------|------|------|------|------|------|-------|
| Gross margin          | (%)  | 9.7   | 11.2 | 17.9 | 19.6 | 21.2 | 18.3 | 12.7 | 10.5  |
| Operating margin      | (%)  | (6.2) | 0.4  | 6.5  | 8.8  | 9.8  | 7.2  | 2.4  | (0.7) |
| EBITDA margin         | (%)  | (0.2) | 8.5  | 11.3 | 12.8 | 13.9 | 11.6 | 6.9  | 4.1   |
| EBIT margin           | (%)  | (5.4) | 3.5  | 7.1  | 9.3  | 10.3 | 7.8  | 3.0  | (0.1) |
| Net profit margin     | (%)  | (5.5) | 3.9  | 7.8  | 6.7  | 7.8  | 6.0  | 1.4  | (1.3) |
| ROE                   | (%)  | n.a.  | n.a. | 34.1 | 44.4 | 64.7 | 37.9 | 6.9  | (2.4) |
| ROA                   | (%)  | n.a.  | n.a. | 9.8  | 14.0 | 15.8 | 11.7 | 3.2  | (1.1) |
| Net D/E               | (x)  | n.a.  | n.a. | 1.5  | 1.4  | 2.6  | 0.6  | 0.6  | 0.7   |
| Interest coverage     | (x)  | n.a.  | n.a. | 19.1 | 23.6 | 27.1 | 20.9 | 13.1 | 7.2   |
| Debt service coverage | (x)  | n.a.  | n.a. | 0.6  | 0.7  | 0.9  | 0.7  | 0.5  | 0.4   |

# Main Assumptions

| FY December 31                | Unit    | 3Q21   | 4Q21   | 1Q22   | 2Q22   | 3Q22   | 4Q22   | 1Q23   | 2Q23   |
|-------------------------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|
| Sales growth                  | (%)     | n.a.   | n.a.   | 19.1   | 30.7   | 49.9   | 29.2   | 9.6    | (5.3). |
| Agro business sales           | (Bt mn) | 6,185  | 6,107  | 6,292  | 6,807  | 7,482  | 7,822  | 7,957  | 7,799  |
| Food & protein business sales | (Bt mn) | 11,795 | 15,166 | 17,290 | 19,159 | 19,618 | 19,691 | 17,793 | 16,690 |
| International business sales  | (Bt mn) | 1,297  | 1,347  | 1,281  | 1,489  | 1,741  | 1,725  | 1,443  | 1,527  |
| Pet business sales            | (Bt mn) | 380    | 449    | 432    | 518    | 650    | 611    | 542    | 475    |
| FX                            | Bt/US\$ | 32.9   | 33.4   | 33.1   | 34.4   | 36.4   | 36.4   | 33.9   | 34.5   |



Figure 1: Earnings review

| rigule i. Editilings review | 2000    | 7000    | 1000    | 4007    | 0007    | 04.61   | 0/ 01   |
|-----------------------------|---------|---------|---------|---------|---------|---------|---------|
| P & L (Btmn)                | 2Q22    | 3Q22    | 4Q22    | 1Q23    | 2Q23    | % Chg   | % Chg   |
|                             |         |         |         |         |         | YoY     | QoQ     |
| Total revenue               | 27,938  | 29,454  | 29,807  | 27,694  | 26,445  | (5.3)   | (4.5)   |
| Gross profit                | 5,474   | 6,259   | 5,457   | 3,517   | 2,777   | (49.3)  | (21.0)  |
| SG&A expense                | (3,008) | (3,376) | (3,315) | (2,855) | (2,969) | (1.3)   | 4.0     |
| Net other income/expense    | 133     | 147     | 198     | 171     | 154     | 16.0    | (10.1)  |
| Interest expense            | (152)   | (151)   | (165)   | (146)   | (148)   | (2.5)   | 1.6     |
| Pre-tax profit              | 2,448   | 2,877   | 2,175   | 687     | (186)   | (107.6) | (127.1) |
| Corporate tax               | (373)   | (466)   | (346)   | (196)   | 18      | (104.8) | (109.1) |
| EBITDA                      | 3,589   | 4,103   | 3,457   | 1,918   | 1,074   | (70.1)  | (44.0)  |
| Core profit                 | 2,013   | 2,329   | 1,835   | 500     | (168)   | n.a.    | n.a.    |
| Extra. Gain (Loss)          | (144)   | (27)    | (39)    | (107)   | (183)   | 26.9    | 70.2    |
| Net Profit                  | 1,869   | 2,303   | 1,796   | 393     | (351)   | n.a.    | n.a.    |
| EPS                         | 1.25    | 1.54    | 1.01    | 0.20    | (0.18)  | n.a.    | n.a.    |
| B/S (Btmn)                  |         |         |         |         |         |         |         |
| Total assets                | 58,150  | 60,053  | 65,234  | 59,112  | 59,150  | 1.7     | 0.1     |
| Total liabilities           | 39,391  | 50,025  | 36,570  | 30,056  | 32,352  | (17.9)  | 7.6     |
| Total equity                | 18,759  | 10,028  | 28,664  | 29,056  | 26,798  | 42.9    | (7.8)   |
| BVPS (Bt)                   | 12.5    | 6.7     | 16.1    | 15.0    | 13.8    | 10.7    | (7.8)   |
| Financial ratio (%)         |         |         |         |         |         |         |         |
| Gross margin                | 19.6    | 21.2    | 18.3    | 12.7    | 10.5    | (9.1)   | (2.2)   |
| EBITDA margin               | 12.8    | 13.9    | 11.6    | 6.9     | 4.1     | (8.8)   | (2.9)   |
| Net profit margin           | 6.7     | 7.8     | 6.0     | 1.4     | -1.3    | (8.0)   | (2.7)   |
| SG&A expense/Revenue        | 10.8    | 11.5    | 11.1    | 10.3    | 11.2    | 0.5     | 0.9     |

Source: InnovestX Research

Figure 2: Key statistics

|                           | 2Q22   | 3Q22   | 4Q22   | 1Q23   | 2Q23   | % Chg  | % Chg  |
|---------------------------|--------|--------|--------|--------|--------|--------|--------|
|                           |        |        |        |        |        | YoY    | QoQ    |
| Revenue breakdown (Bt mn) |        |        |        |        |        |        |        |
| Agro business             | 6,807  | 7,482  | 7,822  | 7,957  | 7,799  | 14.6   | (2.0)  |
| Food & protein business   | 19,159 | 19,618 | 19,691 | 17,793 | 16,690 | (12.9) | (6.2)  |
| International business    | 1,489  | 1,741  | 1,725  | 1,443  | 1,527  | 2.5    | 5.8    |
| Pet business              | 518    | 650    | 611    | 542    | 475    | (8.3)  | (12.4) |
| Total revenue             | 27,972 | 29,491 | 29,849 | 27,735 | 26,491 | (5.3)  | (4.5)  |
| GPM (%)                   |        |        |        |        |        |        |        |
| Agro business             | 10.6   | n.a.   | n.a.   | 10.7   | 12.8   | 2.2    | 2.1    |
| Food & protein business   | 23.4   | n.a.   | n.a.   | 14.2   | 9.2    | (14.2) | (5.0)  |
| International business    | 10.5   | n.a.   | n.a.   | 1.0    | 7.8    | (2.7)  | 6.8    |
| Pet business              | 23.4   | n.a.   | n.a.   | 24.0   | 25.8   | 2.4    | 1.8    |
| Total GPM                 | 19.6   | 21.2   | 18.3   | 12.7   | 10.5   | (9.1)  | (2.2)  |

Source: InnovestX Research

Figure 3: Valuation summary (price as of Aug 15, 2023)

|        |         |         |         |      | · \1 |            |        |                |      |          |     |     |        |     |        |       |     |               |      |      |      |
|--------|---------|---------|---------|------|------|------------|--------|----------------|------|----------|-----|-----|--------|-----|--------|-------|-----|---------------|------|------|------|
|        | Rating  | Price   | Target  | ETR  | F    | P/E (x)    | EPS gi | EPS growth (%) |      | P/BV (x) |     | RC  | DE (%) | )   | Div. ` | Yield | (%) | EV/EBITDA (x) |      | (x)  |      |
|        |         | (Bt/Sh) | (Bt/Sh) | (%)  | 22A  | 23F 24F    | 22A    | 23F            | 24F  | 22A      | 23F | 24F | 22A    | 23F | 24F    | 22A   | 23F | 24F           | 22A  | 23F  | 24F  |
| BTG    | Neutral | 22.60   | 25.0    | 10.8 | 4.7  | 210.8 63.8 | 293    | (98)           | 230  | 1.2      | 1.6 | 1.6 | 34     | 1   | 3      | 21.3  | 0.1 | 0.5           | 2.8  | 58.0 | 33.9 |
| CPF    | Neutral | 19.50   | 23.0    | 17.9 | 15.1 | n.m.446.0  | 14,094 | n.m.           | n.m. | 0.5      | 0.5 | 0.5 | 4      | (3) | 0      | 3.8   | 0.0 | 0.5           | 10.1 | 13.7 | 12.7 |
| GFPT   | Neutral | 10.90   | 13.0    | 21.2 | 6.7  | 11.2 10.2  | 1,324  | (41)           | 10   | 0.8      | 8.0 | 0.7 | 13     | 7   | 7      | 1.8   | 1.9 | 2.0           | 5.9  | 7.4  | 6.9  |
| TU     | Neutral | 13.40   | 15.0    | 17.5 | 9.1  | 14.0 13.5  | (5)    | (35)           | 4    | 0.7      | 0.7 | 0.7 | 9      | 5   | 5      | 6.3   | 5.5 | 5.5           | 7.7  | 9.0  | 8.5  |
| Averag | е       |         |         |      | 8.9  | 78.7133.4  | 3,926  | (58)           | 81   | 0.8      | 0.9 | 0.9 | 15     | 3   | 4      | 8.3   | 1.9 | 2.1           | 6.6  | 22.0 | 15.5 |

Source: InnovestX Research



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# Corporate Governance Report

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\* บริษัทหรือกรรมการหรือผู้บริหารของบริษัทที่มีช่าวด้านการกำกับดูแลกิจการ เช่น การกร:ทำผิดเกี่ยวกับหลักทรัพย์ การกุจริต คอร์รัปซัน เป็นต้น ซึ่งการใช้ข้อมูล CGR กวรตร:หนักถึงข่าวดังกล่าวประกอบด้วย

# Anti-corruption Progress Indicator Certified (ได้รับการรับรอง)

2S, 7UP, ADVANC, AF, AI, AIE, AIRA, AJ, AKP, AMA, AMANAH, AMATAV, AP, APCS, AS, ASIAN, ASK, ASP, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBL, BCH, BCP, BCPG, BE8, BEC, BEYOND, BGC, BGRIM, BKI, BLA, BPP, BROOK, BRR, BSBM, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COM7, COTTO, CPALL, CPAXT, CPF, CPI, CPL, CPN, CRC, CSC, DCC, DELTA, DEMCO, DIMET, DRT, DUSIT, EA, EASTW, ECF, ECL, EGCO, EP, EPG, ERW, ESTAR, ETC, ETE, FNS, FPI, FPT, FSMART, FSS, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GPI, GPSC, GSTEEL, GULF, GUNKUL, HANA, HARN, HEALTH, HENG, HMPRO, HTC, ICC, ICHI, IFS, III, ILINK, ILM, INET, INOX, INSURE, INTUCH, IRC, IRPC, ITEL, IVL, JKN, JR, K, KASET, KBANK, KBS, KCAR, KCE, KGI, KKP, KSL, KTB, KTC, KWI, L&E, LANNA, LHFG, LHK, LPN, LRH, M, MAJOR, MALEE, MATCH, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NCAP, NEP, NKI, NOBLE, NOK, NRF, NWR, OCC, OGC, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPPM, PPS, PR9, PREB, PRG, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, PTECH, PTG, PTTGP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RABBIT, RATCH, RML, RS, RWI, S&J, SAAM, SABINA, SAK, SAPPE, SAT, SC, SCB, SCC, SCCC, SCG, SCGP, SCM, SCN, SEAOIL, SE-ED, SELIC, SENA, SGP, SINGER, SIRI, SITHAI, SKR, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, STGT, STOWER, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASCO, TCAP, TCMC, TFG, TFI, TFMAMA, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, TKT, TMD, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOP, TOPP, TPA, TPCS, TPP, TRT, TRU, TRUE, TSC, TSI, TSTE, TSTH, TTA, TTB, TTCL, TU, TURTLE, TVDH, TVO, TWPC, UBE, UBIS, UEC, UKEM, UOBKH, UPF, UV, VCOM, VGI, VIH, WACOAL, WHA, WHAUP, WICE, WIIK, XO, YUASA, ZEN, ZIGA

# Declared (ประกาศเจตนารมณ์)

AAI, AH, ASW, BBGI, CBG, CI, CPW, CV, DMT, DOHOME, EKH, EVER, FLOYD, GLOBAL, GREEN, ICN, ITC, J, JAS, JMART, JMT, JTS, LEO, LH, MEGA, MENA, MODERN, NER, OR, OSP, OTO, PRIME, PRTR, RBF, RT, SA, SANKO, SFLEX, SIS, SUPER, SVOA, SVT, TEGH, TGE, TIPH, TKN, TMI, TPLAS, VARO, W, WIN, WPH

# N/A

24CS, 3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACE, ACG, ADB, ADD, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALL, ALLA, ALPHAX, ALT, ALUCON, AMARC, AMARIN, AMC, AMR, ANAN, AOT, APCO, APEX, APP, APURE, AQUA, ARIN, ARIP, ARROW, ASAP, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCT, AURA, B52, BA, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BIZ, BJC, BJCHI, BKD, BLAND, BLC, BLESS, BLISS, BM, BOL, BR, BRI, BROCK, BSM, BTG, BTNC, BTW, BUI, BVG, BYD, CAZ, CCET, CCP, CEYE, CGD, CH, CHARAN, CHASE, CHAYO, CHG, CHIC, CHO, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COLOR, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CSP, CSR, CSS, CTW, CWT, D, DCON, DDD, DEXON, DHOUSE, DITTO, DOD, DPAINT, DTCENT, DTCI, DV8, EASON, EE, EFORL, EMC, ESSO, F&D, FANCY, FE, FMT, FN, FORTH, FTI, FVC, GABLE, GENCO, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GSC, GTB, GTV, GYT, HFT, HL, HPT, HTECH, HUMAN, HYDRO, I2, IFEC, IHL, IIG, IMH, IND, INGRS, INSET, IP, IRCP, IT, ITD, ITNS, ITTHI, JAK, JCK, JCKH, JCT, JDF, JSP, JUBILE, KAMART, KC, KCC, KCG, KCM, KDH, KEX, KGEN, KIAT, KISS, KJL, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWM, KYE, LALIN, LDC, LEE, LIT, LOXLEY, LPH, LST, MACO, MANRIN, MASTER, MATI, MAX, M-CHAI, MCS, MDX, MEB, METCO, MGC, MGT, MICRO, MIDA, MITSIB, MJD, MK, ML, MORE, MOSHI, MPIC, MYP, NATION, NC, NCH, NCL, NDR, NETBAY, NEW, NEWS, NEX, NFC, NNCL, NOVA, NPK, NSL, NTSC, NTV, NUSA, NV, NYT, OHTL, OISHI, ONEE, PACC, PACO, PAF, PCC, PEACE, PERM, PF, PHG, PICO, PIN, PJW, PLE, PLT, PLUS, PMTA, POLAR, POLAY, POMPUI, PORT, POST, PPM, PQS, PRAKIT, PRAPAT, PRECHA, PRI, PRIN, PRO, PROBD, PROUD, PSG, PTC, PTL, RAM, RCL, READY, RICHY, RJH, ROCK, ROH, ROJNA, RP, RPC, RPH, RSP, S, S11, SABUY, SAF, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMTEL, SAUCE, SAWAD, SAWANG, SBNEXT, SCAP, SCI, SCP, SDC, SE, SEAFCO, SECURE, SENX, SFT, SGC, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SISB, SJWD, SK, SKE, SKN, SKY, SLM, SLP, SM, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPVI, SQ, SR, SSC, SSS, STANLY, STARK, STC, STEC, STECH, STHAI, STI,

# Explanations

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of April 17, 2023) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.