

Betagro

Betagro
Public Company Limited

BTG

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Preview 4Q23F: Losses to continue

We expect a 4Q23F core loss of Bt606mn, a plunge from core profit of Bt1.7bn in 4Q22 on a fall in local livestock prices but improved from the core loss of Bt736mn in 3Q23 on lower feed costs. With lower feed costs plus slow revival in local livestock product prices QoQ in 1Q24TD, we expect BTG to continue in the red at core level in 1Q24F, with a narrower loss QoQ but down from net profit in 1Q23. We maintain our 3-month tactical rating at NEUTRAL with a mid-2024 TP of Bt24, based on 1.75x PBV.

Expect 4Q23F net loss of Bt606mn, vs 4Q22 net profit of Bt1.8bn and 3Q23 net loss of Bt784mn. As the core level, we do not expect extra items in the quarter, giving a 4Q23F core loss of Bt606mn, down from core profit of Bt1.7bn in 4Q22 but better than the core loss of Bt736mn in 3Q23. The YoY drop reflects lower local livestock prices and the QoQ growth is from slightly lower feed costs. Given the 2023F net loss, we do not expect a dividend. It will post results on Feb 27.

4Q23F highlights. Sales are expected to be Bt27bn, down 9% YoY from lower livestock prices (particularly a drop of 35% YoY and 3% QoQ in local swine prices to Bt66/kg) but up 1% QoQ on higher sales volume. Gross margin is estimated at 9%, halved from 18.4% in 4Q22 from the drop in local livestock prices but up from 8.2% in 3Q23 from slightly lower feed costs. BTG keeps 3-4 months of feed inventory on average, and local spot corn and imported soybean meal prices were Bt11.7/kg (-4% YoY, -9% QoQ) and Bt21.2/kg (-7% YoY, -8% QoQ) in 3Q23. SG&A/sales are estimated at 10.9%, better than 11.9% in 4Q22 and close to 10.7% in 3Q23, backed by cost controls. Interest expenses are estimated at Bt185mn, +12% YoY and +9% QoQ on a rise in average cost of funds.

1Q24 to date. Local livestock prices. Local swine price is Bt69-70/kg (-22% YoY, +5% QoQ) with broiler price at Bt39/kg (-3% YoY, +3% QoQ). BTG expects these to improve gradually on firmer demand ahead of Chinese New Year in early Feb, with better supply adjustment from more control over illegal swine meat imports amid high local swine supply post ASF alleviation. Feed costs. Local corn cost is Bt10.1/kg, -23% YoY, -3% QoQ, from better crop conditions; cost of imported soybean meal is Bt22.8/kg, -3% YoY, +4% QoQ, with new concern on planting weather in South America. With feed costs at new levels, BTG estimates breakeven cost at the gross profit level for big players at Bt65/kg for the swine business and Bt39/kg for broilers. Key factors to monitor. First, the Red Sea conflict, which impact has been limited thus far, may lead to higher freight costs for European routes if prolonged. BTG plans to negotiate with its customers in Europe (3-4% of sales) to switch pricing to FOB from CIF to alleviate the impact of freight price. Second, swine price in Cambodia slipped to KHR7,500/kg (-8% YoY and -13% QoQ) in 4Q23, in part due to the illegal imports of swine meat similar to Thailand's problem earlier. If prolonged, this might further affect its operations in Cambodia (4% of sales).

Key risks are lower demand and prices from fragile economies and more supply, and higher feed costs. Key ESG risks are energy, waste & water management, sustainable products (E), health & safety policies on customers/laborers (S).

Forecasts and valuation

Year to 31 Dec	Unit	2021	2022	2023F	2024F	2025F
Revenue	(Btmn)	85,424	112,626	108,549	120,017	129,927
EBITDA	(Btmn)	5,436	14,018	(676)	1,370	2,337
Core profit	(Btmn)	811	7,582	(1,009)	607	1,380
Reported profit	(Btmn)	1,011	7,938	(1,347)	607	1,380
Core EPS	(Bt)	1.23	4.83	(0.52)	0.31	0.71
DPS	(Bt)	10.23	4.82	0.00	0.09	0.21
P/E, core	(x)	17.6	4.5	n.m.	69.2	30.4
EPS growth, core	(%)	(68.2)	292.5	n.m.	n.m.	127.5
P/BV, core	(x)	0.9	1.2	1.6	1.6	1.5
ROE	(%)	5.0	34.3	(3.7)	2.3	5.1
Dividend yield	(%)	47.1	22.2	0.0	0.4	1.0
EV/EBITDA	(x)	8.1	3.7	(100.7)	51.6	30.3

Source: InnovestX Research

Tactical: NEUTRAL

(3-month)

Stock data

Last close (Jan 26) (Bt)	21.70
Target price (Bt)	24.00
Mkt cap (Btbn)	41.99
Mkt cap (US\$mn)	1,180

Beta	M
Mkt cap (%) SET	0.25
Sector % SET	5.49
Shares issued (mn)	1,935
Par value (Bt)	5.00
12-m high / low (Bt)	34.3 / 20
Avg. daily 6m (US\$mn)	1.29
Foreign limit / actual (%)	49 / 27
Free float (%)	32.3
Dividend policy (%)	≥ 30

Share performance

(%)	1M	3M	12M
Absolute	(10.0)	5.3	(35.2)
Relative to SET	(7.2)	6.9	(20.4)

2023 Sustainability /2022 ESG Score

SET ESG Ratings	n.a.
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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.

Source: SET, InnovestX Research

ESG comment

Bloomberg provides no ESG information for BTG.

Source: Bloomberg Finance L.P.

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Value proposition

Betagro PCL (BTG) is a leading integrated agro-industrial and food company in Thailand. It produces and sells animal feed, animal health products, livestock, swine, and poultry products, eggs, related processed food and pet food, distributes farm equipment and engages in related research and development.

Of total revenue from sales in 2022, 25% came from the agro business, 67% from the food and protein business (30% from consumer food, 11% from exports, 8% from non-packaged meat products, 13% from co- and byproducts and other food and 6% from livestock), 6% from international business and 2% from the pet business.

Its owned distribution channels include Betagro branches and Betagro shops nationwide for B2B customers, with Betagro Deli and hygienic meat shops operated by other parties for B2C customers. As of Dec 31, 2022, it had 96 Betagro branches, 211 Betagro shops, 29 Betagro Delis and 836 hygienic meat shops in Thailand. It had 9 Betagro shops in Cambodia and Laos.

It distributes products under well-known brands, "BETAGRO" and "S-Pure" for fresh and processed meat and food products, "ITOHAM" for premium quality sausage products, "BETAGRO", "Balance" and "MASTER" for animal feed products, "Better Pharma" and "Nexgen" for pet pharmaceutical products and dietary supplements and "Perfecta", "DOG n joy", and "CAT n joy" for pet food products.

Business outlook

In 2024F, we expect core operations to improve YoY, with a cautious view on the livestock business in 1H24F, improving in 2H24F. We expect livestock prices to edge up in the near term, with higher demand from Chinese New Year in early Feb with concerns on overly high supply, particularly in 1H24, from the unknown amount of earlier illegal swine imports and upcoming new supply from medium/big players after the alleviation of ASF (expected to peak in mid-2024, with local swine supply rising to 20mn pigs [equivalent to pre-ASF level] from 17mn pigs in 2023 and 14.5mn pigs in 2022). As a substitute product amid moderate export demand in response to fragile economies, local broiler prices will move in tandem with swine prices. Even factoring in potentially lower feed cost in 1Q24F (lagging spot price by 3-4 months), we expect local product prices to move up further from current levels to turn its core earnings back into the black, especially for the swine business.

In 2021-26F, BTG plans to increase capacity as follows: 1) raise annual feed production by 10% CAGR to 5.5mn tons in the agro unit; 2) raise annual pig, chicken and egg production by 3-14% CAGR to 4.8mn pigs, 270mn chickens and 1,700mn eggs, respectively, and annual processed food and meat production by 10% CAGR to 223K tons in the food and protein unit; 3) raise annual pet food production by 4% CAGR to 56K tons in the pet food unit; 4) expand capacity in Cambodia, Laos, and Myanmar, raising annual feed production by 19% CAGR to 504K tons and annual pig and chicken production to 1.3mn pigs and 24.7mn chickens in the international unit.

Bullish views	Bearish views
1. Higher local swine and broiler prices from better economic activities and more tourists	1. Prolonged low prices, with high swine supply from illegal meat imported earlier and new supply from alleviation of ASF and weak purchasing power from a fragile economy
2. Feed costs to soften from better weather expected for the next crop	2. Feed costs to stay high from tight global supply from the war (Russia & Ukraine are major wheat & corn exporters)

Key catalysts

Factor	Event	Impact	Comment
4Q23F earnings	Narrower product price and cost gap YoY	Earnings down YoY but up slightly QoQ	We expect a 4Q23F core loss of Bt606bn, a plunge from core profit of Bt1.7bn in 4Q22 on lower local livestock prices but slightly better than the core loss of Bt736mn in 3Q23 from lower feed costs.
1Q24F earnings	Lower feedstock costs amid slow revival in local livestock prices QoQ	Earnings down YoY but up QoQ	With lower feed costs amid slow revival in local livestock product prices QoQ in 1Q24TD, we expect BTG to continue in the red at the core level in 1Q24F, with a narrower loss QoQ but turning from net profit in 1Q23.

Sensitivity Analysis

Factor	Earnings impact	TP impact
Change in THB1/US\$	1%	Bt0.5/sh.

Our view on ESG

We view that BTG had positive developments on key environmental issues in 2022, showing its long-term commitment to energy, waste & water management and sustainable products. However, it still lags peers on key social issues, does not provide concrete long-term targets and actual performance on product quality management, health & safety policies for customers and laborers. On the governance issue, we view that BTG is in an above-average position compared to peers on board diversity and independence. Key ESG risks are energy, waste & water management, sustainable products with quality management, health & safety policies for customers and laborers.

ESG Disclosure Score

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

CG Rating	DJSI	SETESG	SET ESG Ratings
BTG	4	No	No

Source: Thai Institute of Directors (IOD), SET

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.
- We view that BTG had positive development on providing more comprehensive targets on energy, waste & water management, sustainable products in 2022.

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 is in lagging peers on social issue, without providing concrete long-term targets and progress on product quality management, health & safety policies on customers and laborers.

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 that BTG is in the above average position compared to peers on board diversity and independence.

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

Profit and Loss 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	108,549	120,017	129,927
Cost of sales	(Btmn)	(77,509)	(63,960)	(66,927)	(74,260)	(90,894)	(97,607)	(106,899)	(115,401)
Gross profit	(Btmn)	5,445	10,272	13,175	11,164	21,731	10,942	13,118	14,526
SG&A	(Btmn)	(9,424)	(9,713)	(10,460)	(10,914)	(12,594)	(12,241)	(12,437)	(12,934)
Other income	(Btmn)	558	365	465	1,121	637	623	689	745
Interest expense	(Btmn)	(480)	(571)	(513)	(577)	(619)	(641)	(682)	(701)
Pre-tax profit	(Btmn)	(3,900)	353	2,667	793	9,156	(1,317)	688	1,636
Corporate tax	(Btmn)	(51)	233	(382)	(208)	(1,445)	263	(138)	(327)
Equity a/c profits	(Btmn)	135	89	14	54	37	77	92	111
Minority interests	(Btmn)	72	24	20	172	(167)	(33)	(36)	(39)
Core profit	(Btmn)	(3,744)	700	2,319	811	7,582	(1,009)	607	1,380
Extra-ordinary items	(Btmn)	453	592	42	199	356	(338)	0	0
Net Profit	(Btmn)	(3,290)	1,292	2,361	1,011	7,938	(1,347)	607	1,380
EBITDA	(Btmn)	(555)	4,344	7,085	5,436	14,018	(676)	1,370	2,337
Core EPS (Bt)	(Btmn)	(11.44)	1.17	3.86	1.23	4.83	(0.52)	0.31	0.71
Net EPS (Bt)	(Bt)	(10.05)	2.15	3.93	1.53	5.05	(0.70)	0.31	0.71
DPS (Bt)	(Bt)	0.00	1.00	2.25	10.23	4.82	0.00	0.09	0.21

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	36,574	35,581	36,442
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	65,417	65,339	65,504
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	26,431	27,653	27,168
Total long-term liabilities	(Btmn)	14,316	12,202	15,084	13,395	10,934	13,239	11,332	10,784
Total liabilities	(Btmn)	37,140	32,129	33,196	41,953	36,570	39,670	38,985	37,952
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	25,746	26,353	27,552
BVPS (Bt)	(Bt)	43.69	25.65	28.58	23.52	18.25	13.31	13.62	14.24

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	(1,009)	607	1,380
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	(2,735)	2,999	4,496
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	(2,000)	(2,382)
Net cash flow	(Btmn)	(99)	28	106	(61)	5,399	(5,455)	(4,611)	(2,356)

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	10.1	10.9	11.2
Operating margin	(%)	(4.8)	0.8	3.4	0.3	8.1	(1.2)	0.6	1.2
EBITDA margin	(%)	(0.7)	5.9	8.8	6.4	12.4	(0.6)	1.1	1.8
EBIT margin	(%)	(4.1)	1.2	4.0	1.6	8.7	(0.6)	1.1	1.8
Net profit margin	(%)	(4.0)	1.7	2.9	1.2	7.0	(1.2)	0.5	1.1
ROE	(%)	(52.4)	4.7	14.3	5.0	34.3	(3.7)	2.3	5.1
ROA	(%)	(14.6)	1.4	4.7	1.5	12.4	(1.5)	0.9	2.1
Net D/E	(x)	1.8	1.5	1.2	1.9	0.6	1.0	1.1	1.0
Interest coverage	(x)	(1.2)	7.6	13.8	9.4	22.6	(1.1)	2.0	3.3
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	0.0	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	(3.6)	10.6	8.3
Agro business sales	(Bt mn)	n.a.	19,814	21,794	24,795	28,403	32,243	34,980	37,387
Food & protein business sales	(Bt mn)	n.a.	50,638	53,418	54,171	75,758	67,102	73,743	79,401
International business sales	(Bt mn)	n.a.	2,717	3,636	4,881	6,236	6,813	8,584	10,069
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

Financial statement

Profit and Loss Statement

FY December 31	Unit	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Total revenue	(Btmn)	23,098	25,312	27,973	29,492	29,850	27,736	26,491	27,047
Cost of sales and services	(Btmn)	(20,517)	(20,593)	(22,485)	(23,445)	(24,371)	(24,219)	(23,714)	(24,836)
Gross profit	(Btmn)	2,581	4,719	5,488	6,046	5,478	3,517	2,777	2,211
SG&A	(Btmn)	(2,487)	(2,895)	(3,021)	(3,114)	(3,564)	(2,855)	(2,969)	(2,902)
Other income	(Btmn)	721	160	133	96	248	171	154	121
Interest expense	(Btmn)	(176)	(150)	(152)	(151)	(165)	(146)	(148)	(170)
Pre-tax profit	(Btmn)	638	1,834	2,448	2,877	1,997	687	(186)	(740)
Corporate tax	(Btmn)	65	(258)	(373)	(466)	(346)	(196)	18	(23)
Equity a/c profits	(Btmn)	75	4	(5)	23	15	17	10	36
Minority interests	(Btmn)	(21)	3	(57)	(104)	(9)	(8)	(9)	(9)
Core profit	(Btmn)	758	1,583	2,013	2,329	1,657	500	(168)	(736)
Extra-ordinary items	(Btmn)	145	387	(144)	(27)	139	(107)	(183)	(48)
Net Profit	(Btmn)	903	1,970	1,869	2,303	1,796	393	(351)	(784)
EBITDA	(Btmn)	1,970	3,048	3,589	4,103	3,279	1,918	1,074	581
Core EPS (Bt)	(Btmn)	1.14	1.06	1.34	1.55	0.93	0.26	(0.09)	(0.38)
Net EPS (Bt)	(Bt)	1.35	1.31	1.25	1.54	1.01	0.20	(0.18)	(0.41)

Balance Sheet (Btmn)

FY December 31	Unit	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Total current assets	(Btmn)	28,457	28,297	29,019	31,312	36,781	30,613	29,984	31,575
Total fixed assets	(Btmn)	29,018	28,937	29,131	28,741	28,453	28,500	29,166	30,208
Total assets	(Btmn)	57,475	57,234	58,150	60,053	65,234	59,112	59,150	61,783
Total loans	(Btmn)	30,590	27,881	27,001	27,244	23,106	18,419	20,523	22,974
Total current liabilities	(Btmn)	28,558	28,238	27,579	38,989	25,636	19,151	21,232	23,532
Total long-term liabilities	(Btmn)	13,395	11,518	11,812	11,036	10,934	10,905	11,120	12,220
Total liabilities	(Btmn)	41,953	39,756	39,391	50,025	36,570	30,056	32,352	35,752
Paid-up capital	(Btmn)	7,500	7,500	7,500	7,500	9,674	9,674	9,674	9,674
Total equity	(Btmn)	15,522	17,478	18,759	10,028	28,664	29,056	26,798	26,032
BVPS (Bt)	(Bt)	23.24	11.65	12.51	6.69	16.07	15.02	13.85	13.45

Cash Flow Statement (Btmn)

FY December 31	Unit	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Core Profit	(Btmn)	(328)	2,341	3,596	4,342	3,986	2,157	332	(904)
Depreciation and amortization	(Btmn)	1,155	1,064	989	1,074	1,117	1,084	1,112	1,152
Operating cash flow	(Btmn)	(964)	4,006	2,044	2,103	2,581	2,086	590	(25)
Investing cash flow	(Btmn)	360	(246)	(512)	(638)	(608)	(676)	(959)	(1,300)
Financing cash flow	(Btmn)	621	(3,059)	(2,241)	(748)	2,717	(5,534)	(329)	1,883
Net cash flow	(Btmn)	17	701	(709)	717	4,690	(4,125)	(698)	559

Key Financial Ratios

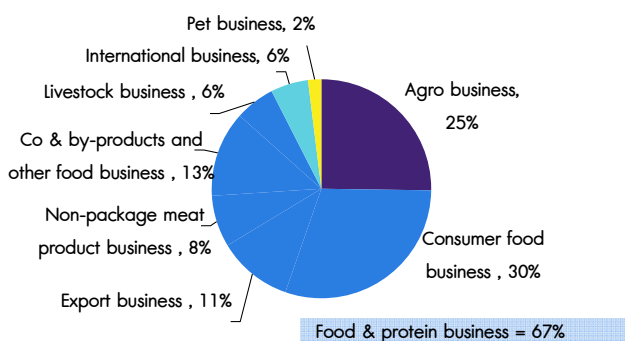
FY December 31	Unit	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Gross margin	(%)	11.2	18.6	19.6	20.5	18.4	12.7	10.5	8.2
Operating margin	(%)	0.4	7.2	8.8	9.9	6.4	2.4	(0.7)	(2.6)
EBITDA margin	(%)	8.5	12.0	12.8	13.9	11.0	6.9	4.1	2.1
EBIT margin	(%)	3.5	7.8	9.3	10.3	7.2	3.0	(0.1)	(2.1)
Net profit margin	(%)	3.9	7.8	6.7	7.8	6.0	1.4	(1.3)	(2.9)
ROE	(%)	n.a.	38.4	44.4	64.7	34.3	6.9	(2.4)	(11.1)
ROA	(%)	n.a.	11.0	14.0	15.8	10.6	3.2	(1.1)	(4.9)
Net D/E	(x)	n.a.	1.5	1.4	2.6	0.6	0.6	0.7	0.8
Interest coverage	(x)	n.a.	20.3	23.6	27.1	19.9	13.1	7.2	3.4
Debt service coverage	(x)	n.a.	0.6	0.7	0.9	0.7	0.5	0.4	0.2

Main Assumptions

FY December 31	Unit	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Sales growth	(%)	n.a.	19.1	30.7	49.9	29.2	9.6	(5.3)	(8.3)
Agro business sales	(Bt mn)	6,107	6,292	6,807	7,482	7,822	7,957	7,799	8,171
Food & protein business sales	(Bt mn)	15,166	17,290	19,159	19,618	19,691	17,793	16,690	16,875
International business sales	(Bt mn)	1,347	1,281	1,489	1,741	1,725	1,443	1,527	1,465
Pet business sales	(Bt mn)	449	432	518	650	611	542	475	536
FX	Bt/US\$	33.4	33.1	34.4	36.4	36.4	33.9	34.5	35.2

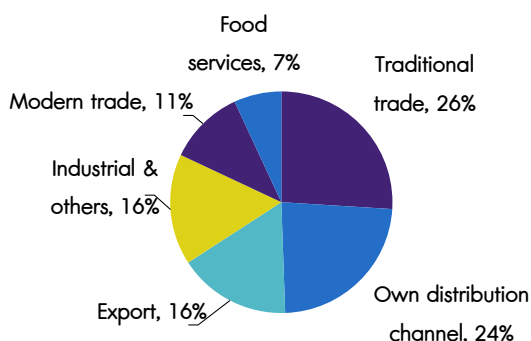
Appendix

Figure 1: Revenue breakdown by business in 2022



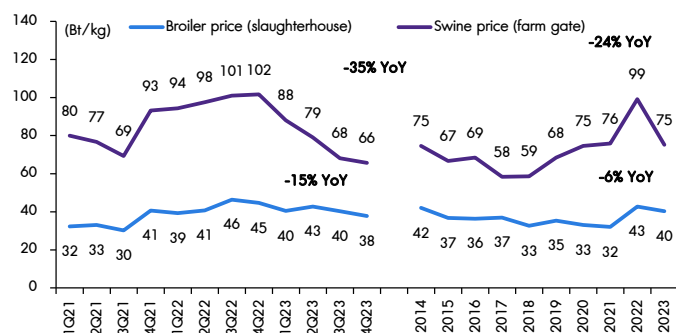
Source: Company data and InnovestX Research

Figure 2: Food and protein revenue breakdown by distribution channels in 2022



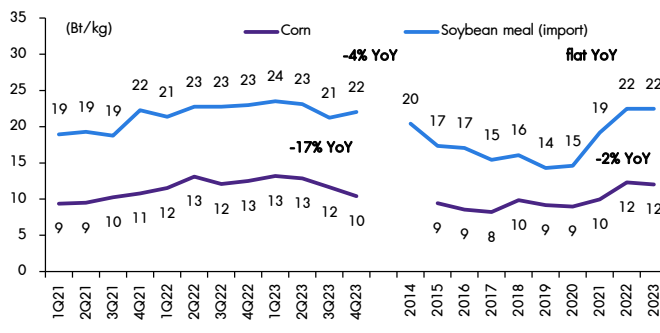
Source: Company data and InnovestX Research

Figure 3: Local swine and broiler prices



Source: Company data and InnovestX Research

Figure 4: Feedstock prices



Source: Company data and InnovestX Research

Figure 5: BTG's physical footprint extends across 4 countries as of Dec 31, 2022



Source: Company data

Figure 6: Valuation summary (price as of Jan 26, 2024)

	Rating	Price (Bt/Sh)	Target (Bt/Sh)	ETR (%)	P/E (x)			EPS growth (%)			P/BV (x)			ROE (%)			Div. Yield (%)			EV/EBITDA (x)		
					22A	23F	24F	22A	23F	24F	22A	23F	24F	22A	23F	24F	22A	23F	24F	22A	23F	24F
BTG	Neutral	21.70	24.0	10.6	4.5	n.m.	69.2	293	n.m.	n.m.	1.2	1.6	1.6	34	(4)	2	22.2	0.0	0.4	2.8	(70.7)	36.8
CPF	Neutral	18.30	22.0	20.2	14.2	n.m.	299.8	14,094	n.m.	n.m.	0.5	0.5	0.5	4	(5)	0	4.1	0.0	0.3	9.9	15.9	12.4
GFPT	Neutral	11.10	13.5	23.5	6.8	11.2	10.3	1,324	(39)	9	0.8	0.8	0.7	13	7	7	1.8	1.9	1.9	5.9	7.4	6.8
TU	Outperform	15.20	17.5	17.1	10.4	15.2	13.1	(5)	(32)	16	0.8	1.0	0.9	9	6	8	5.5	2.0	4.6	8.3	8.9	8.2
Average					9.0	13.2	98.1	3,926	(36)	13	0.8	1.0	0.9	15	1	4	8.4	1.0	1.8	6.7	(9.6)	16.1

Source: InnovestX Research

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