

Betagro

Betagro
Public Company Limited

BTG

Bloomberg BTG TB
Reuters BTG.BK

innovest^x
A Subsidiary of SCBX Group

Acquires Singapore's #1 egg operator

BTG announced a subsidiary's acquisition of Eggriculture, Singapore's largest fully integrated egg operator, for Bt2.1bn (based on BTG's 75% stake in the subsidiary). Behind the purchase is the effort to expand and diversify its business in countries and businesses where growth is high and offer synergy via more high-value-added sales in Singapore and improving production efficiency. The transaction is expected to be completed in 1Q25. We are positive on this deal: the price is attractive (10x core PE FY2024) and it will add to BTG's earnings (+6% to 2025F core earnings, not yet including synergy and not yet factored into our forecast). We maintain Outperform with a mid-2025 TP of Bt28, based on 2x PBV (LT ROE at 15%, cost of equity of 8.7% and LT growth of 2.5%).

Acquires an egg operator in Singapore. On Aug 15, BTG's board of directors approved the purchase by Botargo Foods Singapore Pte. Ltd (BTG's 75% owned subsidiary) of all shares in Eggriculture Foods Limited ("Eggriculture", engaging in the production and sale of fresh eggs and processed egg products in Singapore) and then delist Eggriculture from the Hong Kong Stock Exchange. The transaction cost, based on BTG's holding of 75% in Eggriculture, is Bt2.1bn. Funds will be sourced entirely via loans from financial institutions (average cost of funds of 3% p.a.). It is currently engaged in a tender offer for the stock on the Hong Kong Stock Exchange, with the entire transaction expected to be completed within 1Q25.

Rationale for the investment. 1) To diversify and expand in international markets with high potential, notably in Singapore, where sales are now 1% of total sales and have been growing in double digits for the past few years. 2) To get in on what it sees as an attractive egg market, as Singapore is a premium consumer market and its government places high priority on food security with targeted local egg production of at least 30% of total consumption. 3) Eggriculture has a strong market position as Singapore's largest fully integrated egg operator (20% market share in FY2024) with a full domestic supply chain and distribution network across modern trade (30%) and HoReCa (70%), with local egg production capacity of 900,000 eggs/day (80-90% utilization rate) and importing up to 600,000 eggs/day from Malaysia and Turkey. 4) Potential business synergy from raising the sale of high-value-added products in Singapore via its extensive distribution channels and improving production efficiency via sharing of know-how in the egg business.

Our view. In FY2024 (April 2023–March 2024), Eggriculture had revenue of Bt2.9bn, with core profit (excluding one-off gain from change in biological assets) of Bt263mn and net profit of Bt519mn. Its 3-year CAGR in revenue and core profit were 27% and 32%. Valuation-wise, we see the acquisition price as attractive, based on 10x core PE in FY2024. Earnings-wise, we estimate this will add -Bt150mn/year to BTG's core earnings (+6% to our 2025F) after the consolidation of this business and deducting the interest expense (after tax) from funding this purchase. We have not yet included business synergy nor have we yet factored this in our forecast. Post transaction, we expect net IBD/E to rise to 0.7x from 0.6x at end-2025, but still be manageable.

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	2022	2023	2024F	2025F	2026F
Revenue	(Btmn)	112,626	108,638	111,360	116,490	122,287
EBITDA	(Btmn)	14,196	(18)	3,543	3,777	4,084
Core profit	(Btmn)	7,760	(1,080)	2,086	2,495	2,858
Reported profit	(Btmn)	7,938	(1,398)	2,086	2,495	2,858
Core EPS	(Bt)	4.94	(0.56)	1.08	1.29	1.48
DPS	(Bt)	4.82	0.25	0.32	0.39	0.44
P/E, core	(x)	4.7	n.m.	21.6	18.1	15.8
EPS growth, core	(%)	301.7	n.m.	n.m.	19.6	14.5
P/BV, core	(x)	1.3	1.8	1.7	1.6	1.5
ROE	(%)	35.1	(4.0)	8.0	9.0	9.6
Dividend yield	(%)	20.7	1.1	1.4	1.7	1.9
EV/EBITDA	(x)	3.8	n.m.	18.5	16.7	14.7

Source: InnovestX Research

Tactical: OUTPERFORM (3-month)

Stock data

Last close (Aug 16) (Bt)	23.30
Target price (Bt)	28.00
Mkt cap (Btbn)	45.08
Mkt cap (US\$m)	1,294

Beta	M
Mkt cap (%) SET	0.28
Sector % SET	5.96
Shares issued (mn)	1,935
Par value (Bt)	5.00
12-m high / low (Bt)	26 / 20
Avg. daily 6m (US\$m)	1.16
Foreign limit / actual (%)	49 / 27
Free float (%)	32.6
Dividend policy (%)	≥ 30

Share performance

(%)	1M	3M	12M
Absolute	(2.5)	(2.1)	1.3
Relative to SET	(1.3)	3.9	18.9

Source: SET, InnovestX Research

2023 Sustainability/ 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.

Analyst

Sirima Dissara, CFA
Fundamental Investment
Analyst on Securities
(66-2) 949-1004
sirima.dissara@scb.co.th

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.

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, 2023, it had 100 Betagro branches, 232 Betagro shops, 30 Betagro Delis and 1,070 hygienic meat shops in Thailand. It had 10 Betagro shops in Cambodia and Laos. It also exports to more than 20 countries. 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.

Of total revenue from sales in 2023, 30% came from agrobusiness, 63% from the food and protein business (29% from consumer food, 11% from exports, 7% from non-packaged meat products, 11% from co- and byproducts and other food and 5% from livestock), 5% from international business and 2% from the pet business.

Business outlook

BTG targets 2024F sales growth of 5-10% (price increase of 1-2% and volume increase of 4-7% from capacity expansion), gross margin at 13-15% (vs 10% in 2023) from lower feed costs, higher product prices and more high-margin products, and SG&A/sales at 10-11% (vs 10.5% in 2023).

In 2021-26F, its capacity increase plans are 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 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 management of smuggled swine meat and a planned supply reduction arranged by the Pig Board of Thailand, together with better broiler export	1. Prolonged low prices, with high swine supply from meat smuggled across borders earlier and new supply from alleviation of ASF and weak purchasing power from a fragile economy
2. Feed costs to stay low from the forecast of good global crop conditions for the next crop	2. Feed costs to edge up as the change from El Nino to La Nina conditions in 2H24F might affect some planting areas

Key catalysts

Factor	Event	Impact	Comment
3Q24F earnings	Better broiler and swine prices, lower feedstock costs YoY	Earnings up YoY and QoQ	We expect 3Q24F core earnings to grow QoQ on seasonality and turn up from a loss in 3Q23, supported by a one-year high in local livestock prices in 3Q24TD amid relatively low feed costs (down YoY but flat QoQ).
Earnings upside from the acquisition	Acquisition of Eggriculture, Singapore's largest fully integrated egg operator, in 1Q25	Earnings up	We estimate this purchase will add ~Bt150mn/year (+6% to our 2025F earnings) after consolidation and deducting interest expense (after tax) from funding the purchase. We have not yet included business synergy from more high-value-added sales in Singapore and more production efficiency, nor have we put it in our forecast.

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

	2023
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	2019	2020	2021	2022	2023	2024F	2025F	2026F
Revenue from sales	(Btmn)	74,232	80,102	85,424	112,626	108,638	111,360	116,490	122,287
Cost of sales	(Btmn)	(63,960)	(66,927)	(74,260)	(91,280)	(97,800)	(96,576)	(100,908)	(105,808)
Gross profit	(Btmn)	10,272	13,175	11,164	21,345	10,838	14,784	15,582	16,479
SG&A	(Btmn)	(9,713)	(10,460)	(10,914)	(11,832)	(11,349)	(11,746)	(12,333)	(12,950)
Other income	(Btmn)	365	465	1,121	439	493	505	528	554
Interest expense	(Btmn)	(571)	(513)	(577)	(619)	(673)	(808)	(790)	(660)
Pre-tax profit	(Btmn)	353	2,667	793	9,334	(691)	2,735	2,986	3,424
Corporate tax	(Btmn)	233	(382)	(208)	(1,445)	(457)	(739)	(597)	(685)
Equity a/c profits	(Btmn)	89	14	54	37	102	123	141	155
Minority interests	(Btmn)	24	20	172	(167)	(35)	(33)	(35)	(37)
Core profit	(Btmn)	700	2,319	811	7,760	(1,080)	2,086	2,495	2,858
Extra-ordinary items	(Btmn)	592	42	199	178	(318)	0	0	0
Net Profit	(Btmn)	1,292	2,361	1,011	7,938	(1,398)	2,086	2,495	2,858
EBITDA	(Btmn)	4,344	7,085	5,436	14,196	(18)	3,543	3,777	4,084
Core EPS (Bt)	(Btmn)	1.17	3.86	1.23	4.94	(0.56)	1.08	1.29	1.48
Net EPS (Bt)	(Bt)	2.15	3.93	1.53	5.05	(0.72)	1.08	1.29	1.48
DPS (Bt)	(Bt)	1.00	2.25	10.23	4.82	0.25	0.32	0.39	0.44

Balance Sheet (Btmn)

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Total current assets	(Btmn)	20,882	23,210	28,457	36,781	30,726	32,432	34,031	35,889
Total fixed assets	(Btmn)	26,639	27,133	29,018	28,453	31,775	30,813	29,464	27,571
Total assets	(Btmn)	47,522	50,342	57,475	65,234	62,501	63,244	63,494	63,460
Total loans	(Btmn)	23,370	21,368	30,043	23,106	24,004	23,590	21,390	18,590
Total current liabilities	(Btmn)	19,927	18,111	28,558	25,636	24,494	24,977	24,015	21,711
Total long-term liabilities	(Btmn)	12,202	15,084	13,395	10,934	12,694	11,352	10,694	10,855
Total liabilities	(Btmn)	32,129	33,196	41,953	36,570	37,189	36,329	34,710	32,566
Paid-up capital	(Btmn)	3,000	3,000	7,500	9,674	9,674	9,674	9,674	9,674
Total equity	(Btmn)	15,393	17,146	15,522	28,664	25,312	26,915	28,784	30,893
BVPS (Bt)	(Bt)	25.65	28.58	23.52	18.25	13.08	13.91	14.88	15.97

Cash Flow Statement (Btmn)

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Core Profit	(Btmn)	700	2,319	811	7,760	(1,080)	2,086	2,495	2,858
Depreciation and amortization	(Btmn)	3,420	3,905	4,066	4,243	4,568	5,025	5,527	6,080
Operating cash flow	(Btmn)	5,450	5,719	(1,587)	10,735	3,235	5,933	6,759	7,524
Investing cash flow	(Btmn)	(2,390)	(225)	(1,177)	(2,004)	(4,426)	(3,606)	(3,676)	(3,634)
Financing cash flow	(Btmn)	(3,032)	(5,388)	2,702	(3,332)	(3,203)	(898)	(2,826)	(3,549)
Net cash flow	(Btmn)	28	106	(61)	5,399	(4,380)	1,430	257	342

Key Financial Ratios

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Gross margin	(%)	13.8	16.4	13.1	19.0	10.0	13.3	13.4	13.5
Operating margin	(%)	0.8	3.4	0.3	8.4	(0.5)	2.7	2.8	2.9
EBITDA margin	(%)	5.9	8.8	6.4	12.6	(0.0)	3.2	3.2	3.3
EBIT margin	(%)	1.2	4.0	1.6	8.8	(0.0)	3.2	3.2	3.3
Net profit margin	(%)	1.7	2.9	1.2	7.0	(1.3)	1.9	2.1	2.3
ROE	(%)	4.7	14.3	5.0	35.1	(4.0)	8.0	9.0	9.6
ROA	(%)	1.4	4.7	1.5	12.6	(1.7)	3.3	3.9	4.5
Net D/E	(x)	1.5	1.2	1.9	0.6	0.9	0.8	0.6	0.5
Interest coverage	(x)	7.6	13.8	9.4	22.9	(0.0)	4.4	4.8	6.2
Debt service coverage	(x)	0.3	0.7	0.3	0.9	(0.0)	0.2	0.3	0.3
Payout ratio	(%)	46.4	57.2	668.0	156.7	(34.6)	30.0	30.0	30.0

Main Assumptions

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Sales growth	(%)	(10.5)	7.9	6.6	31.8	(3.5)	2.5	4.6	5.0
Agro business sales	(Bt mn)	19,814	21,794	24,795	28,403	32,242	29,675	30,356	31,047
Food & protein business sales	(Bt mn)	50,638	53,418	54,171	75,758	68,417	72,362	75,632	79,449
International business sales	(Bt mn)	2,717	3,636	4,881	6,236	5,887	6,907	7,711	8,567
Pet business sales	(Bt mn)	908	1,150	1,491	2,211	2,091	2,416	2,791	3,223
FX	Bt/US\$	31.0	31.3	32.0	35.1	34.8	36.0	36.0	36.0

Financial statement

Profit and Loss Statement

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Total revenue	(Btmn)	29,492	29,850	27,736	26,491	27,047	27,365	27,024	27,225
Cost of sales and services	(Btmn)	(23,445)	(24,757)	(24,338)	(23,714)	(24,836)	(24,913)	(24,102)	(23,388)
Gross profit	(Btmn)	6,046	5,092	3,398	2,777	2,211	2,452	2,922	3,836
SG&A	(Btmn)	(3,114)	(2,802)	(2,688)	(2,969)	(2,902)	(2,790)	(2,795)	(2,889)
Other income	(Btmn)	96	50	123	154	121	94	131	123
Interest expense	(Btmn)	(151)	(165)	(146)	(148)	(170)	(209)	(198)	(199)
Pre-tax profit	(Btmn)	2,877	2,175	687	(186)	(740)	(452)	60	871
Corporate tax	(Btmn)	(466)	(346)	(196)	18	(23)	(256)	(195)	(269)
Equity a/c profits	(Btmn)	23	15	17	10	36	40	22	41
Minority interests	(Btmn)	(104)	(9)	(8)	(9)	(9)	(8)	(11)	(7)
Core profit	(Btmn)	2,329	1,835	500	(168)	(736)	(676)	(126)	636
Extra-ordinary items	(Btmn)	(27)	(39)	(107)	(183)	(48)	20	1	(8)
Net Profit	(Btmn)	2,303	1,796	393	(351)	(784)	(656)	(124)	628
EBITDA	(Btmn)	4,103	3,457	1,918	1,074	581	976	1,464	2,281
Core EPS (Bt)	(Btmn)	1.55	1.03	0.26	(0.09)	(0.38)	(0.35)	(0.06)	0.33
Net EPS (Bt)	(Bt)	1.54	1.01	0.20	(0.18)	(0.41)	(0.34)	(0.06)	0.32

Balance Sheet (Btmn)

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Total current assets	(Btmn)	31,312	36,781	30,613	29,984	31,575	30,726	29,963	29,386
Total fixed assets	(Btmn)	28,741	28,453	28,500	29,166	30,208	31,775	31,998	32,623
Total assets	(Btmn)	60,053	65,234	59,112	59,150	61,783	62,501	61,961	62,009
Total loans	(Btmn)	27,244	23,106	18,419	20,523	22,974	24,004	24,644	22,858
Total current liabilities	(Btmn)	38,989	25,636	19,151	21,232	23,532	24,494	23,841	23,546
Total long-term liabilities	(Btmn)	11,036	10,934	10,905	11,120	12,220	12,694	12,808	13,057
Total liabilities	(Btmn)	50,025	36,570	30,056	32,352	35,752	37,189	36,649	36,603
Paid-up capital	(Btmn)	7,500	9,674	9,674	9,674	9,674	9,674	9,674	9,674
Total equity	(Btmn)	10,028	28,664	29,056	26,798	26,032	25,312	25,312	25,406
BVPS (Bt)	(Bt)	6.69	16.07	15.02	13.85	13.45	13.08	13.08	13.13

Cash Flow Statement (Btmn)

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Core Profit	(Btmn)	4,342	4,164	2,335	332	(904)	(1,413)	(802)	510
Depreciation and amortization	(Btmn)	1,074	1,117	1,084	1,112	1,152	1,220	1,206	1,212
Operating cash flow	(Btmn)	2,103	2,581	2,086	590	(25)	584	1,843	3,293
Investing cash flow	(Btmn)	(638)	(608)	(676)	(959)	(1,300)	(1,491)	(937)	(949)
Financing cash flow	(Btmn)	(748)	2,717	(5,534)	(329)	1,883	778	(380)	(2,783)
Net cash flow	(Btmn)	717	4,690	(4,125)	(698)	559	(129)	526	(439)

Key Financial Ratios

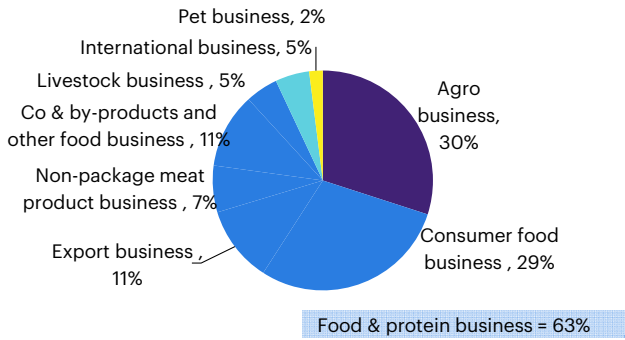
FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Gross margin	(%)	20.5	17.1	12.3	10.5	8.2	9.0	10.8	14.1
Operating margin	(%)	9.9	7.7	2.6	(0.7)	(2.6)	(1.2)	0.5	3.5
EBITDA margin	(%)	13.9	11.6	6.9	4.1	2.1	3.6	5.4	8.4
EBIT margin	(%)	10.3	7.8	3.0	(0.1)	(2.1)	(0.9)	1.0	3.9
Net profit margin	(%)	7.8	6.0	1.4	(1.3)	(2.9)	(2.4)	(0.5)	2.3
ROE	(%)	64.7	37.9	6.9	(2.4)	(11.1)	(10.5)	(2.0)	10.0
ROA	(%)	15.8	11.7	3.2	(1.1)	(4.9)	(4.4)	(0.8)	4.1
Net D/E	(x)	2.6	0.6	0.6	0.7	0.8	0.9	0.9	0.8
Interest coverage	(x)	27.1	20.9	13.1	7.2	3.4	4.7	7.4	11.5
Debt service coverage	(x)	0.9	0.7	0.5	0.4	0.2	0.3	0.4	0.6

Main Assumptions

FY December 31	Unit	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Sales growth	(%)	49.9	29.2	9.6	(5.3)	(8.3)	(8.3)	(2.6)	2.8
Agro business sales	(Bt mn)	7,482	7,822	7,957	7,799	8,171	8,315	7,819	7,885
Food & protein business sales	(Bt mn)	19,618	19,691	17,793	16,690	16,875	17,058	17,186	17,344
International business sales	(Bt mn)	1,741	1,725	1,443	1,527	1,465	1,453	1,464	1,543
Pet business sales	(Bt mn)	650	611	542	475	536	539	555	452
FX	Bt/US\$	36.4	36.4	33.9	34.5	35.2	35.7	35.7	36.7

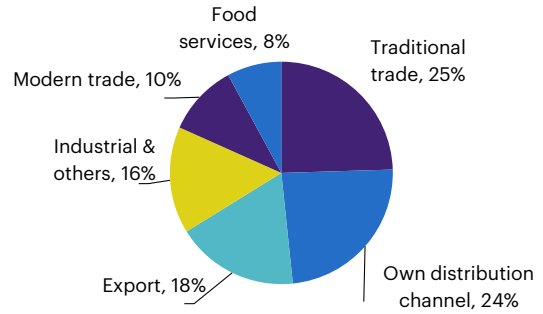
Appendix

Figure 1: Revenue breakdown by business in 2023



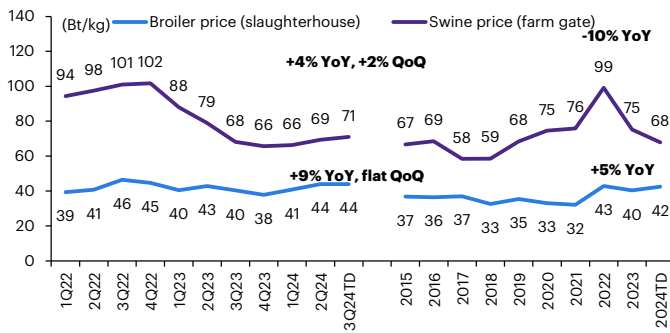
Source: Company data and InnovestX Research

Figure 2: Food and protein revenue breakdown by distribution channels in 2023



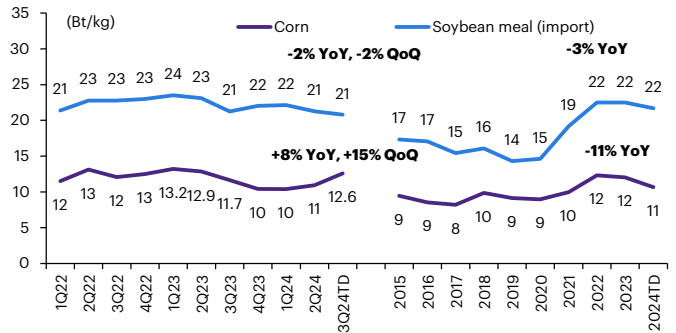
Source: Company data and InnovestX Research

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, 2023



Source: Company data

Figure 6: Valuation summary (price as of Aug 16, 2024)

	Rating	Price (Bt/Sh)	Target (Bt/Sh)	ETR (%)	P/E (x)			EPS growth (%)			P/BV (x)			ROE (%)			Div. Yield (%)			EV/EBITDA (x)		
					23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F
BTG	Outperform	23.30	28.0	21.6	n.m.	21.6	18.1	n.m.	n.m.	20	1.8	1.7	1.6	(4)	8	9	1.1	1.4	1.7	n.m.	18.5	16.7
CPF	Outperform	24.50	29.0	21.2	n.m.	13.9	12.1	n.m.	n.m.	15	0.7	0.7	0.6	(6)	5	6	0.0	2.9	2.2	15.6	10.1	9.7
GFPT	Outperform	12.80	16.0	27.5	12.4	8.2	7.8	(37)	51	6	0.9	0.8	0.8	8	10	10	1.2	2.5	2.6	7.6	6.2	5.6
TU	Outperform	15.40	18.0	21.4	15.5	13.0	11.6	(32)	19	12	1.1	1.0	0.9	6	8	9	3.5	4.5	4.9	10.1	9.0	8.4
Average					14.0	14.2	12.4	(35)	35	13	1.1	1.0	1.0	1	8	8	1.4	2.8	2.8	11.1	11.0	10.1

Source: InnovestX Research

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CG Rating 2023 Companies with CG Rating

Companies with Excellent CG Scoring

7UP, AAV, ABM, ACE, ACG, ADB, ADD, ADVANC, AEONTS, AF, AGE, AH, AHC, AIRA, AIT, AJ, AKP, AKR, ALLA, ALT, AMA, AMARIN, AMATA, AMATAV, ANAN, AOT, AP, APCO, APCS, ARIP, ARROW, ASEFA, ASK, ASP, ASW, ATP30, AUCTION, AWC, AYUD, B, BA, BAFS, BAM, BANPU, BAY, BGGI, BBIK, BBL, BC, BCH, BCP, BCPG, BDMS, BEC, BEM, BEYOND, BGC, BGRIM, BH, BIZ, BJC, BJCHI, BKI, BLA, BOL, BPP, BRI, BROOK, BRR, BTS, BTW, BWG, BYD, CBG, CENTEL, CFRESH, CHASE, CHEWA, CHG, CHOW, CIMBT, CIVIL, CK, CKP, CM, CNT, COLOR, COM7, COTTO, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CRD, CSC, CSS, CV, DCC, DDD, DELTA, DEMCO, DMT, DOHOME, DRT, DUSIT, EA, EASTW, ECF, ECL, EE, EGCO, EPG, ERW, ETC, ETE, FE, FLOYD, FN, FPI, FPT, FSX, FVC, GBX, GC, GCAP, GENCO, GFPT, GGC, GLAND, GLOBAL, GPSC, GRAMMY, GULF, GUNKUL, HANA, HARN, HENG, HMPRO, HPT, HTC, ICC, ICHI, ICN, IIL, ILINK, ILM, IMH, IND, INET, INTUCH, IP, IRC, IRPC, ITC, ITEL, IVL, JAS, JTS, KBANK, KCC, KCE, KEX, KKP, KSL, KTB, KTC, KTMS, KUMWEL, KUN, LALIN, LANNA, LH, LHF, LIT, LOXLEY, LPN, LRH, LST, M, MAJOR, MALEE, MATCH, MBK, MC, M-CHAI, MCOT, MEGA, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NC, NCH, NCL, NDR, NER, NKI, NOBLE, NRF, NTV, NVD, NWR, NYT, OCC, OISHI¹, ONEE, OR, ORI, OSP, OTO, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PJW, PLANB, PLAT, PLUS, PM, POLY, PORT, PPP, PPS, PR9, PRG, PRINC, PRM, PRTR, PSH, PSL, PT, PTC, PTT, PTTEP, PTTG, Q-CON, QH, QTC, RATCH, RBF, RPH, RS, RT, S, S&J, SA, SABINA, SAK, SAMART, SAMTEL, SAPPE, SAT, SBNEXT, SC, SCB, SCC, SCCC, SCG, SCGP, SCM, SDC, SEAFCO, SEAOL, SECURE, SELIC, SENA, SENX, SFP², SFT, SGC, SGF, SGP, SHR, SICT, SIRI, SIS, SITHAI, SJWD, SKR, SM, SMPC, SMT, SNC, SNNP, SNP, SO, SPALI, SPC, SPCG, SPI, SPRC, SR, SSC, SSF, SSSC, STA, STC, STEC, STGT, STI, SUC, SUN, SUSCO, SUTHA, SVI, SVT, SYMC, SYNEX, SYNTEC, TACC, TAE, TCAP, TCMC, TEAMG, TEGH, TFG, TFMAMA, TGE, TGH, THANA, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPH, TISCO, TK, TKN, TKS, TKT, TLI, TM, TMC, TMD, TMT, TNDT, TNITY, TNL, TNR, TOA, TOG, TOP, TPBI, TPCS, TPIPL, TPIPP, TPS, TQM, TQR, TRT, TRUE, TRV, TSC, TSTE, TSTH, TTA, TTB, TTCL, TTW, TURTLE, TVDH, TVH, TVO, TVT, TWPC, UAC, UBE, UBIS, UKEM, UP, UPF, UPOIC, UV, VCOM, VGI, VIBHA, VIH, VL, WACOAL, WGE, WHA, WHAUP, WICE, WINMED, WINNER, XPG, YUASA, ZEN

Companies with Very Good CG Scoring

2S, A5, AAI, AIE, ALUCON, AMR, APURE, ARIN, AS, ASIA, ASIAN, ASIMAR, ASN, AURA, BR, BSBM, BSRC, BTG, CEN, CGH, CH, CHIC, CI, CIG, CMC, COMAN, CSP, DOD, DPAINT, DV8, EFORL, EKH, ESTAR, EVER, FORTH, FSMART, FTI, GEL, GPI, HEALTH, HUMAN, IFS, INSET, IT, J, JCKH, JDF, JKN, JMART, JUBILE, K, KCAR, KGI, KIAT, KISS, KK, KTIS, KWC, KWM, LDC, LEO, LHK, MACO, METCO, MICRO, MK, MVP, NCAP, NOVA, NTSC, PACO, PIN, PQS, PREB, PRI, PRIME, PROEN, PROS, PROUD, PSTC, PTECH, PYLON, RCL, SALEE, SANKO, SCI, SCN, SE, SE-ED, SFLEX, SINGER, SKN, SONIC, SORKON, SPVI, SSP, SST, STANLY, STP, SUPER, SVOA, SWC, TCC, TEKA, TFM, TMILL, TNP, TPLAS, TPOLY, TRC, TRU, TRUBB, TSE, VRANDA, WAVE, WFX, WIJK, WIN, WP, XO

Companies with Good CG Scoring

24CS, AMANAH, AMARC, AMC, APP, ASAP, BCT, BE8, BIG, BIOTEC, BLESS, BSM, BVG, CAZ, CCET, CHARAN, CHAYO, CHOTI, CITY, CMAN, CMR, CRANE, CWT, DHOUSE, DTCENT, EASON, FNS, FTE, GIFT, GJS, GTB, GTV, GYT, HL, HTECH, HYDRO, IIG, INGRS, INSURE, IRCP, ITD, ITNS, JCK, JMT, JR, JSP, KBS, KGEN, KJL, L&E, LEE, MASTER, MBAX, MEB, MENA, META, MGT, MITSIB, MJD, MOSHI, MUD, NATION, NNCL, NPK, NSL, NV, OGC, PAF, PCC, PEACE, PICO, PK, PL, PLANET, PLE, PMTA, PPM, PRAKIT, PRAPAT, PRECHA, PRIN, PSG, RABBIT, READY, RJH, RSP, RWI, S11, SAAM, SAF, SAMCO, SAWAD, SCAP, SCP, SIAM, SKE, SKY, SMART, SMD, SMIT, SOLAR, SPA, STECH, STPI, SVR, TC, TCCC³, TEAM, TFI, TIGER, TITLE, TKC, TMI, TNH, TPA, TPAC, TRITN, UBA, UMI, UMS, UTP, VARO, VPO, W, WARRIX, WORK, WPH, YONG, ZIGA

Corporate Governance Report

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To recognize well performers, the list of companies attaining "Good", "Very Good" and "Excellent" levels of recognition (Not including listed companies qualified in the "no announcement of the results" clause from 1 January 2022 to 31 October 2023) is publicized.

¹OISHI was voluntarily delisted from the Stock Exchange of Thailand, effectively on September 6, 2023

²SFP was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 19, 2023

³TCCC was voluntarily delisted from the Stock Exchange of Thailand effectively on August 25, 2023

Anti-corruption Progress Indicator

Certified (ได้รับรับรอง)

2S, AAI, ADVANC, AE, AF, AH, AI, AIE, AIRA, AJ, AKP, AMA, AMANAH, AMATA, AMATAV, AP, APCO, AS, ASIAN, ASK, ASP, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BGGI, BBL, BCH, BCP, BCPG, BE8, BEC, BEYOND, BGC, BGRIM, BLA, BPP, BRR, BSBM, BTC, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COM7, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CSC, DCC, DELTA, DEMCO, DIMET, DOHOME, DRT, DUSIT, EA, EASTW, ECF, EGCO, EP, EPG, ERW, ESTAR, ETC, ETE, FNS, FPI, FPT, FSMART, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GPI, GPSC, GSTEEL, GULF, GUNKUL, HANA, HARN, HENG, HMPRO, HTC, ICC, ICHI, IFS, IIL, ILINK, ILM, INET, INOX, INSURE, INTUCH, IRPC, ITEL, IVL, JAS, JKN, JR, JTS, KASET, KBANK, KBS, KCAR, KCE, KGEN, KGI, KKP, KSL, KTB, KTC, L&E, LANNA, LHF, LHK, LPN, LRH, M, MAJOR, MALEE, MATCH, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NATION, NCAP, NEP, NKI, NOBLE, NLR, NWR, OCC, OGC, OR, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPM, PPS, PR9, PREB, PRG, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, PTECH, PTG, PTT, PTTEP, PTTG, PYLON, Q-CON, QH, QLT, QTC, RABBIT, RATCH, RML, RS, RWI, S&J, SAAM, SABINA, SAK, SAPPE, SAT, SC, SCC, SCCC, SCG, SCGP, SCM, SCN, SEAOL, SE-ED, SELIC, SENA, SGC, SGP, 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, TGE, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, TKT, TMD, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOP, TOPP, TPA, TPCS, TRT, TRU, TSC, TSI, TSTE, TSTH, TTA, TTB, TTCL, TU, TVDH, TVO, TWPC, UBE, UBIS, UEC, UKEM, UOBKH, UV, VCOM, VGI, VIH, WACOAL, WHA, WHAUP, WICE, WIJK, XO, YUASA, ZEN, ZIGA

Declared (ประกาศเจตนา)

ACE, ADB, ALT, AMC, ASW, BLAND, BTG, BYD, CAZ, CBG, CV, DEXON, DMT, EKH, FSX, GLOBAL, GREEN, ICN, IHL, ITC, J, JMART, JMT, LEO, LH, MENA, MITSIB, MODERN, NER, NEX, OSP, PEER, PLUS, POLY, PQS, PRIME, PROEN, PRTR, RBF, RT, SA, SANKO, SCB, SENX, SFLEX, SIS, SKE, SM, SVOA, TBN, TEGH, TIPH, TKN, TPAC, TPLAS, TQM, TRUE, W, WPH, XPG

N/A

24CS, 3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACG, ADD, ADVICE, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALL, ALLA, ALPHAX, ALUCON, AMARC, AMARIN, AMR, ANAN, ANI, AOT, APCO, APEX, APO, APP, APURE, AQUA, ARIN, ARIP, ARROW, ASAP, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCTION, AURA, B52, BA, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BIZ, BJC, BJCHI, BKD, BKGI, BKIH, BLC, BLESS, BLISS, BM, BOL, BPS, BR, BRI, BROCK, BSM, BSRC, BTNC, BTW, BUI, BVG, CCET, CCP, CEYE, CFARM, CGD, CH, CHAO, CHARAN, CHASE, CHAYO, CHG, CHIC, CHO, CI, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COCOCO, COLOR, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CREDIT, CSP, CSR, CSS, CTW, CWT, D, DCON, DDD, DHOUSE, DITTO, DOD, DPAINT, DTCENT, DTICI, DV8, EASON, ECL, EE, EFORL, EMC, ETL, EURO, EVER, F&D, FANCY, FE, FLOYD, FM, FMT, FN, FORTH, FTI, FVC, GABLE, GENCO, GFC, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GSC, GTB, GTV, GYT, HEALTH, HFT, HL, HPT, HTECH, HUMAN, HYDRO, I2, IIG, IMH, IND, INGRS, INSET, IP, IRC, IRCP, IT, ITD, ITNS, ITTHI, JAK, JCK, JCKH, JCT, JDF, JPARK, JSP, JUBILE, K, KAMART, KC, KCC, KCG, KCM, KDH, KEX, KIAT, KISS, KJL, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LDC, LEE, LIT, LOXLEY, LPH, LST, LTS, MAGURO, MANRIN, MASTER, MATI, MCA, M-CHAI, MCS, MDX, MEB, MEGA, METCO, MGC, MGI, MGT, MICRO, MIDA, MJD, MK, ML, MORE, MOSHI, MTW, MUD, MVP, NAM, NAT, NC, NCH, NCL, NCP, NDR, NEO, NETBAY, NEW, NEWS, NFC, NL, NNCL, NOK, NOVA, NPK, NSL, NTSC, NTV, NUSA, NV, NVD, NYT, OHTL, ONEE, ORN, PACO, PAF, PANEL, PCC, PEACE, PERM, PF, PHG, PICO, PIN, PJW, PLE, PLT, PMTA, POLAR, PORT, PPM, PRAKIT, PRAPAT, PRECHA, PRI, PRIN, PRO, PROUD, PSG, PSP, PTC, PTL, QCTG, RAM, RCL, READY, RICHY, RUH, ROCK, ROCTEC, ROH, ROJNA, RP, RPC, RPH, RSP, S, S11, SABUY, SAF, SAFARI, SAFE, SALEE, SAM, SAMART, SAMCO, SAMTEL, SAUCE, SAV, SAWAD, SAWANG, SBNEXT, SCAP, SCGD, SCI, SCL, SCP, SDC, SE, SEAFCO, SECURE, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SINGER, SINO, SISB, SJWD, SK, SKN, SKY, SLM, SLP, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPREME, SPVI, SQ, SR, SRS, SSC, STANLY, STARK, STC, STEC, STECH, STHAI, STI, STP, STPI, STX, SUC, SUN, SUPER, SUTHA, SVR, SVT, SWC, SYNEX, TACC, TAN, TAPAC, TC, TCC, TCOAT, TEAM, TEAMG, TEKA, TERA, TFM, TGPRO, TH, THAI, THANA, THG, THMU, TIGER, TITLE, TK, TKC, TLI, TM, TMC, TMI, TMW, TNDT, TNH, TNPC, TOA, TPBI, TPCH, TPIPL, TPIPP, TPL, TPOLY, TPP, TPS, TQR, TR, TRC, TRITN, TRP, TRUBB, TRV, TSE, TTI, TTT, TTW, TURTLE, TVH, TVT, TWP, TWZ, TYCN, UAC, UBA, UMI, UMS, UNIQ, UP, UPF, UPOIC, UREKA, UTP, UVAN, VARO, VIBHA, VL, VNG, VPO, VRANDA, WARRIX, WAVE, WELL, WFX, WGE, WIN, WINDOW, WINMED, WINNER, WORK, WORLD, WP, YGG, YONG, ZAA

Explanations

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of November 1, 2023) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.