22 MARCH 2024

EQUITY RESEARCH - COMPANY REPORT

I-TAIL CORPORATION ITC TB

THAILAND / FOOD & BEVERAGE

BUY

UNCHANGED

TARGET PRICE	THB27.00
CLOSE	THB19.50
UP/DOWNSIDE	+38.5%
PRIOR TP	THB27.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+13.7%

แนวโน้ม 1Q24 ยังเป็นไปตามคาด

- คาดกำไรสุทธิ 1Q24 จะกระโดดเพิ่ม 60% y-y แต่ลดลง q-q จากฐานที่สูงในไตรมาสก่อนหน้า
- เราเห็น 3 ปัจจัยบวกที่จะช่วยผลักดันให้เกิดการเติบโตที่ดีในปี 2024
- ปัจจุบัน ITC มีการซื้อขายในระดับการประเมินมูลค่าที่ต่ำกว่าคู่แข่งสัญชาติจีน

คาดกำไร 1Q24 จะกระโดดเพิ่ม y-y

เราคาดกำไรสุทธิ 1Q24 อยู่ที่ 681 ลบ. (-11% q-q, +60% y-y) ลดลง q-q จากคำสั่งซื้อที่อยู่ในระดับสูงในช่วงที่ลูกค้าเติมสินค้าคงคลังใน 4Q23 รายได้น่าจะลดลง 13% q-q แต่เพิ่มขึ้น 14.8% y-y จากฐานที่ต่ำในปีที่แล้วเมื่อลูกค้าเริ่มลดระดับสินค้าคงคลัง เราคาดว่าอัตรากำไรขั้นต้นจะทรงตัว q-q ที่ 22% แต่เพิ่มขึ้นจาก 17.4% ใน 1Q23 ราคาทูน่าเฉลี่ยน่าจะอยู่ที่ USD1,350 ต่อตัน (-12% q-q, -26% y-y) ซึ่งจะช่วยหักล้างผลกระทบจากอัตราการใช้กำลังการผลิตที่คาดว่าจะลดลง เราคาดว่าสัดส่วนสินค้า Premium จะทรงตัวในระดับต่ำที่ 44-45% ในขณะที่ผลิตภัณฑ์อาหารสัตว์เลี้ยงราคาปานกลางน่าจะมีความต้องการในระดับสูง

3 ปัจจัยบวกน่าจะช่วยชดเชยค่าเสื่อมที่สูงขึ้น

เราคาดว่ากำไรน่าจะกลับมาโต q-q ใน 2Q24 ผู้บริหารตั้งเป้าให้รายได้โต 15% ในปี 2024 พร้อมอัตรากำไรขั้นต้นที่คาดว่าจะปรับตัวดีขึ้นเป็น 21-22% จาก 19.5% ในปี 2023 ส่วนมากจากต้นทุนปลาทูน่าที่ลดลงและค่าเงินบาทที่อ่อนตัว คำสั่งซื้อจากลูกค้าในสหรัฐฯ และสหภาพยุโรปน่าจะขยายตัวตามคาดโดยได้ปัจจัยหนุนจากฐานที่ต่ำ ลูกค้าใหม่และปัญหาในด้านการขนส่งที่ลดลง ปัจจัยบวกดังกล่าวน่าจะช่วยชดเชยผลกระทบเชิงลบจากค่าเสื่อมที่สูงขึ้นจากสายการผลิตใหม่ที่เริ่มดำเนินงานใน 2Q24 โดยเราคาดว่าค่าเสื่อมจะเพิ่มขึ้น 60 ลบ. ใน 2Q24 คิดเป็นประมาณ 1.3% ของรายได้รวม

คงประมาณการตัวเลขการเติบโตของกำไรสุทธิปี 2024 ที่ 41% y-y

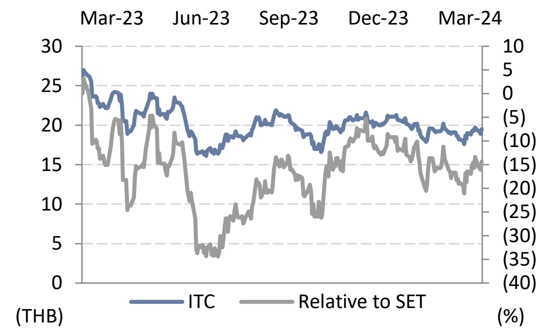
ถ้าผลประกอบการ 1Q24 ออกมาตามคาด ตัวเลขดังกล่าวจะคิดเป็น 21% ของประมาณการกำไรสุทธิทั้งปีของเรา เราคงประมาณการกำไรสุทธิปี 2024 ของเราไว้ที่ 3.2พัน ลบ. (+41% y-y) โดยมีสมมติฐานจากตัวเลขการเติบโตของรายได้ที่ 14% และอัตรากำไรขั้นต้นที่ 22% ซึ่งรวมค่าเสื่อมที่คาดว่าจะเพิ่มขึ้นแล้ว ประมาณการดังกล่าวมีปัจจัยเสี่ยงสำคัญอยู่ที่การฟื้นตัวของสัดส่วนสินค้า Premium เป็น 48% ของรายได้รวม (เป้าประมาณการของผู้บริหาร) เพิ่มขึ้นจาก 43.2% ในปี 2023

คงคำแนะนำซื้อที่ราคาเป้าหมายเดิมที่ 27 บาท

เราคงราคาเป้าหมายของเราไว้ที่ 27 บาทโดยมีสมมติฐานจากค่า P/E เดิมที่ 25x ซึ่งต่ำกว่าคู่แข่งสัญชาติจีน (Yantai และ Petpal) ซึ่งมีค่า P/E เป้าหมายที่ 31x และ 28x ตามลำดับ ปัจจุบัน ITC มีการซื้อขายที่ 18x ของค่า 2024E P/E ซึ่งต่ำกว่าค่า 2024E P/E ของ Yantai และ Petpal ที่ 24x และ 21x ตามลำดับ เราคงคำแนะนำซื้อ ITC

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	15,577	17,779	19,947	21,907
Net profit	2,281	3,217	3,705	4,184
EPS (THB)	0.76	1.07	1.24	1.39
vs Consensus (%)	-	12.6	14.8	11.7
EBITDA	2,995	3,963	4,569	5,154
Recurring net profit	2,312	3,217	3,705	4,184
Core EPS (THB)	0.77	1.07	1.24	1.39
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	(68.6)	39.1	15.2	12.9
Core P/E (x)	25.3	18.2	15.8	14.0
Dividend yield (%)	3.1	3.8	4.4	5.0
EV/EBITDA (x)	16.4	12.3	10.7	9.5
Price/book (x)	2.5	2.4	2.3	2.2
Net debt/Equity (%)	(40.0)	(40.2)	(37.8)	(36.7)
ROE (%)	9.6	13.6	15.1	16.2



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	2.1	(3.5)	(27.1)
Relative to country (%)	2.5	(2.3)	(17.1)

Mkt cap (USD m)	1,624
3m avg. daily turnover (USD m)	3.2
Free float (%)	22
Major shareholder	Thai Union Group (79%)
12m high/low (THB)	27.25/15.70
Issued shares (m)	3,000.00

Sources: Bloomberg consensus; FSSIA estimates

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บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 22 มีนาคม 2024

Investment thesis

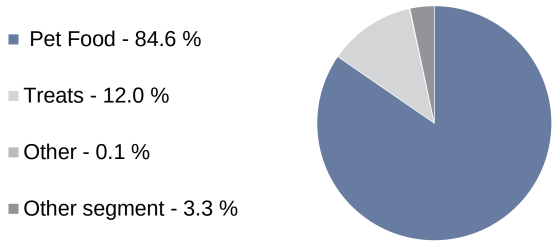
ITC is a leading global pet food manufacturer. It has cost and innovation advantages due partly to its parent company, Thai Union Group (TU TB), a leading global tuna processor. Also, its management has extensive experience of over 20 years. They help make it possible for ITC to respond to changing customer needs and maintain a good relationship with global pet food brands. Additionally, increased pet ownership should encourage continued growth in the global pet food market value. In 2024, ICT plans to expand its capacity by 17-18% to cope with pet food growth and develop new value-added products to enhance profitability.

Company profile

Revenue-wise, ITC is in the world`s top 10 pet food producers and the second largest in Asia. Also, it is a global pet care company of TU, which has been operating a pet food business since 1977. ITC has two factories in Samut Sakhon and Songkhla. It distributes products globally. In 2023, its revenue came mainly from the US (50.3% of total revenue), followed by Asia, Oceania, and others (37.1%), and Europe (12.6%).

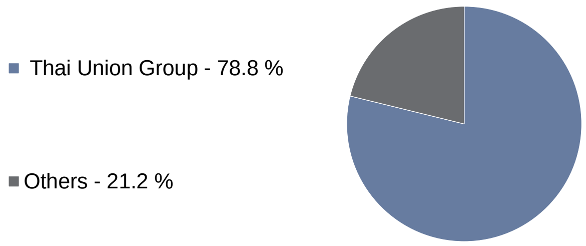
www.i-tail.com

Principal activities (revenue, 2023)



Source: i-Tail Corporation

Major shareholders



Source: i-Tail Corporation

Catalysts

Potential catalysts for ITC's earnings growth in 2024 are 1) revenue growth from existing customers, with growth in line with the industry and new customers; 2) capacity expansion; and 3) lower raw material costs.

Risks to our call

Downside risks to our P/E-based TP include 1) a slower-than-expected recovery in purchasing power, 2) more fluctuating raw material prices than expected, 3) a stronger-than-expected THB, and 4) labour shortages.

Event calendar

Date	Event
May 2024	1Q24 results announcement

Key assumptions

	2024E	2025E	2026E
FX rate (USDTHB)	33.0	33.0	33.0
Tuna price (USD/tonne)	1,600	1,500	1,500
Total sales growth (%)	14.1	12.2	9.8
Gross margin (%)	22.0	22.5	23.0

Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in revenue, we estimate 2024 net profit to rise by 0.8%, and vice versa, all else being equal.
- For every 0.5% increase in GPM, we estimate 2024 net profit to rise by 2.9%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A, we estimate 2024 net profit to fall by 2.8%, and vice versa, all else being equal.

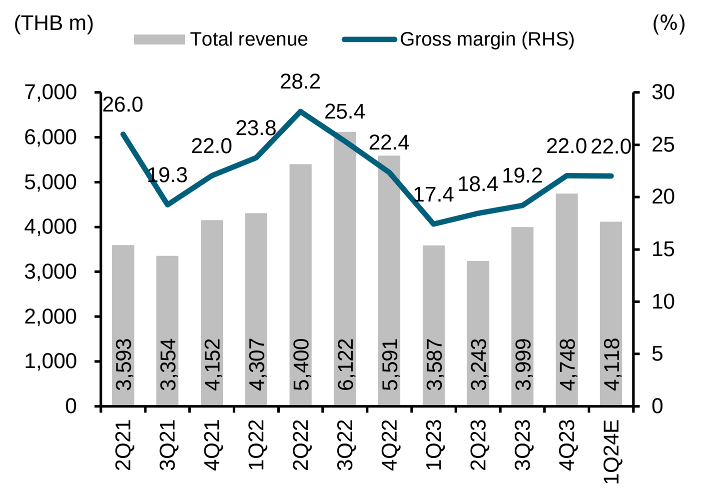
Source: FSSIA estimates

Exhibit 1: ITC - 1Q24 earnings preview

	1Q23 (THB m)	2Q23 (THB m)	3Q23 (THB m)	4Q23 (THB m)	1Q24E (THB m)	------- Change ------- (q-q%)	(y-y%)	2024E (THB m)	Change (y-y%)	%1Q24E to 2024E
Sales	3,587	3,243	3,999	4,748	4,118	*(13.3)*	*14.8*	17,779	*14.1*	*23.2*
Cost of sales	2,962	2,645	3,231	3,702	3,212	*(13.2)*	*8.4*	13,868	*10.6*	*23.2*
Gross profit	625	598	768	1,046	906	*(13.4)*	*45.0*	3,911	*28.8*	*23.2*
SG&A	301	298	266	319	317	*(0.6)*	*5.4*	1,120	*(5.4)*	*28.3*
Operating profit	447	431	685	894	734	*(17.9)*	*64.1*	3,325	*35.3*	*22.1*
Other income	123	130	183	166	145	*(12.9)*	*17.7*	533	*(11.5)*	*27.2*
Interest expense	6	2	2	2	2	*0.7*	*(71.9)*	13	*15.3*	*13.1*
Tax expense	26	(4)	31	80	51	*(35.9)*	*100.6*	93	*(29.6)*	*55.3*
Other gain (loss)	11	12	(9)	(46)	0	*nm*	*nm*	0	*(100.0)*	*0.0*
Reported net profit	425	445	645	767	681	*(11.2)*	*60.2*	3,217	*41.0*	*21.2*
Core profit	414	433	653	812	681	*(16.2)*	*64.5*	3,217	*39.1*	*21.2*
Key ratios (%)						***(ppt)***	***(ppt)***			
Gross margin	17.4	18.4	19.2	22.0	22.0	*0.0*	*4.6*	22.0	*2.5*	
SG&A to sales	8.4	9.2	6.7	6.7	7.7	*1.0*	*(0.7)*	6.3	*(1.3)*	
Operating margin	12.5	13.3	17.1	18.8	17.8	*(1.0)*	*5.4*	18.7	*2.9*	
Net margin	11.9	13.7	16.1	16.2	16.5	*0.4*	*4.7*	18.1	*3.4*	
Core margin	11.5	13.4	16.3	17.1	16.5	*(0.6)*	*5.0*	18.1	*3.3*	
Operating statistics (THB m)										
THB/USD	33.9	34.5	35.2	35.8	35.6	*(0.5)*	*4.9*	33.0	*(5.2)*	
Tuna price (USD/tonne)	1,820	2,000	1,850	1,533	1,350	*(11.9)*	*(25.8)*	1,600	*(11.1)*	
Cat food sales	2,399	2,264	2,885	3,226	2,685	*(16.8)*	*11.9*	12,262	*13.8*	*21.9*
Dog food sales	594	563	399	849	784	*(7.6)*	*32.0*	2,736	*13.8*	*28.7*
Treat sales	499	338	487	542	519	*(4.3)*	*4.0*	2,300	*23.3*	*22.6*
Other pet sales	2	4	2	5	3	*(33.3)*	*42.9*	14	*9.1*	*21.8*
Other non-pet sales	92	74	226	126	127	*0.9*	*37.6*	467	*(9.9)*	*27.2*

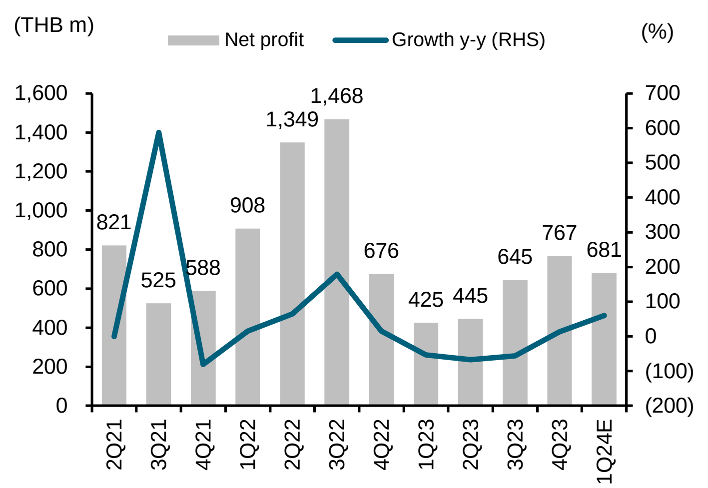
Sources: ITC; FSSIA estimates

Exhibit 2: Quarterly total revenue and gross margin



Sources: ITC, FSSIA estimates

Exhibit 3: Quarterly net profit and growth



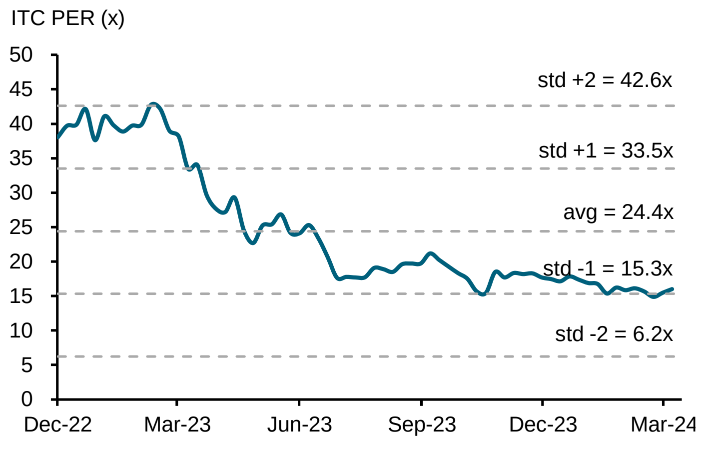
Sources: ITC, FSSIA estimates

Exhibit 4: Key assumptions for ITC

	Actual	----- Current -----			----- Growth -----		
	2023	2024E	2025E	2026E	2024E	2025E	2026E
	(THB m)	(THB m)	(THB m)	(THB m)	(%)	(%)	(%)
Total revenue	15,577	17,779	19,947	21,907	14.1	12.2	9.8
Cost	12,539	13,868	15,459	16,868	10.6	11.5	9.1
Gross profit	3,038	3,911	4,488	5,039	28.8	14.7	12.3
SG&A expenses	1,183	1,120	1,257	1,380	(5.4)	12.2	9.8
Reported net profit	2,281	3,217	3,705	4,184	41.0	15.2	12.9
Core profit	2,312	3,217	3,705	4,184	39.1	15.2	12.9
Key ratios (%)							
Total revenue growth	(27.3)	14.1	12.2	9.8			
Net profit growth	(48.2)	41.0	15.2	12.9			
Core profit growth	(45.3)	39.1	15.2	12.9			
Gross margin	19.5	22.0	22.5	23.0	1.0	1.5	2.0
SG&A to sales	7.6	6.3	6.3	6.3	0.0	0.0	0.0
Net margin	14.6	18.1	18.6	19.1	0.8	1.0	1.5
Core margin	14.8	18.1	18.6	19.1	0.8	1.0	1.5
Operating statistics							
THB/USD	34.8	33	33	33	(5.2)	0.0	0.0
Tuna price (USD/tonne)	1,784	1,600	1,500	1,500	(10.3)	(6.3)	0.0
Revenue breakdown (THB m)							
Cat food	10,775	12,262	13,870	15,410	13.8	13.1	11.1
Dog food	2,405	2,736	3,095	3,298	13.8	13.1	6.6
Treats	1,866	2,300	2,546	2,763	23.3	10.7	8.5
Others	13	14	15	16	9.1	10.0	5.0
Other segment	519	467	421	421	(9.9)	(10.0)	0.0

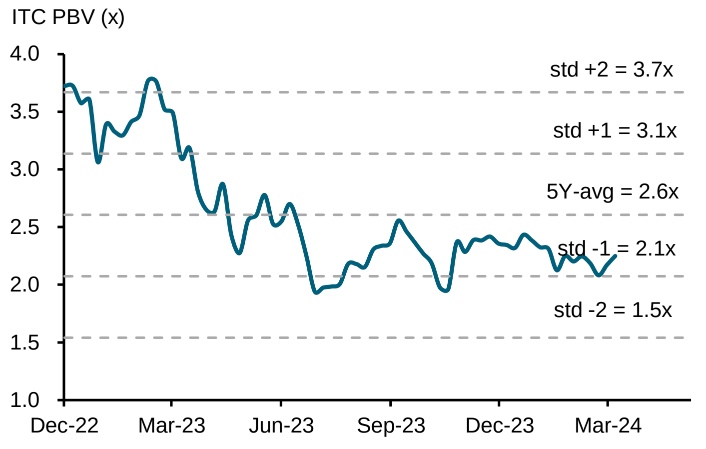
Source: FSSIA estimates

Exhibit 5: Historical P/E band



Sources: Bloomberg, FSSIA estimates

Exhibit 6: Historical P/BV band



Sources: Bloomberg, FSSIA estimates

Exhibit 7: Peers comparison as of 21 March 2024

Company	BBG	Rec	----------- Share price -----------			Market	----- PE -----		---- ROE ----		---- PBV ---		-- EV/ EBITDA --	
			Current	Target	*Upside*	Cap	24E	25E	24E	25E	24E	25E	24E	25E
			(LCY)	(LCY)	*(%)*	(USD m)	(x)	(x)	(%)	(%)	(x)	(x)	(x)	(x)
Thailand														
I-Tail	ITC TB	BUY	19.50	27.00	*38*	1,624	18.2	15.8	13.6	15.1	2.4	2.3	12.3	10.7
Thai Union Group	TU TB	BUY	14.50	17.30	*19*	1,768	13.4	12.1	8.7	9.5	1.2	1.1	9.9	9.3
Asian Sea	ASIAN TB	n/a	6.70	n/a	*n/a*	151	10.6	8.9	8.0	9.2	0.8	0.8	4.4	3.8
Asian Alliance International	AAI TB	n/a	4.30	n/a	*n/a*	253	17.2	14.3	10.8	12.0	1.8	1.7	10.3	9.1
Thailand average						**3,796**	**14.9**	**12.8**	**10.3**	**11.5**	**1.6**	**1.5**	**9.2**	**8.2**
Regional														
Yantai China Pet Foods	002891 CH	n/a	23.66	n/a	*n/a*	967	24.7	20.2	11.2	12.1	2.7	2.4	13.9	11.9
Petpal Pet Nutrition	300673 CH	n/a	11.81	n/a	*n/a*	416	21.7	16.6	6.5	8.1	1.5	1.4	12.4	9.8
Wenzhou Wen Toys	001222 CH	n/a	12.76	n/a	*n/a*	338	15.3	13.5	11.7	11.9	1.8	1.6	8.6	7.1
Nestle	NESN SW	n/a	94.55	n/a	*n/a*	284,895	19.0	17.6	35.9	36.7	6.9	6.2	15.3	14.4
JM Smucker	SJM US	n/a	123.43	n/a	*n/a*	13,105	13.0	12.2	13.5	13.6	1.7	1.5	11.9	10.2
General Mills	GIS US	n/a	69.43	n/a	*n/a*	39,197	15.5	14.8	25.7	26.5	4.0	3.7	12.4	12.1
Petco Health and Wellness	WOOF US	n/a	1.98	n/a	*n/a*	533	24.4	nm	1.0	(1.4)	0.3	0.4	4.9	5.7
Spectrum Brands Holdings	SPB US	n/a	85.35	n/a	*n/a*	2,584	21.5	18.0	5.1	6.1	1.2	1.1	8.5	7.7
Swedencare	SECARE SS	n/a	63.70	n/a	*n/a*	979	45.7	29.7	3.0	4.5	1.4	1.3	17.6	14.6
Pets At Home	PETS LN	n/a	258.00	n/a	*n/a*	1,578	13.1	11.7	9.6	10.4	1.3	1.3	6.4	6.1
Regional average						**344,591**	**21.4**	**17.1**	**12.3**	**12.9**	**2.3**	**2.1**	**11.2**	**9.9**

Sources: Bloomberg, FSSIA estimates

Financial Statements

i-Tail Corporation

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	21,420	15,577	17,779	19,947	21,907
Cost of goods sold	(16,071)	(12,539)	(13,868)	(15,459)	(16,868)
Gross profit	**5,349**	**3,038**	**3,911**	**4,488**	**5,039**
Other operating income	247	603	533	598	657
Operating costs	(1,239)	(1,183)	(1,120)	(1,257)	(1,380)
Operating EBITDA	**4,928**	**2,995**	**3,963**	**4,569**	**5,154**
Depreciation	(571)	(539)	(639)	(739)	(839)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	**4,357**	**2,457**	**3,325**	**3,830**	**4,316**
Net financing costs	(83)	(11)	(13)	(14)	(11)
Associates	-	-	-	-	-
Recurring non-operating income	0	0	0	0	0
Non-recurring items	175	(31)	0	0	0
Profit before tax	**4,450**	**2,415**	**3,312**	**3,816**	**4,304**
Tax	(48)	(132)	(93)	(107)	(121)
Profit after tax	**4,401**	**2,283**	**3,219**	**3,709**	**4,184**
Minority interests	0	(1)	(2)	(4)	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	**4,401**	**2,281**	**3,217**	**3,705**	**4,184**
Non-recurring items & goodwill (net)	**(175)**	**31**	**0**	**0**	**0**
Recurring net profit	**4,226**	**2,312**	**3,217**	**3,705**	**4,184**
Per share (THB)					
Recurring EPS *	2.46	0.77	1.07	1.24	1.39
Reported EPS	2.56	0.76	1.07	1.24	1.39
DPS	1.66	0.60	0.75	0.86	0.98
Diluted shares (used to calculate per share data)	1,720	3,000	3,000	3,000	3,000
Growth					
Revenue (%)	47.4	(27.3)	14.1	12.2	9.8
Operating EBITDA (%)	62.6	(39.2)	32.3	15.3	12.8
Operating EBIT (%)	74.6	(43.6)	35.3	15.2	12.7
Recurring EPS (%)	(63.7)	(68.6)	39.1	15.2	12.9
Reported EPS (%)	(66.1)	(70.3)	41.0	15.2	12.9
Operating performance					
Gross margin inc. depreciation (%)	25.0	19.5	22.0	22.5	23.0
Gross margin exc. depreciation (%)	27.6	23.0	25.6	26.2	26.8
Operating EBITDA margin (%)	23.0	19.2	22.3	22.9	23.5
Operating EBIT margin (%)	20.3	15.8	18.7	19.2	19.7
Net margin (%)	19.7	14.8	18.1	18.6	19.1
Effective tax rate (%)	1.1	5.5	2.8	2.8	2.8
Dividend payout on recurring profit (%)	67.6	77.8	70.0	70.0	70.0
Interest cover (X)	52.8	223.0	261.8	277.5	385.3
Inventory days	93.6	117.0	97.2	99.6	100.8
Debtor days	48.8	86.4	79.6	75.7	76.4
Creditor days	46.3	58.9	44.6	44.8	45.4
Operating ROIC (%)	33.7	15.8	19.5	20.7	21.6
ROIC (%)	32.5	14.6	18.2	19.9	20.8
ROE (%)	26.5	9.6	13.6	15.1	16.2
ROA (%)	21.6	8.7	12.5	13.8	14.8

* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Pet Food	18,119	13,180	14,998	16,966	18,708
Treats	3,219	1,866	2,300	2,546	2,763
Other	82	13	14	15	16
Other segment		519	467	421	421

Sources: i-Tail Corporation; FSSIA estimates

Financial Statements

i-Tail Corporation

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	4,226	2,312	3,217	3,705	4,184
Depreciation	571	539	639	739	839
Associates & minorities	16	(15)	1	0	0
Other non-cash items	-	-	-	-	-
Change in working capital	(2,972)	(578)	(726)	(997)	(897)
Cash flow from operations	**1,841**	**2,258**	**3,131**	**3,447**	**4,126**
Capex - maintenance	(817)	(1,532)	(1,053)	(1,000)	(1,000)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	(222)	(838)	797	(65)	(59)
Cash flow from investing	**(1,039)**	**(2,370)**	**(256)**	**(1,065)**	**(1,059)**
Dividends paid	(7,471)	(3,791)	(2,252)	(2,594)	(2,929)
Equity finance	20,795	0	0	0	0
Debt finance	(1,559)	4	(14)	(5)	(19)
Other financing cash flows	(16)	(50)	(213)	43	39
Cash flow from financing	**11,749**	**(3,837)**	**(2,479)**	**(2,555)**	**(2,909)**
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	**0**	**0**	**0**	**0**	**0**
Movement in cash	**12,551**	**(3,949)**	**396**	**(173)**	**158**
Free cash flow to firm (FCFF)	884.37	(101.04)	2,887.75	2,395.82	3,078.58
Free cash flow to equity (FCFE)	(773.10)	(157.69)	2,647.86	2,420.39	**3,087.08**
Per share (THB)					
FCFF per share	0.29	(0.03)	0.96	0.80	1.03
FCFE per share	(0.26)	(0.05)	0.88	0.81	1.03
Recurring cash flow per share	2.80	0.95	1.29	1.48	1.67

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	7,968	8,905	9,449	9,853	10,162
Less: Accumulated depreciation	(3,075)	(3,423)	(3,560)	(3,703)	(3,851)
Tangible fixed assets (net)	**4,893**	**5,482**	**5,889**	**6,150**	**6,312**
Intangible fixed assets (net)	**0**	**0**	**0**	**0**	**0**
Long-term financial assets	42	923	-	-	-
Invest. in associates & subsidiaries	-	-	-	-	-
Cash & equivalents	13,254	9,305	9,701	9,528	9,686
A/C receivable	3,517	3,860	3,897	4,372	4,802
Inventories	4,454	3,243	3,799	4,235	4,621
Other current assets	1,526	2,165	2,489	2,793	3,067
Current assets	**22,750**	**18,573**	**19,886**	**20,928**	**22,176**
Other assets	493	452	533	598	657
Total assets	**28,178**	**25,431**	**26,308**	**27,676**	**29,145**
Common equity	25,029	23,118	24,030	25,142	26,397
Minorities etc.	16	1	2	2	2
Total shareholders' equity	**25,045**	**23,119**	**24,032**	**25,144**	**26,399**
Long term debt	29	33	28	23	4
Other long-term liabilities	588	569	356	399	438
Long-term liabilities	**617**	**602**	**384**	**422**	**442**
A/C payable	2,353	1,520	1,710	1,906	2,080
Short term debt	14	14	5	5	5
Other current liabilities	150	177	178	199	219
Current liabilities	**2,517**	**1,710**	**1,892**	**2,110**	**2,304**
Total liabilities and shareholders' equity	**28,178**	**25,431**	**26,308**	**27,676**	**29,145**
Net working capital	6,994	7,572	8,298	9,295	10,191
Invested capital	12,422	14,429	14,720	16,043	17,160
* Includes convertibles and preferred stock which is being treated as debt					
Per share (THB)					
Book value per share	8.34	7.71	8.01	8.38	8.80
Tangible book value per share	8.34	7.71	8.01	8.38	8.80
Financial strength					
Net debt/equity (%)	(52.8)	(40.0)	(40.2)	(37.8)	(36.7)
Net debt/total assets (%)	(46.9)	(36.4)	(36.7)	(34.3)	(33.2)
Current ratio (x)	9.0	10.9	10.5	9.9	9.6
CF interest cover (x)	(8.4)	(13.3)	209.5	176.4	276.6

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	**7.9**	**25.3**	**18.2**	**15.8**	**14.0**
Recurring P/E @ target price (x) *	**11.0**	**35.0**	**25.2**	**21.9**	**19.4**
Reported P/E (x)	7.6	25.6	18.2	15.8	14.0
Dividend yield (%)	8.5	3.1	3.8	4.4	5.0
Price/book (x)	2.3	2.5	2.4	2.3	2.2
Price/tangible book (x)	2.3	2.5	2.4	2.3	2.2
EV/EBITDA (x) **	9.2	16.4	12.3	10.7	9.5
EV/EBITDA @ target price (x) **	13.8	24.0	18.0	15.7	13.8
EV/invested capital (x)	3.6	3.4	3.3	3.1	2.8

* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income

Sources: i-Tail Corporation; FSSIA estimates

Disclaimer for ESG scoring

<table>
<tr><th>ESG score</th><th>Methodology</th><th>Rating</th></tr>
<tr><td>The Dow Jones Sustainability Indices (DJSI) By S&P Global</td><td>The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.</td><td>Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.</td></tr>
<tr><td>Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)</td><td>THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually.
Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.</td><td>To be eligible for THSI inclusion, verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality.
SETTHSI Index is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.</td></tr>
<tr><td>CG Score by Thai Institute of Directors Association (Thai IOD)</td><td>An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.</td><td>Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).</td></tr>
<tr><td>AGM level By Thai Investors Association (TIA) with support from the SEC</td><td>It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). (The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</td><td>The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.</td></tr>
<tr><td>Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)</td><td>The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years.
(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</td><td>The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.</td></tr>
<tr><td>Morningstar Sustainalytics</td><td>The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.</td><td>A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored.<table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table></td></tr>
<tr><td>ESG Book</td><td>The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.</td><td>The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.</td></tr>
<tr><td>MSCI</td><td colspan="2">MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers.<table><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="2">Leader:</td><td rowspan="2">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td><td rowspan="3">Average:</td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td>BBB</td><td>4.286-5.713</td></tr><tr><td>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td><td rowspan="2">Laggard:</td><td rowspan="2">lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr><tr><td>CCC</td><td>0.000-1.428</td></tr></table></td></tr>
<tr><td>Moody's ESG solutions</td><td colspan="2">Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.</td></tr>
<tr><td>Refinitiv ESG rating</td><td colspan="2">Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. (Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</td></tr>
<tr><td>S&P Global</td><td colspan="2">The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.</td></tr>
<tr><td>Bloomberg</td><td>ESG Score</td><td>Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.</td></tr>
<tr><td>Bloomberg</td><td>ESG Disclosure Score</td><td>Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.</td></tr>
</table>

Rating regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "**CG Score**"; 2) "**AGM Level**"; 3) "**Thai CAC**"; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Sureeporn Teewasuwet FSS International Investment Advisory Securities Co., Ltd

The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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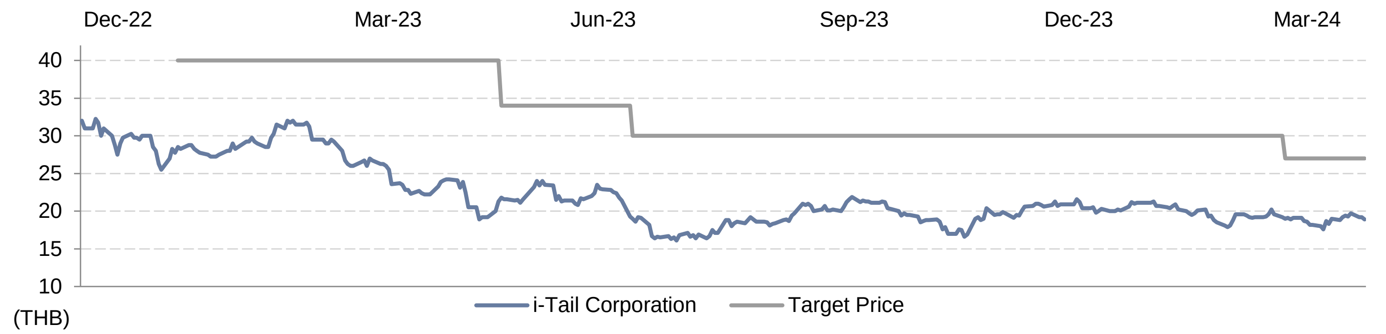
 Investment in securities has risks. Investors are advised to consider carefully before making investment decisions.

History of change in investment rating and/or target price

i-Tail Corporation (ITC TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
11-Jan-2023	BUY	40.00	26-Jun-2023	BUY	30.00	-	-	-
09-May-2023	BUY	34.00	19-Feb-2024	BUY	27.00			

Sureeporn Teewasuwet started covering this stock from 11-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
i-Tail Corporation	ITC TB	THB 19.50	BUY	Downside risks to our P/E-based TP include 1) a slower-than-expected recovery in purchasing power, 2) more fluctuating raw material prices than expected, 3) a stronger-than-expected THB, and 4) labour shortages.

Source: FSSIA estimates

Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 21-Mar-2024 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price* - current price) / current price.

BUY (B). The upside is 10% or more.
HOLD (H). The upside or downside is less than 10%.
REDUCE (R). The downside is 10% or more.
Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

Industry Recommendations

Overweight. The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.
Neutral. The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.
Underweight. The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

Country (Strategy) Recommendations

Overweight (O). Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Neutral (N). Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Underweight (U). Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.