

Singapore Company Update

16 August 2024

Consumer Non-cyclical | Food & Beverage Products

Thai Beverage (THBEV SP)

Beer Business Leads Growth; Maintain BUY

- Maintain BUY and SGD0.71 TP, 49% upside with c.5% FY25F (Sep) yield. We remain positive on Thai Beverage due to its strong market leadership in Thailand and Vietnam, and it being a beneficiary of the economic recovery in both countries. We expect consumption to recover in the two nations, delivering the group's earnings growth into FY25F. This counter is trading at an attractive c.11x FY25F P/E, at around -2SD from the historical forward mean of c.19x.
- 3Q24 net profit in line. 3Q24 revenue came in at THB69bn (+2.4% YoY) while EBITDA amounted to THB12bn (-3.2% YoY) which are within expectations. Revenue growth was led largely by the beer, food and non-alcoholic business segments, which grew +8%, +4% and +3% YoY to THB31bn, THB5.2bn and THB5.6bn on sales volume increases. Its non-alcoholic unit's revenue grew 3.3% YoY to THB6bn on higher sales volume, led by brand building and warmer weather. The spirits segment's revenue declined to THB27bn (-4.3% YoY), where volume sales dropped 2.7% YoY on a 9-month basis. Food revenue grew 4.4% YoY to THB5bn, led by new stores being opening, and better brand visibility and accessibility. Overall, EBITDA margin shrank to 16.9% (-1.0ppts vs 17.8% in 3Q23), albeit lifted by the beer business as a result of the division's more effective brand investment and marketing activities. We maintain our TP and forecasts, as THBEV's 3Q24 results are largely in line.
- Largely neutral impact on recent share swap exercise. THBEV recently announced an all-shares share swap agreement with TCC Assets to sell its 28.78% stake in Frasers Property (FPL) for the remaining 58.9% stake in Fraser and Neave (F&N). This would result in THBEV owning 100% of F&N and 0% of FPL. This would also see it transforming into a pure-play F&B stock with no exposure to the property sectors. THBEV already has a stake in F&N, and increasing this stake facilitates a higher recognition of the latter's financials proportionately. Further synergies could be realised in the future when both non-alcoholic beverage divisions merge into a more streamlined leadership within THBEV. The transaction is also slightly EPS-accretive (based on pro forma LTM Mar 2024 financials), and has better interestbearing debt to EBITDA (based on pro forma 31 Mar 2024 financials). We think the share swap ratio of 1.88 FPL share per F&N share looks fair. The overall impact for FPL's loss of earnings contribution vs the increased contribution of F&N looks pretty neutral, albeit with a slight earnings accretion (based on pro forma LTM Mar 2024 financials).
- **Downside risks** to our earnings and recommendation include a slower-than expected pick-up in consumption and increased competition. As THBEV's ESG score is 3.2 out of 4 above our country median we apply a 2% premium to our SOP-based TP to arrive at our TP.

Forecasts and Valuation	Sep-22	Sep-23	Sep-24F	Sep-25F	Sep-26F
Total turnover (THBm)	272,359	279,085	287,566	296,101	304,910
Recurring net profit (THBm)	30,106	27,435	28,442	29,770	31,198
Recurring net profit growth (%)	22.4	(8.9)	3.7	4.7	4.8
Recurring P/E (x)	10.51	11.54	11.13	10.63	10.15
P/B (x)	1.5	1.6	1.5	1.4	1.3
P/CF (x)	7.60	10.78	9.05	8.59	8.35
Dividend Yield (%)	4.8	4.8	4.7	4.9	5.1
EV/EBITDA (x)	8.70	9.14	8.39	7.81	7.24
Return on average equity (%)	16.0	13.5	13.7	13.4	13.1
Net debt to equity (%)	62.7	64.8	57.1	49.0	41.6

Source: Company data, RHB

Buy (Maintained)

Target Price (Return): SGD0.71 (+49%)
Price (Market Cap): SGD0.48 (USD9,080m)
ESG score: 3.2 (out of 4)
Avg Daily Turnover (SGD/USD) 14.6m/11.0m

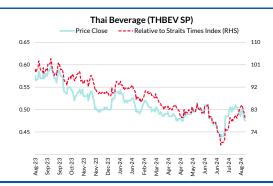
Analyst

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Share Performance (%)

YTD	1m	3m	6m	12m
(9.5)	(2.1)	(5.0)	(4.1)	(16.7)
(10.9)	4.0	(4.9)	(7.5)	(18.4)
ow/high (S	GD)		0.44	1-0.60
	(9.5) (10.9)	(9.5) (2.1)	(9.5) (2.1) (5.0) (10.9) 4.0 (4.9)	(9.5) (2.1) (5.0) (4.1) (10.9) 4.0 (4.9) (7.5)



Source: Bloomberg

Overall ESG Score: 3.2 (out of 4)

E: EXCELLENT

THBEV is committed to continuously developing sustainability throughout its value chain by applying new technology to improve efficiency, build operational excellence, manage risks in business operations, and collaborate with business partners to promote environmental and social values.

S: EXCELLENT

It is dedicated to corporate social responsibility programmes across a broad range of activities throughout Thailand, including across multiple demographics, while focusing on five key dimensions – education, public health, sports, arts, and culture & community and social development.

G: GOOD

It adheres to its code of business conduct with business management systems that are efficient, transparent, and auditable. THBEV is aligned with the principles of corporate governance to build shareholder and stakeholder confidence, thereby strengthening its competitiveness and driving its performance.



Financial Exhibits

	Asia
	Singapore
	Consumer Non-cyclical
	Thai Beverage
	THBEV SP
	Buy
	Valuation basis
7	

SOP

Key drivers

- Market share gain and margin expansion in the beer segment;
- ii. Potential M&As.

Key risks

- i. Slower-than-expected recovery in consumption;
- i. Slower-than-expectedii. Increased competition.

Company Profile

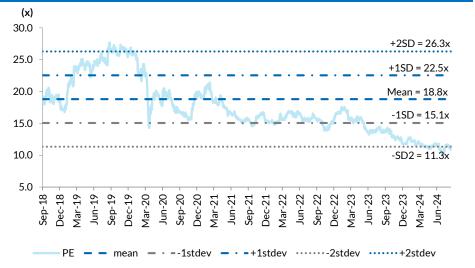
Thai Beverage, together with its subsidiaries, produces and distributes alcoholic and non-alcoholic beverages in Thailand and internationally. The company has four business segments: spirits, beer, non-alcoholic beverages, and food.

Financial summary (THB)	Sep-22	Sep-23	Sep-24F	Sep-25F	Sep-26
Recurring EPS	1.20	1.09	1.13	1.18	1.24
DPS	0.60	0.60	0.59	0.62	0.65
BVPS	8.19	8.01	8.54	9.14	9.77
Return on average equity (%)	16.0	13.5	13.7	13.4	13.1
Valuation metrics	Sep-22	Sep-23	Sep-24F	Sep-25F	Sep-26
Recurring P/E (x)	10.51	11.54	11.13	10.63	10.15
P/B (x)	1.5	1.6	1.5	1.4	1.3
FCF Yield (%)	12.1	7.8	9.1	9.7	10.0
Dividend Yield (%)	4.8	4.8	4.7	4.9	5.1
EV/EBITDA (x)	8.70	9.14	8.39	7.81	7.24
EV/EBIT (x)	10.47	11.11	10.16	9.46	8.77
Income statement (THBm)	Sep-22	Sep-23	Sep-24F	Sep-25F	Sep-26
Total turnover	272,359	279,085	287,566	296,101	304,910
Gross profit	80,456	82,801	86,464	89,030	91,683
EBITDA	46,444	44,071	46,309	47,691	49,110
Depreciation and amortisation	(7,861)	(7,843)	(8,081)	(8,321)	(8,568
Operating profit	38,583	36,229	38,228	39,370	40,548
Net interest	(4,654)	(4,303)	(4,893)	(4,464)	(3,946
Pre-tax profit	39,941	36,410	37,746	39,509	41,40
Taxation	(5,436)	(5,682)	(5,891)	(6,166)	(6,462
Reported net profit	30,106	27,435	28,442	29,770	31,198
Recurring net profit	30,106	27,435	28,442	29,770	31,19
Cash flow (THBm)	Sep-22	Sep-23	Sep-24F	Sep-25F	Sep-26
Change in working capital	4,961	(2,971)	(1,167)	(792)	(1,405
Cash flow from operations	41,662	29,362	34,957	36,869	37,90
Capex	(3,333)	(4,684)	(6,200)	(6,200)	(6,200
Cash flow from investing activities	(13,276)	(4,689)	(6,200)	(6,200)	(6,200
Dividends paid	(12,560)	(15,075)	(15,075)	(14,790)	(15,481
Cash flow from financing activities	(24,515)	(28,975)	(18,015)	(17,730)	(18,420
Cash at beginning of period	38,293	51,867	45,672	56,415	69,35
Net change in cash	3,870	(4,302)	10,742	12,939	13,28
Ending balance cash	41,113	48,503	56,415	69,354	82,63
Balance sheet (THBm)	Sep-22	Sep-23	Sep-24F	Sep-25F	Sep-26
Total cash and equivalents	51,867	45,672	56,415	69,354	82,63
Tangible fixed assets	59,176	57,528	55,647	53,526	51,15
Total investments	112,630	110,601	114,413	118,415	122,61
Total assets	507,789	494,549	508,665	525,235	542,15
Short-term debt	55,306	61,922	61,922	61,922	61,92
Total long-term debt	153,011	140,285	140,285	140,285	140,28
Total liabilities	258,400	253,027	253,303	254,259	254,65
Total equity	249,389	241,522	255,362	270,976	287,498
Total liabilities & equity	507,789	494,549	508,665	525,235	542,15
Total habilities & equity	307,707	17 1,5 17	300,003	323,203	3 12,13
Key metrics	Sep-22	Sep-23	Sep-24F	Sep-25F	Sep-26
Revenue growth (%)	13.2	2.5	3.0	3.0	3.0
Recurrent EPS growth (%)	22.4	(8.9)	3.7	4.7	4.8
Gross margin (%)	29.5	29.7	30.1	30.1	30.
Operating EBITDA margin (%)	17.1	15.8	16.1	16.1	16.
Net profit margin (%)	11.1	9.8	9.9	10.1	10.
Dividend payout ratio (%)	50.1	54.9	52.0	52.0	52.0
Capex/sales (%)	1.2	1.7	2.2	2.1	2.
Interest cover (x)	8.29	8.42	7.81	8.82	10.28

Source: Company data, RHB



Figure 1: THBEV's historical average P/E



Source: Bloomberg

Emissions And ESG

Trend	lana	lysis
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In 2023, THBEV reduced its Scope 1 and 2 GHG emissions by 8.7% compared to 2019 levels (excluding Vietnam). It is targeting to record net-zero GHG emissions for Scope 1 & 2 by 2040 and net-zero GHG emissions for Scope 3 by 2050.

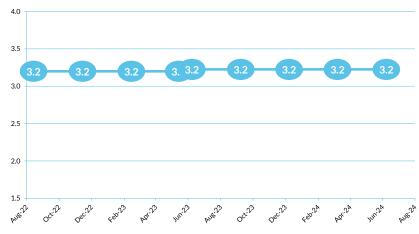
Emissions (tCO2e)	Sep-21	Sep-22	Sep-23
Scope 1	1,218,876	1,194,495	1,248,375
Scope 2	174,889	194,733	140,318
Scope 3	-	-	1,956,471
Total emissions	1,393,765	1,389,228	3,345,164

Source: Company data, RHB

Latest ESG-Related Developments

- THBEV targets to use 50% renewable energy by 2030, vs 37% (excluding Vietnam) in 2023.
- In 2023, its proportion of reused and recycled packaging based on the number of glass bottles sold in Thailand stood at 97%, and 73% of its non-alcoholic beverages in Thailand were certified as "Healthier Choice".

ESG Rating History



Source: RHB

Recommendation Chart



Aug-19 Feb-20 Aug-20 Feb-21 Aug-21 Feb-22 Aug-22 Feb-23 Aug-23 Feb-24

Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2024-05-15	Buy	0.71	0.50
2024-02-15	Buy	0.76	0.50
2023-11-23	Buy	0.82	0.54
2023-08-10	Buy	0.87	0.57
2023-06-21	Buy	0.87	0.57
2022-11-27	Buy	0.91	0.61
2022-05-17	Buy	0.97	0.69
2021-11-29	Buy	0.97	0.69
2021-02-11	Buy	0.94	0.79
2020-11-27	Buy	0.82	0.75
2020-09-17	Buy	0.72	0.61
2020-08-16	Buy	0.72	0.61
2020-05-17	Neutral	0.72	0.67
2020-04-15	Buy	0.79	0.68
2020-02-17	Buy	0.92	0.83

Source: RHB, Bloomberg



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Buy: Share price may exceed 10% over the next 12 months

Trading Buy: Share price may exceed 15% over the next 3 months, however longer-

term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next

12 months

Take Profit: Target price has been attained. Look to accumulate at lower levels
Sell: Share price may fall by more than 10% over the next 12 months

Not Rated: Stock is not within regular research coverage

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