

Betagro

Betagro
Public Company Limited

BTG

Bloomberg BTG TB
Reuters BTG.BK

innovest^x
A Subsidiary of SCBX Group

Preview 4Q24F: Sector's best growth

4Q24F core profit will be Bt980mn, turning up from a core loss of Bt676mn in 4Q23 and +8% QoQ on margin expansion from better product prices and low feed costs, plus more high-margin sales. With local livestock prices rising YTD and lower feed costs, we expect 1Q25F margin to widen further YoY and QoQ. BTG is set to post the sector's best growth in 2025F (+38% YoY) mainly backed by a revived swine unit in Thailand (off the low 1H24 base). We expect its earnings downside from a rise in local minimum wage to be more than offset by upside from a strong THB (as a net importer) and the completion of the purchase of an egg operator in Singapore within 1Q25. We maintain Outperform with a mid-2025 SOTP TP of Bt23 (10-14x PE for feed, farm, food units).

Best YoY and QoQ growth in 4Q24F core profit at Bt980mn, up from a core loss of Bt676mn in 4Q23 and +8% QoQ. Underwriting this is: 1) a wider margin from lower feed costs and better local livestock product prices - local swine price was Bt72/kg (+10% YoY, +1% QoQ), while local broiler price was Bt38/kg (+1% YoY, -11% QoQ); 2) more high-margin sales brought by capacity expansion in the swine business and distribution channel adjustment via moving swine and broiler sales into food service.

Potentially better 1Q25F earnings. In Jan to date, local swine price is up to Bt75/kg (+4% MoM, +10% YoY) and local broiler price has also risen to Bt41.5/kg (+5% MoM, +5% YoY). Normally, local livestock prices rise on better demand several weeks ahead of and during Chinese New Year (January 29 this year). This year, the second cash handout approved by Cabinet of up to Bt40bn for four million seniors on January 27 will help support local livestock prices further. On the cost side, BTG keeps a 3-4-month feed inventory; thus, it will realize lower actual feed costs in 1Q25F after a drop in 4Q24 in spot corn and imported soybean meal prices to a 3-year low of Bt10/kg (-4% YoY, -17% QoQ) and Bt19/kg (-16% YoY, -8% QoQ). Rising product prices amid low feed costs will widen margin further YoY and QoQ in 1Q25F.

Sector's best growth in 2025F. BTG is poised to lead with the sector's best earnings growth (+38% YoY) in 2025F from a revived local swine industry off the low 1H24 base from less smuggled pork and a supply reduction arranged by government policies, moderate improvement in the local broiler industry from balanced local and export demand and supply and continued low feed costs brought by good crop conditions. We expect the earnings downside from the rise in wages to be more than offset by upside from a strong THB and the completion of the M&A in 1Q25. The earnings downside from the rise in minimum wage is estimated at 4-5% (+2-13% wage increase starting from Jan 1, depending on province), as its labor costs account for 5-6% of total costs and its factories are located in provinces where the rise is low to medium, i.e., Lop Buri (+1.7% wage rise), Samut Sakhon and Pathum Thani (+5% wage rise). For upside, we estimate 2% earnings upside from the baht's appreciation against the US dollar (spot rate at Bt34/US\$ vs our assumption of Bt35.3/US\$ in 2025F) as it is a net importer (imports of US\$-denominated feed for livestock are higher than its US\$-denominated broiler exports) and another 5-7% upside from the completion of the purchase of Eggriculture in Singapore in 1Q25.

Key risks are lower demand and prices from fragile economies and more supply, and higher feed costs. Key ESG risks are GHG emission, waste & water management (E), customer welfare, product quality management, health & safety policies (S).

Forecasts and valuation

Year to 31 Dec	Unit	2022	2023	2024F	2025F	2026F
Revenue	(Btmn)	112,626	108,638	114,034	119,366	124,389
EBITDA	(Btmn)	14,196	(18)	3,967	4,707	5,174
Core profit	(Btmn)	7,760	(1,080)	2,409	3,325	3,787
Reported profit	(Btmn)	7,938	(1,398)	2,472	3,325	3,787
Core EPS	(Bt)	4.94	(0.56)	1.24	1.72	1.96
DPS	(Bt)	4.82	0.25	0.37	0.52	0.59
P/E, core	(x)	3.5	n.m.	13.9	10.1	8.8
EPS growth, core	(%)	301.7	n.m.	n.m.	38.0	13.9
P/BV, core	(x)	0.9	1.3	1.2	1.1	1.0
ROE	(%)	35.1	(4.0)	9.2	11.6	12.1
Dividend yield	(%)	27.9	1.4	2.2	3.0	3.4
EV/EBITDA	(x)	3.1	n.m.	13.6	10.8	9.1

Source: InnovestX Research

Tactical: OUTPERFORM (3-month)

Stock data

Last close (Jan 23) (Bt)	17.30
Target price (Bt)	23.00
Mkt cap (Btbn)	33.47
12-m high / low (Bt)	25.5 / 17.2
Avg. daily 6m (US\$mn)	1.16
Foreign limit / actual (%)	49 / 27
Free float (%)	32.6
Outstanding Short Position (%)	0.06

Share price performance

(%)	1M	3M	12M
Absolute	(7.5)	(20.3)	(23.8)
Relative to SET	(4.0)	(13.4)	(21.7)

INVX core earnings vs consensus

Earnings vs consensus	2025F	2026F
Consensus (Bt mn)	2,887	3,074
INVX vs Consensus (%)	15.2	23.2

Earnings momentum	YoY	QoQ
INVX 4Q24 core earnings	Up	Up

2024 Sustainability/2023 ESG Score

SET ESG Ratings	AAA
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Bloomberg ESG Score and Rank in the sector

ESG Score and Rank	3.68 3/58
Environmental Score and Rank	3.29 5/58
Social Score and Rank	3.26 2/58
Governance Score and Rank	5.14 3/58

Source: SET, InnovestX Research, 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.

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).

Capacity increase plans for 2021-26F 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 pork and a planned supply reduction arranged by government policies, together with better broiler export	1. Lower product prices from high amounts of smuggled pork (unknown amount) and weak purchasing power from a fragile economy
2. Feed costs to stay low from the forecast of good global crop conditions in early 2025F	2. Feed costs are at 3-year low, thus next crop conditions in mid to late 2025F will be closely monitored

Key catalysts

Factor	Event	Impact	Comment
4Q24F earnings	Lower feedstock costs amid better livestock prices	Up YoY and QoQ	4Q24F core profit growth will beat out the sector at Bt988mn vs core loss of Bt676mn in 4Q23 and +8% QoQ, on margin expansion from better product prices and low feed costs and more high-margin sales
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 5-7% 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
The appreciation of THB1/US\$ (net importer)	+2%	+Bt0.2/sh.

Our view on ESG

Key ESG risks are GHG emission, waste & water management (E), customer welfare, product quality management, health & safety policies (S). On the environmental issue, BTG showed 2023 positive development YoY on providing LT commitments on key issues including net zero target to match with sector's leaders, with progress on track. On the social issue, BTG showed 2023 significant development YoY on providing commitment with progress on key issues to match with other industry's leaders.

ESG Ratings and Indices

Bloomberg ESG Financial Materiality Score 3.68 (2023)

Rank in Sector 3/58

CG Rating DJSI SETESG SET ESG Ratings

BTG 5 No No AAA

Source: Thai Institute of Directors and SET

Environmental Issue (E)

- BTG has committed to net zero target by 2050, and it targets to reduce GHG emissions (scope 1&2) from 2022 base at least 20% (vs 6% in 2023) and reduce 10% energy consumption from 2022 base within 2030 (vs 4% in 2023).
- By 2025, BTG targets to reduce the occurrence of waste per product weight by 5% from 2022 (vs 7% in 2023) and waste direct to disposal by 4% of total waste generated (vs 5% in 2023).
- By 2025, BTG plans to reduce water use per product weight (water intensity) by 5% from 2020 (vs 3.5% in 2023) and increase water reuse and recycle by 10% of the total water withdrawal (vs 6.6% in 2023).
- By 2030, BTG targets 100% Eco-Friendly Packaging (Reusable, Recyclable and Compostable) (vs 97% in 2023).
- We view that BTG showed 2023 positive development from last year on providing LT and MT commitments on key environment issues to match with sector's leaders, with progress on track.

Social Issue (S)

- By 2027, it aims to reduce the use of antibiotics in animals by 50% from 2021 (vs 26% reduction in 2023), with 100% pass on the assessment on food product quality and safety management system in Thailand and overseas (vs 100% in 2023). In 2023, it achieved 100% food traceability in pork, chicken, eggs (e-traceability in fish and RTE products updated in 2024) and 100% GAP certificate on its animal farms.
- By 2028, it targets to archive 100% of human rights due diligence covering high risk businesses within the entire supply chain (vs 23% in 2023).
- By 2025, it aims 20,000 families will have been positively affected by its key projects (local product to farm & factory, organic waste, community forest support, and handicap skill development projects) (vs 10,149 families in 2023).
- By 2026, it targets zero lost-time injury accident (vs its lost-time injury frequency rate per 1mn-manhour at 2.7 times in 2023 and 3.2 times in 2022, showing the moderate level vs peers).
- In 2023, its employee turnover rate was 30% (vs 30% in 2022), showing the sector's high.
- We view that BTG showed 2023 significant development YoY on providing commitment with progress on key social issues to match with other industry's leaders.

Governance Issue (G)

- In 2023, BTG's board of directors consisted of 11 directors: 5 female members (46% of the entire board), 5 independent directors (33% of the entire board), and 6 non-executive directors (55% of the entire board). Its board diversity in expertise/ experience and gender will enhance more perspective variety in strategic decision.
- In 2023, Its chairman of board was not the highest-ranking executive, enhancing the effectiveness on business oversight.
- In 2023, it had corporate sustainability policy and report (providing corporate sustainability report for the first year). Its sustainability disclosure aligned with guidelines from GRI.

ESG Financial Materiality Score and Disclosure

	2023	2023
ESG Financial Materiality Score	2.96	3.68
Environment Financial Materiality Score	1.86	3.29
GHG Scope 1 ('000 metric tonnes)	234	204
GHG Scope 2 Location-Based ('000 metric tonnes)	214	217
GHG Scope 3 ('000 metric tonnes)	—	—
Total Energy Consumption ('000 MWh)	1,065	1,072
Renewable Energy Use ('000 MWh)	73	162.62
Waste Recycled ('000 metric tonnes)	9	8.85
Total Water Withdrawal ('000 metric tonnes)	13,030	13,724.50
Social Financial Materiality Score	2.99	3.26
Quality Assurance and Recall Policy	Yes	Yes
Women in Workforce (%)	54.43	54.15
Lost Time Incident Rate (per 100 contractors)	0.64	1
Employee Turnover (%)	51.00	44.00
Employee Training Cost (Btm)	75.00	94.00
Employee Training (hours)	121,820	358,278
Governance Financial Materiality Score	5.14	5.14
Company Conducts Board Evaluations	Yes	Yes
Board Size (persons)	11	11
Number of Non Executive Directors on Board (persons)	8	8
Number of Board Meetings for the Year (persons)	14	11
Number of Female Executives (persons)	2	2
Number of Independent Directors (persons)	5	5

Source: Bloomberg Finance L.P.

Disclaimer Bloomberg ESG Scores rate companies on their level of management of financially material industry-specific ESG issues. Bloomberg offers four financially material scores, for overall ESG, as well as Environmental, Social, and Governance. Values range from 0 to 10; 10 is best. To review the fully transparent methodology, see ESG Financial Materiality 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	114,034	119,366	124,389
Cost of sales	(Btmn)	(63,960)	(66,927)	(74,260)	(91,280)	(97,800)	(98,895)	(103,161)	(107,377)
Gross profit	(Btmn)	10,272	13,175	11,164	21,345	10,838	15,139	16,205	17,011
SG&A	(Btmn)	(9,713)	(10,460)	(10,914)	(11,832)	(11,349)	(11,689)	(12,040)	(12,401)
Other income	(Btmn)	365	465	1,121	439	493	517	541	564
Interest expense	(Btmn)	(571)	(513)	(577)	(619)	(673)	(802)	(741)	(653)
Pre-tax profit	(Btmn)	353	2,667	793	9,334	(691)	3,166	3,965	4,522
Corporate tax	(Btmn)	233	(382)	(208)	(1,445)	(457)	(886)	(793)	(904)
Equity a/c profits	(Btmn)	89	14	54	37	102	164	188	207
Minority interests	(Btmn)	24	20	172	(167)	(35)	(34)	(36)	(37)
Core profit	(Btmn)	700	2,319	811	7,760	(1,080)	2,409	3,325	3,787
Extra-ordinary items	(Btmn)	592	42	199	178	(318)	63	0	0
Net Profit	(Btmn)	1,292	2,361	1,011	7,938	(1,398)	2,472	3,325	3,787
EBITDA	(Btmn)	4,344	7,085	5,436	14,196	(18)	3,967	4,707	5,174
Core EPS (Bt)	(Btmn)	1.17	3.86	1.23	4.94	(0.56)	1.24	1.72	1.96
Net EPS (Bt)	(Bt)	2.15	3.93	1.53	5.05	(0.72)	1.28	1.72	1.96
DPS (Bt)	(Bt)	1.00	2.25	10.23	4.82	0.25	0.37	0.52	0.59

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	34,123	35,465	38,415
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	64,936	64,929	65,985
Total loans	(Btmn)	23,370	21,368	30,043	23,106	24,004	24,590	21,390	19,090
Total current liabilities	(Btmn)	19,927	18,111	28,558	25,636	24,494	27,209	26,752	26,380
Total long-term liabilities	(Btmn)	12,202	15,084	13,395	10,934	12,694	10,426	8,274	6,913
Total liabilities	(Btmn)	32,129	33,196	41,953	36,570	37,189	37,635	35,026	33,293
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	27,300	29,903	32,692
BVPS (Bt)	(Bt)	25.65	28.58	23.52	18.25	13.08	14.11	15.46	16.90

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)	2,409	3,325	3,787
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	5,918	7,575	8,571
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)	102	(3,923)	(3,297)
Net cash flow	(Btmn)	28	106	(61)	5,399	(4,380)	2,414	(24)	1,639

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	13.6	13.7
Operating margin	(%)	0.8	3.4	0.3	8.4	(0.5)	3.0	3.5	3.7
EBITDA margin	(%)	5.9	8.8	6.4	12.6	(0.0)	3.5	3.9	4.2
EBIT margin	(%)	1.2	4.0	1.6	8.8	(0.0)	3.5	3.9	4.2
Net profit margin	(%)	1.7	2.9	1.2	7.0	(1.3)	2.2	2.8	3.0
ROE	(%)	4.7	14.3	5.0	35.1	(4.0)	9.2	11.6	12.1
ROA	(%)	1.4	4.7	1.5	12.6	(1.7)	3.8	5.1	5.8
Net D/E	(x)	1.5	1.2	1.9	0.6	0.9	0.8	0.6	0.4
Interest coverage	(x)	7.6	13.8	9.4	22.9	(0.0)	4.9	6.3	7.9
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)	5.0	4.7	4.2
Agro business sales	(Bt mn)	19,814	21,794	24,795	28,403	32,242	32,855	33,594	34,343
Food & protein business sales	(Bt mn)	50,638	53,418	54,171	75,758	68,417	72,934	76,752	80,089
International business sales	(Bt mn)	2,717	3,636	4,881	6,236	5,887	6,047	6,531	7,135
Pet business sales	(Bt mn)	908	1,150	1,491	2,211	2,091	2,198	2,490	2,821
FX	Bt/US\$	31.0	31.3	32.0	35.1	34.8	35.3	35.6	35.6

Financial statement

Profit and Loss Statement

FY December 31	Unit	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
Total revenue	(Btmn)	29,850	27,736	26,491	27,047	27,365	27,024	27,225	29,889
Cost of sales and services	(Btmn)	(24,757)	(24,338)	(23,714)	(24,836)	(24,913)	(24,102)	(23,388)	(25,731)
Gross profit	(Btmn)	5,092	3,398	2,777	2,211	2,452	2,922	3,836	4,158
SG&A	(Btmn)	(2,802)	(2,688)	(2,969)	(2,902)	(2,790)	(2,795)	(2,889)	(3,019)
Other income	(Btmn)	50	123	154	121	94	131	123	166
Interest expense	(Btmn)	(165)	(146)	(148)	(170)	(209)	(198)	(199)	(198)
Pre-tax profit	(Btmn)	2,175	687	(186)	(740)	(452)	60	871	1,108
Corporate tax	(Btmn)	(346)	(196)	18	(23)	(256)	(195)	(269)	(240)
Equity a/c profits	(Btmn)	15	17	10	36	40	22	41	50
Minority interests	(Btmn)	(9)	(8)	(9)	(9)	(8)	(11)	(7)	(7)
Core profit	(Btmn)	1,835	500	(168)	(736)	(676)	(126)	636	910
Extra-ordinary items	(Btmn)	(39)	(107)	(183)	(48)	20	1	(8)	69
Net Profit	(Btmn)	1,796	393	(351)	(784)	(656)	(124)	628	979
EBITDA	(Btmn)	3,457	1,918	1,074	581	976	1,464	2,281	2,571
Core EPS (Bt)	(Btmn)	1.03	0.26	(0.09)	(0.38)	(0.35)	(0.06)	0.33	0.47
Net EPS (Bt)	(Bt)	1.01	0.20	(0.18)	(0.41)	(0.34)	(0.06)	0.32	0.51

Balance Sheet (Btmn)

FY December 31	Unit	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
Total current assets	(Btmn)	36,781	30,613	29,984	31,575	30,726	29,963	29,386	31,902
Total fixed assets	(Btmn)	28,453	28,500	29,166	30,208	31,775	31,998	32,623	32,292
Total assets	(Btmn)	65,234	59,112	59,150	61,783	62,501	61,961	62,009	64,194
Total loans	(Btmn)	23,106	18,419	20,523	22,974	24,004	24,644	22,858	26,024
Total current liabilities	(Btmn)	25,636	19,151	21,232	23,532	24,494	23,841	23,546	27,260
Total long-term liabilities	(Btmn)	10,934	10,905	11,120	12,220	12,694	12,808	13,057	10,788
Total liabilities	(Btmn)	36,570	30,056	32,352	35,752	37,189	36,649	36,603	38,048
Paid-up capital	(Btmn)	9,674	9,674	9,674	9,674	9,674	9,674	9,674	9,674
Total equity	(Btmn)	28,664	29,056	26,798	26,032	25,312	25,312	25,406	26,147
BVPS (Bt)	(Bt)	16.07	15.02	13.85	13.45	13.08	13.08	13.13	13.51

Cash Flow Statement (Btmn)

FY December 31	Unit	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
Core Profit	(Btmn)	4,164	2,335	332	(904)	(1,413)	(802)	510	1,546
Depreciation and amortization	(Btmn)	1,117	1,084	1,112	1,152	1,220	1,206	1,212	1,265
Operating cash flow	(Btmn)	2,581	2,086	590	(25)	584	1,843	3,293	(2,296)
Investing cash flow	(Btmn)	(608)	(676)	(959)	(1,300)	(1,491)	(937)	(949)	4,565
Financing cash flow	(Btmn)	2,717	(5,534)	(329)	1,883	778	(380)	(2,783)	2,843
Net cash flow	(Btmn)	4,690	(4,125)	(698)	559	(129)	526	(439)	5,112

Key Financial Ratios

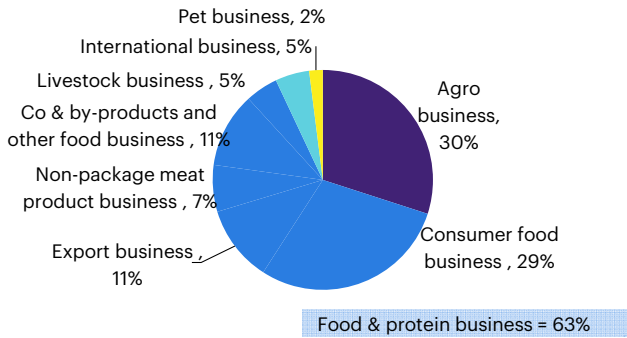
FY December 31	Unit	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
Gross margin	(%)	17.1	12.3	10.5	8.2	9.0	10.8	14.1	13.9
Operating margin	(%)	7.7	2.6	(0.7)	(2.6)	(1.2)	0.5	3.5	3.8
EBITDA margin	(%)	11.6	6.9	4.1	2.1	3.6	5.4	8.4	8.6
EBIT margin	(%)	7.8	3.0	(0.1)	(2.1)	(0.9)	1.0	3.9	4.4
Net profit margin	(%)	6.0	1.4	(1.3)	(2.9)	(2.4)	(0.5)	2.3	3.3
ROE	(%)	37.9	6.9	(2.4)	(11.1)	(10.5)	(2.0)	10.0	14.1
ROA	(%)	11.7	3.2	(1.1)	(4.9)	(4.4)	(0.8)	4.1	5.8
Net D/E	(x)	0.6	0.6	0.7	0.8	0.9	0.9	0.8	0.9
Interest coverage	(x)	20.9	13.1	7.2	3.4	4.7	7.4	11.5	13.0
Debt service coverage	(x)	0.7	0.5	0.4	0.2	0.3	0.4	0.6	0.7

Main Assumptions

FY December 31	Unit	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
Sales growth	(%)	29.2	9.6	(5.3)	(8.3)	(8.3)	(2.6)	2.8	10.5
Agro business sales	(Bt mn)	7,822	7,957	7,799	8,171	8,315	7,819	7,885	8,542
Food & protein business sales	(Bt mn)	19,691	17,793	16,690	16,875	17,058	17,186	17,344	19,296
International business sales	(Bt mn)	1,725	1,443	1,527	1,465	1,453	1,464	1,543	1,552
Pet business sales	(Bt mn)	611	542	475	536	539	555	452	499
FX	Bt/US\$	36.4	33.9	34.5	35.2	35.7	35.7	36.7	34.8

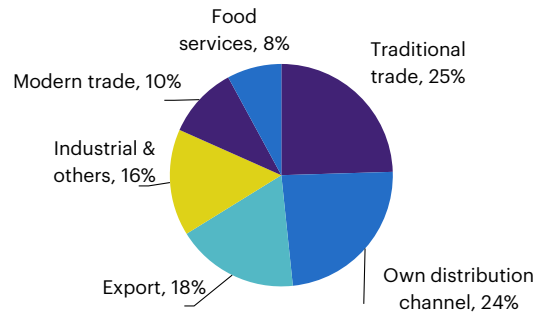
Appendix

Figure 1: Revenue breakdown by business in 2023



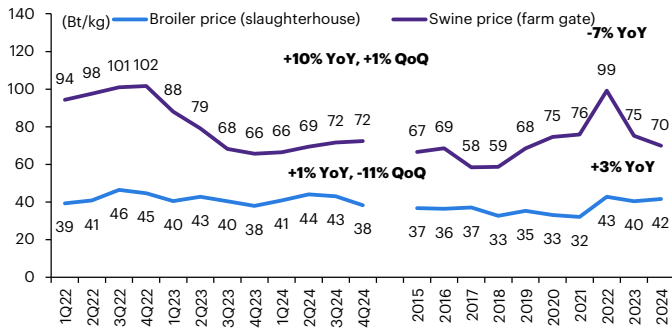
Source: Company data and InnovestX Research

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



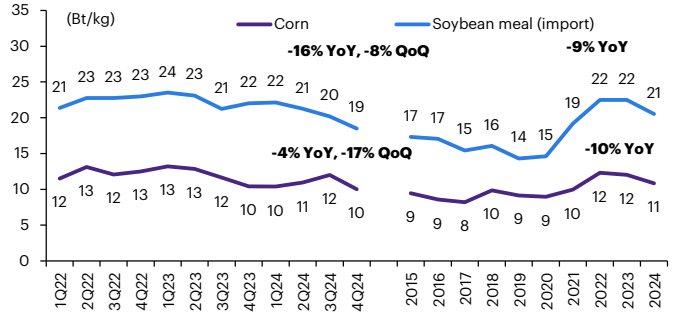
Source: Company data and InnovestX Research

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 Jan 23, 2025)

	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	17.30	23.0	35.1	n.m.	13.9	10.1	n.m.	n.m.	38	1.3	1.2	1.1	(4)	9	12	1.4	2.2	3.0	n.m.	13.6	10.8
CPF	Outperform	21.50	28.0	33.5	n.m.	10.7	9.2	n.m.	n.m.	16	0.6	0.6	0.6	(6)	6	7	0.0	3.3	2.6	15.1	9.3	8.9
GFPT	Neutral	9.60	11.5	23.0	9.3	6.3	6.5	(37)	48	(3)	0.7	0.6	0.6	8	10	9	1.6	3.2	3.1	6.1	4.8	4.5
TU	Neutral	11.30	15.0	38.1	11.4	10.4	10.0	(32)	9	5	0.8	0.7	0.7	6	8	8	4.8	5.4	5.8	8.6	7.8	7.5
Average					10.3	10.3	8.9	(35)	28	14	0.8	0.8	0.7	1	8	9	1.9	3.5	3.6	9.9	8.9	7.9

Source: InnovestX Research

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Companies with Good CG Scoring

A5, ADD, AIE, ALUCON, AMC, AMR, ARIN, ASEFA, ASIA, ASN, BIG, BIOTEC, BIS, BJCHI, BLC, BVG, CEN, CGH, CHARAN, CHAYO, CHIC, CHOTI, CITY, CMC, CPANEL, CSP, DEXON, DOD, DPAINT, DV8, EASON, EE, EFORL, EKH, ESTAR, ETL, FNS, GBX, GENCO, GTB, GYT, ICN, IIG, IMH, IRCP, J, JCKH, JMT, JPARK, JR, JSP, JUBILE, KBS, KCAR, KIAT, KISS, KK, KWC, LDC, LEO, MCA, META, MGC, MITSIB, MK, NAM, NOVA, NTV, NV, OGC, PACO, PANEL, PHG, PIN, PRAPAT, PRI, PRIN, PROEN, PROS, PTC, READY, ROCTEC, SABUY, SALEE, SAMCO, SANKO, SCI, SE, SE-ED, SINGER, SISB, SKN, SKY, SMD100, SMIT, SORKON, SPG, SST, STOWER, STP, SWR, SWC, TAKUNI, TC, TFI, TMC, TMI, TNP, TOPP, TRU, UEC, UOBKH, VL, WAVE, WFX, WIJK, XO, XPG, YUASA, ZAA

Corporate Governance Report

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2S, AAI, ADB, ADVANC, AE, AF, AH, AI, AIE, AIRA, AJ, AKP, AKR, AMANAH, AMATA, AMATAV, AP, APCS, AS, ASIAN, ASK, ASP, ASW, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBGI, BBL, BCH, BCP, BCPG, BE8, BEC, BEYOND, BGC, BGRIM, BLA, BPP, BRI, BRR, BSBM, BTG, BTS, BWG, CAZ, CBG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CI, CIG, CIMBT, CM, CMC, COM7, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CSC, CV, DCC, DELTA, DEMCO, DIMET, DMT, DOHOME, DRT, DUSIT, EA, EASTW, ECF, EGCO, EP, EPG, ERW, ETC, ETE, FNS, FPI, FPT, FSMART, FSX, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GLOBAL, GPI, GPSC, GSTEEL, GULF, GUNKUL, HANA, HARN, HEALTH, HENG, HMPRO, HTC, ICC, ICHI, IFS, III, ILINK, ILM, INET, INOX, INSURE, INTUCH, IRPC, ITEL, IVL, JAS, JR, JTS, KASET, KBANK, KCAR, KCC, KCE, KGEN, KGI, KKP, KSL, KTB, KTC, L&E, LANNA, LH, LHFG, LHK, LPN, LRH, M, MAJOR, MALEE, MATCH, MBAX, MBK, MC, MCOT, MEGA, MENA, META, MFC, MFEC, MILL, MINT, MODERN, MONO, MOONG, MSC, MTC, MTI, NATION, NCAP, NEP, NER, NKI, NOBLE, NRF, OCC, OGC, OR, ORI, OSP, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPPM, PPS, PR9, PREB, PRG, PRINC, PRM, PROS, PRTR, PSH, PSL, PSTC, PT, PTECH, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RABBIT, RATCH, RBF, RML, RS, RWI, S&J, SA, SAAM, SABINA, SAK, SAPPE, SAT, SC, SCB, SCC, SCCC, SCG, SCCG, SCM, SCN, SEAOIL, SE-ED, SELIC, SENA, SENX, SFLEX, SGC, SGP, SIRI, SIS, SITHAI, SKR, SM, SMIT, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, STGT, STOWER, SUSCO, SVI, SVOA, SVT, SYMC, SYNTEC, TAE, TAKUNI, TASCOS, TCAP, TEGH, TFG, TFI, TFMAMA, TGE, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TIPH, TISCO, TKN, TKS, TKT, TMD, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOP, TOPP, TPA, TPCS, TPLAS, TRT, TRU, TRUE, TSC, TSI, TSTE, TSTH, TTB, TTCL, TU, TURTLE, TVDH, TVO, TWPC, UBIS, UEC, UKEM, UPF, UV, VCOM, VGI, VIBHA, VIH, WACOAL, WHA, WHAUP, WICE, WIJK, WPH, XO, YUASA, ZEN

Declared (ประกาศเจตนา)

ACE, ALT, AMARIN, AMC, ANI, APCO, ASAP, B52, BLAND, BYD, CFARM, CHASE, CHG, DEXON, DITTO, ECL, EVER, FLOYD, GREEN, HL, HUMAN, ICN, IHL, IP, ITC, JDF, JMART, K, KJL, LDC, LIT, MITSIB, MJD, MOSHI, NEX, NTSC, PLE, PLUS, POLY, PQS, PRI, PRIME, PROEN, PROUD, PTC, RT, S, SAWAD, SCAP, SCGD, SFT, SHR, SINGER, SINO, SJWD, SKE, SNNP, SOLAR, SONIC, SUPER, TBN, TMI, TPAC, TPP, TQM, UOBKH, UREKA, VNG, WELL, WIN, XPG

N/A

24CS, A, A5, AAV, ABM, ACAP, ACC, ACG, ADD, ADVICE, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALLA, ALPHAX, ALUCON, AMARC, AMR, ANAN, AOT, APO, APP, APURE, AQUA, ARIN, ARIP, ARROW, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCTION, AURA, 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, BROCK, BSM, BSRC, BTC, BTNC, BTW, BUI, BVG, CCET, CCP, CEYE, CGD, CH, CHAO, CHARAN, CHAYO, CHIC, CHO, 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, DOD, DPAINT, DTCENT, DTICI, DV8, EASON, EE, EFORL, EKH, EMC, ESTAR, ETL, EURO, F&D, FANCY, FE, FM, FMT, FN, FORTH, FTI, FVC, GABLE, GENCO, GFC, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GTB, GTV, GYT, HFT, HPT, HTECH, HYDRO, I2, IIG, IMH, IND, INGRS, INSET, IRC, IRCP, IROYAL, IT, ITD, ITNS, ITTHI, IVF, J, JAK, JCK, JCKH, JCT, JKN, JMT, JPARK, JSP, JUBILE, KAMART, KBS, KC, KCG, KCM, KDH, KEX, KIAT, KISS, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LEE, LEO, LOXLEY, LPH, LST, LTS, MAGURO, MANRIN, MASTER, MATI, MCA, M-CHAI, MCS, MDX, MEB, MEDEZE, METCO, MGC, MGI, MGT, MICRO, MIDA, MK, ML, MORE, MPJ, MST, MTW, MUD, MVP, NAM, NAT, NC, NCH, NCL, NCP, NDR, NEO, NETBAY, NEW, NEWS, NFC, NKT, NL, NNCL, NOVA, NPK, NSL, NTV, NV, NVD, NWR, NYT, OHTL, OKJ, ONEE, ORN, PACO, PAF, PANEL, PCC, PCE, PEACE, PEER, PERM, PF, PHG, PICO, PIN, PIS, PJW, PLT, PMC, PMTA, PORT, PPM, PRAKIT, PRAPAT, PRECHA, PRIN, PSG, PSP, PTL, QTCG, RAM, RCL, READY, RICHY, RJH, ROCK, ROCTEC, ROH, ROJNA, RP, RPC, RPH, RSP, RSXYZ, S11, SABUY, SAF, SAFARI, SAFE, SALEE, SAM, SAMART, SAMCO, SAMTEL, SANKO, SAUCE, SAV, SAWANG, SCI, SCL, SCP, SDC, SE, SEAFCO, SECURE, SEI, SGF, SHANG, SIAM, SICT, SIMAT, SISB, SK, SKN, SKY, SLP, SMART, SMD100, SMT, SNPS, SO, SPA, SPCG, SPG, SPREME, SPVI, SQ, SR, SRS, STANLY, STC, STECH, STECON, STELLA, STI, STP, STPI, STX, SUC, SUN, SUTHA, SVR, SWC, SYNEX, TACC, TAN, TAPAC, TATG, TC, TCC, TCJ, TCMC, TCOAT, TEAM, TEAMG, TEKA, TERA, TFM, TGPRO, TH, THAI, THANA, THE, THG, THMUI, TIGER, TITLE, TK, TKC, TLI, TM, TMAN, TMC, TMW, TNDT, TNH, TNPC, TOA, TPBI, TPCH, TPIPL, TPIPP, TPL, TPOLY, TPS, TQR, TR, TRC, TRITN, TRP, TRUBB, TRV, TSE, TSR, TTA, TTI, TTT, TTW, TVH, TVT, TWP, TWZ, TYCN, UAC, UBA, UBE, UMI, UMS, UNIQ, UP, UPOIC, UTP, UVAN, VARO, VL, VPO, VRANDA, VS, WARRIX, WAVE, WFX, WGE, WINDOW, WINMED, WINNER, WORK, WP, XBIO, YGG, YONG, ZAA, ZIGA

Explanations

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