

Estimate Carabao's earnings per share in the following three years from 2025 to 2027. Consider industry growth, market share gains, price increases, cost pressures, operating leverage, financing costs and share count dilution in your final earnings per share estimates.

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Strategized comprehensive financial forecasting across multiple analytical dimensions.

Michael is asking me to estimate Carabao Group's earnings per share for 2025-2027. This is a comprehensive forecasting exercise that requires me to consider multiple factors. Let me first search for the latest information on Carabao Group's financials and recent performance to make informed estimates.

I should search for:

1. Carabao's recent financial results (2024)
2. Energy drink industry growth rates in Thailand and Southeast Asia
3. Carabao's market share trends
4. Any recent news about pricing, costs, expansion plans
5. Their capital structure and share count

Let me start with some searches to get the most current data.

I'll need to gather current data on Carabao's latest financials, industry trends, and company-specific factors to build a robust EPS forecast. Let me search for the most recent information.

12 steps

Fetches [https://www.fnsyrus.com/uploads/research/20250813CARABAOGROUP\(CBGTB\)-2Q25resultsatfirstglance;MaintainBUYTPTHB74.00.pdf](https://www.fnsyrus.com/uploads/research/20250813CARABAOGROUP(CBGTB)-2Q25resultsatfirstglance;MaintainBUYTPTHB74.00.pdf)

fnsyrus.com

Synthesized analyst forecasts and identified key cost variables.

This is excellent! I now have a professional analyst's forecast from FINANSIA dated August 2025 with detailed estimates through 2027. Let me also search for information on input cost pressures like aluminum and sugar, and any other recent developments.

This is very helpful - I've found detailed analyst forecasts. Let me search for additional context on cost pressures and international expansion.

Thailand sugar tax 2025 energy drink impact phase 4

10 results



Thailand to introduce "Salt Tax" with tiered rates, driving health food market boom

nationthailand.com



Final 4th Phase of Sugar Tax commenced on 1 April 2025 in Thailand – Asia Food Beverages

asiafoodbeverages.com



See the end of this report for disclaimer 1

innovestx.co.th



Thailand Energy Drink Market Size, Share & Forecast 2025-2030

vyansaintelligence.com



Ministry of Finance: Update on Excise Tax in the Fields of Public Health, Environmental and Economic - Lexology

lexology.com



Curb the craving: Thailand to up tax on sweet drinks, food from April 1

nationthailand.com



Sugary drinks tax from April won't leave sour taste for consumers: Excise Dept

nationthailand.com

Changes in Population-Level Consumption of Taxed and Non-Taxed Sugar-Sweetened Beverages (SSB) after Implementation of SSB Excise Tax in Thailand: A Prospective Cohort Study - PMC

nih.gov



Bangkok Post - Final phase of sugar tax takes effect

[bangkokpost.com](https://www.bangkokpost.com)



Implementation of Final Phase of Sugar-Based Excise Tax under Thai Excise Law –
BANGKOK GLOBAL LAW

[bgloballaw.com](https://www.bgloballaw.com)

Synthesized financial data to project three-year EPS trajectory.
24s

I now have comprehensive data to build my EPS forecast. Let me compile what I've gathered:

Key Base Data from FY2024:

- Revenue: THB 20,964 million
- Net profit: THB 2,843 million
- EPS: THB 2.84
- Shares outstanding: 1,000 million (1 billion)
- Net profit margin: 13.56%
- Operating margin: 17.04%
- Gross margin: 27.3%

Quarterly Data (2025):

- Q1 2025: Revenue THB 5,328m, Net income THB 760m
- Q2 2025: Revenue THB 5,577m, Net income THB 800.5m
- 1H 2025: Revenue THB 10,905m, Net income THB 1,561m (+18.3% YoY)

Analyst Estimates (FINANSIA - August 2025):

- 2025E: Revenue THB 22,526m, Net profit THB 3,199m, EPS THB 3.20
- 2026E: Revenue THB 23,826m, Net profit THB 3,446m, EPS THB 3.45
- 2027E: Revenue THB 24,931m, Net profit THB 3,603m, EPS THB 3.60

Industry Context:

- Thailand energy drink market growing at 1.77-3.4% CAGR
- Carabao market share: 25-26% in 2024, target 27.5% in 2025, 29% long-term
- Carabao domestic sales growing 7% (outpacing market 2.5% growth)
- Phase 4 sugar tax took effect April 2025 - slicing ~1ppt off branded gross margin

Key Drivers:

I see multiple growth catalysts driving Carabao's expansion. The Thai energy drink market's modest 1.77-3.4% annual growth contrasts with Carabao's aggressive market share strategy. By potentially increasing market share from 26% to 29%, the company can significantly

outperform sector averages. Maintaining the THB 10 price point provides a competitive edge, while strong distribution networks and international expansion targeting 50% of revenue offer substantial growth opportunities.

Cost Pressures: The upcoming sugar tax presents a marginal challenge, potentially reducing margins by approximately 1 percentage point. However, stable aluminum prices between \$2,400-2,600 per tonne provide some cost predictability, mitigating potential margin compression.

Sugar prices declining by 11% year-on-year in Q2 2025 and decreasing raw material and packaging costs create a favorable cost environment. Operating leverage improvements, with SG&A efficiency dropping to 9.9%, further enhance profitability. Reduced interest expenses and EFL sponsorship costs through strategic partnerships contribute to improved financial performance.

Vertical integration and minimal debt/dilution risks position Carabao for robust earnings growth. The company's strategic initiatives suggest potential for sustained financial momentum.

Projecting 2025 performance, revenue is estimated at THB 22.5-23 billion with 7-10% growth. Net profit is anticipated around THB 3.15-3.25 billion, representing 11-14% year-on-year increase. Corresponding earnings per share are expected at THB 3.15-3.25.

For 2026, revenue growth is expected to moderate to 5-6%, with continued margin improvements from operating leverage. Net profit projections range from THB 3.4-3.5 billion, indicating 7-8% growth and EPS of THB 3.40-3.50.

By 2027, revenue growth is forecasted to normalize at 4-5%, with margins stabilizing at elevated levels. Net profit is estimated between THB 3.55-3.70 billion, representing 4-6% growth and EPS of THB 3.55-3.70.

I now have comprehensive data to build a detailed EPS forecast. Let me compile the analysis into a clear framework.

4 steps

Copy spreadsheet to outputs folder

bash

```
cp /home/claude/carabao_eps_forecast.xlsx /mnt/user-data/outputs/
```

Output

exit code 0

Synthesized multifaceted financial factors into comprehensive EPS projections.

I've created a comprehensive spreadsheet with my EPS forecasts. Now let me provide Michael with a detailed analysis that walks through each of the factors he requested.

Based on my research including the latest Q2 2025 results and analyst reports, here are my EPS estimates for Carabao through 2027:

EPS Forecast Summary

Year	Net Profit (THB m)	EPS (THB)	Growth
2024A	2,843	2.84	+47.7%
2025E	3,220	3.22	+13.3%
2026E	3,475	3.48	+7.9%
2027E	3,640	3.64	+4.7%

Key Driver Analysis

1. Industry Growth (Thai Energy Drink Market)

The Thailand energy drink market is estimated at \$765 million in 2024 and is expected to grow to \$850 million by 2030, registering a CAGR of around 1.77%. [Vyansa Intelligence](#) However, another estimate suggests the market is poised to rise from \$843.7 million in 2024 to \$1,031 million by 2030, capturing a CAGR of 3.4%. [StrategyHelix](#) I'm using 2.5% as a reasonable mid-point for domestic market growth.

2. Market Share Gains

This is the key driver. Maybank Securities projects Carabao's market share to increase from 26.0% in 2024 to 27.5% in 2025, supported by its competitive pricing strategy of THB 10 per bottle, which resonates with consumers amid a weak economic outlook. [Minichart](#) Management targets 29% market share. Domestic energy drink sales are expected to grow by 7% in FY25, outpacing the anticipated 2.5% growth of the overall Thai market. [Minichart](#)

The FINANSIA analyst report shows market share reaching 25.4% in Q2 2025, up 1.3ppt YoY [Fnsyrus](#), validating the share gain thesis. My model assumes share gains decelerate from ~1.5ppt annually in 2025 toward ~0.5ppt by 2027 as Carabao approaches its target.

3. Price Increases

Brands that keep prices at or below THB10 are likely to do better in volume sales, such as Carabao, TCP, and Ichitan's TAN Power. Conversely, price hikes by M-150 have lifted market value but restrained volume growth. [Vyansa Intelligence](#) Carabao's THB 10 price discipline means limited pricing power but strong volume growth. I'm modeling modest 1-2% price/mix improvements from premium SKUs (Carabao CAN variants).

4. Cost Pressures

Sugar Tax (Phase 4): Manufacturers that do not reduce sugar content in line with legal limits face a tax rate increase of up to 5 baht per liter. In practice, many companies have already reduced sugar content since the second phase began. [Nation Thailand](#) The

FINANSIA report notes Phase 4 of the sugar tax, which took effect on April 1, will slice 1ppt off branded gross margin, but CBG will adjust its recipe to offset the higher cost. [Fnsyrus](#)

Raw Materials: Sugar prices fell 11% YoY in Q2 2025, while aluminum prices were down 4.3% YoY. [Fnsyrus](#) This provides margin tailwind partially offsetting sugar tax impact.

5. Operating Leverage

Strong operating leverage is evident. The SG&A to sales ratio dropped to 9.9% in Q2 2025, down from the usual 10-11%, thanks to effective cost control and a reduction in football sponsorship expenses. [Fnsyrus](#) The EFL sponsorship cost-sharing with beer brewing partners (50% split) is a structural benefit.

Interest expenses continued to decline, reaching only THB 17 million in Q2 2025, down from THB 37 million in Q2 2024, marking the lowest quarterly figure in eight years due to ongoing debt repayments. [Fnsyrus](#)

My margin assumptions:

- Gross margin: 27.8% → 28.0% (recipe optimization, lower raw material costs)
- Operating margin: 17.9% → 18.2% (operating leverage leveling off)
- Net margin: 14.2% → 14.5% (interest savings, stable tax rate)

6. Financing Costs

CBG has net debt/equity of 13.0% in 2024 [Fnsyrus](#) with continued deleveraging. Interest expense is trending toward THB 140-150m annually from THB 178m in 2023. The debt repayment program is freeing up ~THB 50m annually to drop to the bottom line.

7. Share Count Dilution

Carabao has 1 billion shares outstanding. [PitchBook](#) There's no indication of equity issuance plans, ESOP dilution, or convertibles. The share count has been stable at 1 billion shares for years. I assume zero dilution through 2027.

Revenue Build (THB millions)

Segment	2024A	2025E	2026E	2027E
Branded Own	12,190	13,050	13,750	14,400
3rd Party Distribution	7,621	8,320	8,870	9,300
OEM/Packaging	1,153	1,280	1,330	1,350
Total Revenue	20,964	22,650	23,950	25,050

Risks to Estimates

Downside risks:

- Myanmar earthquake impact on CLMV sales (7% of revenue)
- Thailand-Cambodia border disruptions
- More aggressive competition from M-150 or new entrants
- Higher-than-expected sugar tax impact if reformulation fails

Upside risks:

- Faster market share gains toward 30%+
- Cambodia factory operational (December 2025) boosting margins
- UK/European expansion acceleration
- Commodity tailwinds persisting

Comparison to Consensus

FINANSIA estimates EPS of THB 3.20 for 2025E, THB 3.45 for 2026E, and THB 3.60 for 2027E. [Fnsyrus](#) My estimates are marginally higher at THB 3.22 / THB 3.48 / THB 3.64, reflecting slightly more optimistic market share gains but largely in line with professional analyst consensus.

[View your detailed forecast model](#)