

10 JUNE 2024

EQUITY RESEARCH – ANALYST MEETING

**SISB** **SISB TB**  
THAILAND / PROFESSIONAL SERVICE

**FINANSIA**  
FSS INTERNATIONAL INVESTMENT ADVISORY

**BUY**  
UNCHANGED

## Key takeaways from analyst meeting

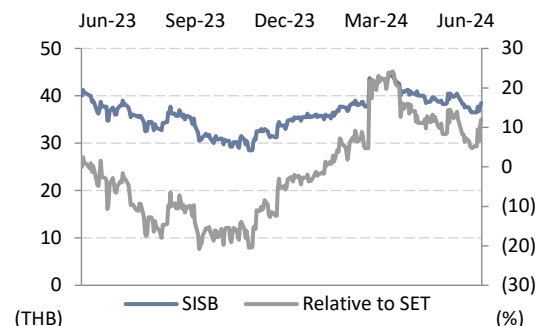
### Expansion should finish on time

- The tone of yesterday's meeting was neutral. Besides the 1Q24 earnings review, management updated the expansion of SISB's campuses, which should finish on time.
- SISB completed the phase-two expansion of its Chiang Mai (CM) campus and commenced operations in February 2024. Hence, the total capacity of its CM campus is now 770 seats, up by 64% from before the expansion. The total number of students at its CM campus was 386 at end-1Q24, implying a utilization rate of 50%.
- SISB schedules the phase-three secondary expansion at its Bangkok (PU) campus to finish in August 2025. This will add another 600 seats, an increase of 28%. At end-1Q24, PU had 1,737 students, implying a tight utilization rate of 80%.
- The total number of students at its Thonburi (TR) campus was 1,390, implying an 87% utilization rate. The construction of phase 3.1 is ongoing. It should be ready by August 2024, serving an addition of 300 seats. SISB schedules phase 3.2 (+600 seats) for completion by August 2025. After its completion, TR capacity will reach 2,490 seats, up 57% from the current capacity, the second largest campus after PU.
- Once completed, SISB will have a total enrolment capacity of 8,365 seats by August 2025 from 7,015 seats at end-1Q24 (+19%). With its six own schools (excluding CM), we estimate the company can generate a yearly EBITDA of THB1.1b-1.2b, up from THB862m in 2023.
- The school's net enrolments in 5M24 were 140 students. Given the solid admission inquiries recently, as we are approaching a new academic year in August, we maintain our estimate of 500 net new enrolments during 2024-25, above the management's target of 400 a year.
- We expect a slightly softer 2Q24 net profit q-q. Since it is the last semester for schools, there are usually fewer activities and field trips than in the first two. Thus, slightly less revenue should be expected.
- We maintain our profit growth forecast of 41%/24%/17% in 2024-26 or at a 20% CAGR and our DCF-based TP of THB44 (8.0% WACC, 5% LTG). We retain our BUY call on SISB.

TARGET PRICE THB44.00  
CLOSE THB38.50  
UP/DOWNSIDE +14.3%  
TP vs CONSENSUS -2.3%

### KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	1,889	2,390	2,761	3,137
Net profit	654	920	1,136	1,334
EPS (THB)	0.70	0.98	1.21	1.42
vs Consensus (%)	-	1.1	(2.3)	(7.0)
EBITDA	851	1,109	1,338	1,542
Recurring net profit	654	920	1,136	1,334
Core EPS (THB)	0.70	0.98	1.21	1.42
EPS growth (%)	77.0	40.7	23.6	17.4
Core P/E (x)	55.4	39.4	31.9	27.1
Dividend yield (%)	0.8	1.1	1.3	1.6
EV/EBITDA (x)	41.7	32.1	26.6	23.0
Price/book (x)	13.0	10.9	9.8	8.3
Net debt/Equity (%)	(23.9)	(19.2)	(17.5)	(17.3)
ROE (%)	25.7	30.2	32.4	33.1



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	0.0	(10.5)	(3.1)
Relative to country (%)	3.3	(7.8)	11.4
Mkt cap (USD m)	991		
3m avg. daily turnover (USD m)	1.8		
Free float (%)	29		
Major shareholder	Mr. Yew Hock Koh (33%)		
12m high/low (THB)	45.00/27.25		
Issued shares (m)	940.00		

Sources: Bloomberg consensus; FSSIA estimates



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Exhibit 1: CM phase 2 was completed in Feb-24 (+300 seats)



Sources: SISB, FSSIA's compilation

Exhibit 2: PU phase 3 will be ready by Aug-25 (+600 seats)



Sources: SISB, FSSIA's compilation

Exhibit 3: TR phase 3.1 will be ready by Aug-24 (+300) and phase 3.2 by Aug25 (+600)

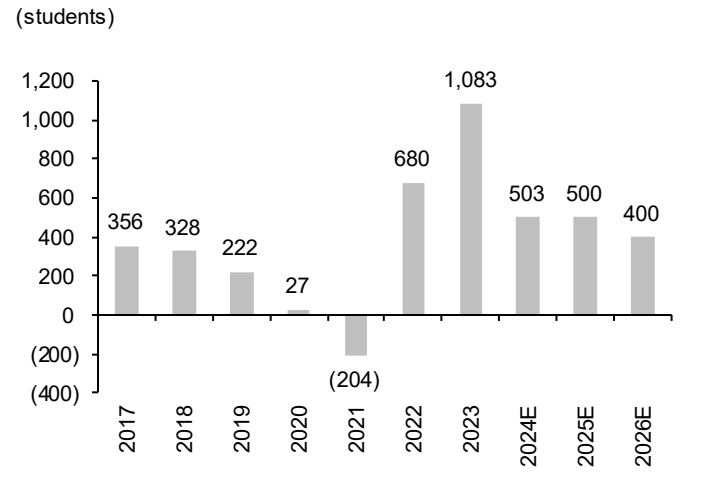


Sources: SISB, FSSIA's compilation



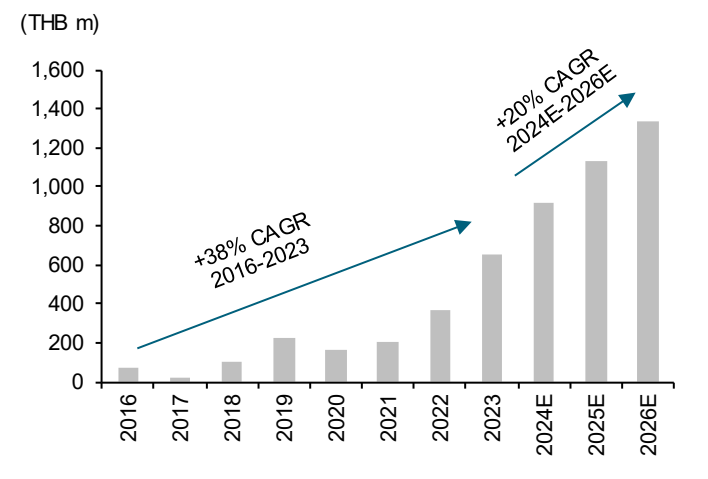
TR Phase3.1, Construction Update on May 2024

Exhibit 4: Net student additions at all campuses



Sources: SISB, FSSIA estimates

Exhibit 5: Net profit



Sources: SISB, FSSIA estimates

## Financial Statements

### SISB

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	1,319	1,889	2,390	2,761	3,137
Cost of goods sold	(653)	(898)	(1,024)	(1,144)	(1,266)
<b>Gross profit</b>	<b>666</b>	<b>992</b>	<b>1,366</b>	<b>1,617</b>	<b>1,872</b>
Other operating income	25	51	50	53	61
Operating costs	(301)	(382)	(490)	(530)	(598)
<b>Operating EBITDA</b>	<b>551</b>	<b>851</b>	<b>1,109</b>	<b>1,338</b>	<b>1,542</b>
Depreciation	(161)	(191)	(183)	(198)	(208)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>390</b>	<b>661</b>	<b>926</b>	<b>1,140</b>	<b>1,335</b>
Net financing costs	(25)	(26)	(25)	(24)	(22)
Associates	5	20	20	22	23
Recurring non-operating income	5	20	20	22	23
Non-recurring items	0	0	0	0	0
<b>Profit before tax</b>	<b>370</b>	<b>655</b>	<b>921</b>	<b>1,138</b>	<b>1,336</b>
Tax	(1)	(1)	(2)	(2)	(2)
<b>Profit after tax</b>	<b>369</b>	<b>654</b>	<b>920</b>	<b>1,136</b>	<b>1,334</b>
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>369</b>	<b>654</b>	<b>920</b>	<b>1,136</b>	<b>1,334</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>369</b>	<b>654</b>	<b>920</b>	<b>1,136</b>	<b>1,334</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.39	0.70	0.98	1.21	1.42
Reported EPS	0.39	0.70	0.98	1.21	1.42
DPS	0.16	0.31	0.42	0.52	0.61
Diluted shares (used to calculate per share data)	940	940	940	940	940
<b>Growth</b>					
Revenue (%)	25.1	43.2	26.5	15.5	13.6
Operating EBITDA (%)	41.3	54.6	30.2	20.6	15.3
Operating EBIT (%)	63.8	69.4	40.1	23.1	17.0
Recurring EPS (%)	73.1	77.0	40.7	23.6	17.4
Reported EPS (%)	73.1	77.0	40.7	23.6	17.4
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	50.5	52.5	57.1	58.6	59.7
Gross margin exc. depreciation (%)	62.7	62.6	64.8	65.7	66.3
Operating EBITDA margin (%)	41.7	45.1	46.4	48.5	49.2
Operating EBIT margin (%)	29.6	35.0	38.7	41.3	42.5
Net margin (%)	28.0	34.6	38.5	41.1	42.5
Effective tax rate (%)	0.2	0.2	0.2	0.2	0.2
Dividend payout on recurring profit (%)	40.7	44.6	43.0	43.0	43.0
Interest cover (X)	15.6	26.3	38.0	47.6	62.5
Inventory days	5.7	5.7	6.6	6.2	5.8
Debtor days	22.6	21.4	20.7	20.4	22.0
Creditor days	86.3	55.7	49.9	43.5	22.8
Operating ROIC (%)	23.8	34.3	39.2	(0.4)	(40.6)
ROIC (%)	18.6	28.4	33.8	(0.4)	(36.6)
ROE (%)	17.2	25.7	30.2	32.4	33.1
ROA (%)	10.9	15.9	19.0	20.5	21.7

\* Pre exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Tuition fees and service income	1,311	1,875	2,374	2,743	3,117
Education equipment revenue	9	14	17	18	20

Sources: SISB; FSSIA estimates

## Financial Statements

### SISB

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	369	654	920	1,136	1,334
Depreciation	161	191	183	198	208
Associates & minorities	(5)	(20)	(20)	(22)	(23)
Other non-cash items	(36)	(404)	(105)	(170)	(102)
Change in working capital	138	324	200	(67)	(94)
<b>Cash flow from operations</b>	<b>627</b>	<b>745</b>	<b>1,177</b>	<b>1,074</b>	<b>1,322</b>
Capex - maintenance	-	-	-	-	-
Capex - new investment	(1,923)	(1,330)	(689)	(449)	(459)
Net acquisitions & disposals	1,471	1,047	0	0	0
Other investments (net)	0	28	(150)	(150)	(206)
<b>Cash flow from investing</b>	<b>(452)</b>	<b>(254)</b>	<b>(839)</b>	<b>(599)</b>	<b>(665)</b>
Dividends paid	(94)	(150)	(395)	(489)	(574)
Equity finance	0	0	0	0	0
Debt finance	(36)	(36)	18	18	(22)
Other financing cash flows	0	0	0	0	0
<b>Cash flow from financing</b>	<b>(130)</b>	<b>(187)</b>	<b>(378)</b>	<b>(470)</b>	<b>(595)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>46</b>	<b>304</b>	<b>(40)</b>	<b>5</b>	<b>62</b>
Free cash flow to firm (FCFF)	201.06	516.19	362.35	500.11	679.11
Free cash flow to equity (FCFE)	139.91	453.91	355.25	493.74	635.72

#### Per share (THB)

FCFF per share	0.21	0.55	0.39	0.53	0.72
FCFE per share	0.15	0.48	0.38	0.53	0.68
Recurring cash flow per share	0.52	0.45	1.04	1.21	1.51

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	3,327	3,919	4,419	4,669	4,919
Less: Accumulated depreciation	(833)	(986)	(803)	(605)	(397)
<b>Tangible fixed assets (net)</b>	<b>2,493</b>	<b>2,933</b>	<b>3,616</b>	<b>4,064</b>	<b>4,521</b>
<b>Intangible fixed assets (net)</b>	<b>340</b>	<b>321</b>	<b>323</b>	<b>317</b>	<b>311</b>
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	60	60	60	60	60
Cash & equivalents	810	1,113	1,073	1,078	1,140
A/C receivable	93	128	143	165	214
Inventories	7	15	16	16	17
Other current assets	15	14	14	15	15
<b>Current assets</b>	<b>926</b>	<b>1,270</b>	<b>1,246</b>	<b>1,275</b>	<b>1,386</b>
Other assets	95	52	53	54	55
<b>Total assets</b>	<b>3,914</b>	<b>4,636</b>	<b>5,298</b>	<b>5,769</b>	<b>6,333</b>
Common equity	2,290	2,788	3,312	3,708	4,345
Minorities etc.	0	0	0	0	0
<b>Total shareholders' equity</b>	<b>2,290</b>	<b>2,788</b>	<b>3,312</b>	<b>3,708</b>	<b>4,345</b>
Long term debt	442	431	423	414	373
Other long-term liabilities	323	362	388	415	434
<b>Long-term liabilities</b>	<b>766</b>	<b>793</b>	<b>811</b>	<b>829</b>	<b>807</b>
A/C payable	149	67	163	63	69
Short term debt	14	14	14	15	15
Other current liabilities	696	974	999	1,155	1,096
<b>Current liabilities</b>	<b>858</b>	<b>1,055</b>	<b>1,176</b>	<b>1,233</b>	<b>1,181</b>
<b>Total liabilities and shareholders' equity</b>	<b>3,914</b>	<b>4,636</b>	<b>5,299</b>	<b>5,770</b>	<b>6,333</b>
Net working capital	(728)	(884)	(989)	(1,021)	(920)
Invested capital	2,260	2,482	3,064	3,474	4,027

\* Includes convertibles and preferred stock which is being treated as debt

#### Per share (THB)

Book value per share	2.44	2.97	3.52	3.94	4.62
Tangible book value per share	2.07	2.62	3.18	3.61	4.29

#### Financial strength

Net debt/equity (%)	(15.4)	(23.9)	(19.2)	(17.5)	(17.3)
Net debt/total assets (%)	(9.0)	(14.4)	(12.0)	(11.3)	(11.9)
Current ratio (x)	1.1	1.2	1.1	1.0	1.2
CF interest cover (x)	82.6	69.8	43.0	39.6	51.3

Valuation	2022	2023	2024E	2025E	2026E
<b>Recurring P/E (x) *</b>	<b>98.0</b>	<b>55.4</b>	<b>39.4</b>	<b>31.9</b>	<b>27.1</b>
<b>Recurring P/E @ target price (x) *</b>	<b>112.0</b>	<b>63.3</b>	<b>45.0</b>	<b>36.4</b>	<b>31.0</b>
Reported P/E (x)	98.0	55.4	39.4	31.9	27.1
Dividend yield (%)	0.4	0.8	1.1	1.3	1.6
Price/book (x)	15.8	13.0	10.9	9.8	8.3
Price/tangible book (x)	18.6	14.7	12.1	10.7	9.0
EV/EBITDA (x) **	65.1	41.7	32.1	26.6	23.0
EV/EBITDA @ target price (x) **	74.5	47.8	36.7	30.4	26.3
EV/invested capital (x)	15.9	14.3	11.6	10.2	8.8

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

Sources: SISB; FSSIA estimates



## Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices ( <a href="#">DJSI</a> ) By S&P Global	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.	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.																				
Sustainability Investment List ( <a href="#">THSI</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> )	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.	To be eligible for <b>THSI inclusion</b> , 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. <b>SETTHSI Index</b> 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.																				
<b>CG Score</b> by Thai Institute of Directors Association (Thai IOD)	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.	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%).																				
<b>AGM level</b> By Thai Investors Association (TIA) with support from the SEC	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%). <i>(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&amp;A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	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.																				
<a href="#">Thai CAC</a> By Thai Private Sector Collective Action Against Corruption (CAC)	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. <i>(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.)</i>	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.																				
<a href="#">Morningstar Sustainabilitys</a>	The Sustainabilitys' 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. <i>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 &amp; peer reviews.</i>	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>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+										
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0-10	10-20	20-30	30-40	40+																		
<a href="#">ESG Book</a>	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.	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.																				
<a href="#">MSCI</a>	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><b>AAA</b></td><td>8.571-10.000</td><td rowspan="3"><b>Leader:</b></td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td><b>AA</b></td><td>7.143-8.570</td></tr><tr><td><b>A</b></td><td>5.714-7.142</td></tr><tr><td><b>BBB</b></td><td>4.286-5.713</td><td rowspan="3"><b>Average:</b></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><b>BB</b></td><td>2.857-4.285</td></tr><tr><td><b>B</b></td><td>1.429-2.856</td></tr><tr><td><b>CCC</b></td><td>0.000-1.428</td><td><b>Laggard:</b></td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>		<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570	<b>A</b>	5.714-7.142	<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285	<b>B</b>	1.429-2.856	<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks
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<a href="#">Moody's ESG solutions</a>	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.																					
<a href="#">Refinitiv ESG rating</a>	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. <i>(Score ratings are 0 to 25 = poor; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																					
<a href="#">S&amp;P Global</a>	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.																					
Bloomberg	ESG Score	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.																				
Bloomberg	ESG Disclosure Score	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.																				

[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

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

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History of change in investment rating and/or target price

SISB (SISB TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
27-Mar-2023	BUY	30.00	26-Sep-2023	BUY	42.00	04-Jun-2024	BUY	44.00
08-Jun-2023	BUY	45.00	25-Mar-2024	HOLD	42.00			

Jitra Amornthum started covering this stock from 27-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
SISB	SISB TB	THB 38.50	BUY	Downside risks to our DCF-based TP include 1) intensified competition; 2) less demand from China; 3) staff shortages; and 4) risks from legal requirements and government policies relating to the business of private schools.

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 07-Jun-2024 unless otherwise stated.

## RECOMMENDATION STRUCTURE

### Stock ratings

Stock ratings are based on absolute upside or downside, which we define as  $(\text{target price}^* - \text{current price}) / \text{current price}$ .

**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.