EQUITY RESEARCH – RESULTS FLASH

THAILAND / AUTOMOTIVE



# **STANLY TB**

# 

## **1QFY25 results at first glance**

THAI STANLEY ELECTRIC

### Weakest sales in 15 quarters in 1QFY25

### Highlights

- Excluding an FX gain of THB4m, STANLY registered a weak core profit of THB304m in 1QFY25 (April – June 2024), -37.0% q-q, +0.1% y-y, its lowest in four quarters.
- Given a low season during Songkran, STANLY's 1QFY25 revenue marked its lowest in 15 quarters at THB3.0b (-19.5% q-q, -9.4% y-y). It was in line with Thailand's automotive industry, which experienced a downturn in production and sales.
- During 1H24, vehicle sales plummeted by 24.2% y-y, attributed to stricter auto loan underwriting, rising household debts, and slow economic growth.
- The gross margin stood at 18.4% (-150bps q-q, +310bps y-y), which was not too bad since it was still within the range of 17-18% seen during the past two years. It was the result of the company's effort to manage costs and expenses effectively.
- STANLY's fiscal status remained solid amid the doomsday of the industry. STANLY is a debt-free company, with a hefty cash on hand of THB1.5b (THB19.45 per share).

### Outlook

- The Thailand automotive industry outlook is lackluster. Domestic car sales showed a sign of contraction for the second consecutive year in 2024 due to several negative factors.
- The Federation of Thai Industries (FTI) lowered its car production forecast to 1.7m units in 2024 from 1.9m units earlier. They also cut their domestic sales target to 550,000 vehicles from 750,000 units previously.
- STANLY's 1QFY25 core profit accounted for only 17% of our fullyear forecast, which now seems challenging. We may review our projection after the meeting. On the bright side, STANLY's share price traded at an undemanding valuation of only 0.7x FY25E P/BV.

TARGET PRICE	THB220.00
CLOSE	THB204.00
UP/DOWNSIDE	+7.8%
TP vs CONSENSUS	+6.5%

### **KEY STOCK DATA**

YE Mar (THB m)	2024	2025E	2026E	2027E
Revenue	14,380	14,807	15,538	16,436
Net profit	1,757	1,777	1,901	2,035
EPS (THB)	22.93	23.19	24.81	26.56
vs Consensus (%)	-	(1.9)	16.0	15.4
EBITDA	3,326	3,419	3,574	3,759
Recurring net profit	1,724	1,777	1,901	2,035
Core EPS (THB)	22.49	23.19	24.81	26.56
EPS growth (%)	(1.0)	3.1	6.9	7.1
Core P/E (x)	9.1	8.8	8.2	7.7
Dividend yield (%)	9.8	9.1	9.7	10.4
EV/EBITDA (x)	4.1	3.9	3.8	3.6
Price/book (x)	0.7	0.7	0.7	0.7
Net debt/Equity (%)	(9.2)	(10.4)	(9.9)	(9.4)
ROE (%)	8.0	8.1	8.6	9.2



Share price performance	1 Month	3 Month	12 Month				
Absolute (%)	(3.1)	(0.4)	9.0				
Relative to country (%)	(1.0)	5.2	28.8				
Mkt cap (USD m) 43							
3m avg. daily turnover (USD m) 0.5							
Free float (%) 34							
Major shareholder Stanley Elect (36%)	tric Holding	Asia-Pacifi	c Pte., Ltd.				

(00/0)	
12m high/low (THB)	221.91/163.33
Issued shares (m)	76.63

Sources: Bloomberg consensus; FSSIA estimates



**Jitra Amornthum** Fundamental Investment Analyst on Securities; License no. 014530 jitra.a@fssia.com, +66 2646 9966

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### Exhibit 1: STANLY - 1QFY25 results summary

Year to Mar 31	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	Cha	nge	FY24	FY25E	Change	% of
	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)	FY25E				
Sales	3,306	3,745	3,607	3,722	2,996	(19.5)	(9.4)	14,380	14,807	3.0	20.2
Cost of sales	(2,799)	(3,135)	(2,915)	(2,980)	(2,444)	(18.0)	(12.7)	(11,829)	(12,097)	2.3	20.2
Gross profit	507	610	692	742	552	(25.6)	8.8	2,551	2,710	6.2	20.4
Operating costs	(268)	(281)	(286)	(294)	(308)	4.6	14.9	(1,129)	(1,199)	6.2	25.7
Operating profit	239	328	406	448	244	(45.5)	2.0	1,422	1,510	6.2	16.2
Operating EBITDA	685	898	853	915	652	(28.7)	(4.7)	3,326	3,419	2.8	19.1
Other income	46	177	56	66	44	(33.6)	(5.0)	95	99	4.5	44.4
Interest expense	0	0	0	0	0	0.0	0.0	0	0	0.0	0.0
Profit before tax	286	505	462	514	288	(43.9)	0.9	1,768	1,854	4.9	15.6
Тах	(78)	(108)	(111)	(125)	(78)	(37.5)	(0.2)	422	432	2.3	(18.1)
Associates	96	87	102	93	94	0.7	(2.3)	378	355	(6.0)	26.3
Reported net profit	315	495	443	503	308	(38.9)	(2.3)	1,757	1,777	1.2	17.3
Core profit	303	485	453	482	304	(37.0)	0.1	1,724	1,777	3.1	17.1
Reported EPS (THB)	4.11	6.47	5.78	6.57	4.02	(38.9)	(2.3)	22.93	23.19	1.2	17.3
Core EPS (THB)	3.96	6.33	5.92	6.29	3.96	(37.0)	0.1	22.49	23.19	3.1	17.1
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)	
Gross margin	15.3	16.3	19.2	19.9	18.4	(1.5)	3.1	17.7	18.3	0.6	
Operating margin	8.6	13.5	12.8	13.8	9.6	(4.2)	1.0	12.3	12.5	0.2	
EBITDA margin	20.7	24.0	23.7	24.6	21.8	(2.8)	1.1	23.1	23.1	(0.0)	
Core profit margin	9.2	12.9	12.6	12.9	10.1	(2.8)	1.0	12.0	12.0	0.0	
SG&A / Sales	8.1	7.5	7.9	7.9	10.3	2.4	2.2	7.9	8.1	0.2	
Revenue breakdown by product type	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	( <b>y-y</b> %)					
Auto bulbs & automotive lighting equipment	3,300	3,592	3,586	3,678	2,960	(19.5)	(10.3)	14,157	14,581	3.0	
Molds & dies and product designs	6	153	21	44	35	(19.0)	487.4	223	226	1.0	
Revenue breakdown by geographic	(THB m)	(q-q %)	( <b>y-y</b> %)	(THB m)	(THB m)	(y-y %)					
Domestic sales	2,037	2,394	2,220	2,315	1,944	(16.0)	(4.5)	8,966	9,180	2.4	
Export sales	1,269	1,351	1,387	1,407	1,051	(25.3)	(17.2)	5,414	5,627	3.9	

Sources: STANLY, FSSIA estimates

### Exhibit 2: Revenue and gross margin

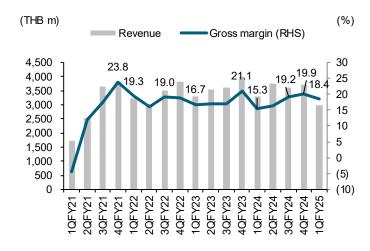
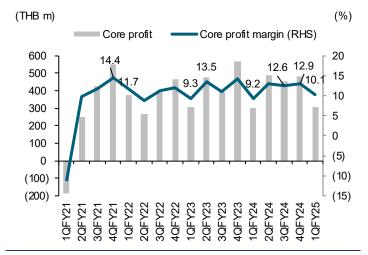


Exhibit 3: Core profit and core profit margin



Sources: STANLY, FSSIA's compilation

Sources: STANLY, FSSIA's compilation

### **Financial Statements**

Thai Stanley Electric

Profit and Loss (THB m) Year Ending Mar	2023	2024	2025E	2026E	2027E
Revenue	14,448	14,380	14,807	15,538	16,436
Cost of goods sold	(13,387)	(13,387)	(13,662)	(14,188)	(14,861)
Gross profit	1,061	993	1,145	1,350	1,575
Other operating income	1,795	1,904	1,908	1,911	1,918
Operating costs	(1,093)	(1,129)	(1,199)	(1,259)	(1,315)
Operating EBITDA	3,311	3,326	3,419	3,574	3,759
Depreciation	(1,548)	(1,558)	(1,565)	(1,571)	(1,581)
Goodwill amortisation	0	0	0	0	C
Operating EBIT	1,763	1,768	1,854	2,003	2,178
Net financing costs	0	0	0	0	C
Associates	387	378	355	363	363
Recurring non-operating income	387	378	355	363	363
Non-recurring items	4	33	0	0	C
Profit before tax	2,154	2,179	2,209	2,365	2,540
Tax	(408)	(422)	(432)	(465)	(505)
Profit after tax	1,746	1,757	1,777	1,901	2,035
Minority interests	0	0	0	0	C
Preferred dividends	-	-	-	-	
Other items	-	-	-	-	-
Reported net profit	1,746	1,757	1,777	1,901	2,035
Non-recurring items & goodwill (net)	(4)	(33)	0	0	_,
Recurring net profit	1,742	1,724	1,777	1,901	2,035
	1,7	.,	.,	1,001	2,000
Per share (THB) Recurring EPS *	22.73	22.49	22.10	24.81	26.56
Reported EPS	22.78	22.49	23.19 23.19	24.81	26.56
DPS	20.00	22.93		19.84	
	20.00	20.00	18.56 77	19.64 77	21.25 77
Diluted shares (used to calculate per share data)	11	11	11	11	//
Growth	<b>.</b> .	(* -)			
Revenue (%)	6.4	(0.5)	3.0	4.9	5.8
Operating EBITDA (%)	4.8	0.4	2.8	4.5	5.2
Operating EBIT (%)	11.3	0.3	4.9	8.0	8.7
Recurring EPS (%)	16.4	(1.0)	3.1	6.9	7.1
Reported EPS (%)	14.8	0.6	1.2	6.9	7.1
Operating performance					
Gross margin inc. depreciation (%)	7.3	6.9	7.7	8.7	9.6
Gross margin exc. depreciation (%)	18.1	17.7	18.3	18.8	19.2
Operating EBITDA margin (%)	22.9	23.1	23.1	23.0	22.9
Operating EBIT margin (%)	12.2	12.3	12.5	12.9	13.3
Net margin (%)	12.1	12.0	12.0	12.2	12.4
Effective tax rate (%)	18.9	19.4	19.6	19.6	19.9
Dividend payout on recurring profit (%)	88.0	88.9	80.0	80.0	80.0
Interest cover (X)	-	-	-	-	-
Inventory days	20.2	16.9	15.4	15.5	16.2
Debtor days	65.4	62.8	59.5	58.1	56.9
Creditor days	31.7	30.3	29.0	27.9	26.6
Operating ROIC (%)	9.2	8.6	9.1	9.9	10.6
ROIC (%)	8.6	7.9	8.2	8.8	9.4
ROE (%)	8.4	8.0	8.1	8.6	9.2
ROA (%)	7.4	7.0	7.2	7.7	8.2
* Pre exceptional, pre-goodwill and fully diluted					5.2
Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Auto bulbs & automotive lighting equipment	14,329	14,157	14,581	15,310	16,206
nato sales a automotive lighting equipment	14,020	17,107	17,001	10,010	10,200

Sources: Thai Stanley Electric; FSSIA estimates

### **Financial Statements** Thai Stanley Electric

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027
Recurring net profit	1,742	1,724	1,777	1,901	2,03
Depreciation	1,548	1,558	1,565	1,571	1,58
ssociates & minorities	(387)	(378)	(355)	(363)	(363
ther non-cash items	(504)	(604)	(27)	(479)	(878
hange in working capital	(202)	(116)	10	(429)	(119
ash flow from operations	2,197	2,183	2,970	2,201	2,25
•			-	-	-
Capex - maintenance	0	0	0	0	(
Capex - new investment	(677)	(749)	(889)	(907)	(908
let acquisitions & disposals	-	-	-	-	
Other investments (net)	(2,235)	(823)	(1,158)	(700)	(699
Cash flow from investing	(2,911)	(1,572)	(2,047)	(1,607)	(1,607
Dividends paid	(651)	(1,532)	(1,422)	(1,521)	(1,628
Equity finance	0	0	0	0	(.,===
	0	0	0	0	, (
Debt finance	0	0	0	0	,
Other financing cash flows	-	-	-	-	
Cash flow from financing	(651)	(1,532)	(1,422)	(1,521)	(1,628
Non-recurring cash flows	-	-	-	-	
Other adjustments	794	838	787	827	86
Net other adjustments	794	838	787	827	86
Novement in cash	(572)	(84)	288	(100)	(111
	• •	. ,	922.78		•
Free cash flow to firm (FCFF)	(714.86)	610.72		593.79	649.3
ree cash flow to equity (FCFE)	79.54	1,448.48	1,710.15	1,420.99	1,517.3
Per share (THB)					
CFF per share	(9.33)	7.97	12.04	7.75	8.4
FCFE per share	1.04	18.90	22.32	18.54	19.80
Recurring cash flow per share	31.31	30.00	38.63	34.32	31.00
Balance Sheet (THB m) Year Ending Mar	2023	2024	2025E	2026E	20276
Tangible fixed assets (gross)	24,700	24,904	26,458	28,036	29,62
ess: Accumulated depreciation	(16,231)	(17,006)	(18,570)	(20,141)	(21,722
Tangible fixed assets (net)	8,469	7,899	7,888	7,895	7,903
ntangible fixed assets (net)	940	873	899	926	95
ong-term financial assets	1,702	1,898	1,898	1,898	1,898
nvest. in associates & subsidiaries	2,023	2,205	2,205	2,205	2,20
Cash & equivalents	2,084	2,000	2,288	2,189	2,07
A/C receivable	2,557	2,390	2,434	2,512	2,61
nventories	591	504	514	560	61
Other current assets	5,933	6,934	6,594	6,596	6,59
Current assets	11,165	11,829	11,830	11,856	11,90
Other assets	25	75	74	78	8
Fotal assets	24,325	24,778	24,793	24,857	24,94
Common equity	21,287	21,702	22.058	22,088	22,19
Vinorities etc.	0	0	22,000	0	22,10
Fotal shareholders' equity	21,287	21,702	22,058	22,088	22,19
ong term debt	-	-	-	-	
Other long-term liabilities	1,046	1,140	814	824	82
Long-term liabilities	1,046	1,140	814	824	82
VC payable	1,001	964	961	968	96-
Short term debt	_	_	-	-	
Other current liabilities	991	972	960	978	96
Current liabilities	1,992	1,936	1,922	1,946	1,93
Total liabilities and shareholders' equity	24,325	24,778	24,793	24,857	24,94
Net working capital	7,089	7,893	7,620	7,722	7,89
nvested capital	20,249	20,842	20,583	20,722	20,93
Includes convertibles and preferred stock which is being	ng treated as debt				
Per share (THB)					
Book value per share	277.80	283.22	287.86	288.26	289.6
Fangible book value per share	265.53	271.84	276.13	276.18	277.2
	200.00	2. 1.01	2.0.10	2.0.10	211.2
Financial strength					
Vet debt/equity (%)	(9.8)	(9.2)	(10.4)	(9.9)	(9.4
Net debt/total assets (%)	(8.6)	(8.1)	(9.2)	(8.8)	(8.3
Current ratio (x)	5.6	6.1	6.2	6.1	6.3
CF interest cover (x)	-	-	-	-	-
/aluation	2023	2024	2025E	2026E	20271
Recurring P/E (x) *	9.0	9.1	8.8	8.2	7.
Recurring P/E @ target price (x) *	9.7	9.8	9.5	8.9	8.
Reported P/E (x)	9.0	8.9	8.8	8.2	7.
Dividend yield (%)	9.8	9.8	9.1	9.7	10.4
Price/book (x)	0.7	0.7	0.7	0.7	0.1
	0.7				
rice/tengible beek (v)	0.8	0.8	0.7	0.7	0.
Price/tangible book (x)			<b>-</b> ·	÷ -	
EV/EBITDA (x) **	4.1	4.1	3.9	3.8	
			3.9 4.3	3.8 4.1	3.0 3.9

Sources: Thai Stanley Electric; FSSIA estimates



### **Disclaimer for ESG scoring**

ESG score	Methodolog	IY .			Rating					
The Dow Jones Sustainability Indices (DJSI) By S&P Global	process base from the ann Only the top- inclusion.	Vorld applies a transparent, rules-based component selection sed on the companies' Total Sustainability Scores resulting unual S&P Global Corporate Sustainability Assessment (CSA).Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA).p-ranked companies within each industry are selected forBe a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA).p-ranked companies within each industry are selected forBe a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA).p-ranked companies within each industry are selected forBe a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA).p-ranked companies within each industry are selected forBe a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA).p-ranked companies within each industry are selected forBe a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA).p-ranked companies within each industry are selected forBe a member and invited to the annual S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highe scoring company are disqualified. The constituents of the DJSI indices a selected from the Eligible Universe.							an S&P Globa of the highest JSI indices are	
Sustainability Investment List ( <u>THSI</u> ) by The Stock Exchange of Thailand ( <u>SET</u> )	managing bu Candidates r 1) no irregula float of >150 up capital. S 70%; 2) inde wrongdoing	usiness with tr must pass the ar trading of th shareholders ome key disque pendent direct related to CG	ility in Environmental and ansparency in Governan e preemptive criteria, with he board members and e s, and combined holding r ualifying criteria include: ctors and free float violati , social & environmental earnings in red for > 3 year	ice, updated annually. two crucial conditions: xecutives; and 2) free must be >15% of paid- 1) CG score of below on; 3) executives' impacts; 4) equity in	ually.   minimum of 50% for each indicator, unless the company is a part of DJ     itions:   during the assessment year. The scoring will be fairly weighted against     free   nature of the relevant industry and materiality.     paid-   SETTHSI Index is extended from the THSI companies whose 1) marke     capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity,     vin   Index is a market capitalisation-weighted index, cap 5% quarterly weighted					
<b>CG Score</b> by Thai Institute of Directors Association (Thai IOD)	annually by t Thailand (SE	the Thai IOD,	th in sustainable develop with support from the Sto ts are from the perspectiv s.	ock Exchange of	Good (80-89), and not rated for equitable treatr	B for Good (70 or scores belo nent of shareh (5%); 4) disclo	ories: 5 for Excel -79), 2 for Fair (6 w 50. Weightings olders (weight 2: sure & transpare	0-69), 1 for P include: 1) th 5% combined	ass (60-69), e rights; 2) an ); 3) the role o	
AGM level By Thai Investors Association (TIA) with support from the SEC	treatment are transparent a out of five th criteria cover date (45%), <i>circulation of s</i> <i>exercised. The</i> <i>and verifiability</i>	e incorporated and sufficientl e CG compon r AGM proced and after the i ufficient informa e second assess r; and 3) openne	which shareholders' rights d into business operation y disclosed. All form impu- nents to be evaluated anr dures before the meeting meeting (10%). (The first a tion for voting; and 2) facilitat ses 1) the ease of attending in ses for Q&A. The third involve less, resolutions and voting re-	s and information is ortant elements of two nually. The assessment (45%), at the meeting ssesses 1) advance ting how voting rights can be neetings; 2) transparency as the meeting minutes that			four categories: (80-89), and not			
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	establishmen policies. The (Companies de Declaration of Certification, in managers and	nt of key contr certification eciding to becon Intent to kick off acluding risk ass employees, est	Checklist include corrupti rols, and the monitoring a is good for three years. If an 18-month deadline to sul ressment, in place of policy a tablishment of whistleblowing il stakeholders.)	and developing of tart by submitting a bmit the CAC Checklist for nd control, training of	passed Checkl	st will move fo se members a	ed by a committe or granting certific re twelve highly r chievements.	ation by the 0	CAC Council	
<u>Morningstar</u> Sustainalytics	based on an risk is unmar regulatory filing	assessment of naged. Sources	isk rating provides an ove of how much of a compa s to be reviewed include corp her media, NGO reports/web			score is the sum higher ESG risk Medium		d risk. The Severe		
		uality & peer rev	k, ESG controversies, issuer iews.	reedback on drait ESG	0-10 10-20 20-30 30-40 4					
ESG Book	positioned to the principle helps explain over-weightin	o outperform o of financial m n future risk-a	sustainable companies th over the long term. The m ateriality including inform djusted performance. Ma ith higher materiality and erly basis.	ethodology considers nation that significantly teriality is applied by	scores using m	ateriality-base	ated as a weight d weights. The s dicating better p	core is scaled		
MSCI			measure a company's m nd laggards according to						ethodology to	
	AAA AA	8.571-10.00 7.143-8.570	Leader:	leading its industry in m	nanaging the most s	gnificant ESG ri	sks and opportunitie	s		
	A 5.714-7.142   BBB 4.286-5.713 Average: a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relatindustry peers   BB 2.857-4.285 a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relatindustry peers							nities relative to		
	B CCC	1.429-2.856 0.000-1.428	Laggard:	lagging its industry base	ed on its high expos	ure and failure to	o manage significan	t ESG risks		
Moody's ESG solutions	believes that	t a company ir	gree to which companies ntegrating ESG factors in or shareholders over the	to its business model an						
<u>Refinitiv ESG</u> rating	based on pu	blicly available	and objectively measure e and auditable data. The ta publicly. <i>(Score ratings a</i>	e score ranges from 0 to	100 on relative E	SG performar	ce and insufficie	nt degree of t		
S&P Global			re is a relative score mean nin the same industry clas				of ESG risks, op	oortunities, an	d impacts	
			Diagramhara agara ayalu	ating the company's agg	regated Environn	nental, Social	and Governance	(ESG) perfor	mance. The	
Bloomberg	ESG Score		score is based on Bloo	mberg's view of ESG fina the weights are determin	ancial materiality.	The score is a		alized mean (	power mean)	

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

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#### Jitra Amornthum 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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#### History of change in investment rating and/or target price



Jitra Amornthum started covering this stock from 19-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Thai Stanley Electric	STANLY TB	THB 204.00	HOLD	Downside risks to our P/E-based TP include 1) weak global automotive demand; 2) higher raw material prices and utility costs; 3) global semiconductor shortages; and 4) fluctuations in the THB.

#### 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 25-Jul-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.

