EQUITY RESEARCH – RESULTS FLASH

BOUND AND BEYOND THAILAND / TOURISM & LEISURE



BEYOND TB

BUY UNCHANGED

3Q24 results at first glance

BEYOND booked a smaller core loss of 52m in 3Q24

Highlights

- BEYOND reported a smaller core loss of THB52m in 3Q24 (vs THB68m loss in 3Q23).
- However, BEYOND recorded a one-time extra expense of THB15m to bring the cadmium waste back to the landfill. Thus, the net loss was THB67m.
- Revenue grew by 5% y-y in 3Q24, driven by room revenue which grew by 12% y-y. RevPAR grew by 11% y-y with an OCC rate of 56% (vs 52% in 2Q23) and a 3% increase in ADR to cTHB17,300. F&B revenue was relatively flat y-y.
- COGS increased by 2% y-y and SG&A increased by 6% y-y. As a result, the 3Q24 EBITDA margin improved to 17% (vs 15% in 3Q23).
- The 9M24 core loss was THB23m (vs THB164m core loss in 9M23).

Outlook and valuation

- We expect earnings to turn positive again in 4Q24 thanks to the high tourism season. We expect RevPAR to grow by 15-20% in 4Q24, driven by an improving OCC rate from 51% in 4Q23 to 58-60% in 4Q24. In addition, expenses related to the cadmium waste should be insignificant from 4Q24 on.
- We believe the share price has been overly punished, given the loss of THB1.4b in market cap since the beginning of the cadmium waste issue, compared to cTHB50m in total cadmium-related expenses.
 BEYOND trades at undemanding valuations of 0.4x 2025E P/BV and 7x 2025E EV/EBITDA.

TARGET PRICE THB18.00 CLOSE THB8.45 UP/DOWNSIDE +113.0% TP vs CONSENSUS +0.0%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	2,978	3,395	3,642	3,836
Net profit	158	25	196	257
EPS (THB)	0.55	0.09	0.68	0.89
vs Consensus (%)	-	(65.4)	-	-
EBITDA	546	782	915	974
Recurring net profit	(169)	75	196	257
Core EPS (THB)	(0.58)	0.26	0.68	0.89
EPS growth (%)	nm	nm	161.3	31.1
Core P/E (x)	(14.5)	32.7	12.5	9.5
Dividend yield (%)	-	1.5	4.0	5.2
EV/EBITDA (x)	13.3	9.0	7.3	6.6
Price/book (x)	0.4	0.4	0.4	0.4
Net debt/Equity (%)	76.4	72.8	65.9	60.2
ROE (%)	(2.7)	1.2	3.1	3.9



Absolute (%)	(9	.6)	0.0	(29.6)		
Relative to country (%)	(8	.8)	(10.9)	(32.8)		
Mkt cap (USD m)				71		
3m avg. daily turnover (USD m)						
Free float (%)				50		
Major shareholder	Country (Group	Holding P	CL (39%)		
12m high/low (THB)			1:	3.70/8.05		
Issued shares (m)				290.07		

Sources: Bloomberg consensus; FSSIA estimates



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Exhibit 1: BEYOND – 3Q24 results summary

FY ending Dec	3Q23	4Q23	1Q24	2Q24	3Q24	Cha	nge	2023	2024E	Chg.
	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)				
Sales	673	875	952	762	708	(7)	5	2,978	3,395	14
COGS (incl depreciation)	(465)	(549)	(532)	(491)	(476)	(3)	2	(1,940)	(2,033)	5
Gross Profit	208	326	421	271	232	(14)	11	1,037	1,363	31
SG&A	(183)	(211)	(236)	(214)	(194)	(9)	6	(798)	(889)	12
Operating Profit	25	115	185	57	38	(33)	52	240	473	(98)
Dividend income	0	0	0	0	0			0	0	
Interest income	2	3	0	1	1	(10)	(28)	8	10	
Other income	9	0	4	2	5	163	(52)	11	17	50
Interest expenses	(109)	(108)	(105)	(96)	(98)	2	(10)	(426)	(406)	(5)
Pretax profit	(73)	10	84	(36)	(54)	51	(26)	(167)	94	156
Income Tax	5	(15)	(17)	(2)	2			(2)	(19)	
Associates	(0)	0	0	0	0			(1)	0	
Minority interest	0	0	0	0	0			0	0	
Core profit	(68)	(5)	68	(38)	(52)	37	24	(169)	75	144
Extraordinaries, GW & FX	7	3	0	(34)	(15)			328	(50)	
Reported net profit	(61)	(3)	68	(72)	(67)	(7)	(10)	158	25	84
Outstanding shares (m)	289	289	289	289	289	0	0	290	290	0
Core EPS (THB)	(0.24)	(0.02)	0.23	(0.13)	(0.18)	37	24	(0.58)	0.26	144
EPS (THB)	(0.21)	(0.01)	0.23	(0.25)	(0.23)	(7)	(10)	0.55	0.09	84
COGS excl. depreciation	(388)	(472)	(453)	(412)	(397)	(4)	2	(1,634)	(1,724)	5
Depreciation	(77)	(77)	(78)	(79)	(79)	1	3	(306)	(308)	1
EBITDA	102	192	263	136	117	(14)	15	546	782	(43)
Key ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	31	37	44	36	33	(3)	2	35	40	5
SG&A/Revenue	27	24	25	28	27	(1)	0	27	26	(1)
EBITDA margin	15	22	28	18	17	(1)	1	18	23	5
Net profit margin	(9)	(0)	7	(9)	(9)	(0)	(0)	5	1	(5)
Operating stats										
Occupancy (%)	52	51	60	59	56			52	59	
ADR (THB/night)	16,741	21,916	23,068	18,361	17,317			19,008	19,958	
RevPar (THB/night)	8,705	11,177	13,841	10,833	9,698			9,789	11,775	

Sources: BEYOND; FSSIA estimates

Financial Statements

Bound and Beyond

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	2,148	2,978	3,395	3,642	3,836
Cost of goods sold	(1,607)	(1,940)	(2,033)	(2,120)	(2,233)
Gross profit	541	1,037	1,363	1,522	1,603
Other operating income	-	-	-	-	-
Operating costs	(716)	(798)	(889)	(916)	(943)
Operating EBITDA	128	546	782	915	974
Depreciation	(303)	(306)	(308)	(309)	(314)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	(174)	240	473	606	659
Net financing costs	(399)	(418)	(396)	(369)	(346)
Associates	0	(1)	0	0	0
Recurring non-operating income	38	11	17	8	8
Non-recurring items	99	328	(50)	0	0
Profit before tax	(437)	160	44	245	321
Tax	95	(2)	(19)	(49)	(64)
Profit after tax	(342)	158	25	196	257
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	(342)	158	25	196	257
Non-recurring items & goodwill (net)	(99)	(328)	50	0	0
Recurring net profit	(441)	(169)	75	196	257
Per share (THB)					
Recurring EPS *	(1.53)	(0.58)	0.26	0.68	0.89
Reported EPS	(1.18)	0.55	0.09	0.68	0.89
OPS	0.00	0.00	0.13	0.34	0.44
Diluted shares (used to calculate per share data)	289	290	290	290	290
Growth					
Revenue (%)	869.1	38.6	14.0	7.3	5.3
Operating EBITDA (%)	nm	326.0	43.3	17.1	6.4
Operating EBIT (%)	nm	nm	97.6	28.0	8.8
Recurring EPS (%)	nm	nm	nm	161.3	31.1
Reported EPS (%)	nm	nm	(84.2)	684.3	31.1
Operating performance					
Gross margin inc. depreciation (%)	25.2	34.8	40.1	41.8	41.8
Gross margin exc. depreciation (%)	39.3	45.1	49.2	50.3	50.0
Operating EBITDA margin (%)	6.0	18.3	23.0	25.1	25.4
Operating EBIT margin (%)	(8.1)	8.0	13.9	16.6	17.2
Net margin (%)	(20.5)	(5.7)	2.2	5.4	6.7
Effective tax rate (%)	17.7	(1.1)	20.0	20.0	20.0
Dividend payout on recurring profit (%)	-	-	50.0	50.0	50.0
nterest cover (X)	(0.3)	0.6	1.2	1.7	1.9
nventory days	11.4	11.0	11.6	11.6	11.6
Debtor days	12.2	12.7	10.7	9.9	9.4
Creditor days	78.6	96.0	106.3	106.5	106.1
Operating ROIC (%)	(1.3)	2.2	3.5	4.5	5.0
	(1.0)	2.2	3.5	4.4	4.9
ROE (%)	(7.0)	(2.7)	1.2	3.1	3.9
ROA (%)	(0.8)	1.9	2.9	3.7	4.1
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Hotel revenue	2,135	2,978	3,395	3,642	3,836

Sources: Bound and Beyond; FSSIA estimates

Financial Statements Bound and Beyond

Bound and Beyond					
Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	(441)	(169)	75	196	257
Depreciation	303	306	308	309	314
Associates & minorities Other non-cash items	- 119	- 275	- (50)	- 0	- 0
Change in working capital	(1,037)	150	30	26	32
Cash flow from operations	(1,056)	562	363	532	603
Capex - maintenance	(634)	(154)	(154)	(162)	(230)
Capex - new investment	- 967	- 183	- 0	- 0	- 0
Net acquisitions & disposals Other investments (net)		-	-	-	-
Cash flow from investing	333	29	(154)	(162)	(230)
Dividends paid	0	0	0	(37)	(98)
Equity finance	0	12	0	0	0
Debt finance Other financing cash flows	778 (161)	(11) 34	(380) 0	(468) 0	(150) 0
Cash flow from financing	617	36	(380)	(505)	(248)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments Movement in cash	0 (105)	0 627	0 (170)	0 (135)	0 125
Free cash flow to firm (FCFF)	(318.31)	1,016.67	615.47	747.57	726.83
Free cash flow to equity (FCFE)	(105.32)	614.72	(170.41)	(98.01)	222.77
Per share (THB)					
FCFF per share	(1.10)	3.50	2.12	2.58	2.51
FCFE per share	(0.36)	2.12	(0.59)	(0.34)	0.77
Recurring cash flow per share	(0.06)	1.42	1.15	1.74	1.97
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	12,656	12,448	12,602	12,764	12,994
Less: Accumulated depreciation	(961)	(1,139)	(1,448)	(1,757)	(2,071)
Tangible fixed assets (net) Intangible fixed assets (net)	11,695 0	11,309 0	11,155 0	11,007 0	10,923 0
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	264	315	315	315	315
Cash & equivalents	761	1,388	1,217	1,082	1,207
A/C receivable Inventories	108 45	99 53	99 56	99 59	99 63
Other current assets	373	293	334	358	377
Current assets	1,287	1,833	1,707	1,598	1,746
Other assets	100	158	158	158	158
Total assets Common equity	13,346 6,103	13,615 6,300	13,334 6,325	13,078 6,484	13,142 6,643
Minorities etc.	0, 103	0,300	0,325	0,404	0,043
Total shareholders' equity	6,103	6,300	6,325	6,484	6,643
Long term debt	5,227	5,215	4,938	4,520	4,370
Other long-term liabilities	277	289	289	289	289
Long-term liabilities A/C payable	5,504 371	5,504 489	5,227 516	4,809 541	4,659 574
Short term debt	986	988	885	835	835
Other current liabilities	382	334	381	409	431
Current liabilities	1,739	1,811	1,782	1,785	1,839
Total liabilities and shareholders' equity Net working capital	13,346 (227)	13,615 (378)	13,334 (407)	13,078 (434)	13,142 (465)
Invested capital	11,832	11,405	11,221	11,046	10,931
* Includes convertibles and preferred stock which is being	ng treated as debt				
Per share (THB)					
Book value per share	21.13	21.72	21.81	22.35	22.90
Tangible book value per share	21.13	21.72	21.81	22.35	22.90
Financial strength	00.0	76 4	70.0	SE O	60.0
Net debt/equity (%) Net debt/total assets (%)	89.3 40.9	76.4 35.4	72.8 34.5	65.9 32.7	60.2 30.4
Current ratio (x)	0.7	1.0	1.0	0.9	0.9
CF interest cover (x)	0.7	2.5	0.6	0.7	1.6
Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	(5.5)	(14.5)	32.7	12.5	9.5
Recurring P/E @ target price (x) *	(11.8)	(30.8)	69.6	26.7	20.3
Reported P/E (x)	(7.1)	15.5	98.1	12.5	9.5 5.2
Dividend yield (%) Price/book (x)	- 0.4	- 0.4	1.5 0.4	4.0 0.4	5.2 0.4
Price/tangible book (x)	0.4	0.4	0.4	0.4	0.4
EV/EBITDA (x) **	61.6	13.3	9.0	7.3	6.6
EV/EBITDA @ target price (x) **	83.2	18.4	12.6	10.4	9.5
EV/invested capital (x) * Pre-exceptional, pre-goodwill and fully diluted ** EB	0.7 ITDA includes associate	0.6 income and recurri	0.6 ing non-operating in	0.6	0.6
- To exceptional, pre-good will and fully diluted ED			ing non-operating III		

Sources: Bound and Beyond; FSSIA estimates



BOUND AND BEYOND PCL (BEYOND TB)



 $\star\star$

25.31 /100

Exhibit 2: FSSIA ESG score implication

Rating	Score	Implication
****	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
$\star\star\star\star$	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
$\star \star \star$	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
**	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
*	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Source: FSSIA estimates

Exhibit 3: ESG – peer comparison

	FSSIA		Domestic ratings						Global ratings					Bloomberg	
	ESG score	DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
BEYOND	25.31				5.00	5.00	Certified		42.49						
CENTEL	62.78		Y	Y	5.00	5.00	Certified	Medium	57.54			71.56	48.00	2.93	54.19
DUSIT	24.81				5.00	4.00	Certified		46.50						
ERW	39.65				4.00	4.00	Certified		54.22			51.15	21.00	3.90	
SHR	25.00		Y	Y	5.00	5.00									

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 4: ESG disclosure from the company's one report

	 •
FY ending Dec 31	FY 2022
Environmental	
Climate change policy	Yes
Climate change opportunities discussed	
GHG scope 2 location-based policy	Yes
Biodiversity policy	Yes
Energy efficiency policy	Yes
Electricity used	Yes
Fuel used - crude oil/diesel	
Waste reduction policy	Yes
Water policy	Yes
Water consumption	Yes
Social	
Human rights policy	Yes
Policy against child labor	Yes
Quality assurance and recall policy	
Consumer data protection policy	Yes
Equal opportunity policy	Yes
Gender pay gap breakout	
Pct women in workforce	48%
Business ethics policy	Yes
Anti-bribery ethics policy	Yes
Health and safety policy	Yes
Lost time incident rate - employees	
Training policy	Yes
Fair remuneration policy	Yes
Number of employees - CSR	977
Total hours spent by firm - employee training	
Social supply chain management	

FY ending Dec 31	FY 2022
Governance	
Board size / Independent directors (ID) / Female	9 / 4 / 1
No. of board meetings for the year / % attendance	8 / 97.22%
Company conducts board evaluations	Yes
Number of non-executive directors on board	8
Director share ownership guidelines	No
Board age limit	No
Age of the youngest / oldest director	36 / 80
Number of executives / female	7/3
Executive share ownership guidelines	No
Size of audit committee / ID	3/3
Audit committee meetings	5
Audit committee meeting attendance (%)	100
Size of compensation committee	3 / 0
Number of compensation committee meetings	2
Compensation committee meeting attendance (%)	100
Size of nomination committee / ID	3/0
Number of nomination committee meetings	2
Nomination committee meeting attendance (%)	100
Board compensation (THB m)	7.01
Auditor fee (THB m)	2.35
(EY Company Limited)	

Source: FSSIA's compilation



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.	ed on the com ual S&P Glob -ranked comp	transparent, rules-based npanies' Total Sustainabi nal Corporate Sustainabili anies within each industr	lity Scores resulting ity Assessment (CSA). y are selected for	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 (<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 r	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 yea	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	nature of the relevant industry and materiality.						
CG Score by Thai Institute of Directors Association (Thai IOD)	annually by t Thailand (SE	the Thai IOD,	h in sustainable develop with support from the St ts are from the perspectiv s.	ock Exchange of	Good (80-89), 3 and not rated for equitable treatr	B for Good (70 or scores belo nent of shareh (5%); 4) disclo	ories: 5 for Excel 0-79), 2 for Fair (6 w 50. Weightings iolders (weight 2 sure & transpare	60-69), 1 for P include: 1) th 5% combined	ass (60-69), le 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 the criteria cover date (45%), a circulation of s exercised. The and verifiability	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 tes, 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)	establishmer 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 sult ressment, in place of policy a tablishment of whistleblowing ill stakeholders.)	and developing of tart by submitting a bmit the CAC Checklist for nd control, training of	passed Checkli	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	ny's exposure to ESG porate publications and sites, multi-sector			score is the sum higher ESG risk Medium		ed risk. The Severe		
		uality & peer rev	k, ESG controversies, issuer iews.	reedback on drait ESG	0-10	10-20	20-30	30-40	40+		
ESG Book	positioned to the principle helps explair over-weightir	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 idicating better p	core is scaled			
<u>MSCI</u>			measure a company's m nd laggards according to						nethodology to		
	AAA AA	8.571-10.00 7.143-8.57(Leader:	leading its industry in m	anaging the most si	gnificant ESG ri	sks and opportunitie	?S			
	A BBB BB	5.714-7.142 4.286-5.713 2.857-4.285	3 Average:	a mixed or unexception industry peers	al track record of ma	anaging the mos	t significant ESG ris	sks and opportu	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	Moody's ass believes that	esses the dec t a company ir	gree to which companies ntegrating ESG factors in or shareholders over the	to its business model an							
Refinitiv ESG 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	ice and insufficie	nt degree of t			
S&P Global			re is a relative score mean nin the same industry clas				of ESG risks, op	portunities, ar	id impacts		
			Bloomberg score evalu	ating the company's agg	regated Environn	nental, Social		(ESG) perfor	mance. The		
Bloomberg	ESG Score		score is based on Bloo	mberg's view of ESG fina the weights are determin							

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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ANALYST(S) CERTIFICATION

Teerapol Udomvej, CFA 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



Teerapol Udomvej, CFA started covering this stock from 08-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Bound and Beyond	BEYOND TB	THB 8.45	BUY	Downside risks to our DCF-based target price include 1) extraordinary events such as political turmoil and natural disasters; 2) a higher hotel room supply, which may result in price competition; and 3) the slower-than-expected recovery of international tourist numbers.

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 11-Nov-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.

