

DUSIT THANI DUSIT TB

THAILAND / TOURISM & LEISURE

BUY
 UNCHANGED

3Q24 results at first glance

DUSIT booked a larger core loss y-y of THB328m in 3Q24

Highlights

- DUSIT booked a larger core loss of THB328m in 3Q24, compared to the THB273m loss in 3Q23, mainly due to cTHB80m in pre-operating expenses for the Dusit Central Park (DCP) project.
- Including a THB142m unrealized FX loss and a THB68m FX loss from share income from DREIT, the net loss was THB538m.

Hotel business

- Hotel revenue was flat y-y in 3Q24. Owned hotel revenue grew by 1% y-y, driven mainly by Thai hotels (+5% y-y) following the strong performance of Dusit Thani Pattaya. However, Overseas hotel revenue fell by 4% y-y due to the lower OCC rate of Dusit Thani Manila. In addition, Dusit Thani Maldives had a negative translation impact following the THB appreciation against the USD. Overall, RevPAR grew by 3% y-y with an OCC rate of 67% (vs 68% in 3Q23).
- Revenue from hotel management also decreased by 2% y-y due to the revenue decrease from hotel management under Elite Havens following high competition in Indonesia.
- The 3Q24 EBITDA margin of the hotel business improved to 18% (vs 17% in 3Q23) thanks to better cost control.

Other business

- Education business revenue grew by 14% y-y in 3Q24 due to higher tuition fees at Dusit Thani College for 2024. The EBITDA loss improved to THB12m in 3Q24 (vs THB34m loss in 3Q23).
- Food business revenue grew by 7% y-y, driven by Epicure Catering following higher student numbers after successfully signing new school contracts and the expansion to Hong Kong. The EBITDA margin of the food business declined to 4% (vs 10% in 3Q23) due to additional expenses from the new contracts.
- Real estate development EBITDA decreased to -THB68m (vs -THB16m in 3Q23) due to pre-operating expenses for DCP.

Overall

- 3Q24 EBITDA turned to a loss of THB28m (vs profit of THB69m in 3Q23) mainly due to pre-operating expenses for the DCP project.

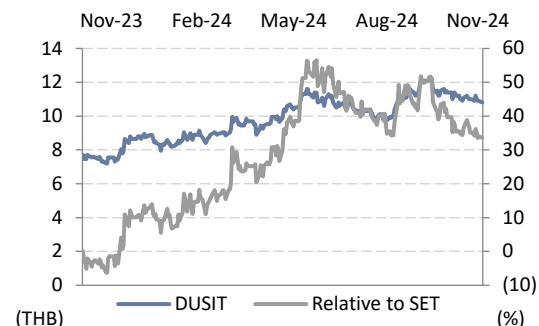
Outlook

- The overall performance should improve q-q in 4Q24. However, earnings may still be in loss territory, pressured by losses from the DCP project. Dusit Thani Bangkok recently reopened on 27 Sep.

TARGET PRICE	THB15.00
CLOSE	THB10.80
UP/DOWNSIDE	+38.9%
TP vs CONSENSUS	+4.4%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	5,377	6,690	18,276	22,567
Net profit	(570)	(54)	1,248	1,755
EPS (THB)	(0.67)	(0.06)	1.47	2.06
vs Consensus (%)	-	nm	237.9	(50.6)
EBITDA	(129)	319	2,291	3,970
Recurring net profit	(551)	(54)	748	1,755
Core EPS (THB)	(0.65)	(0.06)	0.88	2.06
EPS growth (%)	nm	nm	nm	134.6
Core P/E (x)	(16.7)	(169.0)	12.3	5.2
Dividend yield (%)	-	-	5.7	13.4
EV/EBITDA (x)	(172.5)	83.9	14.0	4.8
Price/book (x)	2.7	2.7	2.0	1.6
Net debt/Equity (%)	283.6	262.3	295.9	176.8
ROE (%)	(14.6)	(1.6)	18.7	33.4



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(5.3)	6.9	44.0
Relative to country (%)	(4.4)	(4.8)	37.4
Mkt cap (USD m)	267		
3m avg. daily turnover (USD m)	0.2		
Free float (%)	27		
Major shareholder	Chanat family account (50%)		
12m high/low (THB)	12.40/7.15		
Issued shares (m)	850.00		

Sources: Bloomberg consensus; FSSIA estimates


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Exhibit 1: DUSIT – 3Q24 results summary

FY ending Dec	3Q23	4Q23	1Q24	2Q24	3Q24	----- Change -----		2023	2024E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Sales	1,181	1,602	1,810	1,372	1,260	(8)	7	5,377	6,690	24
COGS (incl depreciation)	(843)	(1,060)	(1,105)	(918)	(889)	(3)	5	(3,573)	(4,262)	19
Gross profit	338	542	705	454	371	(18)	10	1,804	2,428	35
SG&A	(723)	(738)	(778)	(754)	(753)	(0)	4	(2,834)	(3,172)	12
Operating profit	(385)	(196)	(73)	(301)	(381)	27	(1)	(1,030)	(744)	(28)
Management service income	146	193	174	121	117	(3)	(20)	619	662	7
Interest income	6	9	7	12	6	(52)	(0)	27	22	(20)
Realized income from deferred rental revenue	7	7	7	7	7	1	0	27	27	0
Other income	50	107	38	50	52	3	3	263	270	3
Interest expenses	(133)	(140)	(135)	(136)	(134)	(2)	1	(524)	(573)	9
Pretax profit	(309)	(20)	18	(247)	(334)	35	8	(618)	(335)	(46)
Income Tax	16	(25)	(20)	5	(30)	(697)	(291)	4	61	1,347
Associates	14	(26)	60	105	3	(97)	(80)	48	170	251
Minority interest	7	3	(4)	6	34	469	419	14	50	254
Core profit	(273)	(68)	54	(131)	(328)	150	20	(551)	(54)	(90)
Extraordinaries, GW & FX	26	(78)	69	1	(210)			(19)	0	(100)
- Gain on sale of other long term investments	0	0	0	0	0					
- Gain on measurement of other financial assets	0	2	1	1	1					
- FX gain/loss	26	(97)	67	0	(142)					
- Others	0	18	0	0	(68)					
Reported net profit	(247)	(146)	122	(131)	(538)	311	118	(570)	(54)	(90)
Outstanding shares (m)	850	850	850	850	850	0	0	850	850	0
Core EPS (THB)	(0.32)	(0.08)	0.06	(0.15)	(0.39)	150	20	(0.65)	(0.06)	(90)
EPS (THB)	(0.29)	(0.17)	0.14	(0.15)	(0.63)	311	118	(0.67)	(0.06)	(90)
COGS excl. depreciation	(612)	(829)	(878)	(690)	(651)	(6)	6	(2,672)	(3,200)	20
Depreciation	(231)	(231)	(228)	(228)	(238)	4	3	(901)	(1,063)	18
EBITDA	69	326	441	221	(28)	(113)	(141)	856	1,470	72
Key ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	29	34	39	33	29	(4)	1	34	36	3
SG&A/Revenue	61	46	43	55	60	5	(1)	53	47	(5)
EBITDA margin	6	19	24	16	(2)	(18)	(8)	15	21	6
Net profit margin	(21)	(9)	7	(10)	(43)	(33)	(22)	(11)	(1)	10
Operating stats										
Hotel revenue growth y-y (%)	18	23	24	15	0					
Education revenue growth y-y (%)	420	(20)	4	(6)	14					
Foods revenue growth y-y (%)	22	25	20	33	7					
Occupancy (%)	68	73	81	70	67					
ADR (THB/night)	3,201	4,230	4,828	3,531	3,371					
RevPar (THB/night)	2,174	3,096	3,932	2,485	2,241					

Sources: DUSIT; FSSIA estimates

Financial Statements

Dusit Thani

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	4,084	5,377	6,690	18,276	22,567
Cost of goods sold	(2,851)	(3,573)	(4,262)	(13,124)	(14,569)
Gross profit	1,233	1,804	2,428	5,152	7,997
Other operating income	-	-	-	-	-
Operating costs	(2,305)	(2,834)	(3,172)	(4,210)	(5,412)
Operating EBITDA	(138)	(129)	319	2,291	3,970
Depreciation	(934)	(901)	(1,063)	(1,349)	(1,385)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	(1,072)	(1,030)	(744)	942	2,586
Net financing costs	(481)	(497)	(551)	(724)	(653)
Associates	67	48	170	146	163
Recurring non-operating income	706	958	1,130	1,190	1,257
Non-recurring items	264	(19)	0	500	0
Profit before tax	(583)	(588)	(165)	1,908	3,189
Tax	36	4	61	(243)	(599)
Profit after tax	(547)	(584)	(105)	1,665	2,590
Minority interests	46	14	50	(417)	(835)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	(501)	(570)	(54)	1,248	1,755
Non-recurring items & goodwill (net)	(264)	19	0	(500)	0
Recurring net profit	(766)	(551)	(54)	748	1,755
Per share (THB)					
Recurring EPS *	(0.90)	(0.65)	(0.06)	0.88	2.06
Reported EPS	(0.59)	(0.67)	(0.06)	1.47	2.06
DPS	0.00	0.00	0.00	0.62	1.45
Diluted shares (used to calculate per share data)	850	850	850	850	850
Growth					
Revenue (%)	86.1	31.7	24.4	173.2	23.5
Operating EBITDA (%)	nm	nm	nm	618.7	73.3
Operating EBIT (%)	nm	nm	nm	nm	174.6
Recurring EPS (%)	nm	nm	nm	nm	134.6
Reported EPS (%)	nm	nm	nm	nm	40.6
Operating performance					
Gross margin inc. depreciation (%)	30.2	33.6	36.3	28.2	35.4
Gross margin exc. depreciation (%)	53.1	50.3	52.2	35.6	41.6
Operating EBITDA margin (%)	(3.4)	(2.4)	4.8	12.5	17.6
Operating EBIT margin (%)	(26.3)	(19.2)	(11.1)	5.2	11.5
Net margin (%)	(18.8)	(10.2)	(0.8)	4.1	7.8
Effective tax rate (%)	3.9	0.7	0.0	19.3	19.8
Dividend payout on recurring profit (%)	-	-	-	70.0	70.0
Interest cover (X)	(0.8)	(0.1)	0.7	2.9	5.9
Inventory days	16.5	15.0	210.0	205.7	141.9
Debtor days	43.4	38.1	32.1	11.7	9.5
Creditor days	289.9	265.5	246.1	51.4	63.4
Operating ROIC (%)	(6.1)	(5.6)	(3.5)	2.9	8.8
ROIC (%)	(1.6)	(0.3)	1.5	5.4	10.6
ROE (%)	(20.7)	(14.6)	(1.6)	18.7	33.4
ROA (%)	(1.4)	(0.3)	1.5	5.1	9.2

* Pre exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Hotel revenue	2,563	3,682	4,575	12,278	14,956
Others	1,520	1,694	2,116	5,998	7,610

Sources: Dusit Thani; FSSIA estimates

Financial Statements

Dusit Thani

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	(766)	(551)	(54)	748	1,755
Depreciation	934	901	1,063	1,349	1,385
Associates & minorities	-	-	-	-	-
Other non-cash items	1,505	1,526	(50)	917	835
Change in working capital	583	66	(3,089)	(6,458)	10,888
Cash flow from operations	2,257	1,943	(2,132)	(3,444)	14,862
Capex - maintenance	(2,094)	(3,088)	(1,952)	(1,050)	(429)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	91	25	(441)	(441)	0
Other investments (net)	-	-	-	-	-
Cash flow from investing	(2,003)	(3,064)	(2,393)	(1,491)	(429)
Dividends paid	(24)	(23)	0	0	(524)
Equity finance	0	0	0	0	0
Debt finance	(1,127)	819	1,500	5,500	(9,000)
Other financing cash flows	1,830	(108)	1,578	(489)	(3,348)
Cash flow from financing	679	688	3,078	5,011	(12,871)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	933	(433)	(1,447)	76	1,562
Free cash flow to firm (FCFF)	745.94	(597.04)	(3,952.11)	(4,207.63)	15,091.14
Free cash flow to equity (FCFE)	956.34	(410.73)	(1,447.10)	75.76	2,085.82

Per share (THB)

FCFF per share	0.88	(0.70)	(4.65)	(4.95)	17.75
FCFE per share	1.13	(0.48)	(1.70)	0.09	2.45
Recurring cash flow per share	1.97	2.21	1.13	3.55	4.68

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	23,625	26,221	28,174	29,224	29,653
Less: Accumulated depreciation	(5,604)	(6,013)	(7,075)	(8,425)	(9,810)
Tangible fixed assets (net)	18,021	20,208	21,098	20,799	19,843
Intangible fixed assets (net)	971	999	999	999	999
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	1,761	1,736	2,177	2,618	2,618
Cash & equivalents	2,143	1,710	262	338	1,901
A/C receivable	534	588	588	588	588
Inventories	109	111	3,570	9,701	549
Other current assets	614	662	772	527	1,736
Current assets	3,399	3,071	5,192	11,155	4,774
Other assets	2,077	1,908	1,908	1,908	1,908
Total assets	26,229	27,922	31,375	37,479	30,142
Common equity	4,121	3,440	3,386	4,634	5,865
Minorities etc.	923	873	2,401	2,328	(184)
Total shareholders' equity	5,045	4,313	5,786	6,962	5,681
Long term debt	11,999	12,622	14,122	19,622	10,622
Other long-term liabilities	5,892	7,327	7,327	7,327	7,327
Long-term liabilities	17,891	19,948	21,448	26,948	17,948
A/C payable	1,924	1,964	2,351	968	3,612
Short term debt	1,125	1,321	1,321	1,321	1,321
Other current liabilities	245	377	469	1,280	1,581
Current liabilities	3,294	3,661	4,140	3,568	6,513
Total liabilities and shareholders' equity	26,229	27,922	31,375	37,479	30,142
Net working capital	(913)	(979)	2,110	8,568	(2,319)
Invested capital	21,917	23,872	28,292	34,893	23,049

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

Per share (THB)

Book value per share	4.85	4.05	3.98	5.45	6.90
Tangible book value per share	3.71	2.87	2.81	4.28	5.72

Financial strength

Net debt/equity (%)	217.7	283.6	262.3	295.9	176.8
Net debt/total assets (%)	41.9	43.8	48.4	55.0	33.3
Current ratio (x)	1.0	0.8	1.3	3.1	0.7
CF interest cover (x)	3.0	0.2	(1.6)	1.1	4.2

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	(12.0)	(16.7)	(169.0)	12.3	5.2
Recurring P/E @ target price (x) *	(16.6)	(23.2)	(234.7)	17.0	7.3
Reported P/E (x)	(18.3)	(16.1)	(169.0)	7.4	5.2
Dividend yield (%)	-	-	-	5.7	13.4
Price/book (x)	2.2	2.7	2.7	2.0	1.6
Price/tangible book (x)	2.9	3.8	3.8	2.5	1.9
EV/EBITDA (x) **	(152.9)	(172.5)	83.9	14.0	4.8
EV/EBITDA @ target price (x) **	(178.8)	(200.1)	95.1	15.6	5.7
EV/invested capital (x)	1.0	0.9	0.9	0.9	0.8

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

Sources: Dusit Thani; FSSIA estimates

Dusit Thani PCL (DUSIT TB)

FSSIA ESG rating



24.81 /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.
★★★★☆	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★☆☆	>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 ESG score	Domestic ratings						Global ratings						Bloomberg	
		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	24.98	--	--	--	5.00	5.00	Certified	--	39.83	--	--	--	--	--	--
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	--
MINT	84.43	Y	Y	Y	5.00	4.00	Certified	Medium	57.57	AA	37.00	91.18	69.00	5.00	--
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	FY ending Dec 31		FY 2022
Environmental			Governance		
Climate change policy		Yes	Board size / Independent directors (ID) / Female		12 / 8 / 6
Climate change opportunities discussed		--	No. of board meetings for the year / % attendance		11 / 95.02%
GHG scope 2 location-based policy		Yes	Company conducts board evaluations		Yes
Biodiversity policy		Yes	Number of non-executive directors on board		9
Energy efficiency policy		Yes	Director share ownership guidelines		No
Electricity used		Yes	Board age limit		No
Fuel used - crude oil/diesel		--	Age of the youngest / oldest director		55 / 86
Waste reduction policy		Yes	Number of executives / female		7 / 3
Water policy		Yes	Executive share ownership guidelines		No
Water consumption		504.12	Size of audit committee / ID		3 / 3
Social			Audit committee meetings		7
Human rights policy		Yes	Audit committee meeting attendance (%)		100
Policy against child labor		Yes	Size of compensation committee		3 / 3
Quality assurance and recall policy		Yes	Number of compensation committee meetings		5
Consumer data protection policy		Yes	Compensation committee meeting attendance (%)		100
Equal opportunity policy		Yes	Size of nomination committee / ID		3 / 3
Gender pay gap breakout		--	Number of nomination committee meetings		5
Pct women in workforce		52.08	Nomination committee meeting attendance (%)		100
Business ethics policy		Yes	Board compensation (THB m)		7.01
Anti-bribery ethics policy		Yes	Auditor fee (THB m)		2.05
Health and safety policy		Yes	(KPMG PHOOMCHAI AUDIT COMPANY LIMITED)		
Lost time incident rate - employees		Yes			
Training policy		Yes			
Fair remuneration policy		Yes			
Number of employees - CSR		--			
Total hours spent by firm - employee training		--			
Social supply chain management		Yes			

Source: FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices (DJSI) 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 (THSI) by The Stock Exchange of Thailand (SET)	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 THSI inclusion , 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. SETTHSI Index 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.																				
CG Score 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%).																				
AGM level 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&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.																				
Thai CAC 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.																				
Morningstar Sustainability	The Sustainability's 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 & 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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ESG Book	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.																				
MSCI	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>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="3">Average:</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>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td></tr><tr><td>CCC</td><td>0.000-1.428</td><td>Laggard:</td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>		AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	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 relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	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.																					
Refinitiv ESG rating	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; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																					
S&P Global	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

Teerapol Udomvej, CFA FSS International Investment Advisory Securities Co., Ltd

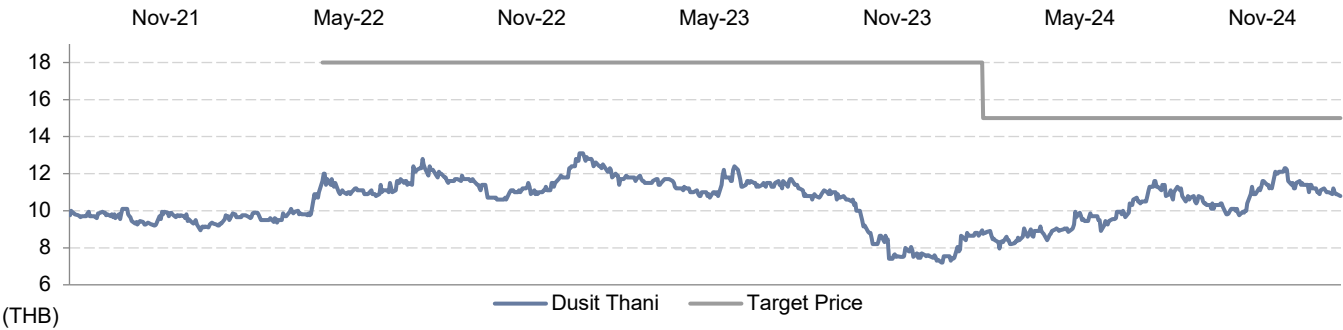
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) 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

Dusit Thani (DUSIT TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
17-Jun-2022	BUY	18.00	08-Jan-2024	BUY	15.00	-	-	-

Teerapol Udomvej, CFA started covering this stock from 17-Jun-2022

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Dusit Thani	DUSIT TB	THB 10.80	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 $(\text{target price}^* - \text{current price}) / \text{current price}$.

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.