EQUITY RESEARCH - RESULTS FLASH



MTB





UNCHANGED

TARGET PRICE THB24.00 **CLOSE** THB19.50 **UP/DOWNSIDE** +23.1% **PRIOR TP** THB24.00 **CHANGE IN TP UNCHANGED** TP vs CONSENSUS +12.1%

4Q24 results at first glance

4Q24 profit exceeded our estimate by 7% due to lower-than-expected expenses

Highlights

- M reported a 4Q24 net profit of THB353m (+3.6% q-q, -31% y-y), recovering q-q due to reducing expenses.
- However, revenue remained flat q-q and decreased y-y due to negative SSSG at 10.7% y-y. Despite closing 11 branches since 4Q23, total revenue declined by 8.9% y-y, which was smaller than SSSG. This came from: 1) the strong reception of Hikiniku To Come, currently with only one branch, expected to contribute c0.7% to total revenue; and 2) revenue from retail product sales.
- The gross margin decreased to 67% in 4Q24 from 67.8% in 3Q24, likely due to increased promotional activities and lower margins from retail products compared to restaurant sales, but was still stable y-y.
- Total expenses slightly decreased q-q and y-y, leading to a reduction in the SG&A to sales ratio to 58.2% from 59.4% in 3Q24.
- For the full-year 2024, net profit was THB1.44b (-14.3% y-y), with negative SSSG of 10.1%.

Outlook

- We expect a limited recovery in 1Q25, as January's SSSG was still negative by 7% y-y, though it is likely to improve in February with the launch of the "Moo Marathon" campaign and participation in the Easy E-receipt program. However, the positive response to Moo Marathon might come with higher raw material costs.
- M plans to open 15 new branches in 2025, including 5 MK, 5 LCS, 3 Yayoi, and 2 in the 'other brand' category, which we expect will be Hikiniku To Come.
- The company announced a 2H24 DPS of THB1/shr, yielding 5.1%, bringing the total annual dividend to THB1.5/shr, with a payout ratio of 96%.

KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	15,418	15,933	16,443	16,970
Net profit	1,442	1,461	1,528	1,539
EPS (THB)	1.57	1.59	1.66	1.67
vs Consensus (%)	-	2.6	7.1	5.2
EBITDA	3,769	3,794	3,881	3,904
Recurring net profit	1,442	1,461	1,528	1,539
Core EPS (THB)	1.57	1.59	1.66	1.67
Chg. In EPS est. (%)	nm	0.3	0.3	nm
EPS growth (%)	(14.3)	1.4	4.5	0.7
Core P/E (x)	12.5	12.3	11.8	11.7
Dividend yield (%)	7.7	6.9	7.2	7.3
EV/EBITDA (x)	3.6	3.6	3.7	3.9
Price/book (x)	1.3	1.3	1.3	1.3
Net debt/Equity (%)	(33.4)	(32.5)	(27.9)	(21.3)
ROE (%)	10.6	10.8	11.1	11.0



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	4.8	(22.0)	(47.7)
Relative to country (%)	15.3	(8.9)	(40.6)
Mkt cap (USD m)			523
3m avg. daily turnover (USD m)			1.1
Free float (%)			36
Major shareholder	Thira	akomen Fa	mily (37%)
12m high/low (THB)		3	9.50/16.70
Issued shares (m)			920.88

Sources: Bloomberg consensus; FSSIA estimates



Sureeporn Teewasuwet

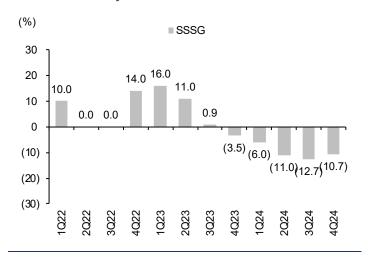
Fundamental Investment Analyst on Securities; License no. 040694 sureeporn.t@fssia.com, +66 2646 9972

Exhibit 1: M - 4Q24 results summary

	4Q23	1Q24	2Q24	3Q24	4Q24	Char	nge	2023	2024	Change
	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)				
Sales	4,042	3,946	4,107	3,683	3,683	0.0	(8.9)	16,661	15,418	(7.5)
Cost of sales	1,336	1,279	1,346	1,187	1,217	2.5	(8.9)	5,648	5,028	(11.0)
Gross profit	2,706	2,667	2,761	2,495	2,466	(1.2)	(8.9)	11,013	10,390	(5.7)
SG&A	2,153	2,323	2,350	2,189	2,144	(2.1)	(0.4)	9,288	9,006	(3.0)
Operating profit	653	443	497	419	463	10.4	(29.1)	2,091	1,822	(12.9)
Profit sharing	2.3	(0.3)	0.0	0.5	7.7	nm	242.9	(8.8)	7.9	nm
Interest expense	26	27	27	26	25	(6.2)	(4.7)	95	104	9.7
Tax expense	108	66	65	48	85	76.6	(21.4)	280	264	(5.5)
Reported net profit	509	347	401	341	353	3.6	(30.6)	1,682	1,442	(14.3)
Core profit	509	347	401	341	353	3.6	(30.6)	1,682	1,442	(14.3)
Key ratios (%)						(ppt)	(ppt)			
Gross margin	67.0	67.6	67.2	67.8	67.0	(0.8)	(0.0)	66.1	67.4	1.3
SG&A to sales	53.3	58.9	57.2	59.4	58.2	(1.2)	4.9	55.7	58.4	2.7
Operating margin	16.2	11.2	12.1	11.4	12.6	1.2	(3.6)	12.6	11.8	(0.7)
Net margin	12.6	8.8	9.8	9.3	9.6	0.3	(3.0)	10.1	9.3	(0.7)
Core margin	12.6	8.8	9.8	9.3	9.6	0.3	(3.0)	10.1	9.3	(0.7)
Operating statistics										
SSSG (%)	(3.5)	(6.1)	(11.0)	(12.7)	(10.7)			5.7	(10.1)	
Total stores (no.)	703	706	702	694	692			703	692	
-MK Brand	448	448	446	441	441			448	441	
-Yayoi Brand	198	199	199	195	191			198	191	
-LCS Brand	39	41	39	39	40			39	40	
-Other Brand	18	18	18	19	20			18	20	

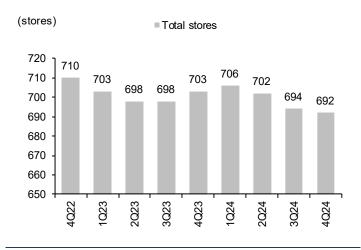
Sources: M; FSSIA's compilation

Exhibit 2: Quarterly SSSG



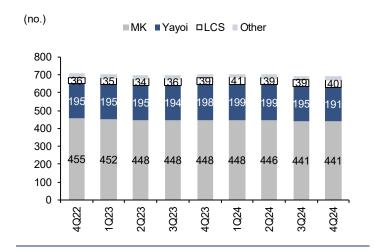
Sources: M; FSSIA's compilation

Exhibit 3: Total branches



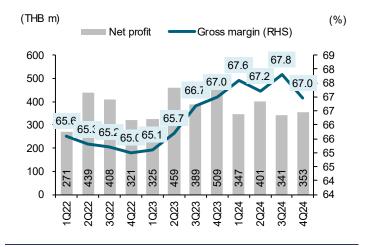
Sources: M; FSSIA's compilation

Exhibit 4: Branch breakdown by brand



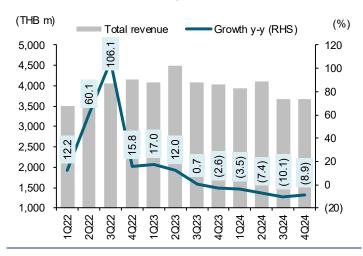
Sources: M; FSSIA's compilation

Exhibit 6: Net profit and gross margin



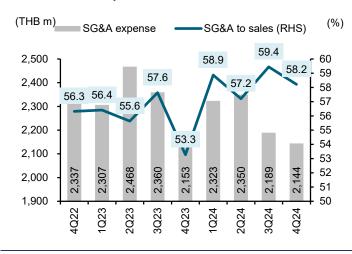
 $Sources: M; \ FSSIA's \ compilation$

Exhibit 5: Total revenue and growth



Sources: M; FSSIA's compilation

Exhibit 7: SG&A expenses



Sources: M; FSSIA's compilation

Financial Statements

MK Restaurant Group

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	16,661	15,418	15,933	16,443	16,970
Cost of goods sold	(5,648)	(5,028)	(5,178)	(5,344)	(5,515)
Gross profit	11,013	10,390	10,755	11,099	11,455
Other operating income	365	438	398	395	305
Operating costs	(9,288)	(9,006)	(9,321)	(9,586)	(9,843)
Operating EBITDA	4,072	3,769	3,794	3,881	3,904
Depreciation	(1,980)	(1,946)	(1,961)	(1,974)	(1,986)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	2,091	1,822	1,832	1,907	1,918
Net financing costs	(95)	(104)	(108)	(116)	(124)
Associates	(9)	8	4	12	21
Recurring non-operating income	(9)	8	4	12	21
Non-recurring items	0	0	0	0	0
Profit before tax	1,987	1,726	1,728	1,803	1,814
Гах	(280)	(264)	(259)	(270)	(272)
Profit after tax	1,707	1,461	1,468	1,533	1,542
Minority interests	(25)	(20)	(7)	(5)	(3)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	1,682	1,442	1,461	1,528	1,539
Non-recurring items & goodwill (net)	0	0	0	0	. 0
Recurring net profit	1,682	1,442	1,461	1,528	1,539
Per share (THB)					
Recurring EPS *	1.83	1.57	1.59	1.66	1.67
Reported EPS	1.83	1.57	1.59	1.66	1.67
DPS	1.60	1.50	1.35	1.41	1.42
Diluted shares (used to calculate per share data)	921	921	921	921	921
Growth					
Revenue (%)	5.9	(7.5)	3.3	3.2	3.2
Operating EBITDA (%)	5.3	(7.4)	0.7	2.3	0.6
Operating EBIT (%)	11.8	(12.9)	0.5	4.1	0.5
Recurring EPS (%)	16.9	(14.3)	1.4	4.5	0.7
Reported EPS (%)	16.9	(14.3)	1.4	4.5	0.7
Operating performance					
Gross margin inc. depreciation (%)	66.1	67.4	67.5	67.5	67.5
Gross margin exc. depreciation (%)	78.0	80.0	79.8	79.5	79.2
Operating EBITDA margin (%)	24.4	24.4	23.8	23.6	23.0
Operating EBIT margin (%)	12.6	11.8	11.5	11.6	11.3
Net margin (%)	10.1	9.3	9.2	9.3	9.1
Effective tax rate (%)	14.1	15.3	15.0	15.0	15.0
Dividend payout on recurring profit (%)	87.6	95.8	85.0	85.0	85.0
nterest cover (X)	21.9	17.5	17.0	16.5	15.6
nventory days	40.1	44.9	45.0	46.8	46.2
Debtor days	2.5	2.9	3.0	3.0	3.0
Creditor days	154.0	174.9	146.6	140.5	138.5
Operating ROIC (%)	450.4	104.0	58.4	60.5	59.8
ROIC (%)	17.9	14.9	14.1	14.0	12.9
ROE (%)	12.3	10.6	10.8	11.1	11.0
ROA (%)	8.9	7.8	7.9	8.0	7.9
Pre-exceptional, pre-goodwill and fully diluted	0.5	7.0	7.5	0.0	1.5
Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
ИK	12,455 2,999	11,088	11,420	11,763	12,116
		2,811	2,896	2,983	3,072
Yayoi LCS Other	1,000 207	1,078 441	1,153 463	1,211 487	1,272 511

Sources: MK Restaurant Group; FSSIA estimates

Financial Statements

MK Restaurant Group

MK Restaurant Group					
Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	1,682	1,442	1,461	1,528	1,539
Depreciation	1,980	1,946	1,961	1,974	1,986
Associates & minorities Other non-cash items	37 0	12 0	(18) 0	(7) 0	(16) 0
Change in working capital	214	(456)	93	34	35
Cash flow from operations	3,914	2,943	3,499	3,529	3,545
Capex - maintenance	(1,982)	(3,322)	(2,589)	(2,900)	(3,250)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	- (440)	-	-	-	- (0)
Other investments (net) Cash flow from investing	(449) (2,431)	999 (2,322)	126 (2,463)	(11) (2,911)	(3) (3,253)
Dividends paid	(1,270)	(1,856)	(1,242)	(1,299)	(1,308)
Equity finance	0	0	0	0	0
Debt finance	(10)	(219)	225	227	227
Other financing cash flows	(118)	39	19	36	37
Cash flow from financing	(1,397)	(2,036)	(998)	(1,036)	(1,044)
Non-recurring cash flows Other adjustments	0	0	0	0	0
Net other adjustments	0	0	Ö	0	0
Movement in cash	85	(1,415)	38	(418)	(752)
Free cash flow to firm (FCFF)	1,577.48	725.50	1,143.77	734.00	416.01
Free cash flow to equity (FCFE)	1,355.18	440.98	1,279.98	880.59	555.83
Per share (THB)					
FCFF per share	1.71	0.79	1.24	0.80	0.45
FCFE per share Recurring cash flow per share	1.47 4.02	0.48 3.69	1.39 3.70	0.96 3.79	0.60 3.81
Balance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Tangible fixed assets (gross) Less: Accumulated depreciation	12,203 (9,405)	14,022 (9,499)	14,322 (9,594)	14,572 (9,689)	14,822 (9,786)
Tangible fixed assets (net)	2,798	4,523	4,728	4,882	5,035
Intangible fixed assets (net)	5,434	5,060	5,494	6,266	7,377
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	2,840	1,868	1,868	1,868	1,868
Cash & equivalents	7,865	6,449	6,487	6,069	5,317
A/C receivable	110 391	133 368	131 426	135 439	139 453
Inventories Other current assets	76	132	426 80	439 82	455 85
Current assets	8,441	7,081	7,123	6,726	5,995
Other assets	834	839	717	740	764
Total assets	20,347	19,372	19,930	20,482	21,038
Common equity	13,843	13,429	13,660	13,889	14,120
Minorities etc.	351	371	357	362	367
Total shareholders' equity Long term debt	14,194 2,008	13,800 1,836	14,017 1,936	14,251 2,086	14,487 2,236
Other long-term liabilities	1,058	1,096	1,115	1,151	1,188
Long-term liabilities	3,065	2,933	3,052	3,237	3,424
A/C payable	1,646	1,307	1,277	1,318	1,360
Short term debt	0	0	0	0	0
Other current liabilities	1,441	1,332	1,585	1,676	1,767
Current liabilities Total liabilities and shareholders' equity	3,087	2,639	2,862	2,994 20,482	3,127
Net working capital	20,347 (2,511)	19,372 (2,007)	19,930 (2,226)	(2,337)	21,038 (2,450)
Invested capital	9,395	10,283	10,581	11,419	12,594
* Includes convertibles and preferred stock which is be				<u> </u>	
Per share (THB)					
Book value per share	15.03	14.58	14.83	15.08	15.33
Tangible book value per share	9.13	9.09	8.87	8.28	7.32
Financial strength					
Net debt/equity (%)	(41.3)	(33.4)	(32.5)	(27.9)	(21.3)
Net debt/total assets (%) Current ratio (x)	(28.8) 2.7	(23.8) 2.7	(22.8) 2.5	(19.4) 2.2	(14.6) 1.9
Current ratio (x) CF interest cover (x)	15.2	5.2	12.8	8.6	5.5
- ()			2025E	2026E	2027E
Valuation	2023	2024			
	2023	12.5	12.3	11.8	11.7
Recurring P/E (x) *				11.8 14.5	11.7 14.4
Recurring P/E (x) * Recurring P/E @ target price (x) *	10.7	12.5	12.3		
Recurring P/E (x) * Recurring P/E @ target price (x) * Reported P/E (x) Dividend yield (%)	10.7 13.1 10.7 8.2	12.5 15.3 12.5 7.7	12.3 15.1 12.3 6.9	14.5 11.8 7.2	14.4 11.7 7.3
Recurring P/E (x) * Recurring P/E @ target price (x) * Reported P/E (x) Dividend yield (%) Price/book (x)	10.7 13.1 10.7 8.2 1.3	12.5 15.3 12.5 7.7 1.3	12.3 15.1 12.3 6.9 1.3	14.5 11.8 7.2 1.3	14.4 11.7 7.3 1.3
Recurring P/E (x) * Recurring P/E @ target price (x) * Reported P/E (x) Dividend yield (%) Price/book (x) Price/tangible book (x)	10.7 13.1 10.7 8.2 1.3 2.1	12.5 15.3 12.5 7.7 1.3 2.1	12.3 15.1 12.3 6.9 1.3 2.2	14.5 11.8 7.2 1.3 2.4	14.4 11.7 7.3 1.3 2.7
Recurring P/E (x) * Recurring P/E @ target price (x) * Reported P/E (x) Dividend yield (%) Price/book (x) Price/tangible book (x) EV/EBITDA (x) **	10.7 13.1 10.7 8.2 1.3 2.1 3.1	12.5 15.3 12.5 7.7 1.3 2.1 3.6	12.3 15.1 12.3 6.9 1.3 2.2 3.6	14.5 11.8 7.2 1.3 2.4 3.7	14.4 11.7 7.3 1.3 2.7 3.9
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Sources: MK Restaurant Group; FSSIA estimates

Disclaimer for ESG scoring

ESG score	Methodolog	У			Rating				
The Dow Jones Sustainability Indices (<u>DJSI</u>) By S&P Global	process bas from the anr Only the top inclusion.	ed on the comp lual S&P Global -ranked compar	ansparent, rules-based anies' Total Sustainabil I Corporate Sustainabili nies within each industr	ity Scores resulting ty 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 Glob ESG Score of less than 45% of the S&P Global ESG Score of the highes scoring company are disqualified. The constituents of the DJSI indices ar selected from the Eligible Universe.				
SET ESG Ratings List (SETESG) by The Stock Exchange of Thailand (SET)	managing by Candidates (1) no irregulation of >150 up capital. S 70%; 2) inde- wrongdoing	usiness with trai must pass the p ar trading of the shareholders, a ome key disqua pendent directorelated to CG, s	sibility in Environmental insparency in Governan oreemptive criteria, with board members and ex and combined holding in alifying criteria include: ors and free float violation social & environmental in rnings in red for > 3 year	ce, updated annually. two crucial conditions: tecutives; and 2) free nust be >15% of paid- 1) CG score of below on; 3) executives' mpacts; 4) equity in	minimum of 50% for each indicator, unless the company is a part of Discourance that during the assessment year. The scoring will be fairly weighted again nature of the relevant industry and materiality.				
CG Score by Thai nstitute of Directors Association (Thai IOD)	annually by t Thailand (SE	he Thai IOD, w	in sustainable developn ith support from the Sto are from the perspectiv	ck Exchange of	Good (80-89), and not rated for equitable treatr	3 for Good (70 or scores belo nent of sharel 25%); 4) disclo	ories: 5 for Excel 0-79), 2 for Fair (6 w 50. Weightings nolders (weight 2 osure & transpare	60-69), 1 for F s include: 1) th 5% combined	ass (60-69), ne rights; 2) and); 3) the role of
AGM level By Thai Investors Association (TIA) with support from the SEC	treatment and transparent out of five the criteria cover date (45%), circulation of sexercised. The and verifiability	e incorporated in and sufficiently e CG componer AGM procedured after the mutufficient information second assesses (and 3) openness	nich shareholders' rights nto business operations disclosed. All form impo- nts to be evaluated ann res before the meeting (eeting (10%). (The first a: on for voting; and 2) facilitatis is 1) the ease of attending m is for Q&A. The third involve is, resolutions and voting res	s and information is ortant elements of two ually. The assessment (45%), at the meeting ssesses 1) advance ing how voting rights can be eetings; 2) transparency is the meeting minutes that			ofour categories: · (80-89), and not		
Fhai CAC By Thai Private Sector Collective Action Against Corruption CAC)	establishment policies. The (Companies of Declaration of Certification, in managers and	nt of key control Certification is eciding to become Intent to kick off a acluding risk asses	necklist include corruptions, and the monitoring a good for three years. a CAC certified member st in 18-month deadline to substant, in place of policy are objectively with the state of t	nd developing of art by submitting a mit the CAC Checklist for ad control, training of	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Counci approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.				
Morningstar Sustainalytics	based on an risk is unmai regulatory filing	assessment of naged. Sources t gs, news and othe	c rating provides an ove how much of a compar to be reviewed include corpur media, NGO reports/webs	ny's exposure to ESG orate publications and oites, multi-sector			score is the sum higher ESG risk		ed risk. The
		uality & peer revie	ESG controversies, issuer i ws.	leedback on drait ESG	0-10 10-20 20-30 30-40 40+				
ESG Book	positioned to the principle helps explain over-weighti	outperform ove of financial mat n future risk-adj	istainable companies the rest the long term. The meriality including inform. usted performance. Mat in higher materiality and y basis.	ethodology considers ation that significantly reriality is applied by	The total ESG scores using m	score is calcu ateriality-base	lated as a weighted weights. The s	ed sum of the core is scaled	features
MSCI				anagement of financially their exposure to ESG ris					nethodology to
	AAA	8.571-10.000	Landon	to a discontraction decades a factor		····: : : : : : : : : : : : : : : : : :	-1		
	AA	7.143-8.570	Leader:	leading its industry in m	anaging the most s	gnilicant ESG n	sks and opportunitie	28	
	Α	5.714-7.142							
	BBB	4.286-5.713	Average:	a mixed or unexceptional industry peers	al track record of m	anaging the mos	st significant ESG ris	sks and opportu	nities relative to
	ВВ	2.857-4.285							
	В	1.429-2.856	Laggard:	lagging its industry base	ed on its high expos	ure and failure t	o manage significar	nt ESG risks	
	ccc	0.000-1.428	554141		ased on its high exposure and failure to manage significant ESG risks				
Moody's ESG colutions	believes that	a company inte		take into account ESG o to its business model and medium to long term.					
Refinitiv ESG rating	based on pu	blicly available	and auditable data. The	a company's relative ES score ranges from 0 to re 0 to 25 = poor; >25 to 50	100 on relative E	SG performar	nce and insufficie	nt degree of t	
S&P Global				suring a company's perf sification. The score ran			of ESG risks, op	portunities, ar	nd impacts
Bloomberg	ESG Score	:	score is based on Bloor	ating the company's aggi nberg's view of ESG fina the weights are determin	ncial materiality.	The score is	a weighted gene	ralized 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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ANALYST(S) CERTIFICATION

Sureeporn Teewasuwet 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



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
05-Jan-2023 22-Mar-2023 22-Jun-2023	BUY BUY BUY	66.00 59.00 55.00	12-Oct-2023 08-Jan-2024 20-Jun-2024	BUY BUY HOLD	54.00 47.00 34.00	21-Jan-2025	HOLD	24.00

Sureeporn Teewasuwet started covering this stock from 05-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
MK Restaurant Group	МТВ	THB 19.50	HOLD	Downside and upside risks to our TP include 1) a slower or faster-than-expected consumption recovery and more intense competition; 2) slower or faster-than-expected decreases in raw material costs; 3) a lower or higher-than-expected new store expansion; and 4) a minimum wage increase and labor shortages.

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 26-Feb-2025 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.