

GULF DEVELOPMENT

THAILAND / UTILITIES

GULF TB

BUY
 UNCHANGED

1Q25 results at first glance

Strong 1Q25 earnings beat estimates by 5-10%

Highlights

- GULF reported a 1Q25 net profit of THB5.4b, up 38% q-q and 54% y-y. It surpasses our estimates by 7% due to a higher profit sharing from INTUCH's strong performance, which, in turn, got a boost from the improved performance of ADVANC following a higher ARPU and the better performance of TTTBB. Additionally, a higher-than-expected FX gain contributed to the beat in net profit.
- The new commercially operating capacity of 837MW, including HKP IPP unit 2 (337MW) and 500MW solar farms, along with a higher share of profit from INTUCH, contributes to this strong 1Q25 performance.
- This quarter, SPP margins softened as gas prices rose 4.7% q-q to THB331/MMBtu. However, they were still down by 6% y-y. The Ft rate declined by three satang/kWh to THB 0.367/kWh. GULF started to recognize GMT, leading to higher expenses.

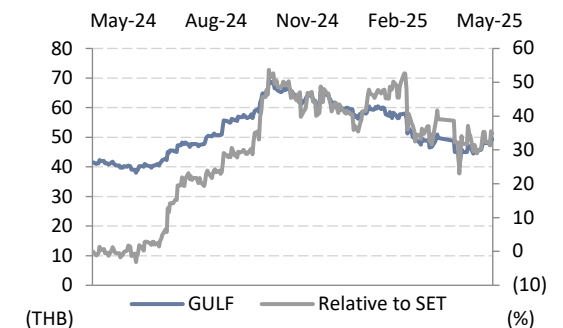
Outlook

- We believe the earnings will remain robust in 2Q25 due to the NewCo established on 1 April 2025, helping GULF's holdings in ADVANC to rise from 19% to 40.44%. Thus, the profit sharing should increase by around THB1b per quarter, leading to an expected 2Q25 net profit of THB6-7b. In addition, the 25MW data center had its COD in May 2025.
- We reiterate our BUY rating on GULF with a 2025 SoTP target price of THB57.7/share.

TARGET PRICE	THB57.70
CLOSE	THB49.25
UP/DOWNSIDE	+17.2%
TP vs CONSENSUS	-6.8%

KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	120,888	137,518	144,466	148,286
Net profit	21,383	25,595	29,825	32,896
EPS (THB)	1.43	1.71	2.00	2.20
vs Consensus (%)	-	-	5.2	7.1
EBITDA	24,113	26,068	28,171	30,888
Recurring net profit	21,383	25,595	29,825	32,896
Core EPS (THB)	1.43	1.71	2.00	2.20
EPS growth (%)	19.3	19.7	16.5	10.3
Core P/E (x)	34.4	28.7	24.7	22.4
Dividend yield (%)	-	1.7	2.0	2.2
EV/EBITDA (x)	36.8	34.3	32.1	29.5
Price/book (x)	2.2	2.1	2.0	1.9
Net debt/Equity (%)	33.7	31.3	29.7	27.8
ROE (%)	6.5	7.4	8.1	8.6



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	23.1	n/a	n/a
Relative to country (%)	9.7	n/a	n/a
Mkt cap (USD m)	22,398		
3m avg. daily turnover (USD m)	n/a		
Free float (%)	27		
Major shareholder	Mr. Sarath Ratanavadi (29%)		
12m high/low (THB)	50.50/38.50		
Issued shares (m)	14,940.00		

Sources: Bloomberg consensus; FSSIA estimate


Songklod Wongchai

 Fundamental Investment Analyst on Securities; License no. 018086
 songklod.won@fssia.com, +66 2646 9970

Exhibit 1: GULF- 1Q25 results summary

	1Q24	2Q24	3Q24	4Q24	1Q25		
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Revenue	31,599	31,592	30,451	27,246	30,782	13.0	(2.6)
Operating costs	(25,857)	(25,575)	(24,595)	(21,116)	(24,375)	15.4	(5.7)
EBITDA	6,106	6,249	6,052	6,336	6,536	3.2	7.0
EBITDA margin (%)	19.3	19.8	19.9	23.3	21.2	(8.7)	9.9
EBIT	4,970	5,112	4,912	5,175	5,400	4.4	8.7
Interest expense	(2,606)	(2,792)	(2,716)	(2,974)	(3,193)	7.4	22.5
Interest & invt inc	576	823	734	852	756	(11.3)	31.3
Other income	105	202	74	331	805	na	na
Associates' contribute	1,789	3,041	4,753	2,384	3,067	28.7	71.5
FX gain/loss	(495)	(237)	953	(897)	186	na	na
Pretax profit	4,338	6,147	8,710	4,871	7,021	44.1	61.8
Tax	(315)	(191)	9	(184)	(340)	84.7	7.8
Tax rate (%)	7.3	3.1	(0.1)	3.8	4.8	28.1	(33.4)
Minority interests	(524)	(1,215)	(2,689)	(786)	(1,286)	63.7	145.2
Net profit	3,499	4,741	6,030	3,901	5,395	38.3	54.2
Non-recurring	530	244	(952)	353	(195)	na	na
Core net profit	4,029	4,986	5,077	4,254	5,200	22.2	29.1

Sources: GULF; FSSIA estimates

Financial Statements

Gulf Development

Profit and Loss (THB m) Year Ending Dec	2023*	2024*	2025E	2026E	2027E
Revenue	114,054	120,888	137,518	144,466	148,286
Cost of goods sold	(92,022)	(97,143)	(112,343)	(118,081)	(120,027)
Gross profit	22,033	23,746	25,175	26,384	28,259
Other operating income	-	-	-	-	-
Operating costs	(4,096)	(4,207)	(4,957)	(5,032)	(5,109)
Operating EBITDA	22,118	24,113	26,068	28,171	30,888
Depreciation	(4,181)	(4,575)	(5,850)	(6,819)	(7,738)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	17,937	19,539	20,218	21,352	23,150
Net financing costs	(8,689)	(8,904)	(8,482)	(8,442)	(8,384)
Associates	11,972	15,891	20,533	24,406	26,373
Recurring non-operating income	15,852	16,640	20,816	24,991	27,073
Non-recurring items	0	0	0	0	0
Profit before tax	25,100	27,275	32,552	37,902	41,839
Tax	(658)	(682)	(721)	(810)	(928)
Profit after tax	24,441	26,593	31,831	37,092	40,911
Minority interests	(6,519)	(5,210)	(6,236)	(7,267)	(8,015)
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	17,923	21,383	25,595	29,825	32,896
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	17,923	21,383	25,595	29,825	32,896
Per share (THB)					
Recurring EPS *	1.20	1.43	1.71	2.00	2.20
Reported EPS	1.20	1.43	1.71	2.00	2.20
DPS	0.00	0.00	0.86	1.00	1.10
Diluted shares (used to calculate per share data)	14,940	14,940	14,940	14,940	14,940
Growth					
Revenue (%)	21.1	6.0	13.8	5.1	2.6
Operating EBITDA (%)	(2.9)	9.0	8.1	8.1	9.6
Operating EBIT (%)	1.3	8.9	3.5	5.6	8.4
Recurring EPS (%)	41.8	19.3	19.7	16.5	10.3
Reported EPS (%)	57.0	19.3	19.7	16.5	10.3
Operating performance					
Gross margin inc. depreciation (%)	19.3	19.6	18.3	18.3	19.1
Gross margin exc. depreciation (%)	23.0	23.4	22.6	23.0	24.3
Operating EBITDA margin (%)	19.4	19.9	19.0	19.5	20.8
Operating EBIT margin (%)	15.7	16.2	14.7	14.8	15.6
Net margin (%)	15.7	17.7	18.6	20.6	22.2
Effective tax rate (%)	5.0	6.0	6.0	6.0	6.0
Dividend payout on recurring profit (%)	-	-	50.0	50.0	50.0
Interest cover (X)	3.9	4.1	4.8	5.5	6.0
Inventory days	-	-	-	-	-
Debtor days	64.3	60.3	59.0	73.9	90.0
Creditor days	35.1	30.5	22.4	23.4	23.8
Operating ROIC (%)	(3.7)	(3.9)	(21.4)	(34.0)	(45.3)
ROIC (%)	(1.1)	(1.1)	(7.4)	(14.8)	(22.6)
ROE (%)	5.5	6.5	7.4	8.1	8.6
ROA (%)	3.4	3.6	3.0	2.5	1.8

* Pre exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Power business	100,713	105,316	122,239	128,385	130,206
Consulting business	13,341	15,572	15,279	16,081	18,081
Others					

Note: *Pro forma Consolidated Financial Information; Sources: Gulf Development; FSSIA estimate

Financial Statements

Gulf Development

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	17,923	21,383	25,595	29,825	32,896
Depreciation	4,181	4,575	5,850	6,819	7,738
Associates & minorities	11,972	15,891	20,533	24,406	26,373
Other non-cash items	-	-	-	-	-
Change in working capital	(941)	(3,018)	(4,482)	(6,292)	(7,007)
Cash flow from operations	33,135	38,831	47,496	54,758	60,000
Capex - maintenance	(4,321)	(4,322)	(5,330)	(5,955)	(6,580)
Capex - new investment	(20,523)	(30,676)	(29,092)	(19,909)	(19,579)
Net acquisitions & disposals	(46,444)	(31,597)	0	0	0
Other investments (net)	(4,916)	(6,542)	20,716	24,591	26,673
Cash flow from investing	(76,204)	(73,136)	(13,705)	(1,273)	514
Dividends paid	0	0	0	(12,797)	(14,913)
Equity finance	0	0	0	0	0
Debt finance	4,108	1,593	0	0	0
Other financing cash flows	(3,916)	(2,592)	1,830	1,817	1,801
Cash flow from financing	192	(1,000)	1,830	(10,980)	(13,112)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	38,550	32,149	0	0	0
Net other adjustments	38,550	32,149	(36,744)	(43,447)	(46,731)
Movement in cash	(4,327)	(3,156)	(1,123)	(943)	671
Free cash flow to firm (FCFF)	(33,250.19)	(23,092.68)	44,953.25	64,498.79	71,379.48
Free cash flow to equity (FCFE)	(4,327.46)	(3,156.24)	(1,122.84)	11,854.66	15,583.72

Per share (THB)

FCFF per share	(2.23)	(1.55)	3.01	4.32	4.78
FCFE per share	(0.29)	(0.21)	(0.08)	0.79	1.04
Recurring cash flow per share	2.28	2.80	3.48	4.09	4.49

Balance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Tangible fixed assets (gross)	121,812	121,813	146,813	171,813	196,813
Less: Accumulated depreciation	(22,255)	(22,254)	(27,584)	(33,538)	(40,118)
Tangible fixed assets (net)	99,557	99,559	119,229	138,275	156,695
Intangible fixed assets (net)	5,960	5,567	5,467	5,367	5,267
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	396,772	398,368	398,368	398,368	398,368
Cash & equivalents	30,984	27,828	26,705	25,763	26,434
A/C receivable	21,165	18,778	25,654	32,877	40,291
Inventories	0	0	0	0	0
Other current assets	15,497	18,573	21,128	22,195	22,782
Current assets	67,646	65,178	73,487	80,835	89,507
Other assets	110,515	144,499	144,499	144,499	144,499
Total assets	680,449	713,171	741,050	767,343	794,336
Common equity	327,503	331,995	357,589	374,617	392,600
Minorities etc.	28,118	29,689	35,925	43,192	51,207
Total shareholders' equity	355,621	361,683	393,514	417,808	443,807
Long term debt	120,160	113,305	113,305	113,305	113,305
Other long-term liabilities	129,684	157,502	157,502	157,502	157,502
Long-term liabilities	249,843	270,807	270,807	270,807	270,807
A/C payable	9,391	6,072	6,985	7,298	7,365
Short term debt	27,928	36,375	36,375	36,375	36,375
Other current liabilities	28,344	29,334	33,369	35,055	35,982
Current liabilities	65,663	71,781	76,729	78,728	79,722
Total liabilities and shareholders' equity	671,127	704,271	741,050	767,343	794,336
Net working capital	(1,073)	1,945	6,427	12,719	19,726
Invested capital	611,730	649,938	673,991	699,228	724,555

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

Per share (THB)

Book value per share	21.92	22.22	23.94	25.08	26.28
Tangible book value per share	21.52	21.85	23.57	24.72	25.93

Financial strength

Net debt/equity (%)	32.9	33.7	31.3	29.7	27.8
Net debt/total assets (%)	17.2	17.1	16.6	16.1	15.5
Current ratio (x)	1.0	0.9	1.0	1.0	1.1
CF interest cover (x)	2.9	4.1	4.3	4.8	5.2

Valuation	2023	2024	2025E	2026E	2027E
Recurring P/E (x) *	41.1	34.4	28.7	24.7	22.4
Recurring P/E @ target price (x) *	48.1	40.3	33.7	28.9	26.2
Reported P/E (x)	41.1	34.4	28.7	24.7	22.4
Dividend yield (%)	-	-	1.7	2.0	2.2
Price/book (x)	2.2	2.2	2.1	2.0	1.9
Price/tangible book (x)	2.3	2.3	2.1	2.0	1.9
EV/EBITDA (x) **	39.8	36.8	34.3	32.1	29.5
EV/EBITDA @ target price (x) **	45.5	42.0	39.2	36.5	33.6
EV/invested capital (x)	1.4	1.4	1.3	1.3	1.3

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

Sources: Gulf Development; FSSIA estimates

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.																			
SET ESG Ratings List (SETESG) by The Stock Exchange of Thailand (SET)	SET ESG 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 SETESG 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. SETESG Index is extended from the SET ESG Ratings 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 Sustainabilitys	The Sustainabilitys' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & 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+									
NEGL	Low	Medium	High	Severe																	
0-10	10-20	20-30	30-40	40+																	
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

Songklod Wongchai FSS International Investment Advisory Securities Co., Ltd

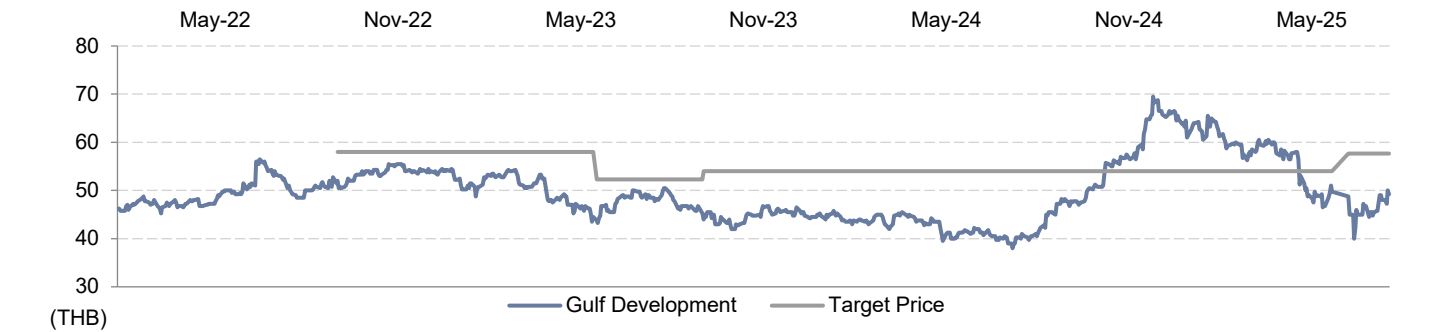
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History of change in investment rating and/or target price

Gulf Development (GULF TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
14-Nov-2022	BUY	58.00	25-Sep-2023	BUY	54.00	-	-	-
23-Jun-2023	BUY	52.30	02-Apr-2025	BUY	57.70			

Songklod Wongchai started covering this stock from 02-Apr-2025

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Gulf Development	GULF TB	THB 49.25	BUY	The downside risks to our SoTP-based TP for GULF include 1) a lower-than-expected Ft; 2) a higher-than-expected gas cost; and 3) delays in project commercial operation dates.

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 08-May-2025 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.