EQUITY RESEARCH - ANALYST MEETING

SISB SISB TB

THAILAND / PROFESSIONAL SERVICE





TARGET PRICE THB29.00
CLOSE THB14.70
UP/DOWNSIDE +97.3%
TP vs CONSENSUS +33.9%

Key takeaways from analyst meeting

Highlights

- Management revised down its student enrollment target for end-2025 to 4,700 (+80 students from 2024) from the previous target of 5,000, due to lower-than-usual new student intake in August (the start of the new academic year), coupled with higher-than-normal student withdrawals. As a result, the number of students by end-3Q25 is likely to stand at around 4,600, a net decline of 53 from 2Q25.
- Nevertheless, management still expects student numbers to increase by around 100 in 4Q25, even though it falls in the middle of the first semester. This assumption appears reasonable, as September–October is typically the period when foreign parents with young children continue to seek enrollment in international schools in Thailand. For reference, student numbers in 4Q22 and 4Q23 rose by an average of 70–72.
- The decline in student numbers in 3Q25 was unusual, diverging from our expectation of a 40–50 increase (vs. +46 in 2Q25). We believe the softer economic environment remains the main driver. Excluding foreign students returning home, most withdrawals came from the Pracha Uthit campus, which is located near the Krungthep Kritha area—a highly competitive zone with many branded international schools. To address this, SISB plans to reduce attrition by enhancing engagement and building closer relationships with parents.
- Management's year-end student enrollment targets of 4,700 in 2025 (+80 students) and 5,000 in 2026 (+300 students) are in line with our previously revised assumptions. As such, we maintain our core profit forecasts at THB929m for 2025 (+4.9% y-y) and THB1.0b for 2026 (+8.7% y-y). Growth in 2026 should be driven by 1) the 600-seat expansion at the Pracha Uthit campus, which is scheduled to commence classes in 1Q26, and 2) a 3.3% tuition fee increase effective from August 2025 through July 2026.
- For its 7th school in Pathum Thani, located on a 20-rai plot near Supalai Prima Villa Rangsit-Khlong 3, management views this as another high-potential area. The school is scheduled to open in August 2027. The tuition fees will be around 35% lower than the current SISB schools (roughly THB 0.2m–0.3m per year). The school's initial enrollment target is set at around 200 students. However, in our assumptions, we take a more conservative stance and forecast student intake at 180.
- SISB currently holds over 6m shares of THAI at a cost of THB1.60/share, which remain under a lock-up period until February 2026. At that point, the company will be allowed to sell up to 25% of its holdings. In the meantime, the investment will be marked-to-market at each quarter-end. To mitigate potential earnings volatility, the company is still considering an appropriate accounting treatment for this investment.
- Although management has revised down its student enrollment targets, this has already been reflected in our forecasts. Meanwhile, 2025E P/E has derated sharply from 47x (+1 SD) at the beginning of this year to the current 14.9x (-2 SD), and 2026E may fall further to 13.7x. We believe the negatives have already been largely priced in. We therefore maintain our BUY rating with a TP of THB29.

KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	2,353	2,530	2,692	3,010
Net profit	885	929	1,009	1,151
EPS (THB)	0.94	0.99	1.07	1.22
vs Consensus (%)	-	(3.7)	(5.1)	(4.5)
EBITDA	1,116	1,177	1,259	1,407
Recurring net profit	885	929	1,009	1,151
Core EPS (THB)	0.94	0.99	1.07	1.22
EPS growth (%)	35.4	4.9	8.7	14.1
Core P/E (x)	15.6	14.9	13.7	12.0
Dividend yield (%)	2.9	2.9	3.1	3.6
EV/EBITDA (x)	11.5	11.1	10.8	9.8
Price/book (x)	4.1	3.8	3.4	3.1
Net debt/Equity (%)	(30.4)	(19.9)	(4.0)	0.2
ROE (%)	28.7	26.4	26.1	26.8



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(5.2)	(5.8)	(51.0)
Relative to country (%)	(5.4)	(11.3)	(46.2)
Mkt cap (USD m)			427
3m avg. daily turnover (USD m)			1.7
Free float (%)			29
Major shareholder	Mr.	Yew Hock	Koh (33%)
12m high/low (THB)		3	5.75/13.30
Issued shares (m)			940.00

Sources: Bloomberg consensus; FSSIA estimates

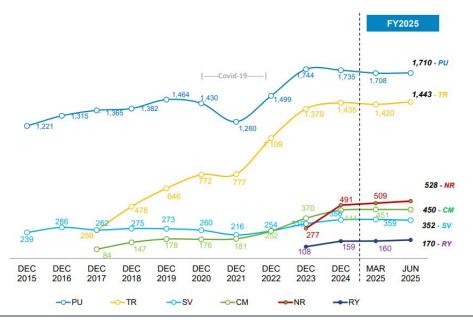


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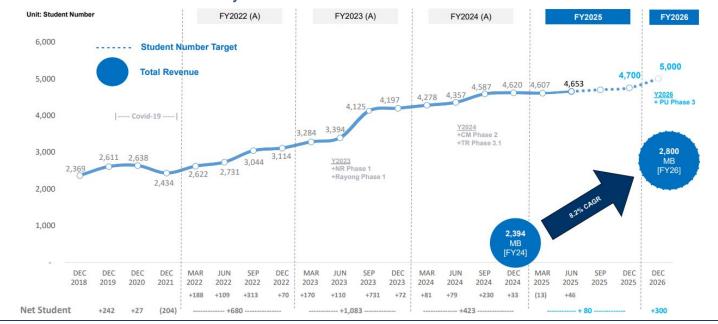
Exhibit 1: Student numbers by campus





Source: SISB

Exhibit 2: Student numbers forecasted by SISB

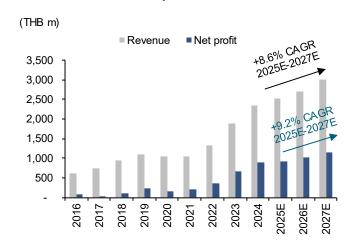


Source: SISB

Exhibit 3: Net enrolment forecast

(students) (students) Net additions Accumulated students (RHS) 5,430 1,083 1,200 1,000 4,700 5,000 680 800 4,000 600 430 356 ₃₂₈ 300 400 3,000 80 200 2.000 0 1,000 (200) (204)0 (400)2021

Exhibit 4: Revenue and net profit forecast



Sources: SISB, FSSIA estimates

Sources: SISB, FSSIA estimates

Exhibit 5: The 7th international school project in Pathum Thani





Source: SISB

Exhibit 6: One-year rolling forward P/E band



Sources: Bloomberg, FSSIA estimates

Exhibit 7: One-year rolling forward EV/EBITDA band



Sources: Bloomberg, FSSIA estimates

Financial Statements

SISB

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	1,889	2,353	2,530	2.692	3,010
Cost of goods sold	(898)	(1,078)	(1,146)	(1,217)	(1,370)
Gross profit	992	1,275	1,384	1,475	1,640
Other operating income	51	66	65	64	65
Operating costs	(382)	(449)	(514)	(528)	(558)
Operating EBITDA	851	1,116	1,177	1,259	1,407
Depreciation Depreciation	(191)	(225)	(242)	(247)	(260)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	661	891	935	1,012	1,147
Net financing costs	(26)	(30)	(32)	(31)	(29)
Associates	20	32	34	37	42
Recurring non-operating income	20	32	34	37	42
Non-recurring items	0	0	0	0	0
Profit before tax	655	894	937	1,018	1,160
Tax	(1)	(9)	(8)	(9)	(9)
Profit after tax	654	885	929	1,009	1,151
Minority interests	0	0	0	0	0
Preferred dividends	_	_	_	_	-
Other items	_	_	_	_	-
Reported net profit	654	885	929	1,009	1,151
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	654	885	929	1,009	1,151
Per share (THB)					
Recurring EPS *	0.70	0.94	0.99	1.07	1.22
Reported EPS	0.70	0.94	0.99	1.07	1.22
DPS	0.31	0.42	0.42	0.46	0.53
Diluted shares (used to calculate per share data)	940	940	940	940	940
Growth					
Revenue (%)	43.2	24.5	7.5	6.4	11.8
Operating EBITDA (%)	54.6	31.1	5.5	7.0	11.7
Operating EBIT (%)	69.4	34.9	4.9	8.3	13.3
Recurring EPS (%)	77.0	35.4	4.9	8.7	14.1
Reported EPS (%)	77.0	35.4	4.9	8.7	14.1
Operating performance					
Gross margin inc. depreciation (%)	52.5	54.2	54.7	54.8	54.5
Gross margin exc. depreciation (%)	62.6	63.7	64.3	64.0	63.1
Operating EBITDA margin (%)	45.1	47.4	46.5	46.8	46.7
Operating EBIT margin (%)	35.0	37.9	37.0	37.6	38.1
Net margin (%)	34.6	37.6	36.7	37.5	38.2
Effective tax rate (%)	0.2	1.0	0.9	0.9	0.8
Dividend payout on recurring profit (%)	44.6	44.6	43.0	43.0	43.0
Interest cover (X)	26.3	30.8	30.4	33.8	41.4
Inventory days	5.7	6.9	7.1	6.9	6.4
Debtor days	21.4	20.3	19.9	22.0	23.6
Creditor days	55.7	28.5	26.1	24.4	17.1
Operating ROIC (%)	34.3	41.5	37.0	30.4	27.8
ROIC (%)	28.4	35.0	31.7	27.3	25.6
ROE (%)	25.7	28.7	26.4	26.1	26.8
ROA (%)	15.9	18.1	17.1	17.8	19.2
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Tuition fees and service income	1,875	2,339	2,519	2,680	2,998
Education equipment revenue	14	13	11	12	_,0

Sources: SISB; FSSIA estimates

Financial Statements

SISB

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027
Recurring net profit	654	885	929	1,009	1,15
Depreciation	191	225	242	247	26
Associates & minorities	(20)	(32)	(34)	(37)	(4:
Other non-cash items	(404)	23	(509)	(479)	(52
Change in working capital	324	127	(43)	308	(5)
Cash flow from operations	745	1,228	585	1,048	78
Capex - maintenance	-	-	-	-	
Capex - new investment	(1,330)	(1,207)	(538)	(848)	(56)
Net acquisitions & disposals	1,047	20	0	0	
Other investments (net)	28	18	50	127	12
Cash flow from investing	(254)	(1,169)	(488)	(721)	(44)
Dividends paid	(150)	(291)	(399)	(434)	(49
Equity finance	0	0	0	0	(0)
Debt finance	(36) 0	(40)	(10)	(55)	(8
Other financing cash flows		0 (334)	0	0	/50
Cash flow from financing	(187)	(331)	(409)	(489)	(58
Non-recurring cash flows Other adjustments	0	735	0	0	
Other adjustments Net other adjustments	0	735 735	0	(455)	
Net other adjustments Movement in cash	304	735 462	(312)	(617)	(23
Free cash flow to firm (FCFF)	516.19	88.87	129.01	358.50	373.8
Free cash flow to firm (FCFF)	453.91	753.88	87.25	(182.87)	256.3
	455.91	755.00	01.23	(102.07)	200.0
Per share (THB)	A ==	2.25		2.55	
FCFF per share	0.55	0.09	0.14	0.38	0.4
FCFE per share Recurring cash flow per share	0.48 0.45	0.80 1.17	0.09 0.67	(0.19) 0.79	0.2 0.8
vecuring cash now per share	0.43	1.17	0.07	0.79	0.0
Balance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027
Fangible fixed assets (gross)	3,919	4,386	4,686	5,286	5,58
Less: Accumulated depreciation	(986)	(1,175)	(932)	(685)	(42
Tangible fixed assets (net)	2,933	3,211	3,753	4,601	5,10
ntangible fixed assets (net)	321	410	408	400	3
Long-term financial assets	0	0	0	0	
nvest. in associates & subsidiaries	60	73	60	60	(
Cash & equivalents	1,113	1,576	1,264	647	40
A/C receivable	128	134	141	184	20
nventories	15	17	18	19	:
Other current assets	14	17	18	18	
Current assets	1,270	1,744	1,440	867	6
Other assets	52	49	52	53	
Total assets	4,636	5,488	5,714	5,981	6,3
Common equity	2,788	3,382	3,649	4,079	4,50
Minorities etc.	0	0	0	0	
Total shareholders' equity	2,788	3,382	3,649	4,079	4,50
Long term debt	431	531	521	469	39
Other long-term liabilities	362	388	388	385	30
Long-term liabilities	793	919	909	854	7(
A/C payable	67	66	63	67	3
Short term debt	14	15	16	17	7
Other current liabilities	974	1,106	1,077	965	99
Current liabilities	1,055	1,187	1,155	1,048	1,0
Fotal liabilities and shareholders' equity	4,636	5,488	5,714	5,981	6,3
Net working capital	(884)	(1,003)	(963)	(811)	(78
nvested capital	2,482	2,740	3,311	4,303	4,88
Includes convertibles and preferred stock which is bein		2,140	0,011	1,000	1,00
Por chara /TUP\					
Per share (THB) Book value per share	2.07	2.60	2 00	4.24	4 .
·	2.97	3.60	3.88	4.34	4.
Tangible book value per share	2.62	3.16	3.45	3.91	4.:
Financial strength	(00.0)	(22.4)	(40.0)	(4.0)	
Net debt/equity (%)	(23.9)	(30.4)	(19.9)	(4.0)	C
Net debt/total assets (%)	(14.4)	(18.8)	(12.7)	(2.7)	C
Current ratio (x)	1.2	1.5	1.2	0.8	0
CF interest cover (x)	69.8	66.5	20.6	22.4	29
/aluation	2023	2024	2025E	2026E	2027
Recurring P/E (x) *	21.1	15.6	14.9	13.7	12
Recurring P/E @ target price (x) *	41.7	30.8	29.4	27.0	23
Reported P/E (x)	21.1	15.6	14.9	13.7	12
Dividend yield (%)	2.1	2.9	2.9	3.1	3
Price/book (x)	5.0	4.1	3.8	3.4	3
Price/tangible book (x)	5.6	4.7	4.3	3.8	3
EV/EBITDA (x) **	15.4	11.5	11.1	10.8	9
EV/EBITDA @ target price (x) **	31.2	23.5	22.5	21.5	19
EV/invested capital (x)	5.3	4.7	4.0	3.2	2
\-''/	0.0			U.L	

Sources: SISB; 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 ani	ed on the com nual S&P Glob	transparent, rules-based o panies' Total Sustainabilit al Corporate Sustainabilit anies within each industry	ty Scores resulting y Assessment (CSA).	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Glot 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 a selected from the Eligible Universe.				an S&P Globa of the highest
SET ESG Ratings List (SETESG) by The Stock Exchange of Thailand (SET)	managing b Candidates 1) no irregul float of >150 up capital. S 70%; 2) inde wrongdoing	usiness with tr must pass the ar trading of th shareholders come key disque ependent direct related to CG,	nsibility in Environmental ansparency in Governanc preemptive criteria, with t e board members and ex- , and combined holding m ualifying criteria include: 1 tors and free float violatio social & environmental in arnings in red for > 3 year	e, updated annually. wo crucial conditions: ecutives; and 2) free just be >15% of paid-) CG score of below n; 3) executives' npacts; 4) equity in	To be eligible for <u>SETESG inclusion</u> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJ during the assessment year. The scoring will be fairly weighted against nature of the relevant industry and materiality. <u>SETESG Index</u> is extended from the SET ESG Ratings companies wh 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 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% guarterly weight at maximum, and no cap for number of stocks.				a part of DJSI ated against the apanies whose >20%; and 3) aths. The ap 5%
CG Score by Thai nstitute of Directors Association Thai IOD)	annually by Thailand (Sl	the Thai IOD,	h in sustainable developm with support from the Stoc as are from the perspective s.	ck Exchange of	Good (80-89), 3 and not rated for equitable treatn	3 for Good (70- or scores below nent of shareh 5%); 4) disclos	ories: 5 for Excel -79), 2 for Fair (6 v 50. Weightings olders (weight 2 sure & transpare	60-69), 1 for P s include: 1) th 5% combined	ass (60-69), te rights; 2) an); 3) the role of
AGM level By Thai nvestors Association (TIA) with support from the SEC	treatment at transparent out of five th criteria cove date (45%), circulation of exercised. The and verifiabilit	e incorporated and sufficiently are CG componer AGM proced and after the resufficient informate second assessiv; and 3) openne	which shareholders' rights I into business operations y disclosed. All form impor ents to be evaluated annu ures before the meeting (4 meeting (10%). (The first as tion for voting; and 2) facilitatiness 1) the ease of attending mess for Q&A. The third involves es, resolutions and voting resu	and information is trant elements of two ually. The assessment 45%), at the meeting sesses 1) advance on how voting rights can be petings; 2) transparency the meeting minutes that	Very Good (90-		four categories: (80-89), and not		
Thai CAC By Thai Private Sector Collective Action Against Corruption CAC)	establishme policies. The (Companies of Declaration of Certification, is managers and	nt of key contre e Certification i leciding to become Intent to kick off including risk ass	Checklist include corruption ols, and the monitoring an sign good for three years. The a CAC certified member state an 18-month deadline to submessment, in place of policy and ablishment of whistleblowing collaboration.	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 Sustainalytics	based on ar risk is unma	ustainalytics' ESG risk rating provides an overall company score on an assessment of how much of a company's exposure to ESG unmanaged. Sources to be reviewed include corporate publications and			A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored.				
	information, c		ner media, NGO reports/websi k, ESG controversies, issuer fe iews.		NEGL	Low	Medium	High	Severe
					0-10	10-20	20-30	30-40	40+
SG Book	positioned to the principle helps explai over-weight	o outperform o of financial m n future risk-ad	sustainable companies that ver the long term. The me atteriality including informa djusted performance. Mate th higher materiality and raty basis.	ethodology considers ation that significantly eriality is applied by	scores using m	ateriality-base	ated as a weight d weights. The s dicating better p	core is scaled	
<u>MSCI</u>			measure a company's mand laggards according to the						nethodology to
	AAA	8.571-10.00		to a disconsistant in decidance in the					
	AA	7.143-8.570	Leader:	leading its industry in m	ianaying the most si	yımıcanı ESG MS	no and opporturitie		
	Α	5.714-7.142	!		al dua als un construct		ainnificant FOC :		-141
	BBB	4.286-5.713	Average:	a mixed or unexception industry peers	al track record of ma	anaging the most	signilicant ESG fi	sks and opportu	nues 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 to	manage significar	nt ESG risks	
	CCC	0.000-1.428							
<u>loody's ESG</u> olutions	believes tha	t a company ir	ree to which companies to stegrating ESG factors into or shareholders over the n	o its business model an					
Refinitiv ESG rating	based on pu	ıblicly available	and objectively measure a e and auditable data. The ta publicly. (Score ratings an	score ranges from 0 to	100 on relative E	SG performan	ce and insufficie	nt degree of ti	
S&P Global			re is a relative score meas in the same industry class				of ESG risks, op	portunities, an	d impacts
Bloomberg	ESG Score		Bloomberg score evalua score is based on Bloom of Pillar Scores, where the	nberg's view of ESG fina	ancial materiality.	The score is a	weighted gene	ralized 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. 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

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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
27-Mar-2023	BUY	30.00	25-Mar-2024	HOLD	42.00	14-Mar-2025	BUY	39.00
08-Jun-2023	BUY	45.00	04-Jun-2024	BUY	44.00	04-Jun-2025	BUY	33.00
26-Sep-2023	BUY	42.00	06-Dec-2024	BUY	42.00	14-Aug-2025	BUY	29.00

Jitra Amornthum started covering this stock from 27-Mar-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
SISB	SISB TB	THB 14.70	BUY	Downside risks to our DCF-based TP include 1) intensified competition; 2) less demand from China; 3) staff shortages; and 4) risks from legal requirements and government policies relating to the business of private schools.

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 29-Aug-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.