Supalai

Public Company Limited

Supalai

SPALI

Bloomberg Reuters SPALI TB SPALI.BK



Preview 3Q23: Dropping YoY and QoQ

We estimate SPALI's 3Q23 net profit at Bt1.27bn (-53.5% YoY and -24.9% QoQ), on lower revenue; gross margin is expected to widen slightly QoQ but stay weak YoY. We cut our 2023F revenue by 12% to Bt31.1bn (-10% YoY), 95% secured, with net profit of Bt5.9bn (-27.5% YoY). We stay Neutral with new 2024 TP of Bt23.80/share on average PE of 6.9X.

3Q23F net profit to drop YoY and QoQ. We estimate 3Q23F net profit at Bt1.27bn (-53.5% YoY and -24.9% QoQ) on revenue of Bt6.9bn (-38% YoY, -15% QoQ), 62% from low-rise and 38% from condos, with transfers begun at one new condo, *Supalai Premier Si Phraya Samyan* (project value Bt2.4bn, sold 94%, transferred 40%). Average gross margin is estimated at 36.1%, wider QoQ on cost efficiency but narrowed YoY. Contribution from the JV in Australia is expected to fall YoY and QoQ to Bt69mn (-19.1% YoY and -46.2% QoQ). 9M23 net profit is thus estimated at Bt4.05bn (-32% YoY).

2023 presales to miss target. 3Q23 presales were Bt6.2bn (-8% YoY, -25% QoQ), 70% from low-rise, with value down 10% YoY and 13% QoQ, and 30% from condos where value fell 2% YoY and 42% QoQ. This brought 9M23 presales to Bt23.5bn, 65% of its 2023 target of Bt36bn (+11% YoY). With demand slowing in 3Q23, we believe the best it can do for presales in 2023 is Bt32-33bn, flat YoY and missing target by 10-11%.

Delaying 2023 launches to 2024. In 4Q23, SPALI will launch 11 projects valued at Bt13.7bn, including one condo, *Supalai Sense Srinakarin*, valued at Bt1bn. This will give total 2023 launches of Bt35.7bn (-5% YoY). After including delayed projects, 2024 launches will be a new high at over Bt40bn, with 14 of these in 1Q24, valued at Bt17.4bn.

Downgrade 2023F and 2024F. SPALI has current backlog of Bt19.3bn with 44% to be booked as revenue in 4Q23, 46% in 2024 and the rest (10%) in 2025-2026. By product, 53% is low-rise and 47% is condo. With presales dull, hurt by slowed demand in response to high mortgage interest rate, we cut our revenue for 2023F by 12% and 2024F by 6%. We now expect 2023F revenue of Bt31.1bn (-10%), 95% secured with net profit of Bt5.9bn (-27.5%). 2024F earnings are forecast to grow 13% to Bt6.69bn.

Risks and concerns. With interest rate going up in 2023 and into 2024, rejection rate is expected to rise as demand dims. Condo backlog in 2024-2026 is low, suggesting low earnings visibility.

Tactical call: Neutral with TP of Bt23.80. With earnings down in 2023 and low backlog for the next 2-3 years, we maintain our tactical call of Neutral with a new 2024 TP of Bt23.80 (from Bt27/sh) on avg PE (16 years) of 6.9X.

Forecast and valuation

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|--------------------------|--------|--------|--------|--------|--------|--------|
| Year to 31 Dec | Unit | 2021 | 2022 | 2023F | 2024F | 2025F |
| Revenue | (Btmn) | 29,160 | 34,486 | 30,250 | 33,432 | 34,310 |
| EBITDA | (Btmn) | 8,444 | 9,514 | 7,100 | 8,110 | 8,683 |
| Core Profit | (Btmn) | 7,070 | 8,173 | 5,928 | 6,699 | 7,224 |
| Reported Profit | (Btmn) | 7,070 | 8,173 | 5,928 | 6,699 | 7,224 |
| Core EPS (Full dilution) | (Bt) | 3.30 | 4.18 | 3.03 | 3.43 | 3.70 |
| DPS | (Bt) | 1.25 | 1.45 | 1.06 | 1.20 | 1.29 |
| P/E, core | (x) | 5.8 | 4.5 | 6.3 | 5.5 | 5.1 |
| EPS growth, core | (%) | 66.3 | 27.0 | (27.5) | 13.0 | 7.8 |
| P/BV, core | (x) | 1.0 | 0.8 | 0.7 | 0.7 | 0.6 |
| ROE | (%) | 18.0 | 18.5 | 12.3 | 12.9 | 12.7 |
| Dividend yield | (%) | 6.6 | 7.6 | 5.6 | 6.3 | 6.8 |
| EBITDA growth | (%) | 57.4 | 12.7 | (25.4) | 14.2 | 7.1 |

Source: InnovestX Research

Tactical: NEUTRAL

(3-month) Stock data

| otoon data | |
|----------------------------|-------------|
| Last close (Oct 20) (Bt) | 19.00 |
| Target price (Bt) | 23.80 |
| Mkt cap (Btbn) | 37.11 |
| Mkt cap (US\$mn) | 1,018 |
| | |
| Beta | Н |
| Mkt cap (%) SET | 0.22 |
| Sector % SET | 5.89 |
| Shares issued (mn) | 1,953 |
| Par value (Bt) | 1.00 |
| 12-m high / low (Bt) | 25.3 / 18.9 |
| Avg. daily 6m (US\$mn) | 2.94 |
| Foreign limit / actual (%) | 35 / 20 |
| Free float (%) | 63.8 |
| Dividend policy (%) | ≥ 35 |

| Share performance | | | | | | |
|-------------------|-------|-------|-------|--|--|--|
| (%) | 1M | 3M | 12M | | | |
| Absolute | (8.7) | (9.5) | (4.5) | | | |
| Relative to SET | (1.2) | (1.1) | 8.6 | | | |

Source: SET, InnovestX Research

2022 Sustainability / ES<u>G Score</u>

| Sustainability Index (THSI) | Included |
|-----------------------------|----------|
|-----------------------------|----------|

| ESG Bloomberg Rank in the sector | |
|----------------------------------|------|
| ESG Score Rank | 9/59 |
| Environmental Score Rank | 8/59 |
| Social Score Rank | 9/59 |
| Governance Score Rank | 6/59 |

ESG comment

SPALI was added to the 2022 Thailand Sustainability Investment list, in recognition of its ESG awareness. One of its goals is to reduce the use of greenhouse gases by 25% within 2024.

Source: Bloomberg Finance L.P.

Analyst

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Value proposition

SPALI is engaged in real estate development projects that include: 1) detached houses, duplex houses, townhouses and condominiums in areas scattered throughout Bangkok and the provinces; 2) office buildings for rent in commercial districts and 3) hotels in the provinces. SPALI aims to be a leader in sustainable real estate development, contributing to societal and environmental improvement, creating and developing innovative products and services to bring the most value.

In 2010-2022, SPALI launched 291 projects worth Bt335bn and achieved total presales of Bt311bn, which works out to an average of Bt26bn per year.

Business outlook

SPALI set a 2023 presales growth target at 11% YoY to Bt36bn, a record high, 70% from low-rise (value growth of 14%) and 30% condos (value growth of 4%). SPALI reported 3Q23 presales of Bt6.2bn (-8% YoY and -25% QoQ), 70% from low-rise with value down 10% YoY and 13% QoQ, with 30% condos, where value was down 2% YoY and 42% QoQ. This gives 9M23 presales of Bt23.5bn, achieving 65% of its 2023 target of Bt36bn (+11%). We however expect it to miss its target: given the slowing market and housing demand in 3Q23, we expect the best it can do for presales in 2023 is Bt32-33bn, flat YoY, missing target by 10-11%.

Early in the year, SPALI plans to launch 37 new projects in 2023, 34 low-rise and 3 midhigh condos, with total value of Bt41bn (+10%). In 4Q23, SPALI will launch 11 projects valued at Bt13.7bn, including one condo, *Supalai Sense Srinakarin*, with project value of Bt1bn. This will bring 2023 launches to Bt35.7bn (-5% YoY). Then in 2024, after including delayed projects, launches will be a new high of over Bt40bn, with 14 launched in 1Q24 with total value of Bt17.4bn.

| Bullish views | Bearish views |
|--|--|
| 1. Strong financial position | 1. Soft backlog from 2025. |
| 2. Record-high low-rise presales in 2023, continuing to grow 14% YoY | 2. Higher rejection rate could be seen in 2023 from higher mortgage rates. |
| 3. Healthy dividend yield averaging 6.5-7% per year. | 3. Delay in new launches in 2023 |

Keu catalusts

| Factor | Event | Impact | Comment |
|-------------------|--|----------|--|
| Property stimulus | Transfer fee has gone up to 1% (from 0.01% in 2022) this year, still below the normal rate of 2%. Mortgage fee remains at the stimulus rate of 0.01% from the normal 1% but only for residential units priced under Bt3mn. All stimulus scheduled to end Dec 31, 2023. | Positive | This continues to keep expenses for both developers and buyers down; the limitation is the cap to housing priced at under Bt3mn (tagged "affordable segment"). |

Sensitivitu analusis

| Factor | Earnings impact | TP impact |
|--------------------------------|-----------------|-----------|
| 10% change in property revenue | 11% | Bt4/sh. |



Our view on ESG

SPALI was recently added to the 2022 Thailand Sustainability Investment list in recognition of its ESG awareness. One of its goals is to reduce the use of greenhouse gases by 25% within 2024.

ESG Disclosure Score

| Bloomberg ESG Score | 42.36 (2022) | |
|---------------------|--------------|-----|
| Rank in Sector | 9/59 | SPA |

| CG | Rating 0-5 | DJSI | SETTHSI | THSI | | |
|--|------------|------|---------|------|--|--|
| SPALI | 5 | No | Yes | Yes | | |
| Source: Thai Institute of Directors (IOD), SET | | | | | | |

Environmental Issue (E)

- SPALI has set a goal of environmentally sensitive operations to reduce greenhouse gases by 25% over 2022-2024 to balance business development and minimize environmental impact as part of the global sustainable development goals (SDGs).
- Supalai Grand Tower reuses condensed water from the chiller plant in the building for use in a small air conditioning system (cooling tower) and the water from this cooling system is then reused to water the plants surrounding the project. In addition, the "Zero Waste" project was initiated by inviting tenants and Supalai staff to jointly separate waste before disposal.

Social Issue (S)

- SPALI has set a goal for sustainability in economic, social and environmental arenas under the concept of "Supalai Cares... for Thai Society" along with growing strong business operations over 32 years by driving sustainable corporate development in accordance with the guidelines, CSR IN PROCESS.
- SPALI's policies on human rights are in compliance with the Environmental Impact Analysis Report.
- SPALI has adopted tools for listening to customer feedback through social platforms, such as Facebook, Instagram, Twitter, YouTube, Pantip and other websites, since 2017 to learn from customer resident feedback to regularly improve and develop products and services.

Governance Issue (G)

- SPALI adheres to good corporate governance principles in corporate management and has consistently received the 5-star CG award.
- SPALI has been recently added to the list for Thailand Sustainability Investment 2022.

| EGS Disclosure Score | | |
|---|-------|-------|
| | 2021 | 2022 |
| ESG Disclosure Score | 42.11 | 42.36 |
| Environment | 17.97 | 17.97 |
| Emissions Reduction Initiatives | Yes | Yes |
| Climate Change Policy | Yes | Yes |
| Waste Reduction Policy | Yes | Yes |
| Environmental Supply Chain Management | Yes | Yes |
| Water Policy | Yes | Yes |
| | | |
| Social | 24.61 | 25.36 |
| Human Rights Policy | Yes | Yes |
| Policy Against Child Labor | Yes | Yes |
| Consumer Data Protection Policy | Yes | Yes |
| Equal Opportunity Policy | Yes | Yes |
| Business Ethics Policy | Yes | Yes |
| Anti-Bribery Ethics Policy | Yes | Yes |
| Lost Time Incident Rate - Employees | _ | _ |
| Fair Remuneration Policy | No | No |
| Number of Employees - CSR | 1,645 | 1,725 |
| | 07.50 | 07.50 |
| Governance | 83.59 | 83.59 |
| Size of the Board | 10 | 10 |
| Number of Executives / Company Managers | 13 | 13 |
| Number of Non Executive Directors on Board | 6 | 6 |
| Number of Board Meetings for the Year | 12 | 12 |
| Board Meeting Attendance Pct | 100 | 99 |
| Size of Compensation Committee | 3 | 3 |
| Num of Independent Directors on Compensation Cmte | 2 | 2 |
| Number of Compensation Committee Meetings | 2 | 2 |

Source: Bloomberg Finance L.P.

Disclaimer

Bloomberg ESG Disclosure Scores rate companies on their level of disclosure of ESG data. Bloomberg offers four disclosure scores, for overall ESG, as well as Environmental, Social, and Governance. To review the fully transparent methodology, calculate disclosure scores for any company, and compare a company's scores vs its peers, see ESG Disclosure Score Model in Bloomberg.



Financial statement

| Profit and Loss Statement | | | | | | | | | |
|---------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY December 31 | Unit | 2018 | 2019 | 2020 | 2021 | 2022 | 2023F | 2024F | 2025F |
| Total revenue | (Btmn) | 25,553 | 23,557 | 20,588 | 29,160 | 34,486 | 30,250 | 33,432 | 34,310 |
| Cost of goods sold | (Btmn) | 15,744 | 14,280 | 12,754 | 17,518 | 21,070 | 19,378 | 21,116 | 21,382 |
| Gross profit | (Btmn) | 9,809 | 9,277 | 7,834 | 11,642 | 13,416 | 10,872 | 12,316 | 12,928 |
| SG&A | (Btmn) | 2,813 | 2,855 | 2,589 | 3,321 | 4,029 | 3,898 | 4,321 | 4,360 |
| Other income | (Btmn) | 257 | 400 | 381 | 487 | 1,015 | 643 | 401 | 412 |
| Interest expense | (Btmn) | 269 | 233 | 242 | 259 | 277 | 391 | 404 | 400 |
| Pre-tax profit | (Btmn) | 6,985 | 6,589 | 5,384 | 8,550 | 10,125 | 7,225 | 7,992 | 8,580 |
| Corporate tax | (Btmn) | 1,449 | 1,355 | 1,266 | 1,943 | 2,212 | 1,594 | 1,688 | 1,819 |
| Equity a/c profits | (Btmn) | 307 | 234 | 209 | 533 | 390 | 366 | 446 | 515 |
| Minority interests | (Btmn) | 72 | 65 | 76 | 69 | 130 | 69 | 51 | 51 |
| Core profit | (Btmn) | 5,770 | 5,403 | 4,251 | 7,070 | 8,173 | 5,928 | 6,699 | 7,224 |
| Extra-ordinary items | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Profit | (Btmn) | 5,770 | 5,403 | 4,251 | 7,070 | 8,173 | 5,928 | 6,699 | 7,224 |
| EBITDA | (Btmn) | 7,113 | 6,540 | 5,363 | 8,444 | 9,514 | 7,100 | 8,110 | 8,683 |
| Core EPS (Bt) | (Bt) | 2.69 | 2.52 | 1.98 | 3.30 | 4.18 | 3.03 | 3.43 | 3.70 |
| Net EPS (Bt) | (Bt) | 2.69 | 2.52 | 1.98 | 3.30 | 4.18 | 3.03 | 3.43 | 3.70 |
| DPS (Bt) | (Bt) | 1.00 | 1.00 | 1.00 | 1.25 | 1.45 | 1.06 | 1.20 | 1.29 |

| FY December 31 | Unit | 2018 | 2019 | 2020 | 2021 | 2022 | 2023F | 2024F | 2025F |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| FT December 51 | Offic | | | | | | | | |
| Total current assets | (Btmn) | 53,311 | 55,984 | 62,401 | 65,188 | 69,093 | 68,454 | 72,889 | 74,694 |
| Total fixed assets | (Btmn) | 4,392 | 4,528 | 5,806 | 6,244 | 10,831 | 7,273 | 5,857 | 5,385 |
| Total assets | (Btmn) | 57,704 | 60,511 | 68,207 | 71,432 | 79,924 | 75,728 | 78,746 | 80,079 |
| Total loans | (Btmn) | 23,452 | 18,683 | 27,313 | 23,866 | 28,353 | 19,837 | 17,502 | 13,837 |
| Total current liabilities | (Btmn) | 14,406 | 17,768 | 23,882 | 23,817 | 27,772 | 21,699 | 20,167 | 16,694 |
| Total long-term liabilities | (Btmn) | 8,576 | 4,894 | 6,928 | 4,689 | 4,690 | 3,534 | 3,512 | 3,490 |
| Total liabilities | (Btmn) | 22,982 | 22,662 | 30,811 | 28,506 | 32,461 | 25,233 | 23,679 | 20,184 |
| Paid-up capital | (Btmn) | 2,143 | 2,143 | 2,143 | 2,144 | 1,953 | 1,953 | 1,953 | 1,953 |
| Total equity | (Btmn) | 33,986 | 37,086 | 36,579 | 42,070 | 46,514 | 49,615 | 54,239 | 59,118 |
| BVPS (Bt) | (Bt) | 15.86 | 17.31 | 17.07 | 19.62 | 23.82 | 25.40 | 27.77 | 30.27 |

Cash Flow Statement

| FY December 31 | Unit | 2018 | 2019 | 2020 | 2021 | 2022 | 2023F | 2024F | 2025F |
|-------------------------------|--------|---------|-------|---------|-------|---------|---------|----------|---------|
| Core Profit | (Btmn) | 5,770 | 5,403 | 4,251 | 7,070 | 8,173 | 5,928 | 6,699 | 7,224 |
| Depreciation and amortization | (Btmn) | 117 | 118 | 117 | 123 | 127 | 126 | 115 | 115 |
| Operating cash flow | (Btmn) | 3,420 | 3,420 | (1,456) | 4,273 | 3,664 | 7,165 | 3,890 | 6,604 |
| Investing cash flow | (Btmn) | (1,962) | 6 | 199 | (441) | (954) | (4,984) | 3,368 | 1,270 |
| Financing cash flow | (Btmn) | (932) | (931) | (3,243) | 2,397 | (3,119) | 1,010 | (10,596) | (4,461) |
| Net cash flow | (Btmn) | 526 | 2,495 | (4,500) | 6,228 | (409) | 3,190 | (3,338) | 3,413 |

Key Financial Ratios

| FY December 31 | Unit | 2018 | 2019 | 2020 | 2021 | 2022 | 2023F | 2024F | 2025F |
|-----------------------|------|------|------|------|------|------|-------|-------|-------|
| Gross margin | (%) | 38.4 | 39.4 | 38.1 | 39.9 | 38.9 | 35.9 | 36.8 | 37.7 |
| Operating margin | (%) | 27.4 | 27.3 | 25.5 | 28.5 | 27.2 | 23.1 | 23.9 | 25.0 |
| EBITDA margin | (%) | 27.8 | 27.8 | 26.0 | 29.0 | 27.6 | 23.5 | 24.3 | 25.3 |
| EBIT margin | (%) | 28.4 | 29.0 | 27.3 | 30.2 | 30.2 | 25.2 | 25.1 | 26.2 |
| Net profit margin | (%) | 22.6 | 22.9 | 20.6 | 24.2 | 23.7 | 19.6 | 20.0 | 21.1 |
| ROE | (%) | 18.7 | 15.2 | 11.5 | 18.0 | 18.5 | 12.3 | 12.9 | 12.7 |
| ROA | (%) | 10.2 | 9.1 | 6.6 | 10.1 | 10.8 | 7.6 | 8.7 | 9.1 |
| Net D/E | (x) | 0.7 | 0.5 | 0.7 | 0.5 | 0.6 | 0.4 | 0.3 | 0.2 |
| Interest coverage | (x) | 1.0 | 0.7 | 0.4 | 0.5 | 0.5 | 0.5 | 0.7 | 1.1 |
| Debt service coverage | (x) | 37.0 | 39.7 | 50.5 | 38.0 | 34.6 | 35.0 | 35.0 | 35.0 |
| Payout Ratio | (x) | 38.4 | 39.4 | 38.1 | 39.9 | 38.9 | 35.9 | 36.8 | 37.7 |



Financial statement

| Profit | and I | 220 | Stat | ement | |
|--------|-------|-----|------|-------|--|

| FY December 31 | Unit | 3Q21 | 4Q21 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 |
|----------------------|--------|-------|--------|-------|-------|--------|-------|-------|-------|
| Total revenue | (Btmn) | 7,430 | 10,862 | 5,433 | 8,198 | 11,133 | 9,682 | 5,734 | 8,165 |
| Cost of goods sold | (Btmn) | 4,428 | 6,530 | 3,303 | 4,967 | 6,728 | 6,071 | 3,638 | 5,306 |
| Gross profit | (Btmn) | 3,001 | 4,332 | 2,129 | 3,231 | 4,404 | 3,612 | 2,096 | 2,859 |
| SG&A | (Btmn) | 844 | 1,101 | 717 | 940 | 1,124 | 1,248 | 815 | 957 |
| Other income | (Btmn) | 92 | 264 | 105 | 357 | 229 | 364 | 168 | 279 |
| Interest expense | (Btmn) | 64 | 61 | 59 | 61 | 75 | 81 | 96 | 103 |
| Pre-tax profit | (Btmn) | 2,185 | 3,434 | 1,458 | 2,587 | 3,435 | 2,646 | 1,353 | 2,078 |
| Corporate tax | (Btmn) | 456 | 698 | 322 | 564 | 729 | 596 | 318 | 483 |
| Equity a/c profits | (Btmn) | 9 | 169 | 58 | 83 | 85 | 165 | 66 | 127 |
| Minority interests | (Btmn) | (18) | (25) | (15) | (30) | (42) | (43) | (21) | (22) |
| Core profit | (Btmn) | 1,720 | 2,879 | 1,178 | 2,075 | 2,748 | 2,171 | 1,080 | 1,701 |
| Extra-ordinary items | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Profit | (Btmn) | 1,720 | 2,879 | 1,178 | 2,075 | 2,748 | 2,171 | 1,080 | 1,701 |
| EBITDA | (Btmn) | 2,288 | 3,695 | 1,604 | 2,761 | 3,626 | 2,924 | 1,548 | 2,346 |
| Core EPS | (Bt) | 0.80 | 1.34 | 0.55 | 0.97 | 1.28 | 1.11 | 0.55 | 0.87 |
| Net EPS | (Bt) | 0.80 | 1.34 | 0.55 | 0.97 | 1.28 | 1.11 | 0.55 | 0.87 |

Balance Sheet

| FY December 31 | Unit | 3Q21 | 4Q21 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Total current assets | (Btmn) | 65,537 | 65,188 | 66,079 | 71,304 | 69,167 | 69,093 | 72,030 | 74,828 |
| Total fixed assets | (Btmn) | 6,525 | 6,244 | 6,399 | 9,782 | 10,478 | 10,831 | 10,313 | 9,856 |
| Total assets | (Btmn) | 72,061 | 71,432 | 72,478 | 81,085 | 79,646 | 79,924 | 82,343 | 84,684 |
| Total loans | (Btmn) | 23,630 | 16,642 | 19,844 | 28,650 | 26,727 | 24,467 | 26,193 | 28,400 |
| Total current liabilities | (Btmn) | 27,472 | 23,817 | 24,111 | 32,196 | 29,688 | 27,772 | 31,211 | 31,992 |
| Total long-term liabilities | (Btmn) | 4,604 | 4,689 | 4,179 | 4,737 | 4,546 | 4,690 | 2,693 | 3,490 |
| Total liabilities | (Btmn) | 32,076 | 28,506 | 28,290 | 36,933 | 34,234 | 32,461 | 33,904 | 35,482 |
| Paid-up capital | (Btmn) | 2,143 | 2,144 | 2,143 | 2,143 | 2,143 | 1,953 | 1,953 | 1,953 |
| Total equity | (Btmn) | 39,154 | 42,070 | 43,341 | 43,276 | 44,495 | 46,514 | 47,499 | 48,246 |
| BVPS | (Bt) | 17.88 | 19.23 | 19.83 | 19.78 | 20.33 | 23.33 | 23.84 | 24.21 |

Cash Flow Statement

| FY December 31 | Unit | 3Q21 | 4Q21 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 |
|-------------------------------|--------|-------|---------|-------|---------|---------|---------|---------|---------|
| Core Profit | (Btmn) | 1,720 | 2,879 | 1,178 | 2,075 | 2,748 | 2,171 | 1,080 | 1,701 |
| Depreciation and amortization | (Btmn) | 30 | 31 | 30 | 30 | 31 | 32 | 33 | 37 |
| Operating cash flow | (Btmn) | 244 | 4,009 | 256 | (2,033) | 1,595 | 3,270 | (1,521) | (1,967) |
| Investing cash flow | (Btmn) | (571) | (200) | (40) | (4,094) | (4,780) | (5,073) | 712 | 1,885 |
| Financing cash flow | (Btmn) | 227 | (3,548) | (119) | 7,258 | 3,950 | 1,735 | 1,630 | 2,321 |
| Net cash flow | (Btmn) | (100) | 261 | 96 | 1,130 | 765 | (68) | 821 | 2,239 |

Key Financial Ratios

| FY December 31 | Unit | 3Q21 | 4Q21 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 |
|-----------------------|------|------|------|------|------|------|------|------|------|
| Gross margin | (%) | 40.4 | 39.9 | 39.2 | 39.4 | 39.6 | 37.3 | 36.6 | 35.0 |
| Operating margin | (%) | 29.0 | 29.7 | 26.0 | 27.9 | 29.5 | 24.4 | 22.3 | 23.3 |
| EBITDA margin | (%) | 30.8 | 34.0 | 29.5 | 33.7 | 32.6 | 30.2 | 27.0 | 28.7 |
| EBIT margin | (%) | 30.4 | 33.7 | 29.0 | 33.3 | 32.3 | 29.9 | 26.4 | 28.3 |
| Net profit margin | (%) | 23.1 | 26.5 | 21.7 | 25.3 | 24.7 | 22.4 | 18.8 | 20.8 |
| ROE | (%) | 17.7 | 28.4 | 11.0 | 19.2 | 25.0 | 19.1 | 9.2 | 14.2 |
| ROA | (%) | 9.5 | 16.1 | 6.5 | 10.8 | 13.7 | 10.9 | 5.3 | 8.1 |
| Net D/E | (x) | 0.6 | 0.4 | 0.4 | 0.6 | 0.5 | 0.5 | 0.5 | 0.5 |
| Interest coverage | (x) | 35.5 | 60.4 | 27.2 | 45.1 | 48.2 | 36.0 | 16.2 | 22.8 |
| Debt service coverage | (x) | 0.5 | 1.1 | 0.4 | 0.4 | 0.6 | 0.6 | 0.3 | 0.4 |

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Figure 1: Earnings Preview

| FY December 31 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23F | YoY%Chg | QoQ%Chg | 9M22 | 9M23F | % Chg |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|----------|----------|--------|
| Sales | 11,133 | 9,682 | 5,734 | 8,165 | 6,899 | -38.0% | -15.5% | 24,803 | 20,799 | -16.1% |
| Costs of Sales | (6,728) | (6,071) | (3,638) | (5,306) | (4,409) | -34.5% | -16.9% | (14,999) | (13,353) | -11.0% |
| Gross Profit | 4,404 | 3,612 | 2,096 | 2,859 | 2,491 | -43.5% | -12.9% | 9,805 | 7,446 | -24.1% |
| SG&A Expense | (1,124) | (1,248) | (815) | (957) | (934) | -16.9% | -2.4% | (2,781) | (2,705) | -2.7% |
| EBIT | 3,281 | 2,363 | 1,281 | 1,903 | 1,557 | -52.5% | -18.2% | 7,024 | 4,741 | -32.5% |
| Depreciation Expense | 31 | 37 | 32 | 37 | 29 | -7.9% | -22.9% | 91 | 98 | 7.8% |
| EBITDA | 3,312 | 2,400 | 1,312 | 1,940 | 1,586 | -52.1% | -18.3% | 7,114 | 4,838 | -32.0% |
| Interest Expense | (75) | (81) | (96) | (103) | (96) | 27.3% | -7.1% | (196) | (295) | 50.7% |
| Other Income (Expense) | 229 | 364 | 168 | 279 | 83 | -63.9% | -70.3% | 651 | 529 | -18.7% |
| Pre-tax Profit | 3,435 | 2,646 | 1,353 | 2,078 | 1,544 | -55.0% | -25.7% | 7,479 | 4,975 | -33.5% |
| Corporate Tax | (729) | (596) | (318) | (483) | (323) | -55.8% | -33.2% | (1,616) | (1,123) | -30.5% |
| Extraordinary Items | 0 | 0 | 0 | 0 | 0 | 0.0% | 0.0% | 0 | 0 | 0.0% |
| Gn (Ls) from Affiliates | 85 | 165 | 66 | 127 | 69 | -19.1% | -46.2% | 225 | 262 | 16.5% |
| Minority Interest | (41) | (43) | (21) | (22) | (13) | -68.9% | -42.1% | (87) | (56) | -35.7% |
| Net Profit | 2,749 | 2,171 | 1,080 | 1,701 | 1,277 | -53.5% | -24.9% | 6,002 | 4,058 | -32.4% |
| EPS (Bt) | 1.28 | 1.01 | 0.55 | 0.87 | 0.65 | -49.1% | -24.9% | 2.80 | 2.08 | -25.9% |
| Financial Ratio | | | | | | | | | | |
| Gross Margin (%) | 39.6% | 37.3% | 36.6% | 35.0% | 36.1% | | | 39.5% | 35.8% | |
| EBIT Margin (%) | 29.5% | 24.4% | 22.3% | 23.3% | 22.6% | | | 28.3% | 22.8% | |
| EBITDA Margin (%) | 29.7% | 24.8% | 22.9% | 23.8% | 23.0% | | | 28.7% | 23.3% | |
| Net Margin (%) | 24.7% | 22.4% | 18.8% | 20.8% | 18.5% | | | 24.2% | 19.5% | |

Source: SPALI, InnovestX Research

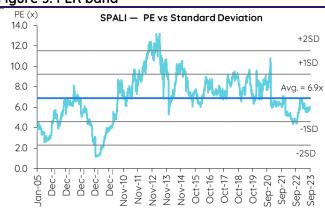
Appendix

Figure 2: Presales 2Q21-3Q23



Source: InnovestX Research

Figure 3: PER band



Source: InnovestX Research

Figure 4: Valuation summary (price as of Oct 20, 2023)

| | Rating | Price | Target | ETR | P, | /E (x) | | EPS g | rowth | (%) | P/ | BV (x |) | RC | DE (%) |) | Div. ` | rield (| (%) | EV/E | BITDA | (x) |
|--------|--------------|--------|----------|-------|------|--------|------|-------|-------|-----|-----|-------|-----|-----|--------|-----|--------|---------|-----|------|-------|------|
| | | (Bt/Sh |)(Bt/Sh) | (%) | 22A | 23F | 24F | 22A | 23F | 24F | 22A | 23F | 24F | 22A | 23F | 24F | 22A | 23F | 24F | 22A | 23F | 24F |
| AP | Outperform | 11.00 | 15.00 | 42.7 | 5.9 | 5.5 | 5.5 | 29.4 | 6.2 | 1.6 | 0.9 | 0.8 | 0.8 | 17 | 16 | 15 | 5.9 | 6.3 | 6.4 | 8.1 | 6.7 | 6.0 |
| LH | Neutral | 7.50 | 11.00 | 53.7 | 10.8 | 12.7 | 9.9 | 20 | (15) | 28 | 1.8 | 1.8 | 1.7 | 16 | 14 | 17 | 8.0 | 7.0 | 8.7 | 9.4 | 9.5 | 8.7 |
| LPN | Underperform | 3.94 | 4.30 | 14.6 | 9.4 | 9.5 | 9.5 | 105 | (1) | 0 | 0.5 | 0.5 | 0.5 | 5 | 5 | 5 | 5.6 | 5.5 | 5.5 | 18.1 | 12.0 | 12.2 |
| PSH | Underperform | 12.50 | 11.00 | (5.9) | 9.9 | 18.2 | 11.0 | 24 | (46) | 65 | 0.6 | 0.6 | 0.6 | 6 | 3 | 6 | 7.7 | 6.1 | 6.8 | 7.6 | 11.1 | 9.6 |
| QH | Underperform | 2.24 | 2.30 | 9.2 | 10.0 | 9.1 | 8.3 | 43 | 10 | 10 | 0.8 | 0.8 | 0.8 | 8 | 9 | 9 | 6.2 | 6.6 | 7.2 | 2.9 | 3.1 | 2.3 |
| SIRI | Neutral | 1.57 | 2.20 | 51.3 | 5.8 | 5.1 | 5.3 | 113 | 15 | (4) | 0.6 | 0.6 | 0.5 | 10 | 11 | 10 | 9.4 | 11.1 | 9.5 | 22.9 | 16.8 | 14.5 |
| SPALI | Neutral | 19.00 | 23.80 | 30.9 | 4.5 | 6.3 | 5.5 | 27 | (27) | 13 | 0.8 | 0.7 | 0.7 | 18 | 12 | 13 | 7.6 | 5.6 | 6.3 | 6.7 | 7.8 | 6.5 |
| Averag | е | | | | 8.0 | 9.5 | 7.9 | 52 | (8) | 16 | 0.9 | 0.8 | 0.8 | 12 | 10 | 11 | 7.2 | 6.9 | 7.2 | 10.8 | 9.6 | 8.5 |

Source: InnovestX Research

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CG Rating 2022 Companies with CG Rating

Companies with Excellent CG Scoring

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Companies with Good CG Scoring

A, A5, AI, ALL, ALPHAX, AMC, APP, AQ, AU, B52, BEAUTY, BGT, BLAND, BM, BROCK, BSBM, BTNC, CAZ, CCP, CGD, CMAN, CMO, CMR; CPANEL, CPT, CSR, CTW, D, DCON, EKH, EMC, EP, EVER, F&D, FMT, GIFT, GLOCON, GLORY, GREEN, GSC, HL, HTECH, IHL, INOX, JAK, JMART, JSP; JUBILE, KASET, KCM, KWI, KYE, LEE, LPH, MATI, M-CHAI, MCS, MDX, MENA, MJD, MORE, MUD, NC, NEWS, NFC, NSL, NV, PAF, PEACE, PF, PK, PPM, PRAKIT, PTL, RAM, ROCK, RP, RPH, RSP, SIMAT, SISB, SK, SOLAR, SPACK, SPG, SQ, STARK, STECH, SUPER, SVH, PTECH, TC; TCCC, TCJ, TEAM, THE, THMUI, TKC; TNH, TNPC, TOPP, TPCH, TPOLY, TRUBB, TTI, TYCN, UMS, UNIQ; UPA, UREKA, VARO, W, WFX, WPH, YGG, ZAA

Corporate Governance Report

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Anti-corruption Progress Indicator

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2S, 7UP, AAI, ADVANC, AF, AH, AI, AIE, AIRA, AJ, AKP, AMA, AMANAH, AMATA, AMATAV, AP, APCS, AS, ASIAN, ASK, ASP, AWC, AYUD, B, BAFS, BAM, BANPU, BAY, BBL, BCH, BCP, BCPG, BE8, BEC, BEYOND, BGC, BGRIM, BKI, BLA, BPP, BROOK, BRR, BSBM, BTS, BWG, CEN, CENTEL, CFRESH, CGH, CHEWA, CHOTI, CHOW, CIG, CIMBT, CM, CMC, COM7, COTTO, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CSC, DCC, DELTA, DEMCO, DIMET, DRT, DUSIT, EA, EASTW, ECF, EGCO, EP, EPG, ERW, ESTAR, ETC, ETE, FNS, FPI, FPT, FSMART, FTE, GBX, GC, GCAP, GEL, GFPT, GGC, GJS, GPI, GPSC, GSTEEL, GULF, GUNKUL, HANA, HARN, HENG, HMPRO, HTC, ICC, ICHI, IFS, III, ILINK, ILM, INET, INOX, INSURE, INTUCH, IRPC, ITEL, IVL, JAS, JKN, JR, JTS, KASET, KBANK, KBS, KCAR, KCC, KCE, KGEN, KGI, KKP, KSL, KTB, KTC, L&E, LANNA, LHFG, LHK, LPN, LRH, M, MAJOR, MALEE, MATCH, MBAX, MBK, MC, MCOT, META, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NATION, NCAP, NEP, NKI, NOBLE, NOK, NRF, NWR, OCC, OGC, OR, ORI, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PK, PL, PLANB, PLANET, PLAT, PM, PPP, PPPM, PPS, PR9, PREB, PRG, PRINC, PRM, PROS, PSH, PSL, PSTC, PT, PTECH, PTG, PTT, PTTEP, PTTGC, PYLON, Q-CON, QH, QLT, QTC, RABBIT, RATCH, RML, RS, RWI, S&J, SAAM, SABINA, SAK, SAPPE, SAT, SC, SCC, SCCC, SCG, SCGP, SCM, SCN, SEAOIL, SE-ED, SELIC, SENA, SGC, SGP, SINGER, SIRI, SITHAI, SKR, SMIT, SMK, SMPC, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, STGT, STOWER, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASCO, TCAP, TCMC, TFG, TFI, TFMAMA, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKK, TKT, TMD, TMILL, TMT, TNITY, TNL, TNP, TNR, TOG, TOP, TOPP, TPA, TPCS, TRT, TRU, TSC, TSI, TSTE, TSTH, TTA, TTB, TTCL, TU, TVDH, TVO, TWPC, UBE, UBIS, UEC, UKEM, UOBKH, UV, VCOM, VGI, VIH, WACOAL, WHA, WHAUP, WICE, WIIK, XO, YUASA, ZEN, ZIGA

Declared (ประกาศเจตนารมณ์)

ACE, ADB, ASW, BBGI, BRI, BTG, BYD, CAZ, CBG, CI, CV, DEXON, DMT, DOHOME, EKH, EVER, GLOBAL, GREEN, ICN, ITC, J, JMART, JMT, LEO, LH, MEGA, MENA, MITSIB, MODERN, NER, OSP, OTO, POLY, PQS, PRIME, PROEN, PRTR, RBF, RT, SA, SANKO, SENX, SFLEX, SIS, SKE, SM, SUPER, SVOA, SVT, TBN, TEGH, TGE, TIPH, TKN, TPLAS, TQM, TRUE, VARO, VIBHA, W, WIN, WPH, XPG

N/A

24CS, 3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACG, ADD, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALL, ALLA, ALPHAX, ALT, ALUCON, AMARC, AMARIN, AMC, AMR, ANAN, AOT, APCO, APEX, APP, APURE, AQUA, ARIN, ARIP, ARROW, ASAP, ASEFA, ASIA, ASIMAR, ASN, ATP30, AU, AUCT, AURA, B52, BA, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BIZ, BJC, BJCHI, BKD, BLAND, BLC, BLESS, BLISS, BM, BOL, BR, BROCK, BSM, BTNC, BTW, BUI, BVG, CCET, CCP, CEYE, CGD, CH, CHARAN, CHASE, CHAYO, CHG, CHIC, CHO, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COCOCO, COLOR, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CSP, CSS, CSS, CTW, CWT, D, DCON, DDD, DHOUSE, DITTO, DOD, DPAINT, DTCENT, DTCI, DV8, EASON, ECL, EE, EFORL, EMC, ESSO, F&D, FANCY, FE, FLOYD, FMT, FN, FORTH, FSX, FTI, FVC, GABLE, GENCO, GFC, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GSC, GTB, GTV, GYT, HEALTH, HFT, HL, HPT, HTECH, HUMAN, HYDRO, I2, IFEC, IHL, IIG, IMH, IND, INGRS, INSET, IP, IRC, IRCP, IT, ITD, ITNS, ITTHI, JAK, JCK, JCKH, JCT, JDF, JPARK, JSP, JUBILE, K, KAMART, KC, KCG, KCM, KDH, KEX, KIAT, KISS, KJL, KK, KKC, KLINIQ, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LDC, LEE, LIT, LOXLEY, LPH, LST, MACO, MANRIN, MASTER, MATI, MAX, M-CHAI, MCS, MDX, MEB, METCO, MGC, MGT, MICRO, MIDA, MJD, MK, ML, MORE, PACO, PAF, PCC, PEACE, PERM, PF, PHG, PICO, PIN, PJW, PLE, PLT, PLUS, PMTA, POLAR, POMPUI, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRI, PRIN, PRO, PROUD, PSG, PSP, PTC, PTL, RAM, RCL, READY, RICHY, RJH, ROCK, ROH, ROJNA, RP, RPC, RPH, RSP, S, S11, SABUY, SAF, SAFARI, SALEE, SAM, SAMART, SAMCO, SAMTEL, SAUCE, SAV, SAWAD, SAWANG, SBNEXT, SCAP, SCB, SCI, SCP, SDC, SE, SEAFCO, SECURE, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SINO, SISB, SJWD, SK, SKN, SKY, SLM, SLP, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPVI, SQ, SR, SRS, SSC, SSS, STANLY, STARK, STC, STEC, STECH, STHAI, STI, STP, STPI, SU

Explanations

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