

AP

AP (Thailand) Bloomberg AP TB
Public Company Limited Reuters AP.BK



Preview 4Q23F: Up YoY but down QoQ

We estimate 4Q23F net profit at Bt1.39bn (+21.1% YoY but -5.6% QoQ) on total revenue of Bt9.6bn (+8.6% YoY but -4.3% QoQ) and a solid gross margin. However, 4Q23F will fall short of our earlier forecast on transfer delays and this leads us to trim our 2023 net profit by 5% to Bt5.9bn; we note that this is still a new high. We maintain Outperform based on PE of 7.4X (+0.25SD) with a 2024 TP of Bt15.0/sh.

4Q23F net profit up YoY but down QoQ. We estimate 4Q23F net profit at Bt1.39bn (+21.1% YoY but -5.6% QoQ), backed by total revenue of Bt9.6bn (+8.6% YoY but -4.3% QoQ). Of this, 93% is from low-rise and 7% from condos with transfers at *Aspire Pinklao Arunamarin* continuing but slightly below our previous estimate since new sales in December faced delays in transfers. Gross margin is expected at 36.8%, widened from 34.9% in 4Q22 and 33.5% in 3Q23 thanks to a strong gross margin on SDH projects *Centro* and *City.* SG&A to sales is expected to go up to 21.8% because of the huge number of new launches in 4Q23.

Expecting presales growth of 10-15% in 2024. In 2023, presales were Bt51.3bn (+1.9%), 65% from low-rise (value down 14%) and 35% from condo (value up 57%). However, presales fell 11% short of its target of Bt58bn. In 2024, based on preliminary data, we expect AP to raise its presales growth target by 10-15% to Bt56.5-59bn; it will announce its target on February 20. We expect to see a slight drop in new launches by value after growing 19% in 2023 to Bt65bn with new high in value for low-rise, especially in 4Q23 when low-rise launches reached Bt28bn.

Trim 2023... but still a record high, with growth continuing in 2024. We trim our 2023 net profit forecast by 5% Bt5.9bn (+0.4%) as we reduce our revenue forecast by 6% to Bt38.3bn (-0.6%) to factor in the transfer delays in December. Average gross margin is estimated at a healthy 36.1% vs. 33.9% in 2022. Even after the revision, 2023 net profit is still a new high. AP has Bt13bn in low-rise backlog carried over from 2023 to be realized as revenue in 2024. We thus leave unchanged our revenue forecast at Bt42bn (+9.8%) with net profit of Bt6.3bn (+7.4%), another record.

Risks and concerns. Operational risks: Interest rate hike and rejections (high in the low/mid-low segments in 2H23) and inventory management after numerous launches in 2023. <u>ESG key risks</u>: AP obtains EIAs for both low-rise and condos, which helps lower environmental risks. It plans to work on reducing the environmental risk for low-rise projects by using more green energy (solar) and more efficient waste management.

Maintain Outperform. We continue positive on earnings and keep our tactical call of Outperform based on 10-year PE average of 7.4x (+0.25SD), 2024 TP of Bt15.0/sh with healthy 2023 dividend yield of 6%.

Forecasts and valuation

| i oi ccasts and valot | 20011 | | | | | |
|-----------------------|--------|--------|--------|--------|--------|--------|
| Year to 31 Dec | Unit | 2021 | 2022 | 2023F | 2024F | 2025F |
| Revenue | (Btmn) | 31,794 | 38,539 | 38,303 | 42,048 | 45,470 |
| EBITDA | (Btmn) | 5,896 | 7,442 | 7,690 | 8,171 | 8,647 |
| Core Profit | (Btmn) | 4,543 | 5,877 | 5,903 | 6,342 | 6,765 |
| Reported Profit | (Btmn) | 4,543 | 5,877 | 5,903 | 6,342 | 6,765 |
| Core EPS | (Bt) | 1.44 | 1.87 | 1.88 | 2.02 | 2.15 |
| DPS | (Bt) | 0.50 | 0.65 | 0.66 | 0.71 | 0.75 |
| P/E, core | (x) | 7.5 | 5.8 | 5.8 | 5.4 | 5.1 |
| EPS growth, core | (%) | 7.5 | 29.4 | 0.4 | 7.4 | 6.7 |
| P/BV, core | (x) | 1.1 | 0.9 | 0.8 | 0.8 | 0.7 |
| ROE | (%) | 14.7 | 17.0 | 15.3 | 14.8 | 14.3 |
| Dividend yield | (%) | 4.6 | 6.0 | 6.0 | 6.5 | 6.9 |
| EBITDA growth | (%) | 6.9 | 26.2 | 3.3 | 6.3 | 5.8 |

Source: InnovestX Research

Tactical: OUTPERFORM (3-month)

Stock data

| Last close (Feb 2) (Bt) | 10.90 |
|----------------------------|-------------|
| Target price (Bt) | 15.00 |
| Mkt cap (Btbn) | 34.29 |
| Mkt cap (US\$mn) | 982 |
| Beta | Н |
| Mkt cap (%) SET | 0.20 |
| Sector % SET | 5.99 |
| Shares issued (mn) | 3,146 |
| Par value (Bt) | 1.00 |
| 12-m high / low (Bt) | 12.8 / 10.1 |
| Avg. daily 6m (US\$mn) | 2.98 |
| Foreign limit / actual (%) | 30 / 22 |
| Free float (%) | 70.0 |
| Dividend policy (%) | ≤ 50 |

| Share performance | | | | | | | | |
|-------------------|-------|-------|-------|--|--|--|--|--|
| (%) | 1M | 3M | 12M | | | | | |
| Absolute | (6.8) | (0.9) | (9.2) | | | | | |
| Relative to SET | (3.8) | 1.6 | 10.8 | | | | | |

Source: SET, InnovestX Research

2023 Sustainability / 2022 ESG Score

SET ESG Ratings AA

| ESG Bloomberg Rank in the sector | |
|----------------------------------|-------|
| ESG Score Rank | 14/59 |
| Environmental Score Rank | 14/59 |
| Social Score Rank | 14/59 |
| Governance Score Rank | 2/59 |

ESG comment

AP's SET ESG rating is AA, high against property peers. It is clearly committed to its environmental target and monitoring risk management with a mitigation plan and key risk indicators (KRI).

Source: Bloomberg Finance L.P.

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Value proposition

AP is one of Thailand's leading property developers offering a wide range of residential properties for sale under 18 brands, from townhouses and detached houses to semi-detached houses and condominiums. From 2011-2023, presales totaled Bt397bn, 61% or Bt242bn from low-rise with 41% or Bt154bn from condos. Its product and segment variety has done much to diversify its risk in a market downturn. For the past nine years, AP has been involved in a JV for project development with Mitsubishi Estate Co., Ltd., a comprehensive real estate developer from Japan. In 2022, AP launched a new brand for low-rise projects, *Moden*, to offer a new, more modern style of housing targeted at the mid-high segment.

Business outlook

In 2023, AP achieved presales of Bt51.3bn (+1.9%) with 65% from low-rise (value down 14%) and 35% from condo (value up 57%). However, 2023 presales came in 11% below its target of Bt58bn.

Preliminary data suggests AP will set its presales growth target at 10-15% to Bt56.5-59bn; it will announce its target on February 20. We expect to see a small drop in launches by value after growth of 19% in 2023 to Bt65bn, which brought a record high for low-rise, especially in 4Q23 with low-rise launches of Bt28bn.

| Bullish views | Bearish views |
|---|--|
| 1. Strong low-rise presales and revenue, gaining market share from peers. | 1. Higher cost for construction materials and land. |
| 2. Record-high launch value in 2023. | Interest rate remains high, reducing buyer affordability |
| 3. High dividend yield with inexpensive valuation. | 3. New launches and inventory management |
| 4. Strong financial position | |

Key catalysts

| Factor | Event | Impact | Comment |
|-------------------|----------------------------------|----------|--|
| Property stimulus | Stimulus policy for transfer fee | Positive | This continues to keep expenses for both |
| | to 1% (from normal rate at 2%) | | developers and buyers down; the |
| | and mortgage fee rate at 0.01% | | limitation is the cap to housing priced at |
| | from the normal 1%. All stimulus | | under Bt3mn (tagged "affordable |
| | scheduled to end Dec 31, 2024. | | segment"). |

Sensitivity analysis

| Factor | Earnings impact | TP impact |
|-----------------|-----------------|------------|
| Earnings change | 5% | Bt0.70/sh. |



Our view on ESG

Regarding SET ESG ratings (4 ranking: AAA, AA, A and BBB) with total of 193 companies, AP listed in AA rating which is consider as high rank among property development peers backed by its sustainability guidelines covering Environmental, Social and Governance (ESG) to integrate risk management. AP has studied and applied diversified risk management tools to business operations, including setting risk appetite, assessing and prioritizing risk factors based on a risk map and monitoring risk management with a mitigation plan and key risk indicators (KRI).

ESG key risk: AP applied for EIA (Environmental Impact assessment) for both low-rise and condos projects which help lower environment risks however AP plans to emphasize and lower environment risk for low-rise projects by using more green energy (solar) and more efficient for waste management.

EGS Disclosure Score

| Bloomberg ESG Score | 34.26 (2022) | | CG Rating | DJSI | SETESG | SET ESG Ratings |
|---------------------|--------------|--------|-------------------------|-------------|--------|-----------------|
| Rank in Sector | 14/59 | AP | 5 | No | Yes | AA |
| | | Source | . Thai Institute of Dir | octors (IOE | I) CET | |

Environmental Issue (E)

- All AP projects adhere to the mandated size and amount of usable space as stipulated in the environmental impact assessment (EIA).
- AP has determined policies to implement strategies and approaches related to the environment as follows:
 - 1. Coping with climate change
 - 2. Air pollution
 - 3. Resource conservation and efficient resource management services
 - 4. Develop building materials and products
 - 5. Waste management

Social Issue (S)

 AP recognizes the importance of social activities. including participation in community, social and environmental development. This reflects the corporate values of Put People First, Build Together, Progress with Purpose, Go Beyond and Be Innovative that value human resources, giving people opportunity to learn, create value and foster innovation.

Governance Issue (G)

- AP has been a member of The Thai Private Sector Collective Action Against Corruption (CAC) since 2016.
- The Nomination and Remuneration Committee consists of 3 independent directors and 2 executive directors, with independent directors accounting for 60% of the total number of directors.
- On the Corporate Governance Survey of Thai Listed Companies for the year 2021 by the Thai Institute of Directors Association (IOD), AP's scores were at the excellent level.

| EGS Disclosure Score | | |
|---|-------|-------|
| | | 2022 |
| ESG Disclosure Score | 34.26 | 34.26 |
| Environment | 1.75 | 1.75 |
| Emissions Reduction Initiatives | No | No |
| Climate Change Policy | No | No |
| Waste Reduction Policy | Yes | Yes |
| Environmental Supply Chain Management | No | No |
| Water Policy | Yes | Yes |
| | | |
| Social | | 13.48 |
| Human Rights Policy | Yes | Yes |
| Policy Against Child Labor | Yes | Yes |
| Consumer Data Protection Policy | No | No |
| 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 | 2,589 | 2,878 |
| | | |
| Governance | | 87.36 |
| Size of the Board | 13 | 13 |
| Number of Executives / Company Managers | 17 | 17 |
| Number of Non Executive Directors on Board | 7 | 7 |
| Number of Board Meetings for the Year | 10 | 11 |
| Board Meeting Attendance Pct | 98 | 99 |
| Size of Compensation Committee | 5 | 5 |
| Num of Independent Directors on Compensation Cmte | 3 | 3 |
| 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) | 27,271 | 23,802 | 29,888 | 31,794 | 38,539 | 38,303 | 42,048 | 45,470 |
| Cost of goods sold | (Btmn) | 18,339 | 15,627 | 20,458 | 21,483 | 25,475 | 24,486 | 27,452 | 29,897 |
| Gross profit | (Btmn) | 8,932 | 8,176 | 9,430 | 10,311 | 13,064 | 13,817 | 14,596 | 15,574 |
| SG&A | (Btmn) | 5,295 | 5,443 | 6,160 | 5,828 | 7,248 | 7,492 | 7,569 | 8,081 |
| Other income | (Btmn) | 0 | 152 | 64 | 184 | 161 | 90 | 6 | 91 |
| Interest expense | (Btmn) | 123 | 247 | 367 | 255 | 104 | 316 | 321 | 287 |
| Pre-tax profit | (Btmn) | 3,515 | 2,636 | 2,968 | 4,413 | 5,873 | 6,099 | 6,713 | 7,297 |
| Corporate tax | (Btmn) | 779 | 581 | 690 | 869 | 1,230 | 1,251 | 1,299 | 1,386 |
| Equity a/c profits | (Btmn) | 1,218 | 1,009 | 1,948 | 999 | 1,233 | 1,055 | 928 | 854 |
| Minority interests | (Btmn) | 0 | 0 | (1) | (0) | (1) | (0) | 0 | 0 |
| Core profit | (Btmn) | 3,953 | 3,064 | 4,227 | 4,543 | 5,877 | 5,903 | 6,342 | 6,765 |
| Extra-ordinary items | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Profit | (Btmn) | 3,953 | 3,064 | 4,227 | 4,543 | 5,877 | 5,903 | 6,342 | 6,765 |
| EBITDA | (Btmn) | 4,925 | 3,984 | 5,513 | 5,896 | 7,442 | 7,690 | 8,171 | 8,647 |
| Core EPS | (Bt) | 1.26 | 0.97 | 1.34 | 1.44 | 1.87 | 1.88 | 2.02 | 2.15 |
| Net EPS | (Bt) | 1.26 | 0.97 | 1.34 | 1.44 | 1.87 | 1.88 | 2.02 | 2.15 |
| DPS | (Bt) | 0.41 | 0.40 | 0.45 | 0.50 | 0.65 | 0.66 | 0.71 | 0.75 |

Balance Sheet

| FY December 31 | Unit | 2018 | 2019 | 2020 | 2021 | 2022 | 2023F | 2024F | 2025F |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Total current assets | (Btmn) | 43,286 | 51,470 | 49,897 | 50,953 | 58,889 | 53,969 | 56,666 | 57,317 |
| Total fixed assets | (Btmn) | 6,109 | 7,323 | 8,827 | 9,456 | 9,338 | 8,134 | 8,476 | 8,687 |
| Total assets | (Btmn) | 49,395 | 58,794 | 58,724 | 60,409 | 68,227 | 62,103 | 65,142 | 66,004 |
| Total loans | (Btmn) | 24,125 | 32,108 | 27,653 | 25,573 | 27,526 | 21,174 | 15,549 | 12,924 |
| Total current liabilities | (Btmn) | 11,247 | 17,057 | 13,256 | 12,439 | 15,539 | 7,996 | 10,059 | 6,682 |
| Total long-term liabilities | (Btmn) | 13,657 | 15,441 | 16,204 | 15,546 | 15,959 | 13,523 | 10,222 | 9,915 |
| Total liabilities | (Btmn) | 24,904 | 32,498 | 29,460 | 27,986 | 31,499 | 21,519 | 20,281 | 16,597 |
| Paid-up capital | (Btmn) | 3,146 | 3,146 | 3,146 | 3,146 | 3,146 | 3,146 | 3,146 | 3,146 |
| Total equity | (Btmn) | 24,504 | 26,313 | 29,281 | 32,442 | 36,747 | 40,604 | 44,880 | 49,425 |
| BVPS | (Bt) | 7.79 | 8.36 | 9.31 | 10.31 | 11.68 | 12.91 | 14.27 | 15.71 |

Cash Flow Statement

| FY December 31 | Unit | 2018 | 2019 | 2020 | 2021 | 2022 | 2023F | 2024F | 2025F |
|-------------------------------|--------|-------|---------|---------|---------|-------|---------|---------|---------|
| Core Profit | (Btmn) | 3,953 | 3,064 | 4,227 | 4,543 | 5,877 | 5,903 | 6,342 | 6,765 |
| Depreciation and amortization | (Btmn) | 70 | 92 | 231 | 229 | 232 | 219 | 209 | 209 |
| Operating cash flow | (Btmn) | (967) | (5,347) | 9,165 | 3,061 | (623) | 7,792 | 6,247 | 4,494 |
| Investing cash flow | (Btmn) | 86 | (1,107) | 175 | (368) | (46) | 770 | (326) | (215) |
| Financing cash flow | (Btmn) | 777 | 6,074 | (5,351) | (3,386) | 255 | (7,904) | (6,566) | (3,720) |
| Net cash flow | (Btmn) | (103) | (381) | 3,990 | (692) | (414) | 659 | (645) | 559 |

Key Financial Ratios

| Reg i maneiar ratios | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|-------|-------|-------|
| FY December 31 | Unit | 2018 | 2019 | 2020 | 2021 | 2022 | 2023F | 2024F | 2025F |
| Gross margin | (%) | 32.8 | 34.3 | 31.6 | 32.4 | 33.9 | 36.1 | 34.7 | 34.3 |
| Operating margin | (%) | 13.3 | 11.5 | 10.9 | 14.1 | 15.1 | 16.5 | 16.7 | 16.5 |
| EBITDA margin | (%) | 18.1 | 16.7 | 18.4 | 18.5 | 19.3 | 20.1 | 19.4 | 19.0 |
| EBIT margin | (%) | 13.3 | 12.1 | 11.2 | 14.7 | 15.5 | 16.7 | 16.7 | 16.7 |
| Net profit margin | (%) | 14.5 | 12.9 | 14.1 | 14.3 | 15.3 | 15.4 | 15.1 | 14.9 |
| ROE | (%) | 17.1 | 12.1 | 15.2 | 14.7 | 17.0 | 15.3 | 14.8 | 14.3 |
| ROA | (%) | 8.5 | 5.7 | 7.2 | 7.6 | 9.1 | 9.1 | 10.0 | 10.3 |
| Net gearing | (x) | 0.9 | 1.2 | 0.9 | 0.7 | 0.7 | 0.5 | 0.3 | 0.2 |
| Interest coverage | (x) | 0.7 | 0.3 | 0.7 | 0.9 | 0.9 | 1.7 | 2.3 | 3.7 |
| Debt service coverage | (x) | 33.0 | 41.0 | 33.5 | 34.5 | 35.0 | 35.0 | 35.0 | 35.0 |
| Payout Ratio | (%) | 32.8 | 34.3 | 31.6 | 32.4 | 33.9 | 36.1 | 34.7 | 34.3 |



Financial statement

|--|

| FY December 31 | Unit | 4Q21 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 |
|----------------------|--------|-------|--------|-------|-------|-------|-------|-------|--------|
| Total revenue | (Btmn) | 7,501 | 10,849 | 9,862 | 8,982 | 8,846 | 9,409 | 9,282 | 10,068 |
| Cost of goods sold | (Btmn) | 4,990 | 7,233 | 6,550 | 5,937 | 5,756 | 5,964 | 5,796 | 6,495 |
| Gross profit | (Btmn) | 2,511 | 3,616 | 3,313 | 3,046 | 3,090 | 3,445 | 3,486 | 3,572 |
| SG&A | (Btmn) | 1,554 | 1,709 | 1,715 | 1,805 | 2,020 | 1,853 | 1,725 | 1,818 |
| Other income | (Btmn) | 17 | 4 | (77) | 121 | 113 | 33 | (73) | 11 |
| Interest expense | (Btmn) | 48 | 28 | 14 | 18 | 45 | 76 | 81 | 49 |
| Pre-tax profit | (Btmn) | 926 | 1,883 | 1,508 | 1,345 | 1,138 | 1,549 | 1,608 | 1,717 |
| Corporate tax | (Btmn) | 210 | 400 | 312 | 251 | 267 | 309 | 353 | 338 |
| Equity a/c profits | (Btmn) | 277 | 247 | 378 | 324 | 284 | 238 | 289 | 317 |
| Minority interests | (Btmn) | 0 | (0) | (0) | 0 | 1 | (0) | 0 | (0) |
| Core profit | (Btmn) | 994 | 1,730 | 1,574 | 1,418 | 1,155 | 1,478 | 1,544 | 1,696 |
| Extra-ordinary items | (Btmn) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Profit | (Btmn) | 994 | 1,730 | 1,574 | 1,418 | 1,155 | 1,478 | 1,544 | 1,696 |
| EBITDA | (Btmn) | 1,322 | 2,228 | 1,972 | 1,757 | 1,539 | 1,934 | 2,049 | 2,157 |
| Core EPS | (Bt) | 0.32 | 0.55 | 0.50 | 0.45 | 0.37 | 0.47 | 0.49 | 0.54 |
| Net EPS | (Bt) | 0.32 | 0.55 | 0.50 | 0.45 | 0.37 | 0.47 | 0.49 | 0.54 |

Balance Sheet

| FY December 31 | Unit | 4Q21 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Total current assets | (Btmn) | 50,953 | 51,237 | 52,957 | 54,451 | 58,889 | 65,704 | 69,609 | 72,331 |
| Total fixed assets | (Btmn) | 9,456 | 9,636 | 9,512 | 9,212 | 9,338 | 9,458 | 9,567 | 9,638 |
| Total assets | (Btmn) | 60,409 | 60,873 | 62,469 | 63,664 | 68,227 | 75,162 | 79,176 | 81,969 |
| Total Loans | (Btmn) | 21,073 | 19,748 | 20,404 | 20,390 | 22,896 | 27,989 | 32,324 | 33,327 |
| Total current liabilities | (Btmn) | 12,439 | 9,134 | 13,794 | 13,291 | 15,539 | 20,621 | 21,167 | 21,336 |
| Total long-term liabilities | (Btmn) | 15,546 | 17,586 | 14,519 | 14,799 | 15,959 | 16,335 | 20,304 | 21,231 |
| Total liabilities | (Btmn) | 27,986 | 26,720 | 28,313 | 28,090 | 31,499 | 36,956 | 41,471 | 42,567 |
| Paid-up capital | (Btmn) | 3,146 | 3,146 | 3,146 | 3,146 | 3,146 | 3,146 | 3,146 | 3,146 |
| Total equity | (Btmn) | 32,442 | 34,172 | 34,174 | 35,592 | 36,747 | 38,226 | 37,725 | 39,422 |
| BVPS | (Bt) | 10.31 | 10.86 | 10.86 | 11.31 | 11.68 | 12.15 | 11.99 | 12.53 |

Cash Flow Statement

| FY December 31 | Unit | 4Q21 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 |
|-------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| Core Profit | (Btmn) | 994 | 1,730 | 1,574 | 1,418 | 1,155 | 1,478 | 1,544 | 1,696 |
| Depreciation and amortization | (Btmn) | 71 | 70 | 73 | 70 | 73 | 71 | 71 | 74 |
| Operating cash flow | (Btmn) | 2,031 | 2,476 | 2,832 | 1,317 | (1,904) | (3,807) | (7,303) | (7,300) |
| Investing cash flow | (Btmn) | (631) | 62 | 519 | 1,171 | 1,348 | (13) | (1,222) | (1,028) |
| Financing cash flow | (Btmn) | (2,070) | (1,759) | (2,581) | (2,585) | 136 | 5 | 9,583 | 10,605 |
| Net cash flow | (Btmn) | (670) | 779 | 770 | (98) | (420) | (3,815) | 1,058 | 2,277 |

Key Financial Ratios

| rteg i maneiai rtatios | | | | | | | | | |
|------------------------|------|------|------|-------|------|------|------|------|------|
| FY December 31 | Unit | 4Q21 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 |
| Gross margin | (%) | 33.5 | 33.3 | 33.6 | 33.9 | 34.9 | 36.6 | 37.6 | 35.5 |
| Operating margin | (%) | 12.8 | 17.6 | 16.2 | 13.8 | 12.1 | 16.9 | 19.0 | 17.4 |
| EBITDA margin | (%) | 17.6 | 20.5 | 20.0 | 19.6 | 17.4 | 20.6 | 22.1 | 21.4 |
| EBIT margin | (%) | 16.7 | 19.9 | 19.3 | 18.8 | 16.6 | 19.8 | 21.3 | 20.7 |
| Net profit margin | (%) | 13.2 | 15.9 | 16.0 | 15.8 | 13.1 | 15.7 | 16.6 | 16.9 |
| ROE | (%) | 12.4 | 20.8 | 18.4 | 16.3 | 12.8 | 15.8 | 16.3 | 17.6 |
| ROA | (%) | 6.7 | 11.4 | 10.2 | 9.0 | 7.0 | 8.2 | 8.0 | 8.4 |
| Net gearing | (x) | 0.6 | 0.5 | 0.5 | 0.5 | 0.6 | 0.7 | 0.8 | 0.8 |
| Interest coverage | (x) | 27.4 | 80.7 | 145.2 | 98.4 | 34.3 | 25.5 | 25.4 | 44.3 |
| Debt service coverage | (x) | 0.8 | 3.1 | 1.2 | 1.1 | 0.8 | 0.6 | 0.6 | 0.6 |

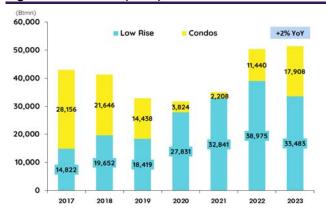


Figure 1: Earnings Review

| FY December 31 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23F | YoY%Chg | QoQ%Chg | 2022 | 2023F | % Chg |
|------------------------|---------|---------|---------|---------|---------|---------|---------|----------|----------|--------|
| Sales | 8,846 | 9,409 | 9,282 | 10,023 | 9,589 | 8.4% | -4.3% | 38,539 | 38,303 | -0.6% |
| Costs of Sales | (5,756) | (5,964) | (5,796) | (6,665) | (6,060) | 5.3% | -9.1% | (25,475) | (24,486) | -3.9% |
| Gross Profit | 3,090 | 3,445 | 3,486 | 3,358 | 3,529 | 14.2% | 5.1% | 13,064 | 13,817 | 5.8% |
| SG&A Expense | (2,020) | (1,853) | (1,725) | (1,824) | (2,090) | 3.5% | 14.6% | (7,248) | (7,492) | 3.4% |
| EBIT | 1,070 | 1,592 | 1,761 | 1,534 | 1,438 | 34.4% | -6.2% | 5,816 | 6,325 | 8.8% |
| Depreciation Expense | 58 | 57 | 58 | 52 | 52 | -10.5% | 0.0% | 232 | 219 | -5.7% |
| EBITDA | 1,128 | 1,649 | 1,819 | 1,586 | 1,491 | 32.1% | -6.0% | 6,048 | 6,544 | 8.2% |
| Interest Expense | (45) | (76) | (81) | (80) | (80) | 78.1% | 0.0% | (104) | (316) | 204.3% |
| Other Income (Expense) | 18 | 33 | 108 | 20 | 110 | 506.0% | 450.1% | 167 | 271 | 62.0% |
| Pre-tax Profit | 1,138 | 1,549 | 1,608 | 1,474 | 1,469 | 29.1% | -0.3% | 5,873 | 6,099 | 3.8% |
| Corporate Tax | (267) | (309) | (353) | (303) | (287) | 7.4% | -5.6% | (1,230) | (1,251) | 1.8% |
| Pre-exceptional Profit | 871 | 1,240 | 1,256 | 1,170 | 1,182 | 35.8% | 1.0% | 4,644 | 4,848 | 4.4% |
| JV sharing | 284 | 238 | 289 | 311 | 217 | -23.5% | -30.3% | 1,233 | 1,055 | -14.4% |
| Net Profit | 1,155 | 1,478 | 1,544 | 1,481 | 1,399 | 21.1% | -5.6% | 5,877 | 5,903 | 0.4% |
| EPS (Bt) | 0.37 | 0.47 | 0.49 | 0.47 | 0.44 | 21.1% | -5.6% | 1.87 | 1.88 | 0.4% |
| Financial Ratio | | | | | | | | | | |
| Gross Margin (%) | 34.9% | 36.6% | 37.6% | 33.5% | 36.8% | | | 33.9% | 36.1% | |
| EBIT Margin (%) | 12.1% | 16.9% | 19.0% | 15.3% | 15.0% | | | 15.1% | 16.5% | |
| EBITDA Margin (%) | 12.8% | 17.5% | 19.6% | 15.8% | 15.5% | | | 15.7% | 17.1% | |
| Net Margin (%) | 13.1% | 15.7% | 16.6% | 14.8% | 14.6% | | | 12.1% | 12.7% | |

Source: AP, InnovestX Research

Figure 2: Presales (Year) 2017-2023



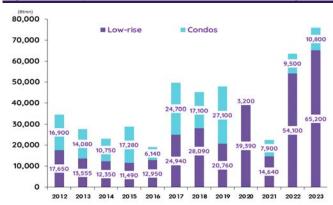
Source: InnovestX Research

Figure 4: Presales (Quarter) 3Q21-4Q23



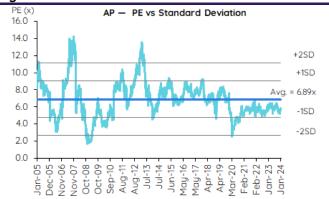
Source: InnovestX Research

Figure 3: Project Launch in 2023 was a new high



Source: InnovestX Research

Figure 5: PER Band



Source: InnovestX Research

Figure 6: Valuation summary (price as of Feb 2, 2024)

| _ | | | J 11 | | | , | | , | | | | | | | | | | | | | | |
|---------|--------------|-------------------------|---------|--------|------|---------|------|-------|----------------|-----|----------|-----|---------|-----|-----|----------------|-----|------|---------------|------|------|------|
| | Rating | Rating Price Target ETR | | ETR | P, | P/E (x) | | EPS g | EPS growth (%) | | P/BV (x) | | ROE (%) | | 6) | Div. Yield (%) | | | EV/EBITDA (x) | | (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 | 10.90 | 15.00 | 43.6 | 5.8 | 5.8 | 5.4 | 29.4 | 0.4 | 7.4 | 0.9 | 0.8 | 0.8 | 17 | 15 | 15 | 6.0 | 6.0 | 6.5 | 8.1 | 6.9 | 5.9 |
| LH | Neutral | 7.65 | 9.00 | 24.3 | 11.0 | 12.9 | 12.8 | 20 | (14) | 1 | 1.8 | 1.8 | 1.8 | 16 | 14 | 14 | 7.8 | 6.7 | 6.7 | 9.5 | 10.3 | 11.2 |
| LPN | Underperform | 3.74 | 3.80 | 6.2 | 8.9 | 11.4 | 10.7 | 105 | (22) | 7 | 0.5 | 0.4 | 0.4 | 5 | 4 | 4 | 5.9 | 4.6 | 4.9 | 17.9 | 15.0 | 13.1 |
| PSH | Underperform | 12.20 | 10.00 | (11.0) | 9.6 | 15.9 | 12.3 | 24 | (40) | 29 | 0.6 | 0.6 | 0.6 | 6 | 4 | 5 | 7.9 | 7.0 | 6.1 | 7.5 | 10.6 | 10.3 |
| QH | Underperform | 2.22 | 2.30 | 10.2 | 9.9 | 9.1 | 8.3 | 43 | 10 | 10 | 0.8 | 0.8 | 0.8 | 8 | 9 | 9 | 6.2 | 6.6 | 7.3 | 2.8 | 3.0 | 2.3 |
| SIRI | Neutral | 1.79 | 2.20 | 33.5 | 6.6 | 5.3 | 5.7 | 113 | 26 | (8) | 0.7 | 0.6 | 0.6 | 10 | 12 | 10 | 8.3 | 10.6 | 8.8 | 23.7 | 19.5 | 18.4 |
| SPALI | Neutral | 19.70 | 23.80 | 26.2 | 4.7 | 6.6 | 5.7 | 27 | (28) | 14 | 0.8 | 0.8 | 0.7 | 18 | 12 | 13 | 7.3 | 5.3 | 6.1 | 6.9 | 8.1 | 6.7 |
| Average | | | | | 8.1 | 9.6 | 8.7 | 52 | (10) | 9 | 0.9 | 0.8 | 0.8 | 12 | 10 | 10 | 7.1 | 6.7 | 6.6 | 10.9 | 10.5 | 9.7 |

Source: InnovestX Research



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Companies with Good CG Scoring

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Corporate Governance Report

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To recognize well performers, the list of companies attaining "Good", "Very Good" and "Excellent" levels of recognition (Not including listed companies qualified in the "no announcement of the results" clause from 1 January 2022 to 31 October 2023) is publicized.

OISHI was voluntarily delisted from the Stock Exchange of Thailand, effectively on September 6, 2023

²SFP was voluntarily delisted from the Stock Exchange of Thailand, effectively on July 19, 2023

³TCCC was voluntarily delisted from the Stock Exchange of Thailand effectively on August 25, 2023

Anti-corruption Progress Indicator

Certified (ได้รับการรับรอง)

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, BBGI, 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, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CSC, DCC, DELTA, DEMCO, DIMET, DOHOME, 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, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NATION, NCAP, NEP, NKI, NOBLE, 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, SCCC, SCG, SCGP, SCM, SCN, SEAOIL, SE-ED, SELIC, SENA, SGC, SGP, 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, TGE, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, 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

ACE, ADB, ALT, AMC, ASW, BLAND, BTG, BYD, CAZ, CBG, CV, DEXON, DMT, EKH, FSX, GLOBAL, GREEN, ICN, IHL, ITC, J, JMART, JMT, LEO, LH, MENA, MITSIB, MODERN, NER, NEX, OSP, OTO, PLUS, POLY, PQS, PRIME, PROEN, PRTR, RBF, RT, SA, SANKO, SCB, SENX, SFLEX, SIS, SKE, SM, SVOA, TBN, TEGH, TIPH, TKN, TPAC, TPLAS, TQM, TRUE, W, WPH, XPG

N/A

24CS, 3K-BAT, A, A5, AAV, ABM, ACAP, ACC, ACG, ADD, ADVICE, AEONTS, AFC, AGE, AHC, AIT, AJA, AKR, AKS, ALL, ALLA, ALPHAX, ALUCON, AMARC, AMARIN, AMR, ANAN, ANI, 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, BLC, BLESS, BLISS, BM, BOL, BR, BRI, BROCK, BSM, BSRC, BTNC, BTW, BUI, BVG, CCET, CCP, CEYE, CGD, CH, CHARAN, CHASE, CHAYO, CHG, CHIC, CHO, CI, CITY, CIVIL, CK, CKP, CMAN, CMO, CMR, CNT, COCOCO, COLOR, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CSP, CSR, CSS, CTW, CWT, D, DCON, DDD, DHOUSE, DITTO, DOD, DPAINT, DTCENT, DTCI, DV8, EASON, ECL, EE, EFORL, EMC, ETL, EVER, F&D, FANCY, FE, FLOYD, FMT, FN, FORTH, FTI, FVC, GABLE, GENCO, GFC, GIFT, GL, GLAND, GLOCON, GLORY, GRAMMY, GRAND, GSC, GTB, GTV, GYT, HEALTH, HFT, HL, HPT, HTECH, HUMAN, HYDRO, 12, IFEC, IIG, IMH, IND, KOOL, KTIS, KTMS, KUMWEL, KUN, KWC, KWI, KWM, KYE, LALIN, LDC, LEE, LIT, LOXLEY, LPH, LST, MANRIN, MSTER, MAT, MCA, M-CHAI, MCS, MDX, MEB, MEGA, METCO, MGC, MGI, MGT, MIDA, MJD, MK, ML, MORE, MOSHI, MTW, MUD, MVP, NAM, NC, NCH, NCL, NDR, NETBAY, NEW, NEWS, NFC, NNCL, NOK, NOVA, NPK, NSL, NTSC, NTV, NUSA, NV, NVD, NYT, OHTL, ONEE, ORN, PACE, PACO, PAF, PCC, PEACE, PERM, PF, PHG, PICO, PIN, PJW, PLE, PLT, PMTA, POLAR, POMPUI, PORT, POST, PPM, PRAKIT, PRAPAT, PRECHA, PRI, PRIN, PRO, PROUD, PSG, PSP, PTC, PTL, RAM, RCL, READY, RICHY, RJH, ROCK, ROCTEC, ROH, ROJNA, RP, RPC, RPH, RSP, S, S11, SABUY, SAF, SAFARI, SAFE, SALEE, SAM, SAMART, SAMCO, SAMTEL, SAUCE, SAV, SAWAD, SAWANG, SBNEXT, SCAP, SCGD, SCI, SCL, SCP, SDC, SE, SEAFCO, SECURE, SFT, SGF, SHANG, SHR, SIAM, SICT, SIMAT, SINGER, SINO, SISB, SJWD, SK, SKN, SKN, 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, SUC, SUN, SUPER, SUTHA, SVP, SVT, SWC, SYNEX, TACC, TAN, TAPAC, TC, TCC, TCJ, TCOAT, TEAM, TEAMG, TEKA, TFM, TGPRO, th, thai, thana, the, thg, thmui, tiger, title, tk, tkc, tli, tm, tmc, tmi, tmw, tndt, tnh, tnpc, toa, tpbi, tpch, tpipl, tpipp, tpl, tpoly, tpp, tps, tqr, tr, trc, TRITN, TRP, TRUBB, TRV, TSE, TTI, TTT, TTW, TURTLE, TVH, TVT, TWP, TWZ, TYCN, UAC, UBA, UMI, UMS, UNIQ, UP, UPF, UPOIC, UREKA, UTP, UVAN, VARO, VIBHA, VL, VNG, VPO, VRANDA, WARRIX, WAVE, WFX, WGE, WIN, WINDOW, WINMED, WINNER, WORK, WORLD, WP, YGG, YONG, ZAA

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8 Mon, Feb 5, 2024