

# Aapico Hitech

Aapico Hitech  
Public Company Limited

# AH

Bloomberg AH TB  
Reuters AH.BK



## 4Q23: Beat on extra items.

AH reported a weak 4Q23 net profit of Bt138mn (down 66% YoY and 72% QoQ) dragged down by extra items. However, the extra items were lower than expected, leading it to beat market estimates by 30%. Excluding extra items, core profit was Bt421mn (down 29% YoY and 3% QoQ) due to lower sales and equity income. We maintain our 3-month tactical call of Outperform in view of attractive risk/reward. AH is trading at 4.7x 2024PE and 4.3x 2025PE, nearly -2SD. Given the 4% dividend yield on 2H23 and the forecast of 8% in 2024, we see price downside as limited. Our end-2024 TP is Bt38/share (from end-2023 TP of Bt44/share).

**4Q23: Beat estimates on extra items.** AH reported a low 4Q23 net profit of Bt138mn (down 66% YoY and 72% QoQ) dragged down by extra items. However, since the extra items were lower than expected, AH beat market estimates by 30%. Excluding extra items, core profit was Bt421mn, down 29% YoY and 3% QoQ on lower sales and equity income. Net profit in 2023 was Bt1.6bn, down 12% YoY; excluding extra items shows a core profit of Bt1.7bn, up 3% YoY. (See page 5 for details on 4Q23 performance.)

**Bt0.95 dividend on 2H23 operations**, 4% dividend yield. XD is March 14 with payment May 24.

**Earnings fine-tuned.** We revise 2024 core earnings down by 9% and 2025 by 4% to fine-tune with 2023 results and factor in lower equity income after it divested an associated company, SACL. In 2024, we forecast slow core earnings growth of 3% YoY to Bt1.8bn from lower equity income but the picture should brighten in 2025 when we expect 10% growth, driven by the better operations of new investments: AAPICO Avee (60% held by AH, 40% held by a subsidiary of Proton Holdings Berhad) and the JV Purem AAPICO (49% held by AH, a JV which makes exhaust emission control systems and components for commercial vehicles and passenger cars). We expect 1Q24 core earnings to drop YoY but be flat QoQ on lower equity income.

**Attractive risk/reward.** Our end-2024 TP is lowered to Bt38/share (from end-2023 TP of Bt44/share) after the earnings cut and a reduction in our PE multiple to 7.7x (-0.5 SD of historical average since 2013) from 8.6x (historical average average) in view of the slow earnings growth in 2024. AH is trading at 4.7x 2024PE and 4.3x 2025PE, nearly -2SD, and we forecast 8% dividend yield in 2024, which should limit price downside, in our view.

**Risks.** 1) Economic uncertainty derailing auto demand, 2) semiconductor shortages that disrupt auto supply chains, 3) litigation cases. We see the key ESG risk as environmental issues (E), but AH is clearly moving on its sustainability development with committed targets.

### Forecasts and valuation

Year to 31 Dec	Unit	2022	2023	2024F	2025F	2026F
Revenue	(Btmn)	27,967	30,034	31,333	32,625	34,243
EBITDA	(Btmn)	2,673	3,060	3,040	3,173	3,396
Core profit	(Btmn)	1,704	1,748	1,801	1,983	2,192
Reported profit	(Btmn)	1,824	1,610	1,801	1,983	2,192
Core EPS	(Bt)	4.80	4.93	5.08	5.59	6.18
DPS	(Bt)	1.54	1.65	1.85	2.03	2.25
P/E, core	(x)	5.0	4.8	4.7	4.3	3.9
EPS growth, core	(%)	112.3	2.6	3.0	10.1	10.5
P/BV, core	(x)	0.9	0.8	0.7	0.6	0.6
ROE	(%)	18.2	16.5	15.2	15.2	15.2
Dividend yield	(%)	6.5	6.9	7.8	8.5	9.4
EBITDA growth	(%)	52.1	14.5	(0.6)	4.4	7.0

Source: InnovestX Research

## Tactical: OUTPERFORM

(3-month)

### Stock data

Last close (Feb 29) (Bt)	23.80
Target price (Bt)	38.00
Mkt cap (Btmn)	8.45
Mkt cap (US\$mn)	235

Beta	H
Mkt cap (%) SET	0.05
Sector % SET	0.58
Shares issued (mn)	355
Par value (Bt)	1.00
12-m high / low (Bt)	39.3 / 23.8
Avg. daily 6m (US\$mn)	1.28
Foreign limit / actual (%)	49 / 49
Free float (%)	50.5
Dividend policy (%)	≥ 10

### Share performance

(%)	1M	3M	12M
Absolute	(17.9)	(12.7)	(23.8)
Relative to SET	(17.8)	(12.1)	(10.4)

Source: SET, InnovestX Research

### 2023 Sustainability /2022 ESG Score

SET ESG Ratings	A
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### ESG Bloomberg Rank in the sector

ESG Score Rank	2/21
Environmental Score Rank	2/21
Social Score Rank	2/21
Governance Score Rank	1/21

### ESG comment

AH has an ESG score that is above sector average. It is clear on its focus on sustainability with committed targets for environmental, social and governance criteria.

Source: Bloomberg Finance L.P.

### Analyst

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**Our view on ESG**

**We are positive toward AH’s clear focus on sustainability with committed targets for environmental, social and governance criteria. The company has implemented sustainability operations according to strategies, conceptual frameworks, and operational plans, for which the Sustainability Committee has set guidelines to achieve both short-term and long-term sustainability goals.**

**ESG Disclosure Score**

<b>Bloomberg ESG Score</b>	<b>47.63 (2022)</b>	<b>CG Rating</b>	<b>DJSI</b>	<b>SETESG</b>	<b>SET ESG Ratings</b>
Rank in Sector	2/21	AH	5	No Yes	A

Source: Thai Institute of Directors (IOD), SET

**Environmental Issue (E)**

- AH sets a target to be carbon neutral by the year 2048. AH sets a short-term target to reduce GHG emission per production unit of scope 1 GHG emission (from manufacturing process) by 3% in 2024 in comparison to the baseline year of 2019.
- AH sets a target to reduce waste generated per production unit by 5% in 2026 in comparison to the baseline year of 2021. When calculating waste data with production volume in that year, it was found that there was an amount of waste excluding industrial waste of 0.139 tons per total production in 2022, which decreased by 34.40% from 2021.
- AH has undertaken a project to replace galvanized steel pipes to polyethylene plastic pipes for the water system within its factory in order to reduce water leakage. In 2022, water usage increased by 11.63% but decreased by 43.07% when calculating the water usage data with the production volume (per a thousand pieces of products) compared to 2021.

**Social Issue (S)**

- Determined to reduce the number of accidents to zero, in 2022, AH reported an average lost time injury frequency rate (LTIFR) of 1.72 times per 1mn working hours – which is lower than the previous year but still fall short of the company’s target.
- According to the survey results, employees’ engagement and satisfaction is at an average of 85.47% in 2022.
- According to the company’s commitment, AH sponsored several CSR projects in 2022 and helped more than 900 households, organizations and foundations in the community.

**Governance Issue (G)**

- AH conducts business with its suppliers in a fair and transparent way. In 2022, AH achieved 93% of suppliers were evaluated as Grade A being marked as having satisfactory performance both in quality, logistics, price, safety and environmental management.
- AH clearly advises and trains its employees in relevant functions—especially those who operate in areas perceived to be high-risk—in recognizing and dealing with bribery and corruption effectively. Details of the company’s anti-corruption policies and measures can be found on the company’s website.
- In 2022, the Board of Directors comprises 7 directors: 2 executive directors, 1 director and 4 independent directors (57% of all directors)
- The chairman is not an independent director.
- Major shareholders control ~39% of total issued and paid-up shares.

**ESG Disclosure Score**

	<b>2021</b>	<b>2022</b>
<b>ESG Disclosure Score</b>	<b>48.20</b>	<b>47.63</b>
<b>Environment</b>	<b>37.99</b>	<b>36.27</b>
Emissions Reduction Initiatives	Yes	Yes
Climate Change Policy	No	No
GHG Scope 1	2.09	0.50
GHG Scope 2 Location-Based	1.74	5.48
Waste Reduction Policy	Yes	Yes
Total Waste	7.63	9.82
Water Policy	Yes	Yes
Total Water Withdrawal	45.31	50.57
<b>Social</b>	<b>25.39</b>	<b>25.39</b>
Human Rights Policy	Yes	Yes
Consumer Data Protection Policy	No	No
Pct Women in Workforce	26.87	65.03
Lost Time Incident Rate - Employees	0.75	0.34
Number of Employees - CSR	4,699.00	5,365.00
<b>Governance</b>	<b>81.10</b>	<b>81.10</b>
Size of the Board	7	7
Board Meeting Attendance Pct	92.85	100.00
Number of Independent Directors	5	4
% Independent directors to total board members	71.43	57.14
Board Duration (Years)	1	1

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	2019	2020	2021	2022	2023	2024F	2025F	2026F
Total revenue	(Btmn)	18,389	17,172	20,433	27,967	30,034	31,333	32,625	34,243
Cost of goods sold	(Btmn)	(16,704)	(16,054)	(18,225)	(24,777)	(26,522)	(27,805)	(28,900)	(30,221)
<b>Gross profit</b>	<b>(Btmn)</b>	<b>1,685</b>	<b>1,118</b>	<b>2,208</b>	<b>3,191</b>	<b>3,512</b>	<b>3,528</b>	<b>3,725</b>	<b>4,022</b>
SG&A	(Btmn)	(1,091)	(1,333)	(1,540)	(1,729)	(1,781)	(1,817)	(1,907)	(2,003)
Other income	(Btmn)	570	625	312	318	356	342	359	381
Interest expense	(Btmn)	(296)	(373)	(346)	(342)	(464)	(321)	(217)	(171)
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>868</b>	<b>38</b>	<b>635</b>	<b>1,437</b>	<b>1,623</b>	<b>1,733</b>	<b>1,960</b>	<b>2,229</b>
Corporate tax	(Btmn)	(224)	(12)	(113)	(177)	(82)	(173)	(216)	(267)
Equity a/c profits	(Btmn)	115	101	281	452	303	228	239	254
Minority interests	(Btmn)	(13)	(15)	(13)	(23)	28	14	0	(23)
<b>Core profit</b>	<b>(Btmn)</b>	<b>832</b>	<b>176</b>	<b>802</b>	<b>1,704</b>	<b>1,748</b>	<b>1,801</b>	<b>1,983</b>	<b>2,192</b>
Extra-ordinary items	(Btmn)	(1,013)	(28)	222	120	(138)	0	0	0
<b>Net Profit</b>	<b>(Btmn)</b>	<b>(181)</b>	<b>148</b>	<b>1,024</b>	<b>1,824</b>	<b>1,610</b>	<b>1,801</b>	<b>1,983</b>	<b>2,192</b>
EBITDA	(Btmn)	1,800	1,207	1,757	2,673	3,060	3,040	3,173	3,396
<b>Core EPS (Bt)</b>	<b>(Bt)</b>	<b>2.58</b>	<b>0.55</b>	<b>2.26</b>	<b>4.80</b>	<b>4.93</b>	<b>5.08</b>	<b>5.59</b>	<b>6.18</b>
Net EPS (Bt)	(Bt)	(0.56)	0.46	2.89	5.14	4.54	5.08	5.59	6.18
DPS (Bt)	(Bt)	0.36	0.15	0.94	1.54	1.65	1.85	2.03	2.25

### Balance Sheet

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Total current assets	(Btmn)	5,856	6,566	6,287	9,184	11,173	11,430	11,592	13,875
Total fixed assets	(Btmn)	8,028	7,773	8,222	7,913	7,991	7,535	7,269	7,004
<b>Total assets</b>	<b>(Btmn)</b>	<b>21,246</b>	<b>22,346</b>	<b>22,723</b>	<b>25,469</b>	<b>25,294</b>	<b>25,015</b>	<b>24,831</b>	<b>26,782</b>
Total loans	(Btmn)	8,309	9,415	7,889	7,497	6,201	4,492	2,751	2,951
Total current liabilities	(Btmn)	8,399	8,447	9,158	11,238	11,633	10,067	8,421	8,777
Total long-term liabilities	(Btmn)	4,788	5,597	4,238	3,759	1,851	2,051	2,251	2,451
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>13,766</b>	<b>14,605</b>	<b>13,908</b>	<b>15,540</b>	<b>13,977</b>	<b>12,596</b>	<b>11,150</b>	<b>11,706</b>
Paid-up capital	(Btmn)	323	323	355	355	355	355	355	355
<b>Total equity</b>	<b>(Btmn)</b>	<b>7,480</b>	<b>7,741</b>	<b>8,815</b>	<b>9,929</b>	<b>11,317</b>	<b>12,418</b>	<b>13,680</b>	<b>15,075</b>
<b>BVPS (Bt)</b>	<b>(Bt)</b>	<b>22.41</b>	<b>23.17</b>	<b>23.99</b>	<b>27.09</b>	<b>30.53</b>	<b>33.63</b>	<b>37.19</b>	<b>41.12</b>

### Cash Flow Statement

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Core Profit	(Btmn)	832	176	802	1,704	1,748	1,801	1,983	2,192
Depreciation and amortization	(Btmn)	636	797	776	893	973	987	996	996
Operating cash flow	(Btmn)	1,507	316	3,299	2,047	2,106	3,008	3,177	3,360
Investing cash flow	(Btmn)	(1,615)	(408)	(791)	(773)	1,739	(374)	(574)	(574)
Financing cash flow	(Btmn)	(40)	281	(2,277)	(1,143)	(2,507)	(2,412)	(2,462)	(597)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>(148)</b>	<b>189</b>	<b>231</b>	<b>132</b>	<b>1,338</b>	<b>221</b>	<b>141</b>	<b>2,189</b>

### Key Financial Ratios

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Gross margin	(%)	9.2	6.5	10.8	11.4	11.7	11.3	11.4	11.7
Operating margin	(%)	3.2	(1.3)	3.3	5.2	5.8	5.5	5.6	5.9
EBITDA margin	(%)	9.8	7.0	8.6	9.6	10.2	9.7	9.7	9.9
EBIT margin	(%)	1.8	3.1	7.1	8.3	7.0	7.2	7.3	7.7
Net profit margin	(%)	(1.0)	0.9	5.0	6.5	5.4	5.7	6.1	6.4
ROE	(%)	10.8	2.3	9.7	18.2	16.5	15.2	15.2	15.2
ROA	(%)	4.3	0.8	3.6	7.1	6.9	7.2	8.0	8.5
Net D/E	(x)	1.0	1.1	0.8	0.7	0.4	0.2	0.1	Net cash
Interest coverage	(x)	6.1	3.2	5.1	7.8	6.6	9.5	14.6	19.9
Debt service coverage	(x)	0.5	0.3	0.4	0.7	0.6	1.1	4.4	5.1
Payout Ratio	(x)	N.A.	32.7	32.6	30.0	36.4	36.4	36.4	36.4

### Main Assumptions

FY December 31	Unit	2019	2020	2021	2022	2023	2024F	2025F	2026F
Thai auto production	(000)	2,014	1,428	1,686	1,884	1,842	1,905	1,991	2,076
Growth	(%)	(7.1)	(29.1)	18.1	11.7	(2.2)	3.4	4.5	4.3
Domestic sales	(000)	1,008	792	754	849	776	809	845	880
Growth	(%)	(3.3)	(21.4)	(4.8)	12.6	(8.7)	4.3	4.4	4.2
Auto export	(000)	1,054	736	959	1,000	1,118	1,148	1,198	1,248
Growth	(%)	(7.6)	(30.2)	30.4	4.3	11.7	2.7	4.4	4.2

## Financial statement

### Profit and Loss Statement

FY December 31	Unit	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Total revenue	(Btmn)	6,730	6,145	7,300	7,792	8,126	7,153	7,624	7,131
Cost of goods sold	(Btmn)	(5,985)	(5,523)	(6,486)	(6,782)	(7,100)	(6,380)	(6,729)	(6,313)
<b>Gross profit</b>	<b>(Btmn)</b>	<b>746</b>	<b>622</b>	<b>813</b>	<b>1,010</b>	<b>1,026</b>	<b>772</b>	<b>895</b>	<b>819</b>
SG&A	(Btmn)	(392)	(412)	(455)	(412)	(458)	(429)	(457)	(438)
Other income	(Btmn)	87	74	78	88	74	95	172	(79)
Interest expense	(Btmn)	(81)	(77)	(86)	(98)	(91)	(111)	(124)	(138)
<b>Pre-tax profit</b>	<b>(Btmn)</b>	<b>438</b>	<b>457</b>	<b>677</b>	<b>452</b>	<b>638</b>	<b>471</b>	<b>568</b>	<b>(13)</b>
Corporate tax	(Btmn)	(29)	(43)	(68)	(38)	(74)	(63)	(74)	129
Equity a/c profits	(Btmn)	82	122	152	95	123	32	81	68
Minority interests	(Btmn)	(7)	(4)	(8)	(4)	(2)	2	7	21
<b>Core profit</b>	<b>(Btmn)</b>	<b>406</b>	<b>281</b>	<b>426</b>	<b>591</b>	<b>597</b>	<b>299</b>	<b>432</b>	<b>421</b>
Extra-ordinary items	(Btmn)	(4)	129	175	(180)	(35)	111	69	(283)
<b>Net Profit</b>	<b>(Btmn)</b>	<b>402</b>	<b>410</b>	<b>601</b>	<b>411</b>	<b>562</b>	<b>410</b>	<b>501</b>	<b>138</b>
EBITDA	(Btmn)	713	580	712	995	953	748	954	600
<b>Core EPS (Bt)</b>	<b>(Bt)</b>	<b>1.14</b>	<b>0.79</b>	<b>85.18</b>	<b>1.66</b>	<b>1.68</b>	<b>0.84</b>	<b>1.22</b>	<b>1.19</b>
Net EPS (Bt)	(Bt)	1.13	1.15	120.14	1.16	1.58	1.16	1.41	0.39

### Balance Sheet

FY December 31	Unit	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Total current assets	(Btmn)	7,364	7,864	8,646	9,184	9,504	8,308	9,405	11,173
Total fixed assets	(Btmn)	8,017	7,989	8,012	7,913	7,822	7,719	8,173	7,991
<b>Total assets</b>	<b>(Btmn)</b>	<b>23,772</b>	<b>24,308</b>	<b>25,485</b>	<b>25,469</b>	<b>25,754</b>	<b>25,010</b>	<b>26,242</b>	<b>25,293</b>
Total loans	(Btmn)	7,376	7,762	7,706	7,497	7,112	6,898	6,885	6,201
Total current liabilities	(Btmn)	10,028	9,580	10,936	11,237	11,149	11,639	12,353	11,633
Total long-term liabilities	(Btmn)	3,957	4,673	4,099	3,759	3,538	2,098	2,212	1,852
<b>Total liabilities</b>	<b>(Btmn)</b>	<b>14,469</b>	<b>14,838</b>	<b>15,631</b>	<b>15,540</b>	<b>15,233</b>	<b>14,303</b>	<b>15,051</b>	<b>13,977</b>
Paid-up capital	(Btmn)	355	355	355	355	355	355	355	355
<b>Total equity</b>	<b>(Btmn)</b>	<b>9,303</b>	<b>9,470</b>	<b>9,855</b>	<b>9,929</b>	<b>10,521</b>	<b>10,707</b>	<b>11,192</b>	<b>11,317</b>
<b>BVPS (Bt)</b>	<b>(Bt)</b>	<b>25.35</b>	<b>25.80</b>	<b>26.85</b>	<b>27.09</b>	<b>28.75</b>	<b>29.29</b>	<b>30.06</b>	<b>30.53</b>

### Cash Flow Statement

FY December 31	Unit	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Core Profit	(Btmn)	406	281	426	591	597	299	432	421
Depreciation and amortization	(Btmn)	273	297	276	309	311	310	343	298
Operating cash flow	(Btmn)	690	159	642	556	860	189	1,454	(396)
Investing cash flow	(Btmn)	(211)	65	(330)	(297)	(233)	(125)	(263)	2,359
Financing cash flow	(Btmn)	(517)	66	(393)	(299)	(501)	(259)	(923)	(823)
<b>Net cash flow</b>	<b>(Btmn)</b>	<b>(38)</b>	<b>290</b>	<b>(80)</b>	<b>(40)</b>	<b>126</b>	<b>(195)</b>	<b>268</b>	<b>1,139</b>

### Key Financial Ratios

FY December 31	Unit	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Gross margin	(%)	11.1	10.1	11.1	13.0	12.6	10.8	11.7	11.5
Operating margin	(%)	5.3	3.4	4.9	7.7	7.0	4.8	5.8	5.3
EBITDA margin	(%)	10.6	9.4	9.7	12.8	11.7	10.5	12.5	8.4
EBIT margin	(%)	7.6	8.4	10.1	7.2	8.9	7.9	8.9	1.8
Net profit margin	(%)	6.0	6.7	8.2	5.3	6.9	5.7	6.6	1.9
ROE	(%)	18.5	15.3	15.9	18.5	24.1	17.8	16.8	14.5
ROA	(%)	6.9	5.8	6.1	7.2	9.6	7.3	6.8	6.0
Net D/E	(x)	0.7	0.7	0.7	0.7	0.6	0.6	0.5	0.4
Interest coverage	(x)	8.8	7.5	8.3	10.2	10.4	6.8	7.7	4.4
Debt service coverage	(x)	0.8	0.7	0.7	1.0	1.0	0.6	0.7	0.5

### Main Assumptions

FY December 31	Unit	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Thai auto production	(000)	480.1	390.0	493.9	519.5	503.3	413.7	464.5	455.7
Growth	(%)	3.1	3.0	34.5	9.7	4.8	6.1	(6.0)	(12.3)
Domestic sales	(000)	231.2	196.1	206.4	215.7	217.1	189.1	180.7	188.9
Growth	(%)	19.1	8.0	32.1	(3.0)	(6.1)	(3.6)	(12.4)	(12.4)
Auto export	(000)	243.1	206.5	256.8	293.8	273.7	255.1	293.1	295.6
Growth	(%)	(5.8)	(4.1)	25.9	4.3	12.6	23.5	14.1	0.6

### Highlights in 4Q23;

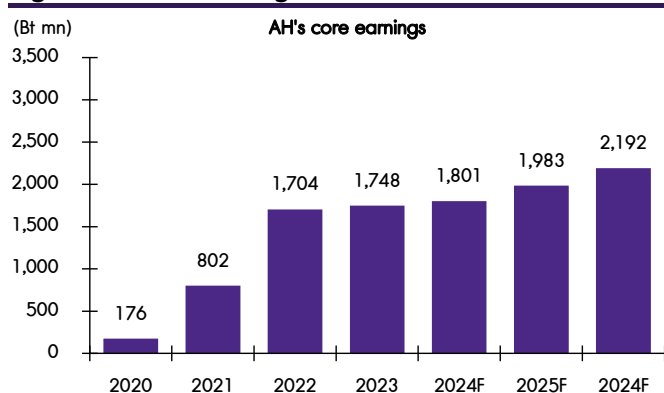
- Sales were Bt7.1bn (-8% YoY, -6% QoQ). OEM parts sales (71% of sales) fell 7% YoY and 9% QoQ to Bt5.1bn on weaker operations in Thailand from lower auto production, especially of commercial vehicles, and last year's high base while operations in Portugal and China were stronger. Car dealership sales (29% of sales) were Bt2.1bn, down 11% YoY but up 1% QoQ, dragged down by slow operations in Thailand due to tightening on auto loans by financial institutions.
- Gross margin was 11.5% in 4Q23, down from 13.0% in 4Q22 and 11.7% in 3Q23 due to the weaker sales.
- Equity income was Bt68mn (-29% YoY, -16% QoQ). The YoY drop was due to no contribution from Hyundai Motors (Thailand) and loss from pre-operating costs for JV Purem AAPICO while the QoQ drop was due to seasonality.
- Extra items include: 1) (-) Bt171.2mn from recycling of translation adjustments of an associate SACL after the divestment, 2) (-) Bt26.5mn accounting adjustment at subsidiary AAPICO Avee and 3) (-) Bt90mn impairment on loan to JV and impairment on investment in associated company.

Figure 1: AH earnings review

(Bt mn)	4Q22	1Q23	2Q23	3Q23	4Q23	YoY%	QoQ%	2022	2023	YoY%
Revenue	7,792	8,126	7,153	7,624	7,131	(8.5)	(6.5)	27,967	30,034	7.4
Gross profit	1,010	1,026	772	895	819	(18.9)	(8.5)	3,191	3,512	10.1
EBITDA	995	953	748	954	600	(39.7)	(37.1)	2,999	3,255	8.5
<b>Core profit</b>	<b>591</b>	<b>597</b>	<b>299</b>	<b>432</b>	<b>421</b>	<b>(28.8)</b>	<b>(2.6)</b>	<b>1,704</b>	<b>1,748</b>	<b>2.6</b>
<b>Net profit</b>	<b>411</b>	<b>562</b>	<b>410</b>	<b>501</b>	<b>138</b>	<b>(66.5)</b>	<b>(72.5)</b>	<b>1,824</b>	<b>1,610</b>	<b>(11.7)</b>
EPS (Bt/share)	1.66	1.68	0.84	1.22	1.19	(28.8)	(2.6)	88.79	4.93	(94.5)
<b>Balance Sheet</b>										
Total Assets	25,469	25,754	25,010	26,242	25,293	(0.7)	(3.6)	25,469	25,293	(0.7)
Total Liabilities	15,540	15,233	14,303	15,051	13,977	(10.1)	(7.1)	15,540	13,977	(10.1)
Total Equity	9,929	10,521	10,707	11,192	11,317	14.0	1.1	9,929	11,317	14.0
BVPS (Bt/share)	27.1	28.7	29.3	30.1	30.5	12.7	1.6	27.1	30.5	12.7
<b>Financial Ratio</b>										
Gross Margin (%)	13.0	12.6	10.8	11.7	11.5			11.4	11.7	
EBITDA margin (%)	12.8	11.7	10.5	12.5	8.4			10.7	10.8	
Net Profit Margin (%)	5.3	6.9	5.7	6.6	1.9			6.5	5.4	
ROA (%)	9.8	9.6	4.9	6.7	6.6			7.2	6.0	
ROE (%)	25.2	24.1	11.9	16.4	15.8			18.5	14.5	
D/E (X)	0.8	0.7	0.6	0.6	0.5			0.8	0.5	
<b>Thai auto statistics (000 units)</b>										
Auto production	519	503	414	464	456	(12.3)	(1.9)	1,884	1,837	(2.5)
Domestic	216	217	189	181	189	(12.4)	4.5	849	776	(8.7)
Export	294	274	255	293	296	0.6	0.9	1,000	1,118	11.7

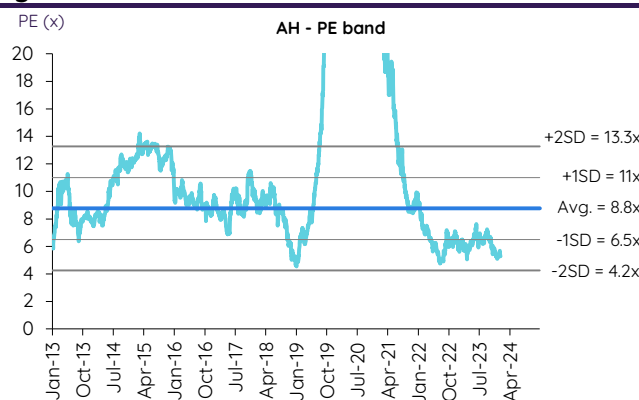
Source: Company data and InnovestX Research

Figure 2: AH's earnings forecast



Source: Company data and InnovestX Research

Figure 3: AH's PE band



Source: SET and InnovestX Research

**Figure 4: Valuation summary** (price as of Feb 29, 2024)

	Rating	Price (Bt/Sh)	Target (Bt/Sh)	ETR (%)	P/E (x)			EPS growth (%)			P/BV (x)			ROE (%)			Div. Yield (%)			EV/EBITDA (x)		
					23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F	23A	24F	25F
AH	Outperform	23.80	38.0	66.6	5.0	4.8	4.7	112	3	3	0.9	0.8	0.7	18	16	15	6.5	6.9	7.8	5.7	4.1	3.6
SAT	Underperform	18.60	21.0	21.5	8.4	8.1	7.9	(2)	3	4	1.0	1.0	0.9	12	12	12	8.1	8.6	8.9	3.1	3.0	2.8
STANLY	Neutral	221.00	222.0	5.2	9.7	9.5	9.0	16	2	5	0.8	0.8	0.8	8	8	9	9.0	4.8	5.0	2.9	2.5	1.9
<b>Average</b>					<b>7.7</b>	<b>7.5</b>	<b>7.2</b>	<b>42</b>	<b>3</b>	<b>4</b>	<b>0.9</b>	<b>0.8</b>	<b>0.8</b>	<b>13</b>	<b>12</b>	<b>12</b>	<b>7.9</b>	<b>6.8</b>	<b>7.2</b>	<b>3.9</b>	<b>3.2</b>	<b>2.8</b>

Source: InnovestX Research

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**CG Rating 2023 Companies with CG Rating**

**Companies with Excellent CG Scoring**

7UP, AAV, ABM, ACE, ACG, ADB, ADD, ADVANC, AEONTS, AF, AGE, AH, AHC, AIRA, AIT, AJ, AKP, AKR, ALLA, ALT, AMA, AMARIN, AMATA, AMATAV, ANAN, AOT, AP, APCO, APCS, ARIP, ARROW, ASEFA, ASK, ASP, ASW, ATP30, AUCT, AWC, AYUD, B, BA, BAFS, BAM, BANPU, BAY, BBDI, BBIK, BBL, BC, BCH, BCP, BCPG, BDMS, BEC, BEM, BEYOND, BGC, BGRIM, BH, BIZ, BJC, BJCHI, BKI, BLA, BOL, BPP, BRI, BROOK, BRR, BTS, BTW, BWG, BYD, CBG, CENTEL, CFRESH, CHASE, CHEWA, CHG, CHOW, CIMBT, CIVIL, CK, CKP, CM, CNT, COLOR, COM7, COTTO, CPALL, CPAXT, CPF, CPI, CPL, CPN, CPW, CRC, CRD, CSC, CSS, CV, DCC, DDD, DELTA, DEMCO, DMT, DOHOME, DRT, DUSIT, EA, EASTW, ECF, ECL, EE, EGCO, EPG, ERW, ETC, ETE, FE, FLOYD, FN, FPI, FPT, FSX, FVC, GBX, GC, GCAP, GENCO, GFPT, GGC, GLAND, GLOBAL, GPSC, GRAMMY, GULF, GUNKUL, HANA, HARN, HENG, HMPRO, HPT, HTC, ICC, ICHI, ICN, III, ILINK, ILM, IMH, IND, INET, INTUCH, IP, IRC, IRPC, ITC, ITCL, IVL, JAS, JTS, KBANK, KCC, KCE, KEX, KKP, KSL, KTB, KTC, KTMS, KUMWEL, KUN, LALIN, LANNA, LH, LHFG, LIT, LOXLEY, LPN, LRH, LST, M, MAJOR, MALEE, MATCH, MBK, MC, M-CHAI, MCOT, MEGA, MFC, MFEC, MILL, MINT, MONO, MOONG, MSC, MST, MTC, MTI, NC, NCH, NCL, NDR, NER, NKI, NOBLE, NRF, NTV, NVD, NWR, NYT, OCC, OISHI<sup>1</sup>, ONEE, OR, ORI, OSP, OTO, PAP, PATO, PB, PCSGH, PDG, PDJ, PG, PHOL, PIMO, PJW, PLANB, PLAT, PLUS, PM, POLY, PORT, PPP, PPS, PR9, PRG, PRINC, PRM, PRTR, PSH, PSL, PT, PTC, PTT, PTTEP, PTTGC, Q-CON, QH, QTC, RATCH, RBF, RPH, RS, RT, S, S&J, SA, SABINA, SAK, SAMART, SAMTEL, SAPPE, SAT, SBNEXT, SC, SCB, SCC, SCCC, SCG, SCGP, SCM, SDC, SEAFCO, SEAOL, SECURE, SELIC, SENA, SENX, SFP<sup>2</sup>, SFT, SGC, SGF, SGP, SHR, SICT, SIRI, SIS, SITHAI, SJWD, SKR, SM, SMP, SMT, SNC, SNNP, SNP, SO, SPALI, SPC, SPCG, SPI, SPRC, SR, SSC, SSF, SSSC, STA, STC, STEC, STGT, STI, SUC, SUN, SUSCO, SUTHA, SVI, SVT, SYMC, SYNEX, SYNTEC, TACC, TAE, TCAP, TCMC, TEAMG, TEGH, TFG, TFMAMA, TGE, TGH, THANA, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPH, TISCO, TK, TKN, TKS, TKT, TLI, TM, TMC, TMD, TMT, TNIT, TNL, TNR, TOA, TOG, TOP, TPBI, TPCS, TPIPL, TPIPP, TPS, TQM, TQR, TRT, TRUE, TRV, TSC, TSTE, TSTH, TTA, TTB, TTCL, TTW, TURTLE, TVDH, TVH, TVO, TVT, TWPC, UAC, UBE, UBIS, UKEM, UP, UPF, UPOIC, UV, VCOM, VGI, VIBHA, VIH, VL, WACOAL, WGE, WHA, WHAUP, WICE, WINMED, WINNER, XPG, YUASA, ZEN

**Companies with Very Good CG Scoring**

2S, A5, AAI, AIE, ALUCON, AMR, APURE, ARIN, AS, ASIA, ASIAN, ASIMAR, ASN, AURA, BR, BSBM, BTG, CEN, CGH, CH, CHIC, CI, CIG, CMC, COMAN, CSP, DOD, DPAINT, DV8, EFORL, EKH, ESSO, ESTAR, EVER, FORTH, FSMART, FTI, GEL, GPI, HEALTH, HUMAN, IFS, INSET, IT, J, JCKH, JDF, JKN, JMART, JUBILE, K, KCAR, KGI, KIAT, KISS, KK, KTIS, KWM, KWM, LDC, LEO, LHK, MACO, METCO, MICRO, MK, MVP, NCAP, NOVA, NTSC, PACO, PIN, PQS, PREB, PRI, PRIME, PROEN, PROS, PROUD, PSTC, PTECH, PYLON, RCL, SALEE, SANKO, SCI, SCN, SE, SE-ED, SFLEX, SINGER, SKN, SONIC, SORKON, SPVI, SSP, SST, STANLY, STP, SUPER, SVOA, SWC, TCC, TEKA, TFM, TMILL, TNP, TPLAS, TPOLY, TRC, TRU, TRUBB, TSE, VRANDA, WAVE, WFX, WLIK, WIN, WP, XO

**Companies with Good CG Scoring**

24CS, AMANAH, AMARC, AMC, APP, ASAP, BCT, BE8, BIG, BIOTEC, BLESS, BSM, BVG, CAZ, CCET, CHARAN, CHAYO, CHOTI, CITY, CMAN, CMR, CRANE, CWT, DHOUSE, DBCENT, EASON, FNS, FTE, GIFT, GJS, GTB, GTV, GYT, HL, HTECH, HYDRO, IIG, INGRS, INSURE, IRCP, ITD, ITNS, JCK, JMT, JR, JSP, KBS, KGEN, KJL, L&E, LEE, MASTER, MBAX, MEB, MENA, META, MGT, MITSIB, MJD, MOSHI, MUD, NATION, NNCL, NPK, NSL, NV, OGC, PAF, PCC, PEACE, PICO, PK, PL, PLANET, PLE, PMTA, PPM, PRAKIT, PRAPAT, PRECHA, PRIN, PSG, RABBIT, READY, RUH, RSP, RWI, S11, SAAM, SAF, SAMCO, SAWAD, SCAP, SCP, SIAM, SKE, SKY, SMART, SMD, SMIT, SOLAR, SPA, STECH, STPI, SVR, TC, TCCC<sup>3</sup>, TEAM, TFI, TIGER, TITLE, TKC, TMI, TNH, TPA, TPAC, TRITN, UBA, UMI, UMS, UTP, VARO, VPO, W, WARRIX, WORK, WPH, YONG, ZIGA

**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.

<sup>1</sup>OISHI was voluntarily delisted from the Stock Exchange of Thailand, effectively on September 6, 2023

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

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

**Anti-corruption Progress Indicator**

**Certified (ได้ผ่านการรับรอง)**

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, BBDI, 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, ITCL, 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, 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, SEAOL, SE-ED, SELIC, SENA, SGC, SGP, SIRI, SITHAI, SKR, SMIT, SMK, SMP, SNC, SNP, SORKON, SPACK, SPALI, SPC, SPI, SPRC, SRICHA, SSF, SSP, SSSC, SST, STA, STGT, STOWER, SUSCO, SVI, SYMC, SYNTEC, TAE, TAKUNI, TASC, TCAP, TCMC, TFG, TFI, TFMAMA, TGE, TGH, THANI, THCOM, THIP, THRE, THREL, TIDLOR, TIPCO, TISCO, TKS, TKT, TMD, TMILL, TMT, TNYT, TNL, TNP, TNR, TOG, TOP, TOPP, TPA, TPXS, 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, WLIK, XO, YUASA, ZEN, ZIGA

**Declared (ได้ผ่านการอนุมัติ)**

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, COMAN, CPANEL, CPH, CPR, CPT, CRANE, CRD, CREDIT, CSP, CSR, CSS, CTW, CWT, D, DCON, DDD, DHOUSE, DITTO, DOD, DPAINT, DTCENT, DTIC, DV8, EASON, ECL, EE, EFORL, EMC, ETL, EURO, 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, I2, IFEC, 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, MANRIN, MASTER, MATI, MCA, M-CHAI, MCS, MDX, MEB, MEGA, METCO, MGC, MGI, MGT, MICRO, MIDA, MJD, MK, ML, MORE, MOSHI, MTW, MUD, MVP, NAM, NAT, NC, NCH, NCL, NDR, NETBAY, NEW, NEWS, NFC, NL, NNCL, NOK, NOVA, NPK, NSL, NPSC, NTV, NUSA, NV, NVD, NYT, OHTL, ONEE, ORN, PACE, PACO, PAF, PANEL, 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, SKY, SLM, SLP, SMART, SMD, SMT, SNNP, SO, SOLAR, SONIC, SPA, SPCG, SPG, SPVI, SQ, SR, SRS, SSS, STANLY, STARK, STC, STEC, STECH, STHAI, STI, STP, STPI, SUC, SUN, SUPER, SUTHA, SVR, SVT, SWC, SYNEX, TACC, TAN, TAPAC, TC, TCC, TCJ, TCOAT, TEAM, TEAMG, TEKA, TFM, TGPRO, TH, THAI, THANA, THE, THG, THMUL, TIGER, TITLE, TK, TKC, TLI, TM, TMC, TMI, TMW, TNIT, 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

**Explanations**

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of November 1, 2023) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.