# **Residential Property**

SET PROP index Close: 25/3/2024 222.45 -1.19 / -0.53% Bt2,946mn

Bloomberg ticker: SETPROP



## To pick up after interest rate steps down

We take a Neutral view on the residential sector in 2024 after a plunge in demand in 2023 on higher interest rates and after banks tightened the purse strings on mortgages. We expect total residential transfers in Bangkok and vicinity in 2024 to go up 3%, backed by low-rise. However, stocks under our coverage have a very optimistic presales growth target of 19% in 2024 on a new high for low-rise sales - a goal we consider challenging, though presales are expected to improve in 2H24 on pent-demand after an interest rate cut. Inventory management will need to be watched closely after an 11% increase in 2023 followed by Bt244bn (-2%) in new launches onto the market in 2024. Taking into account an interest rate cut and growth, we pick AP and put SPALI on our radar from 2Q24.

Slow recovery in 2024. We forecast market value of total residential transfers in Bangkok and vicinity in 2024 at Bt654bn, inching up 3% after a slip of 4% in 2023. We expect condo value to be flat at Bt235bn with low-rise growing 5% to Bt419bn.

Aggressive presales target growth... better in 2H24 after rate cut. Companies under coverage (AP, LH, LPN, PSH, QH, SIRI, SPALI) have set a 2024 presales target of Bt214.8bn (+21%), the highest value in six years. Of this, 70% is low-rise with value of Bt150bn (+33%), a new high, and 30% from condos with value of Bt64bn (+1%), also the highest in six years. We see this as challenging, since 2023 saw a 6% drop rather than the targeted growth of 19%, particularly in 2H23, reeling from higher interest rates and greater difficulty in obtaining mortgages. We expect presales to recover in 2H24 after an interest rate cut, backed by pentup demand. At the same time, we see downside to the low-rise presales target as demand is likely to be sidelined in 1H24.

Inventory management is vital. At end-3Q23, the property index was at a sevenquarter low of 82.5 points while accumulated unsold inventory in Bangkok and vicinity reached a new high of Bt1trn (+16.5% YoY and +8.2% QoQ) pressured by the highest-ever low-rise inventory at Bt726bn (+21.7% YoY and +12.2% QoQ). Stocks under coverage carried unsold inventory and under construction valued at Bt367bn (+11%), but we feel that inventory management, including cutting back on new launches in 2024, will strengthen developer cash flow, avoiding a further drop in gross margin from current forecast of 32.6% (from 32.7% in 2023).

Risks and concerns. Financial status: we believe those under coverage will be able to roll over their debentures in 2024 but at a higher cost of debt of 20-50bps. Cash flow will also be shored up by sale of inventory. Rejections and cancellations are expected to remain high in 1H24 but do better after an interest rate cut in 2H24.

Pick AP and add SPALI from 2Q24. In our 2024 scorecard for the residential sector, we incorporate factors for presales growth: secured revenue, financial status, and valuation. On this basis we pick AP (TP Bt15/share) for its growth, solid backlog and strong financial position. We also put SPALI (TP Bt23.80/share) on our radar after its earnings pass the year's lowest in 1Q24 and it makes its first payment for investment expansion in Australia in early April.

| Valuation summary |              |       |      |        |      |      |          |     |  |  |  |  |  |
|-------------------|--------------|-------|------|--------|------|------|----------|-----|--|--|--|--|--|
|                   | Rating       | Price | ΤP   | ETR    | P/E  | (x)  | P/BV (x) |     |  |  |  |  |  |
|                   |              | (Bt)  | (Bt) | (%)    | 24F  | 25F  | 24F      | 25F |  |  |  |  |  |
| AP                | Outperform   | 10.3  | 15.0 | 52.5   | 5.1  | 4.8  | 0.7      | 0.7 |  |  |  |  |  |
| LH                | Neutral      | 7.1   | 9.0  | 33.5   | 11.9 | 11.2 | 1.6      | 1.6 |  |  |  |  |  |
| LPN               | Underperform | 3.5   | 2.4  | (28.6) | 16.0 | 12.0 | 0.4      | 0.4 |  |  |  |  |  |
| PSH               | Underperform | 11.7  | 9.5  | (12.0) | 12.5 | 11.2 | 0.6      | 0.6 |  |  |  |  |  |
| QH                | Underperform | 2.2   | 2.4  | 17.5   | 8.5  | 8.3  | 0.7      | 0.7 |  |  |  |  |  |
| SIRI              | Neutral      | 1.7   | 2.2  | 41.3   | 5.8  | 5.6  | 0.6      | 0.6 |  |  |  |  |  |
| SPALI             | Neutral      | 20.5  | 23.8 | 22.8   | 6.0  | 5.5  | 0.7      | 0.7 |  |  |  |  |  |
| Average           |              |       |      |        | 9.4  | 8.4  | 0.8      | 0.7 |  |  |  |  |  |
|                   |              |       |      |        |      |      |          |     |  |  |  |  |  |

Source: InnovestX Research

| Price | Price performance |         |        |                 |       |        |  |  |  |  |  |  |  |  |
|-------|-------------------|---------|--------|-----------------|-------|--------|--|--|--|--|--|--|--|--|
|       | p                 | bsolute | 1      | Relative to SET |       |        |  |  |  |  |  |  |  |  |
| (%)   | 1M                | ЗМ      | 12M    | 1M              | ЗМ    | 12M    |  |  |  |  |  |  |  |  |
| AP    | (5.5)             | (9.6)   | (13.4) | (3.7)           | (7.0) | 0.4    |  |  |  |  |  |  |  |  |
| LH    | (6.0)             | (11.8)  | (26.0) | (4.2)           | (9.2) | (14.2) |  |  |  |  |  |  |  |  |
| LPN   | (6.4)             | (9.3)   | (24.8) | (4.6)           | (6.6) | (12.8) |  |  |  |  |  |  |  |  |
| PSH   | (6.4)             | (3.3)   | (7.9)  | (4.7)           | (0.4) | 6.9    |  |  |  |  |  |  |  |  |
| QH    | 0.0               | (1.8)   | (9.2)  | 1.9             | 1.1   | 5.4    |  |  |  |  |  |  |  |  |
| SIRI  | (8.2)             | (5.1)   | 0.0    | (6.5)           | (2.3) | 16.0   |  |  |  |  |  |  |  |  |
| SPALI | (2.8)             | 10.8    | (7.7)  | (1.0)           | 14.1  | 7.1    |  |  |  |  |  |  |  |  |

Source: SET, InnovestX Research

| Prop   | erty sector's PER  |          |
|--|--|----------|
| PE (x<br>16.0<br>14.0<br>12.0<br>10.0<br>8.0<br>6.0<br>4.0 |  | -1SD     |
| 2.0<br>0.0   | Jan-05 H-10 Moul-07 Moul-07 Moul-07 May-11 May-11 Dec-13 May-11 Oct-14 Jan-19 Jan-19 May-20 Moy-22 M | Mar-24 L |

Source: SET, SCBS Investment Research

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2024 scorecard

| Score Card | 2024 Presales<br>Growth | 2024 Secured<br>Revenue <sup>1</sup> | Core Growth<br>2023 | Current<br>PER | DE Ratio | Dividend<br>Yield <sup>2</sup> | Total | Targeted PER    | Rating       |
|------------|-------------------------|--------------------------------------|---------------------|----------------|----------|--------------------------------|-------|-----------------|--------------|
| AP         | 2                       | 7                                    | 4                   | 7              | 4        | 5                              | 29    | 7.4x (+0.25SD)  | Outperform   |
| SPALI      | 5                       | 6                                    | 6                   | 5              | 5        | 2                              | 29    | 6.9x (Average)  | Neutral      |
| QH         | 4                       | 1                                    | 5                   | 4              | 7        | 6                              | 27    | 9.5x (+0.25SD)  | Underperform |
| LH         | 6                       | 2                                    | 7                   | 3              | 2        | 4                              | 24    | 14.9x (+0.5SD)  | Neutral      |
| PSH        | 7                       | 3                                    | 3                   | 2              | 6        | 3                              | 24    | 9.9x (Average)  | Underperform |
| SIRI       | 3                       | 5                                    | 2                   | 6              | 1        | 7                              | 24    | 7x (+0.25SD)    | Neutral      |
| LPN        | 1                       | 4                                    | 1                   | 1              | 3        | 1                              | 11    | 10.5x (Average) | Underperform |

ovestX Research Secured Revenue = Forecasted revenue/2024 backlog Closed price on March 22,2024.



### Expect quiet recovery in transfers in 2024 after a drop in 2023

With demand sidelined ahead of the anticipated cuts in interest rate in 2H24, we expect the value of residential transfers in Bangkok and vicinity to see a quiet recovery of 3% to Bt654bn, 64% low-rise and 36% condos. The value of condos is expected to be flat with low-rise growing 5%.

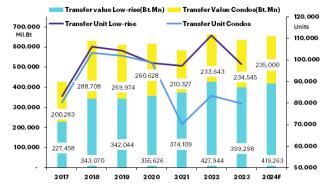
REIC reports a 4% fall in total value of residential transfers in 2023, with condos flat and low-rise growing 7%, hurt by higher interest rates, lower consumer confidence and greater restrictions by banks on mortgage loans. Within the transfers, average price per unit was Bt3.56mn, up from Bt3.39mn/unit in 2023. This was a new high, backed by higher average selling price for both low-rise and condos.

### Accumulated inventory at 2-year high, property index a 7-quarter low

After a record high for new residential launches in 2023 of Bt248bn (+16%) concurrent with a contraction in demand in 2H23 on an interest rate hike and economic slowing, the property index, reflecting transfer value, take-up rate, new house registrations, construction permission and developer confidence level, hit a seven-quarter low at 82.5 points in 3Q23, its lowest since COVID-19. This pushed unsold inventory (Bangkok and vicinity) to a new high of Bt1trn in 3Q23 (+16.5% YoY and +8.2% QoQ), 28% condos (value up 5.1% YoY but down 0.7% QoQ) and 72% low-rise, with unsold value the highest ever at Bt726bn (+21.7% YoY and +12.2% QoQ).

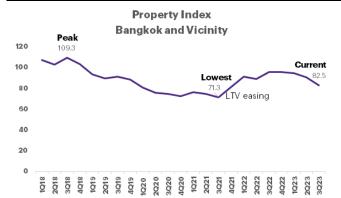
We anticipate competition in the residential market to remain high this year given the planned new launches of Bt244bn added in while inventories are already at peak. This is likely to lead many developers to slash prices on inventory to stabilize their cash flow position, shoving marketing expense up. We especially see this happening at LPN and PSH.

Figure 1: In 2024, market value of transfers to grow 3%



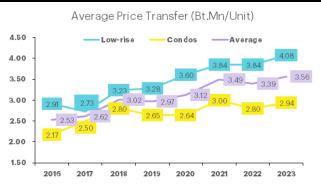
Source: REIC, InnovestX Research

Figure 3: Property Index at 7-quarter low



Source: REIC, InnovestX Research

Figure 2: In 2023, average transfers by price at a new high of Bt3.56mn/unit



Source: REIC, InnovestX Research

Figure 4: Unsold inventory at two-year high in 3Q23



Source: REIC, InnovestX Research



### Foreign demand at new high in 2023, to grow slightly in 2024

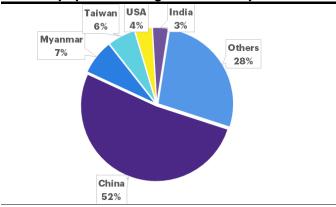
In 2023, REIC data shows the value of foreign condo ownership in Bangkok and vicinity at Bt45.5bn (+8%), a new high. Of this 52% came from China, with value flat from 2022, while other nationalities took 48%, with value up 20% led by growth from Myanmar at 38%.

We estimate a slight increase of 3.5% in foreign condo transfers in 2024 to Bt47bn, a new high, backed by the recovery of China's economy and migration from Myanmar. The majority of foreign ownership in 2024 will remain in the hands of the Chinese and Burmese.

Figure 5: 2018-2023: Foreign ownership portion comparison



Figure 6: 2023: Top five foreign condo ownership by nationality by value in Bangkok and vicinity



Source: REIC, InnovestX Research

Source: REIC, InnovestX Research

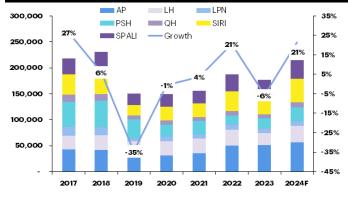
### Targets aggressive presales growth of 21% in 2024, after a drop in 2023

Companies under coverage (AP, LH, LPN, PSH, QH, SIRI, SPALI) target 2024 presales growth of 21% to the highest value in six years at Bt214bn. Of this, 70% will be low-rise with value of Bt150bn (+33%), a new high, and 30% condos with value of Bt64bn (+1%), a six-year high.

In our view, the low-rise presales target is challenging since rejection rate and interest rate will remain high in 1H24 while consumer confidence remains low. In terms of segmentation, mid to mid-high are expected to do best, with small recovery in low and luxury.

Of the seven companies under coverage, PSH aims for the highest presales growth in 2024 at 46% while AP, LH, QH, SPALI and SIRI aim for 10-35% growth. LPN is only company expecting presales to fall.

Figure 7: 2024: Presales value to be highest in six years



Source: InnovestX Research

Figure 8: Presales by segment in 2017-2024F



Source: InnovestX Research



### New launches to slip 2% in 2024

New launches in 2024 are targeted at Bt244bn (-2%), 80% from low-rise (growing in value by 5% to Bt195bn, a record high) and 20% from condos (value of Bt50bn, down 21%).

With a view towards inventory management, most developers plan to reduce new launches in 2024 from 2023: LPN is dropping new launches by 44%, LH by 31%, AP by 24% and SIRI by 6%. Growing new launches are PSH at 105% to capture demand in the high end, SPALI at 69% to a new high (some delayed from 2023), and QH at 14%.

We see a high possibility developers will miss their launch targets this year since demand in 1Q24 remains weak and buyers are waiting for lower interest rates. This may lead developers to put off some new launches.

Figure 9 : Total new launches in 2016-2024F, with value slipping in 2024

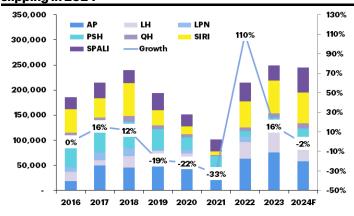
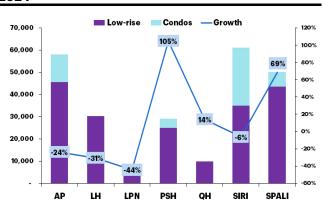


Figure 10: New launches by segment and growth in 2024



Source: InnovestX Research

Source: InnovestX Research

### Costs remain high in 2024, especially for land

We expect the major costs for the sector to remain high in 2024, with land price spiking especially high.

REIC (Real Estate Investment Center) data shows that in February 2024 the Construction Material Price Index was at 112 points, slipping from peak of 113.6 point in 2023, with all materials prices moving up except for steel, which dropped YoY.

The Vacant Land Price Index hit a record high at 394.2, with prices rising especially for land in specific locations; new appraised value was also higher. This led market price for low-rise (SDH and TH) up to a record high of 130.3, while condo price stood at 154.3.

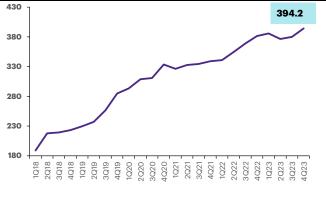
We expect the overall cost indices to remain high in 2024. Given softer demand in 1H24, we see limited opportunity for developers to raise selling prices in 2024. Rather, to manage inventory, developers are likely to slash prices, meaning average gross margin will be squeezed further after being narrowed by high costs for the last two years.

Figure 11: Construction Materials Index peaked in Feb 2024



Source: REIC, InnovestX Research

Figure 12: Vacant land price index peaked in 4Q23



156

155

154

153

152 151

150

149 148

147

146



Figure 13: Sale of home units (condos) in Market Price Index

Selling Condos-Bangkok - Vicinities
(Nonthaburi, Samut Praka and Pathum Thani)

154.3

154.3

Figure 14: Sale of home units (SDH, TH) in Market Price Index



Source: REIC and InnovestX Research

Source: REIC and InnovestX Research

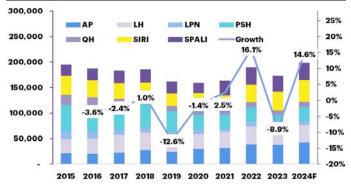
### Estimate 8% core profit growth in 2024

We forecast 2024 core profit for all companies under coverage at Bt30.4bn (+8%) after a fall of 13.2% to Bt28bn in 2023 (core profit excludes net extra gain from sale of assets of Bt2bn for LH and Bt500mn for SIRI).

We estimate revenue at Bt198bn (+14.6%) with total current backlog at Bt46bn, meaning 23% of revenue is secured. LH aims for the highest revenue growth of 33%, backed by low-rise sales, especially in the mid-high segment with the launch of two *Nantawan* projects. LPN expects revenue to be flat, as it will focus on fire sales of its condo inventory to solidify its cash flow position.

Since competition is expected to be tight regardless of the addition of at least Bt244bn in new launches at the same time demand is quiescent, we expect to see more pricing promotions, in turning raising SG&A and narrowing average gross margin. We estimate 2024 average gross margin at 32.6%, with widening at LH, SPALI and PSH and narrowing at AP, QH, LPN and SIRI.

Figure 15: Total revenue growth 2015-2024F



Source: InnovestX Research

Figure 17: Backlog 2024-2027F 70,000 LH LPN PSH QH SIRI SPALI 60,000 50,000 40,000 30,000 20,000 10,000 2024 2025 2026 2027

Figure 16: Core profit 2015-2024F

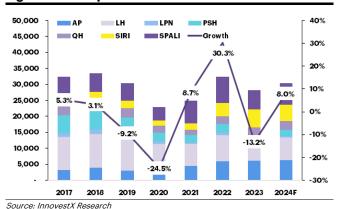
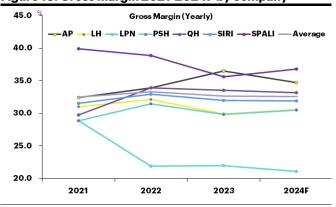


Figure 18: Gross margin 2021-2024F by company



Source: InnovestX Research

Source: InnovestX Research

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### Risks and factors to monitor.

There are three issues in the residential sector that need to be monitored.

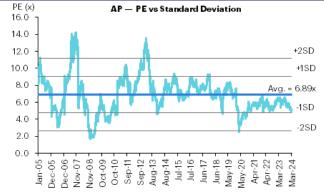
- Interest rate. Interest rates stepped up in 2023, hurting residential demand in 2H23 and pushing up rejection rates. INVX now looks for a step down in policy rate of 25-50bps in 2024. This will benefit both pre and post finance and lead to faster recovery in demand in 2H24 and will also help developers by lowering their interest expenses from 2H24.
- Stimulus policy. The steps up in interest rate in 2023 trimmed housing demand, particularly in the low/mid-low segments, where buyers are experiencing higher rejection rates when applying for mortgages. To strengthen demand, the government needs to enact some stimulus, perhaps easing LTV again or giving tax benefits.
- Inventory and cash flow management. Companies under coverage have current inventory and under construction at end-2023 of Bt367bn (+11%). Inventory grew 5-30% for AP, SIRI, LH, SPALI and QH in 2023 while dropping 6-15% for PSH and LPN, who worked to sell off their mid/mid-low inventory in 2023. Cutting new launches in 2024 would help internal cash flow position and reduce pressure to engage in inventory fire sales.

Figure 19: 2022-2023 inventory and work in progress



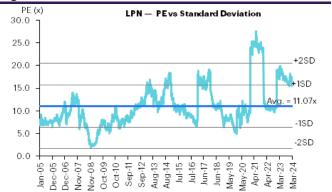
Source: InnovestX Research

Figure 21: AP PER Band



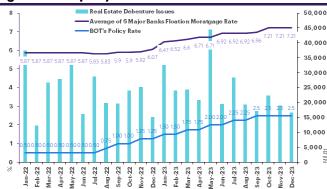
Source: InnovestX Research and Bloomberg Finance L.P.

Figure 23: LPN PER Band



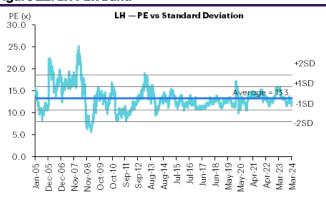
Source: InnovestX Research and Bloomberg Finance L.P.

Figure 20: Property debentures issued in 2022-2023



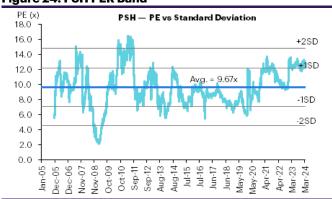
Source: REIC and InnovestX Research

Figure 22: LH PER Band



Source: InnovestX Research and Bloomberg Finance L.P.

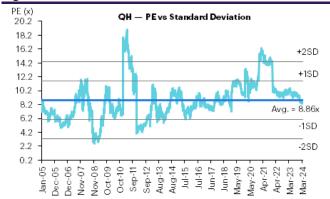
Figure 24: PSH PER Band



Source: InnovestX Research and Bloomberg Finance L.P.

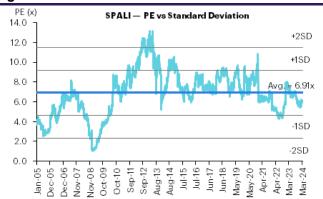






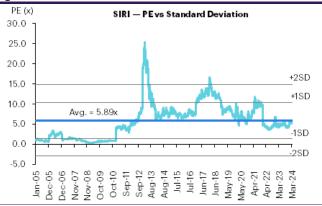
Source: InnovestX Research and Bloomberg Finance L.P.

### Figure 27: SPALI PER Band



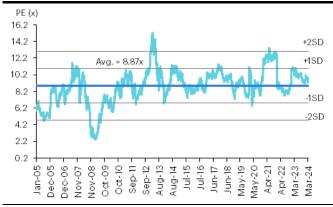
Source: InnovestX Research and Bloomberg Finance L.P.

### Figure 26: SIRI PER Band



Source: : InnovestX Research and Bloomberg Finance L.P.

### Figure 28: Property Sector PER Band



Source: InnovestX Research and Bloomberg Finance L.P.

## Figure 29: Financial summary (Yearly)

| Total revenue (Btmn) | 2017    | 2018    | 2019    | 2020    | 2021    | 2022    | 2023    | 2024F   | 2025F   |
|----------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| AP                   | 22,176  | 27,271  | 23,802  | 29,888  | 31,794  | 38,539  | 38,045  | 42,048  | 45,470  |
| LH                   | 34,922  | 34,247  | 29,762  | 29,668  | 32,069  | 35,326  | 26,411  | 35,037  | 36,155  |
| LPN                  | 9,613   | 11,252  | 9,954   | 7,363   | 5,570   | 10,276  | 7,407   | 7,335   | 7,786   |
| PSH                  | 43,935  | 44,901  | 39,885  | 29,244  | 28,311  | 28,402  | 24,176  | 27,777  | 29,059  |
| QH                   | 17,106  | 15,888  | 10,680  | 9,138   | 8,120   | 9,226   | 8,968   | 9,994   | 10,062  |
| SIRI                 | 30,916  | 26,248  | 24,310  | 33,833  | 28,642  | 33,712  | 36,965  | 42,817  | 45,155  |
| SPALI                | 24,803  | 25,553  | 23,557  | 20,588  | 29,160  | 34,486  | 31,177  | 33,432  | 34,310  |
| Total                | 183,470 | 185,358 | 161,950 | 159,723 | 163,666 | 189,967 | 173,149 | 198,441 | 207,997 |
| Growth               | -2.4%   | 1.0%    | -12.6%  | -1.4%   | 2.5%    | 16.1%   | -8.9%   | 14.6%   | 4.8%    |

| Net Profit (Btmn) | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   | 2023   | 2024F  | 2025F  |
|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| AP                | 3,148  | 3,965  | 3,064  | 4,225  | 4,543  | 5,877  | 6,054  | 6,342  | 6,765  |
| LH                | 10,479 | 10,475 | 10,025 | 7,145  | 6,936  | 8,313  | 7,482  | 7,148  | 7,579  |
| LPN               | 1,059  | 1,367  | 1,256  | 716    | 302    | 612    | 353    | 320    | 428    |
| PSH               | 5,692  | 6,022  | 5,359  | 2,771  | 2,353  | 2,772  | 2,205  | 2,051  | 2,292  |
| QH                | 3,462  | 3,797  | 2,854  | 2,123  | 1,670  | 2,396  | 2,504  | 2,748  | 2,803  |
| SIRI              | 2,782  | 2,042  | 2,392  | 1,673  | 2,017  | 4,280  | 6,060  | 5,096  | 5,249  |
| SPALI             | 5,814  | 5,770  | 5,403  | 4,251  | 7,070  | 8,173  | 5,989  | 6,699  | 7,224  |
| Total             | 32,436 | 33,440 | 30,353 | 22,905 | 24,891 | 32,423 | 30,647 | 30,405 | 32,341 |
| Growth            | 5.3%   | 3.1%   | -9.2%  | -24.5% | 8.7%   | 30.3%  | -5.5%  | -0.8%  | 6.4%   |

| Gross margin (%) | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | 2024F | 2025F |
|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| AP               | 35.7  | 32.8  | 34.3  | 31.6  | 32.4  | 33.9  | 36.5  | 34.7  | 34.3  |
| LH               | 34.4  | 35.1  | 31.6  | 30.6  | 31.0  | 32.1  | 30.0  | 30.6  | 31.0  |
| LPN              | 28.9  | 30.9  | 32.2  | 29.9  | 28.9  | 21.9  | 22.0  | 21.1  | 21.6  |
| PSH              | 35.8  | 35.8  | 35.4  | 32.0  | 28.9  | 31.5  | 29.9  | 30.5  | 31.0  |
| QH               | 29.8  | 35.0  | 33.7  | 30.9  | 29.8  | 33.9  | 33.5  | 33.2  | 33.2  |
| SIRI             | 31.0  | 29.2  | 25.3  | 23.8  | 31.5  | 33.0  | 32.0  | 31.9  | 32.5  |
| SPALI            | 37.5  | 38.4  | 39.4  | 38.1  | 39.9  | 38.9  | 35.6  | 36.8  | 37.7  |
| Average          | 34.0% | 34.3% | 33.3% | 30.6% | 32.5% | 33.3% | 32.7% | 32.6% | 32.9% |

Source: InnovestX Research



Figure 30: Financial summary (Quarterly)

| Total revenue (Btmn) | 4Q21   | 1Q22   | 2Q22   | 3Q22   | 4Q22   | 1Q23   | 2Q23   | 3Q23   | 4Q23   |
|----------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| AP                   | 7,501  | 10,849 | 9,862  | 8,982  | 8,846  | 9,409  | 9,282  | 10,068 | 9,287  |
| LH                   | 8,849  | 7,569  | 9,218  | 8,796  | 9,742  | 6,629  | 6,809  | 6,341  | 6,632  |
| LPN                  | 1,603  | 2,205  | 1,986  | 4,198  | 1,887  | 1,816  | 1,732  | 1,991  | 1,867  |
| PSH                  | 9,002  | 5,923  | 5,304  | 6,760  | 10,415 | 6,442  | 6,090  | 5,780  | 5,864  |
| QH                   | 2,394  | 2,091  | 2,195  | 2,417  | 2,524  | 1,903  | 2,424  | 2,349  | 2,292  |
| SIRI                 | 7,087  | 4,939  | 7,269  | 8,669  | 12,835 | 7,648  | 9,185  | 9,332  | 10,801 |
| SPALI                | 10,862 | 5,433  | 8,198  | 11,133 | 9,682  | 5,734  | 8,165  | 7,166  | 10,111 |
| Total                | 47,299 | 39,007 | 44,032 | 50,955 | 55,932 | 39,581 | 43,686 | 43,027 | 46,855 |
| Growth QoQ           | 26.8%  | -17.5% | 12.9%  | 15.7%  | 9.8%   | -29.2% | 10.4%  | -1.5%  | 8.9%   |

| Net Profit (Btmn) | 4Q21  | 1Q22   | 2Q22  | 3Q22  | 4Q22  | 1Q23   | 2Q23  | 3Q23   | 4Q23  |
|-------------------|-------|--------|-------|-------|-------|--------|-------|--------|-------|
| AP                | 994   | 1,730  | 1,574 | 1,418 | 1,155 | 1,478  | 1,544 | 1,696  | 1,335 |
| LH                | 2,015 | 1,931  | 2,139 | 2,249 | 1,993 | 1,356  | 1,450 | 1,185  | 3,491 |
| LPN               | 32    | 191    | 147   | 236   | 38    | 145    | 87    | 104    | 17    |
| PSH               | 988   | 552    | 430   | 620   | 1,172 | 653    | 1,038 | 392    | 123   |
| QH                | 494   | 585    | 515   | 640   | 655   | 592    | 669   | 634    | 607   |
| SIRI              | 343   | 303    | 918   | 1,268 | 1,791 | 1,582  | 1,621 | 1,557  | 1,300 |
| SPALI             | 2,879 | 1,178  | 2,075 | 2,748 | 2,171 | 1,080  | 1,701 | 1,191  | 2,018 |
| Total             | 7,746 | 6,469  | 7,799 | 9,179 | 8,975 | 6,886  | 8,110 | 6,759  | 8,891 |
| Growth QoQ        | 46.0% | -16.5% | 20.5% | 17.7% | -2.2% | -23.3% | 17.8% | -16.7% | 31.5% |

| Gross margin (%) | 4Q21  | 1Q22  | 2Q22  | 3Q22  | 4Q22  | 1Q23  | 2Q23  | 3Q23  | 4Q23  |
|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| AP               | 33.5  | 33.3  | 33.6  | 33.9  | 34.9  | 36.6  | 37.6  | 35.5  | 36.5  |
| LH               | 33.9  | 32.0  | 32.0  | 31.1  | 33.4  | 30.1  | 30.2  | 28.5  | 30.9  |
| LPN              | 25.1  | 26.2  | 25.8  | 22.5  | 11.6  | 24.4  | 21.2  | 22.0  | 20.4  |
| PSH              | 31.1  | 29.7  | 31.0  | 30.9  | 33.1  | 32.8  | 30.4  | 29.4  | 26.7  |
| QH               | 31.2  | 34.4  | 34.3  | 32.8  | 34.2  | 35.0  | 33.1  | 32.6  | 33.6  |
| SIRI             | 32.9  | 31.6  | 30.5  | 32.8  | 35.1  | 32.3  | 31.5  | 31.4  | 32.9  |
| SPALI            | 39.9  | 39.2  | 39.4  | 39.6  | 37.3  | 36.6  | 35.0  | 36.6  | 34.9  |
| Average          | 34.1% | 32.8% | 33.2% | 33.1% | 33.9% | 33.4% | 32.8% | 32.1% | 32.5% |

Source: InnovestX Research

Figure 31: Valuation summary (price as of Mar 25, 2024)

|         | Rating       | Price   | Target  | ETR    | P/E (x    | P/E (x) |      | rowth | (%) | P/BV (x) |     | ROE (%) |     |       | Div. Yield (%) |      |     | EV/EBITDA (x) |      | (x)  |      |
|---------|--------------|---------|---------|--------|-----------|---------|------|-------|-----|----------|-----|---------|-----|-------|----------------|------|-----|---------------|------|------|------|
|         |              | (Bt/Sh) | (Bt/Sh) | (%)    | 23A 24    | 25F     | 23A  | 24F   | 25F | 23A      | 24F | 25F     | 23A | 24F : | 25F            | 23A  | 24F | 25F           | 23A  | 24F  | 25F  |
| AP      | Outperform   | 10.30   | 15.00   | 52.5   | 5.4 5.    | 4.8     | 3.0  | 4.8   | 6.7 | 0.8      | 0.7 | 0.7     | 16  | 15    | 14             | 6.8  | 6.9 | 7.3           | 8.9  | 6.1  | 5.8  |
| LH      | Neutral      | 7.10    | 9.00    | 33.5   | 11.3 11.9 | 11.2    | (10) | (4)   | 6   | 1.7      | 1.6 | 1.6     | 15  | 14    | 14             | 7.1  | 6.7 | 7.1           | 10.4 | 10.4 | 9.9  |
| LPN     | Underperform | 3.52    | 2.40    | (28.6) | 14.5 16.0 | 12.0    | (42) | (9)   | 34  | 0.4      | 0.4 | 0.4     | 3   | 3     | 3              | 3.6  | 3.2 | 4.4           | 26.4 | 19.5 | 15.0 |
| PSH     | Underperform | 11.70   | 9.50    | (12.0) | 19.0 12.5 | 11.2    | (51) | 52    | 12  | 0.6      | 0.6 | 0.6     | 3   | 5     | 5              | 8.2  | 6.8 | 7.6           | 9.7  | 8.7  | 8.3  |
| QH      | Underperform | 2.18    | 2.40    | 17.5   | 9.3 8.5   | 8.3     | 5    | 10    | 2   | 0.8      | 0.7 | 0.7     | 9   | 9     | 9              | 6.7  | 7.4 | 7.6           | 3.5  | 1.4  | 1.7  |
| SIRI    | Neutral      | 1.67    | 2.20    | 41.3   | 5.4 5.8   | 5.6     | 14   | (6)   | 3   | 0.6      | 0.6 | 0.6     | 12  | 11    | 10             | 11.8 | 9.6 | 9.9           | 23.3 | 18.5 | 16.6 |
| SPALI   | Neutral      | 20.50   | 23.80   | 22.8   | 6.7 6.0   | 5.5     | (27) | 12    | 8   | 0.8      | 0.7 | 0.7     | 12  | 13    | 13             | 7.1  | 6.7 | 7.2           | 9.4  | 7.7  | 6.0  |
| Average |              |         |         |        | 10.2 9.4  | 8.4     | (16) | 8     | 10  | 0.8      | 0.8 | 0.7     | 10  | 10    | 10             | 7.3  | 6.8 | 7.3           | 13.1 | 10.3 | 9.0  |

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, BBGI, 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, ITEL, 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', 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, SEAOIL, SECURE, SELIC, SENA, SENX, SFP2, SFT, SGC, SGF, SGP, SHR, SICT, SIRI, SIS, SITHAI, SJWD, SKR, SM, SMPC, SMT, SNC, SNNP, SNP, SO, SPALI, SPC, SPCG, SPI, SPRC, SR, SSC, SSF, SSSC, STA, STC, STGT, STI, SUC, SUN, SUSCO, SUTHA, SVI, SYT, 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, TNDT, TNITY, 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, KWC, KWM, LDC, LEO, LHK, MACO, METCO, MICRO, MK, MVP, NCAP, NOVA, NTSC, PACO, PIN, POS, PREB, PRI, PRIME, PROFN, 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, WIIK, 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, DTCENT, 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, RJH, RSP, RWI, S11, SAAM, SAF, SAMCO, SAWAD, SCAP, SCP, SIAM, SKE, SKY, SMART, SMD, SMIT, SOLAR, SPA, STECH, STPI, SVR, TC, TCCC3, 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.

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

<sup>3</sup>TCCC 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, 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, 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, PRB, 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, 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

### Declared (ประกาศเจตนารมณ์)

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, PEER, 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

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, ASEA, ASIA, ASIMAR, ASN, ATP30, AU, AUCT, AURA, B52, BA, BBIK, BC, BCT, BDMS, BEAUTY, BEM, BGT, BH, BIG, BIOTEC, BIS, BIZ, BIC, BICHI, BKD, BKGI, BI C, 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, CPT, CRANE, CRD, CREDIT, CSP, CSR, CSS, CTW, CWT, D, DCON, DDD, DHOUSE, DITTO, DOD, DPAINT, DTCENT, DTCI, 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, 12, 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, NTSC, NTV, NUSA, NV, NVD, NYT, OHTL, ONEE, ORN, PACE, PACO, PAF, PANEL, PCC, PEACE, PERM, PF, PHG, PICO, PIN, PJW, PLE, PLT, PMTA, POLAR, 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, SCI, SCI, 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, SSC, STANLY, STARK, STC, STECH, STHAI, STI, STP, STPI, SUC, SUN, SUPER, SUTHA, SVR, SVT, SWC, SYNEX, TACC, TAN, TAPAC, TC, 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, WELL, WFX, WGE, WIN, WINDOW, WINMED, WINNER, WORK, WORLD, WP, YGG, YONG, ZAA

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.

10 Tue, Mar 26, 2024