

SANSIRI SIRI TB

THAILAND / PROPERTY DEVELOPMENT

BUY

FROM HOLD

TARGET PRICE	THB1.90
CLOSE	THB1.65
UP/DOWNSIDE	+15.2%
PRIOR TP	THB1.90
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-8.7%

ยอด Presales 1Q24 ระดับน่าพอใจ

- ยอด Presales 1Q24 -19% q-q ตามปัจจัยฤดูกาล แต่ +19% y-y ที่ 9.6 พันล้านบาท ซึ่งดีกว่าเป้า 20% หนีจากความล่าช้าของการเปิดตัวแนวราบ High-end
- คาดกำไรปกติ 1Q24 อ่อนลง q-q แต่โต y-y จาก Backlog และโครงการใหม่ 4Q23
- คงราคาเหมาะสม 1.90 บาท ราคาหุ้นมี Upside กว้างขึ้น จึงปรับคำแนะนำเป็นซื้อ

ยอด Presales 1Q24 ดีกว่าเป้า 20% จากผลตอบรับโครงการใหม่

แม้ภาพตลาดรวม 1Q24 ชบเซาหลังรอดูความชัดเจนมาตรการกระตุ้นและทิศทางดอกเบี้ย อย่างไรก็ตาม คาดยอด Presales ของ SIRI ใน 1Q24 -19% q-q แต่ +19% y-y อยู่ที่ 9.6 พันล้านบาท ดีกว่า 20% จากเป้าบริษัทที่ 8 พันล้านบาท โดยยอดขายแนวราบ +9% q-q, +33% y-y ที่ 6.1 พันล้านบาท หลักๆ จากความสำเร็จของ BuGaan Rama 9-Meng Jai (มูลค่า 700 ล้านบาท จำนวน 8 ยูนิต) ปิดการขายได้เร็วกว่าคาด รวมถึงความคืบหน้าการขายโครงการที่เปิดตัวใน 4Q23 โดยเฉพาะแบรนด์เศรษฐกิจ และเปิดโครงการใหม่เพิ่ม 5 แห่ง มูลค่ารวม 7.5 พันล้านบาท ส่วนยอดขายคอนโดคาด 3.5 พันล้านบาท ทรงตัว y-y แต่ -44% q-q จากฐานสูงใน 4Q23 ที่เปิดตัว 7 โครงการ เทียบกับ 1Q24 ที่เปิด 2 โครงการ ไฮไลท์คือ Cabanas Hua Hin มูลค่า 1.4 พันล้านบาทซึ่งเปิดตัวช่วงปลายมี.ค. ทำ Take-up rate 30% ดีกว่าเป้าที่ 20%

คาดการณ์กำไรปกติ 1Q24 ขยายตัว y-y แต่อ่อนลง q-q

เราประเมินยอดโอน SIRI 1Q24 ที่ 9 พันล้านบาท -8% q-q ตามปัจจัยฤดูกาล แต่ +33% y-y หลักๆ จาก Backlog รอรับรู้ที่ยกมาจาก 4Q23 ราว 8.6 พันล้านบาท สัดส่วนหลักจากแนวราบ High End อาทิ นาราสิริ กรุงเทพกรีฑา บวกกับคอนโดสร้างเสร็จใหม่ The Base Downtown Khonkaen (มูลค่า 910 ล้านบาท ยอดขาย 48%) เมืองต้นคาดการณ์กำไรปกติ 1Q24 ที่ 1.0-1.1 พันล้านบาท (-5% q-q, +13% y-y) และกำไรสุทธิ 1.2-1.3 พันล้านบาท (-4% q-q, -21% y-y) ซึ่งคาดมีกำไรขายที่ดินเข้า JV ราว 160 ล้านบาท

โมเมนตัม 2H24 เร่งขึ้นตามแผนเปิดตัวและคอนโดสร้างเสร็จ

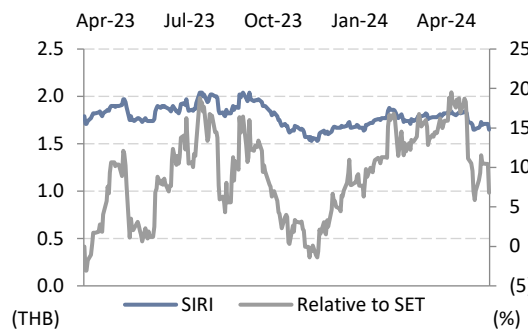
ยอด Presales 1Q24 คิดเป็น 21% ของเป้าทั้งปีที่ 4.5 หมื่นล้านบาท ทิศทางยอด Presales 2Q24 ปรับขึ้นตามแผนเปิดโครงการใหม่ ท่ามกลางการฟื้นตัวเศรษฐกิจ รวมถึงการผลักดันมาตรการกระตุ้น และแนวโน้มปรับลดดอกเบี้ยช่วยหนุนกำลังซื้อ อย่างไรก็ตาม ประเมินกำไร 2Q24 จะลดลงเนื่องจากโครงการใหม่อยู่ในปลายไตรมาส ขณะที่ให้นำหนักการเติบโตใน 2H24 ตามการเปิดตัวและคอนโดสร้างเสร็จใหม่มากขึ้น

คงราคาเหมาะสม 1.90 บาท หุ้นมี Upside กว้างขึ้น ปรับคำแนะนำเป็นซื้อ

เราคงประมาณการกำไรปกติปี 2024 ซึ่งระมัดระวังที่ 4.7 พันล้านบาท (-3% y-y) คงราคาเหมาะสม 1.90 บาท ราคาหุ้นปรับลงจนมี Upside มากกว่า 10% จึงเพิ่มคำแนะนำจากถือเป็นซื้อ ขณะที่ Key Catalyst มาจากมาตรการกระตุ้น อาทิ ขยายเพดานราคาบ้านที่ลดค่าธรรมเนียมโอน-จดจําจองจากเดิมต่ำกว่า 3 ล้านบาทเป็นมากกว่า 3 ล้านบาท ซึ่งคาดคืบหน้าใน 2Q24 รวมถึงหากงบ.ลดดอกเบี้ยจะเป็น Sentiment บวก

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	36,965	37,605	38,153	38,819
Net profit	6,060	4,701	4,691	4,601
EPS (THB)	0.37	0.27	0.27	0.27
vs Consensus (%)	-	(6.3)	(9.4)	(8.5)
EBITDA	6,030	5,888	6,054	6,137
Recurring net profit	4,870	4,701	4,691	4,601
Core EPS (THB)	0.30	0.27	0.27	0.27
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	9.1	(7.1)	(0.2)	(1.9)
Core P/E (x)	5.6	6.0	6.0	6.1
Dividend yield (%)	12.1	8.8	9.0	8.9
EV/EBITDA (x)	18.8	18.0	17.1	16.7
Price/book (x)	0.6	0.6	0.5	0.5
Net debt/Equity (%)	179.0	149.9	138.2	130.6
ROE (%)	11.0	9.9	9.3	8.7



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(9.3)	(10.8)	(5.2)
Relative to country (%)	(9.9)	(7.3)	10.3
Mkt cap (USD m)	774		
3m avg. daily turnover (USD m)	4.6		
Free float (%)	0		
Major shareholder	UBS AG Singapore Branch (10%)		
12m high/low (THB)	2.10/1.49		
Issued shares (m)	15,397.75		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

SIRI เปิดแผนเปิดโครงการใหม่ในปี 2024 ทั้งหมด 46 โครงการ มูลค่ารวม 6.1 หมื่นล้านบาท (-6% y-y) เน้น Segment Medium และ Premium เป็นสัดส่วนรวมกว่า 82% พร้อมกับขยายในทำเลใหม่ ขณะที่บริษัทตั้งเป้าปี 2024 ทำ New High ต่อทั้งยอด Presales ที่ 4.5 หมื่นล้านบาท (+20% y-y) และยอดโอน +10% y-y ที่ 4.3 หมื่นล้านบาท อย่างไรก็ตาม เรายังมองว่าเป้าของบริษัทท้าทาย ท่ามกลางการแข่งขันสูงหลังผู้ประกอบการหลายรายกลับมาเน้นกลุ่ม Mid-to-High มากขึ้น ทำให้เราคงสมมติฐานยอดโอน 3.3 หมื่นล้านบาท (+2% y-y) ซึ่งต่ำกว่าเป้าบริษัทที่ 3.8 หมื่นล้านบาท คงประมาณการกำไรปกติปี 2024 ที่ 4.7 พันล้านบาท (-3% y-y)

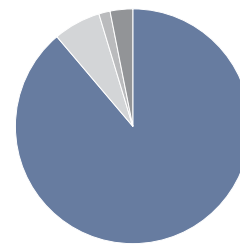
Company profile

SIRI มุ่งเน้นการเป็นบริษัทพัฒนาอสังหาริมทรัพย์ชั้นนำของประเทศไทย ด้วยประสบการณ์ยาวนานกว่า 38 ปี โดยกลุ่มบริษัทมีการประกอบธุรกิจหลัก แบ่งออกเป็น 3 กลุ่ม ได้แก่ ธุรกิจพัฒนาอสังหาริมทรัพย์ ธุรกิจบริการอสังหาริมทรัพย์ และธุรกิจการลงทุน โดยมีธุรกิจพัฒนาอสังหาริมทรัพย์เป็นธุรกิจหลัก มีสัดส่วนรายได้ 91% ของรายได้รวมในปี 2022 มีผลิตภัณฑ์ทั้งบ้านเดี่ยว บ้านแฝด ทาวน์โฮม ซุปเปอร์ไฮส และคอนโดมิเนียม ครอบคลุมทุกระดับราคากระจายในทำเลทั้งกรุงเทพฯ และต่างจังหวัด

www.sansiri.com

Principal activities (revenue, 2023)

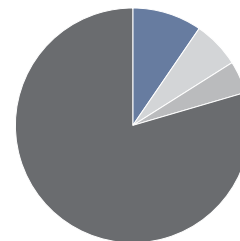
- Project sales - 88.8 %
- Business management - 6.5 %
- Hotel management - 1.6 %
- Others - 3.1 %



Source: Sansiri

Major shareholders

- UBS AG Singapore Branch - 9.6 %
- Viriyah Insurance PCL - 6.5 %
- Mr. Srettha Thavisin - 4.4 %
- Others - 79.5 %



Source: Sansiri

Catalysts

ปัจจัยหนุนต่อการเติบโตคือ 1) ความสำเร็จของการเปิดตัวโครงการใหม่ 2) การฟื้นตัวของอุปสงค์และกำลังซื้อ 3) ยอดขายจากต่างชาติฟื้นตัว 4) มาตรการกระตุ้นอสังหาริมทรัพย์ 5) ทิศทางดอกเบี้ยและความเข้มงวดการปล่อยสินเชื่อจากธนาคารลดลง 6) การเซ็นสัญญาโครงการ JV ใหม่

Risks to our call

ความเสี่ยงต่อประมาณการ 1) Take-up rate โครงการใหม่ต่ำกว่าคาด 2) เศรษฐกิจและกำลังซื้อชะลอตัว 3) การแข่งขันรุนแรง 4) อัตราการปฏิเสธสินเชื่อจากธนาคารและยอดยกเลิกจากลูกค้าสูงขึ้น 5) การก่อสร้างล่าช้าและการขาดแคลนแรงงาน และ 6) อัตราส่วนหนี้สินต่อทุนอยู่ระดับสูงกว่าค่าเฉลี่ยของกลุ่มอสังหาริมทรัพย์

Event calendar

Date	Event
May 2024	1Q24 results announcement

Key assumptions

	2024E	2025E	2026E
Project sales (THB m)	33,422	33,709	34,272
Rental and service income (THB m)	4,183	4,445	4,547
Property GPM (%)	33.0	33.2	33.2
GPM (%)	32.1	32.7	32.7
SG&A to sales (%)	18.9	19.3	19.4

Source: FSSIA estimates

Earnings sensitivity

- For every 5% increase in SIRI's transfers, we estimate 2024 net profit to rise by 4.1%, and vice versa, all else being equal.
- For every 0.5% increase in property GPM, we estimate 2024 net profit to rise by 2.9%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A to revenue, we estimate 2024 net profit to fall by 3.2%, and vice versa, all else being equal.

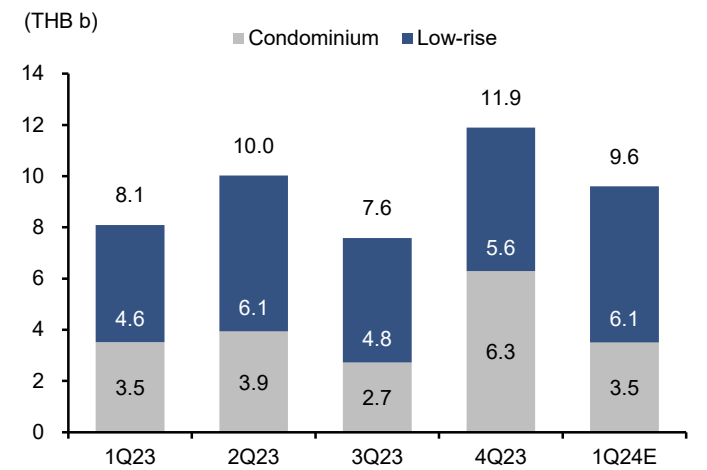
Source: FSSIA estimates

Exhibit 1: SIRI - 1Q24 results preview

	1Q23	2Q23	3Q23	4Q23	1Q24E	Change	
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Total revenue	7,648	9,185	9,332	10,801	9,927	(8.1)	29.8
Cost of sales	5,180	6,295	6,405	7,245	6,754	(6.8)	30.4
Gross profit	2,468	2,890	2,927	3,556	3,173	(10.8)	28.6
SG&A	1,379	1,731	1,385	2,247	1,764	(21.5)	27.9
Operating profit	1,088	1,158	1,542	1,309	1,409	7.6	29.5
Interest expense	120	116	114	143	150	5.2	24.5
Tax expense	410	301	379	430	452	5.3	10.3
Equity income from JV	73	66	160	91	33	(63.8)	(54.7)
Reported net profit	1,582	1,621	1,557	1,300	1,245	(4.2)	(21.3)
Core profit	959	1,219	1,550	1,143	1,085	(5.0)	13.2
Key ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)
Property gross margin	35.8	32.0	34.2	35.2	34.5	(0.7)	(1.3)
Gross margin	32.3	31.5	31.4	32.9	32.0	(1.0)	(0.3)
SG&A / Sales	18.0	18.9	14.8	20.8	17.8	(3.0)	(0.3)
Operating margin	14.2	12.6	16.5	12.1	14.2	2.1	(0.0)
Net margin	20.7	17.7	16.7	12.0	12.5	0.5	(8.1)
Normalised profit	12.5	13.3	16.6	10.6	10.9	0.4	(1.6)
Revenue breakdown	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Residential	6,754	8,007	8,250	9,818	9,000	(8.3)	33.3
Rental & Services	894	1,177	1,082	984	927	(5.7)	3.8
Gross margin by business	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)
Residential	35.8	32.0	34.2	35.2	34.5	(0.7)	(1.3)
Rental & Services	5.6	27.8	10.1	10.5	7.3	(3.1)	1.7

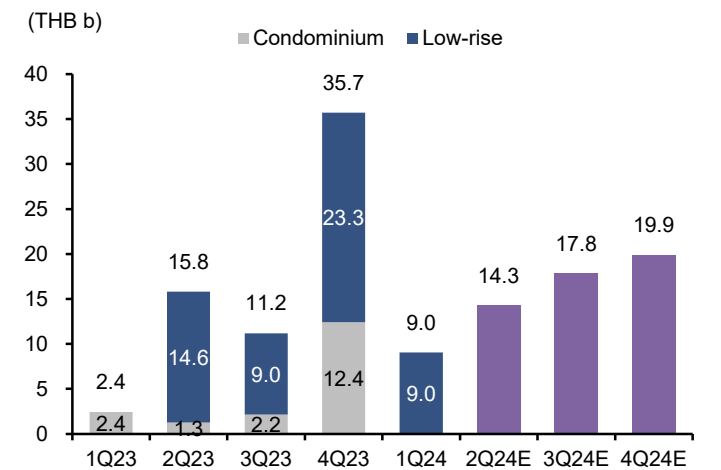
Sources: SIRI; FSSIA estimates

Exhibit 2: Quarterly presales



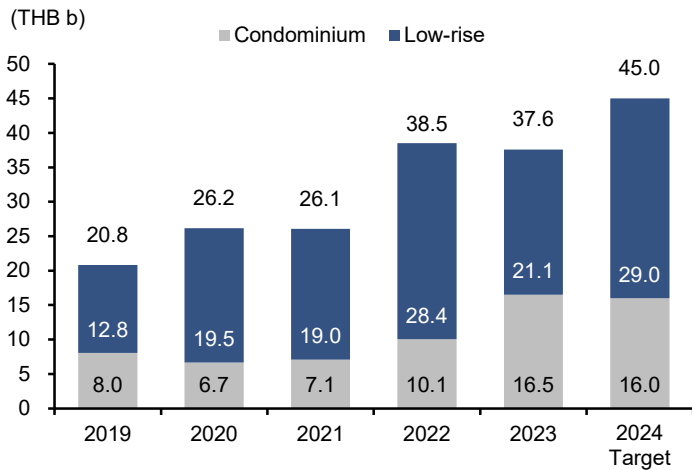
Sources: SIRI; FSSIA's compilation

Exhibit 3: Quarterly new launches



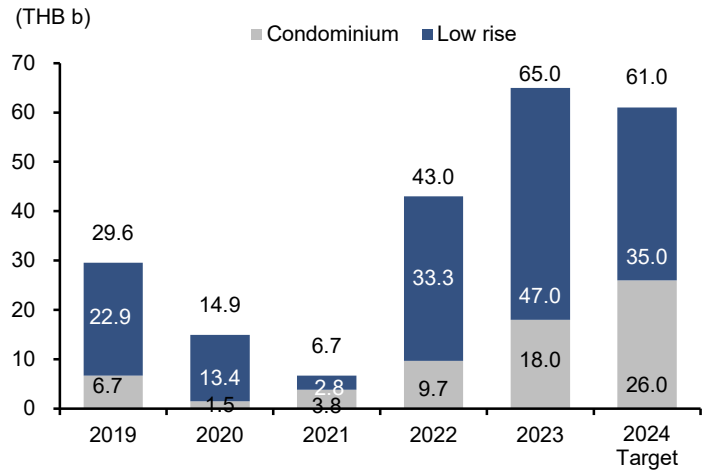
Sources: SIRI; FSSIA's compilation

Exhibit 4: Yearly presales



Sources: SIRI; FSSIA's compilation

Exhibit 5: Yearly new launches



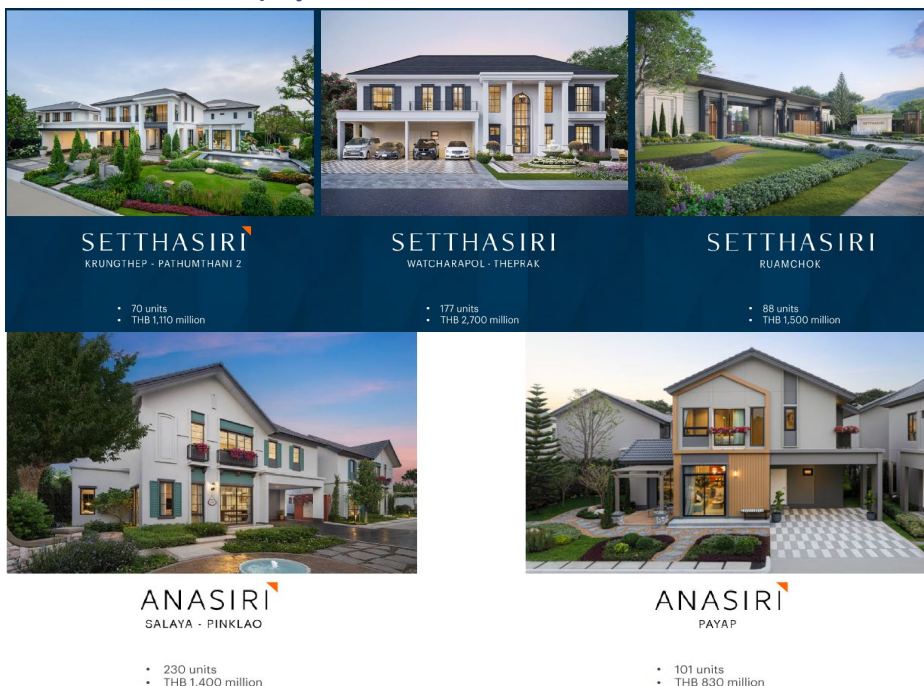
Sources: SIRI; FSSIA's compilation

Exhibit 6: 2024E new launches

	SDH & MIX	TH	Condo	No. of Project	Project Value (MB)
1Q	5	-	2	7	9,040
2Q	5	-	8	13	14,260
3Q	5	-	7	12	17,840
4Q	11	-	3	14	19,860
No. of Project	26	-	20	46	
Project Value (MB)	35,000	-	26,000		61,000
Proportion	57%	0%	43%	100%	

Source: SIRI

Exhibit 7: New low-rise projects in 1Q24



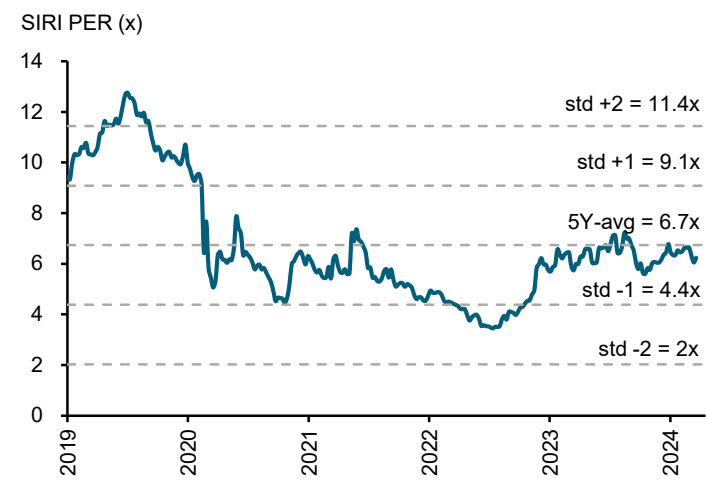
Source: SIRI

Exhibit 8: New condo project in 1Q24



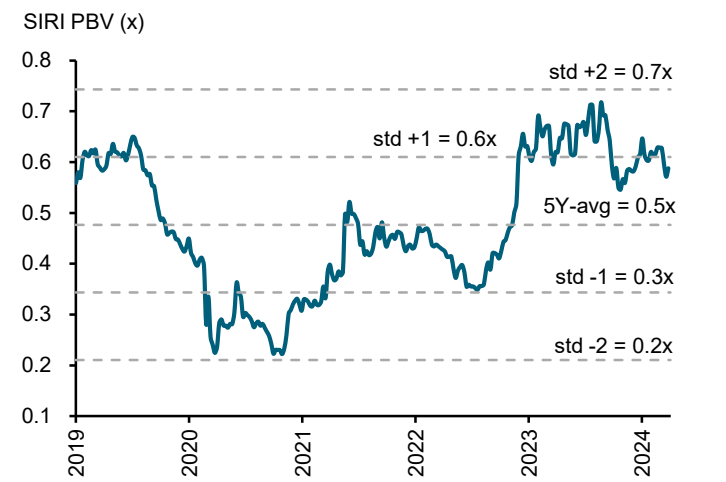
Source: SIRI

Exhibit 9: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 10: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Financial Statements

Sansiri

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	33,712	36,965	37,605	38,153	38,819
Cost of goods sold	(22,591)	(25,125)	(25,552)	(25,688)	(26,113)
Gross profit	11,122	11,841	12,053	12,466	12,707
Other operating income	-	-	-	-	-
Operating costs	(7,165)	(6,743)	(7,107)	(7,364)	(7,531)
Operating EBITDA	4,807	6,030	5,888	6,054	6,137
Depreciation	(850)	(932)	(942)	(952)	(962)
Goodwill amortisation	-	-	-	-	-
Operating EBIT	3,957	5,098	4,946	5,102	5,176
Net financing costs	(508)	(253)	(302)	(263)	(241)
Associates	473	404	410	233	68
Recurring non-operating income	1,505	1,331	1,160	1,003	838
Non-recurring items	240	1,190	0	0	0
Profit before tax	5,193	7,366	5,804	5,842	5,773
Tax	(1,087)	(1,521)	(1,203)	(1,251)	(1,272)
Profit after tax	4,107	5,846	4,601	4,591	4,501
Minority interests	173	215	100	100	100
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	4,280	6,060	4,701	4,691	4,601
Non-recurring items & goodwill (net)	(240)	(1,190)	0	0	0
Recurring net profit	4,040	4,870	4,701	4,691	4,601
Per share (THB)					
Recurring EPS *	0.27	0.30	0.27	0.27	0.27
Reported EPS	0.29	0.37	0.27	0.27	0.27
DPS	0.15	0.20	0.15	0.15	0.15
Diluted shares (used to calculate per share data)	14,923	16,486	17,138	17,138	17,138
Growth					
Revenue (%)	17.7	9.7	1.7	1.5	1.7
Operating EBITDA (%)	38.2	25.4	(2.4)	2.8	1.4
Operating EBIT (%)	48.7	28.8	(3.0)	3.2	1.4
Recurring EPS (%)	99.7	9.1	(7.1)	(0.2)	(1.9)
Reported EPS (%)	111.6	28.2	(25.4)	(0.2)	(1.9)
Operating performance					
Gross margin inc. depreciation (%)	33.0	32.0	32.1	32.7	32.7
Gross margin exc. depreciation (%)	35.5	34.6	34.6	35.2	35.2
Operating EBITDA margin (%)	14.3	16.3	15.7	15.9	15.8
Operating EBIT margin (%)	11.7	13.8	13.2	13.4	13.3
Net margin (%)	12.0	13.2	12.5	12.3	11.9
Effective tax rate (%)	20.9	20.6	20.7	21.4	22.0
Dividend payout on recurring profit (%)	55.4	67.7	53.0	54.0	54.4
Interest cover (X)	10.8	25.4	20.2	23.2	25.0
Inventory days	1,183.6	1,402.3	1,461.5	1,430.3	1,415.4
Debtor days	12.8	9.9	13.9	17.8	17.7
Creditor days	19.5	22.3	24.1	22.7	22.6
Operating ROIC (%)	4.0	4.1	3.7	3.9	(1.0)
ROIC (%)	3.9	4.2	3.8	3.8	(0.9)
ROE (%)	9.9	11.0	9.9	9.3	8.7
ROA (%)	3.5	3.6	3.4	3.4	3.1
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Project sales	30,716	32,829	33,422	33,709	34,272
Business management	1,679	2,413	2,400	2,520	2,570
Hotel management	548	574	633	665	681
Others	769	1,149	1,150	1,260	1,296

Sources: Sansiri; FSSIA estimates

Financial Statements

Sansiri

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	4,040	4,870	4,701	4,691	4,601
Depreciation	850	932	942	952	962
Associates & minorities	-	-	-	-	-
Other non-cash items	(173)	(215)	(100)	(100)	(100)
Change in working capital	(28,335)	(11,977)	1,940	306	(1,308)
Cash flow from operations	(23,618)	(6,390)	7,484	5,849	4,154
Capex - maintenance	-	(7,208)	-	(1,052)	(1,019)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	19,685	-	2,650	-	-
Cash flow from investing	19,685	(7,208)	2,650	(1,052)	(1,019)
Dividends paid	(1,528)	(2,499)	(2,057)	(2,240)	(2,197)
Equity finance	562	997	697	0	0
Debt finance	5,378	15,251	(9,331)	(2,083)	(861)
Other financing cash flows	-	-	-	-	-
Cash flow from financing	4,411	13,749	(10,691)	(4,323)	(3,058)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	479	150	(557)	474	77
Free cash flow to firm (FCFF)	(3,195.32)	(13,105.13)	10,685.42	5,320.30	3,636.27
Free cash flow to equity (FCFE)	1,445.18	1,652.48	802.73	2,714.49	2,274.38

Per share (THB)

FCFF per share	(0.21)	(0.85)	0.69	0.35	0.24
FCFE per share	0.09	0.11	0.05	0.18	0.15
Recurring cash flow per share	0.32	0.34	0.32	0.32	0.32

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	11,706	11,680	13,023	13,522	14,009
Less: Accumulated depreciation	(2,806)	(3,098)	(3,416)	(3,866)	(4,346)
Tangible fixed assets (net)	8,899	8,582	9,607	9,656	9,662
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	18,609	21,552	20,603	20,653	20,704
Cash & equivalents	2,660	2,810	2,253	2,727	2,805
A/C receivable	983	1,030	1,843	1,870	1,902
Inventories	85,859	100,042	97,041	96,827	98,241
Other current assets	7,753	6,527	6,769	6,868	6,987
Current assets	97,254	110,409	107,906	108,291	109,935
Other assets	2,672	3,093	2,858	2,900	2,950
Total assets	127,435	143,636	140,974	141,501	143,252
Common equity	42,433	45,949	49,291	51,742	54,146
Minorities etc.	1,608	1,459	1,459	1,459	1,459
Total shareholders' equity	44,041	47,408	50,750	53,201	55,605
Long term debt	39,922	52,272	46,994	45,673	44,984
Other long-term liabilities	1,173	2,219	1,692	1,717	1,747
Long-term liabilities	41,095	54,491	48,687	47,390	46,731
A/C payable	1,235	1,716	1,533	1,541	1,567
Short term debt	32,507	35,408	31,355	30,593	30,421
Other current liabilities	8,574	8,281	8,649	8,775	8,928
Current liabilities	42,316	45,404	41,537	40,910	40,916
Total liabilities and shareholders' equity	127,451	147,303	140,974	141,501	143,252
Net working capital	84,785	97,603	95,471	95,248	96,635
Invested capital	114,966	130,829	128,539	128,457	129,952

* Includes convertibles and preferred stock which is being treated as debt

Per share (THB)

Book value per share	2.84	2.79	2.88	3.02	3.16
Tangible book value per share	2.84	2.79	2.88	3.02	3.16

Financial strength

Net debt/equity (%)	158.4	179.0	149.9	138.2	130.6
Net debt/total assets (%)	54.7	59.1	54.0	52.0	50.7
Current ratio (x)	2.3	2.4	2.6	2.6	2.7
CF interest cover (x)	3.8	7.5	3.7	11.3	10.4

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	6.1	5.6	6.0	6.0	6.1
Recurring P/E @ target price (x) *	7.0	6.4	6.9	6.9	7.1
Reported P/E (x)	5.8	4.5	6.0	6.0	6.1
Dividend yield (%)	9.1	12.1	8.8	9.0	8.9
Price/book (x)	0.6	0.6	0.6	0.5	0.5
Price/tangible book (x)	0.6	0.6	0.6	0.5	0.5
EV/EBITDA (x) **	20.0	18.8	18.0	17.1	16.7
EV/EBITDA @ target price (x) **	20.7	19.5	18.7	17.8	17.4
EV/invested capital (x)	0.8	0.9	0.8	0.8	0.8

* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income

Sources: Sansiri; FSSIA estimates

Sansiri PCL (SIRI TB)

FSSIA ESG rating

★★★★

66.14 /100

Exhibit 11: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
★★	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

Exhibit 12: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
AP	53.36	--	Y	Y	5.00	5.00	Certified	Low	43.30	--	--	16.91	24.00	1.89	34.26
ASW	27.00	--	Y	Y	5.00	4.00	Declared	--	--	--	--	--	--	--	--
BRI	16.00	--	--	--	4.00	4.00	Declared	--	--	--	--	--	--	--	--
NOBLE	30.88	--	Y	Y	5.00	5.00	Certified	--	--	--	--	--	7.00	--	--
ORI	53.22	--	Y	Y	5.00	5.00	Certified	Medium	41.33	--	--	48.60	--	3.82	52.01
SC	60.14	--	Y	Y	5.00	4.00	Certified	Low	45.20	--	--	70.85	25.00	2.34	42.60
SIRI	66.14	--	Y	Y	5.00	5.00	Certified	Low	43.82	A	--	57.85	23.00	3.00	61.14
SPALI	59.80	--	Y	Y	5.00	5.00	Certified	Low	52.93	BB	--	36.30	24.00	2.19	42.36

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 13: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	3.04	3.28	3.31	3.28	3.37	3.23	3.42	3.00
BESG environmental pillar score	1.76	1.87	1.95	1.91	2.06	1.94	2.30	2.15
BESG social pillar score	6.58	6.80	7.10	7.25	7.24	6.12	6.08	3.50
BESG governance pillar score	3.97	4.41	4.29	4.24	4.21	4.35	4.26	4.10
ESG disclosure score	35.72	44.65	55.79	56.84	58.06	57.67	56.28	61.14
Environmental disclosure score	20.66	24.34	40.29	43.43	47.12	45.94	45.94	50.26
Social disclosure score	28.39	28.39	45.89	45.89	45.89	45.89	41.72	45.71
Governance disclosure score	58.04	81.10	81.10	81.10	81.10	81.10	81.10	87.36
Environmental								
Emissions reduction initiatives	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Climate change policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	No	No	No	No	No	No	Yes
GHG scope 1	1	1	1	2	1	1	0	1
GHG scope 2 location-based	1	1	1	4	3	4	4	7
GHG Scope 3	—	—	—	2	1	28	22	2,788
Carbon per unit of production	—	—	—	—	—	—	—	0
Biodiversity policy	No	No	No	No	No	No	No	Yes
Energy efficiency policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	1	1	1	6	6	8	8	15
Renewable energy use	—	—	—	1	1	1	1	1
Electricity used	—	1	1	5	5	8	7	14
Fuel used - natural gas	—	—	—	—	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 14: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No	No	No	No	No
Waste reduction policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Hazardous waste	—	—	—	—	—	0	1	0
Total waste	—	2	2	2	3	0	2	1
Waste recycled	—	—	—	—	0	0	0	0
Waste sent to landfills	—	—	—	—	—	0	1	1
Environmental supply chain management	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Water policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	—	—	—	—	—	—	112	327
Social								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Quality assurance and recall policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Consumer data protection policy	No	No	No	No	No	No	No	Yes
Equal opportunity policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No	No	No	No	No
Pct women in workforce	49	49	46	46	45	42	41	42
Pct disabled in workforce	—	—	—	—	—	—	—	—
Business ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Health and safety policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	—	—	—	—	—	—	—
Total recordable incident rate - employees	—	—	—	—	1	1	1	0
Training policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	No
Number of employees – CSR	3,318	3,448	3,744	4,155	4,246	3,966	4,163	4,454
Employee turnover pct	20	20	19	23	22	31	28	34
Total hours spent by firm - employee training	46,983	58,444	100,189	74,208	76,683	44,499	44,627	51,995
Social supply chain management	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Governance								
Board size	10	10	10	12	11	12	12	12
No. of independent directors (ID)	5	5	5	5	4	5	5	5
No. of women on board	0	0	0	0	0	0	0	0
No. of non-executive directors on board	7	7	7	7	6	7	8	7
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	12	10	12	12	15	13	11	10
Board meeting attendance pct	89	93	93	89	92	95	95	98
Board duration (years)	3	3	3	3	3	3	3	3
Director share ownership guidelines	No	No	No	No	No	No	No	No
Age of the youngest director	46	47	48	49	51	52	53	54
Age of the oldest director	81	81	82	83	63	64	65	66
No. of executives / company managers	21	22	20	13	16	14	12	13
No. of female executives	6	6	4	1	1	3	2	0
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	3	3	3	3	4	4	4
No. of ID on audit committee	3	3	3	3	3	4	4	4
Audit committee meetings	—	5	5	4	4	5	5	6
Audit meeting attendance %	—	93	100	100	100	100	85	100
Size of compensation committee	3	3	3	3	3	4	4	4
No. of ID on compensation committee	3	3	3	3	3	3	3	3
No. of compensation committee meetings	—	4	2	2	3	4	2	2
Compensation meeting attendance %	—	100	100	100	100	100	100	100
Size of nomination committee	—	3	3	3	3	4	4	4
No. of nomination committee meetings	—	4	2	2	3	4	2	2
Nomination meeting attendance %	—	100	100	100	100	100	100	100
Sustainability governance								
Verification type	No	No	No	No	No	No	No	No

Sources: Bloomberg; FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating																			
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																			
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for THSI inclusion , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. SETTHSI Index is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																			
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																			
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																			
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																			
Morningstar Sustainalytics	The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+									
NEGL	Low	Medium	High	Severe																	
0-10	10-20	20-30	30-40	40+																	
ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																			
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <tr> <td>AAA</td> <td>8.571-10.000</td> <td rowspan="3">Leader:</td> <td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td>AA</td> <td>7.143-8.570</td> </tr> <tr> <td>A</td> <td>5.714-7.142</td> </tr> <tr> <td>BBB</td> <td>4.286-5.713</td> <td rowspan="3">Average:</td> <td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td>BB</td> <td>2.857-4.285</td> </tr> <tr> <td>B</td> <td>1.429-2.856</td> </tr> <tr> <td>CCC</td> <td>0.000-1.428</td> <td>Laggard:</td> <td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																				
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																				
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																				
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																			
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																			

Rating regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) **"CG Score"**; 2) **"AGM Level"**; 3) **"Thai CAC"**; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

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Thanyatorn Songwutti FSS International Investment Advisory Securities Co., Ltd

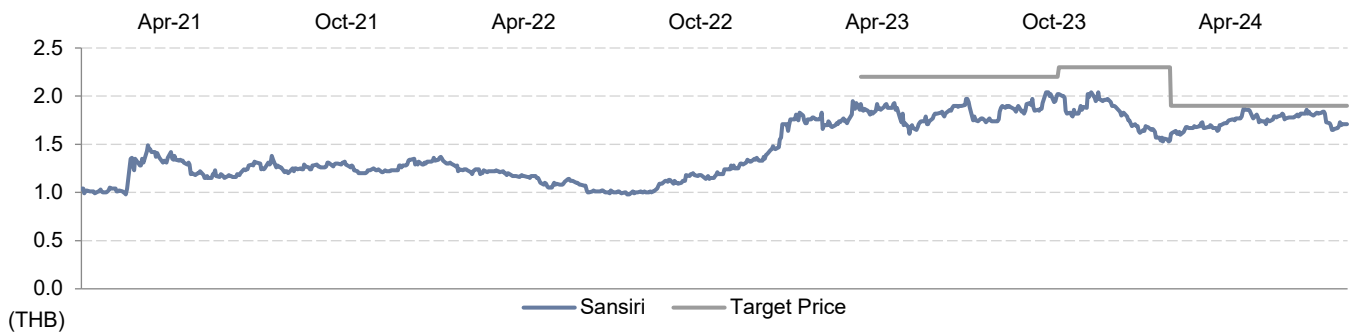
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History of change in investment rating and/or target price

Sansiri (SIRI TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
06-Feb-2023	BUY	2.20	01-Nov-2023	BUY	1.90	-	-	-
27-Jul-2023	BUY	2.30	11-Jan-2024	HOLD	1.90			

Thanyatorn Songwutti started covering this stock from 06-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Sansiri	SIRI TB	THB 1.65	BUY	Downside risks to our P/E-based TP include 1) lower-than-expected take-up rates of new launches; 2) a slowdown in the economy and purchasing power, 3) fierce competition, 4) a higher loan rejection rate and customer cancellation, 5) a construction delay and labor shortages, and 6) a higher D/E ratio than property peers.

Source: FSSIA estimates

Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 02-Apr-2024 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as $(\text{target price}^* - \text{current price}) / \text{current price}$.

BUY (B). The upside is 10% or more.

HOLD (H). The upside or downside is less than 10%.

REDUCE (R). The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

Industry Recommendations

Overweight. The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

Neutral. The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

Underweight. The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

Country (Strategy) Recommendations

Overweight (O). Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Neutral (N). Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Underweight (U). Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.