

Thailand Real Estate

Transfer of coverage

- Owing to a change in our FSSIA research team, we are transferring the following Thailand real estate companies under coverage: AP and LPN.
- As of the date of this report, Suwat Sinsadok will cover the above-mentioned companies.
- Recommendations and ratings are illustrated in the exhibit below.

Companies mentioned

Company name	BBG code	Call	Price (THB)	Target (THB)	Valuations and risks
AP (Thailand)	AP TB	BUY	11.50	13.00	Downside risks to our P/E-based TP are declining profitability from rising cost pressure in tandem with weakening pricing power and increased competition, such that it hurts take-up rates. This is especially true for condominium projects which typically have more units than low-rise projects.
LPN Development	LPN TB	HOLD	4.76	4.60	Upside risks to our P/E-based TP are revivals in new launches and better-than-expected take-up rates of new launches. Downside risks to our call are lower profitability from inventory clearance and delays in new launches.

Prices and TPs are in Thai Baht, as of 20 April 2022
 Source: FSSIA estimates



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Financial Statements

AP (Thailand)

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Revenue	29,888	31,794	37,450	39,503	40,834
Cost of goods sold	(20,189)	(21,204)	(25,102)	(26,472)	(27,354)
Gross profit	9,699	10,590	12,348	13,032	13,480
Other operating income	0	0	0	0	0
Operating costs	(6,160)	(5,828)	(7,477)	(7,927)	(8,112)
Operating EBITDA	3,540	4,763	4,871	5,105	5,367
Depreciation	(269)	(279)	(152)	(168)	(185)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	3,270	4,484	4,720	4,936	5,182
Net financing costs	(361)	(248)	(253)	(261)	(240)
Associates	1,948	999	1,100	1,071	1,037
Recurring non-operating income	2,006	1,175	1,308	1,290	1,264
Non-recurring items	0	0	0	0	0
Profit before tax	4,915	5,411	5,774	5,965	6,206
Tax	(690)	(869)	(921)	(964)	(1,018)
Profit after tax	4,225	4,542	4,853	5,001	5,187
Minority interests	1	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	4,227	4,542	4,853	5,001	5,187
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	4,227	4,542	4,853	5,001	5,187
Per share (THB)					
Recurring EPS *	1.34	1.44	1.54	1.59	1.65
Reported EPS	1.34	1.44	1.54	1.59	1.65
DPS	0.45	0.50	0.53	0.55	0.57
Diluted shares (used to calculate per share data)	3,146	3,146	3,146	3,146	3,146
Growth					
Revenue (%)	25.6	6.4	17.8	5.5	3.4
Operating EBITDA (%)	24.2	34.6	2.3	4.8	5.1
Operating EBIT (%)	19.7	37.1	5.3	4.6	5.0
Recurring EPS (%)	41.3	7.5	6.9	3.0	3.7
Reported EPS (%)	37.8	7.5	6.9	3.0	3.7
Operating performance					
Gross margin inc. depreciation (%)	31.6	32.4	32.6	32.6	32.6
Gross margin of key business (%)	30.1	31.1	31.2	31.2	31.2
Operating EBITDA margin (%)	11.8	15.0	13.0	12.9	13.1
Operating EBIT margin (%)	10.9	14.1	12.6	12.5	12.7
Net margin (%)	14.1	14.3	13.0	12.7	12.7
Effective tax rate (%)	23.2	19.7	19.7	19.7	19.7
Dividend payout on recurring profit (%)	33.5	34.6	34.6	34.6	34.6
Interest cover (X)	14.6	22.8	23.8	23.8	26.8
Inventory days	866.5	804.9	744.4	774.2	772.4
Debtor days	1.5	1.1	1.3	1.3	1.3
Creditor days	32.3	36.8	38.7	40.8	41.2
Operating ROIC (%)	5.6	8.5	8.2	7.8	7.9
ROIC (%)	7.8	8.9	8.7	8.3	8.3
ROE (%)	15.2	14.7	14.2	13.3	12.6
ROA (%)	7.7	8.0	7.9	7.6	7.6

* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2020	2021	2022E	2023E	2024E
Sales	28,949	30,879	36,306	38,302	39,597
Service income	939	915	1,144	1,201	1,237

Sources: AP (Thailand); FSSIA estimates

Financial Statements

AP (Thailand)

Cash Flow (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Recurring net profit	4,227	4,542	4,853	5,001	5,187
Depreciation	269	279	152	168	185
Associates & minorities	0	0	0	0	0
Other non-cash items	(207)	(143)	(132)	(154)	(150)
Change in working capital	4,903	(1,080)	(6,703)	(2,064)	(954)
Cash flow from operations	9,192	3,597	(1,830)	2,952	4,268
Capex - maintenance	(174)	(188)	(188)	(188)	(188)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	(1,574)	(736)	(379)	(169)	(128)
Other investments (net)	213	167	168	172	158
Cash flow from investing	(1,536)	(757)	(399)	(186)	(157)
Dividends paid	(1,416)	(1,573)	(1,681)	(1,732)	(1,796)
Equity finance	157	191	191	191	191
Debt finance	(4,228)	(2,129)	2,319	(1,192)	(2,471)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(5,487)	(3,510)	829	(2,733)	(4,076)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	2,170	(670)	(1,400)	34	35
Free cash flow to firm (FCFF)	8,023.30	3,095.17	(1,972.91)	3,029.08	4,352.47
Free cash flow to equity (FCFE)	3,427.81	711.53	89.74	1,574.09	1,640.25

Per share (THB)

FCFF per share	2.55	0.98	(0.63)	0.96	1.38
FCFE per share	1.09	0.23	0.03	0.50	0.52
Recurring cash flow per share	1.36	1.49	1.55	1.59	1.66

Balance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Tangible fixed assets (gross)	986	1,032	1,220	1,408	1,596
Less: Accumulated depreciation	(502)	(588)	(690)	(808)	(943)
Tangible fixed assets (net)	484	443	530	600	653
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	6,462	6,644	6,644	6,644	6,644
Cash & equivalents	2,740	2,070	670	704	739
A/C receivable	80	118	139	147	152
Inventories	46,140	47,379	55,002	57,293	58,472
Other current assets	938	1,386	1,632	1,722	1,780
Current assets	49,897	50,953	57,443	59,865	61,142
Other assets	1,881	2,369	2,790	2,943	3,042
Total assets	58,724	60,409	67,408	70,052	71,481
Common equity	29,281	32,442	35,805	39,266	42,848
Minorities etc.	(18)	(18)	(18)	(18)	(18)
Total shareholders' equity	29,263	32,423	35,787	39,248	42,830
Long term debt	15,666	15,024	17,323	16,447	14,631
Other long-term liabilities	538	523	616	649	671
Long-term liabilities	16,204	15,546	17,939	17,096	15,302
A/C payable	1,824	2,449	2,879	3,037	3,140
Short term debt	7,713	6,227	6,246	5,930	5,275
Other current liabilities	3,719	3,763	4,557	4,741	4,935
Current liabilities	13,256	12,439	13,682	13,708	13,350
Total liabilities and shareholders' equity	58,724	60,409	67,408	70,052	71,481
Net working capital	41,614	42,670	49,337	51,383	52,329
Invested capital	50,441	52,127	59,302	61,570	62,668

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

Per share (THB)

Book value per share	9.31	10.31	11.38	12.48	13.62
Tangible book value per share	9.31	10.31	11.38	12.48	13.62

Financial strength

Net debt/equity (%)	70.5	59.2	64.0	55.2	44.8
Net debt/total assets (%)	35.1	31.8	34.0	30.9	26.8
Current ratio (x)	3.8	4.1	4.2	4.4	4.6
CF interest cover (x)	10.5	3.9	1.4	7.0	7.8

Valuation	2020	2021	2022E	2023E	2024E
Recurring P/E (x) *	8.6	8.0	7.5	7.2	7.0
Recurring P/E @ target price (x) *	9.7	9.0	8.4	8.2	7.9
Reported P/E (x)	8.6	8.0	7.5	7.2	7.0
Dividend yield (%)	3.9	4.3	4.6	4.8	5.0
Price/book (x)	1.2	1.1	1.0	0.9	0.8
Price/tangible book (x)	1.2	1.1	1.0	0.9	0.8
EV/EBITDA (x) **	16.0	11.6	12.1	11.3	10.3
EV/EBITDA @ target price (x) **	17.4	12.6	13.1	12.3	11.2
EV/invested capital (x)	1.1	1.1	1.0	0.9	0.9

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

Sources: AP (Thailand); FSSIA estimates

Financial Statements

LPN Development

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Revenue	7,363	5,570	8,072	8,330	8,598
Cost of goods sold	(5,065)	(3,852)	(5,578)	(5,700)	(5,800)
Gross profit	2,298	1,718	2,494	2,630	2,798
Other operating income	0	0	0	0	0
Operating costs	(1,259)	(1,059)	(1,316)	(1,358)	(1,401)
Operating EBITDA	1,039	658	1,178	1,272	1,396
Depreciation	(93)	(107)	(111)	(131)	(150)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	946	551	1,067	1,142	1,246
Net financing costs	(89)	(179)	(194)	(226)	(232)
Associates	(8)	(5)	(5)	(5)	(5)
Recurring non-operating income	78	13	20	21	22
Non-recurring items	0	0	0	0	0
Profit before tax	935	385	893	937	1,036
Tax	(217)	(83)	(191)	(200)	(221)
Profit after tax	718	302	703	737	815
Minority interests	(1)	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	716	302	703	737	815
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	716	302	703	737	815
Per share (THB)					
Recurring EPS *	0.49	0.20	0.48	0.50	0.55
Reported EPS	0.49	0.20	0.48	0.50	0.55
DPS	1.40	1.40	0.33	0.35	0.39
Diluted shares (used to calculate per share data)	1,476	1,476	1,476	1,476	1,476
Growth					
Revenue (%)	(26.0)	(24.4)	44.9	3.2	3.2
Operating EBITDA (%)	(34.6)	(36.6)	78.9	8.0	9.8
Operating EBIT (%)	(37.2)	(41.7)	93.6	7.0	9.1
Recurring EPS (%)	(43.0)	(57.8)	132.4	4.8	10.6
Reported EPS (%)	(43.0)	(57.8)	132.4	4.8	10.6
Operating performance					
Gross margin inc. depreciation (%)	29.9	28.9	29.5	30.0	30.8
Gross margin of key business (%)	28.6	23.4	25.0	25.4	25.4
Operating EBITDA margin (%)	14.1	11.8	14.6	15.3	16.2
Operating EBIT margin (%)	12.8	9.9	13.2	13.7	14.5
Net margin (%)	9.7	5.4	8.7	8.8	9.5
Effective tax rate (%)	23.1	21.2	21.2	21.2	21.2
Dividend payout on recurring profit (%)	288.4	683.3	70.0	70.0	70.0
Interest cover (X)	11.5	3.2	5.6	5.1	5.5
Inventory days	1,304.7	1,659.6	1,247.4	1,313.6	1,320.2
Debtor days	16.9	36.2	41.4	48.3	48.3
Creditor days	112.1	115.4	93.3	109.0	109.5
Operating ROIC (%)	4.2	2.5	4.4	4.4	4.7
ROIC (%)	3.7	2.0	3.5	3.4	3.6
ROE (%)	5.7	2.6	6.1	6.3	6.8
ROA (%)	3.3	1.9	3.3	3.2	3.4

* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2020	2021	2022E	2023E	2024E
Sales	6,001	4,044	6,500	6,711	6,930
Rental and service fees	225	273	281	289	298
Management business	1,136	1,253	1,291	1,330	1,369

Sources: LPN Development; FSSIA estimates

Financial Statements

LPN Development

Cash Flow (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Recurring net profit	716	302	703	737	815
Depreciation	93	107	111	131	150
Associates & minorities	(25)	0	0	0	0
Other non-cash items	(286)	(239)	(321)	(373)	(382)
Change in working capital	1,182	(1,354)	(2,263)	(529)	(423)
Cash flow from operations	1,680	(1,183)	(1,770)	(34)	159
Capex - maintenance	(98)	(96)	(100)	(100)	(100)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	(556)	446	(1,159)	(120)	(124)
Other investments (net)	288	239	321	373	383
Cash flow from investing	(367)	589	(938)	153	158
Dividends paid	(2,066)	(2,066)	(492)	(516)	(570)
Equity finance	36	1,339	0	0	0
Debt finance	1,132	740	3,165	412	269
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(898)	13	2,673	(104)	(302)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	415	(582)	(35)	15	16
Free cash flow to firm (FCFF)	1,410.57	(405.40)	(2,508.31)	350.71	555.38
Free cash flow to equity (FCFE)	2,445.28	145.30	456.89	530.65	586.17

Per share (THB)					
FCFF per share	0.96	(0.27)	(1.70)	0.24	0.38
FCFE per share	1.66	0.10	0.31	0.36	0.40
Recurring cash flow per share	0.34	0.12	0.33	0.34	0.39

Balance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Tangible fixed assets (gross)	496	513	613	713	813
Less: Accumulated depreciation	(205)	(233)	(343)	(474)	(624)
Tangible fixed assets (net)	291	280	269	239	189
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	61	56	56	56	56
Cash & equivalents	917	335	300	315	331
A/C receivable	357	748	1,085	1,119	1,155
Inventories	17,166	17,866	20,262	20,765	21,192
Other current assets	125	202	293	302	312
Current assets	18,564	19,151	21,939	22,502	22,990
Other assets	4,703	4,289	6,216	6,415	6,621
Total assets	23,619	23,777	28,480	29,211	29,855
Common equity	11,822	11,397	11,608	11,829	12,073
Minorities etc.	0	0	0	0	0
Total shareholders' equity	11,822	11,397	11,608	11,829	12,074
Long term debt	2,168	2,391	3,188	3,292	3,359
Other long-term liabilities	1,682	1,710	2,477	2,557	2,639
Long-term liabilities	3,850	4,101	5,666	5,848	5,998
A/C payable	1,267	1,170	1,681	1,722	1,758
Short term debt	6,588	7,105	9,472	9,780	9,981
Other current liabilities	92	4	54	31	45
Current liabilities	7,947	8,279	11,207	11,534	11,783
Total liabilities and shareholders' equity	23,619	23,777	28,480	29,211	29,855
Net working capital	16,289	17,642	19,905	20,434	20,857
Invested capital	21,343	22,268	26,446	27,143	27,722

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

Per share (THB)					
Book value per share	8.01	7.72	7.87	8.02	8.18
Tangible book value per share	8.01	7.72	7.87	8.02	8.18

Financial strength					
Net debt/equity (%)	66.3	80.4	106.5	107.8	107.8
Net debt/total assets (%)	33.2	38.5	43.4	43.7	43.6
Current ratio (x)	2.3	2.3	2.0	2.0	2.0
CF interest cover (x)	28.6	1.8	3.4	3.3	3.5

Valuation	2020	2021	2022E	2023E	2024E
Recurring P/E (x) *	9.8	23.2	10.0	9.5	8.6
Recurring P/E @ target price (x) *	9.5	22.5	9.7	9.2	8.3
Reported P/E (x)	9.8	23.2	10.0	9.5	8.6
Dividend yield (%)	29.4	29.4	7.0	7.3	8.1
Price/book (x)	0.6	0.6	0.6	0.6	0.6
Price/tangible book (x)	0.6	0.6	0.6	0.6	0.6
EV/EBITDA (x) **	14.3	24.6	16.5	15.5	14.3
EV/EBITDA @ target price (x) **	14.1	24.2	16.3	15.4	14.2
EV/invested capital (x)	0.7	0.7	0.7	0.7	0.7

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

Sources: LPN Development; FSSIA estimates

Corporate Governance report of Thai listed companies 2020

EXCELLENT LEVEL										
AAV	ADVANC	AF	AIRA	AKP	AKR	ALT	AMA	AMATA	AMATAV	ANAN
AOT	AP	ARIP	ARROW	ASP	BAFS	BANPU	BAY	BCP	BCPG	BDMS
BEC	BEM	BGRIM	BIZ	BKI	BLA	BOL	BPP	BRR	BTS	BWG
CENTEL	CFRESH	CHEWA	CHO	CIMBT	CK	CKP	CM	CNT	COL	COMAN
COTTO	CPALL	CPF	CPI	CPN	CSS	DELTA	DEMCO	DRT	DTAC	DTC
DV8	EA	EASTW	ECF	ECL	EGCO	EPG	ETE	FNS	FPI	FPT
FSMART	GBX	GC	GCAP	GEL	GFPT	GGC	GPSC	GRAMMY	GUNKUL	HANA
HARN	HMPRO	ICC	ICHI	III	ILINK	INTUCH	IRPC	IVL	JKN	JSP
JWD	K	KBANK	KCE	KKP	KSL	KTB	KTC	LANNA	LH	LHFG
LIT	LPN	MAKRO	MALEE	MBK	MBKET	MC	MCOT	METCO	MFEC	MINT
MONO	MOONG	MSC	MTC	NCH	NCL	NEP	NKI	NOBLE	NSI	NVD
NYT	OISHI	ORI	OTO	PAP	PCSGH	PDJ	PG	PHOL	PLANB	PLANET
PLAT	PORT	PPS	PR9	PREB	PRG	PRM	PSH	PSL	PTG	PTT
PTTEP	PTTGC	PYLON	Q-CON	QH	QTC	RATCH	RS	S	S & J	SAAM
SABINA	SAMART	SAMTEL	SAT	SC	SCB	SCC	SCCC	SCG	SCN	SDC
SEAFCO	SEOIL	SE-ED	SELIC	SENA	SIRI	SIS	SITHAI	SMK	SMPC	SNC
SONIC	SORKON	SPALI	SPI	SPRC	SPVI	SSSC	SST	STA	SUSCO	SUTHA
SVI	SYMC	SYNTEC	TACC	TASCO	TCAP	TFMAMA	THANA	THANI	THCOM	THG
THIP	THRE	THREL	TIP	TIPCO	TISCO	TK	TKT	TTB	TMILL	TNDT
TNL	TOA	TOP	TPBI	TQM	TRC	TSC	TSR	TSTE	TSTH	TTA
TTCL	TTW	TU	TVD	TVI	TVO	TWPC	U	UAC	UBIS	UV
VGI	VIH	WACOAL	WAVE	WHA	WHAUP	WICE	WINNER	TRUE		

VERY GOOD LEVEL										
2S	ABM	ACE	ACG	ADB	AEC	AEONTS	AGE	AH	AHC	AIT
ALLA	AMANAHA	AMARIN	APCO	APCS	APURE	AQUA	ASAP	ASEFA	ASIA	ASIAN
ASIMAR	ASK	ASN	ATP30	AUCT	AWC	AYUD	B	BA	BAM	BBL
BFIT	BGC	BJC	BJCHI	BROOK	BTW	CBG	CEN	CGH	CHARAN	CHAYO
CHG	CHOTI	CHOW	CI	CIG	CMC	COLOR	COM7	CPL	CRC	CRD
CSC	CSP	CWT	DCC	DCON	DDD	DOD	DOHOME	EASON	EE	ERW
ESTAR	FE	FLOYD	FN	FORTH	FSS	FTE	FVC	GENCO	GJS	GL
GLAND	GLOBAL	GLOCON	GPI	GULF	GYT	HPT	HTC	ICN	IFS	ILM
IMH	INET	INSURE	IRC	IRCP	IT	ITD	ITEL	J	JAS	JCK
JCKH	JMART	JMT	KBS	KCAR	KGI	KIAT	KOOL	KTIS	KWC	KWM
L&E	LALIN	LDC	LHK	LOXLEY	LPH	LRH	LST	M	MACO	MAJOR
MBAX	MEGA	META	MFC	MGT	MILL	MITSI	MK	MODERN	MTI	MVP
NETBAY	NEX	NINE	NTV	NWR	OCC	OGC	OSP	PATO	PB	PDG
PDI	PICO	PIMO	PJW	PL	PM	PPP	PRIN	PRINC	PSTC	PT
QLT	RCL	RICHY	RML	RPC	RWI	S11	SALEE	SAMCO	SANKO	SAPPE
SAWAD	SCI	SCP	SE	SEG	SFP	SGF	SHR	SIAM	SINGER	SKE
SKR	SKY	SMIT	SMT	SNP	SPA	SPC	SPCG	SR	SRICHA	SSC
SSF	STANLY	STI	STPI	SUC	SUN	SYNEX	T	TAE	TAKUNI	TBSP
TCC	TCMC	TEAM	TEAMG	TFG	TIGER	TITLE	TKN	TKS	TM	TMC
TMD	TMI	TMT	TNITY	TNP	TNR	TOG	TPA	TPAC	TPCORP	TPOLY
TPS	TRITN	TRT	TRU	TSE	TVT	TWP	UEC	UMI	UOBKH	UP
UPF	UPOIC	UT	UTP	UWC	VL	VNT	VPO	WIJK	WP	XO
YUASA	ZEN	ZIGA	ZMICO							

GOOD LEVEL										
7UP	A	ABICO	AJ	ALL	ALUCON	AMC	APP	ARIN	AS	AU
B52	BC	BCH	BEAUTY	BGT	BH	BIG	BKD	BLAND	BM	BR
BROCK	BSBM	BSM	BTNC	CAZ	CCP	CGD	CITY	CMAN	CMO	CMR
CPT	CPW	CRANE	CSR	D	EKH	EP	ESSO	FMT	GIFT	GREEN
GSC	GTB	HTECH	HUMAN	IHL	INOX	INSET	IP	JTS	JUBILE	KASET
KCM	KKC	KUMWEL	KUN	KWG	KYE	LEE	MATCH	MATI	M-CHAI	MCS
MDX	MJD	MM	MORE	NC	NDR	NER	NFC	NNCL	NPK	NUSA
OCEAN	PAF	PF	PK	PLE	PMTA	POST	PPM	PRAKIT	PRECHA	PRIME
PROUD	PTL	RBF	RCI	RJH	ROJNA	RP	RPH	RSP	SF	SFLEX
SGP	SISB	SKN	SLP	SMART	SOLAR	SPG	SQ	SSP	STARK	STC
SUPER	SVOA	TC	TCCC	THMUI	TIW	TNH	TOPP	TPCH	TIPIP	TPLAS
TTI	TYCN	UKEM	UMS	VCOM	VRANDA	WIN	WORK	WPH		

Description

Score Range

Excellent

90-100

Very Good

80-89

Good

70-79

Disclaimer:

The disclosure of the survey results of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey results may be changed after that date. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such survey results.

* CGR scoring should be considered with news regarding wrong doing of the company or director or executive of the company such unfair practice on securities trading, fraud, and corruption SEC imposed a civil sanction against insider trading of director and executive; ** delisted

Source: Thai Institute of Directors Association (IOD); FSSIA's compilation

Anti-corruption Progress Indicator 2020

CERTIFIED										
2S	ADVANC	AI	AIE	AIRA	AKP	AMA	AMANAH	AP	AQUA	ARROW
ASK	ASP	AYUD	B	BAFS	BANPU	BAY	BBL	BCH	BCP	BCPG
BGC	BGRIM	BJCHI	BKI	BLA	BPP	BROOK	BRR	BSBM	BTS	BWG
CEN	CENTEL	CFRESH	CGH	CHEWA	CHOTI	CHOW	CIG	CIMBT	CM	CMC
COL	COM7	CPALL	CPF	CPI	CPN	CSC	DCC	DELTA	DEMCO	DIMET
DRT	DTAC	DTC	EASTW	ECL	EGCO	FE	FNS	FPI	FPT	FSS
FTE	GBX	GC	GCAP	GEL	GFPT	GGC	GJS	GPSC	GSTEEL	GUNKUL
HANA	HARN	HMPRO	HTC	ICC	ICHI	IFS	INET	INSURE	INTUCH	IRPC
ITEL	IVL	K	KASET	KBANK	KBS	KCAR	KCE	KGI	KKP	KSL
KTB	KTC	KWC	L&E	LANNA	LHFG	LHK	LPN	LRH	M	MAKRO
MALEE	MBAX	MBK	MBKET	MC	MCOT	MFC	MFEC	MINT	MONO	MOONG
MPG	MSC	MTC	MTI	NBC	NEP	NINE	NKI	NMG	NNCL	NSI
NWR	OCC	OCEAN	OGC	ORI	PAP	PATO	PB	PCSGH	PDG	PDI
PDJ	PE	PG	PHOL	PL	PLANB	PLANET	PLAT	PM	PPP	PPPM
PPS	PREB	PRG	PRINC	PRM	PSH	PSL	PSTC	PT	PTG	PTT
PTTEP	PTTGC	PYLON	Q-CON	QH	QLT	QTC	RATCH	RML	RWI	S & J
SABINA	SAT	SC	SCB	SCC	SCCC	SCG	SCN	SEAOIL	SE-ED	SELIC
SENA	SGP	SIRI	SITHAI	SMIT	SMK	SMPC	SNC	SNP	SORKON	SPACK
SPC	SPI	SPRC	SRICHA	SSF	SSSC	SST	STA	SUSCO	SVI	SYNTEC
TAE	TAKUNI	TASCO	TBSP	TCAP	TCMC	TFG	TFI	TFMAMA	THANI	THCOM
THIP	THRE	THREL	TIP	TIPCO	TISCO	TKT	TTB	TMD	TMILL	TMT
TNITY	TNL	TNP	TNR	TOG	TOP	TPA	TPCORP	TPP	TRU	TSC
TSTH	TTCL	TU	TVD	TVI	TVO	TWPC	U	UBIS	UEC	UKEM
UOBKH	UWC	VGI	VIH	VNT	WACOAL	WHA	WHAUP	WICE	WIIK	XO
ZEN	TRUE									
DECLARED										
7UP	ABICO	AF	ALT	AMARIN	AMATA	AMATAV	ANAN	APURE	B52	BKD
BM	BROCK	BUI	CHO	CI	COTTO	DDD	EA	EFORL	EP	ERW
ESTAR	ETE	EVER	FSMART	GPI	ILINK	IRC	J	JKN	JMART	JMT
JSP	JTS	KWG	LDC	MAJOR	META	NCL	NOBLE	NOK	PK	PLE
ROJNA	SAAM	SAPPE	SCI	SE	SHANG	SINGER	SKR	SPALI	SSP	STANLY
SUPER	SYNEX	THAI	TKS	TOPP	TRITN	TTA	UPF	UV	WIN	ZIGA

Level	
Certified	This level indicates practical participation with thoroughly examination in relation to the recommended procedures from the audit committee or the SEC's certified auditor, being a certified member of Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) or already passed examination to ensure independence from external parties.
Declared	This level indicates determination to participate in the Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC)

Disclaimer:

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, FSS International Investment Advisory Company Limited does not confirm, verify, or certify the accuracy and completeness of the assessment results.

Note: Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of June 24, 2019) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

Source: The Securities and Exchange Commission, Thailand; * FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Suwat Sinsadok, CFA, FRM, ERP FSS International Investment Advisory Securities Co., Ltd

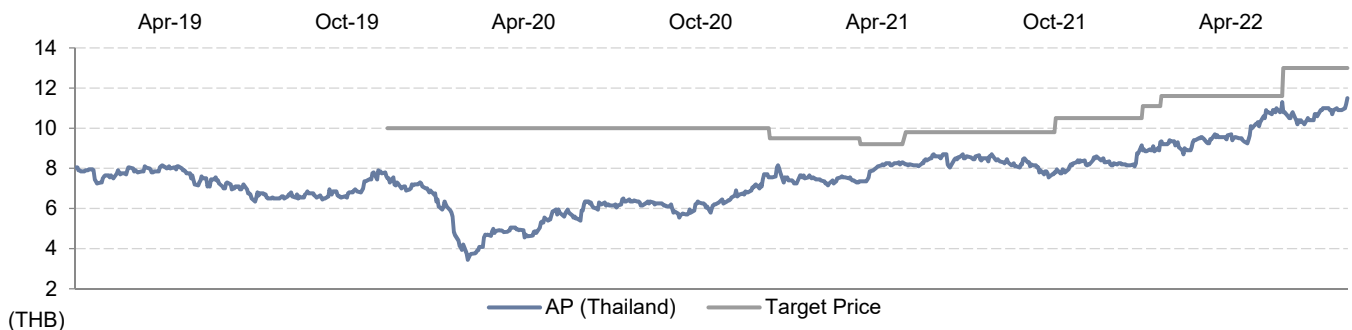
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History of change in investment rating and/or target price

AP (Thailand) (AP TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
15-Jan-2020	BUY	10.00	02-Apr-2021	BUY	9.80	10-Nov-2021	BUY	11.60
08-Dec-2020	BUY	9.50	11-Aug-2021	BUY	10.50	23-Feb-2022	BUY	13.00
24-Feb-2021	BUY	9.20	25-Oct-2021	BUY	11.10			

Karun Intrachai started covering this stock from 08-Dec-2020

Price and TP are in local currency

Source: FSSIA estimates

LPN Development (LPN TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
06-Sep-2019	HOLD	6.40	08-Dec-2020	HOLD	4.70	05-Nov-2021	HOLD	4.60
17-Feb-2020	HOLD	5.50	25-Oct-2021	HOLD	5.10			

Karun Intrachai started covering this stock from 08-Dec-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
AP (Thailand)	AP TB	THB 11.50	BUY	Downside risks to our P/E-based TP are declining profitability from rising cost pressure in tandem with weakening pricing power and increased competition, such that it hurts take-up rates. This is especially true for condominium projects which typically have more units than low-rise projects.
LPN Development	LPN TB	THB 4.76	HOLD	Upside risks to our P/E-based TP are revivals in new launches and better-than-expected take-up rates of new launches. Downside risks to our call are lower profitability from inventory clearance and delays in new launches.

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

FSSIA may incorporate the recommendations and target prices of companies currently covered by FSS Research into equity research reports, denoted by an 'FSS' before the recommendation. FSS Research is part of Finansia Syrus Securities Public Company Limited, which is the parent company of FSSIA.

All share prices are as at market close on 20-Apr-2022 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price* - current price) / 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.