

LAND AND HOUSES LH TB

THAILAND / REAL ESTATE

BUY

In-line 2Q22 results

- LH reported a strong 2Q22 net profit of THB2.1b, up 11% q-q and 14% y-y; core net profit was THB1.9b, up 4.5% q-q and 3% y-y.
- Operating margin stayed flat q-q at 19.2% while EBITDA margin dipped to 23.3% in 2Q22, down from 24.2% in 1Q22.
- Maintain BUY and our TP of THB10.2.

TARGET PRICE	THB10.20
CLOSE	THB8.80
UP/DOWNSIDE	+15.9%
TP vs CONSENSUS	-2.0%

KEY STOCK DATA

YE Dec (THB m)	2021	2022E	2023E	2024E
Revenue	32,069	36,050	37,411	38,610
Net profit	6,936	8,069	8,882	9,376
EPS (THB)	0.58	0.68	0.74	0.78
vs Consensus (%)	-	1.2	3.4	(1.9)
EBITDA	7,644	7,259	8,032	8,553
Core net profit	6,884	8,069	8,882	9,376
Core EPS (THB)	0.58	0.68	0.74	0.78
EPS growth (%)	4.4	17.2	10.1	5.6
Core P/E (x)	15.3	13.0	11.8	11.2
Dividend yield (%)	5.7	6.4	7.1	7.5
EV/EBITDA (x)	20.2	21.0	18.2	17.2
Price/book (x)	2.1	2.1	2.1	2.1
Net debt/Equity (%)	96.1	91.6	80.5	82.1
ROE (%)	13.8	16.2	17.8	18.7

In-line 2Q22 results on solid revenue

LH reported a strong 2Q22 net profit of THB2.1b, up 11% q-q and 14% y-y. Excluding an FX gain of THB201m, core net profit was THB1.9b, up 4.5% q-q and 3% y-y, 2% below BBG's consensus forecast. Revenue grew to THB9.2b, up 22% q-q and 4.5% y-y, driven mainly by the higher revenue from real estate at THB8.4b (+20% q-q, -1% y-y). Gross margin was 32.4% in 2Q22, down from 32.5% in 1Q22 but up from 30.8% in 2Q21 due to the q-q rising material costs. Equity income was THB651m, down 9% q-q but up 1% y-y, comprising THB51m from LH Financial (-54% q-q, -43% y-y), THB460m from HMPRO (+1% q-q, +6% y-y), THB1m from LHP, THB129m from QH (-12% q-q, +6% y-y), and THB11m from Quality Construction Products (+11% q-q, +58% y-y).

Stronger revenues from townhouse and condo sales

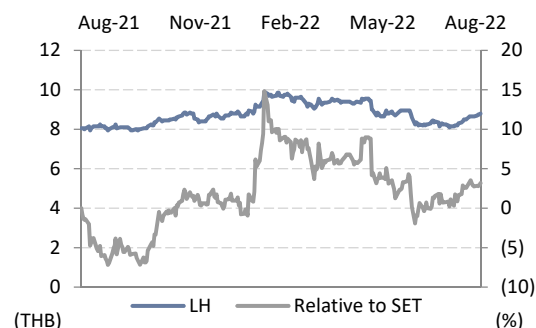
Revenue from single detached houses (SDHs) accounted for 77.3% of total revenue, down from 79.2% in 2Q21, while revenue from townhouses rose to 10.2% in 2Q22, up from 9.6% in 2Q21. Condominiums contributed 12.5% of total revenue in 2Q22, up from 11.2% in 2Q21. Rental and service income jumped to THB920m in 2Q22, up over 2x from THB406m in 2Q21, leading to a higher gross margin at 22.3% in 2Q22 vs only 10.6% in 2Q21.

Margins weakened in 2Q22

Operating margin stayed flat q-q at 19.2% while EBITDA margin dipped to 23.3% in 2Q22, down from 24.2% in 1Q22, due to the rising prices. Net margin fell to 21%, down from 24.5% in 1Q22 and 21.3% in 2Q21, due to the higher effective tax rate at 23.7%, up from 21.9% in 1Q22. Low-rise projects generated 88% of total sales, down from 92% in 1Q22 and 89% in 2Q21.

Still a good property play

We maintain BUY and our TP of THB10.2. We see LH as one of Thailand's strongest property plays thanks to its solid brand, sound growth strategy, and diversified earnings portfolio with stakes in HMPRO (home improvement), QH (property developer), and LH Financial (bank), which help to sustain LH's net profits with property revenue streams. LH will pay a THB0.25 interim dividend for its 1H22 operations.



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	6.7	0.0	11.4
Relative to country (%)	1.7	(2.3)	5.2
Mkt cap (USD m)	2,995		
3m avg. daily turnover (USD m)	8.2		
Free float (%)	52		
Major shareholder	Mr. Anant Asavabhokhin (24%)		
12m high/low (THB)	9.90/7.85		
Issued shares (m)	11,949.71		

Sources: Bloomberg consensus; FSSIA estimates



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Exhibit 1: LH – summary of 2Q22/1H22 operations

Year to Dec 31	2Q21	1Q22	2Q22	---- Change ----		2Q22	----- 1H22 -----			2022E	Change
	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(%22E)	(THB m)	(y-y%)	(%22E)	(THB m)	(y-y%)
Sales	8,824	7,569	9,218	21.8	4.5	26	16,788	3	52	36,050	12
Sales of real estate	8,465	6,966	8,360	20.0	(1.2)	23	15,326	(2)	50	36,050	18
Gross profit	2,721	2,458	2,988	21.5	9.8	27	5,446	8	54	11,125	10
Operating costs	(1,001)	(1,006)	(1,221)	21.4	22.0	25	(2,226)	13	56	(4,875)	23
Operating profit	1,720	1,453	1,767	21.6	2.7	28	3,220	4	53	6,249	2
Operating EBITDA	2,101	1,830	2,150	17.4	2.3	30	3,980	3	52	7,259	(5)
Other income	177	292	210	(28.1)	18.3	18	502	28	52	1,183	23
Other expense	(47)	(40)	(40)	n/a	n/a	25	(79)	(10)	55	(156)	n/a
Interest expense	(293)	(246)	(254)	3.3	(13.5)	28	(499)	(10)	45	(901)	(19)
Profit before tax	1,557	1,459	1,684	15.4	8.1	26	3,143	10	54	6,375	9
Tax	(326)	(320)	(399)	24.6	22.1	28	(719)	18	56	(1,424)	11
Associates	644	717	651	(9.1)	1.1	21	1,368	6	59	3,090	32
Minority interests	6	(1)	2	n/a	(66.3)	7	1	(82)	(59)	28	n/a
Non recurring items	(12)	76	201	165.5	n/a		276	244		0	n/a
Reported net profit	1,870	1,931	2,139	10.8	14.4	27	4,071	2	59	8,069	16
Recurring net profit	1,881	1,856	1,938	4.5	3.0	24	3,794	7	55	8,069	17
EPS (THB)	0.16	0.16	0.18	10.8	14.4		0.34			0.68	16
Recurring EPS (THB)	0.16	0.16	0.16	4.5	3.0		0.32			0.68	17
BV/share (THB)	4.17	4.33	4.22	(2.5)	1.2					4.17	(0)
Key ratios	(%)	(%)	(%)	(ppt)	(ppt)		(%)	(ppt)		(%)	(ppt)
Gross margin	30.8	32.5	32.4	(0.1)	1.6		32.4	1.5		30.9	(0.6)
Operating margin	19.5	19.2	19.2	(0.0)	(0.3)		19.2	0.3		17.3	(1.8)
EBITDA margin	23.8	24.2	23.3	(0.9)	(0.5)		23.7	0.2		20.1	(3.7)
Recurring net margin	21.3	24.5	21.0	(3.5)	(0.3)		22.6	1.0		22.4	0.9
SG&A / Sales	11.3	13.3	13.2	(0.0)	1.9		13.3	1.2		13.5	1.1
Effective tax rate	21.0	21.9	23.7	1.8	2.7		22.9	1.4		22.3	0.4
Interest coverage (EBITDA) (x)	7.2	7.5	8.5				8.0	1.0		8.1	
Net debt/equity (x)	1.1	1.1	1.1				0.0			1.1	
Sales by product	(%)	(%)	(%)				(%)				
Low-rise	89	92	88				91				
High-rise	11	8	13				9				
Equity income from Assoc.	2Q21	1Q22	2Q22	---- Change ----			----- 1H22 -----				
	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)		(THB m)	(y-y%)			
LH Financial Group	90	112	51	(54)	(43)		163	(24)			
Home Product Center	433	457	460	1	6		916	8			
LH Property and Loan Fund-II	(8)	(8)	1	(117)	(116)		(6)	(59)			
Quality Houses	122	146	129	(12)	6		275	21			
Quality Construction Products	7	10	11	11	58		20	6			
Total	644	717	651	(9)	1		1,368	6			
Contribution to net profit	34.5%	37.1%	30.4%				33.6%				

Sources: LH; FSSIA estimates

Financial Statements

Land and Houses

Profit and Loss (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Revenue	29,712	32,069	36,050	37,411	38,610
Cost of goods sold	(19,645)	(20,451)	(23,916)	(24,378)	(24,899)
Gross profit	10,067	11,618	12,134	13,033	13,711
Other operating income	0	0	0	0	0
Operating costs	(3,904)	(3,974)	(4,875)	(5,001)	(5,158)
Operating EBITDA	6,163	7,644	7,259	8,032	8,553
Depreciation	(951)	(1,517)	(1,010)	(1,220)	(1,420)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	5,211	6,127	6,249	6,812	7,133
Net financing costs	(848)	(1,068)	(861)	(828)	(788)
Associates	2,588	2,333	3,090	3,409	3,596
Recurring non-operating income	3,340	3,107	4,076	4,434	4,655
Non-recurring items	553	52	0	0	0
Profit before tax	8,256	8,218	9,464	10,418	11,000
Tax	(1,135)	(1,279)	(1,424)	(1,566)	(1,654)
Profit after tax	7,122	6,939	8,040	8,853	9,346
Minority interests	23	(2)	28	29	30
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	7,145	6,936	8,069	8,882	9,376
Non-recurring items & goodwill (net)	(553)	(52)	0	0	0
Recurring net profit	6,592	6,884	8,069	8,882	9,376
Per share (THB)					
Recurring EPS *	0.55	0.58	0.68	0.74	0.78
Reported EPS	0.60	0.58	0.68	0.74	0.78
DPS	0.50	0.50	0.56	0.62	0.66
Diluted shares (used to calculate per share data)	11,950	11,950	11,950	11,950	11,950
Growth					
Revenue (%)	(0.2)	7.9	12.4	3.8	3.2
Operating EBITDA (%)	(1.6)	24.0	(5.0)	10.6	6.5
Operating EBIT (%)	(5.6)	17.6	2.0	9.0	4.7
Recurring EPS (%)	(15.0)	4.4	17.2	10.1	5.6
Reported EPS (%)	(28.7)	(2.9)	16.3	10.1	5.6
Operating performance					
Gross margin inc. depreciation (%)	30.7	31.5	30.9	31.6	31.8
Gross margin of key business (%)	31.7	24.9	31.9	32.2	32.5
Operating EBITDA margin (%)	20.7	23.8	20.1	21.5	22.2
Operating EBIT margin (%)	17.5	19.1	17.3	18.2	18.5
Net margin (%)	22.2	21.5	22.4	23.7	24.3
Effective tax rate (%)	22.2	21.9	22.3	22.3	22.3
Dividend payout on recurring profit (%)	90.6	86.8	83.6	83.6	83.6
Interest cover (X)	10.1	8.6	12.0	13.6	15.0
Inventory days	987.2	893.7	823.2	909.4	894.1
Debtor days	2.6	2.0	2.0	2.3	2.3
Creditor days	64.5	56.4	53.3	57.7	58.0
Operating ROIC (%)	8.3	10.3	9.8	9.8	10.4
ROIC (%)	6.4	6.7	7.4	8.3	8.8
ROE (%)	12.9	13.8	16.2	17.8	18.7
ROA (%)	6.1	6.2	7.1	8.0	8.5
* Pre exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
2020	2021	2022E	2023E	2024E	
Sales of real estate	27,525	30,461	32,567	33,544	34,551
Hotel operation income	976	764	1,394	1,673	1,757
Rental income	1,211	844	2,089	2,193	2,303

Sources: Land and Houses; FSSIA estimates

Financial Statements

Land and Houses

Cash Flow (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Recurring net profit	6,592	6,884	8,069	8,882	9,376
Depreciation	951	1,517	1,010	1,220	1,420
Associates & minorities	1	0	0	0	0
Other non-cash items	(2,653)	(1,952)	(2,395)	(2,352)	(2,247)
Change in working capital	955	5,302	(4,713)	(149)	(67)
Cash flow from operations	5,846	11,750	1,970	7,600	8,482
Capex - maintenance	(865)	(2,481)	(500)	(500)	(500)
Capex - new investment	0	0	0	0	0
Net acquisitions & disposals	(1,667)	(6,689)	2,554	4,883	(2,017)
Other investments (net)	2,635	2,511	2,437	2,345	2,238
Cash flow from investing	103	(6,659)	4,490	6,729	(280)
Dividends paid	(5,975)	(5,975)	(6,747)	(7,427)	(7,841)
Equity finance	(1,519)	(918)	(1,330)	(1,330)	(1,330)
Debt finance	5,564	3,636	1,747	(5,481)	1,062
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(1,930)	(3,257)	(6,330)	(14,238)	(8,109)
Non-recurring cash flows	-	-	0	0	0
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	4,018	1,833	130	91	93
Free cash flow to firm (FCFF)	6,836.38	6,203.14	7,361.66	15,195.89	9,029.98
Free cash flow to equity (FCFE)	11,512.06	8,726.28	8,207.09	8,847.80	9,264.17

Per share (THB)

FCFF per share	0.57	0.52	0.62	1.27	0.76
FCFE per share	0.96	0.73	0.69	0.74	0.78
Recurring cash flow per share	0.41	0.54	0.56	0.65	0.72

Balance Sheet (THB m) Year Ending Dec	2020	2021	2022E	2023E	2024E
Tangible fixed assets (gross)	1,386	2,476	2,386	2,886	3,386
Less: Accumulated depreciation	(784)	(910)	(2,584)	(3,803)	(5,223)
Tangible fixed assets (net)	601	1,566	(198)	(918)	(1,837)
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	23,964	24,247	11,890	5,853	6,853
Cash & equivalents	8,572	10,406	4,480	4,571	4,664
A/C receivable	187	170	227	236	243
Inventories	52,893	47,256	60,623	60,854	61,126
Other current assets	1,703	2,633	2,069	2,147	2,216
Current assets	63,355	60,464	67,399	67,808	68,249
Other assets	34,651	38,922	42,105	43,693	45,095
Total assets	122,571	125,198	121,196	116,437	118,360
Common equity	49,904	49,947	49,878	50,003	50,208
Minorities etc.	697	699	644	615	585
Total shareholders' equity	50,601	50,646	50,522	50,617	50,793
Long term debt	37,384	38,050	34,367	30,658	31,377
Other long-term liabilities	9,495	8,379	11,538	11,973	12,357
Long-term liabilities	46,879	46,429	45,905	42,631	43,734
A/C payable	3,140	3,184	3,802	3,904	4,014
Short term debt	18,071	21,041	16,414	14,643	14,986
Other current liabilities	3,880	3,898	4,553	4,641	4,833
Current liabilities	25,091	28,122	24,769	23,188	23,833
Total liabilities and shareholders' equity	122,571	125,198	121,196	116,437	118,360
Net working capital	47,763	42,977	54,564	54,691	54,738
Invested capital	106,979	107,711	108,361	103,320	104,848

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

Per share (THB)

Book value per share	4.18	4.18	4.17	4.18	4.20
Tangible book value per share	4.18	4.18	4.17	4.18	4.20

Financial strength

Net debt/equity (%)	92.7	96.1	91.6	80.5	82.1
Net debt/total assets (%)	38.2	38.9	38.2	35.0	35.2
Current ratio (x)	2.5	2.2	2.7	2.9	2.9
CF interest cover (x)	14.6	9.2	10.5	11.7	12.8

Valuation	2020	2021	2022E	2023E	2024E
Recurring P/E (x) *	16.0	15.3	13.0	11.8	11.2
Recurring P/E @ target price (x) *	18.5	17.7	15.1	13.7	13.0
Reported P/E (x)	14.7	15.2	13.0	11.8	11.2
Dividend yield (%)	5.7	5.7	6.4	7.1	7.5
Price/book (x)	2.1	2.1	2.1	2.1	2.1
Price/tangible book (x)	2.1	2.1	2.1	2.1	2.1
EV/EBITDA (x) **	24.8	20.2	21.0	18.2	17.2
EV/EBITDA @ target price (x) **	27.5	22.4	23.3	20.3	19.2
EV/invested capital (x)	1.4	1.4	1.4	1.4	1.4

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

Sources: Land and Houses; FSSIA estimates

Corporate Governance report of Thai listed companies 2021

EXCELLENT LEVEL – Score range 90-100										
AAV	BCPG	CPALL	GCAP	K	MSC	PLANET	SAMART	SPI	THRE	TVD
ADVANC	BDMS	CPF	GFPT	KBANK	MST	PLAT	SAMTEL	SPRC	THREL	TVI
AF	BEM	CPI	GGC	KCE	MTC	PORT	SAT	SPVI	TIPCO	TVO
AH	BGC	CPN	GLAND	KKP	MVP	PPS	SC	SSSC	TISCO	TWPC
AIRA	BGRIM	CRC	GLOBAL	KSL	NCL	PR9	SCB	SST	TK	U
AKP	BIZ	CSS	GPI	KTB	NEP	PREB	SCC	STA	TKT	UAC
AKR	BKI	DDD	GPSC	KTC	NER	PRG	SCCC	STEC	TMT	UBIS
ALT	BOL	DELTA	GRAMMY	LALIN	NKI	PRM	SCG	STI	TNDT	UV
AMA	BPP	DEMCO	GULF	LANNA	NOBLE	PROUD	SCGP	SUN	TNITY	VGI
AMATA	BRR	DRT	GUNKUL	LH	NSI	DRS	SCM	SUSCO	TOA	VIH
AMATAV	BTS	DTAC	HANA	LHFG	NVD	PSL	SDC	SUTHA	TOP	WACOAL
ANAN	BTW	DUSIT	HARN	LIT	NWR	PTG	SEAFCO	SVI	TPBI	WAVE
AOT	BWG	EA	HMPRO	LPN	NYT	PTT	SEAOIL	SYMC	TQM	WHA
AP	CENTEL	EASTW	ICC	MACO	OISHI	PTTEP	SE-ED	SYNTEC	TRC	WHAUP
ARIP	CFRESH	ECF	ICHI	MAJOR	OR	PTTGC	SELIC	TACC	TRU	WICE
ARROW	CHEWA	ECL	III	MAKRO	ORI	PYLON	SENA	TASCO	TRUE	WINNER
ASP	CHO	EE	ILINK	MALEE	OSP	Q-CON	SHR	TCAP	TSC	ZEN
AUCT	CIMBT	EGCO	ILM	MBK	OTO	QH	SIRI	TEAMG	TSR	
AWC	CK	EPG	INTUCH	MC	PAP	QTC	SIS	TFMAMA	TSTE	
AYUD	CKP	ETC	IP	MCOT	PCSGH	RATCH	SITHAI	TGH	TSTH	
BAFS	CM	FPI	IRPC	METCO	PDG	RS	SMK	THANA	TTA	
BANPU	CNT	FPT	ITEL	MFEC	PDJ	S	SMPC	THANI	TTB	
BAY	COM7	FSMART	IVL	MINT	PG	S & J	SNC	THCOM	TTCL	
BBL	COMAN	GBX	JSP	MONO	PHOL	SAAM	SONIC	THG	TTW	
BCP	COTTO	GC	JWD	MOONG	PLANB	SABINA	SPALI	THIP	TU	
VERY GOOD LEVEL – Score range 80-89										
2S	ASIMAR	CHOW	FLOYD	IT	LOXLEY	OCC	RPC	SKY	TCC	TVT
7UP	ASK	CI	FN	ITD	LRH	OGC	RT	SLP	TCMC	TWP
ABICO	ASN	CIG	FNS	J	LST	PATO	RWI	SMIT	TEAM	UEC
ABM	ATP30	CMC	FORTH	JAS	M	PB	S11	SMT	TFG	UMI
ACE	B	COLOR	FSS	JCK	MATCH	PICO	SA	SNP	TFI	UOBKH
ACG	BA	CPL	FTE	JCKH	MBAX	PIMO	SAK	SO	TIGER	UP
ADB	BAM	CPW	FVC	JMART	MEGA	PJW	SALEE	SORKON	TITLE	UPF
AEONTS	BC	CRD	GEL	JMT	META	PL	SAMCO	SPA	TKN	UPOIC
AGE	BCH	CSC	GENCO	KBS	MFC	PM	SANKO	SPC	TKS	UTP
AHC	BEC	CSP	GJS	KCAR	MGT	PMTA	SAPPE	SPCG	TM	VCOM
AIT	BEYOND	CWT	GYT	KEX	MICRO	PPP	SAWAD	SR	TMC	VL
ALL	BFIT	DCC	HEMP	KGI	MILL	PPP	SCI	SRICHA	TMD	VPO
ALLA	BJC	DCON	HPT	KIAT	MTSIB	PRIME	SCN	SSC	TMI	VRANDA
ALUCON	BJCHI	DHOUSE	HTC	KISS	MK	PRIN	SCP	SSF	TMILL	WGE
AMANAH	BLA	DOD	HYDRO	KOOL	MODERN	PRINC	SE	STANLY	TNL	WIK
AMARIN	BR	DOHOME	ICN	KTIS	MTI	PSG	SFLEX	STGT	TNP	WP
APCO	BROOK	DV8	IFS	KUMWEL	NBC	PSTC	SFP	STOWER	TOG	XO
APCS	CBG	EASON	IMH	KUN	NCAP	PT	SFT	STPI	TPA	XPG
APURE	CEN	EFORL	IND	KWC	NCH	QLT	SGF	SUC	TPAC	YUASA
AQUA	CGH	ERW	INET	KWM	NETBAY	RBF	SIAM	SWC	TPCS	
ASAP	CHARAN	ESSO	INSET	L&E	NEX	RCL	SINGER	SYNEX	TPS	
ASEFA	CHAYO	ESTAR	INSURE	LDC	NINE	RICHY	SKE	TAE	TRITN	
ASIA	CHG	ETE	IRC	LEO	NRF	RML	SKN	TAKUNI	TRT	
ASIAN	CHOTI	FE	IRCP	LHK	NTV	ROJNA	SKR	TBSP	TSE	
GOOD LEVEL – Score range 70-79										
A	BGT	CITY	GIFT	JTS	MDX	PK	SGP	SUPER	TQR	YGG
AI	BH	CMAN	GLOCON	JUBILE	MJD	PLE	SICT	SVOA	TTI	ZIGA
AIE	BIG	CMO	GREEN	KASET	MORE	PPM	SIMAT	TC	TYCN	
AJ	BLAND	CMR	GSC	KCM	MUD	PRAKIT	SISB	TCCC	UKEM	
ALPHAX	BM	CPT	GTB	KK	NC	PRAPAT	SK	THMUI	UMS	
AMC	BROCK	CRANE	HTECH	KKC	NDR	PRECHA	SMART	TNH	UNIQ	
APP	BSBM	CSR	HUMAN	KWI	NFC	PTL	SOLAR	TNR	UPA	
AQ	BSM	D	IHL	KYE	NNCL	RJH	SPACK	TOPP	UREKA	
ARIN	BTNC	EKH	IIG	LEE	NOVA	RP	SPG	TPCH	VIBHA	
AS	BYD	EMC	INGRS	LPH	NPK	RPH	SQ	TPIPL	W	
AU	CAZ	EP	INOX	MATI	NUSA	RSP	SSP	TIPIP	WIN	
B52	CCP	F&D	JAK	M-CHAI	PAF	SABUY	STARK	TPLAS	WORK	
BEAUTY	CGD	FMT	JR	MCS	PF	SF	STC	TPOLY	WPH	

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

Sources: Thai Institute of Directors Association (IOD); FSSIA's compilation; data as of 26 October 2021

Anti-corruption Progress Indicator

CERTIFIED										
2S	BCH	CPALL	GC	K	MFC	PE	QLT	SNP	THCOM	TU
7UP	BCP	CPF	GCAP	KASET	MFEC	PG	QTC	SORKON	THIP	TVD
ADVANC	BCPG	CPI	GEL	KBANK	MILL	PHOL	RATCH	SPACK	THRE	TVI
AF	BE8	CPN	GFPT	KBS	MINT	PK	RML	SPALI	THREL	TVO
AI	BEYOND	CSC	GGC	KCAR	MONO	PL	RWI	SPC	TIDLOR	TWPC
AIE	BGC	DCC	GJS	KCE	MOONG	PLANB	S & J	SPI	TIPCO	U
AIRA	BGRIM	DELTA	GPI	KGI	MSC	PLANET	SAAM	SPRC	TISCO	UBE
AKP	BJCHI	DEMCO	GPSC	KKP	MST	PLAT	SABINA	SRICHA	TKS	UBIS
ALPHAX	BKI	DIMET	GSTEEL	KSL	MTC	PM	SAPPE	SSF	TKT	UEC
AMA	BLA	DRT	GUNKUL	KTB	MTI	PPP	SAT	SSP	TMD	UKEM
AMANAHA	BPP	DTAC	HANA	KTC	NBC	PPPM	SC	SSSC	TMILL	UOBKH
AMATA	BROOK	DUSIT	HARN	KWC	NEP	PPS	SCB	SST	TMT	UPF
AMATAV	BRR	EA	HEMP	KWI	NINE	PR9	SCC	STA	TNITY	UV
AP	BSBM	EASTW	HENG	L&E	NKI	PREB	SCCC	STOWER	TNL	VGI
APCS	BTS	ECL	HMPRO	LANNA	NMG	PRG	SCG	SUSCO	TNP	VIH
AQUA	BWG	EGCO	HTC	LH	NNCL	PRINC	SCN	SVI	TNR	WACOAL
ARROW	CEN	EP	ICC	LHFG	NOBLE	PRM	SEAOIL	SYMC	TOG	WHA
AS	CENTEL	EPG	ICHI	LHK	NOK	PROS	SE-ED	SYNTEC	TOP	WHAUP
ASIAN	CFRESH	ERW	IFEC	LPN	NSI	PSH	SELIC	TAE	TOPP	WICE
ASK	CGH	ESTAR	IFS	LRH	NWR	PSL	SENA	TAKUNI	TPA	WIJK
ASP	CHEWA	ETE	ILINK	M	OCC	PSTC	SGP	TASCO	TPP	XO
AWC	CHOTI	FE	INET	MAKRO	OGC	PT	SINGER	TBSP	TRU	ZEN
AYUD	CHOW	FNS	INSURE	MALEE	ORI	PTG	SIRI	TCAP	TRUE	
B	CIG	FPI	INTUCH	MATCH	PAP	PTT	SITHAI	TCMC	TSC	
BAFS	CIMBT	FPT	IRC	MBAX	PATO	PTTEP	SKR	TFG	TSTE	
BAM	CM	FSMART	IRPC	MBK	PB	PTTGC	SMIT	TFI	TSTH	
BANPU	CMC	FSS	ITEL	MC	PCSGH	PYLON	SMK	TFMAMA	TTA	
BAY	COM7	FTE	IVL	MCOT	PDG	Q-CON	SMPC	TGH	TTB	
BBL	COTTO	GBX	JKN	META	PDJ	QH	SNC	THANI	TTCL	
DECLARED										
AJ	CHG	DDD	ETC	JR	MAJOR	NUSA	RS	SSS	TQM	YUASA
ALT	CPL	DHOUSE	FLOYD	JTS	NCAP	NYT	SAK	STECH	TSI	ZIGA
APCO	CPR	DOHOME	GULF	KEX	NCL	OR	SCGP	STGT	VARO	
B52	CPW	ECF	III	KUMWEL	NOVA	PIMO	SCM	TKN	VCOM	
BEC	CRC	EKH	INOX	LDC	NRF	PLE	SIS	TMI	VIBHA	

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 26 October 2021) are categorised into: 1) companies that have declared their intention to join CAC, and; 2) companies certified by CAC.

Sources: 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

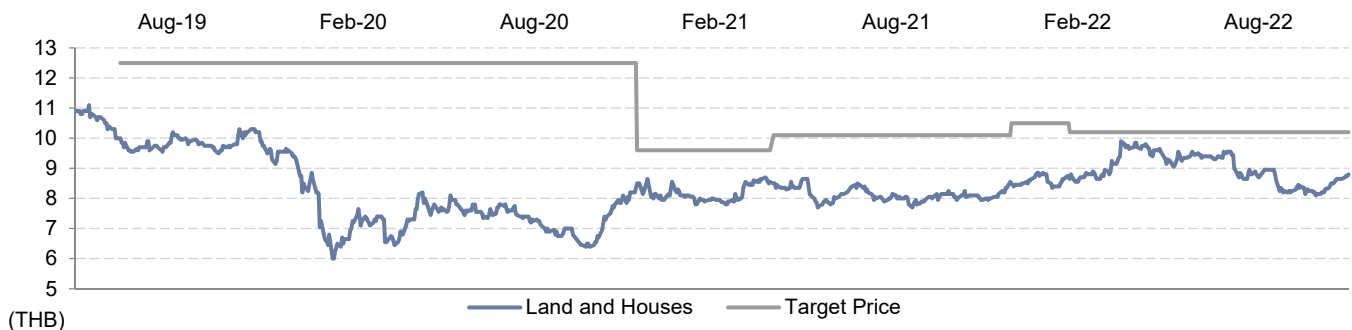
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s) was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed herein.

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History of change in investment rating and/or target price

Land and Houses (LH TB)



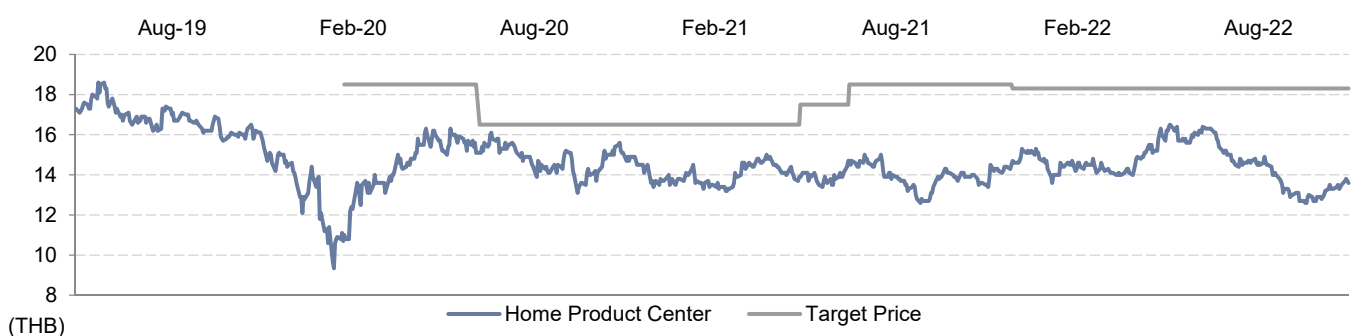
Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
23-Sep-2019	BUY	12.50	02-Apr-2021	BUY	10.10	14-Dec-2021	BUY	10.20
08-Dec-2020	BUY	9.60	25-Oct-2021	BUY	10.50			

Suwat Sinsadok, CFA, FRM, ERP started covering this stock from 08-Dec-2020

Price and TP are in local currency

Source: FSSIA estimates

Home Product Center (HMPRO TB)



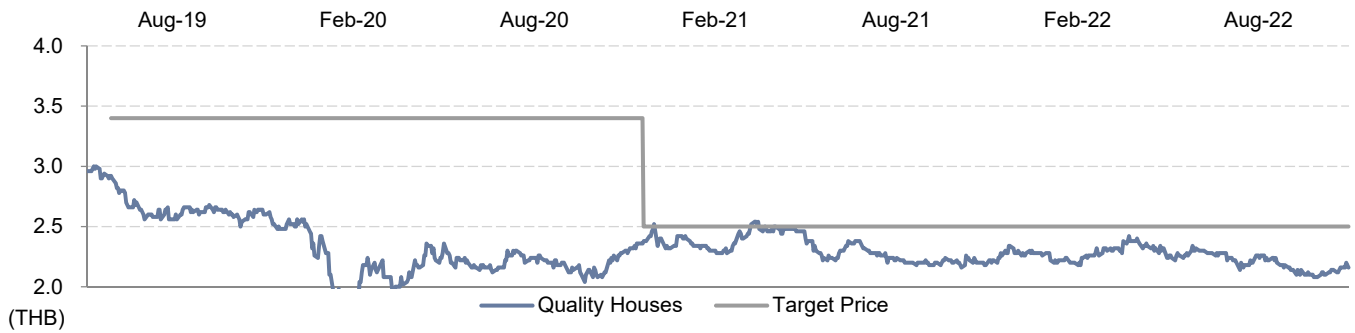
Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
02-Apr-2020	BUY	18.50	27-Oct-2020	BUY	16.50	08-Jun-2021	BUY	18.50
24-Jul-2020	HOLD	16.50	27-Apr-2021	BUY	17.50	26-Oct-2021	BUY	18.30

Suwat Sinsadok, CFA, FRM, ERP started covering this stock from 24-Jul-2020

Price and TP are in local currency

Source: FSSIA estimates

Quality Houses (QH TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
05-Sep-2019	BUY	3.40	08-Dec-2020	HOLD	2.50	10-May-2022	BUY	2.50

Suwat Sinsadok, CFA, FRM, ERP started covering this stock from 08-Dec-2020

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Land and Houses	LH TB	THB 8.80	BUY	Key downside risks to our SoTP-based TP are slower responses to new launches and new project postponements. Key risks on the macro front include 1) a slower market expansion than we assume; 2) intensifying competition, which could undermine profitability; and 3) rising cost pressure.
Home Product Center	HMPRO TB	THB 13.60	BUY	The key downside risks to our DCF-based TP include: 1) lower-than-expected SSSG; 2) the slow recovery of tourist numbers; and 3) operating losses from its overseas business.
Quality Houses	QH TB	THB 2.16	BUY	Key downside risks to our call are delays in new launches, poor demand for new launches, rising competition, residential supply and a lower-than-expected gross profit margin.

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 11-Aug-2022 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.