

# SUPALAI SPALI TB

THAILAND / PROPERTY DEVELOPMENT

## BUY

UNCHANGED

## Expect an unexciting 2Q23 profit

- We project a 2Q23 net profit of THB1.5b (+43% q-q, -26% y-y). Though transfers should recover, GPM might decrease q-q and y-y.
- Revise down our forecast for 2023 by 12% to reflect a lower gross margin, pressured by more transfers from Australia projects.
- Cut our target price to THB24, based on 7.4x 2023E P/E.

TARGET PRICE	THB24.00
CLOSE	THB21.30
UP/DOWNSIDE	+12.7%
PRIOR TP	THB27.00
CHANGE IN TP	-11.1%
TP vs CONSENSUS	-8.1%

### KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	34,486	32,565	33,865	32,357
Net profit	8,173	6,332	6,612	6,173
EPS (THB)	4.18	3.24	3.39	3.16
vs Consensus (%)	-	(15.1)	(14.4)	(22.3)
EBITDA	9,514	8,000	8,358	7,815
Recurring net profit	8,173	6,332	6,612	6,173
Core EPS (THB)	4.18	3.24	3.39	3.16
Chg. In EPS est. (%)	-	(11.8)	(10.7)	(11.3)
EPS growth (%)	27.0	(22.5)	4.4	(6.6)
Core P/E (x)	5.1	6.6	6.3	6.7
Dividend yield (%)	6.8	6.1	6.1	6.1
EV/EBITDA (x)	6.9	7.9	7.6	8.5
Price/book (x)	0.9	0.8	0.8	0.7
Net debt/Equity (%)	48.9	40.1	37.6	38.8
ROE (%)	18.5	13.1	12.6	11.0

### 2Q23 presales down q-q and y-y, mainly due to low-rise

SPALI reported soft 2Q23 presales of THB8.3b (-9% q-q, -12% y-y), split 66:34 between low-rise and condos. Low-rise presales dropped 22% q-q and 18% y-y to THB5b due to sluggish presales from political uncertainty and the impact of the expiration of the LTV limit easing. Meanwhile, 2Q23 condo presales improved to THB3.3b (+24% q-q, flat y-y), as it introduced a new sizable condo, Supalai Parc Ekkamai-Pattanakarn, worth THB4.3b with a take-up rate of 16%. 1H23 presales were equal to THB17.3b (-5% y-y), representing 48% of its 2023 target.

### 2Q23 performance should recover q-q but drop y-y

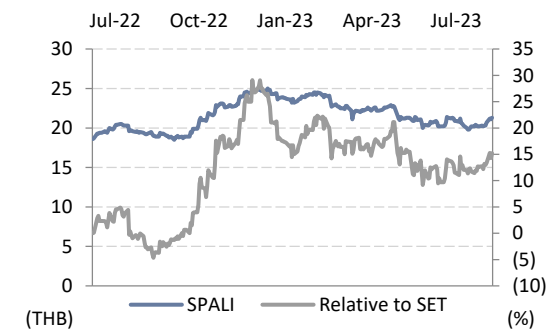
We expect a 2Q23 net profit of THB1.5b (+43% q-q, -26% y-y). We assume transfers worth THB7.8b (+38% q-q, -4% y-y), comprising 65% low-rise and 35% condo transfers. Low-rise transfers should increase 30% q-q and 13% y-y, mainly from continuous backlog realisation. Meanwhile, condo transfers should rise 56% q-q, as it began transferring from a new condo project named Supalai Loft Sathorn-Ratchapruek (worth THB1.5b, sold out), but drop 25% y-y, compared to two new condos in 2Q22. 2Q23 earnings should be pressured by a narrower property gross margin at 36% (vs 36.4% in 1Q23 and 39.5% in 2Q22) on more transfers from Australia projects with a lower margin than Thailand.

### Cut 2023E net profit to reflect the narrower gross margin

We cut 2023E net profit by 12% to THB6.3b (-23% y-y) to reflect a lower gross margin from the greater proportion of Australia project transfers, which might be 5% of transfers (vs 2% in 2022). Assuming in-line results, SPALI's 1H23 net profit would equal THB2.6b (-19% y-y), accounting for 41% of our full-year forecast. 2H23 earnings should rise h-h, led by the realisation of one sizable new condo in 3Q23 and the low-rise backlog of THB7.5b at end-2Q23, but might decrease y-y from the high base.

### No catalysts but inexpensive valuation

We cut our 2023 TP to THB24 from THB27, based on 7.4x 2023E P/E, within its historical average. There are no short-term catalysts, and its performance looks softer in 2023. We think its revenue target of THB36b is challenging amid the uncertain situation. We retain our BUY call as it trades at 6.6x 2023E P/E, with an upside of 13%. We expect a DPS of THB0.60 for 1H23, implying a dividend yield of 2.8%.



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	2.4	(6.2)	15.8
Relative to country (%)	3.8	(3.5)	15.5
Mkt cap (USD m)	1,217		
3m avg. daily turnover (USD m)	3.0		
Free float (%)	60		
Major shareholder	Tangmatitham Family (30%)		
12m high/low (THB)	25.25/18.20		
Issued shares (m)	1,953.05		

Sources: Bloomberg consensus; FSSIA estimates


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## Investment thesis

SPALI's strengths are its competitive prices, value for money, and functionality. Also, its portfolio is flexible and well diversified in terms of products and location (Bangkok and the provinces). Moreover, its wide gross margin of 37-40% is among the highest in the property development sector.

Its resilient backlog of cTHB19b as of 31 December 2022 – to be gradually realised until 2025 – is already enough to secure 46% of our transfer estimate for 2023, which should help limit downside. Meanwhile, the backlog is of good quality, in our view, due to the high average down payments at 18-20% vs c15% currently.

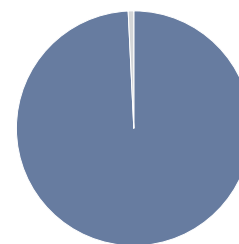
## Company profile

Supalai was established on 26 June 1989, listed in 1993 and hit by the economic crisis in 1997. SPALI started restructuring its THB8,113m in debt in 1999, which was completed in 2002. The company is currently one of the leading listed developers in Thailand.

[www.supalai.com](http://www.supalai.com)

## Principal activities (revenue, 2022)

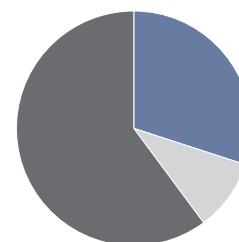
- Real estate - 99.2 %
- Rentals & Services - 0.8 %



Source: Supalai

## Major shareholders

- Tangmatitham Family - 30.0 %
- Thai NVDR - 9.9 %
- Others - 60.2 %



Source: Supalai

## Catalysts

Potential catalysts to drive SPALI's share price include: 1) stronger-than-expected presales momentum for both low-rise and condominium projects; and 2) faster-than-expected project completions and a better GPM.

## Risks to our call

Downside risks to our P/E derived TP are cost overruns; delays or poor receptions for new launches; presale cancellations; inability of homebuyers to obtain mortgage financing; and weak take-up rates and reduced pricing power from rising competition.

## Event calendar

Date	Event
8 August 2023	2Q23 results announcement

## Key assumptions

	2023E	2024E	2025E
Project sales (THB m)	32,297	33,583	32,061
Rental and services income (THB m)	268	282	296
Property GPM (%)	36.3	36.3	36.0
GPM (%)	36.4	36.3	36.0
SG&A to sales (%)	12.2	12.0	12.3

Source: FSSIA estimates

## Earnings sensitivity

- For every 5% increase in transfers, we estimate 2023 net profit to rise by 5.8%, and vice versa, all else being equal.
- For every 0.5% increase in property GPM, we estimate 2023 net profit to rise by 2%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A to sales, we estimate 2023 net profit to fall by 2%, and vice versa, all else being equal.

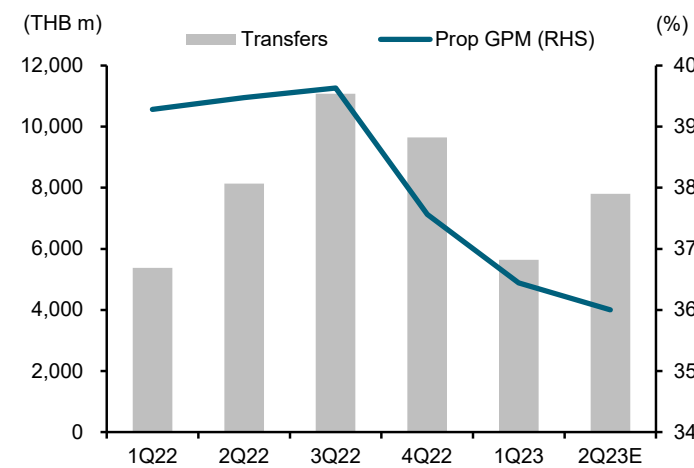
Source: FSSIA estimates

## Exhibit 1: 2Q23 results preview

	2Q22	3Q22	4Q22	1Q23	2Q23E	Change	
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Total revenue	8,198	11,133	9,723	5,734	7,890	38	(4)
Cost of sales	4,967	6,728	6,071	3,638	5,043	39	2
Gross profit	3,231	4,404	3,652	2,096	2,847	36	(12)
SG&A	940	1,124	1,248	815	979	20	4
Operating profit	4,171	5,528	4,900	2,911	3,825	31	(8)
Other income	357	229	323	168	174	4	(51)
Interest expense	61	75	81	96	95	(1)	55
Profit before tax	2,587	3,435	2,646	1,353	1,947	44	(25)
Tax	564	729	596	318	467	47	(17)
Associates	83	85	165	66	90	36	9
Reported net profit	2,075	2,749	2,171	1,080	1,540	43	(26)
Normalised profit	2,075	2,749	2,171	1,080	1,540	43	(26)
<b>Key ratios (%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>
Property gross margin	39.5	39.6	37.6	36.4	36.0	(0.4)	(3.5)
Gross margin	39.4	39.6	37.6	36.6	36.1	(0.5)	(3.3)
Operating margin	50.9	49.7	50.4	50.8	48.5	(2.3)	(2.4)
Net profit margin	25.3	24.7	22.3	18.8	19.5	0.7	(5.8)
Normalised profit margin	25.3	24.7	22.3	18.8	19.5	0.7	(5.8)
<b>Operating statistics</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(q-q%)</b>	<b>(y-y%)</b>
<b>Property transfers</b>	<b>8,136</b>	<b>11,068</b>	<b>9,646</b>	<b>5,641</b>	<b>7,800</b>	<b>38</b>	<b>(4)</b>
-- Low-rise	4,475	5,202	5,795	3,893	5,070	30	13
-- High-rise	3,661	5,866	3,851	1,749	2,730	56	(25)
<b>Presales</b>	<b>9,364</b>	<b>6,809</b>	<b>7,408</b>	<b>9,029</b>	<b>8,256</b>	<b>(9)</b>	<b>(12)</b>
-- Low-rise	6,102	4,880	4,787	6,411	4,998	(22)	(18)
-- High-rise	3,262	1,929	2,621	2,618	3,258	24	(0)

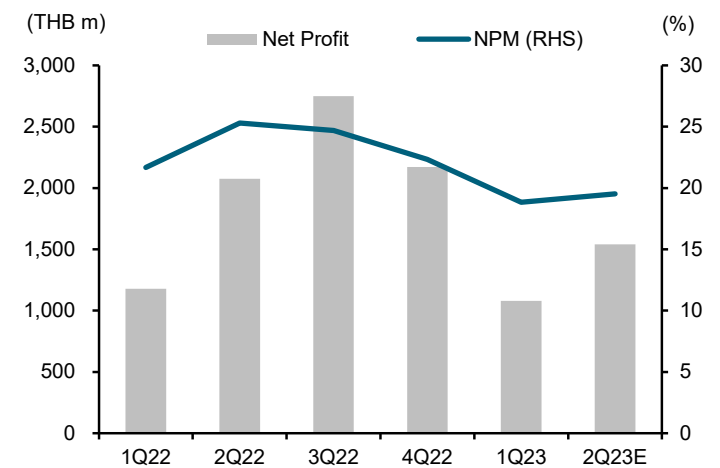
Sources: SPALI; FSSIA estimates

## Exhibit 2: Quarterly transfers and property GPM



Sources: SPALI; FSSIA estimates

## Exhibit 3: Quarterly net profit and NPM



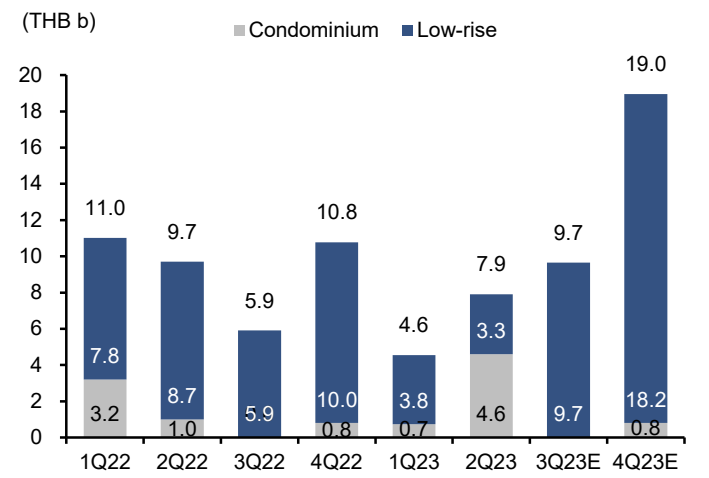
Sources: SPALI; FSSIA estimates

**Exhibit 4: Condo values to be transferred in 2023**



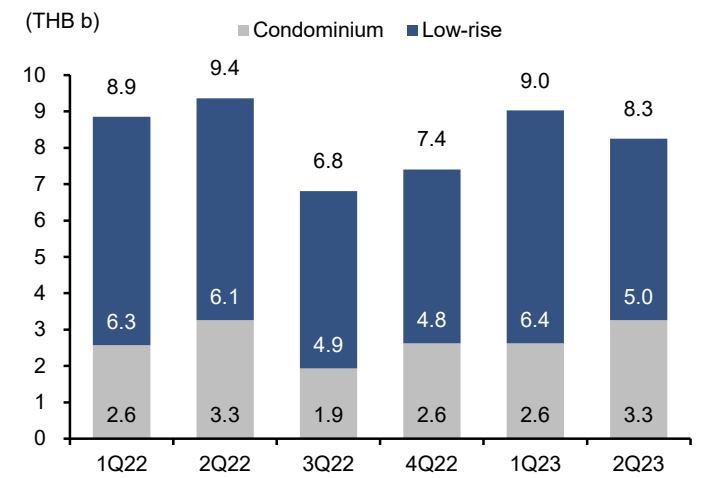
Source: SPALI

**Exhibit 5: Quarterly new launches**



Sources: SPALI; FSSIA's compilation

**Exhibit 6: Quarterly presales**



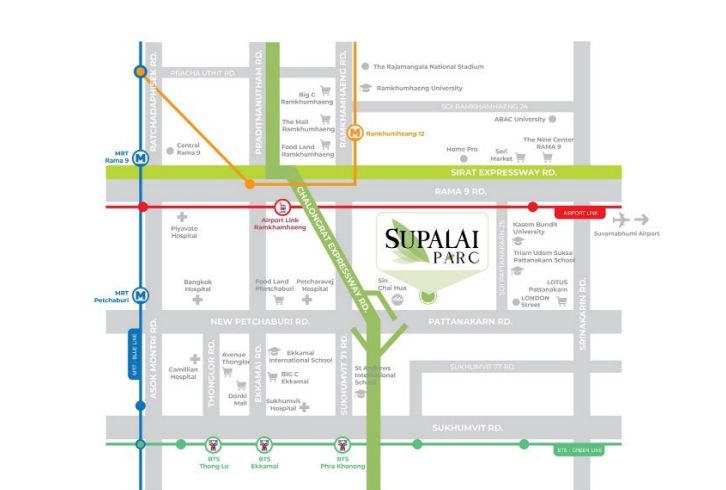
Sources: SPALI; FSSIA's compilation

**Exhibit 7: Supalai Parc Ekkamai-Pattanakarn**



Source: SPALI

**Exhibit 8: Supalai Parc Ekkamai-Pattanakarn location**



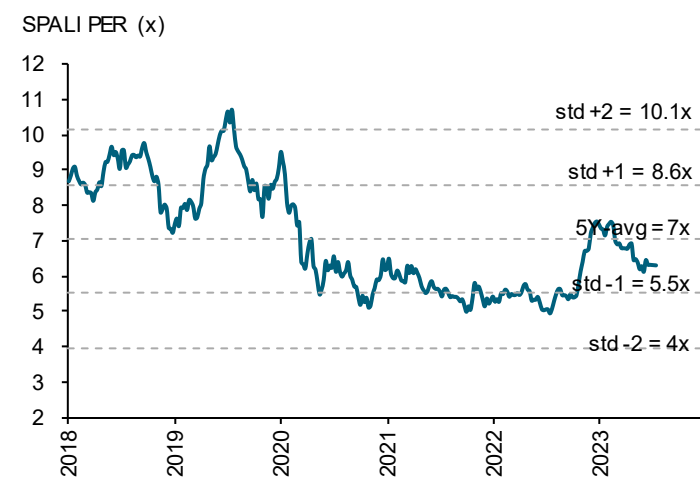
Source: SPALI

## Exhibit 9: Key assumptions for SPALI

	Current			Previous			Change		
	2023E (THB m)	2024E (THB m)	2025E (THB m)	2023E (THB m)	2024E (THB m)	2025E (THB m)	2023E (%)	2024E (%)	2025E (%)
Revenue	32,565	33,865	32,357	32,565	33,865	32,357	0	0	0
- Transfers	32,297	33,583	32,061	32,297	33,583	32,061	0	0	0
- Management fees	268	282	296	268	282	296	0	0	0
Property gross margin (%)	36.3	36.3	36.0	38.0	37.8	37.3	(1.7)	(1.6)	(1.3)
Gross margin (%)	36.4	36.3	36.0	38.0	37.8	37.2	(1.6)	(1.5)	(1.2)
SG&A to revenue (%)	12.2	12.0	12.3	11.4	11.3	11.2	0.8	0.8	1.1
Equity income	300	300	300	360	360	360	(17)	(17)	(17)
Core profit	6,332	6,612	6,173	7,177	7,404	6,963	(12)	(11)	(11)
Net profit	6,332	6,612	6,173	7,177	7,404	6,963	(12)	(11)	(11)

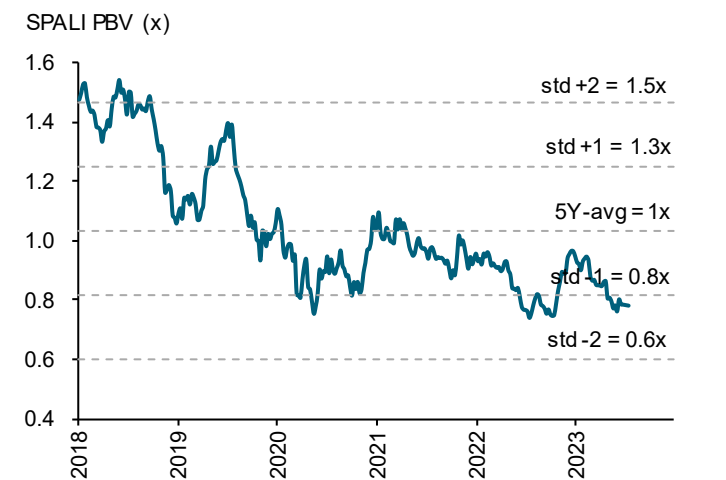
Source: FSSIA estimates

## Exhibit 10: Historical P/E band



Sources: Bloomberg; FSSIA estimates

## Exhibit 11: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Supalai

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	29,160	34,486	32,565	33,865	32,357
Cost of goods sold	(17,518)	(21,070)	(20,725)	(21,566)	(20,698)
<b>Gross profit</b>	<b>11,642</b>	<b>13,416</b>	<b>11,840</b>	<b>12,299</b>	<b>11,659</b>
Other operating income	0	0	0	0	0
Operating costs	(3,321)	(4,029)	(3,971)	(4,076)	(3,984)
<b>Operating EBITDA</b>	<b>8,444</b>	<b>9,514</b>	<b>8,000</b>	<b>8,358</b>	<b>7,815</b>
Depreciation	(123)	(127)	(130)	(135)	(140)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>8,321</b>	<b>9,387</b>	<b>7,870</b>	<b>8,224</b>	<b>7,675</b>
Net financing costs	(259)	(277)	(371)	(383)	(415)
Associates	533	390	300	300	300
Recurring non-operating income	1,020	1,405	900	900	900
Non-recurring items	0	0	0	0	0
<b>Profit before tax</b>	<b>9,083</b>	<b>10,515</b>	<b>8,399</b>	<b>8,740</b>	<b>8,160</b>
Tax	(1,943)	(2,212)	(1,887)	(1,941)	(1,808)
<b>Profit after tax</b>	<b>7,139</b>	<b>8,303</b>	<b>6,512</b>	<b>6,799</b>	<b>6,352</b>
Minority interests	(69)	(130)	(180)	(187)	(179)
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
<b>Reported net profit</b>	<b>7,070</b>	<b>8,173</b>	<b>6,332</b>	<b>6,612</b>	<b>6,173</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>7,070</b>	<b>8,173</b>	<b>6,332</b>	<b>6,612</b>	<b>6,173</b>
<b>Per share (THB)</b>					
Recurring EPS *	3.30	4.18	3.24	3.39	3.16
Reported EPS	3.30	4.18	3.24	3.39	3.16
DPS	1.25	1.45	1.30	1.30	1.30
Diluted shares (used to calculate per share data)	2,146	1,953	1,953	1,953	1,953
<b>Growth</b>					
Revenue (%)	41.6	18.3	(5.6)	4.0	(4.5)
Operating EBITDA (%)	57.4	12.7	(15.9)	4.5	(6.5)
Operating EBIT (%)	58.6	12.8	(16.2)	4.5	(6.7)
Recurring EPS (%)	66.3	27.0	(22.5)	4.4	(6.6)
Reported EPS (%)	66.3	27.0	(22.5)	4.4	(6.6)
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	39.9	38.9	36.4	36.3	36.0
Gross margin exc. depreciation (%)	40.3	39.3	36.8	36.7	36.5
Operating EBITDA margin (%)	29.0	27.6	24.6	24.7	24.2
Operating EBIT margin (%)	28.5	27.2	24.2	24.3	23.7
Net margin (%)	24.2	23.7	19.4	19.5	19.1
Effective tax rate (%)	22.7	21.7	23.3	23.0	23.0
Dividend payout on recurring profit (%)	37.9	34.6	40.0	38.4	41.0
Interest cover (X)	36.1	39.0	23.6	23.8	20.7
Inventory days	1,280.5	1,113.5	1,195.5	1,219.3	1,362.2
Debtor days	0.6	0.5	0.6	0.7	0.7
Creditor days	51.4	47.1	51.8	50.4	52.5
Operating ROIC (%)	11.6	12.3	9.6	9.6	8.3
ROIC (%)	12.0	12.7	9.3	9.3	8.2
ROE (%)	18.0	18.5	13.1	12.6	11.0
ROA (%)	10.5	11.3	8.3	8.3	7.3
* Pre-exceptional, pre-goodwill and fully diluted					
<b>Revenue by Division (THB m)</b>					
Real estate	28,938	34,222	32,297	33,583	32,061
Rentals & Services	222	264	268	282	296

Sources: Supalai; FSSIA estimates

## Financial Statements

### Supalai

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	7,070	8,173	6,332	6,612	6,173
Depreciation	123	127	130	135	140
Associates & minorities	-	-	-	-	-
Other non-cash items	-	-	-	-	-
Change in working capital	(2,648)	(5,013)	(1,343)	(4,601)	(5,871)
<b>Cash flow from operations</b>	<b>4,545</b>	<b>3,288</b>	<b>5,119</b>	<b>2,146</b>	<b>443</b>
Capex - maintenance	-	-	-	-	-
Capex - new investment	(1,272)	(4,608)	(147)	(135)	(214)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	-	-	-	-	-
<b>Cash flow from investing</b>	<b>(1,272)</b>	<b>(4,608)</b>	<b>(147)</b>	<b>(135)</b>	<b>(214)</b>
Dividends paid	(1,864)	(5,111)	(2,533)	(2,539)	(2,531)
Equity finance	324	1,474	180	187	179
Debt finance	(1,442)	4,646	(2,719)	721	1,879
Other financing cash flows	0	0	0	0	0
<b>Cash flow from financing</b>	<b>(2,982)</b>	<b>1,010</b>	<b>(5,072)</b>	<b>(1,631)</b>	<b>(473)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>291</b>	<b>(311)</b>	<b>(101)</b>	<b>380</b>	<b>(244)</b>
Free cash flow to firm (FCFF)	3,532.04	(1,043.62)	5,342.11	2,394.09	644.00
Free cash flow to equity (FCFE)	1,830.99	3,325.97	2,251.95	2,731.95	2,108.17

#### Per share (THB)

FCFF per share	1.81	(0.53)	2.74	1.23	0.33
FCFE per share	0.94	1.70	1.15	1.40	1.08
Recurring cash flow per share	3.35	4.25	3.31	3.45	3.23

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	2,850	2,947	3,053	3,169	3,298
Less: Accumulated depreciation	(1,346)	(1,471)	(1,601)	(1,736)	(1,876)
<b>Tangible fixed assets (net)</b>	<b>1,505</b>	<b>1,476</b>	<b>1,451</b>	<b>1,433</b>	<b>1,421</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	0	0	0	0	1
Invest. in associates & subsidiaries	4,404	8,863	8,955	8,974	9,060
Cash & equivalents	1,626	1,315	1,214	1,594	1,350
A/C receivable	51	38	65	68	65
Inventories	62,104	65,675	69,241	73,936	79,507
Other current assets	1,407	2,065	1,791	1,863	1,780
<b>Current assets</b>	<b>65,188</b>	<b>69,093</b>	<b>72,311</b>	<b>77,460</b>	<b>82,702</b>
Other assets	336	441	488	508	485
<b>Total assets</b>	<b>71,432</b>	<b>79,873</b>	<b>83,207</b>	<b>88,376</b>	<b>93,669</b>
Common equity	42,070	46,514	50,313	54,386	58,030
Minorities etc.	857	949	1,129	1,316	1,495
<b>Total shareholders' equity</b>	<b>42,926</b>	<b>47,463</b>	<b>51,442</b>	<b>55,702</b>	<b>59,524</b>
Long term debt	3,976	3,886	8,338	5,742	5,988
Other long-term liabilities	713	804	829	863	829
<b>Long-term liabilities</b>	<b>4,689</b>	<b>4,690</b>	<b>9,167</b>	<b>6,605</b>	<b>6,817</b>
A/C payable	2,469	2,939	2,902	3,019	2,898
Short term debt	15,913	20,650	13,479	16,796	18,429
Other current liabilities	5,435	4,182	6,218	6,254	6,003
<b>Current liabilities</b>	<b>23,817</b>	<b>27,772</b>	<b>22,598</b>	<b>26,069</b>	<b>27,331</b>
<b>Total liabilities and shareholders' equity</b>	<b>71,432</b>	<b>79,924</b>	<b>83,207</b>	<b>88,376</b>	<b>93,671</b>
Net working capital	55,659	60,657	61,978	66,593	72,450
Invested capital	61,903	71,437	72,874	77,508	83,418

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

#### Per share (THB)

Book value per share	19.61	23.82	25.76	27.85	29.71
Tangible book value per share	19.61	23.82	25.76	27.85	29.71

#### Financial strength

Net debt/equity (%)	42.5	48.9	40.1	37.6	38.8
Net debt/total assets (%)	25.6	29.1	24.8	23.7	24.6
Current ratio (x)	2.7	2.5	3.2	3.0	3.0
CF interest cover (x)	13.0	29.7	7.5	8.5	6.6

Valuation	2021	2022	2023E	2024E	2025E
<b>Recurring P/E (x) *</b>	<b>6.5</b>	<b>5.1</b>	<b>6.6</b>	<b>6.3</b>	<b>6.7</b>
<b>Recurring P/E @ target price (x) *</b>	<b>7.3</b>	<b>5.7</b>	<b>7.4</b>	<b>7.1</b>	<b>7.6</b>
Reported P/E (x)	6.5	5.1	6.6	6.3	6.7
Dividend yield (%)	5.9	6.8	6.1	6.1	6.1
Price/book (x)	1.1	0.9	0.8	0.8	0.7
Price/tangible book (x)	1.1	0.9	0.8	0.8	0.7
EV/EBITDA (x) **	7.7	6.9	7.9	7.6	8.5
EV/EBITDA @ target price (x) **	8.4	7.5	8.6	8.3	9.1
EV/invested capital (x)	1.0	0.9	0.9	0.8	0.8

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

Sources: Supalai; FSSIA estimates

## Public disclosures related to sustainable development evaluation of Thai listed companies

[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**" by the Thai Institute of Directors Association (Thai IOD); 2) "**AGM Checklist**" by the Thai Investors Association (TIA), a "**CAC certified member**" of the Thai Private Sector Collective Action Against Corruption (CAC); and 3) **Sustainability Investment List (THSI)** by the Stock Exchange of Thailand. The ratings are updated on an annual basis. FSS International Investment Advisory Company Limited does not confirm nor certify the accuracy of such ratings.

### CG Score by the Thai Institute of Directors Association (Thai IOD)<sup>1</sup>

The [CG Score](#) indicates corporate governance (CG) strength in the sustainable development of Thai listed companies. Annually, the Thai IOD, with support from the Stock Exchange of Thailand (SET), surveys and assesses the CG practices of companies and publishes the results on the [Thai IOD website](#) in a bid to promote and enhance the CG of Thai listed companies in order to promote compliance with international standards for better investment decisions. The results are from the perspective of a third party, not an evaluation of operations, as of the date appearing in the report, and may be changed after that date.

The [five underlying categories and weighting](#) used for the CG scoring in 2022 include the rights of shareholders and equitable treatment of shareholders (weight 25% combined), the role of stakeholders (25%), disclosure and transparency (15%), and board responsibilities (35%).

The CGR report rates CG in six categories: 5 for Excellent (score range 90-100), 4 for Very Good (score range 80-89), 3 for Good (Score range 70-79), 2 for Fair (score range 60-69), 1 for Pass (score range 60-69), and not rated (score below 50).

### AGM Checklist by the Thai Investors Association (TIA)<sup>2</sup>

The "[AGM Checklist](#)" quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and the extent to which information is sufficiently disclosed and the level of its transparency. All the considered factors form important elements of two out of five the CG components. Annually, the TIA, with support from the SEC, leads the project to evaluate the quality of Annual General Meetings of Shareholders (AGMs) and to rate quality of the meetings.

The [Checklist](#) contains the minimum requirements under law that companies must comply with, or best practices according to international CG guidance. Representatives of the TIA will attend the meetings and perform the evaluation. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating of 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.

The results are classified into four categories: 5 for Excellent (score 100), 4 for Very Good (score 90-99), 3 for Fair (score 80-89), and not rated (score below 79).

### CAC certified member by the Thai Private Sector Collective Action Against Corruption (CAC)<sup>3</sup>

A [CAC certified member](#) is a listed company whose Checklist satisfies the CAC Certification's criteria and is approved by the CAC Council. The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. Note that the CAC does not certify the behaviour of the employees nor whether the companies have engaged in bribery, and Certification is good for three years.

Companies deciding to become a CAC certified member [start with](#) by submitting a Declaration of Intent signed by the Chairman of the Board to kick off the 18-month deadline for companies to submit the CAC Checklist for Certification. The 18-month provision is for risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.

The checklist document will be reviewed by the CAC Certification Committee for adequate information and evidence. It is worth noting that the committee consists of nine professionals in business law, corporate governance, internal audit, financial audit and experienced representatives from certified members.

A passed Checklist will move on to the [CAC Council](#) for granting certification approvals. The CAC Council consists of twelve prominent individuals who are highly respected in professionalism and ethical achievements. Among them are former ministers, a former central bank governor, the former head of the Thai Listed Companies Association, Chairman of Anti-Corruption Organizations (Thailand), Chairman of Thai Institute of Directors, and reputable academic scholars.

### Sustainability Investment (THSI)<sup>4</sup> by the Stock Exchange of Thailand (SET)

Thailand Sustainability Investment ([THSI](#)) quantifies responsibility in **E**nvironmental, and **S**ocial issues, by managing business with transparency in **G**overnance. The THSI serves as another choice for investors who desire to adopt a responsible investment approach, according to the SET.

Annually, the SET will announce the voluntary participation of the company candidates which pass the preemptive criteria, and whose two key crucial conditions are met, i.e. no irregular trading of the board members and executives and a free float of >150 by the number of shareholders, and combined holding must >15% of paid-up capital. Some key disqualifying criteria include a CG score of below 70%; independent directors and free float violation; executives' wrongdoing related to CG, social and environmental impacts, equity in negative territory, and earnings in the red for more than three years in the last five years. To become eligible for THSI, the candidate must pass three indicators in data declaration: **E**conomic (CG, risk management, customer relation management, supply chain management, and innovation); **E**nvironmental (environmental management, eco-efficiency, and climate risk); **S**ocial (human rights, talent attraction, operational health & safety, community development, and stakeholder engagement); and the incorporation of ESG in business operations.

To be approved for THSI inclusion, verified data must be scored at a 50% minimum for each indicator, unless the company is a part of the Dow Jones Sustainability Indices<sup>5</sup> (DJSI) during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality.

Note that, from the [THSI list](#), the SET further developed a sustainability [SETTHSI Index](#) in June 2018 from selected THSI companies whose 1) market capitalisation > 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.

Sources: [SEC](#); [Thai IOD](#); [Thai CAC](#); [SET](#); FSSIA's compilation

#### Disclaimer:

<sup>1</sup> Thai Institute of Directors Association ([Thai IOD](#)) was established in December 1999 and is a membership organisation that strives to promote professionalism in directorship. The Thai IOD offers directors certification and professional development courses, provides a variety of seminars, forums and networking events, and conducts research on board governance issues and practices. Membership comprises board members from companies ranging from large publicly listed companies to small private firms.

<sup>2</sup> Thai Investors Association ([TIA](#)) was established in 1983 with a mission to promote investment knowledge and to protect the investment rights of Thai investors. In 2002, the association was appointed by the Securities and Exchange Commission (SEC) to represent individual shareholders. To obtain information for evaluation, the association recruits volunteer investors to join AGMs and score the meetings. Weightings for each meeting are at a 45:45:10 ratio. They have been applied since 2017 and subject to change.

<sup>3</sup> Thai Private Sector Collective Action against Corruption ([CAC](#)) was founded in 2010 and is 100% privately funded. It is an initiative by the Thai private sector to take part in tackling corruption problems via collective action. The CAC promotes the implementation of effective anti-corruption policies in order to create a transparent business ecosystem by developing a unique certification program for large/medium/small companies to apply for and to control corruption risk systematically and efficiently. The CAC's operations are sponsored by the US-based Center for Private Enterprise (CIPE) and the UK Prosperity Fund.

<sup>4</sup> Sustainability Investment List ([THSI](#)), created by the Stock Exchange of Thailand in 2015, comprises the listed companies that conduct sustainable business operations.

<sup>5</sup> Dow Jones Sustainability Indices – [Wikipedia](#) – Launched in 1999, DJSI evaluates the sustainability performance of companies based on corporate economic, environmental, and social performance.



## GENERAL DISCLAIMER

### ANALYST(S) CERTIFICATION

Thanyatorn Songwutti FSS International Investment Advisory Securities Co., Ltd

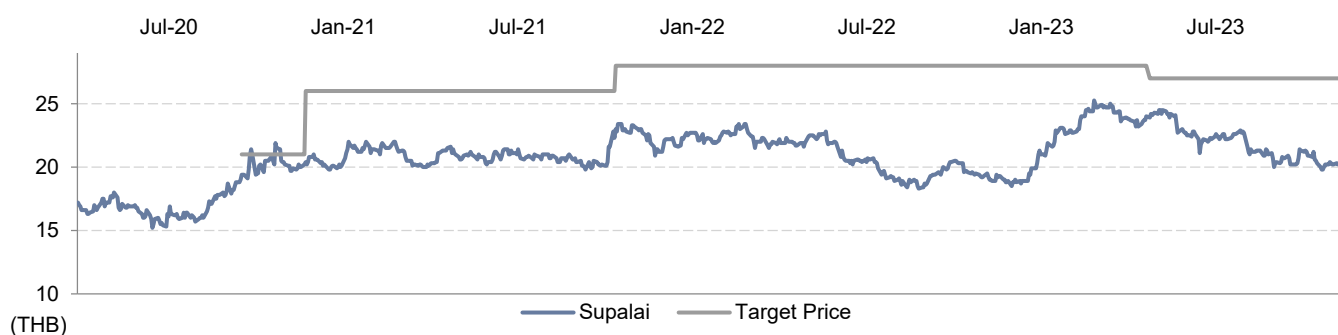
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### History of change in investment rating and/or target price

#### Supalai (SPALI TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
08-Dec-2020	BUY	21.00	26-Oct-2021	BUY	28.00	-	-	-
01-Feb-2021	BUY	26.00	27-Jan-2023	BUY	27.00			

Thanyatorn Songwutti started covering this stock from 27-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Supalai	SPALI TB	THB 21.30	BUY	Downside risks to our P/E-derived TP are cost overruns; delays or poor receptions for new launches; presale cancellations; inability of homebuyers to obtain mortgage financing; and weak take-up rates and reduced pricing power from rising competition.

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

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All share prices are as at market close on 19-Jul-2023 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.