

SANSIRI SRI TB

THAILAND / PROPERTY DEVELOPMENT

BUY

UNCHANGED

Key takeaways from analyst meeting

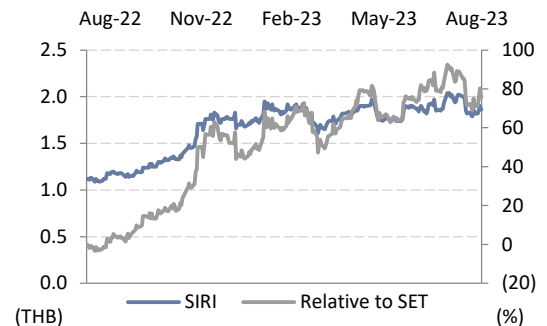
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|-----------------|---------|
| TARGET PRICE | THB2.30 |
| CLOSE | THB1.86 |
| UP/DOWNSIDE | +23.7% |
| TP vs CONSENSUS | +3.1% |

Highlights

- เรามีมุมมองเชิงบวกเล็กน้อยจากที่ประชุมนักวิเคราะห์หลังรายงานผลประกอบการ 2Q23 ในวันที่ 18 ส.ค. ความสำเร็จของโครงการเปิดใหม่และกำไรที่แข็งแกร่งคาดว่าจะหนุนราคาหุ้น
- จากข้อกล่าวหาที่ว่าบริษัท ซื้อที่ดินผิดกฎหมาย ผู้บริหารยืนยันว่า SIRI ปฏิบัติตามกฎหมายและระเบียบที่เกี่ยวข้องต่าง ๆ และกระบวนการต่าง ๆ ของบริษัท มีความโปร่งใสและอธิบายได้
- แม้ว่าตลาดอสังหาริมทรัพย์มีแนวโน้มชะลอตัวลงจากผลกระทบของความไม่แน่นอนทางการเมืองและทิศทางดอกเบี้ยขาขึ้น อย่างไรก็ตาม ผู้บริหารมั่นใจว่าบริษัท จะบรรลุเป้าหมายยอดขายปี 2023 ของบริษัท ที่ 41 พันลบ. (+33% y-y) (ยอดโอน YTD คิดเป็น 47%) ปัจจัยหนุนจากการทยอยรับรู้ Backlog ที่ 11.5 พันลบ. ในช่วง 2H23 ร่วมกับโครงการเปิดใหม่ที่มีจำนวนมาก โดยในช่วง 2H23 แผนเปิดโครงการใหม่จะเพิ่มอย่างมีนัยสำคัญเป็น 39 โครงการ มูลค่ารวม 56.7 พันลบ. (76% ของแผนเปิดตัวโครงการใหม่ในปี 2023) จาก 13 โครงการ มูลค่ารวม 18.3 พันลบ. ในช่วง 1H23
- Presales ของ SIRI ในช่วง 3QTD อยู่ที่ 2.9 พันลบ. เนื่องจากบริษัท เปิดตัวโครงการใหม่เพียง 1 แห่ง อย่างไรก็ตาม Presales คาดจะเร่งตัวขึ้นตามการเปิดตัวโครงการใหม่ที่เพิ่มขึ้นโดยเฉพาะตั้งแต่ช่วงปลายเดือนส.ค. เป็นต้นไป ใน 3Q23 บริษัท วางแผนเปิดตัว 19 โครงการใหม่ มูลค่ารวม 25 พันลบ. ประกอบด้วยโครงการแนวราบ 11 โครงการและคอนโด 8 โครงการ โดยโครงการแนวราบใหม่มีมูลค่า 15.5 พันลบ. ซึ่งครอบคลุมในทุกตลาด หลักๆ เป็นแบรนด์ Setthasiri และ Anasiri ในขณะที่บริษัท จะมุ่งเน้นในด้านโครงการคอนโดเพิ่มขึ้นด้วย 8 โครงการใหม่ มูลค่ารวม 9.5 พันลบ. ใน 3Q23 ทั้งในกรุงเทพฯ และต่างจังหวัดที่มีศักยภาพการเติบโตสูง อาทิ กูเกิ้ล และชลบุรี (ศรีราชา)
- บริษัท มีแผนเปิดตัวโครงการคอนโดไฮไลท์ 2 แห่งภายใต้แบรนด์ใหม่ในเดือน ก.ย. ประกอบด้วยโครงการคอนโด Premium ขนาดใหญ่อย่าง SHUSH Ratchathewi ซึ่งตั้งอยู่ห่างจากสถานีรถไฟฟ้าราชเทวีเพียง 140 เมตร มีมูลค่า 4.9 พันลบ. (เริ่มต้นที่ 8.99 ล้านบาทต่อหน่วย) และตั้งเป้าขายได้ 20-30% โดยโครงการดังกล่าวจะเริ่มโอนในปลายปี 2025 ขณะที่อีกโครงการคือ NIA by Sansiri มูลค่า 1.3 พันลบ. เป็นโครงการคอนโดพร้อมอยู่ซึ่งตั้งอยู่ในทำเลชั้นนำบนถนนสุขุมวิท 71 และตั้งเป้าขายได้ 30% โดยโครงการดังกล่าวจะเริ่มโอนได้ใน 4Q23
- ผู้บริหารมองว่าเป้า Presales ในต่างประเทศในปี 2023 ที่ 12 พันลบ. มีความท้าทายเนื่องจากมี Presales YTD อยู่ที่ 4.5 พันลบ. หลังการฟื้นตัวของผู้อพยพที่ช้ากว่าคาด อย่างไรก็ตาม บริษัท มองเห็นความ
- เราประเมินว่ากำไรปกติจะยังแข็งแกร่งในช่วง 2H23 โดยคาดเติบโต q-q และ y-y ใน 3Q23 ก่อนแตะระดับสูงสุดใน 4Q23 ปัจจุบันหุ้นซื้อขายที่ 6.4x ของค่า 2023E P/E ต่ำกว่าค่าเฉลี่ยย้อนหลังที่ 7.8x ระยะสั้นหุ้นมีปัจจัยหนุนจากเงินปันผลต่อหุ้นที่ 0.1 บาทในงวด 1H23 คิดเป็นผลตอบแทนปันผลสูงถึง 5.3% โดยหุ้นจะขึ้น XD ในวันที่ 28 ส.ค. 2023

KEY STOCK DATA

| YE Dec (THB m) | 2022 | 2023E | 2024E | 2025E |
|----------------------|--------|--------|--------|--------|
| Revenue | 33,712 | 40,940 | 38,577 | 38,415 |
| Net profit | 4,280 | 5,984 | 4,702 | 4,693 |
| EPS (THB) | 0.29 | 0.35 | 0.27 | 0.27 |
| vs Consensus (%) | - | 23.2 | (3.2) | (4.9) |
| EBITDA | 4,807 | 6,117 | 5,665 | 5,855 |
| Recurring net profit | 4,040 | 4,969 | 4,702 | 4,693 |
| Core EPS (THB) | 0.27 | 0.29 | 0.27 | 0.27 |
| EPS growth (%) | 99.7 | 7.1 | (5.4) | (0.2) |
| Core P/E (x) | 6.9 | 6.4 | 6.8 | 6.8 |
| Dividend yield (%) | 8.1 | 9.4 | 7.8 | 7.8 |
| EV/EBITDA (x) | 20.6 | 18.4 | 19.9 | 19.5 |
| Price/book (x) | 0.7 | 0.7 | 0.6 | 0.7 |
| Net debt/Equity (%) | 158.4 | 162.6 | 156.1 | 164.6 |
| ROE (%) | 9.9 | 11.1 | 9.8 | 9.7 |



| Share price performance | 1 Month | 3 Month | 12 Month |
|--------------------------------|---------|-------------------------------|-----------|
| Absolute (%) | (7.4) | 8.0 | 73.4 |
| Relative to country (%) | (6.7) | 7.7 | 85.6 |
| Mkt cap (USD m) | | | 879 |
| 3m avg. daily turnover (USD m) | | | 13.5 |
| Free float (%) | | | 0 |
| Major shareholder | | UBS AG Singapore Branch (10%) | |
| 12m high/low (THB) | | | 2.10/1.08 |
| Issued shares (m) | | | 15,397.75 |

Sources: Bloomberg consensus; FSSIA estimates


Thanayatorn Songwutti

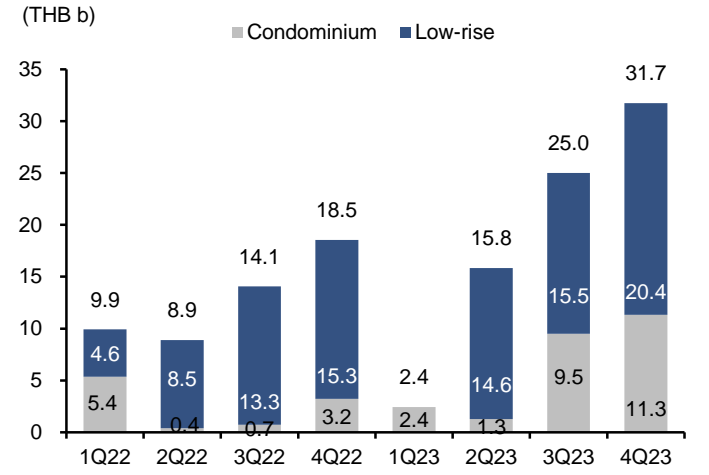
Analyst register no. 101203

thanyatorn.s@fssia.com, +66 2646 9805

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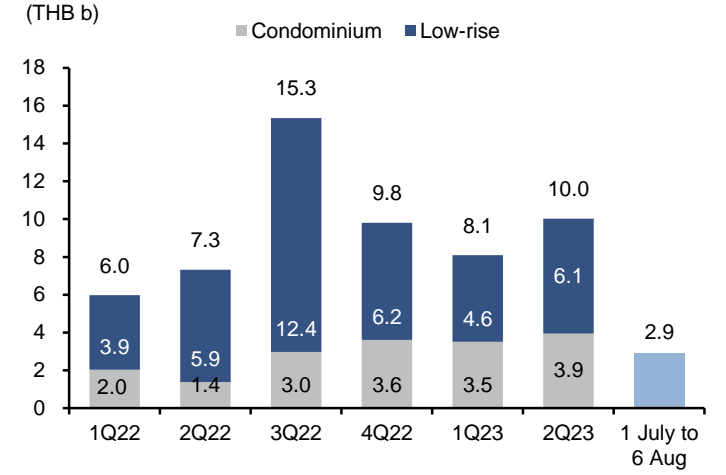
บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 21 สิงหาคม 2023

Exhibit 1: Quarterly new launches



Sources: SIRI; FSSIA's compilation

Exhibit 2: Quarterly presales



Sources: SIRI; FSSIA's compilation

Exhibit 3: SHUSH Ratchathewi



Source: SIRI

Exhibit 4: New condo launches in 3Q23

| | |
|--|--|
| <p>NIA BY SANSIRI</p> <ul style="list-style-type: none"> • 419 UNITS • THB 1,300 MILLION | <p>CONDO ME SINSAKORN, BUILDING D & E</p> <ul style="list-style-type: none"> • 54 UNITS/BUILDING • THB 100 MILLION/BUILDING |
| <p>CONDONVALE SRIRACHA</p> <ul style="list-style-type: none"> • 309 UNITS • THB 800 MILLION | <p>CONDO ME BANG NA - BANG SO, BUILDING D</p> <ul style="list-style-type: none"> • 79 UNITS • THB 100 MILLION |
| <p>THE BASE BUNT, PHUKET</p> <ul style="list-style-type: none"> • 599 UNITS • THB 1,400 MILLION | <p>THE MUVE SRINAKARIN</p> <ul style="list-style-type: none"> • 485 UNITS • THB 800 MILLION |

Source: SIRI

Exhibit 5: New low-rise launches in 3Q23

| SETTHASIRI | SARANSIRI | ANASIRI | |
|---|--|--|---|
| <p>WONGWAEN - CHATUCHOT</p> <ul style="list-style-type: none"> • 149 UNITS • THB 1,300 MILLION | <p>RATCHAPRUEK - 346</p> <ul style="list-style-type: none"> • 253 UNITS • THB 2,000 MILLION | <p>RAMA 2 - WONGWAEN</p> <ul style="list-style-type: none"> • 203 UNITS • THB 1,200 MILLION | <p>RANGSIT KLONG 3</p> <ul style="list-style-type: none"> • 286 UNITS • THB 1,500 MILLION |
| <p>BANGNA - SUVARNABHUMI</p> <ul style="list-style-type: none"> • 178 UNITS • THB 2,700 MILLION | <p>HABITIA</p> | <p>WESTGATE</p> <ul style="list-style-type: none"> • 247 UNITS • THB 1,700 MILLION | <p>CHAIYAPRUEK - WONGWAEN 2</p> <ul style="list-style-type: none"> • 296 UNITS • THB 1,500 MILLION |
| <p>RATCHAPRUEK - NAKORN IN</p> <ul style="list-style-type: none"> • 98 UNITS • THB 1,700 MILLION | <p>PRACHALIT 72</p> <ul style="list-style-type: none"> • 76 UNITS • THB 600 MILLION | <p>SIRI PLACE</p> | |
| | | <p>PHUDDHABUCHA 39</p> <ul style="list-style-type: none"> • 259 UNITS • THB 1,000 MILLION | <p>PRACHALIT 75</p> <ul style="list-style-type: none"> • 99 UNITS • THB 300 MILLION |

Source: SIRI

Financial Statements

Sansiri

| Profit and Loss (THB m) Year Ending Dec | 2021 | 2022 | 2023E | 2024E | 2025E |
|---|--------------|---------------|----------------|---------------|---------------|
| Revenue | 28,642 | 33,712 | 40,940 | 38,577 | 38,415 |
| Cost of goods sold | (19,607) | (22,591) | (27,971) | (26,181) | (25,920) |
| Gross profit | 9,035 | 11,122 | 12,969 | 12,396 | 12,496 |
| Other operating income | - | - | - | - | - |
| Operating costs | (6,375) | (7,165) | (7,709) | (7,597) | (7,517) |
| Operating EBITDA | 3,477 | 4,807 | 6,117 | 5,665 | 5,855 |
| Depreciation | (817) | (850) | (856) | (866) | (876) |
| Goodwill amortisation | - | - | - | - | - |
| Operating EBIT | 2,660 | 3,957 | 5,261 | 4,799 | 4,978 |
| Net financing costs | (976) | (508) | (394) | (436) | (425) |
| Associates | 75 | 473 | 268 | 388 | 228 |
| Recurring non-operating income | 991 | 1,505 | 1,272 | 1,292 | 1,132 |
| Non-recurring items | 0 | 240 | 1,015 | 0 | 0 |
| Profit before tax | 2,675 | 5,193 | 7,154 | 5,655 | 5,685 |
| Tax | (737) | (1,087) | (1,350) | (1,053) | (1,091) |
| Profit after tax | 1,939 | 4,107 | 5,804 | 4,602 | 4,593 |
| Minority interests | 79 | 173 | 180 | 100 | 100 |
| Preferred dividends | 0 | 0 | 0 | 0 | 0 |
| Other items | - | - | - | - | - |
| Reported net profit | 2,017 | 4,280 | 5,984 | 4,702 | 4,693 |
| Non-recurring items & goodwill (net) | 0 | (240) | (1,015) | 0 | 0 |
| Recurring net profit | 2,017 | 4,040 | 4,969 | 4,702 | 4,693 |
| Per share (THB) | | | | | |
| Recurring EPS * | 0.14 | 0.27 | 0.29 | 0.27 | 0.27 |
| Reported EPS | 0.14 | 0.29 | 0.35 | 0.27 | 0.27 |
| DPS | 0.06 | 0.15 | 0.17 | 0.15 | 0.15 |
| Diluted shares (used to calculate per share data) | 14,883 | 14,923 | 17,138 | 17,138 | 17,138 |
| Growth | | | | | |
| Revenue (%) | (15.3) | 17.7 | 21.4 | (5.8) | (0.4) |
| Operating EBITDA (%) | 43.0 | 38.2 | 27.3 | (7.4) | 3.3 |
| Operating EBIT (%) | 65.7 | 48.7 | 33.0 | (8.8) | 3.7 |
| Recurring EPS (%) | 28.4 | 99.7 | 7.1 | (5.4) | (0.2) |
| Reported EPS (%) | 20.4 | 111.6 | 21.7 | (21.4) | (0.2) |
| Operating performance | | | | | |
| Gross margin inc. depreciation (%) | 31.5 | 33.0 | 31.7 | 32.1 | 32.5 |
| Gross margin exc. depreciation (%) | 34.4 | 35.5 | 33.8 | 34.4 | 34.8 |
| Operating EBITDA margin (%) | 12.1 | 14.3 | 14.9 | 14.7 | 15.2 |
| Operating EBIT margin (%) | 9.3 | 11.7 | 12.9 | 12.4 | 13.0 |
| Net margin (%) | 7.0 | 12.0 | 12.1 | 12.2 | 12.2 |
| Effective tax rate (%) | 27.5 | 20.9 | 18.9 | 18.6 | 19.2 |
| Dividend payout on recurring profit (%) | 44.3 | 55.4 | 60.2 | 53.0 | 53.0 |
| Interest cover (X) | 3.7 | 10.8 | 16.6 | 14.0 | 14.4 |
| Inventory days | 1,080.3 | 1,183.6 | 1,218.1 | 1,378.8 | 1,395.6 |
| Debtor days | 19.4 | 12.8 | 13.0 | 17.8 | 17.3 |
| Creditor days | 32.0 | 19.5 | 19.0 | 22.2 | 21.8 |
| Operating ROIC (%) | 3.3 | 4.0 | 4.2 | 3.6 | 3.8 |
| ROIC (%) | 2.8 | 3.9 | 4.3 | 3.7 | 3.7 |
| ROE (%) | 5.3 | 9.9 | 11.1 | 9.8 | 9.7 |
| ROA (%) | 2.4 | 3.5 | 3.8 | 3.4 | 3.4 |
| * Pre exceptional, pre-goodwill and fully diluted | | | | | |
| Revenue by Division (THB m) | | | | | |
| Project sales | 26,170 | 30,716 | 37,276 | 34,939 | 34,666 |
| Business management | 1,687 | 1,679 | 1,930 | 1,834 | 1,871 |
| Hotel management | 315 | 548 | 603 | 633 | 665 |
| Others | 470 | 769 | 1,131 | 1,171 | 1,214 |

Sources: Sansiri; FSSIA estimates

Financial Statements

Sansiri

| Cash Flow (THB m) Year Ending Dec | 2021 | 2022 | 2023E | 2024E | 2025E |
|--|----------------|-----------------|----------------|----------------|----------------|
| Recurring net profit | 2,017 | 4,040 | 4,969 | 4,702 | 4,693 |
| Depreciation | 817 | 850 | 856 | 866 | 876 |
| Associates & minorities | - | - | - | - | - |
| Other non-cash items | (79) | (173) | (180) | (100) | (100) |
| Change in working capital | (1,549) | (28,335) | (10,559) | (876) | 1,179 |
| Cash flow from operations | 1,207 | (23,618) | (4,914) | 4,592 | 6,648 |
| Capex - maintenance | (7,551) | - | (3,607) | (3,063) | (976) |
| Capex - new investment | - | - | - | - | - |
| Net acquisitions & disposals | - | - | - | - | - |
| Other investments (net) | - | 19,685 | - | - | - |
| Cash flow from investing | (7,551) | 19,685 | (3,607) | (3,063) | (976) |
| Dividends paid | (911) | (1,528) | (2,373) | (2,245) | (6,699) |
| Equity finance | 663 | 562 | 1,848 | 0 | 0 |
| Debt finance | 5,766 | 5,378 | 10,404 | 1,492 | (226) |
| Other financing cash flows | - | - | - | - | - |
| Cash flow from financing | 5,519 | 4,411 | 9,879 | (753) | (6,925) |
| Non-recurring cash flows | - | - | - | - | - |
| Other adjustments | 0 | 0 | 0 | 0 | 0 |
| Net other adjustments | 0 | 0 | 0 | 0 | 0 |
| Movement in cash | (826) | 479 | 1,358 | 776 | (1,253) |
| Free cash flow to firm (FCFF) | (5,178.84) | (3,195.32) | (7,887.42) | 2,215.53 | 6,357.49 |
| Free cash flow to equity (FCFE) | (577.76) | 1,445.18 | 1,882.80 | 3,021.14 | 5,446.02 |
| Per share (THB) | | | | | |
| FCFF per share | (0.34) | (0.21) | (0.51) | 0.14 | 0.41 |
| FCFE per share | (0.04) | 0.09 | 0.12 | 0.20 | 0.35 |
| Recurring cash flow per share | 0.19 | 0.32 | 0.33 | 0.32 | 0.32 |
| Balance Sheet (THB m) Year Ending Dec | | | | | |
| Tangible fixed assets (gross) | 11,493 | 11,706 | 12,609 | 13,023 | 13,522 |
| Less: Accumulated depreciation | (2,333) | (2,806) | (3,098) | (3,416) | (3,866) |
| Tangible fixed assets (net) | 9,160 | 8,899 | 9,510 | 9,607 | 9,656 |
| Intangible fixed assets (net) | 0 | 0 | 0 | 0 | 0 |
| Long-term financial assets | - | - | - | - | - |
| Invest. in associates & subsidiaries | 38,900 | 18,609 | 20,765 | 22,865 | 22,915 |
| Cash & equivalents | 2,181 | 2,660 | 4,018 | 4,794 | 3,540 |
| A/C receivable | 1,385 | 983 | 1,945 | 1,827 | 1,816 |
| Inventories | 55,143 | 85,859 | 95,119 | 96,143 | 95,369 |
| Other current assets | 7,330 | 7,753 | 8,731 | 8,201 | 8,155 |
| Current assets | 66,039 | 97,254 | 109,813 | 110,965 | 108,881 |
| Other assets | 2,533 | 2,672 | 2,977 | 2,833 | 2,817 |
| Total assets | 116,632 | 127,435 | 143,065 | 146,270 | 144,271 |
| Common equity | 39,225 | 42,433 | 46,877 | 49,334 | 47,328 |
| Minorities etc. | 1,741 | 1,608 | 1,608 | 1,608 | 1,608 |
| Total shareholders' equity | 40,967 | 44,041 | 48,485 | 50,941 | 48,935 |
| Long term debt | 36,699 | 39,922 | 55,592 | 57,652 | 50,763 |
| Other long-term liabilities | 1,321 | 1,173 | 1,786 | 1,678 | 1,668 |
| Long-term liabilities | 38,020 | 41,095 | 57,378 | 59,329 | 52,431 |
| A/C payable | 1,084 | 1,235 | 1,588 | 1,498 | 1,488 |
| Short term debt | 30,352 | 32,507 | 27,241 | 26,673 | 33,336 |
| Other current liabilities | 6,209 | 8,574 | 8,374 | 7,829 | 8,081 |
| Current liabilities | 37,645 | 42,316 | 37,203 | 35,999 | 42,905 |
| Total liabilities and shareholders' equity | 116,632 | 127,451 | 143,065 | 146,270 | 144,271 |
| Net working capital | 56,565 | 84,785 | 95,833 | 96,844 | 95,772 |
| Invested capital | 107,158 | 114,966 | 129,086 | 132,150 | 131,161 |
| * Includes convertibles and preferred stock which is being treated as debt | | | | | |
| Per share (THB) | | | | | |
| Book value per share | 2.64 | 2.84 | 2.74 | 2.88 | 2.76 |
| Tangible book value per share | 2.64 | 2.84 | 2.74 | 2.88 | 2.76 |
| Financial strength | | | | | |
| Net debt/equity (%) | 158.3 | 158.4 | 162.6 | 156.1 | 164.6 |
| Net debt/total assets (%) | 55.6 | 54.7 | 55.1 | 54.4 | 55.8 |
| Current ratio (x) | 1.8 | 2.3 | 3.0 | 3.1 | 2.5 |
| CF interest cover (x) | 0.4 | 3.8 | 5.8 | 7.9 | 13.8 |
| Valuation | | | | | |
| Recurring P/E (x) * | 13.7 | 6.9 | 6.4 | 6.8 | 6.8 |
| Recurring P/E @ target price (x) * | 17.0 | 8.5 | 7.9 | 8.4 | 8.4 |
| Reported P/E (x) | 13.7 | 6.5 | 5.3 | 6.8 | 6.8 |
| Dividend yield (%) | 3.2 | 8.1 | 9.4 | 7.8 | 7.8 |
| Price/book (x) | 0.7 | 0.7 | 0.7 | 0.6 | 0.7 |
| Price/tangible book (x) | 0.7 | 0.7 | 0.7 | 0.6 | 0.7 |
| EV/EBITDA (x) ** | 27.1 | 20.6 | 18.4 | 19.9 | 19.5 |
| EV/EBITDA @ target price (x) ** | 29.0 | 22.0 | 19.6 | 21.3 | 20.8 |
| EV/invested capital (x) | 0.9 | 0.9 | 0.9 | 0.9 | 0.9 |
| * Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income | | | | | |

Sources: Sansiri; 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)¹

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).

Corporate Governance Report Disclaimer

The disclosure of the survey result 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 companies listed on the Stock Exchange of Thailand and the Market of Alternative Investment disclosed to the public and able to be accessed by a general public investor at [Thai IOD website](#). 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 data appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date. **FSSIA** does not confirm nor certify the accuracy of such survey result.

AGM Checklist by the Thai Investors Association (TIA)²

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)³

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)⁴ by the Stock Exchange of Thailand (SET)

Thailand Sustainability Investment (**THSI**) quantifies responsibility in **Environmental**, and **Social** issues, by managing business with transparency in **Governance**. 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: **Economic** (CG, risk management, customer relation management, supply chain management, and innovation); **Environmental** (environmental management, eco-efficiency, and climate risk); **Social** (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 Indices⁵ (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:

¹ 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.

² 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.

³ 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.

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

⁵ 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

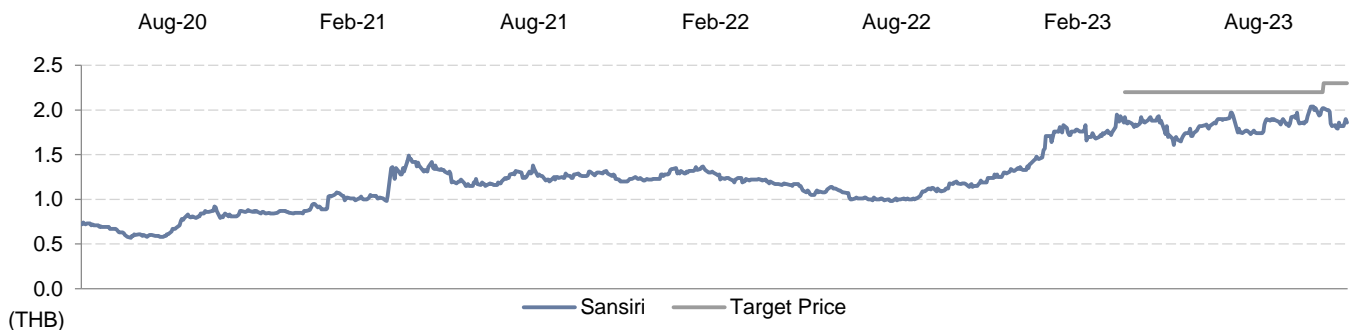
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History of change in investment rating and/or target price

Sansiri (SIRI TB)



| Date | Rating | Target price | Date | Rating | Target price | Date | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|------|--------|--------------|
| 06-Feb-2023 | BUY | 2.20 | 27-Jul-2023 | BUY | 2.30 | - | - | - |

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 1.86 | BUY | Downside risks to our P/E-based TP include 1) weaker-than-expected take-up rates of new launches; 2) rising competition; 3) construction delays and increasing raw material prices; 4) the impact of the expiration of loan-to-value (LTV) limit easing; and 5) a high level of IBD/E. |

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 17-Aug-2023 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.