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คาดการณ์ราคาเป็นขาขึ้นต่อเนื่องใน 3Q23

- ประเมินกำไร 3Q23 เติบโต 9% q-q และ 19% y-y (ดีกว่ากลุ่มฯ) ตามทิศทางยอดโอนจากคอนโดสร้างเสร็จใหม่ 2 แห่ง และยอดโอนแนวราบทรงตัวสูง
- แผนรุกเปิดโครงการใหม่ใน 4Q23 จะเป็นแรงหนุนต่อยอด Presales และราคาหุ้น
- ปรับไปใช้ราคาเหมาะสมปี 2024 ที่ 14.40 บาท ยังแนะนำซื้อ เป็นหุ้นเด่นของกลุ่มฯ

TARGET PRICE	THB14.40
CLOSE	THB10.80
UP/DOWNSIDE	+33.3%
PRIOR TP	THB14.00
CHANGE IN TP	+2.9%
TP vs CONSENSUS	-0.4%

KEY STOCK DATA

YE Dec (THB m)	2022	2023E	2024E	2025E
Revenue	38,539	42,223	43,979	45,724
Net profit	5,877	6,274	6,450	6,568
EPS (THB)	1.87	1.99	2.05	2.09
vs Consensus (%)	-	1.6	(0.3)	(1.3)
EBITDA	6,107	6,627	6,894	7,178
Recurring net profit	5,874	6,274	6,450	6,568
Core EPS (THB)	1.87	1.99	2.05	2.09
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	29.3	6.8	2.8	1.8
Core P/E (x)	5.8	5.4	5.3	5.2
Dividend yield (%)	6.0	6.5	6.5	6.7
EV/EBITDA (x)	9.1	8.0	7.6	7.1
Price/book (x)	0.9	0.8	0.8	0.7
Net debt/Equity (%)	58.5	46.4	41.5	34.8
ROE (%)	17.0	16.2	15.0	13.9

คาดการณ์ราคา 3Q23 แข็งแกร่ง +9% q-q, +19% y-y ตามทิศทางยอดโอน

เราประเมินกำไรสุทธิ 3Q23 อยู่ที่ 1.69 พันล้านบาท (+9% q-q, +19% y-y) ตามการเพิ่มขึ้นของยอดโอนคาด +9% q-q, +13% y-y ที่ 9.8 พันล้านบาท หนุนจากยอดโอนคอนโดเพิ่มขึ้นเป็น 978 ล้านบาท (+3x q-q, y-y) หลังเริ่มโอนคอนโดใหม่อย่าง Aspire Pinklao-Arunamarin (มูลค่า 1.2 พันล้านบาท มียอดขาย 90%) รวมถึงยอดโอนแนวราบทรงตัวสูงที่ 8.8 พันล้านบาท (+1% q-q, +5% y-y) หลักๆเป็นการรับรู้โครงการที่เปิดตัว 1H23 ซึ่งมีผลตอบรับดี นอกจากนี้ มีคอนโด JV สร้างเสร็จใหม่อย่าง The Address Siam-Ratchathewi (มูลค่า 8.6 พันล้านบาท มียอดขาย 43%) หนุนการเพิ่มขึ้นของส่วนแบ่งกำไร JV ขณะที่อัตรากำไรขั้นต้นใน 3Q23 คาดกลับสู่ระดับปกติที่ 34% เทียบกับ 1H23 ที่ 35-36% ซึ่งการรับรู้หลักมาจากแนวราบบางแห่งที่มีมาร์จิ้นสูงกว่าปกติ

คงมุมมองบวกต่อผลประกอบการ 4Q23 จาก Backlog ระดับสูง

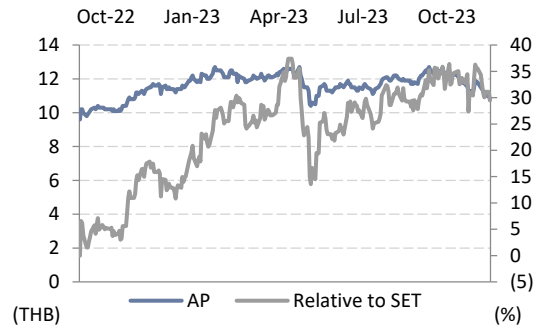
หากงบ 3Q23 ตามคาด กำไร 9M23 ทรงตัวจาก 9M22 เท่ากับ 4.7 พันล้านบาท คิดเป็น 75% ของประมาณการทั้งปีของเราที่ 6.3 พันล้านบาท (+7% y-y) แนวโน้มกำไร 4Q23 คาดขยับขึ้นได้ q-q และ y-y หนุนจาก Backlog ที่ยกมาจากสิ้น 3Q23 สูงราว 1.5 หมื่นล้านบาท คาดทยอยรับรู้ใน 4Q23 ราว 9.4 พันล้านบาท รองรับคาดการณ์ยอดโอนปีนี้แล้ว 91% ส่วนที่เข้ามาเพิ่มเติมจากการเปิดโครงการแนวราบใหม่จำนวนมากช่วงปลายปี ขณะที่ปี 2024 คงคาดการณ์กำไรระดับสูงสุดใหม่ต่อเนื่องที่ 6.5 พันล้านบาท (+3% y-y)

การรุกเปิดโครงการใหม่ใน 4Q23 หนุนการเพิ่มขึ้นของยอด Presales

AP มีแผนรุกเปิดโครงการใหม่ใน 4Q23 สูงถึง 24 โครงการ มูลค่ารวม 3.6 หมื่นล้านบาท หรือคิดเป็น 48% ของมูลค่าการเปิดตัวในปีนี้เป็นแนวราบ 22 โครงการ มูลค่า 2.9 หมื่นล้านบาท และมีไฮไลท์คอนโดใหม่ 2 โครงการในเดือนพ.ย.นี้คือ Aspire Vibha-Victory มูลค่า 2.3 พันล้านบาท (เริ่ม 3.49 ล้านบาท/ยูนิต) และ Rhythm Charoennakhon Iconic มูลค่า 4.5 พันล้านบาท (เริ่ม 7.7 ล้านบาท/ยูนิต) ซึ่งคาดว่าจะสร้างยอดขายเกณฑ์ที่ดีด้วยจุดเด่นทำเลศักยภาพและการแข่งขันไม่สูงนัก โดยบริษัทตั้งเป้า Take-up rate ที่ 30% ขยับเคลื่อนยอด Presales 4Q23 อยู่ระดับ 1.5-1.6 หมื่นล้านบาท โต 25%-30% q-q, y-y

ปรับไปใช้ราคาเหมาะสมปีหน้า 14.40 บาท ยังแนะนำซื้อและเป็น Top Pick

เราปรับไปใช้ราคาเหมาะสมปี 2024 ที่ 14.40 บาท (อิง PER เดิม 7x) คงคำแนะนำซื้อ ราคาหุ้นปรับลง -8% ภายใน 1 เดือนสะท้อนยอด Presales 3Q23 ที่อ่อนลง ทำให้ปัจจุบันซื้อขายบน PE2024 เพียง 5.3x และคาดปันผลปี 2023 Yield 6.5% (จ่ายปีละครั้ง) อย่างไรก็ตาม กำไร 3Q23 ที่แข็งแกร่ง (ดีกว่ากลุ่มฯที่คาดชะลอ q-q, y-y) บวกกับผลตอบรับที่ดีของการเปิดโครงการใหม่ใน 4Q23 คาดเป็นปัจจัยบวกต่อราคาหุ้นได้



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(12.2)	(10.7)	12.5
Relative to country (%)	(3.9)	(1.9)	28.7
Mkt cap (USD m)	938		
3m avg. daily turnover (USD m)	3.1		
Free float (%)	66		
Major shareholder	Mr. Anuphong Assavabhokhin (21%)		
12m high/low (THB)	12.80/9.50		
Issued shares (m)	3,145.90		

Sources: Bloomberg consensus; FSSIA estimates



Thanyatorn Songwutti

Fundamental Investment Analyst on Securities; License no. 101203
thanyatorn.s@fssia.com, +66 2646 9963

Investment thesis

ในปี 2023 AP วางแผนเชิงรุกเพื่อทำสถิติสูงสุดใหม่ในทุกด้าน 1) บริษัทฯ วางแผนเปิด 58 โครงการใหม่ มูลค่ารวม 7.7 หมื่นลบ. (+21% y-y) 2) บริษัทฯ ตั้งเป้าหมายยอดขายโครงการที่ 5.8 หมื่นลบ. (+15% y-y) ประกอบด้วยโครงการแนวราบ 78% และคอนโด 22% และ 3) บริษัทฯ ตั้งเป้ารายได้จากการโอน (รวม JV 100%) ไว้ที่ 5.6 หมื่นลบ. เทียบกับ 4.8 หมื่นลบ. ในปี 2022 อีกทั้ง วางแผนเพิ่มขยายพอร์ตในตลาด Luxury และเปิดโครงการต่างจังหวัดใน 5 จังหวัดใหม่

จุดเด่นของ AP คือ พอร์ตที่ยืดหยุ่นกระจายรายได้ครอบคลุมทั้งแนวราบและคอนโดในตลาดทุกเซกเมนต์ ทั้งในกรุงเทพฯ และต่างจังหวัด เพิ่มศักยภาพในการเติบโตได้อย่างมั่นคง ขณะที่กลยุทธ์การรุกเปิดโครงการใหม่เพิ่มขึ้นต่อเนื่องพร้อมกระจายในหลายทำเล หนุนการครองส่วนแบ่งการตลาดที่สูงได้ดี

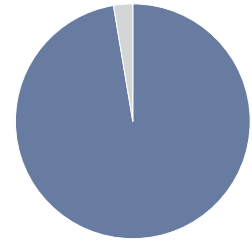
Company profile

AP ประกอบธุรกิจพัฒนาอสังหาริมทรัพย์เพื่อขาย ประเภทคอนโดมิเนียม ทาวน์โฮม บ้านเดี่ยว บ้านแฝด โฮมออฟฟิศ ด้วยทำเลที่ตั้งในเขตชุมชนเมือง ศูนย์กลางทางธุรกิจ สามารถเดินทางได้สะดวก และเน้นแบบที่อยู่อาศัยให้ตรงกับความต้องการของกลุ่มลูกค้าแต่ละกลุ่มและแต่ละทำเล พร้อมมีธุรกิจบริการต่างๆในเครือที่ครอบคลุมเรื่องการอยู่อาศัยอย่างครบวงจร

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Principal activities (revenue, 2022)

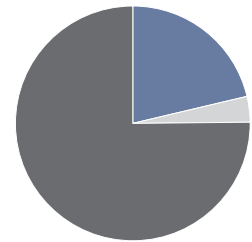
- Sales - 97.4 %
- Service income - 2.6 %



Source: AP (Thailand)

Major shareholders

- Mr. Anuphong Assavabhokhin - 21.3 %
- Vipavasuphakorn Family - 3.5 %
- Others - 75.2 %



Source: AP (Thailand)

Catalysts

ปัจจัยบวกต่อราคาหุ้นคือ 1) แนวโน้มผลประกอบการ 2H23 คาดเติบโต h-h และ y-y แข็งแกร่งกว่ารายอื่น 2) ความสำเร็จของโครงการใหม่ โดยเฉพาะคอนโดใหม่ใน 4Q23 จำนวน 3 แห่ง ซึ่งหากได้รับผลตอบแทนที่ดี คาดเป็นปัจจัยบวกต่อราคาหุ้น 3) ตลาดอสังหาริมทรัพย์ฟื้นตัวใน 4Q23

Risks to our call

ความเสี่ยง 1) ตลาดแนวราบชะลอตัวมากกว่าคาด 2) อัตราการขายโครงการต่ำกว่าคาด 3) เศรษฐกิจฟื้นตัวช้า 4) ดอกเบี้ยขาขึ้นกระทบกำลังซื้อ 5) อัตราการปฏิเสธสินเชื่อจากธนาคารและยอดยกเลิกจากลูกค้าสูงขึ้น 6) การก่อสร้างล่าช้าและการขาดแคลนแรงงาน และ 7) การแข่งขันรุนแรง

Event calendar

Date	Event
7 November 2023	3Q23 results announcement

Key assumptions

	2023E	2024E	2025E
Transfer revenue (THB m)	41,107	42,841	44,563
Service income (THB m)	1,116	1,138	1,161
Property GPM (%)	32.9	32.9	32.9
GPM (%)	34.1	34.1	34.1
SG&A to sales (%)	18.8	18.8	18.8

Source: FSSIA estimates

Earnings sensitivity

- For every 5% increase in transfers, we estimate 2023 net profit to rise by 3.7%, and vice versa, all else being equal.
- For every 0.5% increase in property GPM, we estimate 2023 net profit to rise by 2.7%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A, we estimate 2023 net profit to fall by 2.7%, and vice versa, all else being equal.

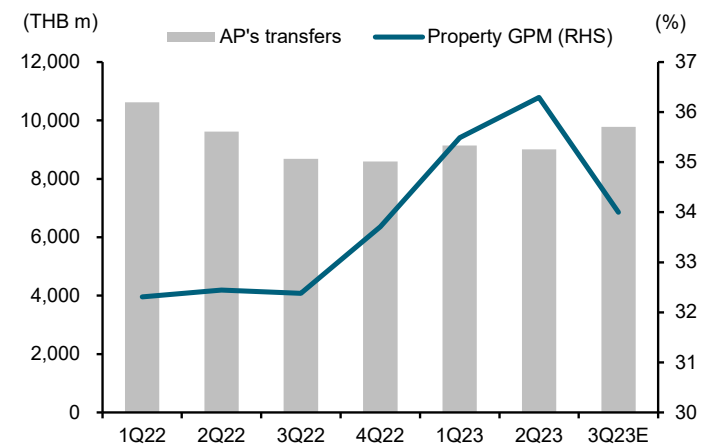
Source: FSSIA estimates

Exhibit 1: 3Q23 results preview

	3Q22	4Q22	1Q23	2Q23	3Q23E	Change	
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Total revenue	8,982	8,846	9,409	9,282	10,055	8	12
Gross profit	3,046	3,090	3,445	3,486	3,542	2	16
SG&A	(1,805)	(2,020)	(1,853)	(1,725)	(1,784)	n/a	n/a
Operating profit	1,241	1,070	1,592	1,761	1,758	(0)	42
Other income	122	14	33	108	30	(72)	(75)
Interest expense	(18)	(45)	(76)	(81)	(70)	n/a	n/a
Profit before tax	1,345	1,134	1,549	1,608	1,718	7	28
Tax	(251)	(267)	(309)	(353)	(351)	n/a	n/a
Associates	324	284	238	289	319	11	(2)
Reported net profit	1,419	1,155	1,478	1,544	1,687	9	19
Normalised profit	1,419	1,151	1,478	1,544	1,687	9	19
Key ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)
Property gross margin	32.4	33.7	35.5	36.3	34.0	(2.3)	1.6
Gross margin	33.9	34.9	36.6	37.6	35.2	(2.3)	1.3
Operating margin	13.8	12.1	16.9	19.0	17.5	(1.5)	3.7
Net profit margin	15.8	13.1	15.7	16.6	16.8	0.1	1.0
Normalised profit margin	15.8	13.0	15.7	16.6	16.8	0.1	1.0
Operating statistics	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Property transfers	8,689	8,592	9,144	9,009	9,780	9	13
-- Low-rise	8,384	8,314	8,657	8,701	8,802	1	5
-- High-rise	305	278	487	308	978	218	221
Presales	11,924	12,960	11,016	12,631	11,677	(8)	(2)
-- Low-rise	8,354	10,049	8,172	8,622	8,499	(1)	2
-- High-rise	3,570	2,911	2,844	4,009	3,178	(21)	(11)

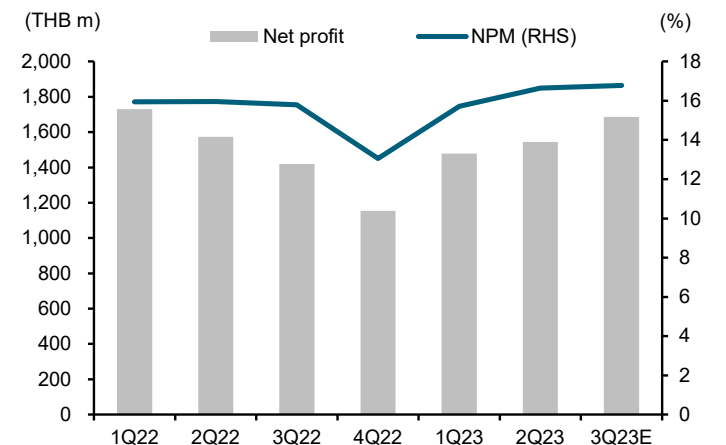
Sources: AP; FSSIA estimates

Exhibit 2: Quarterly transfers and property GPM



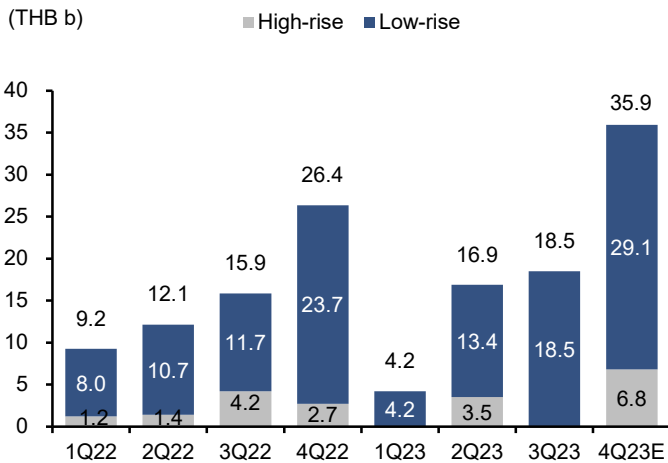
Sources: AP; FSSIA estimates

Exhibit 3: Quarterly net profit and NPM



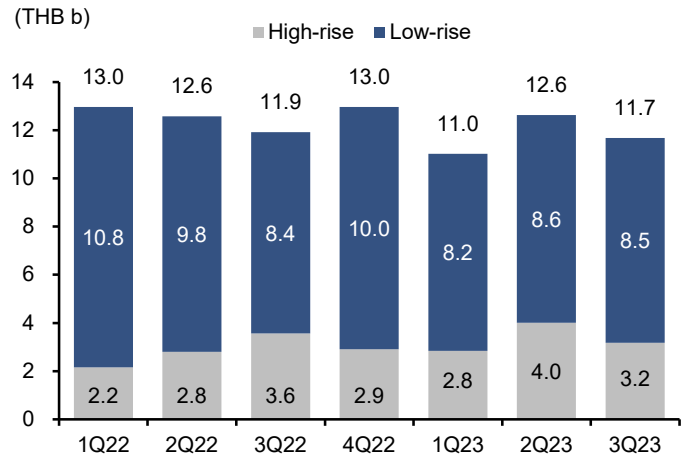
Sources: AP; FSSIA estimates

Exhibit 4: Quarterly new launches



Sources: AP; FSSIA's compilation

Exhibit 5: Quarterly presales



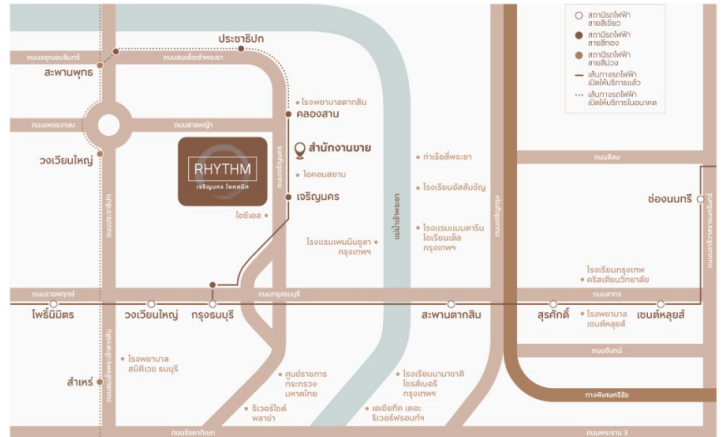
Sources: AP; FSSIA's compilation

Exhibit 6: Aspire Vibha-Victory location



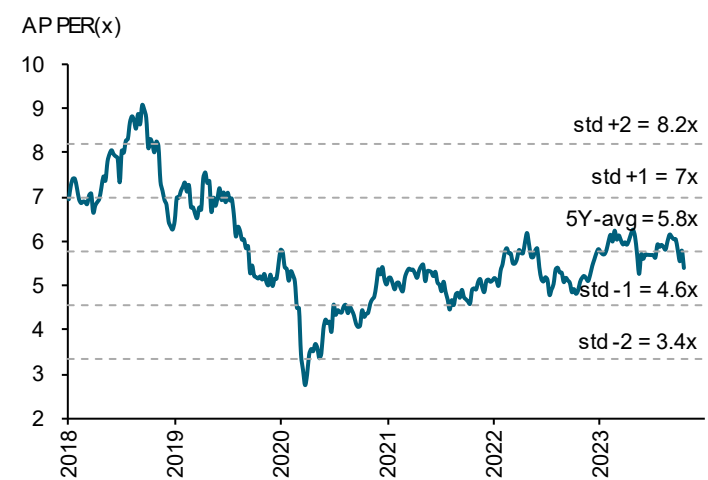
Source: AP

Exhibit 7: Rhythm Charoennakhon Iconic location



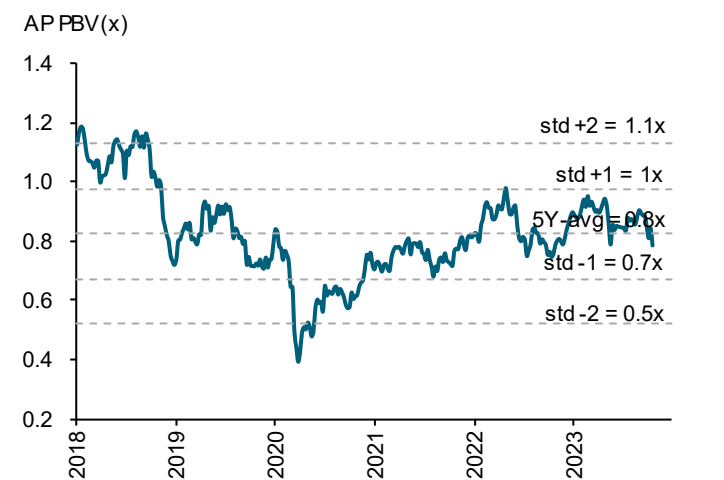
Source: AP

Exhibit 8: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 9: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Financial Statements

AP (Thailand)

Profit and Loss (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Revenue	31,794	38,539	42,223	43,979	45,724
Cost of goods sold	(21,483)	(25,475)	(27,826)	(29,002)	(30,152)
Gross profit	10,311	13,064	14,396	14,977	15,572
Other operating income	0	0	0	0	0
Operating costs	(5,828)	(7,248)	(7,938)	(8,268)	(8,596)
Operating EBITDA	4,763	6,107	6,627	6,894	7,178
Depreciation	(279)	(291)	(168)	(185)	(202)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	4,484	5,816	6,458	6,709	6,976
Net financing costs	(248)	(99)	(115)	(136)	(128)
Associates	999	1,233	1,151	1,130	1,024
Recurring non-operating income	1,175	1,385	1,211	1,208	1,106
Non-recurring items	0	4	0	0	0
Profit before tax	5,411	7,106	7,555	7,780	7,954
Tax	(869)	(1,230)	(1,281)	(1,330)	(1,386)
Profit after tax	4,542	5,876	6,274	6,450	6,568
Minority interests	0	1	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	4,542	5,877	6,274	6,450	6,568
Non-recurring items & goodwill (net)	0	(4)	0	0	0
Recurring net profit	4,542	5,874	6,274	6,450	6,568
Per share (THB)					
Recurring EPS *	1.44	1.87	1.99	2.05	2.09
Reported EPS	1.44	1.87	1.99	2.05	2.09
DPS	0.50	0.65	0.70	0.71	0.72
Diluted shares (used to calculate per share data)	3,146	3,146	3,146	3,146	3,146
Growth					
Revenue (%)	6.4	21.2	9.6	4.2	4.0
Operating EBITDA (%)	34.6	28.2	8.5	4.0	4.1
Operating EBIT (%)	37.1	29.7	11.0	3.9	4.0
Recurring EPS (%)	7.5	29.3	6.8	2.8	1.8
Reported EPS (%)	7.5	29.4	6.7	2.8	1.8
Operating performance					
Gross margin inc. depreciation (%)	32.4	33.9	34.1	34.1	34.1
Gross margin exc. depreciation (%)	33.3	34.7	34.5	34.5	34.5
Operating EBITDA margin (%)	15.0	15.8	15.7	15.7	15.7
Operating EBIT margin (%)	14.1	15.1	15.3	15.3	15.3
Net margin (%)	14.3	15.2	14.9	14.7	14.4
Effective tax rate (%)	19.7	20.2	20.0	20.0	20.0
Dividend payout on recurring profit (%)	34.6	34.8	35.0	34.5	34.5
Interest cover (X)	22.8	72.7	66.9	58.2	63.2
Inventory days	804.9	743.8	724.4	714.3	725.9
Debtor days	1.1	1.1	1.2	1.4	1.4
Creditor days	36.8	41.0	41.4	39.6	39.7
Operating ROIC (%)	8.3	9.7	10.2	10.3	10.1
ROIC (%)	8.8	10.3	10.3	10.2	9.8
ROE (%)	14.7	17.0	16.2	15.0	13.9
ROA (%)	8.0	9.3	9.2	9.1	8.8
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
	2021	2022	2023E	2024E	2025E
Sales	30,879	37,522	41,107	42,841	44,563
Service income	915	1,017	1,116	1,138	1,161

Sources: AP (Thailand); FSSIA estimates

Financial Statements

AP (Thailand)

Cash Flow (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Recurring net profit	4,542	5,874	6,274	6,450	6,568
Depreciation	279	291	168	185	202
Associates & minorities	-	-	-	-	-
Other non-cash items	0	4	0	0	0
Change in working capital	(1,046)	(6,585)	93	(3,544)	(2,405)
Cash flow from operations	3,775	(417)	6,535	3,092	4,365
Capex - maintenance	0	0	0	0	0
Capex - new investment	(941)	(179)	(1,805)	(592)	(606)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	-	-	-	-	-
Cash flow from investing	(941)	(179)	(1,805)	(592)	(606)
Dividends paid	(1,382)	(1,572)	(2,196)	(2,225)	(2,266)
Equity finance	0	0	0	0	0
Debt finance	(2,122)	1,749	(1,915)	17	(1,332)
Other financing cash flows	0	(1)	0	0	0
Cash flow from financing	(3,504)	176	(4,111)	(2,209)	(3,598)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	(670)	(420)	620	291	160
Free cash flow to firm (FCFF)	3,088.77	(491.91)	4,847.51	2,637.76	3,888.07
Free cash flow to equity (FCFE)	711.53	1,152.31	2,815.93	2,516.51	2,426.31

Per share (THB)	2021	2022	2023E	2024E	2025E
FCFF per share	0.98	(0.16)	1.54	0.84	1.24
FCFE per share	0.23	0.37	0.90	0.80	0.77
Recurring cash flow per share	1.53	1.96	2.05	2.11	2.15

Balance Sheet (THB m) Year Ending Dec	2021	2022	2023E	2024E	2025E
Tangible fixed assets (gross)	1,841	1,904	1,455	1,527	1,599
Less: Accumulated depreciation	(279)	(291)	(168)	(185)	(202)
Tangible fixed assets (net)	1,562	1,614	1,286	1,341	1,396
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	0	0	0	0	1
Invest. in associates & subsidiaries	6,645	6,481	8,445	8,796	9,145
Cash & equivalents	2,070	1,650	2,270	2,561	2,722
A/C receivable	118	104	169	176	183
Inventories	47,379	55,261	54,527	58,264	60,855
Other current assets	1,386	1,874	1,689	1,759	1,829
Current assets	50,953	58,889	58,655	62,760	65,589
Other assets	1,250	1,243	1,478	1,539	1,600
Total assets	60,409	68,227	69,863	74,437	77,731
Common equity	32,442	36,747	40,825	45,050	49,353
Minorities etc.	(18)	(19)	(19)	(19)	(19)
Total shareholders' equity	32,423	36,728	40,806	45,031	49,334
Long term debt	15,024	15,284	15,805	9,564	8,919
Other long-term liabilities	523	675	612	638	663
Long-term liabilities	15,546	15,959	16,418	10,202	9,582
A/C payable	2,449	3,211	3,061	3,190	3,317
Short term debt	6,352	7,841	5,405	11,663	10,976
Other current liabilities	3,637	4,487	4,174	4,350	4,523
Current liabilities	12,439	15,539	12,640	19,204	18,815
Total liabilities and shareholders' equity	60,409	68,227	69,863	74,437	77,731
Net working capital	42,796	49,540	49,150	52,658	55,028
Invested capital	52,253	58,878	60,358	64,335	67,170

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

Per share (THB)	2021	2022	2023E	2024E	2025E
Book value per share	10.31	11.68	12.98	14.32	15.69
Tangible book value per share	10.31	11.68	12.98	14.32	15.69

Financial strength	2021	2022	2023E	2024E	2025E
Net debt/equity (%)	59.5	58.5	46.4	41.5	34.8
Net debt/total assets (%)	32.0	31.5	27.1	25.1	22.1
Current ratio (x)	4.1	3.8	4.6	3.3	3.5
CF interest cover (x)	7.7	14.4	41.3	23.9	24.7

Valuation	2021	2022	2023E	2024E	2025E
Recurring P/E (x) *	7.5	5.8	5.4	5.3	5.2
Recurring P/E @ target price (x) *	10.0	7.7	7.2	7.0	6.9
Reported P/E (x)	7.5	5.8	5.4	5.3	5.2
Dividend yield (%)	4.6	6.0	6.5	6.5	6.7
Price/book (x)	1.0	0.9	0.8	0.8	0.7
Price/tangible book (x)	1.0	0.9	0.8	0.8	0.7
EV/EBITDA (x) **	11.2	9.1	8.0	7.6	7.1
EV/EBITDA @ target price (x) **	13.6	10.9	9.7	9.3	8.7
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: AP (Thailand); FSSIA estimates

AP (THAILAND) PCL (AP TB)

FSSIA ESG rating

★ ★ ★

53.36 /100

Exhibit 10: FSSIA ESG score implication

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

Sources: FSSIA estimates

Exhibit 11: ESG – peer comparison

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

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 12: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	0.96	2.34	1.85	2.17	1.77	1.84	2.01	1.89
BESG environmental pillar score	0.00	0.16	0.16	0.16	0.16	0.16	0.16	0.16
BESG social pillar score	0.00	6.19	3.48	5.30	3.14	3.57	4.68	4.32
BESG governance pillar score	3.86	4.12	3.93	3.98	3.86	3.81	3.75	3.54
ESG disclosure score	30.64	33.76	33.76	34.10	34.10	34.10	34.26	34.26
Environmental disclosure score	0.00	1.27	1.27	1.27	1.27	1.27	1.75	1.75
Social disclosure score	10.64	12.45	12.45	13.48	13.48	13.48	13.48	13.48
Governance disclosure score	81.10	87.36	87.36	87.36	87.36	87.36	87.36	87.36
Environmental								
Emissions reduction initiatives	No	No	No	No	No	No	No	No
Climate change policy	No	No	No	No	No	No	No	No
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	No	No	No	No	No	No	No
GHG scope 1	—	—	—	—	—	—	—	—
GHG scope 2 location-based	—	—	—	—	—	—	—	—
GHG Scope 3	—	—	—	—	—	—	—	—
Carbon per unit of production	—	—	—	—	—	—	—	—
Biodiversity policy	No	No	No	No	No	No	No	No
Energy efficiency policy	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	—	—	—	—	—	—	—	—
Renewable energy use	—	—	—	—	—	—	—	—
Electricity used	—	—	—	—	—	—	—	—
Fuel used - natural gas	—	—	—	—	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 13: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No	No	No	No	No
Waste reduction policy	No	No	No	No	No	No	Yes	Yes
Hazardous waste	—	—	—	—	—	—	—	—
Total waste	—	—	—	—	—	—	—	—
Waste recycled	—	—	—	—	—	—	—	—
Waste sent to landfills	—	—	—	—	—	—	—	—
Environmental supply chain management	No	No	No	No	No	No	No	No
Water policy	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	—	—	—	—	—	—	—	—
Social								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	No	No	No	Yes	Yes	Yes	Yes	Yes
Quality assurance and recall policy	No	No	No	No	No	No	No	No
Consumer data protection policy	No	No	No	No	No	No	No	No
Equal opportunity policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No	No	No	No	No
Pct women in workforce	—	—	—	—	—	—	—	—
Pct disabled in workforce	—	—	—	—	—	—	—	—
Business ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	—	—	—	—	—	—	—
Total recordable incident rate - employees	—	0	0	0	0	0	0	0
Training policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	No
Number of employees – CSR	1,670	1,858	1,995	2,239	2,571	2,724	2,589	2,878
Employee turnover pct	—	—	—	—	—	—	—	—
Total hours spent by firm - employee training	—	—	—	—	—	—	—	—
Social supply chain management	No	No	No	No	No	No	No	No
Governance								
Board size	13	13	13	13	13	13	13	13
No. of independent directors (ID)	7	7	7	7	7	7	7	7
No. of women on board	1	1	1	1	1	1	1	1
No. of non-executive directors on board	7	7	7	7	7	7	7	7
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	11	11	13	12	11	10	10	11
Board meeting attendance pct	91	90	98	95	96	98	98	99
Board duration (years)	3	3	3	3	3	3	3	3
Director share ownership guidelines	No	No	No	No	No	No	No	No
Age of the youngest director	49	50	51	52	53	54	55	56
Age of the oldest director	72	70	71	72	70	71	72	73
No. of executives / company managers	22	20	19	17	18	18	17	17
No. of female executives	4	2	3	4	4	4	4	4
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	3	4	4	4	4	4	4
No. of ID on audit committee	3	3	4	4	4	4	4	4
Audit committee meetings	4	5	4	4	4	4	4	4
Audit meeting attendance %	100	100	93	100	100	100	100	100
Size of compensation committee	5	5	5	5	5	5	5	5
No. of ID on compensation committee	3	3	3	3	3	3	3	3
No. of compensation committee meetings	2	2	2	2	2	2	2	2
Compensation meeting attendance %	100	100	88	90	100	100	100	90
Size of nomination committee	5	5	5	5	5	5	5	5
No. of nomination committee meetings	2	2	2	2	2	2	2	2
Nomination meeting attendance %	100	100	88	90	100	100	100	90
Sustainability governance								
Verification type	No	No	No	No	No	No	No	No

Sources: Bloomberg; FSSIA's compilation

Disclaimer for ESG scoring

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

Source: FSSIA's compilation

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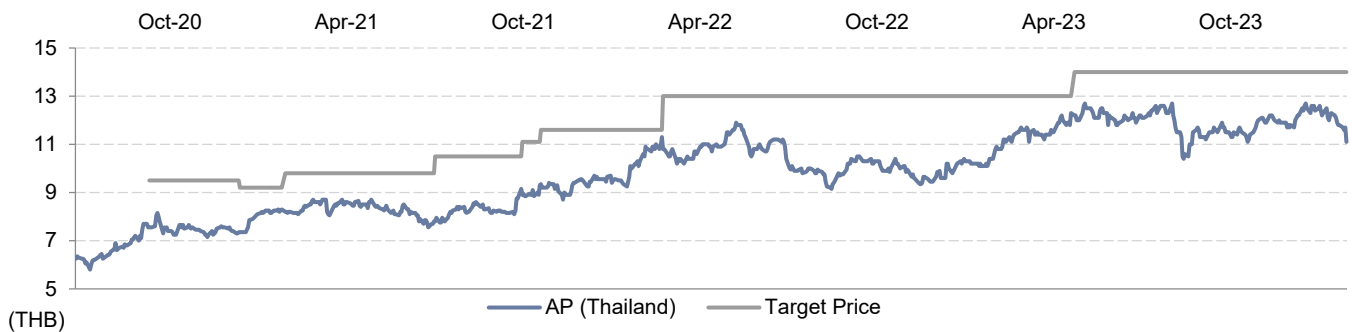
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History of change in investment rating and/or target price

AP (Thailand) (AP TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
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	10-Feb-2023	BUY	14.00
02-Apr-2021	BUY	9.80	10-Nov-2021	BUY	11.60			

Thanyatorn Songwutti started covering this stock from 10-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
AP (Thailand)	AP TB	THB 10.80	BUY	ความเสี่ยง 1) ตลาดแนวราบชะลอตัวมากกว่าคาด 2) อัตราการขายโครงการต่ำกว่าคาด 3) เศรษฐกิจฟื้นตัวช้า 4) ดอกเบี้ยขาขึ้นกระทบกำลังซื้อ 5) อัตราการปฏิเสธสินเชื่อจากธนาคารและยอดยกเลิกจากลูกค้าสูงขึ้น 6) การก่อสร้างล่าช้าและการขาดแคลนแรงงาน และ 7) การแข่งขันรุนแรง

Source: FSSIA estimates

Additional Disclosures

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

All share prices are as at market close on 24-Oct-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.