

AP (THAILAND) AP TB
THAILAND / PROPERTY DEVELOPMENT

BUY

UNCHANGED

คาดการณ์ 1Q24 ไม่สดใส รอกการฟื้นตัว 2Q24

- คาดกำไร 1Q24 ลดลง 25% q-q, 32% y-y ตามยอดโอนที่หดตัวจากแนวราบซบเซา รวมถึงอัตราค่าไรรู้ขึ้นต้นที่ปรับลงกลับสู่ระดับปกติ
- คาดยอด Presales และกำไรใน 1Q24 เป็นจุดต่ำสุดของปี ก่อนเร่งขึ้นดีใน 2Q24
- คงราคาเหมาะสม 13.20 บาท ยังแนะนำซื้อ โดยปันผล Yield 6.6% ขึ้น XD 8 พ.ค.

| | |
|-----------------|-----------|
| TARGET PRICE | THB13.20 |
| CLOSE | THB10.60 |
| UP/DOWNSIDE | +24.5% |
| PRIOR TP | THB13.20 |
| CHANGE IN TP | UNCHANGED |
| TP vs CONSENSUS | -2.9% |

KEY STOCK DATA

| YE Dec (THB m) | 2023 | 2024E | 2025E | 2026E |
|----------------------|--------|--------|--------|--------|
| Revenue | 38,045 | 39,723 | 41,224 | 44,246 |
| Net profit | 6,054 | 6,164 | 6,330 | 6,574 |
| EPS (THB) | 1.92 | 1.96 | 2.01 | 2.09 |
| vs Consensus (%) | - | (0.6) | (1.4) | (0.5) |
| EBITDA | 6,668 | 6,625 | 6,894 | 7,389 |
| Recurring net profit | 6,043 | 6,164 | 6,330 | 6,574 |
| Core EPS (THB) | 1.92 | 1.96 | 2.01 | 2.09 |
| Chg. In EPS est. (%) | - | - | - | - |
| EPS growth (%) | 2.9 | 2.0 | 2.7 | 3.9 |
| Core P/E (x) | 5.5 | 5.4 | 5.3 | 5.1 |
| Dividend yield (%) | 6.6 | 6.6 | 6.8 | 7.1 |
| EV/EBITDA (x) | 9.9 | 9.4 | 8.7 | 7.7 |
| Price/book (x) | 0.8 | 0.7 | 0.7 | 0.6 |
| Net debt/Equity (%) | 79.4 | 64.8 | 54.2 | 44.8 |
| ROE (%) | 15.6 | 14.4 | 13.5 | 12.9 |

คาดการณ์ 1Q24 ลดลง 25% q-q และ 32% y-y

เราประเมินกำไรสุทธิ 1Q24 ที่ 1 พันล้านบาท (-25% q-q, -32% y-y) ถือว่าใกล้เคียงกับที่เราเคยมองก่อนหน้านี้ โดยผลประกอบการที่หดตัวมีสาเหตุจาก 1) คาดยอดโอนลดลง 13% q-q และ 15% y-y ที่ 7.8 พันล้านบาท กดดันจากแนวราบ 7.25 พันล้านบาท (-14% q-q, -16% y-y) จากยอดขายซบเซาและการเปิดโครงการใหม่น้อย ส่วนคอนโด 546 ล้านบาท -5% q-q แต่ +12% y-y จากความคืบหน้าขายสต็อกในมือ โดยเฉพาะ Aspire Erawan Prime 2) อัตราค่าไรรู้ขึ้นต้นขายอสังหาฯ คาดปรับลงเป็น 33.9% จาก 35.2% ใน 4Q23 และ 35.5% ใน 1Q23 ซึ่งรับรู้โครงการแนวราบที่มาร์จิ้นสูงกว่าปกติ

ทิศทางกำไร 2Q24 คาดฟื้นตัวเด่นจากการโอน 3 คอนโดใหม่

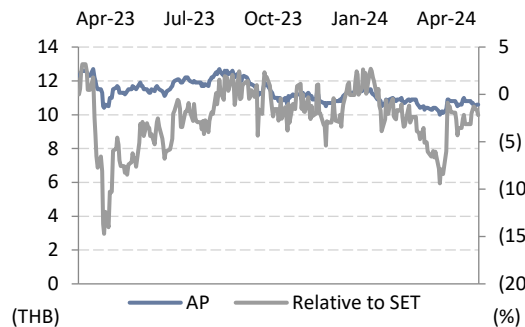
หากกำไร 1Q24 ตามคาด จะคิดเป็น 16% ของประมาณการทั้งปีที่ 6.2 พันล้านบาท (+2% y-y) โดยคาด 1Q24 เป็นจุดต่ำสุดของปี แนวโน้มกำไร 2Q24 เร่งขึ้นเด่น q-q หนุนจากคอนโดสร้างเสร็จใหม่ 3 แห่ง ประกอบด้วยโครงการ AP อย่าง Aspire Ratchayothin (มูลค่า 1.5 พันล้านบาท มียอดขาย 90%) และ JV อีก 2 แห่งอย่าง Life Phahon-Ladprao (มูลค่า 3.5 พันล้านบาท มียอดขาย 54%) และ Life Rama 4-Asoke (มูลค่า 6.5 พันล้านบาท มียอดขาย 43%) ส่วน 3Q24 คาดกำไรยืนระดับสูงต่อผลกดันด้วยการโอนคอนโดต่อเนื่องและแนวราบเร่งขึ้นจากการรุกเปิดตัวใหม่ใน 2Q24 ทั้งนี้ Backlog รอรับรู้ในช่วงเหลือของปี 1.4 หมื่นล้านบาท รอรับคาดการณ์ยอดโอน 58%

แผนรุกเปิดโครงการใหม่ ผลักดันการเติบโตโดยยอด Presales และยอดโอน

ใน 2Q24 มีแผนเปิดตัวมากสุดของปี จำนวน 22 โครงการ มูลค่ารวม 2.7 หมื่นล้านบาท (+449% q-q, +64% y-y) คิดเป็น 48% ของแผนทั้งปี แบ่งเป็นแนวราบ 18 แห่ง มูลค่า 1.9 หมื่นล้านบาท และคอนโด 4 แห่ง มูลค่า 8.6 พันล้านบาท ส่วนใหญ่ในเดือนพ.ค.-มิ.ย. อีกทั้ง ได้รับประโยชน์จากมาตรการลดค่าธรรมเนียมโอน-จดจำนองเหลือ 0.01% ในราคาไม่เกิน 7 ล้านบาทที่มีผลตั้งแต่วันที่ 1 ม.ค. ซึ่ง AP มีสัดส่วนสินค้าในราคาดังกล่าวในสัดส่วน 45% ของสต็อกพร้อมขาย คาดเป็นแรงขับเคลื่อนการเติบโตของยอด Presales 2Q24 พร้อมกับผลักดันการรับรู้ยอดโอนแนวราบเพิ่มขึ้นใน 2H24

คงราคาเหมาะสม 13.20 บาท ยังแนะนำซื้อ

แม้ระยะสั้น 1Q24 ไม่สดใส แต่ปันผลงวดปี 2023 ที่ 0.70 บาท/หุ้น Yield 6.6% ขึ้น XD 8 พ.ค. ขณะที่มองข้ามไป 2Q24 จะเร่งขึ้นดีทั้งยอด Presales และผลประกอบการ รวมถึงการเปิดตัวคอนโดใหม่ในเดือนพ.ค.-มิ.ย. หากผลตอบรับดีจะเป็นปัจจัยหนุนต่อหุ้น ปัจจุบันหุ้นเทรดบน PE2024 เพียง 5.4x คงแนะนำซื้อ ราคาเหมาะสม 13.20 บาท



| Share price performance | 1 Month | 3 Month | 12 Month |
|--------------------------------|----------------------------------|---------|----------|
| Absolute (%) | 5.0 | (2.8) | (14.5) |
| Relative to country (%) | 6.8 | (2.8) | (1.9) |
| Mkt cap (USD m) | 900 | | |
| 3m avg. daily turnover (USD m) | 4.1 | | |
| Free float (%) | 66 | | |
| Major shareholder | Mr. Anuphong Assavabhokhin (21%) | | |
| 12m high/low (THB) | 12.80/10.00 | | |
| Issued shares (m) | 3,145.90 | | |

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

บริษัทเผยแพร่ปี 2024 เชิงระมัดระวัง โดยคาดหวังการฟื้นตัวใน 2H24 มีแผนเปิดโครงการใหม่ 48 แห่ง มูลค่ารวม 5.8 หมื่นล้านบาท (-24% y-y) เป็นแนวราบ 78% และคอนโด 22% โดยการเปิดตัวใหม่บวกกับเน้นขายสต็อกในมือ ผลักดันการตั้งเป้า Presales ที่ 5.7 หมื่นล้านบาท (+11% y-y) เป็นแนวราบ +16.5% y-y ที่ 3.9 หมื่นล้านบาท และคอนโดทรงตัวที่ 1.8 หมื่นล้านบาท

จุดเด่นของ AP คือ พอร์ตที่ยืดหยุ่นกระจายรายได้ครอบคลุมทั้งแนวราบและคอนโดในตลาดทุกเซกเมนต์ ทั้งในกรุงเทพฯ และต่างจังหวัด เพิ่มศักยภาพในการเติบโตได้อย่างมั่นคง ขณะที่กลยุทธ์การรุกเปิดโครงการใหม่เพิ่มขึ้นต่อเนื่องพร้อมกระจายในหลายทำเล หนุนการครองส่วนแบ่งการตลาดที่สูงได้ดี

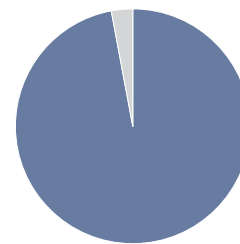
Company profile

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

www.apthai.com

Principal activities (revenue, 2023)

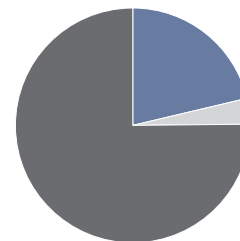
- Sales - 97.1 %
- Service income - 2.9 %



Source: AP (Thailand)

Major shareholders

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



Source: AP (Thailand)

Catalysts

ปัจจัยบวกต่อราคาหุ้นคือ 1) ความสำเร็จของการเปิดคอนโดใหม่ 2) โครงการแนวราบใหม่ได้รับผลตอบแทนดี 3) เศรษฐกิจและตลาดอสังหาริมทรัพย์ฟื้นตัวเร็วกว่าคาด 4) ผลประกอบการทำ New High ต่อเนื่อง 5) มาตรการกระตุ้นอสังหาริมทรัพย์ และการผ่อนคลายนโยบาย LTV และ 6) ทิศทางดอกเบี้ยลดลง

Risks to our call

ความเสี่ยง 1) ตลาดแนวราบชะลอตัวมากกว่าคาด 2) การเปิดโครงการใหม่และอัตราการขายโครงการต่ำกว่าคาด 3) เศรษฐกิจฟื้นตัวช้ากว่าคาด 4) ดอกเบี้ยขาขึ้นกระทบกำลังซื้อ 5) อัตราการปฏิเสธสินเชื่อจากธนาคารและยอดยกเลิกจากลูกค้าสูงขึ้น 6) การก่อสร้างล่าช้าและการขาดแคลนแรงงาน และ 7) การแข่งขันรุนแรง

Event calendar

| Date | Event |
|------------|---------------------------|
| 7 May 2024 | 1Q24 results announcement |

Key assumptions

| | 2024E | 2025E | 2026E |
|--------------------------|--------|--------|--------|
| Transfer revenue (THB m) | 38,549 | 39,991 | 42,951 |
| Service income (THB m) | 1,174 | 1,233 | 1,294 |
| Property GPM (%) | 33.5 | 33.5 | 33.5 |
| GPM (%) | 34.8 | 34.8 | 34.8 |
| SG&A to sales (%) | 18.6 | 18.6 | 18.6 |

Source: FSSIA estimates

Earnings sensitivity

- For every 5% increase in transfers, we estimate 2024 net profit to rise by 4%, and vice versa, all else being equal.
- For every 0.5% increase in property GPM, we estimate 2024 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 2024 net profit to fall by 3%, and vice versa, all else being equal.

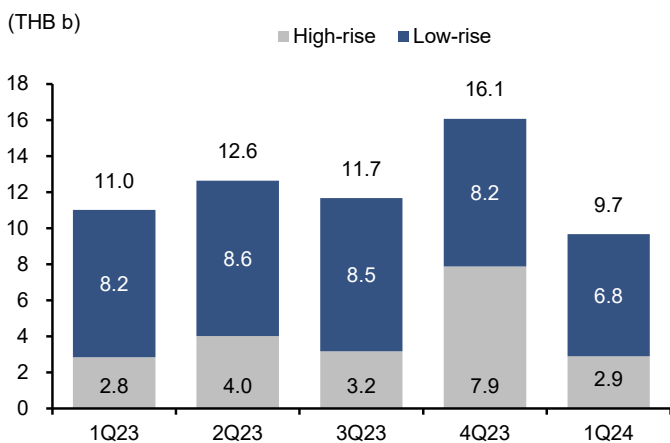
Source: FSSIA estimates

Exhibit 1: AP - 1Q24 results preview

| | 1Q23 | 2Q23 | 3Q23 | 4Q23 | 1Q24E | Change | |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|---------------|---------------|
| | (THB m) | (THB m) | (THB m) | (THB m) | (THB m) | (q-q%) | (y-y%) |
| Total revenue | 9,409 | 9,282 | 10,068 | 9,287 | 8,080 | (13) | (14) |
| Gross profit | 3,445 | 3,486 | 3,572 | 3,394 | 2,871 | (15) | (17) |
| SG&A | (1,853) | (1,725) | (1,818) | (2,125) | (1,711) | n/a | n/a |
| Operating profit | 1,592 | 1,761 | 1,755 | 1,269 | 1,160 | (9) | (27) |
| Other income | 33 | 108 | 22 | 179 | 20 | (89) | (39) |
| Interest expense | (76) | (81) | (49) | (56) | (85) | n/a | n/a |
| Profit before tax | 1,549 | 1,608 | 1,717 | 1,417 | 1,095 | (23) | (29) |
| Tax | (309) | (353) | (338) | (305) | (235) | n/a | n/a |
| Associates | 238 | 289 | 317 | 211 | 142 | (33) | (40) |
| Reported net profit | 1,478 | 1,544 | 1,696 | 1,335 | 1,002 | (25) | (32) |
| Normalised profit | 1,478 | 1,544 | 1,696 | 1,323 | 1,002 | (24) | (32) |
| Key ratios (%) | (%) | (%) | (%) | (%) | (%) | (ppt) | (ppt) |
| Property gross margin | 35.5 | 36.3 | 34.2 | 35.2 | 33.9 | (1.3) | (1.6) |
| Gross margin | 36.6 | 37.6 | 35.5 | 36.5 | 35.5 | (1.0) | (1.1) |
| Operating margin | 16.9 | 19.0 | 17.4 | 13.7 | 14.4 | 0.7 | (2.6) |
| Net profit margin | 15.7 | 16.6 | 16.9 | 14.4 | 12.4 | (2.0) | (3.3) |
| Normalised profit margin | 15.7 | 16.6 | 16.9 | 14.2 | 12.4 | (1.9) | (3.3) |
| Operating statistics | (THB m) | (THB m) | (THB m) | (THB m) | (THB m) | (q-q%) | (y-y%) |
| Property transfers | 9,144 | 9,009 | 9,765 | 9,009 | 7,800 | (13) | (15) |
| -- Low-rise | 8,657 | 8,701 | 8,664 | 8,433 | 7,254 | (14) | (16) |
| -- High-rise | 487 | 308 | 1,101 | 576 | 546 | (5) | 12 |
| Presales | 11,016 | 12,631 | 11,677 | 16,067 | 9,671 | (40) | (12) |
| -- Low-rise | 8,172 | 8,622 | 8,499 | 8,190 | 6,782 | (17) | (17) |
| -- High-rise | 2,844 | 4,009 | 3,178 | 7,877 | 2,889 | (63) | 2 |

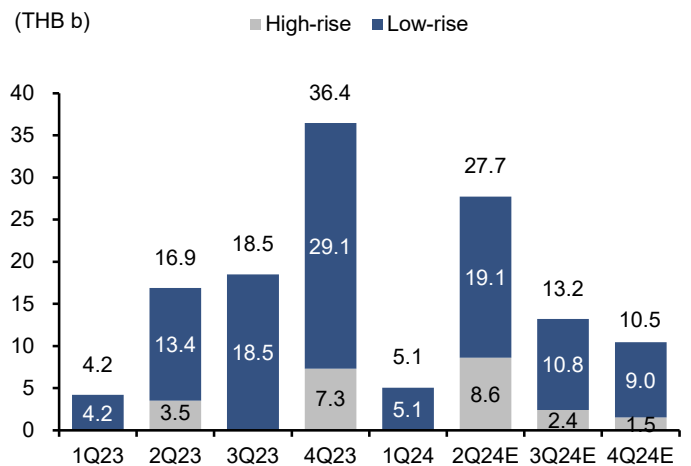
Sources: AP; FSSIA estimates

Exhibit 2: Quarterly presales



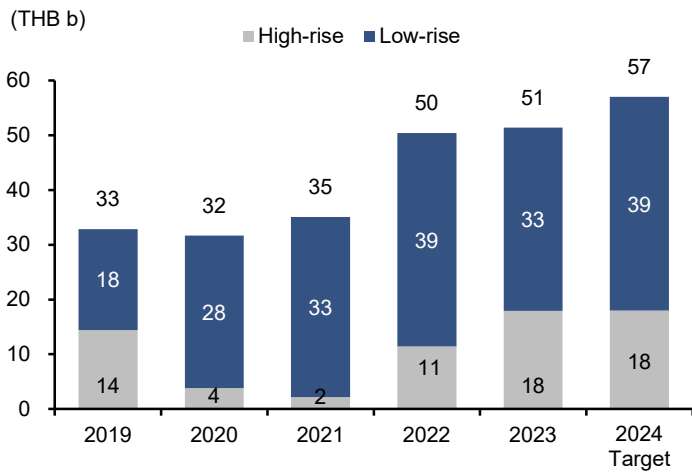
Sources: AP; FSSIA's compilation

Exhibit 3: Quarterly new launches



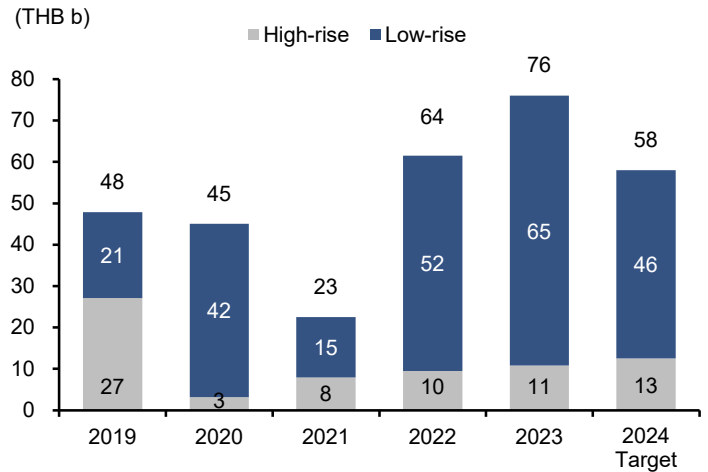
Sources: AP; FSSIA's compilation

Exhibit 4: Yearly presales




Sources: AP; FSSIA's compilation

Exhibit 5: Yearly new launches



Sources: AP; FSSIA's compilation


Exhibit 6: Condo transfer plan in 2024



aspire
RATCHAYOTHIN

633 units THB 1,500 million (AP)


Q2 2024
Estimate Start Transfer >>



Life
PHAHON - LADPRAO

598 units THB 3,500 million (JV)

Q2 2024



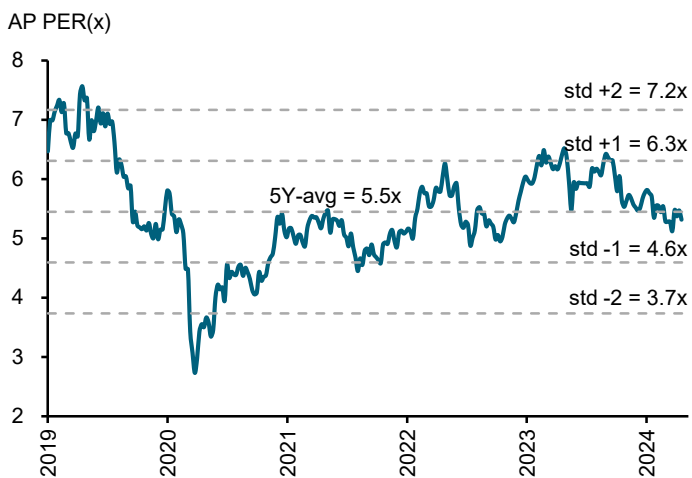
Life
RAMA4 - ASOKE

1,237 units THB 6,500 million (JV)

Q2 2024

Source: AP

Exhibit 7: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 8: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Financial Statements

AP (Thailand)

| Profit and Loss (THB m) Year Ending Dec | 2022 | 2023 | 2024E | 2025E | 2026E |
|---|---------------|---------------|---------------|---------------|---------------|
| Revenue | 38,539 | 38,045 | 39,723 | 41,224 | 44,246 |
| Cost of goods sold | (25,475) | (24,148) | (25,895) | (26,865) | (28,846) |
| Gross profit | 13,064 | 13,897 | 13,828 | 14,359 | 15,400 |
| Other operating income | 0 | 0 | 0 | 0 | 0 |
| Operating costs | (7,248) | (7,520) | (7,388) | (7,668) | (8,230) |
| Operating EBITDA | 6,107 | 6,668 | 6,625 | 6,894 | 7,389 |
| Depreciation | (291) | (290) | (185) | (202) | (219) |
| Goodwill amortisation | 0 | 0 | 0 | 0 | 0 |
| Operating EBIT | 5,816 | 6,377 | 6,439 | 6,691 | 7,170 |
| Net financing costs | (99) | (247) | (236) | (188) | (170) |
| Associates | 1,233 | 1,055 | 1,073 | 999 | 846 |
| Recurring non-operating income | 1,385 | 1,215 | 1,233 | 1,159 | 1,006 |
| Non-recurring items | 4 | 12 | 0 | 0 | 0 |
| Profit before tax | 7,106 | 7,358 | 7,436 | 7,662 | 8,006 |
| Tax | (1,230) | (1,304) | (1,273) | (1,333) | (1,432) |
| Profit after tax | 5,876 | 6,054 | 6,164 | 6,330 | 6,574 |
| Minority interests | 1 | 0 | 0 | 0 | 0 |
| Preferred dividends | 0 | 0 | 0 | 0 | 0 |
| Other items | 0 | 0 | 0 | 0 | 0 |
| Reported net profit | 5,877 | 6,054 | 6,164 | 6,330 | 6,574 |
| Non-recurring items & goodwill (net) | (4) | (12) | 0 | 0 | 0 |
| Recurring net profit | 5,874 | 6,043 | 6,164 | 6,330 | 6,574 |
| Per share (THB) | | | | | |
| Recurring EPS * | 1.87 | 1.92 | 1.96 | 2.01 | 2.09 |
| Reported EPS | 1.87 | 1.92 | 1.96 | 2.01 | 2.09 |
| DPS | 0.65 | 0.70 | 0.70 | 0.72 | 0.75 |
| Diluted shares (used to calculate per share data) | 3,146 | 3,146 | 3,146 | 3,146 | 3,146 |
| Growth | | | | | |
| Revenue (%) | 21.2 | (1.3) | 4.4 | 3.8 | 7.3 |
| Operating EBITDA (%) | 28.2 | 9.2 | (0.6) | 4.1 | 7.2 |
| Operating EBIT (%) | 29.7 | 9.6 | 1.0 | 3.9 | 7.2 |
| Recurring EPS (%) | 29.3 | 2.9 | 2.0 | 2.7 | 3.9 |
| Reported EPS (%) | 29.4 | 3.0 | 1.8 | 2.7 | 3.9 |
| Operating performance | | | | | |
| Gross margin inc. depreciation (%) | 33.9 | 36.5 | 34.8 | 34.8 | 34.8 |
| Gross margin exc. depreciation (%) | 34.7 | 37.3 | 35.3 | 35.3 | 35.3 |
| Operating EBITDA margin (%) | 15.8 | 17.5 | 16.7 | 16.7 | 16.7 |
| Operating EBIT margin (%) | 15.1 | 16.8 | 16.2 | 16.2 | 16.2 |
| Net margin (%) | 15.2 | 15.9 | 15.5 | 15.4 | 14.9 |
| Effective tax rate (%) | 20.9 | 20.7 | 20.0 | 20.0 | 20.0 |
| Dividend payout on recurring profit (%) | 34.8 | 36.4 | 35.9 | 36.0 | 36.0 |
| Interest cover (X) | 72.7 | 30.8 | 32.5 | 41.9 | 48.1 |
| Inventory days | 743.8 | 971.2 | 1,018.4 | 991.2 | 940.3 |
| Debtor days | 1.1 | 1.2 | 1.4 | 1.4 | 1.4 |
| Creditor days | 41.0 | 47.8 | 43.6 | 43.3 | 42.6 |
| Operating ROIC (%) | 9.6 | 8.6 | 7.8 | 8.0 | 8.5 |
| ROIC (%) | 10.2 | 9.1 | 8.3 | 8.3 | 8.5 |
| ROE (%) | 17.0 | 15.6 | 14.4 | 13.5 | 12.9 |
| ROA (%) | 9.3 | 8.2 | 7.5 | 7.5 | 7.6 |
| * Pre-exceptional, pre-goodwill and fully diluted | | | | | |
| Revenue by Division (THB m) | | | | | |
| Sales | 37,522 | 36,927 | 38,549 | 39,991 | 42,951 |
| Service income | 1,017 | 1,118 | 1,174 | 1,233 | 1,294 |

Sources: AP (Thailand); FSSIA estimates

Financial Statements

AP (Thailand)

| Cash Flow (THB m) Year Ending Dec | 2022 | 2023 | 2024E | 2025E | 2026E |
|-----------------------------------|--------------|----------------|----------------|----------------|----------------|
| Recurring net profit | 5,874 | 6,043 | 6,164 | 6,330 | 6,574 |
| Depreciation | 291 | 290 | 185 | 202 | 219 |
| Associates & minorities | - | - | - | - | - |
| Other non-cash items | 4 | 12 | 0 | 0 | 0 |
| Change in working capital | (6,585) | (14,896) | (44) | (1,188) | (872) |
| Cash flow from operations | (417) | (8,552) | 6,305 | 5,344 | 5,921 |
| Capex - maintenance | 0 | 0 | 0 | 0 | 0 |
| Capex - new investment | (179) | (279) | (703) | (545) | (838) |
| Net acquisitions & disposals | - | - | - | - | - |
| Other investments (net) | - | - | - | - | - |
| Cash flow from investing | (179) | (279) | (703) | (545) | (838) |
| Dividends paid | (1,572) | (2,045) | (2,213) | (2,279) | (2,367) |
| Equity finance | 0 | 0 | 0 | 0 | 0 |
| Debt finance | 1,749 | 11,267 | (3,075) | (2,491) | (2,490) |
| Other financing cash flows | (1) | 0 | 0 | 0 | 0 |
| Cash flow from financing | 176 | 9,221 | (5,288) | (4,769) | (4,857) |
| Non-recurring cash flows | - | - | - | - | - |
| Other adjustments | 0 | 0 | 0 | 0 | 0 |
| Net other adjustments | 0 | 0 | 0 | 0 | 0 |
| Movement in cash | (420) | 391 | 315 | 31 | 227 |
| Free cash flow to firm (FCFF) | (491.91) | (8,569.86) | 5,853.00 | 5,001.66 | 5,267.96 |
| Free cash flow to equity (FCFE) | 1,152.31 | 2,435.47 | 2,527.58 | 2,309.31 | 2,593.52 |

| Per share (THB) | 2022 | 2023 | 2024E | 2025E | 2026E |
|-------------------------------|--------|--------|-------|-------|-------|
| FCFF per share | (0.16) | (2.72) | 1.86 | 1.59 | 1.67 |
| FCFE per share | 0.37 | 0.77 | 0.80 | 0.73 | 0.82 |
| Recurring cash flow per share | 1.96 | 2.02 | 2.02 | 2.08 | 2.16 |

| Balance Sheet (THB m) Year Ending Dec | 2022 | 2023 | 2024E | 2025E | 2026E |
|---|---------------|---------------|---------------|---------------|---------------|
| Tangible fixed assets (gross) | 1,904 | 1,671 | 1,636 | 1,725 | 1,816 |
| Less: Accumulated depreciation | (291) | (290) | (185) | (202) | (219) |
| Tangible fixed assets (net) | 1,614 | 1,381 | 1,450 | 1,522 | 1,597 |
| Intangible fixed assets (net) | 0 | 0 | 0 | 0 | 0 |
| Long-term financial assets | 0 | 0 | 0 | 0 | 0 |
| Invest. in associates & subsidiaries | 6,481 | 6,702 | 7,150 | 7,420 | 7,964 |
| Cash & equivalents | 1,650 | 2,041 | 2,355 | 2,386 | 2,613 |
| A/C receivable | 104 | 145 | 159 | 165 | 177 |
| Inventories | 55,261 | 71,705 | 71,757 | 73,061 | 74,437 |
| Other current assets | 1,874 | 681 | 794 | 824 | 885 |
| Current assets | 58,889 | 74,572 | 75,065 | 76,436 | 78,112 |
| Other assets | 1,243 | 1,288 | 1,351 | 1,402 | 1,504 |
| Total assets | 68,227 | 83,944 | 85,016 | 86,780 | 89,177 |
| Common equity | 36,747 | 40,757 | 44,708 | 48,759 | 52,967 |
| Minorities etc. | (19) | (20) | (20) | (20) | (20) |
| Total shareholders' equity | 36,728 | 40,737 | 44,688 | 48,739 | 52,947 |
| Long term debt | 15,284 | 20,964 | 19,217 | 19,227 | 18,237 |
| Other long-term liabilities | 675 | 913 | 984 | 1,021 | 1,096 |
| Long-term liabilities | 15,959 | 21,877 | 20,201 | 20,248 | 19,333 |
| A/C payable | 3,211 | 3,033 | 3,107 | 3,224 | 3,462 |
| Short term debt | 7,841 | 13,428 | 12,099 | 9,599 | 8,099 |
| Other current liabilities | 4,487 | 4,868 | 4,920 | 4,970 | 5,337 |
| Current liabilities | 15,539 | 21,329 | 20,127 | 17,793 | 16,897 |
| Total liabilities and shareholders' equity | 68,227 | 83,944 | 85,016 | 86,780 | 89,177 |
| Net working capital | 49,540 | 64,630 | 64,683 | 65,856 | 66,701 |
| Invested capital | 58,878 | 74,001 | 74,634 | 76,200 | 77,767 |

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

| Per share (THB) | 2022 | 2023 | 2024E | 2025E | 2026E |
|-------------------------------|-------|-------|-------|-------|-------|
| Book value per share | 11.68 | 12.96 | 14.21 | 15.50 | 16.84 |
| Tangible book value per share | 11.68 | 12.96 | 14.21 | 15.50 | 16.84 |

| Financial strength | 2022 | 2023 | 2024E | 2025E | 2026E |
|---------------------------|------|------|-------|-------|-------|
| Net debt/equity (%) | 58.5 | 79.4 | 64.8 | 54.2 | 44.8 |
| Net debt/total assets (%) | 31.5 | 38.5 | 34.1 | 30.5 | 26.6 |
| Current ratio (x) | 3.8 | 3.5 | 3.7 | 4.3 | 4.6 |
| CF interest cover (x) | 14.4 | 12.0 | 14.7 | 16.2 | 21.2 |

| Valuation | 2022 | 2023 | 2024E | 2025E | 2026E |
|---|------------|------------|------------|------------|------------|
| Recurring P/E (x) * | 5.7 | 5.5 | 5.4 | 5.3 | 5.1 |
| Recurring P/E @ target price (x) * | 7.1 | 6.9 | 6.7 | 6.6 | 6.3 |
| Reported P/E (x) | 5.7 | 5.5 | 5.4 | 5.3 | 5.1 |
| Dividend yield (%) | 6.1 | 6.6 | 6.6 | 6.8 | 7.1 |
| Price/book (x) | 0.9 | 0.8 | 0.7 | 0.7 | 0.6 |
| Price/tangible book (x) | 0.9 | 0.8 | 0.7 | 0.7 | 0.6 |
| EV/EBITDA (x) ** | 9.0 | 9.9 | 9.4 | 8.7 | 7.7 |
| EV/EBITDA @ target price (x) ** | 10.3 | 11.1 | 10.6 | 9.9 | 8.8 |
| EV/invested capital (x) | 0.9 | 0.9 | 0.8 | 0.8 | 0.7 |

* 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

★ ★ ★

Exhibit 9: FSSIA ESG score implication

53.36 /100

| 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 10: ESG – peer comparison

| | FSSIA ESG score | Domestic ratings | | | | | | Global ratings | | | | | | Bloomberg | |
|----------|-----------------|------------------|----------|------|----------|-----------|-----------|----------------------|----------|------|---------|-----------|------------|-----------|------------------|
| | | DJSI | SET THSI | THSI | CG score | AGM level | Thai CAC | Morningstar ESG risk | 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 | -- | -- | -- | -- | -- | -- | -- | -- |
| BRI | 16.00 | -- | -- | -- | 4.00 | 4.00 | Declared | -- | -- | -- | -- | -- | -- | -- | -- |
| NOBLE | 30.88 | -- | Y | Y | 5.00 | 5.00 | Certified | -- | -- | -- | -- | -- | 7.00 | -- | -- |
| 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 |
| SPALI | 59.80 | -- | Y | Y | 5.00 | 5.00 | Certified | Low | 52.93 | BB | -- | 36.30 | 24.00 | 2.19 | 42.36 |

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 11: 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 12: 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 (50-59), 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. 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. | 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+ | | | | | | | | | |
| NEGL | Low | Medium | High | Severe | | | | | | | | | | | | | | | | | |
| 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 rowspan="3">Leader:</td> <td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td>AA</td> <td>7.143-8.570</td> </tr> <tr> <td>A</td> <td>5.714-7.142</td> </tr> <tr> <td>BBB</td> <td>4.286-5.713</td> <td rowspan="3">Average:</td> <td rowspan="3">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> </tr> <tr> <td>B</td> <td>1.429-2.856</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 |
| 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 | | | | | | | | | | | | | | | | | | |
| 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. | | | | | | | | | | | | | | | | | | | |

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"; 2) "AGM Level"; 3) "Thai CAC"; and 4) THSI. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Thanyatorn Songwutti FSS International Investment Advisory Securities Co., Ltd

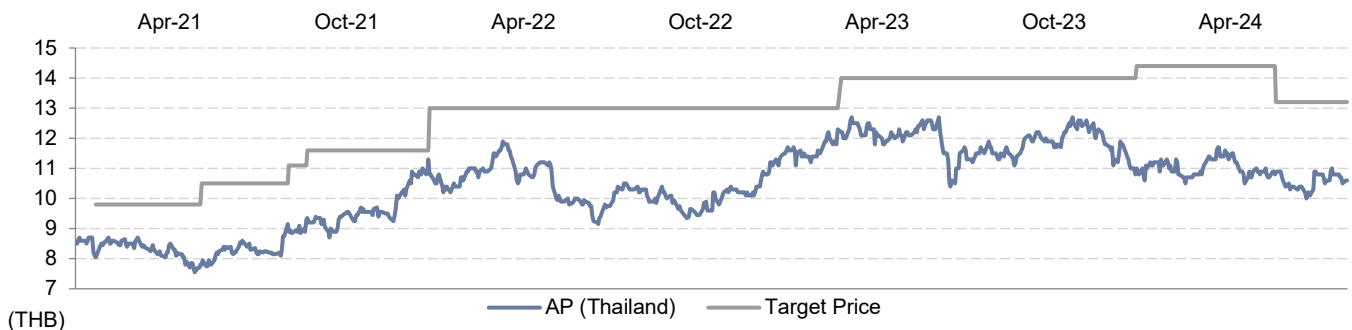
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History of change in investment rating and/or target price

AP (Thailand) (AP TB)



| Date | Rating | Target price | Date | Rating | Target price | Date | Rating | Target price |
|-------------|--------|--------------|-------------|--------|--------------|-------------|--------|--------------|
| 12-May-2021 | BUY | 9.80 | 10-Nov-2021 | BUY | 11.60 | 24-Oct-2023 | BUY | 14.40 |
| 11-Aug-2021 | BUY | 10.50 | 23-Feb-2022 | BUY | 13.00 | 21-Feb-2024 | BUY | 13.20 |
| 25-Oct-2021 | BUY | 11.10 | 10-Feb-2023 | BUY | 14.00 | | | |

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 10.60 | BUY | Downside risks to our P/E-based TP include 1) a higher-than-expected slowdown in the low-rise market; 2) lower-than-expected new launches and take-up rates; 3) a slow economic recovery; 4) an impact from the interest rate uptrend on purchasing power; 5) a higher rejection rate and customer cancellation; 6) construction delay and labor shortages; and 7) fierce 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 Finasia Syrus Securities Public Company Limited.

All share prices are as at market close on 23-Apr-2024 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.