

Thailand Property

2Q24 presales and profit should recover

- The 2Q24 aggregate presales should jump 10% q-q due to higher planned new launches but decrease 8% y-y owing to lower low-rise presales as condo demand and mid-to-high-end customers continued to drive the market.
- We expect the 2Q24 aggregate profit to recover q-q due to higher condo transfers but decrease y-y owing to lower low-rise transfers and fierce competition.
- Select stocks with 1) a robust 2Q24 profit outlook, such as ASW and AP, or 2) high 1H24E dividends, such as SIRI.

2Q24 presales should increase 10% q-q but decrease 8% y-y, making 1H24 secure 40% of the target

We expect the 2Q24 aggregate presales of twelve property developers under our coverage at THB71b (+10% q-q, -8% y-y). 53% would be low-rises, amounting to THB38b (+6% q-q, -9% y-y), while 47% would be condos, equaling THB33b (+15% q-q, -1% y-y). The anticipated q-q recovery should come from its low base in 1Q24 and higher planned new launches of THB88b (+39% q-q, -2% y-y). However, it would imply a loss from 2Q23 due to lower low-rise presales, the sixth straight quarter. AP, SIRI, LPN, and QH should report q-q and y-y increases, supported by new and existing condo projects. SPALI and SC should be the weakest due to lower low-rise presales. As a result, we anticipate the 1H24 aggregate presales at THB135b (-7% y-y), securing 40% of the 2024 target of THB337b (+12% y-y).

Condo demand and mid-to-high-end customers drove 2Q24

By segment, data showed that buyers were mainly mid-to-high-end customers since high-ends put off their decision due to uncertainty, while low-ends were the weakest due to household debts and strict credit underwriting. Also, condos had stronger momentum than low-rises, as seen from AP, ASW, LPN, ORI, and SIRI. They introduced 16 new condos with a combined value of THB25b. They had an average selling price of THB3.3m/unit and reported an average take-up rate of 40%, up from 34% in 2023. They had strength from their locations in Bangkok and popular tourist destinations. Hence, they attracted real demand. They also drew investors in campus condos, Generation Rent, and foreign buyers from countries, such as Myanmar and China.

2Q24 profit should recover q-q but decrease y-y

We expect the 2Q24 aggregate profit to recover q-q due to transfers from 13 new condos, up from five in 1Q24. They had a combined value of THB37b and an average take-up rate of 52%. However, the earnings should decrease from 2Q23 owing to lower low-rise transfers, lower gross margins, and higher interest expenses. We anticipate ASW to post a q-q and y-y higher profit due to newly built condos and LPN to see a profit recovery from an abnormally low base, while BRI and LH should post the weakest profit. In 3Q24, the profit should improve q-q, supported by economic and purchasing power recoveries. Besides, developers plan to introduce new projects with a THB225b combined value (+49% h-h) in 2H24. However, we maintain our cautious view of the low-rise market due to its massive new launches since 2022. It could trigger aggressive promotion to stimulate sales and win market share, which would pressure gross margins. Therefore, a high backlog would help limit any downside to our 2024 estimate.

Be selective and buy stocks with robust 2Q24E profit and 1H24E dividends

Although the industry remains challenging, we believe it has seen its worst in 1Q24 and should gradually recover from 2Q24 onwards. Also, the SET PROP plunged by 12% in three months to trade on an undemanding valuation of 7.9x 2024E PE, lower than its five-year historical average of 9.2x. Since we expect a dividend yield of 2-3% for 1H24 and 7.5% for 2024, we recommend our investors pick stocks with a robust 2Q24 profit outlook, such as ASW (healthy growth), AP (solid q-q recovery) and SIRI (high 1H24E dividend yield of 4%).



Thanyatorn Songwutti

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

Exhibit 1: Total presales in 2Q24

Presales	2Q23	1Q24	2Q24E	Change		1H23	1H24E	Change	% to 2024 target
	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)	(%)
AP	12,631	9,671	14,414	49.0	(12.2)	23,647	24,085	1.9	42%
ASW	4,123	6,269	4,461	(28.8)	65.0	7,922	10,730	35.4	60%
BRI	2,840	1,807	2,038	12.8	(29.0)	5,385	3,845	(28.6)	30%
LH	3,995	5,700	4,280	(24.9)	18.8	8,795	9,980	13.5	32%
LPN	2,621	1,858	2,866	54.3	(33.3)	5,407	4,724	(12.6)	43%
NOBLE	4,030	3,300	3,250	(1.5)	(25.0)	8,432	6,550	(22.3)	32%
ORI	12,461	8,139	10,192	25.2	(32.2)	24,465	18,331	(25.1)	46%
PSH	4,650	3,370	4,100	21.7	(24.5)	9,116	7,470	(18.1)	28%
QH	1,872	1,680	2,352	40.0	(18.0)	3,920	4,032	2.9	44%
SC	7,328	5,960	5,679	(4.7)	21.2	12,246	11,639	(5.0)	42%
SIRI	10,030	9,564	10,667	11.5	18.2	18,118	20,231	11.7	45%
SPALI	8,256	6,927	6,434	(7.1)	(23.3)	17,285	13,361	(22.7)	37%
Total	74,837	64,245	70,733	10.1	(8.1)	144,738	134,978	(6.7)	40%

Sources: Company data; FSSIA's compilation

Exhibit 2: Low-rise presales in 2Q24

Low-rise presales	2Q23	1Q24	2Q24E	Change	
	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)
AP	8,622	6,782	8,416	24.1	(2.4)
ASW	477	508	570	12.2	19.5
BRI	2,840	1,807	2,038	12.8	(28.2)
LH	3,580	4,900	3,880	(20.8)	8.4
LPN	456	387	602	55.6	32.0
NOBLE	700	400	270	(32.5)	(61.4)
ORI	2,840	1,807	2,038	12.8	(28.2)
PSH	3,767	2,570	3,220	25.3	(14.5)
QH	1,574	1,596	1,852	16.0	17.7
SC	5,389	3,352	4,014	19.7	(25.5)
SIRI	6,088	6,101	6,548	7.3	7.6
SPALI	4,998	5,195	4,157	(20.0)	(16.8)
Total	41,331	35,405	37,606	6.2	(9.0)

Sources: Company data; FSSIA's compilation

Exhibit 3: Condo presales in 2Q24

Condo presales	2Q23	1Q24	2Q24E	Change	
	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)
AP	4,009	2,889	5,998	107.6	49.6
ASW	3,646	5,761	3,891	(32.5)	6.7
BRI	0	0	0	n/a	n/a
LH	415	800	400	(50.0)	(3.6)
LPN	2,165	1,471	2,264	53.9	4.6
NOBLE	3,330	2900	2980	2.8	(10.5)
ORI	9,621	6,332	8,154	28.8	(15.3)
PSH	883	800	880	10.0	(0.3)
QH	298	84	500	495.2	67.8
SC	1,939	2,608	1,665	(36.2)	(14.1)
SIRI	3,942	3,463	4,119	18.9	4.5
SPALI	3,258	1,732	2,277	31.5	(30.1)
Total	33,506	28,840	33,127	14.9	(1.1)

Sources: Company data; FSSIA's compilation

Exhibit 4: New launches in 2Q24

Presales	2Q23	1Q24	2Q24	Change		1H24	% to 2024 target
	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(%)
AP	16,880	5,050	25,460	404.2	50.8	30,510	53%
ASW	6,450	11,700	2,360	(79.8)	(63.4)	14,060	54%
BRI	3,800	350	3,250	828.6	(14.5)	3,600	21%
LH	6,130	9,050	1,685	(81.4)	(72.5)	10,735	36%
LPN	1,875	610	2,210	262.3	17.9	2,820	43%
NOBLE	0	1,480	1,700	14.9	n/a	3,180	14%
ORI	9,940	2,850	9,730	241.4	(2.1)	12,580	34%
PSH	3,090	1,950	5,500	182.1	78.0	7,450	26%
QH	0	0	3,815	n/a	n/a	3,815	39%
SC	18,600	4,750	13,100	175.8	(29.6)	17,850	60%
SIRI	15,830	9,040	13,310	47.2	(15.9)	22,350	37%
SPALI	7,840	16,610	6,080	(63.4)	(22.4)	22,690	45%
Total	90,435	63,440	88,200	39.0	(2.5)	151,640	40%

Sources: Company data; FSSIA's compilation

Exhibit 5: New low-rise projects in 2Q24

New low-rise projects	2Q23	1Q24	2Q24	Change	
	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)
AP	13,380	5,050	17,660	249.7	32.0
ASW	0	800	0	(100.0)	n/a
BRI	3,800	350	3,250	828.6	(14.5)
LH	6,130	9,050	1,685	(81.4)	(72.5)
LPN	0	610	1,230	101.6	n/a
NOBLE	0	1,480	1,700	14.9	n/a
ORI	3,800	350	3,250	828.6	(14.5)
PSH	1,648	1,950	5,500	182.1	233.7
QH	0	0	3,815	n/a	n/a
SC	12,600	4,750	13,100	175.8	4.0
SIRI	14,560	7,530	5,810	(22.8)	(60.1)
SPALI	3,240	16,610	6,080	(63.4)	87.7
Total	59,158	48,530	63,080	30.0	6.6

Sources: Company data; FSSIA's compilation

Exhibit 6: New condo projects in 2Q24

New low-rise projects	2Q23	1Q24	2Q24	Change	
	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)
AP	3,500	0	7,800	n/a	122.9
ASW	6,450	10,900	2,360	(78.3)	(63.4)
BRI	0	0	0	n/a	n/a
LH	0	0	0	n/a	n/a
LPN	1,875	0	980	n/a	(47.7)
NOBLE	0	0	0	n/a	n/a
ORI	6,140	2,500	6,480	159.2	5.5
PSH	1,442	0	0	n/a	(100.0)
QH	0	0	0	n/a	n/a
SC	6,000	0	0	n/a	(100.0)
SIRI	1,270	1,510	7,500	396.7	490.6
SPALI	4,600	0	0	n/a	(100.0)
Total	31,277	14,910	25,120	68.5	(19.7)

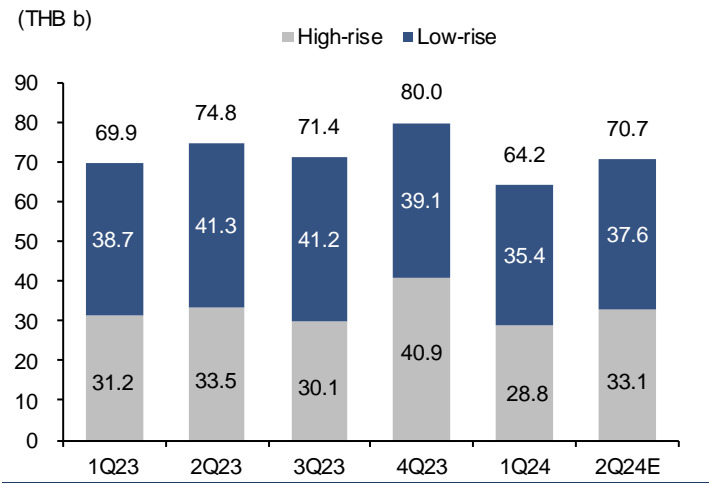
Sources: Company data; FSSIA's compilation

Exhibit 7: New condo launches in 2Q24

Developer	Project	Project value (THB m)	Take-up rate (%)
AP	Aspire Huai Khwang	4,800	62
	Aspire Arun Prive	500	30
	Life Charoennakhon-Sathorn	2,500	40
ASW	Kave Luminous Bangmod	1,200	88
	Kave Genesis Nakhon Pathom	1,160	30
LPN	Place 168 Wutthakat	980	17
ORI	The Origin Setthabut Station	1,400	25
	The Origin Sriracha	750	40
	Origin Place Taopoon Interchange	2,300	60
	Origin Place Chaengwattana	2,030	40
SIRI	The Standard Residence Hua Hin	4,800	15
	PYNN Pridi 20	190	60
	Mekin Haus Chiang Mai	1,090	30
	The Muve Sukhumvit 107	480	16
	Vay Amata	660	35
Total		24,840	40

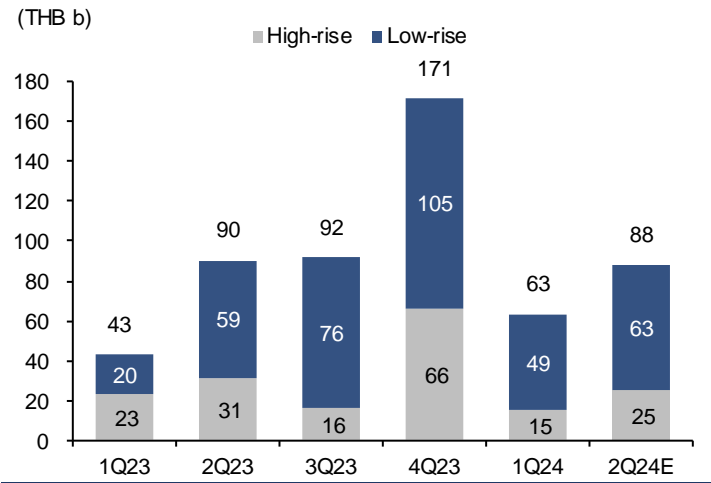
Sources: Company data; FSSIA's compilation

Exhibit 8: Quarterly presales



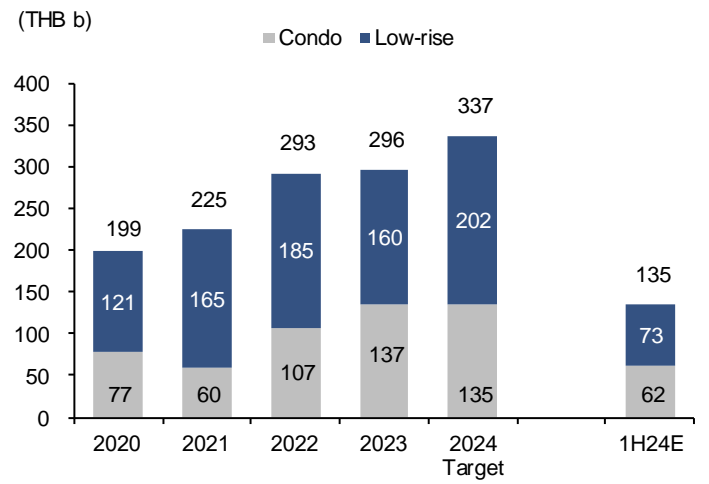
Sources: Company data; FSSIA's compilation

Exhibit 9: Quarterly new launches



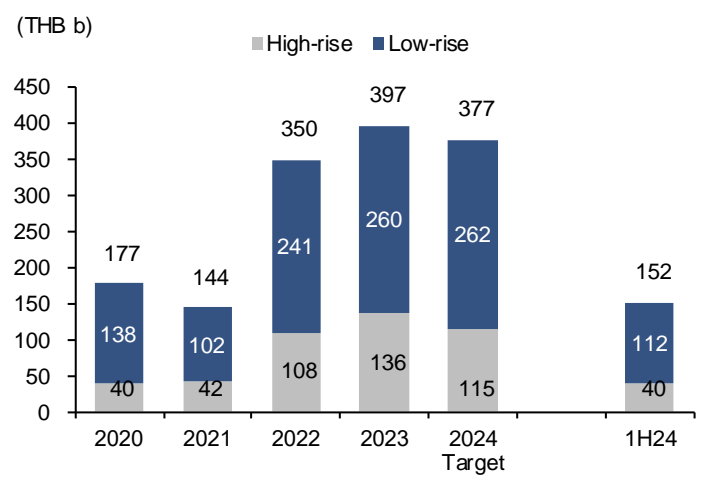
Sources: Company data; FSSIA's compilation

Exhibit 10: Yearly presales



Sources: Company data; FSSIA's compilation

Exhibit 11: Yearly new launches



Sources: Company data; FSSIA's compilation

Exhibit 12: 2Q24E Net profit

Net profit	2Q23	1Q24	----- 2Q24E -----	
	(THB m)	(THB m)	(q-q %)	(y-y %)
AP	1,544	1,008	+	-
ASW	157	256	+	+
BRI	348	296	-	-
LH	1,450	1,231	-	-
LPN	87	84	+	+
NOBLE	112	79	+	-
ORI	873	464	+	-
PSH	1,038	65	+	-
QH	669	490	+	-
SC	593	183	+	-
SIRI	1,621	1,315	-	-
SPALI	1,701	614	+	-
Total	10,193	6,085	+	-

Source: FSSIA estimates

Exhibit 13: New condo values to be transferred in 2Q24

Developer	Project	Value	% Sold
		(THB m)	(%)
AP	Aspire Ratchayothin	1,500	97
	Life Phahon Ladprao (JV)	3,500	58
ASW	The Title Halo 1	1,530	91
	Kave Universe	520	81
	Kave Town Island	3,200	98
NOBLE	Nue Connex Condo Don Mueang	2,380	43
ORI	Origin Plug & Play Nonthaburi Station	2,800	79
	Origin Play Sri Udom Station (JV)	2,180	47
SIRI	THE BASE Height-Chiang Mai	2,000	67
	THE LINE Vibe (JV)	4,000	65
SPALI	City Home Sanambinnam-Rattana Thibet	730	37
	Supalai Icon Sathorn	12,300	23
	Supalai Premier Samsen-Ratchawat	1,600	62
Total		36,740	52

Sources: Company data; FSSIA's compilation

Exhibit 14: 1H24E Dividend

	1H24 DPS	Dividend Yield
	(THB/share)	(%)
BRI	0.10	2.1
LH	0.20	3.3
LPN	0.07	2.1
NOBLE	0.08	2.4
ORI	0.13	2.7
PSH	0.10	1.1
QH	0.05	2.7
SC	0.05	1.8
SIRI	0.07	4.0
SPALI	0.40	2.3

*Note: AP and ASW paid annually

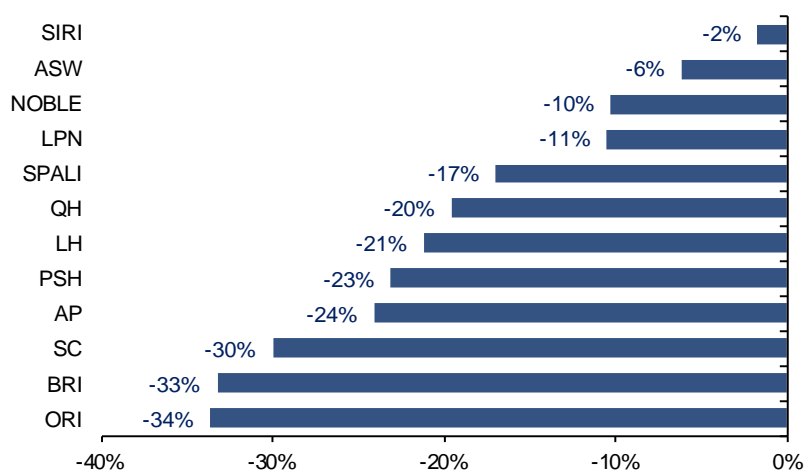
Sources: Company data; FSSIA's compilation

Exhibit 15: Backlog at end-1Q24

	Backlog 2Q-4Q24E	2024E transfer	Secured 2024E transfer
	(THB m)	(THB m)	(%)
AP	16,661	38,549	67
ASW	7,383	8,094	116
BRI	935	3,858	46
LH	2,491	21,000	43
LPN	1,530	5,375	43
NOBLE	3,500	6,429	67
ORI	3,500	8,701	58
PSH	2,814	18,700	34
QH	813	7,404	29
SC	7,600	19,928	57
SIRI	8,305	33,422	51
SPALI	14,700	32,161	60
Total	70,232	203,620	56

Sources: Company data; FSSIA's compilation

Exhibit 16: 3 Month Sector performances



Sources: SETSMART; FSSIA's compilation

Exhibit 17: Peer comparisons as of 12 July 2024

Company	BBG	Rec	Rec profit growth		PE		DivYld		ROE		PBV		PE
			24E	25E	24E	25E	24E	25E	24E	25E	24E	25E	
			(%)	(%)	(x)	(x)	(%)	(%)	(x)	(x)	(x)	(x)	5Y-avg (x)
Thailand													
Assetwise	ASW TB	BUY	37.0	18.4	6.4	5.4	6.8	7.4	16.2	17.4	1.0	0.9	8.5
Noble Development	NOBLE TB	REDUCE	3.9	11.7	6.6	5.9	9.2	10.1	10.3	11.1	0.7	0.6	10.9
SC Asset Corp	SC TB	HOLD	(23.3)	15.5	6.2	5.4	6.8	7.5	8.1	8.8	0.5	0.5	6.2
Supalai	SPALI TB	HOLD	3.1	0.3	5.6	5.6	8.0	8.0	11.8	11.1	0.6	0.6	6.6
Sansiri	SIRI TB	BUY	(3.5)	(0.2)	6.3	6.4	8.4	8.5	9.9	9.3	0.6	0.6	6.7
AP Thailand	AP TB	BUY	2.0	2.7	4.3	4.2	8.3	8.5	14.4	13.5	0.6	0.5	5.4
Britania	BRI TB	HOLD	(45.1)	18.0	6.8	5.7	8.7	8.7	11.0	12.2	0.7	0.7	9.0
Origin Property	ORI TB	HOLD	(23.2)	19.2	8.4	7.0	6.6	7.8	7.4	8.4	0.6	0.6	9.7
Land & Houses	LH TB	n/a	(10)	10	10.6	9.6	7.9	8.7	13.2	13.9	1.4	1.3	13.4
LPN Development	LPN TB	n/a	3	14	12.9	11.7	4.1	4.7	3.1	3.4	0.4	0.4	13.1
Pruksa Holding	PSH TB	n/a	(27)	13	12.2	10.8	7.1	8.2	3.7	4.3	0.5	0.5	10.1
Quality Houses	QH TB	n/a	(5)	9	8.4	7.7	7.6	8.3	8.3	8.7	0.7	0.6	11.1
Average			(7)	7	7.9	7.1	7.5	8.0	9.8	10.2	0.7	0.6	9.2

Sources: Bloomberg; FSSIA estimates

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 Sustainability	The Sustainability's 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><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></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><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></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

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

This report has been prepared by FSS International Investment Advisory Securities Company Limited (FSSIA). The information herein has been obtained from sources believed to be reliable and accurate; however FSSIA makes no representation as to the accuracy and completeness of such information. Information and opinions expressed herein are subject to change without notice. FSSIA has no intention to solicit investors to buy or sell any security in this report. In addition, FSSIA does not guarantee returns nor price of the securities described in the report nor accept any liability for any loss or damage of any kind arising out of the use of such information or opinions in this report. Investors should study this report carefully in making investment decisions. All rights are reserved.

This report may not be reproduced, distributed or published by any person in any manner for any purpose without permission of FSSIA. Investment in securities has risks. Investors are advised to consider carefully before making investment decisions.

Company	Ticker	Price	Rating	Valuation & Risks
Assetwise	ASW TB	THB 7.60	BUY	Downside risks to our P/E-based TP include 1) slower backlog realization than planned and a delay in new condo transfers, 2) lower new project launches than planned, 3) a lower-than-expected take-up rate of new projects, 4) a slowdown in the economy and purchasing power, 5) a construction delay and fierce competition, and 6) a higher rejection and cancellation rate.
Noble Development	NOBLE TB	THB 3.30	HOLD	Downside risks to our P/E-based TP include 1) weaker-than-expected purchasing power; 2) cancellation of presales; 3) bank loan rejections; 4) delays in construction work and transfers; and 5) fierce competition. An upside risk would be 1) a stronger-than-expected presales; and 2) a sooner-than-expected overseas buyer recovery; and 3) selling other projects to investors so that it might book extra gains from sales.
SC Asset Corporation	SC TB	THB 2.78	HOLD	Downside risks to our P/E-based TP include 1) a weaker-than-expected take-up rate, 2) sluggish economy and purchasing power, 3) higher rejection and cancellation rates, 4) construction delays and labor shortages, and 5) fierce competition.
Supalai	SPALI TB	THB 17.80	HOLD	Downside risks to our P/E TP include 1) a more sluggish economy and property market than expected, 2) a lower-than-expected take-up rate and slower introduction of new projects than planned, 3) the interest rate uptrend, which would affect purchasing power, 4) a higher rejection rate and customers' cancellation, 5) construction delay and labor shortages, 6) fierce competition, and 7) weaker operating performance from the Australian projects than expected.
Sansiri	SIRI TB	THB 1.74	BUY	Downside risks to our P/E-based TP include 1) lower-than-expected take-up rates of new launches; 2) a slowdown in the economy and purchasing power, 3) fierce competition, 4) a higher loan rejection rate and customer cancellation, 5) a construction delay and labor shortages, and 6) a higher D/E ratio than property peers.
AP (Thailand)	AP TB	THB 8.50	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.
Britania	BRI TB	THB 4.82	HOLD	Downside risks to our P/E-based TP include 1) lower-than-expected presales and higher contraction in the low-rise market than expected, 2) lower or slower new launches than planned, 3) lower-than-expected JV projects, 4) an economic slowdown, lower purchasing power, and fierce competition, 5) higher rejection and cancellation rates, and 6) construction delay and labor shortages.
Origin Property	ORI TB	THB 4.90	HOLD	Downside risks to our SoTP-based TP include 1) a slower-than-expected economic recovery; 2) weaker-than-expected presales; 3) a high cancellation rate of presales and rejections from banks; 4) delays in construction and/or a labour shortage; 5) intense competition and an increase in raw material costs; and 6) lower-than-expected performance for its subsidiaries.

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 12-Jul-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.