

# ASSETWISE ASW TB

## THAILAND / PROPERTY DEVELOPMENT

**BUY**  
 UNCHANGED

## 2Q24 results at first glance

กำไรปกติ 2Q24 ทำ New High ดีกว่าคาด 19%

### Highlights

- ASW รายงานกำไรสุทธิ 2Q24 ทำ New High ที่ 593 ล้านบาท (+131% q-q, +278% y-y) ดีกว่าเราคาด 19% จากยอดโอนดีกว่าคาด หากไม่รวมรายการพิเศษ Share Premium 69 ล้านบาทจากการเซ็น JV ใหม่ 1 แห่ง กำไรปกติจะอยู่ที่ 524 ล้านบาท (+104% q-q, +234% y-y) นับว่าโดดเด่นสุดในกลุ่มอสังหาฯ
- ยอดโอนทำจุดสูงสุดใหม่ +55% q-q, +115% q-q ที่ 2.55 พันล้านบาท ดีกว่าคาด 10% หนุนจากการเริ่มโอนคอนโดใหม่ 3 แห่ง หลักๆมาจากโครงการ Kave Town Island (มูลค่า 3.2 พันล้านบาท มียอดขาย 99%) แม้เริ่มโอนในช่วงปลายไตรมาส แต่ได้รับการตอบรับจากลูกค้าเป็นอย่างดี ทำให้รับรู้ยอดโอนได้มากกว่าแผนอยู่ที่ราว 1 พันล้านบาท ส่วนอีก 2 โครงการคือ Kave Universe Bangsaen (มูลค่า 520 ล้านบาท มียอดขาย 88%) และ Halo 1 ที่ภูเก็ต (มูลค่า 1.5 พันล้านบาท มียอดขาย 93%) ซึ่งยังรับรู้เข้ามาไม่มาก
- อัตรากำไรขั้นต้นขายอสังหาฯ ชะลอเป็น 41.5% จาก 42.5% ใน 1Q24 และ 42.7% ใน 2Q23 จาก Project Mixed ของคอนโดใหม่และแนวราบ
- รายได้บริหารโครงการ JV เพิ่มขึ้นเป็น 155 ล้านบาท (+4x q-q, y-y) จากการเซ็นโครงการใหม่ รวมถึง SG&A ต่อรายได้ปรับลงเป็น 17.5% (เทียบกับ 25.9% ใน 1Q24 และ 28.2% ใน 2Q23) ตามจำนวนโครงการเปิดใหม่น้อยลง และ Economies of Scale
- ส่วนแบ่ง JV พลิกจากกำไรเป็นขาดทุน -29 ล้านบาท เนื่องจากไม่มีคอนโดสร้างเสร็จใหม่ และมีค่าใช้จ่ายเพิ่มจากการพัฒนาโครงการที่เซ็นใหม่

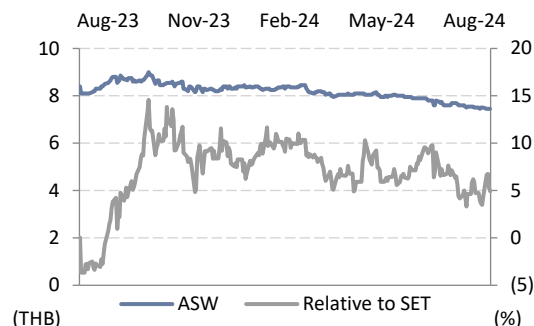
### Outlook

- กำไรปกติ 1H24 เท่ากับ 781 ล้านบาท (+138% y-y) คิดเป็น 70% ของประมาณการทั้งปีที่ 1.1 พันล้านบาท (+37% y-y) ซึ่งมองว่ามี Upside ราว 20% โดยอัตรากำไรขั้นต้นขายอสังหาฯ 1H24 อยู่ที่ 41.9% สูงกว่าสมมติฐานปีใหม่ของเราที่ 38.6% ขณะที่ Backlog รอโอน ณ สิ้น 2H24 รวม 7 พันล้านบาท แบ่งเป็นส่วน ASW 5.2 พันล้านบาท ซึ่งรองรับคาดการณ์ยอดโอนปีใหม่ที่ 8.1 พันล้านบาททั้งหมดแล้ว
- ทิศทางยอดโอน 3Q24 คาดเร่งขึ้นจากการโอนคอนโด 3 แห่งต่อเนื่องจาก 2Q24 บวกกับเริ่มโอนคอนโดเล็กอีก 1 แห่งอย่าง Kave Pop Salaya (มูลค่า 500 ล้านบาท มียอดขาย 40%) ส่วนอัตรากำไรขั้นต้นคาดระดับ 40-41% หากไม่นับรายการพิเศษ คาดกำไรปกติ 3Q24 เติบโต y-y และเทียบ q-q มีโอกาสทรงตัวสูงถึงบวกได้

TARGET PRICE THB9.50  
 CLOSE THB7.45  
 UP/DOWNSIDE +27.5%  
 TP vs CONSENSUS +0.0%

### KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	6,770	8,484	10,294	11,909
Net profit	1,092	1,121	1,326	1,452
EPS (THB)	1.21	1.19	1.41	1.55
vs Consensus (%)	-	-	-	-
EBITDA	1,423	1,579	2,068	2,449
Recurring net profit	818	1,121	1,326	1,452
Core EPS (THB)	0.91	1.19	1.41	1.55
EPS growth (%)	13.2	31.1	18.4	9.5
Core P/E (x)	8.2	6.2	5.3	4.8
Dividend yield (%)	3.4	7.0	7.6	8.3
EV/EBITDA (x)	13.4	9.6	7.4	6.1
Price/book (x)	1.0	1.0	0.9	0.8
Net debt/Equity (%)	154.1	89.1	82.9	71.6
ROE (%)	13.4	16.2	17.4	17.1



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(3.2)	(6.9)	(11.8)
Relative to country (%)	(1.5)	(1.6)	3.9
Mkt cap (USD m)	190		
3m avg. daily turnover (USD m)	0.0		
Free float (%)	0		
Major shareholder	Vipapong Family (71%)		
12m high/low (THB)	9.10/7.35		
Issued shares (m)	856.12		

Sources: Bloomberg consensus; FSSIA estimates



**Thanyatorn Songwutti**

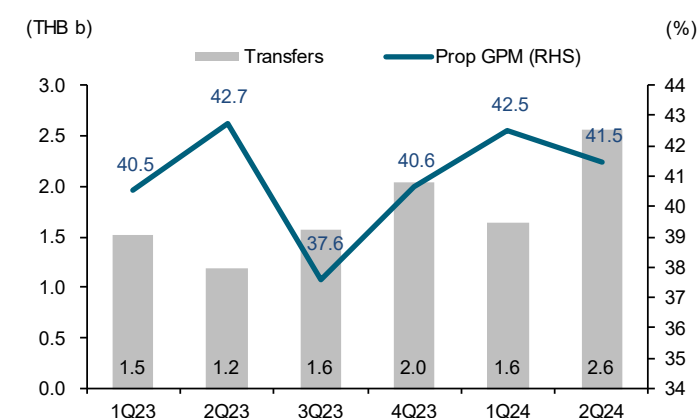
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## Exhibit 1: ASW – 2Q24 results summary

	2Q23	3Q23	4Q23	1Q24	2Q24	Change	
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Total revenue	1,250	1,678	2,231	1,735	2,765	59.4	121.1
Cost of sales	737	1,046	1,281	1,010	1,593	57.7	116.2
Gross profit	513	632	950	724	1,172	61.8	128.2
SG&A	353	460	448	449	484	7.8	37.0
Operating profit	160	172	502	276	688	149.7	329.2
Tax expense	57	66	110	68	168	147.0	196.5
Associates	80	(21)	(37)	27	(29)	n/a	n/a
Reported net profit	157	168	484	256	593	131.4	278.2
Core profit	157	88	402	256	524	104.5	234.3
<b>Key ratios (%)</b>						<b>(ppt)</b>	<b>(ppt)</b>
Gross margin	42.7	37.6	40.6	42.5	41.5	(1.0)	(1.3)
SG&A / Sales	41.1	37.7	42.6	41.8	42.4	0.6	1.3
Operating margin	28.2	27.4	20.1	25.9	17.5	(8.4)	(10.7)
Net margin	12.8	10.2	22.5	15.9	24.9	9.0	12.1
Norm margin	12.5	10.0	21.7	14.8	21.4	6.7	8.9
<b>Revenue breakdown</b>							
Residential	1,185	1,572	2,046	1,647	2,553	55.0	115.5
Rental & Services	66	106	184	88	213	142.1	223.1
<b>Gross margin by business</b>							
Residential	42.7	37.6	40.6	42.5	41.5	(1.0)	(1.3)

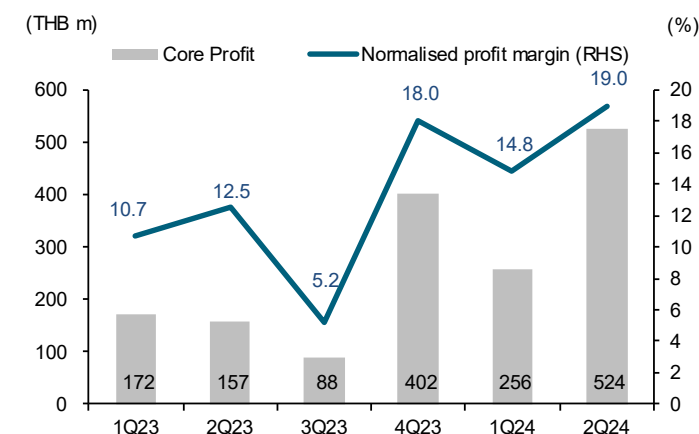
Sources: ASW; FSSIA's compilations

## Exhibit 2: Transfers and property GPM



Sources: ASW; FSSIA's compilations

## Exhibit 3: Normalised profit and norm profit margin



Sources: ASW; FSSIA's compilations

## Exhibit 4: Value of expected transfers by condo project in 2024

Transfer	Project	Value	% Sold
		(THB m)	(%)
1Q24	Atmoz Kanaal Rangsit	1,650	56
	Kave Seed Kaset (JV)	1,350	78
2Q24	The Title Halo 1	1,530	93
	Kave Universe	520	88
	Kave Town Island	3,200	99
3Q24	Kave Pop Salaya	500	40
4Q24	Kave Embryo Rangsit	800	68

Sources: ASW; FSSIA's compilations

## Financial Statements

### Assetwise

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	5,483	6,770	8,484	10,294	11,909
Cost of goods sold	(3,079)	(4,006)	(5,181)	(6,244)	(7,244)
<b>Gross profit</b>	<b>2,404</b>	<b>2,764</b>	<b>3,303</b>	<b>4,049</b>	<b>4,665</b>
Other operating income	66	130	95	95	95
Operating costs	(1,245)	(1,619)	(1,914)	(2,181)	(2,425)
<b>Operating EBITDA</b>	<b>1,332</b>	<b>1,423</b>	<b>1,579</b>	<b>2,068</b>	<b>2,449</b>
Depreciation	(107)	(148)	(96)	(104)	(113)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>1,225</b>	<b>1,275</b>	<b>1,483</b>	<b>1,964</b>	<b>2,335</b>
Net financing costs	(4)	(11)	(7)	(8)	(8)
Associates	(11)	(16)	115	74	16
Recurring non-operating income	(11)	(16)	115	74	16
Non-recurring items	431	274	0	0	0
<b>Profit before tax</b>	<b>1,641</b>	<b>1,521</b>	<b>1,591</b>	<b>2,029</b>	<b>2,343</b>
Tax	(288)	(308)	(354)	(469)	(558)
<b>Profit after tax</b>	<b>1,353</b>	<b>1,213</b>	<b>1,237</b>	<b>1,560</b>	<b>1,784</b>
Minority interests	(234)	(121)	(116)	(234)	(332)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>1,119</b>	<b>1,092</b>	<b>1,121</b>	<b>1,326</b>	<b>1,452</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>(431)</b>	<b>(274)</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>688</b>	<b>818</b>	<b>1,121</b>	<b>1,326</b>	<b>1,452</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.80	0.91	1.19	1.41	1.55
Reported EPS	1.31	1.21	1.19	1.41	1.55
DPS	0.52	0.25	0.52	0.56	0.62
Diluted shares (used to calculate per share data)	856	899	939	939	939
<b>Growth</b>					
Revenue (%)	11.3	23.5	25.3	21.3	15.7
Operating EBITDA (%)	(6.5)	6.8	11.0	30.9	18.4
Operating EBIT (%)	(9.8)	4.0	16.4	32.4	18.9
Recurring EPS (%)	(22.2)	13.2	31.1	18.4	9.5
Reported EPS (%)	17.6	(7.0)	(1.8)	18.4	9.5
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	43.8	40.8	38.9	39.3	39.2
Gross margin exc. depreciation (%)	45.8	43.0	40.1	40.3	40.1
Operating EBITDA margin (%)	24.3	21.0	18.6	20.1	20.6
Operating EBIT margin (%)	22.3	18.8	17.5	19.1	19.6
Net margin (%)	12.5	12.1	13.2	12.9	12.2
Effective tax rate (%)	17.6	20.3	22.3	23.1	23.8
Dividend payout on recurring profit (%)	65.0	27.5	43.6	40.0	40.0
Interest cover (X)	341.0	111.5	223.1	240.4	277.1
Inventory days	1,231.5	1,351.5	1,154.1	948.7	866.4
Debtor days	30.3	39.6	36.3	28.0	28.6
Creditor days	199.4	252.1	225.0	175.5	179.8
Operating ROIC (%)	9.5	7.4	7.7	10.2	(2.9)
ROIC (%)	9.0	6.7	7.8	10.3	(2.8)
ROE (%)	13.2	13.4	16.2	17.4	17.1
ROA (%)	6.9	5.0	5.9	7.6	8.1

\* Pre exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Project sales	5,221	6,316	8,094	9,904	11,519
Rental and services	262	454	390	390	390

Sources: Assetwise; FSSIA estimates

## Financial Statements

### Assetwise

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	688	818	1,121	1,326	1,452
Depreciation	107	148	96	104	113
Associates & minorities	-	-	-	-	-
Other non-cash items	0	0	0	0	0
Change in working capital	(2,846)	(4,566)	1,458	(904)	(438)
<b>Cash flow from operations</b>	<b>(2,051)</b>	<b>(3,600)</b>	<b>2,675</b>	<b>527</b>	<b>1,127</b>
Capex - maintenance	-	-	-	-	-
Capex - new investment	(1,276)	-	-	(147)	(158)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	-	(1,732)	2,034	-	-
<b>Cash flow from investing</b>	<b>(1,276)</b>	<b>(1,732)</b>	<b>2,034</b>	<b>(147)</b>	<b>(158)</b>
Dividends paid	-	(172)	(488)	(531)	(581)
Equity finance	235	885	40	0	0
Debt finance	2,963	5,164	(4,071)	310	(290)
Other financing cash flows	93	-	-	-	-
<b>Cash flow from financing</b>	<b>3,292</b>	<b>5,877</b>	<b>(4,519)</b>	<b>(221)</b>	<b>(871)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>(35)</b>	<b>544</b>	<b>190</b>	<b>159</b>	<b>98</b>
Free cash flow to firm (FCFF)	(3,322.70)	(5,320.99)	4,716.43	387.99	977.63
Free cash flow to equity (FCFE)	(269.85)	(168.33)	638.36	689.52	679.15
<b>Per share (THB)</b>					
FCFF per share	(3.88)	(6.22)	5.51	0.45	1.14
FCFE per share	(0.32)	(0.20)	0.75	0.81	0.79
Recurring cash flow per share	0.93	1.07	1.30	1.52	1.67
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	1,185	1,633	1,403	1,515	1,636
Less: Accumulated depreciation	(158)	(210)	(274)	(344)	(421)
<b>Tangible fixed assets (net)</b>	<b>1,027</b>	<b>1,424</b>	<b>1,129</b>	<b>1,171</b>	<b>1,215</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	11	12	12	12	12
Invest. in associates & subsidiaries	664	1,128	120	121	122
Cash & equivalents	751	1,295	1,485	1,644	1,743
A/C receivable	494	976	713	865	1,000
Inventories	11,768	16,807	15,352	16,567	17,283
Other current assets	407	475	594	721	834
<b>Current assets</b>	<b>13,420</b>	<b>19,553</b>	<b>18,144</b>	<b>19,796</b>	<b>20,859</b>
Other assets	173	348	255	309	357
<b>Total assets</b>	<b>15,296</b>	<b>22,465</b>	<b>19,660</b>	<b>21,410</b>	<b>22,566</b>
Common equity	5,617	6,573	7,246	8,041	8,913
Minorities etc.	333	908	908	908	908
<b>Total shareholders' equity</b>	<b>5,950</b>	<b>7,481</b>	<b>8,153</b>	<b>8,949</b>	<b>9,821</b>
Long term debt	5,398	9,797	5,440	5,630	5,640
Other long-term liabilities	48	291	65	79	92
<b>Long-term liabilities</b>	<b>5,445</b>	<b>10,088</b>	<b>5,505</b>	<b>5,709</b>	<b>5,732</b>
A/C payable	1,715	3,616	2,655	3,248	3,778
Short term debt	2,259	3,024	3,310	3,430	3,130
Other current liabilities	164	152	170	206	238
<b>Current liabilities</b>	<b>4,138</b>	<b>6,792</b>	<b>6,135</b>	<b>6,884</b>	<b>7,146</b>
<b>Total liabilities and shareholders' equity</b>	<b>15,534</b>	<b>24,361</b>	<b>19,793</b>	<b>21,543</b>	<b>22,699</b>
Net working capital	10,791	14,489	13,834	14,698	15,100
Invested capital	12,666	17,402	15,350	16,311	16,807
* Includes convertibles and preferred stock which is being treated as debt					
<b>Per share (THB)</b>					
Book value per share	6.56	7.31	7.72	8.56	9.49
Tangible book value per share	6.56	7.31	7.72	8.56	9.49
<b>Financial strength</b>					
Net debt/equity (%)	116.1	154.1	89.1	82.9	71.6
Net debt/total assets (%)	45.2	51.3	37.0	34.6	31.1
Current ratio (x)	3.2	2.9	3.0	2.9	2.9
CF interest cover (x)	283.4	(13.9)	90.1	99.7	99.7
Valuation	2022	2023	2024E	2025E	2026E
<b>Recurring P/E (x) *</b>	<b>9.3</b>	<b>8.2</b>	<b>6.2</b>	<b>5.3</b>	<b>4.8</b>
<b>Recurring P/E @ target price (x) *</b>	<b>11.8</b>	<b>10.4</b>	<b>8.0</b>	<b>6.7</b>	<b>6.1</b>
Reported P/E (x)	5.7	6.1	6.2	5.3	4.8
Dividend yield (%)	7.0	3.4	7.0	7.6	8.3
Price/book (x)	1.1	1.0	1.0	0.9	0.8
Price/tangible book (x)	1.1	1.0	1.0	0.9	0.8
EV/EBITDA (x) **	10.2	13.4	9.6	7.4	6.1
EV/EBITDA @ target price (x) **	11.5	14.7	10.8	8.3	6.9
EV/invested capital (x)	1.1	1.1	1.0	0.9	0.9
* Pre-exceptional, pre-goodwill and fully diluted    ** EBITDA includes associate income and recurring non-operating income					

Sources: Assetwise; FSSIA estimates

# ASSETWISE PCL (ASW TB)

FSSIA ESG rating

★ ★

Exhibit 5: FSSIA ESG score implication

27.00 /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.

Source: FSSIA estimates

Exhibit 6: ESG – peer comparison

	FSSIA	Domestic ratings						Global ratings					Bloomberg		
	ESG score	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	--	--	--	--	--	--	--	--
AWC	71.74	--	Y	Y	5.00	5.00	Certified	Low	55.63	AA	--	69.90	73.00	2.11	60.03
BRI	16.00	--	--	--	4.00	4.00	Declared	--	--	--	--	--	--	--	--
CPN	81.38	Y	Y	Y	5.00	5.00	Certified	Low	56.02	BBB	35.00	69.83	81.00	3.59	--

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 7: ESG disclosure from the company's one report

FY ending Dec 31		FY 2022	FY ending Dec 31		FY 2022
Environmental			Governance		
Climate change policy			Board size / Independent directors (ID) / Female		
Climate change opportunities discussed			No. of board meetings for the year / % attendance		
GHG scope 2 location-based policy			Company conducts board evaluations		
Biodiversity policy			Number of non-executive directors on board		
Energy efficiency policy			Director share ownership guidelines		
Electricity used			Board age limit		
Fuel used - crude oil/diesel			Age of the youngest / oldest director		
Waste reduction policy			Number of executives / female		
Water policy			Executive share ownership guidelines		
Water consumption			Size of audit committee / ID		
Social			Audit committee meetings		
Human rights policy			Audit committee meeting attendance (%)		
Policy against child labor			Size of compensation committee		
Quality assurance and recall policy			Number of compensation committee meetings		
Consumer data protection policy			Compensation committee meeting attendance (%)		
Equal opportunity policy			Size of nomination committee / ID		
Gender pay gap breakout			Number of nomination committee meetings		
Pct women in workforce			Nomination committee meeting attendance (%)		
Business ethics policy			Board compensation (THB m)		
Anti-bribery ethics policy			Auditor fee (THB m)		
Health and safety policy			(DIA International Audit Company Limited)		
Lost time incident rate - employees					
Training policy					
Fair remuneration policy					
Number of employees - CSR					
Total hours spent by firm - employee training					
Social supply chain management					

Source: FSSIA's compilation

## Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices ( <a href="#">DJSI</a> ) 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 ( <a href="#">THSI</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> )	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 <a href="#">THSI inclusion</a> , 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. <a href="#">SETTHSI Index</a> 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.																				
<b>CG Score</b> 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%).																				
<b>AGM level</b> 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&amp;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.																				
<a href="#">Thai CAC</a> 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.																				
<a href="#">Morningstar Sustainabilitys</a>	The Sustainabilitys' 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 &amp; 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+																		
<a href="#">ESG Book</a>	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.																				
<a href="#">MSCI</a>	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><b>AAA</b></td><td>8.571-10.000</td><td rowspan="3"><b>Leader:</b></td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td><b>AA</b></td><td>7.143-8.570</td></tr><tr><td><b>A</b></td><td>5.714-7.142</td></tr><tr><td><b>BBB</b></td><td>4.286-5.713</td><td rowspan="3"><b>Average:</b></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><b>BB</b></td><td>2.857-4.285</td></tr><tr><td><b>B</b></td><td>1.429-2.856</td></tr><tr><td><b>CCC</b></td><td>0.000-1.428</td><td><b>Laggard:</b></td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>		<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570	<b>A</b>	5.714-7.142	<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285	<b>B</b>	1.429-2.856	<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks
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<a href="#">Moody's ESG solutions</a>	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.																					
<a href="#">Refinitiv ESG rating</a>	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; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																					
<a href="#">S&amp;P Global</a>	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.																					
<b>Bloomberg</b>	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

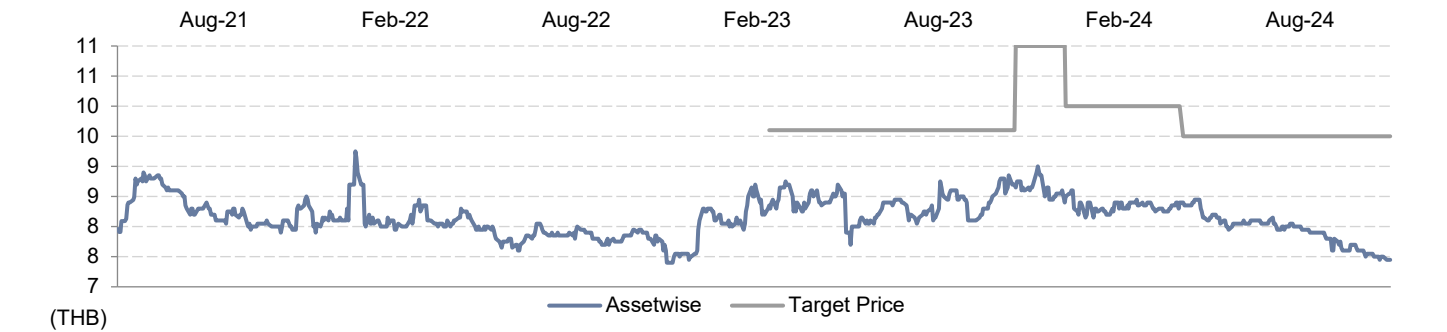
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History of change in investment rating and/or target price

Assetwise (ASW TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
20-Feb-2023	BUY	9.60	02-Nov-2023	BUY	10.00	-	-	-
20-Sep-2023	BUY	11.00	09-Feb-2024	BUY	9.50			

Thanyatorn Songwutti started covering this stock from 20-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Assetwise	ASW TB	THB 7.45	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.

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 08-Aug-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.