

# SANSIRI SRI TB

## THAILAND / PROPERTY DEVELOPMENT

**BUY**  
 UNCHANGED

## Key takeaways from analyst meeting

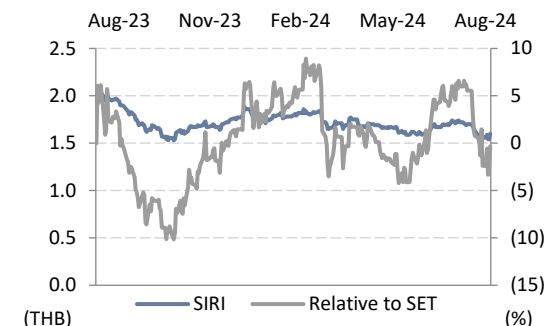
### Highlights

- เรามีมุมมองเป็นกลางต่อการประชุมวันนี้ บริษัทคงเป้า Presales ปี 2024 ที่ 4.5 หมื่นล้านบาท (+20% y-y) ขณะที่เป้าหมายออนไลน์ที่ 4.3 หมื่นล้านบาท (+11% y-y) แบ่งเป็นยอดโอน SRI 3.7 หมื่นล้านบาท ปรับลดจากเดิม 3.8 หมื่นล้านบาท สะท้อนการเปลี่ยนรูปแบบการพัฒนาโครงการภายใต้ JV มากขึ้น และปรับเป้าหมายออนไลน์ JV เพิ่มขึ้น 6 พันล้านบาท จากเดิม 5 พันล้านบาท ซึ่งคาดการณ์ยอดโอนของเรายังต่ำกว่าเป้าของบริษัทอยู่ราว 10%
- ผู้บริหารเผยถึงปัจจัยหนุนความสำเร็จของการขายใน 1H24 คือการปรับแผนเปิดโครงการใหม่ในทำเลที่มี Demand รวมถึงเน้นกลุ่ม Medium และ Premium ที่บริษัทถนัด ซึ่งเป็นกลยุทธ์ที่นำมาใช้ต่อเนื่องใน 2H24
- ภาวะการแข่งขันที่สูงขึ้นในตลาดช่วง 2H24 ส่งผลให้บริษัทมีแผนทำโปรโมชันกระตุ้นยอดขายเช่นเดียวกับรายอื่น และประเมินจะกระทบอัตรากำไรขั้นต้นขายอสังหาริมทรัพย์ 1% เป็น 32-33% ใน 2H24 จาก 33.2% ใน 2Q24 ทำให้จบปี 2024 คาดที่ระดับ 32.5% เทียบกับปี 2023 ที่ 33%
- ฐานะการเงินบริหารจัดการได้ โดย Net Gearing 2Q24 ที่ 1.62x ใกล้เคียง 1Q24 และมีแนวโน้มลดลงใน 2H24 ขณะที่จบปี 2024 คาดอยู่ที่ 1.55-1.6x ลดจากปี 2023 ที่ 1.68x โดยในช่วงที่เหลือของปีมีหุ้นกู้ครบกำหนดใน 4Q24 ราว 4.9 พันล้านบาท ซึ่งแหล่งเงินจะมาจาก operation
- ยอด Presales 3QTD ที่ 4.3 พันล้านบาท และคาดจบ 3Q24 ที่ 1.1-1.2 หมื่นล้านบาท เพิ่มขึ้นจาก 1.07 หมื่นล้านบาทใน 2Q24 และ 7.6 พันล้านบาทใน 3Q23 โดยมีแผนเปิดโครงการใหม่ 13 แห่ง เป็นแนวราบ 4 แห่ง ไฮไลท์คือโครงการ Luxury อย่าง Narinsiri Krungthep Kreetha (มูลค่า 2 พันล้านบาท ทั้งหมด 36 ยูนิต) เปิดตัวในเดือนก.ย. ส่วนคอนโด 9 แห่ง ส่วนใหญ่อยู่ในกลุ่ม Affordable ราคา 2-3 ล้านบาท/ยูนิต ในเมืองท่องเที่ยว อาทิ พัทยา, ภูเก็ต
- เบื้องต้นคาดแนวโน้มกำไร 3Q24 อ่อนลง y-y จากฐานสูง แต่ทรงตัว q-q อยู่ในเกณฑ์ดี จากคอนโดสร้างเสร็จใหม่ในแบรนด์ dcondo 4 แห่ง ซึ่งมูลค่าโครงการรวม 4.2 พันล้านบาท มียอดขายเฉลี่ย 56% และการโอนต่อเนื่องของคอนโดใหม่จาก 2Q24 รวมถึงการรับรู้ Backlog แนวราบที่ยกมาราว 4 พันล้านบาท
- เราคงประมาณการกำไรปกติปี 2024 ที่ 4.7 พันล้านบาท (-3% y-y) ถือว่ายังประคองตัวสูงท่ามกลางตลาดไม่เอื้ออำนวย และมี Backlog รองรับแล้ว 72% คงราคาเหมาะสม 1.90 บาท ยังแนะนำซื้อ ระยะสั้นมีประเด็นหนุนจากการจ่ายเงินปันผลงวด 1H24 ที่ 0.07 บาท/หุ้น Yield 4.4% ขึ้น XD 28 ส.ค. และจ่าย 11 ก.ย.

TARGET PRICE	THB1.90
CLOSE	THB1.60
UP/DOWNSIDE	+18.8%
TP vs CONSENSUS	-6.7%

### KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	36,965	37,605	38,153	38,819
Net profit	6,060	4,701	4,691	4,601
EPS (THB)	0.37	0.27	0.27	0.27
vs Consensus (%)	-	(6.9)	(10.0)	(12.3)
EBITDA	6,030	5,888	6,054	6,137
Recurring net profit	4,870	4,701	4,691	4,601
Core EPS (THB)	0.30	0.27	0.27	0.27
EPS growth (%)	9.1	(7.1)	(0.2)	(1.9)
Core P/E (x)	5.4	5.8	5.8	6.0
Dividend yield (%)	12.5	9.1	9.2	9.1
EV/EBITDA (x)	18.7	17.8	16.9	16.5
Price/book (x)	0.6	0.6	0.5	0.5
Net debt/Equity (%)	179.0	149.9	138.2	130.6
ROE (%)	11.0	9.9	9.3	8.7



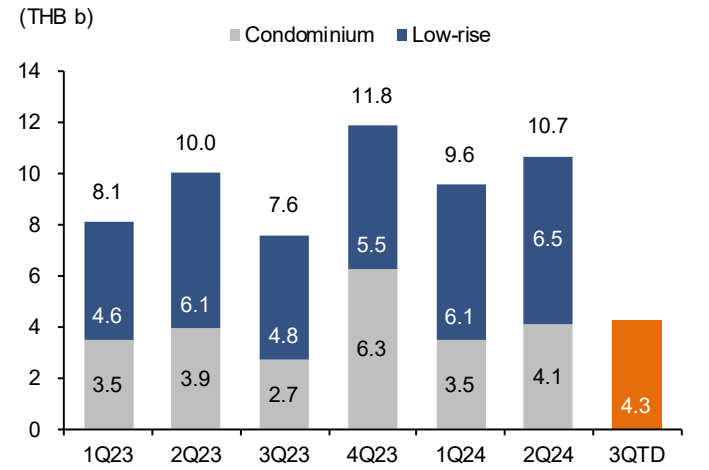
Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(7.5)	(4.2)	(15.8)
Relative to country (%)	(6.2)	1.3	(1.8)
Mkt cap (USD m)	788		
3m avg. daily turnover (USD m)	3.5		
Free float (%)	0		
Major shareholder	UBS AG Singapore Branch (10%)		
12m high/low (THB)	2.06/1.49		
Issued shares (m)	15,397.75		

Sources: Bloomberg consensus; FSSIA estimates


**Thanyatorn Songwutti**

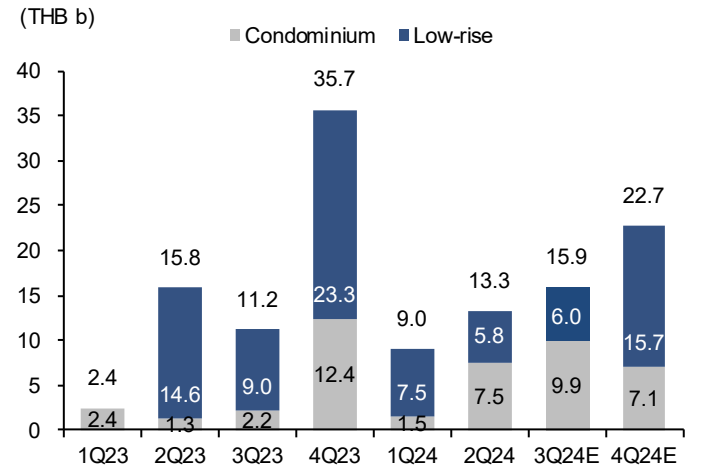
 Fundamental Investment Analyst on Securities; License no. 101203  
 thanyatorn.s@fssia.com, +66 2646 9963

Exhibit 1: Quarterly presales



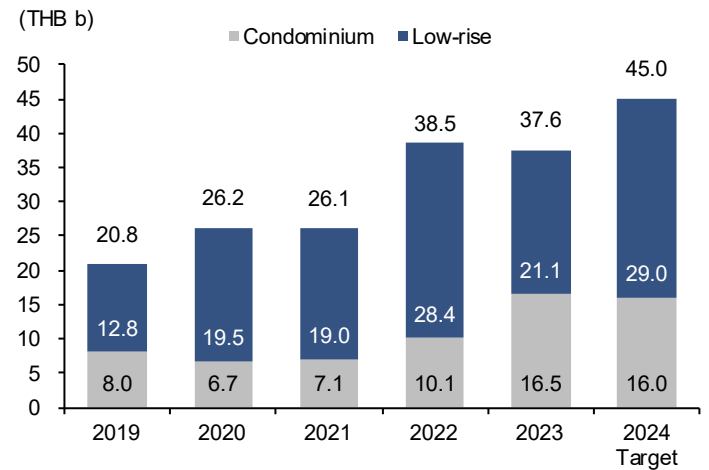
Sources: SIRI; FSSIA's compilation

Exhibit 2: Quarterly new launches



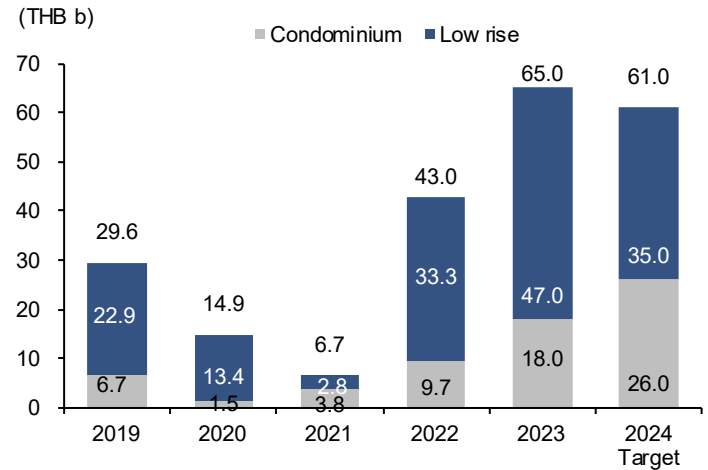
Sources: SIRI; FSSIA's compilation

Exhibit 3: Yearly presales



Sources: SIRI; FSSIA's compilation

Exhibit 4: Yearly new launches



Sources: SIRI; FSSIA's compilation

Exhibit 5: Narinsiri Krungthep Kreetha project



## NARINSIRI

KRUNGTHEP KREETHA

IN THE HEART OF SANSIRI KRUNGTHEP KREETHA COMMUNITY

900m

Brighton

International School

8km

Samitivej Srinakarin

Hospital

9.5km

The nine Center

Rama 9

15km

Suvarnabhumi

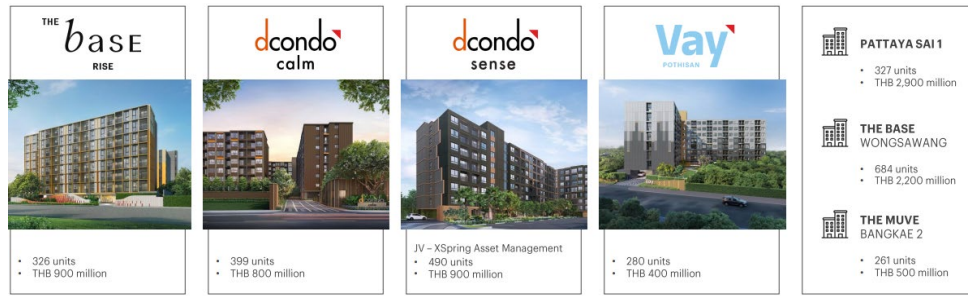
International Airport

JV - XSpring Asset Management

- 86 units
- THB 2,000 million

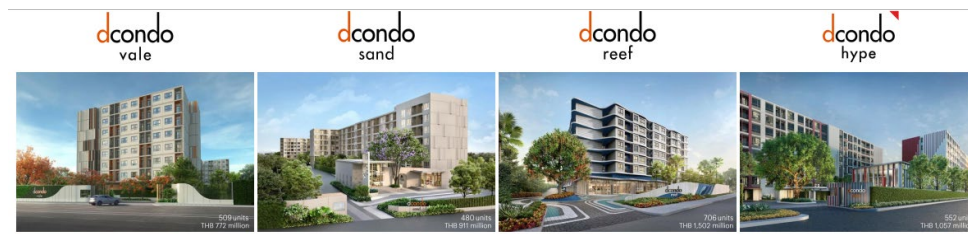
Source: SIRI

### Exhibit 6: Example of new condos in 3Q24



Source: SIRI

### Exhibit 7: Four newly built condos in 3Q24



Source: SIRI

### Exhibit 8: New condo values to be transferred in 2024

Transfer	Project	Value (THB m)	% Sold (%)
1Q24	THE BASE Downtown Khonkaen	930	58
2Q24	THE BASE Height-Chiang Mai	2,000	67
	THE LINE Vibe (JV)	4,000	65
3Q24	dcondo sand Hadyai	920	24
	dcondo vale	780	27
	dcondo reef Phuket	1,490	66
	dcondo hype rangsit (JV)	1,060	93
4Q24	Vay Ayutthaya	780	35
	dcondo air ladkrabang (JV)	1,000	41
	dcondo Shine Rangsit (JV)	980	15

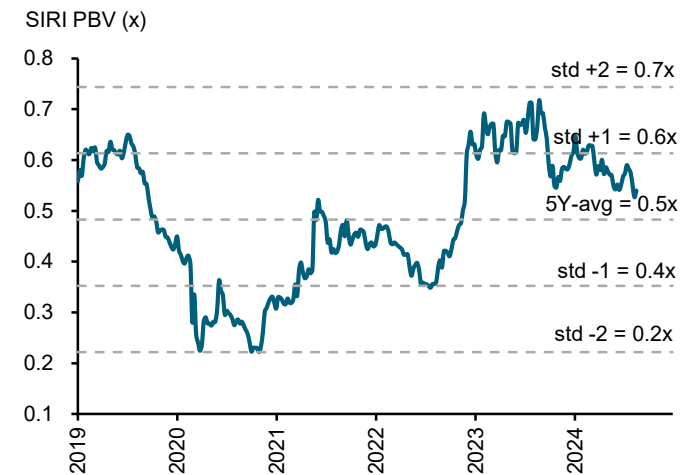
Sources: SIRI; FSSIA's compilation

### Exhibit 9: Historical P/E band



Sources: Bloomberg; FSSIA estimates

### Exhibit 10: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Sansiri

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	33,712	36,965	37,605	38,153	38,819
Cost of goods sold	(22,591)	(25,125)	(25,552)	(25,688)	(26,113)
<b>Gross profit</b>	<b>11,122</b>	<b>11,841</b>	<b>12,053</b>	<b>12,466</b>	<b>12,707</b>
Other operating income	-	-	-	-	-
Operating costs	(7,165)	(6,743)	(7,107)	(7,364)	(7,531)
<b>Operating EBITDA</b>	<b>4,807</b>	<b>6,030</b>	<b>5,888</b>	<b>6,054</b>	<b>6,137</b>
Depreciation	(850)	(932)	(942)	(952)	(962)
Goodwill amortisation	-	-	-	-	-
<b>Operating EBIT</b>	<b>3,957</b>	<b>5,098</b>	<b>4,946</b>	<b>5,102</b>	<b>5,176</b>
Net financing costs	(508)	(253)	(302)	(263)	(241)
Associates	473	404	410	233	68
Recurring non-operating income	1,505	1,331	1,160	1,003	838
Non-recurring items	240	1,190	0	0	0
<b>Profit before tax</b>	<b>5,193</b>	<b>7,366</b>	<b>5,804</b>	<b>5,842</b>	<b>5,773</b>
Tax	(1,087)	(1,521)	(1,203)	(1,251)	(1,272)
<b>Profit after tax</b>	<b>4,107</b>	<b>5,846</b>	<b>4,601</b>	<b>4,591</b>	<b>4,501</b>
Minority interests	173	215	100	100	100
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
<b>Reported net profit</b>	<b>4,280</b>	<b>6,060</b>	<b>4,701</b>	<b>4,691</b>	<b>4,601</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>(240)</b>	<b>(1,190)</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>4,040</b>	<b>4,870</b>	<b>4,701</b>	<b>4,691</b>	<b>4,601</b>
<b>Per share (THB)</b>					
Recurring EPS *	0.27	0.30	0.27	0.27	0.27
Reported EPS	0.29	0.37	0.27	0.27	0.27
DPS	0.15	0.20	0.15	0.15	0.15
Diluted shares (used to calculate per share data)	14,923	16,486	17,138	17,138	17,138
<b>Growth</b>					
Revenue (%)	17.7	9.7	1.7	1.5	1.7
Operating EBITDA (%)	38.2	25.4	(2.4)	2.8	1.4
Operating EBIT (%)	48.7	28.8	(3.0)	3.2	1.4
Recurring EPS (%)	99.7	9.1	(7.1)	(0.2)	(1.9)
Reported EPS (%)	111.6	28.2	(25.4)	(0.2)	(1.9)
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	33.0	32.0	32.1	32.7	32.7
Gross margin exc. depreciation (%)	35.5	34.6	34.6	35.2	35.2
Operating EBITDA margin (%)	14.3	16.3	15.7	15.9	15.8
Operating EBIT margin (%)	11.7	13.8	13.2	13.4	13.3
Net margin (%)	12.0	13.2	12.5	12.3	11.9
Effective tax rate (%)	20.9	20.6	20.7	21.4	22.0
Dividend payout on recurring profit (%)	55.4	67.7	53.0	54.0	54.4
Interest cover (X)	10.8	25.4	20.2	23.2	25.0
Inventory days	1,183.6	1,402.3	1,461.5	1,430.3	1,415.4
Debtor days	12.8	9.9	13.9	17.8	17.7
Creditor days	19.5	22.3	24.1	22.7	22.6
Operating ROIC (%)	4.0	4.1	3.7	3.9	(1.0)
ROIC (%)	3.9	4.2	3.8	3.8	(0.9)
ROE (%)	9.9	11.0	9.9	9.3	8.7
ROA (%)	3.5	3.6	3.4	3.4	3.1

\* Pre exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Project sales	30,716	32,829	33,422	33,709	34,272
Business management	1,679	2,413	2,400	2,520	2,570
Hotel management	548	574	633	665	681
Others	769	1,149	1,150	1,260	1,296

Sources: Sansiri; FSSIA estimates

## Financial Statements

Sansiri

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	4,040	4,870	4,701	4,691	4,601
Depreciation	850	932	942	952	962
Associates & minorities	-	-	-	-	-
Other non-cash items	(173)	(215)	(100)	(100)	(100)
Change in working capital	(28,335)	(11,977)	1,940	306	(1,308)
<b>Cash flow from operations</b>	<b>(23,618)</b>	<b>(6,390)</b>	<b>7,484</b>	<b>5,849</b>	<b>4,154</b>
Capex - maintenance	-	(7,208)	-	(1,052)	(1,019)
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	19,685	-	2,650	-	-
<b>Cash flow from investing</b>	<b>19,685</b>	<b>(7,208)</b>	<b>2,650</b>	<b>(1,052)</b>	<b>(1,019)</b>
Dividends paid	(1,528)	(2,499)	(2,057)	(2,240)	(2,197)
Equity finance	562	997	697	0	0
Debt finance	5,378	15,251	(9,331)	(2,083)	(861)
Other financing cash flows	-	-	-	-	-
<b>Cash flow from financing</b>	<b>4,411</b>	<b>13,749</b>	<b>(10,691)</b>	<b>(4,323)</b>	<b>(3,058)</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>479</b>	<b>150</b>	<b>(557)</b>	<b>474</b>	<b>77</b>
Free cash flow to firm (FCFF)	(3,195.32)	(13,105.13)	10,685.42	5,320.30	3,636.27
Free cash flow to equity (FCFE)	1,445.18	1,652.48	802.73	2,714.49	2,274.38
<b>Per share (THB)</b>					
FCFF per share	(0.21)	(0.85)	0.69	0.35	0.24
FCFE per share	0.09	0.11	0.05	0.18	0.15
Recurring cash flow per share	0.32	0.34	0.32	0.32	0.32
Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	11,706	11,680	13,023	13,522	14,009
Less: Accumulated depreciation	(2,806)	(3,098)	(3,416)	(3,866)	(4,346)
<b>Tangible fixed assets (net)</b>	<b>8,899</b>	<b>8,582</b>	<b>9,607</b>	<b>9,656</b>	<b>9,662</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	-	-	-	-	-
Invest. in associates & subsidiaries	18,609	21,552	20,603	20,653	20,704
Cash & equivalents	2,660	2,810	2,253	2,727	2,805
A/C receivable	983	1,030	1,843	1,870	1,902
Inventories	85,859	100,042	97,041	96,827	98,241
Other current assets	7,753	6,527	6,769	6,868	6,987
<b>Current assets</b>	<b>97,254</b>	<b>110,409</b>	<b>107,906</b>	<b>108,291</b>	<b>109,935</b>
Other assets	2,672	3,093	2,858	2,900	2,950
<b>Total assets</b>	<b>127,435</b>	<b>143,636</b>	<b>140,974</b>	<b>141,501</b>	<b>143,252</b>
Common equity	42,433	45,949	49,291	51,742	54,146
Minorities etc.	1,608	1,459	1,459	1,459	1,459
<b>Total shareholders' equity</b>	<b>44,041</b>	<b>47,408</b>	<b>50,750</b>	<b>53,201</b>	<b>55,605</b>
Long term debt	39,922	52,272	46,994	45,673	44,984
Other long-term liabilities	1,173	2,219	1,692	1,717	1,747
<b>Long-term liabilities</b>	<b>41,095</b>	<b>54,491</b>	<b>48,687</b>	<b>47,390</b>	<b>46,731</b>
A/C payable	1,235	1,716	1,533	1,541	1,567
Short term debt	32,507	35,408	31,355	30,593	30,421
Other current liabilities	8,574	8,281	8,649	8,775	8,928
<b>Current liabilities</b>	<b>42,316</b>	<b>45,404</b>	<b>41,537</b>	<b>40,910</b>	<b>40,916</b>
<b>Total liabilities and shareholders' equity</b>	<b>127,451</b>	<b>147,303</b>	<b>140,974</b>	<b>141,501</b>	<b>143,252</b>
Net working capital	84,785	97,603	95,471	95,248	96,635
Invested capital	114,966	130,829	128,539	128,457	129,952
* Includes convertibles and preferred stock which is being treated as debt					
<b>Per share (THB)</b>					
Book value per share	2.84	2.79	2.88	3.02	3.16
Tangible book value per share	2.84	2.79	2.88	3.02	3.16
<b>Financial strength</b>					
Net debt/equity (%)	158.4	179.0	149.9	138.2	130.6
Net debt/total assets (%)	54.7	59.1	54.0	52.0	50.7
Current ratio (x)	2.3	2.4	2.6	2.6	2.7
CF interest cover (x)	3.8	7.5	3.7	11.3	10.4
Valuation	2022	2023	2024E	2025E	2026E
<b>Recurring P/E (x) *</b>	<b>5.9</b>	<b>5.4</b>	<b>5.8</b>	<b>5.8</b>	<b>6.0</b>
<b>Recurring P/E @ target price (x) *</b>	<b>7.0</b>	<b>6.4</b>	<b>6.9</b>	<b>6.9</b>	<b>7.1</b>
Reported P/E (x)	5.6	4.4	5.8	5.8	6.0
Dividend yield (%)	9.4	12.5	9.1	9.2	9.1
Price/book (x)	0.6	0.6	0.6	0.5	0.5
Price/tangible book (x)	0.6	0.6	0.6	0.5	0.5
EV/EBITDA (x) **	19.8	18.7	17.8	16.9	16.5
EV/EBITDA @ target price (x) **	20.7	19.5	18.7	17.8	17.4
EV/invested capital (x)	0.8	0.9	0.8	0.8	0.8
* Pre-exceptional, pre-goodwill and fully diluted    ** EBITDA includes associate income and recurring non-operating income					

Sources: Sansiri; FSSIA estimates

# Sansiri PCL (SIRC TB)

## FSSIA ESG rating


**66.14 /100**

### Exhibit 11: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★★	>59-79	<b>A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.</b>
★★★★	>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 12: 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	--	--	--	--	--	--	--	--
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
SIRC	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](https://www.settrade.com); FSSIA's compilation

### Exhibit 13: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
<b>ESG financial materiality scores - ESG score</b>	<b>3.04</b>	<b>3.28</b>	<b>3.31</b>	<b>3.28</b>	<b>3.37</b>	<b>3.23</b>	<b>3.42</b>	<b>3.00</b>
BESG environmental pillar score	1.76	1.87	1.95	1.91	2.06	1.94	2.30	2.15
BESG social pillar score	6.58	6.80	7.10	7.25	7.24	6.12	6.08	3.50
BESG governance pillar score	3.97	4.41	4.29	4.24	4.21	4.35	4.26	4.10
<b>ESG disclosure score</b>	<b>35.72</b>	<b>44.65</b>	<b>55.79</b>	<b>56.84</b>	<b>58.06</b>	<b>57.67</b>	<b>56.28</b>	<b>61.14</b>
Environmental disclosure score	20.66	24.34	40.29	43.43	47.12	45.94	45.94	50.26
Social disclosure score	28.39	28.39	45.89	45.89	45.89	45.89	41.72	45.71
Governance disclosure score	58.04	81.10	81.10	81.10	81.10	81.10	81.10	87.36
<b>Environmental</b>								
Emissions reduction initiatives	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Climate change policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	No	No	No	No	No	No	Yes
GHG scope 1	1	1	1	2	1	1	0	1
GHG scope 2 location-based	1	1	1	4	3	4	4	7
GHG Scope 3	—	—	—	2	1	28	22	2,788
Carbon per unit of production	—	—	—	—	—	—	—	0
Biodiversity policy	No	No	No	No	No	No	No	Yes
Energy efficiency policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	1	1	1	6	6	8	8	15
Renewable energy use	—	—	—	1	1	1	1	1
Electricity used	—	1	1	5	5	8	7	14
Fuel used - natural gas	—	—	—	—	—	—	—	—

Sources: Bloomberg; FSSIA's compilation



## Exhibit 14: 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	Yes	Yes	Yes	Yes	Yes	Yes
Hazardous waste	—	—	—	—	—	0	1	0
Total waste	—	2	2	2	3	0	2	1
Waste recycled	—	—	—	—	0	0	0	0
Waste sent to landfills	—	—	—	—	—	0	1	1
Environmental supply chain management	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Water policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	—	—	—	—	—	—	112	327
<b>Social</b>								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Quality assurance and recall policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Consumer data protection policy	No	No	No	No	No	No	No	Yes
Equal opportunity policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No	No	No	No	No
Pct women in workforce	49	49	46	46	45	42	41	42
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	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	—	—	—	—	—	—	—
Total recordable incident rate - employees	—	—	—	—	1	1	1	0
Training policy	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	No
Number of employees – CSR	3,318	3,448	3,744	4,155	4,246	3,966	4,163	4,454
Employee turnover pct	20	20	19	23	22	31	28	34
Total hours spent by firm - employee training	46,983	58,444	100,189	74,208	76,683	44,499	44,627	51,995
Social supply chain management	No	No	Yes	Yes	Yes	Yes	Yes	Yes
<b>Governance</b>								
Board size	10	10	10	12	11	12	12	12
No. of independent directors (ID)	5	5	5	5	4	5	5	5
No. of women on board	0	0	0	0	0	0	0	0
No. of non-executive directors on board	7	7	7	7	6	7	8	7
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	12	10	12	12	15	13	11	10
Board meeting attendance pct	89	93	93	89	92	95	95	98
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	46	47	48	49	51	52	53	54
Age of the oldest director	81	81	82	83	63	64	65	66
No. of executives / company managers	21	22	20	13	16	14	12	13
No. of female executives	6	6	4	1	1	3	2	0
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	3	3	3	3	4	4	4
No. of ID on audit committee	3	3	3	3	3	4	4	4
Audit committee meetings	—	5	5	4	4	5	5	6
Audit meeting attendance %	—	93	100	100	100	100	85	100
Size of compensation committee	3	3	3	3	3	4	4	4
No. of ID on compensation committee	3	3	3	3	3	3	3	3
No. of compensation committee meetings	—	4	2	2	3	4	2	2
Compensation meeting attendance %	—	100	100	100	100	100	100	100
Size of nomination committee	—	3	3	3	3	4	4	4
No. of nomination committee meetings	—	4	2	2	3	4	2	2
Nomination meeting attendance %	—	100	100	100	100	100	100	100
<b>Sustainability governance</b>								
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 <b>THSI inclusion</b> , 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. <b>SETTHSI Index</b> 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&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.																				
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 &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+																		
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; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;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

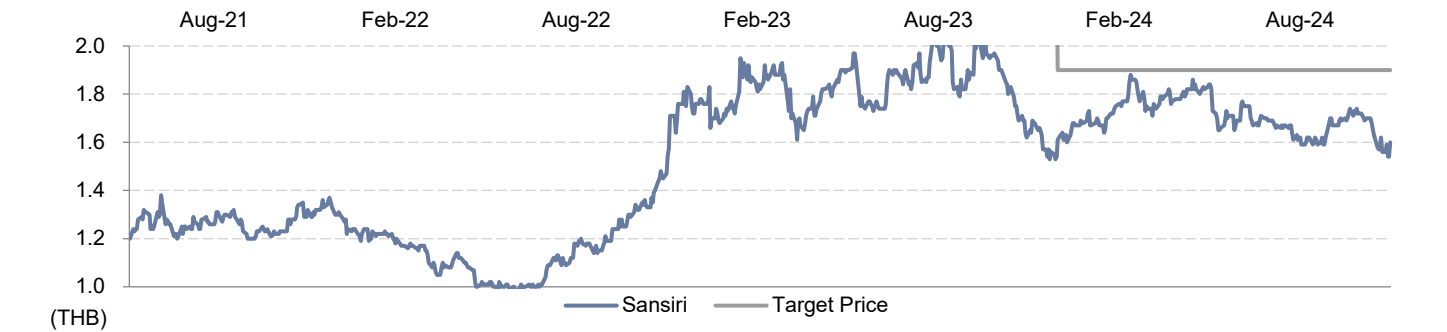
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s)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

History of change in investment rating and/or target price

Sansiri (SIRI TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
06-Feb-2023	BUY	2.20	01-Nov-2023	BUY	1.90	03-Apr-2024	BUY	1.90
27-Jul-2023	BUY	2.30	11-Jan-2024	HOLD	1.90			

Thanyatorn Songwutti started covering this stock from 06-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Sansiri	SIRI TB	THB 1.60	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.

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 16-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.