

AP (THAILAND) AP TB
THAILAND / PROPERTY DEVELOPMENT

BUY

UNCHANGED

แนวโน้มยอด Presales ดีขึ้นในเดือนก.ค.-ส.ค.

- ยอด Presales ในเดือนก.ค.-ส.ค. 2024 ดูดีขึ้นผลกดันจากแนวราบ ประเมินยอด Presales 3Q24 โต y-y แลลดลง q-q ตามการเปิดตัวคอนโดใหม่น้อยลง
- บริษัทเริ่มพัฒนาโครงการ Luxury ที่มีศักยภาพในแนวคิดใหม่บนทำเลถนนจันทน์
- ปรับไปใช้ราคาเป้าหมายปี 2025 ที่ 10.80 บาท คงคำแนะนำซื้อ

TARGET PRICE	THB10.80
CLOSE	THB9.35
UP/DOWNSIDE	+15.5%
PRIOR TP	THB10.20
CHANGE IN TP	+5.9%
TP vs CONSENSUS	-2.8%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	38,045	38,300	40,301	42,309
Net profit	6,054	5,338	5,639	5,804
EPS (THB)	1.92	1.70	1.79	1.84
vs Consensus (%)	-	(3.2)	(3.4)	(4.7)
EBITDA	6,668	6,083	6,368	6,692
Recurring net profit	6,043	5,338	5,639	5,804
Core EPS (THB)	1.92	1.70	1.79	1.84
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	2.9	(11.7)	5.6	2.9
Core P/E (x)	4.9	5.5	5.2	5.1
Dividend yield (%)	7.5	6.4	6.9	6.9
EV/EBITDA (x)	9.3	9.7	9.0	8.3
Price/book (x)	0.7	0.7	0.6	0.6
Net debt/Equity (%)	79.4	67.3	59.0	50.3
ROE (%)	15.6	12.6	12.3	11.7

ยอด Presales ปรับตัวดีขึ้นในเดือนก.ค. - ส.ค. 2024

ยอด Presales ของ AP ในเดือนก.ค. - ส.ค. 2024 คาดเติบโต 11% y-y เป็น 9.6 พันลบ. (แนวราบ 65% และคอนโด 35%) คิดเป็นเฉลี่ย 4.8 พันลบ.ต่อเดือน (เทียบกับ 4 พันลบ.ใน 1H24 และ 3.9 พันลบ.ใน 3Q23) หนุนจากการเปิดตัวโครงการแนวราบใหม่ 5 แห่ง มูลค่ารวม 4.1 พันลบ. ซึ่งทำ Take-up rate เฉลี่ย 25% รวมถึงโครงการอยู่ระหว่างขายโดยเฉพาะทาวน์โฮมที่เร่งเปิดตัวในไตรมาสก่อนหน้า ขณะที่บริษัทวางแผนเปิดตัวโครงการใหม่ในเดือนก.ย. รวม 5.5 พันลบ. ประกอบด้วยทาวน์โฮม 6 แห่ง และคอนโด 1 แห่งอย่าง Aspire Itsaraphap Station (800 ลบ.) ทำให้เราประเมินยอด Presales ใน 3Q24 จบที่ 12.5 พันลบ. เพิ่มขึ้น 7% y-y แลลดลง 13% q-q ตามการเปิดตัวคอนโดใหม่น้อยลง

เริ่มพัฒนาโครงการ Luxury รูปแบบใหม่บนทำเลถนนจันทน์

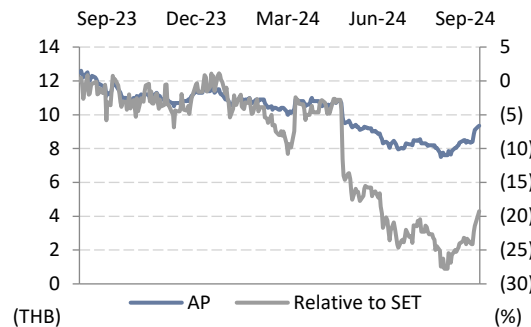
AP เริ่มศึกษาและทดลองพัฒนาโครงการรูปแบบใหม่เป็นโครงการ Exclusive และ Luxury บนที่ดินขนาดเล็กในทำเลใจกลางกรุงเทพเพื่อตอบสนองกลุ่มลูกค้าเป้าหมายใหม่ โครงการดังกล่าวตั้งอยู่บนถนนจันทน์ ประกอบด้วยโครงการแนวราบชื่อ Baan Chan และคอนโดชื่อ Adler โดยโครงการ Baan Chan House (110 ลบ. ราคาขาย 69 ลบ./หลัง) เป็น Pool Villa หูเพียง 2 หลัง ขณะที่โครงการ Adler (400 ลบ. ราคาขาย 19-31 ลบ./ยูนิต หรือสูงกว่า 180k บาท/ตรม.) เป็นคอนโดที่มีห้อง Penthouse จำนวน 22 ยูนิต ซึ่งโครงการทั้ง 2 แห่งสร้างยอดขายนำพอใจ โดย Baan Chan สามารถ Sold Out และ Adler มี Take-up rate 23% หลังเปิดตัวในเดือนมิ.ย. 2024 และมีกำหนดเริ่มโอนใน 2Q-3Q25 ขณะที่โครงการดังกล่าวเป็นโครงการที่อยู่ระหว่างการศึกษาคัดลอง ยังไม่ได้รวมอยู่ในแผนเปิดตัวและเป้าหมายของบริษัทฯ ซึ่งจะเป็น Upside ต่อกำไรในปีหน้า เรามองว่าความสำเร็จของโครงการรูปแบบใหม่อาจนำไปสู่การพัฒนาโครงการบนทำเลใหม่ของ AP ในอนาคตต่อไป

การเริ่มโอนคอนโดใหม่ขนาดใหญ่จะช่วยหนุนกำไร 3Q24

เบื้องต้นเราประเมินกำไร 3Q24 โต q-q แลลดลง y-y จากฐานสูง อยู่ที่ 1.3-1.4 พันลบ. (เทียบกับ 1.27 พันลบ.ใน 2Q24 และ 1.7 พันลบ.ใน 3Q23) หนุนจากการเริ่มโอนคอนโด JV ใหม่ อย่าง Life Rama 4-Asoke (6.5 พันลบ., ขายได้ 57%) ตั้งแต่เดือนส.ค. นอกจากนี้ การรับรู้รายได้ต่อเนื่องของ 2 คอนโดใหม่ que เริ่มโอนใน 2Q24 และ Backlog แนวราบที่ยกมาจากสิ้น 2Q24 ราว 13.5 พันลบ.

ปรับไปใช้ราคาเป้าหมายปี 2025 ที่ 10.80 บาท

เราปรับไปใช้ราคาเป้าหมายปี 2025 ที่ 10.80 บาท (อิง PER เดิม 6x) ปัจจุบันหุ้นซื้อขายบน PE2025 ที่ 5.2x (เทียบกับค่าเฉลี่ยของกลุ่มที่ 7.8x) และคาดให้ผลตอบแทนปันผล 6.4% ในปี 2024 (จ่ายปีละครั้ง) เราคงคำแนะนำซื้อ



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	23.0	5.6	(24.6)
Relative to country (%)	11.7	(2.4)	(18.3)
Mkt cap (USD m)	872		
3m avg. daily turnover (USD m)	4.2		
Free float (%)	66		
Major shareholder	Mr. Anuphong Assavabhokhin (21%)		
12m high/low (THB)	12.60/7.50		
Issued shares (m)	3,145.90		

Sources: Bloomberg consensus; FSSIA estimates



Thanyatorn Songwutti

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

PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

บทวิเคราะห์ฉบับนี้แปลมาจากต้นฉบับภาษาอังกฤษ ที่ออกรายงานเมื่อวันที่ 11 กันยายน 2024

Investment thesis

AP disclosed a cautious 2024 plan, with an expected recovery in 2H24. It plans to introduce 48 new projects (78% low-rise and 22% condos) with a combined value of THB58b (-24% y-y). Along with inventory sales, they would help drive the presales target of THB57b (+11% y-y), comprising low-rises worth THB39b (+16.5% y-y) and condos totaling THB18b (flat y-y).

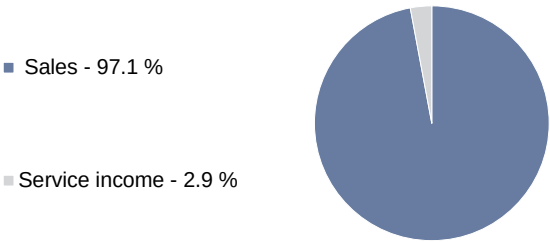
AP has strengths in its flexible and well-diversified portfolio. It covers low-rise and condo projects in every market segment in Bangkok and other provinces, which should help increase and sustain growth potential. Also, the strategy for continuously aggressive new launches in multiple locations would support a high market share.

Company profile

AP develops property for sale, including condos, townhomes, detached houses, semi-detached, and home offices. They are in urban areas and business centers, offering convenience and designs that answer each customer group’s demand. Also, it provides comprehensive property-related services under its affiliates.

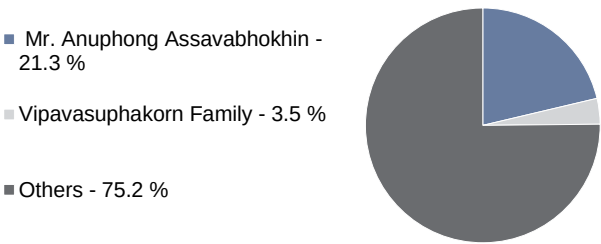
www.apthai.com

Principal activities (revenue, 2023)



Source: AP (Thailand)

Major shareholders



Source: AP (Thailand)

Catalysts

Key potential growth drivers include:

- 1) The success of new condo launches;
- 2) Presales growth;
- 3) Sooner-than-expected recovery in the economy and property market;
- 4) Property stimulus and LTV easing;
- 5) An interest rate downtrend.

Risks to our call

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.

Event calendar

Date	Event
November 2024	3Q24 results announcement

Key assumptions

	2024E	2025E	2026E
Transfer revenue (THB m)	37,126	39,068	41,015
Service income (THB m)	1,174	1,233	1,294
Property GPM (%)	33.4	33.3	33.3
GPM (%)	34.8	34.7	34.7
SG&A to sales (%)	19.4	19.4	19.4

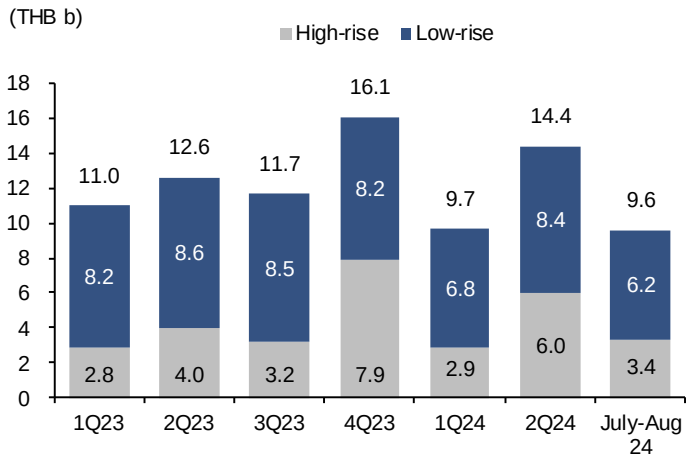
Source: FSSIA estimates

Earnings sensitivity

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

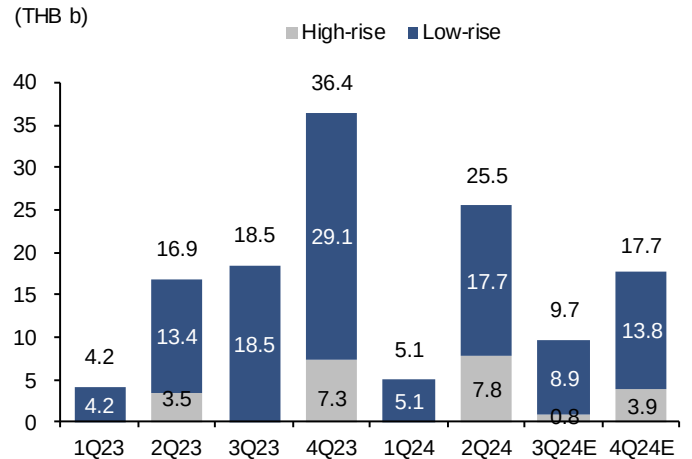
Source: FSSIA estimates

Exhibit 1: Quarterly presales



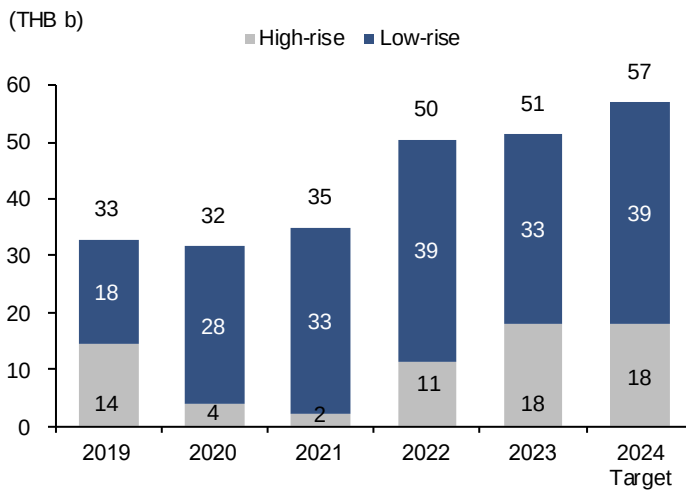
Sources: AP; FSSIA's compilation

Exhibit 2: Quarterly new launches



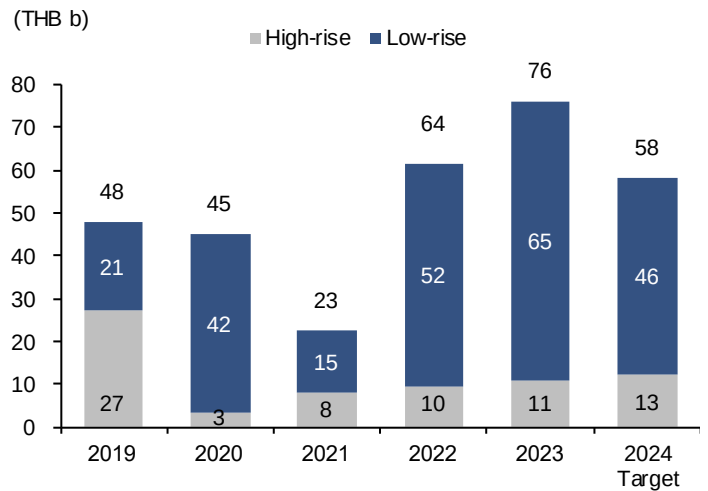
Sources: AP; FSSIA's compilation

Exhibit 3: Yearly presales



Sources: AP; FSSIA's compilation

Exhibit 4: Yearly new launches



Sources: AP; FSSIA's compilation

Exhibit 5: New launch plans in 3Q24



Source: AP

Exhibit 6: Newly built condo in 3Q24



Source: AP

Exhibit 7: Baan Chan House project



Source: AP

Exhibit 8: Baan Chan House project



Source: AP

Exhibit 9: Adler condo project



Source: AP

Exhibit 10: Adler condo project



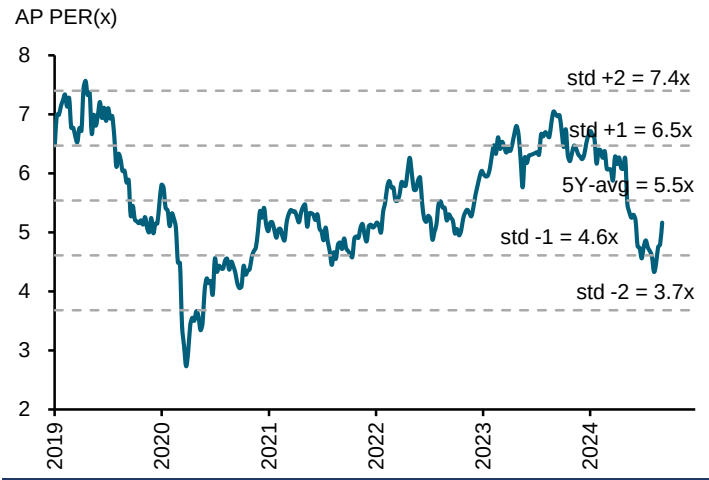
Source: AP

Exhibit 11: Adler project location



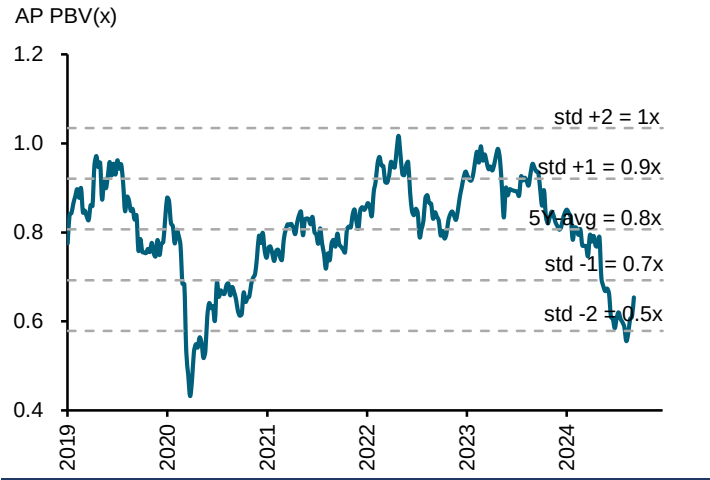
Source: AP

Exhibit 12: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 13: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

Financial Statements

AP (Thailand)

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	38,539	38,045	38,300	40,301	42,309
Cost of goods sold	(25,475)	(24,148)	(24,972)	(26,317)	(27,629)
Gross profit	13,064	13,897	13,328	13,984	14,681
Other operating income	0	0	0	0	0
Operating costs	(7,248)	(7,520)	(7,430)	(7,818)	(8,208)
Operating EBITDA	6,107	6,668	6,083	6,368	6,692
Depreciation	(291)	(290)	(185)	(202)	(219)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	5,816	6,377	5,897	6,165	6,473
Net financing costs	(99)	(247)	(517)	(485)	(453)
Associates	1,233	1,055	945	1,007	903
Recurring non-operating income	1,385	1,215	1,105	1,167	1,063
Non-recurring items	4	12	0	0	0
Profit before tax	7,106	7,358	6,485	6,848	7,082
Tax	(1,230)	(1,304)	(1,147)	(1,209)	(1,279)
Profit after tax	5,876	6,054	5,338	5,639	5,803
Minority interests	1	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	5,877	6,054	5,338	5,639	5,804
Non-recurring items & goodwill (net)	(4)	(12)	0	0	0
Recurring net profit	5,874	6,043	5,338	5,639	5,804
Per share (THB)					
Recurring EPS *	1.87	1.92	1.70	1.79	1.84
Reported EPS	1.87	1.92	1.70	1.79	1.84
DPS	0.65	0.70	0.60	0.65	0.65
Diluted shares (used to calculate per share data)	3,146	3,146	3,146	3,146	3,146
Growth					
Revenue (%)	21.2	(1.3)	0.7	5.2	5.0
Operating EBITDA (%)	28.2	9.2	(8.8)	4.7	5.1
Operating EBIT (%)	29.7	9.6	(7.5)	4.5	5.0
Recurring EPS (%)	29.3	2.9	(11.7)	5.6	2.9
Reported EPS (%)	29.4	3.0	(11.8)	5.6	2.9
Operating performance					
Gross margin inc. depreciation (%)	33.9	36.5	34.8	34.7	34.7
Gross margin exc. depreciation (%)	34.7	37.3	35.3	35.2	35.2
Operating EBITDA margin (%)	15.8	17.5	15.9	15.8	15.8
Operating EBIT margin (%)	15.1	16.8	15.4	15.3	15.3
Net margin (%)	15.2	15.9	13.9	14.0	13.7
Effective tax rate (%)	20.9	20.7	20.7	20.7	20.7
Dividend payout on recurring profit (%)	34.8	36.4	35.5	36.0	35.0
Interest cover (X)	72.7	30.8	13.5	15.1	16.6
Inventory days	743.8	971.2	1,058.4	1,019.9	993.6
Debtor days	1.1	1.2	1.4	1.4	1.4
Creditor days	41.0	47.8	44.4	43.0	43.1
Operating ROIC (%)	9.6	8.6	7.0	7.2	7.4
ROIC (%)	10.2	9.1	7.5	7.7	7.7
ROE (%)	17.0	15.6	12.6	12.3	11.7
ROA (%)	9.3	8.2	6.8	7.0	7.0

* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Sales	37,522	36,927	37,126	39,068	41,015
Service income	1,017	1,118	1,174	1,233	1,294

Sources: AP (Thailand); FSSIA estimates

Financial Statements

AP (Thailand)

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	5,874	6,043	5,338	5,639	5,804
Depreciation	291	290	185	202	219
Associates & minorities	-	-	-	-	-
Other non-cash items	4	12	0	0	0
Change in working capital	(6,585)	(14,896)	(576)	(1,631)	(1,086)
Cash flow from operations	(417)	(8,552)	4,948	4,210	4,937
Capex - maintenance	0	0	0	0	0
Capex - new investment	(179)	(279)	(447)	(635)	(655)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	-	-	-	-	-
Cash flow from investing	(179)	(279)	(447)	(635)	(655)
Dividends paid	(1,572)	(2,045)	(1,895)	(2,030)	(2,031)
Equity finance	0	0	0	0	0
Debt finance	1,749	11,267	(2,175)	(1,991)	(1,890)
Other financing cash flows	(1)	0	0	0	0
Cash flow from financing	176	9,221	(4,070)	(4,021)	(3,921)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	(420)	391	432	(445)	360
Free cash flow to firm (FCFF)	(491.91)	(8,569.86)	5,033.30	4,074.61	4,749.27
Free cash flow to equity (FCFE)	1,152.31	2,435.47	2,326.82	1,585.32	2,391.63

Per share (THB)

FCFF per share	(0.16)	(2.72)	1.60	1.30	1.51
FCFE per share	0.37	0.77	0.74	0.50	0.76
Recurring cash flow per share	1.96	2.02	1.76	1.86	1.91

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	1,904	1,671	1,636	1,725	1,816
Less: Accumulated depreciation	(291)	(290)	(185)	(202)	(219)
Tangible fixed assets (net)	1,614	1,381	1,450	1,522	1,597
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	6,481	6,702	6,894	7,254	7,616
Cash & equivalents	1,650	2,041	2,472	2,028	2,388
A/C receivable	104	145	153	161	169
Inventories	55,261	71,705	72,049	73,901	75,320
Other current assets	1,874	681	766	806	846
Current assets	58,889	74,572	75,441	76,896	78,723
Other assets	1,243	1,288	1,302	1,370	1,439
Total assets	68,227	83,944	85,088	87,043	89,375
Common equity	36,747	40,757	44,200	47,809	51,581
Minorities etc.	(19)	(20)	(20)	(20)	(20)
Total shareholders' equity	36,728	40,737	44,180	47,789	51,562
Long term debt	15,284	20,964	20,117	20,127	19,237
Other long-term liabilities	675	913	949	1,000	1,050
Long-term liabilities	15,959	21,877	21,066	21,127	20,287
A/C payable	3,211	3,033	2,997	3,158	3,315
Short term debt	7,841	13,428	12,099	10,099	9,099
Other current liabilities	4,487	4,868	4,745	4,869	5,111
Current liabilities	15,539	21,329	19,841	18,126	17,526
Total liabilities and shareholders' equity	68,227	83,944	85,088	87,043	89,375
Net working capital	49,540	64,630	65,227	66,841	67,909
Invested capital	58,878	74,001	74,874	76,988	78,560

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

Per share (THB)

Book value per share	11.68	12.96	14.05	15.20	16.40
Tangible book value per share	11.68	12.96	14.05	15.20	16.40

Financial strength

Net debt/equity (%)	58.5	79.4	67.3	59.0	50.3
Net debt/total assets (%)	31.5	38.5	35.0	32.4	29.0
Current ratio (x)	3.8	3.5	3.8	4.2	4.5
CF interest cover (x)	14.4	12.0	6.4	5.6	7.7

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	5.0	4.9	5.5	5.2	5.1
Recurring P/E @ target price (x) *	5.8	5.6	6.4	6.0	5.9
Reported P/E (x)	5.0	4.9	5.5	5.2	5.1
Dividend yield (%)	7.0	7.5	6.4	6.9	6.9
Price/book (x)	0.8	0.7	0.7	0.6	0.6
Price/tangible book (x)	0.8	0.7	0.7	0.6	0.6
EV/EBITDA (x) **	8.3	9.3	9.7	9.0	8.3
EV/EBITDA @ target price (x) **	9.1	9.9	10.5	9.8	9.0
EV/invested capital (x)	0.9	0.8	0.8	0.7	0.7

* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income

Sources: AP (Thailand); FSSIA estimates

AP (Thailand) PCL (AP TB)

FSSIA ESG rating


53.36 /100

Exhibit 14: FSSIA ESG score implication

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

Sources: FSSIA estimates

Exhibit 15: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
AP	53.36	--	Y	Y	5.00	5.00	Certified	Low	43.30	--	--	16.91	24.00	1.89	34.26
ASW	27.00	--	Y	Y	5.00	4.00	Declared	--	--	--	--	--	--	--	--
BRI	16.00	--	--	--	4.00	4.00	Declared	--	--	--	--	--	--	--	--
NOBLE	30.88	--	Y	Y	5.00	5.00	Certified	--	--	--	--	--	7.00	--	--
ORI	53.22	--	Y	Y	5.00	5.00	Certified	Medium	41.33	--	--	48.60	--	3.82	52.01
SC	60.14	--	Y	Y	5.00	4.00	Certified	Low	45.20	--	--	70.85	25.00	2.34	42.60
SIRI	66.14	--	Y	Y	5.00	5.00	Certified	Low	43.82	A	--	57.85	23.00	3.00	61.14
SPALI	59.80	--	Y	Y	5.00	5.00	Certified	Low	52.93	BB	--	36.30	24.00	2.19	42.36

Sources: [SETTRADE.com](https://www.settrade.com); FSSIA's compilation

Exhibit 16: ESG score by Bloomberg

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

Sources: Bloomberg; FSSIA's compilation

Exhibit 17: ESG score by Bloomberg (cont.)

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

Sources: Bloomberg; FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																				
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for THSI inclusion , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. SETTHSI Index is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																				
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																				
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																				
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																				
Morningstar Sustainabilitys	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 & 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.

History of change in investment rating and/or target price

AP (Thailand) (AP TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
25-Oct-2021	BUY	11.10	10-Feb-2023	BUY	14.00	25-Jul-2024	BUY	10.20
10-Nov-2021	BUY	11.60	24-Oct-2023	BUY	14.40			
23-Feb-2022	BUY	13.00	21-Feb-2024	BUY	13.20			

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

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
AP (Thailand)	AP TB	THB 9.35	BUY	Downside risks to our P/E-based TP include 1) a higher-than-expected slowdown in the low-rise market; 2) lower-than-expected new launches and take-up rates; 3) a slow economic recovery; 4) an impact from the interest rate uptrend on purchasing power; 5) a higher rejection rate and customer cancellation; 6) construction delay and labor shortages; and 7) fierce competition.

Source: FSSIA estimates

Additional Disclosures

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

All share prices are as at market close on 10-Sep-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.