

# ASSETWISE ASW TB

## THAILAND / PROPERTY DEVELOPMENT

# BUY

UNCHANGED

## 3Q24 profit should jump y-y

- Expect a 3Q24 core profit of THB466m, up 431% y-y due to continued transfers from the new condos launched in 2Q24 but down 11% q-q, pressured by lower GPM and expenses related to new projects.
- Raise our 2024-26E core profit growth to 70%/5%/9%, respectively.
- Roll over to our 2025 TP of THB10.80. Retain BUY call on attractive valuations.

|                 |          |
|-----------------|----------|
| TARGET PRICE    | THB10.80 |
| CLOSE           | THB7.95  |
| UP/DOWNSIDE     | +35.8%   |
| PRIOR TP        | THB9.50  |
| CHANGE IN TP    | +13.7%   |
| TP vs CONSENSUS | +13.7%   |

## KEY STOCK DATA

| YE Dec (THB m)       | 2023  | 2024E | 2025E  | 2026E  |
|----------------------|-------|-------|--------|--------|
| Revenue              | 6,770 | 9,505 | 10,385 | 11,220 |
| Net profit           | 1,092 | 1,459 | 1,461  | 1,599  |
| EPS (THB)            | 1.21  | 1.55  | 1.56   | 1.70   |
| vs Consensus (%)     | -     | 30.3  | 10.6   | 9.7    |
| EBITDA               | 1,423 | 1,925 | 2,149  | 2,359  |
| Recurring net profit | 818   | 1,390 | 1,461  | 1,599  |
| Core EPS (THB)       | 0.91  | 1.48  | 1.56   | 1.70   |
| Chg. In EPS est. (%) | -     | 24.0  | 10.1   | 10.1   |
| EPS growth (%)       | 13.2  | 62.6  | 5.1    | 9.4    |
| Core P/E (x)         | 8.7   | 5.4   | 5.1    | 4.7    |
| Dividend yield (%)   | 3.1   | 7.8   | 7.8    | 8.6    |
| EV/EBITDA (x)        | 13.8  | 7.7   | 7.1    | 6.6    |
| Price/book (x)       | 1.1   | 1.0   | 0.9    | 0.8    |
| Net debt/Equity (%)  | 154.1 | 77.3  | 73.8   | 69.9   |
| ROE (%)              | 13.4  | 19.8  | 18.4   | 18.1   |

## 3Q24 presales saw support from successful new projects in Phuket

ASW reported 3Q24 presales of THB3.85b, flat y-y but down 14% q-q in line with lower new project launches. Specifically, it introduced three new projects with a combined value of THB4.5b, comprising two low-rises and one condo in Phuket, i.e., The Title Cielo Rawai (171 units, THB1.2b), which recorded a high take-up rate of 90% within one week, reflecting robust demand from foreign buyers. As a result, 9M24 presales surged to THB14.6b (+24% y-y). Since it already represents 82% of the 2024 target of THB17.8b, we expect a 15-20% upside, driven by the new launch plan for four sizable condos with a combined value of THB18b following the success of its Kave brand after ASW closed the sale of several projects and the condo portfolio expansion in tourist destinations like Pattaya and Phuket to capture a high season.

## Expect 3Q24 profit to surge y-y but weaken q-q due to lower GPM and higher expenses

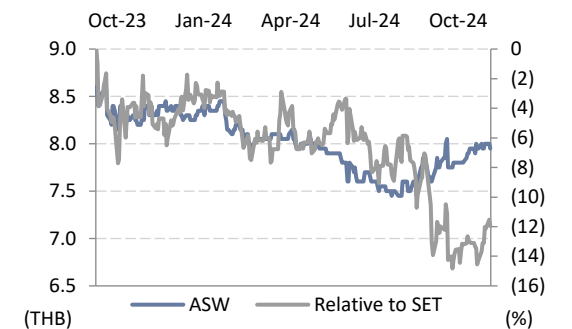
We anticipate a 3Q24 net profit of THB466m (-22% q-q, +176% y-y). Excluding extra items, core profit should drop 11% q-q but jump 431% y-y. Our forecast assumes new-high 3Q24 transfers of THB3b (+17% q-q, +90% y-y) due to continued transfers of the new condos introduced in 2Q24, such as Kave Town Island and The Title Halo in Phuket. However, the core profit should plummet q-q due to a lower gross margin of property sales of 39% from 41.5% in 2Q24 due to a change in the project mix, fierce competition, and higher expenses related to the 2H24 new launches.

## Raise 2024-26E to reflect higher-than-expected revenue and GPM

We have increased our 2024-26E profit by 24%/10%/10% to THB1.4b (+70% y-y), THB1.46b (+5% y-y), and THB1.6b (+9% y-y), respectively to incorporate above-estimate transfers, JV management fees, and GPM. If 3Q24 matches our estimate, 9M24 profit would secure 90% of our 2024 forecast. Furthermore, we project a weaker 4Q24 profit due to aggressive transfers of sizable condos earlier and only one small newly-built condo.

## Retain BUY after rolling over to our 2025 TP of THB10.80

We have rolled over to our 2025 TP of THB10.80 after lowering our target PER from 8x to 7x to factor in lower profit growth. We reaffirm our BUY call on the prospect of a better 3Q24 profit than peers, which we expect to witness a loss y-y and undemanding valuations. ASW traded on 5.1x 2025PE. Also, we project a high 2024 dividend yield of 7.8% (paid annually). It has strength from diversifying its portfolio to Phuket, which has high demand, via its strong TITLE brand, resulting in a better performance than its rivals. In this regard, the Phuket transfer mix should increase next year and become more significant in 2026, driving future profit growth.



| Share price performance        | 1 Month               | 3 Month | 12 Month |
|--------------------------------|-----------------------|---------|----------|
| Absolute (%)                   | 1.9                   | 6.0     | (7.0)    |
| Relative to country (%)        | 1.9                   | (4.5)   | (11.0)   |
| Mkt cap (USD m)                | 212                   |         |          |
| 3m avg. daily turnover (USD m) | 0.1                   |         |          |
| Free float (%)                 | 0                     |         |          |
| Major shareholder              | Vipapong Family (71%) |         |          |
| 12m high/low (THB)             | 8.70/7.35             |         |          |
| Issued shares (m)              | 856.12                |         |          |

Sources: Bloomberg consensus; FSSIA estimates



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### Investment thesis

Besides project developments in Bangkok and its vicinity and the EEC, ASW also pressed ahead to diversify locations and target customers of its portfolio. At the end of 2022, it partnered with a local property developer to develop a luxury pool villa in Phuket. In 3Q23, ASW also announced its investment in a 67.61% stake in TITLE. It develops leisure condos in Phuket and has strength in its land bank, which can develop up to THB14b in project value. Also, it has extensive experience and a solid agent network, which would help contribute to a rapid expansion and drive growth potential from 2024 onwards.

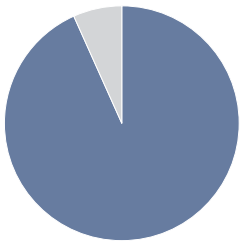
### Company profile

Established in 2005, ASW develops mainly property projects for sale. They comprise high-rise (i.e., low-rise and high-rise condos) and low-rise (i.e., detached houses, townhomes, and home offices). Also, it operates property-related service businesses, such as property for rent, real estate agency, and intermediary for international payments. ASW's strengths lie in its project design that answers customer needs, complete facilities, and useful functions.

[www.assetwise.co.th](http://www.assetwise.co.th)

### Principal activities (revenue, 2023)

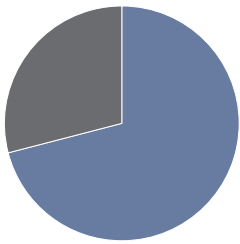
- Project sales - 93.3 %
- Rental and services - 6.7 %



Source: Assetwise

### Major shareholders

- Vipanpong Family - 71.0 %
- Others - 29.0 %



Source: Assetwise

### Catalysts

Key potential growth drivers include 1) success in new project launches and inventory sales progress and 2) the business expansion plan, including its acquisition of TITLE shares to penetrate the property market in Phuket, its significantly higher new project launches in prime locations in Bangkok and new provinces, and its partnership in new JV projects, which could result in an extra gain from share premium.

### Risks to our call

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.

### Event calendar

| Date            | Event                     |
|-----------------|---------------------------|
| 7 November 2024 | 3Q24 results announcement |

### Key assumptions

|                                    | 2024E | 2025E | 2026E  |
|------------------------------------|-------|-------|--------|
| Project sales (THB m)              | 8,985 | 9,861 | 10,691 |
| Rental and services income (THB m) | 520   | 525   | 530    |
| Property GPM (%)                   | 40.2  | 39.5  | 39.8   |
| GPM (%)                            | 39.2  | 39.2  | 39.4   |
| SG&A to sales (%)                  | 23.1  | 20.9  | 20.7   |

Source: FSSIA estimates

### Earnings sensitivity

- For every 5% increase in transfers, we estimate 2024 net profit to rise by 7%, 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.

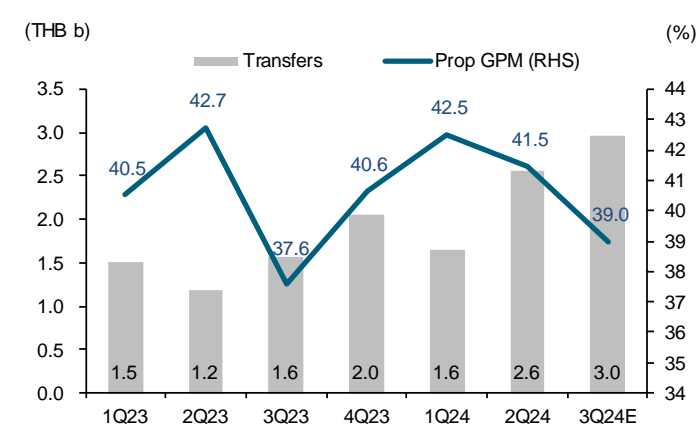
Source: FSSIA estimates

## Exhibit 1: ASW - 3Q24 results preview

|                                 | 3Q23    | 4Q23    | 1Q24    | 2Q24    | 3Q24E   | Change       |              |
|---------------------------------|---------|---------|---------|---------|---------|--------------|--------------|
|                                 | (THB m) | (THB m) | (THB m) | (THB m) | (THB m) | (q-q%)       | (y-y%)       |
| Total revenue                   | 1,678   | 2,231   | 1,735   | 2,765   | 3,056   | 10.5         | 82.1         |
| Cost of sales                   | 1,046   | 1,281   | 1,010   | 1,593   | 1,909   | 19.8         | 82.5         |
| Gross profit                    | 632     | 950     | 724     | 1,172   | 1,147   | (2.2)        | 81.5         |
| SG&A                            | 460     | 448     | 449     | 484     | 595     | 22.9         | 29.3         |
| Operating profit                | 172     | 502     | 276     | 688     | 552     | (19.8)       | 221.6        |
| Tax expense                     | 66      | 110     | 68      | 168     | 139     | (17.6)       | 111.0        |
| Associates                      | (21)    | (37)    | 27      | (29)    | 30      | na           | na           |
| Reported net profit             | 168     | 484     | 256     | 593     | 465     | (21.6)       | 176.1        |
| Core profit                     | 88      | 402     | 256     | 524     | 465     | (11.3)       | 431.0        |
| <b>Key ratios (%)</b>           |         |         |         |         |         | <b>(ppt)</b> | <b>(ppt)</b> |
| Gross margin                    | 37.6    | 40.6    | 42.5    | 41.5    | 39.0    | (2.5)        | 1.4          |
| SG&A / Sales                    | 37.7    | 42.6    | 41.8    | 42.4    | 37.5    | (4.9)        | (0.1)        |
| Operating margin                | 27.4    | 20.1    | 25.9    | 17.5    | 19.5    | 2.0          | (8.0)        |
| Net margin                      | 10.2    | 22.5    | 15.9    | 24.9    | 18.1    | (6.8)        | 7.8          |
| Norm margin                     | 10.0    | 21.7    | 14.8    | 21.4    | 15.2    | (6.2)        | 5.2          |
| <b>Revenue breakdown</b>        |         |         |         |         |         |              |              |
| Residential                     | 1,572   | 2,046   | 1,647   | 2,553   | 2,961   | 16.0         | 88.4         |
| Rental & Services               | 106     | 184     | 88      | 213     | 95      | (55.3)       | (10.5)       |
| <b>Gross margin by business</b> |         |         |         |         |         |              |              |
| Residential                     | 37.6    | 40.6    | 42.5    | 41.5    | 39.0    | (2.5)        | 1.4          |

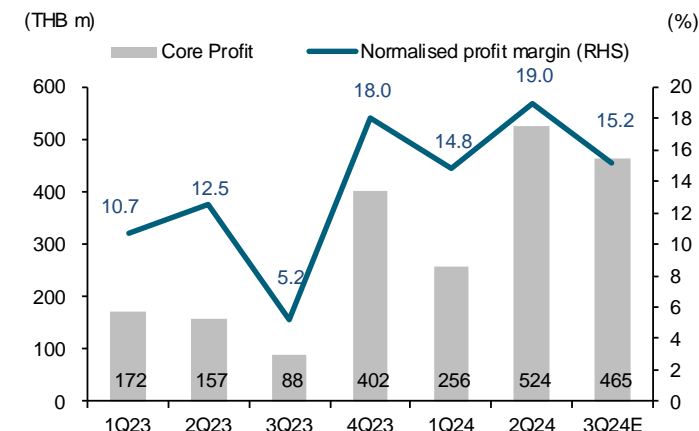
Sources: ASW; FSSIA estimates

## Exhibit 2: Quarterly transfers and prop GPM



Sources: ASW; FSSIA estimates

## Exhibit 3: Quarterly core profit and norm profit margin



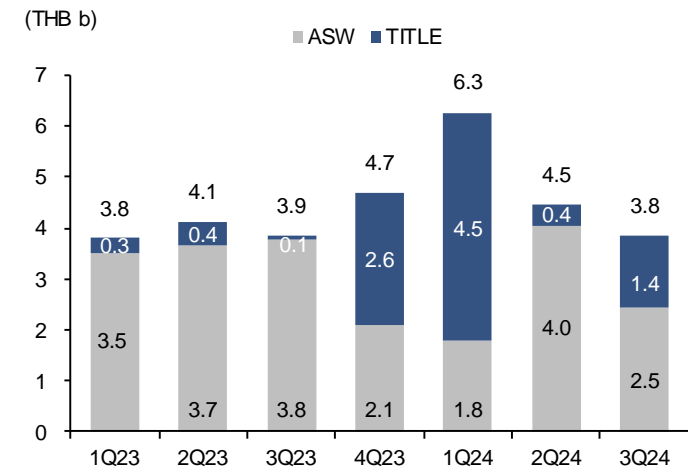
Sources: ASW; FSSIA estimates

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

| Transfer | Project                | Value<br>(THB m) | % Sold<br>(%) |
|----------|------------------------|------------------|---------------|
| 1Q24     | Atmoz Kanaal Rangsit   | 1,650            | 56            |
|          | Kave Seed Kaset (JV)   | 1,350            | 78            |
| 2Q24     | The Title Halo 1       | 1,530            | 92            |
|          | Kave Universe Bangsaen | 520              | 88            |
|          | Kave Town Island       | 3,500            | 97            |
| 3Q24     | Kave Pop Salaya        | 500              | 40            |
| 4Q24     | Kave Embryo Rangsit    | 800              | 56            |

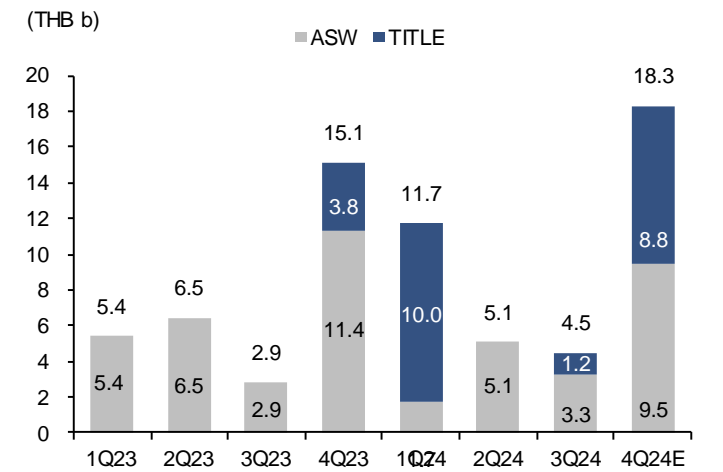
Sources: ASW; FSSIA's compilation

Exhibit 5: Quarterly presales



Sources: ASW; FSSIA's compilation

Exhibit 6: Quarterly new launches



Sources: ASW; FSSIA's compilation

Exhibit 7: The Title Cielo Rawai project



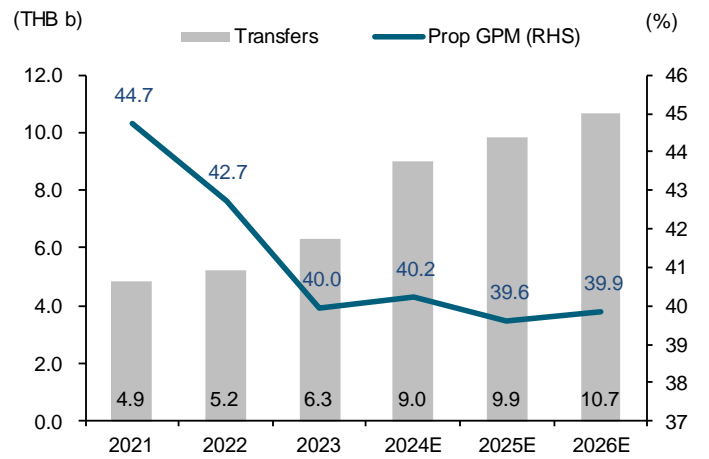
Source: ASW

Exhibit 8: Key assumptions for ASW

|                           | Actual  | Current |         |         |  | Previous |         |         | Change |       |       |
|---------------------------|---------|---------|---------|---------|--|----------|---------|---------|--------|-------|-------|
|                           | 2023    | 2024E   | 2025E   | 2026E   |  | 2024E    | 2025E   | 2026E   | 2024E  | 2025E | 2026E |
|                           | (THB m) | (THB m) | (THB m) | (THB m) |  | (THB m)  | (THB m) | (THB m) | (%)    | (%)   | (%)   |
| Revenue (THB m)           | 6,770   | 9,505   | 10,385  | 11,220  |  | 8,484    | 10,294  | 11,909  | 12     | 1     | (6)   |
| - Transfers               | 6,316   | 8,985   | 9,861   | 10,691  |  | 8,094    | 9,904   | 11,519  | 11     | (0)   | (7)   |
| - Rental and service      | 454     | 520     | 525     | 530     |  | 390      | 390     | 390     | 33     | 35    | 36    |
| Property gross margin (%) | 40.2    | 40.2    | 39.5    | 39.8    |  | 38.6     | 38.6    | 38.5    | 1.7    | 1.0   | 1.3   |
| Gross margin (%)          | 40.8    | 39.2    | 39.2    | 39.4    |  | 38.9     | 39.3    | 39.2    | 0.3    | (0.2) | 0.3   |
| SG&A (THB m)              | 1,619   | 2,037   | 2,173   | 2,330   |  | 1,914    | 2,181   | 2,425   | 6      | (0)   | (4)   |
| SG&A to revenue (%)       | 23.9    | 23.1    | 20.9    | 20.8    |  | 23.1     | 21.2    | 20.4    | 0.0    | (0.3) | 0.4   |
| Associates (THB m)        | (16)    | 53      | 12      | 88      |  | 115      | 74      | 16      | (54)   | (83)  | 460   |
| Core profit (THB m)       | 818     | 1,390   | 1,461   | 1,599   |  | 1,121    | 1,326   | 1,452   | 24     | 10    | 10    |
| Net profit (THB m)        | 1,092   | 1,459   | 1,461   | 1,599   |  | 1,121    | 1,326   | 1,452   | 30     | 10    | 10    |

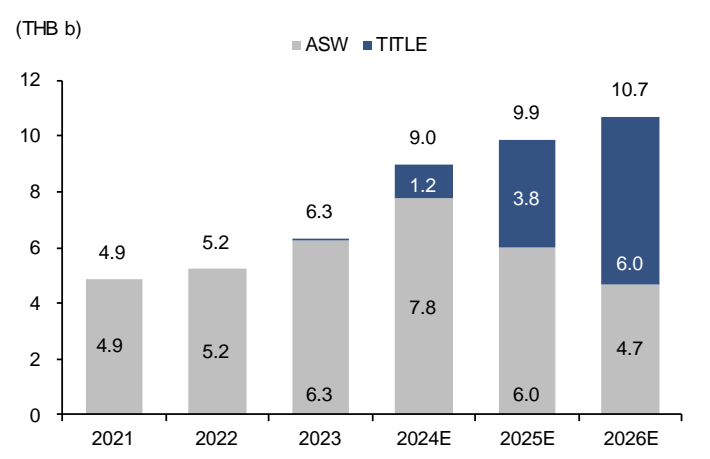
Source: FSSIA estimates

Exhibit 9: Yearly transfers and prop GPM



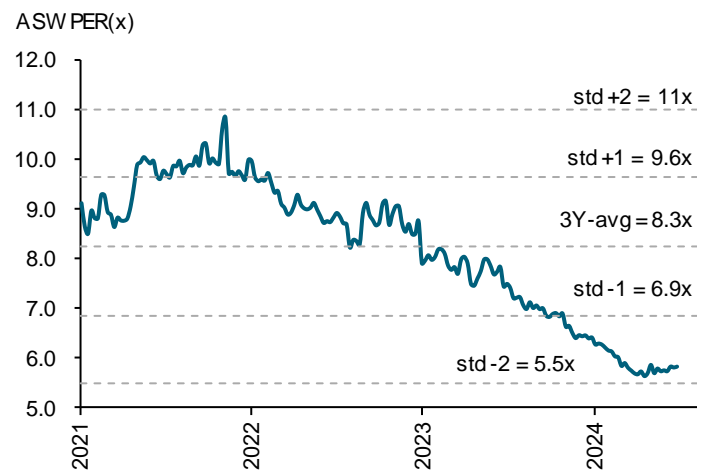
Sources: ASW; FSSIA estimates

Exhibit 10: Quarterly transfers breakdown



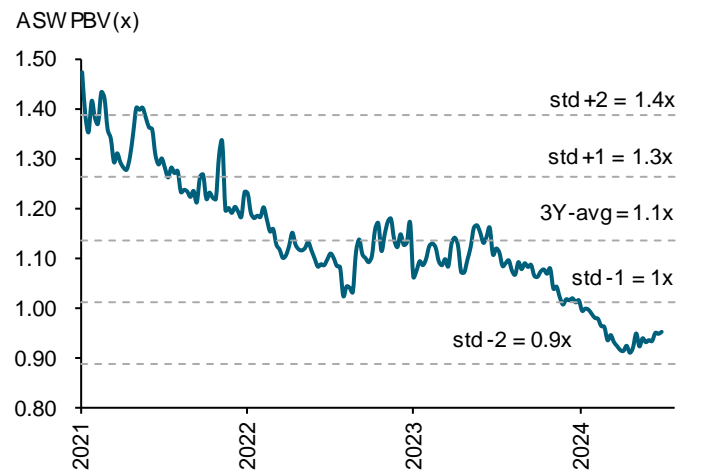
Sources: ASW; FSSIA estimates

Exhibit 11: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 12: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Assetwise

| Profit and Loss (THB m) Year Ending Dec           | 2022         | 2023         | 2024E        | 2025E        | 2026E        |
|---|--------------|--------------|--------------|--------------|--------------|
| Revenue   | 5,483        | 6,770        | 9,505        | 10,385       | 11,220       |
| Cost of goods sold                                | (3,079)      | (4,006)      | (5,779)      | (6,318)      | (6,795)      |
| <b>Gross profit</b>                               | <b>2,404</b> | <b>2,764</b> | <b>3,726</b> | <b>4,067</b> | <b>4,425</b> |
| Other operating income                            | 66           | 130          | 140          | 150          | 150          |
| Operating costs                                   | (1,245)      | (1,619)      | (2,037)      | (2,173)      | (2,330)      |
| <b>Operating EBITDA</b>                           | <b>1,332</b> | <b>1,423</b> | <b>1,925</b> | <b>2,149</b> | <b>2,359</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>1,829</b> | <b>2,044</b> | <b>2,245</b> |
| Net financing costs                               | (4)          | (11)         | (52)         | (42)         | (43)         |
| Associates  | (11)         | (16)         | 53           | 12           | 88           |
| Recurring non-operating income                    | (11)         | (16)         | 53           | 12           | 88           |
| Non-recurring items                               | 431          | 274          | 69           | 0            | 0            |
| <b>Profit before tax</b>                          | <b>1,641</b> | <b>1,521</b> | <b>1,899</b> | <b>2,014</b> | <b>2,290</b> |
| Tax   | (288)        | (308)        | (409)        | (460)        | (506)        |
| <b>Profit after tax</b>                           | <b>1,353</b> | <b>1,213</b> | <b>1,490</b> | <b>1,554</b> | <b>1,784</b> |
| Minority interests                                | (234)        | (121)        | (32)         | (93)         | (185)        |
| Preferred dividends                               | -            | -            | -            | -            | -            |
| Other items                                       | -            | -            | -            | -            | -            |
| <b>Reported net profit</b>                        | <b>1,119</b> | <b>1,092</b> | <b>1,459</b> | <b>1,461</b> | <b>1,599</b> |
| <b>Non-recurring items &amp; goodwill (net)</b>   | <b>(431)</b> | <b>(274)</b> | <b>(69)</b>  | <b>0</b>     | <b>0</b>     |
| <b>Recurring net profit</b>                       | <b>688</b>   | <b>818</b>   | <b>1,390</b> | <b>1,461</b> | <b>1,599</b> |
| <b>Per share (THB)</b>                            |              |              |              |              |              |
| Recurring EPS *                                   | 0.80         | 0.91         | 1.48         | 1.56         | 1.70         |
| Reported EPS                                      | 1.31         | 1.21         | 1.55         | 1.56         | 1.70         |
| DPS   | 0.52         | 0.25         | 0.62         | 0.62         | 0.68         |
| Diluted shares (used to calculate per share data) | 856          | 899          | 939          | 939          | 939          |
| <b>Growth</b>                                     |              |              |              |              |              |
| Revenue (%)                                       | 11.3         | 23.5         | 40.4         | 9.3          | 8.0          |
| Operating EBITDA (%)                              | (6.5)        | 6.8          | 35.3         | 11.6         | 9.8          |
| Operating EBIT (%)                                | (9.8)        | 4.0          | 43.5         | 11.8         | 9.8          |
| Recurring EPS (%)                                 | (22.2)       | 13.2         | 62.6         | 5.1          | 9.4          |
| Reported EPS (%)                                  | 17.6         | (7.0)        | 27.9         | 0.2          | 9.4          |
| <b>Operating performance</b>                      |              |              |              |              |              |
| Gross margin inc. depreciation (%)                | 43.8         | 40.8         | 39.2         | 39.2         | 39.4         |
| Gross margin exc. depreciation (%)                | 45.8         | 43.0         | 40.2         | 40.2         | 40.4         |
| Operating EBITDA margin (%)                       | 24.3         | 21.0         | 20.3         | 20.7         | 21.0         |
| Operating EBIT margin (%)                         | 22.3         | 18.8         | 19.2         | 19.7         | 20.0         |
| Net margin (%)                                    | 12.5         | 12.1         | 14.6         | 14.1         | 14.2         |
| Effective tax rate (%)                            | 17.6         | 20.3         | 21.5         | 22.9         | 22.1         |
| Dividend payout on recurring profit (%)           | 65.0         | 27.5         | 42.0         | 40.0         | 40.0         |
| Interest cover (X)                                | 341.0        | 111.5        | 36.2         | 48.5         | 54.0         |
| Inventory days                                    | 1,231.5      | 1,351.5      | 1,019.9      | 917.6        | 927.1        |
| Debtor days                                       | 30.3         | 39.6         | 34.1         | 29.4         | 29.5         |
| Creditor days                                     | 199.4        | 252.1        | 210.7        | 181.5        | 184.1        |
| Operating ROIC (%)                                | 9.5          | 7.4          | 9.7          | 10.9         | (2.8)        |
| ROIC (%)  | 9.0          | 6.7          | 9.3          | 10.7         | (2.8)        |
| ROE (%)   | 13.2         | 13.4         | 19.8         | 18.4         | 18.1         |
| ROA (%)   | 6.9          | 5.0          | 6.9          | 7.6          | 8.0          |

\* Pre-exceptional, pre-goodwill and fully diluted

| Revenue by Division (THB m) | 2022  | 2023  | 2024E | 2025E | 2026E  |
|-----------------------------|-------|-------|-------|-------|--------|
| Project sales               | 5,221 | 6,316 | 8,985 | 9,861 | 10,691 |
| Rental and services         | 262   | 454   | 520   | 525   | 530    |

Sources: Assetwise; FSSIA estimates



## Financial Statements

### Assetwise

| Cash Flow (THB m) Year Ending Dec   | 2022           | 2023           | 2024E          | 2025E         | 2026E         |
|---|----------------|----------------|----------------|---------------|---------------|
| Recurring net profit  | 688            | 818            | 1,390          | 1,461         | 1,599         |
| 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)        | 1,989          | (1,187)       | (1,225)       |
| <b>Cash flow from operations</b>  | <b>(2,051)</b> | <b>(3,600)</b> | <b>3,475</b>   | <b>378</b>    | <b>488</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)          | (515)          | (584)         | (640)         |
| Equity finance  | 235            | 885            | 40             | 0             | 0             |
| Debt finance  | 2,963          | 5,164          | (4,181)        | 310           | 10            |
| Other financing cash flows  | 93             | -              | -              | -             | -             |
| <b>Cash flow from financing</b>   | <b>3,292</b>   | <b>5,877</b>   | <b>(4,656)</b> | <b>(274)</b>  | <b>(630)</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>854</b>     | <b>(44)</b>   | <b>(300)</b>  |
| Free cash flow to firm (FCFF)   | (3,322.70)     | (5,320.99)     | 5,561.42       | 273.24        | 372.63        |
| Free cash flow to equity (FCFE)   | (269.85)       | (168.33)       | 1,328.58       | 540.87        | 339.46        |
| <b>Per share (THB)</b>  |                |                |                |               |               |
| FCFF per share  | (3.88)         | (6.22)         | 6.50           | 0.32          | 0.44          |
| FCFE per share  | (0.32)         | (0.20)         | 1.55           | 0.63          | 0.40          |
| Recurring cash flow per share   | 0.93           | 1.07           | 1.58           | 1.67          | 1.82          |
| 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          | 2,149          | 2,106         | 1,806         |
| A/C receivable  | 494            | 976            | 798            | 872           | 943           |
| Inventories   | 11,768         | 16,807         | 14,953         | 16,290        | 17,656        |
| Other current assets  | 407            | 475            | 665            | 727           | 785           |
| <b>Current assets</b>   | <b>13,420</b>  | <b>19,553</b>  | <b>18,566</b>  | <b>19,995</b> | <b>21,190</b> |
| Other assets  | 173            | 348            | 285            | 312           | 337           |
| <b>Total assets</b>   | <b>15,296</b>  | <b>22,465</b>  | <b>20,113</b>  | <b>21,611</b> | <b>22,876</b> |
| Common equity   | 5,617          | 6,573          | 7,489          | 8,365         | 9,325         |
| Minorities etc.   | 333            | 908            | 908            | 908           | 908           |
| <b>Total shareholders' equity</b>   | <b>5,950</b>   | <b>7,481</b>   | <b>8,396</b>   | <b>9,273</b>  | <b>10,232</b> |
| Long term debt  | 5,398          | 9,797          | 5,440          | 5,630         | 5,640         |
| Other long-term liabilities   | 48             | 291            | 72             | 79            | 86            |
| <b>Long-term liabilities</b>  | <b>5,445</b>   | <b>10,088</b>  | <b>5,512</b>   | <b>5,709</b>  | <b>5,726</b>  |
| A/C payable   | 1,715          | 3,616          | 2,947          | 3,234         | 3,507         |
| Short term debt   | 2,259          | 3,024          | 3,200          | 3,320         | 3,320         |
| Other current liabilities   | 164            | 152            | 190            | 208           | 224           |
| <b>Current liabilities</b>  | <b>4,138</b>   | <b>6,792</b>   | <b>6,337</b>   | <b>6,762</b>  | <b>7,051</b>  |
| <b>Total liabilities and shareholders' equity</b>   | <b>15,534</b>  | <b>24,361</b>  | <b>20,246</b>  | <b>21,744</b> | <b>23,009</b> |
| Net working capital   | 10,791         | 14,489         | 13,279         | 14,447        | 15,653        |
| Invested capital  | 12,666         | 17,402         | 14,826         | 16,063        | 17,339        |
| * Includes convertibles and preferred stock which is being treated as debt  |                |                |                |               |               |
| <b>Per share (THB)</b>  |                |                |                |               |               |
| Book value per share  | 6.56           | 7.31           | 7.97           | 8.91          | 9.93          |
| Tangible book value per share   | 6.56           | 7.31           | 7.97           | 8.91          | 9.93          |
| <b>Financial strength</b>   |                |                |                |               |               |
| Net debt/equity (%)   | 116.1          | 154.1          | 77.3           | 73.8          | 69.9          |
| Net debt/total assets (%)   | 45.2           | 51.3           | 32.3           | 31.7          | 31.3          |
| Current ratio (x)   | 3.2            | 2.9            | 2.9            | 3.0           | 3.0           |
| CF interest cover (x)   | 283.4          | (13.9)         | 26.6           | 17.2          | 12.5          |
| Valuation   | 2022           | 2023           | 2024E          | 2025E         | 2026E         |
| <b>Recurring P/E (x) *</b>  | <b>9.9</b>     | <b>8.7</b>     | <b>5.4</b>     | <b>5.1</b>    | <b>4.7</b>    |
| <b>Recurring P/E @ target price (x) *</b>   | <b>13.4</b>    | <b>11.9</b>    | <b>7.3</b>     | <b>6.9</b>    | <b>6.3</b>    |
| Reported P/E (x)  | 6.1            | 6.5            | 5.1            | 5.1           | 4.7           |
| Dividend yield (%)  | 6.6            | 3.1            | 7.8            | 7.8           | 8.6           |
| Price/book (x)  | 1.2            | 1.1            | 1.0            | 0.9           | 0.8           |
| Price/tangible book (x)   | 1.2            | 1.1            | 1.0            | 0.9           | 0.8           |
| EV/EBITDA (x) **  | 10.5           | 13.8           | 7.7            | 7.1           | 6.6           |
| EV/EBITDA @ target price (x) **   | 12.4           | 15.6           | 9.1            | 8.3           | 7.7           |
| 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


**27.00 /100**

### Exhibit 13: 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  | <b>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.</b>  |
| ★☆☆☆☆  | 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 14: ESG – peer comparison

|          | FSSIA<br>ESG<br>score | Domestic ratings |             |      |             |              |           | Global ratings          |             |      |         |           | Bloomberg     |              |                     |
|----------|-----------------------|------------------|-------------|------|-------------|--------------|-----------|-------------------------|-------------|------|---------|-----------|---------------|--------------|---------------------|
|          |                       | DJSI             | SET<br>THSI | THSI | CG<br>score | AGM<br>level | Thai CAC  | Morningstar<br>ESG risk | ESG<br>Book | MSCI | Moody's | Refinitiv | S&P<br>Global | ESG<br>score | Disclosure<br>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](https://www.settrade.com); FSSIA's compilation

### Exhibit 15: ESG disclosure from the company's one report

| FY ending Dec 31                              | FY 2022 | FY ending Dec 31  | FY 2022          |
|---|---------|---|------------------|
| <b>Environmental</b>                          |         | <b>Governance</b>                                       |                  |
| Climate change policy                         | Yes     | <b>Board size / Independent directors (ID) / Female</b> | <b>9 / 5 / 2</b> |
| Climate change opportunities discussed        | --      | No. of board meetings for the year / % attendance       | 8 / 98.41%       |
| GHG scope 2 location-based policy             | Yes     | Company conducts board evaluations                      | Yes              |
| Biodiversity policy                           | Yes     | Number of non-executive directors on board              | 6                |
| Energy efficiency policy                      | Yes     | Director share ownership guidelines                     | No               |
| Electricity used                              | Yes     | Board age limit   | No               |
| Fuel used - crude oil/diesel                  | --      | Age of the youngest / oldest director                   | 35 / 64          |
| Waste reduction policy                        | Yes     | Number of executives / female                           | 3 / 1            |
| Water policy                                  | Yes     | Executive share ownership guidelines                    | No               |
| Water consumption                             | Yes     | <b>Size of audit committee / ID</b>                     | <b>3 / 3</b>     |
| <b>Social</b>                                 |         | Audit committee meetings                                | 4                |
| Human rights policy                           | Yes     | Audit committee meeting attendance (%)                  | 100              |
| Policy against child labor                    | Yes     | <b>Size of compensation committee</b>                   | <b>3 / 0</b>     |
| Quality assurance and recall policy           | Yes     | Number of compensation committee meetings               | 4                |
| Consumer data protection policy               | Yes     | Compensation committee meeting attendance (%)           | 100              |
| Equal opportunity policy                      | Yes     | <b>Size of nomination committee / ID</b>                | <b>3 / 0</b>     |
| Gender pay gap breakout                       | --      | Number of nomination committee meetings                 | 4                |
| Pct women in workforce                        | 60.49   | Nomination committee meeting attendance (%)             | 100              |
| Business ethics policy                        | Yes     | Board compensation (THB m)                              | 3.6              |
| Anti-bribery ethics policy                    | Yes     | Auditor fee (THB m)                                     | 4.7              |
| Health and safety policy                      | Yes     | <i>(DIA International Audit Company Limited)</i>        |                  |
| Lost time incident rate - employees           | --      |   |                  |
| Training policy                               | Yes     |   |                  |
| Fair remuneration policy                      | Yes     |   |                  |
| Number of employees - CSR                     | --      |   |                  |
| Total hours spent by firm - employee training | 2051    |   |                  |
| Social supply chain management                | Yes     |   |                  |

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.<br><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.<br><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 |
| <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                                   |              |                |   |           |             |          |             |            |             |                 |   |           |             |          |             |            |             |                 |   |
| <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

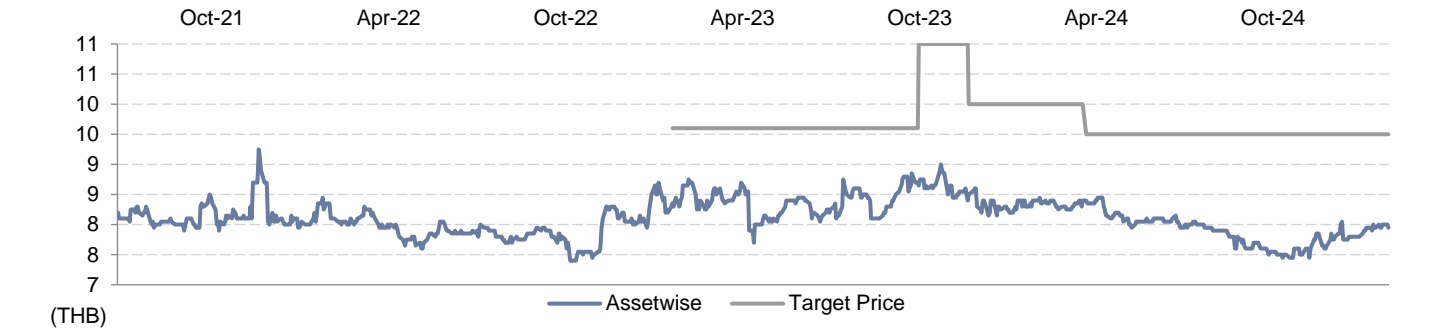
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History of change in investment rating and/or target price

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 7.95 | 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 29-Oct-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.