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THAILAND / PROPERTY DEVELOPMENT

BUY

UNCHANGED

คาดการณ์ 3Q24 โตก้าวกระโดด y-y

- คาดกำไรปกติ 3Q24 ที่ 466 ล้านบาท +431% y-y จากการโอนต่อเนื่องของคอนโดใหม่ใน 2Q24 แต่ -11% q-q กดดันจาก GPM ลดลงและค่าใช้จ่ายเปิดโครงการใหม่
- ปรับเพิ่มประมาณการกำไรปกติเป็นปี 2024-26 เป็น +70% / +5% / +9% ตามลำดับ
- ปรับไปใช้ราคาเหมาะสมปีหน้า ที่ 10.80 บาท ยังแนะนำซื้อ ด้วย Valuation

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

ยอด Presales 3Q24 หนุนจากความสำเร็จคอนโดใหม่ที่ถูกเค็ด

ยอด Presales 3Q24 อยู่ที่ 3.85 พันล้านบาท ทรงตัว y-y แต่ลดลง 14% q-q ตามการเปิดตัวใหม่น้อยลง โดยเปิดโครงการใหม่รวม 3 แห่ง มูลค่ารวม 4.5 พันล้านบาท เป็นแนวราบ 2 แห่ง และคอนโดถูกเค็ด 1 แห่งอย่าง The Title Cielo Rawai (171 ยูนิต, มูลค่า 1.2 พันล้านบาท) ซึ่งสร้างยอดขายสูงถึง 90% ภายใน 1 สัปดาห์สะท้อนอุปสงค์แข็งแกร่งต่อเนื่องของชาวต่างชาติ ทำให้อัตราขาย 9M24 เป็น 1.46 หมื่นล้านบาท (+24% y-y) คิดเป็น 82% ของเป้าทั้งปี 1.78 หมื่นล้านบาทซึ่งมองว่ามี Upside 15-20% ผลักดันจากแผนเปิดตัวคอนโดศักยภาพขนาดใหญ่ 4 แห่ง มูลค่ารวม 1.8 หมื่นล้านบาท จากการต่อยอดความสำเร็จทั้ง Kave ทำเลม.กรุงเทพซึ่งปิดการขายแล้วหลายโครงการ รวมถึงขยายพอร์ตคอนโดเมืองท่องเที่ยวทั้งพัทยาและภูเก็ตตอบรับ High Season

คาดการณ์ 3Q24 โตเด่น y-y แต่อ่อนลง q-q จาก GPM ลดและค่าใช้จ่ายเพิ่ม

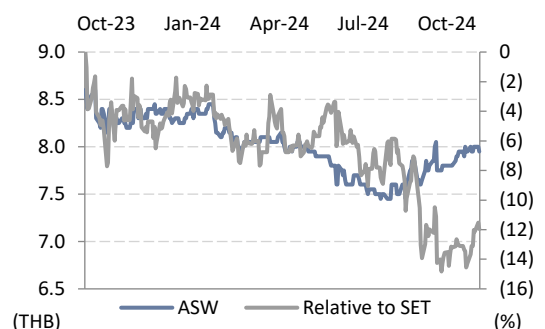
เราประเมินกำไรสุทธิ 3Q24 ที่ 466 ล้านบาท (-22% q-q, +176% y-y) หากหักรายการพิเศษ กำไรปกติ -11% q-q แต่ +431% y-y โดยคาดยอดโอน 3Q24 ทำ New High ที่ 3 พันล้านบาท (+17% q-q, +90% y-y) จากการโอนต่อเนื่องของคอนโดใหม่ 2Q24 อย่าง Kave Town Island และโครงการถูกเค็ด The Title Halo อย่างไรก็ตาม กำไรลดลง q-q จากอัตรากำไรขั้นต้นขายอสังหาริมทรัพย์ลดลงเป็น 39% จาก 41.5% ใน 2Q24 จาก Project mixed และการแข่งขันสูง รวมถึงค่าใช้จ่ายสูงขึ้นรองรับโครงการใหม่ 2H24

ปรับเพิ่มประมาณการกำไรปี 2024-26 สะท้อนรายได้และ GPM สูงกว่าคาด

เราปรับประมาณการกำไรปกติปี 2024-26 เพิ่ม 24%/10%/10% เป็น 1.4 พันล้านบาท (+70% y-y), 1.46 พันล้านบาท (+5% y-y) และ 1.6 พันล้านบาท (+9% y-y) ตามลำดับจากยอดโอน, รายได้บริหาร JV และ GPM สูงกว่าคาด หากงบ 3Q24 ตามคาด กำไร 9M24 คิดเป็น 90% ของประมาณการทั้งปี แนวโน้มกำไร 4Q24 คาดอ่อนลงจากการเร่งโอนคอนโดใหญ่ไปมากช่วงก่อนหน้า โดยมีคอนโดสร้างเสร็จใหม่ขนาดเล็กเพียง 1 แห่ง

ปรับไปใช้ราคาเหมาะสมปี 2025 ที่ 10.80 บาท คงคำแนะนำซื้อ

เราปรับไปใช้ราคาเหมาะสมปี 2025 ที่ 10.80 บาท โดยปรับ Target PER จาก 8x เป็น 7x สะท้อนอัตราการเติบโตกำไรที่ลดลง ยังแนะนำซื้อ แนวโน้มกำไร 3Q24 ดีกว่ากลุ่มฯ ที่คาดลดลง y-y บวกกับ Valuation ต่ำ ปัจจุบันหุ้นซื้อขายบน PE2025 เพียง 5.1x และคาดให้ปันผลปีนี้ Yield สูง 7.8% (จ่ายครั้งเดียว) จุดเด่นคือการกระจายพอร์ตในถูกเค็ดที่มี Demand สูงผ่านความแข็งแกร่งของ TITLE ทำให้สร้างผลงานดีกว่ารายอื่น โดยสัดส่วนยอดโอนถูกเค็ดจะสูงขึ้นปีหน้าและชัดเจนในปี 2026 ผลักดันการเติบโตกำไร



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



Thanyatorn Songwutti

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

Investment thesis

นอกเหนือจากการพัฒนาโครงการในกรุงเทพฯและปริมณฑล รวมถึง EEC บริษัทยังเดินหน้ากระจายพอร์ต ทั้งทำเล และกลุ่มลูกค้าเป้าหมาย โดยสิ้นปี 2022 บริษัทเริ่มจับมือกับผู้พัฒนาอสังหาฯท้องถิ่นในภูเก็ตเพื่อพัฒนา Luxury Pool Villa ในภูเก็ต ขณะที่ล่าสุด 3Q23 ประกาศเข้าลงทุนในหุ้น TITLE 67.61% ซึ่งพัฒนาคอนโด Leisure ในภูเก็ตและมีจุดแข็งด้านที่ดินในมือที่พัฒนาโครงการได้ถึง 1.4 หมื่นล้านบาทพร้อมมีประสบการณ์และเครือข่าย Agent ที่แข็งแกร่ง เพื่อต่อยอดการขยายการลงทุนได้เร็วขึ้น และขับเคลื่อนต่อศักยภาพการเติบโตตั้งแต่ปี 2024 เป็นต้นไป

Company profile

ASW ก่อตั้งในปี 2005 ประกอบธุรกิจหลักคือ ธุรกิจพัฒนาอสังหาริมทรัพย์เพื่อขาย ทั้งแนวสูง ได้แก่ คอนโด Low Rise และ High Rise รวมถึงแนวราบ ได้แก่ บ้านเดี่ยว ทาวน์โฮม และโฮมออฟฟิศ นอกจากนี้ ยังประกอบธุรกิจบริการที่เกี่ยวข้องกับธุรกิจพัฒนาอสังหาฯ ได้แก่ อสังหาฯเพื่อให้เช่า, รับฝากขายฝากเช่าอสังหาฯ และตัวกลางในการรับชำระเงินจากลูกค้าต่างประเทศ โดยจุดเด่นของ ASW คือมุ่งเน้นการออกแบบพื้นที่โครงการที่ตอบสนองความต้องการลูกค้า รวมถึงสิ่งอำนวยความสะดวกที่ครบครัน ฟังก์ชันการใช้งานคุ้มค่า

www.assetwise.co.th

Principal activities (revenue, 2023)

■ Project sales - 93.3 %

■ Rental and services - 6.7 %

Source: Assetwise

Major shareholders

■ Vipapong Family - 71.0 %

■ Others - 29.0 %

Source: Assetwise

Catalysts

ปัจจัยหนุนต่อการเติบโตคือ 1) ความสำเร็จของการเปิดตัวโครงการใหม่และความคืบหน้าการขายของสินค้าเหลือขาย 2) แผนขยายธุรกิจ ทั้งการเข้าซื้อหุ้น TITLE เพื่อเข้ารุกตลาดอสังหาฯภูเก็ต และการเปิดโครงการใหม่เพิ่มขึ้นอย่างมีนัย ซึ่งกระจายในทำเลที่มีศักยภาพทั้งกรุงเทพฯและจังหวัดใหม่ รวมถึงการร่วมทุนกับพันธมิตรในโครงการ JV ใหม่ ซึ่งอาจทำให้มีการบันทึกกำไรพิเศษ Share premium

Risks to our call

ความเสี่ยงต่อประมาณการ 1) การรับรู้ Backlog ล่าช้ากว่าแผน และการเลื่อนโอนคอนโดใหม่ 2) การเปิดโครงการใหม่ต่ำกว่าแผน 3) Take-up rate โครงการใหม่ต่ำกว่าคาด 4) เศรษฐกิจและกำลังซื้อชะลอตัว 5) การก่อสร้างล่าช้าและการแข่งขันรุนแรง 6) อัตราการปฏิเสธสินเชื่อจากธนาคารและยอดยกเลิกจากลูกค้าสูงขึ้น

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

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FINANSIA

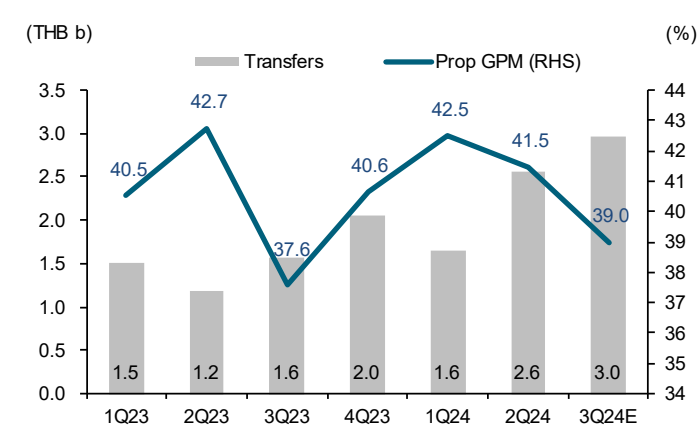
30 OCTOBER 2024

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
Key ratios (%)						(ppt)	(ppt)
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
Revenue breakdown							
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)
Gross margin by business							
Residential	37.6	40.6	42.5	41.5	39.0	(2.5)	1.4

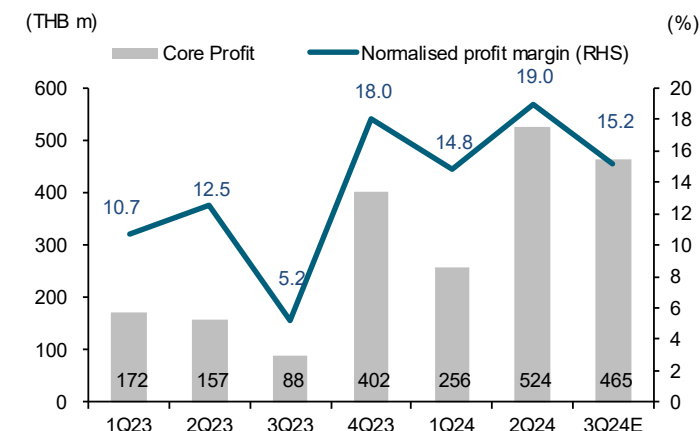
Sources: ASW; FSSIA estimates

Exhibit 2: Quarterly transfers and prop GPM



Sources: ASW; FSSIA estimates

Exhibit 3: Quarterly core profit and norm profit margin



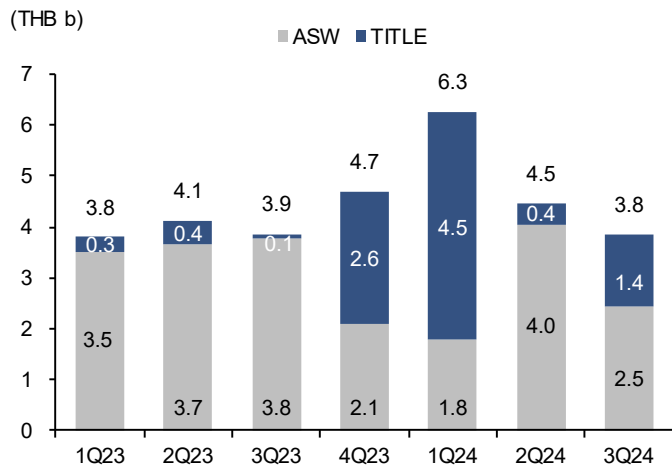
Sources: ASW; FSSIA estimates

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

Transfer	Project	Value (THB m)	% Sold (%)
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

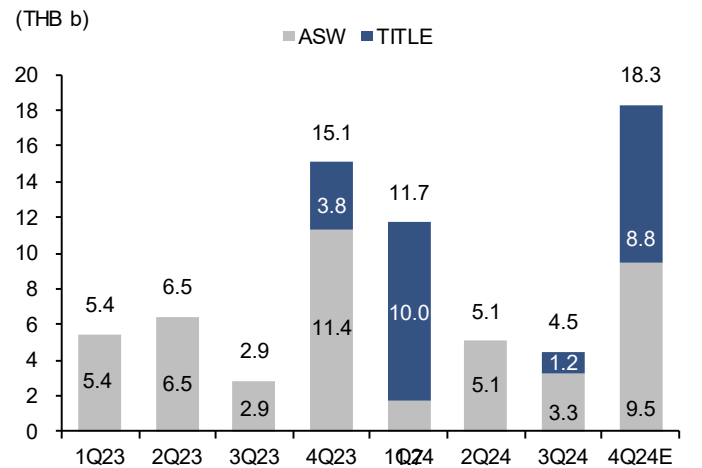
Sources: ASW; FSSIA's compilation

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



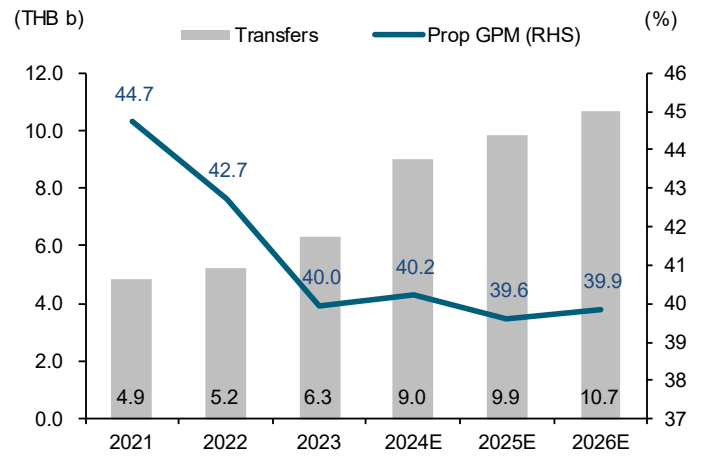
Source: ASW

Exhibit 8: Key assumptions for ASW

	Actual	Current			Previous			Change		
	2023 (THB m)	2024E (THB m)	2025E (THB m)	2026E (THB m)	2024E (THB m)	2025E (THB m)	2026E (THB m)	2024E (%)	2025E (%)	2026E (%)
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

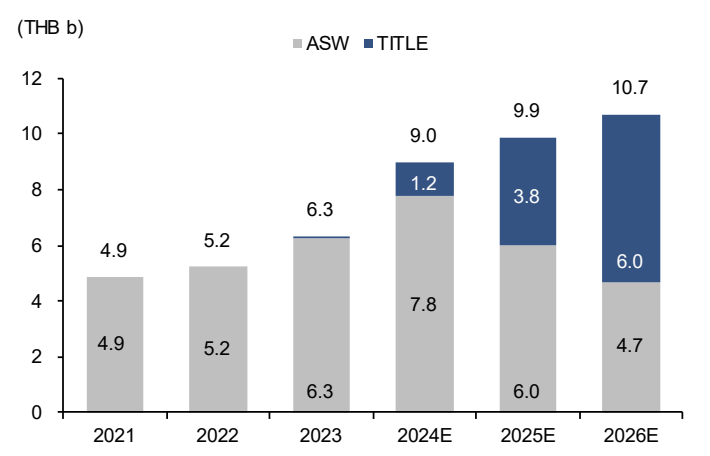
Source: FSSIA estimates

Exhibit 9: Yearly transfers and prop GPM



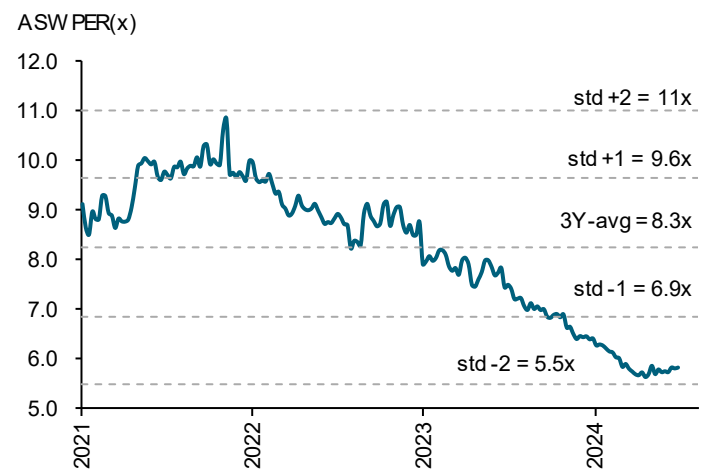
Sources: ASW; FSSIA estimates

Exhibit 10: Quarterly transfers breakdown



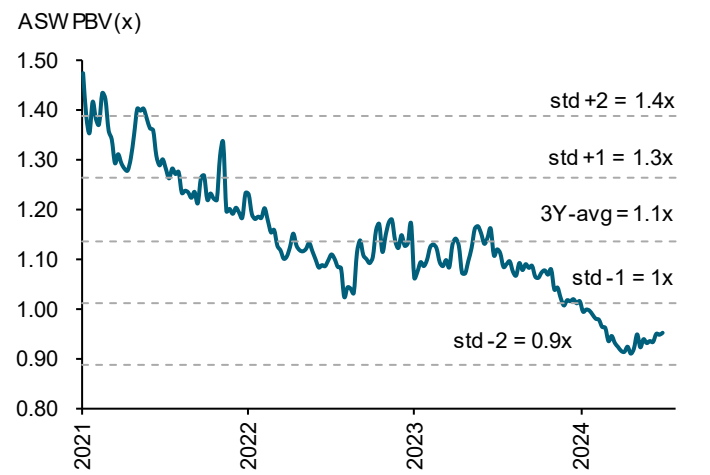
Sources: ASW; FSSIA estimates

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)
Gross profit	2,404	2,764	3,726	4,067	4,425
Other operating income	66	130	140	150	150
Operating costs	(1,245)	(1,619)	(2,037)	(2,173)	(2,330)
Operating EBITDA	1,332	1,423	1,925	2,149	2,359
Depreciation	(107)	(148)	(96)	(104)	(113)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	1,225	1,275	1,829	2,044	2,245
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
Profit before tax	1,641	1,521	1,899	2,014	2,290
Tax	(288)	(308)	(409)	(460)	(506)
Profit after tax	1,353	1,213	1,490	1,554	1,784
Minority interests	(234)	(121)	(32)	(93)	(185)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	1,119	1,092	1,459	1,461	1,599
Non-recurring items & goodwill (net)	(431)	(274)	(69)	0	0
Recurring net profit	688	818	1,390	1,461	1,599
Per share (THB)					
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
Growth					
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
Operating performance					
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)
Cash flow from operations	(2,051)	(3,600)	3,475	378	488
Capex - maintenance	-	-	-	-	-
Capex - new investment	(1,276)	-	-	(147)	(158)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	-	(1,732)	2,034	-	-
Cash flow from investing	(1,276)	(1,732)	2,034	(147)	(158)
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	-	-	-	-
Cash flow from financing	3,292	5,877	(4,656)	(274)	(630)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	(35)	544	854	(44)	(300)
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

Per share (THB)

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)
Tangible fixed assets (net)	1,027	1,424	1,129	1,171	1,215
Intangible fixed assets (net)	0	0	0	0	0
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
Current assets	13,420	19,553	18,566	19,995	21,190
Other assets	173	348	285	312	337
Total assets	15,296	22,465	20,113	21,611	22,876
Common equity	5,617	6,573	7,489	8,365	9,325
Minorities etc.	333	908	908	908	908
Total shareholders' equity	5,950	7,481	8,396	9,273	10,232
Long term debt	5,398	9,797	5,440	5,630	5,640
Other long-term liabilities	48	291	72	79	86
Long-term liabilities	5,445	10,088	5,512	5,709	5,726
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
Current liabilities	4,138	6,792	6,337	6,762	7,051
Total liabilities and shareholders' equity	15,534	24,361	20,246	21,744	23,009
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

Per share (THB)

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

Financial strength

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
Recurring P/E (x) *	9.9	8.7	5.4	5.1	4.7
Recurring P/E @ target price (x) *	13.4	11.9	7.3	6.9	6.3
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

★ ★

Exhibit 13: FSSIA ESG score implication

27.00 /100

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

Source: FSSIA estimates

Exhibit 14: ESG – peer comparison

	FSSIA	Domestic ratings						Global ratings					Bloomberg		
	ESG score	DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
AP	53.36	--	Y	Y	5.00	5.00	Certified	Low	43.30	--	--	16.91	24.00	1.89	34.26
ASW	27.00	--	Y	Y	5.00	4.00	Declared	--	--	--	--	--	--	--	--
AWC	71.74	--	Y	Y	5.00	5.00	Certified	Low	55.63	AA	--	69.90	73.00	2.11	60.03
BRI	16.00	--	--	--	4.00	4.00	Declared	--	--	--	--	--	--	--	--
CPN	81.38	Y	Y	Y	5.00	5.00	Certified	Low	56.02	BBB	35.00	69.83	81.00	3.59	--

Sources: SETTRADE.com; FSSIA's compilation

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

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

Source: FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																				
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for THSI inclusion , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. SETTHSI Index is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																				
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																				
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																				
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																				
Morningstar Sustainability	The Sustainability's ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+										
NEGL	Low	Medium	High	Severe																		
0-10	10-20	20-30	30-40	40+																		
ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																				
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="3">Average:</td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td></tr><tr><td>CCC</td><td>0.000-1.428</td><td>Laggard:</td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>		AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities																			
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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

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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.