

PRIMA MARINE PRM TB

THAILAND / TRANSPORT & LOGISTIC

BUY

UNCHANGED

เรือใหญ่ซ่อมบำรุงเร็วขึ้นใน 4Q24

- เรือขนาดใหญ่เข้าซ่อมบำรุงเร็วขึ้นใน 4Q24 ทำให้กำไรปกติต่ำกว่าที่เคยประเมินก่อนหน้านี้ แต่จบปี 2024 ยังเป็นกำไรไวไฮ
- คงประมาณการกำไรปี 2025-26 โดยปี 2025 รับเรือใหม่ 4 ลำและปี 2026 6 ลำ
- คงราคาเป้าหมายปี 2025 ที่ 10.50 บาท เป็นหุ้นปันผลที่รายได้เสี่ยงต่ำ

TARGET PRICE	THB10.50
CLOSE	THB7.25
UP/DOWNSIDE	+44.8%
PRIOR TP	THB10.50
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+0.7%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	8,087	8,798	9,773	10,231
Net profit	2,125	2,122	2,492	2,639
EPS (THB)	0.85	0.85	1.00	1.06
vs Consensus (%)	-	(7.6)	(4.1)	(6.8)
EBITDA	3,690	4,075	4,584	4,663
Recurring net profit	1,844	2,119	2,492	2,639
Core EPS (THB)	0.74	0.85	1.00	1.06
Chg. In EPS est. (%)	-	(5.5)	0.0	0.0
EPS growth (%)	(16.8)	14.9	17.6	5.9
Core P/E (x)	9.8	8.6	7.3	6.9
Dividend yield (%)	5.0	5.6	6.6	7.0
EV/EBITDA (x)	6.0	5.7	5.4	5.3
Price/book (x)	1.6	1.4	1.3	1.2
Net debt/Equity (%)	30.3	36.9	44.3	39.8
ROE (%)	16.7	17.4	18.8	18.5

เรือขนาดใหญ่เข้าซ่อมบำรุงเร็วขึ้นใน 4Q24

กำไรปกติ 4Q24 มีแนวโน้มต่ำกว่าที่เราเคยประเมินก่อนหน้านี้เนื่องจากมีเรือใหญ่เข้าอยู่แห่งเพื่อซ่อมบำรุงเร็วขึ้น ได้แก่ เรือ AWB (ธุรกิจ Offshore support) ซ่อมบำรุง 3 ฐ.ค. 2024 – 25 ม.ค. 2025 เรือ FSU ซ่อมบำรุงเดือน ฐ.ค. 2024 และเรือ VLCC (ขนส่งน้ำมันดิบ) 1 ลำซ่อมบำรุง 25 ฐ.ค. 2024 – 31 ม.ค. 2025 ส่งผลให้คาดว่ามีรายได้ 2.1 พันล้านบาท (-2.9% q-q, +2.7% y-y) อัตรากำไรขั้นต้นจะลดลงเป็น 34.7% จาก 36.3% ใน 3Q24 เพราะอัตราการใช้จ่ายค่าการผลิตลดลง นอกจากนี้ ค่าใช้จ่ายในการบริหารที่สูงตามฤดูกาลบวกกับค่าซ่อมบำรุง ทำให้คาดกำไรปกติที่ 418.2 ล้านบาท (-20.1% q-q, -3.5% y-y) อย่างไรก็ตาม เงินบาทที่อ่อนค่า น่าจะมี FX gain จำนวนหนึ่ง จึงคาดกำไรสุทธิ 470.2 ล้านบาท (+4.5% q-q, -37.2% y-y)

แนวโน้มกำไร 4Q24 น้อยกว่าที่เคยคาด แต่วันซ่อมบำรุงจะลดลงในปี 2025

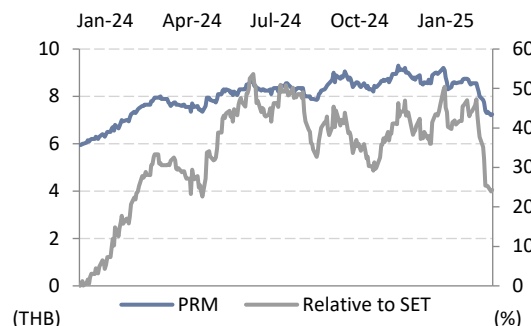
กำไรปกติ 4Q24 ที่น้อยกว่าประเมินก่อนหน้านี้ แต่เราไม่ได้มองเป็นลบเพราะเป็นปัจจัยชั่วคราวและทำให้เรือทำงานได้เต็มที่ในปี 2025 สำหรับกำไรปกติทั้งปี 2024 น่าจะจบที่ 2,119.2 ล้านบาท +12.1% y-y เป็นกำไรที่สูงเป็นประวัติการณ์ ผลประกอบการที่ดีใน 2024 มาจากธุรกิจเรือ FSU (29% ของรายได้รวม) ที่มี demand สูงขึ้นจากสถานการณ์ความขัดแย้งในตะวันออกกลาง และธุรกิจ Offshore support (10% ของรายได้รวม) ที่มีลูกค้าเพิ่ม ทั้งนี้ ในปี 2024 มีเรือเพิ่ม 4 ลำรวมเป็น 65 ลำ อายุเรือเฉลี่ย 15.5 ปี

คงประมาณการกำไรปี 2025-26 โดยปี 2025 รับเรือใหม่ 4 ลำและปี 2026 6 ลำ

เราปรับประมาณการกำไรปี 2024 ลง 5.5% แต่คงประมาณการกำไรปี 2025-26 ตามเดิมที่ 2.5 พันล้านบาท (+17.6% y-y) และ 2.6 พันล้านบาท (+5.9% y-y) ตามลำดับ การเติบโตในปี 2025 จะมาจากการทำงานเต็มปีของเรือ 6 ลำที่ทยอยเข้ามาในปี 2024 จำนวนวันซ่อมบำรุงน้อยลง และมีการรับเรือ Crew boat เพิ่ม 4 ลำ (อาจขายเรือ FSU 1 ลำในช่วงปลายปี) ในปี 2026 บริษัทมีแผนสั่งต่อเรือขนส่งน้ำมันใหม่อีก 6 ลำทดแทนเรือเก่าที่จะปลดระวาง เรือส่วนใหญ่ของ PRM จะเป็นเรือที่มีสัญญาระยะยาว รายได้คงที่ตามที่ตกลงในสัญญา การเติบโตหลักๆจึงขึ้นกับการขยายกองเรือ

Valuations ถูก เป็นหุ้นปันผล คงคำแนะนำซื้อ

เราคงประมาณการกำไรและราคาเป้าหมายปี 2025 ที่ 10.50 บาท ถึง 2025E P/E 10.5 เท่า ปัจจุบัน PRM เทรดที่ P/E ปี 2025 ต่ำเพียง 7.3 เท่า (-0.75SD ของค่าเฉลี่ย 5 ปี EV/EBITDA 4.4 เท่า และคาด Dividend yield 5-6% ต่อปี คงคำแนะนำซื้อ ทั้งนี้ โครงการซื้อหุ้นคืนสิ้นสุดแล้วเมื่อเดือน มิ.ย. 2024 บริษัทได้ซื้อหุ้นคืนทั้งสิ้น 172.9 ล้านหุ้น (6.9% ของหุ้นทั้งหมด) และอาจมีการตัดหุ้นซื้อคืนออกในระยะถัดไป



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(15.2)	(17.1)	23.9
Relative to country (%)	(11.7)	(10.5)	26.0
Mkt cap (USD m)	498		
3m avg. daily turnover (USD m)	4.7		
Free float (%)	46		
Major shareholder	Nathalin Co. Ltd. (54%)		
12m high/low (THB)	9.30/5.85		
Issued shares (m)	2,500.00		

Sources: Bloomberg consensus; FSSIA estimates



Jitra Amornthum

Fundamental Investment Analyst on Securities; License no. 014530
jitra.a@fssia.com, +66 2646 9966

Investment thesis

เราคาดการณ์กำไรปกติที่ 418.2 ล้านบาท (-20.1% q-q, -3.5% y-y) ต่ำกว่าที่เคยประเมินก่อนหน้านี้เนื่องจากมีเรือใหญ่ 3 ลำเข้าอยู่แห่งเร็วขึ้นเพื่อเลี่ยงเทศกาลวันหยุดในปี 2025 เราจึงปรับประมาณการกำไรปี 2025 ลง 5.5% แต่คงประมาณการกำไรปี 2025-26 ตามเดิม การเติบโตในปี 2025 จะมาจากการดำเนินงานเต็มปีของเรือ 6 ลำที่ทยอยเข้ามาในปี 2024 จำนวนวันซ่อมบำรุงน้อยลง และมีการรับเรือเพิ่ม 4 ลำสำหรับปี 2026 บริษัทมีแผนสั่งต่อเรือขนส่งน้ำมันใหม่อีก 6 ลำทดแทนเรือเก่าที่จะปลดระวาง

PRM มี Valuations ถูก ขณะที่รายได้ส่วนใหญ่เป็น Recurring ตามสัญญาระยะยาว การเติบโตหลักๆ ขึ้นกับขยายของกองเรือซึ่งมีต่อเนื่อง เรายังคงชอบ PRM ในฐานะหุ้นปันผล

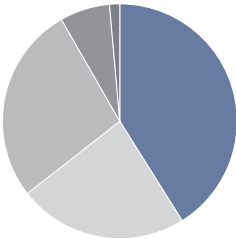
Company profile

บริษัทเริ่มก่อตั้งในปี 1987 ภายใต้ชื่อบริษัท นทลิน จำกัด เพื่อให้บริการขนส่งน้ำมันสำเร็จรูปให้แก่ ปตท. ด้วยเรือขนส่งน้ำมัน 2 ลำซึ่งเป็นจุดเริ่มต้นของธุรกิจเรือขนส่ง บริษัทได้ขยายกิจการอย่างต่อเนื่อง จนปัจจุบันมีกองเรือทั้งสิ้น 65 ลำ ณ สิ้นปี 2023 อายุเรือเฉลี่ย 15.5 ปี ระวางบรรทุกขนาดรวม 3,035,500 DWT มีธุรกิจ 5 ประเภท ได้แก่ เรือขนส่งน้ำมันสำเร็จรูปและเคมี (PCT) เรือขนส่งน้ำมันดิบ (COC) เรือกักเก็บน้ำมันกลางทะเล (FSU) เรือสนับสนุนงานสำรวจและผลิตปิโตรเลียมกลางทะเล (Offshore support - OSV) และธุรกิจบริหารจัดการเรือ (Ship agent - SAS)

www.primamarine.co.th

Principal activities (revenue, 2023)

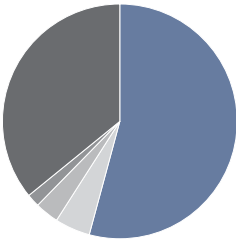
- Petroleum & chemical tanker (PCT) - 41.1 %
- Crude oil carrier (COC) - 23.4 %
- Floating storage unit (FSU) - 27.3 %
- Offshore support vessel (OSV) - 6.9 %
- Ship agent and shipping (SAS) - 1.4 %



Source: Prima Marine

Major shareholders

- Nathalin Co. Ltd. - 54.2 %
- Thai NVDR Co., Ltd. - 4.9 %
- Kimberly Asset Ltd. - 3.3 %
- Mr. Boonchai Kasamvilas - 1.8 %
- Others - 35.9 %



Source: Prima Marine

Catalysts

ปัจจัยหนุนการเติบโตได้แก่ 1) ความต้องการผลิตสำรวจ และขุดเจาะน้ำมันและปิโตรเคมีที่เพิ่มสูงขึ้น 2) การเดินทางมากขึ้น 3) สามารถจัดหาเรือที่เหมาะสมได้ตามความต้องการในราคาที่เหมาะสม

Risks to our call

Downside risks ต่อราคาเป้าหมายของเรา 1) บริษัทไม่สามารถจัดหาเรือได้ตามความต้องการของลูกค้า 2) การขาดแคลนคนประจำเรือ 3) ราคาน้ำมันดิบโลกปรับลดลงแรง ทำให้ลูกค้าไม่ต้องการเรือเพื่อกักเก็บน้ำมันและกระทบต้นทุนของเรือ FSU 4) การไม่ต่อสัญญาของลูกค้า 5) ภัยทางธรรมชาติ

Event calendar

Date	Event
26 February 2025	4Q24 earnings announcement

Key assumptions

	2024E (%)	2025E (%)	2026E (%)
Revenue growth breakdown			
No. of ships	65	69	69
Petroleum& chemical tankers	8.2	5.9	5.1
Crude oil carrier	(12.2)	14.0	6.6
Floating storage unit	14.5	13.7	2.0
Offshore support vessel	63.5	20.1	7.0
Blended gross margin	36.6	38.1	38.1
SG&A to sales	6.7	6.7	6.6

Source: FSSIA estimates

Earnings sensitivity

- For every 1% change gross margin of PCT unit, we project PRM's 2025 core profit to change by 1.3%, all else being equal.
- For every 1% change gross margin of COC unit, we project PRM's 2025 core profit to change by 0.7%, all else being equal.
- For every 1% change in gross margin of FSU, we project PRM's 2025 core profit to change by 1.0%, all else being equal.
- For every 1% change in SG&A to sales, we project PRM's 2025 core profit to change by 3.3%, all else being equal.

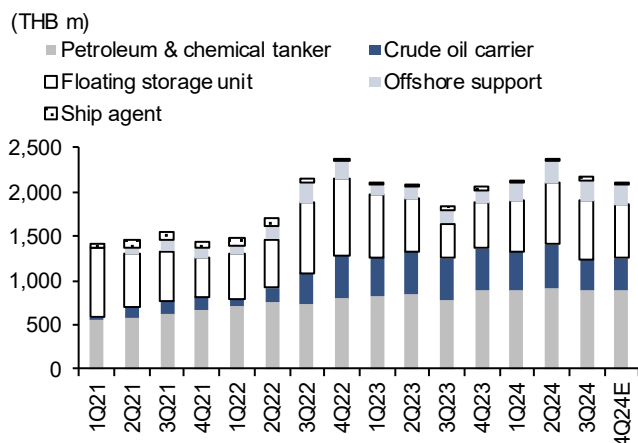
Source: FSSIA estimates

Exhibit 1: PRM - 4Q24 earnings preview

Year to Dec 31	4Q23	1Q24	2Q24	3Q24	4Q24E	----- Change -----		2023	2024E	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Service revenue	2,054	2,132	2,387	2,171	2,108	(2.9)	2.7	8,087	8,798	8.8
Cost of service	(1,380)	(1,362)	(1,458)	(1,382)	(1,377)	(0.4)	(0.3)	(5,251)	(5,578)	6.2
Gross profit	674	770	930	789	732	(7.2)	8.6	2,836	3,220	13.5
Operating costs	(144)	(137)	(156)	(136)	(160)	17.8	11.5	(586)	(589)	0.6
Operating profit	576	684	820	686	599	(12.8)	4.0	2,390	2,789	16.7
EBITDA	913	1,036	1,183	1,041	959	(7.9)	5.0	3,690	4,075	10.4
Other income	46	51	47	34	27	(19.4)	(40.8)	140	158	13.0
Interest expense	(75)	(80)	(86)	(80)	(80)	0.1	6.2	(320)	(327)	1.9
Profit before tax	504	613	739	602	521	(13.4)	3.3	2,096	2,474	18.0
Tax	(50)	(47)	(62)	(34)	(60)	77.5	20.4	(179)	(203)	13.6
Extra items	315	23	2	(74)	52	nm	(83.5)	297	3	(98.9)
Reported net profit	748	561	642	450	470	4.5	(37.2)	2,125	2,122	(0.1)
Core profit	433	538	639	523	418	(20.1)	(3.5)	1,891	2,119	12.1
Reported EPS (THB)	0.30	0.23	0.27	0.19	0.16	(16.1)	(47.0)	0.85	0.85	(0.1)
Core EPS (THB)	0.20	0.22	0.26	0.21	0.17	(20.1)	(15.7)	0.76	0.85	12.1
Key Ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	32.8	36.1	38.9	36.3	34.7	(1.6)	1.9	35.1	36.6	1.5
EBIT margin	28.0	32.1	34.4	31.6	28.4	(3.2)	0.4	29.6	31.7	2.1
EBITDA margin	44.5	48.6	49.6	48.0	45.5	(2.5)	1.0	45.6	46.3	0.7
Net margin	36.4	26.3	26.9	20.7	22.3	1.6	(14.1)	26.3	24.1	(2.2)
Core profit margin	21.1	25.2	26.8	24.1	19.8	(4.3)	(1.3)	23.4	24.1	0.7
SG&A / Sales	7.0	6.4	6.5	6.3	7.6	1.3	0.6	7.2	6.7	(0.5)
Revenue breakdown	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Petroleum and chemical tankers (PCT)	883	897	905	896	898	0.3	1.7	3,322	3,595	8.2
Crude oil carrier (COC) (VLCC+Aframax)	487	440	512	352	356	1.0	(27.0)	1,889	1,659	(12.2)
Floating storage unit (FSU)	510	570	691	659	606	(8.1)	18.9	2,205	2,526	14.5
Offshore support vessel (OSV)	151	203	252	235	220	(6.3)	45.4	557	910	63.5
Ship agent and shipping (SAS)	23	23	28	29	28	(0.6)	23.6	114	108	(5.0)
Gross margin by business	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Petroleum and chemical tankers (PCT)	21.7	21.7	22.7	23.0	22.3	(0.7)	0.7	23.1	22.4	(0.7)
Crude oil carrier (COC) (VLCC+Aframax)	39.1	43.3	39.6	27.0	33.6	6.7	(5.5)	39.7	36.6	(3.1)
Floating storage unit (FSU)	46.3	52.7	57.6	60.1	54.1	(5.9)	7.9	49.3	56.3	7.0
Offshore support vessel (OSV)	41.0	40.6	47.2	37.3	36.1	(1.2)	(4.9)	39.1	40.5	1.4
Ship agent and shipping (SAS)	8.7	11.1	16.6	16.1	14.8	(1.3)	6.1	11.2	14.8	3.7

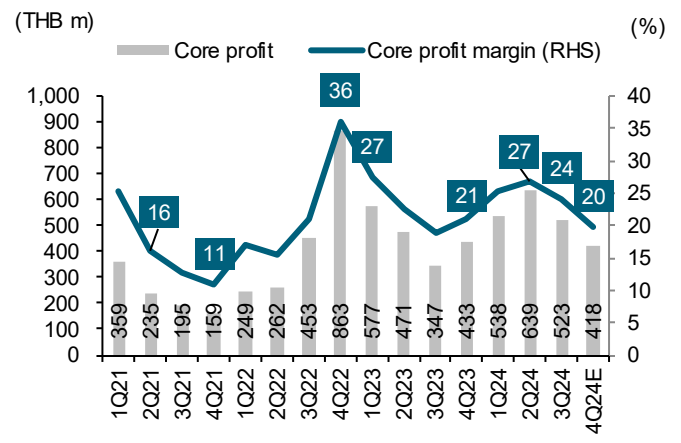
Sources: PRM, FSSIA estimates

Exhibit 2: Revenue structure



Sources: PRM, FSSIA estimates

Exhibit 3: Core profit and core profit margin



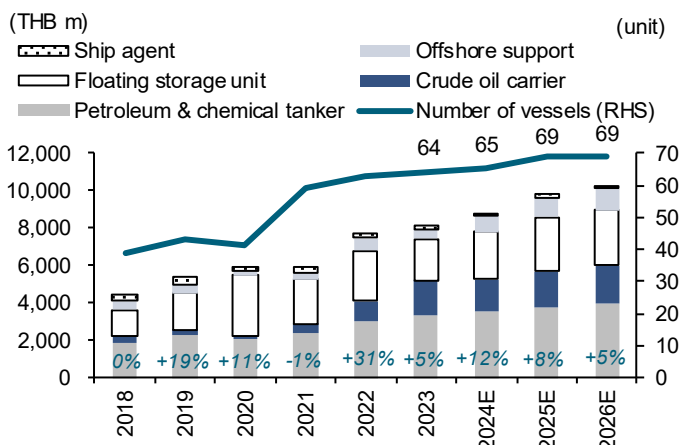
Sources: PRM, FSSIA estimates

Exhibit 4: Key changes in assumptions

	Current			Previous			Change		
	2024E (THB m)	2025E (THB m)	2026E (THB m)	2024E (THB m)	2025E (THB m)	2026E (THB m)	2024E (%)	2025E (%)	2026E (%)
No. of ship	69	69	69	69	69	69	0.0	0.0	0.0
Total operating revenue	8,798	9,773	10,231	9,037	9,772	10,230	(2.6)	0.0	0.0
Blended gross margin (%)	36.6	38.1	38.1	37.3	38.1	38.1	(0.7)	(0.0)	(0.0)
1. Petroleum and chemical tankers (PCT)	3,595	3,806	3,998	3,611	3,803	3,995	(0.4)	0.1	0.1
Gross margin (%)	22.4	22.8	23.0	22.6	22.8	23.0	(0.2)	0.0	0.0
2. Crude oil carrier (COC)	1,659	1,891	2,016	1,752	1,893	2,018	(5.3)	(0.1)	(0.1)
Gross margin (%)	36.6	37.4	37.8	36.0	37.4	37.8	0.6	0.0	0.0
3. Floating storage unit (FSU)	2,526	2,871	2,928	2,616	2,871	2,928	(3.5)	0.0	0.0
Gross margin (%)	56.3	57.8	57.8	58	57.8	57.8	(1.7)	0.0	0.0
4. Offshore support vessel (OSV)	910	1,093	1,169	950	1,093	1,169	(4.2)	0.0	0.0
Gross margin (%)	40.5	43.0	43.0	40.6	43.0	43.0	(0.1)	0.0	0.0
5. Ship agent and shipping (SAS)	107.9	113.3	119.0	107.9	113.3	119.0	0.0	0.0	0.0
Gross margin (%)	14.8	15.5	16.0	15.4	15.5	16.0	(0.5)	0.0	0.0
SG&A to sales (%)	6.7	6.7	6.6	6.8	6.7	6.6	(0.1)	0.0	0.0
Core profit	2,119	2,492	2,639	2,242	2,492	2,639	(5.5)	(0.0)	(0.0)

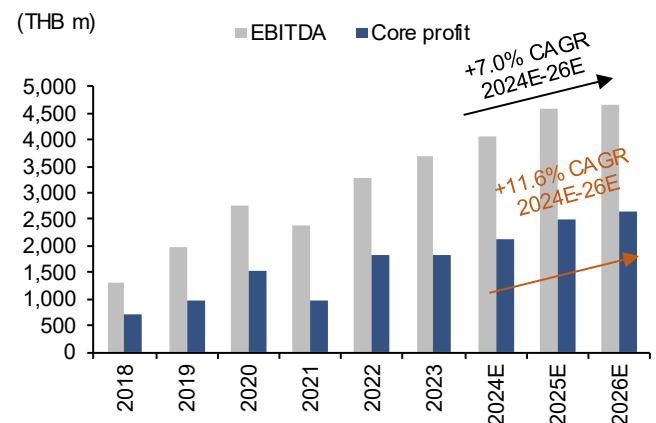
Source: FSSIA estimates

Exhibit 5: Revenue breakdown and number of ship



Sources: PRM, FSSIA estimates

Exhibit 6: EBITDA and core profit



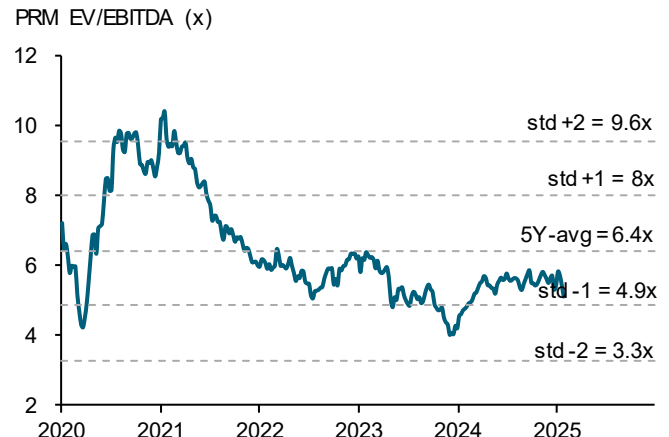
Sources: PRM, FSSIA estimates

Exhibit 7: One-year rolling forward P/E band



Sources: Bloomberg, FSSIA estimates

Exhibit 8: One-year rolling forward EV/EBITDA band



Sources: Bloomberg, FSSIA estimates

Financial Statements

Prima Marine

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	7,715	8,087	8,798	9,773	10,231
Cost of goods sold	(5,154)	(5,251)	(5,578)	(6,052)	(6,335)
Gross profit	2,562	2,836	3,220	3,722	3,896
Other operating income	70	140	158	156	153
Operating costs	(563)	(586)	(589)	(653)	(675)
Operating EBITDA	3,284	3,690	4,075	4,584	4,663
Depreciation	(1,216)	(1,300)	(1,286)	(1,359)	(1,289)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	2,068	2,390	2,789	3,225	3,374
Net financing costs	189	(305)	(327)	(372)	(367)
Associates	216	26	11	22	26
Recurring non-operating income	216	26	11	22	26
Non-recurring items	0	344	3	0	0
Profit before tax	2,473	2,455	2,477	2,875	3,033
Tax	(146)	(241)	(203)	(244)	(258)
Profit after tax	2,327	2,214	2,274	2,630	2,775
Minority interests	(112)	(89)	(152)	(138)	(135)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	2,215	2,125	2,122	2,492	2,639
Non-recurring items & goodwill (net)	0	(282)	(3)	0	0
Recurring net profit	2,215	1,844	2,119	2,492	2,639
Per share (THB)					
Recurring EPS *	0.89	0.74	0.85	1.00	1.06
Reported EPS	0.89	0.85	0.85	1.00	1.06
DPS	0.34	0.36	0.41	0.48	0.51
Diluted shares (used to calculate per share data)	2,500	2,500	2,500	2,500	2,500
Growth					
Revenue (%)	31.2	4.8	8.8	11.1	4.7
Operating EBITDA (%)	37.0	12.4	10.4	12.5	1.7
Operating EBIT (%)	43.2	15.6	16.7	15.6	4.6
Recurring EPS (%)	57.9	(16.8)	14.9	17.6	5.9
Reported EPS (%)	57.9	(4.0)	(0.1)	17.4	5.9
Operating performance					
Gross margin inc. depreciation (%)	33.2	35.1	36.6	38.1	38.1
Gross margin exc. depreciation (%)	49.0	51.1	51.2	52.0	50.7
Operating EBITDA margin (%)	42.6	45.6	46.3	46.9	45.6
Operating EBIT margin (%)	26.8	29.6	31.7	33.0	33.0
Net margin (%)	28.7	22.8	24.1	25.5	25.8
Effective tax rate (%)	5.9	7.3	8.2	8.5	8.5
Dividend payout on recurring profit (%)	38.4	48.8	48.1	48.0	48.0
Interest cover (X)	(12.1)	7.9	8.6	8.7	9.3
Inventory days	15.9	18.2	18.9	18.4	17.7
Debtor days	34.9	38.4	45.1	49.7	55.0
Creditor days	83.6	93.0	105.7	109.8	104.8
Operating ROIC (%)	20.2	22.7	23.3	22.3	21.0
ROIC (%)	14.2	13.8	15.1	15.3	14.8
ROE (%)	23.1	16.7	17.4	18.8	18.5
ROA (%)	11.3	10.7	12.0	12.9	12.8

* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Petroleum & chemical tanker (PCT)	3,020	3,322	3,595	3,806	3,998
Crude oil carrier (COC)	1,084	1,889	1,659	1,891	2,016
Floating storage unit (FSU)	2,694	2,205	2,526	2,871	2,928
Offshore support vessel (OSV)	682	557	910	1,093	1,169

Sources: Prima Marine; FSSIA estimates

Financial Statements

Prima Marine

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	2,215	1,844	2,119	2,492	2,639
Depreciation	1,216	1,300	1,286	1,359	1,289
Associates & minorities	(216)	(26)	(11)	(22)	(26)
Other non-cash items	182	72	86	98	562
Change in working capital	(148)	(15)	(55)	(378)	(302)
Cash flow from operations	3,249	3,174	3,425	3,549	4,163
Capex - maintenance	-	0	0	0	0
Capex - new investment	(1,154)	(531)	(3,769)	(3,466)	(2,274)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	1,727	-	-	-	-
Cash flow from investing	572	(531)	(3,769)	(3,466)	(2,274)
Dividends paid	(719)	(945)	(1,219)	(1,516)	(1,667)
Equity finance	0	0	0	0	0
Debt finance	(1,945)	(1,238)	(231)	879	(242)
Other financing cash flows	(302)	(314)	273	17	12
Cash flow from financing	(2,966)	(2,498)	(1,177)	(621)	(1,897)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	53	77	7	5
Net other adjustments	(59)	53	77	7	5
Movement in cash	796	198	(1,443)	(531)	(3)
Free cash flow to firm (FCFF)	4,124.15	2,963.35	(16.97)	454.51	2,256.08
Free cash flow to equity (FCFE)	1,515.25	1,143.14	(224.54)	985.30	1,663.71

Per share (THB)

FCFF per share	1.65	1.19	(0.01)	0.18	0.90
FCFE per share	0.61	0.46	(0.09)	0.39	0.67
Recurring cash flow per share	1.36	1.28	1.39	1.57	1.79

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	13,868	13,869	15,133	17,201	18,416
Less: Accumulated depreciation	(4,427)	(4,043)	(2,962)	(3,021)	(3,810)
Tangible fixed assets (net)	9,441	9,826	12,171	14,180	14,606
Intangible fixed assets (net)	6,190	5,614	5,738	5,864	5,993
Long-term financial assets	-	-	-	-	-
Invest. in associates & subsidiaries	335	179	206	226	246
Cash & equivalents	3,408	3,606	2,163	1,632	1,629
A/C receivable	733	967	1,205	1,459	1,624
Inventories	178	216	229	244	246
Other current assets	111	113	118	136	142
Current assets	4,429	4,902	3,715	3,471	3,640
Other assets	181	196	177	179	182
Total assets	20,575	20,716	22,007	23,920	24,667
Common equity	10,411	11,621	12,783	13,759	14,731
Minorities etc.	401	418	426	435	443
Total shareholders' equity	10,812	12,039	13,209	14,193	15,174
Long term debt	6,960	5,619	5,571	6,395	6,121
Other long-term liabilities	157	165	160	169	174
Long-term liabilities	7,117	5,785	5,731	6,564	6,295
A/C payable	914	1,099	1,386	1,437	1,462
Short term debt	1,565	1,638	1,468	1,521	1,552
Other current liabilities	167	155	214	204	184
Current liabilities	2,646	2,893	3,067	3,162	3,198
Total liabilities and shareholders' equity	20,575	20,716	22,007	23,920	24,667
Net working capital	(60)	41	(48)	198	366
Invested capital	16,086	15,856	18,245	20,647	21,393

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

Per share (THB)

Book value per share	4.16	4.65	5.11	5.50	5.89
Tangible book value per share	1.69	2.40	2.82	3.16	3.50

Financial strength

Net debt/equity (%)	47.3	30.3	36.9	44.3	39.8
Net debt/total assets (%)	24.9	17.6	22.2	26.3	24.5
Current ratio (x)	1.7	1.7	1.2	1.1	1.1
CF interest cover (x)	(13.1)	6.5	11.9	13.0	11.7

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	8.2	9.8	8.6	7.3	6.9
Recurring P/E @ target price (x) *	11.9	14.2	12.4	10.5	9.9
Reported P/E (x)	8.2	8.5	8.5	7.3	6.9
Dividend yield (%)	4.7	5.0	5.6	6.6	7.0
Price/book (x)	1.7	1.6	1.4	1.3	1.2
Price/tangible book (x)	4.3	3.0	2.6	2.3	2.1
EV/EBITDA (x) **	7.2	6.0	5.7	5.4	5.3
EV/EBITDA @ target price (x) **	9.7	8.2	7.7	7.2	7.0
EV/invested capital (x)	1.5	1.4	1.3	1.2	1.2

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

Sources: Prima Marine; FSSIA estimates

Prima Marine PCL (PRM TB)

FSSIA ESG rating


41.10 /100

Exhibit 9: FSSIA ESG score implication

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

Sources: FSSIA estimates

Exhibit 10: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET ESG	SET ESG Rating	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
PRM	41.10	--	--	--	5.00	5.00	Certified	Medium	48.87	--	--	28.02	--	3.49	40.59
PSL	55.45	--	Y	Y	5.00	5.00	Certified	Medium	59.76	BB	--	--	51.00	--	--
SJWD	42.41	--	Y	Y	5.00	5.00	--	--	56.00	--	--	42.01	--	3.44	41.46
TTA	65.35	--	Y	Y	5.00	5.00	Certified	Medium	56.56	AA	--	50.79	25.00	3.31	56.20

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

Exhibit 11: ESG score by Bloomberg

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	—	—	2.88	3.49
BESG environmental pillar score	—	—	1.12	2.08
BESG social pillar score	—	—	4.31	4.80
BESG governance pillar score	—	—	4.40	4.35
ESG disclosure score	33.61	39.57	40.36	40.59
Environmental disclosure score	3.26	8.70	8.70	13.56
Social disclosure score	16.29	22.49	24.85	20.68
Governance disclosure score	81.10	87.36	87.36	87.36
Environmental				
Emissions reduction initiatives	Yes	Yes	Yes	Yes
Climate change policy	No	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	No
Risks of climate change discussed	Yes	Yes	Yes	Yes
GHG scope 1	—	—	—	162
GHG scope 2 location-based	—	—	—	—
GHG Scope 3	—	—	—	—
Carbon per unit of production	—	—	—	—
Biodiversity policy	Yes	Yes	Yes	Yes
Energy efficiency policy	Yes	Yes	Yes	Yes
Total energy consumption	—	—	—	1
Renewable energy use	—	—	—	—
Electricity used	—	0	0	0
Fuel used - natural gas	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 12: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No
Waste reduction policy	Yes	Yes	Yes	Yes
Hazardous waste	—	—	—	—
Total waste	—	—	—	—
Waste recycled	—	—	—	—
Waste sent to landfills	—	—	—	—
Environmental supply chain management	No	No	No	No
Water policy	Yes	Yes	Yes	Yes
Water consumption	—	2	1	2
Social				
Human rights policy	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes
Quality assurance and recall policy	Yes	Yes	Yes	Yes
Consumer data protection policy	Yes	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No
Pct women in workforce	—	—	—	—
Pct disabled in workforce	—	—	—	—
Business ethics policy	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	0	0	0
Total recordable incident rate - employees	—	—	—	—
Training policy	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No
Number of employees – CSR	757	676	721	1,344
Employee turnover pct	—	—	—	—
Total hours spent by firm - employee training	39,970	24,295	36,915	54,513
Social supply chain management	No	No	No	No
Governance				
Board size	8	8	8	8
No. of independent directors (ID)	3	3	3	3
No. of women on board	1	1	1	1
No. of non-executive directors on board	7	7	7	7
Company conducts board evaluations	Yes	Yes	Yes	Yes
No. of board meetings for the year	14	15	12	16
Board meeting attendance pct	98	99	100	100
Board duration (years)	3	3	3	3
Director share ownership guidelines	No	No	No	No
Age of the youngest director	38	39	40	41
Age of the oldest director	69	70	71	72
No. of executives / company managers	5	5	6	6
No. of female executives	2	2	2	2
Executive share ownership guidelines	No	No	No	No
Size of audit committee	3	3	3	3
No. of ID on audit committee	3	3	3	3
Audit committee meetings	9	6	6	7
Audit meeting attendance %	100	100	100	100
Size of compensation committee	4	4	4	4
No. of ID on compensation committee	2	2	2	2
No. of compensation committee meetings	4	6	4	6
Compensation meeting attendance %	100	100	100	100
Size of nomination committee	4	4	4	4
No. of nomination committee meetings	4	6	4	6
Nomination meeting attendance %	100	100	100	100
Sustainability governance				
Verification type	No	No	No	No

Sources: Bloomberg; FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating																				
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																				
SET ESG Ratings List (SETESG) by The Stock Exchange of Thailand (SET)	SET ESG 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 SETESG 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. SETESG Index is extended from the SET ESG Ratings 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 Sustainabilitycs	The Sustainabilitycs' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. <i>Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.</i>	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table><tr><th>NEGL</th><th>Low</th><th>Medium</th><th>High</th><th>Severe</th></tr><tr><td>0-10</td><td>10-20</td><td>20-30</td><td>30-40</td><td>40+</td></tr></table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+										
NEGL	Low	Medium	High	Severe																		
0-10	10-20	20-30	30-40	40+																		
ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																				
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table><tr><td>AAA</td><td>8.571-10.000</td><td rowspan="3">Leader:</td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td>AA</td><td>7.143-8.570</td></tr><tr><td>A</td><td>5.714-7.142</td></tr><tr><td>BBB</td><td>4.286-5.713</td><td rowspan="3">Average:</td><td rowspan="3">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td></tr><tr><td>BB</td><td>2.857-4.285</td></tr><tr><td>B</td><td>1.429-2.856</td></tr><tr><td>CCC</td><td>0.000-1.428</td><td>Laggard:</td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>		AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570	A	5.714-7.142	BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285	B	1.429-2.856	CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities																			
AA	7.143-8.570																					
A	5.714-7.142																					
BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers																			
BB	2.857-4.285																					
B	1.429-2.856																					
CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks																			
Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																					
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																					
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																					
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																				
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																				

[Rating](#) regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "**CG Score**"; 2) "**AGM Level**"; 3) "**Thai CAC**"; and 4) **THSI**. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Jitra Amornthum FSS International Investment Advisory Securities Co., Ltd

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

This report has been prepared by FSS International Investment Advisory Securities Company Limited (FSSIA). The information herein has been obtained from sources believed to be reliable and accurate; however FSSIA makes no representation as to the accuracy and completeness of such information. Information and opinions expressed herein are subject to change without notice. FSSIA has no intention to solicit investors to buy or sell any security in this report. In addition, FSSIA does not guarantee returns nor price of the securities described in the report nor accept any liability for any loss or damage of any kind arising out of the use of such information or opinions in this report. Investors should study this report carefully in making investment decisions. All rights are reserved.

This report may not be reproduced, distributed or published by any person in any manner for any purpose without permission of FSSIA. Investment in securities has risks. Investors are advised to consider carefully before making investment decisions.

History of change in investment rating and/or target price

Prima Marine (PRM TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
22-Mar-2024	BUY	10.00	21-Oct-2024	BUY	10.50	-	-	-

Jitra Amornthum started covering this stock from 22-Mar-2024

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Prima Marine	PRM TB	THB 7.25	BUY	Downside risks ต่อราคาเป้าหมายของเรา 1) บริษัทไม่สามารถจัดหาเรือได้ตามความต้องการของลูกค้า 2) การขาดแคลนคนประจำเรือ 3) ราคาน้ำมันดิบโลกปรับลดลงรุนแรง ทำให้ลูกค้าไม่ต้องการเรือเพื่อกักเก็บน้ำมัน และกระทบต้นทุนของเรือ FSU 4) การไม่ต่อสัญญาของลูกค้า 5) ภัยทางธรรมชาติ

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 28-Jan-2025 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.