

WHA CORPORATION

THAILAND / PROPERTY DEVELOPMENT

WHA TB

BUY

UNCHANGED

TARGET PRICE	THB6.40
CLOSE	THB4.70
UP/DOWNSIDE	+36.2%
PRIOR TP	THB6.40
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	+0.4%

คาดการณ์กำไรสุทธิ 4Q24 เป็นกำไรสูงสุดของปี

- คาดกำไรสุทธิ 4Q24 ลด y-y เพราะกำไรพิเศษที่ต่ำกว่า แต่โตกว่ากำไรไตรมาสก่อนหน้า
- แนวโน้มในปี 2025 ยังสดใส จากความต้องการที่ดินในนิคมฯที่มีสูง
- Valuation ถูก คงคำแนะนำซื้อ คงราคาเป้าหมาย 6.40 บาท

คาดการณ์กำไรสุทธิ 4Q24 ลด y-y เพราะกำไรพิเศษที่ต่ำกว่า

เราคาดว่า WHA จะทำกำไรสุทธิได้ 1,413.9 ล้านบาทใน 4Q24 ลดลง 41.4% y-y เนื่องจากใน 4Q234 มีรายได้จากการขายสินทรัพย์เข้า REIT 2,783 ล้านบาท ขณะที่ 4Q24 มูลค่างานขายสินทรัพย์ต่ำกว่าคือ 1,065 ล้านบาท ประกอบกับยอดขายที่ดินใน 4Q24 ลดลง โดยคาดโอนได้ 460 ไร่ทั้งที่เป็นที่ดินของ WHA เองและของ WHAIER (WHA ถือ 60%) เทียบกับ 4Q23 ที่โอนได้ 1,189 ไร่ แต่แนวโน้มอัตรากำไรขั้นต้นโดยรวมใน 4Q24 จะดีขึ้นเป็น 52.2% จาก 45.2% ใน 4Q23 จากการทยอยปรับขึ้นราคาขายที่ดินในไตรมาส 10%

แต่กำไรสุทธิน่าจะก้าวกระโดด q-q

กำไรสุทธิดังกล่าวเพิ่มขึ้น 207.9% q-q จากยอดขายที่ดินที่เพิ่มขึ้นจาก 3Q24 ที่มียอดขายเพียง 370 ไร่ บวกกับอัตรากำไรขั้นต้นสูงขึ้นจากการทยอยปรับเพิ่มราคาขายที่ดิน และใน 4Q24 มีกำไรจากการขายสินทรัพย์เข้า REIT ขณะที่ใน 3Q24 ไม่มี

แนวโน้มในปี 2025 ยังสดใส

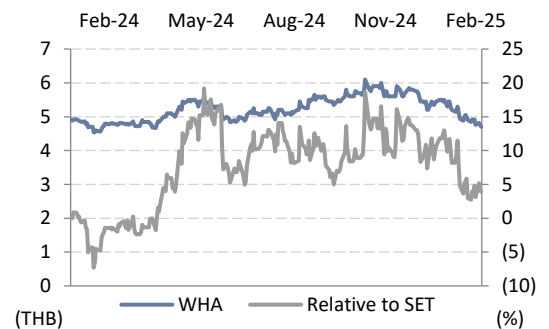
ภาพรวมใน 4Q24 เราคาดว่ารายได้รวมที่ 3,933.6 ล้านบาท (+92.0% q-q, -51.0% y-y) อัตรากำไรขั้นต้นโดยรวมที่ 52.2% ดีขึ้นจาก 48.5% ใน 3Q24 และ 45.2% ใน 4Q23 ค่าใช้จ่ายในการขายและบริหารเป็นไปในทิศทางเดียวกับรายได้ ส่วนแบ่งกำไรจากเงินลงทุนคาดว่าจะลดลง 61.0% q-q และ 56.9% y-y เป็น 300 ล้านบาทเพราะธุรกิจไฟฟ้าจะถูกระงับจากขาดทุนจากอัตราแลกเปลี่ยน จบปี 2024 เราคาดว่า WHA จะทำกำไรสุทธิ 4,526.6 ล้านบาท +2.3% y-y

Valuation ถูก คงคำแนะนำซื้อ คงราคาเป้าหมาย 6.40 บาท

กำไรสุทธิปี 2024 ต่ำกว่าที่เราเคยประเมิน 7% หลักๆจากยอดขายที่ดินที่ต่ำกว่าคาด อย่างไรก็ตาม เราคงประมาณการกำไรปี 2025-26 ที่ 5.3 พันล้านบาท (+17.8% y-y) และ 5.7 พันล้านบาท (+7.3% y-y) จากความต้องการที่ดินที่ยังสูงจากธุรกิจ Data center บริษัทตั้งเป้าขาย 2,350 ไร่ ลดลงจากฐานสูงในปีก่อน แต่ตั้งเป้าโอนสูงกว่าปีก่อน เราคงยอดขาย 2,400 ไร่ จาก Backlog ที่รอโอนสูงถึง 1,500 ไร่ ราคาหุ้นที่ปรับแรงทำให้ 2025E P/E เหลือเพียง 12.3x คงคำแนะนำซื้อ คงราคาเป้าหมาย 6.40 บาท

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	14,875	11,584	15,951	17,510
Net profit	4,426	4,527	5,333	5,720
EPS (THB)	0.30	0.30	0.36	0.38
vs Consensus (%)	-	(7.1)	(3.0)	(1.8)
EBITDA	6,157	6,214	8,022	8,390
Recurring net profit	4,426	4,527	5,333	5,720
Core EPS (THB)	0.30	0.30	0.36	0.38
Chg. In EPS est. (%)	-	(6.5)	-	-
EPS growth (%)	9.4	2.3	17.8	7.3
Core P/E (x)	15.9	15.5	13.2	12.3
Dividend yield (%)	3.9	3.9	4.6	4.9
EV/EBITDA (x)	17.6	18.3	13.8	13.0
Price/book (x)	2.1	2.1	1.9	1.8
Net debt/Equity (%)	92.5	112.2	98.1	89.1
ROE (%)	13.5	13.4	15.1	15.2



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(14.5)	(20.3)	(0.4)
Relative to country (%)	(8.0)	(8.3)	7.1
Mkt cap (USD m)	2,093		
3m avg. daily turnover (USD m)	10.1		
Free float (%)	68		
Major shareholder	Miss Jareeporn Jarukornsakul (23%)		
12m high/low (THB)	6.20/4.50		
Issued shares (m)	14,946.83		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

For 4Q24, we expect total revenue of THB3.9b (+92.0% q-q, -51.0% y-y), with an overall gross margin of 52.2%, improving from 48.5% in 3Q24 and 45.2% in 4Q23. Meanwhile, we expect the profit sharing from associates to decline by 61.0% q-q and 56.9% y-y to THB300m, primarily due to potential FX loss affecting its power business.

The 2024 net profit forecast is 7% lower than our previous estimate. However, we maintain our profit estimates for 2025-26 at THB5.3b (+17.8% y-y) and THB5.7b (+7.3% y-y), driven by sustained demand for land from the data center sector. Since the sharp decline in the stock price has reduced the 2025E P/E to just 12.3x, we maintain our BUY rating with a TP of THB6.40.

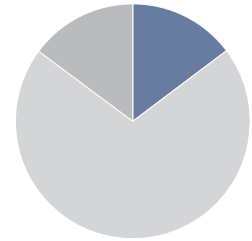
Company profile

WHA is a leading one-stop service provider, covering all customer demands relating to logistics services, which classifies into four business hubs, i.e., Logistics, Industrial Development, Utilities & Power, and Digital Business. The Company sets a clear policy to sell its assets into Real-Estate Investment Trusts (WHART, WHAIR, and WHABT) as an additional source of funds.

www.wha-group.com

Principal activities (revenue, 2023)

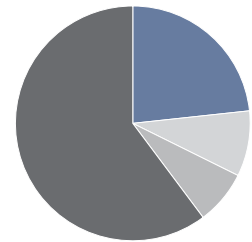
- Lease and service - 14.7 %
- Sales of real estate - 70.5 %
- Sales of goods - 14.8 %



Source: WHA Corporation

Major shareholders

- Miss Jareeporn Jarukornsakul - 23.3 %
- Miss Chatchamol Anantaprayoon - 9.0 %
- Thai NVDR - 7.5 %
- Others - 60.2 %



Source: WHA Corporation

Catalysts

Key potential catalysts include 1) government investment promotion policies that exceed expectations; 2) economic growth that exceeds expectations; and 3) higher private and public sector investment growth.

Risks to our call

Downside risks to our TP include 1) local political uncertainties; 2) a delay in budget approval; 3) the inability to sell assets into its trusts as planned; and 4) intense competition from abroad.

Event calendar

Date	Event
21 February 2025	4Q24 earnings announcement

Key assumptions

	2024E	2025E	2026E
Land transferred (rai)	2,050	2,600	2,800
Revenue from land sold (THB m)	6,680	10,858	12,044
Gross margin (%)	57.5	48.4	48.4
Revenue from logistics (THB m)	2,582	2,602	2,771
Gross margin (%)	57.8	56.0	54.0
Revenue from goods sold (THB m)	2,323	2,491	2,694
Gross margin (%)	41.8	40.0	40.0

Source: FSSIA estimates

Earnings sensitivity

- For every 5% change in land price, we project WHA's 2025 core profit to change by 4%, all else being equal.
- For every 0.5% change in average cost of funds, we project WHA's 2025 core profit to change by 1.5%, all else being equal.

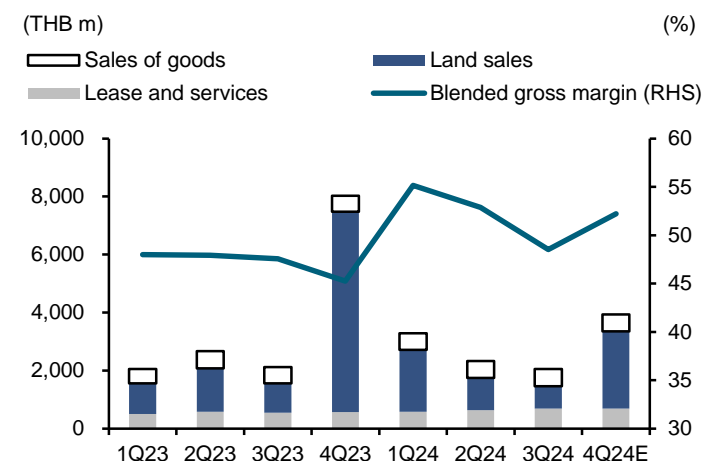
Source: FSSIA estimates

Exhibit 1: WHA - 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 %)
Sales	8,031	3,280	2,322	2,049	3,934	92.0	(51.0)	14,875	11,584	(22.1)
Cost of sales	(4,397)	(1,471)	(1,095)	(1,055)	(1,880)	78.2	(57.3)	(7,967)	(5,500)	(31.0)
Gross profit	3,633	1,808	1,228	994	2,054	106.6	(43.5)	6,908	6,084	(11.9)
Operating costs	(816)	(443)	(449)	(426)	(452)	6.2	(44.5)	(2,105)	(1,770)	(15.9)
Operating profit	4,449	2,251	1,677	1,420	2,506	76.5	(43.7)	5,447	5,375	(1.3)
Operating EBITDA	2,561	2,041	1,414	670	2,090	212.1	(18.4)	6,157	6,214	0.9
Other income	(146)	478	410	(138)	310	(324.8)	(311.9)	644	1,060	64.6
Interest expense	(317)	(342)	(302)	(388)	(388)	0.0	22.2	(1,235)	(1,419)	15.0
Profit before tax	3,050	1,674	1,497	813	1,824	124.4	(40.2)	5,708	5,808	1.8
Tax	(436)	(142)	(87)	(312)	(365)	17.0	(16.4)	659	905	37.4
Associates	696	173	610	770	300	(61.0)	(56.9)	1,496	1,853	23.9
Minority interests	200	168	122	42	45	7.4	(77.5)	624	377	(39.6)
Reported net profit	2,414	1,365	1,289	459	1,414	207.9	(41.4)	4,426	4,527	2.3
Core profit	2,414	1,365	1,289	757	1,414	86.7	(41.4)	4,426	4,527	2.3
Reported EPS (THB)	2.10	1.19	1.12	0.40	1.23	207.9	(41.4)	0.30	0.30	2.3
Core EPS (THB)	2.10	1.19	1.12	0.66	1.23	86.7	(41.4)	0.30	0.30	2.3
Key Ratios	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Gross margin	45.2	55.1	52.9	48.5	52.2	3.7	7.0	46.4	52.5	6.1
Operating margin	33.3	56.2	51.2	21.0	48.6	27.6	15.3	36.6	46.4	9.8
EBITDA margin	31.9	62.2	60.9	32.7	53.1	20.4	21.2	36.6	46.4	9.8
Core profit margin	30.1	41.6	55.5	37.0	35.9	(1.0)	5.9	29.8	39.1	9.3
SG&A / Sales	10.2	13.5	19.3	20.8	11.5	(9.3)	1.3	14.1	15.3	1.1
Revenue breakdown	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)
Revenue from lease and services	570	578	629	685	690	0.7	21.0	2,191	2,582	17.8
Revenue from sales of real estate	6,906	2,133	1,115	773	2,659	244.1	(61.5)	10,479	6,680	(36.3)
Revenue from sales of goods	554	569	578	591	585	(1.0)	5.6	2,204	2,323	5.4
Gross margin by business	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Lease and services	44.7	55.5	45.2	48.5	46.0	(2.5)	1.3	48.4	50.0	1.6
Sales of real estate	45.6	58.8	64.4	50.3	56.3	6.0	10.7	47.2	57.5	10.3
Sales of goods	41.7	40.8	39.0	46.2	41.0	(5.2)	(0.7)	40.7	40.0	(0.7)

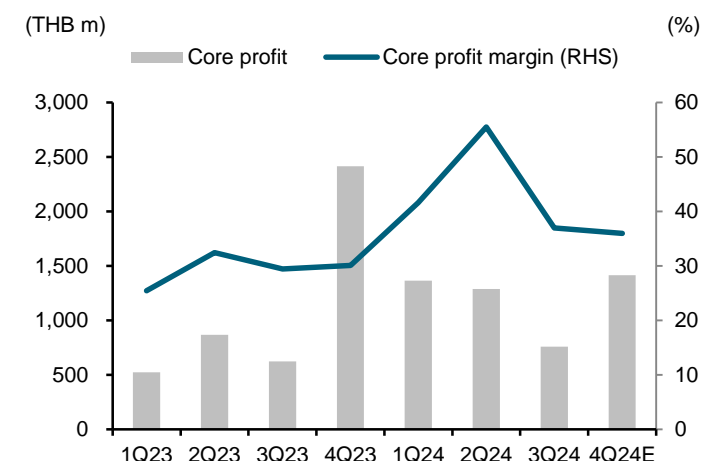
Sources: WHA, FSSIA estimates

Exhibit 2: Revenue structure and gross margin



Sources: WHA, FSSIA estimates

Exhibit 3: Core profit and core profit margin



Sources: WHA, 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 (%)
Total revenue	11,584	15,951	17,510	14,466	15,951	17,510	(19.9)	0.0	0.0
Cost of goods sold	(5,500)	(7,614.0)	(8,585.7)	(6,734)	(7,614)	(8,586)	(18.3)	0.0	0.0
Gross profit	6,084	8,337	8,924	7,733	8,337	8,924	(21.3)	0.0	0.0
SG&A	(1,770)	(2,185)	(2,425)	(2,063)	(2,185)	(2,425)	(14.2)	0.0	0.0
EBITDA	6,214	8,022	8,390	7,594	8,022	8,390	(18.2)	0.0	0.0
EBIT	5,375	7,189	7,497	6,755	7,189	7,497	(20.4)	0.0	0.0
Interest expense	(1,419)	(1,338)	(1,362)	(1,322)	(1,338)	(1,362)	7.4	0.0	0.0
Equity income	1,853	760	907	698	760	907	165.6	0.0	0.0
Extra gain/loss	0	0	0	0	0	0	0.0	0.0	0.0
Reported net profit	4,527	5,145	5,359	4,842	5,333	5,720	(6.5)	0.0	0.0
Core profit	4,527	5,145	5,359	4,842	5,333	5,720	(6.5)	0.0	0.0
Reported EPS	0.30	0.34	0.36	0.32	0.36	0.38	(6.5)	0.0	0.0
Core EPD	0.30	0.34	0.36	0.32	0.36	0.38	(6.5)	(3.5)	(6.3)
Key ratios	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(ppt)
Gross margin	52.5	52.3	51.0	53.5	52.3	51.0	(0.9)	0.0	0.0
SG&A to sales	15.3	13.7	13.9	14.3	13.7	13.9	1.0	0.0	0.0
EBITDA margin	53.6	50.3	47.9	52.5	50.3	47.9	1.1	0.0	0.0
EBIT margin	46.4	45.1	42.8	46.7	45.1	42.8	(0.3)	0.0	0.0
Net profit margin	39.1	32.3	30.6	33.5	33.4	32.7	5.6	0.0	0.0
Core profit margin	39.1	32.3	30.6	33.5	33.4	32.7	5.6	0.0	0.0
Revenue breakdown	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(%)	(%)	(%)
Revenue from lease and services	2,582	2,602	2,771	2,432.1	2,602.3	2,771.4	6.2	0.0	0.0
Revenue from sales of real estate	6,680	10,858	12,044	9,730.6	10,857.7	12,043.7	(31.4)	0.0	0.0
Revenue from sales of goods	2,323	2,491	2,694	2,303.6	2,491.4	2,694.4	0.8	0.0	0.0
Gross margin by business	(%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(ppt)
Lease and services	48.6	48.4	48.4	50.0	48.4	48.4	(1.4)	0.0	0.0
Sales of real estate	57.8	56.0	54.0	57.5	56.0	54.0	0.3	0.0	0.0
Sales of goods	41.8	40.0	40.0	40.0	40.0	40.0	1.8	0.0	0.0

Source: FSSIA estimates

Exhibit 5: One-year rolling forward P/E band

WHA PER (x)



Sources: Bloomberg, FSSIA estimates

Exhibit 6: One-year rolling forward P/BV band

WHA PBV (x)



Sources: Bloomberg, FSSIA estimates

Financial Statements

WHA Corporation

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	13,729	14,875	11,584	15,951	17,510
Cost of goods sold	(7,592)	(7,967)	(5,500)	(7,614)	(8,586)
Gross profit	6,137	6,908	6,084	8,337	8,924
Other operating income	1,253	644	1,060	1,037	998
Operating costs	(1,982)	(2,105)	(1,770)	(2,185)	(2,425)
Operating EBITDA	6,019	6,157	6,214	8,022	8,390
Depreciation	(611)	(709)	(840)	(834)	(894)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	5,408	5,447	5,375	7,189	7,497
Net financing costs	(1,126)	(1,235)	(1,419)	(1,338)	(1,362)
Associates	585	1,496	1,853	760	907
Recurring non-operating income	585	1,496	1,853	760	907
Non-recurring items	0	0	0	0	0
Profit before tax	4,867	5,708	5,808	6,611	7,042
Tax	(546)	(659)	(905)	(1,042)	(1,087)
Profit after tax	4,321	5,050	4,903	5,568	5,955
Minority interests	(276)	(624)	(377)	(235)	(235)
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	4,046	4,426	4,527	5,333	5,720
Non-recurring items & goodwill (net)	0	0	0	0	0
Recurring net profit	4,046	4,426	4,527	5,333	5,720
Per share (THB)					
Recurring EPS *	0.27	0.30	0.30	0.36	0.38
Reported EPS	0.27	0.30	0.30	0.36	0.38
DPS	0.17	0.18	0.18	0.21	0.23
Diluted shares (used to calculate per share data)	14,947	14,947	14,947	14,947	14,947
Growth					
Revenue (%)	31.8	8.3	(22.1)	37.7	9.8
Operating EBITDA (%)	20.6	2.3	0.9	29.1	4.6
Operating EBIT (%)	23.7	0.7	(1.3)	33.8	4.3
Recurring EPS (%)	56.2	9.4	2.3	17.8	7.3
Reported EPS (%)	56.2	9.4	2.3	17.8	7.3
Operating performance					
Gross margin inc. depreciation (%)	44.7	46.4	52.5	52.3	51.0
Gross margin exc. depreciation (%)	49.1	51.2	59.8	57.5	56.1
Operating EBITDA margin (%)	43.8	41.4	53.6	50.3	47.9
Operating EBIT margin (%)	39.4	36.6	46.4	45.1	42.8
Net margin (%)	29.5	29.8	39.1	33.4	32.7
Effective tax rate (%)	11.2	11.5	15.6	15.8	15.4
Dividend payout on recurring profit (%)	61.8	62.1	60.0	60.0	60.0
Interest cover (X)	5.3	5.6	5.1	5.9	6.2
Inventory days	609.7	553.2	1,088.6	918.8	874.7
Debtor days	13.2	15.3	21.3	17.6	18.6
Creditor days	139.2	160.4	272.2	212.8	214.9
Operating ROIC (%)	28.1	28.6	21.8	24.8	25.1
ROIC (%)	7.0	7.9	7.3	7.7	8.1
ROE (%)	12.9	13.5	13.4	15.1	15.2
ROA (%)	6.3	7.0	6.5	6.7	7.0

* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2022	2023	2024E	2025E	2026E
Lease and service	2,031	2,191	2,582	2,602	2,771
Sales of real estate	9,733	10,479	6,680	10,858	12,044
Sales of goods	1,965	2,204	2,323	2,491	2,694

Sources: WHA Corporation; FSSIA estimates

Financial Statements

WHA Corporation

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	4,046	4,426	4,527	5,333	5,720
Depreciation	611	709	840	834	894
Associates & minorities	(585)	(1,496)	(1,853)	(760)	(907)
Other non-cash items	(410)	1,472	1,693	9,367	3,524
Change in working capital	761	(112)	(5,650)	(4,636)	(5,752)
Cash flow from operations	4,423	4,999	(444)	10,138	3,478
Capex - maintenance	-	-	-	-	-
Capex - new investment	(3,766)	(6,437)	(3,510)	(1,776)	(1,724)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	3,727	2,670	1,134	(4,336)	677
Cash flow from investing	(39)	(3,767)	(2,375)	(6,112)	(1,046)
Dividends paid	(2,098)	(2,499)	(2,716)	(3,200)	(3,432)
Equity finance	0	0	0	0	0
Debt finance	1,756	(215)	3,680	(169)	(849)
Other financing cash flows	(476)	800	2,561	1,173	1,050
Cash flow from financing	(818)	(1,914)	3,525	(2,195)	(3,231)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	30	100	0	0	0
Net other adjustments	30	100	0	0	0
Movement in cash	3,595	(583)	706	1,831	(799)
Free cash flow to firm (FCFF)	5,510.11	2,466.07	(1,399.80)	5,364.24	3,793.37
Free cash flow to equity (FCFE)	5,693.86	1,916.46	3,421.76	5,030.67	2,632.85

Per share (THB)

FCFF per share	0.37	0.16	(0.09)	0.36	0.25
FCFE per share	0.38	0.13	0.23	0.34	0.18
Recurring cash flow per share	0.24	0.34	0.35	0.99	0.62

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	9,869	10,893	12,893	13,893	14,893
Less: Accumulated depreciation	(2,040)	(2,041)	(2,881)	(3,714)	(4,608)
Tangible fixed assets (net)	7,829	8,852	10,012	10,179	10,285
Intangible fixed assets (net)	21,694	21,694	21,694	20,815	19,980
Long-term financial assets	7,255	7,072	6,063	6,113	6,165
Invest. in associates & subsidiaries	16,428	19,631	20,416	20,824	21,241
Cash & equivalents	7,169	6,586	7,292	9,123	8,323
A/C receivable	559	686	667	874	911
Inventories	10,690	11,310	16,489	17,647	19,218
Other current assets	712	712	1,113	839	770
Current assets	19,130	19,295	25,561	28,484	29,223
Other assets	13,966	13,683	14,310	14,847	15,265
Total assets	86,302	90,225	98,056	101,262	102,159
Common equity	32,050	33,487	34,243	36,376	38,664
Minorities etc.	3,562	3,835	2,301	2,301	2,301
Total shareholders' equity	35,612	37,322	36,544	38,677	40,965
Long term debt	27,078	30,407	38,164	37,246	36,058
Other long-term liabilities	7,214	7,400	9,394	10,400	11,322
Long-term liabilities	34,292	37,807	47,558	47,646	47,380
A/C payable	2,743	3,637	3,315	4,589	4,469
Short term debt	13,113	10,713	10,127	9,808	8,779
Other current liabilities	542	747	511	542	565
Current liabilities	16,398	15,096	13,954	14,939	13,814
Total liabilities and shareholders' equity	86,302	90,225	98,056	101,262	102,159
Net working capital	8,676	8,325	14,442	14,230	15,865
Invested capital	75,848	79,255	86,937	87,008	88,801

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

Per share (THB)

Book value per share	2.14	2.24	2.29	2.43	2.59
Tangible book value per share	0.69	0.79	0.84	1.04	1.25

Financial strength

Net debt/equity (%)	92.7	92.5	112.2	98.1	89.1
Net debt/total assets (%)	38.3	38.3	41.8	37.5	35.7
Current ratio (x)	1.2	1.3	1.8	1.9	2.1
CF interest cover (x)	9.4	7.8	5.9	6.1	4.2

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	17.4	15.9	15.5	13.2	12.3
Recurring P/E @ target price (x) *	23.6	21.6	21.1	17.9	16.7
Reported P/E (x)	17.4	15.9	15.5	13.2	12.3
Dividend yield (%)	3.6	3.9	3.9	4.6	4.9
Price/book (x)	2.2	2.1	2.1	1.9	1.8
Price/tangible book (x)	6.8	6.0	5.6	4.5	3.8
EV/EBITDA (x) **	17.8	17.6	18.3	13.8	13.0
EV/EBITDA @ target price (x) **	22.0	21.8	22.4	16.9	16.0
EV/invested capital (x)	1.4	1.4	1.3	1.3	1.2

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

Sources: WHA Corporation; FSSIA estimates

WHA Corporation PCL (WHA TB)

FSSIA ESG rating


69.86 /100

Exhibit 7: 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 8: 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
AMATA	67.15	--	Y	Y	5.00	5.00	Certified	Low	55.76	BBB	--	68.94	35.00	2.95	63.20
FPT	40.59	--	--	Y	5.00	4.00	Certified	--	45.88	--	--	65.83	21.00	--	--
SPI	28.05	--	--	Y	5.00	5.00	Certified	--	--	--	--	--	--	2.03	42.73
WHA	69.86	--	Y	Y	5.00	5.00	Certified	Low	58.26	BBB	--	72.01	75.00	2.80	56.32

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

Exhibit 9: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	—	—	—	—	—	—	2.57	2.80
BESG environmental pillar score	—	—	—	—	—	—	1.36	1.87
BESG social pillar score	—	—	—	—	—	—	3.67	3.25
BESG governance pillar score	—	—	—	—	—	—	4.15	4.06
ESG disclosure score	26.05	39.52	40.90	40.90	51.70	56.10	64.03	56.32
Environmental disclosure score	1.27	18.48	18.48	18.48	50.11	55.54	58.68	40.11
Social disclosure score	13.72	25.12	29.26	29.26	30.05	37.85	39.66	35.10
Governance disclosure score	63.03	74.83	74.83	74.83	74.83	74.83	93.62	93.62
Environmental								
Emissions reduction initiatives	No	No	No	No	Yes	Yes	Yes	Yes
Climate change policy	No	No	No	No	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	No	No	No	No	Yes	Yes	Yes
GHG scope 1	—	0	1	1	1	2	1	1
GHG scope 2 location-based	—	14	15	19	19	16	18	16
GHG Scope 3	—	—	—	—	—	—	116	—
Carbon per unit of production	—	—	—	—	—	—	—	—
Biodiversity policy	No	No	No	No	Yes	Yes	Yes	Yes
Energy efficiency policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	—	24	25	33	33	37	37	38
Renewable energy use	—	—	—	—	1	1	1	2
Electricity used	—	—	—	—	—	—	37	38
Fuel used - natural gas	—	—	—	—	—	—	—	0

Sources: Bloomberg; FSSIA's compilation

Exhibit 10: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No	No	No	No	No
Waste reduction policy	No	No	No	No	Yes	Yes	Yes	Yes
Hazardous waste	—	0	0	0	0	0	0	0
Total waste	—	4	3	5	5	9	8	8
Waste recycled	—	—	—	—	—	2	5	—
Waste sent to landfills	—	0	0	0	0	5	3	1
Environmental supply chain management	No	No	No	No	Yes	Yes	Yes	Yes
Water policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	—	—	—	—	—	—	—	—
Social								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Quality assurance and recall policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Consumer data protection policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No	No	No	No	No
Pct women in workforce	—	34	35	35	35	36	36	76
Pct disabled in workforce	—	—	0	0	0	0	0	—
Business ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	0	0	0	1	0	0	0
Total recordable incident rate - employees	—	—	—	—	—	—	0	1
Training policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	Yes
Number of employees – CSR	86	467	512	552	571	613	615	133
Employee turnover pct	—	—	6	7	8	6	13	0
Total hours spent by firm - employee training	—	11,350	6,310	10,379	15,654	5,860	7,196	1,169
Social supply chain management	No	No	No	No	Yes	Yes	Yes	Yes
Governance								
Board size	11	13	13	12	11	12	11	11
No. of independent directors (ID)	4	4	4	4	4	5	8	7
No. of women on board	2	2	2	2	2	2	2	5
No. of non-executive directors on board	8	4	4	4	4	5	8	8
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	8	10	7	8	8	10	10	8
Board meeting attendance pct	95	93	95	92	95	100	99	100
Board duration (years)	—	—	—	—	—	—	3	3
Director share ownership guidelines	No	No	No	No	No	No	No	No
Age of the youngest director	40	41	42	43	44	45	49	51
Age of the oldest director	64	62	63	64	65	70	71	72
No. of executives / company managers	6	9	9	8	7	8	7	7
No. of female executives	1	1	1	1	1	1	1	1
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	2	3	4	4	4	4	4
No. of ID on audit committee	3	2	3	4	3	4	4	4
Audit committee meetings	6	5	4	10	7	5	9	8
Audit meeting attendance %	89	88	100	92	94	100	100	100
Size of compensation committee	3	2	3	3	3	3	4	4
No. of ID on compensation committee	2	1	2	3	3	2	3	2
No. of compensation committee meetings	—	2	2	2	3	4	6	5
Compensation meeting attendance %	—	100	100	100	100	100	100	100
Size of nomination committee	3	2	3	3	3	3	4	4
No. of nomination committee meetings	—	2	2	2	3	4	6	5
Nomination meeting attendance %	—	100	100	100	100	100	100	100
Sustainability governance								
Verification type	No	No	No	No	No	No	Yes	Yes

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 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
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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

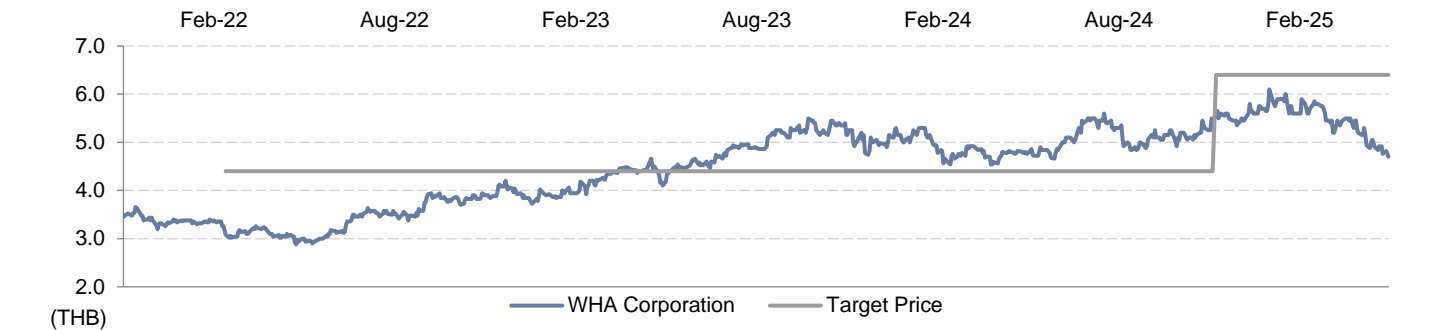
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History of change in investment rating and/or target price

WHA Corporation (WHA TB)



Jitra Amornthum started covering this stock from 6-Sep-2024

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
WHA Corporation	WHA TB	THB 4.70	BUY	Downside risks to our TP include 1) local political uncertainties; 2) a delay in budget approval; 3) the inability to sell assets into its trusts as planned; and 4) intense competition from abroad.

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 05-Feb-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.