EQUITY RESEARCH – RESULTS FLASH

WHA INDUSTRIAL LEASEHOLD REIT

THAILAND / PROPERTY FUND & REITS

4Q24 results at first glance

กำไรจากการดำเนินงานแข็งแกร่งจากทรัพย์ใหม่ที่รวมตั้งแต่ต้น ธ.ค.

Highlights

- WHAIR รายงานผลขาดทุนสุทธิ 116 ล้านบาท ใน 4Q24 จากผลขาดทุนจากการ ประเมินมูลค่าสินทรัพย์ 266 ล้านบาทซึ่งเป็น non-cash และ non-recurring items
- ผลขาดทุนจากการประเมินมูลค่าสินทรัพย์เกิดจากการสมมติฐานของผู้ประเมินที่ Conservative กว่าเดิมจากภาพของเศรษฐกิจโดยรวมที่ยังค่อนข้างฟื้นช้า
- หากไม่รวมรายการพิเศษดังกล่าว กำไรจากการดำเนินงานปกติเพิ่มต่อเนื่องเป็น 150 ล้านบาท +3% q-q, +7% y-y จากรายได้ค่าเช่าที่เพิ่มขึ้น 3.5% q-q และ 7.7% y-y โดยตั้งแต่วันที่ 4 ธ.ค. 2024 WHAIR ได้เข้าลงทุนเพิ่มเติมในอาคาร 10 ยูนิต (โรงงาน 8 หลัง คลังสินค้า 2 หลัง) จาก WHAID
- ทรัพย์ใหม่ที่ซื้อมามีอัตราการเช่าเต็ม 100% แล้ว ส่งผลให้อัตราการเช่าใน 4Q24
 เฉลี่ยสูงถึง 95% พื้นที่ให้เช่าเพิ่มขึ้น 9% จาก 428,818 ตร.ม. (160 ยูนิต) เป็น
 468,990 ตร.ม. (170 ยูนิต)
- จบปี 2024 กำไรสุทธิที่รายงาน 316 ล้านบาท (-22% y-y) มีผลขาดทุนจากการ ประเมินมูลค่าสินทรัพย์ 266 ล้านบาทดังกล่าว หากรายการพิเศษออก กำไรปกติ จากการดำเนินงานปี 2024 ดีขึ้นเป็น 583 ลบ. +4% y-y
- เงินปันผลครั้งนี้ที่จ่าย 0.0582 บาท/หน่วย เป็นของรอบวันที่ 21 พ.ย. ถึง 31 ธ.ค.
 2024 XD 3 มี.ค. 2025 ก่อนหน้านี้กองทรัสต์ได้จ่าย 0.2229 บาท/หน่วย สำหรับ รอบ 1 ก.ค. – 20 พ.ย. 2024 ไปแล้ว
- รวมเป็นเงินปันผลทั้งปี 2024 ที่ 0.5555 บาท/หน่วย คิดเป็น Dividend yield 8.7%

Outlook

 เราคงราคาเหมาะสมที่ 7.40 บาทไว้ก่อนและจะทบทวนประมาณการหลังจากรวม สินทรัพย์ใหม่อีกครั้ง ยังคงแนะนำซื้อ เนื่องจากผลตอบแทนจากเงินปันผลที่สูงราว 8-9% ต่อปีไม่ลดลงแม้จำนวนหน่วยเพิ่มขึ้น



WHAIR TB

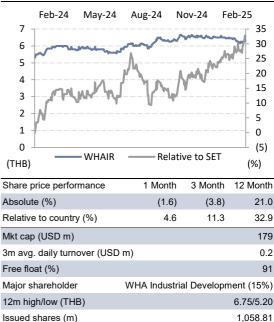
BUY

UNCHANGED

TARGET PRICE	THB7.40
CLOSE	THB6.35
UP/DOWNSIDE	+16.5%
PRIOR TP	THB7.40
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-11.9%

KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	883	953	982	1,002
Net profit	316	623	643	658
EPS (THB)	0.33	0.59	0.61	0.62
vs Consensus (%)	-	(2.2)	2.5	3.9
EBITDA	773	823	845	859
Recurring net profit	583	623	643	658
Core EPS (THB)	0.61	0.59	0.61	0.62
Chg. In EPS est. (%)	nm	1.5	(0.3)	nm
EPS growth (%)	3.8	(4.1)	3.2	2.3
Core P/E (x)	10.3	10.8	10.5	10.2
Dividend yield (%)	8.7	8.3	8.6	8.8
EV/EBITDA (x)	13.3	13.4	12.9	12.7
Price/book (x)	0.7	0.8	0.7	0.7
Net debt/Equity (%)	48.2	47.9	46.8	46.2
ROE (%)	6.7	7.0	7.2	7.3



Sources: Bloomberg consensus; FSSIA estimates



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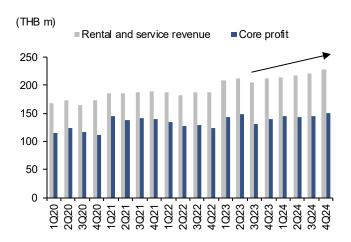
PREPARED BY FSS INTERNATIONAL INVESTMENT ADVISORY SECURITIES CO LTD (FSSIA). ANALYST CERTIFICATION AND IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT

Exhibit 1: WHAIR - 4Q24 results summary

Year to Dec 31	4Q23	1Q24	2Q24	3Q24	4Q24	Cha	nge	2023	2024	Change
	(THB m)	(q-q %)	(y-y %)	(THB m)	(THB m)	(y-y %)				
Rental and service revenue	213	215	217	221	229	3.5	7.7	840	883	5.1
Total cost and expense	(35)	(31)	(34)	(36)	(40)	12.4	14.2	(129)	(140)	8.4
EBITDA	189	192	191	193	197	2.0	4.6	743	773	4.1
Other income	11	7	7	8	9	8.7	(23.4)	32	31	(5.1)
Interest expense	(49)	(47)	(47)	(48)	(48)	(0.4)	(1.9)	(182)	(190)	4.9
Net investment income	140	144	143	146	150	2.8	6.9	561	583	3.8
Gain on investment	0	0	0	0	0	nm	nm	0	0	nm
Gain on revaluation of investment	(88)	0	0	0	(266)	nm	nm	(155)	(266)	nm
Reported net profit	52	144	143	146	(117)	nm	nm	406	316	(22.1)
Core profit	140	144	143	146	150	2.8	6.9	561	583	3.8
Reported EPS (THB)	0.05	0.15	0.15	0.15	(0.12)	nm	nm	0.43	0.33	(22.1)
Recurring EPS (THB)	0.15	0.15	0.15	0.15	0.16	2.8	6.9	0.59	0.61	3.8
DPU (THB/unit)	0.137	0.137	0.137	0.223	0.058	(73.9)	(57.5)	0.55	0.56	1.4
NAV (THB/share)	8.92	8.94	8.95	8.97	8.38	(6.6)	(6.2)	8.92	8.38	(6.2)
No. of unit (m)	949.62	949.62	949.62	949.62	1,058.81	11.5	11.5	1,058.81	1,058.81	0.0
Key Ratios (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
EBITDA margin	88.7	89.2	87.6	87.4	86.2	(1.2)	(2.5)	88.4	87.6	(0.9)
Core profit margin	65.8	67.2	65.8	65.8	65.3	(0.4)	(0.5)	66.8	66.0	(0.8)
Key statistics						(%)	(%)	(%)	(%)	(ppt)
NLA (sqm.)	428,818	428,818	428,818	428,818	468,990	9.4	9.4	428,818	468,990	9.4
Occupancy rate (%)	93.0	91.8	93.5	94.0	95.0	1.1	2.2	88.6	95.0	6.4

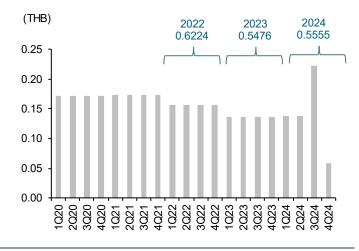
Sources: WHAIR, FSSIA estimates

Exhibit 2: Revenue and core profit



Sources: WHAIR, FSSIA estimates

Exhibit 3: DPU



Sources: WHAIR, FSSIA estimates

FINANSIA

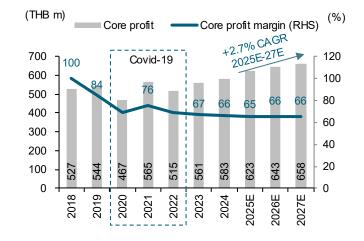
Exhibit 4: The additional investment in asset no. 5



Remark: ⁷⁷ For existing WHAIR portfolio Occupancy rate as of 31 March 2024. and occupancy rate for fifth additional investment asset as of 1 January 2025 which is the date the WHAIR expects to invest in Additional In

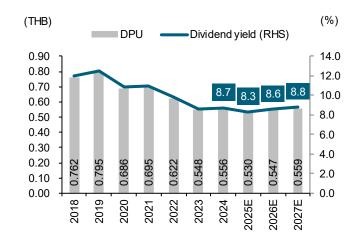
Sources: WHA, FSSIA's compilation





Sources: WHAIR, FSSIA estimates

Exhibit 6: DPU and dividend yield



Note: Price as of 19 February 2025 Sources: WHAIR, FSSIA estimates

Financial Statements

WHA Industrial Leasehold REIT

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	840	883	953	982	1,002
Cost of goods sold	0	0	0	0	0
Gross profit	840	883	953	982	1,002
Other operating income	32	31	25	25	26
Operating costs	(129)	(140)	(155)	(162)	(168)
Operating EBITDA	743	773	823	845	859
Depreciation	0	0	0	0	0
Goodwill amortisation	0	0	0	0	0
Operating EBIT	743	773	823	845	859
Net financing costs	(182)	(190)	(199)	(202)	(202)
Associates	0	0	0	0	0
Recurring non-operating income	0	0	0	0	0
Non-recurring items	(155)	(266)	0	0	0
Profit before tax	406	316	623	643	658
Tax	0	0	0	0	0
Profit after tax	406	316	623	643	658
Minority interests	0	0	0	0	0
Preferred dividends	-	-	-	-	-
Other items	-	-	-	-	-
Reported net profit	406	316	623	643	658
Non-recurring items & goodwill (net)	155	266	0	0	0
Recurring net profit	561	583	623	643	658
Per share (THB)					
Recurring EPS *	0.59	0.61	0.59	0.61	0.62
Reported EPS	0.43	0.33	0.59	0.61	0.62
DPS	0.55	0.56	0.53	0.55	0.56
Diluted shares (used to calculate per share data)	950	950	1,059	1,059	1,059
Growth					
Revenue (%)	12.7	5.1	7.9	3.0	2.0
Operating EBITDA (%)	19.3	4.1	6.4	2.7	1.7
Operating EBIT (%)	19.3	4.1	6.4	2.7	1.7
Recurring EPS (%)	8.9	3.8	(4.1)	3.2	2.3
Reported EPS (%)	(30.4)	(22.1)	76.7	3.2	2.3
Operating performance					
Gross margin inc. depreciation (%)	100.0	100.0	100.0	100.0	100.0
Gross margin exc. depreciation (%)	100.0	100.0	100.0	100.0	100.0
Operating EBITDA margin (%)	88.4	87.6	86.3	86.0	85.8
Operating EBIT margin (%)	88.4	87.6	86.3	86.0	85.8
Net margin (%)	66.8	66.0	65.4	65.5	65.7
Effective tax rate (%)	0.0	0.0	0.0	0.0	0.0
Dividend payout on recurring profit (%)	92.7	90.5	90.0	90.0	90.0
Interest cover (X)	4.1	4.1	4.1	4.2	4.3
Inventory days	-	-	-	-	-
Debtor days	-	-	-	-	0.2
Creditor days	-	-	-	-	
Operating ROIC (%)	5.9	6.0	6.2	6.4	-
ROIC (%)	5.9	6.0	6.2	6.4	-
ROE (%)	6.6	6.7	7.0	7.2	7.3
ROA (%)	5.6	5.7	5.9	6.0	4.7
* Pre-exceptional, pre-goodwill and fully diluted	0.0	0	0.0	0.0	
Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Rental and service income	840	883	953	982	1,002

Sources: WHA Industrial Leasehold REIT; FSSIA estimates

Financial Statements

WHA Industrial Leasehold REIT

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	20271
Recurring net profit	561	583	623	643	65
Depreciation	0	0	0	0	
Associates & minorities	0	0	0	0	
Other non-cash items	0	(1,370)	0	0	(
Change in working capital	68	568	147	200	19
Cash flow from operations	628	(220)	770	844	85
Capex - maintenance	-	-	-	-	
Capex - new investment	0	0	0	0	
let acquisitions & disposals	-	-	-	-	
Other investments (net)	0	0	0	0	
Cash flow from investing	Ő	Ő	ŏ	ŏ	
-	(506)				
Dividends paid	· · · ·	(602)	(561)	(579)	(592
quity finance	0	0	0	0	
Debt finance	(34)	1,088	338	70	6
Other financing cash flows	(175)	(178)	(199)	(202)	(202
cash flow from financing	(715)	307	(422)	(711)	(734
lon-recurring cash flows	-	-	-	-	
Other adjustments	0	20	0	0	
let other adjustments	0	20	(358)	(69)	(93
lovement in cash	(86)	108	(10)	64	2
ree cash flow to firm (FCFF)	809.97	(29.05)	969.71	1,045.08	1,056.93
ree cash flow to equity (FCFE)	419.48	709.80	550.88	643.01	620.8
		100.00	000.00	010101	020.0
er share (THB)		(0.00)	0.00		
CFF per share	0.76	(0.03)	0.92	0.99	1.0
CFE per share	0.40	0.67	0.52	0.61	0.5
ecurring cash flow per share	0.59	(0.83)	0.59	0.61	0.6
alance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	20276
angible fixed assets (gross)	12,664	13,484	13,498	13,498	13,498
ess: Accumulated depreciation	-	-	-	-	
angible fixed assets (net)	12,664	13,484	13,498	13,498	13,49
ntangible fixed assets (net)	0	0	0	0	
ong-term financial assets	0	0	0	0	
vest. in associates & subsidiaries	0	0	0	0	
ash & equivalents	368	475	465	530	55
/C receivable	0	0	0	0	
nventories	0	0	0	0	
Other current assets	77	81	90	88	8
Surrent assets	445	557	555	618	64
Other assets	0	0	0	0	
otal assets	13,109	14,041	14,053	14,115	14,14
Common equity	8,475	8,868	8,930	8,995	9,06
/inorities etc.	0	0	0	0	
otal shareholders' equity	8,475	8,868	8,930	8,995	9,06
ong term debt	4,334	4,754	4,742	4,742	4,74
Other long-term liabilities	13	74	79	82	6
ong-term liabilities	4,347	4,828	4,821	4,824	4,81
/C payable	-,,1	0	0	4, 0 4	4,01
	0	0	0	0	
hort term debt					
other current liabilities	287	345	301	297	27
urrent liabilities	287	345	301	297	27
otal liabilities and shareholders' equity	13,109	14,041	14,053	14,115	14,14
let working capital	(210)	(264)	(211)	(209)	(182
nvested capital	12,454	13,220	13,286	13,289	13,31
Includes convertibles and preferred stock which is being	g treated as debt				
er share (THB)					
ook value per share	8.92	9.34	8.43	8.50	8.5
angible book value per share	8.92	9.34	8.43	8.50	8.5
inancial strength					
•	40.0	40.0	47.0	40.0	10
let debt/equity (%)	46.8	48.2	47.9	46.8	46.
let debt/total assets (%)	30.3	30.5	30.4	29.8	29.
urrent ratio (x)	1.5	1.6	1.8	2.1	2.
F interest cover (x)	3.3	4.7	3.8	4.2	4.
	2023	2024	2025E	2026E	2027
aluation		10.3	10.8	10.5	10.
aluation lecurring P/E (x) *	10.7		12.6	12.2	11.
ecurring P/E (x) *		12.1			
ecurring P/E (x) * ecurring P/E @ target price (x) *	12.5	12.1 19.1		10.5	10
ecurring P/E (x) * ecurring P/E @ target price (x) * eported P/E (x)	12.5 14.8	19.1	10.8	10.5 8.6	
ecurring P/E (x) * ecurring P/E @ target price (x) * eported P/E (x) ividend yield (%)	12.5 14.8 8.6	19.1 8.7	10.8 8.3	8.6	10.: 8.:
ecurring P/E (x) * ecurring P/E @ target price (x) * eported P/E (x) ividend yield (%) rice/book (x)	12.5 14.8 8.6 0.7	19.1 8.7 0.7	10.8 8.3 0.8	8.6 0.7	8. 0.
ecurring P/E (x) * ecurring P/E @ target price (x) * eported P/E (x) ividend yield (%) rice/book (x) rice/tangible book (x)	12.5 14.8 8.6 0.7 0.7	19.1 8.7 0.7 0.7	10.8 8.3 0.8 0.8	8.6 0.7 0.7	8. 0. 0.
ecurring P/E (x) * ecurring P/E @ target price (x) * eported P/E (x) ividend yield (%) rice/book (x) rice/tangible book (x) V/EBITDA (x) **	12.5 14.8 8.6 0.7 0.7 13.5	19.1 8.7 0.7 0.7 13.3	10.8 8.3 0.8 0.8 13.4	8.6 0.7 0.7 12.9	8. 0. 0. 12.
ecurring P/E (x) * ecurring P/E @ target price (x) * eported P/E (x) ividend yield (%) rice/book (x) rice/tangible book (x)	12.5 14.8 8.6 0.7 0.7	19.1 8.7 0.7 0.7	10.8 8.3 0.8 0.8	8.6 0.7 0.7	

Sources: WHA Industrial Leasehold REIT; FSSIA estimates



Disclaimer for ESG scoring

ESG score	Methodolog	<u>ay</u>			Rating				
The Dow Jones Sustainability Indices (<u>DJSI</u>) By S&P Global	process bas from the anr Only the top inclusion.	 DJSI World applies a transparent, rules-based component selection cess based on the companies' Total Sustainability Scores resulting n the annual S&P Global Corporate Sustainability Assessment (CSA). y the top-ranked companies within each industry are selected for usion. 						an S&P Globa of the highest JSI indices are	
SET ESG Ratings List (<u>SETESG</u>) by The Stock Exchange of Thailand (<u>SET</u>)	managing b Candidates 1) no irregul float of >150 up capital. S 70%; 2) inde wrongdoing	usiness with tr must pass the ar trading of th shareholders ome key disque pendent direct related to CG,	nsibility in Environmenta ansparency in Governan preemptive criteria, with le board members and e , and combined holding r ualifying criteria include: tors and free float violatio social & environmental i arrnings in red for > 3 yea	ce, updated annually. two crucial conditions: xecutives; and 2) free nust be >15% of paid- 1) CG score of below on; 3) executives' impacts; 4) equity in	To be eligible for <u>SETESG inclusion</u> , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJS during the assessment year. The scoring will be fairly weighted against t nature of the relevant industry and materiality. <u>SETESG Index</u> is extended from the SET ESG Ratings companies who: 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)	annually by Thailand (SI	the Thai IOD,	h in sustainable developr with support from the Stc ts are from the perspectiv s.	ock Exchange of	Good (80-89), and not rated f equitable treat	3 for Good (70 or scores belo ment of shareh 25%); 4) disclo	ories: 5 for Excel)-79), 2 for Fair (f w 50. Weightings holders (weight 2 sure & transpare	60-69), 1 for P s include: 1) th 5% combined	ass (60-69), e rights; 2) ar); 3) the role o
AGM level By Thai Investors Association (TIA) with support from the SEC	treatment ar transparent out of five th criteria cove date (45%), circulation of s exercised. The and verifiabilit	e incorporated and sufficiently e CG compon r AGM proced and after the r sufficient informa e second assess y; and 3) openne	which shareholders' rights I into business operations y disclosed. All form impo- ents to be evaluated ann ures before the meeting meeting (10%). (The first a tion for voting; and 2) facilitat es 1) the ease of attending m ses for Q&A. The third involve es, resolutions and voting reso	s and information is ortant elements of two nually. The assessment (45%), at the meeting ssesses 1) advance ting how voting rights can be neetings; 2) transparency is the meeting minutes that			o four categories: (80-89), and not		
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	establishme policies. The (Companies d Declaration of Certification, ii managers and	nt of key contr e Certification i eciding to becon Intent to kick off including risk ass	Checklist include corrupti ols, and the monitoring a is good for three years. e a CAC certified member si an 18-month deadline to sub essment, in place of policy an ablishment of whistleblowing Il stakeholders.)	and developing of tart by submitting a bmit the CAC Checklist for nd control, training of	passed Checkl	ist will move fo se members a	ed by a committe or granting certific re twelve highly i ichievements.	cation by the (CAC Council
<u>Morningstar</u> Sustainalytics	based on an risk is unma regulatory filin	assessment of naged. Sources	sk rating provides an ove of how much of a compar s to be reviewed include corp ner media, NGO reports/webs	ny's exposure to ESG porate publications and sites, multi-sector	more risk is un	managed, the	score is the sum higher ESG risk	is scored.	
		ompany feedbac uality & peer rev	k, ESG controversies, issuer iews.	feedback on draft ESG	NEGL 0-10	Low 10-20	Medium 20-30	High 30-40	Severe 40+
ESG Book	positioned to the principle helps explai over-weighti	o outperform o of financial m n future risk-ad	sustainable companies th ver the long term. The m ateriality including inform djusted performance. Ma th higher materiality and rly basis.	ethodology considers ation that significantly teriality is applied by	The total ESG scores using m	score is calcul ateriality-base	ated as a weight d weights. The s ndicating better p	ed sum of the core is scaled	features
<u>MSCI</u>				anagement of financially their exposure to ESG ris					ethodology to
	AAA AA	8.571-10.00 7.143-8.570	Leader:	leading its industry in m	anaging the most s	ignificant ESG ri	sks and opportunitie	es	
	A 5.714-7.142 BBB 4.286-5.713 Average: BB 2.857-4.285							nities relative to	
	B CCC	1.429-2.856 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 ass believes tha	esses the dec t a company ir	ree to which companies	take into account ESG o to its business model and medium to long term.					
Refinitiv ESG rating	based on pu	blicly available	e and auditable data. The	a company's relative ES score ranges from 0 to are 0 to 25 = poor; >25 to 50	100 on relative E	SG performar	nce and insufficie	nt degree of t	
S&P Global				asuring a company's perfessification. The score ran			of ESG risks, op	portunities, ar	d impacts
Bloomberg	ESG Score		Bloomberg score evalu	ating the company's agg mberg's view of ESG fina	regated Environr	nental, Social The score is	a weighted gene	ralized mean (
			of Pillar Scores, where	the weights are determin	ed by the pillar p	riority ranking	. Values range fr	om 0 to 10; 10) is the best.

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

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History of change in investment rating and/or target price



Jitra Amornthum started covering this stock from 02-May-2024

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
WHA Industrial Leasehold REIT	WHAIR TB	THB 6.35	BUY	Downside risks ต่อราคาเป้าหมายของเรา 1) เศรษฐกิจและการลงทุนเติบโตต่ำกว่าคาด; 2) อัตรา ดอกเบี้ยเป็นขาขึ้นและสูงกว่าคาด; 3) ลูกค้าไม่ต่อสัญญาเช่าและกองทรัสต์ไม่สามารถหาผู้เช่าใหม่ ทดแทนได้ 4) ภัยพิบัติทางธรรมชาติ 5) ความไม่สงบทางการเมืองในประเทศ

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 19-Feb-2025 unless otherwise stated.



RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as (target price* - current price) / 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.