

AP (THAILAND) AP TB

THAILAND / PROPERTY DEVELOPMENT

BUY
 UNCHANGED

Aggressive plan to achieve 2025E growth

- The 2025 plan calls for aggressive new launches of THB65b (+35% y-y), presales growth of 18% y-y, and 9% transfer growth y-y.
- An increase in ongoing projects and successful new sizable condo launches should be key drivers for presales growth.
- Retain our top BUY call at a TP of THB9.7.

Healthy 4Q24 performances as expected

AP reported a 4Q24 net profit of THB1.29b (-11% q-q, -3% y-y), aligning with our estimate. Overall, the core operation was better than an anticipated decrease y-y for the property sector. Transfers amounted to THB9b (-6% q-q, flat y-y), led by low-rise transfers of THB8.8b (+1% q-q, +4% y-y), the highest in nine quarters. The property gross margin stood at 31.7%, up from 31.4% in 3Q24 but down from 35.2% in 4Q23 due to intense competition. Also, the profit sharing from JVs jumped by 62% y-y from the continuous realization of two new condos from 2Q-3Q24. By the end-24, AP posted a net profit of THB5b (-17% y-y) and a strong financial position with a lower net D/E of 0.7x, down from 0.79x in 2023.

Higher new low-rise and condo launches

Management unveiled an aggressive 2025 business plan, aiming for growth in all aspects. It planned to introduce 42 projects with a combined value of THB65b (+35% y-y), comprising 69% low-rises and 31% condos, focusing mainly on the mid-to-high-end segment. Of which, 36 would be low-rises with a combined value of THB44.8b (+17% y-y). In particular, it planned to launch detached houses to replenish its depleting inventory. Also, it would introduce six new condos with a combined value of THB20.2b (+105% y-y) under JV projects through its Aspire and Life brands.

Presales and transfer growth targets of 18% y-y and 9% y-y

AP has set its presales target for 2025 at THB55b (+18% y-y), led by low-rises of THB37.5b (+21% y-y) and condos of THB17.5b (+11% y-y). Crucial drivers include 1) the increase in ongoing projects to 184 projects at end-24, especially townhouses, which did not have ample supply in the market; 2) more new launches, particularly sizable condos, with a 30-40% presales target. Moreover, it targets growth in AP transfers to THB38.6b (+9% y-y), comprising 96% low-rises and 4% condos, higher than our estimate by 4%. The property gross margin should be flat y-y at 32% as it focuses on controlling inventories, reducing the pressure for aggressive promotions.

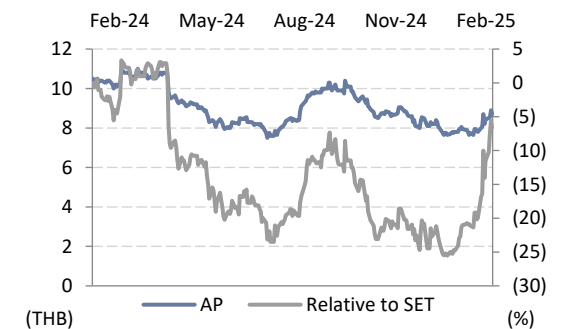
Retain our estimate and top BUY call at a TP of THB9.7

We maintain our 2025E net profit of THB5.1b (+2% y-y). In the short-term, we project 1Q25 project to drop q-q from seasonality and fewer new launches but grow y-y after 1QTD presales have increased by 48% y-y. We retain our TP of THB9.7 and top BUY rating. AP announced a 2024 DPS of THB0.60, yielding 6.9%. The XD date is 7 May 2025.

TARGET PRICE	THB9.70
CLOSE	THB8.70
UP/DOWNSIDE	+11.5%
PRIOR TP	THB9.70
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-6.9%

KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	36,988	38,271	40,038	40,381
Net profit	5,020	5,117	5,307	5,606
EPS (THB)	1.60	1.63	1.69	1.78
vs Consensus (%)	-	0.8	(2.6)	(2.4)
EBITDA	5,774	5,835	6,387	6,433
Recurring net profit	5,014	5,117	5,307	5,606
Core EPS (THB)	1.59	1.63	1.69	1.78
Chg. In EPS est. (%)	nm	0.3	0.3	nm
EPS growth (%)	(17.0)	2.1	3.7	5.6
Core P/E (x)	5.5	5.3	5.2	4.9
Dividend yield (%)	6.9	6.9	6.9	7.5
EV/EBITDA (x)	10.0	9.8	8.5	8.2
Price/book (x)	0.6	0.6	0.5	0.5
Net debt/Equity (%)	70.1	63.7	53.9	46.9
ROE (%)	11.9	11.3	10.9	10.8



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	11.5	1.2	(18.7)
Relative to country (%)	23.0	19.0	(6.8)
Mkt cap (USD m)	807		
3m avg. daily turnover (USD m)	3.2		
Free float (%)	66		
Major shareholder	Mr. Anuphong Assavabhokhin (21%)		
12m high/low (THB)	11.20/7.50		
Issued shares (m)	3,145.90		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

The property market in 2024-25 appears to be facing a number of concerns and challenges, such as economic uncertainties, weak purchasing power, fierce competition, and financial institutions' tight credit underwriting.

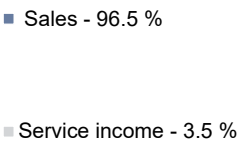
However, AP has strengths in its flexible and well-diversified portfolio. It covers low-rise and condo projects in every market segment in Bangkok and other provinces, which should help increase and sustain growth potential. Moreover, its aggressive strategy of continually launching new projects in multiple locations should support a high market share.

Company profile

AP develops property for sale, including condos, townhomes, detached houses, semi-detached, and home offices. They are in urban areas and business centers, offering convenience and designs that answer each customer group's demand. Also, it provides comprehensive property-related services under its affiliates.

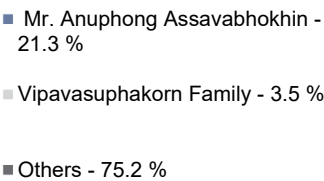
www.apthai.com

Principal activities (revenue, 2024)



Source: AP (Thailand)

Major shareholders



Source: AP (Thailand)

Catalysts

Key potential growth drivers include:

- 1) Successful new condo launches;
- 2) Presales growth;
- 3) Sooner-than-expected recovery in the economy and property market;
- 4) Property stimulus and LTV easing;
- 5) An interest rate downtrend.

Risks to our call

Downside risks to our P/E-based TP include 1) a higher-than-expected slowdown in the low-rise market; 2) lower-than-expected new launches and take-up rates; 3) a slow economic recovery; 4) an impact from the interest rate uptrend on purchasing power; 5) a higher rejection rate and customer cancellation; 6) construction delay and labor shortages; and 7) fierce competition.

Event calendar

Date	Event
May 2025	1Q25 results announcement

Key assumptions

	2025E	2026E	2027E
Transfer revenue (THB m)	36,874	38,571	38,870
Service income (THB m)	1,397	1,467	1,511
Property GPM (%)	31.5	32.0	32.0
GPM (%)	33.4	33.9	33.9
SG&A to sales (%)	18.7	18.5	18.6

Source: FSSIA estimates

Earnings sensitivity

- For every 5% increase in transfers, we estimate 2025 net profit to rise by 4%, and vice versa, all else being equal.
- For every 0.5% increase in property GPM, we estimate 2025 net profit to rise by 3%, and vice versa, all else being equal.
- For every 0.5% increase in SG&A to sales, we estimate 2025 net profit to fall by 3%, and vice versa, all else being equal.

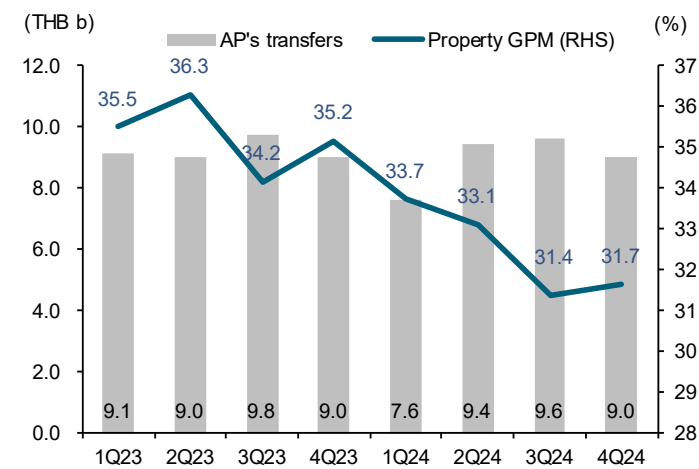
Source: FSSIA estimates

Exhibit 1: AP – 4Q24 results summary

	4Q23	1Q24	2Q24	3Q24	4Q24	----- Change -----		2023	2024	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)
Total revenue	9,287	7,939	9,789	9,948	9,312	(6)	0	38,045	36,988	(3)
Gross profit	3,394	2,837	3,415	3,301	3,119	(6)	(8)	13,897	12,673	(9)
SG&A	(2,125)	(1,649)	(1,859)	(1,865)	(1,800)	n/a	n/a	(7,520)	(7,174)	n/a
Operating profit	1,269	1,188	1,556	1,436	1,319	(8)	4	6,377	5,499	(14)
Other income	179	29	89	255	93	(64)	(48)	342	466	36
Interest expense	(56)	(123)	(173)	(210)	(204)	n/a	n/a	(261)	(709)	n/a
Profit before tax	1,417	1,094	1,471	1,438	1,189	(17)	(16)	6,291	5,193	(17)
Tax	(305)	(222)	(357)	(329)	(243)	n/a	n/a	(1,304)	(1,151)	n/a
Associates	211	136	154	341	341	(0)	62	1,055	972	(8)
Reported net profit	1,335	1,008	1,269	1,450	1,293	(11)	(3)	6,054	5,020	(17)
Normalised profit	1,323	1,008	1,269	1,450	1,287	(11)	(3)	6,043	5,014	(17)
Key Ratio (%)	(%)	(%)	(%)	(%)	(%)	(ppt)	(ppt)	(%)	(%)	(ppt)
Property gross margin	35.2	33.7	33.1	31.4	31.7	0.3	(3.5)	35.3	32.4	(2.9)
Gross margin	36.5	35.7	34.9	33.2	33.5	0.3	(3.1)	36.5	34.3	(2.3)
Operating margin	13.7	15.0	15.9	14.4	14.2	(0.3)	0.5	16.8	14.9	(1.9)
Net profit margin	14.4	12.7	13.0	14.6	13.9	(0.7)	(0.5)	15.9	13.6	(2.3)
Normalized profit margin	14.2	12.7	13.0	14.6	13.8	(0.8)	(0.4)	15.9	13.6	(2.3)
Operating statistics	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)
Property transfers	9,009	7,607	9,444	9,620	9,018	(6)	0	36,927	35,688	(3)
-- Low-rise	8,433	7,088	7,699	8,662	8,784	1	4	34,455	32,233	(6)
-- High-rise	576	519	1,745	958	234	(76)	(59)	2,422	3,097	28

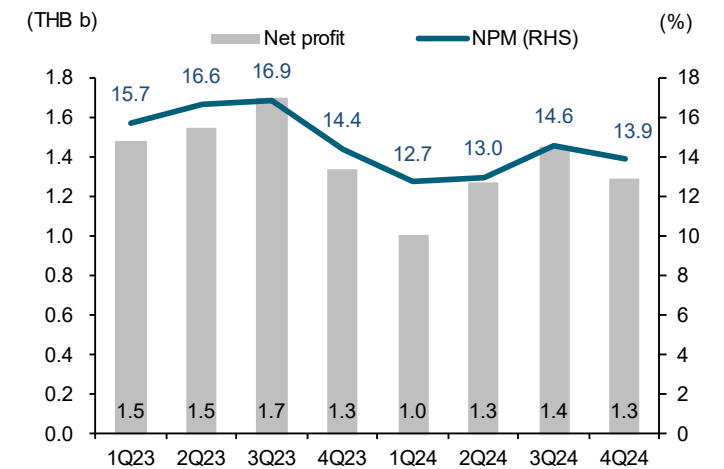
Sources: AP; FSSIA's compilations

Exhibit 2: Quarterly transfers and GPM

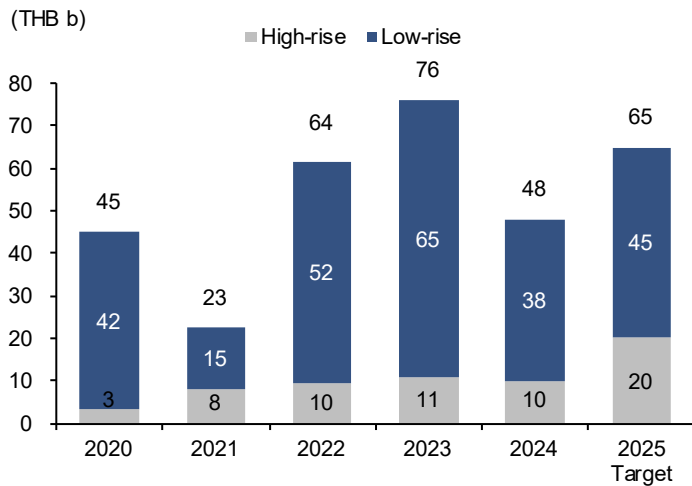


Sources: AP; FSSIA's compilations

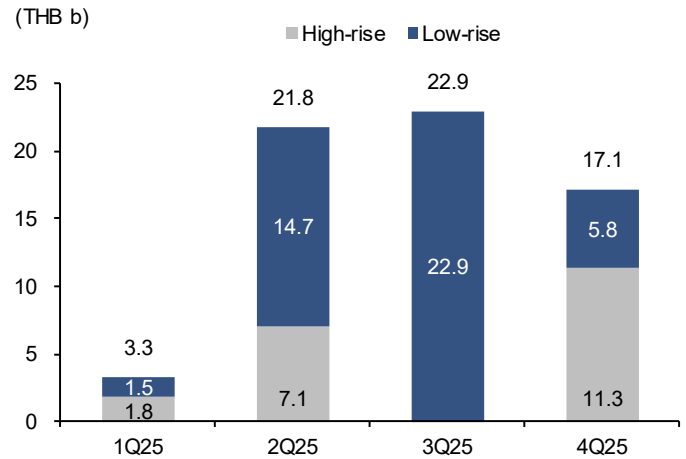
Exhibit 3: Quarterly net profit and NPM



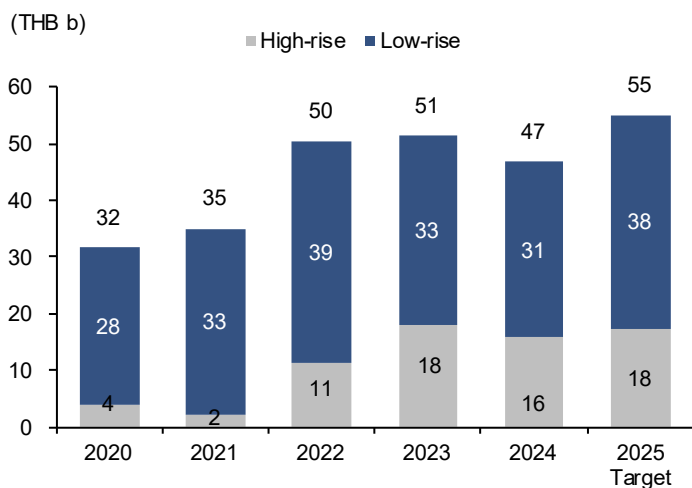
Sources: AP; FSSIA's compilations

Exhibit 4: Yearly new launches

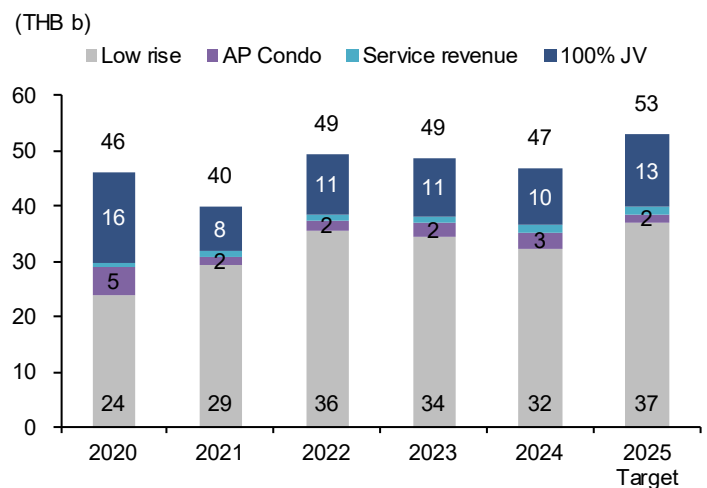
Sources: AP; FSSIA's compilations

Exhibit 5: Quarterly new launches

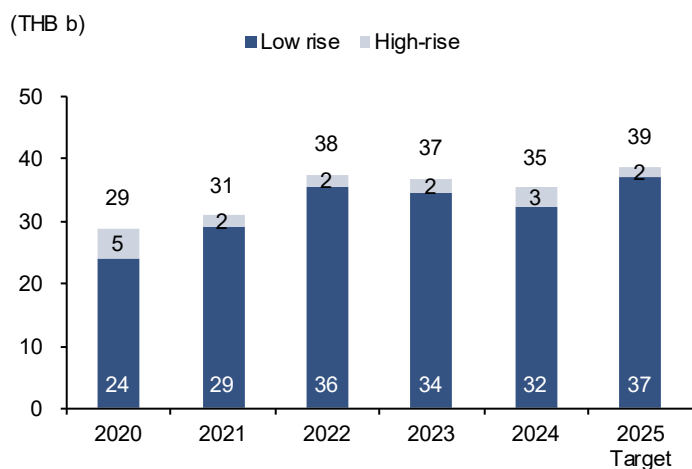
Sources: AP; FSSIA's compilations

Exhibit 6: Yearly presales

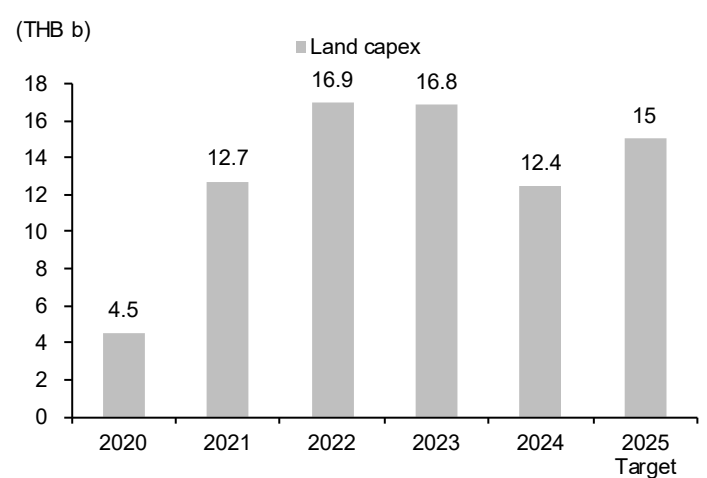
Sources: AP; FSSIA's compilations

Exhibit 7: Total revenue (included 100% JV)

Sources: AP; FSSIA's compilations

Exhibit 8: AP's transfers

Sources: AP; FSSIA's compilations

Exhibit 9: Land capex

Sources: AP; FSSIA's compilations

Exhibit 10: Two new project launches worth THB3.25b in 1Q25

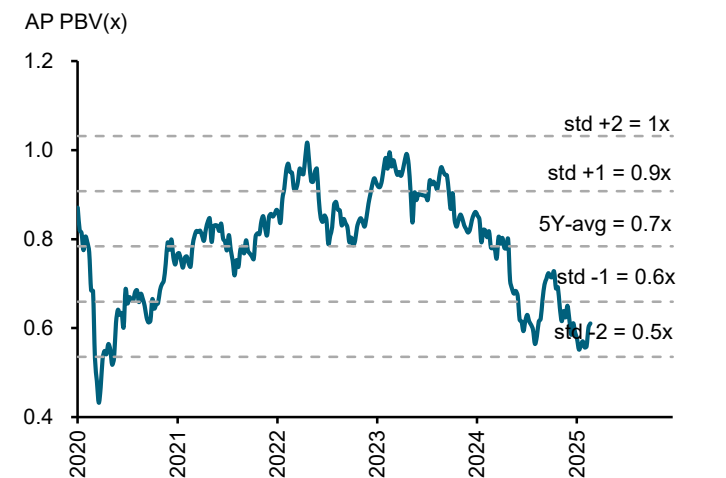
Source: AP

Exhibit 11: Four newly built condos in 2025

Source: AP

Exhibit 12: Historical P/E band

Sources: Bloomberg; FSSIA estimates

Exhibit 13: Historical P/BV band

Sources: Bloomberg; FSSIA estimates

Financial Statements

AP (Thailand)

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	38,045	36,988	38,271	40,038	40,381
Cost of goods sold	(24,148)	(24,316)	(25,482)	(26,463)	(26,673)
Gross profit	13,897	12,673	12,789	13,575	13,708
Other operating income	0	0	0	0	0
Operating costs	(7,520)	(7,174)	(7,157)	(7,407)	(7,511)
Operating EBITDA	6,668	5,774	5,835	6,387	6,433
Depreciation	(290)	(275)	(202)	(219)	(236)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	6,377	5,499	5,632	6,168	6,197
Net financing costs	(247)	(681)	(724)	(666)	(646)
Associates	1,055	972	970	721	983
Recurring non-operating income	1,215	1,347	1,310	1,061	1,323
Non-recurring items	12	6	0	0	0
Profit before tax	7,358	6,171	6,219	6,563	6,873
Tax	(1,304)	(1,151)	(1,102)	(1,256)	(1,266)
Profit after tax	6,054	5,020	5,117	5,307	5,607
Minority interests	0	0	0	0	0
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
Reported net profit	6,054	5,020	5,117	5,307	5,606
Non-recurring items & goodwill (net)	(12)	(6)	0	0	0
Recurring net profit	6,043	5,014	5,117	5,307	5,606
Per share (THB)					
Recurring EPS *	1.92	1.59	1.63	1.69	1.78
Reported EPS	1.92	1.60	1.63	1.69	1.78
DPS	0.70	0.60	0.60	0.60	0.65
Diluted shares (used to calculate per share data)	3,146	3,146	3,146	3,146	3,146
Growth					
Revenue (%)	(1.3)	(2.8)	3.5	4.6	0.9
Operating EBITDA (%)	9.2	(13.4)	1.1	9.5	0.7
Operating EBIT (%)	9.6	(13.8)	2.4	9.5	0.5
Recurring EPS (%)	2.9	(17.0)	2.1	3.7	5.6
Reported EPS (%)	3.0	(17.1)	1.9	3.7	5.6
Operating performance					
Gross margin inc. depreciation (%)	36.5	34.3	33.4	33.9	33.9
Gross margin exc. depreciation (%)	37.3	35.0	33.9	34.5	34.5
Operating EBITDA margin (%)	17.5	15.6	15.2	16.0	15.9
Operating EBIT margin (%)	16.8	14.9	14.7	15.4	15.3
Net margin (%)	15.9	13.6	13.4	13.3	13.9
Effective tax rate (%)	20.7	22.2	21.0	21.5	21.5
Dividend payout on recurring profit (%)	36.4	37.6	36.8	35.5	36.4
Interest cover (X)	30.8	10.1	9.6	10.8	11.6
Inventory days	971.2	1,085.1	1,044.8	1,026.0	1,030.5
Debtor days	1.2	1.7	1.9	1.9	1.9
Creditor days	47.8	43.1	41.1	43.3	42.2
Operating ROIC (%)	8.6	6.5	6.6	7.1	7.0
ROIC (%)	9.1	7.2	7.2	7.3	7.5
ROE (%)	15.6	11.9	11.3	10.9	10.8
ROA (%)	8.2	6.6	6.6	6.6	6.8

* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Sales	36,927	35,688	36,874	38,571	38,870
Service income	1,118	1,300	1,397	1,467	1,511

Sources: AP (Thailand); FSSIA estimates

Financial Statements

AP (Thailand)

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	6,043	5,014	5,117	5,307	5,606
Depreciation	290	275	202	219	236
Associates & minorities	-	-	-	-	-
Other non-cash items	12	6	0	0	0
Change in working capital	(14,896)	(290)	(2,069)	(356)	(1,389)
Cash flow from operations	(8,552)	5,005	3,250	5,170	4,454
Capex - maintenance	0	0	0	0	0
Capex - new investment	(279)	(1,118)	(654)	(532)	(559)
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	-	-	-	-	-
Cash flow from investing	(279)	(1,118)	(654)	(532)	(559)
Dividends paid	(2,045)	(2,113)	(1,883)	(1,884)	(2,041)
Equity finance	0	0	0	0	0
Debt finance	11,267	(1,250)	(444)	(2,490)	(1,490)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	9,221	(3,362)	(2,327)	(4,374)	(3,530)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
Net other adjustments	0	0	0	0	0
Movement in cash	391	524	269	265	365
Free cash flow to firm (FCFF)	(8,569.86)	4,596.06	3,347.74	5,333.36	4,570.36
Free cash flow to equity (FCFE)	2,435.47	2,636.92	2,151.95	2,148.48	2,405.88
Per share (THB)					
FCFF per share	(2.72)	1.46	1.06	1.70	1.45
FCFE per share	0.77	0.84	0.68	0.68	0.76
Recurring cash flow per share	2.02	1.68	1.69	1.76	1.86
Balance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Tangible fixed assets (gross)	1,671	1,534	1,530	1,618	1,709
Less: Accumulated depreciation	(290)	(275)	(202)	(219)	(236)
Tangible fixed assets (net)	1,381	1,259	1,328	1,399	1,473
Intangible fixed assets (net)	0	0	0	0	0
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	6,702	7,667	8,051	8,292	8,541
Cash & equivalents	2,041	2,565	2,834	3,099	3,464
A/C receivable	145	193	199	208	210
Inventories	71,705	71,240	73,482	74,054	75,225
Other current assets	681	899	919	961	969
Current assets	74,572	74,898	77,433	78,322	79,868
Other assets	1,288	1,069	1,301	1,361	1,373
Total assets	83,944	84,893	88,113	89,375	91,254
Common equity	40,757	43,664	46,898	50,321	53,887
Minorities etc.	(20)	(20)	(20)	(20)	(20)
Total shareholders' equity	40,737	43,645	46,878	50,301	53,867
Long term debt	20,964	21,905	22,073	21,713	20,616
Other long-term liabilities	913	735	764	794	800
Long-term liabilities	21,877	22,640	22,837	22,507	21,417
A/C payable	3,033	2,641	3,058	3,176	2,934
Short term debt	13,428	11,237	10,625	8,495	8,102
Other current liabilities	4,868	4,730	4,714	4,896	4,935
Current liabilities	21,329	18,608	18,398	16,566	15,971
Total liabilities and shareholders' equity	83,944	84,893	88,113	89,375	91,254
Net working capital	64,630	64,961	66,827	67,152	68,535
Invested capital	74,001	74,957	77,507	78,205	79,922
* Includes convertibles and preferred stock which is being treated as debt					
Per share (THB)					
Book value per share	12.96	13.88	14.91	16.00	17.13
Tangible book value per share	12.96	13.88	14.91	16.00	17.13
Financial strength					
Net debt/equity (%)	79.4	70.1	63.7	53.9	46.9
Net debt/total assets (%)	38.5	36.0	33.9	30.3	27.7
Current ratio (x)	3.5	4.0	4.2	4.7	5.0
CF interest cover (x)	12.0	6.5	4.9	5.0	5.6
Valuation	2023	2024	2025E	2026E	2027E
Recurring P/E (x) *	4.5	5.5	5.3	5.2	4.9
Recurring P/E @ target price (x) *	5.1	6.1	6.0	5.8	5.4
Reported P/E (x)	4.5	5.5	5.3	5.2	4.9
Dividend yield (%)	8.0	6.9	6.9	6.9	7.5
Price/book (x)	0.7	0.6	0.6	0.5	0.5
Price/tangible book (x)	0.7	0.6	0.6	0.5	0.5
EV/EBITDA (x) **	9.0	10.0	9.8	8.5	8.2
EV/EBITDA @ target price (x) **	9.4	10.6	10.3	9.0	8.7
EV/invested capital (x)	0.8	0.8	0.7	0.7	0.7
* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income					

Sources: AP (Thailand); FSSIA estimates

AP (Thailand) PCL (AP TB)

FSSIA ESG rating


53.36 /100

Exhibit 14: 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 15: 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
AP	53.36	--	Y	Y	5.00	5.00	Certified	Low	43.30	--	--	16.91	24.00	1.89	34.26
ASW	27.00	--	Y	Y	5.00	4.00	Declared	--	--	--	--	--	--	--	--
BRI	16.00	--	--	--	4.00	4.00	Declared	--	--	--	--	--	--	--	--
NOBLE	30.88	--	Y	Y	5.00	5.00	Certified	--	--	--	--	--	7.00	--	--
ORI	53.22	--	Y	Y	5.00	5.00	Certified	Medium	41.33	--	--	48.60	--	3.82	52.01
SC	60.14	--	Y	Y	5.00	4.00	Certified	Low	45.20	--	--	70.85	25.00	2.34	42.60
SIRI	66.14	--	Y	Y	5.00	5.00	Certified	Low	43.82	A	--	57.85	23.00	3.00	61.14
SPALI	59.80	--	Y	Y	5.00	5.00	Certified	Low	52.93	BB	--	36.30	24.00	2.19	42.36

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

Exhibit 16: 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	0.96	2.34	1.85	2.17	1.77	1.84	2.01	1.89
BESG environmental pillar score	0.00	0.16	0.16	0.16	0.16	0.16	0.16	0.16
BESG social pillar score	0.00	6.19	3.48	5.30	3.14	3.57	4.68	4.32
BESG governance pillar score	3.86	4.12	3.93	3.98	3.86	3.81	3.75	3.54
ESG disclosure score	30.64	33.76	33.76	34.10	34.10	34.10	34.26	34.26
Environmental disclosure score	0.00	1.27	1.27	1.27	1.27	1.27	1.75	1.75
Social disclosure score	10.64	12.45	12.45	13.48	13.48	13.48	13.48	13.48
Governance disclosure score	81.10	87.36	87.36	87.36	87.36	87.36	87.36	87.36
Environmental								
Emissions reduction initiatives	No	No	No	No	No	No	No	No
Climate change policy	No	No	No	No	No	No	No	No
Climate change opportunities discussed	No	No	No	No	No	No	No	No
Risks of climate change discussed	No	No	No	No	No	No	No	No
GHG scope 1	—	—	—	—	—	—	—	—
GHG scope 2 location-based	—	—	—	—	—	—	—	—
GHG Scope 3	—	—	—	—	—	—	—	—
Carbon per unit of production	—	—	—	—	—	—	—	—
Biodiversity policy	No	No	No	No	No	No	No	No
Energy efficiency policy	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	—	—	—	—	—	—	—	—
Renewable energy use	—	—	—	—	—	—	—	—
Electricity used	—	—	—	—	—	—	—	—
Fuel used - natural gas	—	—	—	—	—	—	—	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 17: 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	No	No	Yes	Yes
Hazardous waste	—	—	—	—	—	—	—	—
Total waste	—	—	—	—	—	—	—	—
Waste recycled	—	—	—	—	—	—	—	—
Waste sent to landfills	—	—	—	—	—	—	—	—
Environmental supply chain management	No	No	No	No	No	No	No	No
Water policy	No	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	No	No	No	Yes	Yes	Yes	Yes	Yes
Quality assurance and recall policy	No	No	No	No	No	No	No	No
Consumer data protection policy	No	No	No	No	No	No	No	No
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	—	—	—	—	—	—	—	—
Pct disabled in workforce	—	—	—	—	—	—	—	—
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	—	—	—	—	—	—	—	—
Total recordable incident rate - employees	—	0	0	0	0	0	0	0
Training policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	No
Number of employees – CSR	1,670	1,858	1,995	2,239	2,571	2,724	2,589	2,878
Employee turnover pct	—	—	—	—	—	—	—	—
Total hours spent by firm - employee training	—	—	—	—	—	—	—	—
Social supply chain management	No	No	No	No	No	No	No	No
Governance								
Board size	13	13	13	13	13	13	13	13
No. of independent directors (ID)	7	7	7	7	7	7	7	7
No. of women on board	1	1	1	1	1	1	1	1
No. of non-executive directors on board	7	7	7	7	7	7	7	7
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	11	11	13	12	11	10	10	11
Board meeting attendance pct	91	90	98	95	96	98	98	99
Board duration (years)	3	3	3	3	3	3	3	3
Director share ownership guidelines	No	No	No	No	No	No	No	No
Age of the youngest director	49	50	51	52	53	54	55	56
Age of the oldest director	72	70	71	72	70	71	72	73
No. of executives / company managers	22	20	19	17	18	18	17	17
No. of female executives	4	2	3	4	4	4	4	4
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	3	4	4	4	4	4	4
No. of ID on audit committee	3	3	4	4	4	4	4	4
Audit committee meetings	4	5	4	4	4	4	4	4
Audit meeting attendance %	100	100	93	100	100	100	100	100
Size of compensation committee	5	5	5	5	5	5	5	5
No. of ID on compensation committee	3	3	3	3	3	3	3	3
No. of compensation committee meetings	2	2	2	2	2	2	2	2
Compensation meeting attendance %	100	100	88	90	100	100	100	90
Size of nomination committee	5	5	5	5	5	5	5	5
No. of nomination committee meetings	2	2	2	2	2	2	2	2
Nomination meeting attendance %	100	100	88	90	100	100	100	90
Sustainability governance								
Verification type	No	No	No	No	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 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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Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																					
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																					
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																					
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																				
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																				

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

Source: FSSIA's compilation

GENERAL DISCLAIMER

ANALYST(S) CERTIFICATION

Thanyatorn Songwutti FSS International Investment Advisory Securities Co., Ltd

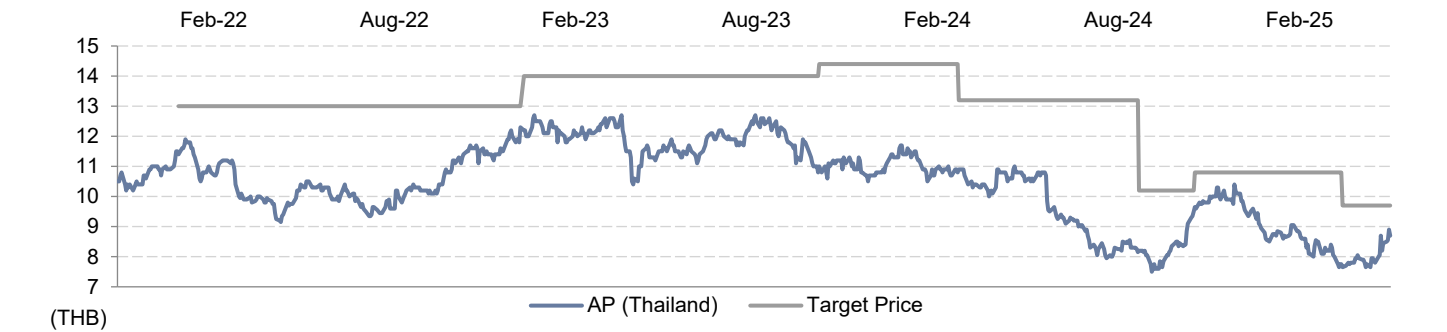
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s)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

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History of change in investment rating and/or target price

AP (Thailand) (AP TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
21-Apr-2022	BUY	13.00	21-Feb-2024	BUY	13.20	16-Jan-2025	BUY	9.70
10-Feb-2023	BUY	14.00	25-Jul-2024	BUY	10.20			
24-Oct-2023	BUY	14.40	11-Sep-2024	BUY	10.80			

Thanyatorn Songwutti started covering this stock from 10-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
AP (Thailand)	AP TB	THB 8.70	BUY	Downside risks to our P/E-based TP include 1) a higher-than-expected slowdown in the low-rise market; 2) lower-than-expected new launches and take-up rates; 3) a slow economic recovery; 4) an impact from the interest rate uptrend on purchasing power; 5) a higher rejection rate and customer cancellation; 6) construction delay and labor shortages; and 7) fierce competition.

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 27-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.