

# SUPALAI SPALI TB

## THAILAND / PROPERTY DEVELOPMENT

# REDUCE

UNCHANGED

TARGET PRICE	THB14.20
CLOSE	THB15.60
UP/DOWNSIDE	-9.0%
PRIOR TP	THB14.20
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-19.4%

## 2Q25E rebound, but muted overall

- Expect 2Q25 net profit to drop 23% y-y, but sharply recover 205% q-q in line with an increase in transfers from a low base in 1Q25.
- We are unimpressed with the narrower 2Q25E GPM, pressured by aggressive price promotions and a decrease in condo transfers.
- Maintain our 2025 profit estimate, TP, and REDUCE rating.

### 2Q25 low-rise transfers should improve, but condos soften

We project 2Q25 transfers of THB6.6b (+88% q-q, -16% y-y), comprising 88% low-rises and 12% condos. The q-q improvement should come from an increase in low-rise transfers to THB5.8b (+150% q-q, +7% y-y), supported by a low base in 1Q25 and backlog realization. However, condo transfers should plummet 34% q-q and 67% y-y to THB792m due to a slowdown in condo demand following the impact of the earthquake as well as the completion of just one new condo late in the quarter: Supalai Blue Whale Hua Hin (vs three new projects in 2Q24).

### Expect 2Q25 profit to recover q-q, but remain lower y-y

In 2Q25, SPALI launched more aggressive price promotions due to sluggish demand in the market and fierce competition. Moreover, the proportion of condo transfers should decrease to 12% in 2Q25 (vs 30-35% in 1Q25 and 2Q24), which is expected to pressure its property gross margin down to its lowest level at 32.5% (vs 38.8% in 1Q25 and 36.1% in 2Q24). However, the key driver of 2Q25 earnings is a significant increase in the share of profits from its JVs in Australia, potentially rising 204% q-q and 69% y-y to THB400m, supported by seasonality and domestic stimulus measures. As a result, we estimate 2Q25 net profit at THB1.2b (+205% q-q, -23% y-y), a y-y decline for the third consecutive quarter.

### Condo sentiment to recover in 2H25; some project launches delayed

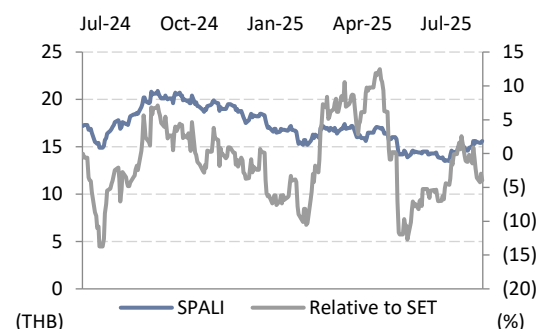
Management expects the property market in 2H25 to improve from 1H25, especially condo demand, which is recovering from a low base in 2Q25. Condo customer visits have currently recovered to 80% and are expected to reach 85-90% later in the year. In 3Q25, SPALI plans to introduce Supalai Elite Sukhumvit 39 (THB2.1b) with a take-up rate target of 35%, supported by reasonable pricing at THB120k/sqm. However, three condo launches scheduled for 2H25 could be delayed until 2026, due mainly to stricter EIA approval criteria. The 2025 new launch value should decline to THB36b from the previous plan of THB46b, which might pose a 15-20% downside risk to the company's presales target of THB32b.

### Lack of catalysts amid challenging outlook

Our current 2025 forecast calls for a net profit of THB4.3b (-30% y-y), based on a transfer assumption of THB23.8b (-23% y-y). SPALI had a backlog of THB12.6b at end-2Q25. Of that, it will book THB7.1b this year, which is enough to secure 72% of our 2025 transfer estimate. We maintain our TP of THB14.2 and a REDUCE rating. Although 2H25 earnings momentum should improve h-h, we continue to monitor the progress of inventory sales and the intense market competition.

### KEY STOCK DATA

YE Dec (THB m)	2024	2025E	2026E	2027E
Revenue	31,194	24,170	27,350	28,221
Net profit	6,190	4,303	5,083	5,225
EPS (THB)	3.17	2.20	2.60	2.68
vs Consensus (%)	-	(17.5)	(8.2)	(7.5)
EBITDA	7,665	5,052	5,984	6,146
Recurring net profit	6,190	4,303	5,083	5,225
Core EPS (THB)	3.17	2.20	2.60	2.68
Chg. In EPS est. (%)	-	-	-	-
EPS growth (%)	3.3	(30.5)	18.1	2.8
Core P/E (x)	4.9	7.1	6.0	5.8
Dividend yield (%)	9.3	6.4	7.3	7.4
EV/EBITDA (x)	7.9	11.9	9.7	9.3
Price/book (x)	0.6	0.5	0.5	0.5
Net debt/Equity (%)	53.6	50.2	44.6	40.5
ROE (%)	11.9	7.9	8.9	8.7



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	15.6	(8.2)	(9.8)
Relative to country (%)	0.7	(13.2)	(3.8)
Mkt cap (USD m)	920		
3m avg. daily turnover (USD m)	3.2		
Free float (%)	60		
Major shareholder	Tangmatitham Family (30%)		
12m high/low (THB)	21.10/13.20		
Issued shares (m)	1,953.05		

Sources: Bloomberg consensus; FSSIA estimates



Thanyatorn Songwutti

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

### Investment thesis

SPALI is a leading property developer with well-recognized brands in Thailand. Its strength lies in a flexible and well-diversified portfolio, including detached houses, townhouses, townhomes, and condos. SPALI’s growth strategy focused on project locations in Bangkok and its vicinity and 28 other provinces in 2023. It plans to include more provinces every year. Besides Thailand, SPALI also invests in projects in Australia. It has a strong balance sheet with a higher gross margin than its peers.

### Company profile

Established on June 26, 1989, and listed on the SET on November 17, 1993, SPALI is a residential and commercial property developer. In 2014, it expanded investment to Australia through a joint venture with an Australian property developer. In 2023, revenue from low-rises, condos, and projects in Australia accounted for 54%, 46%, and 2% of the total revenue, respectively.

[www.supalai.com](http://www.supalai.com)

### Principal activities (revenue, 2024)

Real estate - 98.8 %

Rentals & Services - 1.2 %

Source: Supalai

---

### Major shareholders

Tangmatitham Family - 30.0 %

Thai NVDR - 9.9 %

Others - 60.2 %

Source: Supalai

### Catalysts

Potential catalysts to our TP include 1) the success of its aggressive new launches; 2) the progress of its inventory sales; 3) higher-than-expected profit sharing from the investment in Australian projects; and 4) benefits from property stimulus measures.

### Risks to our call

Upside risks to our P/E-based TP include 1) a stronger-than-expected take-up rate; 2) more new launches than expected; 3) faster-than-expected economic and purchasing power recovery; 4) lower-than-expected rejection and cancellation rates; 5) lower-than-expected competition; and 6) stronger operating performance from the Australian projects than expected.

### Event calendar

Date	Event
13 August 2025	2Q25 results announcement

### Key assumptions

	2025E	2026E	2027E
Project sales (THB m)	23,774	26,934	27,784
Rental and services income (THB m)	397	416	437
Property GPM (%)	36.3	36.4	36.2
GPM (%)	36.3	36.4	36.2
SG&A to sales (%)	16.5	15.5	15.4

Source: FSSIA estimates

### Earnings sensitivity

- For every 5% increase in transfers, we estimate 2025 net profit to rise by 6%, and vice versa, all else being equal.
- For every 0.5% increase in property GPM, we estimate 2025 net profit to rise by 2%, 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 2%, and vice versa, all else being equal.

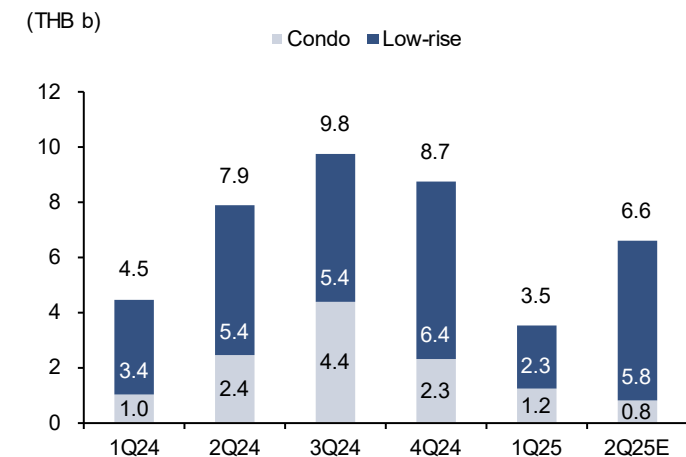
Source: FSSIA estimates

## Exhibit 1: SPALI – 2Q25 results preview

	2Q24	3Q24	4Q24	1Q25	2Q25E	Change	
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)
Total revenue	7,942	9,836	8,837	3,634	6,710	85	(16)
Cost of sales	5,071	5,943	5,498	2,234	4,532	103	(11)
Gross profit	2,870	3,892	3,339	1,400	2,178	56	(24)
SG&A	1,008	1,319	1,193	869	1,010	16	0
Operating profit	3,878	5,212	4,533	2,268	3,188	41	(18)
Other income	191	149	356	66	190	189	(0)
Interest expense	158	201	205	189	185	(2)	17
Profit before tax	1,895	2,522	2,297	407	1,173	188	(38)
Tax	510	558	399	130	317	143	(38)
Associates	237	39	117	132	400	204	69
Reported net profit	1,599	1,989	1,988	405	1,236	205	(23)
Normalised profit	1,599	1,989	1,988	405	1,236	205	(23)
<b>Key ratios (%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>	<b>(ppt)</b>	<b>(ppt)</b>
Property gross margin	36.1	39.7	38.0	38.8	32.5	(6.3)	(3.6)
Gross margin	36.1	39.6	37.8	38.5	32.5	(6.1)	(3.7)
Operating margin	48.8	53.0	51.3	62.4	47.5	(14.9)	(1.3)
Net profit margin	20.1	20.2	22.5	11.1	18.4	7.3	(1.7)
Normalised profit margin	20.1	20.2	22.5	11.1	18.4	7.3	(1.7)
<b>Operating statistics</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(THB m)</b>	<b>(q-q%)</b>	<b>(y-y%)</b>
<b>Property transfers</b>	<b>7,858</b>	<b>9,753</b>	<b>8,733</b>	<b>3,514</b>	<b>6,600</b>	<b>88</b>	<b>(16)</b>
-- Low-rise	5,422	5,364	6,417	2,319	5,808	150	7
-- High-rise	2,436	4,389	2,316	1,195	792	(34)	(67)
<b>Presales</b>	<b>6,434</b>	<b>6,703</b>	<b>6,679</b>	<b>6,669</b>	<b>5,191</b>	<b>(22)</b>	<b>(19)</b>
-- Low-rise	4,157	4,692	2,803	4,735	4,279	(10)	3
-- High-rise	2,277	2,011	3,876	1,934	912	(53)	(60)

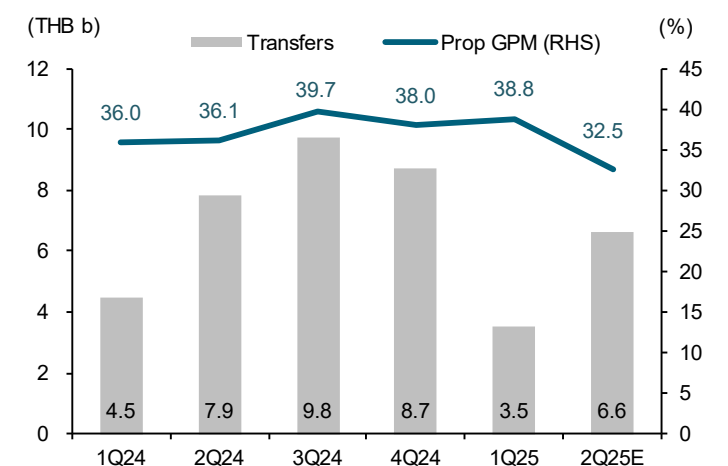
Sources: SPALI; FSSIA estimates

## Exhibit 2: Quarterly transfers breakdown

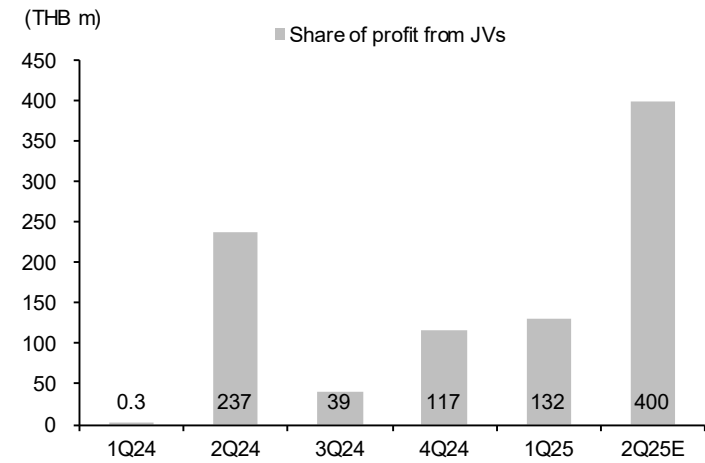


Sources: SPALI; FSSIA estimates

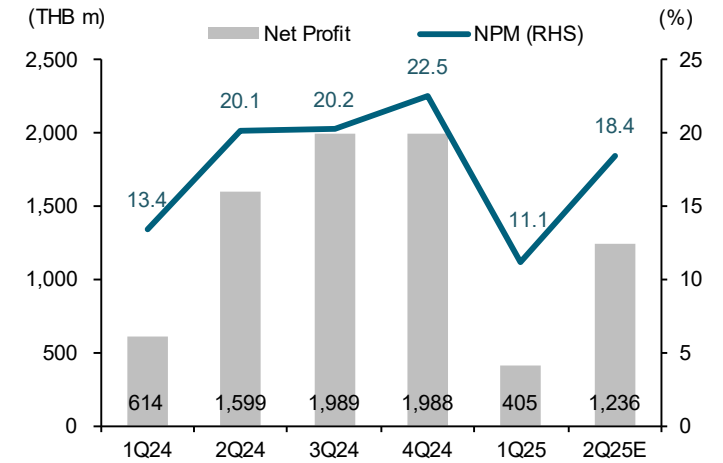
## Exhibit 3: Quarterly transfers and prop GPM



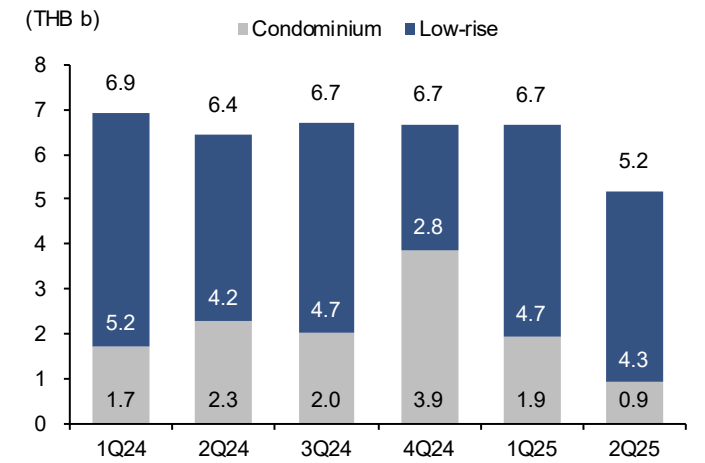
Sources: SPALI; FSSIA estimates

**Exhibit 4: Share of profit from JVs**

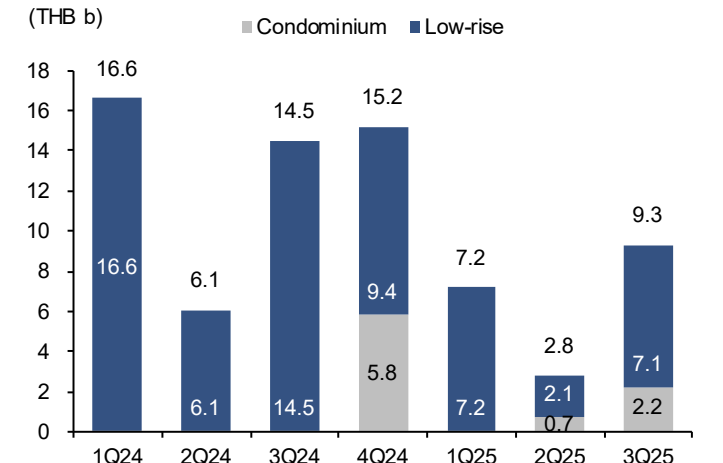
Sources: SPALI; FSSIA estimates

**Exhibit 5: Quarterly net profit and NPM**

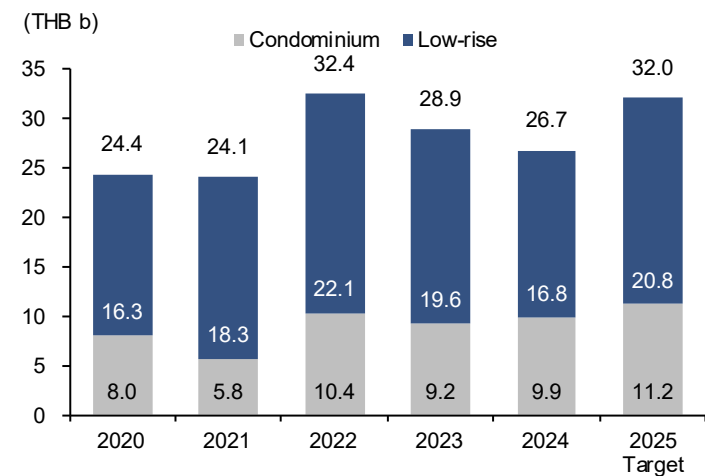
Sources: SPALI; FSSIA estimates

**Exhibit 6: Quarterly presales**

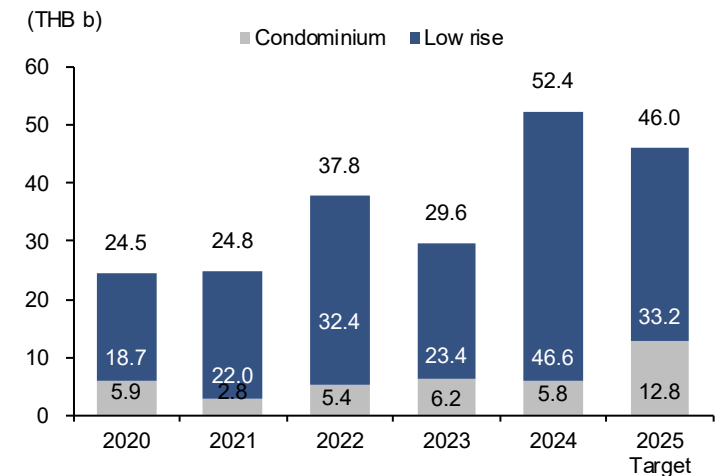
Sources: SPALI; FSSIA's compilation

**Exhibit 7: Quarterly new launches**

Sources: SPALI; FSSIA's compilation

**Exhibit 8: Yearly presales**

Sources: SPALI; FSSIA's compilation

**Exhibit 9: Yearly new launches**

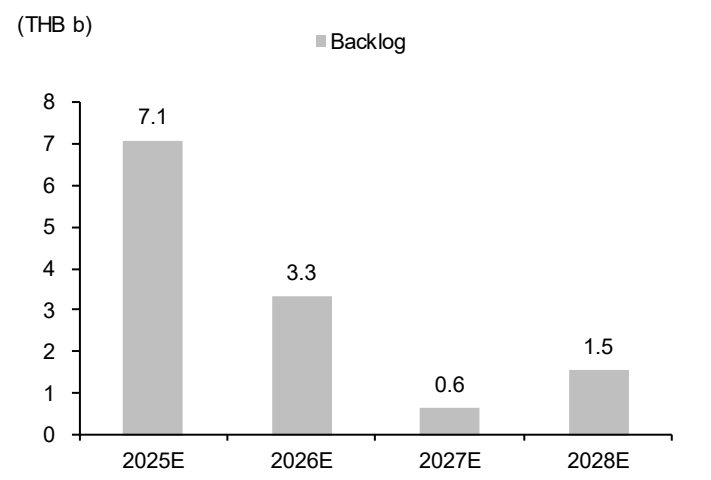
Sources: SPALI; FSSIA's compilation

Exhibit 10: New condo transfer plan for 2Q25



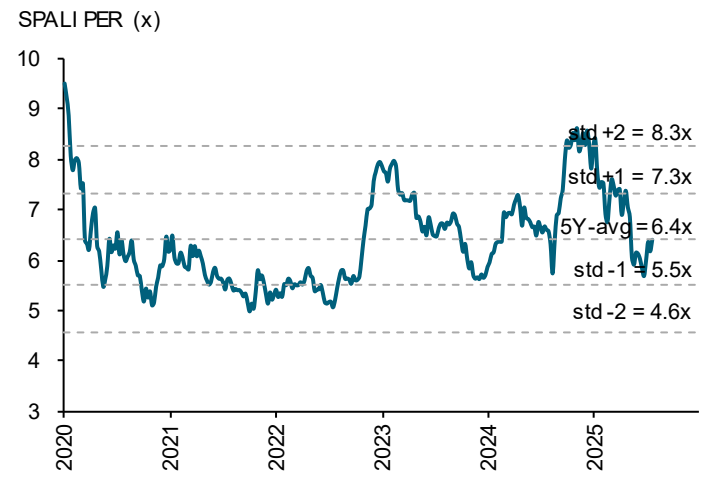
Source: SPALI

Exhibit 11: Backlog at end-2Q25



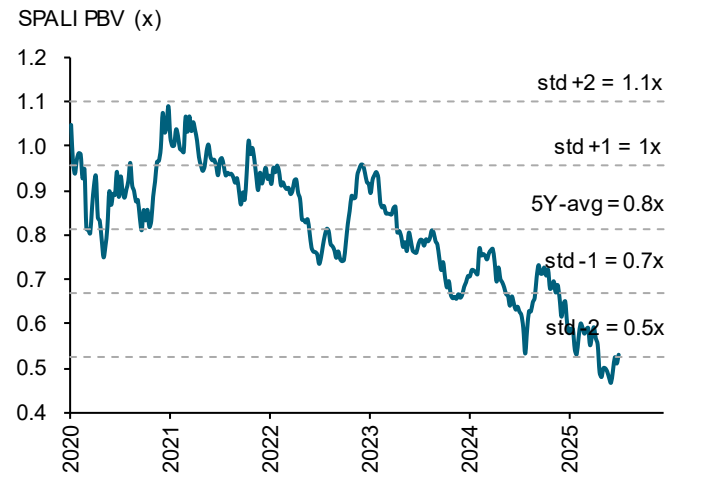
Sources: SPALI; FSSIA's compilation

Exhibit 12: Historical P/E band



Sources: Bloomberg; FSSIA estimates

Exhibit 13: Historical P/BV band



Sources: Bloomberg; FSSIA estimates

## Financial Statements

### Supalai

Profit and Loss (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Revenue	31,177	31,194	24,170	27,350	28,221
Cost of goods sold	(20,071)	(19,431)	(15,402)	(17,401)	(18,010)
<b>Gross profit</b>	<b>11,106</b>	<b>11,763</b>	<b>8,769</b>	<b>9,950</b>	<b>10,211</b>
Other operating income	0	0	0	0	0
Operating costs	(3,857)	(4,302)	(3,983)	(4,238)	(4,344)
<b>Operating EBITDA</b>	<b>7,386</b>	<b>7,665</b>	<b>5,052</b>	<b>5,984</b>	<b>6,146</b>
Depreciation	(138)	(203)	(266)	(272)	(278)
Goodwill amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>7,249</b>	<b>7,462</b>	<b>4,786</b>	<b>5,712</b>	<b>5,867</b>
Net financing costs	(467)	(709)	(777)	(717)	(709)
Associates	247	394	807	823	840
Recurring non-operating income	888	1,184	1,357	1,373	1,390
Non-recurring items	0	0	0	0	0
<b>Profit before tax</b>	<b>7,670</b>	<b>7,937</b>	<b>5,365</b>	<b>6,369</b>	<b>6,548</b>
Tax	(1,586)	(1,665)	(980)	(1,192)	(1,227)
<b>Profit after tax</b>	<b>6,083</b>	<b>6,272</b>	<b>4,385</b>	<b>5,176</b>	<b>5,321</b>
Minority interests	(94)	(82)	(82)	(93)	(96)
Preferred dividends	0	0	0	0	0
Other items	0	0	0	0	0
<b>Reported net profit</b>	<b>5,989</b>	<b>6,190</b>	<b>4,303</b>	<b>5,083</b>	<b>5,225</b>
<b>Non-recurring items &amp; goodwill (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Recurring net profit</b>	<b>5,989</b>	<b>6,190</b>	<b>4,303</b>	<b>5,083</b>	<b>5,225</b>
<b>Per share (THB)</b>					
Recurring EPS *	3.07	3.17	2.20	2.60	2.68
Reported EPS	3.07	3.17	2.20	2.60	2.68
DPS	1.45	1.45	1.00	1.15	1.15
Diluted shares (used to calculate per share data)	1,953	1,953	1,953	1,953	1,953
<b>Growth</b>					
Revenue (%)	(9.6)	0.1	(22.5)	13.2	3.2
Operating EBITDA (%)	(22.4)	3.8	(34.1)	18.4	2.7
Operating EBIT (%)	(22.8)	2.9	(35.9)	19.4	2.7
Recurring EPS (%)	(26.7)	3.3	(30.5)	18.1	2.8
Reported EPS (%)	(26.7)	3.3	(30.5)	18.1	2.8
<b>Operating performance</b>					
Gross margin inc. depreciation (%)	35.6	37.7	36.3	36.4	36.2
Gross margin exc. depreciation (%)	36.1	38.4	37.4	37.4	37.2
Operating EBITDA margin (%)	23.7	24.6	20.9	21.9	21.8
Operating EBIT margin (%)	23.3	23.9	19.8	20.9	20.8
Net margin (%)	19.2	19.8	17.8	18.6	18.5
Effective tax rate (%)	21.4	22.1	21.5	21.5	21.5
Dividend payout on recurring profit (%)	47.3	45.8	45.5	44.0	43.0
Interest cover (X)	17.4	12.2	7.9	9.9	10.2
Inventory days	1,252.5	1,383.5	1,852.5	1,687.4	1,652.1
Debtor days	0.6	1.0	1.2	0.7	0.7
Creditor days	56.1	65.3	79.8	66.4	69.2
Operating ROIC (%)	8.8	8.2	5.0	5.7	5.8
ROIC (%)	8.8	8.5	5.7	6.4	6.5
ROE (%)	12.4	11.9	7.9	8.9	8.7
ROA (%)	7.8	7.5	5.2	5.9	5.9

\* Pre-exceptional, pre-goodwill and fully diluted

Revenue by Division (THB m)	2023	2024	2025E	2026E	2027E
Real estate	30,836	30,817	23,774	26,934	27,784
Rentals & Services	340	378	397	416	437

Sources: Supalai; FSSIA estimates

## Financial Statements

### Supalai

Cash Flow (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Recurring net profit	5,989	6,190	4,303	5,083	5,225
Depreciation	138	203	266	272	278
Associates & minorities	-	-	-	-	-
Other non-cash items	-	-	-	-	-
Change in working capital	(5,562)	(2,896)	(4,851)	(301)	(1,699)
<b>Cash flow from operations</b>	<b>565</b>	<b>3,497</b>	<b>(282)</b>	<b>5,055</b>	<b>3,804</b>
Capex - maintenance	-	-	-	-	-
Capex - new investment	-	-	-	-	-
Net acquisitions & disposals	2,190	-	2,801	(1,095)	(416)
Other investments (net)	-	(6,673)	-	-	-
<b>Cash flow from investing</b>	<b>2,190</b>	<b>(6,673)</b>	<b>2,801</b>	<b>(1,095)</b>	<b>(416)</b>
Dividends paid	(2,476)	(1,598)	(1,958)	(2,237)	(2,247)
Equity finance	488	(1,836)	82	93	96
Debt finance	2,628	7,022	(1,792)	(1,242)	(334)
Other financing cash flows	0	0	0	0	0
<b>Cash flow from financing</b>	<b>641</b>	<b>3,589</b>	<b>(3,668)</b>	<b>(3,386)</b>	<b>(2,485)</b>
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	0	0	0	0
<b>Net other adjustments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Movement in cash</b>	<b>3,396</b>	<b>412</b>	<b>(1,149)</b>	<b>574</b>	<b>903</b>
Free cash flow to firm (FCFF)	3,222.83	(2,467.80)	3,296.37	4,676.35	4,096.51
Free cash flow to equity (FCFE)	5,383.69	3,846.13	726.76	2,717.84	3,053.78

#### Per share (THB)

FCFF per share	1.65	(1.26)	1.69	2.39	2.10
FCFE per share	2.76	1.97	0.37	1.39	1.56
Recurring cash flow per share	3.14	3.27	2.34	2.74	2.82

Balance Sheet (THB m) Year Ending Dec	2023	2024	2025E	2026E	2027E
Tangible fixed assets (gross)	3,015	6,079	6,207	6,348	6,503
Less: Accumulated depreciation	(1,555)	(1,727)	(1,993)	(2,266)	(2,544)
<b>Tangible fixed assets (net)</b>	<b>1,459</b>	<b>4,352</b>	<b>4,213</b>	<b>4,082</b>	<b>3,959</b>
<b>Intangible fixed assets (net)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Long-term financial assets	0	0	0	0	0
Invest. in associates & subsidiaries	6,602	10,180	7,251	8,205	8,466
Cash & equivalents	4,711	5,123	3,974	4,548	5,451
A/C receivable	60	111	48	55	56
Inventories	71,125	74,641	78,998	79,369	81,145
Other current assets	1,838	1,376	1,499	1,696	1,750
<b>Current assets</b>	<b>77,734</b>	<b>81,252</b>	<b>84,519</b>	<b>85,668</b>	<b>88,402</b>
Other assets	330	448	242	274	282
<b>Total assets</b>	<b>86,126</b>	<b>96,231</b>	<b>96,226</b>	<b>98,229</b>	<b>101,109</b>
Common equity	50,475	53,176	55,521	58,368	61,346
Minorities etc.	990	1,045	1,127	1,220	1,316
<b>Total shareholders' equity</b>	<b>51,465</b>	<b>54,220</b>	<b>56,648</b>	<b>59,587</b>	<b>62,661</b>
Long term debt	6,684	7,931	7,153	6,819	6,668
Other long-term liabilities	819	712	770	696	720
<b>Long-term liabilities</b>	<b>7,504</b>	<b>8,643</b>	<b>7,923</b>	<b>7,515</b>	<b>7,389</b>
A/C payable	3,192	3,693	2,926	3,306	3,422
Short term debt	20,480	26,256	25,242	24,334	24,150
Other current liabilities	3,486	3,419	3,487	3,487	3,487
<b>Current liabilities</b>	<b>27,157</b>	<b>33,368</b>	<b>31,655</b>	<b>31,127</b>	<b>31,059</b>
<b>Total liabilities and shareholders' equity</b>	<b>86,126</b>	<b>96,231</b>	<b>96,226</b>	<b>98,229</b>	<b>101,109</b>
Net working capital	66,346	69,017	74,132	74,327	76,042
Invested capital	74,737	83,996	85,838	86,888	88,749

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

#### Per share (THB)

Book value per share	25.84	27.23	28.43	29.89	31.41
Tangible book value per share	25.84	27.23	28.43	29.89	31.41

#### Financial strength

Net debt/equity (%)	43.6	53.6	50.2	44.6	40.5
Net debt/total assets (%)	26.1	30.2	29.5	27.1	25.1
Current ratio (x)	2.9	2.4	2.7	2.8	2.8
CF interest cover (x)	12.5	6.4	1.9	4.8	5.3

Valuation	2023	2024	2025E	2026E	2027E
<b>Recurring P/E (x) *</b>	<b>5.1</b>	<b>4.9</b>	<b>7.1</b>	<b>6.0</b>	<b>5.8</b>
<b>Recurring P/E @ target price (x) *</b>	<b>4.6</b>	<b>4.5</b>	<b>6.4</b>	<b>5.5</b>	<b>5.3</b>
Reported P/E (x)	5.1	4.9	7.1	6.0	5.8
Dividend yield (%)	9.3	9.3	6.4	7.3	7.4
Price/book (x)	0.6	0.6	0.5	0.5	0.5
Price/tangible book (x)	0.6	0.6	0.5	0.5	0.5
EV/EBITDA (x) **	7.3	7.9	11.9	9.7	9.3
EV/EBITDA @ target price (x) **	6.9	7.5	11.3	9.3	8.9
EV/invested capital (x)	0.7	0.7	0.7	0.7	0.6

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

Sources: Supalai; FSSIA estimates



# Supalai PCL (SPALI TB)

## FSSIA ESG rating


**59.80 /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.
★★★★★	<b>&gt;59-79</b>	<b>A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.</b>
★★★	>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
<b>ESG financial materiality scores - ESG score</b>	<b>1.80</b>	<b>2.22</b>	<b>2.06</b>	<b>2.11</b>	<b>2.06</b>	<b>2.05</b>	<b>1.98</b>	<b>2.19</b>
BESG environmental pillar score	0.00	0.67	0.67	0.67	0.67	0.67	0.71	1.14
BESG social pillar score	5.95	5.91	3.67	3.67	3.67	3.67	3.67	3.67
BESG governance pillar score	4.06	3.78	3.93	4.12	3.95	3.92	3.60	3.37
<b>ESG disclosure score</b>	<b>40.17</b>	<b>41.80</b>	<b>41.62</b>	<b>41.62</b>	<b>41.62</b>	<b>41.73</b>	<b>42.11</b>	<b>42.36</b>
Environmental disclosure score	14.80	16.49	16.49	16.49	16.49	16.82	17.97	17.97
Social disclosure score	21.95	25.15	24.61	24.61	24.61	24.61	24.61	25.36
Governance disclosure score	83.59	83.59	83.59	83.59	83.59	83.59	83.59	83.59
<b>Environmental</b>								
Emissions reduction initiatives	No	No	No	No	No	No	Yes	Yes
Climate change policy	No	No	No	No	No	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	No	Yes	Yes
GHG scope 1	—	—	—	—	—	—	—	—
GHG scope 2 location-based	—	—	—	—	—	—	—	—
GHG Scope 3	—	—	—	—	—	—	—	—
Carbon per unit of production	—	—	—	—	—	—	—	—
Biodiversity policy	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Energy efficiency policy	Yes	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	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water policy	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	—	—	—	—	—	—	—	—
<b>Social</b>								
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	No	No	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	49	47	47	48	48	48	49	49
Pct disabled in workforce	0	0	0	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	—	—	—	—	—	—	—	—
Total recordable incident rate - employees	1	1	1	1	0	0	0	—
Training policy	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	No
Number of employees – CSR	924	1,061	1,383	1,495	1,558	1,617	1,645	1,725
Employee turnover pct	—	12	12	11	10	7	10	11
Total hours spent by firm - employee training	25,253	28,997	36,318	39,677	39,168	35,234	12,091	80,454
Social supply chain management	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
<b>Governance</b>								
Board size	11	11	11	10	10	10	10	10
No. of independent directors (ID)	5	5	5	4	4	4	4	4
No. of women on board	1	1	1	1	1	1	1	1
No. of non-executive directors on board	7	7	7	6	6	6	6	6
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	12	12	12	13	12	13	12	12
Board meeting attendance pct	96	98	99	99	99	99	100	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	37	38	39	40	41	42	43	44
Age of the oldest director	73	74	77	78	79	80	81	82
No. of executives / company managers	9	10	12	10	14	14	13	13
No. of female executives	3	3	4	4	5	5	5	5
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	3	3	3	3	3	3	3
No. of ID on audit committee	3	3	3	3	3	3	3	3
Audit committee meetings	12	12	12	12	12	12	12	12
Audit meeting attendance %	92	100	100	100	94	100	97	97
Size of compensation committee	3	3	3	3	3	3	3	3
No. of ID on compensation committee	2	2	2	2	2	2	2	2
No. of compensation committee meetings	2	2	2	2	1	1	2	2
Compensation meeting attendance %	100	100	100	100	100	100	100	100
Size of nomination committee	3	3	3	3	3	3	3	3
No. of nomination committee meetings	2	2	2	2	1	1	2	2
Nomination meeting attendance %	100	100	100	100	100	100	100	100
<b>Sustainability governance</b>								
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 ( <a href="#">DJSI</a> ) 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 ( <a href="#">SETESG</a> ) by The Stock Exchange of Thailand ( <a href="#">SET</a> )	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 <b>SETESG inclusion</b> , 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. <b>SETESG Index</b> 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.																			
<b>CG Score</b> 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%).																			
<b>AGM level</b> 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&amp;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.																			
<a href="#">Thai CAC</a> 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.																			
<a href="#">Morningstar Sustainalytics</a>	The Sustainalytics' 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 &amp; 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+																	
<a href="#">ESG Book</a>	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.																			
<a href="#">MSCI</a>	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><b>AAA</b></td><td>8.571-10.000</td><td rowspan="3"><b>Leader:</b></td><td rowspan="3">leading its industry in managing the most significant ESG risks and opportunities</td></tr><tr><td><b>AA</b></td><td>7.143-8.570</td></tr><tr><td><b>A</b></td><td>5.714-7.142</td></tr><tr><td><b>BBB</b></td><td>4.286-5.713</td><td rowspan="3"><b>Average:</b></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><b>BB</b></td><td>2.857-4.285</td></tr><tr><td><b>B</b></td><td>1.429-2.856</td></tr><tr><td><b>CCC</b></td><td>0.000-1.428</td><td><b>Laggard:</b></td><td>lagging its industry based on its high exposure and failure to manage significant ESG risks</td></tr></table>	<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities	<b>AA</b>	7.143-8.570	<b>A</b>	5.714-7.142	<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	<b>BB</b>	2.857-4.285	<b>B</b>	1.429-2.856	<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks
<b>AAA</b>	8.571-10.000	<b>Leader:</b>	leading its industry in managing the most significant ESG risks and opportunities																		
<b>AA</b>	7.143-8.570																				
<b>A</b>	5.714-7.142																				
<b>BBB</b>	4.286-5.713	<b>Average:</b>	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers																		
<b>BB</b>	2.857-4.285																				
<b>B</b>	1.429-2.856																				
<b>CCC</b>	0.000-1.428	<b>Laggard:</b>	lagging its industry based on its high exposure and failure to manage significant ESG risks																		
<a href="#">Moody's ESG solutions</a>	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.																				
<a href="#">Refinitiv ESG rating</a>	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; &gt;25 to 50 = satisfactory; &gt;50 to 75 = good; and &gt;75 to 100 = excellent.)</i>																				
<a href="#">S&amp;P Global</a>	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.																				
<b>Bloomberg</b>	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

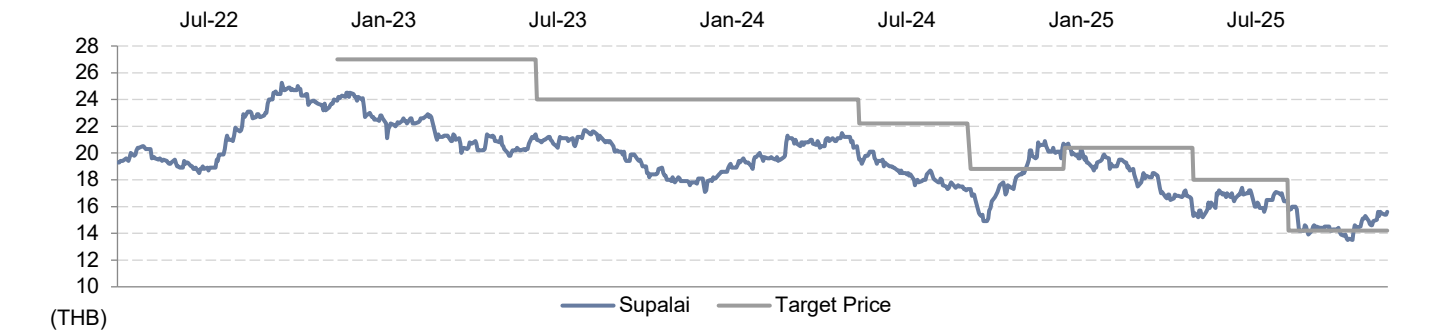
The individual(s) identified above certify(ies) that (i) all views expressed in this report accurately reflect the personal view of the analyst(s) with regard to any and all of the subject securities, companies or issuers mentioned in this report; and (ii) no part of the compensation of the analyst(s)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

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

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

History of change in investment rating and/or target price

Supalai (SPALI TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
27-Jan-2023	BUY	27.00	26-Jul-2024	HOLD	18.80	05-Feb-2025	HOLD	18.00
20-Jul-2023	BUY	24.00	14-Aug-2024	BUY	18.80	28-Apr-2025	REDUCE	14.20
23-Apr-2024	HOLD	22.20	17-Oct-2024	HOLD	20.40			

Thanyatorn Songwutti started covering this stock from 27-Jan-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Supalai	SPALI TB	THB 15.60	REDUCE	Upside risks to our P/E-based TP include 1) a stronger-than-expected take-up rate; 2) more new launches than expected; 3) faster-than-expected economic and purchasing power recovery; 4) lower-than-expected rejection and cancellation rates; 5) lower-than-expected competition; and 6) stronger operating performance from the Australian projects than expected.

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 23-Jul-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.